

Local Market Update – April 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

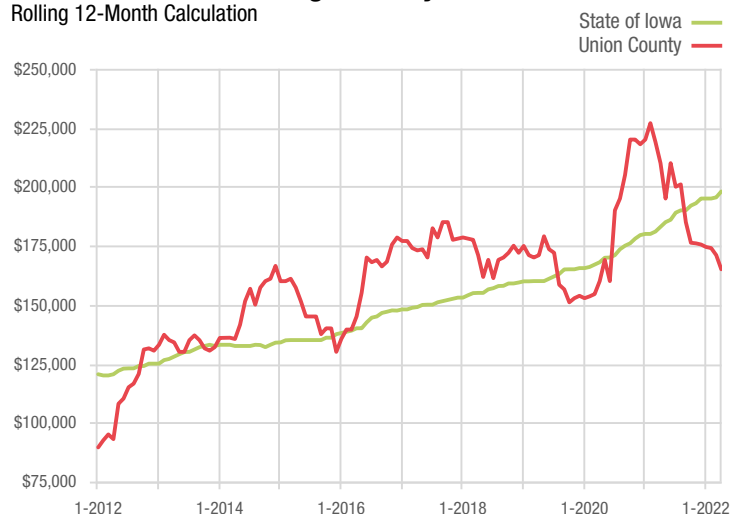
Single-Family Detached	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	42	31	- 26.2%	126	115	- 8.7%
Pending Sales	37	33	- 10.8%	104	111	+ 6.7%
Closed Sales	37	26	- 29.7%	81	85	+ 4.9%
Days on Market Until Sale	78	37	- 52.6%	77	50	- 35.1%
Median Sales Price*	\$144,000	\$122,500	- 14.9%	\$144,000	\$129,500	- 10.1%
Average Sales Price*	\$194,680	\$183,657	- 5.7%	\$206,553	\$196,855	- 4.7%
Percent of List Price Received*	94.1%	95.7%	+ 1.7%	93.5%	94.7%	+ 1.3%
Inventory of Homes for Sale	86	39	- 54.7%	—	—	—
Months Supply of Inventory	3.1	1.3	- 58.1%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2021	2022	% Change	Thru 4-2021	Thru 4-2022	% Change
New Listings	1	4	+ 300.0%	10	13	+ 30.0%
Pending Sales	2	3	+ 50.0%	8	9	+ 12.5%
Closed Sales	0	0	0.0%	6	5	- 16.7%
Days on Market Until Sale	—	—	—	14	33	+ 135.7%
Median Sales Price*	—	—	—	\$280,000	\$314,318	+ 12.3%
Average Sales Price*	—	—	—	\$293,583	\$332,766	+ 13.3%
Percent of List Price Received*	—	—	—	98.8%	100.7%	+ 1.9%
Inventory of Homes for Sale	6	6	0.0%	—	—	—
Months Supply of Inventory	2.3	2.5	+ 8.7%	—	—	—

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

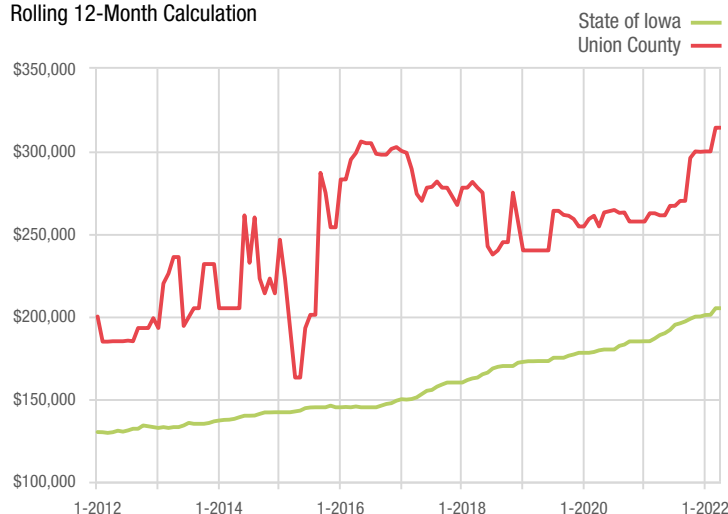
Median Sales Price - Single-Family Detached

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.