

# Local Market Update – December 2020

A Research Tool Provided by Iowa Association of REALTORS®



## Union County

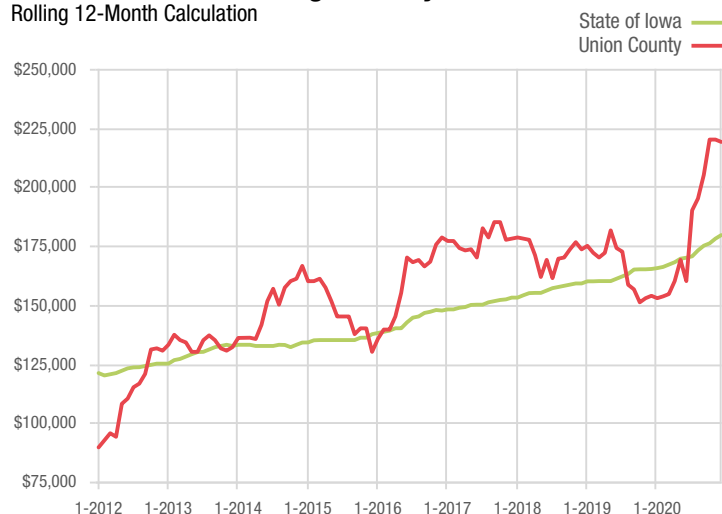
Single-Family Detached	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	17	17	0.0%	382	375	- 1.8%
Pending Sales	19	9	- 52.6%	311	304	- 2.3%
Closed Sales	28	36	+ 28.6%	315	301	- 4.4%
Days on Market Until Sale	76	67	- 11.8%	92	84	- 8.7%
Median Sales Price*	\$182,500	\$151,000	- 17.3%	\$153,768	\$219,000	+ 42.4%
Average Sales Price*	\$197,782	\$213,799	+ 8.1%	\$207,819	\$264,560	+ 27.3%
Percent of List Price Received*	93.8%	92.7%	- 1.2%	95.4%	94.8%	- 0.6%
Inventory of Homes for Sale	104	77	- 26.0%	—	—	—
Months Supply of Inventory	4.0	3.0	- 25.0%	—	—	—

Townhouse-Condo	December			Year to Date		
Key Metrics	2019	2020	% Change	Thru 12-2019	Thru 12-2020	% Change
New Listings	1	2	+ 100.0%	26	47	+ 80.8%
Pending Sales	1	2	+ 100.0%	22	30	+ 36.4%
Closed Sales	1	1	0.0%	22	30	+ 36.4%
Days on Market Until Sale	0	25	—	61	33	- 45.9%
Median Sales Price*	\$243,406	\$152,500	- 37.3%	\$254,500	\$257,500	+ 1.2%
Average Sales Price*	\$243,406	\$152,500	- 37.3%	\$277,675	\$265,993	- 4.2%
Percent of List Price Received*	103.2%	100.0%	- 3.1%	99.4%	98.8%	- 0.6%
Inventory of Homes for Sale	4	5	+ 25.0%	—	—	—
Months Supply of Inventory	1.6	1.8	+ 12.5%	—	—	—

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

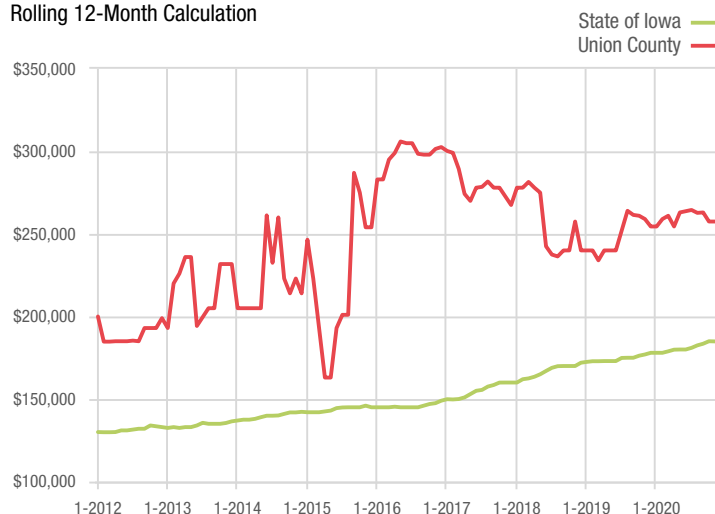
### Median Sales Price - Single-Family Detached

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.