

# Local Market Update – October 2022

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

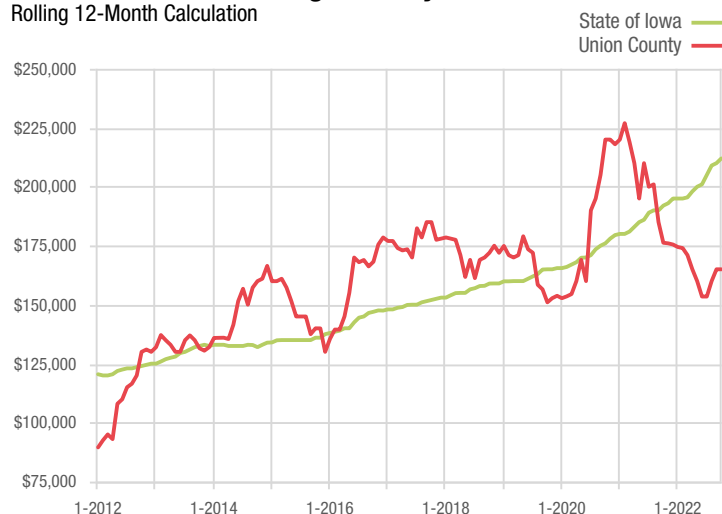
Single-Family Detached	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	30	26	- 13.3%	342	272	- 20.5%
Pending Sales	24	15	- 37.5%	301	228	- 24.3%
Closed Sales	31	17	- 45.2%	284	204	- 28.2%
Days on Market Until Sale	56	34	- 39.3%	63	46	- 27.0%
Median Sales Price*	\$215,000	<b>\$323,062</b>	+ 50.3%	\$179,750	<b>\$170,000</b>	- 5.4%
Average Sales Price*	\$307,222	<b>\$404,001</b>	+ 31.5%	\$241,814	<b>\$267,941</b>	+ 10.8%
Percent of List Price Received*	96.8%	<b>96.7%</b>	- 0.1%	95.1%	<b>95.9%</b>	+ 0.8%
Inventory of Homes for Sale	64	65	+ 1.6%	—	—	—
Months Supply of Inventory	2.3	2.9	+ 26.1%	—	—	—

Townhouse-Condo	October			Year to Date		
Key Metrics	2021	2022	% Change	Thru 10-2021	Thru 10-2022	% Change
New Listings	2	0	- 100.0%	24	24	0.0%
Pending Sales	4	1	- 75.0%	20	20	0.0%
Closed Sales	4	2	- 50.0%	20	18	- 10.0%
Days on Market Until Sale	14	8	- 42.9%	44	20	- 54.5%
Median Sales Price*	\$355,500	<b>\$479,000</b>	+ 34.7%	\$299,732	<b>\$349,500</b>	+ 16.6%
Average Sales Price*	\$372,725	<b>\$479,000</b>	+ 28.5%	\$347,111	<b>\$348,805</b>	+ 0.5%
Percent of List Price Received*	98.6%	<b>98.5%</b>	- 0.1%	99.4%	<b>100.0%</b>	+ 0.6%
Inventory of Homes for Sale	3	3	0.0%	—	—	—
Months Supply of Inventory	1.4	1.3	- 7.1%	—	—	—

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

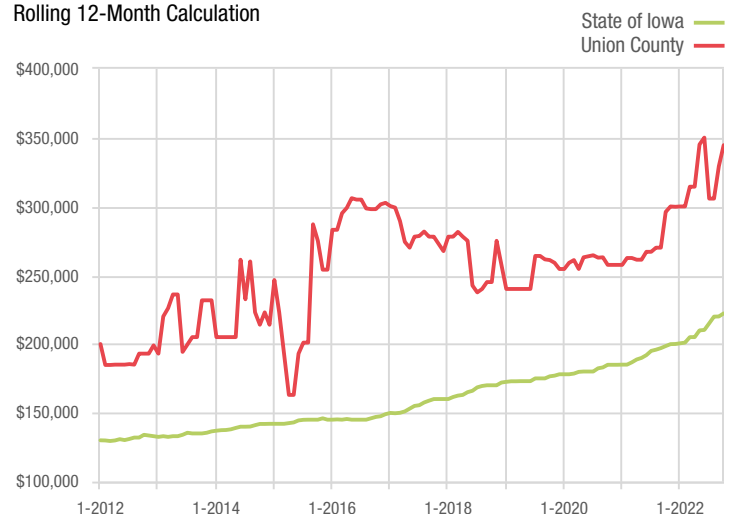
### Median Sales Price - Single-Family Detached

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.