



# Monthly Indicators

## April 2025

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

## Activity Snapshot

- 6.6%	+ 1.3%	+ 18.5%
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.



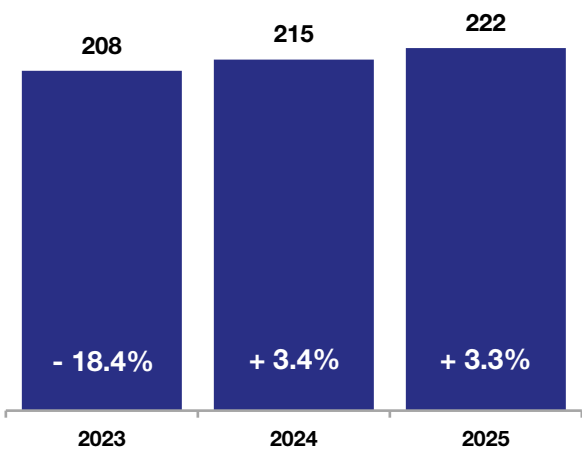
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		215	222	+ 3.3%	555	613	+ 10.5%
Pending Sales		162	168	+ 3.7%	497	479	- 3.6%
Closed Sales		137	128	- 6.6%	412	385	- 6.6%
Days on Market		93	96	+ 3.2%	95	98	+ 3.2%
Median Sales Price		\$269,900	\$273,500	+ 1.3%	\$240,000	\$258,000	+ 7.5%
Avg. Sales Price		\$281,994	\$287,678	+ 2.0%	\$254,800	\$283,398	+ 11.2%
Pct. of Orig. Price Received		98.1%	96.9%	- 1.2%	96.3%	95.6%	- 0.7%
Affordability Index		102	104	+ 2.0%	115	110	- 4.3%
Homes for Sale		298	353	+ 18.5%	--	--	--
Months Supply		2.1	2.6	+ 23.8%	--	--	--

# New Listings

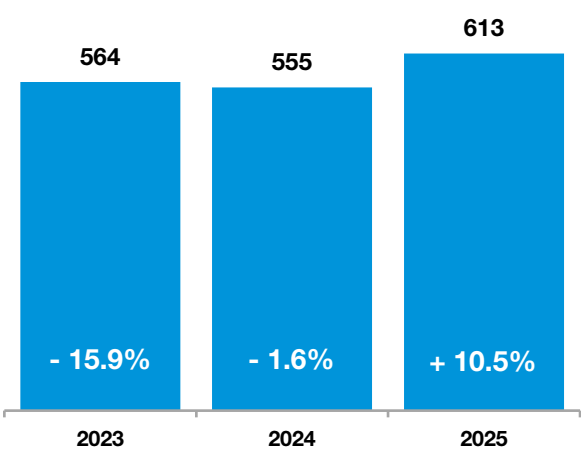
A count of the properties that have been newly listed on the market in a given month.



## April

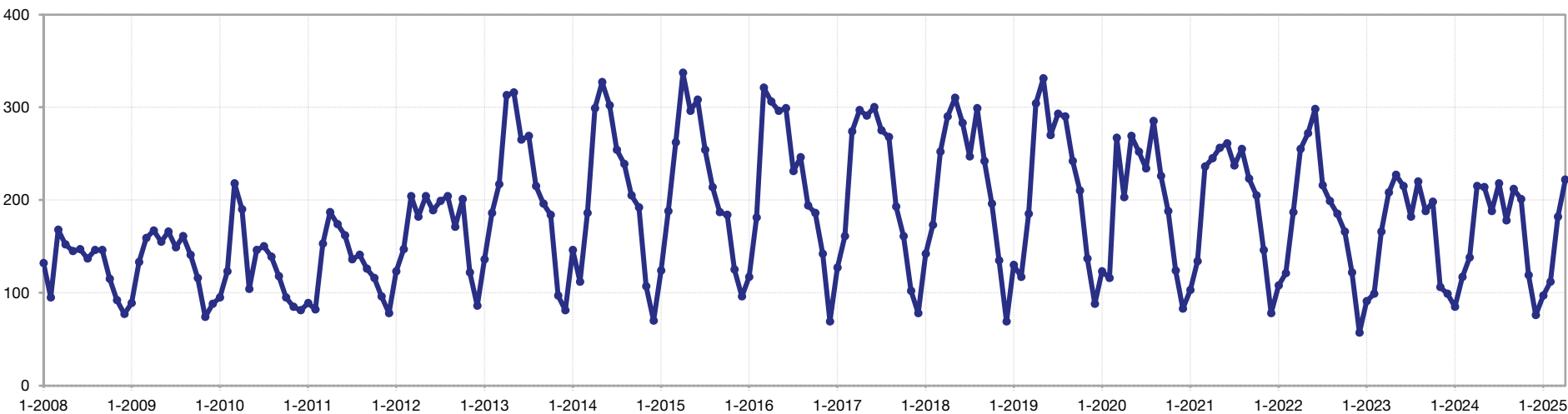


## Year to Date



New Listings		Prior Year	Percent Change
May 2024	214	227	-5.7%
June 2024	188	215	-12.6%
July 2024	218	182	+19.8%
August 2024	178	220	-19.1%
September 2024	212	188	+12.8%
October 2024	201	198	+1.5%
November 2024	119	106	+12.3%
December 2024	76	99	-23.2%
January 2025	97	85	+14.1%
February 2025	112	117	-4.3%
March 2025	182	138	+31.9%
April 2025	222	215	+3.3%
12-Month Avg	168	166	+1.2%

## Historical New Listings by Month

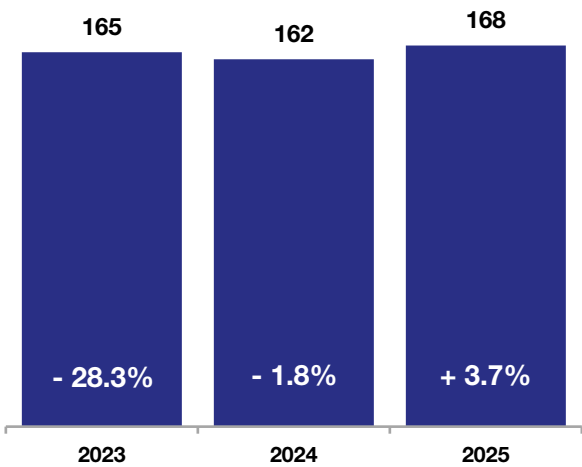


# Pending Sales

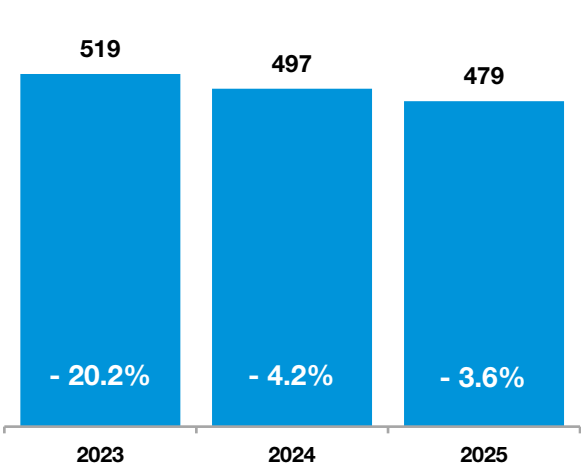
A count of the properties on which offers have been accepted in a given month.



## April

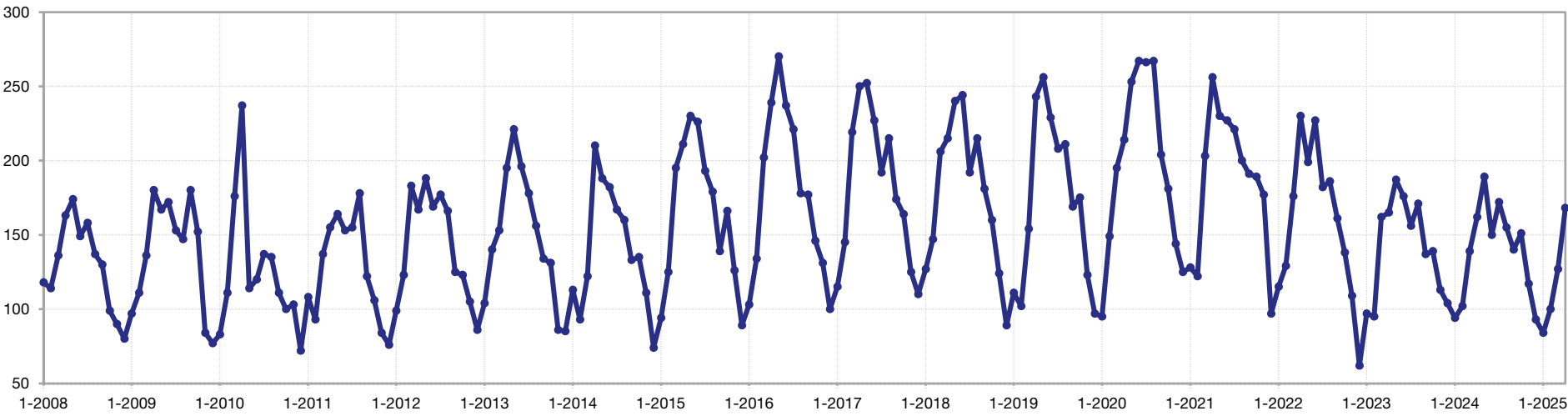


## Year to Date



Pending Sales		Prior Year	Percent Change
May 2024	189	187	+1.1%
June 2024	150	176	-14.8%
July 2024	172	156	+10.3%
August 2024	155	171	-9.4%
September 2024	140	137	+2.2%
October 2024	151	139	+8.6%
November 2024	117	113	+3.5%
December 2024	93	104	-10.6%
January 2025	84	94	-10.6%
February 2025	100	102	-2.0%
March 2025	127	139	-8.6%
April 2025	168	162	+3.7%
12-Month Avg	137	140	-2.1%

## Historical Pending Sales by Month

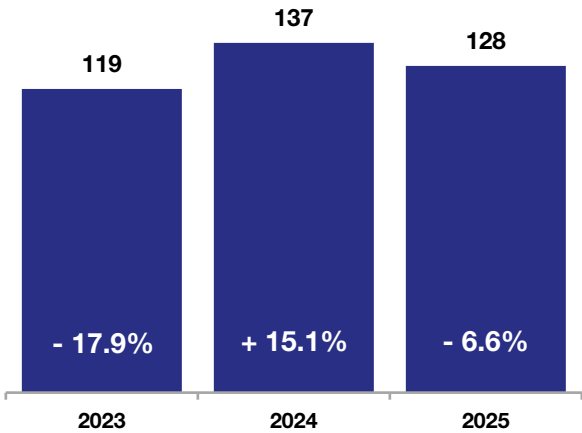


# Closed Sales

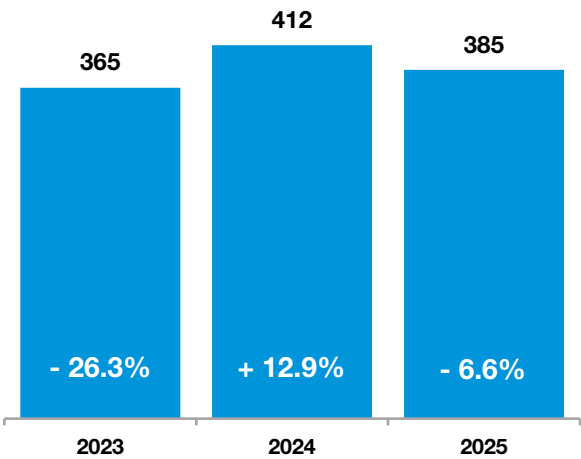
A count of the actual sales that closed in a given month.



## April

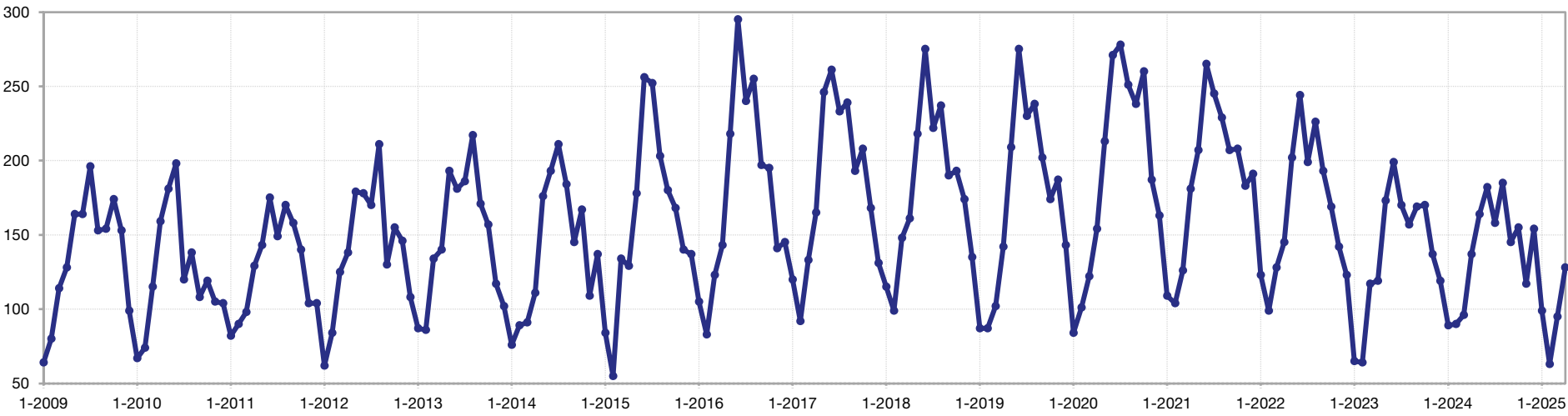


## Year to Date



Closed Sales		Prior Year	Percent Change
May 2024	164	173	-5.2%
June 2024	182	199	-8.5%
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	154	119	+29.4%
January 2025	99	89	+11.2%
February 2025	63	90	-30.0%
March 2025	95	96	-1.0%
April 2025	128	137	-6.6%
12-Month Avg	137	142	-3.5%

## Historical Closed Sales by Month

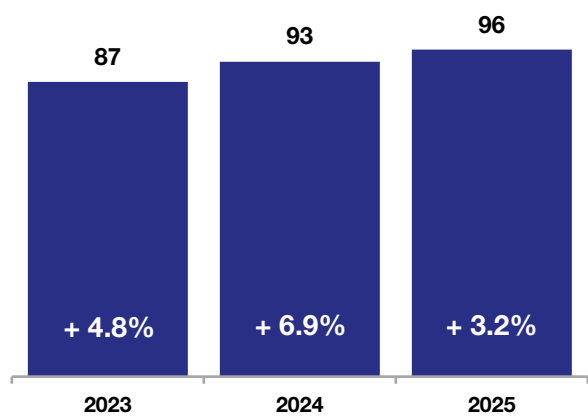


# Days on Market Until Sale

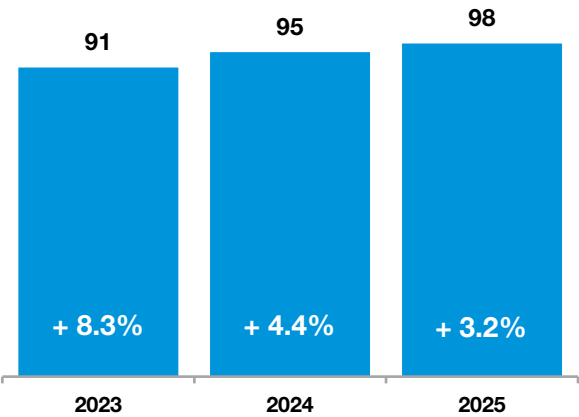
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

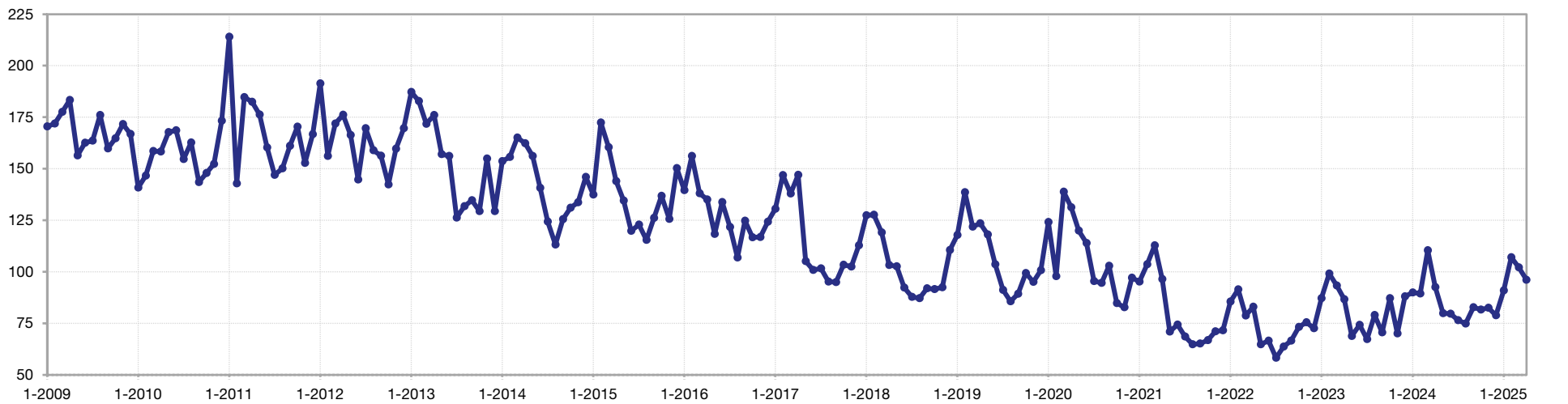


## Year to Date



Days on Market		Prior Year	Percent Change
May 2024	80	69	+15.9%
June 2024	80	74	+8.1%
July 2024	76	67	+13.4%
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%
12-Month Avg	86	82	+4.9%

## Historical Days on Market Until Sale by Month

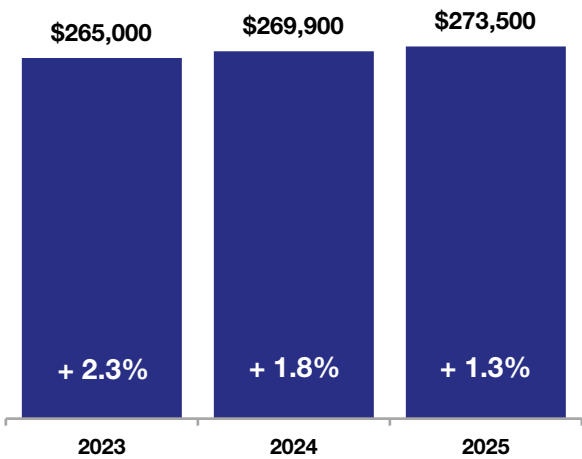


# Median Sales Price

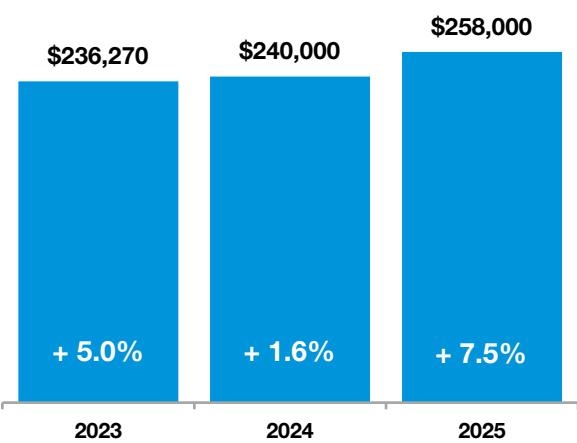
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April



## Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$275,000	\$247,200 +11.2%
January 2025	\$240,000	\$220,500 +8.8%
February 2025	\$251,000	\$229,950 +9.2%
March 2025	\$268,000	\$231,000 +16.0%
April 2025	\$273,500	\$269,900 +1.3%
12-Month Avg	\$264,833	\$250,688 +5.6%

## Historical Median Sales Price by Month

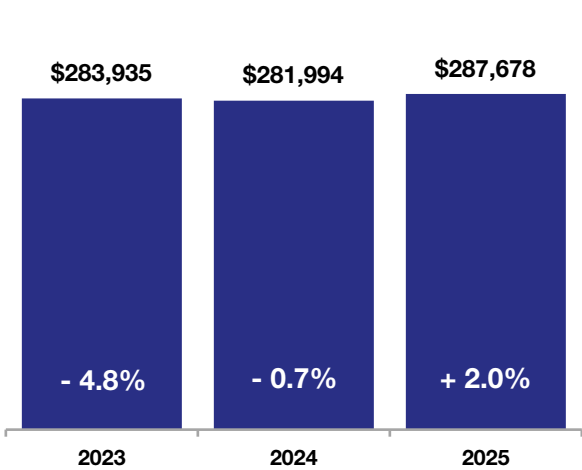


# Average Sales Price

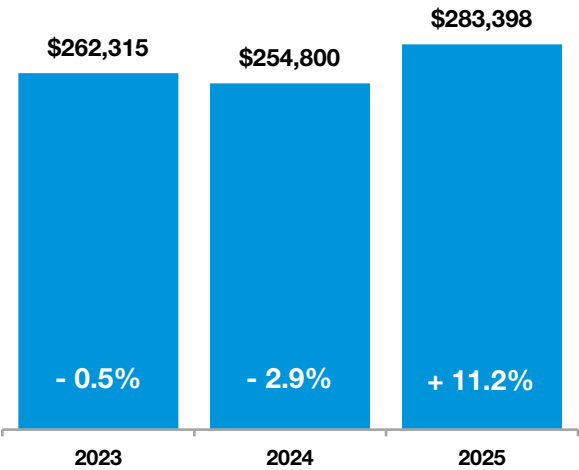
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



Avg. Sales Price	Prior Year	Percent Change
May 2024	\$311,315	\$297,331 +4.7%
June 2024	\$296,798	\$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	\$295,420	\$262,105 +12.7%
January 2025	\$263,296	\$226,493 +16.2%
February 2025	\$281,105	\$254,401 +10.5%
March 2025	\$300,099	\$242,611 +23.7%
April 2025	\$287,678	\$281,994 +2.0%
12-Month Avg	\$291,182	\$270,676 +7.6%

## Historical Average Sales Price by Month



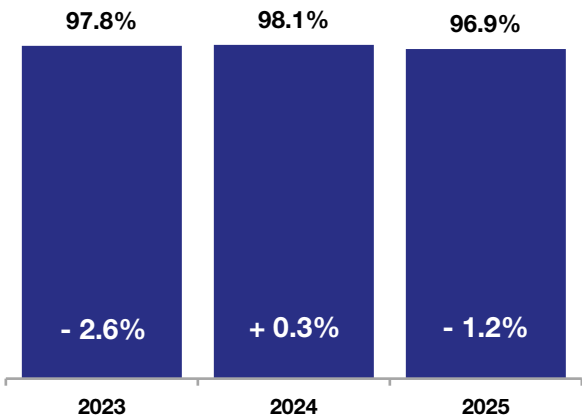


# Percent of Original List Price Received

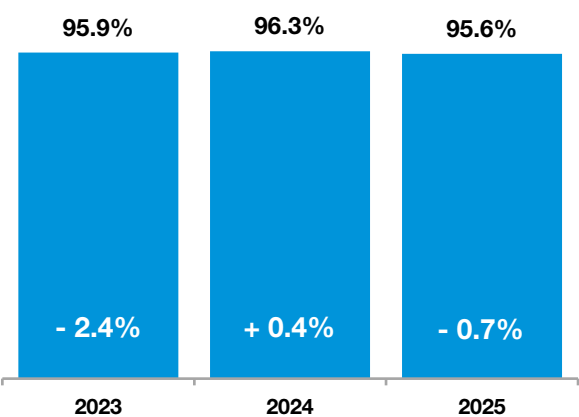
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

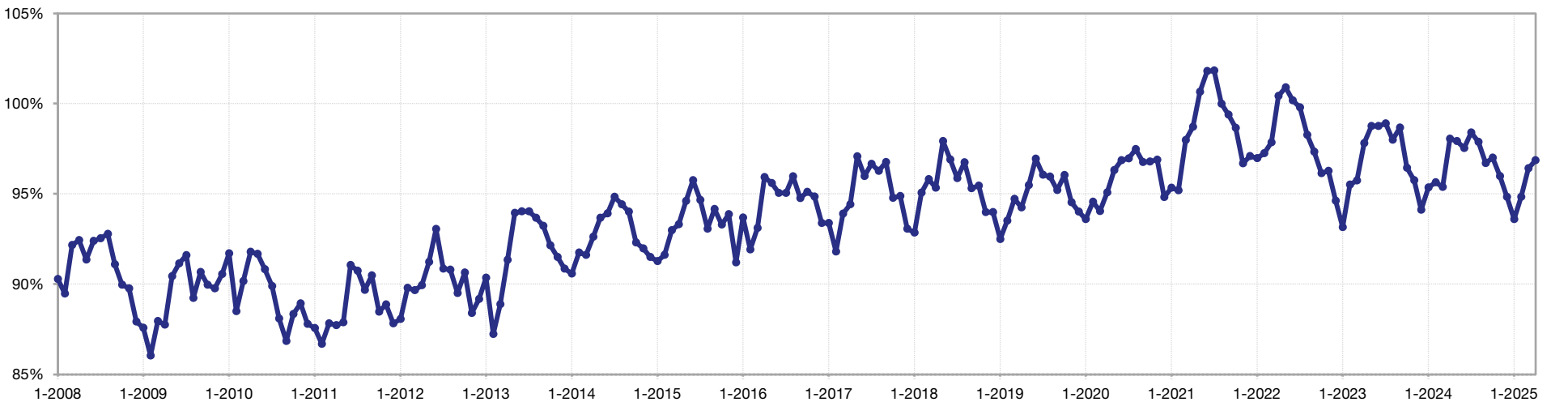


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
May 2024	97.9%	98.8%	-0.9%
June 2024	97.5%	98.8%	-1.3%
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	94.8%	94.1%	+0.7%
January 2025	93.6%	95.3%	-1.8%
February 2025	94.8%	95.6%	-0.8%
March 2025	96.4%	95.4%	+1.0%
April 2025	96.9%	98.1%	-1.2%
12-Month Avg	96.5%	97.0%	-0.5%

## Historical Percent of Original List Price Received by Month

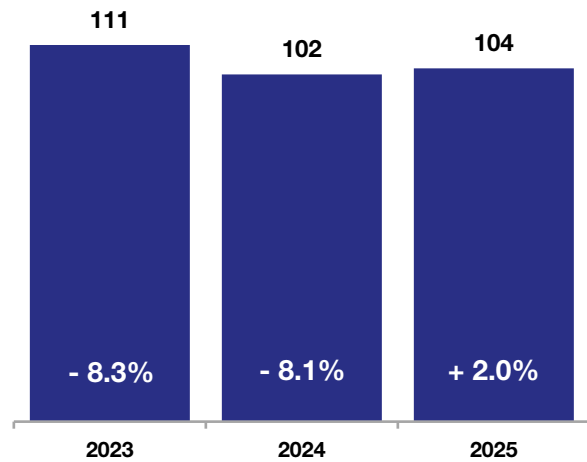


# Housing Affordability Index

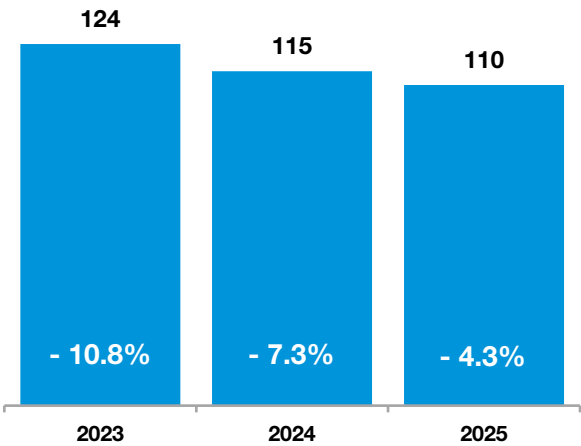
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

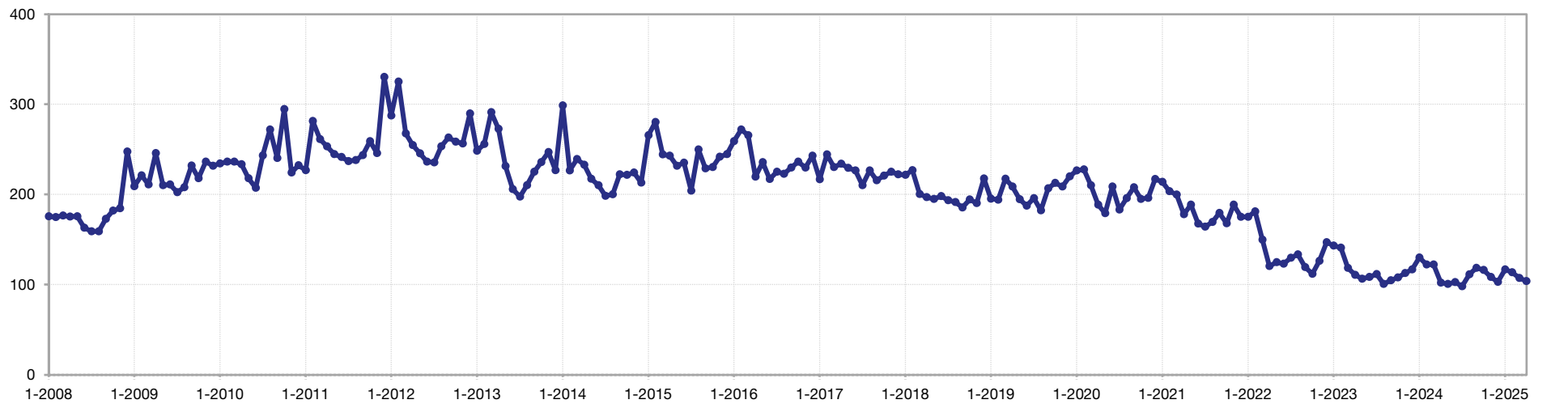


## Year to Date



Affordability Index		Prior Year	Percent Change
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	103	117	-12.0%
January 2025	117	130	-10.0%
February 2025	114	122	-6.6%
March 2025	107	122	-12.3%
April 2025	104	102	+2.0%
12-Month Avg	108	112	-3.6%

## Historical Housing Affordability Index by Month

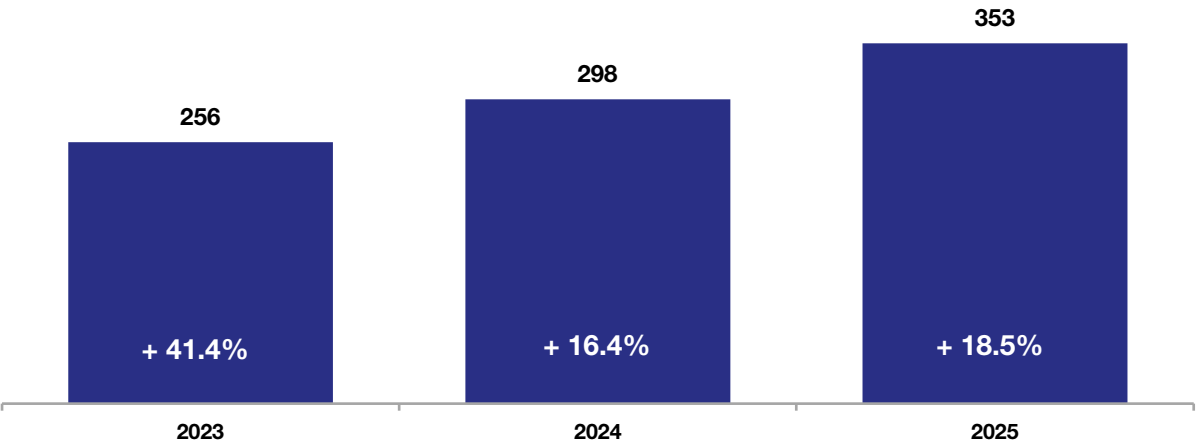


# Inventory of Homes for Sale

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

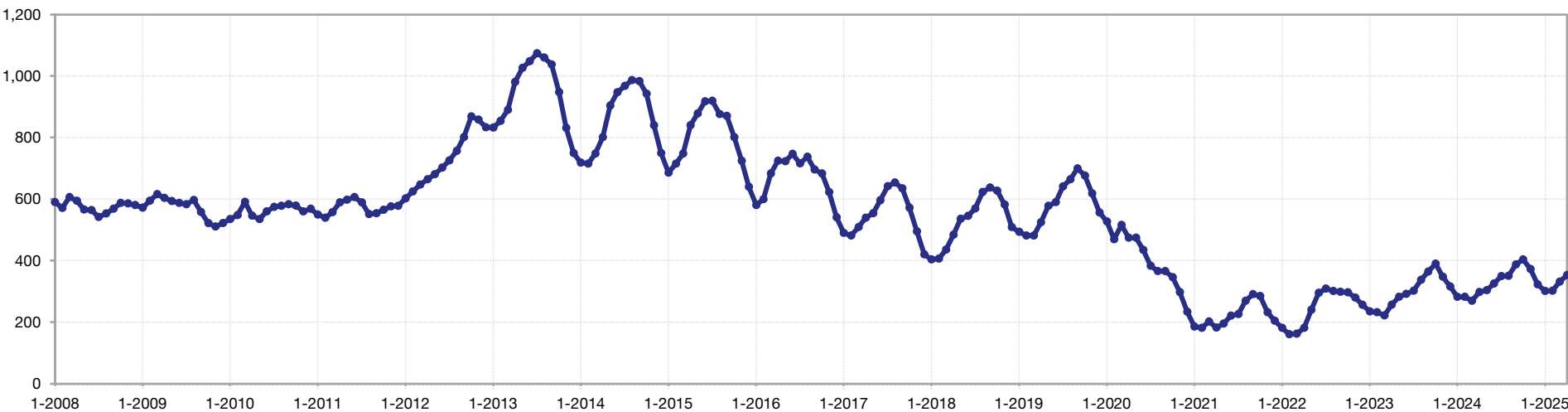


## April



Homes for Sale		Prior Year	Percent Change
May 2024	304	282	+7.8%
June 2024	325	292	+11.3%
July 2024	349	302	+15.6%
August 2024	350	337	+3.9%
September 2024	387	364	+6.3%
October 2024	404	390	+3.6%
November 2024	373	348	+7.2%
December 2024	323	316	+2.2%
January 2025	301	282	+6.7%
February 2025	302	282	+7.1%
March 2025	331	269	+23.0%
April 2025	353	298	+18.5%
12-Month Avg	342	314	+8.9%

## Historical Inventory of Homes for Sale by Month

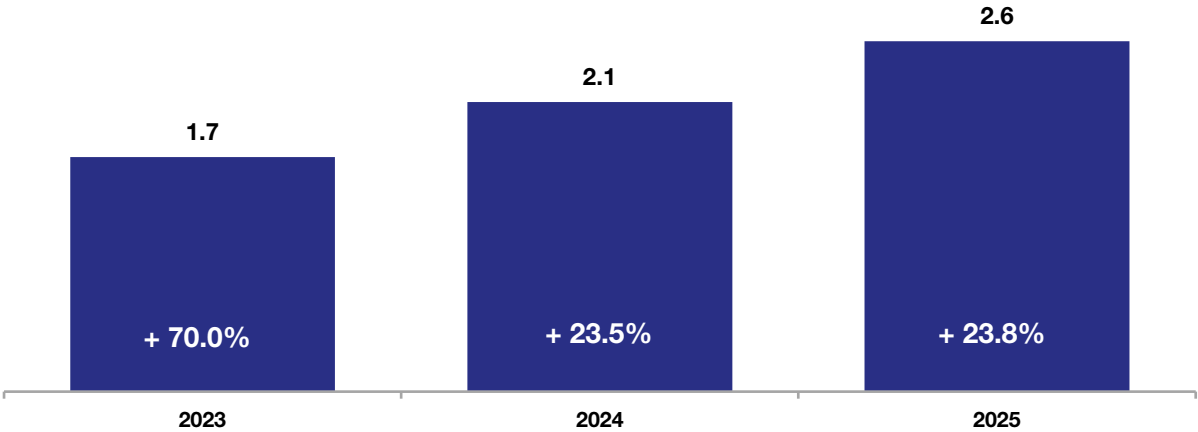


# Months Supply of Inventory

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.

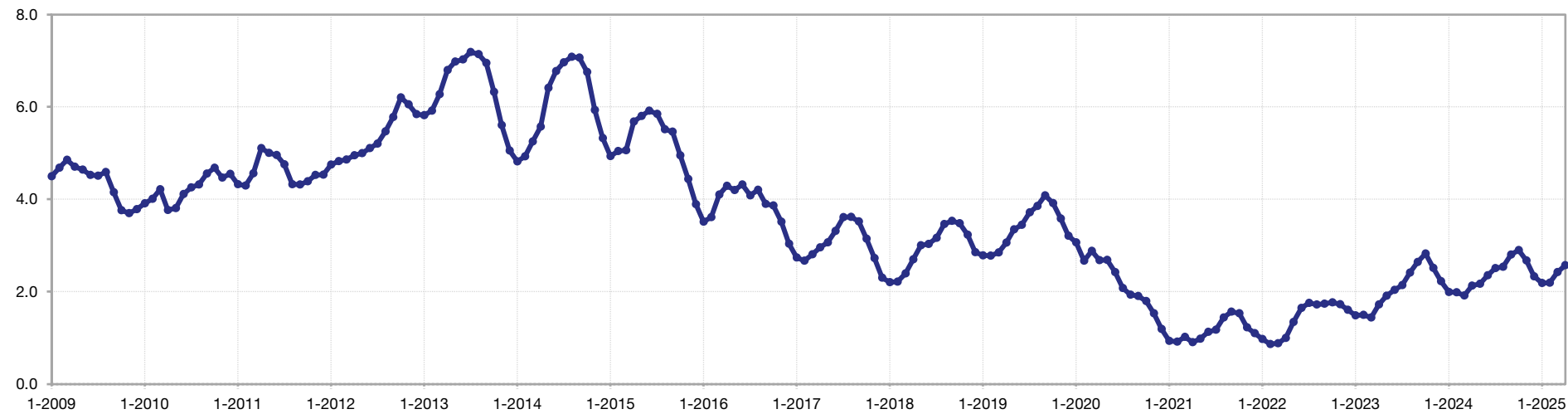


## April



Months Supply		Prior Year	Percent Change
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	2.5	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%
12-Month Avg	2.5	2.2	+13.6%

## 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	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Blue Earth	15	16	+6.7%	13	10	-23.1%	\$135,000	\$172,500	+27.8%	9	10	+11.1%	2.6	2.4	-8.9%
Eagle Lake	15	11	-26.7%	7	6	-14.3%	\$315,000	\$366,000	+16.2%	8	4	-50.0%	2.6	1.1	-56.3%
Elysian	10	6	-40.0%	1	4	+300.0%	\$207,150	\$332,450	+60.5%	10	4	-60.0%	6.4	1.9	-70.2%
Fairmont	12	12	0.0%	8	10	+25.0%	\$144,950	\$271,250	+87.1%	7	7	0.0%	2.7	2.6	-1.1%
Janesville	9	13	+44.4%	12	7	-41.7%	\$209,500	\$275,000	+31.3%	6	6	0.0%	2.0	2.5	+24.1%
Lake Crystal	12	16	+33.3%	13	6	-53.8%	\$247,000	\$176,700	-28.5%	7	6	-14.3%	2.3	1.6	-32.9%
Le Sueur	11	12	+9.1%	6	8	+33.3%	\$274,950	\$296,500	+7.8%	7	7	0.0%	2.6	2.2	-13.9%
Madison Lake	30	17	-43.3%	8	7	-12.5%	\$336,000	\$374,000	+11.3%	19	16	-15.8%	4.6	5.3	+14.8%
Mankato	128	147	+14.8%	105	95	-9.5%	\$293,500	\$310,000	+5.6%	56	88	+57.1%	1.5	2.8	+88.0%
Mapleton	6	10	+66.7%	8	4	-50.0%	\$228,750	\$187,450	-18.1%	2	9	+350.0%	0.9	4.7	+400.0%
New Ulm	46	43	-6.5%	37	31	-16.2%	\$233,880	\$215,000	-8.1%	19	22	+15.8%	1.5	1.8	+19.6%
Nicollet	4	5	+25.0%	2	4	+100.0%	\$223,450	\$288,500	+29.1%	2	1	-50.0%	1.6	0.7	-56.7%
North Mankato	63	70	+11.1%	36	42	+16.7%	\$261,000	\$295,000	+13.0%	26	37	+42.3%	2.1	2.6	+24.0%
Sleepy Eye	8	7	-12.5%	12	8	-33.3%	\$95,000	\$109,000	+14.7%	4	3	-25.0%	1.1	1.1	-1.5%
Springfield	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Waseca	21	23	+9.5%	14	16	+14.3%	\$212,500	\$219,000	+3.1%	11	8	-27.3%	2.3	1.4	-40.6%
Waterville	9	9	0.0%	4	6	+50.0%	\$383,000	\$430,000	+12.3%	3	6	+100.0%	1.5	2.9	+90.5%
Windom	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Winnebago	3	4	+33.3%	7	3	-57.1%	\$130,000	\$299,000	+130.0%	1	1	0.0%	0.5	0.5	+17.3%