

Local Market Update – December 2023

A Research Tool Provided by Iowa Association of REALTORS®



Union County

Single-Family Detached

Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	15	18	+ 20.0%	365	346	- 5.2%
Pending Sales	16	14	- 12.5%	302	280	- 7.3%
Closed Sales	12	10	- 16.7%	306	285	- 6.9%
Days on Market Until Sale	48	76	+ 58.3%	45	53	+ 17.8%
Median Sales Price*	\$180,000	\$313,950	+ 74.4%	\$162,750	\$227,500	+ 39.8%
Average Sales Price*	\$250,167	\$382,290	+ 52.8%	\$237,259	\$297,771	+ 25.5%
Percent of List Price Received*	95.1%	92.3%	- 2.9%	95.6%	95.7%	+ 0.1%
Inventory of Homes for Sale	69	85	+ 23.2%	—	—	—
Months Supply of Inventory	2.7	3.6	+ 33.3%	—	—	—

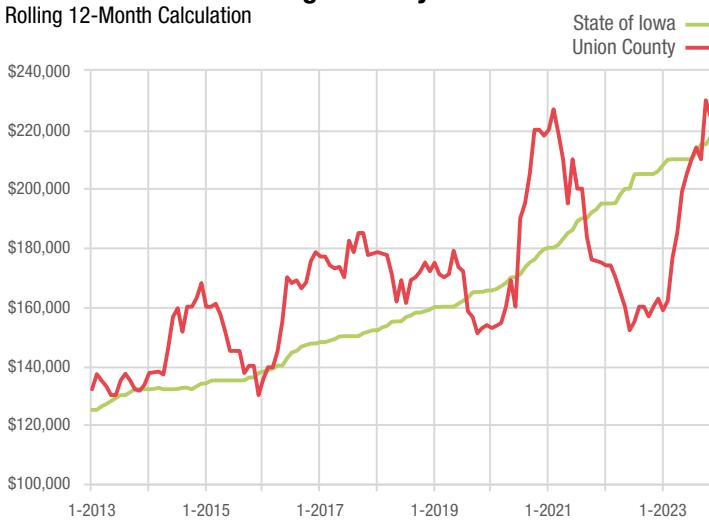
Townhouse-Condo

Key Metrics	December			Year to Date		
	2022	2023	% Change	Thru 12-2022	Thru 12-2023	% Change
New Listings	2	0	- 100.0%	29	21	- 27.6%
Pending Sales	1	0	- 100.0%	20	16	- 20.0%
Closed Sales	0	1	—	20	17	- 15.0%
Days on Market Until Sale	—	11	—	23	33	+ 43.5%
Median Sales Price*	—	\$226,000	—	\$357,500	\$305,000	- 14.7%
Average Sales Price*	—	\$226,000	—	\$351,424	\$347,683	- 1.1%
Percent of List Price Received*	—	97.0%	—	100.4%	98.4%	- 2.0%
Inventory of Homes for Sale	6	3	- 50.0%	—	—	—
Months Supply of Inventory	3.0	1.1	- 63.3%	—	—	—

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

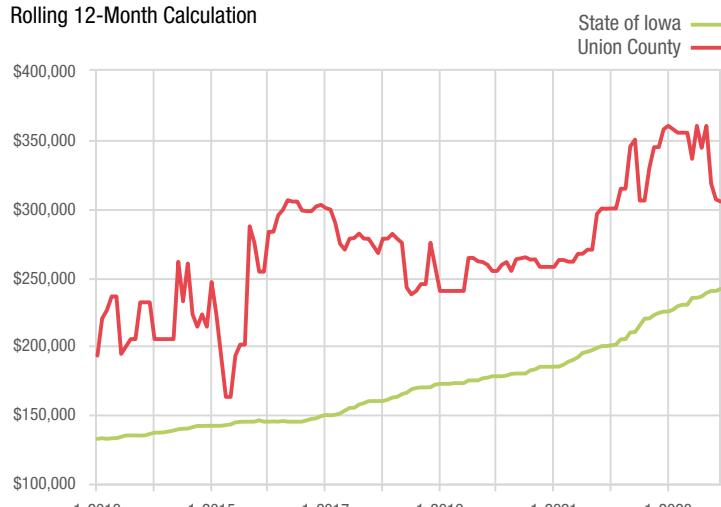
Median Sales Price - Single-Family Detached

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.