



# Monthly Indicators

## June 2025

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

## Activity Snapshot

**+ 9.8%**      **+ 1.8%**      **+ 23.0%**

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

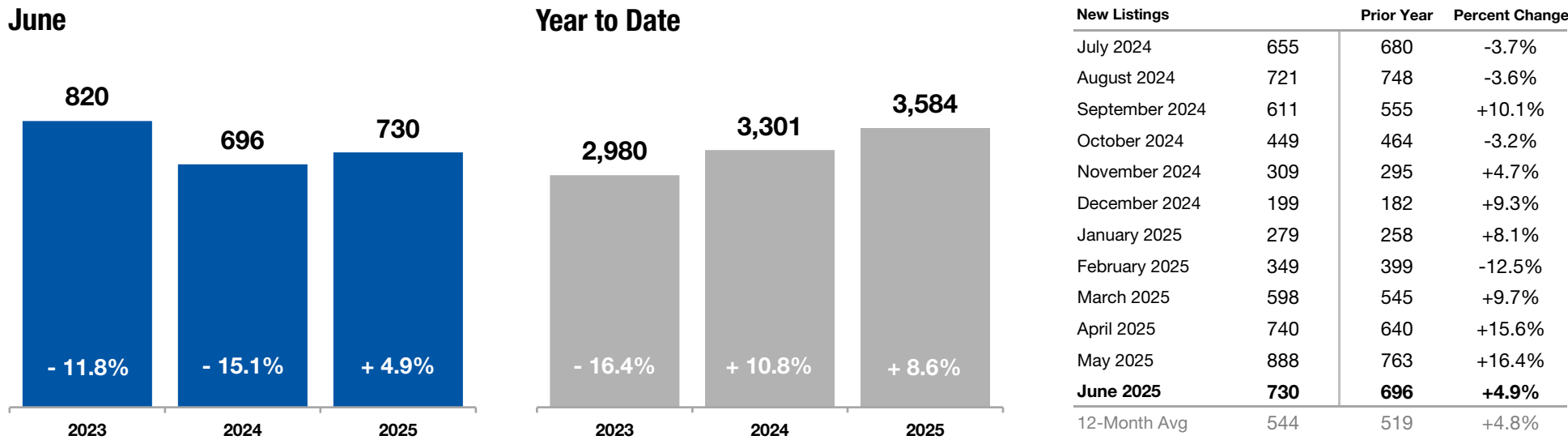
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



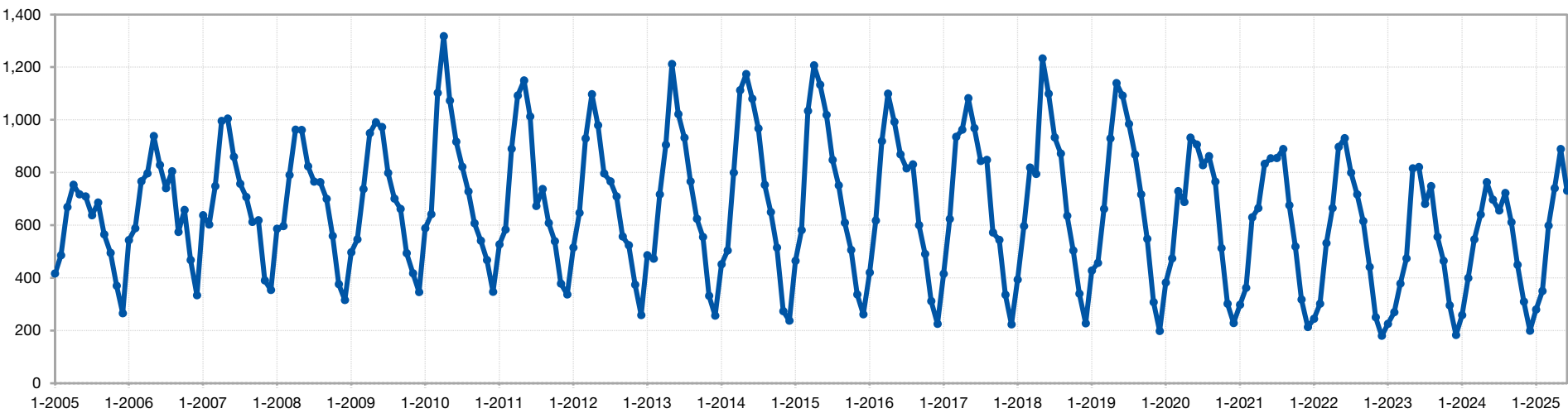
Key Metrics	Historical Sparkbars	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		696	730	+ 4.9%	3,301	3,584	+ 8.6%
Pending Sales		503	507	+ 0.8%	2,270	2,233	- 1.6%
Closed Sales		479	526	+ 9.8%	1,986	1,966	- 1.0%
Days on Market		38	44	+ 15.8%	52	57	+ 9.6%
Median Sales Price		\$318,500	\$324,350	+ 1.8%	\$295,000	\$299,900	+ 1.7%
Avg. Sales Price		\$400,562	\$398,137	- 0.6%	\$358,511	\$368,860	+ 2.9%
Pct. of Orig. Price Received		98.0%	97.5%	- 0.5%	96.8%	96.3%	- 0.5%
Affordability Index		67	66	- 1.5%	72	72	0.0%
Homes for Sale		1,472	1,810	+ 23.0%	--	--	--
Months Supply		3.8	4.8	+ 26.3%	--	--	--

# New Listings

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



## Historical New Listings by Month

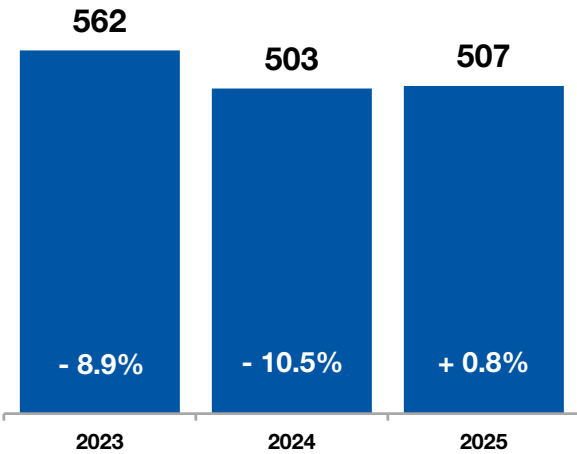


# Pending Sales

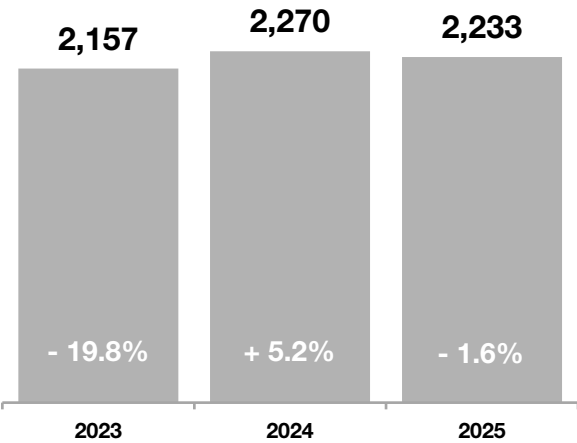
A count of the properties on which offers have been accepted in a given month.



## June

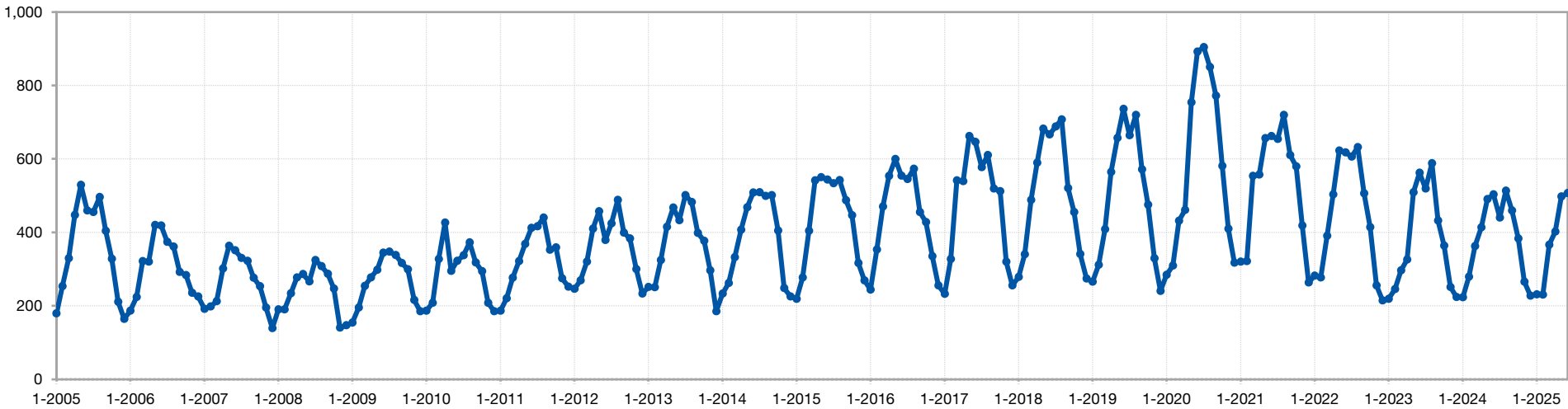


## Year to Date



Pending Sales		Prior Year	Percent Change
July 2024	440	519	-15.2%
August 2024	513	588	-12.8%
September 2024	459	432	+6.3%
October 2024	383	364	+5.2%
November 2024	265	251	+5.6%
December 2024	227	224	+1.3%
January 2025	231	223	+3.6%
February 2025	230	279	-17.6%
March 2025	366	362	+1.1%
April 2025	402	413	-2.7%
May 2025	497	490	+1.4%
June 2025	507	503	+0.8%
12-Month Avg	377	387	-2.6%

## Historical Pending Sales by Month

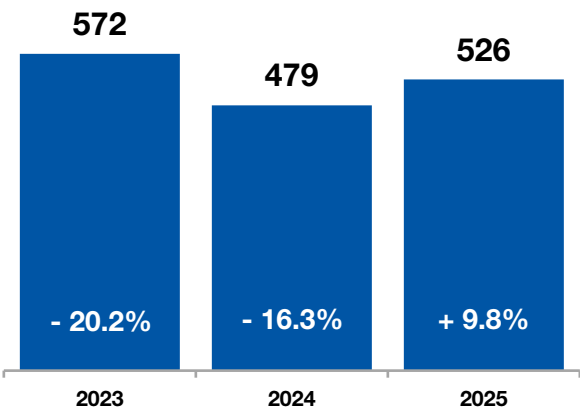


# Closed Sales

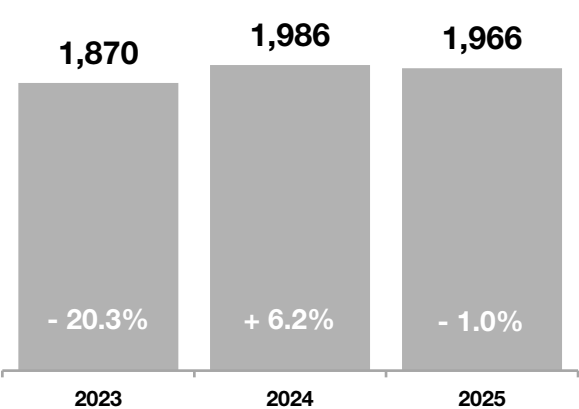
A count of the actual sales that closed in a given month.



## June

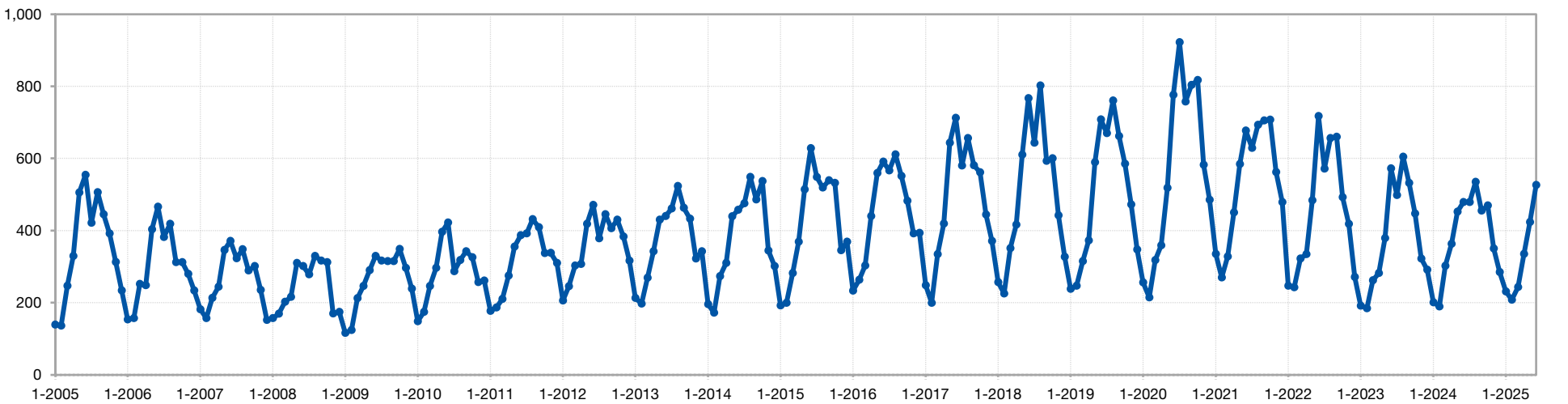


## Year to Date



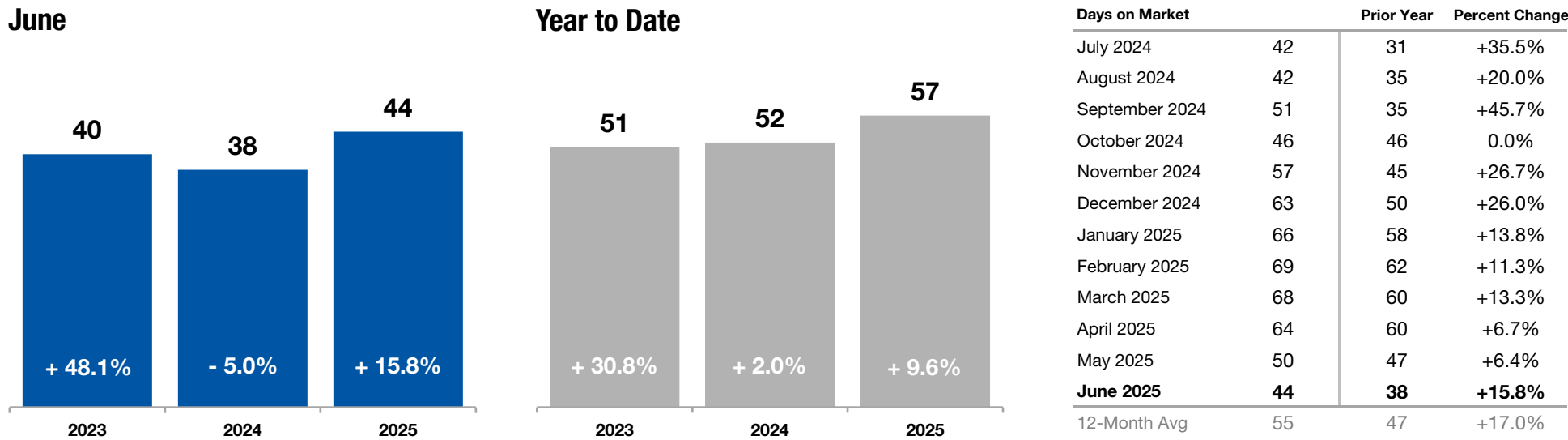
Closed Sales		Prior Year	Percent Change
July 2024	479	498	-3.8%
August 2024	535	604	-11.4%
September 2024	455	532	-14.5%
October 2024	469	447	+4.9%
November 2024	350	322	+8.7%
December 2024	285	291	-2.1%
January 2025	231	201	+14.9%
February 2025	208	189	+10.1%
March 2025	243	302	-19.5%
April 2025	335	363	-7.7%
May 2025	423	452	-6.4%
June 2025	526	479	+9.8%
12-Month Avg	378	390	-3.1%

## Historical Closed Sales by Month

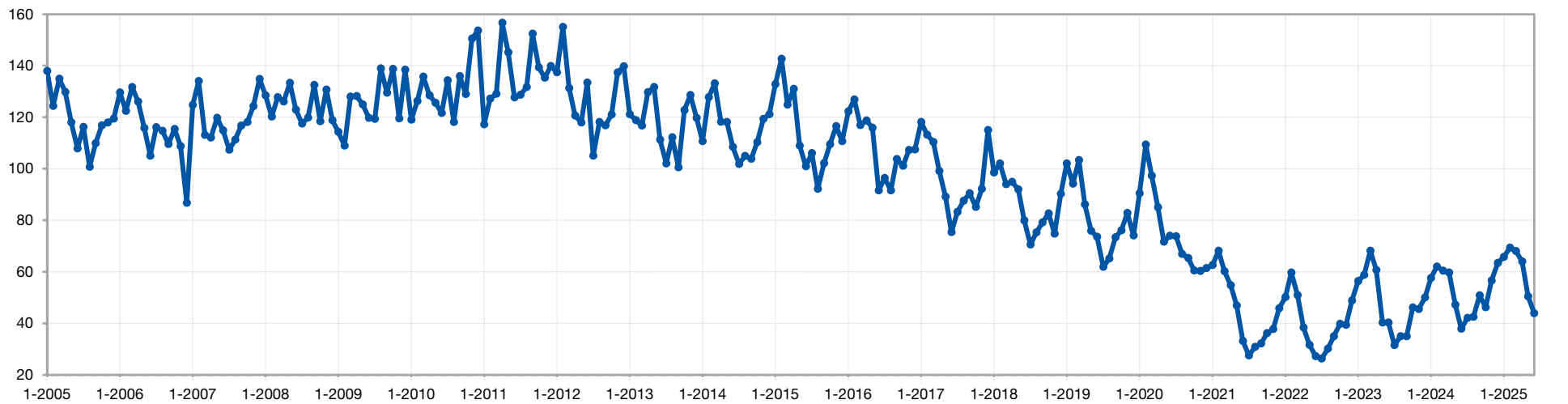


# Days on Market Until Sale

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

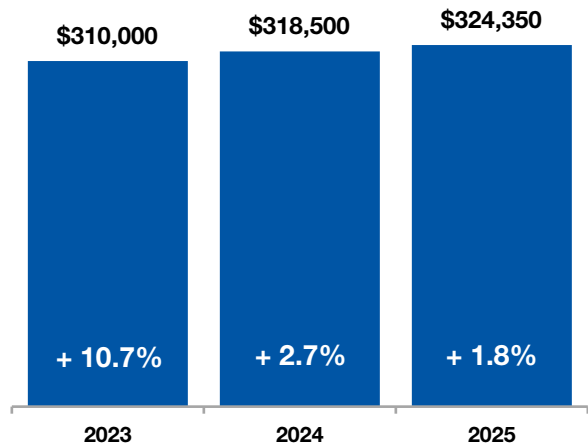


# Median Sales Price

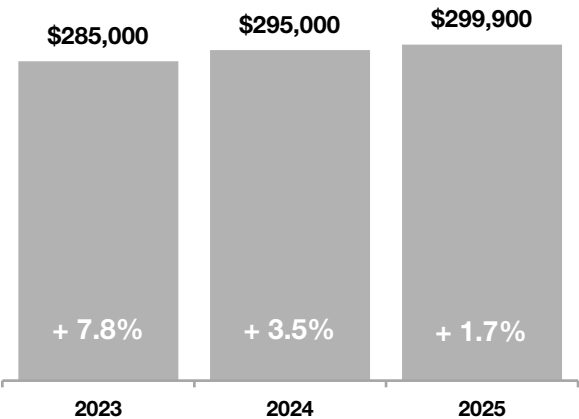
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## June

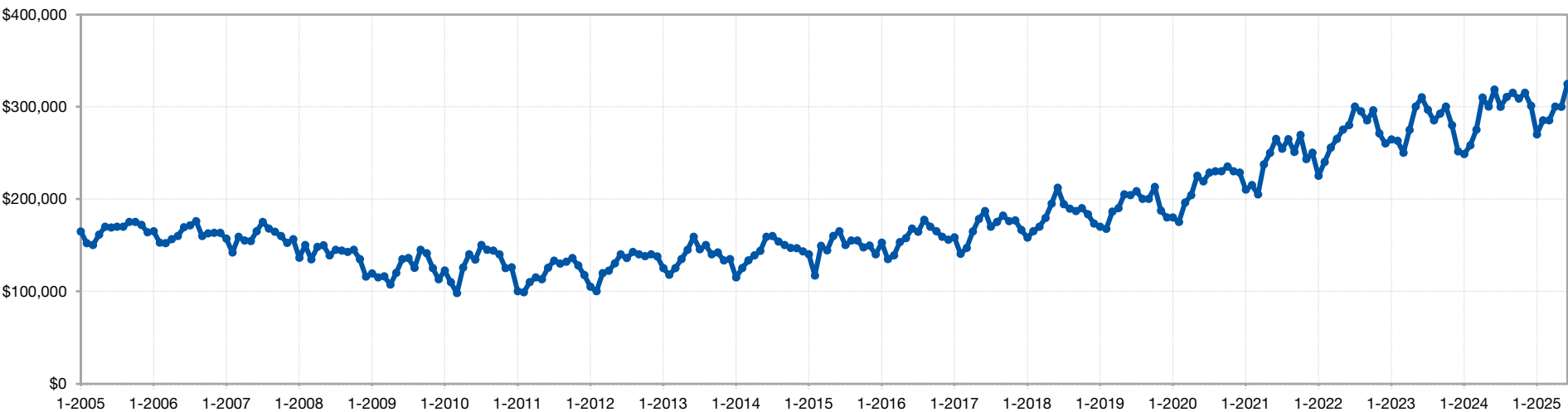


## Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$308,750	\$299,950 +2.9%
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%
May 2025	\$299,900	\$300,000 -0.0%
June 2025	\$324,350	\$318,500 +1.8%
12-Month Avg	\$301,192	\$284,617 +5.8%

## Historical Median Sales Price by Month

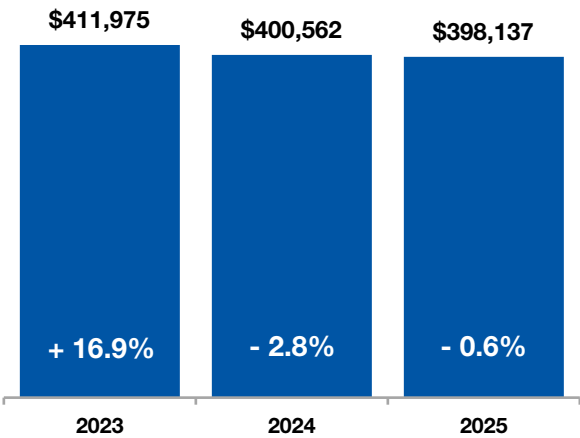


# Average Sales Price

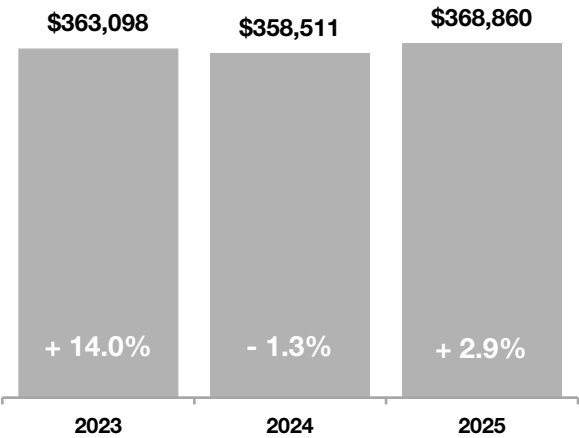
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



## Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$379,332	\$372,501	+1.8%
November 2024	\$396,824	\$307,514	+29.0%
December 2024	\$361,532	\$300,240	+20.4%
January 2025	\$339,525	\$299,127	+13.5%
February 2025	\$367,605	\$304,865	+20.6%
March 2025	\$341,869	\$339,482	+0.7%
April 2025	\$365,345	\$378,798	-3.6%
May 2025	\$367,514	\$359,081	+2.3%
June 2025	\$398,137	\$400,562	-0.6%
12-Month Avg	\$374,393	\$346,889	+7.9%

## Historical Average Sales Price by Month



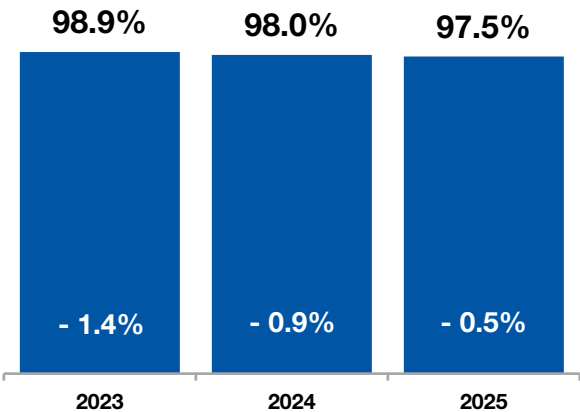


# Percent of Original List Price Received

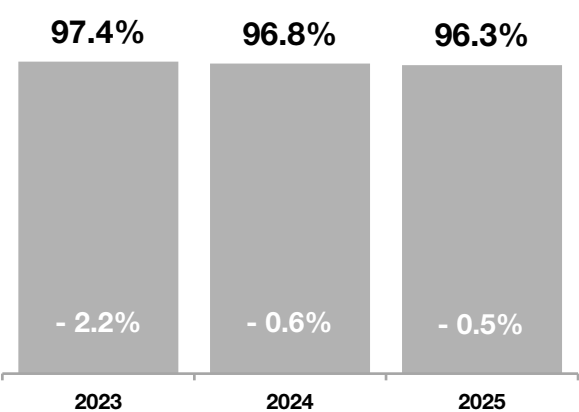
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June

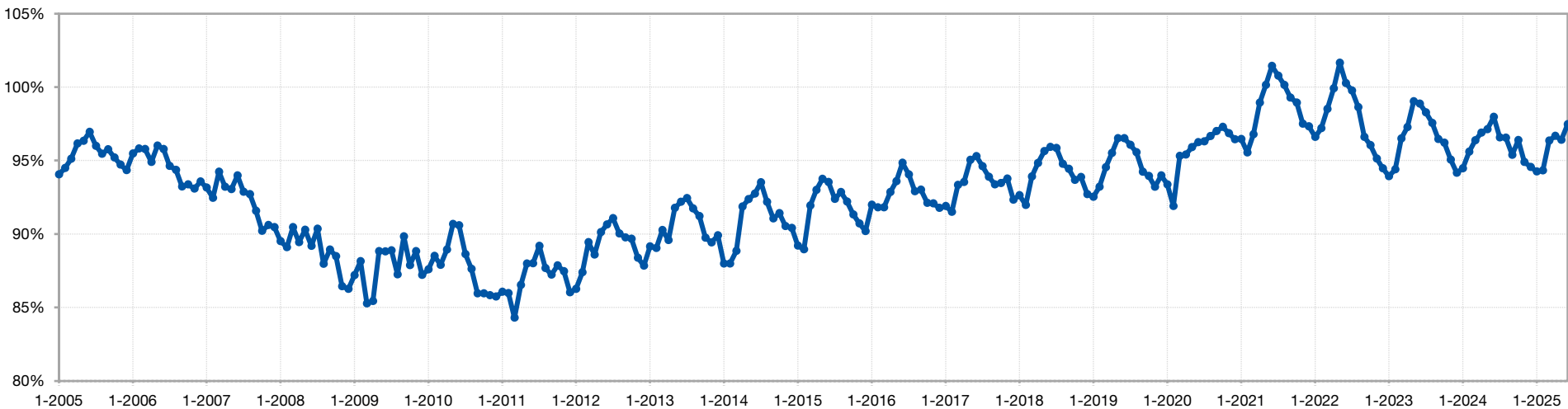


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.4%	96.2%	+0.2%
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%
May 2025	96.4%	97.1%	-0.7%
June 2025	97.5%	98.0%	-0.5%
12-Month Avg	95.8%	96.3%	-0.5%

## Historical Percent of Original List Price Received by Month

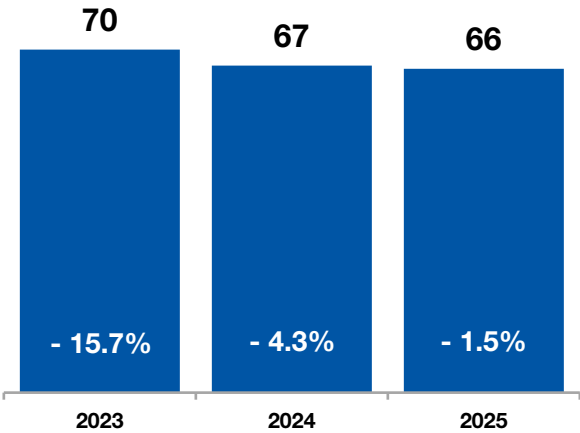


# Housing Affordability Index

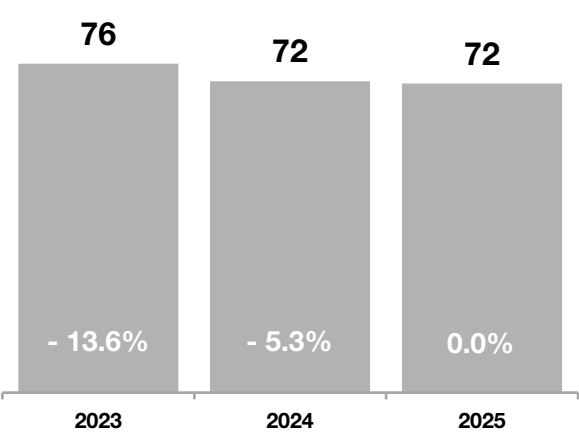
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## June



## Year to Date



Affordability Index		Prior Year	Percent Change
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%
May 2025	71	70	+1.4%
June 2025	66	67	-1.5%
12-Month Avg	72	74	-2.7%

## Historical Housing Affordability Index by Month

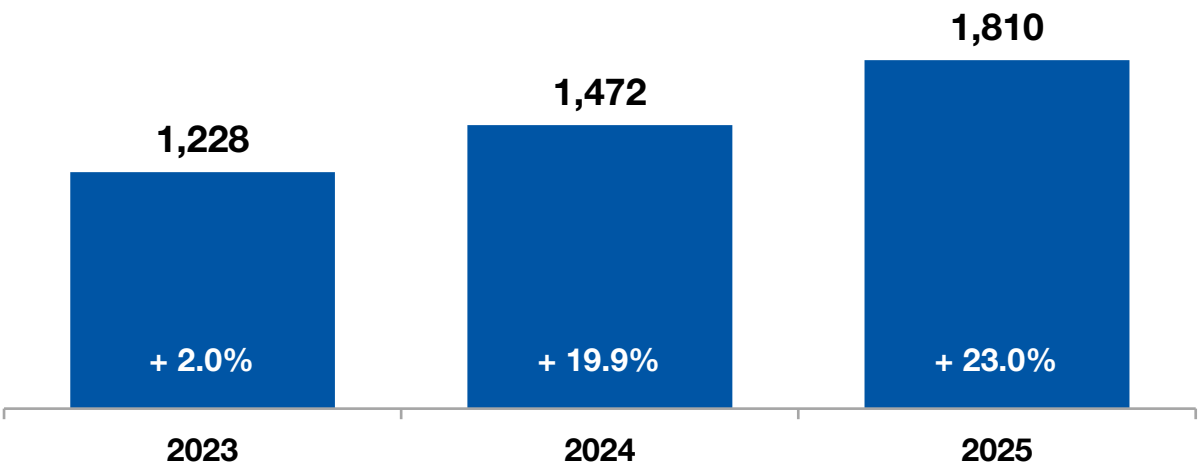


# Inventory of Homes for Sale

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

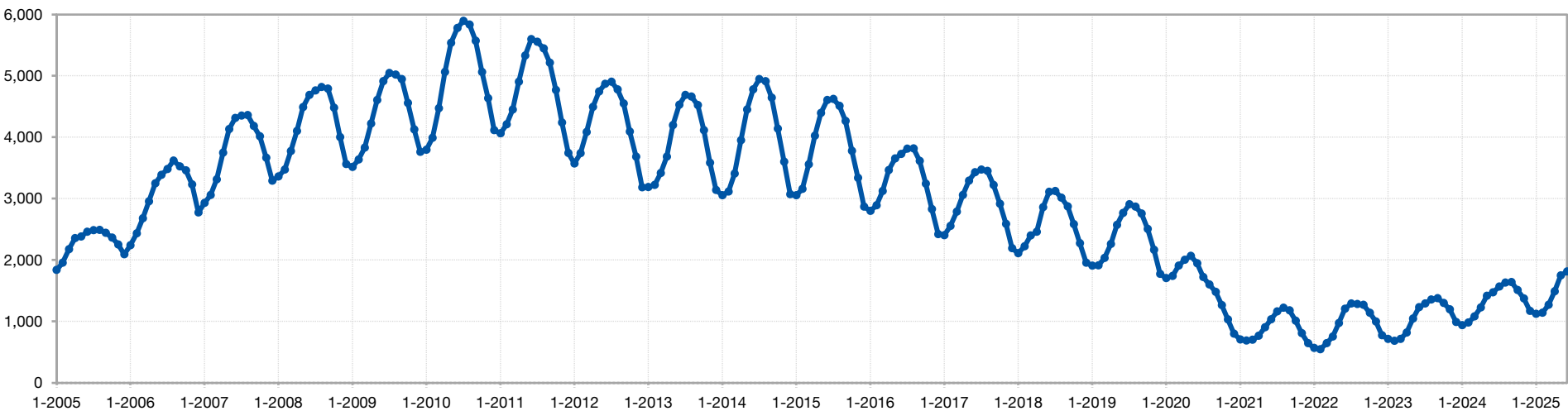


## June



Homes for Sale		Prior Year	Percent Change
July 2024	1,568	1,289	+21.6%
August 2024	1,629	1,353	+20.4%
September 2024	1,639	1,376	+19.1%
October 2024	1,512	1,301	+16.2%
November 2024	1,374	1,194	+15.1%
December 2024	1,168	990	+18.0%
January 2025	1,122	939	+19.5%
February 2025	1,141	980	+16.4%
March 2025	1,267	1,079	+17.4%
April 2025	1,489	1,225	+21.6%
May 2025	1,747	1,414	+23.6%
June 2025	1,810	1,472	+23.0%
12-Month Avg	1,456	1,218	+19.5%

## Historical Inventory of Homes for Sale by Month

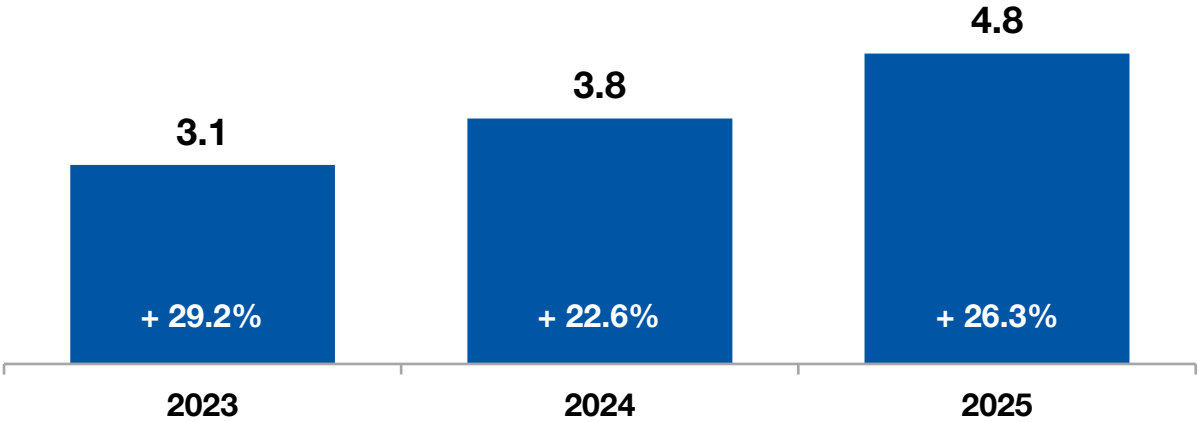


# Months Supply of Inventory

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.

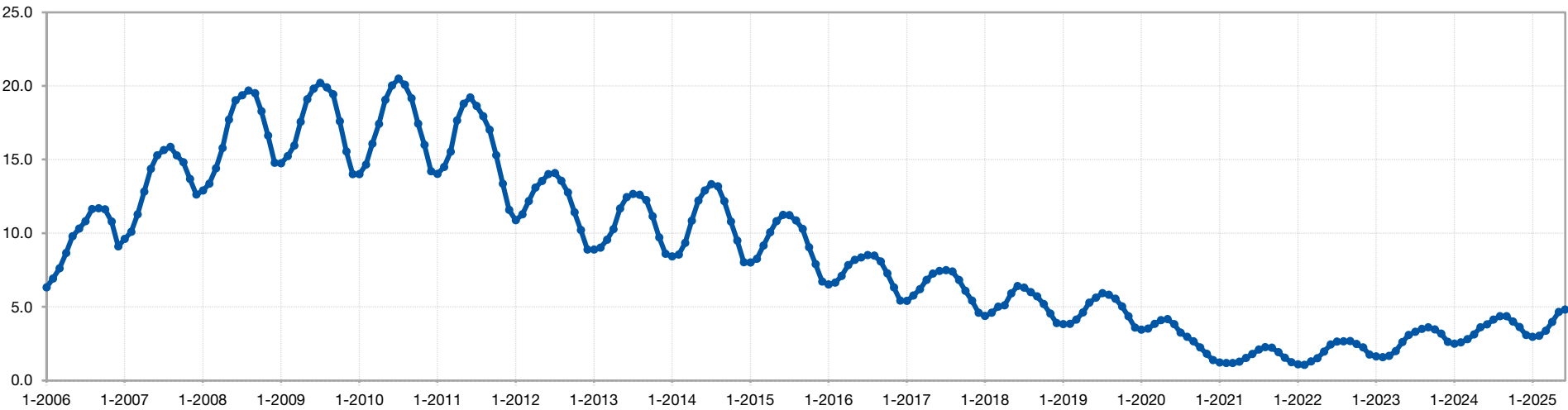


## June



Months Supply		Prior Year	Percent Change
July 2024	4.1	3.3	+24.2%
August 2024	4.3	3.5	+22.9%
September 2024	4.4	3.6	+22.2%
October 2024	4.0	3.4	+17.6%
November 2024	3.6	3.2	+12.5%
December 2024	3.1	2.6	+19.2%
January 2025	2.9	2.5	+16.0%
February 2025	3.0	2.6	+15.4%
March 2025	3.4	2.8	+21.4%
April 2025	4.0	3.1	+29.0%
May 2025	4.6	3.6	+27.8%
June 2025	4.8	3.8	+26.3%
12-Month Avg	3.9	3.2	+21.9%

## 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	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -
Aitkin	89	86	-3.4%	51	50	-2.0%	\$279,900	\$322,500	+15.2%	33	44	+33.3%	3.3	4.8	+46.8%
Backus	30	33	+10.0%	20	20	0.0%	\$289,900	\$240,700	-17.0%	10	16	+60.0%	2.7	4.6	+73.7%
Baxter	116	128	+10.3%	66	68	+3.0%	\$333,700	\$355,000	+6.4%	43	49	+14.0%	3.7	4.5	+20.9%
Brainerd	236	229	-3.0%	151	149	-1.3%	\$290,000	\$267,000	-7.9%	84	96	+14.3%	2.9	3.4	+17.3%
Breezy Point	71	69	-2.8%	43	34	-20.9%	\$379,395	\$354,950	-6.4%	27	25	-7.4%	3.8	3.4	-9.5%
Crosby	41	28	-31.7%	31	19	-38.7%	\$223,000	\$200,000	-10.3%	11	10	-9.1%	2.4	2.7	+15.7%
Crosslake	71	86	+21.1%	43	38	-11.6%	\$470,000	\$596,000	+26.8%	38	46	+21.1%	5.0	5.4	+8.6%
Cushing	13	12	-7.7%	6	5	-16.7%	\$769,000	\$290,000	-62.3%	8	6	-25.0%	4.2	2.7	-35.9%
Deerwood	19	24	+26.3%	10	16	+60.0%	\$304,050	\$475,000	+56.2%	8	11	+37.5%	2.8	2.8	+2.2%
Emily	21	19	-9.5%	15	9	-40.0%	\$305,000	\$295,000	-3.3%	8	10	+25.0%	2.1	3.8	+84.9%
Hackensack	40	33	-17.5%	23	12	-47.8%	\$425,000	\$387,501	-8.8%	17	20	+17.6%	2.9	3.9	+34.5%
Isle	55	46	-16.4%	22	21	-4.5%	\$264,750	\$290,000	+9.5%	28	30	+7.1%	5.2	7.1	+36.6%
Little Falls	77	85	+10.4%	59	77	+30.5%	\$228,500	\$239,900	+5.0%	19	25	+31.6%	1.4	2.0	+43.0%
Longville	25	37	+48.0%	16	22	+37.5%	\$327,500	\$381,500	+16.5%	16	17	+6.3%	4.3	3.8	-12.0%
Menahga	27	31	+14.8%	16	17	+6.3%	\$328,750	\$262,500	-20.2%	16	24	+50.0%	4.1	7.0	+72.0%
Motley	38	26	-31.6%	19	14	-26.3%	\$285,000	\$308,500	+8.2%	18	17	-5.6%	4.6	4.6	-0.9%
Nevis	32	41	+28.1%	17	21	+23.5%	\$410,000	\$405,000	-1.2%	13	26	+100.0%	3.6	7.0	+95.1%
Nisswa	65	63	-3.1%	39	29	-25.6%	\$625,000	\$599,000	-4.2%	35	34	-2.9%	4.6	4.7	+3.9%
Park Rapids	123	119	-3.3%	61	62	+1.6%	\$299,900	\$256,900	-14.3%	67	59	-11.9%	5.1	4.6	-9.7%
Pequot Lakes	60	67	+11.7%	29	39	+34.5%	\$420,000	\$373,128	-11.2%	48	41	-14.6%	8.0	6.0	-25.0%
Pillager	19	37	+94.7%	12	27	+125.0%	\$265,000	\$330,000	+24.5%	5	8	+60.0%	1.1	2.1	+90.9%
Pine River	40	42	+5.0%	27	20	-25.9%	\$210,000	\$259,000	+23.3%	11	19	+72.7%	2.0	3.8	+90.0%
Staples	30	35	+16.7%	27	20	-25.9%	\$230,000	\$183,700	-20.1%	9	16	+77.8%	1.6	4.2	+155.1%
Walker	44	59	+34.1%	27	19	-29.6%	\$310,000	\$530,000	+71.0%	36	45	+25.0%	7.3	10.2	+39.2%