



Summer Home Sales in Des Moines Begins to Stabilize, Home Value Still Rises.

The Des Moines metro housing market remains stable as buyer activity continues to push sales higher and home prices edge upward. Increased inventory is giving buyers more options, yet demand is keeping the market firmly in seller's territory. This steady price growth illustrates the housing market's resilience and balance as it heads into the fall.

"The metro housing market continues to prove it's a destination and sought-after area for buyers and sellers," said Eric Webster, President of the Des Moines Area Association of REALTORS®. "Increased inventory is giving buyers more options, yet demand is keeping the market firmly in seller's territory. We are reminded that here's plenty of options for you and your REALTOR® to work with and find the home you love."

Home inventory rose 14% year-over-year, providing an additional 518 homes, bringing the total to 4,206, compared to the 3,688 homes the previous year. The figure also represents a -0.16% decrease from July which saw 4,213 active listings.

Home sales increased from 1,182 in August 2023 to 1,290 this August, making for a 9% increase year-over-year. This is also an increase from last month's home sales, which were 1,267; a 1.8% increase.

Pending sales witnessed a 2% increase, up from 1,161 pending sales a year ago to 1,188 this year. However, when looking at month-to-month metrics, pending sales are down 4.5%, as July had 1,244 contracts written.

Days on market increased by 8% compared to last year, increasing from 49 to 53 days, and a 6% increase from last month's 50 days. The Des Moines housing market is approaching two months of inventory, providing advantages for sellers looking to jump into the market before cooler months roll in.

Median sales prices increased by 4% year-over-year. In August 2023, the median sales price of a home was \$291,000, this year's median comes to \$302,925. When looking at month-to-month, this is also a 1% increase from July's \$300,000.

Conventional financing was used for 858 transactions, accounting for 66.5% of total home sales in August. Homes financed via cash continue to be a significant method of financing, making up for 222 transactions, or 17.2% of total sales. Meanwhile, FHA loans accounted for 112 home sales or 8.6% of homes financed in the month of August.

Quick Facts:

- Highest sale price in August was \$2.5M at \$793.65 per sq/ft, and spent almost a year on the market (309 DOM)
- \$357,031,538 was the total August value of pending home sales in Des Moines

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

Current Des Moines-area market* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
August 2025	1,188	1,290	\$302,925	53	4,206
July 2025	1,244	1,267	\$300,000	50	4,213
August 2024	1,161	1,182	\$291,000	49	3,688

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

<u>Financing</u>	<u>Total Units</u>
Cash	222
Conventional	858
Contract	6
FHA	112
VA	71
Assumption	3
Lease	0
USDA	11
Other	6

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 September 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

9/8/2025

Page 1 of 1

Property Type: Residential
Date Range: Between 08/01/2025 and 08/31/2025
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	2	1	0	3	59	3	2	1
\$50,000-\$99,999	19	7	0	26	72	16	1	5
\$100,000-\$119,999	15	2	0	17	39	9	3	1
\$120,000-\$139,999	15	10	2	27	64	23	6	10
\$140,000-\$159,999	28	15	5	48	106	45	3	3
\$160,000-\$179,999	32	21	6	59	125	48	5	12
\$180,000-\$199,999	42	26	8	76	170	61	3	7
\$200,000-\$219,999	35	19	6	60	161	53	3	9
\$220,000-\$239,999	23	60	9	92	240	62	2	13
\$240,000-\$259,999	13	46	15	74	240	65	4	13
\$260,000-\$279,999	9	40	17	66	213	54	4	16
\$280,000-\$299,999	4	38	19	61	172	47	4	18
\$300,000-\$349,999	7	105	56	168	479	151	9	34
\$350,000-\$399,999	5	68	91	164	573	145	9	30
\$400,000-\$499,999	8	26	66	100	410	82	4	15
\$500,000-\$599,999	4	21	85	110	372	66	17	24
\$600,000-\$699,999	2	12	45	59	218	41	10	17
\$700,000-\$799,999	2	4	30	36	166	30	6	9
\$800,000-\$899,999	0	1	13	14	119	11	6	8
\$900,000-\$999,999	0	0	13	13	59	6	2	5
\$1,000,000-\$1,099,999	0	0	3	3	23	2	2	1
\$1,100,000-\$1,199,999	0	0	4	4	20	5	0	0
\$1,200,000-\$1,299,999	0	0	4	4	24	4	2	2
\$1,300,000-\$1,399,999	0	0	2	2	18	1	1	1
\$1,400,000-\$1,499,999	0	0	1	1	7	2	1	0
\$1,500,000-\$1,599,999	0	0	0	0	9	3	1	1
\$1,600,000-\$1,699,999	0	0	0	0	10	1	0	0
\$1,700,000-\$1,799,999	0	0	1	1	2	1	1	1
\$1,800,000-\$1,899,999	0	0	0	0	2	1	0	0
\$1,900,000-\$1,999,999	0	0	1	1	2	0	0	1
\$2,000,000 & over	0	0	1	1	32	2	0	1
Total Units	265	522	503	1,290	4,206	1,040	111	258
Average Price	199,624	290,910	462,305	338,988	401,727	343,276	456,548	395,033
Volume (in 1000's)	52,900	151,855	232,539	437,294	1,689,663	357,007	50,677	101,919

<u>Days on Market</u>	<u>Units</u>
0-30	746
31-60	179
61-90	127
91-120	76
121-180	36
181-365	33
366+	93

Market Analysis

Status: Pending (1038)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	528	\$35,000	\$21.55	0
Max	7	7	4,254	\$2,000,000	\$818.14	615
Avg	3	3	1,539	\$343,961	\$219.34	53
Median	3	3	1,475	\$308,950	\$211.26	24
Sum				\$357,031,538		

Status: Sold (150)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	635	\$60,000	\$34.15	0
Max	7	7	4,360	\$2,525,000	\$793.65	309
Avg	3	2	1,500	\$326,997	\$211.97	50
Median	3	2	1,454	\$270,000	\$201.55	26
Sum				\$49,049,488		

Status: All (1188)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	528	\$35,000	\$21.55	0
Max	7	7	4,360	\$2,525,000	\$818.14	615
Avg	3	3	1,534	\$341,819	\$218.41	53
Median	3	3	1,473	\$300,000	\$210.19	24
Sum				\$406,081,026		

Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

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

Acceptance Date is 08/01/2025 to 08/31/2025

Market Analysis

Status: Sold (1286)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	414	\$27,000	\$28.44	0
Max	8	7	6,463	\$1,950,000	\$793.65	754
Avg	3	2	1,518	\$339,162	\$220.78	53
Median	3	3	1,462	\$302,925	\$212.92	20
Sum				\$436,162,499		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

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

Close Date is 08/01/2025 to 08/31/2025