Monthly Indicators

September 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

+ 1.9%	- 9.5%	- 4.6%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

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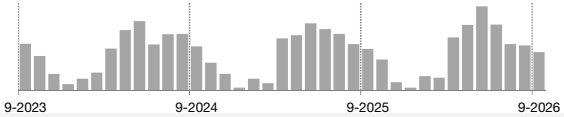
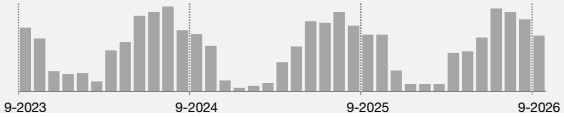
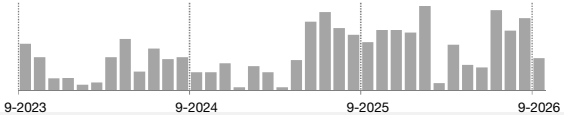
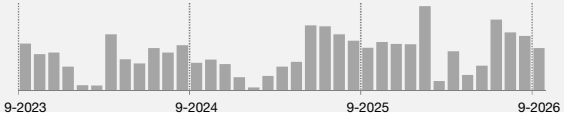
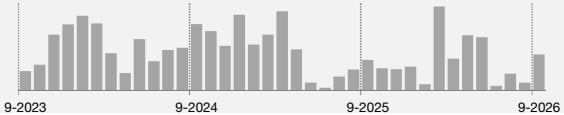
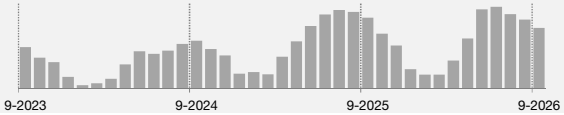
Current as of October 7, 2026. All data from NorthstarMLS. Provided by the Minnesota Association of REALTORS®. Report © 2026 ShowingTime Plus, LLC.

Activity Overview

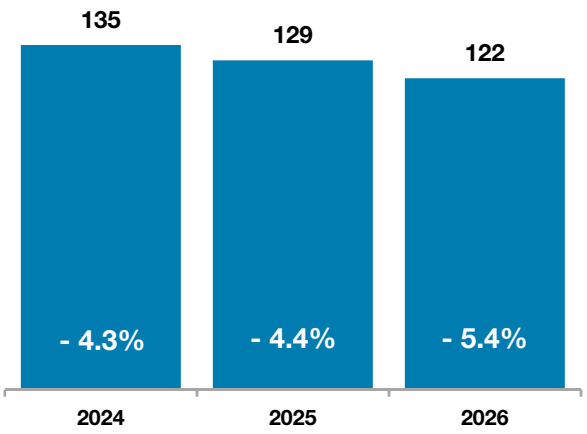
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	9-2025	9-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		129	**122**	- 5.4%	1,220	**1,278**	+ 4.8%
Pending Sales		100	**99**	- 1.0%	811	**821**	+ 1.2%
Closed Sales		104	**106**	+ 1.9%	758	**768**	+ 1.3%
Days on Market		64	**72**	+ 12.5%	68	**70**	+ 2.9%
Median Sales Price		$280,000	**$253,500**	- 9.5%	$284,500	**$275,450**	- 3.2%
Avg. Sales Price		$335,906	**$334,880**	- 0.3%	$343,521	**$344,475**	+ 0.3%
Pct. of Orig. Price Received		93.1%	**93.4%**	+ 0.3%	94.9%	**94.8%**	- 0.1%
Affordability Index		87	**91**	+ 4.6%	86	**83**	- 3.5%
Homes for Sale		477	**455**	- 4.6%	--	**--**	--
Months Supply		5.8	**5.3**	- 8.6%	--	**--**	--

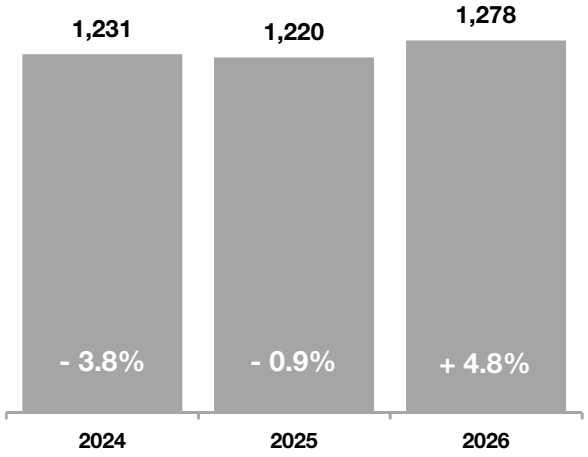
New Listings

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

September

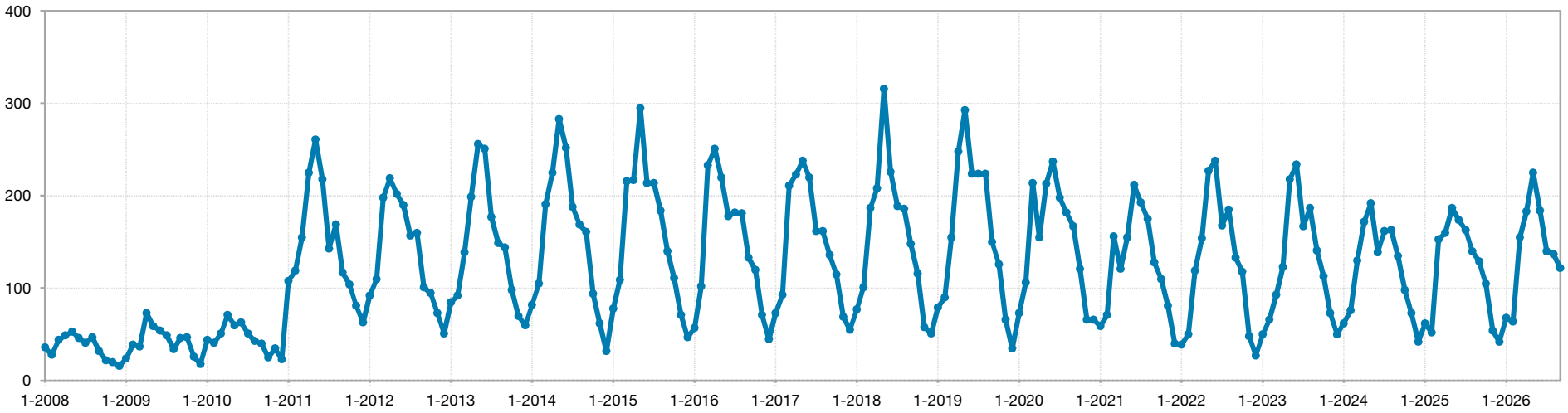


Year to Date



New Listings		Prior Year	Percent Change
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	64	52	+23.1%
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	140	163	-14.1%
August 2026	137	140	-2.1%
September 2026	**122**	**129**	**-5.4%**
12-Month Avg	123	119	+3.4%

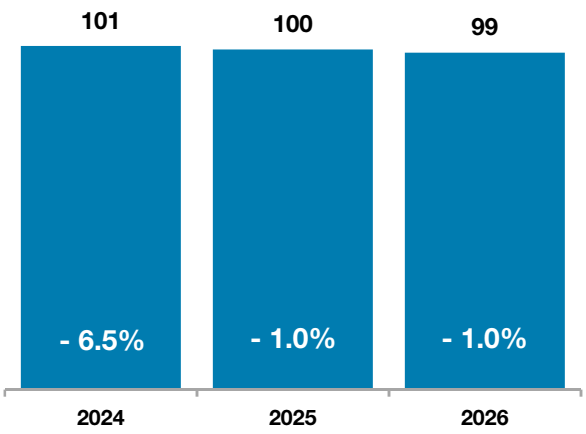
Historical New Listings by Month



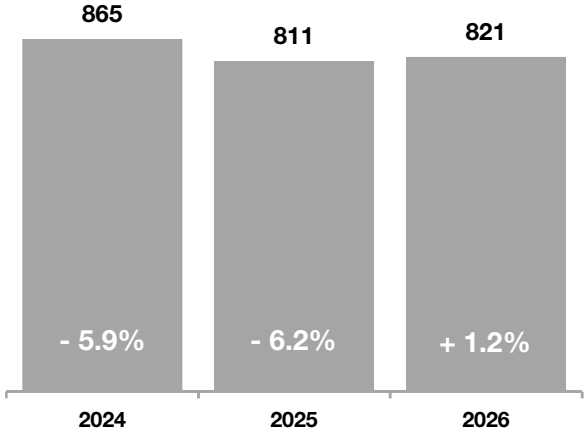
Pending Sales

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

September

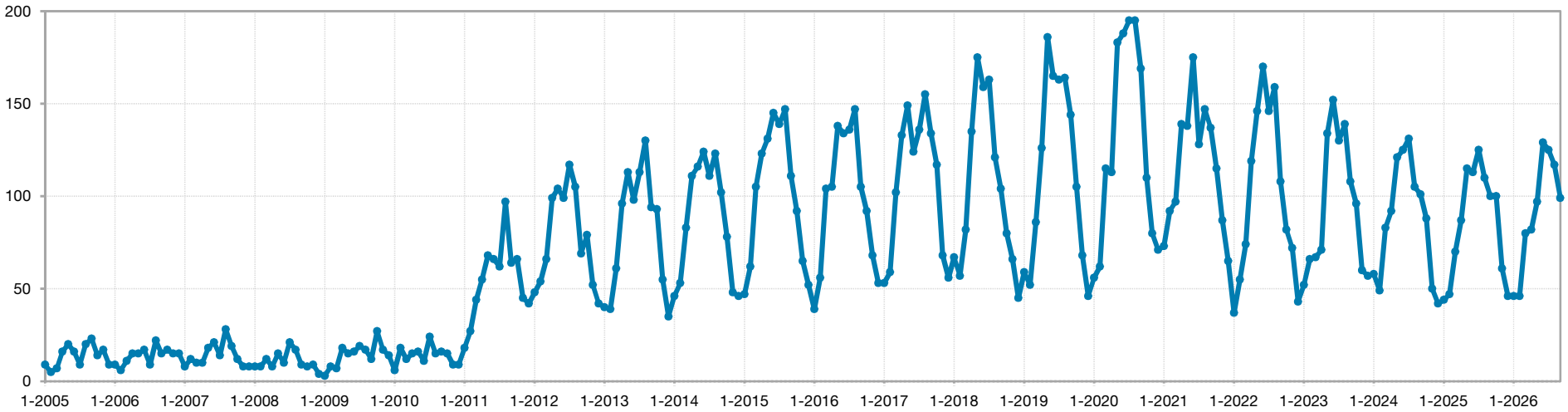


Year to Date



Pending Sales		Prior Year	Percent Change
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	125	125	0.0%
August 2026	117	110	+6.4%
September 2026	**99**	**100**	**-1.0%**
12-Month Avg	86	83	+3.6%

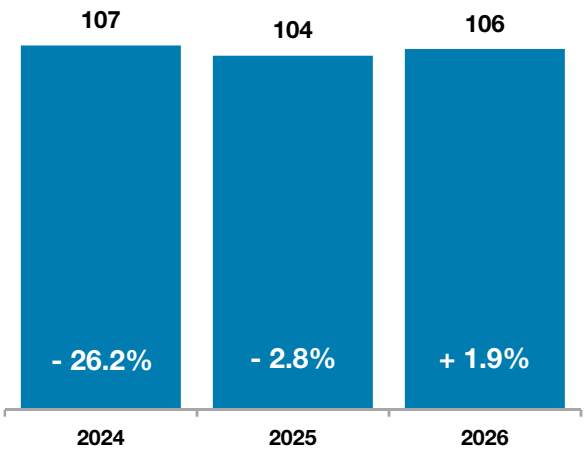
Historical Pending Sales by Month



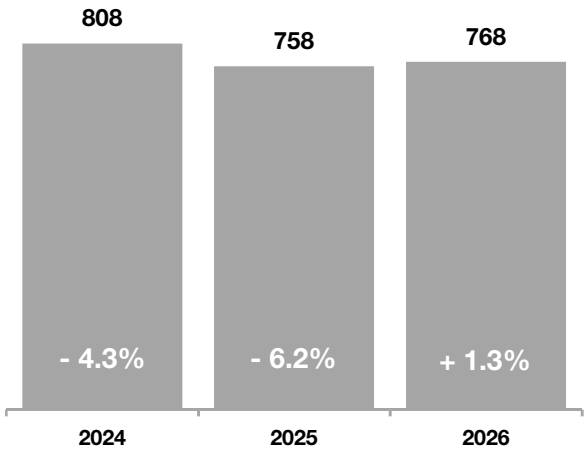
Closed Sales

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

September

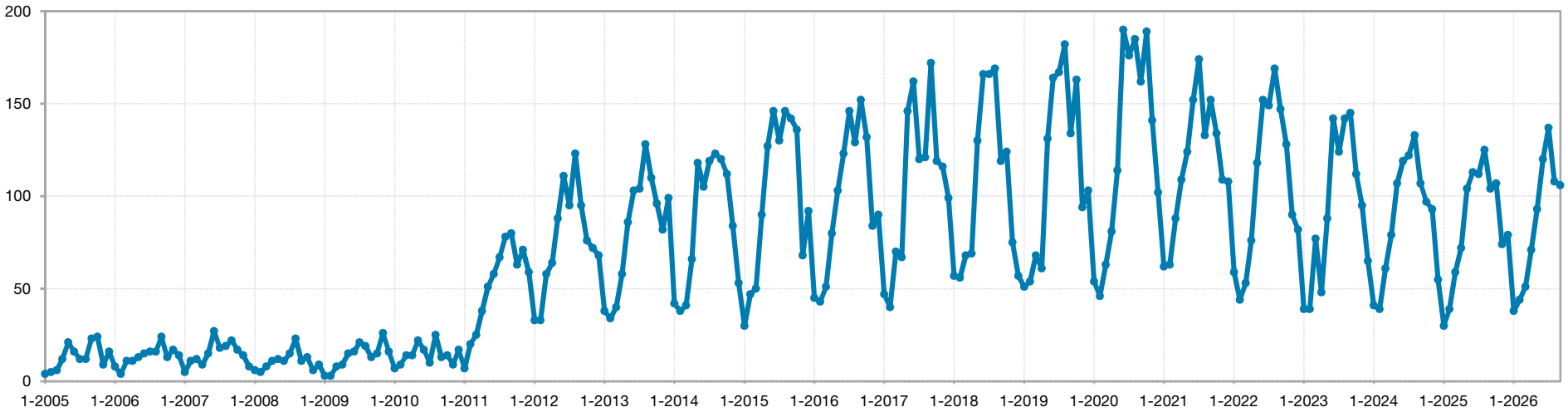


Year to Date



Closed Sales		Prior Year	Percent Change
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%
July 2026	137	112	+22.3%
August 2026	108	125	-13.6%
September 2026	**106**	**104**	**+1.9%**
12-Month Avg	86	84	+2.4%

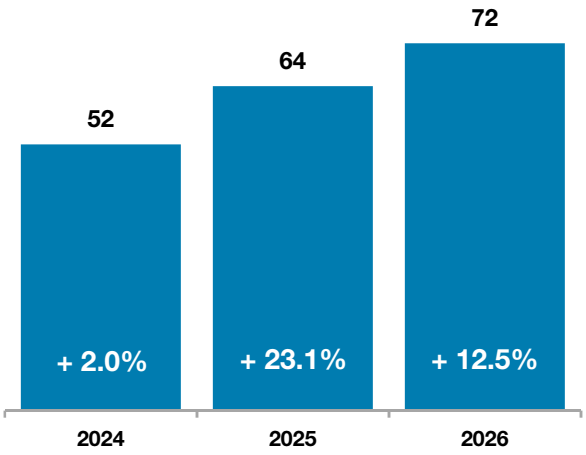
Historical Closed Sales by Month



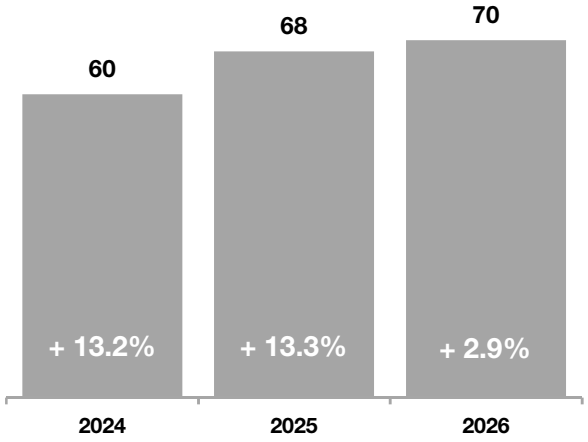
Days on Market Until Sale

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

September

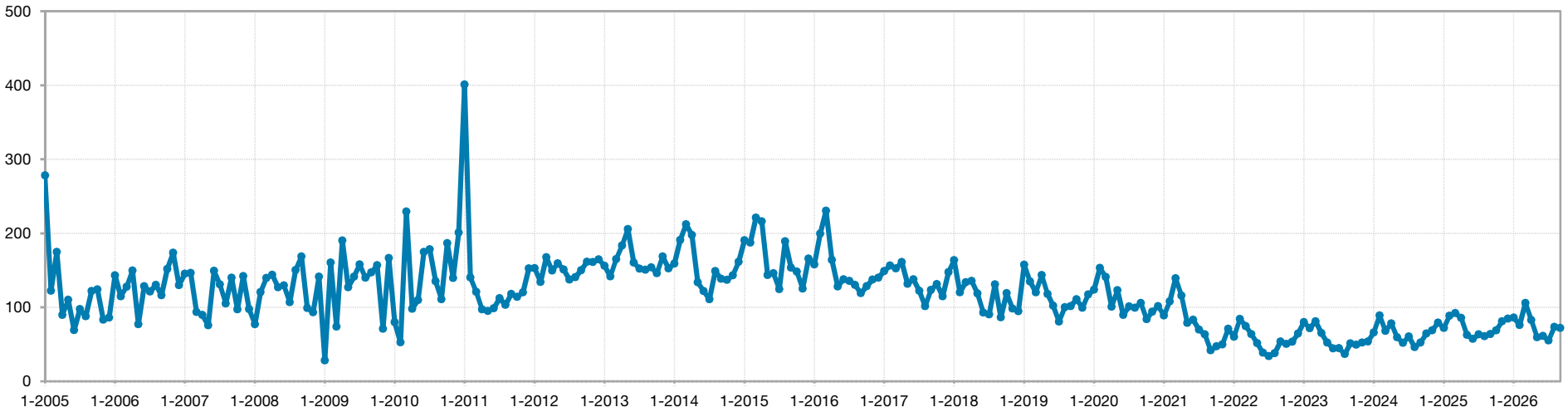


Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2026	**72**	**64**	**+12.5%**
12-Month Avg	75	72	+4.2%

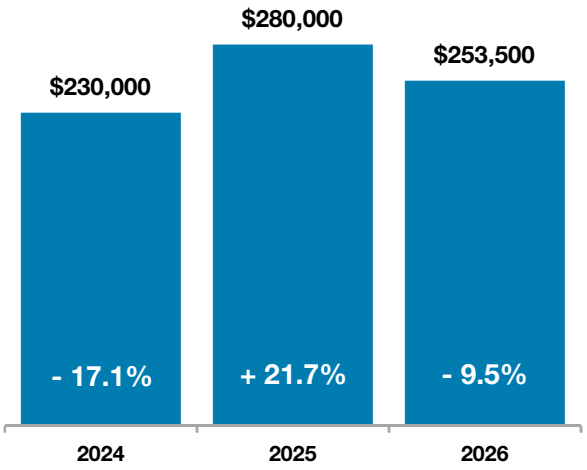
Historical Days on Market Until Sale by Month



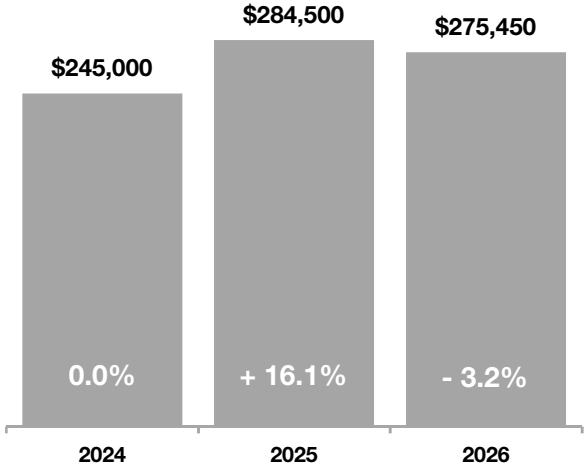
Median Sales Price

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

September

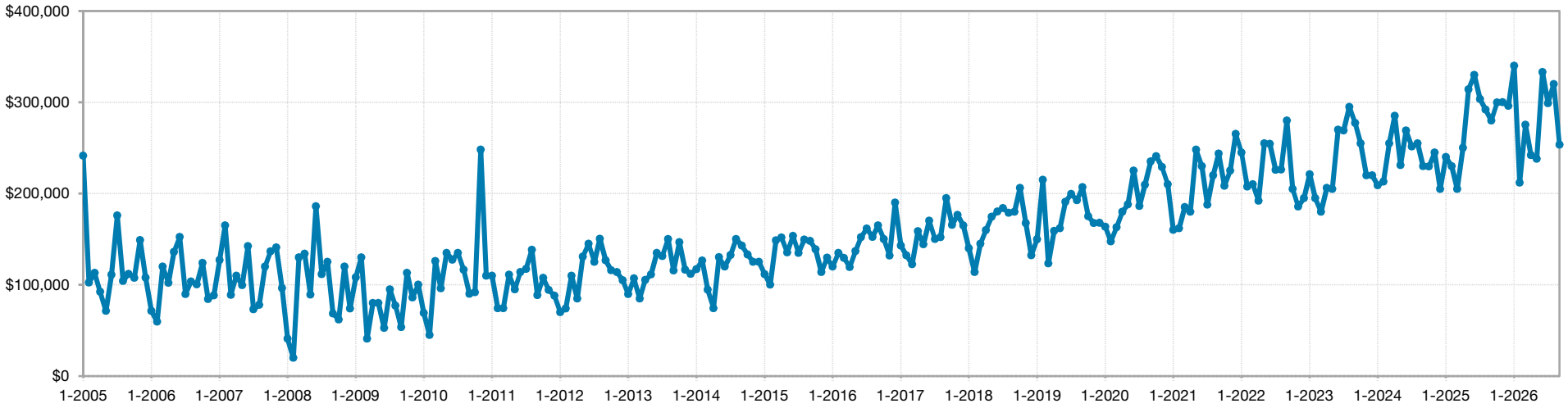


Year to Date



Median Sales Price		Prior Year	Percent Change
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%
September 2026	**$253,500**	**$280,000**	**-9.5%**
12-Month Avg	$284,062	$260,356	+9.1%

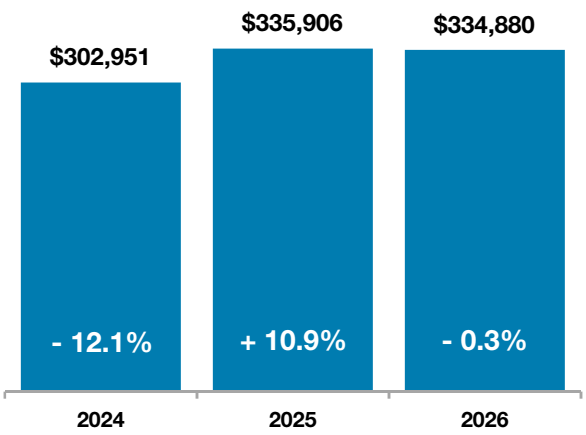
Historical Median Sales Price by Month



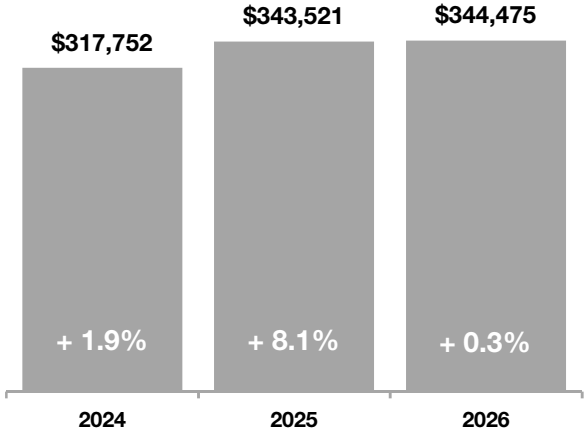
Average Sales Price

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

September

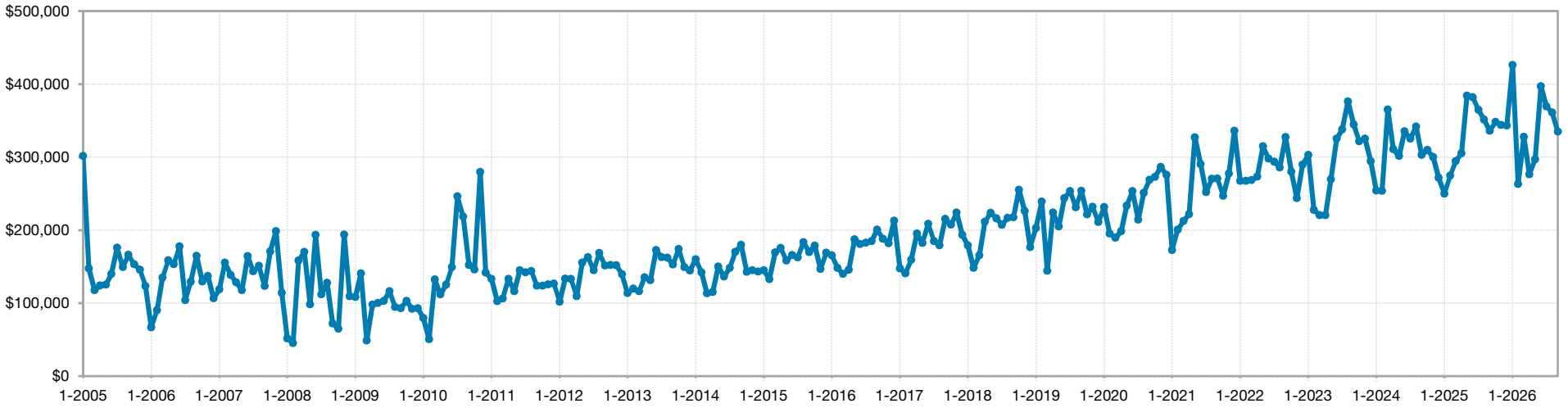


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$369,256	$364,599	+1.3%
August 2026	$361,111	$351,257	+2.8%
September 2026	**$334,880**	**$335,906**	**-0.3%**
12-Month Avg	$340,630	$318,568	+6.9%

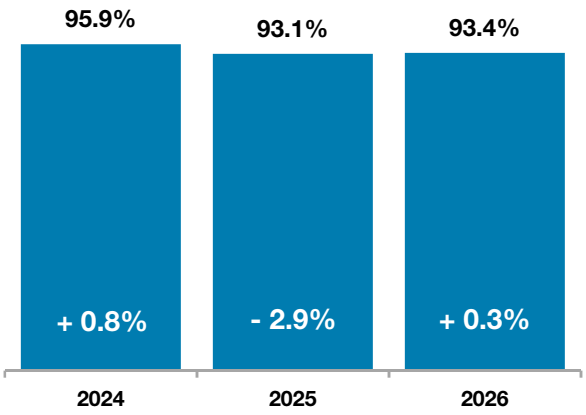
Historical Average Sales Price by Month



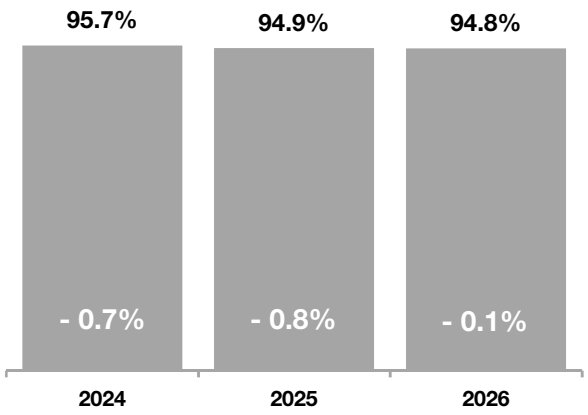
Percent of Original List Price Received

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.

September

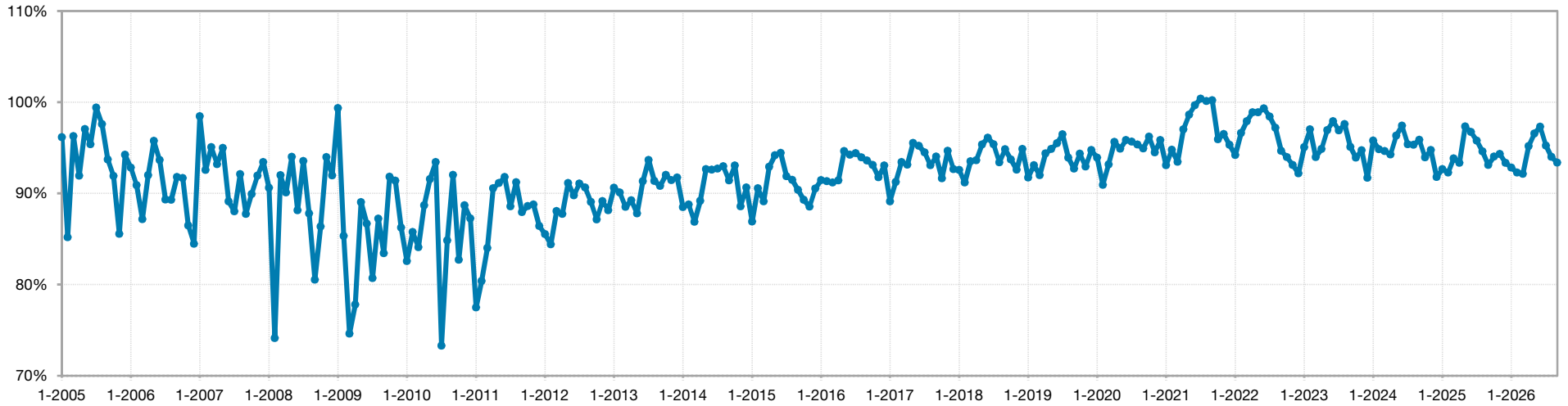


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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	94.0%	94.6%	-0.6%
September 2026	**93.4%**	**93.1%**	**+0.3%**
12-Month Avg	94.2%	94.2%	0.0%

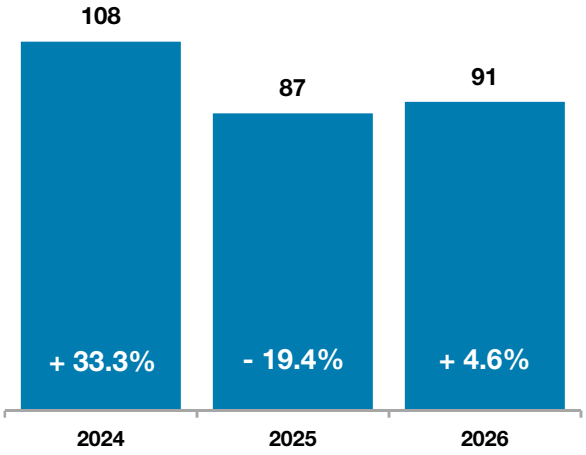
Historical Percent of Original List Price Received by Month



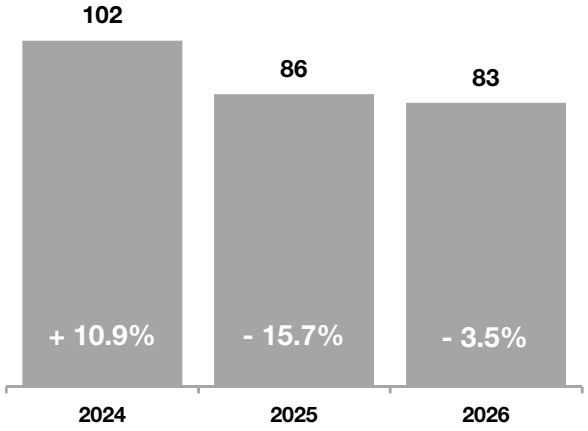
Housing Affordability Index

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.

September

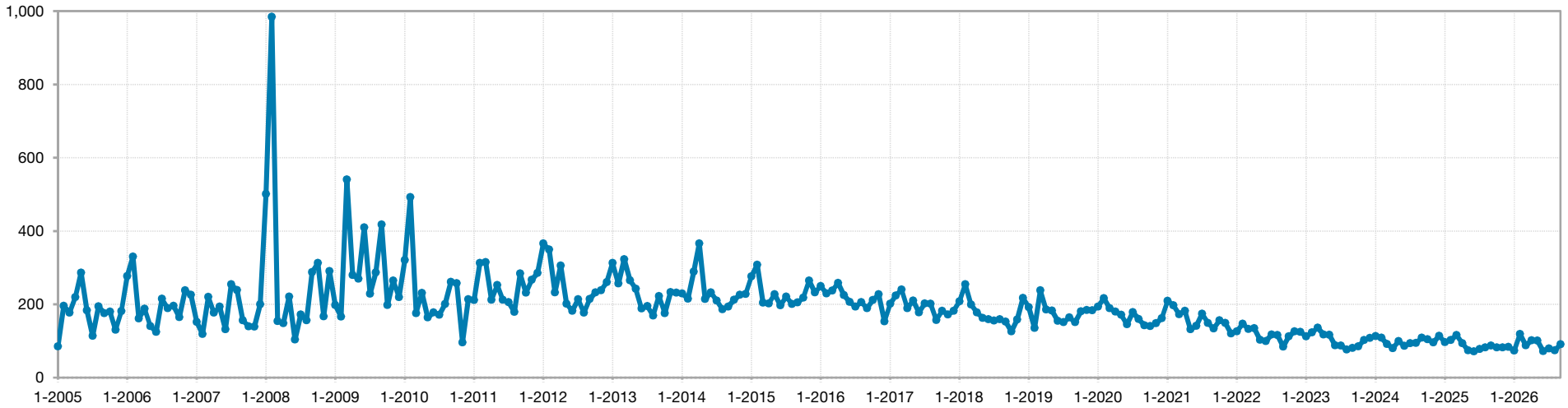


Year to Date



Affordability Index		Prior Year	Percent Change
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%
July 2026	79	78	+1.3%
August 2026	74	82	-9.8%
September 2026	**91**	**87**	**+4.6%**
12-Month Avg	87	93	-6.5%

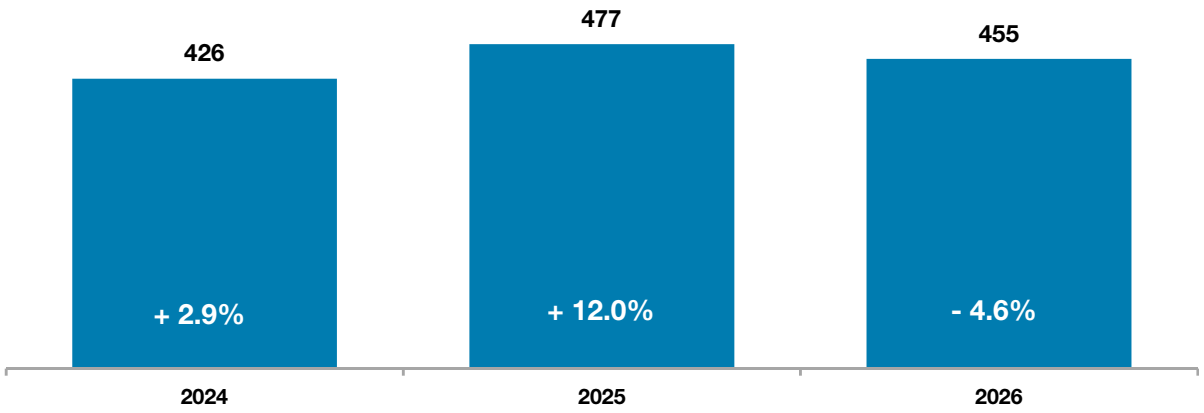
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

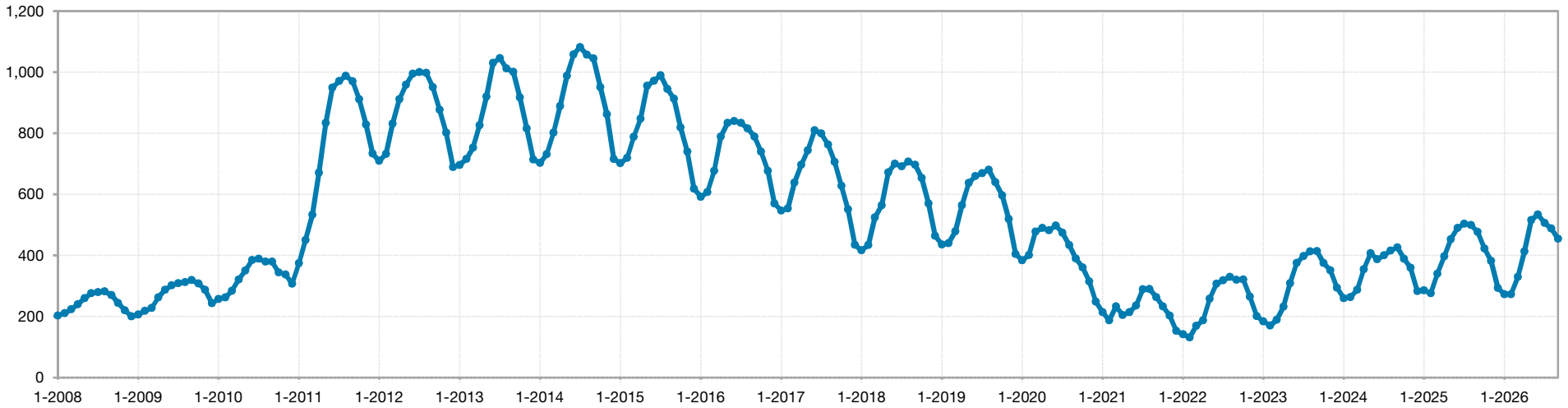
The number of properties available for sale in active status at the end of a given month.

September



Homes for Sale		Prior Year	Percent Change
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	534	490	+9.0%
July 2026	506	504	+0.4%
August 2026	488	499	-2.2%
September 2026	**455**	**477**	**-4.6%**
12-Month Avg	407	396	+2.8%

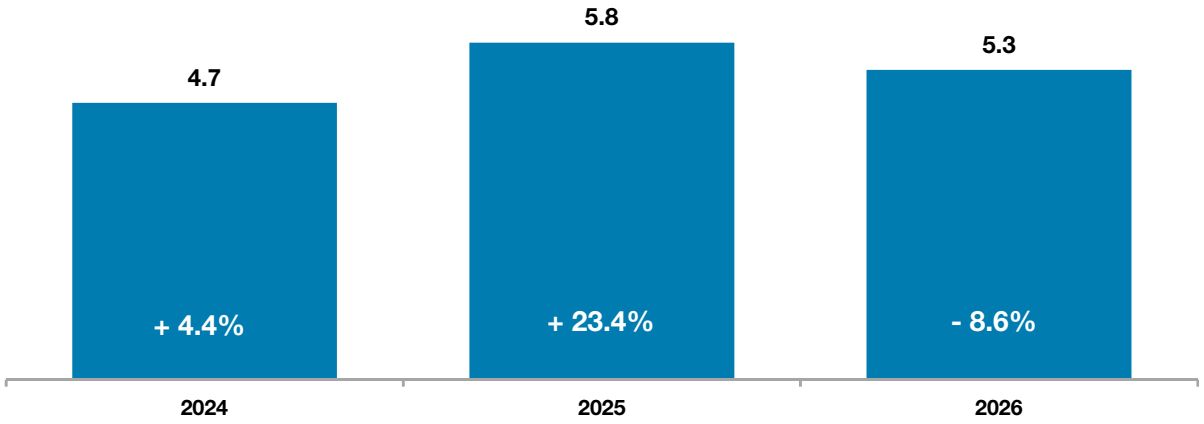
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

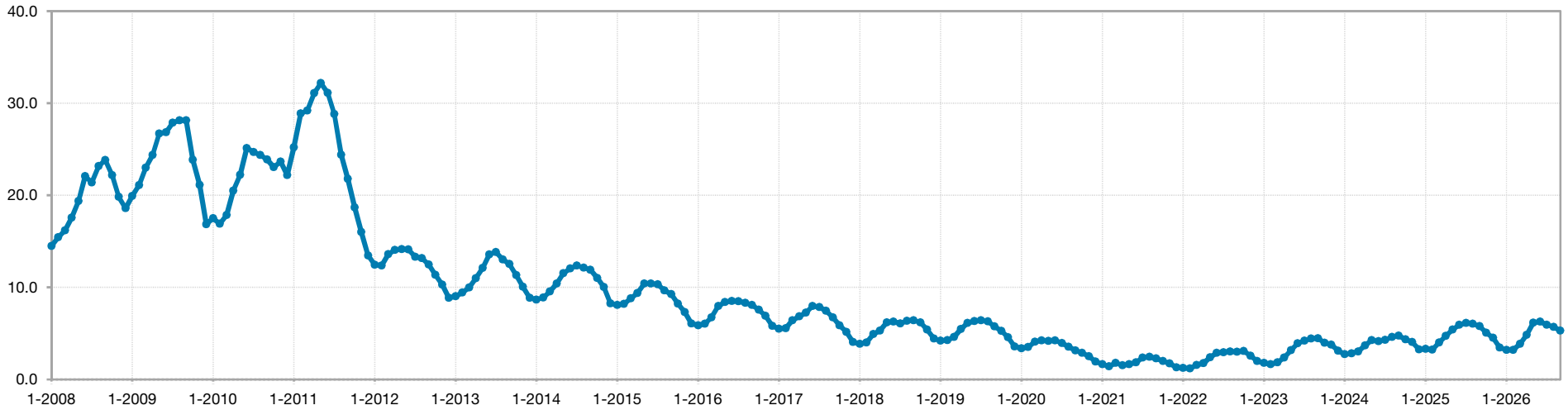
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

September



Months Supply		Prior Year	Percent Change
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	5.7	6.0	-5.0%
September 2026	**5.3**	**5.8**	**-8.6%**
12-Month Avg	4.8	4.7	+2.1%

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	+ / –	9-2025	9-2026	+ / –	9-2025	9-2026	+ / –
Ashby	17	20	+17.6%	12	12	0.0%	$283,750	$301,000	+6.1%	4	5	+25.0%	2.3	2.8	+23.0%
Battle Lake	56	50	-10.7%	27	26	-3.7%	$499,900	$436,000	-12.8%	29	25	-13.8%	8.0	7.1	-10.4%
Dalton	10	6	-40.0%	5	8	+60.0%	$374,900	$382,450	+2.0%	5	0	-100.0%	3.3	0.0	-100.0%
Elbow Lake	28	26	-7.1%	19	28	+47.4%	$168,900	$212,500	+25.8%	10	7	-30.0%	4.6	2.5	-44.5%
Fergus Falls	206	214	+3.9%	166	140	-15.7%	$245,000	$235,000	-4.1%	41	61	+48.8%	2.2	3.8	+72.0%
Henning	23	17	-26.1%	16	19	+18.8%	$189,550	$232,000	+22.4%	7	1	-85.7%	3.3	0.5	-85.7%
New York Mills	21	35	+66.7%	14	28	+100.0%	$170,000	$206,500	+21.5%	10	9	-10.0%	5.6	2.4	-56.2%
Ottertail	41	37	-9.8%	19	20	+5.3%	$380,000	$272,500	-28.3%	21	16	-23.8%	9.5	7.3	-23.2%
Perham	62	89	+43.5%	40	49	+22.5%	$340,000	$339,500	-0.1%	29	40	+37.9%	5.6	7.9	+40.2%
Wadena	54	66	+22.2%	44	41	-6.8%	$165,000	$180,000	+9.1%	20	22	+10.0%	3.8	5.0	+30.8%