



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.



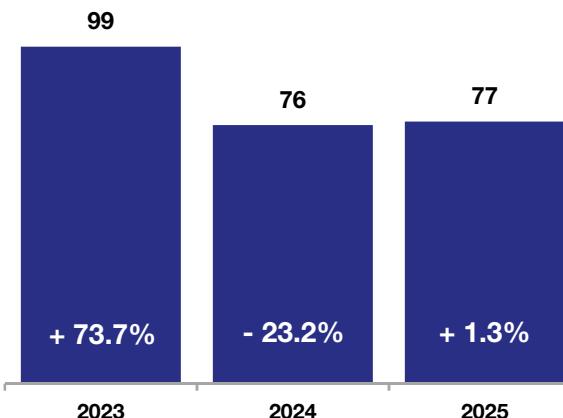
Key Metrics	Historical Sparkbars				12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
	12-2022	12-2023	12-2024	12-2025						
New Listings					76	77	+ 1.3%	1,960	2,154	+ 9.9%
Pending Sales					93	72	- 22.6%	1,665	1,628	- 2.2%
Closed Sales					154	126	- 18.2%	1,672	1,629	- 2.6%
Days on Market					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

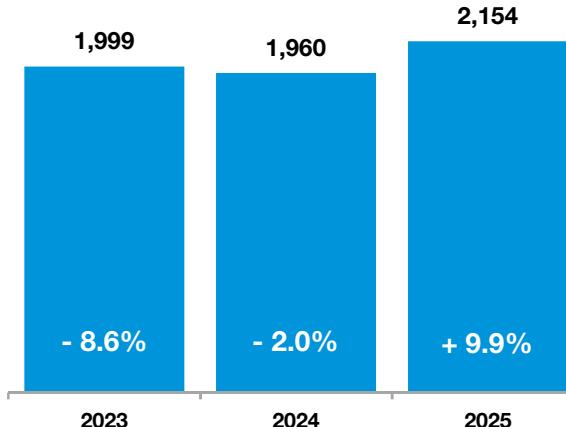
A count of the properties that have been newly listed on the market in a given month.



December

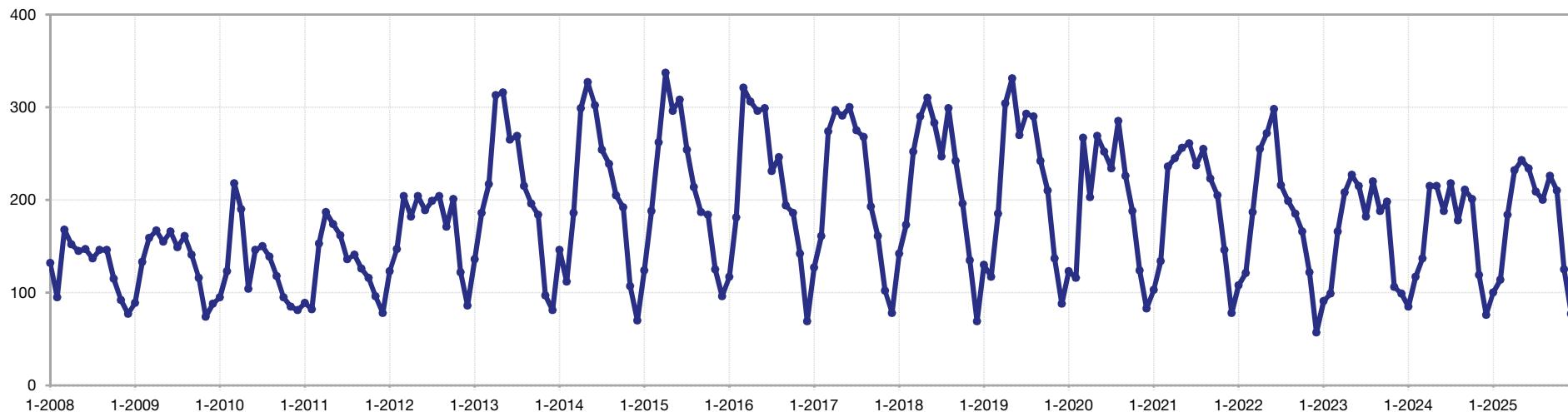


Year to Date



	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

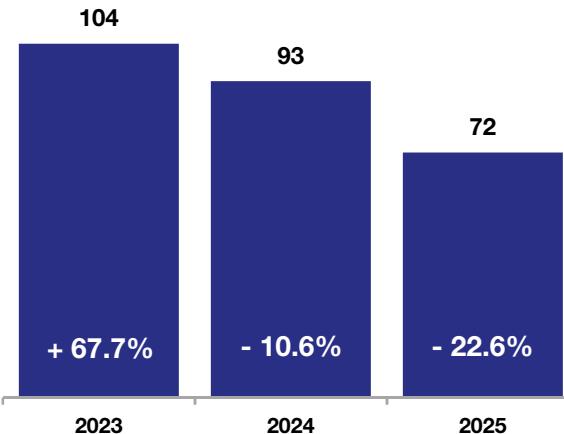


Pending Sales

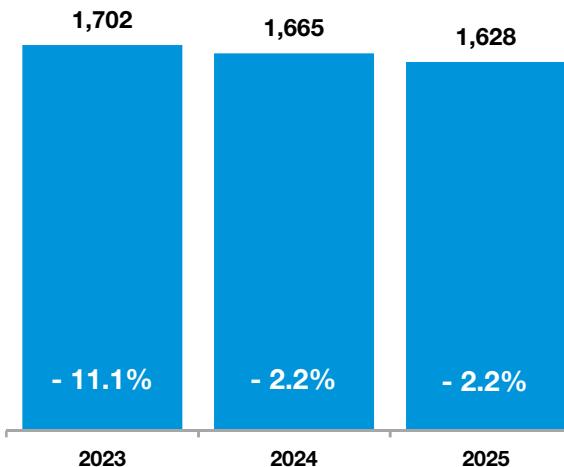
A count of the properties on which offers have been accepted in a given month.



December



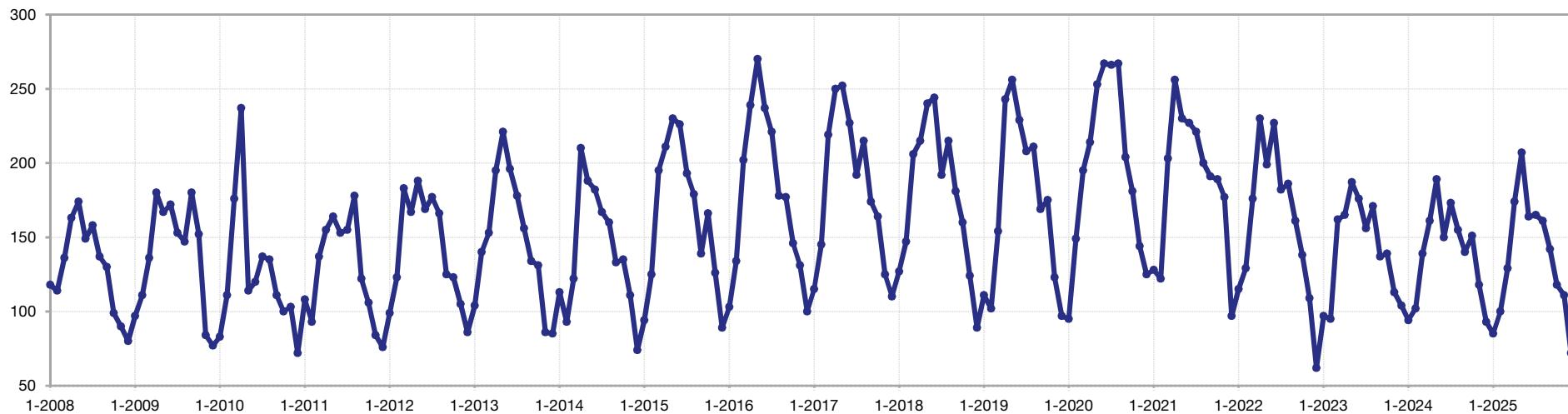
Year to Date



Pending Sales

	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

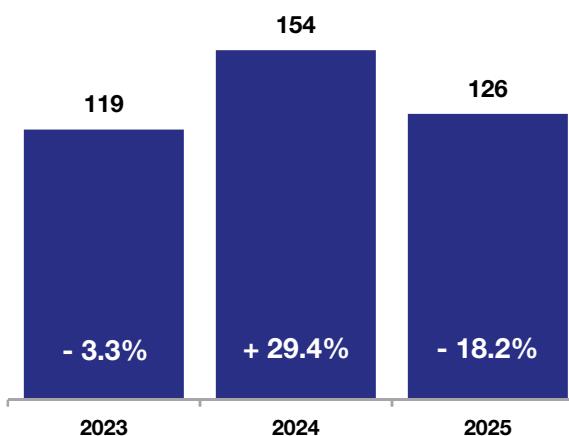


Closed Sales

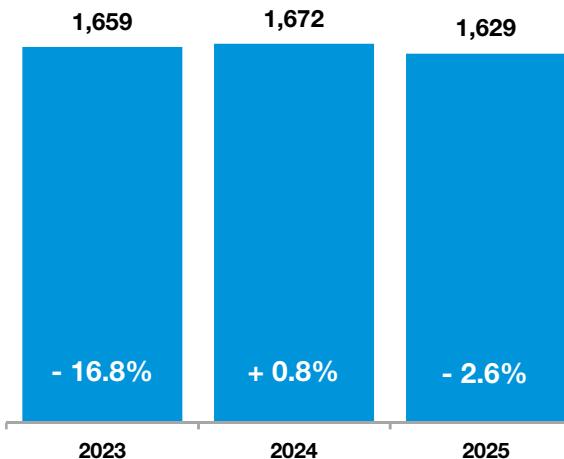
A count of the actual sales that closed in a given month.



December



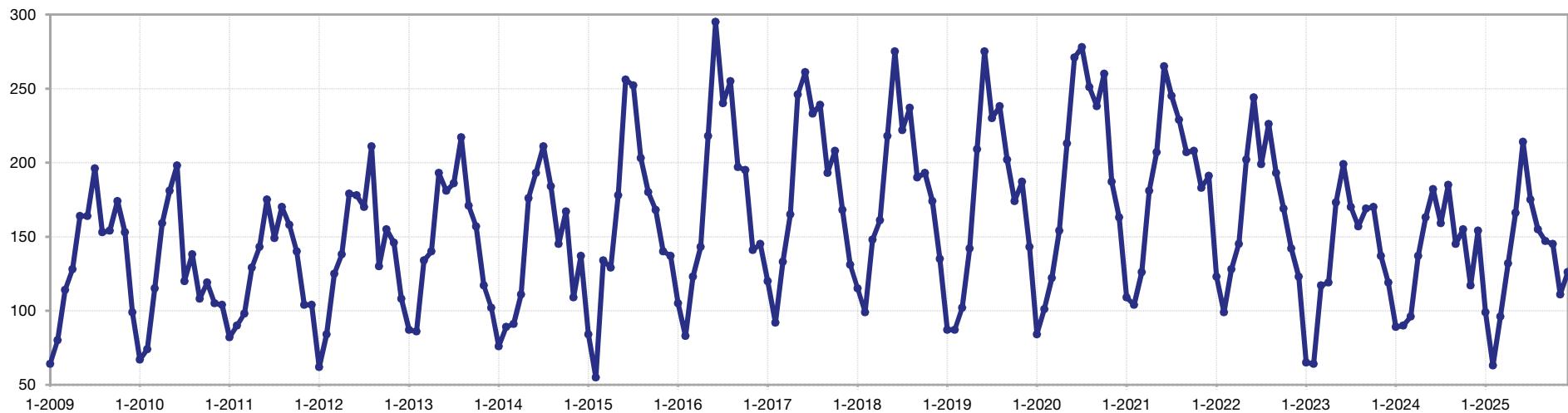
Year to Date



Closed Sales

	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

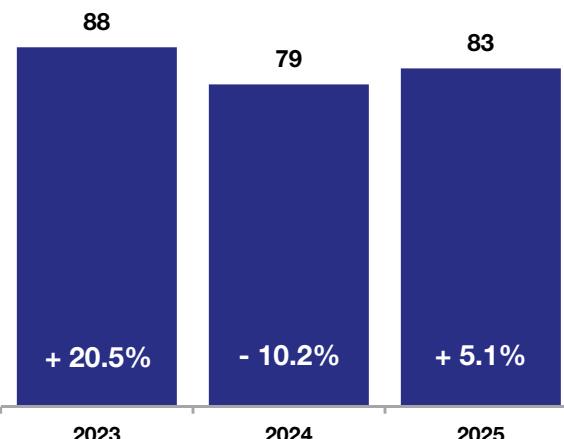


Days on Market Until Sale

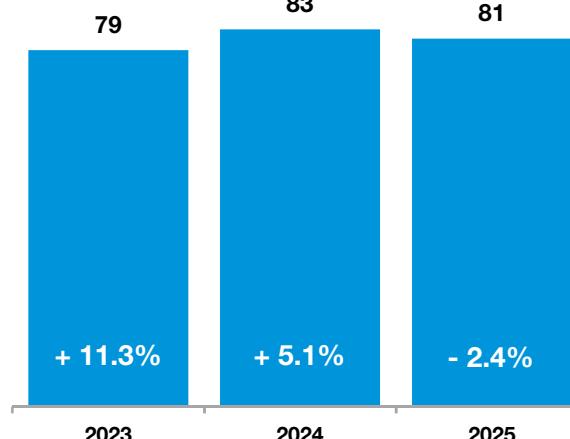
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

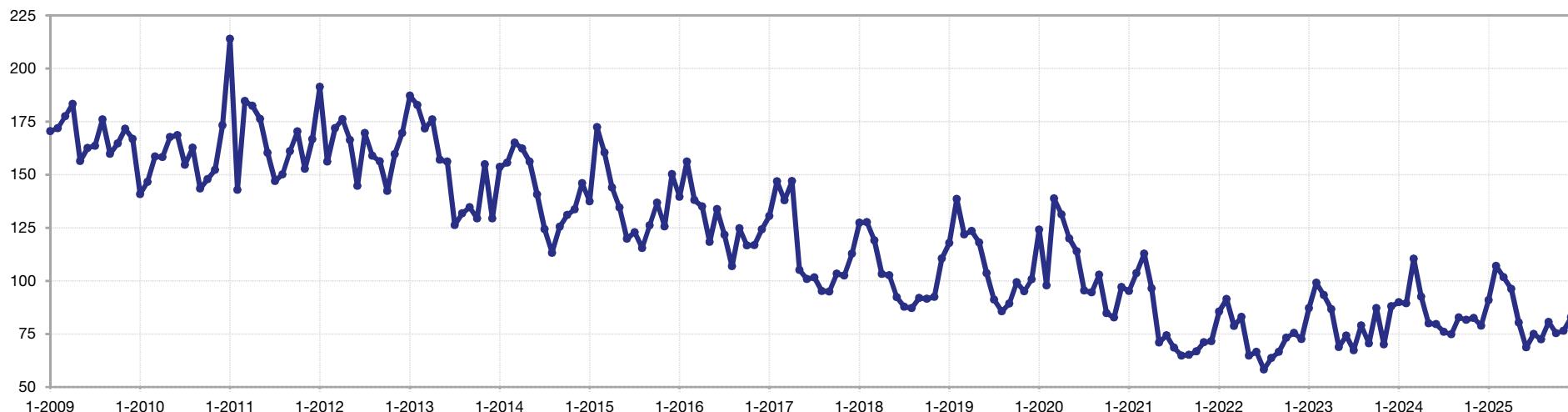


Year to Date



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

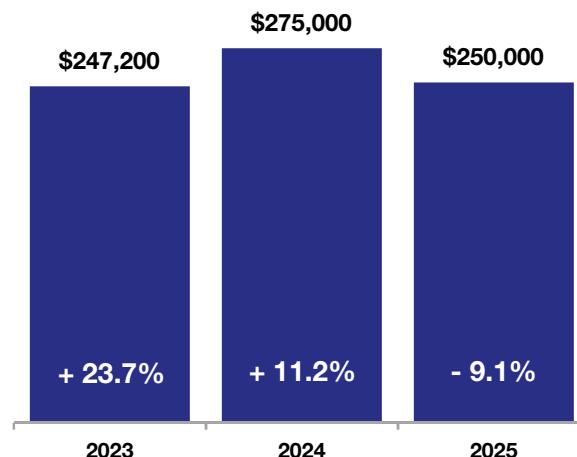


Median Sales Price

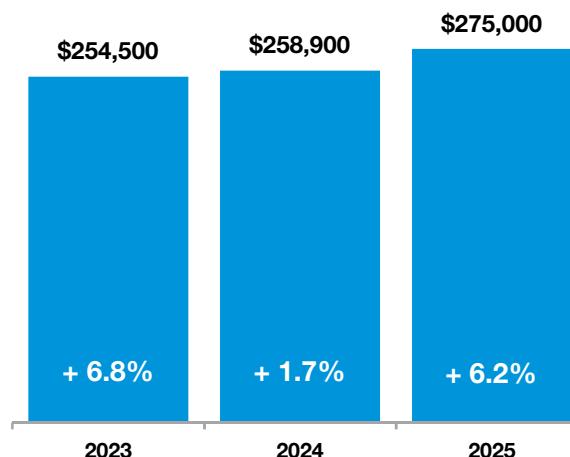
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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

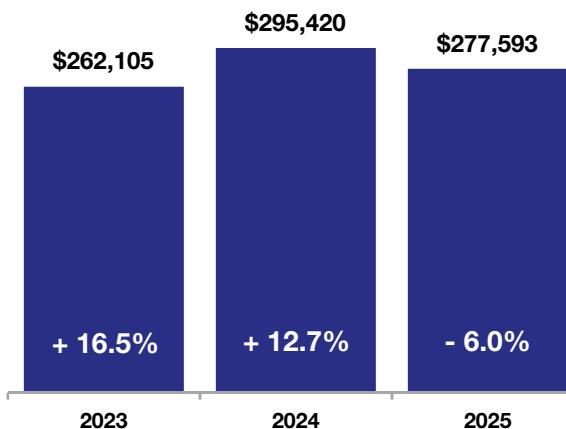


Average Sales Price

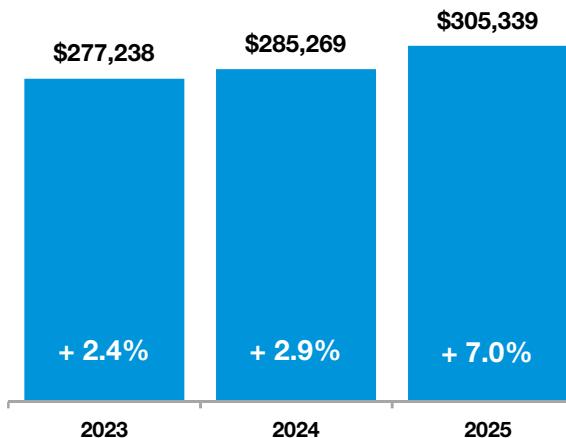
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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

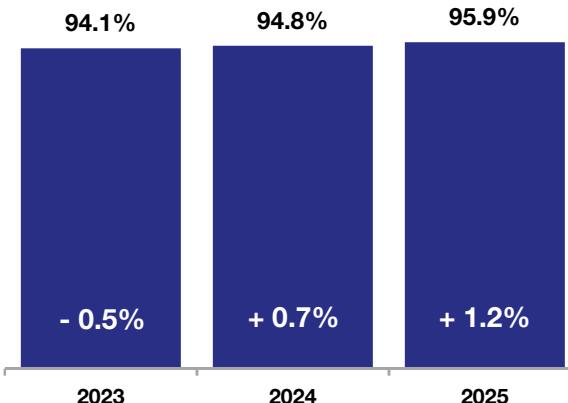


Percent of Original List Price Received

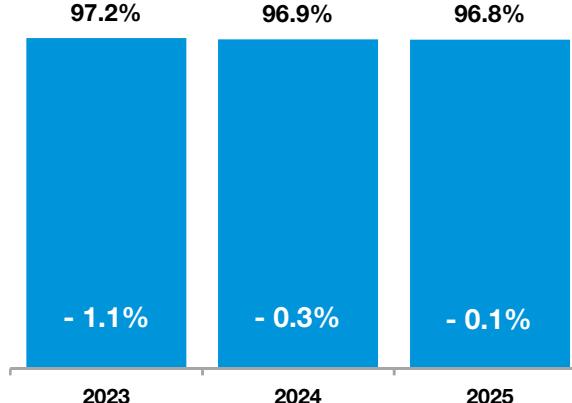
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

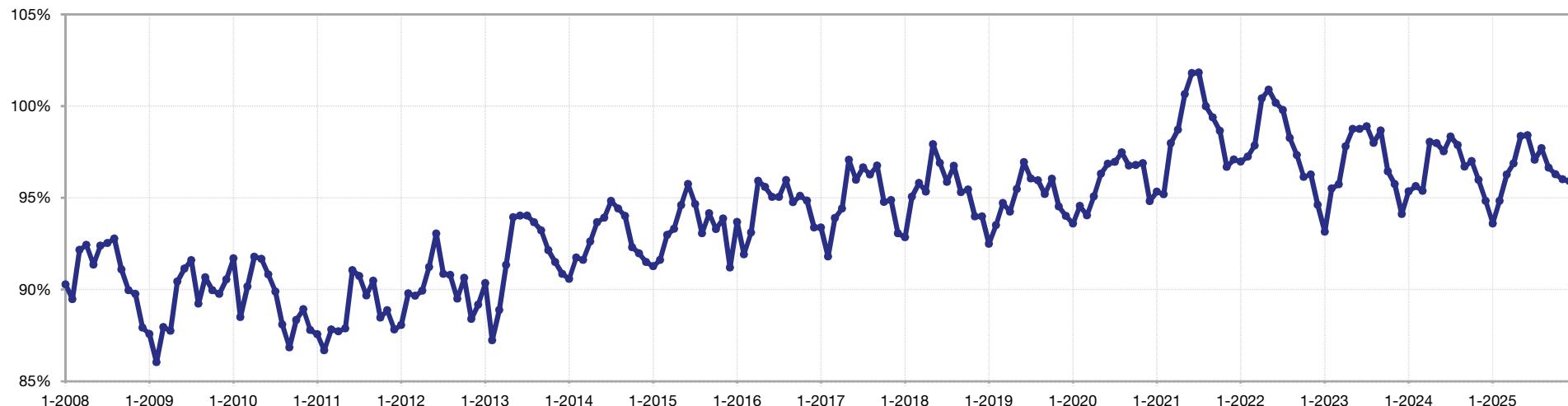


Year to Date



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

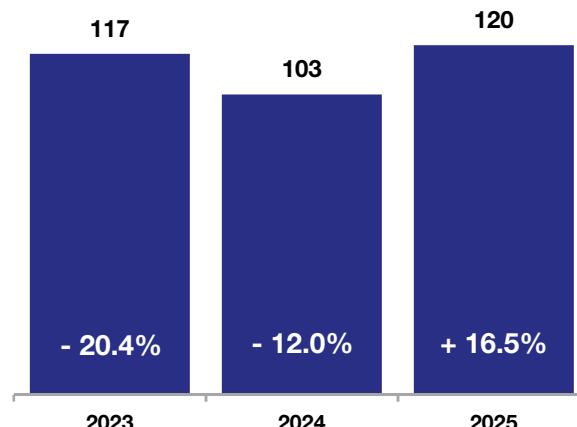


Housing Affordability Index

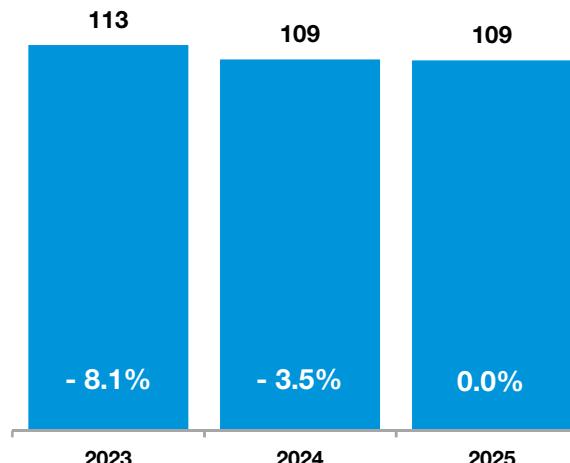
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

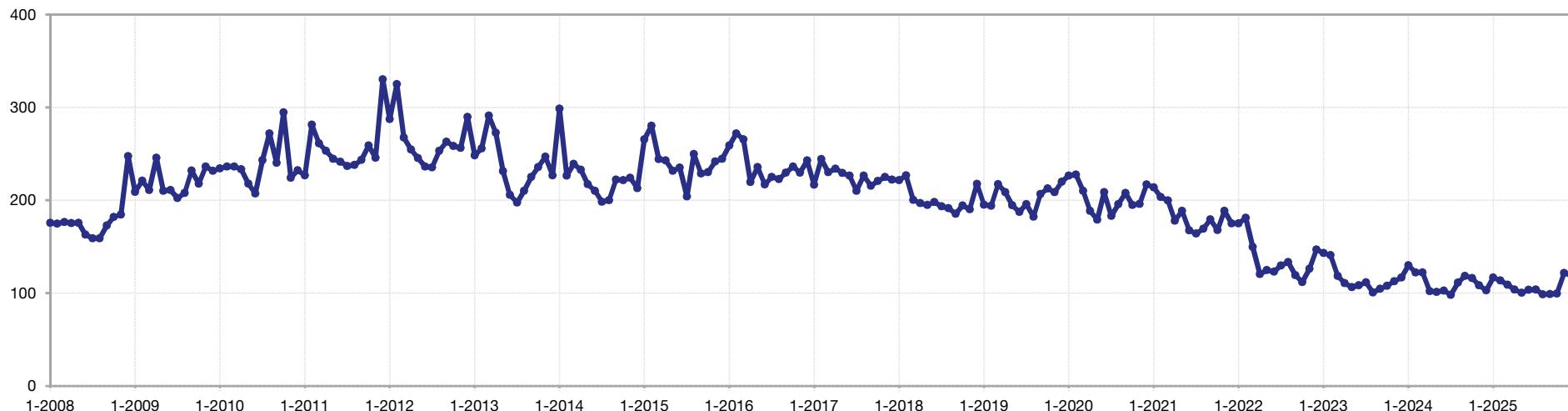


Year to Date



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

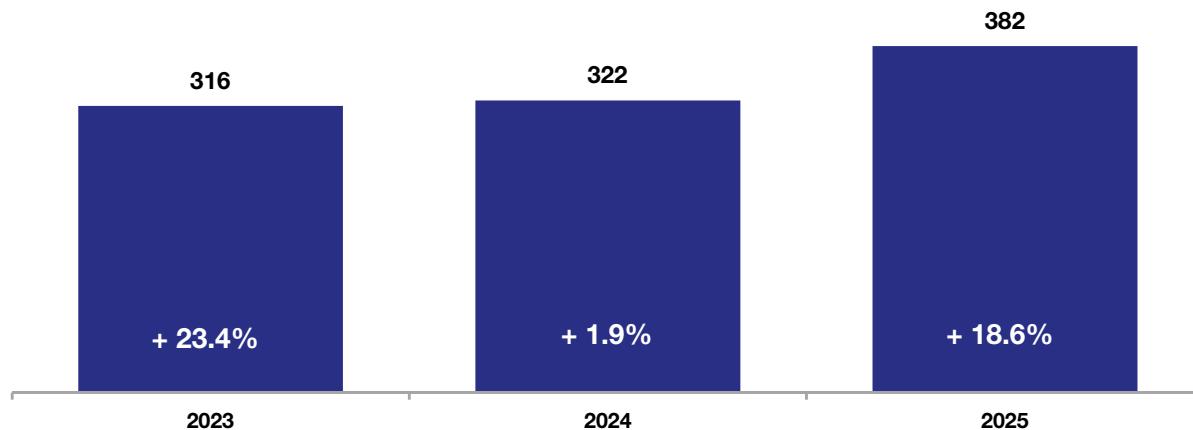


Inventory of Homes for Sale

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

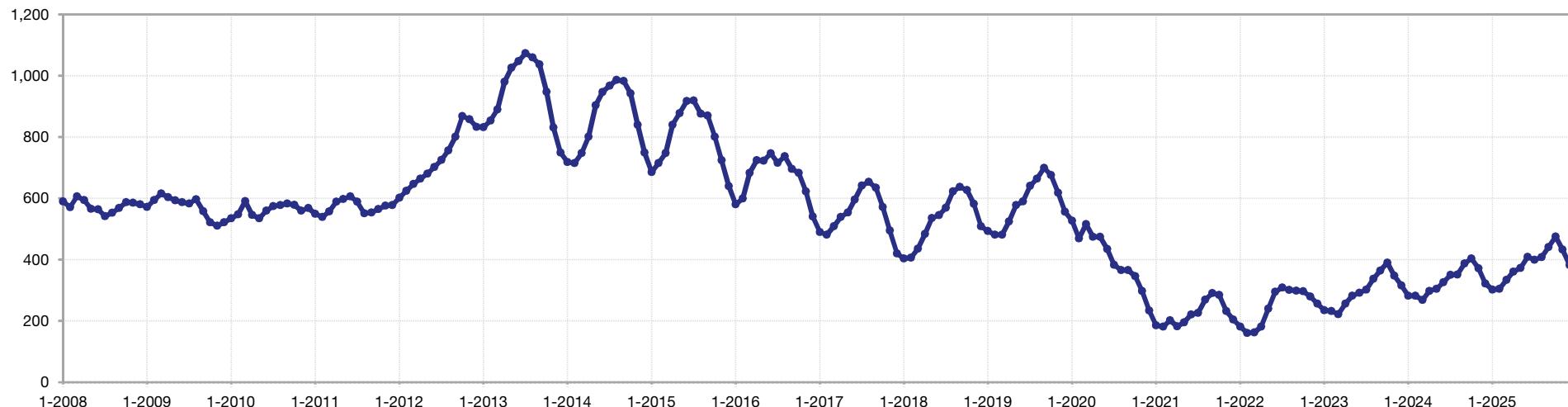


December



	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

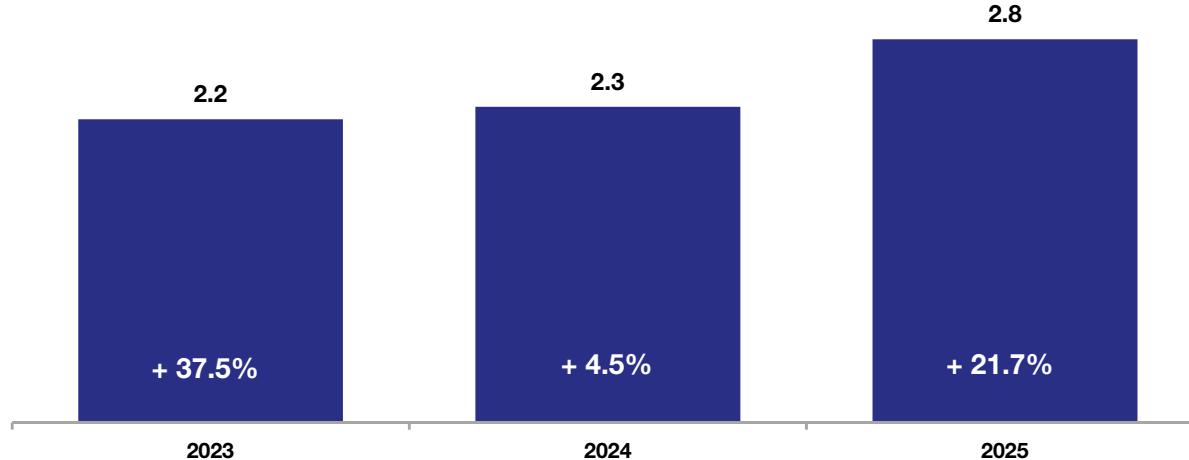


Months Supply of Inventory

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.

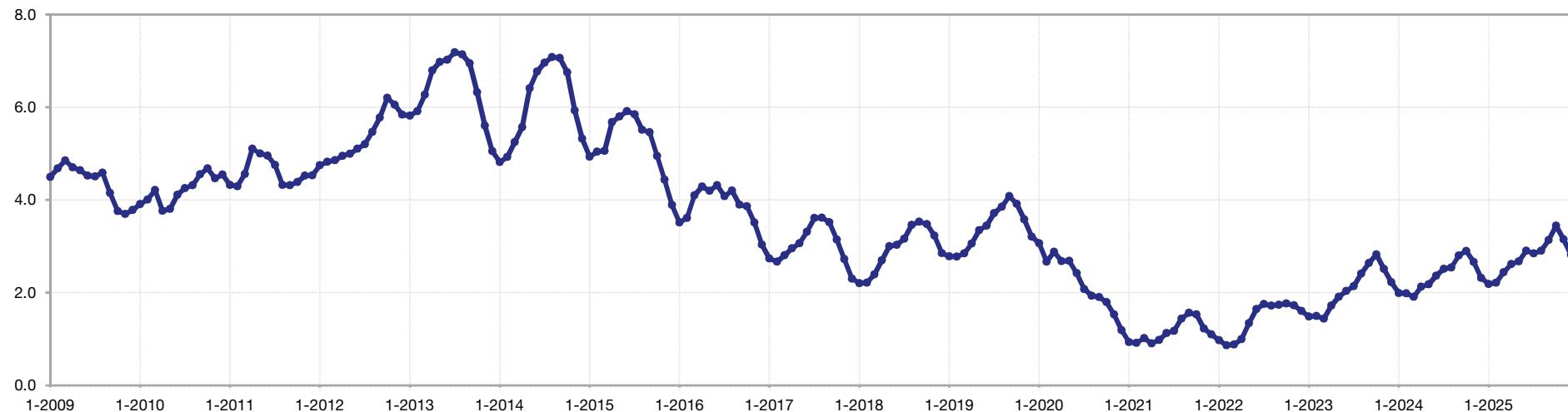


December



	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%
Elyrian	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%