

Local Market Update – May 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

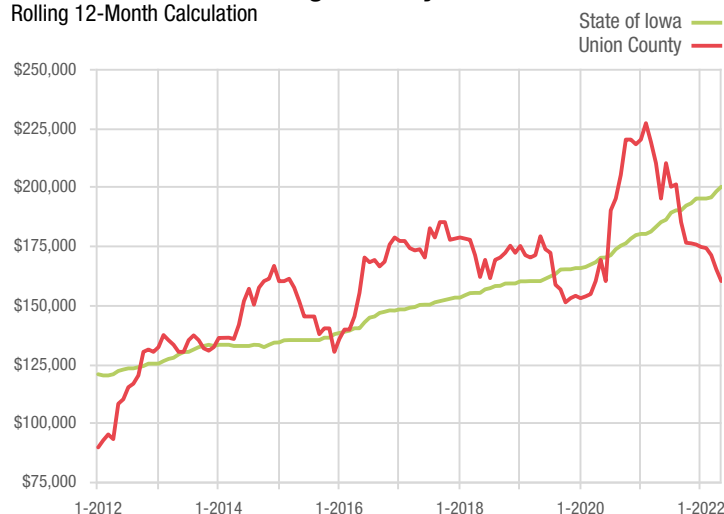
Single-Family Detached	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	35	44	+ 25.7%	161	159	- 1.2%
Pending Sales	42	29	- 31.0%	146	138	- 5.5%
Closed Sales	28	22	- 21.4%	109	108	- 0.9%
Days on Market Until Sale	50	58	+ 16.0%	70	51	- 27.1%
Median Sales Price*	\$166,000	\$134,000	- 19.3%	\$158,000	\$130,000	- 17.7%
Average Sales Price*	\$226,769	\$187,545	- 17.3%	\$211,746	\$198,288	- 6.4%
Percent of List Price Received*	94.5%	94.0%	- 0.5%	93.7%	94.6%	+ 1.0%
Inventory of Homes for Sale	75	52	- 30.7%	—	—	—
Months Supply of Inventory	2.7	1.9	- 29.6%	—	—	—

Townhouse-Condo	May			Year to Date		
Key Metrics	2021	2022	% Change	Thru 5-2021	Thru 5-2022	% Change
New Listings	1	2	+ 100.0%	11	15	+ 36.4%
Pending Sales	2	4	+ 100.0%	10	13	+ 30.0%
Closed Sales	1	3	+ 200.0%	7	8	+ 14.3%
Days on Market Until Sale	10	10	0.0%	13	24	+ 84.6%
Median Sales Price*	\$263,861	\$419,950	+ 59.2%	\$275,000	\$367,134	+ 33.5%
Average Sales Price*	\$263,861	\$413,883	+ 56.9%	\$289,337	\$363,185	+ 25.5%
Percent of List Price Received*	102.4%	100.2%	- 2.1%	99.3%	100.5%	+ 1.2%
Inventory of Homes for Sale	5	4	- 20.0%	—	—	—
Months Supply of Inventory	2.1	1.6	- 23.8%	—	—	—

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

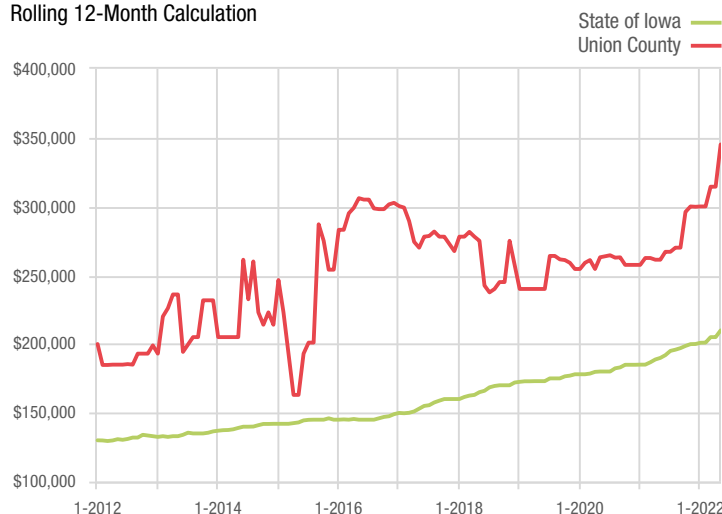
Median Sales Price - Single-Family Detached

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.