



# Monthly Indicators

## October 2015

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

**+ 9.2%**      **+ 8.6%**      **- 11.2%**

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.



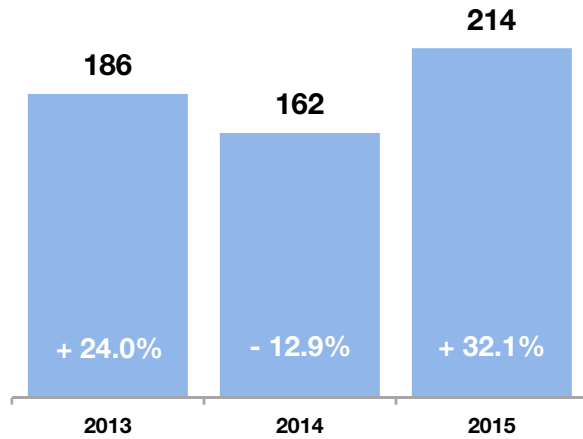
Key Metrics	Historical Sparkbars	10-2014	10-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		162	<b>214</b>	+ 32.1%	2,110	<b>2,175</b>	+ 3.1%
<b>Pending Sales</b>		106	<b>116</b>	+ 9.4%	1,270	<b>1,460</b>	+ 15.0%
<b>Closed Sales</b>		130	<b>142</b>	+ 9.2%	1,235	<b>1,416</b>	+ 14.7%
<b>Days on Market</b>		81	<b>97</b>	+ 19.8%	82	<b>91</b>	+ 11.0%
<b>Median Sales Price</b>		\$146,750	<b>\$159,400</b>	+ 8.6%	\$149,900	<b>\$156,225</b>	+ 4.2%
<b>Avg. Sales Price</b>		\$161,627	<b>\$177,951</b>	+ 10.1%	\$168,045	<b>\$170,818</b>	+ 1.7%
<b>Pct. of Orig. Price Received</b>		93.0%	<b>93.8%</b>	+ 0.9%	94.2%	<b>94.7%</b>	+ 0.5%
<b>Affordability Index</b>		224	<b>220</b>	- 1.8%	219	<b>224</b>	+ 2.3%
<b>Homes for Sale</b>		798	<b>709</b>	- 11.2%	--	<b>--</b>	--
<b>Months Supply</b>		6.7	<b>5.2</b>	- 22.4%	--	<b>--</b>	--

# New Listings

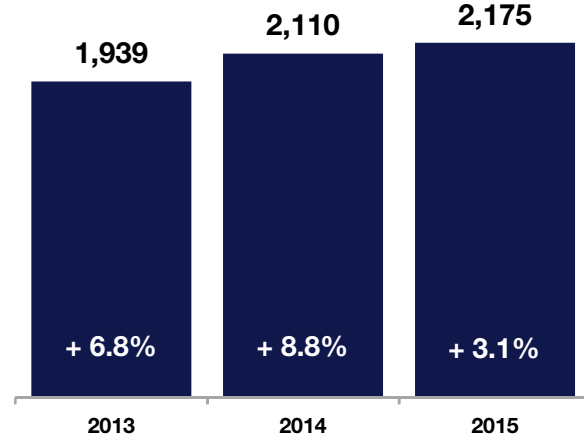
A count of the properties that have been newly listed on the market in a given month.



## October

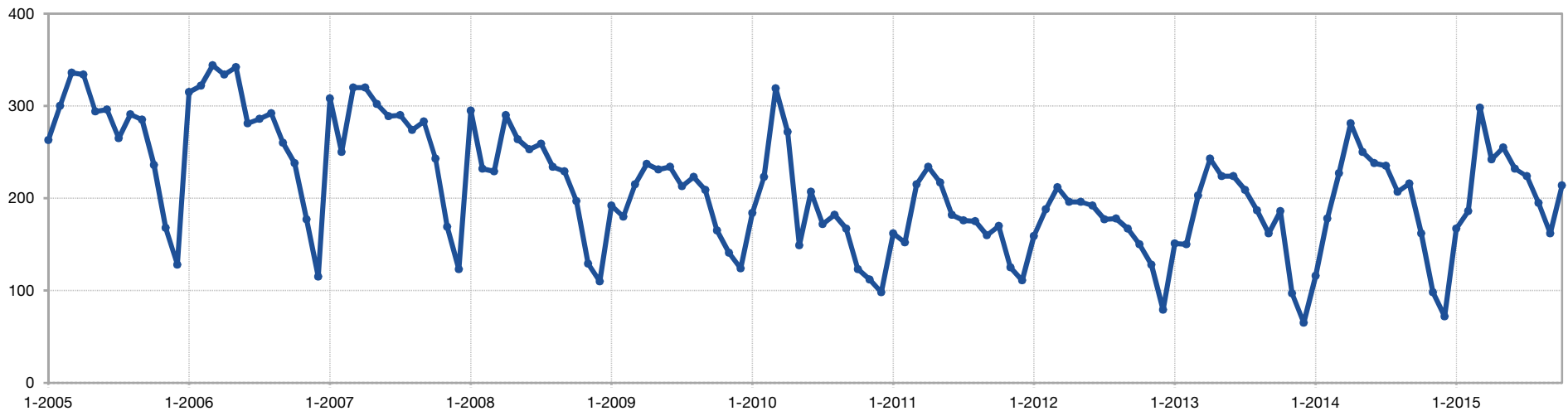


## Year to Date



	New Listings	Prior Year	Percent Change
November 2014	98	97	+1.0%
December 2014	72	65	+10.8%
January 2015	167	116	+44.0%
February 2015	186	178	+4.5%
March 2015	298	227	+31.3%
April 2015	242	281	-13.9%
May 2015	255	250	+2.0%
June 2015	232	238	-2.5%
July 2015	224	235	-4.7%
August 2015	195	207	-5.8%
September 2015	162	216	-25.0%
<b>October 2015</b>	<b>214</b>	<b>162</b>	<b>+32.1%</b>
12-Month Avg	195	189	+3.2%

## Historical New Listings by Month

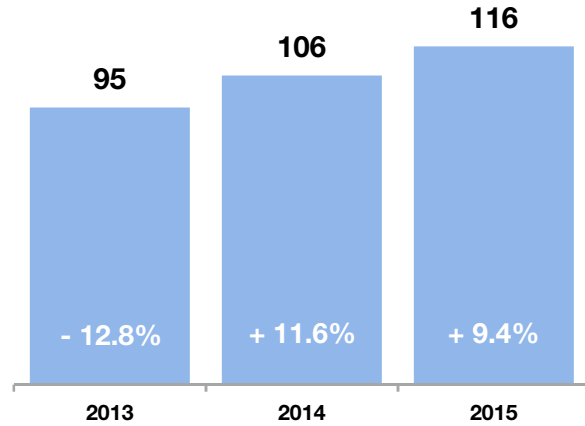


# Pending Sales

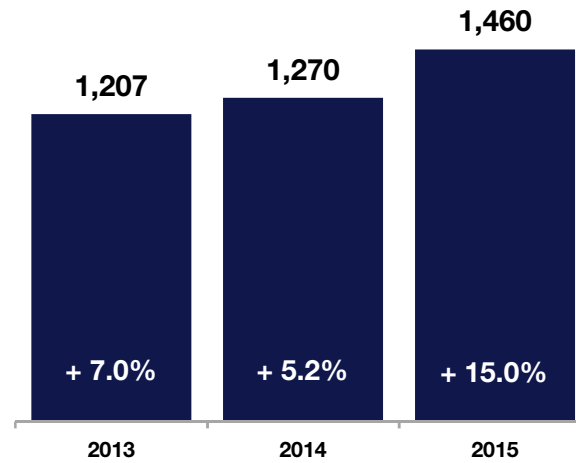
A count of the properties on which offers have been accepted in a given month.



## October

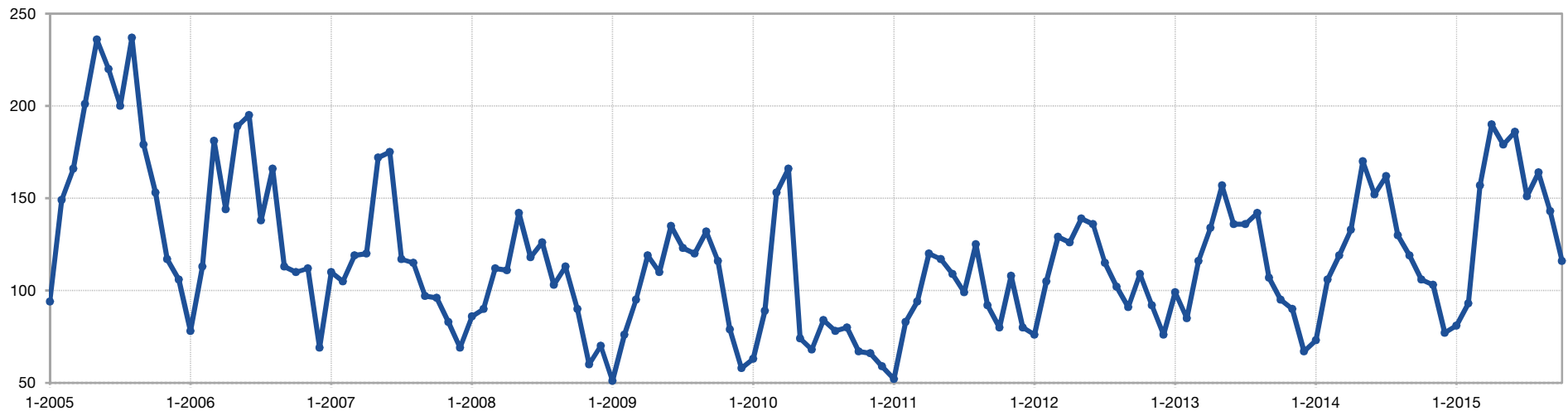


## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2014	103	90	+14.4%
December 2014	77	67	+14.9%
January 2015	81	73	+11.0%
February 2015	93	106	-12.3%
March 2015	157	119	+31.9%
April 2015	190	133	+42.9%
May 2015	179	170	+5.3%
June 2015	186	152	+22.4%
July 2015	151	162	-6.8%
August 2015	164	130	+26.2%
September 2015	143	119	+20.2%
<b>October 2015</b>	<b>116</b>	<b>106</b>	<b>+9.4%</b>
12-Month Avg	137	119	+15.1%

## Historical Pending Sales by Month

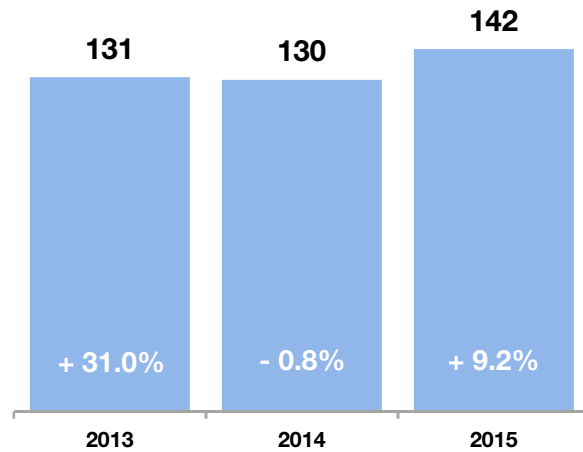


# Closed Sales

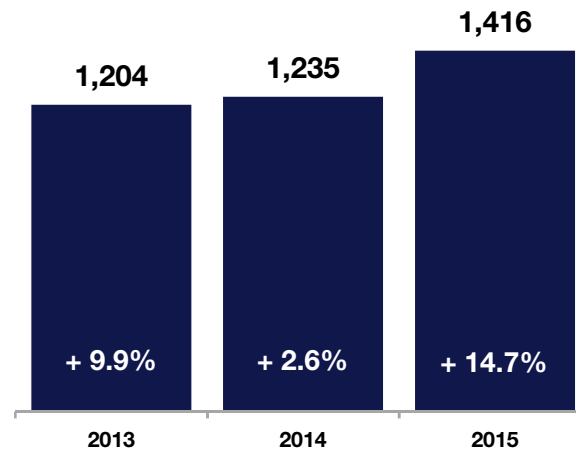
A count of the actual sales that closed in a given month.



## October

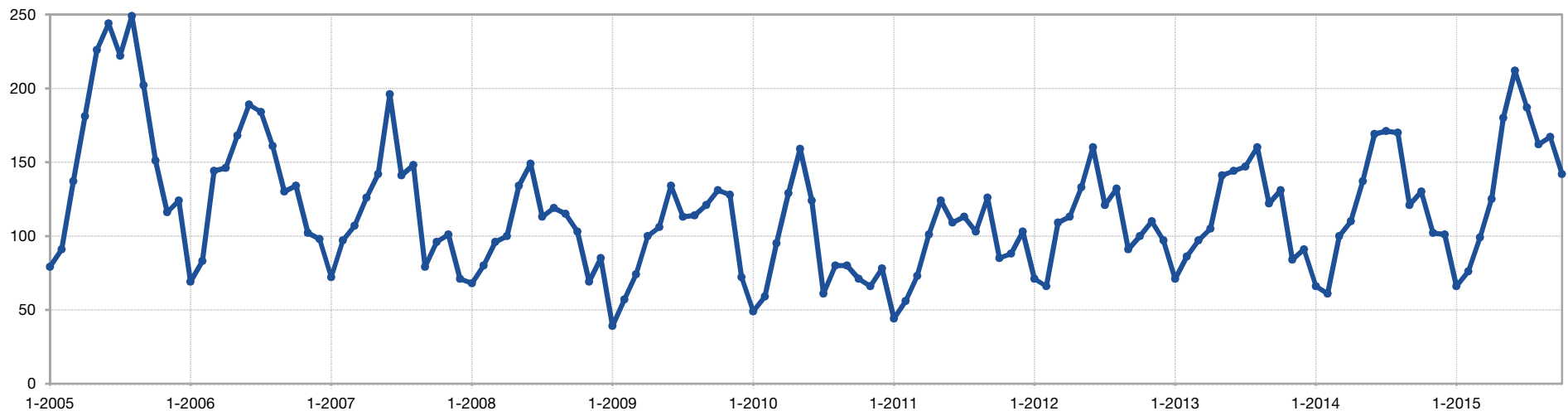


## Year to Date



	Closed Sales	Prior Year	Percent Change
November 2014	102	84	+21.4%
December 2014	101	91	+11.0%
January 2015	66	66	0.0%
February 2015	76	61	+24.6%
March 2015	99	100	-1.0%
April 2015	125	110	+13.6%
May 2015	180	137	+31.4%
June 2015	212	169	+25.4%
July 2015	187	171	+9.4%
August 2015	162	170	-4.7%
September 2015	167	121	+38.0%
<b>October 2015</b>	<b>142</b>	<b>130</b>	<b>+9.2%</b>
12-Month Avg	135	118	+14.4%

## Historical Closed Sales by Month

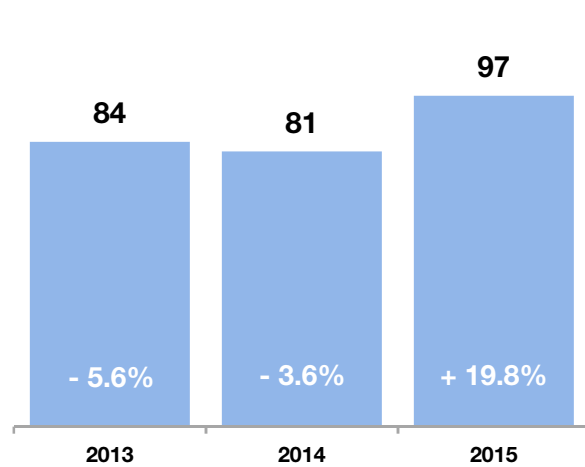


# Days on Market Until Sale

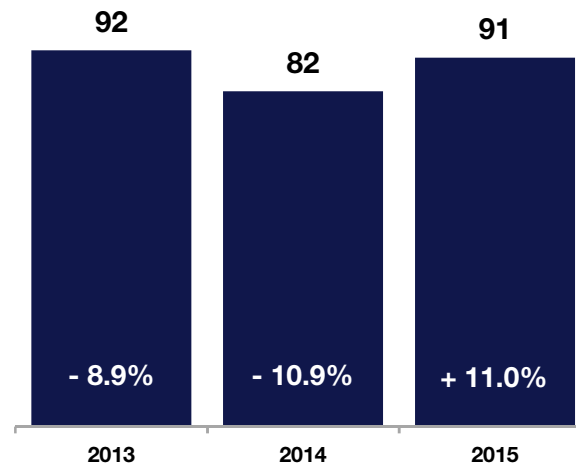
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

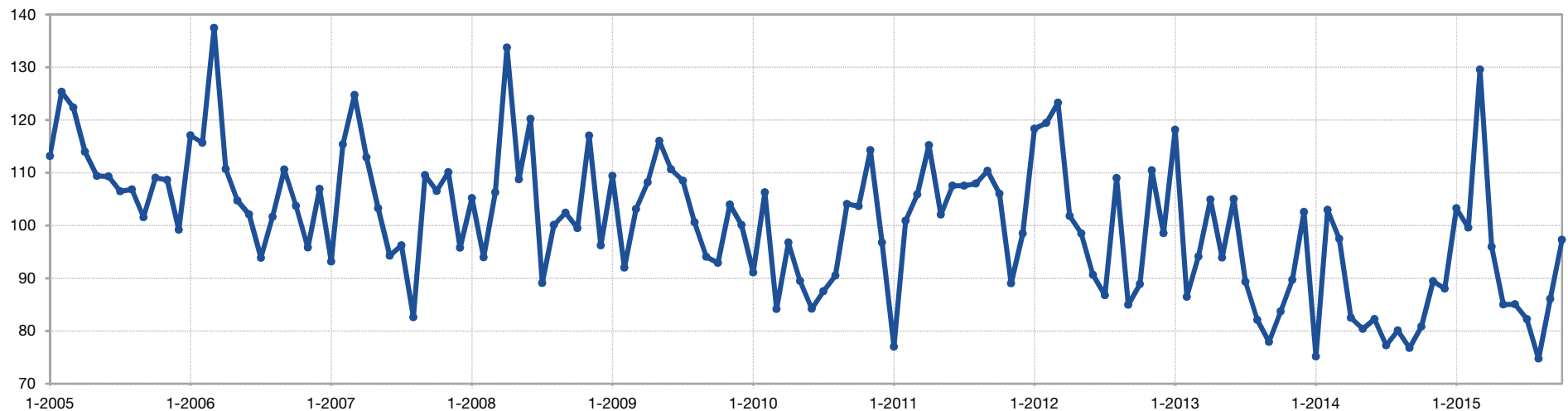


## Year to Date



Days on Market		Prior Year	Percent Change
November 2014	89	90	-1.1%
December 2014	88	103	-14.6%
January 2015	103	75	+37.3%
February 2015	100	103	-2.9%
March 2015	130	97	+34.0%
April 2015	96	82	+17.1%
May 2015	85	80	+6.3%
June 2015	85	82	+3.7%
July 2015	82	77	+6.5%
August 2015	75	80	-6.3%
September 2015	86	77	+11.7%
<b>October 2015</b>	<b>97</b>	<b>81</b>	<b>+19.8%</b>
12-Month Avg	93	86	+8.1%

## Historical Days on Market Until Sale by Month

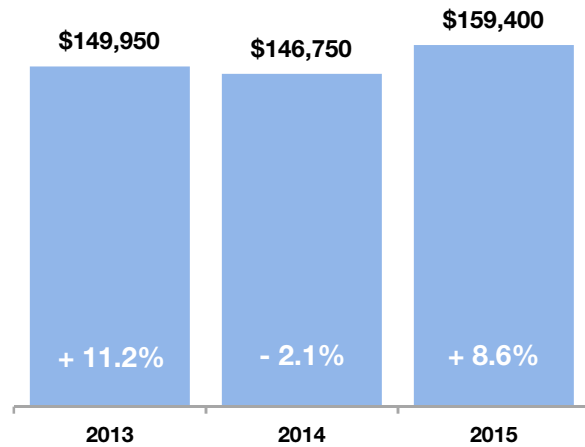


# Median Sales Price

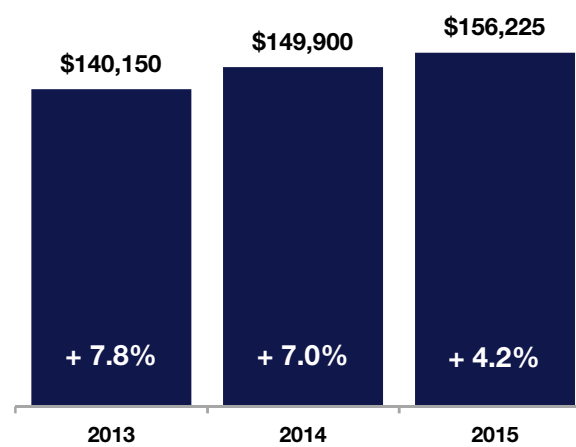
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2014	\$139,900	\$136,750	+2.3%
December 2014	\$144,800	\$129,900	+11.5%
January 2015	\$151,750	\$131,493	+15.4%
February 2015	\$136,950	\$139,500	-1.8%
March 2015	\$147,000	\$140,100	+4.9%
April 2015	\$147,000	\$140,600	+4.6%
May 2015	\$160,774	\$150,900	+6.5%
June 2015	\$167,000	\$155,000	+7.7%
July 2015	\$157,750	\$156,500	+0.8%
August 2015	\$163,900	\$159,900	+2.5%
September 2015	\$152,500	\$153,400	-0.6%
<b>October 2015</b>	<b>\$159,400</b>	<b>\$146,750</b>	<b>+8.6%</b>
12-Month Avg	\$152,394	\$145,066	+5.1%

## Historical Median Sales Price by Month

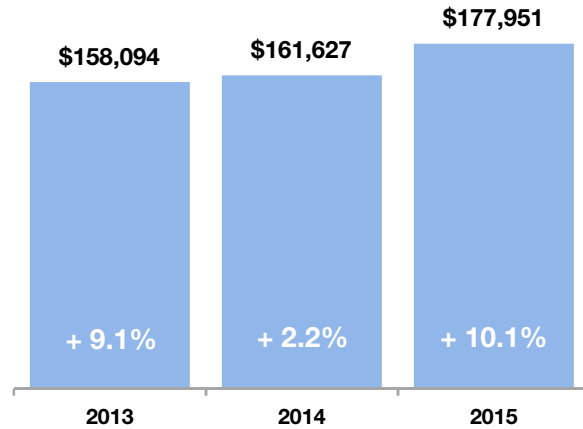


# Average Sales Price

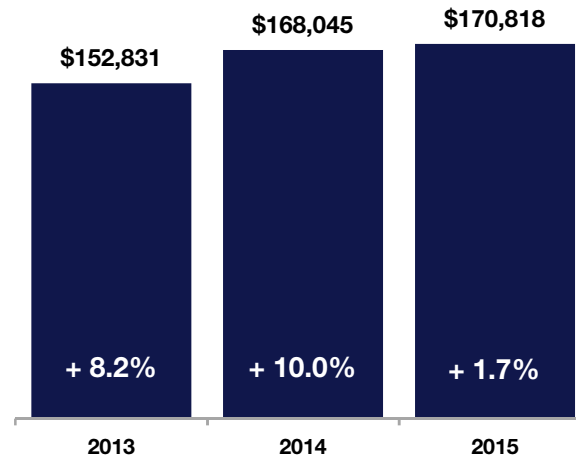
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2014	\$151,272	\$145,146	+4.2%
December 2014	\$160,366	\$142,458	+12.6%
January 2015	\$159,731	\$150,148	+6.4%
February 2015	\$143,385	\$144,525	-0.8%
March 2015	\$165,685	\$143,037	+15.8%
April 2015	\$160,747	\$156,472	+2.7%
May 2015	\$167,676	\$170,014	-1.4%
June 2015	\$178,467	\$173,042	+3.1%
July 2015	\$173,959	\$187,458	-7.2%
August 2015	\$181,967	\$186,104	-2.2%
September 2015	\$171,931	\$165,897	+3.6%
<b>October 2015</b>	<b>\$177,951</b>	<b>\$161,627</b>	<b>+10.1%</b>
12-Month Avg	\$166,095	\$160,494	+3.5%

## Historical Average Sales Price by Month



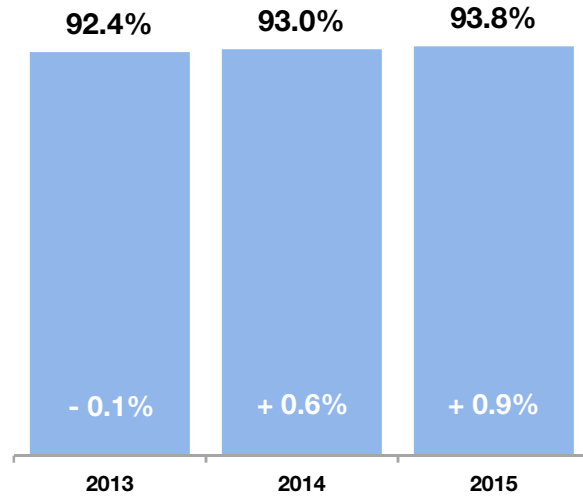


# Percent of Original List Price Received

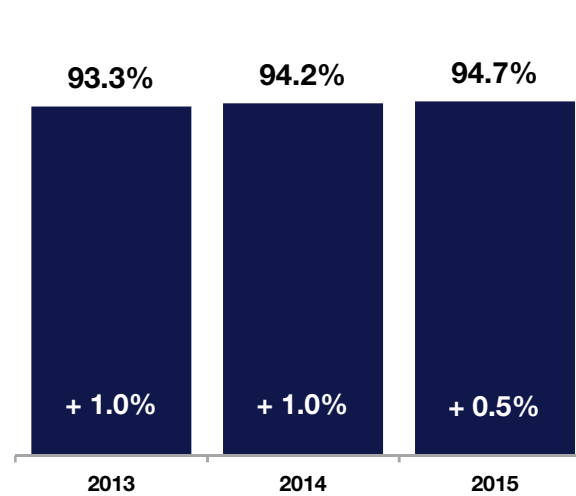


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October

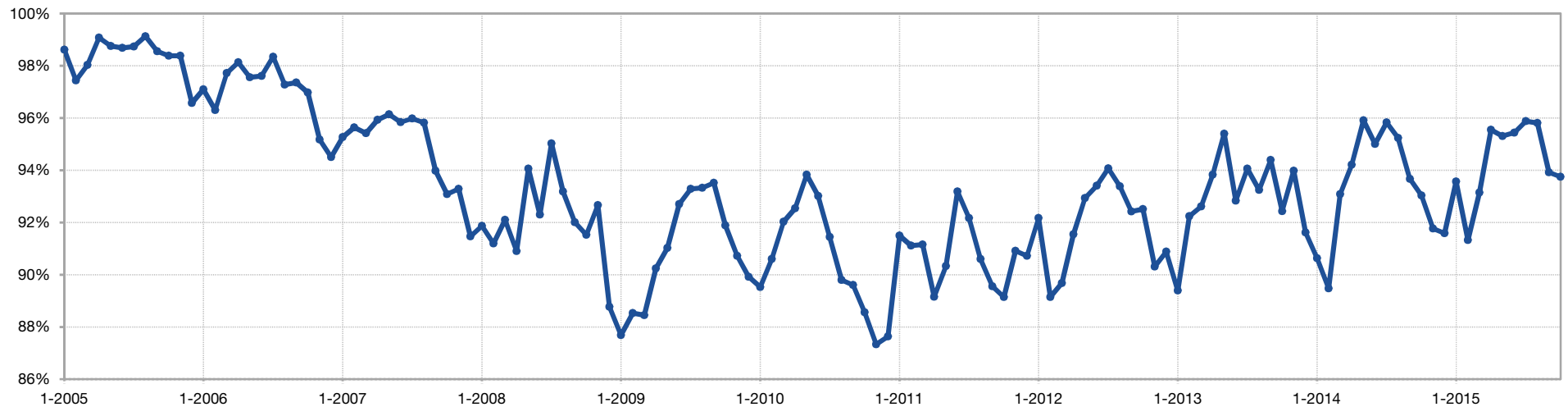


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2014	91.8%	94.0%	-2.3%
December 2014	91.6%	91.6%	0.0%
January 2015	93.6%	90.6%	+3.3%
February 2015	91.3%	89.5%	+2.0%
March 2015	93.1%	93.1%	0.0%
April 2015	95.5%	94.2%	+1.4%
May 2015	95.3%	95.9%	-0.6%
June 2015	95.4%	95.0%	+0.4%
July 2015	95.9%	95.8%	+0.1%
August 2015	95.8%	95.2%	+0.6%
September 2015	93.9%	93.7%	+0.2%
<b>October 2015</b>	<b>93.8%</b>	<b>93.0%</b>	<b>+0.9%</b>
12-Month Avg	93.9%	93.5%	+0.4%

## Historical Percent of Original List Price Received by Month

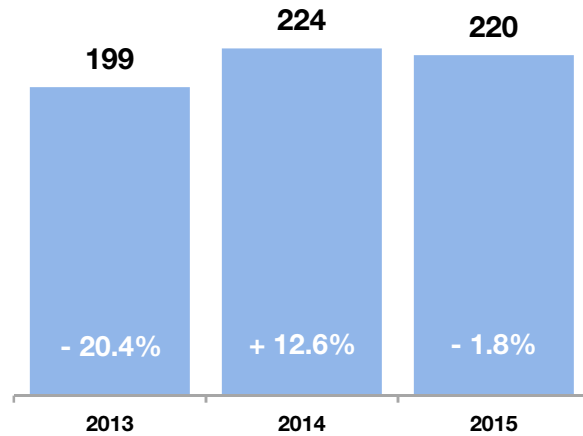


# Housing Affordability Index

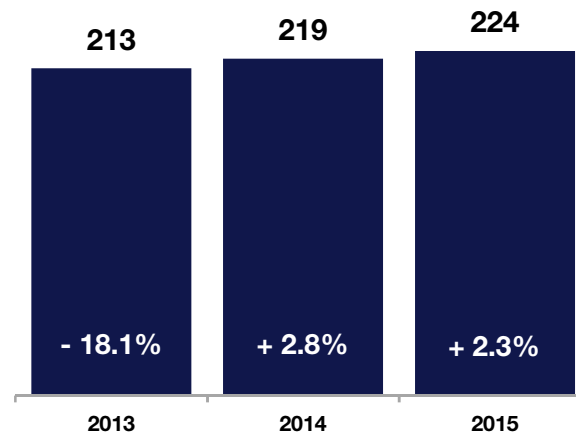


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



## Year to Date



Affordability Index		Prior Year	Percent Change
November 2014	235	231	+1.7%
December 2014	229	232	-1.3%
January 2015	234	238	-1.7%
February 2015	259	228	+13.6%
March 2015	239	227	+5.3%
April 2015	241	225	+7.1%
May 2015	221	216	+2.3%
June 2015	209	210	-0.5%
July 2015	218	207	+5.3%
August 2015	211	204	+3.4%
September 2015	230	211	+9.0%
<b>October 2015</b>	<b>220</b>	<b>224</b>	<b>-1.8%</b>
12-Month Avg	229	221	+3.6%

## Historical Housing Affordability Index by Month

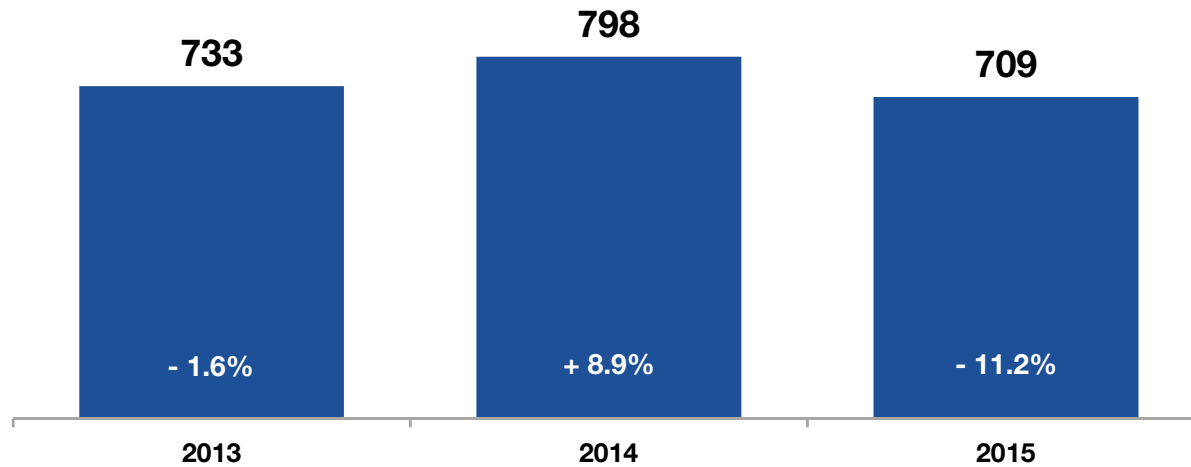


# Inventory of Homes for Sale

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



## October



	Homes for Sale	Prior Year	Percent Change
November 2014	719	674	+6.7%
December 2014	605	578	+4.7%
January 2015	630	573	+9.9%
February 2015	692	598	+15.7%
March 2015	773	661	+16.9%
April 2015	777	761	+2.1%
May 2015	815	795	+2.5%
June 2015	798	837	-4.7%
July 2015	801	836	-4.2%
August 2015	754	850	-11.3%
September 2015	684	864	-20.8%
<b>October 2015</b>	<b>709</b>	<b>798</b>	<b>-11.2%</b>
12-Month Avg	730	735	-0.7%

## Historical Inventory of Homes for Sale by Month

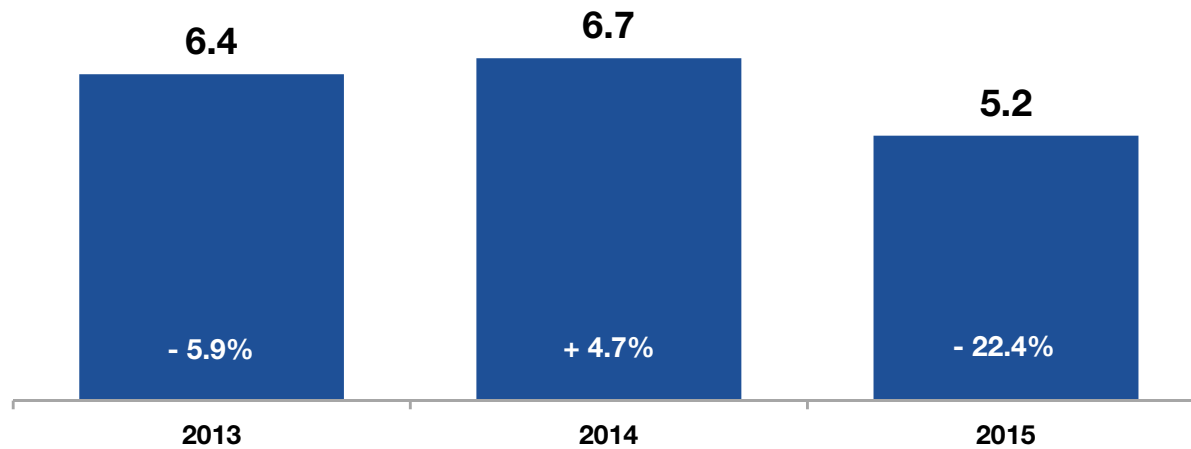


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
November 2014	6.0	5.9	+1.7%
December 2014	5.0	5.1	-2.0%
January 2015	5.2	5.1	+2.0%
February 2015	5.7	5.3	+7.5%
March 2015	6.3	5.8	+8.6%
April 2015	6.1	6.7	-9.0%
May 2015	6.3	6.9	-8.7%
June 2015	6.0	7.2	-16.7%
July 2015	6.1	7.1	-14.1%
August 2015	5.6	7.3	-23.3%
September 2015	5.0	7.3	-31.5%
<b>October 2015</b>	<b>5.2</b>	<b>6.7</b>	<b>-22.4%</b>
12-Month Avg	5.7	6.4	-10.9%

## 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 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	10-2014	10-2015	+ / -	10-2014	10-2015	+ / -
Albany	66	60	-9.1%	52	42	-19.2%	\$146,217	\$152,000	+4.0%	23	20	-13.0%	5.3	5.0	-5.8%
Avon	68	53	-22.1%	31	34	+9.7%	\$167,500	\$166,000	-0.9%	29	18	-37.9%	6.9	5.2	-24.5%
Clearwater	88	90	+2.3%	51	59	+15.7%	\$158,000	\$158,500	+0.3%	29	24	-17.2%	5.7	4.4	-22.3%
Cold Spring	155	148	-4.5%	102	90	-11.8%	\$179,200	\$180,000	+0.4%	63	53	-15.9%	6.6	5.6	-14.4%
Eden Lake Twp	17	9	-47.1%	2	9	+350.0%	\$192,250	\$219,000	+13.9%	10	3	-70.0%	10.0	1.7	-83.3%
Eden Valley	55	42	-23.6%	28	33	+17.9%	\$92,500	\$110,900	+19.9%	29	15	-48.3%	9.9	5.0	-49.7%
Fair Haven Twp	4	3	-25.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	0	2	--	0.0	2.0	--
Foley	108	141	+30.6%	55	90	+63.6%	\$132,000	\$141,000	+6.8%	37	36	-2.7%	6.3	4.0	-36.9%
Freeport	34	23	-32.4%	26	18	-30.8%	\$159,500	\$149,450	-6.3%	10	9	-10.0%	4.1	4.3	+4.6%
Holdingford	30	33	+10.0%	21	23	+9.5%	\$164,900	\$154,000	-6.6%	15	8	-46.7%	5.5	3.2	-41.3%
Kimball	56	59	+5.4%	31	36	+16.1%	\$141,250	\$161,250	+14.2%	24	14	-41.7%	6.0	3.5	-41.7%
Maine Prairie Twp	2	5	+150.0%	1	1	0.0%	\$0	\$355,000	--	2	3	+50.0%	2.0	3.0	+50.0%
Melrose	66	88	+33.3%	40	35	-12.5%	\$139,000	\$149,900	+7.8%	30	38	+26.7%	7.3	8.9	+21.3%
Paynesville	63	82	+30.2%	27	46	+70.4%	\$126,400	\$140,000	+10.8%	31	33	+6.5%	12.0	7.8	-35.3%
Rice	129	114	-11.6%	76	66	-13.2%	\$156,500	\$168,700	+7.8%	39	39	0.0%	5.5	6.1	+10.4%
Richmond	101	125	+23.8%	55	60	+9.1%	\$200,000	\$151,500	-24.3%	48	44	-8.3%	9.6	8.1	-15.4%
Rockville	22	28	+27.3%	17	12	-29.4%	\$184,713	\$154,000	-16.6%	6	9	+50.0%	3.0	4.5	+50.0%
Sartell	432	359	-16.9%	297	289	-2.7%	\$179,900	\$195,900	+8.9%	148	94	-36.5%	5.4	3.5	-34.1%
Sauk Centre	110	122	+10.9%	58	71	+22.4%	\$119,950	\$145,000	+20.9%	53	39	-26.4%	9.8	5.9	-40.2%
Sauk Rapids	309	292	-5.5%	179	196	+9.5%	\$153,000	\$161,000	+5.2%	114	75	-34.2%	6.7	3.9	-42.1%
Saint Cloud	1,162	1,290	+11.0%	625	769	+23.0%	\$130,000	\$132,000	+1.5%	466	474	+1.7%	7.6	6.3	-17.6%
Saint Joseph	124	139	+12.1%	82	98	+19.5%	\$149,247	\$174,000	+16.6%	40	36	-10.0%	5.2	3.9	-24.6%
Saint Augusta	38	56	+47.4%	20	34	+70.0%	\$168,950	\$163,450	-3.3%	15	19	+26.7%	6.6	6.5	-1.3%
Waite Park	83	95	+14.5%	52	64	+23.1%	\$121,450	\$145,413	+19.7%	30	30	0.0%	5.6	5.1	-9.9%
Wakefield Twp	0	2	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--