



Monthly Indicators

July 2025

Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

+ 6.9% **- 5.2%** **+ 15.1%**

One-Year Change in
Closed Sales One-Year Change in
Median Sales Price One-Year Change in
Homes for Sale

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



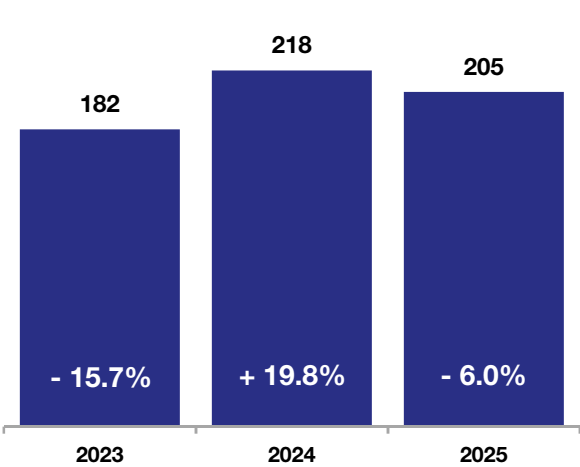
Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		218	205	- 6.0%	1,175	1,310	+ 11.5%
Pending Sales		173	157	- 9.2%	1,008	1,016	+ 0.8%
Closed Sales		159	170	+ 6.9%	916	939	+ 2.5%
Days on Market		76	76	0.0%	86	84	- 2.3%
Median Sales Price		\$290,000	\$275,000	- 5.2%	\$258,400	\$270,000	+ 4.5%
Avg. Sales Price		\$314,840	\$322,966	+ 2.6%	\$282,986	\$301,466	+ 6.5%
Pct. of Orig. Price Received		98.3%	96.9%	- 1.4%	97.2%	97.0%	- 0.2%
Affordability Index		98	104	+ 6.1%	110	106	- 3.6%
Homes for Sale		350	403	+ 15.1%	--	--	--
Months Supply		2.5	2.9	+ 16.0%	--	--	--

New Listings

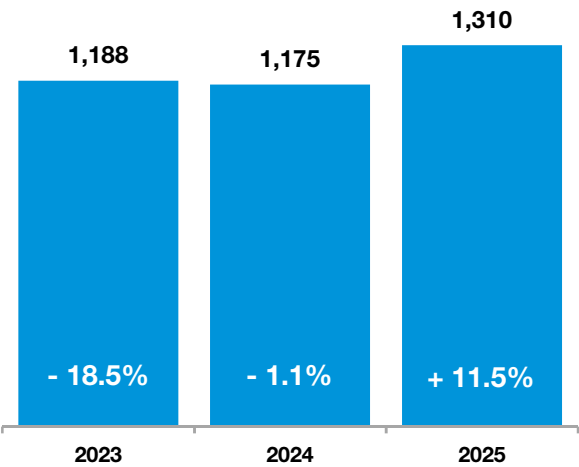
A count of the properties that have been newly listed on the market in a given month.



July

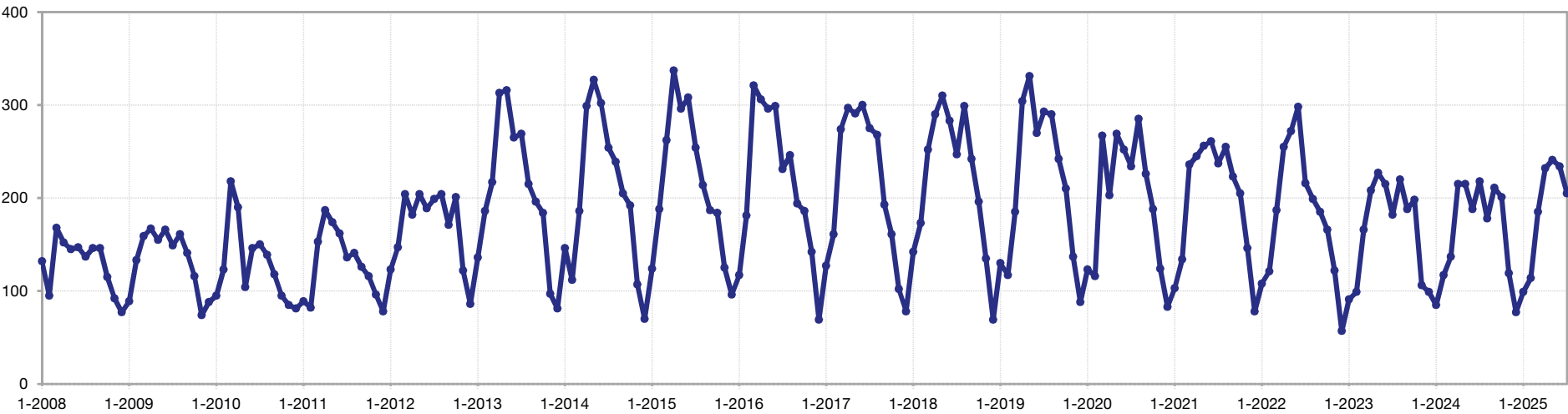


Year to Date



New Listings		Prior Year	Percent Change
August 2024	178	220	-19.1%
September 2024	211	188	+12.2%
October 2024	201	198	+1.5%
November 2024	119	106	+12.3%
December 2024	77	99	-22.2%
January 2025	99	85	+16.5%
February 2025	114	117	-2.6%
March 2025	185	137	+35.0%
April 2025	232	215	+7.9%
May 2025	241	215	+12.1%
June 2025	234	188	+24.5%
July 2025	205	218	-6.0%
12-Month Avg	175	166	+5.4%

Historical New Listings by Month

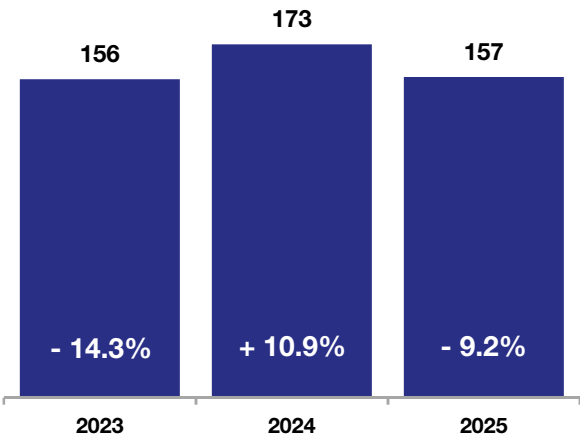


Pending Sales

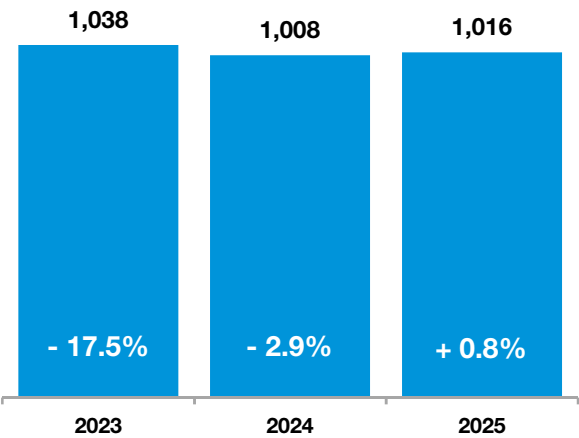
A count of the properties on which offers have been accepted in a given month.



July

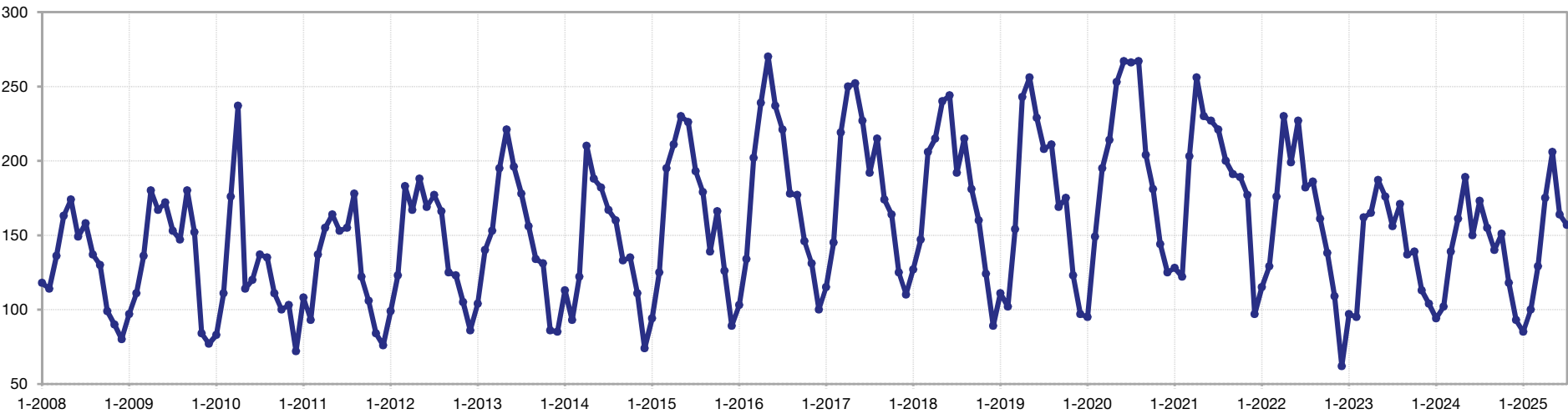


Year to Date



Pending Sales		Prior Year	Percent Change
August 2024	155	171	-9.4%
September 2024	140	137	+2.2%
October 2024	151	139	+8.6%
November 2024	118	113	+4.4%
December 2024	93	104	-10.6%
January 2025	85	94	-9.6%
February 2025	100	102	-2.0%
March 2025	129	139	-7.2%
April 2025	175	161	+8.7%
May 2025	206	189	+9.0%
June 2025	164	150	+9.3%
July 2025	157	173	-9.2%
12-Month Avg	139	139	0.0%

Historical Pending Sales by Month

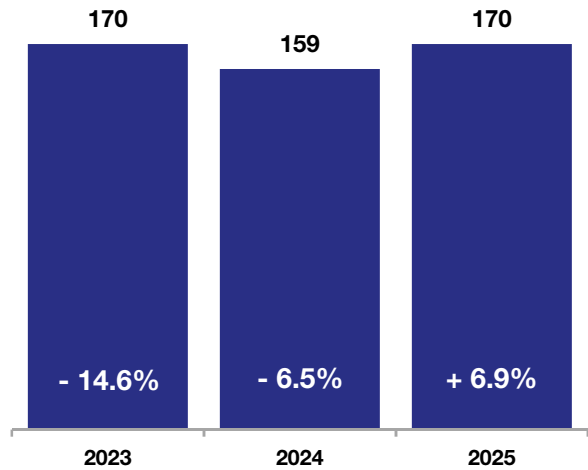


Closed Sales

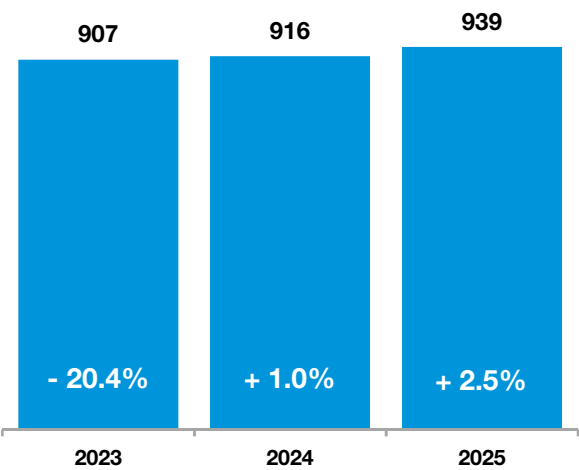
A count of the actual sales that closed in a given month.



July

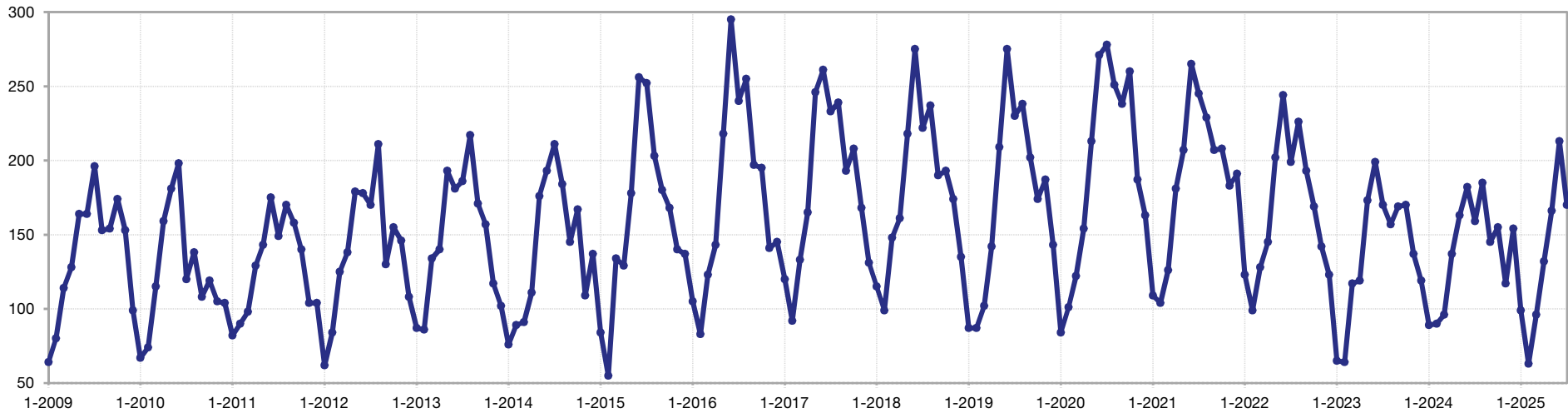


Year to Date



Closed Sales		Prior Year	Percent Change
August 2024	185	157	+17.8%
September 2024	145	169	-14.2%
October 2024	155	170	-8.8%
November 2024	117	137	-14.6%
December 2024	154	119	+29.4%
January 2025	99	89	+11.2%
February 2025	63	90	-30.0%
March 2025	96	96	0.0%
April 2025	132	137	-3.6%
May 2025	166	163	+1.8%
June 2025	213	182	+17.0%
July 2025	170	159	+6.9%
12-Month Avg	141	139	+1.4%

Historical Closed Sales by Month

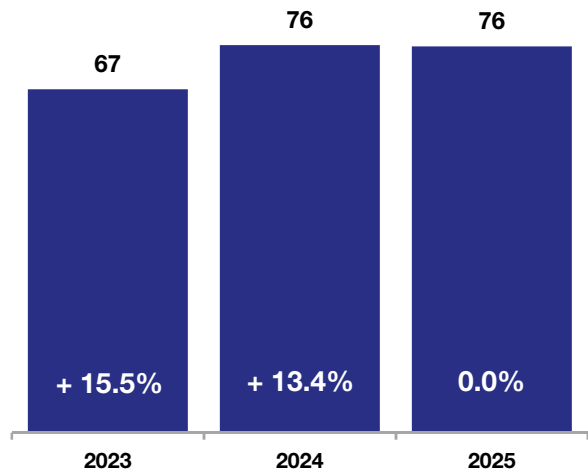


Days on Market Until Sale

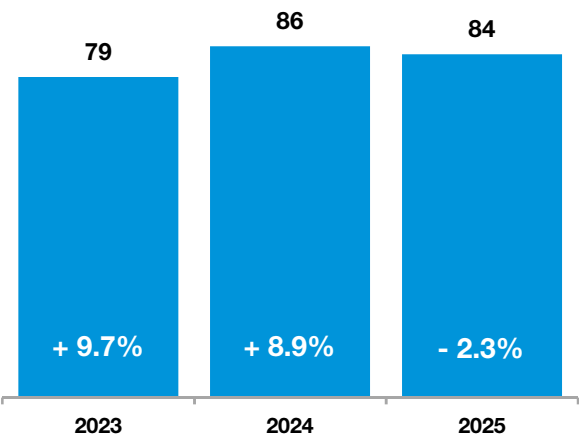
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

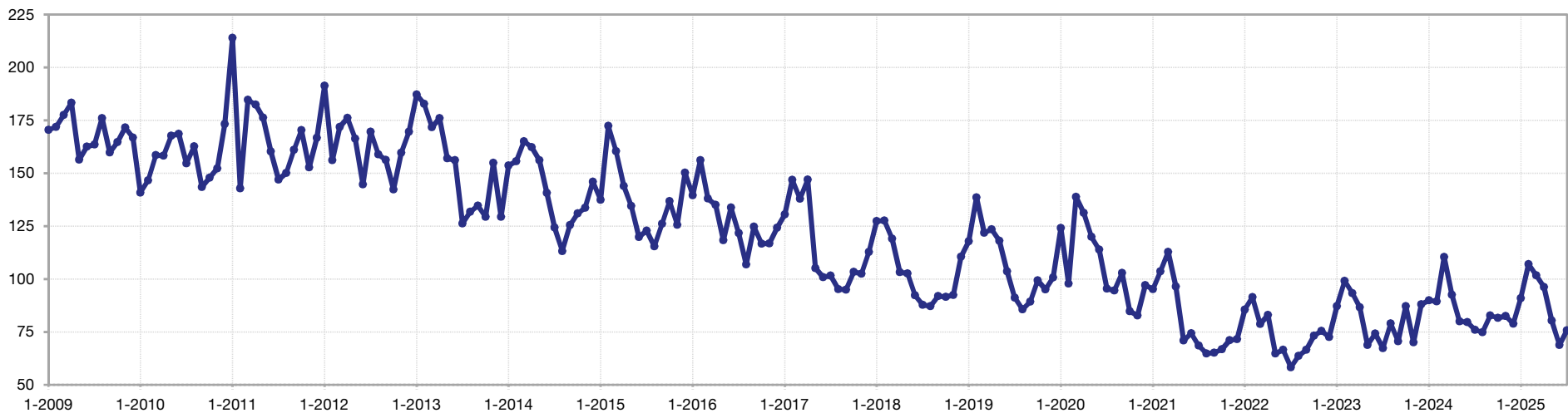


Year to Date



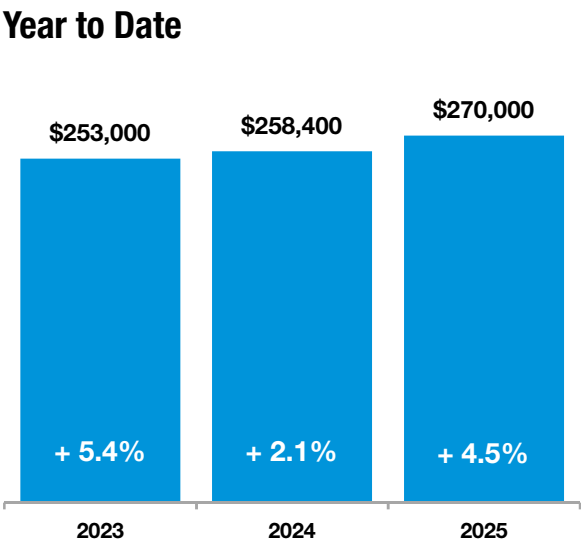
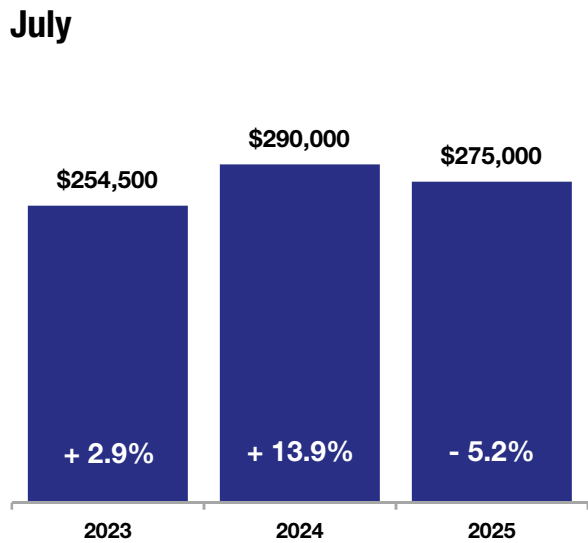
Days on Market		Prior Year	Percent Change
August 2024	75	79	-5.1%
September 2024	83	71	+16.9%
October 2024	82	87	-5.7%
November 2024	82	70	+17.1%
December 2024	79	88	-10.2%
January 2025	91	90	+1.1%
February 2025	107	89	+20.2%
March 2025	102	110	-7.3%
April 2025	96	93	+3.2%
May 2025	80	80	0.0%
June 2025	69	80	-13.8%
July 2025	76	76	0.0%
12-Month Avg	85	84	+1.2%

Historical Days on Market Until Sale by Month



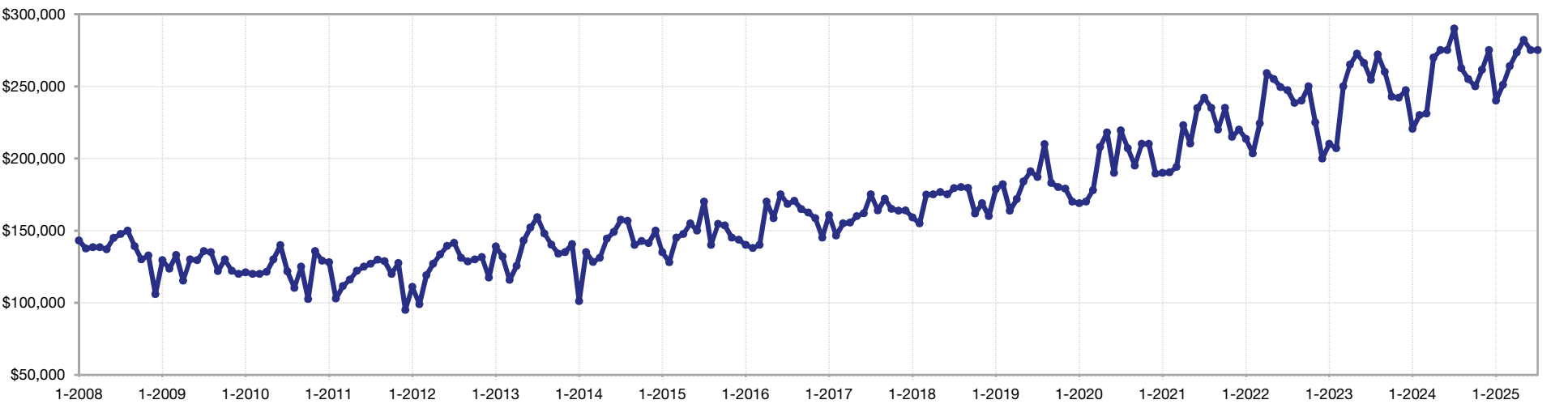
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Median Sales Price		Prior Year	Percent Change
August 2024	\$262,500	\$272,000	-3.5%
September 2024	\$255,000	\$260,000	-1.9%
October 2024	\$250,000	\$242,700	+3.0%
November 2024	\$261,500	\$242,000	+8.1%
December 2024	\$275,000	\$247,200	+11.2%
January 2025	\$240,000	\$220,500	+8.8%
February 2025	\$251,000	\$229,950	+9.2%
March 2025	\$264,000	\$231,000	+14.3%
April 2025	\$273,500	\$269,900	+1.3%
May 2025	\$282,000	\$275,000	+2.5%
June 2025	\$275,000	\$275,000	0.0%
July 2025	\$275,000	\$290,000	-5.2%
12-Month Avg	\$263,708	\$254,604	+3.6%

Historical Median Sales Price by Month

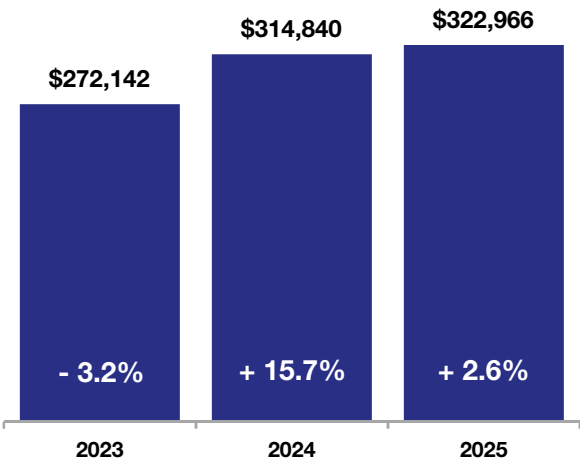


Average Sales Price

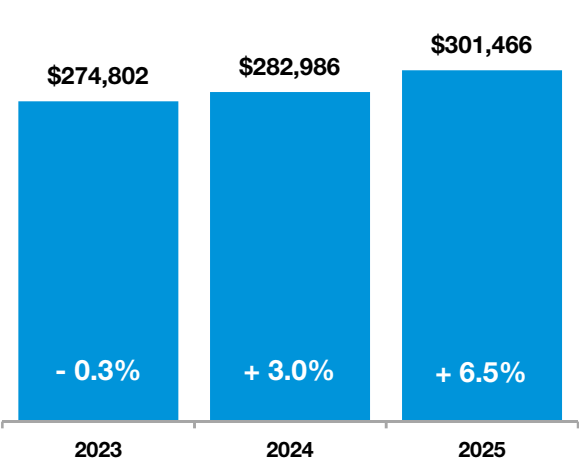
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



Avg. Sales Price	Prior Year	Percent Change
August 2024	\$292,214	\$290,592 +0.6%
September 2024	\$289,998	\$305,364 -5.0%
October 2024	\$275,854	\$273,361 +0.9%
November 2024	\$285,502	\$261,323 +9.3%
December 2024	\$295,420	\$262,105 +12.7%
January 2025	\$263,296	\$226,493 +16.2%
February 2025	\$281,105	\$254,401 +10.5%
March 2025	\$299,109	\$242,611 +23.3%
April 2025	\$287,441	\$281,994 +1.9%
May 2025	\$301,607	\$307,734 -2.0%
June 2025	\$317,714	\$296,798 +7.0%
July 2025	\$322,966	\$314,840 +2.6%
12-Month Avg	\$292,686	\$276,468 +5.9%

Historical Average Sales Price by Month

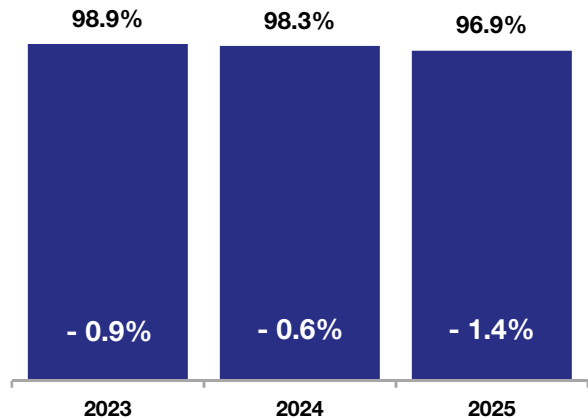


Percent of Original List Price Received

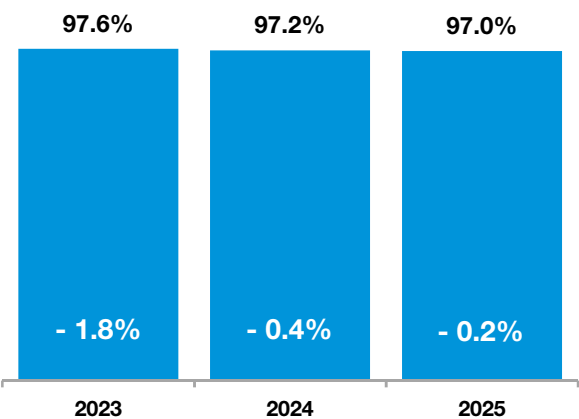
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

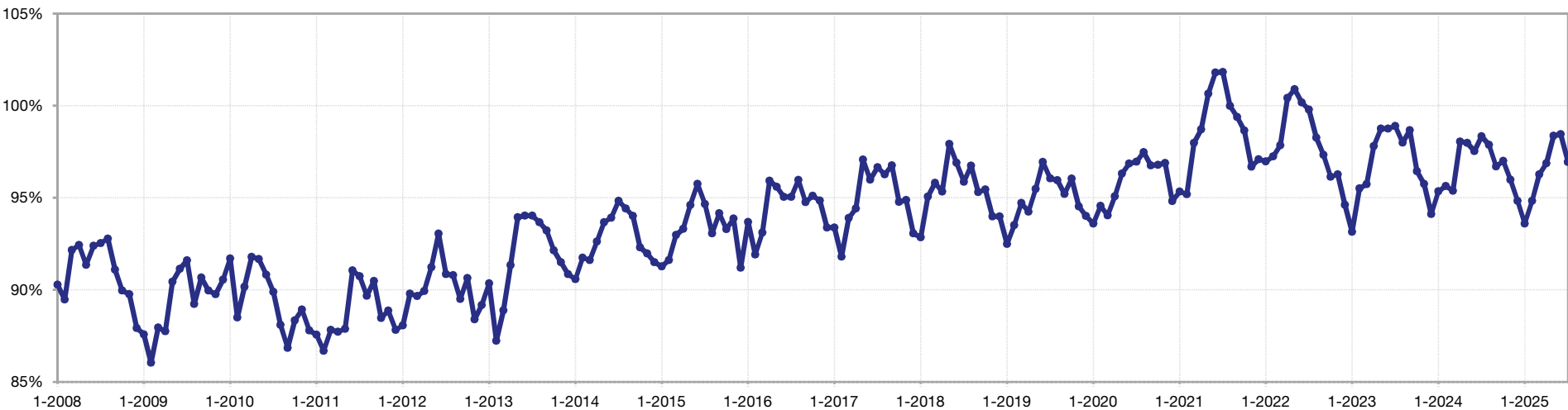


Year to Date



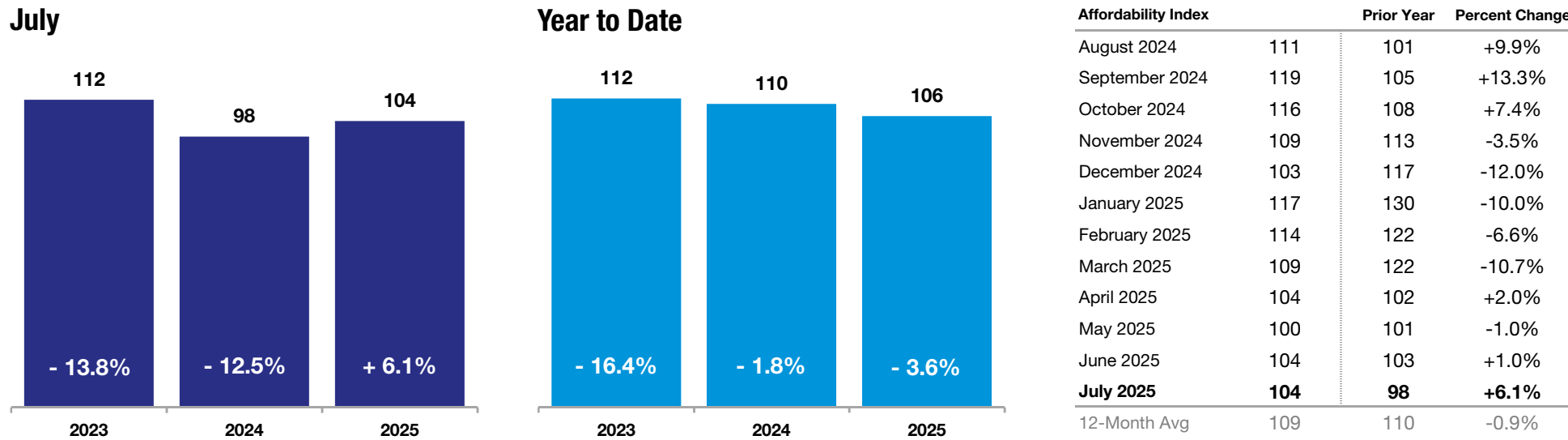
	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2024	97.9%	98.0%	-0.1%
September 2024	96.7%	98.7%	-2.0%
October 2024	97.0%	96.4%	+0.6%
November 2024	96.0%	95.8%	+0.2%
December 2024	94.8%	94.1%	+0.7%
January 2025	93.6%	95.3%	-1.8%
February 2025	94.8%	95.6%	-0.8%
March 2025	96.3%	95.4%	+0.9%
April 2025	96.9%	98.1%	-1.2%
May 2025	98.4%	98.0%	+0.4%
June 2025	98.5%	97.5%	+1.0%
July 2025	96.9%	98.3%	-1.4%
12-Month Avg	96.5%	96.8%	-0.3%

Historical Percent of Original List Price Received by Month

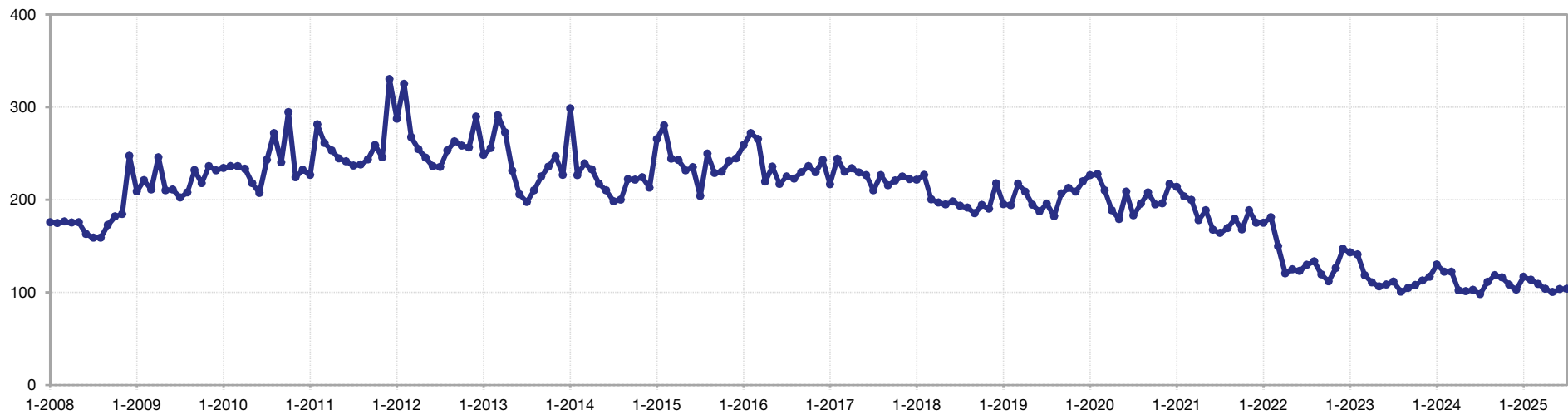


Housing Affordability Index

This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Historical Housing Affordability Index by Month

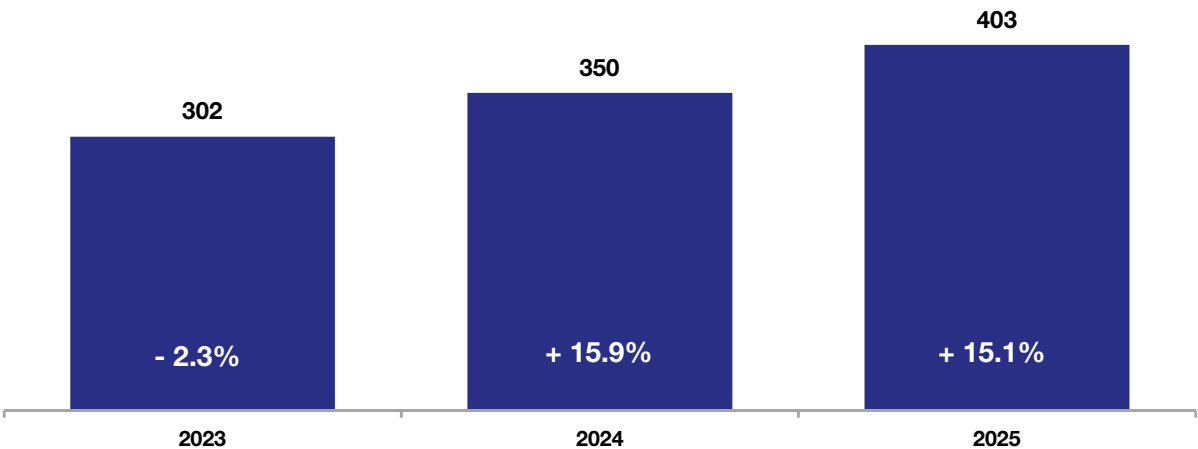


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.

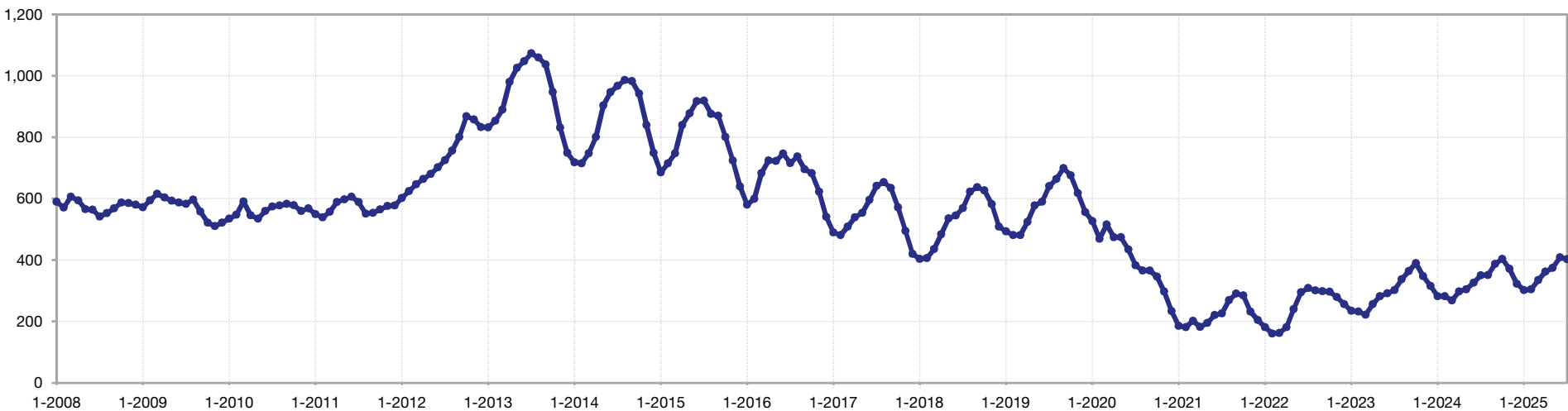


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Homes for Sale		Prior Year	Percent Change
August 2024	351	337	+4.2%
September 2024	387	364	+6.3%
October 2024	404	390	+3.6%
November 2024	372	348	+6.9%
December 2024	323	316	+2.2%
January 2025	302	282	+7.1%
February 2025	305	282	+8.2%
March 2025	335	268	+25.0%
April 2025	362	298	+21.5%
May 2025	374	305	+22.6%
June 2025	409	326	+25.5%
July 2025	403	350	+15.1%
12-Month Avg	361	322	+12.1%

Historical Inventory of Homes for Sale by Month

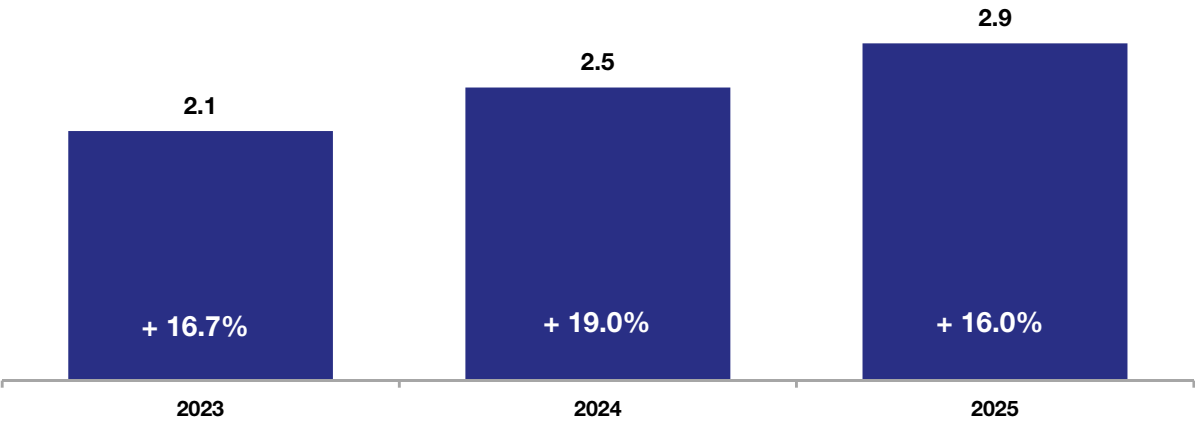


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

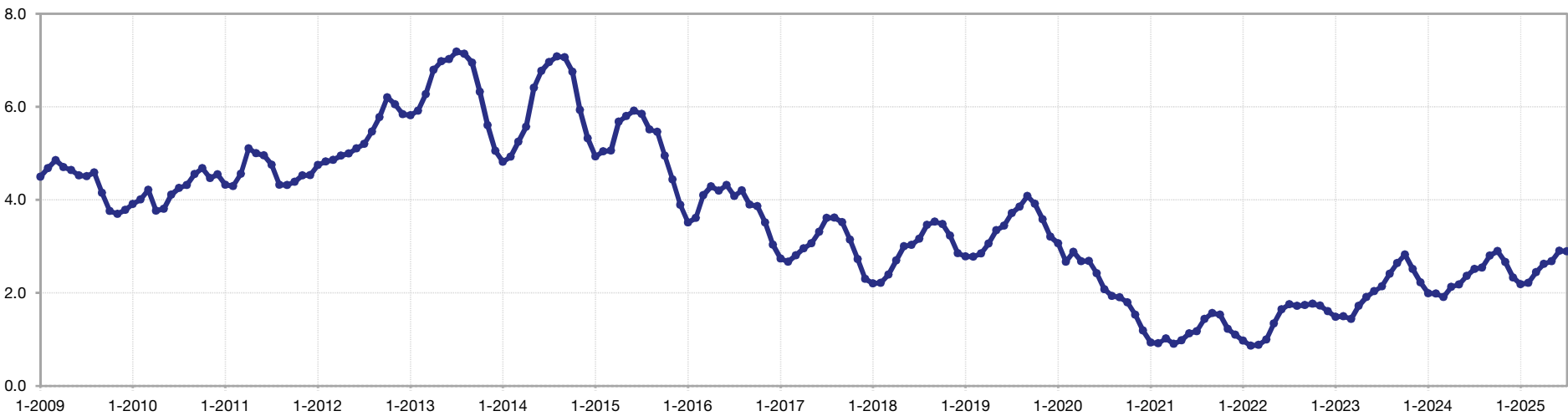


July



Months Supply		Prior Year	Percent Change
August 2024	2.5	2.4	+4.2%
September 2024	2.8	2.6	+7.7%
October 2024	2.9	2.8	+3.6%
November 2024	2.7	2.5	+8.0%
December 2024	2.3	2.2	+4.5%
January 2025	2.2	2.0	+10.0%
February 2025	2.2	2.0	+10.0%
March 2025	2.4	1.9	+26.3%
April 2025	2.6	2.1	+23.8%
May 2025	2.7	2.2	+22.7%
June 2025	2.9	2.4	+20.8%
July 2025	2.9	2.5	+16.0%
12-Month Avg	2.6	2.3	+13.0%

Historical Months Supply of Inventory by Month



Area Overview

New Listings, Closed Sales, and Median Sales Price are based on year-to-date (YTD) figures.
Homes for Sale and Months Supply are based on monthly figures.



	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	7-2024	7-2025	+ / -	7-2024	7-2025	+ / -
Blue Earth	32	34	+6.3%	24	25	+4.2%	\$138,750	\$175,000	+26.1%	11	12	+9.1%	3.1	2.8	-10.2%
Eagle Lake	33	25	-24.2%	16	21	+31.3%	\$338,500	\$350,000	+3.4%	12	4	-66.7%	3.9	1.2	-69.8%
Elysian	20	13	-35.0%	10	7	-30.0%	\$277,500	\$370,000	+33.3%	7	5	-28.6%	2.7	3.5	+27.2%
Fairmont	22	21	-4.5%	17	15	-11.8%	\$195,000	\$244,000	+25.1%	5	7	+40.0%	1.8	3.0	+61.5%
Janesville	16	20	+25.0%	21	18	-14.3%	\$218,750	\$292,750	+33.8%	5	4	-20.0%	1.9	1.6	-14.7%
Lake Crystal	25	32	+28.0%	24	17	-29.2%	\$220,000	\$248,000	+12.7%	8	12	+50.0%	2.3	3.2	+37.5%
Le Sueur	28	21	-25.0%	16	18	+12.5%	\$254,750	\$281,250	+10.4%	10	8	-20.0%	3.6	2.7	-26.7%
Madison Lake	40	40	0.0%	24	22	-8.3%	\$375,250	\$465,000	+23.9%	16	20	+25.0%	4.8	6.1	+27.4%
Mankato	281	309	+10.0%	228	216	-5.3%	\$310,000	\$307,500	-0.8%	80	97	+21.3%	2.2	3.1	+37.0%
Mapleton	16	23	+43.8%	13	13	0.0%	\$205,500	\$230,000	+11.9%	5	10	+100.0%	2.4	4.5	+89.4%
New Ulm	99	101	+2.0%	89	87	-2.2%	\$241,000	\$240,000	-0.4%	24	14	-41.7%	1.8	1.0	-43.8%
Nicollet	9	10	+11.1%	6	8	+33.3%	\$260,950	\$320,000	+22.6%	4	1	-75.0%	3.1	0.6	-80.7%
North Mankato	127	155	+22.0%	79	103	+30.4%	\$319,000	\$310,000	-2.8%	32	47	+46.9%	2.4	3.1	+32.2%
Sleepy Eye	16	25	+56.3%	20	20	0.0%	\$160,000	\$165,000	+3.1%	3	6	+100.0%	1.0	2.0	+100.0%
Springfield	0	2	--	0	2	--	\$0	\$367,000	--	0	0	--	0.0	0.0	--
Waseca	38	48	+26.3%	31	46	+48.4%	\$230,000	\$213,000	-7.4%	6	7	+16.7%	1.2	1.1	-3.6%
Waterville	15	12	-20.0%	9	12	+33.3%	\$366,000	\$430,000	+17.5%	6	2	-66.7%	3.0	1.0	-65.2%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Winnebago	8	13	+62.5%	12	12	0.0%	\$155,000	\$182,000	+17.4%	2	3	+50.0%	0.9	1.3	+48.1%