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BUILDER & DEVELOPER LUNCHEON

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WELCOME

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Speaker Agenda



Stephan D. Nygren, Co-Founder of Serenbe

- *Serenbe: The Path of a Developer By Default*



Dr. Frank Nothaft, Executive and Chief Economist for CoreLogic

- *Economic & Housing Market Overview*



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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Market Snapshot

As of February 2020

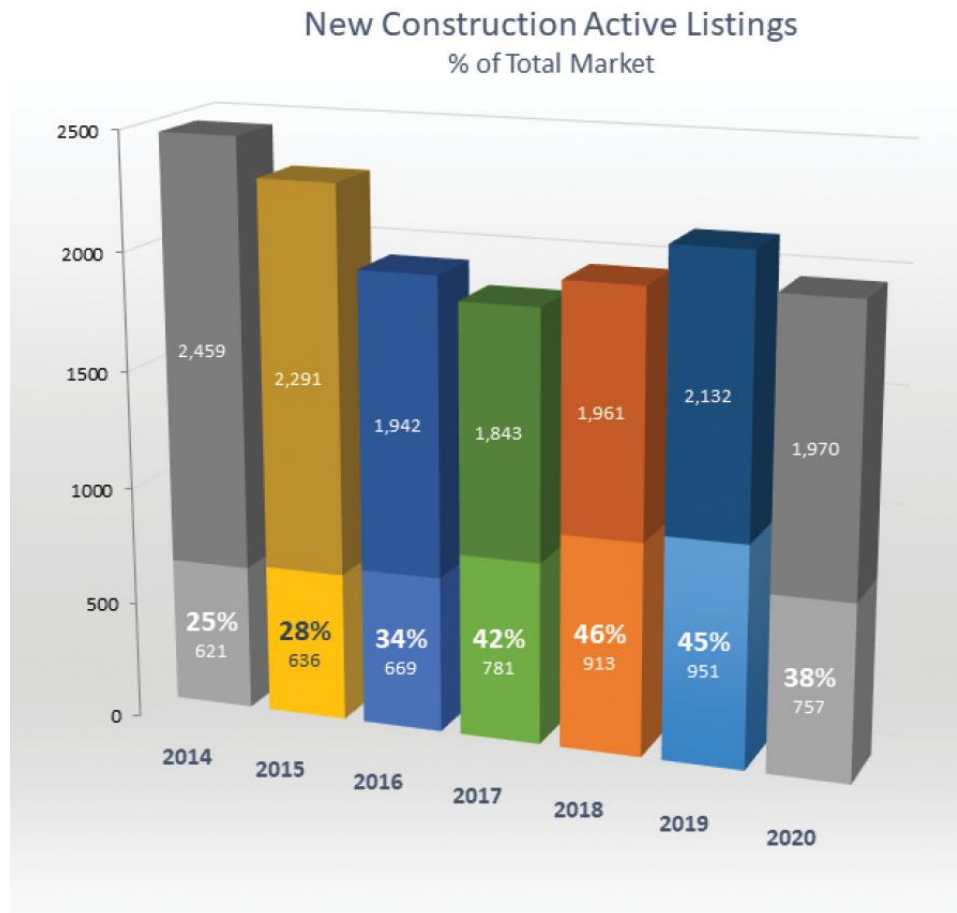
Total ACTIVE	1,970
NC ACTIVE	757

Total PENDING	1,197
NC PENDING	347

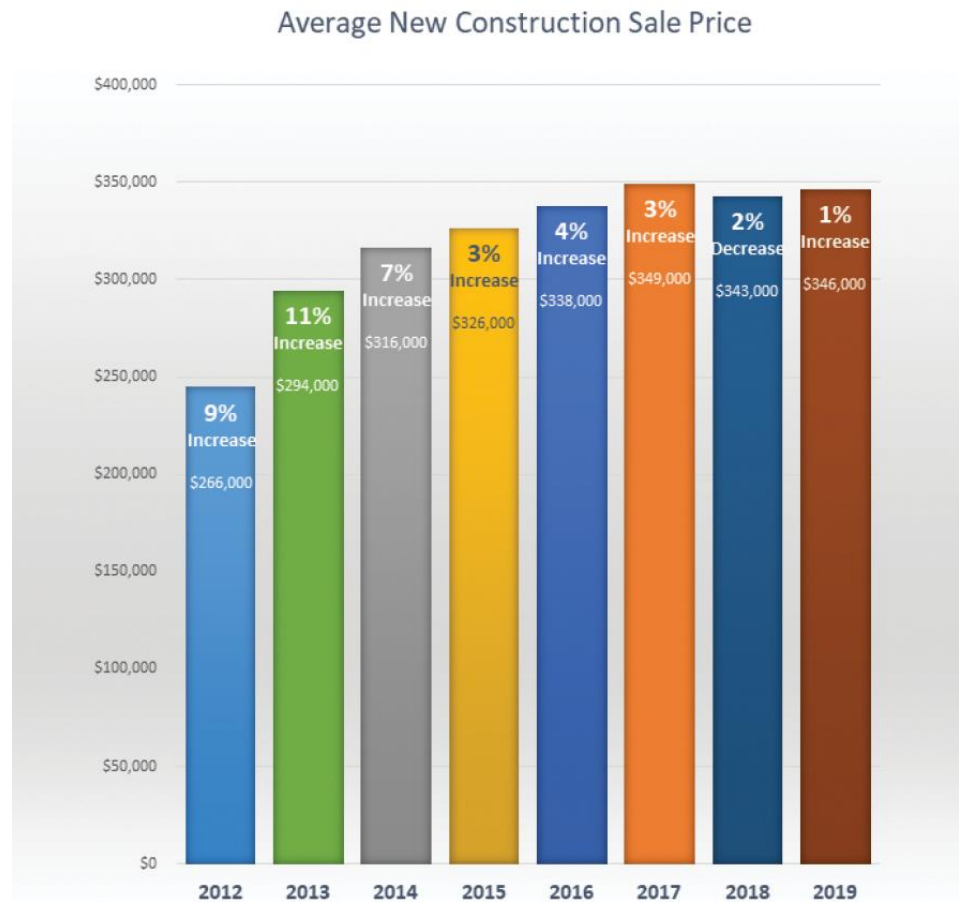
Total SOLD <i>(past 12 months)</i>	8,891
NC SOLD <i>(past 12 months)</i>	1,545

Total Months Supply	2.7
NC Months Supply	5.9

New Construction Active Listings



Average New Construction Sale Price



New Construction Month Supply

New Construction Months Supply 2017, 2018, 2019

PRICE RANGE	2017	2018	2019
\$200,000-\$249,999			6.4
\$250,000-\$299,999	5.8	9.3	7.1
\$300,000-\$349,999	7.7	6.5	6.8
\$350,000-\$399,999	8.3	7.1	4.9
\$400,000-\$449,999	5.1	7.8	3.9
\$450,000-\$499,999	8.1	8.3	5.2
\$500,000-\$549,999			4.4
TOTAL INVENTORY	6.7	7.2	6.1

Des Moines Metro Townhome Data

Townhome Data

Year	Townhome Building Permits Pulled	Total Townhomes Sold	Average Townhome Sale Price
2010	483	338	\$174K
2011	248	217	\$182K
2012	365	218	\$173K
2013	893	278	\$192K
2014	678	308	\$209K
2015	847	295	\$223K
2016	1,013	319	\$227K
2017	798	293	\$254K
2018	471	382	\$252K
2019	1,154	408	\$248K

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As of February 2020

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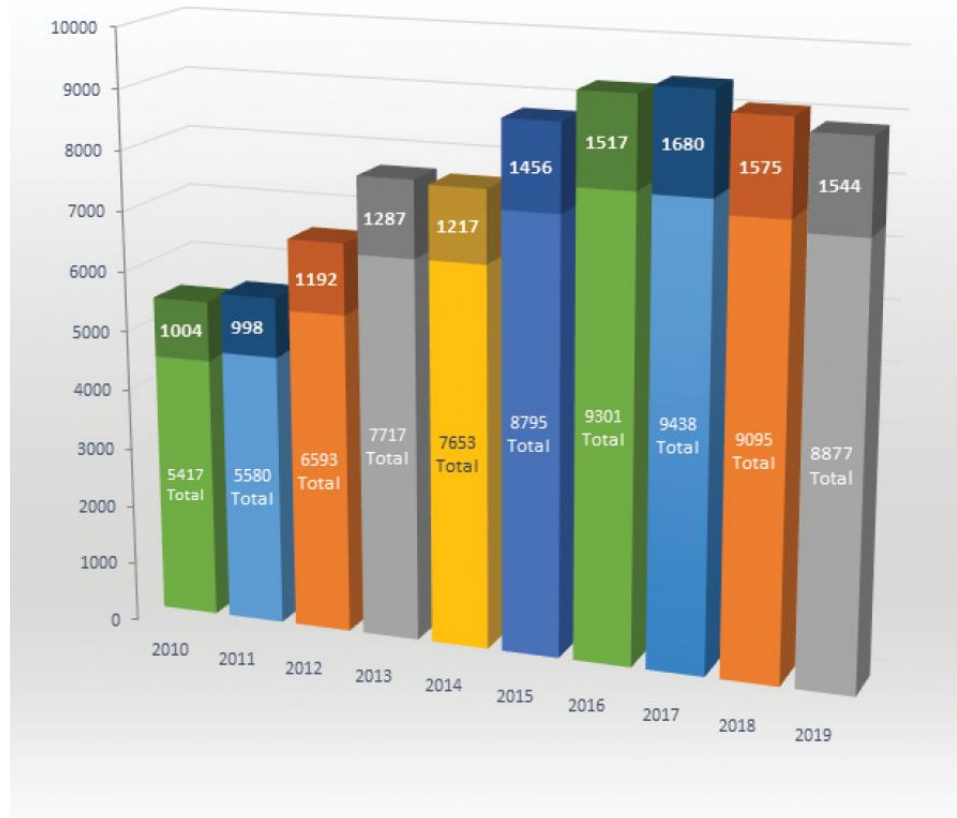
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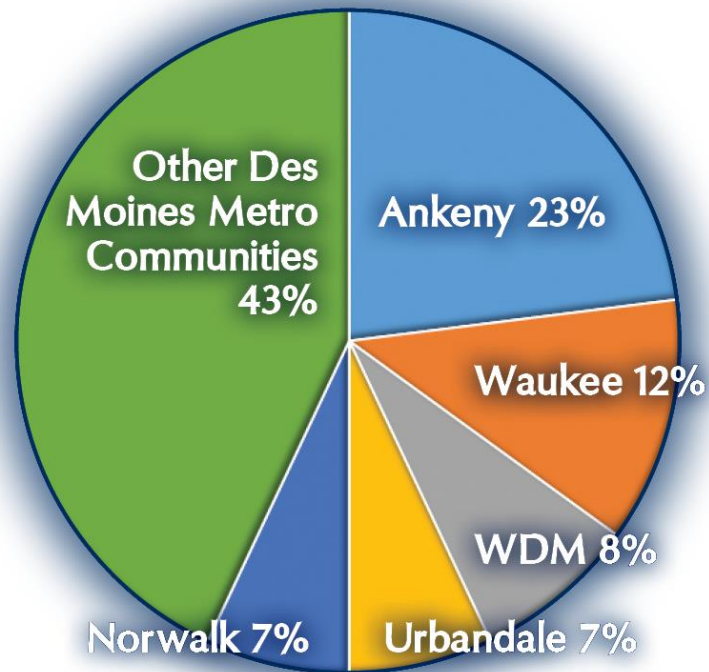
Total Months Supply	2.7
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Total Sold/NC Sold History

Total Sold and New Construction Sold



Top New Construction Cities



Top New Construction Cities

Des Moines Metro Communities



Adel



	2018	2019
Permits Pulled	176	20
Final Plats	1	3
Lots Developed	16	136
New Construction Sold	112	70
New Construction Available	58	8

Altoona



	2018	2019
Permits Pulled	178	152
Final Plats	6	4
Lots Developed	226	167
New Construction Sold	101	94
New Construction Available	51	57

Ankeny



	2018	2019
Permits Pulled	407	544
Final Plats	42	33
Lots Developed	960	817
New Construction Sold	356	355
New Construction Available	183	208

Bondurant



	2018	2019
Permits Pulled	111	83
Final Plats	2	3
Lots Developed	45	224
New Construction Sold	110	89
New Construction Available	43	30

Carlisle



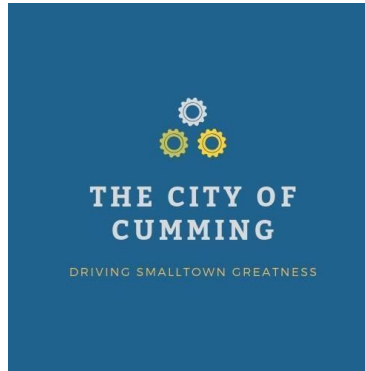
	2018	2019
Permits Pulled	9	14
Final Plats	2	1
Lots Developed	45	12
New Construction Sold	11	10
New Construction Available	5	6

Clive



	2018	2019
Permits Pulled	75	111
Final Plats	4	0
Lots Developed	278	0
New Construction Sold	26	50
New Construction Available	28	24

Cumming



	2018	2019
Permits Pulled	2	2
Final Plats	1	0
Lots Developed	7	0
New Construction Sold	3	1
New Construction Available	0	1

Des Moines



	2018	2019
Permits Pulled	225	258
Final Plats	5	27
Lots Developed	153	221
New Construction Sold	91	98
New Construction Available	48	62

Granger



	2018	2019
Permits Pulled	24	34
Final Plats	1	0
Lots Developed	43	0
New Construction Sold	12	24
New Construction Available	7	12

Grimes



	2018	2019
Permits Pulled	183	129
Final Plats	4	1
Lots Developed	195	81
New Construction Sold	117	98
New Construction Available	77	54

Indianola



	2018	2019
Permits Pulled	30	50
Final Plats	3	0
Lots Developed	46	0
New Construction Sold	27	18
New Construction Available	11	11

Johnston



	2018	2019
Permits Pulled	72	55
Final Plats	4	5
Lots Developed	70	51
New Construction Sold	28	32
New Construction Available	29	20

Norwalk



	2018	2019
Permits Pulled	153	144
Final Plats	4	6
Lots Developed	96	287
New Construction Sold	116	107
New Construction Available	70	48

Pleasant Hill



	2018	2019
Permits Pulled	48	73
Final Plats	1	8
Lots Developed	35	251
New Construction Sold	29	22
New Construction Available	10	21

Polk City



	2018	2019
Permits Pulled	89	72
Final Plats	5	1
Lots Developed	128	35
New Construction Sold	35	46
New Construction Available	23	20

Urbandale



	2018	2019
Permits Pulled	177	122
Final Plats	3	3
Lots Developed	231	121
New Construction Sold	132	111
New Construction Available	79	56

Van Meter



	2018	2019
Permits Pulled	31	14
Final Plats	1	0
Lots Developed	15	0
New Construction Sold	17	12
New Construction Available	6	2

Waukee



Waukee
THE KEY TO GOOD LIVING

	2018	2019
Permits Pulled	203	190
Final Plats	6	10
Lots Developed	187	341
New Construction Sold	152	181
New Construction Available	124	81

West Des Moines



	2018	2019
Permits Pulled	240	141
Final Plats	2	3
Lots Developed	77	55
New Construction Sold	103	126
New Construction Available	97	64

Des Moines Metro Totals

	2018	2019
Permits Pulled	2,433	2,208
Final Plats	97	108
Lots Developed	2,853	2,799
New Construction Sold	1,575	1,544
New Construction Available	949	784

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KALEN LUDWIG
REAL ESTATE
SPECIALISTS

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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

PEOPLES COMPANY

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