

# Local Market Update – August 2021

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

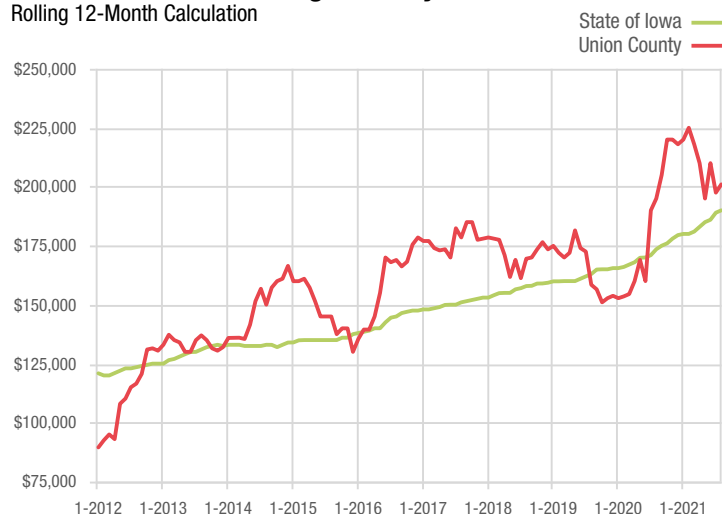
Single-Family Detached	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	50	34	- 32.0%	274	281	+ 2.6%
Pending Sales	32	38	+ 18.8%	199	244	+ 22.6%
Closed Sales	30	42	+ 40.0%	182	218	+ 19.8%
Days on Market Until Sale	97	53	- 45.4%	88	65	- 26.1%
Median Sales Price*	\$124,500	\$150,000	+ 20.5%	\$212,500	\$175,500	- 17.4%
Average Sales Price*	\$199,497	\$210,464	+ 5.5%	\$260,895	\$234,297	- 10.2%
Percent of List Price Received*	90.0%	95.9%	+ 6.6%	95.2%	95.0%	- 0.2%
Inventory of Homes for Sale	109	72	- 33.9%	—	—	—
Months Supply of Inventory	4.7	2.5	- 46.8%	—	—	—

Townhouse-Condo	August			Year to Date		
Key Metrics	2020	2021	% Change	Thru 8-2020	Thru 8-2021	% Change
New Listings	3	2	- 33.3%	32	19	- 40.6%
Pending Sales	1	2	+ 100.0%	20	15	- 25.0%
Closed Sales	4	2	- 50.0%	17	16	- 5.9%
Days on Market Until Sale	9	6	- 33.3%	43	52	+ 20.9%
Median Sales Price*	\$258,750	\$382,500	+ 47.8%	\$266,000	\$299,732	+ 12.7%
Average Sales Price*	\$301,875	\$382,500	+ 26.7%	\$276,256	\$340,708	+ 23.3%
Percent of List Price Received*	98.8%	100.0%	+ 1.2%	99.4%	99.6%	+ 0.2%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	4.2	2.9	- 31.0%	—	—	—

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

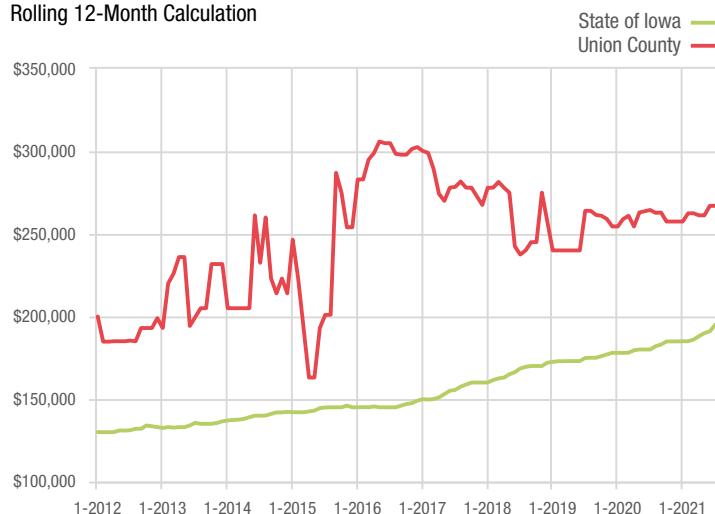
### Median Sales Price - Single-Family Detached

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.