

# Monthly Indicators

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



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

## August 2025

U.S. existing-home sales rose 2.0% month-over-month and 0.8% year-over-year to a seasonally adjusted annual rate of 4.01 million units, according to the National Association of REALTORS® (NAR). Economists polled by Reuters had forecast a rate of 3.92 million units. Regionally, sales increased on a monthly basis in the West, South, and Northeast, but declined in the Midwest.

New Listings in the Twin Cities region decreased 0.9 percent to 5,936. Pending Sales were up 4.8 percent to 4,249. Inventory levels fell 0.2 percent to 10,225 units.

Prices continued to gain traction. The Median Sales Price increased 2.8 percent to \$399,999. Days on Market was up 5.0 percent to 42 days. Sellers were encouraged as Months Supply of Homes for Sale was down 3.6 percent to 2.7 months.

Nationally, 1.55 million units were listed for sale heading into August, up 0.6% from the previous month and 15.7% higher than the same time last year, representing a 4.6-month supply at the current sales pace, according to NAR. Inventory is now at its highest level since May 2020, a shift that has helped slow price growth in many markets. As a result, the national median existing-home sales price edged up just 0.2% year-over-year to \$422,400.

## Quick Facts






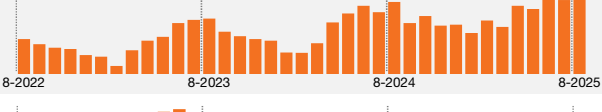



+ 1.1%	+ 2.8%	- 0.2%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
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Residential real estate activity is comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

# Market Overview

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



Key Metrics	Historical Sparklines (normalized)	8-2024	8-2025	+ / -	YTD 2024	YTD 2025	+ / -
New Listings		5,987	<b>5,936</b>	- 0.9%	46,379	<b>48,341</b>	+ 4.2%
Pending Sales		4,056	<b>4,249</b>	+ 4.8%	31,892	<b>32,506</b>	+ 1.9%
Closed Sales		4,573	<b>4,625</b>	+ 1.1%	30,478	<b>31,043</b>	+ 1.9%
Days on Market Until Sale		40	<b>42</b>	+ 5.0%	44	<b>48</b>	+ 9.1%
Median Sales Price		\$389,000	<b>\$399,999</b>	+ 2.8%	\$380,000	<b>\$392,900</b>	+ 3.4%
Average Sales Price		\$471,915	<b>\$475,122</b>	+ 0.7%	\$450,616	<b>\$466,196</b>	+ 3.5%
Percent of Original List Price Received		98.7%	<b>98.7%</b>	0.0%	99.1%	<b>99.2%</b>	+ 0.1%
Inventory of Homes for Sale		10,249	<b>10,225</b>	- 0.2%	--	--	--
Months Supply of Homes for Sale		2.8	<b>2.7</b>	- 3.6%	--	--	--

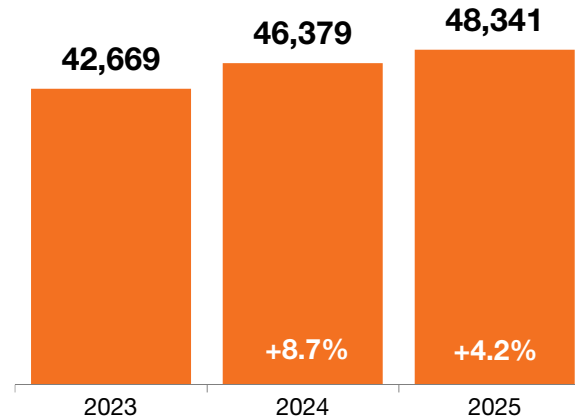
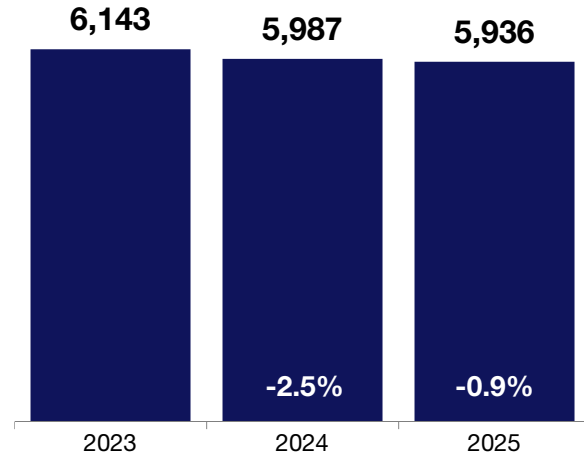
# New Listings

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



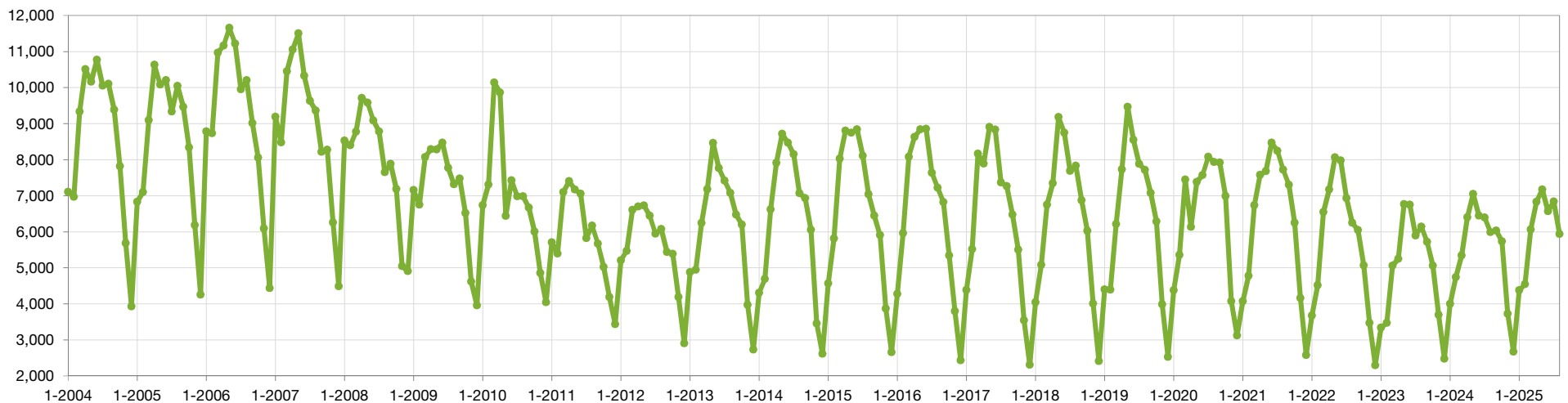
## August

## Year to Date



Month	Prior Year	Current Year	+ / -
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	6,062	+13.4%
April	6,404	6,833	+6.7%
May	7,052	7,172	+1.7%
June	6,449	6,571	+1.9%
July	6,399	6,837	+6.8%
August	5,987	5,936	-0.9%
12-Month Avg	5,278	5,542	+5.0%

## Historical New Listing Activity

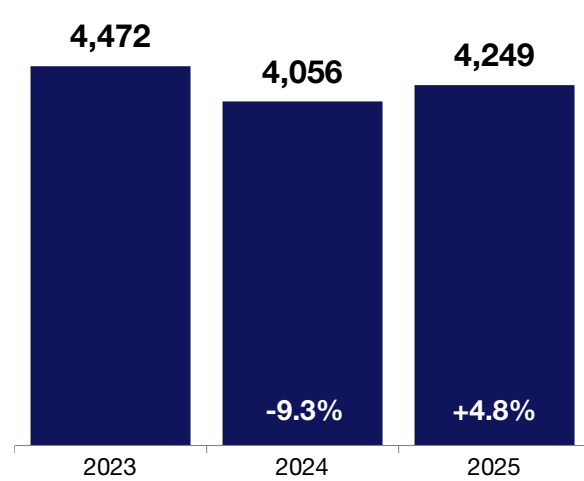


# Pending Sales

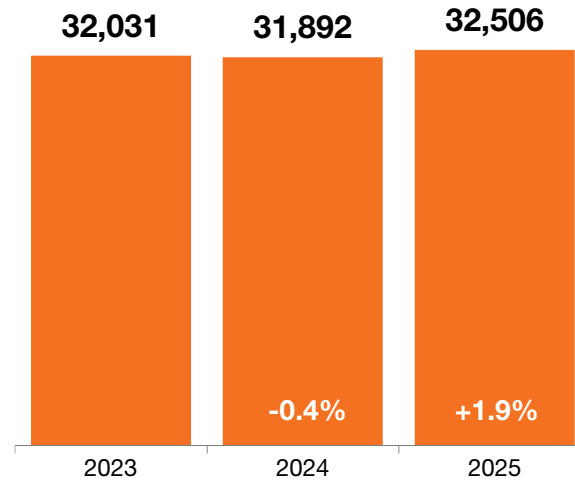
A count of the properties on which contracts have been accepted in a given month.



## August

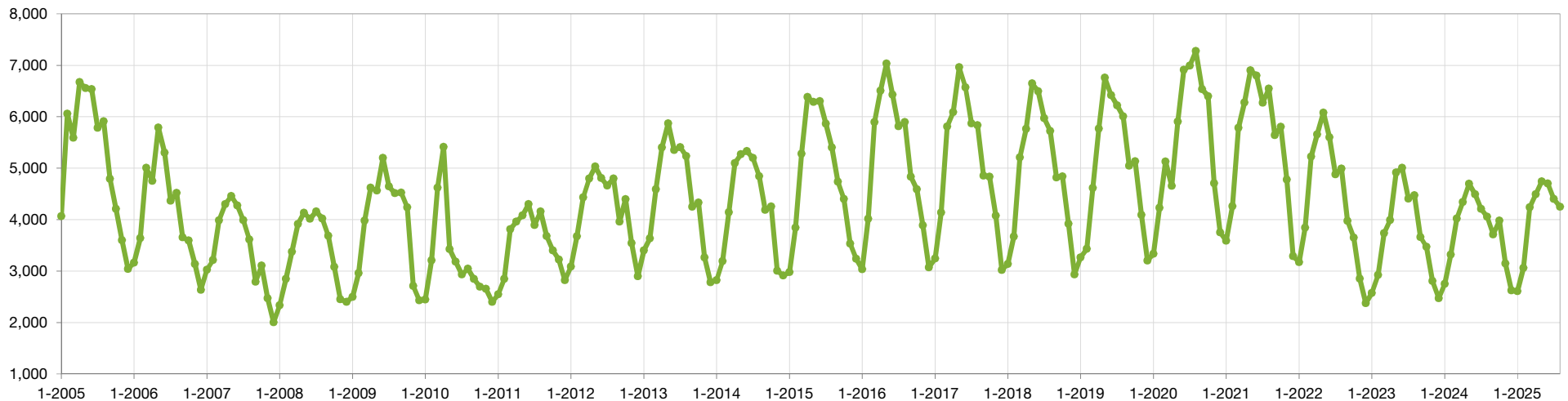


## Year to Date



Month	Prior Year	Current Year	+ / -
September	3,660	3,710	+1.4%
October	3,472	3,980	+14.6%
November	2,806	3,146	+12.1%
December	2,474	2,623	+6.0%
January	2,750	2,609	-5.1%
February	3,321	3,063	-7.8%
March	4,023	4,240	+5.4%
April	4,342	4,496	+3.5%
May	4,695	4,744	+1.0%
June	4,494	4,704	+4.7%
July	4,211	4,401	+4.5%
August	4,056	4,249	+4.8%
12-Month Avg	3,692	3,830	+3.7%

## Historical Pending Sales Activity

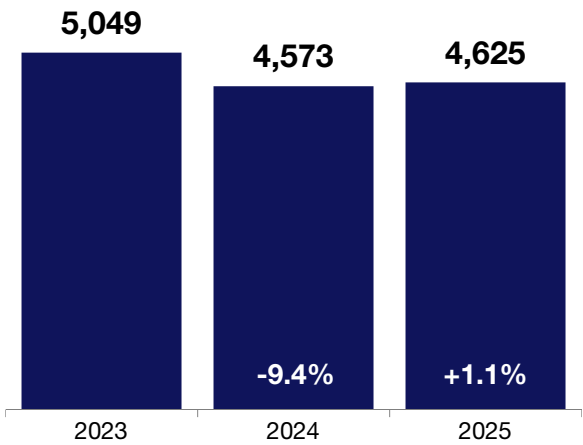


# Closed Sales

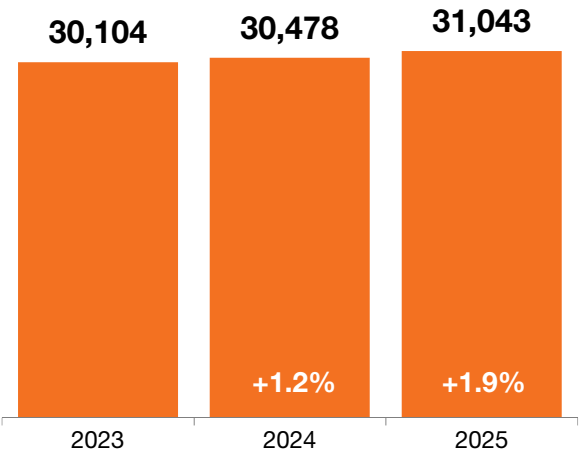
A count of the actual sales that have closed in a given month.



## August

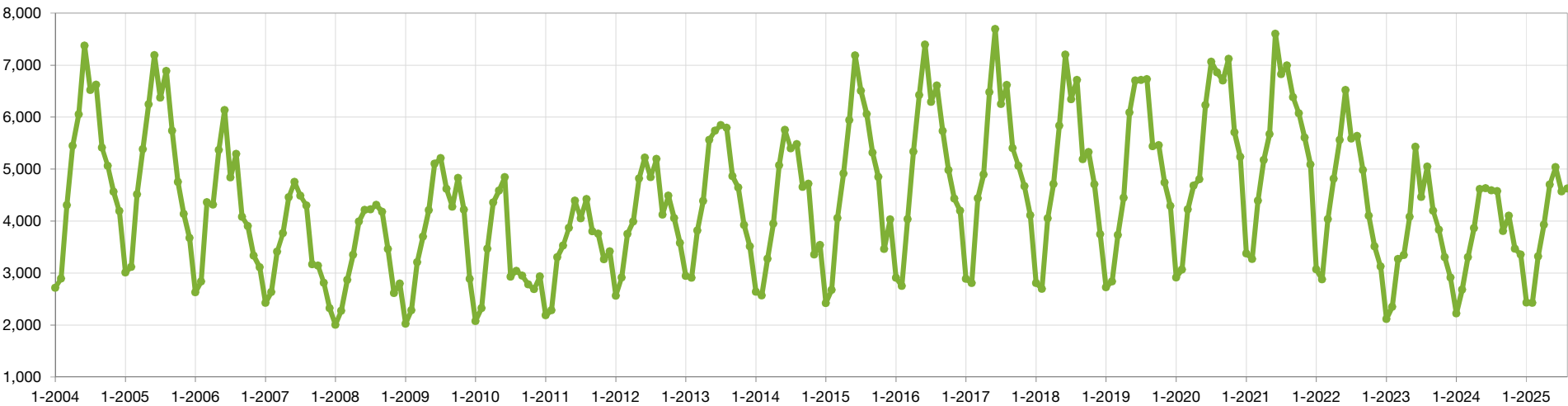


## Year to Date



Month	Prior Year	Current Year	+ / -
September	4,199	3,807	-9.3%
October	3,832	4,102	+7.0%
November	3,307	3,470	+4.9%
December	2,916	3,358	+15.2%
January	2,223	2,433	+9.4%
February	2,679	2,425	-9.5%
March	3,307	3,320	+0.4%
April	3,863	3,930	+1.7%
May	4,615	4,701	+1.9%
June	4,629	5,039	+8.9%
July	4,589	4,570	-0.4%
August	4,573	4,625	+1.1%
12-Month Avg	3,728	3,815	+2.6%

## Historical Closed Sales Activity

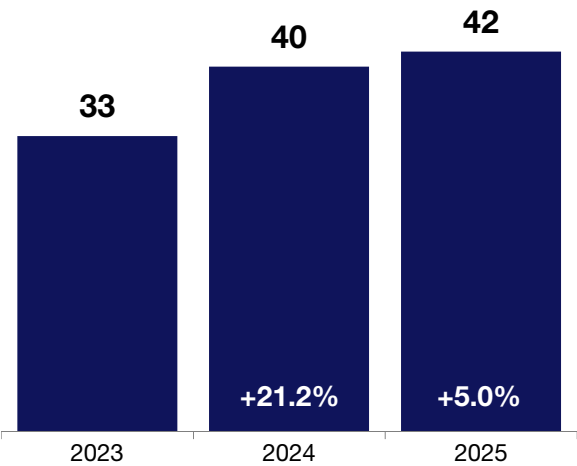


# Days on Market Until Sale

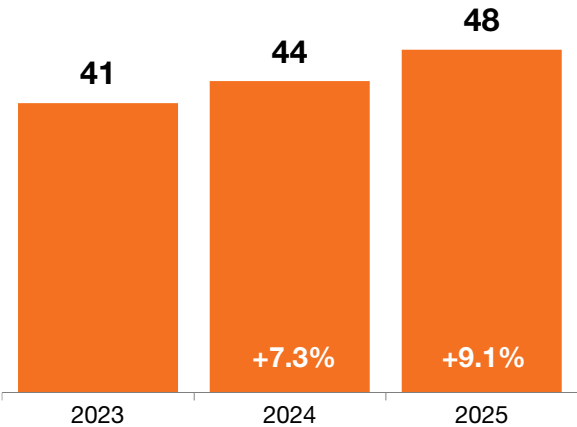
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



## August

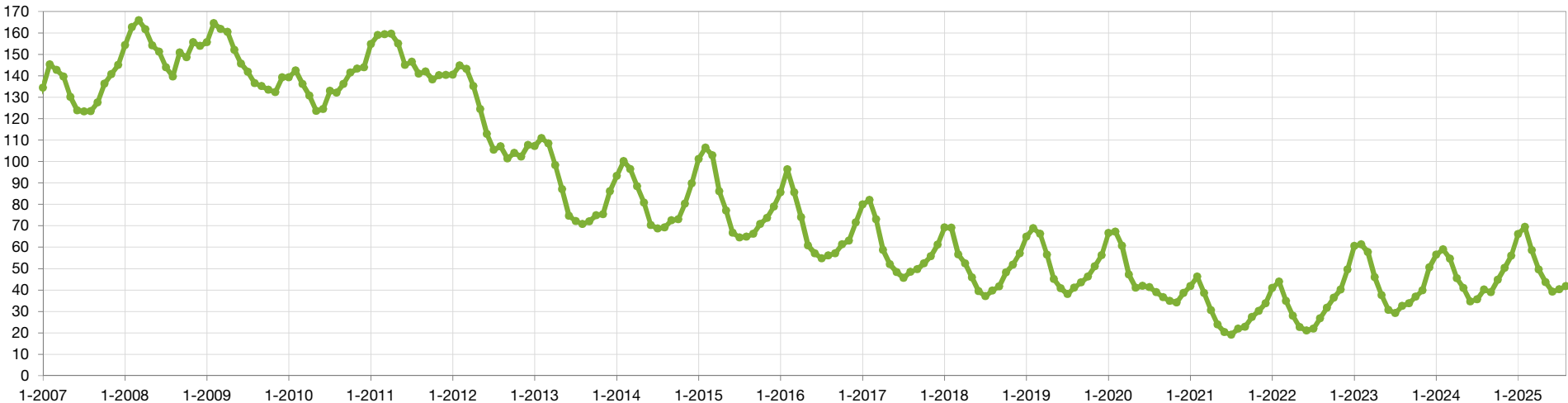


## Year to Date



Month	Prior Year	Current Year	+ / -
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%
August	40	42	+5.0%
12-Month Avg	42	48	+14.3%

## Historical Days on Market Until Sale

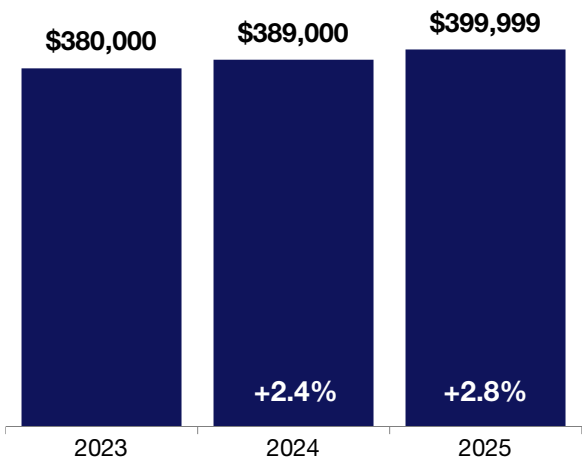


# Median Sales Price

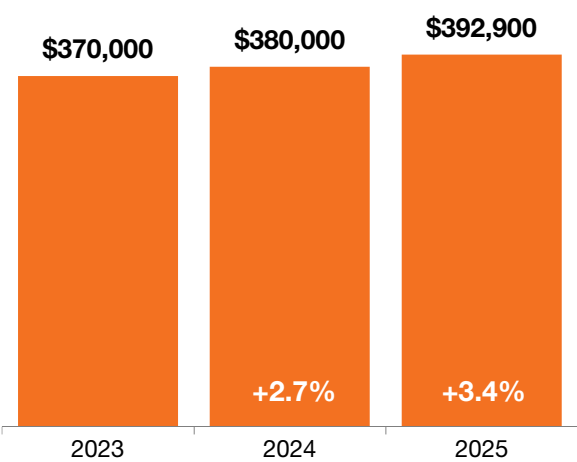
Median price point for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year to Date



Month	Prior Year	Current Year	+ / -
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%
August	\$389,000	\$399,999	+2.8%
12-Month Med	\$375,000	\$388,840	+3.7%

## Historical Median Sales Price

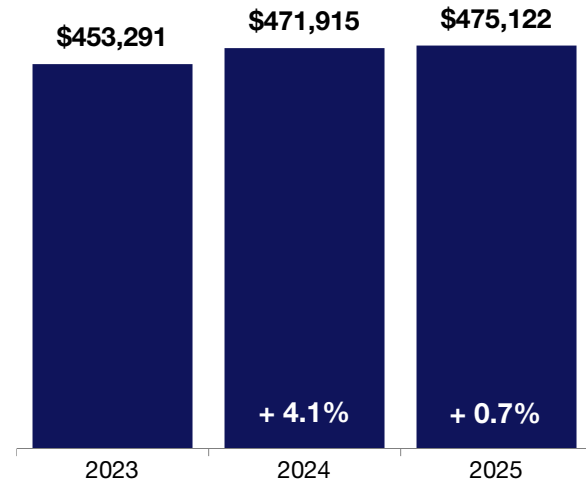


# Average Sales Price

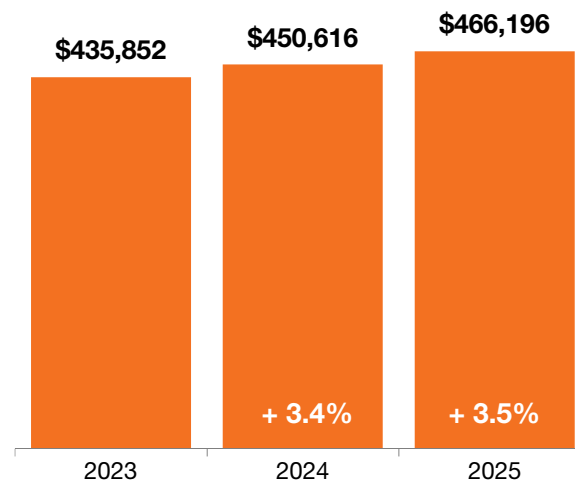
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year to Date



Month	Prior Year	Current Year	+ / -
September	\$438,836	\$448,282	+2.2%
October	\$433,945	\$456,332	+5.2%
November	\$430,568	\$445,515	+3.5%
December	\$429,029	\$446,603	+4.1%
January	\$415,651	\$437,395	+5.2%
February	\$415,227	\$451,306	+8.7%
March	\$425,860	\$444,192	+4.3%
April	\$449,238	\$467,669	+4.1%
May	\$458,983	\$463,948	+1.1%
June	\$467,415	\$487,559	+4.3%
July	\$460,612	\$473,874	+2.9%
August	\$471,915	\$475,122	+0.7%
12-Month Avg	\$0	\$0	ERROR

## Historical Average Sales Price



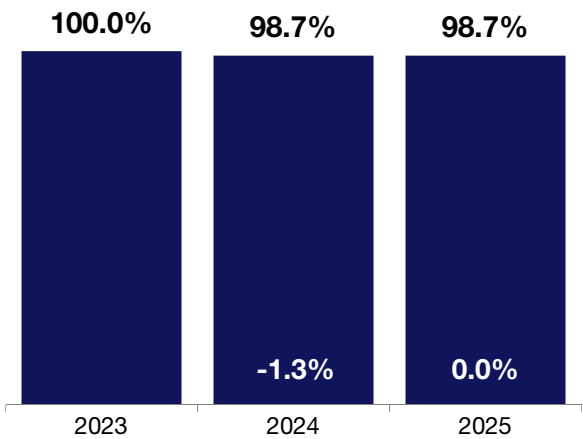


# Percent of Original List Price Received

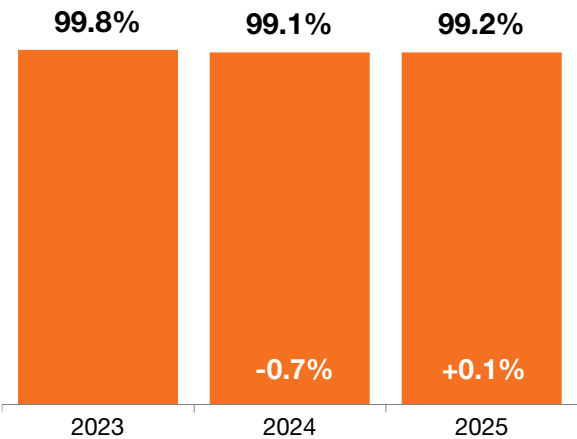
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## August

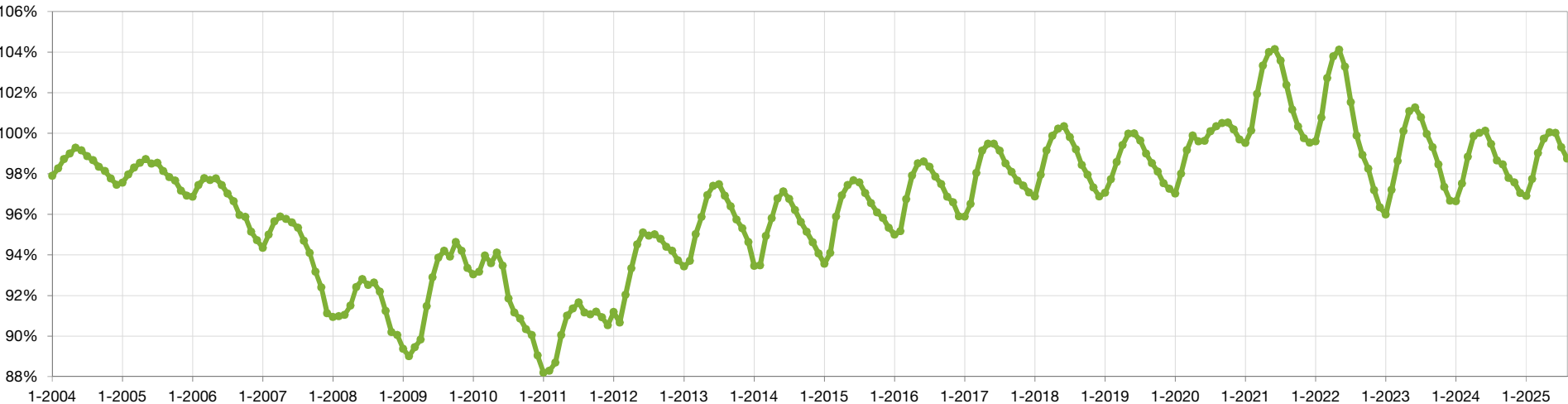


## Year to Date



Month	Prior Year	Current Year	+ / -
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%
August	98.7%	98.7%	0.0%
12-Month Avg	98.8%	98.7%	-0.1%

## Historical Percent of Original List Price Received

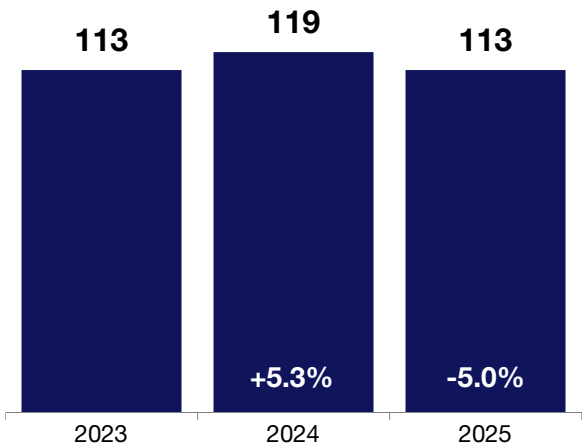


# Housing Affordability Index

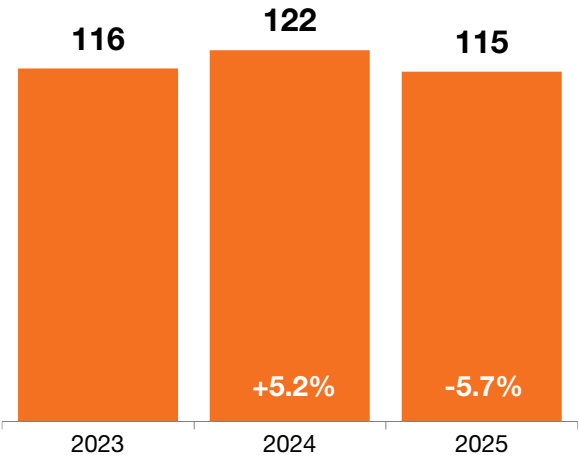
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## August

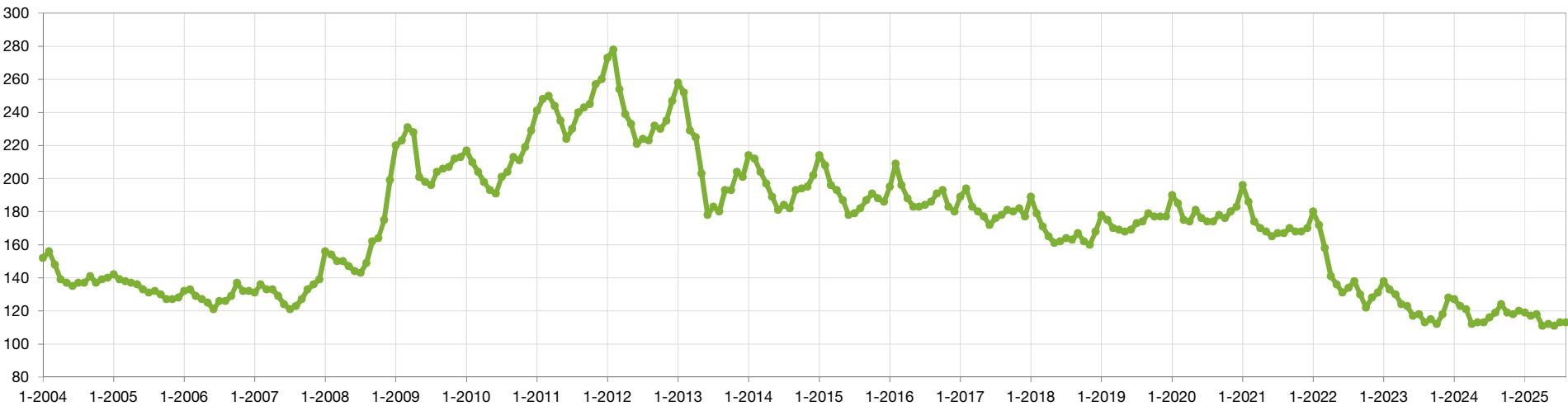


## Year to Date



Month	Prior Year	Current Year	+ / -
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%
August	119	113	-5.0%
12-Month Avg	118	116	-1.7%

## Historical Housing Affordability Index

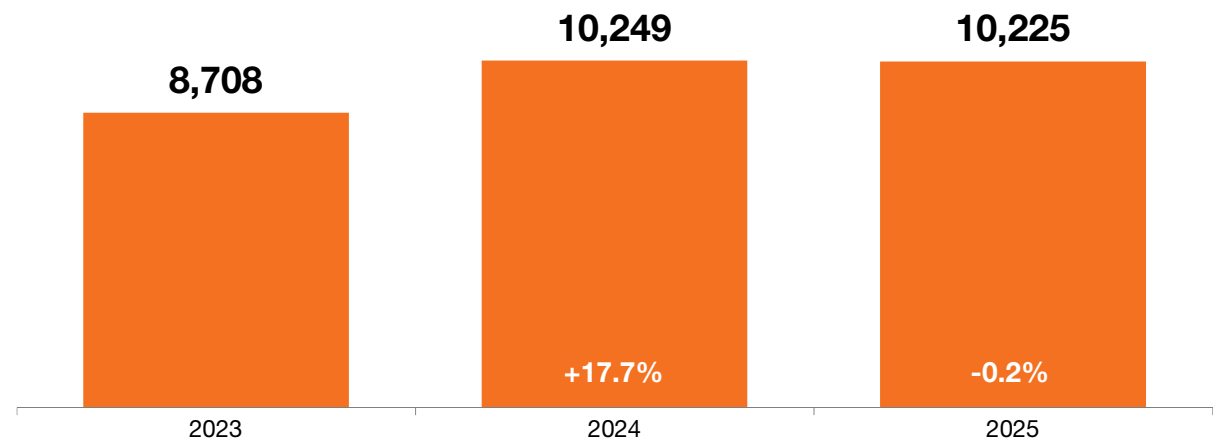


# Inventory of Homes for Sale

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

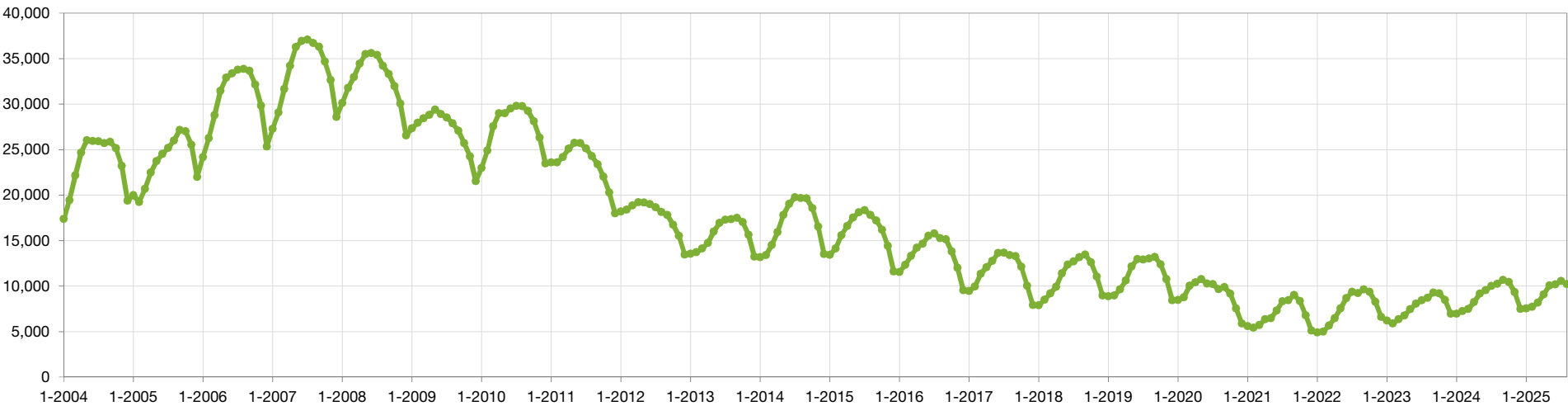


## August



Month	Prior Year	Current Year	+ / -
September	9,273	10,682	+15.2%
October	9,184	10,452	+13.8%
November	8,467	9,354	+10.5%
December	6,961	7,478	+7.4%
January	6,959	7,531	+8.2%
February	7,264	7,729	+6.4%
March	7,482	8,178	+9.3%
April	8,232	9,091	+10.4%
May	9,179	10,066	+9.7%
June	9,532	10,172	+6.7%
July	10,021	10,568	+5.5%
August	10,249	10,225	-0.2%
12-Month Avg	8,567	9,294	+8.6%

## Historical Inventory of Homes for Sale

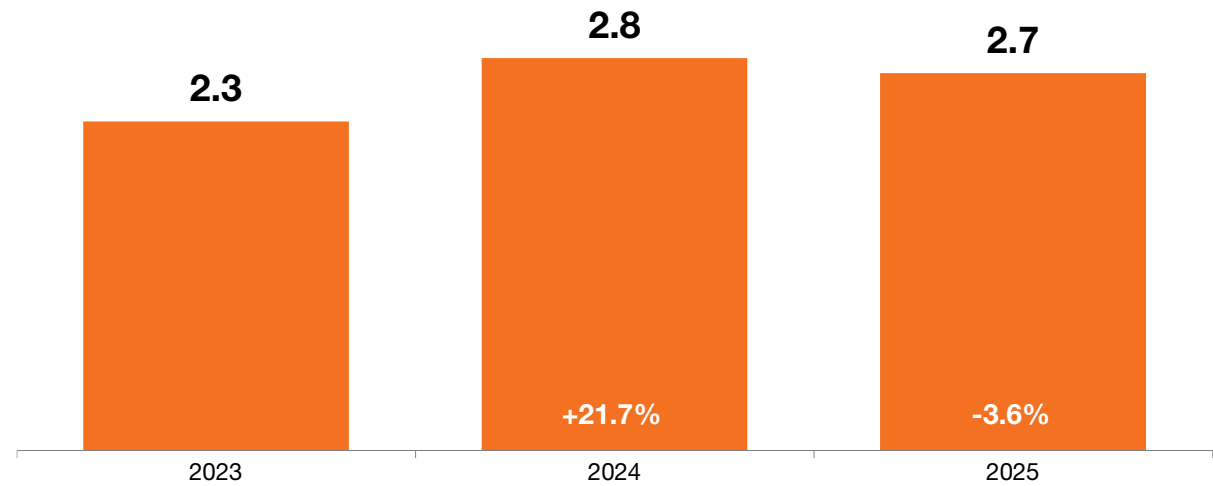


# Months Supply of Inventory

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.

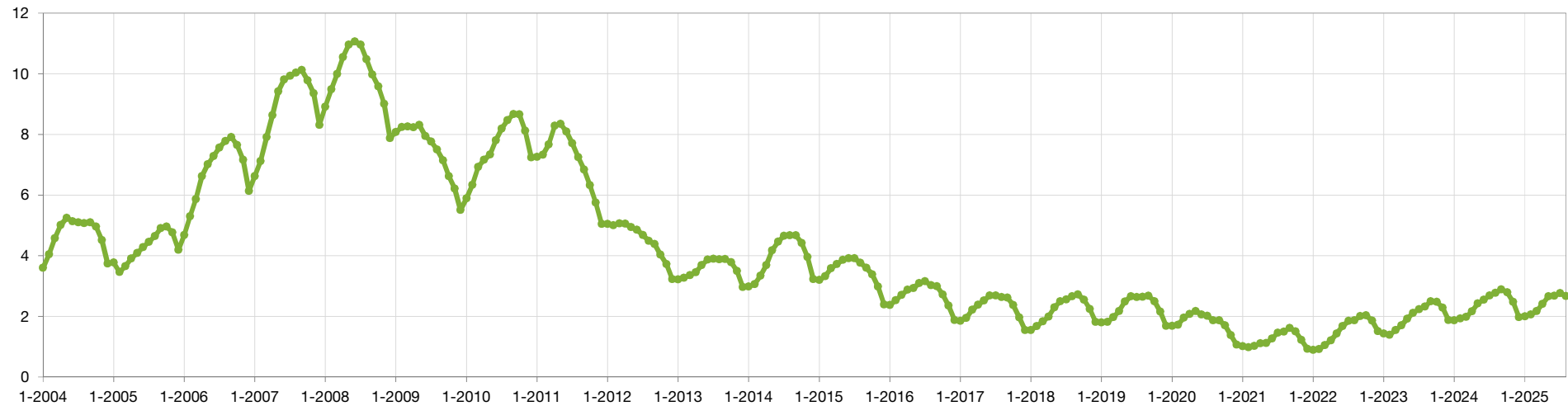


## August



Month	Prior Year	Current Year	+ / -
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	2.7	+12.5%
June	2.5	2.7	+8.0%
July	2.7	2.8	+3.7%
August	2.8	2.7	-3.6%
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	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Andover	371	362	-2.4%	245	227	-7.3%	\$425,000	\$465,000	+9.4%	88	56	-36.4%	3.1	1.9	-38.7%
Anoka	143	176	+23.1%	113	124	+9.7%	\$320,000	\$341,250	+6.6%	37	31	-16.2%	2.7	1.9	-29.6%
Apple Valley	615	615	0.0%	473	462	-2.3%	\$376,000	\$380,000	+1.1%	138	97	-29.7%	2.6	1.7	-34.6%
Big Lake	241	231	-4.1%	158	191	+20.9%	\$345,000	\$340,000	-1.4%	50	45	-10.0%	2.7	2.1	-22.2%
Blaine	953	963	+1.0%	697	652	-6.5%	\$389,000	\$392,600	+0.9%	180	170	-5.6%	2.1	2.1	0.0%
Burnsville	631	620	-1.7%	458	449	-2.0%	\$373,500	\$375,000	+0.4%	130	140	+7.7%	2.4	2.5	+4.2%
Cambridge	202	236	+16.8%	117	145	+23.9%	\$315,900	\$329,000	+4.1%	63	66	+4.8%	4.0	3.6	-10.0%
Circle Pines	63	53	-15.9%	53	46	-13.2%	\$330,000	\$315,000	-4.5%	11	6	-45.5%	1.8	1.1	-38.9%
Columbia Heights	225	206	-8.4%	187	160	-14.4%	\$288,220	\$300,000	+4.1%	38	37	-2.6%	1.7	1.8	+5.9%
Columbus	51	22	-56.9%	34	18	-47.1%	\$454,746	\$465,000	+2.3%	18	9	-50.0%	4.6	2.5	-45.7%
Coon Rapids	607	626	+3.1%	489	507	+3.7%	\$325,000	\$345,000	+6.2%	99	94	-5.1%	1.6	1.5	-6.3%
Cottage Grove	683	700	+2.5%	451	457	+1.3%	\$395,000	\$395,000	0.0%	133	123	-7.5%	2.5	2.2	-12.0%
Eagan	681	675	-0.9%	514	480	-6.6%	\$385,500	\$396,000	+2.7%	120	147	+22.5%	2.0	2.4	+20.0%
East Bethel	136	131	-3.7%	77	85	+10.4%	\$417,500	\$419,000	+0.4%	37	40	+8.1%	3.3	3.7	+12.1%
Elk River	478	517	+8.2%	255	296	+16.1%	\$386,000	\$409,900	+6.2%	109	109	0.0%	3.5	3.0	-14.3%
Farmington	431	556	+29.0%	303	307	+1.3%	\$408,000	\$390,000	-4.4%	117	108	-7.7%	3.4	2.8	-17.6%
Forest Lake	253	279	+10.3%	188	187	-0.5%	\$380,000	\$410,000	+7.9%	62	60	-3.2%	2.7	2.6	-3.7%
Fridley	251	264	+5.2%	185	195	+5.4%	\$317,000	\$332,000	+4.7%	49	40	-18.4%	1.9	1.6	-15.8%
Ham Lake	149	207	+38.9%	99	107	+8.1%	\$564,000	\$535,000	-5.1%	43	70	+62.8%	3.5	5.4	+54.3%
Hastings	270	278	+3.0%	192	239	+24.5%	\$339,000	\$345,000	+1.8%	53	43	-18.9%	2.2	1.6	-27.3%
Hudson	276	303	+9.8%	217	221	+1.8%	\$490,000	\$480,000	-2.0%	69	93	+34.8%	2.6	3.6	+38.5%

# 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	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Hugo	351	377	+7.4%	229	279	+21.8%	\$404,900	\$429,900	+6.2%	94	75	-20.2%	3.5	2.1	-40.0%
Inver Grove Heights	372	407	+9.4%	271	257	-5.2%	\$374,000	\$370,000	-1.1%	84	85	+1.2%	2.6	2.7	+3.8%
Isanti	174	200	+14.9%	128	116	-9.4%	\$335,000	\$329,750	-1.6%	34	49	+44.1%	2.3	3.6	+56.5%
Lakeville	1,198	1,287	+7.4%	766	699	-8.7%	\$495,000	\$500,000	+1.0%	282	291	+3.2%	3.1	3.4	+9.7%
Lino Lakes	276	361	+30.8%	177	210	+18.6%	\$450,000	\$462,500	+2.8%	49	56	+14.3%	2.1	2.3	+9.5%
Maplewood	363	377	+3.9%	247	274	+10.9%	\$335,000	\$339,950	+1.5%	68	84	+23.5%	2.2	2.4	+9.1%
Mounds View	96	85	-11.5%	66	75	+13.6%	\$338,000	\$340,000	+0.6%	26	11	-57.7%	3.1	1.2	-61.3%
Oakdale	320	350	+9.4%	249	234	-6.0%	\$340,000	\$325,500	-4.3%	58	64	+10.3%	1.9	2.2	+15.8%
Oak Grove	117	112	-4.3%	51	61	+19.6%	\$485,000	\$535,000	+10.3%	43	35	-18.6%	6.3	4.3	-31.7%
Ramsey	463	551	+19.0%	307	306	-0.3%	\$395,000	\$391,950	-0.8%	76	98	+28.9%	2.0	2.7	+35.0%
Rosemount	637	750	+17.7%	380	376	-1.1%	\$434,495	\$442,000	+1.7%	155	152	-1.9%	3.4	3.2	-5.9%
Roseville	369	391	+6.0%	283	271	-4.2%	\$350,000	\$370,000	+5.7%	71	75	+5.6%	2.0	2.2	+10.0%
Shoreview	298	322	+8.1%	232	254	+9.5%	\$402,500	\$398,950	-0.9%	56	42	-25.0%	2.0	1.3	-35.0%
Spring Lake Park	60	42	-30.0%	48	29	-39.6%	\$309,950	\$340,000	+9.7%	8	9	+12.5%	1.2	2.3	+91.7%
Saint Francis	91	101	+11.0%	71	75	+5.6%	\$360,000	\$336,000	-6.7%	16	28	+75.0%	1.9	3.1	+63.2%
Saint Paul	2,596	2,559	-1.4%	1,877	1,791	-4.6%	\$295,000	\$305,000	+3.4%	533	515	-3.4%	2.4	2.3	-4.2%
Stillwater	290	302	+4.1%	185	235	+27.0%	\$450,000	\$475,000	+5.6%	76	50	-34.2%	3.2	1.7	-46.9%
White Bear Lake	266	269	+1.1%	205	216	+5.4%	\$359,900	\$363,275	+0.9%	41	47	+14.6%	1.7	1.8	+5.9%
Woodbury	1,354	1,269	-6.3%	785	798	+1.7%	\$475,000	\$460,000	-3.2%	303	260	-14.2%	3.3	2.6	-21.2%
Zimmerman	208	223	+7.2%	128	134	+4.7%	\$352,782	\$354,500	+0.5%	48	44	-8.3%	3.3	2.7	-18.2%