

Monthly Indicators



September 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

- 27.0% **+ 3.4%** **- 9.0%**

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.



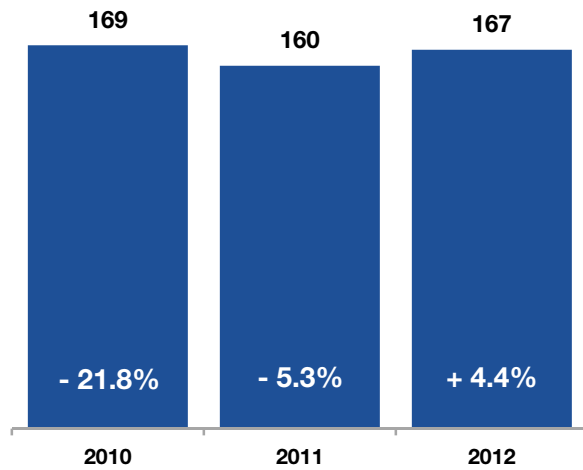
Key Metrics	Historical Sparkbars	9-2011	9-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		160	167	+ 4.4%	1,697	1,676	- 1.2%
Pending Sales		92	97	+ 5.4%	899	1,045	+ 16.2%
Closed Sales		126	92	- 27.0%	859	1,007	+ 17.2%
Days on Market		110	85	- 22.7%	106	104	- 1.9%
Median Sales Price		\$133,500	\$138,000	+ 3.4%	\$125,000	\$129,900	+ 3.9%
Average Sales Price		\$153,718	\$144,388	- 6.1%	\$141,238	\$140,224	- 0.7%
Pct. of Orig. Price Received		89.6%	92.4%	+ 3.1%	90.9%	92.2%	+ 1.4%
Affordability Index		218	225	+ 3.2%	229	236	+ 3.1%
Homes for Sale		843	767	- 9.0%	--	--	--
Months Supply		9.3	7.0	- 24.7%	--	--	--

New Listings

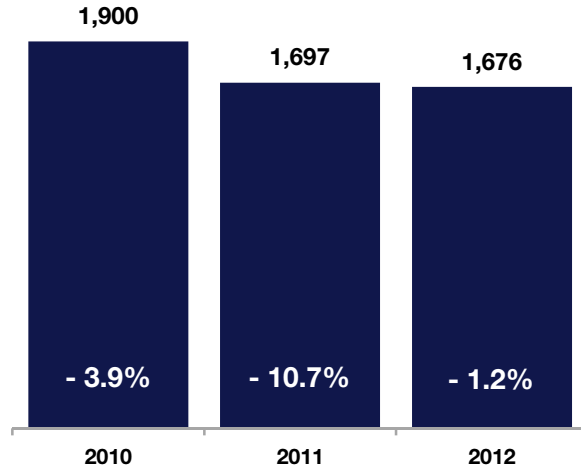
A count of the properties that have been newly listed on the market in a given month.



September

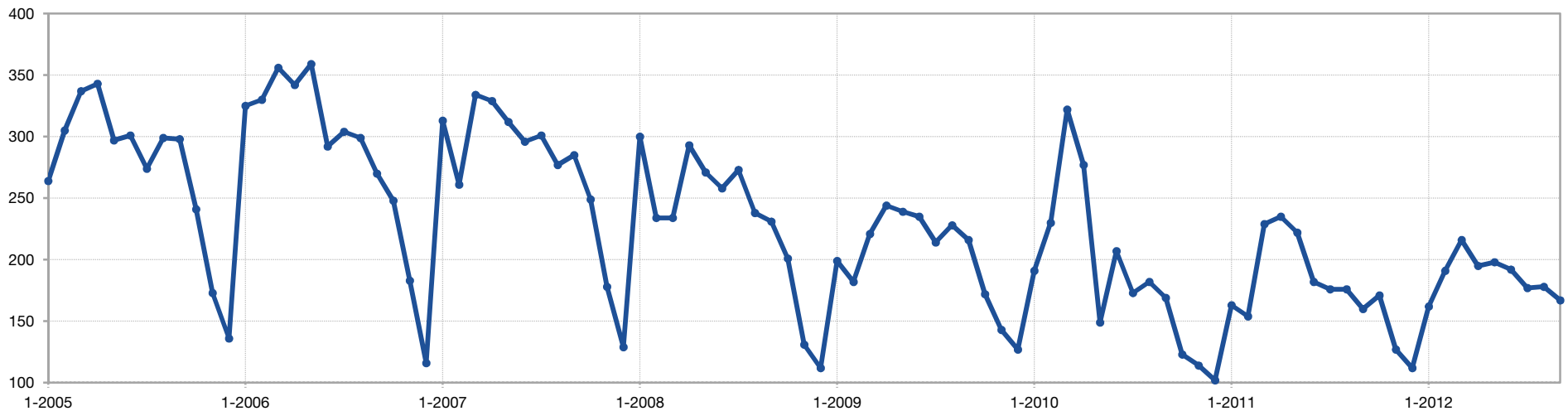


Year to Date



	New Listings	Prior Year	Percent Change
October 2011	171	123	+39.0%
November 2011	127	114	+11.4%
December 2011	112	102	+9.8%
January 2012	162	163	-0.6%
February 2012	191	154	+24.0%
March 2012	216	229	-5.7%
April 2012	195	235	-17.0%
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%
12-Month Avg	174	170	+2.4%

Historical New Listings by Month

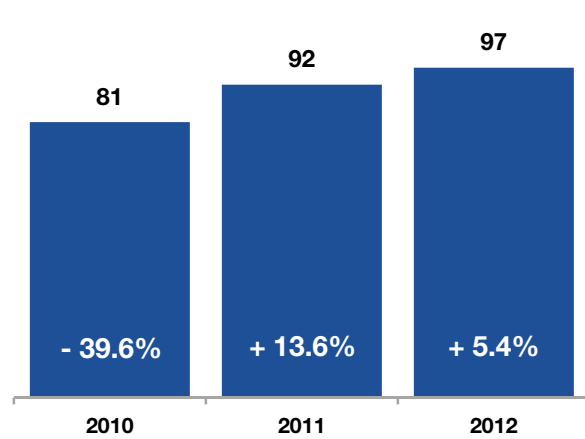


Pending Sales

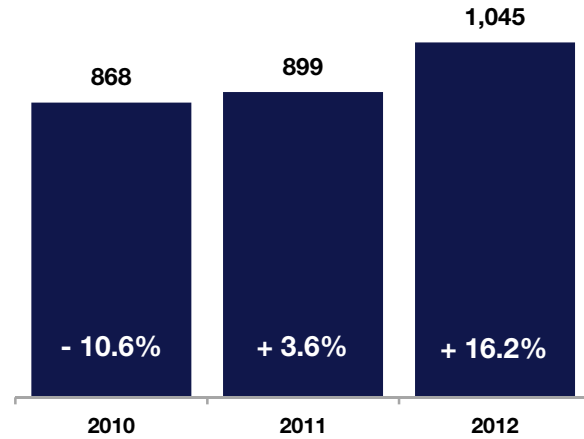
A count of the properties on which offers have been accepted in a given month.



September

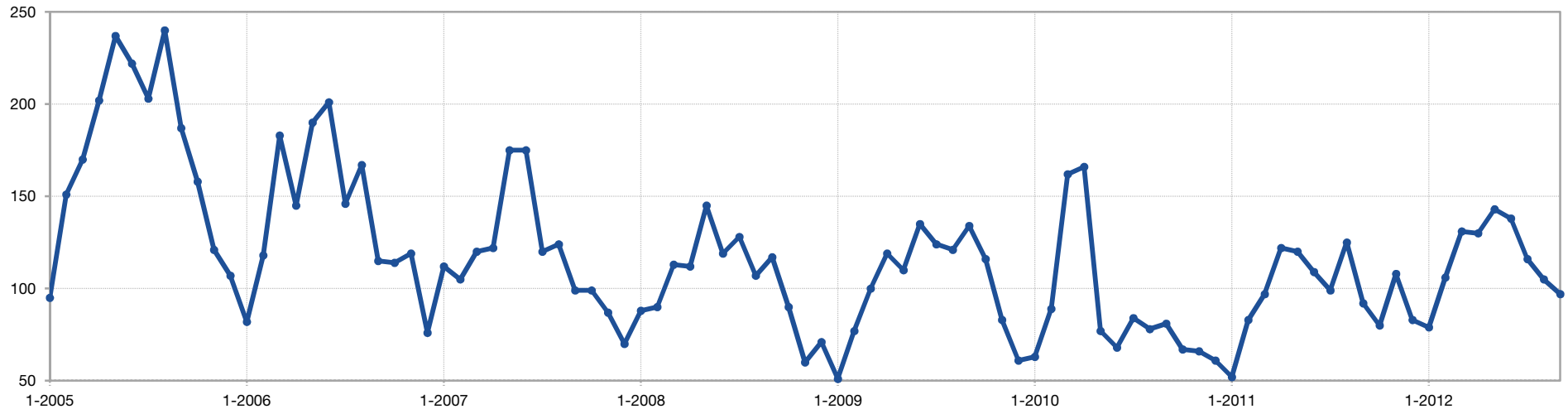


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
October 2011	80	67	+19.4%
November 2011	108	66	+63.6%
December 2011	83	61	+36.1%
January 2012	79	52	+51.9%
February 2012	106	83	+27.7%
March 2012	131	97	+35.1%
April 2012	130	122	+6.6%
May 2012	143	120	+19.2%
June 2012	138	109	+26.6%
July 2012	116	99	+17.2%
August 2012	105	125	-16.0%
September 2012	97	92	+5.4%
12-Month Avg	110	91	+20.9%

Historical Pending Sales by Month

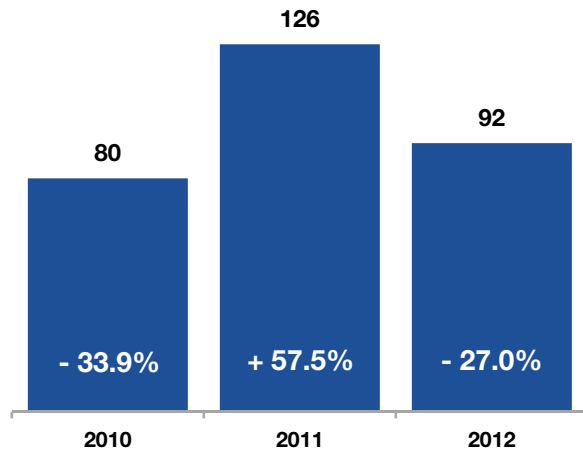


Closed Sales

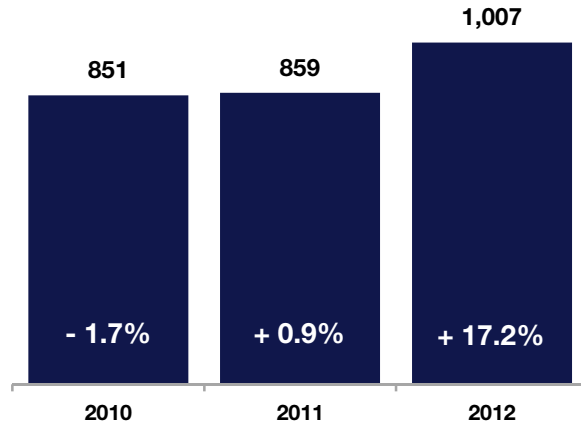
A count of the actual sales that closed in a given month.



September

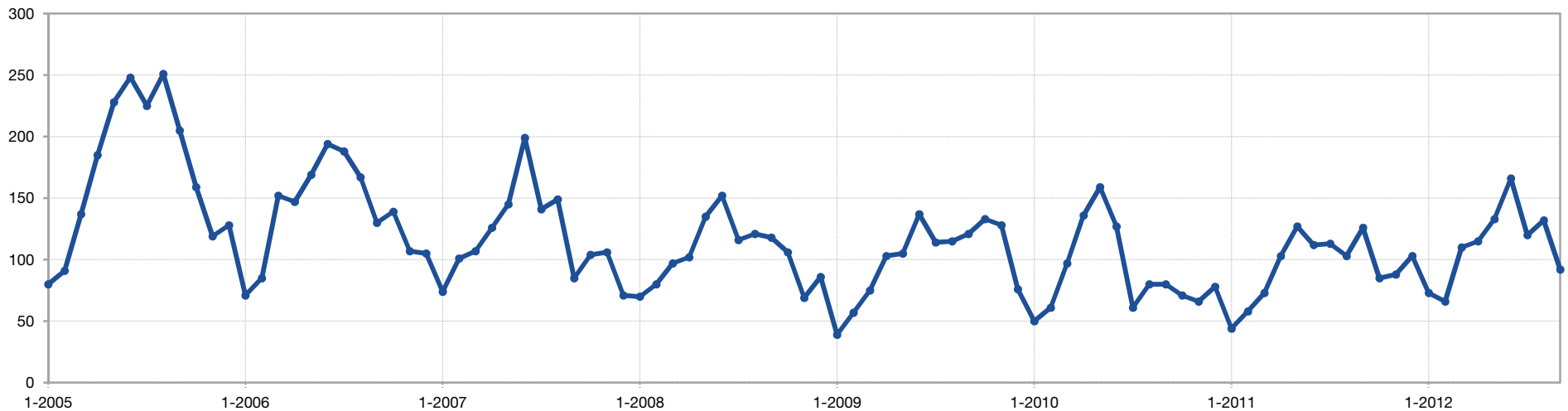


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2011	85	71	+19.7%
November 2011	88	66	+33.3%
December 2011	103	78	+32.1%
January 2012	73	44	+65.9%
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	120	113	+6.2%
August 2012	132	103	+28.2%
September 2012	92	126	-27.0%
12-Month Avg	107	90	+18.9%

Historical Closed Sales by Month

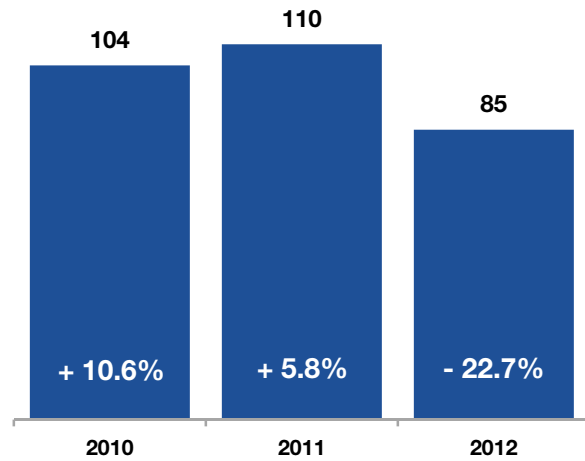


Days on Market Until Sale

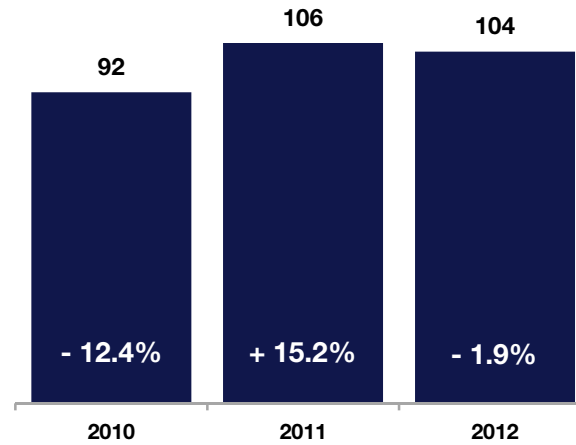
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

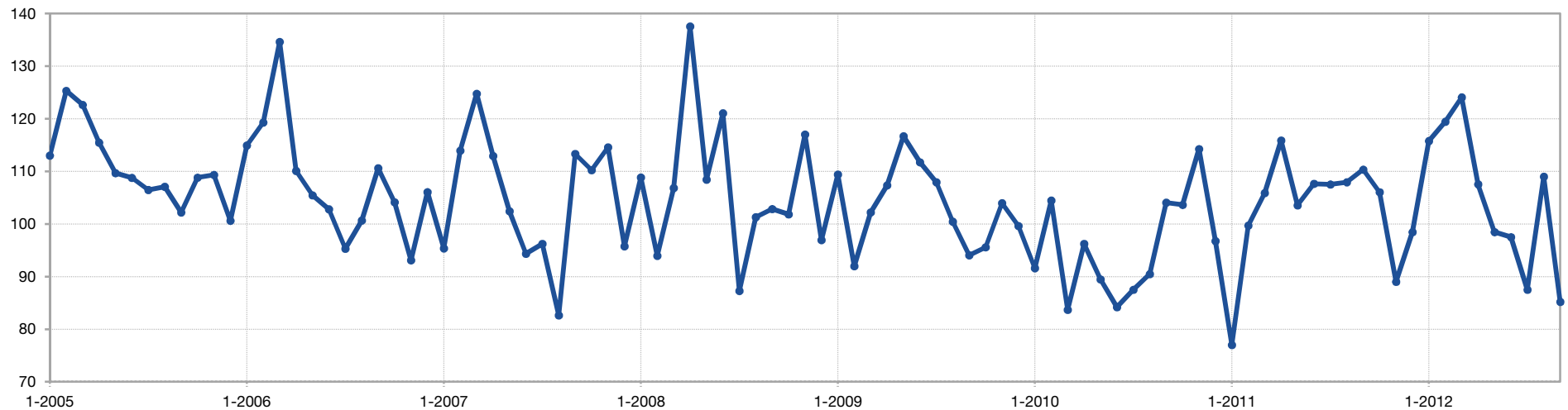


Year to Date



Days on Market	Prior Year	Percent Change	
October 2011	106	104	+1.9%
November 2011	89	114	-21.9%
December 2011	98	97	+1.0%
January 2012	116	77	+50.6%
February 2012	119	100	+19.0%
March 2012	124	106	+17.0%
April 2012	108	116	-6.9%
May 2012	98	104	-5.8%
June 2012	98	108	-9.3%
July 2012	88	108	-18.5%
August 2012	109	108	+0.9%
September 2012	85	110	-22.7%
12-Month Avg	103	104	-1.0%

Historical Days on Market Until Sale by Month

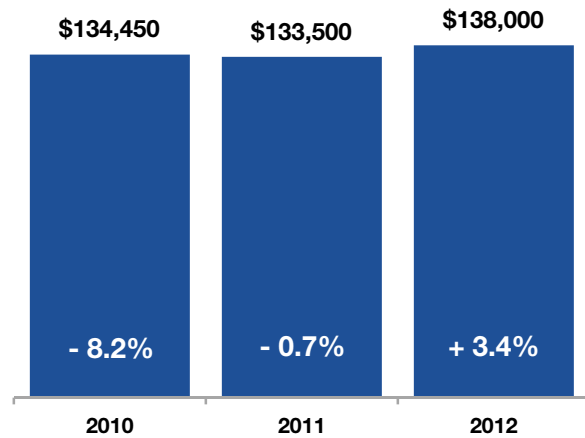


Median Sales Price

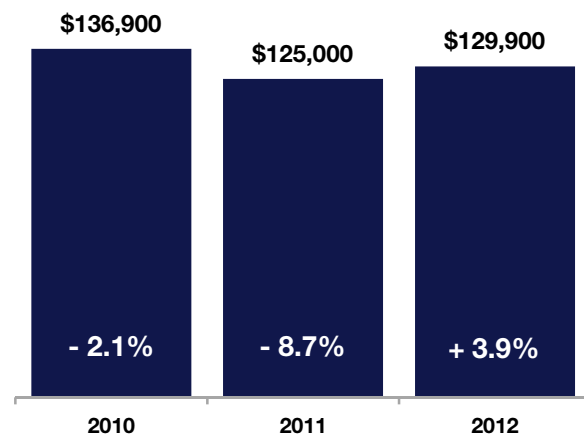
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

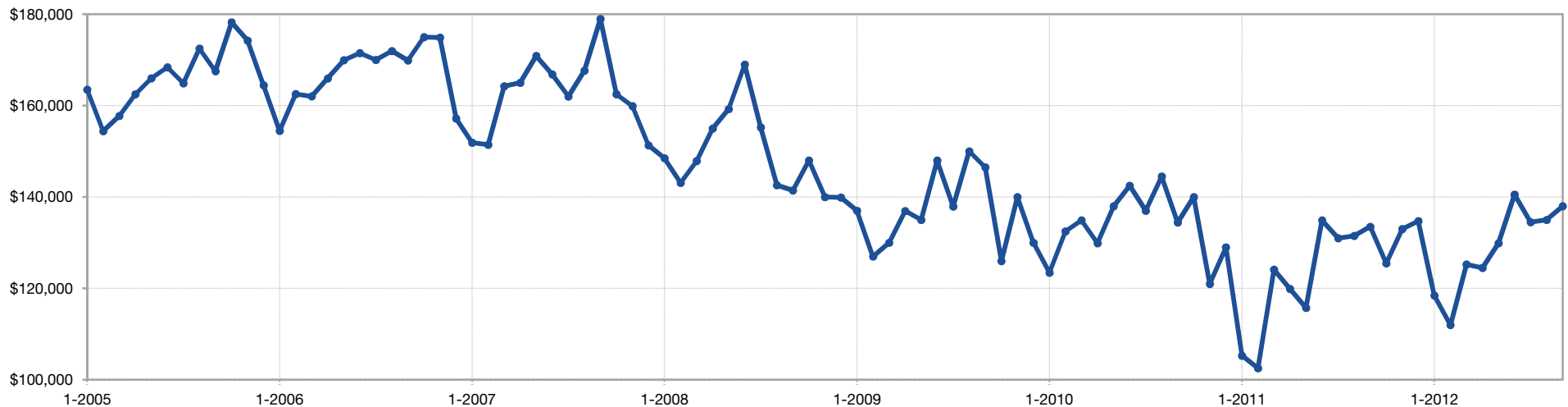


Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2011	\$125,500	\$140,000	-10.4%
November 2011	\$133,000	\$121,000	+9.9%
December 2011	\$134,750	\$129,000	+4.5%
January 2012	\$118,450	\$105,285	+12.5%
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	\$134,500	\$131,000	+2.7%
August 2012	\$135,000	\$131,500	+2.7%
September 2012	\$138,000	\$133,500	+3.4%
12-Month Avg	\$129,283	\$124,043	+4.2%

Historical Median Sales Price by Month

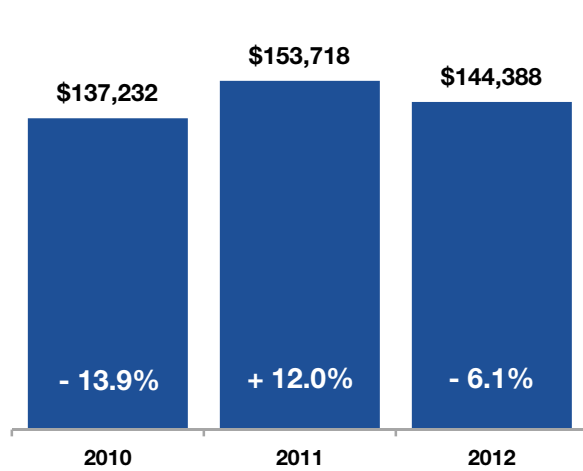


Average Sales Price

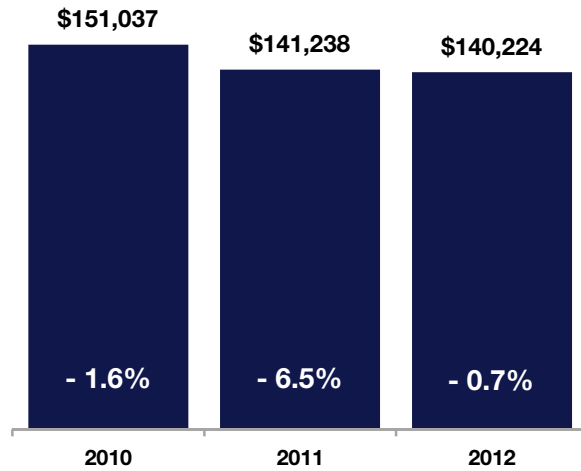
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Average Sales Price	Prior Year	Percent Change
October 2011	\$136,236	\$142,104	-4.1%
November 2011	\$136,731	\$130,726	+4.6%
December 2011	\$149,945	\$135,279	+10.8%
January 2012	\$124,359	\$120,099	+3.5%
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	\$148,030	\$143,695	+3.0%
August 2012	\$149,405	\$150,730	-0.9%
September 2012	\$144,388	\$153,718	-6.1%
12-Month Avg	\$138,798	\$137,672	+0.8%

Historical Average Sales Price by Month

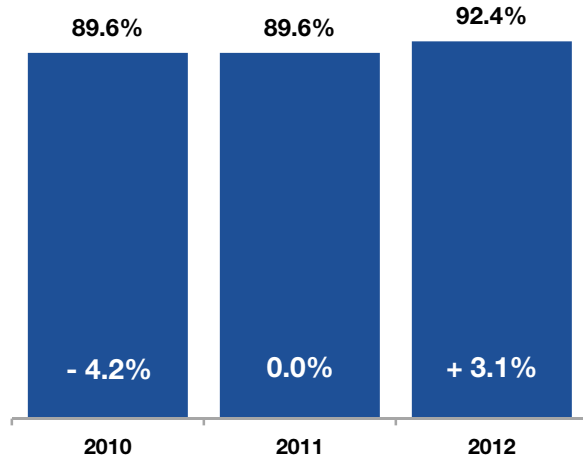


Percent of Original List Price Received

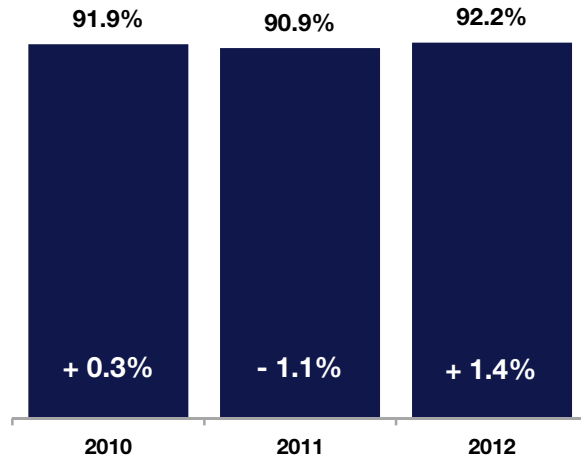
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September

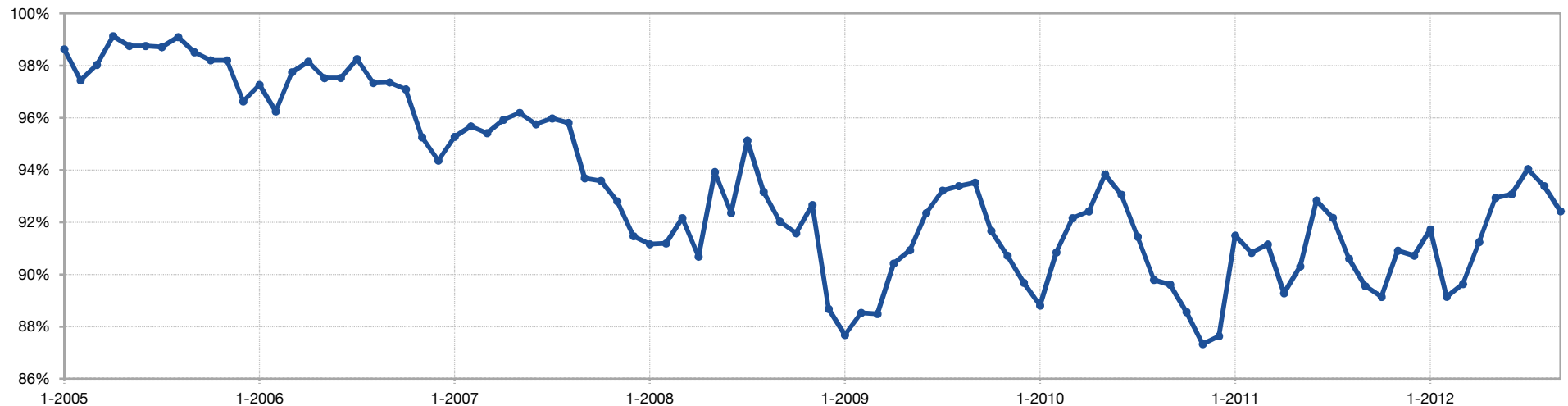


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2011	89.1%	88.6%	+0.6%
November 2011	90.9%	87.3%	+4.1%
December 2011	90.7%	87.6%	+3.5%
January 2012	91.7%	91.5%	+0.2%
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	94.0%	92.2%	+2.0%
August 2012	93.4%	90.6%	+3.1%
September 2012	92.4%	89.6%	+3.1%
12-Month Avg	91.5%	90.1%	+1.6%

Historical Percent of Original List Price Received by Month

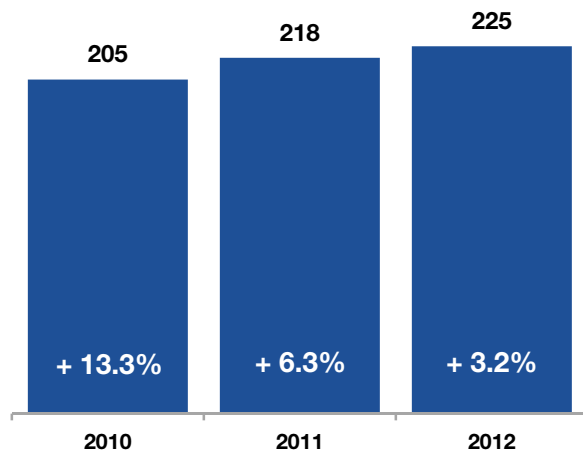


Housing Affordability Index

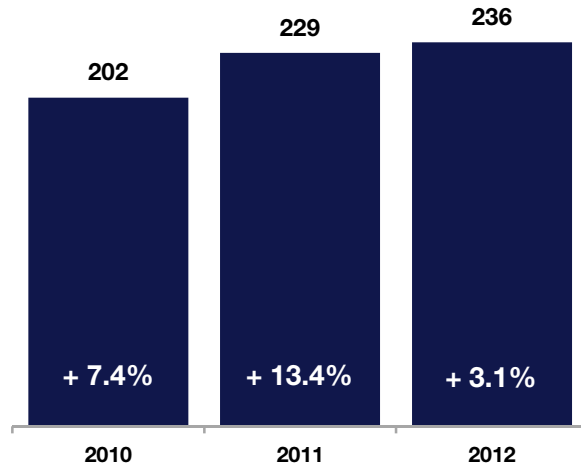
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

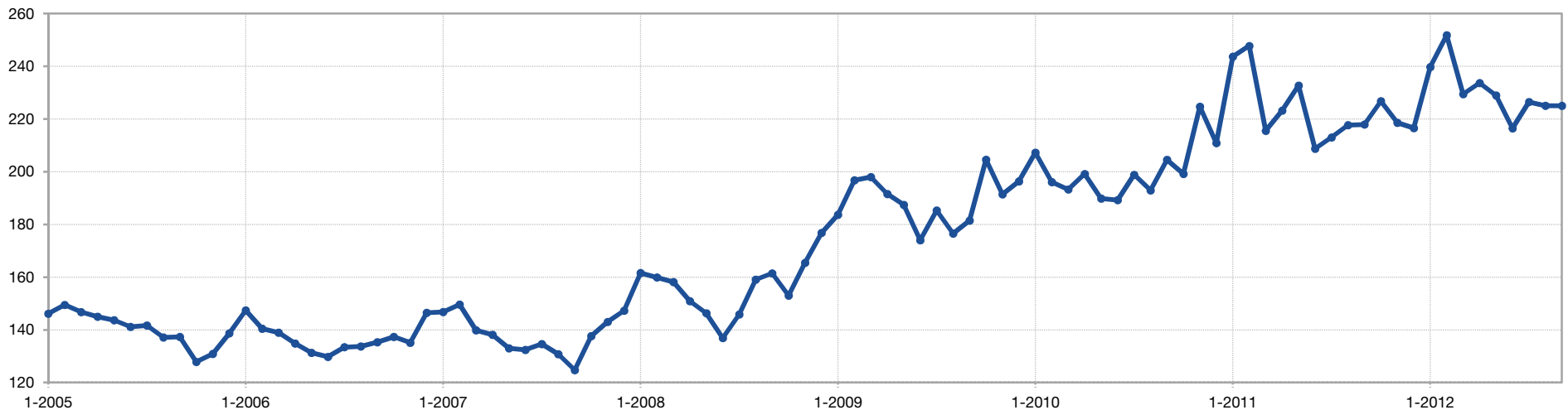


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2011	227	199	+14.1%
November 2011	219	225	-2.7%
December 2011	217	211	+2.8%
January 2012	240	244	-1.6%
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	225	218	+3.2%
12-Month Avg	228	221	+3.2%

Historical Housing Affordability Index by Month

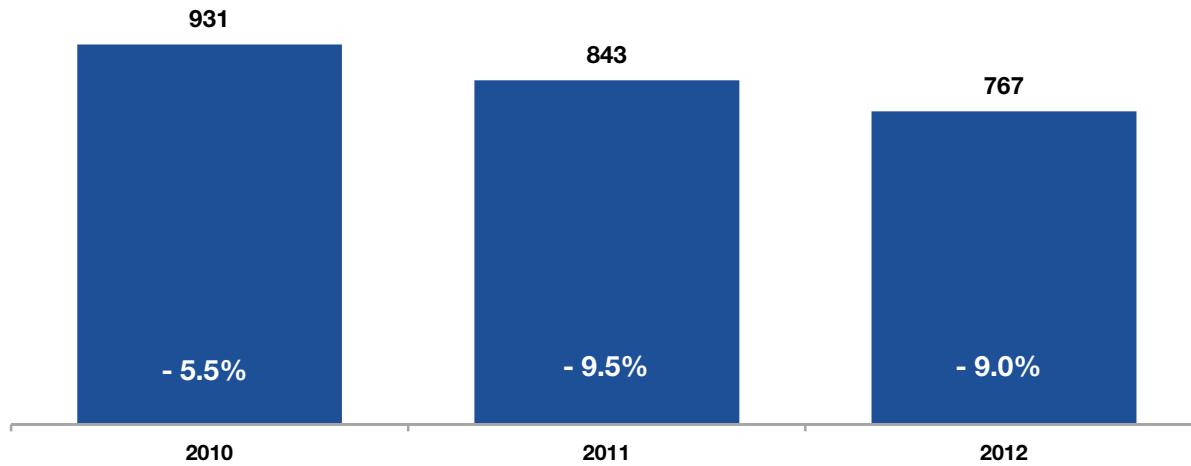


Inventory of Homes for Sale

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



September



	Homes for Sale	Prior Year	Percent Change
October 2011	845	849	-0.5%
November 2011	769	804	-4.4%
December 2011	697	732	-4.8%
January 2012	720	785	-8.3%
February 2012	748	801	-6.6%
March 2012	788	853	-7.6%
April 2012	792	902	-12.2%
May 2012	789	926	-14.8%
June 2012	779	927	-16.0%
July 2012	774	910	-14.9%
August 2012	774	886	-12.6%
September 2012	767	843	-9.0%
12-Month Avg	770	852	-9.6%

Historical Inventory of Homes for Sale by Month

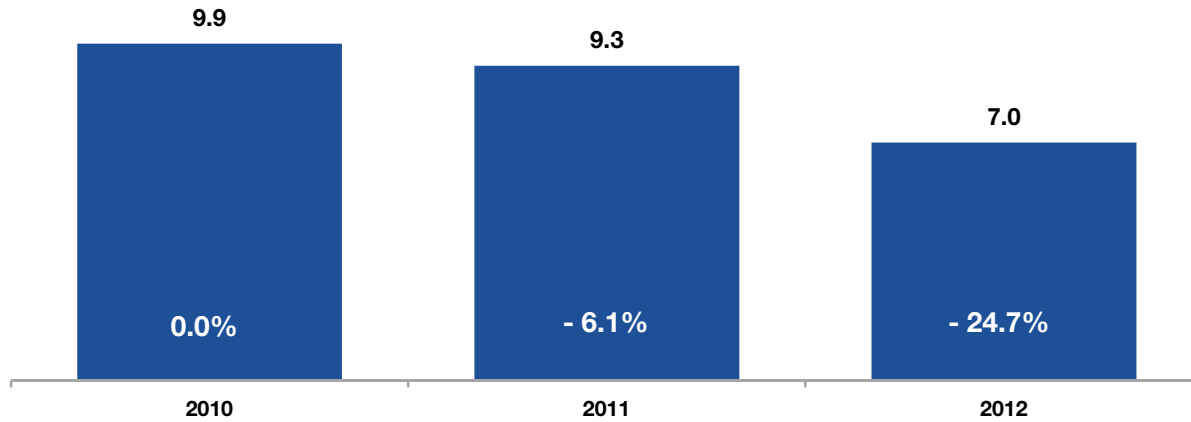


Months Supply of Inventory

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.

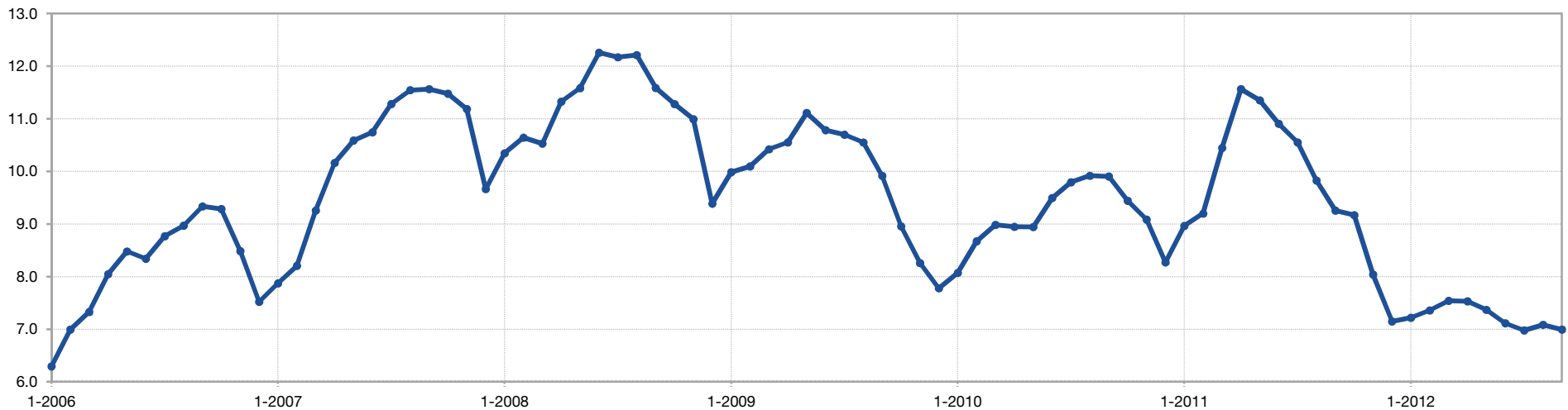


September



	Months Supply	Prior Year	Percent Change
October 2011	9.2	9.4	-2.1%
November 2011	8.0	9.1	-12.1%
December 2011	7.1	8.3	-14.5%
January 2012	7.2	9.0	-20.0%
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	7.1	10.9	-34.9%
July 2012	7.0	10.6	-34.0%
August 2012	7.1	9.8	-27.6%
September 2012	7.0	9.3	-24.7%
12-Month Avg	7.5	9.9	-24.2%

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 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	9-2011	9-2012	+ / -	9-2011	9-2012	+ / -
Albany	58	57	-1.7%	29	32	+10.3%	\$136,550	\$119,750	-12.3%	34	29	-14.7%	9.6	7.9	-17.5%
Avon	64	54	-15.6%	29	27	-6.9%	\$160,550	\$146,000	-9.1%	32	29	-9.4%	8.7	10.5	+20.8%
Clearwater	59	79	+33.9%	36	37	+2.8%	\$127,750	\$142,000	+11.2%	29	34	+17.2%	7.7	8.0	+3.4%
Cold Spring	120	132	+10.0%	49	62	+26.5%	\$145,000	\$145,000	0.0%	71	76	+7.0%	12.2	11.5	-5.2%
Eden Lake Twp	3	4	+33.3%	1	1	0.0%	\$54,000	\$500,000	+825.9%	2	1	-50.0%	2.0	1.0	-50.0%
Eden Valley	37	42	+13.5%	13	22	+69.2%	\$121,460	\$115,000	-5.3%	24	25	+4.2%	14.1	8.1	-42.9%
Fair Haven Twp	7	8	+14.3%	4	2	-50.0%	\$119,500	\$172,590	+44.4%	2	6	+200.0%	2.0	6.0	+200.0%
Foley	121	92	-24.0%	52	56	+7.7%	\$116,000	\$115,000	-0.9%	70	37	-47.1%	10.4	5.5	-47.3%
Freeport	32	27	-15.6%	7	14	+100.0%	\$142,500	\$140,500	-1.4%	21	14	-33.3%	13.1	6.7	-49.2%
Holdingford	25	25	0.0%	11	8	-27.3%	\$130,000	\$112,255	-13.7%	11	16	+45.5%	6.2	10.7	+72.4%
Kimball	53	58	+9.4%	22	24	+9.1%	\$113,900	\$183,000	+60.7%	34	43	+26.5%	14.4	13.5	-6.1%
Maine Prairie Twp	3	1	-66.7%	2	1	-50.0%	\$193,750	\$152,000	-21.5%	1	0	-100.0%	1.0	0.0	-100.0%
Melrose	74	49	-33.8%	39	20	-48.7%	\$105,000	\$125,750	+19.8%	32	28	-12.5%	7.5	11.4	+51.5%
Paynesville	75	66	-12.0%	41	30	-26.8%	\$68,000	\$124,900	+83.7%	35	40	+14.3%	7.8	12.3	+58.2%
Rice	130	122	-6.2%	46	49	+6.5%	\$134,900	\$140,000	+3.8%	84	76	-9.5%	14.8	13.4	-9.5%
Richmond	88	102	+15.9%	38	43	+13.2%	\$137,760	\$171,000	+24.1%	63	59	-6.3%	14.0	12.2	-12.8%
Rockville	18	15	-16.7%	10	10	0.0%	\$155,000	\$197,450	+27.4%	10	4	-60.0%	7.3	2.0	-72.5%
Sartell	278	317	+14.0%	138	197	+42.8%	\$157,000	\$165,000	+5.1%	132	126	-4.5%	8.8	5.9	-33.0%
Sauk Centre	102	97	-4.9%	32	58	+81.3%	\$144,900	\$95,000	-34.4%	78	57	-26.9%	18.3	9.8	-46.5%
Sauk Rapids	233	240	+3.0%	128	137	+7.0%	\$129,950	\$136,500	+5.0%	114	109	-4.4%	8.6	6.7	-21.6%
St. Cloud	971	938	-3.4%	474	551	+16.2%	\$115,000	\$109,200	-5.0%	491	450	-8.4%	9.7	7.8	-19.9%
St. Joseph	124	114	-8.1%	67	72	+7.5%	\$121,500	\$155,000	+27.6%	60	48	-20.0%	8.8	6.3	-28.7%
St. Augusta	42	43	+2.4%	17	20	+17.6%	\$159,000	\$187,700	+18.1%	25	26	+4.0%	13.0	12.4	-4.7%
Waite Park	91	67	-26.4%	52	50	-3.8%	\$108,250	\$116,375	+7.5%	46	34	-26.1%	8.8	4.9	-43.8%
Wakefield Twp	2	1	-50.0%	2	0	-100.0%	\$257,588	\$0	-100.0%	1	1	0.0%	1.0	0.0	-100.0%