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CONTACT:

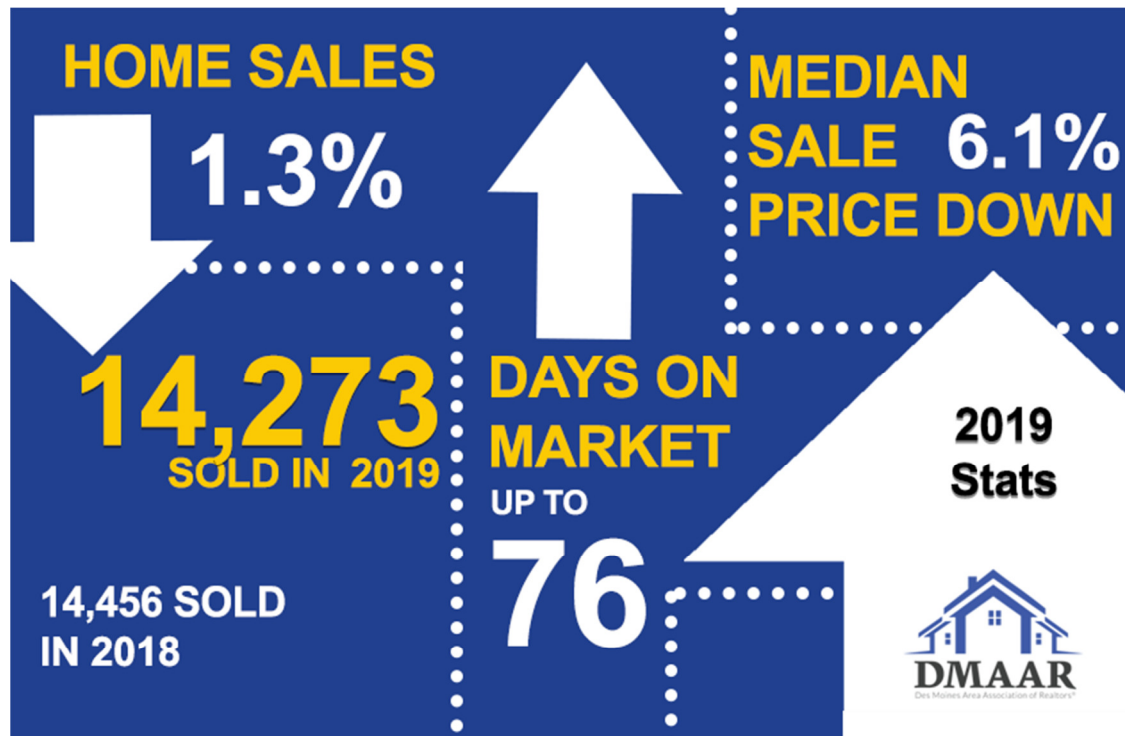
Jennifer Clark, DMAAR President  
Des Moines Area Association of REALTORS®  
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## Des Moines 2019 Housing Trends Report

Des Moines, Iowa - January 13, 2019 - The Des Moines Area Association of REALTORS® (DMAAR) reports another solid year in real estate for 2019. 14,273 residential properties sold last year while 14,456 were sold in 2018. This was a slight decrease of 1.3 percent in home sales in 2019 compared to last year. The median sale price dipped 6.1 percent from 2018.

The median sale calculated to \$215,000 for 2019. In 2018, the median sale price was \$229,000.

Properties sold relatively quickly with an average of 76 days on market in 2019. Over 71 percent of the properties sold in less than 60 days in 2019. The housing numbers in 2018 showed an average of 65 days on market.



Some interesting statistics for the year:

- 8,097 properties (or 57%) sold in less than 30 days
- 12,767 homes (or 89.4%) sold between the these prices \$50,000-\$399,999
- 32 homes sold for \$1 million or more

“The beginning of 2019 started slowly with less homes on the market with the snowfall & lower temps sticking around longer than usual, but we ended 2019 very strong in sales and still need inventory in some price ranges. All in all, 2019 was a very good year with most prices ranges increasing in sale price. Homes sold relatively quickly, which was reflected in the number of homes sold within 30 days,” stated DMAAR President Jenn Clark.

“We’re proud of that fact that the Des Moines Metro Area continues to be recognized by national media as a top place to live,” added Clark.

#3 Best Affordable Place to Live in the U.S. - *U.S. News & World Report, 2019*

#7 Best Place for Business and Careers - *Forbes, 2018*

#6 Best Places to Work in Tech - *SmartAsset, 2019*

#1 Place for Millenials to Buy Homes - *Grow Magazine, 2019*

## December Stats

1,042 properties sold in December which was slightly higher than the 1,023 sales recorded in December 2018. The median sale price of \$218,182 came in at 13.3 percent higher than December 2018.

The number of properties on the market in December was higher than last year as well. 3,609 properties were on the market in December compared to 3,515 in December 2018. Properties sold on average in 62 days, slightly higher than the 55 days on market reported in December 2018.

The Des Moines Area Association of REALTORS® Housing Trends Report is a report based on activity for the DMAAR Multiple Listing Service. Properties included in this report are from REALTOR® offices in the Des Moines Metro and surrounding area including Newton, Pella, Knoxville, Indianola, Winterset, Stuart, Perry, Polk City and many more communities.

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 more than 2,400 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®.

**Des Moines Area Association of Realtors®**  
**Current Des Moines-Area Real Estate Market Statistics – Residential**  
**Updated through 2019**

Current Des Moines-area market\* statistics:

|                      | Contract<br>Closed | Median<br>Sale Price | Days on<br>Market | Total<br>Volume        |
|----------------------|--------------------|----------------------|-------------------|------------------------|
| <b>Year End 2019</b> | <b>14,273</b>      | <b>\$215,000</b>     | <b>76</b>         | <b>\$3,311,391,000</b> |
| <b>Year End 2018</b> | <b>14,456</b>      | <b>\$229,000</b>     | <b>65</b>         | <b>\$3,213,553,000</b> |

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

**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 Jan 9<sup>th</sup> and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

|                                 |          |
|---------------------------------|----------|
| Jenn Clark, President           | 208-2255 |
| Lance Hanson 1 <sup>st</sup> VP | 771-4148 |
| Ted Weaver, 2 <sup>nd</sup> VP  | 339-5667 |
| Jen Stanbrough, Treasurer       | 371-4814 |

# Real Estate Trend Indicator

1/9/2020  
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**Property Type:** Residential  
**Date Range:** Between 01/01/2019 and 12/31/2019  
**Criteria:** Property Type is 'Residential'

## Sold Listings

| Price Class               | <2 Beds        | 3 Beds           | 4+ Beds          | Total            | Active           | Pending        | Expired        | Off Mrkt       |
|---------------------------|----------------|------------------|------------------|------------------|------------------|----------------|----------------|----------------|
| \$49,999 & under          | 154            | 67               | 36               | 257              | 46               | 25             | 22             | 23             |
| \$50,000-\$99,999         | 586            | 301              | 80               | 967              | 175              | 91             | 100            | 109            |
| \$100,000-\$119,999       | 442            | 233              | 49               | 724              | 119              | 60             | 51             | 111            |
| \$120,000-\$139,999       | 481            | 387              | 91               | 959              | 171              | 74             | 64             | 148            |
| \$140,000-\$159,999       | 435            | 558              | 135              | 1,128            | 171              | 90             | 86             | 135            |
| \$160,000-\$179,999       | 348            | 682              | 185              | 1,215            | 183              | 95             | 76             | 109            |
| \$180,000-\$199,999       | 193            | 713              | 217              | 1,123            | 249              | 100            | 66             | 198            |
| \$200,000-\$219,999       | 123            | 529              | 230              | 882              | 164              | 81             | 64             | 138            |
| \$220,000-\$239,999       | 88             | 703              | 286              | 1,077            | 258              | 80             | 80             | 183            |
| \$240,000-\$259,999       | 80             | 629              | 342              | 1,051            | 295              | 97             | 99             | 164            |
| \$260,000-\$279,999       | 49             | 415              | 331              | 795              | 225              | 64             | 92             | 177            |
| \$280,000-\$299,999       | 47             | 307              | 361              | 715              | 216              | 70             | 84             | 133            |
| \$300,000-\$349,999       | 48             | 367              | 859              | 1,274            | 450              | 110            | 191            | 296            |
| \$350,000-\$399,999       | 50             | 139              | 668              | 857              | 283              | 98             | 146            | 237            |
| \$400,000-\$499,999       | 15             | 85               | 375              | 475              | 173              | 59             | 120            | 168            |
| \$500,000-\$599,999       | 23             | 63               | 351              | 437              | 184              | 67             | 106            | 151            |
| \$600,000-\$699,999       | 9              | 16               | 143              | 168              | 104              | 25             | 61             | 65             |
| \$700,000-\$799,999       | 4              | 6                | 59               | 69               | 49               | 16             | 38             | 45             |
| \$800,000-\$899,999       | 4              | 2                | 33               | 39               | 22               | 7              | 14             | 20             |
| \$900,000-\$999,999       | 2              | 1                | 26               | 29               | 16               | 8              | 10             | 12             |
| \$1,000,000-\$1,099,999   | 0              | 0                | 10               | 10               | 14               | 2              | 12             | 7              |
| \$1,100,000-\$1,199,999   | 2              | 1                | 8                | 11               | 6                | 0              | 3              | 7              |
| \$1,200,000-\$1,299,999   | 0              | 0                | 4                | 4                | 5                | 1              | 5              | 4              |
| \$1,300,000-\$1,399,999   | 0              | 0                | 0                | 0                | 7                | 1              | 5              | 5              |
| \$1,400,000-\$1,499,999   | 0              | 0                | 3                | 3                | 5                | 0              | 2              | 4              |
| \$1,500,000-\$1,599,999   | 0              | 0                | 0                | 0                | 5                | 1              | 0              | 2              |
| \$1,600,000-\$1,699,999   | 0              | 0                | 3                | 3                | 5                | 0              | 0              | 0              |
| \$1,700,000-\$1,799,999   | 0              | 0                | 0                | 0                | 2                | 0              | 0              | 1              |
| \$1,800,000-\$1,899,999   | 0              | 0                | 0                | 0                | 2                | 0              | 1              | 1              |
| \$1,900,000-\$1,999,999   | 0              | 0                | 0                | 0                | 0                | 0              | 2              | 1              |
| \$2,000,000 & over        | 0              | 0                | 1                | 1                | 5                | 0              | 0              | 1              |
| <b>Total Units</b>        | <b>3,183</b>   | <b>6,204</b>     | <b>4,886</b>     | <b>14,273</b>    | <b>3,609</b>     | <b>1,322</b>   | <b>1,600</b>   | <b>2,655</b>   |
| <b>Average Price</b>      | <b>146,524</b> | <b>207,615</b>   | <b>318,658</b>   | <b>232,004</b>   | <b>290,953</b>   | <b>255,914</b> | <b>311,525</b> | <b>290,905</b> |
| <b>Volume (in 1000's)</b> | <b>466,385</b> | <b>1,288,044</b> | <b>1,556,962</b> | <b>3,311,391</b> | <b>1,050,048</b> | <b>338,319</b> | <b>498,439</b> | <b>772,354</b> |

| <u>Days on Market</u> | <u>Units</u> |
|-----------------------|--------------|
| 0-30                  | 8,097        |
| 31-60                 | 2,061        |
| 61-90                 | 1,218        |
| 91-120                | 750          |
| 121-180               | 541          |
| 181-365               | 370          |
| 366+                  | 1,236        |

### Market Analysis

**Status: Sold (5000)**

|               | <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                  | \$6,500              | \$4.81                       | -315       |
| <b>Max</b>    | 7           | 13           | 5,869              | \$2,500,000          | \$696.02                     | 1,334      |
| <b>Avg</b>    | 3           | 2            | 1,519              | \$236,989            | \$153.29                     | 76         |
| <b>Median</b> | 3           | 2            | 1,444              | \$215,000            | \$151.12                     | 21         |
| <b>Sum</b>    |             |              |                    | \$1,184,944,171      |                              |            |

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 01/01/2019 to 12/31/2019