

Monthly Indicators

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



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SAINT PAUL AREA ASSOCIATION OF REALTORS®

March 2026

U.S. existing-home sales unexpectedly rose 1.7% month-over-month to a seasonally adjusted annual rate of 4.09 million, as lower mortgage rates helped boost buyer activity, according to the National Association of REALTORS® (NAR). Monthly sales increased in the Midwest, South, and West but decreased in the Northeast. Sales increased year-over-year in the South, but fell in the Northeast, Midwest, and West.

New Listings in the Twin Cities region increased 1.9 percent to 6,182. Pending Sales were down 2.9 percent to 4,126. Inventory levels rose 3.3 percent to 8,524 units.

Prices were even with last year. The Median Sales Price held steady at \$380,000. Days on Market was up 5.1 percent to 62 days. Buyers felt empowered as Months Supply of Homes for Sale was up 4.5 percent to 2.3 months.

Data from NAR show that inventory continued to grow nationwide, ticking up 2.4% month-over-month and 4.9% year-over-year to 1.29 million units heading into March, representing a 3.8-month supply at the current sales pace. Meanwhile, home prices increased for the 32nd consecutive month, climbing 0.3% year-over-year to \$398,000.

Quick Facts

- 2.6%

0.0%

+ 3.3%

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.



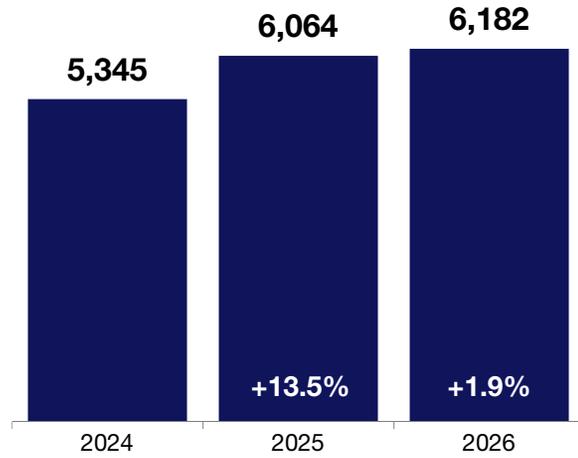
Key Metrics	Historical Sparklines (normalized)	3-2025	3-2026	+ / -	YTD 2025	YTD 2026	+ / -
New Listings		6,064	6,182	+ 1.9%	14,998	14,770	- 1.5%
Pending Sales		4,248	4,126	- 2.9%	9,923	9,412	- 5.1%
Closed Sales		3,330	3,242	- 2.6%	8,194	7,542	- 8.0%
Days on Market Until Sale		59	62	+ 5.1%	64	65	+ 1.6%
Median Sales Price		\$380,000	\$380,000	0.0%	\$378,000	\$379,000	+ 0.3%
Average Sales Price		\$444,823	\$451,721	+ 1.6%	\$444,620	\$448,361	+ 0.8%
Percent of Original List Price Received		99.0%	98.5%	- 0.5%	98.0%	97.7%	- 0.3%
Inventory of Homes for Sale		8,253	8,524	+ 3.3%	--	--	--
Months Supply of Homes for Sale		2.2	2.3	+ 4.5%	--	--	--

New Listings

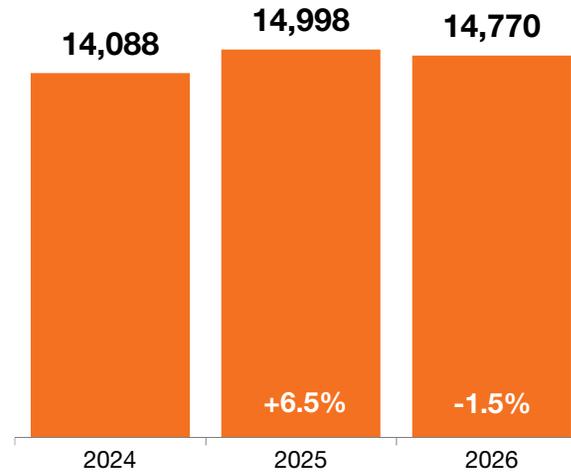
A count of the properties that have been newly listed on the market in a given month.



March

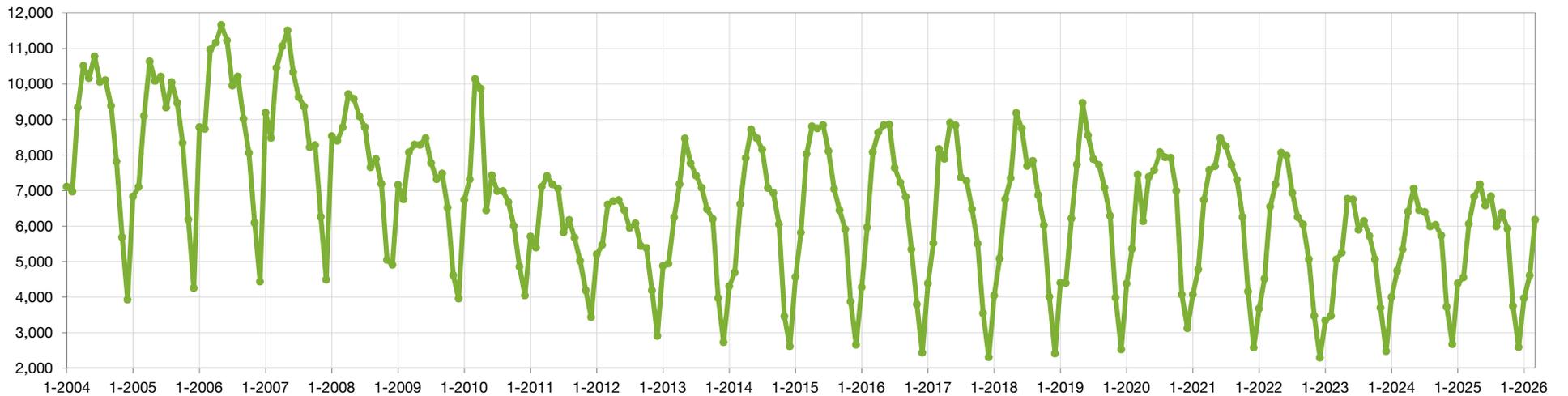


Year to Date



Month	Prior Year	Current Year	+ / -
April	6,404	6,834	+6.7%
May	7,053	7,173	+1.7%
June	6,449	6,575	+2.0%
July	6,399	6,840	+6.9%
August	5,987	5,990	+0.1%
September	6,031	6,380	+5.8%
October	5,739	5,926	+3.3%
November	3,726	3,751	+0.7%
December	2,671	2,591	-3.0%
January	4,383	3,975	-9.3%
February	4,551	4,613	+1.4%
March	6,064	6,182	+1.9%
12-Month Avg	5,455	5,569	+2.1%

Historical New Listing Activity

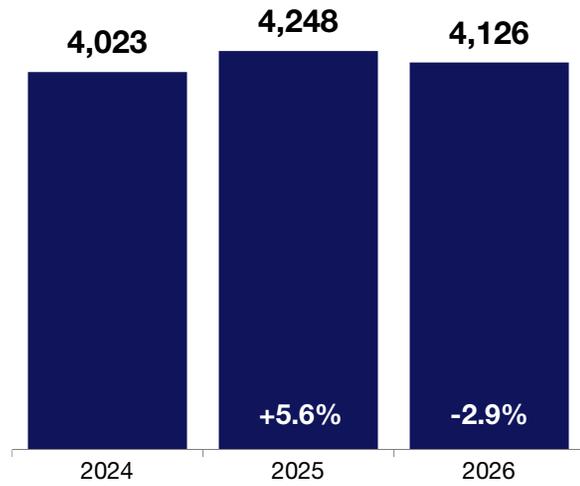


Pending Sales

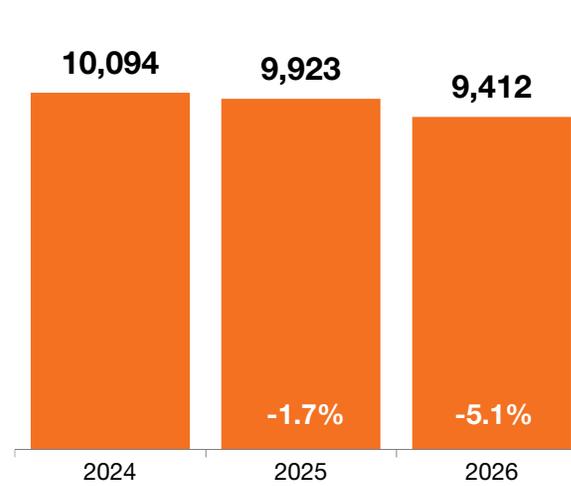
A count of the properties on which contracts have been accepted in a given month.



March

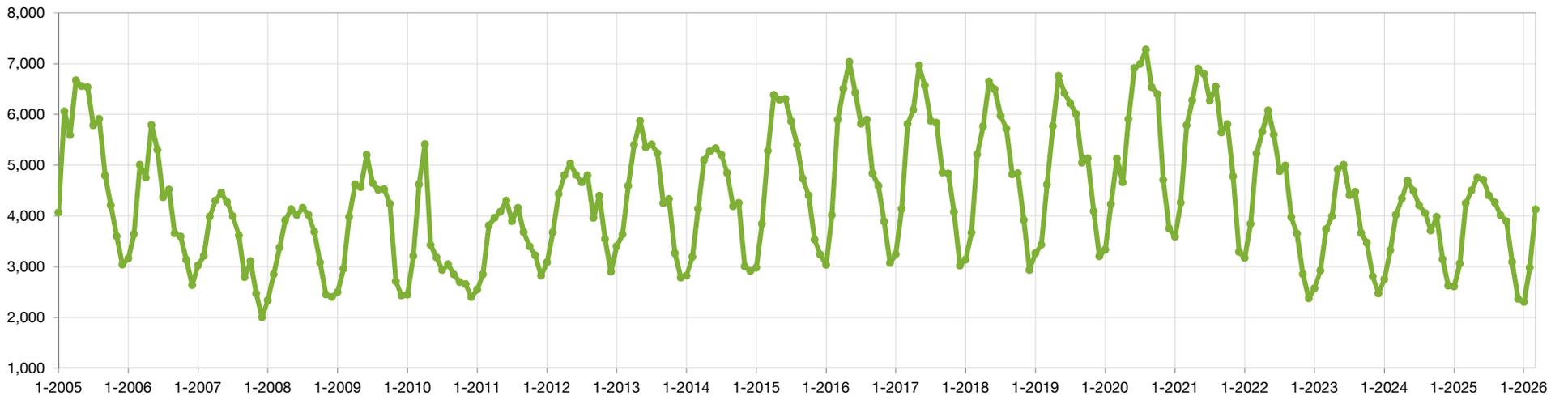


Year to Date



Month	Prior Year	Current Year	+ / -
April	4,342	4,497	+3.6%
May	4,695	4,752	+1.2%
June	4,494	4,713	+4.9%
July	4,211	4,401	+4.5%
August	4,056	4,266	+5.2%
September	3,711	4,010	+8.1%
October	3,980	3,895	-2.1%
November	3,146	3,094	-1.7%
December	2,623	2,364	-9.9%
January	2,611	2,307	-11.6%
February	3,064	2,979	-2.8%
March	4,248	4,126	-2.9%
12-Month Avg	3,765	3,784	+0.5%

Historical Pending Sales Activity

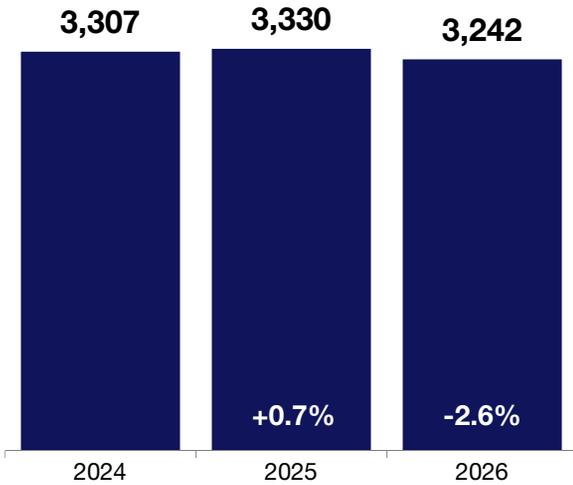


Closed Sales

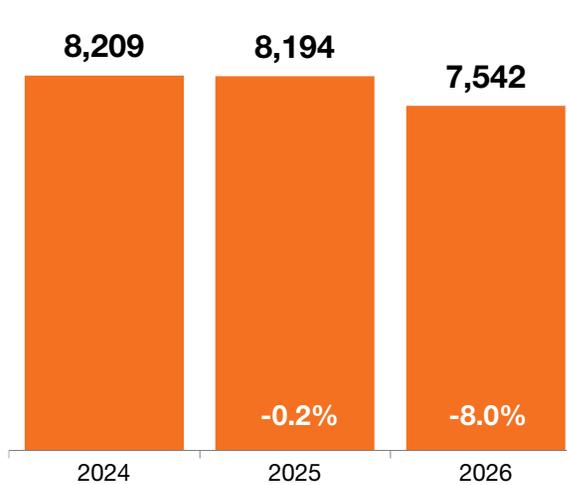
A count of the actual sales that have closed in a given month.



March

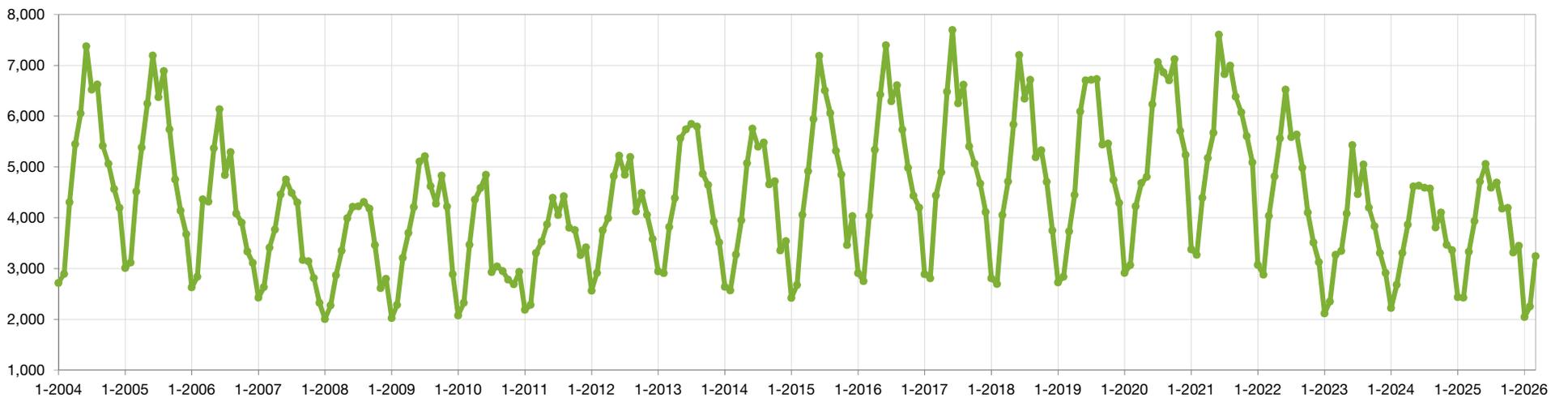


Year to Date



Month	Prior Year	Current Year	+ / -
April	3,863	3,935	+1.9%
May	4,615	4,712	+2.1%
June	4,629	5,060	+9.3%
July	4,589	4,591	+0.0%
August	4,573	4,694	+2.6%
September	3,808	4,180	+9.8%
October	4,102	4,192	+2.2%
November	3,470	3,315	-4.5%
December	3,359	3,450	+2.7%
January	2,435	2,047	-15.9%
February	2,429	2,253	-7.2%
March	3,330	3,242	-2.6%
12-Month Avg	3,767	3,806	+0.0%

Historical Closed Sales Activity

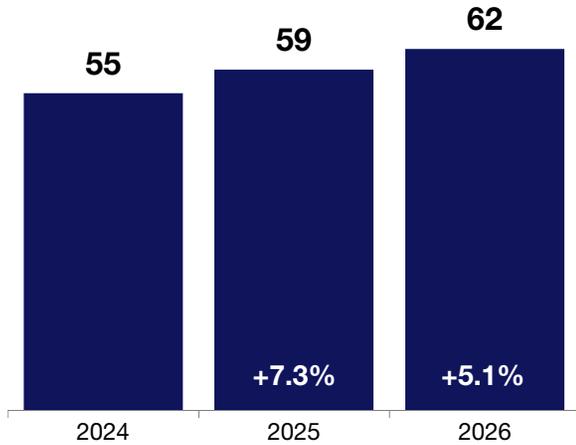


Days on Market Until Sale

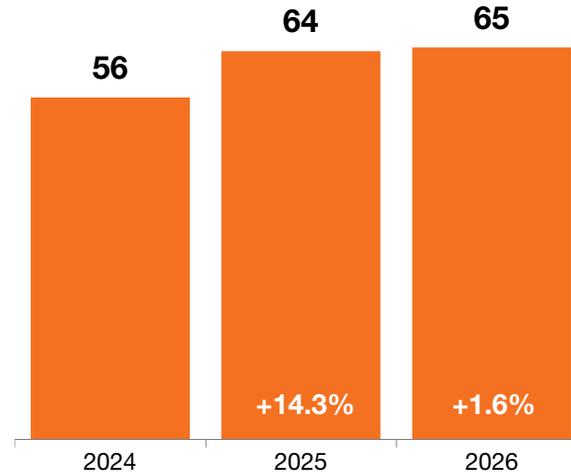
Average, cumulative number of days between when a property is listed and when an offer is accepted in a given month.



March

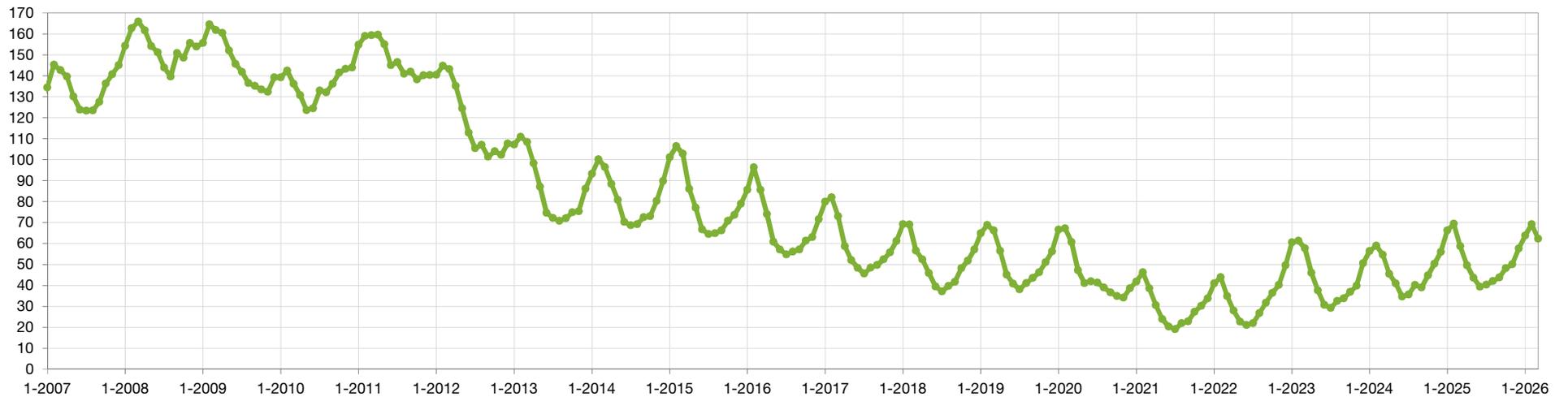


Year to Date



Month	Prior Year	Current Year	+ / -
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%
September	39	44	+12.8%
October	45	48	+6.7%
November	50	50	0.0%
December	56	58	+3.6%
January	66	64	-3.0%
February	69	69	0.0%
March	59	62	+5.1%
12-Month Avg	46	49	+6.5%

Historical Days on Market Until Sale

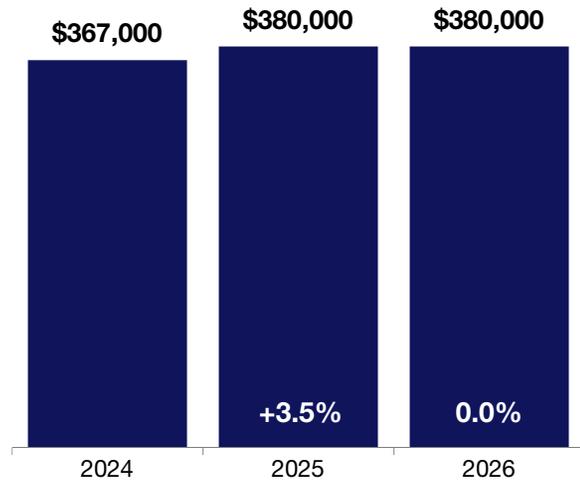


Median Sales Price

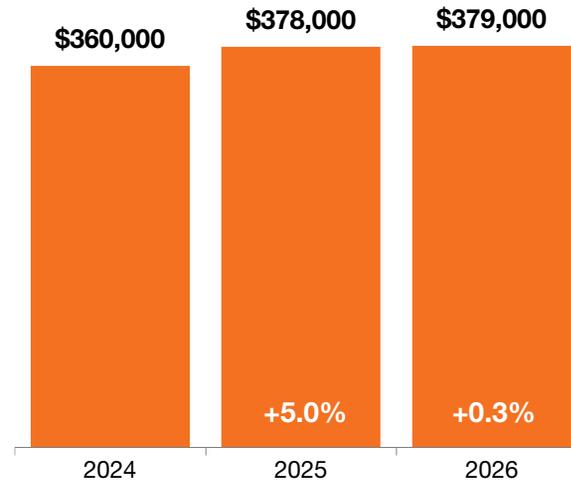
Median price point for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



Month	Prior Year	Current Year	+ / -
April	\$385,500	\$399,900	+3.7%
May	\$385,000	\$395,000	+2.6%
June	\$390,000	\$401,500	+2.9%
July	\$385,000	\$395,000	+2.6%
August	\$389,000	\$400,000	+2.8%
September	\$380,000	\$390,000	+2.6%
October	\$381,950	\$390,000	+2.1%
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%
12-Month Med	\$381,900	\$390,000	+2.1%

Historical Median Sales Price

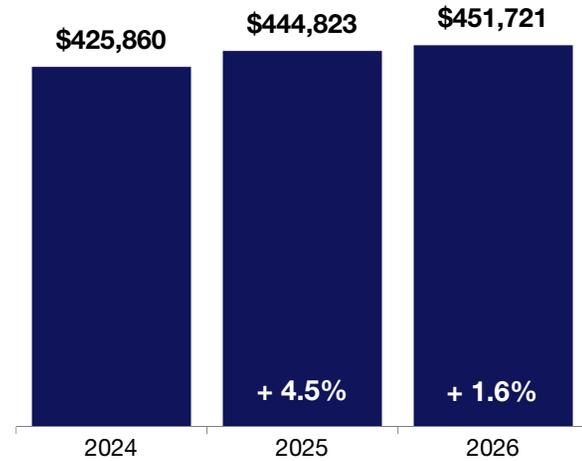


Average Sales Price

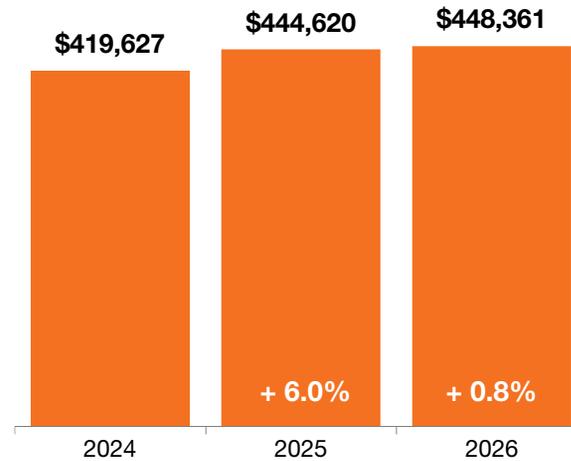
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



Month	Prior Year	Current Year	+ / -
April	\$449,238	\$468,178	+4.2%
May	\$458,983	\$463,890	+1.1%
June	\$467,415	\$488,102	+4.4%
July	\$460,612	\$474,557	+3.0%
August	\$471,936	\$474,797	+0.6%
September	\$448,408	\$469,888	+4.8%
October	\$456,332	\$476,275	+4.4%
November	\$445,515	\$460,346	+3.3%
December	\$446,552	\$459,934	+3.0%
January	\$437,260	\$445,313	+1.8%
February	\$451,718	\$446,295	-1.2%
March	\$444,823	\$451,721	+1.6%
12-Month Avg	\$454,797	\$467,700	+2.8%

Historical Average Sales Price



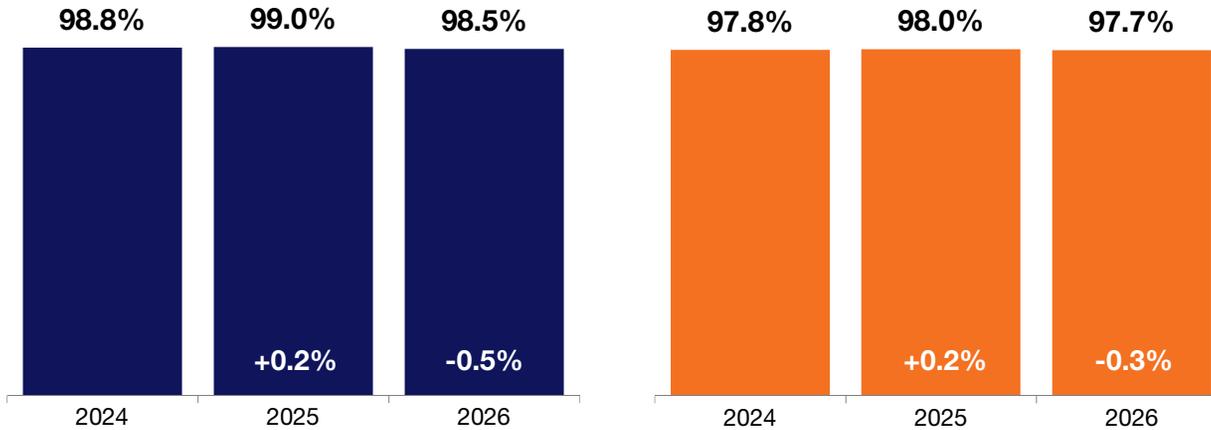
Percent of Original List Price Received

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.



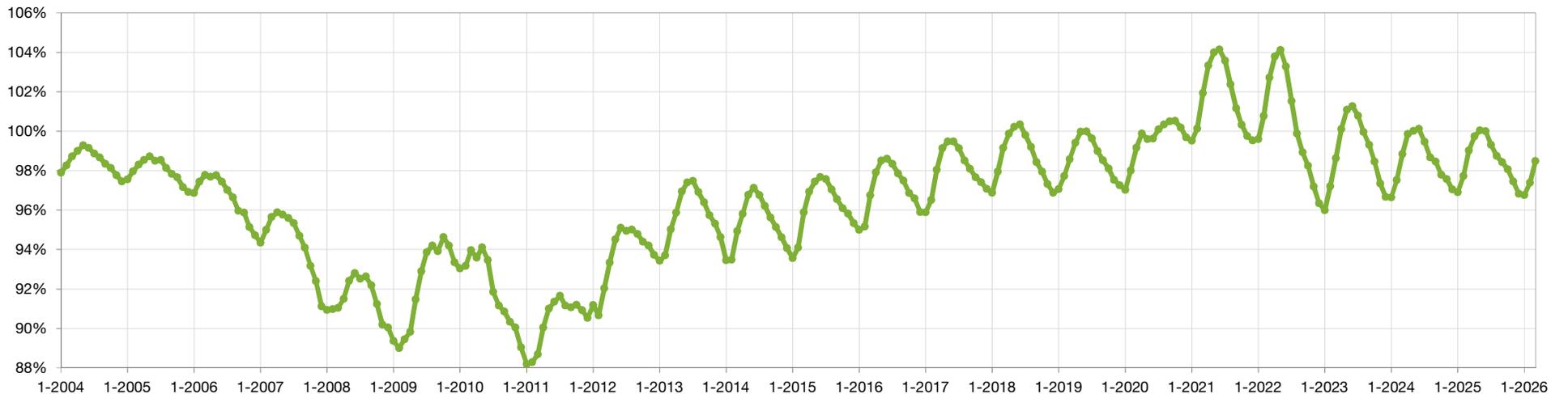
March

Year to Date



Month	Prior Year	Current Year	+ / -
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%	98.8%	+0.1%
September	98.5%	98.4%	-0.1%
October	97.8%	98.1%	+0.3%
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%
12-Month Avg	98.7%	98.7%	0.0%

Historical Percent of Original List Price Received



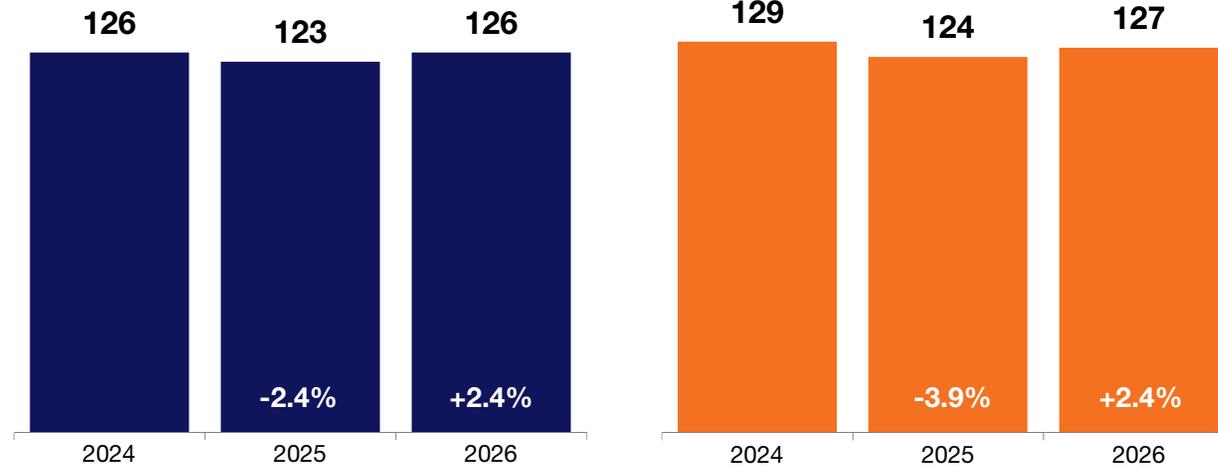
Housing Affordability Index

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.



March

Year to Date



Month	Prior Year	Current Year	+ / -
April	116	116	0.0%
May	118	116	-1.7%
June	118	116	-1.7%
July	120	118	-1.7%
August	124	118	-4.8%
September	130	124	-4.6%
October	124	125	+0.8%
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%
12-Month Avg	122	123	+0.8%

Historical Housing Affordability Index

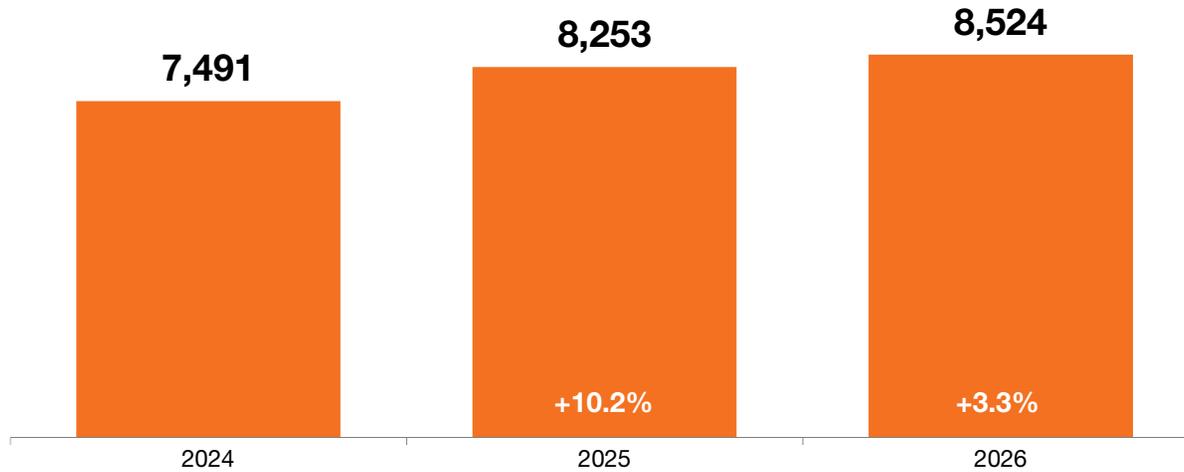


Inventory of Homes for Sale

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

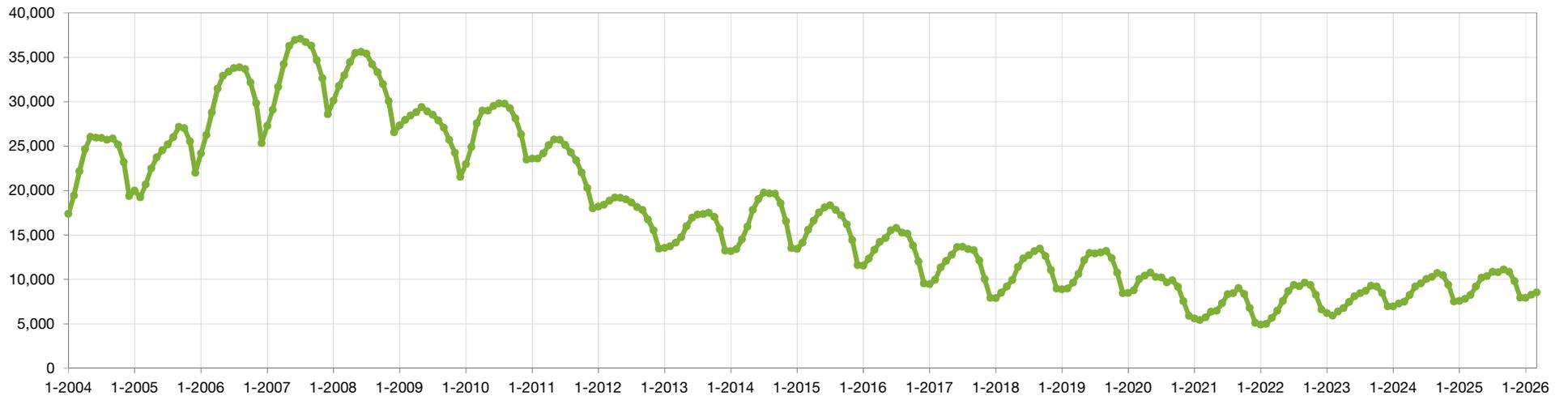


March



Month	Prior Year	Current Year	+ / -
April	8,241	9,183	+11.4%
May	9,191	10,190	+10.9%
June	9,546	10,354	+8.5%
July	10,036	10,838	+8.0%
August	10,267	10,807	+5.3%
September	10,704	11,108	+3.8%
October	10,482	10,862	+3.6%
November	9,391	9,804	+4.4%
December	7,520	7,955	+5.8%
January	7,582	7,931	+4.6%
February	7,793	8,282	+6.3%
March	8,253	8,524	+3.3%
12-Month Avg	9,084	9,653	+6.3%

Historical Inventory of Homes for Sale

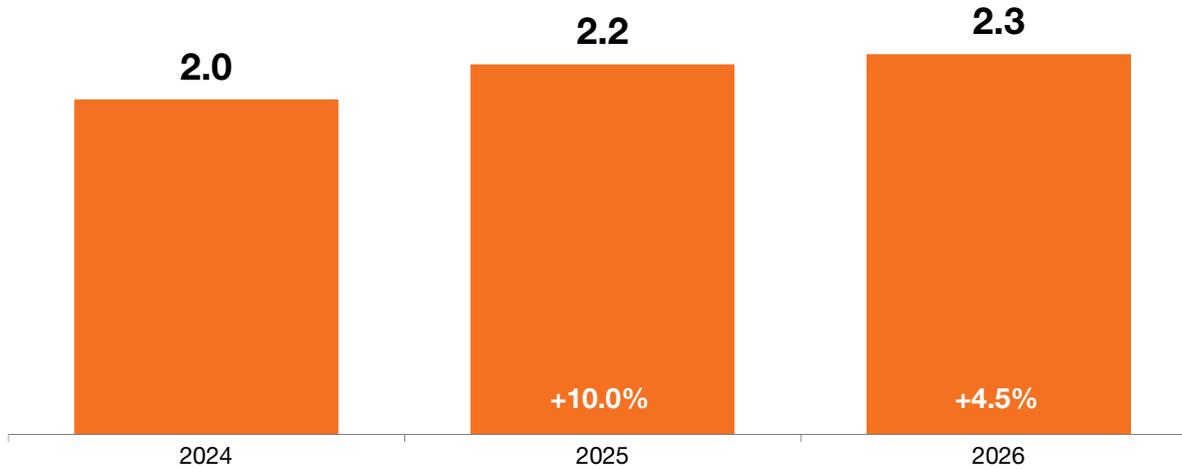


Months Supply of Inventory

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.

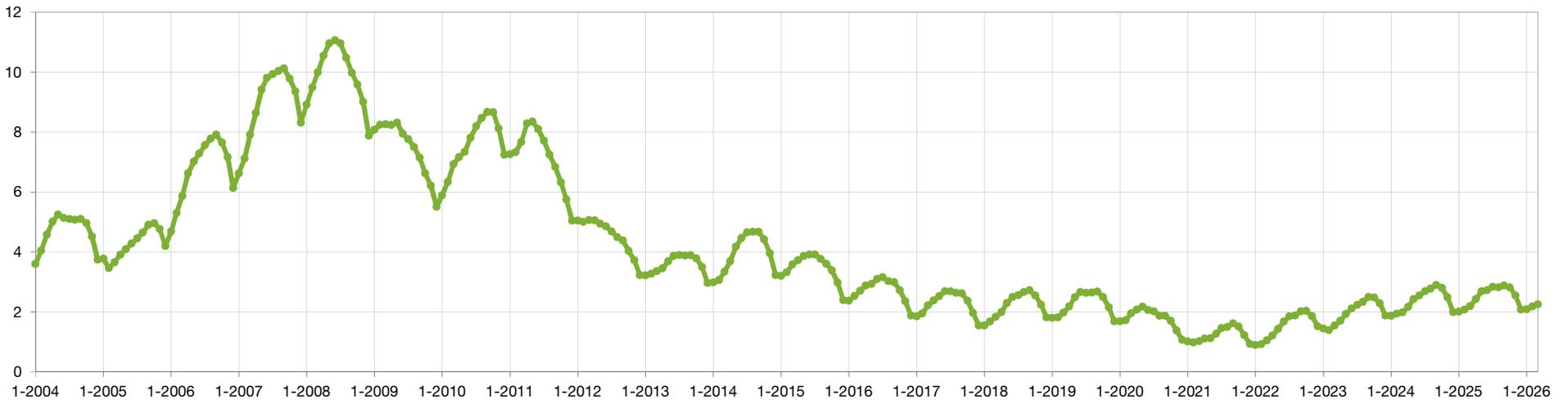


March



Month	Prior Year	Current Year	+ / -
April	2.2	2.4	+9.1%
May	2.4	2.7	+12.5%
June	2.6	2.7	+3.8%
July	2.7	2.8	+3.7%
August	2.8	2.8	0.0%
September	2.9	2.9	0.0%
October	2.8	2.8	0.0%
November	2.5	2.5	0.0%
December	2.0	2.1	+5.0%
January	2.0	2.1	+5.0%
February	2.1	2.2	+4.8%
March	2.2	2.3	+4.5%
12-Month Avg	2.4	2.5	+4.2%

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	+ / -	3-2025	3-2026	+ / -	3-2025	3-2026	+ / -
Andover	108	125	+15.7%	65	54	-16.9%	\$438,000	\$400,000	-8.7%	48	65	+35.4%	1.6	2.3	+43.8%
Anoka	50	47	-6.0%	24	27	+12.5%	\$330,500	\$330,000	-0.2%	24	27	+12.5%	1.7	1.7	0.0%
Apple Valley	179	162	-9.5%	102	107	+4.9%	\$372,500	\$380,000	+2.0%	90	81	-10.0%	1.7	1.5	-11.8%
Big Lake	67	65	-3.0%	47	32	-31.9%	\$318,500	\$335,000	+5.2%	42	26	-38.1%	2.1	1.3	-38.1%
Blaine	278	265	-4.7%	169	163	-3.6%	\$382,300	\$375,000	-1.9%	142	122	-14.1%	1.7	1.6	-5.9%
Burnsville	177	229	+29.4%	127	117	-7.9%	\$316,000	\$375,000	+18.7%	83	115	+38.6%	1.5	2.1	+40.0%
Cambridge	52	78	+50.0%	34	47	+38.2%	\$319,200	\$330,000	+3.4%	39	57	+46.2%	2.4	2.8	+16.7%
Circle Pines	21	18	-14.3%	15	17	+13.3%	\$290,000	\$295,000	+1.7%	8	4	-50.0%	1.4	0.7	-50.0%
Columbia Heights	55	62	+12.7%	51	34	-33.3%	\$279,500	\$296,000	+5.9%	35	32	-8.6%	1.7	1.6	-5.9%
Columbus	8	8	0.0%	8	7	-12.5%	\$465,000	\$459,900	-1.1%	8	7	-12.5%	1.7	3.7	+117.6%
Coon Rapids	187	170	-9.1%	132	110	-16.7%	\$350,000	\$345,000	-1.4%	79	69	-12.7%	1.3	1.2	-7.7%
Cottage Grove	254	236	-7.1%	140	117	-16.4%	\$383,945	\$397,000	+3.4%	109	128	+17.4%	1.9	2.3	+21.1%
Eagan	177	186	+5.1%	124	115	-7.3%	\$390,000	\$392,550	+0.7%	91	93	+2.2%	1.5	1.5	0.0%
East Bethel	41	41	0.0%	28	32	+14.3%	\$408,000	\$387,500	-5.0%	20	28	+40.0%	1.6	2.3	+43.8%
Elk River	152	134	-11.8%	77	71	-7.8%	\$389,000	\$405,000	+4.1%	91	76	-16.5%	2.8	2.1	-25.0%
Farmington	186	174	-6.5%	76	88	+15.8%	\$405,000	\$382,800	-5.5%	107	117	+9.3%	3.0	3.1	+3.3%
Forest Lake	78	109	+39.7%	43	46	+7.0%	\$380,000	\$422,450	+11.2%	59	57	-3.4%	2.7	2.2	-18.5%
Fridley	70	70	0.0%	50	48	-4.0%	\$320,000	\$337,500	+5.5%	34	29	-14.7%	1.4	1.2	-14.3%
Ham Lake	62	75	+21.0%	24	31	+29.2%	\$467,500	\$525,000	+12.3%	68	53	-22.1%	6.4	3.2	-50.0%
Hastings	103	76	-26.2%	74	40	-45.9%	\$324,000	\$338,500	+4.5%	45	38	-15.6%	1.7	1.5	-11.8%
Hudson	74	85	+14.9%	52	55	+5.8%	\$474,000	\$489,000	+3.2%	60	63	+5.0%	2.2	2.3	+4.5%

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 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	3-2025	3-2026	+ / -	3-2025	3-2026	+ / -
Hugo	124	110	-11.3%	87	58	-33.3%	\$426,000	\$415,000	-2.6%	63	72	+14.3%	1.9	2.5	+31.6%
Inver Grove Heights	124	130	+4.8%	66	84	+27.3%	\$343,750	\$349,950	+1.8%	72	77	+6.9%	2.2	2.4	+9.1%
Isanti	58	66	+13.8%	28	32	+14.3%	\$325,070	\$348,700	+7.3%	34	37	+8.8%	2.5	2.4	-4.0%
Lakeville	424	475	+12.0%	190	180	-5.3%	\$485,345	\$489,500	+0.9%	229	302	+31.9%	2.6	3.6	+38.5%
Lino Lakes	121	131	+8.3%	55	60	+9.1%	\$447,500	\$477,450	+6.7%	50	60	+20.0%	2.3	2.4	+4.3%
Maplewood	113	107	-5.3%	79	55	-30.4%	\$330,000	\$315,000	-4.5%	52	61	+17.3%	1.4	1.9	+35.7%
Mounds View	28	19	-32.1%	22	13	-40.9%	\$299,500	\$317,000	+5.8%	12	9	-25.0%	1.3	1.2	-7.7%
Oakdale	97	91	-6.2%	68	53	-22.1%	\$283,000	\$275,000	-2.8%	35	47	+34.3%	1.2	1.6	+33.3%
Oak Grove	28	34	+21.4%	21	19	-9.5%	\$460,000	\$470,000	+2.2%	19	19	0.0%	2.5	2.2	-12.0%
Ramsey	207	170	-17.9%	87	87	0.0%	\$391,900	\$374,900	-4.3%	90	80	-11.1%	2.4	2.1	-12.5%
Rosemount	248	303	+22.2%	112	102	-8.9%	\$415,000	\$437,400	+5.4%	133	151	+13.5%	2.9	3.2	+10.3%
Roseville	118	98	-16.9%	69	63	-8.7%	\$345,000	\$357,000	+3.5%	60	64	+6.7%	1.8	1.9	+5.6%
Shoreview	109	94	-13.8%	78	66	-15.4%	\$378,500	\$366,000	-3.3%	38	47	+23.7%	1.2	1.6	+33.3%
Spring Lake Park	14	16	+14.3%	9	14	+55.6%	\$315,000	\$347,950	+10.5%	3	3	0.0%	0.6	0.6	0.0%
Saint Francis	19	56	+194.7%	24	28	+16.7%	\$335,000	\$355,250	+6.0%	13	42	+223.1%	1.4	3.7	+164.3%
Saint Paul	753	847	+12.5%	495	461	-6.9%	\$285,000	\$289,900	+1.7%	368	510	+38.6%	1.6	2.3	+43.8%
Stillwater	78	76	-2.6%	60	47	-21.7%	\$432,000	\$560,000	+29.6%	38	39	+2.6%	1.4	1.5	+7.1%
White Bear Lake	66	81	+22.7%	60	63	+5.0%	\$340,000	\$377,500	+11.0%	33	30	-9.1%	1.3	1.1	-15.4%
Woodbury	391	352	-10.0%	215	182	-15.3%	\$435,000	\$425,500	-2.2%	223	182	-18.4%	2.3	1.9	-17.4%
Zimmerman	66	84	+27.3%	35	35	0.0%	\$337,000	\$385,000	+14.2%	43	58	+34.9%	2.8	3.6	+28.6%