

# Monthly Indicators

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



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## April 2025

U.S. existing-home sales decreased 5.9% month-over-month and 2.4% year-over-year to a seasonally adjusted annual rate of 4.02 million units, according to the National Association of REALTORS® (NAR), as affordability challenges and economic uncertainty weigh on market activity. Sales were down month-over-month in all four regions, with the West experiencing the largest decline, at 9.4%.

New Listings in the Twin Cities region increased 5.5 percent to 6,754. Pending Sales were up 3.6 percent to 4,498. Inventory levels rose 4.8 percent to 8,617 units.

Prices continued to gain traction. The Median Sales Price increased 3.5 percent to \$398,900. Days on Market was up 8.7 percent to 50 days. Buyers felt empowered as Months Supply of Homes for Sale was up 4.5 percent to 2.3 months.

Total housing inventory increased 8.1% month-over-month for a total of 1.33 million units heading into April, equivalent to a 4.0-month supply at the current sales pace, according to NAR. Although inventory is up nearly 20% from the same time last year, the additional supply has had little effect on home prices across much of the country, with the national median existing-home price climbing 2.7% year-over-year to \$403,700 as of last measure.

## Quick Facts

+ 0.3%	+ 3.5%	+ 4.8%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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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.



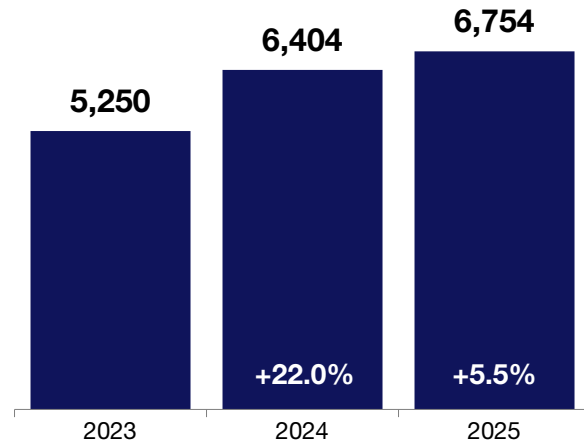
Key Metrics	Historical Sparklines (normalized)	4-2024	4-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		6,404	<b>6,754</b>	+ 5.5%	20,492	<b>21,735</b>	+ 6.1%
Pending Sales		4,341	<b>4,498</b>	+ 3.6%	14,437	<b>14,428</b>	- 0.1%
Closed Sales		3,861	<b>3,871</b>	+ 0.3%	12,070	<b>12,040</b>	- 0.2%
Days on Market Until Sale		46	<b>50</b>	+ 8.7%	53	<b>59</b>	+ 11.3%
Median Sales Price		\$385,500	<b>\$398,900</b>	+ 3.5%	\$369,990	<b>\$384,990</b>	+ 4.1%
Average Sales Price		\$449,209	<b>\$466,096</b>	+ 3.8%	\$429,088	<b>\$451,218</b>	+ 5.2%
Percent of Original List Price Received		99.9%	<b>99.7%</b>	- 0.2%	98.5%	<b>98.6%</b>	+ 0.1%
Inventory of Homes for Sale		8,226	<b>8,617</b>	+ 4.8%	--	--	--
Months Supply of Homes for Sale		2.2	<b>2.3</b>	+ 4.5%	--	--	--

# New Listings

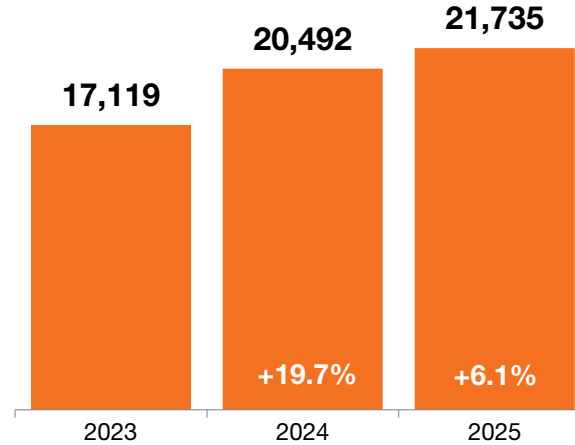
A count of the properties that have been newly listed on the market in a given month.



## April

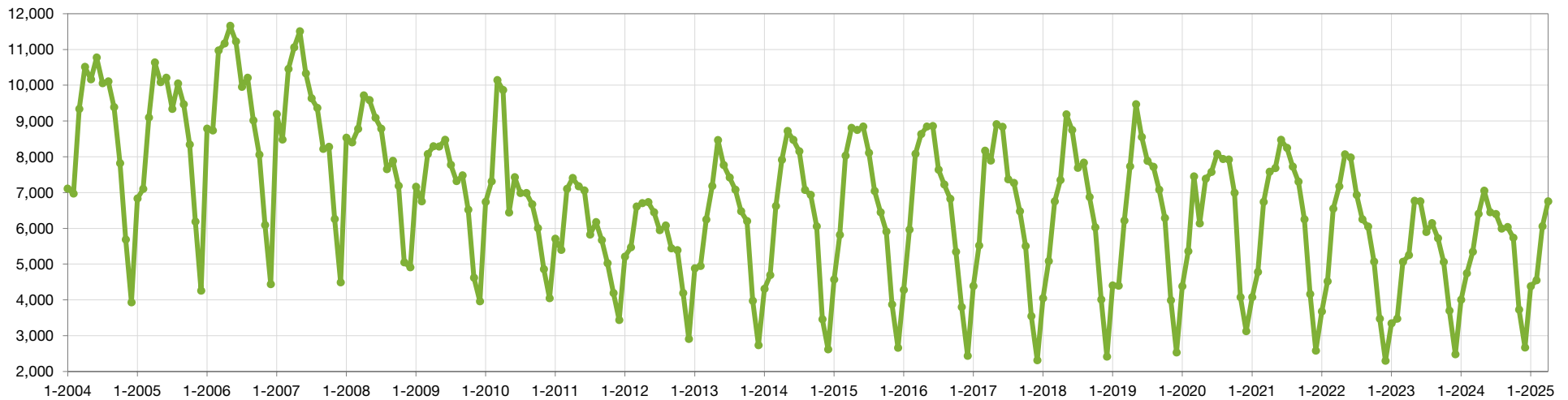


## Year to Date



Month	Prior Year	Current Year	+ / -
May	6,765	7,052	+4.2%
June	6,749	6,449	-4.4%
July	5,893	6,399	+8.6%
August	6,143	5,987	-2.5%
September	5,718	6,031	+5.5%
October	5,061	5,739	+13.4%
November	3,697	3,726	+0.8%
December	2,477	2,670	+7.8%
January	4,000	4,380	+9.5%
February	4,743	4,543	-4.2%
March	5,345	6,058	+13.3%
April	6,404	6,754	+5.5%
12-Month Avg	5,250	5,482	+4.4%

## Historical New Listing Activity

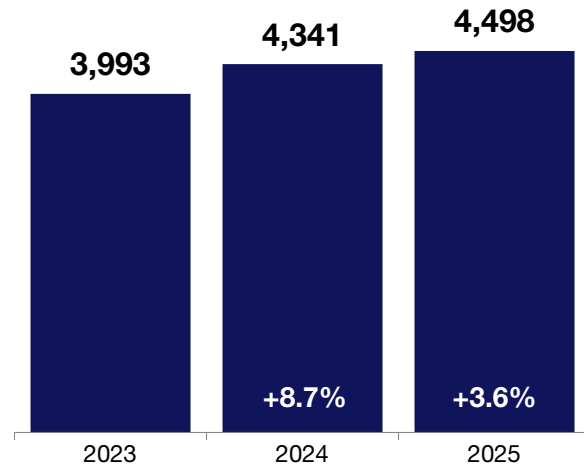


# Pending Sales

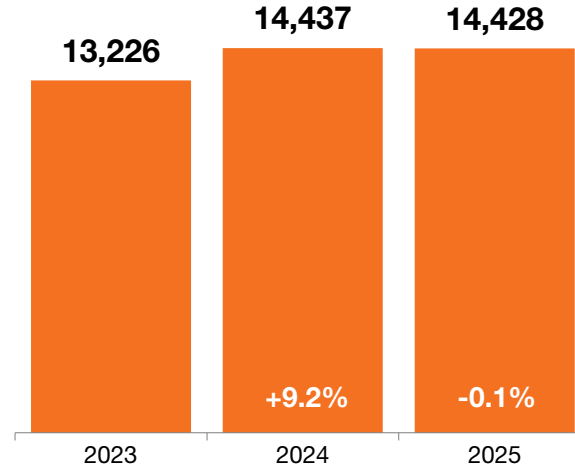
A count of the properties on which contracts have been accepted in a given month.



## April

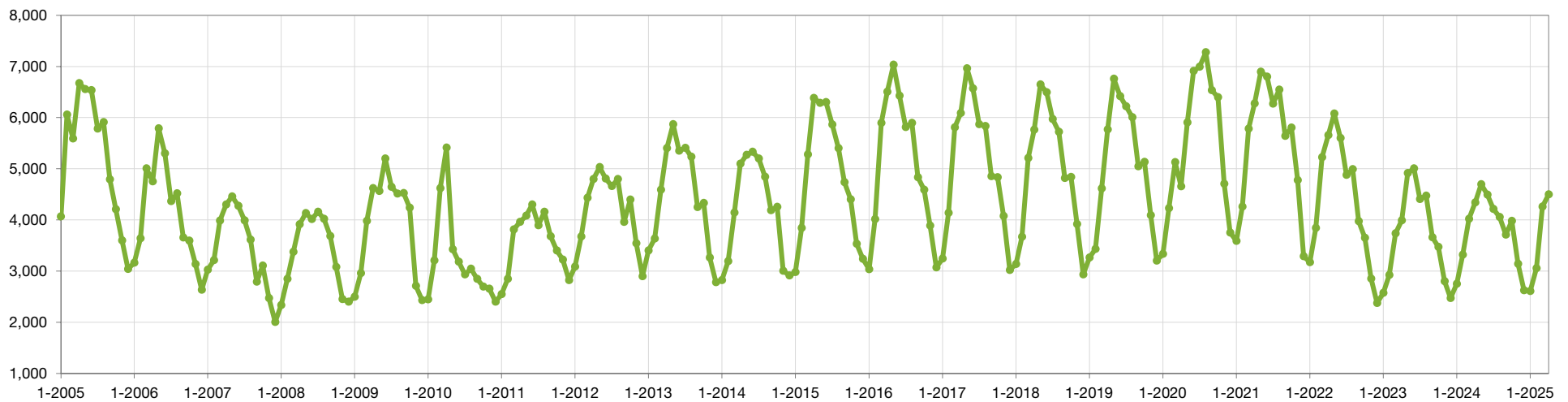


## Year to Date



Month	Prior Year	Current Year	+ / -
May	4,917	4,695	-4.5%
June	5,008	4,492	-10.3%
July	4,407	4,213	-4.4%
August	4,472	4,055	-9.3%
September	3,660	3,710	+1.4%
October	3,472	3,981	+14.7%
November	2,805	3,145	+12.1%
December	2,474	2,625	+6.1%
January	2,750	2,612	-5.0%
February	3,322	3,059	-7.9%
March	4,024	4,259	+5.8%
April	4,341	4,498	+3.6%
12-Month Avg	3,804	3,779	-0.7%

## Historical Pending Sales Activity

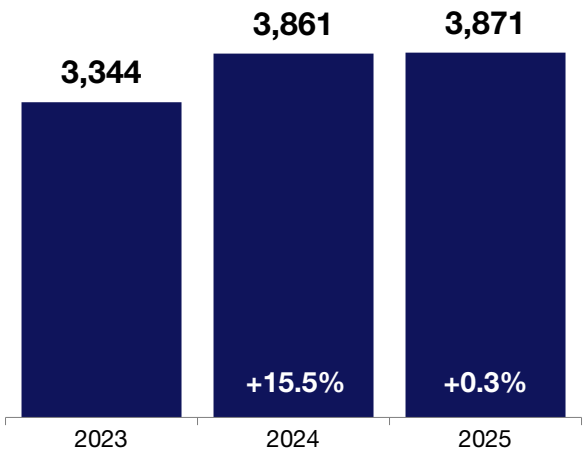


# Closed Sales

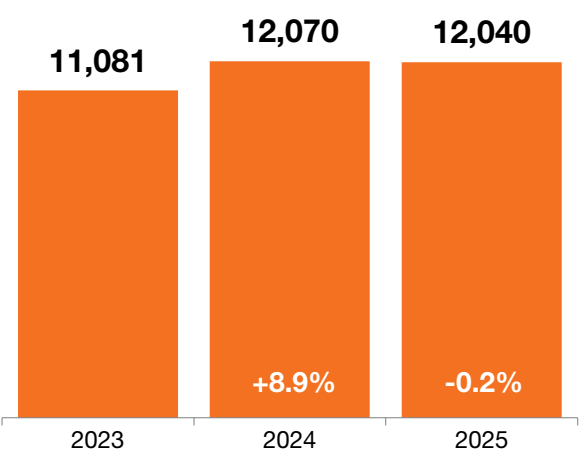
A count of the actual sales that have closed in a given month.



## April

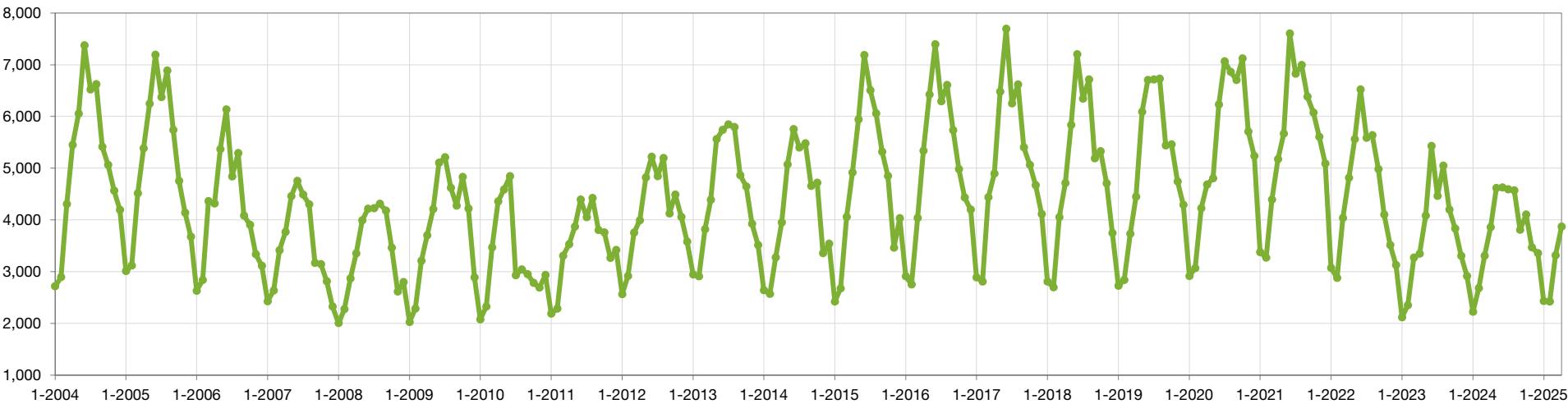


## Year to Date



Month	Prior Year	Current Year	+ / -
May	4,083	4,615	+13.0%
June	5,427	4,627	-14.7%
July	4,463	4,589	+2.8%
August	5,049	4,571	-9.5%
September	4,199	3,807	-9.3%
October	3,832	4,102	+7.0%
November	3,306	3,467	+4.9%
December	2,916	3,358	+15.2%
January	2,223	2,431	+9.4%
February	2,679	2,421	-9.6%
March	3,307	3,317	+0.3%
April	3,861	3,871	+0.3%
12-Month Avg	3,779	3,765	+0.8%

## Historical Closed Sales Activity

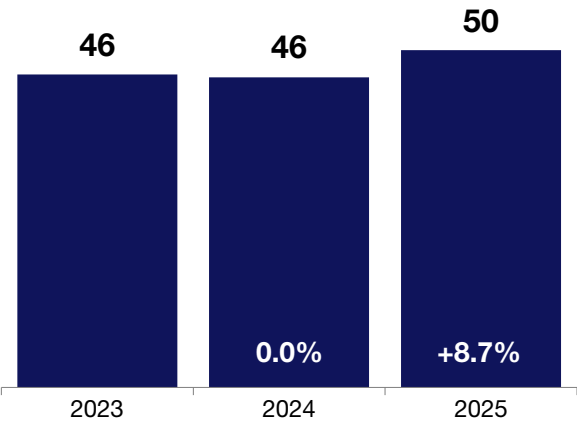


# Days on Market Until Sale

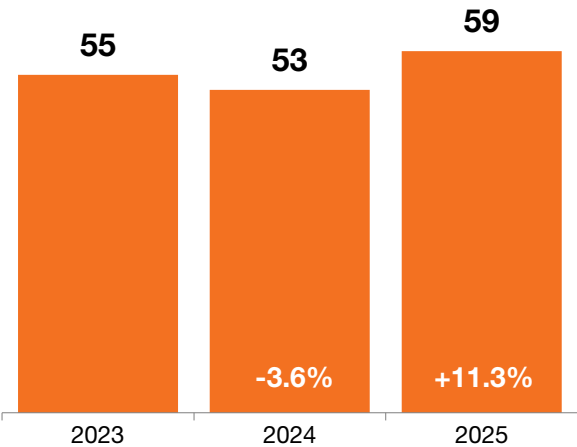
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## April

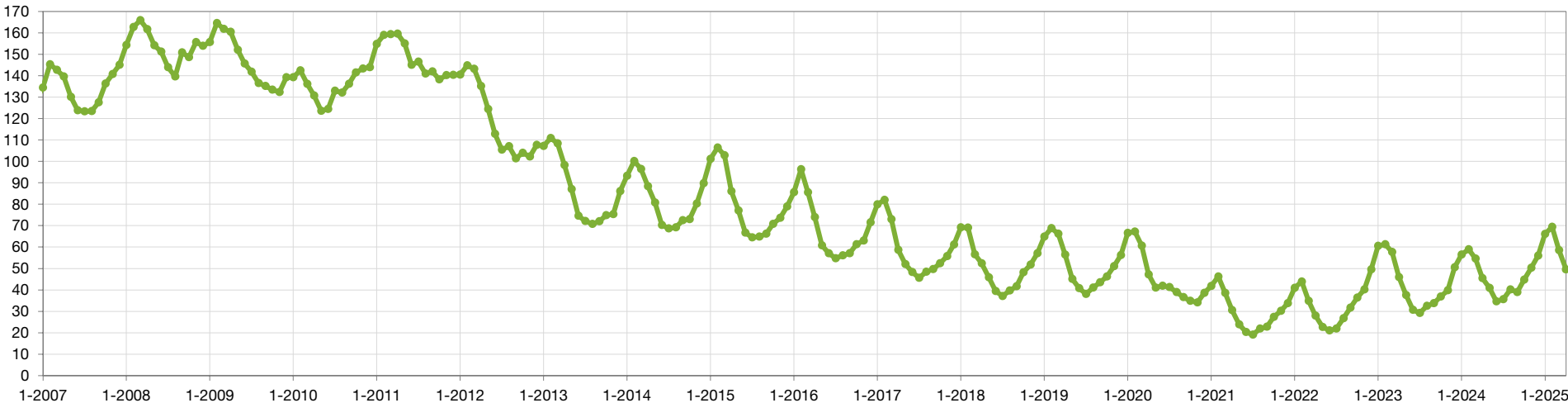


## Year to Date



Month	Prior Year	Current Year	+ / -
May	38	41	+7.9%
June	31	35	+12.9%
July	29	36	+24.1%
August	33	40	+21.2%
September	34	39	+14.7%
October	37	45	+21.6%
November	40	50	+25.0%
December	51	56	+9.8%
January	56	66	+17.9%
February	59	69	+16.9%
March	55	59	+7.3%
April	46	50	+8.7%
12-Month Avg	40	47	+17.5%

## Historical Days on Market Until Sale

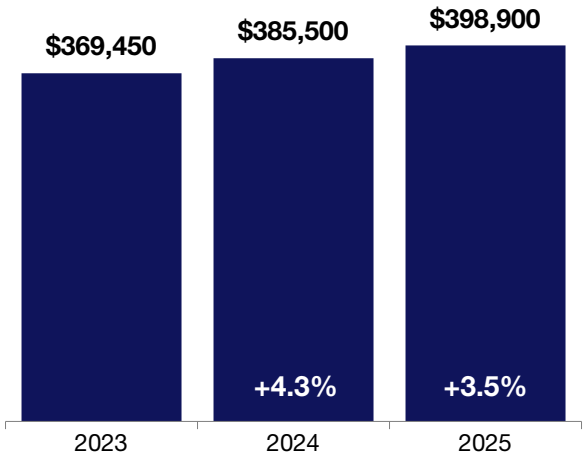


# Median Sales Price

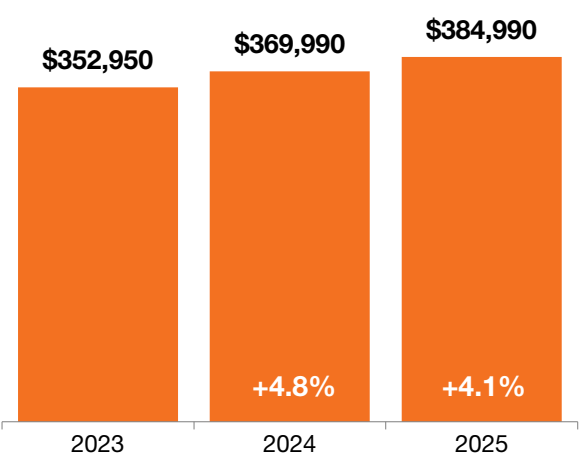
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



Month	Prior Year	Current Year	+ / -
May	\$370,000	\$385,000	+4.1%
June	\$383,000	\$390,000	+1.8%
July	\$375,000	\$385,000	+2.7%
August	\$380,000	\$389,000	+2.4%
September	\$371,000	\$379,999	+2.4%
October	\$365,000	\$381,950	+4.6%
November	\$362,600	\$376,000	+3.7%
December	\$353,700	\$370,000	+4.6%
January	\$352,500	\$370,000	+5.0%
February	\$358,000	\$380,000	+6.1%
March	\$367,000	\$380,000	+3.5%
April	\$385,500	\$398,900	+3.5%
12-Month Med	\$370,500	\$383,510	+3.5%

## Historical Median Sales Price

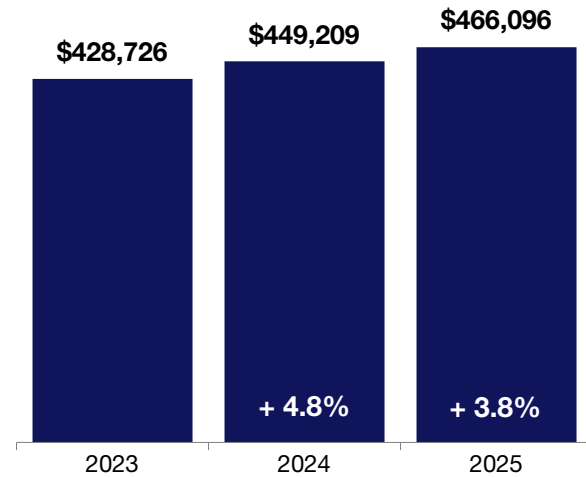


# Average Sales Price

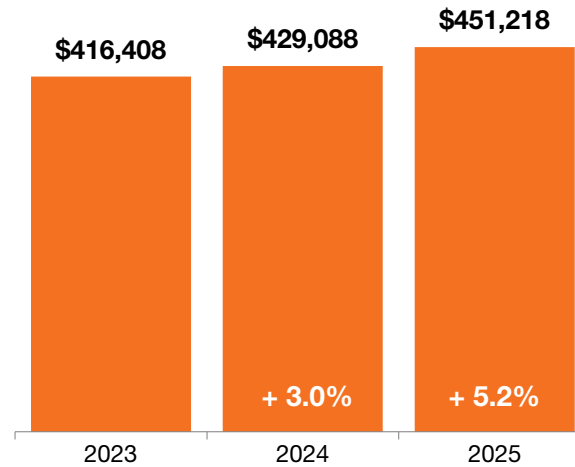
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April



## Year to Date



Month	Prior Year	Current Year	+ / -
May	\$433,152	\$458,983	+6.0%
June	\$448,165	\$467,513	+4.3%
July	\$451,800	\$460,612	+2.0%
August	\$453,291	\$471,951	+4.1%
September	\$438,836	\$448,282	+2.2%
October	\$433,945	\$456,332	+5.2%
November	\$430,601	\$444,797	+3.3%
December	\$429,029	\$446,472	+4.1%
January	\$415,651	\$437,358	+5.2%
February	\$415,227	\$451,213	+8.7%
March	\$425,860	\$444,015	+4.3%
April	\$449,209	\$466,096	+3.8%
12-Month Avg	\$438,088	\$456,104	+4.1%

## Historical Average Sales Price



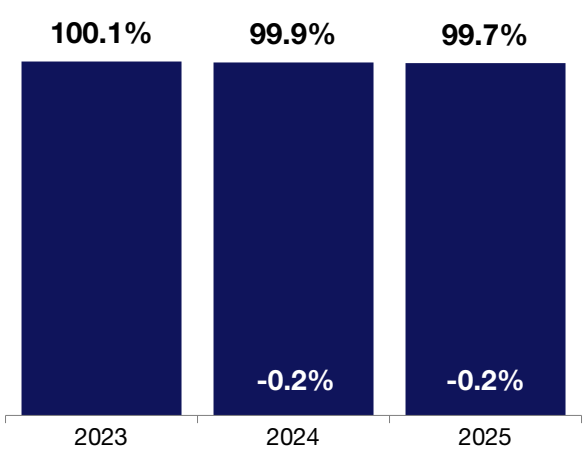


# Percent of Original List Price Received

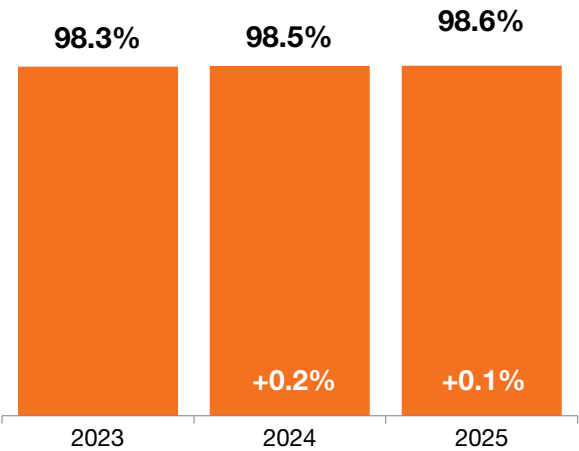
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

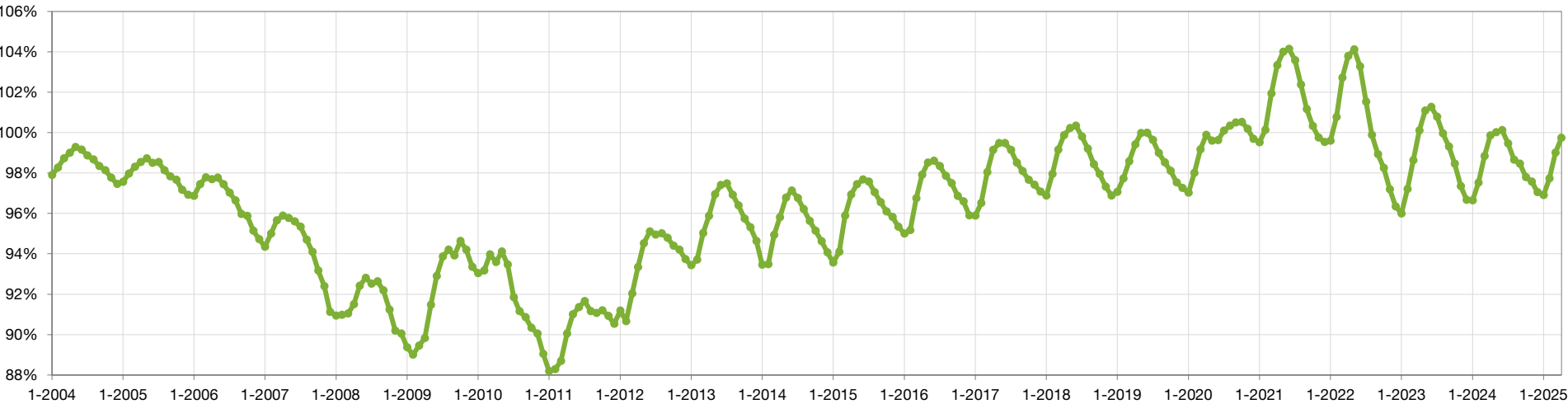


## Year to Date



Month	Prior Year	Current Year	+ / -
May	101.1%	100.0%	-1.1%
June	101.3%	100.1%	-1.2%
July	100.8%	99.5%	-1.3%
August	100.0%	98.7%	-1.3%
September	99.3%	98.5%	-0.8%
October	98.5%	97.8%	-0.7%
November	97.4%	97.6%	+0.2%
December	96.7%	97.0%	+0.3%
January	96.6%	96.9%	+0.3%
February	97.5%	97.7%	+0.2%
March	98.8%	99.0%	+0.2%
April	99.9%	99.7%	-0.2%
12-Month Avg	99.3%	98.7%	-0.6%

## Historical Percent of Original List Price Received

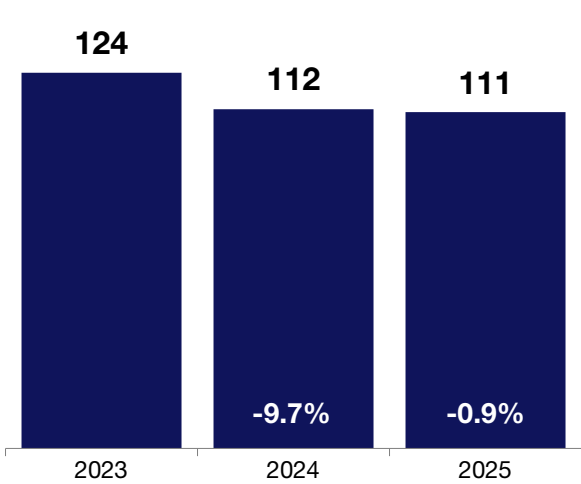


# Housing Affordability Index

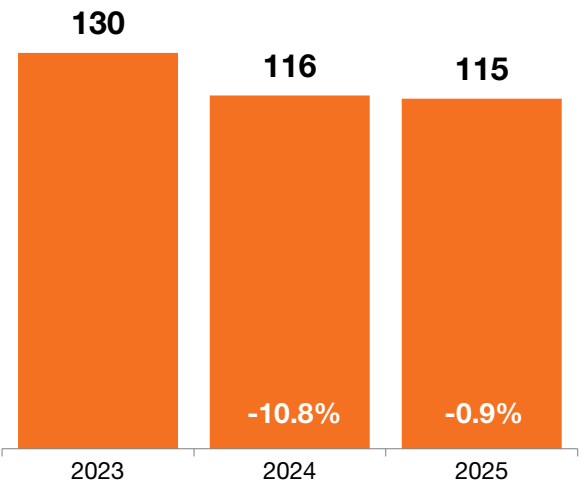
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April

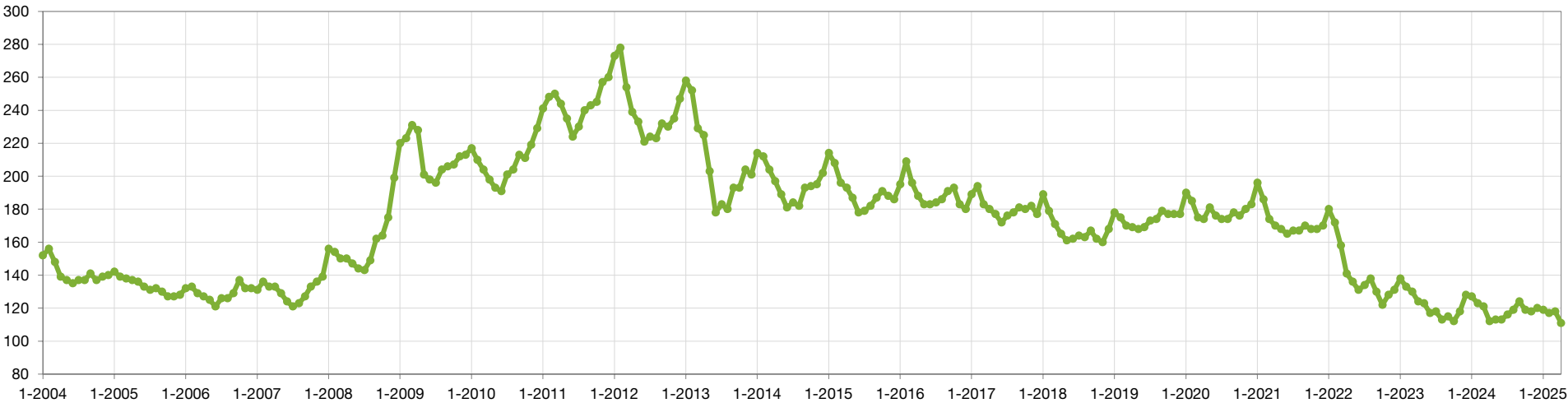


## Year to Date



Month	Prior Year	Current Year	+ / -
May	123	113	-8.1%
June	117	113	-3.4%
July	118	116	-1.7%
August	113	119	+5.3%
September	115	124	+7.8%
October	112	119	+6.3%
November	118	118	0.0%
December	128	120	-6.3%
January	127	119	-6.3%
February	123	117	-4.9%
March	121	118	-2.5%
April	112	111	-0.9%
12-Month Avg	119	117	-1.7%

## Historical Housing Affordability Index

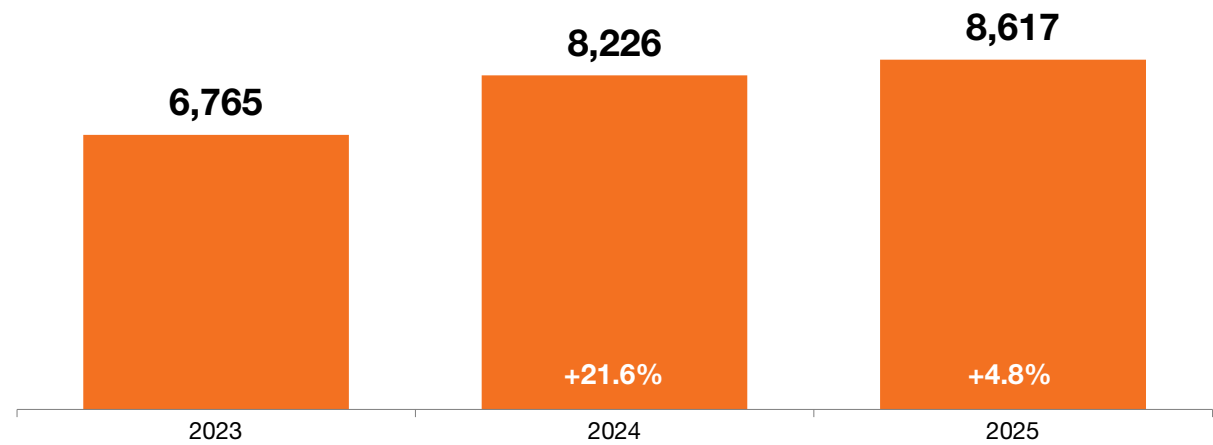


# Inventory of Homes for Sale

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

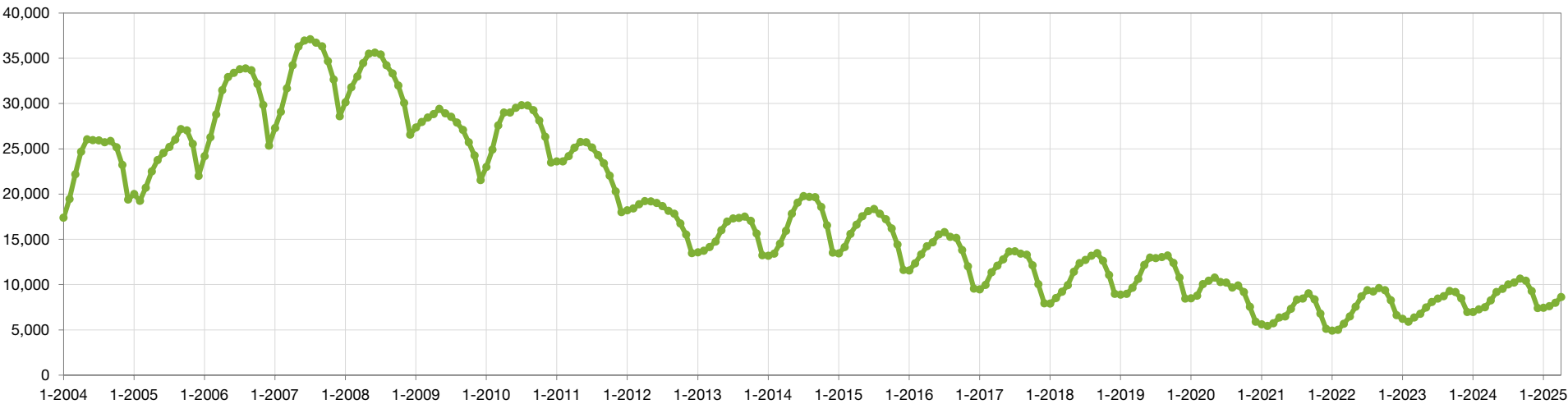


## April



Month	Prior Year	Current Year	+ / -
May	7,460	9,172	+22.9%
June	8,071	9,522	+18.0%
July	8,447	10,003	+18.4%
August	8,705	10,225	+17.5%
September	9,270	10,653	+14.9%
October	9,181	10,402	+13.3%
November	8,464	9,290	+9.8%
December	6,958	7,391	+6.2%
January	6,956	7,415	+6.6%
February	7,260	7,590	+4.5%
March	7,477	7,969	+6.6%
April	8,226	8,617	+4.8%
12-Month Avg	8,040	9,021	+12.0%

## Historical Inventory of Homes for Sale

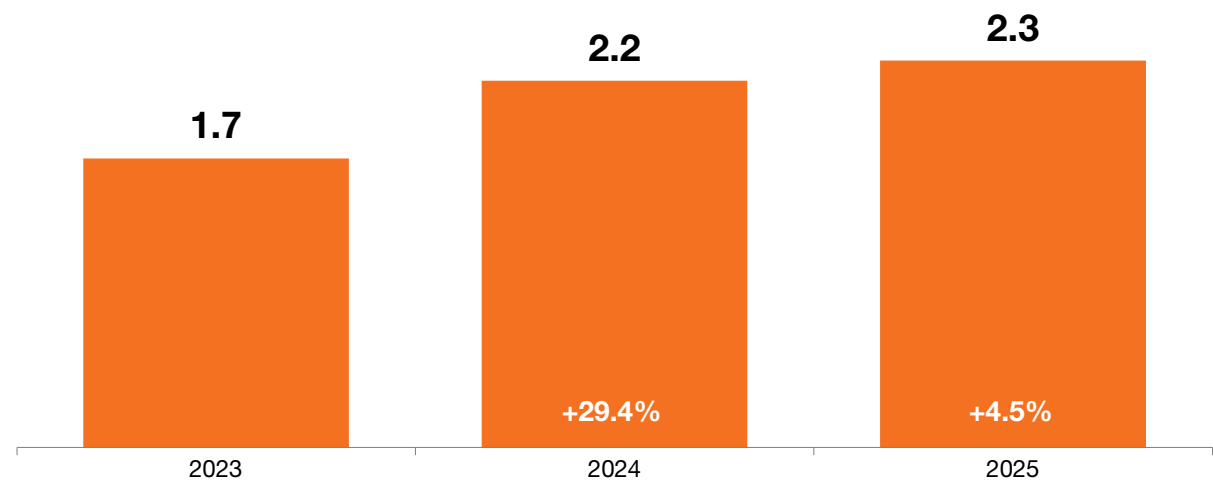


# Months Supply of Inventory

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.

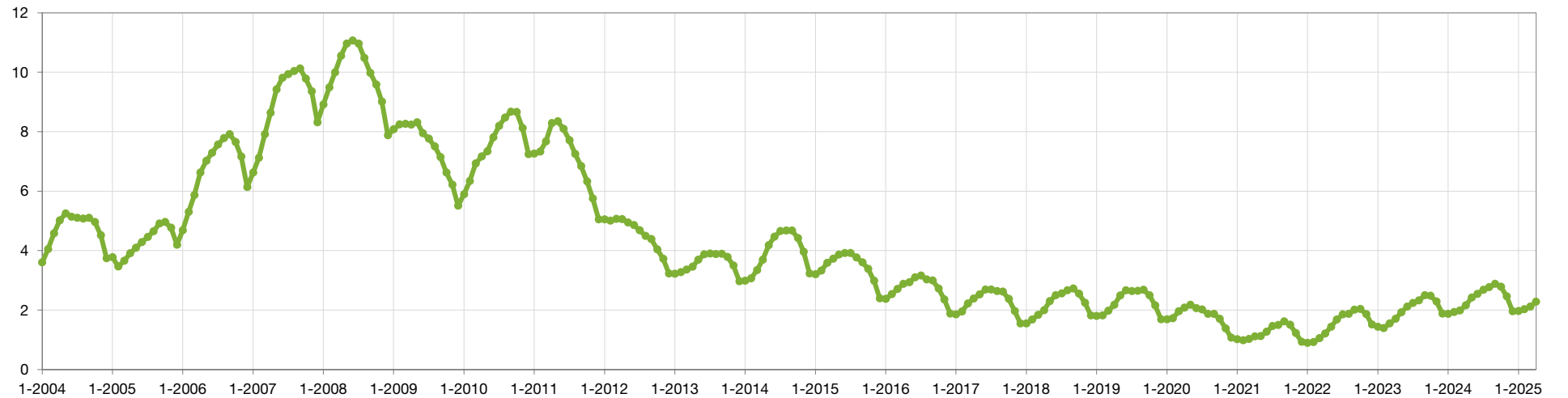


## April



Month	Prior Year	Current Year	+ / -
May	1.9	2.4	+26.3%
June	2.1	2.5	+19.0%
July	2.2	2.7	+22.7%
August	2.3	2.8	+21.7%
September	2.5	2.9	+16.0%
October	2.5	2.8	+12.0%
November	2.3	2.5	+8.7%
December	1.9	2.0	+5.3%
January	1.9	2.0	+5.3%
February	1.9	2.0	+5.3%
March	2.0	2.1	+5.0%
April	2.2	2.3	+4.5%
12-Month Avg	2.1	2.4	+14.3%

## 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 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Andover	165	154	-6.7%	86	95	+10.5%	\$411,950	\$442,000	+7.3%	76	57	-25.0%	2.6	1.9	-26.9%
Anoka	57	70	+22.8%	53	40	-24.5%	\$315,000	\$322,450	+2.4%	19	26	+36.8%	1.2	1.9	+58.3%
Apple Valley	273	281	+2.9%	197	159	-19.3%	\$375,000	\$380,000	+1.3%	86	108	+25.6%	1.4	2.0	+42.9%
Big Lake	112	104	-7.1%	67	73	+9.0%	\$320,000	\$330,000	+3.1%	39	46	+17.9%	2.0	2.3	+15.0%
Blaine	459	421	-8.3%	280	244	-12.9%	\$383,000	\$381,150	-0.5%	170	160	-5.9%	1.9	2.0	+5.3%
Burnsville	275	261	-5.1%	190	183	-3.7%	\$369,450	\$325,000	-12.0%	87	90	+3.4%	1.5	1.6	+6.7%
Cambridge	97	101	+4.1%	47	46	-2.1%	\$279,900	\$325,000	+16.1%	55	44	-20.0%	3.3	2.6	-21.2%
Circle Pines	27	29	+7.4%	23	21	-8.7%	\$340,000	\$293,000	-13.8%	6	8	+33.3%	0.9	1.3	+44.4%
Columbia Heights	98	91	-7.1%	83	63	-24.1%	\$270,000	\$284,900	+5.5%	29	42	+44.8%	1.3	2.1	+61.5%
Columbus	20	11	-45.0%	12	11	-8.3%	\$420,750	\$440,000	+4.6%	17	6	-64.7%	6.0	1.3	-78.3%
Coon Rapids	277	290	+4.7%	211	197	-6.6%	\$325,000	\$345,000	+6.2%	62	79	+27.4%	1.0	1.3	+30.0%
Cottage Grove	307	347	+13.0%	176	194	+10.2%	\$394,945	\$387,245	-1.9%	124	117	-5.6%	2.4	2.1	-12.5%
Eagan	299	268	-10.4%	204	187	-8.3%	\$375,500	\$395,000	+5.2%	82	104	+26.8%	1.3	1.7	+30.8%
East Bethel	47	55	+17.0%	23	39	+69.6%	\$402,000	\$410,000	+2.0%	24	22	-8.3%	2.5	1.9	-24.0%
Elk River	215	246	+14.4%	93	111	+19.4%	\$380,900	\$394,000	+3.4%	68	105	+54.4%	2.2	3.0	+36.4%
Farmington	203	256	+26.1%	128	118	-7.8%	\$402,500	\$394,950	-1.9%	104	93	-10.6%	3.0	2.5	-16.7%
Forest Lake	105	112	+6.7%	65	66	+1.5%	\$340,000	\$380,000	+11.8%	45	53	+17.8%	1.9	2.4	+26.3%
Fridley	94	106	+12.8%	70	72	+2.9%	\$309,500	\$330,000	+6.6%	25	32	+28.0%	0.9	1.3	+44.4%
Ham Lake	69	88	+27.5%	47	36	-23.4%	\$550,000	\$480,000	-12.7%	39	61	+56.4%	2.9	5.5	+89.7%
Hastings	102	139	+36.3%	73	101	+38.4%	\$330,000	\$334,900	+1.5%	40	40	0.0%	1.7	1.4	-17.6%
Hudson	114	123	+7.9%	65	80	+23.1%	\$454,900	\$474,000	+4.2%	84	73	-13.1%	3.6	2.8	-22.2%

# 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	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Hugo	155	182	+17.4%	105	127	+21.0%	\$403,900	\$429,900	+6.4%	65	68	+4.6%	2.4	2.0	-16.7%
Inver Grove Heights	171	187	+9.4%	93	97	+4.3%	\$374,990	\$350,000	-6.7%	87	84	-3.4%	2.7	2.5	-7.4%
Isanti	98	83	-15.3%	60	43	-28.3%	\$324,900	\$329,500	+1.4%	36	32	-11.1%	2.1	2.4	+14.3%
Lakeville	563	583	+3.6%	328	270	-17.7%	\$488,000	\$490,000	+0.4%	245	247	+0.8%	2.6	2.9	+11.5%
Lino Lakes	123	164	+33.3%	77	80	+3.9%	\$410,000	\$446,250	+8.8%	50	39	-22.0%	2.0	1.7	-15.0%
Maplewood	130	163	+25.4%	71	110	+54.9%	\$335,000	\$339,500	+1.3%	43	50	+16.3%	1.4	1.4	0.0%
Mounds View	41	49	+19.5%	29	31	+6.9%	\$315,000	\$315,000	0.0%	10	16	+60.0%	1.0	1.7	+70.0%
Oakdale	139	148	+6.5%	113	88	-22.1%	\$340,000	\$295,000	-13.2%	46	44	-4.3%	1.4	1.6	+14.3%
Oak Grove	44	38	-13.6%	18	28	+55.6%	\$502,450	\$456,125	-9.2%	22	21	-4.5%	2.9	2.9	0.0%
Ramsey	226	280	+23.9%	118	127	+7.6%	\$401,750	\$389,900	-2.9%	83	85	+2.4%	2.2	2.3	+4.5%
Rosemount	305	336	+10.2%	172	154	-10.5%	\$409,995	\$415,000	+1.2%	149	137	-8.1%	3.2	3.0	-6.3%
Roseville	155	176	+13.5%	112	98	-12.5%	\$325,000	\$356,000	+9.5%	54	66	+22.2%	1.5	2.0	+33.3%
Shoreview	114	149	+30.7%	90	109	+21.1%	\$364,500	\$392,000	+7.5%	32	38	+18.8%	1.0	1.2	+20.0%
Spring Lake Park	26	15	-42.3%	22	16	-27.3%	\$302,450	\$335,000	+10.8%	6	--	--	0.9	--	--
Saint Francis	35	42	+20.0%	20	31	+55.0%	\$347,500	\$335,000	-3.6%	15	22	+46.7%	2.0	2.3	+15.0%
Saint Paul	1,183	1,112	-6.0%	778	713	-8.4%	\$280,000	\$295,000	+5.4%	401	408	+1.7%	1.7	1.8	+5.9%
Stillwater	105	124	+18.1%	71	87	+22.5%	\$435,000	\$451,000	+3.7%	58	51	-12.1%	2.5	1.8	-28.0%
White Bear Lake	112	112	0.0%	80	80	0.0%	\$352,578	\$347,500	-1.4%	20	37	+85.0%	0.8	1.4	+75.0%
Woodbury	579	573	-1.0%	298	297	-0.3%	\$467,650	\$449,990	-3.8%	241	233	-3.3%	2.4	2.4	0.0%
Zimmerman	100	100	0.0%	43	46	+7.0%	\$353,063	\$338,500	-4.1%	40	44	+10.0%	2.9	2.8	-3.4%