

Local Market Update – March 2023

A Research Tool Provided by Iowa Association of REALTORS®



Union County

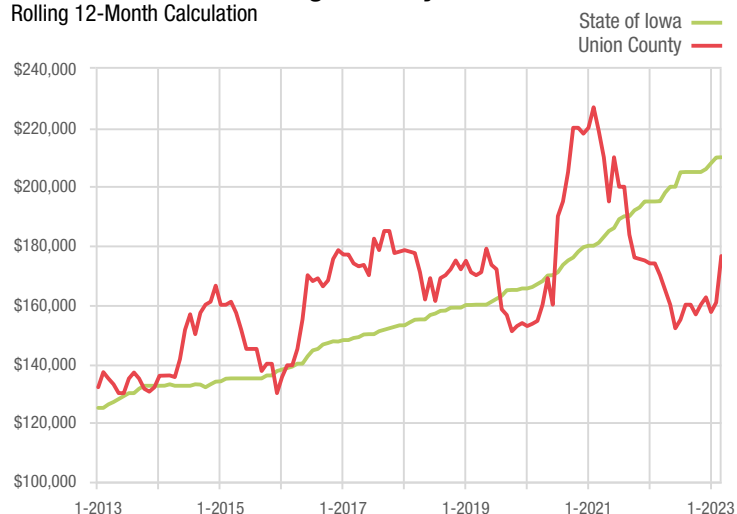
Single-Family Detached	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	23	36	+ 56.5%	82	95	+ 15.9%
Pending Sales	34	30	- 11.8%	78	77	- 1.3%
Closed Sales	29	34	+ 17.2%	59	61	+ 3.4%
Days on Market Until Sale	64	28	- 56.3%	56	39	- 30.4%
Median Sales Price*	\$80,000	\$307,500	+ 284.4%	\$156,250	\$255,000	+ 63.2%
Average Sales Price*	\$171,000	\$385,796	+ 125.6%	\$202,771	\$321,263	+ 58.4%
Percent of List Price Received*	93.0%	96.2%	+ 3.4%	94.3%	95.8%	+ 1.6%
Inventory of Homes for Sale	46	71	+ 54.3%	—	—	—
Months Supply of Inventory	1.6	2.8	+ 75.0%	—	—	—

Townhouse-Condo	March			Year to Date		
Key Metrics	2022	2023	% Change	Thru 3-2022	Thru 3-2023	% Change
New Listings	2	4	+ 100.0%	9	5	- 44.4%
Pending Sales	3	5	+ 66.7%	6	5	- 16.7%
Closed Sales	2	1	- 50.0%	5	2	- 60.0%
Days on Market Until Sale	72	0	- 100.0%	33	2	- 93.9%
Median Sales Price*	\$310,000	\$182,500	- 41.1%	\$314,318	\$181,750	- 42.2%
Average Sales Price*	\$310,000	\$182,500	- 41.1%	\$332,766	\$181,750	- 45.4%
Percent of List Price Received*	96.2%	98.6%	+ 2.5%	100.7%	99.6%	- 1.1%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	1.8	2.8	+ 55.6%	—	—	—

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

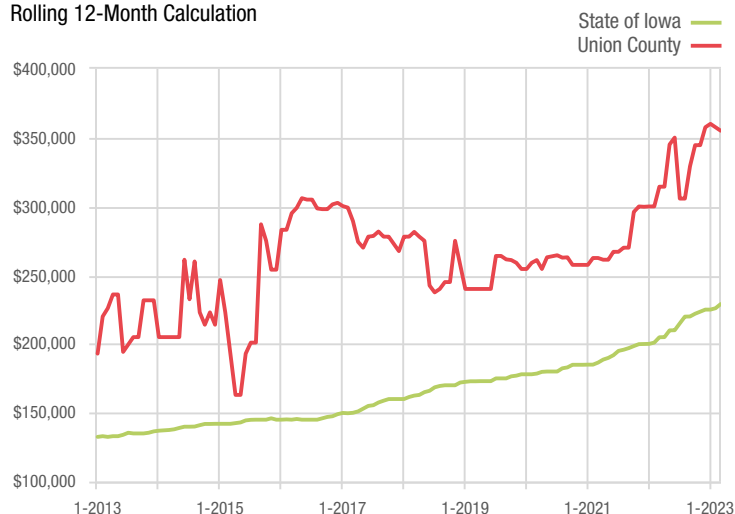
Median Sales Price - Single-Family Detached

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.