

Local Market Update – October 2020

A Research Tool Provided by Iowa Association of REALTORS®



Union County

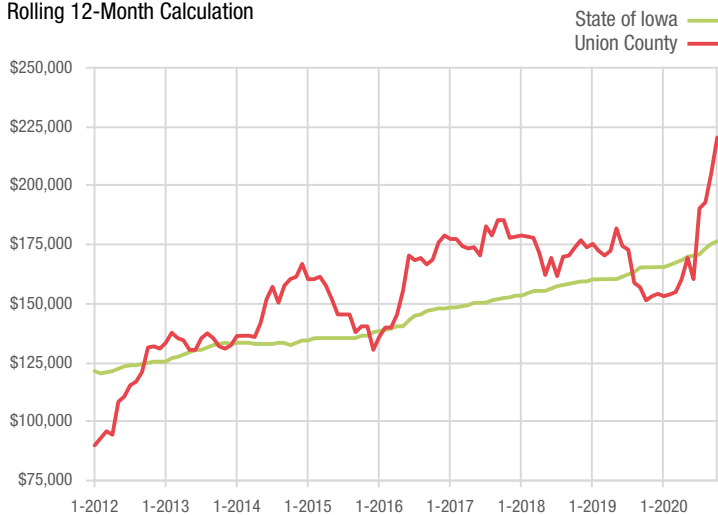
Single-Family Detached	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	33	34	+ 3.0%	350	330	- 5.7%
Pending Sales	30	31	+ 3.3%	279	266	- 4.7%
Closed Sales	37	29	- 21.6%	270	237	- 12.2%
Days on Market Until Sale	96	92	- 4.2%	95	84	- 11.6%
Median Sales Price*	\$138,250	\$325,000	+ 135.1%	\$151,000	\$230,000	+ 52.3%
Average Sales Price*	\$214,845	\$354,166	+ 64.8%	\$208,486	\$274,271	+ 31.6%
Percent of List Price Received*	96.5%	93.0%	- 3.6%	95.7%	95.0%	- 0.7%
Inventory of Homes for Sale	125	84	- 32.8%	—	—	—
Months Supply of Inventory	4.8	3.4	- 29.2%	—	—	—

Townhouse-Condo	October			Year to Date		
	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	4	2	- 50.0%	24	40	+ 66.7%
Pending Sales	4	2	- 50.0%	20	25	+ 25.0%
Closed Sales	3	4	+ 33.3%	21	25	+ 19.0%
Days on Market Until Sale	23	9	- 60.9%	64	34	- 46.9%
Median Sales Price*	\$263,000	\$248,472	- 5.5%	\$259,000	\$260,000	+ 0.4%
Average Sales Price*	\$283,833	\$223,611	- 21.2%	\$279,307	\$271,392	- 2.8%
Percent of List Price Received*	97.8%	100.6%	+ 2.9%	99.2%	98.8%	- 0.4%
Inventory of Homes for Sale	5	11	+ 120.0%	—	—	—
Months Supply of Inventory	1.7	4.5	+ 164.7%	—	—	—

* Does not account for seller concessions; % Change may be extreme due to small sample size.

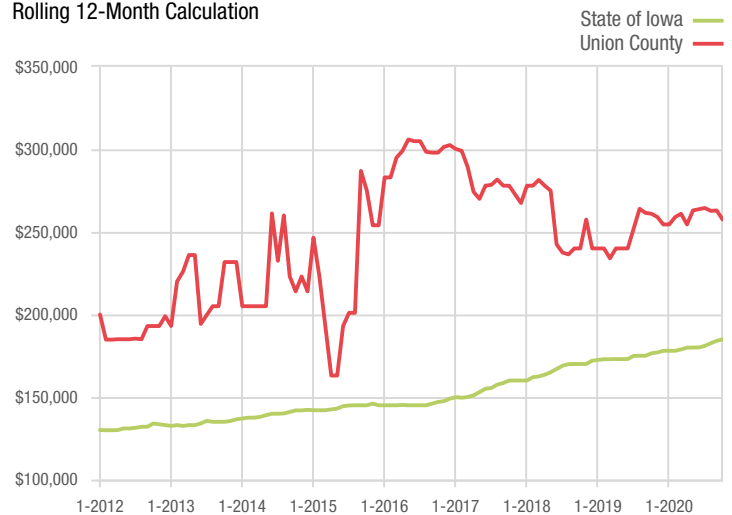
Median Sales Price - Single-Family Detached

Rolling 12-Month Calculation



Median Sales Price - Townhouse-Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.