

Local Market Update – October 2024

A Research Tool Provided by Iowa Association of REALTORS®



Union County

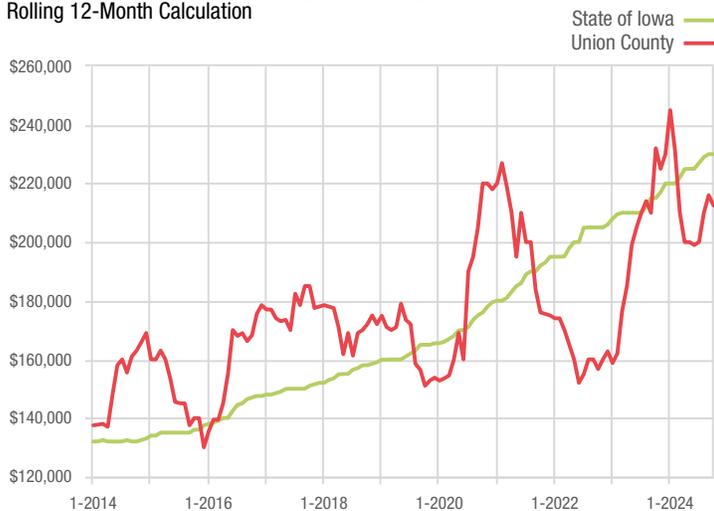
Single-Family Detached	October			Year to Date		
	2023	2024	% Change	Thru 10-2023	Thru 10-2024	% Change
New Listings	23	32	+ 39.1%	300	326	+ 8.7%
Pending Sales	15	23	+ 53.3%	253	271	+ 7.1%
Closed Sales	11	24	+ 118.2%	255	254	- 0.4%
Days on Market Until Sale	79	68	- 13.9%	51	65	+ 27.5%
Median Sales Price*	\$284,000	\$205,000	- 27.8%	\$247,450	\$221,500	- 10.5%
Average Sales Price*	\$305,773	\$301,941	- 1.3%	\$305,325	\$301,537	- 1.2%
Percent of List Price Received*	94.4%	95.9%	+ 1.6%	96.2%	94.9%	- 1.4%
Inventory of Homes for Sale	73	85	+ 16.4%	—	—	—
Months Supply of Inventory	3.1	3.4	+ 9.7%	—	—	—

Townhouse-Condo	October			Year to Date		
	2023	2024	% Change	Thru 10-2023	Thru 10-2024	% Change
New Listings	1	1	0.0%	21	18	- 14.3%
Pending Sales	1	2	+ 100.0%	16	11	- 31.3%
Closed Sales	1	1	0.0%	16	10	- 37.5%
Days on Market Until Sale	1	26	+ 2,500.0%	34	38	+ 11.8%
Median Sales Price*	\$303,900	\$340,000	+ 11.9%	\$306,500	\$402,500	+ 31.3%
Average Sales Price*	\$303,900	\$340,000	+ 11.9%	\$355,288	\$415,300	+ 16.9%
Percent of List Price Received*	93.5%	94.5%	+ 1.1%	98.5%	97.7%	- 0.8%
Inventory of Homes for Sale	7	6	- 14.3%	—	—	—
Months Supply of Inventory	2.9	2.7	- 6.9%	—	—	—

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

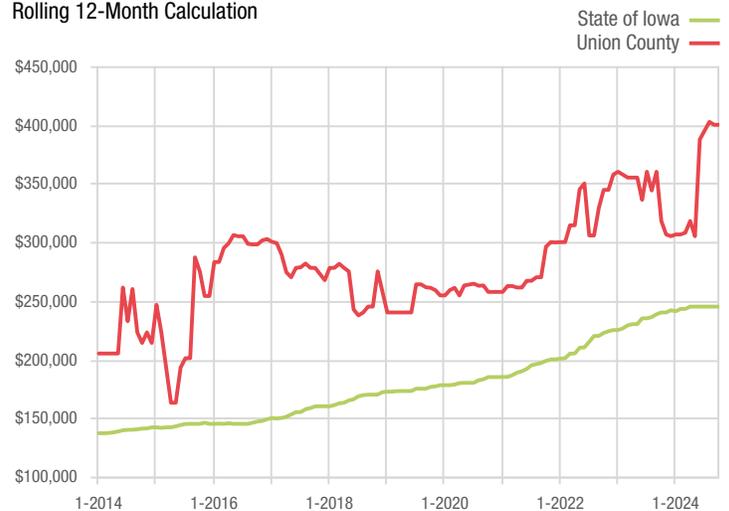
Median Sales Price - Single-Family Detached

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.