

## DES MOINES AREA SINGLE FAMILY SALES ANALYSIS

Using the Des Moines Rapattoni Multiple Listing Service, we have researched single-family, detached residential sales in Polk, Dallas and Warren Counties since 2000. The information is presented by year and is broken into two categories: \$0 to \$250,000 and \$251,000 plus. The number of closed sales, average selling price and average days on market is shown for each year.

**TABLE 1: SALES \$0 - \$250,000**

	<b>2007</b> (Thru 08/14/07)	<b>2006</b>	<b>2005</b>	<b>2004</b>	<b>2003</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>
Sales	3,880	6,621	7,050	6,776	6,666	6,152	6,251	6,087
Avg Price	\$141,771	\$138,787	\$137,472	\$137,092	\$132,715	\$127,764	\$124,783	\$119,259
Avg DOM	72	69	68	69	70	106	103	102

**TABLE 2: SALES \$0 - \$250,000 PERCENT CHANGE**

	<b>05-06</b>	<b>04-05</b>	<b>03-04</b>	<b>02-03</b>	<b>01-02</b>	<b>00-01</b>
Sales	-6.1%	4.0%	1.7%	8.4%	-1.6%	2.7%
Avg Price	1.0%	0.3%	3.3%	3.9%	2.4%	4.6%
Avg DOM	1.5%	-1.4%	-1.4%	-34.0%	2.9%	1.0%

The sales volume for the under \$250,000 market has slowed since its high in 2005 with sales declining 6.1 percent in 2006. If the sales volume for 2007 continues at its current pace, the total number of sales would be 17 percent lower than the previous year.

The average sales price is still rising, but at a slower rate compared to 2003 and 2004. The average days on market has remained steady over the last 4 years and is significantly down from 2002.

**TABLE 3: SALES \$251,000 AND OVER**

	<b>2007</b> (Thru 08/14/07)	<b>2006</b>	<b>2005</b>	<b>2004</b>	<b>2003</b>	<b>2002</b>	<b>2001</b>	<b>2000</b>
Sales	767	1,354	1,297	1,163	892	658	558	483
Avg Price	\$365,178	\$371,807	\$352,814	\$350,095	\$354,578	\$353,123	\$349,335	\$359,133
Avg DOM	106	103	110	98	97	167	152	136

**TABLE 4: \$251,000 AND OVER PERCENT CHANGE**

	<b>05-06</b>	<b>04-05</b>	<b>03-04</b>	<b>02-03</b>	<b>01-02</b>	<b>00-01</b>
Sales	4.4%	11.5%	30.4%	35.6%	17.9%	15.5%
Avg Price	5.4%	0.8%	-1.3%	0.4%	1.1%	-2.7%
Avg DOM	-6.4%	12.2%	1.0%	-41.9%	9.9%	11.8%

The market segment over \$251,000 has experienced an increasing sales volume since 2000. The largest gains occurred in 2003 and 2004. However, this years sales appear to be approximately 20 percent lower than 2006 if the market were to continue at the same pace.

The average sales price increased at a pace of 5.4 percent in 2006. So far this year the average sales price is approximately 1.8 percent lower than the previous year. The average number of days to sell has also increased since the low in 2003 and 2004.