

NOVEMBER 2025

DES MOINES AREA HOUSING STATISTICS



4,369
+15.9%

Available Homes



973
-3.7%

Home Sales



\$312,000
+7.6%

Median Sales Price



57
+18.8%

Days on the Market



FINANCING

686 Homes
Conventionally

165 Homes
Cash

71 Homes
FHA Loan

**figures represent year-over-year comparison*

Though winter began to make its mark on the Des Moines housing market, shifting into a seasonally-typical position in November, inventory and pending sales remained a bright spot across the metro.

“As winter rears its head, many communities brace for a traditionally slower housing market, we’re not seeing that just yet in the metro,” Eric Webster, Des Moines Area Association of REALTORS® president, said. “The energetic market we witnessed this fall, buoyed by decreases in interest rates and seasonably warm weather, continues to fuel our early winter market. Buyers and sellers remain active and ready to work with their REALTOR® of choice to find their next home.”

Pending sales, compared year-over-year, illustrated that activity, the month saw 951 pending sales, a 8.9% increase from the 873 pending sales of a year ago. The metric highlights optimism that while winter weather makes its presence known, buyers continue to seek out opportunities in the metro housing market.

Conversely, the figure represents a 17.2% drop from October’s 1,148 pending sales, illustrating just how robust the early fall market was in the metro.

Home sales themselves, however, dipped 3.7% to 973 closed sales in November, compared to the 1,010 sales last year. The month-over-month comparison recorded a 15.8% dip from the 1,155 homes sold in October.

Home inventory rose to 4,369 in November, a 15.9% increase compared to the 3,769 active listing at this time last year. When compared to October, inventory saw a slight decrease of 3.3% from the 4,519 listings recorded last month.

Days on market increased by 18.8%, jumping from 48 days in November 2024, to 57 days this year. Monthly, days on market dropped from 59 days.

Median home prices increased 7.6% to \$312,000 compared to the \$290,000 median home price of 2024. The median price did not change month-to-month, holding steady at \$312,000.

Of the 973 total homes financed in November, 686 - or 70.5% - were financed conventionally. Cash financing accounted for 165 - or 17% - of homes financed. And finally, 71 FHA loans accounted for 7.3% of closed homes sales.

REALTORS® Give Back with \$50,000 Donation

As food insecurity remains a significant challenge across Iowa, metro REALTORS® are stepping up to give back.

The Des Moines Area Association of REALTORS® recently donated \$50,000 to the Food Bank of Iowa, strengthening its long-standing commitment to supporting Central Iowa communities. The Food Bank of Iowa continues to face elevated demand as more individuals and families rely on food assistance to meet basic needs.

This contribution will help the Food Bank of Iowa meet growing demand and ensure more families have access to nutritious meals. DMAAR leaders say the donation reflects both the association's dedication to community well-being and the important connection between strong, supported neighborhoods and a healthy real estate market.

"REALTORS® are deeply connected to the neighborhoods where we live and work," Webster said. "Strong communities start with meeting basic needs. When families are fed and supported, neighborhoods thrive, and that stability strengthens our schools, our workforce, and our real estate markets. We're honored to support the Food Bank of Iowa in the vital work they do every day."

Des Moines Area Association of Realtors®
Current Des Moines-Area Real Estate Market Statistics – Residential
Updated through November 2025

Current Des Moines-area market* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
Nov. 2025	951	973	\$312,000	57	4,369
Oct. 2025	1,148	1,155	\$312,000	59	4,519
Nov 2024	873	1,010	\$290,000	48	3,769

*Primary area served by DMAAR includes Dallas, Polk, Warren, Jasper, Marion, Madison and Guthrie Counties

<u>Financing</u>	<u>Total Units</u>
Cash	165
Conventional	686
Contract	3
FHA	71
VA	44
Assumption	0
Lease	0
USDA	4
Other	0

About the Des Moines Area Association of Realtors®:

Founded in 1911, the Des Moines Area Association of Realtors® is the voice for real estate in the Des Moines area, elevating the professional services of our members as they meet the needs of their customers and our community.

Note: the above statistics are current through December 8th and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

Eric Webster, President	515-314-2971
Scott Steelman, 1 st VP	515-556-2208
Tracey Carr, 2 nd VP	515-669-4010
Lance Hanson, Treasurer	515-771-4148

Real Estate Trend Indicator

12/8/2025
Page 1 of 1

Property Type: Residential
Date Range: Between 11/01/2025 and 11/30/2025
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	2	0	2	4	59	6	3	3
\$50,000-\$99,999	10	6	1	17	59	19	1	6
\$100,000-\$119,999	4	10	0	14	40	17	1	8
\$120,000-\$139,999	21	4	1	26	78	20	0	8
\$140,000-\$159,999	31	12	4	47	94	25	4	12
\$160,000-\$179,999	25	16	1	42	141	40	9	10
\$180,000-\$199,999	13	21	7	41	211	39	11	15
\$200,000-\$219,999	22	22	4	48	168	34	10	7
\$220,000-\$239,999	14	31	15	60	255	51	5	39
\$240,000-\$259,999	9	47	7	63	291	73	2	37
\$260,000-\$279,999	6	40	14	60	206	52	10	20
\$280,000-\$299,999	3	21	21	45	176	40	6	6
\$300,000-\$349,999	8	88	45	141	573	99	15	19
\$350,000-\$399,999	6	49	54	109	594	85	11	33
\$400,000-\$499,999	4	19	58	81	410	64	10	18
\$500,000-\$599,999	5	10	45	60	335	51	11	27
\$600,000-\$699,999	0	5	43	48	208	35	7	12
\$700,000-\$799,999	2	2	24	28	174	34	7	8
\$800,000-\$899,999	0	2	12	14	91	17	5	3
\$900,000-\$999,999	1	0	7	8	51	6	5	5
\$1,000,000-\$1,099,999	0	0	2	2	21	4	1	3
\$1,100,000-\$1,199,999	0	0	6	6	25	1	1	1
\$1,200,000-\$1,299,999	0	0	1	1	23	1	2	1
\$1,300,000-\$1,399,999	0	1	1	2	10	3	2	2
\$1,400,000-\$1,499,999	0	0	2	2	14	0	0	0
\$1,500,000-\$1,599,999	0	0	0	0	15	0	0	1
\$1,600,000-\$1,699,999	0	1	0	1	7	1	0	1
\$1,700,000-\$1,799,999	0	0	0	0	4	1	0	0
\$1,800,000-\$1,899,999	0	0	0	0	1	0	2	1
\$1,900,000-\$1,999,999	0	0	0	0	2	0	0	0
\$2,000,000 & over	0	1	2	3	33	2	1	4
Total Units	186	408	379	973	4,369	820	142	310
Average Price	204,717	294,880	462,408	342,899	392,988	342,309	432,137	383,135
Volume (in 1000's)	38,077	120,311	175,252	333,641	1,716,963	280,693	61,363	118,772

<u>Days on Market</u>	<u>Units</u>
0-30	506
31-60	152
61-90	105
91-120	63
121-180	48
181-365	30
366+	69

Market Analysis

Status: Pending (816)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	528	\$24,000	\$12.11	0
Max	8	7	4,832	\$2,500,000	\$954.56	627
Avg	3	2	1,553	\$342,603	\$217.80	63
Median	3	2	1,462	\$290,000	\$210.99	37
Sum				\$279,563,671		

Status: Sold (135)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	660	\$100	\$0.11	0
Max	6	5	3,324	\$1,335,000	\$506.60	578
Avg	3	2	1,480	\$300,977	\$200.00	74
Median	3	2	1,414	\$274,900	\$193.45	29
Sum				\$40,631,942		

Status: All (951)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	528	\$100	\$0.11	0
Max	8	7	4,832	\$2,500,000	\$954.56	627
Avg	3	2	1,543	\$336,694	\$215.27	64
Median	3	2	1,450	\$289,900	\$209.13	36
Sum				\$320,195,613		

Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

MLS Area is in this list ([click to view](#))

Acceptance Date is 11/01/2025 to 11/30/2025

Market Analysis

Status: Sold (977)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	384	\$1	\$0.00	0
Max	6	7	5,847	\$3,334,000	\$2,251.18	719
Avg	3	2	1,526	\$342,112	\$219.42	57
Median	3	2	1,438	\$299,900	\$209.04	27
Sum				\$334,242,954		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

MLS Area is in this list ([click to view](#))

Close Date is 11/01/2025 to 11/30/2025