

Monthly Indicators



September 2014

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

- 3.3% **+ 9.3%** **+ 17.3%**

One-Year Change in One-Year Change in One-Year Change in
Closed Sales Median Sales Price 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.

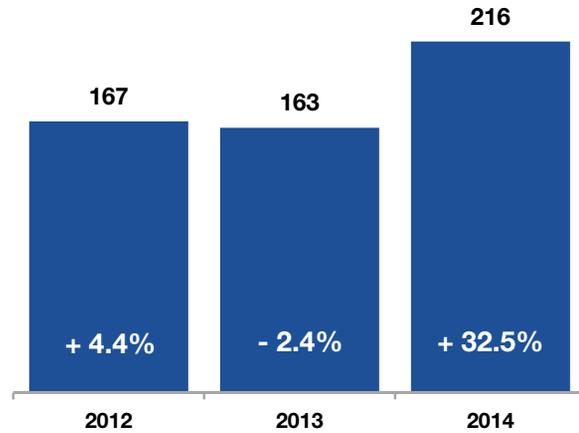
Key Metrics	Historical Sparkbars	9-2013	9-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		163	216	+ 32.5%	1,763	1,962	+ 11.3%
Pending Sales		108	121	+ 12.0%	1,115	1,173	+ 5.2%
Closed Sales		123	119	- 3.3%	1,076	1,105	+ 2.7%
Days on Market		78	78	0.0%	93	83	- 10.8%
Median Sales Price		\$139,900	\$152,900	+ 9.3%	\$140,000	\$149,900	+ 7.1%
Avg. Sales Price		\$144,630	\$165,703	+ 14.6%	\$152,160	\$168,718	+ 10.9%
Pct. of Orig. Price Received		94.4%	93.4%	- 1.1%	93.4%	94.3%	+ 1.0%
Affordability Index		213	211	- 0.9%	213	215	+ 0.9%
Homes for Sale		727	853	+ 17.3%	--	--	--
Months Supply		6.3	7.2	+ 14.3%	--	--	--

New Listings

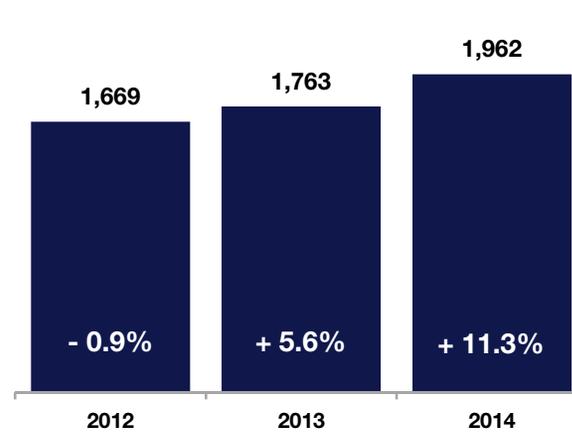
A count of the properties that have been newly listed on the market in a given month.



September

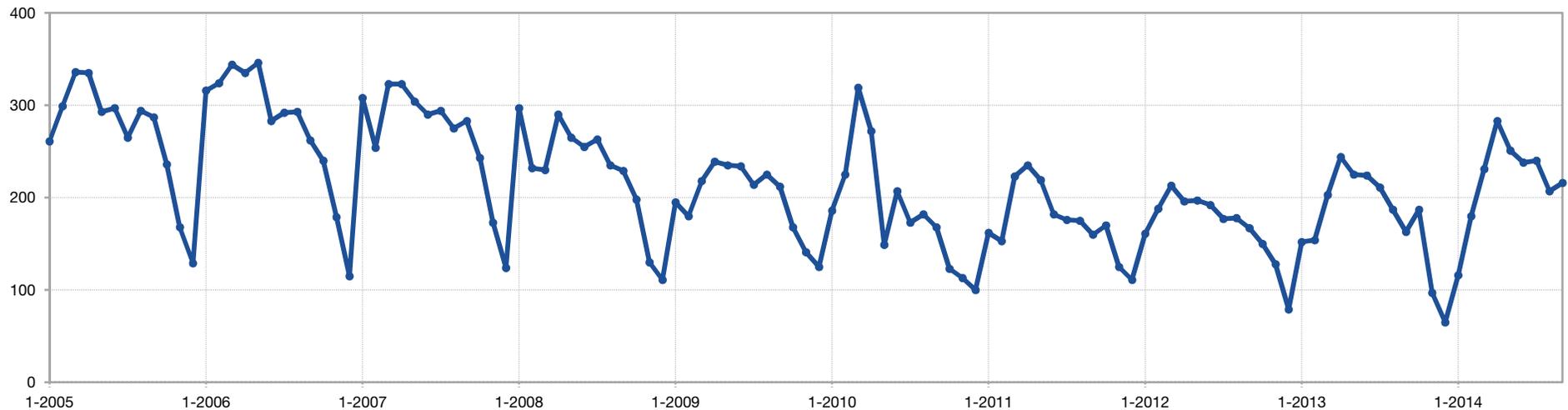


Year to Date



	New Listings	Prior Year	Percent Change
October 2013	187	150	+24.7%
November 2013	97	128	-24.2%
December 2013	65	79	-17.7%
January 2014	116	152	-23.7%
February 2014	180	154	+16.9%
March 2014	231	203	+13.8%
April 2014	283	244	+16.0%
May 2014	251	225	+11.6%
June 2014	238	224	+6.3%
July 2014	240	211	+13.7%
August 2014	207	187	+10.7%
September 2014	216	163	+32.5%
12-Month Avg	193	177	+9.0%

Historical New Listings by Month

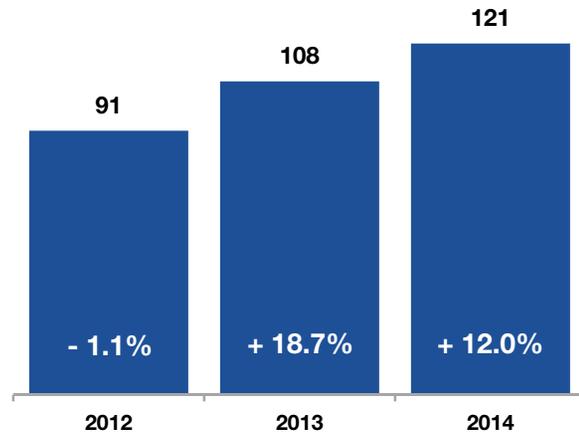


Pending Sales

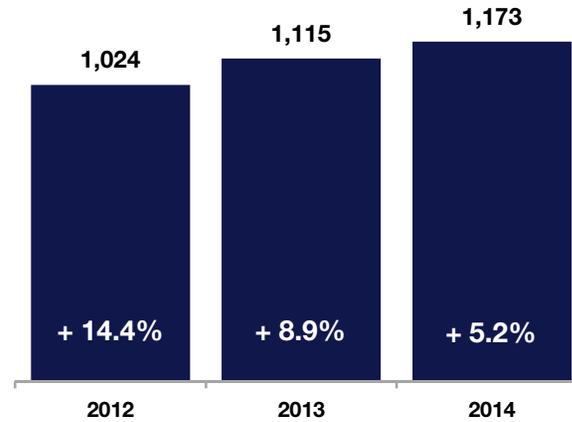
A count of the properties on which offers have been accepted in a given month.



September

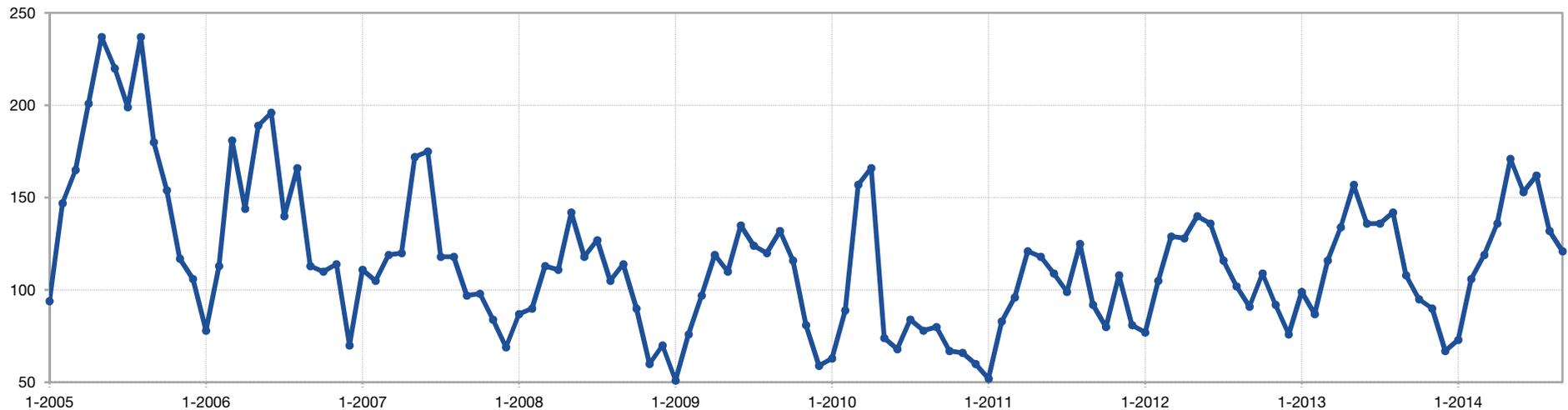


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
October 2013	95	109	-12.8%
November 2013	90	92	-2.2%
December 2013	67	76	-11.8%
January 2014	73	99	-26.3%
February 2014	106	87	+21.8%
March 2014	119	116	+2.6%
April 2014	136	134	+1.5%
May 2014	171	157	+8.9%
June 2014	153	136	+12.5%
July 2014	162	136	+19.1%
August 2014	132	142	-7.0%
September 2014	121	108	+12.0%
12-Month Avg	119	116	+2.6%

Historical Pending Sales by Month

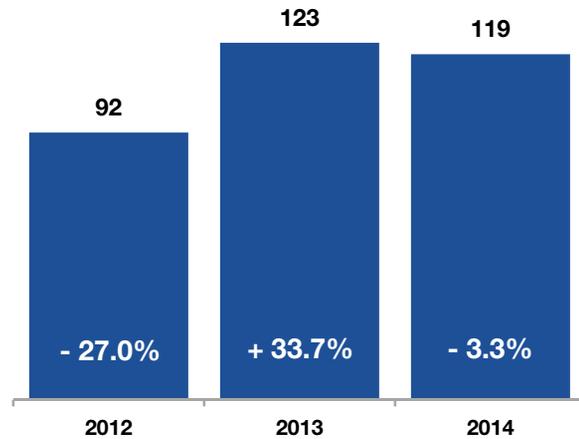


Closed Sales

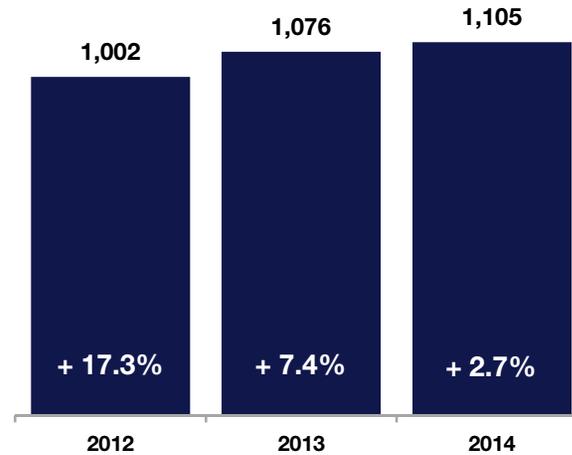
A count of the actual sales that closed in a given month.



September

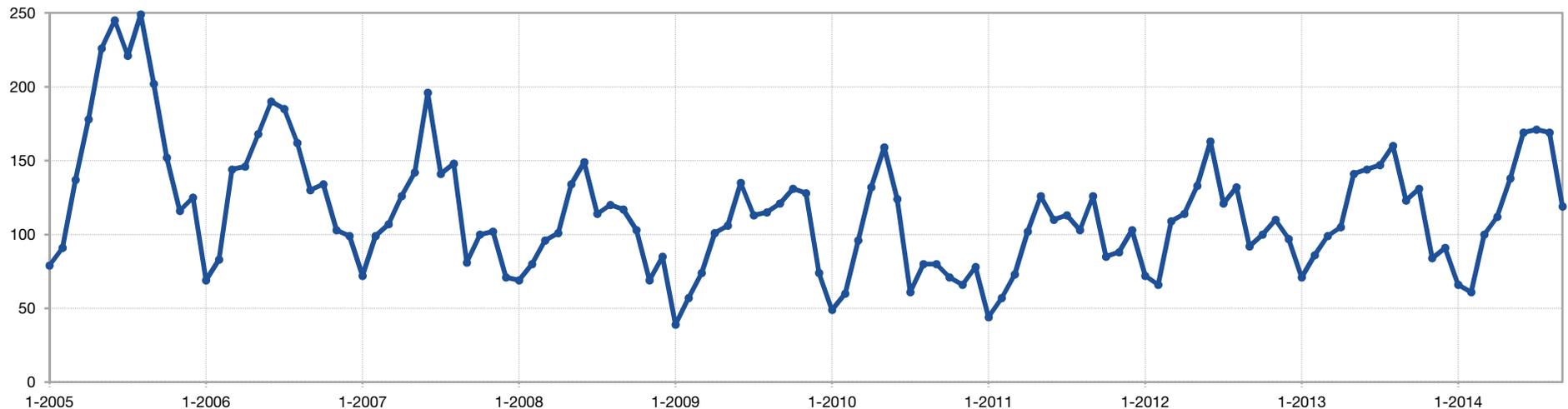


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2013	131	100	+31.0%
November 2013	84	110	-23.6%
December 2013	91	97	-6.2%
January 2014	66	71	-7.0%
February 2014	61	86	-29.1%
March 2014	100	99	+1.0%
April 2014	112	105	+6.7%
May 2014	138	141	-2.1%
June 2014	169	144	+17.4%
July 2014	171	147	+16.3%
August 2014	169	160	+5.6%
September 2014	119	123	-3.3%
12-Month Avg	118	115	+2.6%

Historical Closed Sales by Month

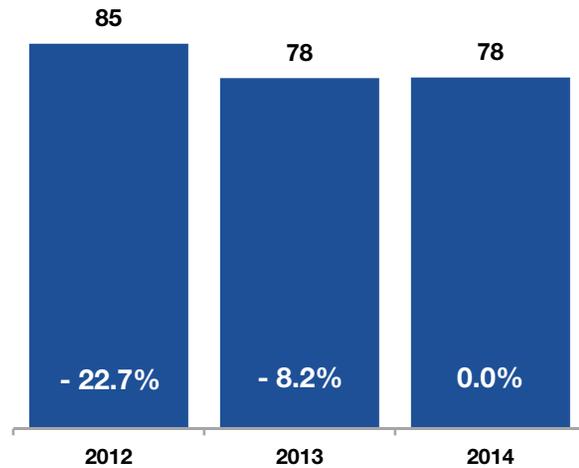


Days on Market Until Sale

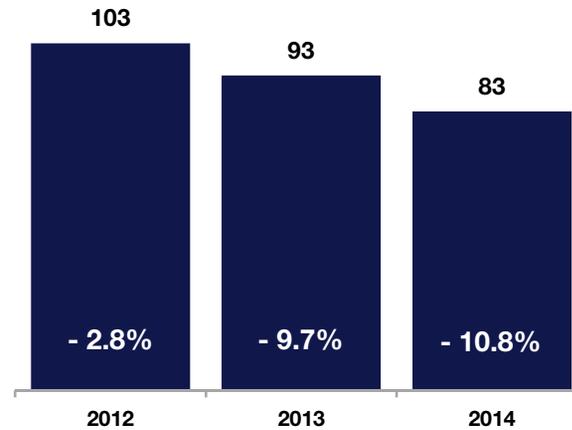
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

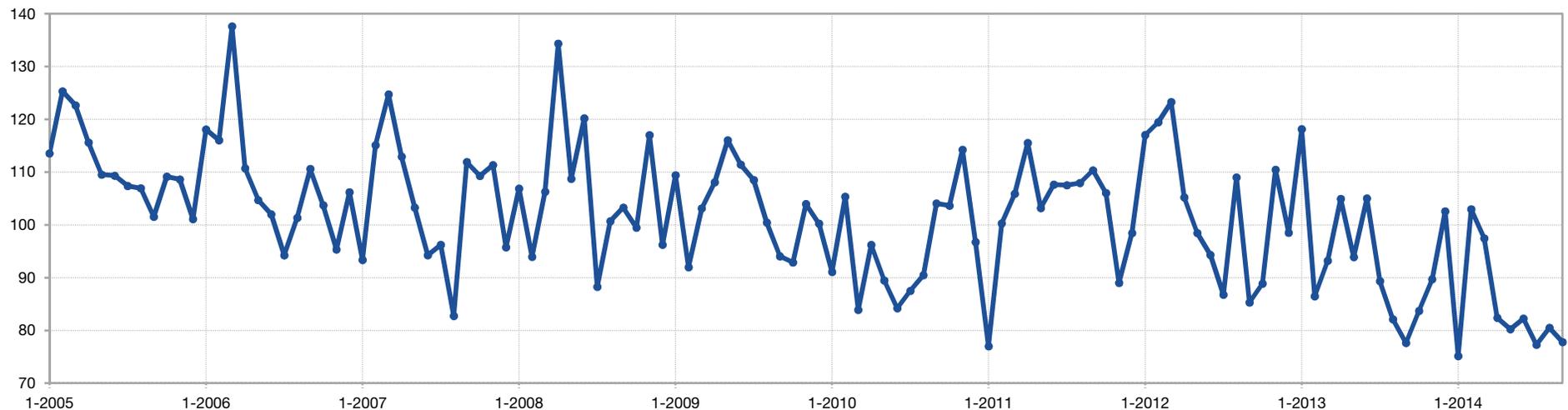


Year to Date



Days on Market	Prior Year	Percent Change	
October 2013	84	89	-5.6%
November 2013	90	110	-18.2%
December 2013	103	99	+4.0%
January 2014	75	118	-36.4%
February 2014	103	86	+19.8%
March 2014	97	93	+4.3%
April 2014	82	105	-21.9%
May 2014	80	94	-14.9%
June 2014	82	105	-21.9%
July 2014	77	89	-13.5%
August 2014	81	82	-1.2%
September 2014	78	78	0.0%
12-Month Avg	86	96	-10.4%

Historical Days on Market Until Sale by Month

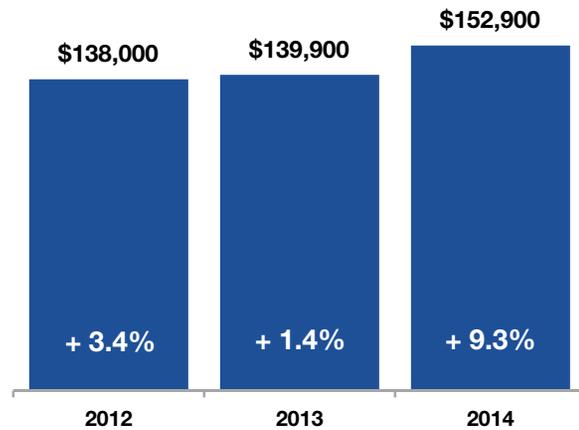


Median Sales Price

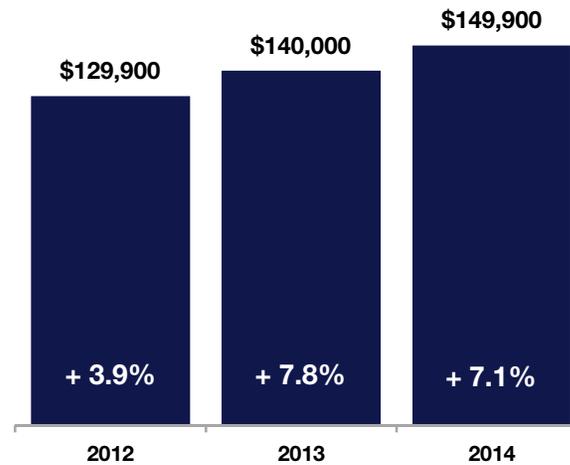


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

September

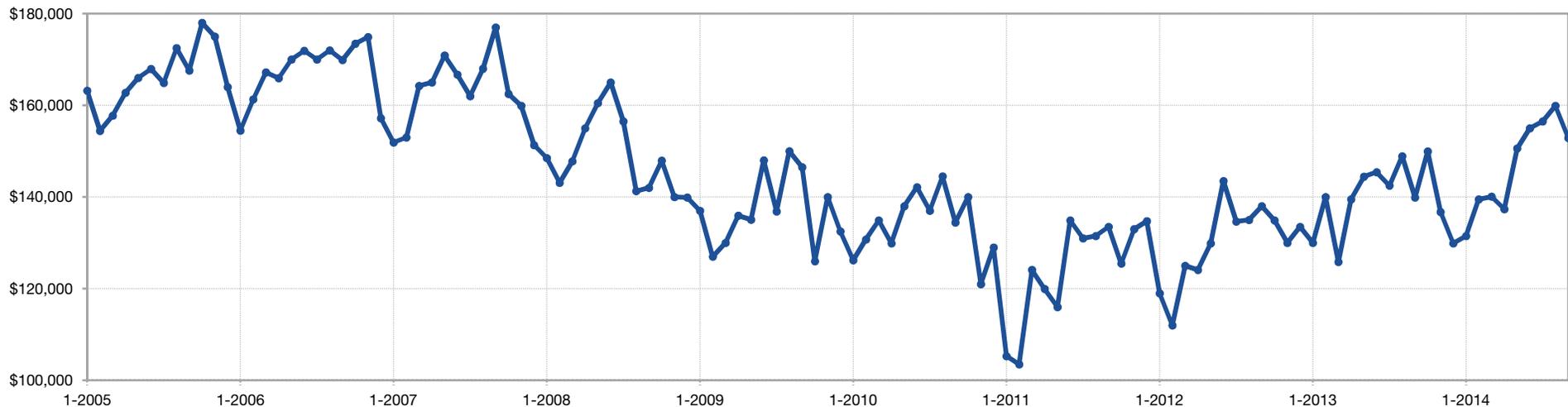


Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2013	\$149,950	\$134,900	+11.2%
November 2013	\$136,750	\$130,000	+5.2%
December 2013	\$129,900	\$133,500	-2.7%
January 2014	\$131,493	\$130,000	+1.1%
February 2014	\$139,500	\$140,000	-0.4%
March 2014	\$140,100	\$125,850	+11.3%
April 2014	\$137,350	\$139,500	-1.5%
May 2014	\$150,600	\$144,450	+4.3%
June 2014	\$155,000	\$145,408	+6.6%
July 2014	\$156,500	\$142,500	+9.8%
August 2014	\$159,900	\$148,900	+7.4%
September 2014	\$152,900	\$139,900	+9.3%
12-Month Avg	\$144,995	\$137,909	+5.1%

Historical Median Sales Price by Month

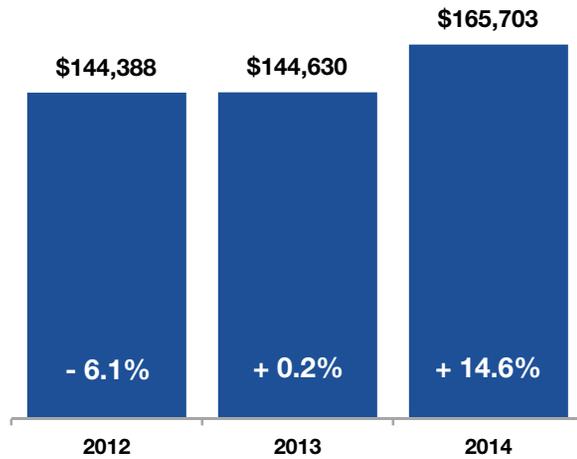


Average Sales Price

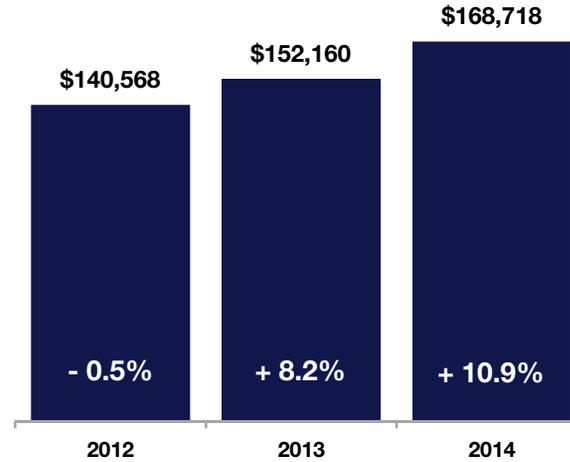
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

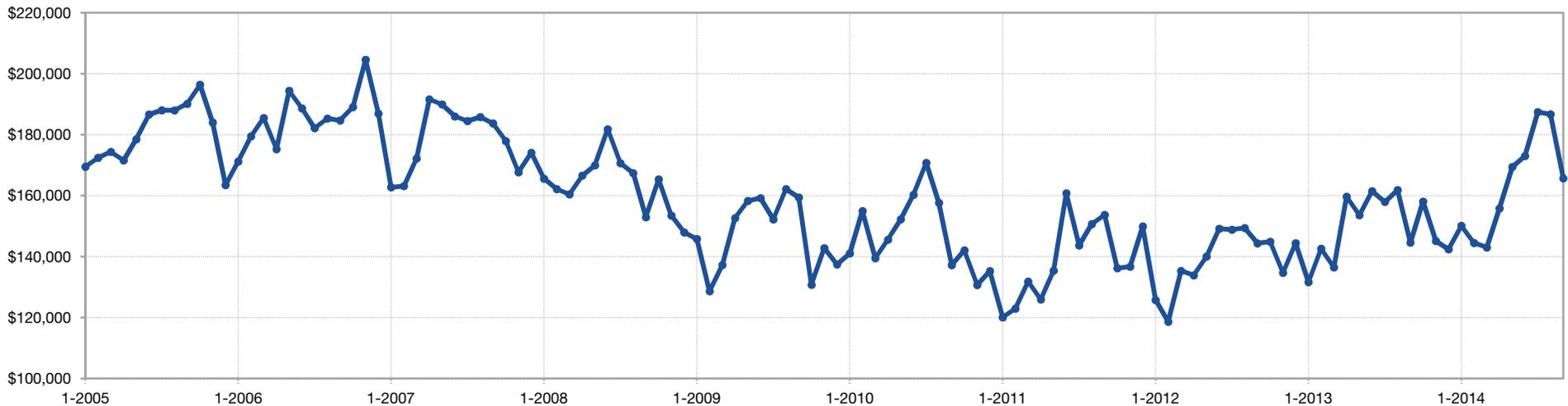


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2013	\$158,094	\$144,920	+9.1%
November 2013	\$145,146	\$134,718	+7.7%
December 2013	\$142,458	\$144,452	-1.4%
January 2014	\$150,148	\$131,682	+14.0%
February 2014	\$144,525	\$142,608	+1.3%
March 2014	\$143,037	\$136,516	+4.8%
April 2014	\$155,854	\$159,690	-2.4%
May 2014	\$169,448	\$153,630	+10.3%
June 2014	\$173,042	\$161,478	+7.2%
July 2014	\$187,458	\$157,991	+18.7%
August 2014	\$186,720	\$161,873	+15.3%
September 2014	\$165,703	\$144,630	+14.6%
12-Month Avg	\$160,136	\$147,849	+8.3%

Historical Average Sales Price by Month

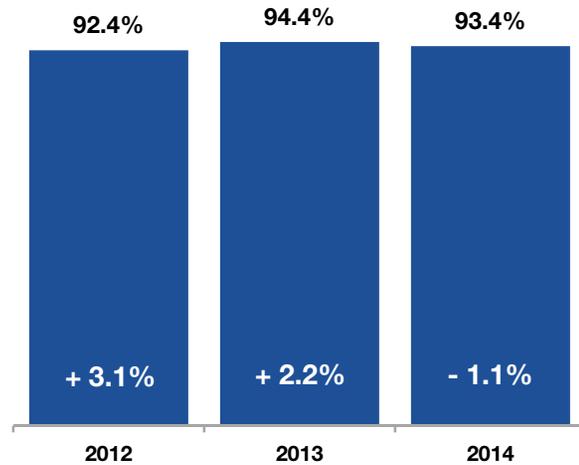


Percent of Original List Price Received

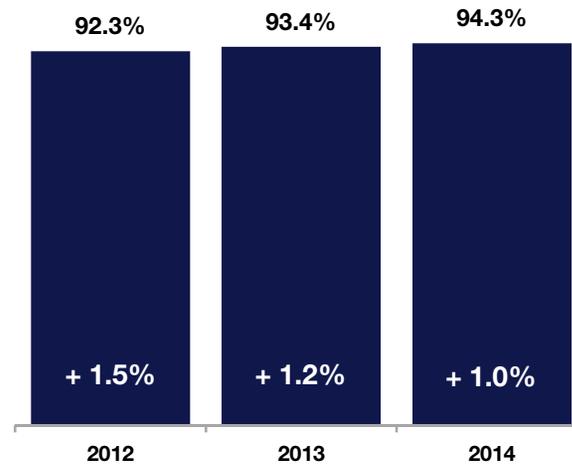


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

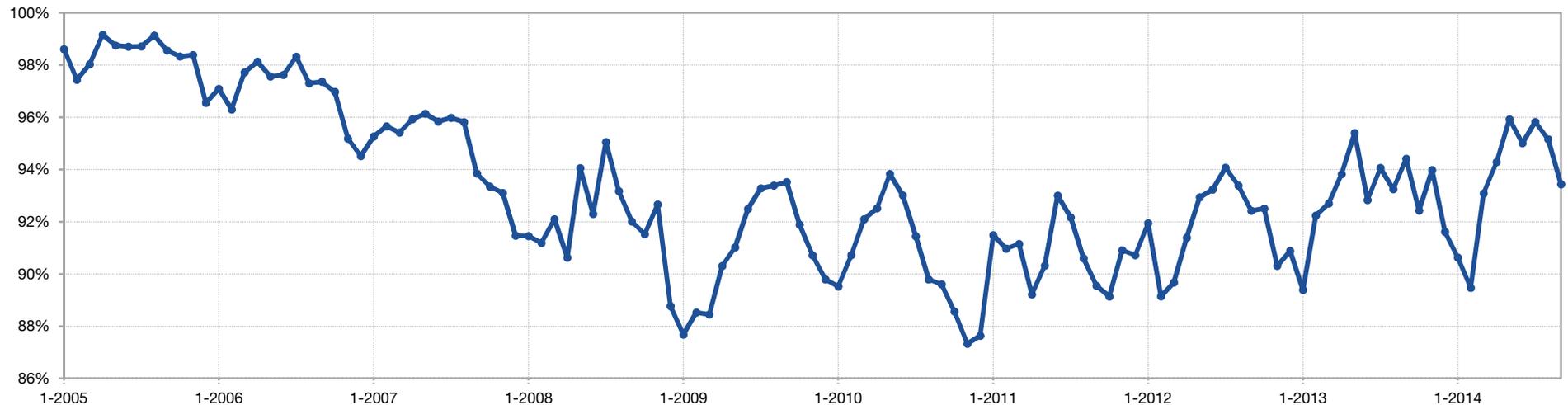


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 2013	92.4%	92.5%	-0.1%
November 2013	94.0%	90.3%	+4.1%
December 2013	91.6%	90.9%	+0.8%
January 2014	90.6%	89.4%	+1.3%
February 2014	89.5%	92.2%	-2.9%
March 2014	93.1%	92.7%	+0.4%
April 2014	94.3%	93.8%	+0.5%
May 2014	95.9%	95.4%	+0.5%
June 2014	95.0%	92.8%	+2.4%
July 2014	95.8%	94.1%	+1.8%
August 2014	95.2%	93.2%	+2.1%
September 2014	93.4%	94.4%	-1.1%
12-Month Avg	93.4%	92.7%	+0.8%

Historical Percent of Original List Price Received by Month

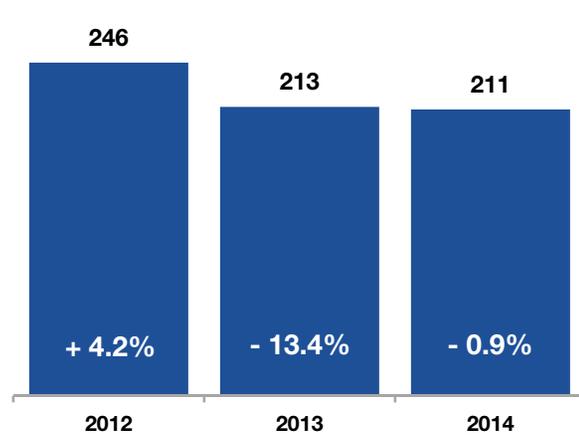


Housing Affordability Index

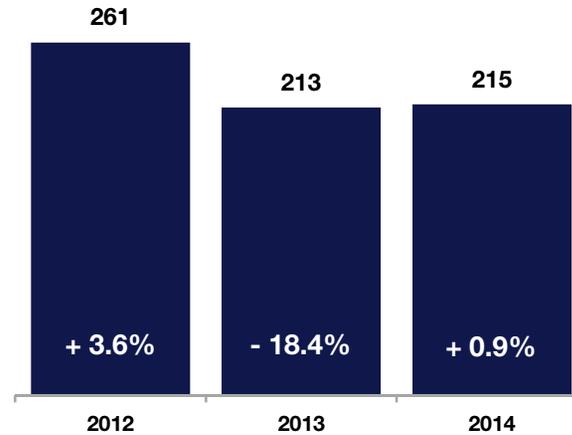


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

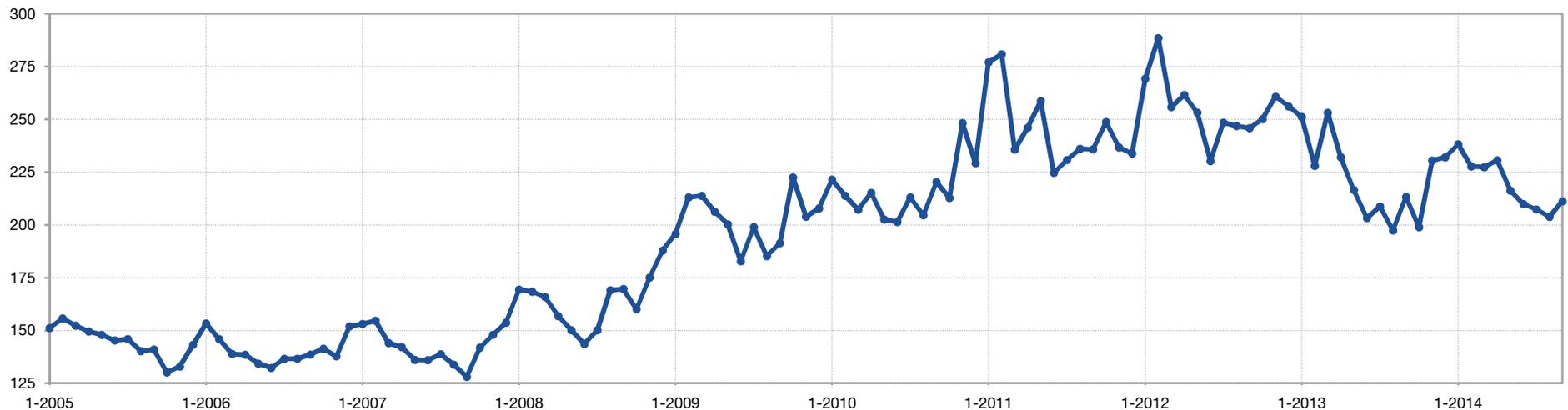


Year to Date



Affordability Index		Prior Year	Percent Change
October 2013	199	250	-20.4%
November 2013	231	261	-11.5%
December 2013	232	256	-9.4%
January 2014	238	251	-5.2%
February 2014	228	228	0.0%
March 2014	227	253	-10.3%
April 2014	231	232	-0.4%
May 2014	216	217	-0.5%
June 2014	210	203	+3.4%
July 2014	207	209	-1.0%
August 2014	204	197	+3.6%
September 2014	211	213	-0.9%
12-Month Avg	220	231	-4.8%

Historical Housing Affordability Index by Month

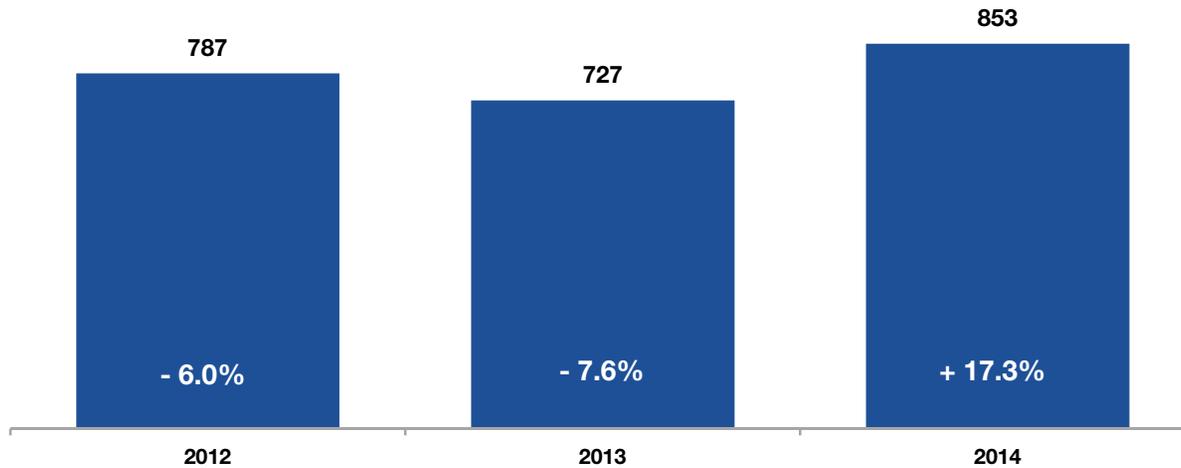


Inventory of Homes for Sale

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

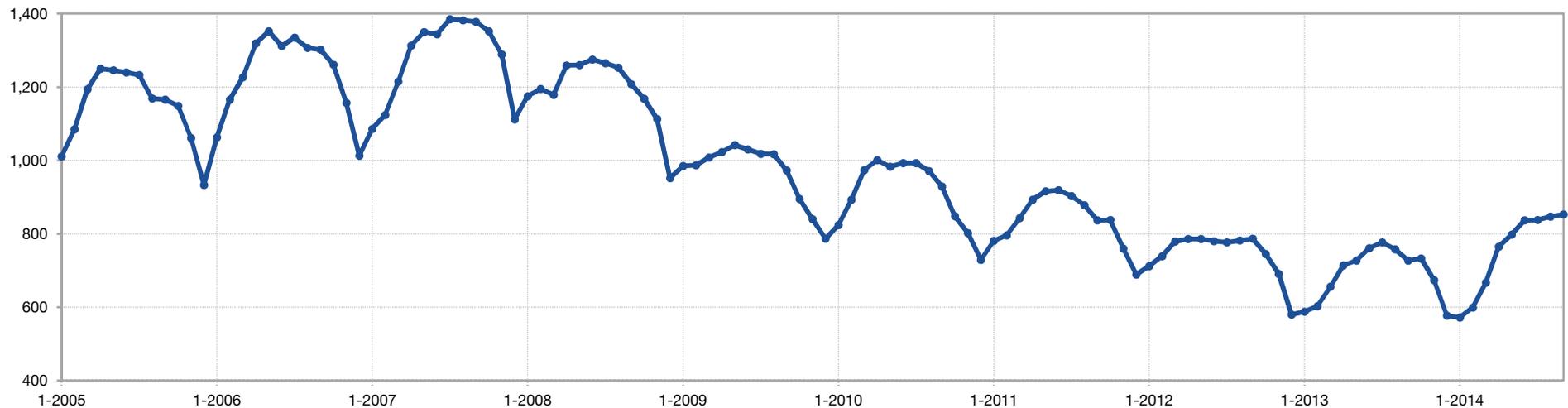


September



Homes for Sale		Prior Year	Percent Change
October 2013	733	745	-1.6%
November 2013	674	691	-2.5%
December 2013	577	580	-0.5%
January 2014	572	588	-2.7%
February 2014	599	603	-0.7%
March 2014	667	656	+1.7%
April 2014	765	714	+7.1%
May 2014	798	727	+9.8%
June 2014	837	761	+10.0%
July 2014	838	777	+7.9%
August 2014	847	758	+11.7%
September 2014	853	727	+17.3%
12-Month Avg	730	694	+5.2%

Historical Inventory of Homes for Sale by Month

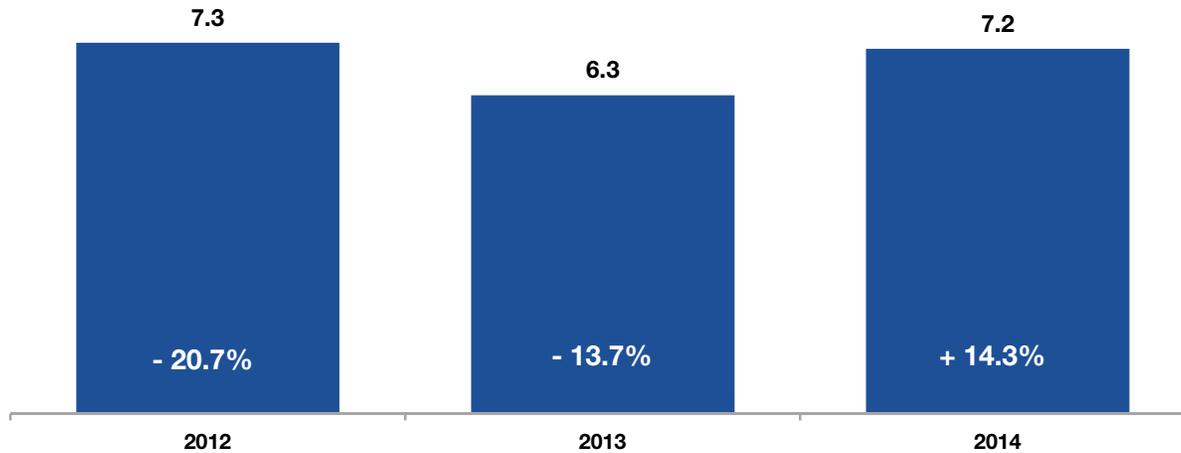


Months Supply of Inventory

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.

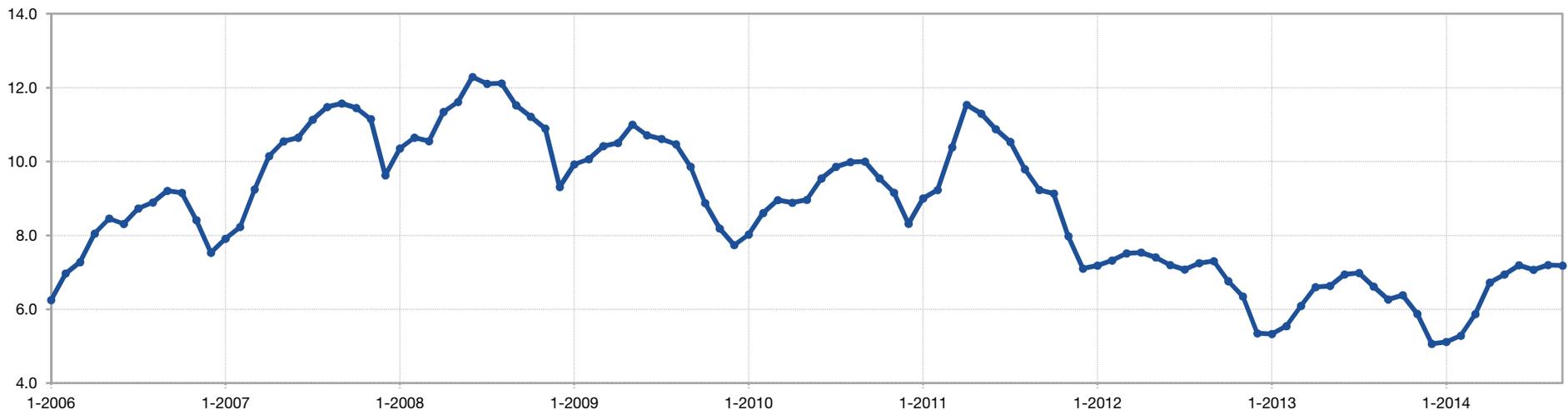


September



Months Supply		Prior Year	Percent Change
October 2013	6.4	6.8	-5.9%
November 2013	5.9	6.3	-6.3%
December 2013	5.1	5.3	-3.8%
January 2014	5.1	5.3	-3.8%
February 2014	5.3	5.5	-3.6%
March 2014	5.9	6.1	-3.3%
April 2014	6.7	6.6	+1.5%
May 2014	6.9	6.6	+4.5%
June 2014	7.2	6.9	+4.3%
July 2014	7.1	7.0	+1.4%
August 2014	7.2	6.6	+9.1%
September 2014	7.2	6.3	+14.3%
12-Month Avg	6.3	6.3	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 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	9-2013	9-2014	+ / -	9-2013	9-2014	+ / -
Albany	50	63	+26.0%	29	47	+62.1%	\$122,900	\$144,933	+17.9%	24	24	0.0%	5.2	5.5	+6.2%
Avon	71	64	-9.9%	39	30	-23.1%	\$165,500	\$165,383	-0.1%	28	31	+10.7%	6.7	7.9	+18.3%
Clearwater	88	83	-5.7%	48	45	-6.3%	\$152,250	\$158,000	+3.8%	46	35	-23.9%	8.9	6.8	-23.9%
Cold Spring	151	154	+2.0%	75	91	+21.3%	\$167,500	\$178,500	+6.6%	81	70	-13.6%	10.0	7.2	-27.7%
Eden Lake Twp	5	17	+240.0%	2	1	-50.0%	\$96,500	\$218,000	+125.9%	2	13	+550.0%	2.0	13.0	+550.0%
Eden Valley	56	67	+19.6%	27	30	+11.1%	\$120,000	\$93,750	-21.9%	27	39	+44.4%	7.9	10.5	+31.8%
Fair Haven Twp	5	4	-20.0%	5	1	-80.0%	\$145,500	\$43,900	-69.8%	2	0	-100.0%	1.7	0.0	-100.0%
Foley	92	100	+8.7%	54	49	-9.3%	\$123,450	\$138,000	+11.8%	42	44	+4.8%	6.8	7.8	+14.0%
Freeport	24	35	+45.8%	14	28	+100.0%	\$134,250	\$159,500	+18.8%	7	12	+71.4%	3.5	4.3	+21.7%
Holdingford	26	25	-3.8%	16	17	+6.3%	\$115,000	\$165,000	+43.5%	12	10	-16.7%	5.5	3.5	-36.2%
Kimball	67	54	-19.4%	42	33	-21.4%	\$143,000	\$140,000	-2.1%	33	28	-15.2%	6.3	6.7	+6.1%
Maine Prairie Twp	1	2	+100.0%	2	1	-50.0%	\$237,500	\$0	-100.0%	0	2	--	0.0	2.0	--
Melrose	72	62	-13.9%	41	32	-22.0%	\$126,500	\$139,000	+9.9%	36	33	-8.3%	8.2	8.1	-1.0%
Paynesville	73	66	-9.6%	33	30	-9.1%	\$148,000	\$128,190	-13.4%	31	42	+35.5%	9.5	12.3	+28.9%
Rice	100	119	+19.0%	67	67	0.0%	\$147,900	\$155,000	+4.8%	52	46	-11.5%	7.5	6.5	-13.6%
Richmond	97	102	+5.2%	49	56	+14.3%	\$175,000	\$192,625	+10.1%	46	56	+21.7%	8.1	10.3	+27.4%
Rockville	31	21	-32.3%	13	17	+30.8%	\$169,000	\$184,713	+9.3%	16	6	-62.5%	8.4	2.9	-66.1%
Sartell	339	410	+20.9%	207	266	+28.5%	\$169,000	\$180,000	+6.5%	144	166	+15.3%	6.8	6.1	-10.0%
Sauk Centre	121	119	-1.7%	69	55	-20.3%	\$133,000	\$119,500	-10.2%	60	64	+6.7%	8.1	11.1	+37.6%
Sauk Rapids	259	283	+9.3%	149	162	+8.7%	\$143,750	\$154,000	+7.1%	105	116	+10.5%	6.4	6.6	+2.7%
Saint Cloud	970	1,076	+10.9%	594	557	-6.2%	\$122,500	\$129,900	+6.0%	390	500	+28.2%	6.0	8.3	+38.1%
Saint Joseph	126	115	-8.7%	76	73	-3.9%	\$150,500	\$151,124	+0.4%	54	40	-25.9%	6.8	5.1	-25.1%
Saint Augusta	44	35	-20.5%	28	16	-42.9%	\$240,555	\$186,900	-22.3%	16	18	+12.5%	4.2	8.3	+95.9%
Waite Park	69	78	+13.0%	50	47	-6.0%	\$124,951	\$120,000	-4.0%	34	31	-8.8%	6.4	5.6	-12.9%
Wakefield Twp	5	0	-100.0%	5	0	-100.0%	\$250,000	\$0	-100.0%	0	0	--	0.0	0.0	--