

# Local Market Update – November 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

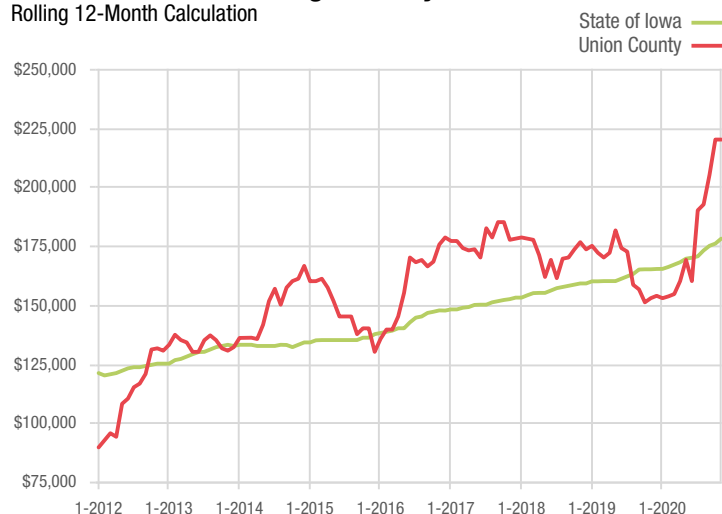
Single-Family Detached	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	15	23	+ 53.3%	365	353	- 3.3%
Pending Sales	14	24	+ 71.4%	292	289	- 1.0%
Closed Sales	17	26	+ 52.9%	287	263	- 8.4%
Days on Market Until Sale	59	116	+ 96.6%	93	87	- 6.5%
Median Sales Price*	\$205,000	\$173,750	- 15.2%	\$152,750	\$229,450	+ 50.2%
Average Sales Price*	\$213,800	\$248,442	+ 16.2%	\$208,802	\$271,708	+ 30.1%
Percent of List Price Received*	93.1%	96.0%	+ 3.1%	95.6%	95.1%	- 0.5%
Inventory of Homes for Sale	117	77	- 34.2%	—	—	—
Months Supply of Inventory	4.6	3.0	- 34.8%	—	—	—

Townhouse-Condo	November			Year to Date		
Key Metrics	2019	2020	% Change	Thru 11-2019	Thru 11-2020	% Change
New Listings	1	5	+ 400.0%	25	45	+ 80.0%
Pending Sales	1	3	+ 200.0%	21	28	+ 33.3%
Closed Sales	0	4	—	21	29	+ 38.1%
Days on Market Until Sale	—	32	—	64	33	- 48.4%
Median Sales Price*	—	\$228,750	—	\$259,000	\$260,000	+ 0.4%
Average Sales Price*	—	\$260,625	—	\$279,307	\$269,906	- 3.4%
Percent of List Price Received*	—	98.5%	—	99.2%	98.8%	- 0.4%
Inventory of Homes for Sale	4	7	+ 75.0%	—	—	—
Months Supply of Inventory	1.5	2.7	+ 80.0%	—	—	—

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

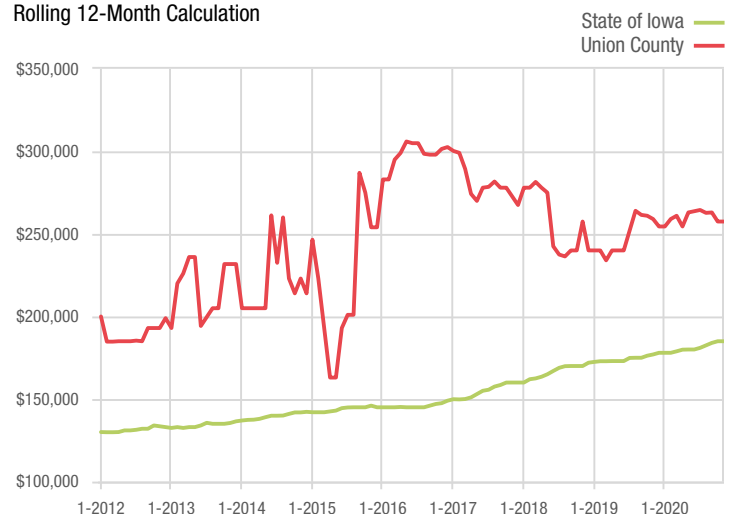
### Median Sales Price - Single-Family Detached

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.