



# Monthly Indicators

## August 2025

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

## Activity Snapshot

**- 20.5%**    **+ 12.2%**    **+ 19.9%**

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

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

# Activity Overview

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



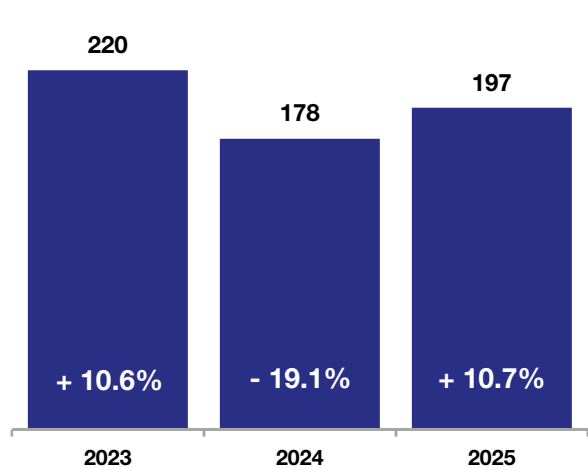
Key Metrics	Historical Sparkbars	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		178	197	+ 10.7%	1,353	1,512	+ 11.8%
Pending Sales		155	146	- 5.8%	1,163	1,172	+ 0.8%
Closed Sales		185	147	- 20.5%	1,101	1,092	- 0.8%
Days on Market		75	72	- 4.0%	84	82	- 2.4%
Median Sales Price		\$262,500	\$294,600	+ 12.2%	\$259,500	\$275,000	+ 6.0%
Avg. Sales Price		\$292,214	\$336,291	+ 15.1%	\$284,537	\$305,946	+ 7.5%
Pct. of Orig. Price Received		97.9%	97.8%	- 0.1%	97.3%	97.1%	- 0.2%
Affordability Index		111	98	- 11.7%	113	105	- 7.1%
Homes for Sale		351	421	+ 19.9%	--	--	--
Months Supply		2.5	3.0	+ 20.0%	--	--	--

# New Listings

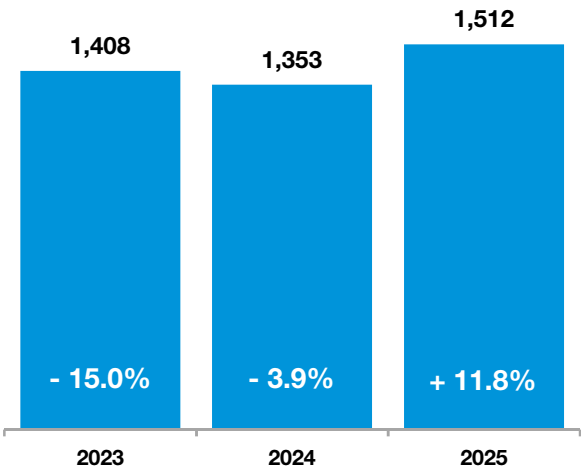
A count of the properties that have been newly listed on the market in a given month.



## August

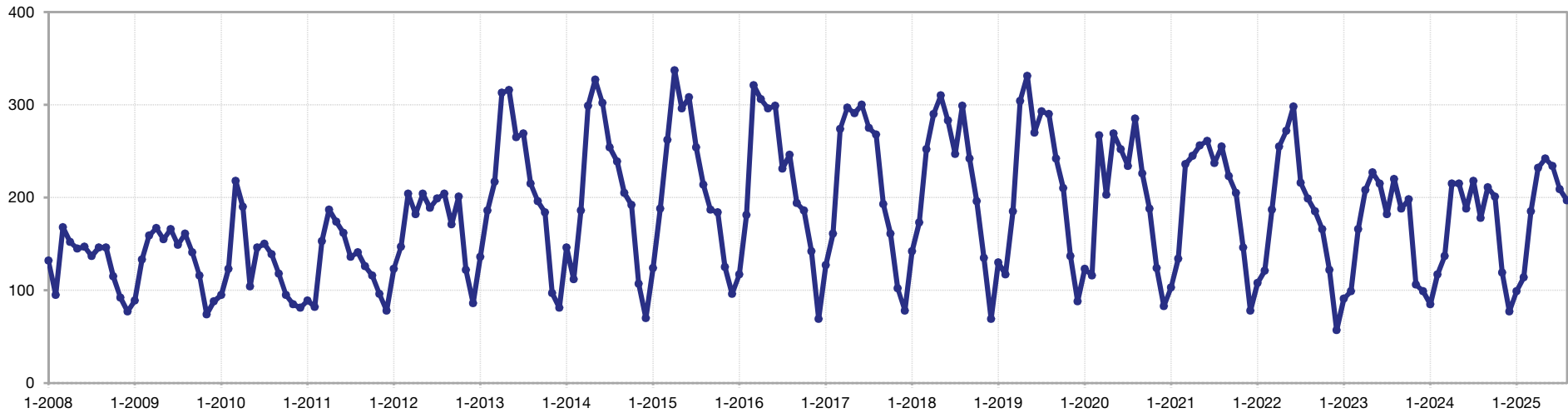


## Year to Date



New Listings		Prior Year	Percent Change
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	242	215	+12.6%
June 2025	234	188	+24.5%
July 2025	209	218	-4.1%
August 2025	197	178	+10.7%
12-Month Avg	177	162	+9.3%

## Historical New Listings by Month

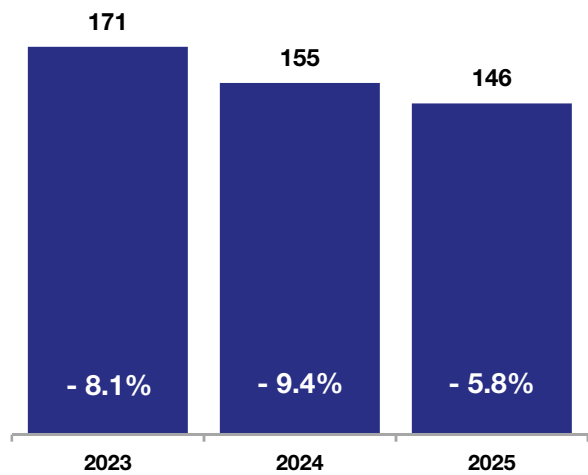


# Pending Sales

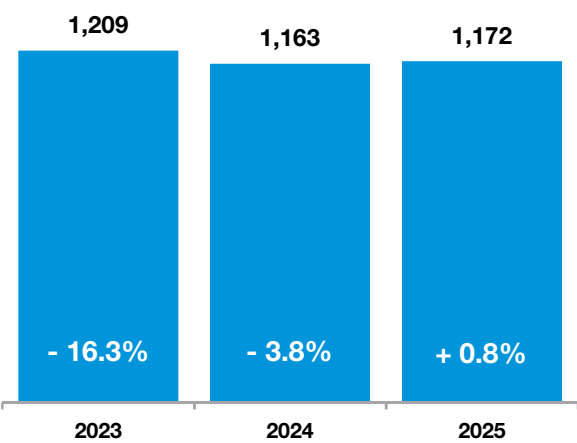
A count of the properties on which offers have been accepted in a given month.



## August

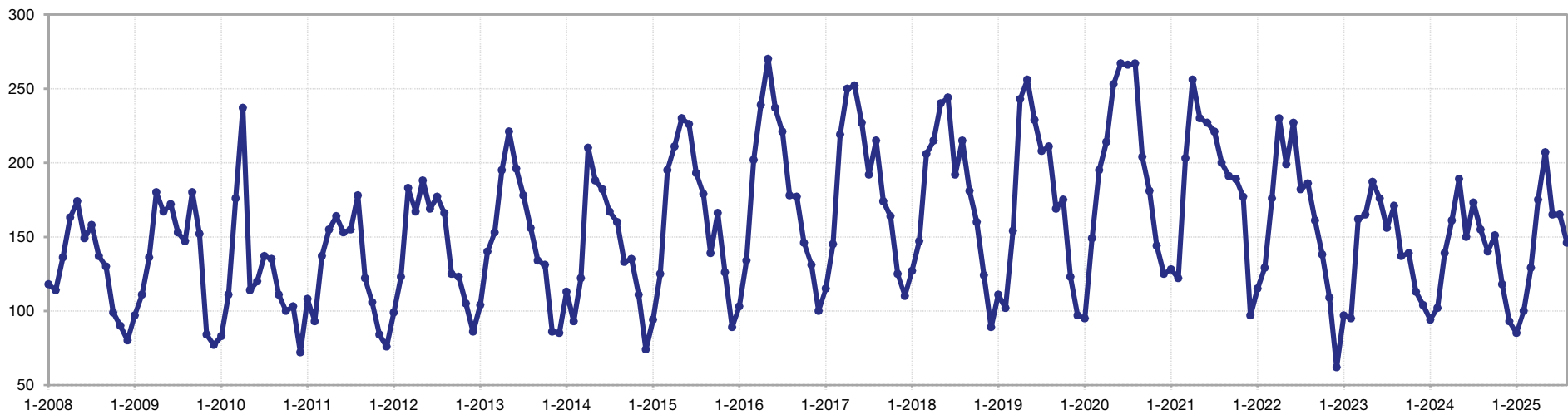


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	207	189	+9.5%
June 2025	165	150	+10.0%
July 2025	165	173	-4.6%
August 2025	146	155	-5.8%
12-Month Avg	140	138	+1.4%

## Historical Pending Sales by Month

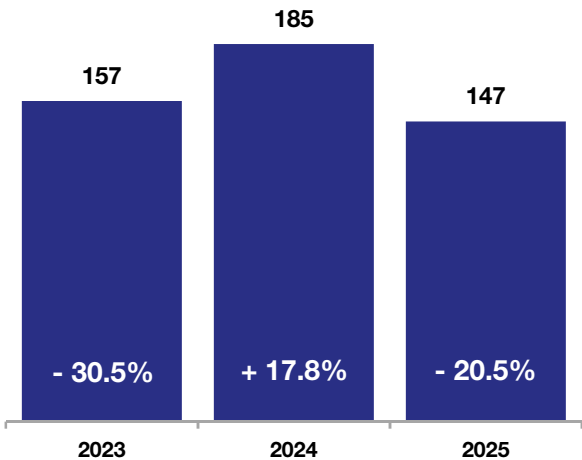


# Closed Sales

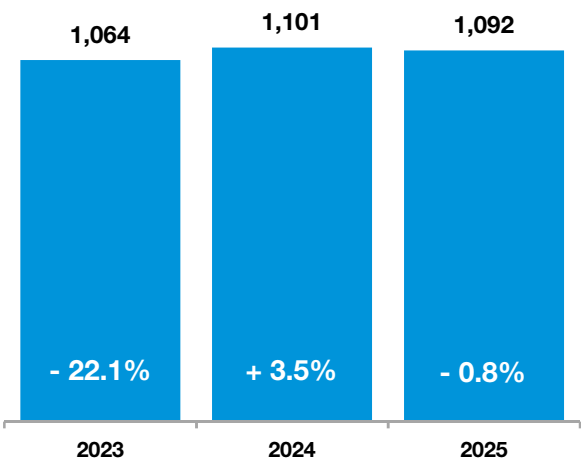
A count of the actual sales that closed in a given month.



## August

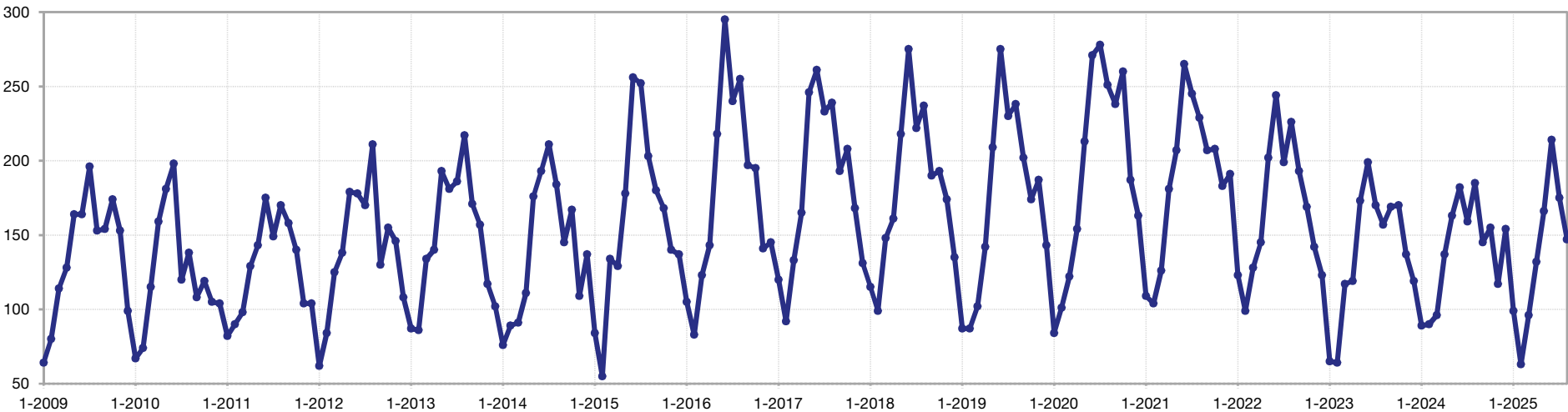


## Year to Date



Closed Sales		Prior Year	Percent Change
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	214	182	+17.6%
July 2025	175	159	+10.1%
August 2025	147	185	-20.5%
12-Month Avg	139	141	-1.4%

## Historical Closed Sales by Month

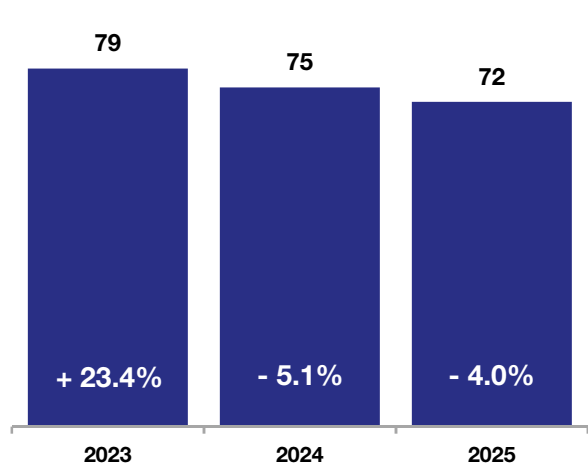


# Days on Market Until Sale

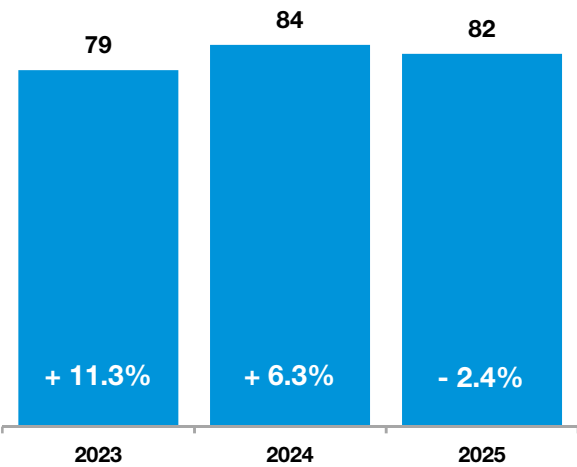
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August

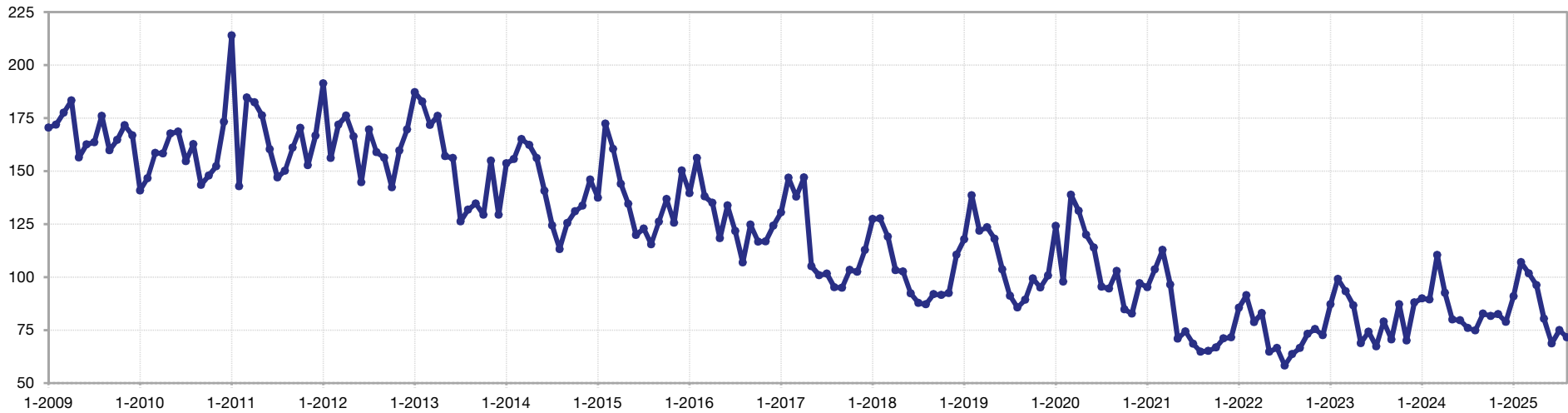


## Year to Date



Days on Market		Prior Year	Percent Change
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	75	76	-1.3%
August 2025	72	75	-4.0%
12-Month Avg	85	84	+1.2%

## Historical Days on Market Until Sale by Month

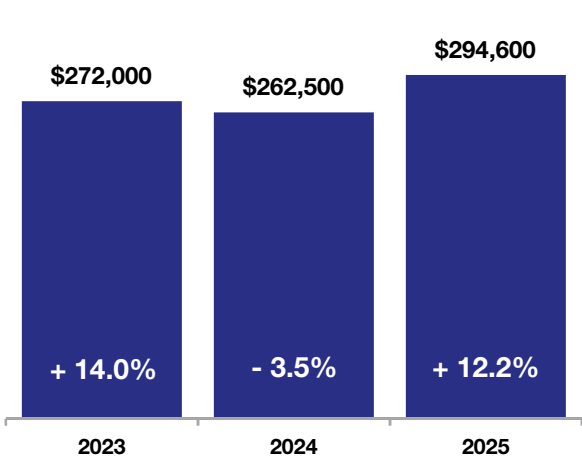


# Median Sales Price

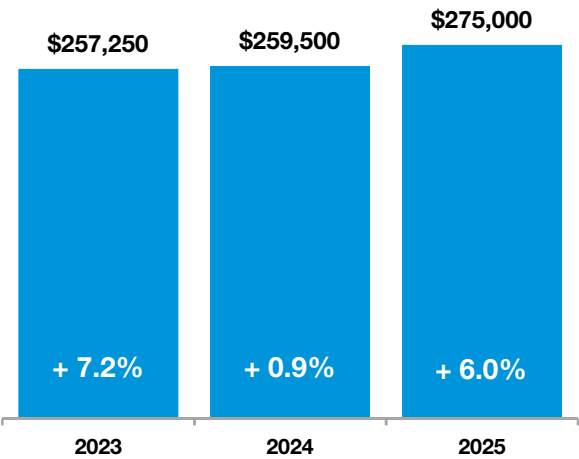
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2025	\$294,600	\$262,500	+12.2%
12-Month Avg	\$266,383	\$253,813	+5.0%

## Historical Median Sales Price by Month

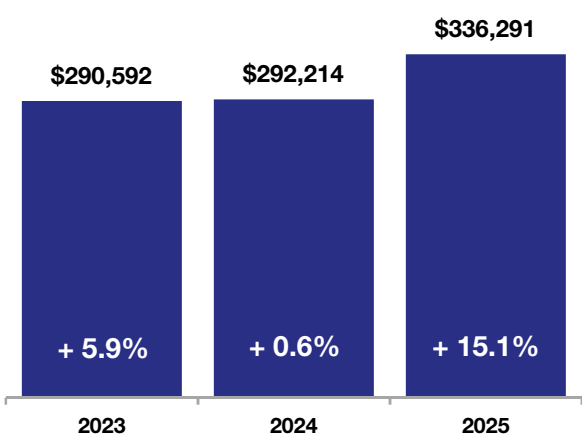


# Average Sales Price

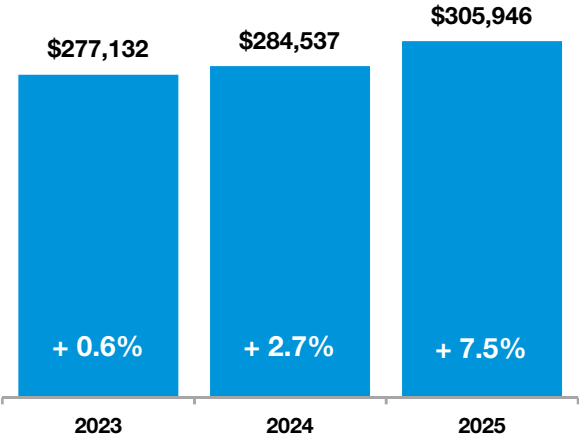
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$317,187	\$296,798 +6.9%
July 2025	\$321,604	\$314,840 +2.1%
August 2025	\$336,291	\$292,214 +15.1%
12-Month Avg	\$296,201	\$276,603 +7.1%

## Historical Average Sales Price by Month



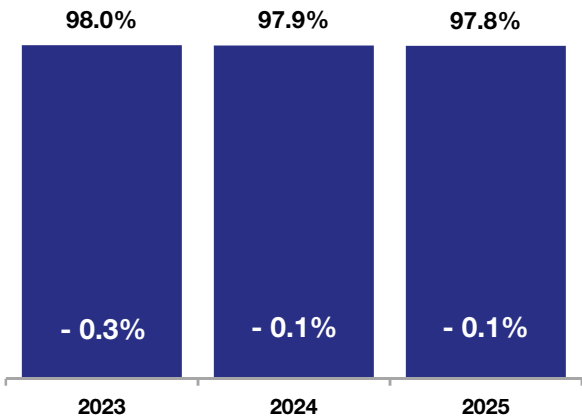


# Percent of Original List Price Received

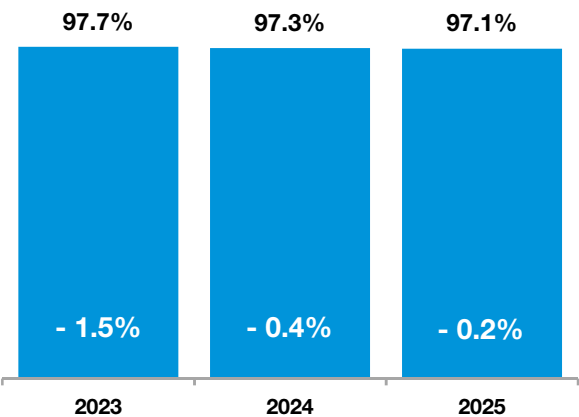
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August

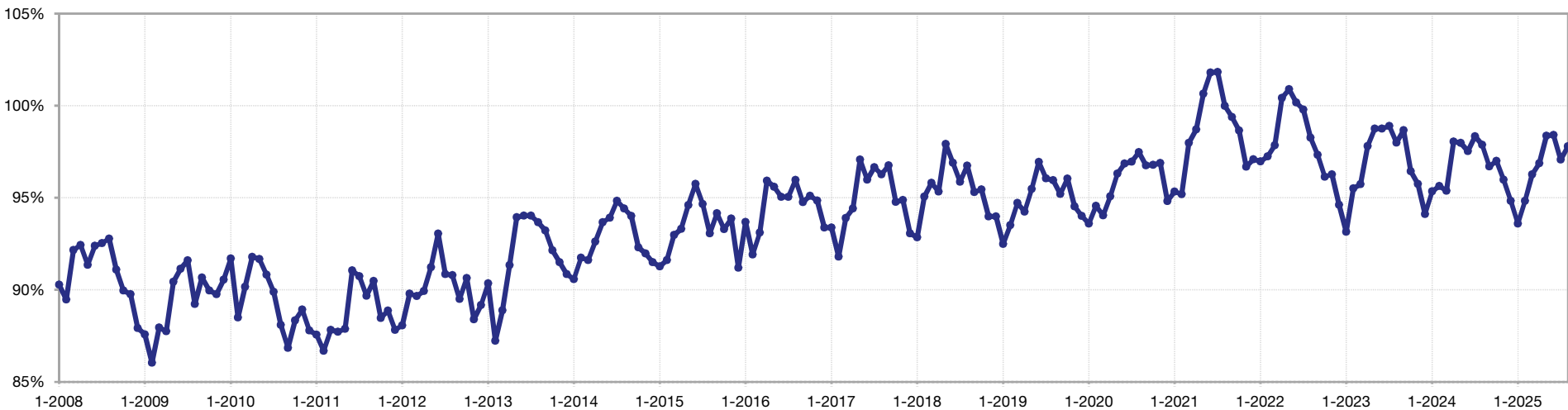


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	98.4%	97.5%	+0.9%
July 2025	97.1%	98.3%	-1.2%
August 2025	97.8%	97.9%	-0.1%
12-Month Avg	96.5%	96.8%	-0.3%

## Historical Percent of Original List Price Received by Month

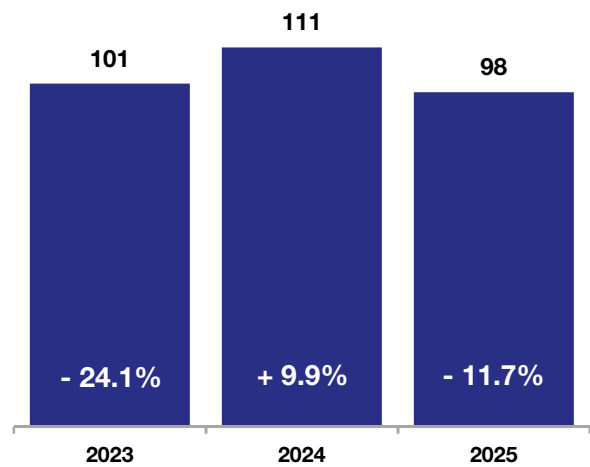


# Housing Affordability Index

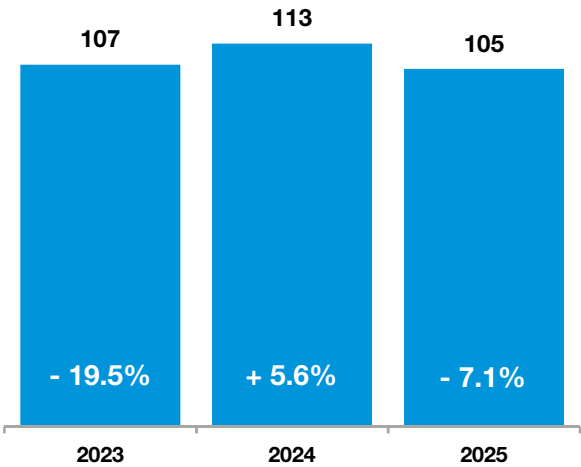
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

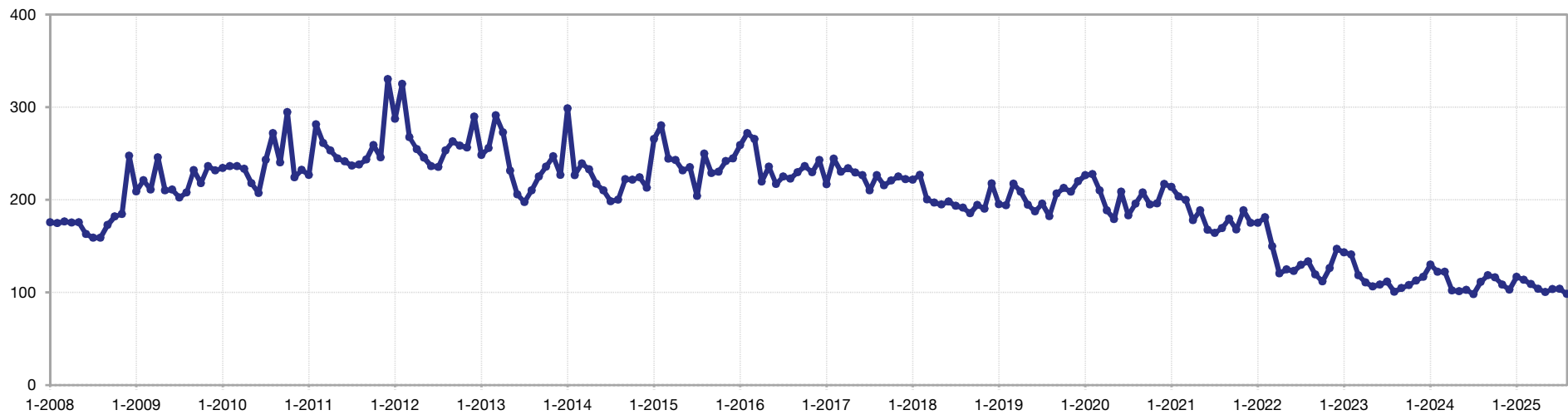


## Year to Date



Affordability Index		Prior Year	Percent Change
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	109	122	-10.7%
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	98	111	-11.7%
12-Month Avg	108	111	-2.7%

## Historical Housing Affordability Index by Month

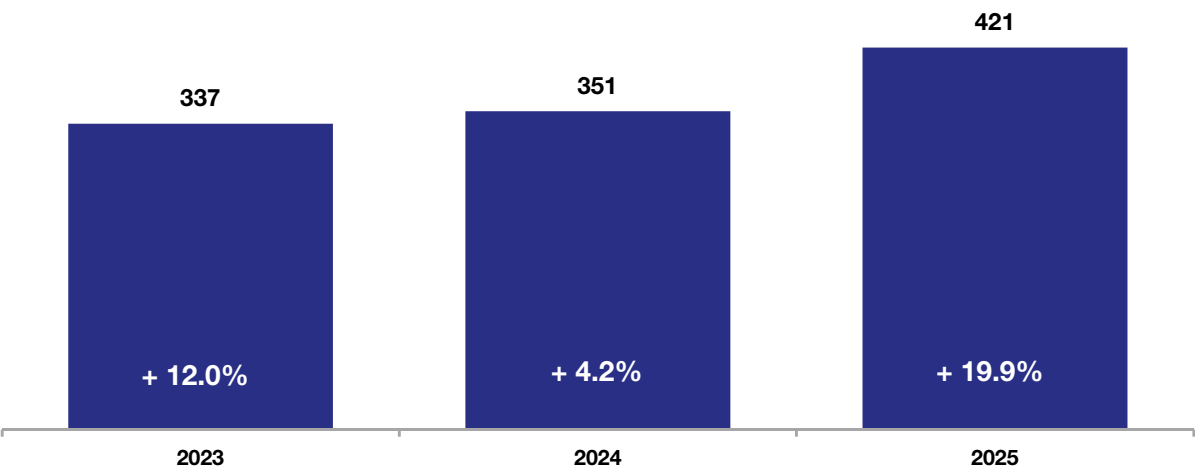


# Inventory of Homes for Sale

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

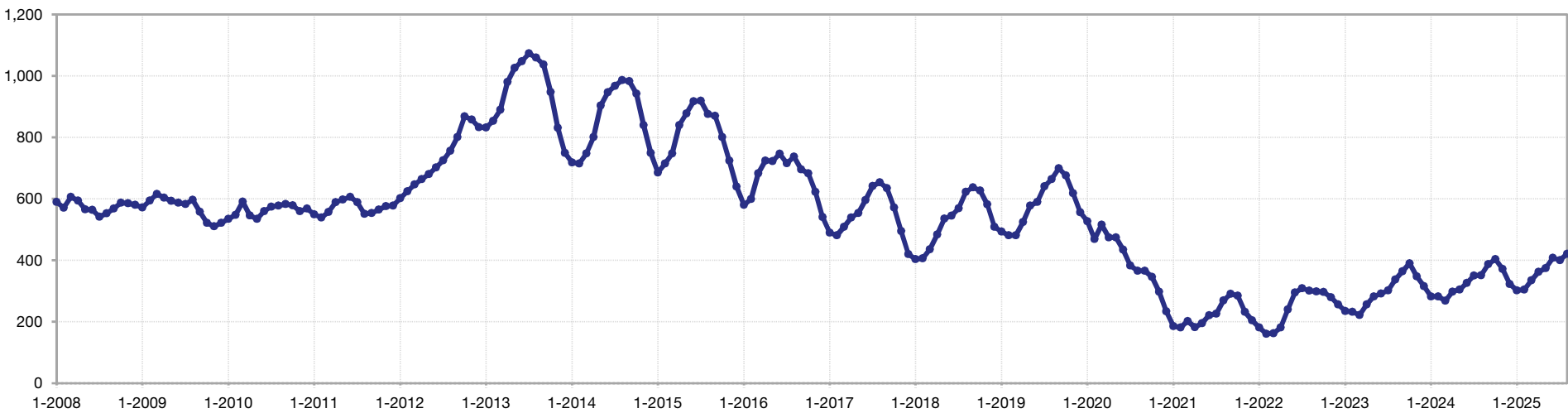


## August



Homes for Sale		Prior Year	Percent Change
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	408	326	+25.2%
July 2025	400	350	+14.3%
August 2025	421	351	+19.9%
12-Month Avg	366	323	+13.3%

## Historical Inventory of Homes for Sale by Month

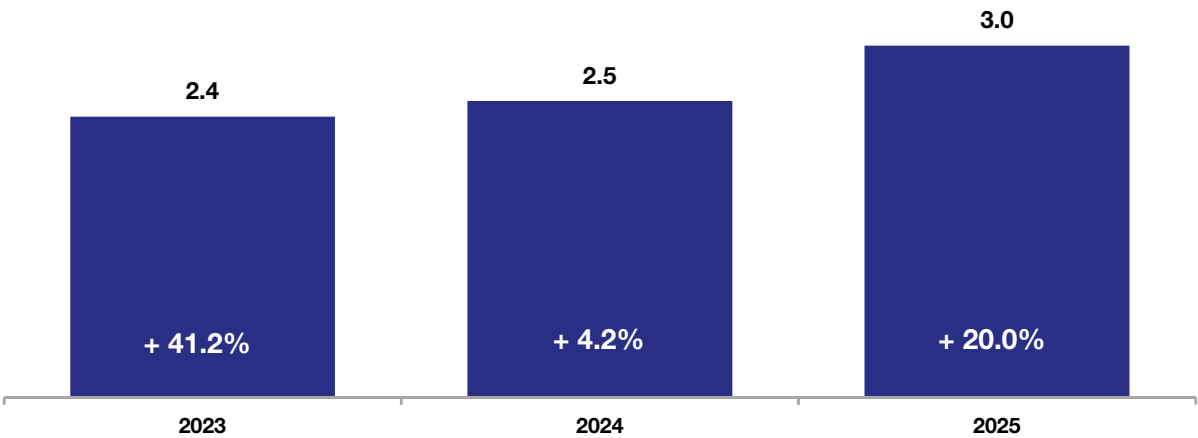


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
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%
August 2025	3.0	2.5	+20.0%
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	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Blue Earth	41	40	-2.4%	31	28	-9.7%	\$140,000	\$179,950	+28.5%	9	12	+33.3%	2.1	3.1	+47.8%
Eagle Lake	37	28	-24.3%	21	24	+14.3%	\$342,000	\$342,225	+0.1%	12	5	-58.3%	3.6	1.5	-57.7%
Elysian	22	15	-31.8%	13	10	-23.1%	\$326,000	\$380,200	+16.6%	7	5	-28.6%	2.9	3.2	+9.1%
Fairmont	25	21	-16.0%	19	15	-21.1%	\$169,100	\$244,000	+44.3%	6	6	0.0%	2.1	2.6	+24.0%
Janesville	22	21	-4.5%	23	20	-13.0%	\$220,000	\$294,000	+33.6%	8	3	-62.5%	3.0	1.2	-58.6%
Lake Crystal	30	41	+36.7%	29	21	-27.6%	\$240,000	\$248,000	+3.3%	7	13	+85.7%	2.0	3.4	+74.3%
Le Sueur	32	29	-9.4%	20	18	-10.0%	\$239,750	\$281,250	+17.3%	10	12	+20.0%	3.8	3.9	+3.8%
Madison Lake	45	44	-2.2%	28	24	-14.3%	\$390,000	\$445,000	+14.1%	15	19	+26.7%	4.3	5.6	+28.7%
Mankato	314	358	+14.0%	272	253	-7.0%	\$312,500	\$318,000	+1.8%	75	90	+20.0%	2.2	2.7	+24.3%
Mapleton	20	25	+25.0%	15	14	-6.7%	\$205,500	\$240,000	+16.8%	4	8	+100.0%	1.9	3.6	+89.4%
New Ulm	112	121	+8.0%	103	100	-2.9%	\$241,000	\$245,000	+1.7%	16	22	+37.5%	1.2	1.7	+43.8%
Nicollet	11	12	+9.1%	6	12	+100.0%	\$260,950	\$320,000	+22.6%	4	0	-100.0%	3.5	0.0	-100.0%
North Mankato	146	171	+17.1%	103	124	+20.4%	\$319,000	\$313,250	-1.8%	35	45	+28.6%	2.6	3.0	+13.7%
Sleepy Eye	19	28	+47.4%	21	23	+9.5%	\$145,000	\$170,000	+17.2%	4	6	+50.0%	1.4	2.0	+45.8%
Springfield	0	3	--	0	2	--	\$0	\$367,000	--	0	1	--	0.0	1.0	--
Waseca	46	53	+15.2%	38	52	+36.8%	\$230,000	\$214,000	-7.0%	10	7	-30.0%	2.1	1.1	-45.1%
Waterville	20	14	-30.0%	10	14	+40.0%	\$373,000	\$372,500	-0.1%	9	3	-66.7%	4.5	1.6	-63.6%
Windom	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Winnebago	9	13	+44.4%	15	14	-6.7%	\$155,000	\$182,000	+17.4%	1	2	+100.0%	0.5	0.9	+88.2%