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CONTACT:

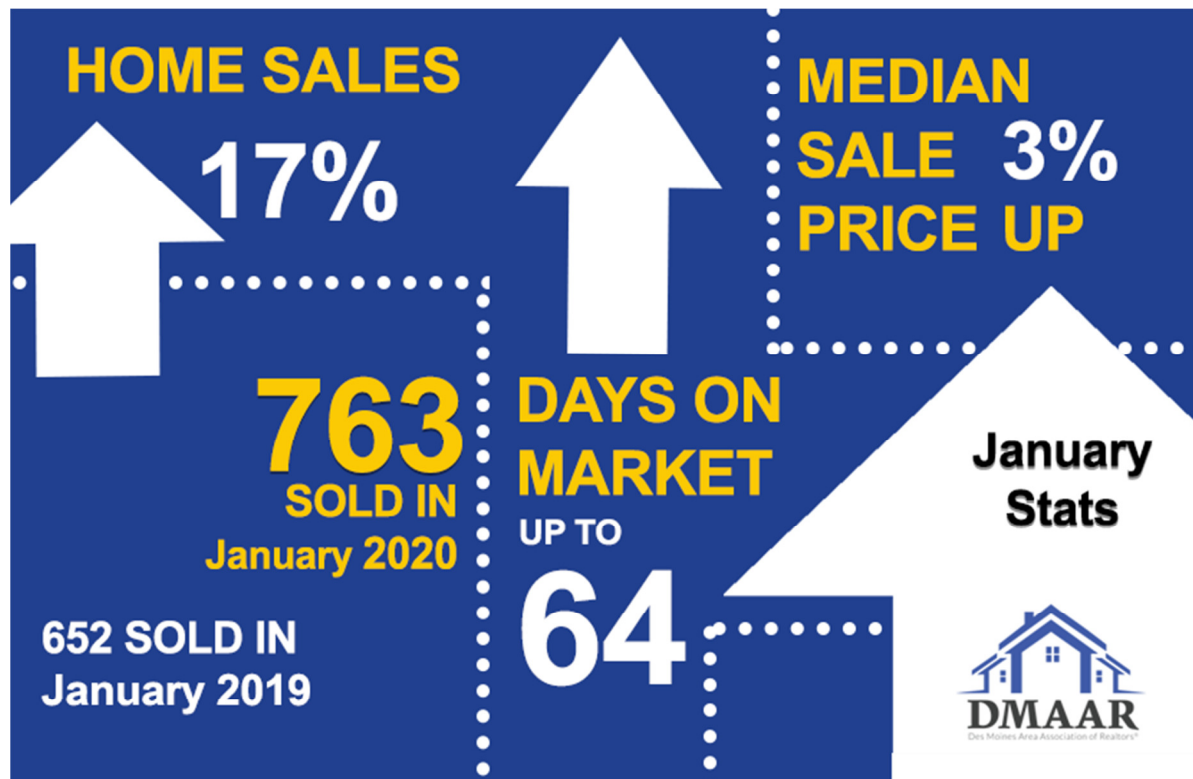
Lance Hanson, DMAAR President  
Des Moines Area Association of REALTORS®  
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## Des Moines January 2020 Housing Trends Report

Des Moines, Iowa - February 11, 2020 - The Des Moines Area Association of REALTORS® (DMAAR) reports January sales exceeded last year by 17% with 763 sold properties compared to 652 solds in January 2019.

The average number of days on market was steady, with 64 days for January 2020 equaling the 64 days from January 2019.

The median sale price came in 3 percent higher at \$206,000 in January compared to \$199,950 in January of last year.



The availability of property rose with 3,560 homes on the market, up 2.1% from last January.

“We are seeing another typical sales dip due to low temperatures and winter weather. With that said, we had a nice increase when compared to January of last year. The median price remains higher than last year at this time, which bodes well for sellers. We are having an excellent start to the year after our normal seasonal downturn. More homes are available and record low interest rates are working to fuel a strong February,” stated DMAAR President Lance Hanson.

478 properties or 62 percent of sold properties were financed conventionally. Cash purchases amounted to over 16 percent of the sold properties. 10.7 percent of sold homes were financed with an FHA Loan.

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 January 2020**

Current Des Moines-area market\* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
<b>Jan. 2020</b>	<b>1044</b>	<b>763</b>	<b>\$206,000</b>	<b>64</b>	<b>3,560</b>
<b>Dec. 2019</b>	<b>805</b>	<b>1,042</b>	<b>\$218,182</b>	<b>62</b>	<b>3,609</b>
<b>Jan. 2019</b>	<b>991</b>	<b>652</b>	<b>\$199,950</b>	<b>64</b>	<b>3,485</b>

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

<u>Financing</u>	<u>Total Units</u>
Cash	124
Conventional	478
Contract	5
FHA	82
VA	19
Assumption	0
Lease	0
USDA	19
Other	32

**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 February 7<sup>th</sup> and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

Lance Hanson, President	771-4148
Ted Weaver, 1 <sup>st</sup> VP	339-5667
Jen Stanbrough, 2 <sup>nd</sup> VP	371-4814
Kim Bakey, Treasurer	453-6222

# Real Estate Trend Indicator

2/7/2020  
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Property Type: Residential  
Date Range: Between 01/01/2020 and 01/31/2020  
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	8	6	7	21	43	16	2	5
\$50,000-\$99,999	32	30	11	73	174	61	5	9
\$100,000-\$119,999	12	11	5	28	107	46	5	6
\$120,000-\$139,999	20	25	11	56	166	79	11	7
\$140,000-\$159,999	25	23	15	63	153	72	4	12
\$160,000-\$179,999	18	43	9	70	179	64	8	10
\$180,000-\$199,999	9	34	12	55	224	83	9	13
\$200,000-\$219,999	2	26	11	39	153	60	2	9
\$220,000-\$239,999	2	41	16	59	222	88	7	18
\$240,000-\$259,999	2	32	22	56	306	71	14	6
\$260,000-\$279,999	5	22	10	37	224	72	6	8
\$280,000-\$299,999	3	15	11	29	220	38	4	12
\$300,000-\$349,999	3	17	38	58	453	88	21	22
\$350,000-\$399,999	0	8	33	41	292	46	23	20
\$400,000-\$499,999	1	6	20	27	187	31	13	12
\$500,000-\$599,999	2	3	22	27	187	14	10	10
\$600,000-\$699,999	0	3	8	11	119	9	6	2
\$700,000-\$799,999	0	0	5	5	50	4	1	1
\$800,000-\$899,999	0	0	6	6	27	2	2	0
\$900,000-\$999,999	0	0	1	1	17	3	0	2
\$1,000,000-\$1,099,999	0	0	0	0	15	1	0	0
\$1,100,000-\$1,199,999	0	0	1	1	8	0	1	0
\$1,200,000-\$1,299,999	0	0	0	0	5	1	0	1
\$1,300,000-\$1,399,999	0	0	0	0	7	0	1	0
\$1,400,000-\$1,499,999	0	0	0	0	6	0	0	0
\$1,500,000-\$1,599,999	0	0	0	0	4	0	0	1
\$1,600,000-\$1,699,999	0	0	0	0	5	0	0	0
\$1,700,000-\$1,799,999	0	0	0	0	2	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	0	0	0	0
\$2,000,000 & over	0	0	0	0	4	0	1	0
<b>Total Units</b>	<b>144</b>	<b>345</b>	<b>274</b>	<b>763</b>	<b>3,560</b>	<b>949</b>	<b>156</b>	<b>186</b>
<b>Average Price</b>	<b>142,034</b>	<b>202,442</b>	<b>307,767</b>	<b>228,865</b>	<b>297,420</b>	<b>225,272</b>	<b>320,122</b>	<b>278,879</b>
<b>Volume (in 1000's)</b>	<b>20,453</b>	<b>69,843</b>	<b>84,328</b>	<b>174,624</b>	<b>1,058,816</b>	<b>213,784</b>	<b>49,939</b>	<b>51,871</b>

<u>Days on Market</u>	<u>Units</u>
0-30	341
31-60	125
61-90	105
91-120	53
121-180	35
181-365	35
366+	69

Market Analysis						
<b>Status: Pending (947)</b>						
	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	335	\$7,900	\$5.91	0
<b>Max</b>	8	6	4,666	\$1,199,000	\$447.50	774
<b>Avg</b>	3	2	1,463	\$225,505	\$152.30	72
<b>Median</b>	3	2	1,413	\$214,900	\$150.12	50
<b>Sum</b>				\$213,553,526		
<b>Status: Sold (97)</b>						
	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	748	\$8,500	\$5.29	0
<b>Max</b>	6	6	4,403	\$1,200,000	\$345.12	571
<b>Avg</b>	3	2	1,557	\$223,902	\$136.44	111
<b>Median</b>	3	2	1,449	\$173,000	\$137.12	66
<b>Sum</b>				\$21,718,527		
<b>Status: All (1044)</b>						
	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
<b>Min</b>	0	0	335	\$7,900	\$5.29	0
<b>Max</b>	8	6	4,666	\$1,200,000	\$447.50	774
<b>Avg</b>	3	2	1,472	\$225,356	\$150.82	76
<b>Median</b>	3	2	1,416	\$210,000	\$148.93	52
<b>Sum</b>				\$235,272,053		

Criteria:  
 Status is one of 'Pending', 'Sold'  
 Property Type is 'Residential'  
 MLS Area is in this list (click to view)  
 Acceptance Date is 01/01/2020 to 01/31/2020

### Market Analysis

**Status: Sold (747)**

	<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	480	\$8,500	\$3.66	0
<b>Max</b>	7	8	11,760	\$1,100,000	\$360.67	631
<b>Avg</b>	3	2	1,564	\$229,164	\$145.51	64
<b>Median</b>	3	2	1,447	\$206,000	\$143.29	37
<b>Sum</b>				\$171,185,423		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list ([click to view](#))

Close Date is 01/01/2020 to 01/31/2020