Monthly Indicators

SEMR SOUTHEAST MINNESOTA REALTORS

October 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 climbed 1.5% month-over-month and 4.1% year-over-year, reaching a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). The increase was partly driven by falling mortgage rates, which recently hit their lowest level in more than a year. Regionally, monthly sales advanced in the Northeast, South, and West, while the Midwest experienced a slight decline.

New Listings in Southeast Minnesota were up 12.6 percent to 597. Pending Sales increased 2.5 percent to 418. Inventory grew 8.3 percent to 1,293 units.

Prices were stable as the Median Sales Price remained flat at $290,000. Days on Market increased 6.8 percent to 47 days. Months Supply of Inventory was up 3.4 percent to 3.0 months.

Housing inventory edged up 1.3% from the previous month to 1.55 million units, 14.0% higher than the same period last year. This represents a 4.6-month supply at the current sales pace, according to NAR. The median existing-home price grew 2.1% year-over-year to $415,200, continuing the trend of annual price gains. The Midwest saw the largest year-over-year increase in median sales price, followed by the Northeast and South, while prices remained mostly flat in the West.

Activity Snapshot

+ 5.0%	+ 0.0%	+ 8.3%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

Activity Overview

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

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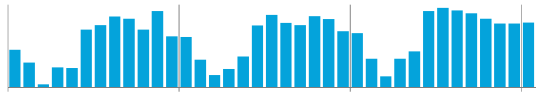
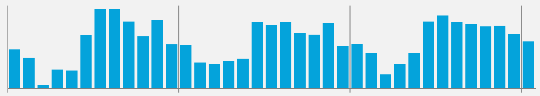
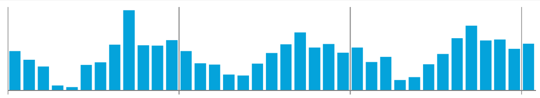
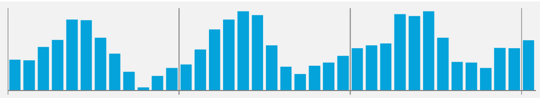
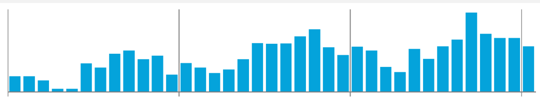
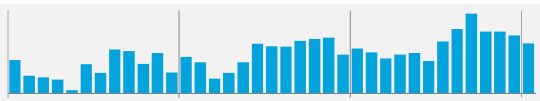
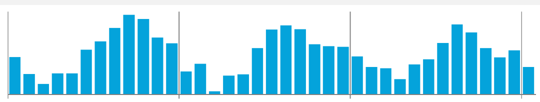
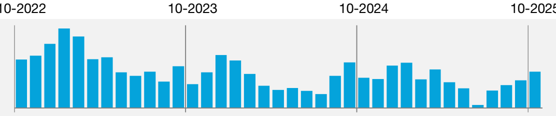
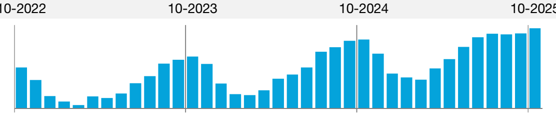
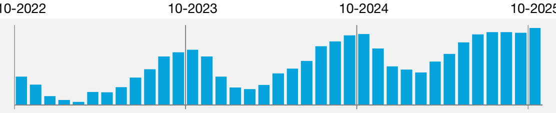
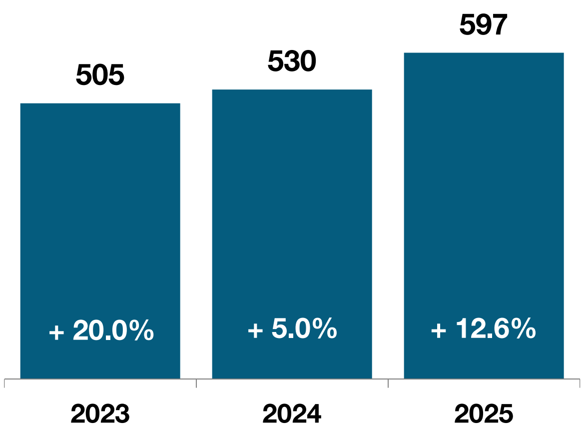
Key Metrics	Historical Sparkbars	10-2024	10-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings	 10-2022 10-2023 10-2024 10-2025	530	**597**	+ 12.6%	5,412	**5,874**	+ 8.5%
Pending Sales	 10-2022 10-2023 10-2024 10-2025	408	**418**	+ 2.5%	4,364	**4,542**	+ 4.1%
Closed Sales	 10-2022 10-2023 10-2024 10-2025	462	**485**	+ 5.0%	4,266	**4,407**	+ 3.3%
Days on Market	 10-2022 10-2023 10-2024 10-2025	44	**47**	+ 6.8%	43	**45**	+ 4.7%
Median Sales Price	 10-2022 10-2023 10-2024 10-2025	$289,900	**$290,000**	+ 0.0%	$290,000	**$299,900**	+ 3.4%
Avg. Sales Price	 10-2022 10-2023 10-2024 10-2025	$328,872	**$335,840**	+ 2.1%	$330,012	**$345,065**	+ 4.6%
Pct. of Orig. Price Received	 10-2022 10-2023 10-2024 10-2025	97.1%	**96.4%**	- 0.7%	97.9%	**97.5%**	- 0.4%
Affordability Index	 10-2022 10-2023 10-2024 10-2025	108	**111**	+ 2.8%	108	**107**	- 0.9%
Homes for Sale	 10-2022 10-2023 10-2024 10-2025	1,194	**1,293**	+ 8.3%	--	**--**	--
Months Supply	 10-2022 10-2023 10-2024 10-2025	2.9	**3.0**	+ 3.4%	--	**--**	--

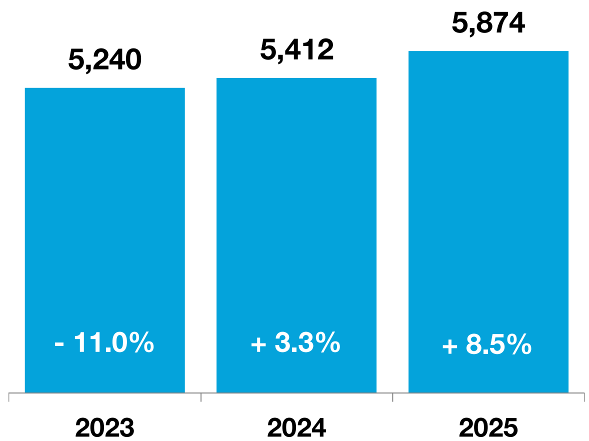
New Listings

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

October

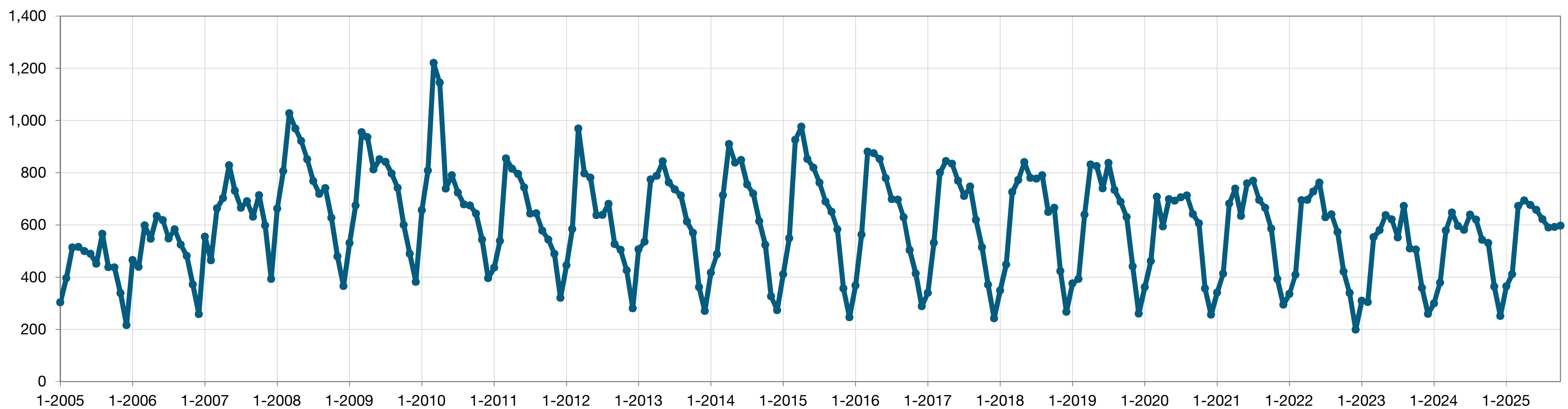


Year to Date



New Listings		Prior Year	Percent Change
November 2024	363	358	+1.4%
December 2024	251	259	-3.1%
January 2025	364	299	+21.7%
February 2025	411	379	+8.4%
March 2025	672	579	+16.1%
April 2025	693	647	+7.1%
May 2025	676	596	+13.4%
June 2025	657	581	+13.1%
July 2025	622	639	-2.7%
August 2025	590	620	-4.8%
September 2025	592	542	+9.2%
October 2025	**597**	**530**	**+12.6%**
12-Month Avg	541	502	+7.8%

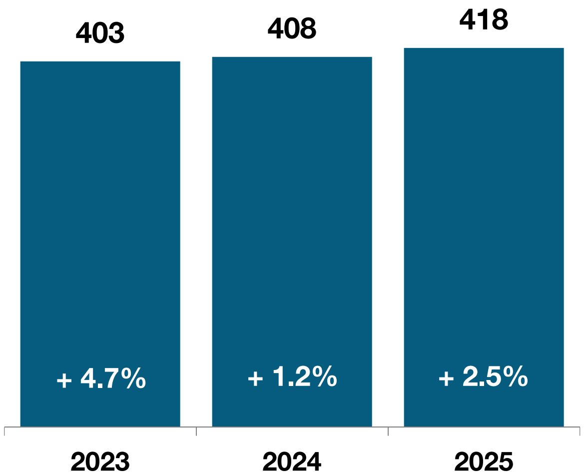
Historical New Listings by Month



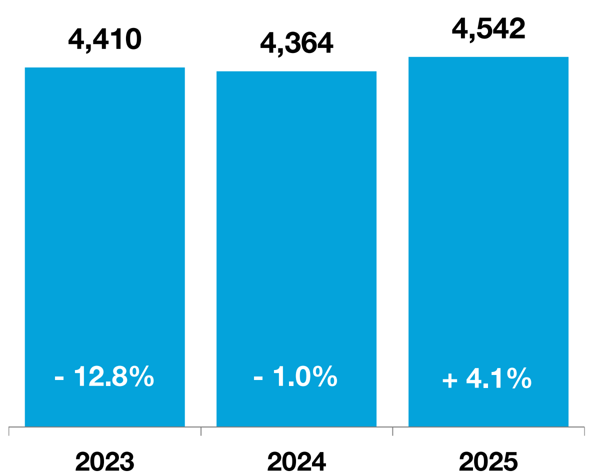
Pending Sales

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

October

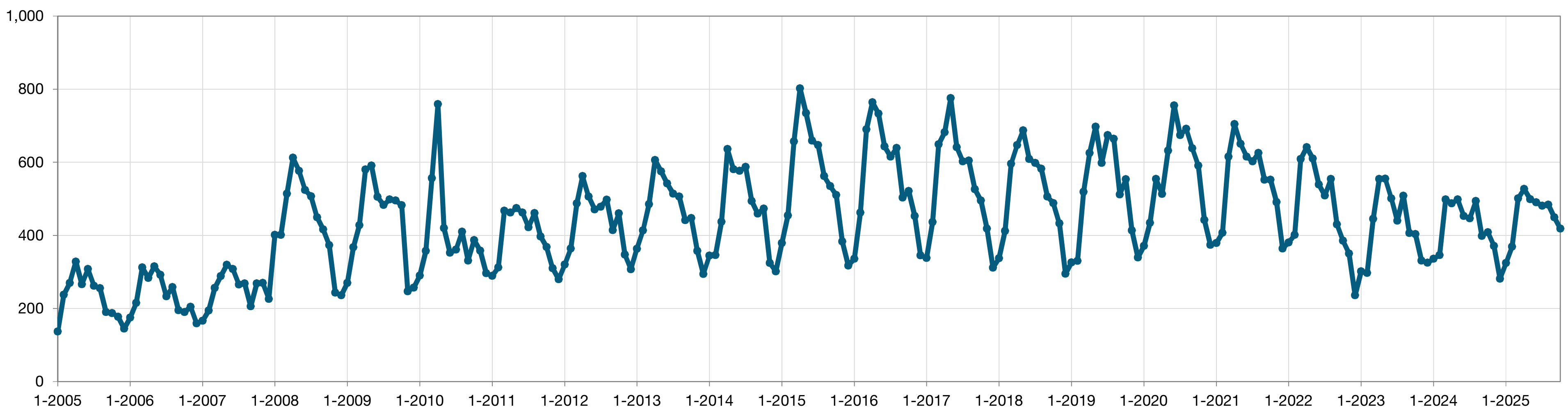


Year to Date



Pending Sales		Prior Year	Percent Change
November 2024	371	331	+12.1%
December 2024	281	325	-13.5%
January 2025	324	336	-3.6%
February 2025	369	346	+6.6%
March 2025	501	498	+0.6%
April 2025	527	487	+8.2%
May 2025	499	498	+0.2%
June 2025	490	453	+8.2%
July 2025	481	446	+7.8%
August 2025	484	494	-2.0%
September 2025	449	398	+12.8%
October 2025	**418**	**408**	**+2.5%**
12-Month Avg	433	418	+3.6%

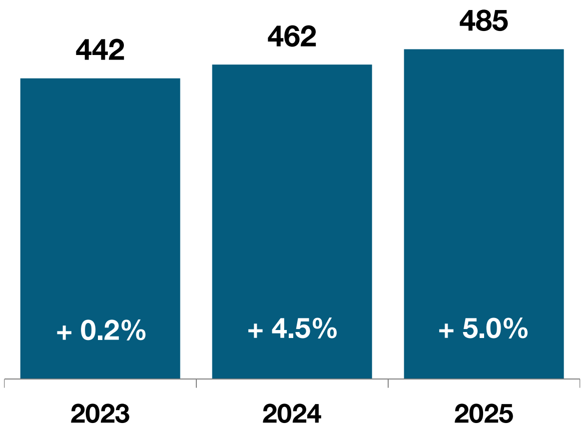
Historical Pending Sales by Month



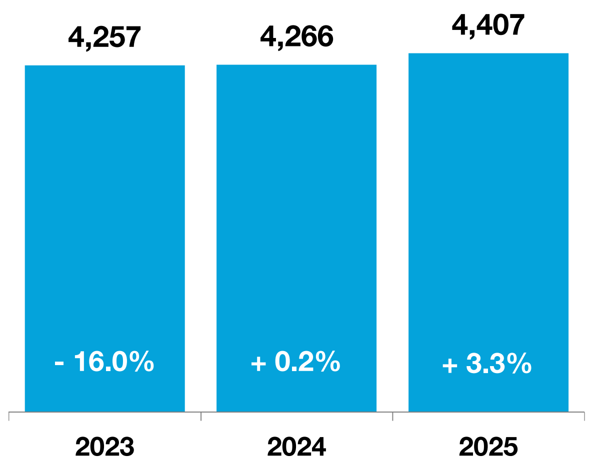
Closed Sales

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

October

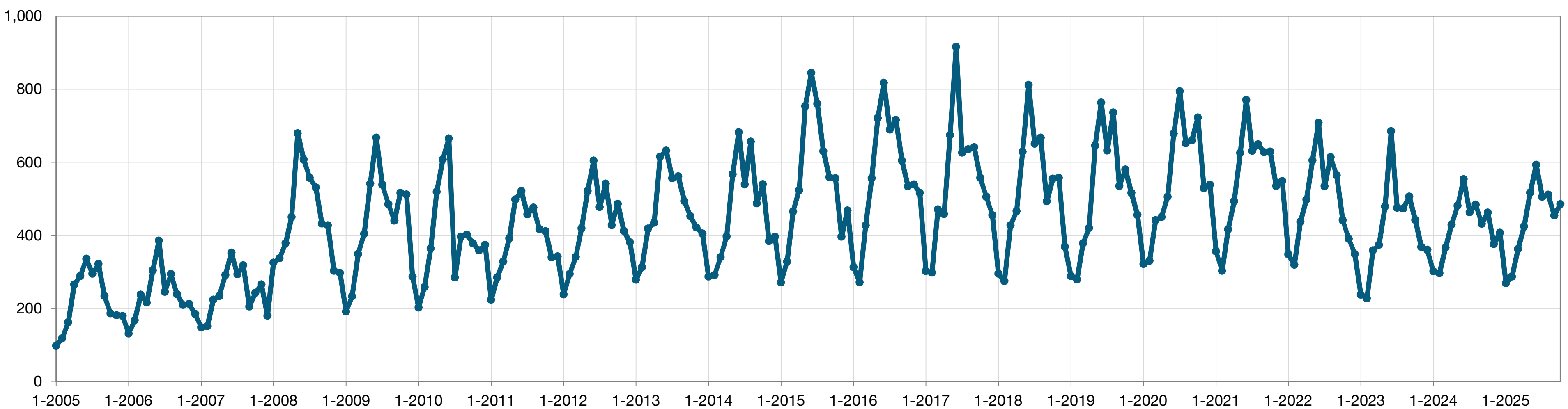


Year to Date



Closed Sales		Prior Year	Percent Change
November 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	424	429	-1.2%
May 2025	517	481	+7.5%
June 2025	593	553	+7.2%
July 2025	505	463	+9.1%
August 2025	511	484	+5.6%
September 2025	454	431	+5.3%
October 2025	**485**	**462**	**+5.0%**
12-Month Avg	433	416	+4.1%

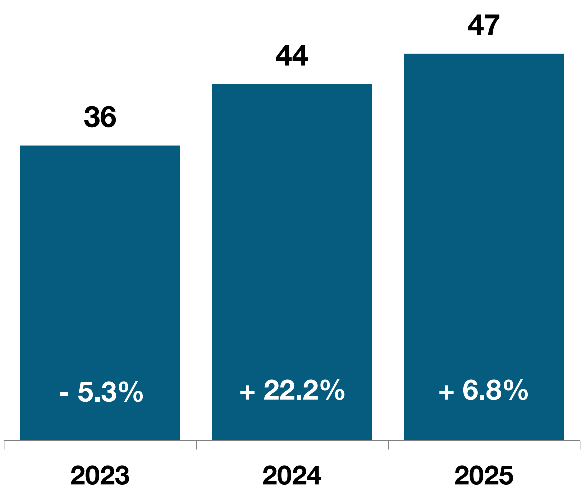
Historical Closed Sales by Month



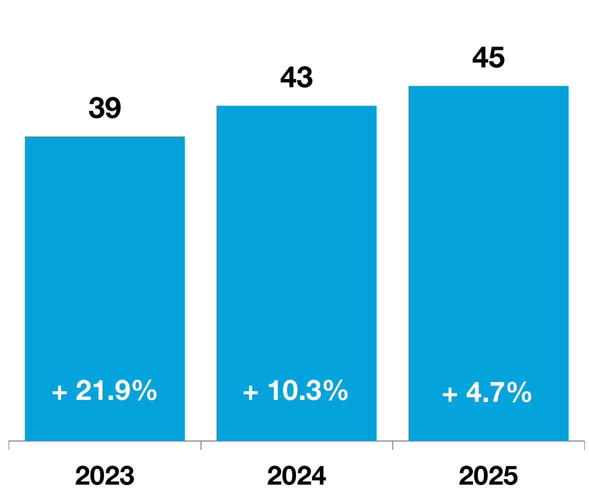
Days on Market Until Sale

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

October



Year to Date



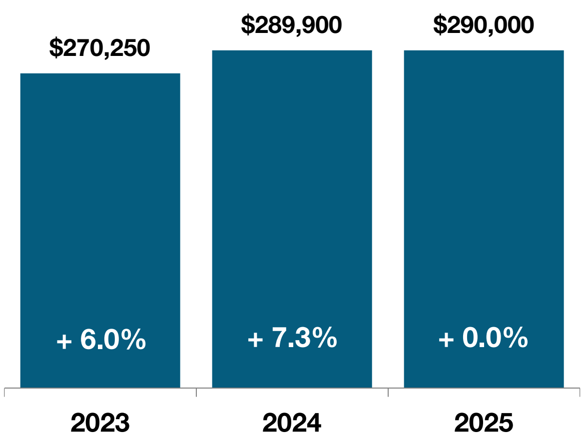
Days on Market		Prior Year	Percent Change
November 2024	45	43	+4.7%
December 2024	46	52	-11.5%
January 2025	60	57	+5.3%
February 2025	59	61	-3.3%
March 2025	61	59	+3.4%
April 2025	49	45	+8.9%
May 2025	37	35	+5.7%
June 2025	37	32	+15.6%
July 2025	35	36	-2.8%
August 2025	44	37	+18.9%
September 2025	44	40	+10.0%
October 2025	**47**	**44**	**+6.8%**
12-Month Avg	47	45	+4.4%

Historical Days on Market Until Sale by Month

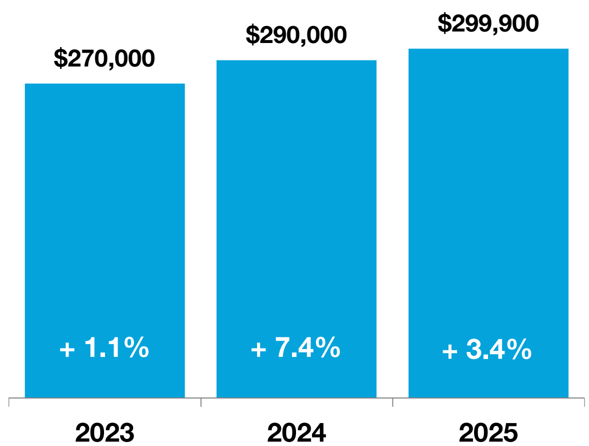
Median Sales Price

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

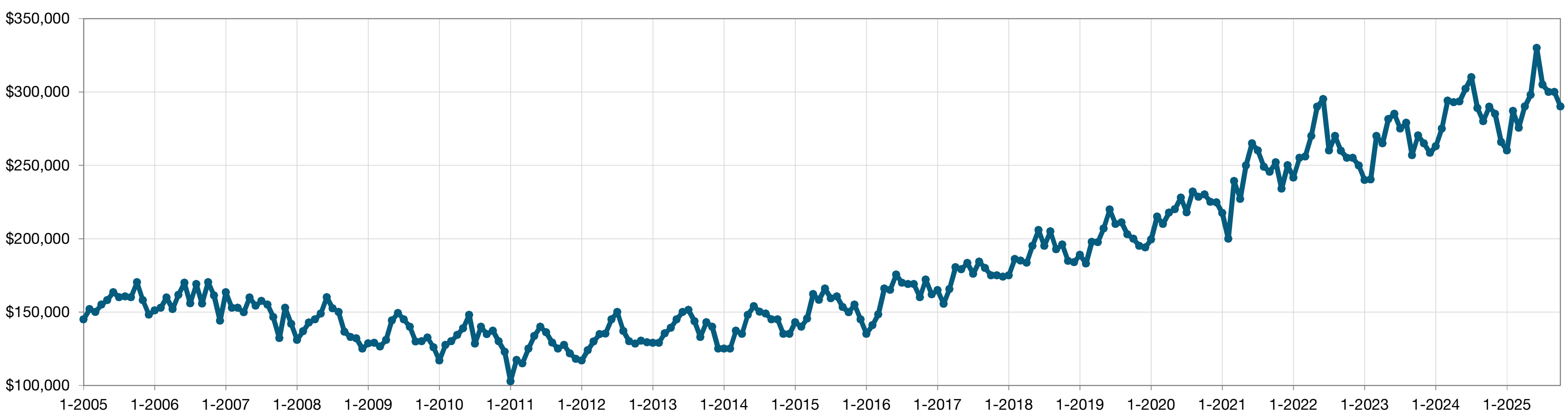


Year to Date



Median Sales Price		Prior Year	Percent Change
November 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	$275,450	$294,000	-6.3%
April 2025	$290,000	$293,000	-1.0%
May 2025	$298,000	$293,500	+1.5%
June 2025	$330,000	$302,000	+9.3%
July 2025	$305,000	$310,000	-1.6%
August 2025	$300,000	$289,000	+3.8%
September 2025	$299,950	$280,000	+7.1%
October 2025	**$290,000**	**$289,900**	**+0.0%**
12-Month Avg	$290,521	$284,404	+2.2%

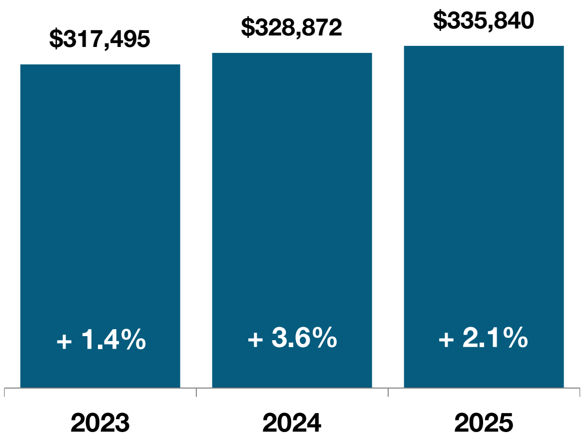
Historical Median Sales Price by Month



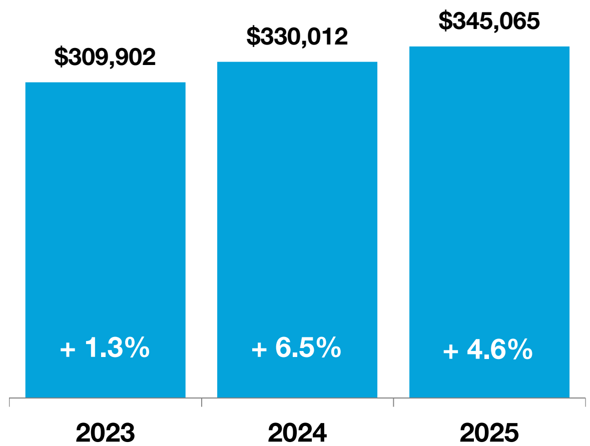
Average Sales Price

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 2024	$323,404	$310,014	+4.3%
December 2024	$315,458	$287,756	+9.6%
January 2025	$320,526	$295,404	+8.5%
February 2025	$322,767	$310,050	+4.1%
March 2025	$311,703	$335,382	-7.1%
April 2025	$338,716	$331,759	+2.1%
May 2025	$355,671	$331,494	+7.3%
June 2025	$376,972	$339,557	+11.0%
July 2025	$352,046	$342,186	+2.9%
August 2025	$352,071	$343,808	+2.4%
September 2025	$346,682	$320,371	+8.2%
October 2025	**$335,840**	**$328,872**	**+2.1%**
12-Month Avg	$337,655	$323,054	+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.

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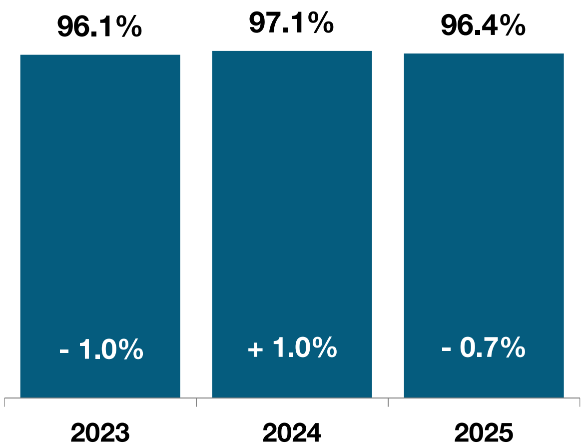
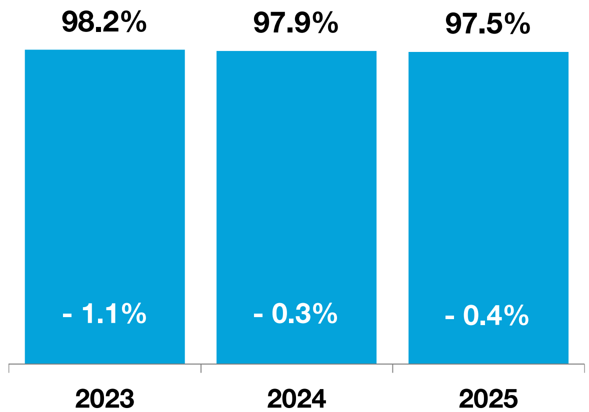
October

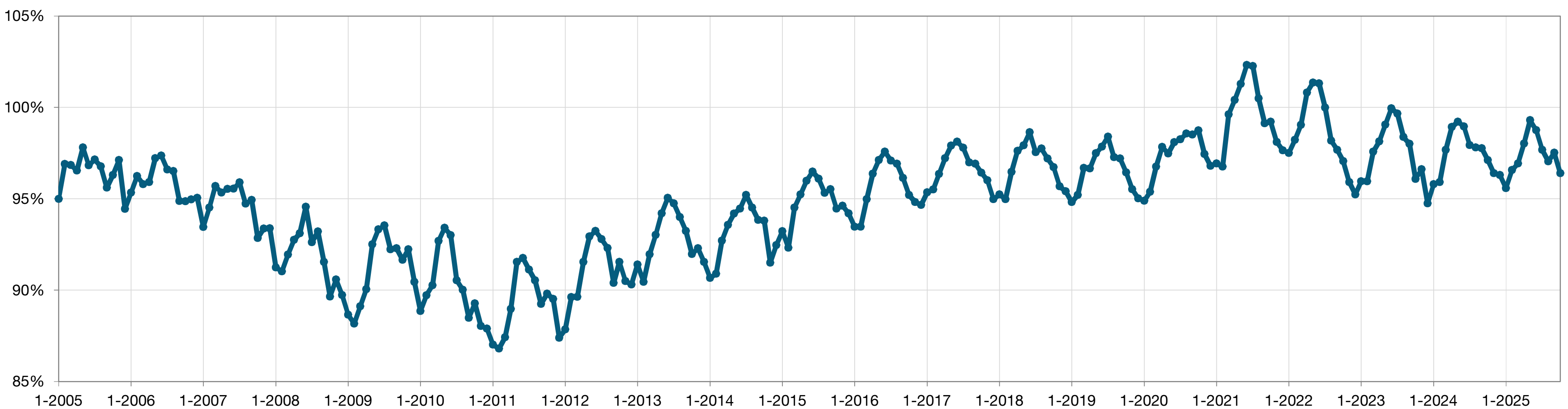


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
November 2024	96.4%	96.6%	-0.2%
December 2024	96.3%	94.7%	+1.7%
January 2025	95.6%	95.8%	-0.2%
February 2025	96.6%	95.9%	+0.7%
March 2025	96.9%	97.7%	-0.8%
April 2025	98.0%	98.9%	-0.9%
May 2025	99.3%	99.2%	+0.1%
June 2025	98.7%	99.0%	-0.3%
July 2025	97.7%	97.9%	-0.2%
August 2025	97.0%	97.8%	-0.8%
September 2025	97.5%	97.8%	-0.3%
October 2025	**96.4%**	**97.1%**	**-0.7%**
12-Month Avg	97.2%	97.4%	-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.

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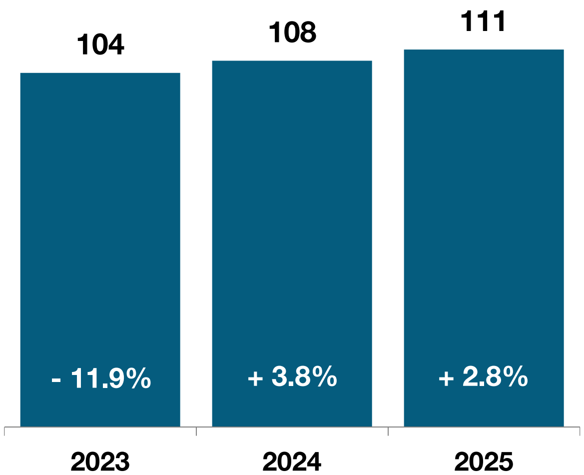
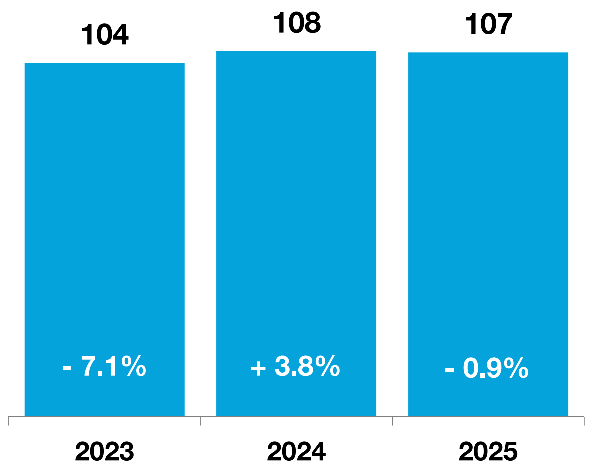
October

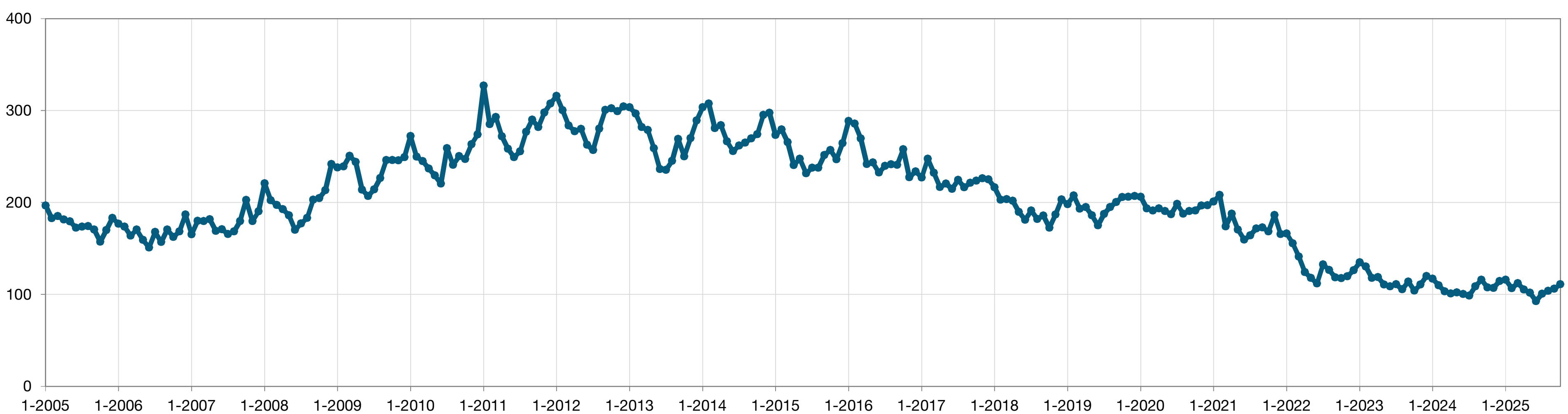


Year to Date



Affordability Index		Prior Year	Percent Change
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%
May 2025	102	102	0.0%
June 2025	93	101	-7.9%
July 2025	101	99	+2.0%
August 2025	104	109	-4.6%
September 2025	106	116	-8.6%
October 2025	**111**	**108**	**+2.8%**
12-Month Avg	106	108	-1.9%

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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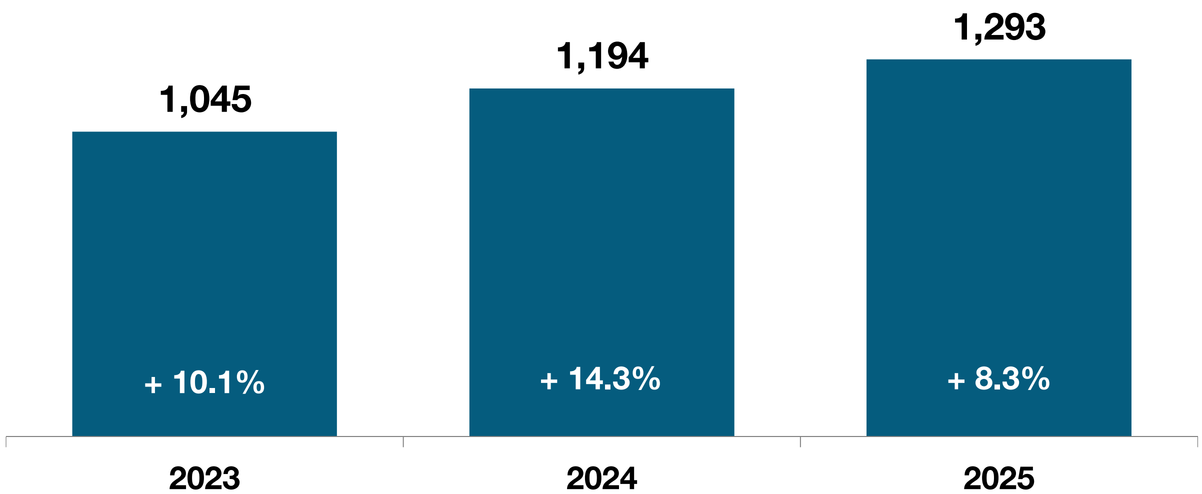
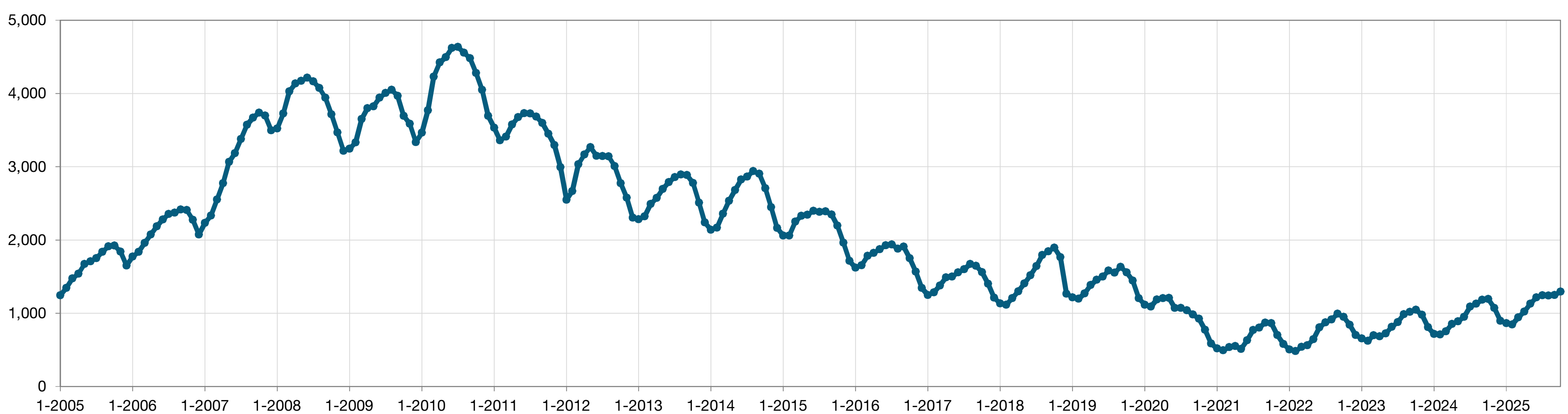
October



Homes for Sale		Prior Year	Percent Change
November 2024	1,072	980	+9.4%
December 2024	896	811	+10.5%
January 2025	865	717	+20.6%
February 2025	845	709	+19.2%
March 2025	943	753	+25.2%
April 2025	1,022	853	+19.8%
May 2025	1,129	888	+27.1%
June 2025	1,214	950	+27.8%
July 2025	1,243	1,088	+14.2%
August 2025	1,240	1,128	+9.9%
September 2025	1,247	1,183	+5.4%
October 2025	**1,293**	**1,194**	**+8.3%**
12-Month Avg	1,084	938	+15.6%

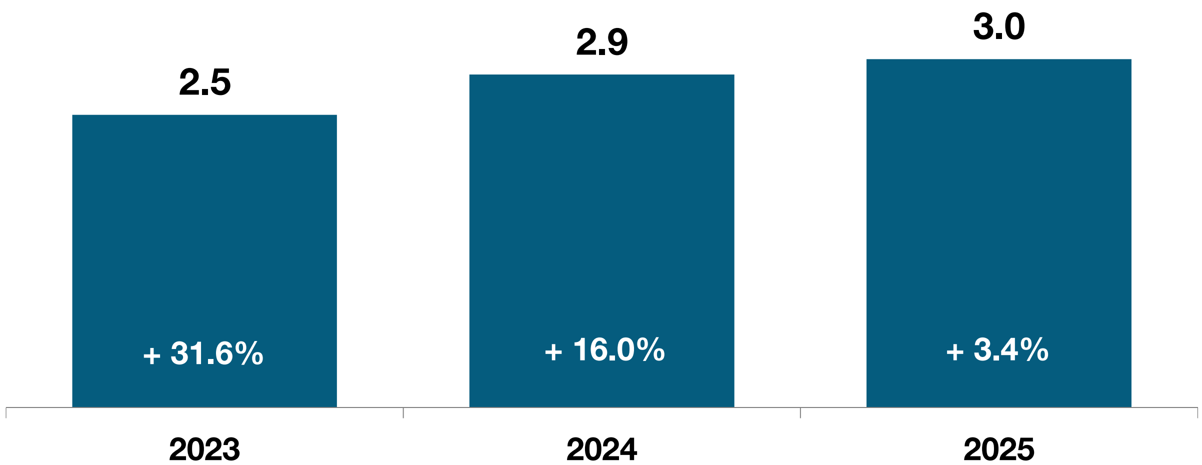
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

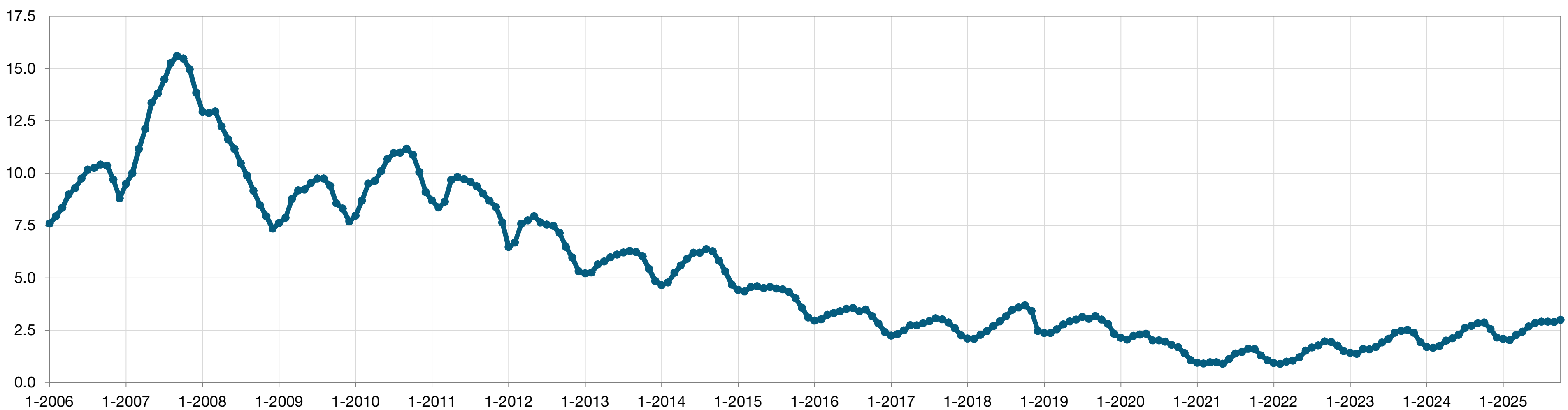
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Months Supply		Prior Year	Percent Change
November 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	2.4	2.0	+20.0%
May 2025	2.7	2.1	+28.6%
June 2025	2.9	2.3	+26.1%
July 2025	2.9	2.6	+11.5%
August 2025	2.9	2.7	+7.4%
September 2025	2.9	2.8	+3.6%
October 2025	**3.0**	**2.9**	**+3.4%**
12-Month Avg	2.6	2.2	+18.2%

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.

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	New Listings			Closed Sales			Median Sales Price			Homes for Sale			Months Supply		
	YTD 2024	YTD 2025	+ / –	YTD 2024	YTD 2025	+ / –	YTD 2024	YTD 2025	+ / –	10-2024	10-2025	+ / –	10-2024	10-2025	+ / –
Albert Lea	253	275	**+8.7%**	185	211	**+14.1%**	$155,000	$190,000	**+22.6%**	62	72	**+16.1%**	3.2	3.4	**+6.3%**
Austin	341	388	**+13.8%**	274	295	**+7.7%**	$180,000	$195,000	**+8.3%**	74	87	**+17.6%**	2.6	3.0	**+15.4%**
Blooming Prairie	33	39	**+18.2%**	31	26	**-16.1%**	$205,000	$230,500	**+12.4%**	4	8	**+100.0%**	1.5	2.7	**+80.0%**
Byron	147	168	**+14.3%**	92	122	**+32.6%**	$377,500	$365,000	**-3.3%**	46	45	**-2.2%**	5.2	4.0	**-23.1%**
Caledonia	31	40	**+29.0%**	25	36	**+44.0%**	$219,900	$203,000	**-7.7%**	8	12	**+50.0%**	2.7	3.8	**+40.7%**
Chatfield	43	51	**+18.6%**	28	39	**+39.3%**	$266,000	$295,000	**+10.9%**	15	13	**-13.3%**	4.5	3.0	**-33.3%**
Dodge Center	44	32	**-27.3%**	34	23	**-32.4%**	$267,500	$240,000	**-10.3%**	8	6	**-25.0%**	2.2	2.4	**+9.1%**
Grand Meadow	12	20	**+66.7%**	5	16	**+220.0%**	$217,000	$226,500	**+4.4%**	4	5	**+25.0%**	2.5	2.8	**+12.0%**
Hayfield	19	26	**+36.8%**	18	24	**+33.3%**	$247,500	$260,000	**+5.1%**	7	3	**-57.1%**	3.5	1.1	**-68.6%**
Kasson	106	108	**+1.9%**	91	80	**-12.1%**	$330,000	$330,000	**0.0%**	22	34	**+54.5%**	2.5	4.1	**+64.0%**
La Crescent	59	44	**-25.4%**	49	41	**-16.3%**	$335,000	$305,000	**-9.0%**	6	3	**-50.0%**	1.3	0.8	**-38.5%**
Lake City	101	120	**+18.8%**	76	85	**+11.8%**	$294,950	$320,000	**+8.5%**	30	35	**+16.7%**	4.4	4.3	**-2.3%**
Oronoco	30	30	**0.0%**	23	15	**-34.8%**	$460,000	$500,000	**+8.7%**	6	8	**+33.3%**	2.0	4.4	**+120.0%**
Owatonna	342	376	**+9.9%**	278	284	**+2.2%**	$280,000	$293,950	**+5.0%**	74	87	**+17.6%**	2.8	3.1	**+10.7%**
Preston	25	29	**+16.0%**	23	27	**+17.4%**	$210,000	$165,000	**-21.4%**	7	6	**-14.3%**	3.0	2.2	**-26.7%**
Pine Island	64	74	**+15.6%**	45	54	**+20.0%**	$379,900	$307,500	**-19.1%**	23	20	**-13.0%**	5.6	3.6	**-35.7%**
Plainview	30	44	**+46.7%**	31	30	**-3.2%**	$252,500	$257,500	**+2.0%**	5	14	**+180.0%**	1.6	4.8	**+200.0%**
Rochester	1,861	2,046	**+9.9%**	1,491	1,539	**+3.2%**	$325,000	$345,500	**+6.3%**	358	360	**+0.6%**	2.5	2.4	**-4.0%**
Spring Valley	70	72	**+2.9%**	37	59	**+59.5%**	$250,000	$257,000	**+2.8%**	21	18	**-14.3%**	4.8	3.2	**-33.3%**
Saint Charles	51	44	**-13.7%**	27	33	**+22.2%**	$305,000	$260,000	**-14.8%**	16	7	**-56.3%**	5.6	2.0	**-64.3%**
Stewartville	111	102	**-8.1%**	81	72	**-11.1%**	$289,400	$288,000	**-0.5%**	30	21	**-30.0%**	3.8	2.7	**-28.9%**
Wabasha	49	63	**+28.6%**	45	47	**+4.4%**	$259,900	$285,000	**+9.7%**	8	23	**+187.5%**	1.9	5.4	**+184.2%**
Waseca	142	117	**-17.6%**	101	106	**+5.0%**	$230,000	$224,000	**-2.6%**	35	18	**-48.6%**	3.3	1.7	**-48.5%**
Winona	238	253	**+6.3%**	208	216	**+3.8%**	$225,000	$230,000	**+2.2%**	36	43	**+19.4%**	1.7	2.1	**+23.5%**
Zumbrota	76	66	**-13.2%**	68	47	**-30.9%**	$303,000	$325,000	**+7.3%**	14	24	**+71.4%**	2.2	4.9	**+122.7%**