



Monthly Indicators

March 2026

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

Activity Snapshot

+ 11.5% **+ 4.2%** **+ 3.3%**

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.



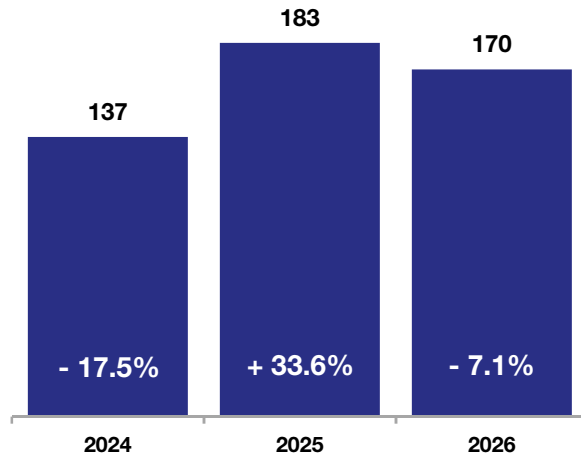
Key Metrics	Historical Sparkbars	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		183	170	- 7.1%	396	413	+ 4.3%
Pending Sales		129	147	+ 14.0%	314	332	+ 5.7%
Closed Sales		96	107	+ 11.5%	258	279	+ 8.1%
Days on Market		102	96	- 5.9%	99	101	+ 2.0%
Median Sales Price		\$264,000	\$275,000	+ 4.2%	\$250,000	\$270,000	+ 8.0%
Avg. Sales Price		\$299,109	\$303,801	+ 1.6%	\$280,971	\$294,929	+ 5.0%
Pct. of Orig. Price Received		96.3%	95.4%	- 0.9%	94.9%	94.7%	- 0.2%
Affordability Index		109	107	- 1.8%	115	109	- 5.2%
Homes for Sale		332	343	+ 3.3%	--	--	--
Months Supply		2.4	2.5	+ 4.2%	--	--	--

New Listings

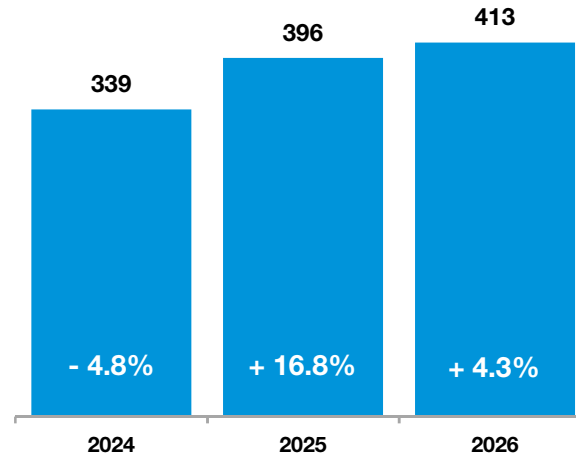
A count of the properties that have been newly listed on the market in a given month.



March

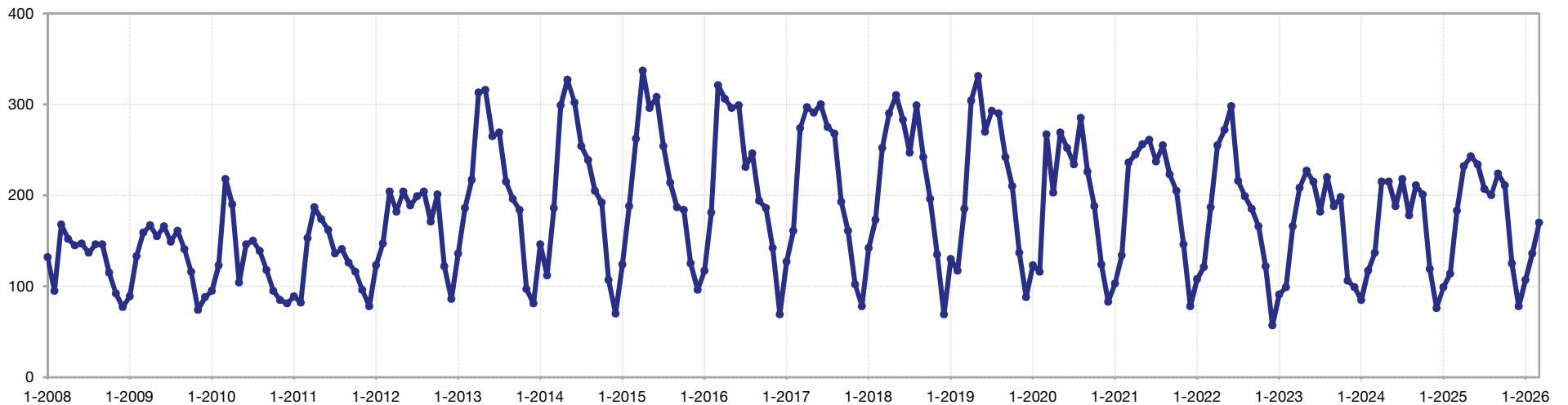


Year to Date



	New Listings	Prior Year	Percent Change
April 2025	232	215	+7.9%
May 2025	243	215	+13.0%
June 2025	234	188	+24.5%
July 2025	207	218	-5.0%
August 2025	200	178	+12.4%
September 2025	224	211	+6.2%
October 2025	211	201	+5.0%
November 2025	125	119	+5.0%
December 2025	78	76	+2.6%
January 2026	107	99	+8.1%
February 2026	136	114	+19.3%
March 2026	170	183	-7.1%
12-Month Avg	181	168	+7.7%

Historical New Listings by Month

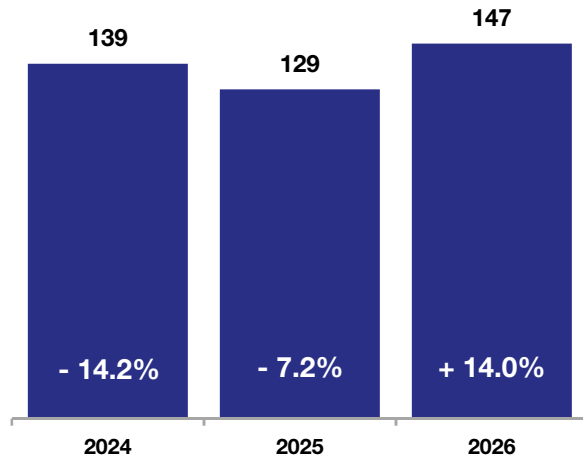


Pending Sales

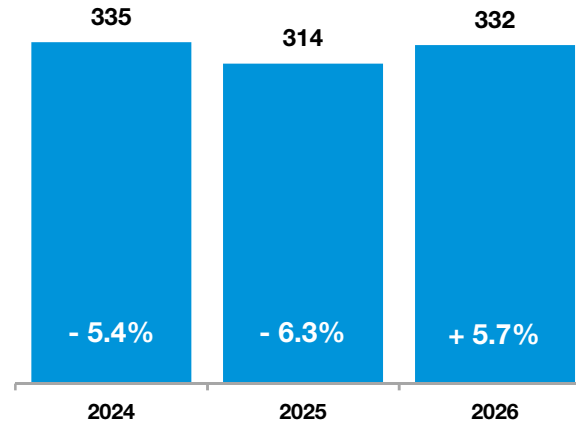
A count of the properties on which offers have been accepted in a given month.



March

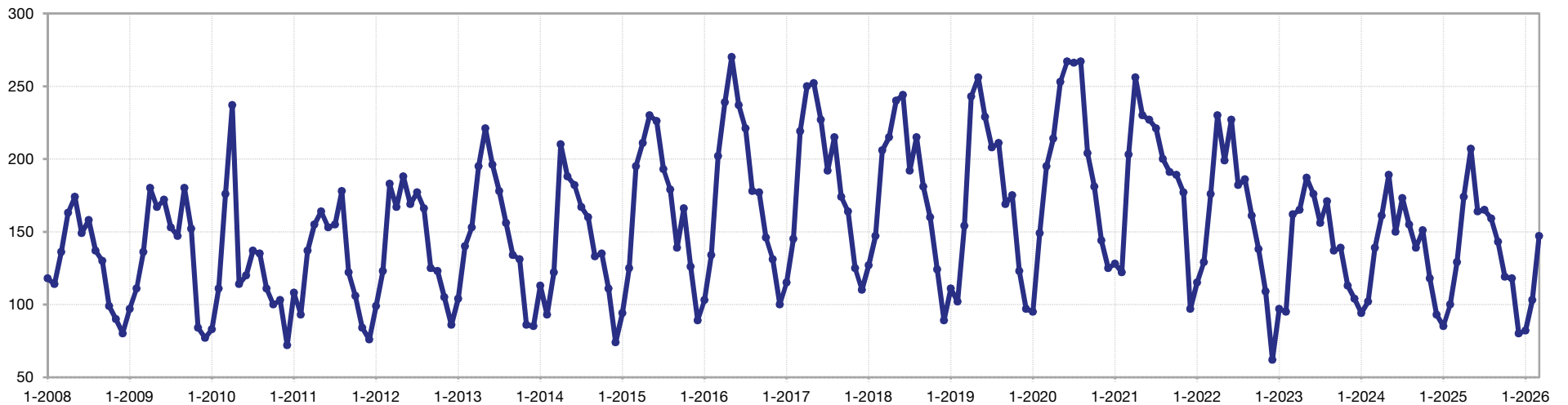


Year to Date



Pending Sales	Prior Year	Percent Change
April 2025	174	+8.1%
May 2025	207	+9.5%
June 2025	164	+9.3%
July 2025	165	-4.6%
August 2025	159	+2.6%
September 2025	143	+2.9%
October 2025	119	-21.2%
November 2025	118	0.0%
December 2025	80	-14.0%
January 2026	82	-3.5%
February 2026	103	+3.0%
March 2026	147	+14.0%
12-Month Avg	138	+0.7%

Historical Pending Sales by Month

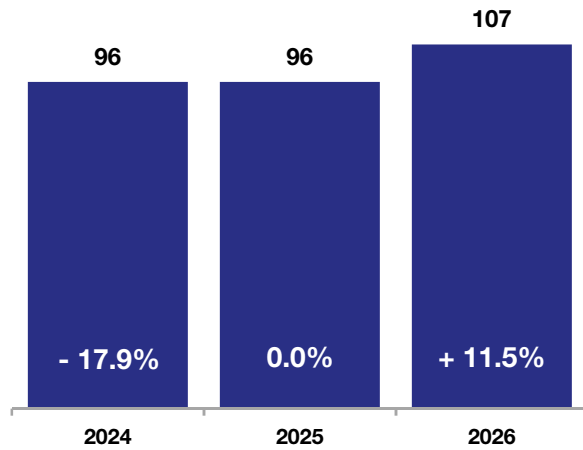


Closed Sales

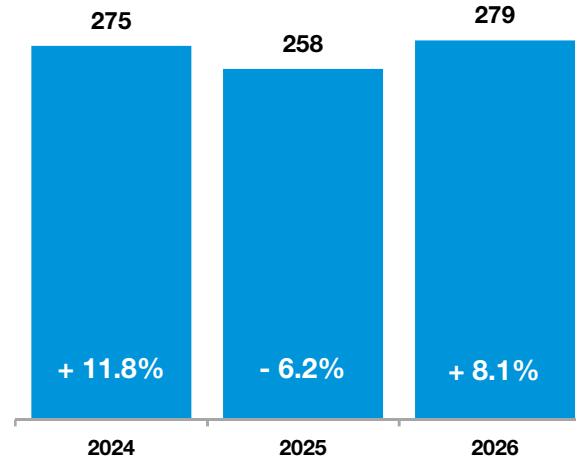
A count of the actual sales that closed in a given month.



March

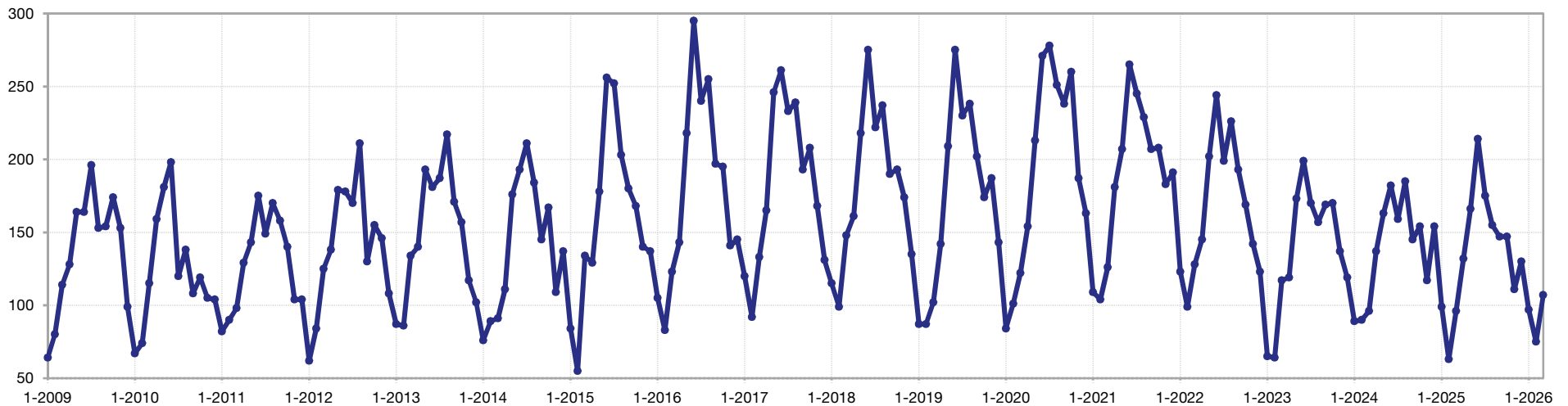


Year to Date



Closed Sales	Prior Year	Percent Change	
April 2025	132	137	-3.6%
May 2025	166	163	+1.8%
June 2025	214	182	+17.6%
July 2025	175	159	+10.1%
August 2025	155	185	-16.2%
September 2025	147	145	+1.4%
October 2025	147	154	-4.5%
November 2025	111	117	-5.1%
December 2025	130	154	-15.6%
January 2026	97	99	-2.0%
February 2026	75	63	+19.0%
March 2026	107	96	+11.5%
12-Month Avg	138	138	0.0%

Historical Closed Sales by Month

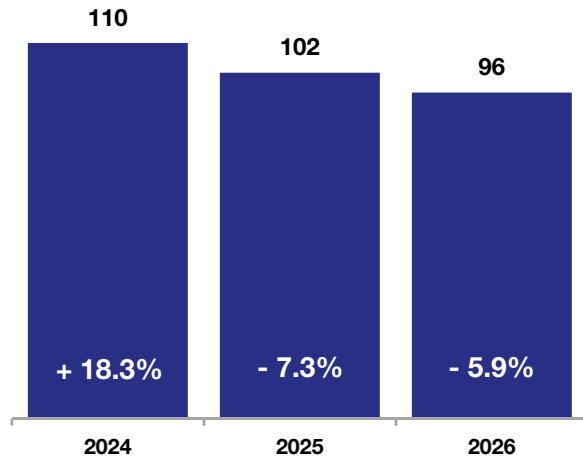


Days on Market Until Sale

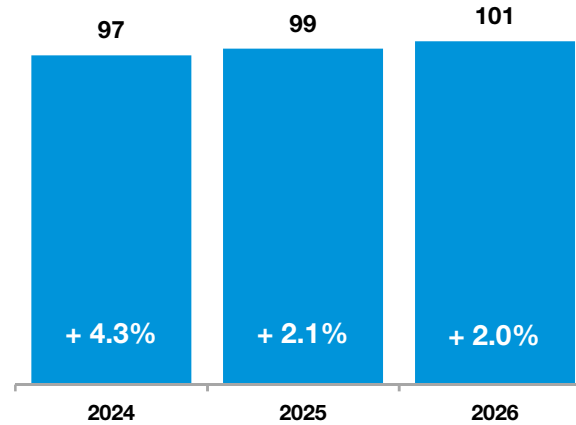
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

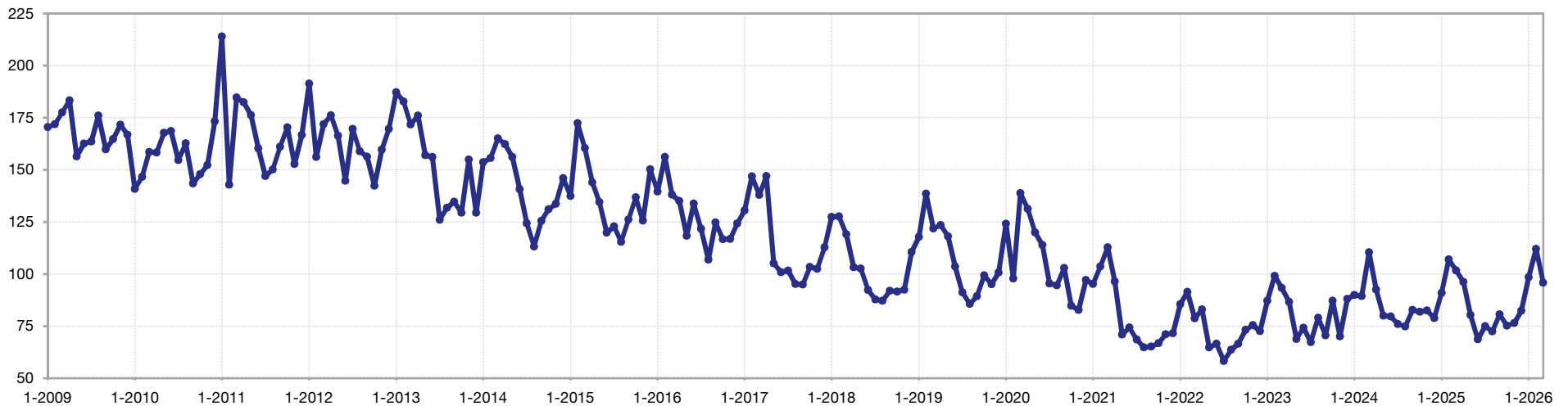


Year to Date



Days on Market	Prior Year	Percent Change	
April 2025	96	93	+3.2%
May 2025	80	80	0.0%
June 2025	69	80	-13.8%
July 2025	75	76	-1.3%
August 2025	72	75	-4.0%
September 2025	81	83	-2.4%
October 2025	75	82	-8.5%
November 2025	76	82	-7.3%
December 2025	82	79	+3.8%
January 2026	98	91	+7.7%
February 2026	112	107	+4.7%
March 2026	96	102	-5.9%
12-Month Avg	84	86	-2.3%

Historical Days on Market Until Sale by Month

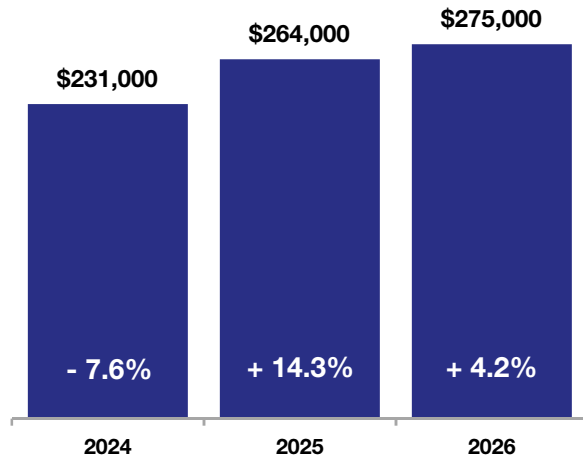


Median Sales Price

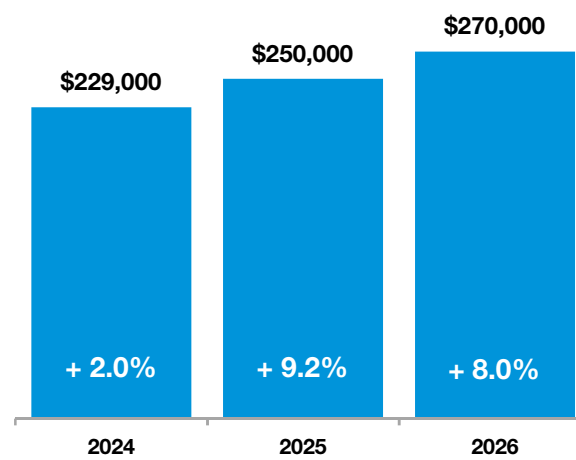
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

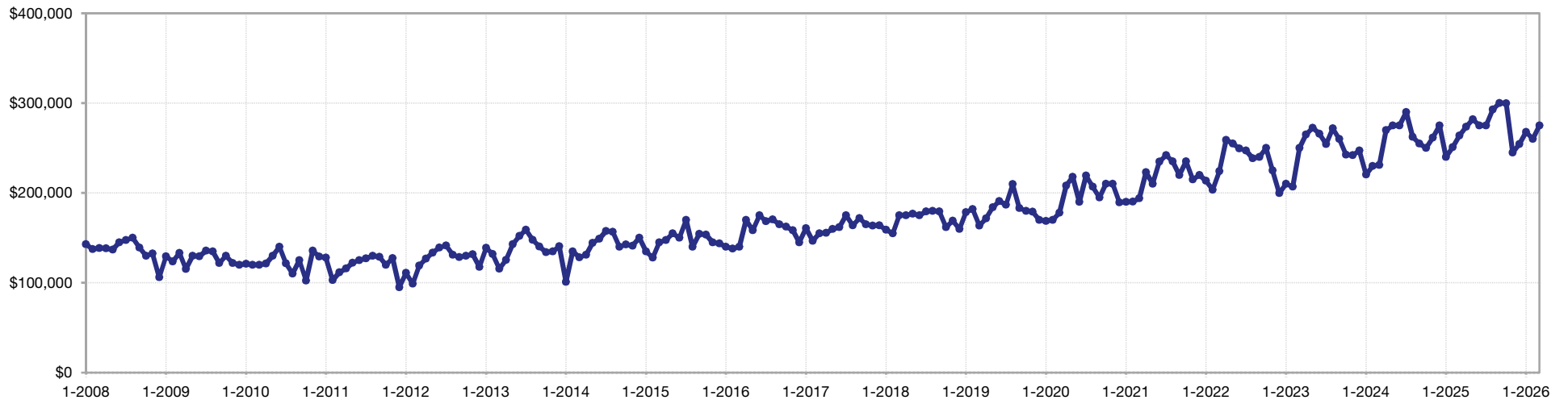


Year to Date



Median Sales Price	Prior Year	Percent Change
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%
August 2025	\$293,000	\$262,500 +11.6%
September 2025	\$300,000	\$255,000 +17.6%
October 2025	\$299,900	\$250,000 +20.0%
November 2025	\$245,000	\$261,500 -6.3%
December 2025	\$254,500	\$275,000 -7.5%
January 2026	\$268,000	\$240,000 +11.7%
February 2026	\$260,000	\$251,000 +3.6%
March 2026	\$275,000	\$264,000 +4.2%
12-Month Avg	\$275,075	\$264,075 +4.2%

Historical Median Sales Price by Month

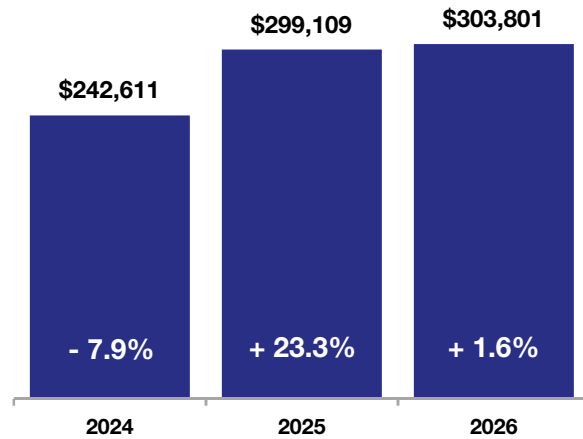


Average Sales Price

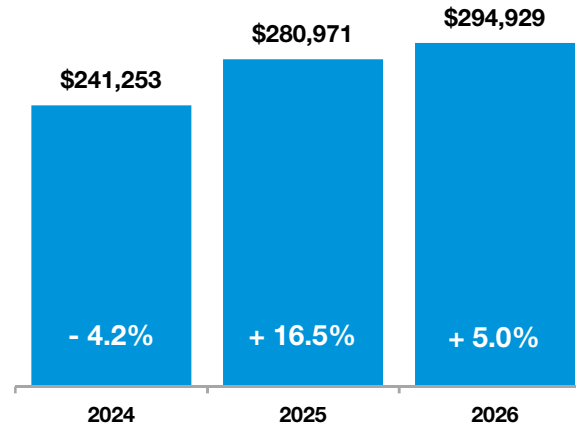
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

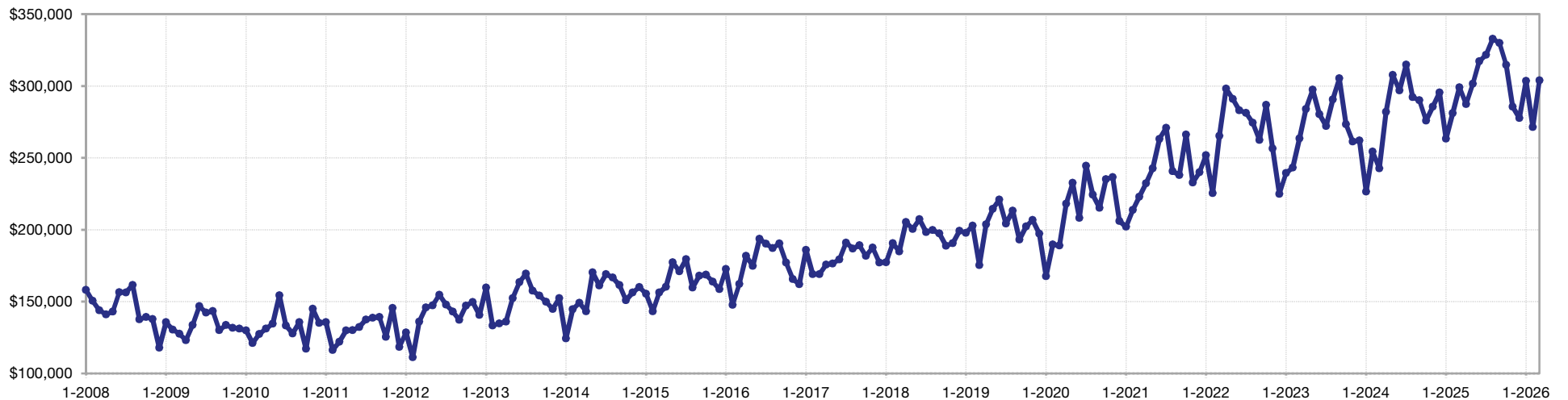


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2025	\$287,441	\$281,994	+1.9%
May 2025	\$301,607	\$307,734	-2.0%
June 2025	\$317,187	\$296,798	+6.9%
July 2025	\$321,604	\$314,840	+2.1%
August 2025	\$332,856	\$292,214	+13.9%
September 2025	\$329,939	\$289,998	+13.8%
October 2025	\$314,604	\$275,907	+14.0%
November 2025	\$285,650	\$285,502	+0.1%
December 2025	\$277,682	\$295,420	-6.0%
January 2026	\$303,462	\$263,296	+15.3%
February 2026	\$271,355	\$281,105	-3.5%
March 2026	\$303,801	\$299,109	+1.6%
12-Month Avg	\$303,932	\$290,326	+4.7%

Historical Average Sales Price by Month

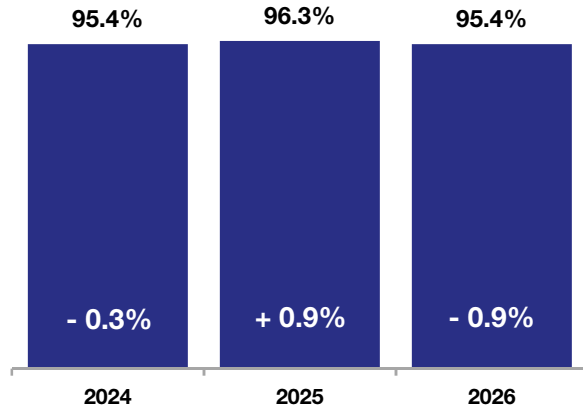


Percent of Original List Price Received

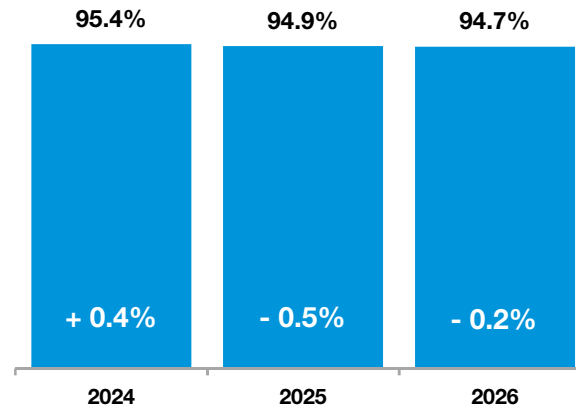
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

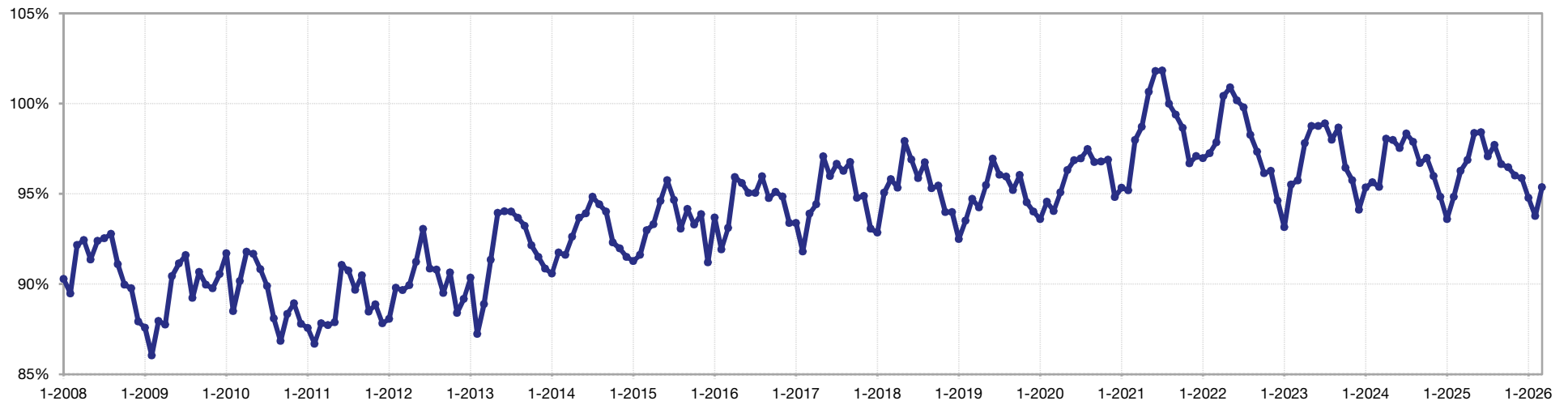


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2025	96.9%	98.1%	-1.2%
May 2025	98.4%	98.0%	+0.4%
June 2025	98.4%	97.5%	+0.9%
July 2025	97.1%	98.3%	-1.2%
August 2025	97.7%	97.9%	-0.2%
September 2025	96.6%	96.7%	-0.1%
October 2025	96.5%	97.0%	-0.5%
November 2025	96.0%	96.0%	0.0%
December 2025	95.9%	94.8%	+1.2%
January 2026	94.8%	93.6%	+1.3%
February 2026	93.8%	94.8%	-1.1%
March 2026	95.4%	96.3%	-0.9%
12-Month Avg	96.4%	96.6%	-0.2%

Historical Percent of Original List Price Received by Month

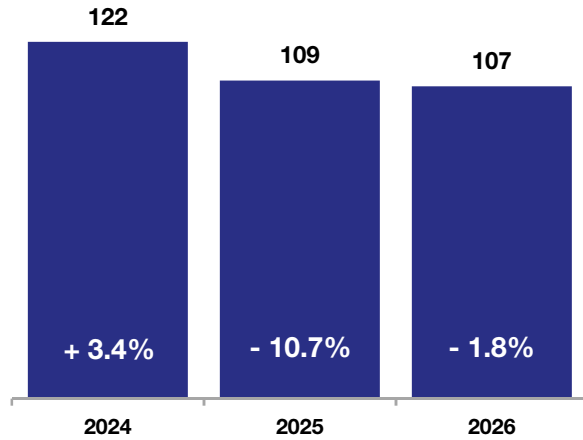


Housing Affordability Index

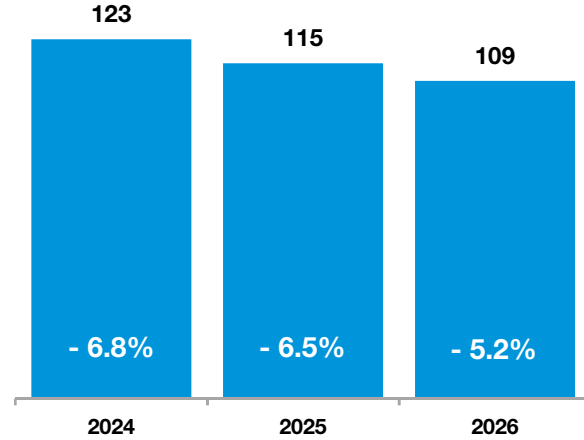
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



March

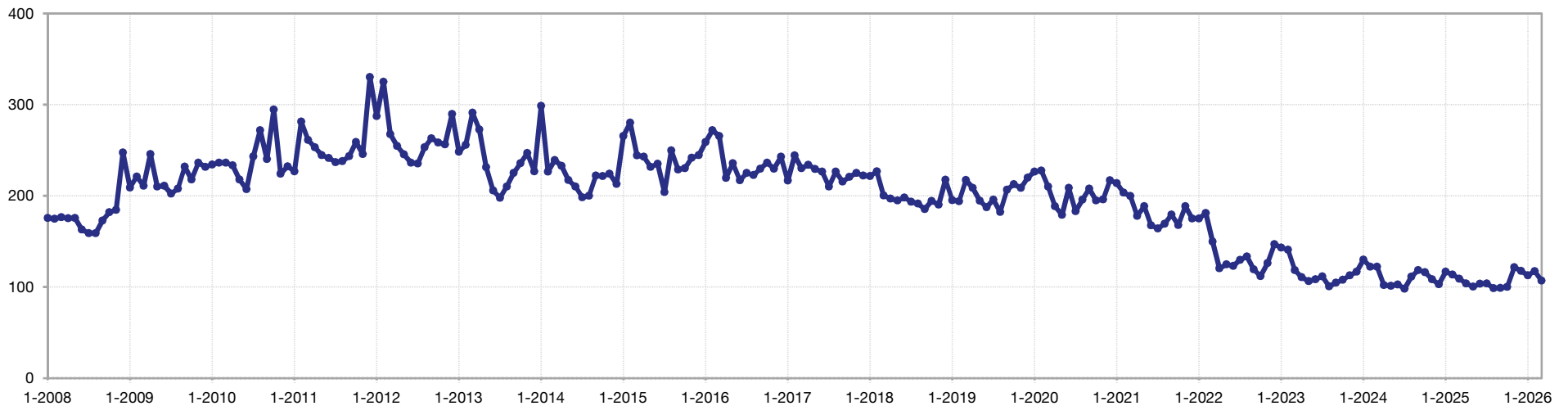


Year to Date



	Affordability Index	Prior Year	Percent Change
April 2025	104	102	+2.0%
May 2025	100	101	-1.0%
June 2025	104	103	+1.0%
July 2025	104	98	+6.1%
August 2025	99	111	-10.8%
September 2025	99	119	-16.8%
October 2025	100	116	-13.8%
November 2025	122	109	+11.9%
December 2025	118	103	+14.6%
January 2026	113	117	-3.4%
February 2026	117	114	+2.6%
March 2026	107	109	-1.8%
12-Month Avg	107	108	-0.9%

Historical Housing Affordability Index by Month

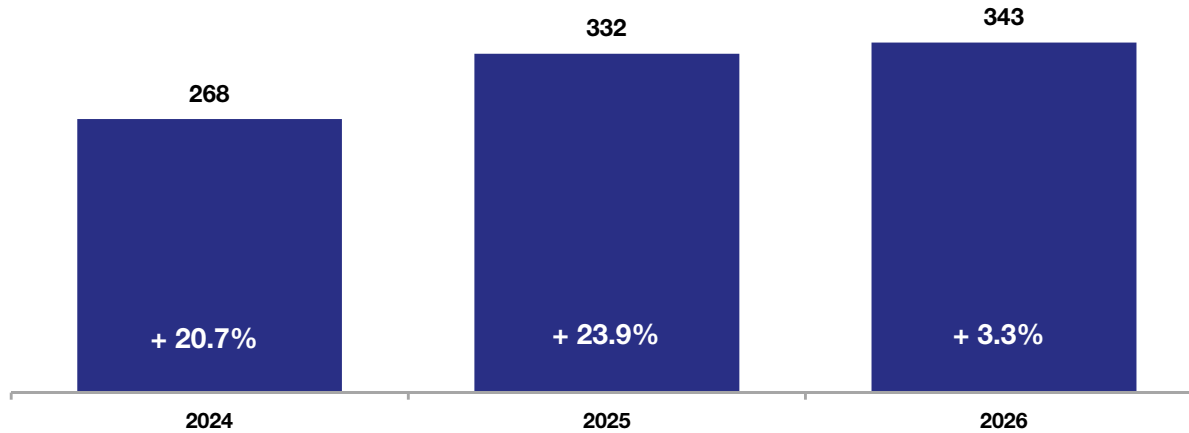


Inventory of Homes for Sale

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

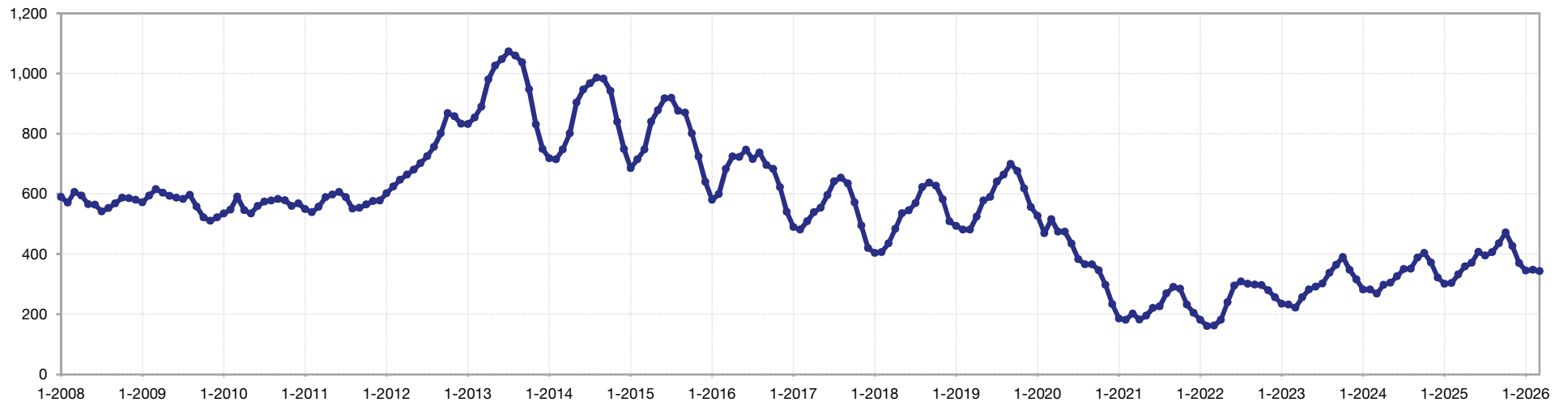


March



Homes for Sale	Prior Year	Percent Change
April 2025	298	+20.5%
May 2025	305	+21.6%
June 2025	326	+24.8%
July 2025	350	+12.9%
August 2025	351	+15.7%
September 2025	388	+12.4%
October 2025	404	+16.8%
November 2025	372	+14.8%
December 2025	322	+14.9%
January 2026	301	+14.6%
February 2026	304	+14.5%
March 2026	332	+3.3%
12-Month Avg	390	+15.4%

Historical Inventory of Homes for Sale by Month

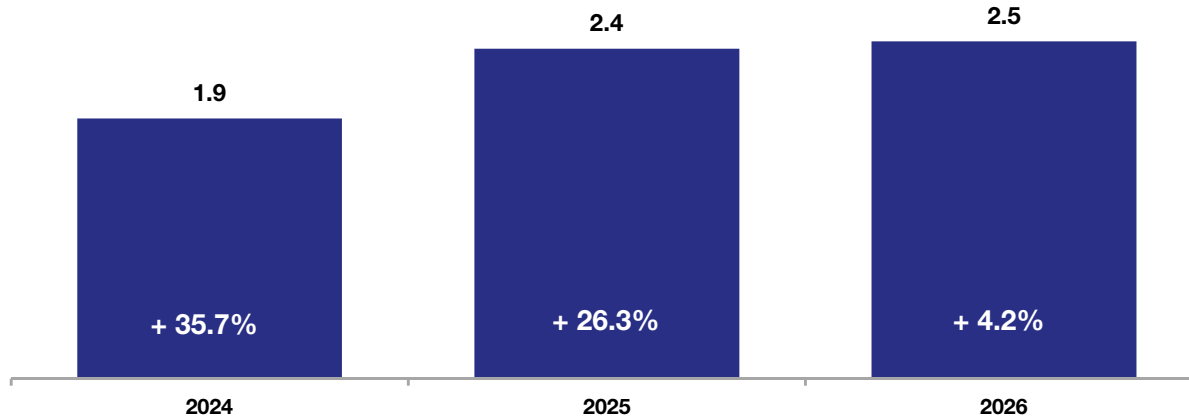


Months Supply of Inventory

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.

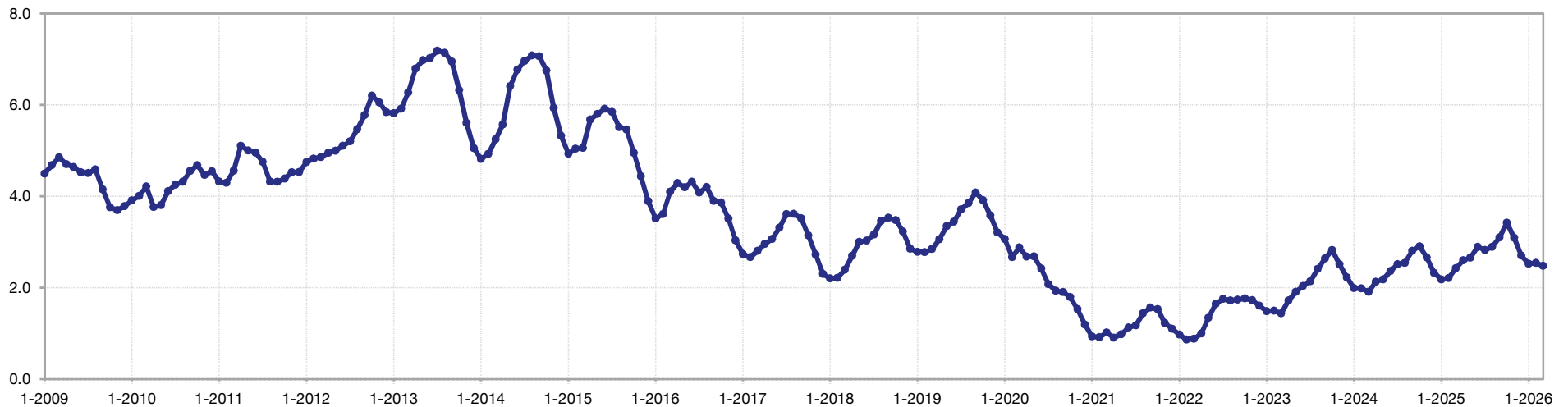


March



Months Supply		Prior Year	Percent Change
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	2.8	2.5	+12.0%
August 2025	2.9	2.5	+16.0%
September 2025	3.1	2.8	+10.7%
October 2025	3.4	2.9	+17.2%
November 2025	3.1	2.7	+14.8%
December 2025	2.7	2.3	+17.4%
January 2026	2.5	2.2	+13.6%
February 2026	2.5	2.2	+13.6%
March 2026	2.5	2.4	+4.2%
12-Month Avg	2.8	2.4	+16.7%

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 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	3-2025	3-2026	+ / -	3-2025	3-2026	+ / -
Blue Earth	12	17	+41.7%	9	12	+33.3%	\$170,000	\$185,500	+9.1%	9	12	+33.3%	2.2	2.7	+23.5%
Eagle Lake	10	6	-40.0%	3	9	+200.0%	\$343,500	\$377,500	+9.9%	7	5	-28.6%	2.1	1.7	-20.6%
Elysian	6	5	-16.7%	3	0	-100.0%	\$294,900	\$0	-100.0%	7	2	-71.4%	3.2	1.3	-57.7%
Fairmont	9	1	-88.9%	7	2	-71.4%	\$325,000	\$198,950	-38.8%	7	5	-28.6%	2.6	2.9	+8.8%
Janesville	7	8	+14.3%	3	3	0.0%	\$303,000	\$320,000	+5.6%	6	5	-16.7%	2.7	1.9	-28.9%
Lake Crystal	10	9	-10.0%	4	11	+175.0%	\$176,700	\$192,000	+8.7%	9	4	-55.6%	2.8	0.9	-66.2%
Le Sueur	6	5	-16.7%	3	3	0.0%	\$230,000	\$210,000	-8.7%	4	8	+100.0%	1.3	2.7	+111.1%
Madison Lake	9	16	+77.8%	5	7	+40.0%	\$350,000	\$430,000	+22.9%	13	18	+38.5%	3.8	5.2	+36.3%
Mankato	88	102	+15.9%	63	72	+14.3%	\$300,000	\$297,500	-0.8%	72	89	+23.6%	2.3	2.7	+15.3%
Mapleton	2	9	+350.0%	3	2	-33.3%	\$194,900	\$228,000	+17.0%	2	10	+400.0%	1.0	4.3	+350.0%
New Ulm	26	38	+46.2%	21	26	+23.8%	\$238,000	\$269,950	+13.4%	13	18	+38.5%	1.0	1.4	+48.7%
Nicollet	4	3	-25.0%	3	1	-66.7%	\$262,000	\$380,000	+45.0%	1	2	+100.0%	0.7	1.1	+55.6%
North Mankato	41	40	-2.4%	27	21	-22.2%	\$273,000	\$370,000	+35.5%	38	22	-42.1%	2.7	1.4	-46.8%
Sleepy Eye	5	3	-40.0%	6	5	-16.7%	\$109,000	\$182,000	+67.0%	2	5	+150.0%	0.8	2.0	+145.5%
Springfield	0	1	--	0	1	--	\$0	\$155,000	--	0	1	--	0.0	1.0	--
Waseca	16	17	+6.3%	12	8	-33.3%	\$210,000	\$207,500	-1.2%	8	5	-37.5%	1.4	0.9	-38.4%
Waterville	6	2	-66.7%	5	1	-80.0%	\$465,000	\$310,000	-33.3%	6	4	-33.3%	2.9	2.1	-25.9%
Windom	0	1	--	0	0	--	\$0	\$0	--	1	2	+100.0%	0.0	0.0	--
Winnebago	3	6	+100.0%	3	5	+66.7%	\$299,000	\$143,500	-52.0%	3	4	+33.3%	1.6	2.0	+25.0%