

THE KRM COLLECTIVE

QUARTERLY NEWSLETTER | FALL 2022



CURRENT MARKET TRENDS

I watch the news and see what's being said and unfortunately, doom and gloom sells advertising, so, you see a lot of that. And unfortunately I've noticed a lot of local news stations are using national content for their stories about real estate, which is really it is unfortunate. I don't know the mechanics of that or how difficult it is to get a local person on TV, but it just seems that real estate has always been hyper local, so the fact we're taking news from the coast just seems like a bad move.

That being said I wanted to throw in my 2 cents on the topic. I have never felt that real estate should be a speculative investment. I think you should buy real estate because you need a place to live or you are buying real estate potentially as an investment where you know what your rent would be, versus what your maintenance expenses and housing expenses would be.

Here in Des Moines, specifically, like Iowa, we work all over Iowa now so I can confidently say, for pretty much the entire state, homes are really affordable. Yes, they have increased in value considerably over the last few years, it's been a great few years to be a home owner, however, it's still really affordable compared to how expensive rent is getting. If you are a renter or know somebody who is, they'll vouch for it, rent is getting mighty expensive!

So it is my feeling, here in central Iowa, and really, even across the state, real estate is still really affordable, regardless of what the market does in terms of interest rates and inflation and those kinds of things. I still think we are going to have a very robust real estate market because there is just not enough supply and there

are so many clients right now that are preapproved and actively looking for homes and still even though the real estate market is really bad (it's NOT!), they are having a hard time finding stuff.

So I will tell you, I do personally predict that here in central Iowa, if anything bad were to happen, it would just be for things to sit stagnant, but I do not believe we are in for any kind of huge market adjustment. For me, if I were getting a little nervous based on what I was hearing, I really would sit with myself and think 'ok, am I looking to buy and speculatively make a lot of money in the short term, meaning you hope you buy it and hope it ramps up in value (if you say yes to that, don't do it, don't ever do it!) But, if you're looking to buy and you think you'll be there for at least 3 years, I really don't think you're in a bad position, I just don't.

And if interest rates do decline at some point, in the next whenever really, it is going to create a flurry of activity which in turn is going to drive the home prices higher. My opinion is, buy the home today and start owning the home! You'll have a yard for your dog, you'll have the neighborhood of your choice, schools, whatever the motivating factor might be. If and when rates go lower, you can just refinance! It's getting the best of both worlds. I don't think we are going to see a huge decline in value, which is the only reason you wouldn't want to execute on that. There are a lot of people out there who are nervous, who shouldn't be.

Article By: Tyler Osby
The Tyler Osby Team

FEATURED TEAM MEMBER



We are excited to introduce KRM team member Kenzie Scharf! Kenzie is on our Accounting team and has been with us for a year and a half. Her title encompasses financial reporting, collaborating with lenders for construction financing, and the distribution of payments. Kenzie loves the variety of exposure to different types of financial evaluations and really loves seeing the beautiful homes KRM builds for its clients and knowing she played a part in it. She welcomes the challenge of many projects going on at the same time, but she credits her department telling us *"our small and mighty department works great together to ensure everything is on track"*.

In her spare time Kenzie enjoys playing softball (she broke her high school record in home runs!), spending time with her 2 year darling old son Hudson, and cheering on the Iowa State Cyclones.

Forever Home

Have you been wondering how to design a home that will fit your needs in the future? Look no further, KRM Custom Homes can help you with that! KRM believes you don't have to sacrifice luxury or lifestyle when looking at building your forever home! KRM can modify any of our plans or custom design to accommodate your needs or wants.



Selections Include

(but are not limited to)

- Handrail on Front Entry
- Wider Doors - 3' Hollow Core
- Grab Bars in Bath
- Walk In Tub Options
- Lever Door Handles
- Electric Panel in Garage
- Shower Seats
- Pantry Door from Garage
- Zero Entry Shower
- Ramp in Garage Plus Steps
- Zero Entry in Front or Garage
- Elongated, Comfort Height Stools
- Fiberglass Roll-In, Barrier-Free Shower with Seat and Grab Bar



*See selections available in a brochure for additional upgrade cost to the buyer.



A NOTE FROM KIRK

So we find ourselves in October, 2022... with summer in the rear view mirror, vacations over, kids back in school, and another edition of your KRM Collective Newsletter. I am excited to share with you the incredible selection of homes KRM Custom Homes currently has available to fit every budget and lifestyle. We build to tailor to all needs, whether it be families or first time home buyers, retirees or the busy business person. I am also incredibly happy to report that we are happy to giving home owners closing dates at the time of excavation. I invite you to reach out to our knowledgeable team to learn more about everything KRM has to offer.

Kirk Mickelsen



SHOWROOM OPEN HOUSE

KRM is thrilled to announce that we will be opening our showroom doors every Thursday from 4-6pm for clients to come browse our amazing selections. We will have sales experts on hand to answer any questions you may have about the building process.



WELCOME TO TRIUMPH PARK

The 66-acre Triumph Park features a sports complex with 12 softball/baseball fields, practice areas, concessions, accessible restrooms and 750 parking spaces. The complex serves local ball teams as well as large tournaments. The 11-acre pond amenity will serve as a fishing destination and a major storm water management feature. Greenspaces are used for events, and three miles of trails will connect to area neighborhoods and regional trail systems.

The Waukee Betterment Foundation raised \$2.7 million to help fund accessible features at Triumph Park. These include the Waukee EPIC Inclusive Playground designed by Landscape Structures Inc. The firm builds only one EPIC Playground every year, and Waukee's will be the most inclusive to date of its size. The 15,000-square-foot playground features mobility device access at various levels, rubberized surfacing for accessibility and safety, a seating wall, sensory features, STEM panels, shade structures, and accessible parking and restrooms.

The playground is huge, there is something for everyone. There are structures for toddlers up to the biggest kid as well as mobility device access at various levels. Multiple slides offer various heights, angles, and levels of difficulty to reach the tops. There are also several obstacle course style areas and multiple climbing areas. There are endless opportunities for play. The rubberized main surface is safe and cushy with areas of turf as well. There is a sitting wall with shade during the morning and various shade covers throughout.



NEARBY KRM COMMUNITIES INCLUDE:

- Ashley Acres
- Shadow Creek
- Ashworth Acres
- Glynn Village

CLIENT LOVE

TESTIMONIAL



"The communication every step of the way has been so incredible. Being able to see what is happening and every detail documented in BuilderTrend has taken all of the guesswork out of the home building process. We knew what we were spending down to the last outlet. The total transparency was truly another rare find. This speaks volumes about the incredible company you have built.

We are detail-oriented people, and building a home from the ground up has always been a dream of ours. Being able to customize the smallest details was important to us and I'm sure we had opinions on strange things. Each one of these requests was always met with positivity and a can-do attitude. We felt like they really took the time to help build us the very best house.

Tanzanite is a unicorn in the building industry. You delivered on every promise you made on time during a pandemic. We made the best decision of our lives to build with you and we are so grateful we get to live in a Tanzanite home."

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

[CLICK HERE](#)



BEST PUMPKIN PATCHES AND APPLE ORCHARDS IN GREATER DES MOINES

Center Grove Orchard

Truly one of the most Instagrammable and family-friendly attractions in all of Greater Des Moines, Center Grove Orchard is perhaps the most well-known of its peers, stuffed with things to do while you stuff yourself with things to eat. You can and will spend a whole day here eating, playing, and making memories. Not only does it feature a 25-acre pumpkin patch, but a 20-acre apple orchard as well. Looking for a new profile pic? Head over to Sunflower Meadow where fun is always in bloom.

Location: 32835 610th Avenue, Cambridge

Hours: 9 a.m. – 7 p.m., daily through November 7

Admission: Monday through Thursday, \$14.95; Friday through Sunday, \$21.95; children ages 2 and younger are free.

Geisler Farms

Though Geisler Farms may be on the smaller side, the fun is upscale. Their corn maze has over four miles of trails, with 20 different paper punches hid throughout. Find all of them? Go redeem your free piece of Casey's Pizza. A corn maze and gas station pizza? This pumpkin patch knows how to Iowa. This is their grand finale season, so get out there while you still can!

Location: 5251 NE 94th Avenue, Bondurant

Hours: 10 a.m. – 6 p.m., weekends through October 30

Admission: Farm admission, \$8 each. Children ages 2 and younger are free. Pumpkin patch visitors pay no admission.

The Pumpkin Ranch

Out in beautiful Madison County, experience one of the biggest corn mazes in Central Iowa. With over 10 acres, The Pumpkin Ranch specializes in making a fun design each year. Plus, they have a farm ninja obstacle course to test your skills. Need an adrenaline rush? Try out the zipline. On specific Sundays, they even offer free horseback rides.

Location: 2425 Hiatt Apple Trail, Winterset

Hours: 10 a.m. - 5 p.m. Fridays; 10 a.m. - 6 p.m. Saturdays; and Noon – 5 p.m. Sundays, September 17 through October 31

Admission: \$8 on Fridays and \$10 on Saturdays and Sundays. Children ages 2 and younger are free.

Howell's Pumpkin Patch

Howell's is not only a large pumpkin patch, but they have a beautiful greenhouse as well. Grab your pumpkins and your flowers, and then take a tractor ride to the corn maze. Good luck finding your way out, so you can enjoy the cornucopia of activities that Howell's has to offer.

Location: 3145 Howell Court, Cumming

Hours: 10 a.m. – 6 p.m., daily through October 31

Admission: \$11 per person; children under age 2 are free.

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