

THE KRM COLLECTIVE

QUARTERLY NEWSLETTER | JULY 2022



CURRENT MARKET TRENDS

Are you thinking about selling your current home? If so, the biggest question on your mind may be: if I sell now, where will I go? If this resonates with you, there's something you should know. The number of homes coming onto the market is increasing and that could make it easier for you to move up this summer.

According to the latest data from realtor.com, the number of homes being listed for sale, known as new listings, has increased consistently this year.

While this news has clear benefits for buyers who are craving more options for their home search, what does that mean for current homeowners like you? It gives you two distinct opportunities in today's housing market.

Opportunity #1: Take Advantage of More Options for Your Move Up

If your current house no longer meets your needs or lacks the space and features you want, this gives you even more opportunity to sell and move up into the home of your dreams. As more options come to market, you'll have more to choose from when you search for your next home.

Partnering with a local real estate professional can help make sure you see these listings as soon as they come onto the market. And when you do find the one, that professional can advise you on how to write a winning offer to seal the deal.

Opportunity #2: Sell Before You Have More Competition

Just know that, in order to make sure your house shines above the rest, it may make sense to put your home up for sale before your neighbors do the same, creating more competition in your area. The increase in the number of homes being listed for sale is expected to continue, and a recent study from realtor.com says two-thirds of homeowners looking to sell say they'll do so by August.

A real estate professional can advise you on what you need to tackle to get your house ready to list so they can put that for sale sign up in your yard sooner rather than later. That's because the process of getting a home ready to sell isn't taking as long as you may think. As a result, you can capitalize on today's sellers' market and get ahead of the competition.

Bottom Line

If you're a current homeowner looking to sell, let's connect to begin the process. You have a unique opportunity to benefit from the additional homes being listed today and sell before your house has more competition.

Article Provided By:
Keeping Current Matters



FEATURED TEAM MEMBER

Meet Mallory Hansen! Mallory is our Estimating Manager and has been with us for 4 years. She embraces her challenging position with determination and a forward thinking mindset. Her daily duties include, but are not limited to; working with the estimating team to price new homes which includes spec and build-to-order homes, manage base plan and optional upgrade pricing, create and update budgets throughout the life of a job, vendor management and invoicing review. Mallory loves the variety of projects and requests she gets as it is definitely more challenging, but she shared "always working on something new is fun!" When she isn't working, you can find her enjoying time with her husband and 2-year old son, reading, or being outside.



Let Us Cover Your Closing Costs



Purchase a KRM Custom Home or Tanzanite Home, and we will COVER THE CLOSING COSTS for qualified borrowers!¹

Apply for your mortgage loan with HomeServices Lending by 12/31/2022 to purchase a KRM or Tanzanite Home, and we will pay for you:

- ✓ Appraisal Fee
- ✓ Credit Report Fee
- ✓ Abstract Fee
- ✓ Attorney Fee
- ✓ Flood Determination Fee
- ✓ Lender Fees
- ✓ Recording Fees




Contact me to discuss your home financing options.



HomeServices Lending™

Sean Watt

NMLS ID: 662163
 Senior Mortgage Consultant
 80 SE Laurel Street, Waukee, IA 50263
 Cell: (515) 707-4151 | Office: (515) 453-7815
 Email: SeanWatt@homeserviceslending.com
 Website: SeanWatt.homeserviceslending.com

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A NOTE FROM KIRK

Hello and welcome to the KRM Collective! This new, quarterly newsletter will keep you current on market trends, local happenings, and provide a behind the scenes look at what KRM Custom Homes has been up to. We pride ourselves on our quality of craftsmanship in each home and believe you will find the same value provided in our newsletter. We look forward to featuring our different product lines, building processes, and valuable employees that make KRM your preferred custom home builder.

Kirk Mickelsen



TANZANITE TIMELINE

We pride ourselves on our proven, highly efficient process. We understand your time is important, and we strive to have your home designed, constructed, and completed to our high-quality standards (and yours!) in a timely manner.

Customizing a plan to meet your specific needs, as well as making design selections for your home, is approximately a 45-day process.

We'll invite you to your Dig Day Experience, which is when the building excitement really begins! From there, you can expect it to be move-in ready in just a few months (typically 5-6, depending on the size of your home). We'll keep you updated every step of the way.

WHAT IS AN ABATEMENT?

A real estate abatement is a tax break offered by a state or municipality on certain types of real estate or business opportunities. A real estate tax abatement may reduce a home's property taxes for a period of time, or may grant tax breaks to businesses. This in turn lowers your house payment during the time of the abatement. See below for our communities that currently offer an abatement!



ABATEMENT COMMUNITIES

ALTOONA

- Country Cove Park**
- Tuscany Reserve**

Graduated | Exemption from taxation on first 75k for 5 years

DES MOINES

- Three Lakes Estates**

Graduated

100% year 1-3 | 75% year 4 | 50% year 5 | 25% year 6

INDIANOLA

- Deer Creek**
- Prairie Glynn**

Graduated

100% year 1 | 80% year 2 | 60% year 3 | 40% year 4 | 20% year 5

NORWALK

- Blooming Heights South**
- Hughes Century Crossing**

Legacy

- Timber Ridge**

Exemption from taxation on up to \$75,000 for 5 years of the assessed value



KRM GIVES BACK

Members from various departments of the KRM team recently donated their time and talents to assist with a Habitat for Humanity home. Habitat for Humanity is a nonprofit organization that helps families build and improve places to call home. They believe affordable housing plays a critical role in strong and stable communities.

Tracie Burrell, KRM Internal Project Manager expressed "Volunteering with our local Habitat for Humanity organization was a very fulfilling experience. We were able to work on a new home in the Drake neighborhood and were fortunate to meet the family that would be moving into the home. It was a great experience working with colleagues we don't work with on a daily basis and created some opportunity for team work. Some of the tasks we worked on were laying underlayment for future vinyl flooring, installing laminate flooring and hanging cabinets. We were able to see significant progress at the end of the day. Many of us work in the office, so it was a nice opportunity to participate in the hands on building of this home and to be able to give back to the community we live in."



"We make a living by what we get. We make a life by what we give."

- Winston Churchill

CLIENT LOVE

TESTIMONIAL



"When exploring options for a new construction forever home, my wife and I could not be more excited that we decided to partner with Tanzanite Homes. It was our 2nd purchase of a Tanzanite home in the last 3 years, and we would highly recommend them to everyone looking to buy a home in central Iowa. From open houses, sales/purchase agreement meetings, selections with your dedicated project manager, the future homeowner experience throughout the building process, post-closing builders warranty and overall peace of mind that Tanzanite Homes does right by their clients - you will have a tough time finding comparable value and a home builder that puts you first as much as Tanzanite Homes will. In fact, in our opinion they are the only choice when deciding on a home builder in the Des Moines metro. They helped my wife and I find a great lot to build on in the exact neighborhood we desired. They allowed and encouraged us to customize as many interior selections and features as we wanted, and truly let us put our style into their beautiful floor plan. We even submitted a change order on an interior selection less than 3 weeks prior to closing, and they were happy to accommodate our request in order to make sure we were completely satisfied. The house they delivered us is magazine worthy, and built with the highest quality products and by the best and most friendly sub-contractors in the industry. Do yourself a favor and venture out to one of their open houses or into their showroom in Urbandale. Plenty of home builders can sell you a listing, but Tanzanite Homes will prioritize what you want and need for your family. "

DO YOU HAVE SOMETHING GREAT YOU'D LIKE TO SHARE ABOUT YOUR
KRM CUSTOM HOMES | TANZANITE HOMES EXPERIENCE?

[CLICK HERE](#)



COMMUNITY EVENTS CALENDAR

Sips & Songs

1500 SW Main Street | Ankeny, IA 50023

June 10, 2022 - August 19, 2022 6:00 PM to 10:00 PM



Friday Flicks

4000 Mills Civic Parkway | West Des Moines, IA 50265

Dates: 6/10/2022, 6/17/2022, 7/1/2022, 7/8/2022, 7/15/2022, 7/22/2022, 7/29/2022, 8/5/2022, 8/12/2022

1:30 PM to 3:30 PM

Iowa State Fair

E 30th Street & E University Avenue | Des Moines, IA August 11, 2022 - August 21, 2022



National Balloon Classic

15335 Jewell Street | Indianola, IA 50125

Dates: July 29, 2022 - August 6, 2022

Downtown Farmers' Market

Historic Court District | Des Moines, IA 50309

Dates: May 7, 2022 - October 29, 2022

8:00 AM to 12:00 PM



Iowa Cubs Baseball

One Line Drive | Des Moines, IA 50309

Dates: April 10, 2022 - September 28, 2022

Full Schedule Details:

www.baseballamerica.com/teams/10121/iowa-cubs/schedule/

FOR MORE EVENTS THROUGHOUT THE DES MOINES METRO VISIT
WWW.CATCHDESMOINES.COM