

Monthly Indicators



September 2023

Residential real estate activity in the counties of Grant, Otter Tail, Traverse and Wadena. composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

+ 1.6% **- 10.2%** **+ 26.7%**

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.



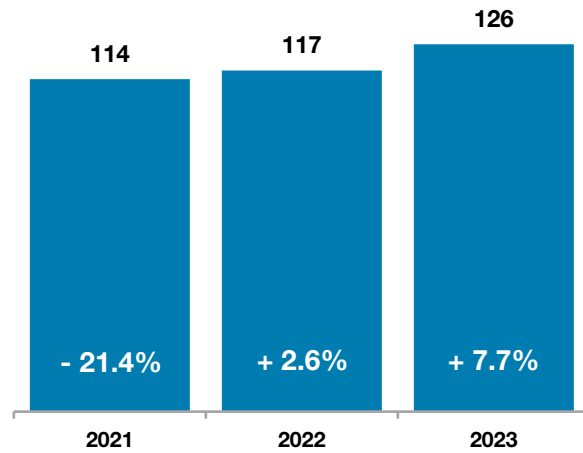
Key Metrics	Historical Sparkbars	9-2022	9-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		117	126	+ 7.7%	1,156	1,135	- 1.8%
Pending Sales		97	90	- 7.2%	897	818	- 8.8%
Closed Sales		125	127	+ 1.6%	857	753	- 12.1%
Days on Market		49	46	- 6.1%	46	50	+ 8.7%
Median Sales Price		\$270,000	\$242,500	- 10.2%	\$230,000	\$240,000	+ 4.3%
Avg. Sales Price		\$320,677	\$321,810	+ 0.4%	\$281,725	\$299,927	+ 6.5%
Pct. of Orig. Price Received		94.6%	95.5%	+ 1.0%	97.6%	96.4%	- 1.2%
Affordability Index		88	93	+ 5.7%	103	94	- 8.7%
Homes for Sale		285	361	+ 26.7%	--	--	--
Months Supply		3.0	4.4	+ 46.7%	--	--	--

New Listings

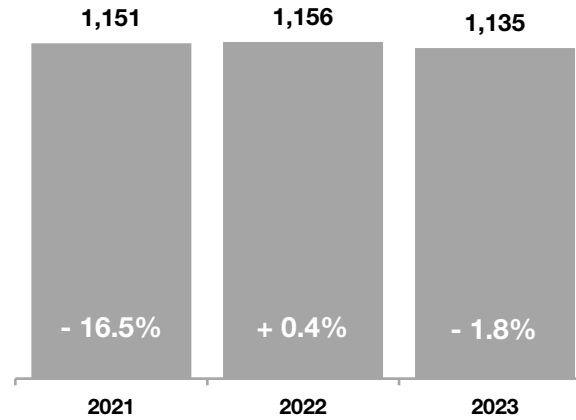
A count of the properties that have been newly listed on the market in a given month.



September

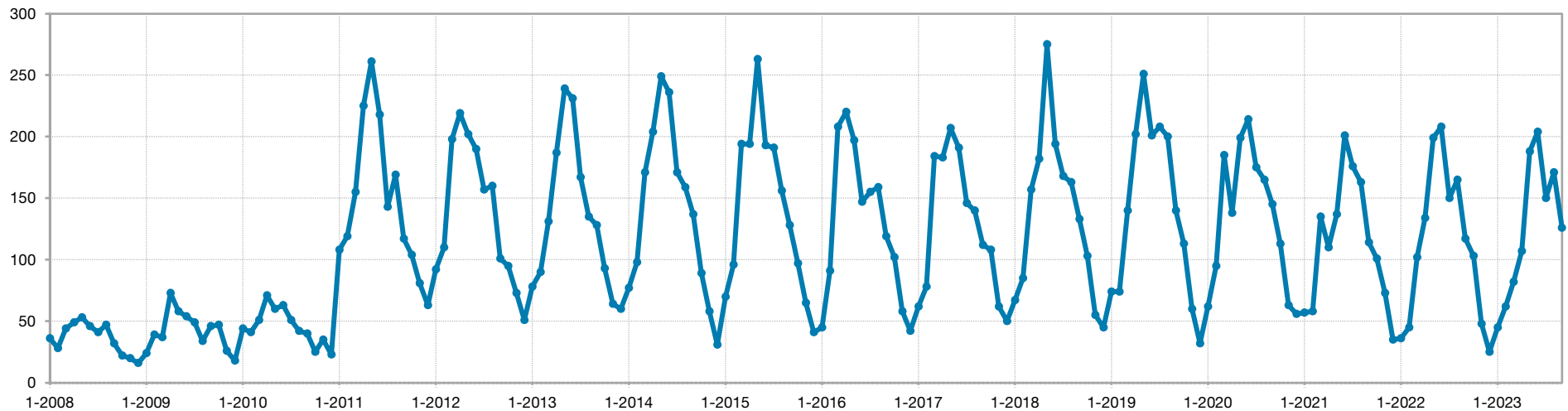


Year to Date



	New Listings	Prior Year	Percent Change
October 2022	103	101	+2.0%
November 2022	48	73	-34.2%
December 2022	25	35	-28.6%
January 2023	45	36	+25.0%
February 2023	62	45	+37.8%
March 2023	82	102	-19.6%
April 2023	107	134	-20.1%
May 2023	188	199	-5.5%
June 2023	204	208	-1.9%
July 2023	150	150	0.0%
August 2023	171	165	+3.6%
September 2023	126	117	+7.7%
12-Month Avg	109	114	-4.4%

Historical New Listings by Month

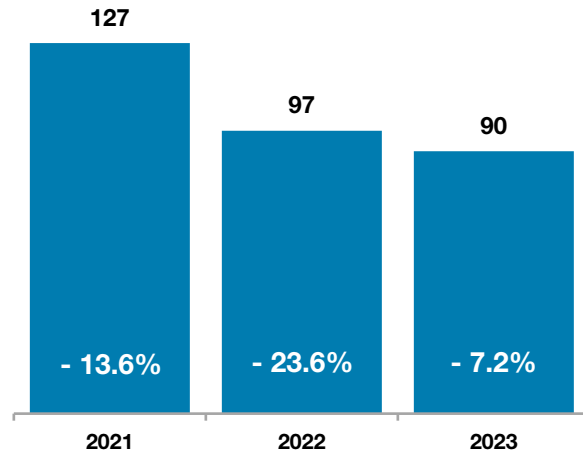


Pending Sales

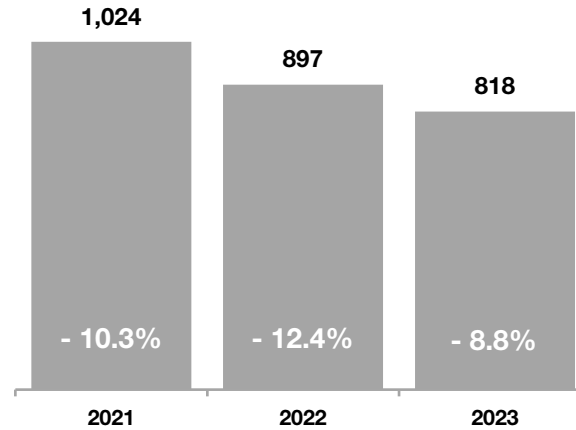
A count of the properties on which offers have been accepted in a given month.



September

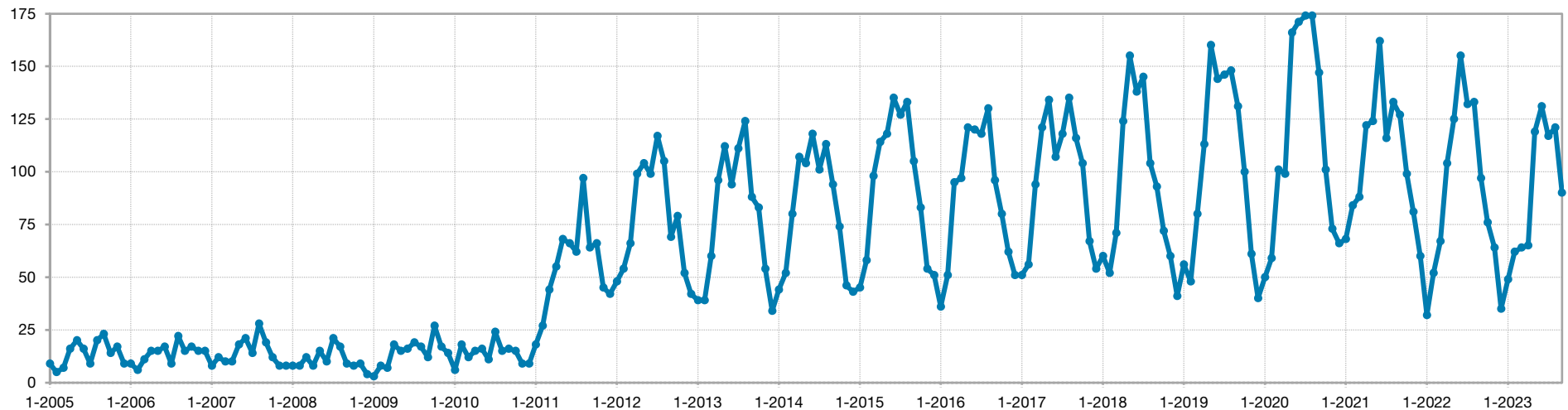


Year to Date



Pending Sales	Prior Year	Percent Change	
October 2022	76	99	-23.2%
November 2022	64	81	-21.0%
December 2022	35	60	-41.7%
January 2023	49	32	+53.1%
February 2023	62	52	+19.2%
March 2023	64	67	-4.5%
April 2023	65	104	-37.5%
May 2023	119	125	-4.8%
June 2023	131	155	-15.5%
July 2023	117	132	-11.4%
August 2023	121	133	-9.0%
September 2023	90	97	-7.2%
12-Month Avg	83	95	-12.6%

Historical Pending Sales by Month

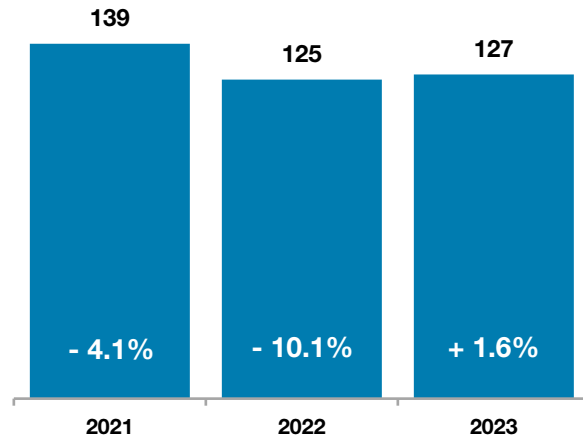


Closed Sales

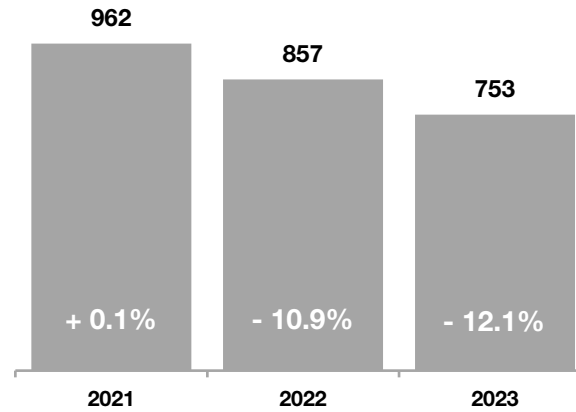
A count of the actual sales that closed in a given month.



September

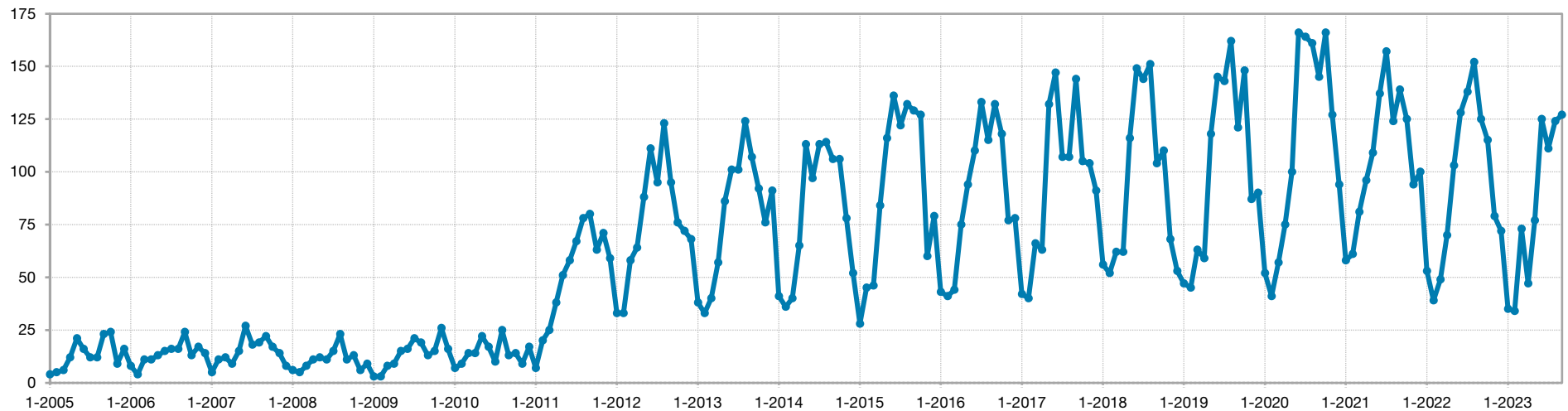


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2022	115	125	-8.0%
November 2022	79	94	-16.0%
December 2022	72	100	-28.0%
January 2023	35	53	-34.0%
February 2023	34	39	-12.8%
March 2023	73	49	+49.0%
April 2023	47	70	-32.9%
May 2023	77	103	-25.2%
June 2023	125	128	-2.3%
July 2023	111	138	-19.6%
August 2023	124	152	-18.4%
September 2023	127	125	+1.6%
12-Month Avg	85	98	-13.3%

Historical Closed Sales by Month

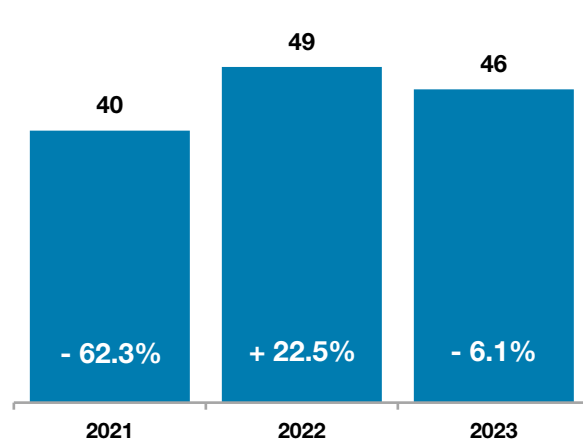


Days on Market Until Sale

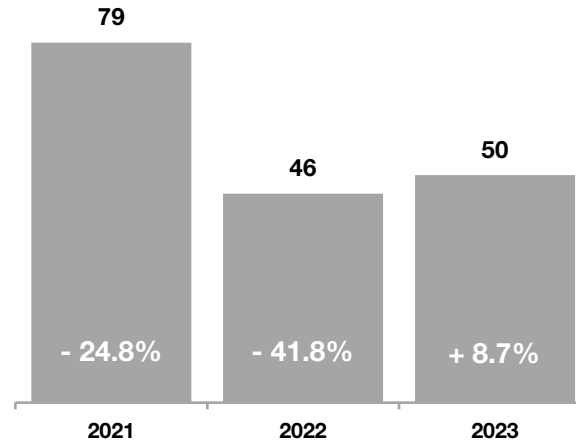
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

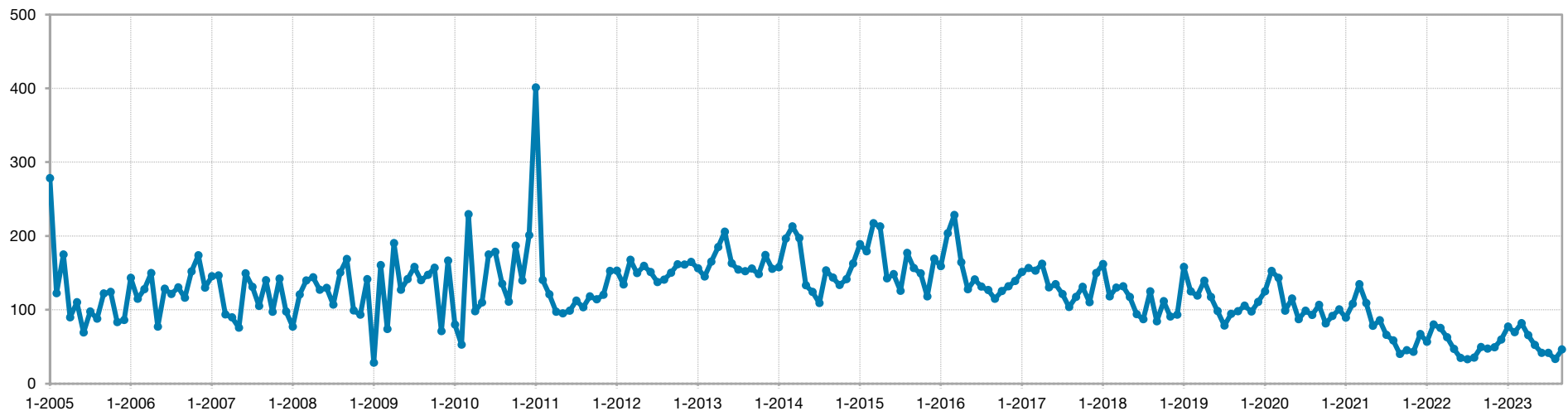


Year to Date



Days on Market	Prior Year	Percent Change	
October 2022	47	45	+4.4%
November 2022	49	43	+14.0%
December 2022	60	67	-10.4%
January 2023	77	57	+35.1%
February 2023	69	80	-13.8%
March 2023	82	75	+9.3%
April 2023	66	63	+4.8%
May 2023	52	47	+10.6%
June 2023	41	35	+17.1%
July 2023	41	33	+24.2%
August 2023	33	35	-5.7%
September 2023	46	49	-6.1%
12-Month Avg	55	52	+5.8%

Historical Days on Market Until Sale by Month

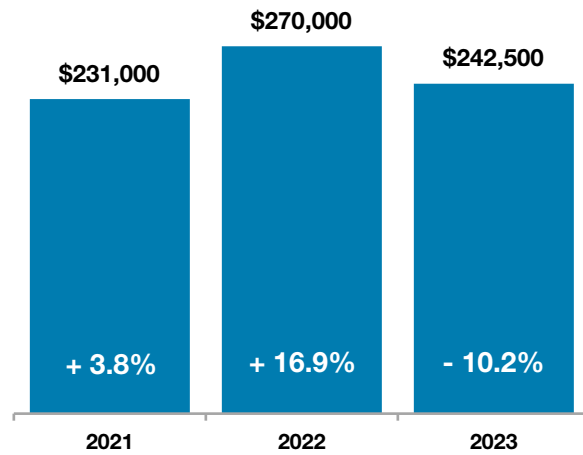


Median Sales Price

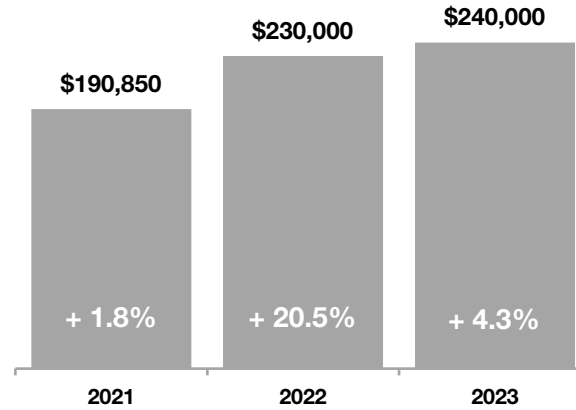
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

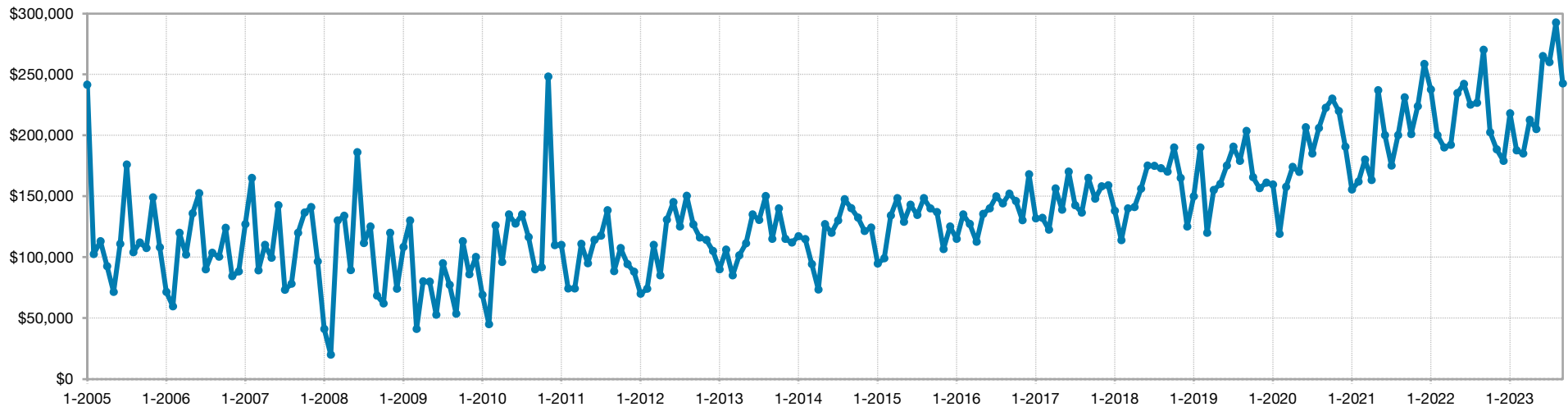


Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2022	\$202,500	\$201,000	+0.7%
November 2022	\$188,500	\$223,750	-15.8%
December 2022	\$179,000	\$258,500	-30.8%
January 2023	\$218,000	\$237,500	-8.2%
February 2023	\$187,500	\$200,000	-6.3%
March 2023	\$185,000	\$190,000	-2.6%
April 2023	\$212,500	\$192,000	+10.7%
May 2023	\$205,000	\$234,450	-12.6%
June 2023	\$265,000	\$242,000	+9.5%
July 2023	\$260,000	\$225,000	+15.6%
August 2023	\$292,450	\$226,500	+29.1%
September 2023	\$242,500	\$270,000	-10.2%
12-Month Avg	\$219,829	\$225,058	-2.3%

Historical Median Sales Price by Month

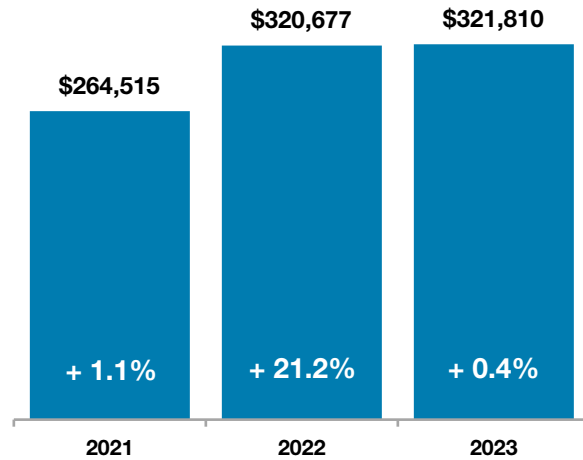


Average Sales Price

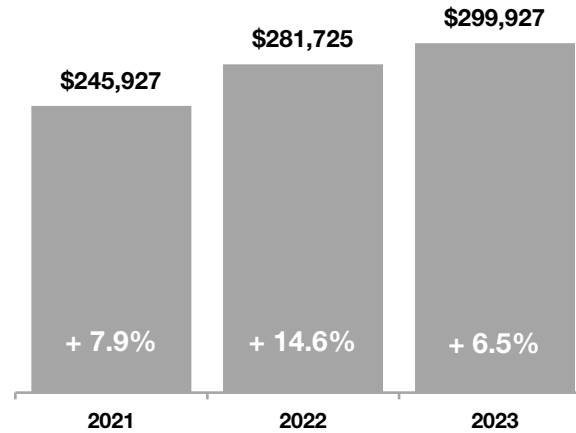
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

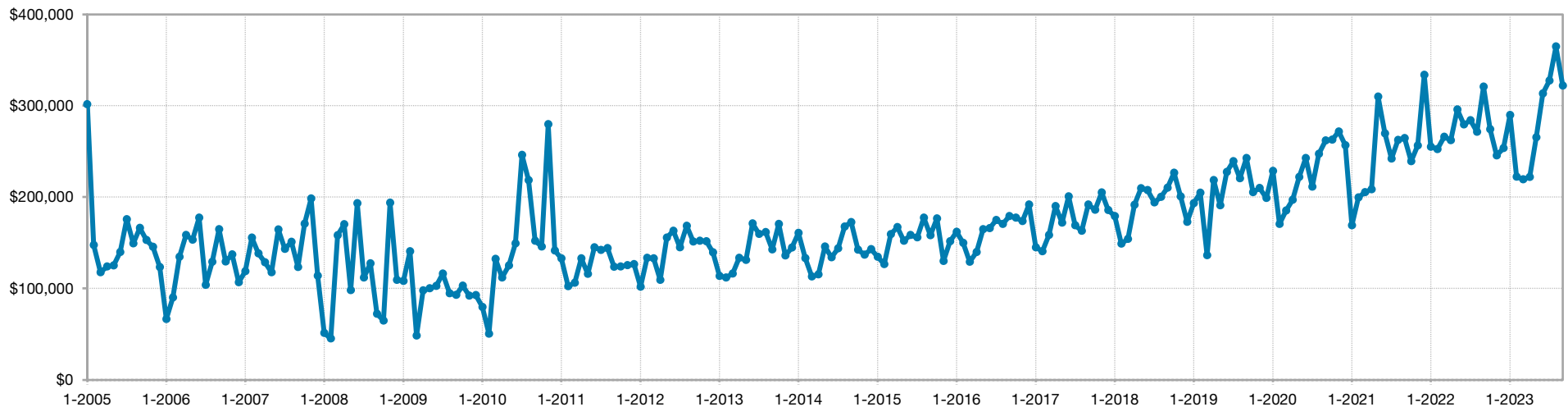


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2022	\$274,133	\$239,175	+14.6%
November 2022	\$245,538	\$256,474	-4.3%
December 2022	\$253,488	\$333,688	-24.0%
January 2023	\$289,581	\$254,984	+13.6%
February 2023	\$222,160	\$252,245	-11.9%
March 2023	\$219,234	\$265,769	-17.5%
April 2023	\$221,931	\$262,225	-15.4%
May 2023	\$265,206	\$295,886	-10.4%
June 2023	\$313,331	\$279,437	+12.1%
July 2023	\$327,265	\$283,934	+15.3%
August 2023	\$364,669	\$271,454	+34.3%
September 2023	\$321,810	\$320,677	+0.4%
12-Month Avg	\$276,529	\$276,329	+0.1%

Historical Average Sales Price by Month

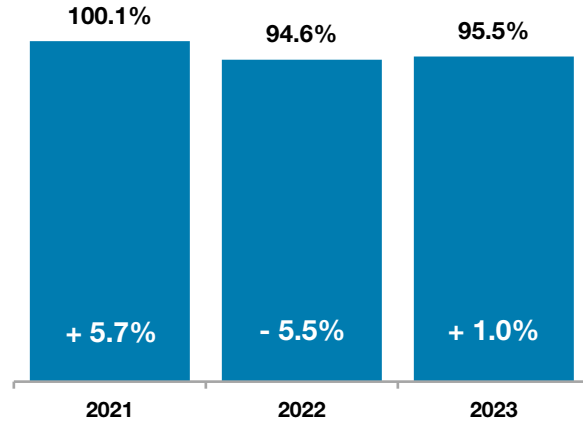


Percent of Original List Price Received

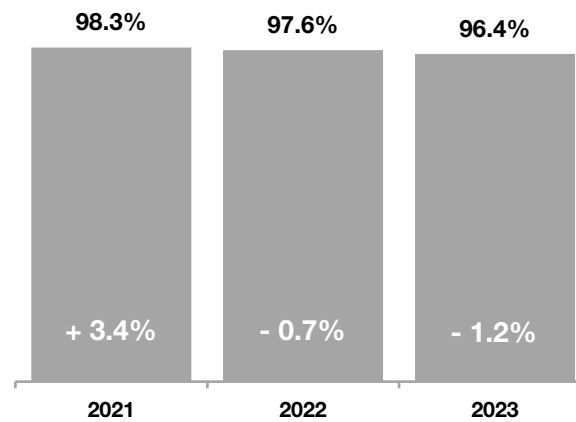
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

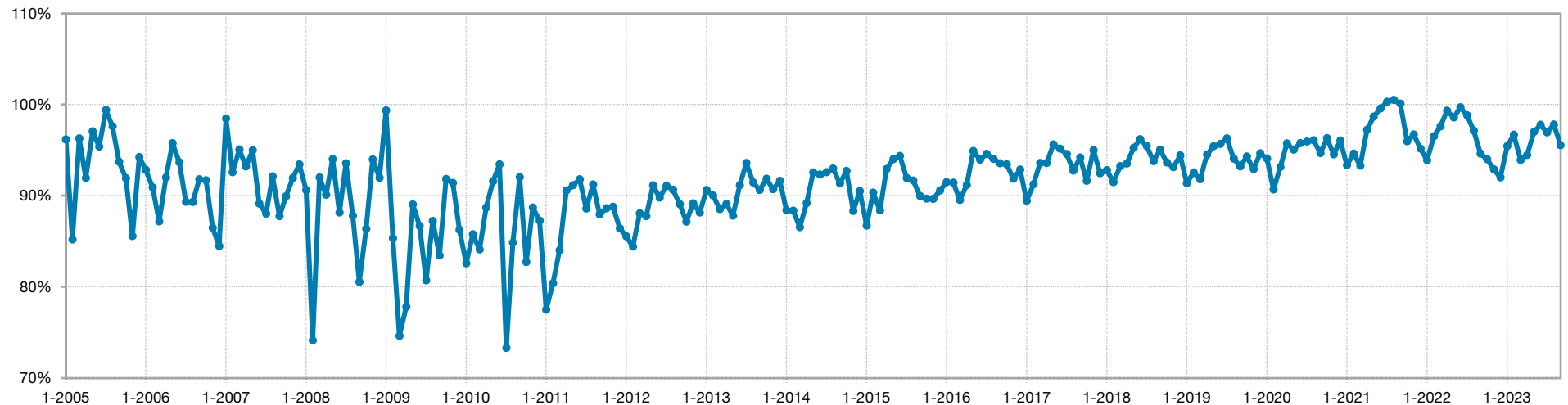


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2022	94.0%	95.9%	-2.0%
November 2022	92.9%	96.7%	-3.9%
December 2022	92.0%	95.1%	-3.3%
January 2023	95.4%	93.9%	+1.6%
February 2023	96.7%	96.5%	+0.2%
March 2023	93.9%	97.6%	-3.8%
April 2023	94.5%	99.3%	-4.8%
May 2023	97.0%	98.6%	-1.6%
June 2023	97.8%	99.7%	-1.9%
July 2023	96.9%	98.8%	-1.9%
August 2023	97.8%	97.1%	+0.7%
September 2023	95.5%	94.6%	+1.0%
12-Month Avg	95.4%	97.0%	-1.6%

Historical Percent of Original List Price Received by Month

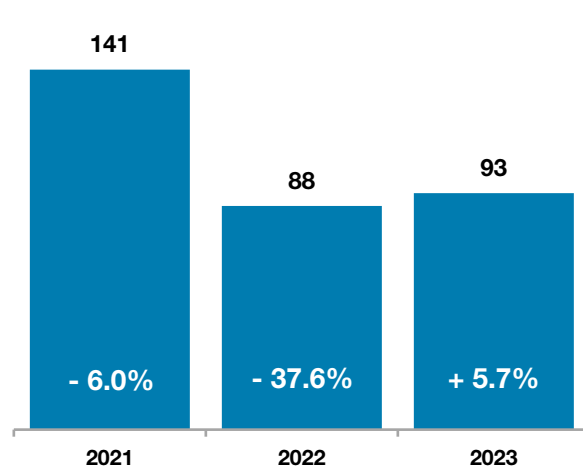


Housing Affordability Index

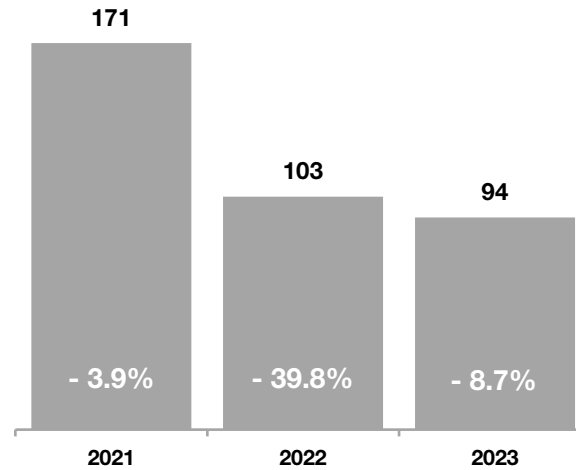
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

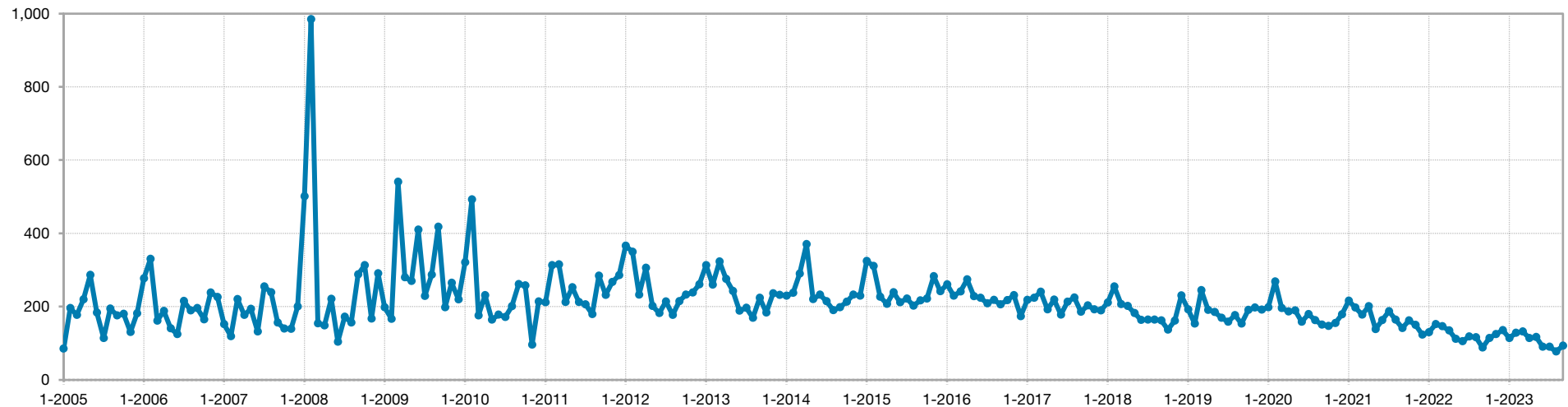


Year to Date



Affordability Index	Prior Year	Percent Change
October 2022	114	-29.6%
November 2022	124	-17.3%
December 2022	135	+9.8%
January 2023	114	-12.3%
February 2023	128	-15.8%
March 2023	132	-9.6%
April 2023	114	-14.9%
May 2023	117	+4.5%
June 2023	90	-14.3%
July 2023	90	-23.7%
August 2023	77	-33.6%
September 2023	93	+5.7%
12-Month Avg	111	-13.3%

Historical Housing Affordability Index by Month

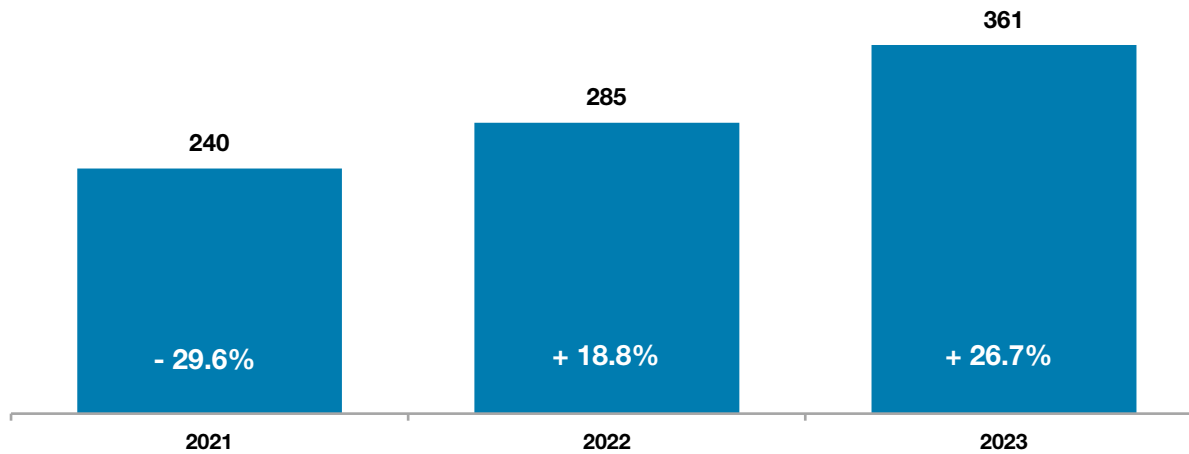


Inventory of Homes for Sale

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

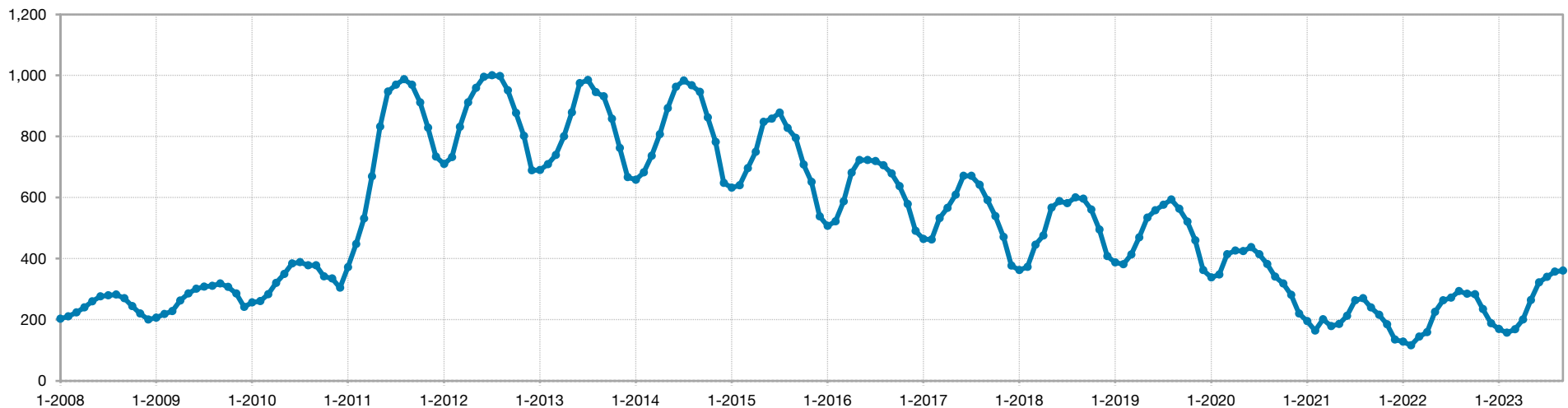


September



Homes for Sale		Prior Year	Percent Change
October 2022	283	216	+31.0%
November 2022	235	185	+27.0%
December 2022	188	135	+39.3%
January 2023	169	128	+32.0%
February 2023	157	116	+35.3%
March 2023	168	144	+16.7%
April 2023	200	159	+25.8%
May 2023	264	225	+17.3%
June 2023	322	263	+22.4%
July 2023	340	272	+25.0%
August 2023	357	293	+21.8%
September 2023	361	285	+26.7%
12-Month Avg	254	202	+25.7%

Historical Inventory of Homes for Sale by Month

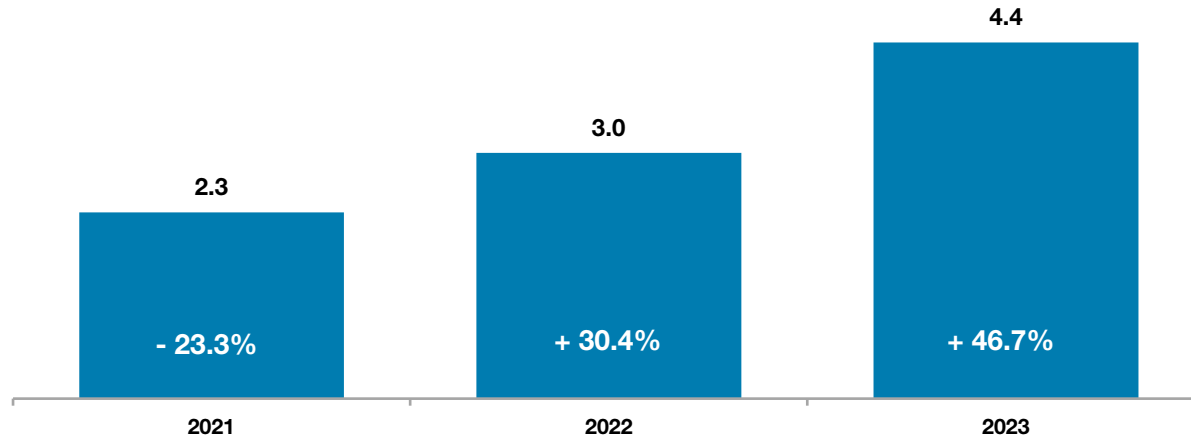


Months Supply of Inventory

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.

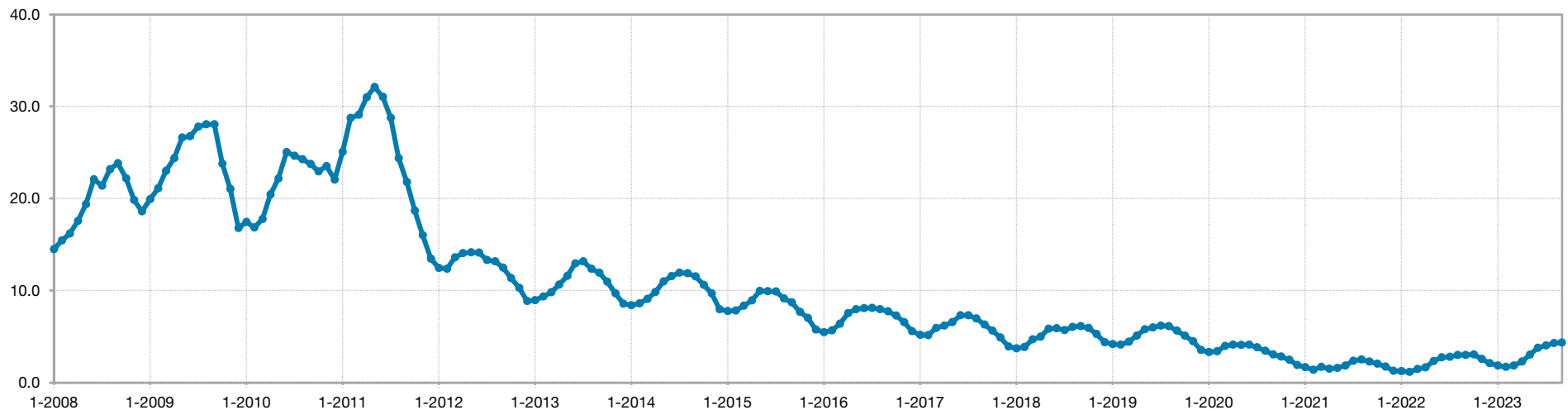


September



Months Supply		Prior Year	Percent Change
October 2022	3.0	2.1	+42.9%
November 2022	2.6	1.7	+52.9%
December 2022	2.1	1.3	+61.5%
January 2023	1.9	1.3	+46.2%
February 2023	1.7	1.2	+41.7%
March 2023	1.8	1.5	+20.0%
April 2023	2.3	1.6	+43.8%
May 2023	3.0	2.3	+30.4%
June 2023	3.8	2.7	+40.7%
July 2023	4.0	2.8	+42.9%
August 2023	4.3	3.0	+43.3%
September 2023	4.4	3.0	+46.7%
12-Month Avg	2.9	2.0	+45.0%

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 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	9-2022	9-2023	+ / -	9-2022	9-2023	+ / -
Ashby	15	15	0.0%	12	12	0.0%	\$235,000	\$211,000	-10.2%	4	4	0.0%	2.7	2.3	-14.3%
Battle Lake	63	46	-27.0%	43	26	-39.5%	\$375,000	\$261,700	-30.2%	16	16	0.0%	2.8	4.6	+63.6%
Dalton	8	12	+50.0%	3	12	+300.0%	\$350,000	\$200,000	-42.9%	6	2	-66.7%	4.5	1.2	-72.6%
Elbow Lake	33	36	+9.1%	28	30	+7.1%	\$150,000	\$145,000	-3.3%	8	12	+50.0%	2.6	3.9	+50.4%
Fergus Falls	261	157	-39.8%	224	115	-48.7%	\$214,450	\$235,900	+10.0%	47	43	-8.5%	1.9	3.1	+65.2%
Henning	41	16	-61.0%	29	8	-72.4%	\$199,900	\$389,000	+94.6%	10	6	-40.0%	2.4	3.0	+23.0%
New York Mills	28	16	-42.9%	18	15	-16.7%	\$225,000	\$170,000	-24.4%	5	5	0.0%	1.7	2.8	+65.0%
Ottertail	67	39	-41.8%	37	30	-18.9%	\$309,000	\$295,300	-4.4%	26	10	-61.5%	5.5	2.4	-55.8%
Perham	106	57	-46.2%	76	37	-51.3%	\$309,250	\$293,550	-5.1%	21	22	+4.8%	2.6	5.1	+95.4%
Wadena	101	76	-24.8%	81	62	-23.5%	\$158,450	\$168,000	+6.0%	25	20	-20.0%	2.9	3.1	+4.6%