



### Des Moines Summer Housing Mildly Cools in the Summer Heat

The Des Moines metro housing market delivered a mixed message in July: more homes to choose from, but a slower sales pace. Steady pricing and plentiful options bring optimism that sales will flourish as home buyers and sellers begin to settle down after a busy summer.

"July's metro housing market metrics illustrate just how important it is to understand the nuances of buying and selling today," said Eric Webster, President of the Des Moines Area Association of REALTORS®. "While there are more options for buyers, sellers still have a great opportunity to attract strong offers. But they have to have the right pricing strategy and market expertise on their side. That's where a REALTOR® comes in: they can help navigate that balance to get the best results."

Home inventory rose 20% year-over-year, providing an additional 701 homes, bringing the total to 4,213, compared to the 3,512 of a year ago. The figure also represents a 4% increase from June when 4,054 active listings were recorded.

Home sales fell 1.5% from the same time last year. With a total of 1,267 homes sold in July, the metric reflects 20 fewer homes sales than the 1,287 of July of 2024. Monthly, the difference was slightly more stark with sales dropping 11.1% from the 1,424 homes sold in June.

Pending sales increased by 4.7%, going from 1,188 transactions in July 2024 to 1,244 this year. However, month-over-month, July's pending sales dropped 4.7% from the 1,306 pending sales of June.

Days on market also rose from 45 to 50 days, an 11% increase when compared to July of 2024. When comparing month-over-month, days on market are 4 days less - a 4.7% decrease - than June.

The median sales price for homes within the Des Moines metro remained steady when compared to a year ago. The median sales price increased to \$300,000, a 0.3% increase from the \$299,000 median sales price of July 2024. A larger 1.6% decrease came from the month-over-month data, as the median sales price dropped from the \$305,000 of June.

Conventionally financed homes accounted for 68% of home sales. Homes financed via cash increased significantly, making for 18% of the total homes sold. FHA loans made up 7.8% of total financed sales.

#### Quick Facts:

- About 60% of units fall in the 0-30 day bucket (fast sales). Demand still exists despite an increase in days on market and rising inventory.
- Prices can make-or-break home sales. This is a great reason to leverage a REALTOR® so that homesellers don't price themselves out of a sale. Incorrect pricing could be artificially inflating Days On Market (DOM). Average home price by status:
  - Active = \$406,306
  - Sold = \$337,663
  - Pending = \$335,221
  - Expired = \$419,499
- Four bedroom homes are more likely to either sell within the first 30-60 days, or move to a year or longer in days on market.

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

Current Des Moines-area market\* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
<b>July 2025</b>	<b>1,244</b>	<b>1,267</b>	<b>\$300,000</b>	<b>50</b>	<b>4,213</b>
<b>June 2025</b>	<b>1,306</b>	<b>1,424</b>	<b>\$305,000</b>	<b>54</b>	<b>4,054</b>
<b>July 2024</b>	<b>1,188</b>	<b>1,287</b>	<b>\$299,000</b>	<b>45</b>	<b>3,512</b>

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

<b><u>Financing</u></b>	<b><u>Total Units</u></b>
Cash	228
Conventional	861
Contract	2
FHA	100
VA	50
Assumption	1
Lease	0
USDA	17
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 August 7th and change as additional information is entered into the MLS database.

Please contact the following for follow-up information:

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# Real Estate Trend Indicator

8/7/2025  
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**Property Type:** Residential  
**Date Range:** Between 07/01/2025 and 07/31/2025  
**Criteria:** Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	8	4	2	14	62	5	4	8
\$50,000-\$99,999	7	4	0	11	63	19	0	6
\$100,000-\$119,999	10	3	2	15	39	22	1	4
\$120,000-\$139,999	21	2	1	24	76	32	4	4
\$140,000-\$159,999	22	9	0	31	98	31	5	10
\$160,000-\$179,999	28	16	2	46	120	51	7	8
\$180,000-\$199,999	34	24	6	64	163	60	5	13
\$200,000-\$219,999	20	31	10	61	140	44	5	6
\$220,000-\$239,999	24	63	15	102	224	84	7	12
\$240,000-\$259,999	23	65	16	104	225	82	5	14
\$260,000-\$279,999	10	35	16	61	229	56	4	12
\$280,000-\$299,999	5	51	17	73	180	67	3	7
\$300,000-\$349,999	7	116	53	176	464	147	14	34
\$350,000-\$399,999	8	67	93	168	588	144	9	34
\$400,000-\$499,999	4	32	72	108	412	94	7	22
\$500,000-\$599,999	6	22	66	94	373	77	6	27
\$600,000-\$699,999	0	5	35	40	253	45	8	9
\$700,000-\$799,999	2	2	26	30	169	34	2	15
\$800,000-\$899,999	1	0	15	16	116	15	4	7
\$900,000-\$999,999	0	0	5	5	60	9	2	8
\$1,000,000-\$1,099,999	0	1	11	12	24	7	1	0
\$1,100,000-\$1,199,999	0	0	0	0	16	2	0	0
\$1,200,000-\$1,299,999	1	0	2	3	26	2	1	1
\$1,300,000-\$1,399,999	0	0	2	2	19	2	1	0
\$1,400,000-\$1,499,999	0	0	1	1	7	3	0	1
\$1,500,000-\$1,599,999	0	2	1	3	14	0	0	0
\$1,600,000-\$1,699,999	0	1	1	2	12	0	0	1
\$1,700,000-\$1,799,999	0	0	1	1	4	0	1	0
\$1,800,000-\$1,899,999	0	0	0	0	3	0	0	0
\$1,900,000-\$1,999,999	0	0	0	0	3	0	0	0
\$2,000,000 & over	0	0	0	0	31	1	2	1
<b>Total Units</b>	241	555	471	1,267	4,213	1,135	108	264
<b>Average Price</b>	209,828	296,145	451,037	337,307	408,306	335,221	419,499	378,246
<b>Volume (in 1000's)</b>	50,569	164,360	212,438	427,367	1,720,192	380,476	45,306	99,857

<u>Days on Market</u>	<u>Units</u>
0-30	763
31-60	186
61-90	116
91-120	60
121-180	27
181-365	23
366+	92

## Market Analysis

### Status: Pending (1135)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	480	\$1	\$0.00	0
Max	11	10	6,943	\$2,200,000	\$1,139.24	1,231
Avg	3	2	1,516	\$335,697	\$219.84	55
Median	3	3	1,467	\$299,900	\$212.38	23
Sum				\$381,015,745		

### Status: Sold (109)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	510	\$5,500	\$5.66	0
Max	6	5	3,476	\$1,412,500	\$568.48	486
Avg	3	2	1,588	\$370,873	\$224.51	48
Median	3	2	1,490	\$326,700	\$211.49	19
Sum				\$40,425,182		

### Status: All (1244)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	480	\$1	\$0.00	0
Max	11	10	6,943	\$2,200,000	\$1,139.24	1,231
Avg	3	2	1,522	\$338,779	\$220.25	55
Median	3	3	1,468	\$299,970	\$212.12	23
Sum				\$421,440,927		

#### Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

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

Acceptance Date is 07/01/2025 to 07/31/2025

## Market Analysis

### Status: Sold (1260)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	0	\$338	\$0.22	0
Max	7	8	4,620	\$1,746,700	\$1,035.81	1,480
Avg	3	2	1,536	\$337,663	\$217.01	50
Median	3	3	1,472	\$300,000	\$208.91	17
Sum				\$425,455,446		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

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

Close Date is 07/01/2025 to 07/31/2025