Monthly Indicators

August 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 edged down 1.7% from the previous month to a seasonally adjusted annual rate of 4.06 million units, according to the National Association of REALTORS® (NAR). Regionally, sales increased in the Northeast, held steady in the West, and declined in the Midwest and South. On a year-over-year basis, sales rose in the Midwest and West while remaining flat in the Northeast and South.

New Listings in Southeast Minnesota were up 19.7 percent to 706. Pending Sales increased 5.2 percent to 509. Inventory grew 27.4 percent to 1,589 units.

Prices moved higher as the Median Sales Price was up 1.7 percent to $305,000. Days on Market decreased 4.5 percent to 42 days. Months Supply of Inventory was up 20.7 percent to 3.5 months.

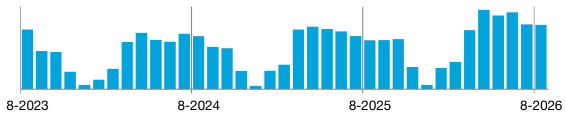
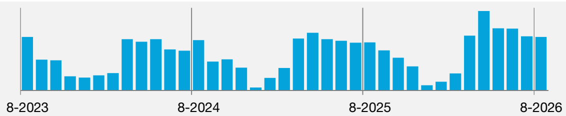
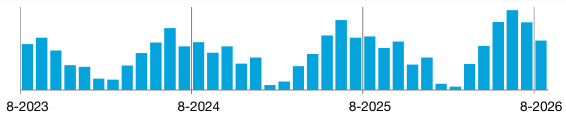
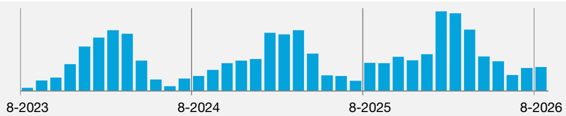
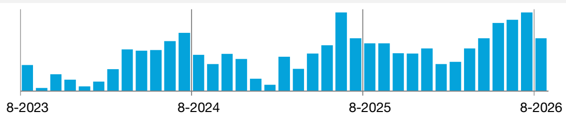
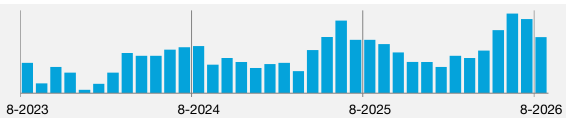
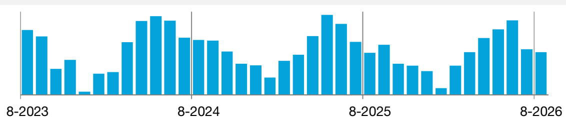
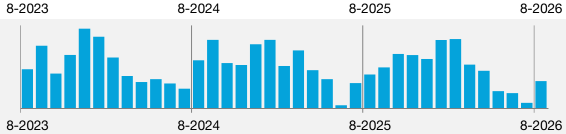
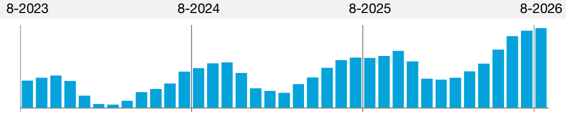
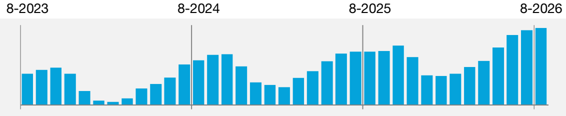
Nationally, the median existing-home sales price climbed to $431,400, as inventory remained at a 4.6-month supply at the current sales pace, NAR reported. Year-to-date sales are up 2.4%, reflecting stable demand even amid elevated mortgage rates. Homes are sitting on the market longer and fewer buyers are bidding above asking price compared to a year earlier, though local market conditions vary widely.

Activity Snapshot

- 3.9%	+ 1.7%	+ 27.4%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

Activity Overview

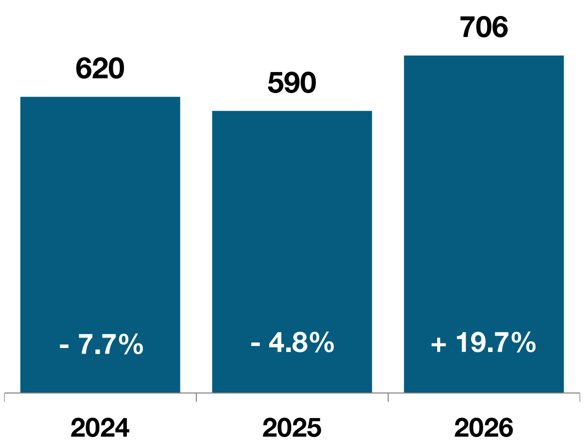
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	8-2025	8-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		590	**706**	+ 19.7%	4,686	**5,292**	+ 12.9%
Pending Sales		484	**509**	+ 5.2%	3,678	**3,905**	+ 6.2%
Closed Sales		512	**492**	- 3.9%	3,472	**3,677**	+ 5.9%
Days on Market		44	**42**	- 4.5%	45	**48**	+ 6.7%
Median Sales Price		$300,000	**$305,000**	+ 1.7%	$300,000	**$310,000**	+ 3.3%
Avg. Sales Price		$352,071	**$355,561**	+ 1.0%	$346,144	**$356,537**	+ 3.0%
Pct. of Orig. Price Received		97.0%	**97.1%**	+ 0.1%	97.7%	**97.5%**	- 0.2%
Affordability Index		104	**101**	- 2.9%	104	**100**	- 3.8%
Homes for Sale		1,247	**1,589**	+ 27.4%	--	**--**	--
Months Supply		2.9	**3.5**	+ 20.7%	--	**--**	--

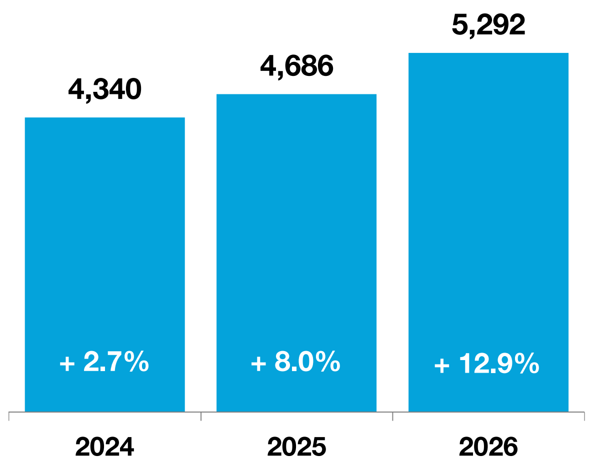
New Listings

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

August

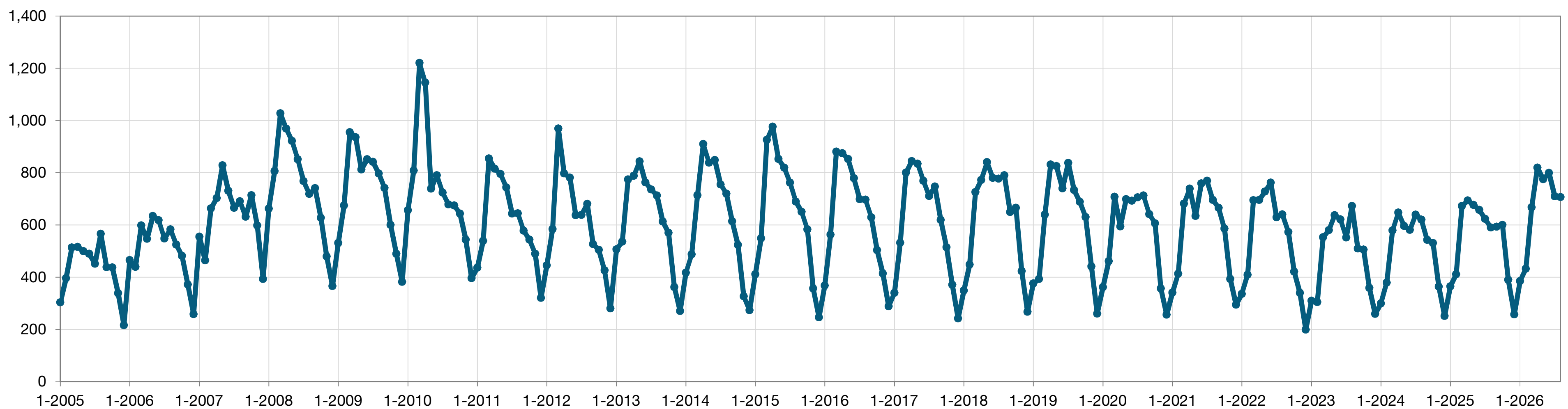


Year to Date



New Listings		Prior Year	Percent Change
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	667	672	-0.7%
April 2026	819	693	+18.2%
May 2026	775	676	+14.6%
June 2026	799	657	+21.6%
July 2026	709	623	+13.8%
August 2026	**706**	**590**	**+19.7%**
12-Month Avg	594	531	+11.9%

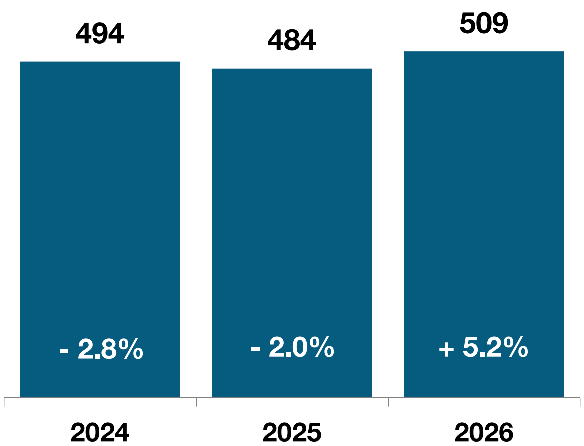
Historical New Listings by Month



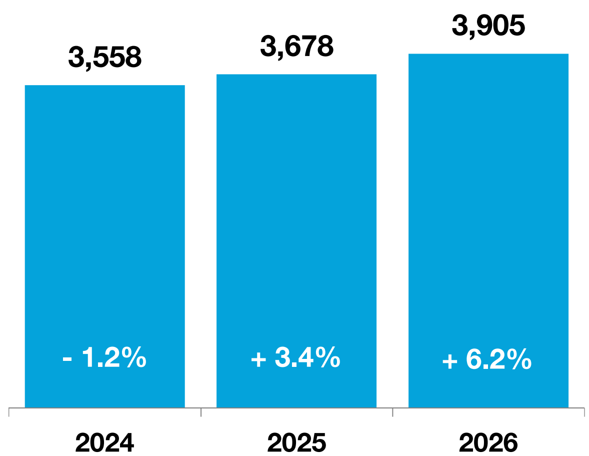
Pending Sales

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

August

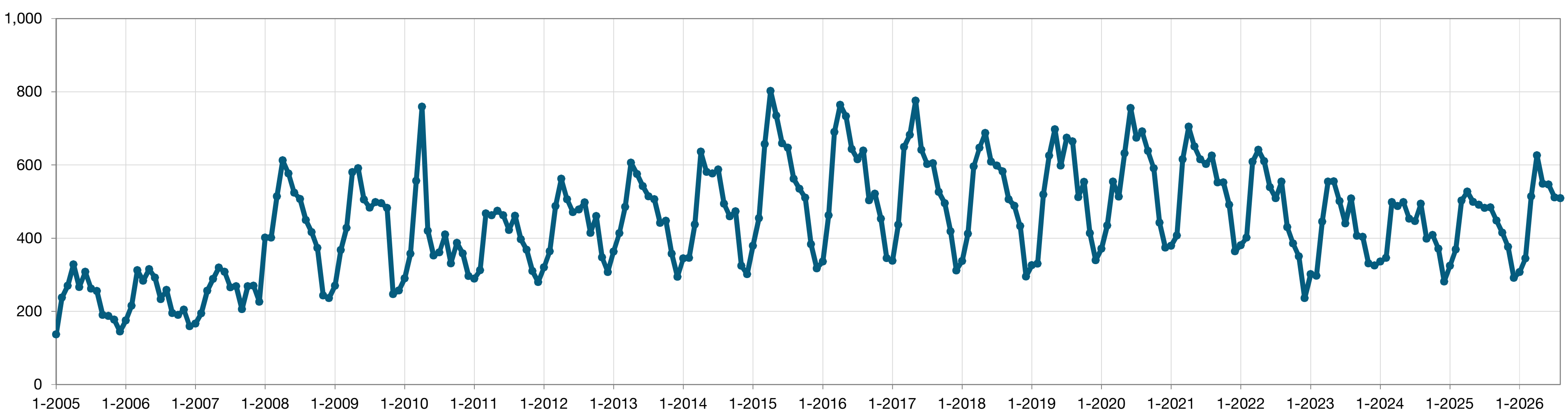


Year to Date



Pending Sales		Prior Year	Percent Change
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	514	502	+2.4%
April 2026	626	527	+18.8%
May 2026	548	499	+9.8%
June 2026	546	491	+11.2%
July 2026	511	482	+6.0%
August 2026	**509**	**484**	**+5.2%**
12-Month Avg	453	428	+5.8%

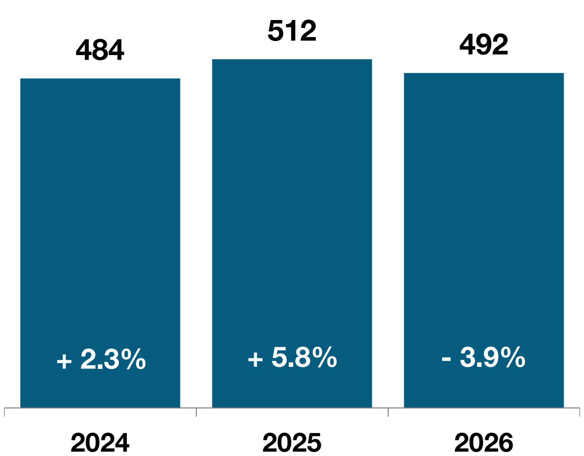
Historical Pending Sales by Month



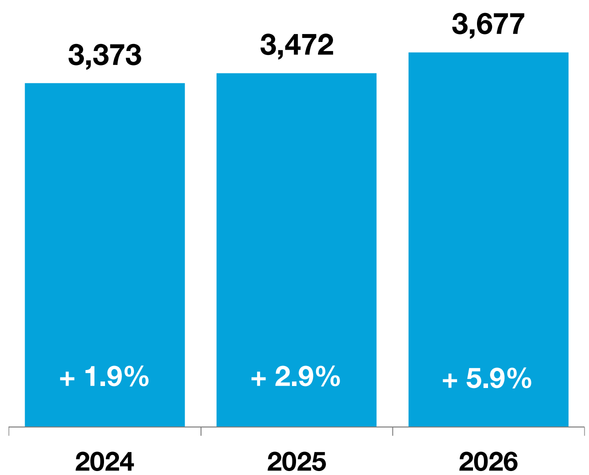
Closed Sales

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

August

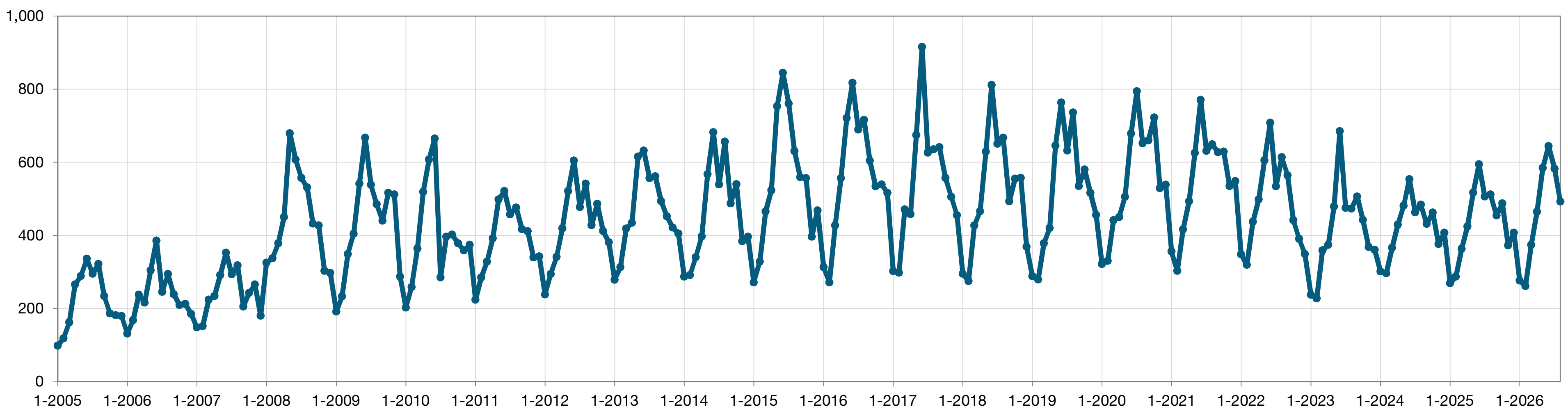


Year to Date



Closed Sales		Prior Year	Percent Change
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	374	363	+3.0%
April 2026	464	424	+9.4%
May 2026	584	517	+13.0%
June 2026	644	594	+8.4%
July 2026	582	506	+15.0%
August 2026	**492**	**512**	**-3.9%**
12-Month Avg	450	429	+4.9%

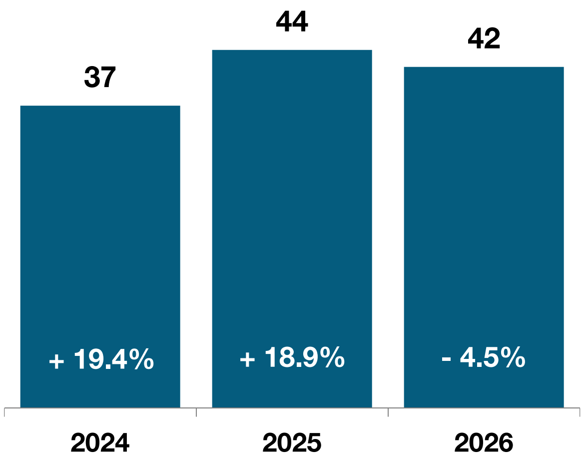
Historical Closed Sales by Month



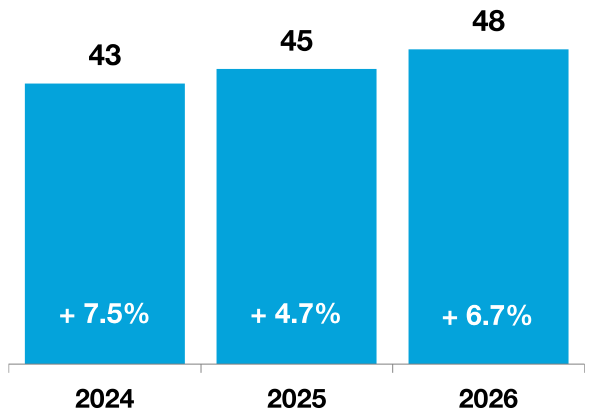
Days on Market Until Sale

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

August

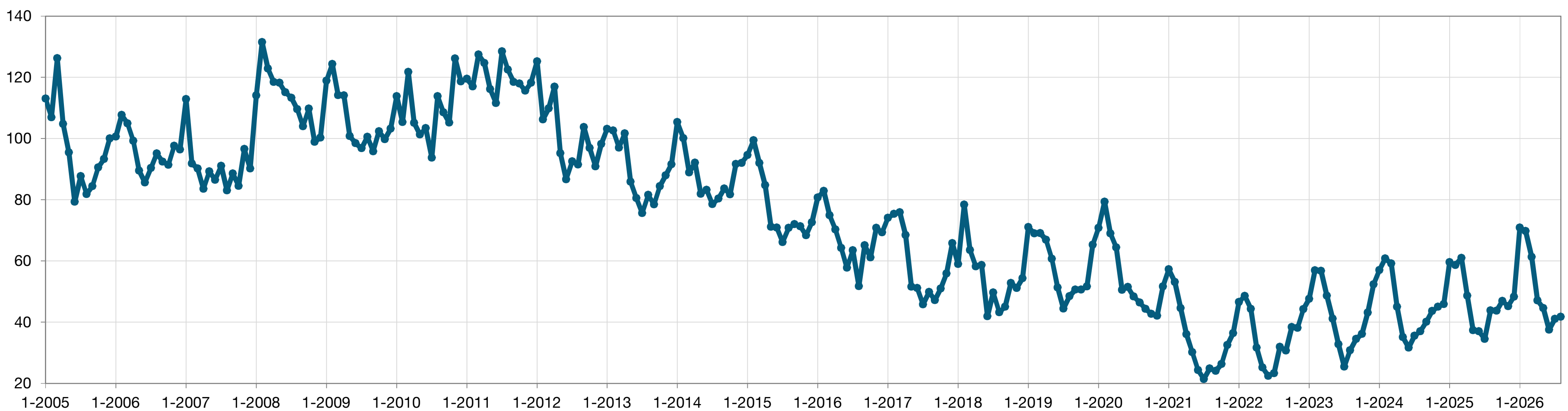


Year to Date



Days on Market		Prior Year	Percent Change
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%
May 2026	45	37	+21.6%
June 2026	38	37	+2.7%
July 2026	41	35	+17.1%
August 2026	**42**	**44**	**-4.5%**
12-Month Avg	50	46	+8.7%

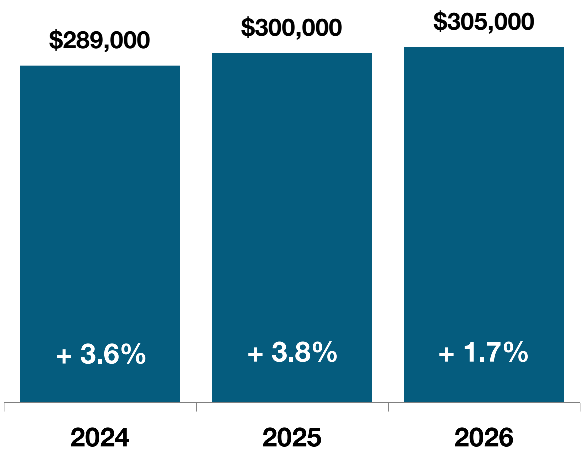
Historical Days on Market Until Sale by Month



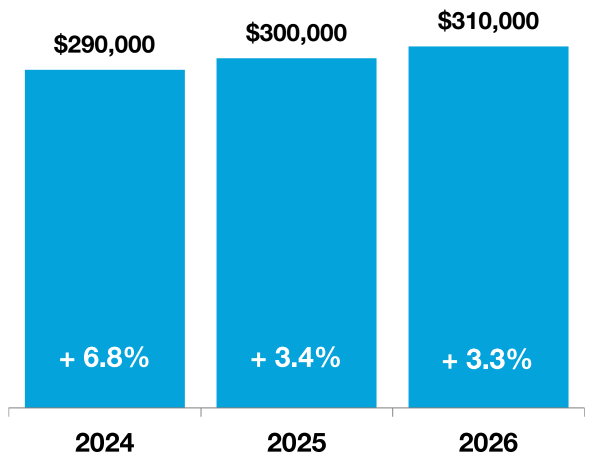
Median Sales Price

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

August

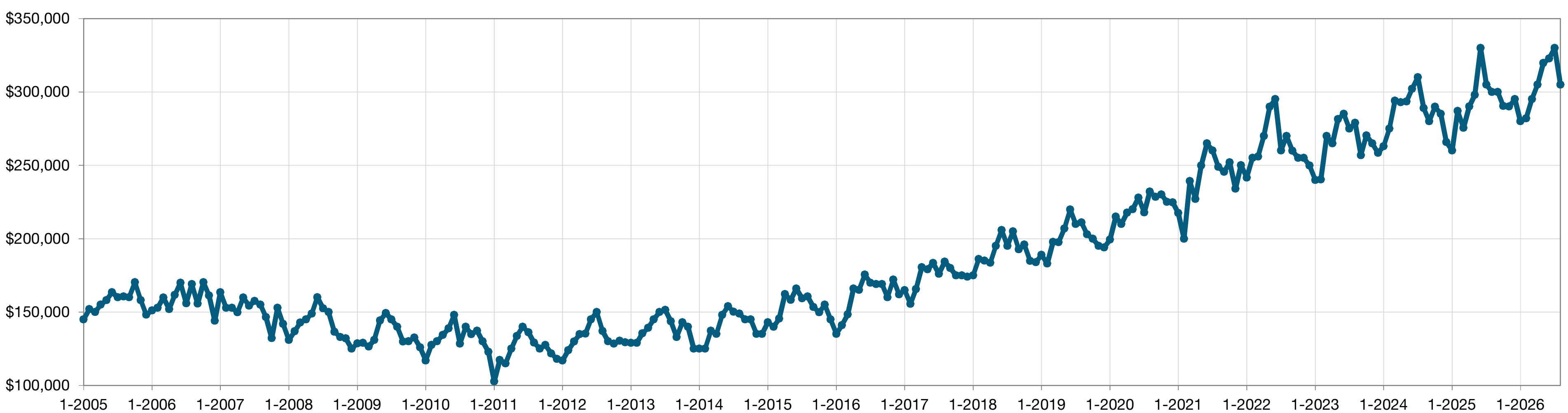


Year to Date



Median Sales Price		Prior Year	Percent Change
September 2025	$299,900	$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%
May 2026	$319,700	$298,000	+7.3%
June 2026	$322,725	$330,000	-2.2%
July 2026	$329,900	$305,000	+8.2%
August 2026	**$305,000**	**$300,000**	**+1.7%**
12-Month Avg	$301,227	$288,850	+4.3%

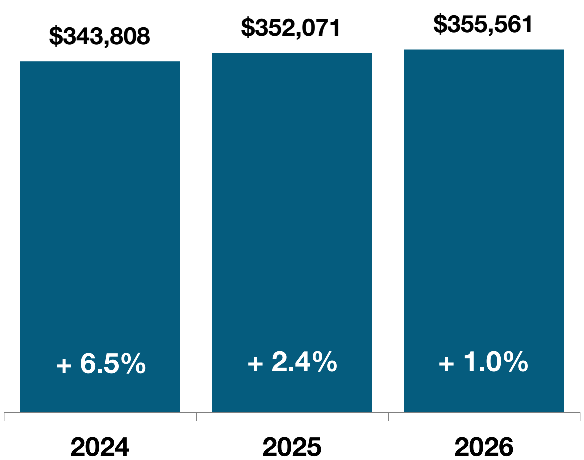
Historical Median Sales Price by Month



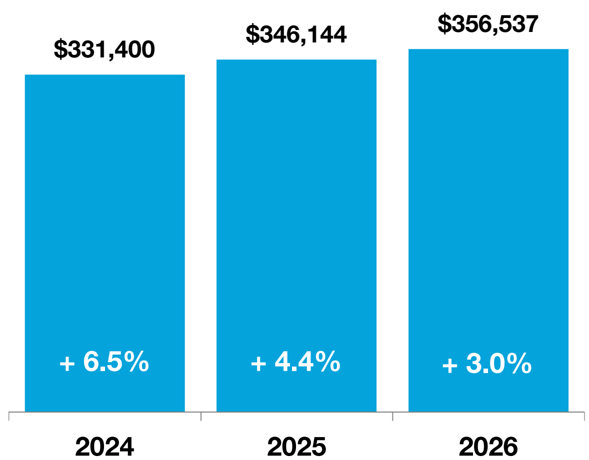
Average Sales Price

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

August

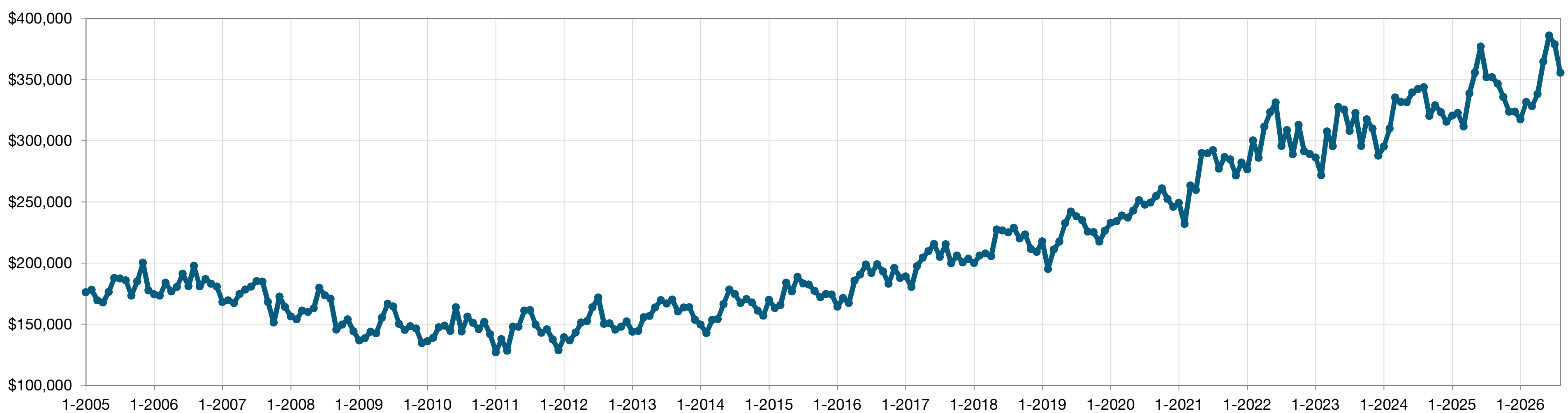


Year to Date



Avg. Sales Price		Prior Year	Percent Change
September 2025	$346,575	$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	$338,180	$338,716	-0.2%
May 2026	$364,675	$355,671	+2.5%
June 2026	$386,008	$376,972	+2.4%
July 2026	$378,995	$352,046	+7.7%
August 2026	**$355,561**	**$352,071**	**+1.0%**
12-Month Avg	$344,221	$334,882	+2.8%

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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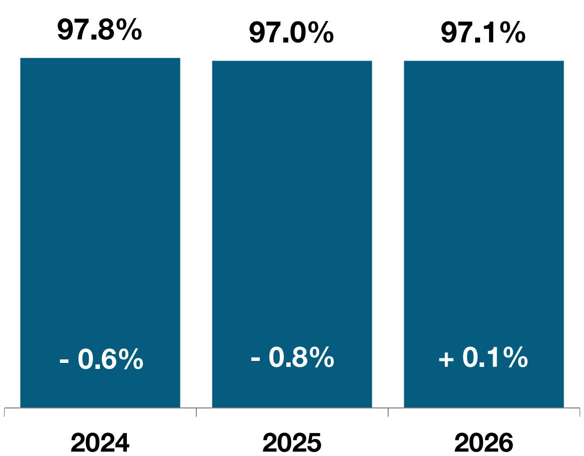
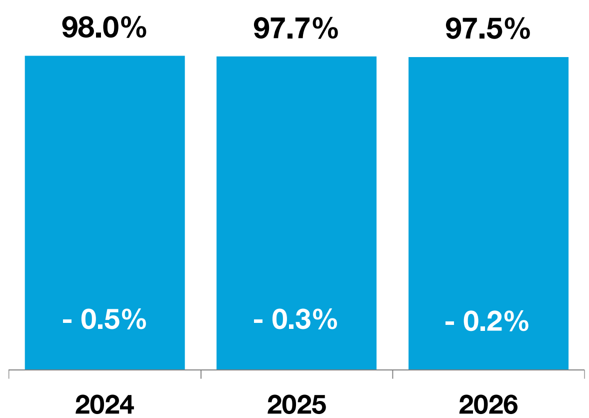
SOUTHEAST MINNESOTA REALTORS

August

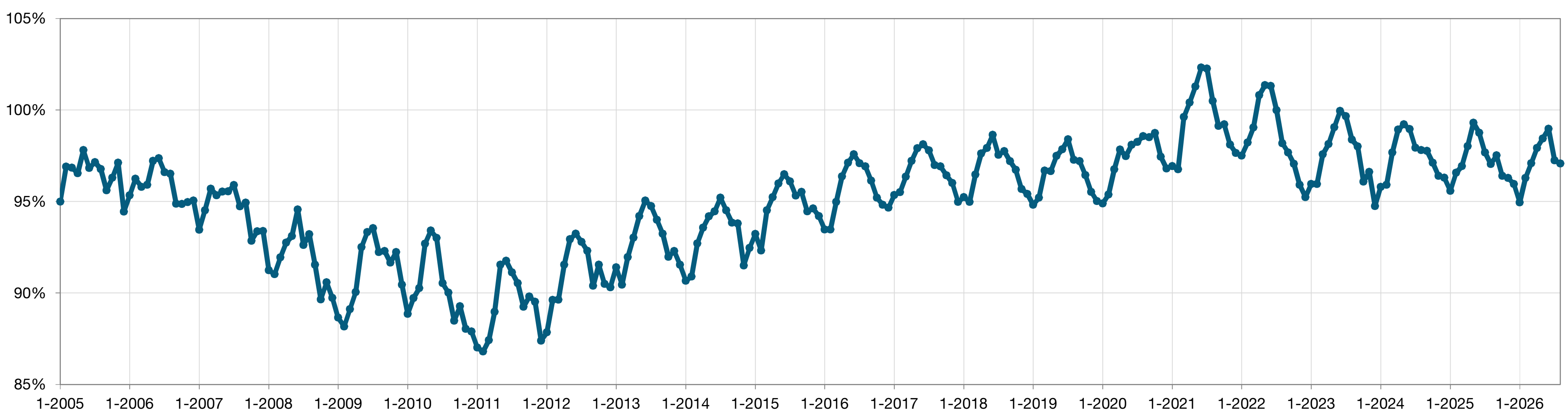


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
May 2026	98.4%	99.3%	-0.9%
June 2026	99.0%	98.7%	+0.3%
July 2026	97.2%	97.7%	-0.5%
August 2026	**97.1%**	**97.0%**	**+0.1%**
12-Month Avg	97.0%	97.3%	-0.3%

Historical Percent of Original List Price Received by Month

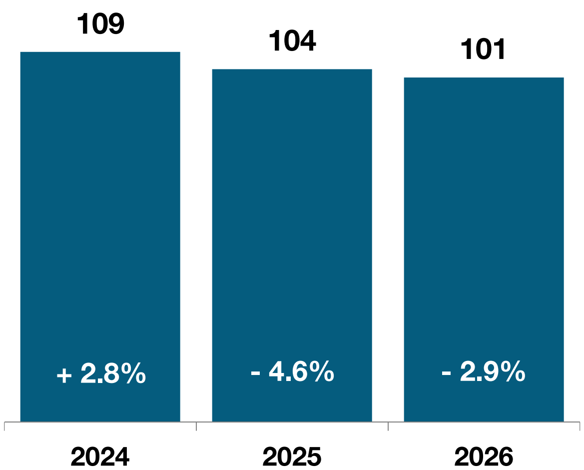


Housing Affordability Index

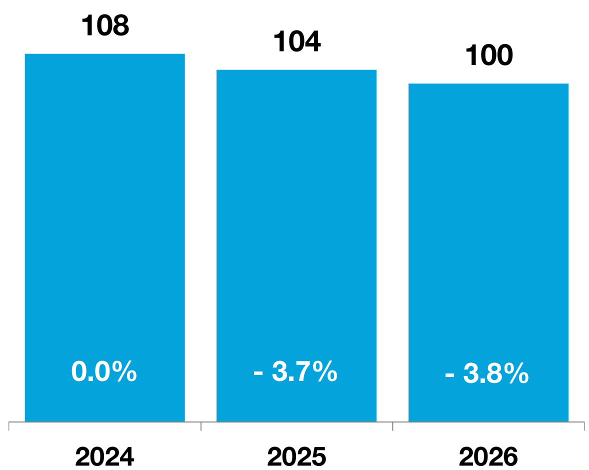
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

SEMR
SOUTHEAST MINNESOTA REALTORS

August

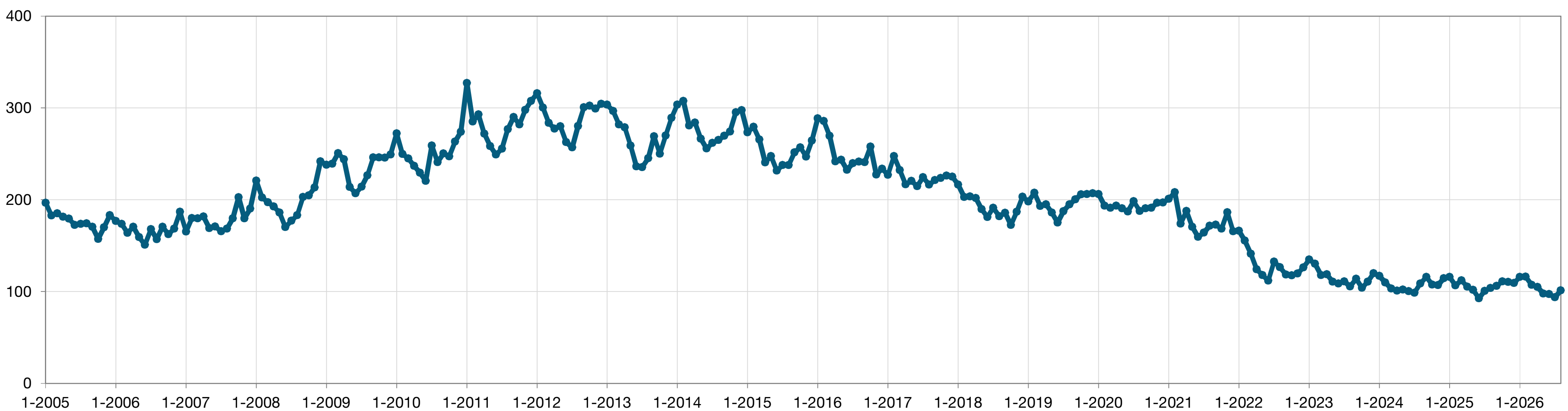


Year to Date



Affordability Index		Prior Year	Percent Change
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%
May 2026	98	102	-3.9%
June 2026	97	93	+4.3%
July 2026	94	101	-6.9%
August 2026	**101**	**104**	**-2.9%**
12-Month Avg	106	107	-0.9%

Historical Housing Affordability Index by Month

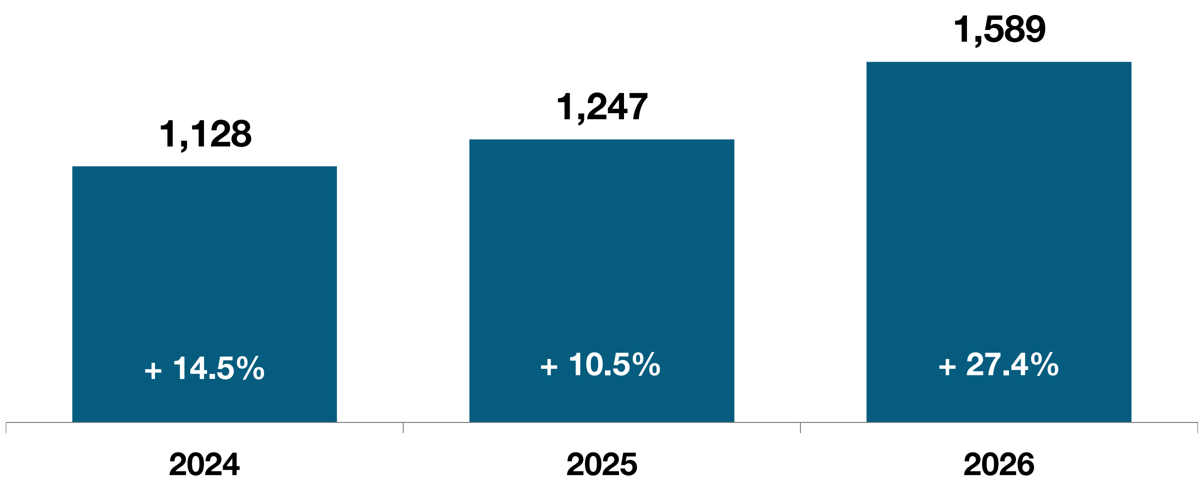


Inventory of Homes for Sale

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

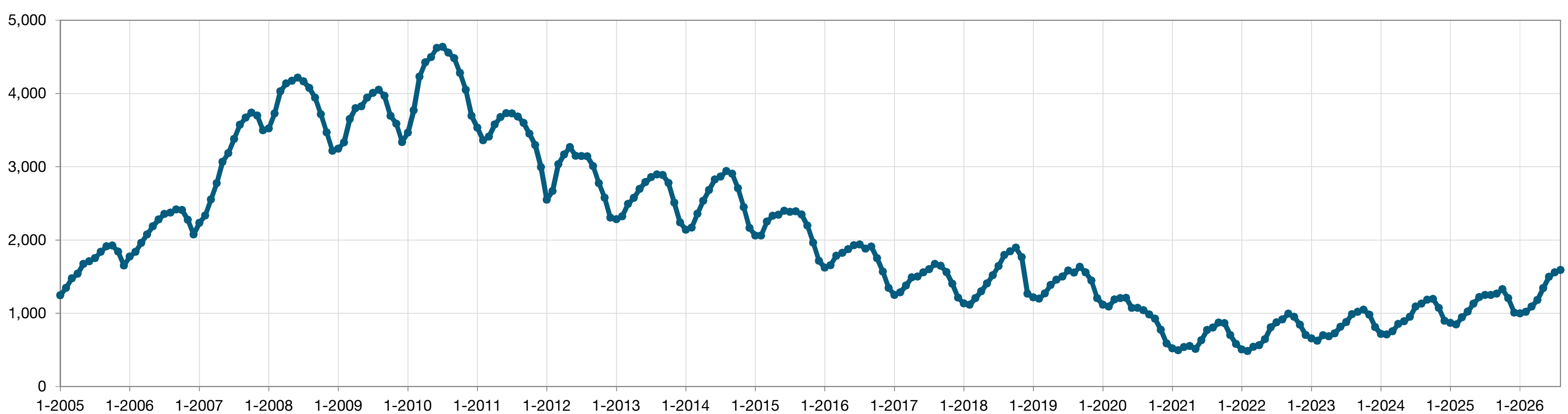
SEMR SOUTHEAST MINNESOTA REALTORS

August



Homes for Sale		Prior Year	Percent Change
September 2025	1,266	1,183	+7.0%
October 2025	1,328	1,194	+11.2%
November 2025	1,205	1,072	+12.4%
December 2025	1,008	896	+12.5%
January 2026	997	866	+15.1%
February 2026	1,017	846	+20.2%
March 2026	1,091	944	+15.6%
April 2026	1,179	1,023	+15.2%
May 2026	1,340	1,130	+18.6%
June 2026	1,494	1,219	+22.6%
July 2026	1,557	1,249	+24.7%
August 2026	**1,589**	**1,247**	**+27.4%**
12-Month Avg	1,256	1,072	+17.2%

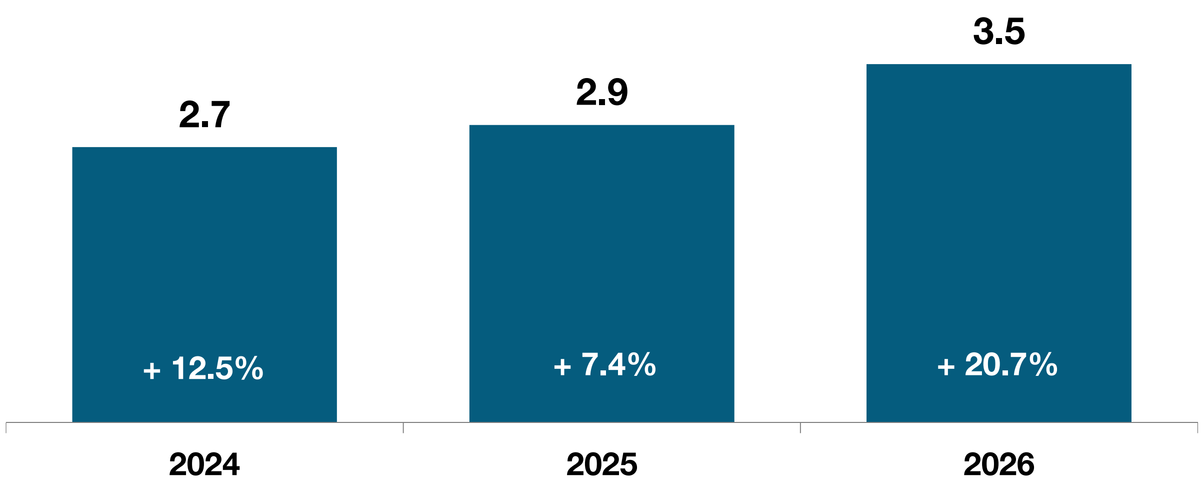
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

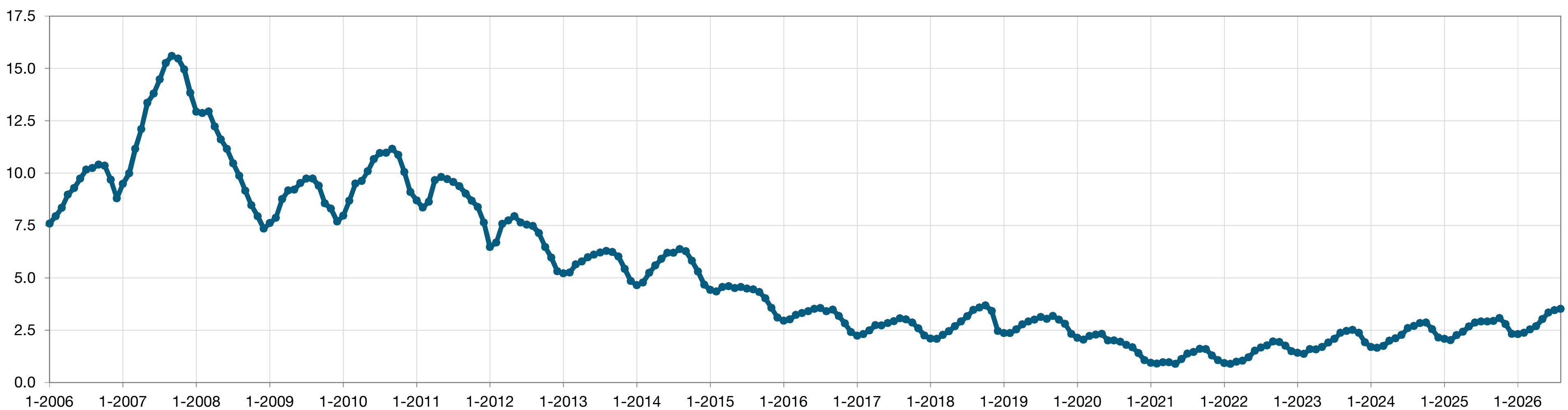
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

August



Months Supply		Prior Year	Percent Change
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	2.4	2.0	+20.0%
March 2026	2.5	2.3	+8.7%
April 2026	2.7	2.4	+12.5%
May 2026	3.0	2.7	+11.1%
June 2026	3.3	2.9	+13.8%
July 2026	3.5	2.9	+20.7%
August 2026	**3.5**	**2.9**	**+20.7%**
12-Month Avg	2.9	2.5	+16.0%

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 2025	YTD 2026	+ / –	YTD 2025	YTD 2026	+ / –	YTD 2025	YTD 2026	+ / –	8-2025	8-2026	+ / –	8-2025	8-2026	+ / –
Albert Lea	213	248	+16.4%	152	175	+15.1%	$191,000	$187,300	-1.9%	81	83	+2.5%	4.0	3.6	-10.0%
Austin	303	337	+11.2%	220	243	+10.5%	$193,775	$209,900	+8.3%	77	87	+13.0%	2.6	2.8	+7.7%
Blooming Prairie	29	27	-6.9%	18	23	+27.8%	$232,500	$220,000	-5.4%	7	4	-42.9%	2.6	1.3	-50.0%
Byron	143	163	+14.0%	102	97	-4.9%	$365,000	$399,900	+9.6%	48	56	+16.7%	4.3	5.1	+18.6%
Caledonia	30	27	-10.0%	29	26	-10.3%	$200,000	$231,500	+15.8%	11	7	-36.4%	3.6	2.2	-38.9%
Chatfield	39	34	-12.8%	24	20	-16.7%	$280,000	$280,000	0.0%	18	19	+5.6%	4.6	5.3	+15.2%
Dodge Center	28	43	+53.6%	18	34	+88.9%	$234,950	$290,000	+23.4%	9	5	-44.4%	3.5	1.1	-68.6%
Grand Meadow	13	15	+15.4%	11	13	+18.2%	$223,000	$265,000	+18.8%	3	3	0.0%	2.0	1.4	-30.0%
Hayfield	23	18	-21.7%	20	14	-30.0%	$260,000	$237,800	-8.5%	6	5	-16.7%	2.3	2.9	+26.1%
Kasson	76	117	+53.9%	66	91	+37.9%	$330,000	$360,000	+9.1%	19	25	+31.6%	2.1	2.3	+9.5%
La Crescent	38	47	+23.7%	31	33	+6.5%	$305,000	$339,900	+11.4%	9	12	+33.3%	2.5	2.8	+12.0%
Lake City	97	113	+16.5%	65	54	-16.9%	$333,000	$310,000	-6.9%	38	54	+42.1%	5.0	6.6	+32.0%
Oronoco	25	25	0.0%	12	18	+50.0%	$499,950	$544,339	+8.9%	8	11	+37.5%	4.2	4.0	-4.8%
Owatonna	296	354	+19.6%	222	256	+15.3%	$299,950	$281,500	-6.2%	80	103	+28.8%	2.9	3.3	+13.8%
Preston	22	21	-4.5%	20	14	-30.0%	$163,500	$204,950	+25.4%	4	8	+100.0%	1.4	2.8	+100.0%
Pine Island	50	75	+50.0%	38	55	+44.7%	$315,000	$349,900	+11.1%	15	18	+20.0%	3.1	2.6	-16.1%
Plainview	34	33	-2.9%	20	34	+70.0%	$242,450	$280,000	+15.5%	9	10	+11.1%	3.0	2.7	-10.0%
Rochester	1,670	1,846	+10.5%	1,249	1,241	-0.6%	$349,900	$359,450	+2.7%	349	527	+51.0%	2.4	3.6	+50.0%
Spring Valley	56	37	-33.9%	45	32	-28.9%	$270,000	$241,000	-10.7%	16	12	-25.0%	2.6	2.5	-3.8%
Saint Charles	33	37	+12.1%	24	24	0.0%	$249,250	$336,000	+34.8%	8	8	0.0%	2.5	2.0	-20.0%
Stewartville	81	61	-24.7%	54	38	-29.6%	$289,500	$332,500	+14.9%	25	25	0.0%	3.3	4.0	+21.2%
Wabasha	53	60	+13.2%	35	38	+8.6%	$285,000	$300,000	+5.3%	21	20	-4.8%	5.0	4.2	-16.0%
Waseca	90	104	+15.6%	90	82	-8.9%	$218,000	$240,000	+10.1%	17	17	0.0%	1.5	1.6	+6.7%
Winona	204	238	+16.7%	177	189	+6.8%	$225,250	$249,900	+10.9%	40	46	+15.0%	1.9	2.0	+5.3%
Zumbrota	53	71	+34.0%	42	50	+19.0%	$321,450	$345,000	+7.3%	15	23	+53.3%	3.1	4.1	+32.3%