



Monthly Indicators

January 2025

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

Activity Snapshot

+ 6.7% **+ 7.9%** **+ 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.



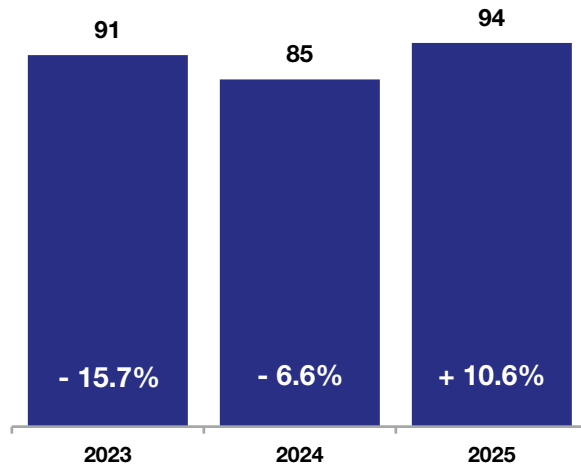
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		85	94	+ 10.6%	85	94	+ 10.6%
Pending Sales		94	73	- 22.3%	94	73	- 22.3%
Closed Sales		89	95	+ 6.7%	89	95	+ 6.7%
Days on Market		90	90	0.0%	90	90	0.0%
Median Sales Price		\$220,500	\$238,000	+ 7.9%	\$220,500	\$238,000	+ 7.9%
Avg. Sales Price		\$226,493	\$257,278	+ 13.6%	\$226,493	\$257,278	+ 13.6%
Pct. of Orig. Price Received		95.3%	93.6%	- 1.8%	95.3%	93.6%	- 1.8%
Affordability Index		130	118	- 9.2%	130	118	- 9.2%
Homes for Sale		283	310	+ 9.5%	--	--	--
Months Supply		2.0	2.3	+ 15.0%	--	--	--

New Listings

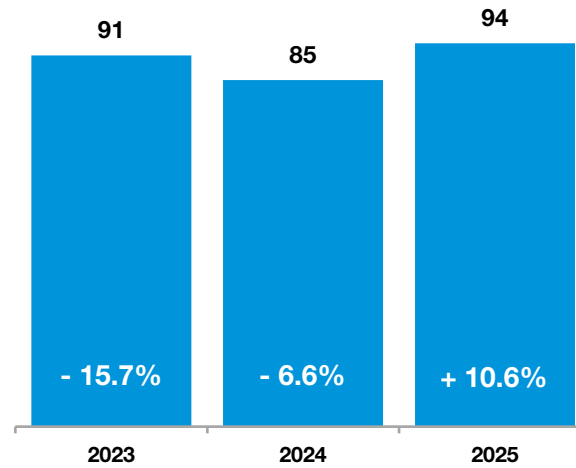
A count of the properties that have been newly listed on the market in a given month.



January

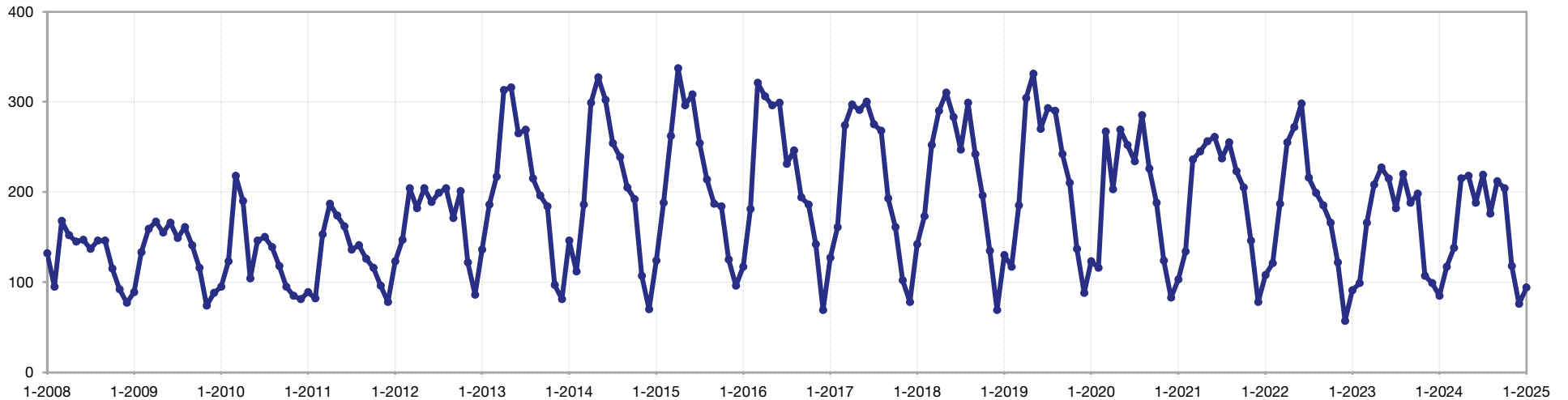


Year to Date



	New Listings	Prior Year	Percent Change
February 2024	117	99	+18.2%
March 2024	138	166	-16.9%
April 2024	215	208	+3.4%
May 2024	218	227	-4.0%
June 2024	188	215	-12.6%
July 2024	219	182	+20.3%
August 2024	176	220	-20.0%
September 2024	212	188	+12.8%
October 2024	204	198	+3.0%
November 2024	118	107	+10.3%
December 2024	76	99	-23.2%
January 2025	94	85	+10.6%
12-Month Avg	165	166	-0.6%

Historical New Listings by Month

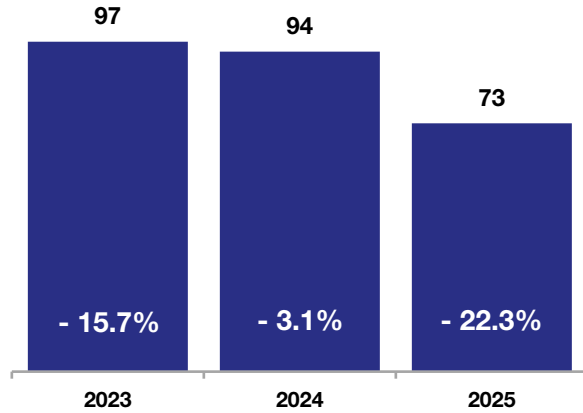


Pending Sales

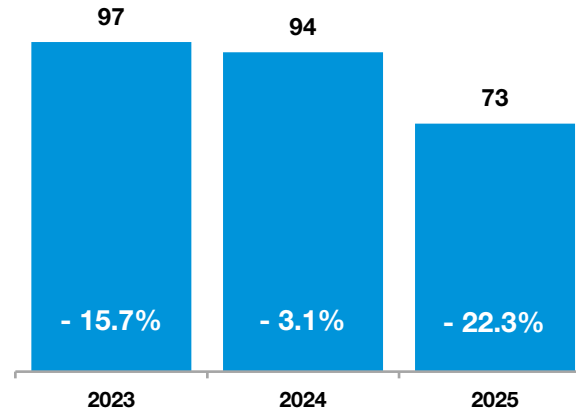
A count of the properties on which offers have been accepted in a given month.



January

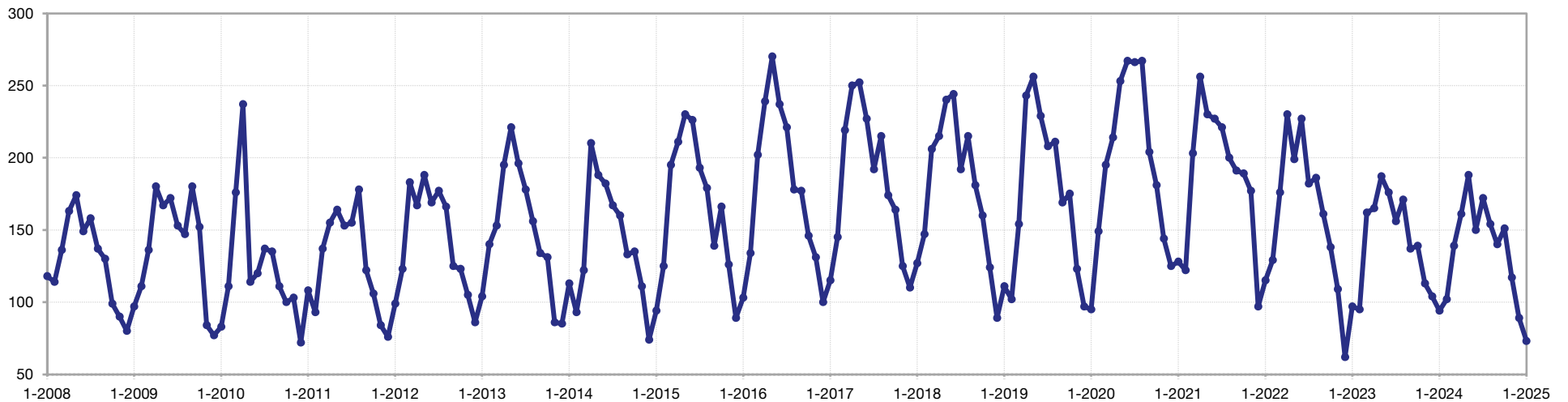


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2024	102	95	+7.4%
March 2024	139	162	-14.2%
April 2024	161	165	-2.4%
May 2024	188	187	+0.5%
June 2024	150	176	-14.8%
July 2024	172	156	+10.3%
August 2024	154	171	-9.9%
September 2024	140	137	+2.2%
October 2024	151	139	+8.6%
November 2024	117	113	+3.5%
December 2024	89	104	-14.4%
January 2025	73	94	-22.3%
12-Month Avg	136	142	-4.2%

Historical Pending Sales by Month

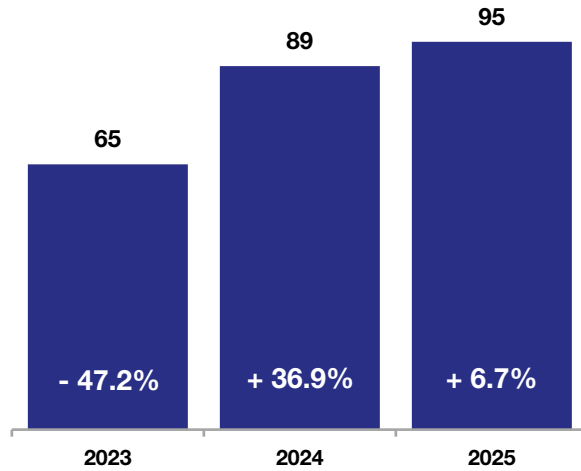


Closed Sales

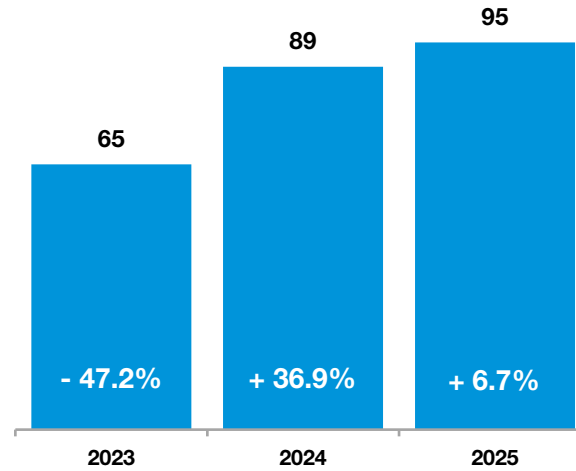
A count of the actual sales that closed in a given month.



January

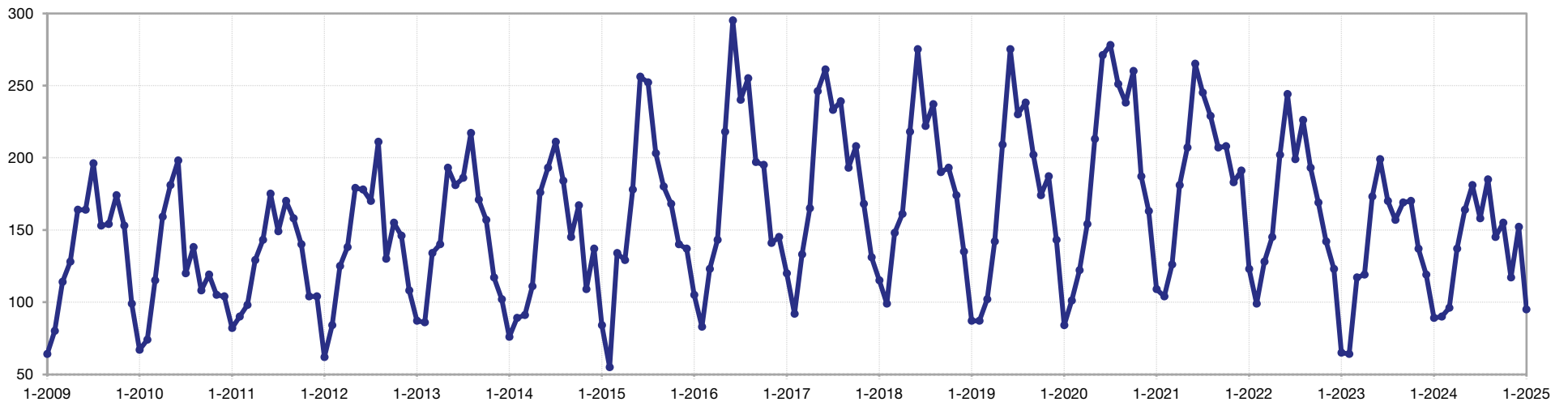


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2024	90	64	+40.6%
March 2024	96	117	-17.9%
April 2024	137	119	+15.1%
May 2024	164	173	-5.2%
June 2024	181	199	-9.0%
July 2024	158	170	-7.1%
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	152	119	+27.7%
January 2025	95	89	+6.7%
12-Month Avg	140	140	0.0%

Historical Closed Sales by Month

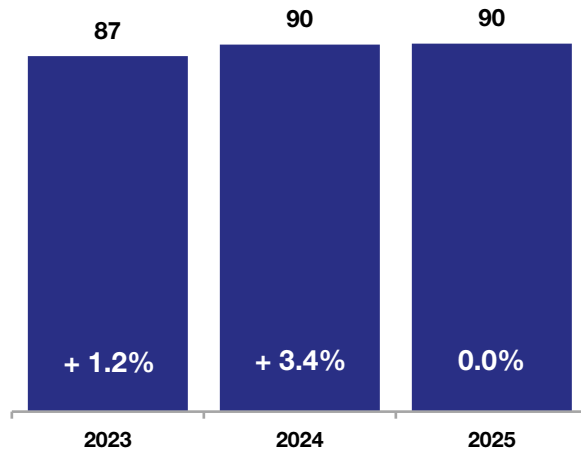


Days on Market Until Sale

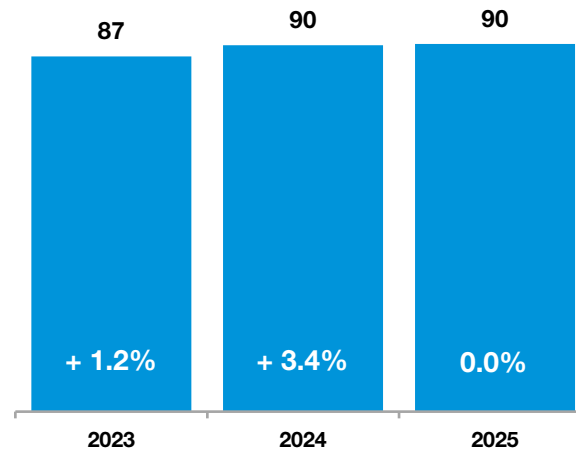
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

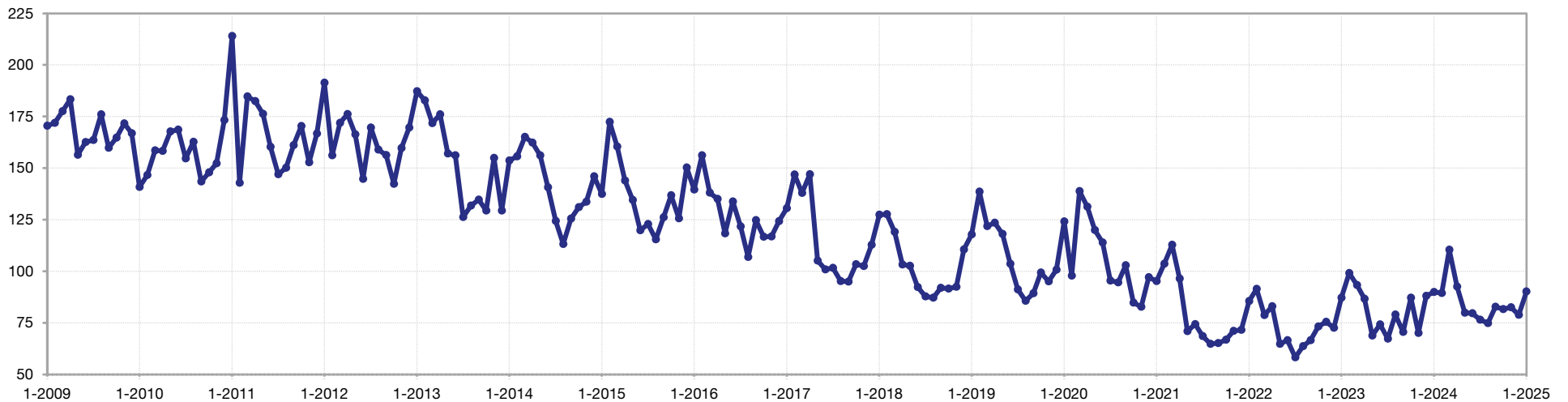


Year to Date



Days on Market	Prior Year	Percent Change
February 2024	89	-10.1%
March 2024	110	+18.3%
April 2024	93	+6.9%
May 2024	80	+15.9%
June 2024	80	+8.1%
July 2024	76	+13.4%
August 2024	75	-5.1%
September 2024	83	+16.9%
October 2024	82	-5.7%
November 2024	82	+17.1%
December 2024	79	-10.2%
January 2025	90	0.0%
12-Month Avg	85	+4.9%

Historical Days on Market Until Sale by Month

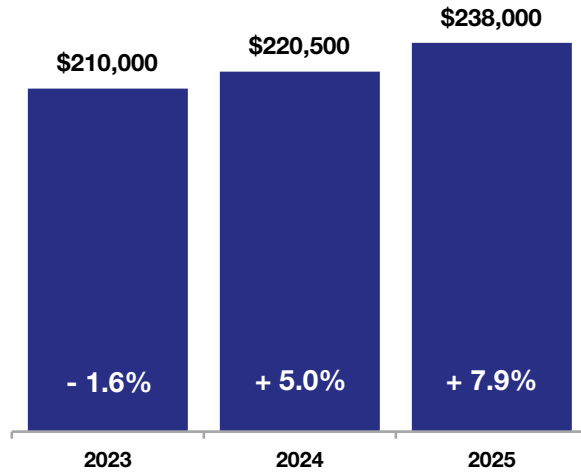


Median Sales Price

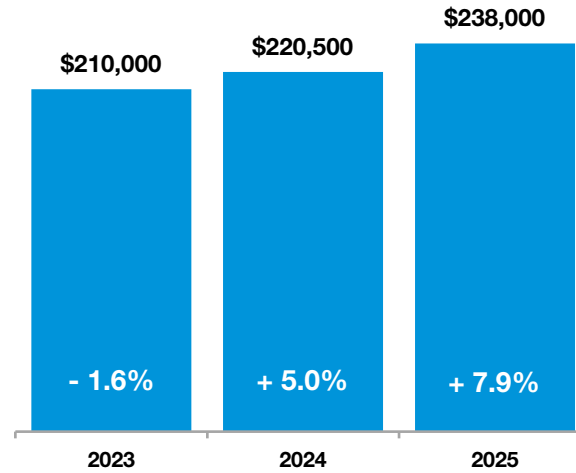
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

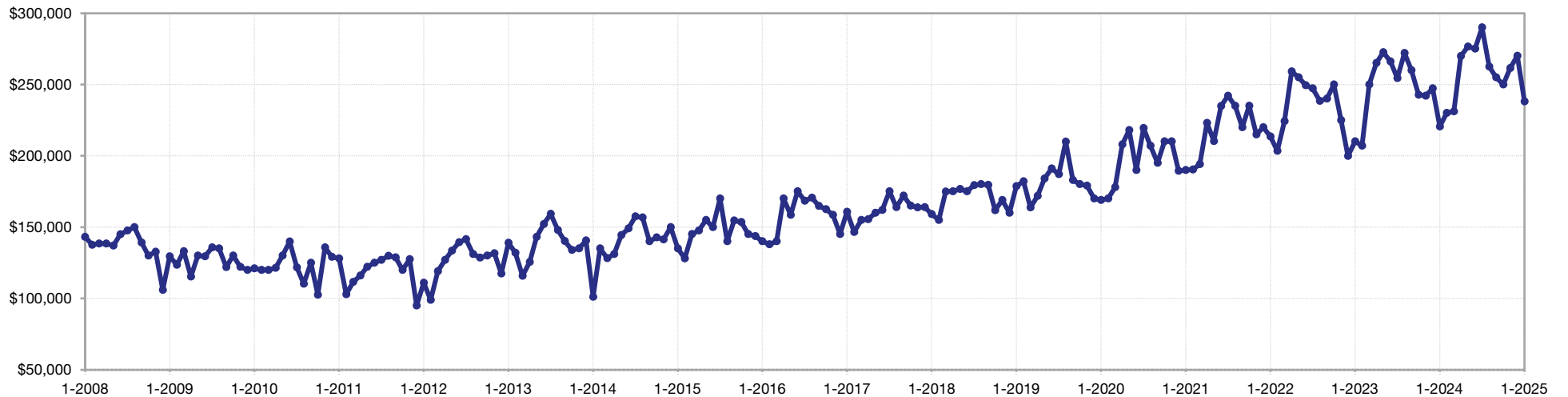


Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2024	\$229,950	\$207,000	+11.1%
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	\$238,000	\$220,500	+7.9%
12-Month Avg	\$259,113	\$249,950	+3.7%

Historical Median Sales Price by Month

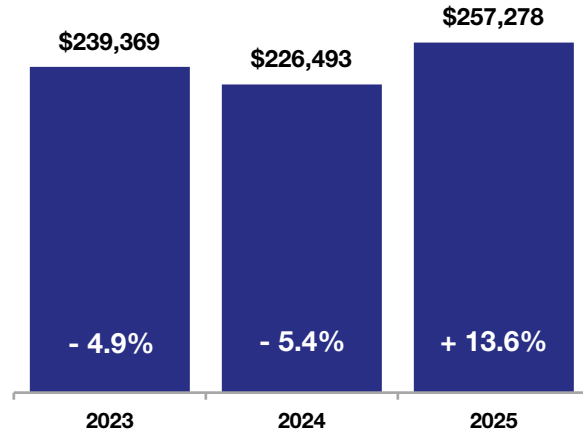


Average Sales Price

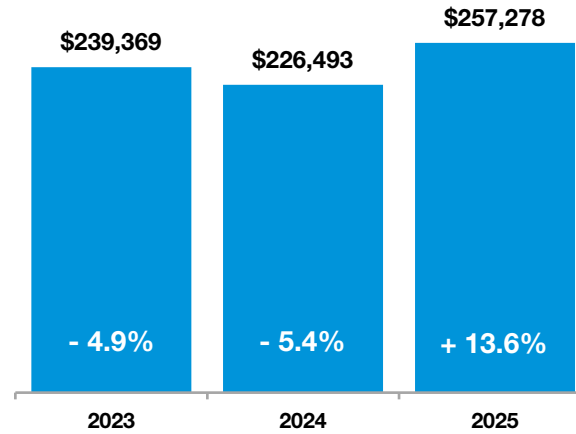
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

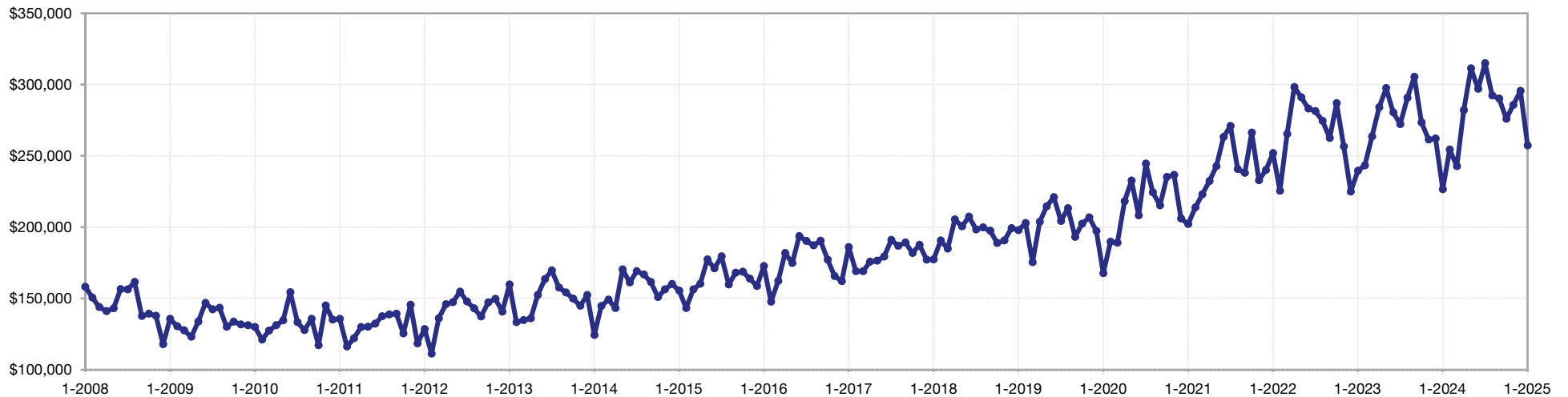


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2024	\$254,401	\$243,274	+4.6%
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	\$257,278	\$226,493	+13.6%
12-Month Avg	\$283,193	\$271,650	+4.2%

Historical Average Sales Price by Month

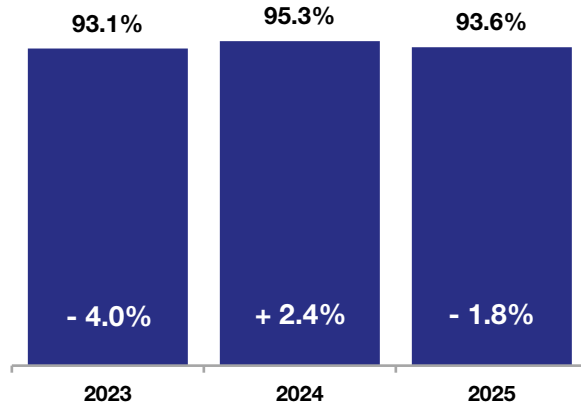


Percent of Original List Price Received

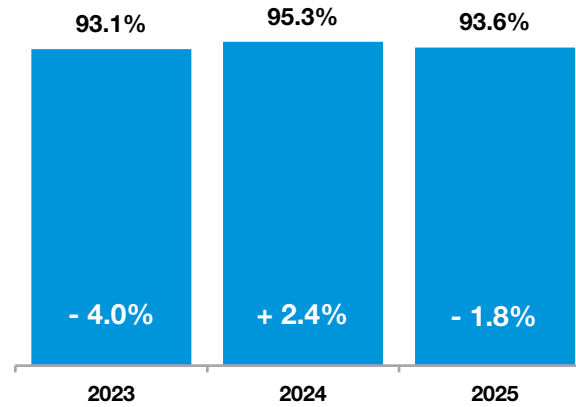
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

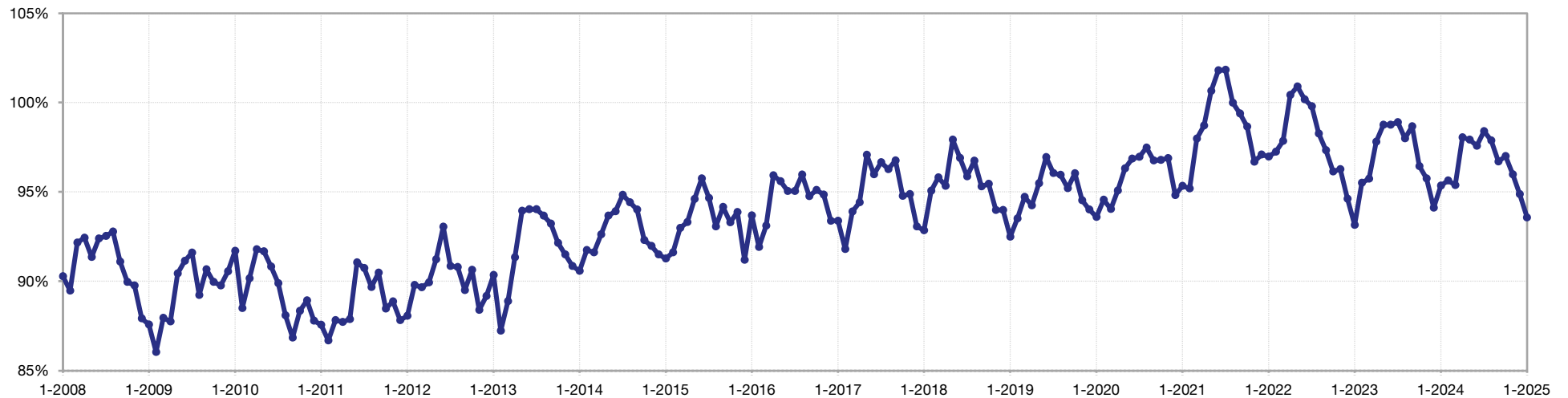


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2024	95.6%	95.5%	+0.1%
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%
12-Month Avg	96.6%	97.0%	-0.4%

Historical Percent of Original List Price Received by Month

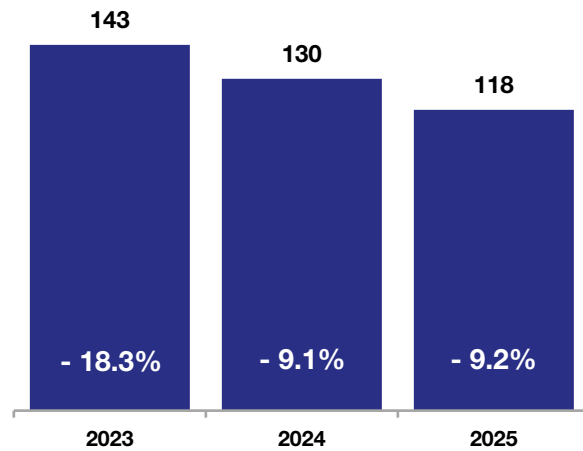


Housing Affordability Index

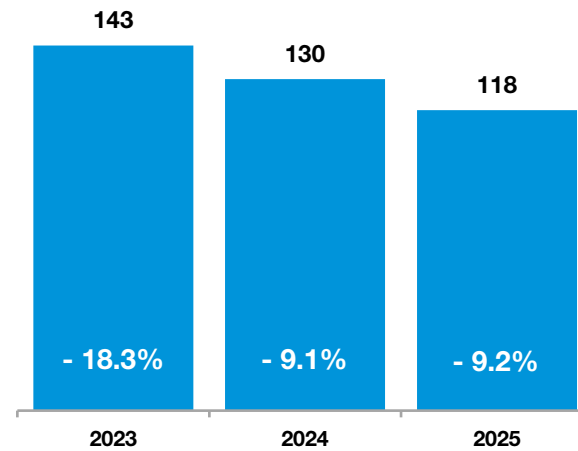
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

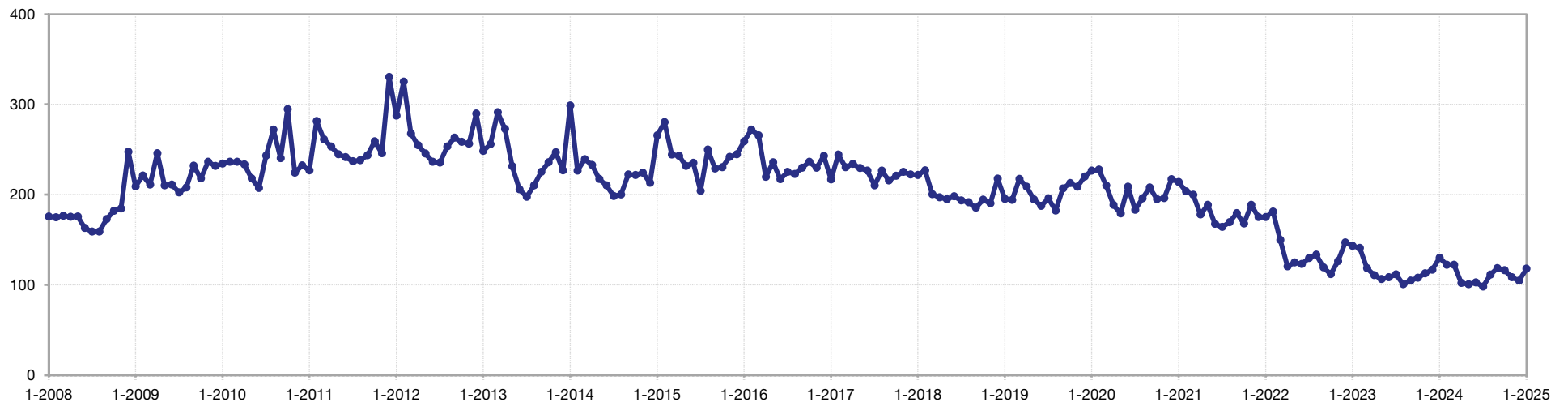


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2024	122	141	-13.5%
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	118	130	-9.2%
12-Month Avg	110	114	-3.5%

Historical Housing Affordability Index by Month

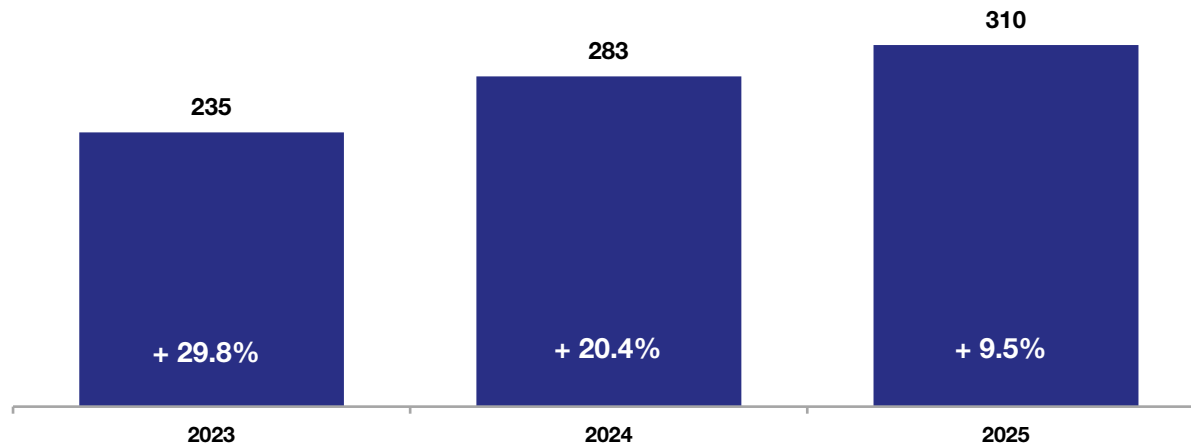


Inventory of Homes for Sale

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

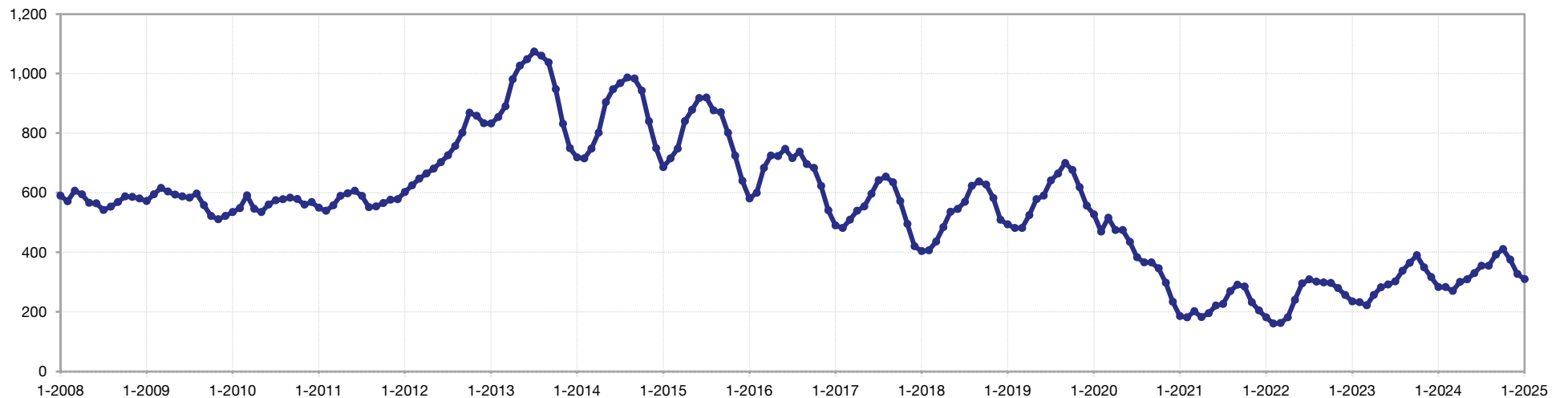


January



Homes for Sale	Prior Year	Percent Change
February 2024	232	+22.0%
March 2024	222	+21.6%
April 2024	256	+17.2%
May 2024	282	+9.6%
June 2024	292	+13.0%
July 2024	302	+17.5%
August 2024	337	+5.3%
September 2024	364	+7.7%
October 2024	390	+5.4%
November 2024	349	+7.4%
December 2024	317	+3.2%
January 2025	283	+9.5%
12-Month Avg	302	+10.9%

Historical Inventory of Homes for Sale by Month

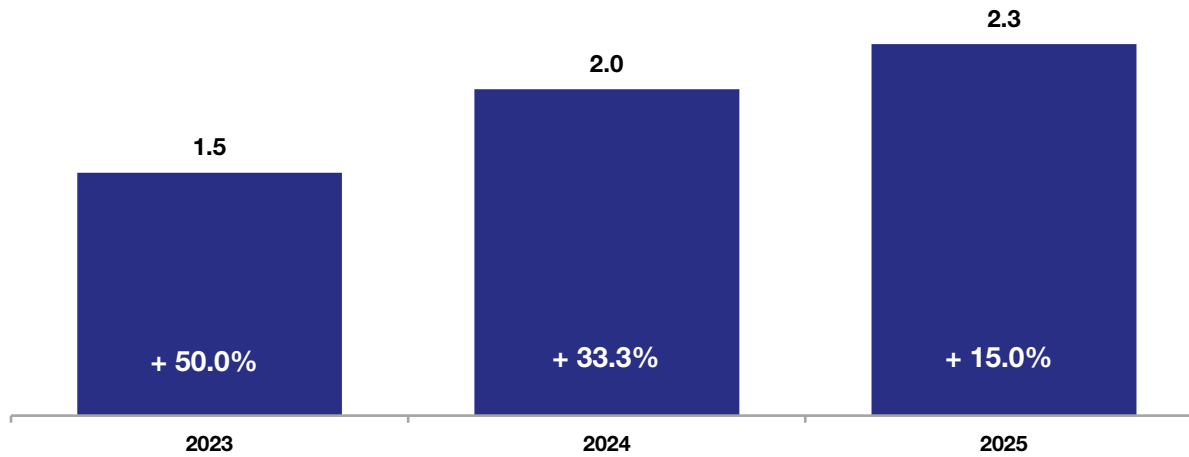


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2024	2.0	1.5	+33.3%
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	2.6	2.1	+23.8%
August 2024	2.6	2.4	+8.3%
September 2024	2.8	2.6	+7.7%
October 2024	3.0	2.8	+7.1%
November 2024	2.7	2.5	+8.0%
December 2024	2.4	2.2	+9.1%
January 2025	2.3	2.0	+15.0%
12-Month Avg	2.4	2.1	+14.3%

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	+ / -	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -
Blue Earth	0	3	--	3	5	+66.7%	\$112,500	\$170,000	+51.1%	10	6	-40.0%	2.8	1.4	-50.4%
Eagle Lake	1	0	-100.0%	0	2	--	\$0	\$331,500	--	5	3	-40.0%	1.8	0.8	-54.9%
Elysian	0	2	--	0	2	--	\$0	\$213,321	--	3	4	+33.3%	2.2	1.8	-17.5%
Fairmont	1	3	+200.0%	0	3	--	\$0	\$325,000	--	7	6	-14.3%	2.9	2.1	-29.5%
Janesville	4	0	-100.0%	3	0	-100.0%	\$295,000	\$0	-100.0%	8	4	-50.0%	2.8	2.0	-29.2%
Lake Crystal	1	2	+100.0%	5	2	-60.0%	\$247,000	\$136,650	-44.7%	5	5	0.0%	1.8	1.4	-23.3%
Le Sueur	3	1	-66.7%	2	0	-100.0%	\$232,500	\$0	-100.0%	6	8	+33.3%	1.7	2.9	+67.5%
Madison Lake	5	2	-60.0%	0	2	--	\$0	\$488,000	--	14	10	-28.6%	3.8	2.6	-30.8%
Mankato	19	23	+21.1%	22	20	-9.1%	\$246,500	\$293,750	+19.2%	59	80	+35.6%	1.5	2.6	+68.0%
Mapleton	0	0	--	0	1	--	\$0	\$275,000	--	5	3	-40.0%	2.0	1.3	-36.2%
New Ulm	7	5	-28.6%	9	6	-33.3%	\$309,900	\$202,500	-34.7%	19	14	-26.3%	1.5	1.1	-30.5%
Nicollet	0	2	--	0	0	--	\$0	\$0	--	0	3	--	0.0	2.2	--
North Mankato	10	6	-40.0%	4	14	+250.0%	\$232,450	\$242,500	+4.3%	21	34	+61.9%	1.7	2.5	+44.9%
Sleepy Eye	1	1	0.0%	5	4	-20.0%	\$75,000	\$110,500	+47.3%	4	3	-25.0%	1.1	1.1	+3.1%
Springfield	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Waseca	3	6	+100.0%	6	6	0.0%	\$213,000	\$192,000	-9.9%	7	15	+114.3%	1.3	3.0	+121.3%
Waterville	2	0	-100.0%	0	0	--	\$0	\$0	--	4	3	-25.0%	2.3	1.3	-42.9%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Winnebago	1	1	0.0%	4	0	-100.0%	\$154,950	\$0	-100.0%	4	2	-50.0%	1.6	1.1	-33.3%