

Monthly Indicators



July 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

+ 19.6%	- 1.2%	- 0.6%
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.



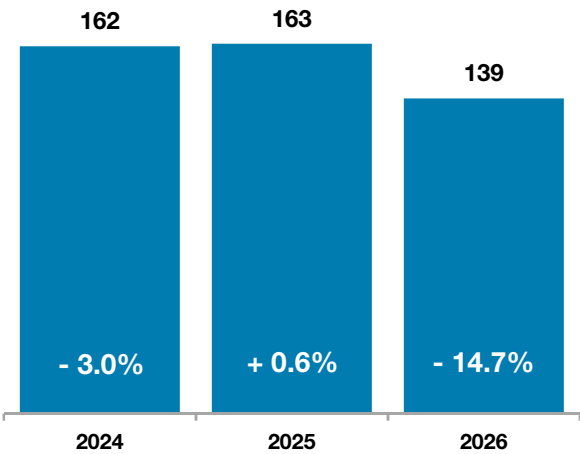
Key Metrics	Historical Sparkbars	7-2025	7-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		163	139	- 14.7%	951	1,017	+ 6.9%
Pending Sales		125	123	- 1.6%	601	602	+ 0.2%
Closed Sales		112	134	+ 19.6%	529	551	+ 4.2%
Days on Market		63	54	- 14.3%	70	69	- 1.4%
Median Sales Price		\$303,500	\$300,000	- 1.2%	\$282,750	\$275,000	- 2.7%
Avg. Sales Price		\$364,599	\$371,213	+ 1.8%	\$343,201	\$343,364	+ 0.0%
Pct. of Orig. Price Received		95.8%	95.5%	- 0.3%	95.3%	95.3%	0.0%
Affordability Index		78	80	+ 2.6%	83	87	+ 4.8%
Homes for Sale		504	501	- 0.6%	--	--	--
Months Supply		6.1	5.9	- 3.3%	--	--	--

New Listings

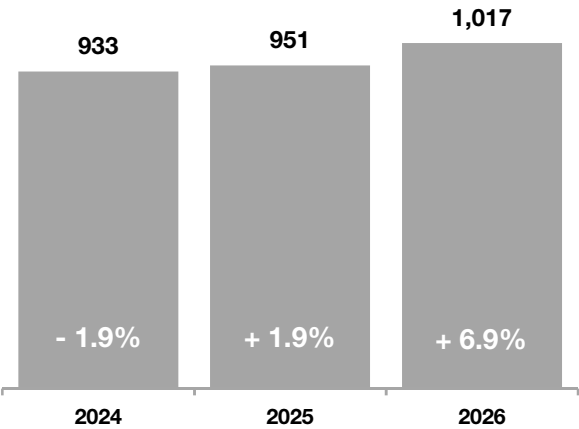
A count of the properties that have been newly listed on the market in a given month.



July

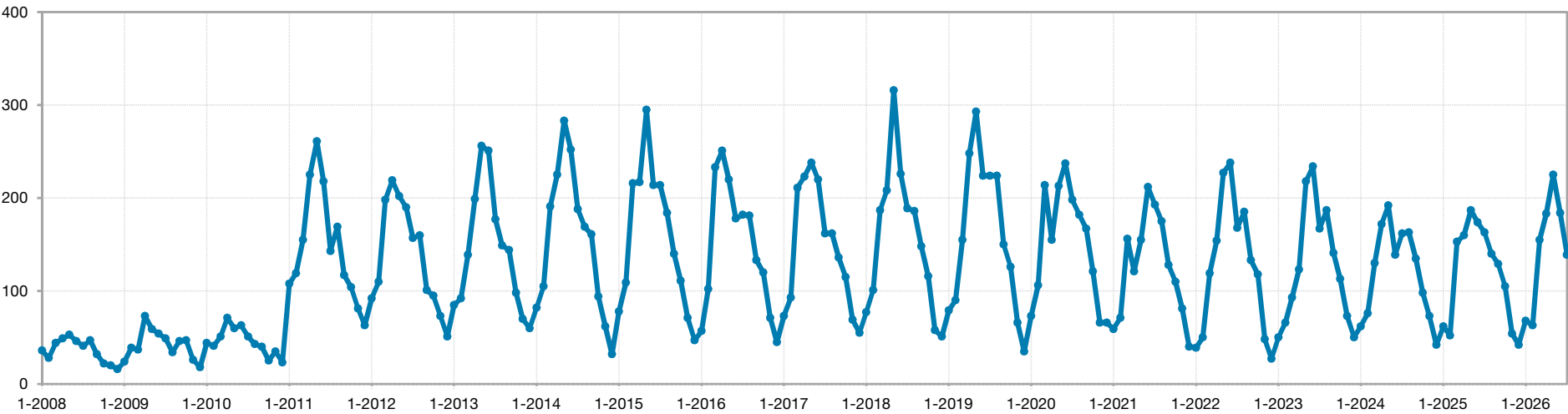


Year to Date



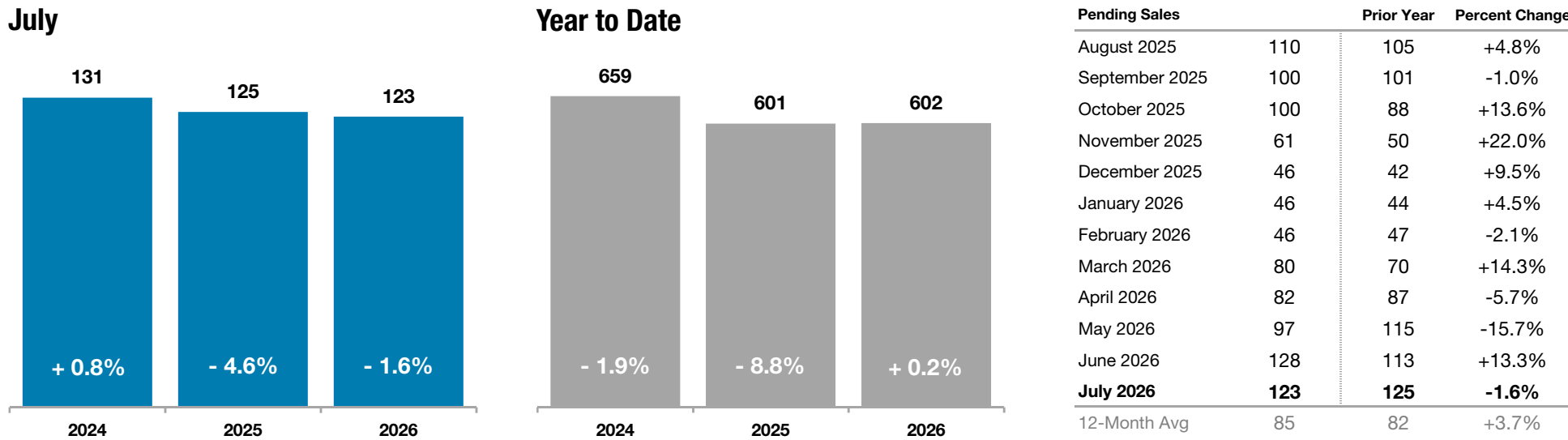
New Listings		Prior Year	Percent Change
August 2025	140	163	-14.1%
September 2025	129	135	-4.4%
October 2025	105	98	+7.1%
November 2025	54	73	-26.0%
December 2025	42	42	0.0%
January 2026	68	62	+9.7%
February 2026	63	52	+21.2%
March 2026	155	153	+1.3%
April 2026	183	160	+14.4%
May 2026	225	187	+20.3%
June 2026	184	174	+5.7%
July 2026	139	163	-14.7%
12-Month Avg	124	122	+1.6%

Historical New Listings by Month

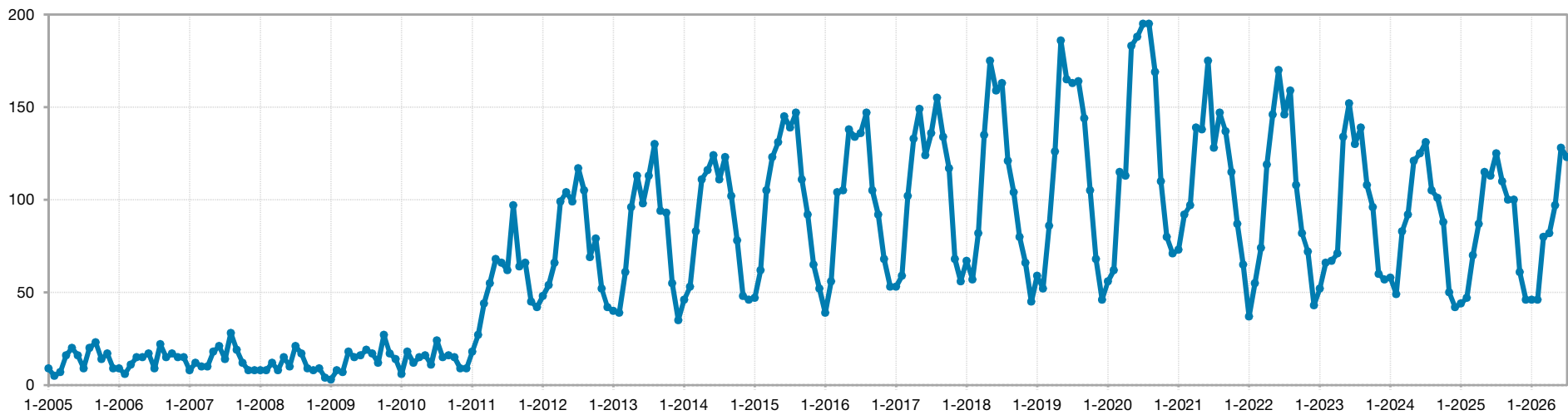


Pending Sales

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

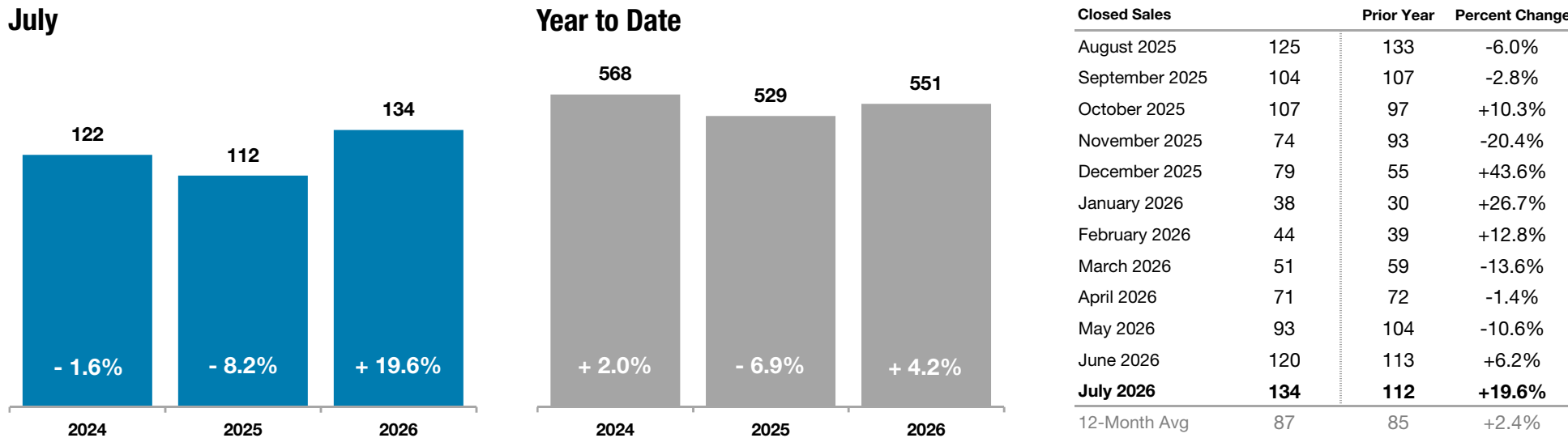


Historical Pending Sales by Month

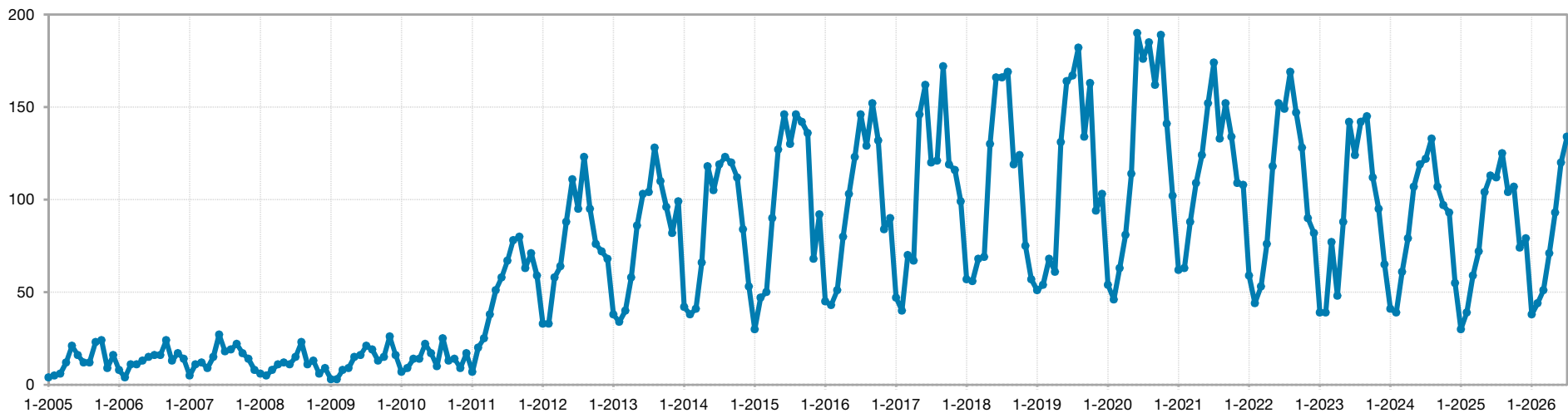


Closed Sales

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

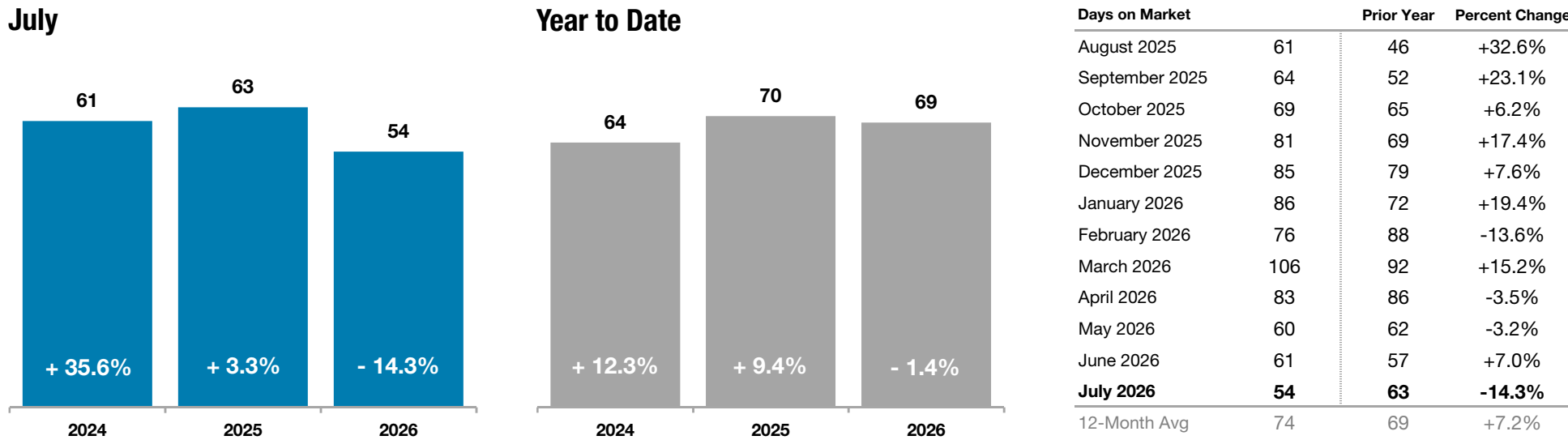


Historical Closed Sales by Month

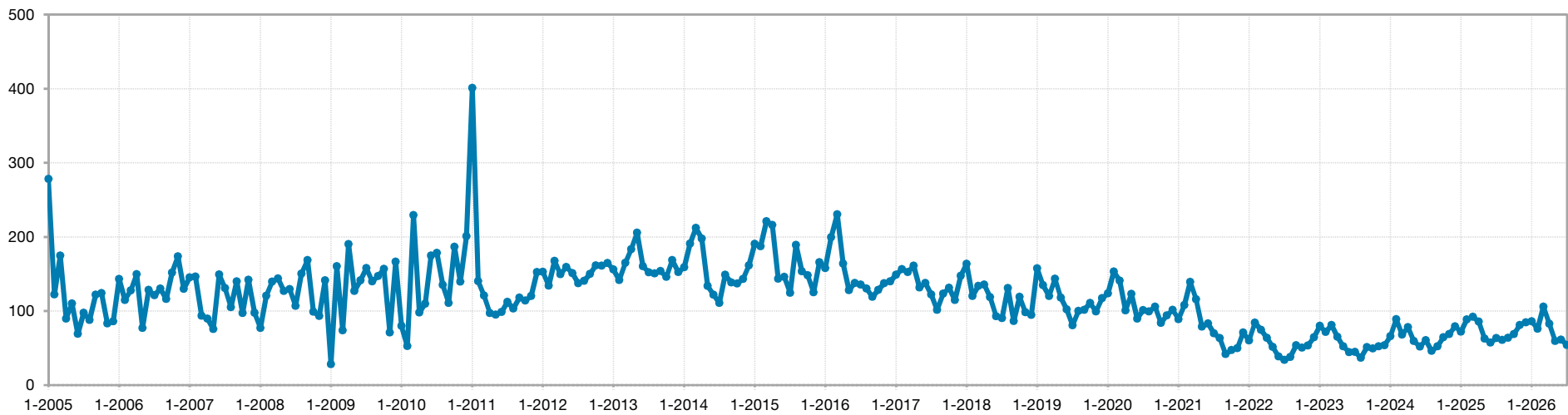


Days on Market Until Sale

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



Historical Days on Market Until Sale by Month

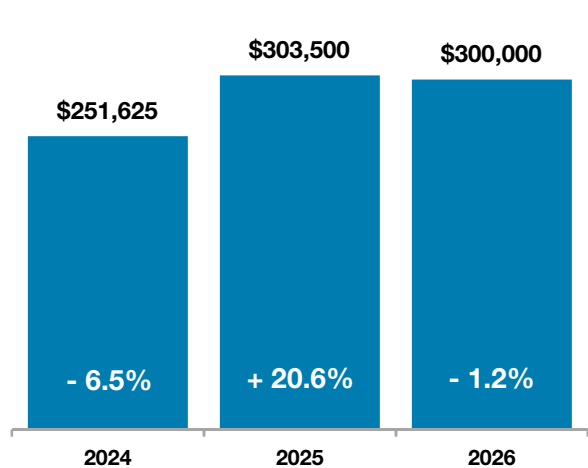


Median Sales Price

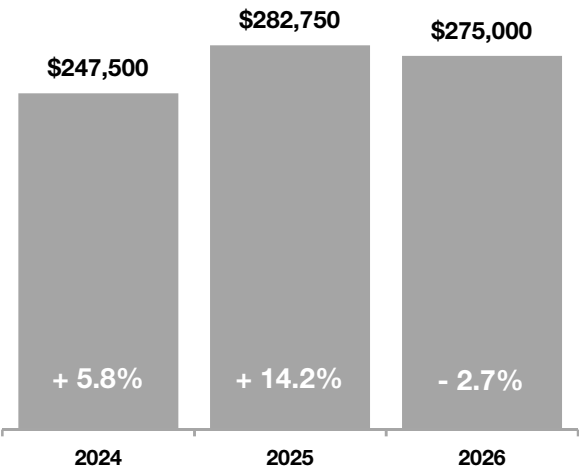
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July

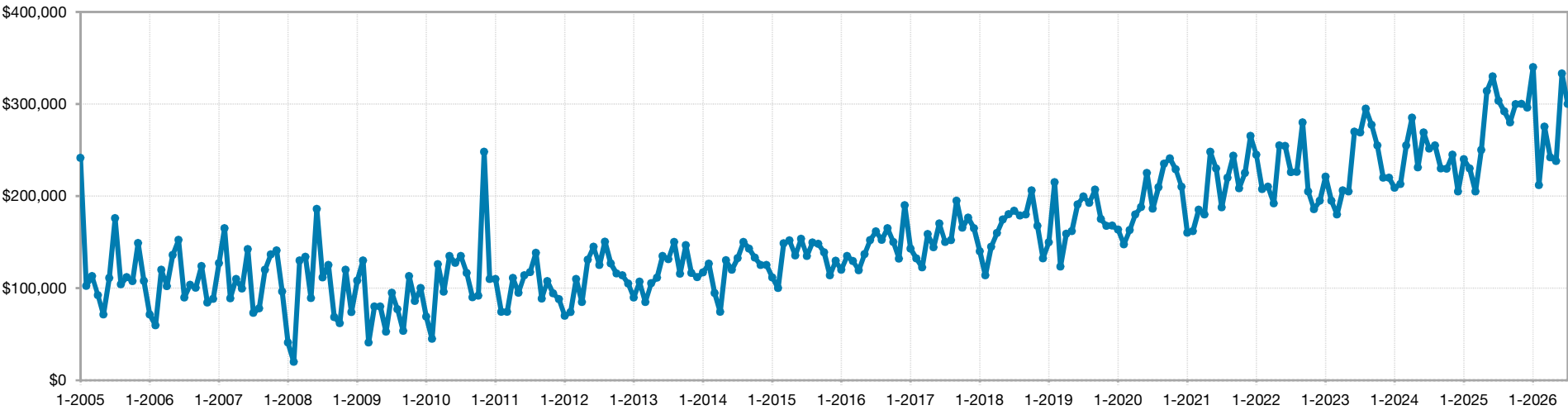


Year to Date



Median Sales Price	Prior Year	Percent Change
August 2025	\$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%
July 2026	\$300,000	\$303,500 -1.2%
12-Month Avg	\$284,020	\$253,106 +12.2%

Historical Median Sales Price by Month

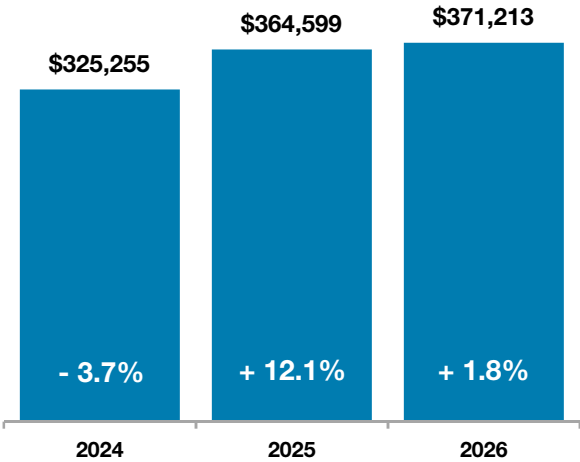


Average Sales Price

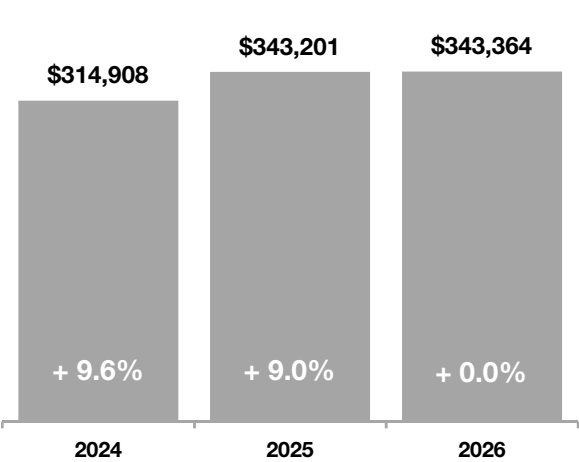
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July

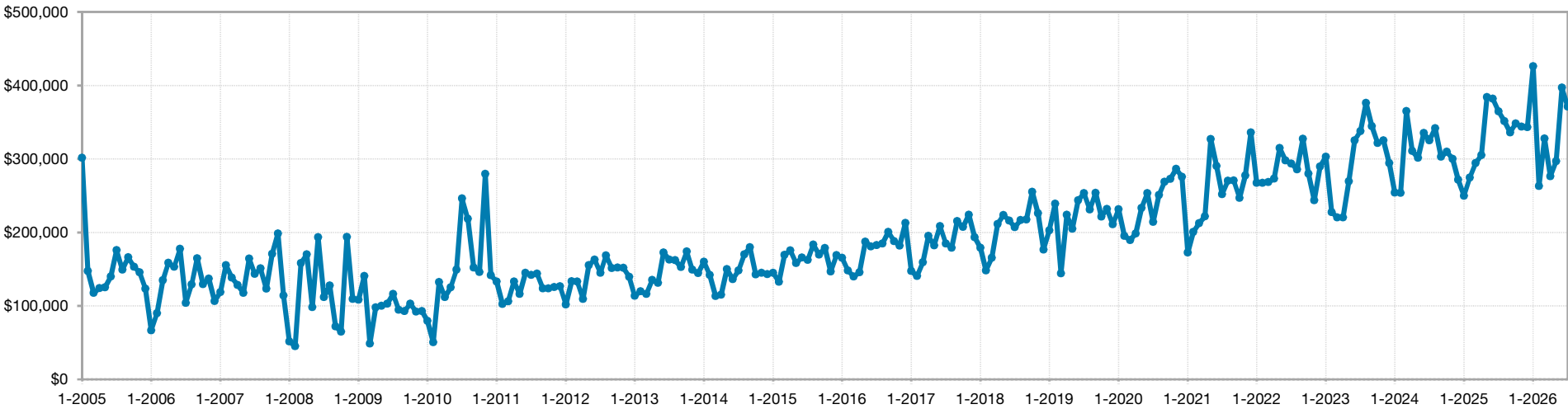


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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%
July 2026	\$371,213	\$364,599	+1.8%
12-Month Avg	\$340,058	\$315,014	+8.0%

Historical Average Sales Price by Month

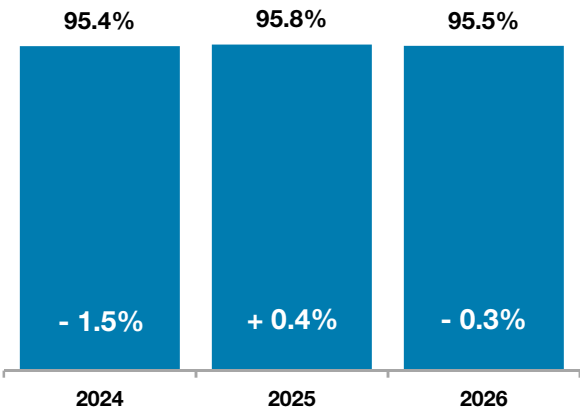


Percent of Original List Price Received

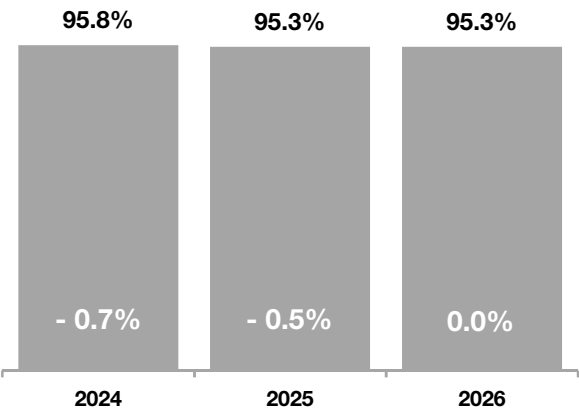
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

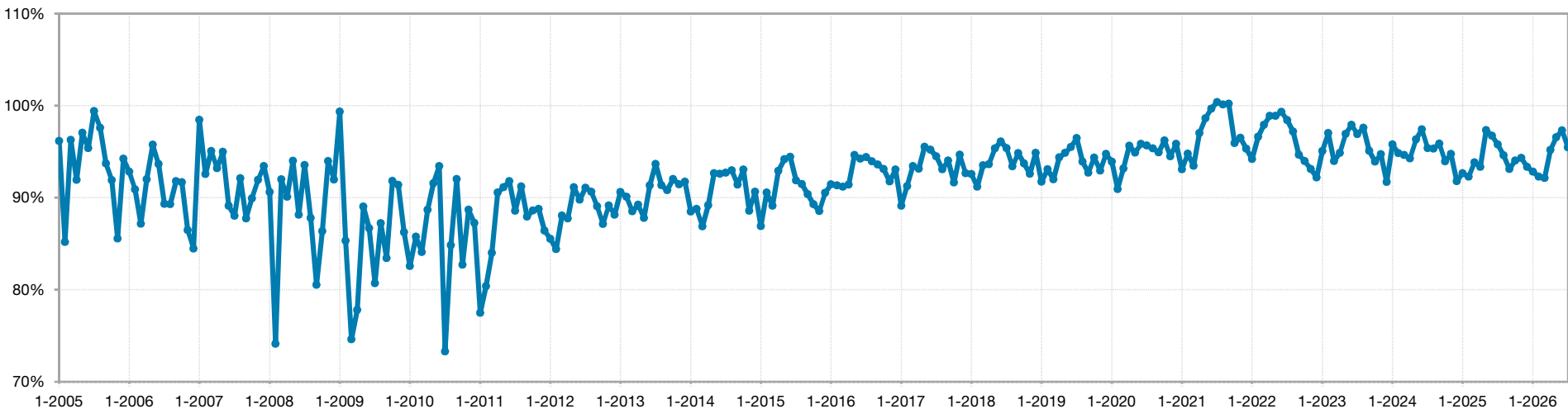


Year to Date



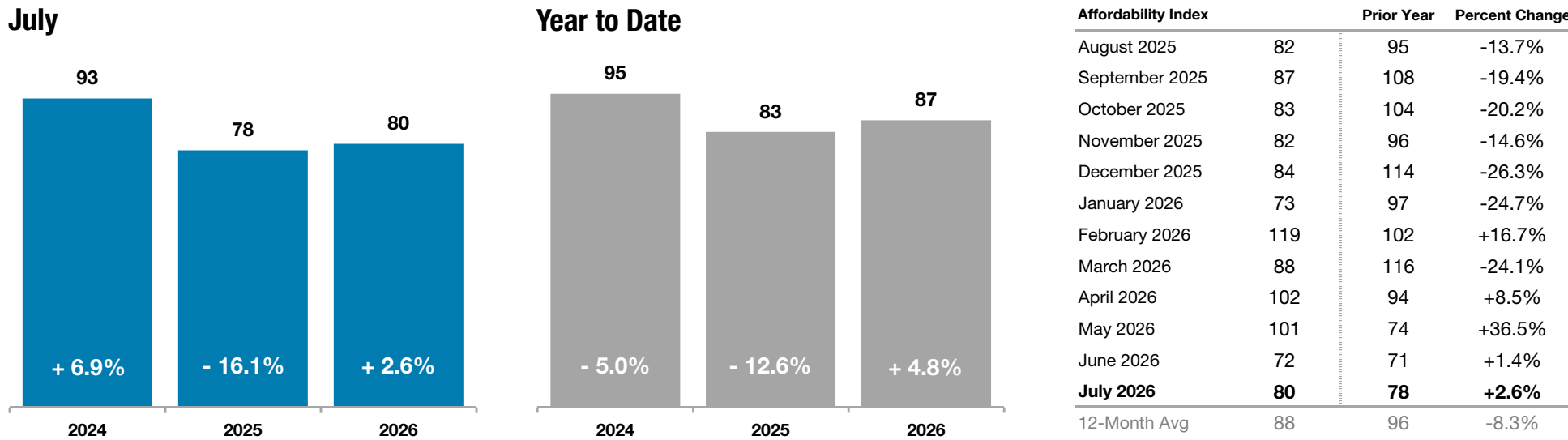
	Pct. of Orig. Price Received	Prior Year	Percent Change
August 2025	94.6%	95.3%	-0.7%
September 2025	93.1%	95.9%	-2.9%
October 2025	94.0%	94.0%	0.0%
November 2025	94.3%	94.7%	-0.4%
December 2025	93.3%	91.8%	+1.6%
January 2026	92.8%	92.6%	+0.2%
February 2026	92.3%	92.3%	0.0%
March 2026	92.1%	93.8%	-1.8%
April 2026	95.2%	93.3%	+2.0%
May 2026	96.6%	97.3%	-0.7%
June 2026	97.3%	96.7%	+0.6%
July 2026	95.5%	95.8%	-0.3%
12-Month Avg	94.3%	94.5%	-0.2%

Historical Percent of Original List Price Received by Month

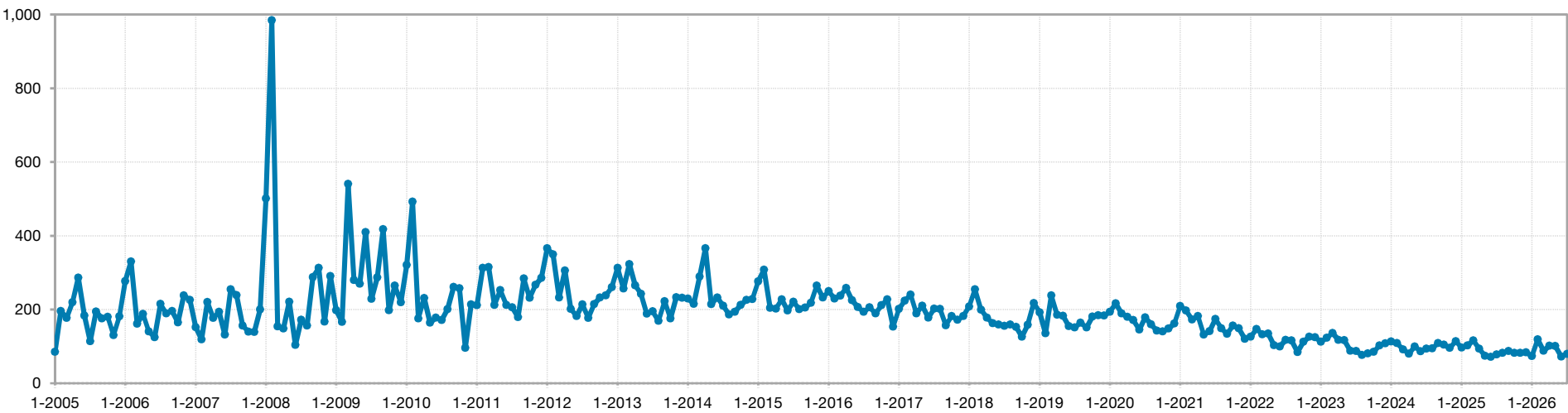


Housing Affordability Index

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.



Historical Housing Affordability Index by Month

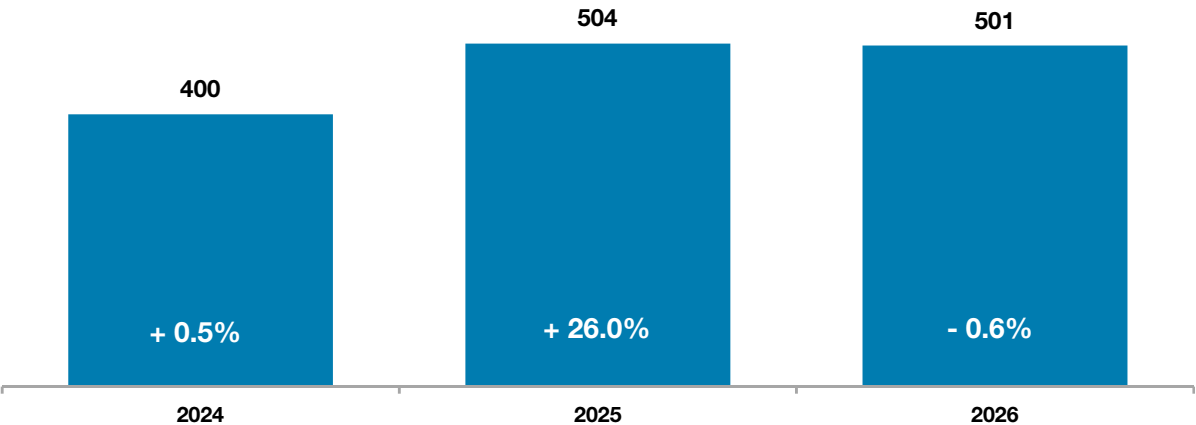


Inventory of Homes for Sale

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

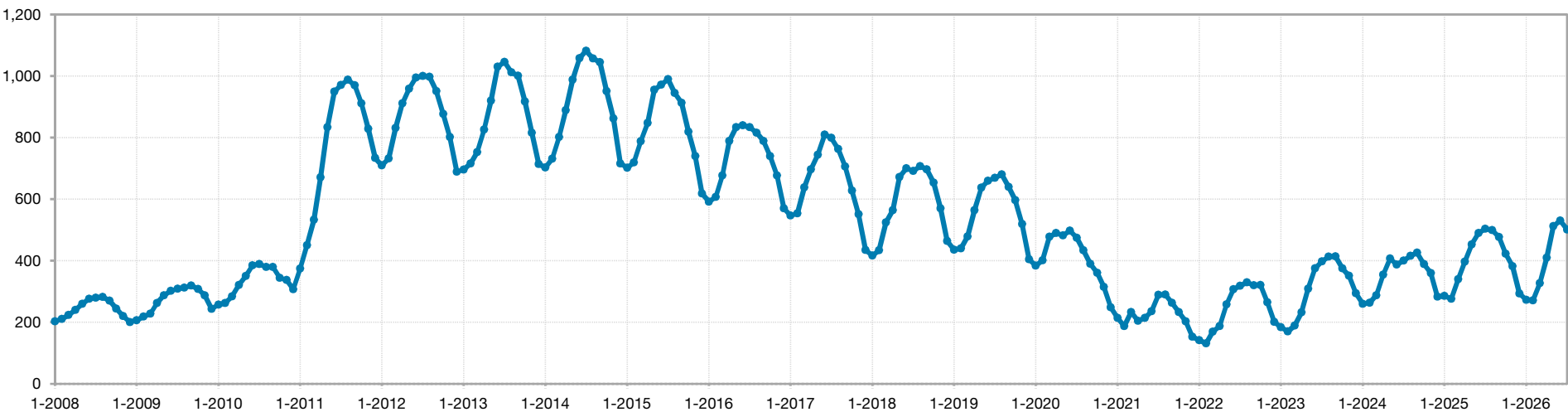


July



Homes for Sale		Prior Year	Percent Change
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	410	397	+3.3%
May 2026	512	453	+13.0%
June 2026	530	490	+8.2%
July 2026	501	504	-0.6%
12-Month Avg	408	385	+6.0%

Historical Inventory of Homes for Sale by Month

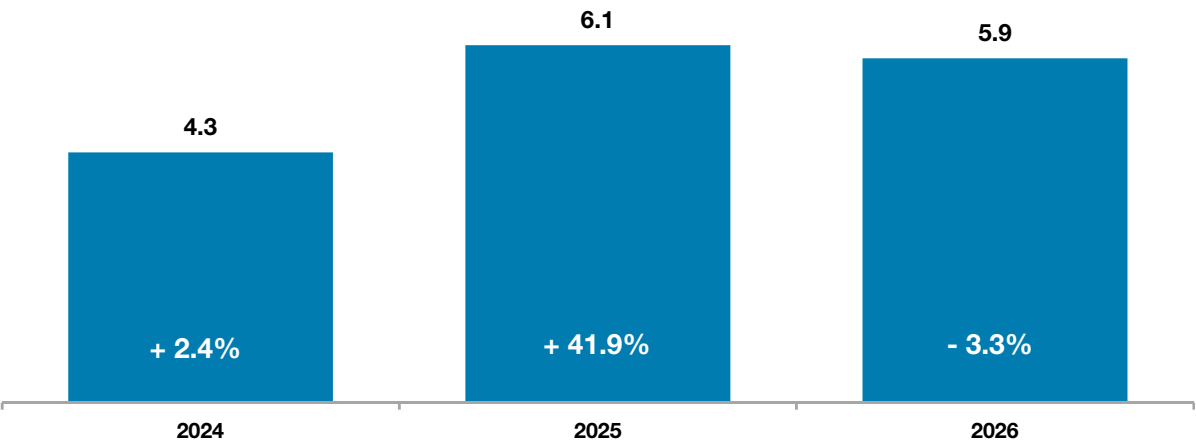


Months Supply of Inventory

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.

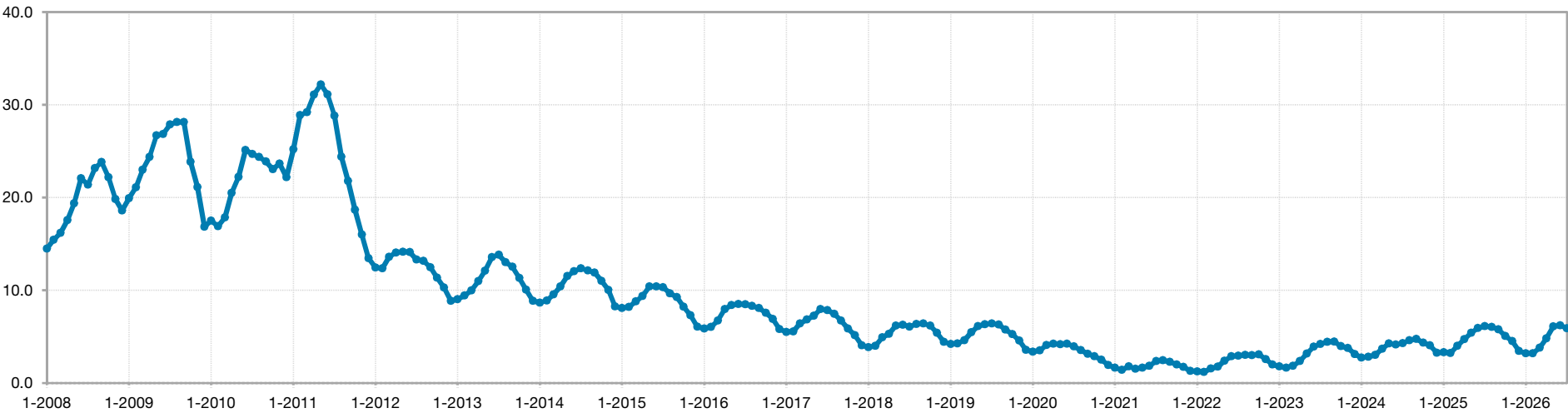


July



Months Supply		Prior Year	Percent Change
August 2025	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%
July 2026	5.9	6.1	-3.3%
12-Month Avg	4.8	4.5	+6.7%

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	+ / -
Ashby	17	17	0.0%	9	8	-11.1%	\$265,000	\$256,500	-3.2%	6	8	+33.3%	3.4	5.3	+58.0%
Battle Lake	47	42	-10.6%	20	19	-5.0%	\$429,450	\$490,000	+14.1%	32	27	-15.6%	9.3	7.3	-21.2%
Dalton	9	6	-33.3%	5	5	0.0%	\$374,900	\$365,000	-2.6%	5	1	-80.0%	3.8	0.8	-78.7%
Elbow Lake	21	24	+14.3%	12	24	+100.0%	\$172,000	\$225,000	+30.8%	9	10	+11.1%	5.0	3.5	-28.7%
Fergus Falls	163	168	+3.1%	124	99	-20.2%	\$245,000	\$235,000	-4.1%	49	60	+22.4%	2.7	3.7	+38.1%
Henning	18	15	-16.7%	10	13	+30.0%	\$196,000	\$232,000	+18.4%	11	5	-54.5%	5.8	2.4	-58.9%
New York Mills	15	27	+80.0%	12	22	+83.3%	\$160,000	\$206,950	+29.3%	7	9	+28.6%	3.5	2.5	-27.7%
Ottertail	29	29	0.0%	12	15	+25.0%	\$379,950	\$329,900	-13.2%	20	18	-10.0%	8.1	8.6	+5.2%
Perham	47	71	+51.1%	29	36	+24.1%	\$334,850	\$352,000	+5.1%	30	34	+13.3%	5.9	6.7	+13.3%
Wadena	44	51	+15.9%	34	25	-26.5%	\$160,000	\$169,000	+5.6%	22	21	-4.5%	3.8	4.9	+31.0%