DODSON APPRAISAL COMPANY

Market Analysis Report | November 2026

Union County, Arkansas | 12-Month Residential Review

303
Total Closed Sales
Nov 2025 – Oct 2026

This report summarizes residential real estate activity in the Union County MLS for the 12-month period ending Oct 2026. The dataset includes 441 total listings: 303 properties that successfully closed during the period and 138 properties that remain active or unsold as of the report date. Key performance metrics are tracked and analyzed on a month-by-month basis.

$175K	98.0%	138	15.2%	66 days
Median Sale Price	Sale-to-List Ratio	Active Listings	Absorption Rate	Median DOM
trailing 12 months	median all closed	unsold / still active	~6.6 mo. inventory	days on market

Monthly Data Summary

Month	Sold	Median Price	Sale/List	DOM	Absorption
Nov 25	25	$169K	100.0%	102	18.1%
Dec 25	32	$138K	96.3%	65	23.2%
Jan 26	17	$200K	98.8%	94	12.3%
Feb 26	22	$220K	97.9%	53	15.9%
Mar 26	23	$168K	94.9%	88	16.7%
Apr 26	27	$210K	98.2%	67	19.6%
May 26	32	$178K	97.8%	58	23.2%
Jun 26	40	$198K	99.6%	81	29.0%
Jul 26	22	$126K	99.2%	64	15.9%
Aug 26	23	$195K	97.9%	63	16.7%
Sep 26	25	$208K	98.5%	52	18.1%
Oct 26	15	$122K	100.0%	56	10.9%

* Absorption rate = monthly closed sales ÷ active/unsold listing count (138). Months of inventory = 1 ÷ absorption rate.

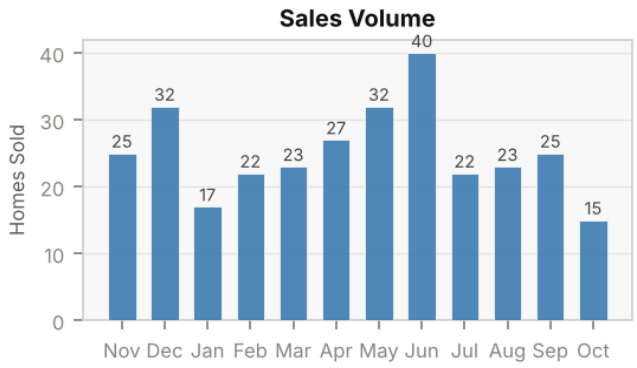
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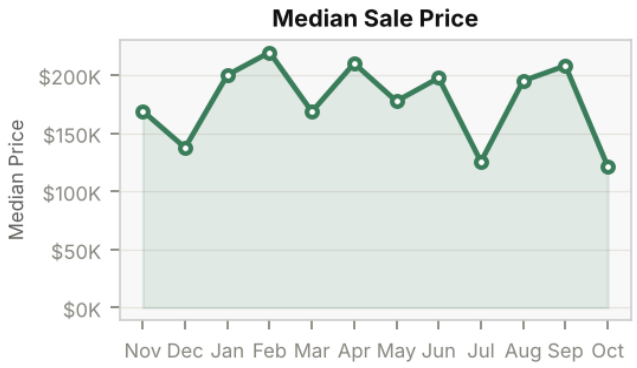
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1. Sales Volume

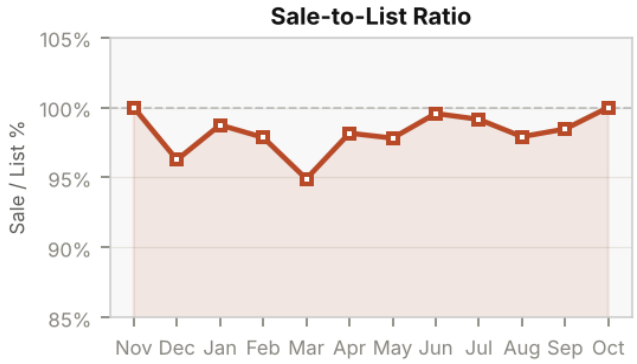


2. Median Sale Price

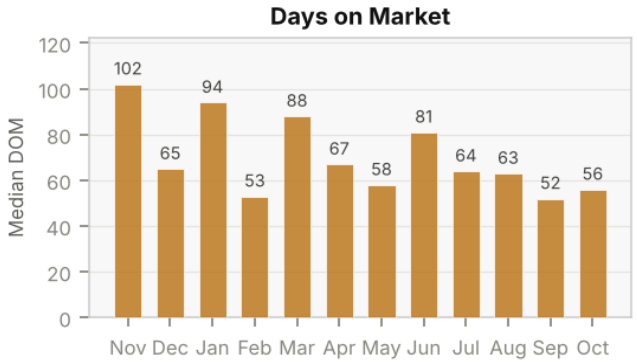


Sales volume peaked at 40 closings in Jun 2026 and hit a low of 15 in Oct 2026. The trailing 12-month total is 303 closed transactions. **Median sale price** ranged from $122K (Oct 2026) to $220K (Feb 2026). The overall 12-month median is $175K.

3. Sale-to-List Ratio



4. Days on Market



Sale-to-list ratio median was 98.0% across the period. Mar 2026 saw the weakest reading at 94.9%; Nov 2025 was strongest at 100.0%. The dashed line marks 100% (full list price). **Days on market** ranged from 52 days (Sep 2026) to 102 days (Nov 2025). The 12-month median is 66 days.

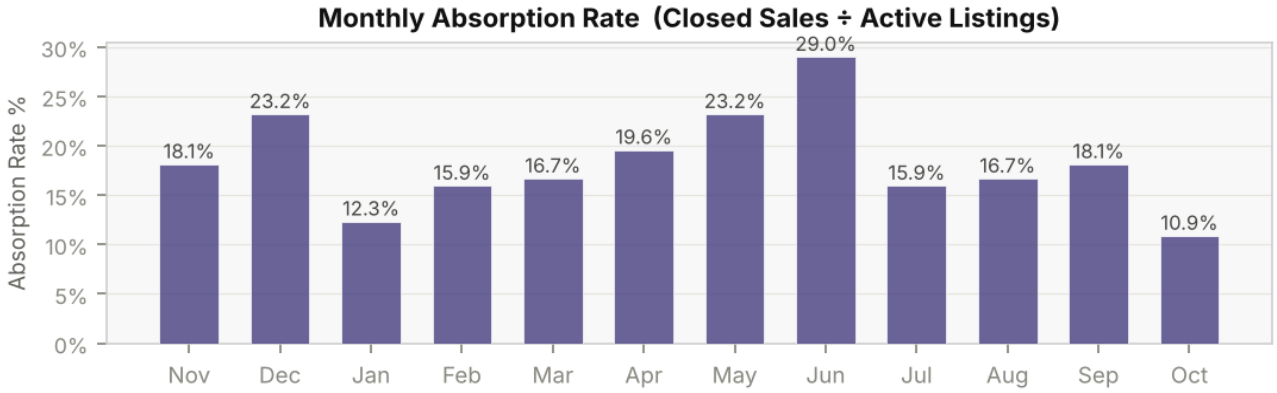
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5. Absorption Rate & Inventory



The trailing 3-month absorption rate averages 15.2%, equating to approximately 6.6 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 $175K; see chart for monthly variation.
- **Negotiation:** Buyers typically 2.0% off list (median); Mar 2026 saw the widest discount at 5.1%.
- **Days on market:** Peak of 102 days in Nov 2025; 12-month median is 66 days.
- **Market conditions:** 6.6 months of inventory indicates a buyers' market.