

Monthly Indicators



December 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

- 9.3% **- 2.7%** **- 3.1%**

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	13

[Click on desired metric to jump to that page.](#)



Activity Overview

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



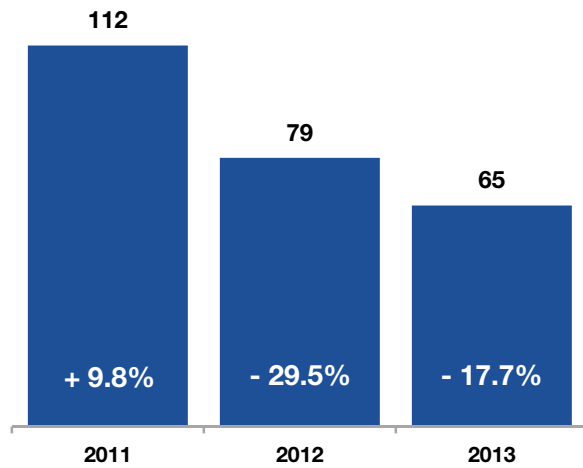
Key Metrics	Historical Sparkbars	12-2012	12-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		79	65	- 17.7%	2,033	2,121	+ 4.3%
Pending Sales		76	71	- 6.6%	1,310	1,377	+ 5.1%
Closed Sales		97	88	- 9.3%	1,316	1,382	+ 5.0%
Days on Market		99	105	+ 6.1%	103	93	- 9.7%
Median Sales Price		\$133,500	\$129,900	- 2.7%	\$130,000	\$139,900	+ 7.6%
Average Sales Price		\$144,452	\$138,001	- 4.5%	\$140,520	\$151,355	+ 7.7%
Pct. of Orig. Price Received		90.9%	91.6%	+ 0.8%	92.0%	93.2%	+ 1.3%
Affordability Index		235	213	- 9.4%	240	201	- 16.3%
Homes for Sale		583	565	- 3.1%	--	--	--
Months Supply		5.3	4.9	- 7.5%	--	--	--

New Listings

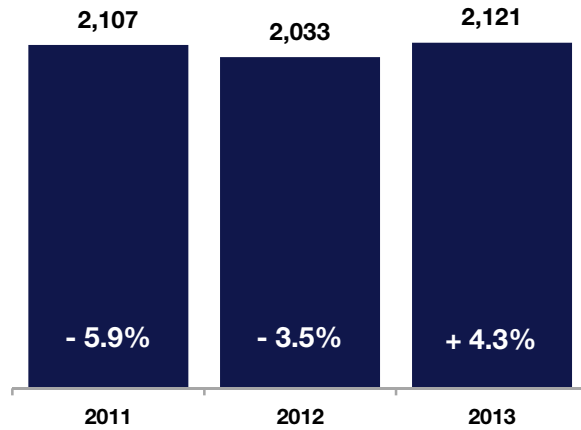
A count of the properties that have been newly listed on the market in a given month.



December

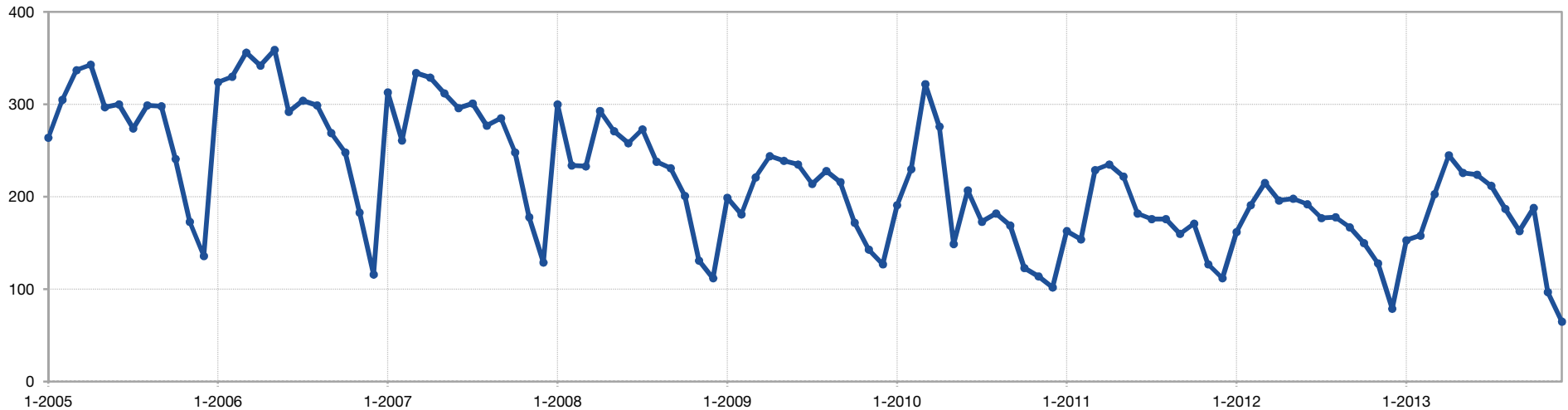


Year to Date



	New Listings	Prior Year	Percent Change
January 2013	153	162	-5.6%
February 2013	158	191	-17.3%
March 2013	203	215	-5.6%
April 2013	245	196	+25.0%
May 2013	226	198	+14.1%
June 2013	224	192	+16.7%
July 2013	212	177	+19.8%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
October 2013	188	150	+25.3%
November 2013	97	128	-24.2%
December 2013	65	79	-17.7%
12-Month Avg	177	169	+4.7%

Historical New Listings by Month

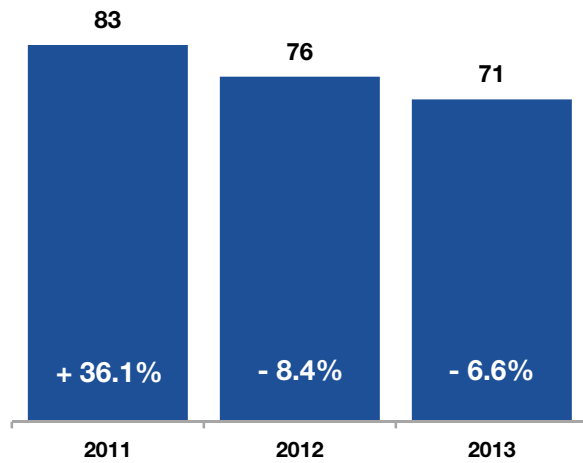


Pending Sales

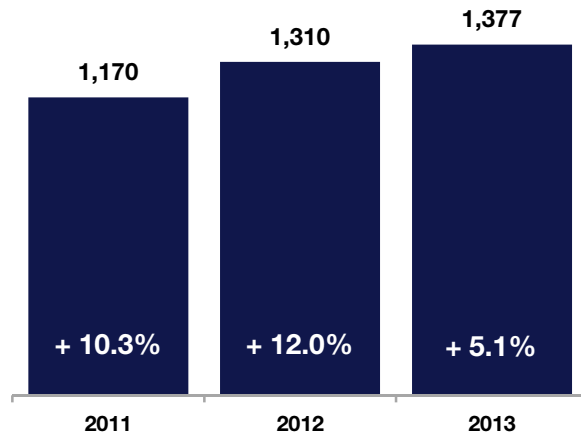
A count of the properties on which offers have been accepted in a given month.



December

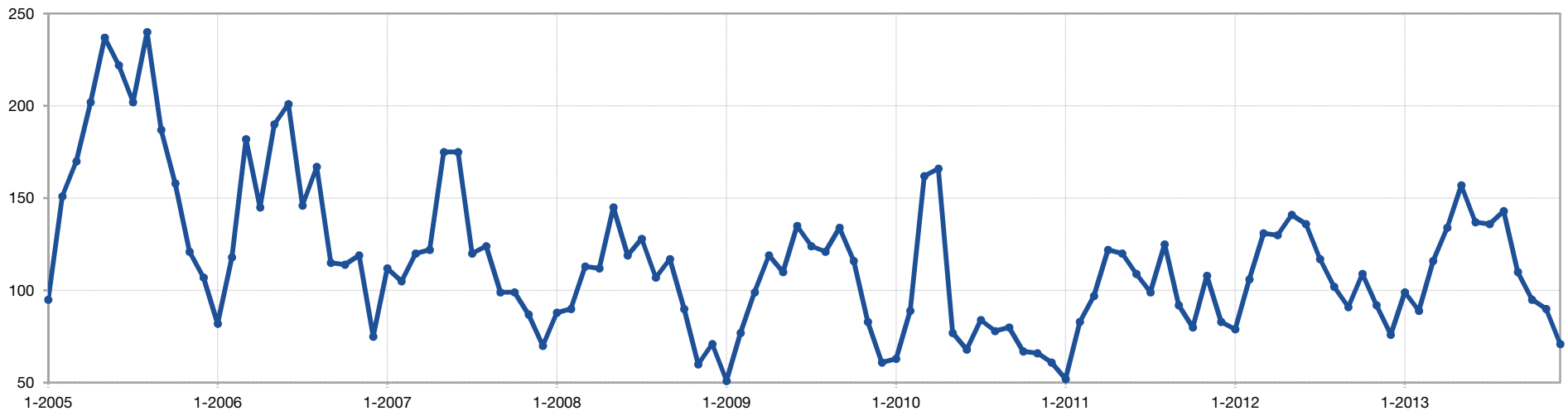


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2013	99	79	+25.3%
February 2013	89	106	-16.0%
March 2013	116	131	-11.5%
April 2013	134	130	+3.1%
May 2013	157	141	+11.3%
June 2013	137	136	+0.7%
July 2013	136	117	+16.2%
August 2013	143	102	+40.2%
September 2013	110	91	+20.9%
October 2013	95	109	-12.8%
November 2013	90	92	-2.2%
December 2013	71	76	-6.6%
12-Month Avg	115	109	+5.5%

Historical Pending Sales by Month

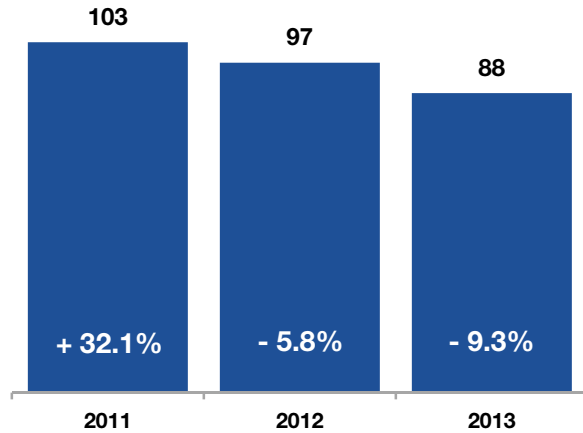


Closed Sales

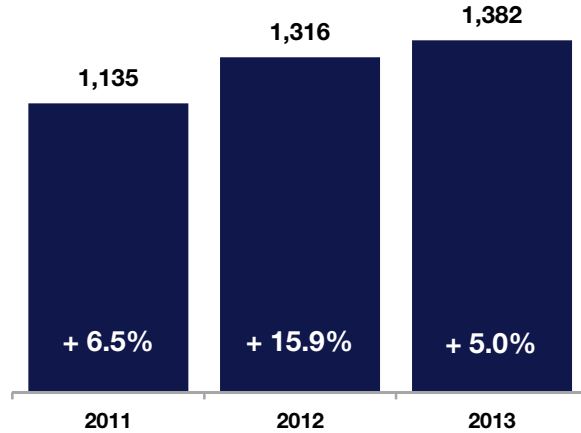
A count of the actual sales that closed in a given month.



December

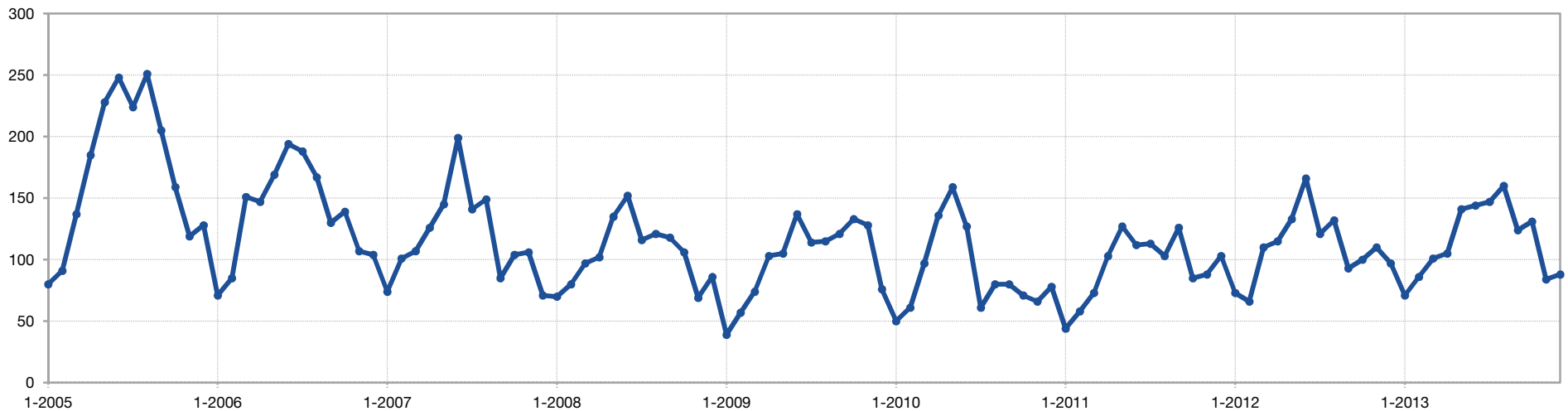


Year to Date



Closed Sales	Prior Year	Percent Change	
January 2013	71	73	-2.7%
February 2013	86	66	+30.3%
March 2013	101	110	-8.2%
April 2013	105	115	-8.7%
May 2013	141	133	+6.0%
June 2013	144	166	-13.3%
July 2013	147	121	+21.5%
August 2013	160	132	+21.2%
September 2013	124	93	+33.3%
October 2013	131	100	+31.0%
November 2013	84	110	-23.6%
December 2013	88	97	-9.3%
12-Month Avg	115	110	+4.5%

Historical Closed Sales by Month

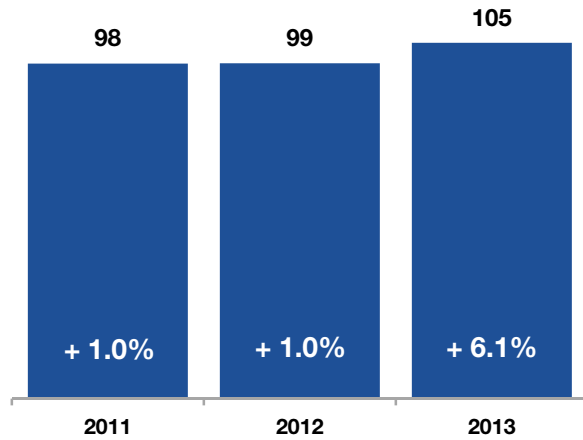


Days on Market Until Sale

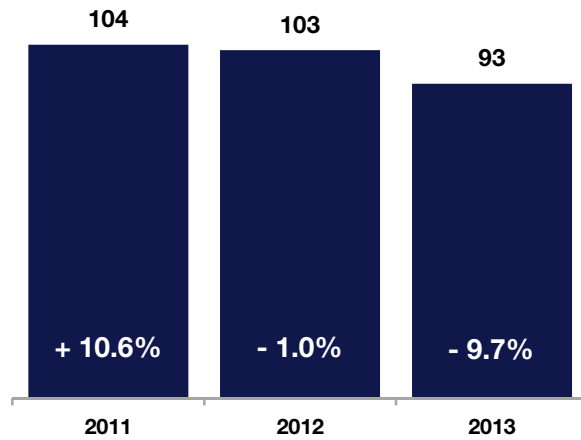
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

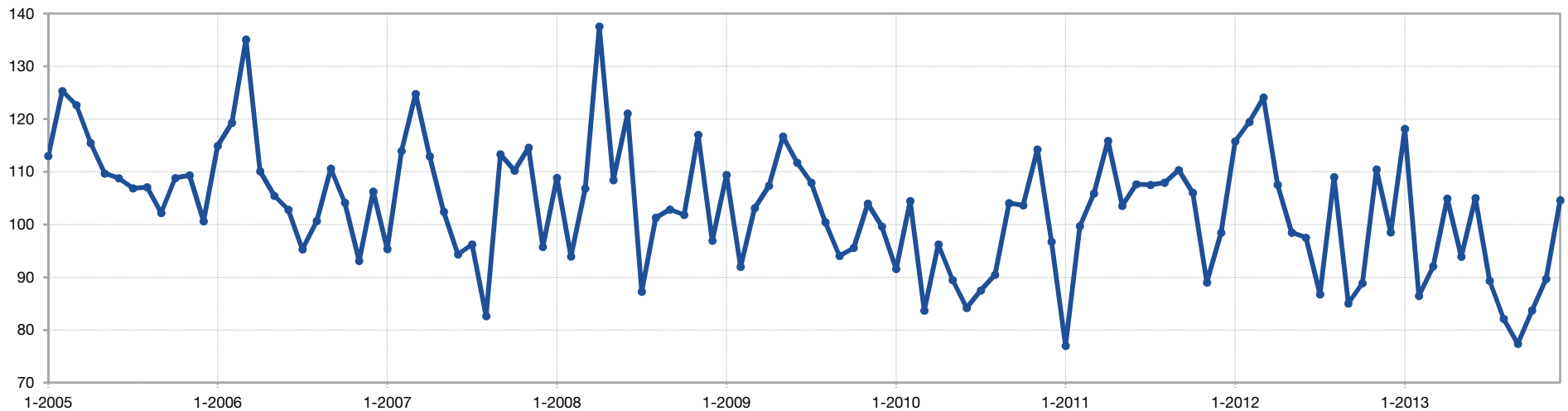


Year to Date



Days on Market		Prior Year	Percent Change
January 2013	118	116	+1.7%
February 2013	86	119	-27.7%
March 2013	92	124	-25.8%
April 2013	105	108	-2.8%
May 2013	94	98	-4.1%
June 2013	105	98	+7.1%
July 2013	89	87	+2.3%
August 2013	82	109	-24.8%
September 2013	77	85	-9.4%
October 2013	84	89	-5.6%
November 2013	90	110	-18.2%
December 2013	105	99	+6.1%
12-Month Avg	94	103	-8.7%

Historical Days on Market Until Sale by Month

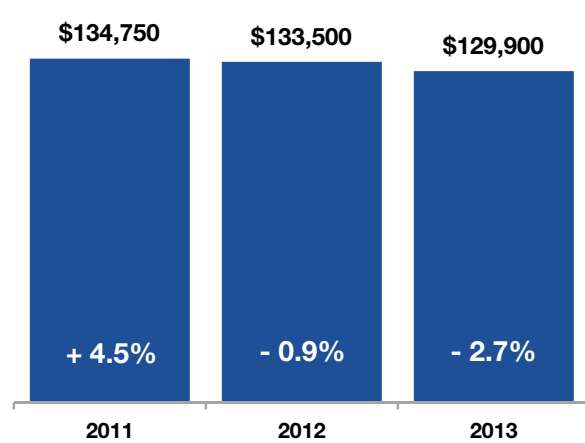


Median Sales Price

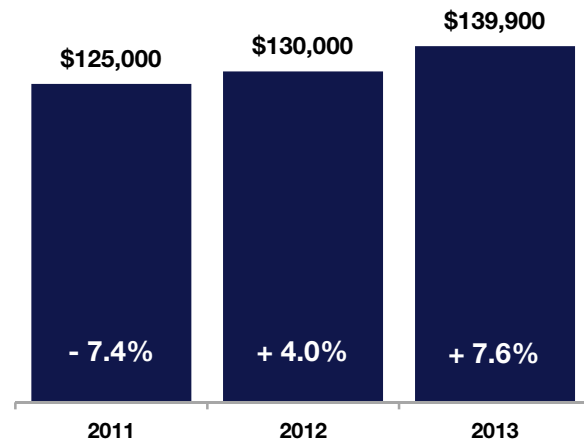
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2013	\$130,000	\$118,450	+9.8%
February 2013	\$140,000	\$112,000	+25.0%
March 2013	\$127,350	\$125,250	+1.7%
April 2013	\$139,500	\$124,500	+12.0%
May 2013	\$144,450	\$129,900	+11.2%
June 2013	\$145,408	\$140,550	+3.5%
July 2013	\$142,500	\$134,650	+5.8%
August 2013	\$148,900	\$135,000	+10.3%
September 2013	\$139,900	\$138,950	+0.7%
October 2013	\$149,950	\$134,900	+11.2%
November 2013	\$136,750	\$130,000	+5.2%
December 2013	\$129,900	\$133,500	-2.7%
12-Month Avg	\$139,551	\$129,804	+7.5%

Historical Median Sales Price by Month

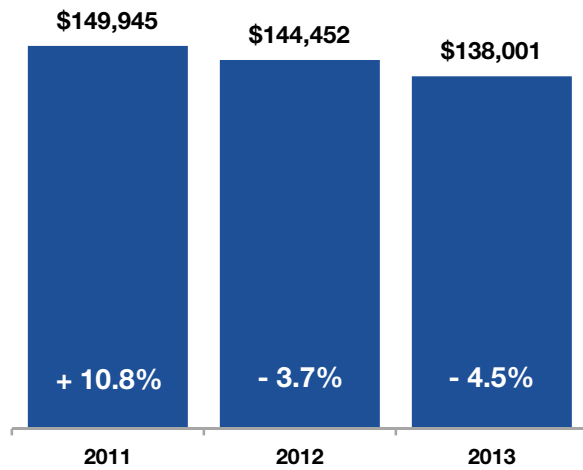


Average Sales Price

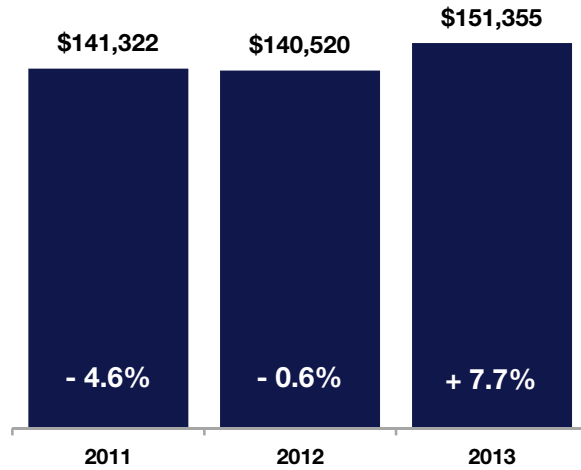
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Average Sales Price	Prior Year	Percent Change
January 2013	\$131,682	\$124,359	+5.9%
February 2013	\$142,608	\$118,677	+20.2%
March 2013	\$136,986	\$135,663	+1.0%
April 2013	\$159,690	\$134,001	+19.2%
May 2013	\$153,630	\$140,052	+9.7%
June 2013	\$161,478	\$148,088	+9.0%
July 2013	\$157,991	\$148,864	+6.1%
August 2013	\$161,873	\$149,405	+8.3%
September 2013	\$144,240	\$144,437	-0.1%
October 2013	\$158,094	\$144,920	+9.1%
November 2013	\$145,146	\$134,718	+7.7%
December 2013	\$138,001	\$144,452	-4.5%
12-Month Avg	\$149,285	\$138,970	+7.4%

Historical Average Sales Price by Month

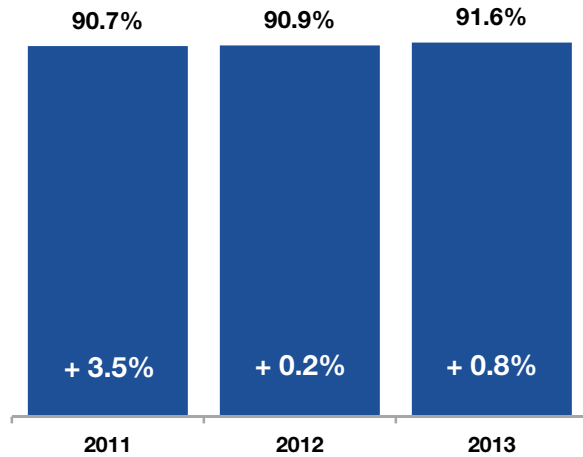


Percent of Original List Price Received

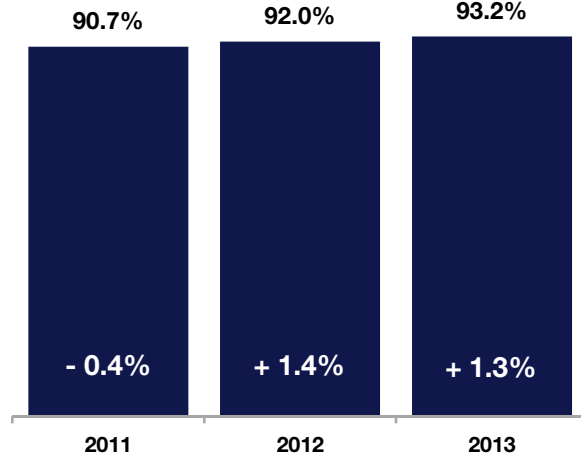
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

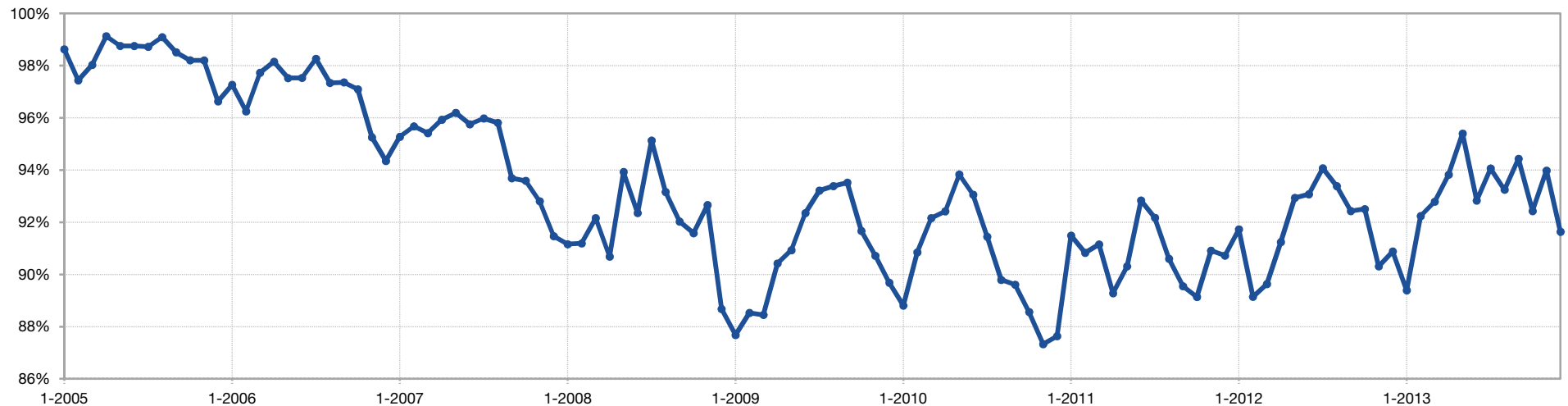


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2013	89.4%	91.7%	-2.5%
February 2013	92.2%	89.1%	+3.5%
March 2013	92.8%	89.6%	+3.6%
April 2013	93.8%	91.2%	+2.9%
May 2013	95.4%	92.9%	+2.7%
June 2013	92.8%	93.1%	-0.3%
July 2013	94.1%	94.1%	0.0%
August 2013	93.2%	93.4%	-0.2%
September 2013	94.4%	92.4%	+2.2%
October 2013	92.4%	92.5%	-0.1%
November 2013	94.0%	90.3%	+4.1%
December 2013	91.6%	90.9%	+0.8%
12-Month Avg	93.0%	91.8%	+1.3%

Historical Percent of Original List Price Received by Month

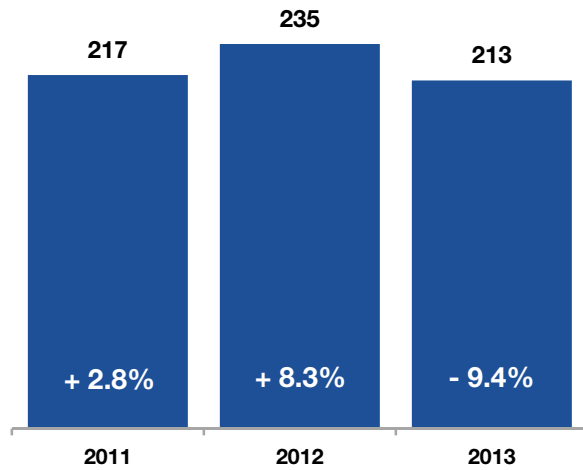


Housing Affordability Index

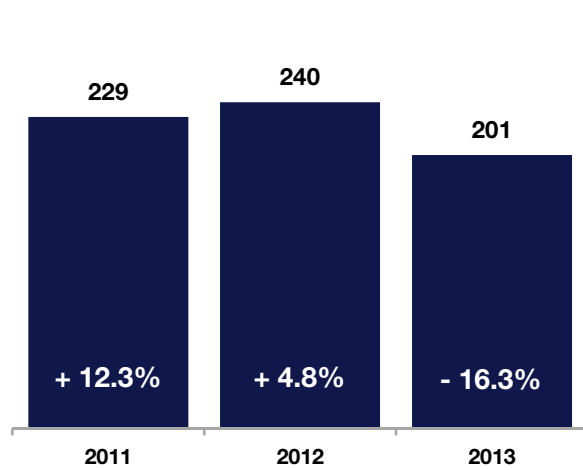
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December

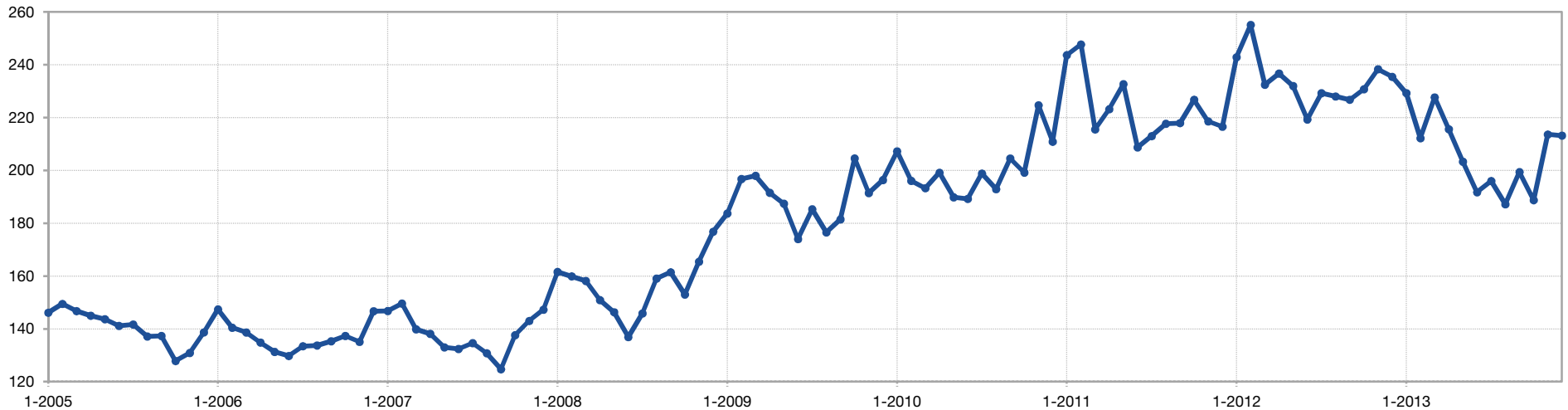


Year to Date



	Affordability Index	Prior Year	Percent Change
January 2013	229	243	-5.8%
February 2013	212	255	-16.9%
March 2013	228	232	-1.7%
April 2013	216	237	-8.9%
May 2013	203	232	-12.5%
June 2013	192	219	-12.3%
July 2013	196	229	-14.4%
August 2013	187	228	-18.0%
September 2013	199	227	-12.3%
October 2013	189	231	-18.2%
November 2013	214	238	-10.1%
December 2013	213	235	-9.4%
12-Month Avg	206	234	-12.0%

Historical Housing Affordability Index by Month

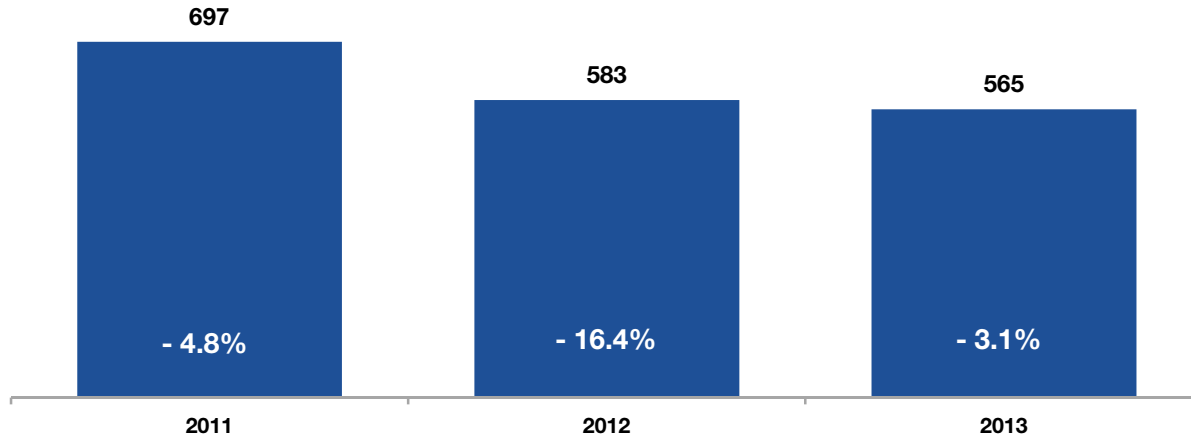


Inventory of Homes for Sale

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

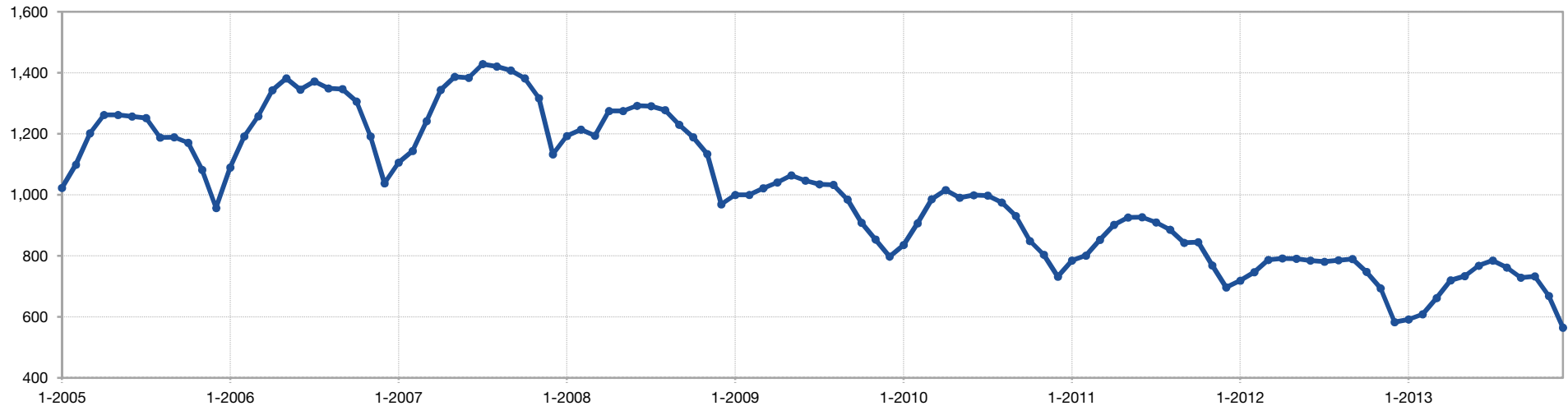


December



Homes for Sale	Prior Year	Percent Change
January 2013	719	-17.7%
February 2013	747	-18.5%
March 2013	787	-15.9%
April 2013	792	-9.1%
May 2013	791	-7.2%
June 2013	785	-2.2%
July 2013	781	+0.5%
August 2013	786	-3.1%
September 2013	790	-7.7%
October 2013	748	-2.0%
November 2013	694	-3.6%
December 2013	583	-3.1%
12-Month Avg	694	-7.5%

Historical Inventory of Homes for Sale by Month

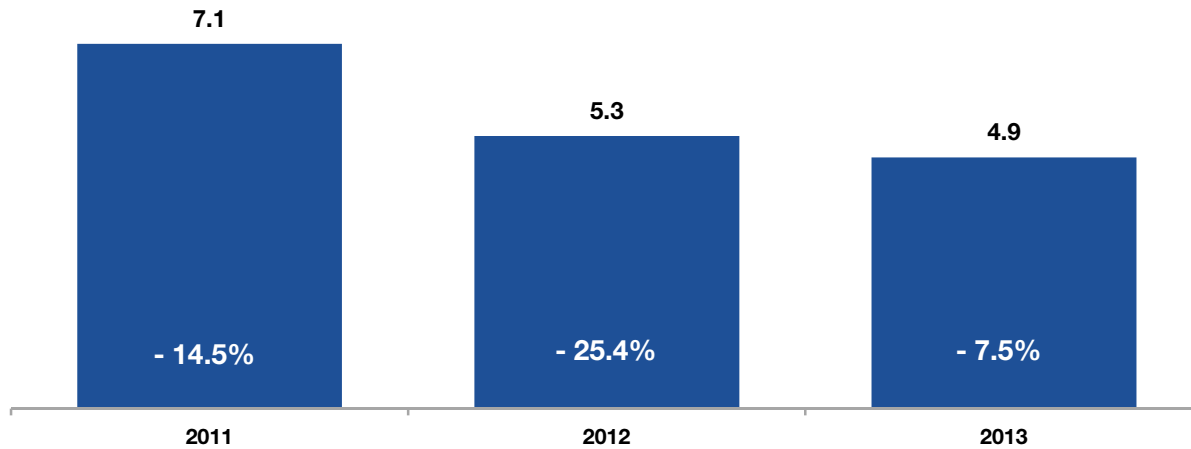


Months Supply of Inventory

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.

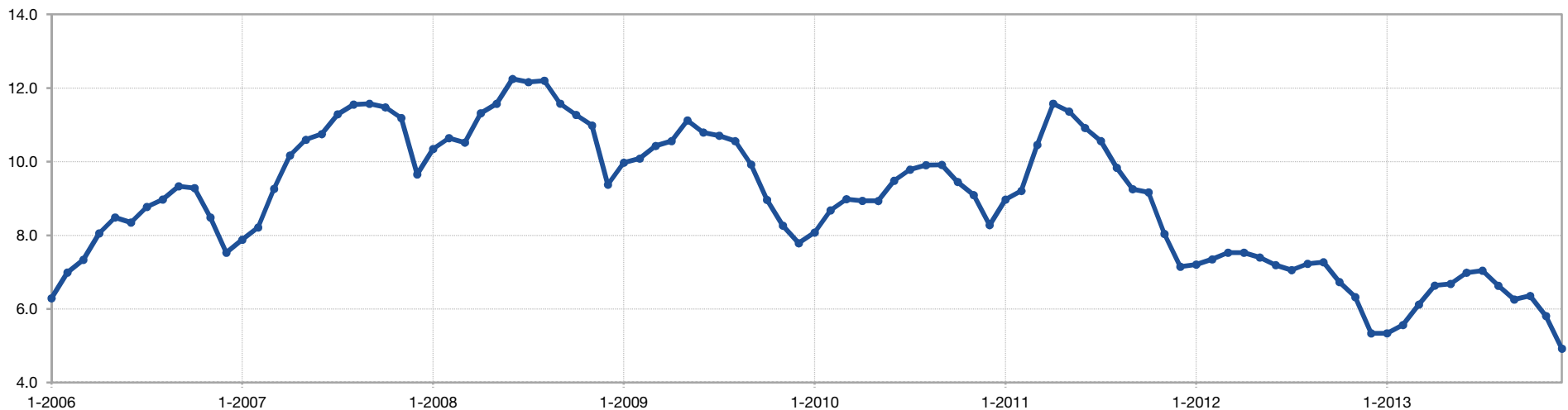


December



Months Supply		Prior Year	Percent Change
January 2013	5.3	7.2	-26.4%
February 2013	5.6	7.3	-23.3%
March 2013	6.1	7.5	-18.7%
April 2013	6.6	7.5	-12.0%
May 2013	6.7	7.4	-9.5%
June 2013	7.0	7.2	-2.8%
July 2013	7.0	7.1	-1.4%
August 2013	6.6	7.2	-8.3%
September 2013	6.3	7.3	-13.7%
October 2013	6.4	6.7	-4.5%
November 2013	5.8	6.3	-7.9%
December 2013	4.9	5.3	-7.5%
12-Month Avg	6.2	7.0	-11.4%

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	+ / -	12-2012	12-2013	+ / -	12-2012	12-2013	+ / -
Albany	73	64	-12.3%	44	39	-11.4%	\$126,000	\$125,000	-0.8%	23	25	+8.7%	5.8	6.6	+14.4%
Avon	64	85	+32.8%	35	49	+40.0%	\$156,000	\$165,450	+6.1%	22	17	-22.7%	7.1	3.8	-46.1%
Clearwater	103	103	0.0%	56	61	+8.9%	\$150,000	\$160,000	+6.7%	28	29	+3.6%	6.0	5.8	-3.3%
Cold Spring	146	181	+24.0%	81	97	+19.8%	\$153,000	\$167,500	+9.5%	51	55	+7.8%	7.6	6.1	-19.1%
Eden Lake Twp	4	8	+100.0%	2	3	+50.0%	\$348,500	\$102,000	-70.7%	0	2	--	0.0	2.0	--
Eden Valley	53	67	+26.4%	30	35	+16.7%	\$96,000	\$115,000	+19.8%	17	16	-5.9%	5.7	4.0	-29.4%
Fair Haven Twp	9	5	-44.4%	3	5	+66.7%	\$129,900	\$145,500	+12.0%	1	0	-100.0%	0.8	0.0	-100.0%
Foley	108	110	+1.9%	75	75	0.0%	\$122,900	\$123,000	+0.1%	29	31	+6.9%	4.2	5.0	+16.9%
Freeport	30	33	+10.0%	23	18	-21.7%	\$140,000	\$142,150	+1.5%	6	9	+50.0%	2.7	4.5	+65.0%
Holdingford	30	35	+16.7%	14	18	+28.6%	\$110,813	\$115,000	+3.8%	10	15	+50.0%	5.8	7.9	+35.3%
Kimball	73	80	+9.6%	35	60	+71.4%	\$119,000	\$150,051	+26.1%	33	28	-15.2%	10.1	5.1	-49.1%
Maine Prairie Twp	1	1	0.0%	1	2	+100.0%	\$152,000	\$237,500	+56.3%	0	0	--	0.0	0.0	--
Melrose	59	88	+49.2%	28	52	+85.7%	\$113,500	\$127,125	+12.0%	25	33	+32.0%	8.9	6.7	-24.7%
Paynesville	76	84	+10.5%	36	39	+8.3%	\$124,900	\$148,000	+18.5%	21	20	-4.8%	7.4	5.6	-24.7%
Rice	144	119	-17.4%	66	80	+21.2%	\$143,950	\$148,000	+2.8%	56	42	-25.0%	9.2	6.8	-26.0%
Richmond	125	116	-7.2%	61	63	+3.3%	\$175,000	\$170,500	-2.6%	41	40	-2.4%	7.8	7.4	-5.4%
Rockville	23	34	+47.8%	13	20	+53.8%	\$185,000	\$161,500	-12.7%	7	9	+28.6%	4.7	4.3	-8.2%
Sartell	379	406	+7.1%	243	257	+5.8%	\$160,000	\$168,500	+5.3%	106	117	+10.4%	5.3	5.3	-0.0%
Sauk Centre	130	145	+11.5%	79	79	0.0%	\$95,000	\$135,000	+42.1%	45	54	+20.0%	6.8	8.8	+28.1%
Sauk Rapids	284	305	+7.4%	188	199	+5.9%	\$140,400	\$145,000	+3.3%	80	77	-3.8%	5.1	4.7	-9.1%
St. Cloud	1,139	1,181	+3.7%	722	762	+5.5%	\$110,000	\$123,000	+11.8%	325	313	-3.7%	5.4	5.0	-7.4%
St. Joseph	136	145	+6.6%	96	98	+2.1%	\$152,800	\$150,500	-1.5%	33	39	+18.2%	4.1	4.9	+19.4%
St. Augusta	49	54	+10.2%	31	36	+16.1%	\$164,000	\$240,555	+46.7%	11	12	+9.1%	3.8	3.2	-16.0%
Waite Park	95	84	-11.6%	67	66	-1.5%	\$121,750	\$120,000	-1.4%	39	19	-51.3%	6.7	3.4	-49.2%
Wakefield Twp	2	5	+150.0%	1	5	+400.0%	\$0	\$250,000	--	1	0	-100.0%	1.0	0.0	-100.0%