



Monthly Indicators

October 2025

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

Activity Snapshot

+ 8.3% **+ 3.6%** **+ 4.2%**

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.



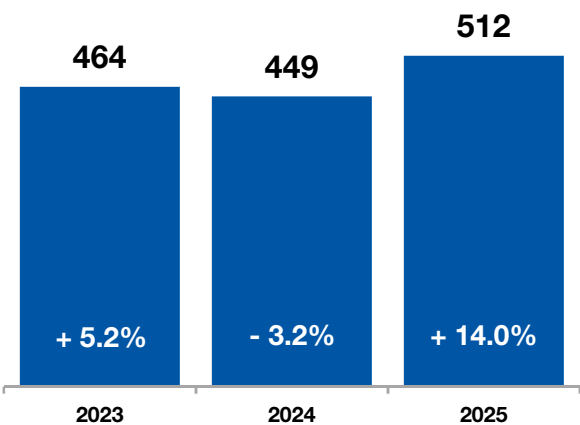
Key Metrics	Historical Sparkbars	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		449	512	+ 14.0%	5,738	6,159	+ 7.3%
Pending Sales		383	460	+ 20.1%	4,066	4,217	+ 3.7%
Closed Sales		469	508	+ 8.3%	3,925	4,046	+ 3.1%
Days on Market		46	59	+ 28.3%	48	55	+ 14.6%
Median Sales Price		\$308,750	\$320,000	+ 3.6%	\$300,000	\$312,500	+ 4.2%
Avg. Sales Price		\$379,332	\$413,718	+ 9.1%	\$373,350	\$388,567	+ 4.1%
Pct. of Orig. Price Received		96.4%	95.0%	- 1.5%	96.5%	96.0%	- 0.5%
Affordability Index		71	71	0.0%	73	72	- 1.4%
Homes for Sale		1,514	1,578	+ 4.2%	--	--	--
Months Supply		4.0	4.0	0.0%	--	--	--

New Listings

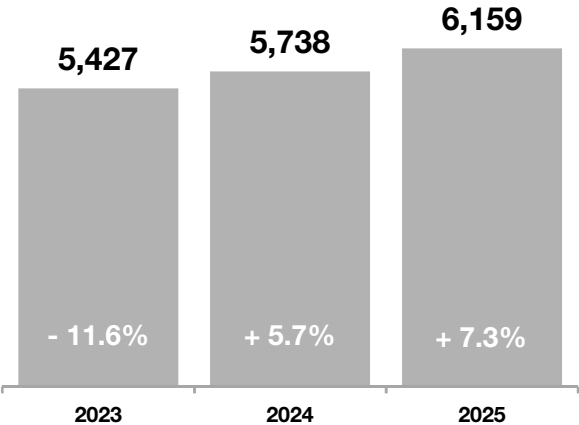
A count of the properties that have been newly listed on the market in a given month.



October

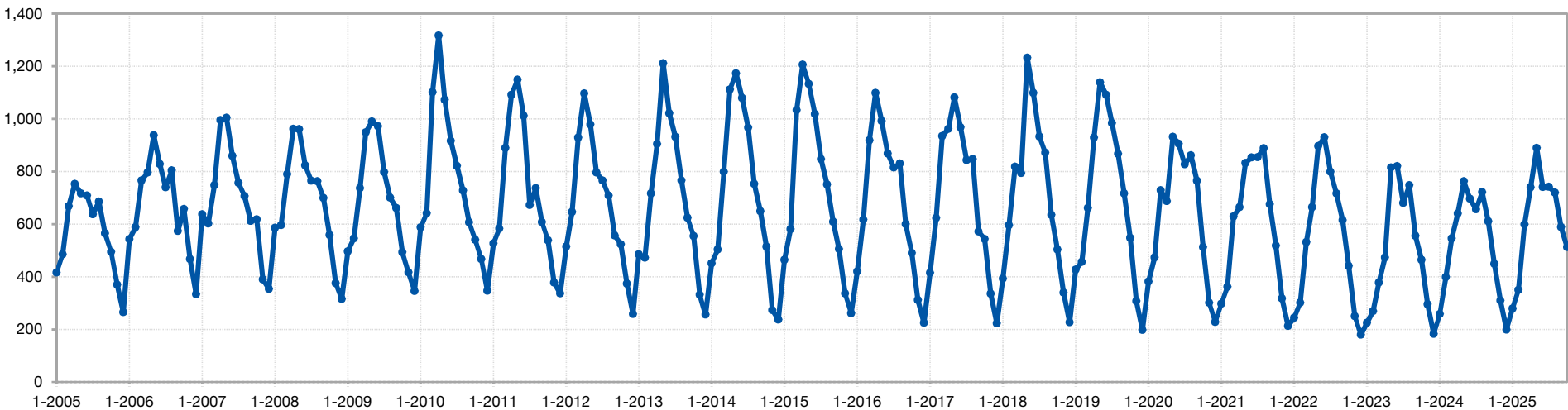


Year to Date



New Listings		Prior Year	Percent Change
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	599	545	+9.9%
April 2025	740	640	+15.6%
May 2025	889	763	+16.5%
June 2025	741	696	+6.5%
July 2025	742	656	+13.1%
August 2025	719	721	-0.3%
September 2025	589	611	-3.6%
October 2025	512	449	+14.0%
12-Month Avg	556	518	+7.3%

Historical New Listings by Month

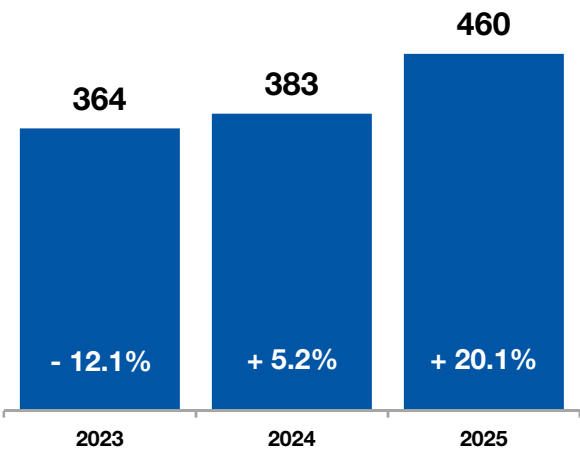


Pending Sales

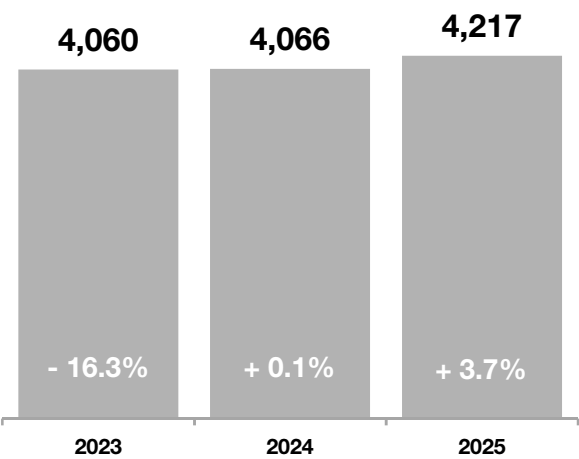
A count of the properties on which offers have been accepted in a given month.



October

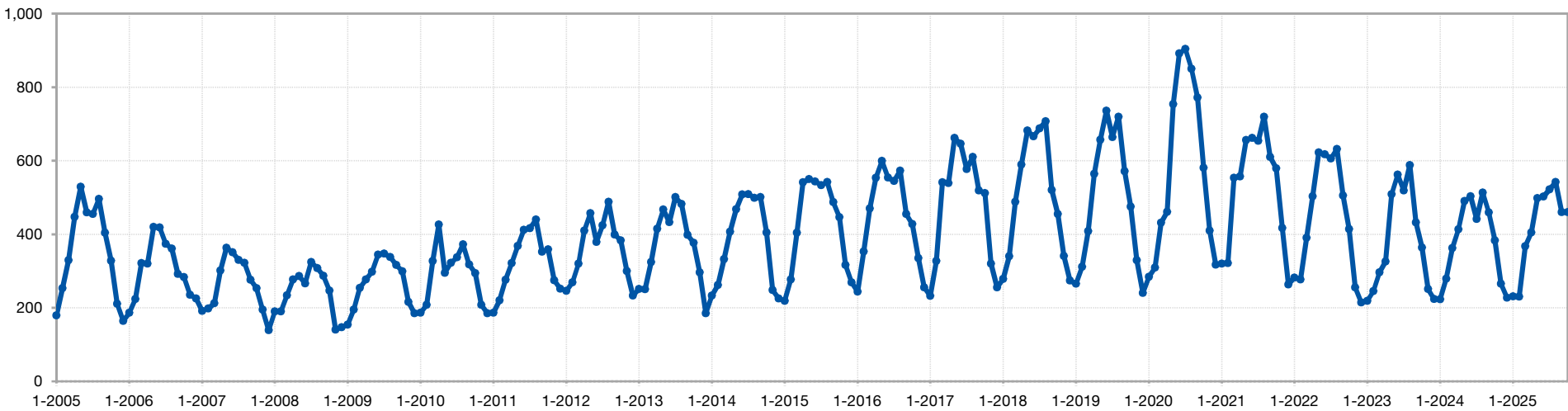


Year to Date



Pending Sales		Prior Year	Percent Change
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	405	413	-1.9%
May 2025	498	490	+1.6%
June 2025	502	503	-0.2%
July 2025	522	441	+18.4%
August 2025	542	513	+5.7%
September 2025	460	459	+0.2%
October 2025	460	383	+20.1%
12-Month Avg	392	378	+3.7%

Historical Pending Sales by Month

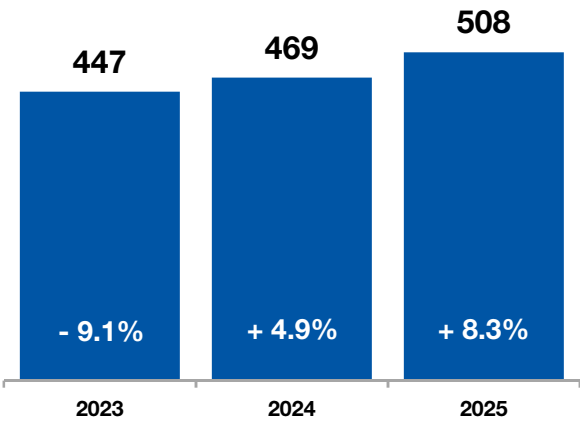


Closed Sales

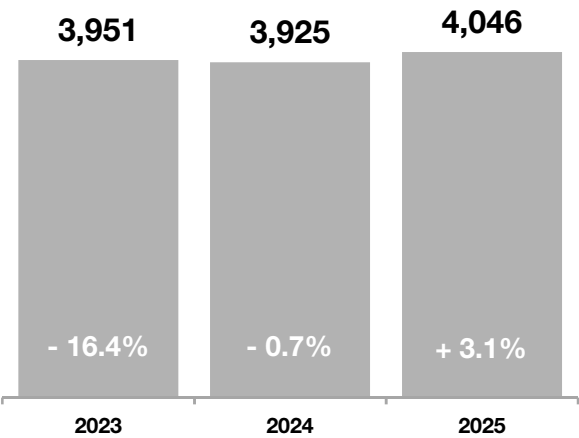
A count of the actual sales that closed in a given month.



October

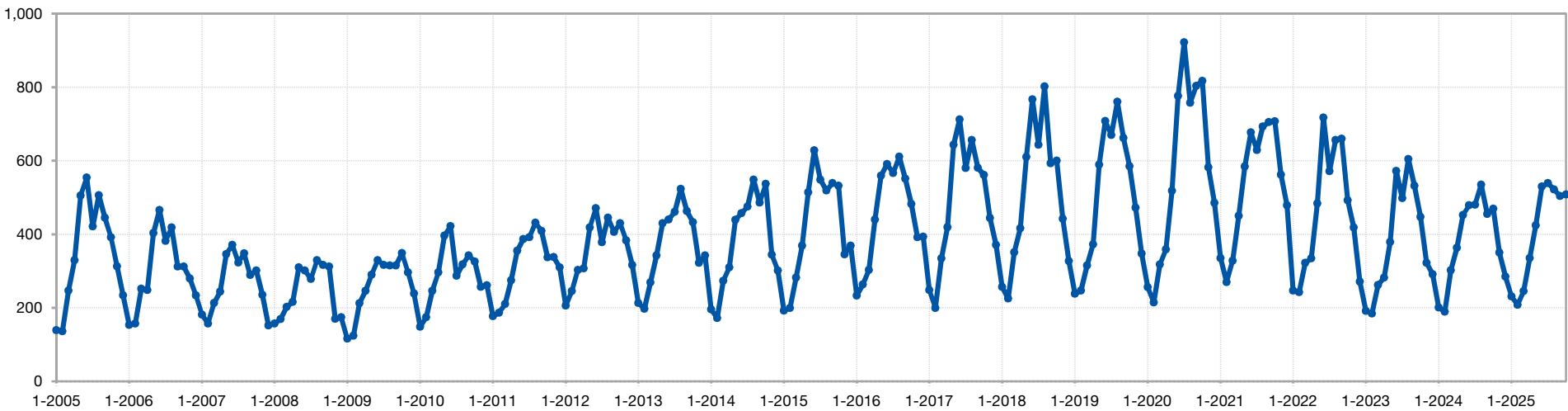


Year to Date



Closed Sales		Prior Year	Percent Change
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	245	302	-18.9%
April 2025	335	363	-7.7%
May 2025	424	452	-6.2%
June 2025	530	479	+10.6%
July 2025	539	480	+12.3%
August 2025	522	535	-2.4%
September 2025	504	455	+10.8%
October 2025	508	469	+8.3%
12-Month Avg	390	378	+3.2%

Historical Closed Sales by Month

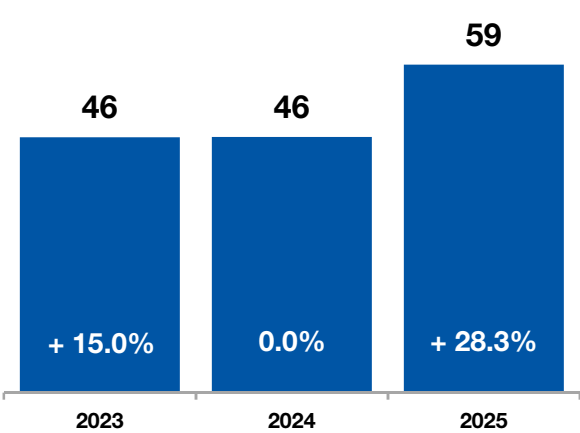


Days on Market Until Sale

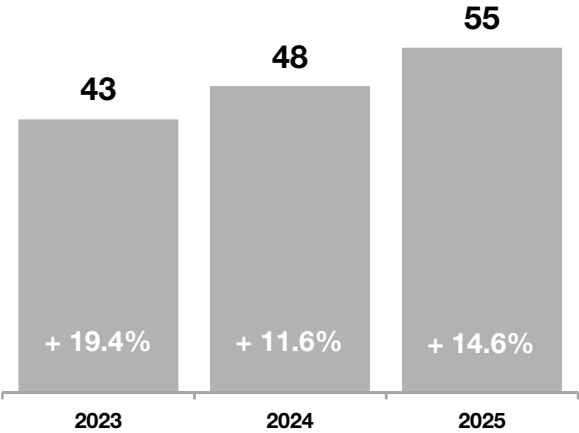
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

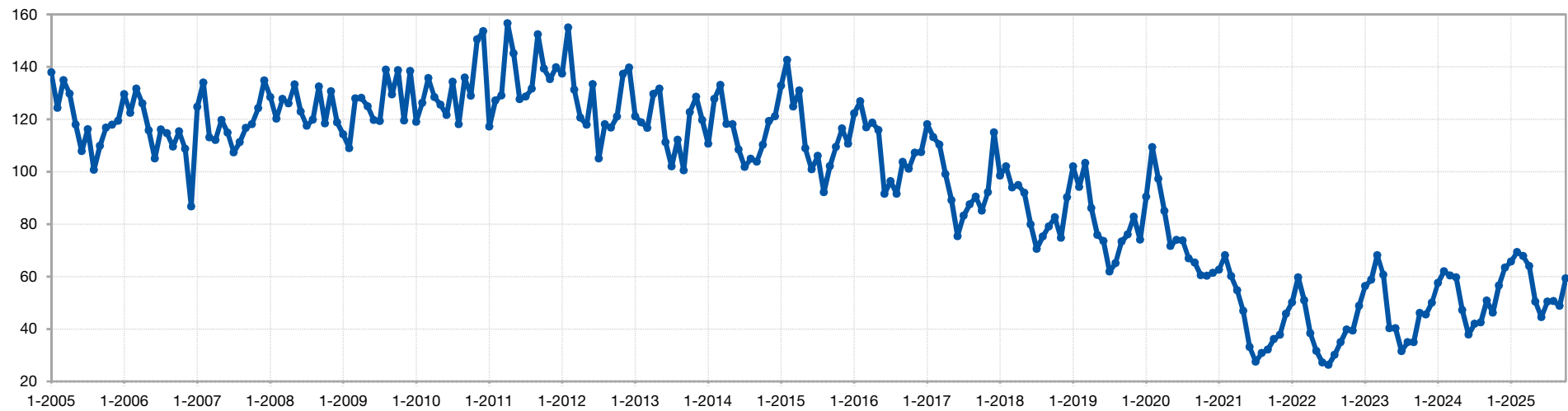


Year to Date



Days on Market		Prior Year	Percent Change
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	51	42	+21.4%
September 2025	49	51	-3.9%
October 2025	59	46	+28.3%
12-Month Avg	58	50	+16.0%

Historical Days on Market Until Sale by Month

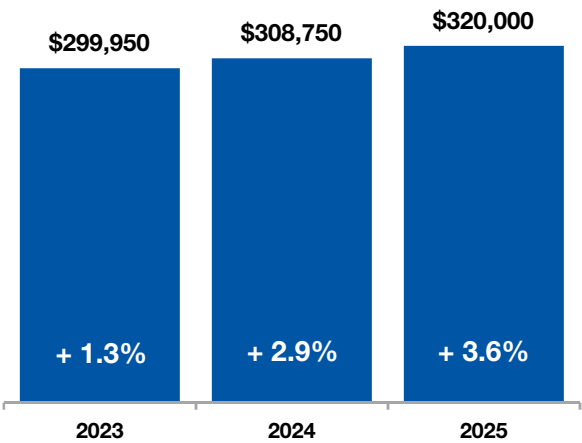


Median Sales Price

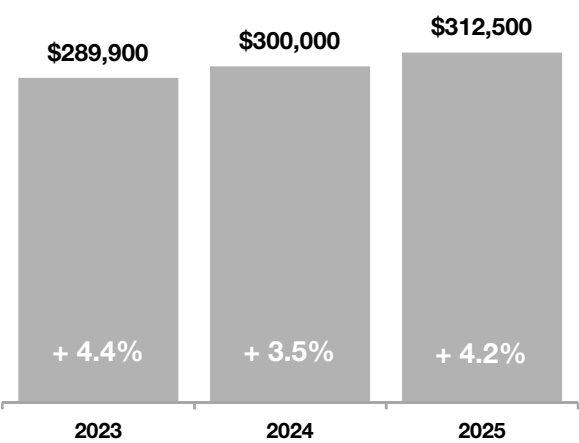
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October

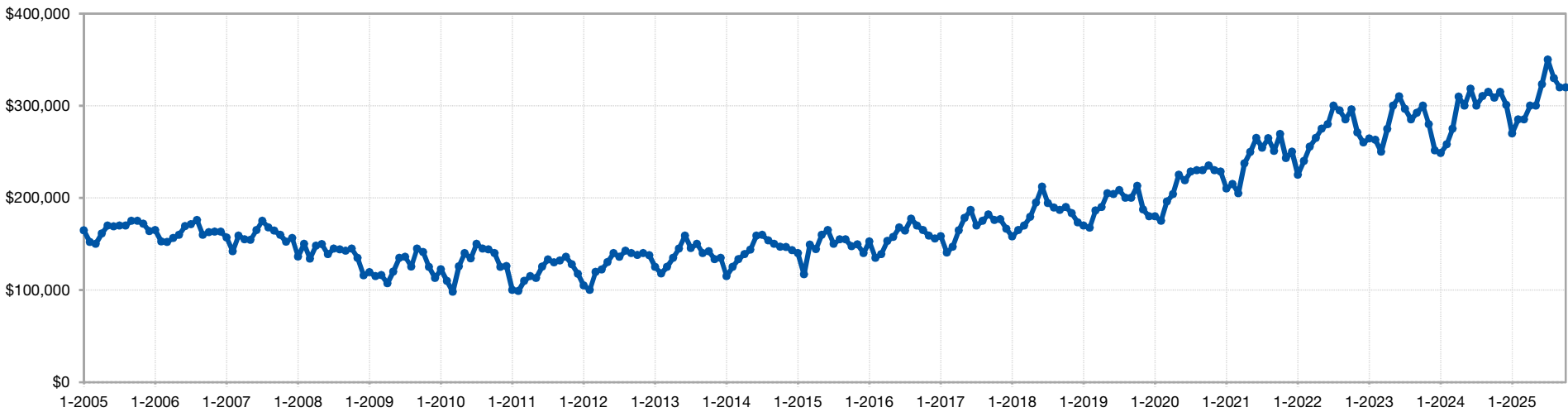


Year to Date



Median Sales Price	Prior Year	Percent Change
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%
September 2025	\$320,000	\$315,000 +1.6%
October 2025	\$320,000	\$308,750 +3.6%
12-Month Avg	\$308,275	\$289,658 +6.4%

Historical Median Sales Price by Month

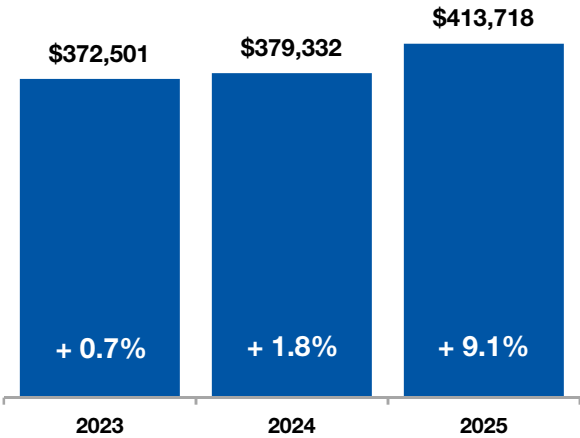


Average Sales Price

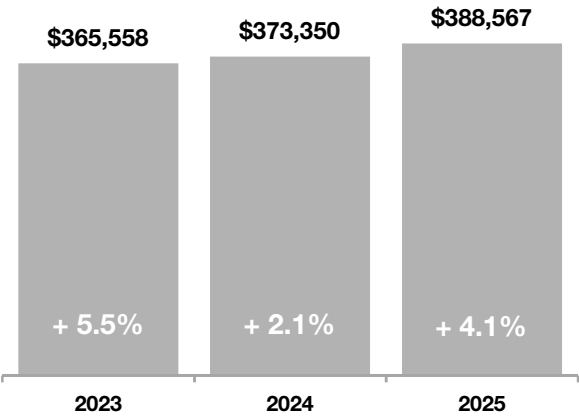
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$343,612	\$339,482 +1.2%
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	\$425,701	\$382,850 +11.2%
August 2025	\$401,854	\$382,534 +5.1%
September 2025	\$392,166	\$411,110 -4.6%
October 2025	\$413,718	\$379,332 +9.1%
12-Month Avg	\$380,638	\$353,791 +7.6%

Historical Average Sales Price by Month

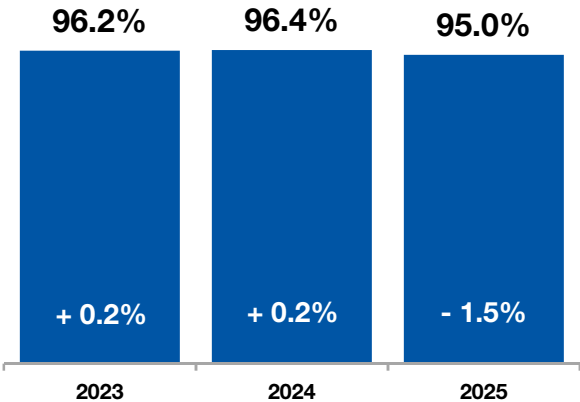


Percent of Original List Price Received

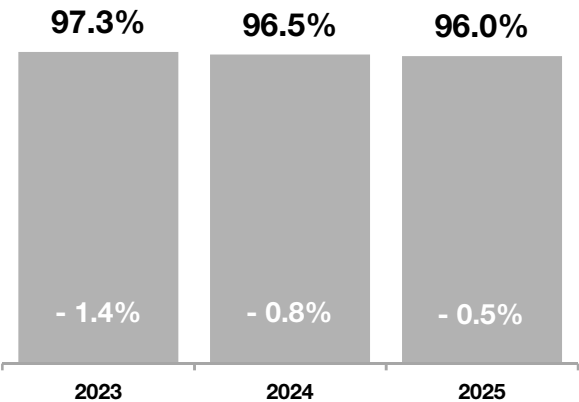
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

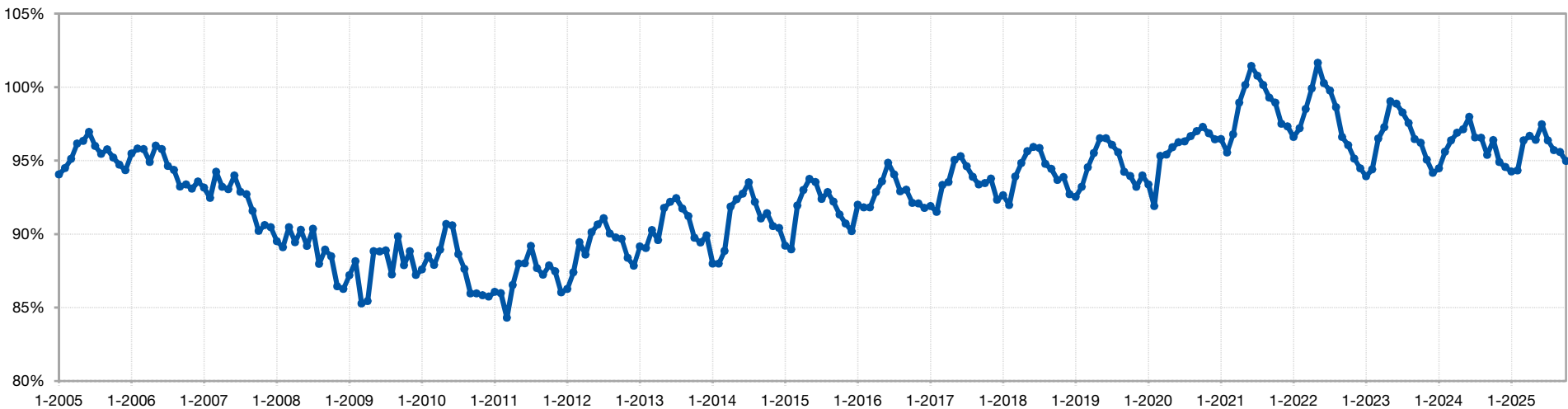


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2025	95.6%	95.4%	+0.2%
October 2025	95.0%	96.4%	-1.5%
12-Month Avg	95.6%	96.0%	-0.4%

Historical Percent of Original List Price Received by Month

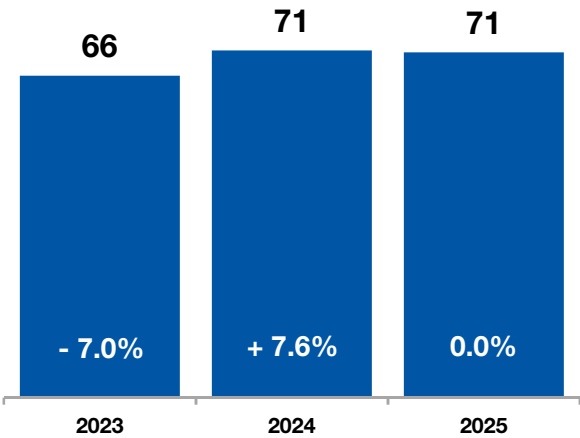


Housing Affordability Index

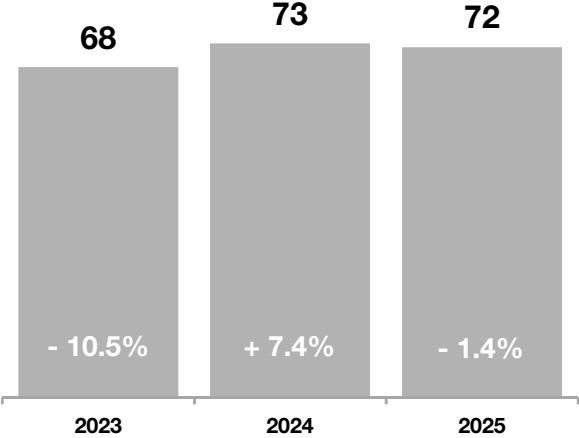
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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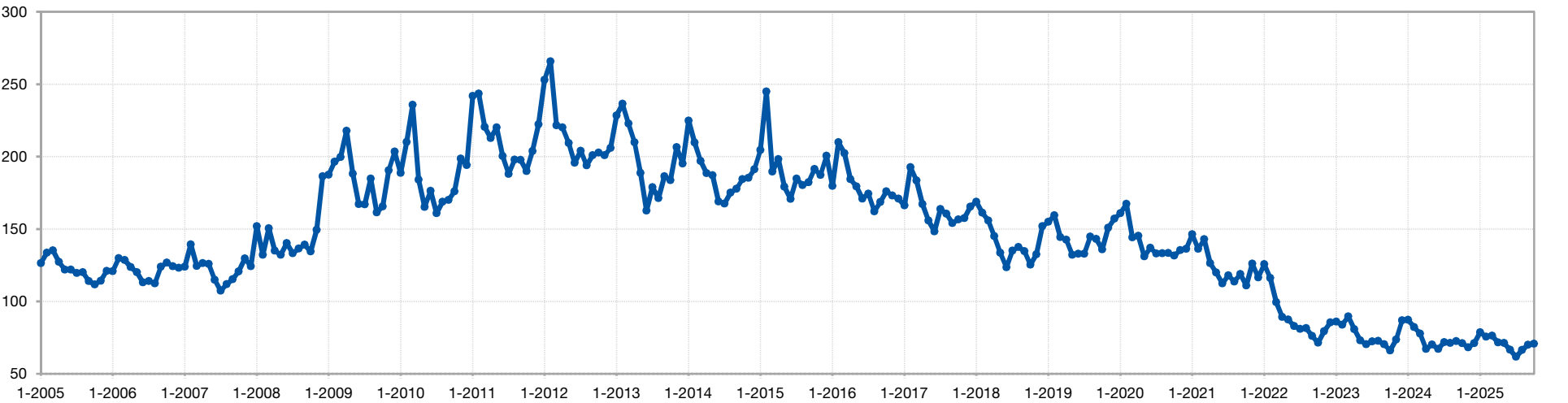


Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2025	70	73	-4.1%
October 2025	71	71	0.0%
12-Month Avg	71	75	-5.3%

Historical Housing Affordability Index by Month

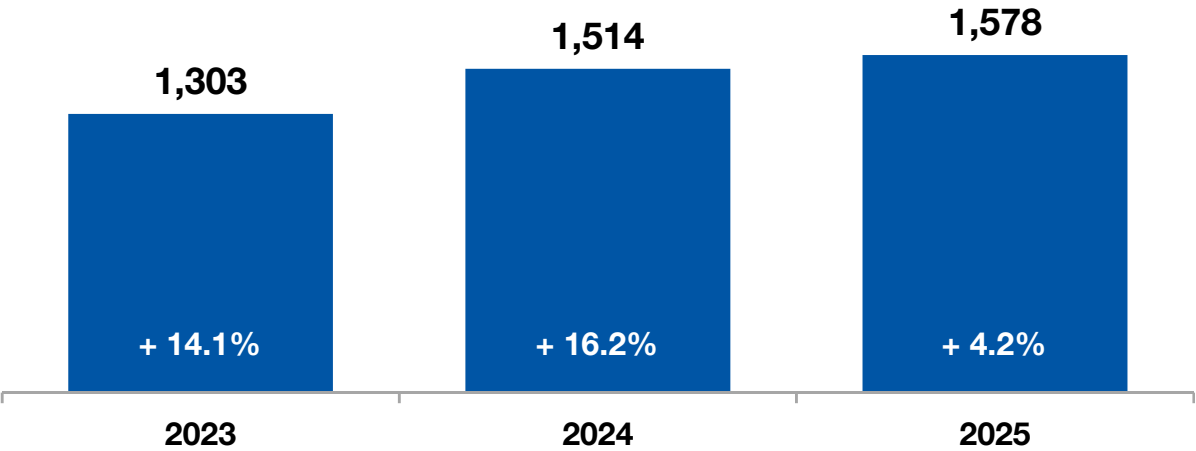


Inventory of Homes for Sale

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

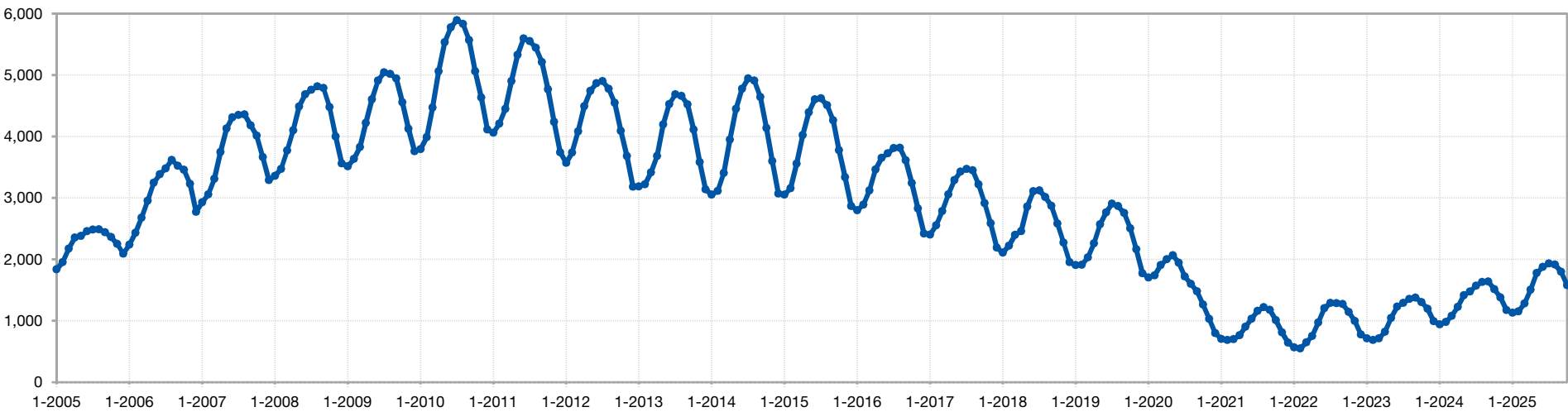


October



Homes for Sale		Prior Year	Percent Change
November 2024	1,379	1,196	+15.3%
December 2024	1,176	992	+18.5%
January 2025	1,131	941	+20.2%
February 2025	1,153	982	+17.4%
March 2025	1,282	1,081	+18.6%
April 2025	1,505	1,227	+22.7%
May 2025	1,777	1,416	+25.5%
June 2025	1,878	1,474	+27.4%
July 2025	1,932	1,570	+23.1%
August 2025	1,914	1,631	+17.4%
September 2025	1,799	1,641	+9.6%
October 2025	1,578	1,514	+4.2%
12-Month Avg	1,542	1,305	+18.2%

Historical Inventory of Homes for Sale by Month

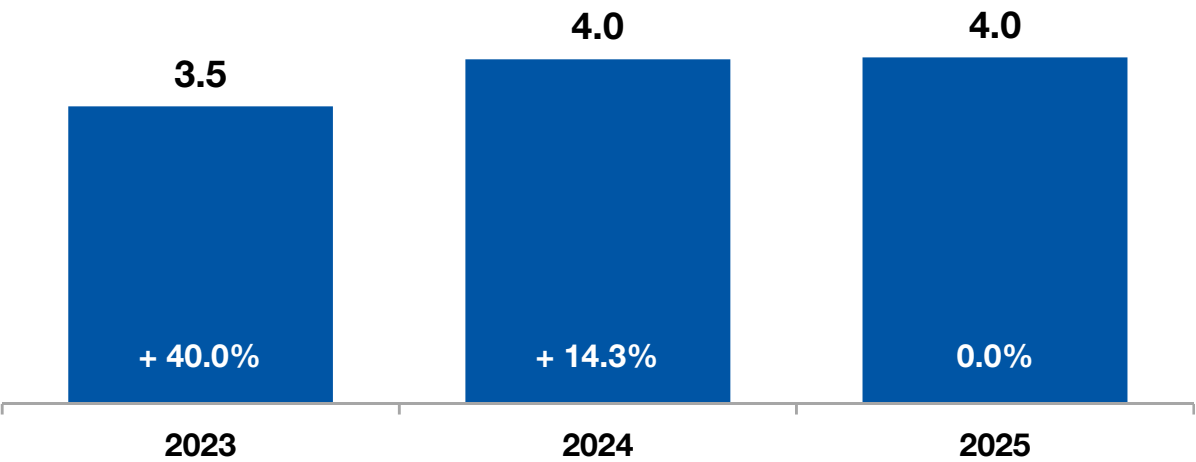


Months Supply of Inventory

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.

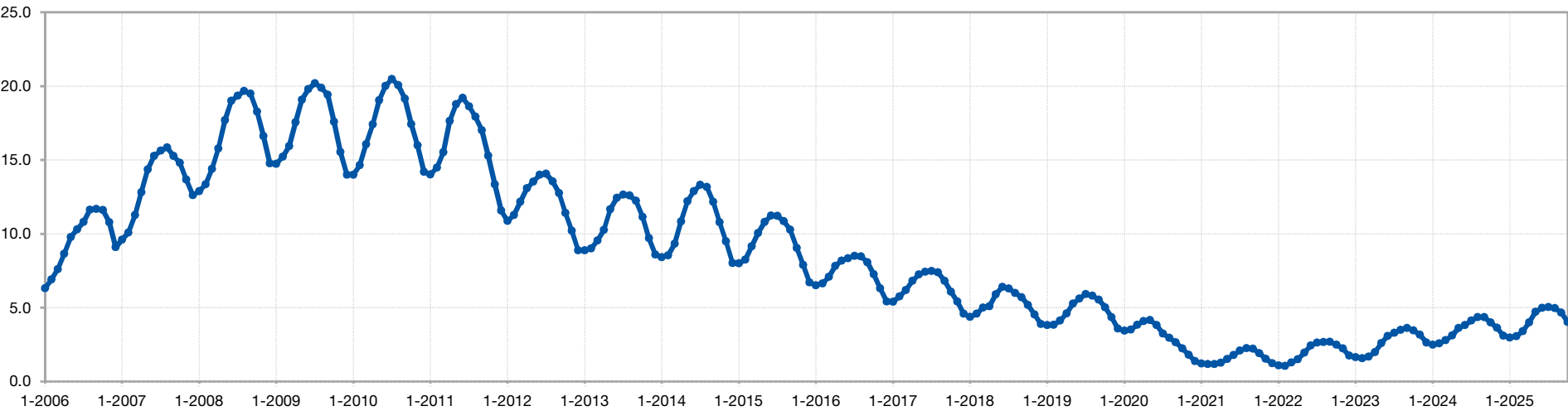


October



Months Supply		Prior Year	Percent Change
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	5.0	3.8	+31.6%
July 2025	5.0	4.1	+22.0%
August 2025	5.0	4.4	+13.6%
September 2025	4.7	4.4	+6.8%
October 2025	4.0	4.0	0.0%
12-Month Avg	4.0	3.4	+17.6%

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	+ / -	10-2024	10-2025	+ / -	10-2024	10-2025	+ / -
Aitkin	145	138	-4.8%	101	106	+5.0%	\$279,900	\$305,000	+9.0%	31	23	-25.8%	3.0	2.4	-20.1%
Backus	53	57	+7.5%	38	37	-2.6%	\$254,750	\$299,900	+17.7%	16	15	-6.3%	4.3	4.0	-5.7%
Baxter	186	199	+7.0%	117	122	+4.3%	\$350,000	\$355,000	+1.4%	48	41	-14.6%	4.3	3.5	-18.8%
Brainerd	424	423	-0.2%	300	293	-2.3%	\$291,000	\$290,000	-0.3%	95	109	+14.7%	3.2	3.8	+18.1%
Breezy Point	119	111	-6.7%	76	73	-3.9%	\$379,648	\$365,000	-3.9%	35	29	-17.1%	5.0	4.1	-18.1%
Crosby	60	57	-5.0%	51	36	-29.4%	\$229,000	\$202,350	-11.6%	8	15	+87.5%	1.7	3.9	+132.3%
Crosslake	132	147	+11.4%	92	79	-14.1%	\$524,950	\$630,000	+20.0%	38	32	-15.8%	4.3	4.0	-8.1%
Cushing	29	25	-13.8%	20	13	-35.0%	\$330,050	\$290,000	-12.1%	7	8	+14.3%	2.9	4.0	+37.1%
Deerwood	49	39	-20.4%	28	22	-21.4%	\$336,950	\$456,000	+35.3%	12	9	-25.0%	3.4	3.8	+9.4%
Emily	38	35	-7.9%	32	28	-12.5%	\$380,000	\$353,200	-7.1%	6	6	0.0%	1.7	2.1	+24.2%
Hackensack	77	57	-26.0%	51	37	-27.5%	\$391,000	\$425,000	+8.7%	17	13	-23.5%	3.3	3.0	-9.2%
Isle	83	83	0.0%	51	46	-9.8%	\$277,500	\$274,950	-0.9%	24	31	+29.2%	4.9	6.4	+31.4%
Little Falls	140	144	+2.9%	126	121	-4.0%	\$240,000	\$254,000	+5.8%	20	33	+65.0%	1.7	2.9	+71.0%
Longville	61	61	0.0%	37	45	+21.6%	\$445,000	\$370,000	-16.9%	18	16	-11.1%	4.3	3.9	-9.0%
Menahga	53	61	+15.1%	28	36	+28.6%	\$281,000	\$297,450	+5.9%	20	30	+50.0%	6.5	8.4	+29.1%
Motley	61	37	-39.3%	45	32	-28.9%	\$301,000	\$277,500	-7.8%	17	6	-64.7%	3.8	1.7	-54.5%
Nevis	55	75	+36.4%	34	59	+73.5%	\$391,250	\$405,000	+3.5%	21	13	-38.1%	6.0	2.4	-59.4%
Nisswa	114	108	-5.3%	84	65	-22.6%	\$570,000	\$635,000	+11.4%	27	25	-7.4%	3.4	3.8	+14.0%
Park Rapids	192	204	+6.3%	133	130	-2.3%	\$315,000	\$286,000	-9.2%	53	62	+17.0%	4.3	4.8	+10.9%
Pequot Lakes	128	117	-8.6%	56	72	+28.6%	\$386,250	\$431,250	+11.7%	61	28	-54.1%	10.3	3.8	-63.4%
Pillager	33	47	+42.4%	22	43	+95.5%	\$278,750	\$301,000	+8.0%	10	5	-50.0%	3.5	1.3	-63.9%
Pine River	69	80	+15.9%	54	52	-3.7%	\$225,000	\$280,000	+24.4%	11	16	+45.5%	2.0	3.0	+47.7%
Staples	56	64	+14.3%	49	37	-24.5%	\$197,000	\$187,500	-4.8%	16	15	-6.3%	3.3	3.8	+15.7%
Walker	76	104	+36.8%	48	51	+6.3%	\$341,500	\$460,000	+34.7%	34	44	+29.4%	7.3	8.9	+22.8%