



12TH ANNUAL

# **BUILDER & DEVELOPER** LUNCHEON

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# **WELCOME**

THANK YOU FOR ATTENDING TODAY

# Speaker Agenda



**Daron 'Farmer D' Joffe**, Founder, Farmer D Consulting

- *Growing Community through Agriculture Agrihoods and the Future of Food and Real Estate*



**Ralph McLaughlin**, Deputy Chief Economist for CoreLogic

- *2019 Economic and Housing Outlook*



**Kalen Ludwig**, Peoples Company – New Construction Specialist

- *Des Moines Metro Market Snapshot*  
- *Rundown of 19 Metro Communities*





# Kalen Ludwig

*Peoples Company – New Construction Specialist*

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[www.KalenLudwig.com](http://www.KalenLudwig.com)



# Market Snapshot

**As of February 2019**

Total ACTIVE	2,132
NC ACTIVE	951

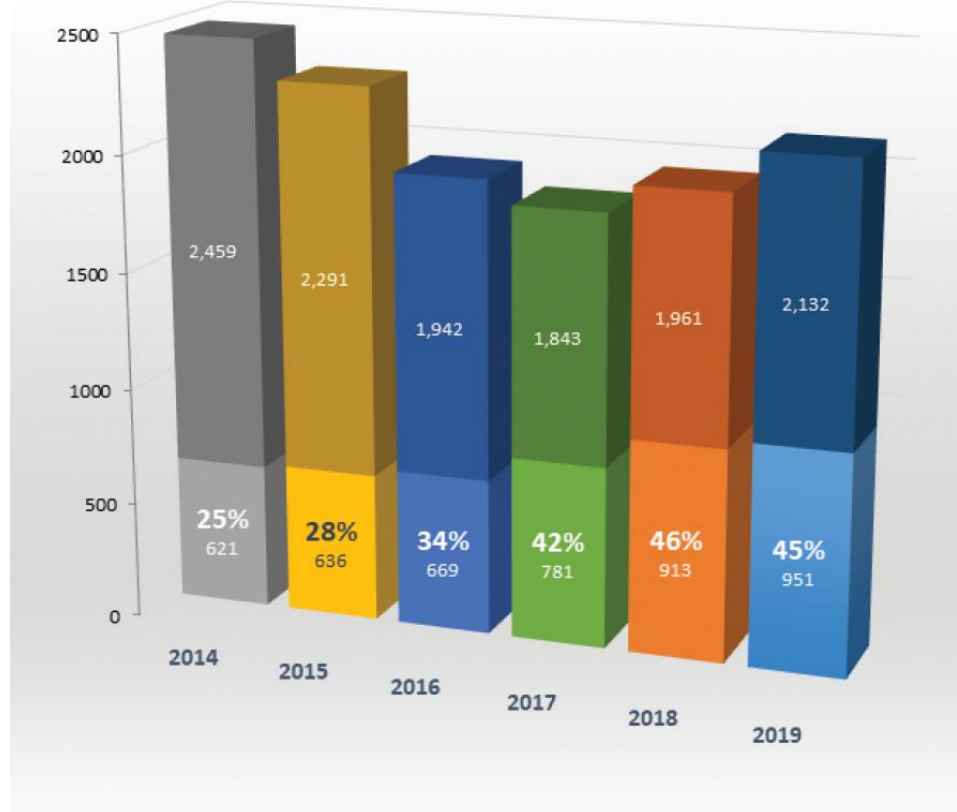
Total PENDING	1,046
NC PENDING	257

Total SOLD <i>(past 12 months)</i>	9,114
NC SOLD <i>(past 12 months)</i>	1,571

Total Months Supply	2.8
NC Months Supply	7.3

# New Construction Active Listings

New Construction Active Listings  
% of Total Market





# Market Snapshot

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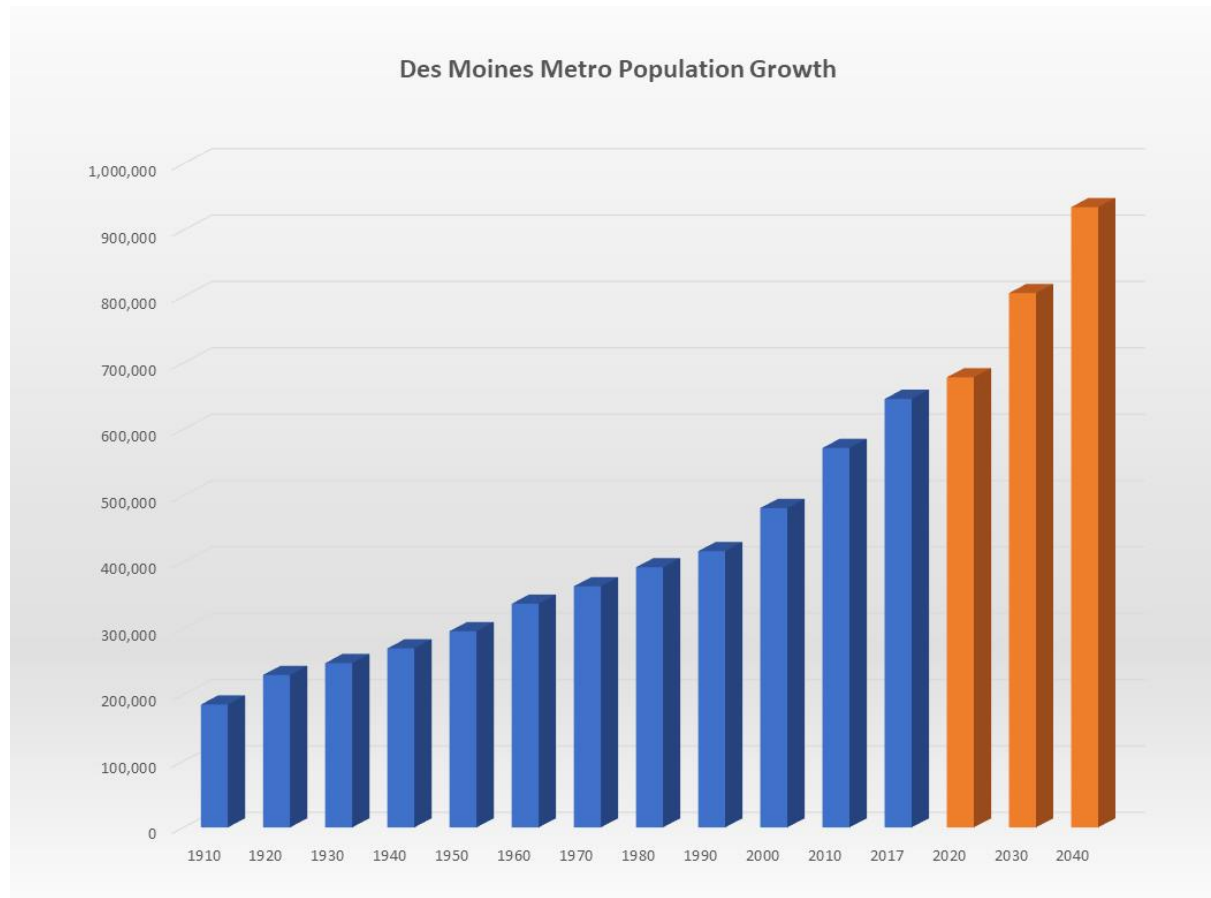
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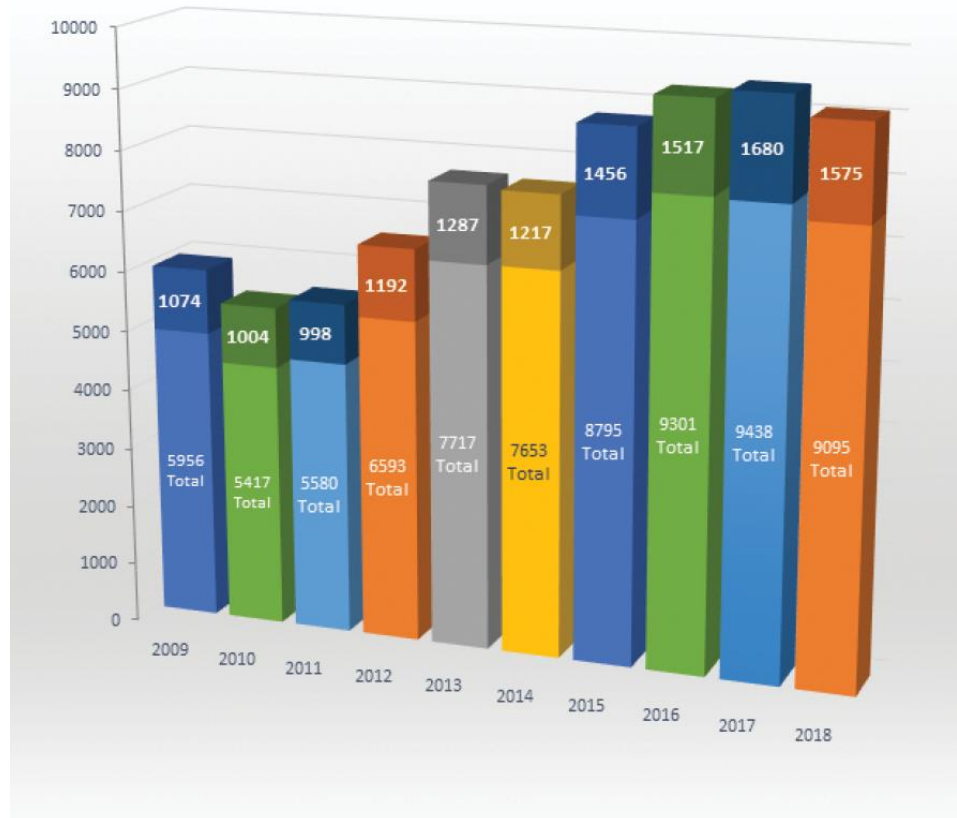
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# Des Moines Metro Population Growth



# Total Sold/NC Sold History

Total Sold and New Construction Sold

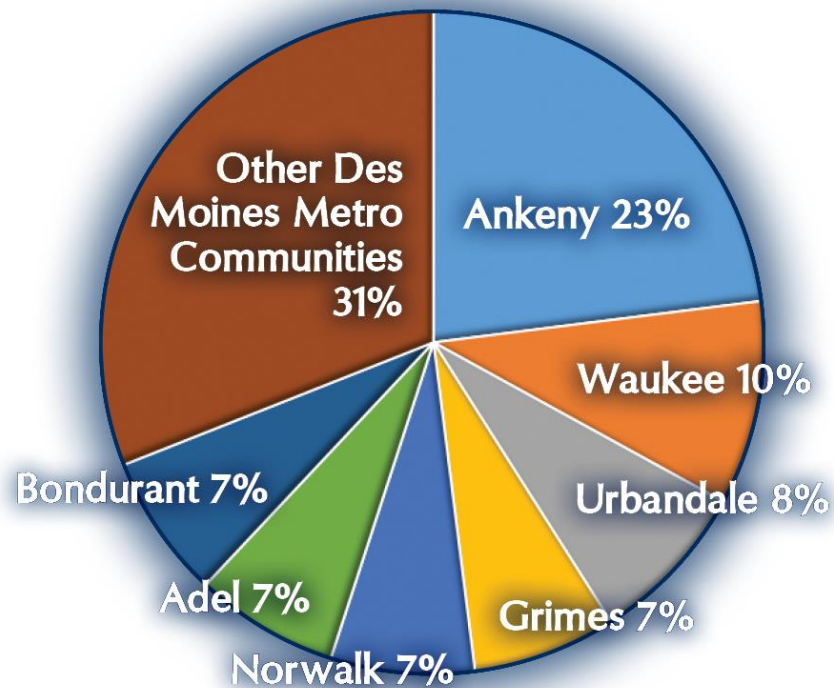




# Average Increase in Sale Price



# Top New Construction Cities



## Top New Construction Cities

# Des Moines Metro Communities





# Adel



	2017	2018
<b>Permits Pulled</b>	161	176
<b>Final Plats</b>	2	1
<b>Lots Developed</b>	202	16
<b>New Construction Sold</b>	92	112
<b>New Construction Available</b>	32	58

# Altoona



	2017	2018
<b>Permits Pulled</b>	140	178
<b>Final Plats</b>	6	6
<b>Lots Developed</b>	214	226
<b>New Construction Sold</b>	63	101
<b>New Construction Available</b>	50	51

# Ankeny



	2017	2018
<b>Permits Pulled</b>	568	407
<b>Final Plats</b>	26	42
<b>Lots Developed</b>	676	981
<b>New Construction Sold</b>	471	356
<b>New Construction Available</b>	217	183



# Bondurant



	2017	2018
Permits Pulled	148	111
Final Plats	3	2
Lots Developed	91	45
New Construction Sold	106	110
New Construction Available	58	43

# Carlisle



	2017	2018
Permits Pulled	29	9
Final Plats	1	2
Lots Developed	24	45
New Construction Sold	10	11
New Construction Available	8	5

# Clive



	2017	2018
Permits Pulled	56	75
Final Plats	2	4
Lots Developed	163	278
New Construction Sold	34	26
New Construction Available	30	28



# Cumming

*City of Cumming, Iowa*

	2017	2018
Permits Pulled	1	2
Final Plats	0	1
Lots Developed	0	7
New Construction Sold	1	3
New Construction Available	0	0

# Des Moines



	2017	2018
<b>Permits Pulled</b>	186	225
<b>Final Plats</b>	7	5
<b>Lots Developed</b>	307	153
<b>New Construction Sold</b>	87	91
<b>New Construction Available</b>	47	48

# Granger



ESTD 1885  
**GRANGER**  
*Iowa*

	2017	2018
Permits Pulled	14	24
Final Plats	1	1
Lots Developed	68	44
New Construction Sold	8	12
New Construction Available	5	7



# Grimes



	2017	2018
Permits Pulled	158	183
Final Plats	3	4
Lots Developed	141	195
New Construction Sold	114	117
New Construction Available	82	77

# Indianola



	2017	2018
Permits Pulled	39	30
Final Plats	2	3
Lots Developed	52	46
New Construction Sold	26	27
New Construction Available	12	11

# Johnston



	2017	2018
Permits Pulled	68	72
Final Plats	9	4
Lots Developed	155	70
New Construction Sold	45	28
New Construction Available	23	29



# Norwalk



	2017	2018
Permits Pulled	194	153
Final Plats	9	4
Lots Developed	278	96
New Construction Sold	105	116
New Construction Available	78	70

# Pleasant Hill



	2017	2018
Permits Pulled	38	48
Final Plats	2	1
Lots Developed	32	35
New Construction Sold	25	29
New Construction Available	10	10



# Polk City

*Polk City*  
A City For All Seasons

	2017	2018
Permits Pulled	87	89
Final Plats	4	5
Lots Developed	86	128
New Construction Sold	40	35
New Construction Available	18	23



# Urbandale



	2017	2018
Permits Pulled	165	177
Final Plats	6	3
Lots Developed	110	231
New Construction Sold	90	132
New Construction Available	83	79

# Van Meter



	2017	2018
Permits Pulled	26	31
Final Plats	0	1
Lots Developed	0	15
New Construction Sold	18	17
New Construction Available	9	6

# Waukee



	2017	2018
Permits Pulled	237	203
Final Plats	7	6
Lots Developed	297	187
New Construction Sold	224	152
New Construction Available	104	124



# West Des Moines



	2017	2018
Permits Pulled	193	240
Final Plats	8	2
Lots Developed	376	77
New Construction Sold	119	103
New Construction Available	66	97

# Des Moines Metro Totals

	2017	2018
<b>Permits Pulled</b>	2,508	2,433
<b>Final Plats</b>	98	97
<b>Lots Developed</b>	3,272	2,875
<b>New Construction Sold</b>	1,680	1,575
<b>New Construction Available</b>	932	949

# Visit My Website!

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LUDWIG**  
REAL ESTATE  
SPECIALISTS

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PURCHASE  
A HOME

DEVELOPMENTS  
& LOTS

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CONSTRUCTION

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OUR LISTINGS

READ  
MY BLOG

MEET  
OUR TEAM

**PEOPLES**  
COMPANY

## FEATURED NEW CONSTRUCTION LISTING



1801 Redbud ST | Norwalk, IA  
\$383,900 | 2,161 SF | 4 BD | 2 BA

## FEATURED DEVELOPMENT LISTING



Blooming Heights | Norwalk  
Residential Lots

## FEATURED RESIDENTIAL LISTING



32567 335th Street | Waukee, IA  
\$615,000 | 3,368 SF | 4 BD | 3.5 BA

SEE ALL LISTINGS

Sign-up to receive my monthly blog at  
[www.KalenLudwig.com](http://www.KalenLudwig.com)

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# THANK YOU