

Local Market Update – May 2021

A Research Tool Provided by Iowa Association of REALTORS®



Union County

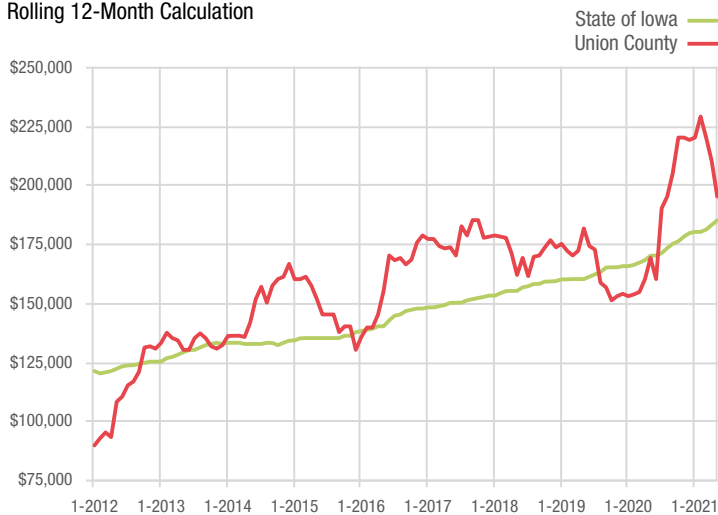
Single-Family Detached	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	37	35	- 5.4%	158	161	+ 1.9%
Pending Sales	32	41	+ 28.1%	113	148	+ 31.0%
Closed Sales	21	27	+ 28.6%	88	107	+ 21.6%
Days on Market Until Sale	66	50	- 24.2%	90	70	- 22.2%
Median Sales Price*	\$255,000	\$158,000	- 38.0%	\$221,950	\$152,000	- 31.5%
Average Sales Price*	\$250,971	\$218,871	- 12.8%	\$245,909	\$208,181	- 15.3%
Percent of List Price Received*	95.3%	94.3%	- 1.0%	96.3%	93.7%	- 2.7%
Inventory of Homes for Sale	102	75	- 26.5%	—	—	—
Months Supply of Inventory	4.2	2.6	- 38.1%	—	—	—

Townhouse-Condo	May			Year to Date		
	2020	2021	% Change	Thru 5-2020	Thru 5-2021	% Change
New Listings	8	1	- 87.5%	20	11	- 45.0%
Pending Sales	4	2	- 50.0%	11	10	- 9.1%
Closed Sales	1	1	0.0%	7	7	0.0%
Days on Market Until Sale	6	10	+ 66.7%	38	13	- 65.8%
Median Sales Price*	\$340,000	\$263,861	- 22.4%	\$276,849	\$275,000	- 0.7%
Average Sales Price*	\$340,000	\$263,861	- 22.4%	\$273,835	\$289,337	+ 5.7%
Percent of List Price Received*	103.3%	102.4%	- 0.9%	100.9%	99.3%	- 1.6%
Inventory of Homes for Sale	10	5	- 50.0%	—	—	—
Months Supply of Inventory	4.5	2.1	- 53.3%	—	—	—

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

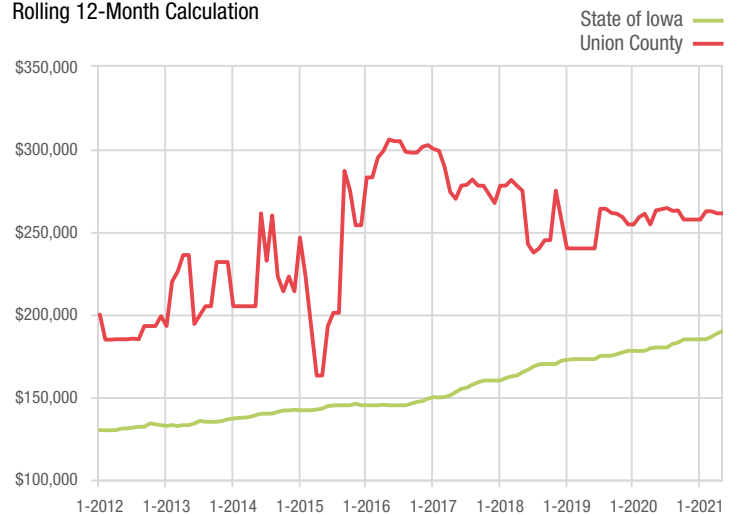
Median Sales Price - Single-Family Detached

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.