

Local Market Update – March 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

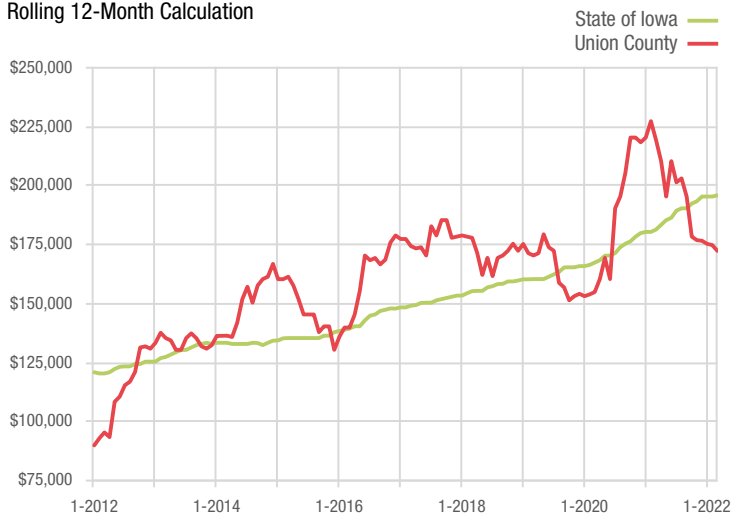
Single-Family Detached	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	44	25	- 43.2%	84	84	0.0%
Pending Sales	31	37	+ 19.4%	67	81	+ 20.9%
Closed Sales	17	29	+ 70.6%	44	57	+ 29.5%
Days on Market Until Sale	111	64	- 42.3%	76	55	- 27.6%
Median Sales Price*	\$102,500	\$80,000	- 22.0%	\$148,500	\$156,250	+ 5.2%
Average Sales Price*	\$191,074	\$171,000	- 10.5%	\$216,538	\$202,692	- 6.4%
Percent of List Price Received*	88.1%	93.0%	+ 5.6%	93.0%	94.5%	+ 1.6%
Inventory of Homes for Sale	88	45	- 48.9%	—	—	—
Months Supply of Inventory	3.4	1.5	- 55.9%	—	—	—

Townhouse-Condo	March			Year to Date		
	2021	2022	% Change	Thru 3-2021	Thru 3-2022	% Change
New Listings	3	2	- 33.3%	9	9	0.0%
Pending Sales	1	3	+ 200.0%	6	6	0.0%
Closed Sales	2	2	0.0%	6	5	- 16.7%
Days on Market Until Sale	14	72	+ 414.3%	14	33	+ 135.7%
Median Sales Price*	\$219,750	\$310,000	+ 41.1%	\$280,000	\$314,318	+ 12.3%
Average Sales Price*	\$219,750	\$310,000	+ 41.1%	\$293,583	\$332,766	+ 13.3%
Percent of List Price Received*	99.8%	96.2%	- 3.6%	98.8%	100.7%	+ 1.9%
Inventory of Homes for Sale	8	5	- 37.5%	—	—	—
Months Supply of Inventory	3.1	2.2	- 29.0%	—	—	—

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

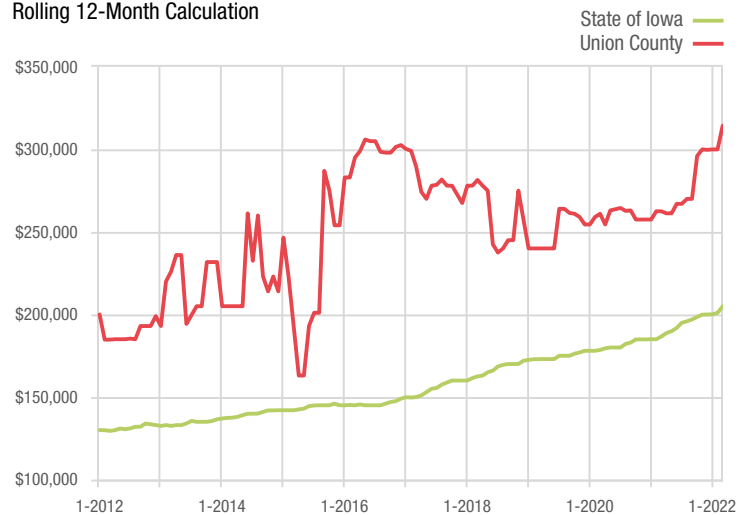
Median Sales Price - Single-Family Detached

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.