

Monthly Indicators



April 2026

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 fell 3.6% month-over-month and 1.0% year-over-year to a seasonally adjusted annual rate of 3.98 million, according to the National Association of REALTORS® (NAR), as tight supply and ongoing affordability challenges constrained activity. Sales declined month-over-month in all four regions. Year-over-year, sales increased in the South and West but fell in the Midwest and Northeast.

New Listings in Southeast Minnesota were up 16.6 percent to 808. Pending Sales increased 19.4 percent to 629. Inventory grew 10.9 percent to 1,135 units.

Prices moved higher as the Median Sales Price was up 5.2 percent to \$305,000. Days on Market decreased 4.1 percent to 47 days. Months Supply of Inventory was up 8.3 percent to 2.6 months.

Nationally, the median existing-home price rose 1.4% from a year earlier to \$408,800, marking the 33rd consecutive month of year-over-year price increases as limited inventory continued to put upward pressure on prices, NAR said. There were 1.36 million homes for sale heading into April, up 2.3% from a year earlier, representing a 4.1-month supply at the current sales pace.

Activity Snapshot

+ 8.0%

+ 5.2%

+ 10.9%

One-Year Change in
Closed Sales

One-Year Change in
Median Sales Price

One-Year Change in
Homes for Sale

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Activity Overview

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



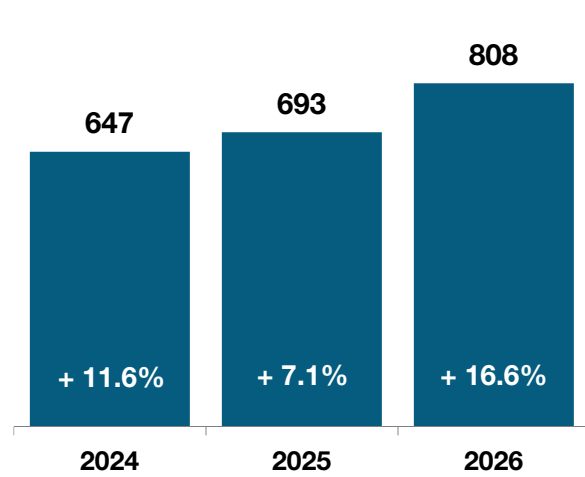
Key Metrics	Historical Sparkbars	4-2025	4-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		693	808	+ 16.6%	2,140	2,291	+ 7.1%
Pending Sales		527	629	+ 19.4%	1,722	1,796	+ 4.3%
Closed Sales		424	458	+ 8.0%	1,343	1,367	+ 1.8%
Days on Market		49	47	- 4.1%	56	60	+ 7.1%
Median Sales Price		\$290,000	\$305,000	+ 5.2%	\$280,000	\$292,250	+ 4.4%
Avg. Sales Price		\$338,716	\$337,903	- 0.2%	\$324,372	\$329,959	+ 1.7%
Pct. of Orig. Price Received		98.0%	97.9%	- 0.1%	96.9%	96.8%	- 0.1%
Affordability Index		105	105	0.0%	109	110	+ 0.9%
Homes for Sale		1,023	1,135	+ 10.9%	--	--	--
Months Supply		2.4	2.6	+ 8.3%	--	--	--

New Listings

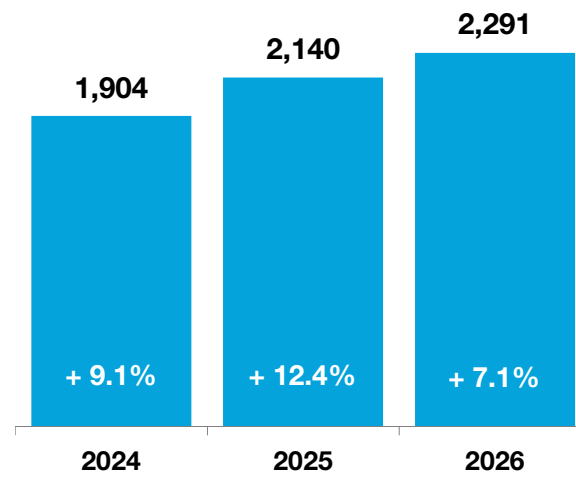
A count of the properties that have been newly listed on the market in a given month.



April

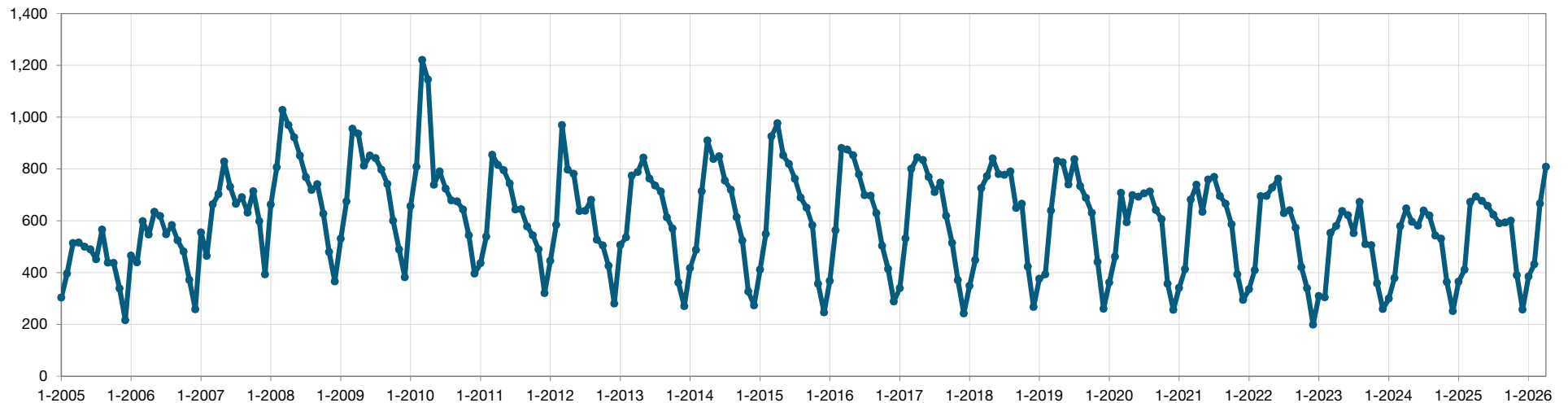


Year to Date



	New Listings	Prior Year	Percent Change
May 2025	676	596	+13.4%
June 2025	657	581	+13.1%
July 2025	623	639	-2.5%
August 2025	590	620	-4.8%
September 2025	593	542	+9.4%
October 2025	600	530	+13.2%
November 2025	390	363	+7.4%
December 2025	257	251	+2.4%
January 2026	385	364	+5.8%
February 2026	432	411	+5.1%
March 2026	666	672	-0.9%
April 2026	808	693	+16.6%
12-Month Avg	556	522	+6.5%

Historical New Listings by Month

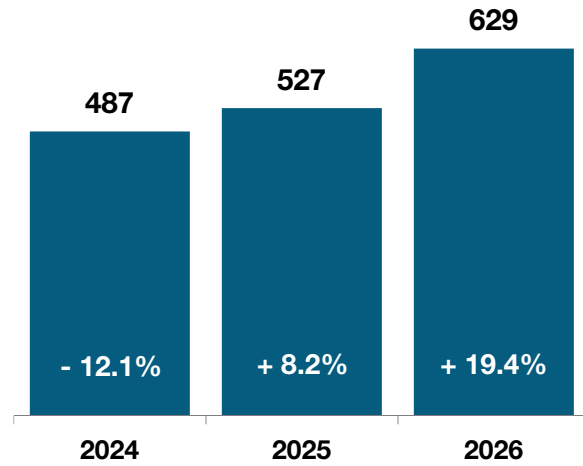


Pending Sales

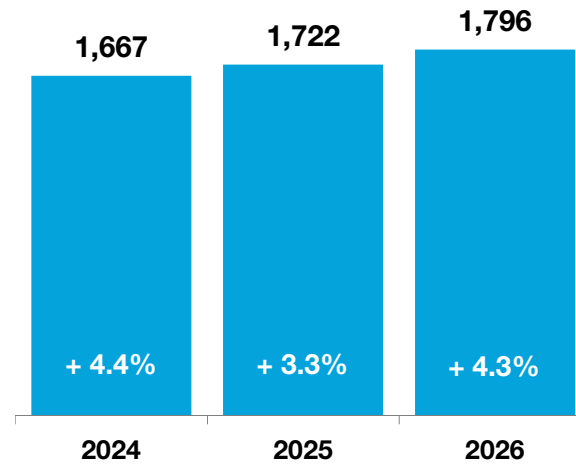
A count of the properties on which offers have been accepted in a given month.



April

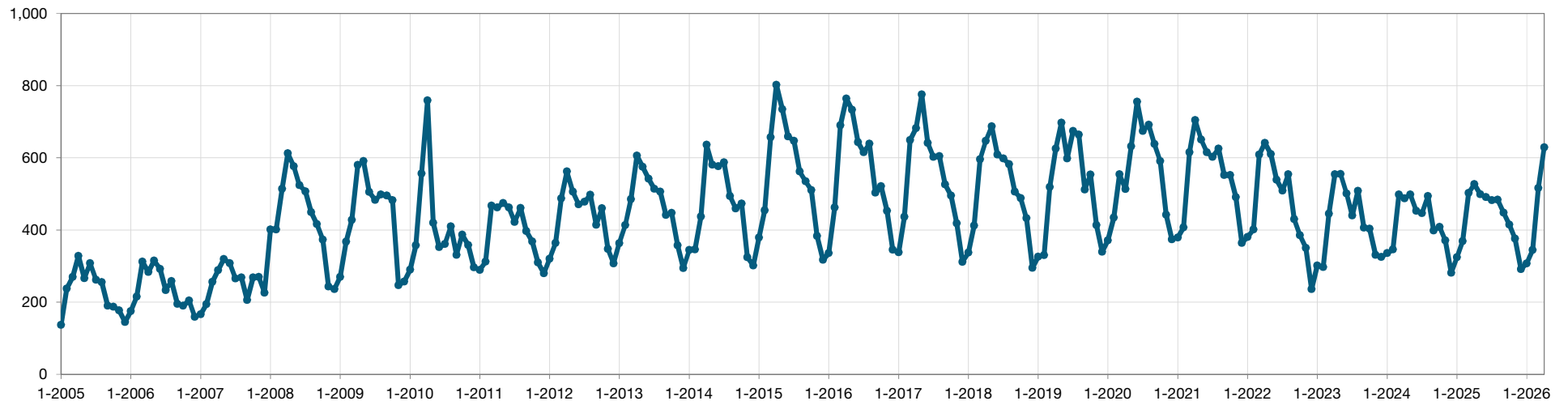


Year to Date



	Pending Sales	Prior Year	Percent Change
May 2025	499	498	+0.2%
June 2025	491	453	+8.4%
July 2025	482	446	+8.1%
August 2025	484	494	-2.0%
September 2025	448	398	+12.6%
October 2025	415	408	+1.7%
November 2025	376	371	+1.3%
December 2025	291	281	+3.6%
January 2026	307	324	-5.2%
February 2026	344	369	-6.8%
March 2026	516	502	+2.8%
April 2026	629	527	+19.4%
12-Month Avg	440	423	+4.0%

Historical Pending Sales by Month

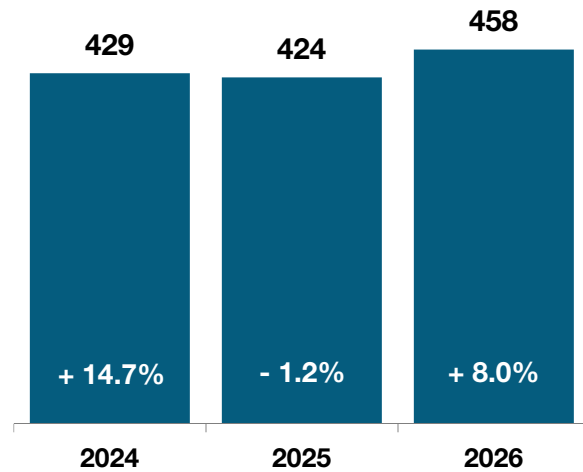


Closed Sales

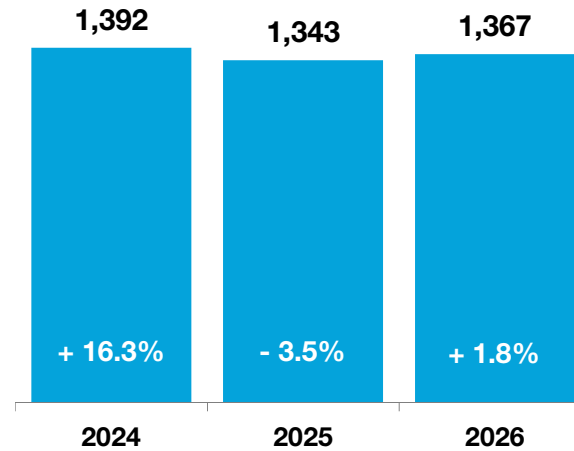
A count of the actual sales that closed in a given month.



April

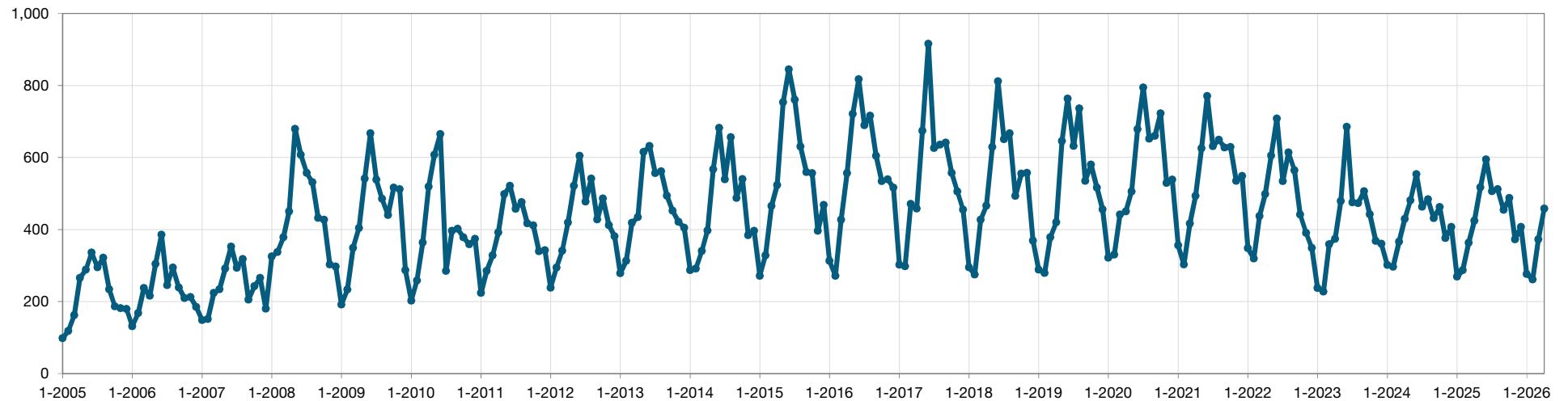


Year to Date



	Closed Sales	Prior Year	Percent Change
May 2025	517	481	+7.5%
June 2025	594	553	+7.4%
July 2025	506	463	+9.3%
August 2025	512	484	+5.8%
September 2025	454	431	+5.3%
October 2025	487	462	+5.4%
November 2025	372	376	-1.1%
December 2025	407	407	0.0%
January 2026	276	269	+2.6%
February 2026	261	287	-9.1%
March 2026	372	363	+2.5%
April 2026	458	424	+8.0%
12-Month Avg	435	417	+4.3%

Historical Closed Sales by Month



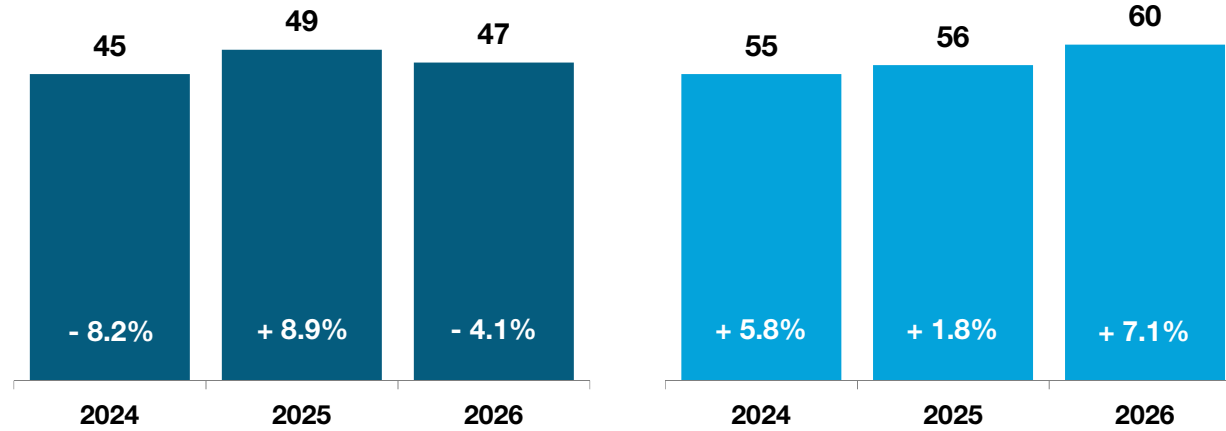
Days on Market Until Sale

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



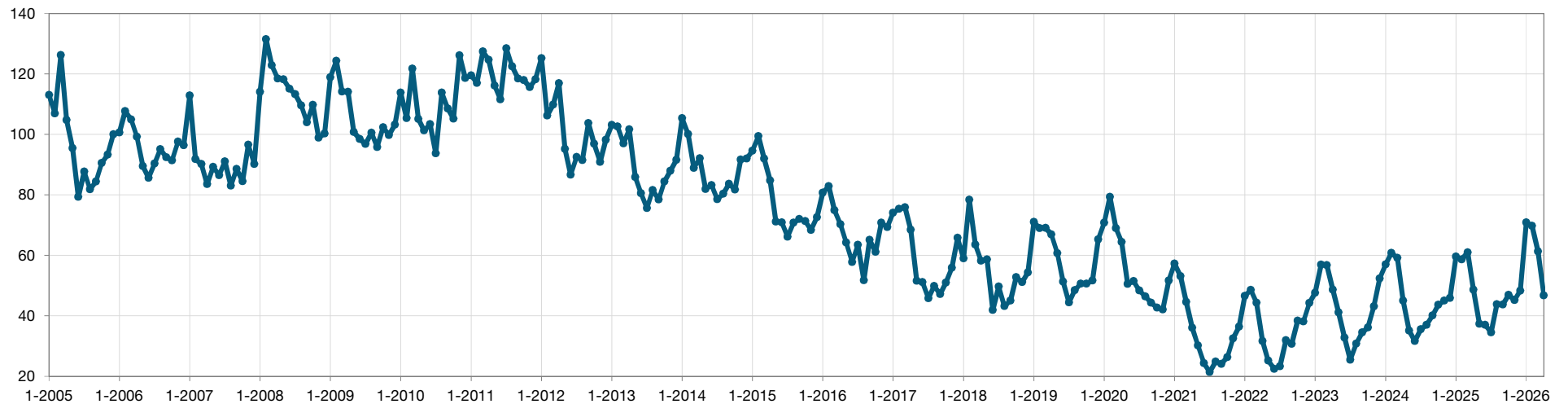
April

Year to Date



Days on Market		Prior Year	Percent Change
May 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%
November 2025	45	45	0.0%
December 2025	48	46	+4.3%
January 2026	71	60	+18.3%
February 2026	70	59	+18.6%
March 2026	61	61	0.0%
April 2026	47	49	-4.1%
12-Month Avg	49	45	+8.9%

Historical Days on Market Until Sale by Month

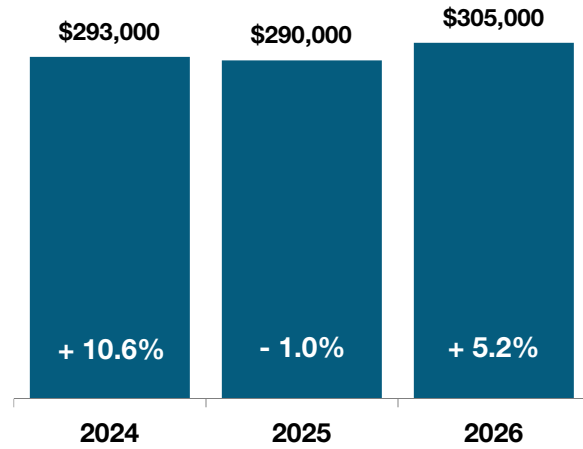


Median Sales Price

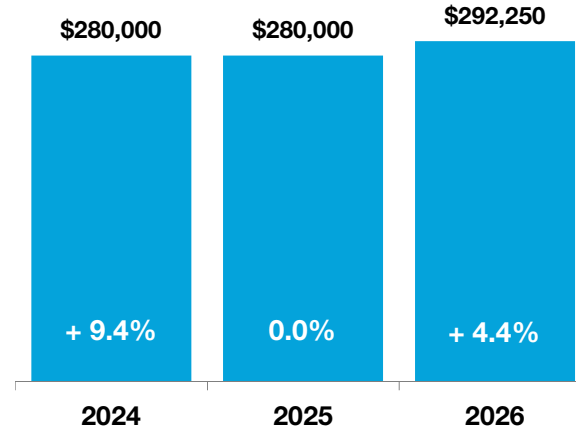
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April

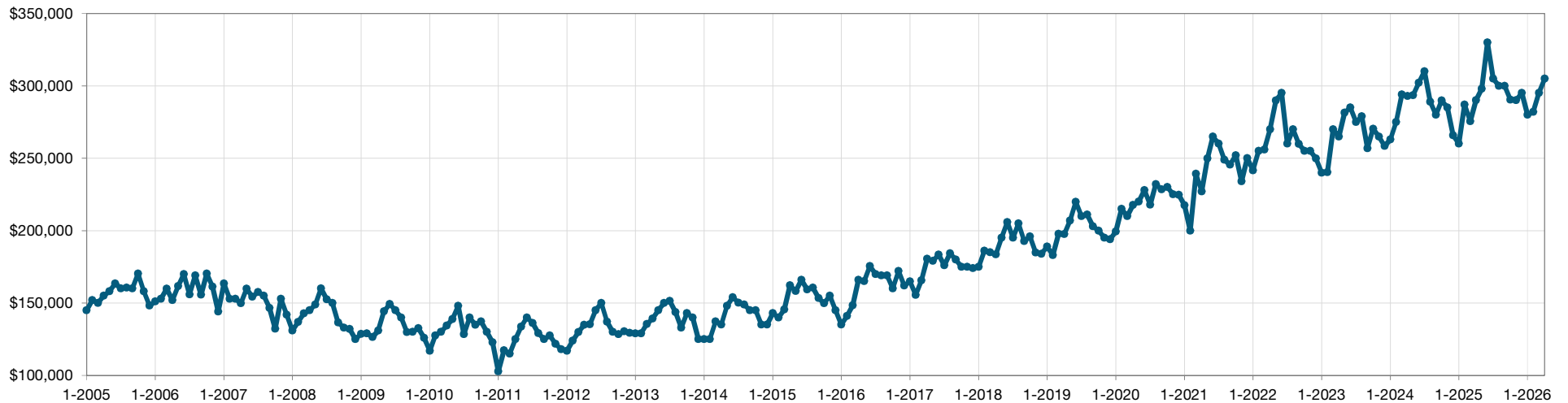


Year to Date



Median Sales Price	Prior Year	Percent Change
May 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	\$290,500	\$289,900 +0.2%
November 2025	\$290,000	\$285,000 +1.8%
December 2025	\$295,000	\$265,850 +11.0%
January 2026	\$280,000	\$260,000 +7.7%
February 2026	\$282,000	\$287,000 -1.7%
March 2026	\$295,000	\$275,450 +7.1%
April 2026	\$305,000	\$290,000 +5.2%
12-Month Avg	\$297,538	\$285,642 +4.2%

Historical Median Sales Price by Month

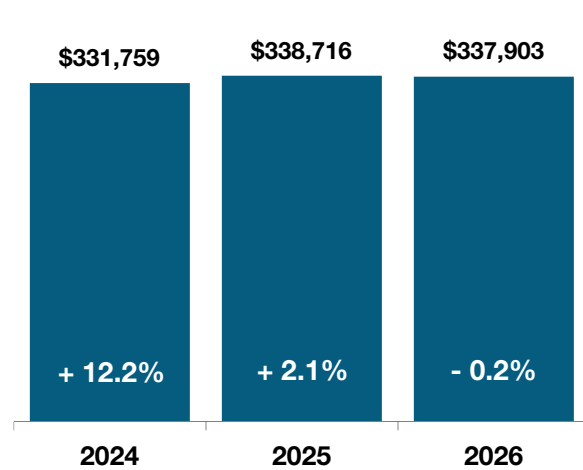


Average Sales Price

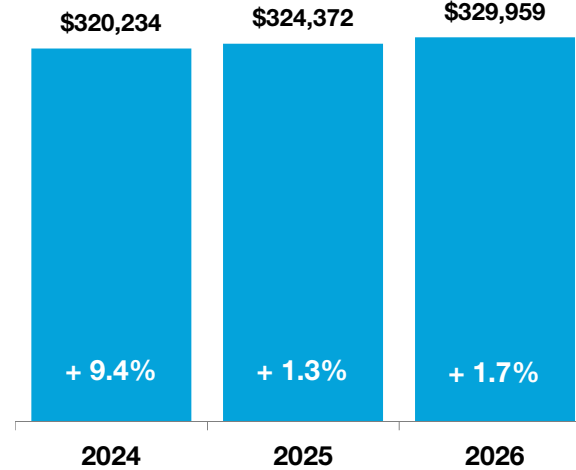
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

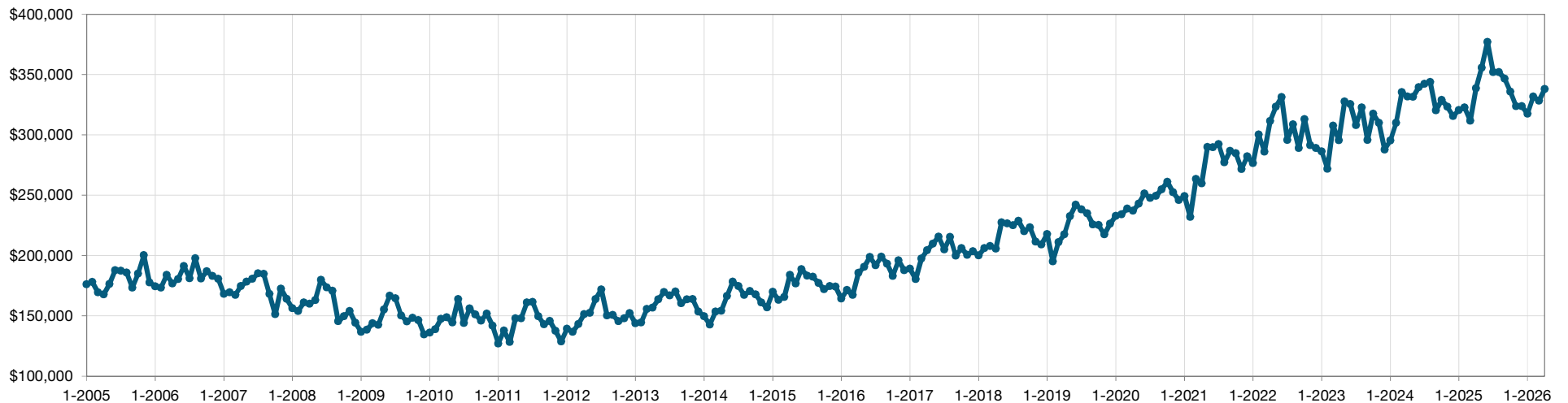


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$335,802	\$328,872	+2.1%
November 2025	\$323,855	\$323,404	+0.1%
December 2025	\$323,656	\$315,458	+2.6%
January 2026	\$317,454	\$320,526	-1.0%
February 2026	\$331,693	\$322,767	+2.8%
March 2026	\$328,196	\$311,703	+5.3%
April 2026	\$337,903	\$338,716	-0.2%
12-Month Avg	\$340,167	\$328,239	+3.6%

Historical Average Sales Price by Month

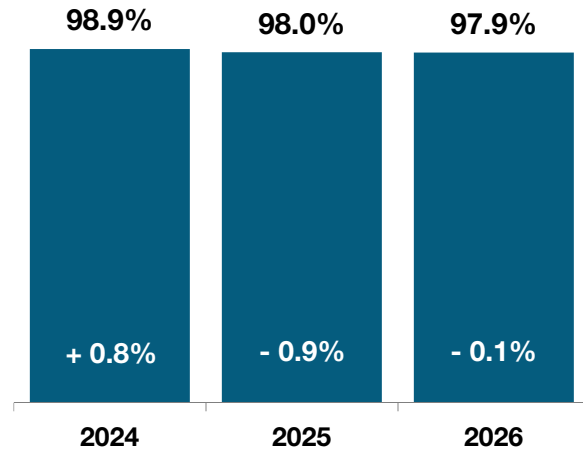


Percent of Original List Price Received

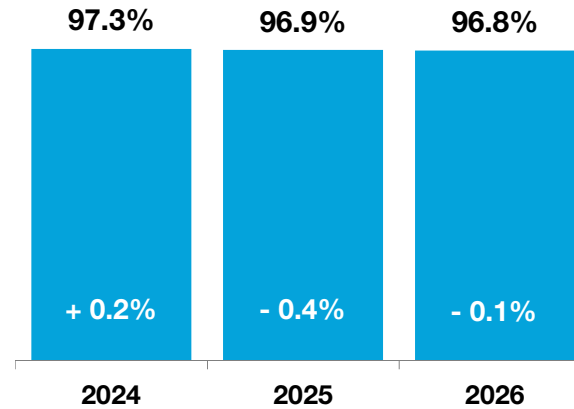
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



April

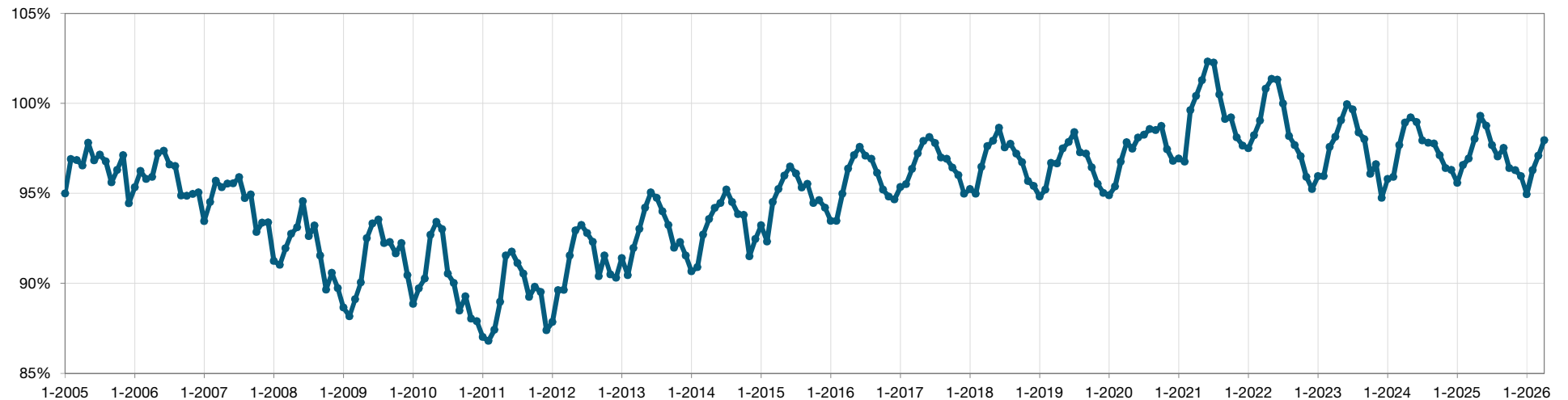


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
May 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%
November 2025	96.3%	96.4%	-0.1%
December 2025	96.0%	96.3%	-0.3%
January 2026	95.0%	95.6%	-0.6%
February 2026	96.3%	96.6%	-0.3%
March 2026	97.1%	96.9%	+0.2%
April 2026	97.9%	98.0%	-0.1%
12-Month Avg	97.1%	97.4%	-0.3%

Historical Percent of Original List Price Received by Month

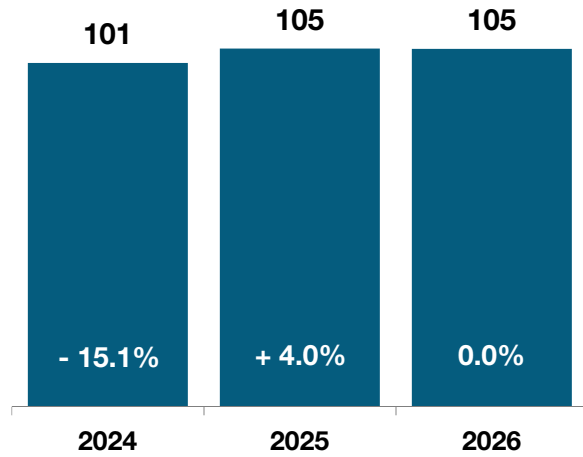


Housing Affordability Index

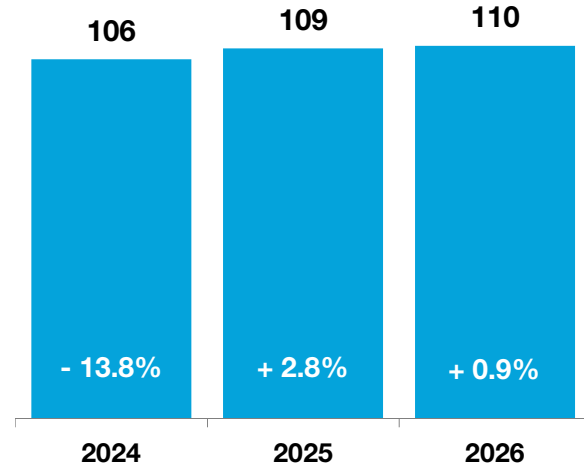
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



April

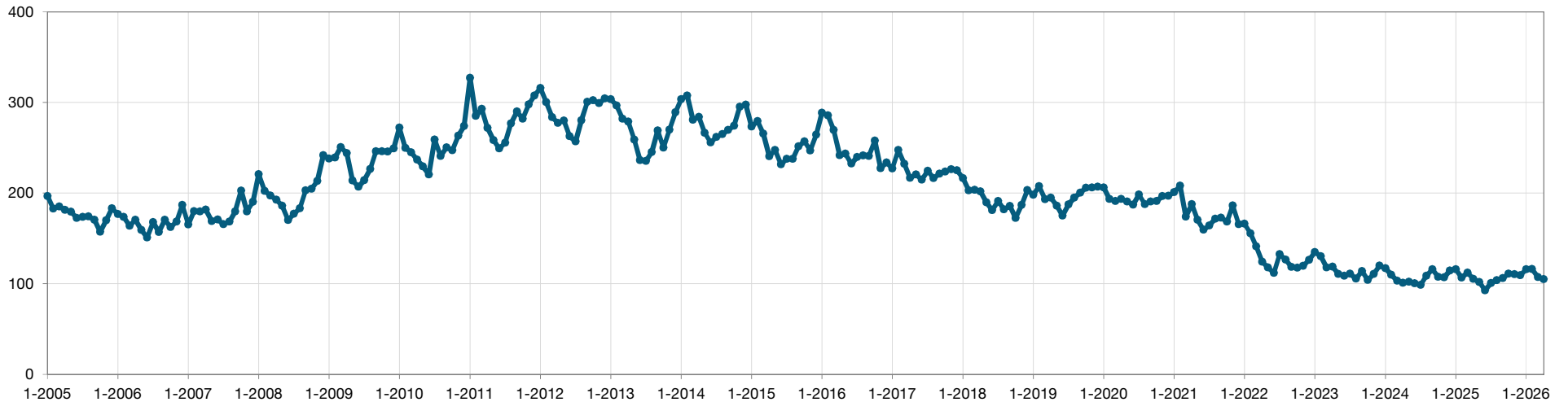


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2025	111	107	+3.7%
December 2025	109	114	-4.4%
January 2026	116	116	0.0%
February 2026	116	107	+8.4%
March 2026	107	112	-4.5%
April 2026	105	105	0.0%
12-Month Avg	107	108	-0.9%

Historical Housing Affordability Index by Month

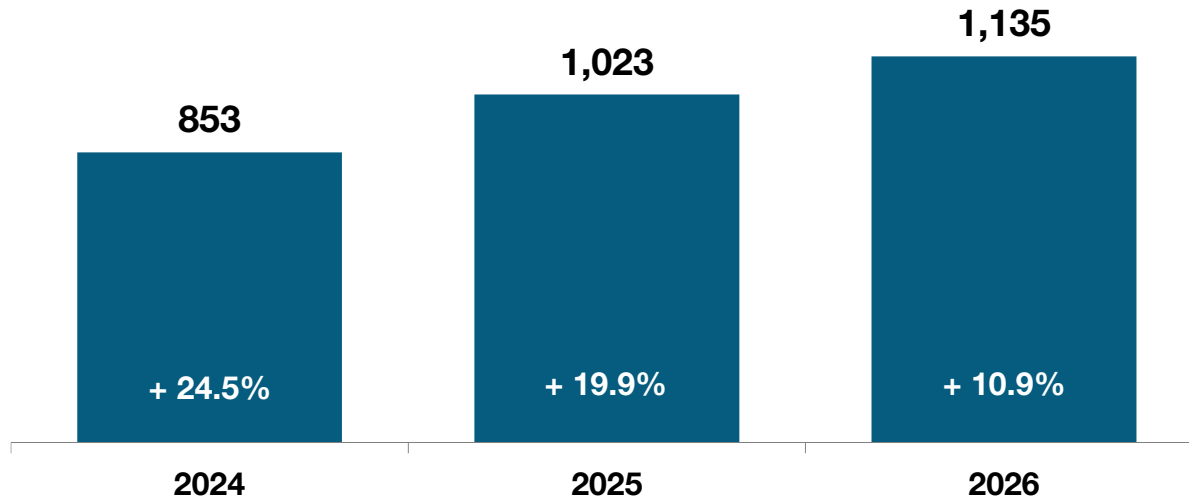


Inventory of Homes for Sale

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

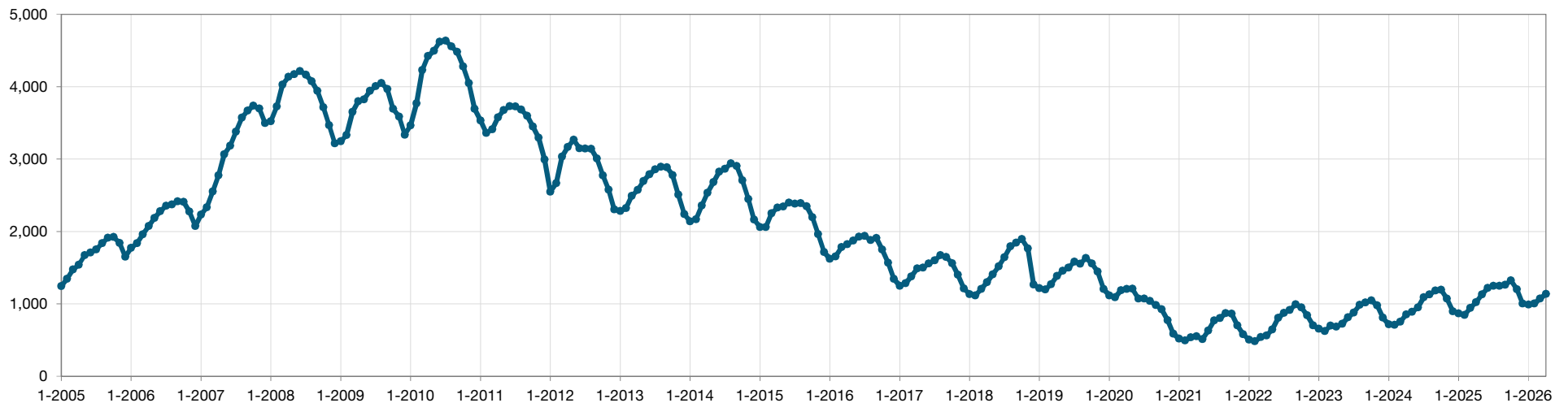


April



Homes for Sale	Prior Year	Percent Change
May 2025	888	+27.3%
June 2025	950	+28.2%
July 2025	1,088	+14.7%
August 2025	1,128	+10.5%
September 2025	1,183	+6.8%
October 2025	1,194	+10.9%
November 2025	1,072	+12.0%
December 2025	896	+11.9%
January 2026	866	+14.3%
February 2026	846	+18.8%
March 2026	944	+13.7%
April 2026	1,023	+10.9%
12-Month Avg	1,007	+14.5%

Historical Inventory of Homes for Sale by Month

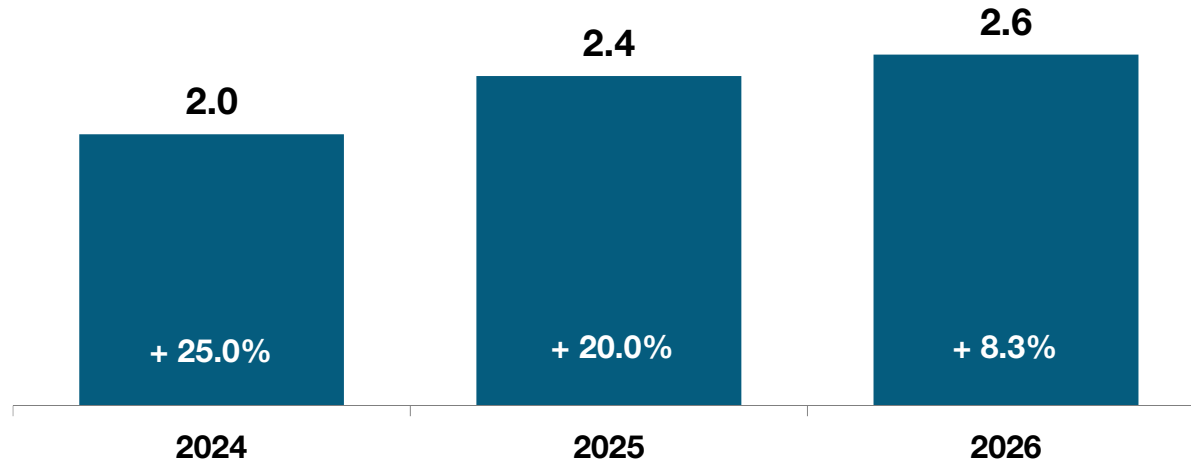


Months Supply of Inventory

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.

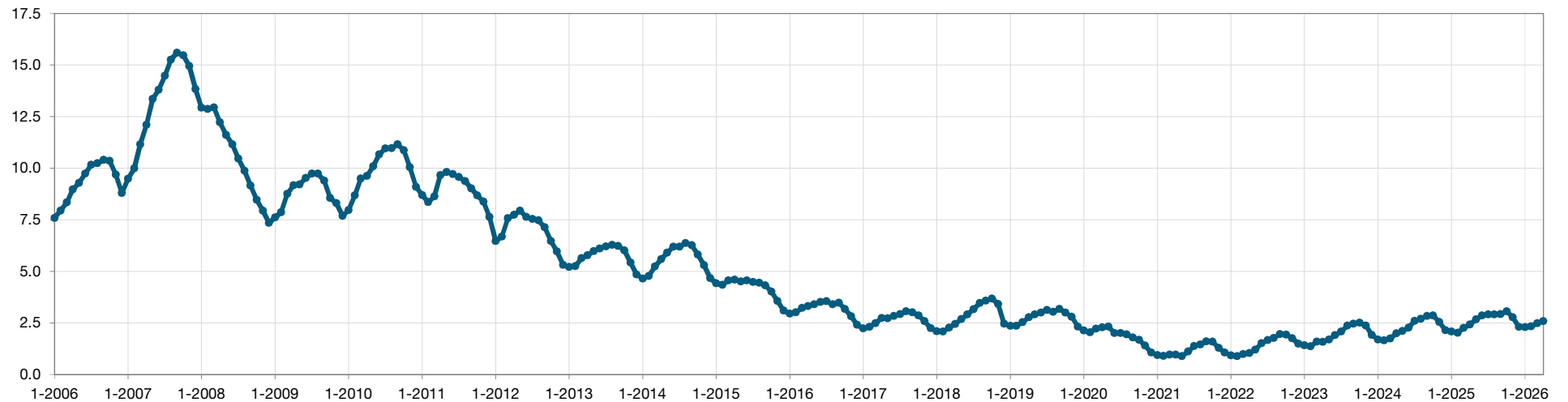


April



Months Supply		Prior Year	Percent Change
May 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	3.1	2.9	+6.9%
November 2025	2.8	2.5	+12.0%
December 2025	2.3	2.1	+9.5%
January 2026	2.3	2.1	+9.5%
February 2026	2.3	2.0	+15.0%
March 2026	2.5	2.3	+8.7%
April 2026	2.6	2.4	+8.3%
12-Month Avg	2.7	2.4	+12.5%

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	+ / -	4-2025	4-2026	+ / -	4-2025	4-2026	+ / -
Albert Lea	80	99	+23.8%	63	78	+23.8%	\$181,000	\$198,750	+9.8%	52	54	+3.8%	2.6	2.4	-7.7%
Austin	123	140	+13.8%	73	85	+16.4%	\$170,000	\$196,500	+15.6%	58	73	+25.9%	2.0	2.4	+20.0%
Blooming Prairie	7	13	+85.7%	9	9	0.0%	\$200,000	\$220,000	+10.0%	3	6	+100.0%	1.3	1.8	+38.5%
Byron	74	81	+9.5%	40	39	-2.5%	\$325,000	\$365,000	+12.3%	45	39	-13.3%	4.4	3.5	-20.5%
Caledonia	17	11	-35.3%	18	9	-50.0%	\$194,000	\$238,000	+22.7%	10	8	-20.0%	3.2	2.7	-15.6%
Chatfield	17	14	-17.6%	10	8	-20.0%	\$280,000	\$238,250	-14.9%	14	12	-14.3%	3.9	3.0	-23.1%
Dodge Center	7	23	+228.6%	6	16	+166.7%	\$212,500	\$305,000	+43.5%	4	9	+125.0%	1.4	2.5	+78.6%
Grand Meadow	5	8	+60.0%	4	4	0.0%	\$201,250	\$161,000	-20.0%	3	3	0.0%	2.2	1.4	-36.4%
Hayfield	10	6	-40.0%	9	6	-33.3%	\$298,250	\$280,875	-5.8%	5	1	-80.0%	2.5	0.5	-80.0%
Kasson	28	45	+60.7%	34	39	+14.7%	\$325,500	\$364,500	+12.0%	11	15	+36.4%	1.2	1.6	+33.3%
La Crescent	16	15	-6.3%	13	12	-7.7%	\$305,000	\$308,500	+1.1%	3	7	+133.3%	0.7	2.0	+185.7%
Lake City	45	42	-6.7%	24	18	-25.0%	\$309,950	\$313,350	+1.1%	35	32	-8.6%	4.5	3.8	-15.6%
Oronoco	8	12	+50.0%	4	7	+75.0%	\$487,450	\$442,500	-9.2%	4	4	0.0%	1.6	1.4	-12.5%
Owatonna	124	151	+21.8%	91	91	0.0%	\$281,000	\$270,000	-3.9%	53	64	+20.8%	1.9	2.1	+10.5%
Preston	8	6	-25.0%	4	4	0.0%	\$134,500	\$188,000	+39.8%	6	5	-16.7%	2.7	1.7	-37.0%
Pine Island	23	39	+69.6%	14	23	+64.3%	\$315,000	\$330,000	+4.8%	20	16	-20.0%	5.1	2.2	-56.9%
Plainview	13	11	-15.4%	9	18	+100.0%	\$239,900	\$310,000	+29.2%	5	4	-20.0%	1.7	1.2	-29.4%
Rochester	863	890	+3.1%	454	449	-1.1%	\$335,000	\$349,900	+4.4%	345	405	+17.4%	2.4	2.7	+12.5%
Spring Valley	29	9	-69.0%	13	16	+23.1%	\$289,900	\$239,000	-17.6%	13	2	-84.6%	2.2	0.4	-81.8%
Saint Charles	19	15	-21.1%	9	8	-11.1%	\$260,000	\$328,000	+26.2%	13	5	-61.5%	4.2	1.5	-64.3%
Stewartville	34	21	-38.2%	18	10	-44.4%	\$300,100	\$295,000	-1.7%	18	13	-27.8%	2.5	1.9	-24.0%
Wabasha	17	26	+52.9%	14	13	-7.1%	\$289,000	\$295,000	+2.1%	8	16	+100.0%	2.1	3.7	+76.2%
Waseca	43	47	+9.3%	43	27	-37.2%	\$220,500	\$225,000	+2.0%	17	20	+17.6%	1.4	2.2	+57.1%
Winona	84	90	+7.1%	69	62	-10.1%	\$211,000	\$215,000	+1.9%	25	23	-8.0%	1.2	1.1	-8.3%
Zumbrota	27	32	+18.5%	22	11	-50.0%	\$296,950	\$340,000	+14.5%	9	22	+144.4%	1.5	4.7	+213.3%