



DES MOINES METRO

SINGLE FAMILY HOUSING STATISTICS

Q3 2020

KALEN
LUDWIG
REAL ESTATE
SPECIALISTS

THESE STATS HAVE BEEN PREPARED BY KALEN LUDWIG
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ALL NUMBERS ARE PULLED FROM THE
DES MOINES AREA MULTIPLE LISTING SERVICES

ABBREVIATIONS

- NC** - NEW CONSTRUCTION
- DOM** - DAYS ON MARKET
- # MONTHS OF INVENTORY** - TOTAL ACTIVE / (TOTAL SOLD / 12 MONTHS)
- ACT** - ACTIVE LISTINGS
- PND** - PENDING LISTINGS
- SLD** - SOLD LISTINGS

CURRENT MARKET SNAPSHOT

*SOLD INCLUDES NUMBERS FROM THE LAST 12 MONTHS

| | As of October 2020 |
|---------------------|--------------------|
| Total ACTIVE | 1,436 |
| NC ACTIVE | 628 |
| Total PENDING | 2,065 |
| NC PENDING | 696 |
| Total SOLD | 9,770 |
| NC SOLD | 1,866 |
| Total Months Supply | 1.8 |
| NC Months Supply | 4.0 |

SOLD HISTORY

*SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN A CALENDAR YEAR
(AS OF OCTOBER 2020)

| Year | Total Sold | NC Sold |
|-----------------|-------------------|-------------------|
| 2007 | 6954 | 1350 (19%) |
| 2008 | 5759 | 1052 (18%) |
| 2009 | 5956 | 1074 (18%) |
| 2010 | 5417 | 1004 (19%) |
| 2011 | 5580 | 998 (18%) |
| 2012 | 6593 | 1192 (18%) |
| 2013 | 7717 | 1287 (17%) |
| 2014 | 7653 | 1217 (16%) |
| 2015 | 8795 | 1456 (17%) |
| 2016 | 9301 | 1517 (16%) |
| 2017 | 9438 | 1680 (18%) |
| 2018 | 9095 | 1575 (17%) |
| 2019 | 8877 | 1544 (17%) |
| 2020 YTD | 7970 | 1541 (19%) |

TOTAL INVENTORY

*SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN THE LAST 12 MONTHS
(AS OF OCTOBER 2020)

| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
|---------------|-------------|------------|-------------|------------|-------------|-------------|----------|----------|---------------|-----------------|
| Adel | 24 | 6 | 31 | 13 | 131 | 24 | 59 | 123 | 2.2 | 3.0 |
| Altoona | 63 | 37 | 104 | 49 | 394 | 121 | 61 | 125 | 1.9 | 3.7 |
| Ankeny | 269 | 186 | 382 | 201 | 1504 | 512 | 63 | 118 | 2.1 | 4.4 |
| Bondurant | 35 | 21 | 53 | 31 | 237 | 93 | 47 | 73 | 1.8 | 2.7 |
| Carlisle | 16 | 4 | 13 | 3 | 59 | 11 | 62 | 174 | 3.3 | 4.4 |
| Clive | 43 | 10 | 59 | 15 | 318 | 60 | 59 | 108 | 1.6 | 2.0 |
| Cumming | 4 | 2 | 2 | 0 | 12 | 1 | 101 | - | 4.0 | 24.0 |
| Des Moines | 333 | 35 | 559 | 37 | 3356 | 135 | 38 | 138 | 1.2 | 3.1 |
| Granger | 14 | 10 | 24 | 14 | 84 | 38 | 55 | 79 | 2.0 | 3.2 |
| Grimes | 65 | 35 | 78 | 32 | 318 | 106 | 73 | 128 | 2.5 | 4.0 |
| Indianola | 38 | 18 | 33 | 5 | 255 | 24 | 42 | 100 | 1.8 | 9.0 |
| Johnston | 45 | 11 | 65 | 22 | 272 | 43 | 68 | 180 | 2.0 | 3.1 |
| Norwalk | 67 | 43 | 85 | 50 | 337 | 125 | 70 | 127 | 2.4 | 4.1 |
| Pleasant Hill | 28 | 12 | 50 | 14 | 187 | 42 | 67 | 163 | 1.8 | 3.4 |
| Polk City | 17 | 4 | 30 | 13 | 133 | 40 | 83 | 141 | 1.5 | 1.2 |
| Urbandale | 105 | 42 | 144 | 36 | 722 | 122 | 65 | 182 | 1.7 | 4.1 |
| Van Meter | 2 | 0 | 7 | 5 | 29 | 7 | 50 | 59 | 0.8 | 0.0 |
| Waukee | 134 | 101 | 150 | 86 | 543 | 221 | 72 | 117 | 3.0 | 5.5 |
| WDM | 134 | 51 | 196 | 70 | 879 | 141 | 50 | 104 | 1.8 | 4.3 |
| TOTAL | 1436 | 628 | 2065 | 696 | 9770 | 1866 | - | - | 1.8 | 4.0 |

***SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN THE LAST 12 MONTHS
(AS OF OCTOBER 2020)**

| \$200,000 - \$249,999 | | | | | | | | | | |
|-----------------------|------------|-----------|------------|-----------|-------------|------------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 3 | 0 | 8 | 6 | 23 | 7 | 54 | 100 | 1.6 | 0.0 |
| Altoona | 4 | 3 | 26 | 7 | 112 | 25 | 38 | 96 | 0.4 | 1.4 |
| Ankeny | 12 | 3 | 71 | 24 | 357 | 67 | 42 | 115 | 0.4 | 0.5 |
| Bondurant | 14 | 8 | 18 | 7 | 105 | 49 | 47 | 69 | 1.6 | 2.0 |
| Carlisle | 1 | 0 | 3 | 0 | 9 | 0 | 50 | - | 1.3 | - |
| Clive | 2 | 0 | 3 | 0 | 46 | 0 | 31 | - | 0.5 | - |
| Cumming | 0 | 0 | 0 | 0 | 0 | 0 | - | - | - | - |
| Des Moines | 48 | 5 | 71 | 3 | 450 | 27 | 36 | 131 | 1.3 | 2.2 |
| Granger | 1 | 1 | 5 | 4 | 28 | 15 | 56 | 79 | 0.4 | 0.8 |
| Grimes | 7 | 4 | 19 | 11 | 63 | 12 | 49 | 121 | 1.3 | 4.0 |
| Indianola | 5 | 0 | 5 | 0 | 40 | 2 | 47 | 135 | 1.5 | 0.0 |
| Johnston | 3 | 0 | 1 | 0 | 41 | 1 | 40 | 336 | 0.9 | 0.0 |
| Norwalk | 8 | 5 | 14 | 5 | 65 | 18 | 56 | 135 | 1.5 | 3.3 |
| Pleasant Hill | 4 | 0 | 14 | 3 | 56 | 10 | 53 | 134 | 0.9 | 0.0 |
| Polk City | 1 | 0 | 2 | 0 | 18 | 2 | 69 | 348 | 0.7 | 0.0 |
| Urbandale | 11 | 0 | 40 | 4 | 193 | 25 | 50 | 186 | 0.7 | 0.0 |
| Van Meter | 0 | 0 | 1 | 0 | 3 | 0 | 31 | - | 0.0 | - |
| Waukee | 1 | 1 | 15 | 9 | 81 | 19 | 41 | 91 | 0.1 | 0.6 |
| WDM | 5 | 0 | 22 | 3 | 206 | 2 | 33 | 14 | 0.3 | 0.0 |
| TOTAL | 130 | 30 | 338 | 86 | 1896 | 281 | 42 | 113 | 0.8 | 1.3 |

| \$250,000 - \$299,999 | | | | | | | | | | |
|-----------------------|------------|------------|------------|------------|-------------|------------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 6 | 4 | 8 | 4 | 26 | 9 | 105 | 231 | 2.8 | 5.3 |
| Altoona | 31 | 17 | 32 | 22 | 107 | 38 | 66 | 124 | 3.5 | 5.4 |
| Ankeny | 96 | 82 | 98 | 59 | 405 | 169 | 75 | 132 | 2.8 | 5.8 |
| Bondurant | 19 | 14 | 14 | 11 | 63 | 24 | 53 | 74 | 3.6 | 7.0 |
| Carlisle | 5 | 2 | 1 | 0 | 8 | 4 | 144 | 281 | 7.5 | 6.0 |
| Clive | 7 | 0 | 6 | 0 | 53 | 0 | 27 | - | 1.6 | - |
| Cumming | 0 | 0 | 1 | 0 | 1 | 0 | 78 | - | 0.0 | - |
| Des Moines | 64 | 21 | 53 | 18 | 211 | 45 | 62 | 172 | 3.6 | 5.6 |
| Granger | 8 | 8 | 8 | 4 | 25 | 8 | 48 | 52 | 3.8 | 12.0 |
| Grimes | 18 | 12 | 23 | 10 | 100 | 36 | 72 | 129 | 2.2 | 4.0 |
| Indianola | 20 | 13 | 9 | 3 | 43 | 12 | 60 | 86 | 5.6 | 13.0 |
| Johnston | 4 | 0 | 10 | 3 | 58 | 5 | 50 | 271 | 0.8 | 0.0 |
| Norwalk | 26 | 21 | 23 | 19 | 64 | 36 | 65 | 85 | 4.9 | 7.0 |
| Pleasant Hill | 7 | 5 | 6 | 5 | 43 | 12 | 71 | 144 | 2.0 | 5.0 |
| Polk City | 1 | 0 | 1 | 0 | 16 | 2 | 78 | 136 | 0.8 | 0.0 |
| Urbandale | 13 | 5 | 23 | 7 | 122 | 13 | 51 | 155 | 1.3 | 4.6 |
| Van Meter | 0 | 0 | 0 | 0 | 3 | 1 | 59 | 144 | 0.0 | 0.0 |
| Waukee | 34 | 28 | 43 | 20 | 148 | 55 | 51 | 95 | 2.8 | 6.1 |
| WDM | 41 | 19 | 48 | 20 | 189 | 20 | 36 | 79 | 2.6 | 11.4 |
| TOTAL | 400 | 251 | 407 | 205 | 1685 | 489 | 61 | 125 | 2.8 | 6.2 |

***SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN THE LAST 12 MONTHS
(AS OF OCTOBER 2020)**

| \$300,000 - \$349,999 | | | | | | | | | | |
|------------------------------|------------|------------|------------|------------|-------------|------------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 8 | 3 | 3 | 0 | 13 | 2 | 79 | 43 | 7.4 | 18.0 |
| Altoona | 14 | 12 | 18 | 11 | 58 | 29 | 121 | 195 | 2.9 | 5.0 |
| Ankeny | 69 | 53 | 57 | 31 | 280 | 112 | 80 | 135 | 3.0 | 5.7 |
| Bondurant | 3 | 2 | 9 | 6 | 24 | 13 | 75 | 114 | 1.5 | 1.8 |
| Carlisle | 3 | 2 | 1 | 1 | 7 | 4 | 126 | 197 | 5.1 | 6.0 |
| Clive | 3 | 2 | 10 | 1 | 43 | 4 | 48 | 262 | 0.8 | 6.0 |
| Cumming | 0 | 0 | 0 | 0 | 1 | 0 | 13 | - | 0.0 | - |
| Des Moines | 15 | 5 | 15 | 8 | 81 | 16 | 88 | 262 | 2.2 | 3.8 |
| Granger | 3 | 2 | 6 | 3 | 8 | 6 | 114 | 148 | 4.5 | 4.0 |
| Grimes | 15 | 9 | 13 | 6 | 55 | 21 | 99 | 155 | 3.3 | 5.1 |
| Indianola | 5 | 2 | 3 | 1 | 16 | 4 | 67 | 115 | 3.8 | 6.0 |
| Johnston | 13 | 6 | 19 | 11 | 34 | 11 | 76 | 151 | 4.6 | 6.5 |
| Norwalk | 3 | 3 | 13 | 9 | 62 | 33 | 121 | 174 | 0.6 | 1.1 |
| Pleasant Hill | 8 | 6 | 4 | 2 | 21 | 5 | 93 | 195 | 4.6 | 14.4 |
| Polk City | 4 | 1 | 4 | 3 | 37 | 15 | 144 | 207 | 1.3 | 0.8 |
| Urbandale | 22 | 14 | 15 | 4 | 93 | 16 | 66 | 205 | 2.8 | 10.5 |
| Van Meter | 0 | 0 | 2 | 1 | 0 | 0 | - | - | - | - |
| Waukee | 40 | 34 | 32 | 19 | 138 | 87 | 97 | 128 | 3.5 | 4.7 |
| WDM | 14 | 6 | 28 | 13 | 84 | 15 | 38 | 58 | 2.0 | 4.8 |
| TOTAL | 242 | 162 | 252 | 130 | 1055 | 393 | 85 | 152 | 2.8 | 4.9 |

| \$350,000 - \$399,999 | | | | | | | | | | |
|------------------------------|------------|-----------|------------|------------|------------|------------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 2 | 0 | 3 | 0 | 13 | 0 | 43 | - | 1.8 | - |
| Altoona | 8 | 4 | 8 | 5 | 23 | 18 | 73 | 89 | 4.2 | 2.7 |
| Ankeny | 34 | 19 | 65 | 40 | 144 | 68 | 69 | 99 | 2.8 | 3.4 |
| Bondurant | 1 | 0 | 3 | 3 | 7 | 3 | 9 | - | 1.7 | 0.0 |
| Carlisle | 0 | 0 | 2 | 1 | 4 | 2 | 34 | - | 0.0 | 0.0 |
| Clive | 5 | 3 | 7 | 0 | 48 | 11 | 90 | 153 | 1.3 | 3.3 |
| Cumming | 0 | 0 | 0 | 0 | 2 | 0 | 4 | - | 0.0 | - |
| Des Moines | 6 | 2 | 8 | 1 | 34 | 3 | 29 | - | 2.1 | 8.0 |
| Granger | 1 | 0 | 2 | 1 | 5 | 3 | 10 | - | 2.4 | 0.0 |
| Grimes | 4 | 3 | 4 | 1 | 28 | 16 | 108 | 161 | 1.7 | 2.3 |
| Indianola | 1 | 0 | 1 | 0 | 8 | 1 | 26 | - | 1.5 | 0.0 |
| Johnston | 6 | 2 | 9 | 4 | 41 | 9 | 79 | 158 | 1.8 | 2.7 |
| Norwalk | 9 | 3 | 8 | 2 | 27 | 18 | 117 | 169 | 4.0 | 2.0 |
| Pleasant Hill | 1 | 1 | 6 | 2 | 10 | 3 | 50 | 30 | 1.2 | 4.0 |
| Polk City | 2 | 2 | 8 | 4 | 13 | 8 | 53 | 78 | 1.8 | 3.0 |
| Urbandale | 16 | 7 | 17 | 7 | 80 | 27 | 110 | 206 | 2.4 | 3.1 |
| Van Meter | 0 | 0 | 2 | 2 | 11 | 5 | 67 | 53 | 0.0 | 0.0 |
| Waukee | 22 | 20 | 25 | 19 | 55 | 24 | 85 | 127 | 4.8 | 10.0 |
| WDM | 12 | 6 | 31 | 15 | 84 | 30 | 102 | 150 | 1.7 | 2.4 |
| TOTAL | 130 | 72 | 209 | 107 | 637 | 249 | 81 | 125 | 2.4 | 3.5 |

***SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN THE LAST 12 MONTHS
(AS OF OCTOBER 2020)**

| \$400,000 - \$449,999 | | | | | | | | | | |
|-----------------------|-----------|-----------|------------|-----------|------------|------------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 1 | 0 | 1 | 0 | 8 | 3 | 33 | 26 | 1.5 | 0.0 |
| Altoona | 2 | 0 | 2 | 1 | 15 | 10 | 54 | 78 | 1.6 | 0.0 |
| Ankeny | 16 | 12 | 32 | 17 | 82 | 44 | 85 | 126 | 2.3 | 3.3 |
| Bondurant | 0 | 0 | 1 | 1 | 3 | 2 | 62 | 91 | 0.0 | 0.0 |
| Carlisle | 0 | 0 | 1 | 1 | 1 | 1 | - | - | 0.0 | 0.0 |
| Clive | 3 | 1 | 7 | 2 | 33 | 9 | 80 | 112 | 1.1 | 1.3 |
| Cumming | 1 | 1 | 0 | 0 | 2 | 0 | 77 | - | 6.0 | - |
| Des Moines | 6 | 2 | 5 | 1 | 26 | 3 | 72 | 120 | 2.8 | 8.0 |
| Granger | 0 | 0 | 1 | 1 | 1 | 0 | - | - | 0.0 | - |
| Grimes | 5 | 1 | 8 | 4 | 18 | 9 | 81 | 111 | 3.3 | 1.3 |
| Indianola | 2 | 1 | 1 | 0 | 6 | 0 | 56 | - | 4.0 | - |
| Johnston | 5 | 0 | 10 | 1 | 35 | 6 | 92 | 224 | 1.7 | 0.0 |
| Norwalk | 7 | 5 | 4 | 3 | 15 | 4 | 69 | 175 | 5.6 | 15.0 |
| Pleasant Hill | 2 | 0 | 2 | 1 | 5 | 1 | 34 | 7 | 4.8 | 0.0 |
| Polk City | 0 | 0 | 6 | 2 | 8 | 4 | 55 | 75 | 0.0 | 0.0 |
| Urbandale | 4 | 3 | 10 | 4 | 48 | 13 | 69 | 106 | 1.0 | 2.8 |
| Van Meter | 1 | 0 | 2 | 2 | 1 | 0 | - | - | 12.0 | - |
| Waukee | 12 | 6 | 7 | 5 | 38 | 13 | 93 | 141 | 3.8 | 5.5 |
| WDM | 10 | 5 | 14 | 9 | 48 | 18 | 59 | 83 | 2.5 | 3.3 |
| TOTAL | 77 | 37 | 114 | 55 | 393 | 140 | 74 | 114 | 2.4 | 3.2 |

| \$450,000 - \$499,999 | | | | | | | | | | |
|-----------------------|-----------|-----------|-----------|-----------|------------|------------|-----------|-----------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 0 | 0 | 3 | 2 | 1 | 1 | - | - | 0.0 | 0.0 |
| Altoona | 1 | 1 | 1 | 0 | 7 | 2 | 57 | 6 | 1.7 | 6.0 |
| Ankeny | 14 | 7 | 17 | 4 | 41 | 17 | 50 | 57 | 4.1 | 4.9 |
| Bondurant | 0 | 0 | 0 | 0 | 1 | 0 | 90 | - | 0.0 | - |
| Carlisle | 0 | 0 | 0 | 0 | 0 | 0 | - | - | - | - |
| Clive | 5 | 2 | 5 | 1 | 32 | 16 | 79 | 76 | 1.9 | 1.5 |
| Cumming | 1 | 1 | 0 | 0 | 2 | 0 | 68 | - | 6.0 | - |
| Des Moines | 2 | 0 | 4 | 1 | 24 | 3 | 46 | 19 | 1.0 | 0.0 |
| Granger | 0 | 0 | 1 | 1 | 2 | 2 | 49 | 49 | 0.0 | 0.0 |
| Grimes | 4 | 1 | 2 | 0 | 13 | 7 | 81 | 79 | 3.7 | 1.7 |
| Indianola | 2 | 1 | 1 | 0 | 5 | 2 | 35 | - | 4.8 | 6.0 |
| Johnston | 3 | 0 | 6 | 2 | 15 | 3 | 87 | 266 | 2.4 | 0.0 |
| Norwalk | 6 | 3 | 5 | 4 | 13 | 7 | 48 | 33 | 5.5 | 5.1 |
| Pleasant Hill | 0 | 0 | 0 | 0 | 1 | 0 | 59 | - | 0.0 | - |
| Polk City | 0 | 0 | 2 | 1 | 3 | 2 | 3 | 2 | 0.0 | 0.0 |
| Urbandale | 7 | 2 | 12 | 5 | 32 | 9 | 80 | 142 | 2.6 | 2.7 |
| Van Meter | 0 | 0 | 0 | 0 | 1 | 1 | - | - | 0.0 | 0.0 |
| Waukee | 6 | 3 | 10 | 5 | 23 | 10 | 90 | 134 | 3.1 | 3.6 |
| WDM | 7 | 2 | 10 | 3 | 36 | 18 | 80 | 110 | 2.3 | 1.3 |
| TOTAL | 58 | 23 | 79 | 29 | 252 | 100 | 68 | 85 | 2.8 | 2.8 |

***SOLD INCLUDES SINGLE FAMILY HOMES SOLD IN THE LAST 12 MONTHS
(AS OF OCTOBER 2020)**

| \$500,000 - \$549,999 | | | | | | | | | | |
|-----------------------|-----------|-----------|-----------|-----------|------------|-----------|-----------|------------|---------------|-----------------|
| City | ACT | NC ACT | PND | NC PND | SLD | NC SLD | DOM | NC DOM | Months Supply | NC Month Supply |
| Adel | 0 | 0 | 0 | 0 | 2 | 0 | 69 | - | 0.0 | - |
| Altoona | 0 | 0 | 1 | 0 | 1 | 0 | 57 | - | 0.0 | - |
| Ankeny | 4 | 3 | 14 | 11 | 23 | 14 | 57 | 66 | 2.1 | 2.6 |
| Bondurant | 0 | 0 | 0 | 0 | 1 | 1 | - | - | 0.0 | 0.0 |
| Carlisle | 0 | 0 | 0 | 0 | 0 | 0 | - | - | - | - |
| Clive | 2 | 0 | 6 | 3 | 21 | 8 | 82 | 90 | 1.1 | 0.0 |
| Cumming | 0 | 0 | 1 | 0 | 1 | 1 | - | - | 0.0 | 0.0 |
| Des Moines | 3 | 0 | 1 | 0 | 12 | 2 | 41 | 36 | 3.0 | 0.0 |
| Granger | 0 | 0 | 0 | 0 | 2 | 1 | 127 | 128 | 0.0 | 0.0 |
| Grimes | 3 | 3 | 4 | 0 | 5 | 2 | 42 | 34 | 7.2 | 18.0 |
| Indianola | 0 | 0 | 0 | 0 | 1 | 1 | 54 | 54 | 0.0 | 0.0 |
| Johnston | 2 | 0 | 1 | 0 | 14 | 4 | 79 | 39 | 1.7 | 0.0 |
| Norwalk | 3 | 2 | 4 | 3 | 8 | 2 | 78 | 12 | 4.5 | 12.0 |
| Pleasant Hill | 1 | 0 | 0 | 0 | 0 | 0 | - | - | - | - |
| Polk City | 5 | 0 | 1 | 0 | 9 | 3 | 110 | 162 | 6.7 | 0.0 |
| Urbandale | 11 | 6 | 6 | 1 | 25 | 9 | 129 | 214 | 5.3 | 8.0 |
| Van Meter | 0 | 0 | 0 | 0 | 1 | 0 | 347 | - | 0.0 | - |
| Waukee | 7 | 5 | 3 | 2 | 11 | 4 | 75 | 114 | 7.6 | 15.0 |
| WDM | 11 | 7 | 6 | 4 | 27 | 16 | 114 | 155 | 4.9 | 5.3 |
| TOTAL | 52 | 26 | 48 | 24 | 164 | 68 | 88 | 110 | 3.8 | 4.6 |



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