

Local Market Update – September 2024

A Research Tool Provided by Iowa Association of REALTORS®

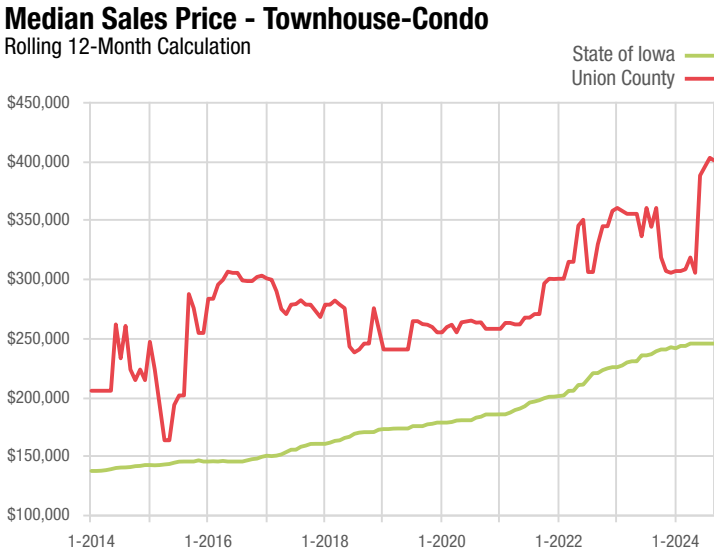
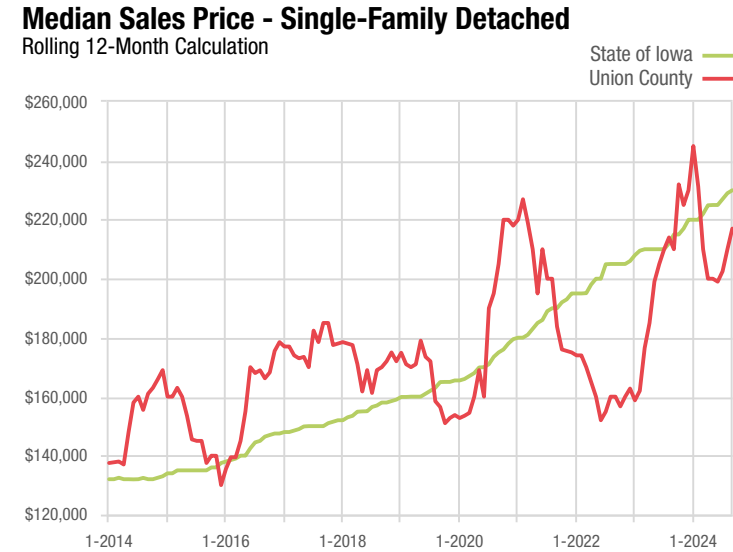


Union County

| Single-Family Detached | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 26 | 22 | - 15.4% | 278 | 293 | + 5.4% |
| Pending Sales | 17 | 20 | + 17.6% | 238 | 250 | + 5.0% |
| Closed Sales | 25 | 25 | 0.0% | 244 | 229 | - 6.1% |
| Days on Market Until Sale | 37 | 85 | + 129.7% | 50 | 64 | + 28.0% |
| Median Sales Price* | \$200,000 | \$330,000 | + 65.0% | \$245,000 | \$225,000 | - 8.2% |
| Average Sales Price* | \$282,658 | \$350,228 | + 23.9% | \$305,305 | \$302,380 | - 1.0% |
| Percent of List Price Received* | 97.7% | 96.7% | - 1.0% | 96.3% | 94.8% | - 1.6% |
| Inventory of Homes for Sale | 71 | 79 | + 11.3% | — | — | — |
| Months Supply of Inventory | 2.9 | 3.3 | + 13.8% | — | — | — |

| Townhouse-Condo | September | | | Year to Date | | |
|---------------------------------|-----------|-----------|----------|--------------|-------------|----------|
| Key Metrics | 2023 | 2024 | % Change | Thru 9-2023 | Thru 9-2024 | % Change |
| New Listings | 1 | 1 | 0.0% | 20 | 17 | - 15.0% |
| Pending Sales | 0 | 0 | 0.0% | 15 | 9 | - 40.0% |
| Closed Sales | 2 | 1 | - 50.0% | 15 | 9 | - 40.0% |
| Days on Market Until Sale | 36 | 19 | - 47.2% | 36 | 39 | + 8.3% |
| Median Sales Price* | \$414,375 | \$248,000 | - 40.2% | \$308,000 | \$405,000 | + 31.5% |
| Average Sales Price* | \$414,375 | \$248,000 | - 40.2% | \$358,714 | \$423,667 | + 18.1% |
| Percent of List Price Received* | 99.9% | 95.8% | - 4.1% | 98.8% | 98.1% | - 0.7% |
| Inventory of Homes for Sale | 7 | 7 | 0.0% | — | — | — |
| Months Supply of Inventory | 2.9 | 3.5 | + 20.7% | — | — | — |

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



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.