



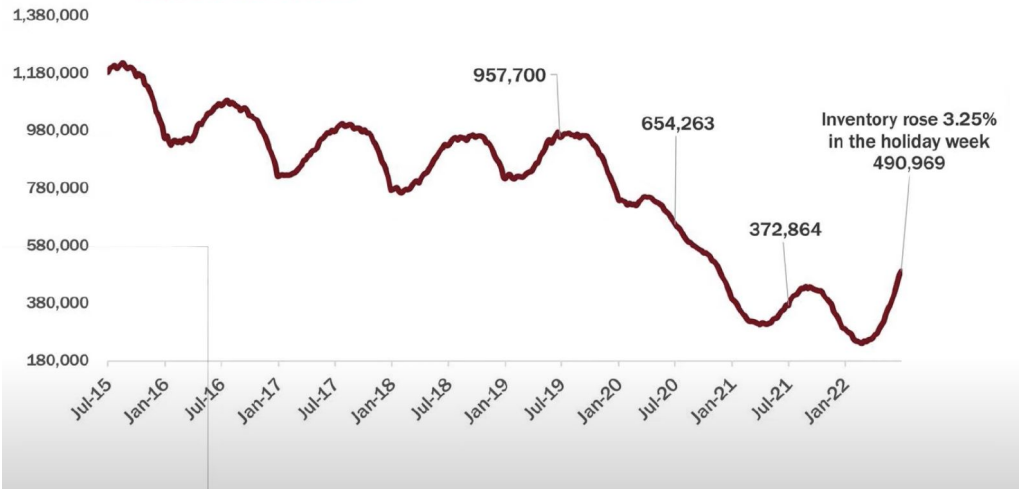
REAL ESTATE MARKET UPDATE

JULY 2022

CENTURY 21 Signature
Real Estate



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



Median Home List Prices - US Single Family
Source: Altos Research

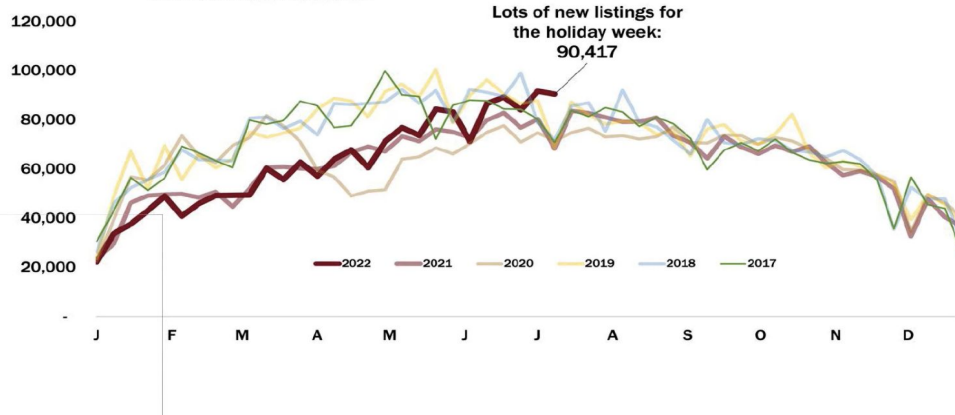


SLIDE 1

SLIDE 2

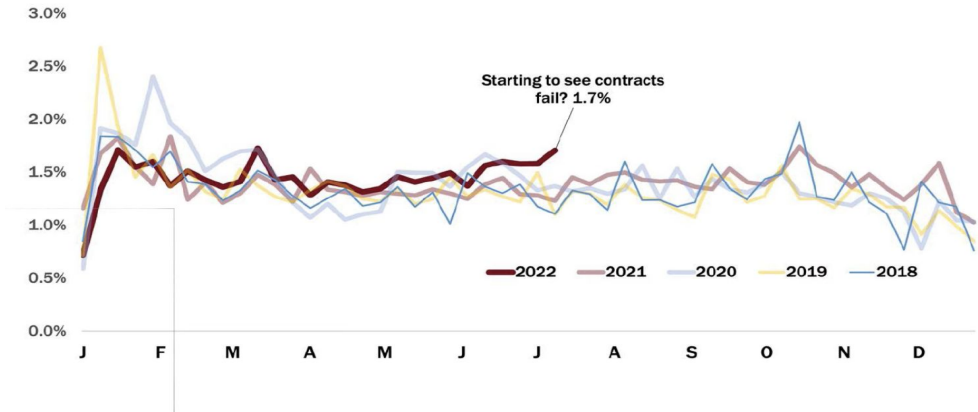
New Listings Per Week (Unsold) - US Single Family Homes

Source: Altos Research



Percent of Active Market Re-Listed - US Single Family

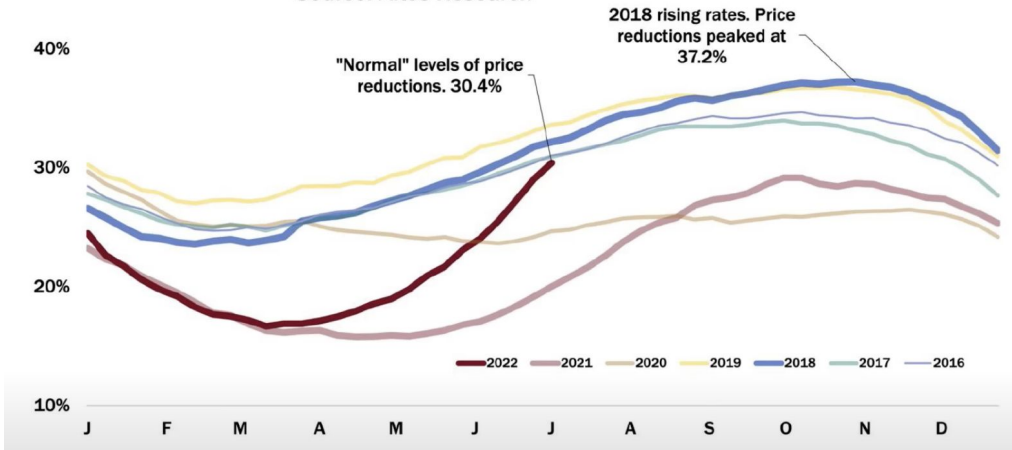
Source: Altos Research



SLIDE 3

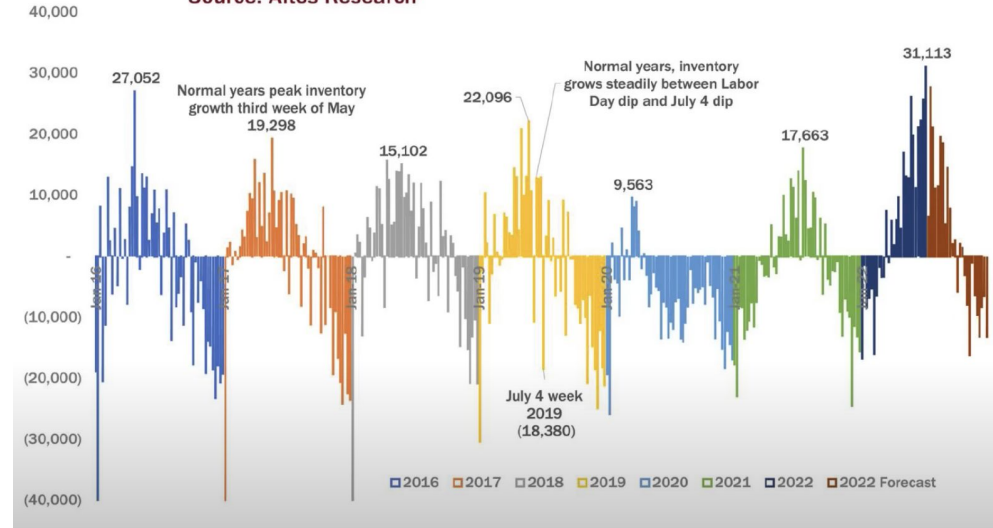
SLIDE 4

Percent of Properties with Recent Price Reductions - US Single Family Homes
Source: Altos Research



SLIDE 5

Weekly Inventory Change - US Single Family Homes
Source: Altos Research



SLIDE 6

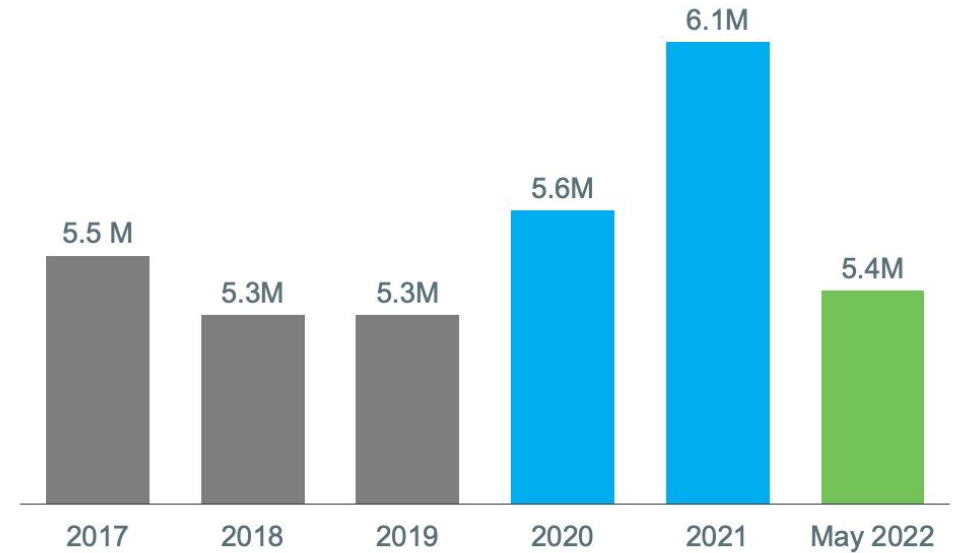
Mortgage Rates & Recessions

Name	Period Range	Duration (months)	Mortgage Rates
1980 Recession	Jan 1980 – July 1980	6 months	16% to 11.8% ↓
1981–1982 Recession	July 1981 – Nov 1982	1 year, 4 months	18% to 13% ↓
Early 1990s Recession	July 1990 – Mar 1991	8 months	11% to 8.8% ↓
Early 2000s Recession	Mar 2001 – Nov 2001	8 months	7.4% to 6.8% ↓
Great Recession	Dec 2007 – June 2009	1 year, 6 months	6% to 4.9% ↓
COVID-19 Recession	Feb 2020 – April 2020	2 months	3.8% to 2.8% ↓

Source: Wikipedia, Mortgage Specialist

Existing Home Sales

Seasonally Adjusted Annual Rate (in Millions)

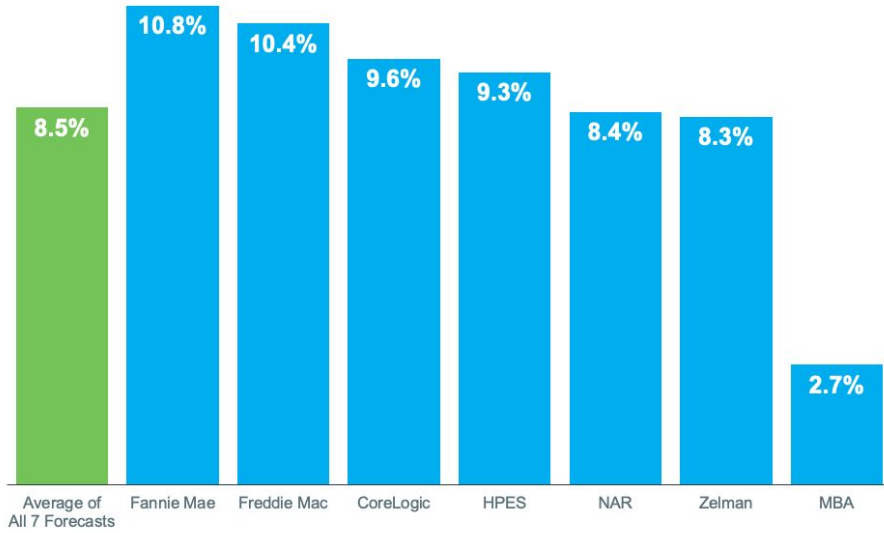


Source: NAR

SLIDE 7

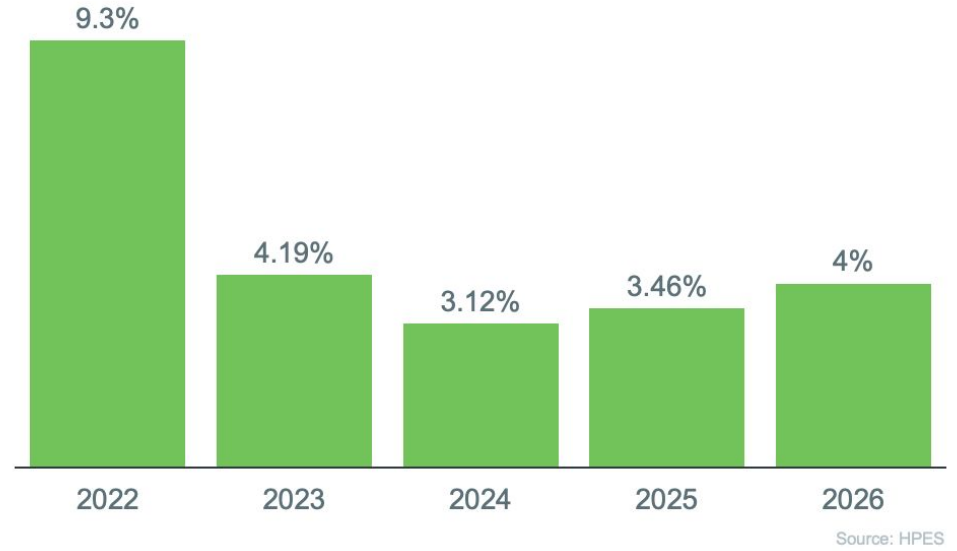
SLIDE 8

Home Price Forecasts for 2022



Estimated Home Price Performance

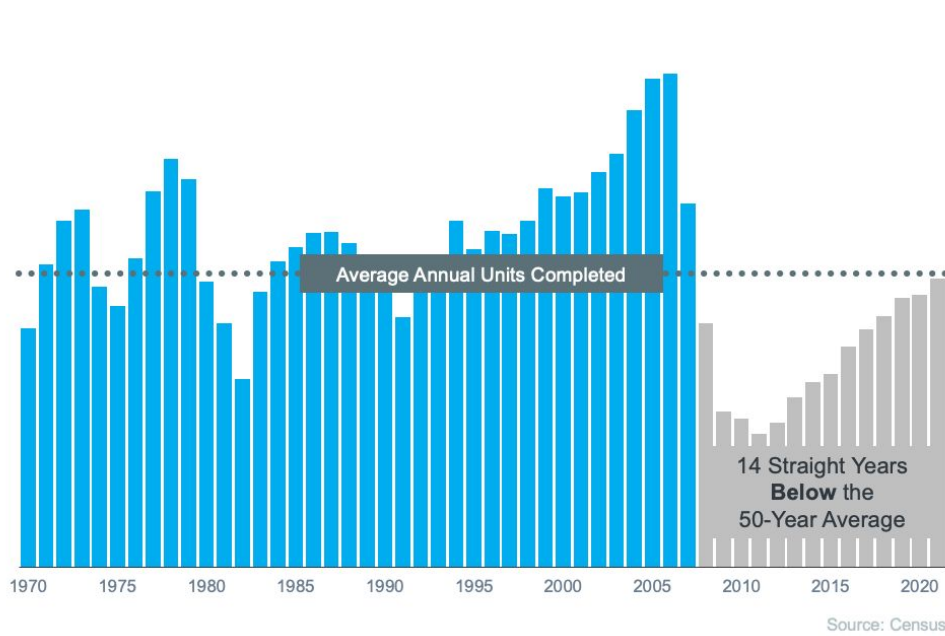
December to December, as Forecast in Q2 2022



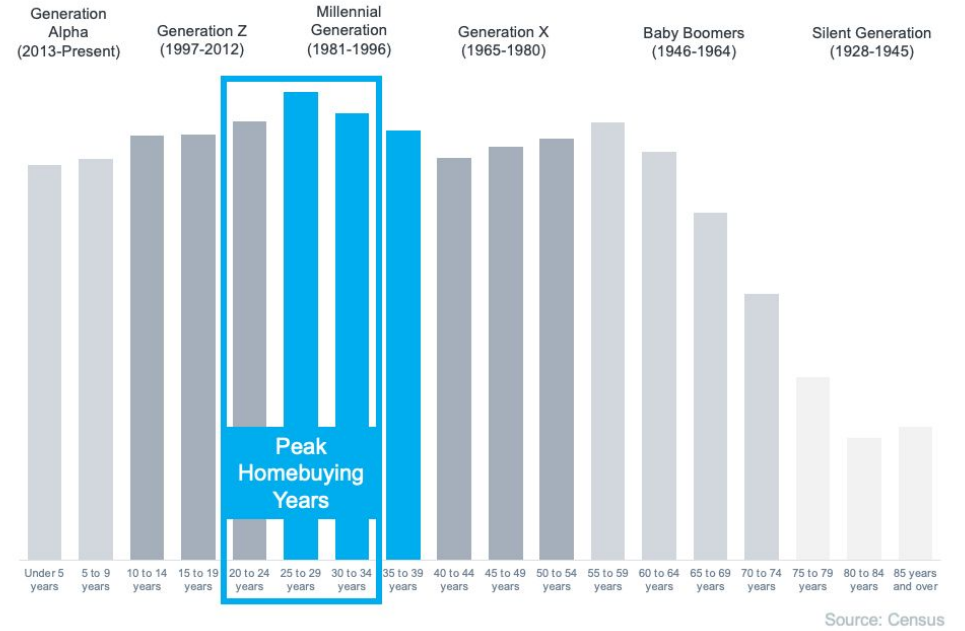
SLIDE 9

SLIDE 10

Single-Family Housing Units Completed



U.S. Population by Generation

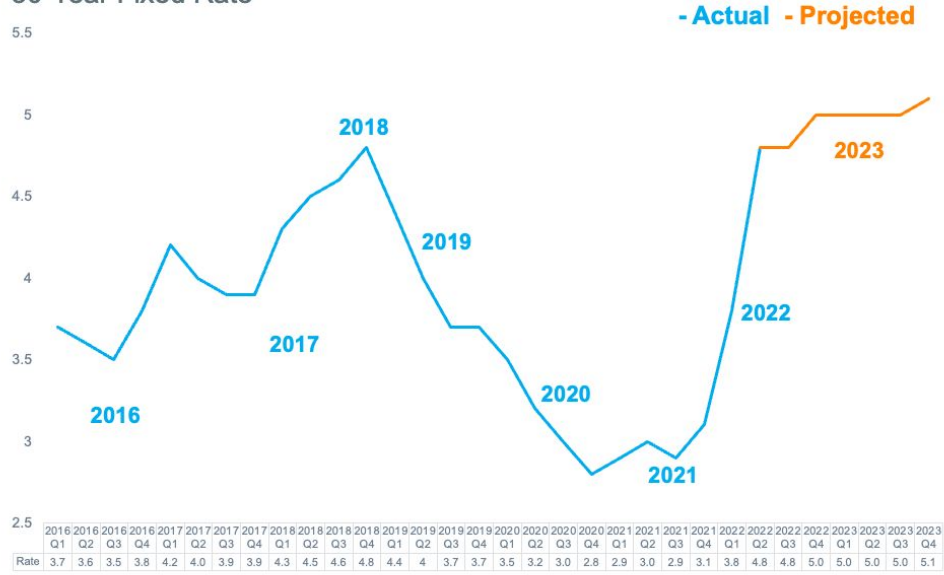


SLIDE 11

SLIDE 12

Mortgage Rates

30-Year Fixed Rate



Source: Freddie Mac

SLIDE 13

GREATER DES MOINES MARKET OVERVIEW

RESALE - JUNE 2022

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE JUNE 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	12	12	19	158.3%	13	0.92	41	151	12.6	1.0	37
\$50,000-\$74,999	17	17	28	164.7%	14	1.21	20	268	22.3	0.8	32
\$75,000-\$99,999	33	33	61	184.8%	35	0.94	25	437	36.4	0.9	32
\$100,000-\$124,999	28	28	83	296.4%	36	0.78	19	675	56.3	0.5	27
\$125,000-\$149,999	70	70	155	221.4%	83	0.84	13	1112	92.7	0.8	20
\$150,000-\$174,999	81	81	164	202.5%	122	0.66	11	1497	124.8	0.6	18
\$175,000-\$199,999	94	91	215	236.3%	111	0.82	12	1401	116.8	0.8	18
\$200,000-\$249,999	212	183	347	189.6%	242	0.76	8	2424	202.0	0.9	14
\$250,000-\$299,999	209	102	281	275.5%	182	0.56	7	1983	165.3	0.6	13
\$300,000-\$349,999	312	80	216	270.0%	171	0.47	8	1333	111.1	0.7	13
\$350,000-\$399,999	362	84	163	194.0%	99	0.85	6	988	82.3	1.0	14
\$400,000-\$449,999	208	55	113	205.5%	83	0.66	12	572	47.7	1.2	15
\$450,000-\$499,999	131	39	73	187.2%	49	0.80	5	379	31.6	1.2	19
\$500,000-\$549,999	104	37	54	145.9%	28	1.32	8	233	19.4	1.9	23
\$550,000-\$599,999	95	30	41	136.7%	30	1.00	8	188	15.7	1.9	16
\$600,000-\$749,999	144	69	65	94.2%	34	2.03	7	306	25.5	2.7	29
\$750,000 +	146	99	49	49.5%	20	4.95	26	229	19.1	5.2	54
Totals	2258	1110	2127	191.6%	1352	0.82	10	14176	1181.3	0.9	
Last Month	1955	874	2353	269.2%	1114	0.78	13	14115	1176.3	0.7	
Last Year	1676										

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

GREATER DES MOINES MARKET OVERVIEW

NEW CONSTRUCTION - JUNE 2022

CENTURY 21

Signature Real Estate

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION JUNE 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	326	3	3	100.0%	5	0.60	130	40	3.3	0.9	145
\$200,000-\$249,999	207	29	60	206.9%	22	1.32	40	251	20.9	1.4	87
\$250,000-\$299,999	209	106	81	76.4%	28	3.79	50	679	56.6	1.9	86
\$300,000-\$349,999	312	237	181	76.4%	68	3.49	73	773	64.4	3.7	93
\$350,000-\$399,999	362	278	180	64.7%	49	5.67	101	566	47.2	5.9	90
\$400,000-\$449,999	210	154	112	72.7%	33	4.67	89	339	28.3	5.5	75
\$450,000-\$499,999	132	92	81	88.0%	26	3.54	118	240	20.0	4.6	86
\$500,000-\$549,999	105	67	42	62.7%	18	3.72	71	162	13.5	5.0	76
\$550,000-\$599,999	95	65	37	56.9%	16	4.06	80	112	9.3	7.0	79
\$600,000-\$749,999	143	74	55	74.3%	16	4.63	53	156	13.0	5.7	69
\$750,000+	146	47	55	117.0%	4	11.75	16	87	7.3	6.5	73
Totals	2247	1152	887	77.0%	285	4.04	78	3405	283.8	4.1	86
Last Month	1955	1080	1056	97.8%	295	3.66	99	3384	282.0	318.0	87
Last Year	1847										

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

ANKENY MARKET OVERVIEW

RESALE - JUNE 2022

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE JUNE 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	1	0.00	24	1	0.1	0.0	24
\$75,000-\$99,999	0	0	0	N/A	0	N/A	0	7	0.6	0.0	29
\$100,000-\$124,999	0	0	1	N/A	0	N/A	0	21	1.8	0.0	41
\$125,000-\$149,999	1	1	1	100.0%	7	0.14	9	76	6.3	0.2	14
\$150,000-\$174,999	1	1	10	1000.0%	9	0.11	2	90	7.5	0.1	8
\$175,000-\$199,999	2	2	14	700.0%	7	0.29	3	89	7.4	0.3	9
\$200,000-\$249,999	16	9	31	344.4%	17	0.53	2	215	17.9	0.5	8
\$250,000-\$299,999	21	6	30	500.0%	26	0.23	3	290	24.2	0.2	7
\$300,000-\$349,999	62	5	30	600.0%	18	0.28	2	203	16.9	0.3	10
\$350,000-\$399,999	74	11	38	345.5%	15	0.73	9	183	15.3	0.7	8
\$400,000-\$449,999	29	7	18	257.1%	13	0.54	7	93	7.8	0.9	12
\$450,000-\$499,999	15	6	15	250.0%	13	0.46	2	79	6.6	0.9	14
\$500,000 +	45	22	24	109.1%	11	2.00	9	86	7.2	3.1	30
Totals	266	70	212	302.9%	137	0.51	5	1433	119.4	0.6	11
Last Month	222	47	250	531.9%	126	0.37	6	1468	122.3	0.4	11
Last Year	254										

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 - JUNE 2022

CENTURY 21
Signature Real Estate

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION JUNE 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	4	0	0	N/A	0	N/A	0	10	0.8	0.0	149
\$200,000-\$249,999	16	7	9	128.6%	10	0.70	38	76	6.3	1.1	91
\$250,000-\$299,999	21	15	13	86.7%	3	5.00	127	119	9.9	1.5	116
\$300,000-\$349,999	62	57	45	78.9%	13	4.38	91	185	15.4	3.7	111
\$350,000-\$399,999	74	63	37	58.7%	6	10.50	66	142	11.8	5.3	115
\$400,000-\$449,999	29	22	16	72.7%	5	4.40	83	55	4.6	4.8	82
\$450,000-\$499,999	15	9	13	144.4%	3	3.00	136	43	3.6	2.5	94
\$500,000 +	45	23	36	156.5%	7	3.29	48	86	7.2	3.2	50
Totals	266	196	169	86.2%	47	4.17	73.625	716	59.7	3.3	101
<i>Last Month</i>	222	174	187	107.5%	59	2.95	112.375	732	61	2.9	104
<i>Last Year</i>	254										

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 - JUNE 2022

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE JUNE 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	2	2	4	200.0%	1	2.00	91	16	1.3	1.5	58
\$50,000-\$74,999	5	5	3	60.0%	4	1.25	4	38	3.2	1.6	32
\$75,000-\$99,999	11	11	7	63.6%	11	1.00	46	84	7.0	1.6	37
\$100,000-\$124,999	7	7	15	214.3%	6	1.17	20	88	7.3	1.0	25
\$125,000-\$149,999	9	9	26	288.9%	10	0.90	12	169	14.1	0.6	22
\$150,000-\$174,999	13	13	19	146.2%	18	0.72	8	188	15.7	0.8	16
\$175,000-\$199,999	17	17	29	170.6%	43	0.40	19	195	16.3	1.0	17
\$200,000-\$249,999	23	21	65	309.5%	29	0.72	16	338	28.2	0.7	19
\$250,000-\$299,999	22	19	70	368.4%	21	0.90	30	279	23.3	0.8	25
\$300,000-\$349,999	43	37	57	154.1%	16	2.31	23	155	12.9	2.9	15
\$350,000-\$399,999	30	26	28	107.7%	7	3.71	137	123	10.3	2.5	29
\$400,000-\$449,999	26	17	16	94.1%	17	1.00	12	83	6.9	2.5	41
\$450,000-\$499,999	21	18	12	66.7%	10	1.80	40	52	4.3	4.2	36
\$500,000 +	31	30	30	100.0%	10	3.00	20	89	7.4	4.0	41
Totals	260	232	381	164.2%	203	1.14	24	1897	158.1	1.5	24
Last Month	206	182	417	229.1%	155	1.17	29	1917	159.8	1.1	23
Last Year	234										

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

NE IOWA MARKET OVERVIEW

May 2022

CENTURY 21

Signature Real Estate

	CURRENTLY				May 2022			LAST 12 MONTHS						
	Active Listings	New Construction	Pendings	Pending Ratio	Sold this Month	This Month's Supply	This Month's DOM	Closings last 12 Months	Sold per month	Supply	Avg List Price	Avg Sale Price	Sales to List Price Ratio	Days on Market
0-\$49,999	21	0	21	100.0%	23	0.91	77	270	22.5	0.9	\$38,061	\$33,224	87.3%	47
\$50,000-\$74,999	20	0	41	205.0%	27	0.74	18	352	29.3	0.7	\$66,212	\$62,269	94.0%	53
\$75,000-\$99,999	26	0	38	146.2%	28	0.93	18	486	40.5	0.6	\$90,454	\$87,378	96.6%	41
\$100,000-\$124,999	27	0	60	222.2%	20	1.35	10	417	34.8	0.8	\$115,284	\$112,467	97.6%	37
\$125,000-\$149,999	28	0	82	292.9%	38	0.74	17	635	52.9	0.5	\$138,017	\$137,251	97.6%	25
\$150,000-\$174,999	25	0	56	224.0%	36	0.69	13	531	44.3	0.6	\$162,760	\$161,573	99.3%	24
\$175,000-\$199,999	26	0	71	273.1%	27	0.96	25	404	33.7	0.8	\$186,701	\$186,001	99.6%	17
\$200,000-\$249,999	43	4	80	186.0%	50	0.86	17	558	46.5	0.9	\$222,332	\$221,914	99.8%	28
\$250,000-\$299,999	41	7	66	161.0%	37	1.11	27	372	31.0	1.3	\$275,114	\$273,276	99.3%	37
\$300,000-\$349,999	34	14	45	132.4%	18	1.89	56	205	17.1	2.0	\$322,320	\$321,105	99.6%	35
\$350,000-\$399,999	19	3	30	157.9%	11	1.73	26	164	13.7	1.4	\$370,368	\$371,616	100.3%	23
\$400,000-\$449,999	6	1	22	366.7%	12	0.50	13	110	9.2	0.7	\$422,886	\$422,379	99.9%	32
\$450,000-\$499,999	19	6	13	68.4%	4	4.75	77	50	4.2	4.6	\$479,650	\$473,063	98.6%	32
\$500,000 +	36	6	15	41.7%	2	18.00	7	91	7.6	4.7	\$627,141	\$615,811	98.2%	61
Totals	371	41	640	172.5%	333	1.11	69	4645	387.1	1.0	\$293,108	\$289,944	98.9%	41
Last Month	251	39	605	241.00%	281	0.89	69	4639	386.6	0.6	\$293,458	\$289,744	98.7	43

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