



# Monthly Indicators

## December 2025

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

## Activity Snapshot

**- 18.2%**      **- 9.1%**      **+ 18.6%**

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.



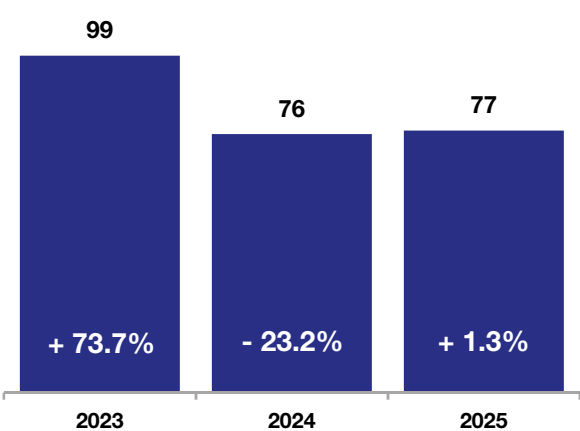
Key Metrics	Historical Sparkbars	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		76	77	+ 1.3%	1,960	2,154	+ 9.9%
Pending Sales		93	72	- 22.6%	1,665	1,628	- 2.2%
Closed Sales		154	126	- 18.2%	1,672	1,629	- 2.6%
Days on Market		79	83	+ 5.1%	83	81	- 2.4%
Median Sales Price		\$275,000	\$250,000	- 9.1%	\$258,900	\$275,000	+ 6.2%
Avg. Sales Price		\$295,420	\$277,593	- 6.0%	\$285,269	\$305,339	+ 7.0%
Pct. of Orig. Price Received		94.8%	95.9%	+ 1.2%	96.9%	96.8%	- 0.1%
Affordability Index		103	120	+ 16.5%	109	109	0.0%
Homes for Sale		322	382	+ 18.6%	--	--	--
Months Supply		2.3	2.8	+ 21.7%	--	--	--

# New Listings

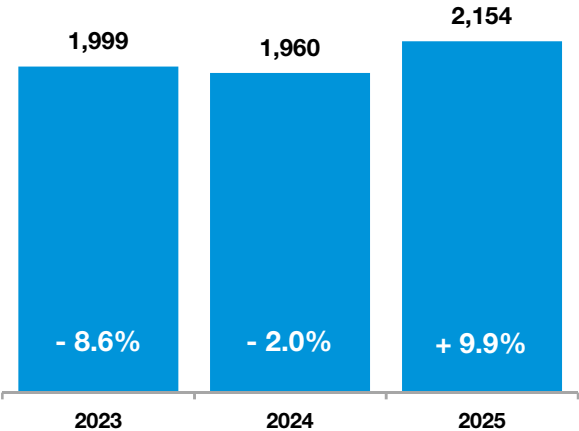
A count of the properties that have been newly listed on the market in a given month.



## December

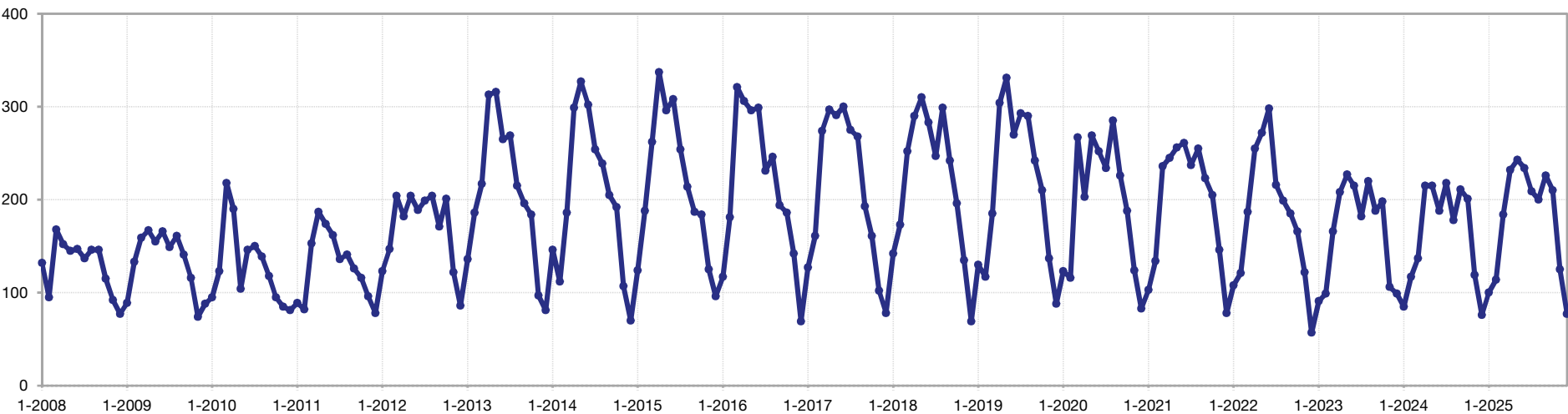


## Year to Date



New Listings		Prior Year	Percent Change
January 2025	100	85	+17.6%
February 2025	114	117	-2.6%
March 2025	184	137	+34.3%
April 2025	232	215	+7.9%
May 2025	243	215	+13.0%
June 2025	234	188	+24.5%
July 2025	209	218	-4.1%
August 2025	200	178	+12.4%
September 2025	226	211	+7.1%
October 2025	210	201	+4.5%
November 2025	125	119	+5.0%
December 2025	77	76	+1.3%
12-Month Avg	180	163	+10.4%

## Historical New Listings by Month

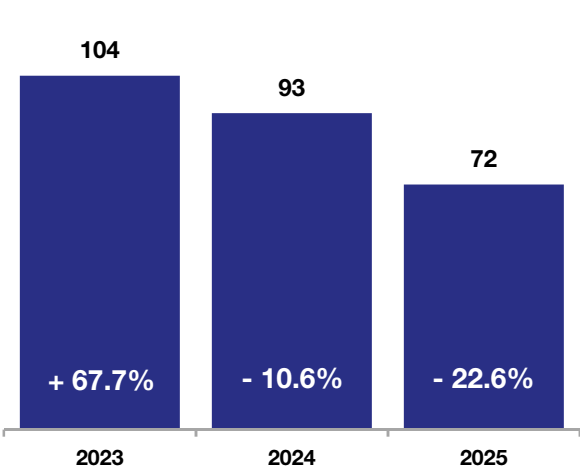


# Pending Sales

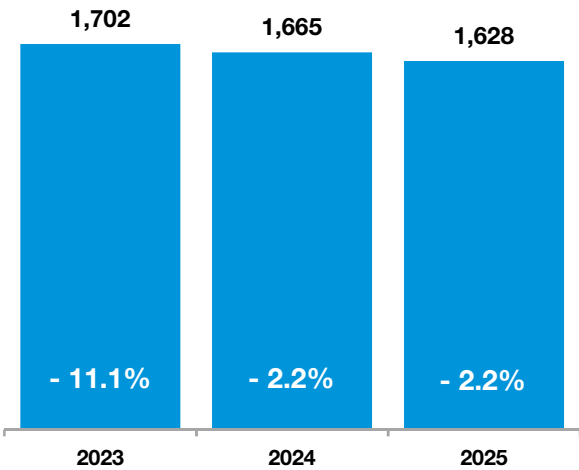
A count of the properties on which offers have been accepted in a given month.



## December

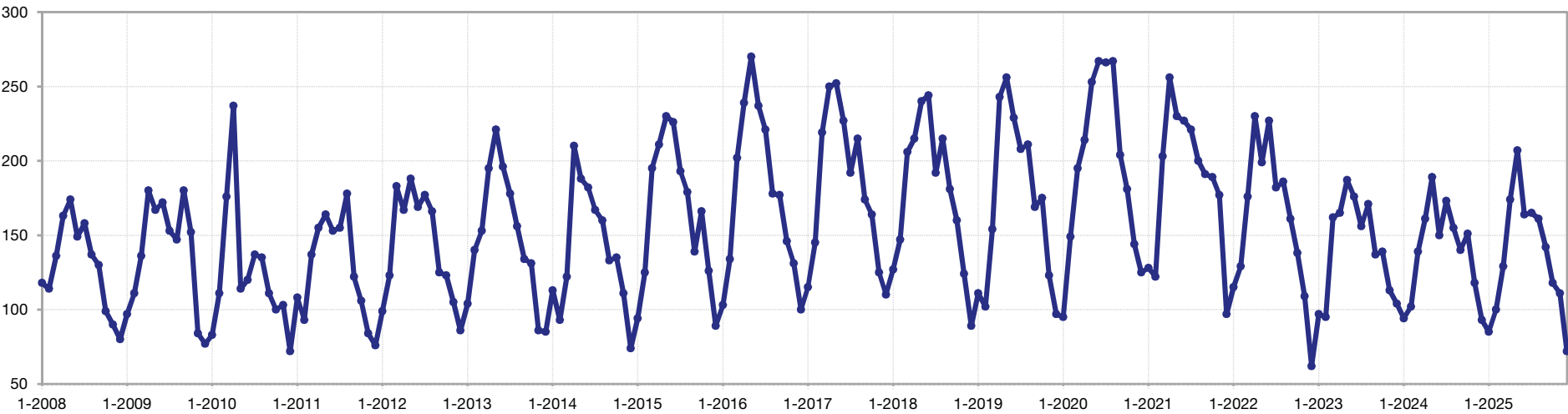


## Year to Date



Pending Sales		Prior Year	Percent Change
January 2025	85	94	-9.6%
February 2025	100	102	-2.0%
March 2025	129	139	-7.2%
April 2025	174	161	+8.1%
May 2025	207	189	+9.5%
June 2025	164	150	+9.3%
July 2025	165	173	-4.6%
August 2025	161	155	+3.9%
September 2025	142	140	+1.4%
October 2025	118	151	-21.9%
November 2025	111	118	-5.9%
December 2025	72	93	-22.6%
12-Month Avg	136	139	-2.2%

## Historical Pending Sales by Month

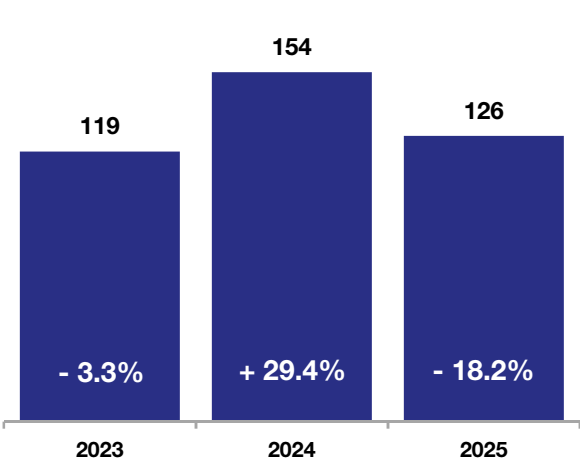


# Closed Sales

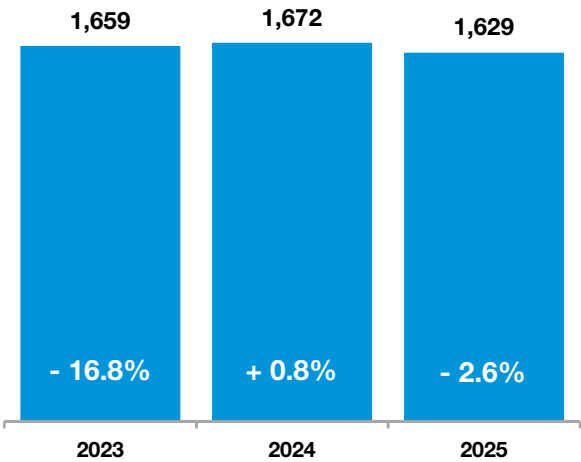
A count of the actual sales that closed in a given month.



## December

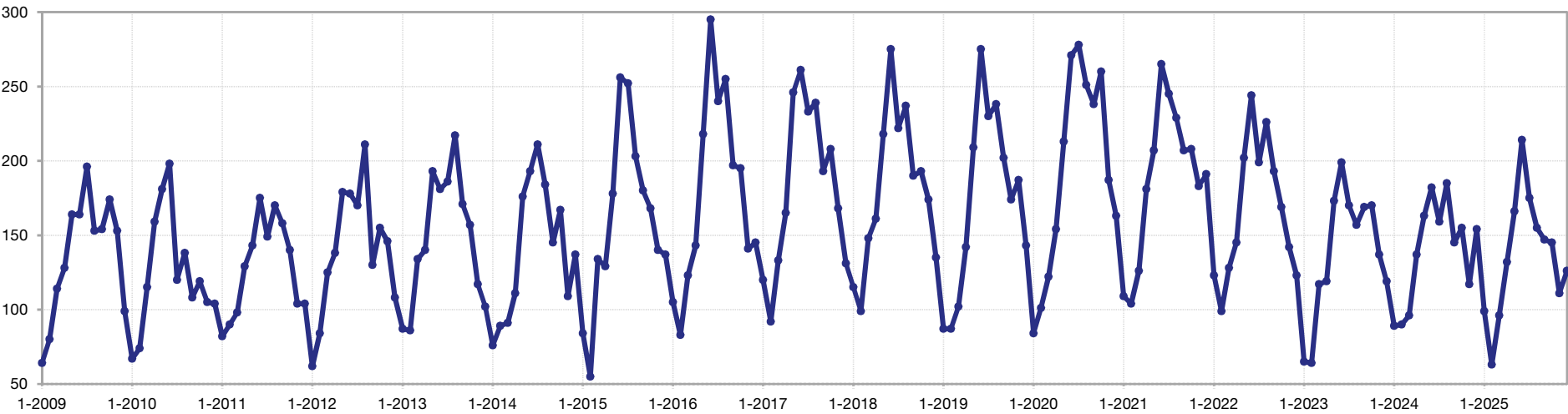


## Year to Date



Closed Sales		Prior Year	Percent Change
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	155	185	-16.2%
September 2025	147	145	+1.4%
October 2025	145	155	-6.5%
November 2025	111	117	-5.1%
December 2025	126	154	-18.2%
12-Month Avg	136	139	-2.2%

## Historical Closed Sales by Month

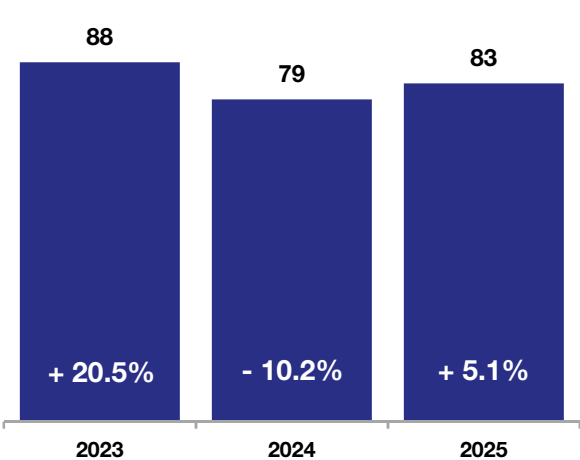


# Days on Market Until Sale

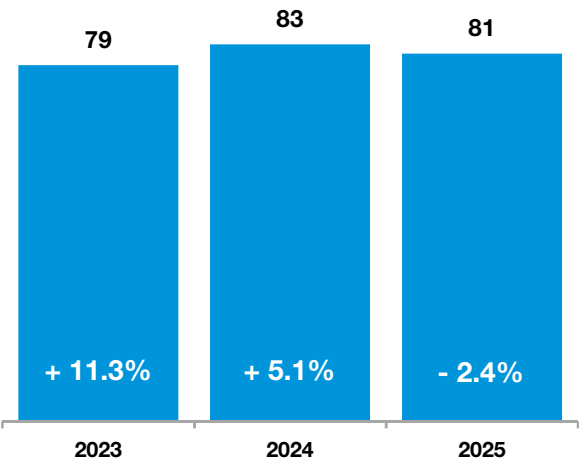
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

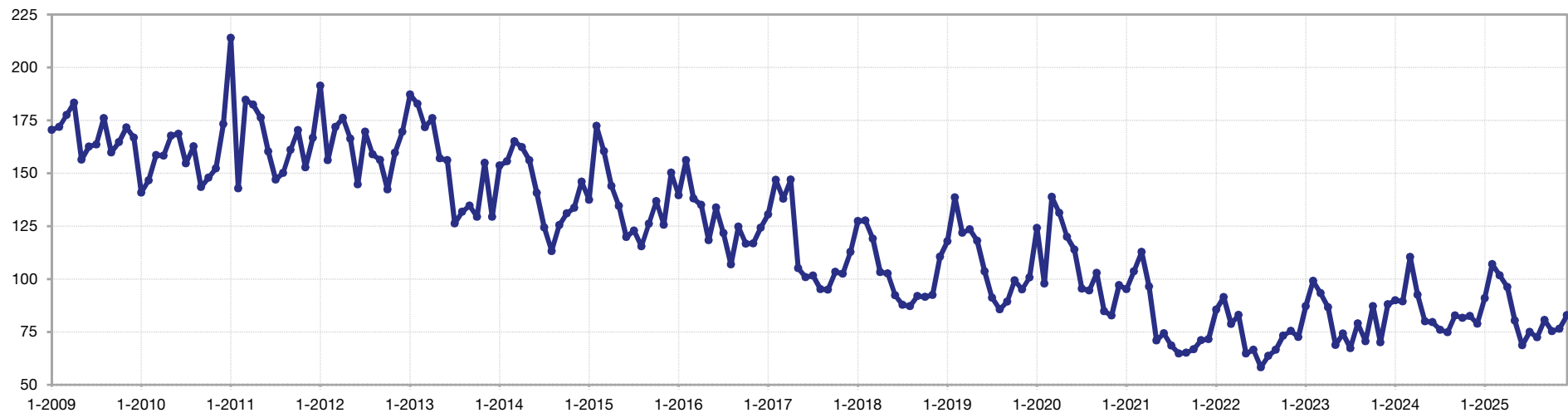


## Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2025	81	83	-2.4%
October 2025	75	82	-8.5%
November 2025	76	82	-7.3%
December 2025	83	79	+5.1%
12-Month Avg	84	85	-1.2%

## Historical Days on Market Until Sale by Month

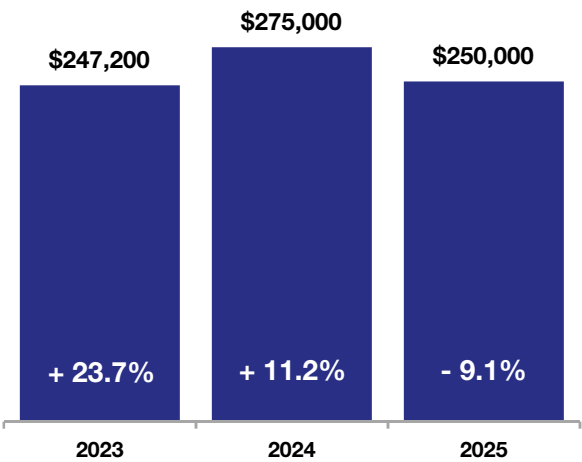


# Median Sales Price

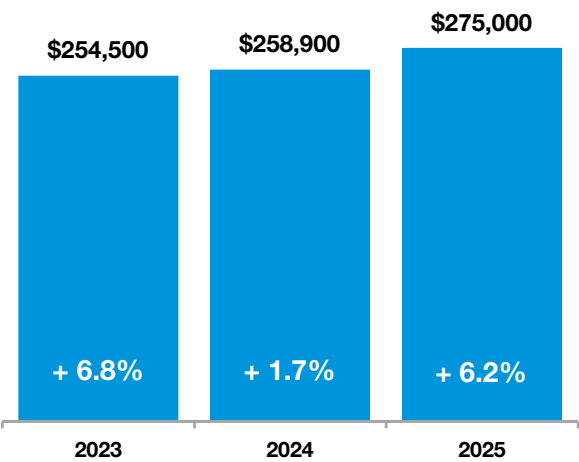
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December

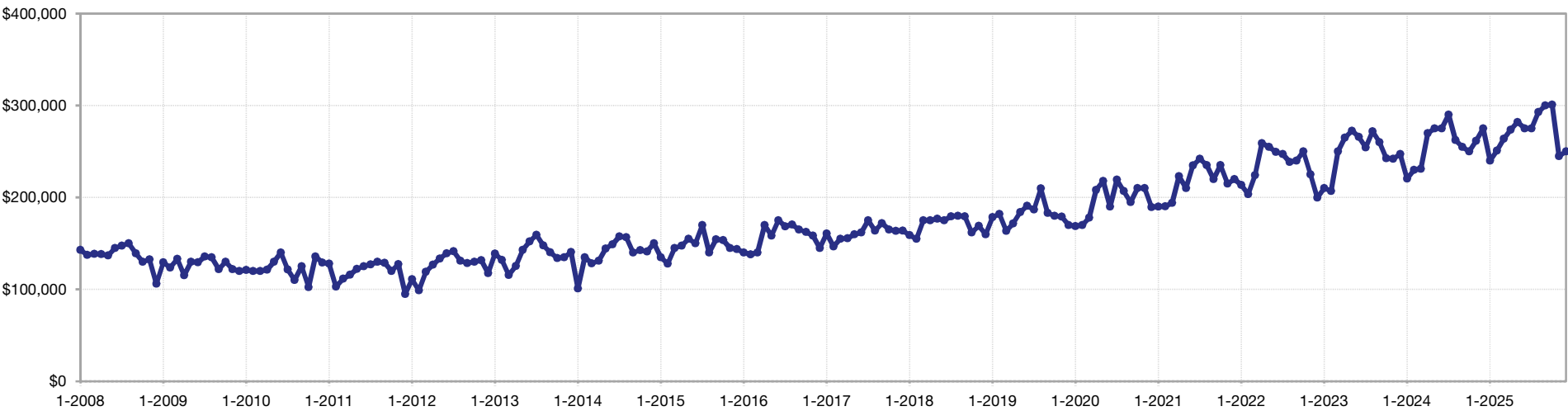


## Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$293,000	\$262,500 +11.6%
September 2025	\$300,000	\$255,000 +17.6%
October 2025	\$301,000	\$250,000 +20.4%
November 2025	\$245,000	\$261,500 -6.3%
December 2025	\$250,000	\$275,000 -9.1%
12-Month Avg	\$270,792	\$257,946 +5.0%

## Historical Median Sales Price by Month

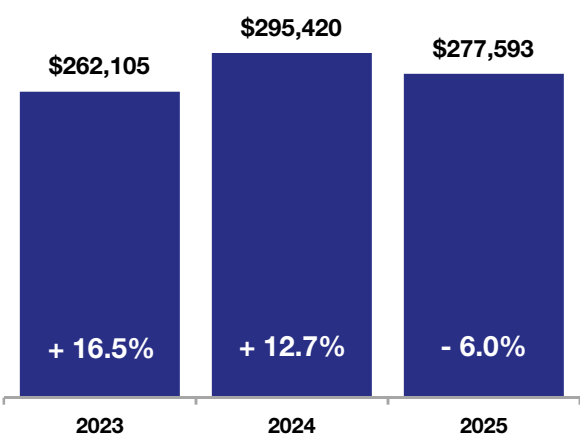


# Average Sales Price

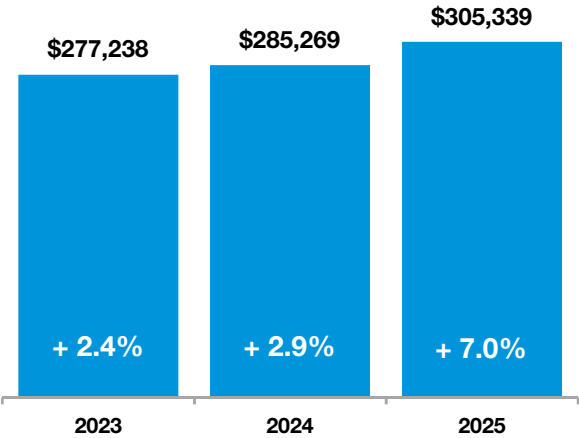
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December

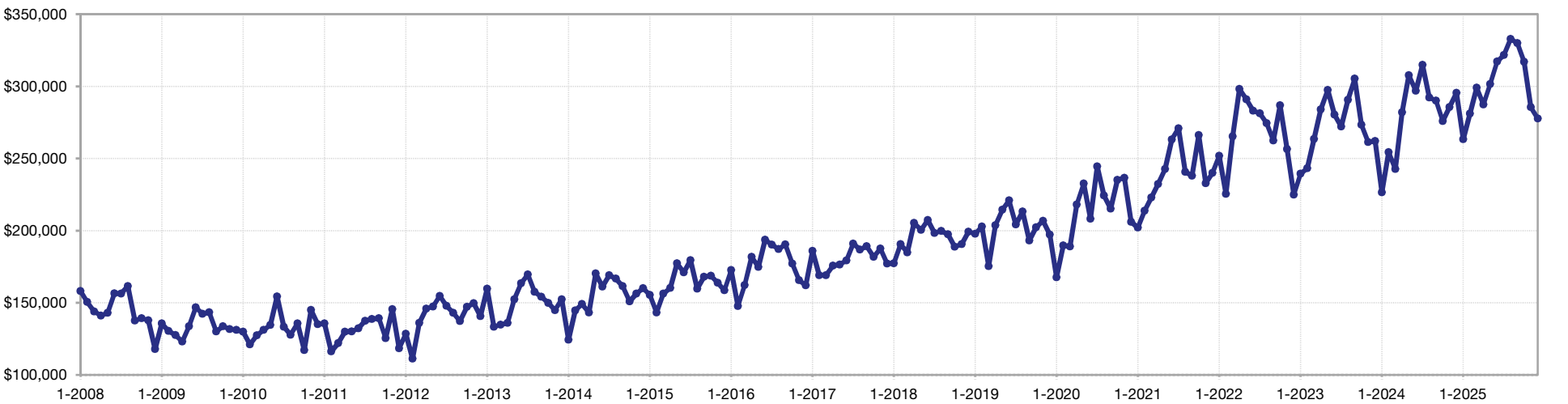


## Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$332,856	\$292,214 +13.9%
September 2025	\$329,939	\$289,998 +13.8%
October 2025	\$316,971	\$275,854 +14.9%
November 2025	\$285,650	\$285,502 +0.1%
December 2025	\$277,593	\$295,420 -6.0%
12-Month Avg	\$301,197	\$280,322 +7.4%

## Historical Average Sales Price by Month



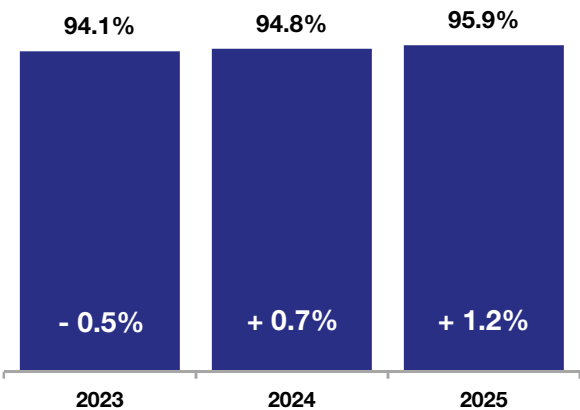


# Percent of Original List Price Received

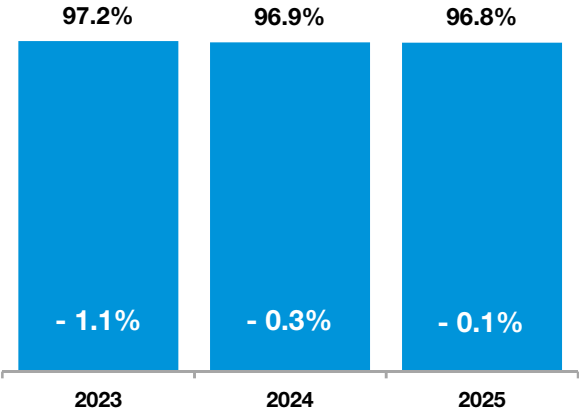
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## December

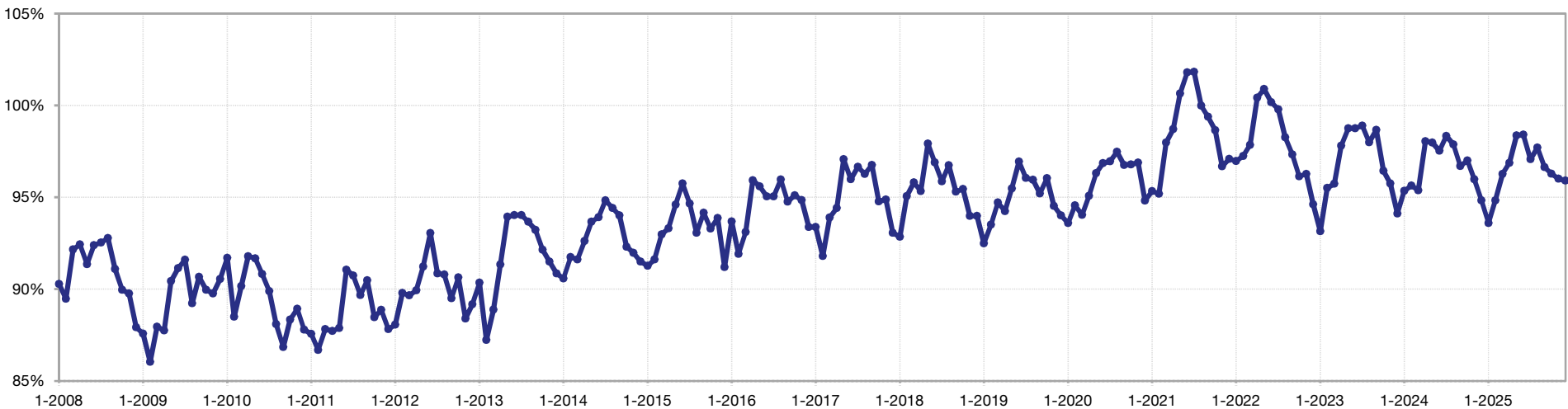


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	97.7%	97.9%	-0.2%
September 2025	96.6%	96.7%	-0.1%
October 2025	96.3%	97.0%	-0.7%
November 2025	96.0%	96.0%	0.0%
December 2025	95.9%	94.8%	+1.2%
12-Month Avg	96.5%	96.7%	-0.2%

## Historical Percent of Original List Price Received by Month

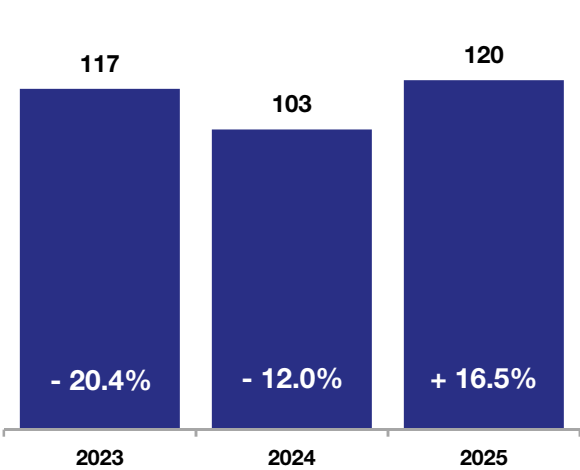


# Housing Affordability Index

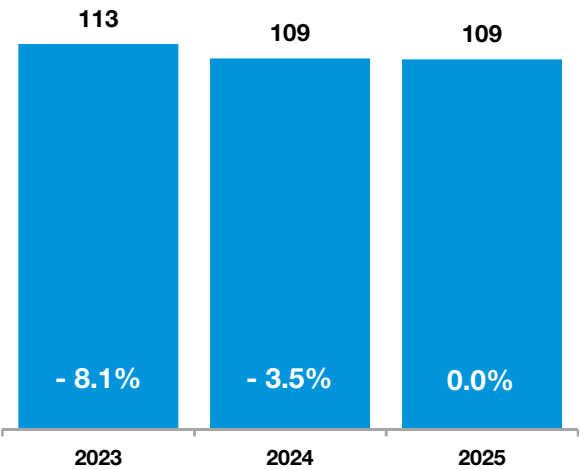
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## December

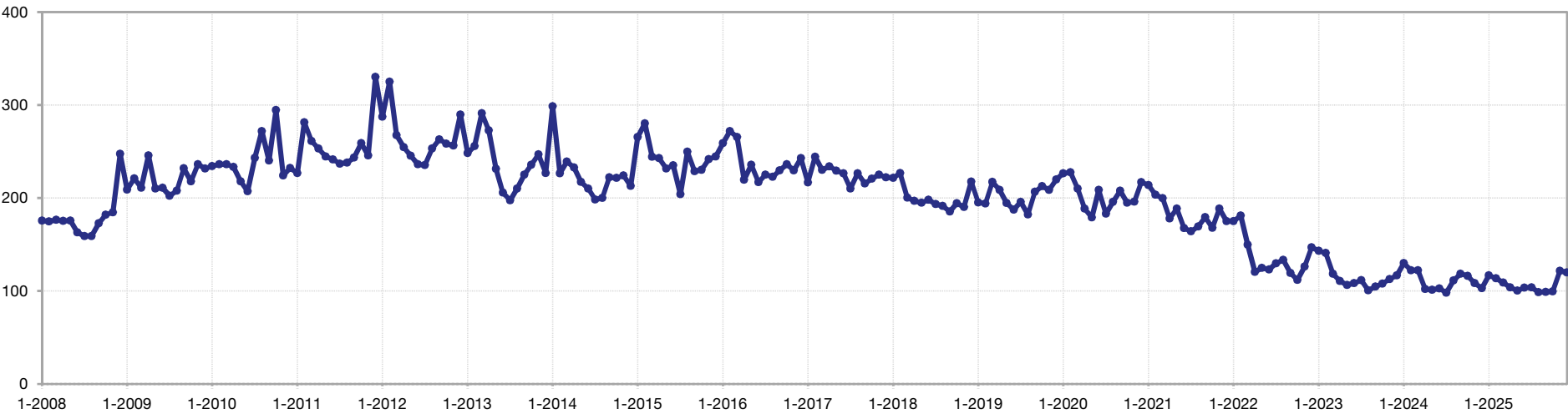


## Year to Date



Affordability Index		Prior Year	Percent Change
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	99	111	-10.8%
September 2025	99	119	-16.8%
October 2025	100	116	-13.8%
November 2025	122	109	+11.9%
December 2025	120	103	+16.5%
12-Month Avg	107	111	-3.6%

## Historical Housing Affordability Index by Month

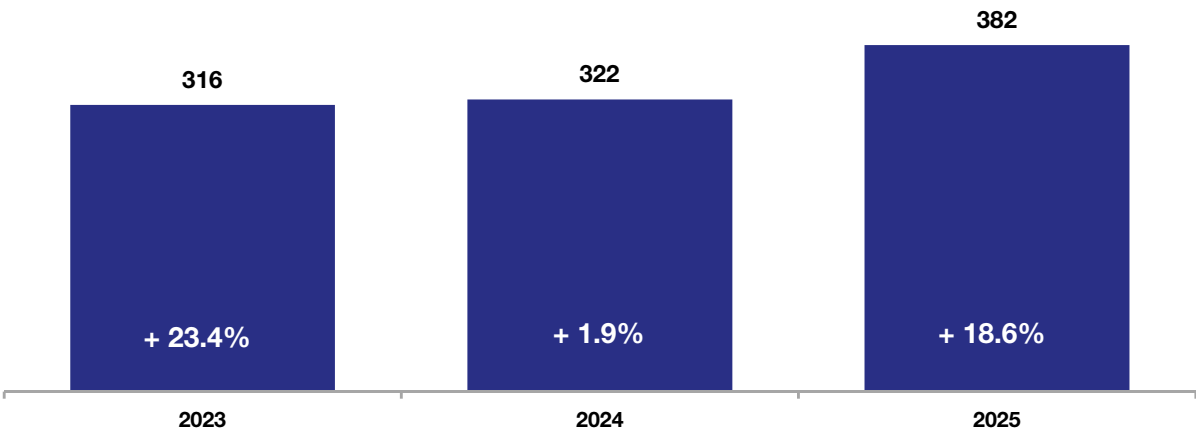


# Inventory of Homes for Sale

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

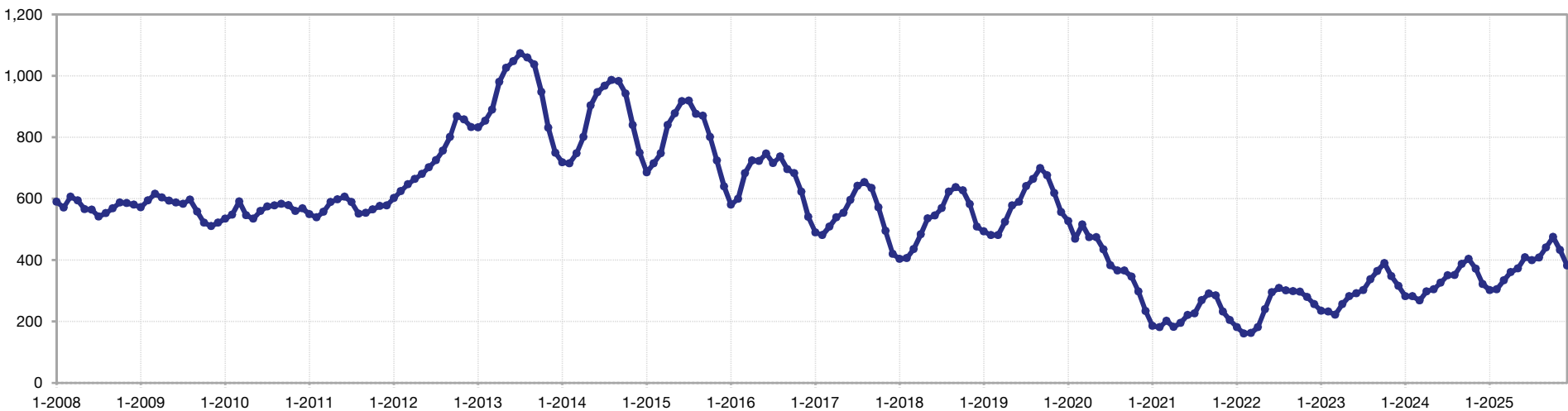


## December



Homes for Sale		Prior Year	Percent Change
January 2025	302	282	+7.1%
February 2025	305	282	+8.2%
March 2025	334	268	+24.6%
April 2025	361	298	+21.1%
May 2025	373	305	+22.3%
June 2025	409	326	+25.5%
July 2025	399	350	+14.0%
August 2025	408	351	+16.2%
September 2025	441	387	+14.0%
October 2025	475	404	+17.6%
November 2025	433	372	+16.4%
December 2025	382	322	+18.6%
12-Month Avg	385	329	+17.0%

## Historical Inventory of Homes for Sale by Month

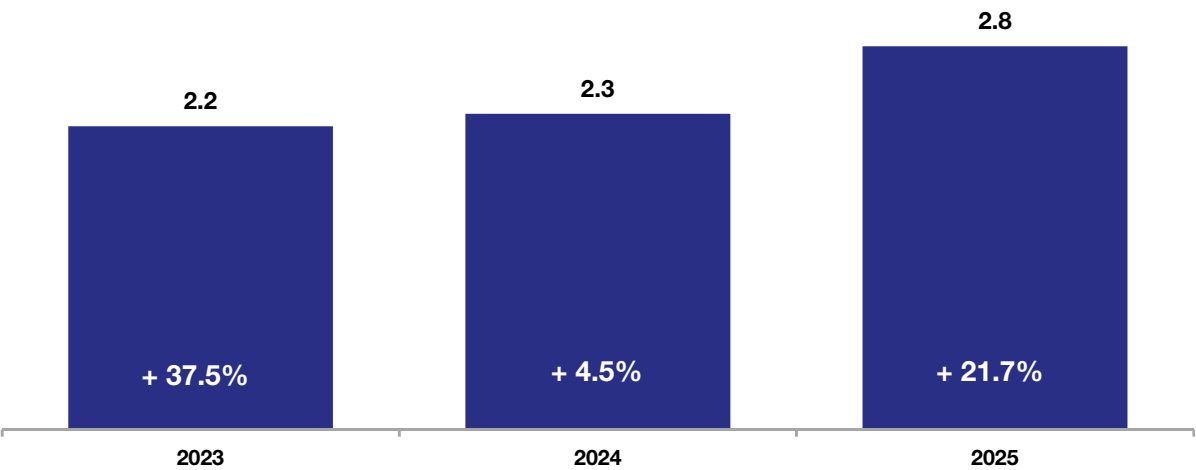


# Months Supply of Inventory

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.

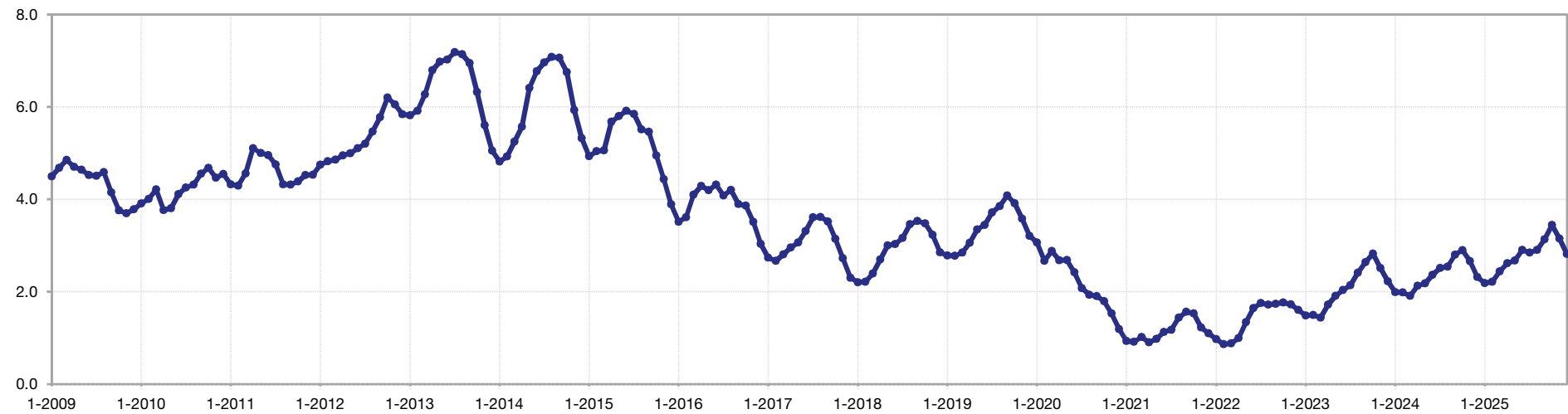


## December



Months Supply		Prior Year	Percent Change
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	2.8	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	3.2	2.7	+18.5%
December 2025	2.8	2.3	+21.7%
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 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	12-2024	12-2025	+ / -	12-2024	12-2025	+ / -
Blue Earth	57	56	-1.8%	53	44	-17.0%	\$150,000	\$167,568	+11.7%	5	10	+100.0%	1.1	2.6	+130.4%
Eagle Lake	49	43	-12.2%	38	33	-13.2%	\$344,825	\$340,950	-1.1%	5	8	+60.0%	1.3	2.8	+115.6%
Elysian	30	20	-33.3%	17	15	-11.8%	\$360,000	\$384,900	+6.9%	4	2	-50.0%	1.8	1.5	-16.7%
Fairmont	35	30	-14.3%	30	22	-26.7%	\$174,050	\$252,000	+44.8%	6	6	0.0%	2.0	3.0	+50.0%
Janesville	30	35	+16.7%	34	29	-14.7%	\$239,000	\$290,000	+21.3%	5	3	-40.0%	2.1	1.2	-42.0%
Lake Crystal	43	62	+44.2%	47	37	-21.3%	\$245,000	\$248,000	+1.2%	4	15	+275.0%	1.1	4.3	+298.0%
Le Sueur	46	44	-4.3%	36	38	+5.6%	\$254,750	\$249,000	-2.3%	8	9	+12.5%	2.7	2.7	-2.4%
Madison Lake	54	64	+18.5%	38	37	-2.6%	\$375,250	\$440,000	+17.3%	7	15	+114.3%	2.0	4.4	+125.8%
Mankato	455	536	+17.8%	391	400	+2.3%	\$310,000	\$314,950	+1.6%	87	83	-4.6%	2.7	2.5	-9.1%
Mapleton	27	33	+22.2%	24	21	-12.5%	\$205,250	\$225,000	+9.6%	4	9	+125.0%	1.8	3.6	+104.5%
New Ulm	169	164	-3.0%	166	142	-14.5%	\$242,000	\$240,000	-0.8%	19	23	+21.1%	1.4	2.0	+38.2%
Nicollet	15	19	+26.7%	10	15	+50.0%	\$316,000	\$323,000	+2.2%	3	5	+66.7%	2.4	2.7	+11.1%
North Mankato	215	224	+4.2%	161	183	+13.7%	\$319,000	\$320,000	+0.3%	36	31	-13.9%	2.6	2.1	-19.6%
Sleepy Eye	34	38	+11.8%	33	30	-9.1%	\$151,750	\$176,250	+16.1%	3	6	+100.0%	1.1	2.4	+113.3%
Springfield	1	3	+200.0%	1	2	+100.0%	\$105,000	\$367,000	+249.5%	0	1	--	0.0	1.0	--
Waseca	77	74	-3.9%	60	71	+18.3%	\$230,000	\$231,500	+0.7%	12	6	-50.0%	2.4	1.0	-55.8%
Waterville	28	23	-17.9%	18	18	0.0%	\$373,000	\$339,000	-9.1%	5	8	+60.0%	2.1	4.7	+123.5%
Windom	1	2	+100.0%	0	0	--	\$0	\$0	--	1	2	+100.0%	0.0	0.0	--
Winnebago	14	21	+50.0%	20	17	-15.0%	\$148,000	\$165,000	+11.5%	2	4	+100.0%	0.9	2.1	+136.8%