

DODSON APPRAISAL COMPANY

Market Analysis Report | September 2026

Union County, Arkansas | 12-Month Residential Review

305

Total Closed Sales

Sep 2025 – Aug 2026

This report summarizes residential real estate activity in the Union County MLS for the 12-month period ending Aug 2026. The dataset includes 434 total listings: 305 properties that successfully closed during the period and 129 properties that remain active or unsold as of the report date. Key performance metrics are tracked and analyzed on a month-by-month basis.

\$170K Median Sale Price trailing 12 months	97.5% Sale-to-List Ratio median all closed	129 Active Listings unsold / still active	21.2% Absorption Rate ~4.7 mo. inventory	70 days Median DOM days on market
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Monthly Data Summary

Month	Sold	Median Price	Sale/List	DOM	Absorption
Sep 25	27	\$160K	97.3%	48	20.9%
Oct 25	19	\$140K	92.3%	80	14.7%
Nov 25	25	\$169K	100.0%	102	19.4%
Dec 25	32	\$138K	96.3%	65	24.8%
Jan 26	16	\$205K	98.4%	94	12.4%
Feb 26	22	\$220K	97.9%	53	17.1%
Mar 26	23	\$168K	94.9%	88	17.8%
Apr 26	27	\$210K	98.2%	67	20.9%
May 26	32	\$178K	97.8%	58	24.8%
Jun 26	40	\$198K	99.6%	81	31.0%
Jul 26	21	\$136K	100.0%	57	16.3%
Aug 26	21	\$200K	97.9%	63	16.3%

* Absorption rate = monthly closed sales ÷ active/unsold listing count (129). Months of inventory = 1 ÷ absorption rate.

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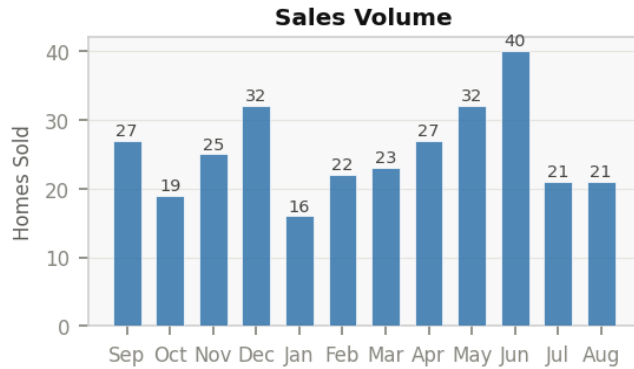
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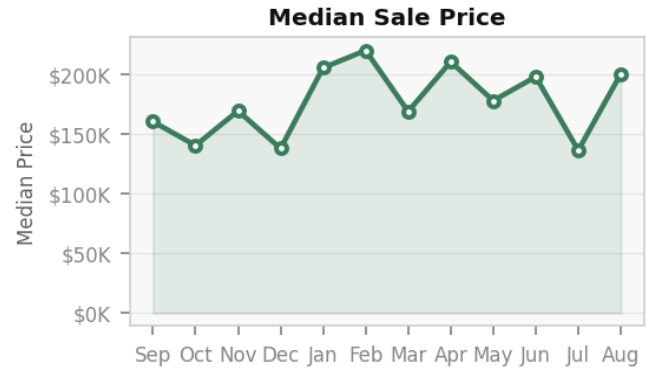
Total Closed Sales

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1. Sales Volume

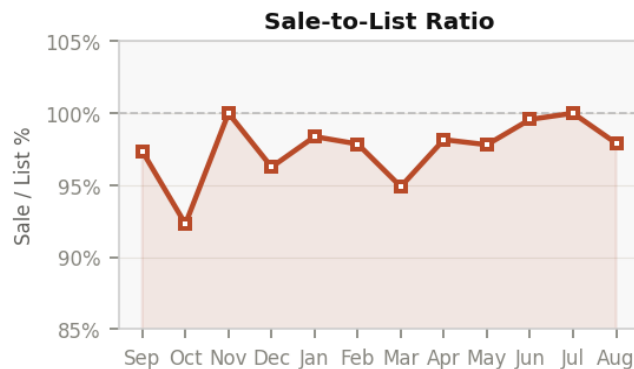


2. Median Sale Price

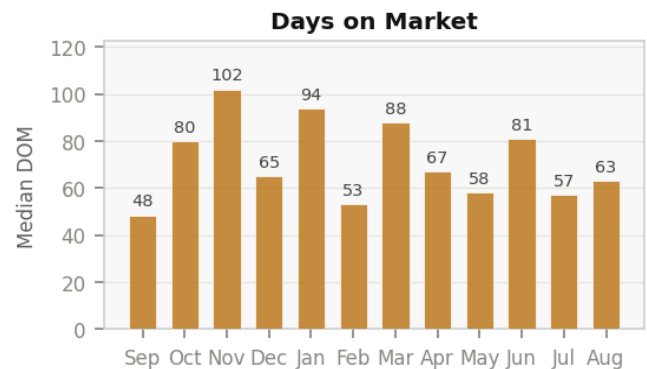


Sales volume peaked at 40 closings in Jun 2026 and hit a low of 16 in Jan 2026. The trailing 12-month total is 305 closed transactions. **Median sale price** ranged from \$136K (Jul 2026) to \$220K (Feb 2026). The overall 12-month median is \$170K.

3. Sale-to-List Ratio

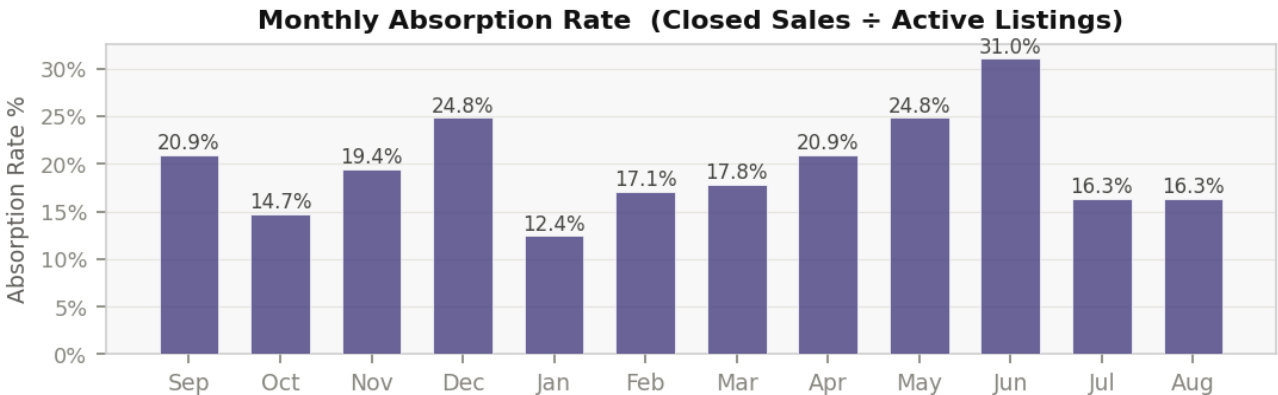


4. Days on Market



Sale-to-list ratio median was 97.5% across the period. Oct 2025 saw the weakest reading at 92.3%; Nov 2025 was strongest at 100.0%. The dashed line marks 100% (full list price). **Days on market** ranged from 48 days (Sep 2025) to 102 days (Nov 2025). The 12-month median is 70 days.

5. Absorption Rate & Inventory



The trailing 3-month absorption rate averages 21.2%, equating to approximately 4.7 months of supply. A market at 5–6 months sits in balanced territory; above 6 months tilts toward buyers.

Inventory Guide		Key Findings	
Under 3 months	Strong sellers' market	• Seasonal volume: Peak of 40 sales in Jun 2026.	
3–5 months	Moderate sellers' market	• Pricing: 12-month median of \$170K; see chart for monthly variation.	
5–6 months	Balanced market	• Negotiation: Buyers typically 2.5% off list (median); Oct 2025 saw the widest discount at 7.7%.	
Over 6 months	Buyers' market	• Days on market: Peak of 102 days in Nov 2025; 12-month median is 70 days.	
		• Market conditions: 4.7 months of inventory indicates a sellers' market.	