

8TH
ANNUAL

BUILDER & DEVELOPER LUNCHEON

Friday, February 27th, 2015 | 11:30 a.m.

Sheraton West Des Moines Hotel

1800 50th Street

West Des Moines, IA 50266

PRESENTED BY:



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THANK YOU FOR ATTENDING



Kalen Ludwig

Peoples Company – New Construction Specialist

Kalen@PeoplesCompany.com

www.NewConstructionSpecialistDSM.com

Des Moines Metro Market Snapshot

As of February 17, 2015

Total ACTIVE	2,291
NC ACTIVE	636

Total PENDING	1,158
NC PENDING	271

Total SOLD <i>(past 12 months)</i>	7,709
NC SOLD <i>(past 12 months)</i>	1,221

Total Months Supply	3.6
NC Months Supply	6.3

Active History



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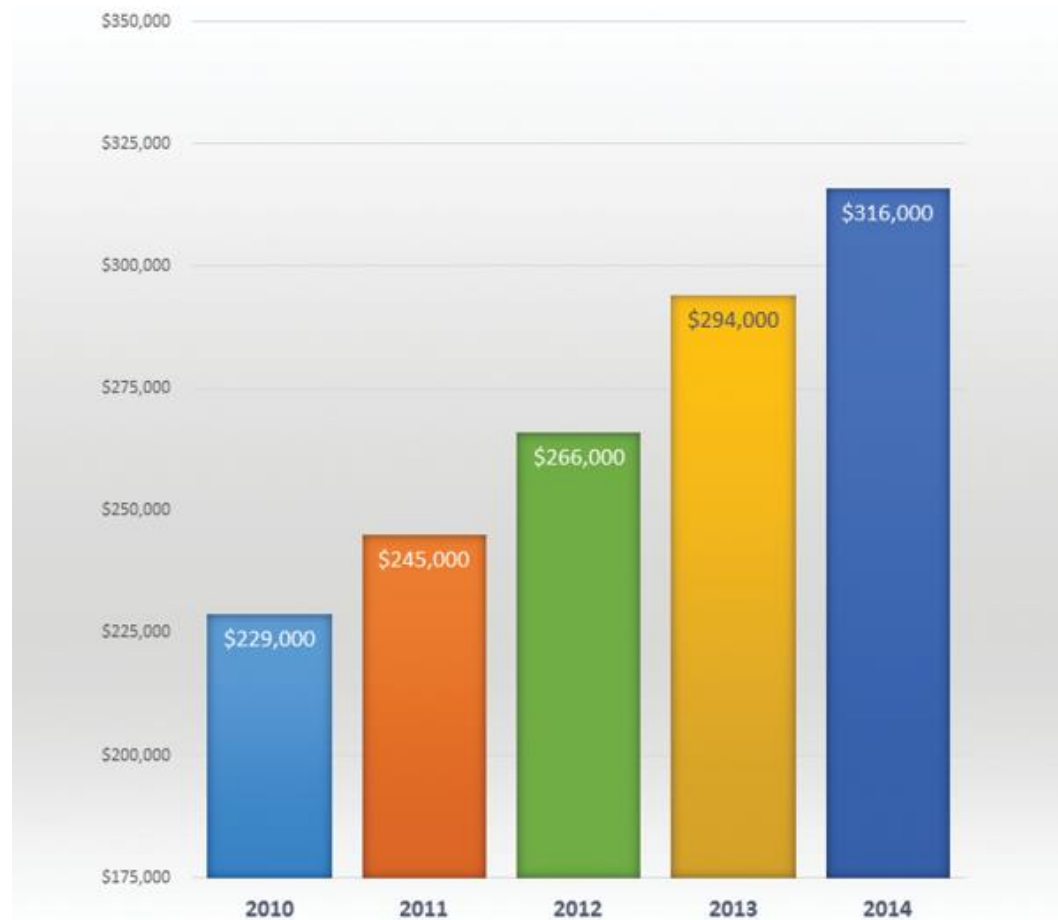
Total Months Supply	3.6
NC Months Supply	6.3

Total Sold/New Construction Sold

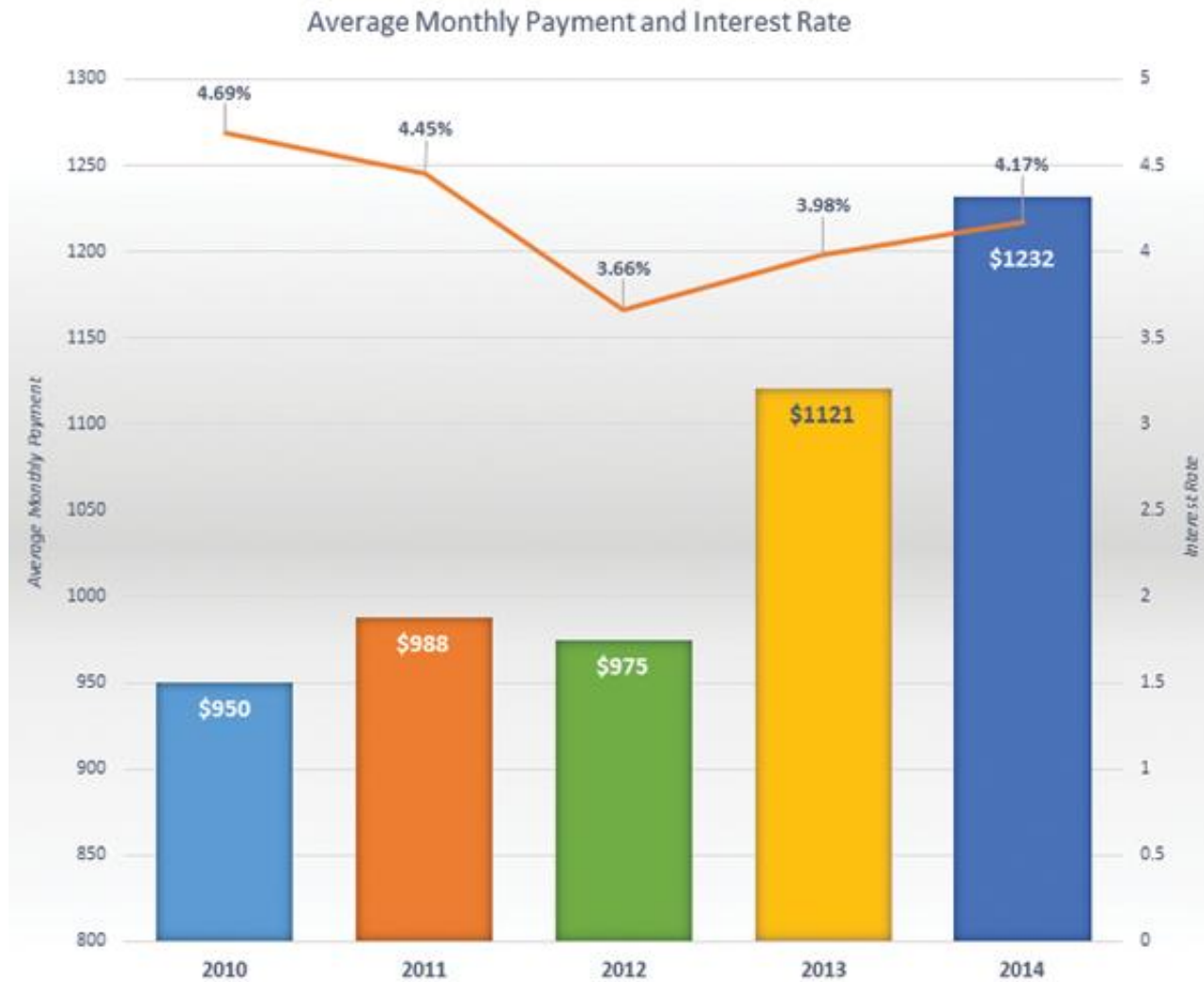


Average Sales Price

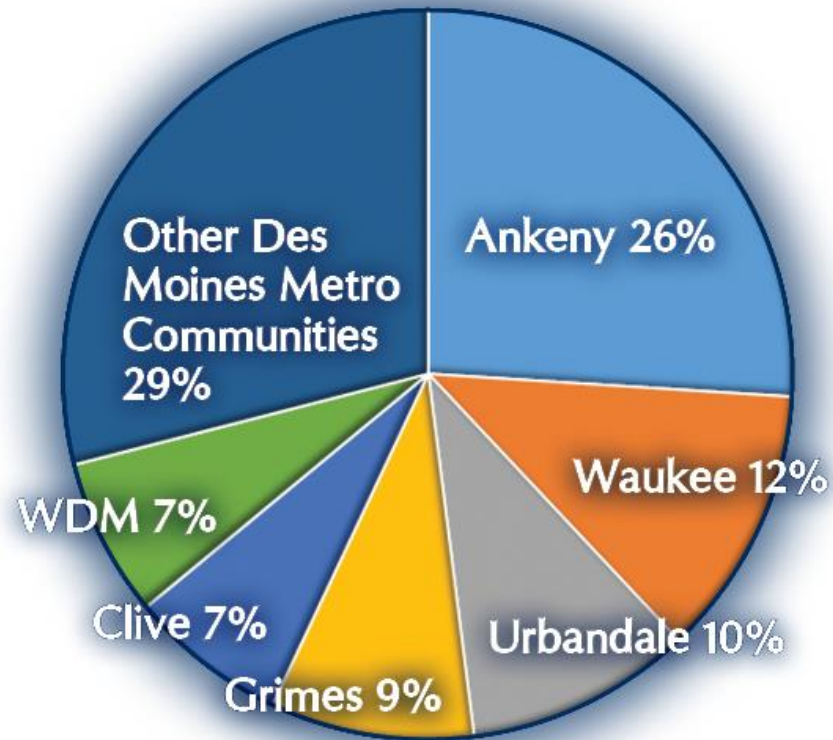
Average Sale Price of Single Family New Construction House



Average Monthly Payments



Top New Construction Cities



Top New Construction Cities

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New Construction Specialist



Kalen Ludwig, Realtor®

Cell: [515.402.3169](tel:515.402.3169)

Office: [515.222.1347](tel:515.222.1347)

Kalen@PeoplesCompany.com



Meet Kalen's Associate
Keaton Dreher, Realtor®
Phone: [712.299.7478](tel:712.299.7478)

Kalen specializes in residential real estate in the Des Moines Metro. As a Certified New Construction Sales Professional, she represents several excellent builders and can walk buyers through the building process which

@KalenLudwig

Tweets

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23 Jan

I think he's looking for a rose!
[instagram.com/p/yM7-dSITWw/](https://www.instagram.com/p/yM7-dSITWw/)



Ground Breaker Homes
@GBHhomes

3 Dec

Exciting News! We have officially SOLD our 2014 Home Show Expo House!! #RealEstate #SOLD #DesMoines pic.twitter.com/Rkn9leU2E5

Retweeted by Kalen Ludwig

Show Photo

Tweet to @KalenLudwig

Featured Builder

Register to receive my monthly blog at
www.NewConstructionSpecialistDSM.com

Kalen@PeoplesCompany.com



Cannon Clark

Peoples Company

Cannon@PeoplesCompany.com

Adel



	2014	2013
Permits Pulled	41	47
Final Plats	4	5
Lots Developed	145	132
New Construction Sold	23	13
New Construction Available	14	8

Altoona



	2014	2013
Permits Pulled	48	96
Final Plats	2	2
Lots Developed	86	41
New Construction Sold	37	44
New Construction Available	30	30

Ankeny



	2014	2013
Permits Pulled	438	521
Final Plats	33	20
Lots Developed	811	508
New Construction Sold	319	372
New Construction Available	157	142

Bondurant



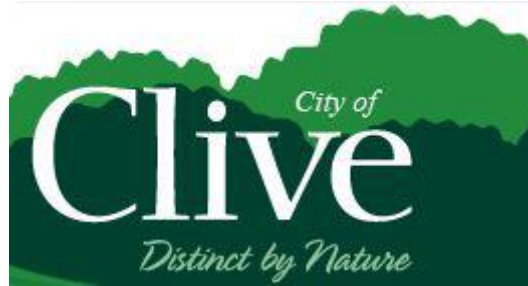
	2014	2013
Permits Pulled	56	80
Final Plats	3	4
Lots Developed	105	142
New Construction Sold	45	53
New Construction Available	22	18

Carlisle



	2014	2013
Permits Pulled	7	17
Final Plats	1	3
Lots Developed	9	33
New Construction Sold	7	4
New Construction Available	4	4

Clive



	2014	2013
Permits Pulled	108	145
Final Plats	3	7
Lots Developed	72	145
New Construction Sold	87	92
New Construction Available	46	46

Des Moines



	2014	2013
Permits Pulled	90	112
Final Plats	4	0
Lots Developed	48	0
New Construction Sold	61	57
New Construction Available	31	38

Granger



	2014	2013
Permits Pulled	6	18
Final Plats	0	0
Lots Developed	0	0
New Construction Sold	9	16
New Construction Available	2	3

Grimes



	2014	2013
Permits Pulled	207	145
Final Plats	13	10
Lots Developed	441	360
New Construction Sold	106	97
New Construction Available	62	34

Indianola



	2014	2013
Permits Pulled	29	48
Final Plats	0	1
Lots Developed	0	10
New Construction Sold	26	20
New Construction Available	11	16



	2014	2013
Permits Pulled	69	112
Final Plats	5	7
Lots Developed	146	81
New Construction Sold	46	36
New Construction Available	39	41

Norwalk



	2014	2013
Permits Pulled	73	85
Final Plats	3	3
Lots Developed	75	88
New Construction Sold	50	40
New Construction Available	22	23

Pleasant Hill



	2014	2013
Permits Pulled	22	38
Final Plats	2	0
Lots Developed	81	0
New Construction Sold	12	17
New Construction Available	11	15

Polk City



	2014	2013
Permits Pulled	46	46
Final Plats	4	7
Lots Developed	110	148
New Construction Sold	20	24
New Construction Available	7	6

Urbandale



	2014	2013
Permits Pulled	148	292
Final Plats	5	7
Lots Developed	162	238
New Construction Sold	130	140
New Construction Available	47	80

Van Meter



	2014	2013
Permits Pulled	8	8
Final Plats	2	1
Lots Developed	39	6
New Construction Sold	4	1
New Construction Available	0	1

Waukeee



	2014	2013
Permits Pulled	261	189
Final Plats	9	10
Lots Developed	348	279
New Construction Sold	145	101
New Construction Available	95	68

West Des Moines



	2014	2013
Permits Pulled	133	214
Final Plats	10	4
Lots Developed	293	90
New Construction Sold	89	126
New Construction Available	36	48

Des Moines Metro Totals

	2014	2013
Permits Pulled	1,790	2,187
Final Plats	105	91
Lots Developed	2,968	2,301
New Construction Sold	1,216	1,287
New Construction Available	636	621

Final Conclusions

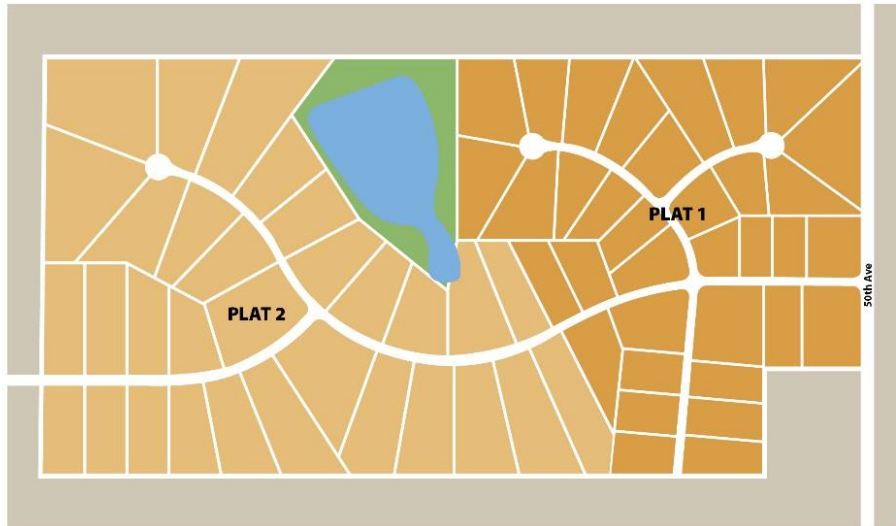
- The velocity of new construction sales is slowing as the resale market rebounds due to increasing lot prices and overall increase cost of new construction.
- Headwinds of the struggling agricultural economy in Iowa, and slowly recovering national economy, could hurt the higher price point homes
- Lower price point homes will be prime area of growth in new construction
- Builders focused on the right product, in the right area, at the right price will see sustained success





- 29 lots available for Summer 2015 construction
- Prices Starting at: \$52,000
- Type: Flat, Daylight, and Walkout
- Buildable Width: 55-75'
- Norwalk Schools
- 5 Year Tax Abatement

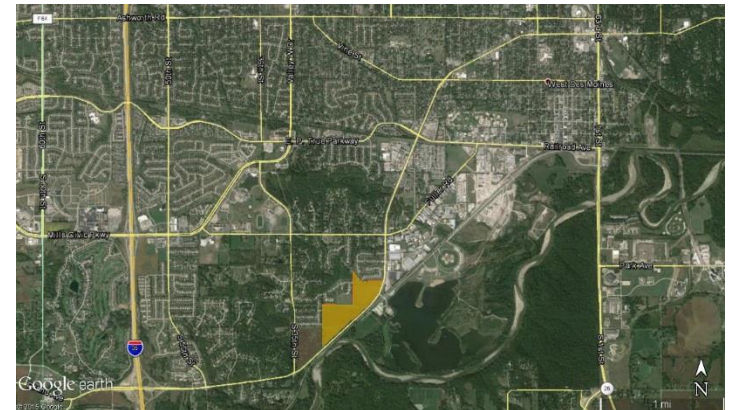
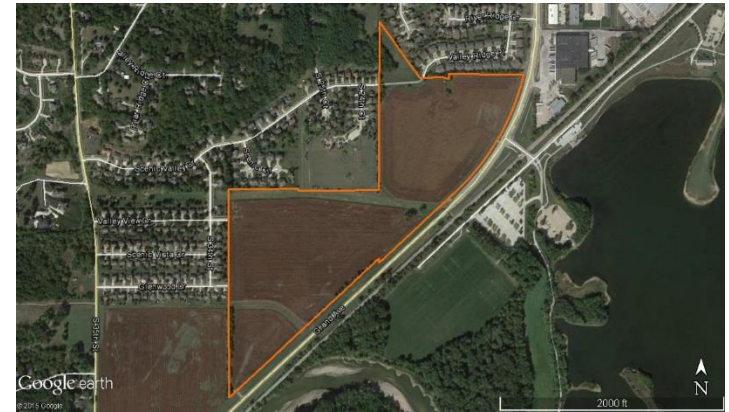
BLOOMING HEIGHTS



- 35 lots available in for Presale in Plat 1 for Fall 2015 construction
- Prices Starting at: \$90,000
- Type: Treed, Cul-de-sac, Flat, Daylight, and Walkout
- Executive Acreage Lots
- Norwalk Schools
- 5 Year Tax Abatement



- 52 lots available in Plat 1 for Summer 2015 construction
- Prices Starting at: \$52,900
- Type: Flat, Daylight, and Walkout
- Buildable Width: 56' - 70'
- Close to Saylorville



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