

Monthly Indicators



February 2012

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

+ 13.6% **+ 8.7%** **- 19.7%**

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.



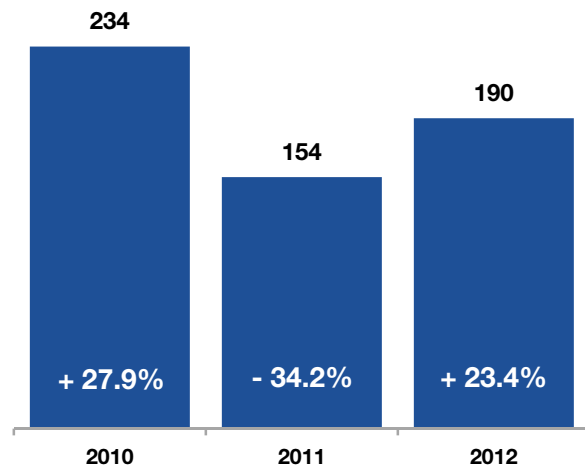
Key Metrics	Historical Sparkbars	2-2011	2-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		154	190	+ 23.4%	318	352	+ 10.7%
Pending Sales		84	110	+ 31.0%	136	195	+ 43.4%
Closed Sales		59	67	+ 13.6%	103	140	+ 35.9%
Days on Market		101	121	+ 19.8%	91	118	+ 29.7%
Median Sales Price		\$103,500	\$112,500	+ 8.7%	\$104,393	\$116,250	+ 11.4%
Average Sales Price		\$121,428	\$119,455	- 1.6%	\$120,856	\$122,013	+ 1.0%
Pct. of Orig. Price Received		91.0%	89.1%	- 2.1%	91.2%	90.4%	- 0.9%
Affordability Index		225	229	+ 1.8%	223	224	+ 0.4%
Homes for Sale		950	763	- 19.7%	--	--	--
Months Supply		10.9	7.4	- 32.1%	--	--	--

New Listings

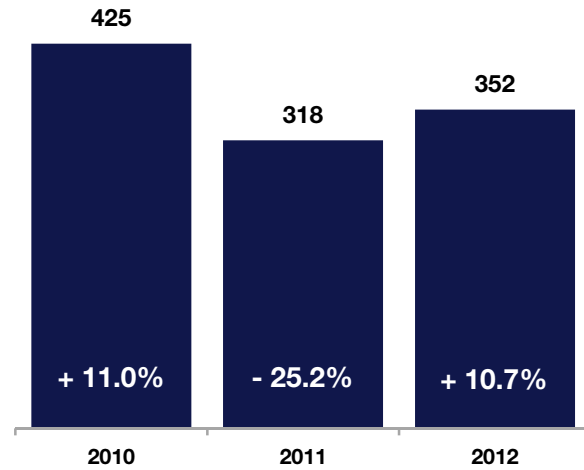
A count of the properties that have been newly listed on the market in a given month.



February

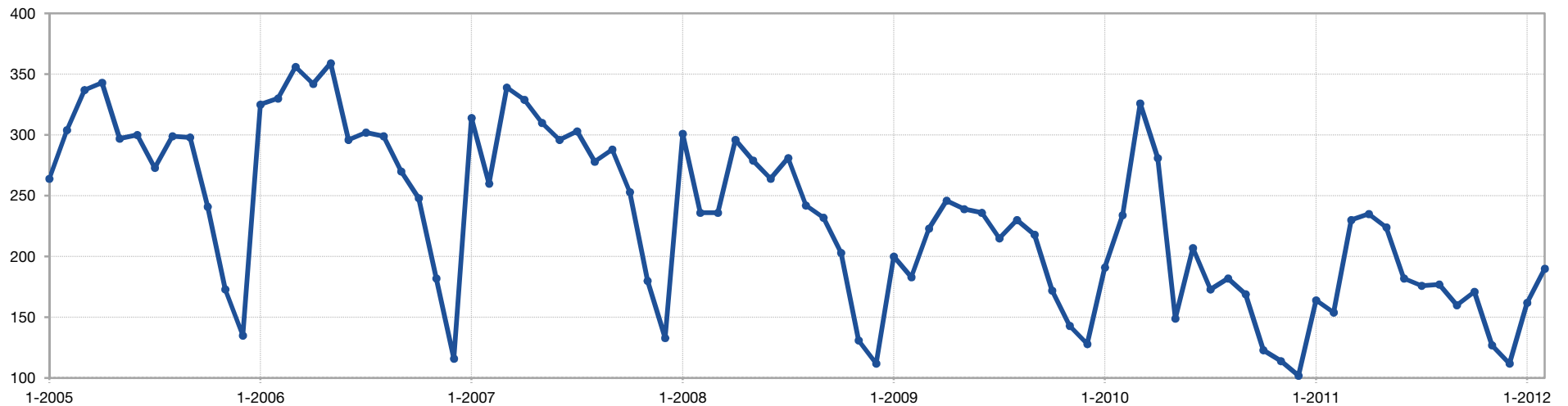


Year to Date



	New Listings	Prior Year	Percent Change
March 2011	230	326	-29.4%
April 2011	235	281	-16.4%
May 2011	224	149	+50.3%
June 2011	182	207	-12.1%
July 2011	176	173	+1.7%
August 2011	177	182	-2.7%
September 2011	160	169	-5.3%
October 2011	171	123	+39.0%
November 2011	127	114	+11.4%
December 2011	112	102	+9.8%
January 2012	162	164	-1.2%
February 2012	190	154	+23.4%
12-Month Avg	179	179	0.0%

Historical New Listings by Month

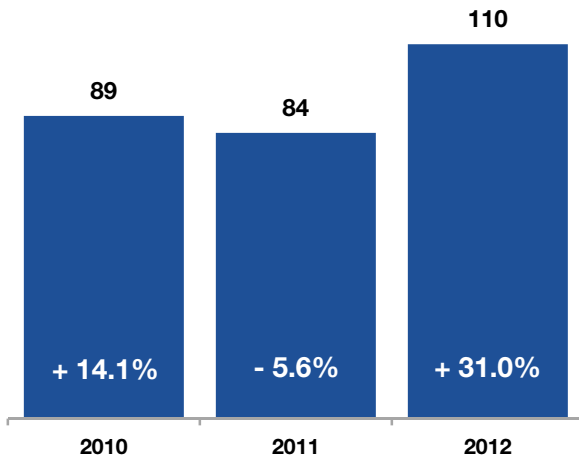


Pending Sales

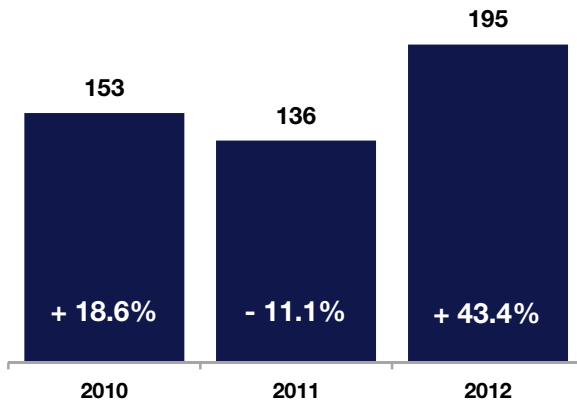
A count of the properties on which offers have been accepted in a given month.



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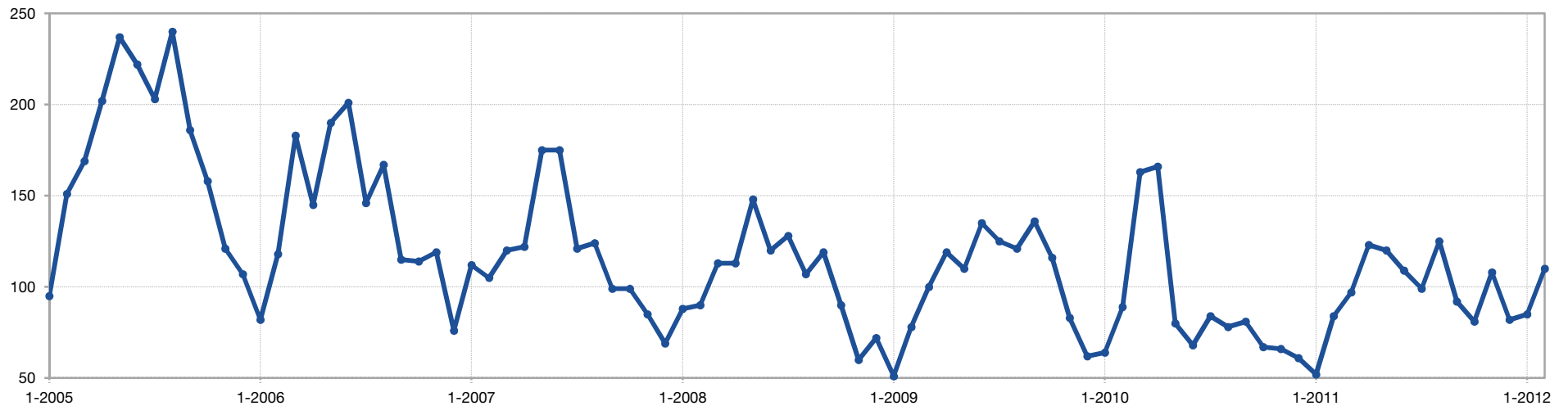


Year to Date



Pending Sales	Prior Year	Percent Change
March 2011	97	-40.5%
April 2011	123	-25.9%
May 2011	120	+50.0%
June 2011	109	+60.3%
July 2011	99	+17.9%
August 2011	125	+60.3%
September 2011	92	+13.6%
October 2011	81	+20.9%
November 2011	108	+63.6%
December 2011	82	+34.4%
January 2012	85	+63.5%
February 2012	110	+31.0%
12-Month Avg	103	+17.0%

Historical Pending Sales by Month

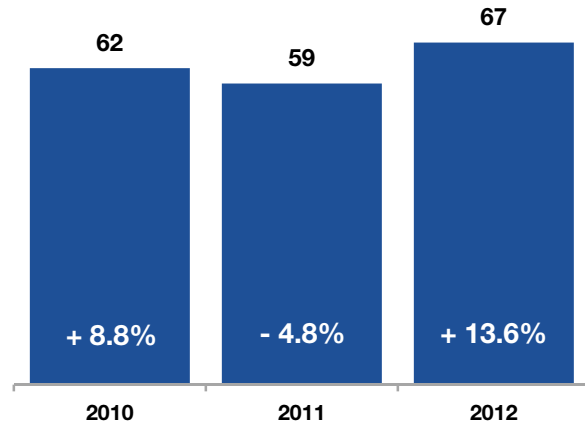


Closed Sales

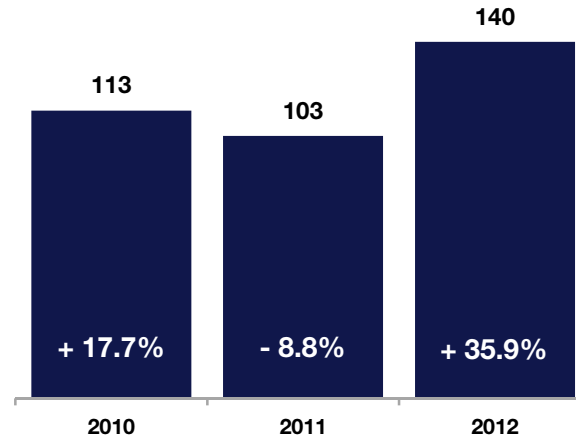
A count of the actual sales that closed in a given month.



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Year to Date



Closed Sales	Prior Year	Percent Change
March 2011	97	-24.7%
April 2011	137	-24.8%
May 2011	159	-19.5%
June 2011	130	-13.8%
July 2011	61	+85.2%
August 2011	80	+28.8%
September 2011	80	+57.5%
October 2011	71	+19.7%
November 2011	66	+33.3%
December 2011	78	+33.3%
January 2012	44	+65.9%
February 2012	67	+13.6%
12-Month Avg	98	+10.1%

Historical Closed Sales by Month

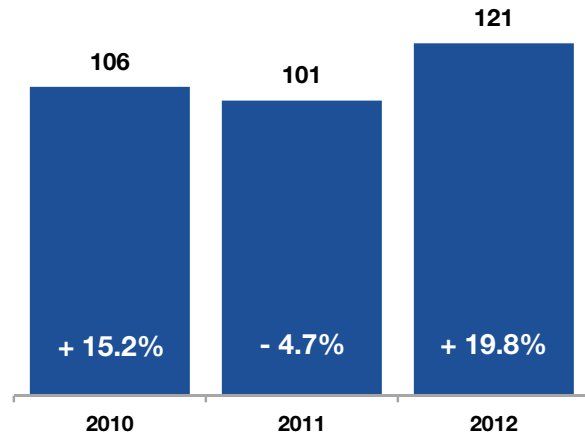


Days on Market Until Sale

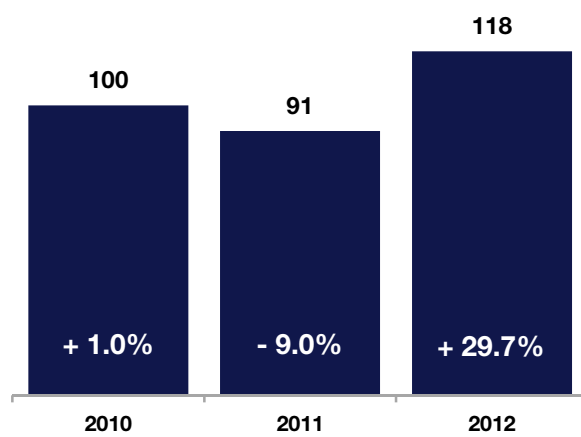
Average number of days between when a property is listed and when an offer is accepted in a given month.



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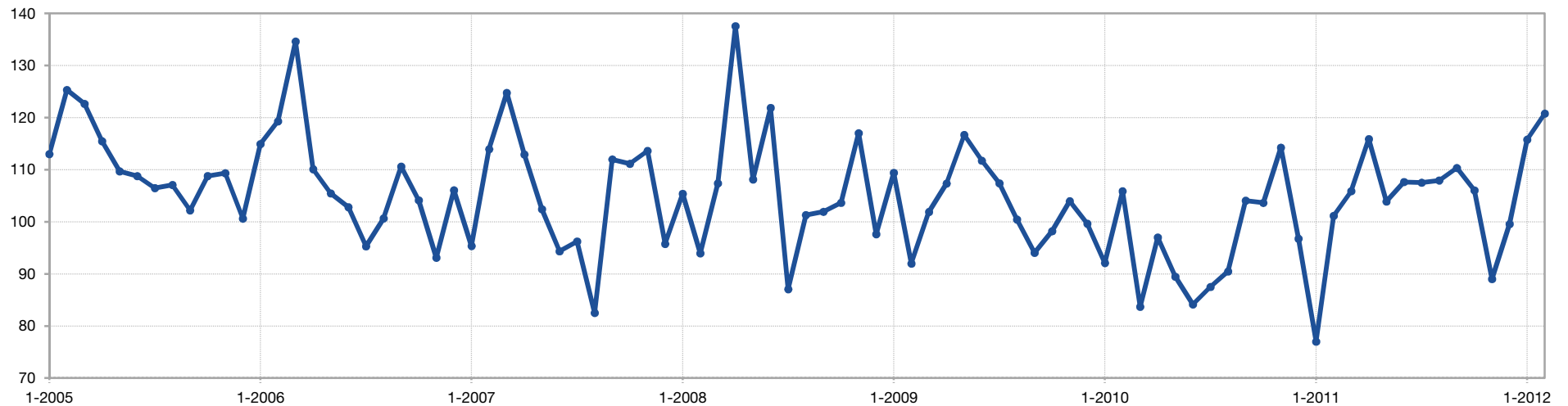


Year to Date



Days on Market	Prior Year	Percent Change
March 2011	84	+26.2%
April 2011	97	+19.6%
May 2011	89	+16.9%
June 2011	84	+28.6%
July 2011	88	+22.7%
August 2011	90	+20.0%
September 2011	104	+5.8%
October 2011	104	+1.9%
November 2011	114	-21.9%
December 2011	97	+3.1%
January 2012	77	+50.6%
February 2012	101	+19.8%
12-Month Avg	108	+14.9%

Historical Days on Market Until Sale by Month

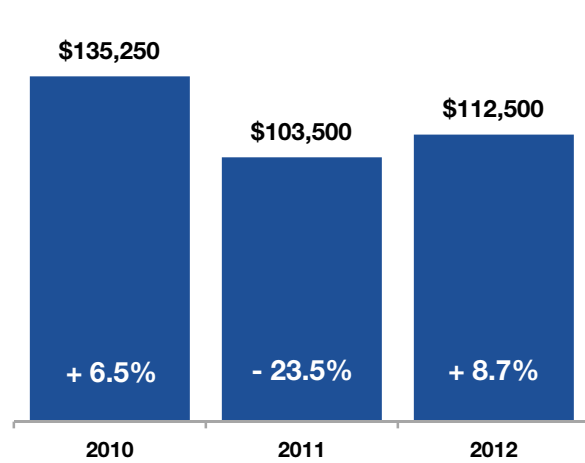


Median Sales Price

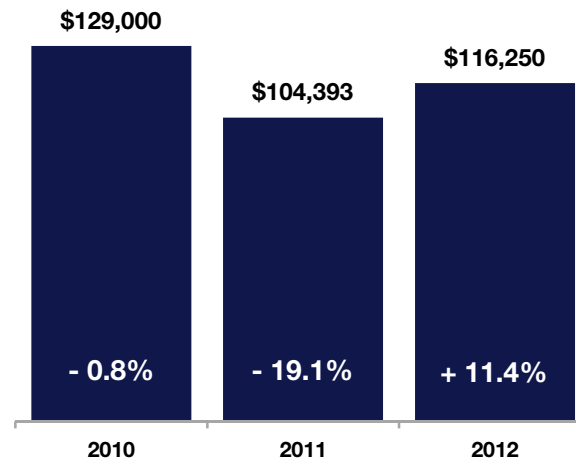
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February

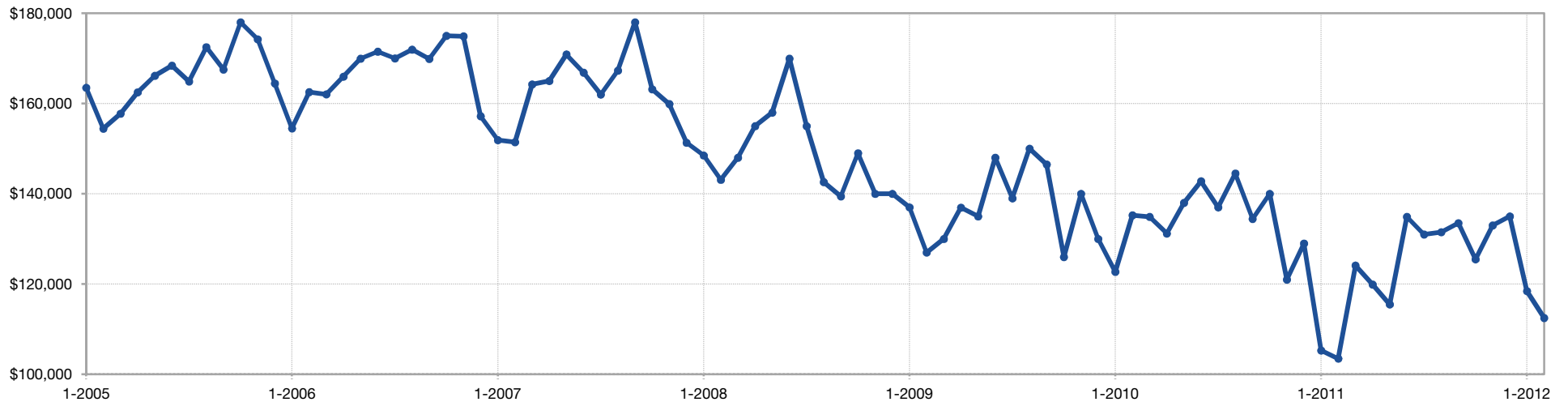


Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2011	\$124,125	\$134,900	-8.0%
April 2011	\$119,900	\$131,200	-8.6%
May 2011	\$115,500	\$138,000	-16.3%
June 2011	\$134,900	\$142,800	-5.5%
July 2011	\$131,000	\$137,000	-4.4%
August 2011	\$131,500	\$144,517	-9.0%
September 2011	\$133,500	\$134,450	-0.7%
October 2011	\$125,500	\$140,000	-10.4%
November 2011	\$133,000	\$121,000	+9.9%
December 2011	\$135,000	\$129,000	+4.7%
January 2012	\$118,450	\$105,285	+12.5%
February 2012	\$112,500	\$103,500	+8.7%
12-Month Avg	\$126,240	\$130,138	-3.0%

Historical Median Sales Price by Month

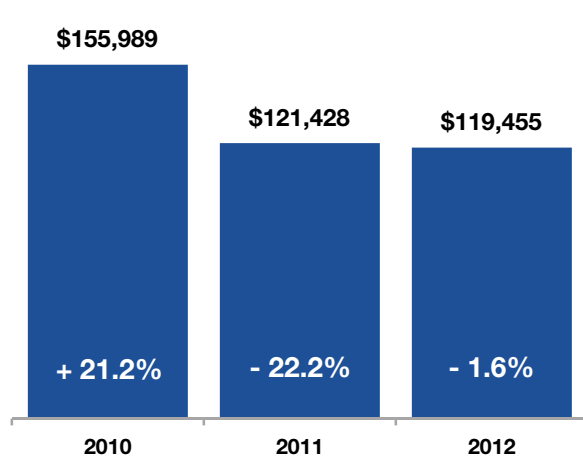


Average Sales Price

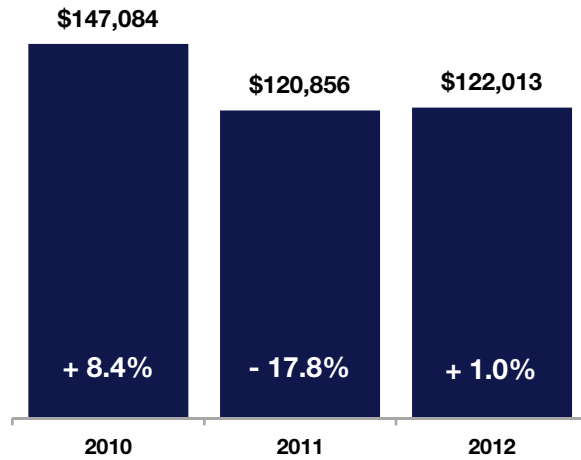
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Average Sales Price	Prior Year	Percent Change
March 2011	\$131,844	\$139,275	-5.3%
April 2011	\$125,817	\$145,370	-13.5%
May 2011	\$135,106	\$152,260	-11.3%
June 2011	\$161,122	\$163,658	-1.5%
July 2011	\$143,695	\$170,776	-15.9%
August 2011	\$150,730	\$157,678	-4.4%
September 2011	\$153,718	\$137,232	+12.0%
October 2011	\$136,236	\$142,104	-4.1%
November 2011	\$135,877	\$130,726	+3.9%
December 2011	\$151,812	\$135,279	+12.2%
January 2012	\$124,359	\$120,099	+3.5%
February 2012	\$119,455	\$121,428	-1.6%
12-Month Avg	\$139,147	\$142,990	-2.7%

Historical Average Sales Price by Month

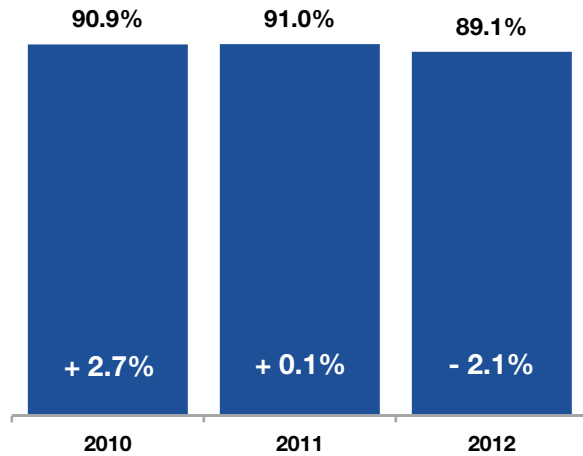


Percent of Original List Price Received

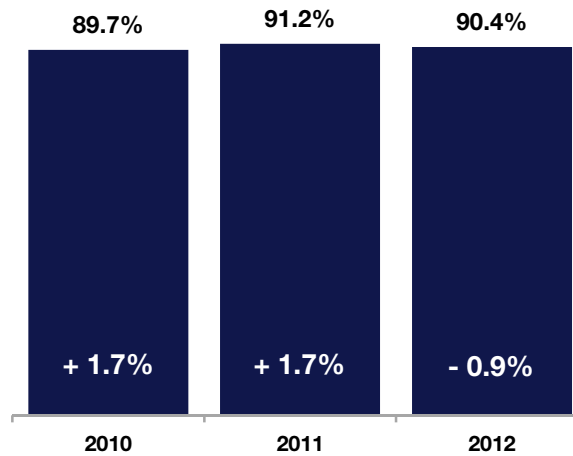
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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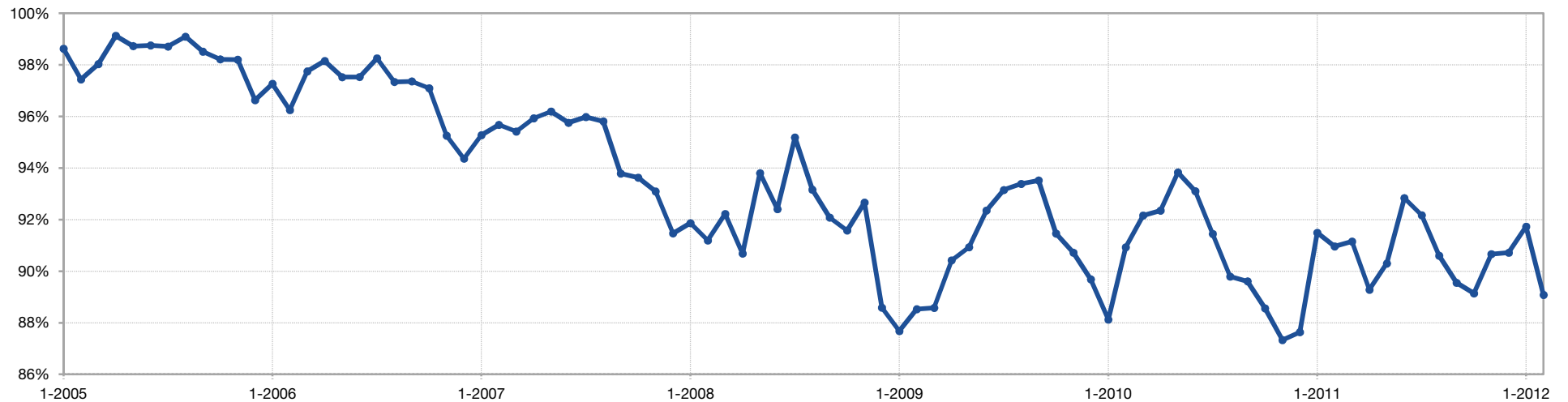


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
March 2011	91.2%	92.2%	-1.1%
April 2011	89.3%	92.4%	-3.4%
May 2011	90.3%	93.8%	-3.7%
June 2011	92.8%	93.1%	-0.3%
July 2011	92.2%	91.4%	+0.9%
August 2011	90.6%	89.8%	+0.9%
September 2011	89.6%	89.6%	0.0%
October 2011	89.1%	88.6%	+0.6%
November 2011	90.7%	87.3%	+3.9%
December 2011	90.7%	87.6%	+3.5%
January 2012	91.7%	91.5%	+0.2%
February 2012	89.1%	91.0%	-2.1%
12-Month Avg	90.6%	90.7%	-0.1%

Historical Percent of Original List Price Received by Month

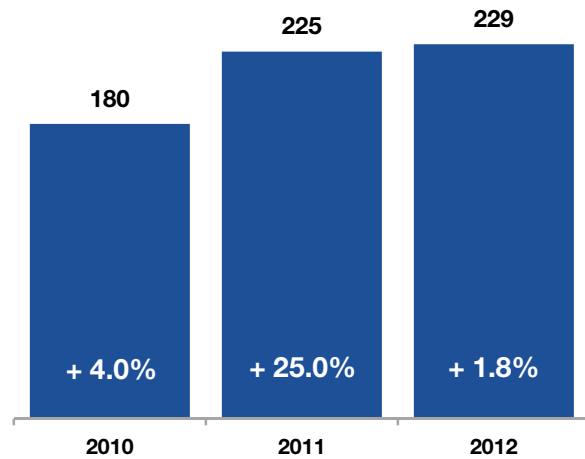


Housing Affordability Index

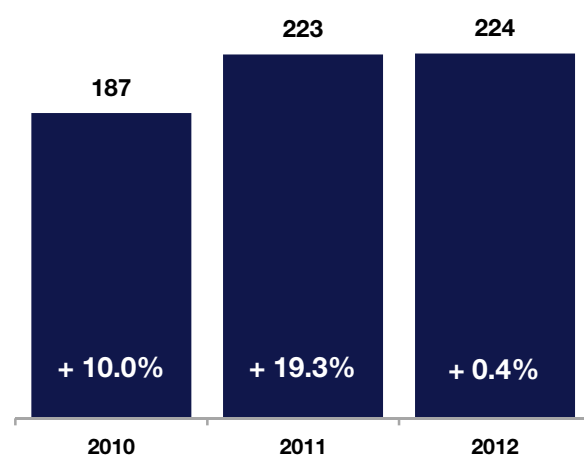
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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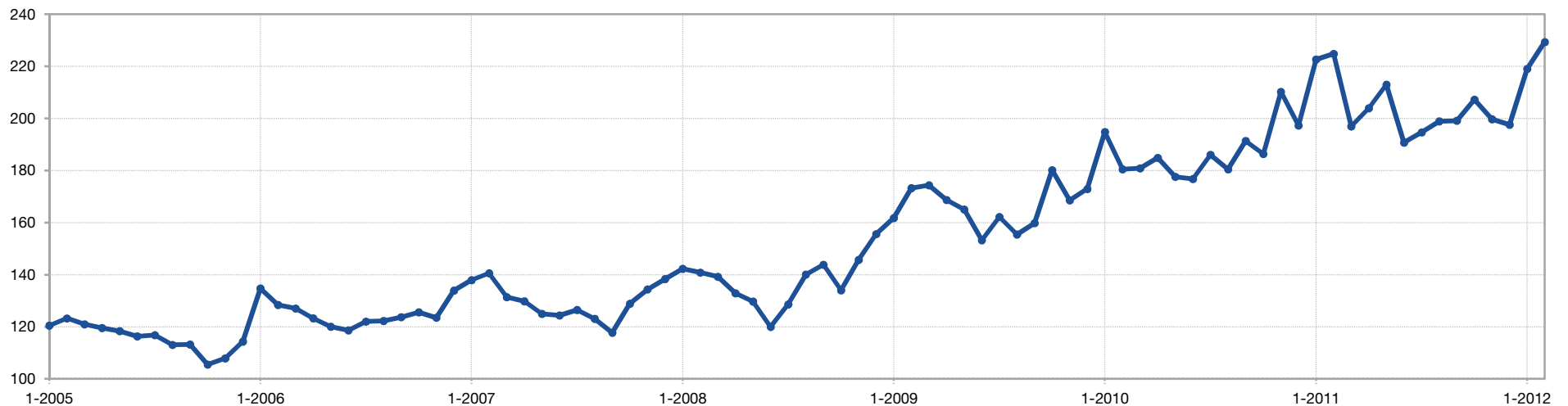


Year to Date



	Affordability Index	Prior Year	Percent Change
March 2011	197	181	+8.8%
April 2011	204	185	+10.3%
May 2011	213	178	+19.7%
June 2011	191	177	+7.9%
July 2011	195	186	+4.8%
August 2011	199	180	+10.6%
September 2011	199	191	+4.2%
October 2011	207	186	+11.3%
November 2011	200	210	-4.8%
December 2011	198	197	+0.5%
January 2012	219	223	-1.8%
February 2012	229	225	+1.8%
12-Month Avg	204	193	+5.7%

Historical Housing Affordability Index by Month

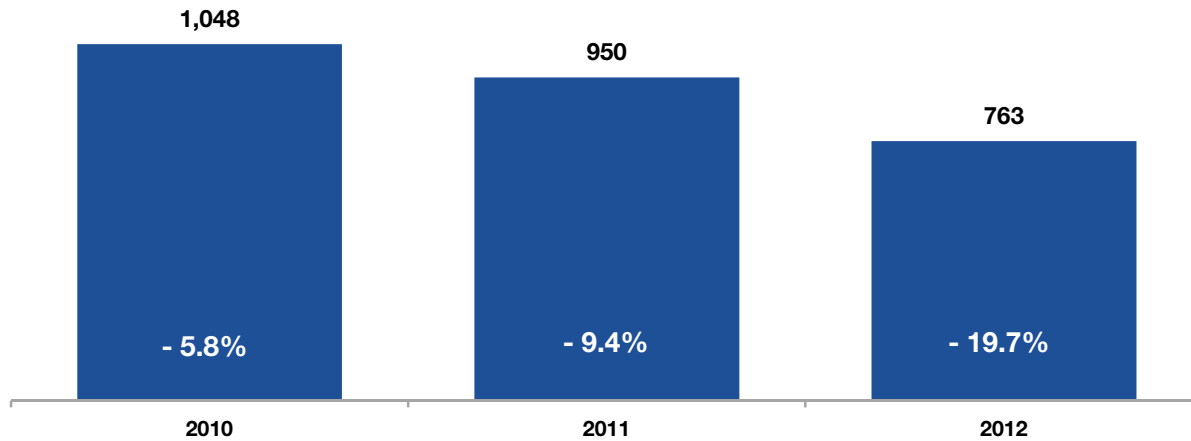


Inventory of Homes for Sale

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

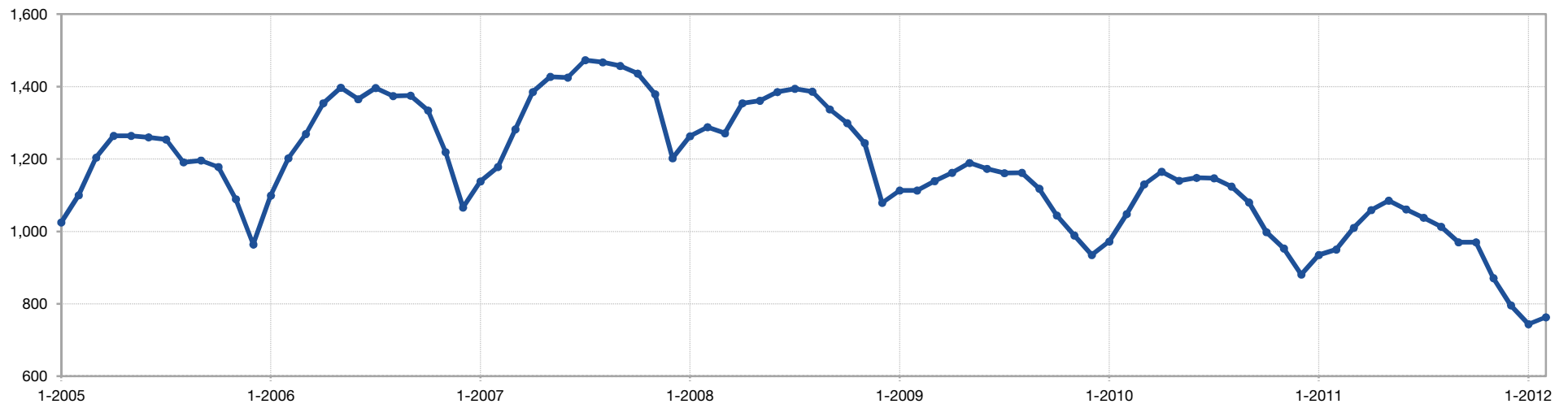


February



	Homes for Sale	Prior Year	Percent Change
March 2011	1,010	1,130	-10.6%
April 2011	1,059	1,165	-9.1%
May 2011	1,085	1,140	-4.8%
June 2011	1,061	1,148	-7.6%
July 2011	1,038	1,147	-9.5%
August 2011	1,013	1,124	-9.9%
September 2011	970	1,080	-10.2%
October 2011	970	998	-2.8%
November 2011	871	953	-8.6%
December 2011	796	881	-9.6%
January 2012	744	935	-20.4%
February 2012	763	950	-19.7%
12-Month Avg	948	1,054	-10.1%

Historical Inventory of Homes for Sale by Month

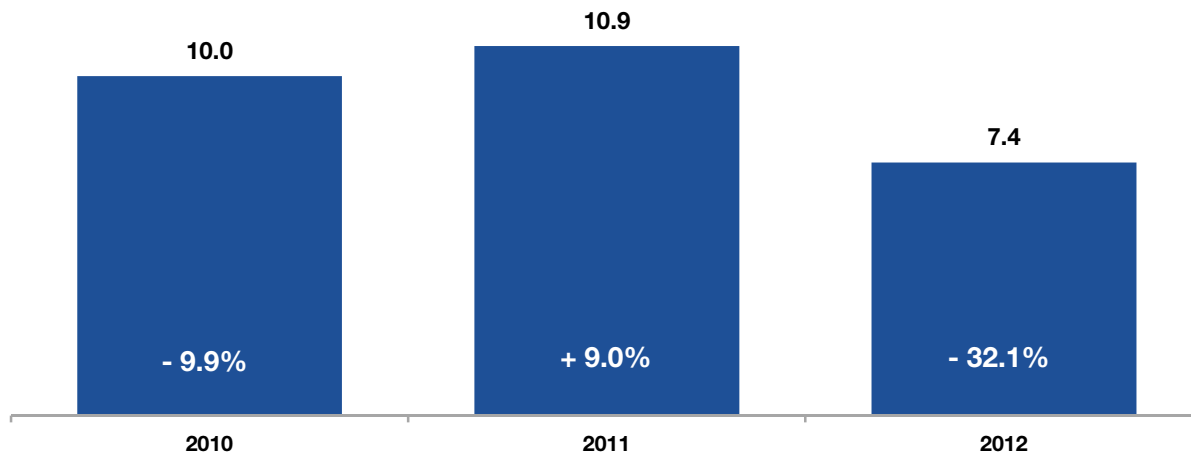


Months Supply of Inventory

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.

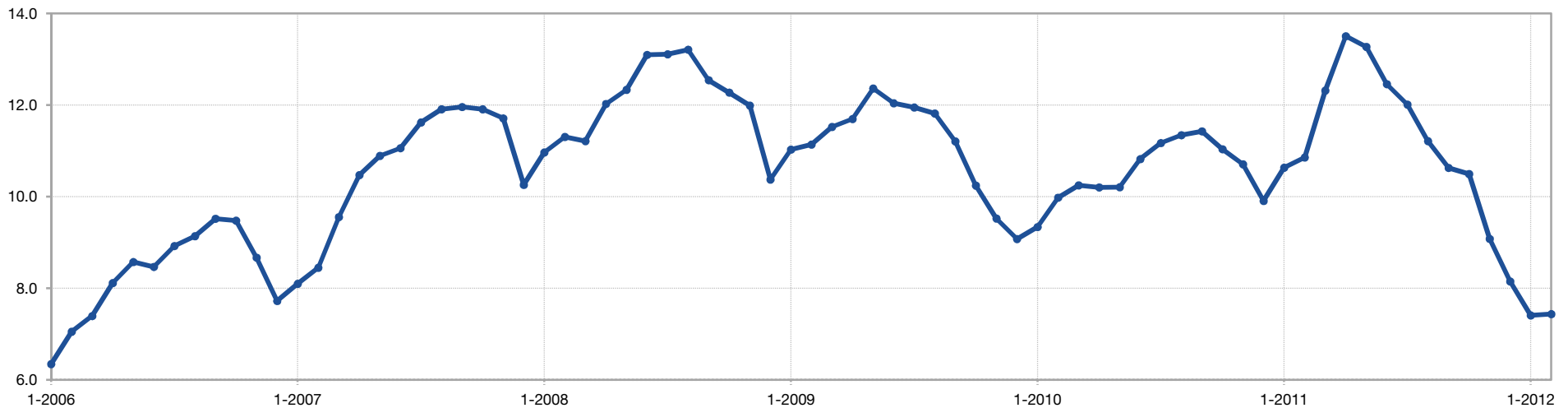


February



Months Supply		Prior Year	Percent Change
March 2011	12.3	10.2	+20.6%
April 2011	13.5	10.2	+32.4%
May 2011	13.3	10.2	+30.4%
June 2011	12.5	10.8	+15.7%
July 2011	12.0	11.2	+7.1%
August 2011	11.2	11.3	-0.9%
September 2011	10.6	11.4	-7.0%
October 2011	10.5	11.0	-4.5%
November 2011	9.1	10.7	-15.0%
December 2011	8.2	9.9	-17.2%
January 2012	7.4	10.6	-30.2%
February 2012	7.4	10.9	-32.1%
12-Month Avg	10.7	10.7	0.0%

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 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	2-2011	2-2012	+ / -	2-2011	2-2012	+ / -
Albany	17	5	-70.6%	5	4	-20.0%	\$105,550	\$74,900	-29.0%	77	21	-72.7%	20.7	5.6	-72.9%
Avon	13	7	-46.2%	3	2	-33.3%	\$182,500	\$114,750	-37.1%	40	18	-55.0%	15.0	5.3	-64.9%
Clearwater	8	15	+87.5%	6	7	+16.7%	\$109,950	\$110,000	+0.0%	36	39	+8.3%	11.4	11.4	+0.4%
Cold Spring	25	26	+4.0%	7	1	-85.7%	\$139,000	\$100,000	-28.1%	130	66	-49.2%	24.8	11.0	-55.6%
Eden Lake Twp	1	1	0.0%	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Eden Valley	8	7	-12.5%	2	3	+50.0%	\$55,250	\$14,000	-74.7%	52	29	-44.2%	24.6	12.4	-49.5%
Fair Haven Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	2	+100.0%	0.6	2.0	+233.3%
Foley	19	22	+15.8%	12	5	-58.3%	\$104,500	\$75,000	-28.2%	57	59	+3.5%	9.2	9.1	-1.6%
Freeport	6	6	0.0%	0	5	--	\$0	\$140,000	--	16	14	-12.5%	12.0	7.4	-38.2%
Holdingsford	7	7	0.0%	0	3	--	\$0	\$90,250	--	28	15	-46.4%	20.4	7.9	-61.4%
Kimball	10	12	+20.0%	2	1	-50.0%	\$105,375	\$119,000	+12.9%	56	37	-33.9%	18.2	17.7	-2.6%
Maine Prairie Twp	2	0	-100.0%	0	0	--	\$0	\$0	--	2	0	-100.0%	2.0	0.0	-100.0%
Melrose	9	6	-33.3%	6	2	-66.7%	\$132,250	\$112,000	-15.3%	63	19	-69.8%	15.8	5.1	-67.6%
Paynesville	14	14	0.0%	7	5	-28.6%	\$45,100	\$114,500	+153.9%	90	37	-58.9%	18.9	8.1	-57.4%
Rice	25	21	-16.0%	4	5	+25.0%	\$158,000	\$137,500	-13.0%	96	70	-27.1%	16.9	11.8	-30.2%
Richmond	18	24	+33.3%	8	1	-87.5%	\$137,000	\$243,000	+77.4%	96	56	-41.7%	22.6	14.6	-35.3%
Rockville	1	1	0.0%	3	2	-33.3%	\$140,000	\$268,700	+91.9%	9	9	0.0%	5.3	5.4	+2.9%
Sartell	55	66	+20.0%	18	21	+16.7%	\$172,000	\$168,750	-1.9%	180	132	-26.7%	11.6	7.4	-36.3%
Sauk Centre	20	22	+10.0%	2	20	+900.0%	\$166,950	\$80,250	-51.9%	255	54	-78.8%	60.0	9.7	-83.8%
Sauk Rapids	53	55	+3.8%	13	17	+30.8%	\$135,000	\$124,900	-7.5%	143	98	-31.5%	12.6	6.2	-50.9%
St. Cloud	165	200	+21.2%	56	87	+55.4%	\$95,100	\$93,895	-1.3%	500	441	-11.8%	10.2	7.9	-23.1%
St. Joseph	26	17	-34.6%	10	7	-30.0%	\$84,600	\$174,100	+105.8%	72	51	-29.2%	10.9	8.1	-26.4%
St. Augusta	7	7	0.0%	1	3	+200.0%	\$182,000	\$221,100	+21.5%	20	21	+5.0%	12.3	10.0	-18.4%
Waite Park	19	14	-26.3%	6	8	+33.3%	\$74,500	\$138,250	+85.6%	55	41	-25.5%	10.6	6.3	-40.7%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.5	1.0	+100.0%