

# Monthly Indicators



## January 2026

Residential real estate activity in the counties of Grant, Otter Tail, Traverse and Wadena. composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

## Activity Snapshot

**+ 20.0%**    **+ 41.7%**    **- 12.2%**

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.



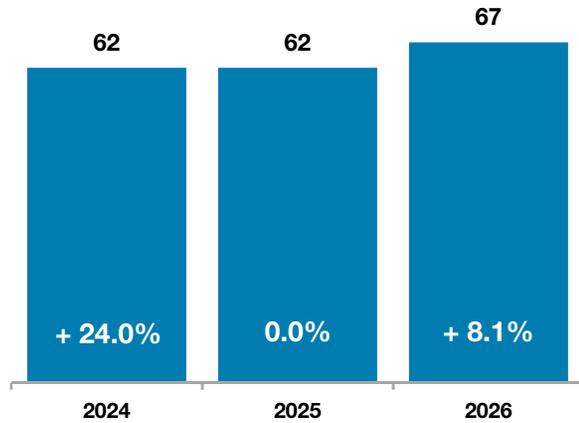
Key Metrics	Historical Sparkbars	1-2025	1-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
<b>New Listings</b>		62	<b>67</b>	+ 8.1%	62	<b>67</b>	+ 8.1%
<b>Pending Sales</b>		44	<b>46</b>	+ 4.5%	44	<b>46</b>	+ 4.5%
<b>Closed Sales</b>		30	<b>36</b>	+ 20.0%	30	<b>36</b>	+ 20.0%
<b>Days on Market</b>		72	<b>79</b>	+ 9.7%	72	<b>79</b>	+ 9.7%
<b>Median Sales Price</b>		\$239,900	<b>\$340,000</b>	+ 41.7%	\$239,900	<b>\$340,000</b>	+ 41.7%
<b>Avg. Sales Price</b>		\$249,638	<b>\$431,701</b>	+ 72.9%	\$249,638	<b>\$431,701</b>	+ 72.9%
<b>Pct. of Orig. Price Received</b>		92.6%	<b>93.4%</b>	+ 0.9%	92.6%	<b>93.4%</b>	+ 0.9%
<b>Affordability Index</b>		97	<b>73</b>	- 24.7%	97	<b>73</b>	- 24.7%
<b>Homes for Sale</b>		286	<b>251</b>	- 12.2%	--	--	--
<b>Months Supply</b>		3.3	<b>3.0</b>	- 9.1%	--	--	--

# New Listings

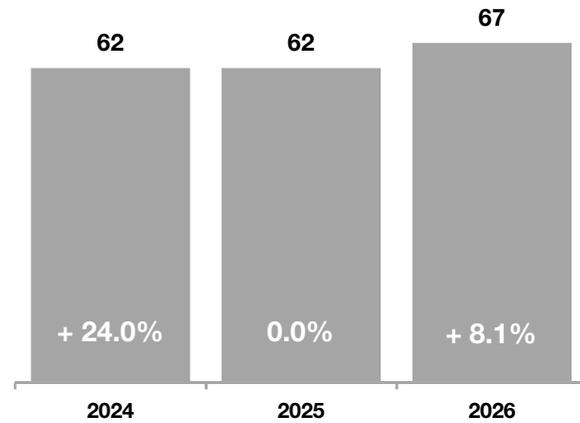
A count of the properties that have been newly listed on the market in a given month.



## January

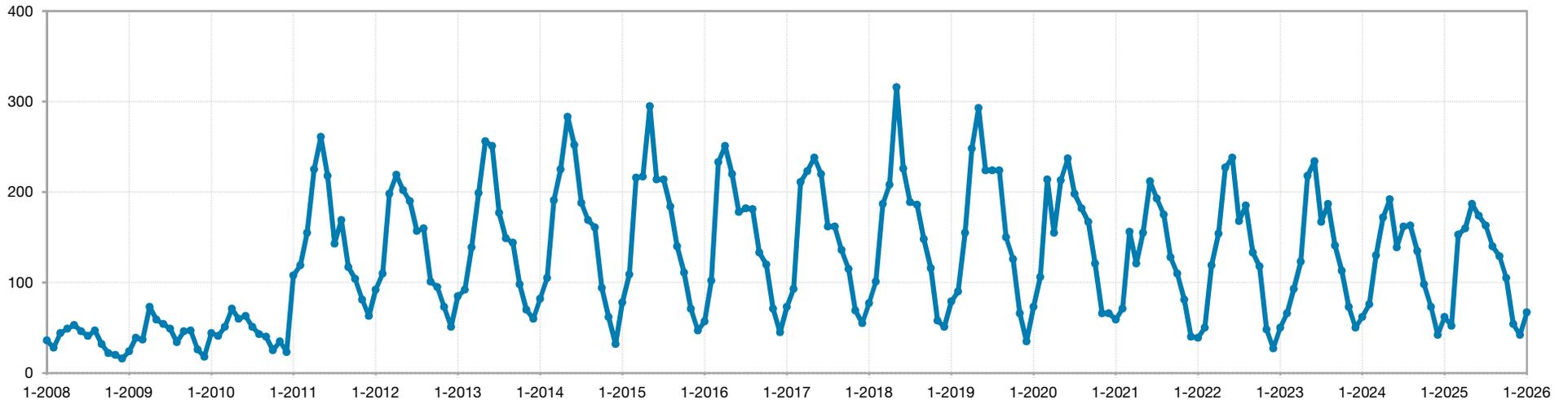


## Year to Date



	New Listings	Prior Year	Percent Change
February 2025	52	76	-31.6%
March 2025	153	130	+17.7%
April 2025	160	172	-7.0%
May 2025	187	192	-2.6%
June 2025	174	139	+25.2%
July 2025	163	162	+0.6%
August 2025	140	163	-14.1%
September 2025	129	135	-4.4%
October 2025	105	98	+7.1%
November 2025	54	73	-26.0%
December 2025	42	42	0.0%
<b>January 2026</b>	<b>67</b>	<b>62</b>	<b>+8.1%</b>
12-Month Avg	119	120	-0.8%

## Historical New Listings by Month

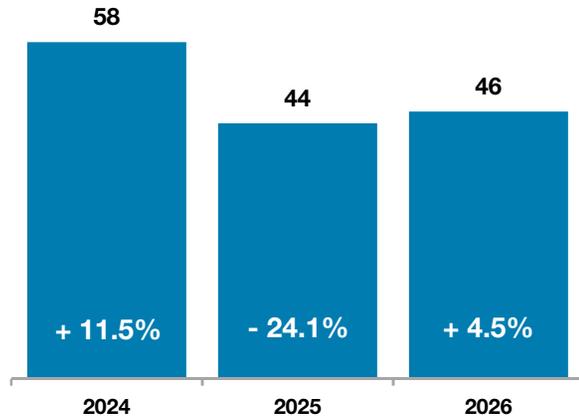


# Pending Sales

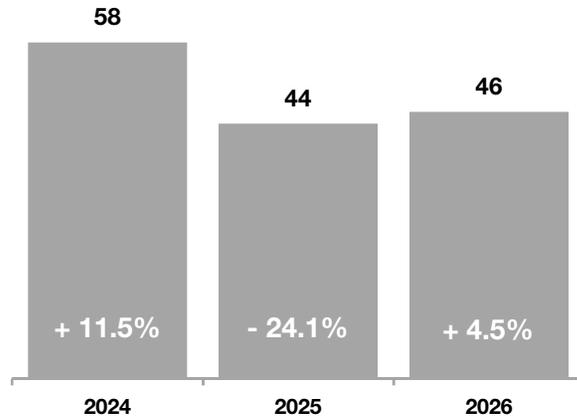
A count of the properties on which offers have been accepted in a given month.



## January

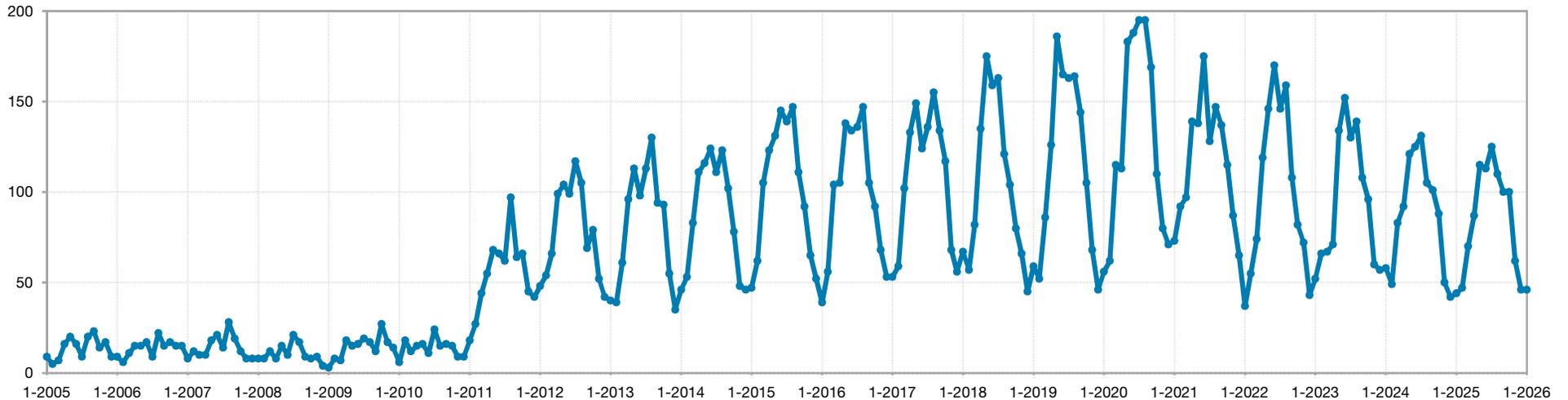


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
February 2025	47	49	-4.1%
March 2025	70	83	-15.7%
April 2025	87	92	-5.4%
May 2025	115	121	-5.0%
June 2025	113	125	-9.6%
July 2025	125	131	-4.6%
August 2025	110	105	+4.8%
September 2025	100	101	-1.0%
October 2025	100	88	+13.6%
November 2025	62	50	+24.0%
December 2025	46	42	+9.5%
<b>January 2026</b>	<b>46</b>	<b>44</b>	<b>+4.5%</b>
12-Month Avg	85	86	-1.2%

## Historical Pending Sales by Month

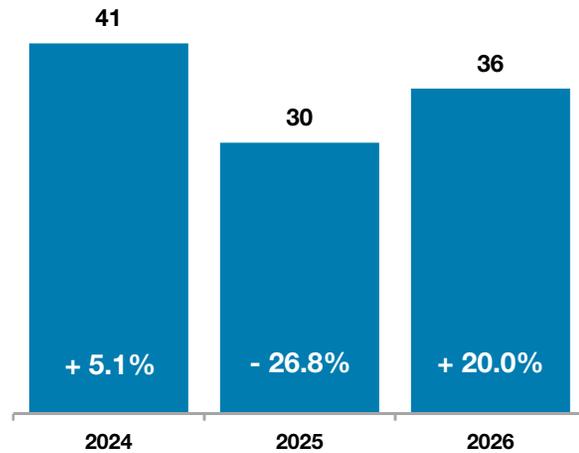


# Closed Sales

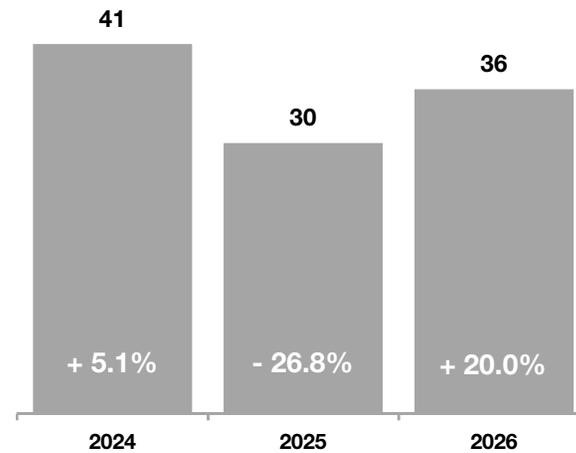
A count of the actual sales that closed in a given month.



## January

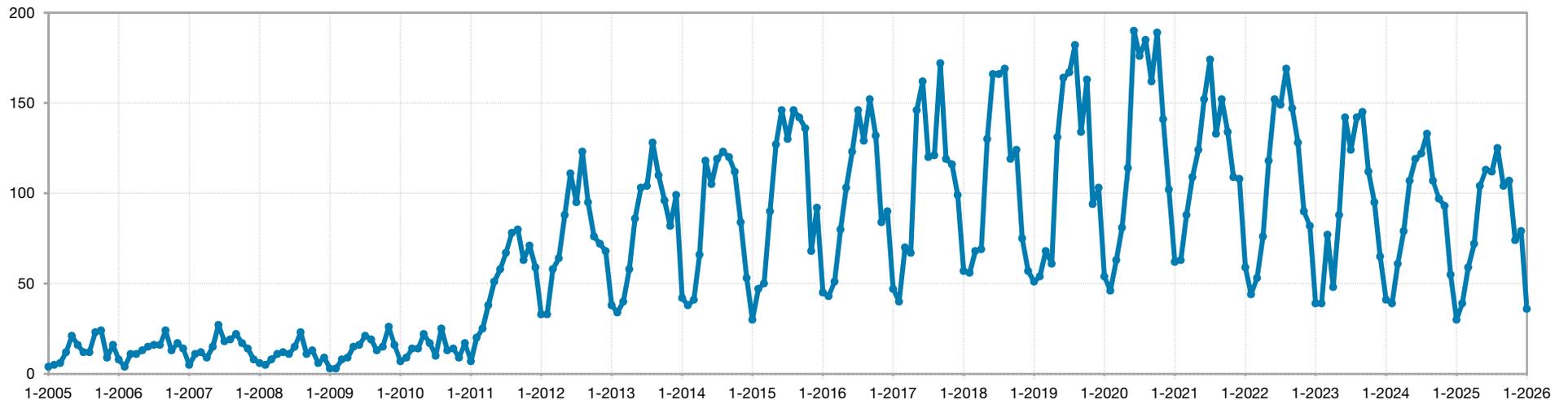


## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2025	39	39	0.0%
March 2025	59	61	-3.3%
April 2025	72	79	-8.9%
May 2025	104	107	-2.8%
June 2025	113	119	-5.0%
July 2025	112	122	-8.2%
August 2025	125	133	-6.0%
September 2025	104	107	-2.8%
October 2025	107	97	+10.3%
November 2025	74	93	-20.4%
December 2025	79	55	+43.6%
<b>January 2026</b>	<b>36</b>	<b>30</b>	<b>+20.0%</b>
12-Month Avg	85	87	-2.3%

## Historical Closed Sales by Month

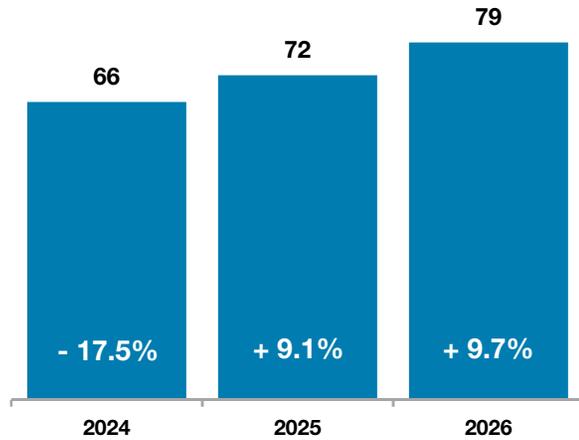


# Days on Market Until Sale

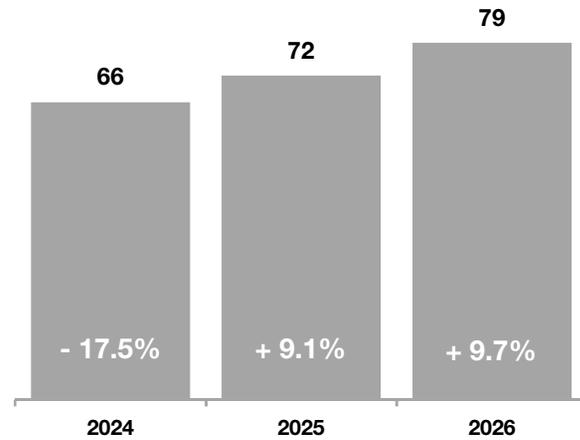
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January

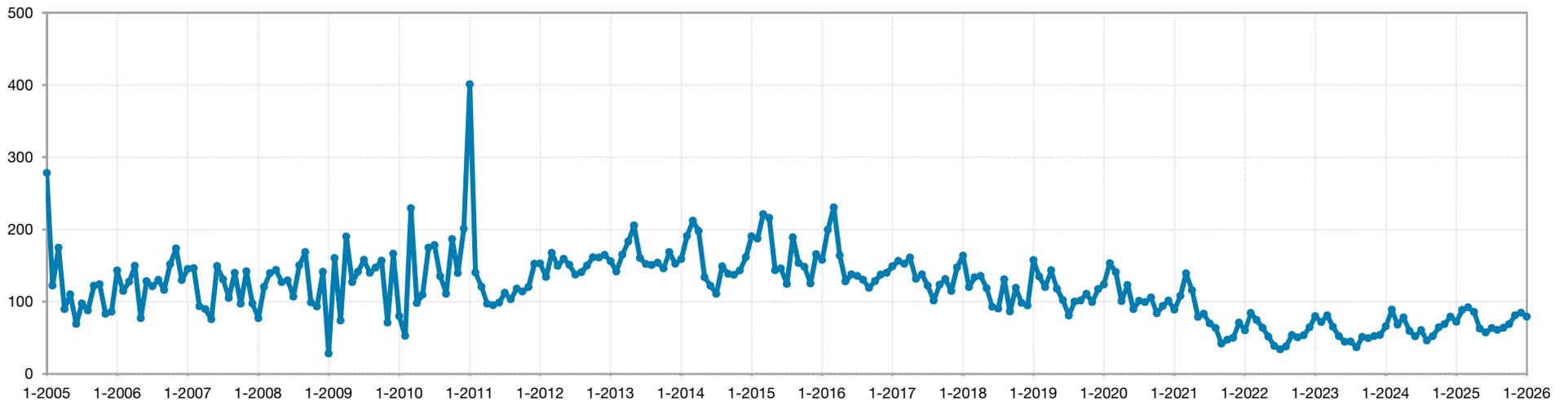


## Year to Date



Days on Market	Prior Year	Percent Change	
February 2025	88	89	-1.1%
March 2025	92	68	+35.3%
April 2025	86	78	+10.3%
May 2025	62	59	+5.1%
June 2025	57	52	+9.6%
July 2025	63	61	+3.3%
August 2025	61	46	+32.6%
September 2025	64	52	+23.1%
October 2025	69	65	+6.2%
November 2025	81	69	+17.4%
December 2025	85	79	+7.6%
<b>January 2026</b>	<b>79</b>	<b>72</b>	<b>+9.7%</b>
12-Month Avg	74	66	+12.1%

## Historical Days on Market Until Sale by Month

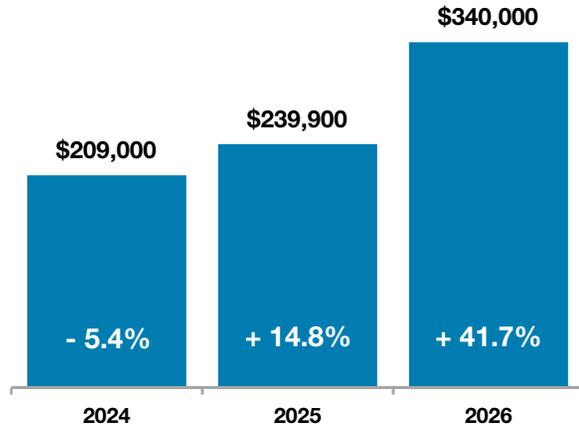


# Median Sales Price

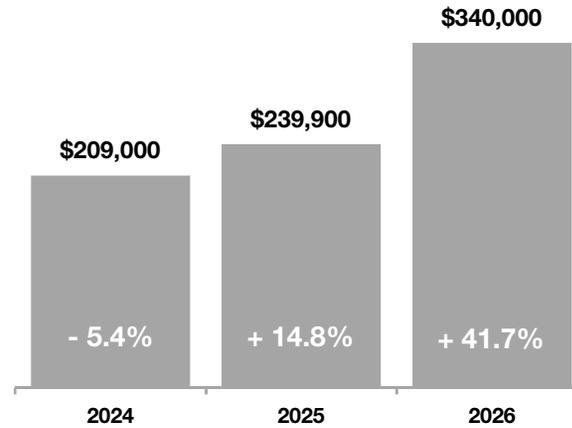
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January

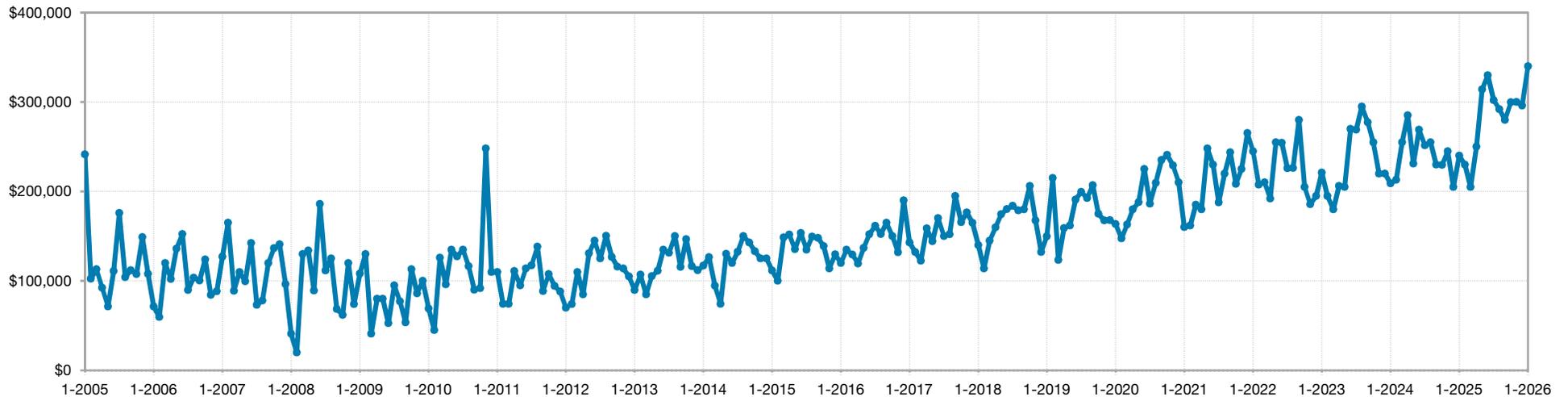


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2025	\$230,000	\$213,000	+8.0%
March 2025	\$205,000	\$255,000	-19.6%
April 2025	\$250,000	\$285,000	-12.3%
May 2025	\$314,175	\$231,050	+36.0%
June 2025	\$329,950	\$269,000	+22.7%
July 2025	\$302,000	\$251,625	+20.0%
August 2025	\$292,000	\$255,000	+14.5%
September 2025	\$280,000	\$230,000	+21.7%
October 2025	\$299,900	\$229,750	+30.5%
November 2025	\$300,000	\$245,000	+22.4%
December 2025	\$296,000	\$205,000	+44.4%
<b>January 2026</b>	<b>\$340,000</b>	<b>\$239,900</b>	<b>+41.7%</b>
12-Month Avg	\$286,585	\$242,444	+18.2%

## Historical Median Sales Price by Month

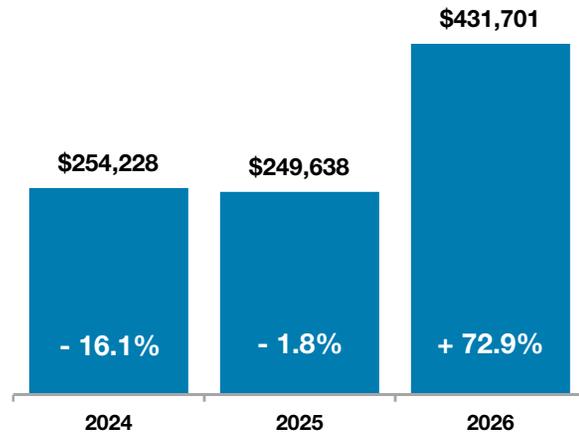


# Average Sales Price

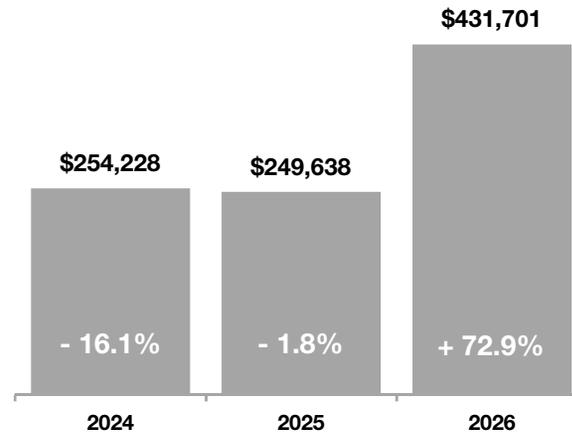
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January

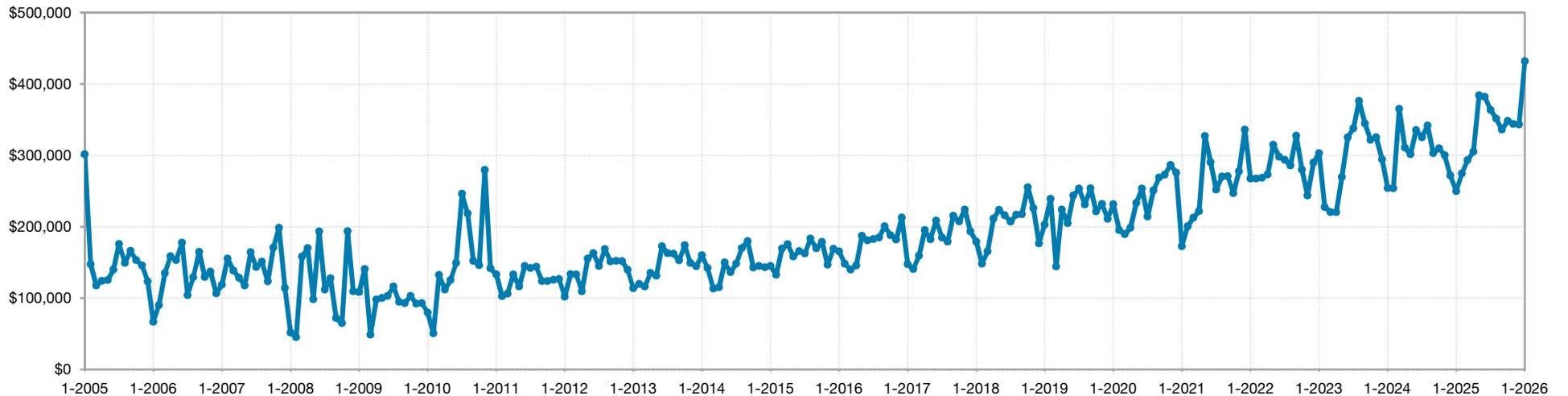


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2025	\$274,409	\$253,551	+8.2%
March 2025	\$293,103	\$364,929	-19.7%
April 2025	\$305,082	\$310,623	-1.8%
May 2025	\$384,203	\$301,439	+27.5%
June 2025	\$382,070	\$335,287	+14.0%
July 2025	\$363,431	\$325,255	+11.7%
August 2025	\$351,257	\$341,563	+2.8%
September 2025	\$335,906	\$302,951	+10.9%
October 2025	\$348,243	\$309,610	+12.5%
November 2025	\$343,897	\$299,977	+14.6%
December 2025	\$343,059	\$271,648	+26.3%
<b>January 2026</b>	<b>\$431,701</b>	<b>\$249,638</b>	<b>+72.9%</b>
12-Month Avg	\$346,363	\$305,539	+13.4%

## Historical Average Sales Price by Month

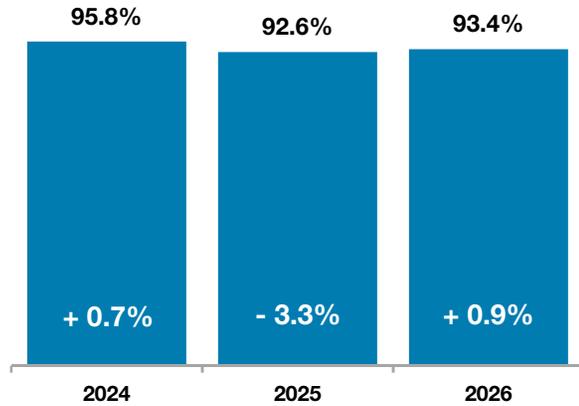


# Percent of Original List Price Received

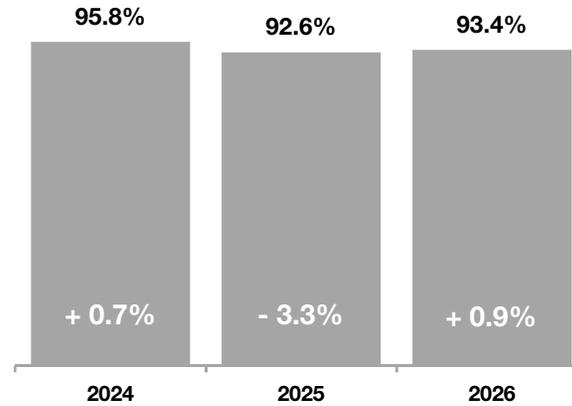


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## January

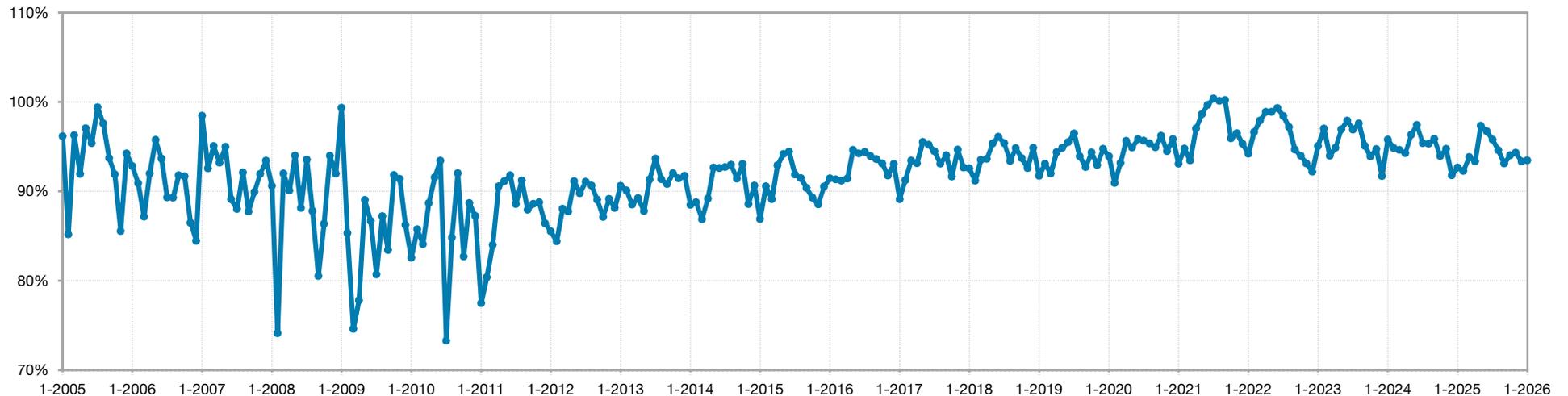


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2025	92.3%	94.8%	-2.6%
March 2025	93.8%	94.6%	-0.8%
April 2025	93.3%	94.3%	-1.1%
May 2025	97.3%	96.3%	+1.0%
June 2025	96.7%	97.4%	-0.7%
July 2025	95.8%	95.4%	+0.4%
August 2025	94.6%	95.3%	-0.7%
September 2025	93.1%	95.9%	-2.9%
October 2025	94.0%	94.0%	0.0%
November 2025	94.3%	94.7%	-0.4%
December 2025	93.3%	91.8%	+1.6%
<b>January 2026</b>	<b>93.4%</b>	<b>92.6%</b>	<b>+0.9%</b>
12-Month Avg	94.3%	94.8%	-0.5%

## Historical Percent of Original List Price Received by Month

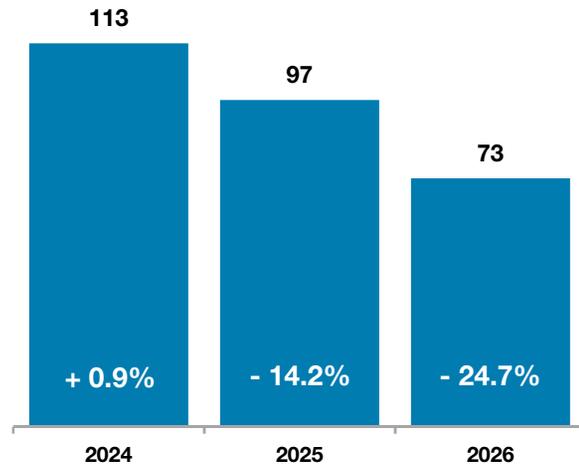


# Housing Affordability Index

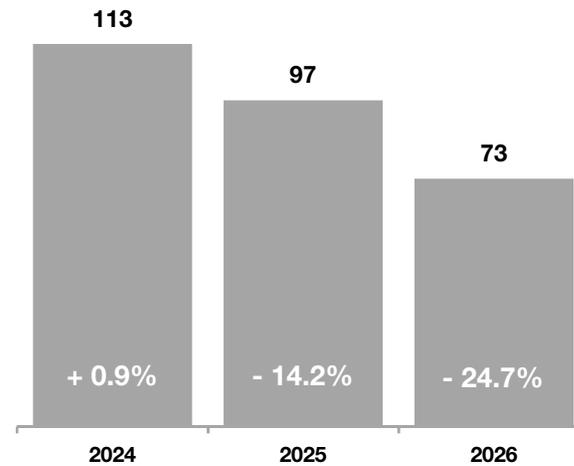
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

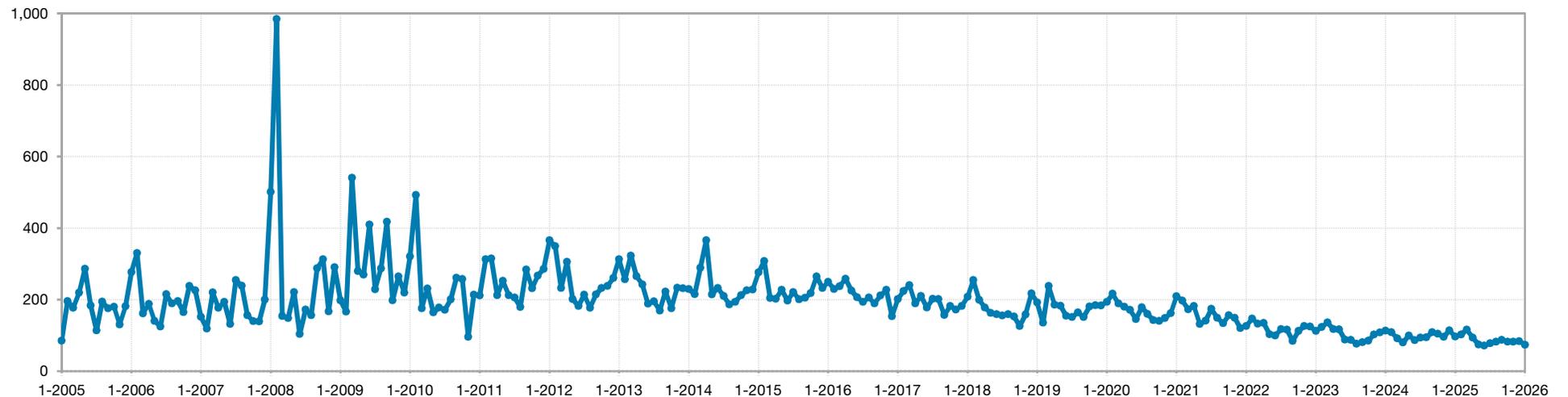


## Year to Date



	Affordability Index	Prior Year	Percent Change
February 2025	102	109	-6.4%
March 2025	116	91	+27.5%
April 2025	94	80	+17.5%
May 2025	74	100	-26.0%
June 2025	71	87	-18.4%
July 2025	78	93	-16.1%
August 2025	82	95	-13.7%
September 2025	87	108	-19.4%
October 2025	83	104	-20.2%
November 2025	82	96	-14.6%
December 2025	84	114	-26.3%
<b>January 2026</b>	<b>73</b>	<b>97</b>	<b>-24.7%</b>
12-Month Avg	86	98	-12.2%

## Historical Housing Affordability Index by Month

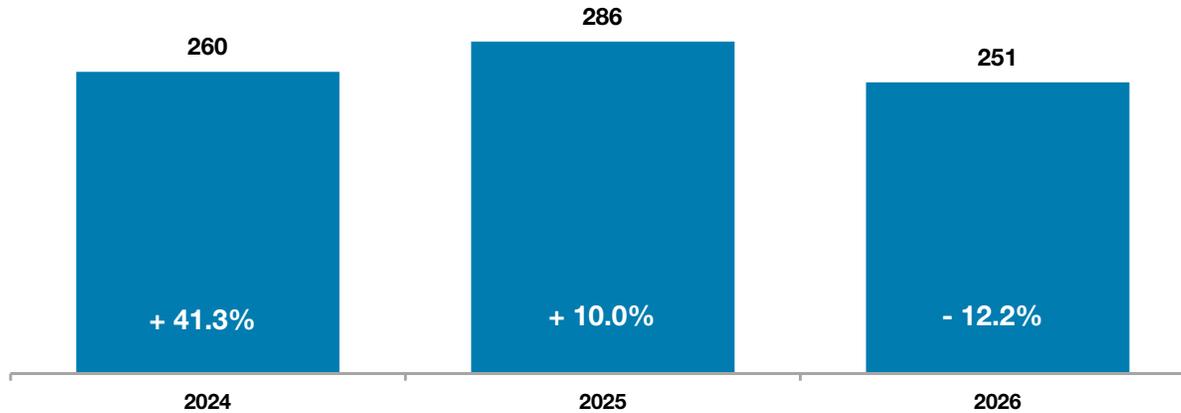


# Inventory of Homes for Sale

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

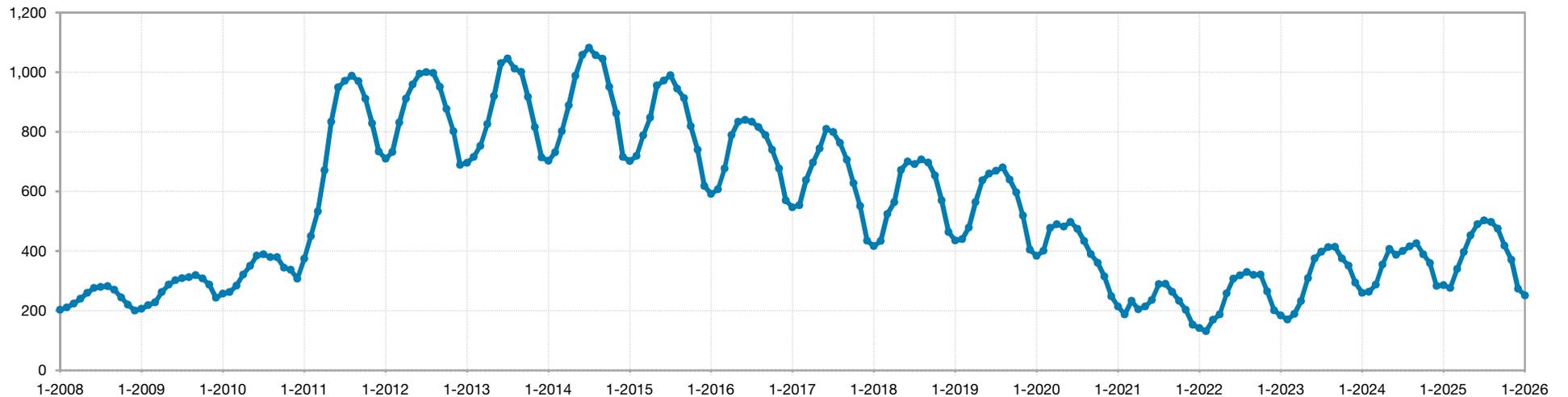


## January



Homes for Sale	Prior Year	Percent Change
February 2025	276	+4.9%
March 2025	340	+18.5%
April 2025	397	+11.8%
May 2025	453	+11.3%
June 2025	490	+26.6%
July 2025	503	+25.8%
August 2025	498	+19.7%
September 2025	475	+11.5%
October 2025	418	+7.5%
November 2025	371	+3.1%
December 2025	274	-3.2%
<b>January 2026</b>	<b>251</b>	<b>-12.2%</b>
12-Month Avg	396	+11.5%

## Historical Inventory of Homes for Sale by Month

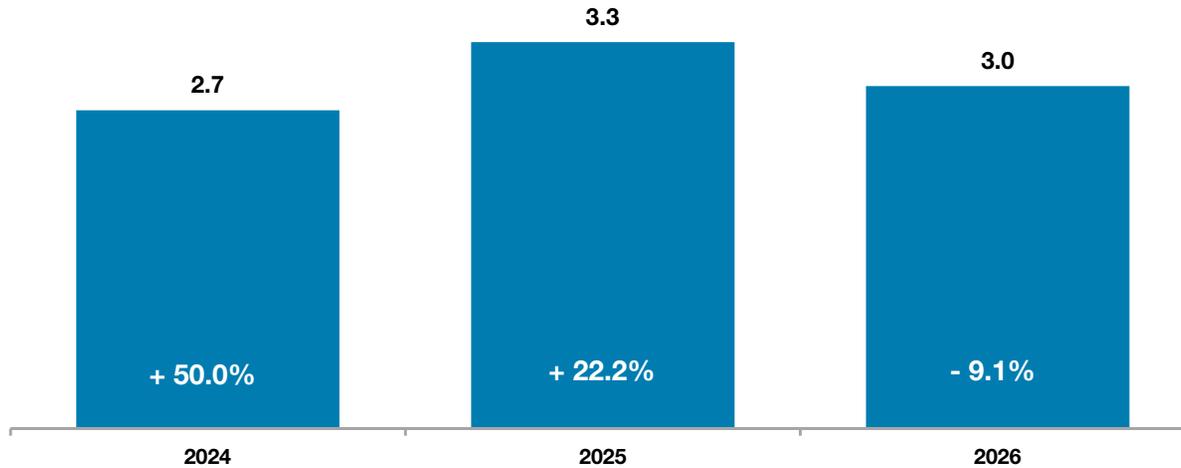


# Months Supply of Inventory

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.



## January



Months Supply		Prior Year	Percent Change
February 2025	3.2	2.8	+14.3%
March 2025	4.0	3.0	+33.3%
April 2025	4.7	3.7	+27.0%
May 2025	5.4	4.3	+25.6%
June 2025	5.9	4.2	+40.5%
July 2025	6.1	4.3	+41.9%
August 2025	6.0	4.6	+30.4%
September 2025	5.8	4.7	+23.4%
October 2025	5.0	4.4	+13.6%
November 2025	4.4	4.1	+7.3%
December 2025	3.2	3.2	0.0%
<b>January 2026</b>	<b>3.0</b>	<b>3.3</b>	<b>-9.1%</b>
12-Month Avg	4.7	3.9	+20.5%

## 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 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	1-2025	1-2026	+ / -	1-2025	1-2026	+ / -
Ashby	3	0	-100.0%	0	0	--	\$0	\$0	--	6	2	-66.7%	3.8	1.2	-68.6%
Battle Lake	7	0	-100.0%	2	1	-50.0%	\$296,250	\$350,000	+18.1%	13	8	-38.5%	3.7	2.3	-37.7%
Dalton	0	0	--	0	0	--	\$0	\$0	--	2	1	-50.0%	2.0	0.7	-66.7%
Elbow Lake	0	2	--	0	1	--	\$0	\$236,000	--	4	12	+200.0%	2.0	5.8	+188.0%
Fergus Falls	16	11	-31.3%	7	8	+14.3%	\$248,000	\$306,500	+23.6%	39	17	-56.4%	2.2	0.9	-58.0%
Henning	1	1	0.0%	0	1	--	\$0	\$79,900	--	9	8	-11.1%	4.3	4.0	-6.7%
New York Mills	3	2	-33.3%	1	1	0.0%	\$45,000	\$800,000	+1677.8%	6	11	+83.3%	2.4	5.8	+141.2%
Ottertail	2	1	-50.0%	0	0	--	\$0	\$0	--	13	8	-38.5%	4.5	4.0	-10.5%
Perham	2	6	+200.0%	2	2	0.0%	\$369,850	\$173,000	-53.2%	26	26	0.0%	4.3	6.1	+41.2%
Wadena	5	5	0.0%	2	2	0.0%	\$120,000	\$93,750	-21.9%	19	12	-36.8%	2.9	2.7	-8.8%