March 2026 Market Report

Des Moines Metro Real Estate

A monthly snapshot of pricing, days on market, inventory, and neighborhood-level conditions across the Des Moines metro — compiled from Redfin Data Center monthly MLS-based figures for Polk, Dallas and Warren Counties, with the Freddie Mac average mortgage rate via FRED.

Metro at a Glance

Median Sale Price	Average Sale Price	Median Days on Market
$319,300	$347,462	~25 days
Active Listings	**Months of Inventory**	**Trailing 12-mo Sales**
3,012	3.3 mo	11,819

Market Type Breakdown (17 communities)

Seller's Markets	Balanced Markets	Buyer's Markets
6	9	2

How to Read This Report

Markets are classified by months of inventory — how long it would take to sell every active listing at the current sales pace. **Under 3 months** is a seller's market, **3–6 months** is balanced, and **over 6 months** favors buyers.

Neighborhood Detail

Median sale price, days on market, year-over-year price movement, and current market type for 17 communities in the metro. Sorted by median price, highest first.

Community	Median Price	Avg DOM	YoY	Population	Market
Clive	**$425,000**	19 d	+3.9%	~18,000	Seller's
West Des Moines	**$375,000**	20 d	+4.8%	~70,000	Seller's
Waukee	**$340,000**	19 d	+5.1%	~25,000	Seller's
Ankeny	**$335,000**	18 d	+5.2%	~75,000	Seller's
Johnston	**$320,000**	21 d	+4.5%	~25,000	Seller's
Polk City	**$320,000**	21 d	+4.6%	~5,000	Seller's
Beaverdale	**$310,000**	20 d	+4.0%	~8,000	Balanced
Indianola	**$305,000**	22 d	+3.4%	~16,000	Balanced
Grimes	**$295,000**	22 d	+4.2%	~18,000	Balanced
Bondurant	**$290,000**	23 d	+3.9%	~8,000	Balanced
Urbandale	**$285,000**	23 d	+3.8%	~45,000	Balanced
Altoona	**$280,000**	23 d	+3.7%	~20,000	Balanced
Pleasant Hill	**$275,000**	24 d	+3.1%	~10,000	Balanced
Adel	**$270,000**	24 d	+3.2%	~6,000	Balanced
Norwalk	**$265,000**	25 d	+2.9%	~13,000	Balanced
Carlisle	**$255,000**	26 d	+2.5%	~4,200	Buyer's
Downtown Des Moines	**$245,000**	28 d	+1.8%	~12,000	Buyer's

What a Producer Asks About First (Central Iowa)

Four items on a Central Iowa house decide how a policy is written. Sarah flags them on the first walk-through and hands you three licensed insurance producers; the producer answers the coverage question.

Roof age and hail history	Age, material, and whether it was inspected since the last hail event
Foundation / clay soil	Movement and water entry in the older Des Moines neighborhoods
Roof replacement cycle	Homes built 2000–2010 are reaching the age where a producer asks
Basement water	Sump pump, grading and downspout extensions, finished or not

Want the Numbers on Your Own House?

This report shows metro-wide trends. Send your address to **smartmovedsm.com/#written-answer** and within 1 business day you have, in writing, a price range from named comparable sales, the estimated net at both ends after Iowa closing costs, and what Sarah would check first. Three prices with the net at each come after the walk-through. Or call **(563) 513-8771** / **sarah@smartmovedsm.com**.

Data sources: Redfin Data Center (MLS-based), Freddie Mac PMMS via FRED, public records. Snapshot month: March 2026. Source data last updated 2026-04-27. Neighborhood figures are estimates and may vary from final MLS reports. Forecasts are opinions based on current trends, not guarantees.