

Local Market Update – April 2023

A Research Tool Provided by Iowa Association of REALTORS®



Union County

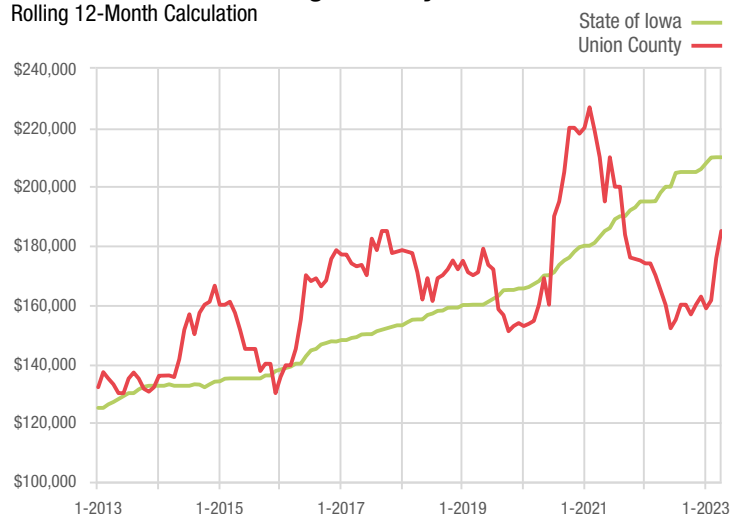
Single-Family Detached	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	31	35	+ 12.9%	113	129	+ 14.2%
Pending Sales	31	37	+ 19.4%	109	113	+ 3.7%
Closed Sales	27	18	- 33.3%	86	79	- 8.1%
Days on Market Until Sale	35	65	+ 85.7%	50	45	- 10.0%
Median Sales Price*	\$126,000	\$364,500	+ 189.3%	\$130,000	\$266,905	+ 105.3%
Average Sales Price*	\$197,387	\$346,528	+ 75.6%	\$201,061	\$327,093	+ 62.7%
Percent of List Price Received*	95.8%	96.3%	+ 0.5%	94.8%	95.9%	+ 1.2%
Inventory of Homes for Sale	40	65	+ 62.5%	—	—	—
Months Supply of Inventory	1.4	2.5	+ 78.6%	—	—	—

Townhouse-Condo	April			Year to Date		
Key Metrics	2022	2023	% Change	Thru 4-2022	Thru 4-2023	% Change
New Listings	3	7	+ 133.3%	12	12	0.0%
Pending Sales	3	5	+ 66.7%	9	10	+ 11.1%
Closed Sales	0	2	—	5	4	- 20.0%
Days on Market Until Sale	—	18	—	33	10	- 69.7%
Median Sales Price*	—	\$577,778	—	\$314,318	\$242,500	- 22.8%
Average Sales Price*	—	\$577,778	—	\$332,766	\$379,764	+ 14.1%
Percent of List Price Received*	—	100.9%	—	100.7%	100.3%	- 0.4%
Inventory of Homes for Sale	4	6	+ 50.0%	—	—	—
Months Supply of Inventory	1.7	2.6	+ 52.9%	—	—	—

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

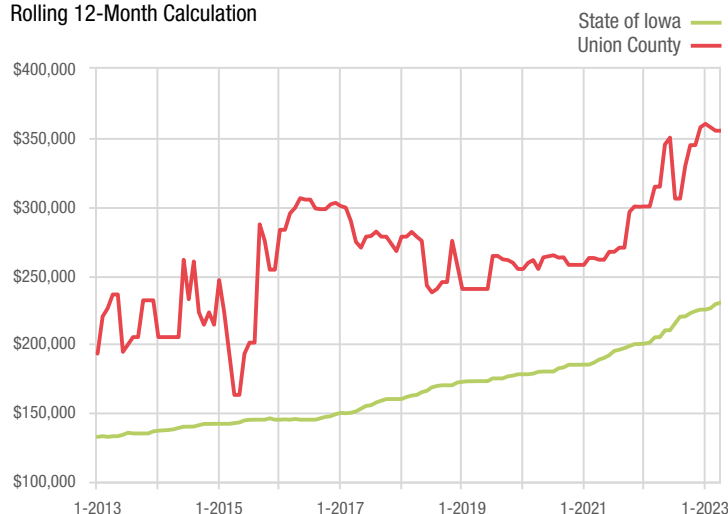
Median Sales Price - Single-Family Detached

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.