Monthly Indicators

July 2026

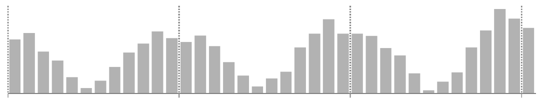
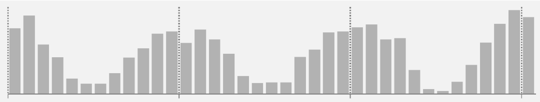
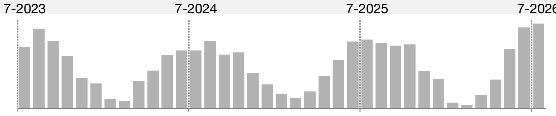
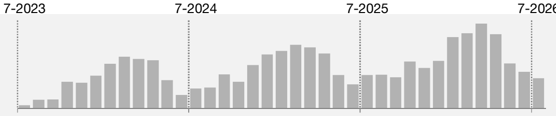
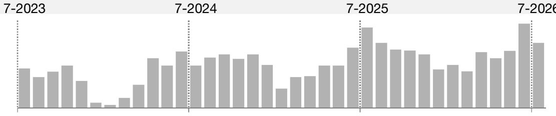
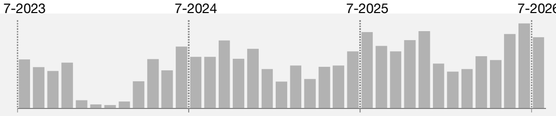
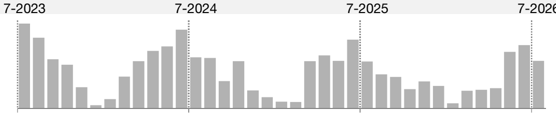
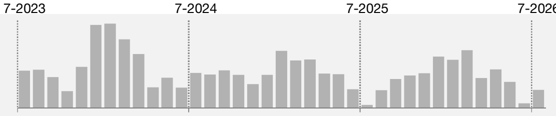
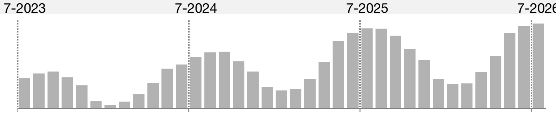
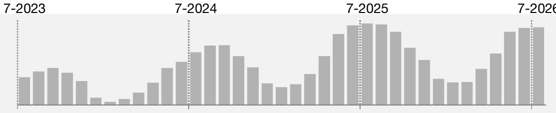
Residential real estate activity composed of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Activity Snapshot

+ 16.8%	- 5.7%	+ 3.2%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

Activity Overview

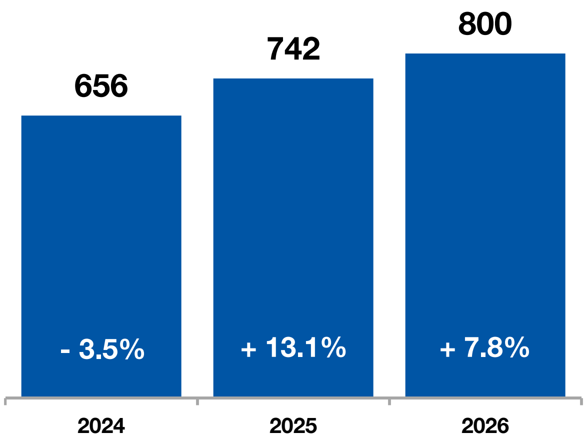
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	7-2025	7-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		742	**800**	+ 7.8%	4,339	**4,650**	+ 7.2%
Pending Sales		525	**578**	+ 10.1%	2,758	**2,920**	+ 5.9%
Closed Sales		542	**633**	+ 16.8%	2,515	**2,615**	+ 4.0%
Days on Market		50	**48**	- 4.0%	56	**61**	+ 8.9%
Median Sales Price		$350,000	**$329,950**	- 5.7%	$306,000	**$325,000**	+ 6.2%
Avg. Sales Price		$425,701	**$416,914**	- 2.1%	$380,100	**$408,255**	+ 7.4%
Pct. of Orig. Price Received		96.4%	**96.4%**	0.0%	96.3%	**96.1%**	- 0.2%
Affordability Index		62	**66**	+ 6.5%	71	**67**	- 5.6%
Homes for Sale		1,950	**2,013**	+ 3.2%	--	**--**	--
Months Supply		5.1	**5.0**	- 2.0%	--	**--**	--

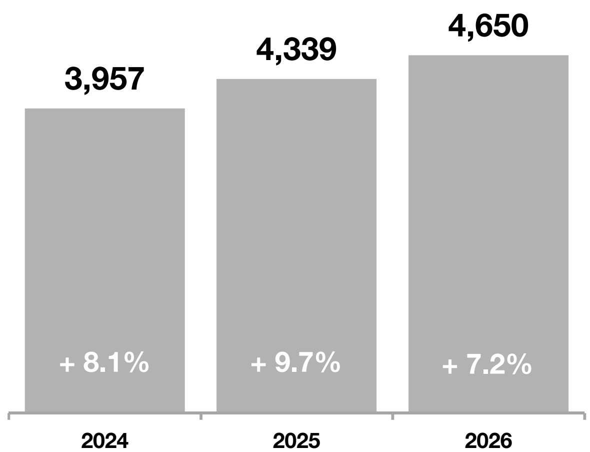
New Listings

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

July

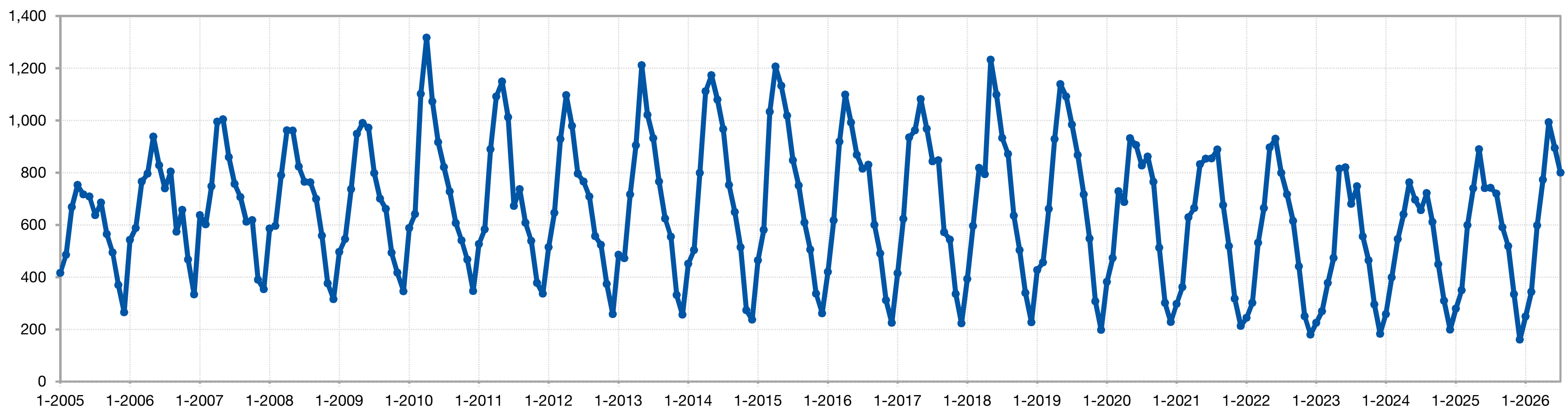


Year to Date



New Listings		Prior Year	Percent Change
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	343	349	-1.7%
March 2026	598	599	-0.2%
April 2026	773	740	+4.5%
May 2026	993	889	+11.7%
June 2026	894	741	+20.6%
July 2026	**800**	**742**	**+7.8%**
12-Month Avg	581	552	+5.3%

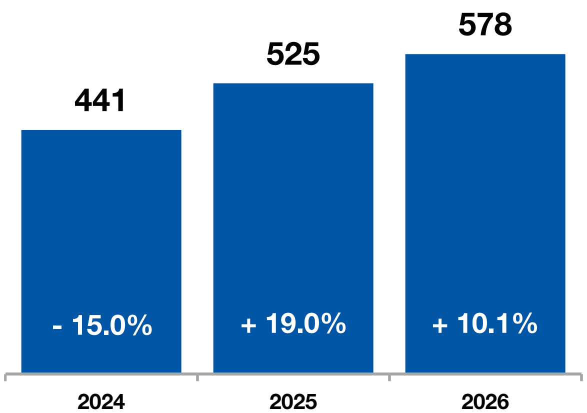
Historical New Listings by Month



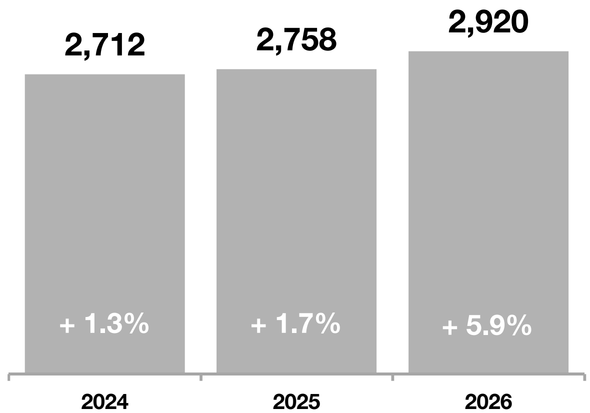
Pending Sales

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

July

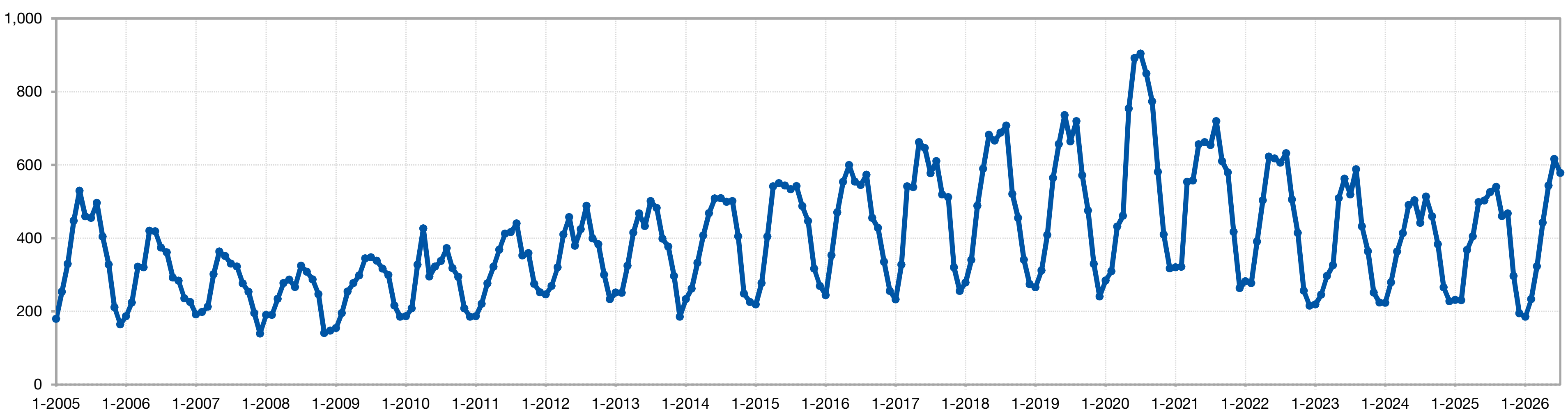


Year to Date



Pending Sales		Prior Year	Percent Change
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	323	367	-12.0%
April 2026	442	405	+9.1%
May 2026	543	498	+9.0%
June 2026	616	502	+22.7%
July 2026	**578**	**525**	**+10.1%**
12-Month Avg	406	384	+5.7%

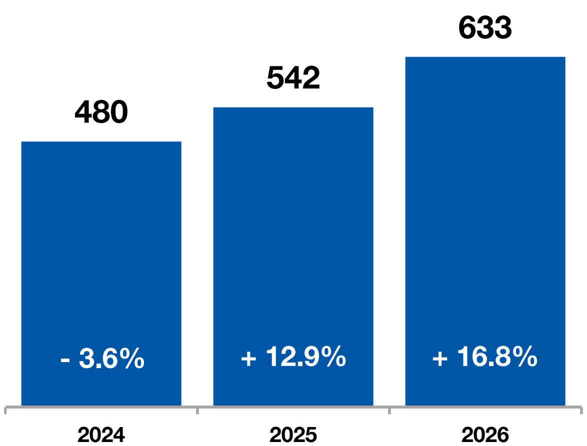
Historical Pending Sales by Month



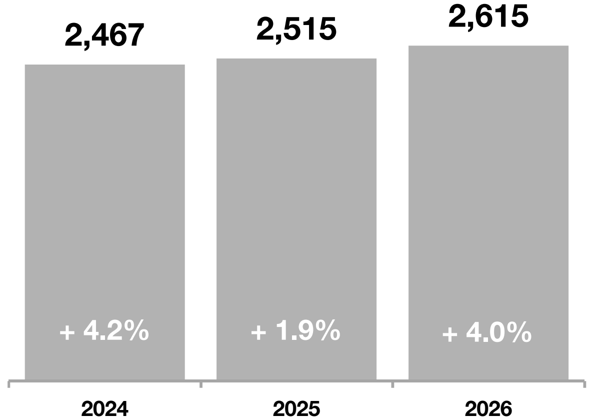
Closed Sales

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

July

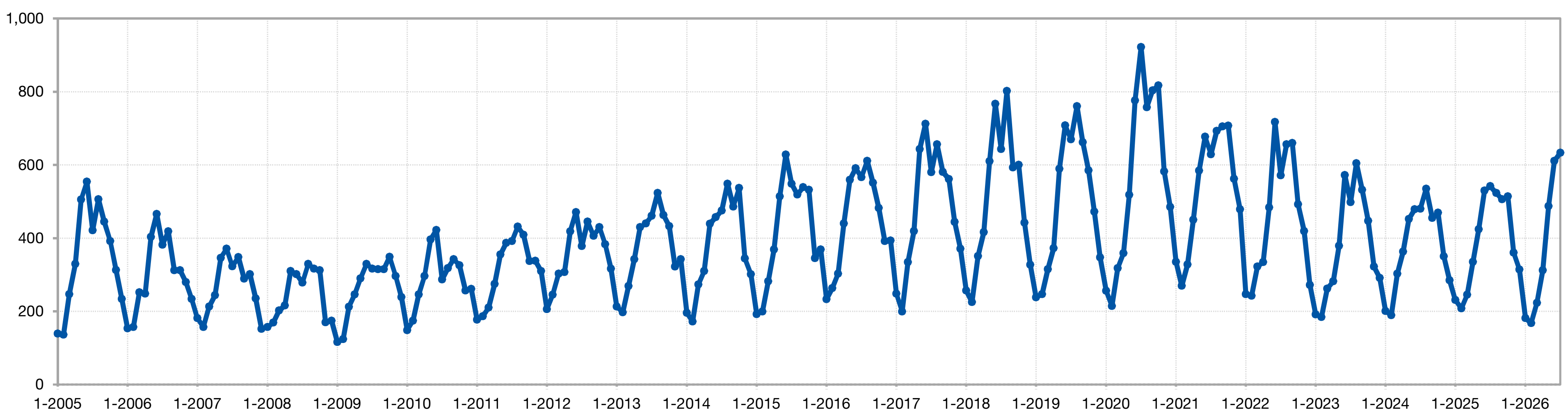


Year to Date



Closed Sales		Prior Year	Percent Change
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	168	208	-19.2%
March 2026	223	245	-9.0%
April 2026	312	335	-6.9%
May 2026	487	424	+14.9%
June 2026	611	530	+15.3%
July 2026	**633**	**542**	**+16.8%**
12-Month Avg	403	384	+4.9%

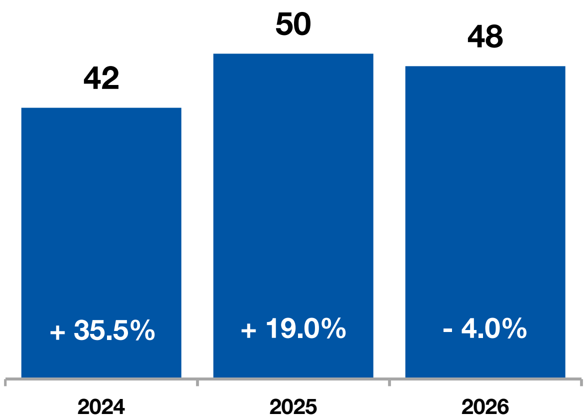
Historical Closed Sales by Month



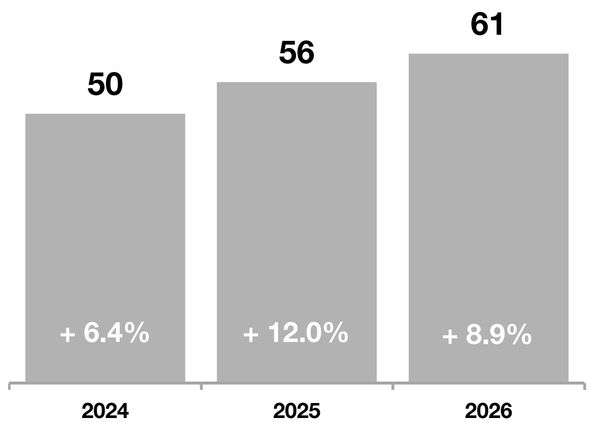
Days on Market Until Sale

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

July

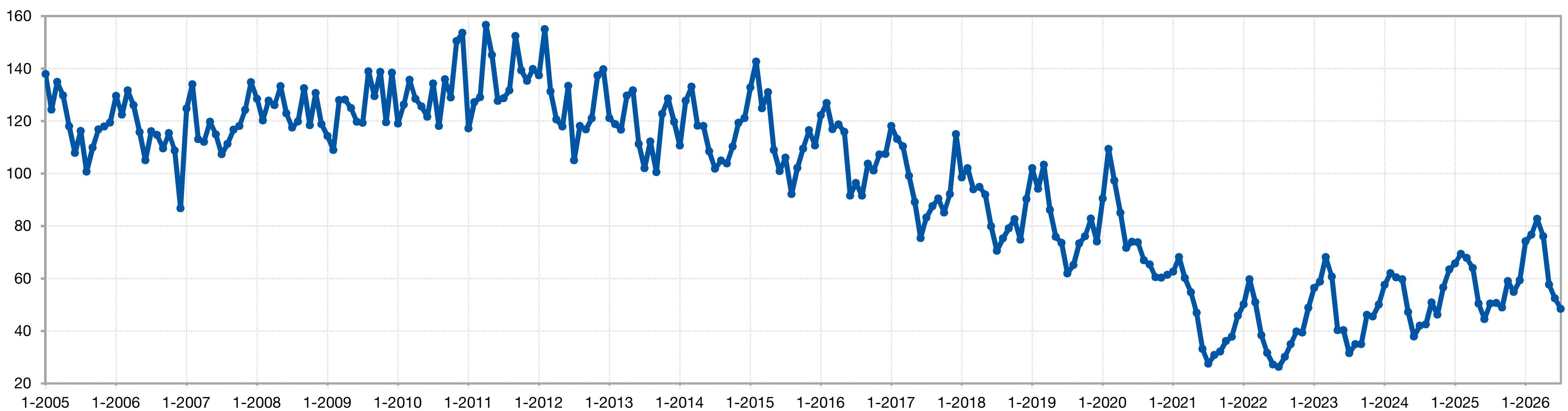


Year to Date



Days on Market		Prior Year	Percent Change
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	83	68	+22.1%
April 2026	76	64	+18.8%
May 2026	58	50	+16.0%
June 2026	52	45	+15.6%
July 2026	**48**	**50**	**-4.0%**
12-Month Avg	62	56	+10.7%

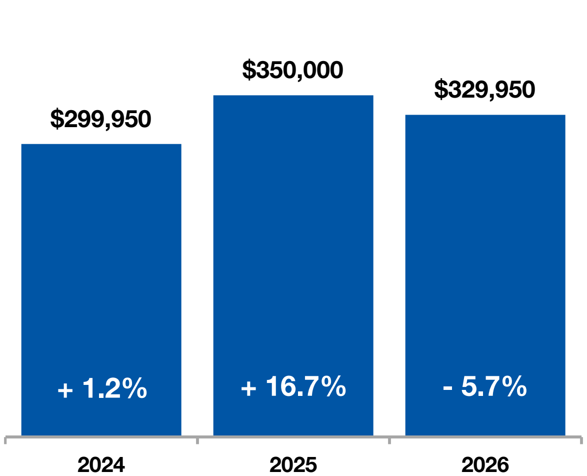
Historical Days on Market Until Sale by Month



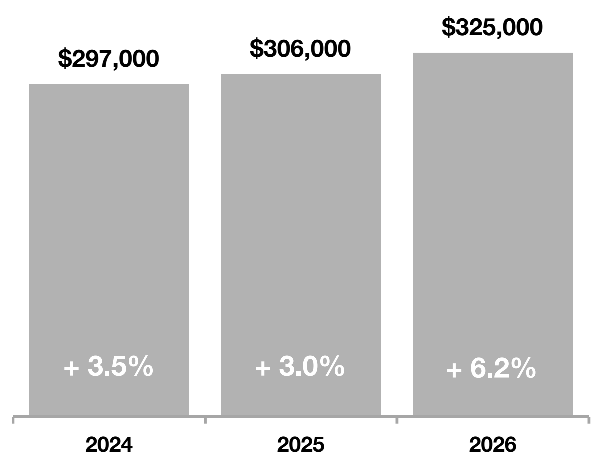
Median Sales Price

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

July

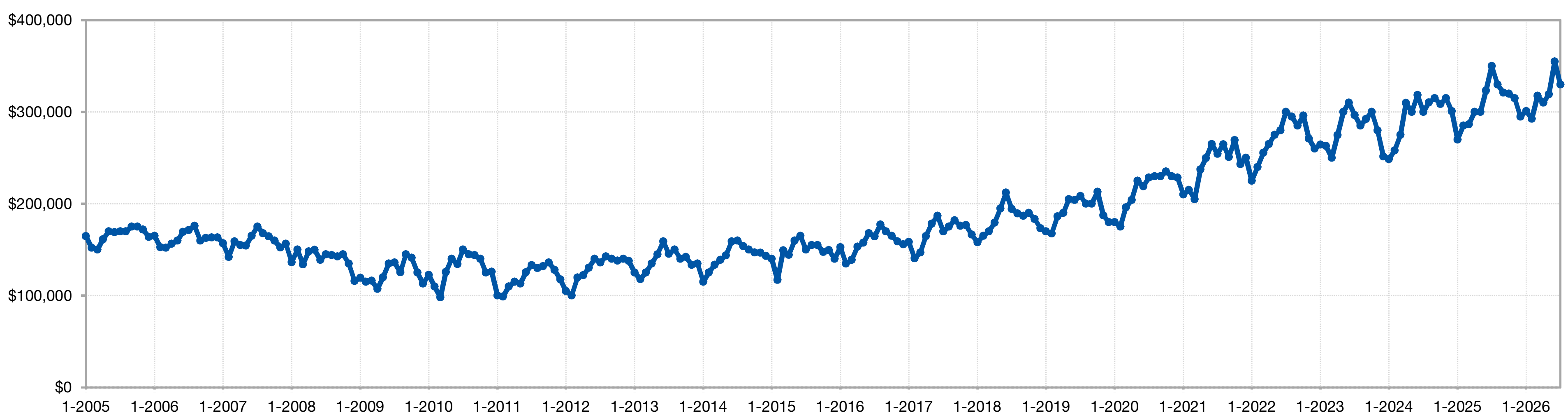


Year to Date



Median Sales Price		Prior Year	Percent Change
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	$310,000	$300,000	+3.3%
May 2026	$319,300	$299,950	+6.5%
June 2026	$355,000	$323,450	+9.8%
July 2026	**$329,950**	**$350,000**	**-5.7%**
12-Month Avg	$317,196	$305,421	+3.9%

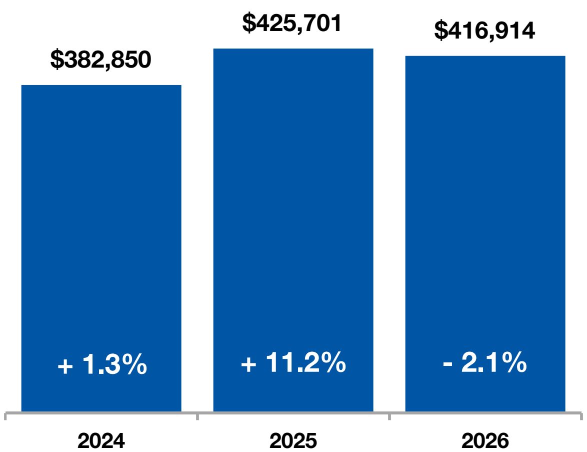
Historical Median Sales Price by Month



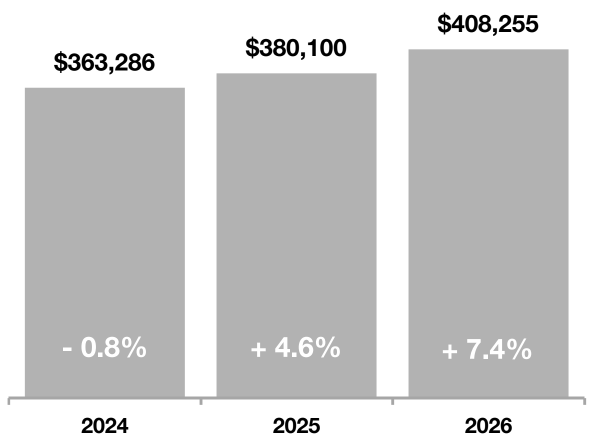
Average Sales Price

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

July

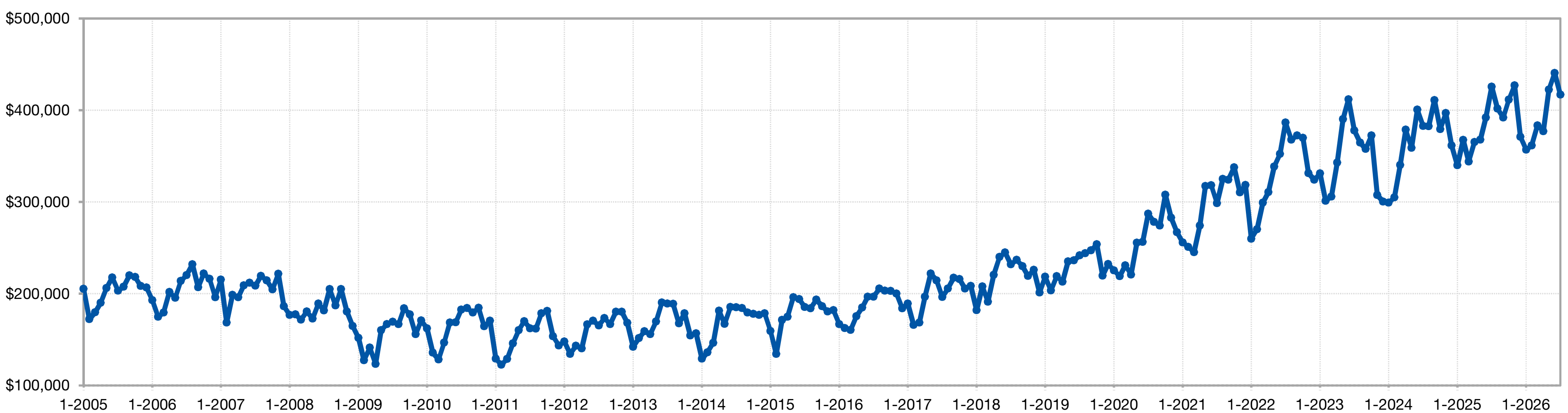


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$370,953	$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	$376,974	$365,315	+3.2%
May 2026	$422,499	$367,791	+14.9%
June 2026	$440,623	$392,009	+12.4%
July 2026	**$416,914**	**$425,701**	**-2.1%**
12-Month Avg	$396,897	$377,815	+5.1%

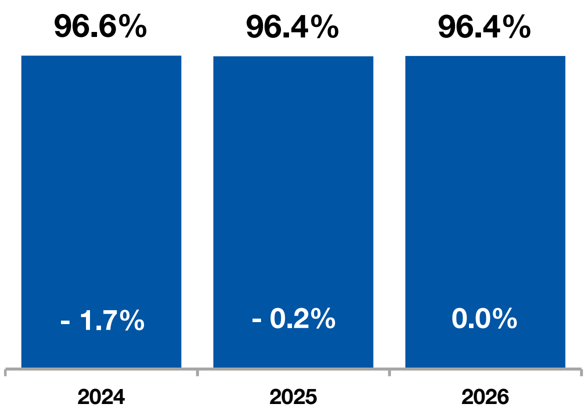
Historical Average Sales Price by Month



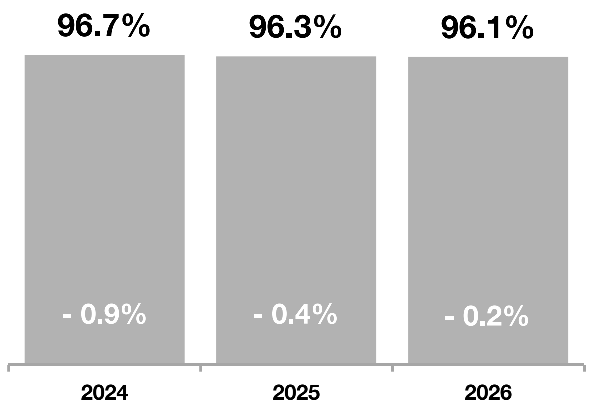
Percent of Original List Price Received

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.

July

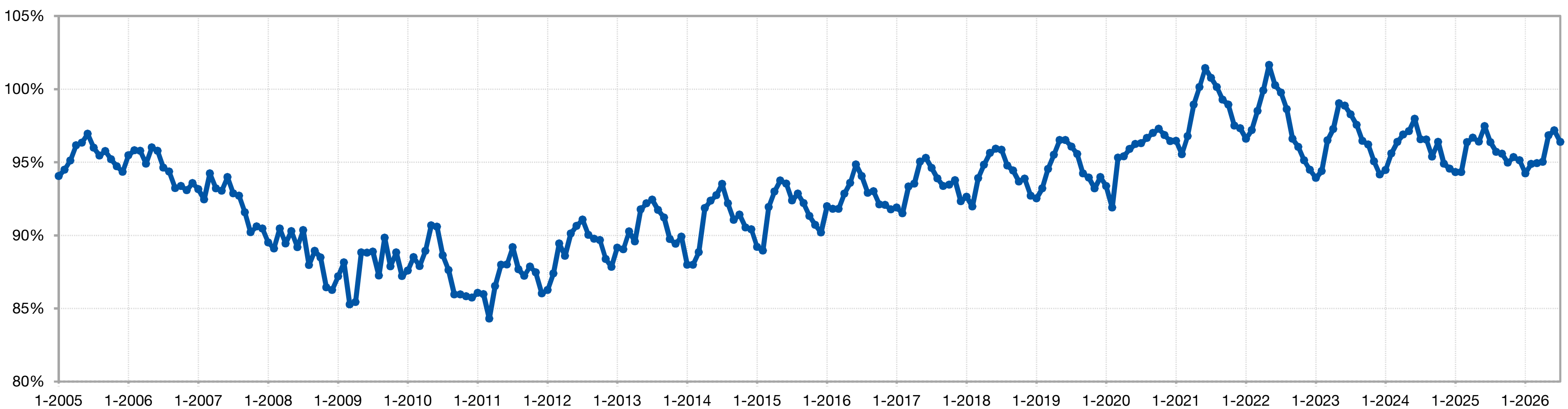


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
May 2026	96.8%	96.4%	+0.4%
June 2026	97.2%	97.5%	-0.3%
July 2026	**96.4%**	**96.4%**	**0.0%**
12-Month Avg	95.5%	95.8%	-0.3%

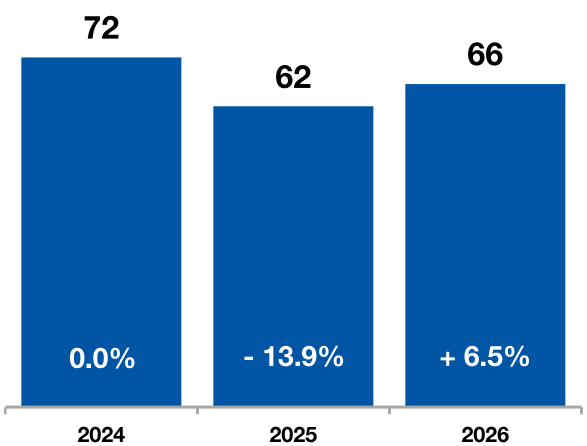
Historical Percent of Original List Price Received by Month



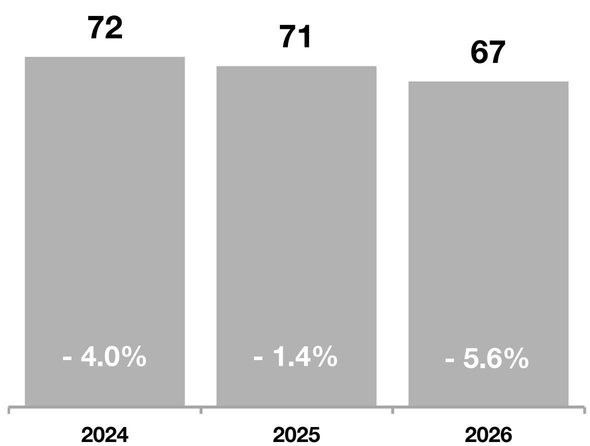
Housing Affordability Index

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.

July



Year to Date



Affordability Index		Prior Year	Percent Change
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	73	72	+1.4%
May 2026	69	71	-2.8%
June 2026	62	67	-7.5%
July 2026	**66**	**62**	**+6.5%**
12-Month Avg	71	71	0.0%

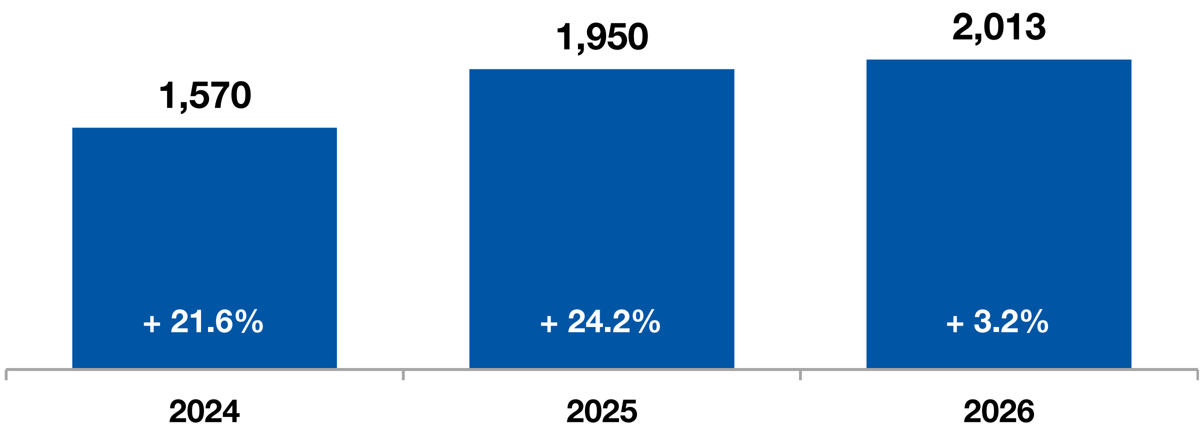
Historical Housing Affordability Index by Month

Inventory of Homes for Sale

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

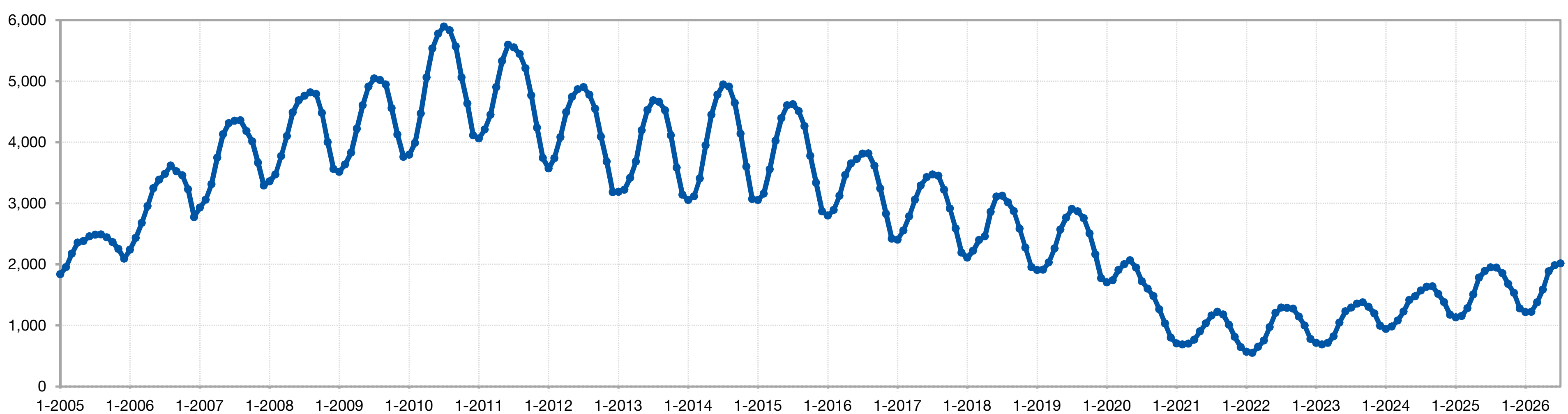
REALTORS GREATER LAKES ASSOCIATION

July



Homes for Sale		Prior Year	Percent Change
August 2025	1,947	1,631	+19.4%
September 2025	1,853	1,641	+12.9%
October 2025	1,680	1,514	+11.0%
November 2025	1,532	1,379	+11.1%
December 2025	1,277	1,176	+8.6%
January 2026	1,216	1,131	+7.5%
February 2026	1,223	1,153	+6.1%
March 2026	1,377	1,282	+7.4%
April 2026	1,586	1,506	+5.3%
May 2026	1,886	1,783	+5.8%
June 2026	1,983	1,889	+5.0%
July 2026	**2,013**	**1,950**	**+3.2%**
12-Month Avg	1,631	1,503	+8.5%

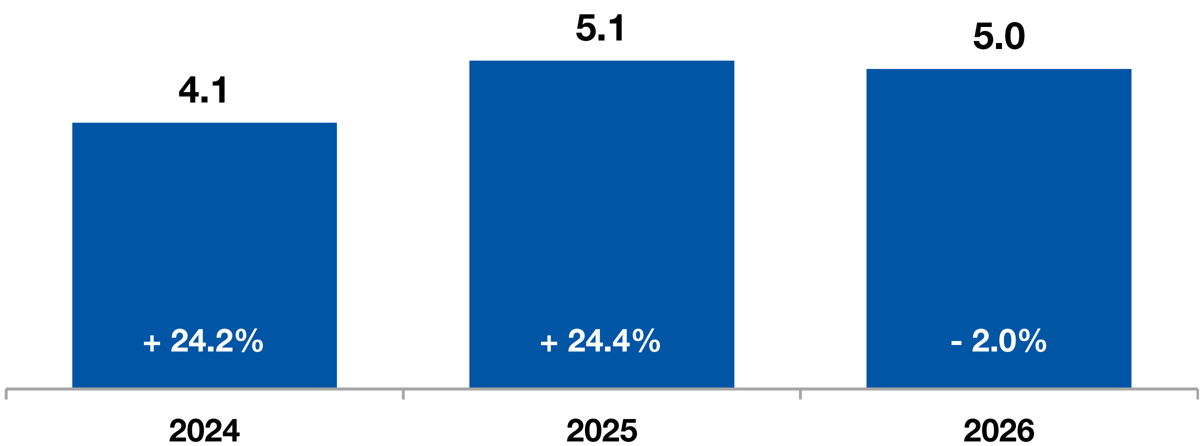
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

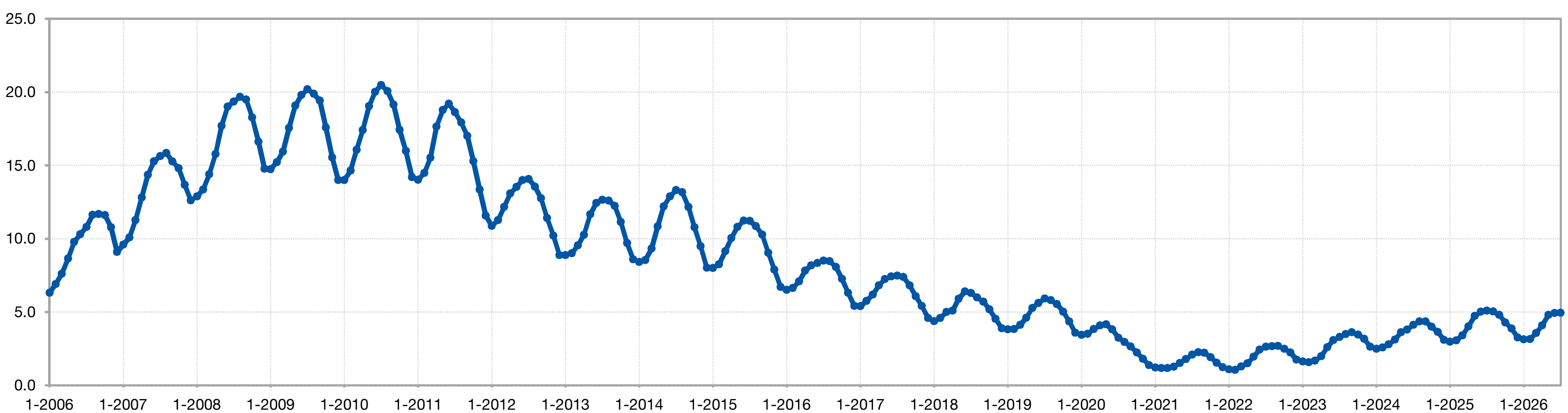
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

July



Months Supply		Prior Year	Percent Change
August 2025	5.0	4.4	+13.6%
September 2025	4.8	4.4	+9.1%
October 2025	4.3	4.0	+7.5%
November 2025	3.9	3.6	+8.3%
December 2025	3.3	3.1	+6.5%
January 2026	3.1	3.0	+3.3%
February 2026	3.1	3.1	0.0%
March 2026	3.6	3.4	+5.9%
April 2026	4.1	4.0	+2.5%
May 2026	4.8	4.7	+2.1%
June 2026	4.9	5.0	-2.0%
July 2026	**5.0**	**5.1**	**-2.0%**
12-Month Avg	4.2	4.0	+5.0%

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	+ / –	7-2025	7-2026	+ / –	7-2025	7-2026	+ / –
Aitkin	101	98	-3.0%	68	49	-27.9%	$305,000	$336,000	+10.2%	42	48	+14.3%	4.6	5.9	+29.6%
Backus	40	34	-15.0%	22	21	-4.5%	$258,450	$360,000	+39.3%	20	13	-35.0%	5.5	3.9	-29.1%
Baxter	143	147	+2.8%	82	85	+3.7%	$355,000	$370,000	+4.2%	47	55	+17.0%	4.3	4.4	+2.2%
Brainerd	290	317	+9.3%	192	200	+4.2%	$273,750	$280,000	+2.3%	124	113	-8.9%	4.4	3.8	-14.7%
Breezy Point	77	99	+28.6%	44	43	-2.3%	$378,500	$384,000	+1.5%	28	48	+71.4%	3.9	7.1	+82.0%
Crosby	35	34	-2.9%	23	16	-30.4%	$204,700	$227,000	+10.9%	14	15	+7.1%	3.7	3.8	+5.1%
Crosslake	110	98	-10.9%	41	51	+24.4%	$562,000	$725,000	+29.0%	56	47	-16.1%	6.9	5.2	-25.3%
Cushing	18	36	+100.0%	7	12	+71.4%	$305,000	$552,000	+81.0%	9	19	+111.1%	4.1	7.9	+95.5%
Deerwood	29	20	-31.0%	16	13	-18.8%	$475,000	$387,500	-18.4%	14	8	-42.9%	3.8	3.3	-11.9%
Emily	25	28	+12.0%	13	17	+30.8%	$297,000	$475,900	+60.2%	12	12	0.0%	4.3	3.8	-11.9%
Hackensack	40	48	+20.0%	20	27	+35.0%	$371,000	$480,000	+29.4%	18	25	+38.9%	3.9	5.4	+40.0%
Isle	58	53	-8.6%	28	29	+3.6%	$310,000	$302,500	-2.4%	31	29	-6.5%	6.9	5.4	-21.1%
Little Falls	102	133	+30.4%	86	71	-17.4%	$244,900	$276,000	+12.7%	29	45	+55.2%	2.3	4.0	+77.0%
Longville	44	30	-31.8%	29	18	-37.9%	$393,000	$410,000	+4.3%	17	14	-17.6%	3.7	4.3	+15.3%
Menahga	38	47	+23.7%	22	31	+40.9%	$279,950	$266,900	-4.7%	24	27	+12.5%	6.9	7.0	+2.7%
Motley	31	22	-29.0%	21	14	-33.3%	$297,000	$148,950	-49.8%	15	8	-46.7%	4.1	3.0	-26.4%
Nevis	57	56	-1.8%	30	27	-10.0%	$410,000	$275,000	-32.9%	31	27	-12.9%	7.1	5.0	-29.1%
Nisswa	83	82	-1.2%	38	37	-2.6%	$612,000	$647,500	+5.8%	36	50	+38.9%	4.6	9.0	+94.9%
Park Rapids	147	133	-9.5%	81	78	-3.7%	$280,000	$334,000	+19.3%	65	72	+10.8%	5.0	5.8	+16.7%
Pequot Lakes	81	91	+12.3%	48	44	-8.3%	$390,000	$447,600	+14.8%	44	48	+9.1%	6.3	6.8	+7.8%
Pillager	43	21	-51.2%	32	16	-50.0%	$315,500	$263,000	-16.6%	11	5	-54.5%	3.0	1.9	-35.7%
Pine River	55	46	-16.4%	29	28	-3.4%	$280,000	$242,000	-13.6%	26	15	-42.3%	5.5	2.7	-50.9%
Staples	43	51	+18.6%	27	32	+18.5%	$194,750	$220,000	+13.0%	18	15	-16.7%	4.4	3.3	-24.4%
Walker	74	87	+17.6%	28	33	+17.9%	$537,500	$409,000	-23.9%	53	54	+1.9%	11.4	8.5	-25.3%