

Monthly Indicators



August 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

- 15.2%	+ 9.6%	- 3.2%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

Activity Overview

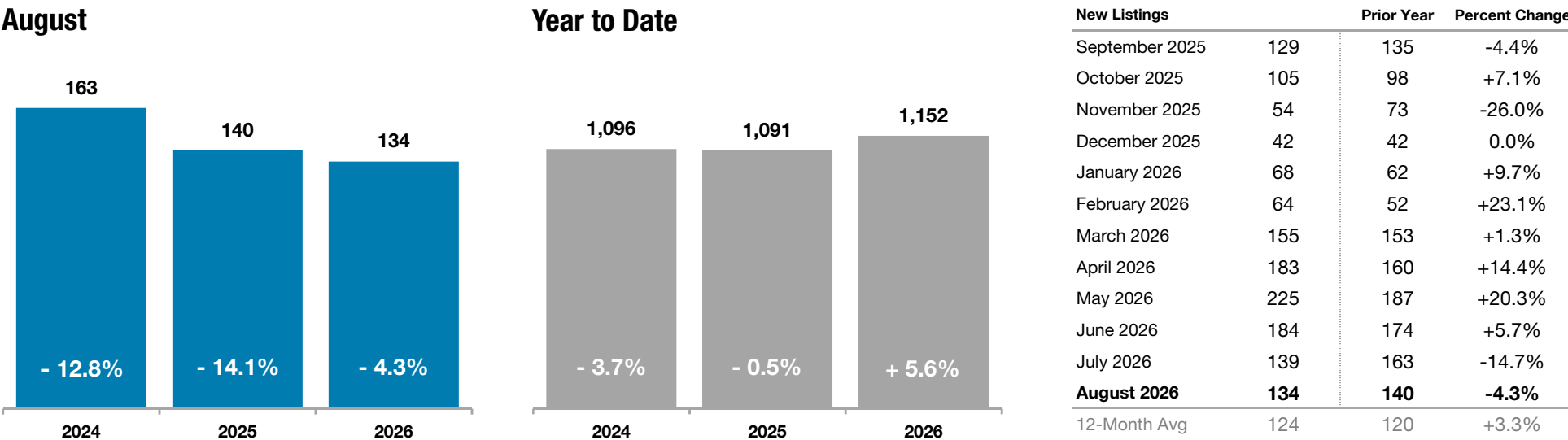
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



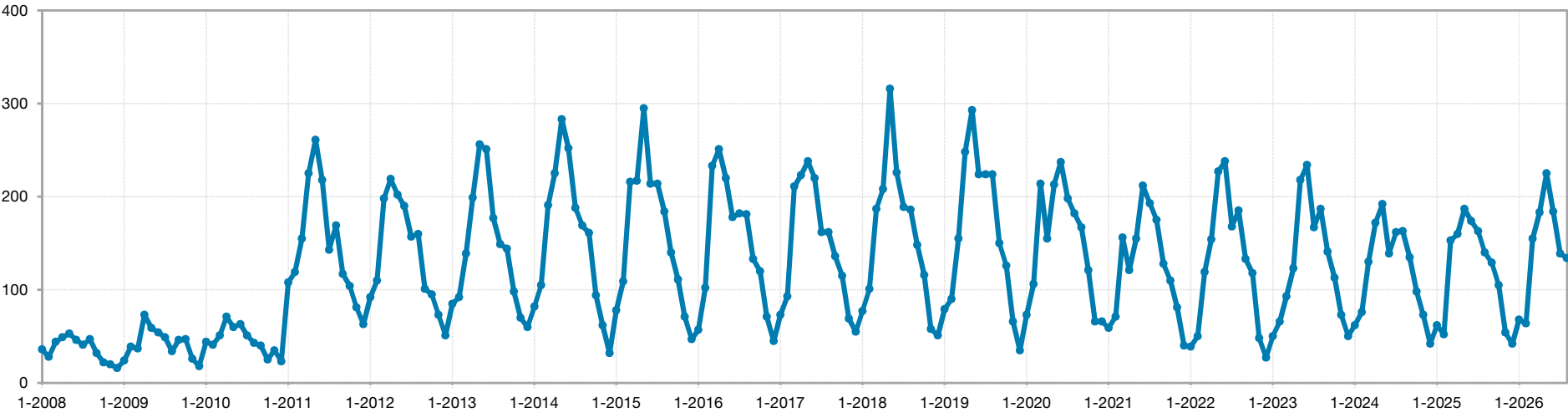
Key Metrics	Historical Sparkbars	8-2025	8-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		140	134	- 4.3%	1,091	1,152	+ 5.6%
Pending Sales		110	116	+ 5.5%	711	720	+ 1.3%
Closed Sales		125	106	- 15.2%	654	660	+ 0.9%
Days on Market		61	74	+ 21.3%	69	70	+ 1.4%
Median Sales Price		\$292,000	\$320,000	+ 9.6%	\$285,000	\$280,000	- 1.8%
Avg. Sales Price		\$351,257	\$361,218	+ 2.8%	\$344,737	\$345,955	+ 0.4%
Pct. of Orig. Price Received		94.6%	93.9%	- 0.7%	95.2%	95.0%	- 0.2%
Affordability Index		82	74	- 9.8%	84	85	+ 1.2%
Homes for Sale		499	483	- 3.2%	--	--	--
Months Supply		6.0	5.6	- 6.7%	--	--	--

New Listings

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



Historical New Listings by Month

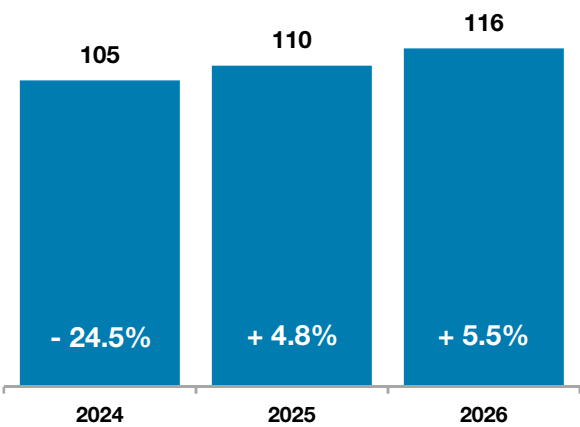


Pending Sales

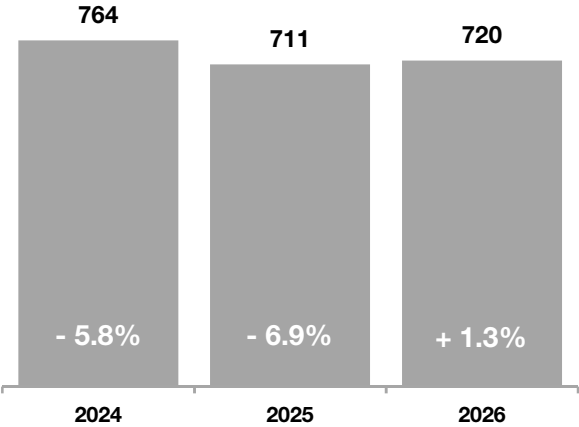
A count of the properties on which offers have been accepted in a given month.



August

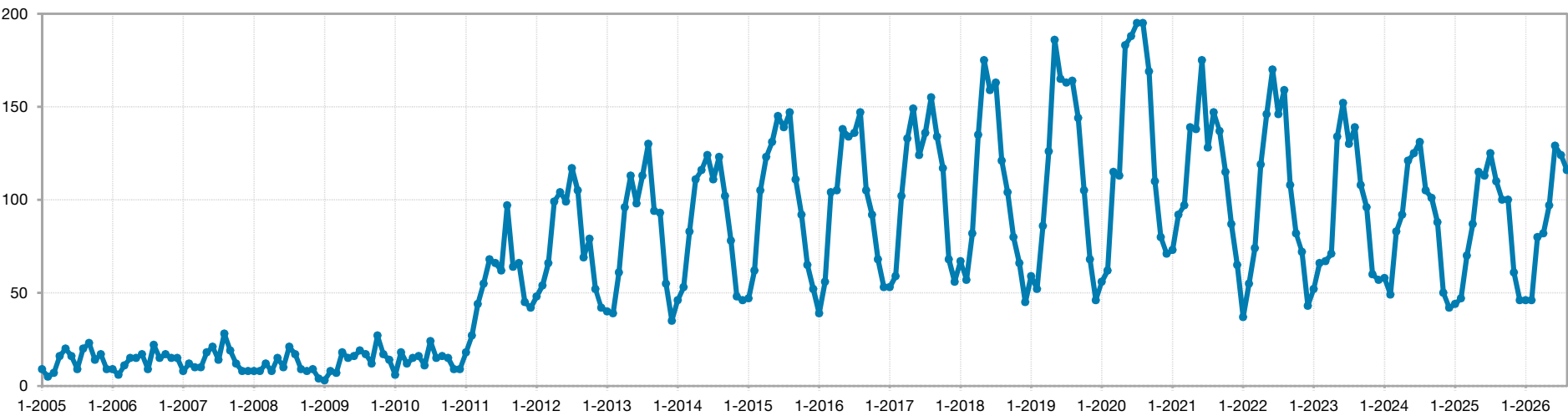


Year to Date



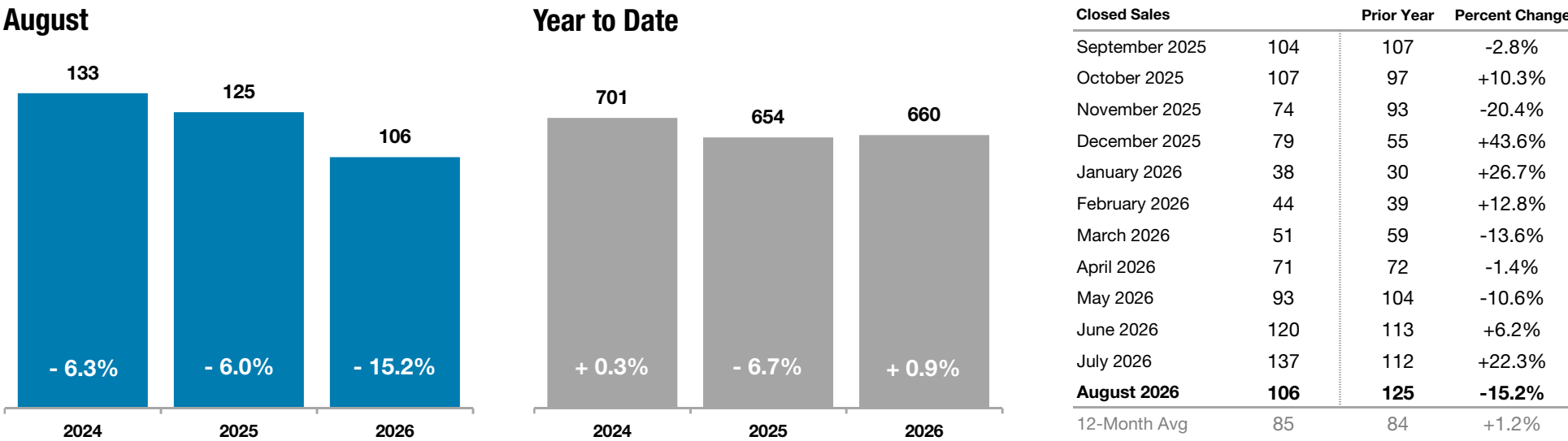
Pending Sales		Prior Year	Percent Change
September 2025	100	101	-1.0%
October 2025	100	88	+13.6%
November 2025	61	50	+22.0%
December 2025	46	42	+9.5%
January 2026	46	44	+4.5%
February 2026	46	47	-2.1%
March 2026	80	70	+14.3%
April 2026	82	87	-5.7%
May 2026	97	115	-15.7%
June 2026	129	113	+14.2%
July 2026	124	125	-0.8%
August 2026	116	110	+5.5%
12-Month Avg	86	83	+3.6%

Historical Pending Sales by Month

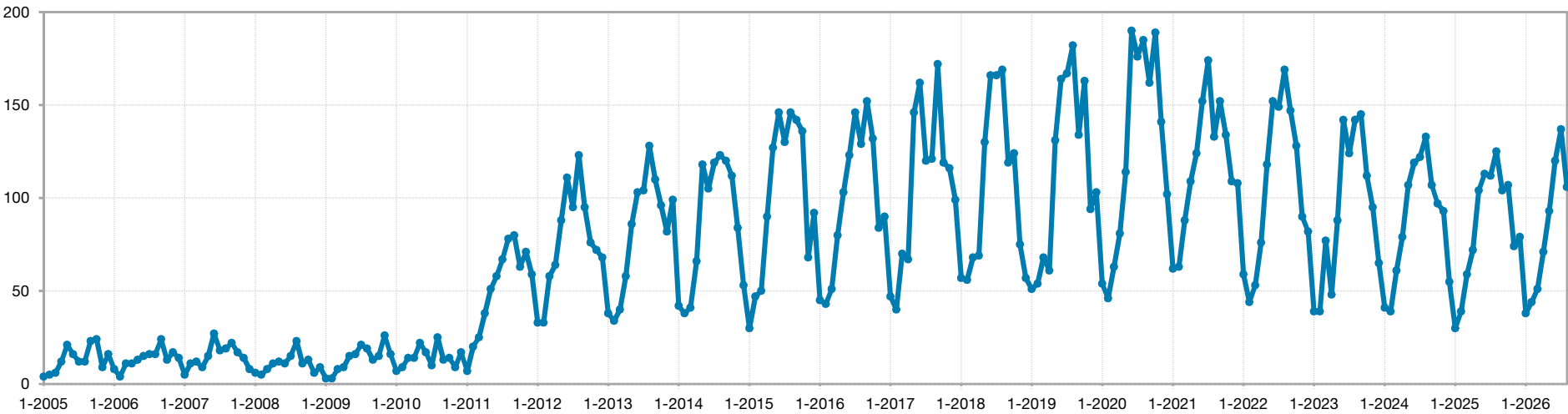


Closed Sales

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



Historical Closed Sales by Month

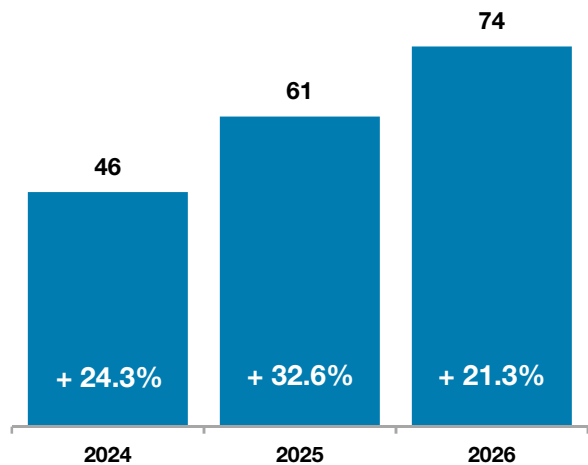


Days on Market Until Sale

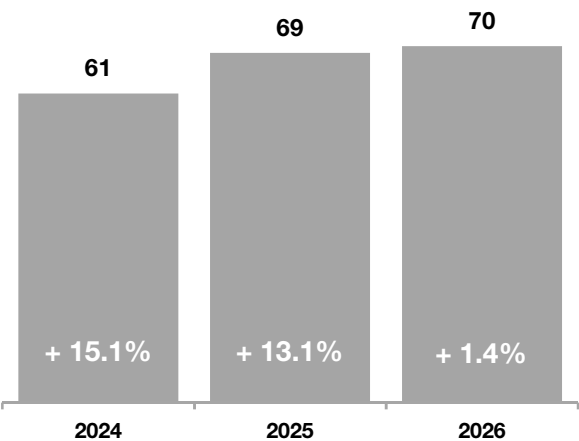
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

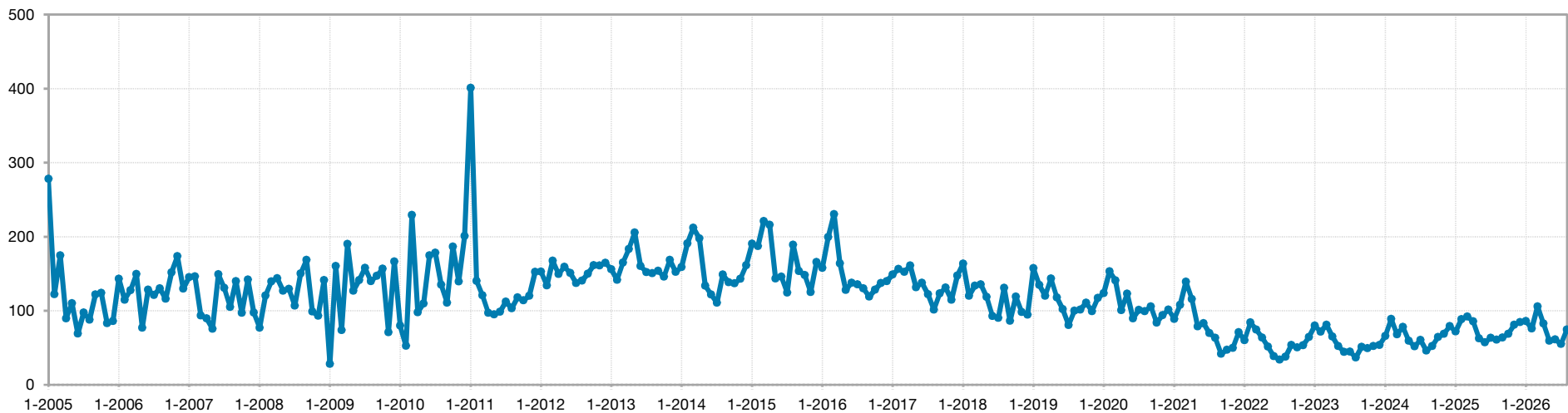


Year to Date



Days on Market		Prior Year	Percent Change
September 2025	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%
July 2026	55	63	-12.7%
August 2026	74	61	+21.3%
12-Month Avg	75	71	+5.6%

Historical Days on Market Until Sale by Month

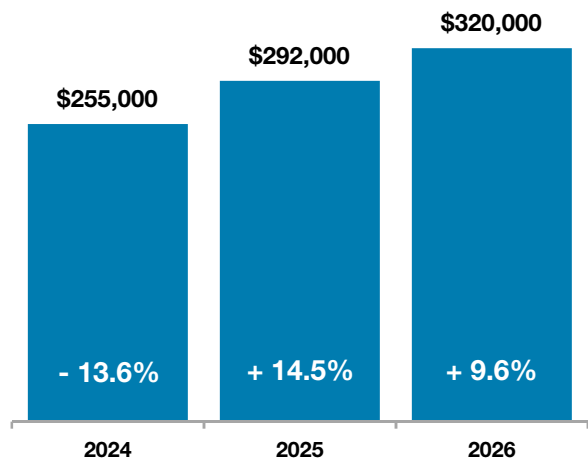


Median Sales Price

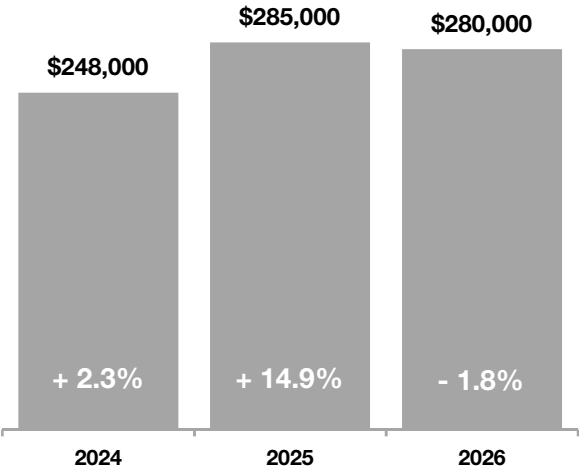
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

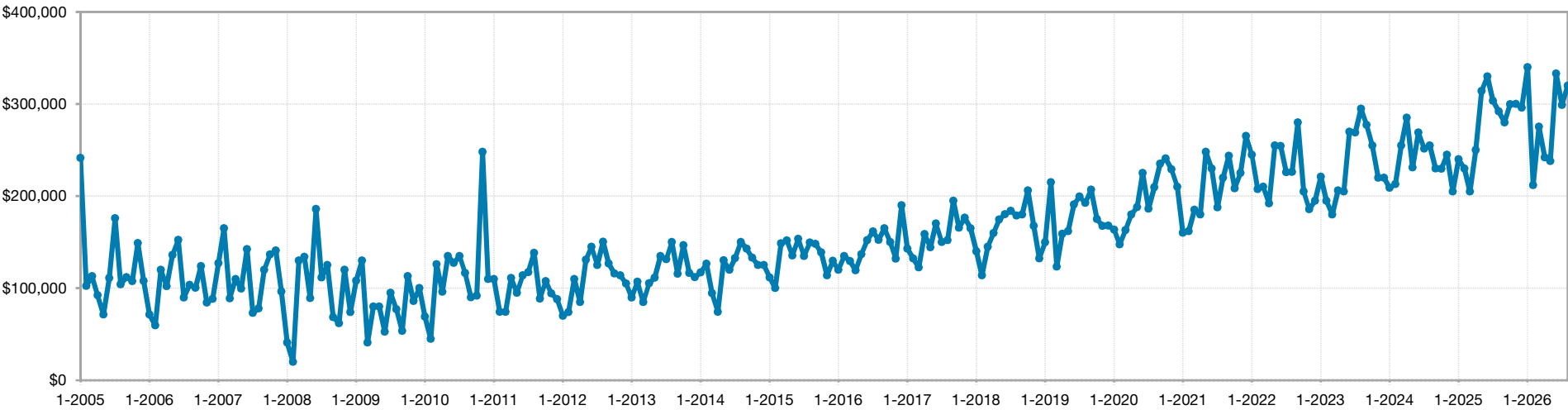


Year to Date



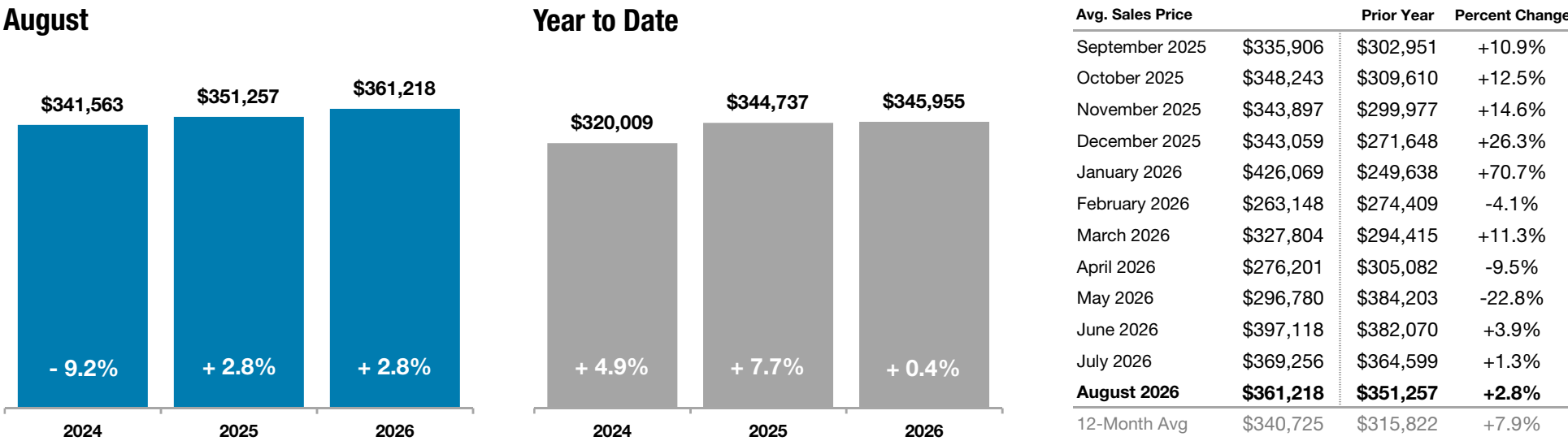
	Median Sales Price	Prior Year	Percent Change
September 2025	\$280,000	\$230,000	+21.7%
October 2025	\$299,900	\$229,750	+30.5%
November 2025	\$300,000	\$245,000	+22.4%
December 2025	\$296,000	\$205,000	+44.4%
January 2026	\$340,000	\$239,900	+41.7%
February 2026	\$212,000	\$230,000	-7.8%
March 2026	\$275,450	\$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	\$299,000	\$303,500	-1.5%
August 2026	\$320,000	\$292,000	+9.6%
12-Month Avg	\$286,270	\$256,190	+11.7%

Historical Median Sales Price by Month

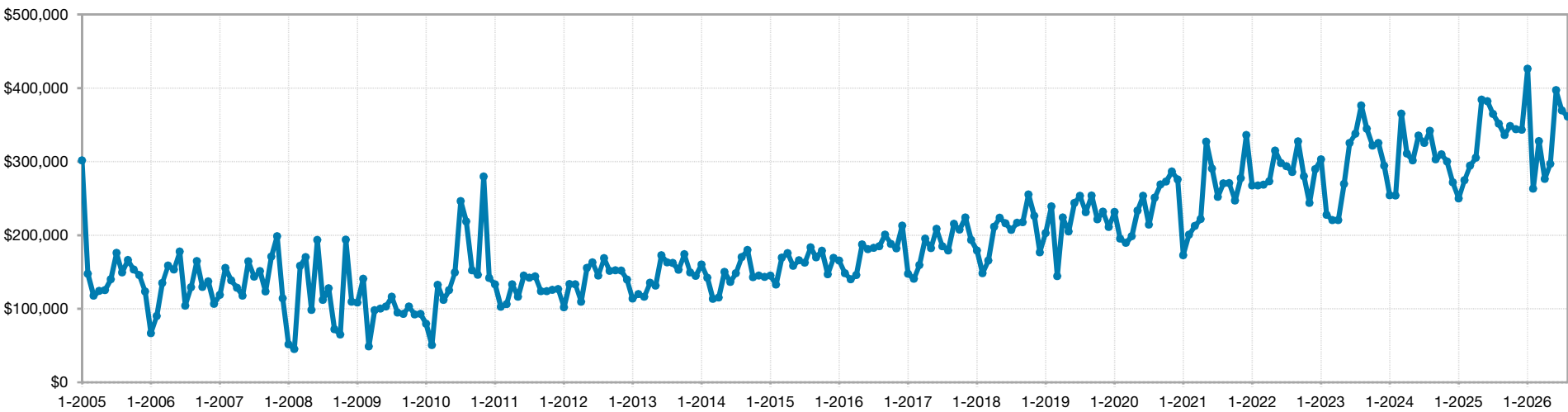


Average Sales Price

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



Historical Average Sales Price by Month

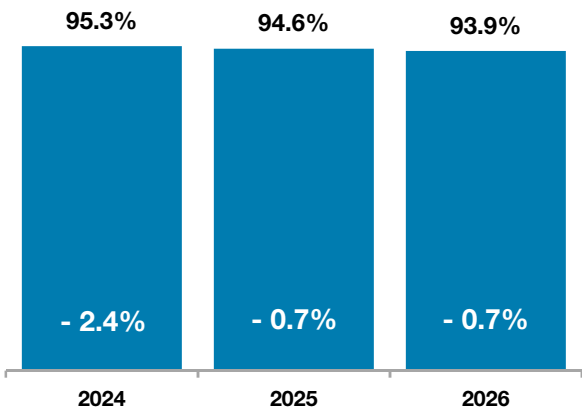


Percent of Original List Price Received

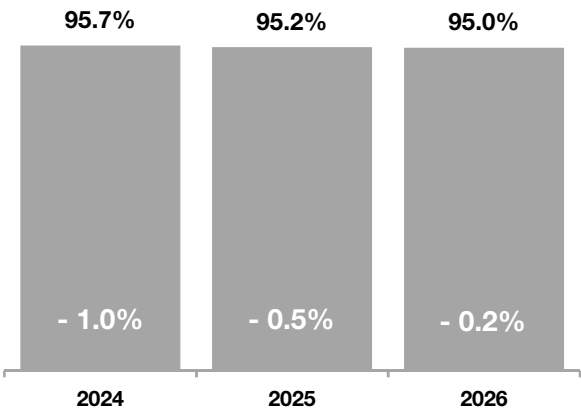
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August

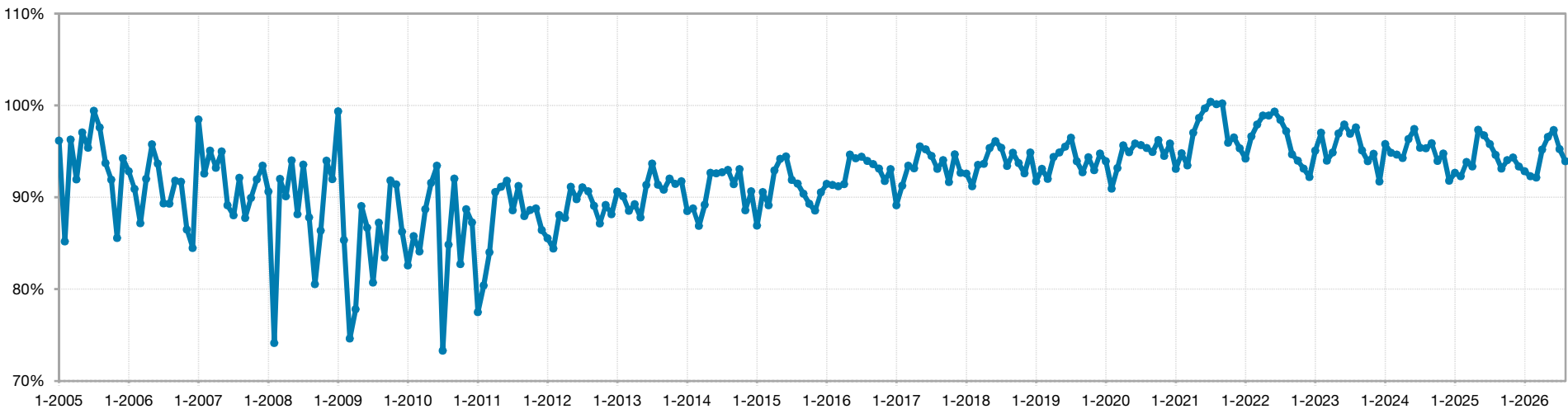


Year to Date



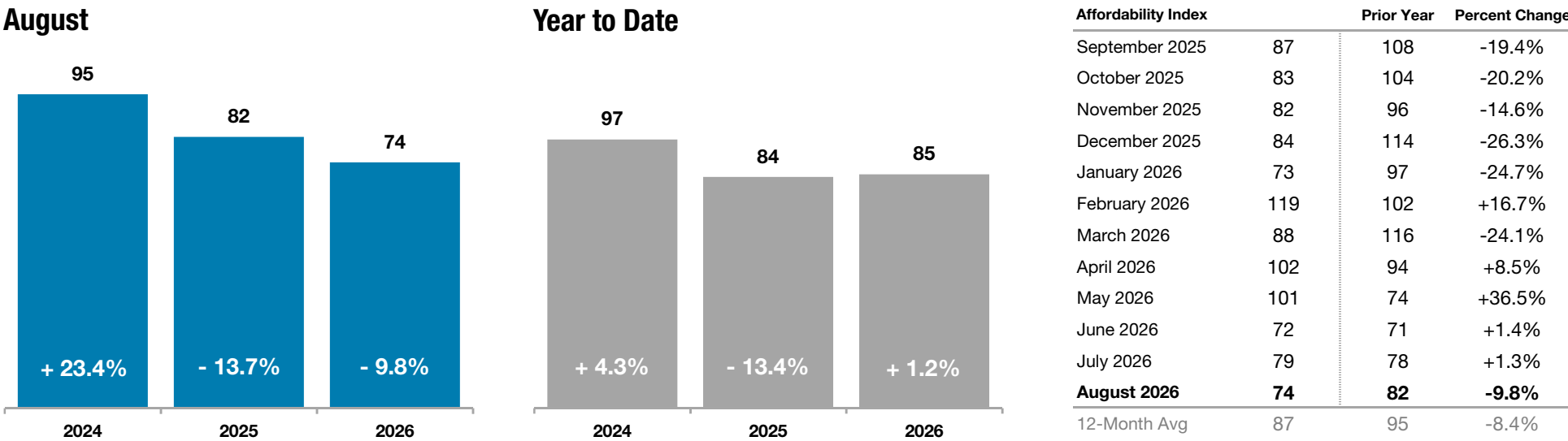
	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2025	93.1%	95.9%	-2.9%
October 2025	94.0%	94.0%	0.0%
November 2025	94.3%	94.7%	-0.4%
December 2025	93.3%	91.8%	+1.6%
January 2026	92.8%	92.6%	+0.2%
February 2026	92.3%	92.3%	0.0%
March 2026	92.1%	93.8%	-1.8%
April 2026	95.2%	93.3%	+2.0%
May 2026	96.6%	97.3%	-0.7%
June 2026	97.3%	96.7%	+0.6%
July 2026	95.2%	95.8%	-0.6%
August 2026	93.9%	94.6%	-0.7%
12-Month Avg	94.2%	94.4%	-0.2%

Historical Percent of Original List Price Received by Month

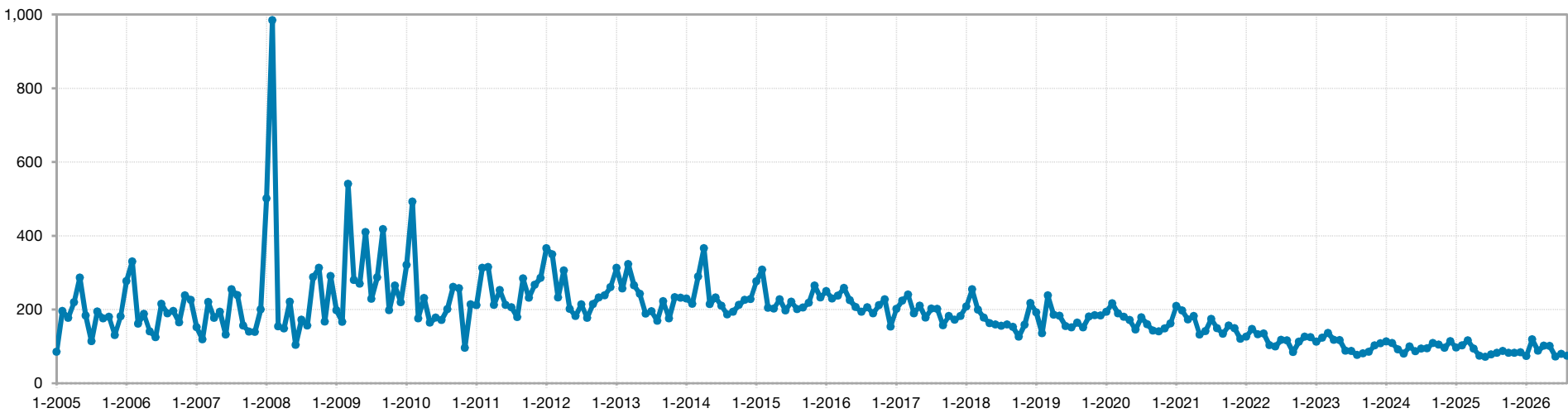


Housing Affordability Index

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

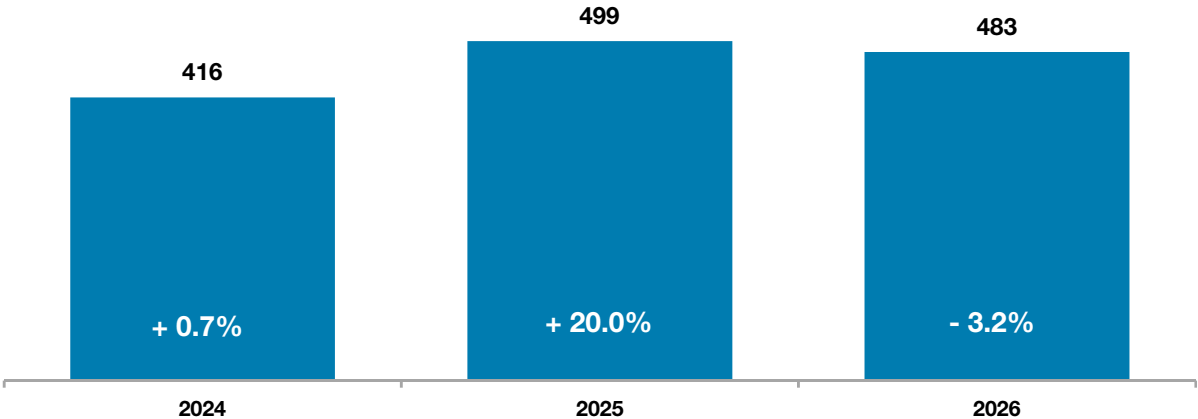


Inventory of Homes for Sale

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

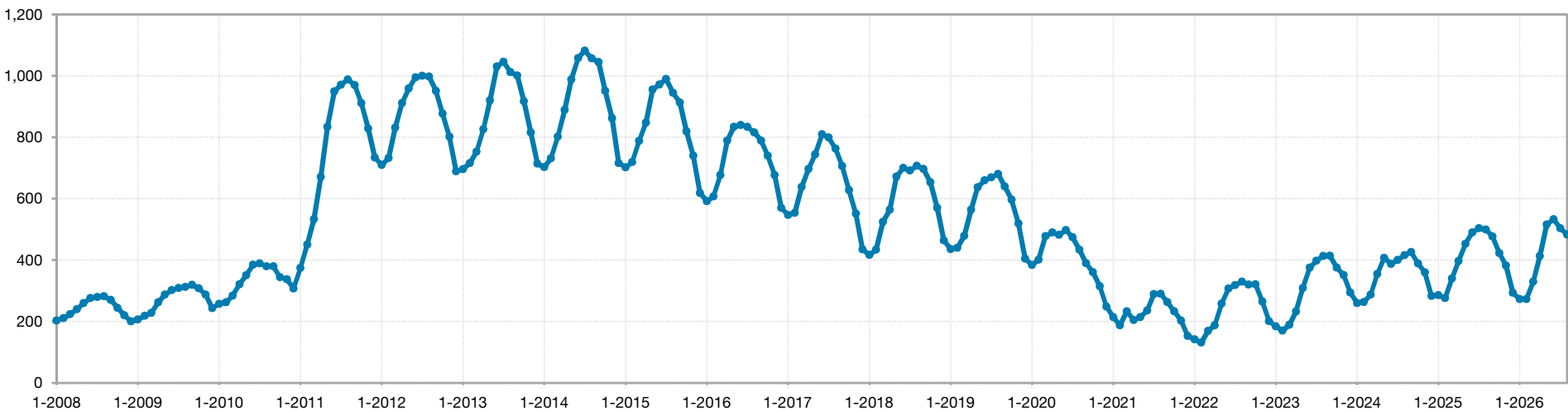


August



Homes for Sale		Prior Year	Percent Change
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	273	276	-1.1%
March 2026	330	340	-2.9%
April 2026	413	397	+4.0%
May 2026	516	453	+13.9%
June 2026	533	490	+8.8%
July 2026	504	504	0.0%
August 2026	483	499	-3.2%
12-Month Avg	408	392	+4.1%

Historical Inventory of Homes for Sale by Month

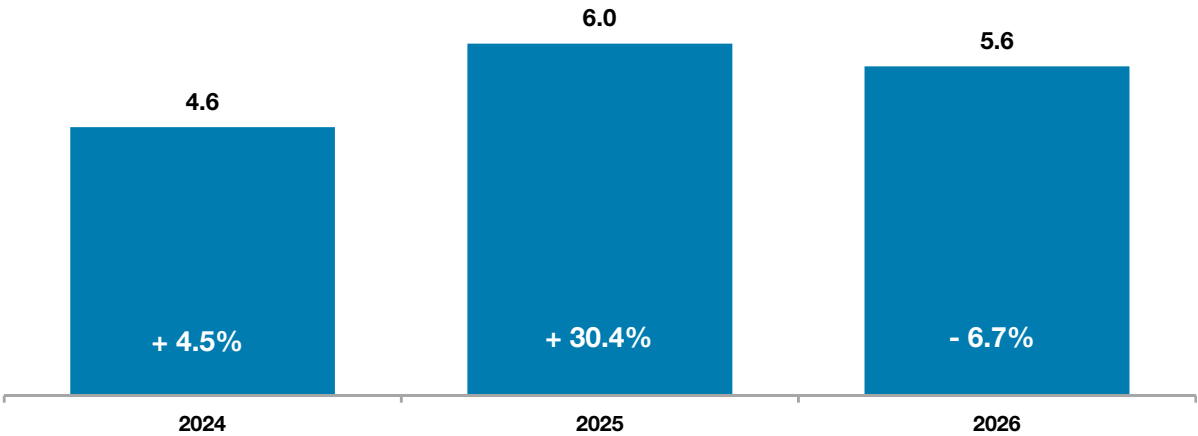


Months Supply of Inventory

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.

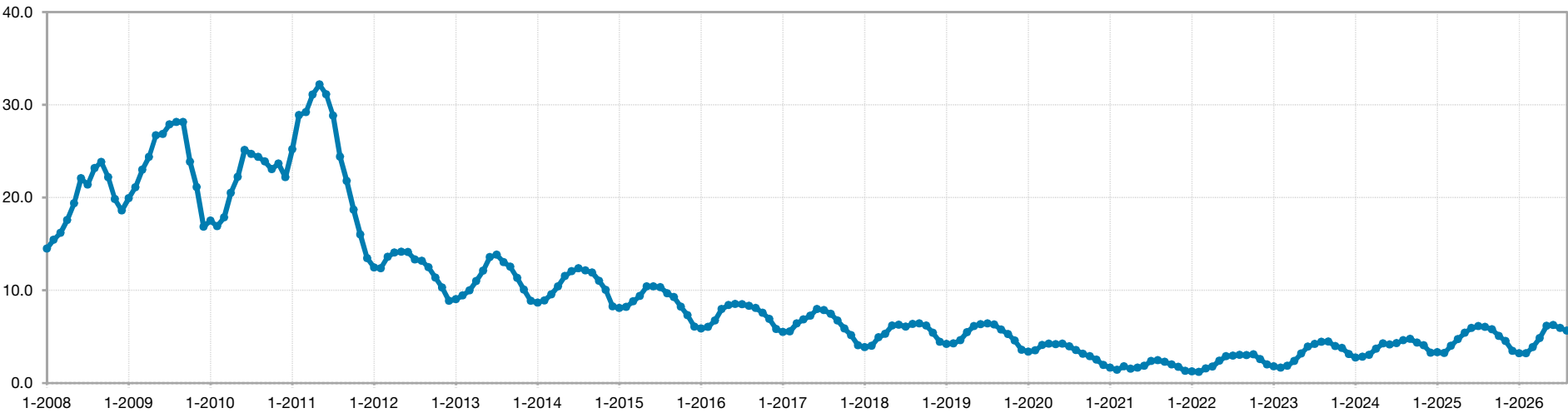


August



Months Supply		Prior Year	Percent Change
September 2025	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	6.2	5.4	+14.8%
June 2026	6.3	5.9	+6.8%
July 2026	5.9	6.1	-3.3%
August 2026	5.6	6.0	-6.7%
12-Month Avg	4.8	4.6	+4.3%

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	+ / -
Ashby	17	19	+11.8%	12	9	-25.0%	\$283,750	\$236,000	-16.8%	5	7	+40.0%	2.8	4.3	+53.2%
Battle Lake	51	47	-7.8%	23	23	0.0%	\$459,900	\$436,000	-5.2%	32	27	-15.6%	9.3	7.7	-16.7%
Dalton	9	6	-33.3%	5	7	+40.0%	\$374,900	\$365,000	-2.6%	5	0	-100.0%	3.6	0.0	-100.0%
Elbow Lake	24	25	+4.2%	18	25	+38.9%	\$166,950	\$221,750	+32.8%	7	8	+14.3%	3.2	3.0	-6.5%
Fergus Falls	189	192	+1.6%	148	119	-19.6%	\$246,950	\$235,000	-4.8%	53	58	+9.4%	2.9	3.5	+19.3%
Henning	19	17	-10.5%	14	17	+21.4%	\$189,550	\$232,000	+22.4%	6	4	-33.3%	2.9	2.0	-30.0%
New York Mills	17	30	+76.5%	13	25	+92.3%	\$165,000	\$219,000	+32.7%	9	9	0.0%	5.3	2.6	-51.4%
Ottertail	38	33	-13.2%	18	16	-11.1%	\$379,950	\$302,450	-20.4%	20	18	-10.0%	8.1	8.6	+5.2%
Perham	54	78	+44.4%	35	45	+28.6%	\$332,350	\$344,000	+3.5%	31	34	+9.7%	6.2	6.6	+6.1%
Wadena	50	58	+16.0%	38	35	-7.9%	\$162,500	\$160,000	-1.5%	21	20	-4.8%	3.7	4.6	+24.5%