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CONTACT:

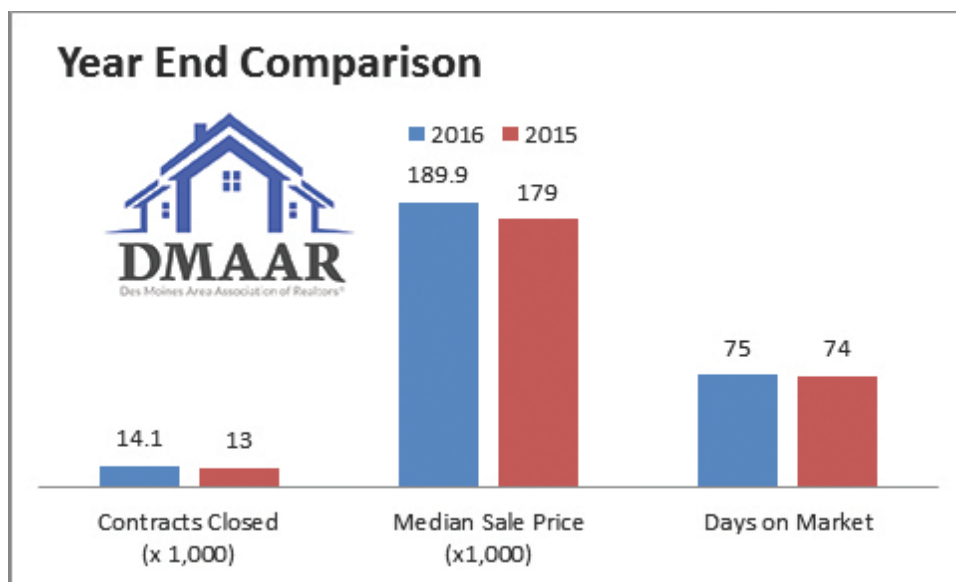
John Dunn, President  
Des Moines Area Association of REALTORS®  
515-453-5234

## Des Moines 2016 Housing Trends Year End Report

According to the housing trends reported by the Des Moines Area Association of REALTORS® (DMAAR), home sales were up 8.5% when compared to a year ago. 14,105 homes sold in 2016 while 13,002 sold in 2015. For the month of December, home sales were up almost 7 percent from December 2015.

The average days on market for 2016 was 75 which has remained steady compared to 74 days in 2015.

“Des Moines’ year-end numbers are, for lack of a better word, phenomenal. The last two years have shown an increase in median sale price and number of homes sold with a steady to slight decline in days on market. Active listings remain consistently low finishing 2016 with 2,950. Consistent growth adds to the ever-increasing list of reasons the greater Des Moines area is a hot spot in the Midwest,” said DMAAR President John Dunn. There were over 1,000 more homes sold in 2016 than 2015. Interest rates remained low and many people took advantage of that to purchase their first home or move up.



The Des Moines area has a healthy job market with a tight supply which means many areas will remain competitive with prices on the rise. Dunn said, “those rushing to lock in a low interest rate before they increase in 2017 will have fewer listings to choose from. Low inventory is typical for this time of the year, but you can expect more listings to come once the warmer weather returns.”

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 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®.

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**Des Moines Area Association of Realtors®**  
**Current Des Moines-Area Real Estate Market Statistics – Residential**  
**Updated through 2016**

Current Des Moines-area market\* statistics:

	Contract Closed	Median Sale Price	Days on Market	Total Volume
<b>Year End 2016</b>	<b>14,105</b>	<b>\$189,900</b>	<b>75</b>	<b>\$2,859,880,000</b>
<b>Year End 2015</b>	<b>13,002</b>	<b>\$179,000</b>	<b>74</b>	<b>\$2,547,896,000</b>

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

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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:

John Dunn, President	453-5234
Linda Westergaard, 1st VP	988-4288
Brennan Buckley, 2 <sup>nd</sup> VP	453-5717
Jenn Clark, Treasurer	208-2255

# Real Estate Trend Indicator

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Property Type: Residential  
Date Range: Between 01/01/2016 and 12/31/2016  
Criteria: Property Type is 'Residential'

## Sold Listings

Price Class	<2 Beds	3 Beds	4+ Beds	Total	Active	Pending	Expired	Off Mrkt
\$49,999 & under	277	126	46	449	65	44	57	29
\$50,000-\$99,999	939	538	127	1,604	257	150	365	231
\$100,000-\$119,999	494	414	67	975	124	63	171	114
\$120,000-\$139,999	581	641	150	1,372	155	110	193	141
\$140,000-\$159,999	375	683	202	1,260	132	90	128	106
\$160,000-\$179,999	236	653	252	1,141	125	91	96	86
\$180,000-\$199,999	97	636	247	980	110	85	85	73
\$200,000-\$219,999	83	607	221	911	132	65	79	90
\$220,000-\$239,999	62	500	254	816	142	97	79	109
\$240,000-\$259,999	51	358	347	756	175	47	90	112
\$260,000-\$279,999	49	277	290	616	174	54	93	92
\$280,000-\$299,999	25	186	317	528	176	64	79	82
\$300,000-\$349,999	32	257	729	1,018	354	122	220	177
\$350,000-\$399,999	29	120	511	660	263	109	175	126
\$400,000-\$499,999	14	52	325	391	204	68	97	114
\$500,000-\$599,999	19	33	261	313	170	58	112	134
\$600,000-\$699,999	3	16	93	112	83	19	64	44
\$700,000-\$799,999	3	7	51	61	52	9	40	28
\$800,000-\$899,999	3	2	24	29	20	10	24	15
\$900,000-\$999,999	0	0	10	10	11	1	13	10
\$1,000,000-\$1,099,999	0	0	5	5	4	1	8	0
\$1,100,000-\$1,199,999	0	0	1	1	1	1	4	0
\$1,200,000-\$1,299,999	0	0	3	3	2	0	6	1
\$1,300,000-\$1,399,999	0	0	1	1	7	0	2	5
\$1,400,000-\$1,499,999	0	0	0	0	1	2	2	4
\$1,500,000-\$1,599,999	0	0	0	0	2	0	0	1
\$1,600,000-\$1,699,999	0	0	1	1	0	0	0	2
\$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	1	1	0	0	0	0
\$2,000,000 & over	0	1	0	1	6	0	3	2
<b>Total Units</b>	<b>3,372</b>	<b>6,107</b>	<b>4,536</b>	<b>14,015</b>	<b>2,950</b>	<b>1,360</b>	<b>2,285</b>	<b>1,928</b>
<b>Average Price</b>	<b>123,461</b>	<b>183,427</b>	<b>291,750</b>	<b>204,059</b>	<b>285,241</b>	<b>237,110</b>	<b>254,757</b>	<b>266,110</b>
<b>Volume (in 1000's)</b>	<b>416,312</b>	<b>1,120,191</b>	<b>1,323,377</b>	<b>2,859,880</b>	<b>841,462</b>	<b>322,469</b>	<b>582,120</b>	<b>513,060</b>

<u>Days on Market</u>	<u>Units</u>
0-30	1,454
31-60	4,764
61-90	2,864
91-120	1,500
121-180	1,107
181-365	772
366+	1,554

### 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	\$6,000	\$4.43	-178
<b>Max</b>	9	8	8,934	\$1,900,000	\$475.92	742
<b>Avg</b>	3	2	1,562	\$213,575	\$131.53	134
<b>Median</b>	3	2	1,483	\$189,900	\$130.43	114

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 01/01/2016 to 12/31/2016

**Des Moines Area Association of Realtors®**  
**Current Des Moines-Area Real Estate Market Statistics – Residential**  
**Updated through December 2016**

Current Des Moines-area market\* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
<b>Dec. 2016</b>	<b>837</b>	<b>989</b>	<b>\$183,000</b>	<b>70</b>	<b>2,950</b>
<b>Nov. 2016</b>	<b>825</b>	<b>1,039</b>	<b>\$180,000</b>	<b>68</b>	<b>3,235</b>
<b>Dec. 2015</b>	<b>868</b>	<b>920</b>	<b>\$188,000</b>	<b>78</b>	<b>3,291</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	181
Conventional	577
FHA	121
VA	72
Assumption	1
Lease	1
FHMA	9
Other	8

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Brennan Buckley, 2 <sup>nd</sup> VP	453-5717
Jenn Clark, Treasurer	208-2255

# Real Estate Trend Indicator

December.  
2016

1/9/2017  
Page 1 of 1

Property Type: Residential  
Date Range: Between 12/01/2016 and 12/31/2016  
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	6	3	29	65	23	7	4
\$50,000-\$99,999	62	38	10	110	257	88	29	21
\$100,000-\$119,999	26	28	9	63	124	36	12	16
\$120,000-\$139,999	36	55	13	104	155	65	10	19
\$140,000-\$159,999	29	45	12	86	132	58	16	14
\$160,000-\$179,999	18	56	9	83	125	54	11	7
\$180,000-\$199,999	13	43	16	72	110	55	6	4
\$200,000-\$219,999	5	38	23	66	132	39	6	4
\$220,000-\$239,999	4	35	17	56	142	50	6	4
\$240,000-\$259,999	3	23	16	42	175	22	7	14
\$260,000-\$279,999	4	18	18	40	174	24	5	12
\$280,000-\$299,999	5	12	19	36	176	27	7	10
\$300,000-\$349,999	0	22	42	64	354	36	18	24
\$350,000-\$399,999	4	7	43	54	263	30	17	12
\$400,000-\$499,999	2	2	26	30	204	17	13	6
\$500,000-\$599,999	2	6	29	37	170	13	16	10
\$600,000-\$699,999	0	5	4	9	83	3	9	3
\$700,000-\$799,999	1	1	1	3	52	4	3	3
\$800,000-\$899,999	0	0	2	2	20	4	5	1
\$900,000-\$999,999	0	0	2	2	11	0	2	0
\$1,000,000-\$1,099,999	0	0	0	0	4	1	1	0
\$1,100,000-\$1,199,999	0	0	0	0	1	0	0	0
\$1,200,000-\$1,299,999	0	0	0	0	2	0	0	0
\$1,300,000-\$1,399,999	0	0	0	0	7	0	1	1
\$1,400,000-\$1,499,999	0	0	0	0	1	2	0	0
\$1,500,000-\$1,599,999	0	0	0	0	2	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	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	1	0	1	6	0	0	0
<b>Total Units</b>	<b>234</b>	<b>441</b>	<b>314</b>	<b>989</b>	<b>2,950</b>	<b>651</b>	<b>207</b>	<b>189</b>
<b>Average Price</b>	<b>131,772</b>	<b>192,229</b>	<b>295,495</b>	<b>210,711</b>	<b>285,241</b>	<b>203,066</b>	<b>282,774</b>	<b>245,228</b>
<b>Volume (in 1000's)</b>	<b>30,835</b>	<b>84,773</b>	<b>92,785</b>	<b>208,393</b>	<b>841,462</b>	<b>132,196</b>	<b>58,534</b>	<b>46,348</b>

<u>Days on Market</u>	<u>Units</u>
0-30	90
31-60	320
61-90	217
91-120	112
121-180	82
181-365	68
366+	100

Market Analysis

**Status: Pending (723)**

	<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	\$1	\$11.13	0
<b>Max</b>	7	8	8,400	\$8,636,223	\$470.78	522
<b>Avg</b>	3	2	1,500	\$219,172	\$131.18	72
<b>Median</b>	3	2	1,381	\$169,500	\$131.69	38

**Status: Sold (114)**

	<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	\$1,500	\$7.00	0
<b>Max</b>	5	9	9,051	\$2,000,000	\$247.47	1,273
<b>Avg</b>	2	2	1,531	\$179,846	\$115.30	95
<b>Median</b>	2	1	1,301	\$138,500	\$112.92	58

**Status: All (837)**

	<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	\$1	\$7.00	0
<b>Max</b>	7	9	9,051	\$8,636,223	\$470.78	1,273
<b>Avg</b>	3	2	1,504	\$213,816	\$129.31	75
<b>Median</b>	3	2	1,361	\$165,000	\$129.79	41

Criteria:

Status is one of 'Pending', 'Sold'

MLS Area is in this list (click to view)

Acceptance Date is 12/01/2016 to 12/31/2016



### Market Analysis

**Status: Sold (989)**

	<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	\$11,000	\$7.00	0
<b>Max</b>	9	7	7,487	\$1,995,000	\$321,760.00	518
<b>Avg</b>	3	2	1,516	\$210,870	\$459.03	94
<b>Median</b>	3	2	1,421	\$183,000	\$130.88	70

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list (click to view)

Close Date is 12/01/2016 to 12/31/2016