



# Monthly Indicators

## April 2025

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

## Activity Snapshot

**- 8.0%**      **- 3.2%**      **+ 16.7%**

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.



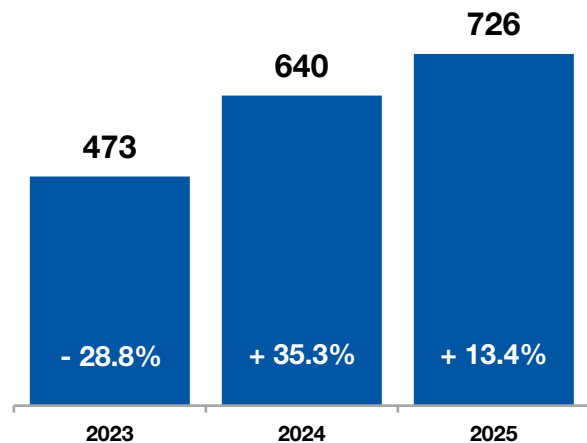
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		640	726	+ 13.4%	1,842	1,948	+ 5.8%
Pending Sales		413	407	- 1.5%	1,277	1,234	- 3.4%
Closed Sales		363	334	- 8.0%	1,055	1,015	- 3.8%
Days on Market		60	64	+ 6.7%	60	66	+ 10.0%
Median Sales Price		\$309,950	\$300,000	- 3.2%	\$279,450	\$289,450	+ 3.6%
Avg. Sales Price		\$378,798	\$364,972	- 3.6%	\$339,119	\$353,648	+ 4.3%
Pct. of Orig. Price Received		96.9%	96.7%	- 0.2%	96.0%	95.6%	- 0.4%
Affordability Index		67	72	+ 7.5%	75	74	- 1.3%
Homes for Sale		1,225	1,429	+ 16.7%	--	--	--
Months Supply		3.1	3.8	+ 22.6%	--	--	--

# New Listings

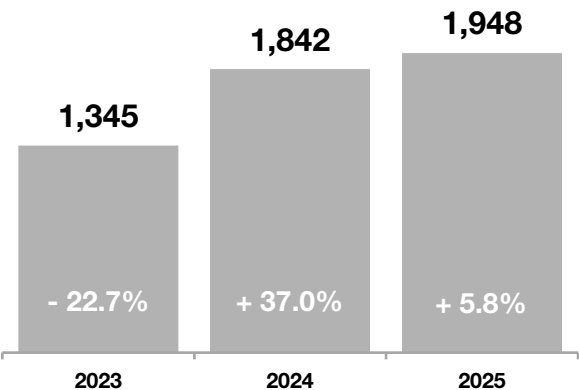
A count of the properties that have been newly listed on the market in a given month.



## April

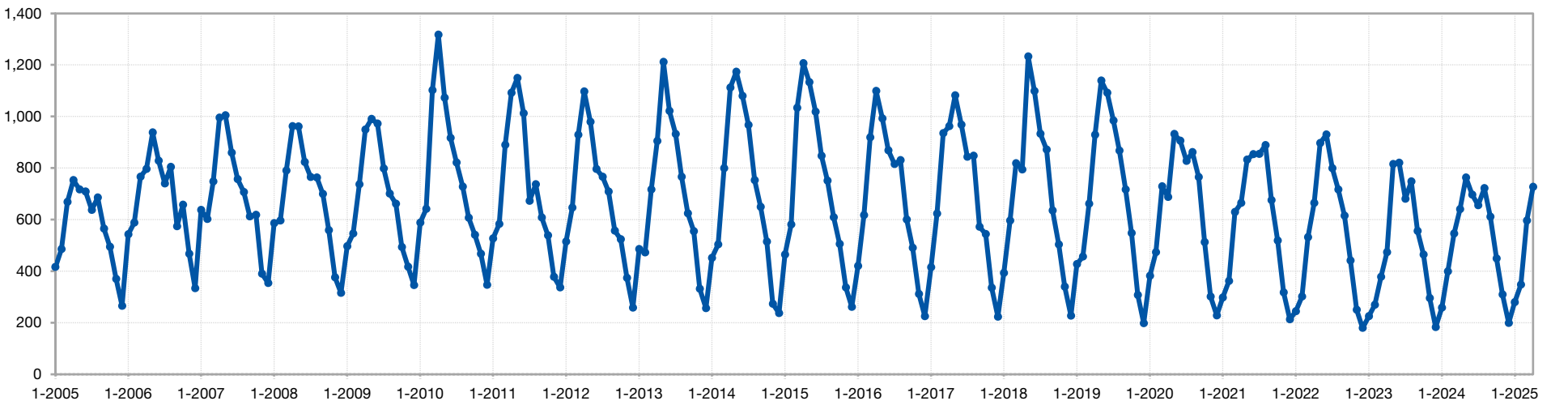


## Year to Date



New Listings		Prior Year	Percent Change
May 2024	763	815	-6.4%
June 2024	696	820	-15.1%
July 2024	655	680	-3.7%
August 2024	721	748	-3.6%
September 2024	611	555	+10.1%
October 2024	449	464	-3.2%
November 2024	309	295	+4.7%
December 2024	199	182	+9.3%
January 2025	279	258	+8.1%
February 2025	347	399	-13.0%
March 2025	596	545	+9.4%
April 2025	726	640	+13.4%
12-Month Avg	529	533	-0.8%

## Historical New Listings by Month

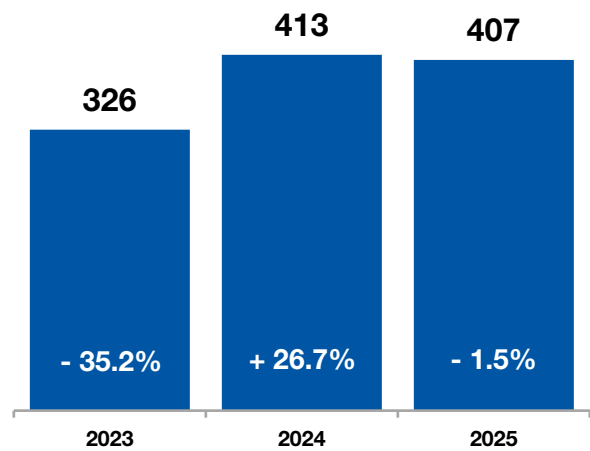


# Pending Sales

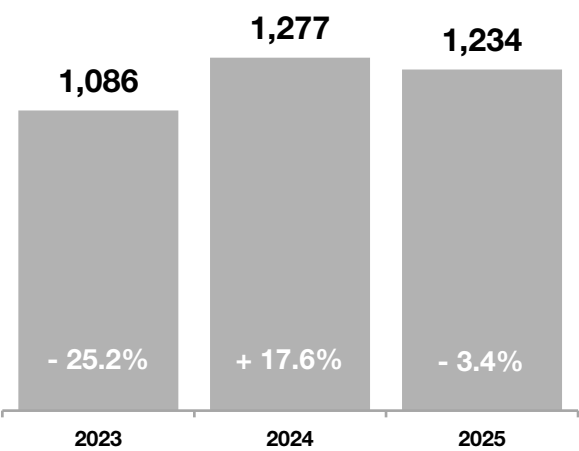
A count of the properties on which offers have been accepted in a given month.



## April

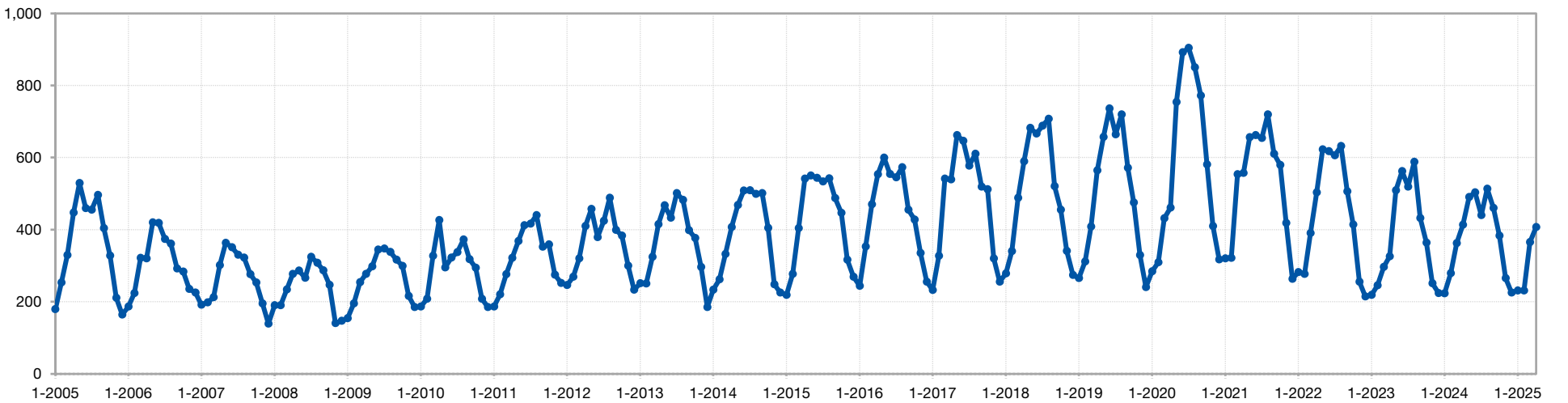


## Year to Date



Pending Sales		Prior Year	Percent Change
May 2024	490	509	-3.7%
June 2024	503	562	-10.5%
July 2024	440	519	-15.2%
August 2024	513	588	-12.8%
September 2024	460	432	+6.5%
October 2024	383	364	+5.2%
November 2024	265	251	+5.6%
December 2024	225	224	+0.4%
January 2025	231	223	+3.6%
February 2025	231	279	-17.2%
March 2025	365	362	+0.8%
April 2025	407	413	-1.5%
12-Month Avg	376	394	-4.6%

## Historical Pending Sales by Month

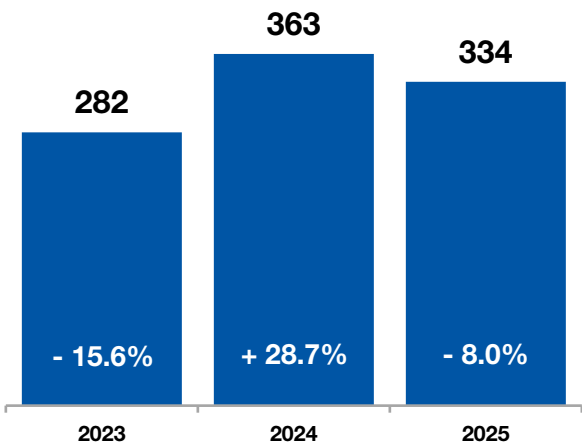


# Closed Sales

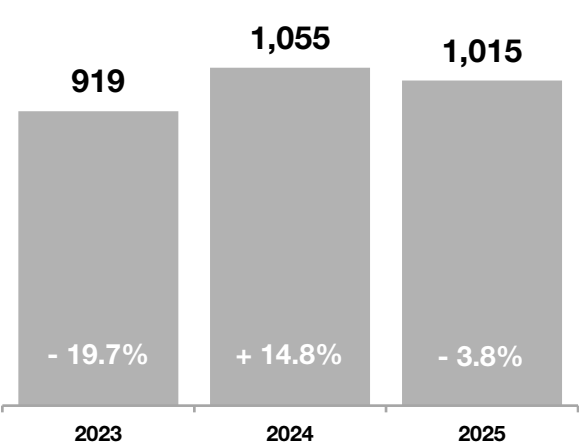
A count of the actual sales that closed in a given month.



## April

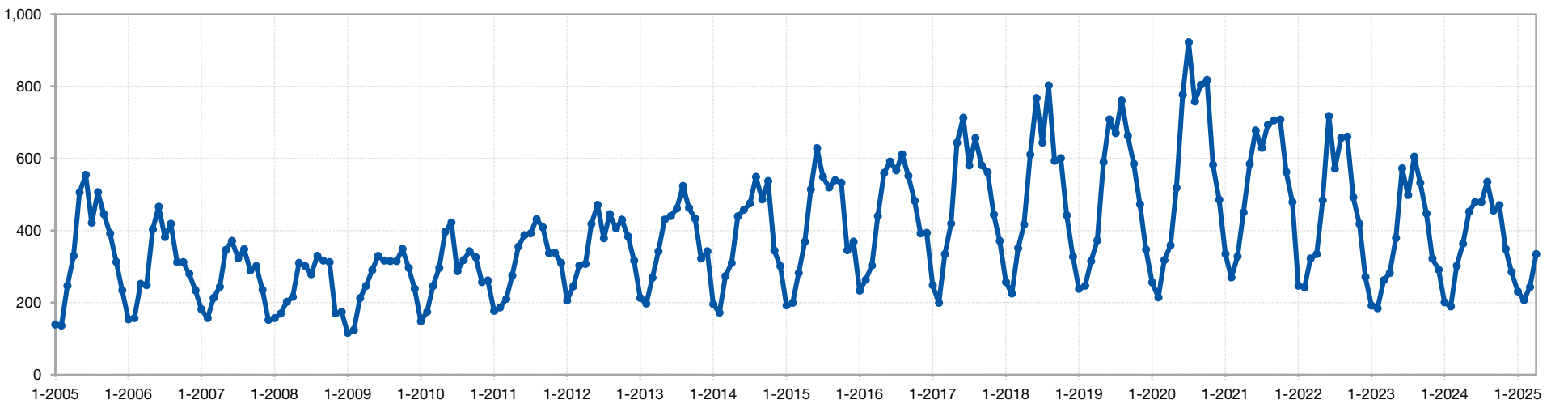


## Year to Date



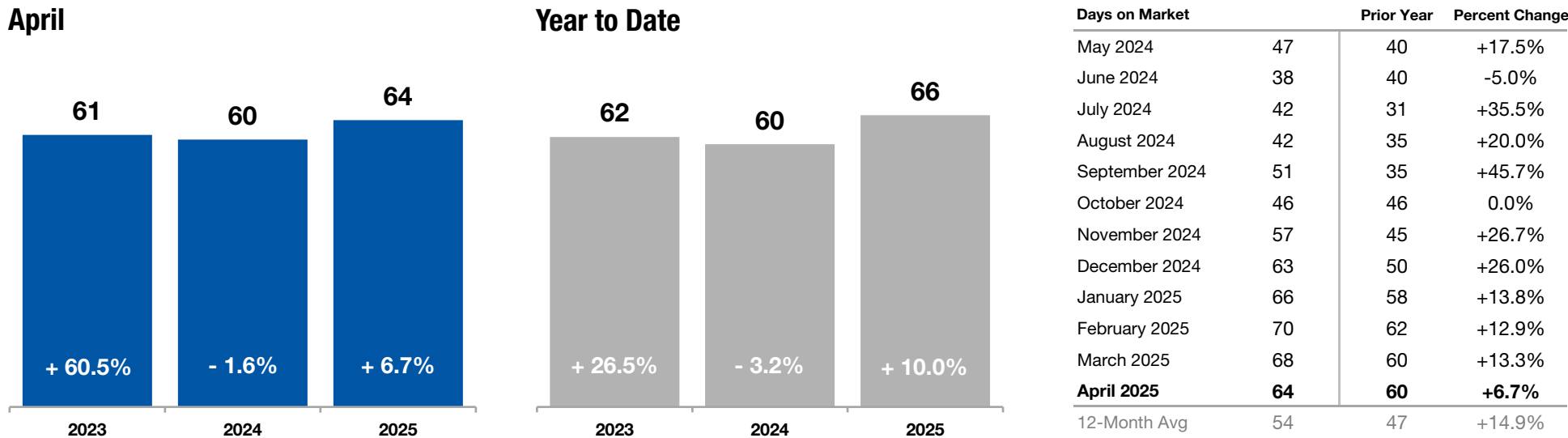
Closed Sales		Prior Year	Percent Change
May 2024	452	379	+19.3%
June 2024	479	572	-16.3%
July 2024	479	498	-3.8%
August 2024	535	604	-11.4%
September 2024	455	532	-14.5%
October 2024	470	447	+5.1%
November 2024	349	322	+8.4%
December 2024	285	291	-2.1%
January 2025	231	201	+14.9%
February 2025	207	189	+9.5%
March 2025	243	302	-19.5%
April 2025	334	363	-8.0%
12-Month Avg	377	392	-3.8%

## Historical Closed Sales by Month

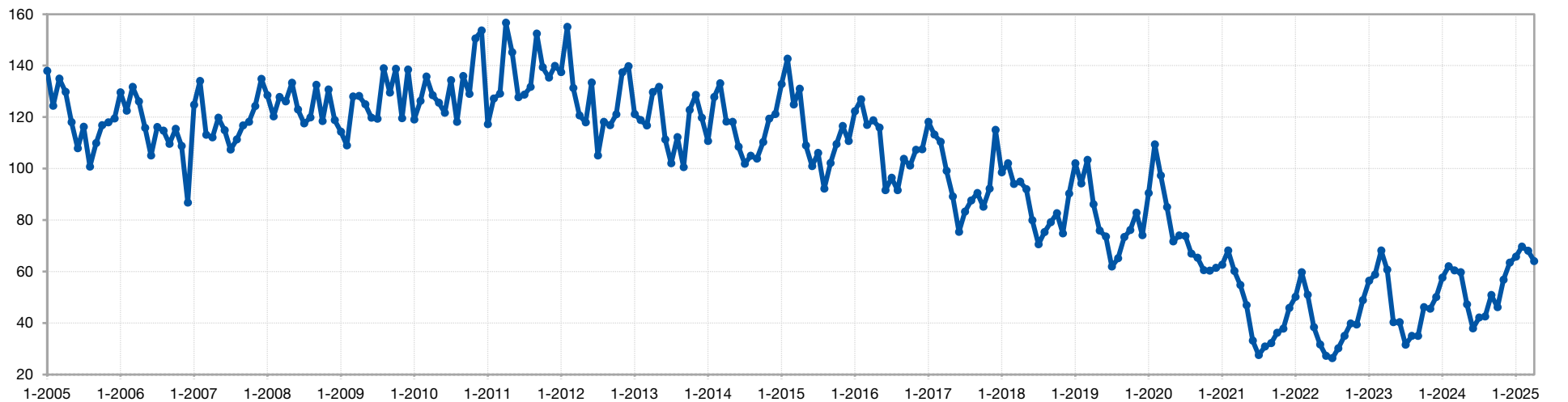


# Days on Market Until Sale

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



## Historical Days on Market Until Sale by Month

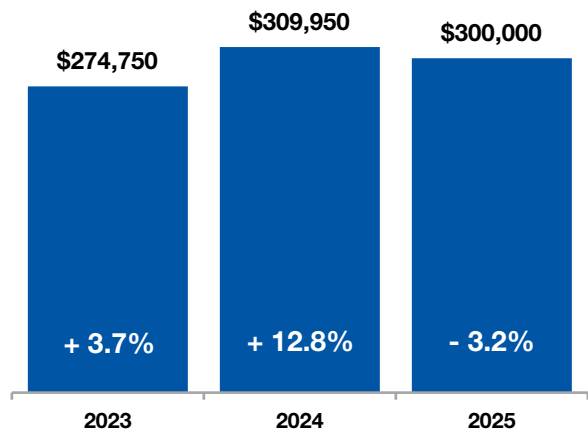


# Median Sales Price

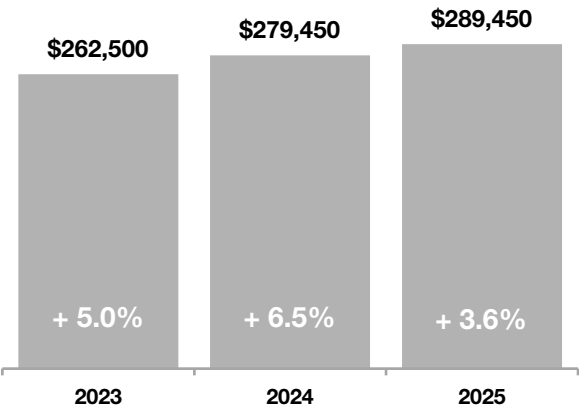
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April

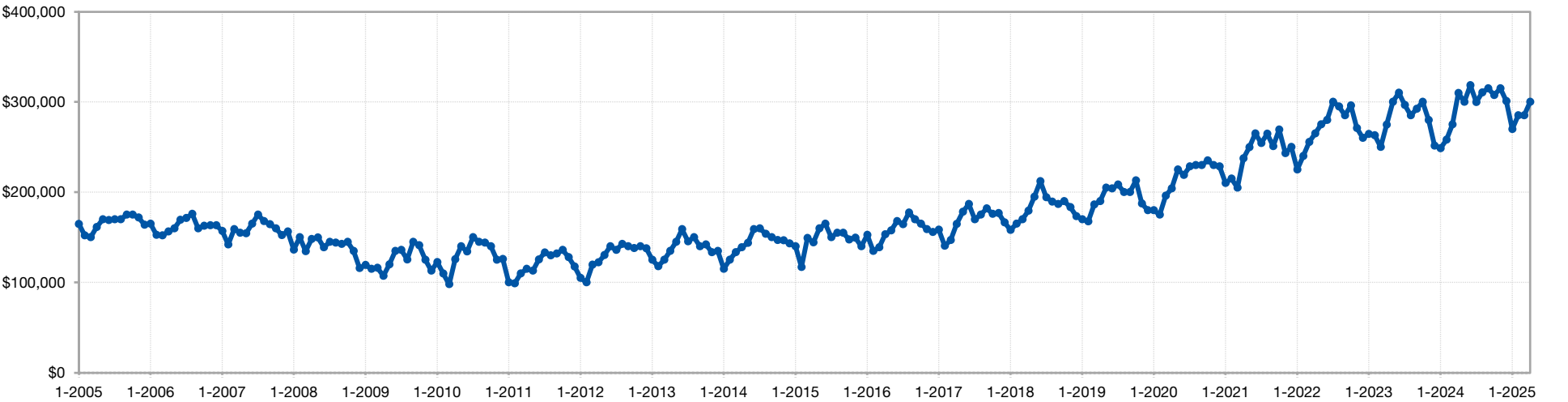


## Year to Date



Median Sales Price		Prior Year	Percent Change
May 2024	\$300,000	\$300,000	0.0%
June 2024	\$318,500	\$310,000	+2.7%
July 2024	\$299,900	\$296,500	+1.1%
August 2024	\$310,500	\$285,000	+8.9%
September 2024	\$315,000	\$292,250	+7.8%
October 2024	\$307,500	\$299,950	+2.5%
November 2024	\$315,000	\$280,000	+12.5%
December 2024	\$301,000	\$251,500	+19.7%
January 2025	\$269,900	\$248,750	+8.5%
February 2025	\$285,000	\$258,000	+10.5%
March 2025	\$285,000	\$275,000	+3.6%
April 2025	\$300,000	\$309,950	-3.2%
12-Month Avg	\$300,608	\$283,908	+5.9%

## Historical Median Sales Price by Month

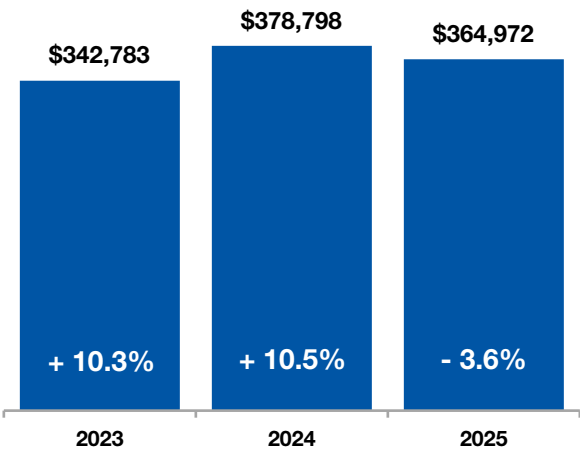


# Average Sales Price

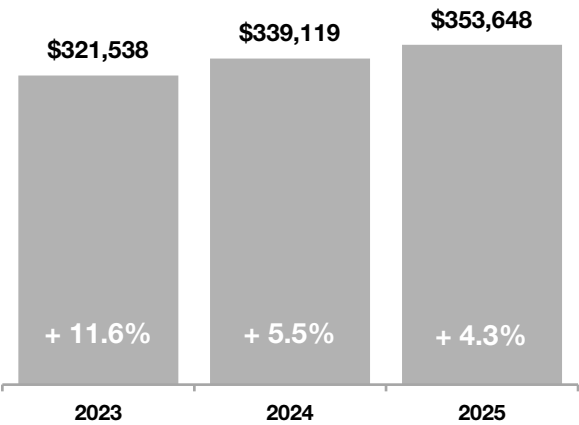
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$359,081	\$390,238	-8.0%
June 2024	\$400,562	\$411,975	-2.8%
July 2024	\$381,387	\$377,934	+0.9%
August 2024	\$382,534	\$364,704	+4.9%
September 2024	\$411,110	\$357,860	+14.9%
October 2024	\$378,960	\$372,501	+1.7%
November 2024	\$397,559	\$307,514	+29.3%
December 2024	\$361,532	\$300,240	+20.4%
January 2025	\$339,525	\$299,127	+13.5%
February 2025	\$365,020	\$304,865	+19.7%
March 2025	\$341,869	\$339,482	+0.7%
April 2025	\$364,972	\$378,798	-3.6%
12-Month Avg	\$373,676	\$350,436	+6.6%

## Historical Average Sales Price by Month



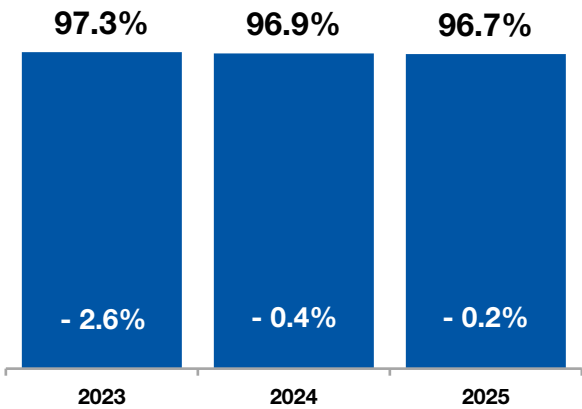


# Percent of Original List Price Received

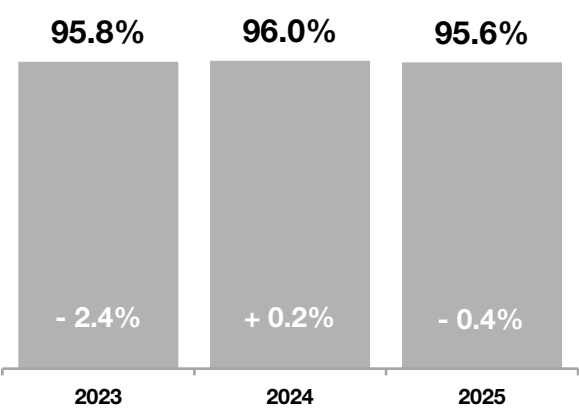
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

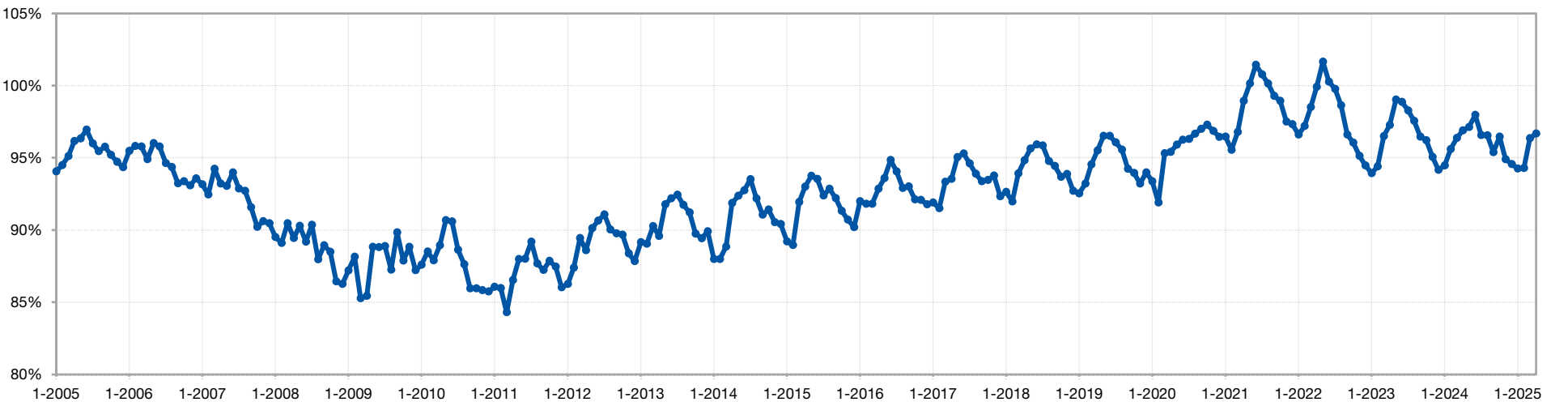


## Year to Date



Pct. of Orig. Price Received	Prior Year	Percent Change
May 2024	97.1%	99.0% -1.9%
June 2024	98.0%	98.9% -0.9%
July 2024	96.6%	98.3% -1.7%
August 2024	96.5%	97.6% -1.1%
September 2024	95.4%	96.5% -1.1%
October 2024	96.5%	96.2% +0.3%
November 2024	94.9%	95.1% -0.2%
December 2024	94.5%	94.2% +0.3%
January 2025	94.2%	94.5% -0.3%
February 2025	94.3%	95.6% -1.4%
March 2025	96.4%	96.4% 0.0%
April 2025	96.7%	96.9% -0.2%
12-Month Avg	95.9%	96.6% -0.7%

## Historical Percent of Original List Price Received by Month

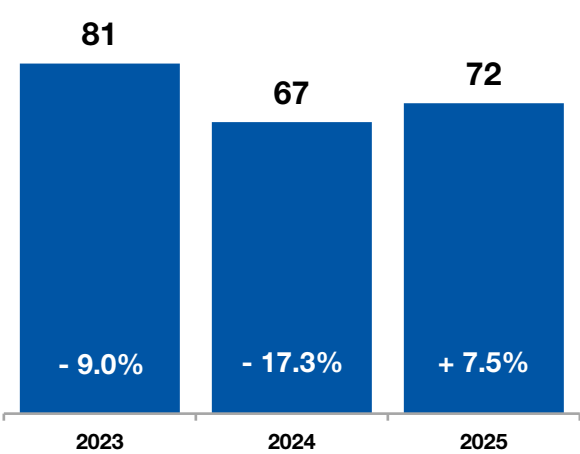


# Housing Affordability Index

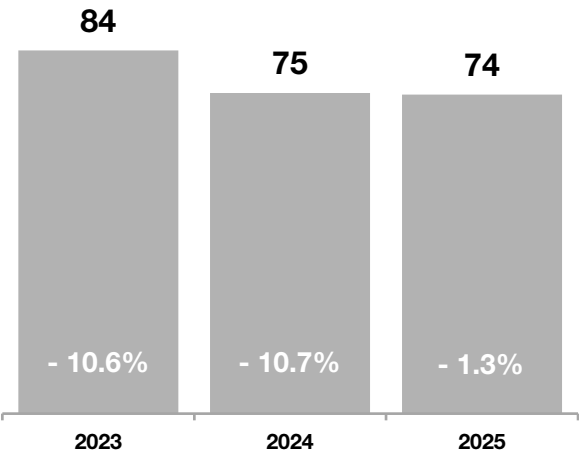
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

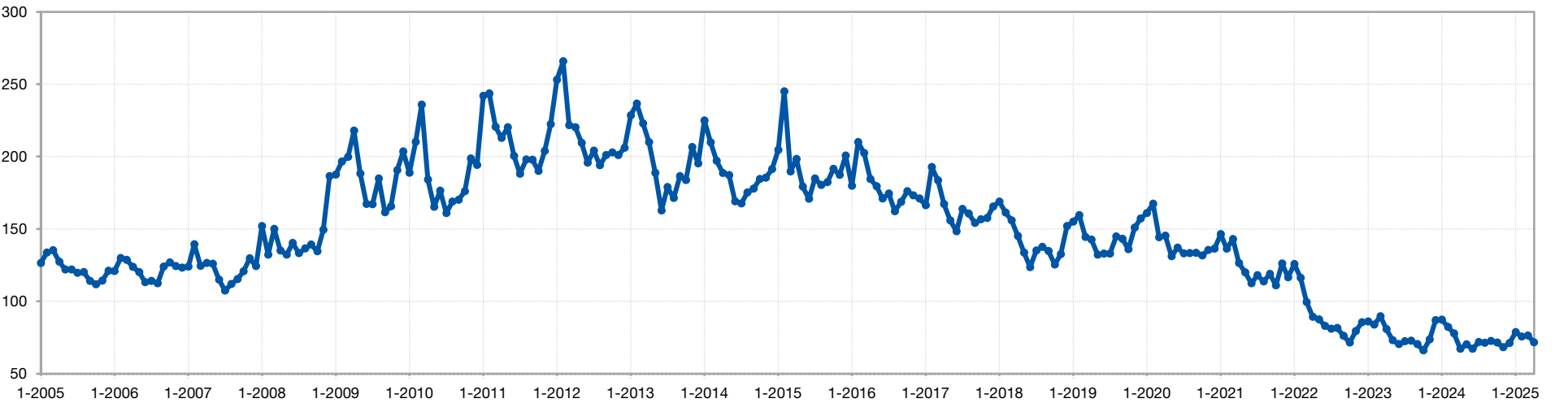


## Year to Date



Affordability Index		Prior Year	Percent Change
May 2024	70	73	-4.1%
June 2024	67	70	-4.3%
July 2024	72	72	0.0%
August 2024	71	73	-2.7%
September 2024	73	70	+4.3%
October 2024	71	66	+7.6%
November 2024	68	74	-8.1%
December 2024	71	87	-18.4%
January 2025	79	87	-9.2%
February 2025	76	82	-7.3%
March 2025	76	78	-2.6%
April 2025	72	67	+7.5%
12-Month Avg	72	75	-4.0%

## Historical Housing Affordability Index by Month

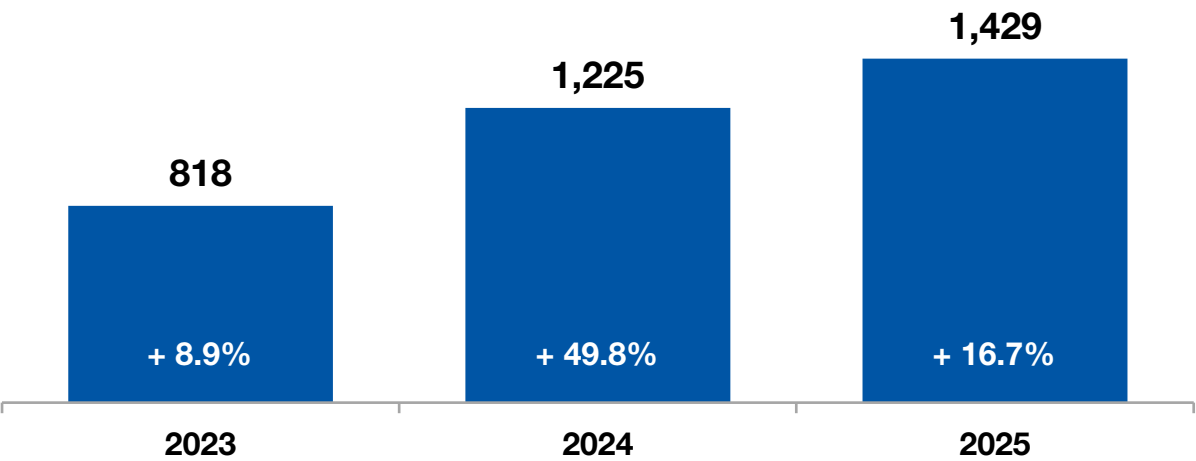


# Inventory of Homes for Sale

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

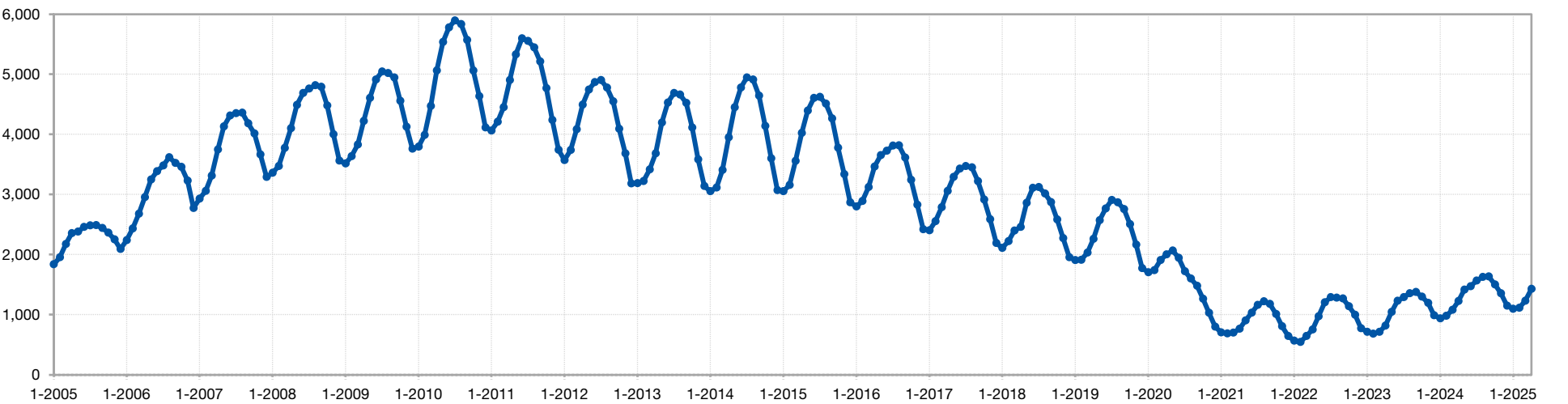


## April



Homes for Sale		Prior Year	Percent Change
May 2024	1,414	1,043	+35.6%
June 2024	1,471	1,228	+19.8%
July 2024	1,567	1,289	+21.6%
August 2024	1,627	1,353	+20.3%
September 2024	1,634	1,376	+18.8%
October 2024	1,502	1,301	+15.4%
November 2024	1,357	1,194	+13.7%
December 2024	1,146	990	+15.8%
January 2025	1,098	939	+16.9%
February 2025	1,114	980	+13.7%
March 2025	1,231	1,079	+14.1%
April 2025	1,429	1,225	+16.7%
12-Month Avg	1,383	1,166	+18.6%

## Historical Inventory of Homes for Sale by Month

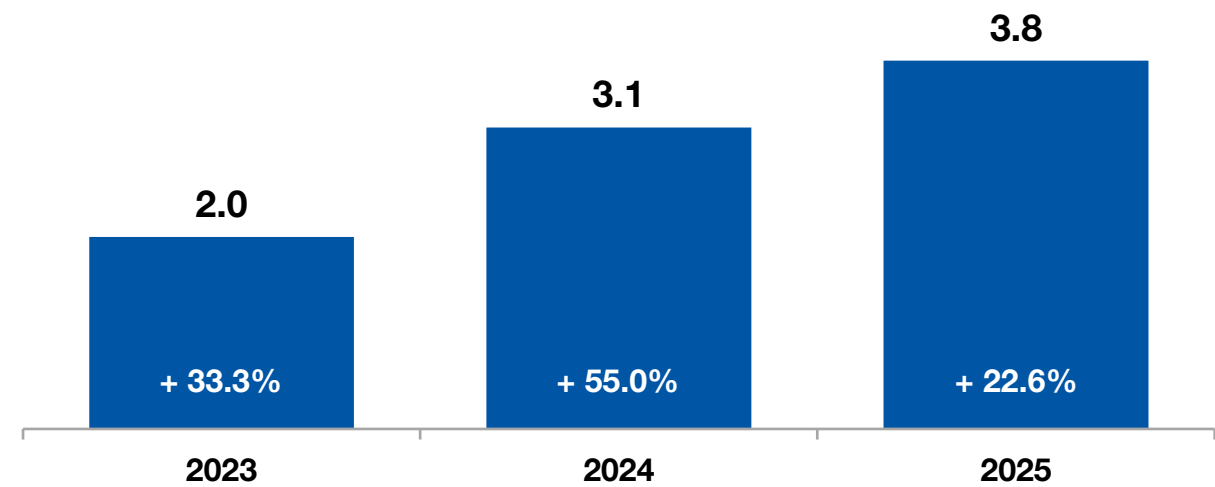


# Months Supply of Inventory

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.

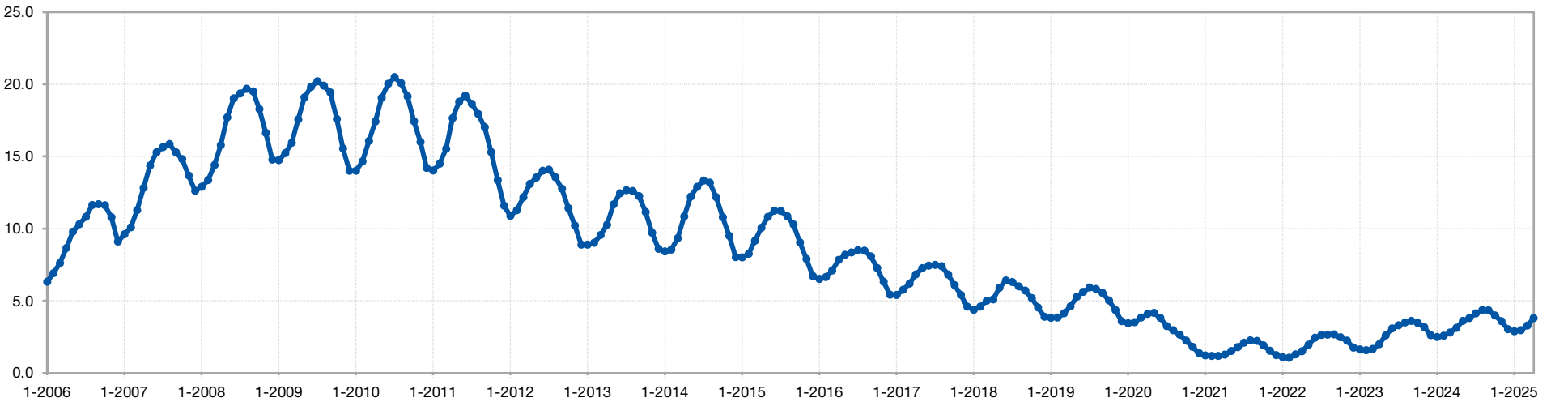


## April



Months Supply		Prior Year	Percent Change
May 2024	3.6	2.6	+38.5%
June 2024	3.8	3.1	+22.6%
July 2024	4.1	3.3	+24.2%
August 2024	4.3	3.5	+22.9%
September 2024	4.3	3.6	+19.4%
October 2024	4.0	3.4	+17.6%
November 2024	3.6	3.2	+12.5%
December 2024	3.0	2.6	+15.4%
January 2025	2.9	2.5	+16.0%
February 2025	3.0	2.6	+15.4%
March 2025	3.3	2.8	+17.9%
April 2025	3.8	3.1	+22.6%
12-Month Avg	3.6	3.0	+20.0%

## 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 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Aitkin	48	41	-14.6%	26	25	-3.8%	\$225,000	\$259,950	+15.5%	29	30	+3.4%	2.9	3.2	+9.0%
Backus	13	12	-7.7%	13	12	-7.7%	\$255,000	\$258,450	+1.4%	9	10	+11.1%	2.6	2.7	+1.9%
Baxter	70	79	+12.9%	31	36	+16.1%	\$374,900	\$322,450	-14.0%	43	45	+4.7%	4.0	3.9	-2.2%
Brainerd	124	131	+5.6%	79	90	+13.9%	\$265,000	\$255,000	-3.8%	64	85	+32.8%	2.2	3.0	+36.7%
Breezy Point	40	37	-7.5%	22	16	-27.3%	\$317,000	\$321,708	+1.5%	20	26	+30.0%	2.7	3.9	+42.8%
Crosby	27	16	-40.7%	22	11	-50.0%	\$200,000	\$190,000	-5.0%	11	11	0.0%	2.8	2.8	0.0%
Crosslake	38	48	+26.3%	15	15	0.0%	\$470,000	\$562,000	+19.6%	33	33	0.0%	4.1	3.6	-12.8%
Cushing	6	8	+33.3%	3	3	0.0%	\$169,500	\$290,000	+71.1%	5	5	0.0%	1.9	2.3	+18.2%
Deerwood	9	15	+66.7%	6	12	+100.0%	\$372,500	\$471,000	+26.4%	7	9	+28.6%	2.3	2.3	+1.9%
Emily	11	7	-36.4%	5	3	-40.0%	\$239,900	\$350,000	+45.9%	9	4	-55.6%	2.4	1.3	-43.7%
Hackensack	18	13	-27.8%	7	5	-28.6%	\$330,000	\$465,000	+40.9%	14	18	+28.6%	2.6	3.4	+28.6%
Isle	27	26	-3.7%	8	9	+12.5%	\$288,750	\$290,000	+0.4%	21	25	+19.0%	4.3	5.2	+19.0%
Little Falls	44	52	+18.2%	32	37	+15.6%	\$210,000	\$220,000	+4.8%	22	25	+13.6%	1.7	2.0	+18.9%
Longville	9	22	+144.4%	7	10	+42.9%	\$220,000	\$406,500	+84.8%	11	14	+27.3%	2.6	3.1	+20.8%
Menahga	14	14	0.0%	10	11	+10.0%	\$281,000	\$270,000	-3.9%	9	14	+55.6%	2.1	4.1	+93.5%
Motley	21	14	-33.3%	10	9	-10.0%	\$326,500	\$297,000	-9.0%	15	10	-33.3%	4.1	2.3	-44.4%
Nevis	16	16	0.0%	7	12	+71.4%	\$475,000	\$440,000	-7.4%	11	14	+27.3%	3.2	3.8	+18.0%
Nisswa	37	33	-10.8%	21	18	-14.3%	\$675,000	\$768,950	+13.9%	39	30	-23.1%	5.1	3.9	-23.1%
Park Rapids	68	60	-11.8%	33	31	-6.1%	\$330,000	\$248,800	-24.6%	48	41	-14.6%	3.6	3.3	-9.5%
Pequot Lakes	37	43	+16.2%	14	19	+35.7%	\$375,500	\$373,128	-0.6%	44	44	0.0%	7.2	6.9	-5.2%
Pillager	11	26	+136.4%	3	10	+233.3%	\$267,500	\$359,000	+34.2%	6	8	+33.3%	1.2	2.1	+78.9%
Pine River	18	21	+16.7%	17	8	-52.9%	\$205,000	\$259,000	+26.3%	6	15	+150.0%	1.1	3.0	+162.5%
Staples	15	17	+13.3%	19	13	-31.6%	\$200,000	\$187,500	-6.3%	8	12	+50.0%	1.6	2.9	+83.7%
Walker	28	29	+3.6%	13	9	-30.8%	\$370,000	\$400,000	+8.1%	34	35	+2.9%	6.9	8.9	+29.2%