

Local Market Update – July 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

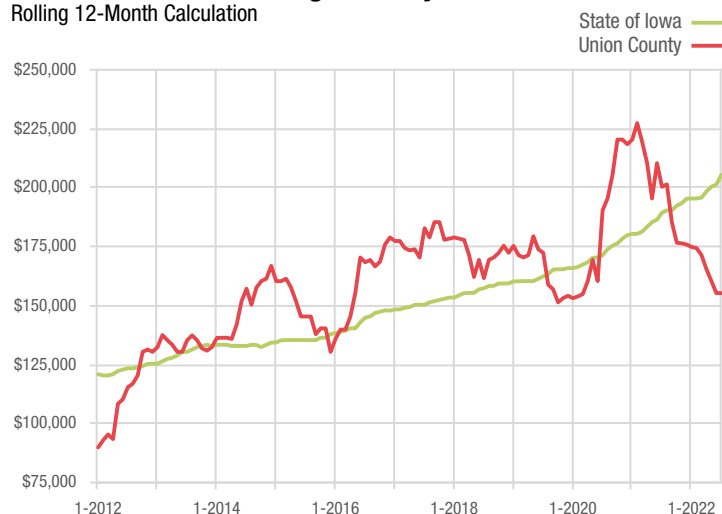
Single-Family Detached	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	40	18	- 55.0%	249	210	- 15.7%
Pending Sales	30	12	- 60.0%	206	180	- 12.6%
Closed Sales	35	15	- 57.1%	177	153	- 13.6%
Days on Market Until Sale	44	30	- 31.8%	69	47	- 31.9%
Median Sales Price*	\$208,000	\$281,000	+ 35.1%	\$179,500	\$150,950	- 15.9%
Average Sales Price*	\$283,526	\$350,871	+ 23.8%	\$240,132	\$225,166	- 6.2%
Percent of List Price Received*	96.4%	97.9%	+ 1.6%	94.7%	95.7%	+ 1.1%
Inventory of Homes for Sale	87	56	- 35.6%	—	—	—
Months Supply of Inventory	3.0	2.1	- 30.0%	—	—	—

Townhouse-Condo	July			Year to Date		
Key Metrics	2021	2022	% Change	Thru 7-2021	Thru 7-2022	% Change
New Listings	3	3	0.0%	17	19	+ 11.8%
Pending Sales	2	1	- 50.0%	13	15	+ 15.4%
Closed Sales	1	3	+ 200.0%	14	14	0.0%
Days on Market Until Sale	202	5	- 97.5%	59	23	- 61.0%
Median Sales Price*	\$417,500	\$245,000	- 41.3%	\$299,732	\$305,659	+ 2.0%
Average Sales Price*	\$417,500	\$223,000	- 46.6%	\$334,737	\$329,749	- 1.5%
Percent of List Price Received*	96.0%	99.8%	+ 4.0%	99.6%	100.3%	+ 0.7%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	3.0	1.2	- 60.0%	—	—	—

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

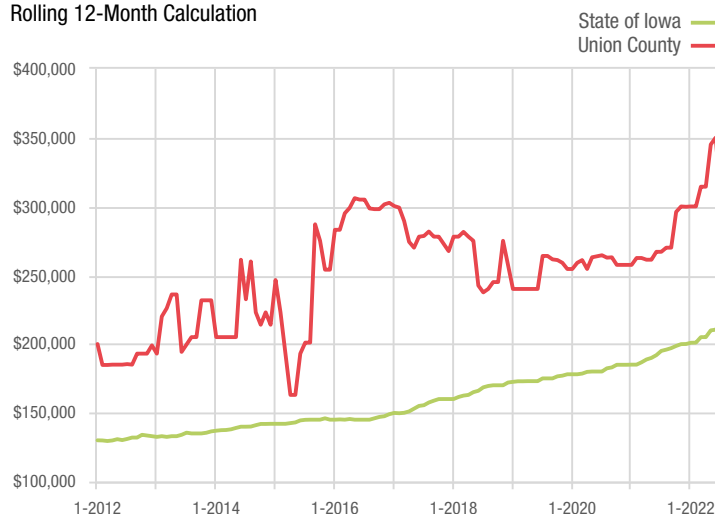
Median Sales Price - Single-Family Detached

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.