



Monthly Indicators

August 2026

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

Activity Snapshot

+ 5.4% **- 0.0%** **+ 4.2%**

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

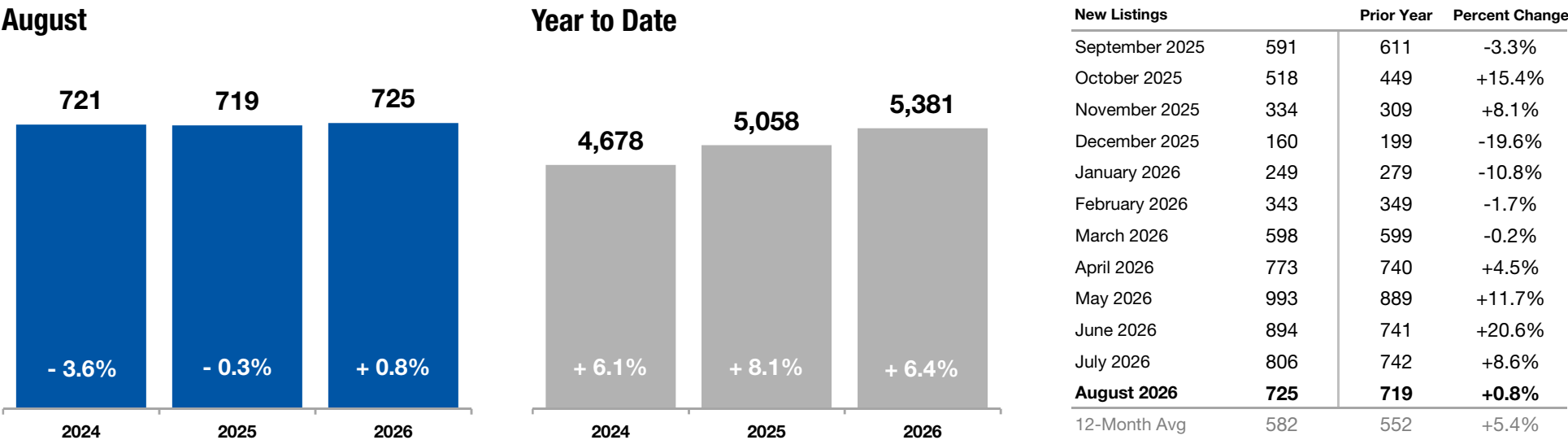
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



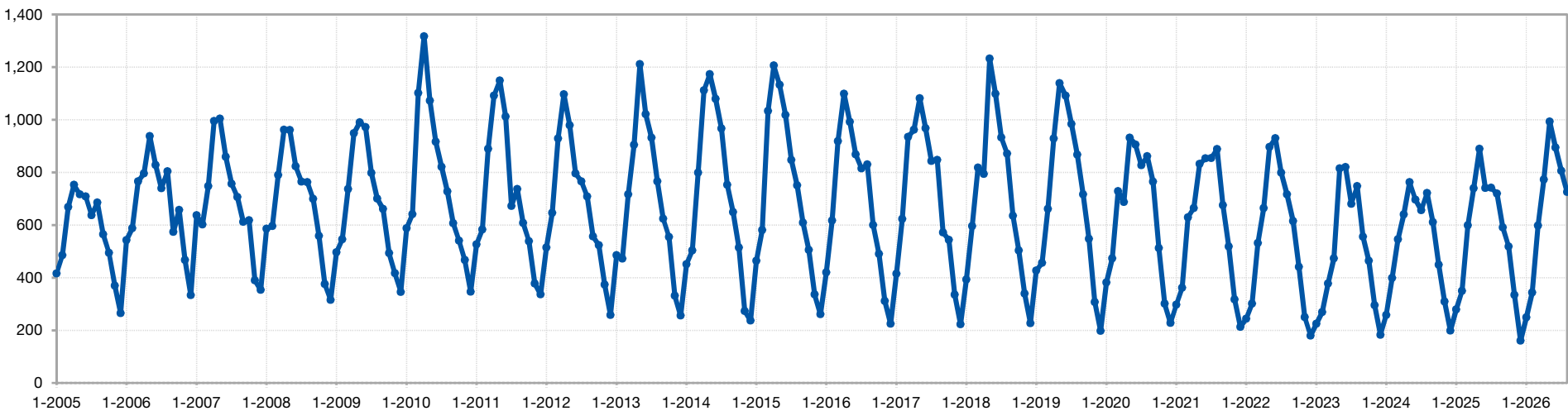
Key Metrics	Historical Sparkbars	8-2025	8-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		719	725	+ 0.8%	5,058	5,381	+ 6.4%
Pending Sales		540	522	- 3.3%	3,298	3,443	+ 4.4%
Closed Sales		523	551	+ 5.4%	3,038	3,170	+ 4.3%
Days on Market		51	54	+ 5.9%	55	60	+ 9.1%
Median Sales Price		\$330,000	\$329,950	- 0.0%	\$310,000	\$325,000	+ 4.8%
Avg. Sales Price		\$401,848	\$424,546	+ 5.6%	\$383,836	\$410,953	+ 7.1%
Pct. of Orig. Price Received		95.7%	96.0%	+ 0.3%	96.2%	96.1%	- 0.1%
Affordability Index		66	66	0.0%	71	67	- 5.6%
Homes for Sale		1,948	2,029	+ 4.2%	--	--	--
Months Supply		5.0	5.0	0.0%	--	--	--

New Listings

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

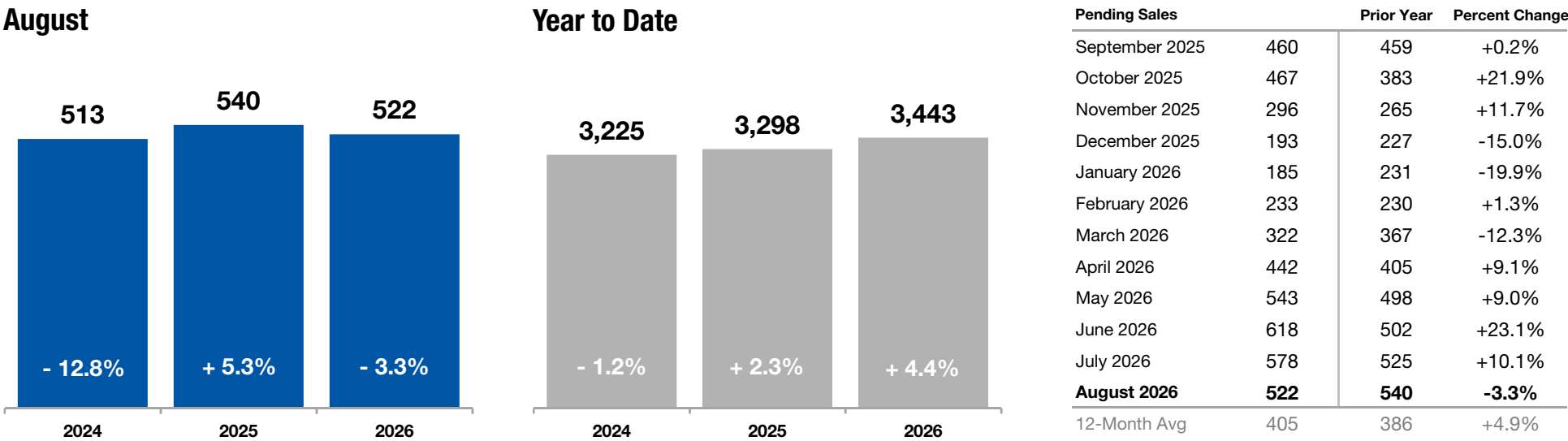


Historical New Listings by Month

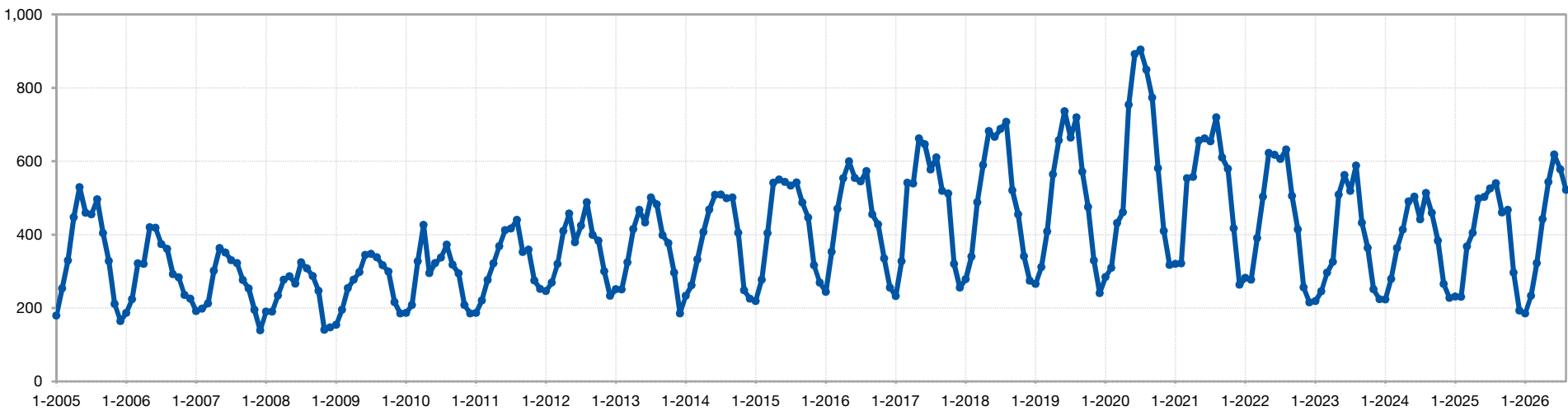


Pending Sales

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

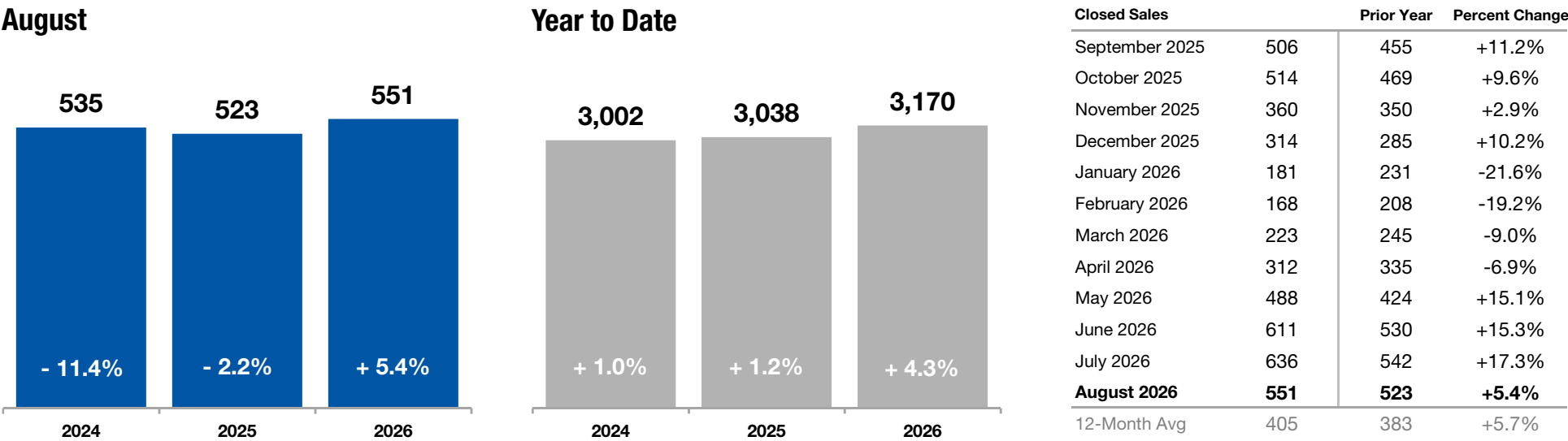


Historical Pending Sales by Month

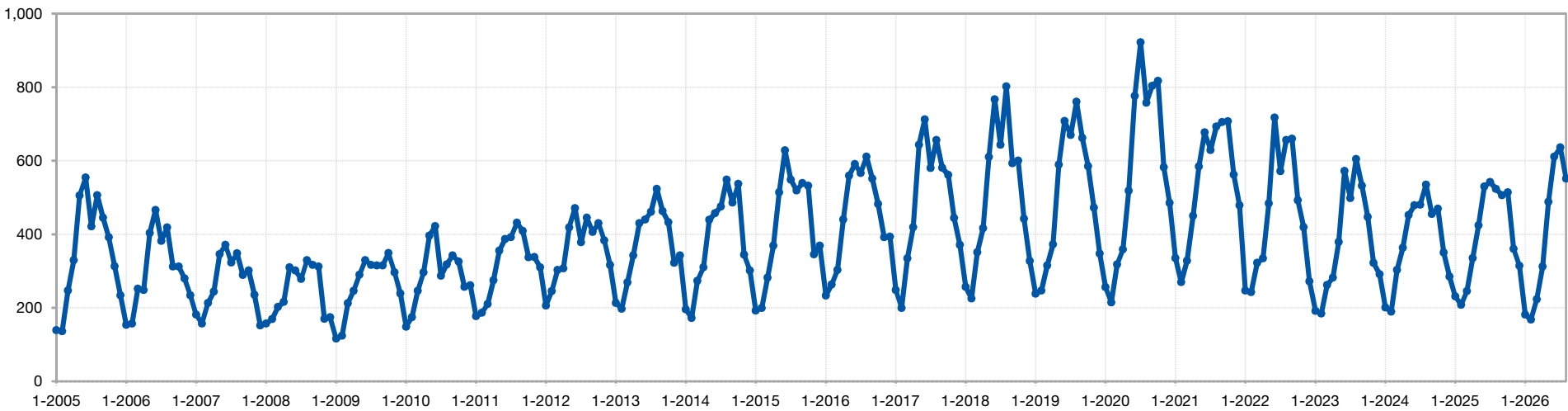


Closed Sales

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



Historical Closed Sales by Month

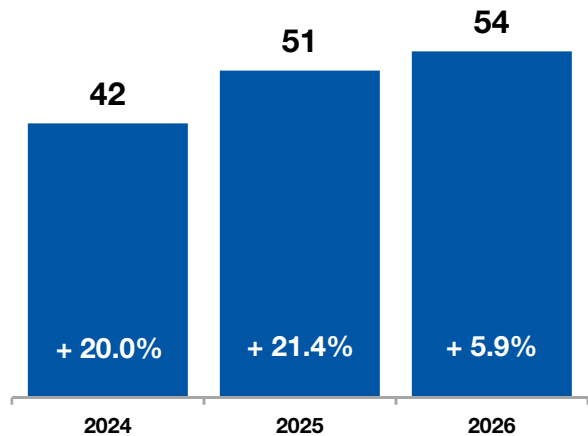


Days on Market Until Sale

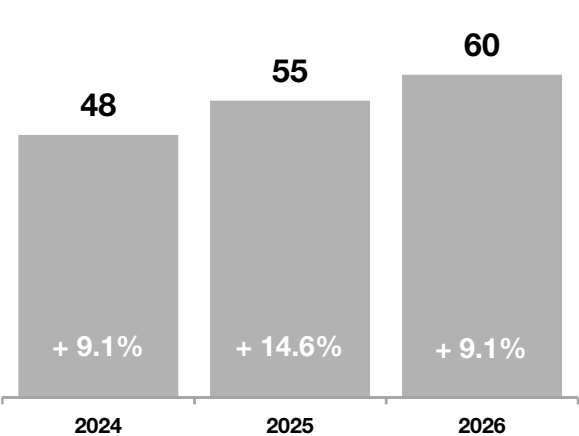
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

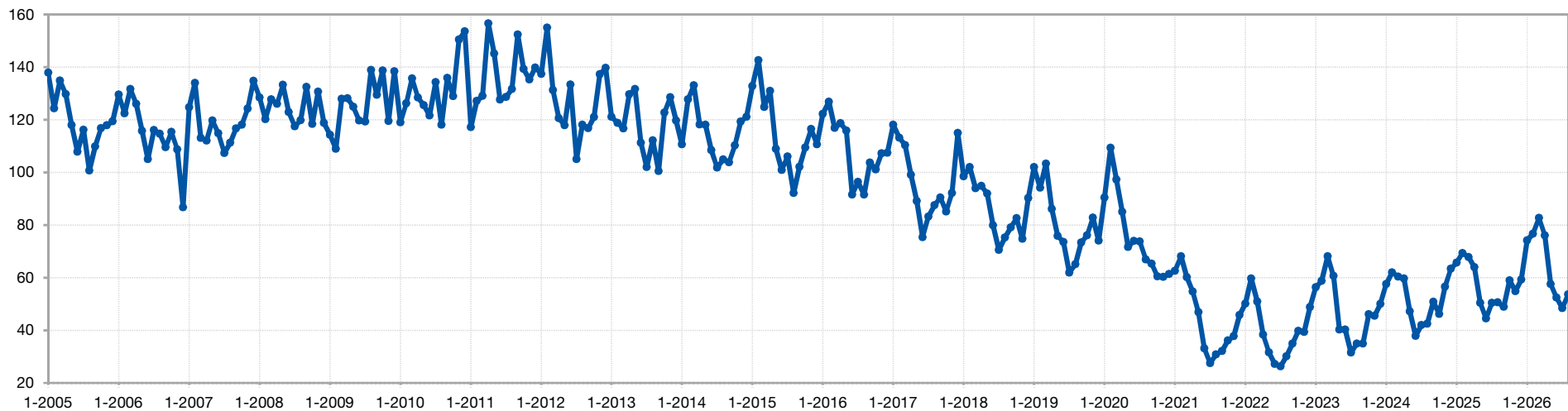


Year to Date



Days on Market		Prior Year	Percent Change
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%
August 2026	54	51	+5.9%
12-Month Avg	62	57	+8.8%

Historical Days on Market Until Sale by Month

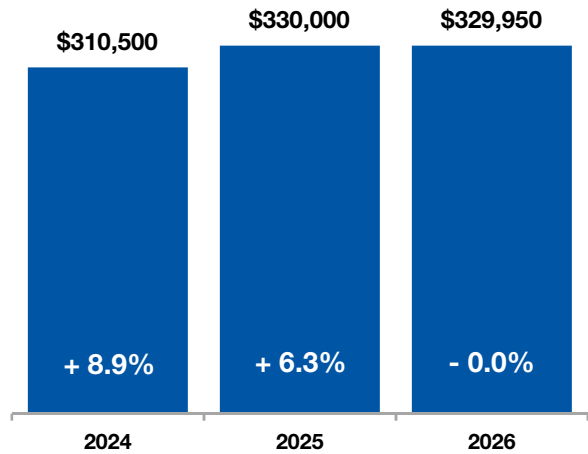


Median Sales Price

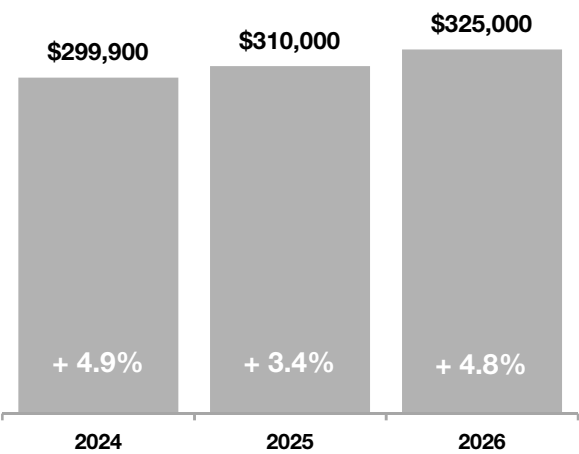
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

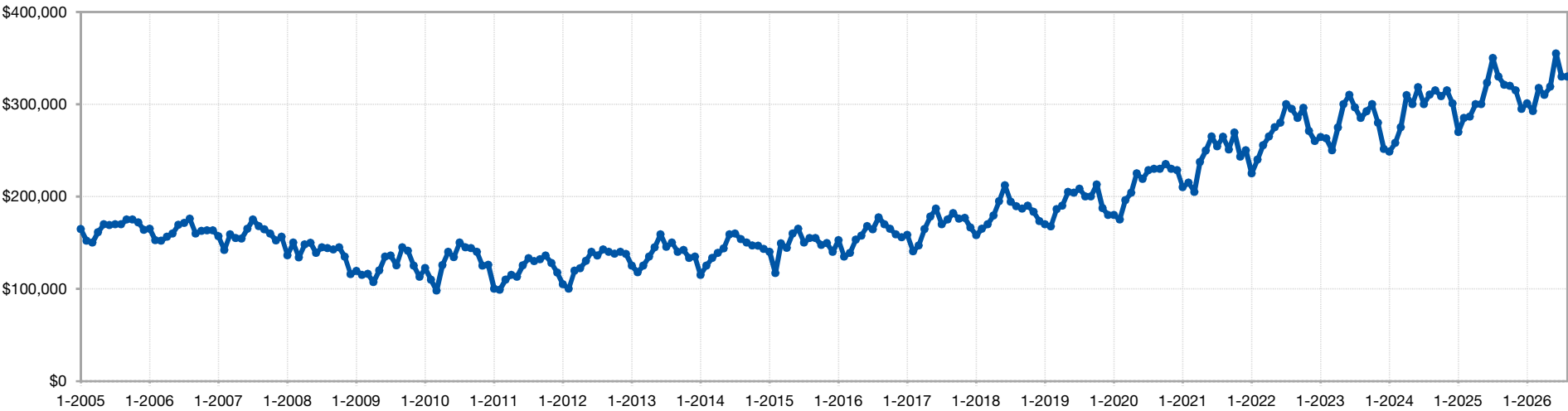


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$319,150	\$299,950	+6.4%
June 2026	\$355,000	\$323,450	+9.8%
July 2026	\$329,900	\$350,000	-5.7%
August 2026	\$329,950	\$330,000	-0.0%
12-Month Avg	\$317,175	\$307,046	+3.3%

Historical Median Sales Price by Month

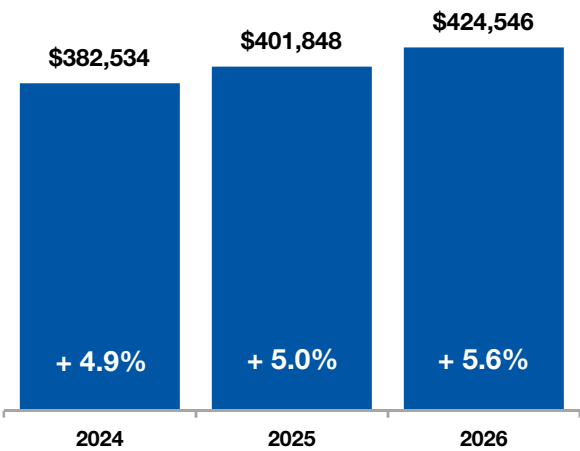


Average Sales Price

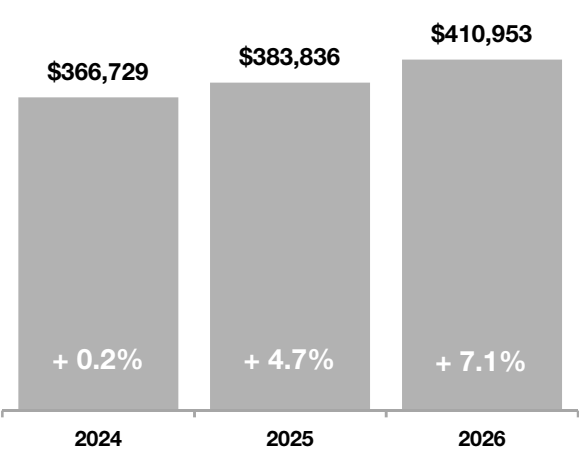
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

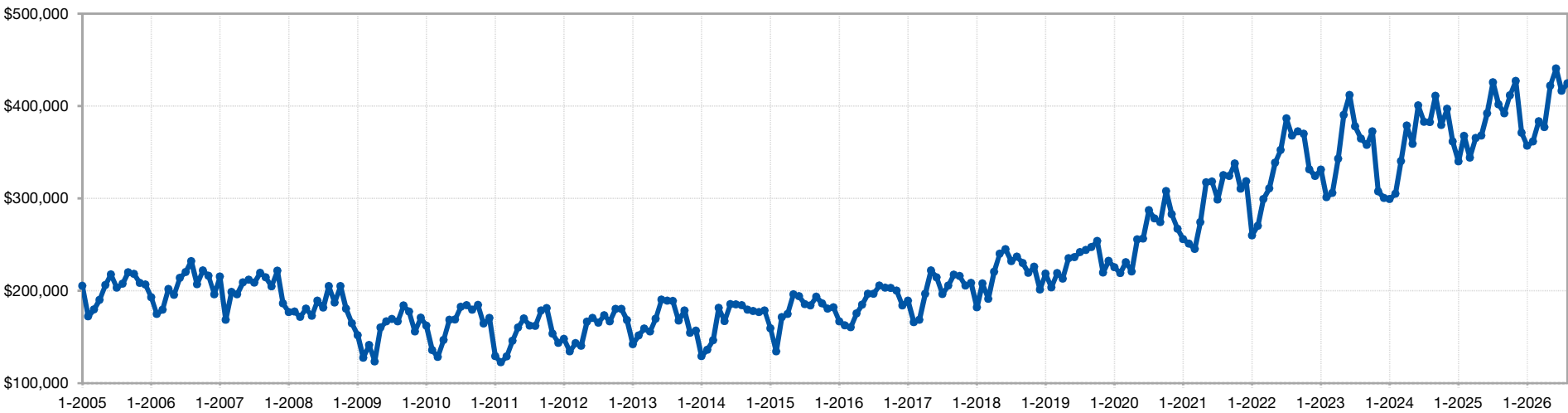


Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$422,027	\$367,791 +14.7%
June 2026	\$440,623	\$392,009 +12.4%
July 2026	\$416,529	\$425,701 -2.2%
August 2026	\$424,546	\$401,848 +5.6%
12-Month Avg	\$398,717	\$379,424 +5.1%

Historical Average Sales Price by Month

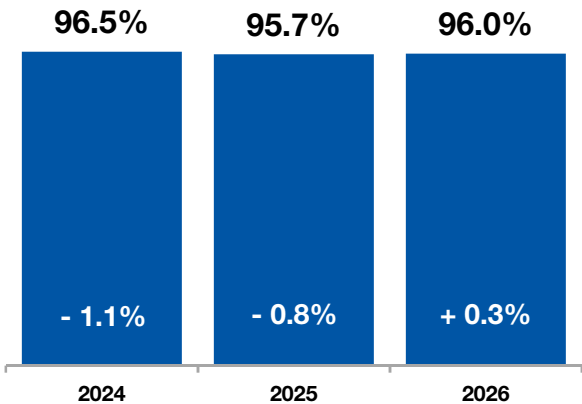


Percent of Original List Price Received

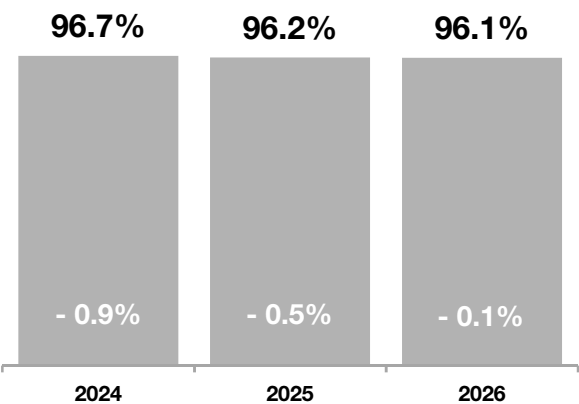
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August

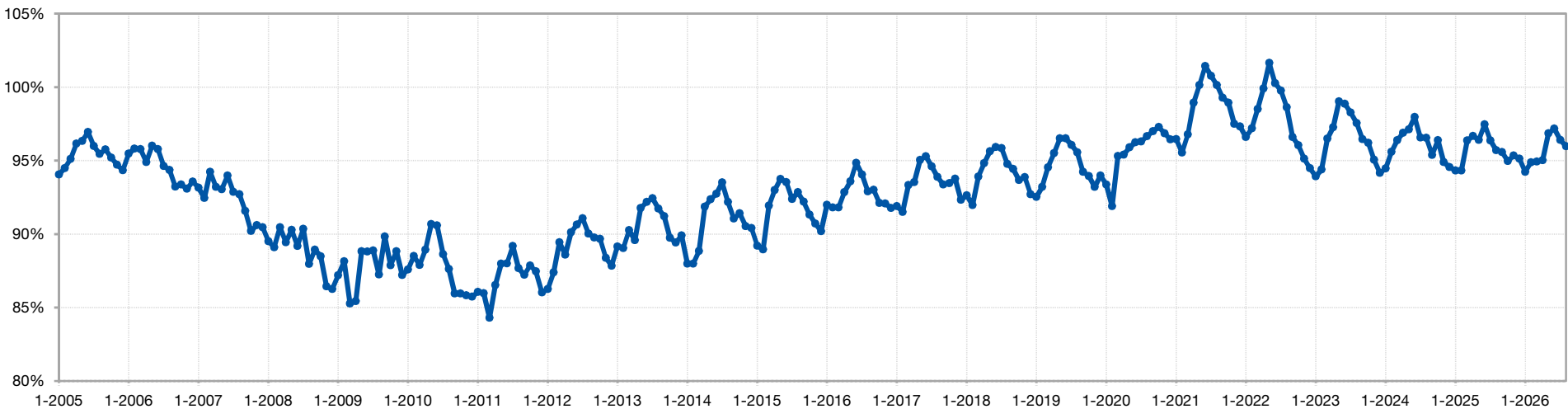


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.9%	96.4%	+0.5%
June 2026	97.2%	97.5%	-0.3%
July 2026	96.4%	96.4%	0.0%
August 2026	96.0%	95.7%	+0.3%
12-Month Avg	95.5%	95.7%	-0.2%

Historical Percent of Original List Price Received by Month

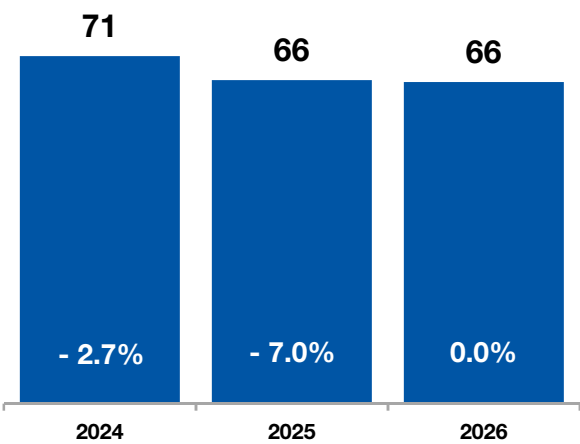


Housing Affordability Index

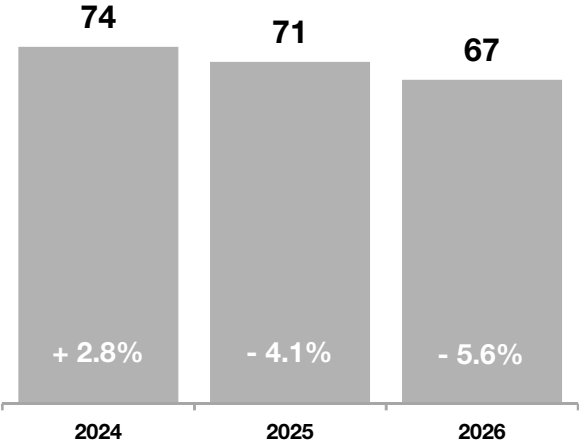
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

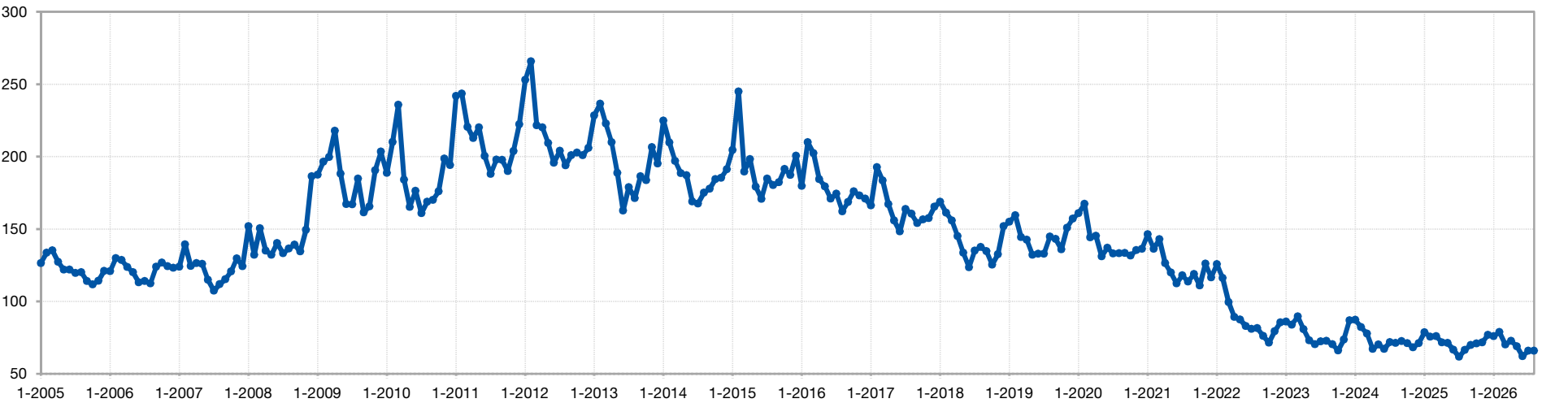


Year to Date



Affordability Index		Prior Year	Percent Change
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%
August 2026	66	66	0.0%
12-Month Avg	71	71	0.0%

Historical Housing Affordability Index by Month

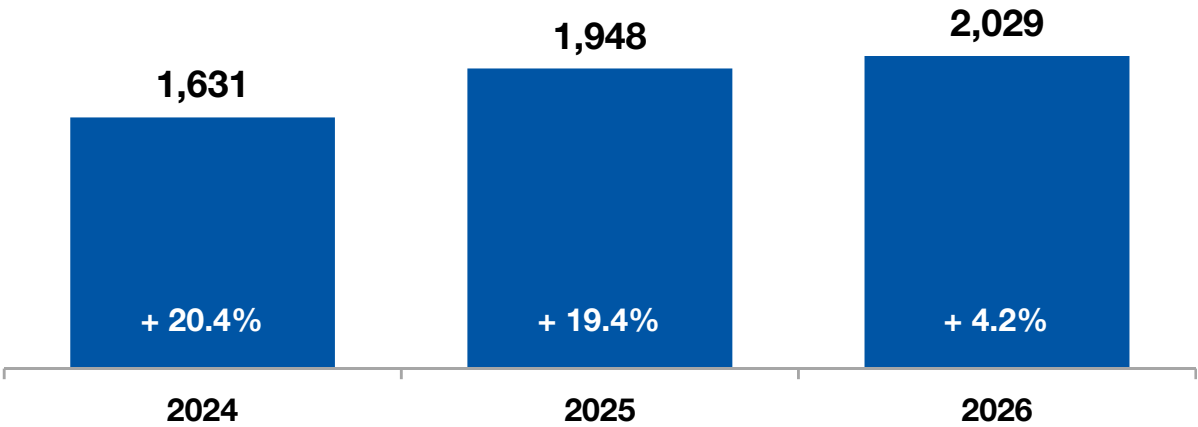


Inventory of Homes for Sale

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

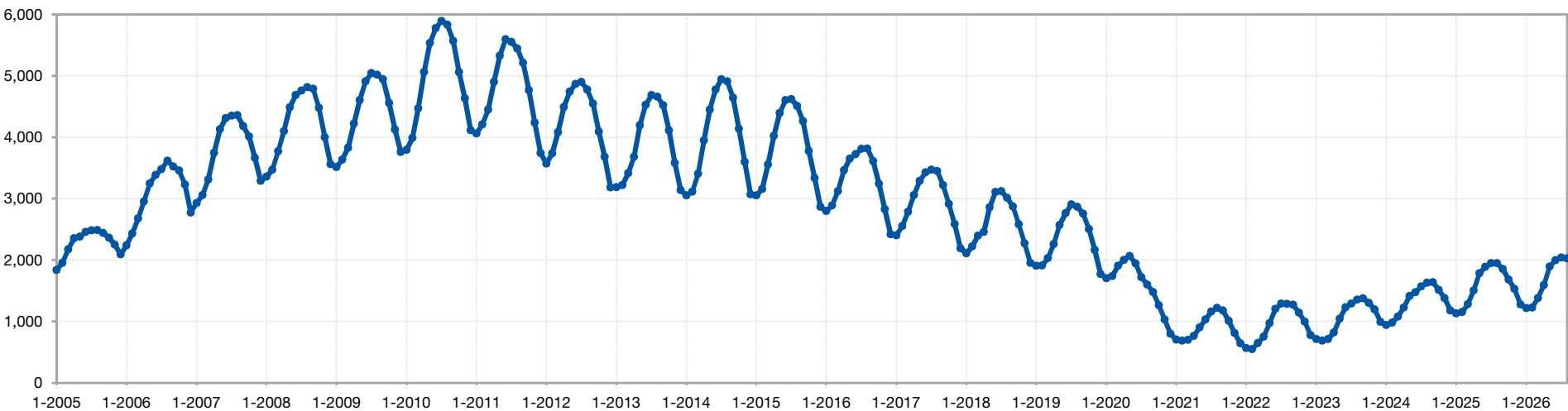


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Homes for Sale		Prior Year	Percent Change
September 2025	1,854	1,641	+13.0%
October 2025	1,681	1,514	+11.0%
November 2025	1,533	1,380	+11.1%
December 2025	1,279	1,177	+8.7%
January 2026	1,219	1,132	+7.7%
February 2026	1,226	1,154	+6.2%
March 2026	1,382	1,283	+7.7%
April 2026	1,593	1,507	+5.7%
May 2026	1,895	1,784	+6.2%
June 2026	1,995	1,890	+5.6%
July 2026	2,041	1,951	+4.6%
August 2026	2,029	1,948	+4.2%
12-Month Avg	1,644	1,530	+7.5%

Historical Inventory of Homes for Sale by Month

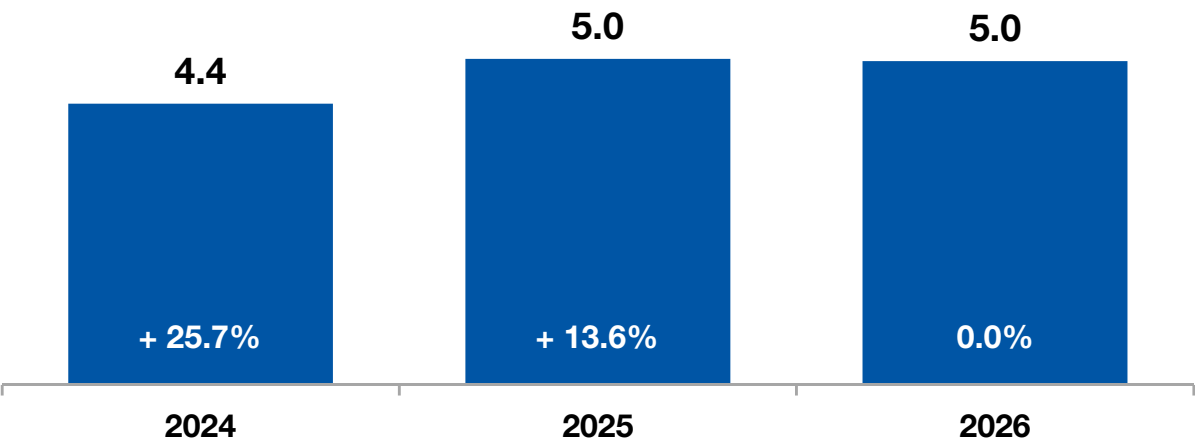


Months Supply of Inventory

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.

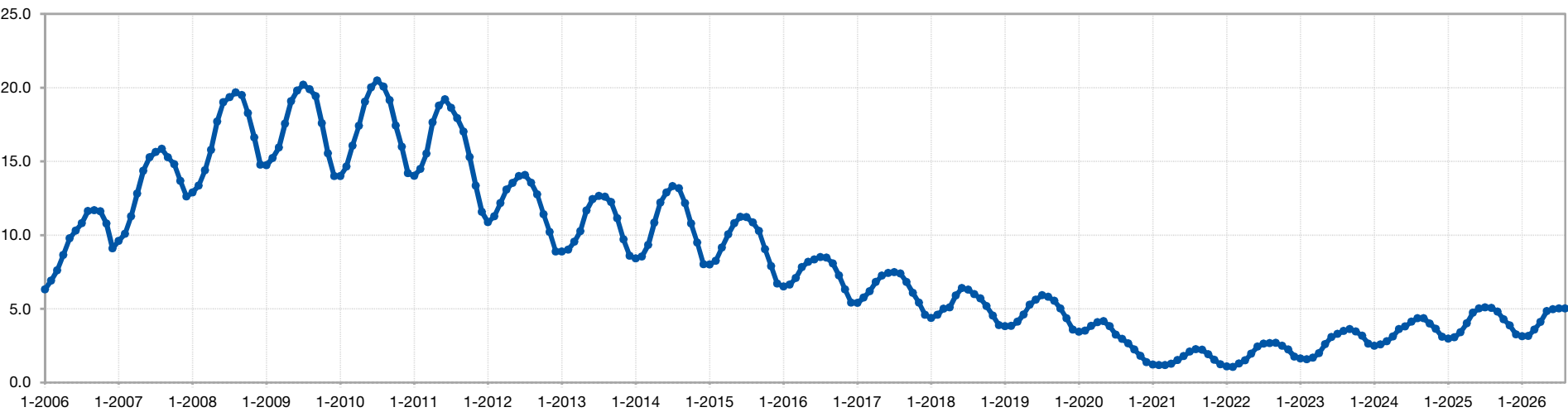


August



Months Supply		Prior Year	Percent Change
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	5.0	5.0	0.0%
July 2026	5.0	5.1	-2.0%
August 2026	5.0	5.0	0.0%
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	+ / -	8-2025	8-2026	+ / -	8-2025	8-2026	+ / -
Aitkin	117	118	+0.9%	75	57	-24.0%	\$310,000	\$327,500	+5.6%	42	52	+23.8%	4.7	6.5	+39.3%
Backus	47	35	-25.5%	28	23	-17.9%	\$362,450	\$356,000	-1.8%	21	12	-42.9%	5.9	3.6	-39.8%
Baxter	161	175	+8.7%	98	98	0.0%	\$355,000	\$370,000	+4.2%	40	62	+55.0%	3.6	5.1	+41.1%
Brainerd	347	363	+4.6%	227	242	+6.6%	\$292,000	\$287,000	-1.7%	129	124	-3.9%	4.6	4.4	-3.6%
Breezy Point	93	118	+26.9%	54	51	-5.6%	\$370,950	\$389,000	+4.9%	31	43	+38.7%	4.2	6.3	+48.9%
Crosby	41	42	+2.4%	28	26	-7.1%	\$195,000	\$227,000	+16.4%	15	12	-20.0%	4.2	2.8	-34.3%
Crosslake	126	118	-6.3%	53	61	+15.1%	\$630,000	\$725,000	+15.1%	53	51	-3.8%	7.0	5.9	-15.9%
Cushing	22	39	+77.3%	8	16	+100.0%	\$317,500	\$534,500	+68.3%	10	18	+80.0%	4.3	7.5	+75.0%
Deerwood	33	26	-21.2%	19	16	-15.8%	\$452,000	\$398,750	-11.8%	13	10	-23.1%	4.3	3.8	-11.2%
Emily	30	30	0.0%	17	19	+11.8%	\$295,000	\$455,000	+54.2%	11	9	-18.2%	4.5	3.0	-33.1%
Hackensack	49	59	+20.4%	23	31	+34.8%	\$370,000	\$415,000	+12.2%	23	22	-4.3%	5.5	4.2	-24.5%
Isle	64	60	-6.3%	34	37	+8.8%	\$281,250	\$357,500	+27.1%	28	27	-3.6%	6.0	5.2	-12.9%
Little Falls	120	160	+33.3%	103	93	-9.7%	\$239,900	\$270,000	+12.5%	33	54	+63.6%	2.7	4.7	+76.8%
Longville	51	36	-29.4%	33	23	-30.3%	\$385,000	\$460,000	+19.5%	16	16	0.0%	3.6	5.5	+54.7%
Menahga	46	55	+19.6%	27	34	+25.9%	\$289,900	\$297,500	+2.6%	26	26	0.0%	7.1	6.8	-4.3%
Motley	33	32	-3.0%	24	18	-25.0%	\$298,500	\$209,000	-30.0%	9	13	+44.4%	2.6	5.3	+103.3%
Nevis	64	61	-4.7%	38	37	-2.6%	\$419,750	\$281,000	-33.1%	26	24	-7.7%	5.6	4.7	-15.9%
Nisswa	94	96	+2.1%	49	44	-10.2%	\$625,000	\$645,000	+3.2%	32	48	+50.0%	4.6	8.3	+82.6%
Park Rapids	169	150	-11.2%	100	97	-3.0%	\$286,000	\$322,500	+12.8%	68	67	-1.5%	5.3	5.4	+1.2%
Pequot Lakes	99	105	+6.1%	58	53	-8.6%	\$407,750	\$439,900	+7.9%	45	51	+13.3%	6.1	7.6	+24.5%
Pillager	45	24	-46.7%	36	20	-44.4%	\$315,500	\$251,250	-20.4%	8	6	-25.0%	2.0	2.4	+19.4%
Pine River	70	51	-27.1%	31	33	+6.5%	\$280,000	\$260,000	-7.1%	31	10	-67.7%	6.3	1.8	-72.0%
Staples	49	62	+26.5%	31	38	+22.6%	\$194,750	\$220,000	+13.0%	16	19	+18.8%	4.1	4.2	+3.4%
Walker	87	94	+8.0%	36	47	+30.6%	\$500,000	\$440,000	-12.0%	57	44	-22.8%	13.2	6.5	-50.3%