Monthly Indicators

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®

BETTER AGENTS ◆ BETTER COMMUNITIES
SAINT PAUL AREA ASSOCIATION OF REALTORS®

October 2026

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 the Twin Cities region decreased 6.5 percent to 5,539. Pending Sales were down 16.7 percent to 3,245. Inventory levels rose 10.9 percent to 12,137 units.

Prices continued to gain traction. The Median Sales Price increased 2.6 percent to $400,000. Days on Market was up 6.3 percent to 51 days. Buyers felt empowered as Months Supply of Homes for Sale was up 14.3 percent to 3.2 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.

Quick Facts

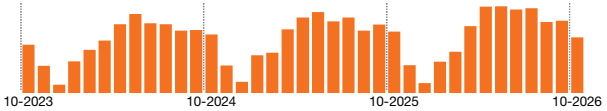
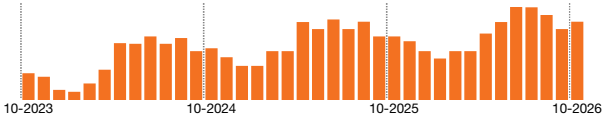
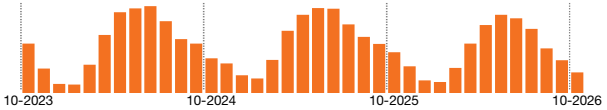
- 12.5%	+ 2.6%	+ 10.9%
One-Year Change in **Closed Sales**	One-Year Change in **Median Sales Price**	One-Year Change in **Homes for Sale**

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 (Andover to Hudson)	13
Area Overview (Hugo to Zimmerman)	14

Residential real estate activity is comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Market Overview

Key market metrics for the current month and year-to-date.

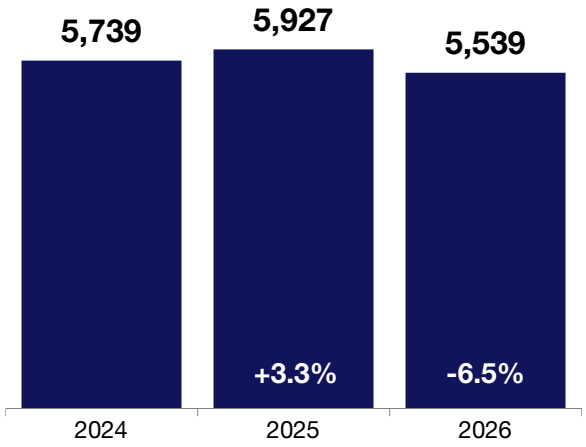
Key Metrics	Historical Sparklines (normalized)	10-2025	10-2026	+ / –	YTD 2025	YTD 2026	+ / –
New Listings		5,927	**5,539**	- 6.5%	60,719	**63,461**	+ 4.5%
Pending Sales		3,897	**3,245**	- 16.7%	40,456	**40,399**	- 0.1%
Closed Sales		4,195	**3,671**	- 12.5%	39,564	**39,612**	+ 0.1%
Days on Market Until Sale		48	**51**	+ 6.3%	48	**50**	+ 4.2%
Median Sales Price		$390,000	**$400,000**	+ 2.6%	$392,000	**$399,900**	+ 2.0%
Average Sales Price		$476,327	**$503,283**	+ 5.7%	$467,904	**$479,886**	+ 2.6%
Percent of Original List Price Received		98.1%	**97.2%**	- 0.9%	99.0%	**98.6%**	- 0.4%
Inventory of Homes for Sale		10,949	**12,137**	+ 10.9%	--	--	--
Months Supply of Homes for Sale		2.8	**3.2**	+ 14.3%	--	--	--

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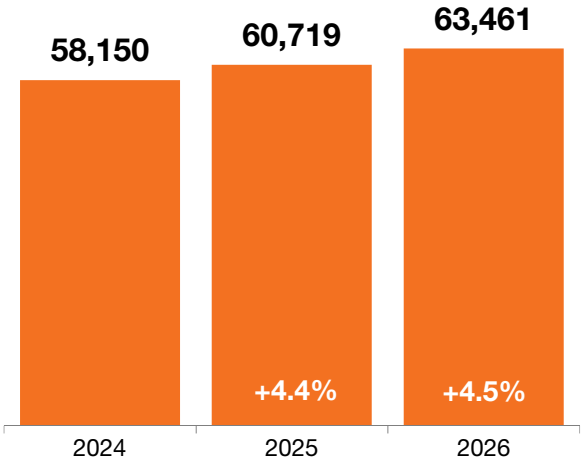
New Listings

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

October

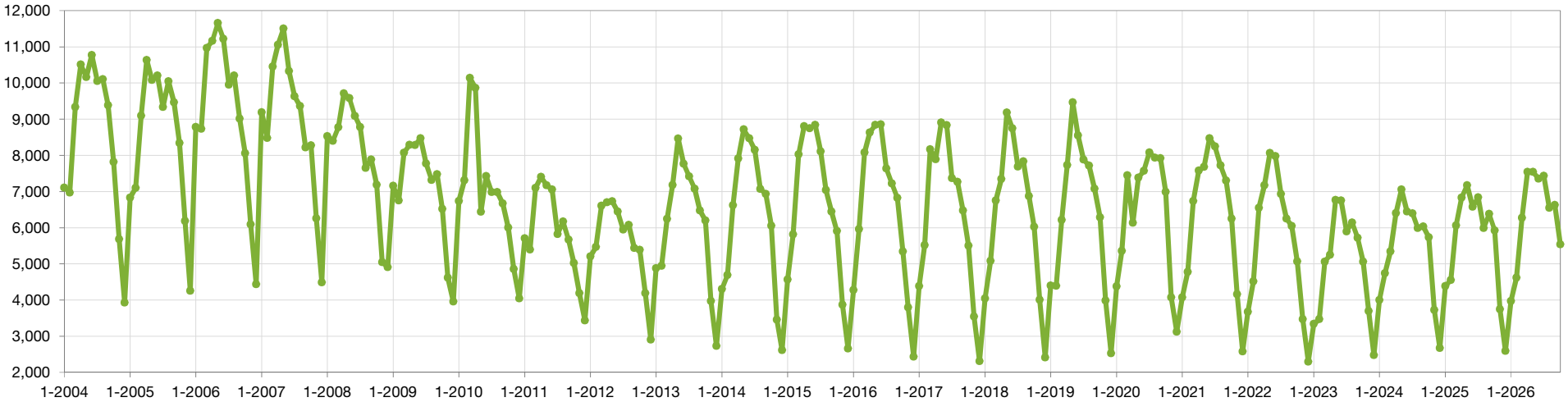


Year to Date



Month	Prior Year	Current Year	+ / –
November	3,726	**3,751**	+0.7%
December	2,671	**2,593**	-2.9%
January	4,384	**3,976**	-9.3%
February	4,551	**4,616**	+1.4%
March	6,064	**6,274**	+3.5%
April	6,835	**7,541**	+10.3%
May	7,173	**7,546**	+5.2%
June	6,575	**7,355**	+11.9%
July	6,840	**7,436**	+8.7%
August	5,990	**6,546**	+9.3%
September	6,380	**6,632**	+3.9%
October	5,927	**5,539**	-6.5%
12-Month Avg	**5,593**	**5,817**	**+4.0%**

Historical New Listing Activity

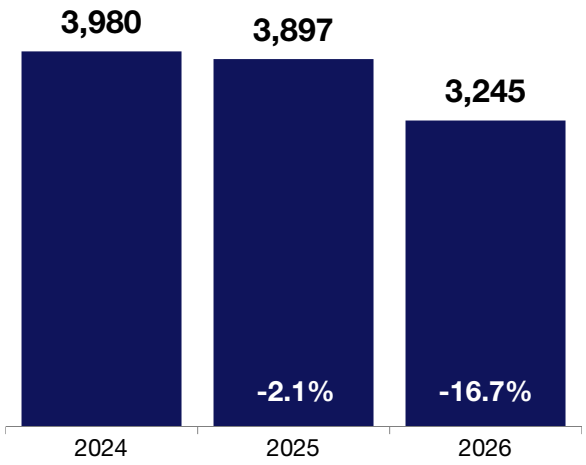


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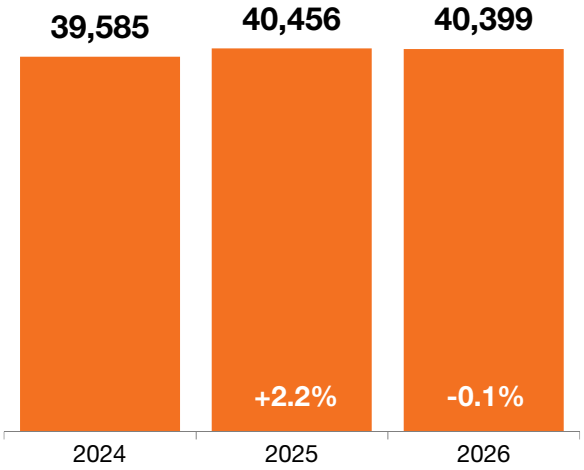
Pending Sales

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

October

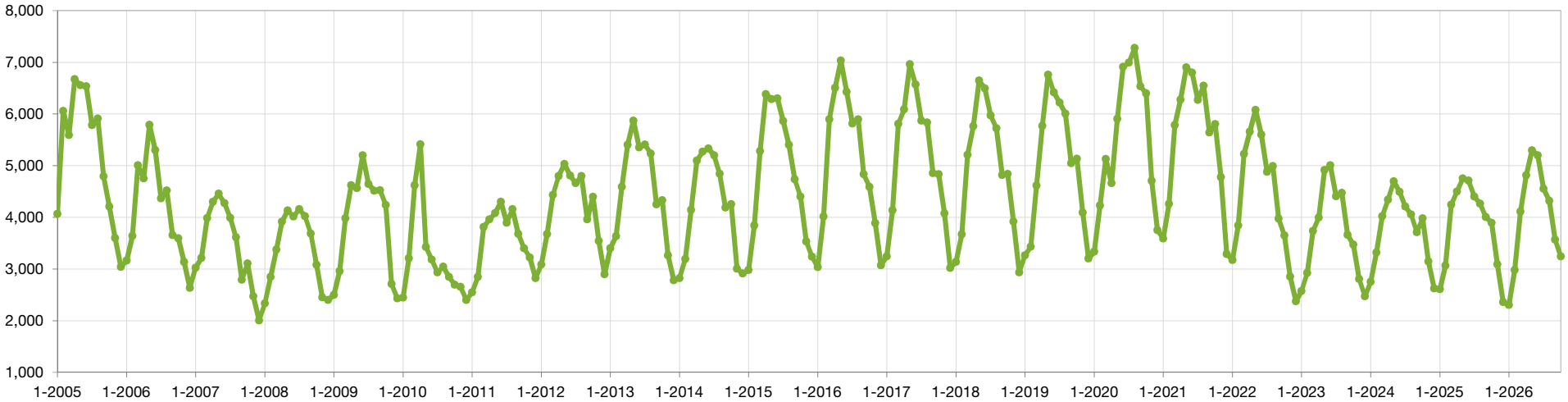


Year to Date



Month	Prior Year	Current Year	+ / –
November	3,146	**3,092**	-1.7%
December	2,623	**2,362**	-10.0%
January	2,611	**2,304**	-11.8%
February	3,065	**2,978**	-2.8%
March	4,247	**4,114**	-3.1%
April	4,497	**4,813**	+7.0%
May	4,752	**5,297**	+11.5%
June	4,714	**5,201**	+10.3%
July	4,401	**4,557**	+3.5%
August	4,264	**4,322**	+1.4%
September	4,008	**3,568**	-11.0%
October	3,897	**3,245**	-16.7%
12-Month Avg	**3,852**	**3,821**	**-0.8%**

Historical Pending Sales Activity

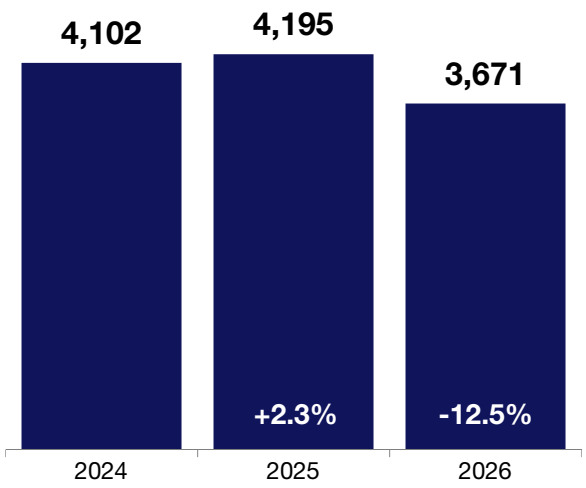


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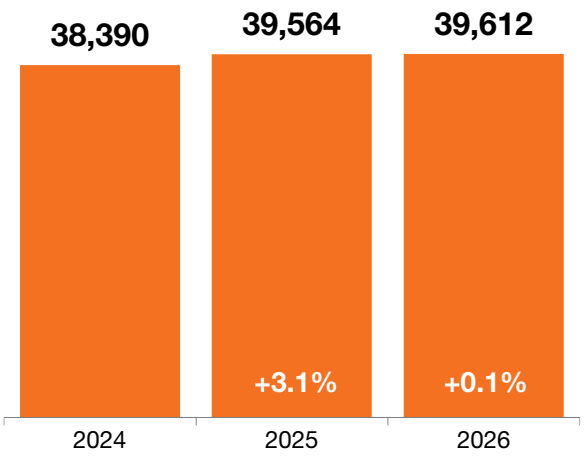
Closed Sales

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

October

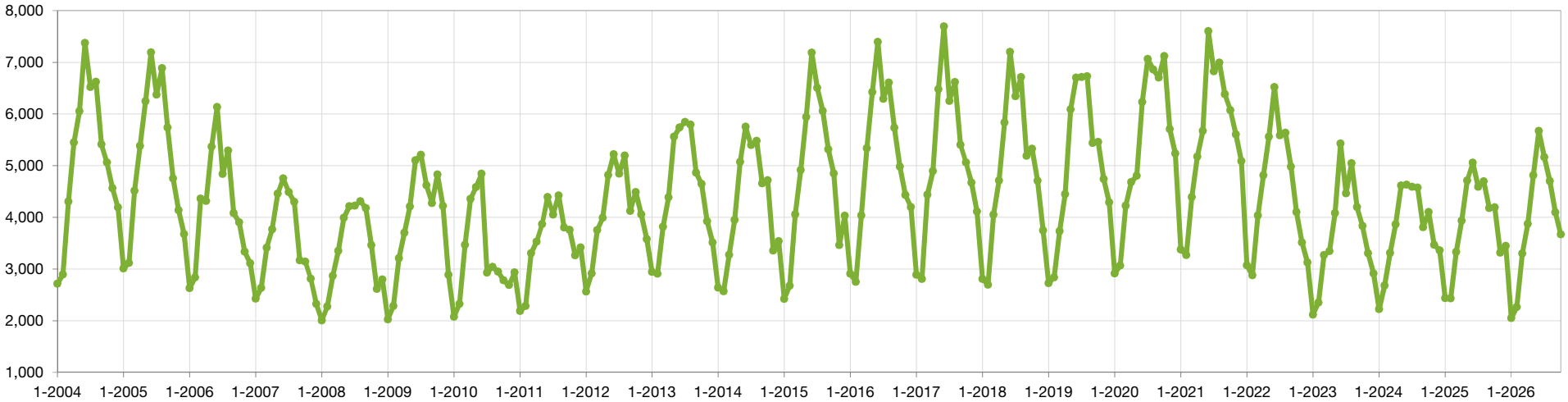


Year to Date



Month	Prior Year	Current Year	+ / –
November	3,470	**3,317**	-4.4%
December	3,359	**3,450**	+2.7%
January	2,435	**2,053**	-15.7%
February	2,430	**2,266**	-6.7%
March	3,330	**3,301**	-0.9%
April	3,935	**3,872**	-1.6%
May	4,712	**4,814**	+2.2%
June	5,060	**5,670**	+12.1%
July	4,592	**5,164**	+12.5%
August	4,695	**4,704**	+0.2%
September	4,180	**4,097**	-2.0%
October	4,195	**3,671**	-12.5%
12-Month Avg	**3,866**	**3,865**	**-1.2%**

Historical Closed Sales Activity

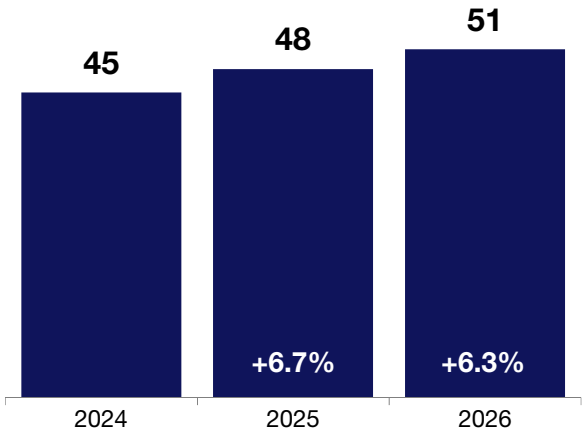


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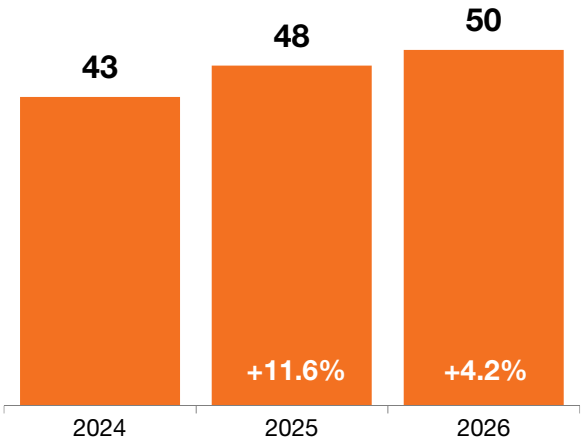
Days on Market Until Sale

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

October

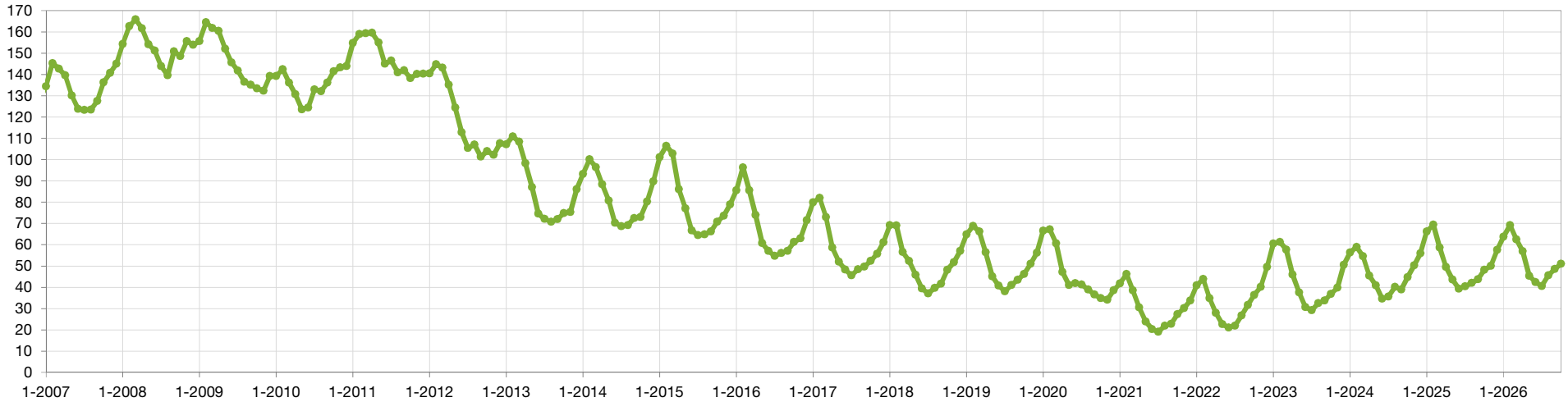


Year to Date



Month	Prior Year	Current Year	+ / –
November	50	**50**	0.0%
December	56	**58**	+3.6%
January	66	**64**	-3.0%
February	69	**69**	0.0%
March	59	**63**	+6.8%
April	50	**57**	+14.0%
May	44	**45**	+2.3%
June	39	**42**	+7.7%
July	40	**41**	+2.5%
August	42	**46**	+9.5%
September	44	**49**	+11.4%
October	48	**51**	+6.3%
12-Month Avg	**49**	**51**	**+4.1%**

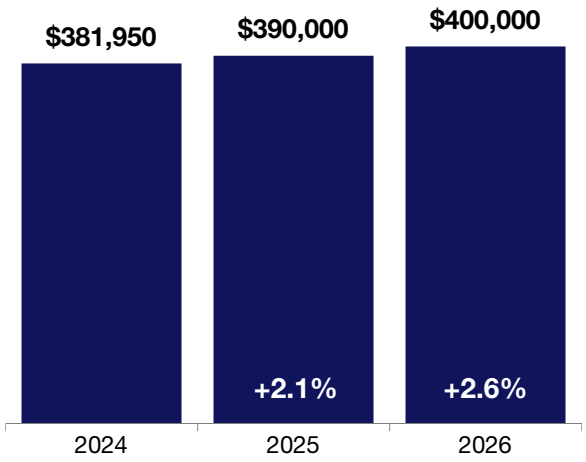
Historical Days on Market Until Sale



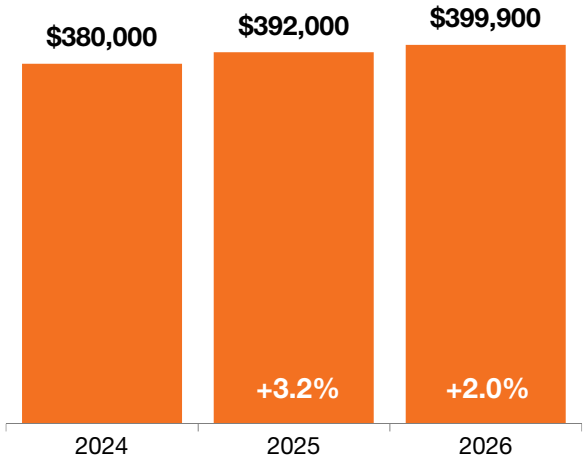
Median Sales Price

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

October



Year to Date



Month	Prior Year	Current Year	+ / –
November	$376,000	**$386,824**	+2.9%
December	$370,000	**$380,000**	+2.7%
January	$370,000	**$375,000**	+1.4%
February	$380,000	**$380,000**	0.0%
March	$380,000	**$380,000**	0.0%
April	$399,900	**$392,000**	-2.0%
May	$395,000	**$399,900**	+1.2%
June	$401,500	**$410,000**	+2.1%
July	$395,000	**$409,875**	+3.8%
August	$400,000	**$404,494**	+1.1%
September	$390,000	**$395,000**	+1.3%
October	$390,000	**$400,000**	+2.6%
12-Month Med	**$390,000**	**$395,000**	**+1.3%**

Historical Median Sales Price

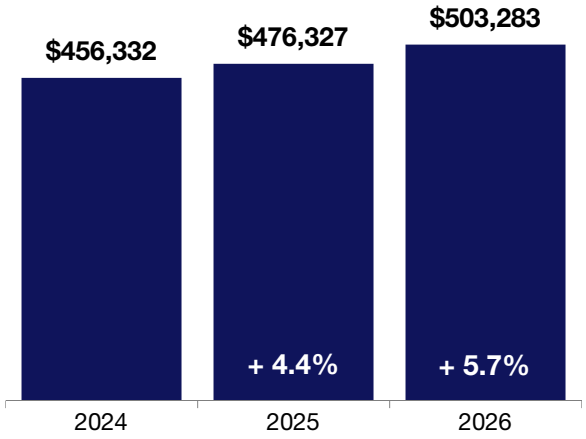


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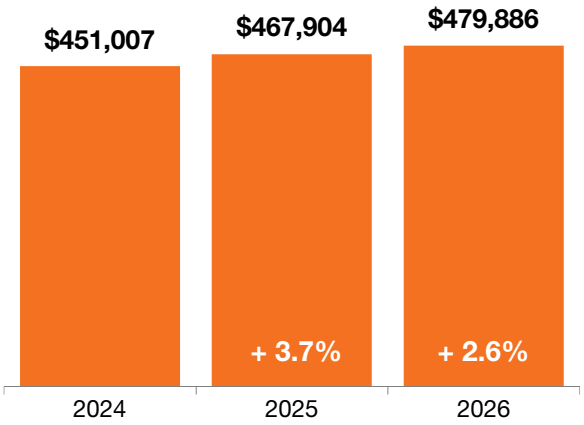
Average Sales Price

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

October



Year to Date



Month	Prior Year	Current Year	+ / –
November	$445,515	**$460,343**	+3.3%
December	$446,552	**$459,934**	+3.0%
January	$437,260	**$445,473**	+1.9%
February	$451,598	**$446,491**	-1.1%
March	$444,823	**$451,884**	+1.6%
April	$468,178	**$467,936**	-0.1%
May	$463,890	**$472,408**	+1.8%
June	$488,096	**$492,235**	+0.8%
July	$474,615	**$498,532**	+5.0%
August	$474,786	**$488,348**	+2.9%
September	$469,888	**$486,966**	+3.6%
October	$476,327	**$503,283**	+5.7%
12-Month Avg	**$464,683**	**$477,004**	**+2.7%**

Historical Average Sales Price

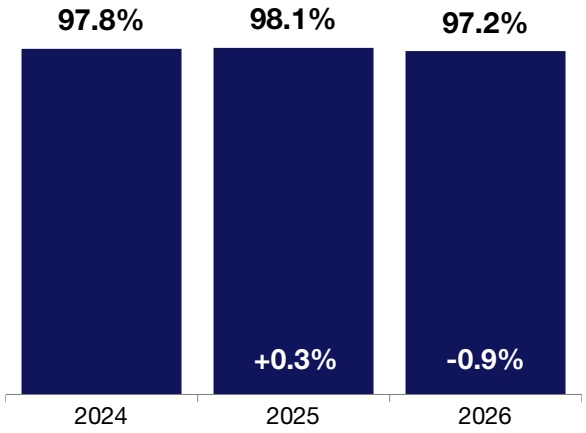


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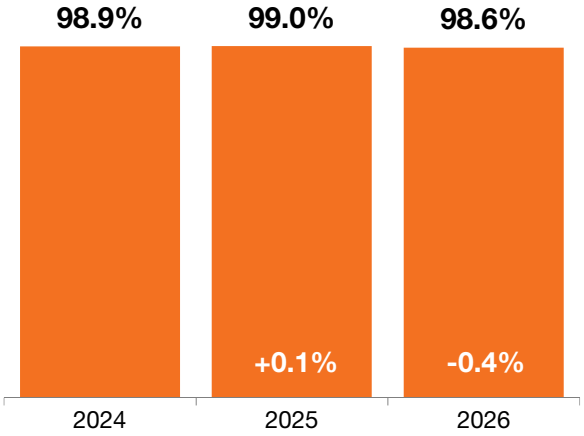
Percent of Original List Price Received

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

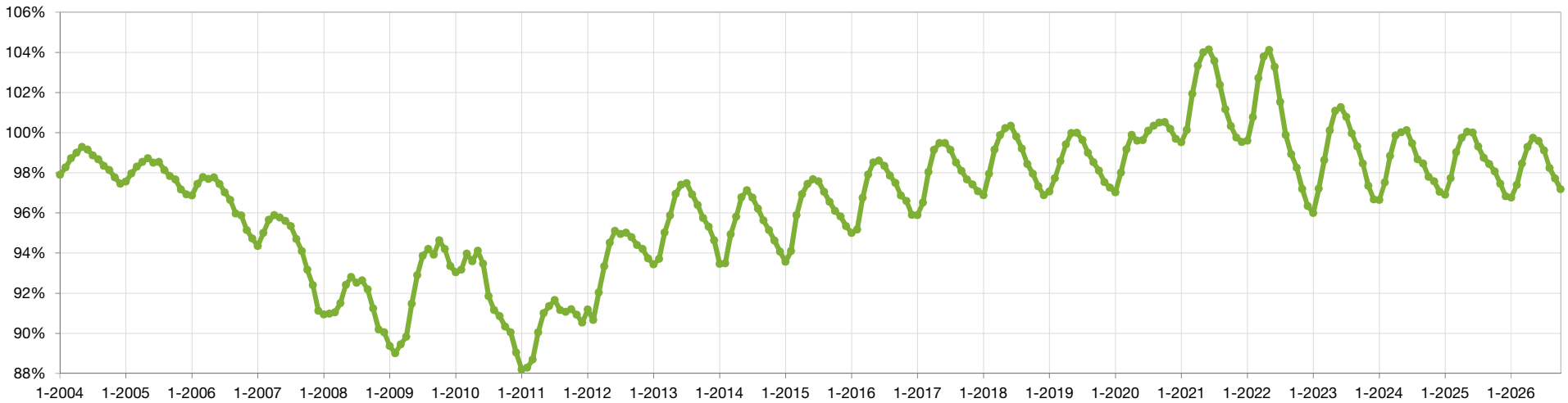


Year to Date



Month	Prior Year	Current Year	+ / –
November	97.6%	**97.5%**	-0.1%
December	97.0%	**96.8%**	-0.2%
January	96.9%	**96.8%**	-0.1%
February	97.7%	**97.4%**	-0.3%
March	99.0%	**98.5%**	-0.5%
April	99.7%	**99.3%**	-0.4%
May	100.0%	**99.7%**	-0.3%
June	100.0%	**99.6%**	-0.4%
July	99.3%	**99.1%**	-0.2%
August	98.8%	**98.2%**	-0.6%
September	98.4%	**97.7%**	-0.7%
October	98.1%	**97.2%**	-0.9%
12-Month Avg	**98.7%**	**98.4%**	**-0.3%**

Historical Percent of Original List Price Received

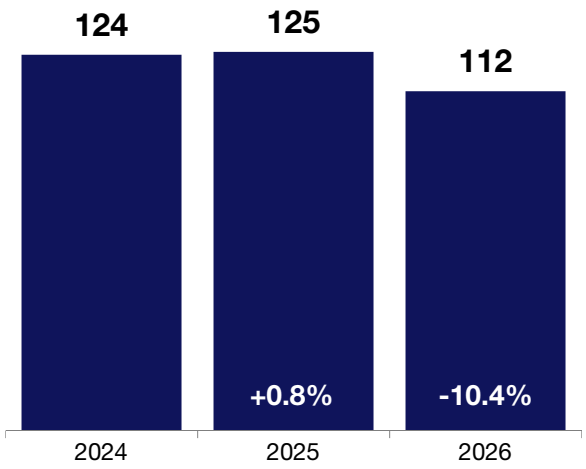


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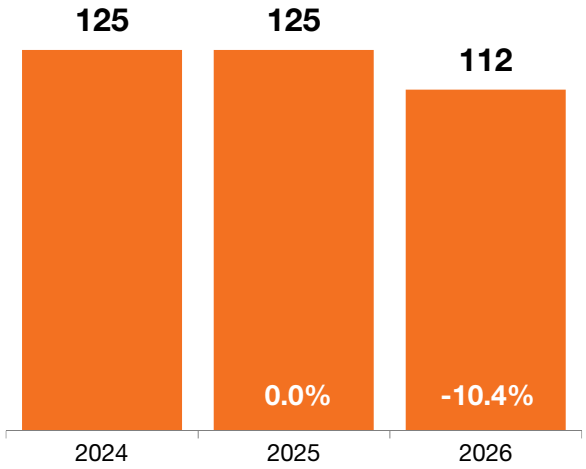
Housing Affordability Index

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

October

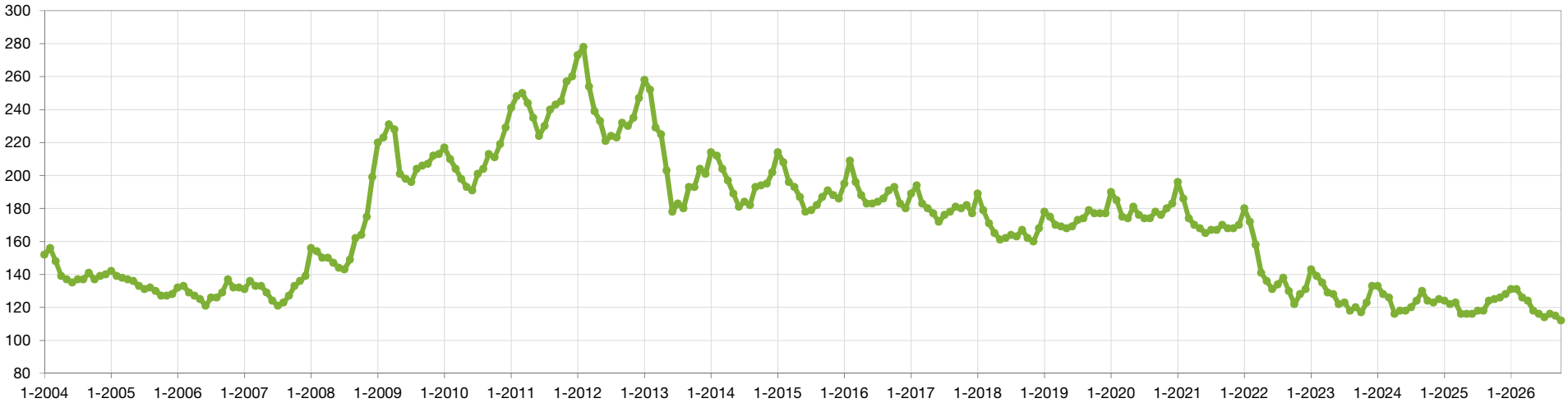


Year to Date



Month	Prior Year	Current Year	+ / –
November	123	**126**	+2.4%
December	125	**128**	+2.4%
January	124	**131**	+5.6%
February	122	**131**	+7.4%
March	123	**126**	+2.4%
April	116	**124**	+6.9%
May	116	**118**	+1.7%
June	116	**116**	0.0%
July	118	**114**	-3.4%
August	118	**116**	-1.7%
September	124	**115**	-7.3%
October	125	**112**	-10.4%
12-Month Avg	**121**	**121**	**0.0%**

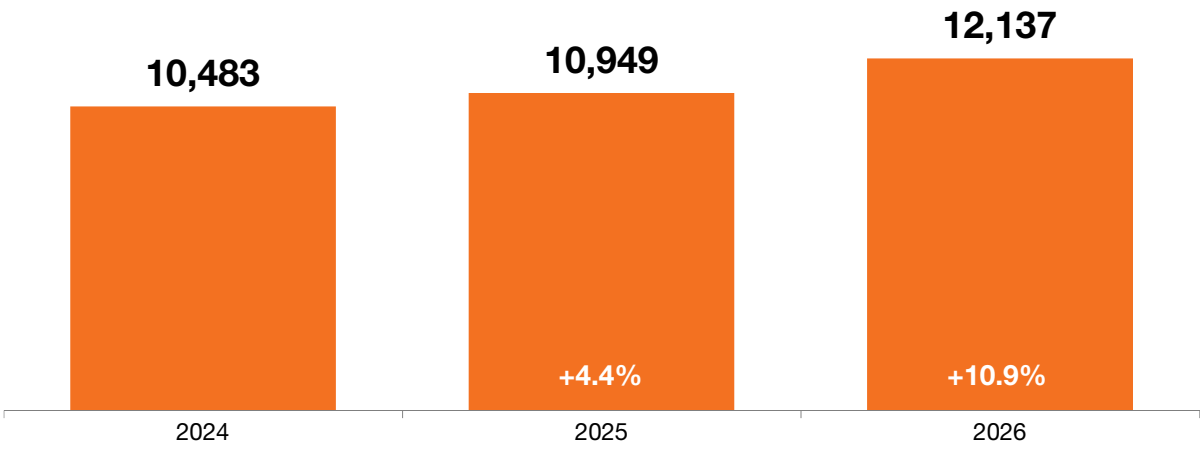
Historical Housing Affordability Index



Inventory of Homes for Sale

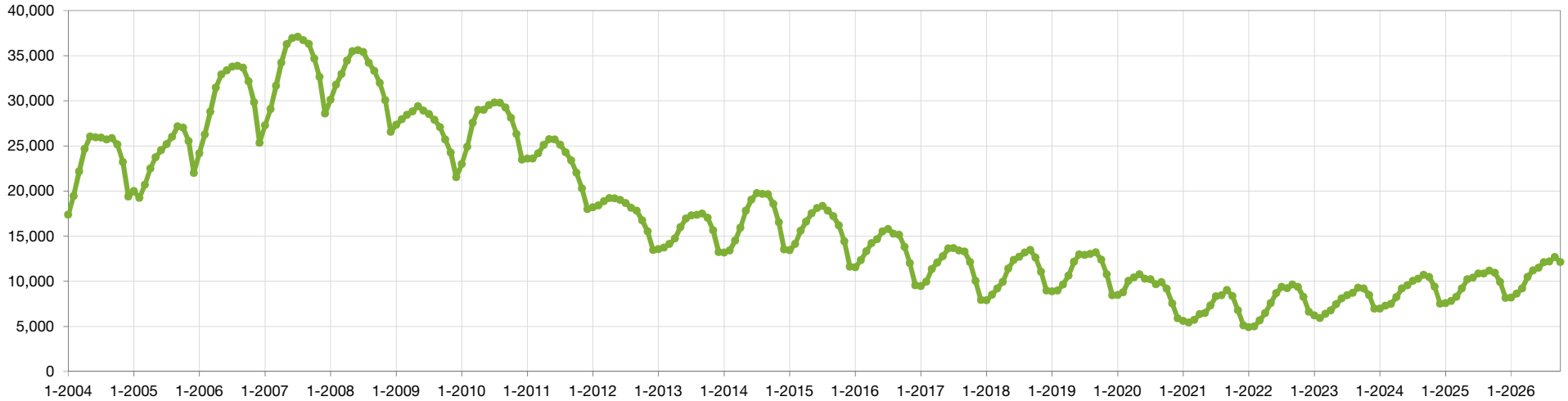
The number of properties available for sale in active status at the end of a given month.

October



Month	Prior Year	Current Year	+ / –
November	9,394	**9,935**	+5.8%
December	7,523	**8,145**	+8.3%
January	7,586	**8,193**	+8.0%
February	7,798	**8,615**	+10.5%
March	8,260	**9,204**	+11.4%
April	9,195	**10,468**	+13.8%
May	10,203	**11,186**	+9.6%
June	10,373	**11,479**	+10.7%
July	10,865	**12,089**	+11.3%
August	10,847	**12,176**	+12.3%
September	11,165	**12,693**	+13.7%
October	10,949	**12,137**	+10.9%
12-Month Avg	**9,513**	**10,527**	**+10.5%**

Historical Inventory of Homes for Sale

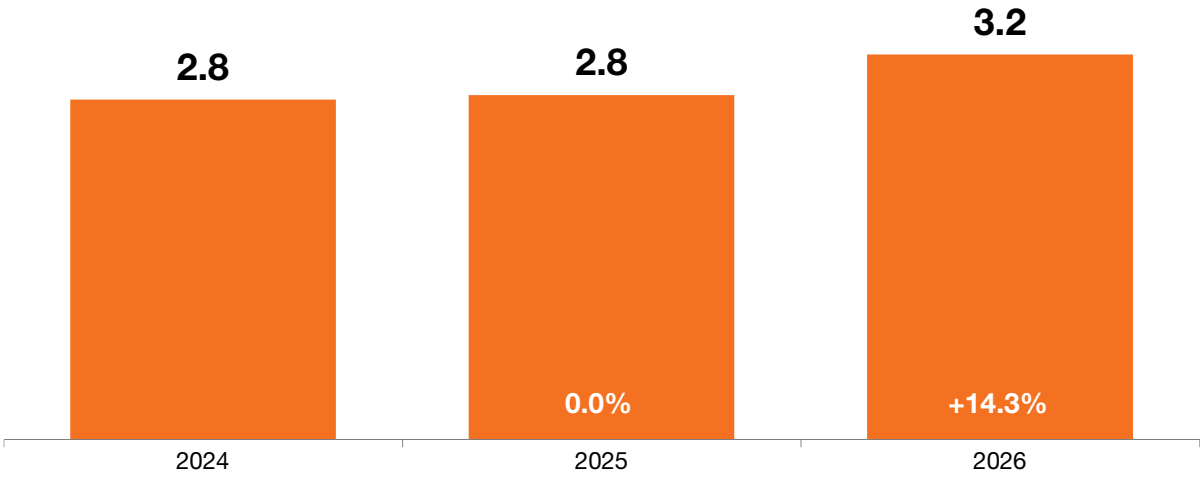


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Months Supply of Inventory

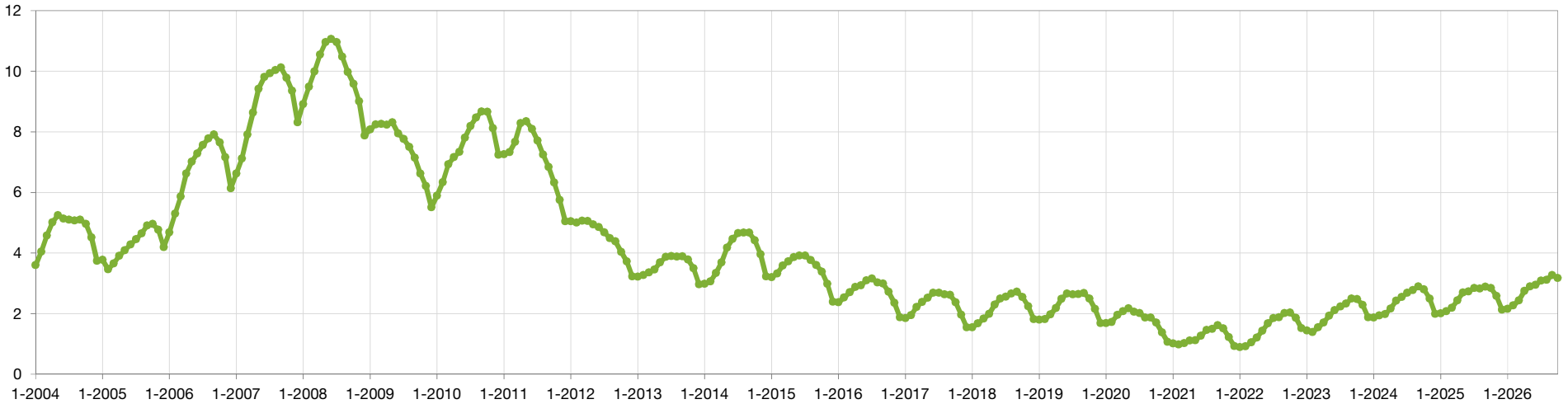
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales for the last 12 months.

October



Month	Prior Year	Current Year	+ / –
November	2.5	**2.6**	+4.0%
December	2.0	**2.1**	+5.0%
January	2.0	**2.2**	+10.0%
February	2.1	**2.3**	+9.5%
March	2.2	**2.4**	+9.1%
April	2.4	**2.7**	+12.5%
May	2.7	**2.9**	+7.4%
June	2.7	**2.9**	+7.4%
July	2.8	**3.1**	+10.7%
August	2.8	**3.1**	+10.7%
September	2.9	**3.3**	+13.8%
October	2.8	**3.2**	+14.3%
12-Month Avg	**2.5**	**2.7**	**+8.0%**

Historical Months Supply of Inventory



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	+ / –	10-2025	10-2026	+ / –	10-2025	10-2026	+ / –
Andover	456	550	+20.6%	297	340	+14.5%	$463,500	$449,050	-3.1%	65	102	+56.9%	2.3	3.1	+34.8%
Anoka	221	237	+7.2%	166	181	+9.0%	$335,500	$349,900	+4.3%	34	36	+5.9%	2.0	2.1	+5.0%
Apple Valley	771	892	+15.7%	578	568	-1.7%	$380,000	$377,000	-0.8%	116	183	+57.8%	2.1	3.4	+61.9%
Big Lake	284	270	-4.9%	228	187	-18.0%	$340,500	$354,000	+4.0%	39	46	+17.9%	1.7	2.5	+47.1%
Blaine	1,168	1,125	-3.7%	814	753	-7.5%	$394,200	$380,000	-3.6%	172	160	-7.0%	2.2	2.2	0.0%
Burnsville	778	924	+18.8%	562	618	+10.0%	$374,075	$381,000	+1.9%	151	177	+17.2%	2.8	3.0	+7.1%
Cambridge	316	377	+19.3%	182	229	+25.8%	$325,000	$338,000	+4.0%	88	75	-14.8%	4.7	3.4	-27.7%
Circle Pines	68	112	+64.7%	56	83	+48.2%	$312,500	$310,000	-0.8%	8	18	+125.0%	1.4	2.3	+64.3%
Columbia Heights	279	333	+19.4%	198	209	+5.6%	$300,000	$304,000	+1.3%	51	61	+19.6%	2.6	2.8	+7.7%
Columbus	26	46	+76.9%	22	37	+68.2%	$457,000	$480,000	+5.0%	9	5	-44.4%	3.5	1.5	-57.1%
Coon Rapids	791	864	+9.2%	643	632	-1.7%	$340,000	$335,000	-1.5%	103	133	+29.1%	1.7	2.2	+29.4%
Cottage Grove	906	999	+10.3%	567	577	+1.8%	$399,900	$409,990	+2.5%	158	182	+15.2%	2.9	3.2	+10.3%
Eagan	869	941	+8.3%	631	614	-2.7%	$396,000	$403,294	+1.8%	152	187	+23.0%	2.5	3.0	+20.0%
East Bethel	170	193	+13.5%	119	137	+15.1%	$415,000	$420,000	+1.2%	32	41	+28.1%	2.7	3.1	+14.8%
Elk River	637	553	-13.2%	369	342	-7.3%	$400,000	$400,000	0.0%	114	107	-6.1%	3.2	3.2	0.0%
Farmington	689	710	+3.0%	385	409	+6.2%	$395,000	$390,000	-1.3%	125	134	+7.2%	3.3	3.5	+6.1%
Forest Lake	361	413	+14.4%	232	258	+11.2%	$416,000	$419,950	+0.9%	73	73	0.0%	3.2	2.9	-9.4%
Fridley	337	364	+8.0%	252	230	-8.7%	$330,000	$335,800	+1.8%	48	83	+72.9%	2.0	3.7	+85.0%
Ham Lake	263	269	+2.3%	148	165	+11.5%	$523,498	$559,900	+7.0%	65	60	-7.7%	4.6	3.7	-19.6%
Hastings	342	356	+4.1%	283	269	-4.9%	$340,000	$345,000	+1.5%	51	62	+21.6%	1.8	2.3	+27.8%
Hudson	367	401	+9.3%	283	316	+11.7%	$478,000	$500,000	+4.6%	82	56	-31.7%	3.0	1.8	-40.0%

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	+ / –	10-2025	10-2026	+ / –	10-2025	10-2026	+ / –
Hugo	453	403	-11.0%	355	279	-21.4%	$435,000	$425,000	-2.3%	83	73	-12.0%	2.4	2.8	+16.7%
Inver Grove Heights	500	512	+2.4%	323	354	+9.6%	$370,000	$396,950	+7.3%	100	85	-15.0%	3.2	2.5	-21.9%
Isanti	253	236	-6.7%	145	149	+2.8%	$327,500	$350,000	+6.9%	58	32	-44.8%	3.9	2.3	-41.0%
Lakeville	1,592	1,890	+18.7%	865	989	+14.3%	$500,000	$511,955	+2.4%	301	379	+25.9%	3.5	4.0	+14.3%
Lino Lakes	437	437	0.0%	267	262	-1.9%	$465,000	$467,450	+0.5%	51	71	+39.2%	2.1	2.9	+38.1%
Maplewood	477	540	+13.2%	347	313	-9.8%	$339,900	$345,000	+1.5%	80	128	+60.0%	2.3	4.0	+73.9%
Mounds View	111	119	+7.2%	89	92	+3.4%	$340,000	$347,450	+2.2%	16	18	+12.5%	1.8	2.0	+11.1%
Oakdale	466	491	+5.4%	309	315	+1.9%	$322,500	$350,000	+8.5%	69	92	+33.3%	2.2	3.0	+36.4%
Oak Grove	138	149	+8.0%	86	97	+12.8%	$521,750	$475,900	-8.8%	37	35	-5.4%	4.7	3.8	-19.1%
Ramsey	700	678	-3.1%	390	403	+3.3%	$390,000	$385,000	-1.3%	109	119	+9.2%	2.9	3.1	+6.9%
Rosemount	964	1,064	+10.4%	489	474	-3.1%	$444,000	$436,125	-1.8%	160	184	+15.0%	3.3	4.0	+21.2%
Roseville	491	477	-2.9%	359	324	-9.7%	$370,000	$376,250	+1.7%	84	95	+13.1%	2.4	3.0	+25.0%
Shoreview	408	435	+6.6%	309	334	+8.1%	$399,900	$411,500	+2.9%	62	70	+12.9%	2.0	2.2	+10.0%
Spring Lake Park	66	90	+36.4%	46	58	+26.1%	$322,500	$337,000	+4.5%	16	14	-12.5%	3.6	2.2	-38.9%
Saint Francis	147	206	+40.1%	97	118	+21.6%	$340,000	$350,000	+2.9%	35	50	+42.9%	3.4	4.3	+26.5%
Saint Paul	3,296	3,472	+5.3%	2,255	2,245	-0.4%	$305,000	$300,000	-1.6%	657	679	+3.3%	3.0	3.1	+3.3%
Stillwater	370	364	-1.6%	289	259	-10.4%	$477,000	$460,000	-3.6%	46	71	+54.3%	1.6	2.9	+81.3%
White Bear Lake	358	369	+3.1%	278	299	+7.6%	$364,025	$370,000	+1.6%	62	58	-6.5%	2.3	2.1	-8.7%
Woodbury	1,578	1,557	-1.3%	1,010	931	-7.8%	$455,000	$461,000	+1.3%	249	265	+6.4%	2.5	2.9	+16.0%
Zimmerman	277	318	+14.8%	164	161	-1.8%	$355,000	$385,500	+8.6%	58	76	+31.0%	3.5	5.0	+42.9%