



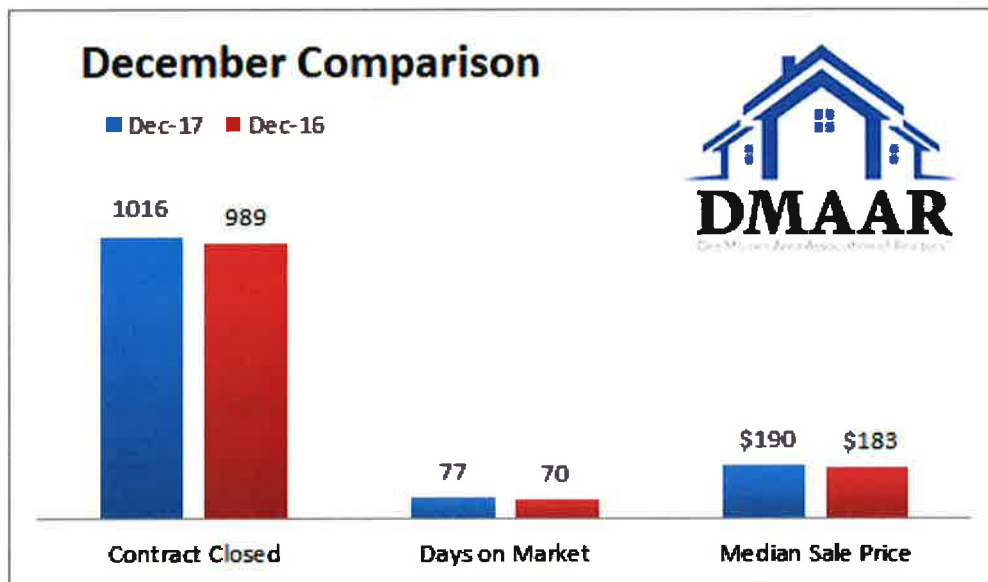
FOR IMMEDIATE RELEASE:

CONTACT:

Linda Westergaard, President
Des Moines Area Association of REALTORS®
515-988-4288

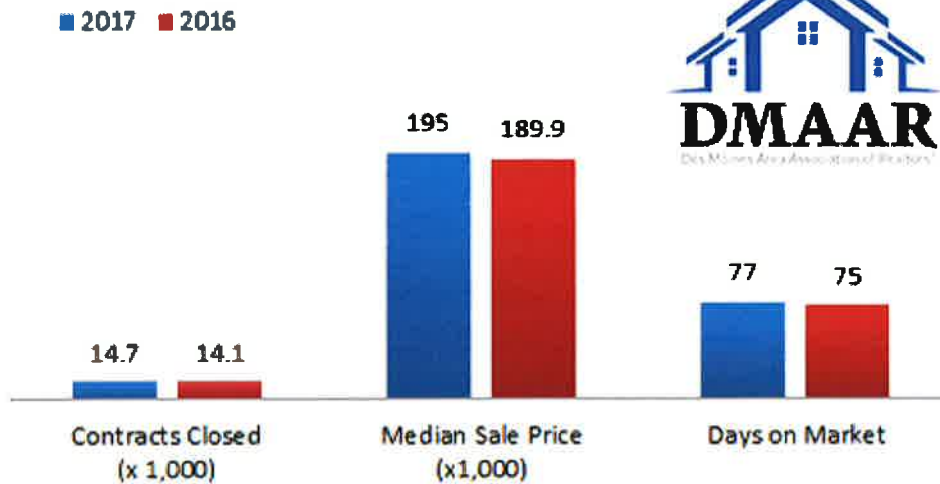
Des Moines 2017 Housing Trends Year End Report

According to the housing trends reported by the Des Moines Area Association of REALTORS® (DMAAR), 2017 home sales were up 4.2 percent when compared to 2016. 14,703 homes sold in 2017 while 14,105 sold in 2016. For the month of December, home sales were up 2.7 percent from December 2016.



The average days on market for 2017 was 77 which has remained steady compared to 75 days in 2016. "Des Moines' December numbers reflect the trends of the last two years showing an increase in median sale price and number of homes sold with a consistent days on market. People recognize the benefits of homeownership in the Des Moines area and with new tax incentives for first time homebuyers in Iowa, 2018 is looking to continue this trend," said DMAAR President Linda Westergaard. Active listings remain consistently low finishing 2017 with 3,201. There were almost 600 more homes sold in 2017 than 2016.

Year End Comparison



Des Moines area Realtors have been involved in the community more than ever in 2017 by being more proactive with industry safety, continuing partnerships with great community organizations such as Habitat for Humanity and the Boys and Girls Club of Central Iowa, supporting projects such as Project Jack, a pay-it-forward grant to teach children the importance of giving back. The Des Moines Area Association of Realtors Foundation hit a milestone by donating more than \$500,000 since 2000 to local organizations and is proud to support such a great community.

Additional Statistics and information about the Des Moines area housing market are available at the DMAAR website, www.dmaar.com

The Des Moines Area Association of REALTORS® is a professional association that represents over 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®.

###

Des Moines Area Association of Realtors®
Current Des Moines-Area Real Estate Market Statistics – Residential
Updated through 2017

Current Des Moines-area market* statistics:

| | Contract Closed | Median Sale Price | Days on Market | Total Volume |
|----------------------|--------------------|----------------------|-------------------|------------------------|
| Year End 2017 | 14,703 | \$195,000 | 77 | \$3,149,820,000 |
| Year End 2016 | 14,105 | \$189,900 | 75 | \$2,859,880,000 |

*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 9th and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

| | |
|-------------------------------------|----------|
| Linda Westergaard, President | 988-4288 |
| Brennan Buckley, 1st Vice President | 453-5717 |
| Jenn Clark, 2 nd VP | 208-2255 |
| Lance Hanson, Treasurer | 771-4148 |

Real Estate Trend Indicator

1/8/2018
Page 1 of 1

Property Type: Residential
Date Range: Between 01/01/2017 and 12/31/2017
Criteria: Property Type is 'Residential'

| Price Class | Sold Listings | | | | Active | Pending | Expired | Off Mrkt |
|---------------------------|----------------|------------------|------------------|------------------|----------------|----------------|----------------|----------------|
| | <2 Beds | 3 Beds | 4+ Beds | Total | | | | |
| \$49,999 & under | 222 | 130 | 39 | 391 | 42 | 43 | 29 | 34 |
| \$50,000-\$99,999 | 840 | 467 | 103 | 1,410 | 221 | 122 | 129 | 177 |
| \$100,000-\$119,999 | 464 | 372 | 60 | 896 | 124 | 84 | 68 | 102 |
| \$120,000-\$139,999 | 662 | 626 | 131 | 1,419 | 108 | 83 | 60 | 116 |
| \$140,000-\$159,999 | 475 | 664 | 182 | 1,321 | 120 | 67 | 47 | 111 |
| \$160,000-\$179,999 | 297 | 724 | 230 | 1,251 | 115 | 91 | 53 | 107 |
| \$180,000-\$199,999 | 173 | 614 | 237 | 1,024 | 143 | 74 | 49 | 103 |
| \$200,000-\$219,999 | 91 | 558 | 203 | 852 | 120 | 48 | 39 | 100 |
| \$220,000-\$239,999 | 74 | 620 | 307 | 1,001 | 183 | 90 | 65 | 132 |
| \$240,000-\$259,999 | 57 | 439 | 277 | 773 | 178 | 59 | 65 | 160 |
| \$260,000-\$279,999 | 53 | 307 | 361 | 721 | 212 | 79 | 44 | 110 |
| \$280,000-\$299,999 | 24 | 222 | 364 | 610 | 214 | 63 | 48 | 101 |
| \$300,000-\$349,999 | 40 | 286 | 782 | 1,108 | 493 | 135 | 135 | 254 |
| \$350,000-\$399,999 | 47 | 138 | 574 | 759 | 347 | 89 | 118 | 205 |
| \$400,000-\$499,999 | 15 | 62 | 420 | 497 | 210 | 70 | 98 | 125 |
| \$500,000-\$599,999 | 18 | 53 | 310 | 381 | 181 | 53 | 94 | 122 |
| \$600,000-\$699,999 | 6 | 17 | 119 | 142 | 81 | 25 | 53 | 55 |
| \$700,000-\$799,999 | 2 | 5 | 72 | 79 | 46 | 10 | 21 | 24 |
| \$800,000-\$899,999 | 2 | 4 | 22 | 28 | 28 | 1 | 15 | 23 |
| \$900,000-\$999,999 | 0 | 1 | 15 | 16 | 7 | 2 | 9 | 6 |
| \$1,000,000-\$1,099,999 | 0 | 0 | 11 | 11 | 10 | 1 | 2 | 5 |
| \$1,100,000-\$1,199,999 | 0 | 1 | 4 | 5 | 2 | 0 | 2 | 2 |
| \$1,200,000-\$1,299,999 | 0 | 0 | 3 | 3 | 6 | 0 | 1 | 3 |
| \$1,300,000-\$1,399,999 | 0 | 0 | 1 | 1 | 4 | 0 | 1 | 2 |
| \$1,400,000-\$1,499,999 | 0 | 0 | 1 | 1 | 5 | 0 | 1 | 1 |
| \$1,500,000-\$1,599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 2 |
| \$1,600,000-\$1,699,999 | 0 | 0 | 2 | 2 | 0 | 0 | 0 | 0 |
| \$1,700,000-\$1,799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 2 | 0 |
| \$1,800,000-\$1,899,999 | 0 | 0 | 0 | 0 | 0 | 2 | 1 | 0 |
| \$1,900,000-\$1,999,999 | 0 | 0 | 1 | 1 | 0 | 0 | 1 | 1 |
| \$2,000,000 & over | 0 | 0 | 0 | 0 | 1 | 1 | 2 | 2 |
| Total Units | 3,562 | 6,310 | 4,831 | 14,703 | 3,201 | 1,292 | 1,254 | 2,185 |
| Average Price | 131,592 | 190,081 | 306,702 | 214,230 | 293,165 | 243,146 | 299,510 | 276,975 |
| Volume (in 1000's) | 468,732 | 1,199,408 | 1,481,680 | 3,149,820 | 938,421 | 314,144 | 375,586 | 605,191 |

| <u>Days on Market</u> | <u>Units</u> |
|-----------------------|--------------|
| 0-30 | 1,610 |
| 31-60 | 5,414 |
| 61-90 | 2,787 |
| 91-120 | 1,497 |
| 121-180 | 1,017 |
| 181-365 | 701 |
| 366+ | 1,677 |

Market Analysis

Status: Sold (5000)

| | Beds | Baths | Sq Ft Total | Current Price | Current Price By SQFT | DOM |
|---------------|-------------|--------------|--------------------|----------------------|------------------------------|------------|
| Min | 0 | 0 | 0 | \$2,750 | \$1.36 | 0 |
| Max | 7 | 7 | 47,480 | \$1,225,000 | \$290,309.00 | 913 |
| Avg | 3 | 2 | 1,586 | \$232,554 | \$200.84 | 147 |
| Median | 3 | 2 | 1,501 | \$212,500 | \$142.05 | 114 |
| Sum | | | | \$1,162,768,419 | | |

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 01/01/2017 to 12/31/2017

Des Moines Area Association of Realtors®
Current Des Moines-Area Real Estate Market Statistics – Residential
Updated through December 2017

Current Des Moines-area market* statistics:

| | Contract Written | Contract Closed | Median Sale Price | Days on Market | Active Listings |
|------------------|---------------------|--------------------|----------------------|-------------------|--------------------|
| Dec. 2017 | 870 | 1,016 | \$190,000 | 77 | 3,201 |
| Nov 2017 | 997 | 1,085 | \$ 189,038 | 67 | 3,357 |
| Dec. 2016 | 837 | 989 | \$183,000 | 70 | 2,950 |

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

| <u>Financing</u> | <u>Total Units</u> |
|-------------------------|---------------------------|
| Cash | 155 |
| Conventional | 669 |
| FHA | 109 |
| VA | 66 |
| Assumption | 1 |
| Lease | 0 |
| FHMA | 3 |
| Other | 13 |

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 January 8thth and changes as additional information is entered into the MLS database.

Please contact the following for follow-up information:

| | |
|-------------------------------------|----------|
| Linda Westergaard, President | 988-4288 |
| Brennan Buckley, 1st Vice President | 453-5717 |
| Jenn Clark, 2 nd VP | 208-2255 |
| Lance Hanson, Treasurer | 771-4148 |

Real Estate Trend Indicator

1/8/2018
Page 1 of 1

Property Type: Residential
Date Range: Between 12/01/2017 and 12/31/2017
Criteria: Property Type is 'Residential'

| Price Class | Sold Listings | | | | Active | Pending | Expired | Off Mrkt |
|---------------------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|
| | <2 Beds | 3 Beds | 4+ Beds | Total | | | | |
| \$49,999 & under | 20 | 8 | 1 | 29 | 42 | 24 | 3 | 2 |
| \$50,000-\$99,999 | 66 | 45 | 7 | 118 | 221 | 76 | 18 | 13 |
| \$100,000-\$119,999 | 31 | 25 | 6 | 62 | 124 | 48 | 8 | 5 |
| \$120,000-\$139,999 | 44 | 43 | 9 | 96 | 108 | 53 | 8 | 10 |
| \$140,000-\$159,999 | 30 | 32 | 5 | 67 | 120 | 46 | 9 | 11 |
| \$160,000-\$179,999 | 14 | 45 | 17 | 76 | 115 | 61 | 12 | 19 |
| \$180,000-\$199,999 | 11 | 45 | 19 | 75 | 143 | 44 | 8 | 11 |
| \$200,000-\$219,999 | 5 | 34 | 15 | 54 | 120 | 28 | 5 | 6 |
| \$220,000-\$239,999 | 5 | 29 | 20 | 54 | 183 | 50 | 13 | 6 |
| \$240,000-\$259,999 | 2 | 36 | 16 | 54 | 178 | 45 | 17 | 14 |
| \$260,000-\$279,999 | 3 | 23 | 28 | 54 | 212 | 35 | 10 | 13 |
| \$280,000-\$299,999 | 0 | 13 | 31 | 44 | 214 | 25 | 11 | 4 |
| \$300,000-\$349,999 | 4 | 21 | 54 | 79 | 493 | 62 | 22 | 21 |
| \$350,000-\$399,999 | 2 | 15 | 42 | 59 | 347 | 31 | 14 | 12 |
| \$400,000-\$499,999 | 1 | 5 | 39 | 45 | 210 | 25 | 15 | 10 |
| \$500,000-\$599,999 | 1 | 6 | 26 | 33 | 181 | 16 | 15 | 9 |
| \$600,000-\$699,999 | 1 | 1 | 6 | 8 | 81 | 7 | 6 | 4 |
| \$700,000-\$799,999 | 0 | 1 | 5 | 6 | 46 | 3 | 3 | 1 |
| \$800,000-\$899,999 | 0 | 1 | 1 | 2 | 28 | 0 | 2 | 0 |
| \$900,000-\$999,999 | 0 | 0 | 0 | 0 | 7 | 0 | 0 | 1 |
| \$1,000,000-\$1,099,999 | 0 | 0 | 1 | 1 | 10 | 0 | 0 | 1 |
| \$1,100,000-\$1,199,999 | 0 | 0 | 0 | 0 | 2 | 0 | 0 | 0 |
| \$1,200,000-\$1,299,999 | 0 | 0 | 0 | 0 | 6 | 0 | 0 | 0 |
| \$1,300,000-\$1,399,999 | 0 | 0 | 0 | 0 | 4 | 0 | 0 | 0 |
| \$1,400,000-\$1,499,999 | 0 | 0 | 0 | 0 | 5 | 0 | 0 | 1 |
| \$1,500,000-\$1,599,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$1,600,000-\$1,699,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$1,700,000-\$1,799,999 | 0 | 0 | 0 | 0 | 0 | 0 | 1 | 0 |
| \$1,800,000-\$1,899,999 | 0 | 0 | 0 | 0 | 0 | 1 | 0 | 0 |
| \$1,900,000-\$1,999,999 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| \$2,000,000 & over | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 0 |
| Total Units | 240 | 428 | 348 | 1,016 | 3,201 | 680 | 201 | 174 |
| Average Price | 123,610 | 193,729 | 309,980 | 216,984 | 293,165 | 212,432 | 293,765 | 264,832 |
| Volume (in 1000's) | 29,666 | 82,916 | 107,873 | 220,455 | 938,421 | 144,454 | 59,047 | 46,081 |

| <u>Days on Market</u> | <u>Units</u> |
|-----------------------|--------------|
| 0-30 | 98 |
| 31-60 | 299 |
| 61-90 | 186 |
| 91-120 | 134 |
| 121-180 | 102 |
| 181-365 | 73 |
| 366+ | 124 |

Market Analysis

Status: Pending (746)

| | Beds | Baths | Sq Ft Total | Current Price | Current Price By SQFT | DOM |
|---------------|------|-------|-------------|---------------|-----------------------|-----|
| Min | 0 | 0 | 0 | \$1 | \$3.60 | 0 |
| Max | 7 | 6 | 10,660 | \$8,200,000 | \$476.13 | 883 |
| Avg | 3 | 2 | 1,524 | \$224,262 | \$136.76 | 69 |
| Median | 3 | 2 | 1,412 | \$180,000 | \$135.48 | 33 |
| Sum | | | | \$167,299,291 | | |

Status: Sold (124)

| | Beds | Baths | Sq Ft Total | Current Price | Current Price By SQFT | DOM |
|---------------|------|-------|-------------|---------------|-----------------------|-----|
| Min | 0 | 0 | 494 | \$3,750 | \$4.01 | 0 |
| Max | 6 | 8 | 3,300 | \$728,100 | \$361.70 | 683 |
| Avg | 2 | 2 | 1,440 | \$175,690 | \$123.41 | 111 |
| Median | 2 | 2 | 1,373 | \$150,000 | \$113.81 | 65 |
| Sum | | | | \$21,785,522 | | |

Status: All (870)

| | Beds | Baths | Sq Ft Total | Current Price | Current Price By SQFT | DOM |
|---------------|------|-------|-------------|---------------|-----------------------|-----|
| Min | 0 | 0 | 0 | \$1 | \$3.60 | 0 |
| Max | 7 | 8 | 10,660 | \$8,200,000 | \$476.13 | 883 |
| Avg | 3 | 2 | 1,512 | \$217,339 | \$134.88 | 75 |
| Median | 3 | 2 | 1,406 | \$175,000 | \$134.53 | 37 |
| Sum | | | | \$189,084,813 | | |

Criteria:

Status is one of 'Pending', 'Sold'

MLS Area is in this list (click to view)

Acceptance Date is 12/01/2017 to 12/31/2017

Market Analysis

Status: Sold (1013)

| | Beds | Baths | Sq Ft Total | Current Price | Current Price By SQFT | DOM |
|---------------|-------------|--------------|--------------------|----------------------|------------------------------|------------|
| Min | 0 | 0 | 0 | \$3,750 | \$4.01 | 0 |
| Max | 6 | 6 | 4,653 | \$1,006,328 | \$405.00 | 719 |
| Avg | 3 | 2 | 1,514 | \$217,130 | \$139.23 | 101 |
| Median | 3 | 2 | 1,464 | \$190,000 | \$137.10 | 77 |
| Sum | | | | \$219,952,796 | | |

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 12/01/2017 to 12/31/2017