DODSON APPRAISAL COMPANY

Market Analysis Report | August 2026

Union County, Arkansas | 12-Month Residential Review

306
Total Closed Sales
Aug 2025 – Jul 2026

This report summarizes residential real estate activity in the Union County MLS for the 12-month period ending Jul 2026. The dataset includes 432 total listings: 306 properties that successfully closed during the period and 126 properties that remain active or unsold as of the report date. Key performance metrics are tracked and analyzed on a month-by-month basis.

$169K	98.1%	126	23.8%	70 days
Median Sale Price	Sale-to-List Ratio	Active Listings	Absorption Rate	Median DOM
trailing 12 months	median all closed	unsold / still active	~4.2 mo. inventory	days on market

Monthly Data Summary

Month	Sold	Median Price	Sale/List	DOM	Absorption
Aug 25	25	$173K	99.5%	52	19.8%
Sep 25	27	$160K	97.3%	48	21.4%
Oct 25	19	$140K	92.3%	80	15.1%
Nov 25	25	$169K	100.0%	102	19.8%
Dec 25	32	$138K	96.3%	65	25.4%
Jan 26	16	$205K	98.4%	94	12.7%
Feb 26	22	$220K	97.9%	53	17.5%
Mar 26	23	$168K	94.9%	88	18.3%
Apr 26	27	$210K	98.2%	67	21.4%
May 26	32	$178K	97.8%	58	25.4%
Jun 26	40	$198K	99.6%	81	31.7%
Jul 26	18	$141K	100.0%	55	14.3%

* Absorption rate = monthly closed sales ÷ active/unsold listing count (126). Months of inventory = 1 ÷ absorption rate.

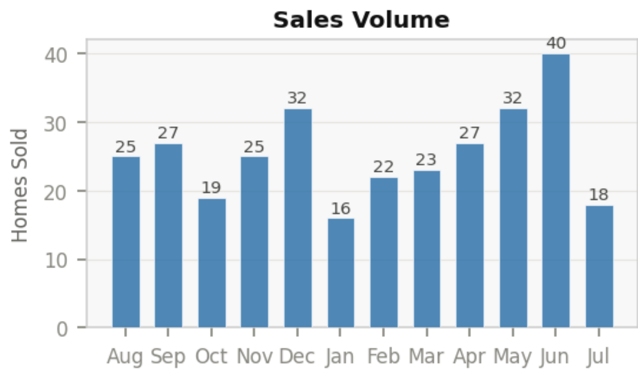
DODSON APPRAISAL COMPANY

Market Analysis Report | August 2026

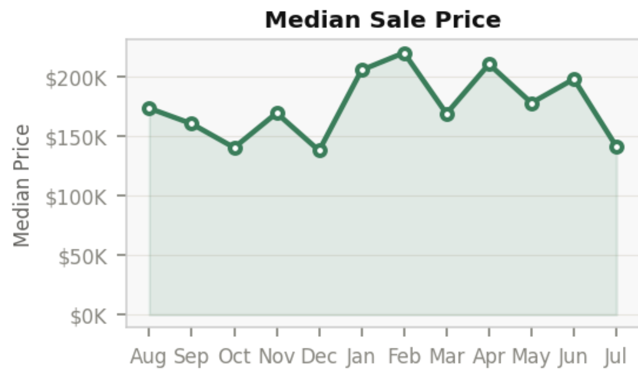
Union County, Arkansas | 12-Month Residential Review

306
Total Closed Sales
Aug 2025 – Jul 2026

1. Sales Volume



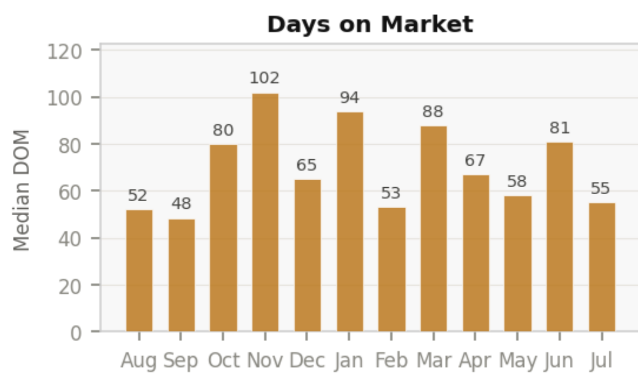
2. Median Sale Price



Sales volume peaked at 40 closings in Jun 2026 and hit a low of 16 in Jan 2026. The trailing 12-month total is 306 closed transactions. **Median sale price** ranged from $138K (Dec 2025) to $220K (Feb 2026). The overall 12-month median is $169K.

3. Sale-to-List Ratio

4. Days on Market



Sale-to-list ratio median was 98.1% 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.

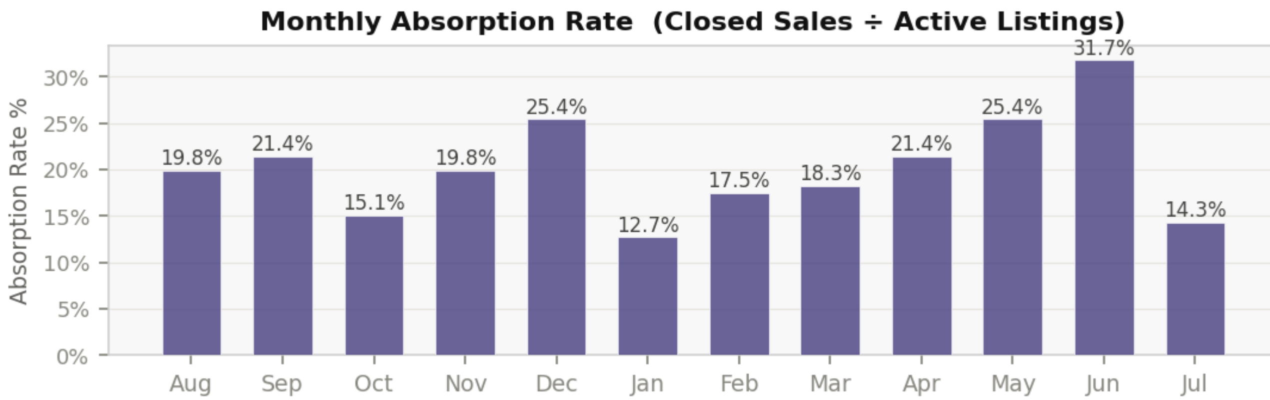
DODSON APPRAISAL COMPANY

Market Analysis Report | August 2026

Union County, Arkansas | 12-Month Residential Review

306
Total Closed Sales
Aug 2025 – Jul 2026

5. Absorption Rate & Inventory



The trailing 3-month absorption rate averages 23.8%, equating to approximately 4.2 months of supply. A market at 5–6 months sits in balanced territory; above 6 months tilts toward buyers.

Inventory Guide	
Under 3 months	Strong sellers' market
3–5 months	Moderate sellers' market
5–6 months	Balanced market
Over 6 months	Buyers' market

Key Findings
• **Seasonal volume:** Peak of 40 sales in Jun 2026.
• **Pricing:** 12-month median of $169K; see chart for monthly variation.
• **Negotiation:** Buyers typically 1.9% off list (median); Oct 2025 saw the widest discount at 7.7%.
• **Days on market:** Peak of 102 days in Nov 2025; 12-month median is 70 days.
• **Market conditions:** 4.2 months of inventory indicates a sellers' market.