

Facts & Trends



Brockette Homes

www.BrocketteHomes.com
Cedar Rapids Office

Beth Brockette, Broker-Associate

(319) 551-8692

BethBrockette@RuhlHomes.com

Katie Reck, REALTOR

(319) 327-7992

KatieReck@RuhlHomes.com

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Real Estate Practices Changing For The Better in July - If NAR Settlement Is Approved By Courts

In March, the National Association of Realtors (NAR) announced it had entered into a settlement agreement with class action plaintiffs in what is known as the Sitzer Burnett case, pending approval by the court. The basis of the suit is rooted in the most common way in which residential real estate is transacted in the country, which is sellers hiring an agent to represent their interest for a professional fee, and then offering compensation to an agent who brings the buyer as an incentive to get their home sold.

More Transparency For Buyers and Sellers

Written Buyer Representation Agreements will be required just as Listing Agreements are required with Sellers. Agreements need to be signed before showing properties. **These will provide transparent disclosure of the services provided and fees charged for buyer agent services and options on how fees can be paid by the buyer.** It also explains agency and buyer representation options. Since about 75% of sellers are also buyers, they too will benefit from greater clarity on compensation options.

Real estate brokerages are regulated by the individual states. Many states already require buyer agreements. Legislation is in process requiring usage in Iowa by this July and in Illinois by January 2025. The NAR settlement requires implementation by July 2024.

Media Coverage Not Accurate

Since the settlement announcement, there have been numerous articles and stories in the media on what this means for buyers and sellers. Regrettably,

many reflect a profound lack of understanding of the real estate business as well as mistaken claims. We'd like to share some of the statements we've read or heard, and then share a more accurate perspective.

1) The settlement forces real estate brokers to reduce their compensation. **False**

The settlement in no way establishes any standard or limitation on Realtors for what they may charge, nor the services they elect to deliver. Realtor fees have always been fully negotiable. Realtors may cooperate on transactions toward a common goal yet are fiercely independent and highly competitive with one another when working on behalf of their clients. In every market you will find real estate representation at almost every price, and just as many different levels of service and competency. We would argue there is more variation in real estate pricing than in almost any other product or service one will ever purchase. Now there are comparisons to what fees are in the U.S.A. vs. some other countries, yet in many of the countries referenced the real estate professional is an employee with benefits and often salaries with bonuses. The vast majority of real estate professionals in the U.S. are one hundred percent performance paid through commissions, and make nothing **if their client doesn't close the deal.**

2) The settlement will, for the first time, allow sellers to no longer pay compensation for an agent bringing the buyer. **False**

Real Estate Practices Changing For The Better In July - If NAR Settelement Is Approved By Courts

There has never been any obligation for a seller to pay buyer agent compensation at any time, yet it has been a historical practice that's worked exceedingly well since the advent of modern residential real estate. This merely prohibits any reference of buyer compensation from the seller on association owned MLS systems.

3) The settlement will prohibit sellers from paying a commission to a buyer's agent. **False**

The practice of whether to pay a buyer's agent is totally a seller's decision and nothing changes in terms of options. Many of us would suggest that the most important outcome is the successful sale of the property on the seller's terms, and having the greatest incentive to buyers agents to show and sell the home is the best way to achieve their goals.

4) The settlement will now relieve sellers of any financial burden of buyer agent fees. **False**

Although sellers can elect not to pay any buyer agent compensation, that doesn't mean they will avoid the economics. Buyers may easily write into any offer a contingency requiring that the seller cover the cost, or may request other concessions such as closing cost assistance in the dollar amount they are paying their representative.

5) The settlement ultimately reduces the total cost of transaction services as sellers will no longer pay buyer agent compensation. **False**

Should sellers now choose to compensate only the listing agent, it merely means that buyers, rather than sellers, will now have to pay for their own representation if they don't require the seller to pay as a contingency of the contract. Realtor services are not free, nor should they be. In instances where two parties may now share the cost of services rather than one doesn't mean the total cost of the transaction has been lowered.

6) The settlement will serve to meaningfully lower real estate prices and make homeownership affordable again. **False**

The settlement is unlikely to directly affect overall real estate prices, which are primarily driven by market supply and demand. **The real reason home ownership is increasingly less affordable is that home values in our markets have risen dramatically in recent years, and mortgage rates have increased.**

7) The settlement is a win for buyers who will now be able to negotiate the fee for representation. **Highly questionable.**

For those who have purchased one or more homes over the years, you likely appreciated that the seller covered your agent's fee, saving you the burden of additional out-of-pocket expenses. For buyers who had to scrape up enough money for the down payment and closing expenses, **having the commission paid by the seller and incorporated into the price of the home allowed the buyer to finance the amount over time rather than coming up with thousands of additional dollars at closing.** The reality is that most mortgages are ultimately sold to Fannie Mae and Freddie Mac, and both have no provisions for commissions to be financed. In fact, the VA loan program expressly prohibits the borrower from paying any form of commission in a real estate transaction. So just how is a veteran who has honorably served his or her country now better off without representation? We don't think so.

8) The settlement will result in significant restitution to real estate consumers who were "harmed" over recent years in their transactions by Realtors. **False**

The settlement figure is huge, yet when one divides the amount by the number of potentially qualifying consumers it works out to about \$10 per person. The only people truly profiting are the class action attorneys who have submitted a request to the court for over \$80 million in legal fees.

A Positive Outlook On The Future Of Real Estate

As we look ahead, Ruhl&Ruhl Realtors view these developments as an opportunity to highlight the true value of professional real estate agents. This settlement will help refine the industry, pushing out less committed agents and spotlighting those who provide exceptional service. With fewer agents in the market, the professionalism and dedication of seasoned Realtors will shine brighter than ever. We remain committed to leading by example, underscoring the importance of quality and integrity in every transaction.

Partial Source: Budge Huskey, President and CEO of Premier Sotheby's International Realty

Quad Cities MLS Statistics - Iowa & Illinois Combined

Through March	2020	2021	2022	2023	2024	% Change 2024 vs. 2023
Current MLS Listings	1,017	416	377	457	488	+6.8%
Average Sales Price	\$165,700	\$184,300	\$189,500	\$189,900	\$231,900	+22.1%
Total Sales Volume	\$152,442,800	\$174,512,600	\$199,953,800	\$146,962,800	\$177,169,000	+20.6%
Total # of Sales YTD	920	947	1,055	774	764	-1.3%

NAI Ruhl Commercial Announces Leadership Changes

We are pleased to announce the appointment of Chris Beason as President of NAI Ruhl Commercial Company. Chris, who has been leading the residential company, Ruhl&Ruhl Realtors, as its President, now extends his leadership to encompass the commercial division. He joins John G. Ruhl, who will continue as a principal and on the leadership team in his new role as Managing Director, focusing on key strategy initiatives for company growth and direction, Chairman of the Leadership Board, brokerage for clients, as well as management of his investment portfolio.

Alongside Chris, we also congratulate Pete Hadjis, who has been named as Sales Manager/Vice President for NAI Ruhl Commercial Company.

Chris Beason shared his vision for the company, stating, "I am honored to take on the role of President at NAI Ruhl Commercial. My focus will be on driving innovation and collaboration across our diverse sectors, ensuring we continue to provide exceptional service and value to our clients. I look forward to working closely with our talented team to build on our strong foundation and embrace future opportunities."

John G. Ruhl expressed his support for the new direction, saying, "I fully support Chris's leadership and his vision for harnessing the unified strength of our residential and commercial operations. I am excited to see the company thrive under his guidance and to have the time to focus on higher level initiatives to plot the future success of the commercial team."



Pete Hadjis

Pete Hadjis, the newly-appointed Sales Manager, added, "I am thrilled to join the leadership team at NAI Ruhl Commercial. I will strive to enhance operational efficiency, nurture the development of our new agents, work side by side with our exceptional seasoned agents, and uphold the unparalleled standards of service that define

our company. I am committed to working closely with Chris, John, and the entire team as we forge ahead with our strategic goals and continue our tradition of excellence in the commercial real estate sector."

Iowa Cropland Values Are Stable

The Land Trends and Value Survey, presented by the Iowa Farm and Land Chapter #2 REALTORS Land Institute, reported a 3.1 % decrease in value on a statewide average for the September 2023 to March 2024 time period. This is following the March 2023 to September 2023 time period that showed a 0.2% decrease, giving us a 12-month decrease of 3.3% for the state of Iowa on tillable acres. After a period of rapidly increasing values, the tillable land market has leveled off and softened slightly. Pastureland (down 2.2%) and Timberland (down 2.2%) followed the trend of tillable acres and saw small decreases for the six-month period as well.

Survey respondents described the market as being "tentative" and "selective" but "surprisingly stable". There continues to be a lower supply of land offered to the market, helping to hold values despite lower net farm incomes vs recent years. Local farmer buyers continue to be the most active in the market as investor interest is slowing.

"The recent survey reflects the leveling of the land market we experienced in the last year due to the higher interest environment and lower commodity price trends" said Eric Schlutz, ALC, Realtor, and manager of the Ruhl&Ruhl Realtors Muscatine Office.

"Farmland values have taken a pause in the upward growth that we experienced over the past several years. In our area of eastern Iowa and western Illinois the market is best described as being stable with demand for land still considered to be good especially for top quality, highly tillable parcels. However, in general the supply of available land for sale is very low and transactions are less than a year ago, thereby giving some support to values. It isn't surprising that growth in farmland values have slowed given the increased interest rates and lower current prices for commodities experienced these past several months. This will be an interesting marketing year for land as we see if land for sale remains tight and if buyer demand remains good based on what interest rates do and what farm incomes will be further into this year" said Dennis Stolk, ALC, Farm and Land Specialist with Ruhl Farm&Land.

For the survey, participants are asked to estimate the average value of farmland as of March 1, 2024. These estimates are for bare, unimproved land with a sale price on a cash basis. Pastureland and timberland values were also requested as supplemental information.

Ruhl Farm&Land, a division of Ruhl&Ruhl Realtors, is focused on the sale, purchase and marketing of land, farms and acreages.

Part of Iowa	High Quality Crop Land	Medium Quality Crop Land	Low Quality Crop Land	Timber
East Central	\$15,355/acre	\$12,403/acre	\$8,437/acre	\$4,545/acre
Northeast	\$15,224/acre	\$11,864/acre	\$8,422/acre	\$4,930/acre
Southeast	\$14,524/acre	\$10,293/acre	\$6,893/acre	\$4,183/acre

2024 Regional Real Estate Activity

Through March	Average 2024 Sales Price	% Change in Average Sales Price from 2023	2024 Number Sold	% Change in Number Sold from 2023	2024 Sales Volume	% Change in Sales Volume from 2023	Active Listing Count 2024	% Change in Active Listings from 2023	Months of Inventory
Burlington Area	\$148,900	+15%	169	-9%	\$25,166,100	+4%	194	+10%	2.3
Cedar Rapids Area	\$250,400	+8%	711	-11%	\$178,017,000	-4%	854	+10%	1.9
Clinton/Camanche/Fulton Area	\$151,000	+15%	109	-8%	\$16,462,100	+6%	95	+23%	1.5
DeWitt Area	\$253,000	+24%	27	+50%	\$6,831,700	+86%	17	+55%	1.7
Dubuque Area	\$250,300	+10%	229	-7%	\$57,317,300	+2%	177	+13%	1.5
Galena & Galena Territory	\$314,700	-1%	39	-17%	\$12,273,300	-18%	32	-16%	2.5
Galesburg Area	\$105,700	-8%	95	-6%	\$10,037,300	-13%	55	+6%	0.6
Illinois Quad Cities	\$171,200	+20%	359	-7%	\$61,468,900	+11%	171	-16%	1.0
Iowa Quad Cities	\$285,700	+21%	405	4%	\$115,700,100	+26%	317	+25%	1.1
Iowa City Area	\$309,400	+5%	436	-11%	\$134,891,500	-7%	1,112	+9%	5.3
Muscatine/Wilton Area	\$197,400	-5%	87	+9%	\$17,170,100	+3%	76	+55%	1.7
Southwest Wisconsin Area	\$223,000	+19%	102	+28%	\$22,748,400	+51%	75	-6%	2.1
2024 Regional Total	\$237,700	+10%	2,768	-6%	\$658,083,800	+4%	3,175	+10%	

First Quarter Sales Volume Up 4% Due To 10% Increase In Inventory

Across our region, sales volume increased by 4% compared to the first quarter of 2023. This is due primarily to a 10% increase in active inventory stimulating activity. There is variation from market to

market, as shown in the chart above. It is still a seller's market, evidenced by the low months of inventory in most markets. Only Iowa City is a balanced market due in part to a high number of new construction homes available.

Home Price Appreciation Continues In 2024

The Federal Housing Finance Agency published the 2023 Q4 Housing Price Index report and national data shows home prices rose 6.5% between the fourth quarter of 2022 and the fourth quarter of 2023. House prices were up 1.5% compared to the third quarter of 2023.

Nationally, the U.S. housing market has experienced positive annual appreciation each quarter since the start of 2012.

The five-year home appreciation in our region was between 33.20% and 41.94% with all of our regional Metropolitan Statistical Areas experiencing positive gains.

In the past year, home prices in our markets have increased: +4.09% in Iowa City; +9.10% in Cedar Rapids; and +7.13% in the Quad Cities. This compares to other cities: Des Moines +4.59% and Chicago +6.96%. Of course, there is variation based on price range and location of properties, with more affordable properties appreciating more and expensive properties appreciating less.

"U.S. house prices increased modestly over the course of 2023," said Dr. Anju Vajja, Acting Deputy Director for FHFA's Division of Research and Statistics. "However, the market showed signs of softening as house price appreciation was lower in the fourth quarter of the year than in the previous quarter."

"The latest FHFA.gov HPI Report highlights the continued stability of our local housing market, with most areas still experiencing lower than normal inventory levels. While there has been a year-over-year increase in listings, strong buyer demand continues to uphold a consistent supply and demand dynamic, leading to steady overall home price appreciation. However, it's important to recognize that, just as there are significant variations from market to market, individual neighborhoods and price points within our region also experience differing rates of appreciation," said Chris Beason, President of Ruhl&Ruhl Realtors.

Metropolitan Statistical Area (MSA)	Percent Change in House Prices	
	1 Year	5 Years
Cedar Rapids, IA	+9.10%	+38.55%
Davenport-Moline-Rock Island, IA-IL	+7.13%	+37.21%
Des Moines-West Des Moines, IA	+4.59%	+41.94%
Iowa City, IA	+4.09%	+33.20%
Waterloo-Cedar Falls, IA	+11.02%	+38.55%
USA	+6.49%	+59.23%

Information courtesy of the Federal Housing Finance Agency (FHFA) for the fourth quarter of 2023. FHFA stats always run one quarter behind. Their full report is available at www.fhfa.gov.

Regional Residential Real Estate Activity

<i>Through March</i>	Current MLS Listings	% of Active Listings	2024 Avg. Sales Price	2024 Sales Volume	2024 # Sold	% of Unit Sales	Sales/ List	2023 Avg. Sales Price	2023 Sales Volume	2023 # Sold
Burlington Area	194		\$148,900	\$25,166,100	169		95%	\$129,700	\$24,133,200	186
Cedar Rapids Area	854		\$250,400	\$178,017,000	711		99%	\$231,700	\$184,696,200	797
Southeast Cedar Rapids	32	4%	221,800	13,529,200	61	9%	98%	187,800	11,828,600	63
Northeast Cedar Rapids	58	7%	228,100	17,794,800	78	11%	98%	230,600	27,674,000	120
Southwest Cedar Rapids	68	8%	226,500	18,798,900	83	12%	99%	174,600	12,744,700	73
Northwest Cedar Rapids	21	2%	217,600	13,706,500	63	9%	100%	184,100	12,887,300	70
Hiawatha & Robins	26	3%	339,300	6,107,600	18	3%	98%	318,600	5,097,600	16
Marion	70	8%	303,100	25,160,500	83	12%	99%	271,800	23,921,600	88
Mechanicsville, Anamosa, Mt. Vernon, Lisbon, etc.	100	12%	255,100	22,702,200	89	13%	97%	219,800	19,118,300	87
Walford, Fairfax, Atkins, etc.	101	12%	224,200	16,813,800	75	11%	98%	212,300	18,258,600	86
Corridor Area: Solon, Ely, Swisher	62	7%	470,900	15,539,000	33	5%	98%	481,800	13,971,500	29
Condominiums	316	37%	217,700	27,864,500	128	15%	99%	237,500	39,194,000	165
Clinton/Camanche/Fulton Area	95		\$151,000	\$16,462,100	109		93%	\$131,700	\$15,535,600	118
DeWitt Area	17		\$253,000	\$6,831,700	27		95%	\$204,400	\$3,678,600	18
Dubuque Area	177		\$250,300	\$57,317,300	229		96%	\$227,200	\$56,115,700	247
Dubuque	94	53%	265,500	40,084,400	151	66%	96%	234,600	39,409,000	168
North, South and West Dubuque	67	38%	212,700	13,610,900	64	28%	95%	204,700	13,306,400	65
Illinois	12	7%	283,000	1,698,000	6	3%	94%	259,000	2,589,900	10
Wisconsin	4	2%	240,500	1,924,000	8	3%	96%	202,600	810,400	4
Galena & Galena Territory	32		\$314,700	\$12,273,300	39		94%	\$319,300	\$15,006,300	47
Galena	14	44%	263,500	3,688,400	14	36%	94%	351,800	11,607,800	33
Galena Territory	18	56%	343,400	8,584,900	25	64%	94%	242,800	3,398,500	14
Galesburg Area	55		\$105,700	\$10,037,300	95		92%	\$114,500	\$11,562,700	101
Illinois Quad Cities	171		\$171,200	\$61,468,900	359		98%	\$142,900	\$55,151,700	386
Rock Island	36	21%	150,600	12,199,200	81	23%	99%	107,700	8,398,000	78
Milan & Rural Rock Island County	9	5%	205,700	4,320,700	21	6%	99%	177,900	3,379,700	19
Moline	36	21%	158,400	12,989,000	82	23%	99%	148,800	12,798,800	86
Coal Valley, Rural Moline, Miscellaneous	1	1%	257,000	2,569,800	10	3%	99%	203,400	1,627,500	8
East Moline & Silvis	24	14%	181,900	9,094,700	50	14%	100%	149,900	8,695,100	58
Port Byron, Upper Rock Island County	10	6%	292,200	4,967,500	17	5%	95%	199,700	2,995,900	15
Mercer County	23	13%	146,600	4,836,700	33	9%	96%	113,700	5,117,500	45
Henry County	15	9%	155,800	7,166,100	46	13%	98%	159,100	8,433,600	53
Condominiums	17	10%	175,000	3,325,200	19	4%	97%	154,400	3,705,600	24
Iowa Quad Cities	317		\$285,700	\$115,700,100	405		100%	\$236,600	\$91,811,100	388
Davenport	145	46%	208,100	46,825,600	225	56%	100%	177,400	36,548,600	206
Bettendorf & Riverdale	67	21%	476,800	41,960,100	88	22%	102%	359,900	35,988,400	100
Blue Grass, Buffalo, Durant & Walcott	17	5%	249,900	3,498,900	14	3%	98%	247,900	4,462,200	18
LeClaire, Pleasant Valley & Princeton	11	3%	482,200	6,750,300	14	3%	98%	309,000	4,326,300	14
North Scott	43	14%	367,800	9,195,900	25	6%	99%	255,400	4,086,800	16
Condominiums	34	11%	191,500	7,469,300	39	10%	99%	188,200	6,398,800	34
Iowa City Area	1,112		\$309,400	\$134,891,500	436		98%	\$294,700	\$144,687,800	491
Iowa City	187	17%	395,200	32,802,500	83	19%	95%	330,600	33,722,300	102
Coralville	64	6%	366,000	11,713,300	32	7%	99%	531,200	11,155,600	21
Northwest Iowa City	81	7%	435,500	15,679,100	36	8%	99%	497,100	16,902,700	34
Northeast Iowa City	22	2%	332,500	2,992,200	9	2%	97%	253,700	3,551,500	14
Southeast Iowa City	14	1%	240,500	961,900	4	1%	98%	195,700	1,565,500	8
Southwest Iowa City	37	3%	274,100	8,498,400	31	7%	99%	211,800	4,660,300	22
Corridor Area	52	5%	360,000	3,960,300	11	3%	98%	312,300	6,245,100	20
Miscellaneous	177	16%	258,400	25,583,600	99	23%	99%	229,900	27,125,400	118
Condominiums	478	43%	249,600	32,700,200	131	30%	99%	261,600	39,759,400	152
Muscatine & Wilton Area	76		\$197,400	\$17,170,100	87		97%	\$208,200	\$16,653,800	80
Muscatine	48	63%	190,400	11,614,100	61	70%	98%	210,300	11,565,400	55
Wilton	4	5%	213,400	1,706,900	8	9%	98%	199,400	797,500	4
Muscatine Outlying	21	28%	214,200	3,642,100	17	20%	96%	224,200	3,811,500	17
Condominiums	3	4%	207,000	207,000	1	1%	100%	119,900	479,400	4
Southwest Wisconsin Area	75		\$223,000	\$22,748,400	102		95%	\$188,000	\$15,036,200	80

Ruhl&Ruhl Realtors Ranks As Iowa's Largest Independent Real Estate Company

Ruhl&Ruhl Realtors has ranked once again in 2023 as the largest independent real estate company in Iowa. The RealTrends 500 report ranked the Top 500 real estate companies in the country according to the number of residential transactions and sales volume. Ruhl&Ruhl Realtors ranks 133rd nationally based on 4,328 transactions closed.

*RealTrends 500 ranks companies on residential transactions only. When farm and land and commercial transactions are included, Ruhl&Ruhl Realtors closed 4,390 sides in 2023. On average, Ruhl agents closed 13.8 transactions in 2023.

"We are honored to be recognized as Iowa's #1 private independent real estate company. This recognition is a testament to the dedication and hard work of our team and the trust our clients place in us. Although we provide our agents and clients with top industry resources, it is our deep

community ties and responsiveness to local needs that are the key drivers of our success. Being a locally owned and operated business, we know that our relationships and local engagement not only differentiate us, but also fuel our achievements. We are deeply grateful to our team and clients for their continued support and for making our success possible," said Chris Beason, President of Ruhl&Ruhl Realtors

Additionally, NAI Ruhl Commercial Company, a joint venture with Ruhl&Ruhl Realtors, sold \$91 million in sales volume in 2023. They have 16 commercial agents. NAI Ruhl Property Management manages 1.808 million square feet of space, 405 HOA units, and 80 acres of land.

Ruhl Mortgage, also a joint venture, closed \$133,350,976 in loan volume in 2023, which was generated from 614 loans.

Company Name	2023 Transactions	2022 Transactions	% Change	2023 Volume
Ruhl&Ruhl Realtors <i>E Iowa, NW Illinois & SW Wisconsin</i>	4,328	5,194	-20%	\$971,800,407
Mel Foster Co. <i>Quad Cities</i>	1,782	2,289	-28%	\$400,646,469
Skogman Realty <i>Cedar Rapids & Iowa City</i>	2,228	2,676	-20%	\$612,219,396

*RealTrends 500 is based on residential transactions only. It excludes farms, land, and commercial properties.

Regional New Construction Inventory & Home Sales

Through March	Active Inventory 3/31/22	Active Inventory 3/31/23	Active Inventory 3/31/24	% Change in Inventory from 2023	Sales 2022	Sales 2023	Sales 2024	% Change in Sales from 2023
Cedar Rapids Area	66	165	166	+1%	41	30	37	+23%
Houses	26	104	108	+4%	36	23	35	+52%
Condos/Villas	40	61	58	-5%	5	7	2	-71%
Dubuque Area	40	55	35	-36%	18	7	15	+114%
Houses	20	35	21	-40%	15	5	12	+140%
Condos/Villas	20	20	14	-30%	3	2	3	+50%
Illinois Quad Cities (Rock Island County)	1	3	5	+67%	1	2	5	+150%
Houses	1	3	3	0%	1	2	1	-50%
Condos/Villas	0	0	2	+200%	0	0	4	+400%
Iowa Quad Cities (Scott County)	35	73	82	+12%	31	41	38	-7%
Houses	18	34	35	+3%	23	22	21	-5%
Condos/Villas	17	39	47	+20%	8	19	17	-11%
Iowa City Area	234	309	302	-2%	109	70	72	+3%
Houses	71	123	114	-7%	51	32	38	+19%
Condos/Villas	163	186	188	+1%	58	38	34	-11%
Total Regional Combined	376	605	590	-2%	200	150	167	+11%

New Housing Starts

New Homes Market Starts Strong

2024 arrived with a positive attitude!

Our regional larger market MLSs have reported an average sales increase of 11% for the first quarter of 2024 vs the same period last year. The increased sales have also encouraged regional builders enough to account for a nearly 20% increase in new home starts since the first of the year. House sales have led the way, registering a 27% unit sales increase, overcoming lagging condo sales that are down 9% YTD. YTD house sales have accounted for 64% of new home sales and condos make up the remaining 36%. However, current inventory reflects a makeup of just 48% houses and 52% condos. Regional average house sale prices dropped nearly 3% to \$472,108 while the average condo price increased 2.5% to 348,426. Our larger market results varied greatly. Details on sale prices and inventory levels are illustrated in the chart on page 6. New home starts are shown to the left.

CEDAR RAPIDS: A 52% increase in new house sales overcame a 71% decrease in condo sales, resulting in a combined 23% gain in YTD new home sales. The 4 Quadrants+Hiawatha+Robins segment recorded a 75% unit sales increase to pace the area, as the College Community District showed a small increase, and Marion sales fell 23%. 95% of all YTD new home sales were houses. The average area new house sale was \$392,646 (down 1.4% vs '23) and the average condo sale was \$373,556 (up 13.4%). Area inventory is consistent with this time last year and average list prices for both spec houses and condos are below the prices of a year ago. **YTD one Cedar Rapids area home sale in 11 is new construction vs one in 16 this time last year.** New housing starts in the area are up 71% YTD. Combined with the current inventory, this should give the Cedar Rapids area a great chance to build some sales momentum in 2024.

DUBUQUE: Rebounding from a slow sales period early last year, Dubuque area sales recorded a 114% jump in new home sales with house sales up 140% and condos up 50%. Despite the strong sales and a combined inventory decrease of 36%, area inventory remains at a combined 7 month supply. New starts YTD show an increase of over 65%, indicating that the area should have enough inventory available to sustain strong sales. Sales YTD showed the average new house sale to be \$473,342 (up 20%) with new condo sales at

Through March	2021	2022	2023	2024	% Change 2024 vs. 2023
Burlington Area	1	0	9	2	-78%
Burlington	1	0	4	2	-50%
West Burlington	0	0	5	0	-500%
Cedar Rapids Area	44	95	66	113	+71%
Cedar Rapids	29	28	31	44	+42%
Marion	1	35	15	15	0%
Rural Linn County	13	20	4	32	+700%
Hiawatha	1	12	16	22	+37%
Dubuque Area	40	42	27	49	+81%
Dubuque	8	11	3	14	+367%
East Dubuque	0	0	0	0	0%
Galena	2	0	0	0	0%
Jo Daviess County	2	5	7	8	+14%
Peosta	14	10	0	5	+500%
Surrounding Dubuque Area	14	16	17	22	+29%
Illinois Quad Cities	10	14	9	14	+56%
Moline & Coal Valley	3	0	3	3	0%
Rock Island	5	5	2	2	0%
East Moline & Hampton	0	0	0	2	+200%
Colona	0	1	0	0	0%
Port Byron	0	0	0	0	0%
Geneseo	0	1	1	1	0%
Rural Rock Island County & Milan	0	1	1	0	-100%
Silvis	0	3	0	0	0%
Whiteside County	2	3	2	5	+150%
Iowa Quad Cities	125	58	86	95	+10%
Davenport	17	9	28	63	+125%
Bettendorf	89	37	42	23	-45%
Rural Scott County	10	8	13	0	-1300%
Eldridge & Long Grove	3	3	0	6	+600%
LeClaire & Princeton	6	0	1	1	0%
Blue Grass - city of	0	1	2	2	0%
Iowa City Area	61	116	69	78	+113%
Iowa City	24	21	18	8	-56%
Coralville & Tiffin	19	73	14	22	+57%
North Liberty	9	15	24	27	+12%
Rural Johnson County	6	6	12	5	-58%
Williamsburg, Wellman & Kalona	0	0	1	16	+200%
West Liberty & Tipton	3	1	0	0	0%
Muscatine Area	7	4	6	5	-17%
Muscatine	3	1	1	4	+300%
Muscatine County	4	3	5	1	-80%
Wilton	0	0	0	0	0%
Other Areas	3	2	4	5	+25%
Clinton, Camanche & Fulton	1	1	0	2	+200%
DeWitt	2	1	3	0	-300%
Maquoketa, Preston & Bellevue	0	0	1	3	+200%
Total Regional Starts	291	331	276	361	+31%

Source: Municipal offices. There may be additional new homes built which are not included with this data.

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New Homes Market Starts Strong continued from page 7
\$480,000 (up 121%). Current new listings are above those figures. **One home sale in 14 was new construction (vs 1 in 35 for the same period in 2023).**

IOWA CITY: This area experienced a 2% decrease in inventory vs 2023 but did register a 3% increase in sold units - maintaining a relatively stable market and the area's grip on its leadership of the region's new homes market. **YTD sales comprise 43% of our regional market total and 51% of current regional inventory. One in 4 area home sales is new construction.** The Tiffin market segment leads the way with over 30% of YTD sales. Area-wide sales show houses at 53%

of sales and condos at 47%, very different from the regional results of 64% and 36% noted earlier. The YTD average area new house sale is \$495,303 (down 4.4% vs the same period in '23) and the average condo sale is \$343,043 (up 3.8%). New home starts reported are similar to last year and should maintain stability in the Iowa City market.

QUAD CITIES: This area reported the same number of sales as in the first quarter of 2023 and has an 11% increase in current inventory, bolstered by a 26% increase in available condos. Scott County sales accounted for 88% of the area total unit sales and 94% of current inventory. The average Scott County

new house sale price rose 28%, to \$702,807 while the average condo sale dropped 3.4% to \$363,835. **One home sale in 11 in Scott County was new construction.**

In Rock Island County the average new house sale was \$345,000 (down 32%) while the average condo sale was \$217,000. There were no 2023 first quarter new condo sales for comparison. **One home sale in every 57 was a new home (vs one in 149 in '23).**

Although not every market is currently experiencing the same level of success in 2024, it is clear that consumers, developers, and builders are approaching this year with more confidence than might have been predicted.



Brockette Homes

www.BrocketteHomes.com
Cedar Rapids Office

Beth Brockette, Broker-Associate
(319) 551-8692

BethBrockette@RuhlHomes.com

Katie Reck, REALTOR

(319) 327-7992

KatieReck@RuhlHomes.com

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For further information or to be added to our mailing list, contact Caroline Ruhl or Veronica Pianca • 563.355.7474
5704 Utica Ridge Road • Davenport, Iowa 52807-3925 • CarolineRuhl@RuhlHomes.com or VeronicaPianca@RuhlHomes.com