

Local Market Update – June 2021

A Research Tool Provided by Iowa Association of REALTORS®



Union County

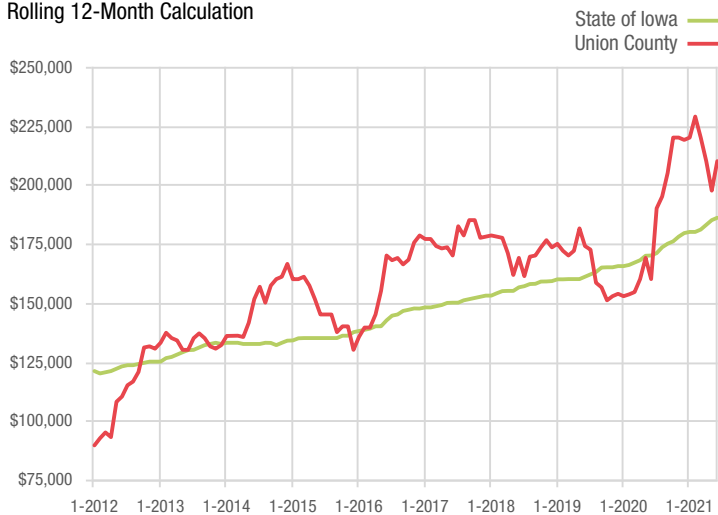
Single-Family Detached	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	28	46	+ 64.3%	186	207	+ 11.3%
Pending Sales	29	32	+ 10.3%	142	181	+ 27.5%
Closed Sales	24	30	+ 25.0%	112	138	+ 23.2%
Days on Market Until Sale	103	88	- 14.6%	92	74	- 19.6%
Median Sales Price*	\$161,750	\$259,700	+ 60.6%	\$192,500	\$172,000	- 10.6%
Average Sales Price*	\$199,756	\$277,747	+ 39.0%	\$236,019	\$224,984	- 4.7%
Percent of List Price Received*	96.5%	96.3%	- 0.2%	96.3%	94.3%	- 2.1%
Inventory of Homes for Sale	98	74	- 24.5%	—	—	—
Months Supply of Inventory	4.1	2.6	- 36.6%	—	—	—

Townhouse-Condo	June			Year to Date		
	2020	2021	% Change	Thru 6-2020	Thru 6-2021	% Change
Key Metrics						
New Listings	7	3	- 57.1%	27	14	- 48.1%
Pending Sales	5	1	- 80.0%	16	11	- 31.3%
Closed Sales	5	5	0.0%	12	12	0.0%
Days on Market Until Sale	58	103	+ 77.6%	46	51	+ 10.9%
Median Sales Price*	\$260,000	\$387,500	+ 49.0%	\$267,250	\$292,250	+ 9.4%
Average Sales Price*	\$260,100	\$388,700	+ 49.4%	\$268,112	\$330,738	+ 23.4%
Percent of List Price Received*	97.7%	97.3%	- 0.4%	99.6%	98.5%	- 1.1%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	4.1	2.9	- 29.3%	—	—	—

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

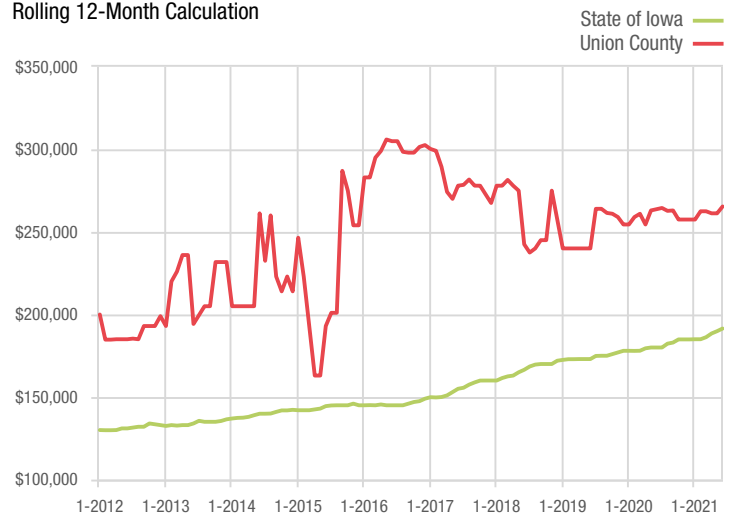
Median Sales Price - Single-Family Detached

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.