

Local Market Update – January 2022

A Research Tool Provided by Iowa Association of REALTORS®



Union County

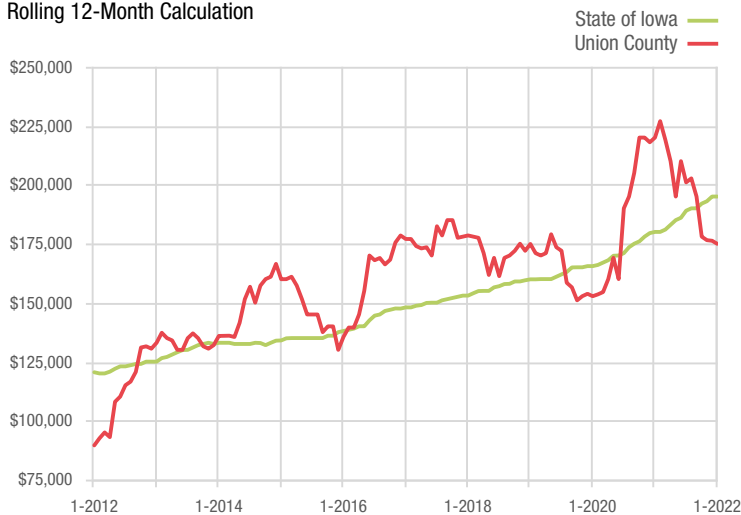
Single-Family Detached	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	19	25	+ 31.6%	19	25	+ 31.6%
Pending Sales	14	18	+ 28.6%	14	18	+ 28.6%
Closed Sales	14	14	0.0%	14	14	0.0%
Days on Market Until Sale	68	43	- 36.8%	68	43	- 36.8%
Median Sales Price*	\$225,000	\$172,450	- 23.4%	\$225,000	\$172,450	- 23.4%
Average Sales Price*	\$226,143	\$249,408	+ 10.3%	\$226,143	\$249,408	+ 10.3%
Percent of List Price Received*	95.3%	95.1%	- 0.2%	95.3%	95.1%	- 0.2%
Inventory of Homes for Sale	87	52	- 40.2%	—	—	—
Months Supply of Inventory	3.5	1.8	- 48.6%	—	—	—

Townhouse-Condo	January			Year to Date		
	2021	2022	% Change	Thru 1-2021	Thru 1-2022	% Change
Key Metrics						
New Listings	4	7	+ 75.0%	4	7	+ 75.0%
Pending Sales	4	3	- 25.0%	4	3	- 25.0%
Closed Sales	1	2	+ 100.0%	1	2	+ 100.0%
Days on Market Until Sale	0	0	0.0%	0	0	0.0%
Median Sales Price*	\$275,000	\$301,916	+ 9.8%	\$275,000	\$301,916	+ 9.8%
Average Sales Price*	\$275,000	\$301,916	+ 9.8%	\$275,000	\$301,916	+ 9.8%
Percent of List Price Received*	100.0%	108.2%	+ 8.2%	100.0%	108.2%	+ 8.2%
Inventory of Homes for Sale	5	6	+ 20.0%	—	—	—
Months Supply of Inventory	1.8	3.0	+ 66.7%	—	—	—

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

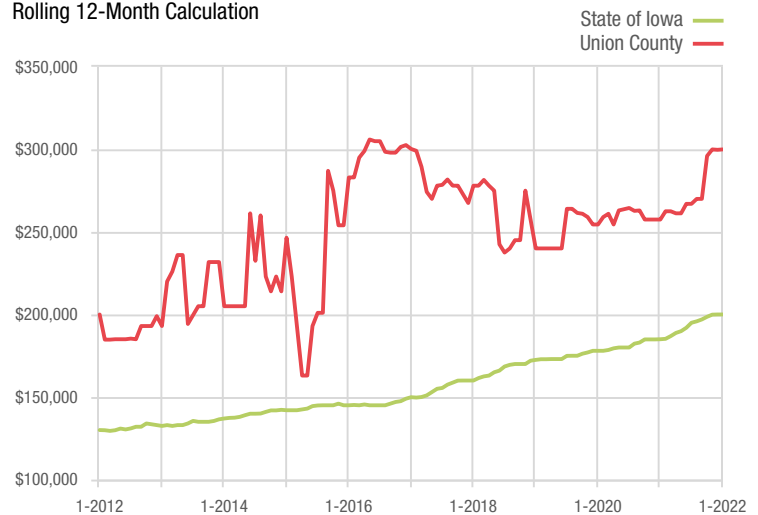
Median Sales Price - Single-Family Detached

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.