



FOR IMMEDIATE RELEASE:

CONTACT:

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## Des Moines April 2018 Housing Trends Report

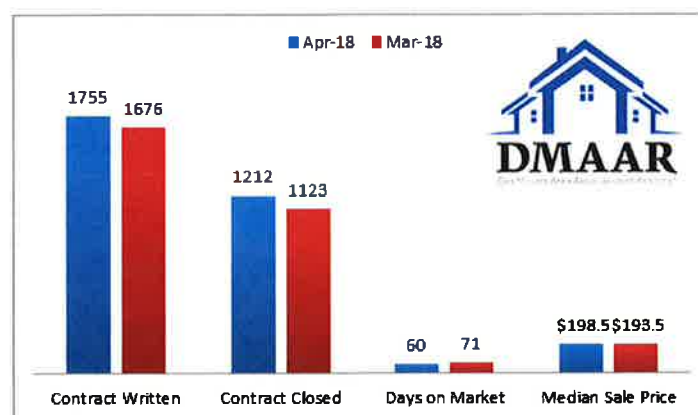
Des Moines, Iowa – May 10, 2018 – Home sales were on the rise in April as the median sale price increases and days on market decreases according to the housing trends reported by the Des Moines Area Association of REALTORS® (DMAAR).

1,212 homes sold in April 2018 which is up from March at 1,123 homes sold. The median sale price increased 2.5 percent over March 2018 and up 9 percent over April 2017.

Days on market fell from 71 days in March 2018 to 60 in April 2018. Things are moving quickly!

The number of properties currently for sale has decreased slightly with 3,127 active listings in the metro area. March 2018 showed 3,141 active listings.

65 percent of homes sold in April 2018 were financed conventionally. 12.6 percent of homes sold in April were cash purchases and 10 percent were financed with an FHA loan.



Signs of a healthy real estate market include the number of contracts written as well as closed. April was a great month in real estate with both written and closed contracts up from March 2018 and April of 2017. “With the spring selling season in full swing, inventory is still low and the need is high. Pricing is very important and using a local expert for guidance in this fast-paced environment could be the key to a smooth home transaction,” said Brennan Buckley, President of the Des Moines Area Association of REALTORS®. There is a lot

of information available today. Make sure you have the assistance of a Realtor® with knowledge of the local market to get you the information needed to help make an informed decision. After all, the purchase of a home is one of the biggest financial decisions in life.

Additional Statistics and information about the Des Moines area housing market are available at the DMAAR website, [www.dmaar.com](http://www.dmaar.com)

The Des Moines Area Association of REALTORS® is a professional association that represents the almost 2,000 REALTOR® members. The mission of DMAAR is to be the voice of real estate in the Des Moines area. The term REALTOR® is a registered trademark, which identifies real estate professionals who adhere to a strict code of ethics as members of the National Association of REALTORS®.

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**Des Moines Area Association of Realtors®**  
**Current Des Moines-Area Real Estate Market Statistics – Residential**  
**Updated through April 2018**

Current Des Moines-area market\* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
<b>April 2018</b>	<b>1,755</b>	<b>1,212</b>	<b>\$198,500</b>	<b>60</b>	<b>3,127</b>
<b>March 2018</b>	<b>1,676</b>	<b>1,123</b>	<b>\$193,500</b>	<b>71</b>	<b>3,141</b>
<b>April 2017</b>	<b>1,636</b>	<b>1,186</b>	<b>\$181,000</b>	<b>63</b>	<b>3,030</b>

\*\*Primary area served by DMAAR includes Dallas, Polk, Warren, Jasper, Marion, Madison and Guthrie Counties

<b><u>Financing</u></b>	<b><u>Total Units</u></b>
Cash	153
Conventional	794
FHA	122
VA	87
Assumption	0
Lease	0
USDA	18
Other	12
Contract	25

**About the Des Moines Area Association of Realtors®:**

Founded in 1911, the Des Moines Area Association of Realtors® is the voice for real estate in the Des Moines area, elevating the professional services of our members as they meet the needs of their customers and our community.

Note: the above statistics are current through March 9th and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

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Jenn Clark, 1st VP	208-2255
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# Real Estate Trend Indicator

5/8/2018  
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Property Type: Residential  
Date Range: Between 04/01/2018 and 04/30/2018  
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	22	9	5	36	28	22	0	2
\$50,000-\$99,999	65	24	11	100	154	96	9	12
\$100,000-\$119,999	45	25	10	80	76	85	2	7
\$120,000-\$139,999	43	49	11	103	84	102	3	4
\$140,000-\$159,999	43	47	11	101	101	119	4	6
\$160,000-\$179,999	19	48	13	80	100	121	4	9
\$180,000-\$199,999	20	55	19	94	116	110	1	10
\$200,000-\$219,999	11	45	16	72	107	99	5	3
\$220,000-\$239,999	2	52	41	95	158	125	3	5
\$240,000-\$259,999	5	40	29	74	175	106	3	8
\$260,000-\$279,999	3	28	26	57	201	68	5	7
\$280,000-\$299,999	3	14	32	49	239	66	5	7
\$300,000-\$349,999	3	22	75	100	478	137	15	23
\$350,000-\$399,999	3	14	58	75	399	83	8	17
\$400,000-\$499,999	2	3	32	37	259	53	6	12
\$500,000-\$599,999	2	8	28	38	219	40	3	7
\$600,000-\$699,999	0	0	10	10	83	22	3	5
\$700,000-\$799,999	1	1	3	5	60	11	1	2
\$800,000-\$899,999	0	0	3	3	28	3	1	0
\$900,000-\$999,999	0	0	2	2	14	2	1	1
\$1,000,000-\$1,099,999	0	0	0	0	16	2	0	1
\$1,100,000-\$1,199,999	0	0	1	1	3	0	0	0
\$1,200,000-\$1,299,999	0	0	0	0	3	0	1	0
\$1,300,000-\$1,399,999	0	0	0	0	12	1	0	0
\$1,400,000-\$1,499,999	0	0	0	0	8	0	0	0
\$1,500,000-\$1,599,999	0	0	0	0	0	0	0	0
\$1,600,000-\$1,699,999	0	0	0	0	1	1	0	0
\$1,700,000-\$1,799,999	0	0	0	0	0	0	0	0
\$1,800,000-\$1,899,999	0	0	0	0	1	0	0	0
\$1,900,000-\$1,999,999	0	0	0	0	3	0	0	0
\$2,000,000 & over	0	0	0	0	1	0	0	0
<b>Total Units</b>	<b>292</b>	<b>484</b>	<b>436</b>	<b>1,212</b>	<b>3,127</b>	<b>1,474</b>	<b>83</b>	<b>148</b>
<b>Average Price</b>	<b>133,589</b>	<b>197,186</b>	<b>303,412</b>	<b>220,077</b>	<b>322,080</b>	<b>232,805</b>	<b>300,605</b>	<b>287,457</b>
<b>Volume (in 1000's)</b>	<b>39,008</b>	<b>95,438</b>	<b>132,288</b>	<b>266,733</b>	<b>1,007,143</b>	<b>343,155</b>	<b>24,950</b>	<b>42,544</b>

<u>Days on Market</u>	<u>Units</u>
0-30	169
31-60	439
61-90	183
91-120	101
121-180	71
181-365	66
366+	183

### Market Analysis

#### Status: Pending (1597)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	0	\$1	\$5.15	0
<b>Max</b>	8	8	87,724	\$5,250,000	\$427.81	2,133
<b>Avg</b>	3	2	1,592	\$230,633	\$149.42	68
<b>Median</b>	3	2	1,456	\$200,000	\$148.05	13
<b>Sum</b>				\$368,320,216		

#### Status: Sold (158)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	528	\$4,800	\$5.41	0
<b>Max</b>	6	5	3,622	\$577,697	\$285.14	669
<b>Avg</b>	3	2	1,463	\$178,969	\$127.20	65
<b>Median</b>	3	2	1,444	\$171,000	\$135.74	21
<b>Sum</b>				\$28,277,068		

#### Status: All (1755)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	0	\$1	\$5.15	0
<b>Max</b>	8	8	87,724	\$5,250,000	\$427.81	2,133
<b>Avg</b>	3	2	1,581	\$225,981	\$147.42	68
<b>Median</b>	3	2	1,456	\$199,900	\$146.26	13
<b>Sum</b>				\$396,597,283		

Criteria:

Status is one of 'Pending', 'Sold'

MLS Area is in this list (click to view)

Acceptance Date is 04/01/2018 to 04/30/2018

### Market Analysis

**Status: Sold (1211)**

	<b>Beds</b>	<b>Baths</b>	<b>Sq Ft Total</b>	<b>Current Price</b>	<b>Current Price By SQFT</b>	<b>DOM</b>
<b>Min</b>	0	0	0	\$11,500	\$5.41	0
<b>Max</b>	8	6	4,833	\$1,100,000	\$672.75	823
<b>Avg</b>	3	2	1,506	\$219,945	\$142.71	98
<b>Median</b>	3	2	1,450	\$198,500	\$140.30	60
<b>Sum</b>				\$266,353,282		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 04/01/2018 to 04/30/2018