



Des Moines Housing Market Heats Up: Inventory Grows While Buyers Stay Active

The Des Moines housing market is heating up this summer with fresh signs of buyer opportunity and shifting trends, according to metrics tracked by the Des Moines Area Association of REALTORS®, providing valuable insight for those looking to take advantage of the robust summer housing market.

Home inventory rose 20% year-over-year, giving buyers more to choose from. Home sales increased, while the median sale price slightly decreased. Days on market rose annually but fell compared to May, and financing trends show more buyers using FHA and conventional loans.

Available homes increased 20% in June with 4,054 active listings compared to the 3,375 of last year. This is also an increase of 60 additional homes from last month; a 2.7% increase month-over-month.

Home sales increased by 11.4% to 1,424 closed contracts from the 1,278 contracts closed this time last year. Month-to-month data also increased from 1,403 homes sold in May, a 1.5% increase.

Metrics continued to increase with pending sales in June, which saw 1,306 contracts written, a 6.6% increase from the 1,278 pending sales of last year. Though pending sales increased yearly, month-over-month comparisons showed a downshift of 9.7% from the 1,447 pending sales of May.

Median sales price dipped by 0.65% to \$305,000 in June compared to the median sales price of \$307,000 last year. However, the median sales price showed a slight increase compared to last month, when the median price was \$300,000.

Days on market increased rather significantly from 47 days on market this time last year, to 54 days this year, an increase of 14.8%. However, when compared to last month, the days on market fell from 61 days, for an 11.4% decrease.

Conventional financing of homes totaled 1,007 of purchases. FHA loans made up 135 total financed purchases this month, while cash accounted for 210 total purchases.

Quick Facts:

- Of the 1,424 homes sold, over 75% are sold within 60 days. If a home doesn't sell within those 60 days, sellers will join the remaining 24% of those who have homes sitting on the market for 61 to 365+ days.
- Homes with 3 bedrooms between \$300,000 - \$349,999 are the highest sold, at 107. Comparatively, 4 bedroom homes with the highest sold rate (113), were priced between \$500,000 - \$599,999.
- Within the month of June, over \$42,000,000 in total home sales were exchanged. The average sale being that of a 3 bedroom, 2 bathroom home with 1,404 sq/ft, with a value of \$218.53 per square foot.
- Of all homes sold in the Des Moines area this month, the house with the longest time on market was 754 days.

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

Current Des Moines-area market* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
June 2025	1,306	1,424	\$305,000	54	4,054
May 2025	1,447	1,403	\$300,000	61	3,944
June 2024	1,225	1,278	\$307,000	47	3,375

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

<u>Financing</u>	<u>Total Units</u>
Cash	210
Conventional	1007
Contract	4
FHA	135
VA	47
Assumption	3
Lease	0
USDA	11
Other	7

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 July 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

7/8/2025

Page 1 of 1

Property Type: Residential
Date Range: Between 06/01/2025 and 06/30/2025
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	4	3	0	7	69	6	0	6
\$50,000-\$99,999	10	4	2	16	53	10	1	1
\$100,000-\$119,999	13	5	3	21	40	16	1	2
\$120,000-\$139,999	11	7	2	20	67	25	4	3
\$140,000-\$159,999	32	12	2	46	97	40	2	4
\$160,000-\$179,999	35	27	6	68	109	42	6	8
\$180,000-\$199,999	44	25	4	73	138	61	4	8
\$200,000-\$219,999	30	32	10	72	130	64	1	8
\$220,000-\$239,999	38	42	10	90	184	85	3	10
\$240,000-\$259,999	19	54	24	97	217	88	3	15
\$260,000-\$279,999	13	49	26	88	197	62	6	12
\$280,000-\$299,999	2	49	20	71	170	57	0	12
\$300,000-\$349,999	12	107	63	182	451	174	11	28
\$350,000-\$399,999	8	71	82	161	570	173	9	20
\$400,000-\$499,999	2	35	79	116	407	97	10	12
\$500,000-\$599,999	0	25	113	138	382	84	7	19
\$600,000-\$699,999	2	7	60	69	253	51	4	8
\$700,000-\$799,999	2	3	24	29	175	21	5	7
\$800,000-\$899,999	0	3	19	22	108	11	3	6
\$900,000-\$999,999	0	1	11	12	70	3	2	5
\$1,000,000-\$1,099,999	0	0	4	4	23	6	0	2
\$1,100,000-\$1,199,999	1	0	7	8	17	2	1	1
\$1,200,000-\$1,299,999	0	0	4	4	28	1	0	1
\$1,300,000-\$1,399,999	0	1	2	3	21	1	0	1
\$1,400,000-\$1,499,999	0	0	1	1	8	3	0	0
\$1,500,000-\$1,599,999	0	0	1	1	12	0	1	0
\$1,600,000-\$1,699,999	0	0	0	0	11	1	1	1
\$1,700,000-\$1,799,999	0	0	0	0	5	0	1	0
\$1,800,000-\$1,899,999	0	0	1	1	3	0	0	1
\$1,900,000-\$1,999,999	0	0	2	2	3	0	0	0
\$2,000,000 & over	0	0	2	2	36	0	1	3
Total Units	278	562	584	1,424	4,054	1,184	87	204
Average Price	203,555	296,083	471,234	349,851	419,649	329,282	441,784	407,580
Volume (in 1000's)	56,588	166,398	275,201	498,188	1,701,257	389,869	38,435	83,146

<u>Days on Market</u>	<u>Units</u>
0-30	871
31-60	179
61-90	102
91-120	54
121-180	47
181-365	42
366+	129

Market Analysis

Status: Pending (1176)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	0	\$20,500	\$12.64	0
Max	7	8	4,620	\$1,600,000	\$606.20	754
Avg	3	2	1,510	\$329,761	\$217.24	53
Median	3	3	1,457	\$304,900	\$210.03	19
Sum				\$387,799,091		

Status: Sold (130)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	396	\$17,500	\$20.69	0
Max	5	5	3,558	\$1,800,000	\$1,035.81	335
Avg	3	2	1,404	\$323,669	\$218.53	53
Median	3	2	1,383	\$255,995	\$200.51	22
Sum				\$42,076,976		

Status: All (1306)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	0	\$17,500	\$12.64	0
Max	7	8	4,620	\$1,800,000	\$1,035.81	754
Avg	3	2	1,500	\$329,155	\$217.36	53
Median	3	3	1,449	\$299,900	\$209.00	20
Sum				\$429,876,067		

Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

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

Acceptance Date is 06/01/2025 to 06/30/2025

Market Analysis

Status: Sold (1419)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	396	\$17,500	\$17.35	0
Max	8	6	4,374	\$2,600,000	\$772.20	854
Avg	3	3	1,548	\$349,700	\$222.60	54
Median	3	3	1,477	\$305,000	\$214.18	16
Sum				\$496,224,096		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

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

Close Date is 06/01/2025 to 06/30/2025