

# Local Market Update – September 2021

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

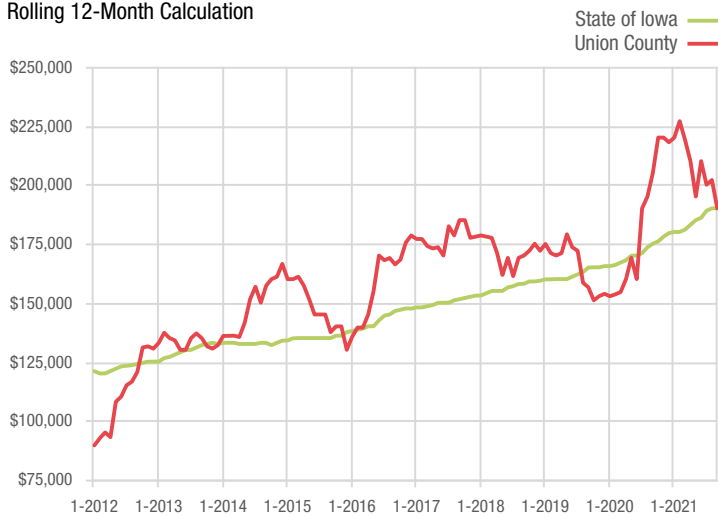
Single-Family Detached	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	29	29	0.0%	303	311	+ 2.6%
Pending Sales	38	36	- 5.3%	237	281	+ 18.6%
Closed Sales	27	31	+ 14.8%	209	252	+ 20.6%
Days on Market Until Sale	50	56	+ 12.0%	83	64	- 22.9%
Median Sales Price*	\$282,000	\$180,000	- 36.2%	\$219,000	\$178,000	- 18.7%
Average Sales Price*	\$278,201	\$228,913	- 17.7%	\$263,058	\$234,436	- 10.9%
Percent of List Price Received*	95.8%	94.5%	- 1.4%	95.2%	94.9%	- 0.3%
Inventory of Homes for Sale	91	60	- 34.1%	—	—	—
Months Supply of Inventory	3.6	2.1	- 41.7%	—	—	—

Townhouse-Condo	September			Year to Date		
	2020	2021	% Change	Thru 9-2020	Thru 9-2021	% Change
New Listings	6	3	- 50.0%	38	22	- 42.1%
Pending Sales	3	1	- 66.7%	23	16	- 30.4%
Closed Sales	4	0	- 100.0%	21	16	- 23.8%
Days on Market Until Sale	18	—	—	38	52	+ 36.8%
Median Sales Price*	\$317,000	—	—	\$266,000	\$299,732	+ 12.7%
Average Sales Price*	\$298,500	—	—	\$280,493	\$340,708	+ 21.5%
Percent of List Price Received*	94.5%	—	—	98.5%	99.6%	+ 1.1%
Inventory of Homes for Sale	11	6	- 45.5%	—	—	—
Months Supply of Inventory	4.2	3.1	- 26.2%	—	—	—

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

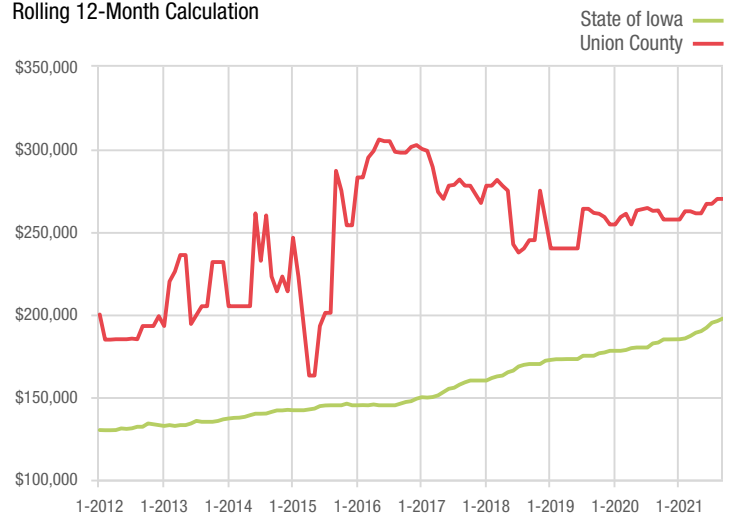
### Median Sales Price - Single-Family Detached

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.