



The Des Moines housing market began to ramp up in April. Despite an increase in the number of days home spent on the market, sales, inventory, availability, and the median sales price all increased compared to the previous year, pointing to another potentially flourishing summer market.

"The Des Moines housing market is showing clear signs of renewed strength this spring, with rising inventory, increased sales activity, and a healthy bump in median prices—all pointing toward a dynamic summer season ahead," said Eric Webster, Des Moines Area Association of REALTORS® president. "In a market like this, partnering with a trusted local REALTOR® is key to navigating opportunities and making confident, informed decisions."

The 3,813 homes on the market in April marked a 23% increase compared to the 3,100 homes listed during the same period last year. Compared to March, active listings increased from 3,487, creating an increase of 9%, pointing to confidence for those looking to sell.

Home sales witnessed a modest increase of 1.6%, adding an additional 18 sales compared to last year, bringing the total sales up to 1,161 homes sold in April. April had also seen a significant increase in home sales compared to the prior month, adding an additional 186 units sold, a 19% increase.

Pending home sales in April were relatively unchanged, adding just 20 additional pending sales compared to last year, making for a grand total of 1,454 pending sales, a 1.4% increase. However, month-to-month pending sales jumped 7.6%, from 1,351 in March to 1,454 in April.

Although days on market increased from 58 to 66 days compared to last year – a 13.7% increase – April's days on market dropped 8% from the 72 days on market recorded in March.

The median home sales price in Des Moines also increased by 4.9% from \$282,500 in April 2024 to \$296,500 last month. April also saw an increase in its median sales price compared to March, jumping 2.3% from \$289,900.

Of the total units sold in April, conventional financing accounted for 72% of all sales, bringing the total to 832 total transactions. Also within total units financed, cash purchases made up 14% of the total purchases in April. First-time Homebuyer Assistance (FHA) financing accounting for nearly 9% of total homes financed in the Des Moines area.

Unique Des Moines Housing Data Points for April

- The bulk of homes for sale are still currently in their first 30 days on the market, totaling 625 units, making up nearly 54% of the total listings. However, as the data for April shows, homes do not stay on the market much longer after those first 30 days. From 31 to 60 days on market, homes dropped to just 143 units. Homes that have spent 61 days or more on the market account for 59%. This means that if one's home does not sell within the first 60 days, they might be looking at an extended wait until the right buyer comes along.
- Of homes sold in Des Moines for April, a 3 bedroom, 2 bathroom home sold for an average of \$336,805, and spent 66 days on the market.

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

Current Des Moines-area market* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
April 2025	1,454	1,161	\$296,500	66	3,813
March 2025	1,351	975	\$289,900	72	3,487
April 2024	1,434	1,143	\$282,500	58	3,100

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

<u>Financing</u>	<u>Total Units</u>
Cash	161
Conventional	832
Contract	4
FHA	102
VA	51
Assumption	2
Lease	0
USDA	9
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 May 8th 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

5/8/2025
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Property Type: Residential
Date Range: Between 04/01/2025 and 04/30/2025
Criteria: Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	4	2	1	7	59	6	1	18
\$50,000-\$99,999	19	3	3	25	36	19	0	0
\$100,000-\$119,999	8	7	1	16	24	16	0	1
\$120,000-\$139,999	19	7	0	26	56	30	3	5
\$140,000-\$159,999	29	16	2	47	91	46	1	3
\$160,000-\$179,999	26	23	4	53	94	65	5	7
\$180,000-\$199,999	36	35	5	76	124	61	2	5
\$200,000-\$219,999	29	28	8	65	89	62	4	10
\$220,000-\$239,999	24	37	9	70	190	83	6	10
\$240,000-\$259,999	9	41	13	63	206	98	4	10
\$260,000-\$279,999	10	39	14	63	194	81	5	10
\$280,000-\$299,999	5	42	18	65	133	65	6	8
\$300,000-\$349,999	14	95	44	153	469	171	9	23
\$350,000-\$399,999	0	53	78	131	580	159	6	13
\$400,000-\$499,999	1	21	49	71	376	107	11	20
\$500,000-\$599,999	3	21	79	103	364	122	11	17
\$600,000-\$699,999	2	4	45	51	224	44	7	17
\$700,000-\$799,999	1	0	32	33	182	26	4	17
\$800,000-\$899,999	2	0	17	19	99	22	1	6
\$900,000-\$999,999	0	0	6	6	72	7	1	3
\$1,000,000-\$1,099,999	0	0	2	2	23	10	1	4
\$1,100,000-\$1,199,999	1	0	5	6	16	1	0	0
\$1,200,000-\$1,299,999	0	0	1	1	21	1	0	1
\$1,300,000-\$1,399,999	1	0	2	3	17	2	0	2
\$1,400,000-\$1,499,999	0	0	2	2	10	1	0	1
\$1,500,000-\$1,599,999	0	0	0	0	12	0	0	2
\$1,600,000-\$1,699,999	0	0	0	0	14	2	0	0
\$1,700,000-\$1,799,999	0	0	1	1	4	1	0	0
\$1,800,000-\$1,899,999	0	0	1	1	4	0	0	0
\$1,900,000-\$1,999,999	0	0	0	0	3	0	0	0
\$2,000,000 & over	0	0	2	2	27	1	1	2
Total Units	243	474	444	1,161	3,813	1,309	89	215
Average Price	203,799	277,230	471,804	336,272	421,363	336,516	407,630	419,173
Volume (in 1000's)	49,523	131,407	209,481	390,411	1,606,658	440,500	36,279	90,122

<u>Days on Market</u>	<u>Units</u>
0-30	625
31-60	143
61-90	77
91-120	79
121-180	75
181-365	51
366+	111

Market Analysis

Status: Pending (1303)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	0	\$9,900	\$6.88	0
Max	9	7	6,004	\$3,295,000	\$770.26	915
Avg	3	2	1,515	\$335,782	\$218.95	57
Median	3	2	1,445	\$299,500	\$212.46	14
Sum				\$437,524,292		

Status: Sold (151)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	480	\$50,000	\$26.12	0
Max	5	5	6,101	\$1,660,000	\$1,088.00	561
Avg	3	2	1,477	\$322,094	\$215.37	66
Median	3	2	1,378	\$290,000	\$215.93	12
Sum				\$48,636,227		

Status: All (1454)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	0	\$9,900	\$6.88	0
Max	9	7	6,101	\$3,295,000	\$1,088.00	915
Avg	3	2	1,511	\$334,361	\$218.58	58
Median	3	2	1,439	\$298,500	\$212.50	14
Sum				\$486,160,519		

Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

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

Acceptance Date is 04/01/2025 to 04/30/2025

Market Analysis

Status: Sold (1157)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	480	\$25,000	\$18.59	0
Max	7	6	6,952	\$1,999,000	\$1,088.00	990
Avg	3	2	1,524	\$336,805	\$217.03	66
Median	3	3	1,470	\$296,500	\$208.44	25
Sum				\$389,683,819		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

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

Close Date is 04/01/2025 to 04/30/2025