



Monthly Indicators

January 2026

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

Activity Snapshot

- 2.0% **+ 11.7%** **+ 16.9%**

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.



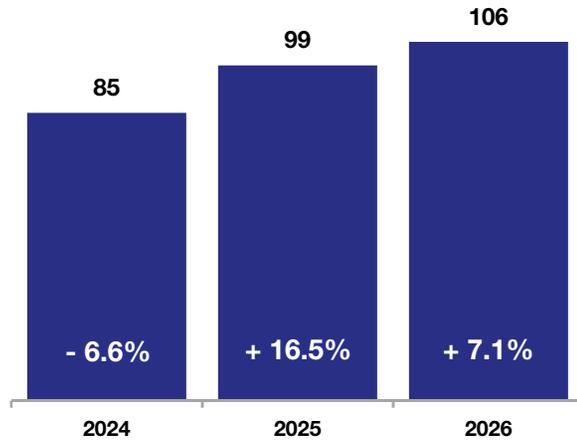
Key Metrics	Historical Sparkbars	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		99	106	+ 7.1%	99	106	+ 7.1%
Pending Sales		85	71	- 16.5%	85	71	- 16.5%
Closed Sales		99	97	- 2.0%	99	97	- 2.0%
Days on Market		91	98	+ 7.7%	91	98	+ 7.7%
Median Sales Price		\$240,000	\$268,000	+ 11.7%	\$240,000	\$268,000	+ 11.7%
Avg. Sales Price		\$263,296	\$303,462	+ 15.3%	\$263,296	\$303,462	+ 15.3%
Pct. of Orig. Price Received		93.6%	94.8%	+ 1.3%	93.6%	94.8%	+ 1.3%
Affordability Index		117	113	- 3.4%	117	113	- 3.4%
Homes for Sale		301	352	+ 16.9%	--	--	--
Months Supply		2.2	2.6	+ 18.2%	--	--	--

New Listings

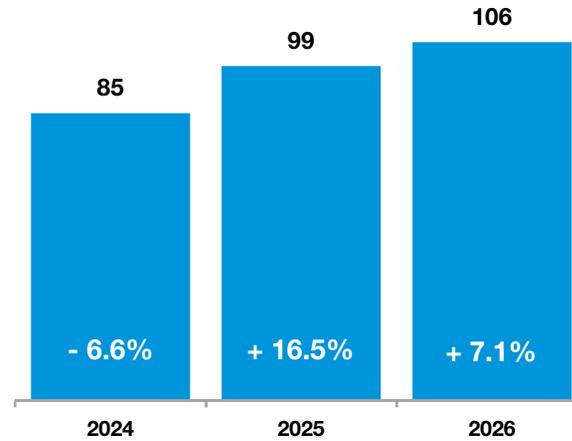
A count of the properties that have been newly listed on the market in a given month.



January

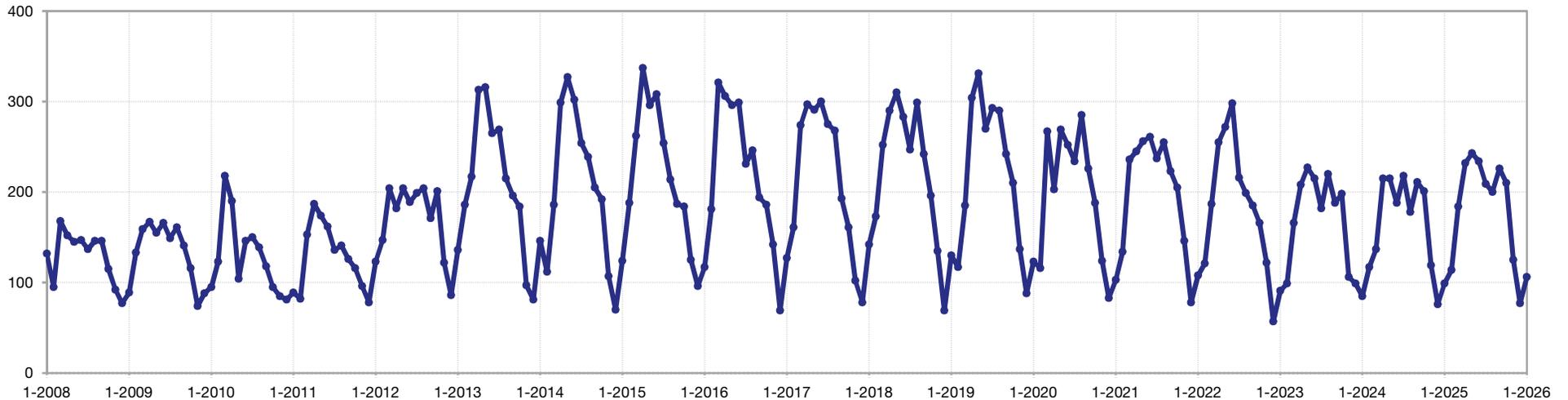


Year to Date



	New Listings	Prior Year	Percent Change
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%
January 2026	106	99	+7.1%
12-Month Avg	180	165	+9.1%

Historical New Listings by Month

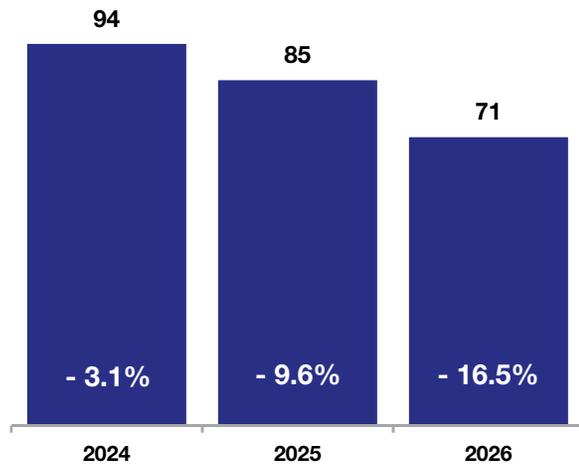


Pending Sales

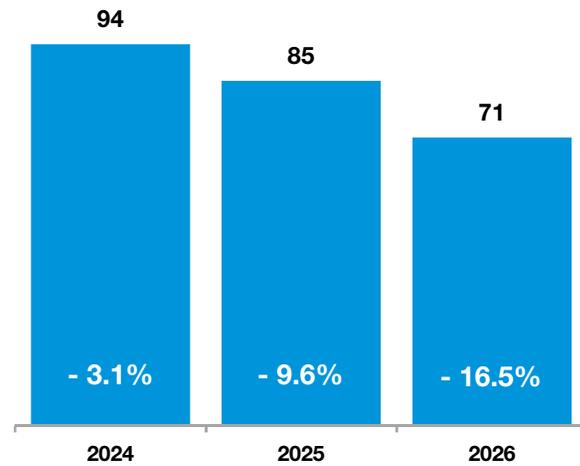
A count of the properties on which offers have been accepted in a given month.



January

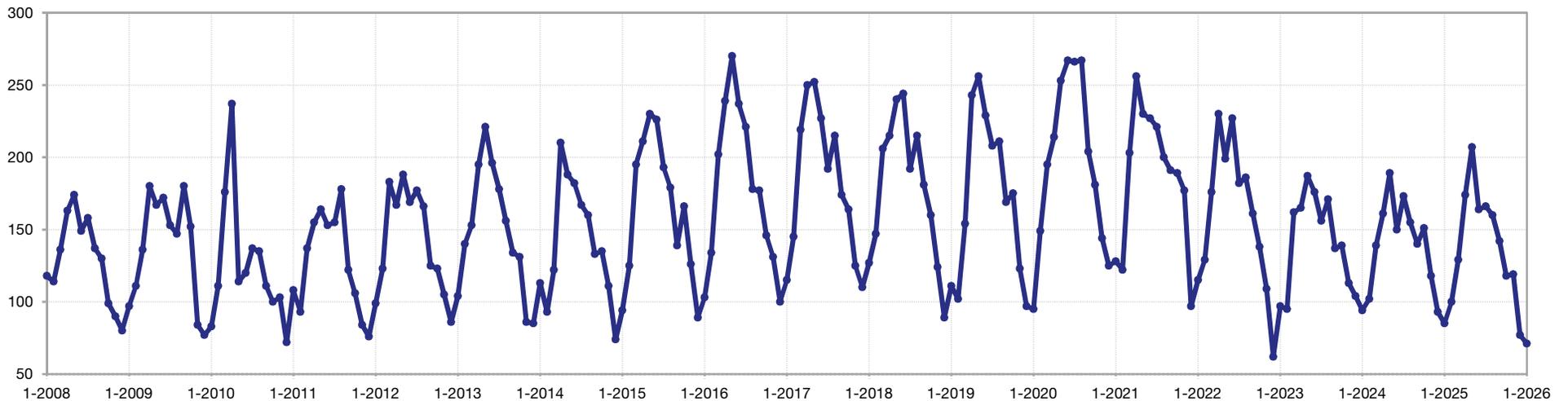


Year to Date



	Pending Sales	Prior Year	Percent Change
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	166	173	-4.0%
August 2025	160	155	+3.2%
September 2025	142	140	+1.4%
October 2025	118	151	-21.9%
November 2025	119	118	+0.8%
December 2025	77	93	-17.2%
January 2026	71	85	-16.5%
12-Month Avg	136	138	-1.4%

Historical Pending Sales by Month

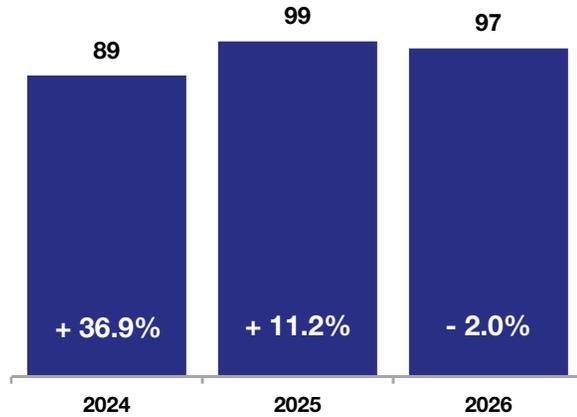


Closed Sales

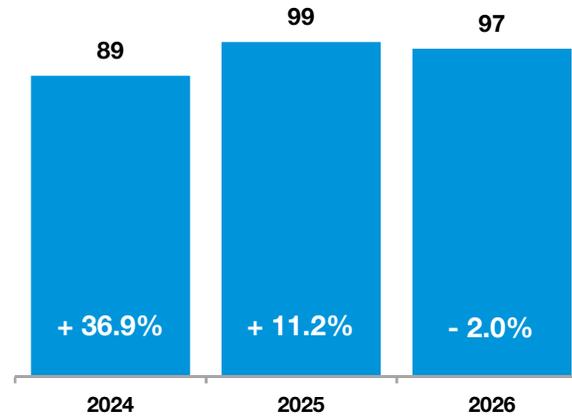
A count of the actual sales that closed in a given month.



January

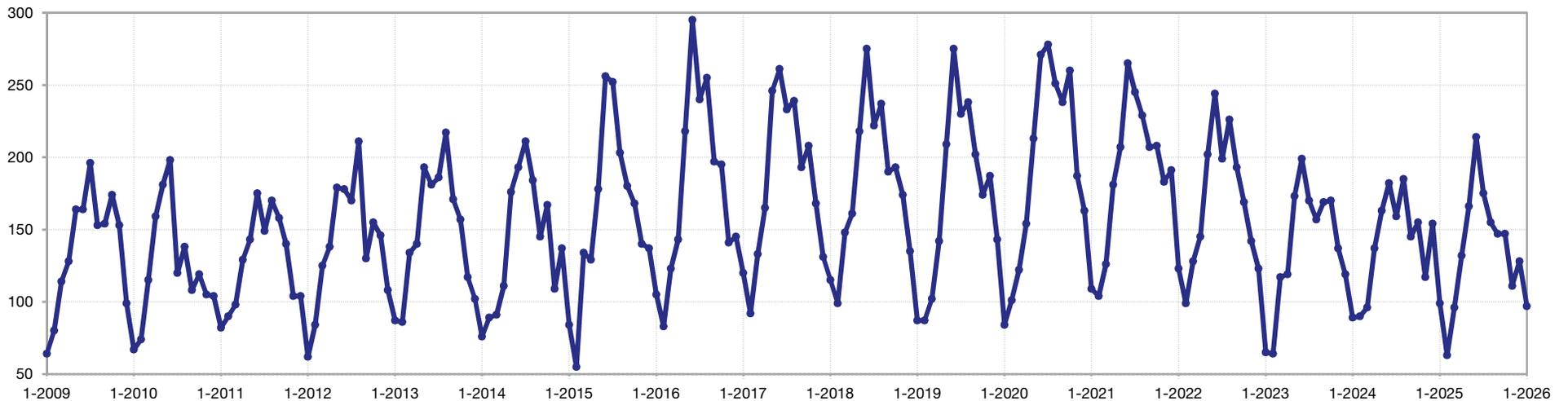


Year to Date



	Closed Sales	Prior Year	Percent Change
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	147	155	-5.2%
November 2025	111	117	-5.1%
December 2025	128	154	-16.9%
January 2026	97	99	-2.0%
12-Month Avg	136	140	-2.9%

Historical Closed Sales by Month

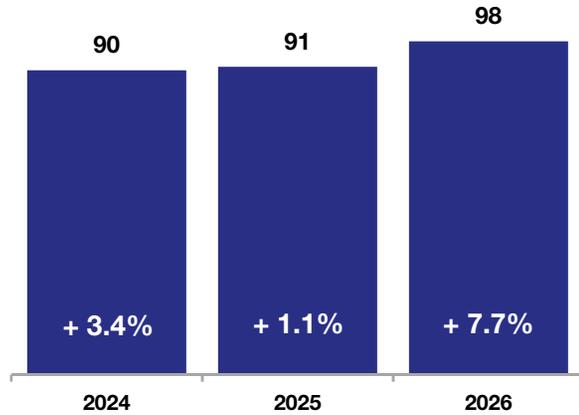


Days on Market Until Sale

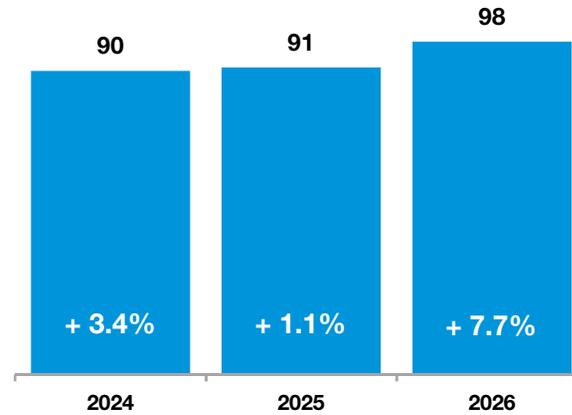
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

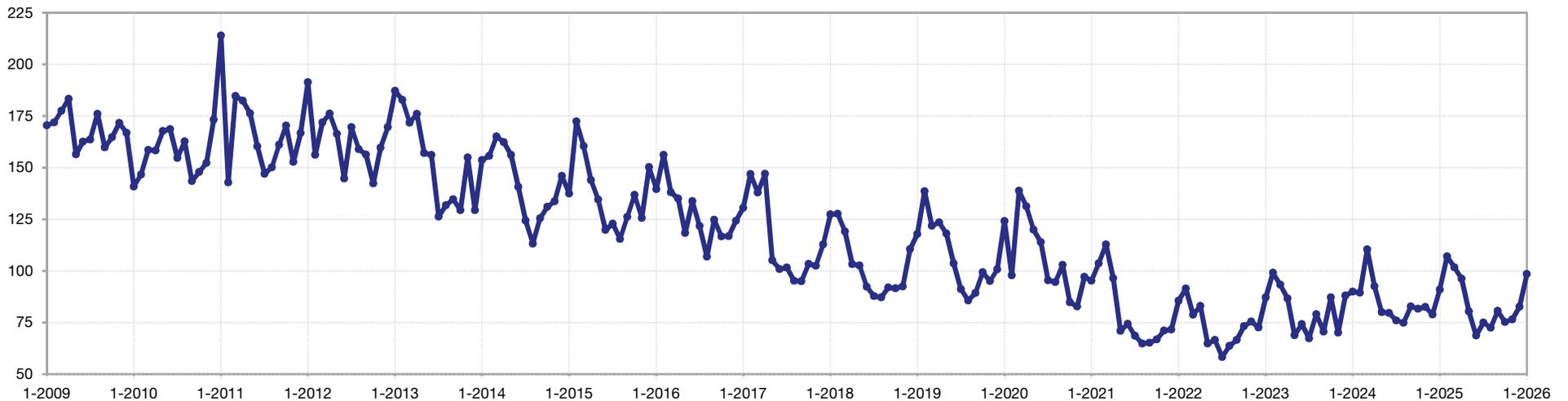


Year to Date



Days on Market	Prior Year	Percent Change
February 2025	89	+20.2%
March 2025	110	-7.3%
April 2025	93	+3.2%
May 2025	80	0.0%
June 2025	80	-13.8%
July 2025	76	-1.3%
August 2025	75	-4.0%
September 2025	83	-2.4%
October 2025	82	-8.5%
November 2025	82	-7.3%
December 2025	79	+5.1%
January 2026	91	+7.7%
12-Month Avg	85	0.0%

Historical Days on Market Until Sale by Month

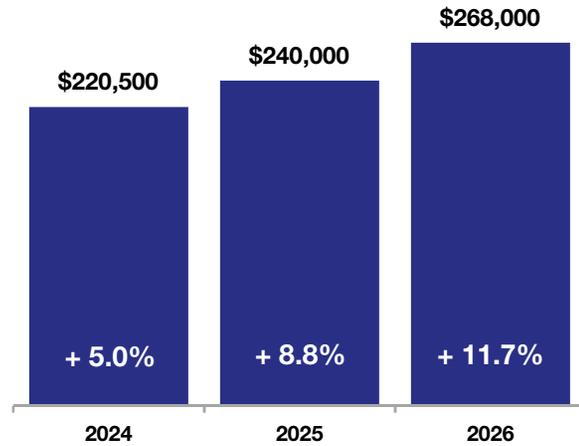


Median Sales Price

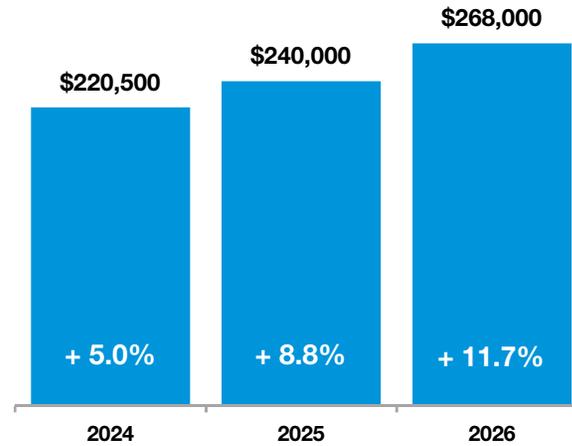
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

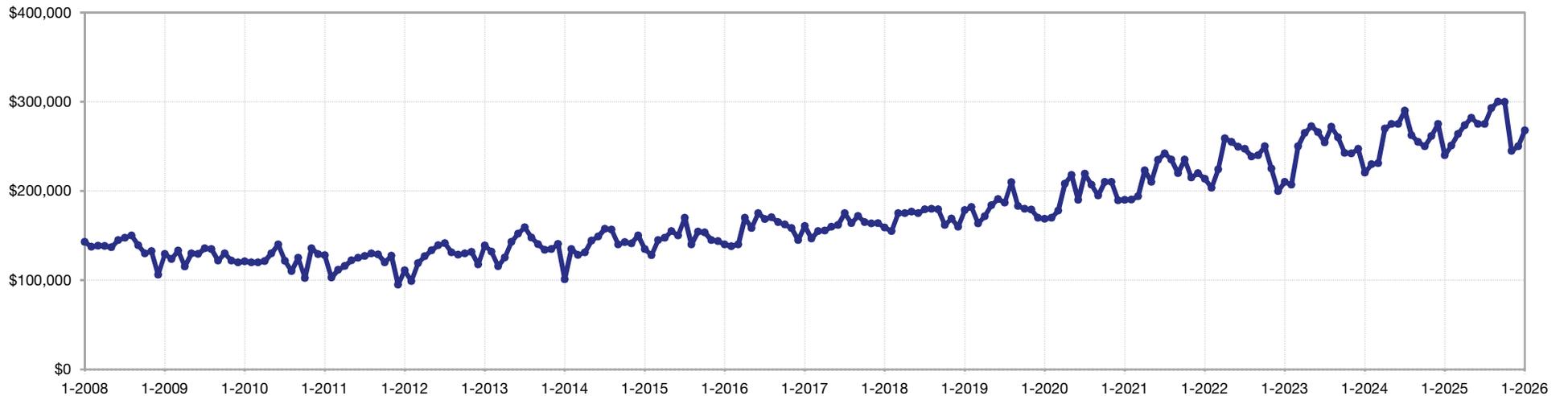


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$299,900	\$250,000	+20.0%
November 2025	\$245,000	\$261,500	-6.3%
December 2025	\$250,000	\$275,000	-9.1%
January 2026	\$268,000	\$240,000	+11.7%
12-Month Avg	\$273,033	\$259,571	+5.2%

Historical Median Sales Price by Month

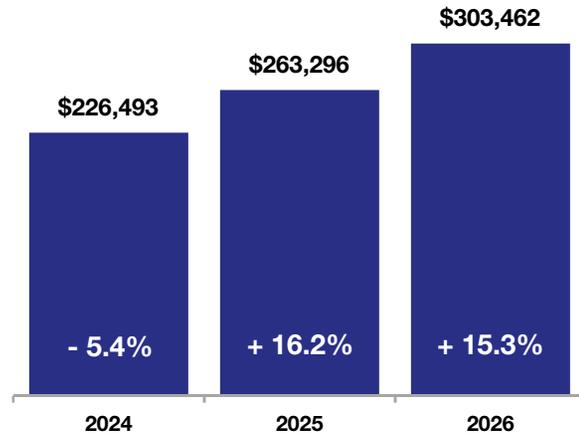


Average Sales Price

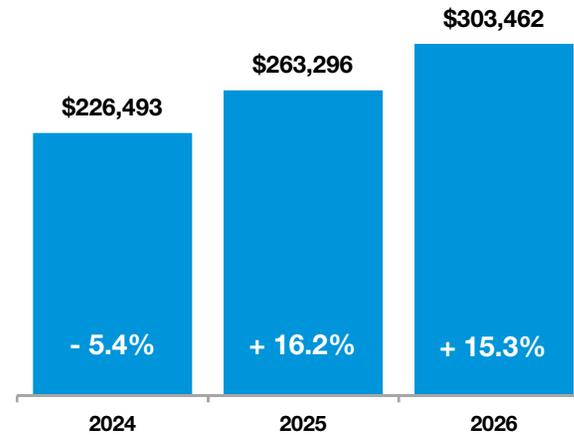
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$314,604	\$275,854	+14.0%
November 2025	\$285,650	\$285,502	+0.1%
December 2025	\$277,474	\$295,420	-6.1%
January 2026	\$303,462	\$263,296	+15.3%
12-Month Avg	\$304,337	\$283,388	+7.4%

Historical Average Sales Price by Month

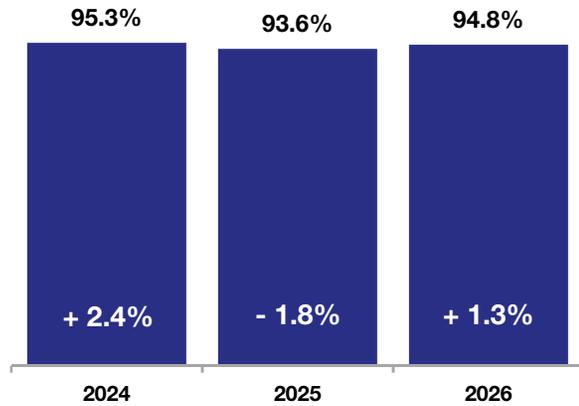


Percent of Original List Price Received

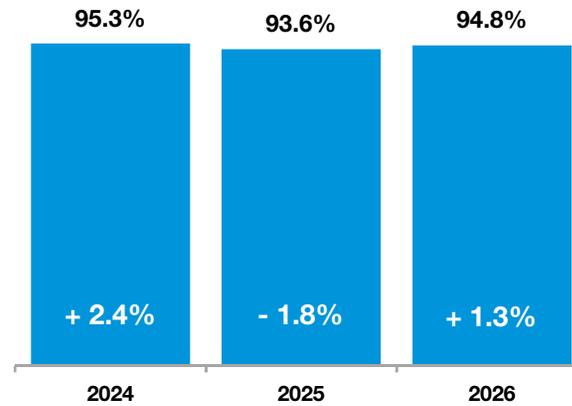
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

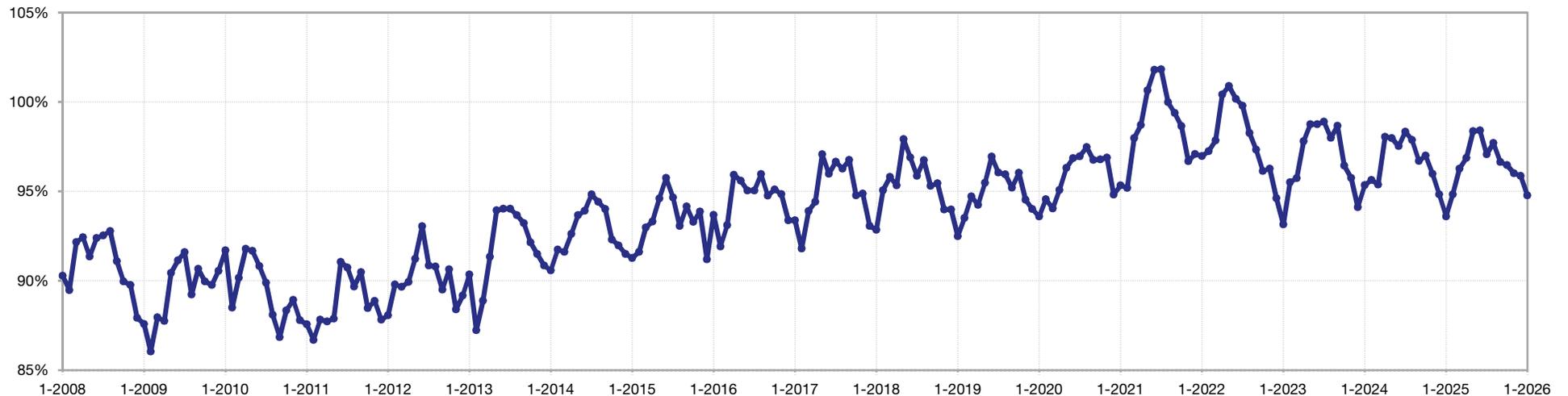


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.5%	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%
12-Month Avg	96.6%	96.6%	0.0%

Historical Percent of Original List Price Received by Month

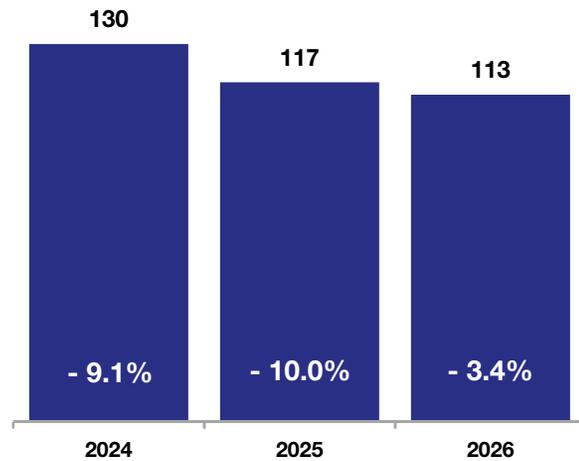


Housing Affordability Index

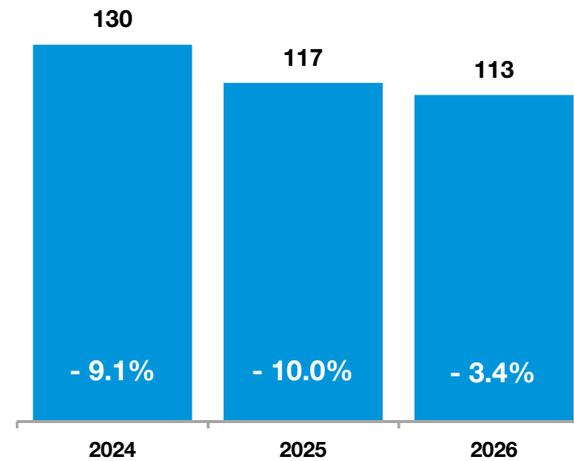
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January

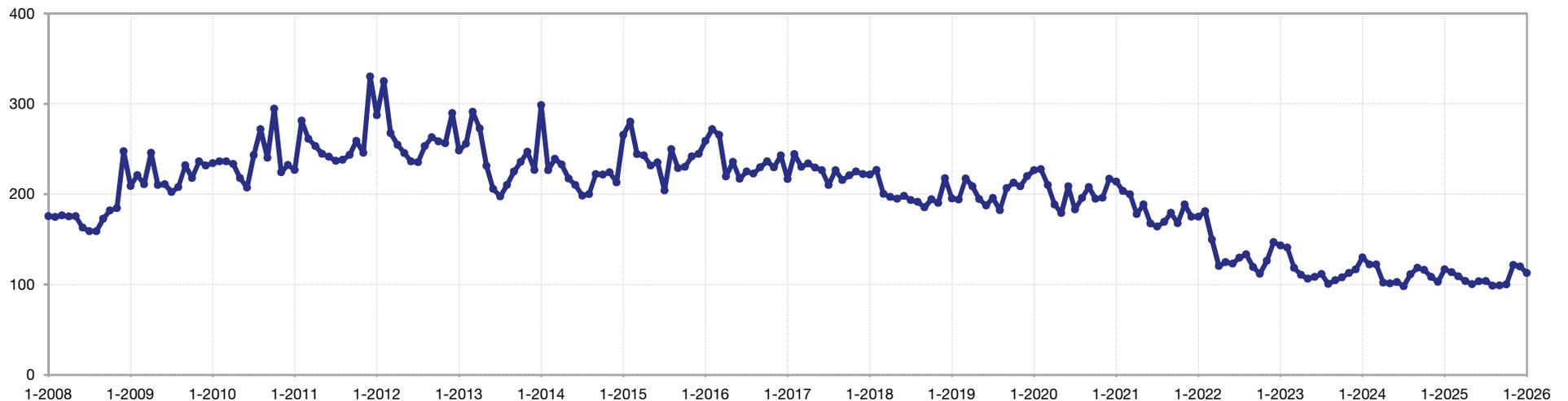


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2026	113	117	-3.4%
12-Month Avg	107	110	-2.7%

Historical Housing Affordability Index by Month

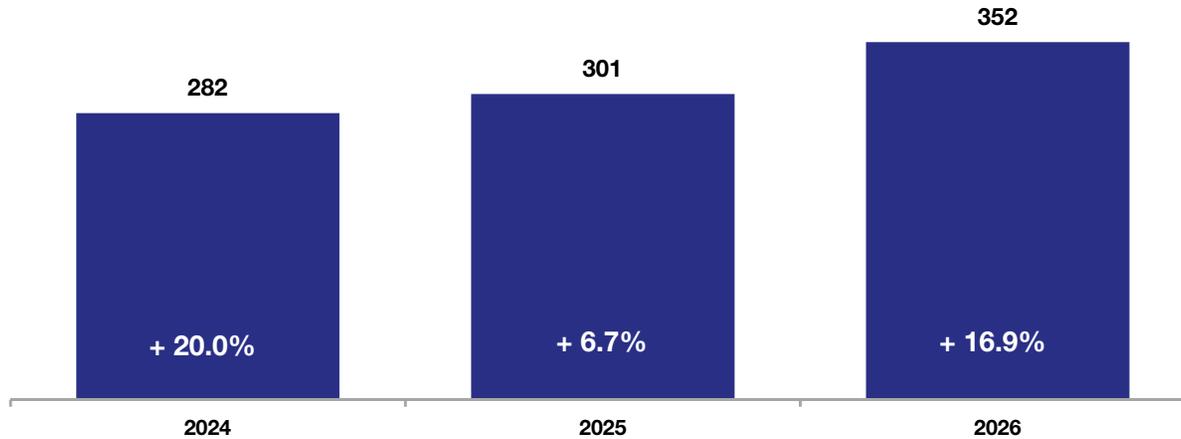


Inventory of Homes for Sale

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

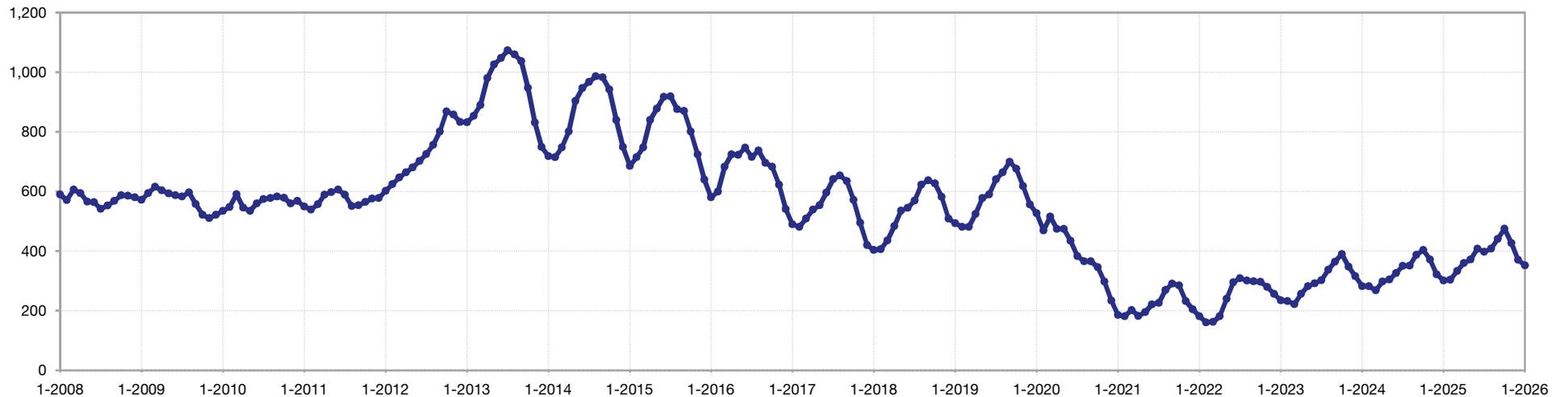


January



	Homes for Sale	Prior Year	Percent Change
February 2025	304	282	+7.8%
March 2025	333	268	+24.3%
April 2025	360	298	+20.8%
May 2025	372	305	+22.0%
June 2025	408	326	+25.2%
July 2025	398	350	+13.7%
August 2025	408	351	+16.2%
September 2025	441	387	+14.0%
October 2025	475	404	+17.6%
November 2025	427	372	+14.8%
December 2025	371	322	+15.2%
January 2026	352	301	+16.9%
12-Month Avg	387	331	+16.9%

Historical Inventory of Homes for Sale by Month

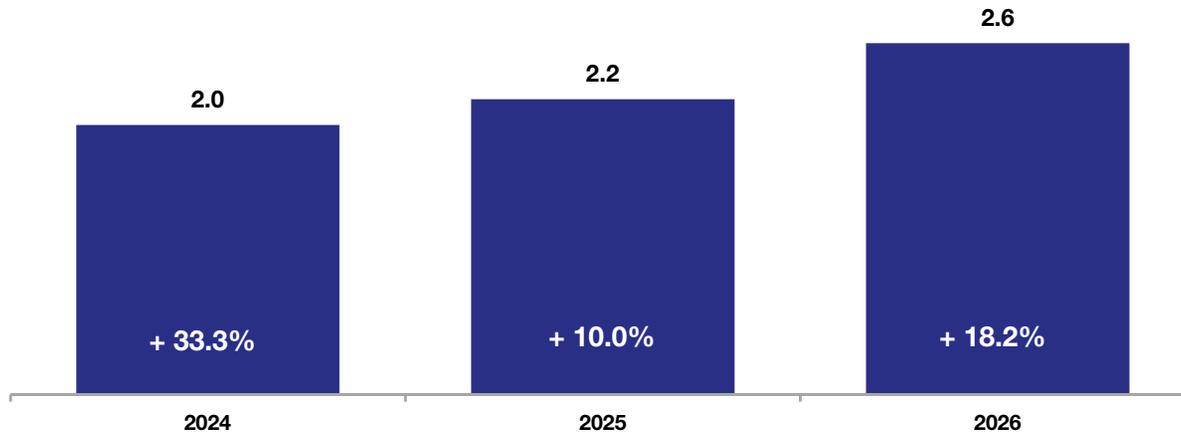


Months Supply of Inventory

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.

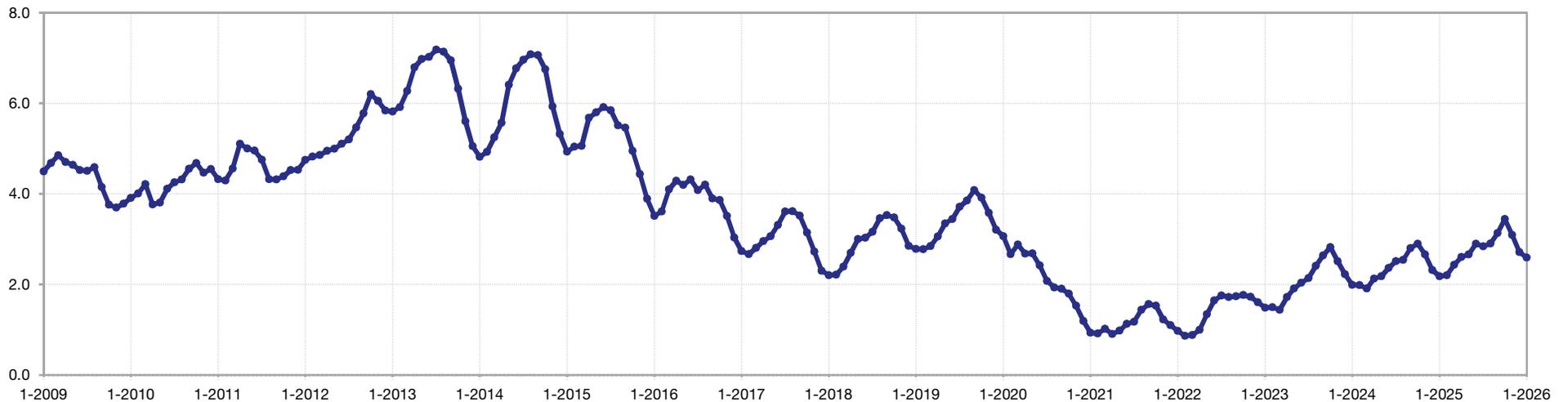


January



Months Supply		Prior Year	Percent Change
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	3.1	2.7	+14.8%
December 2025	2.7	2.3	+17.4%
January 2026	2.6	2.2	+18.2%
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	+ / -	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -
Blue Earth	3	5	+66.7%	5	7	+40.0%	\$170,000	\$189,000	+11.2%	5	12	+140.0%	1.1	3.0	+165.0%
Eagle Lake	0	3	--	2	4	+100.0%	\$331,500	\$324,000	-2.3%	3	8	+166.7%	0.8	2.7	+227.6%
Elysian	2	0	-100.0%	2	0	-100.0%	\$213,321	\$0	-100.0%	4	2	-50.0%	1.8	1.5	-16.7%
Fairmont	4	1	-75.0%	3	1	-66.7%	\$325,000	\$298,000	-8.3%	6	6	0.0%	2.0	3.3	+66.7%
Janesville	0	4	--	0	1	--	\$0	\$320,000	--	4	7	+75.0%	2.0	2.7	+32.8%
Lake Crystal	2	4	+100.0%	2	0	-100.0%	\$136,650	\$0	-100.0%	5	11	+120.0%	1.4	2.9	+106.5%
Le Sueur	1	0	-100.0%	0	0	--	\$0	\$0	--	6	8	+33.3%	2.1	2.4	+15.6%
Madison Lake	2	4	+100.0%	2	2	0.0%	\$488,000	\$390,749	-19.9%	8	12	+50.0%	2.1	3.6	+70.3%
Mankato	23	21	-8.7%	20	28	+40.0%	\$293,750	\$311,500	+6.0%	77	72	-6.5%	2.4	2.1	-12.5%
Mapleton	0	2	--	1	0	-100.0%	\$275,000	\$0	-100.0%	3	8	+166.7%	1.3	3.4	+162.9%
New Ulm	6	13	+116.7%	7	4	-42.9%	\$210,000	\$317,450	+51.2%	17	26	+52.9%	1.3	2.2	+70.2%
Nicollet	2	2	0.0%	0	0	--	\$0	\$0	--	3	4	+33.3%	2.2	2.3	+4.8%
North Mankato	8	3	-62.5%	14	10	-28.6%	\$242,500	\$464,088	+91.4%	34	20	-41.2%	2.5	1.3	-47.0%
Sleepy Eye	1	0	-100.0%	4	3	-25.0%	\$110,500	\$164,000	+48.4%	3	5	+66.7%	1.1	1.9	+68.6%
Springfield	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Waseca	6	3	-50.0%	6	2	-66.7%	\$192,000	\$262,450	+36.7%	15	6	-60.0%	2.9	1.1	-63.5%
Waterville	0	0	--	0	0	--	\$0	\$0	--	3	8	+166.7%	1.3	4.8	+273.3%
Windom	0	0	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	0.0	--
Winnebago	1	2	+100.0%	0	1	--	\$0	\$109,500	--	2	4	+100.0%	1.1	2.0	+87.5%