



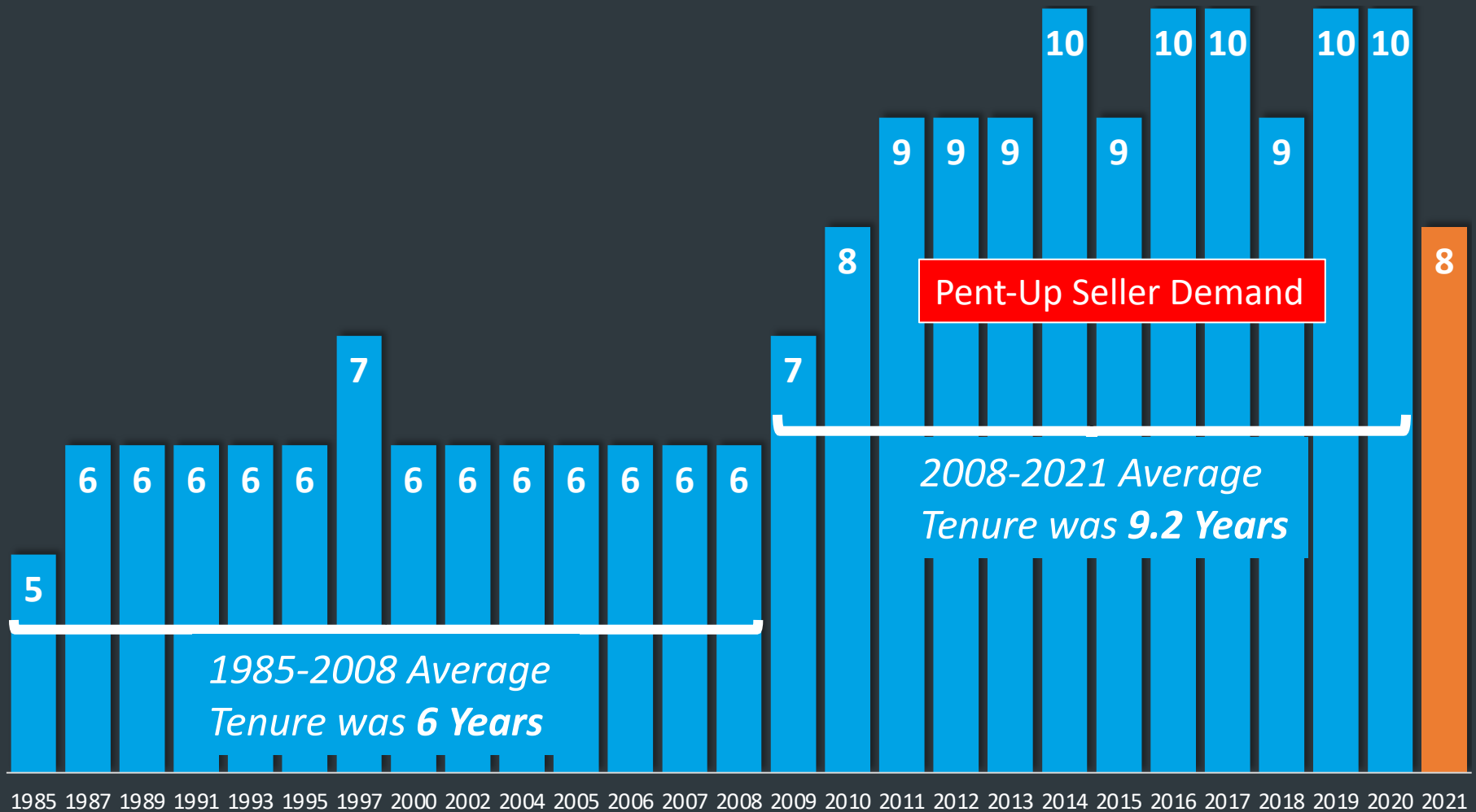
REAL ESTATE MARKET UPDATE

DECEMBER 2021

CENTURY 21 Signature
Real Estate



Today's Homeowners Are Staying in Their Houses for an Average of 8 Years



Majority of Sellers Entering
the Market in the Next Year

Plan To List in Next 6 Months

realtor.com

65%

Have just listed (19%) or
plan to list this winter

93%

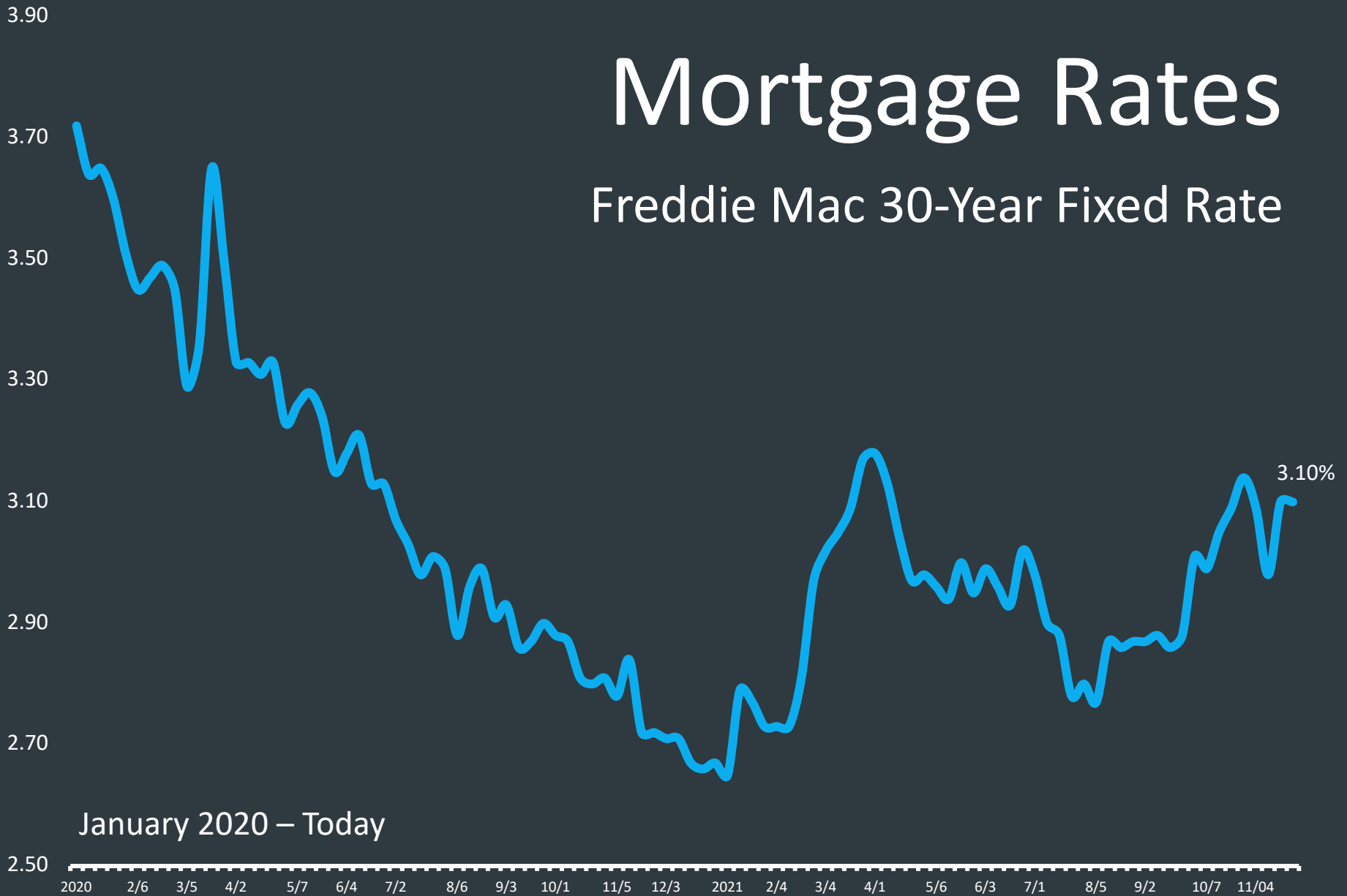
Have already taken steps toward
listing their home, including
working with an agent (28%)

36%

Have researched the value of their
home and others in their
neighborhood, as well as started
making repairs or decluttering

Mortgage Rates

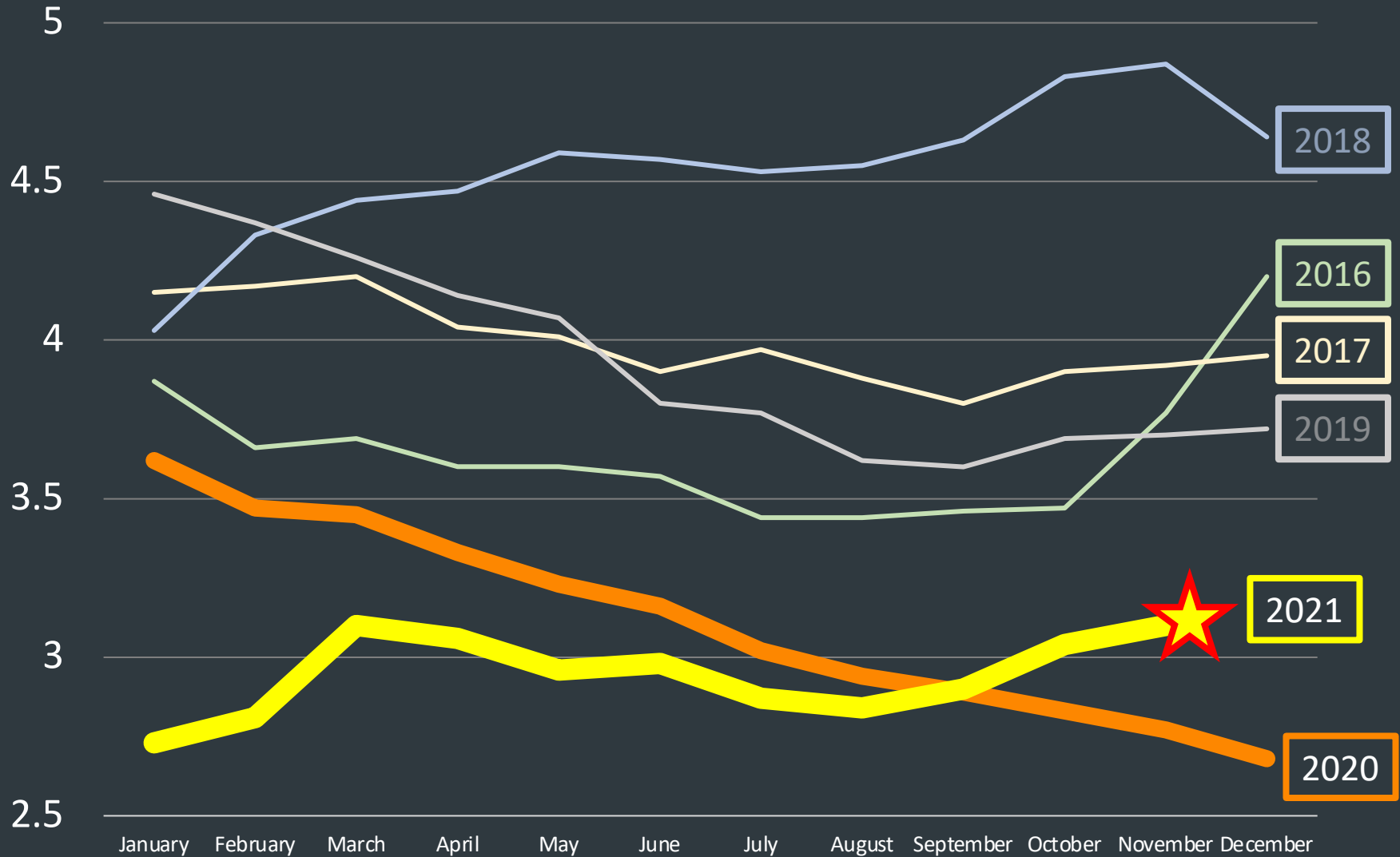
Freddie Mac 30-Year Fixed Rate



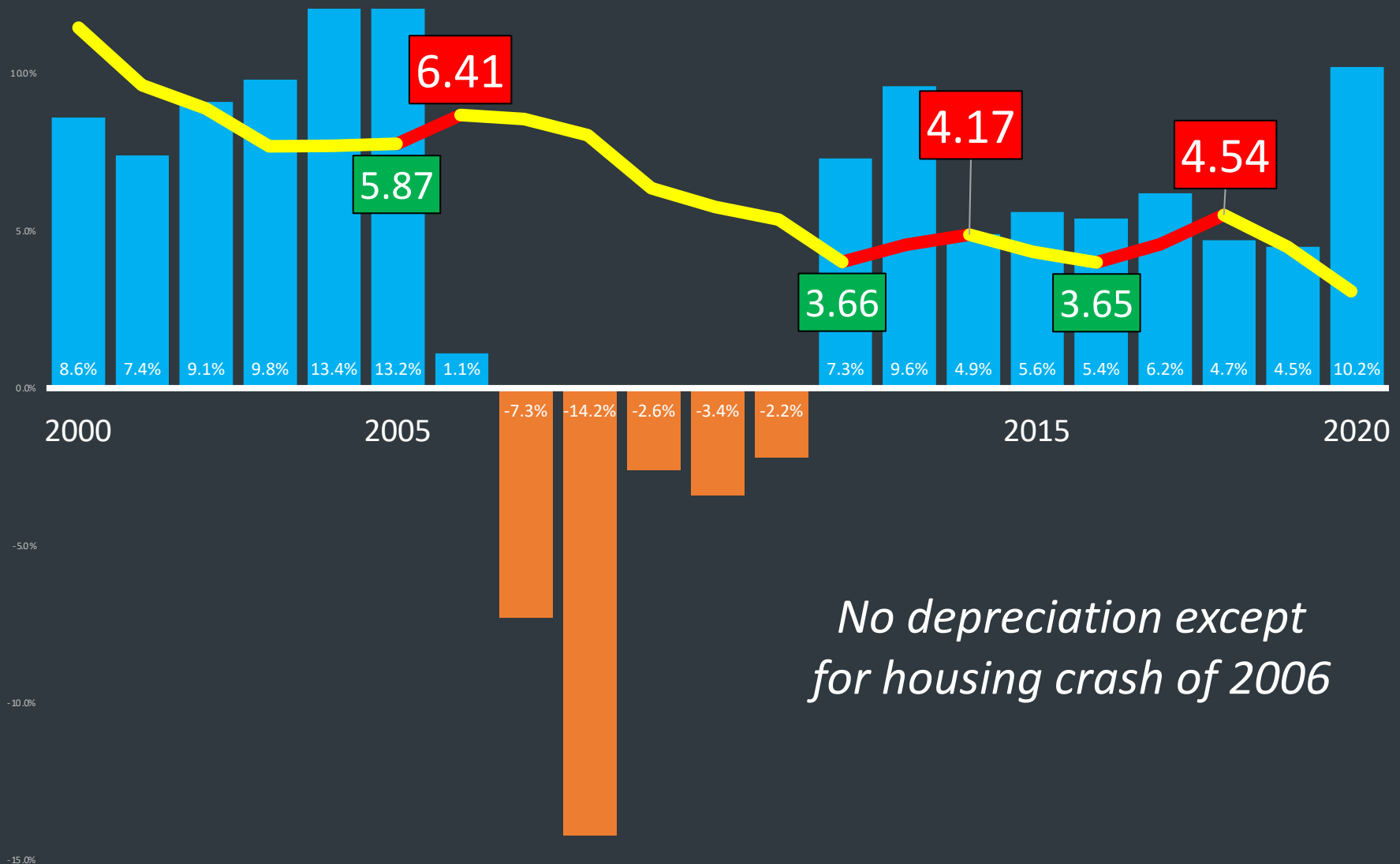
January 2020 – Today

Some Historical Perspective on Today's Mortgage Rates

30-year fixed rate



Home Prices Impacted Slightly by Rising Mortgage Rates



No depreciation except for housing crash of 2006



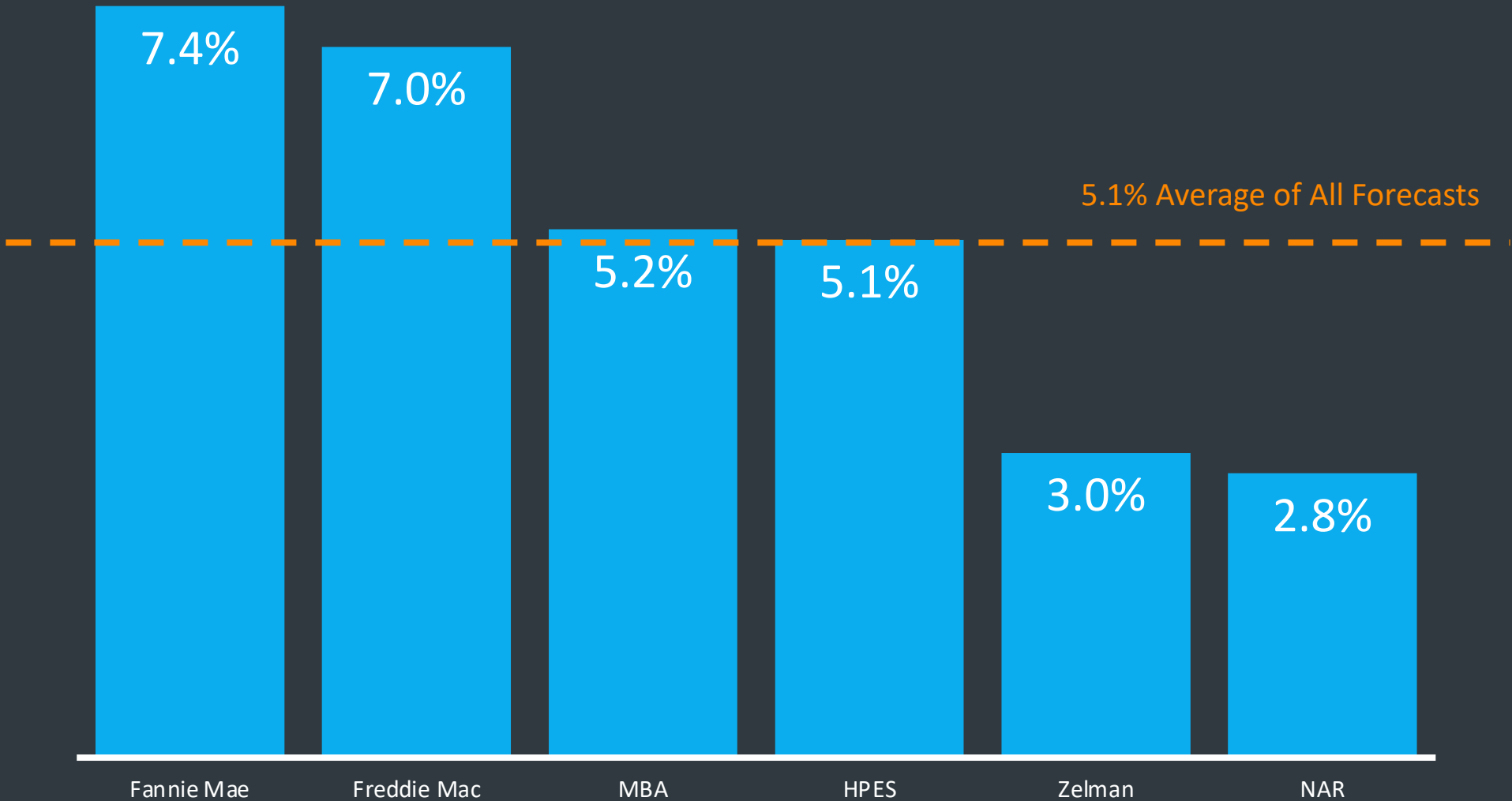
5 SLIDES YOU MUST HAVE ON YOUR PHONE THIS HOLIDAY SEASON



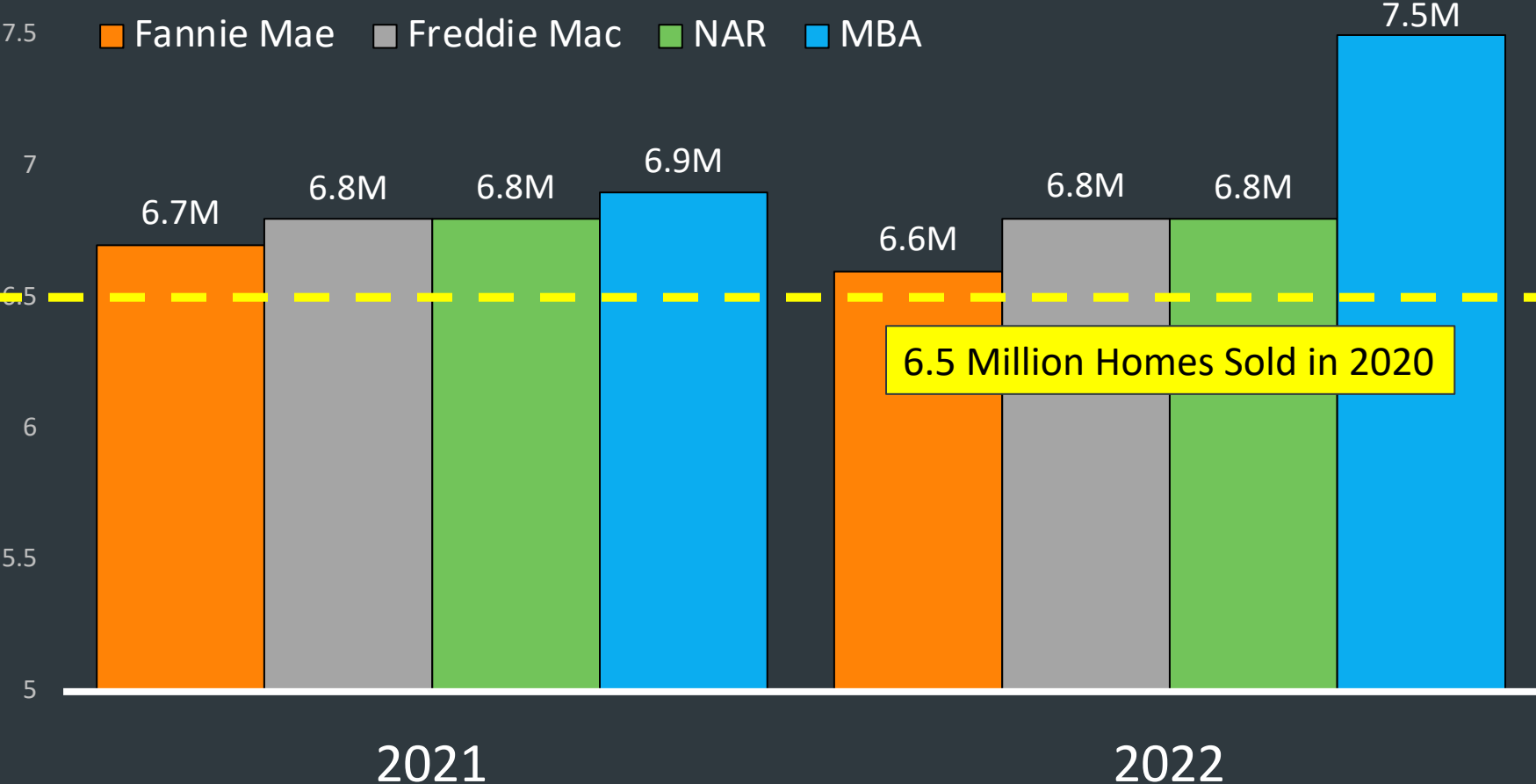
Mortgage Rate Projections

Quarter	Freddie Mac	Fannie Mae	MBA	NAR	Average of All Four
2022 1Q	3.4	3.2	3.3	3.3	3.30%
2022 2Q	3.5	3.2	3.5	3.5	3.43%
2022 3Q	3.6	3.3	3.7	3.6	3.55%
2022 4Q	3.7	3.4	4.0	3.7	3.70%

Home Price Forecasts 2022



Home Sales Forecast To Increase This Year and Perform Well Again in 2022

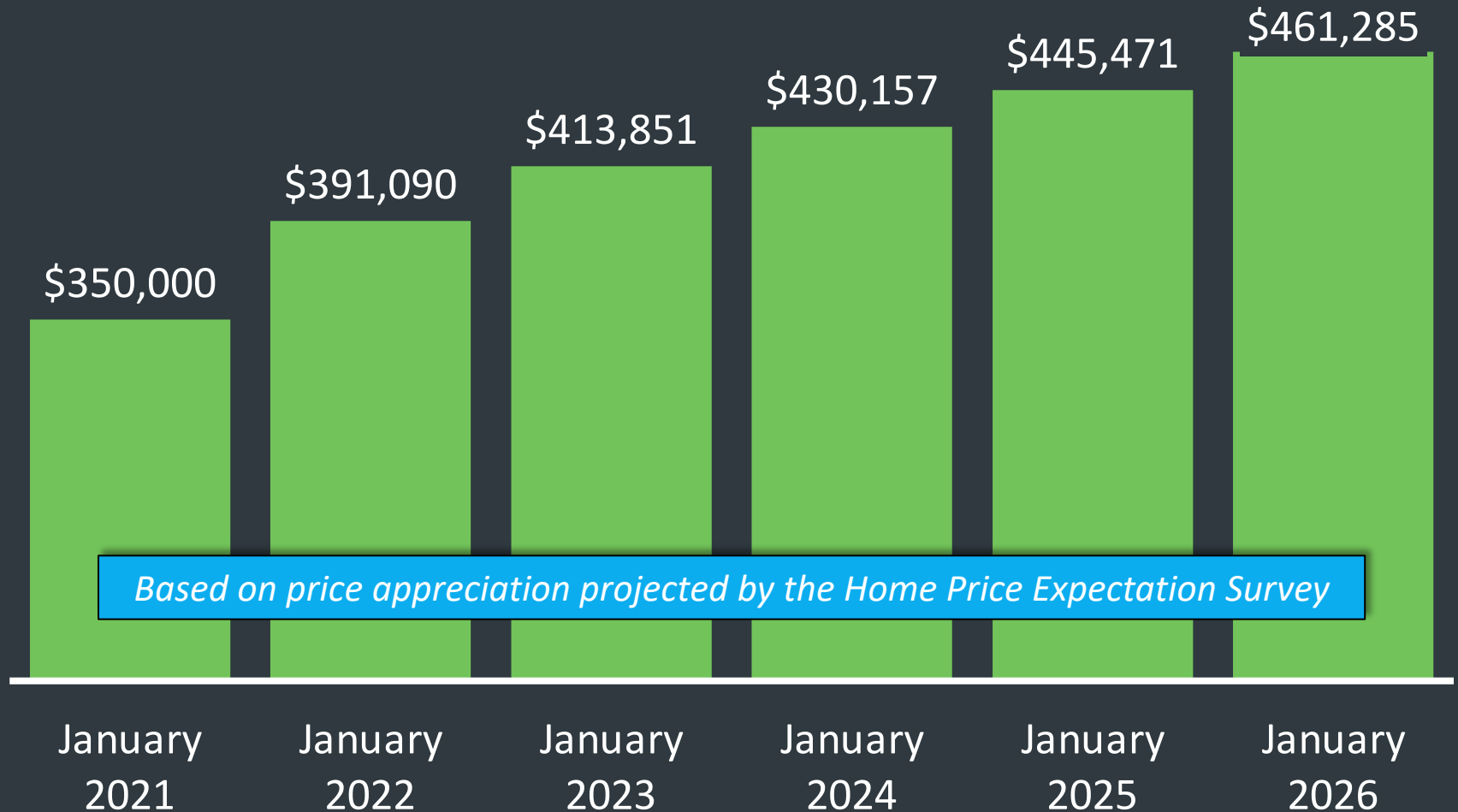


Months Inventory of Homes for Sale



\$111,285

potential growth in household wealth over the next five years based solely on increased home equity if you purchase a \$350K home in January 2021



GREATER DES MOINES MARKET OVERVIEW

RESALE - November 2021

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE NOVEMBER 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	26	26	29	111.5%	14	1.86	12	174	14.5	1.8	37
\$50,000-\$74,999	26	26	42	161.5%	14	1.86	22	292	24.3	1.1	27
\$75,000-\$99,999	64	64	95	148.4%	33	1.94	31	494	41.2	1.6	33
\$100,000-\$124,999	60	100	89	89.0%	74	1.35	30	784	65.3	1.5	25
\$125,000-\$149,999	103	102	158	154.9%	99	1.03	26	1275	106.3	1.0	21
\$150,000-\$174,999	124	120	196	163.3%	119	1.01	20	1564	130.3	0.9	19
\$175,000-\$199,999	119	108	189	175.0%	106	1.02	27	1497	124.8	0.9	17
\$200,000-\$249,999	203	142	321	226.1%	183	0.78	20	2424	202.0	0.7	19
\$250,000-\$299,999	281	106	244	230.2%	160	0.66	20	2002	166.8	0.6	18
\$300,000-\$349,999	312	43	159	369.8%	93	0.46	21	1277	106.4	0.4	17
\$350,000-\$399,999	305	40	118	295.0%	72	0.56	21	891	74.3	0.5	18
\$400,000-\$449,999	148	31	73	235.5%	39	0.79	27	519	43.3	0.7	22
\$450,000-\$499,999	110	26	53	203.8%	31	0.84	36	358	29.8	0.9	26
\$500,000-\$549,999	62	11	33	300.0%	18	0.61	24	232	19.3	0.6	34
\$550,000-\$599,999	57	13	32	246.2%	15	0.87	33	150	12.5	1.0	31
\$600,000-\$749,999	90	24	40	166.7%	29	0.83	31	281	23.4	1.0	37
\$750,000 +	95	51	42	82.4%	12	4.25	35	217	18.1	2.8	70
Totals	2229	1033	1913	185.2%	1111	0.93	24	14431	1202.6	0.9	
Last Month	2244	1204	2134	177.2%	1199	1.00	20	14266	1188.8	1.0	
Last Year	2421										

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

GREATER DES MOINES MARKET OVERVIEW

NEW CONSTRUCTION - November 2021

CENTURY 21

Signature Real Estate

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION NOVEMBER 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	522	15	2	13.3%	4	3.75	122	74	6.2	2.4	144
\$200,000-\$249,999	203	61	48	78.7%	15	4.07	95	449	37.4	1.6	97
\$250,000-\$299,999	281	174	178	102.3%	56	3.11	84	893	74.4	2.3	95
\$300,000-\$349,999	312	270	166	61.5%	52	5.19	102	745	62.1	4.3	92
\$350,000-\$399,999	305	264	15	5.7%	39	6.77	57	419	34.9	7.6	73
\$400,000-\$449,999	148	117	96	82.1%	28	4.18	22	253	21.1	5.5	58
\$450,000-\$499,999	110	84	75	89.3%	24	3.50	46	153	12.8	6.6	82
\$500,000-\$549,999	62	51	49	96.1%	5	10.20	109	109	9.1	5.6	69
\$550,000-\$599,999	57	42	35	83.3%	4	10.50	101	74	6.2	6.8	84
\$600,000-\$749,999	90	66	41	62.1%	11	6.00	45	106	8.8	7.5	60
\$750,000+	95	44	41	93.2%	11	4.00	64	49	4.1	10.8	64
Totals	2185	1188	746	62.8%	249	4.77	72	3324	277.0	4.3	87
Last Month	2229	1104	941	85.2%	272	4.06	75	3273	272.8	4.0	88
Last Year	2421										

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

ANKENY MARKET OVERVIEW

RESALE - November 2021

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE NOVEMBER 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	0	0	N/A	0	N/A	0	17	1.4	0.0	6
\$100,000-\$124,999	2	2	0	0.0%	3	0.67	34	33	2.8	0.7	33
\$125,000-\$149,999	6	6	7	116.7%	6	1.00	21	94	7.8	0.8	8
\$150,000-\$174,999	4	4	14	350.0%	4	1.00	2	83	6.9	0.6	9
\$175,000-\$199,999	3	3	7	233.3%	6	0.50	7	104	8.7	0.3	14
\$200,000-\$249,999	31	3	24	800.0%	13	0.23	11	258	21.5	0.1	10
\$250,000-\$299,999	49	2	30	1500.0%	22	0.09	9	303	25.3	0.1	11
\$300,000-\$349,999	64	4	31	775.0%	19	0.21	7	223	18.6	0.2	12
\$350,000-\$399,999	86	3	23	766.7%	7	0.43	9	149	12.4	0.2	17
\$400,000-\$449,999	22	6	16	266.7%	8	0.75	6	79	6.6	0.9	14
\$450,000-\$499,999	22	3	7	233.3%	7	0.43	53	62	5.2	0.6	22
\$500,000 +	32	13	22	169.2%	5	2.60	22	72	6.0	2.2	29
Totals	321	49	181	369.4%	100	0.49	14	1477	123.1	0.4	14
Last Month	330	69	204	295.7%	124	0.56	14	1494	124.5	0.6	15
Last Year	356										

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 - November 2021

	Total Market	CURRENT NEW CONSTRUCTION			NEW CONSTRUCTION NOVEMBER 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	15	0	0	N/A	0	N/A	0	39	3.3	0.0	187
\$200,000-\$249,999	31	27	22	81.5%	3	9.00	88	91	7.6	3.6	94
\$250,000-\$299,999	49	25	22	88.0%	6	4.17	161	185	15.4	1.6	101
\$300,000-\$349,999	64	60	39	65.0%	12	5.00	108	171	14.3	4.2	118
\$350,000-\$399,999	86	112	34	30.4%	11	10.18	44	100	8.3	13.4	67
\$400,000-\$449,999	22	15	18	120.0%	4	3.75	77	52	4.3	3.5	51
\$450,000-\$499,999	22	19	10	52.6%	6	3.17	53	33	2.8	6.9	90
\$500,000 +	32	18	34	188.9%	6	3.00	37	60	5.0	3.6	48
Totals	321	276	179	64.9%	48	5.75	81	731	60.9	4.5	96
Last Month	330	261	191	73.1%	45	5.80	81	743	61.9	4.2	95
Last Year	356										

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 - November 2021

CENTURY 21[®]

Signature Real Estate

	Total Market	CURRENT RESALE			RESALE NOVEMBER 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	3	3	2	66.7%	1	3.00	7	21	1.8	1.7	46
\$50,000-\$74,999	7	7	7	100.0%	5	1.40	31	44	3.7	1.9	40
\$75,000-\$99,999	10	10	18	180.0%	5	2.00	25	74	6.2	1.6	36
\$100,000-\$124,999	10	10	15	150.0%	11	0.91	18	110	9.2	1.1	19
\$125,000-\$149,999	16	16	26	162.5%	12	1.33	26	212	17.7	0.9	18
\$150,000-\$174,999	13	13	24	184.6%	11	1.18	9	212	17.7	0.7	23
\$175,000-\$199,999	16	16	27	168.8%	16	1.00	26	218	18.2	0.9	16
\$200,000-\$249,999	21	16	35	218.8%	30	0.53	30	340	28.3	0.6	17
\$250,000-\$299,999	33	20	38	190.0%	31	0.65	19	279	23.3	0.9	28
\$300,000-\$349,999	17	11	22	200.0%	13	0.85	14	155	12.9	0.9	25
\$350,000-\$399,999	24	13	16	123.1%	13	1.00	35	114	9.5	1.4	35
\$400,000-\$449,999	18	12	9	75.0%	4	3.00	66	67	5.6	2.1	27
\$450,000-\$499,999	13	9	9	100.0%	4	2.25	21	42	3.5	2.6	20
\$500,000 +	17	17	15	88.2%	5	3.40	52	78	6.5	2.6	70
Totals	218	173	263	152.0%	161	1.07	25	1966	163.8	1.1	25
Last Month	264	219	303	138.4%	173	1.27	22	1938	161.5	1.4	28
Last Year	325										

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

NE IOWA MARKET OVERVIEW

November 2021

CENTURY 21

Signature Real Estate

	CURRENTLY				November 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	23	0	8	34.8%	5	4.60	40	122	10.2	2.3	\$38,287	\$33,222	86.8%	48
\$50,000-\$74,999	27	0	20	74.1%	9	3.00	15	126	10.5	2.6	\$66,345	\$62,131	93.6%	50
\$75,000-\$99,999	21	0	26	123.8%	14	1.50	19	221	18.4	1.1	\$91,125	\$88,265	96.9%	31
\$100,000-\$124,999	22	0	26	118.2%	25	0.88	34	224	18.7	1.2	\$116,694	\$113,326	97.1%	34
\$125,000-\$149,999	28	0	38	135.7%	32	0.88	27	387	32.3	0.9	\$138,107	\$137,048	97.6%	23
\$150,000-\$174,999	24	0	24	100.0%	23	1.04	32	300	25.0	1.0	\$162,374	\$161,820	99.7%	19
\$175,000-\$199,999	11	0	28	254.5%	12	0.92	18	213	17.8	0.6	\$186,758	\$185,898	99.5%	14
\$200,000-\$249,999	13	0	30	230.8%	33	0.39	18	314	26.2	0.5	\$222,702	\$222,834	100.1%	20
\$250,000-\$299,999	14	6	21	150.0%	12	1.17	11	206	17.2	0.8	\$276,369	\$274,373	99.3%	29
\$300,000-\$349,999	14	10	9	64.3%	6	2.33	13	113	9.4	1.5	\$323,089	\$322,328	99.8%	39
\$350,000-\$399,999	5	2	7	140.0%	5	1.00	18	103	8.6	0.6	\$370,452	\$371,194	100.2%	35
\$400,000-\$449,999	9	5	5	55.6%	6	1.50	58	71	5.9	1.5	\$418,272	\$418,890	100.1%	32
\$450,000-\$499,999	7	5	5	71.4%	2	3.50	65	24	2.0	3.5	\$471,118	\$470,175	99.8%	40
\$500,000 +	15	6	7	46.7%	3	5.00	7	52	4.3	3.5	\$626,762	\$608,827	97.1%	53
Totals	233	34	254	109.0%	187	1.25	69	2476	206.3	1.1	\$292,371	\$289,194	98.9%	39
Last Month	240	27	297	123.8%	211	1.14	69	2433	202.8	1.2	\$291,698	\$288,353	98.9%	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, Evansdale, Gladbrook, Grundy Center, Hudson, Readlyn, Reinbeck, Shell Rock, Sumner, Tripoli, Washburn, Plainfield