



Monthly Indicators

February 2025

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

Activity Snapshot

- 32.2% **+ 6.5%** **+ 9.5%**

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.



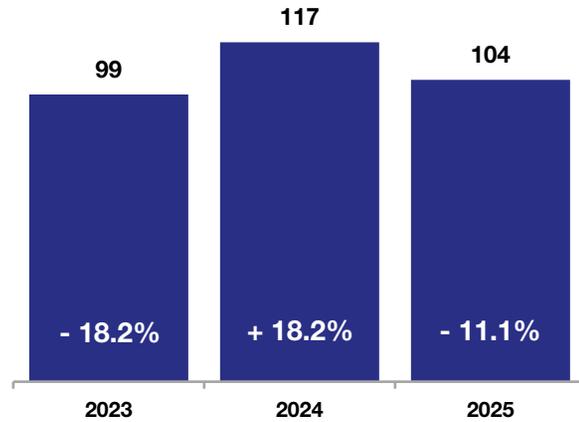
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		117	104	- 11.1%	202	198	- 2.0%
Pending Sales		102	87	- 14.7%	196	166	- 15.3%
Closed Sales		90	61	- 32.2%	179	159	- 11.2%
Days on Market		89	105	+ 18.0%	90	96	+ 6.7%
Median Sales Price		\$229,950	\$245,000	+ 6.5%	\$227,000	\$244,000	+ 7.5%
Avg. Sales Price		\$254,401	\$272,782	+ 7.2%	\$240,525	\$267,020	+ 11.0%
Pct. of Orig. Price Received		95.6%	94.7%	- 0.9%	95.5%	94.0%	- 1.6%
Affordability Index		122	116	- 4.9%	124	117	- 5.6%
Homes for Sale		283	310	+ 9.5%	--	--	--
Months Supply		2.0	2.3	+ 15.0%	--	--	--

New Listings

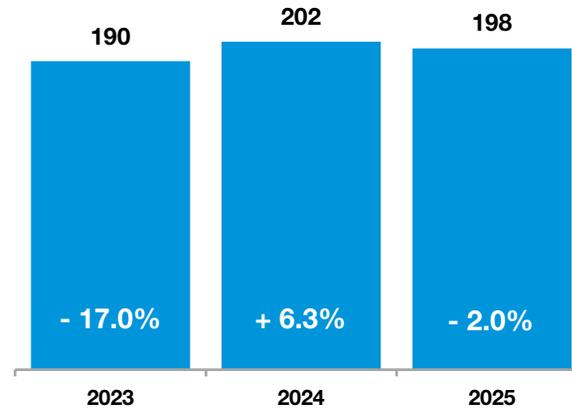
A count of the properties that have been newly listed on the market in a given month.



February

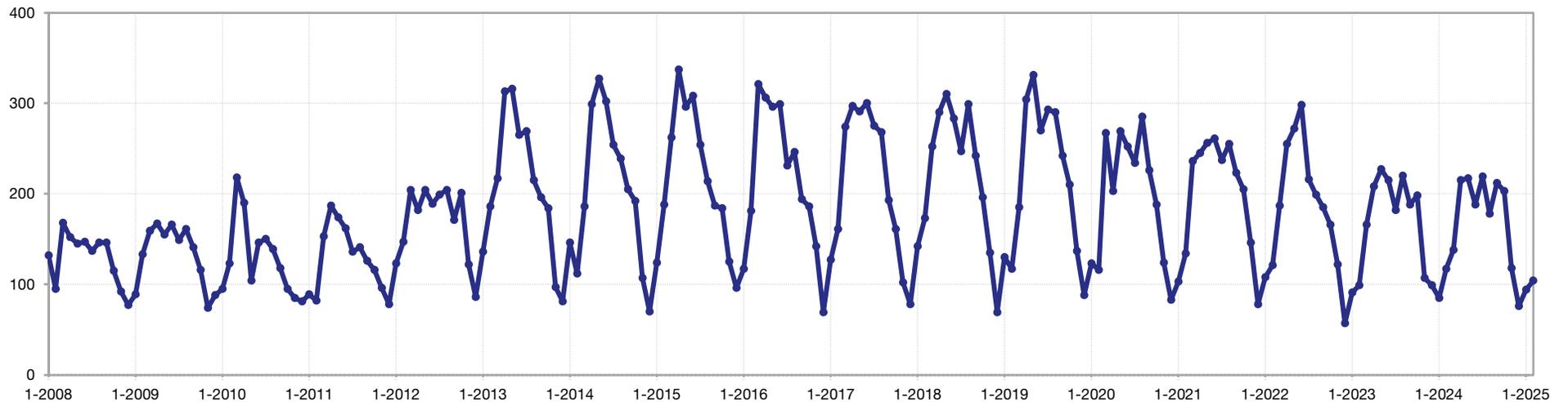


Year to Date



	New Listings	Prior Year	Percent Change
March 2024	138	166	-16.9%
April 2024	215	208	+3.4%
May 2024	217	227	-4.4%
June 2024	188	215	-12.6%
July 2024	219	182	+20.3%
August 2024	178	220	-19.1%
September 2024	212	188	+12.8%
October 2024	203	198	+2.5%
November 2024	118	107	+10.3%
December 2024	76	99	-23.2%
January 2025	94	85	+10.6%
February 2025	104	117	-11.1%
12-Month Avg	164	168	-2.4%

Historical New Listings by Month

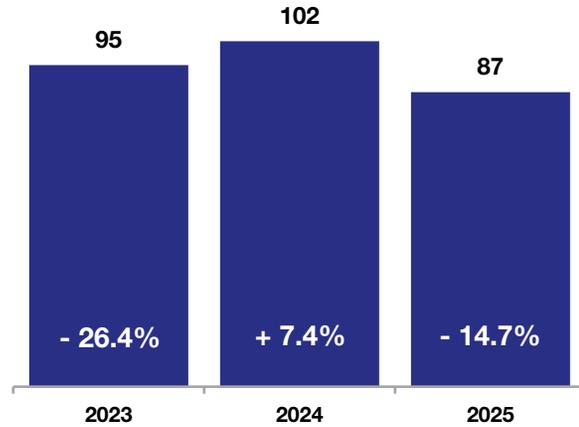


Pending Sales

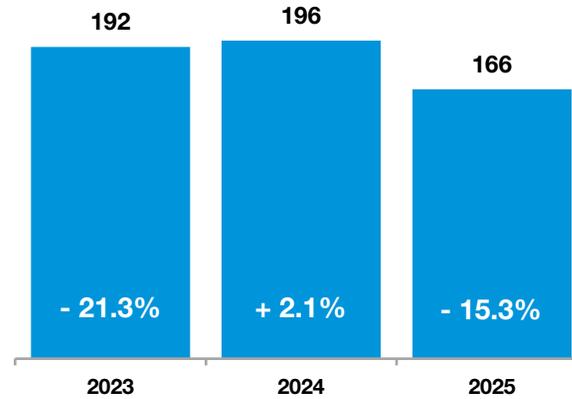
A count of the properties on which offers have been accepted in a given month.



February

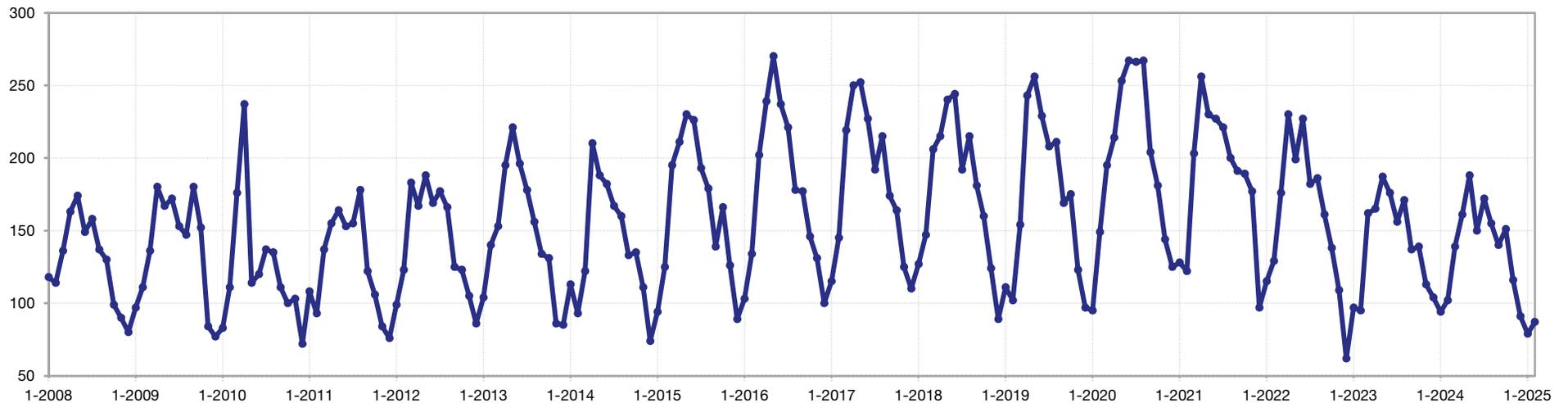


Year to Date



Pending Sales	Prior Year	Percent Change
March 2024	139	-14.2%
April 2024	161	-2.4%
May 2024	188	+0.5%
June 2024	150	-14.8%
July 2024	172	+10.3%
August 2024	155	-9.4%
September 2024	140	+2.2%
October 2024	151	+8.6%
November 2024	116	+2.7%
December 2024	91	-12.5%
January 2025	79	-16.0%
February 2025	87	-14.7%
12-Month Avg	136	-4.2%

Historical Pending Sales by Month

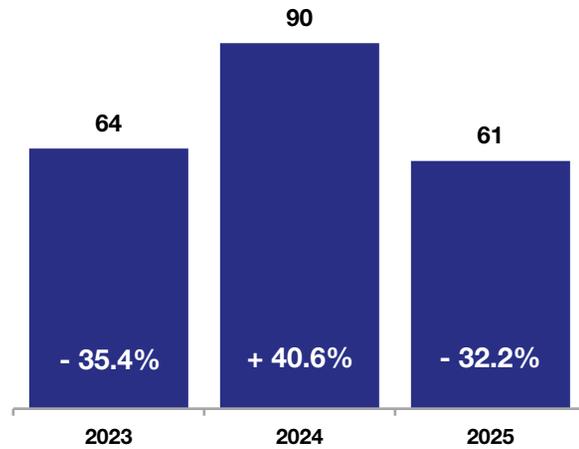


Closed Sales

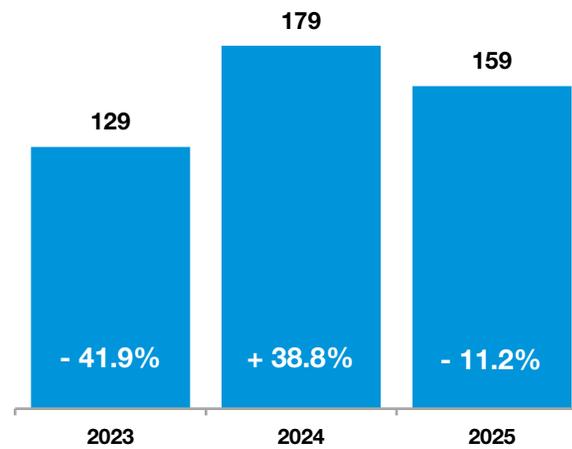
A count of the actual sales that closed in a given month.



February

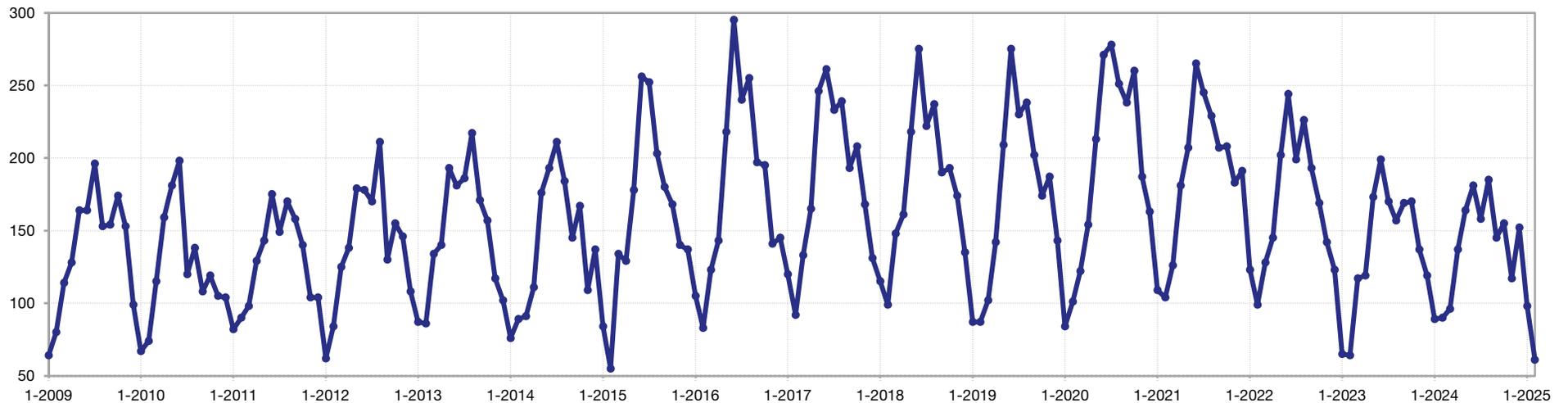


Year to Date



Closed Sales	Prior Year	Percent Change
March 2024	117	-17.9%
April 2024	119	+15.1%
May 2024	173	-5.2%
June 2024	199	-9.0%
July 2024	170	-7.1%
August 2024	157	+17.8%
September 2024	169	-14.2%
October 2024	170	-8.8%
November 2024	137	-14.6%
December 2024	119	+27.7%
January 2025	89	+10.1%
February 2025	90	-32.2%
12-Month Avg	142	-3.5%

Historical Closed Sales by Month

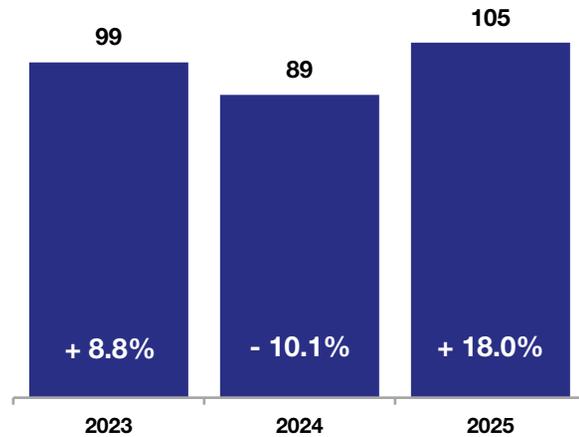


Days on Market Until Sale

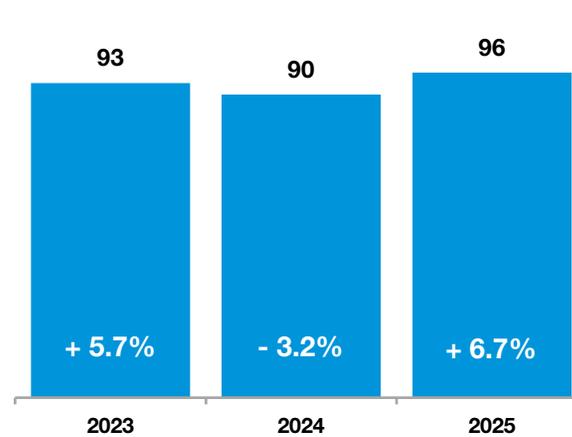
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

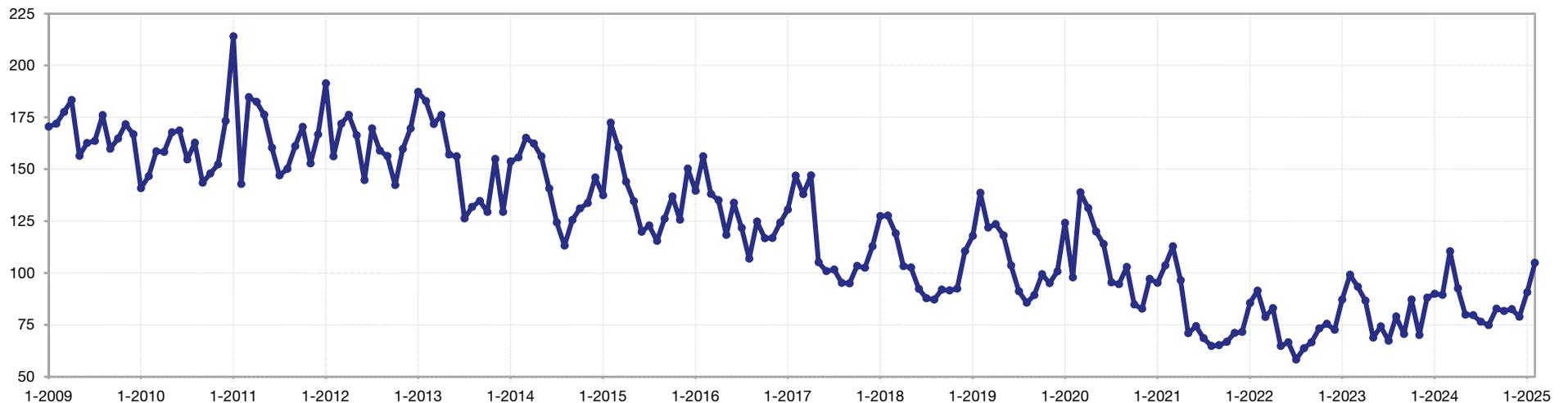


Year to Date



Days on Market	Prior Year	Percent Change
March 2024	93	+18.3%
April 2024	87	+6.9%
May 2024	69	+15.9%
June 2024	74	+8.1%
July 2024	67	+13.4%
August 2024	79	-5.1%
September 2024	71	+16.9%
October 2024	87	-5.7%
November 2024	70	+17.1%
December 2024	88	-10.2%
January 2025	90	+1.1%
February 2025	105	+18.0%
12-Month Avg	86	+7.5%

Historical Days on Market Until Sale by Month

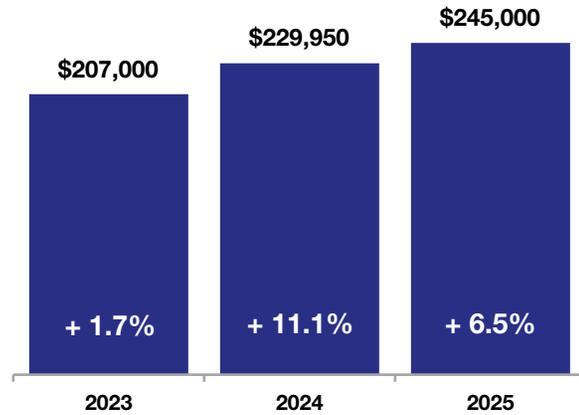


Median Sales Price

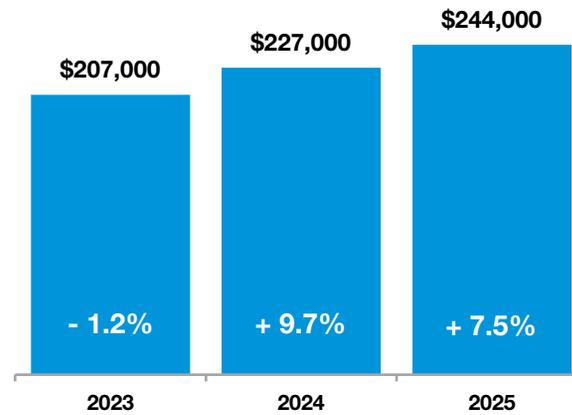
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 2024	\$231,000	\$250,000	-7.6%
April 2024	\$269,900	\$265,000	+1.8%
May 2024	\$276,500	\$272,500	+1.5%
June 2024	\$275,000	\$266,000	+3.4%
July 2024	\$290,000	\$254,500	+13.9%
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	\$270,000	\$247,200	+9.2%
January 2025	\$240,000	\$220,500	+8.8%
February 2025	\$245,000	\$229,950	+6.5%
12-Month Avg	\$260,533	\$251,863	+3.4%

Historical Median Sales Price by Month

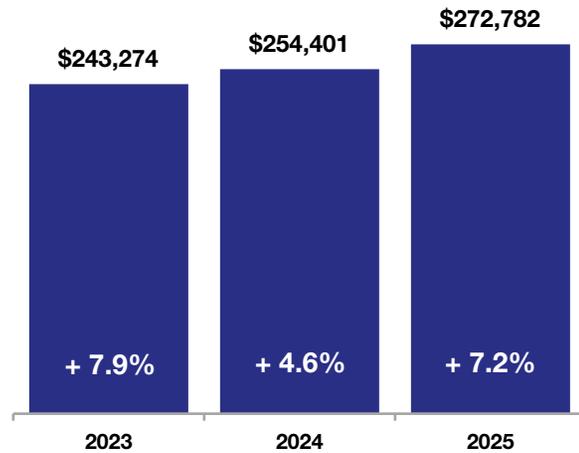


Average Sales Price

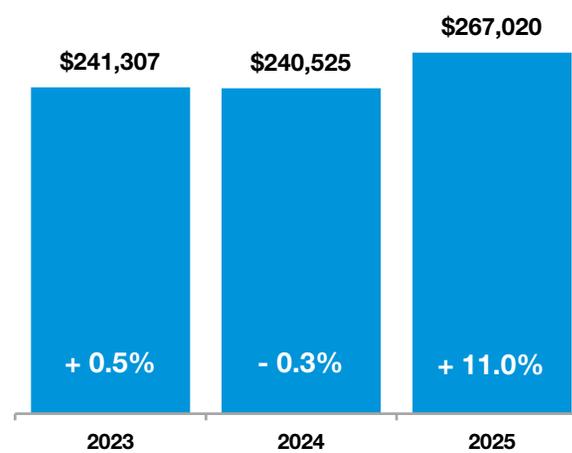
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2024	\$242,611	\$263,489	-7.9%
April 2024	\$281,994	\$283,935	-0.7%
May 2024	\$311,315	\$297,331	+4.7%
June 2024	\$296,890	\$280,394	+5.9%
July 2024	\$314,903	\$272,142	+15.7%
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	\$295,360	\$262,105	+12.7%
January 2025	\$263,433	\$226,493	+16.3%
February 2025	\$272,782	\$254,401	+7.2%
12-Month Avg	\$285,238	\$272,577	+4.6%

Historical Average Sales Price by Month

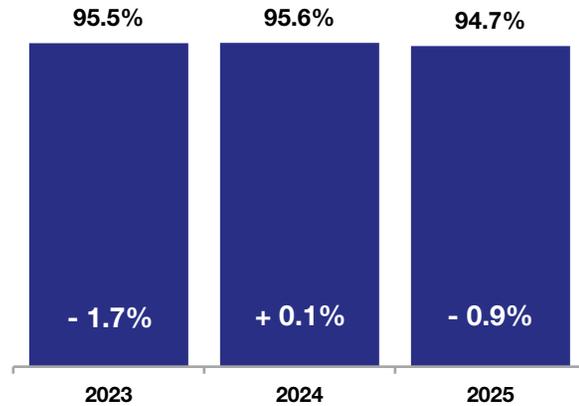


Percent of Original List Price Received

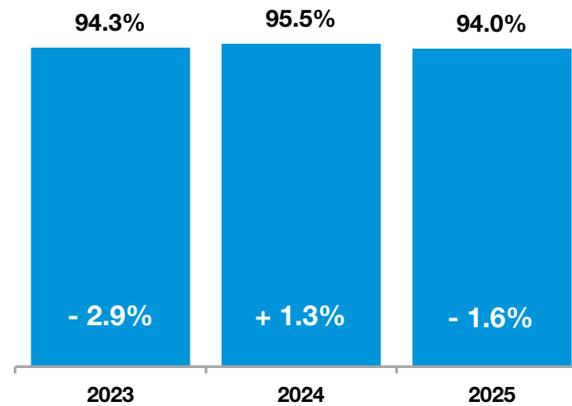
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



February

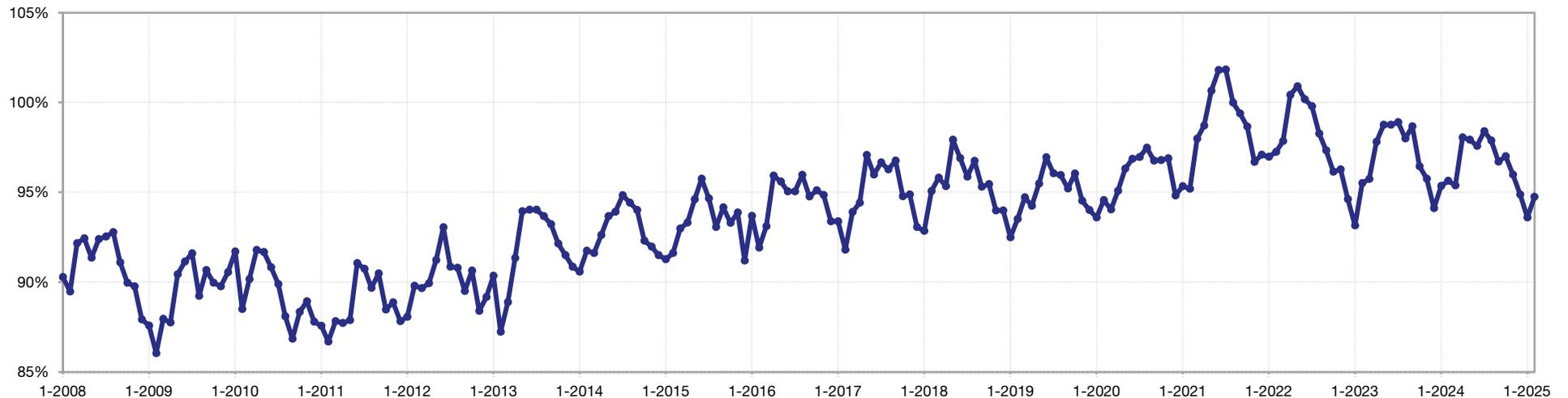


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2024	95.4%	95.7%	-0.3%
April 2024	98.1%	97.8%	+0.3%
May 2024	97.9%	98.8%	-0.9%
June 2024	97.6%	98.8%	-1.2%
July 2024	98.4%	98.9%	-0.5%
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	94.9%	94.1%	+0.9%
January 2025	93.6%	95.3%	-1.8%
February 2025	94.7%	95.6%	-0.9%
12-Month Avg	96.5%	97.0%	-0.5%

Historical Percent of Original List Price Received by Month

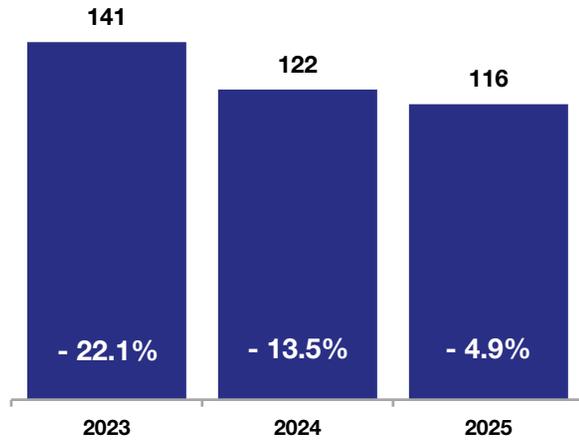


Housing Affordability Index

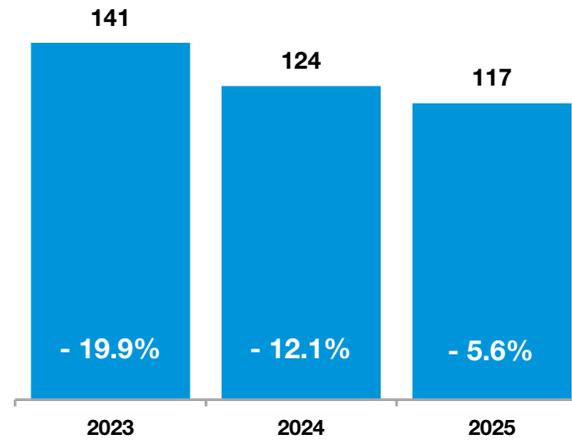


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February



Year to Date



	Affordability Index	Prior Year	Percent Change
March 2024	122	118	+3.4%
April 2024	102	111	-8.1%
May 2024	101	106	-4.7%
June 2024	103	108	-4.6%
July 2024	98	112	-12.5%
August 2024	111	101	+9.9%
September 2024	119	105	+13.3%
October 2024	116	108	+7.4%
November 2024	109	113	-3.5%
December 2024	105	117	-10.3%
January 2025	117	130	-10.0%
February 2025	116	122	-4.9%
12-Month Avg	110	113	-2.7%

Historical Housing Affordability Index by Month

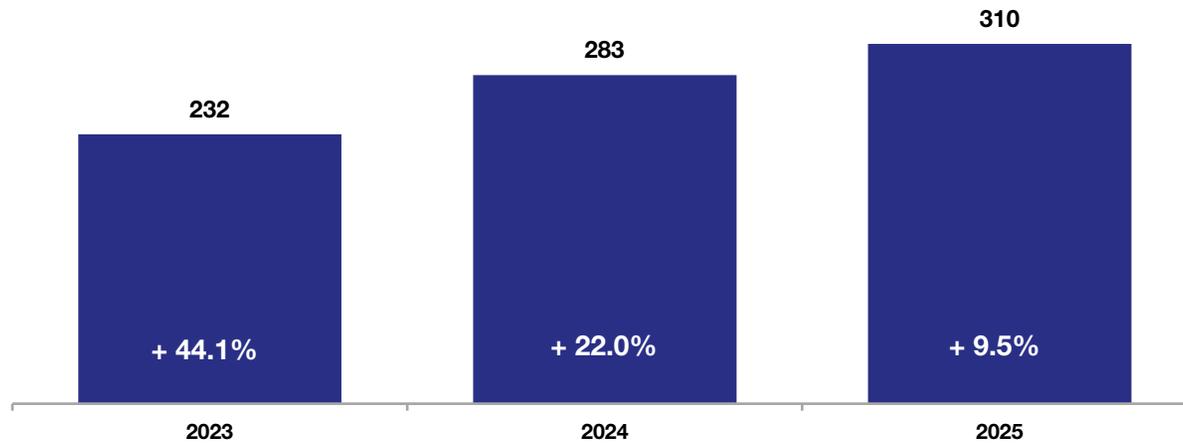


Inventory of Homes for Sale

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

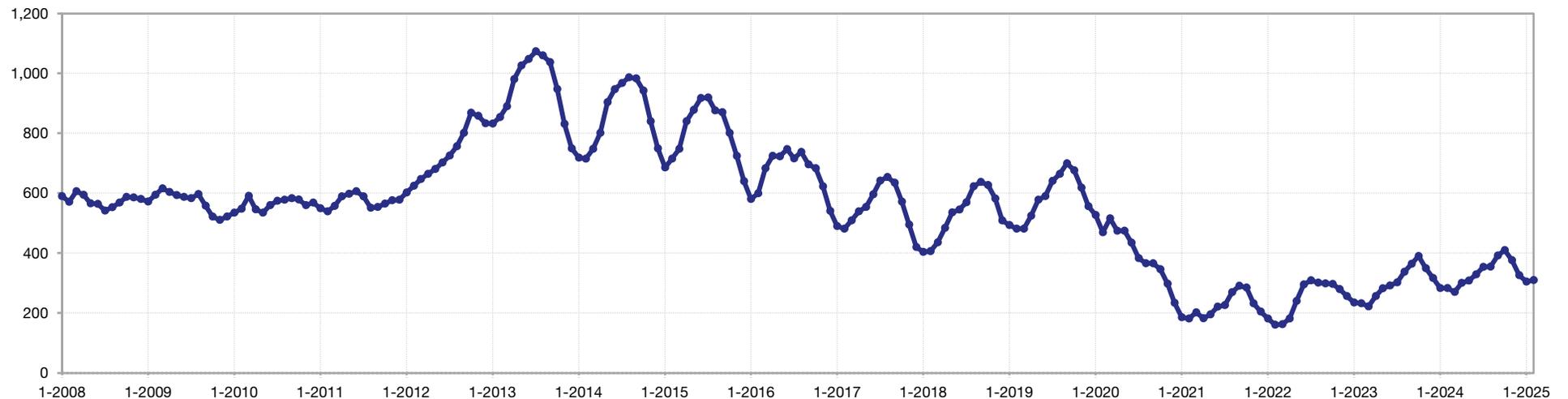


February



Homes for Sale	Prior Year	Percent Change
March 2024	270	+21.6%
April 2024	300	+17.2%
May 2024	308	+9.2%
June 2024	329	+12.7%
July 2024	354	+17.2%
August 2024	355	+5.3%
September 2024	392	+7.7%
October 2024	410	+5.1%
November 2024	376	+7.7%
December 2024	326	+2.8%
January 2025	305	+7.8%
February 2025	310	+9.5%
12-Month Avg	336	+9.8%

Historical Inventory of Homes for Sale by Month

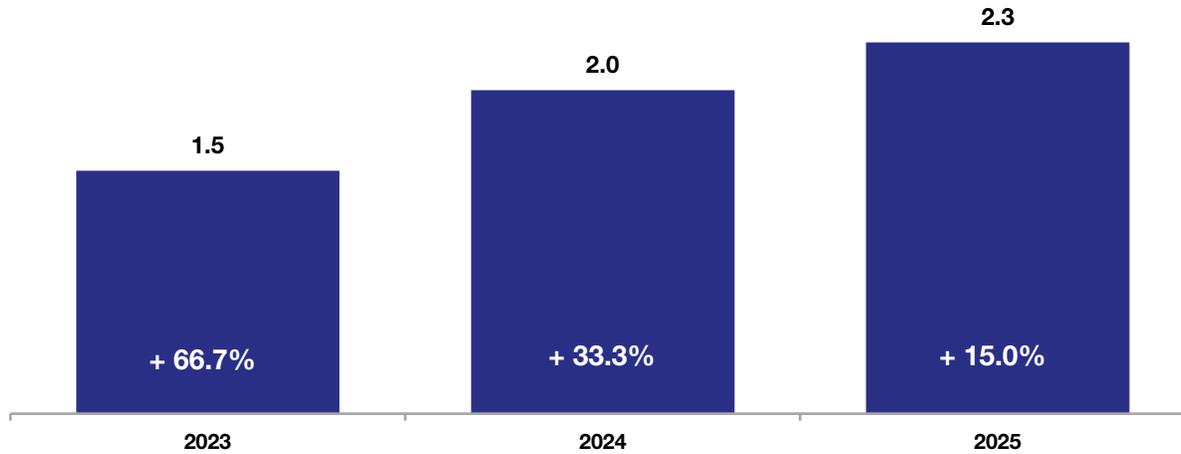


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2024	1.9	1.4	+35.7%
April 2024	2.1	1.7	+23.5%
May 2024	2.2	1.9	+15.8%
June 2024	2.4	2.0	+20.0%
July 2024	2.5	2.1	+19.0%
August 2024	2.6	2.4	+8.3%
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	2.4	2.2	+9.1%
January 2025	2.2	2.0	+10.0%
February 2025	2.3	2.0	+15.0%
12-Month Avg	2.4	2.2	+9.1%

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	+ / -	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -
Blue Earth	7	9	+28.6%	7	5	-28.6%	\$135,000	\$170,000	+25.9%	13	10	-23.1%	3.7	2.4	-36.7%
Eagle Lake	7	3	-57.1%	1	3	+200.0%	\$315,000	\$343,500	+9.0%	7	3	-57.1%	2.3	0.8	-63.7%
Elysian	1	4	+300.0%	0	3	--	\$0	\$294,900	--	4	6	+50.0%	2.8	2.7	-3.6%
Fairmont	5	5	0.0%	1	4	+300.0%	\$25,000	\$292,500	+1070.0%	7	6	-14.3%	2.6	2.2	-15.8%
Janesville	5	3	-40.0%	9	1	-88.9%	\$199,000	\$575,000	+188.9%	8	6	-25.0%	2.8	3.0	+6.3%
Lake Crystal	2	3	+50.0%	6	2	-66.7%	\$217,500	\$136,650	-37.2%	2	5	+150.0%	0.7	1.5	+125.0%
Le Sueur	4	2	-50.0%	4	0	-100.0%	\$282,500	\$0	-100.0%	5	8	+60.0%	1.5	3.0	+101.8%
Madison Lake	13	3	-76.9%	0	4	--	\$0	\$425,000	--	16	9	-43.8%	4.4	2.3	-48.9%
Mankato	50	46	-8.0%	46	37	-19.6%	\$269,950	\$285,000	+5.6%	59	74	+25.4%	1.5	2.4	+58.3%
Mapleton	2	1	-50.0%	2	1	-50.0%	\$257,500	\$275,000	+6.8%	3	2	-33.3%	1.1	1.0	-15.3%
New Ulm	13	13	0.0%	17	10	-41.2%	\$233,880	\$227,500	-2.7%	14	15	+7.1%	1.1	1.2	+5.8%
Nicollet	1	3	+200.0%	0	1	--	\$0	\$262,000	--	0	1	--	0.0	0.7	--
North Mankato	19	16	-15.8%	12	17	+41.7%	\$273,950	\$260,000	-5.1%	28	29	+3.6%	2.4	2.0	-16.1%
Sleepy Eye	3	3	0.0%	6	5	-16.7%	\$92,500	\$92,500	0.0%	1	2	+100.0%	0.3	0.8	+213.3%
Springfield	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Waseca	8	8	0.0%	6	9	+50.0%	\$213,000	\$215,000	+0.9%	7	12	+71.4%	1.3	2.4	+88.6%
Waterville	3	3	0.0%	0	2	--	\$0	\$271,250	--	2	4	+100.0%	1.0	1.8	+80.0%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Winnebago	2	1	-50.0%	5	2	-60.0%	\$154,900	\$263,750	+70.3%	5	1	-80.0%	2.0	0.6	-71.9%