

Monthly Indicators

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



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

July 2025

U.S. existing-home sales fell 2.7% from the previous month to a seasonally adjusted annual rate of 3.93 million, according to the National Association of REALTORS® (NAR). Sales were unchanged from one year earlier. Regionally, monthly sales declined in the Midwest, Northeast, and South but rose in the West. Year-over-year, sales decreased in the Northeast and West but increased in the South and Midwest.

New Listings in the Twin Cities region increased 5.8 percent to 6,770. Pending Sales were up 4.3 percent to 4,391. Inventory levels rose 1.8 percent to 10,195 units.

Prices continued to gain traction. The Median Sales Price increased 2.6 percent to \$395,000. Days on Market was up 11.1 percent to 40 days. Absorption rates were even with last year as Months Supply of Homes for Sale remained flat at 2.7 months.

Nationally, the median existing-home sales price rose 2.0% year-over-year to \$435,300, a new monthly high and the 24th consecutive month of annual price gains, according to NAR. Slower sales activity has contributed to rising inventory this year, with 1.53 million properties listed for sale heading into July, a 15.9% increase from the same time last year and equivalent to a 4.7-month supply at the current sales pace.

Quick Facts









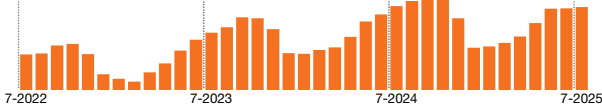
	- 1.7%	+ 2.6%	+ 1.8%
	One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
Activity Overview			2
New Listings			3
Pending Sales			4
Closed Sales			5
Days On Market Until Sale			6
Median Sales Price			7
Average Sales Price			8
Percent of Original List 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.



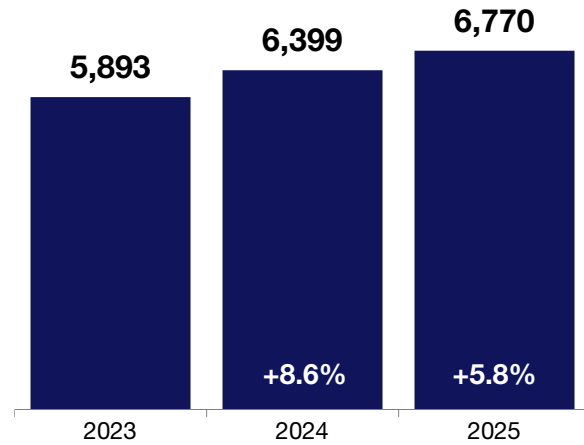
Key Metrics	Historical Sparklines (normalized)	7-2024	7-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		6,399	6,770	+ 5.8%	40,392	42,330	+ 4.8%
Pending Sales		4,211	4,391	+ 4.3%	27,836	28,248	+ 1.5%
Closed Sales		4,589	4,510	- 1.7%	25,905	26,335	+ 1.7%
Days on Market Until Sale		36	40	+ 11.1%	44	49	+ 11.4%
Median Sales Price		\$385,000	\$395,000	+ 2.6%	\$379,000	\$390,500	+ 3.0%
Average Sales Price		\$460,612	\$473,376	+ 2.8%	\$446,855	\$464,371	+ 3.9%
Percent of Original List Price Received		99.5%	99.3%	- 0.2%	99.2%	99.2%	0.0%
Inventory of Homes for Sale		10,017	10,195	+ 1.8%	--	--	--
Months Supply of Homes for Sale		2.7	2.7	0.0%	--	--	--

New Listings

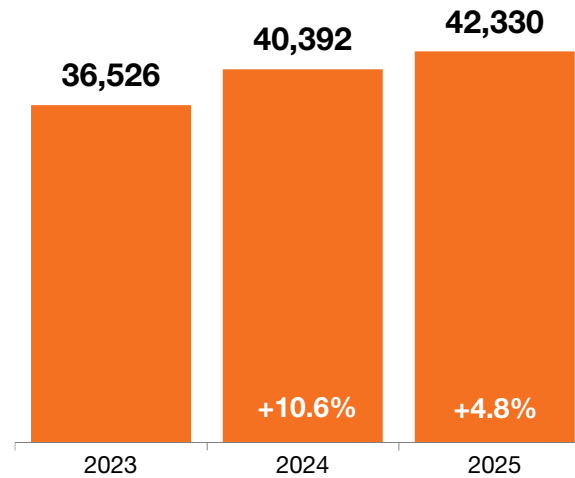
A count of the properties that have been newly listed on the market in a given month.



July

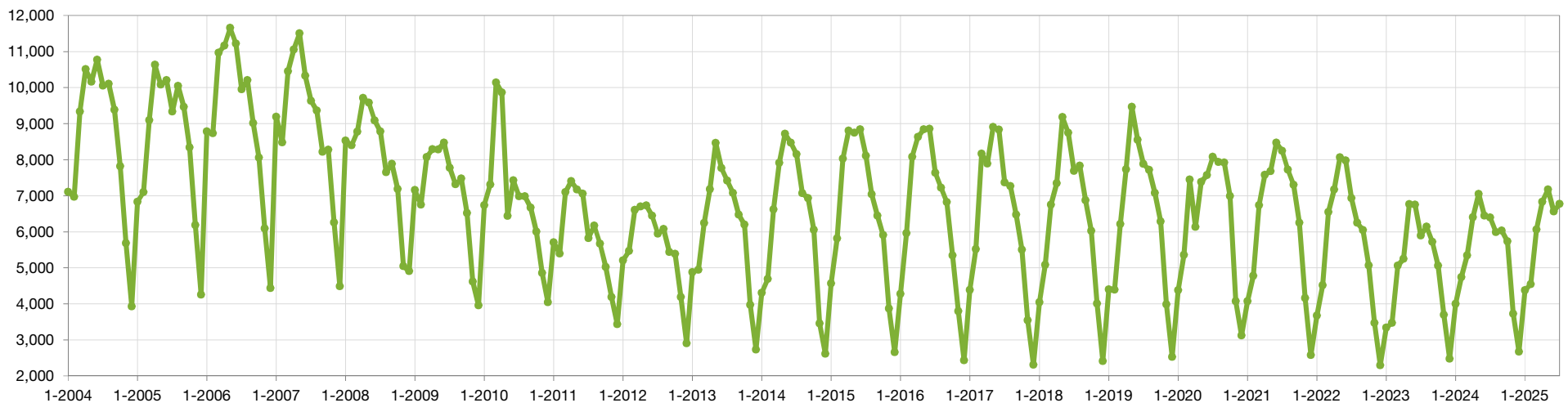


Year to Date



Month	Prior Year	Current Year	+ / -
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	2,671	+7.8%
January	4,000	4,381	+9.5%
February	4,743	4,549	-4.1%
March	5,345	6,061	+13.4%
April	6,404	6,833	+6.7%
May	7,052	7,170	+1.7%
June	6,449	6,566	+1.8%
July	6,399	6,770	+5.8%
12-Month Avg	5,291	5,540	+4.7%

Historical New Listing Activity

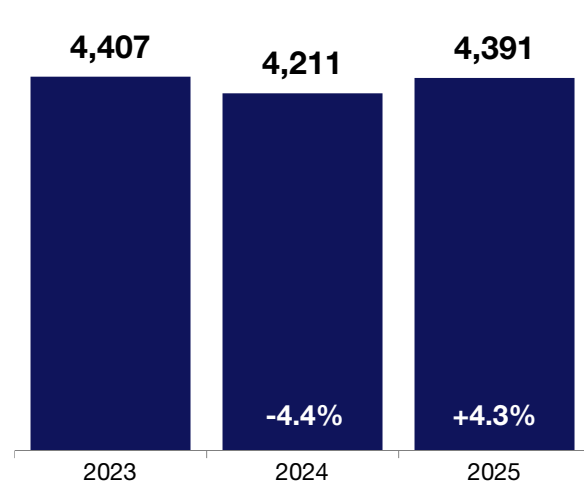


Pending Sales

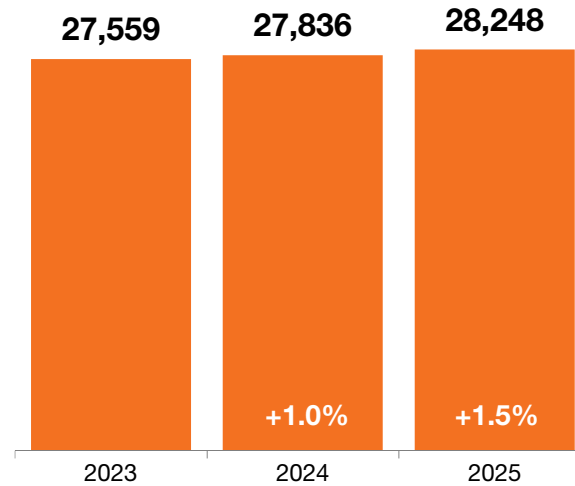
A count of the properties on which contracts have been accepted in a given month.



July

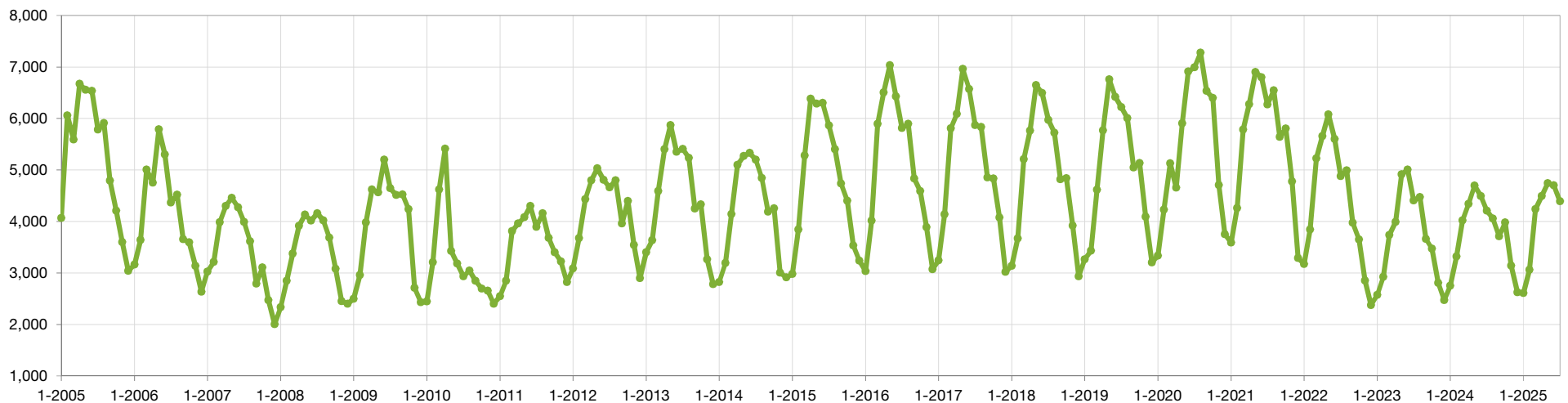


Year to Date



Month	Prior Year	Current Year	+ / -
August	4,472	4,056	-9.3%
September	3,660	3,710	+1.4%
October	3,472	3,980	+14.6%
November	2,806	3,145	+12.1%
December	2,474	2,624	+6.1%
January	2,750	2,609	-5.1%
February	3,321	3,062	-7.8%
March	4,023	4,242	+5.4%
April	4,342	4,495	+3.5%
May	4,695	4,745	+1.1%
June	4,494	4,704	+4.7%
July	4,211	4,391	+4.3%
12-Month Avg	3,727	3,814	+2.3%

Historical Pending Sales Activity

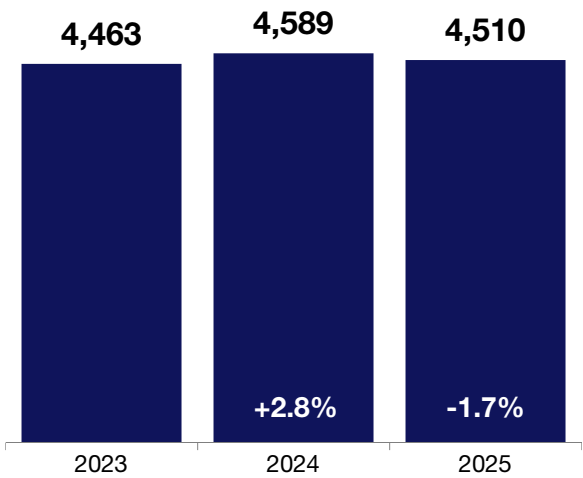


Closed Sales

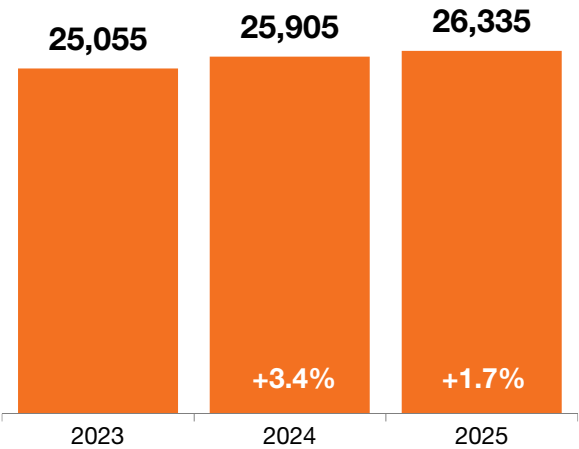
A count of the actual sales that have closed in a given month.



July

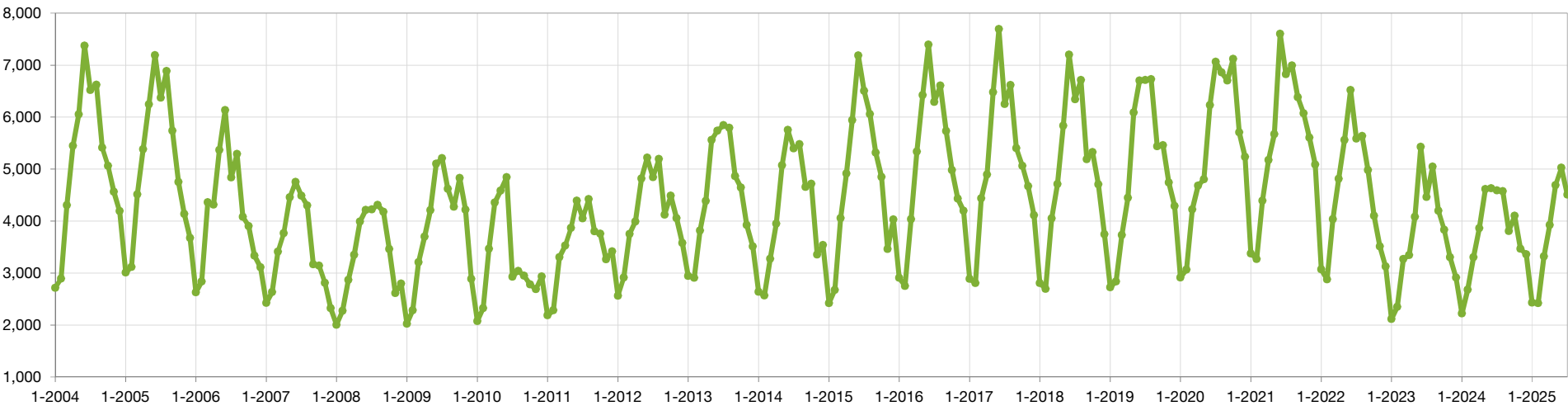


Year to Date



Month	Prior Year	Current Year	+ / -
August	5,049	4,573	-9.4%
September	4,199	3,807	-9.3%
October	3,832	4,102	+7.0%
November	3,307	3,469	+4.9%
December	2,916	3,359	+15.2%
January	2,223	2,433	+9.4%
February	2,679	2,424	-9.5%
March	3,307	3,320	+0.4%
April	3,863	3,927	+1.7%
May	4,615	4,692	+1.7%
June	4,629	5,029	+8.6%
July	4,589	4,510	-1.7%
12-Month Avg	3,767	3,804	+1.6%

Historical Closed Sales Activity

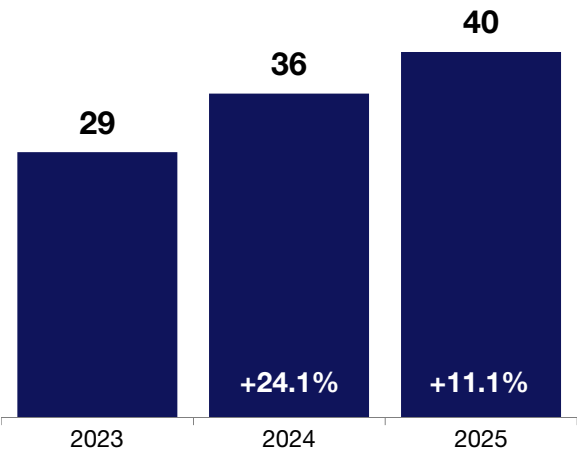


Days on Market Until Sale

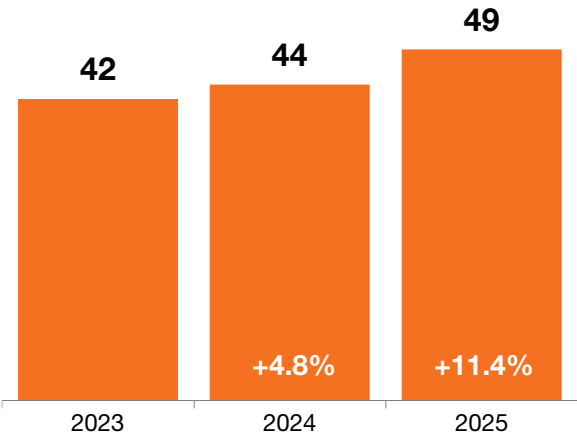
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



July

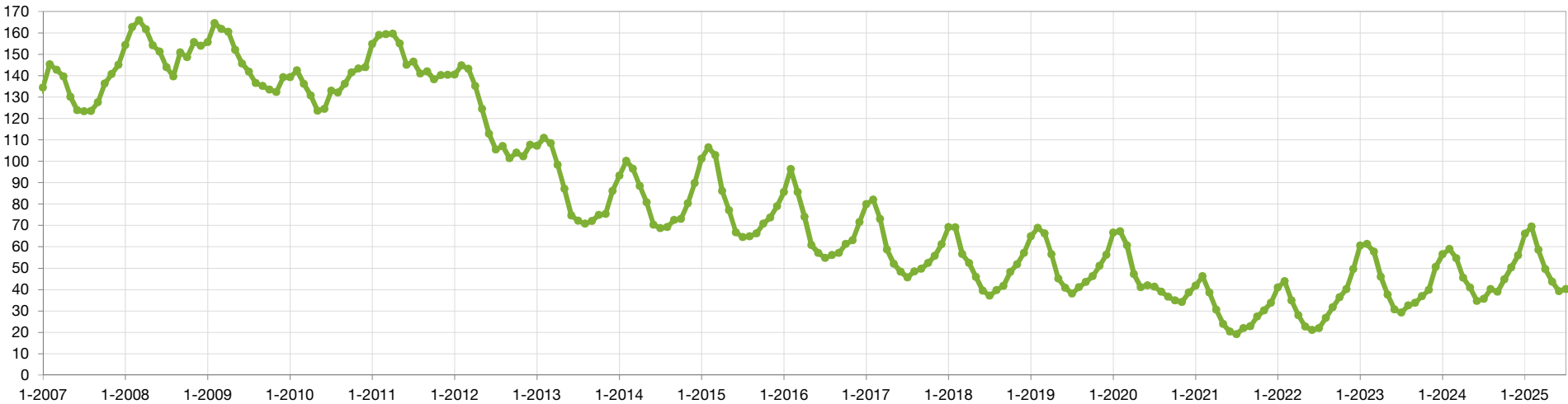


Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	41	44	+7.3%
June	35	39	+11.4%
July	36	40	+11.1%
12-Month Avg	42	48	+14.3%

Historical Days on Market Until Sale

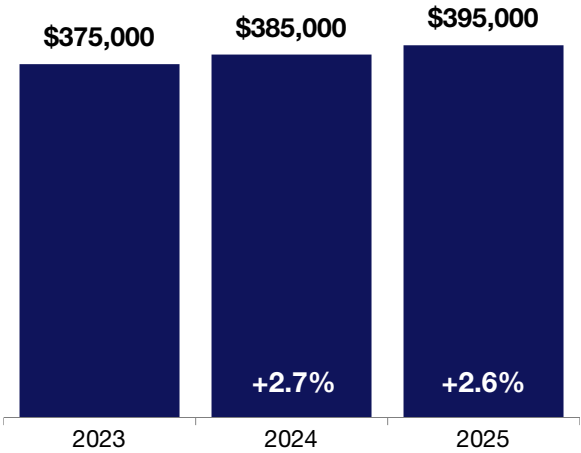


Median Sales Price

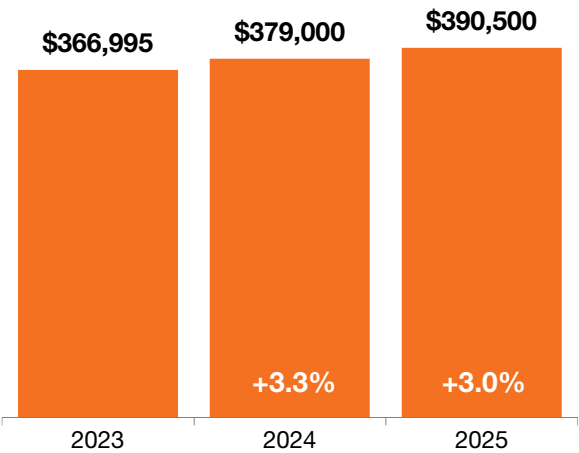
Median price point for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



Month	Prior Year	Current Year	+ / -
August	\$380,000	\$389,000	+2.4%
September	\$371,000	\$379,999	+2.4%
October	\$365,000	\$381,950	+4.6%
November	\$362,550	\$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	\$399,900	+3.7%
May	\$385,000	\$395,000	+2.6%
June	\$390,000	\$401,000	+2.8%
July	\$385,000	\$395,000	+2.6%
12-Month Med	\$375,000	\$386,000	+2.9%

Historical Median Sales Price

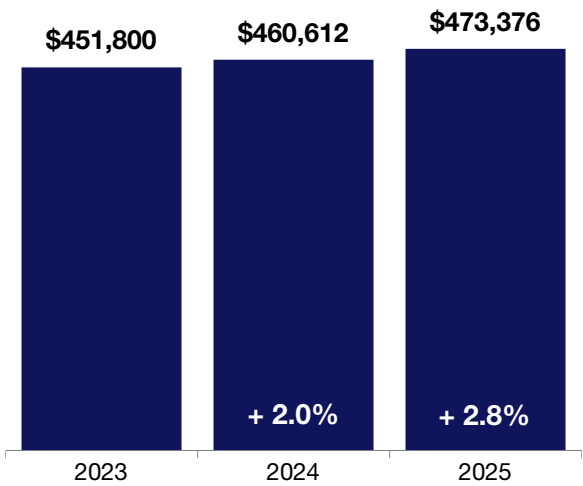


Average Sales Price

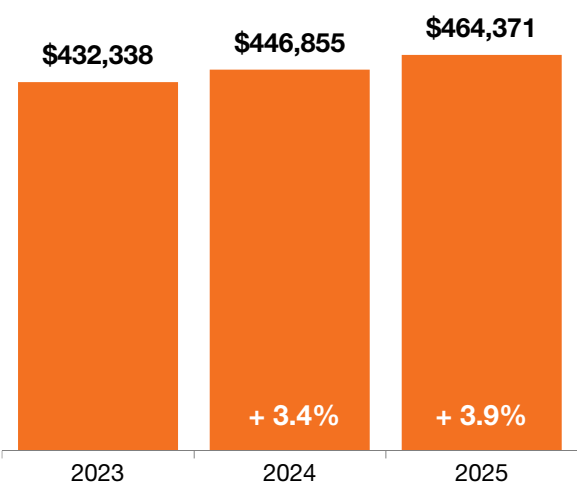
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



Month	Prior Year	Current Year	+ / -
August	\$453,291	\$471,915	+4.1%
September	\$438,836	\$448,282	+2.2%
October	\$433,945	\$456,332	+5.2%
November	\$430,568	\$445,485	+3.5%
December	\$429,029	\$446,577	+4.1%
January	\$415,651	\$437,395	+5.2%
February	\$415,227	\$451,317	+8.7%
March	\$425,860	\$444,192	+4.3%
April	\$449,238	\$467,194	+4.0%
May	\$458,983	\$463,734	+1.0%
June	\$467,415	\$487,352	+4.3%
July	\$460,612	\$473,376	+2.8%
12-Month Avg	\$460,318	\$443,394	+3.8%

Historical Average Sales Price

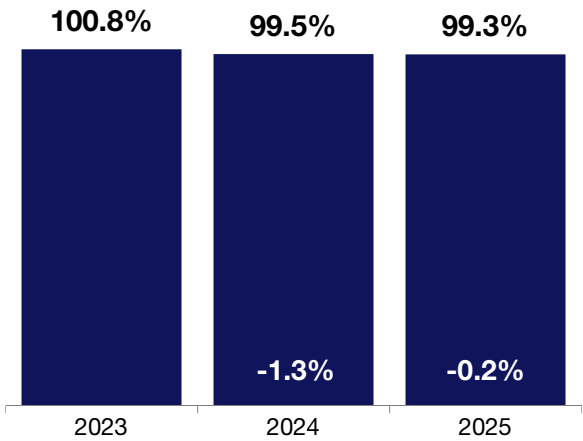


Percent of Original List Price Received

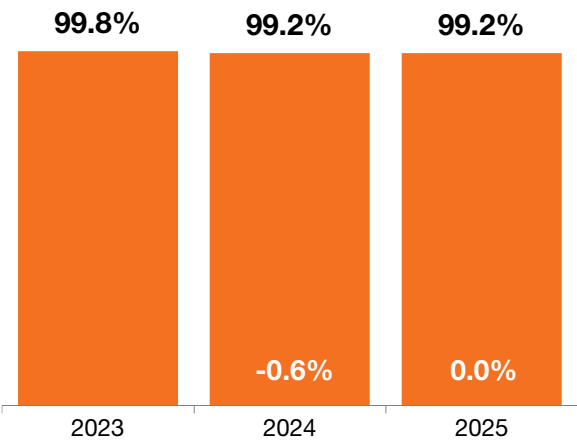
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



July

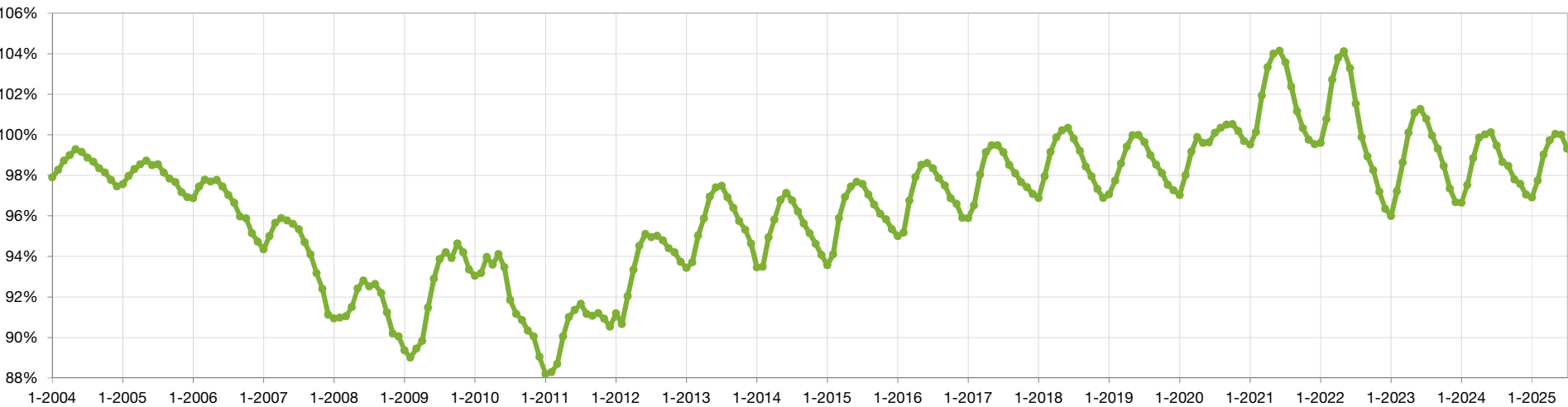


Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	100.0%	100.0%	0.0%
June	100.1%	100.0%	-0.1%
July	99.5%	99.3%	-0.2%
12-Month Avg	98.9%	98.7%	-0.2%

Historical Percent of Original List Price Received

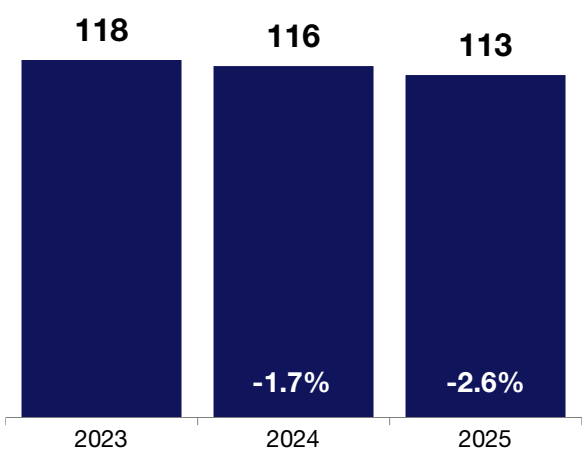


Housing Affordability Index

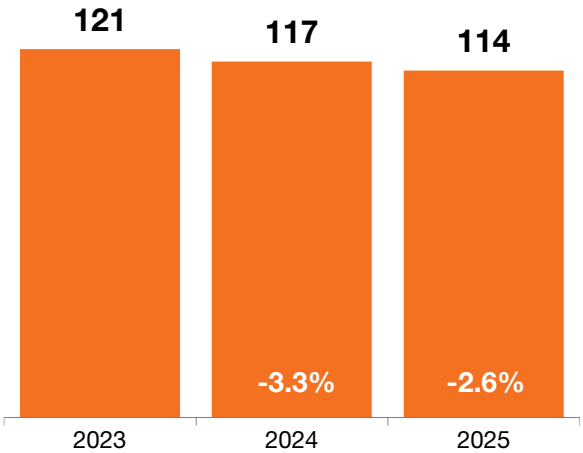


This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July

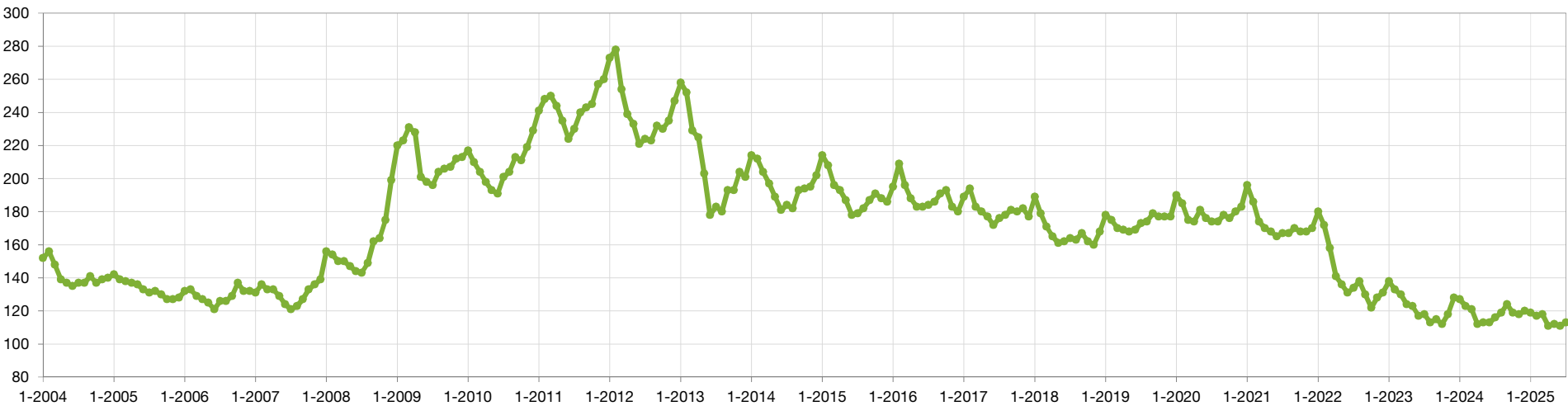


Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	113	112	-0.9%
June	113	111	-1.8%
July	116	113	-2.6%
12-Month Avg	118	117	-0.8%

Historical Housing Affordability Index

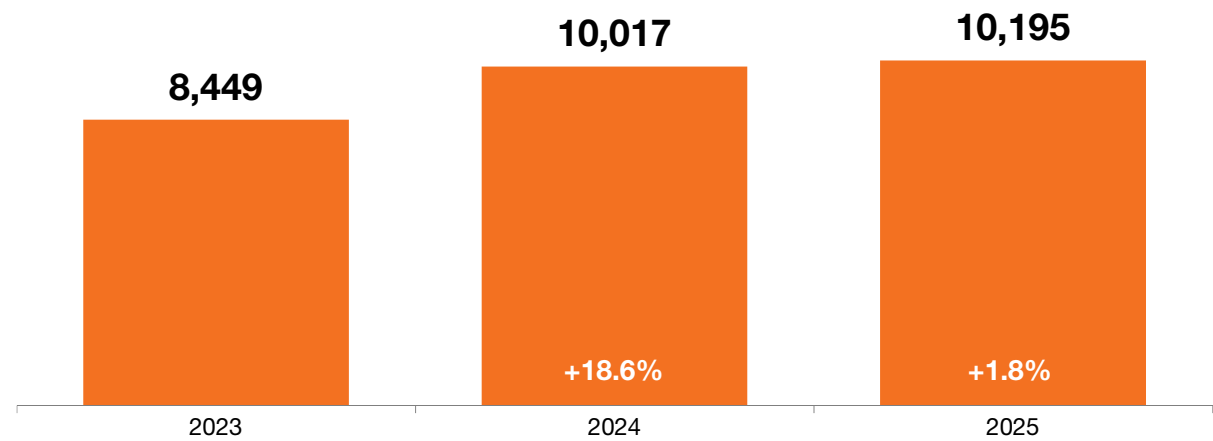


Inventory of Homes for Sale

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

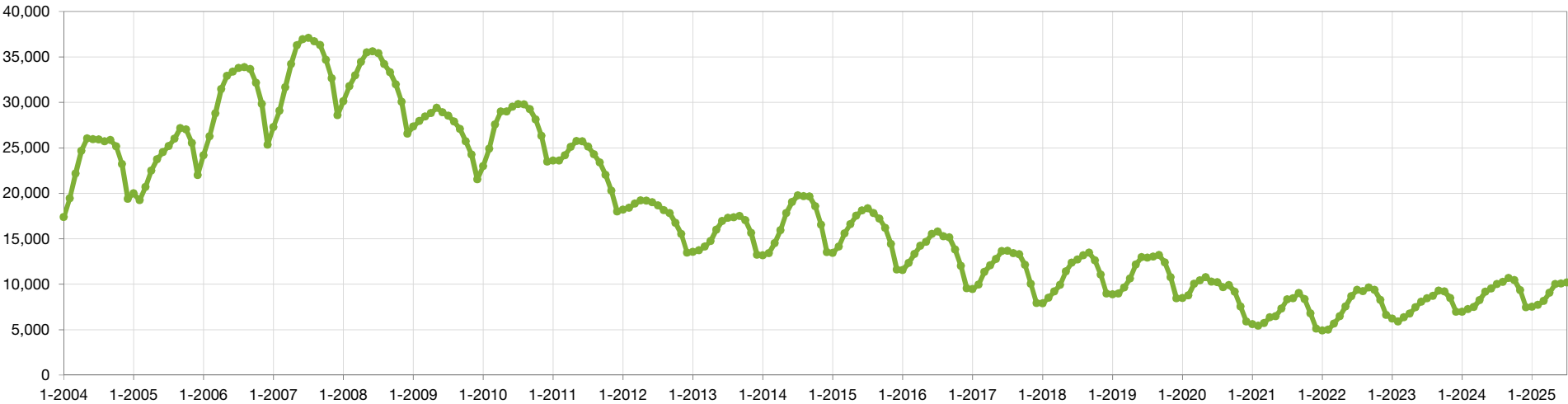


July



Month	Prior Year	Current Year	+ / -
August	8,707	10,245	+17.7%
September	9,272	10,676	+15.1%
October	9,183	10,441	+13.7%
November	8,466	9,339	+10.3%
December	6,960	7,461	+7.2%
January	6,958	7,512	+8.0%
February	7,263	7,708	+6.1%
March	7,481	8,149	+8.9%
April	8,231	9,049	+9.9%
May	9,177	10,000	+9.0%
June	9,529	10,065	+5.6%
July	10,017	10,195	+1.8%
12-Month Avg	8,437	9,237	+9.4%

Historical Inventory of Homes for Sale

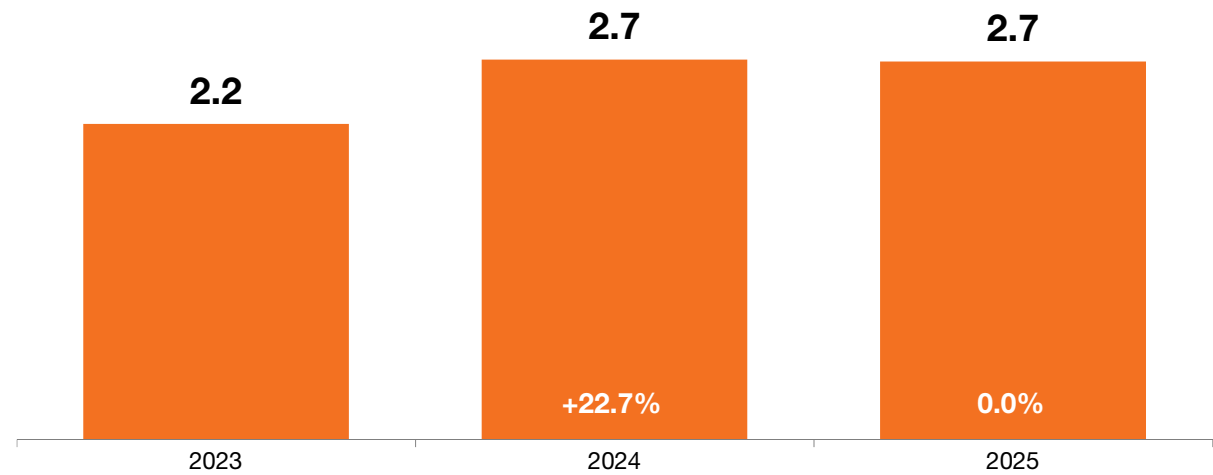


Months Supply of Inventory

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.

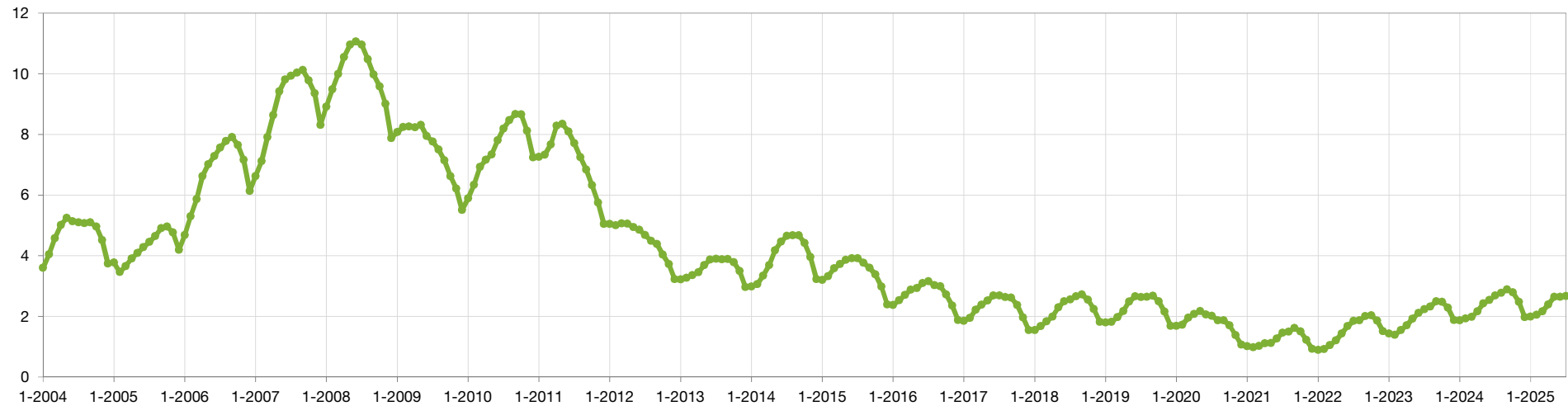


July



Month	Prior Year	Current Year	+ / -
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	2.1	+10.5%
March	2.0	2.2	+10.0%
April	2.2	2.4	+9.1%
May	2.4	2.6	+8.3%
June	2.5	2.6	+4.0%
July	2.7	2.7	0.0%
12-Month Avg	2.3	2.5	+8.7%

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	+ / -	7-2024	7-2025	+ / -	7-2024	7-2025	+ / -
Andover	327	331	+1.2%	213	191	-10.3%	\$420,000	\$469,050	+11.7%	86	81	-5.8%	3.0	2.9	-3.3%
Anoka	124	153	+23.4%	100	104	+4.0%	\$319,950	\$339,950	+6.3%	36	34	-5.6%	2.5	2.1	-16.0%
Apple Valley	539	548	+1.7%	404	394	-2.5%	\$379,945	\$385,000	+1.3%	121	100	-17.4%	2.2	1.8	-18.2%
Big Lake	212	191	-9.9%	137	164	+19.7%	\$345,000	\$340,500	-1.3%	47	31	-34.0%	2.4	1.4	-41.7%
Blaine	826	855	+3.5%	602	545	-9.5%	\$386,915	\$393,200	+1.6%	169	194	+14.8%	2.0	2.4	+20.0%
Burnsville	558	532	-4.7%	380	385	+1.3%	\$371,500	\$373,000	+0.4%	138	125	-9.4%	2.5	2.2	-12.0%
Cambridge	175	196	+12.0%	102	122	+19.6%	\$309,625	\$330,000	+6.6%	59	54	-8.5%	3.6	3.0	-16.7%
Circle Pines	52	47	-9.6%	43	39	-9.3%	\$330,000	\$310,000	-6.1%	8	9	+12.5%	1.2	1.7	+41.7%
Columbia Heights	199	180	-9.5%	158	137	-13.3%	\$284,662	\$295,000	+3.6%	39	42	+7.7%	1.7	2.1	+23.5%
Columbus	44	20	-54.5%	29	16	-44.8%	\$442,500	\$520,000	+17.5%	18	10	-44.4%	4.6	2.8	-39.1%
Coon Rapids	530	546	+3.0%	427	442	+3.5%	\$325,000	\$343,223	+5.6%	101	87	-13.9%	1.7	1.4	-17.6%
Cottage Grove	598	610	+2.0%	381	390	+2.4%	\$392,000	\$393,000	+0.3%	127	113	-11.0%	2.4	2.1	-12.5%
Eagan	595	574	-3.5%	449	392	-12.7%	\$385,000	\$399,250	+3.7%	115	136	+18.3%	1.9	2.3	+21.1%
East Bethel	111	110	-0.9%	63	63	0.0%	\$420,000	\$406,000	-3.3%	41	35	-14.6%	3.9	3.1	-20.5%
Elk River	418	463	+10.8%	200	247	+23.5%	\$389,450	\$401,000	+3.0%	104	113	+8.7%	3.4	3.2	-5.9%
Farmington	382	498	+30.4%	263	261	-0.8%	\$408,000	\$390,000	-4.4%	117	121	+3.4%	3.4	3.2	-5.9%
Forest Lake	220	254	+15.5%	154	154	0.0%	\$372,450	\$412,500	+10.8%	62	71	+14.5%	2.7	3.2	+18.5%
Fridley	205	232	+13.2%	157	169	+7.6%	\$319,000	\$332,000	+4.1%	50	36	-28.0%	2.0	1.3	-35.0%
Ham Lake	134	182	+35.8%	88	88	0.0%	\$560,000	\$530,000	-5.4%	44	65	+47.7%	3.5	5.2	+48.6%
Hastings	224	247	+10.3%	161	211	+31.1%	\$330,000	\$349,000	+5.8%	51	39	-23.5%	2.1	1.4	-33.3%
Hudson	235	267	+13.6%	174	188	+8.0%	\$489,500	\$489,950	+0.1%	69	86	+24.6%	2.6	3.2	+23.1%

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	+ / -	7-2024	7-2025	+ / -	7-2024	7-2025	+ / -
Hugo	308	336	+9.1%	194	242	+24.7%	\$402,900	\$425,500	+5.6%	89	76	-14.6%	3.3	2.2	-33.3%
Inver Grove Heights	326	359	+10.1%	228	223	-2.2%	\$365,000	\$367,500	+0.7%	86	95	+10.5%	2.7	3.0	+11.1%
Isanti	154	175	+13.6%	115	99	-13.9%	\$334,900	\$330,000	-1.5%	32	45	+40.6%	2.0	3.3	+65.0%
Lakeville	1,051	1,126	+7.1%	657	595	-9.4%	\$495,235	\$500,000	+1.0%	265	271	+2.3%	2.9	3.2	+10.3%
Lino Lakes	235	322	+37.0%	156	176	+12.8%	\$450,000	\$462,500	+2.8%	43	64	+48.8%	1.8	2.7	+50.0%
Maplewood	313	315	+0.6%	204	234	+14.7%	\$335,000	\$338,000	+0.9%	74	68	-8.1%	2.4	1.9	-20.8%
Mounds View	79	77	-2.5%	57	65	+14.0%	\$336,498	\$337,000	+0.1%	21	8	-61.9%	2.4	0.8	-66.7%
Oakdale	274	296	+8.0%	212	196	-7.5%	\$342,200	\$328,000	-4.1%	47	54	+14.9%	1.5	1.9	+26.7%
Oak Grove	95	92	-3.2%	40	53	+32.5%	\$474,950	\$525,000	+10.5%	36	31	-13.9%	5.5	3.9	-29.1%
Ramsey	413	489	+18.4%	264	268	+1.5%	\$399,900	\$401,000	+0.3%	81	93	+14.8%	2.2	2.5	+13.6%
Rosemount	557	656	+17.8%	328	311	-5.2%	\$429,500	\$439,990	+2.4%	150	154	+2.7%	3.3	3.3	0.0%
Roseville	316	325	+2.8%	239	240	+0.4%	\$350,000	\$368,500	+5.3%	68	65	-4.4%	1.9	1.9	0.0%
Shoreview	256	288	+12.5%	206	215	+4.4%	\$409,450	\$398,000	-2.8%	51	52	+2.0%	1.8	1.7	-5.6%
Spring Lake Park	52	34	-34.6%	42	26	-38.1%	\$310,000	\$340,000	+9.7%	9	5	-44.4%	1.4	1.2	-14.3%
Saint Francis	83	90	+8.4%	58	66	+13.8%	\$362,450	\$338,000	-6.7%	22	27	+22.7%	2.6	2.8	+7.7%
Saint Paul	2,256	2,236	-0.9%	1,615	1,512	-6.4%	\$290,000	\$303,500	+4.7%	508	511	+0.6%	2.2	2.3	+4.5%
Stillwater	244	262	+7.4%	153	194	+26.8%	\$449,000	\$476,000	+6.0%	72	54	-25.0%	3.0	1.8	-40.0%
White Bear Lake	229	233	+1.7%	174	181	+4.0%	\$360,000	\$365,000	+1.4%	33	45	+36.4%	1.3	1.7	+30.8%
Woodbury	1,184	1,120	-5.4%	656	677	+3.2%	\$471,750	\$460,000	-2.5%	308	259	-15.9%	3.2	2.6	-18.8%
Zimmerman	178	190	+6.7%	109	110	+0.9%	\$353,063	\$355,000	+0.5%	39	41	+5.1%	2.7	2.6	-3.7%