



REAL ESTATE MARKET UPDATE

OCTOBER 2022

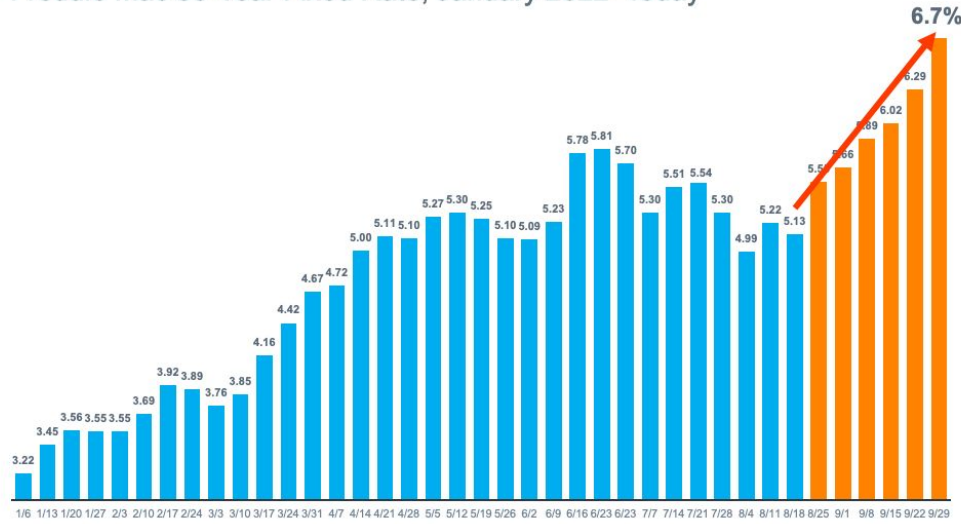
CENTURY 21 Signature
Real Estate



Interest Rates

Mortgage Rates Rise for the 6th Consecutive Week

Freddie Mac 30-Year Fixed Rate, January 2022–Today



Source: Freddie Mac



The aim of Fed tightening is to curtail demand in an effort to tame inflation, & when it comes to the housing market, the Fed's actions are working.

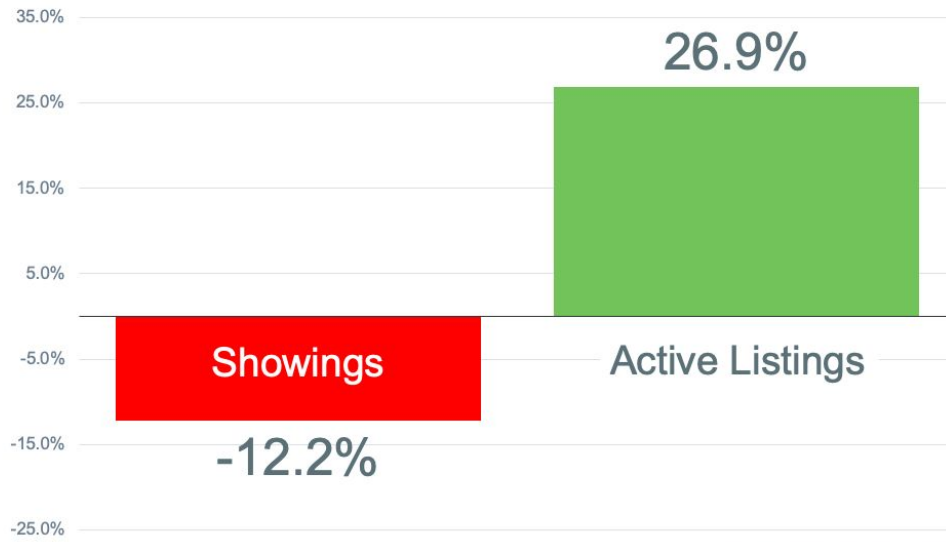
Home sales, both new and existing, are falling, builders have cut back production in response to rapidly declining affordability . . . and annual house price growth has slowed from the peak of nearly 21% in March of this year to 16.7% in July.

- Odeta Kushi, Deputy Chief Economist, First American

Supply & Demand

Supply & Demand Ratio Changing Quickly

Year-Over-Year Comparisons



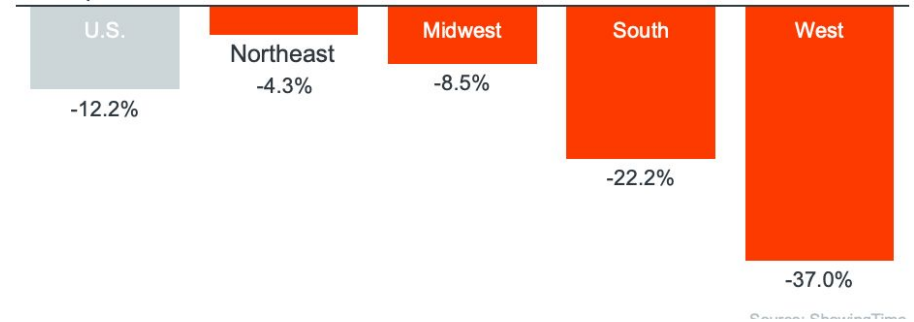
Source: ShowingTime, realtor.com

End of Summer Sees Continued Slowdown of Home Showing Activity

Year-Over-Year Increase in Showing Activity, August 2022

Michael Lane, Vice President & General Manager, Showing Time

“The more moderate pace at which home showings are slowing down and the increase in markets that saw more showings per listing this month are signs that the market may be starting to find a new balance. Buyers will continue to see less competition for homes and have more time to tour homes they like and consider their options.”

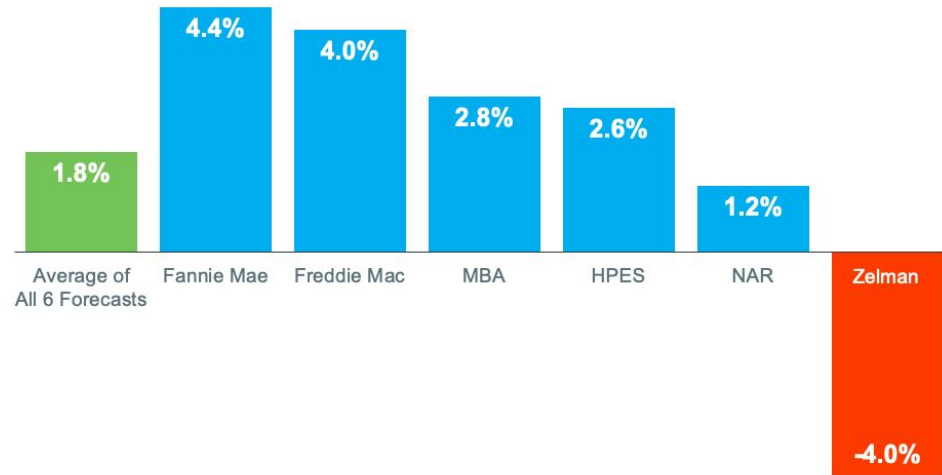


Source: ShowingTime

Home Prices

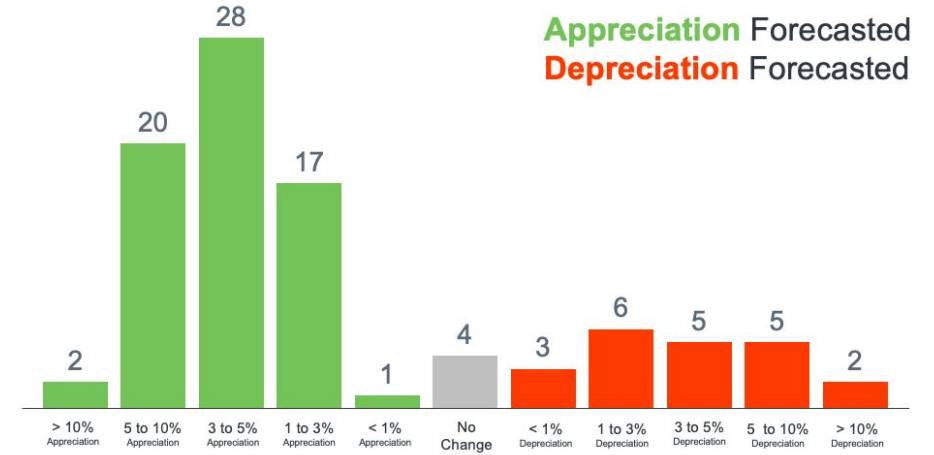
Home Price Forecasts for 2023

Latest Forecasts from Each Entity



Appreciation/Depreciation Forecast 2023

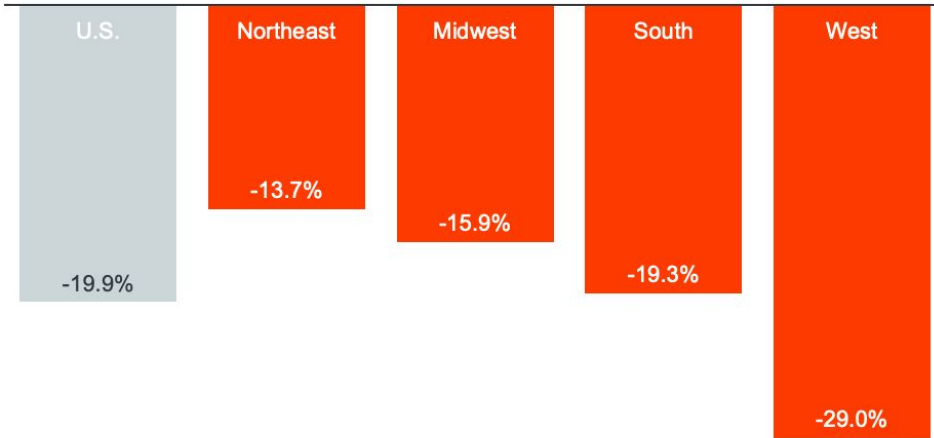
Number of Analysts Forecasting Levels of Price Change



Home Sales

Existing Home Sales

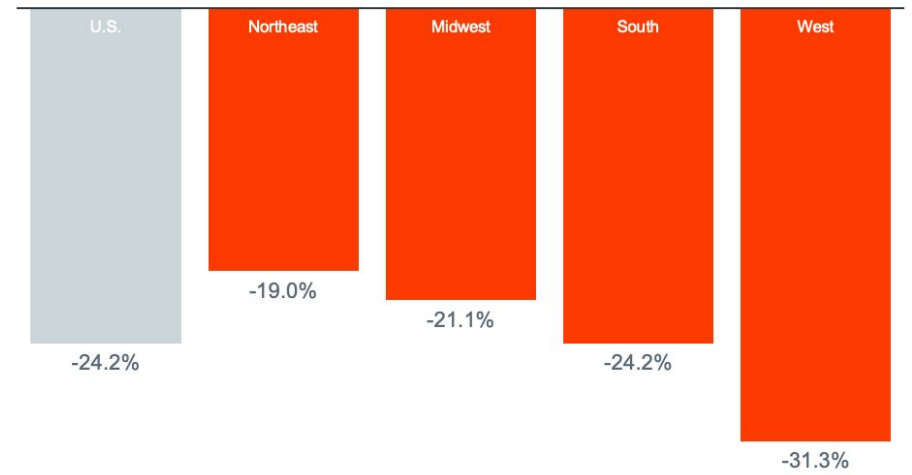
Year-Over-Year, by Region



Source: NAR

Pending Home Sales

Year-Over-Year by Region



Source: NAR

GREATER DES MOINES MARKET OVERVIEW

RESALE - SEPTEMBER 2022

CENTURY 21.
Signature Real Estate

	Total Market	CURRENT RESALE			RESALE SEPTEMBER 2022			RESALE LAST 12 MONTHS			
	All Active Listings	Active Listings	Pendings	Pending Ratio	Sold this Month	This Month's Supply	This Month's DOM	Closings last 12 Months	Sold per month	Supply	Days on Market
0-\$49,999	9	9	23	255.6%	11	0.82	27	155	12.9	0.7	39
\$50,000-\$74,999	19	19	25	131.6%	16	1.19	31	276	23.0	0.8	30
\$75,000-\$99,999	36	36	44	122.2%	24	1.50	17	455	37.9	0.9	30
\$100,000-\$124,999	46	46	44	95.7%	37	1.24	26	715	59.6	0.8	35
\$125,000-\$149,999	85	85	115	135.3%	60	1.42	19	1112	92.7	0.9	33
\$150,000-\$174,999	91	90	149	165.6%	93	0.97	13	1519	126.6	0.7	18
\$175,000-\$199,999	100	97	193	199.0%	95	1.02	19	1450	120.8	0.8	18
\$200,000-\$249,999	242	191	233	122.0%	176	1.09	16	2586	215.5	0.9	15
\$250,000-\$299,999	335	167	228	136.5%	131	1.27	16	2028	169.0	1.0	13
\$300,000-\$349,999	389	123	137	111.4%	100	1.23	14	1455	121.3	1.0	13
\$350,000-\$399,999	406	107	95	88.8%	72	1.49	19	1067	88.9	1.2	14
\$400,000-\$449,999	256	66	59	89.4%	42	1.57	19	646	53.8	1.2	15
\$450,000-\$499,999	173	54	59	109.3%	33	1.64	33	428	35.7	1.5	20
\$500,000-\$549,999	102	29	26	89.7%	16	1.81	20	269	22.4	1.3	19
\$550,000-\$599,999	110	29	38	131.0%	17	1.71	20	209	17.4	1.7	17
\$600,000-\$749,999	173	71	52	73.2%	31	2.29	28	336	28.0	2.5	25
\$750,000 +	196	118	42	35.6%	29	4.07	56	262	21.8	5.4	47
Totals	2768	1337	1562	116.8%	983	1.36	19	14968	1247.3	1.1	
Last Month	2616	1261	1729	137.1%	1252	1.01	13	15239	1269.9	1.0	
Last Year	2244										

Information deemed reliable but not guaranteed. Source: Des Moines Area Association of Realtors

GREATER DES MOINES MARKET OVERVIEW

NEW CONSTRUCTION - SEPTEMBER 2022

CENTURY 21

Signature Real Estate

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION SEPTEMBER 2022			NEW CONSTRUCTION LAST 12 MONTHS			
	All Active Listings	Active Listings	Pendings	Pending Ratio	Sold this Month	This Month's Supply	This Month's DOM	Closings last 12 Months	Sold per month	Supply	Days on Market
0-\$199,999	386	4	2	50.0%	3	1.33	140	33	2.8	1.5	137
\$200,000-\$249,999	242	51	22	43.1%	23	2.22	63	236	19.7	2.6	78
\$250,000-\$299,999	335	168	85	50.6%	23	7.30	75	582	48.5	3.5	83
\$300,000-\$349,999	389	266	97	36.5%	62	4.29	84	820	68.3	3.9	92
\$350,000-\$399,999	406	298	96	32.2%	36	8.28	141	659	54.9	5.4	96
\$400,000-\$449,999	256	193	65	33.7%	28	6.89	97	392	32.7	5.9	80
\$450,000-\$499,999	173	119	48	40.3%	21	5.67	63	270	22.5	5.3	79
\$500,000-\$549,999	102	73	33	45.2%	8	9.13	89	165	13.8	5.3	82
\$550,000-\$599,999	110	81	35	43.2%	9	9.00	47	127	10.6	7.7	86
\$600,000-\$749,999	173	103	53	51.5%	11	9.36	54	178	14.8	6.9	73
\$750,000+	196	78	51	65.4%	16	4.88	96	117	9.8	8.0	94
Totals	2768	1434	587	40.9%	240	5.98	88	3579	298.3	4.8	87
Last Month	2616	1360	712	52.4%	212	6.42	90	3624	302.0	4.5	87
Last Year	2244										

Information deemed reliable but not guaranteed. Source: Des Moines Area Association of Realtors

ANKENY MARKET OVERVIEW



NEW CONSTRUCTION - SEPTEMBER 2022

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION SEPTEMBER 2022			NEW CONSTRUCTION LAST 12 MONTHS			
	All Active Listings	Active	Pendings	Pending Ratio	Sold this Month	This Month's Supply	This Month's DOM	Closings last 12 Months	Sold per month	Supply	Days on Market
0-\$199,999	8	0	0	N/A	0	N/A	0	3	0.3	0.0	124
\$200,000-\$249,999	24	14	8	57.1%	7	2.00	13	65	5.4	2.6	78
\$250,000-\$299,999	44	30	7	23.3%	7	4.29	73	93	7.8	3.9	112
\$300,000-\$349,999	70	57	24	42.1%	16	3.56	110	200	16.7	3.4	103
\$350,000-\$399,999	79	62	20	32.3%	12	5.17	96	165	13.8	4.5	113
\$400,000-\$449,999	37	33	10	30.3%	1	33.00	21	56	4.7	7.1	91
\$450,000-\$499,999	31	20	9	45.0%	2	10.00	0	46	3.8	5.2	88
\$500,000 +	57	38	37	97.4%	8	4.75	42	97	8.1	4.7	60
Totals	350	254	115	45.3%	53	4.79	44.375	725	60.4	4.2	96
Last Month	314	240	144	60.0%	34	7.06	53.75	731	60.9	3.9	99
Last Year	310										

Information deemed reliable but not guaranteed. Numbers reflect Residential Properties in the City of Ankeny only. Source: Des Moines Area Association of Realtors

AMES MARKET OVERVIEW

RESALE - SEPTEMBER 2022

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE SEPTEMBER 2022			RESALE LAST 12 MONTHS			
	All Active Listings	Active	Pendings	Pending Ratio	Sold this Month	This Month's Supply	This Month's DOM	Closings last 12 Months	Sold per month	Supply	Days on Market
0-\$49,999	3	3	3	100.0%	2	1.50	7	21	1.8	1.7	57
\$50,000-\$74,999	8	8	4	50.0%	1	8.00	39	39	3.3	2.5	36
\$75,000-\$99,999	5	5	9	180.0%	5	1.00	50	79	6.6	0.8	39
\$100,000-\$124,999	6	6	3	50.0%	4	1.50	38	92	7.7	0.8	26
\$125,000-\$149,999	16	16	17	106.3%	6	2.67	18	163	13.6	1.2	22
\$150,000-\$174,999	12	12	23	191.7%	6	2.00	18	176	14.7	0.8	17
\$175,000-\$199,999	8	8	26	325.0%	15	0.53	9	205	17.1	0.5	17
\$200,000-\$249,999	37	30	35	116.7%	20	1.50	28	353	29.4	1.0	21
\$250,000-\$299,999	25	23	34	147.8%	22	1.05	12	311	25.9	0.9	24
\$300,000-\$349,999	42	36	28	77.8%	17	2.12	14	198	16.5	2.2	14
\$350,000-\$399,999	35	32	13	40.6%	9	3.56	24	140	11.7	2.7	29
\$400,000-\$449,999	28	21	9	42.9%	8	2.63	35	86	7.2	2.9	47
\$450,000-\$499,999	23	13	5	38.5%	5	2.60	52	65	5.4	2.4	43
\$500,000 +	25	18	22	122.2%	8	2.25	87	115	9.6	1.9	38
Totals	273	231	231	100.0%	128	1.80	26	2043	170.3	1.4	25
Last Month	248	217	265	122.1%	186	1.17	23	2091	174.3	1.2	24
Last Year	264										

Information deemed reliable but not guaranteed. Source: Central Iowa Board of Realtors

NE IOWA MARKET OVERVIEW

SEPTEMBER 2022

CENTURY 21.

Signature Real Estate

	CURRENTLY				SEPTEMBER 2022			LAST 12 MONTHS						
	<i>Active Listings</i>	<i>New Construction</i>	<i>Pendings</i>	<i>Pending Ratio</i>	<i>Sold this Month</i>	<i>This Month's Supply</i>	<i>This Month's DOM</i>	<i>Closings last 12 Months</i>	<i>Sold per month</i>	<i>Supply</i>	<i>Avg List Price</i>	<i>Avg Sale Price</i>	<i>Sales to List Price Ratio</i>	<i>Days on Market</i>
0-\$49,999	14	0	25	178.6%	32	0.44	38	282	23.5	0.6	\$37,646	\$33,303	88.5%	41
\$50,000-\$74,999	23	0	26	113.0%	25	0.92	28	335	27.9	0.8	\$65,499	\$61,866	94.5%	39
\$75,000-\$99,999	38	0	41	107.9%	35	1.09	34	408	34.0	1.1	\$90,194	\$86,953	96.4%	30
\$100,000-\$124,999	25	0	42	168.0%	31	0.81	16	399	33.3	0.8	\$115,289	\$112,838	97.9%	24
\$125,000-\$149,999	48	0	55	114.6%	42	1.14	27	565	47.1	1.0	\$137,475	\$136,921	99.6%	23
\$150,000-\$174,999	46	0	46	100.0%	39	1.18	12	512	42.7	1.1	\$162,725	\$162,000	99.6%	23
\$175,000-\$199,999	39	0	52	133.3%	38	1.03	10	432	36.0	1.1	\$186,188	\$186,179	100.0%	17
\$200,000-\$249,999	42	0	47	111.9%	46	0.91	14	590	49.2	0.9	\$221,023	\$221,684	100.3%	23
\$250,000-\$299,999	51	7	46	90.2%	25	2.04	18	389	32.4	1.6	\$272,517	\$272,690	100.1%	26
\$300,000-\$349,999	29	7	17	58.6%	19	1.53	18	223	18.6	1.6	\$323,090	\$322,262	99.7%	31
\$350,000-\$399,999	30	6	21	70.0%	9	3.33	19	159	13.3	2.3	\$371,591	\$374,063	100.7%	21
\$400,000-\$449,999	21	9	6	28.6%	16	1.31	22	124	10.3	2.0	\$420,660	\$421,673	100.2%	27
\$450,000-\$499,999	31	12	8	25.8%	6	5.17	98	67	5.6	5.6	\$476,198	\$470,342	98.8%	36
\$500,000 +	39	12	20	51.3%	14	2.79	14	110	9.2	4.3	\$615,352	\$615,522	100.0%	41
Totals	476	53	452	95.0%	377	1.26	22	4595	382.9	1.2	\$291,287	\$289,858	99.5%	34
Last Month	454	48	529	116.50%	422	1.08	20	4629	385.8	1.2	\$291,258	\$289,627	99.4	34

Information deemed reliable but not guaranteed. Source: Northeast Iowa Board of Realtors. Numbers reflect residential properties on the NEIRBR