Monthly Indicators

REALTORS® GREATER LAKES ASSOCIATION

October 2026

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

Activity Snapshot

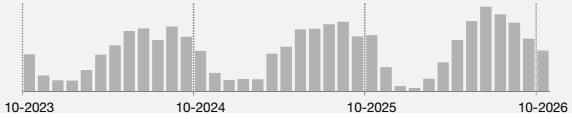
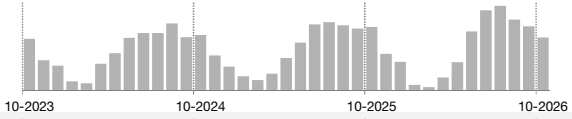
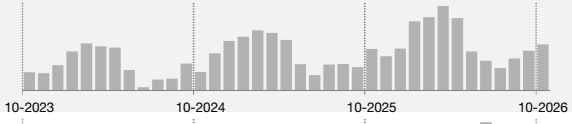
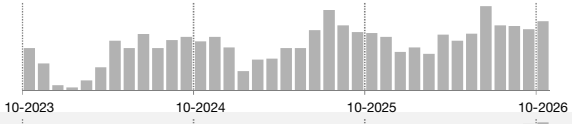
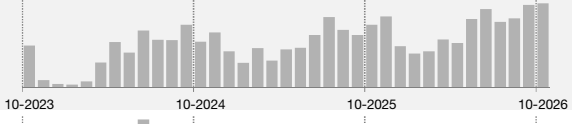
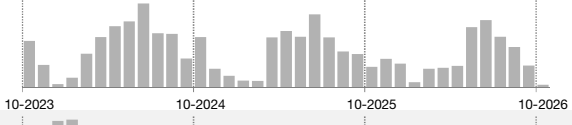
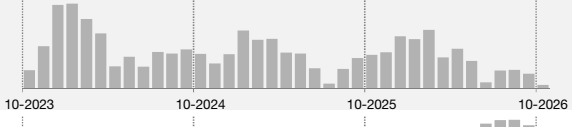
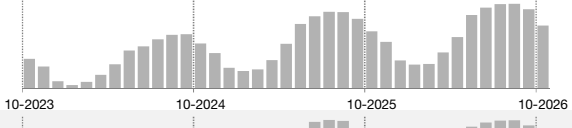
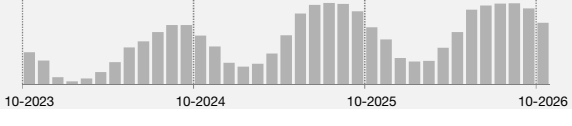
- 11.7%	+ 4.8%	+ 4.8%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

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

Current as of November 6, 2026. All data from NorthstarMLS. Provided by the Minnesota Association of REALTORS®. Report © 2026 ShowingTime Plus, LLC.

Activity Overview

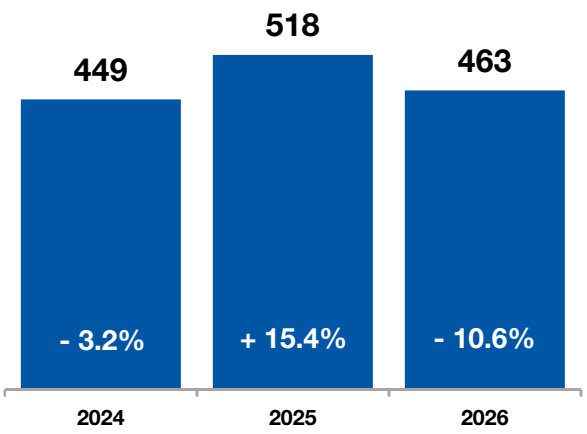
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		518	**463**	- 10.6%	6,167	**6,469**	+ 4.9%
Pending Sales		467	**384**	- 17.8%	4,225	**4,289**	+ 1.5%
Closed Sales		514	**454**	- 11.7%	4,058	**4,147**	+ 2.2%
Days on Market		59	**61**	+ 3.4%	55	**60**	+ 9.1%
Median Sales Price		$320,000	**$335,500**	+ 4.8%	$312,500	**$327,500**	+ 4.8%
Avg. Sales Price		$411,565	**$451,510**	+ 9.7%	$388,371	**$419,987**	+ 8.1%
Pct. of Orig. Price Received		95.0%	**94.1%**	- 0.9%	96.0%	**95.7%**	- 0.3%
Affordability Index		71	**61**	- 14.1%	73	**63**	- 13.7%
Homes for Sale		1,681	**1,761**	+ 4.8%	--	**--**	--
Months Supply		4.3	**4.4**	+ 2.3%	--	**--**	--

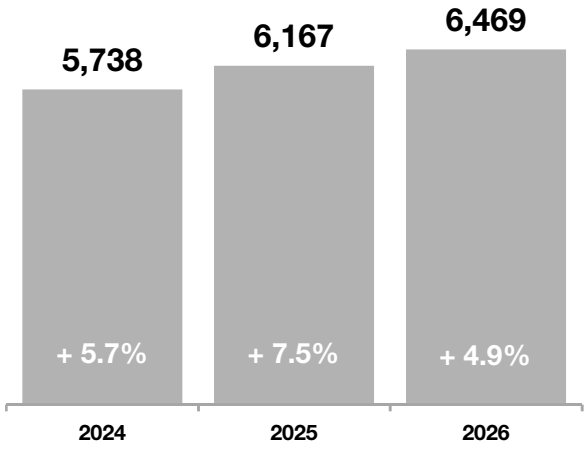
New Listings

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

October

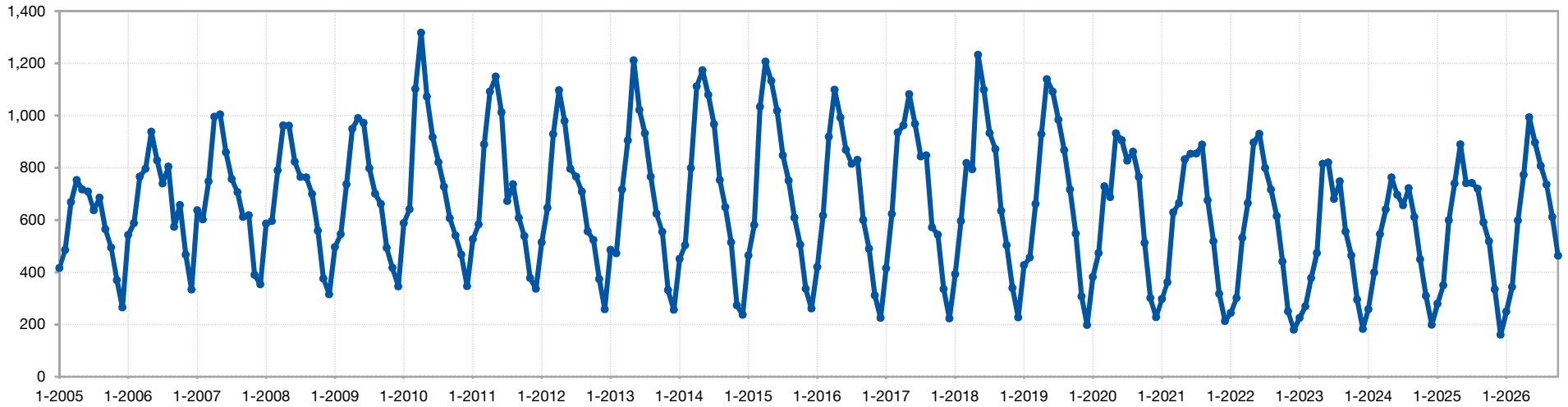


Year to Date



New Listings		Prior Year	Percent Change
November 2025	334	309	+8.1%
December 2025	160	199	-19.6%
January 2026	249	279	-10.8%
February 2026	343	349	-1.7%
March 2026	598	599	-0.2%
April 2026	773	740	+4.5%
May 2026	993	889	+11.7%
June 2026	896	741	+20.9%
July 2026	807	742	+8.8%
August 2026	735	719	+2.2%
September 2026	612	591	+3.6%
October 2026	**463**	**518**	**-10.6%**
12-Month Avg	580	556	+4.3%

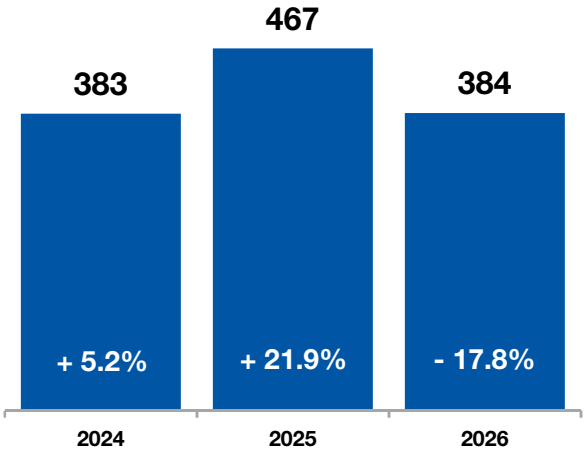
Historical New Listings by Month



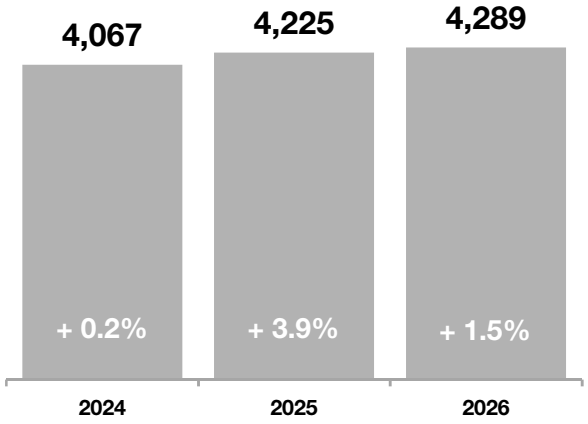
Pending Sales

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

October

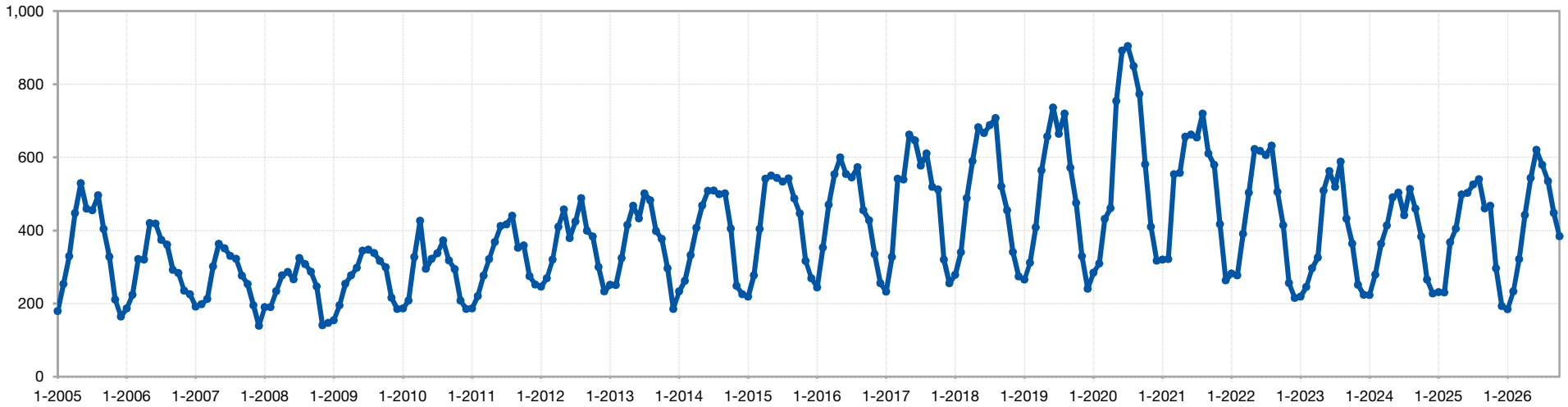


Year to Date



Pending Sales		Prior Year	Percent Change
November 2025	296	265	+11.7%
December 2025	193	227	-15.0%
January 2026	184	231	-20.3%
February 2026	233	230	+1.3%
March 2026	321	367	-12.5%
April 2026	442	405	+9.1%
May 2026	543	498	+9.0%
June 2026	620	502	+23.5%
July 2026	579	525	+10.3%
August 2026	535	540	-0.9%
September 2026	448	460	-2.6%
October 2026	**384**	**467**	**-17.8%**
12-Month Avg	398	393	+1.3%

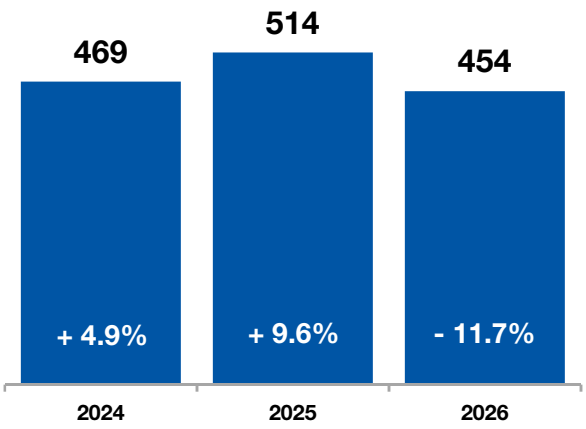
Historical Pending Sales by Month



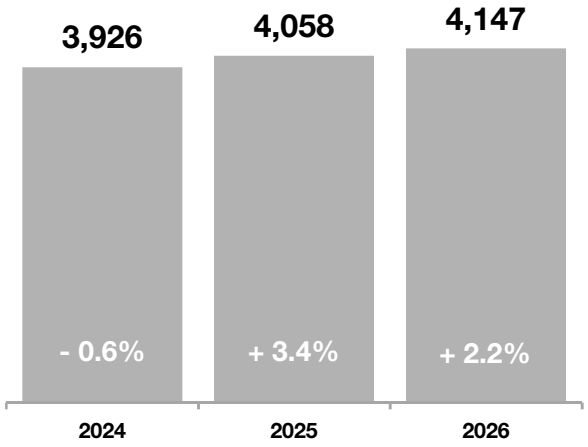
Closed Sales

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

October

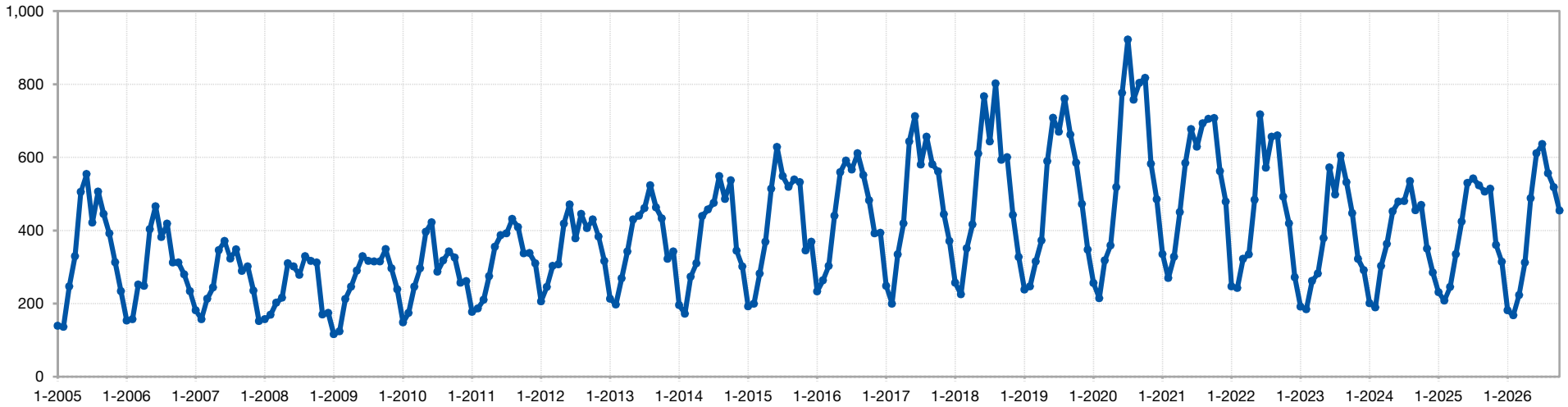


Year to Date



Closed Sales		Prior Year	Percent Change
November 2025	360	350	+2.9%
December 2025	314	285	+10.2%
January 2026	181	231	-21.6%
February 2026	168	208	-19.2%
March 2026	223	245	-9.0%
April 2026	312	335	-6.9%
May 2026	488	424	+15.1%
June 2026	611	530	+15.3%
July 2026	636	542	+17.3%
August 2026	556	523	+6.3%
September 2026	518	506	+2.4%
October 2026	**454**	**514**	**-11.7%**
12-Month Avg	402	391	+2.8%

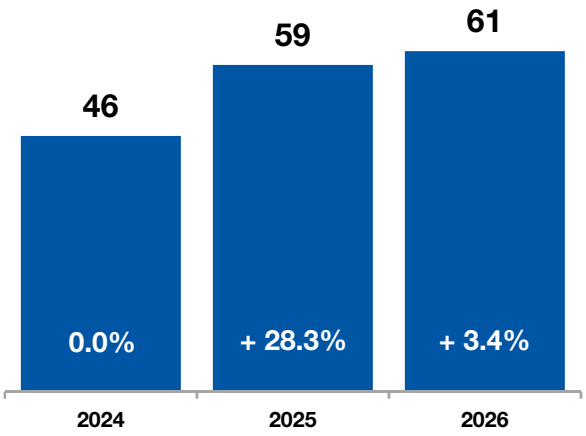
Historical Closed Sales by Month



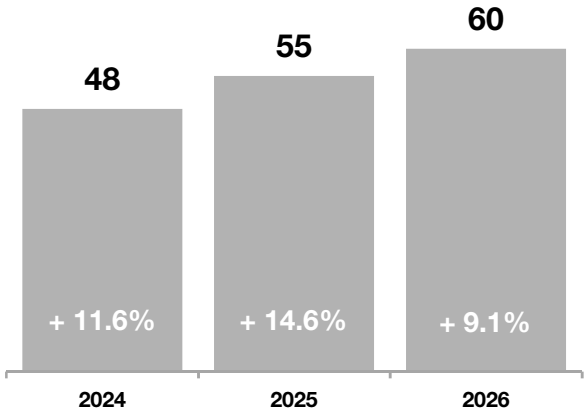
Days on Market Until Sale

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

October

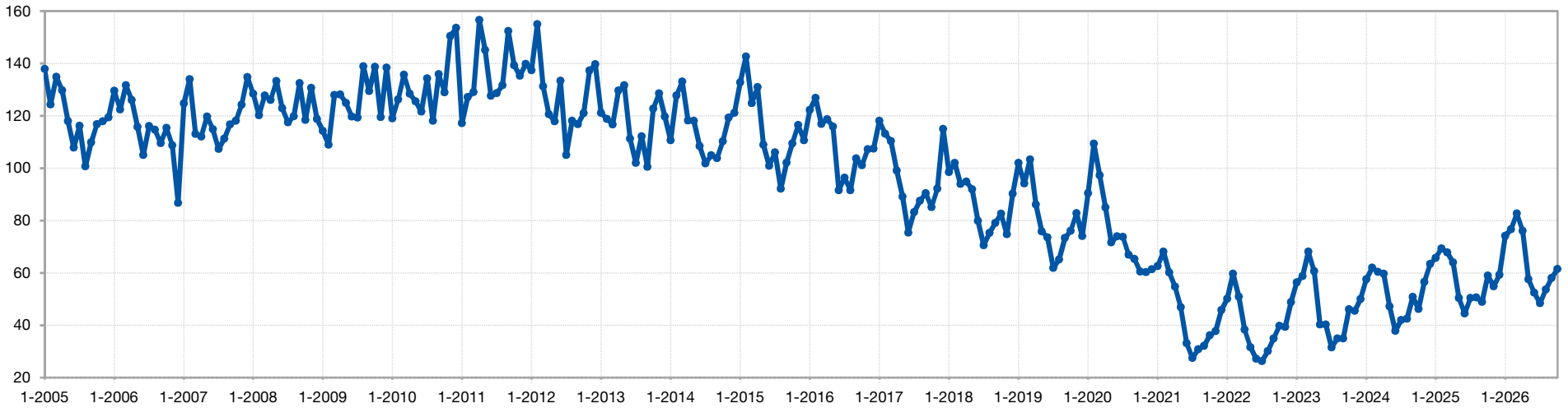


Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2026	58	49	+18.4%
October 2026	**61**	**59**	**+3.4%**
12-Month Avg	63	58	+8.6%

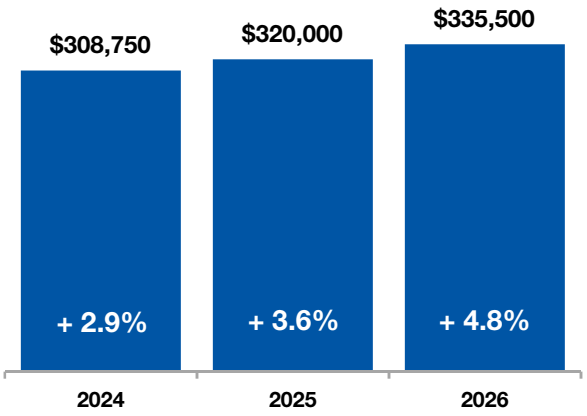
Historical Days on Market Until Sale by Month



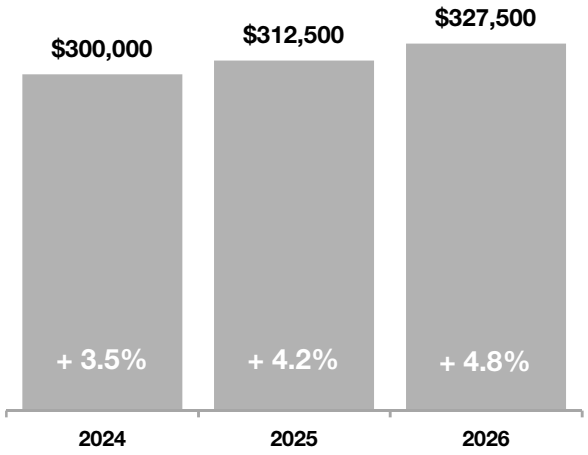
Median Sales Price

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

October

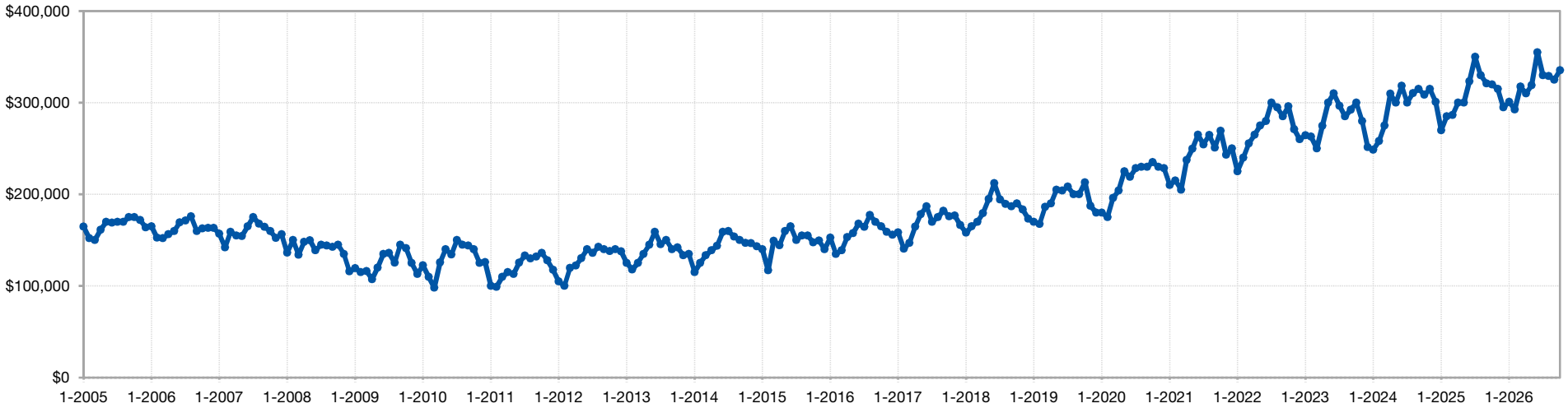


Year to Date



Median Sales Price		Prior Year	Percent Change
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	$329,000	$330,000	-0.3%
September 2026	$325,000	$321,000	+1.2%
October 2026	**$335,500**	**$320,000**	**+4.8%**
12-Month Avg	$318,721	$308,483	+3.3%

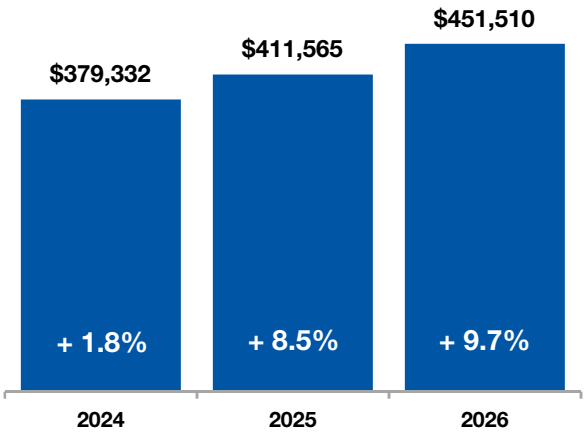
Historical Median Sales Price by Month



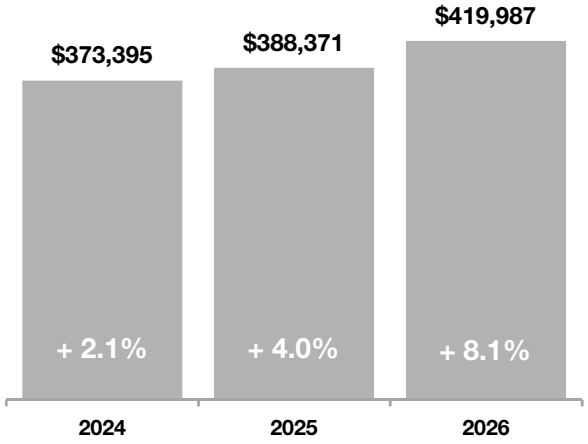
Average Sales Price

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

October

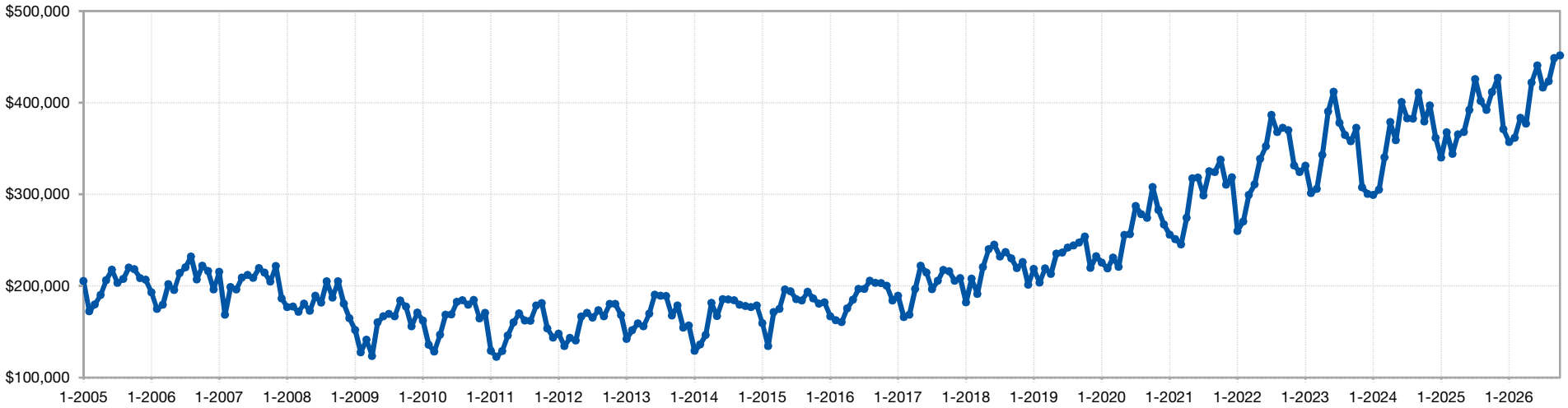


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$423,213	$401,848	+5.3%
September 2026	$448,613	$392,051	+14.4%
October 2026	**$451,510**	**$411,565**	**+9.7%**
12-Month Avg	$406,648	$380,522	+6.9%

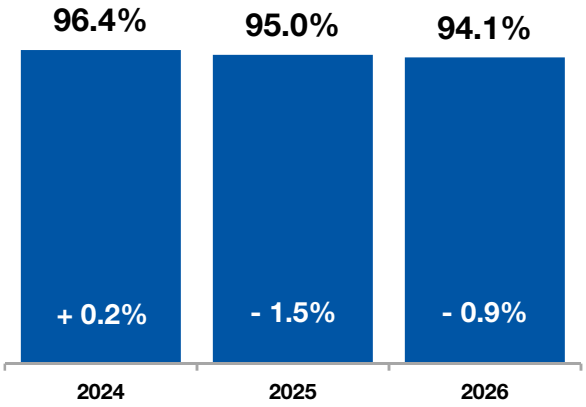
Historical Average Sales Price by Month



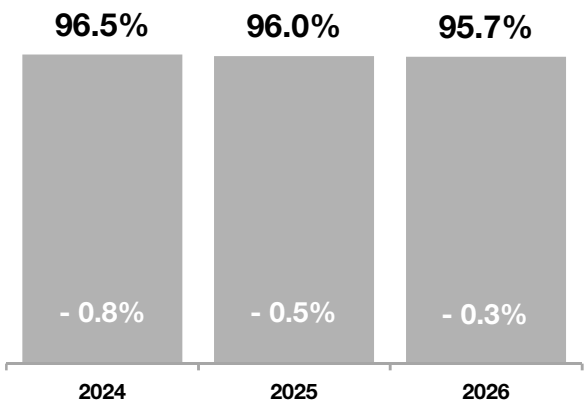
Percent of Original List Price Received

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.

October

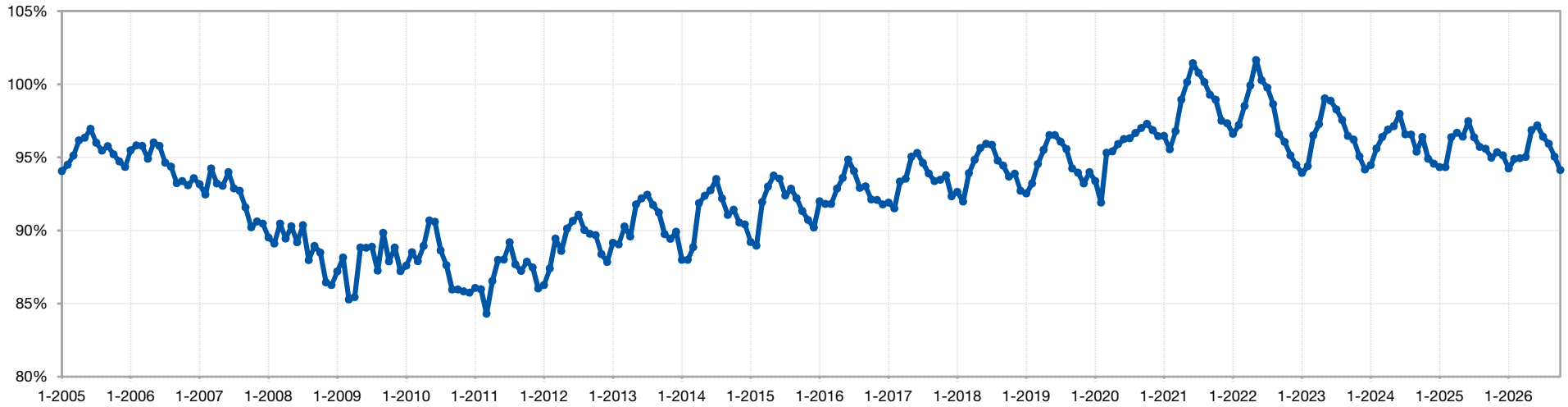


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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	95.9%	95.7%	+0.2%
September 2026	95.0%	95.6%	-0.6%
October 2026	**94.1%**	**95.0%**	**-0.9%**
12-Month Avg	95.4%	95.6%	-0.2%

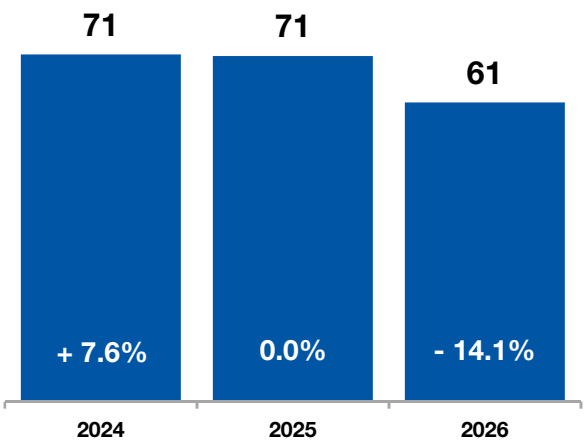
Historical Percent of Original List Price Received by Month



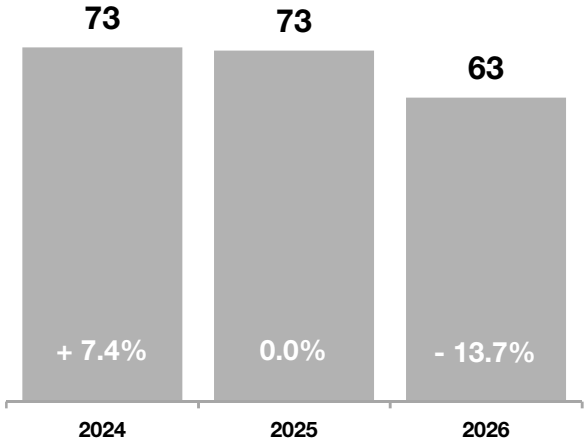
Housing Affordability Index

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.

October

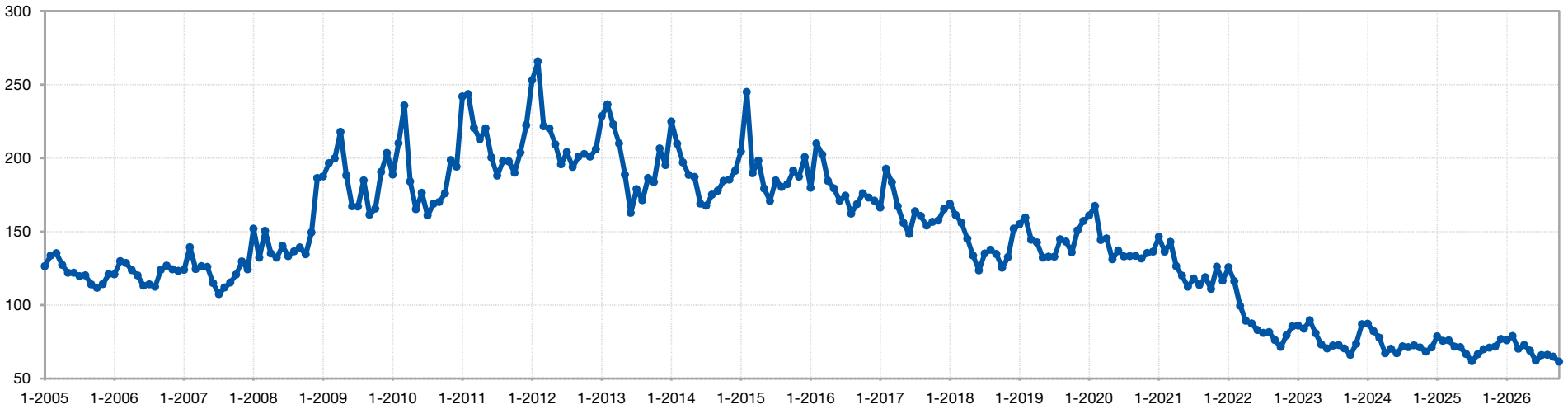


Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2026	65	70	-7.1%
October 2026	**61**	**71**	**-14.1%**
12-Month Avg	70	71	-1.4%

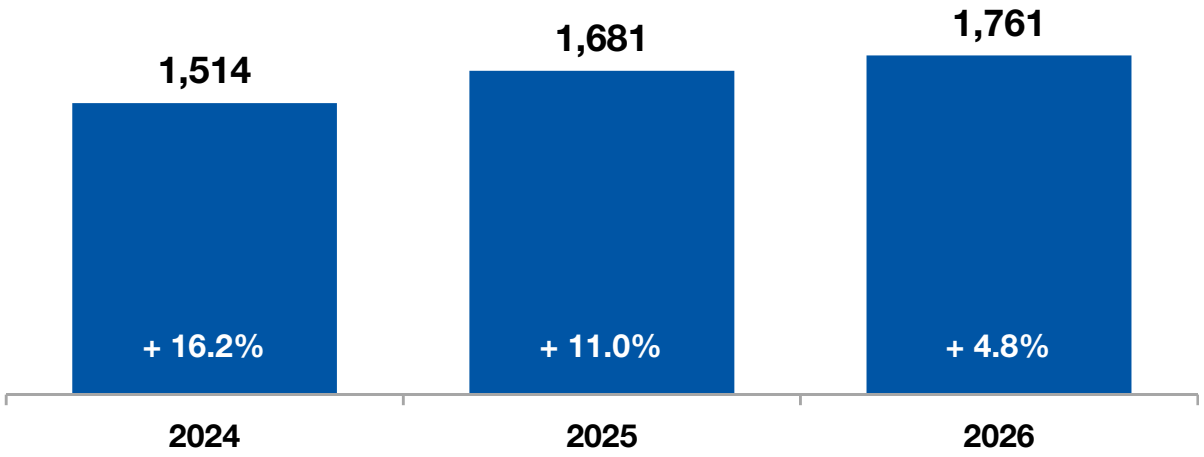
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

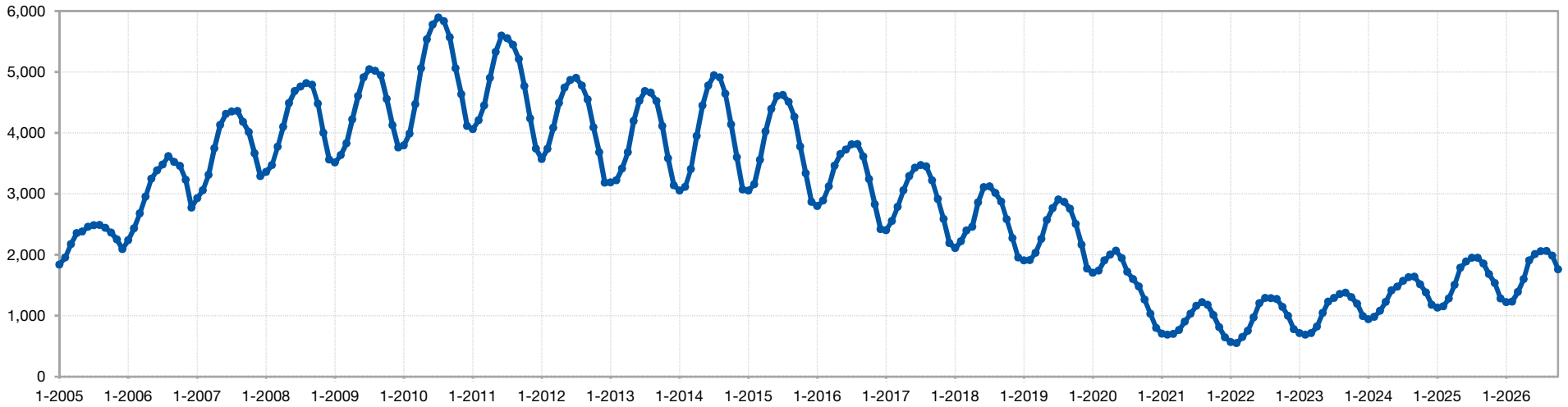
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale		Prior Year	Percent Change
November 2025	1,534	1,380	+11.2%
December 2025	1,280	1,177	+8.8%
January 2026	1,221	1,132	+7.9%
February 2026	1,230	1,154	+6.6%
March 2026	1,388	1,283	+8.2%
April 2026	1,601	1,507	+6.2%
May 2026	1,905	1,784	+6.8%
June 2026	2,008	1,890	+6.2%
July 2026	2,056	1,951	+5.4%
August 2026	2,060	1,948	+5.7%
September 2026	1,986	1,854	+7.1%
October 2026	**1,761**	**1,681**	**+4.8%**
12-Month Avg	1,669	1,562	+6.9%

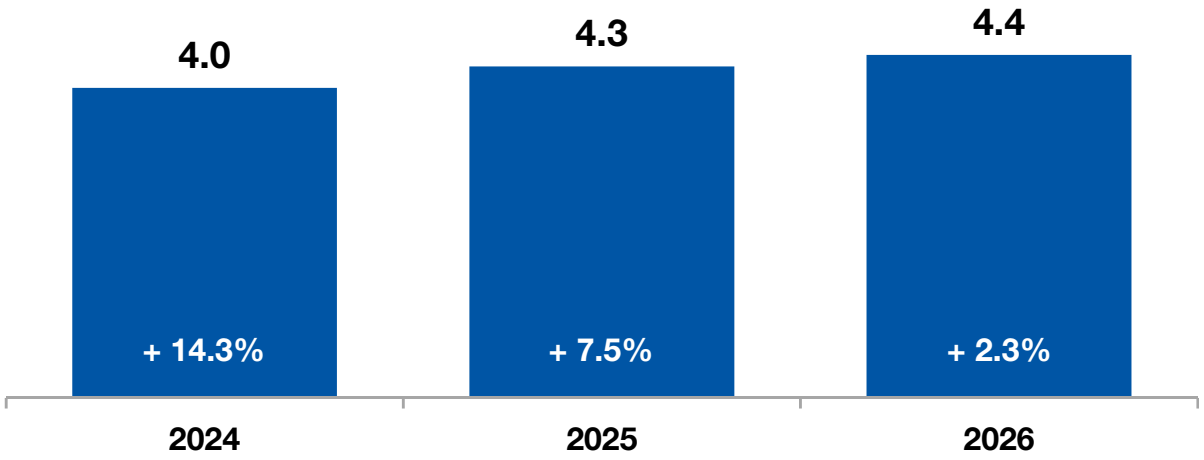
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

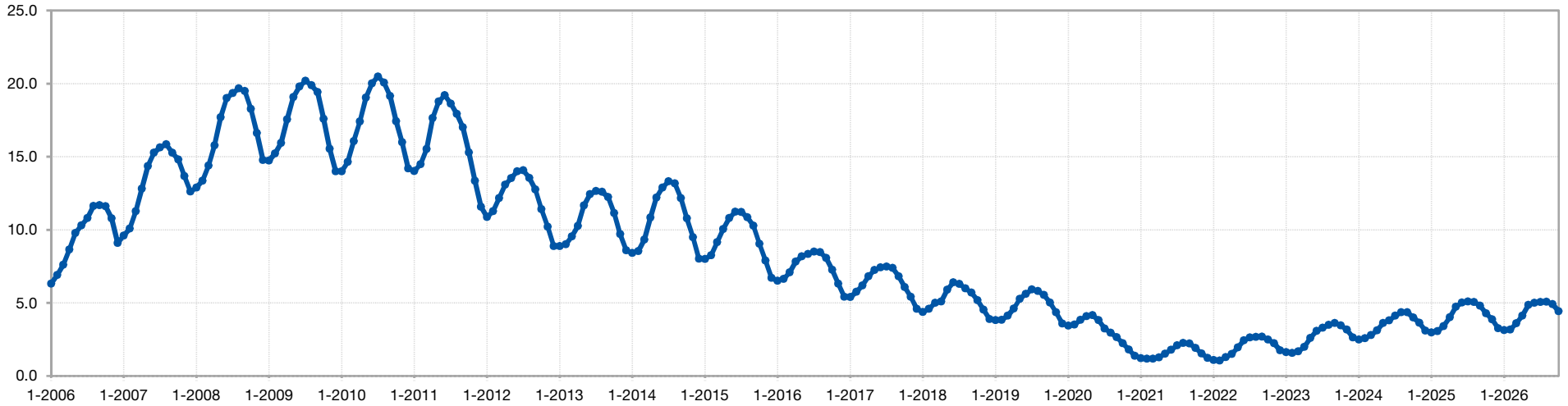
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Months Supply		Prior Year	Percent Change
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	3.2	3.1	+3.2%
March 2026	3.6	3.4	+5.9%
April 2026	4.1	4.0	+2.5%
May 2026	4.9	4.7	+4.3%
June 2026	5.0	5.0	0.0%
July 2026	5.1	5.1	0.0%
August 2026	5.1	5.0	+2.0%
September 2026	4.9	4.8	+2.1%
October 2026	**4.4**	**4.3**	**+2.3%**
12-Month Avg	4.2	4.1	+2.4%

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	+ / –	10-2025	10-2026	+ / –	10-2025	10-2026	+ / –
Aitkin	138	141	+2.2%	107	75	-29.9%	$305,000	$325,000	+6.6%	24	45	+87.5%	2.5	6.5	+162.0%
Backus	57	38	-33.3%	37	27	-27.0%	$299,900	$332,500	+10.9%	16	7	-56.3%	4.3	2.3	-45.6%
Baxter	201	222	+10.4%	122	114	-6.6%	$355,000	$365,000	+2.8%	43	67	+55.8%	3.6	5.8	+59.2%
Brainerd	422	432	+2.4%	293	289	-1.4%	$290,000	$285,000	-1.7%	120	98	-18.3%	4.2	3.5	-15.9%
Breezy Point	112	138	+23.2%	73	76	+4.1%	$365,000	$417,331	+14.3%	31	35	+12.9%	4.4	4.9	+12.9%
Crosby	57	51	-10.5%	36	36	0.0%	$202,350	$235,450	+16.4%	15	13	-13.3%	3.8	3.4	-11.1%
Crosslake	147	142	-3.4%	79	87	+10.1%	$630,000	$610,000	-3.2%	40	42	+5.0%	4.9	4.8	-3.7%
Cushing	25	46	+84.0%	13	23	+76.9%	$290,000	$525,000	+81.0%	8	12	+50.0%	4.0	4.4	+11.1%
Deerwood	39	30	-23.1%	23	25	+8.7%	$456,000	$439,900	-3.5%	12	5	-58.3%	4.8	1.8	-62.8%
Emily	36	36	0.0%	28	21	-25.0%	$353,200	$455,000	+28.8%	7	11	+57.1%	2.5	4.8	+92.5%
Hackensack	57	66	+15.8%	37	48	+29.7%	$425,000	$397,450	-6.5%	14	15	+7.1%	3.2	3.1	-4.6%
Isle	84	67	-20.2%	46	47	+2.2%	$274,950	$349,950	+27.3%	33	21	-36.4%	6.8	4.6	-32.9%
Little Falls	144	198	+37.5%	121	123	+1.7%	$254,000	$259,000	+2.0%	34	49	+44.1%	3.0	4.1	+37.2%
Longville	61	44	-27.9%	45	30	-33.3%	$370,000	$467,500	+26.4%	16	13	-18.8%	3.9	4.2	+7.3%
Menahga	61	62	+1.6%	36	40	+11.1%	$297,450	$278,450	-6.4%	31	21	-32.3%	8.9	5.9	-33.8%
Motley	37	38	+2.7%	32	25	-21.9%	$277,500	$210,000	-24.3%	8	16	+100.0%	2.4	5.9	+149.2%
Nevis	75	73	-2.7%	59	46	-22.0%	$405,000	$301,000	-25.7%	13	20	+53.8%	2.4	4.4	+80.5%
Nisswa	108	110	+1.9%	65	57	-12.3%	$635,000	$629,500	-0.9%	30	43	+43.3%	4.6	7.8	+69.4%
Park Rapids	205	189	-7.8%	130	132	+1.5%	$286,000	$340,000	+18.9%	64	61	-4.7%	5.0	4.7	-5.9%
Pequot Lakes	116	133	+14.7%	72	69	-4.2%	$431,250	$395,000	-8.4%	33	36	+9.1%	4.4	5.4	+22.7%
Pillager	47	29	-38.3%	43	23	-46.5%	$301,000	$273,500	-9.1%	6	7	+16.7%	1.5	2.9	+90.1%
Pine River	80	56	-30.0%	52	46	-11.5%	$280,000	$267,500	-4.5%	18	8	-55.6%	3.4	1.7	-48.3%
Staples	64	89	+39.1%	37	46	+24.3%	$183,700	$219,000	+19.2%	18	27	+50.0%	4.7	5.6	+19.0%
Walker	105	104	-1.0%	51	67	+31.4%	$460,000	$430,000	-6.5%	48	31	-35.4%	9.8	4.3	-55.8%