Monthly Indicators

July 2026

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

Activity Snapshot

- 8.6%	+ 4.3%	+ 39.4%
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

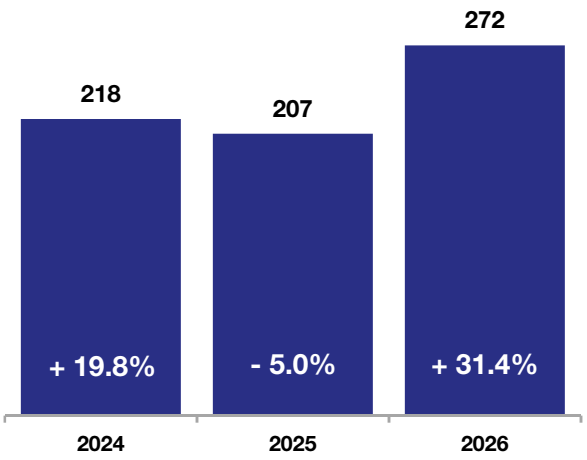
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2025	7-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		207	**272**	+ 31.4%	1,312	**1,487**	+ 13.3%
Pending Sales		165	**152**	- 7.9%	1,024	**1,051**	+ 2.6%
Closed Sales		175	**160**	- 8.6%	945	**986**	+ 4.3%
Days on Market		75	**84**	+ 12.0%	84	**84**	0.0%
Median Sales Price		$275,000	**$286,950**	+ 4.3%	$270,000	**$277,250**	+ 2.7%
Avg. Sales Price		$321,604	**$302,551**	- 5.9%	$301,226	**$304,686**	+ 1.1%
Pct. of Orig. Price Received		97.1%	**96.6%**	- 0.5%	97.0%	**96.5%**	- 0.5%
Affordability Index		104	**101**	- 2.9%	106	**104**	- 1.9%
Homes for Sale		396	**552**	+ 39.4%	--	**--**	--
Months Supply		2.8	**4.0**	+ 42.9%	--	**--**	--

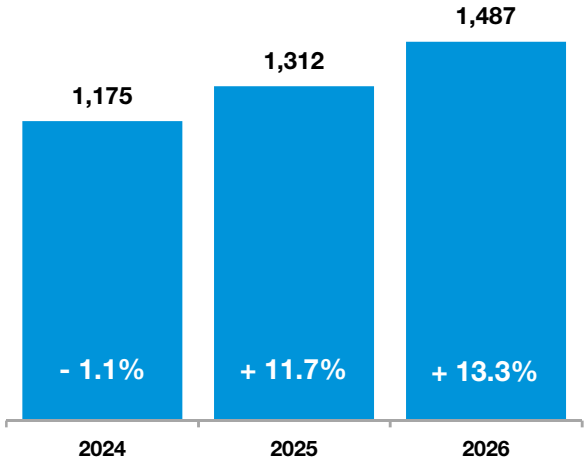
New Listings

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

July

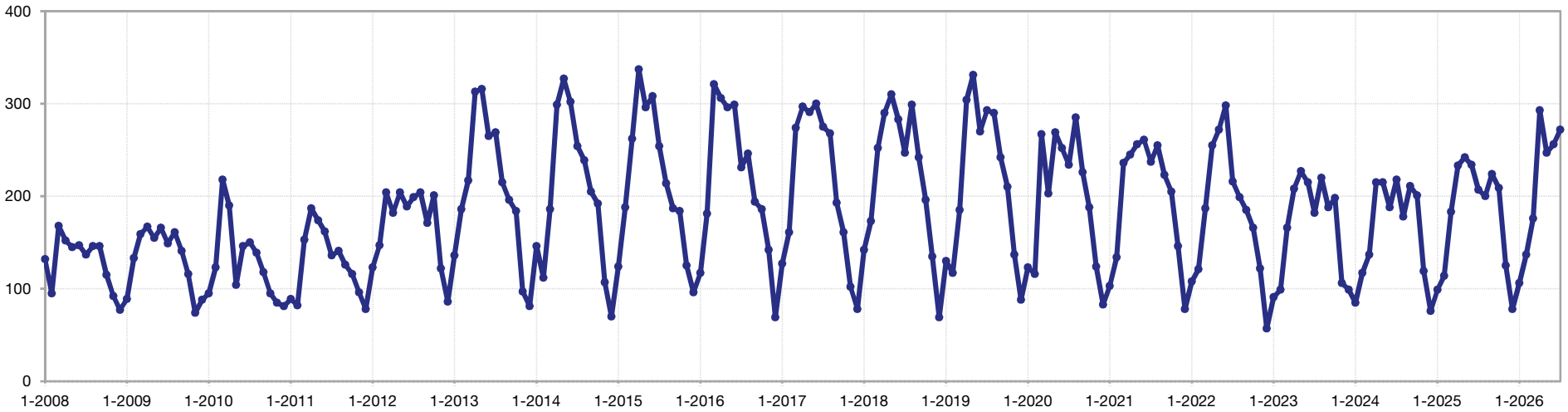


Year to Date



New Listings		Prior Year	Percent Change
August 2025	200	178	+12.4%
September 2025	224	211	+6.2%
October 2025	209	201	+4.0%
November 2025	125	119	+5.0%
December 2025	78	76	+2.6%
January 2026	106	99	+7.1%
February 2026	137	114	+20.2%
March 2026	176	183	-3.8%
April 2026	293	233	+25.8%
May 2026	247	242	+2.1%
June 2026	256	234	+9.4%
July 2026	**272**	**207**	**+31.4%**
12-Month Avg	194	175	+10.9%

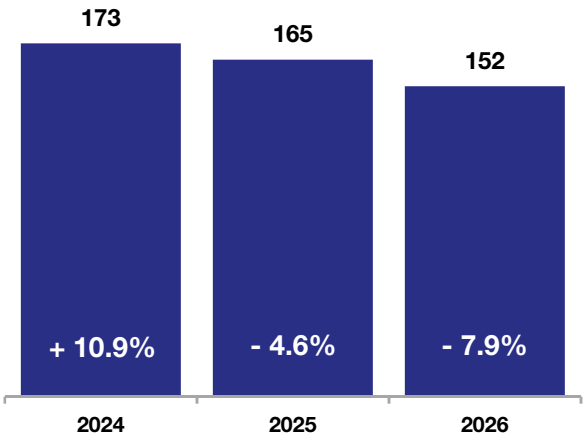
Historical New Listings by Month



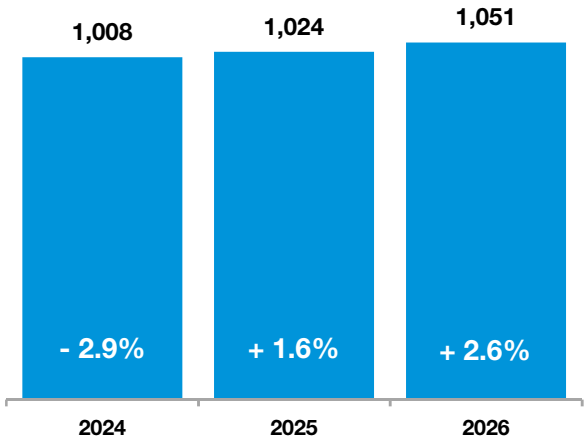
Pending Sales

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

July

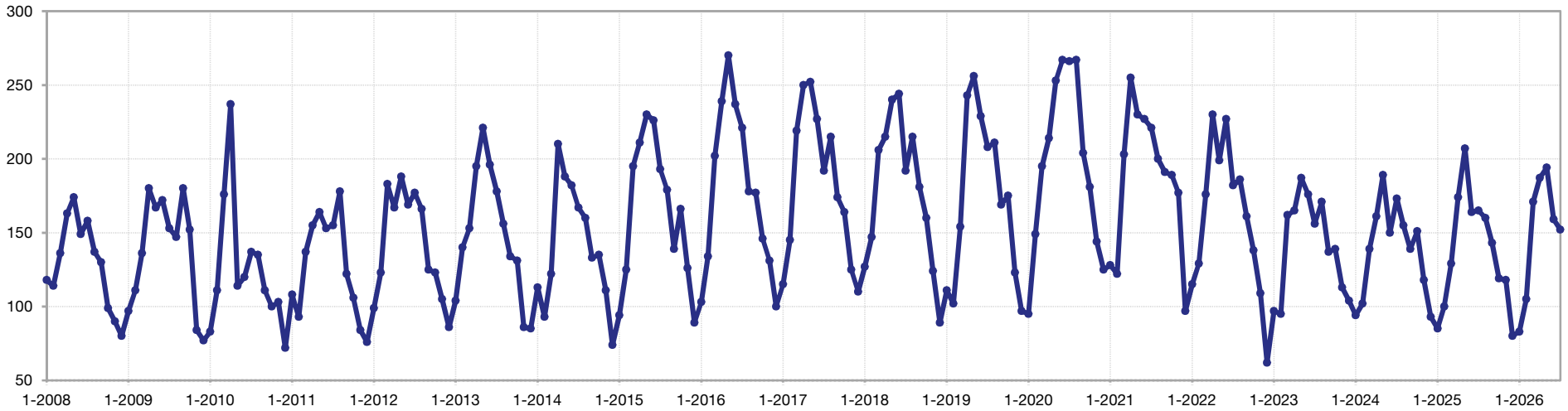


Year to Date



Pending Sales		Prior Year	Percent Change
August 2025	160	155	+3.2%
September 2025	143	139	+2.9%
October 2025	119	151	-21.2%
November 2025	118	118	0.0%
December 2025	80	93	-14.0%
January 2026	83	85	-2.4%
February 2026	105	100	+5.0%
March 2026	171	129	+32.6%
April 2026	187	174	+7.5%
May 2026	194	207	-6.3%
June 2026	159	164	-3.0%
July 2026	**152**	**165**	**-7.9%**
12-Month Avg	139	140	-0.7%

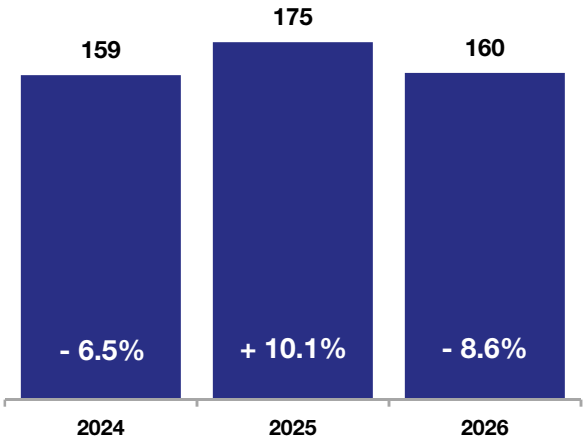
Historical Pending Sales by Month



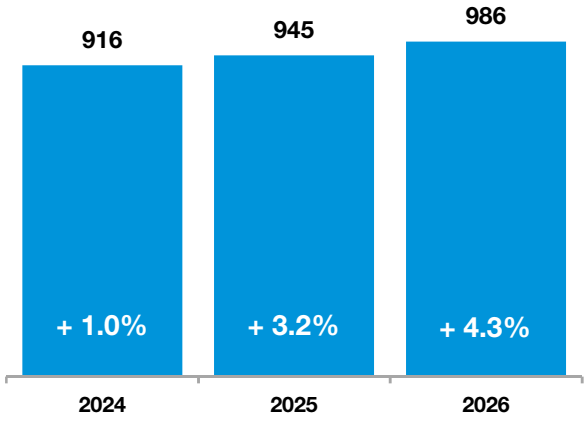
Closed Sales

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

July

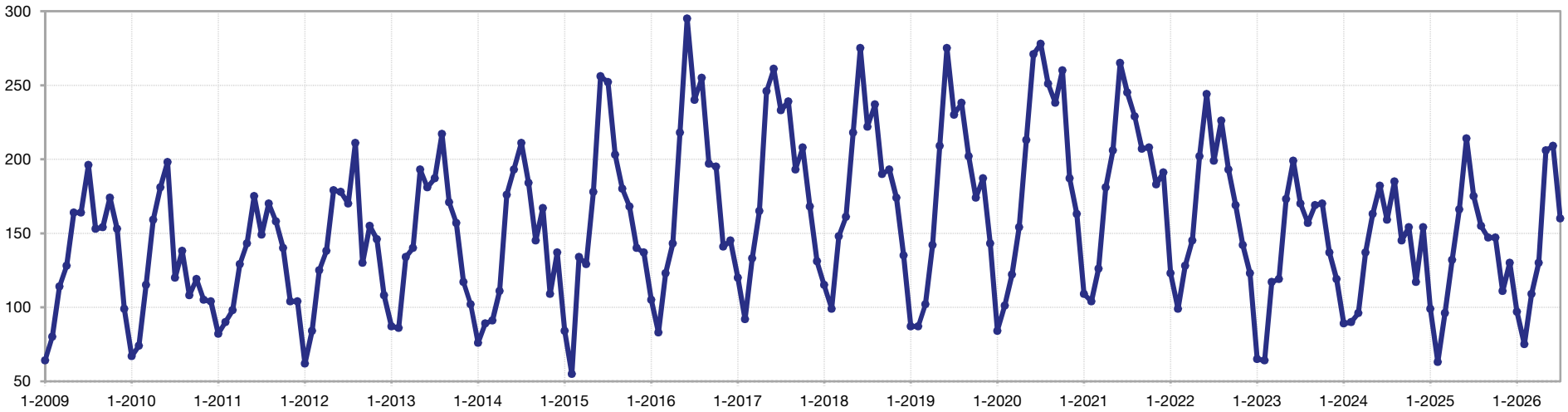


Year to Date



Closed Sales		Prior Year	Percent Change
August 2025	155	185	-16.2%
September 2025	147	145	+1.4%
October 2025	147	154	-4.5%
November 2025	111	117	-5.1%
December 2025	130	154	-15.6%
January 2026	97	99	-2.0%
February 2026	75	63	+19.0%
March 2026	109	96	+13.5%
April 2026	130	132	-1.5%
May 2026	206	166	+24.1%
June 2026	209	214	-2.3%
July 2026	**160**	**175**	**-8.6%**
12-Month Avg	140	142	-1.4%

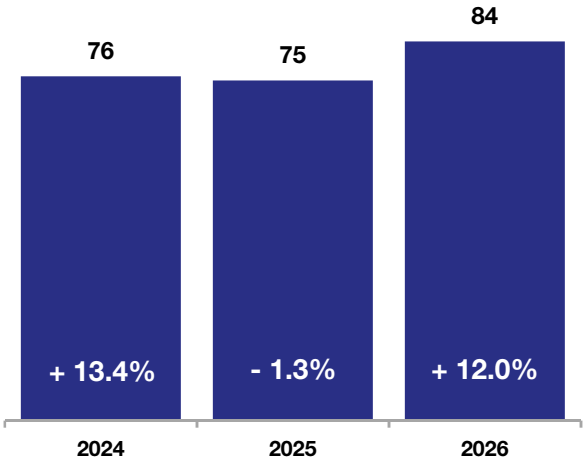
Historical Closed Sales by Month



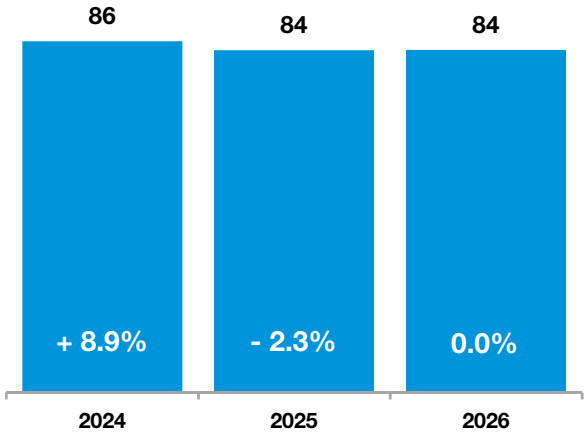
Days on Market Until Sale

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

July

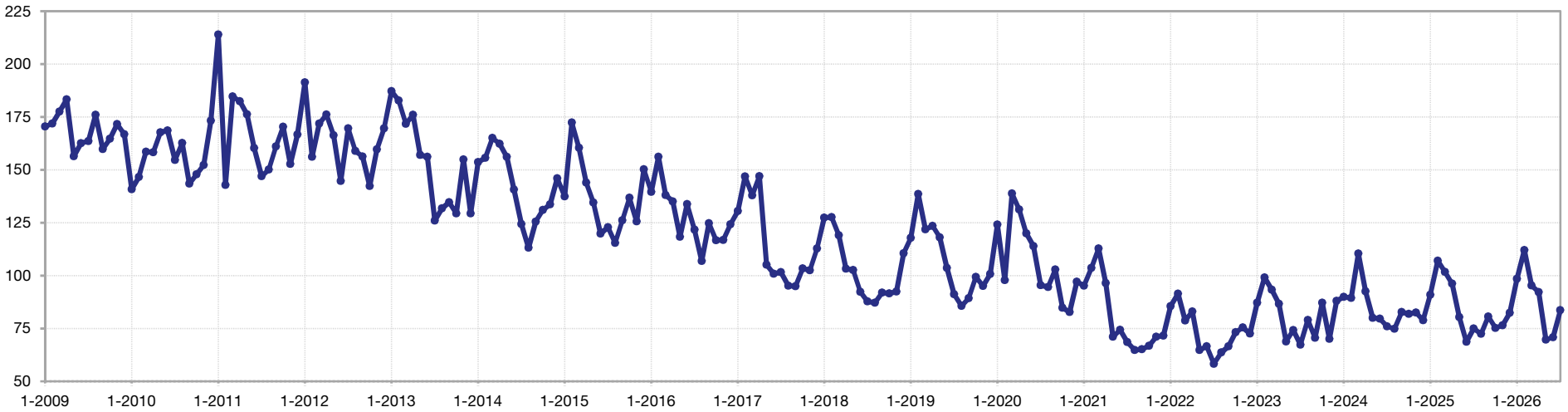


Year to Date



Days on Market		Prior Year	Percent Change
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	82	79	+3.8%
January 2026	98	91	+7.7%
February 2026	112	107	+4.7%
March 2026	95	102	-6.9%
April 2026	92	96	-4.2%
May 2026	70	80	-12.5%
June 2026	71	69	+2.9%
July 2026	**84**	**75**	**+12.0%**
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.

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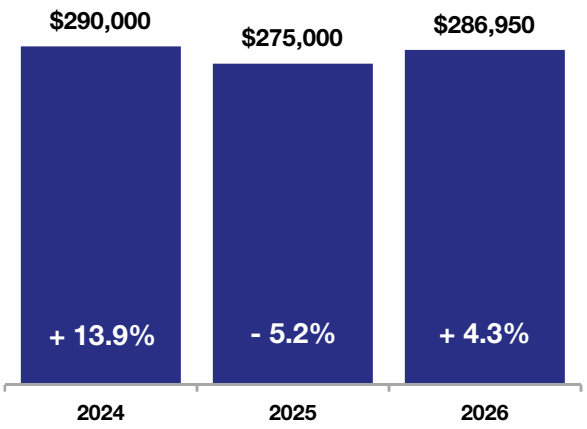
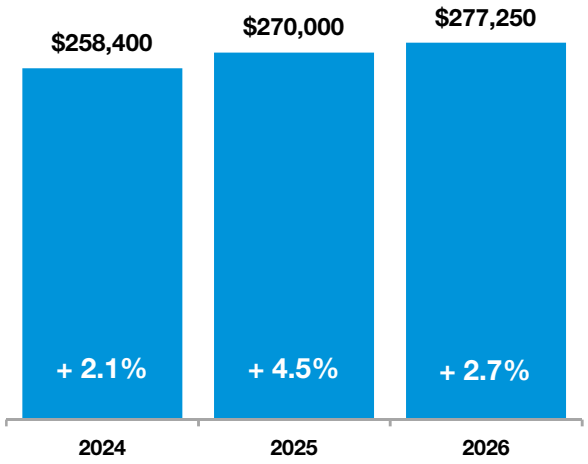
July

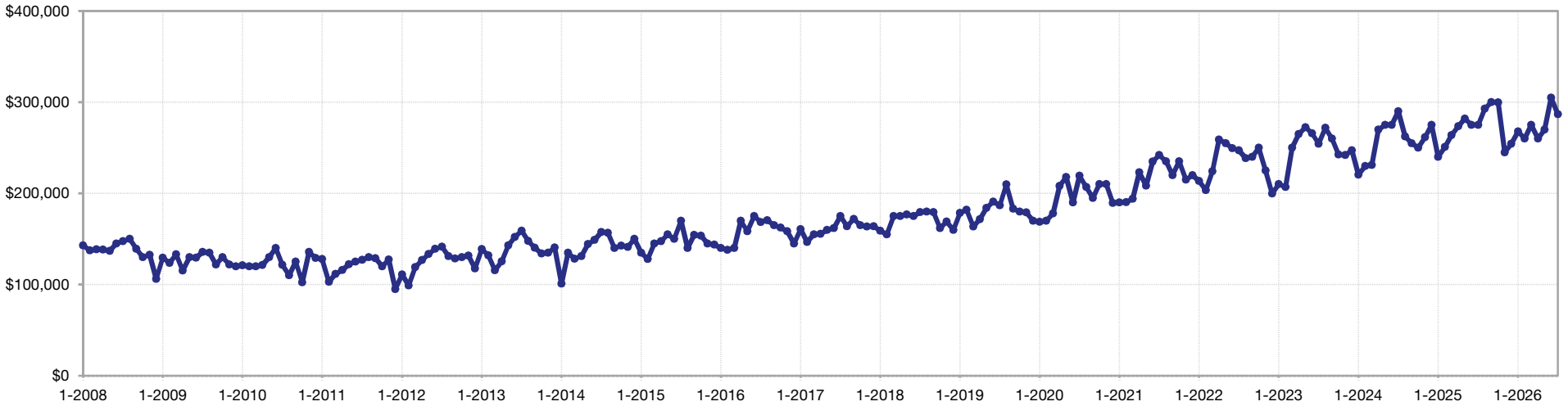


Year to Date



Median Sales Price		Prior Year	Percent Change
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	$254,500	$275,000	-7.5%
January 2026	$268,000	$240,000	+11.7%
February 2026	$260,000	$251,000	+3.6%
March 2026	$275,000	$264,000	+4.2%
April 2026	$260,000	$273,500	-4.9%
May 2026	$269,900	$282,000	-4.3%
June 2026	$305,000	$275,000	+10.9%
July 2026	**$286,950**	**$275,000**	**+4.3%**
12-Month Avg	$276,438	$263,708	+4.8%

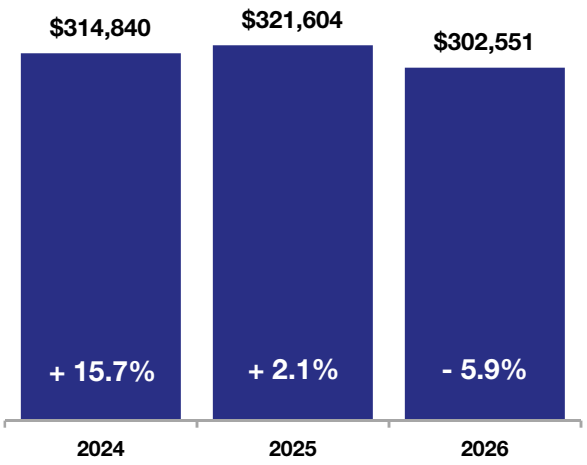
Historical Median Sales Price by Month



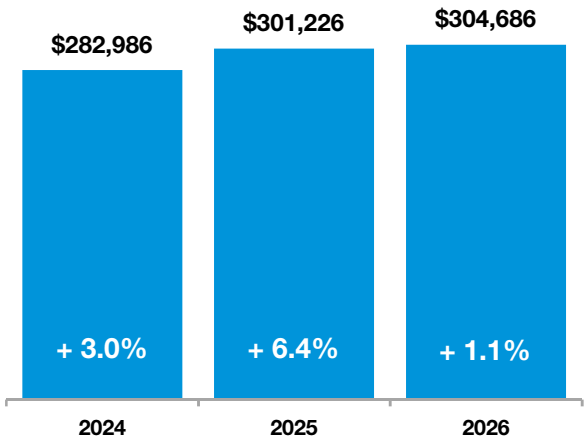
Average Sales Price

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

July

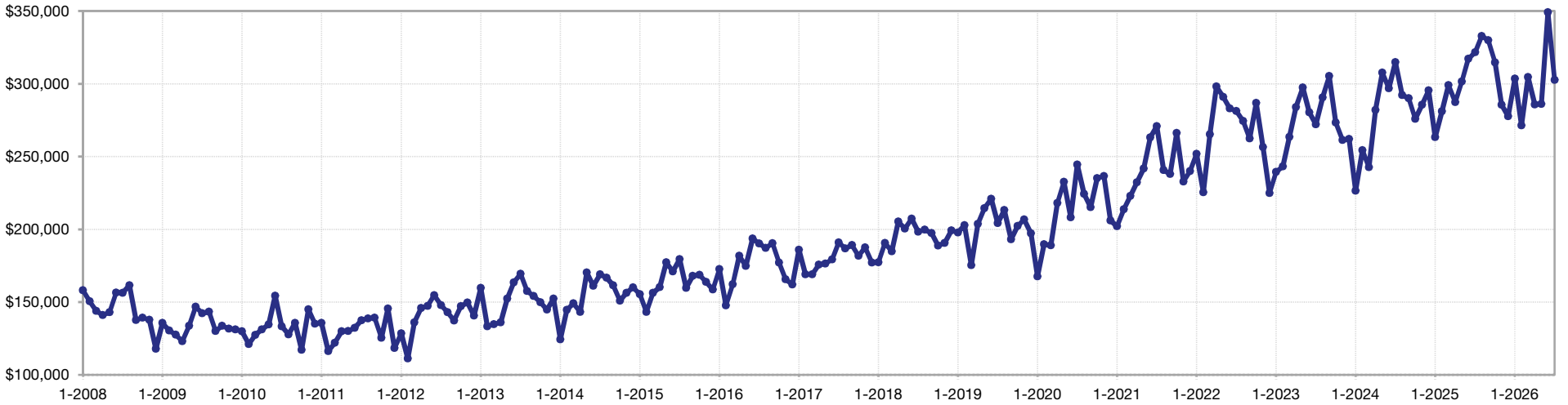


Year to Date



Avg. Sales Price		Prior Year	Percent Change
August 2025	$332,856	$292,214	+13.9%
September 2025	$329,939	$289,998	+13.8%
October 2025	$314,604	$275,907	+14.0%
November 2025	$285,650	$285,502	+0.1%
December 2025	$277,682	$295,420	-6.0%
January 2026	$303,462	$263,296	+15.3%
February 2026	$271,355	$281,105	-3.5%
March 2026	$304,540	$299,109	+1.8%
April 2026	$285,762	$287,441	-0.6%
May 2026	$286,069	$301,607	-5.2%
June 2026	$349,046	$317,187	+10.0%
July 2026	**$302,551**	**$321,604**	**-5.9%**
12-Month Avg	$303,626	$292,533	+3.8%

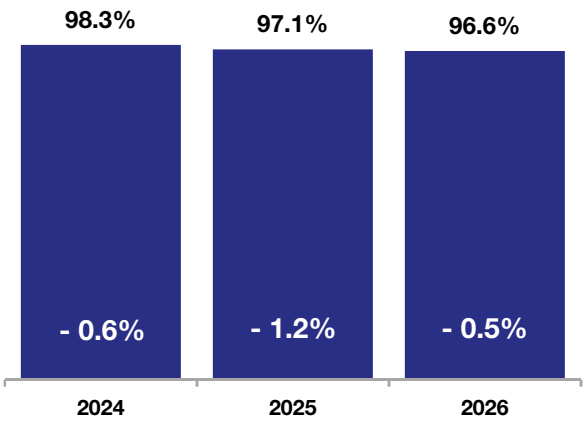
Historical Average Sales Price by Month



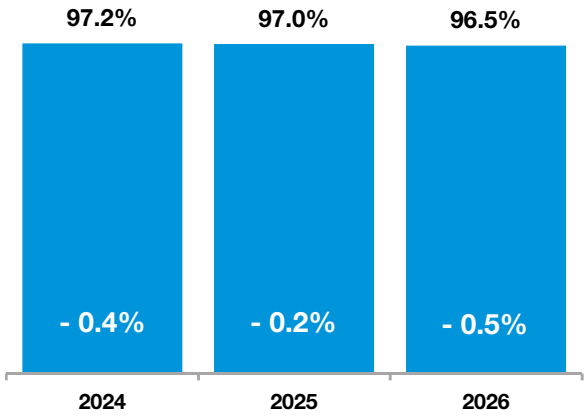
Percent of Original List Price Received

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.

July

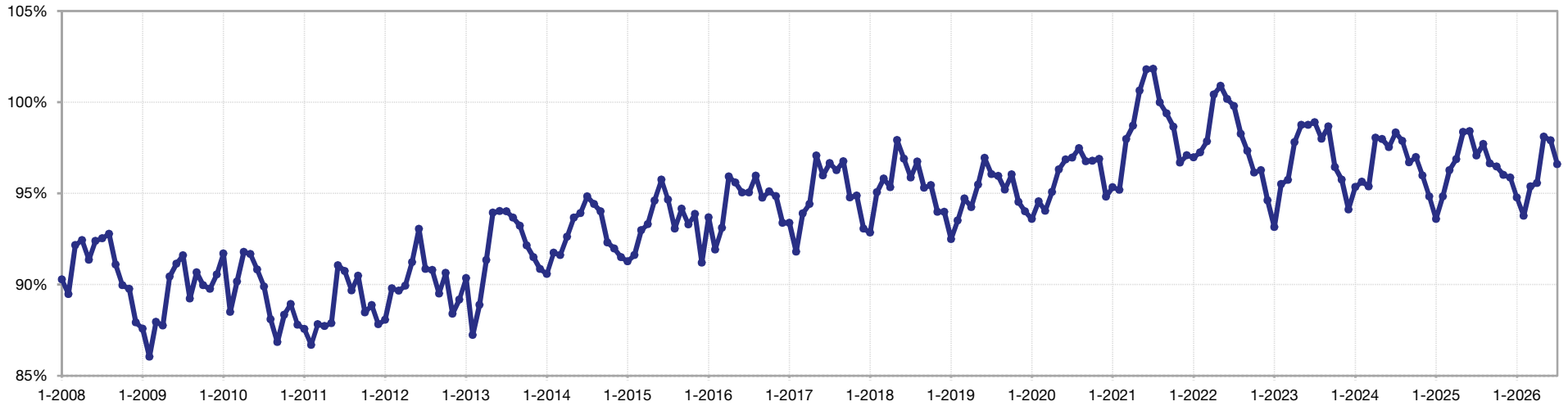


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
February 2026	93.8%	94.8%	-1.1%
March 2026	95.4%	96.3%	-0.9%
April 2026	95.6%	96.9%	-1.3%
May 2026	98.1%	98.4%	-0.3%
June 2026	97.9%	98.4%	-0.5%
July 2026	**96.6%**	**97.1%**	**-0.5%**
12-Month Avg	96.2%	96.5%	-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.

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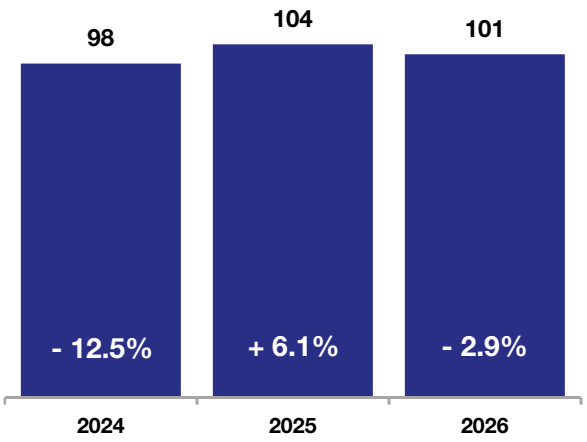
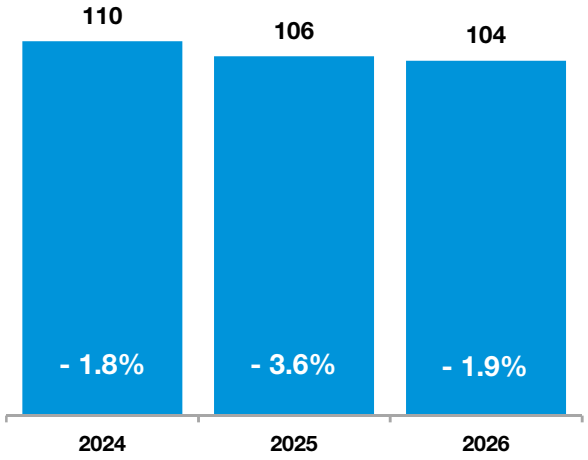
July

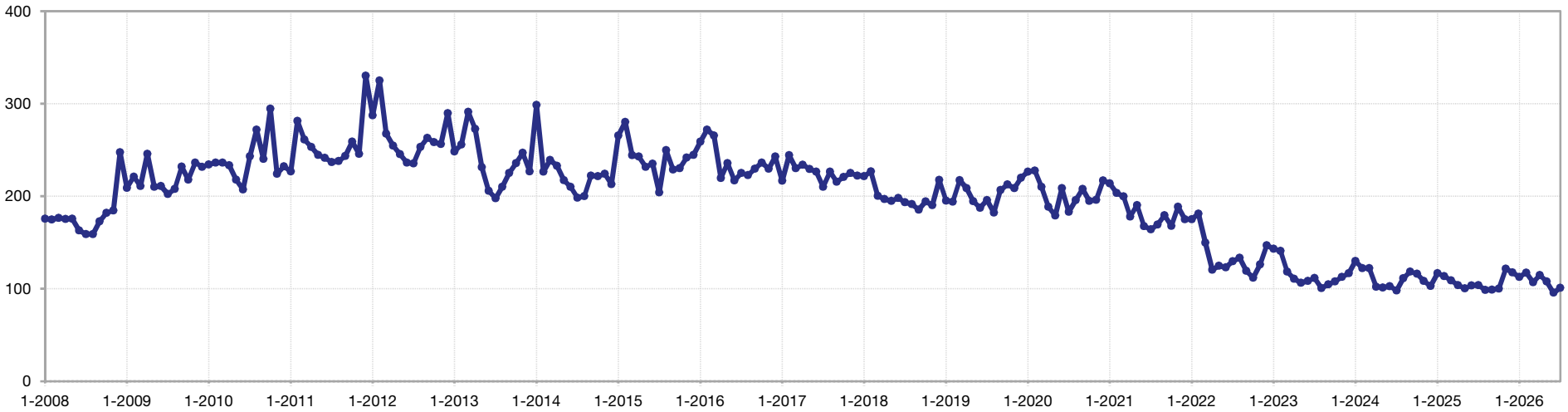


Year to Date



Affordability Index		Prior Year	Percent Change
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	118	103	+14.6%
January 2026	113	117	-3.4%
February 2026	117	114	+2.6%
March 2026	107	109	-1.8%
April 2026	115	104	+10.6%
May 2026	108	100	+8.0%
June 2026	96	104	-7.7%
July 2026	**101**	**104**	**-2.9%**
12-Month Avg	108	109	-0.9%

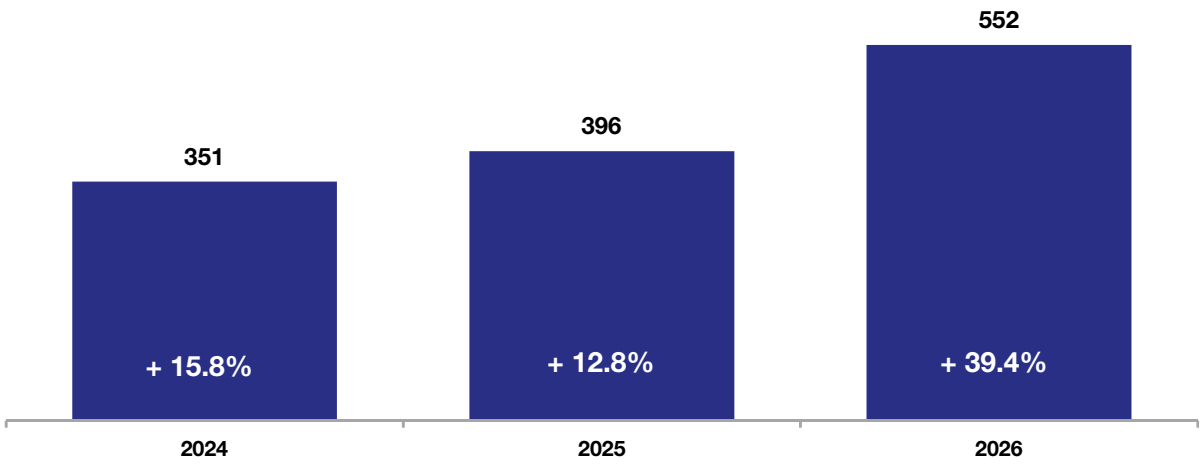
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

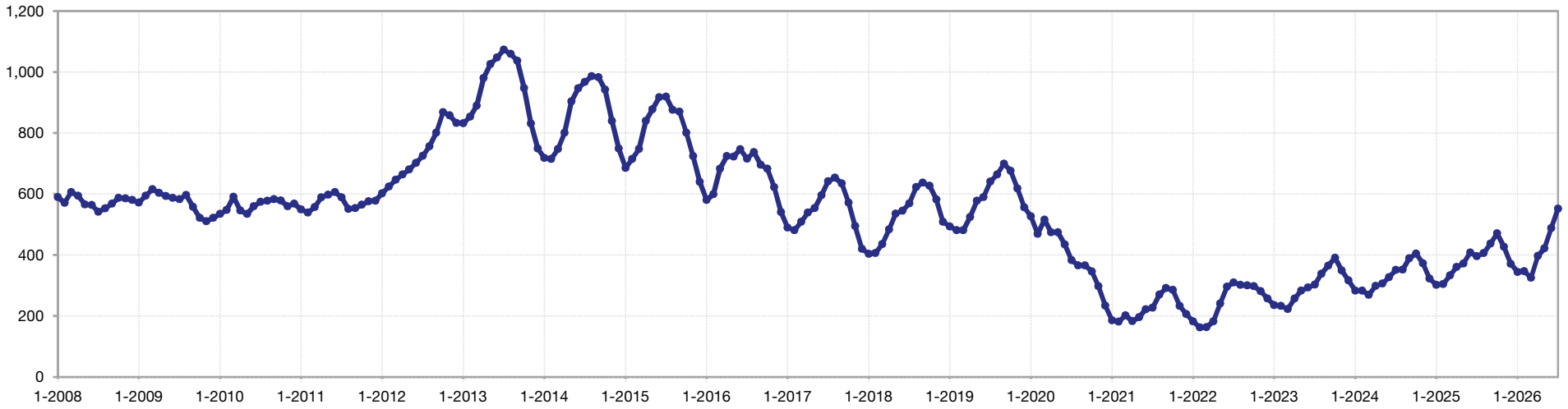
The number of properties available for sale in active status at the end of a given month.

July



Homes for Sale		Prior Year	Percent Change
August 2025	406	352	+15.3%
September 2025	437	389	+12.3%
October 2025	471	405	+16.3%
November 2025	427	373	+14.5%
December 2025	371	323	+14.9%
January 2026	344	302	+13.9%
February 2026	347	305	+13.8%
March 2026	325	333	-2.4%
April 2026	397	361	+10.0%
May 2026	422	372	+13.4%
June 2026	488	408	+19.6%
July 2026	**552**	**396**	**+39.4%**
12-Month Avg	416	360	+15.6%

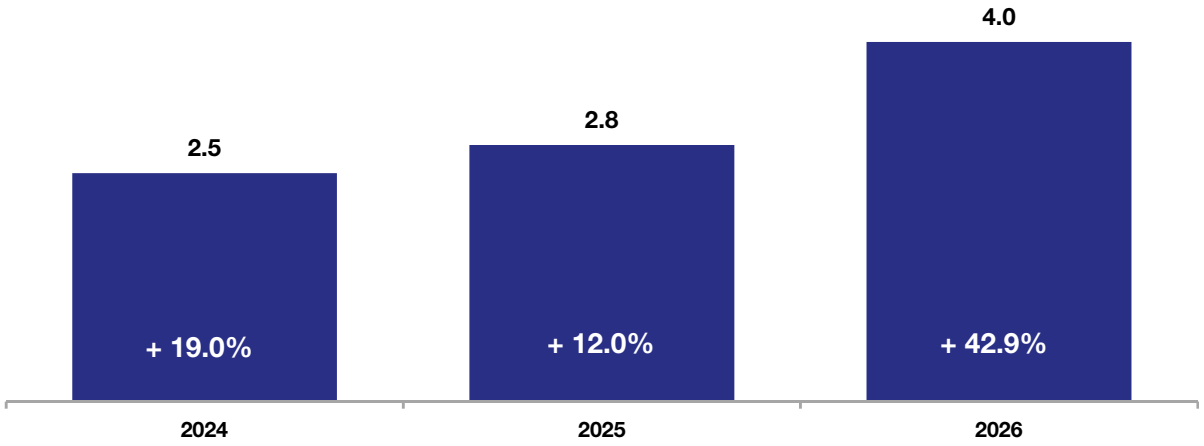
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

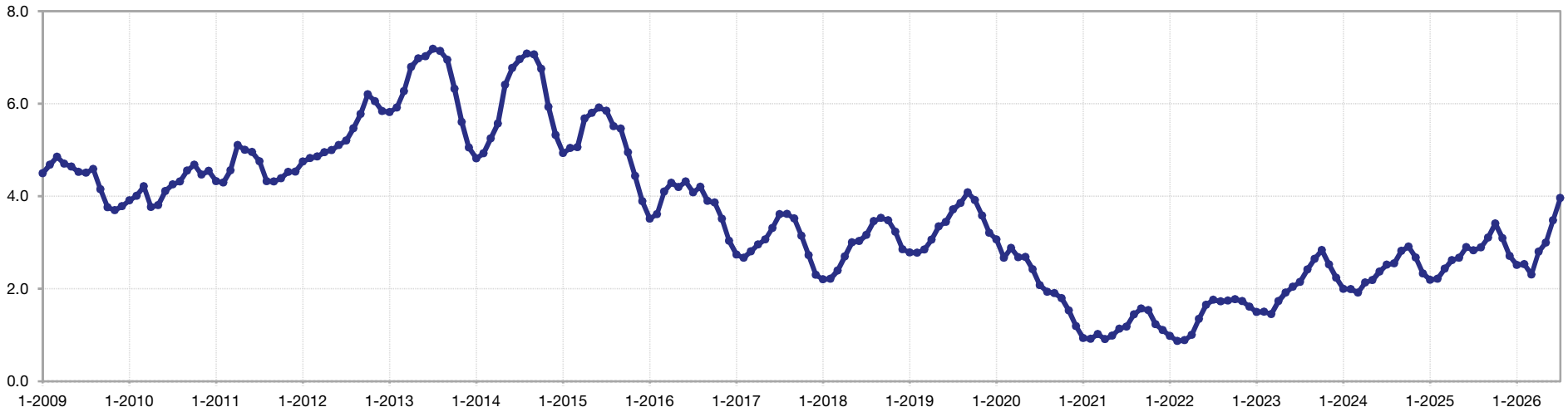
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Months Supply		Prior Year	Percent Change
August 2025	2.9	2.6	+11.5%
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	2.5	2.2	+13.6%
February 2026	2.5	2.2	+13.6%
March 2026	2.3	2.4	-4.2%
April 2026	2.8	2.6	+7.7%
May 2026	3.0	2.7	+11.1%
June 2026	3.5	2.9	+20.7%
July 2026	**4.0**	**2.8**	**+42.9%**
12-Month Avg	3.0	2.6	+15.4%

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	+ / –	7-2025	7-2026	+ / –	7-2025	7-2026	+ / –
Blue Earth	34	37	+8.8%	25	39	+56.0%	$175,000	$180,000	+2.9%	11	7	-36.4%	2.6	1.5	-43.1%
Eagle Lake	25	30	+20.0%	22	26	+18.2%	$346,750	$338,425	-2.4%	4	9	+125.0%	1.2	2.8	+136.5%
Elysian	13	22	+69.2%	7	8	+14.3%	$370,000	$422,500	+14.2%	5	10	+100.0%	3.5	6.7	+92.6%
Fairmont	21	13	-38.1%	15	9	-40.0%	$244,000	$99,900	-59.1%	6	8	+33.3%	2.5	4.8	+89.1%
Janesville	20	26	+30.0%	18	16	-11.1%	$292,750	$318,750	+8.9%	4	7	+75.0%	1.6	2.5	+55.2%
Lake Crystal	32	37	+15.6%	17	26	+52.9%	$248,000	$205,500	-17.1%	11	12	+9.1%	2.9	3.2	+11.1%
Le Sueur	21	31	+47.6%	18	15	-16.7%	$281,250	$260,000	-7.6%	8	17	+112.5%	2.7	5.2	+94.8%
Madison Lake	41	60	+46.3%	22	29	+31.8%	$465,000	$368,000	-20.9%	20	24	+20.0%	5.9	5.3	-10.2%
Mankato	308	361	+17.2%	216	227	+5.1%	$307,500	$305,000	-0.8%	94	140	+48.9%	3.0	4.2	+40.8%
Mapleton	23	30	+30.4%	13	17	+30.8%	$230,000	$261,000	+13.5%	9	12	+33.3%	3.9	4.3	+10.4%
New Ulm	104	124	+19.2%	87	90	+3.4%	$240,000	$267,450	+11.4%	15	35	+133.3%	1.1	2.9	+161.9%
Nicollet	11	8	-27.3%	8	9	+12.5%	$320,000	$370,000	+15.6%	1	0	-100.0%	0.6	0.0	-100.0%
North Mankato	156	167	+7.1%	105	107	+1.9%	$311,500	$335,000	+7.5%	50	49	-2.0%	3.3	3.2	-4.1%
Sleepy Eye	25	27	+8.0%	21	14	-33.3%	$170,000	$173,000	+1.8%	6	13	+116.7%	2.0	5.8	+188.9%
Springfield	2	1	-50.0%	2	2	0.0%	$367,000	$237,500	-35.3%	0	0	--	0.0	0.0	--
St. Peter	94	91	-3.2%	62	55	-11.3%	$298,450	$315,000	+5.5%	25	34	+36.0%	2.6	3.7	+44.7%
Waseca	48	50	+4.2%	46	40	-13.0%	$213,000	$234,000	+9.9%	7	11	+57.1%	1.1	2.1	+84.2%
Waterville	12	13	+8.3%	13	8	-38.5%	$395,000	$252,500	-36.1%	2	9	+350.0%	1.0	5.5	+430.8%
Windom	0	1	--	0	0	--	$0	$0	--	0	2	--	0.0	0.0	--
Winnebago	13	13	0.0%	12	11	-8.3%	$182,000	$125,000	-31.3%	3	5	+66.7%	1.3	3.2	+142.6%