

## RE Listings Sold In My #1 Service Area

(approx 48th to 34th & Hickman to Freeway)

Year	Units Sold	Median SP	% Increase
2000	184	98,000	Baseline
2001	212	104,000	6.1%
2002	199	112,000	7.7%
2003	177	118,000	5.3%
2004	170	124,900	5.8%
2005*	186	124,750	0.0%

\*Data for YTD 2005 is now complete. This is the first time in six years that the market in NW Des Moines has slowed down. If you are Seller or a Buyer, you need to be aware of these trends.

I added a new statistic with this issue -- Mean Sale Price. For calendar year 2005, the mean sale price was \$127,656.

From the data I've compiled, one can see that sellers will find that the importance of having the property in tip-top condition, ready for the market, has dramatically escalated. It's during times like these when REALTOR professionals have opportunities to prove their value to their clients.

Fortunately, for Sellers that are moving up, the price of the house they are buying has come down even more than the one they are selling, so it's still a great time to buy and sell -- **just be aware of the market trends.**

To get your property sold fast, pay attention to the list of things to do which your REALTOR has supplied. Usually, they are not kidding.

Note: If your home is currently listed with a Real Estate Broker, this letter is not a solicitation for that listing.

# Watch

## Event Calendar

### February 8

WPNA Board Meeting - CACC - 7:00PM  
DNA Board Meeting - 1st CC - 7:00PM

### February 24-26

#### Thresholds Arts Festival - To a Culture of Peace

Native American Arts and Issues --  
[www.ThresholdsFestival.com](http://www.ThresholdsFestival.com) or call 255-2181 for more info. This is the 5th Anniversary for the event.

### June 3-4

DNA House Tour - 2006

### June 3

41st St 7th Annual Yard Sales Event  
8 to Noon!

Check out <http://www.fallfestival.org/> for information on the Beaverdale Fall Festival.

**Get informed, stay informed. Join a local neighborhood association - today!**

**Areas served by this letter include Drake, Waveland Park, and Beaverdale.**

## Rehabbing Rental Property

(Source - "Want to be a landlord? Be smart about it" by Al Heavens)

*Published online at RealtyTimes.com*

The approach to rehabbing a rental is completely different to that of renovating your own home, and the trouble is that too many of my students didn't discover the difference until after the fact.

Others have tried to do it cheaply and have spent a considerable amount of money and time trying to undo it.

It's funny, too, because there are so many books on the market that purport to tell you how to rehab to rent, and, as I've found much to my dismay as I've tried to retool the course for small investors, virtually all don't make the cut.

So I've had to spend lots of time and effort trying to define and demonstrate "rental-quality renovation," just so these folks won't lose their shirts.

The definition I've come up with is this one:

Say you are a first-time homebuyer and don't have much money and your house needs work. Do what you really need to do and don't go deeply into debt to do it. Go laminate rather than granite, vinyl instead of quarry, Kenmore, not Dacor; GE instead of Bosch.

But do it tastefully.

## Current Listing Inventory

6416 Colby Ave	\$149,900
4429 Amick Ave	\$142,900
4024 Oxford	\$72,900

Visit [www.YourIowaHome.com](http://www.YourIowaHome.com) to learn more about these properties, and my services!

*\*Buy 1 Bagel with Cream Cheese  
Get a Second One -- FREE!*  
**MAGIC COUPON -** Exp. 2/28/06



6:30-6:30 M-F -- 7:00-6:30 S&S  
4040 University Avenue 274-8994  
(Coupon courtesy vendor & Andrew Lietzow--Iowa Realty Co)

*Complimentary King Fish Wine!  
w/Purchase of Two Dinner Entrees.*  
**MAGIC COUPON -** Exp. 2/28/06



5-9 T-T & 5-10 F-Saturday  
4345 Hickman Rd 255-4111  
[www.flyingmango.com](http://www.flyingmango.com)  
(Coupon courtesy vendor & Andrew Lietzow--Iowa Realty Co)

One Bite-Size Cheesecake --  
**FREE!**  
with Purchase of any Sandwich.  
**MAGIC COUPON -** Exp. 2/28/06



8-6 M-F -- 9-12:30 Saturday  
901 Beaver Ave 277.1935  
[www.flarahs.com](http://www.flarahs.com)  
(Coupon courtesy vendor & Andrew Lietzow--Iowa Realty Co)