



Monthly Indicators

July 2025

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

Activity Snapshot

+ 11.0% **+ 16.9%** **+ 19.3%**

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

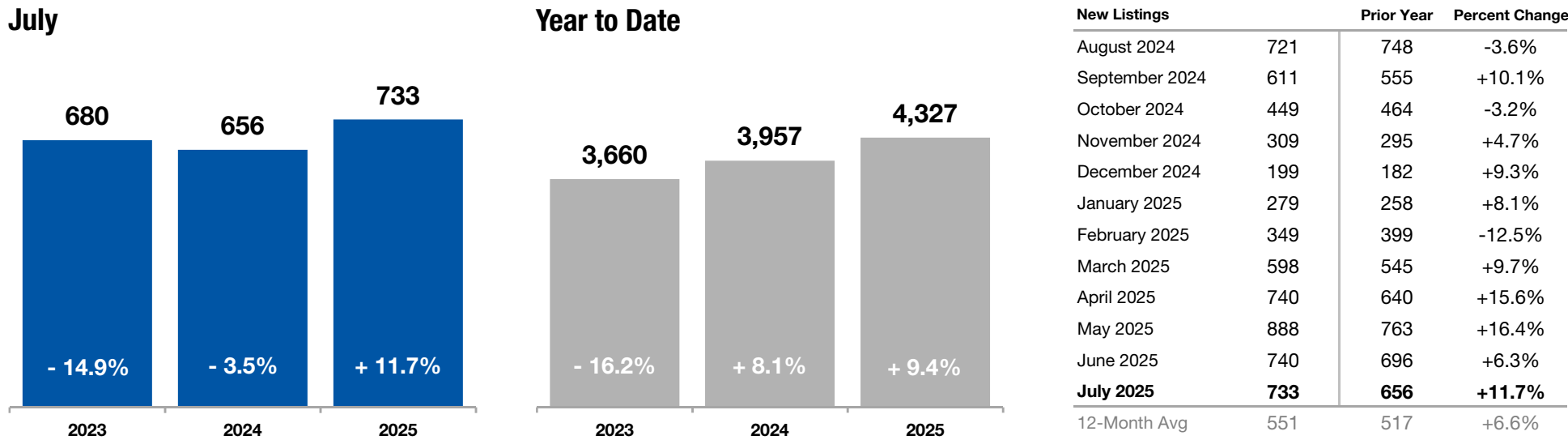
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



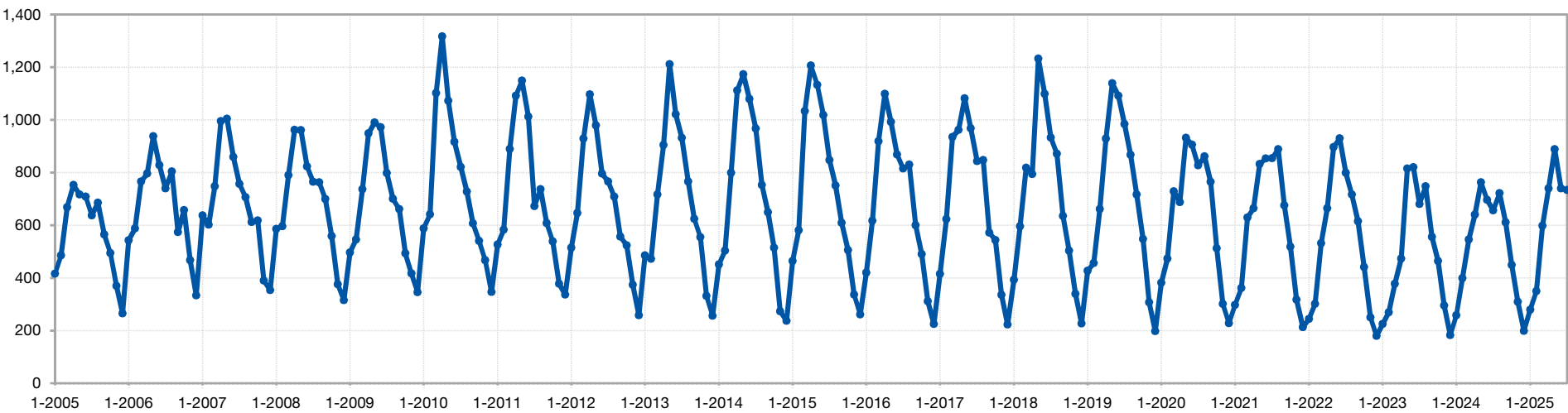
Key Metrics	Historical Sparkbars	7-2024	7-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		656	733	+ 11.7%	3,957	4,327	+ 9.4%
Pending Sales		441	521	+ 18.1%	2,711	2,749	+ 1.4%
Closed Sales		480	533	+ 11.0%	2,466	2,502	+ 1.5%
Days on Market		42	50	+ 19.0%	50	56	+ 12.0%
Median Sales Price		\$299,950	\$350,500	+ 16.9%	\$297,000	\$305,500	+ 2.9%
Avg. Sales Price		\$382,850	\$426,705	+ 11.5%	\$363,210	\$381,068	+ 4.9%
Pct. of Orig. Price Received		96.6%	96.4%	- 0.2%	96.7%	96.3%	- 0.4%
Affordability Index		72	62	- 13.9%	72	71	- 1.4%
Homes for Sale		1,568	1,870	+ 19.3%	--	--	--
Months Supply		4.1	4.9	+ 19.5%	--	--	--

New Listings

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



Historical New Listings by Month

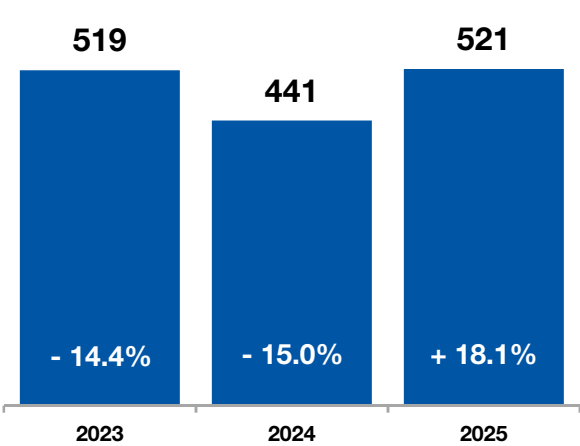


Pending Sales

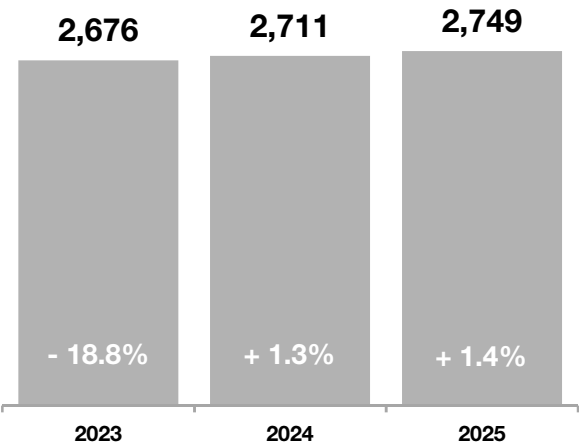
A count of the properties on which offers have been accepted in a given month.



July

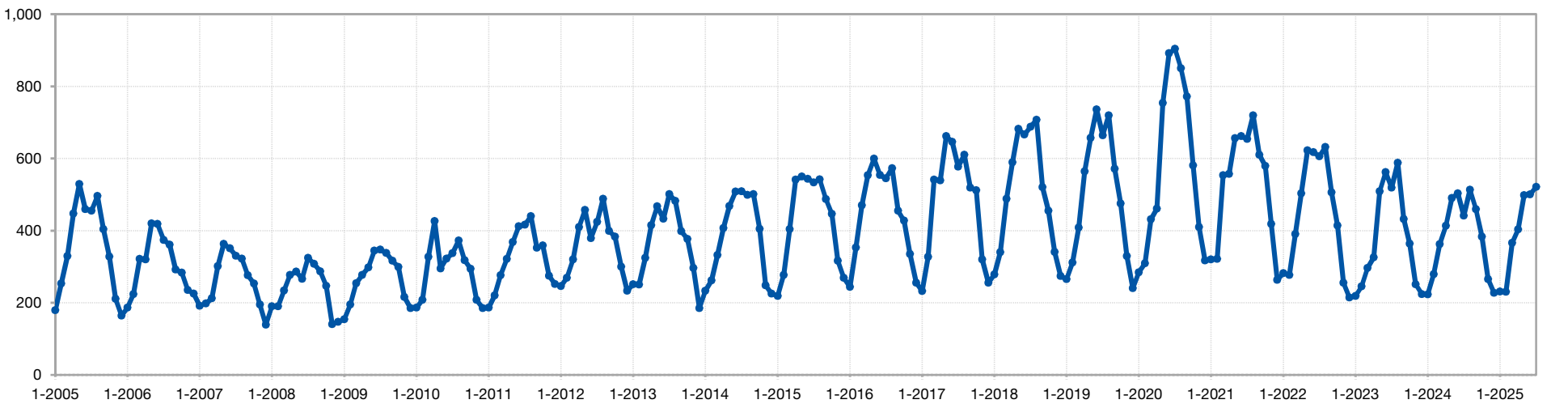


Year to Date



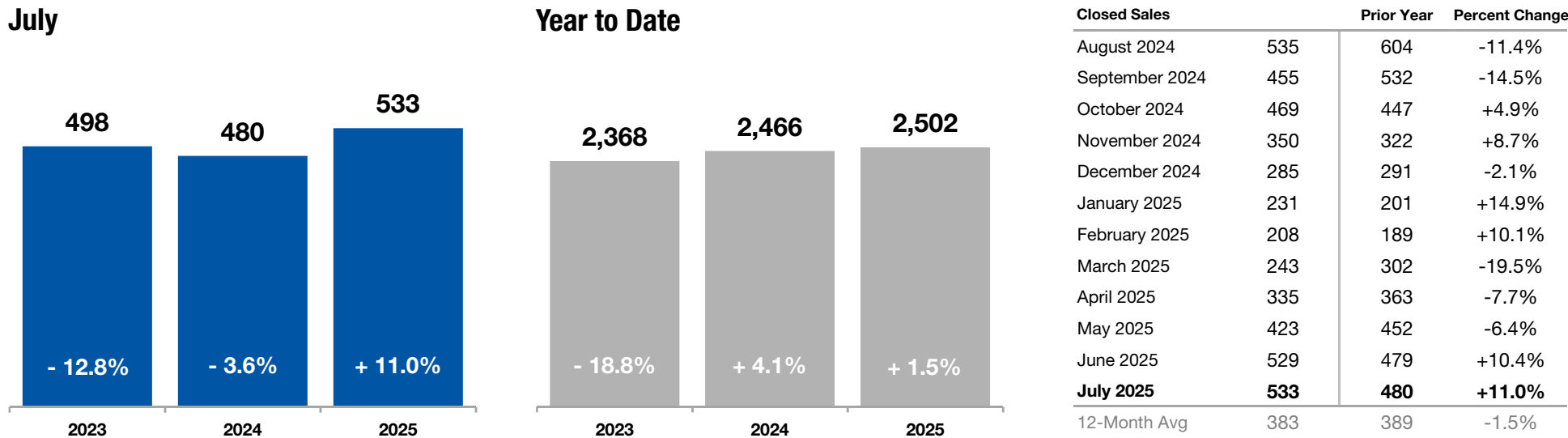
Pending Sales		Prior Year	Percent Change
August 2024	513	588	-12.8%
September 2024	459	432	+6.3%
October 2024	383	364	+5.2%
November 2024	265	251	+5.6%
December 2024	227	224	+1.3%
January 2025	231	223	+3.6%
February 2025	230	279	-17.6%
March 2025	366	362	+1.1%
April 2025	403	413	-2.4%
May 2025	498	490	+1.6%
June 2025	500	503	-0.6%
July 2025	521	441	+18.1%
12-Month Avg	383	381	+0.5%

Historical Pending Sales by Month

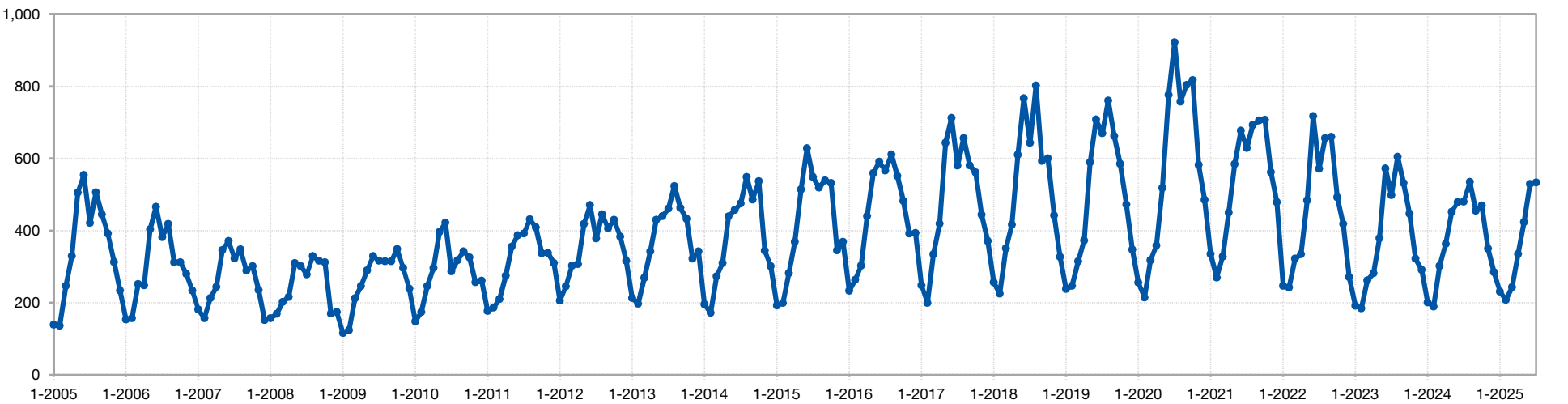


Closed Sales

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

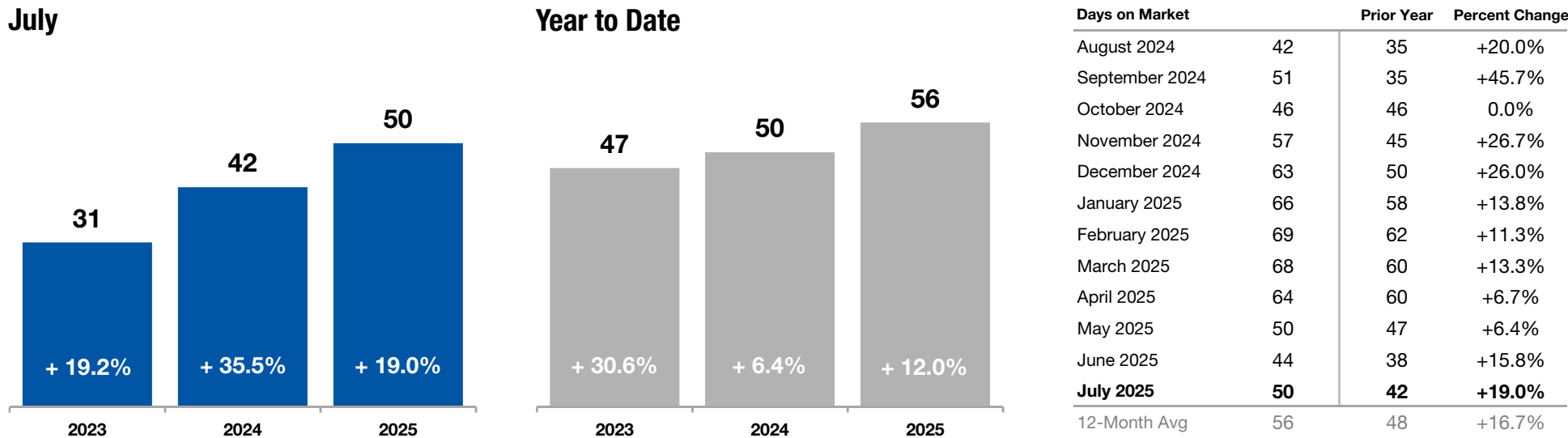


Historical Closed Sales by Month

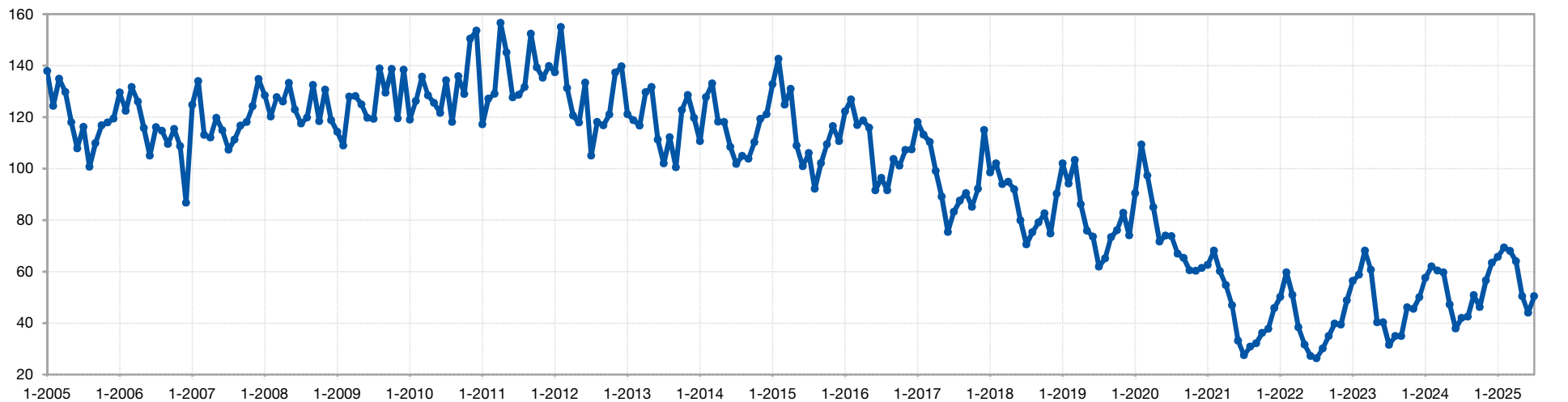


Days on Market Until Sale

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

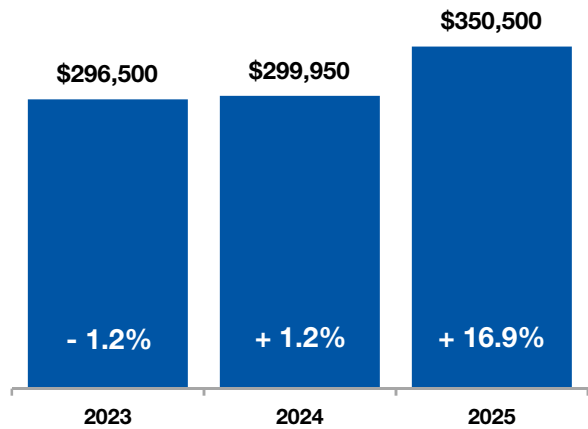


Median Sales Price

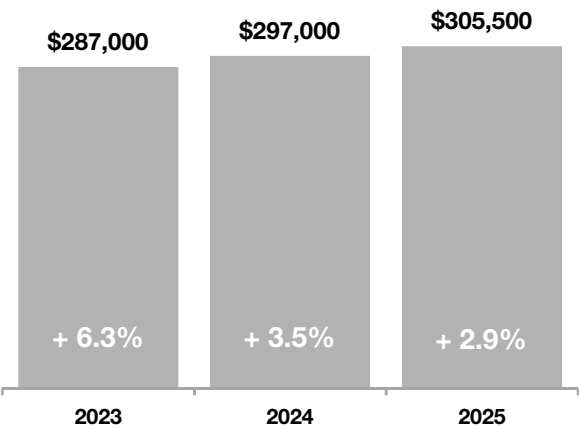
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July

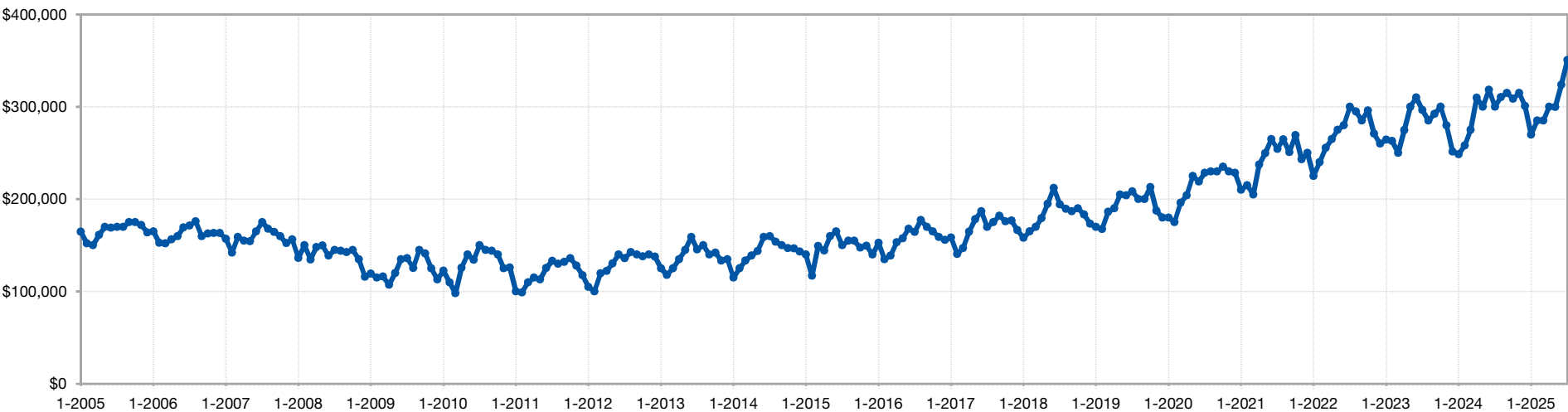


Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$323,900	\$318,500 +1.7%
July 2025	\$350,500	\$299,950 +16.9%
12-Month Avg	\$305,371	\$284,904 +7.2%

Historical Median Sales Price by Month

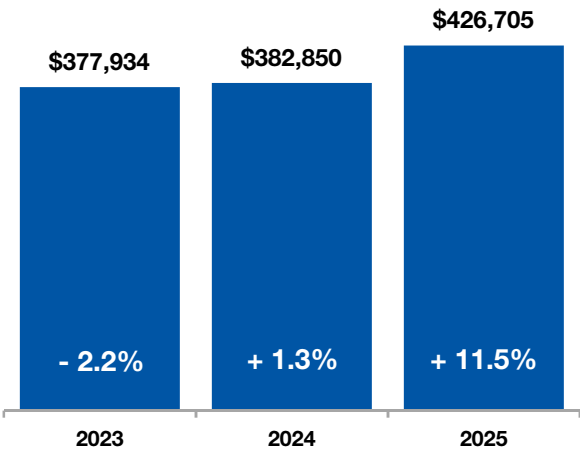


Average Sales Price

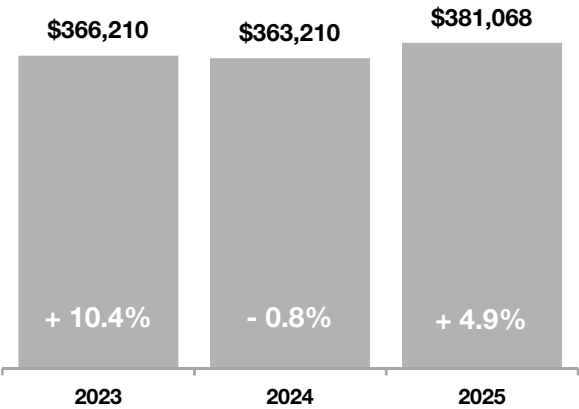
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$397,446	\$400,562	-0.8%
July 2025	\$426,705	\$382,850	+11.5%
12-Month Avg	\$378,112	\$347,299	+8.9%

Historical Average Sales Price by Month

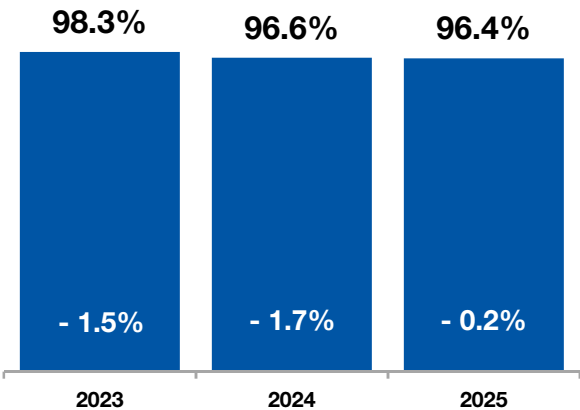


Percent of Original List Price Received

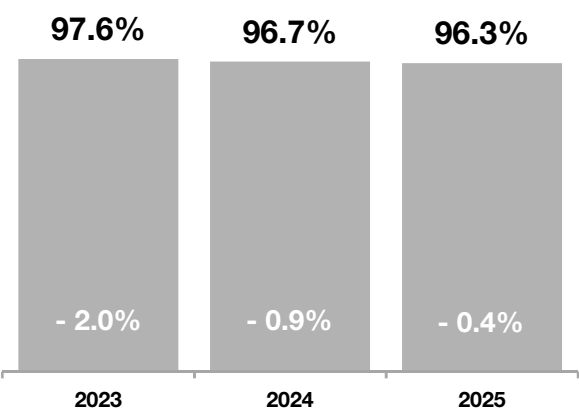
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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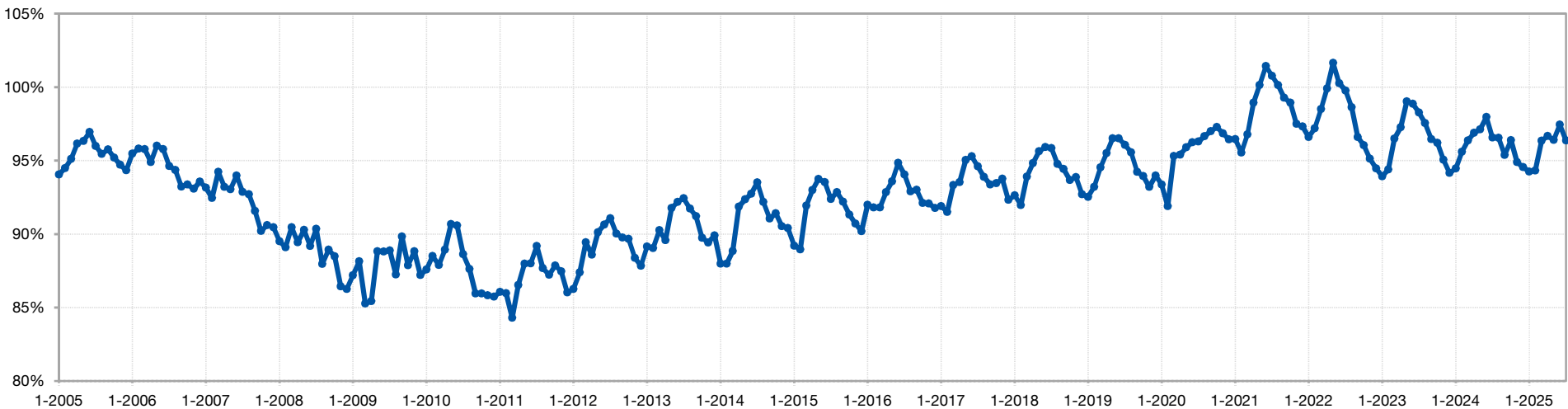


Year to Date



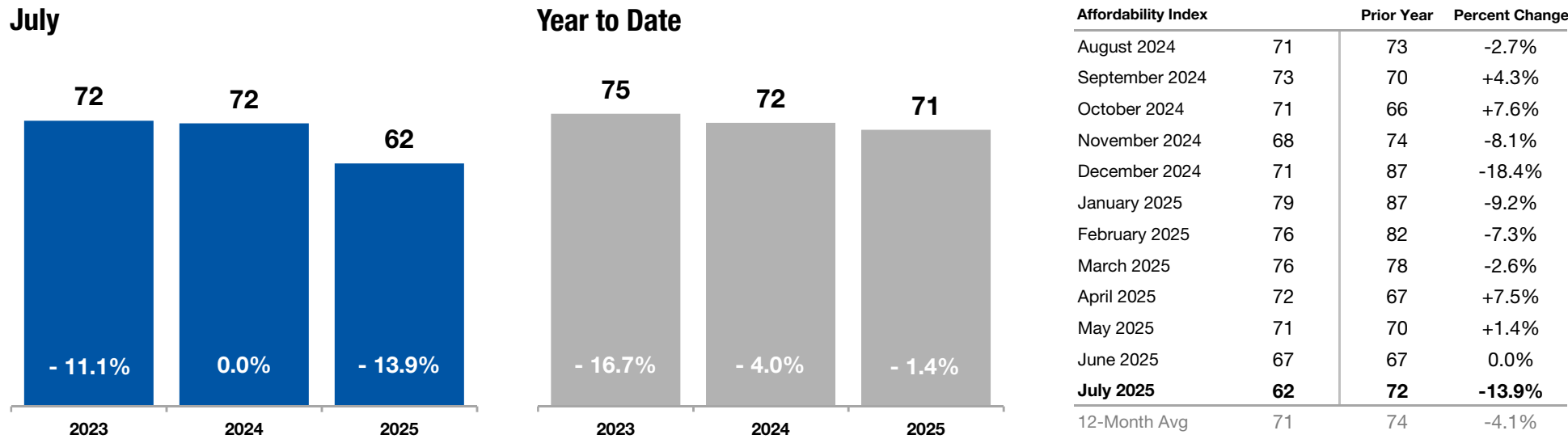
	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2024	96.5%	97.6%	-1.1%
September 2024	95.4%	96.5%	-1.1%
October 2024	96.4%	96.2%	+0.2%
November 2024	94.9%	95.1%	-0.2%
December 2024	94.5%	94.2%	+0.3%
January 2025	94.2%	94.5%	-0.3%
February 2025	94.3%	95.6%	-1.4%
March 2025	96.4%	96.4%	0.0%
April 2025	96.7%	96.9%	-0.2%
May 2025	96.4%	97.1%	-0.7%
June 2025	97.4%	98.0%	-0.6%
July 2025	96.4%	96.6%	-0.2%
12-Month Avg	95.8%	96.2%	-0.4%

Historical Percent of Original List Price Received by Month

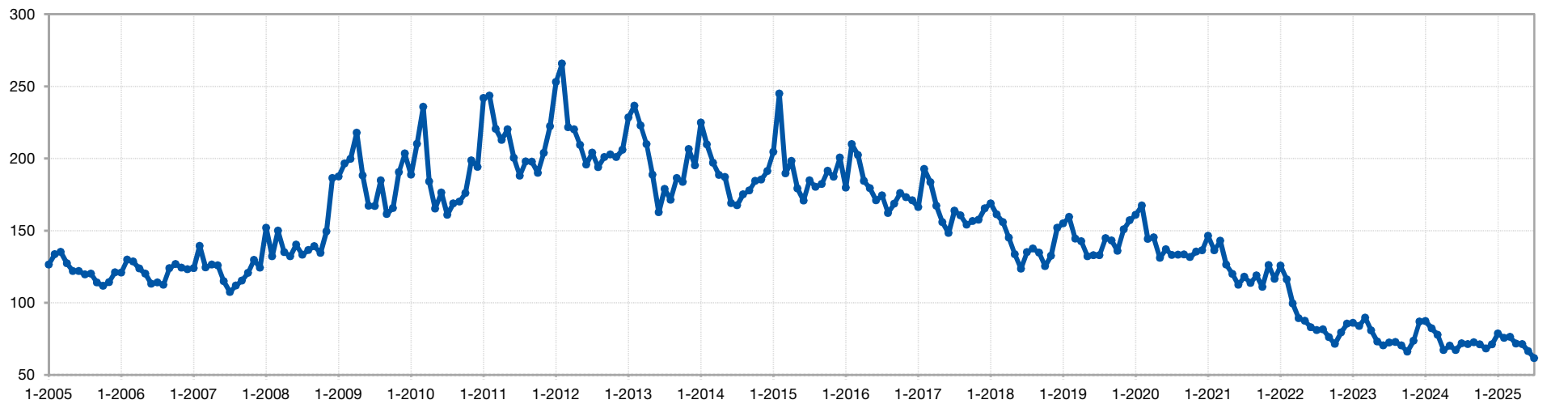


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

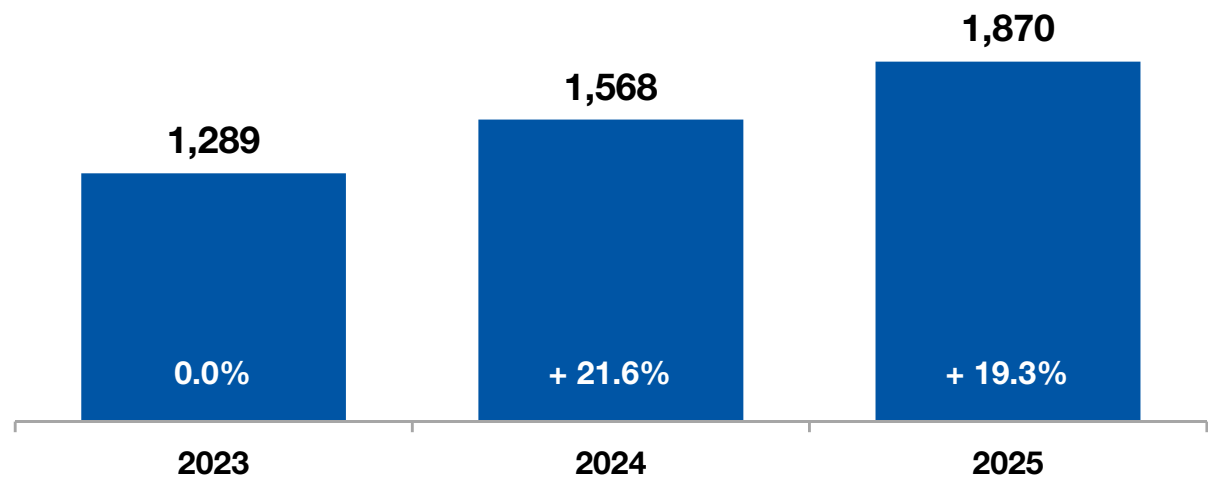


Inventory of Homes for Sale

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

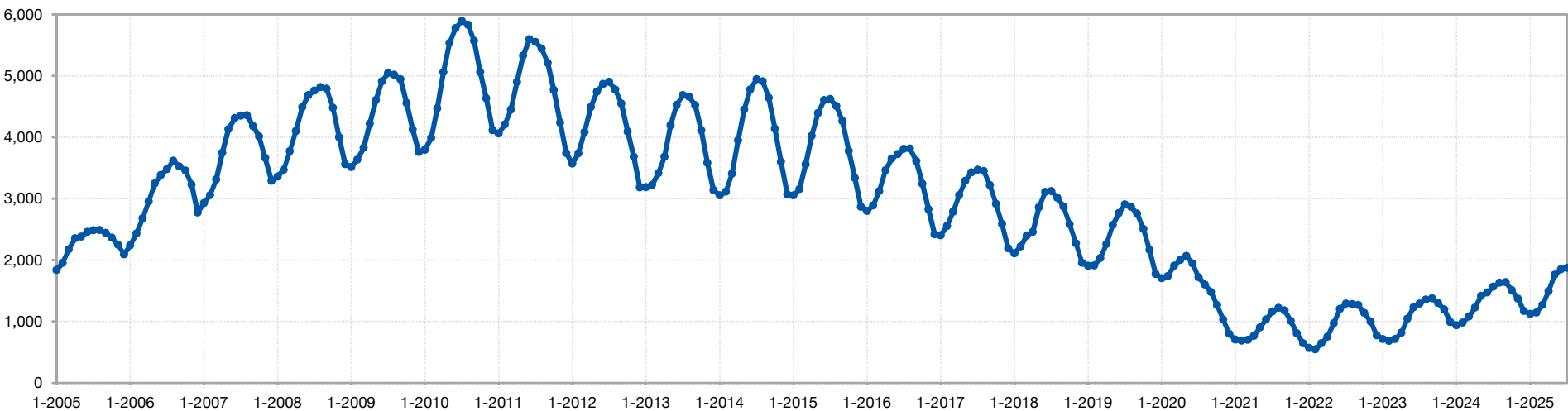


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Homes for Sale		Prior Year	Percent Change
August 2024	1,629	1,353	+20.4%
September 2024	1,639	1,376	+19.1%
October 2024	1,512	1,301	+16.2%
November 2024	1,374	1,194	+15.1%
December 2024	1,169	990	+18.1%
January 2025	1,123	939	+19.6%
February 2025	1,143	980	+16.6%
March 2025	1,270	1,079	+17.7%
April 2025	1,494	1,225	+22.0%
May 2025	1,758	1,414	+24.3%
June 2025	1,851	1,472	+25.7%
July 2025	1,870	1,568	+19.3%
12-Month Avg	1,486	1,241	+19.7%

Historical Inventory of Homes for Sale by Month

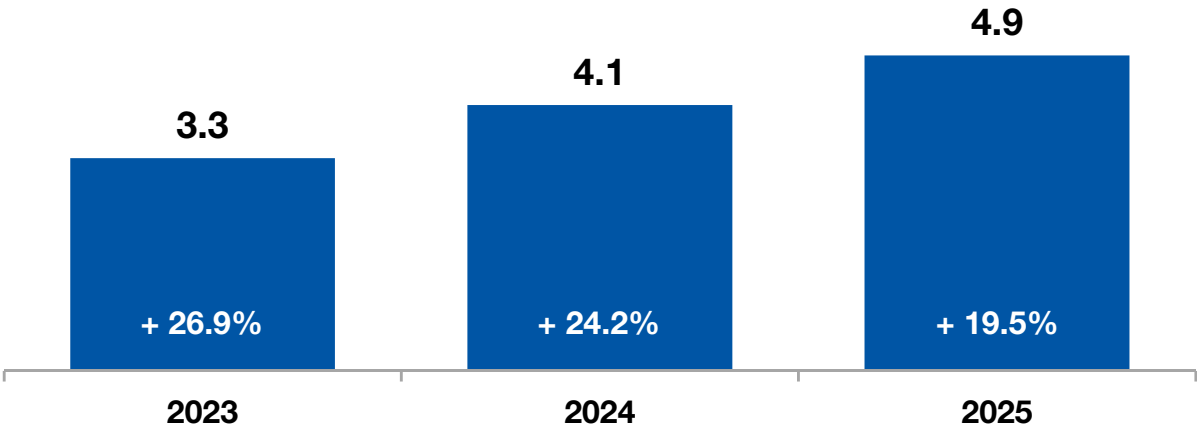


Months Supply of Inventory

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.

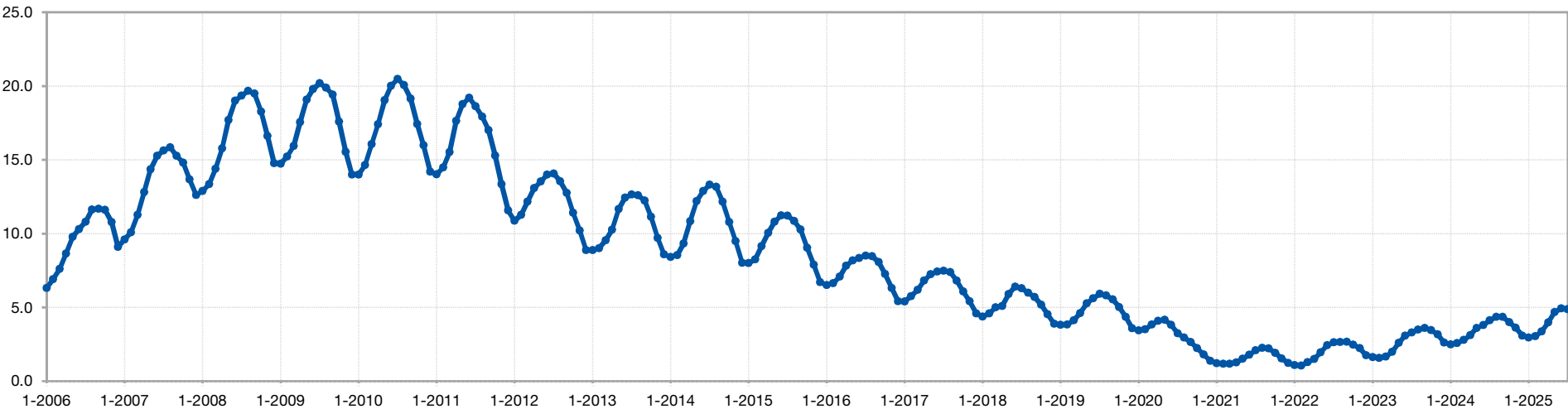


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Months Supply		Prior Year	Percent Change
August 2024	4.3	3.5	+22.9%
September 2024	4.3	3.6	+19.4%
October 2024	4.0	3.4	+17.6%
November 2024	3.6	3.2	+12.5%
December 2024	3.1	2.6	+19.2%
January 2025	3.0	2.5	+20.0%
February 2025	3.0	2.6	+15.4%
March 2025	3.4	2.8	+21.4%
April 2025	4.0	3.1	+29.0%
May 2025	4.7	3.6	+30.6%
June 2025	4.9	3.8	+28.9%
July 2025	4.9	4.1	+19.5%
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	+ / -	7-2024	7-2025	+ / -	7-2024	7-2025	+ / -
Aitkin	107	101	-5.6%	59	67	+13.6%	\$267,000	\$313,750	+17.5%	37	41	+10.8%	4.0	4.5	+12.8%
Backus	36	39	+8.3%	26	22	-15.4%	\$272,450	\$258,450	-5.1%	14	18	+28.6%	3.7	4.8	+29.4%
Baxter	126	143	+13.5%	80	82	+2.5%	\$340,950	\$355,000	+4.1%	38	47	+23.7%	3.2	4.3	+33.1%
Brainerd	297	285	-4.0%	191	190	-0.5%	\$299,900	\$273,750	-8.7%	96	114	+18.8%	3.2	4.1	+27.3%
Breezy Point	82	77	-6.1%	50	44	-12.0%	\$389,698	\$378,500	-2.9%	30	25	-16.7%	4.2	3.5	-16.7%
Crosby	47	35	-25.5%	36	23	-36.1%	\$223,745	\$204,700	-8.5%	14	14	0.0%	2.9	3.7	+23.9%
Crosslake	86	110	+27.9%	54	41	-24.1%	\$469,045	\$562,000	+19.8%	37	53	+43.2%	4.7	6.6	+38.7%
Cushing	15	14	-6.7%	9	6	-33.3%	\$465,500	\$377,500	-18.9%	7	7	0.0%	3.7	3.1	-15.6%
Deerwood	25	29	+16.0%	11	16	+45.5%	\$290,000	\$475,000	+63.8%	9	13	+44.4%	3.2	3.5	+9.3%
Emily	25	25	0.0%	17	13	-23.5%	\$305,000	\$297,000	-2.6%	8	12	+50.0%	2.2	4.3	+91.6%
Hackensack	53	40	-24.5%	28	20	-28.6%	\$385,500	\$371,000	-3.8%	20	17	-15.0%	3.7	3.7	-0.0%
Isle	64	58	-9.4%	31	28	-9.7%	\$265,000	\$310,000	+17.0%	30	30	0.0%	5.7	6.7	+16.7%
Little Falls	95	101	+6.3%	80	86	+7.5%	\$236,500	\$244,900	+3.6%	26	27	+3.8%	2.0	2.1	+3.2%
Longville	38	44	+15.8%	19	29	+52.6%	\$350,000	\$393,000	+12.3%	21	17	-19.0%	5.4	3.7	-31.0%
Menahga	33	38	+15.2%	18	22	+22.2%	\$281,000	\$279,950	-0.4%	17	24	+41.2%	4.3	6.9	+58.0%
Motley	46	31	-32.6%	28	21	-25.0%	\$242,500	\$297,000	+22.5%	17	15	-11.8%	4.1	4.1	+1.5%
Nevis	37	56	+51.4%	19	30	+57.9%	\$410,000	\$410,000	0.0%	14	29	+107.1%	4.2	6.6	+59.7%
Nisswa	79	81	+2.5%	48	37	-22.9%	\$557,500	\$599,000	+7.4%	38	34	-10.5%	5.3	4.4	-17.3%
Park Rapids	150	148	-1.3%	81	81	0.0%	\$315,000	\$280,000	-11.1%	74	62	-16.2%	5.6	4.7	-16.2%
Pequot Lakes	79	81	+2.5%	35	48	+37.1%	\$405,000	\$390,000	-3.7%	52	40	-23.1%	8.7	5.7	-34.1%
Pillager	23	42	+82.6%	15	32	+113.3%	\$267,500	\$315,500	+17.9%	5	8	+60.0%	1.2	2.1	+86.0%
Pine River	46	54	+17.4%	37	29	-21.6%	\$273,000	\$280,000	+2.6%	10	24	+140.0%	1.7	5.1	+190.5%
Staples	34	43	+26.5%	32	27	-15.6%	\$230,000	\$202,000	-12.2%	9	14	+55.6%	1.7	3.4	+96.0%
Walker	55	73	+32.7%	29	28	-3.4%	\$332,000	\$537,500	+61.9%	44	50	+13.6%	10.0	10.5	+5.7%