

Monthly Indicators



April 2025

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

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings in Southeast Minnesota were up 5.7 percent to 684. Pending Sales increased 9.7 percent to 534. Inventory grew 15.5 percent to 985 units.

Prices moved lower as the Median Sales Price was down 1.0 percent to \$289,950. Days on Market increased 8.9 percent to 49 days. Months Supply of Inventory was up 15.0 percent to 2.3 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

Activity Snapshot

- 2.1% **- 1.0%** **+ 15.5%**

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

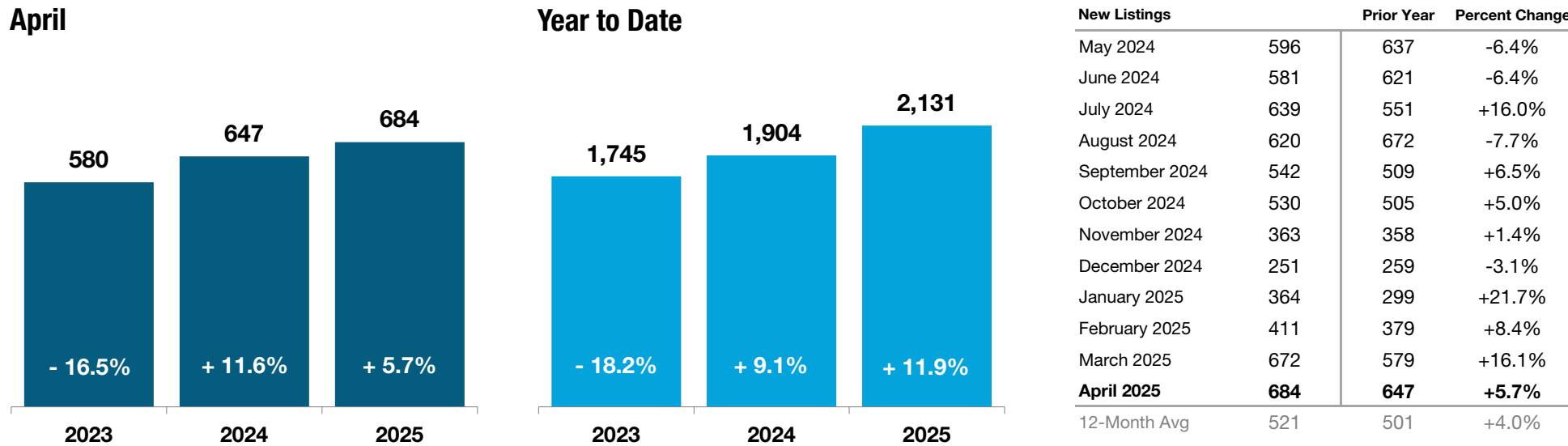
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



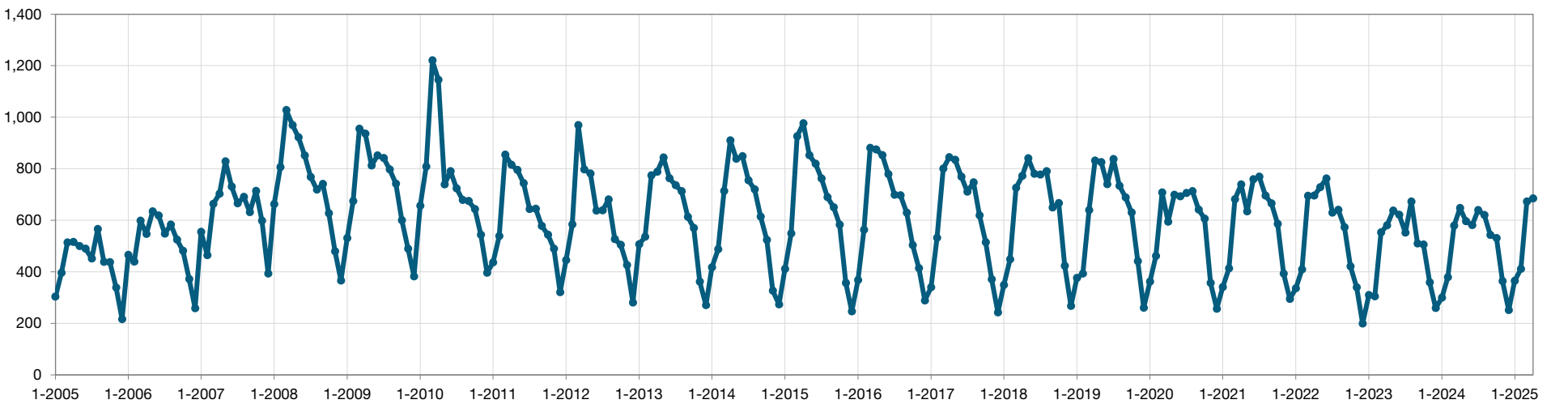
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		647	684	+ 5.7%	1,904	2,131	+ 11.9%
Pending Sales		487	534	+ 9.7%	1,667	1,733	+ 4.0%
Closed Sales		429	420	- 2.1%	1,392	1,338	- 3.9%
Days on Market		45	49	+ 8.9%	55	56	+ 1.8%
Median Sales Price		\$293,000	\$289,950	- 1.0%	\$280,000	\$280,000	0.0%
Avg. Sales Price		\$331,759	\$338,151	+ 1.9%	\$320,234	\$324,038	+ 1.2%
Pct. of Orig. Price Received		98.9%	98.0%	- 0.9%	97.3%	96.9%	- 0.4%
Affordability Index		101	105	+ 4.0%	106	109	+ 2.8%
Homes for Sale		853	985	+ 15.5%	--	--	--
Months Supply		2.0	2.3	+ 15.0%	--	--	--

New Listings

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

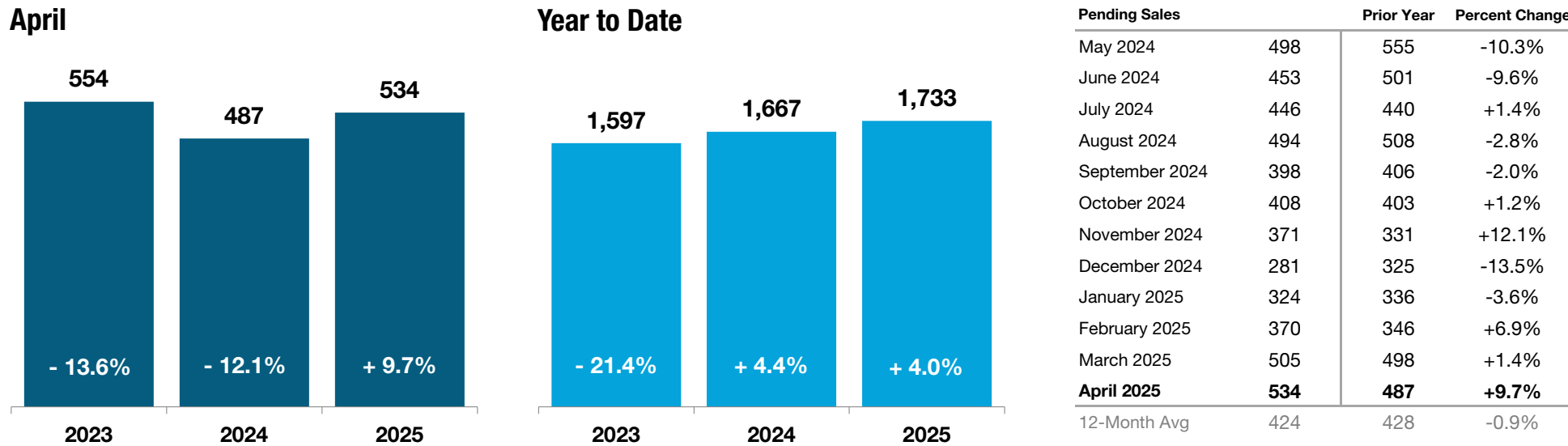


Historical New Listings by Month

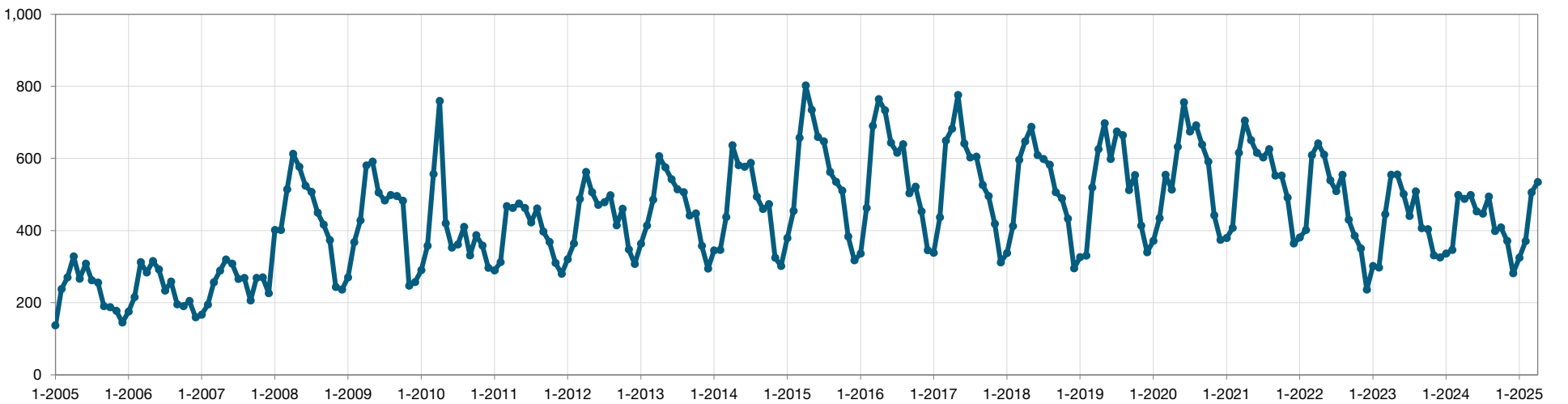


Pending Sales

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



Historical Pending Sales by Month

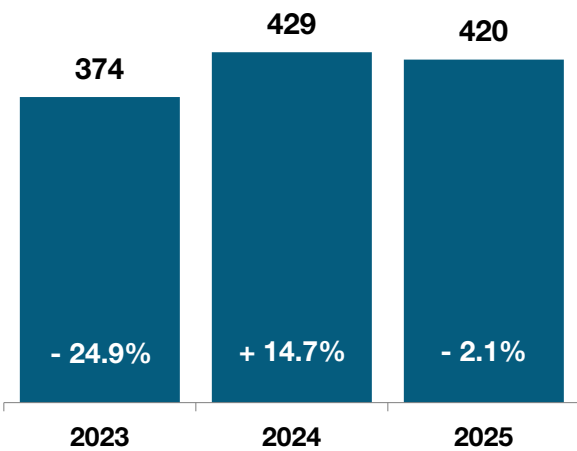


Closed Sales

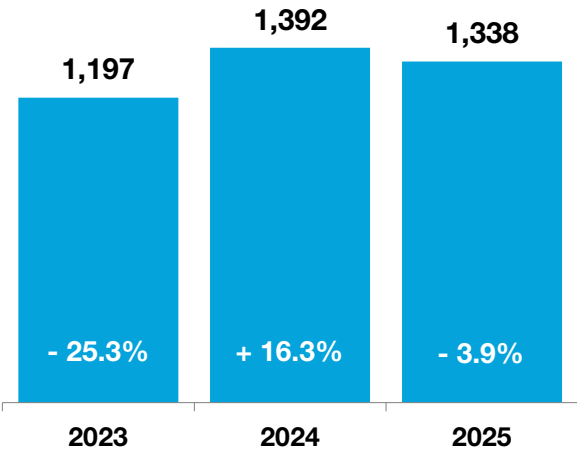
A count of the actual sales that closed in a given month.



April

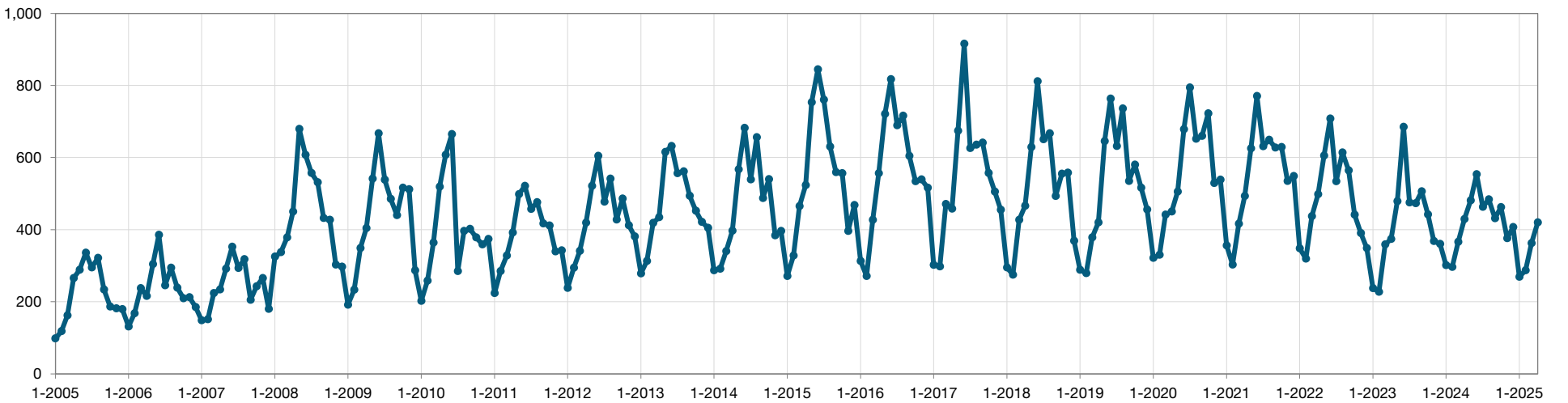


Year to Date



Closed Sales		Prior Year	Percent Change
May 2024	481	479	+0.4%
June 2024	553	685	-19.3%
July 2024	463	475	-2.5%
August 2024	484	473	+2.3%
September 2024	431	506	-14.8%
October 2024	462	442	+4.5%
November 2024	376	368	+2.2%
December 2024	407	360	+13.1%
January 2025	269	301	-10.6%
February 2025	287	296	-3.0%
March 2025	362	366	-1.1%
April 2025	420	429	-2.1%
12-Month Avg	416	432	-3.7%

Historical Closed Sales by Month

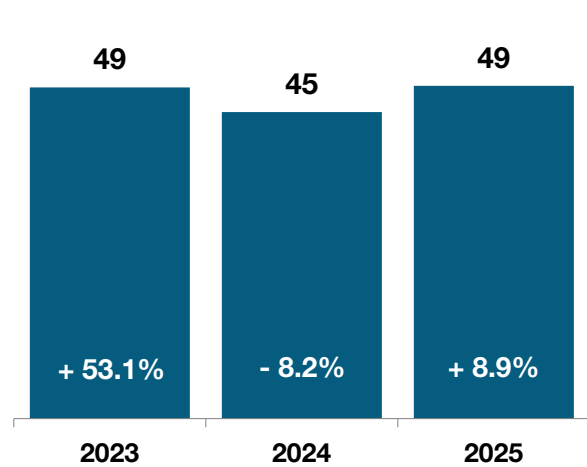


Days on Market Until Sale

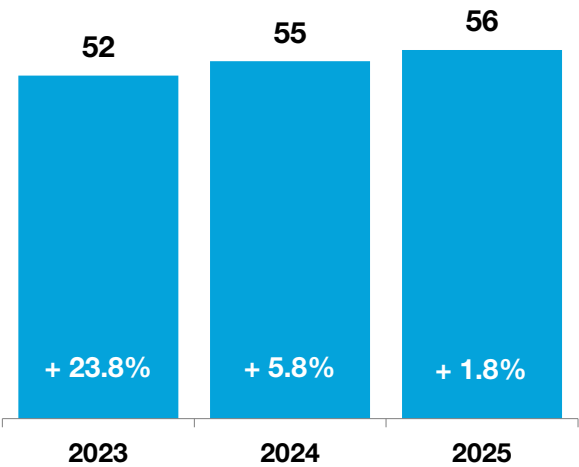
Average number of days between when a property is listed and when an offer is accepted in a given month.



April



Year to Date



Days on Market		Prior Year	Percent Change
May 2024	35	41	-14.6%
June 2024	32	33	-3.0%
July 2024	36	25	+44.0%
August 2024	37	31	+19.4%
September 2024	40	35	+14.3%
October 2024	44	36	+22.2%
November 2024	45	43	+4.7%
December 2024	46	52	-11.5%
January 2025	60	57	+5.3%
February 2025	59	61	-3.3%
March 2025	61	59	+3.4%
April 2025	49	45	+8.9%
12-Month Avg	45	43	+4.7%

Historical Days on Market Until Sale by Month

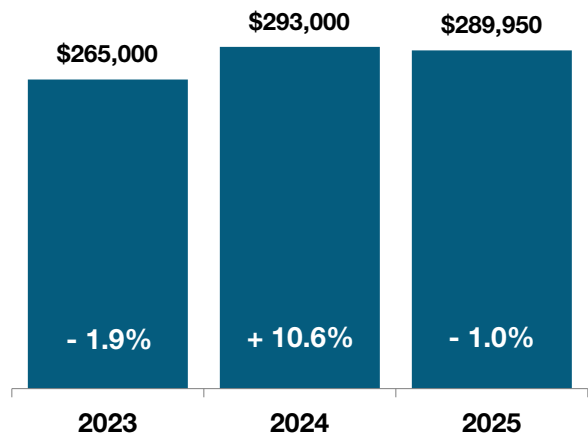


Median Sales Price

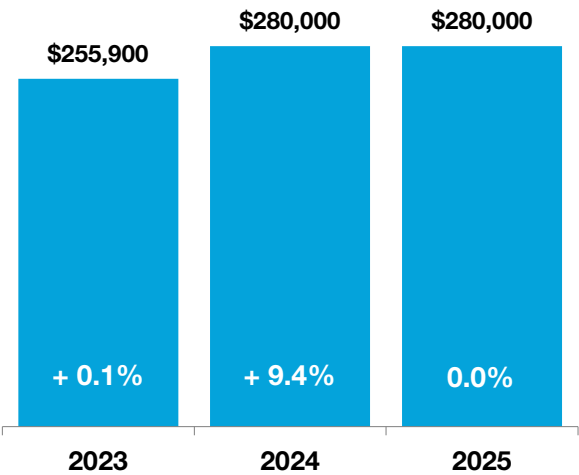
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



Median Sales Price	Prior Year	Percent Change
May 2024	\$293,500	\$281,450 +4.3%
June 2024	\$302,000	\$285,000 +6.0%
July 2024	\$310,000	\$275,000 +12.7%
August 2024	\$289,000	\$279,000 +3.6%
September 2024	\$280,000	\$256,750 +9.1%
October 2024	\$289,900	\$270,250 +7.3%
November 2024	\$285,000	\$264,950 +7.6%
December 2024	\$265,850	\$258,500 +2.8%
January 2025	\$260,000	\$263,000 -1.1%
February 2025	\$287,000	\$275,000 +4.4%
March 2025	\$275,000	\$294,000 -6.5%
April 2025	\$289,950	\$293,000 -1.0%
12-Month Avg	\$285,600	\$274,658 +4.0%

Historical Median Sales Price by Month

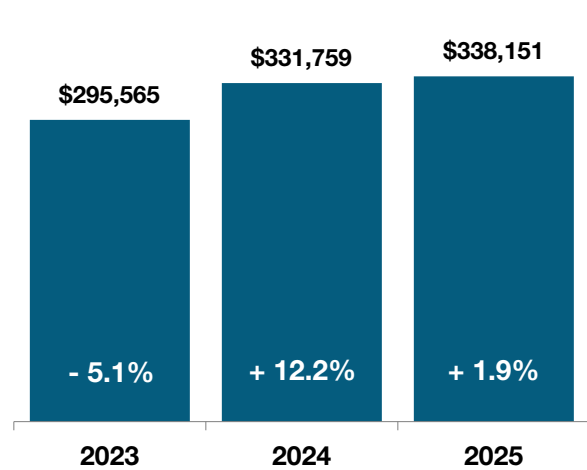


Average Sales Price

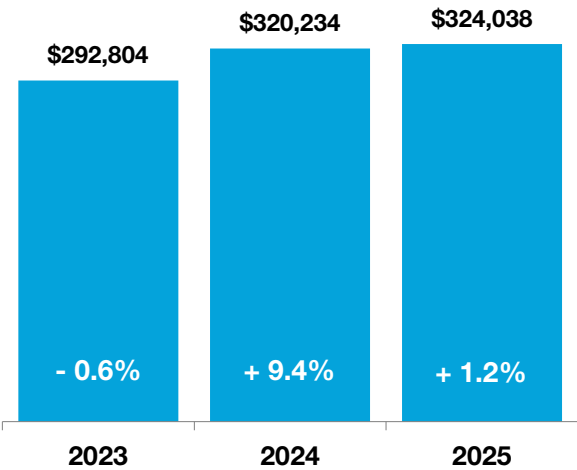
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



Avg. Sales Price		Prior Year	Percent Change
May 2024	\$331,494	\$327,603	+1.2%
June 2024	\$339,557	\$325,424	+4.3%
July 2024	\$342,186	\$307,989	+11.1%
August 2024	\$343,808	\$322,754	+6.5%
September 2024	\$320,371	\$295,798	+8.3%
October 2024	\$328,916	\$317,495	+3.6%
November 2024	\$323,404	\$310,014	+4.3%
December 2024	\$315,458	\$287,756	+9.6%
January 2025	\$320,292	\$295,404	+8.4%
February 2025	\$322,767	\$310,050	+4.1%
March 2025	\$311,454	\$335,382	-7.1%
April 2025	\$338,151	\$331,759	+1.9%
12-Month Avg	\$328,155	\$313,952	+4.5%

Historical Average Sales Price by Month

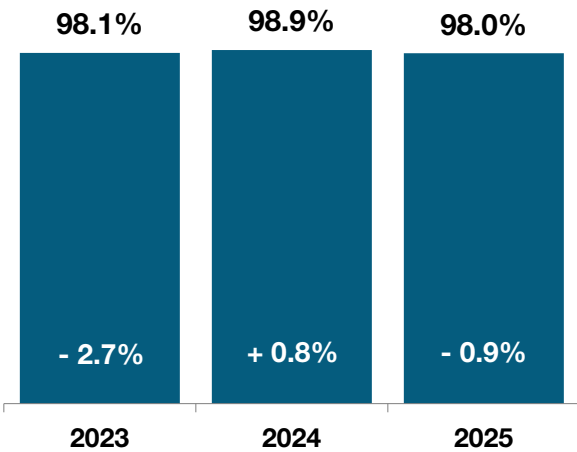


Percent of Original List Price Received

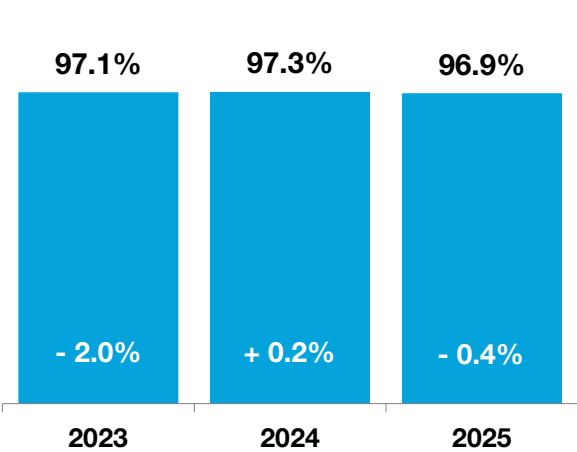
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

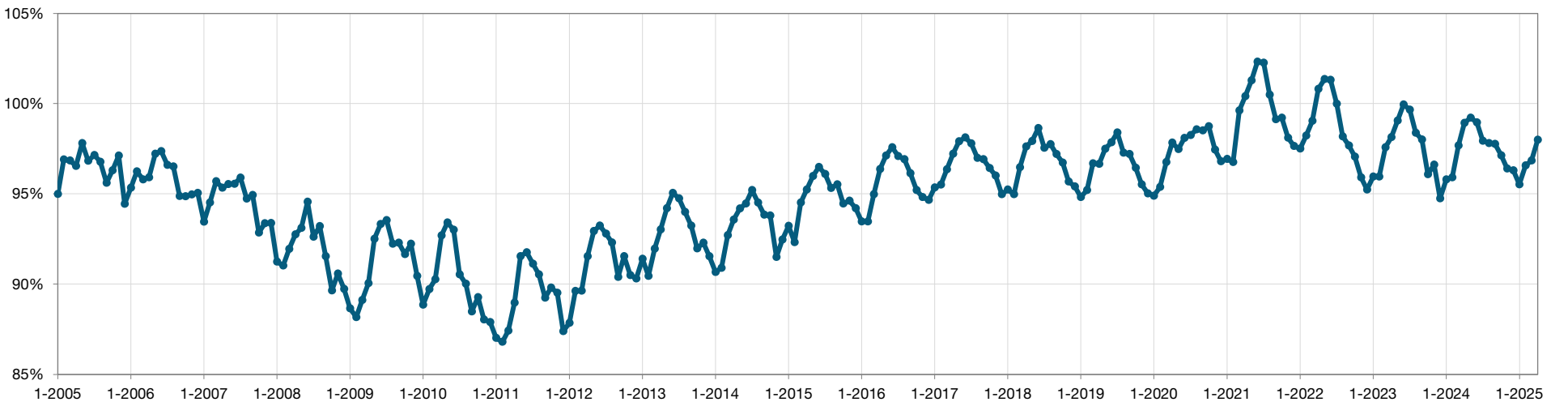


Year to Date



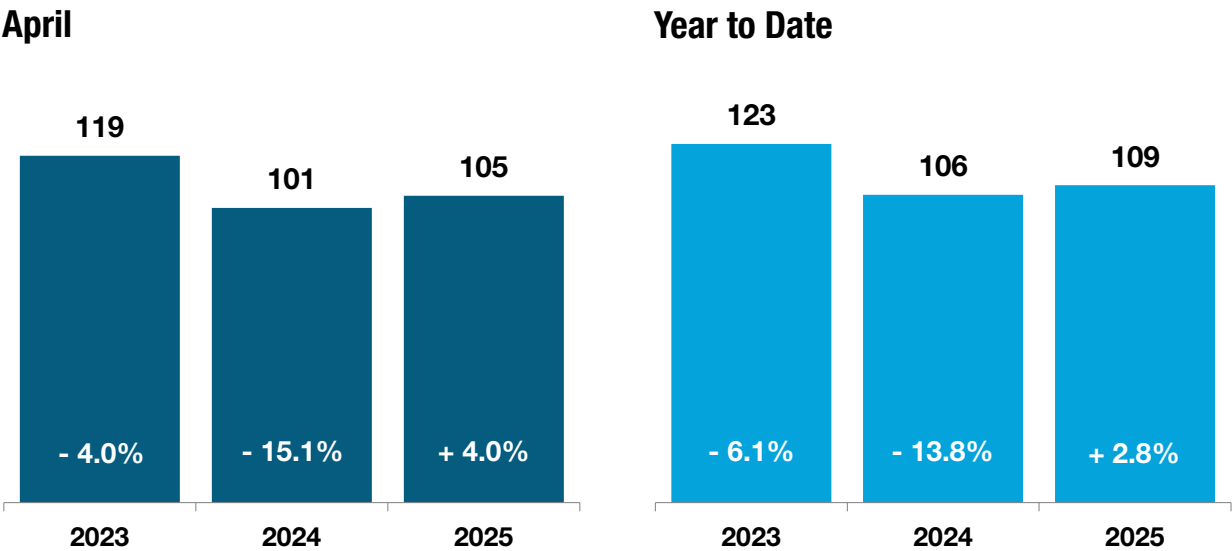
Pct. of Orig. Price Received	Prior Year	Percent Change
May 2024	99.2%	99.1% +0.1%
June 2024	99.0%	99.9% -0.9%
July 2024	97.9%	99.7% -1.8%
August 2024	97.8%	98.4% -0.6%
September 2024	97.8%	98.0% -0.2%
October 2024	97.1%	96.1% +1.0%
November 2024	96.4%	96.6% -0.2%
December 2024	96.3%	94.7% +1.7%
January 2025	95.5%	95.8% -0.3%
February 2025	96.6%	95.9% +0.7%
March 2025	96.8%	97.7% -0.9%
April 2025	98.0%	98.9% -0.9%
12-Month Avg	97.4%	97.6% -0.2%

Historical Percent of Original List Price Received by Month



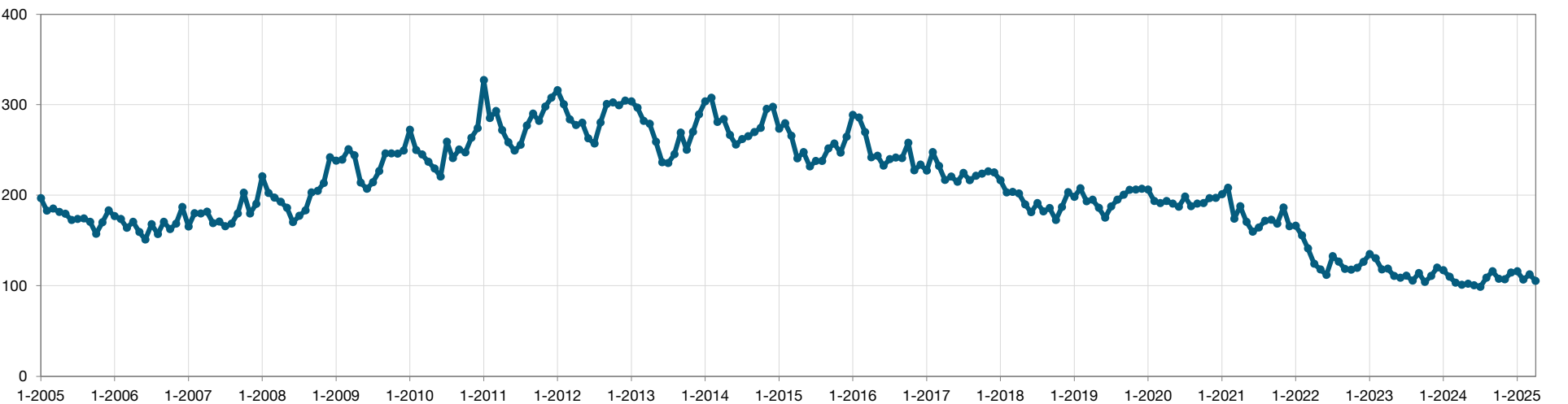
Housing Affordability Index

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.



Affordability Index		Prior Year	Percent Change
May 2024	102	111	-8.1%
June 2024	101	109	-7.3%
July 2024	99	111	-10.8%
August 2024	109	106	+2.8%
September 2024	116	114	+1.8%
October 2024	108	104	+3.8%
November 2024	107	111	-3.6%
December 2024	114	120	-5.0%
January 2025	116	117	-0.9%
February 2025	107	110	-2.7%
March 2025	112	103	+8.7%
April 2025	105	101	+4.0%
12-Month Avg	108	110	-1.8%

Historical Housing Affordability Index by Month

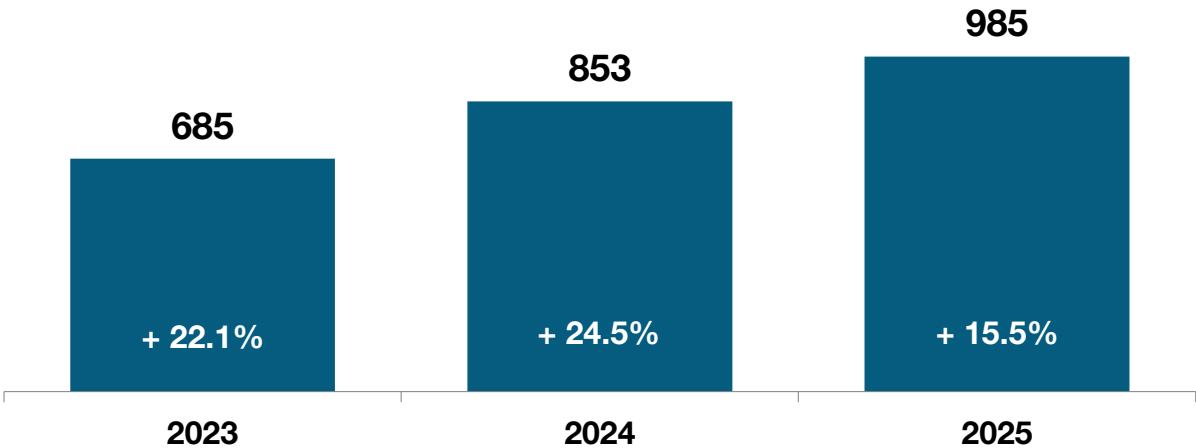


Inventory of Homes for Sale

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



April



Homes for Sale		Prior Year	Percent Change
May 2024	888	725	+22.5%
June 2024	950	812	+17.0%
July 2024	1,088	876	+24.2%
August 2024	1,128	985	+14.5%
September 2024	1,182	1,018	+16.1%
October 2024	1,193	1,045	+14.2%
November 2024	1,071	980	+9.3%
December 2024	894	811	+10.2%
January 2025	860	717	+19.9%
February 2025	837	709	+18.1%
March 2025	928	753	+23.2%
April 2025	985	853	+15.5%
12-Month Avg	1,000	857	+16.7%

Historical Inventory of Homes for Sale by Month

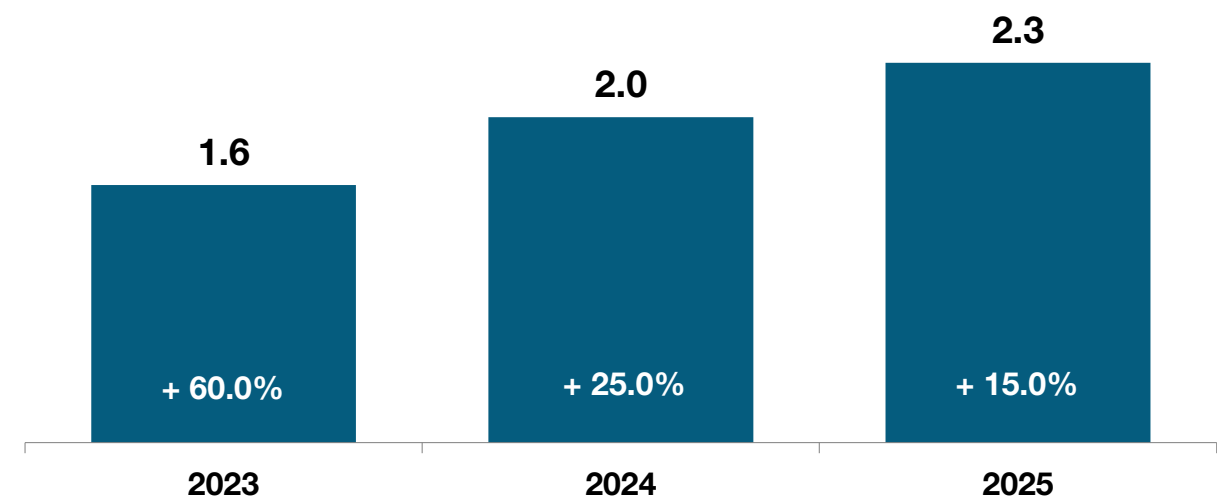


Months Supply of Inventory

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.

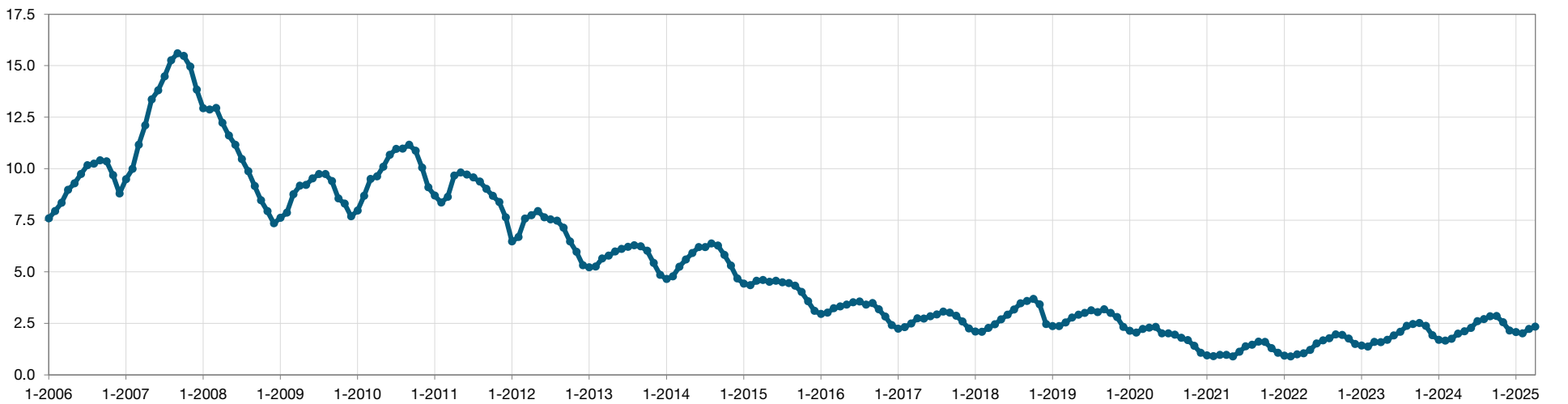


April



Months Supply		Prior Year	Percent Change
May 2024	2.1	1.7	+23.5%
June 2024	2.3	1.9	+21.1%
July 2024	2.6	2.1	+23.8%
August 2024	2.7	2.4	+12.5%
September 2024	2.8	2.5	+12.0%
October 2024	2.9	2.5	+16.0%
November 2024	2.5	2.4	+4.2%
December 2024	2.1	1.9	+10.5%
January 2025	2.1	1.7	+23.5%
February 2025	2.0	1.7	+17.6%
March 2025	2.2	1.7	+29.4%
April 2025	2.3	2.0	+15.0%
12-Month Avg	2.4	2.0	+20.0%

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 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Albert Lea	78	80	+2.6%	55	63	+14.5%	\$135,000	\$181,000	+34.1%	45	52	+15.6%	2.3	2.6	+13.0%
Austin	99	122	+23.2%	88	73	-17.0%	\$179,450	\$170,000	-5.3%	46	57	+23.9%	1.6	2.0	+25.0%
Bloomington	17	7	-58.8%	13	9	-30.8%	\$185,000	\$200,000	+8.1%	5	3	-40.0%	1.6	1.3	-18.8%
Byron	49	73	+49.0%	33	40	+21.2%	\$380,430	\$325,000	-14.6%	32	43	+34.4%	3.3	4.2	+27.3%
Caledonia	9	17	+88.9%	9	18	+100.0%	\$177,000	\$194,000	+9.6%	2	10	+400.0%	0.6	3.2	+433.3%
Chatfield	16	17	+6.3%	9	10	+11.1%	\$215,000	\$280,000	+30.2%	12	14	+16.7%	3.2	3.9	+21.9%
Dodge Center	17	7	-58.8%	9	6	-33.3%	\$260,000	\$212,500	-18.3%	6	4	-33.3%	1.5	1.4	-6.7%
Grand Meadow	3	5	+66.7%	1	4	+300.0%	\$150,000	\$201,250	+34.2%	4	3	-25.0%	1.6	2.2	+37.5%
Hayfield	6	10	+66.7%	9	9	0.0%	\$264,900	\$298,250	+12.6%	2	4	+100.0%	1.0	1.9	+90.0%
Kasson	43	28	-34.9%	30	34	+13.3%	\$316,250	\$325,500	+2.9%	22	11	-50.0%	2.2	1.2	-45.5%
La Crescent	35	16	-54.3%	11	13	+18.2%	\$325,000	\$305,000	-6.2%	11	3	-72.7%	2.6	0.7	-73.1%
Lake City	22	43	+95.5%	23	24	+4.3%	\$287,900	\$309,950	+7.7%	12	33	+175.0%	2.4	4.2	+75.0%
Oronoco	7	8	+14.3%	3	4	+33.3%	\$499,900	\$487,450	-2.5%	5	4	-20.0%	2.5	1.6	-36.0%
Owatonna	102	124	+21.6%	88	90	+2.3%	\$276,250	\$280,500	+1.5%	41	49	+19.5%	1.7	1.7	0.0%
Preston	9	8	-11.1%	7	4	-42.9%	\$180,000	\$134,500	-25.3%	5	5	0.0%	2.3	2.1	-8.7%
Pine Island	19	23	+21.1%	19	14	-26.3%	\$355,000	\$315,000	-11.3%	7	19	+171.4%	1.6	4.9	+206.3%
Plainview	7	13	+85.7%	10	9	-10.0%	\$257,400	\$239,900	-6.8%	5	4	-20.0%	1.3	1.3	0.0%
Rochester	755	861	+14.0%	494	453	-8.3%	\$320,000	\$335,000	+4.7%	259	333	+28.6%	1.8	2.3	+27.8%
Spring Valley	10	28	+180.0%	3	13	+333.3%	\$250,000	\$289,900	+16.0%	5	12	+140.0%	1.6	2.0	+25.0%
Saint Charles	16	19	+18.8%	10	9	-10.0%	\$292,500	\$260,000	-11.1%	7	13	+85.7%	2.0	4.2	+110.0%
Stewartville	38	34	-10.5%	33	17	-48.5%	\$299,900	\$290,200	-3.2%	20	18	-10.0%	2.5	2.5	0.0%
Wabasha	18	16	-11.1%	17	14	-17.6%	\$267,900	\$289,000	+7.9%	9	7	-22.2%	2.5	1.8	-28.0%
Waseca	44	43	-2.3%	33	42	+27.3%	\$230,000	\$220,500	-4.1%	22	15	-31.8%	2.0	1.2	-40.0%
Winona	73	83	+13.7%	63	69	+9.5%	\$220,000	\$211,000	-4.1%	27	24	-11.1%	1.2	1.1	-8.3%
Zumbrota	25	27	+8.0%	25	22	-12.0%	\$315,000	\$296,950	-5.7%	12	9	-25.0%	2.1	1.5	-28.6%