



Monthly Indicators

August 2025

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

Activity Snapshot

- 2.6% **+ 6.3%** **+ 15.2%**

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.



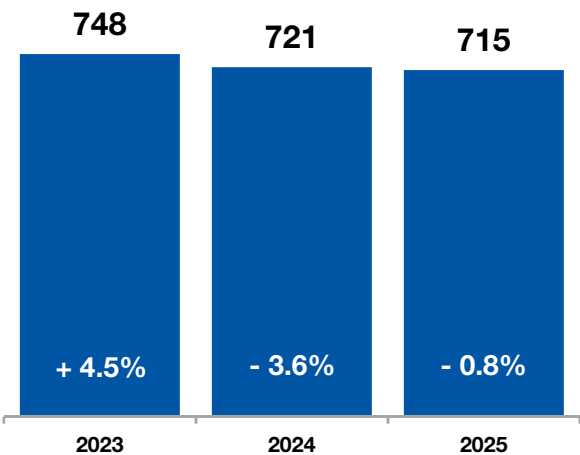
Key Metrics	Historical Sparkbars	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		721	715	- 0.8%	4,678	5,051	+ 8.0%
Pending Sales		513	538	+ 4.9%	3,224	3,288	+ 2.0%
Closed Sales		535	521	- 2.6%	3,001	3,029	+ 0.9%
Days on Market		42	50	+ 19.0%	48	55	+ 14.6%
Median Sales Price		\$310,500	\$330,000	+ 6.3%	\$299,900	\$310,000	+ 3.4%
Avg. Sales Price		\$382,534	\$401,158	+ 4.9%	\$366,668	\$383,520	+ 4.6%
Pct. of Orig. Price Received		96.5%	95.7%	- 0.8%	96.7%	96.2%	- 0.5%
Affordability Index		71	66	- 7.0%	74	71	- 4.1%
Homes for Sale		1,630	1,877	+ 15.2%	--	--	--
Months Supply		4.4	4.9	+ 11.4%	--	--	--

New Listings

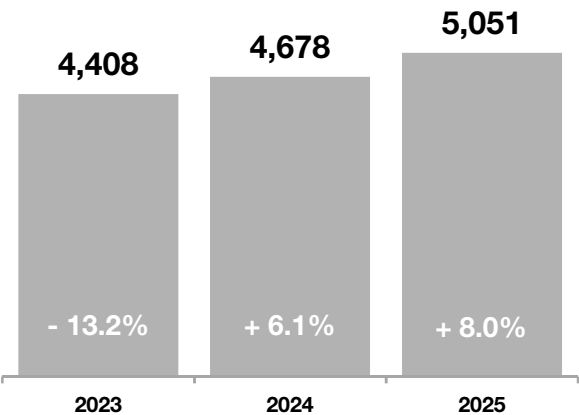
A count of the properties that have been newly listed on the market in a given month.



August

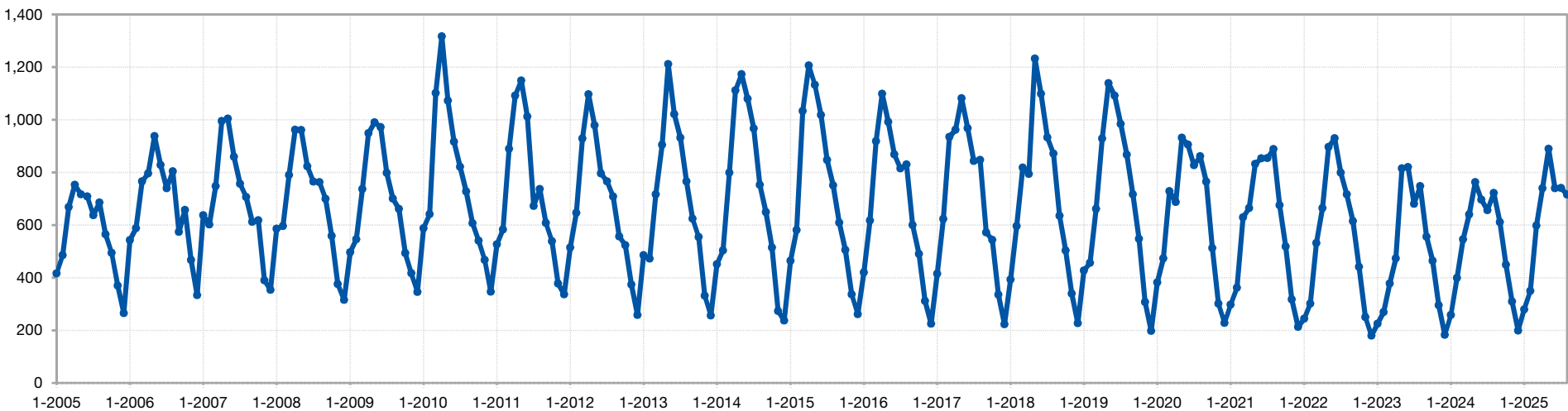


Year to Date



New Listings		Prior Year	Percent Change
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	349	399	-12.5%
March 2025	598	545	+9.7%
April 2025	740	640	+15.6%
May 2025	889	763	+16.5%
June 2025	740	696	+6.3%
July 2025	741	656	+13.0%
August 2025	715	721	-0.8%
12-Month Avg	552	515	+7.2%

Historical New Listings by Month

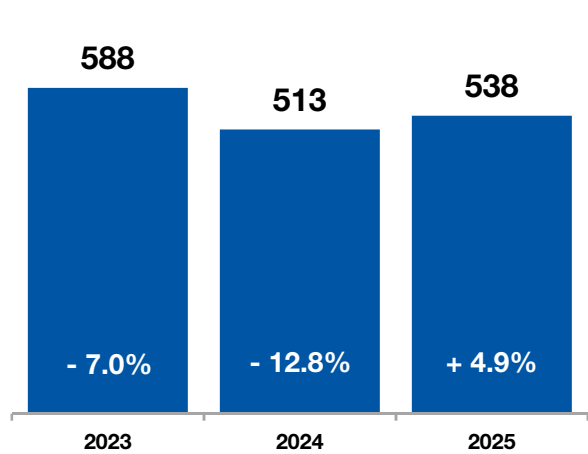


Pending Sales

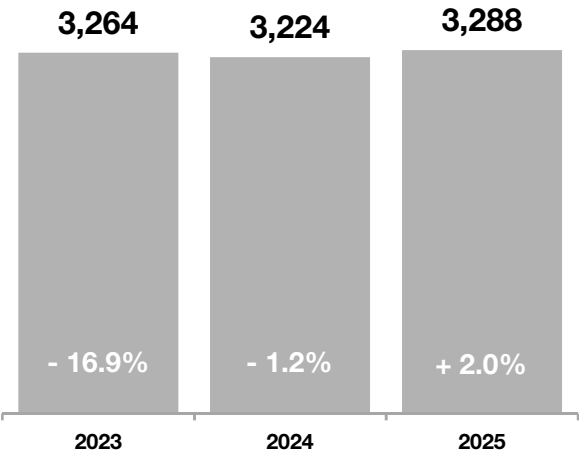
A count of the properties on which offers have been accepted in a given month.



August

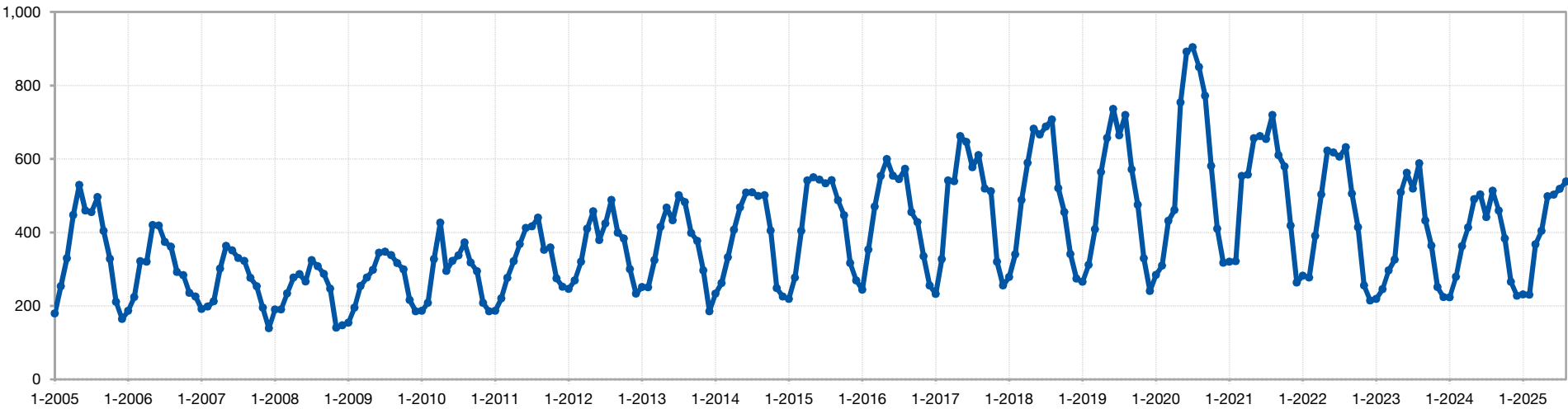


Year to Date



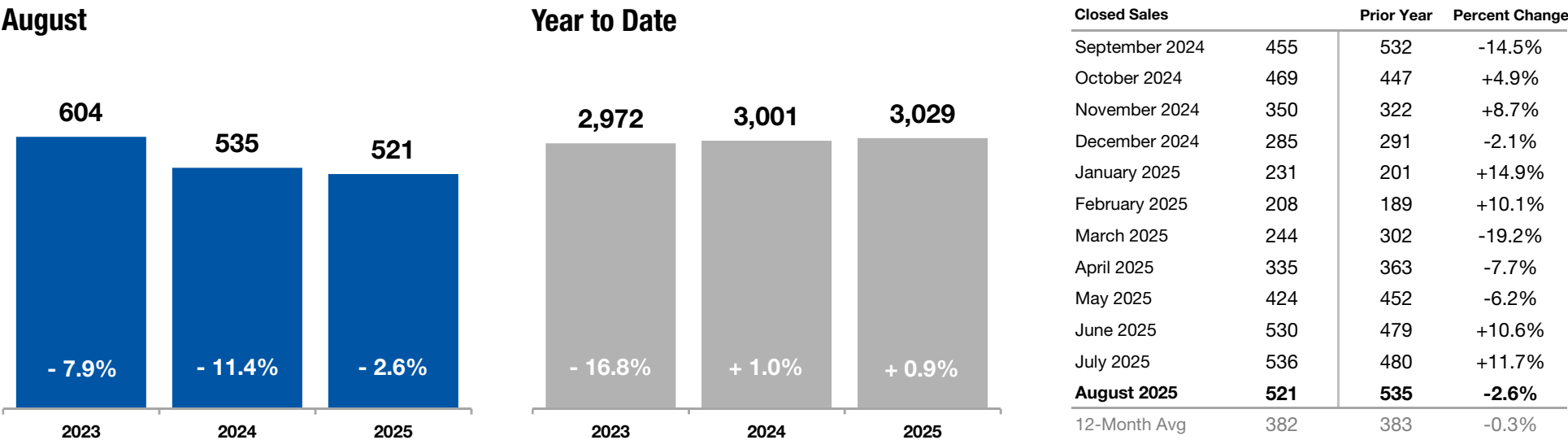
Pending Sales		Prior Year	Percent Change
September 2024	459	432	+6.3%
October 2024	383	364	+5.2%
November 2024	265	251	+5.6%
December 2024	227	224	+1.3%
January 2025	231	223	+3.6%
February 2025	230	279	-17.6%
March 2025	367	362	+1.4%
April 2025	404	413	-2.2%
May 2025	498	490	+1.6%
June 2025	502	503	-0.2%
July 2025	518	441	+17.5%
August 2025	538	513	+4.9%
12-Month Avg	385	375	+2.7%

Historical Pending Sales by Month

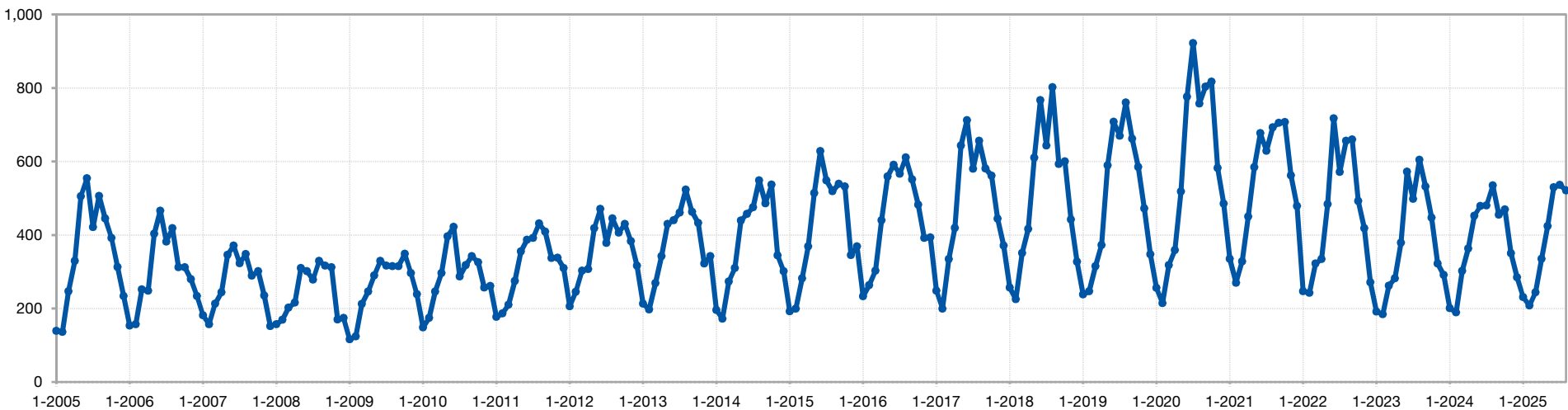


Closed Sales

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



Historical Closed Sales by Month

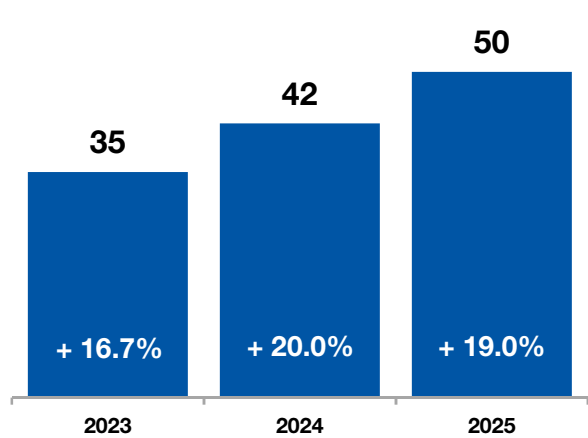


Days on Market Until Sale

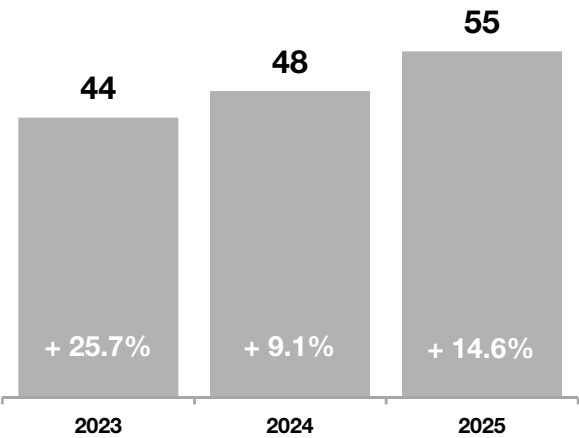
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

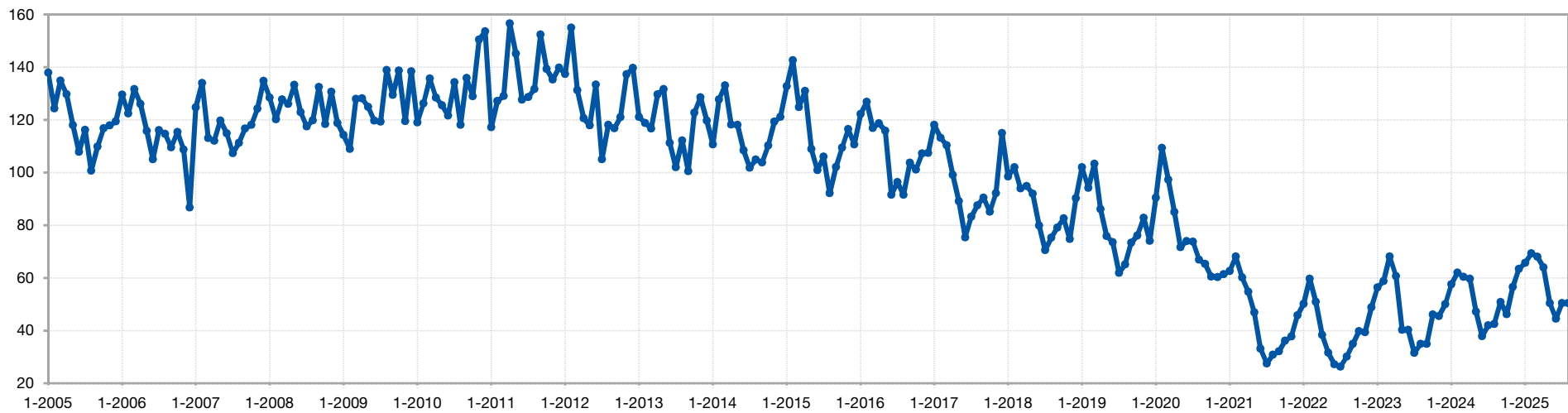


Year to Date



Days on Market		Prior Year	Percent Change
September 2024	51	35	+45.7%
October 2024	46	46	0.0%
November 2024	57	45	+26.7%
December 2024	63	50	+26.0%
January 2025	66	58	+13.8%
February 2025	69	62	+11.3%
March 2025	68	60	+13.3%
April 2025	64	60	+6.7%
May 2025	50	47	+6.4%
June 2025	45	38	+18.4%
July 2025	50	42	+19.0%
August 2025	50	42	+19.0%
12-Month Avg	57	49	+16.3%

Historical Days on Market Until Sale by Month

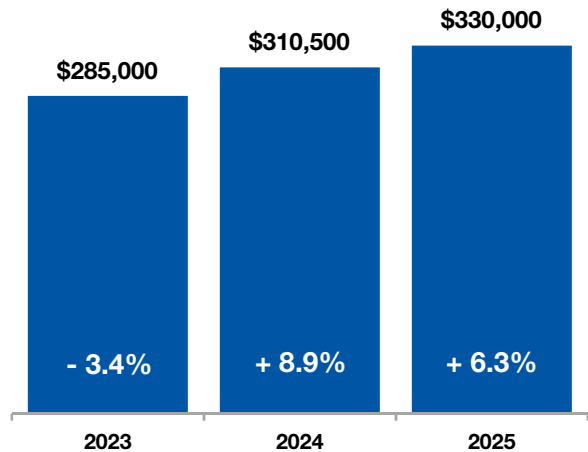


Median Sales Price

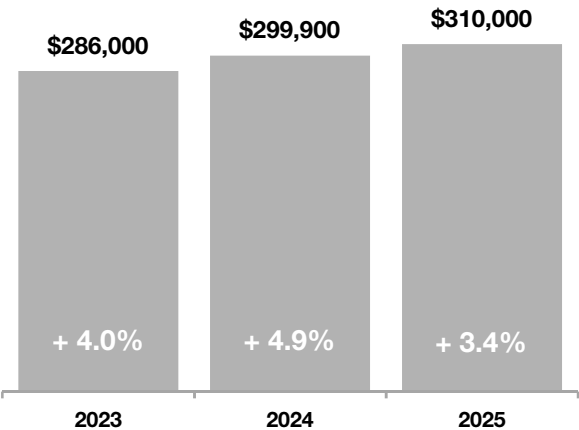
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

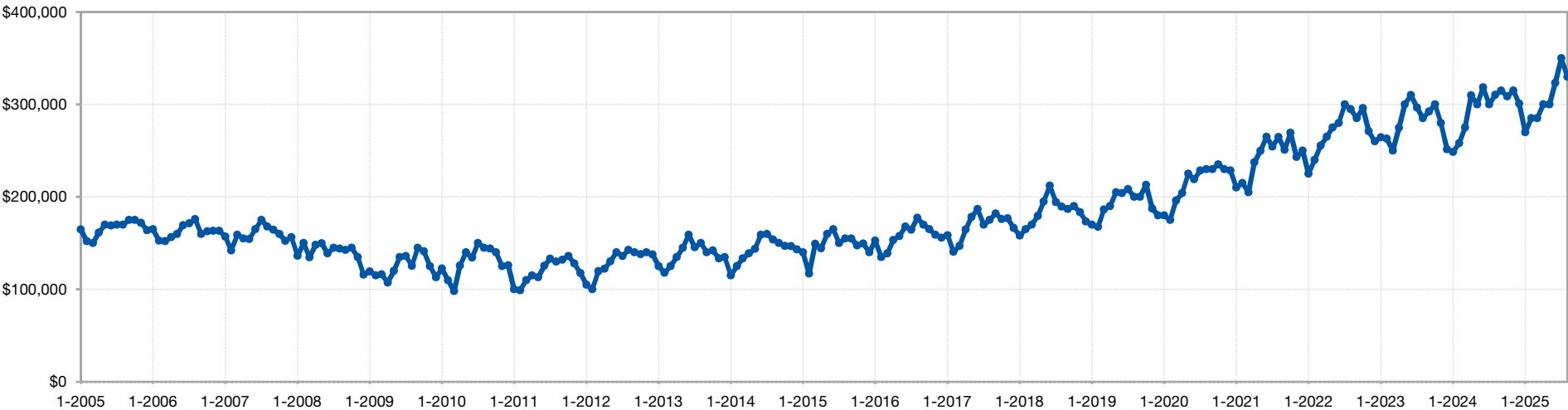


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$299,950	\$300,000	-0.0%
June 2025	\$323,450	\$318,500	+1.6%
July 2025	\$350,000	\$299,950	+16.7%
August 2025	\$330,000	\$310,500	+6.3%
12-Month Avg	\$306,921	\$287,029	+6.9%

Historical Median Sales Price by Month

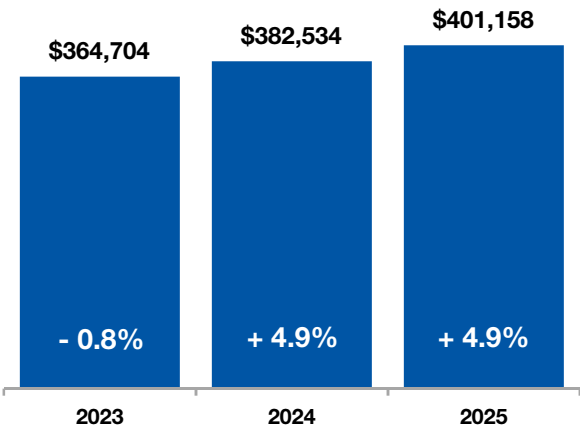


Average Sales Price

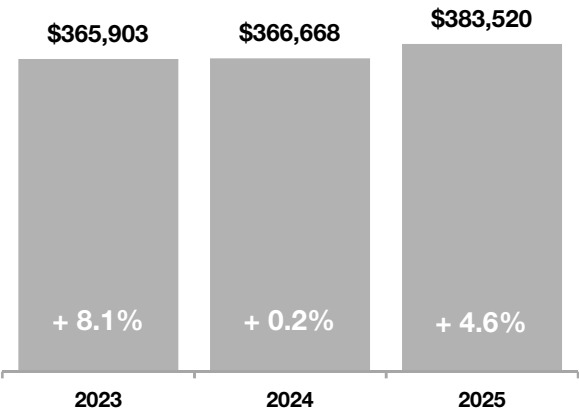
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$341,824	\$339,482	+0.7%
April 2025	\$365,315	\$378,798	-3.6%
May 2025	\$367,791	\$359,081	+2.4%
June 2025	\$392,009	\$400,562	-2.1%
July 2025	\$426,032	\$382,850	+11.3%
August 2025	\$401,158	\$382,534	+4.9%
12-Month Avg	\$379,171	\$348,785	+8.7%

Historical Average Sales Price by Month

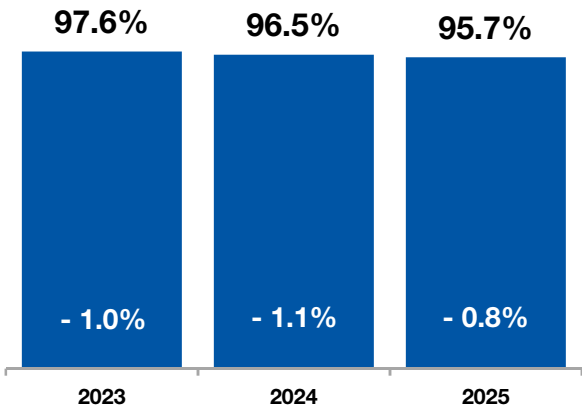


Percent of Original List Price Received

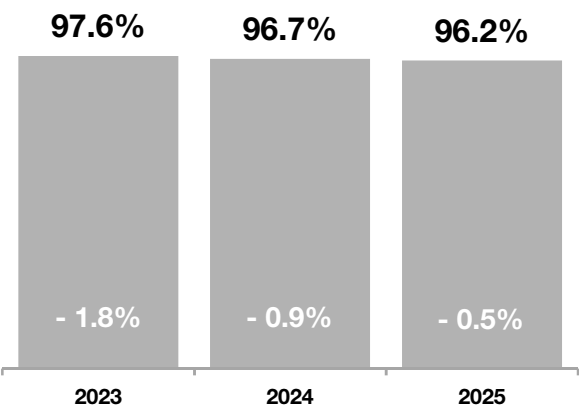
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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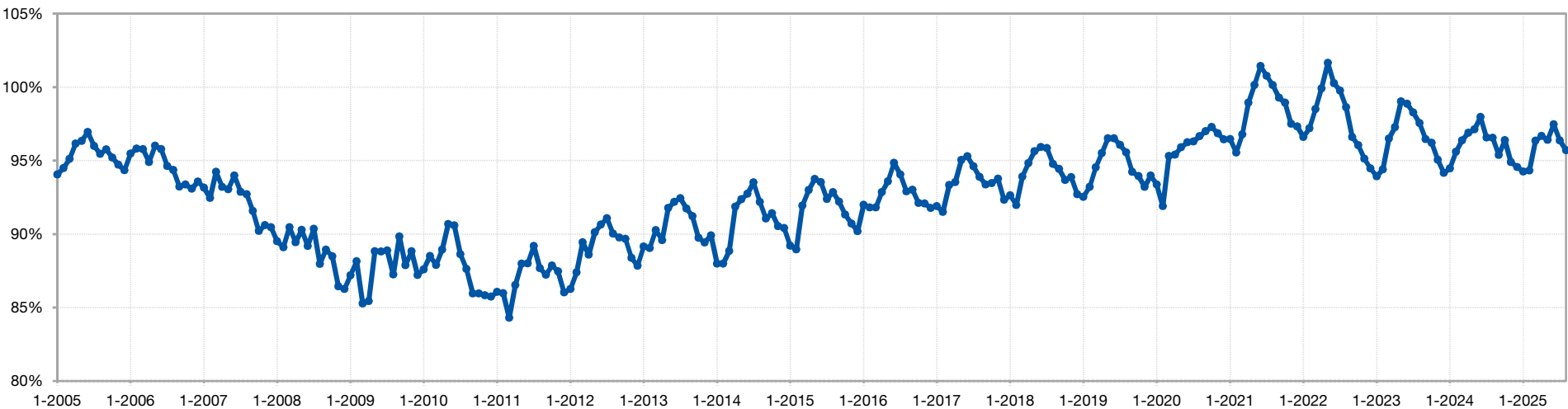


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2025	96.4%	96.6%	-0.2%
August 2025	95.7%	96.5%	-0.8%
12-Month Avg	95.7%	96.1%	-0.4%

Historical Percent of Original List Price Received by Month

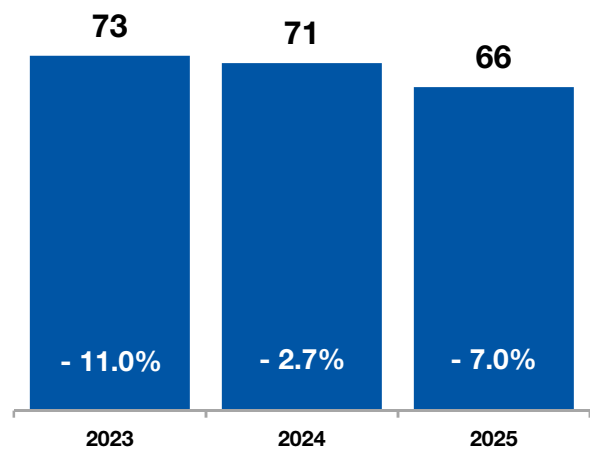


Housing Affordability Index

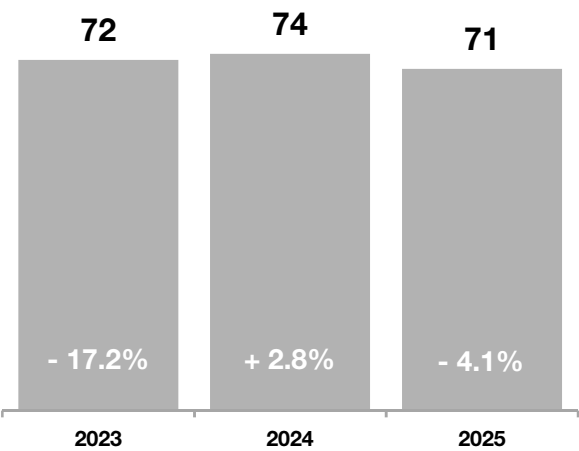
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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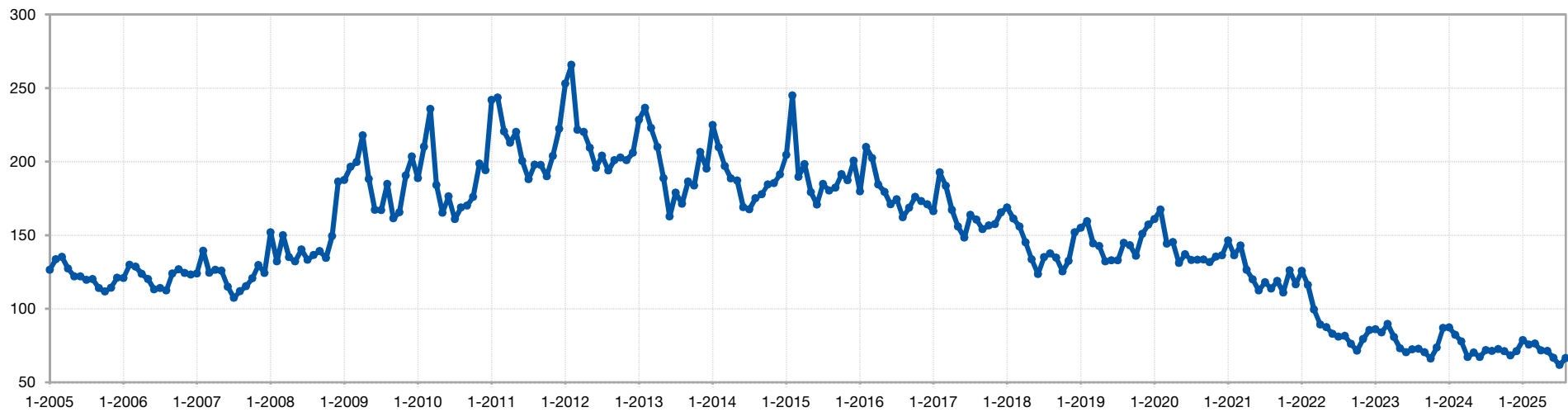


Year to Date



Affordability Index		Prior Year	Percent Change
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	67	67	0.0%
July 2025	62	72	-13.9%
August 2025	66	71	-7.0%
12-Month Avg	71	74	-4.1%

Historical Housing Affordability Index by Month

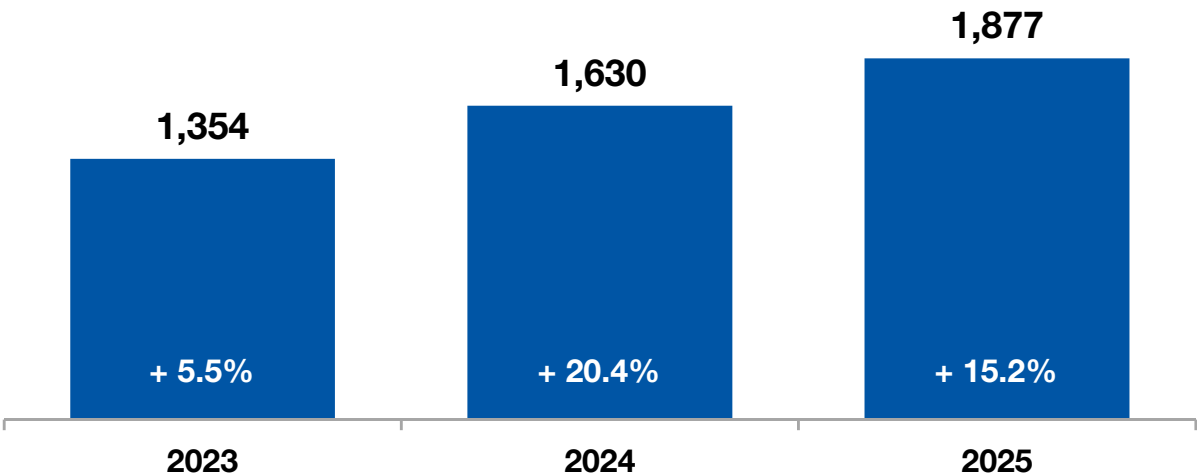


Inventory of Homes for Sale

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

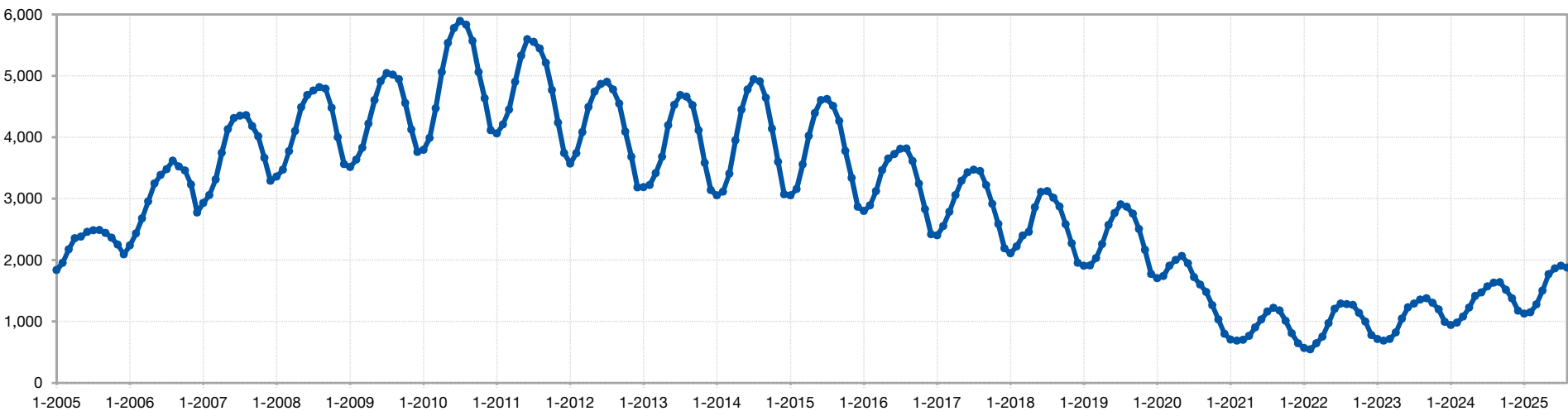


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Homes for Sale		Prior Year	Percent Change
September 2024	1,640	1,377	+19.1%
October 2024	1,513	1,302	+16.2%
November 2024	1,375	1,195	+15.1%
December 2024	1,172	991	+18.3%
January 2025	1,127	940	+19.9%
February 2025	1,149	981	+17.1%
March 2025	1,277	1,080	+18.2%
April 2025	1,501	1,226	+22.4%
May 2025	1,770	1,415	+25.1%
June 2025	1,864	1,473	+26.5%
July 2025	1,906	1,569	+21.5%
August 2025	1,877	1,630	+15.2%
12-Month Avg	1,514	1,265	+19.7%

Historical Inventory of Homes for Sale by Month

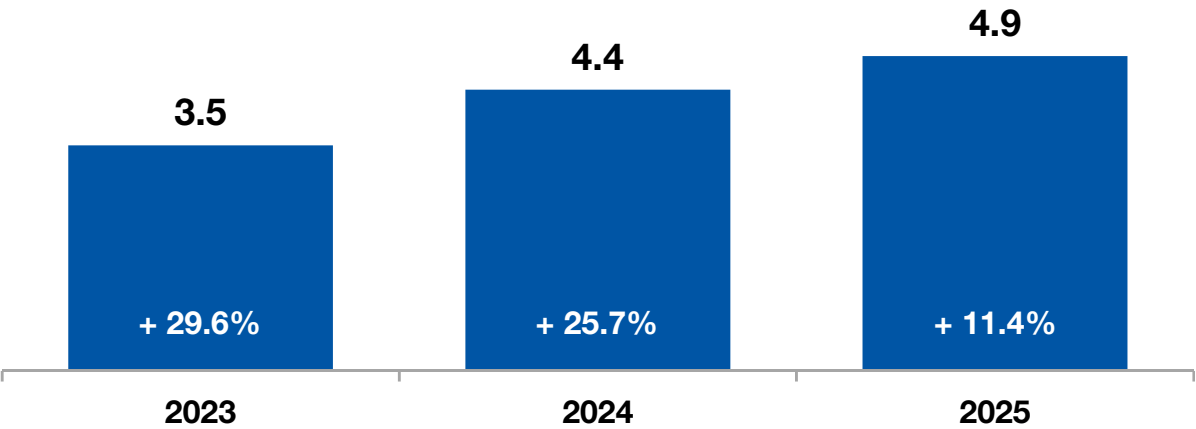


Months Supply of Inventory

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.

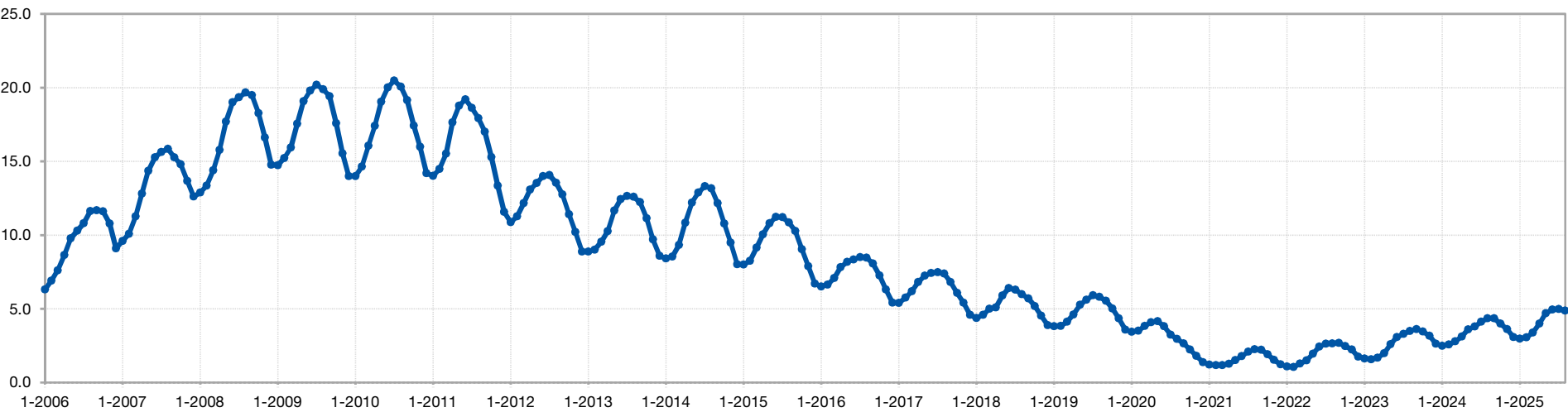


August



Months Supply		Prior Year	Percent Change
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	3.0	2.5	+20.0%
February 2025	3.1	2.6	+19.2%
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	5.0	4.1	+22.0%
August 2025	4.9	4.4	+11.4%
12-Month Avg	4.0	3.3	+21.2%

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	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Aitkin	124	116	-6.5%	73	75	+2.7%	\$267,000	\$310,000	+16.1%	38	39	+2.6%	4.0	4.3	+7.3%
Backus	43	47	+9.3%	30	28	-6.7%	\$272,450	\$362,450	+33.0%	15	19	+26.7%	3.9	5.1	+30.3%
Baxter	154	160	+3.9%	97	98	+1.0%	\$342,000	\$355,000	+3.8%	40	39	-2.5%	3.4	3.5	+4.1%
Brainerd	337	345	+2.4%	235	226	-3.8%	\$290,000	\$294,500	+1.6%	90	117	+30.0%	3.0	4.1	+36.1%
Breezy Point	99	93	-6.1%	61	54	-11.5%	\$384,000	\$370,950	-3.4%	34	28	-17.6%	4.9	3.8	-21.4%
Crosby	48	41	-14.6%	44	28	-36.4%	\$227,000	\$195,000	-14.1%	7	15	+114.3%	1.4	4.2	+204.0%
Crosslake	107	125	+16.8%	66	52	-21.2%	\$469,045	\$615,000	+31.1%	36	50	+38.9%	4.3	6.6	+54.9%
Cushing	20	17	-15.0%	11	6	-45.5%	\$435,000	\$377,500	-13.2%	11	7	-36.4%	6.1	2.9	-51.8%
Deerwood	38	33	-13.2%	16	19	+18.8%	\$327,500	\$452,000	+38.0%	12	13	+8.3%	3.9	4.3	+11.9%
Emily	32	30	-6.3%	22	17	-22.7%	\$319,500	\$295,000	-7.7%	6	10	+66.7%	1.5	4.1	+171.6%
Hackensack	60	49	-18.3%	35	23	-34.3%	\$401,000	\$370,000	-7.7%	18	22	+22.2%	3.6	5.3	+46.1%
Isle	70	62	-11.4%	39	34	-12.8%	\$265,000	\$281,250	+6.1%	28	26	-7.1%	5.5	5.6	+1.1%
Little Falls	121	120	-0.8%	87	103	+18.4%	\$235,000	\$239,900	+2.1%	32	33	+3.1%	2.6	2.7	+3.1%
Longville	49	51	+4.1%	26	33	+26.9%	\$457,250	\$385,000	-15.8%	24	16	-33.3%	5.7	3.6	-38.0%
Menahga	40	44	+10.0%	23	27	+17.4%	\$297,500	\$289,900	-2.6%	19	25	+31.6%	5.4	7.0	+28.5%
Motley	50	33	-34.0%	38	24	-36.8%	\$302,500	\$298,500	-1.3%	12	8	-33.3%	2.4	2.3	-7.7%
Nevis	43	63	+46.5%	26	38	+46.2%	\$391,000	\$419,750	+7.4%	12	25	+108.3%	3.5	5.4	+55.2%
Nisswa	96	93	-3.1%	56	48	-14.3%	\$622,450	\$615,000	-1.2%	32	32	0.0%	4.1	4.6	+13.3%
Park Rapids	178	170	-4.5%	105	100	-4.8%	\$320,000	\$286,000	-10.6%	72	67	-6.9%	5.6	5.2	-6.3%
Pequot Lakes	94	98	+4.3%	43	58	+34.9%	\$385,000	\$407,750	+5.9%	57	39	-31.6%	10.9	5.3	-51.0%
Pillager	26	45	+73.1%	20	36	+80.0%	\$278,750	\$315,500	+13.2%	5	7	+40.0%	1.4	1.8	+31.3%
Pine River	54	70	+29.6%	43	31	-27.9%	\$240,000	\$280,000	+16.7%	12	29	+141.7%	2.3	5.9	+162.1%
Staples	44	49	+11.4%	37	31	-16.2%	\$230,000	\$202,000	-12.2%	14	14	0.0%	3.0	3.6	+19.1%
Walker	65	86	+32.3%	34	36	+5.9%	\$352,500	\$500,000	+41.8%	39	53	+35.9%	8.7	12.2	+41.1%