

# Monthly Indicators

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



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## June 2025

U.S. existing-home sales edged up 0.8% month-over-month to a seasonally adjusted annual rate of 4.03 million units, exceeding economists' expectations, although sales were down 0.7% year-over-year, according to the National Association of REALTORS® (NAR). On a monthly basis, sales increased in the Midwest, Northeast, and South but decreased in the West.

New Listings in the Twin Cities region increased 0.8 percent to 6,500. Pending Sales were up 3.5 percent to 4,650. Inventory levels rose 2.0 percent to 9,715 units.

Prices continued to gain traction. The Median Sales Price increased 2.8 percent to \$401,000. Days on Market was up 11.4 percent to 39 days. Buyers felt empowered as Months Supply of Homes for Sale was up 4.0 percent to 2.6 months.

Heading into June, there were 1.54 million units for sale across the country, a 6.2% increase from the previous month and a 20.3% improvement over the same period last year, representing a 4.6-month supply at the current sales pace, according to NAR. Despite the additional supply, home prices have continued to rise nationwide, albeit at a slower pace than during the pandemic, climbing 1.3% year-over-year to \$422,800 as of last measure.

## Quick Facts




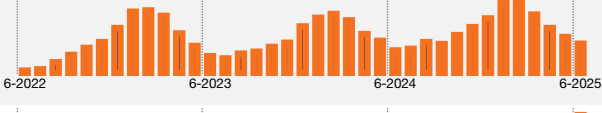

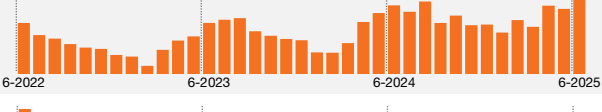



+ 7.5%	+ 2.8%	+ 2.0%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential real estate activity is comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

# Market Overview

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



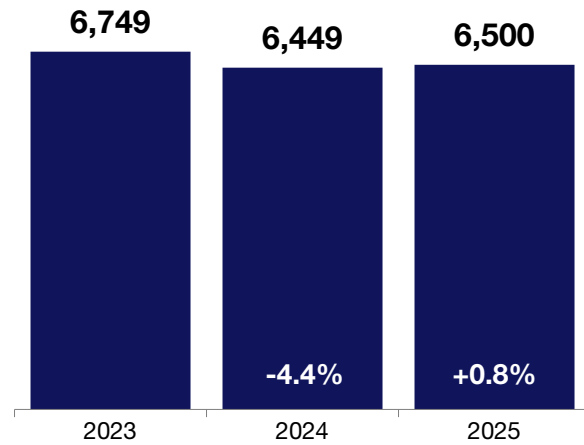
Key Metrics	Historical Sparklines (normalized)	6-2024	6-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		6,449	<b>6,500</b>	+ 0.8%	33,993	<b>35,487</b>	+ 4.4%
Pending Sales		4,492	<b>4,650</b>	+ 3.5%	23,622	<b>23,811</b>	+ 0.8%
Closed Sales		4,627	<b>4,975</b>	+ 7.5%	21,312	<b>21,759</b>	+ 2.1%
Days on Market Until Sale		35	<b>39</b>	+ 11.4%	46	<b>51</b>	+ 10.9%
Median Sales Price		\$390,000	<b>\$401,000</b>	+ 2.8%	\$376,000	<b>\$390,000</b>	+ 3.7%
Average Sales Price		\$467,513	<b>\$487,132</b>	+ 4.2%	\$443,907	<b>\$462,379</b>	+ 4.2%
Percent of Original List Price Received		100.1%	<b>100.0%</b>	- 0.1%	99.2%	<b>99.2%</b>	0.0%
Inventory of Homes for Sale		9,528	<b>9,715</b>	+ 2.0%	--	--	--
Months Supply of Homes for Sale		2.5	<b>2.6</b>	+ 4.0%	--	--	--

# New Listings

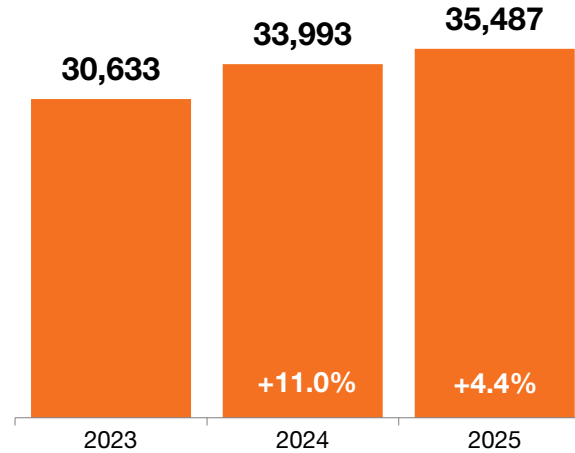
A count of the properties that have been newly listed on the market in a given month.



## June

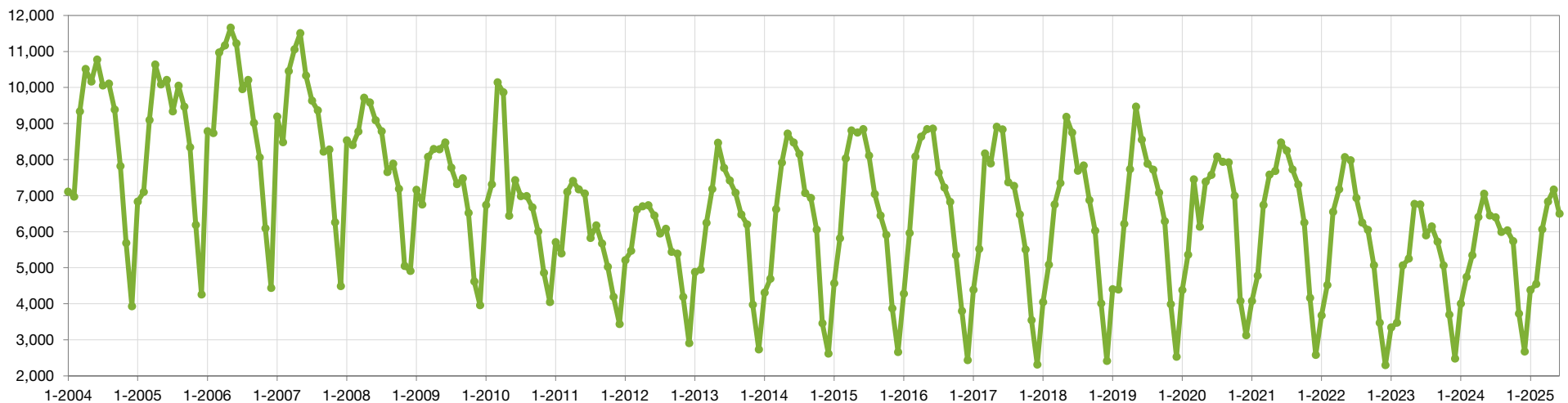


## Year to Date



Month	Prior Year	Current Year	+ / -
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	2,671	+7.8%
January	4,000	4,381	+9.5%
February	4,743	4,548	-4.1%
March	5,345	6,061	+13.4%
April	6,404	6,832	+6.7%
May	7,052	7,165	+1.6%
June	6,449	6,500	+0.8%
12-Month Avg	5,249	5,503	+4.9%

## Historical New Listing Activity



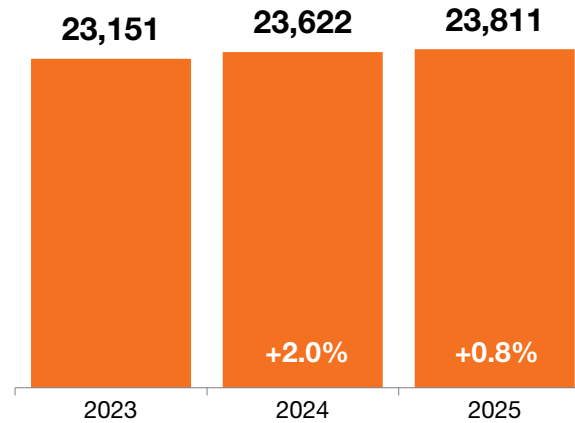
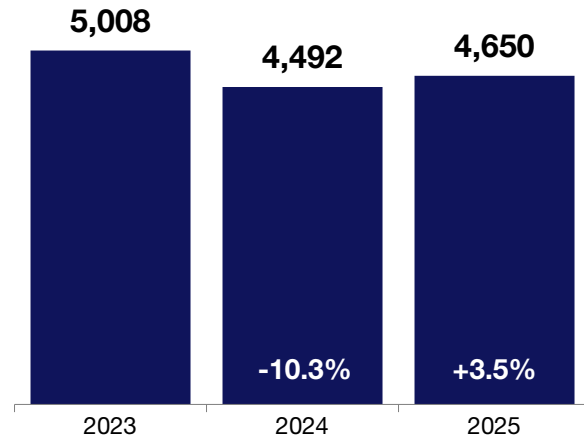
# Pending Sales

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



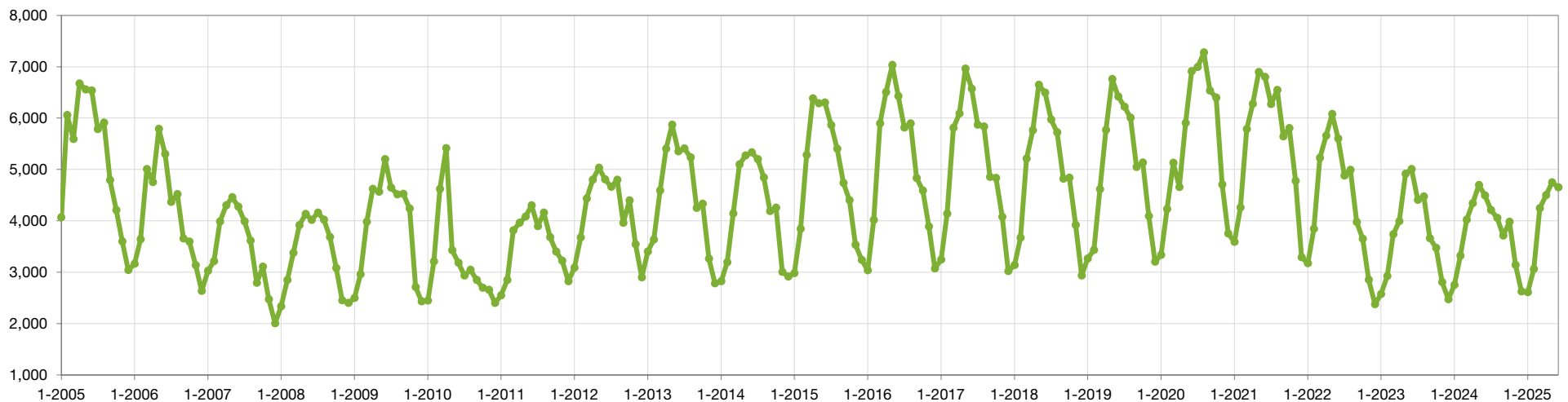
## June

## Year to Date



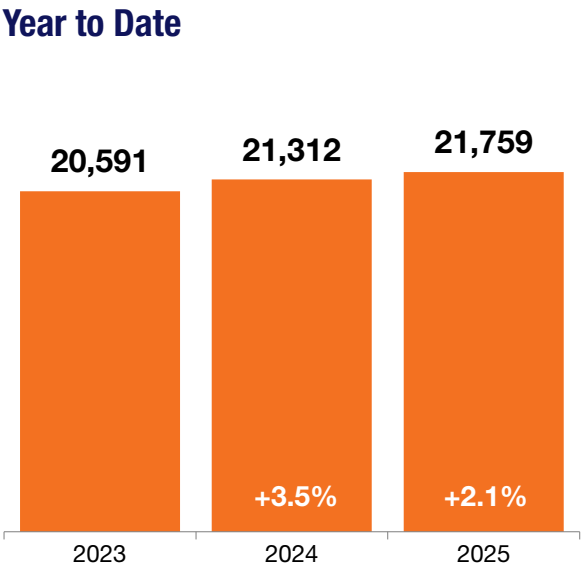
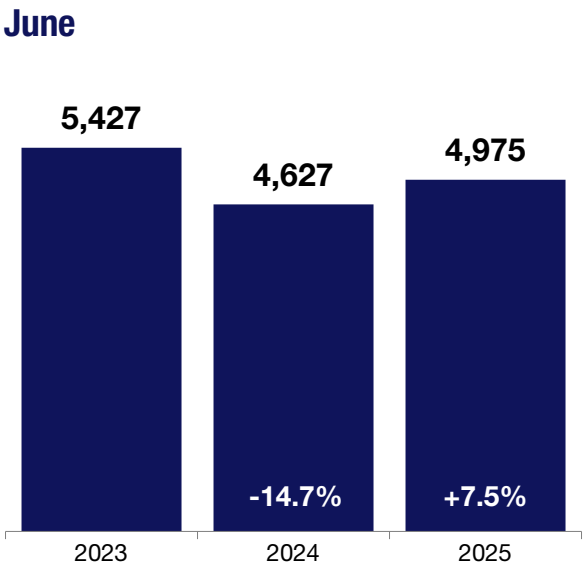
Month	Prior Year	Current Year	+ / -
July	4,407	4,211	-4.4%
August	4,472	4,055	-9.3%
September	3,660	3,710	+1.4%
October	3,472	3,980	+14.6%
November	2,806	3,144	+12.0%
December	2,474	2,623	+6.0%
January	2,750	2,609	-5.1%
February	3,322	3,060	-7.9%
March	4,023	4,245	+5.5%
April	4,340	4,500	+3.7%
May	4,695	4,747	+1.1%
June	4,492	4,650	+3.5%
12-Month Avg	3,743	3,795	+1.4%

## Historical Pending Sales Activity



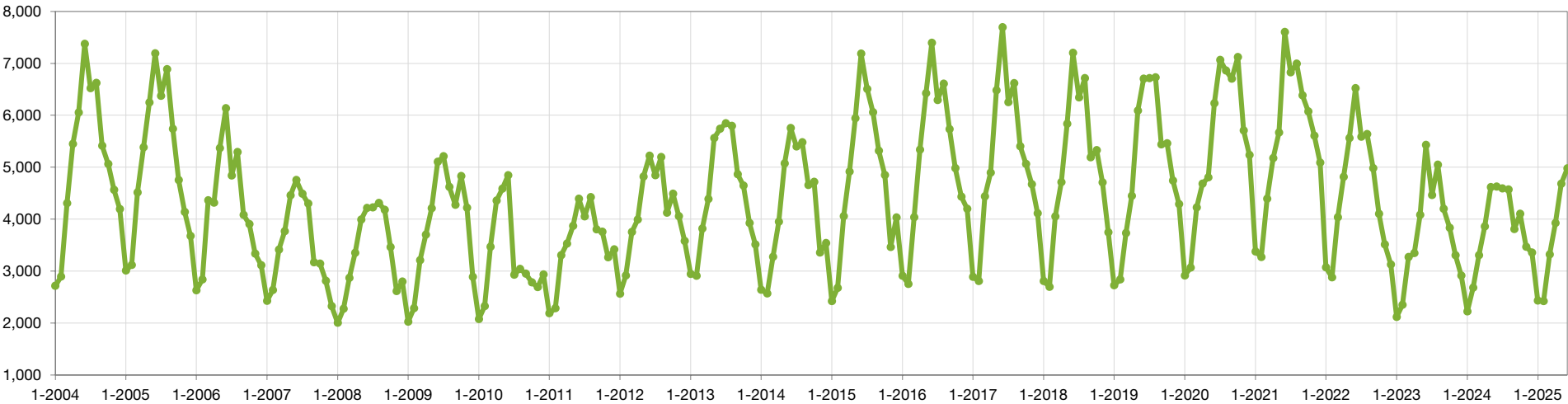
# Closed Sales

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



Month	Prior Year	Current Year	+ / -
July	4,463	4,589	+2.8%
August	5,049	4,572	-9.4%
September	4,199	3,807	-9.3%
October	3,832	4,102	+7.0%
November	3,307	3,468	+4.9%
December	2,916	3,358	+15.2%
January	2,223	2,433	+9.4%
February	2,679	2,422	-9.6%
March	3,307	3,319	+0.4%
April	3,861	3,926	+1.7%
May	4,615	4,684	+1.5%
June	4,627	4,975	+7.5%
12-Month Avg	3,757	3,805	+1.8%

## Historical Closed Sales Activity

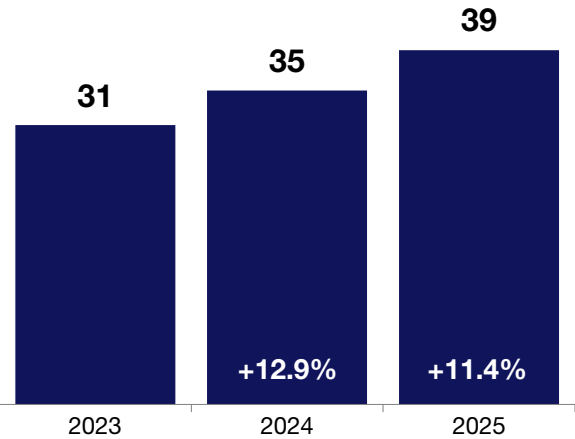


# Days on Market Until Sale

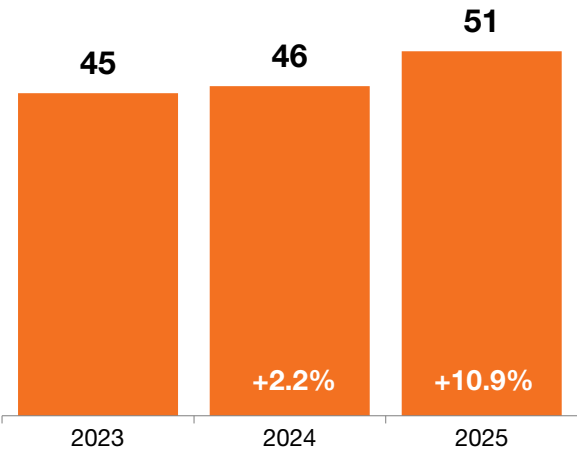
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## June

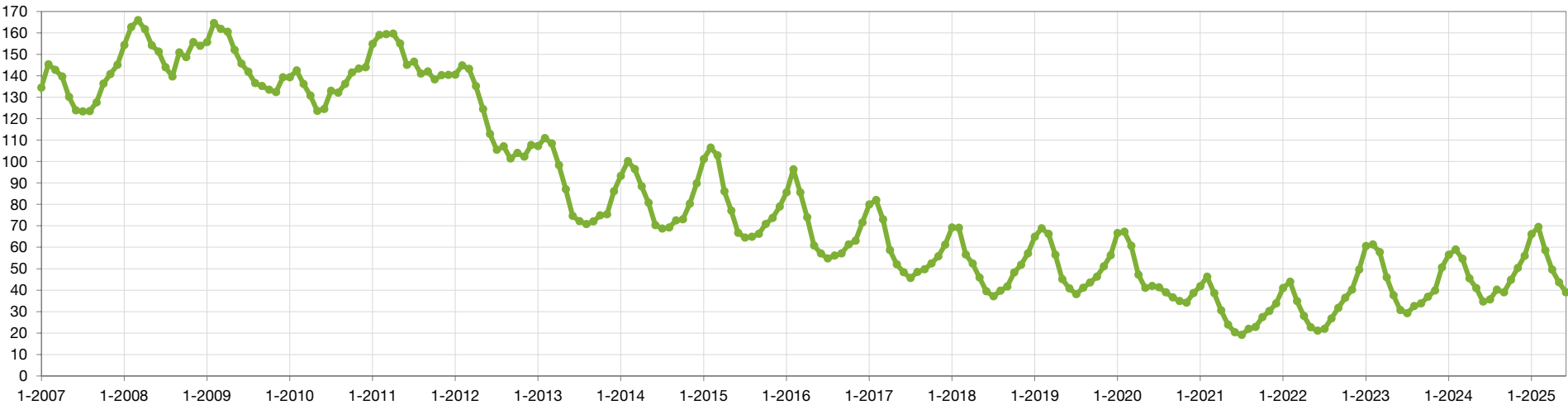


## Year to Date



Month	Prior Year	Current Year	+ / -
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%
May	41	44	+7.3%
June	35	39	+11.4%
12-Month Avg	41	47	+14.6%

## Historical Days on Market Until Sale

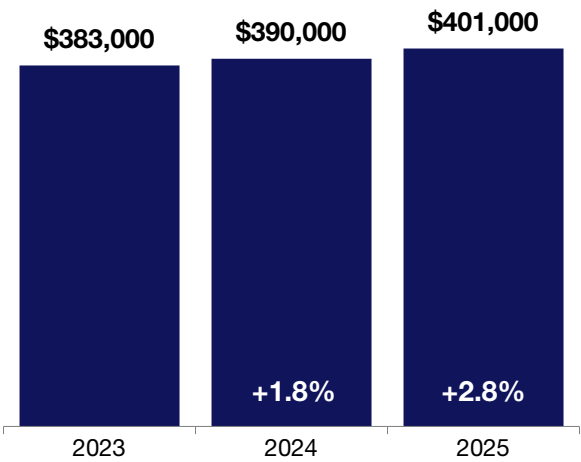


# Median Sales Price

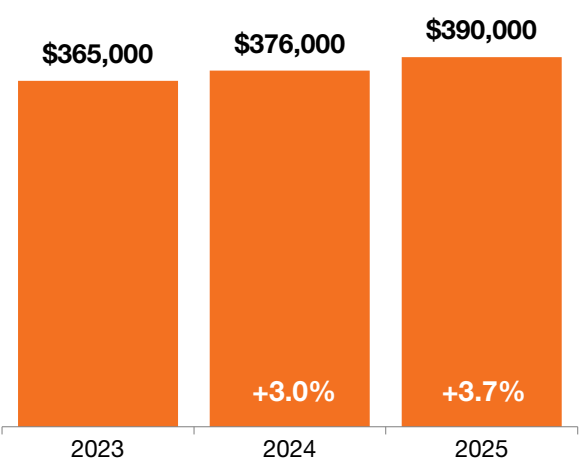
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## June



## Year to Date



Month	Prior Year	Current Year	+ / -
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	\$362,550	\$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%
12-Month Med	\$375,000	\$385,000	+2.7%

## Historical Median Sales Price

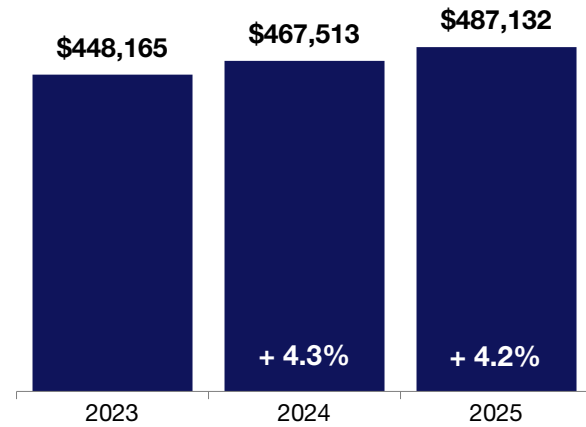


# Average Sales Price

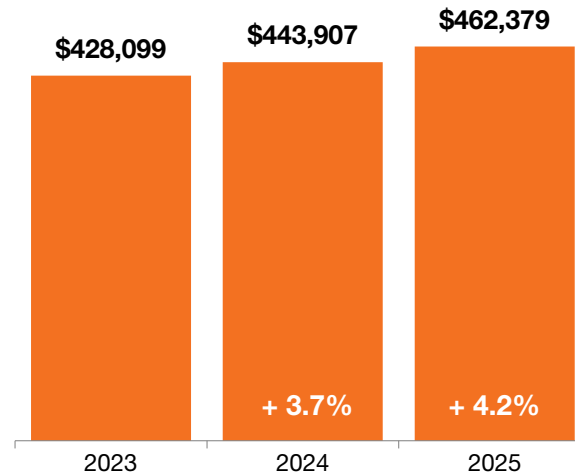
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June



## Year to Date



Month	Prior Year	Current Year	+ / -
July	\$451,800	\$460,612	+2.0%
August	\$453,291	\$471,923	+4.1%
September	\$438,836	\$448,282	+2.2%
October	\$433,945	\$456,332	+5.2%
November	\$430,568	\$445,562	+3.5%
December	\$429,029	\$446,472	+4.1%
January	\$415,651	\$437,395	+5.2%
February	\$415,227	\$451,387	+8.7%
March	\$425,860	\$443,976	+4.3%
April	\$449,209	\$467,171	+4.0%
May	\$458,983	\$463,772	+1.0%
June	\$467,513	\$487,132	+4.2%
12-Month Avg	\$442,482	\$454,680	+2.8%

## Historical Average Sales Price

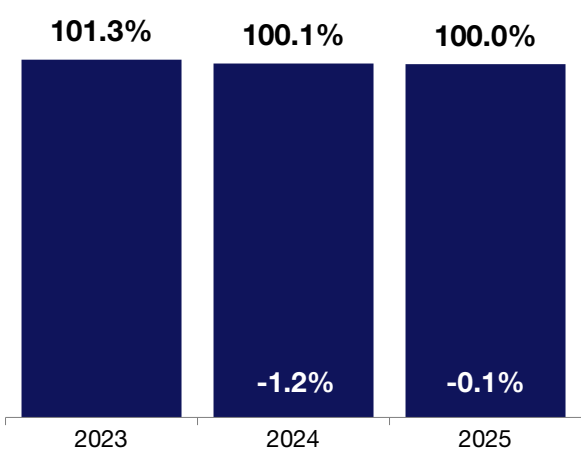


# Percent of Original List Price Received

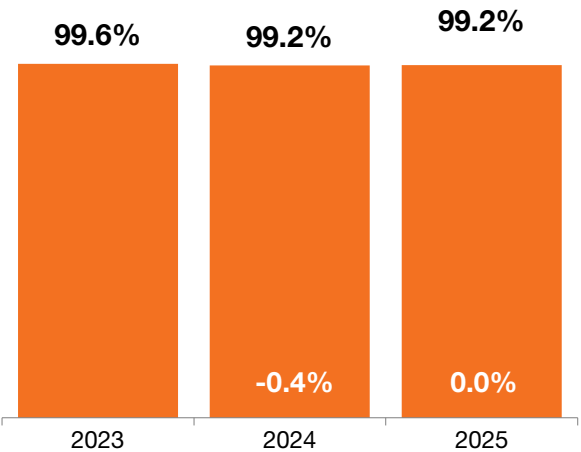
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## June

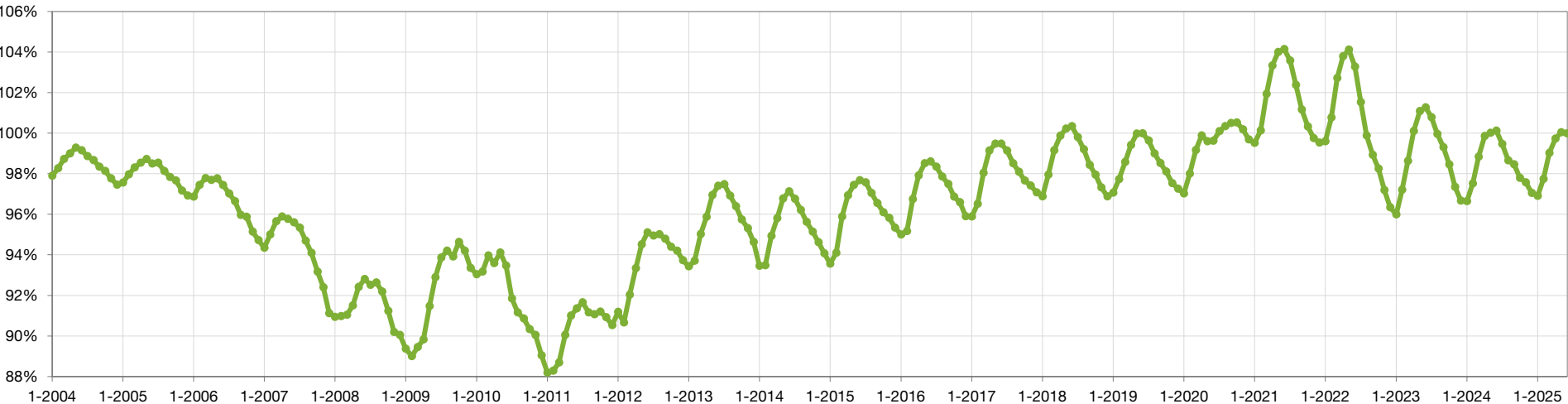


## Year to Date



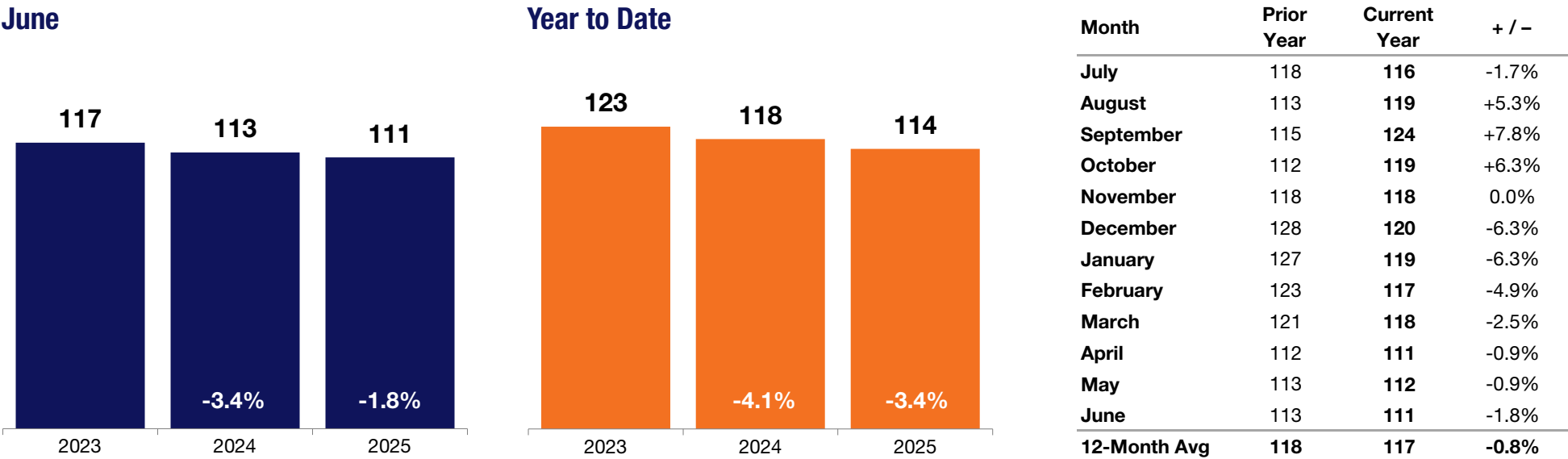
Month	Prior Year	Current Year	+ / -
July	100.8%	99.5%	-1.3%
August	100.0%	98.7%	-1.3%
September	99.3%	98.5%	-0.8%
October	98.5%	97.8%	-0.7%
November	97.4%	97.6%	+0.2%
December	96.7%	97.0%	+0.3%
January	96.6%	96.9%	+0.3%
February	97.5%	97.7%	+0.2%
March	98.8%	99.0%	+0.2%
April	99.9%	99.7%	-0.2%
May	100.0%	100.0%	0.0%
June	100.1%	100.0%	-0.1%
12-Month Avg	99.1%	98.7%	-0.4%

## Historical Percent of Original List Price Received

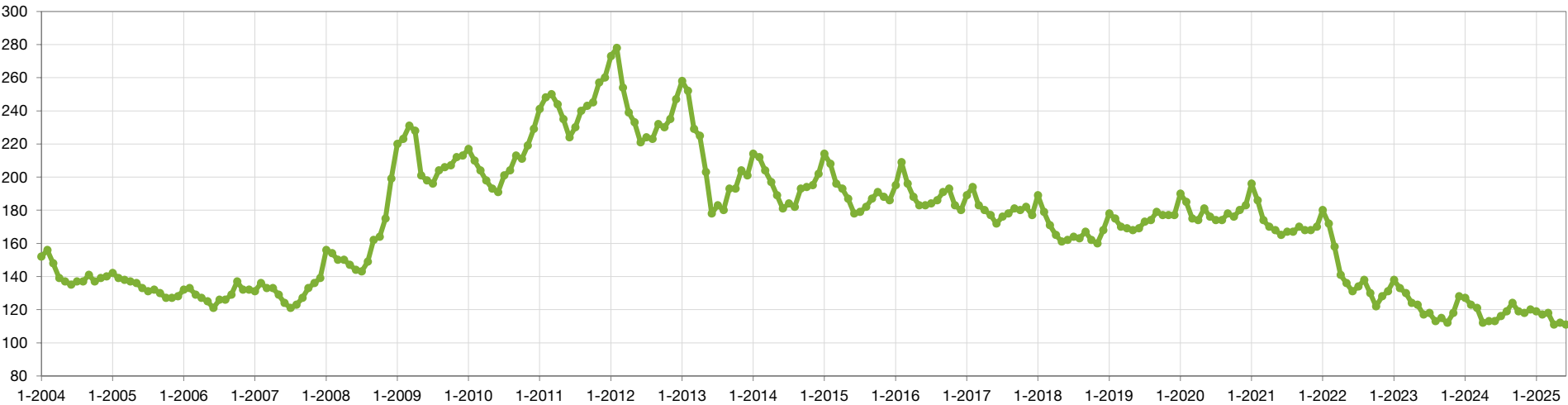


# Housing Affordability Index

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.



## Historical Housing Affordability Index

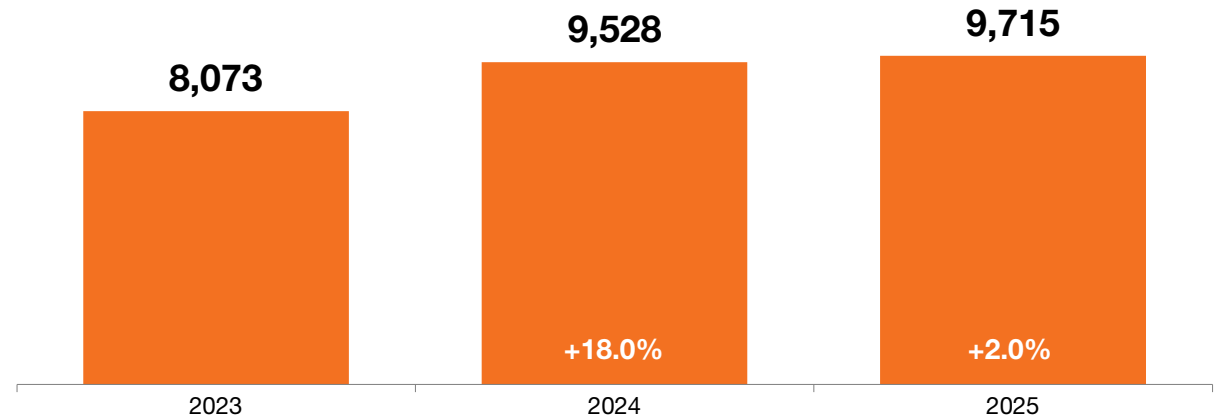


# Inventory of Homes for Sale

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

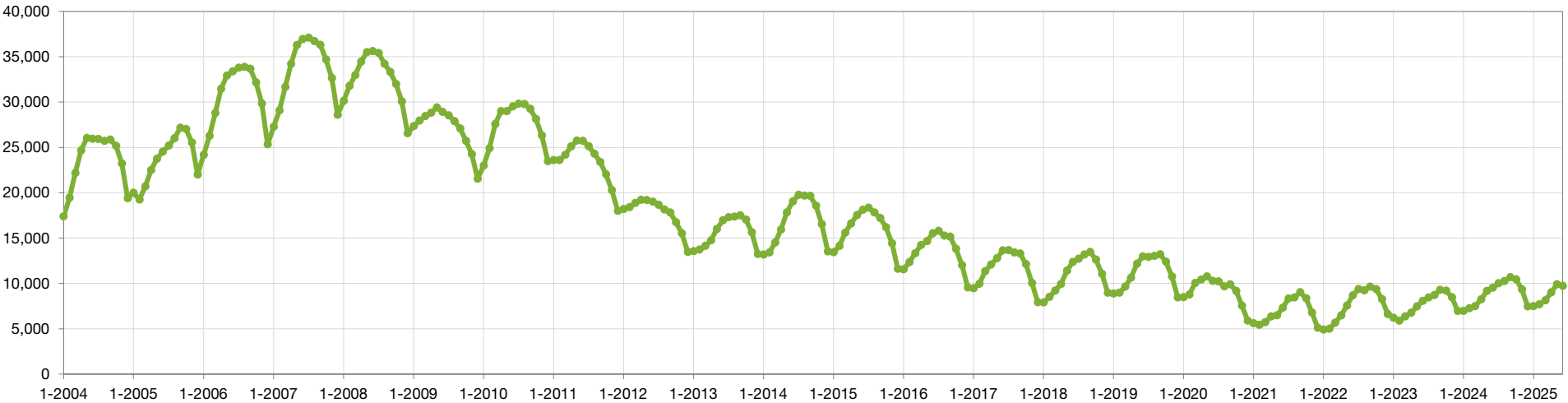


## June



Month	Prior Year	Current Year	+ / -
July	8,449	10,015	+18.5%
August	8,707	10,241	+17.6%
September	9,272	10,672	+15.1%
October	9,183	10,435	+13.6%
November	8,466	9,329	+10.2%
December	6,960	7,448	+7.0%
January	6,958	7,494	+7.7%
February	7,262	7,683	+5.8%
March	7,480	8,110	+8.4%
April	8,230	8,993	+9.3%
May	9,176	9,901	+7.9%
June	9,528	9,715	+2.0%
12-Month Avg	8,306	9,170	+10.3%

## Historical Inventory of Homes for Sale

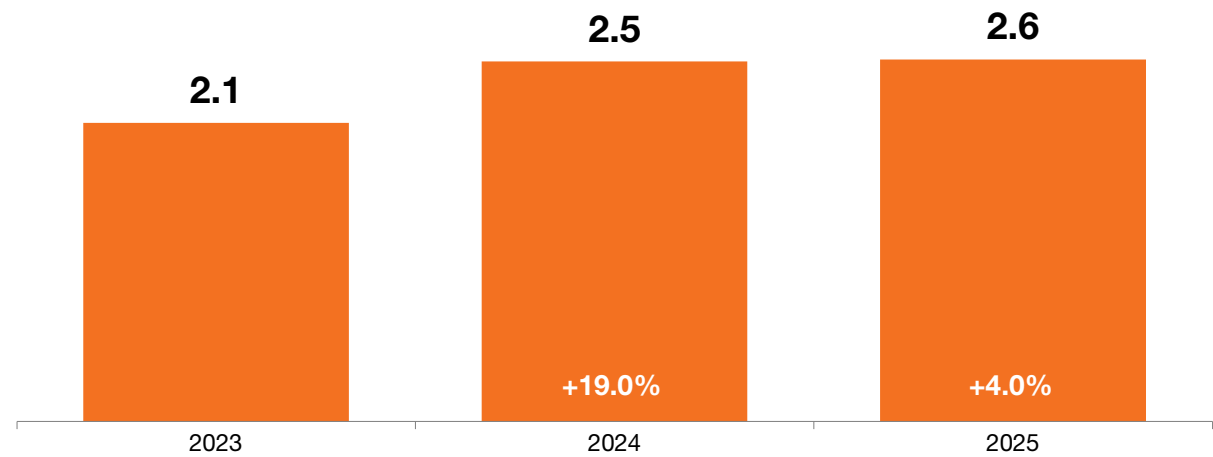


# Months Supply of Inventory

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.

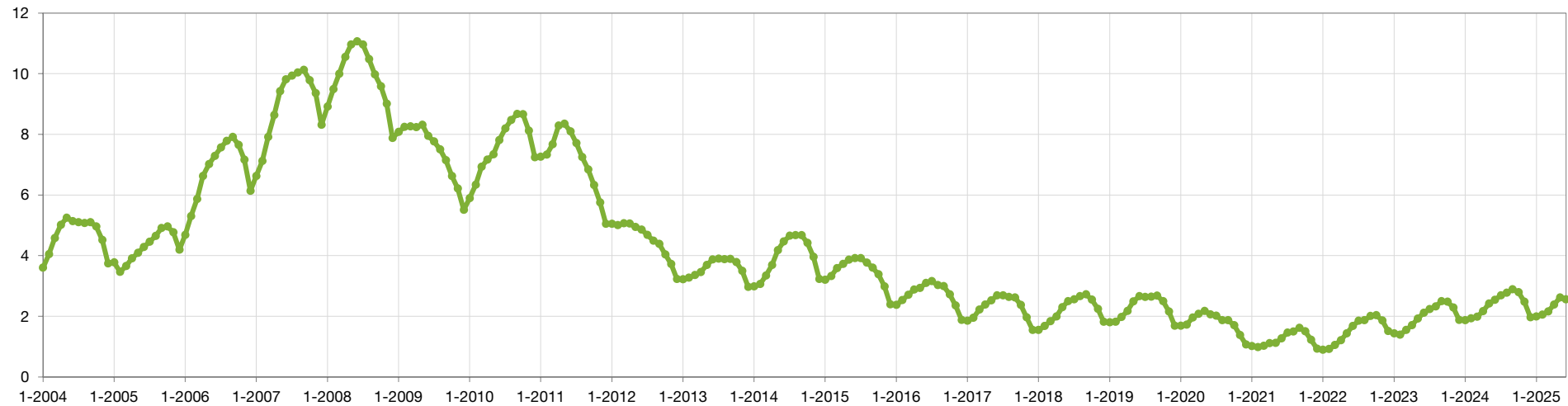


## June



Month	Prior Year	Current Year	+ / -
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	2.1	+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%
12-Month Avg	2.2	2.4	+9.1%

## 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	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -
Andover	270	271	+0.4%	175	165	-5.7%	\$425,000	\$457,000	+7.5%	64	73	+14.1%	2.2	2.6	+18.2%
Anoka	99	124	+25.3%	84	81	-3.6%	\$319,950	\$339,900	+6.2%	29	27	-6.9%	2.0	1.8	-10.0%
Apple Valley	444	467	+5.2%	341	320	-6.2%	\$376,205	\$385,000	+2.3%	100	112	+12.0%	1.7	2.0	+17.6%
Big Lake	181	170	-6.1%	114	135	+18.4%	\$341,500	\$340,000	-0.4%	44	37	-15.9%	2.2	1.7	-22.7%
Blaine	699	698	-0.1%	504	447	-11.3%	\$387,575	\$394,000	+1.7%	167	172	+3.0%	1.9	2.1	+10.5%
Burnsville	447	442	-1.1%	324	324	0.0%	\$373,500	\$363,500	-2.7%	103	110	+6.8%	1.8	1.9	+5.6%
Cambridge	140	158	+12.9%	81	97	+19.8%	\$300,000	\$329,000	+9.7%	48	41	-14.6%	3.0	2.3	-23.3%
Circle Pines	43	39	-9.3%	40	36	-10.0%	\$330,000	\$302,500	-8.3%	5	6	+20.0%	0.7	1.1	+57.1%
Columbia Heights	166	149	-10.2%	137	115	-16.1%	\$284,324	\$295,000	+3.8%	36	33	-8.3%	1.6	1.6	0.0%
Columbus	40	15	-62.5%	18	15	-16.7%	\$421,200	\$490,000	+16.3%	22	6	-72.7%	6.1	1.6	-73.8%
Coon Rapids	438	464	+5.9%	358	373	+4.2%	\$325,000	\$344,445	+6.0%	78	82	+5.1%	1.3	1.3	0.0%
Cottage Grove	513	526	+2.5%	301	326	+8.3%	\$392,000	\$391,199	-0.2%	137	126	-8.0%	2.6	2.3	-11.5%
Eagan	506	469	-7.3%	363	326	-10.2%	\$385,000	\$395,000	+2.6%	101	126	+24.8%	1.6	2.1	+31.3%
East Bethel	89	93	+4.5%	49	51	+4.1%	\$415,000	\$406,000	-2.2%	36	38	+5.6%	3.6	3.5	-2.8%
Elk River	359	396	+10.3%	162	198	+22.2%	\$382,900	\$389,500	+1.7%	101	120	+18.8%	3.4	3.4	0.0%
Farmington	318	408	+28.3%	217	219	+0.9%	\$408,000	\$390,000	-4.4%	111	109	-1.8%	3.2	2.9	-9.4%
Forest Lake	184	202	+9.8%	127	129	+1.6%	\$360,000	\$415,000	+15.3%	60	64	+6.7%	2.6	2.8	+7.7%
Fridley	167	190	+13.8%	127	136	+7.1%	\$317,000	\$330,000	+4.1%	40	29	-27.5%	1.6	1.1	-31.3%
Ham Lake	108	147	+36.1%	75	70	-6.7%	\$560,000	\$530,000	-5.4%	32	69	+115.6%	2.4	6.1	+154.2%
Hastings	189	219	+15.9%	132	177	+34.1%	\$330,000	\$350,000	+6.1%	49	40	-18.4%	2.0	1.4	-30.0%
Hudson	194	224	+15.5%	136	145	+6.6%	\$469,950	\$480,000	+2.1%	69	88	+27.5%	2.7	3.2	+18.5%

# 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	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -
Hugo	255	287	+12.5%	164	202	+23.2%	\$401,900	\$425,500	+5.9%	83	72	-13.3%	3.1	2.0	-35.5%
Inver Grove Heights	270	306	+13.3%	186	186	0.0%	\$369,500	\$363,500	-1.6%	72	83	+15.3%	2.3	2.6	+13.0%
Isanti	140	149	+6.4%	95	76	-20.0%	\$330,000	\$335,000	+1.5%	31	46	+48.4%	1.8	3.5	+94.4%
Lakeville	881	952	+8.1%	526	508	-3.4%	\$496,118	\$499,945	+0.8%	265	278	+4.9%	2.9	3.2	+10.3%
Lino Lakes	209	284	+35.9%	136	147	+8.1%	\$433,000	\$473,990	+9.5%	56	65	+16.1%	2.4	2.8	+16.7%
Maplewood	249	270	+8.4%	156	193	+23.7%	\$332,500	\$335,000	+0.8%	64	66	+3.1%	2.0	1.8	-10.0%
Mounds View	61	74	+21.3%	50	57	+14.0%	\$332,500	\$340,000	+2.3%	12	15	+25.0%	1.3	1.5	+15.4%
Oakdale	224	245	+9.4%	173	159	-8.1%	\$350,000	\$308,200	-11.9%	47	57	+21.3%	1.5	2.0	+33.3%
Oak Grove	82	75	-8.5%	35	43	+22.9%	\$480,000	\$521,500	+8.6%	34	33	-2.9%	5.3	4.3	-18.9%
Ramsey	346	414	+19.7%	225	228	+1.3%	\$399,900	\$403,000	+0.8%	72	68	-5.6%	1.9	1.8	-5.3%
Rosemount	479	524	+9.4%	281	251	-10.7%	\$425,000	\$426,220	+0.3%	145	146	+0.7%	3.1	3.2	+3.2%
Roseville	267	282	+5.6%	197	203	+3.0%	\$346,000	\$377,500	+9.1%	69	62	-10.1%	2.0	1.8	-10.0%
Shoreview	216	238	+10.2%	162	181	+11.7%	\$409,450	\$392,000	-4.3%	51	50	-2.0%	1.7	1.6	-5.9%
Spring Lake Park	44	27	-38.6%	37	22	-40.5%	\$315,000	\$335,000	+6.3%	6	5	-16.7%	0.9	1.2	+33.3%
Saint Francis	68	74	+8.8%	48	56	+16.7%	\$364,950	\$343,000	-6.0%	20	27	+35.0%	2.6	3.0	+15.4%
Saint Paul	1,908	1,879	-1.5%	1,363	1,256	-7.9%	\$290,000	\$304,000	+4.8%	465	484	+4.1%	2.0	2.2	+10.0%
Stillwater	197	220	+11.7%	118	156	+32.2%	\$442,500	\$485,000	+9.6%	69	65	-5.8%	3.0	2.2	-26.7%
White Bear Lake	189	188	-0.5%	141	146	+3.5%	\$361,000	\$369,450	+2.3%	29	45	+55.2%	1.2	1.8	+50.0%
Woodbury	989	939	-5.1%	548	569	+3.8%	\$470,500	\$455,000	-3.3%	309	283	-8.4%	3.2	2.9	-9.4%
Zimmerman	155	168	+8.4%	87	90	+3.4%	\$360,000	\$351,000	-2.5%	44	48	+9.1%	3.2	3.0	-6.3%