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# REAL ESTATE MARKET UPDATE

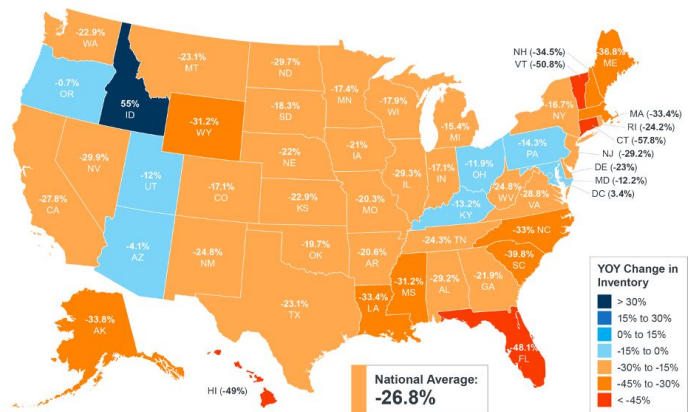
JANUARY 2022

**CENTURY 21** Signature  
Real Estate



## Housing Inventory Lower than Last Year

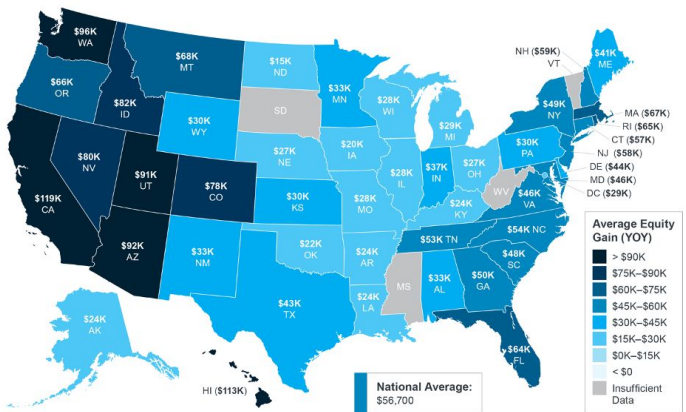
December 2021 Year-Over-Year Compared to December 2020



SLIDE 1

## Homeowner Equity Growth Still Surging

Q3 2021 Year-Over-Year from Q3 2020



SLIDE 2

## Mortgage Rate Projections

December 2021

| Quarter | Freddie Mac | Fannie Mae | MBA | NAR | Average of All Four |
|---------|-------------|------------|-----|-----|---------------------|
| 2022 1Q | 3.4         | 3.2        | 3.3 | 3.3 | <b>3.30%</b>        |
| 2022 2Q | 3.5         | 3.3        | 3.5 | 3.5 | <b>3.45%</b>        |
| 2022 3Q | 3.6         | 3.3        | 3.7 | 3.6 | <b>3.55%</b>        |
| 2022 4Q | 3.7         | 3.4        | 4.0 | 3.7 | <b>3.70%</b>        |

SLIDE 3

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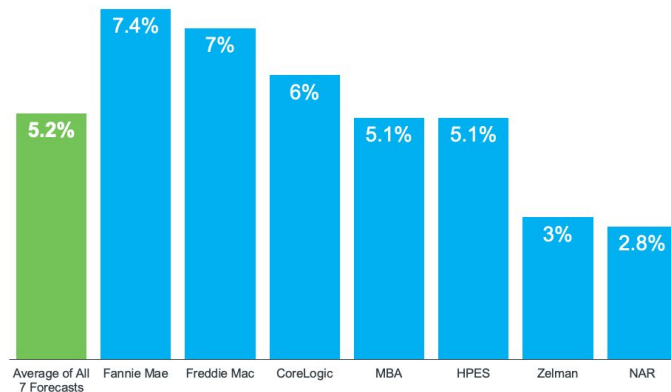


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## Home Price Forecasts for 2022



SLIDE 4

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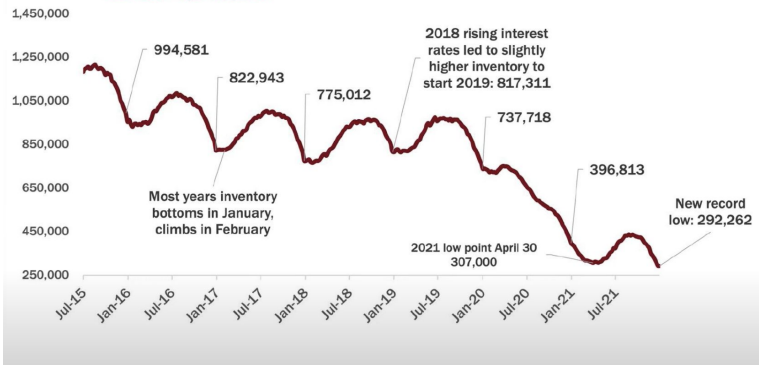


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**Total Inventory Homes for Sale US - Single Family**  
Source: Altos Research



SLIDE 5

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**Median US Home List Prices**  
Source: Altos Research



SLIDE 6

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# GREATER DES MOINES MARKET OVERVIEW

RESALE - December 2021

## CENTURY 21

Signature Real Estate

|                     | Total Market        | CURRENT RESALE  |             |               | RESALE December 2021 |                     |                  | 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          | 22                  | 22              | 32          | 145.5%        | 15                   | 1.47                | 23               | 163                     | 13.6           | 1.6        | 33             |
| \$50,000-\$74,999   | 22                  | 22              | 32          | 145.5%        | 36                   | 0.61                | 35               | 294                     | 24.5           | 0.9        | 28             |
| \$75,000-\$99,999   | 48                  | 48              | 58          | 120.8%        | 48                   | 1.00                | 36               | 506                     | 42.2           | 1.1        | 33             |
| \$100,000-\$124,999 | 50                  | 140             | 76          | 54.3%         | 59                   | 2.37                | 18               | 748                     | 62.3           | 2.2        | 24             |
| \$125,000-\$149,999 | 89                  | 89              | 117         | 131.5%        | 96                   | 0.93                | 24               | 1260                    | 105.0          | 0.8        | 20             |
| \$150,000-\$174,999 | 118                 | 114             | 143         | 125.4%        | 120                  | 0.95                | 24               | 1542                    | 128.5          | 0.9        | 18             |
| \$175,000-\$199,999 | 101                 | 93              | 159         | 171.0%        | 103                  | 0.90                | 31               | 1495                    | 124.6          | 0.7        | 17             |
| \$200,000-\$249,999 | 140                 | 98              | 256         | 261.2%        | 173                  | 0.57                | 21               | 2400                    | 200.0          | 0.5        | 16             |
| \$250,000-\$299,999 | 222                 | 66              | 185         | 280.3%        | 136                  | 0.49                | 14               | 2010                    | 167.5          | 0.4        | 17             |
| \$300,000-\$349,999 | 325                 | 46              | 107         | 232.6%        | 97                   | 0.47                | 18               | 1296                    | 108.0          | 0.4        | 16             |
| \$350,000-\$399,999 | 326                 | 30              | 99          | 330.0%        | 57                   | 0.53                | 21               | 900                     | 75.0           | 0.4        | 17             |
| \$400,000-\$449,999 | 143                 | 25              | 54          | 216.0%        | 43                   | 0.58                | 28               | 529                     | 44.1           | 0.6        | 21             |
| \$450,000-\$499,999 | 94                  | 20              | 46          | 230.0%        | 28                   | 0.71                | 24               | 364                     | 30.3           | 0.7        | 22             |
| \$500,000-\$549,999 | 61                  | 6               | 21          | 350.0%        | 23                   | 0.26                | 38               | 236                     | 19.7           | 0.3        | 32             |
| \$550,000-\$599,999 | 53                  | 13              | 13          | 100.0%        | 17                   | 0.76                | 25               | 161                     | 13.4           | 1.0        | 29             |
| \$600,000-\$749,999 | 82                  | 19              | 35          | 184.2%        | 20                   | 0.95                | 39               | 289                     | 24.1           | 0.8        | 36             |
| \$750,000 +         | 78                  | 45              | 31          | 68.9%         | 17                   | 2.65                | 18               | 226                     | 18.8           | 2.4        | 66             |
| <b>Totals</b>       | <b>1974</b>         | <b>896</b>      | <b>1464</b> | <b>163.4%</b> | <b>1088</b>          | <b>0.82</b>         | <b>24</b>        | <b>14419</b>            | <b>1201.6</b>  | <b>0.7</b> |                |
| Last Month          | 2229                | 1033            | 1913        | 185.2%        | 1111                 | 0.93                | 24               | 14431                   | 1202.6         | 0.9        |                |
| Last Year           | 2170                |                 |             |               |                      |                     |                  |                         |                |            |                |

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

# GREATER DES MOINES MARKET OVERVIEW

NEW CONSTRUCTION - December 2021

**CENTURY 21**

Signature Real Estate

|                     | Total Market        | CURRENT NEW CONSTRUCTION |            |               | NEW CONSTRUCTION December 2021 |                     |                  | 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         | 449                 | 12                       | 5          | 41.7%         | 1                              | 12.00               | 1                | 60                              | 5.0            | 2.4        | 152            |
| \$200,000-\$249,999 | 141                 | 42                       | 44         | 104.8%        | 17                             | 2.47                | 119              | 370                             | 30.8           | 1.4        | 102            |
| \$250,000-\$299,999 | 222                 | 156                      | 151        | 96.8%         | 57                             | 2.74                | 99               | 884                             | 73.7           | 2.1        | 93             |
| \$300,000-\$349,999 | 325                 | 279                      | 158        | 56.6%         | 58                             | 4.81                | 99               | 756                             | 63.0           | 4.4        | 93             |
| \$350,000-\$399,999 | 326                 | 296                      | 156        | 52.7%         | 44                             | 6.73                | 62               | 420                             | 35.0           | 8.5        | 70             |
| \$400,000-\$449,999 | 142                 | 117                      | 91         | 77.8%         | 25                             | 4.68                | 76               | 252                             | 21.0           | 5.6        | 54             |
| \$450,000-\$499,999 | 95                  | 75                       | 100        | 133.3%        | 12                             | 6.25                | 104              | 157                             | 13.1           | 5.7        | 82             |
| \$500,000-\$549,999 | 61                  | 55                       | 44         | 80.0%         | 11                             | 5.00                | 86               | 111                             | 9.3            | 5.9        | 65             |
| \$550,000-\$599,999 | 53                  | 40                       | 35         | 87.5%         | 7                              | 5.71                | 121              | 76                              | 6.3            | 6.3        | 85             |
| \$600,000-\$749,999 | 82                  | 63                       | 45         | 71.4%         | 12                             | 5.25                | 90               | 110                             | 9.2            | 6.9        | 60             |
| \$750,000+          | 78                  | 33                       | 43         | 130.3%        | 10                             | 3.30                | 86               | 58                              | 4.8            | 6.8        | 69             |
| <b>Totals</b>       | <b>1974</b>         | <b>1168</b>              | <b>872</b> | <b>74.7%</b>  | <b>254</b>                     | <b>4.60</b>         | <b>72</b>        | <b>3254</b>                     | <b>271.2</b>   | <b>4.3</b> | <b>87</b>      |
| Last Month          | 2185                | 1188                     | 746        | 62.8%         | 249                            | 4.77                | 72               | 3324                            | 277.0          | 4.3        | 87             |
| Last Year           | 2170                |                          |            |               |                                |                     |                  |                                 |                |            |                |

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

# ANKENY MARKET OVERVIEW

RESALE - December 2021

# CENTURY 21<sup>®</sup>

Signature Real Estate

|                     | Total Market        | CURRENT RESALE |            |               | RESALE DECEMBER 2021 |                     |                  | 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          | 0                   | 0              | 0          | N/A           | 0                    | N/A                 | 0                | 0                       | 0.0            | N/A        | 0              |
| \$50,000-\$74,999   | 0                   | 0              | 0          | N/A           | 0                    | N/A                 | 0                | 0                       | 0.0            | N/A        | 0              |
| \$75,000-\$99,999   | 0                   | 2              | 0          | 0.0%          | 0                    | N/A                 | 0                | 12                      | 1.0            | 2.0        | 4              |
| \$100,000-\$124,999 | 2                   | 2              | 0          | 0.0%          | 0                    | N/A                 | 0                | 26                      | 2.2            | 0.9        | 39             |
| \$125,000-\$149,999 | 5                   | 3              | 6          | 200.0%        | 5                    | 0.60                | 29               | 99                      | 8.3            | 0.4        | 9              |
| \$150,000-\$174,999 | 5                   | 5              | 9          | 180.0%        | 6                    | 0.83                | 3                | 81                      | 6.8            | 0.7        | 7              |
| \$175,000-\$199,999 | 1                   | 1              | 10         | 1000.0%       | 2                    | 0.50                | 6                | 97                      | 8.1            | 0.1        | 13             |
| \$200,000-\$249,999 | 14                  | 5              | 20         | 400.0%        | 9                    | 0.56                | 16               | 243                     | 20.3           | 0.2        | 10             |
| \$250,000-\$299,999 | 26                  | 2              | 28         | 1400.0%       | 15                   | 0.13                | 4                | 298                     | 24.8           | 0.1        | 11             |
| \$300,000-\$349,999 | 73                  | 4              | 19         | 475.0%        | 18                   | 0.22                | 11               | 230                     | 19.2           | 0.2        | 12             |
| \$350,000-\$399,999 | 92                  | 1              | 14         | 1400.0%       | 16                   | 0.06                | 16               | 158                     | 13.2           | 0.1        | 17             |
| \$400,000-\$449,999 | 23                  | 5              | 9          | 180.0%        | 9                    | 0.56                | 31               | 87                      | 7.3            | 0.7        | 15             |
| \$450,000-\$499,999 | 16                  | 1              | 8          | 800.0%        | 3                    | 0.33                | 11               | 62                      | 5.2            | 0.2        | 21             |
| \$500,000 +         | 30                  | 12             | 11         | 91.7%         | 7                    | 1.71                | 37               | 76                      | 6.3            | 1.9        | 28             |
| <b>Totals</b>       | <b>287</b>          | <b>43</b>      | <b>134</b> | <b>311.6%</b> | <b>90</b>            | <b>0.48</b>         | <b>14</b>        | <b>1469</b>             | <b>122.4</b>   | <b>0.4</b> | <b>14</b>      |
| Last Month          | 321                 | 49             | 181        | 369.4%        | 100                  | 0.49                | 14               | 1477                    | 123.1          | 0.4        | 14             |
| Last Year           | 335                 |                |            |               |                      |                     |                  |                         |                |            |                |

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

# ANKENY MARKET OVERVIEW



## NEW CONSTRUCTION - December 2021

|                     | Total Market        | CURRENT NEW CONSTRUCTION |            |               | NEW CONSTRUCTION December 2021 |                     |                  | 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         | 13                  | 0                        | 0          | N/A           | 0                              | N/A                 | 0                | 31                              | 2.6            | 0.0        | 203            |
| \$200,000-\$249,999 | 14                  | 9                        | 20         | 222.2%        | 10                             | 0.90                | 70               | 84                              | 7.0            | 1.3        | 96             |
| \$250,000-\$299,999 | 26                  | 24                       | 18         | 75.0%         | 11                             | 2.18                | 127              | 178                             | 14.8           | 1.6        | 99             |
| \$300,000-\$349,999 | 73                  | 69                       | 39         | 56.5%         | 13                             | 5.31                | 135              | 172                             | 14.3           | 4.8        | 122            |
| \$350,000-\$399,999 | 92                  | 91                       | 32         | 35.2%         | 16                             | 5.69                | 65               | 103                             | 8.6            | 10.6       | 69             |
| \$400,000-\$449,999 | 23                  | 18                       | 18         | 100.0%        | 7                              | 2.57                | 84               | 54                              | 4.5            | 4.0        | 51             |
| \$450,000-\$499,999 | 16                  | 15                       | 19         | 126.7%        | 1                              | 15.00               | -                | 31                              | 2.6            | 5.8        | 83             |
| \$500,000 +         | 30                  | 18                       | 29         | 161.1%        | 11                             | 1.64                | 47               | 65                              | 5.4            | 3.3        | 47             |
| <b>Totals</b>       | <b>287</b>          | <b>244</b>               | <b>175</b> | <b>71.7%</b>  | <b>69</b>                      | <b>3.54</b>         | <b>81</b>        | <b>718</b>                      | <b>59.8</b>    | <b>4.1</b> | <b>96</b>      |
| Last Month          | 321                 | 276                      | 179        | 64.9%         | 48                             | 5.75                | 81               | 731                             | 60.9           | 4.5        | 96             |
| Last Year           | 335                 |                          |            |               |                                |                     |                  |                                 |                |            |                |

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 - December 2021

# CENTURY 21<sup>®</sup>

Signature Real Estate

|                     | Total Market        | CURRENT RESALE |            |               | RESALE DECEMBER 2021 |                     |                  | 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          | 7                   | 7              | 0          | 0.0%          | 1                    | 7.00                | 34               | 18                      | 1.5            | 4.7        | 35             |
| \$50,000-\$74,999   | 7                   | 7              | 8          | 114.3%        | 3                    | 2.33                | 63               | 40                      | 3.3            | 2.1        | 44             |
| \$75,000-\$99,999   | 11                  | 11             | 11         | 100.0%        | 14                   | 0.79                | 47               | 84                      | 7.0            | 1.6        | 38             |
| \$100,000-\$124,999 | 10                  | 10             | 11         | 110.0%        | 6                    | 1.67                | 49               | 107                     | 8.9            | 1.1        | 21             |
| \$125,000-\$149,999 | 13                  | 13             | 24         | 184.6%        | 14                   | 0.93                | 24               | 207                     | 17.3           | 0.8        | 18             |
| \$150,000-\$174,999 | 11                  | 11             | 20         | 181.8%        | 17                   | 0.65                | 25               | 209                     | 17.4           | 0.6        | 22             |
| \$175,000-\$199,999 | 10                  | 10             | 28         | 280.0%        | 12                   | 0.83                | 16               | 202                     | 16.8           | 0.6        | 16             |
| \$200,000-\$249,999 | 19                  | 14             | 28         | 200.0%        | 32                   | 0.44                | 26               | 344                     | 28.7           | 0.5        | 18             |
| \$250,000-\$299,999 | 31                  | 20             | 30         | 150.0%        | 18                   | 1.11                | 47               | 273                     | 22.8           | 0.9        | 27             |
| \$300,000-\$349,999 | 16                  | 9              | 13         | 144.4%        | 15                   | 0.60                | 26               | 163                     | 13.6           | 0.7        | 23             |
| \$350,000-\$399,999 | 24                  | 12             | 7          | 58.3%         | 9                    | 1.33                | 53               | 119                     | 9.9            | 1.2        | 34             |
| \$400,000-\$449,999 | 18                  | 13             | 9          | 69.2%         | 5                    | 2.60                | 62               | 71                      | 5.9            | 2.2        | 29             |
| \$450,000-\$499,999 | 7                   | 7              | 11         | 157.1%        | 3                    | 2.33                | 30               | 41                      | 3.4            | 2.0        | 17             |
| \$500,000 +         | 16                  | 16             | 12         | 75.0%         | 6                    | 2.67                | 48               | 79                      | 6.6            | 2.4        | 55             |
| <b>Totals</b>       | <b>200</b>          | <b>160</b>     | <b>212</b> | <b>132.5%</b> | <b>155</b>           | <b>1.03</b>         | <b>34</b>        | <b>1957</b>             | <b>163.1</b>   | <b>1.0</b> | <b>25</b>      |
| Last Month          | 218                 | 173            | 263        | 138.4%        | 161                  | 1.27                | 25               | 1966                    | 161.5          | 1.4        | 25             |
| Last Year           | 277                 |                |            |               |                      |                     |                  |                         |                |            |                |

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

# NE IOWA MARKET OVERVIEW

December 2021

# CENTURY 21

Signature Real Estate

|                     | CURRENTLY              |                         |                 |                      | December 2021          |                            |                         | 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          | 25                     | 0                       | 7               | 28.0%                | 7                      | 3.57                       | 34                      | 103                            | 8.6                   | 2.9           | \$39,365              | \$34,491              | 87.6%                            | 36                    |
| \$50,000-\$74,999   | 24                     | 0                       | 10              | 41.7%                | 15                     | 1.60                       | 31                      | 124                            | 10.3                  | 2.3           | \$66,155              | \$62,076              | 93.8%                            | 48                    |
| \$75,000-\$99,999   | 12                     | 0                       | 17              | 141.7%               | 17                     | 0.71                       | 47                      | 215                            | 17.9                  | 0.7           | \$90,852              | \$88,041              | 96.9%                            | 31                    |
| \$100,000-\$124,999 | 16                     | 0                       | 19              | 118.8%               | 18                     | 0.89                       | 30                      | 223                            | 18.6                  | 0.9           | \$115,828             | \$112,876             | 97.5%                            | 30                    |
| \$125,000-\$149,999 | 20                     | 0                       | 27              | 135.0%               | 28                     | 0.71                       | 32                      | 372                            | 31.0                  | 0.6           | \$137,882             | \$137,055             | 97.6%                            | 23                    |
| \$150,000-\$174,999 | 6                      | 0                       | 32              | 533.3%               | 19                     | 0.32                       | 25                      | 291                            | 24.3                  | 0.2           | \$162,388             | \$161,614             | 99.5%                            | 20                    |
| \$175,000-\$199,999 | 9                      | 0                       | 19              | 211.1%               | 21                     | 0.43                       | 28                      | 217                            | 18.1                  | 0.5           | \$186,382             | \$185,643             | 99.6%                            | 13                    |
| \$200,000-\$249,999 | 10                     | 0                       | 20              | 200.0%               | 27                     | 0.37                       | 39                      | 305                            | 25.4                  | 0.4           | \$222,561             | \$223,011             | 100.2%                           | 21                    |
| \$250,000-\$299,999 | 11                     | 6                       | 12              | 109.1%               | 15                     | 0.73                       | 37                      | 207                            | 17.3                  | 0.6           | \$276,496             | \$274,602             | 99.3%                            | 25                    |
| \$300,000-\$349,999 | 19                     | 8                       | 9               | 47.4%                | 7                      | 2.71                       | 43                      | 103                            | 8.6                   | 2.2           | \$323,066             | \$322,782             | 99.9%                            | 37                    |
| \$350,000-\$399,999 | 8                      | 3                       | 7               | 87.5%                | 8                      | 1.00                       | 20                      | 104                            | 8.7                   | 0.9           | \$369,755             | \$371,725             | 100.5%                           | 31                    |
| \$400,000-\$449,999 | 9                      | 4                       | 7               | 77.8%                | 4                      | 2.25                       | 23                      | 71                             | 5.9                   | 1.5           | \$418,438             | \$418,756             | 100.1%                           | 32                    |
| \$450,000-\$499,999 | 6                      | 5                       | 1               | 16.7%                | 4                      | 1.50                       | 89                      | 27                             | 2.3                   | 2.7           | \$472,516             | \$469,952             | 99.5%                            | 44                    |
| \$500,000 +         | 9                      | 4                       | 9               | 100.0%               | 6                      | 1.50                       | 84                      | 54                             | 4.5                   | 2.0           | \$619,469             | \$597,983             | 96.5%                            | 56                    |
| <b>Totals</b>       | <b>184</b>             | <b>30</b>               | <b>196</b>      | <b>106.5%</b>        | <b>196</b>             | <b>0.94</b>                | <b>69</b>               | <b>2416</b>                    | <b>201.3</b>          | <b>0.9</b>    | <b>\$291,763</b>      | <b>\$288,384</b>      | <b>98.8%</b>                     | <b>37</b>             |
| <b>Last Month</b>   | 233                    | 34                      | 254             | 109.00%              | 187                    | 1.25                       | 69                      | 2476                           | 206.3                 | 1.1           | \$292,371             | \$289,194             | 98.90%                           | 39                    |

Information deemed reliable but not guaranteed. Source: Northeast Iowa Board of Realtors. Numbers reflect residential properties in the following cities: Cedar Falls, Waterloo, Waverly, Clarksville, Denver, Elk Run, Elk Run Heights, Evansdale, Gladbrook, Grundy Center, Hudson, Janesville, Readlyn, Reinbeck, Shell Rock, Sumner, Tripoli, Washburn