

Local Market Update – November 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

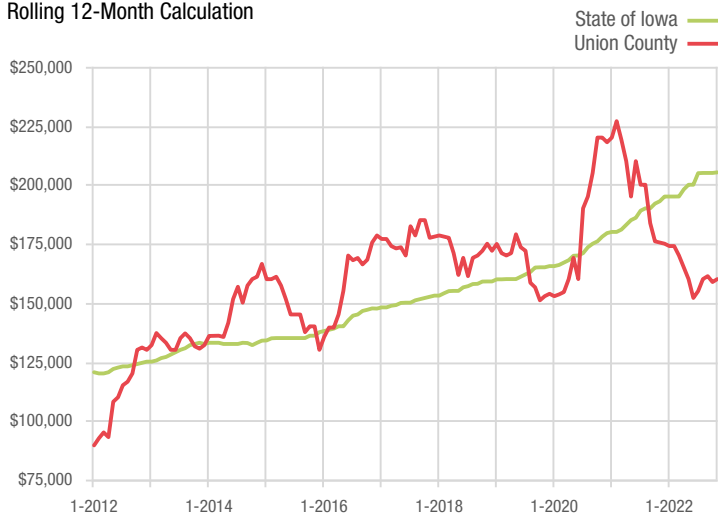
Single-Family Detached	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	17	33	+ 94.1%	361	364	+ 0.8%
Pending Sales	22	16	- 27.3%	324	292	- 9.9%
Closed Sales	28	26	- 7.1%	313	289	- 7.7%
Days on Market Until Sale	34	28	- 17.6%	60	44	- 26.7%
Median Sales Price*	\$125,000	\$154,500	+ 23.6%	\$176,250	\$161,250	- 8.5%
Average Sales Price*	\$216,025	\$238,125	+ 10.2%	\$239,023	\$239,058	+ 0.0%
Percent of List Price Received*	95.7%	95.0%	- 0.7%	95.2%	95.8%	+ 0.6%
Inventory of Homes for Sale	56	90	+ 60.7%	—	—	—
Months Supply of Inventory	2.0	3.5	+ 75.0%	—	—	—

Townhouse-Condo	November			Year to Date		
	2021	2022	% Change	Thru 11-2021	Thru 11-2022	% Change
New Listings	3	4	+ 33.3%	26	27	+ 3.8%
Pending Sales	3	0	- 100.0%	23	19	- 17.4%
Closed Sales	4	2	- 50.0%	24	20	- 16.7%
Days on Market Until Sale	7	52	+ 642.9%	38	23	- 39.5%
Median Sales Price*	\$405,000	\$375,000	- 7.4%	\$319,982	\$357,500	+ 11.7%
Average Sales Price*	\$403,471	\$375,000	- 7.1%	\$356,504	\$351,424	- 1.4%
Percent of List Price Received*	97.7%	104.2%	+ 6.7%	99.1%	100.4%	+ 1.3%
Inventory of Homes for Sale	2	5	+ 150.0%	—	—	—
Months Supply of Inventory	1.0	2.4	+ 140.0%	—	—	—

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

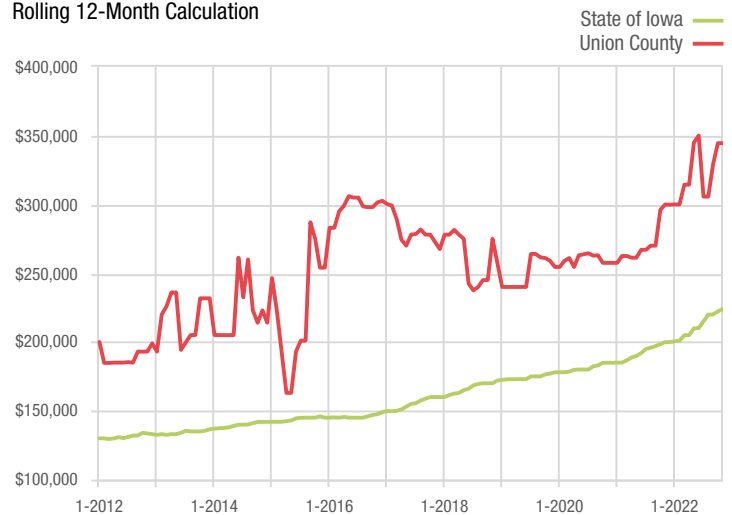
Median Sales Price - Single-Family Detached

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.