

Monthly Indicators



April 2026

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

Activity Snapshot

- 7.8%

+ 4.0%

+ 1.9%

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.



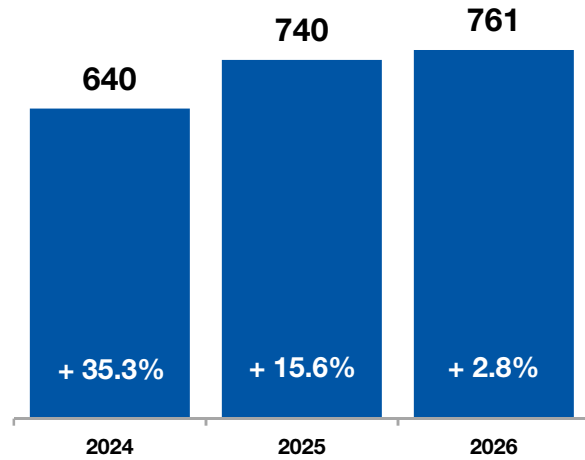
Key Metrics	Historical Sparkbars	4-2025	4-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		740	761	+ 2.8%	1,967	1,949	- 0.9%
Pending Sales		405	435	+ 7.4%	1,233	1,173	- 4.9%
Closed Sales		335	309	- 7.8%	1,019	879	- 13.7%
Days on Market		64	77	+ 20.3%	66	78	+ 18.2%
Median Sales Price		\$300,000	\$311,900	+ 4.0%	\$289,900	\$310,000	+ 6.9%
Avg. Sales Price		\$365,315	\$378,720	+ 3.7%	\$354,924	\$372,265	+ 4.9%
Pct. of Orig. Price Received		96.7%	95.0%	- 1.8%	95.6%	94.8%	- 0.8%
Affordability Index		72	72	0.0%	74	73	- 1.4%
Homes for Sale		1,506	1,534	+ 1.9%	--	--	--
Months Supply		4.0	4.0	0.0%	--	--	--

New Listings

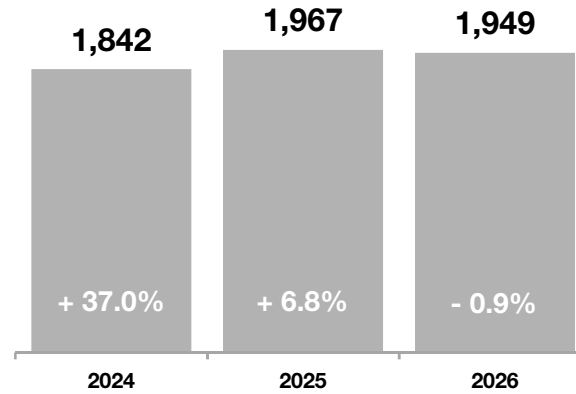
A count of the properties that have been newly listed on the market in a given month.



April

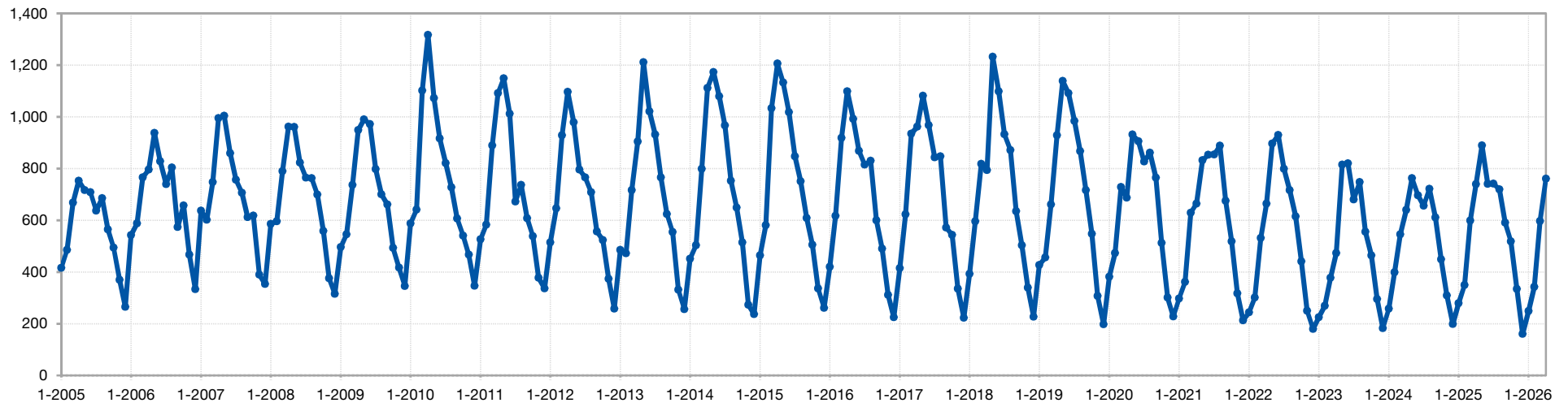


Year to Date



	New Listings	Prior Year	Percent Change
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	249	279	-10.8%
February 2026	342	349	-2.0%
March 2026	597	599	-0.3%
April 2026	761	740	+2.8%
12-Month Avg	554	531	+4.3%

Historical New Listings by Month

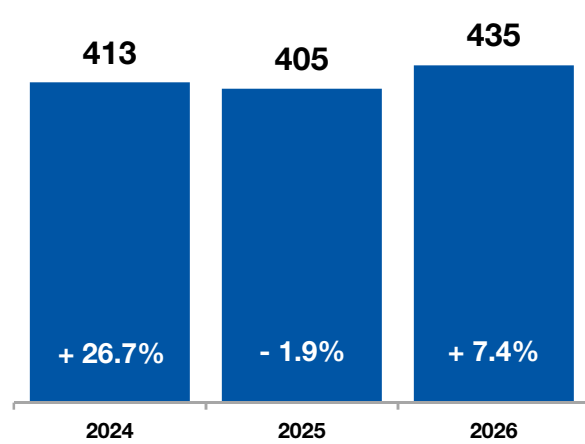


Pending Sales

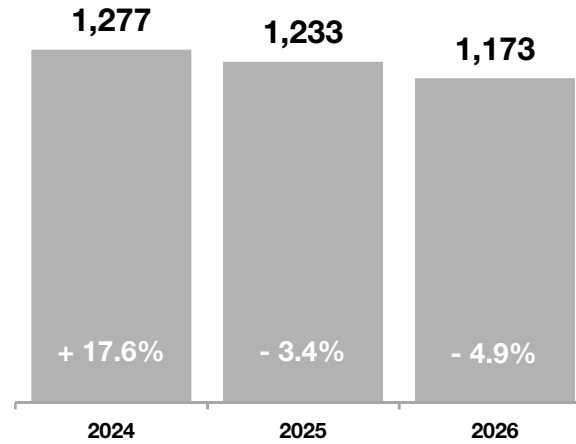
A count of the properties on which offers have been accepted in a given month.



April

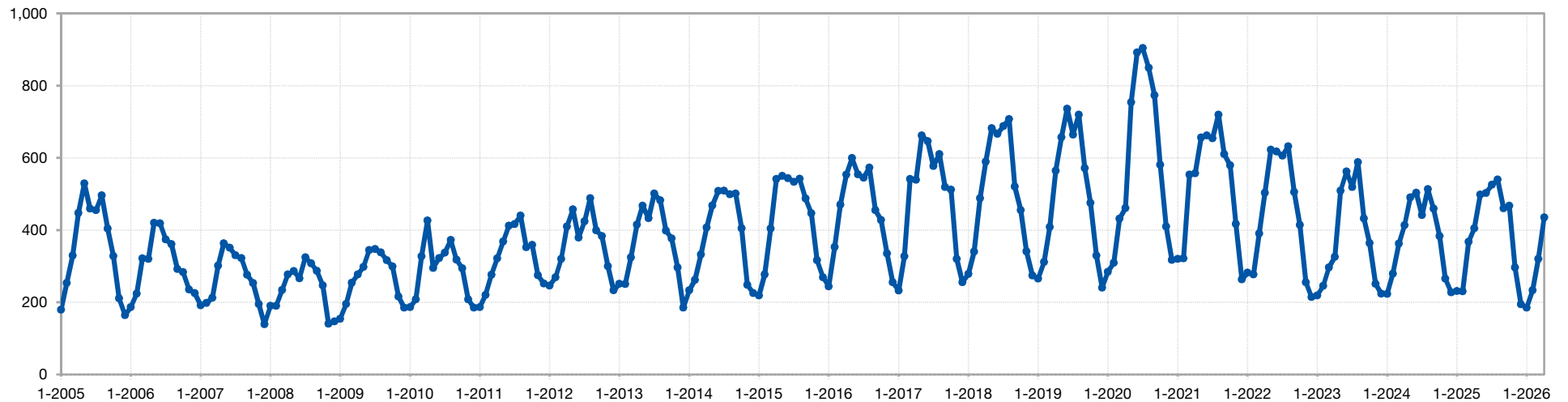


Year to Date



Pending Sales	Prior Year	Percent Change
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	467	383 +21.9%
November 2025	296	265 +11.7%
December 2025	194	227 -14.5%
January 2026	185	231 -19.9%
February 2026	233	230 +1.3%
March 2026	320	367 -12.8%
April 2026	435	405 +7.4%
12-Month Avg	388	376 +3.2%

Historical Pending Sales by Month

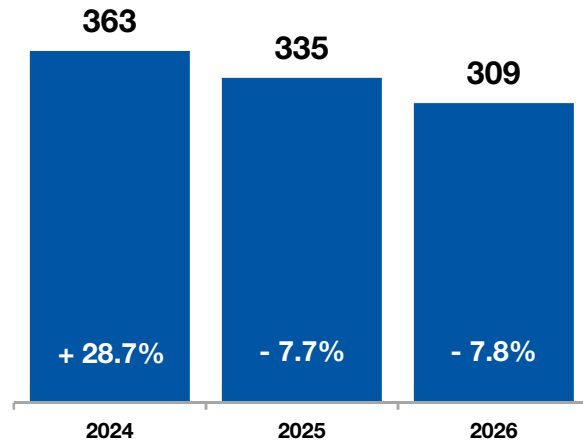


Closed Sales

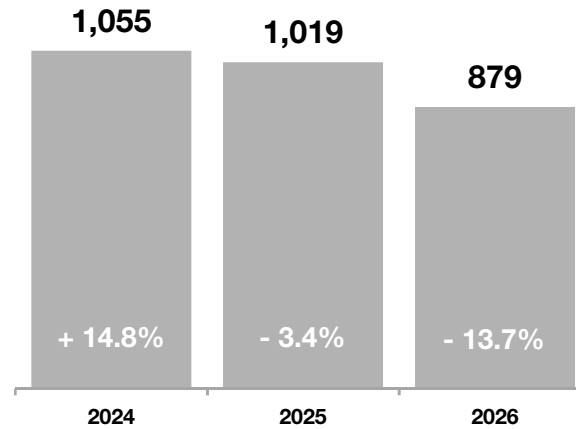
A count of the actual sales that closed in a given month.



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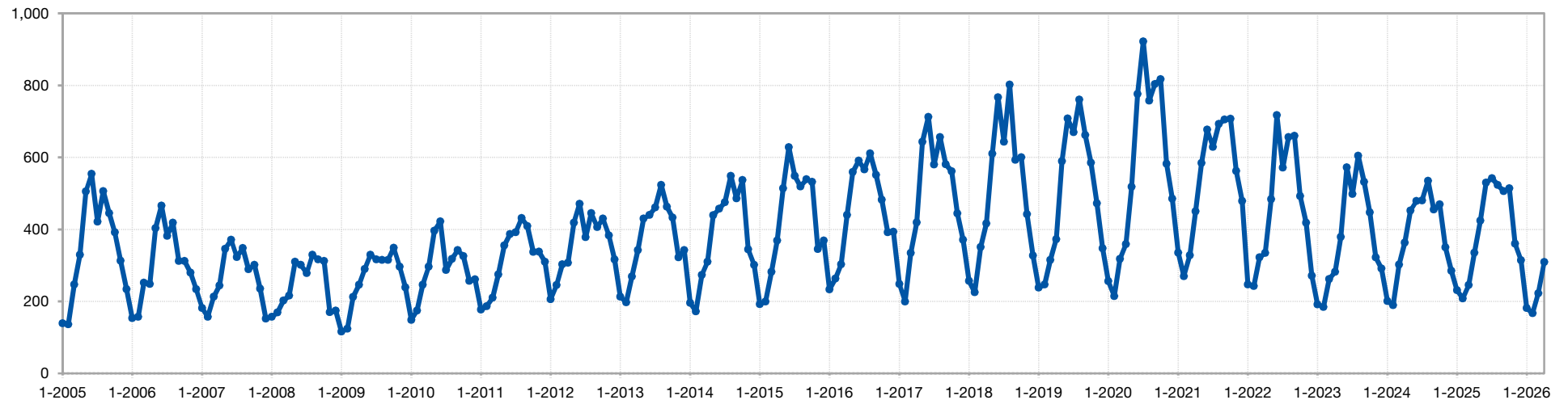


Year to Date



	Closed Sales	Prior Year	Percent Change
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	222	245	-9.4%
April 2026	309	335	-7.8%
12-Month Avg	383	377	+1.6%

Historical Closed Sales by Month

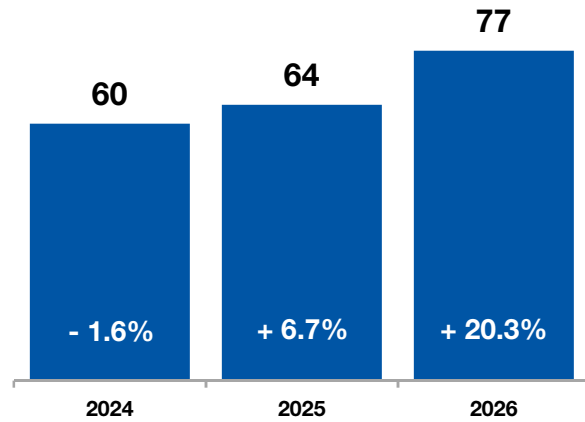


Days on Market Until Sale

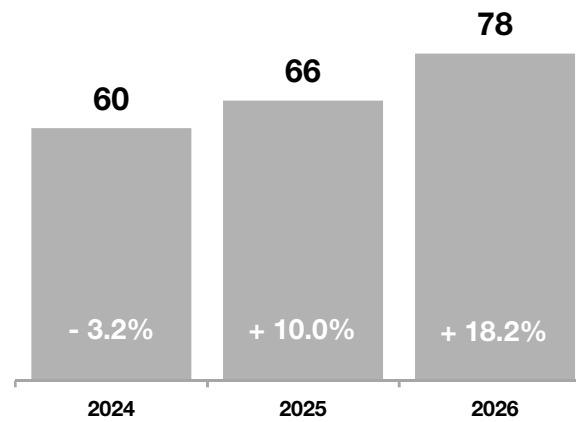
Average number of days between when a property is listed and when an offer is accepted in a given month.



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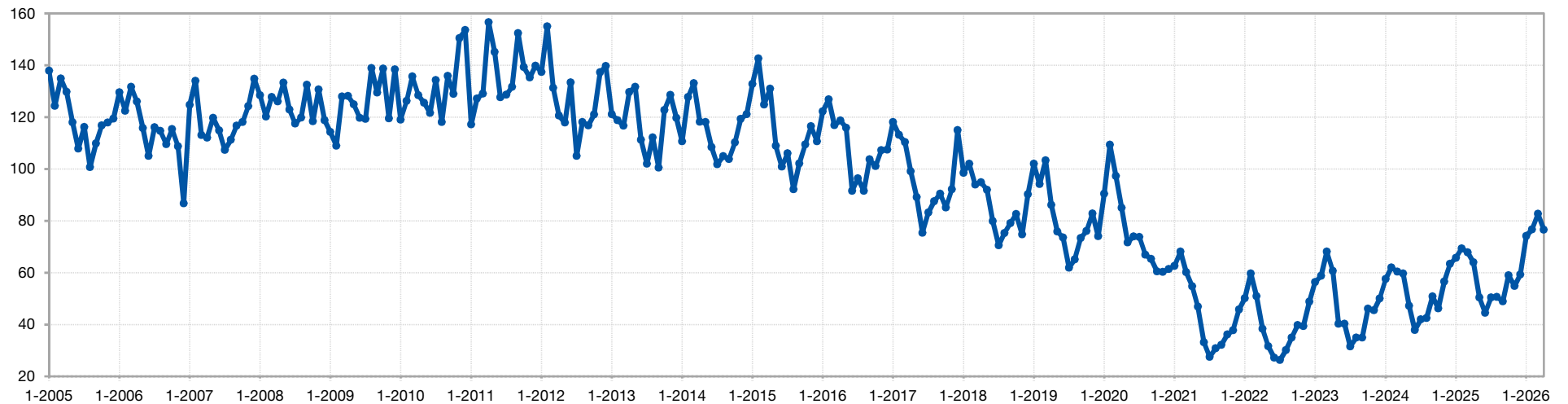


Year to Date



Days on Market	Prior Year	Percent Change
May 2025	47	+6.4%
June 2025	38	+18.4%
July 2025	42	+19.0%
August 2025	42	+21.4%
September 2025	51	-3.9%
October 2025	46	+28.3%
November 2025	57	-3.5%
December 2025	63	-6.3%
January 2026	66	+12.1%
February 2026	69	+11.6%
March 2026	68	+22.1%
April 2026	77	+20.3%
12-Month Avg	61	+13.0%

Historical Days on Market Until Sale by Month

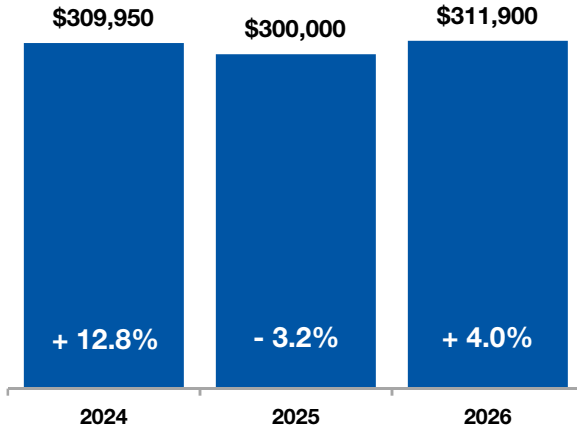


Median Sales Price

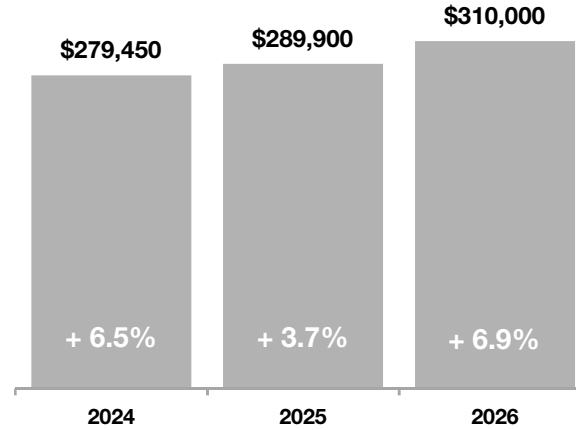
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April

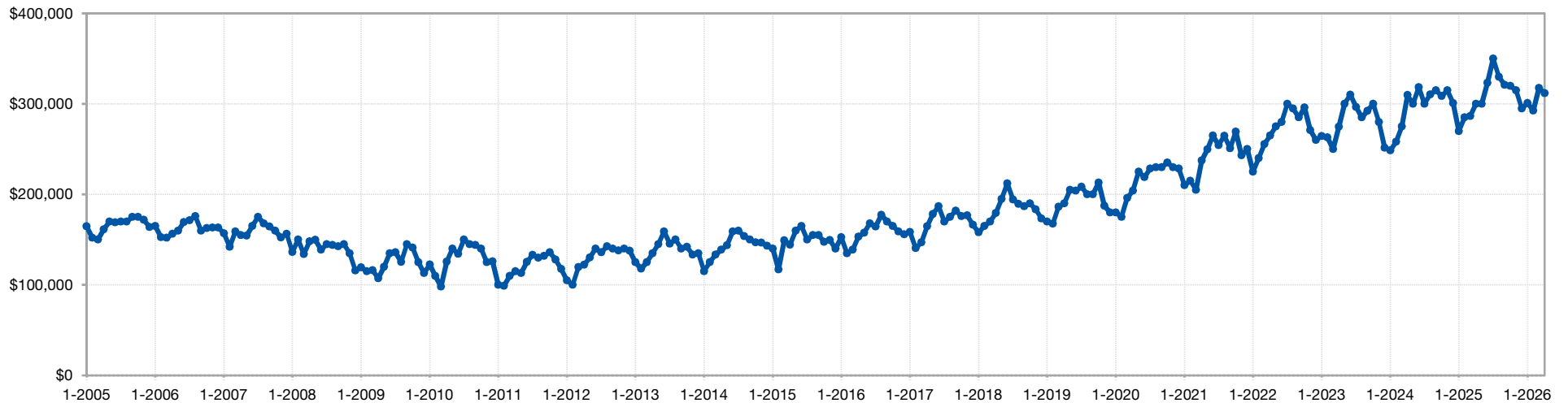


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$317,700	\$286,500	+10.9%
April 2026	\$311,900	\$300,000	+4.0%
12-Month Avg	\$314,783	\$300,842	+4.6%

Historical Median Sales Price by Month

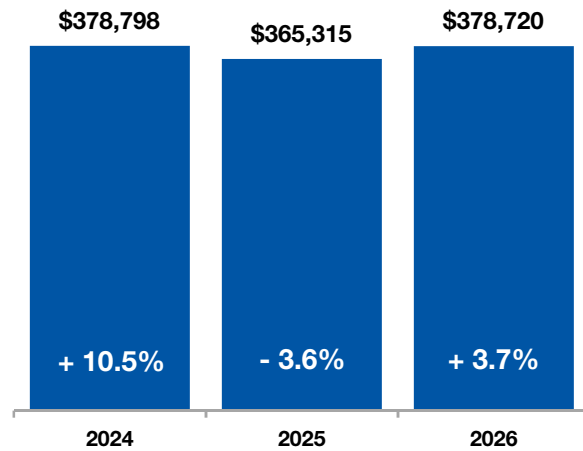


Average Sales Price

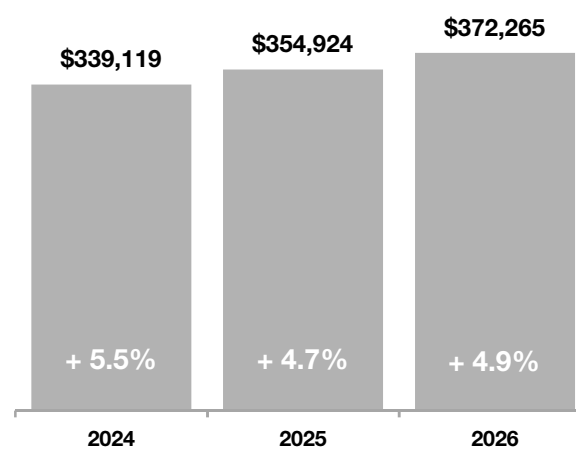
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$383,507	\$344,131	+11.4%
April 2026	\$378,720	\$365,315	+3.7%
12-Month Avg	\$389,164	\$374,231	+4.0%

Historical Average Sales Price by Month

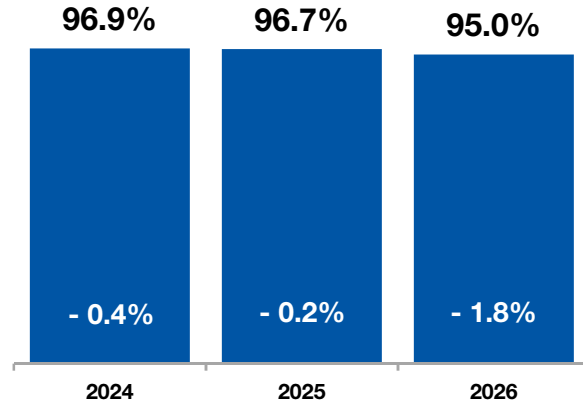


Percent of Original List Price Received

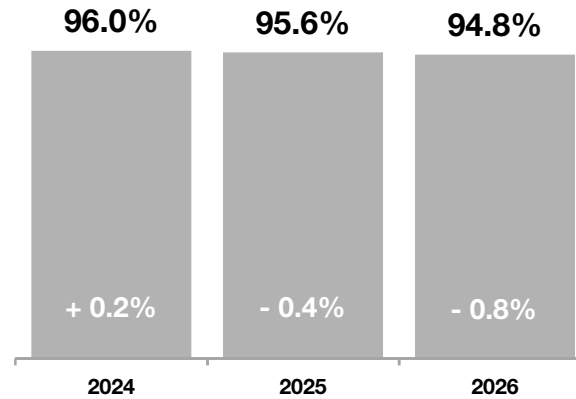
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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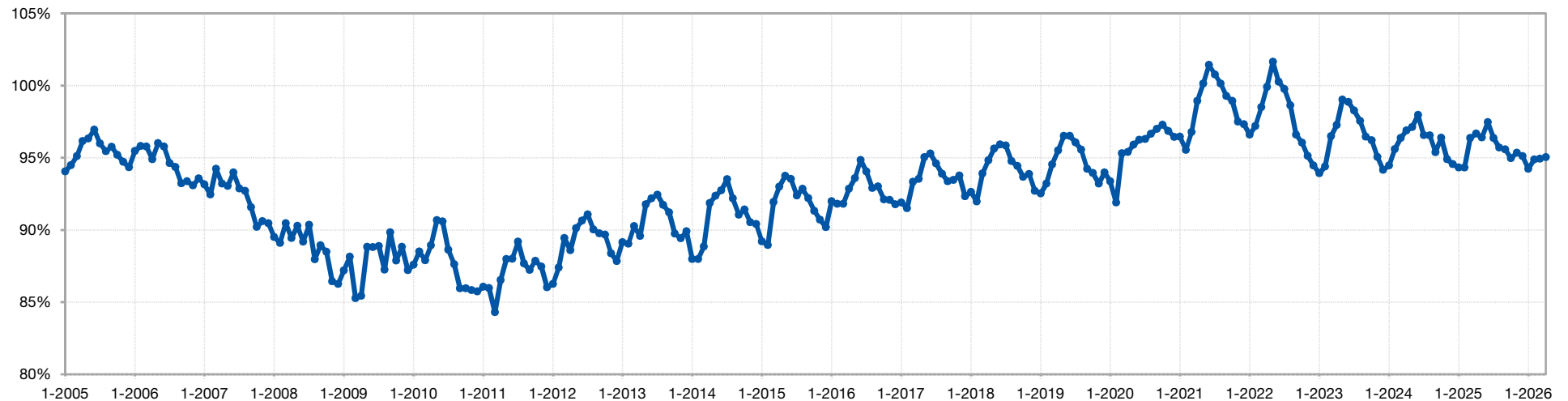


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.9%	96.4%	-1.6%
April 2026	95.0%	96.7%	-1.8%
12-Month Avg	95.5%	95.9%	-0.4%

Historical Percent of Original List Price Received by Month

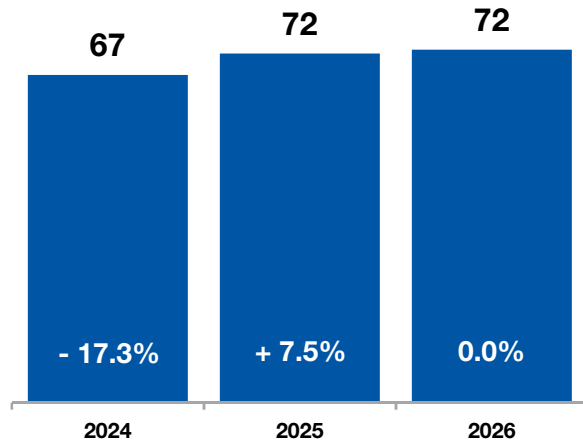


Housing Affordability Index

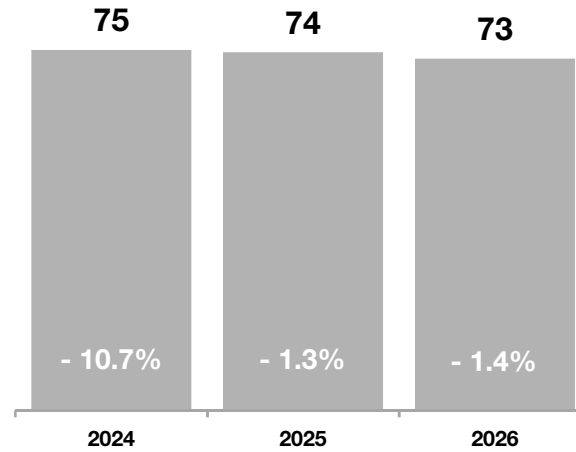


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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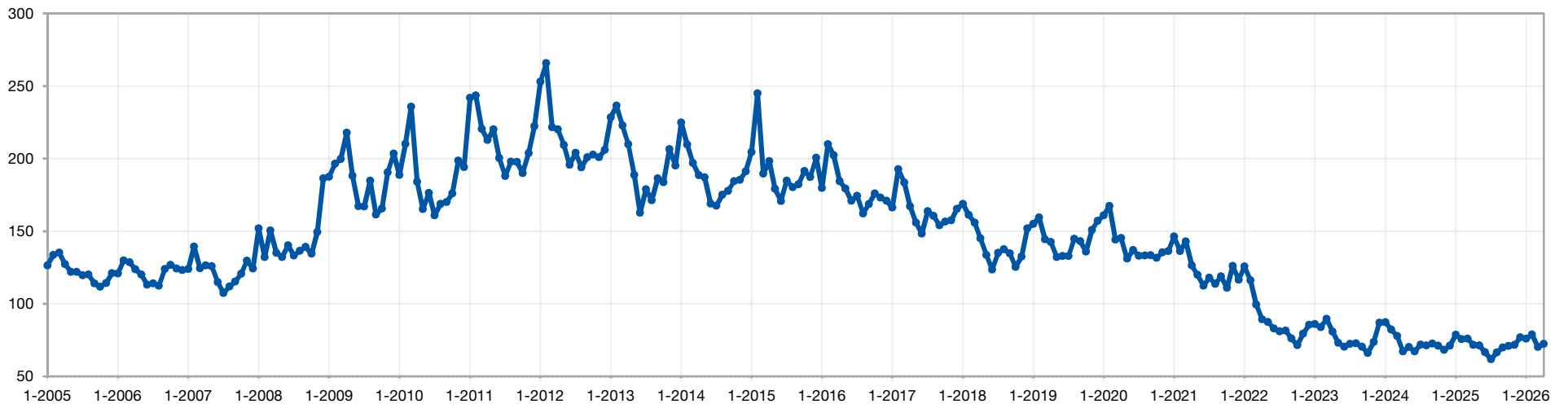


Year to Date



	Affordability Index	Prior Year	Percent Change
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	70	76	-7.9%
April 2026	72	72	0.0%
12-Month Avg	71	72	-1.4%

Historical Housing Affordability Index by Month

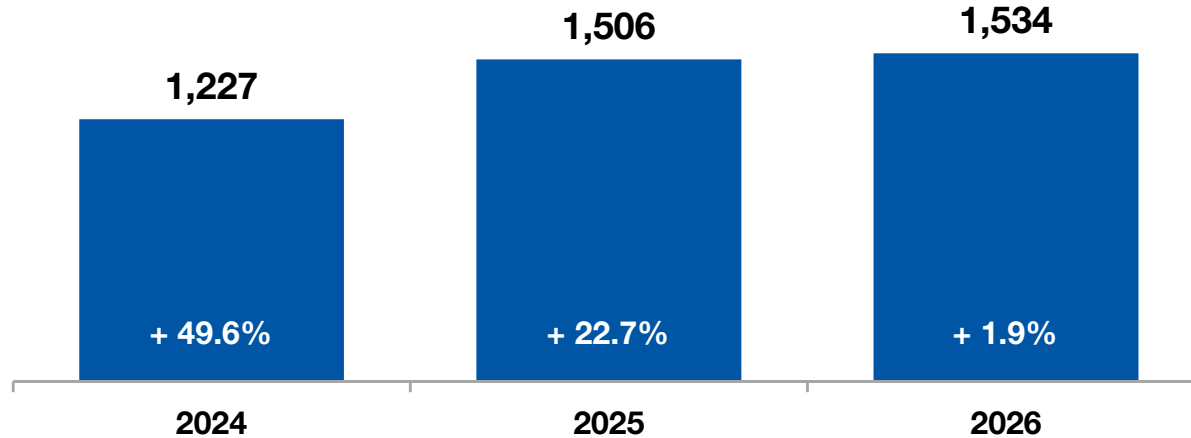


Inventory of Homes for Sale

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

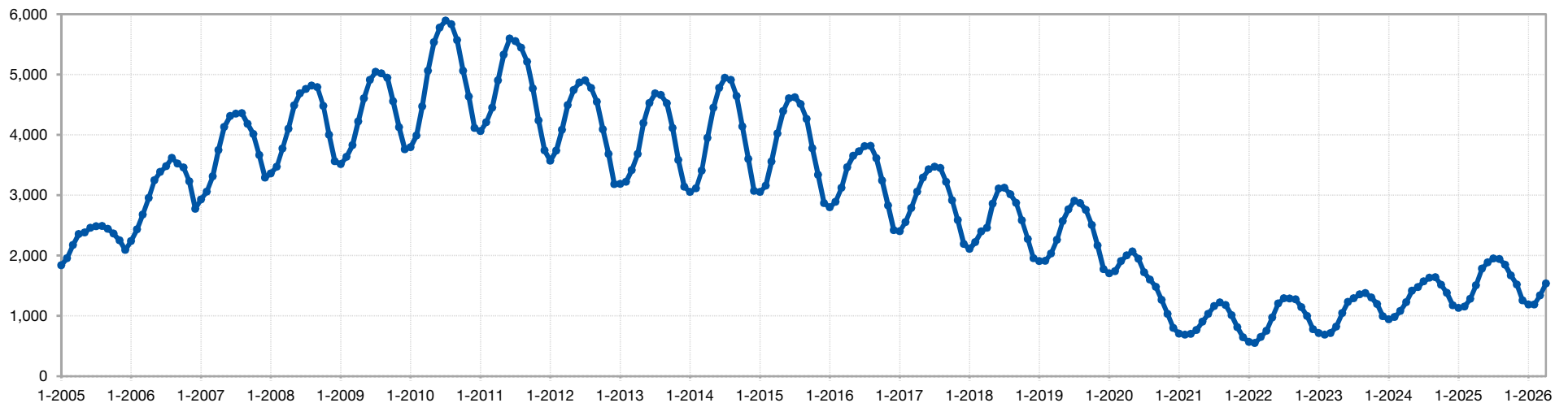


April



Homes for Sale		Prior Year	Percent Change
May 2025	1,781	1,416	+25.8%
June 2025	1,887	1,474	+28.0%
July 2025	1,948	1,570	+24.1%
August 2025	1,943	1,631	+19.1%
September 2025	1,848	1,641	+12.6%
October 2025	1,669	1,514	+10.2%
November 2025	1,518	1,379	+10.1%
December 2025	1,254	1,176	+6.6%
January 2026	1,186	1,131	+4.9%
February 2026	1,187	1,153	+2.9%
March 2026	1,337	1,282	+4.3%
April 2026	1,534	1,506	+1.9%
12-Month Avg	1,591	1,406	+13.2%

Historical Inventory of Homes for Sale by Month

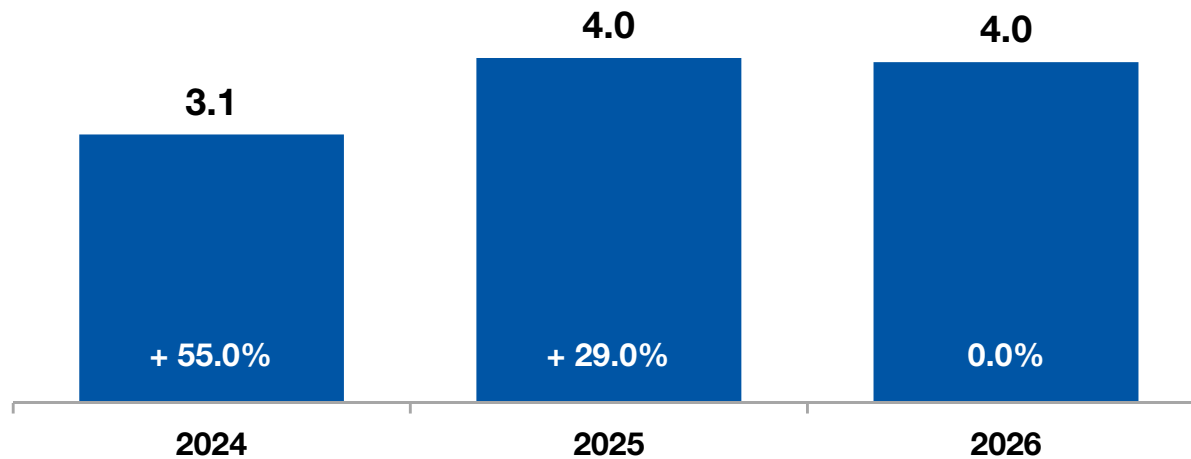


Months Supply of Inventory

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.

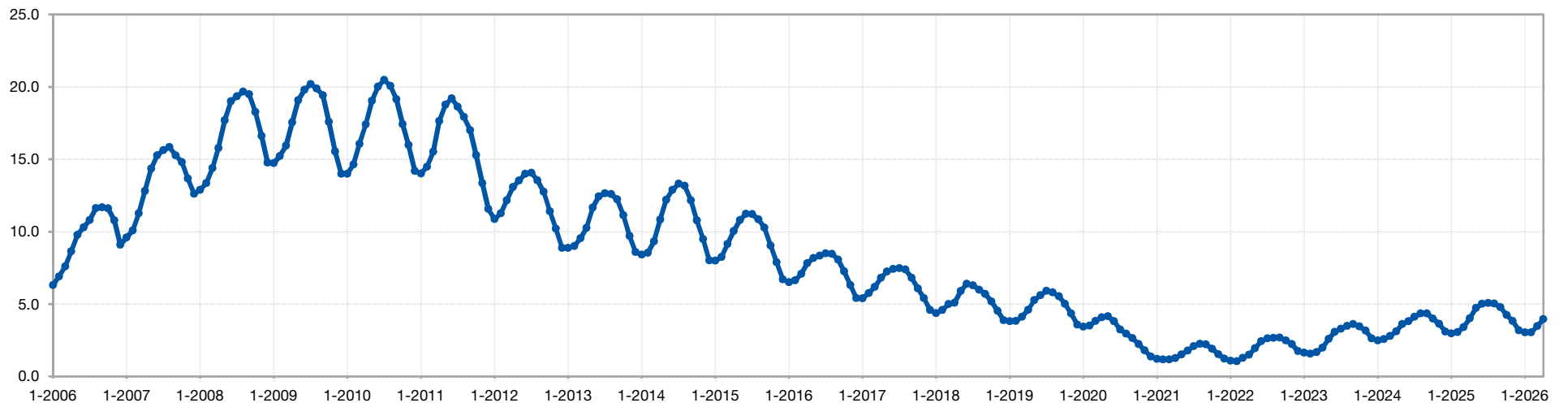


April



Months Supply		Prior Year	Percent Change
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	3.2	3.1	+3.2%
January 2026	3.0	3.0	0.0%
February 2026	3.0	3.1	-3.2%
March 2026	3.5	3.4	+2.9%
April 2026	4.0	4.0	0.0%
12-Month Avg	4.1	3.7	+10.8%

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	+ / -	4-2025	4-2026	+ / -	4-2025	4-2026	+ / -
Aitkin	42	34	-19.0%	25	11	-56.0%	\$259,950	\$310,000	+19.3%	33	30	-9.1%	3.5	3.5	-2.1%
Backus	12	12	0.0%	12	8	-33.3%	\$258,450	\$300,000	+16.1%	10	7	-30.0%	2.7	2.0	-27.2%
Baxter	79	70	-11.4%	36	36	0.0%	\$322,450	\$349,655	+8.4%	47	43	-8.5%	4.1	3.6	-13.0%
Brainerd	131	149	+13.7%	90	69	-23.3%	\$255,000	\$279,000	+9.4%	96	106	+10.4%	3.4	3.7	+8.2%
Breezy Point	38	43	+13.2%	16	15	-6.3%	\$321,708	\$385,000	+19.7%	28	34	+21.4%	4.1	4.9	+18.5%
Crosby	16	12	-25.0%	11	4	-63.6%	\$190,000	\$317,000	+66.8%	12	15	+25.0%	3.0	4.0	+34.1%
Crosslake	50	45	-10.0%	15	19	+26.7%	\$562,000	\$750,000	+33.5%	36	42	+16.7%	3.8	5.4	+41.4%
Cushing	9	16	+77.8%	3	1	-66.7%	\$290,000	\$444,000	+53.1%	6	14	+133.3%	2.4	7.4	+208.8%
Deerwood	15	13	-13.3%	12	2	-83.3%	\$471,000	\$630,550	+33.9%	10	16	+60.0%	2.6	8.5	+230.4%
Emily	7	6	-14.3%	3	4	+33.3%	\$350,000	\$270,000	-22.9%	4	6	+50.0%	1.3	2.1	+55.2%
Hackensack	14	14	0.0%	5	8	+60.0%	\$465,000	\$460,000	-1.1%	19	15	-21.1%	3.5	3.5	-1.5%
Isle	26	21	-19.2%	9	10	+11.1%	\$290,000	\$265,000	-8.6%	26	26	0.0%	5.5	5.1	-6.6%
Little Falls	55	51	-7.3%	37	27	-27.0%	\$220,000	\$229,000	+4.1%	28	27	-3.6%	2.2	2.5	+12.7%
Longville	22	11	-50.0%	10	9	-10.0%	\$406,500	\$460,000	+13.2%	15	11	-26.7%	3.4	2.8	-17.1%
Menahga	14	20	+42.9%	11	14	+27.3%	\$270,000	\$260,500	-3.5%	14	18	+28.6%	4.1	4.8	+17.1%
Motley	14	9	-35.7%	9	7	-22.2%	\$297,000	\$139,900	-52.9%	10	2	-80.0%	2.3	0.7	-70.0%
Nevis	17	18	+5.9%	12	5	-58.3%	\$440,000	\$275,000	-37.5%	16	13	-18.8%	4.3	2.4	-44.5%
Nisswa	35	27	-22.9%	19	15	-21.1%	\$769,900	\$645,000	-16.2%	32	24	-25.0%	4.1	3.9	-5.7%
Park Rapids	60	57	-5.0%	31	33	+6.5%	\$248,800	\$319,900	+28.6%	41	47	+14.6%	3.3	3.5	+7.5%
Pequot Lakes	43	29	-32.6%	20	11	-45.0%	\$381,564	\$320,000	-16.1%	45	27	-40.0%	7.0	3.9	-45.0%
Pillager	26	11	-57.7%	10	6	-40.0%	\$359,000	\$283,750	-21.0%	7	10	+42.9%	1.8	3.9	+114.3%
Pine River	23	25	+8.7%	8	13	+62.5%	\$259,000	\$159,650	-38.4%	17	16	-5.9%	3.4	2.7	-21.6%
Staples	17	24	+41.2%	13	11	-15.4%	\$181,250	\$244,900	+35.1%	15	9	-40.0%	3.8	1.9	-48.6%
Walker	30	29	-3.3%	9	11	+22.2%	\$400,000	\$353,000	-11.8%	37	36	-2.7%	9.4	6.3	-33.5%