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# REAL ESTATE MARKET UPDATE

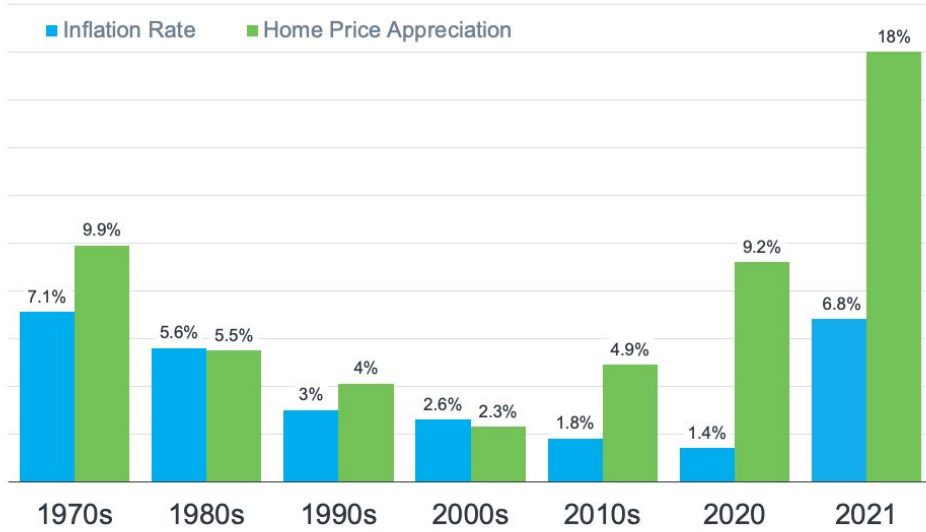
FEBRUARY 2022

**CENTURY 21** Signature  
Real Estate



## Homeownership: a Hedge Against Inflation

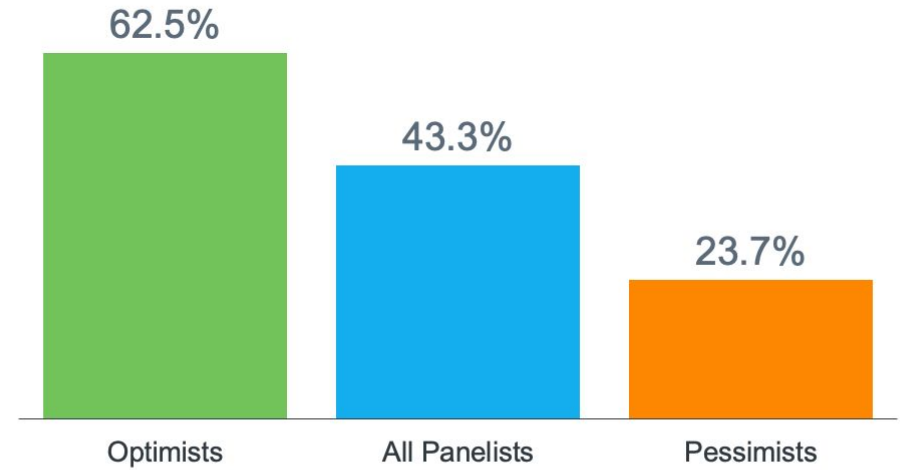
Home Price Appreciation vs. Consumer Price Increases over the Decades



Source: NAR, CoreLogic, Consumer Price Index

## Cumulative House Appreciation by 2026

As forecasted in Q4 2021



Source: Home Price Expectation Survey

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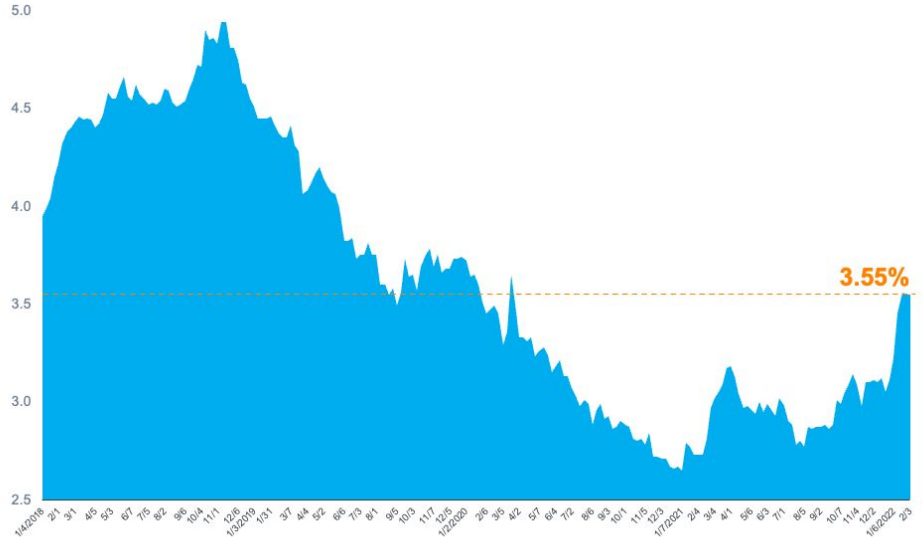
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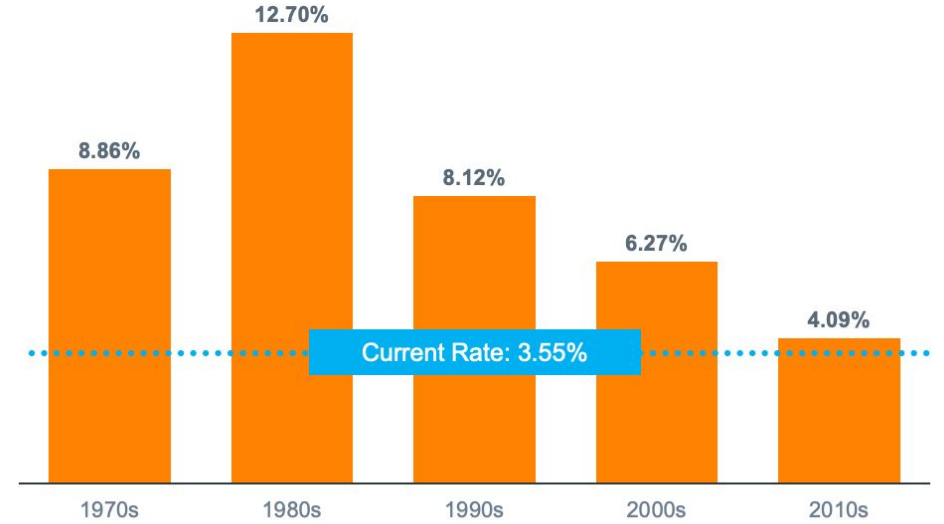
# Mortgage Rates

30-Year Fixed Rate, January 2018 – Today



Source: Freddie Mac

# Current Mortgage Rate Compared to the Last Five Decades



Source: Freddie Mac

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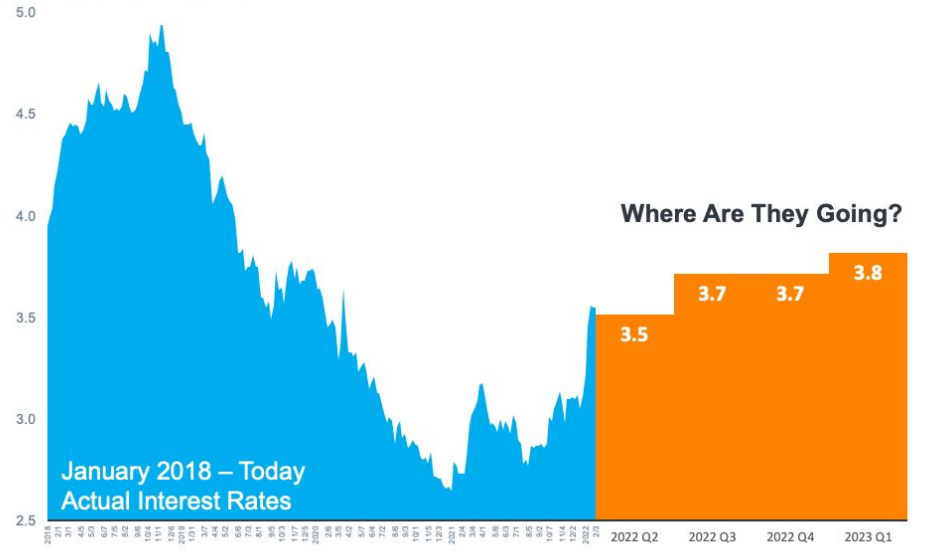
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# Mortgage Rates

30-Year Fixed Rate



Source: Freddie Mac

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# Mortgage Rate Projections

January 2022

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2022 2Q	3.6	3.3	3.5	3.5	<b>3.47%</b>
2022 3Q	3.7	3.3	3.7	3.7	<b>3.60%</b>
2022 4Q	3.7	3.4	4.0	3.9	<b>3.75%</b>
2023 1Q	3.8	3.4	4.1	4.0	<b>3.82%</b>

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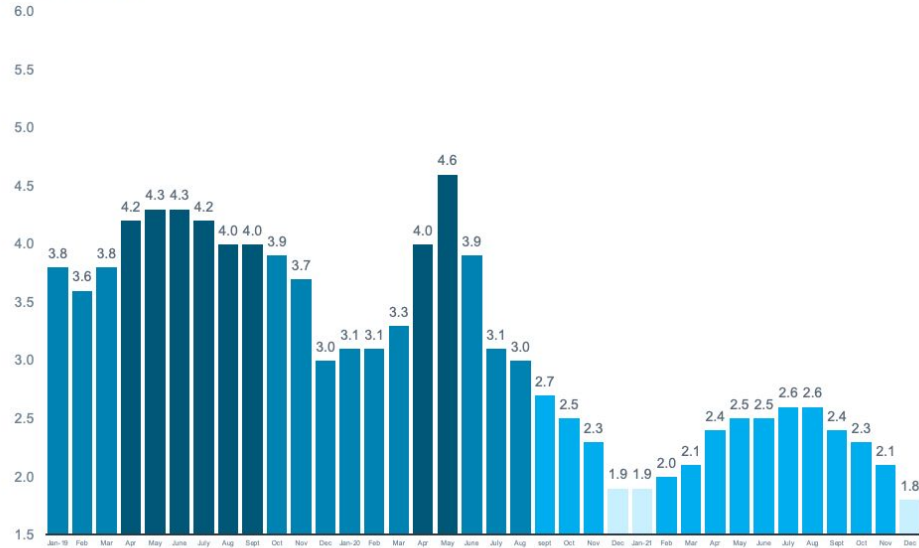
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# Months Inventory of Homes for Sale

Since 2019



Source: NAR

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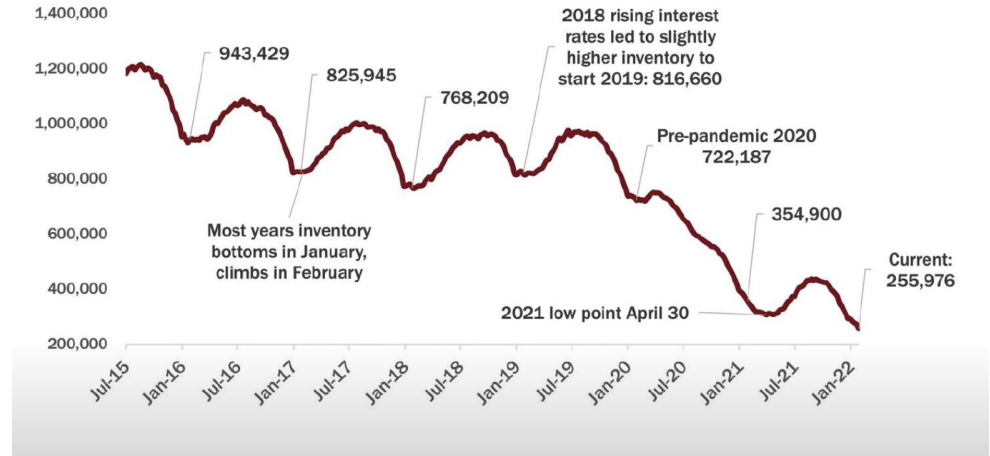
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## Total Inventory Homes for Sale US - Single Family

Source: Altos Research



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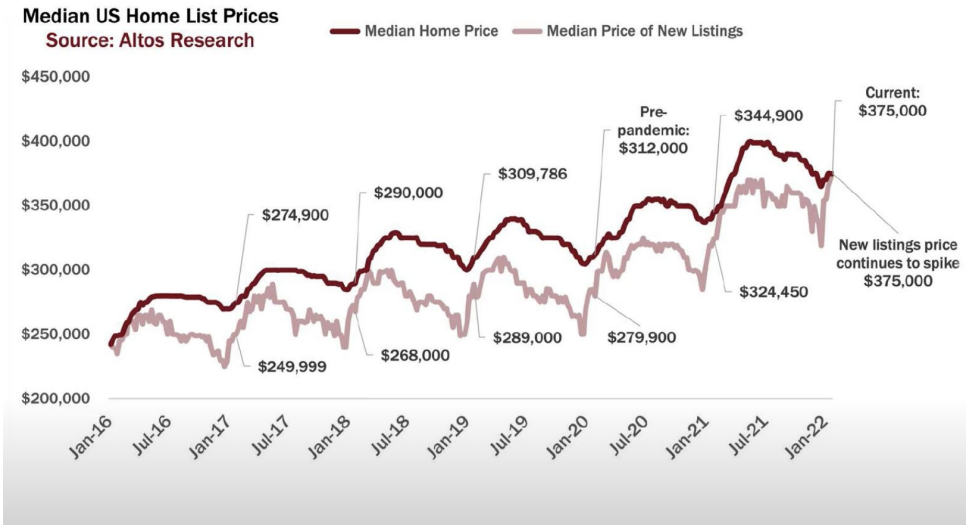
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# GREATER DES MOINES MARKET OVERVIEW

RESALE - January 2022

## CENTURY 21

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE January 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	14	14	29	207.1%	10	1.40	58	150	12.5	1.1	33
\$50,000-\$74,999	14	14	31	221.4%	17	0.82	37	297	24.8	0.6	28
\$75,000-\$99,999	32	37	61	164.9%	31	1.19	31	505	42.1	0.9	33
\$100,000-\$124,999	34	34	77	226.5%	48	0.71	36	757	63.1	0.5	25
\$125,000-\$149,999	63	63	144	228.6%	52	1.21	25	1250	104.2	0.6	20
\$150,000-\$174,999	69	67	187	279.1%	75	0.89	27	1522	126.8	0.5	18
\$175,000-\$199,999	87	80	173	216.3%	83	0.96	28	1498	124.8	0.6	17
\$200,000-\$249,999	99	71	255	359.2%	144	0.49	24	2427	202.3	0.4	16
\$250,000-\$299,999	176	56	184	328.6%	97	0.58	17	1999	166.6	0.3	15
\$300,000-\$349,999	272	33	116	351.5%	54	0.61	18	1294	107.8	0.3	16
\$350,000-\$399,999	334	29	94	324.1%	47	0.62	24	917	76.4	0.4	16
\$400,000-\$449,999	149	16	61	381.3%	27	0.59	13	539	44.9	0.4	20
\$450,000-\$499,999	104	19	44	231.6%	27	0.70	56	376	31.3	0.6	23
\$500,000-\$549,999	60	2	19	950.0%	9	0.22	23	237	19.8	0.1	30
\$550,000-\$599,999	50	9	19	211.1%	6	1.50	36	158	13.2	0.7	25
\$600,000-\$749,999	81	14	27	192.9%	16	0.88	55	296	24.7	0.6	36
\$750,000 +	81	43	28	65.1%	18	2.39	72	229	19.1	2.3	67
<b>Totals</b>	<b>1719</b>	<b>601</b>	<b>1549</b>	<b>257.7%</b>	<b>761</b>	<b>0.79</b>	<b>28</b>	<b>14451</b>	<b>1204.3</b>	<b>0.5</b>	
Last Month	1974	896	1464	163.4%	1088	0.82	28	14419	1201.6	0.7	
Last Year	3502										

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

# GREATER DES MOINES MARKET OVERVIEW

## NEW CONSTRUCTION - January 2022

**CENTURY 21**

Signature Real Estate

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION January 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	322	9	5	55.6%	1	9.00	63	58	4.8	1.9	145
\$200,000-\$249,999	99	29	66	227.6%	11	2.64	88	352	29.3	1.0	102
\$250,000-\$299,999	176	119	141	118.5%	35	3.40	117	862	71.8	1.7	94
\$300,000-\$349,999	272	239	190	79.5%	39	6.13	120	749	62.4	3.8	97
\$350,000-\$399,999	334	305	182	59.7%	41	7.44	93	445	37.1	8.2	73
\$400,000-\$449,999	149	133	107	80.5%	23	5.78	53	264	22.0	6.0	54
\$450,000-\$499,999	104	85	108	127.1%	19	4.47	39	171	14.3	6.0	76
\$500,000-\$549,999	60	58	49	84.5%	13	4.46	75	116	9.7	6.0	66
\$550,000-\$599,999	50	42	43	102.4%	4	10.50	101	77	6.4	6.5	85
\$600,000-\$749,999	81	67	53	79.1%	7	9.57	38	115	9.6	7.0	58
\$750,000+	81	38	48	126.3%	5	7.60	15	62	5.2	7.4	66
<b>Totals</b>	<b>1728</b>	<b>1124</b>	<b>992</b>	<b>88.3%</b>	<b>198</b>	<b>5.68</b>	<b>88</b>	<b>3271</b>	<b>272.6</b>	<b>4.1</b>	<b>87</b>
Last Month	1974	1168	872	74.7%	254	4.60	72	3254	271.2	4.3	87
Last Year	1978										

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



# ANKENY MARKET OVERVIEW

RESALE - January 2022

# CENTURY 21<sup>®</sup>

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE January 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	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	1	1	1	100.0%	0	N/A	0	10	0.8	1.2	5
\$100,000-\$124,999	4	3	0	0.0%	0	N/A	0	24	2.0	1.5	41
\$125,000-\$149,999	1	1	5	500.0%	11	0.09	33	100	8.3	0.1	11
\$150,000-\$174,999	4	4	10	250.0%	7	0.57	21	87	7.3	0.6	8
\$175,000-\$199,999	5	5	8	160.0%	7	0.71	21	99	8.3	0.6	13
\$200,000-\$249,999	6	2	24	1200.0%	13	0.15	27	237	19.8	0.1	10
\$250,000-\$299,999	20	2	27	1350.0%	17	0.12	7	297	24.8	0.1	8
\$300,000-\$349,999	56	1	25	2500.0%	2	0.50	25	225	18.8	0.1	12
\$350,000-\$399,999	89	6	11	183.3%	7	0.86	22	161	13.4	0.4	16
\$400,000-\$449,999	17	3	12	400.0%	2	1.50	26	86	7.2	0.4	16
\$450,000-\$499,999	14	1	9	900.0%	5	0.20	9	63	5.3	0.2	20
\$500,000 +	30	8	8	100.0%	4	2.00	121	79	6.6	1.2	32
<b>Totals</b>	<b>247</b>	<b>37</b>	<b>140</b>	<b>378.4%</b>	<b>75</b>	<b>0.49</b>	<b>22</b>	<b>1468</b>	<b>122.3</b>	<b>0.3</b>	<b>14</b>
Last Month	287	43	134	311.6%	90	0.48	14	1469	122.4	0.4	14
Last Year	300										

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 - January 2022

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION January 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	14	0	0	N/A	0	N/A	0	29	2.4	0.0	191
\$200,000-\$249,999	6	4	28	700.0%	4	1.00	101	83	6.9	0.6	100
\$250,000-\$299,999	17	16	23	143.8%	4	4.00	161	171	14.3	1.1	101
\$300,000-\$349,999	56	55	43	78.2%	14	3.93	120	179	14.9	3.7	125
\$350,000-\$399,999	89	83	41	49.4%	11	7.55	113	107	8.9	9.3	77
\$400,000-\$449,999	17	14	26	185.7%	4	3.50	43	52	4.3	3.2	48
\$450,000-\$499,999	14	13	20	153.8%	3	4.33	61	34	2.8	4.6	76
\$500,000 +	30	22	28	127.3%	6	3.67	81	69	5.8	3.8	52
<b>Totals</b>	<b>243</b>	<b>207</b>	<b>209</b>	<b>101.0%</b>	<b>46</b>	<b>4.50</b>	<b>85</b>	<b>724</b>	<b>60.3</b>	<b>3.4</b>	<b>96</b>
Last Month	287	244	175	71.7%	69	3.54	81	718	59.8	4.1	96
Last Year	300										

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 - January 2022

# CENTURY 21<sup>®</sup>

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE JANUARY 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	7	7	2	28.6%	1	7.00	15	18	1.5	4.7	36
\$50,000-\$74,999	4	4	6	150.0%	5	0.80	69	45	3.8	1.1	48
\$75,000-\$99,999	7	7	8	114.3%	4	1.75	12	85	7.1	1.0	36
\$100,000-\$124,999	9	9	5	55.6%	4	2.25	59	111	9.3	1.0	23
\$125,000-\$149,999	10	10	22	220.0%	7	1.43	26	210	17.5	0.6	18
\$150,000-\$174,999	4	4	20	500.0%	7	0.57	27	205	17.1	0.2	19
\$175,000-\$199,999	11	11	23	209.1%	14	0.79	21	200	16.7	0.7	15
\$200,000-\$249,999	12	6	46	766.7%	12	0.50	13	340	28.3	0.2	17
\$250,000-\$299,999	24	14	42	300.0%	8	1.75	47	273	22.8	0.6	27
\$300,000-\$349,999	11	10	18	180.0%	6	1.67	7	158	13.2	0.8	19
\$350,000-\$399,999	18	5	14	280.0%	6	0.83	25	123	10.3	0.5	32
\$400,000-\$449,999	18	11	10	90.9%	5	2.20	33	73	6.1	1.8	30
\$450,000-\$499,999	13	11	12	109.1%	4	2.75	12	46	3.8	2.9	16
\$500,000 +	15	15	12	80.0%	5	3.00	32	80	6.7	2.3	50
<b>Totals</b>	<b>163</b>	<b>124</b>	<b>240</b>	<b>193.5%</b>	<b>88</b>	<b>1.41</b>	<b>27</b>	<b>1967</b>	<b>163.9</b>	<b>0.8</b>	<b>24</b>
Last Month	200	160	212	132.5%	155	1.03	34	1957	163.1	1.0	25
Last Year	277										

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

# NE IOWA MARKET OVERVIEW

January 2022

# CENTURY 21

Signature Real Estate

	CURRENTLY				January 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	16	0	21	131.3%	5	3.20	43	96	8.0	2.0	\$40,182	\$34,907	86.9%	41
\$50,000-\$74,999	14	0	13	92.9%	6	2.33	38	128	10.7	1.3	\$66,196	\$62,169	93.9%	46
\$75,000-\$99,999	14	0	21	150.0%	10	1.40	29	215	17.9	0.8	\$90,764	\$87,982	96.9%	31
\$100,000-\$124,999	6	0	19	316.7%	16	0.38	35	223	18.6	0.3	\$115,697	\$112,914	97.6%	31
\$125,000-\$149,999	7	0	30	428.6%	16	0.44	41	379	31.6	0.2	\$138,168	\$137,204	97.6%	23
\$150,000-\$174,999	9	0	27	300.0%	19	0.47	39	288	24.0	0.4	\$162,342	\$161,683	99.6%	18
\$175,000-\$199,999	5	0	24	480.0%	14	0.36	8	220	18.3	0.3	\$186,103	\$185,479	99.7%	12
\$200,000-\$249,999	7	0	17	242.9%	16	0.44	4	309	25.8	0.3	\$222,297	\$222,820	100.2%	20
\$250,000-\$299,999	14	6	14	100.0%	8	1.75	52	204	17.0	0.8	\$276,071	\$274,277	99.4%	24
\$300,000-\$349,999	18	11	15	83.3%	2	9.00	61	102	8.5	2.1	\$323,083	\$323,102	100.0%	32
\$350,000-\$399,999	5	2	11	220.0%	5	1.00	25	101	8.4	0.6	\$369,274	\$371,116	100.5%	31
\$400,000-\$449,999	8	5	7	87.5%	4	2.00	13	75	6.3	1.3	\$419,679	\$420,077	100.1%	31
\$450,000-\$499,999	7	7	2	28.6%	1	7.00	2	28	2.3	3.0	\$471,709	\$469,811	99.6%	43
\$500,000 +	14	6	7	50.0%	5	2.80	30	58	4.8	2.9	\$626,659	\$605,191	96.6%	54
<b>Totals</b>	<b>144</b>	<b>37</b>	<b>228</b>	<b>158.3%</b>	<b>127</b>	<b>1.13</b>	<b>69</b>	<b>2426</b>	<b>202.2</b>	<b>0.7</b>	<b>\$292,352</b>	<b>\$289,061</b>	<b>98.9%</b>	<b>36</b>
<b>Last Month</b>	<b>184</b>	<b>30</b>	<b>196</b>	<b>106.50%</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>98.80%</b>	<b>37</b>

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