



### March 2025 Housing Trends in Des Moines, Iowa

The housing market in the Des Moines metro area has started to slowly spring to life. Both inventory and sales increased in March, showcasing that homebuyers are still dedicated to finding, or selling, a home.

"The Des Moines Housing Market showed all the signs of a blooming spring with increases in sales, contracts written and inventory," said Eric Webster, DMAAR president. "Despite uncertainty in the markets and overall economic landscape, housing appears to continue on its typical spring trajectory, picking up. Now's the time to contact your trusted REALTOR to take advantage of the spring market."

Available homes tipped the scales at 3,487 units, a 19% increase compared to last year's 2,931 signalling the arrival of warmer temperatures, and both buyers and sellers alike looking for their next opportunity to put down roots in a new location. Compared to February, active listings are up by 42 units, a 1.4% increase.

March experienced a 35% increase in sales compared to February, jumping an additional 254 units sold, for a total of 975. Though this is a strong start it's still a 5.5% decrease compared to this time last year, when 1,032 homes sold in the month of March. The year-over-year decrease

highlights the importance of market perception for buyers and sellers. Last year, at this time, talks of federal interest rate decreases were ramping up, buoying sentiment. Conversely, uncertainty in the current economic forecast could make those looking to jump into the housing market more cautious.

Pending sales remained mostly flat in year-over-year metrics, increasing just 0.2% to 1,351 properties pending compared to the 1,348 of March 2024. Monthly, the increase was more stark, jumping 31.7% from 1,026 pending sales of February; another clear sign the spring market is ramping up as we enter warmer months.

The number of days in which homes spent on the market had seen a mild fluctuation, which bodes well to the indicators of a market that is ramping up. Compared to February, March ticked off one less day on the market, with 72 days. Compared to last year, March added 5 additional days on average, making for a 7.5% increase.

The median sales price saw a modest increase from \$280,000 to \$289,900, making for a 3.5% increase since February, and a 1.7% increase compared to last year's median sales price of \$280,000.

Conventional financing accounted for 69% of sales in March with 677 transactions. Cash purchases made up 159 or 16% of transactions, and FHA financing was used for 10% or 97 purchases in March.

### **Unique Iowa Housing Data Points**

- The largest property sold in March was 4,994 sq/ft, while the smallest was 432 sq/ft, meaning the smallest property could fit inside the largest property just over 11 times!
- Per March's data, homes with 3 bedrooms and 3 bathrooms sold about one month faster than homes with 3 bedrooms and 2 baths, but were 65% less common within March's data set.
- The most homes sold were properties with 3 bedrooms, and a listing price of \$300,000 - \$349,999, per March's data.

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

Current Des Moines-area market\* statistics:

	Contract Written	Contract Closed	Median Sale Price	Days on Market	Active Listings
<b>March 2025</b>	<b>1,351</b>	<b>975</b>	<b>\$289,900</b>	<b>72</b>	<b>3,487</b>
<b>Feb 2025</b>	<b>1,026</b>	<b>721</b>	<b>\$280,000</b>	<b>73</b>	<b>3,439</b>
<b>March 2024</b>	<b>1,348</b>	<b>1,032</b>	<b>\$285,000</b>	<b>67</b>	<b>2,931</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	159
Conventional	677
Contract	2
FHA	97
VA	37
Assumption	0
Lease	0
USDA	5
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 April 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 <sup>st</sup> VP	515-556-2208
Tracey Carr, 2 <sup>nd</sup> VP	515-669-4010
Lance Hanson, Treasurer	515-771-4148

# Real Estate Trend Indicator

4/8/2025  
Page 1 of 1

**Property Type:** Residential  
**Date Range:** Between 03/01/2025 and 03/31/2025  
**Criteria:** Property Type is 'Residential'

Price Class	Sold Listings				Active	Pending	Expired	Off Mrkt
	<2 Beds	3 Beds	4+ Beds	Total				
\$49,999 & under	6	0	2	8	81	6	2	12
\$50,000-\$99,999	18	10	2	30	35	22	7	2
\$100,000-\$119,999	5	6	0	11	34	13	2	2
\$120,000-\$139,999	21	6	1	28	53	18	1	3
\$140,000-\$159,999	20	11	5	36	77	39	4	5
\$160,000-\$179,999	15	12	4	31	95	53	8	8
\$180,000-\$199,999	29	19	4	52	107	71	3	5
\$200,000-\$219,999	23	33	13	69	98	54	6	8
\$220,000-\$239,999	18	28	6	52	157	92	2	16
\$240,000-\$259,999	11	41	10	62	208	72	5	10
\$260,000-\$279,999	9	39	21	69	172	74	2	13
\$280,000-\$299,999	3	33	15	51	135	54	10	6
\$300,000-\$349,999	10	86	46	142	390	180	15	21
\$350,000-\$399,999	3	42	69	114	511	144	12	18
\$400,000-\$499,999	2	15	51	68	359	92	10	14
\$500,000-\$599,999	1	9	67	77	351	111	13	5
\$600,000-\$699,999	0	2	25	27	197	51	2	6
\$700,000-\$799,999	1	4	14	19	153	29	7	14
\$800,000-\$899,999	0	3	9	12	85	19	1	2
\$900,000-\$999,999	0	0	3	3	56	11	2	7
\$1,000,000-\$1,099,999	0	0	1	1	31	1	1	1
\$1,100,000-\$1,199,999	0	1	2	3	13	2	0	0
\$1,200,000-\$1,299,999	0	1	2	3	13	1	1	0
\$1,300,000-\$1,399,999	0	0	4	4	17	3	2	0
\$1,400,000-\$1,499,999	0	0	0	0	7	0	0	0
\$1,500,000-\$1,599,999	0	0	0	0	11	1	0	1
\$1,600,000-\$1,699,999	0	0	1	1	12	0	0	0
\$1,700,000-\$1,799,999	0	0	1	1	5	1	0	0
\$1,800,000-\$1,899,999	0	0	0	0	1	0	0	0
\$1,900,000-\$1,999,999	0	0	1	1	2	0	0	0
\$2,000,000 & over	0	0	0	0	21	3	2	1
<b>Total Units</b>	195	401	379	975	3,487	1,217	120	180
<b>Average Price</b>	185,566	284,290	433,216	322,435	410,630	339,953	401,077	356,291
<b>Volume (in 1000's)</b>	36,185	114,000	164,189	314,375	1,431,866	413,723	48,129	64,132

<u>Days on Market</u>	<u>Units</u>
0-30	475
31-60	119
61-90	95
91-120	70
121-180	69
181-365	35
366+	112

## Market Analysis

### Status: Pending (1213)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	520	\$10,000	\$6.99	0
Max	7	6	6,952	\$2,595,000	\$763.24	990
Avg	3	3	1,520	\$339,860	\$220.54	66
Median	3	3	1,474	\$305,000	\$211.81	21
Sum				\$412,249,604		

### Status: Sold (138)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	610	\$14,900	\$16.93	0
Max	5	5	3,336	\$1,142,073	\$530.70	415
Avg	3	2	1,383	\$271,719	\$192.71	57
Median	3	2	1,279	\$262,495	\$186.15	27
Sum				\$37,497,157		

### Status: All (1351)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	520	\$10,000	\$6.99	0
Max	7	6	6,952	\$2,595,000	\$763.24	990
Avg	3	2	1,506	\$332,899	\$217.70	65
Median	3	3	1,463	\$300,000	\$209.34	22
Sum				\$449,746,761		

#### Criteria:

Status is one of 'Pending', 'Sold'

Property Type is 'Residential'

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

Acceptance Date is 03/01/2025 to 03/31/2025

## Market Analysis

### Status: Sold (971)

	Beds	Baths	Sq Ft Total	Current Price	Current Price By SQFT	DOM
Min	0	0	432	\$12,000	\$6.49	0
Max	6	8	4,994	\$1,900,000	\$878.79	643
Avg	3	2	1,508	\$322,745	\$212.26	72
Median	3	3	1,448	\$289,900	\$206.83	32
Sum				\$313,384,948		

Criteria:

Status is 'Sold'

Property Type is 'Residential'

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

Close Date is 03/01/2025 to 03/31/2025