Monthly Indicators

October 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 rose 1.5 percent from August and fell 2.2 percent from a year earlier in September, to a seasonally adjusted annual rate of 3.99 million, according to the National Association of REALTORS®. Sales increased in the South and the West, held steady in the Midwest, and declined in the Northeast. Compared with a year earlier, sales declined in all four regions. August and September were the two slowest months for home sales this year, NAR Chief Economist Lawrence Yun said.

New Listings in Southeast Minnesota were down 5.3 percent to 568. Pending Sales decreased 5.8 percent to 391. Inventory grew 22.7 percent to 1,630 units.

Prices moved higher as the Median Sales Price was up 6.7 percent to $310,000. Days on Market increased 10.6 percent to 52 days. Months Supply of Inventory was up 16.1 percent to 3.6 months.

Heading into October, 1.60 million homes were listed for sale, up 1.9 percent from the previous month and 4.6 percent from a year earlier, according to NAR. Unsold inventory was a 4.8-month supply, unchanged from August and up from a 4.5-month supply a year earlier. The median existing-home sales price was $417,500, up 1.3 percent from $412,300 a year earlier. That marked the 39th consecutive month of year-over-year price gains.

Activity Snapshot

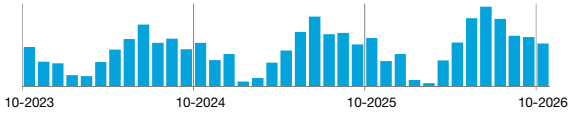
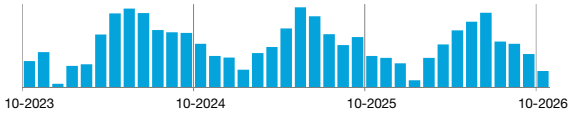
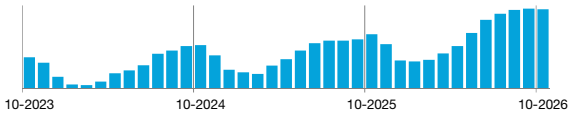
- 5.7%	+ 6.7%	+ 22.7%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

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 Southeast Minnesota REALTORS® and NorthstarMLS®. Provided by the Minnesota Association of REALTORS®. Report © 2026 ShowingTime Plus, LLC.

Activity Overview

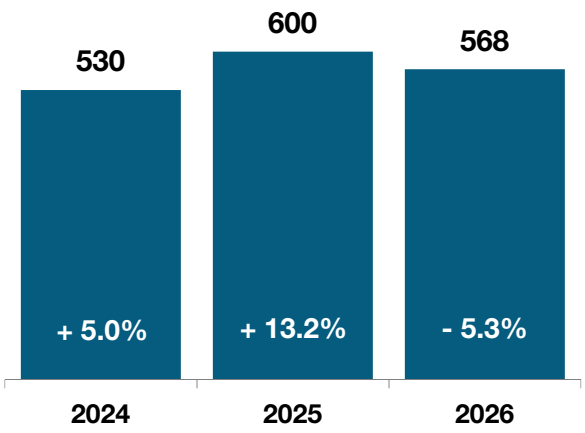
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	10-2025	10-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		600	**568**	- 5.3%	5,879	**6,466**	+ 10.0%
Pending Sales		415	**391**	- 5.8%	4,541	**4,703**	+ 3.6%
Closed Sales		487	**459**	- 5.7%	4,413	**4,635**	+ 5.0%
Days on Market		47	**52**	+ 10.6%	45	**49**	+ 8.9%
Median Sales Price		$290,500	**$310,000**	+ 6.7%	$299,900	**$306,000**	+ 2.0%
Avg. Sales Price		$335,802	**$352,141**	+ 4.9%	$345,048	**$353,610**	+ 2.5%
Pct. of Orig. Price Received		96.4%	**95.5%**	- 0.9%	97.5%	**97.2%**	- 0.3%
Affordability Index		111	**94**	- 15.3%	107	**96**	- 10.3%
Homes for Sale		1,328	**1,630**	+ 22.7%	--	**--**	--
Months Supply		3.1	**3.6**	+ 16.1%	--	**--**	--

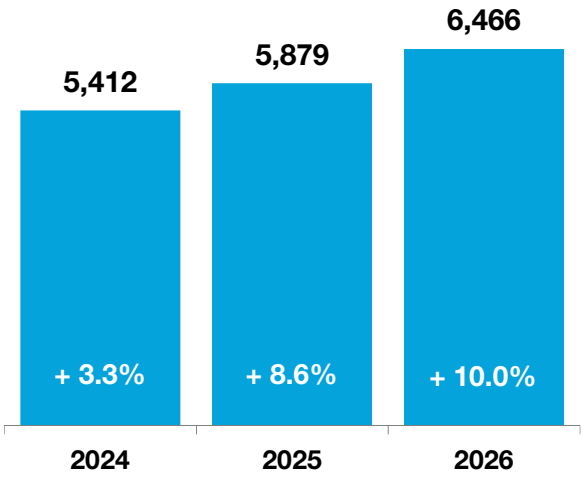
New Listings

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

October

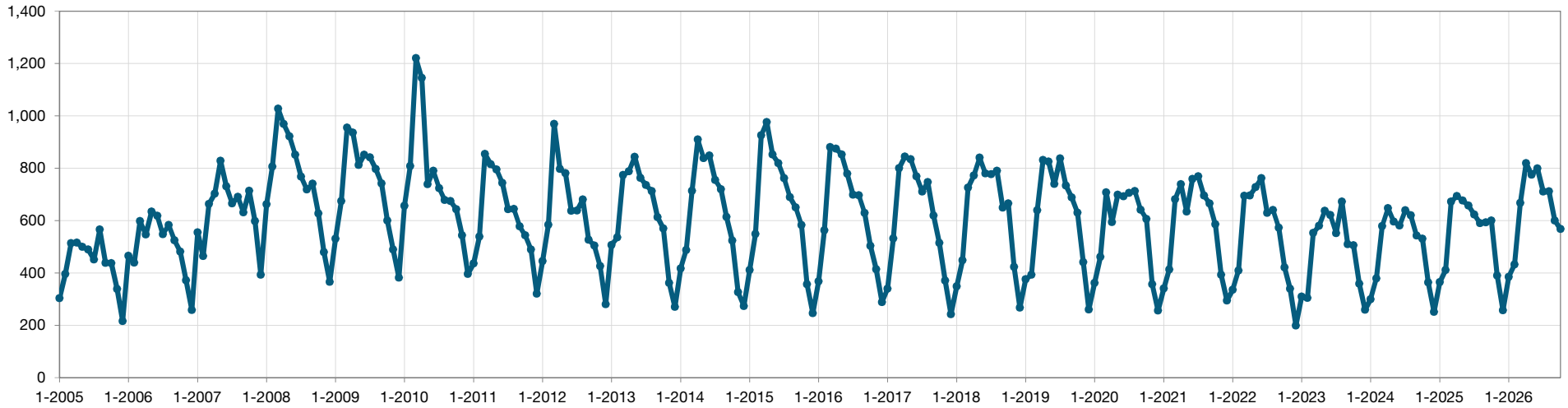


Year to Date



New Listings		Prior Year	Percent Change
November 2025	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	710	623	+14.0%
August 2026	711	590	+20.5%
September 2026	600	593	+1.2%
October 2026	**568**	**600**	**-5.3%**
12-Month Avg	593	541	+9.6%

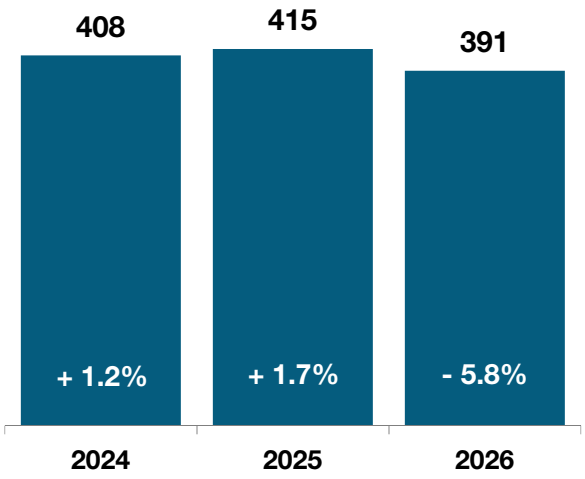
Historical New Listings by Month



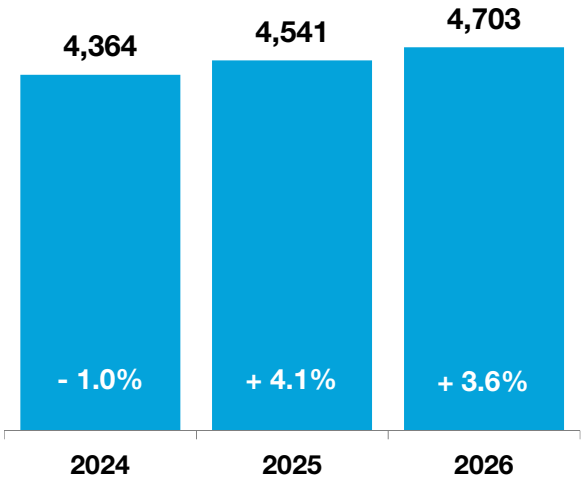
Pending Sales

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

October

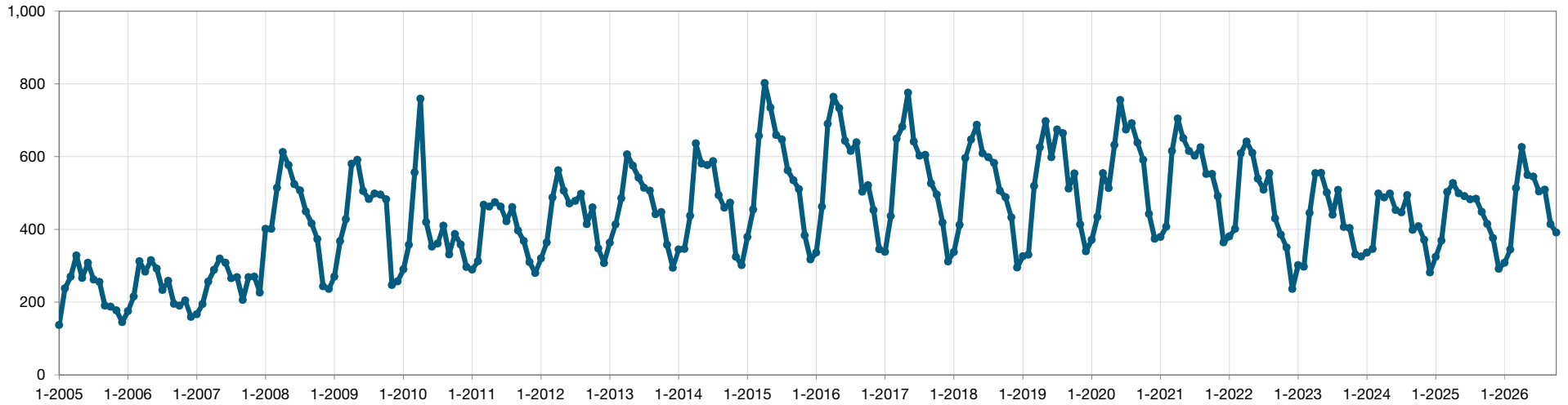


Year to Date



Pending Sales		Prior Year	Percent Change
November 2025	376	371	+1.3%
December 2025	291	281	+3.6%
January 2026	308	324	-4.9%
February 2026	344	369	-6.8%
March 2026	513	502	+2.2%
April 2026	626	527	+18.8%
May 2026	549	499	+10.0%
June 2026	545	491	+11.0%
July 2026	504	482	+4.6%
August 2026	509	484	+5.2%
September 2026	414	448	-7.6%
October 2026	**391**	**415**	**-5.8%**
12-Month Avg	448	433	+3.5%

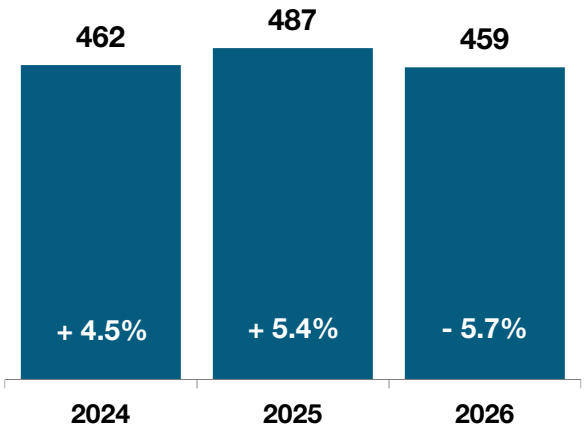
Historical Pending Sales by Month



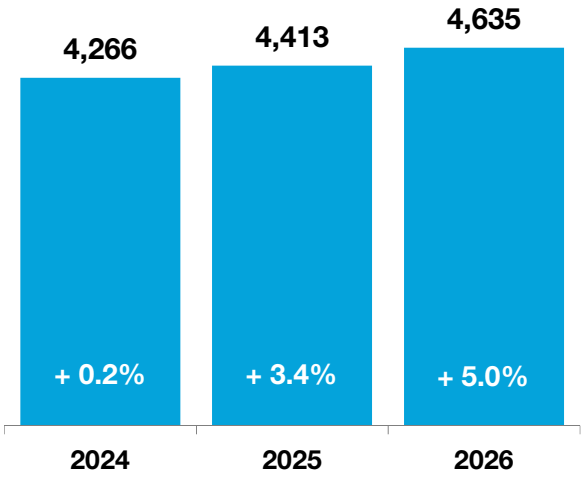
Closed Sales

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

October

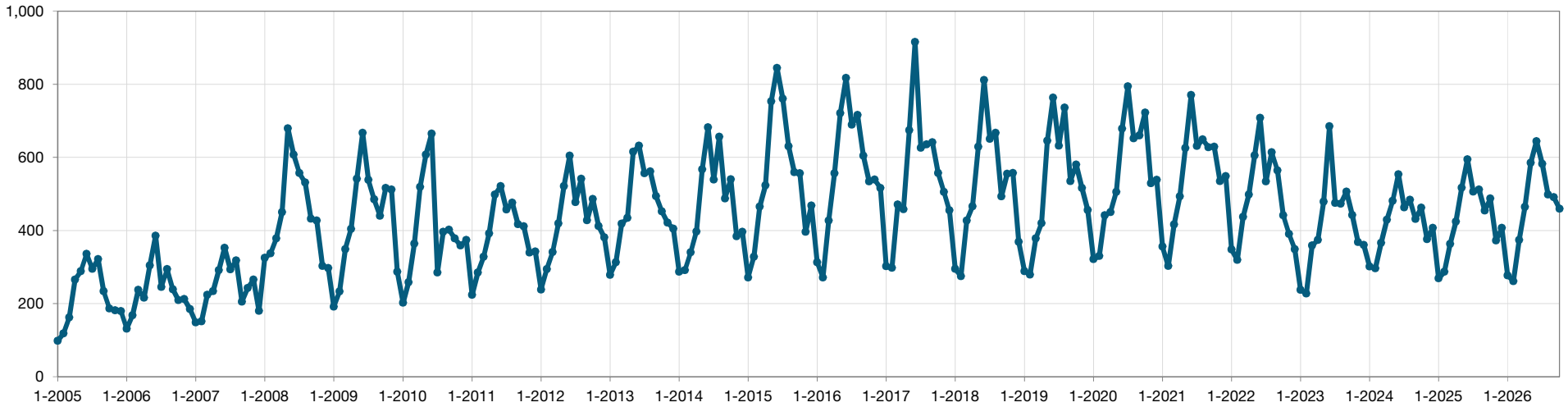


Year to Date



Closed Sales		Prior Year	Percent Change
November 2025	372	376	-1.1%
December 2025	407	407	0.0%
January 2026	277	269	+3.0%
February 2026	261	287	-9.1%
March 2026	374	363	+3.0%
April 2026	464	424	+9.4%
May 2026	585	517	+13.2%
June 2026	644	594	+8.4%
July 2026	582	506	+15.0%
August 2026	498	512	-2.7%
September 2026	491	454	+8.1%
October 2026	**459**	**487**	**-5.7%**
12-Month Avg	451	433	+4.2%

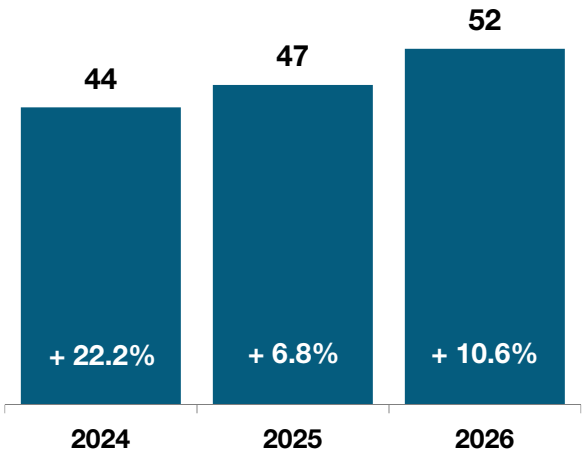
Historical Closed Sales by Month



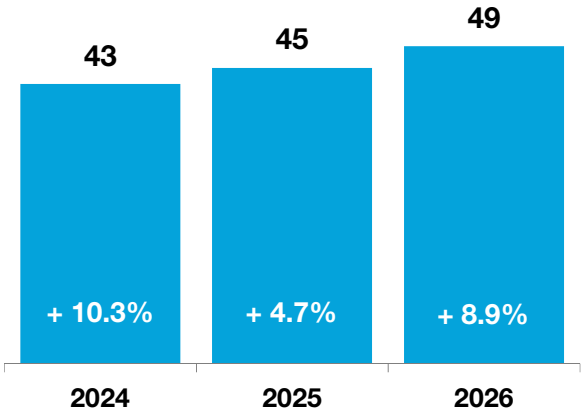
Days on Market Until Sale

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

October

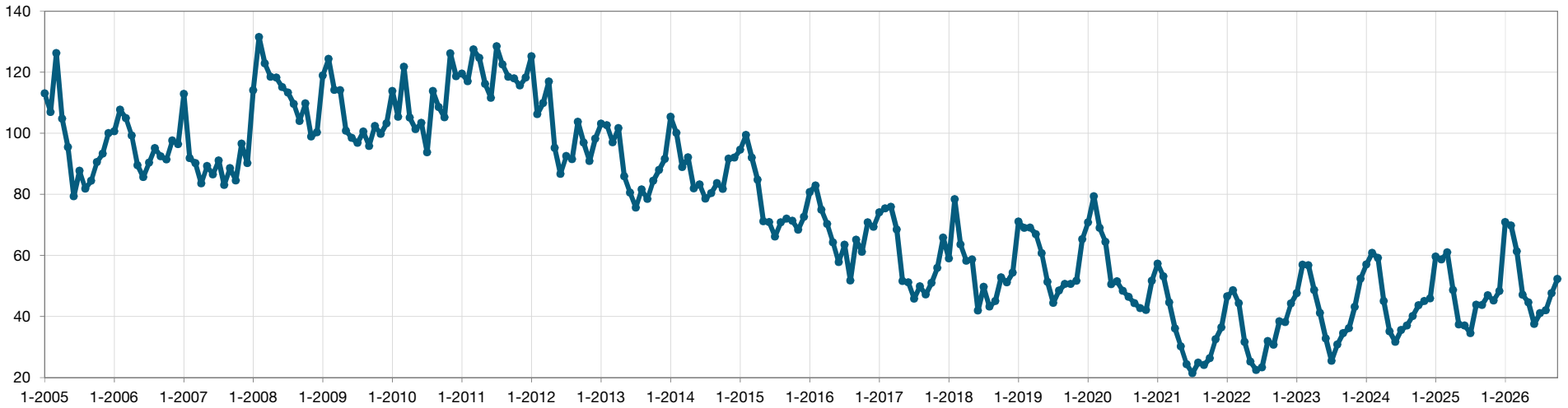


Year to Date



Days on Market		Prior Year	Percent Change
November 2025	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%
September 2026	48	44	+9.1%
October 2026	**52**	**47**	**+10.6%**
12-Month Avg	51	47	+8.5%

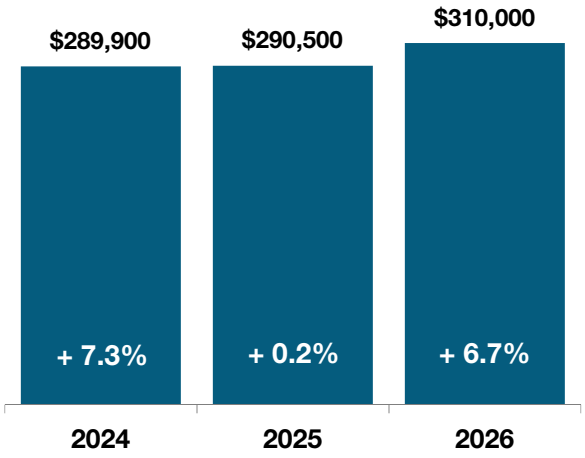
Historical Days on Market Until Sale by Month



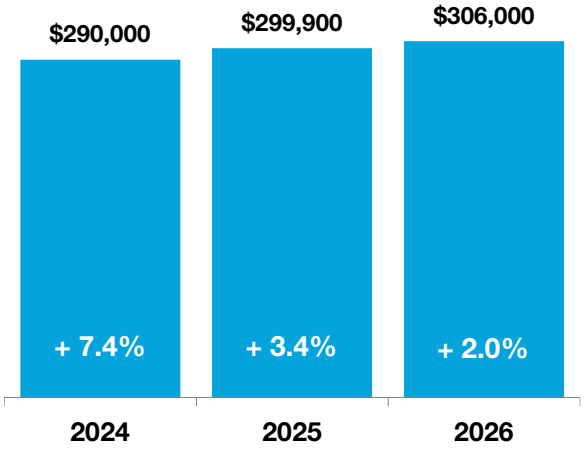
Median Sales Price

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

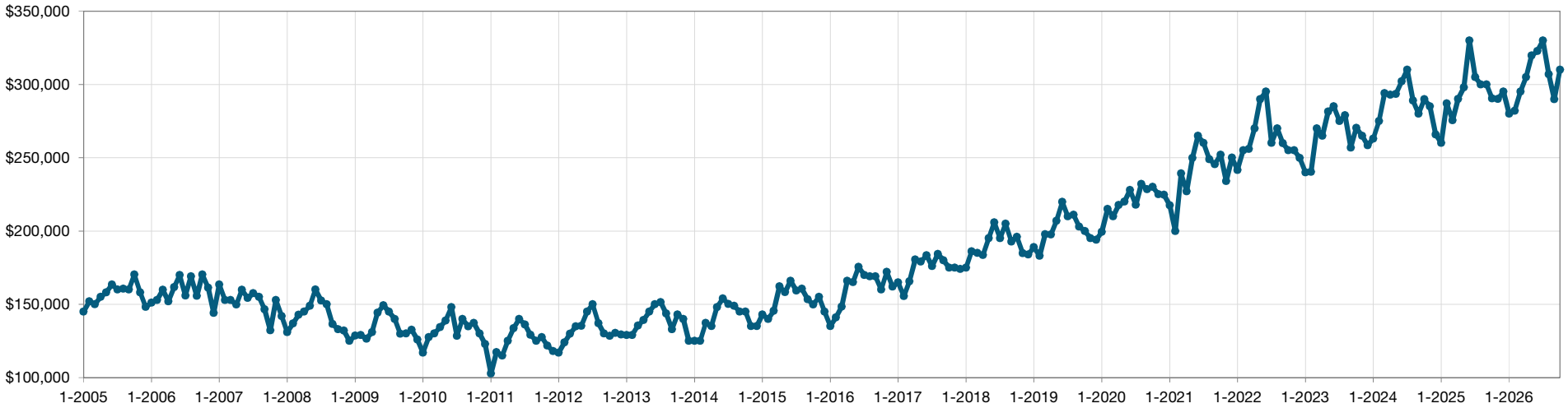


Year to Date



Median Sales Price		Prior Year	Percent Change
November 2025	$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	$307,000	$300,000	+2.3%
September 2026	$289,900	$299,900	-3.3%
October 2026	**$310,000**	**$290,500**	**+6.7%**
12-Month Avg	$302,185	$290,558	+4.0%

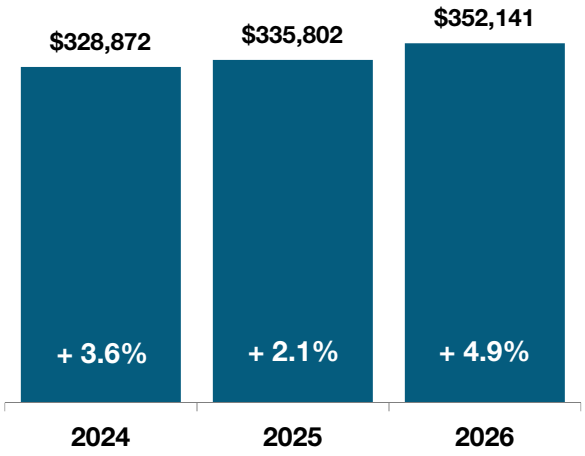
Historical Median Sales Price by Month



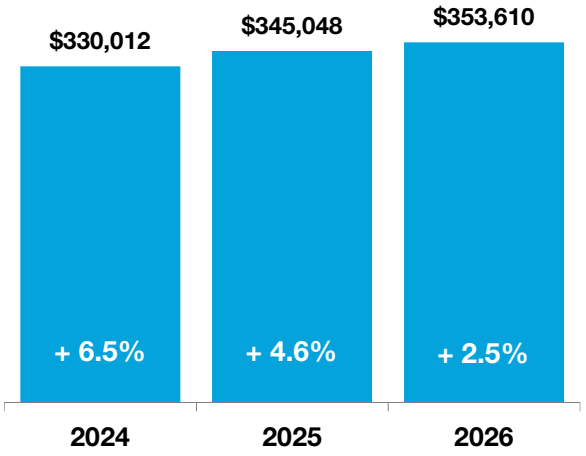
Average Sales Price

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

October

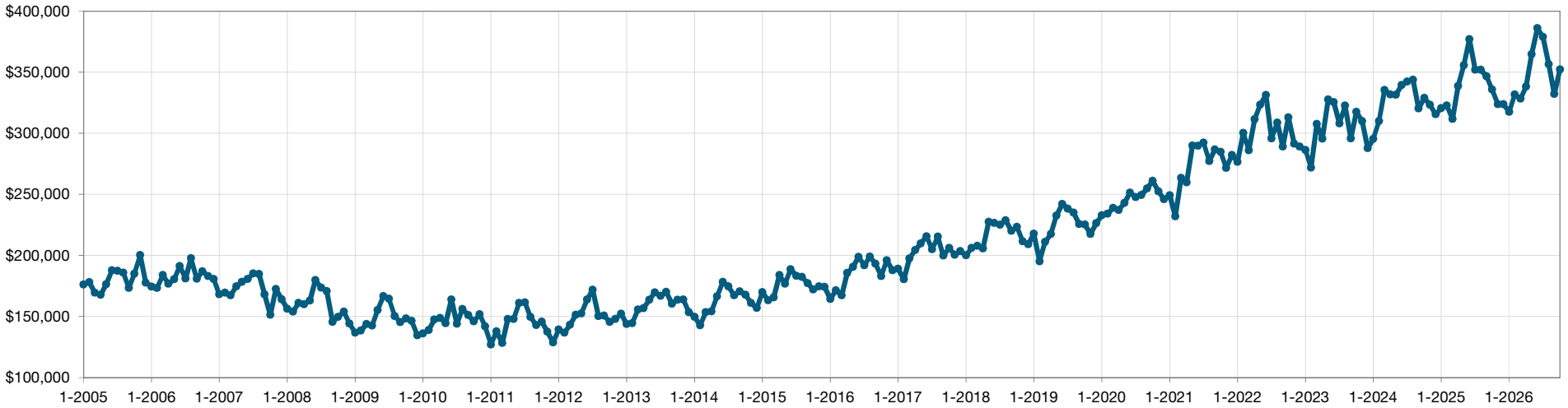


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	$356,443	$352,071	+1.2%
September 2026	$332,122	$346,575	-4.2%
October 2026	**$352,141**	**$335,802**	**+4.9%**
12-Month Avg	$344,451	$337,643	+2.0%

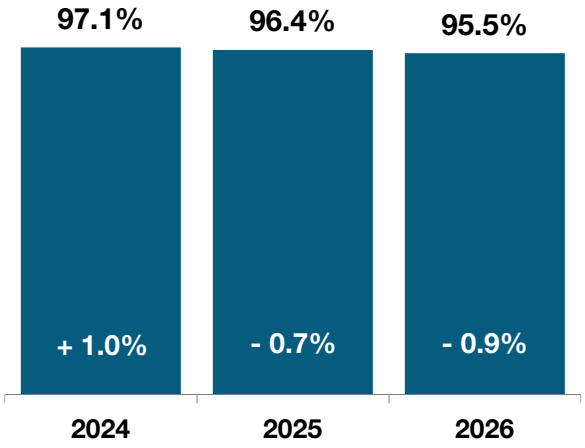
Historical Average Sales Price by Month



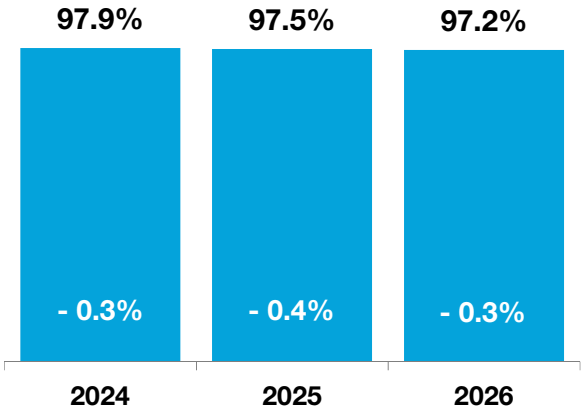
Percent of Original List Price Received

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

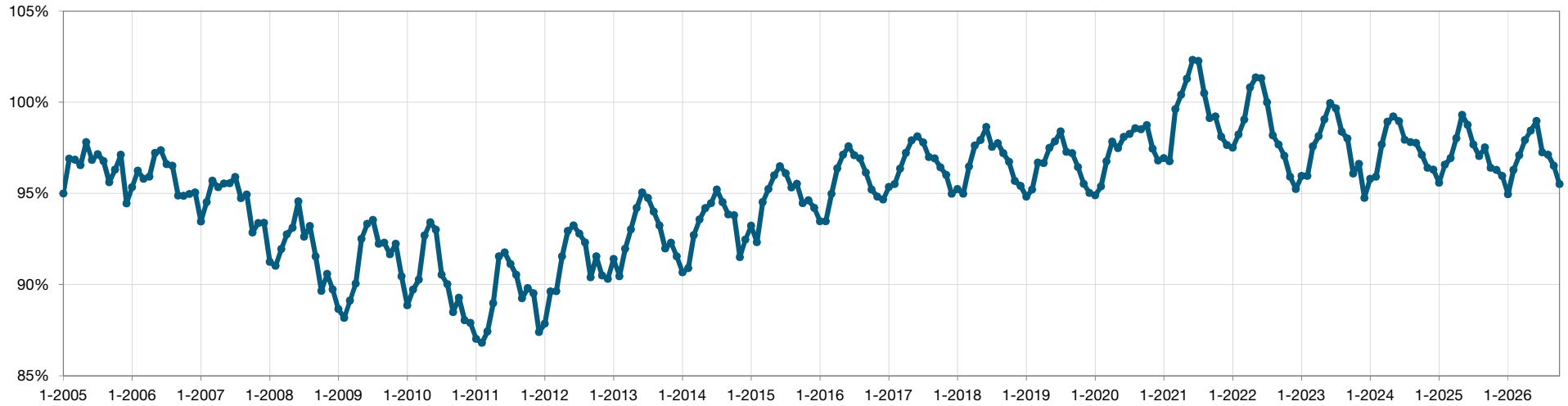


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
November 2025	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%
September 2026	96.5%	97.5%	-1.0%
October 2026	**95.5%**	**96.4%**	**-0.9%**
12-Month Avg	96.9%	97.2%	-0.3%

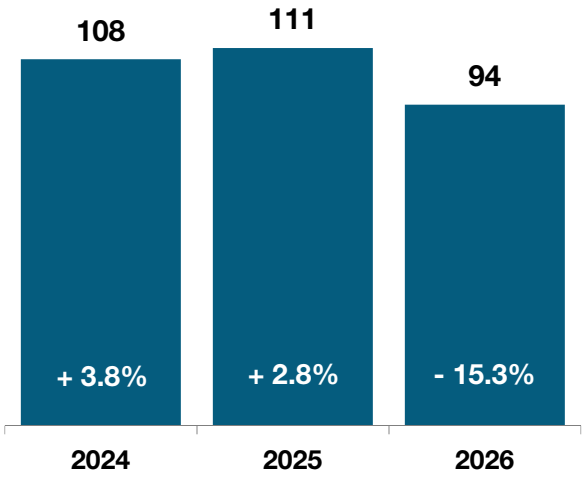
Historical Percent of Original List Price Received by Month



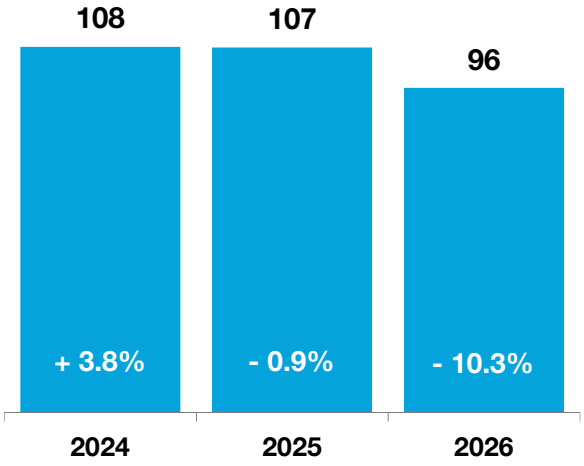
Housing Affordability Index

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.

October



Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2026	103	106	-2.8%
October 2026	**94**	**111**	**-15.3%**
12-Month Avg	104	106	-1.9%

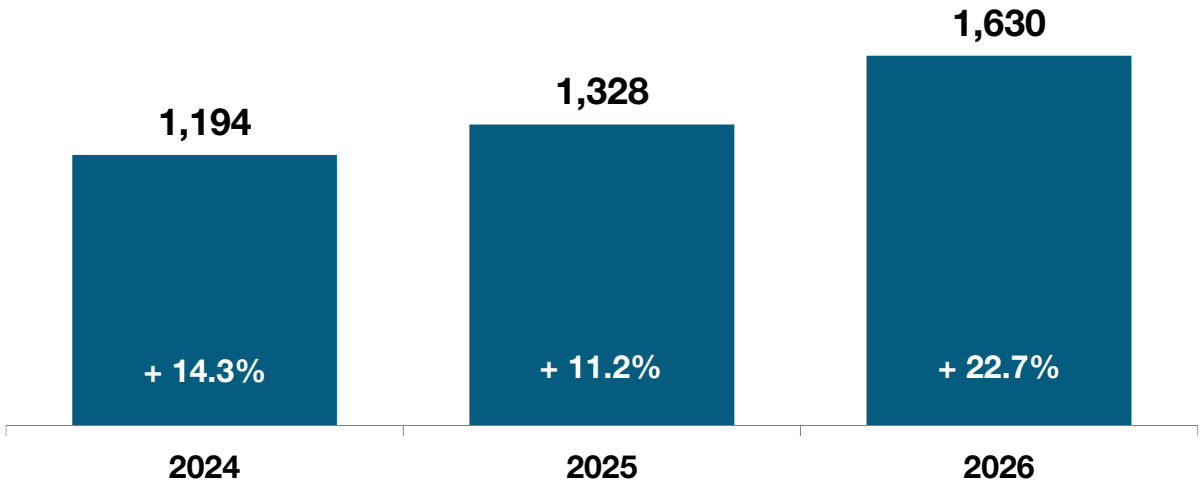
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

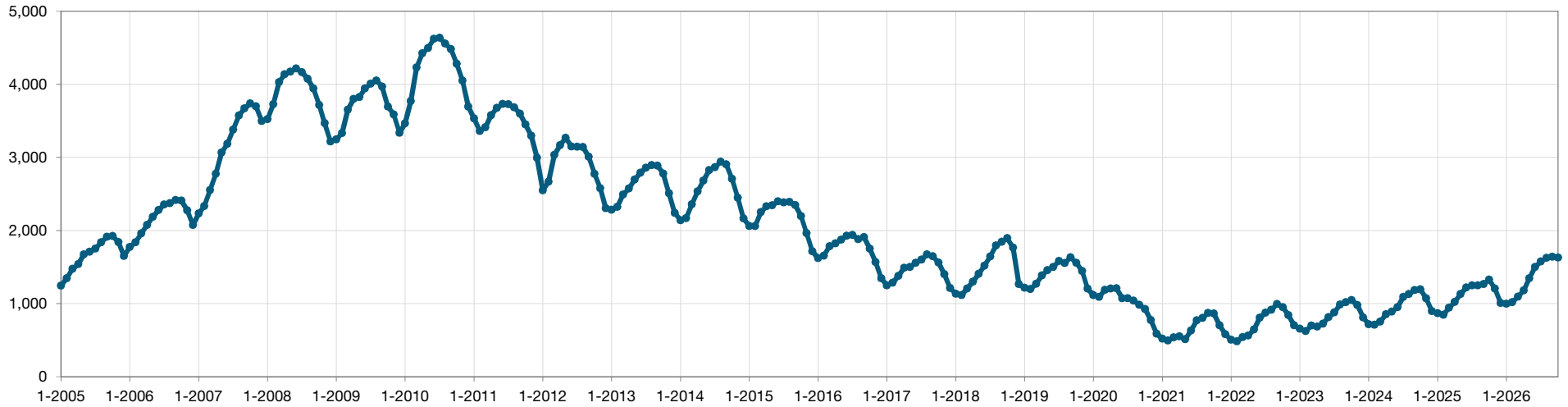
The number of properties available for sale in active status at the end of a given month.

October



Homes for Sale		Prior Year	Percent Change
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	1,092	944	+15.7%
April 2026	1,181	1,023	+15.4%
May 2026	1,343	1,130	+18.8%
June 2026	1,500	1,219	+23.1%
July 2026	1,575	1,249	+26.1%
August 2026	1,623	1,247	+30.2%
September 2026	1,639	1,266	+29.5%
October 2026	**1,630**	**1,328**	**+22.7%**
12-Month Avg	1,318	1,091	+20.8%

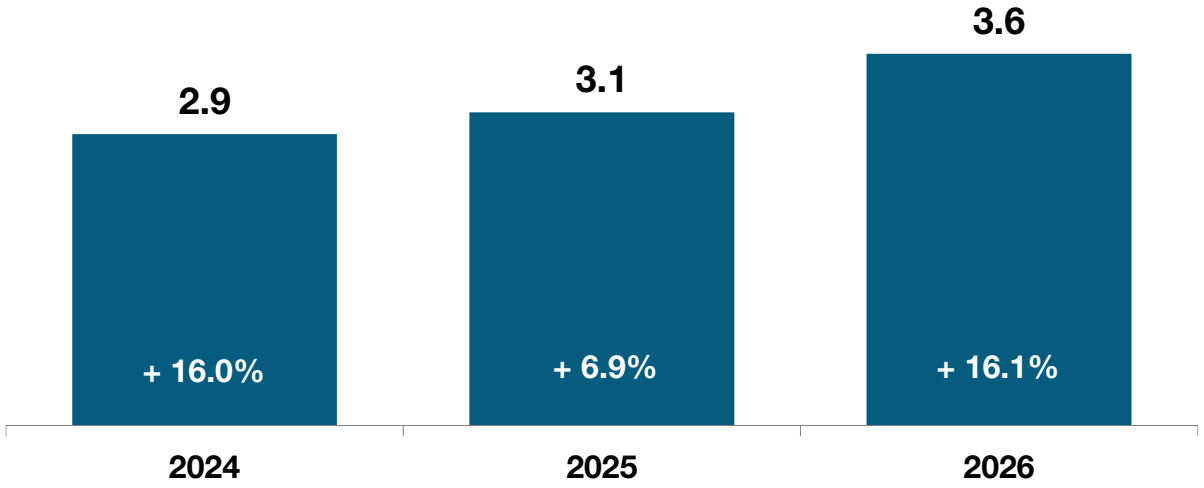
Historical Inventory of Homes for Sale by Month



Months Supply of Inventory

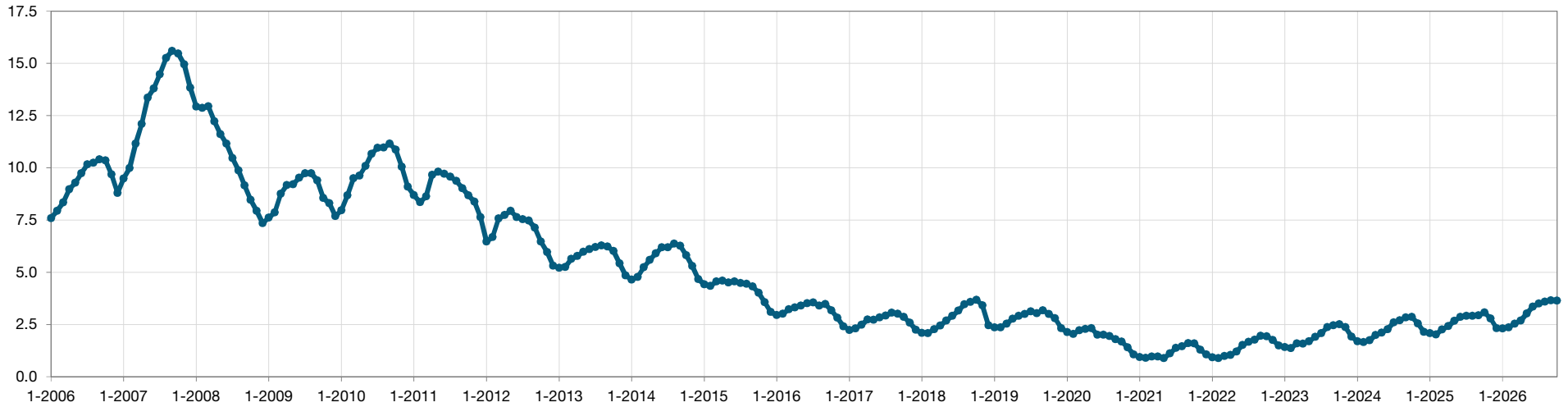
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

October



Months Supply		Prior Year	Percent Change
November 2025	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	3.6	2.9	+24.1%
September 2026	3.6	2.9	+24.1%
October 2026	**3.6**	**3.1**	**+16.1%**
12-Month Avg	3.0	2.6	+15.4%

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.

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	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	+ / –
Albert Lea	275	310	**+12.7%**	212	223	**+5.2%**	$190,000	$192,748	**+1.4%**	72	98	**+36.1%**	3.4	4.7	**+38.2%**
Austin	388	439	**+13.1%**	294	301	**+2.4%**	$195,000	$209,450	**+7.4%**	88	113	**+28.4%**	3.0	3.7	**+23.3%**
Blooming Prairie	39	34	**-12.8%**	26	27	**+3.8%**	$230,500	$220,000	**-4.6%**	8	6	**-25.0%**	2.7	2.1	**-22.2%**
Byron	168	184	**+9.5%**	122	121	**-0.8%**	$365,000	$375,000	**+2.7%**	44	41	**-6.8%**	3.9	3.7	**-5.1%**
Caledonia	40	35	**-12.5%**	36	31	**-13.9%**	$203,000	$233,000	**+14.8%**	12	11	**-8.3%**	3.8	3.8	**0.0%**
Chatfield	51	45	**-11.8%**	39	29	**-25.6%**	$295,000	$280,000	**-5.1%**	13	15	**+15.4%**	3.0	4.5	**+50.0%**
Dodge Center	32	49	**+53.1%**	23	45	**+95.7%**	$240,000	$284,500	**+18.5%**	7	5	**-28.6%**	2.8	1.1	**-60.7%**
Grand Meadow	20	20	**0.0%**	16	18	**+12.5%**	$226,500	$280,000	**+23.6%**	5	3	**-40.0%**	2.8	1.4	**-50.0%**
Hayfield	26	25	**-3.8%**	24	20	**-16.7%**	$260,000	$247,500	**-4.8%**	3	5	**+66.7%**	1.1	2.6	**+136.4%**
Kasson	108	136	**+25.9%**	80	112	**+40.0%**	$330,000	$355,000	**+7.6%**	35	19	**-45.7%**	4.3	1.6	**-62.8%**
La Crescent	44	60	**+36.4%**	41	41	**0.0%**	$305,000	$339,900	**+11.4%**	4	14	**+250.0%**	1.0	3.0	**+200.0%**
Lake City	120	141	**+17.5%**	85	72	**-15.3%**	$320,000	$329,750	**+3.0%**	36	54	**+50.0%**	4.5	6.5	**+44.4%**
Oronoco	30	26	**-13.3%**	15	22	**+46.7%**	$500,000	$544,339	**+8.9%**	9	6	**-33.3%**	5.0	2.3	**-54.0%**
Owatonna	376	426	**+13.3%**	284	319	**+12.3%**	$293,950	$282,500	**-3.9%**	88	105	**+19.3%**	3.1	3.4	**+9.7%**
Preston	29	27	**-6.9%**	27	20	**-25.9%**	$165,000	$204,950	**+24.2%**	6	8	**+33.3%**	2.2	2.8	**+27.3%**
Pine Island	74	89	**+20.3%**	54	67	**+24.1%**	$307,500	$349,900	**+13.8%**	20	21	**+5.0%**	3.6	3.4	**-5.6%**
Plainview	44	42	**-4.5%**	30	41	**+36.7%**	$257,500	$266,500	**+3.5%**	14	12	**-14.3%**	4.8	3.2	**-33.3%**
Rochester	2,049	2,194	**+7.1%**	1,541	1,514	**-1.8%**	$345,500	$355,000	**+2.7%**	371	511	**+37.7%**	2.5	3.6	**+44.0%**
Spring Valley	72	46	**-36.1%**	60	42	**-30.0%**	$256,000	$241,000	**-5.9%**	18	10	**-44.4%**	3.1	2.3	**-25.8%**
Saint Charles	44	44	**0.0%**	33	32	**-3.0%**	$260,000	$350,000	**+34.6%**	7	9	**+28.6%**	2.0	2.7	**+35.0%**
Stewartville	102	79	**-22.5%**	72	51	**-29.2%**	$288,000	$330,000	**+14.6%**	22	20	**-9.1%**	2.8	3.2	**+14.3%**
Wabasha	63	63	**0.0%**	47	50	**+6.4%**	$285,000	$297,500	**+4.4%**	23	12	**-47.8%**	5.4	2.6	**-51.9%**
Waseca	117	133	**+13.7%**	108	104	**-3.7%**	$224,000	$240,775	**+7.5%**	20	24	**+20.0%**	1.8	2.4	**+33.3%**
Winona	254	289	**+13.8%**	216	245	**+13.4%**	$230,000	$246,000	**+7.0%**	47	50	**+6.4%**	2.3	2.1	**-8.7%**
Zumbrota	66	83	**+25.8%**	47	65	**+38.3%**	$325,000	$340,000	**+4.6%**	24	19	**-20.8%**	4.9	3.2	**-34.7%**