# Monthly Indicators

## June 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

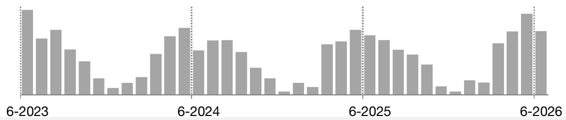
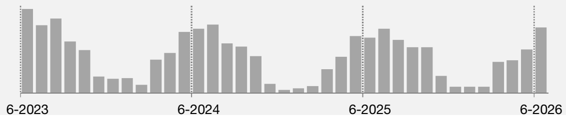
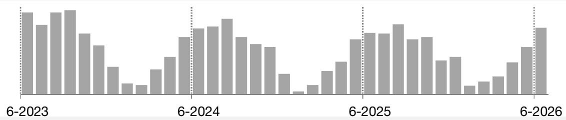
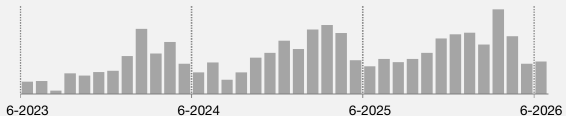
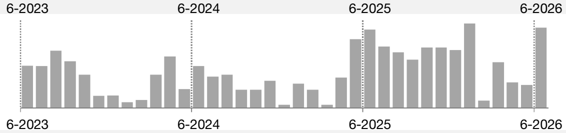
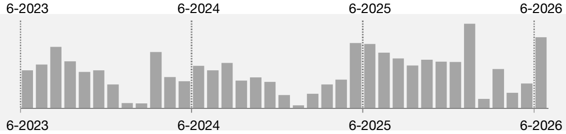
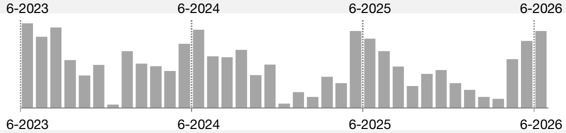
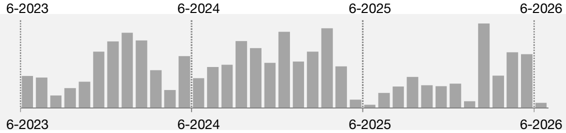
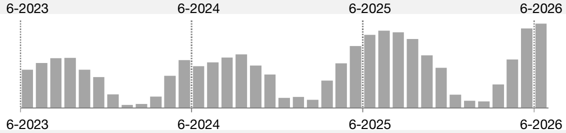
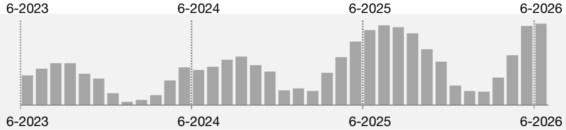
| + 6.2% | + 0.9% | + 7.6% |
|---|---|---|
| One-Year Change in **Closed Sales** | One-Year Change in **Median Sales Price** | One-Year Change in **Homes for Sale** |



Current as of July 8, 2026. All data from NorthstarMLS. Provided by the Minnesota Association of REALTORS®. Report © 2026 ShowingTime Plus, LLC.

# Activity Overview

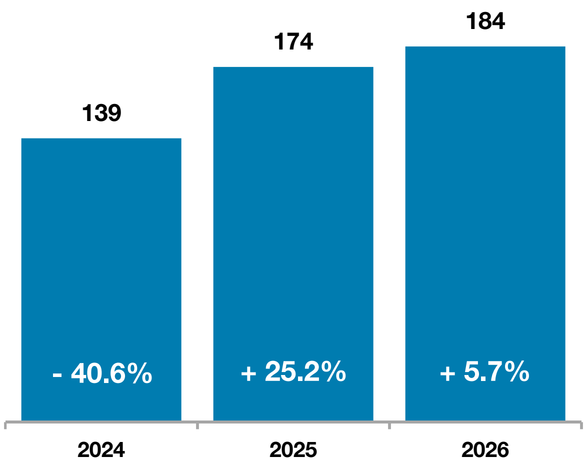
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

| Key Metrics | Historical Sparkbars | 6-2025 | 6-2026 | Percent Change | YTD 2025 | YTD 2026 | Percent Change |
|---|---|---|---|---|---|---|---|
| **New Listings** |  | 174 | **184** | + 5.7% | 788 | **878** | + 11.4% |
| **Pending Sales** |  | 113 | **127** | + 12.4% | 476 | **478** | + 0.4% |
| **Closed Sales** |  | 113 | **120** | + 6.2% | 417 | **417** | 0.0% |
| **Days on Market** |  | 57 | **61** | + 7.0% | 72 | **74** | + 2.8% |
| **Median Sales Price** |  | $329,950 | **$333,000** | + 0.9% | $272,500 | **$268,450** | - 1.5% |
| **Avg. Sales Price** |  | $382,070 | **$397,118** | + 3.9% | $337,488 | **$334,374** | - 0.9% |
| **Pct. of Orig. Price Received** |  | 96.7% | **97.3%** | + 0.6% | 95.2% | **95.2%** | 0.0% |
| **Affordability Index** |  | 71 | **72** | + 1.4% | 86 | **90** | + 4.7% |
| **Homes for Sale** |  | 490 | **527** | + 7.6% | -- | **--** | -- |
| **Months Supply** |  | 5.9 | **6.2** | + 5.1% | -- | **--** | -- |

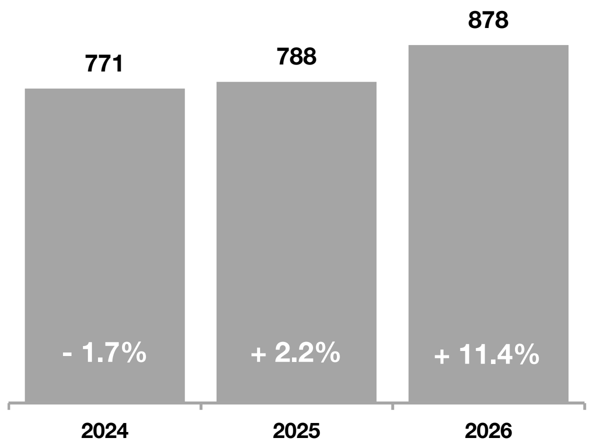
# New Listings

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

## June

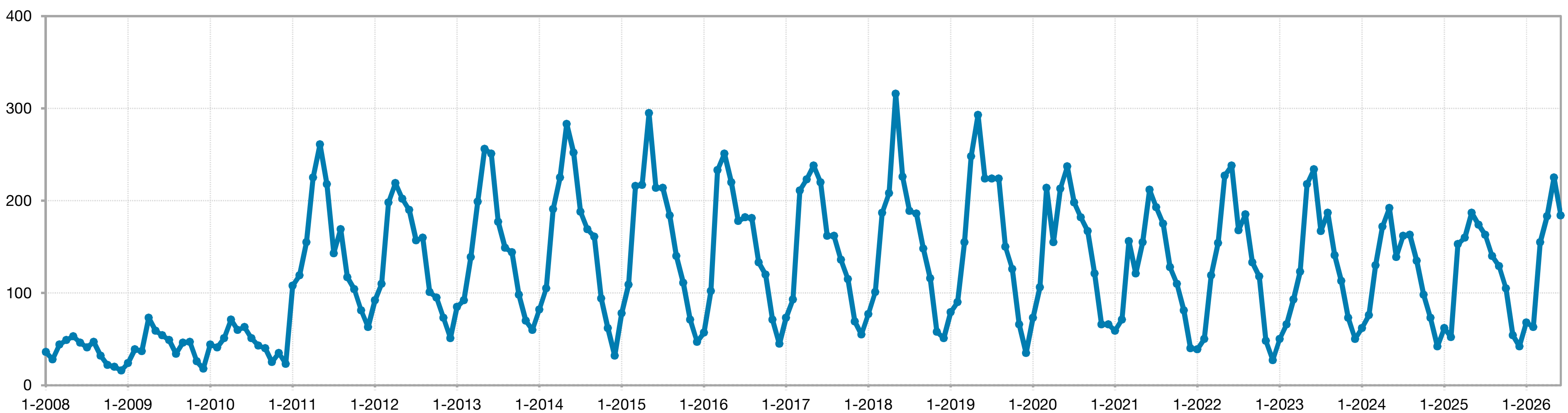



## Year to Date




| New Listings | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | 68 | 62 | +9.7% |
| February 2026 | 63 | 52 | +21.2% |
| March 2026 | 155 | 153 | +1.3% |
| April 2026 | 183 | 160 | +14.4% |
| May 2026 | 225 | 187 | +20.3% |
| **June 2026** | **184** | **174** | **+5.7%** |
| 12-Month Avg | 126 | 122 | +3.3% |

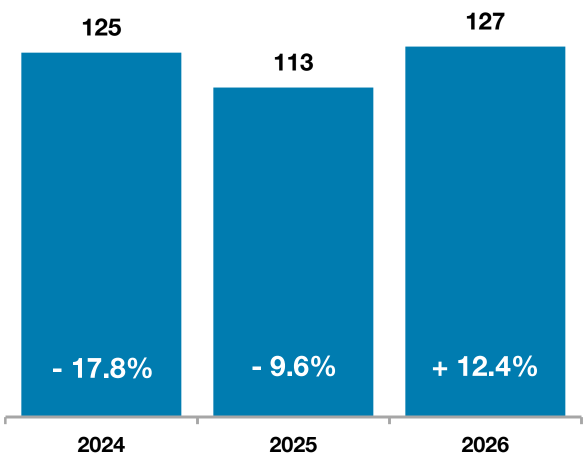
## Historical New Listings by Month



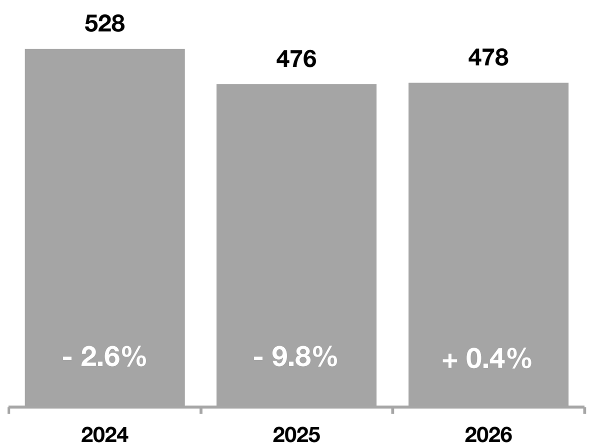
# Pending Sales

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

## June

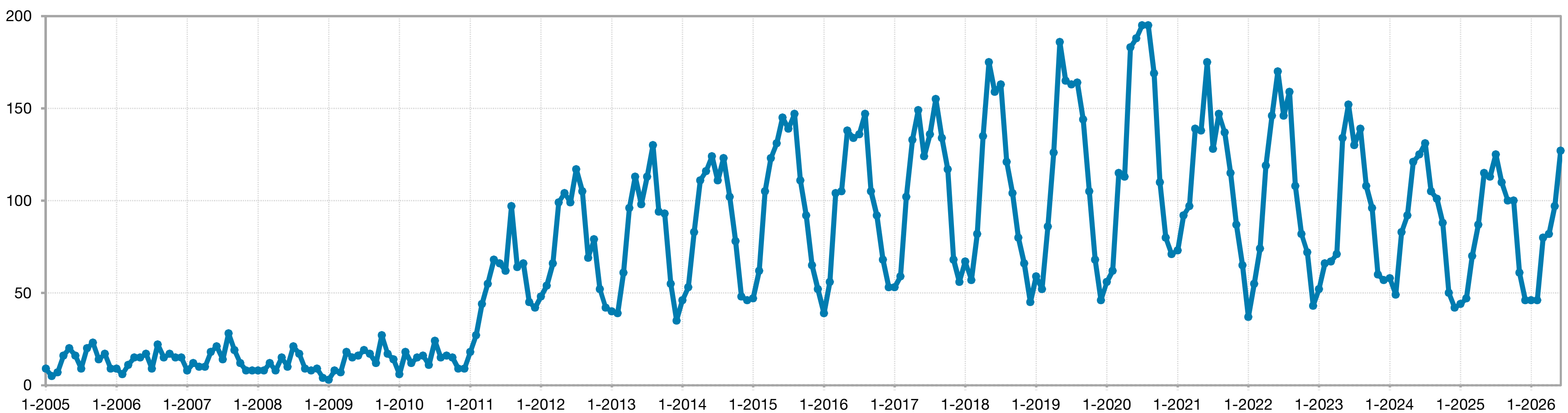



## Year to Date




| Pending Sales | | Prior Year | Percent Change |
|---|---|---|---|
| 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 | 61 | 50 | +22.0% |
| December 2025 | 46 | 42 | +9.5% |
| January 2026 | 46 | 44 | +4.5% |
| February 2026 | 46 | 47 | -2.1% |
| March 2026 | 80 | 70 | +14.3% |
| April 2026 | 82 | 87 | -5.7% |
| May 2026 | 97 | 115 | -15.7% |
| **June 2026** | **127** | **113** | **+12.4%** |
| 12-Month Avg | 85 | 83 | +2.4% |

## Historical Pending Sales by Month



# Closed Sales

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

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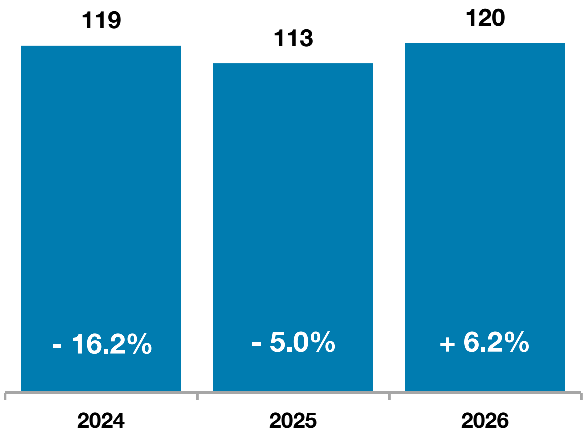
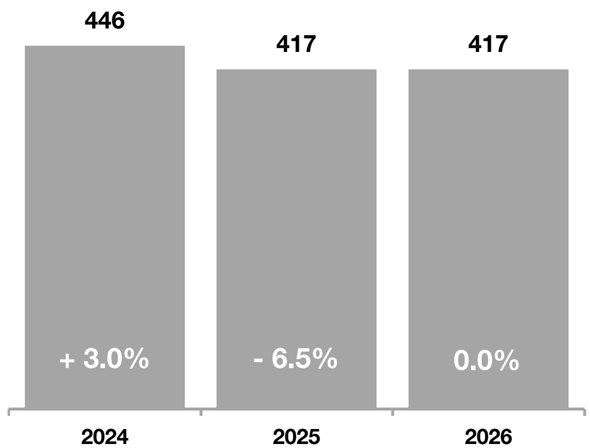
## June

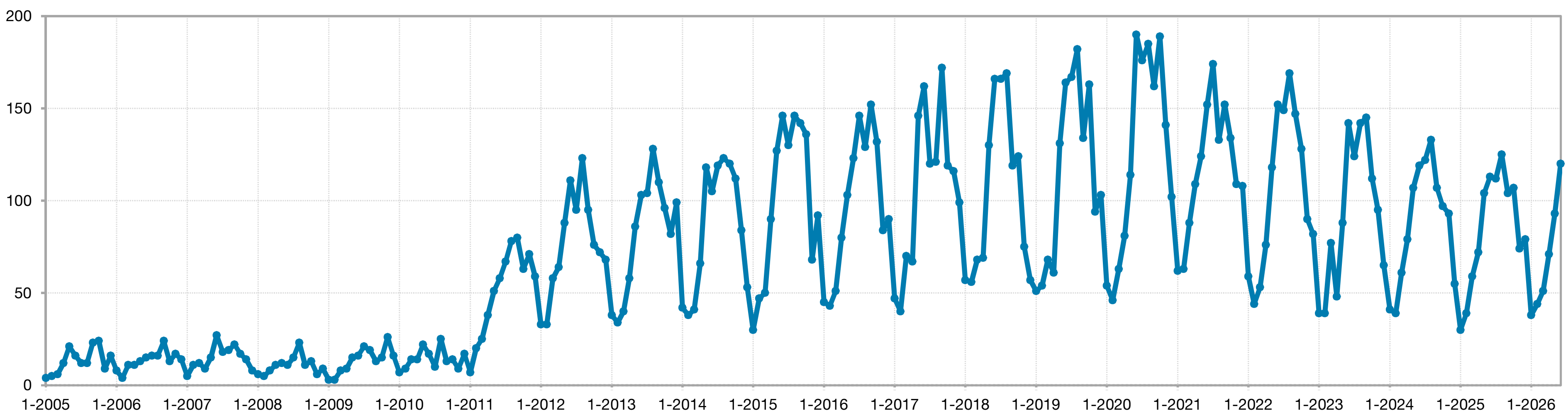



## Year to Date




| Closed Sales | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | 38 | 30 | +26.7% |
| February 2026 | 44 | 39 | +12.8% |
| March 2026 | 51 | 59 | -13.6% |
| April 2026 | 71 | 72 | -1.4% |
| May 2026 | 93 | 104 | -10.6% |
| **June 2026** | **120** | **113** | **+6.2%** |
| 12-Month Avg | 85 | 85 | 0.0% |

## 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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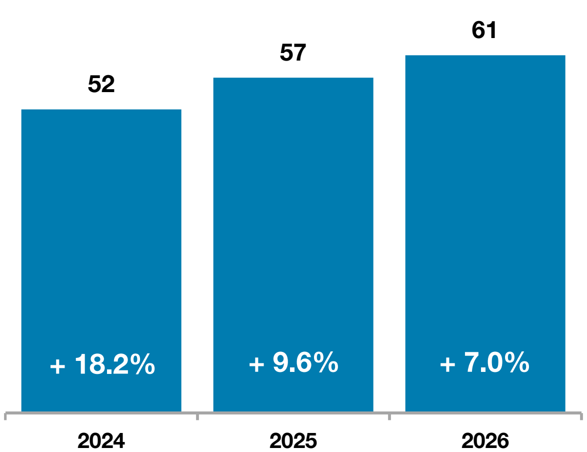
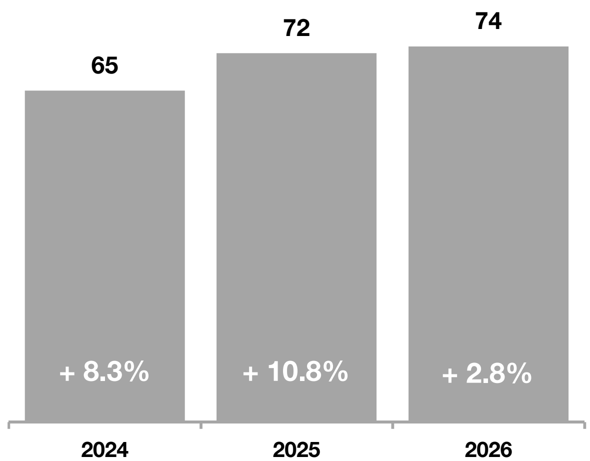
## June

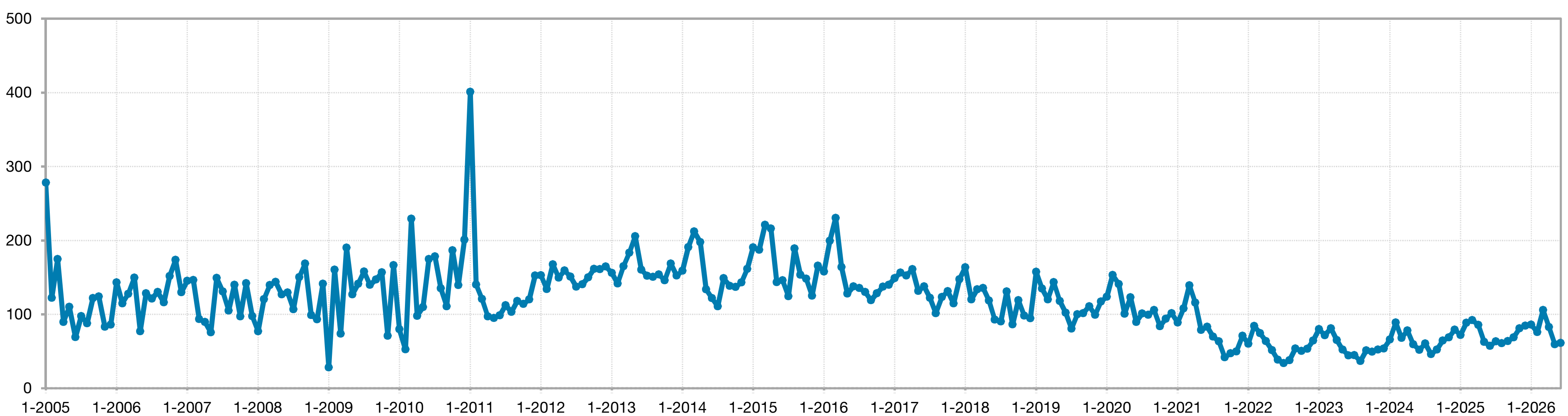



## Year to Date




| Days on Market | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | 86 | 72 | +19.4% |
| February 2026 | 76 | 88 | -13.6% |
| March 2026 | 106 | 92 | +15.2% |
| April 2026 | 83 | 86 | -3.5% |
| May 2026 | 60 | 62 | -3.2% |
| **June 2026** | **61** | **57** | **+7.0%** |
| 12-Month Avg | 74 | 69 | +7.2% |

## 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.

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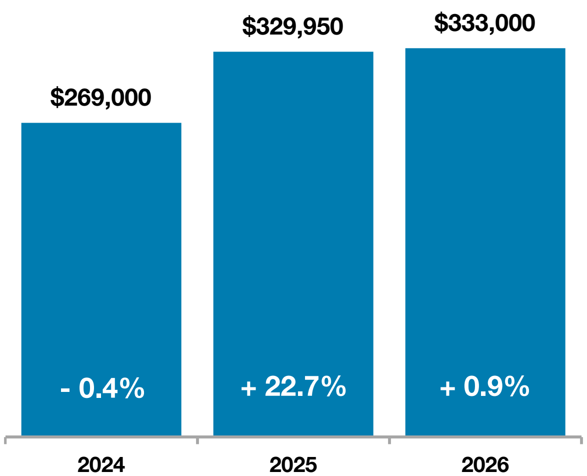
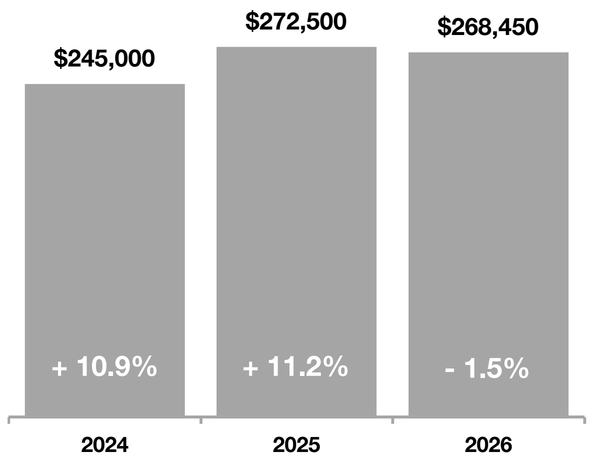
## June

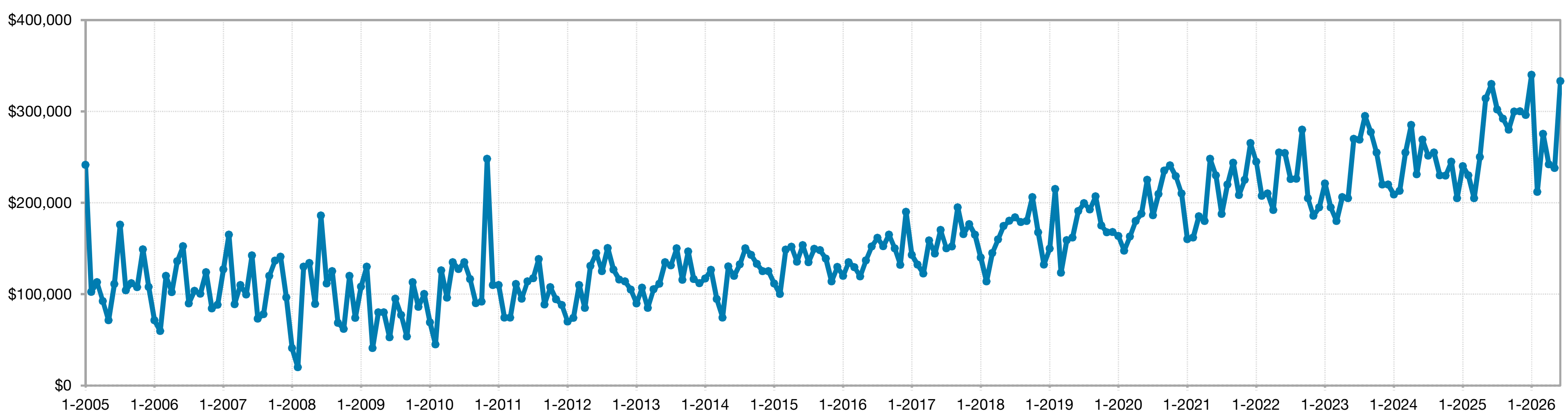



## Year to Date




| Median Sales Price | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | $340,000 | $239,900 | +41.7% |
| February 2026 | $212,000 | $230,000 | -7.8% |
| March 2026 | $275,450 | $205,000 | +34.4% |
| April 2026 | $241,889 | $250,000 | -3.2% |
| May 2026 | $238,000 | $314,175 | -24.2% |
| **June 2026** | **$333,000** | **$329,950** | **+0.9%** |
| 12-Month Avg | $284,187 | $248,783 | +14.2% |

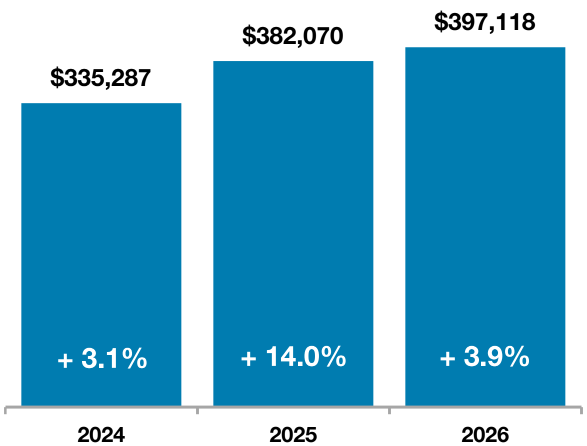
## Historical Median Sales Price by Month



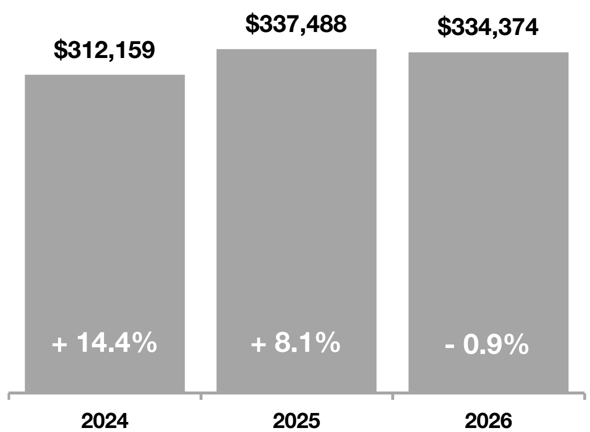
# Average Sales Price

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

## June

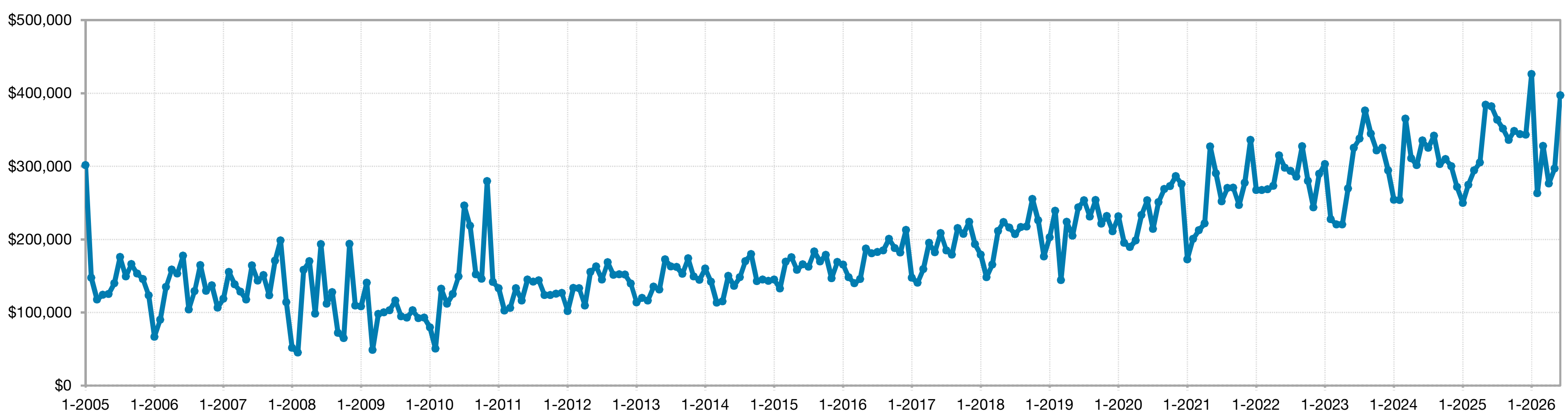



## Year to Date




| Avg. Sales Price | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | $426,069 | $249,638 | +70.7% |
| February 2026 | $263,148 | $274,409 | -4.1% |
| March 2026 | $327,804 | $294,415 | +11.3% |
| April 2026 | $276,201 | $305,082 | -9.5% |
| May 2026 | $296,780 | $384,203 | -22.8% |
| **June 2026** | **$397,118** | **$382,070** | **+3.9%** |
| 12-Month Avg | $339,409 | $311,735 | +8.9% |

## 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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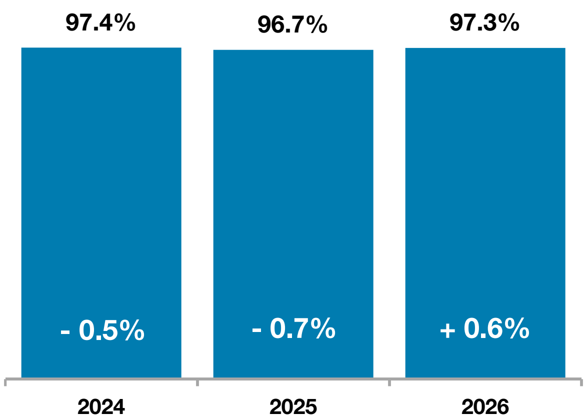
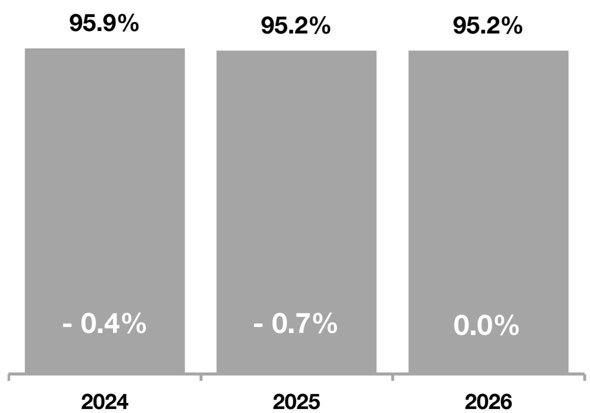
## June

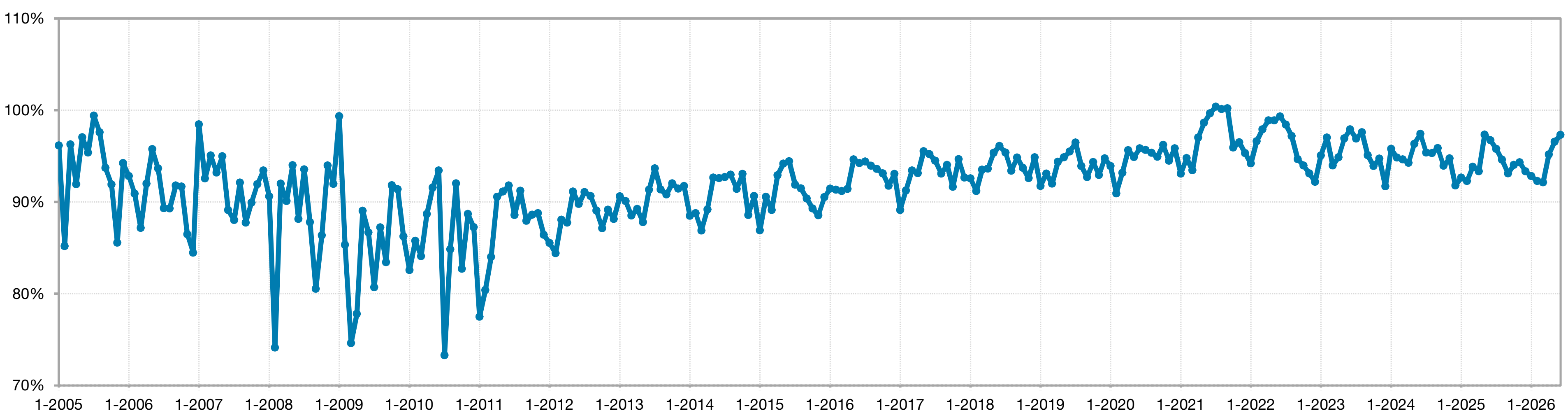



## Year to Date




| Pct. of Orig. Price Received | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | 92.8% | 92.6% | +0.2% |
| February 2026 | 92.3% | 92.3% | 0.0% |
| March 2026 | 92.1% | 93.8% | -1.8% |
| April 2026 | 95.2% | 93.3% | +2.0% |
| May 2026 | 96.6% | 97.3% | -0.7% |
| **June 2026** | **97.3%** | **96.7%** | **+0.6%** |
| 12-Month Avg | 94.3% | 94.4% | -0.1% |

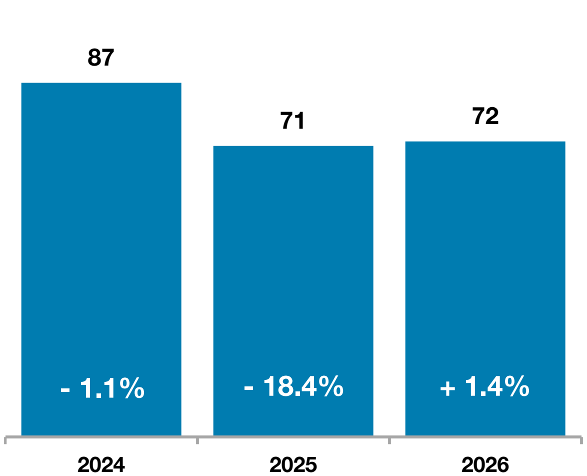
## Historical Percent of Original List Price Received by Month



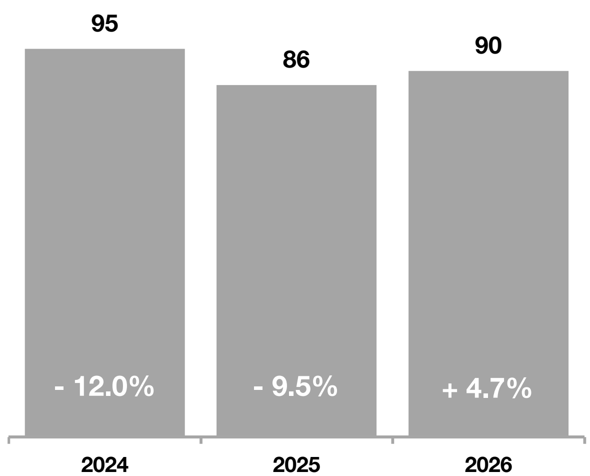
# Housing Affordability Index

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.

## June

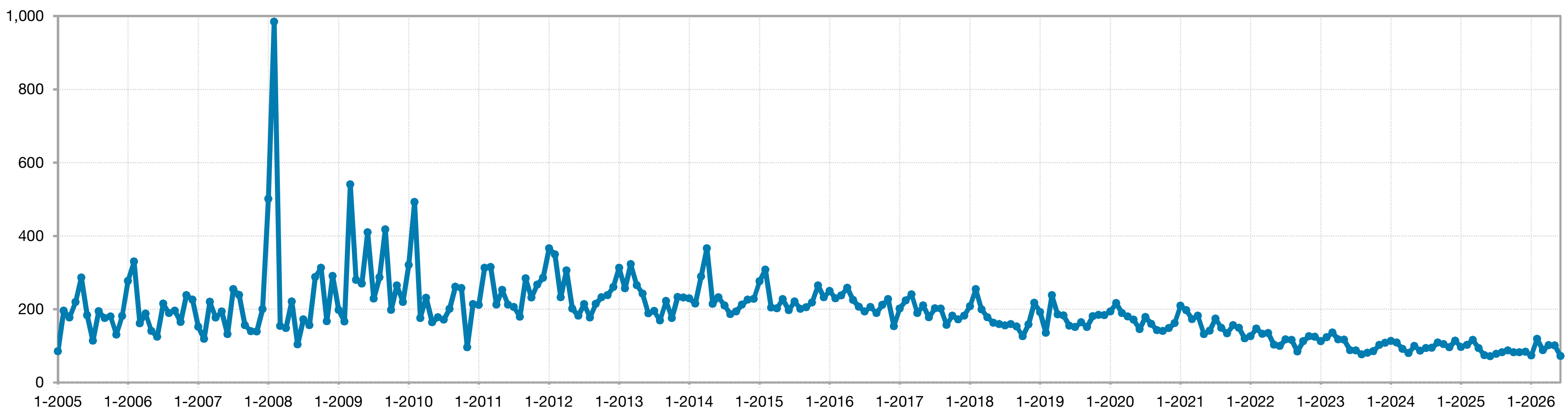



## Year to Date




| Affordability Index | | Prior Year | Percent Change |
|---|---|---|---|
| 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% |
| January 2026 | 73 | 97 | -24.7% |
| February 2026 | 119 | 102 | +16.7% |
| March 2026 | 88 | 116 | -24.1% |
| April 2026 | 102 | 94 | +8.5% |
| May 2026 | 101 | 74 | +36.5% |
| **June 2026** | **72** | **71** | **+1.4%** |
| 12-Month Avg | 88 | 97 | -9.3% |

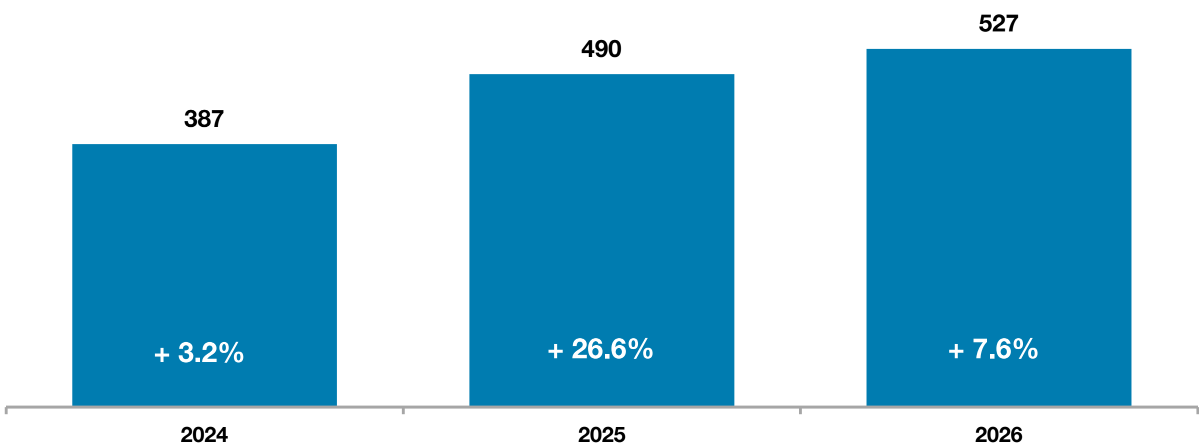
## Historical Housing Affordability Index by Month



# Inventory of Homes for Sale

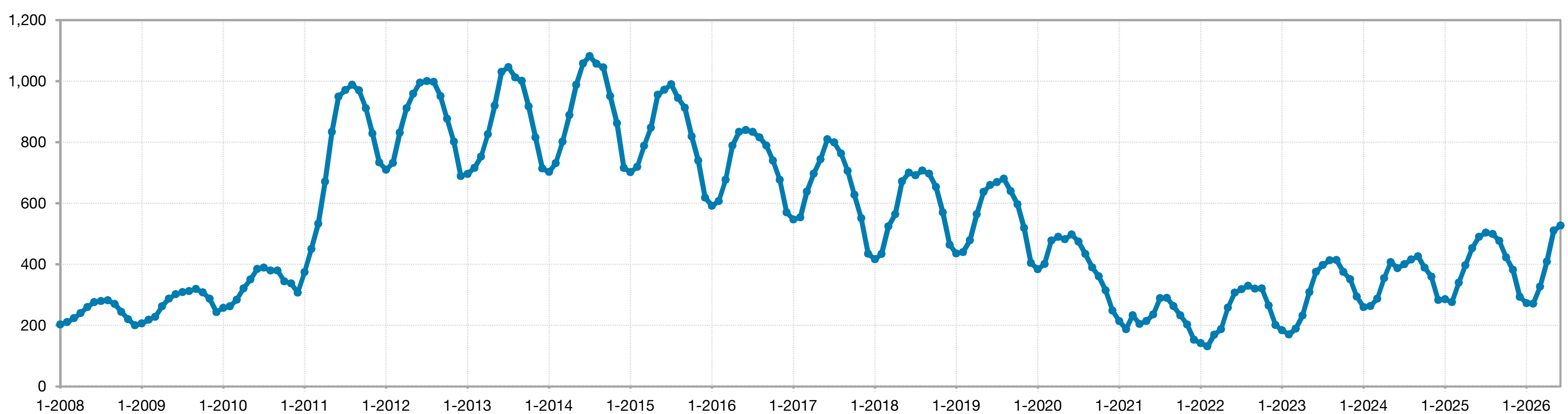
The number of properties available for sale in active status at the end of a given month.

## June




| Homes for Sale | | Prior Year | Percent Change |
|---|---|---|---|
| July 2025 | 504 | 400 | +26.0% |
| August 2025 | 499 | 416 | +20.0% |
| September 2025 | 477 | 426 | +12.0% |
| October 2025 | 423 | 389 | +8.7% |
| November 2025 | 382 | 360 | +6.1% |
| December 2025 | 293 | 283 | +3.5% |
| January 2026 | 273 | 286 | -4.5% |
| February 2026 | 271 | 276 | -1.8% |
| March 2026 | 327 | 340 | -3.8% |
| April 2026 | 409 | 397 | +3.0% |
| May 2026 | 511 | 453 | +12.8% |
| **June 2026** | **527** | **490** | **+7.6%** |
| 12-Month Avg | 408 | 376 | +8.5% |

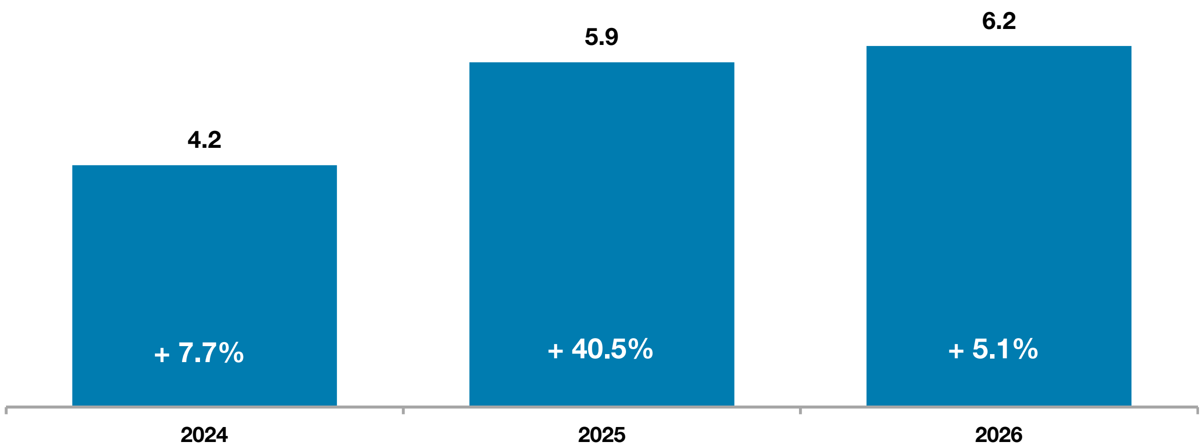
## Historical Inventory of Homes for Sale by Month



# Months Supply of Inventory

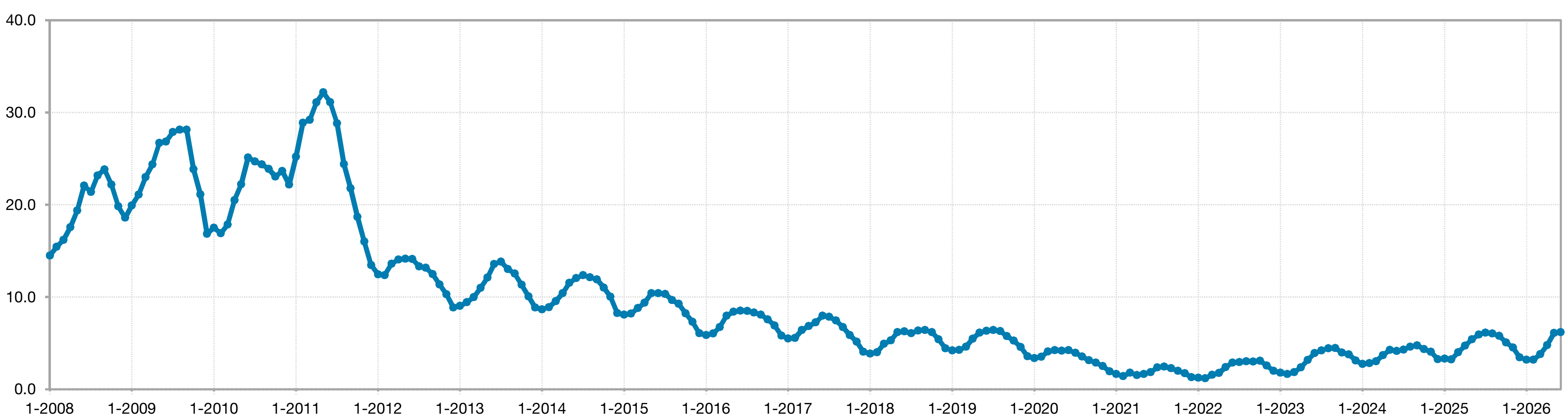
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

## June




| Months Supply | | Prior Year | Percent Change |
|---|---|---|---|
| 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 | 5.1 | 4.4 | +15.9% |
| November 2025 | 4.5 | 4.1 | +9.8% |
| December 2025 | 3.5 | 3.2 | +9.4% |
| January 2026 | 3.2 | 3.3 | -3.0% |
| February 2026 | 3.2 | 3.2 | 0.0% |
| March 2026 | 3.8 | 4.0 | -5.0% |
| April 2026 | 4.8 | 4.7 | +2.1% |
| May 2026 | 6.1 | 5.4 | +13.0% |
| **June 2026** | **6.2** | **5.9** | **+5.1%** |
| 12-Month Avg | 4.9 | 4.3 | +14.0% |

## 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 | + / – | 6-2025 | 6-2026 | + / – | 6-2025 | 6-2026 | + / – |
| Ashby | 15 | 16 | +6.7% | 8 | 6 | -25.0% | $273,750 | $256,500 | -6.3% | 6 | 8 | +33.3% | 3.4 | 4.9 | +45.9% |
| Battle Lake | 41 | 39 | -4.9% | 17 | 13 | -23.5% | $399,000 | $500,000 | +25.3% | 30 | 29 | -3.3% | 8.3 | 7.6 | -7.5% |
| Dalton | 8 | 5 | -37.5% | 4 | 5 | +25.0% | $277,500 | $365,000 | +31.5% | 4 | 2 | -50.0% | 3.0 | 1.8 | -41.7% |
| Elbow Lake | 15 | 21 | +40.0% | 8 | 19 | +137.5% | $147,400 | $205,750 | +39.6% | 6 | 10 | +66.7% | 3.3 | 3.4 | +3.9% |
| Fergus Falls | 133 | 133 | 0.0% | 96 | 82 | -14.6% | $245,000 | $235,000 | -4.1% | 49 | 53 | +8.2% | 2.7 | 3.2 | +18.4% |
| Henning | 14 | 14 | 0.0% | 8 | 9 | +12.5% | $189,550 | $185,000 | -2.4% | 11 | 7 | -36.4% | 6.5 | 3.2 | -50.8% |
| New York Mills | 13 | 24 | +84.6% | 10 | 16 | +60.0% | $170,000 | $224,950 | +32.3% | 6 | 11 | +83.3% | 2.8 | 3.4 | +24.1% |
| Ottertail | 23 | 27 | +17.4% | 10 | 12 | +20.0% | $450,000 | $302,450 | -32.8% | 20 | 19 | -5.0% | 8.8 | 8.3 | -6.1% |
| Perham | 36 | 53 | +47.2% | 25 | 26 | +4.0% | $334,850 | $341,500 | +2.0% | 29 | 35 | +20.7% | 5.4 | 7.5 | +37.9% |
| Wadena | 36 | 41 | +13.9% | 30 | 23 | -23.3% | $160,000 | $165,000 | +3.1% | 18 | 21 | +16.7% | 2.9 | 5.4 | +86.2% |