

# Monthly Indicators



## January 2013

Residential real estate activity comprised of single-family properties, townhomes and condominiums combined. Percent changes are calculated using rounded figures.

Based on residential market activity in the cities of St. Cloud, St. Joseph, Sartell, Sauk Rapids and Waite Park.

Note: As of September 2011, this report looks at activity by city vs. MLS area. MLS areas were eliminated from NorthstarMLS in August 2011.

## Activity Snapshot

**- 4.1%**      **+ 9.8%**      **- 20.7%**

One-Year Change in Closed Sales      One-Year Change in Median Sales Price      One-Year Change in Homes for Sale

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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



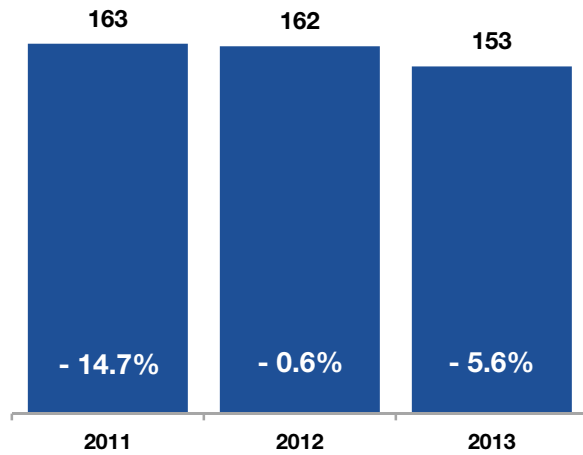
Key Metrics	Historical Sparkbars	1-2012	1-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		162	153	- 5.6%	162	153	- 5.6%
<b>Pending Sales</b>		79	103	+ 30.4%	79	103	+ 30.4%
<b>Closed Sales</b>		73	70	- 4.1%	73	70	- 4.1%
<b>Days on Market</b>		116	119	+ 2.6%	116	119	+ 2.6%
<b>Median Sales Price</b>		\$118,450	\$130,000	+ 9.8%	\$118,450	\$130,000	+ 9.8%
<b>Average Sales Price</b>		\$124,359	\$131,735	+ 5.9%	\$124,359	\$131,735	+ 5.9%
<b>Pct. of Orig. Price Received</b>		91.7%	89.4%	- 2.5%	91.7%	89.4%	- 2.5%
<b>Affordability Index</b>		240	238	- 0.8%	240	238	- 0.8%
<b>Homes for Sale</b>		720	571	- 20.7%	--	--	--
<b>Months Supply</b>		7.2	5.1	- 29.2%	--	--	--

# New Listings

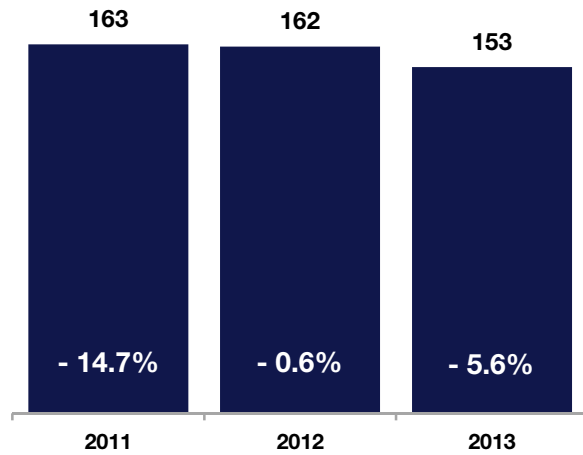
A count of the properties that have been newly listed on the market in a given month.



## January

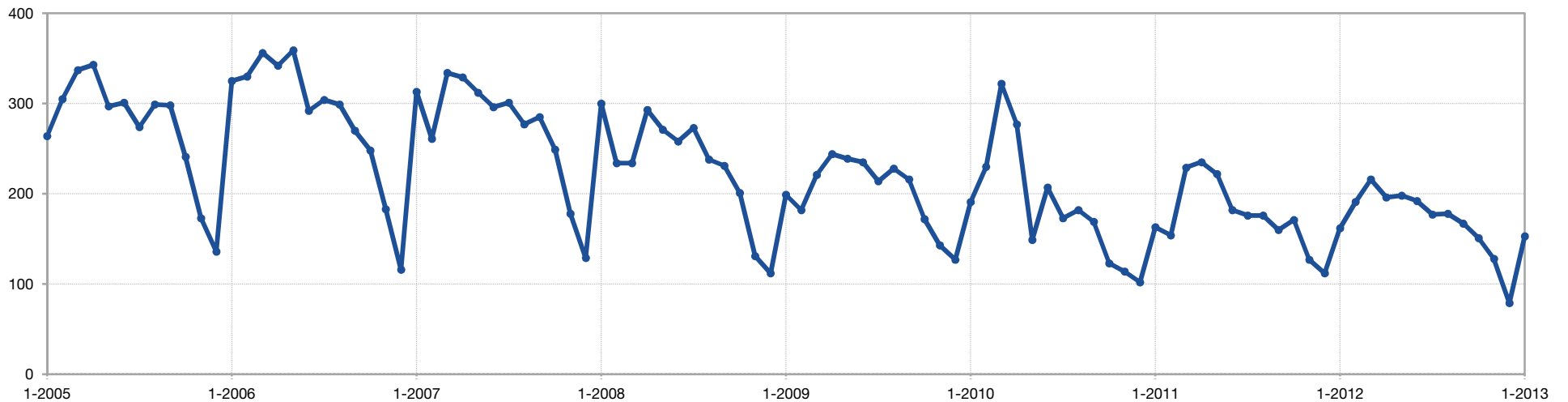


## Year to Date



	New Listings	Prior Year	Percent Change
February 2012	191	154	+24.0%
March 2012	216	229	-5.7%
April 2012	196	235	-16.6%
May 2012	198	222	-10.8%
June 2012	192	182	+5.5%
July 2012	177	176	+0.6%
August 2012	178	176	+1.1%
September 2012	167	160	+4.4%
October 2012	151	171	-11.7%
November 2012	128	127	+0.8%
December 2012	79	112	-29.5%
<b>January 2013</b>	<b>153</b>	<b>162</b>	<b>-5.6%</b>
12-Month Avg	169	176	-4.0%

## Historical New Listings by Month

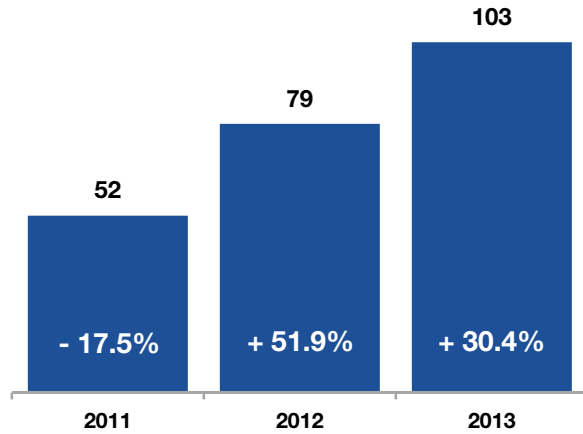


# Pending Sales

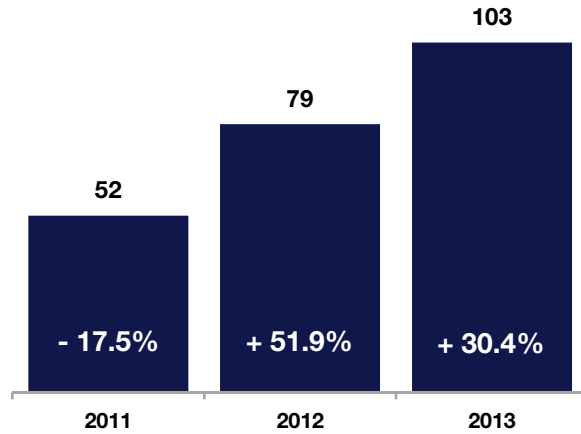
A count of the properties on which offers have been accepted in a given month.



## January

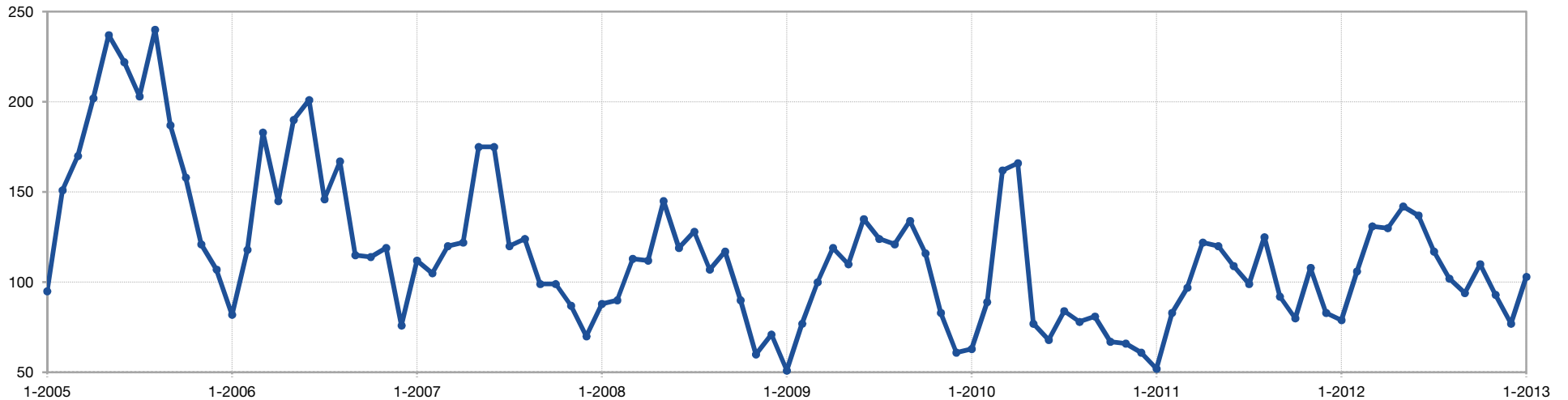


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
February 2012	106	83	+27.7%
March 2012	131	97	+35.1%
April 2012	130	122	+6.6%
May 2012	142	120	+18.3%
June 2012	137	109	+25.7%
July 2012	117	99	+18.2%
August 2012	102	125	-18.4%
September 2012	94	92	+2.2%
October 2012	110	80	+37.5%
November 2012	93	108	-13.9%
December 2012	77	83	-7.2%
<b>January 2013</b>	<b>103</b>	<b>79</b>	<b>+30.4%</b>
12-Month Avg	112	100	+12.0%

## Historical Pending Sales by Month

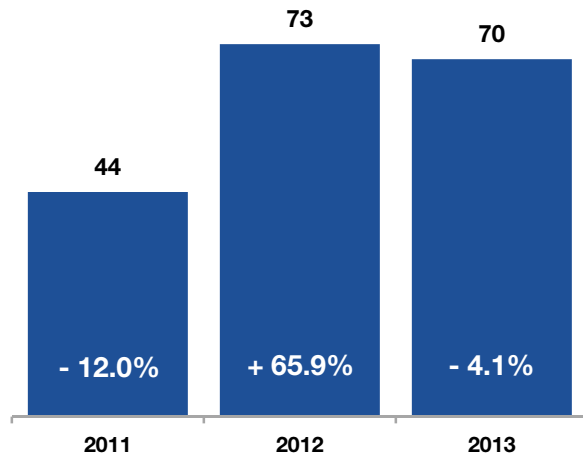


# Closed Sales

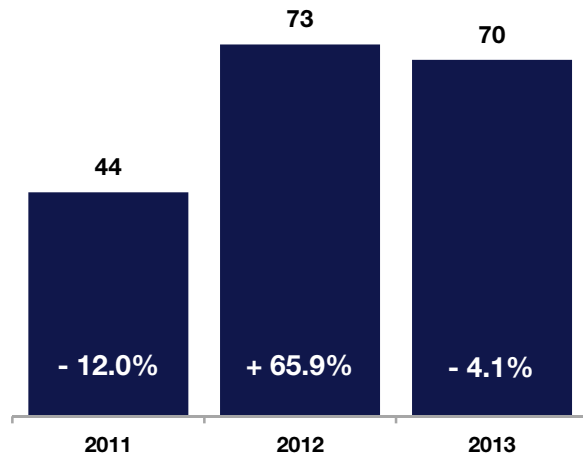
A count of the actual sales that closed in a given month.



## January

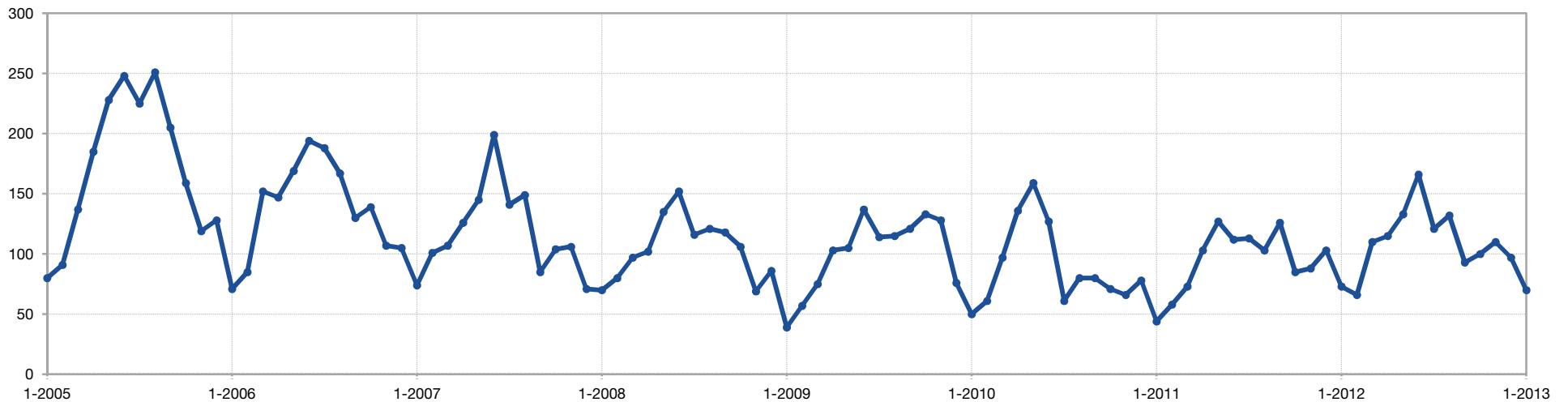


## Year to Date



	Closed Sales	Prior Year	Percent Change
February 2012	66	58	+13.8%
March 2012	110	73	+50.7%
April 2012	115	103	+11.7%
May 2012	133	127	+4.7%
June 2012	166	112	+48.2%
July 2012	121	113	+7.1%
August 2012	132	103	+28.2%
September 2012	93	126	-26.2%
October 2012	100	85	+17.6%
November 2012	110	88	+25.0%
December 2012	97	103	-5.8%
<b>January 2013</b>	<b>70</b>	<b>73</b>	<b>-4.1%</b>
12-Month Avg	109	97	+12.4%

## Historical Closed Sales by Month

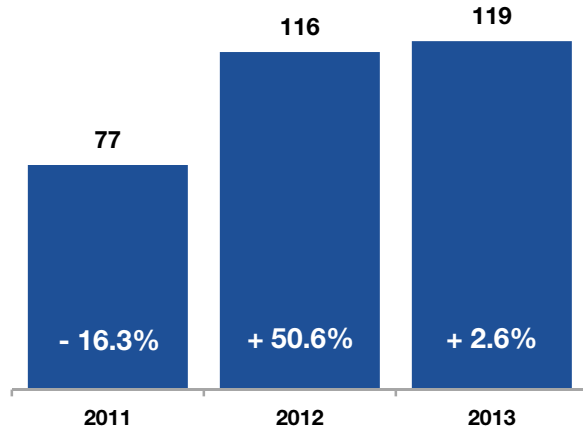


# Days on Market Until Sale

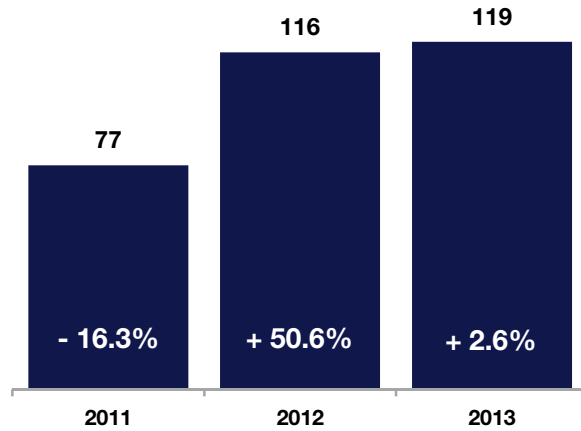
Average number of days between when a property is listed and when an offer is accepted in a given month.



## January

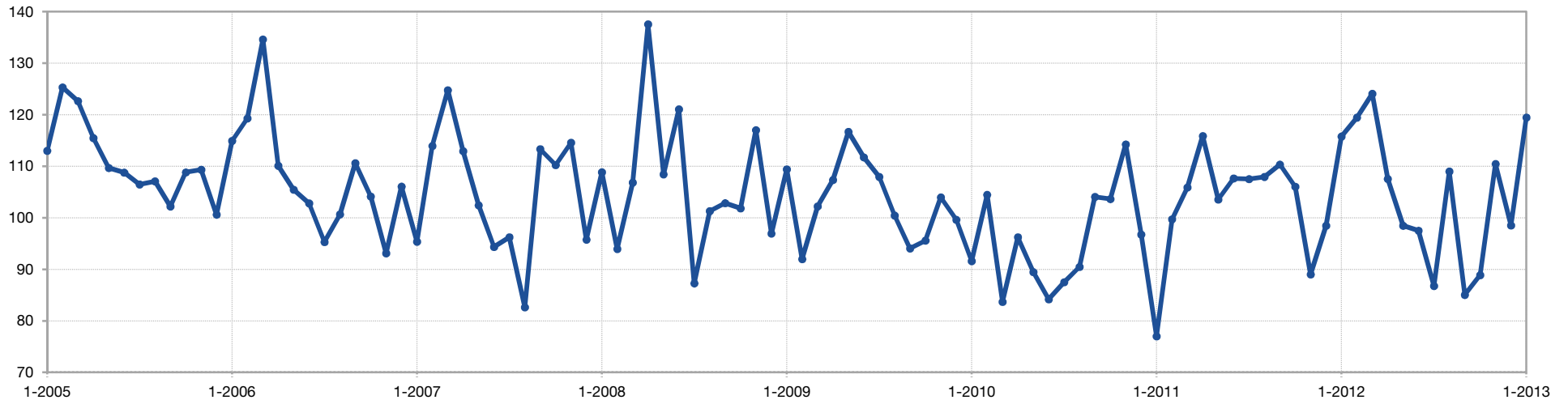


## Year to Date



Days on Market	Prior Year	Percent Change
February 2012	100	+19.0%
March 2012	106	+17.0%
April 2012	116	-6.9%
May 2012	104	-5.8%
June 2012	108	-9.3%
July 2012	108	-19.4%
August 2012	108	+0.9%
September 2012	110	-22.7%
October 2012	106	-16.0%
November 2012	89	+23.6%
December 2012	98	+1.0%
<b>January 2013</b>	<b>116</b>	<b>+2.6%</b>
12-Month Avg	104	-1.9%

## Historical Days on Market Until Sale by Month

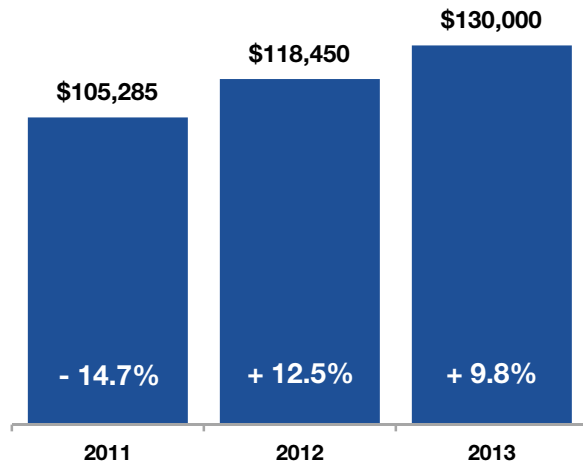


# Median Sales Price

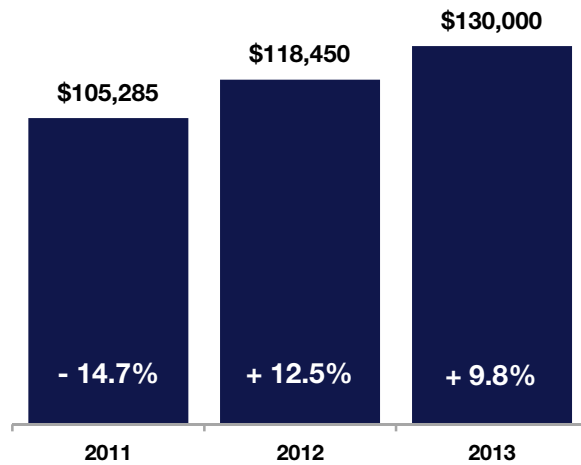
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## January

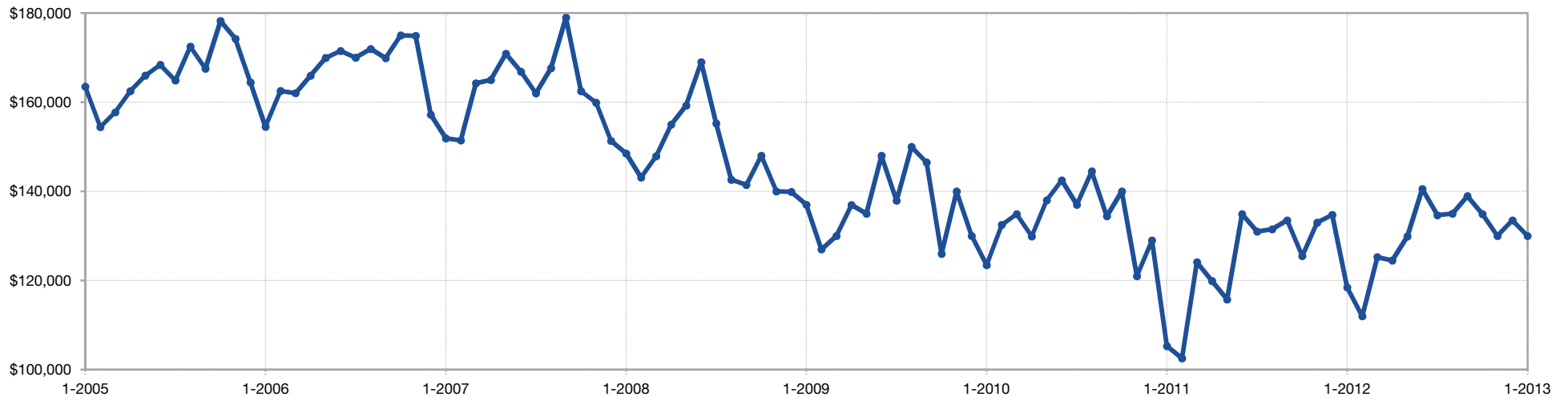


## Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2012	\$112,000	\$102,550	+9.2%
March 2012	\$125,250	\$124,125	+0.9%
April 2012	\$124,500	\$119,900	+3.8%
May 2012	\$129,900	\$115,750	+12.2%
June 2012	\$140,550	\$134,900	+4.2%
July 2012	\$134,650	\$131,000	+2.8%
August 2012	\$135,000	\$131,500	+2.7%
September 2012	\$138,950	\$133,500	+4.1%
October 2012	\$134,900	\$125,500	+7.5%
November 2012	\$130,000	\$133,000	-2.3%
December 2012	\$133,500	\$134,750	-0.9%
<b>January 2013</b>	<b>\$130,000</b>	<b>\$118,450</b>	<b>+9.8%</b>
12-Month Avg	\$130,767	\$125,410	+4.3%

## Historical Median Sales Price by Month

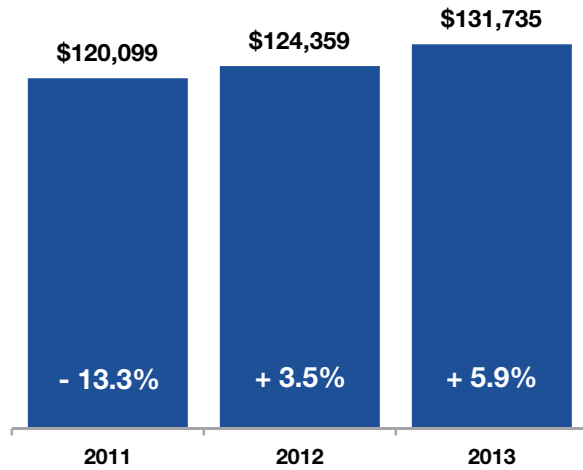


# Average Sales Price

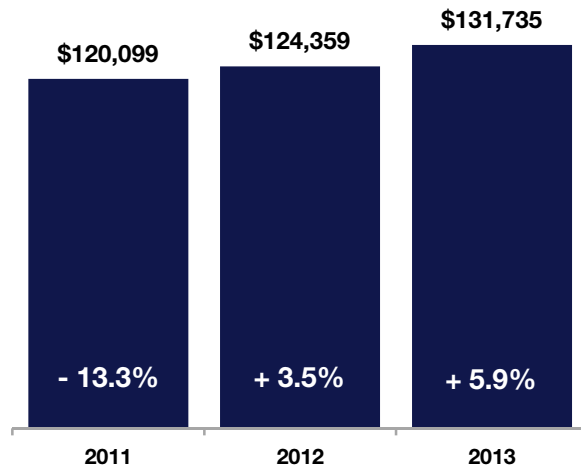
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## January



## Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2012	\$118,677	\$121,669	-2.5%
March 2012	\$135,663	\$131,844	+2.9%
April 2012	\$134,001	\$125,817	+6.5%
May 2012	\$140,052	\$135,262	+3.5%
June 2012	\$148,088	\$161,122	-8.1%
July 2012	\$148,864	\$143,695	+3.6%
August 2012	\$149,405	\$150,730	-0.9%
September 2012	\$144,437	\$153,718	-6.0%
October 2012	\$144,920	\$136,236	+6.4%
November 2012	\$134,718	\$136,731	-1.5%
December 2012	\$144,452	\$149,945	-3.7%
<b>January 2013</b>	<b>\$131,735</b>	<b>\$124,359</b>	<b>+5.9%</b>
12-Month Avg	\$139,584	\$139,261	+0.2%

## Historical Average Sales Price by Month



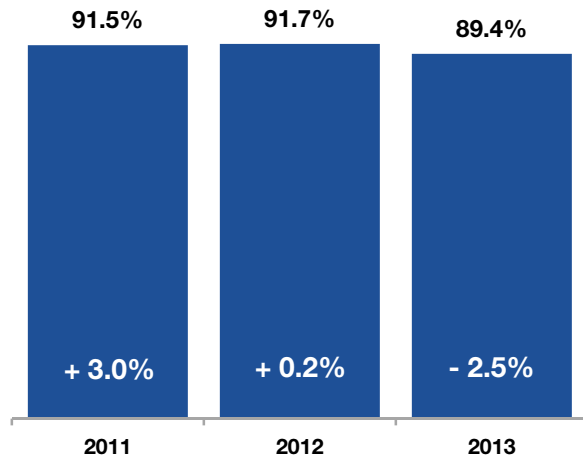


# Percent of Original List Price Received

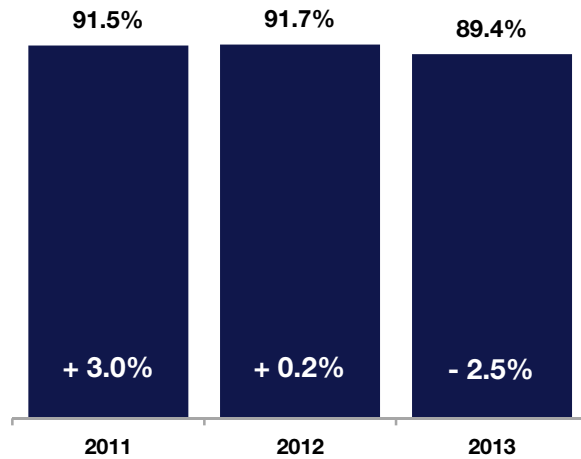
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## January



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2012	89.1%	90.8%	-1.9%
March 2012	89.6%	91.2%	-1.8%
April 2012	91.2%	89.3%	+2.1%
May 2012	92.9%	90.3%	+2.9%
June 2012	93.1%	92.8%	+0.3%
July 2012	94.1%	92.2%	+2.1%
August 2012	93.4%	90.6%	+3.1%
September 2012	92.4%	89.6%	+3.1%
October 2012	92.5%	89.1%	+3.8%
November 2012	90.3%	90.9%	-0.7%
December 2012	90.9%	90.7%	+0.2%
<b>January 2013</b>	<b>89.4%</b>	<b>91.7%</b>	<b>-2.5%</b>
12-Month Avg	91.6%	90.8%	+0.9%

## Historical Percent of Original List Price Received by Month

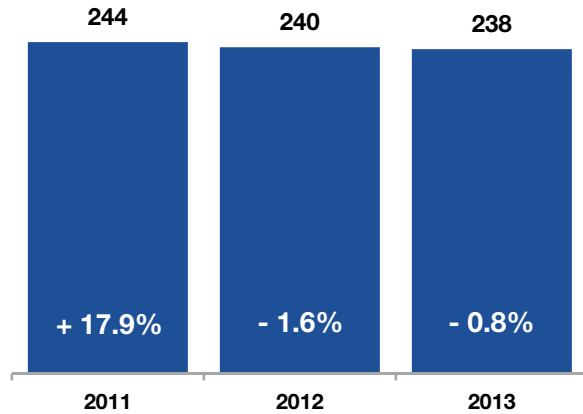


# Housing Affordability Index

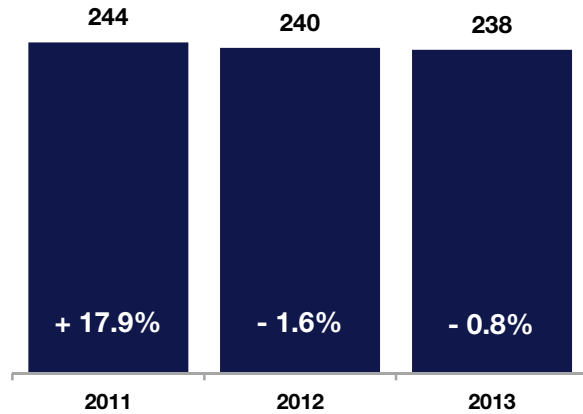
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## January

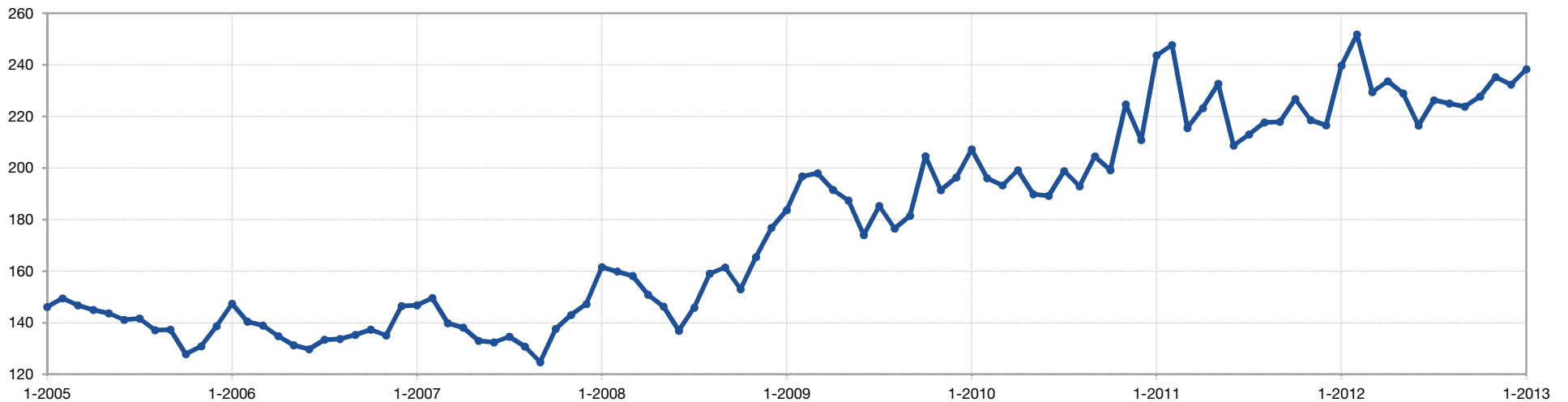


## Year to Date



Affordability Index	Prior Year	Percent Change
February 2012	252	248 +1.6%
March 2012	229	216 +6.0%
April 2012	234	223 +4.9%
May 2012	229	233 -1.7%
June 2012	216	209 +3.3%
July 2012	226	213 +6.1%
August 2012	225	218 +3.2%
September 2012	224	218 +2.8%
October 2012	228	227 +0.4%
November 2012	235	219 +7.3%
December 2012	232	217 +6.9%
<b>January 2013</b>	<b>238</b>	<b>240 -0.8%</b>
12-Month Avg	231	223 +3.6%

## Historical Housing Affordability Index by Month

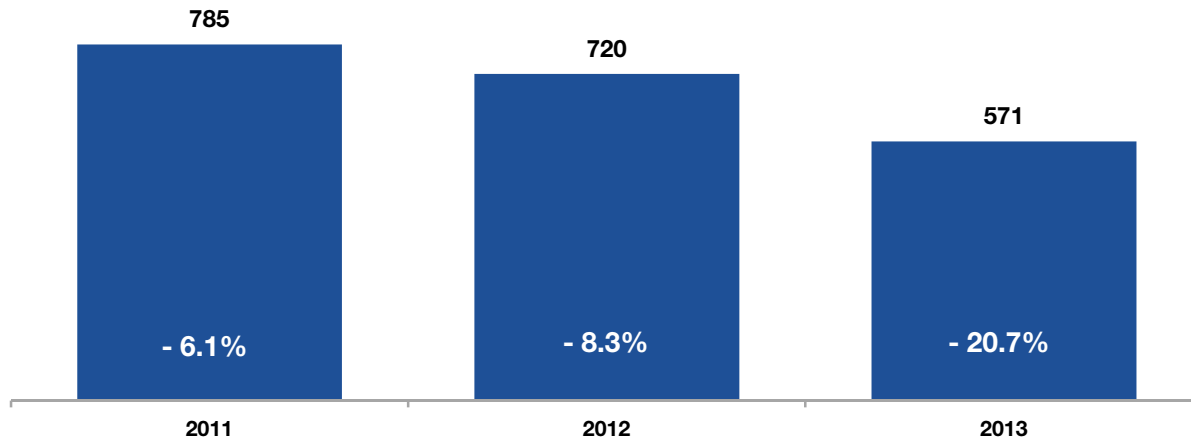


# Inventory of Homes for Sale

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

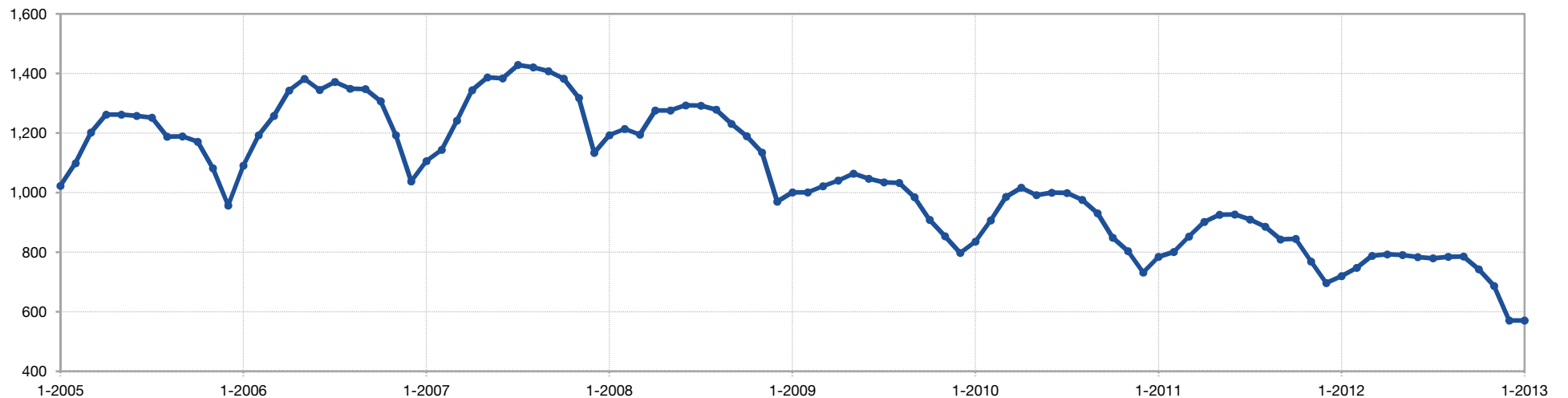


## January



Homes for Sale	Prior Year	Percent Change	
February 2012	748	801	-6.6%
March 2012	788	853	-7.6%
April 2012	793	902	-12.1%
May 2012	791	926	-14.6%
June 2012	784	927	-15.4%
July 2012	780	910	-14.3%
August 2012	785	886	-11.4%
September 2012	786	843	-6.8%
October 2012	743	845	-12.1%
November 2012	687	769	-10.7%
December 2012	571	697	-18.1%
<b>January 2013</b>	<b>571</b>	<b>720</b>	<b>-20.7%</b>
12-Month Avg	736	840	-12.4%

## Historical Inventory of Homes for Sale by Month

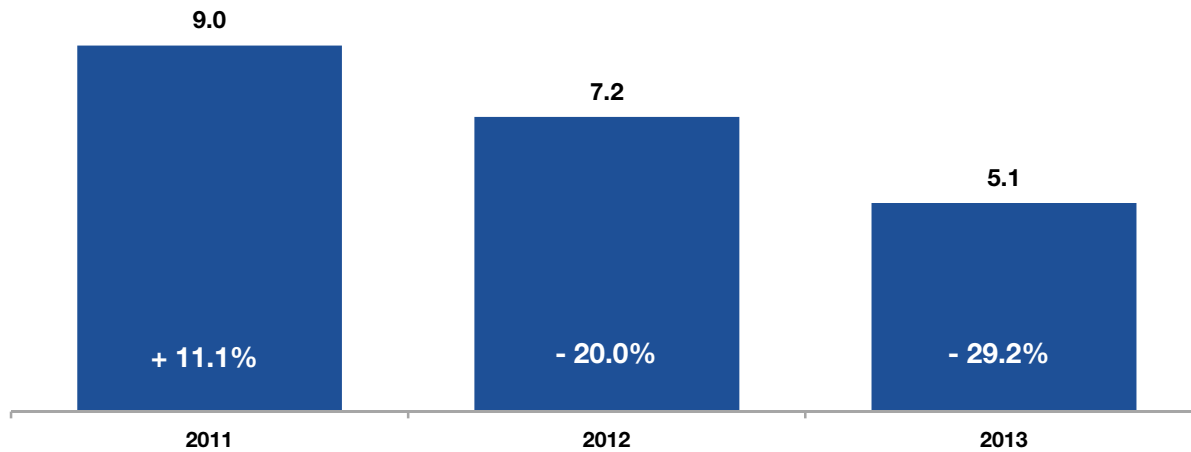


# Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

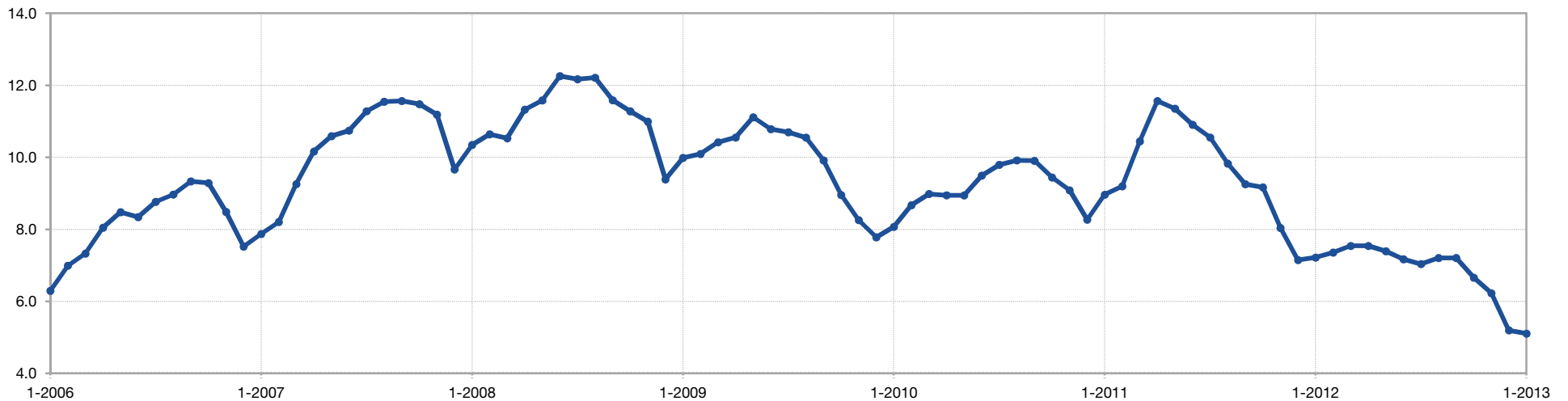


## January



Months Supply		Prior Year	Percent Change
February 2012	7.4	9.2	-19.6%
March 2012	7.5	10.4	-27.9%
April 2012	7.5	11.6	-35.3%
May 2012	7.4	11.4	-35.1%
June 2012	7.2	10.9	-33.9%
July 2012	7.0	10.6	-34.0%
August 2012	7.2	9.8	-26.5%
September 2012	7.2	9.3	-22.6%
October 2012	6.7	9.2	-27.2%
November 2012	6.2	8.0	-22.5%
December 2012	5.2	7.1	-26.8%
<b>January 2013</b>	<b>5.1</b>	<b>7.2</b>	<b>-29.2%</b>
12-Month Avg	6.8	9.6	-29.2%

## Historical Months Supply of Inventory by Month



# 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 2012	YTD 2013	+/-	YTD 2012	YTD 2013	+/-	YTD 2012	YTD 2013	+/-	1-2012	1-2013	+/-	1-2012	1-2013	+/-
Albany	2	4	+100.0%	1	2	+100.0%	\$35,500	\$53,000	+49.3%	19	25	+31.6%	5.4	6.0	+10.1%
Avon	2	6	+200.0%	2	3	+50.0%	\$114,750	\$161,000	+40.3%	19	25	+31.6%	5.8	8.1	+38.7%
Clearwater	12	7	-41.7%	4	6	+50.0%	\$160,000	\$99,450	-37.8%	37	30	-18.9%	9.7	6.5	-32.2%
Cold Spring	9	10	+11.1%	1	2	+100.0%	\$100,000	\$121,000	+21.0%	58	53	-8.6%	10.1	7.8	-23.1%
Eden Lake Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
Eden Valley	6	4	-33.3%	2	3	+50.0%	\$14,000	\$120,000	+757.1%	28	19	-32.1%	12.0	6.6	-45.4%
Fair Haven Twp	0	1	--	0	0	--	\$0	\$0	--	2	2	0.0%	2.0	1.5	-25.0%
Foley	10	7	-30.0%	1	5	+400.0%	\$75,000	\$47,500	-36.7%	48	28	-41.7%	7.5	4.2	-44.3%
Freeport	5	4	-20.0%	2	1	-50.0%	\$139,250	\$145,000	+4.1%	15	6	-60.0%	7.9	3.0	-62.2%
Holdingford	5	3	-40.0%	2	1	-50.0%	\$97,000	\$110,800	+14.2%	12	11	-8.3%	6.0	6.4	+6.9%
Kimball	8	4	-50.0%	0	2	--	\$0	\$219,000	--	37	32	-13.5%	15.1	9.3	-38.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	4	6	+50.0%	1	2	+100.0%	\$125,000	\$78,750	-37.0%	21	29	+38.1%	5.5	10.0	+81.3%
Paynesville	7	8	+14.3%	4	2	-50.0%	\$119,750	\$158,750	+32.6%	29	24	-17.2%	6.3	8.5	+33.9%
Rice	10	6	-40.0%	1	6	+500.0%	\$139,500	\$125,000	-10.4%	55	54	-1.8%	9.7	8.9	-8.5%
Richmond	11	6	-45.5%	1	4	+300.0%	\$243,000	\$215,000	-11.5%	50	45	-10.0%	13.0	8.3	-36.3%
Rockville	0	3	--	2	0	-100.0%	\$268,700	\$0	-100.0%	10	6	-40.0%	5.5	4.2	-23.8%
Sartell	29	27	-6.9%	12	9	-25.0%	\$147,500	\$152,000	+3.1%	111	109	-1.8%	6.4	5.3	-17.0%
Sauk Centre	7	13	+85.7%	11	11	0.0%	\$82,500	\$132,900	+61.1%	50	50	0.0%	9.0	8.3	-7.6%
Sauk Rapids	20	22	+10.0%	9	6	-33.3%	\$88,000	\$152,450	+73.2%	90	78	-13.3%	6.1	4.9	-20.6%
St. Cloud	99	87	-12.1%	43	45	+4.7%	\$103,000	\$116,000	+12.6%	437	317	-27.5%	7.9	5.2	-34.8%
St. Joseph	6	12	+100.0%	4	7	+75.0%	\$156,500	\$150,000	-4.2%	48	38	-20.8%	7.3	4.6	-36.8%
St. Augusta	4	4	0.0%	1	1	0.0%	\$164,000	\$340,000	+107.3%	20	15	-25.0%	10.5	5.2	-50.8%
Waite Park	8	5	-37.5%	5	3	-40.0%	\$153,000	\$85,000	-44.4%	34	29	-14.7%	5.4	4.4	-18.6%
Wakefield Twp	0	0	--	0	1	--	\$0	\$239,000	--	0	0	--	0.0	0.0	--