

Monthly Indicators



March 2026

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

Activity Snapshot

- 11.4% **+ 9.9%** **- 1.0%**

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.



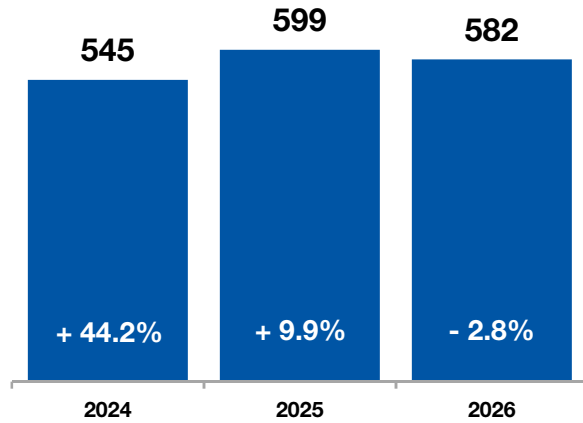
Key Metrics	Historical Sparkbars	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		599	582	- 2.8%	1,227	1,171	- 4.6%
Pending Sales		367	320	- 12.8%	828	740	- 10.6%
Closed Sales		245	217	- 11.4%	684	565	- 17.4%
Days on Market		68	84	+ 23.5%	68	79	+ 16.2%
Median Sales Price		\$286,500	\$315,000	+ 9.9%	\$283,950	\$304,000	+ 7.1%
Avg. Sales Price		\$344,131	\$381,590	+ 10.9%	\$349,820	\$367,867	+ 5.2%
Pct. of Orig. Price Received		96.4%	94.8%	- 1.7%	95.0%	94.6%	- 0.4%
Affordability Index		76	71	- 6.6%	77	73	- 5.2%
Homes for Sale		1,282	1,269	- 1.0%	--	--	--
Months Supply		3.4	3.3	- 2.9%	--	--	--

New Listings

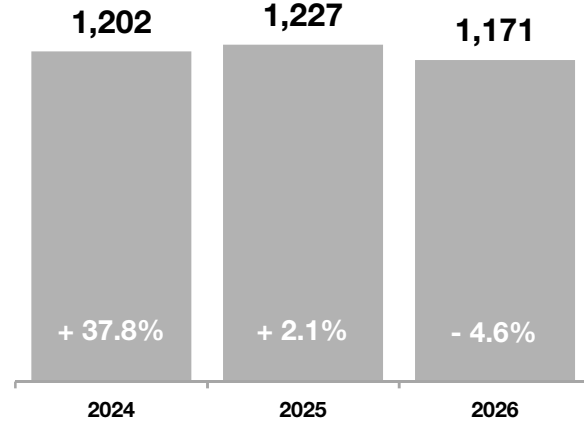
A count of the properties that have been newly listed on the market in a given month.



March

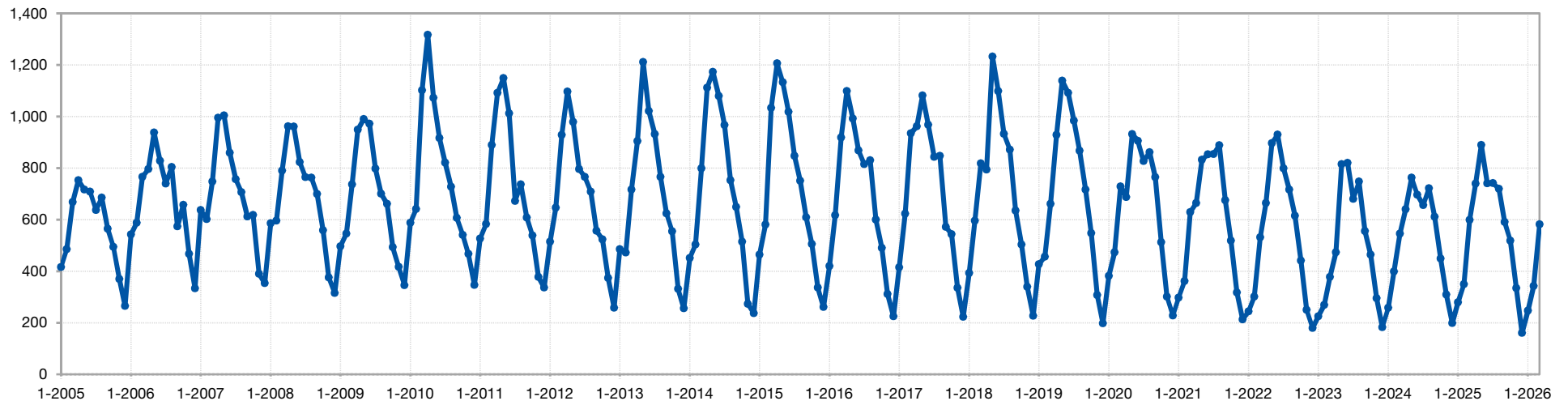


Year to Date



	New Listings	Prior Year	Percent Change
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	591	611	-3.3%
October 2025	518	449	+15.4%
November 2025	334	309	+8.1%
December 2025	160	199	-19.6%
January 2026	247	279	-11.5%
February 2026	342	349	-2.0%
March 2026	582	599	-2.8%
12-Month Avg	550	523	+5.2%

Historical New Listings by Month

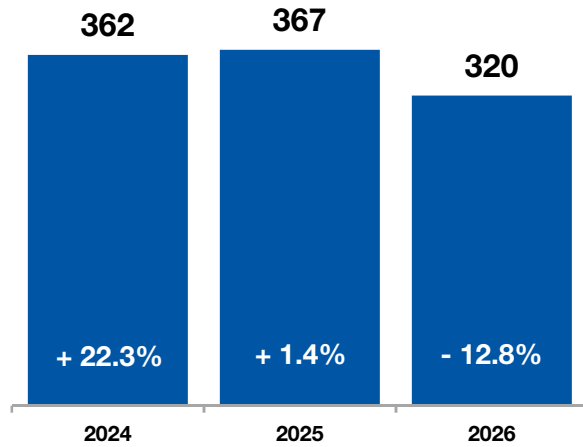


Pending Sales

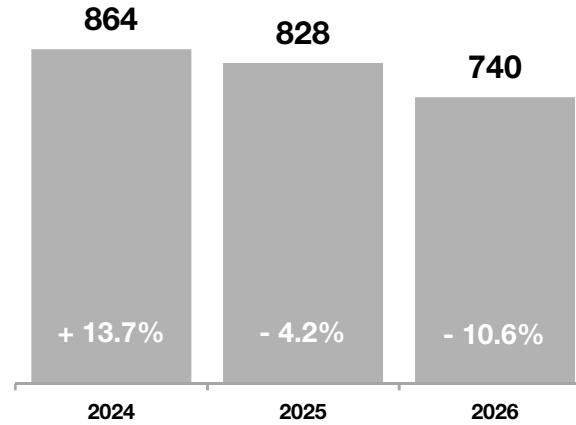
A count of the properties on which offers have been accepted in a given month.



March

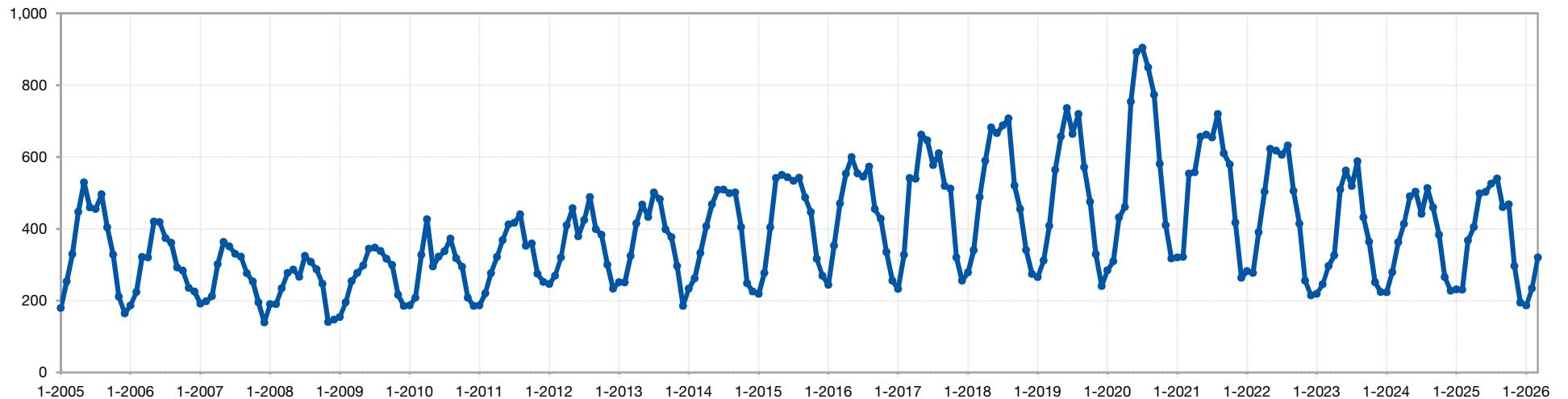


Year to Date



Pending Sales	Prior Year	Percent Change	
April 2025	405	413	-1.9%
May 2025	498	490	+1.6%
June 2025	502	503	-0.2%
July 2025	525	441	+19.0%
August 2025	540	513	+5.3%
September 2025	460	459	+0.2%
October 2025	468	383	+22.2%
November 2025	296	265	+11.7%
December 2025	194	227	-14.5%
January 2026	186	231	-19.5%
February 2026	234	230	+1.7%
March 2026	320	367	-12.8%
12-Month Avg	386	377	+2.4%

Historical Pending Sales by Month

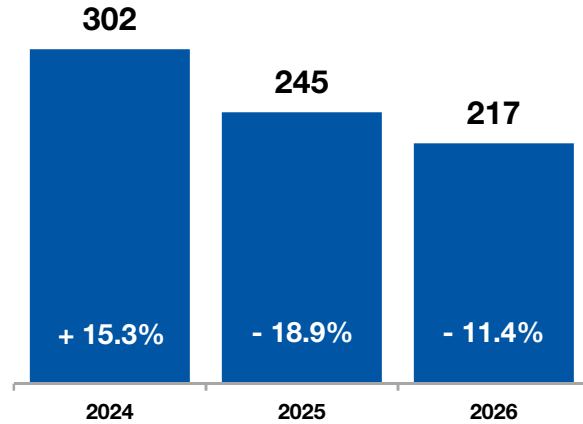


Closed Sales

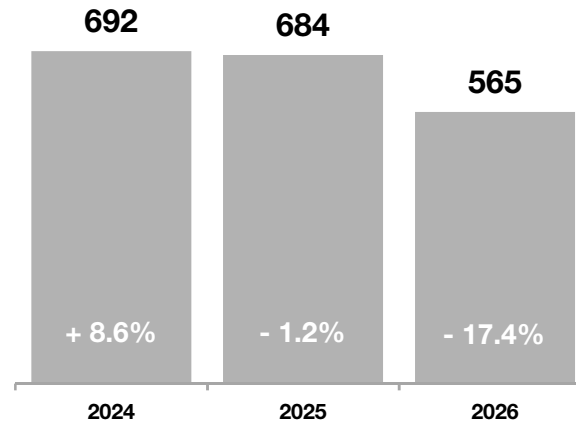
A count of the actual sales that closed in a given month.



March

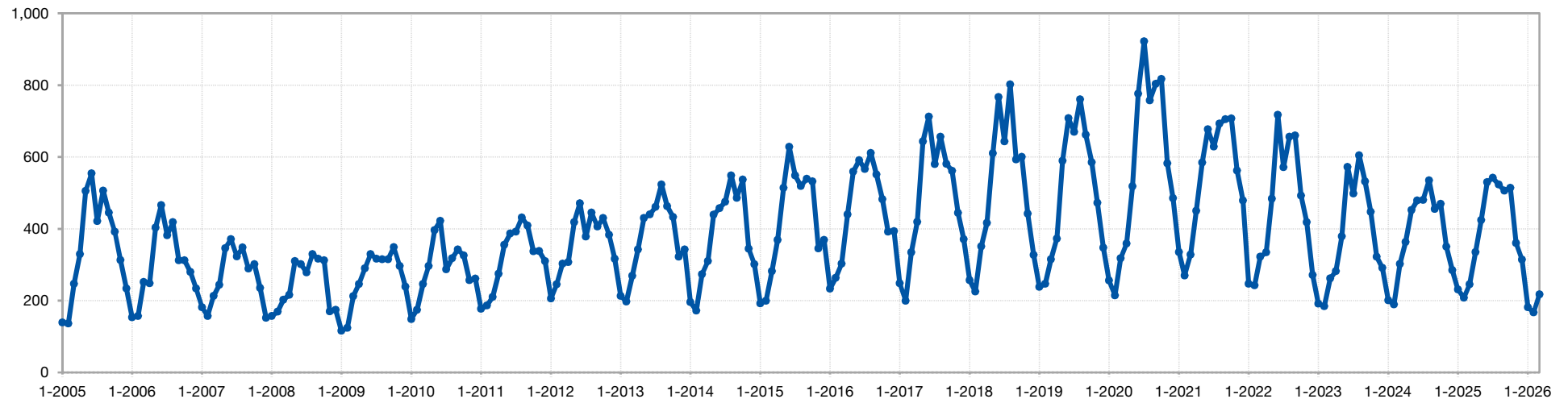


Year to Date



Closed Sales		Prior Year	Percent Change
April 2025	335	363	-7.7%
May 2025	424	452	-6.2%
June 2025	530	479	+10.6%
July 2025	542	480	+12.9%
August 2025	523	535	-2.2%
September 2025	506	455	+11.2%
October 2025	514	469	+9.6%
November 2025	360	350	+2.9%
December 2025	314	285	+10.2%
January 2026	181	231	-21.6%
February 2026	167	208	-19.7%
March 2026	217	245	-11.4%
12-Month Avg	384	379	+1.3%

Historical Closed Sales by Month

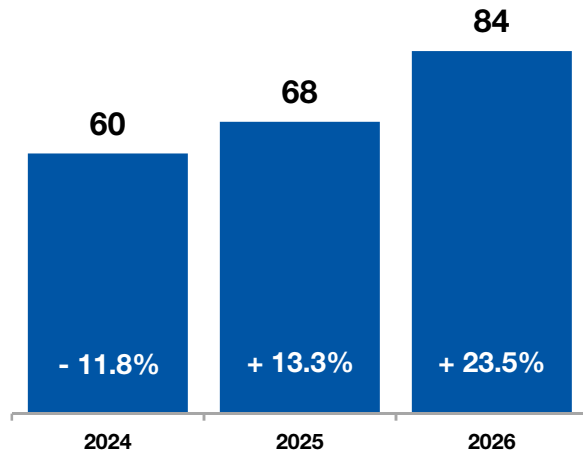


Days on Market Until Sale

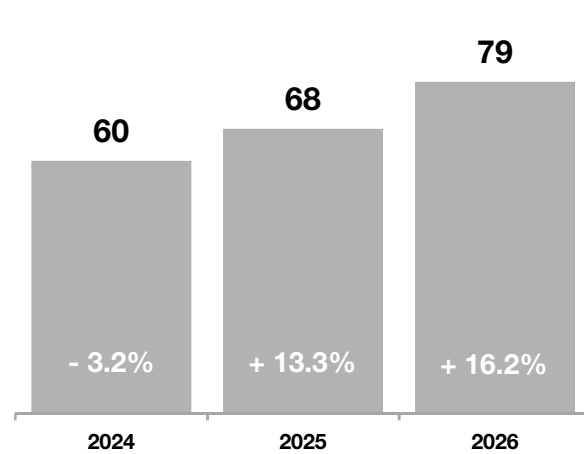
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

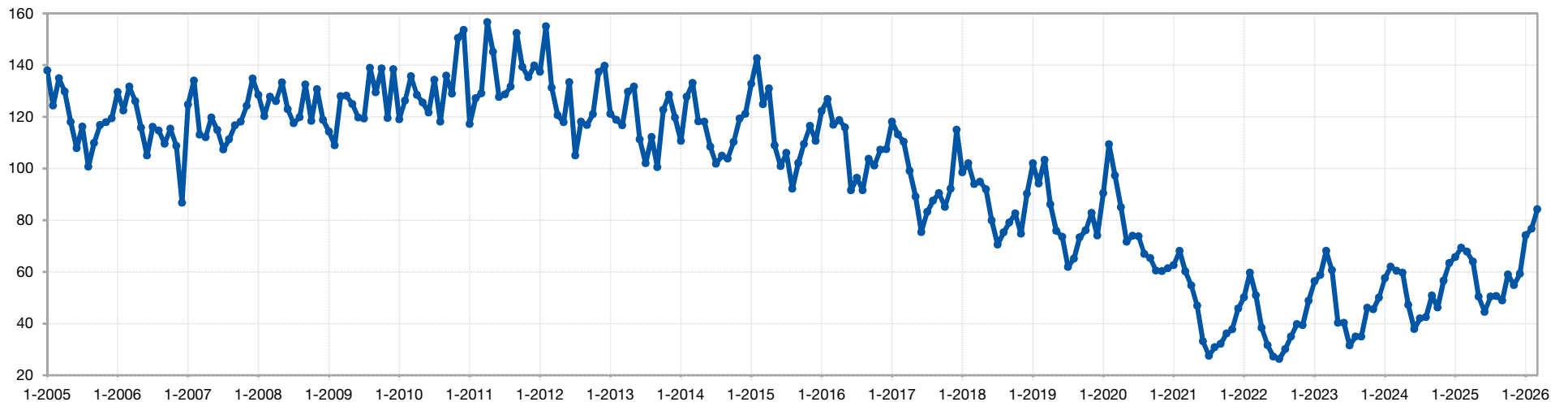


Year to Date



Days on Market	Prior Year	Percent Change	
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%
November 2025	55	57	-3.5%
December 2025	59	63	-6.3%
January 2026	74	66	+12.1%
February 2026	77	69	+11.6%
March 2026	84	68	+23.5%
12-Month Avg	60	54	+11.1%

Historical Days on Market Until Sale by Month

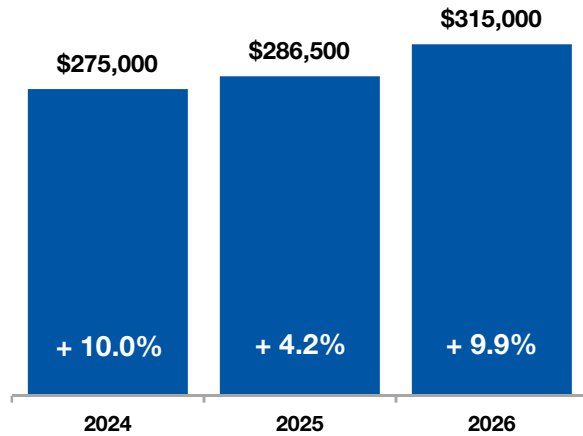


Median Sales Price

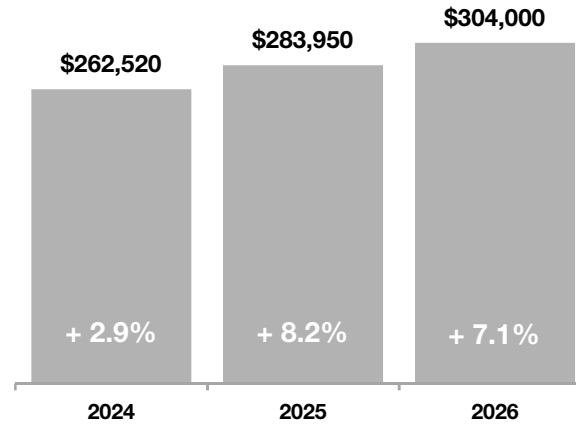
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

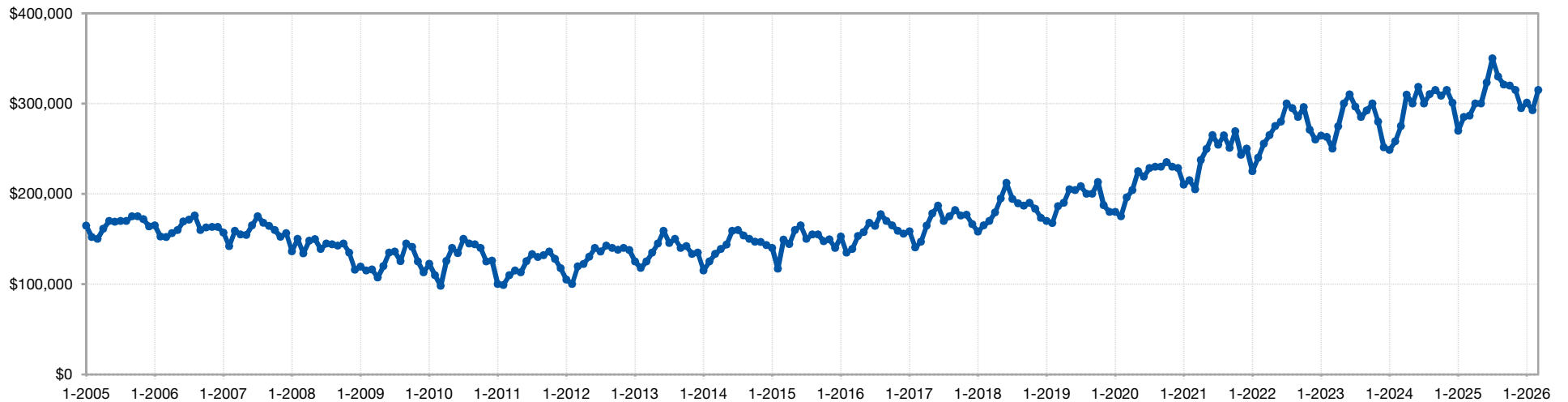


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$321,000	\$315,000	+1.9%
October 2025	\$320,000	\$308,750	+3.6%
November 2025	\$314,900	\$315,000	-0.0%
December 2025	\$295,000	\$301,000	-2.0%
January 2026	\$301,000	\$269,900	+11.5%
February 2026	\$292,500	\$285,000	+2.6%
March 2026	\$315,000	\$286,500	+9.9%
12-Month Avg	\$313,567	\$301,671	+3.9%

Historical Median Sales Price by Month

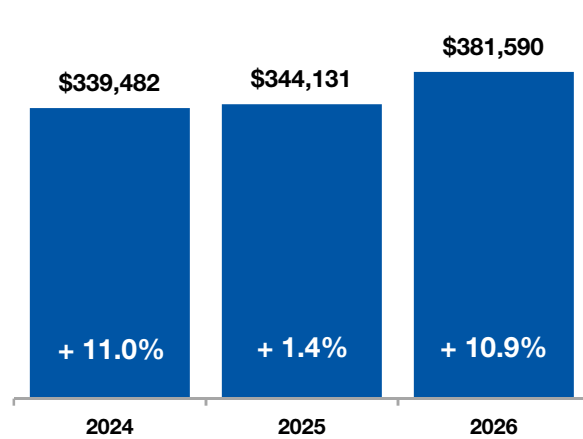


Average Sales Price

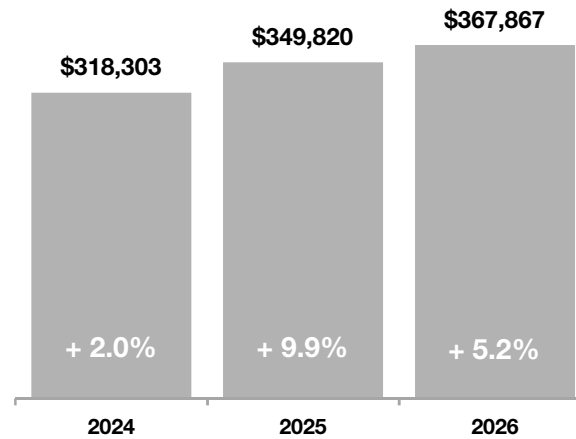
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

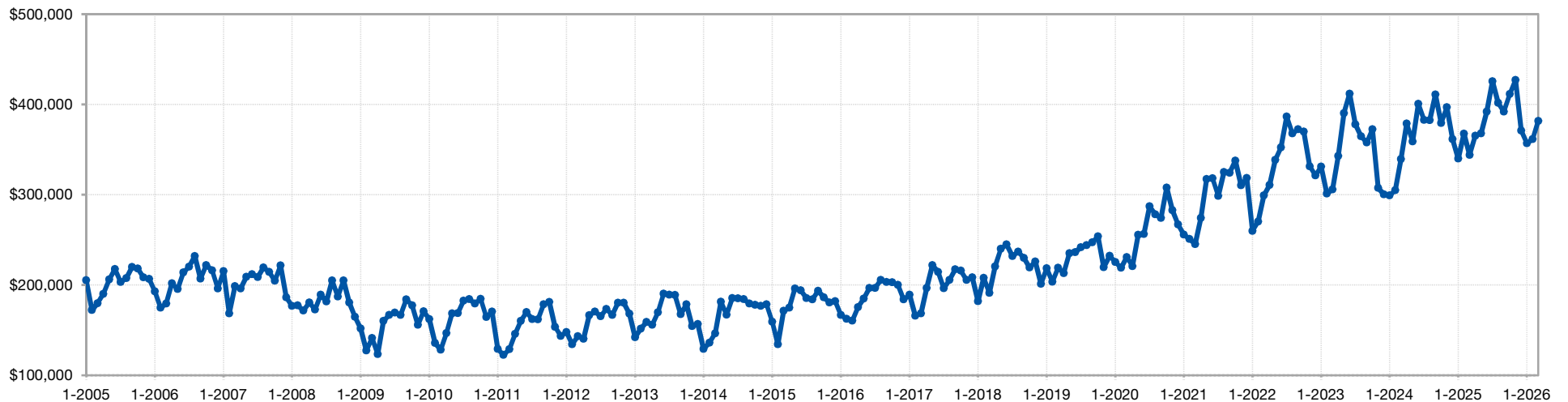


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$392,051	\$411,110	-4.6%
October 2025	\$411,565	\$379,332	+8.5%
November 2025	\$427,181	\$396,824	+7.6%
December 2025	\$370,937	\$361,532	+2.6%
January 2026	\$356,946	\$339,893	+5.0%
February 2026	\$361,700	\$367,605	-1.6%
March 2026	\$381,590	\$344,131	+10.9%
12-Month Avg	\$387,887	\$375,354	+3.3%

Historical Average Sales Price by Month

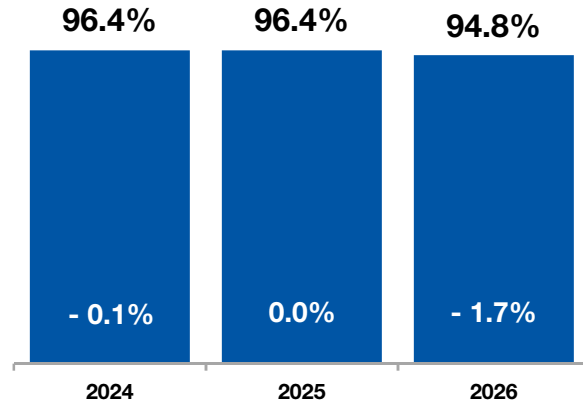


Percent of Original List Price Received

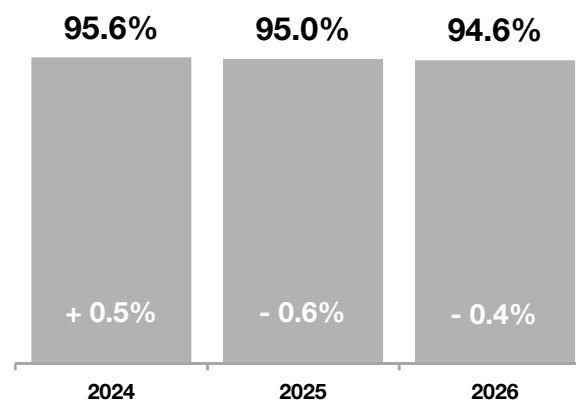
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



March

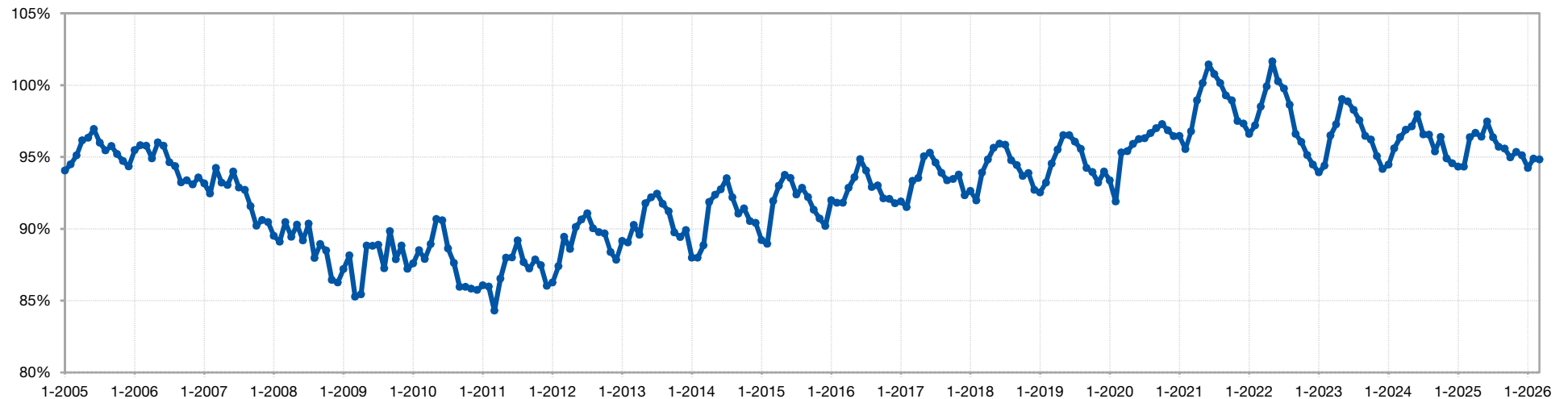


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2025	95.3%	94.9%	+0.4%
December 2025	95.1%	94.5%	+0.6%
January 2026	94.2%	94.3%	-0.1%
February 2026	94.9%	94.3%	+0.6%
March 2026	94.8%	96.4%	-1.7%
12-Month Avg	95.6%	95.9%	-0.3%

Historical Percent of Original List Price Received by Month

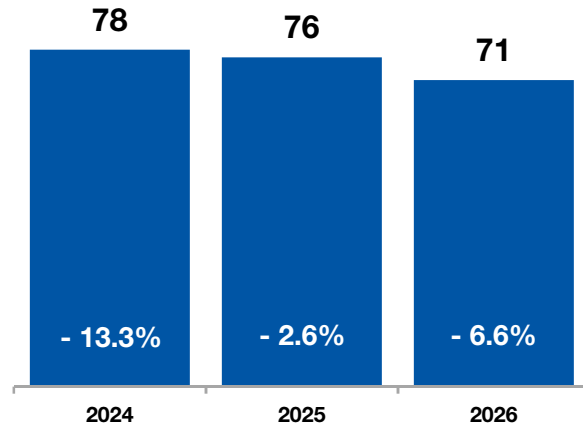


Housing Affordability Index

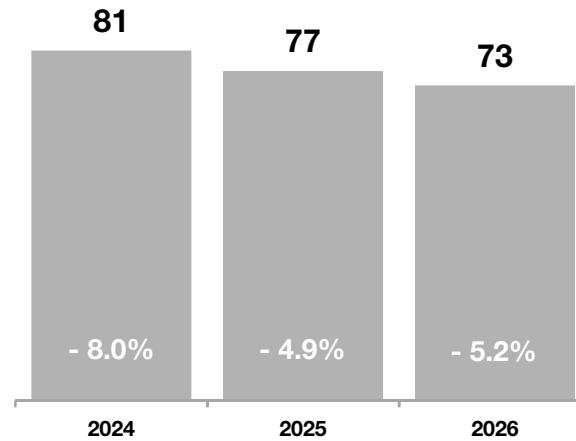


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

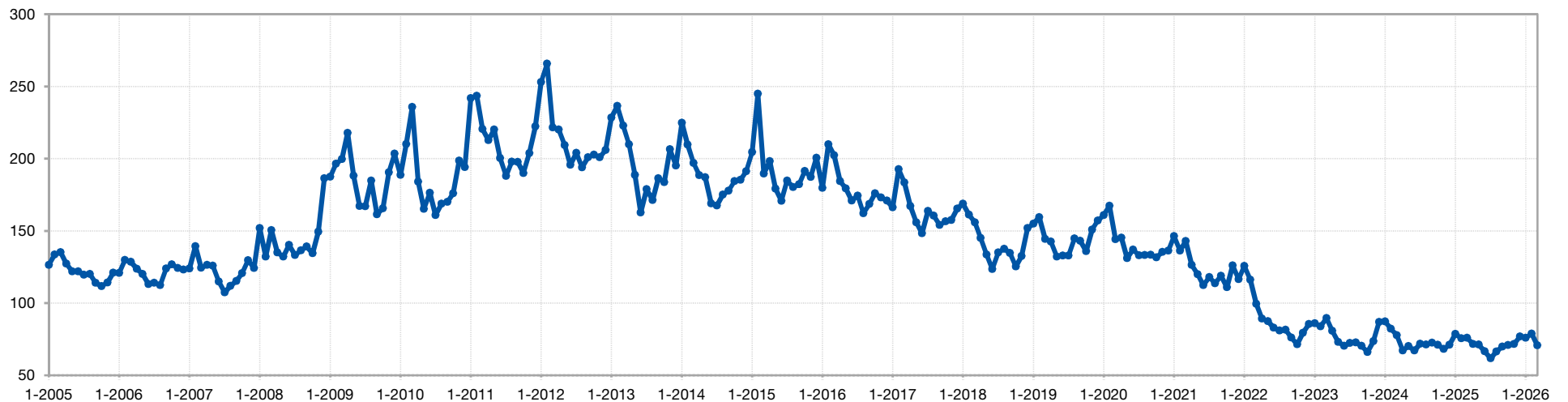


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2025	72	68	+5.9%
December 2025	77	71	+8.5%
January 2026	76	79	-3.8%
February 2026	79	76	+3.9%
March 2026	71	76	-6.6%
12-Month Avg	71	72	-1.4%

Historical Housing Affordability Index by Month

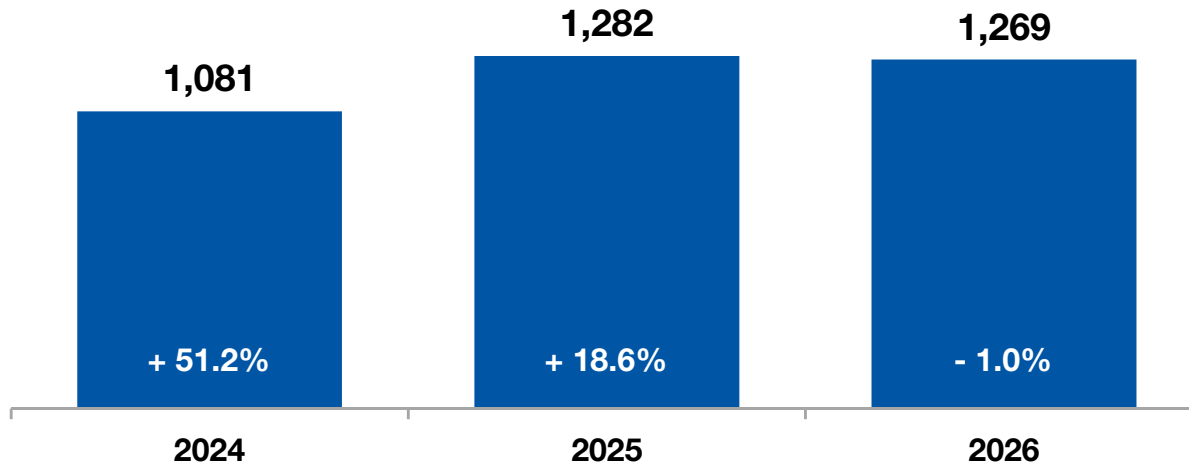


Inventory of Homes for Sale

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

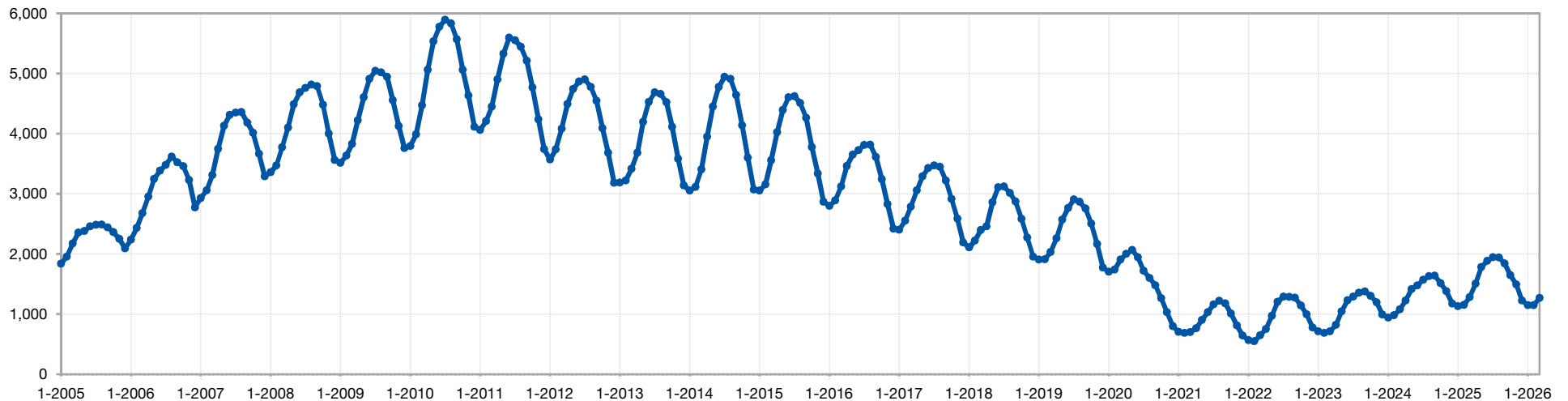


March



Homes for Sale	Prior Year	Percent Change
April 2025	1,227	+22.7%
May 2025	1,416	+25.8%
June 2025	1,474	+28.0%
July 2025	1,570	+23.9%
August 2025	1,631	+18.9%
September 2025	1,641	+12.1%
October 2025	1,514	+9.0%
November 2025	1,379	+8.3%
December 2025	1,176	+4.1%
January 2026	1,131	+1.7%
February 2026	1,153	-0.6%
March 2026	1,269	-1.0%
12-Month Avg	1,383	+13.4%

Historical Inventory of Homes for Sale by Month

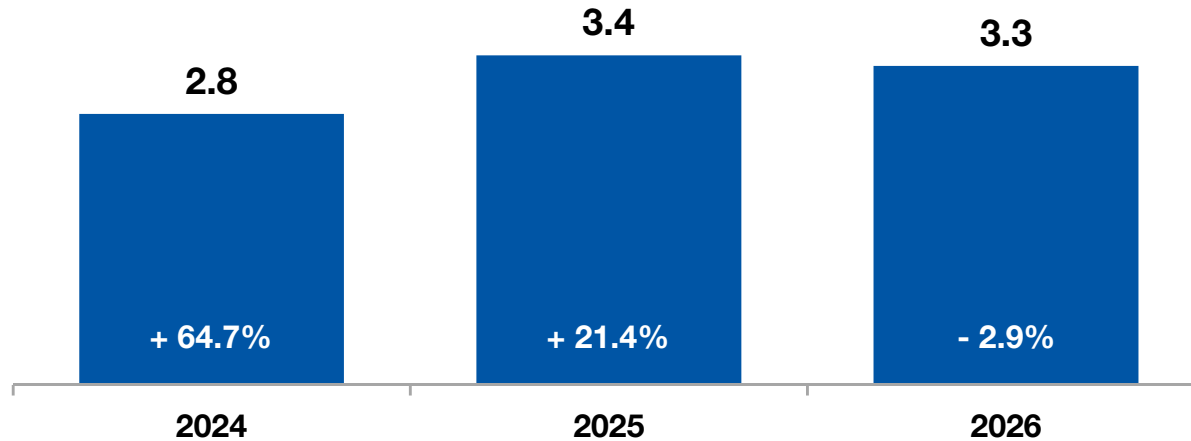


Months Supply of Inventory

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.

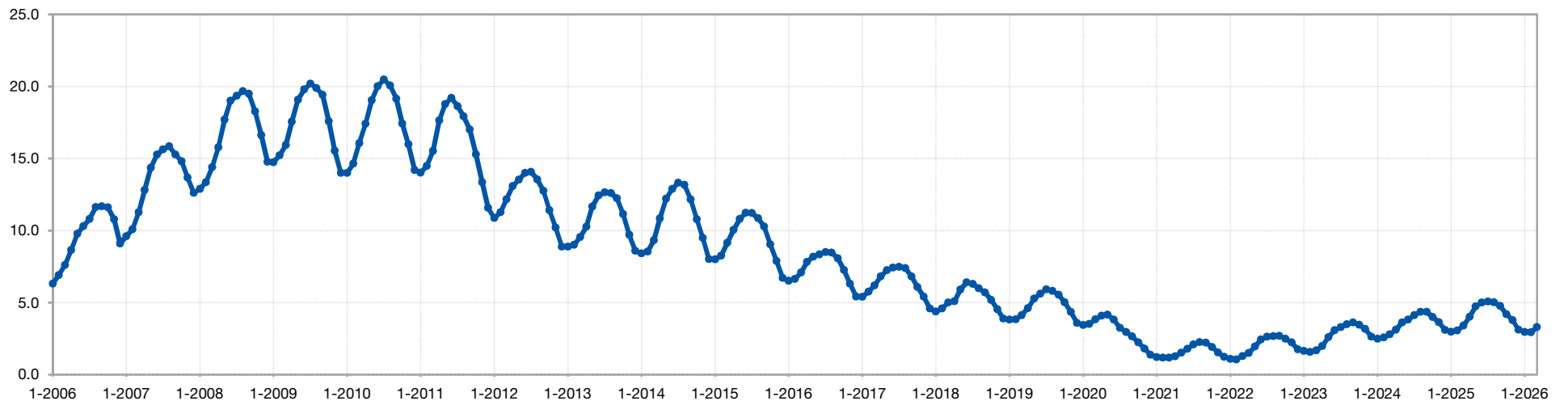


March



Months Supply		Prior Year	Percent Change
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	5.1	4.1	+24.4%
August 2025	5.0	4.4	+13.6%
September 2025	4.8	4.4	+9.1%
October 2025	4.2	4.0	+5.0%
November 2025	3.8	3.6	+5.6%
December 2025	3.1	3.1	0.0%
January 2026	3.0	3.0	0.0%
February 2026	2.9	3.1	-6.5%
March 2026	3.3	3.4	-2.9%
12-Month Avg	4.1	3.6	+13.9%

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 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	3-2025	3-2026	+ / -	3-2025	3-2026	+ / -
Aitkin	27	19	-29.6%	17	7	-58.8%	\$247,450	\$400,000	+61.6%	33	23	-30.3%	3.6	2.6	-29.7%
Backus	6	8	+33.3%	9	7	-22.2%	\$246,900	\$270,000	+9.4%	7	7	0.0%	1.9	2.0	+9.1%
Baxter	52	43	-17.3%	25	19	-24.0%	\$310,000	\$339,000	+9.4%	40	33	-17.5%	3.5	2.7	-20.9%
Brainerd	80	96	+20.0%	55	43	-21.8%	\$242,000	\$290,000	+19.8%	74	97	+31.1%	2.6	3.5	+38.3%
Breezy Point	27	29	+7.4%	10	5	-50.0%	\$312,500	\$300,000	-4.0%	27	35	+29.6%	3.7	5.3	+44.4%
Crosby	8	8	0.0%	8	3	-62.5%	\$188,950	\$234,000	+23.8%	7	13	+85.7%	1.8	3.4	+94.6%
Crosslake	27	29	+7.4%	10	12	+20.0%	\$557,450	\$437,500	-21.5%	31	30	-3.2%	3.3	3.6	+9.5%
Cushing	7	9	+28.6%	3	0	-100.0%	\$290,000	\$0	-100.0%	6	10	+66.7%	2.5	5.6	+125.0%
Deerwood	13	7	-46.2%	6	1	-83.3%	\$344,000	\$350,000	+1.7%	9	11	+22.2%	2.3	6.2	+175.0%
Emily	5	2	-60.0%	3	4	+33.3%	\$350,000	\$270,000	-22.9%	6	3	-50.0%	1.9	1.0	-50.1%
Hackensack	7	9	+28.6%	3	5	+66.7%	\$417,000	\$600,000	+43.9%	15	11	-26.7%	2.8	2.7	-5.5%
Isle	15	11	-26.7%	6	4	-33.3%	\$285,000	\$244,750	-14.1%	21	23	+9.5%	4.3	4.8	+11.4%
Little Falls	32	37	+15.6%	23	18	-21.7%	\$218,200	\$228,000	+4.5%	24	30	+25.0%	2.0	2.7	+31.5%
Longville	13	7	-46.2%	8	6	-25.0%	\$406,500	\$460,000	+13.2%	12	12	0.0%	2.9	3.1	+6.6%
Menahga	10	13	+30.0%	6	12	+100.0%	\$232,000	\$250,000	+7.8%	15	15	0.0%	4.2	4.0	-4.4%
Motley	9	7	-22.2%	8	4	-50.0%	\$213,000	\$207,500	-2.6%	7	4	-42.9%	1.5	1.4	-6.0%
Nevis	10	6	-40.0%	12	3	-75.0%	\$440,000	\$275,000	-37.5%	13	8	-38.5%	3.4	1.5	-54.7%
Nisswa	24	19	-20.8%	13	10	-23.1%	\$768,000	\$672,500	-12.4%	26	24	-7.7%	3.1	4.3	+37.8%
Park Rapids	36	29	-19.4%	24	22	-8.3%	\$294,450	\$305,000	+3.6%	29	31	+6.9%	2.2	2.3	+6.2%
Pequot Lakes	31	21	-32.3%	9	8	-11.1%	\$373,128	\$329,950	-11.6%	53	25	-52.8%	8.7	3.4	-60.9%
Pillager	16	3	-81.3%	5	5	0.0%	\$301,000	\$252,500	-16.1%	8	4	-50.0%	2.6	1.2	-54.1%
Pine River	10	15	+50.0%	6	10	+66.7%	\$240,000	\$209,825	-12.6%	7	14	+100.0%	1.3	2.4	+82.6%
Staples	12	15	+25.0%	10	3	-70.0%	\$175,000	\$138,200	-21.0%	12	9	-25.0%	2.8	2.2	-22.0%
Walker	19	13	-31.6%	6	8	+33.3%	\$490,000	\$331,000	-32.4%	31	30	-3.2%	7.4	5.5	-26.1%