

Monthly Indicators



December 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 ticked up 0.5% from the previous month to a seasonally adjusted annual rate of 4.13 million, marking the third consecutive monthly increase, according to the National Association of REALTORS® (NAR). However, sales were down 1.0% from the same period last year. Regionally, sales rose month-over-month in the Northeast and South, were unchanged in the West, and declined in the Midwest. On a year-over-year basis, sales were flat in the Northeast and South and fell in both the Midwest and West.

New Listings in Southeast Minnesota were up 2.0 percent to 256. Pending Sales increased 5.3 percent to 296. Inventory grew 6.9 percent to 958 units.

Prices moved higher as the Median Sales Price was up 11.0 percent to \$295,000. Days on Market increased 4.3 percent to 48 days. Months Supply of Inventory was up 4.8 percent to 2.2 months.

The national median existing-home price continued to climb, rising 1.2% from a year ago to \$409,200, according to NAR. This year-over-year increase—the 29th consecutive monthly gain—reflects ongoing tightness in housing supply. At the end of November, there were 1.43 million units for sale, down 5.9% from the previous month but up 7.5% from the same time last year, representing a 4.2-month supply at the current sales pace.

Activity Snapshot

- 0.2% **+ 11.0%** **+ 6.9%**

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.



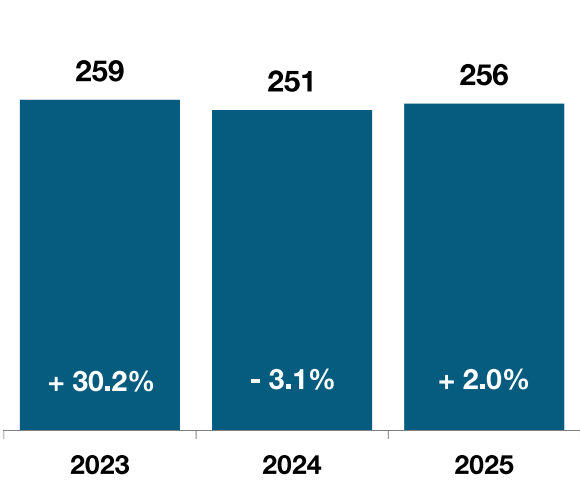
Key Metrics	Historical Sparkbars	12-2024	12-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		251	256	+ 2.0%	6,026	6,523	+ 8.2%
Pending Sales		281	296	+ 5.3%	5,016	5,214	+ 3.9%
Closed Sales		407	406	- 0.2%	5,049	5,191	+ 2.8%
Days on Market		46	48	+ 4.3%	43	45	+ 4.7%
Median Sales Price		\$265,850	\$295,000	+ 11.0%	\$288,000	\$299,875	+ 4.1%
Avg. Sales Price		\$315,458	\$323,656	+ 2.6%	\$328,350	\$341,883	+ 4.1%
Pct. of Orig. Price Received		96.3%	96.0%	- 0.3%	97.6%	97.3%	- 0.3%
Affordability Index		114	109	- 4.4%	106	107	+ 0.9%
Homes for Sale		896	958	+ 6.9%	--	--	--
Months Supply		2.1	2.2	+ 4.8%	--	--	--

New Listings

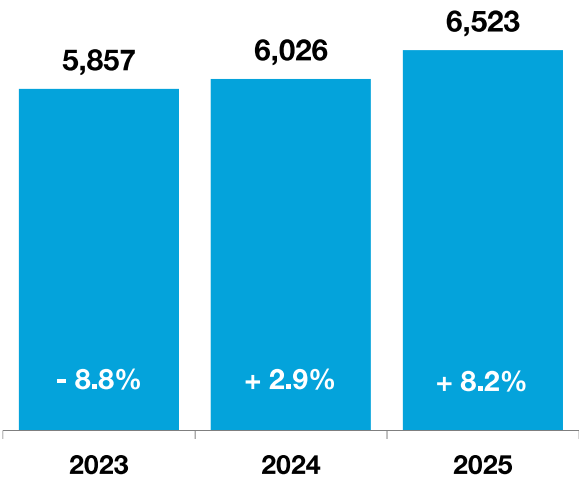
A count of the properties that have been newly listed on the market in a given month.



December

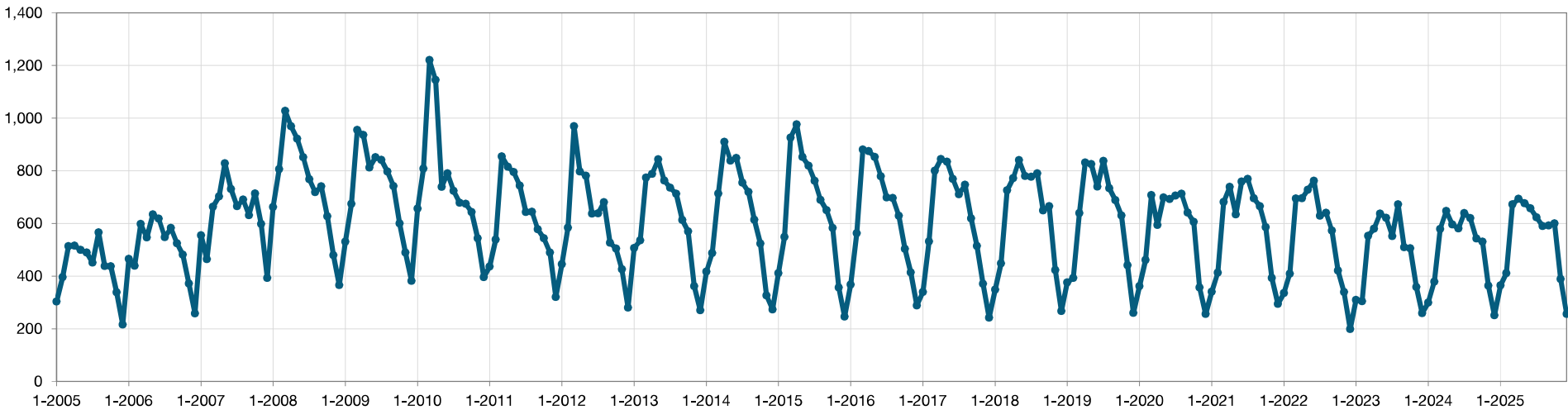


Year to Date



New Listings		Prior Year	Percent Change
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	623	639	-2.5%
August 2025	590	620	-4.8%
September 2025	592	542	+9.2%
October 2025	600	530	+13.2%
November 2025	389	363	+7.2%
December 2025	256	251	+2.0%
12-Month Avg	544	502	+8.4%

Historical New Listings by Month

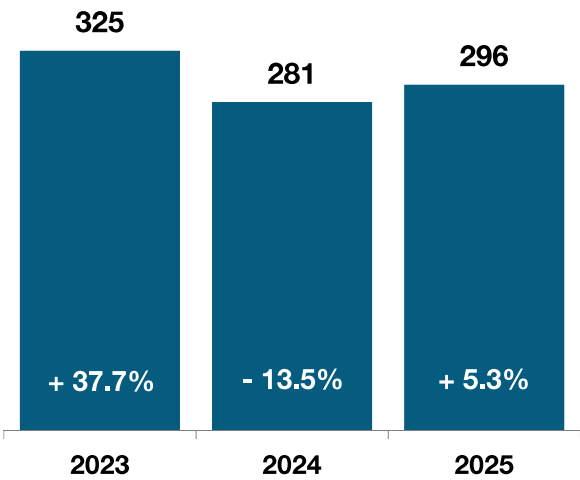


Pending Sales

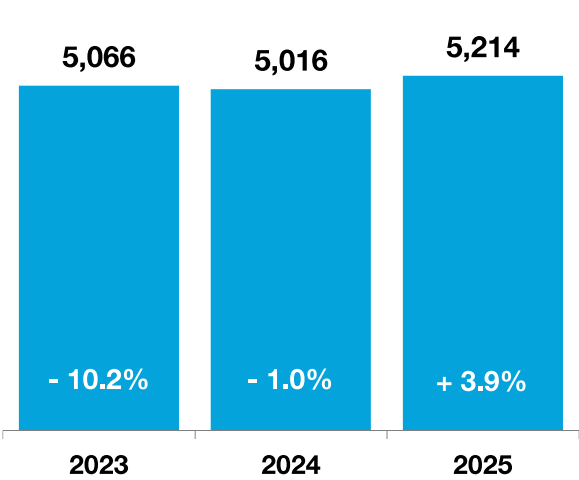
A count of the properties on which offers have been accepted in a given month.



December

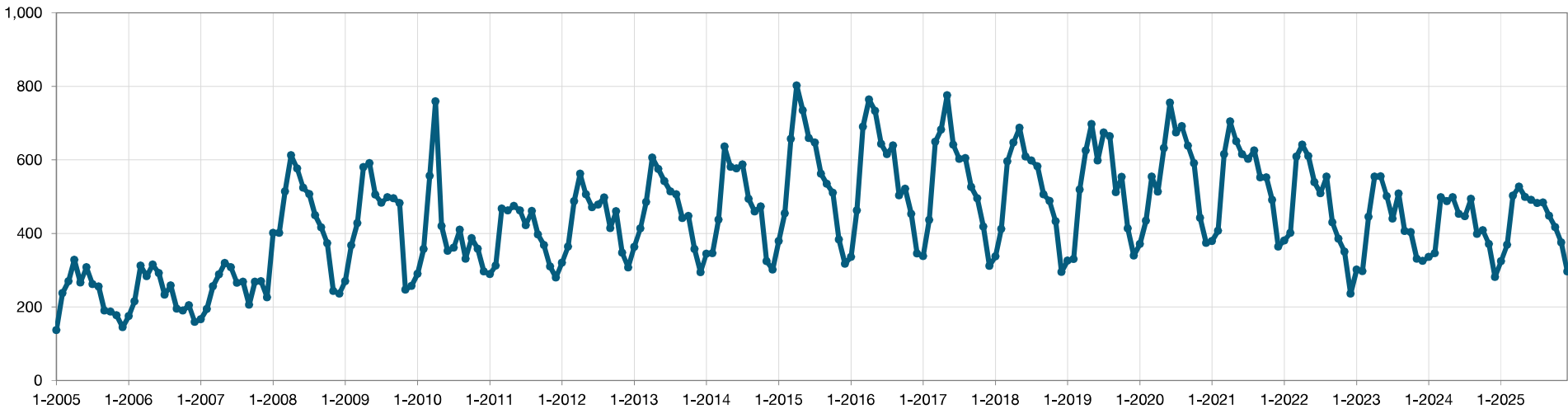


Year to Date



Pending Sales		Prior Year	Percent Change
January 2025	324	336	-3.6%
February 2025	369	346	+6.6%
March 2025	502	498	+0.8%
April 2025	527	487	+8.2%
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	417	408	+2.2%
November 2025	375	371	+1.1%
December 2025	296	281	+5.3%
12-Month Avg	435	418	+4.1%

Historical Pending Sales by Month

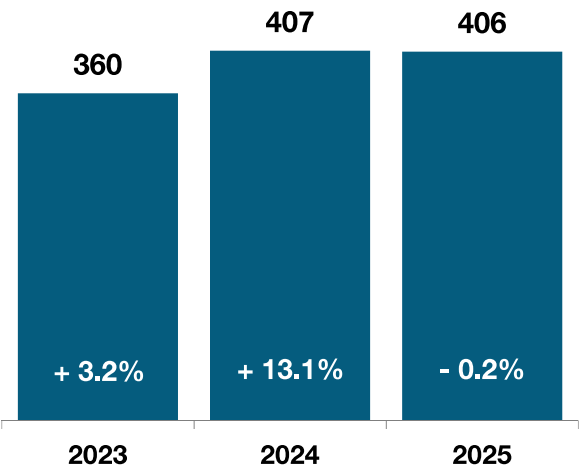


Closed Sales

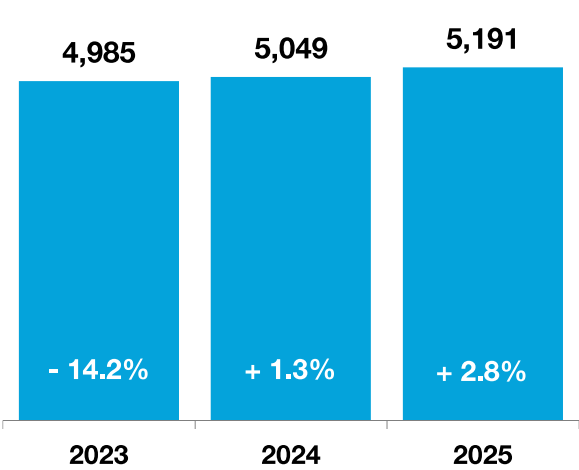
A count of the actual sales that closed in a given month.



December

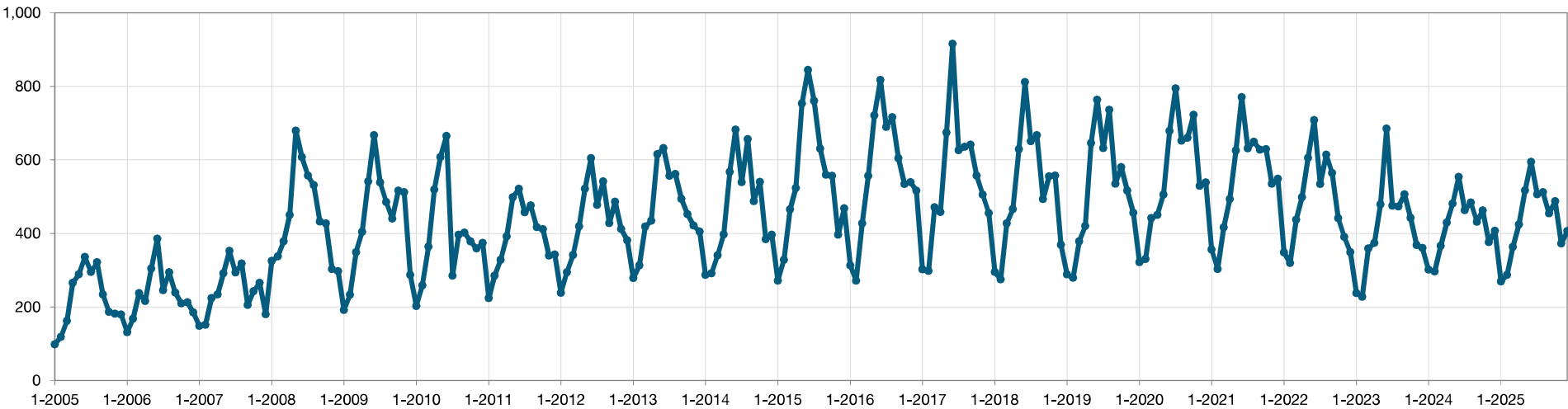


Year to Date



Closed Sales		Prior Year	Percent Change
January 2025	269	301	-10.6%
February 2025	287	296	-3.0%
March 2025	363	366	-0.8%
April 2025	424	429	-1.2%
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	406	407	-0.2%
12-Month Avg	433	421	+2.9%

Historical Closed Sales by Month

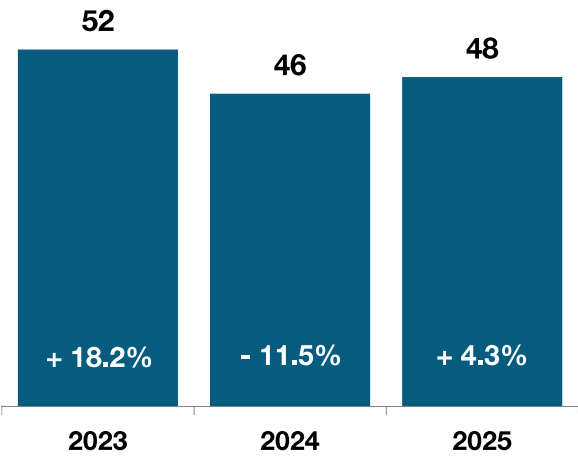


Days on Market Until Sale

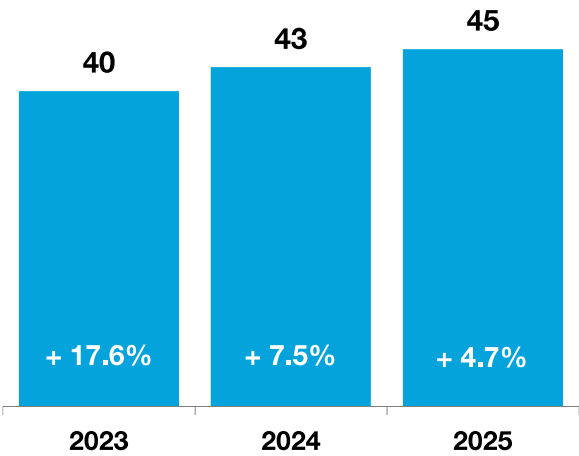
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

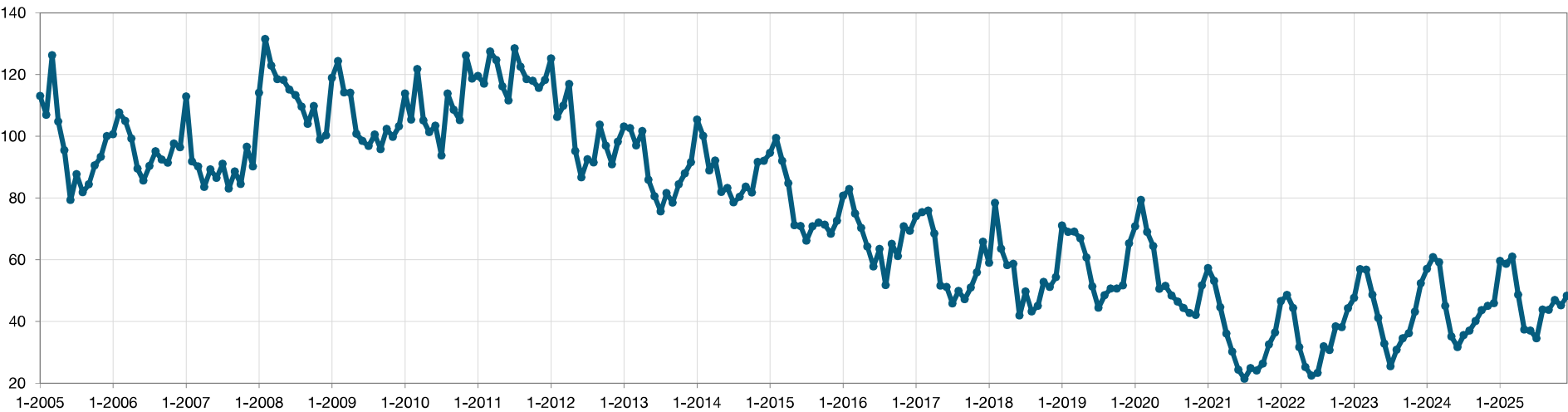


Year to Date



Days on Market		Prior Year	Percent Change
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%
November 2025	45	45	0.0%
December 2025	48	46	+4.3%
12-Month Avg	47	45	+4.4%

Historical Days on Market Until Sale by Month

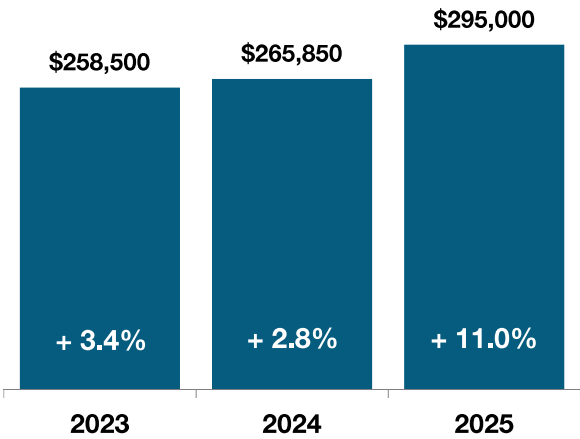


Median Sales Price

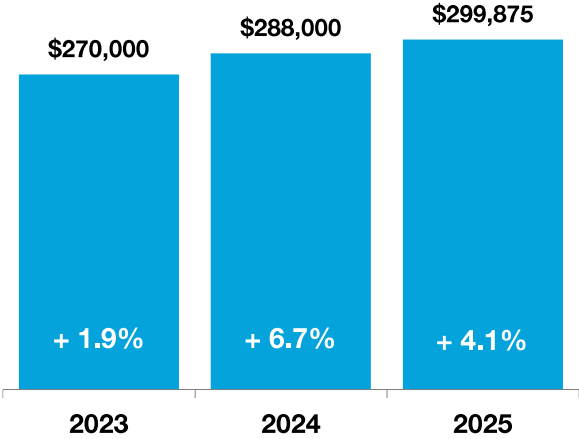
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

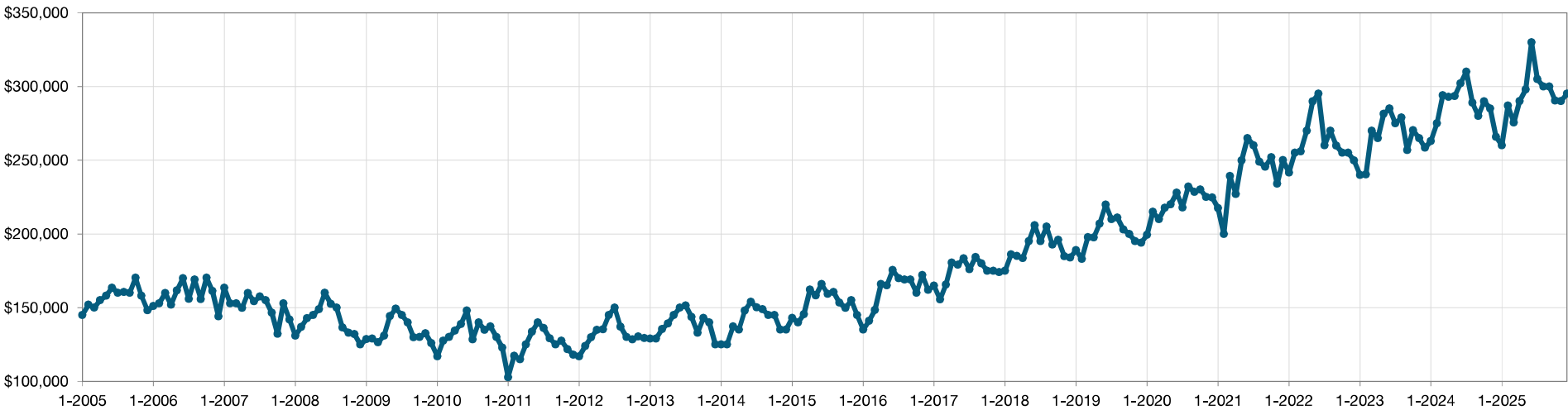


Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$290,500	\$289,900	+0.2%
November 2025	\$290,000	\$285,000	+1.8%
December 2025	\$295,000	\$265,850	+11.0%
12-Month Avg	\$293,408	\$286,688	+2.3%

Historical Median Sales Price by Month

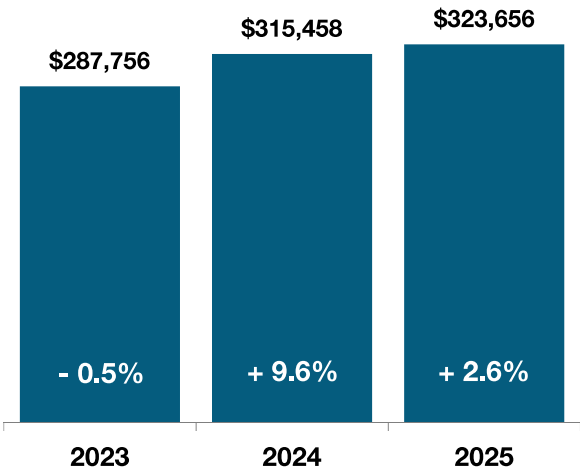


Average Sales Price

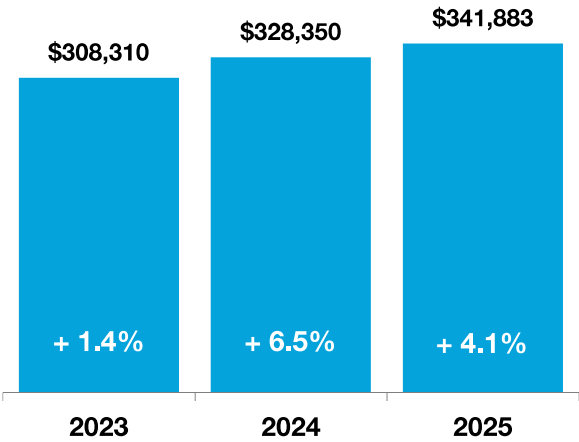
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

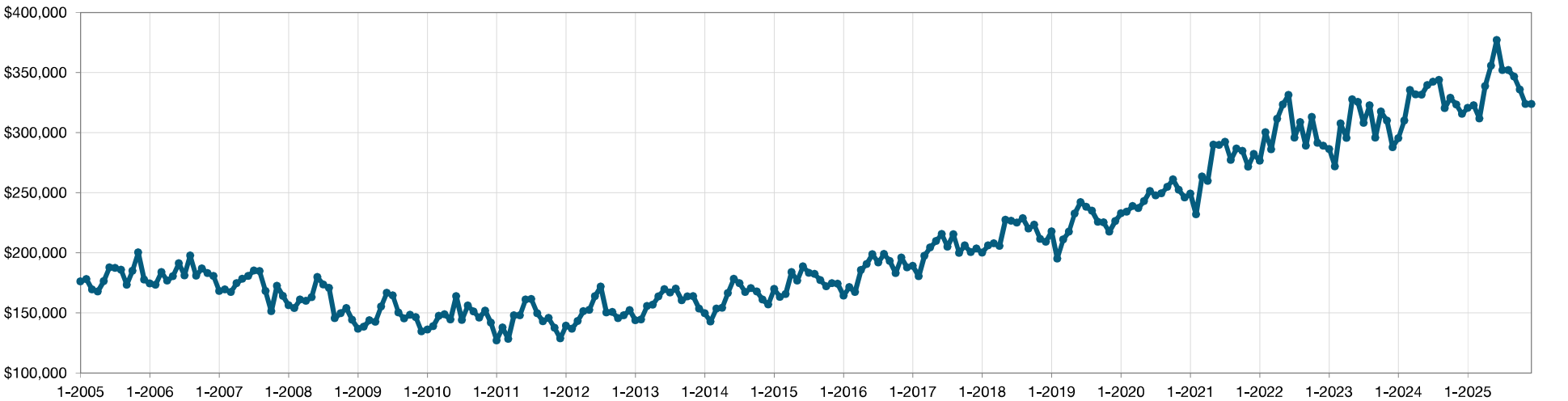


Year to Date



Avg. Sales Price	Prior Year	Percent Change
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	\$335,802	\$328,872 +2.1%
November 2025	\$323,855	\$323,404 +0.1%
December 2025	\$323,656	\$315,458 +2.6%
12-Month Avg	\$338,372	\$326,479 +3.6%

Historical Average Sales Price by Month

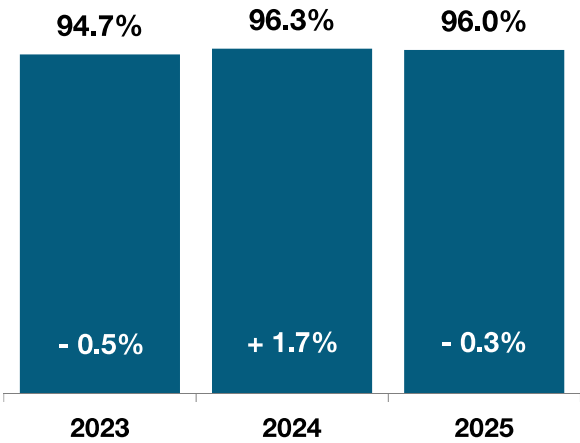


Percent of Original List Price Received

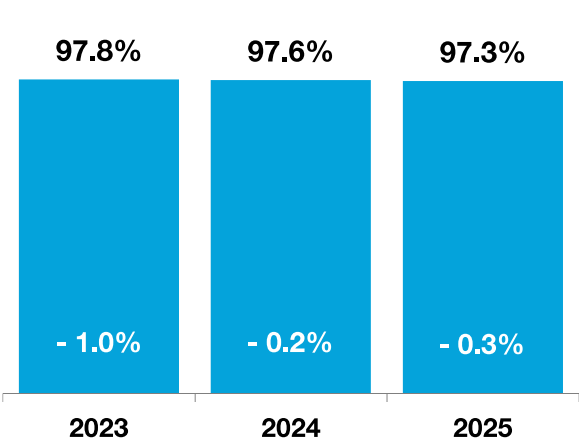
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

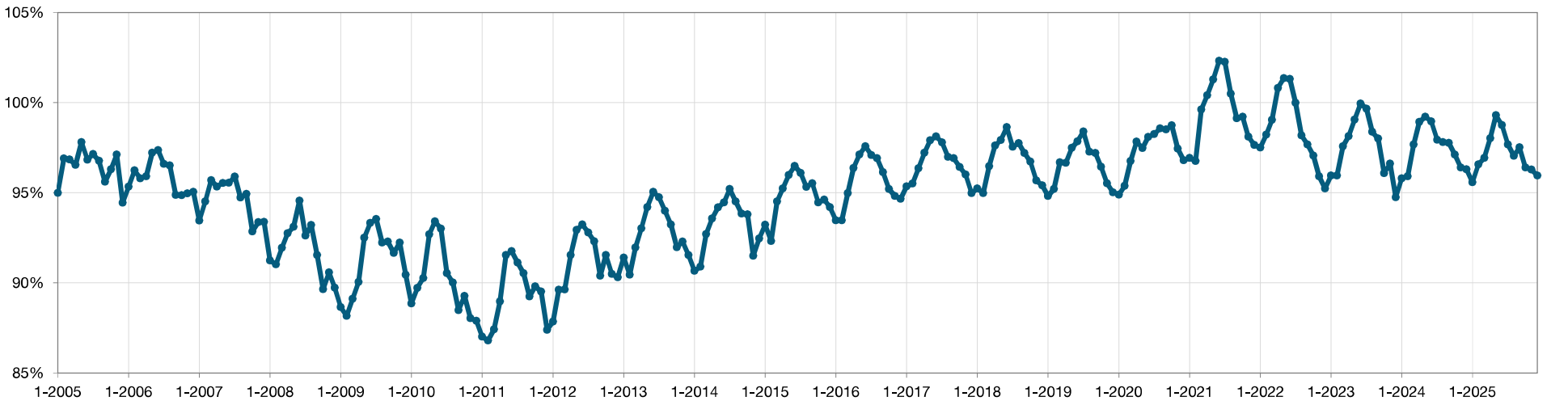


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2025	96.3%	96.4%	-0.1%
December 2025	96.0%	96.3%	-0.3%
12-Month Avg	97.2%	97.5%	-0.3%

Historical Percent of Original List Price Received by Month

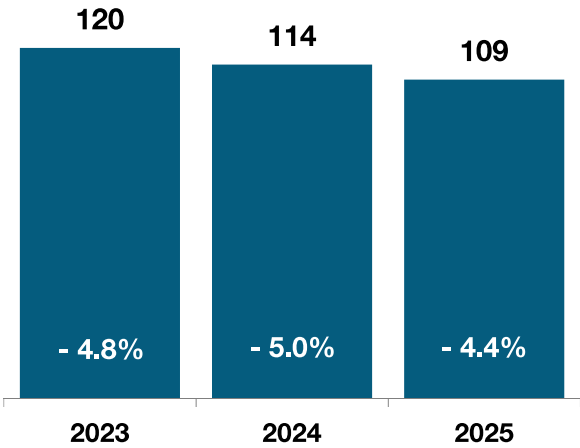


Housing Affordability Index

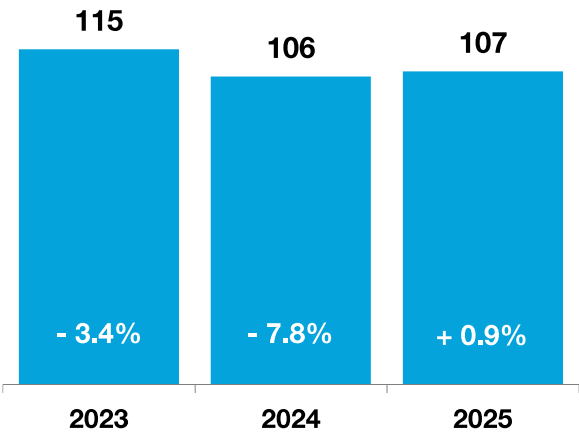
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

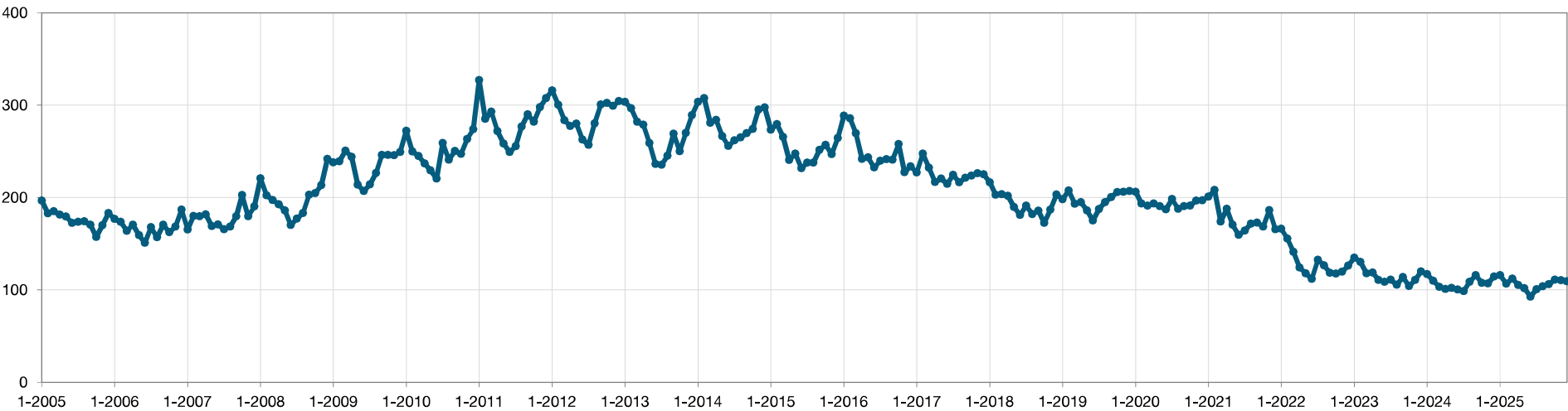


Year to Date



Affordability Index		Prior Year	Percent Change
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%
November 2025	111	107	+3.7%
December 2025	109	114	-4.4%
12-Month Avg	106	107	-0.9%

Historical Housing Affordability Index by Month

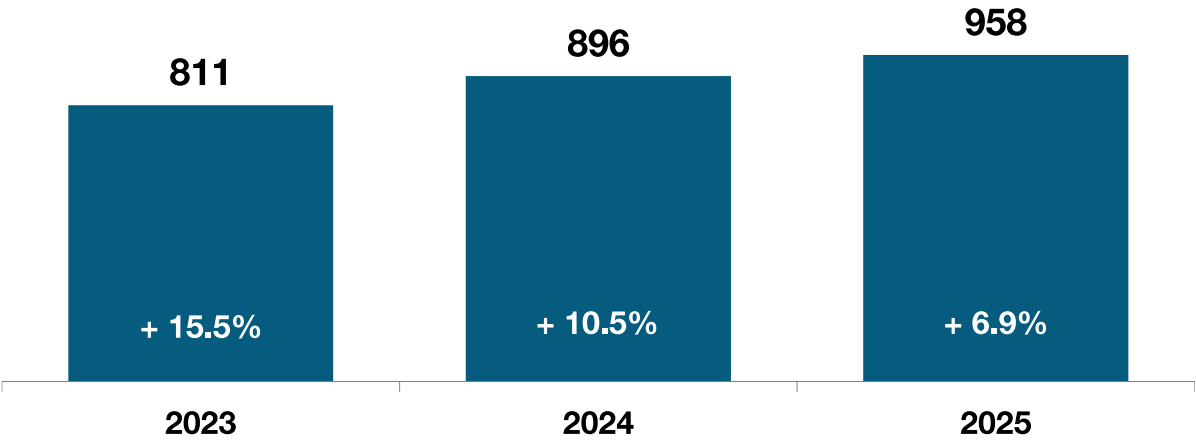


Inventory of Homes for Sale

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

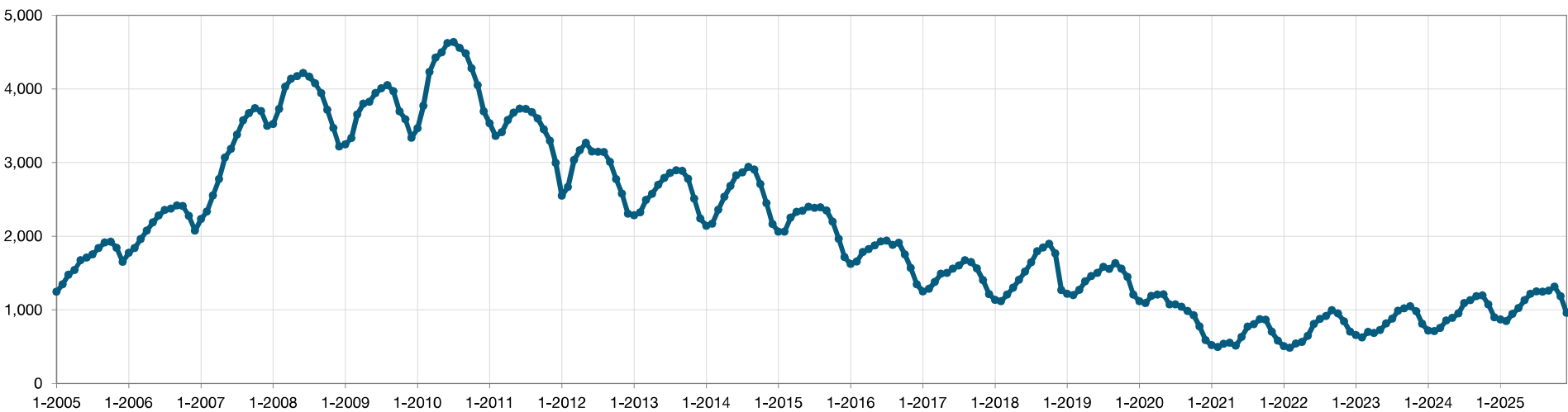


December



Homes for Sale		Prior Year	Percent Change
January 2025	866	717	+20.8%
February 2025	846	709	+19.3%
March 2025	944	753	+25.4%
April 2025	1,023	853	+19.9%
May 2025	1,130	888	+27.3%
June 2025	1,217	950	+28.1%
July 2025	1,247	1,088	+14.6%
August 2025	1,245	1,128	+10.4%
September 2025	1,258	1,183	+6.3%
October 2025	1,311	1,194	+9.8%
November 2025	1,183	1,072	+10.4%
December 2025	958	896	+6.9%
12-Month Avg	1,102	953	+15.6%

Historical Inventory of Homes for Sale by Month

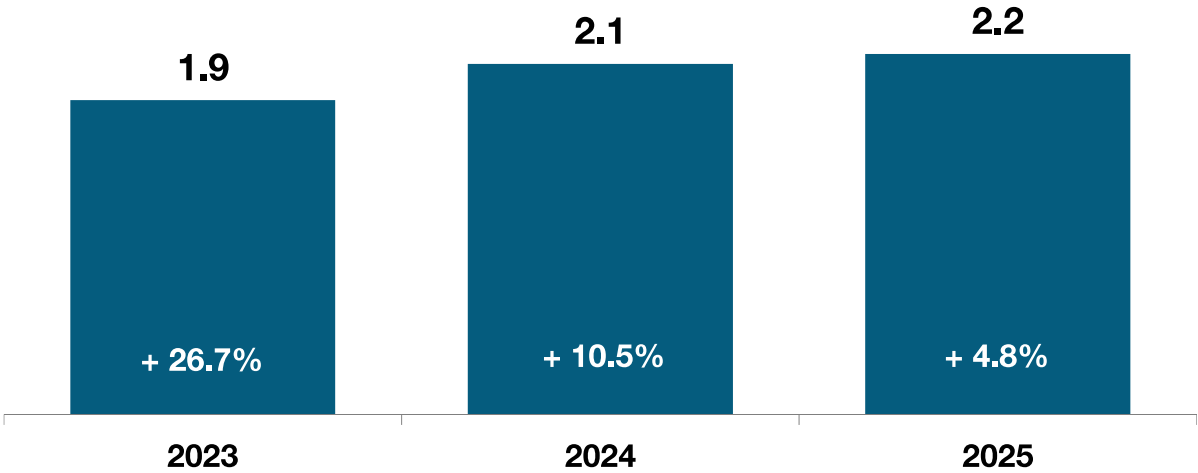


Months Supply of Inventory

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.

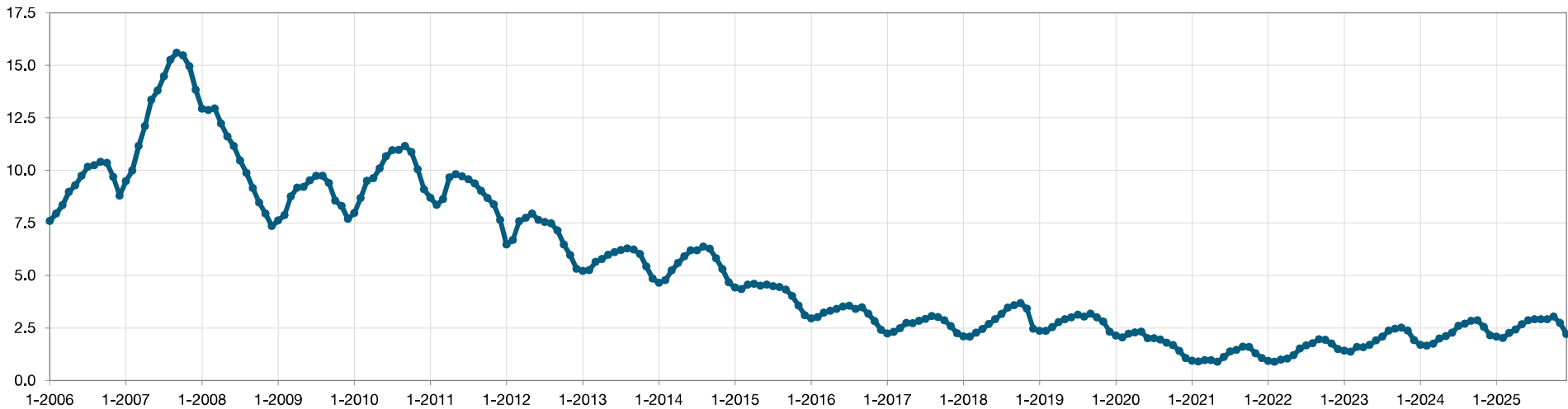


December



Months Supply		Prior Year	Percent Change
January 2025	2.1	1.7	+23.5%
February 2025	2.0	1.7	+17.6%
March 2025	2.3	1.7	+35.3%
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%
November 2025	2.7	2.5	+8.0%
December 2025	2.2	2.1	+4.8%
12-Month Avg	2.6	2.3	+13.0%

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	+ / -	12-2024	12-2025	+ / -	12-2024	12-2025	+ / -
Albert Lea	296	305	+3.0%	229	248	+8.3%	\$155,000	\$185,000	+19.4%	61	50	-18.0%	3.2	2.3	-28.1%
Austin	381	456	+19.7%	344	355	+3.2%	\$179,450	\$195,000	+8.7%	46	67	+45.7%	1.6	2.2	+37.5%
Bloomington	38	42	+10.5%	34	32	-5.9%	\$201,250	\$230,000	+14.3%	6	8	+33.3%	2.1	2.8	+33.3%
Byron	160	176	+10.0%	107	135	+26.2%	\$375,000	\$365,000	-2.7%	36	26	-27.8%	3.9	2.4	-38.5%
Caledonia	38	42	+10.5%	29	41	+41.4%	\$219,900	\$200,000	-9.0%	9	8	-11.1%	3.2	2.5	-21.9%
Chatfield	48	57	+18.8%	37	50	+35.1%	\$269,900	\$280,000	+3.7%	13	10	-23.1%	3.7	2.4	-35.1%
Dodge Center	48	43	-10.4%	42	27	-35.7%	\$275,000	\$225,000	-18.2%	5	8	+60.0%	1.5	3.1	+106.7%
Grand Meadow	13	20	+53.8%	7	19	+171.4%	\$235,000	\$230,000	-2.1%	3	2	-33.3%	2.1	1.1	-47.6%
Hayfield	21	28	+33.3%	19	27	+42.1%	\$240,000	\$234,000	-2.5%	5	2	-60.0%	2.6	0.8	-69.2%
Kasson	124	119	-4.0%	111	102	-8.1%	\$323,000	\$329,950	+2.2%	19	16	-15.8%	2.1	1.8	-14.3%
La Crescent	66	51	-22.7%	52	48	-7.7%	\$336,500	\$307,500	-8.6%	11	5	-54.5%	2.2	1.3	-40.9%
Lake City	111	132	+18.9%	84	110	+31.0%	\$289,900	\$325,000	+12.1%	22	19	-13.6%	3.1	2.1	-32.3%
Oronoco	30	33	+10.0%	27	18	-33.3%	\$485,000	\$510,000	+5.2%	2	6	+200.0%	0.8	3.2	+300.0%
Owatonna	375	413	+10.1%	330	341	+3.3%	\$280,000	\$289,900	+3.5%	53	62	+17.0%	2.0	2.2	+10.0%
Preston	27	30	+11.1%	23	28	+21.7%	\$210,000	\$167,500	-20.2%	4	5	+25.0%	1.8	1.8	0.0%
Pine Island	69	95	+37.7%	53	67	+26.4%	\$399,900	\$320,000	-20.0%	13	24	+84.6%	2.8	4.3	+53.6%
Plainview	36	52	+44.4%	37	32	-13.5%	\$248,600	\$257,500	+3.6%	4	13	+225.0%	1.3	4.6	+253.8%
Rochester	2,041	2,246	+10.0%	1,727	1,779	+3.0%	\$325,000	\$345,000	+6.2%	249	268	+7.6%	1.7	1.8	+5.9%
Spring Valley	77	77	0.0%	51	67	+31.4%	\$230,000	\$255,000	+10.9%	14	12	-14.3%	2.8	2.2	-21.4%
Saint Charles	59	46	-22.0%	37	40	+8.1%	\$300,000	\$262,500	-12.5%	11	2	-81.8%	3.4	0.6	-82.4%
Stewartville	123	109	-11.4%	101	87	-13.9%	\$289,900	\$289,000	-0.3%	17	12	-29.4%	2.0	1.6	-20.0%
Wabasha	56	67	+19.6%	49	52	+6.1%	\$255,000	\$280,000	+9.8%	10	9	-10.0%	2.4	2.0	-16.7%
Waseca	165	127	-23.0%	132	126	-4.5%	\$227,815	\$224,000	-1.7%	26	12	-53.8%	2.4	1.2	-50.0%
Winona	269	273	+1.5%	244	257	+5.3%	\$222,250	\$227,000	+2.1%	29	22	-24.1%	1.4	1.0	-28.6%
Zumbrota	88	71	-19.3%	76	54	-28.9%	\$312,950	\$324,000	+3.5%	13	16	+23.1%	2.1	3.3	+57.1%