



THE **KataLYST**
TEAM by 

Quarterly Report

April 1, 2022

"TRUST THROUGH TRANSPARENCY"

LETTER FROM THE EDITOR



Jared Husmann
PRESIDENT

It was once said that the only thing certain is “death and taxes,” well, I would like to add that the only certainty is that there are too many “uncertainties” in the world. If any of you can tell me what this year holds and what it will bring I am all ears! With a war raging in Europe now, record inflation, interest rates rising, and new highs still being hit in the stock market I can honestly say that I don’t know what the future holds!

The one thing I am certain of is that we all hold our own fates in our hands. As Iowan we value strong work ethic and

the ability to control our own fate through our actions and values. Is a recession or WWII forthcoming? I don’t know. But I do know that as Iowans our values and strong work ethic will always push us through uncertain and hard times and it is our ability to remain humble and work hard that will continue to define our local economy and market.

No matter what happens, always keep looking out of the front windshield and only look in the rear view mirror to truly see how far you’ve come since you’ve started!

Sincerely,
Jared Husmann



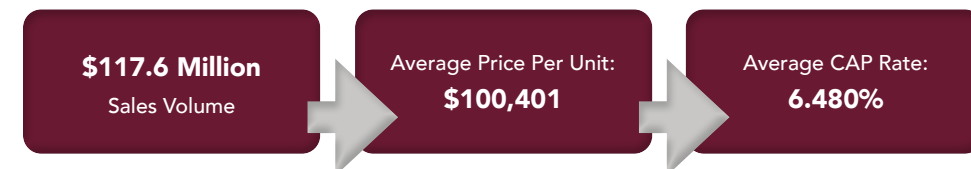
TABLE OF CONTENTS

Letter From The Editor	2
Central Iowa Market.....	4
Recent Transactions	5
Iowa Market/Economy	6
National Market/Economy	7

ECONOMY DATA:

The 1st quarter of the year has started off strong and on pace with 2021 thus far with over \$117 million of confirmed sales over

20 sales transactions (one of which we were unable to confirm sales information).



Based upon actionable sales data it appears that the price per unit and Cap rate have fallen from the 4th quarter of 2021 to 6.48% and \$100,401 price per unit. However, if all sales data was achieved it is our belief that we are on-pace with the 4th quarter in all statistics.

EXPLANATION OF THE DATA:

Out of the 20 sales transactions it appears that 9 of the 20 were out-of-state buyers with at least 3 of these being "new" to the Des Moines and Central Iowa marketplace. While this is

a healthy number of out-of-state purchases it is down slightly from the 2021 percentage of out-of-state money chasing deals in the marketplace.



RECENT ACTION IN 2021

MAXIMIZE YOUR **PRICE**
LYST WITH US!

810 Payton Ave | Des Moines IA

808 Bancroft St | Des Moines IA

3315 E 15th St | Des Moines IA

253 Franklin Ave | Des Moines IA

484 19th St | West Des Moines IA

1406 Albia Rd | Ottumwa IA

MAXIMIZE YOUR **BUY**
JOIN OUR **LYST!**

ECONOMY DATA:

Iowa to show positive growth across the state and five of the eight indicators are signaling positive growth in the Iowa

economy with unemployment, agricultural, the stock market, the yield spread, and building permits all pointing to further growth.



WHAT DOES THIS MEAN?

HOW DOES IT AFFECT YOUR BOTTOM LINE?

- The Iowa agricultural appears to be benefiting from supply chain issues and unrest in the world and this is leading to growth across the state.
- The residential building permits and single-family market remains strong and continues to push up home prices.
- The yield curve is beginning to compress due to the Federal Reserve tightening and it is worth noting that the last time this happened was in 2019 just before COVID-19 struck.

NATIONAL MARKET

ECONOMY DATA:

Nationally, multifamily rents have increased by 15.4 in the past year and occupancy rates remain strong at 95.0%. With the continued growth it is expected to begin

slowing as more supply of units becomes available in the Spring and interest rates begin to slow down the inflationary trend.

WHAT TO WATCH:

- The Federal Reserve has raised rates by 0.25% and stated their intentions of 6x rate hikes yet this year.
- The U.S. GDP in the 1st quarter of 2022 is expected to be 1.8% which down by 2.1% from the projected 3.9%.
 - o This is a symbol of a slowing economy and growth.



HOW TO PROFIT:

- Since the last report released the Ten-Year Treasury rate has risen by 1.03% and while this has yet to affect sale prices and Cap rates, buyers are beginning to signal their intentions of lower prices.
- With inflation running its highest in 40 years, rental rate increases NEED to be done or considered or other ways to pass-along extra costs to residents through RUB's.
- Compare your expenses in the first quarter of 2022 to the first quarter of 2021 and review how much your costs have risen in a 12-month time-frame in order to effectively raise rents or reposition your property to combat inflation.

BEHIND THE **DESK** :



Jared Husmann
PRESIDENT

Jared's Mother and Father who each respectively participated in Residential and Commercial investment, ownership, and development. At the age of 18 Jared began his own individual investment career by purchasing his first investment property. Within 6 years he built an investment portfolio of over 72 doors spread around Central Iowa over 30+ properties. Frustrated with Residential properties Jared began his career as a commercial real estate agent and made a commitment to help other owners and investors like himself by providing better services, data, communication, and life-experience than traditional agents who marketed themselves as "Investor-Agents."



Heather Hellman
DIRECTOR OF OPERATIONS

Heather came to us from working as a strategic analyst for a well-known annuity company in Urbandale. She has a love for numbers and fine-tuning systems. When Heather is not working, she can be found on any day running one of her 4 children to one of their many activities, or volunteering around her hometown of Panora. She enjoys spending time on their farm with all her animals...with chickens being her favorite. The one time city girl, has really adapted to the quiet, country life, and wouldn't have it any other way.

THE KatalYST
TEAM by 



Jared Husmann

The KatalYST Team by KW Commercial



4001 Westtown Parkway
West Des Moines, IA 50266



(515) 334-4900



info@KatalYSTteam.com



KatalYSTteam.com

Licensed to Sell Real Estate in Iowa

Disclaimer

Provider is a licensed real estate agent and has the rights to sell real estate in the state of Iowa.

All information was obtained via 3rd parties including but not limited to Yardi Matrix, Iowa-Leading Economic Indicators, CoStar, and more. All effort was made to ensure the accuracy, timeliness, and completeness of information provided for publication. KW Commercial does not guarantee, warrant, or represent that all information is accurate or complete and is not liable for any loss, claim, or demand arising from the direct or indirect use or reliance upon information provided.