



Monthly Indicators

May 2016

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.

Activity Snapshot

+ 5.6% **- 0.3%** **- 25.2%**

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.



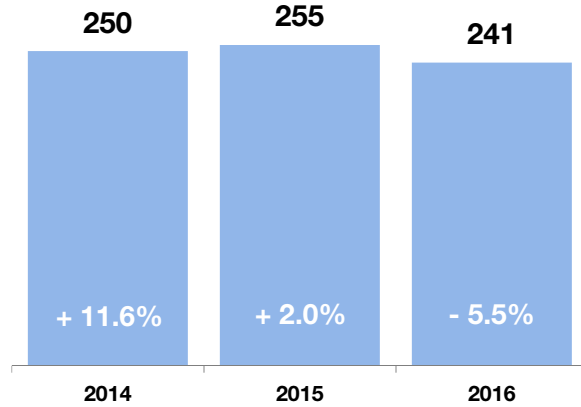
Key Metrics	Historical Sparkbars	5-2015	5-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		255	241	- 5.5%	1,146	1,045	- 8.8%
Pending Sales		179	202	+ 12.8%	699	804	+ 15.0%
Closed Sales		179	189	+ 5.6%	544	637	+ 17.1%
Days on Market		85	71	- 16.5%	100	84	- 16.0%
Median Sales Price		\$159,898	\$159,400	- 0.3%	\$150,000	\$154,000	+ 2.7%
Avg. Sales Price		\$167,709	\$171,599	+ 2.3%	\$161,281	\$161,638	+ 0.2%
Pct. of Orig. Price Received		95.3%	95.5%	+ 0.2%	94.2%	94.7%	+ 0.5%
Affordability Index		222	218	- 1.8%	237	226	- 4.6%
Homes for Sale		816	610	- 25.2%	--	--	--
Months Supply		6.3	4.1	- 34.9%	--	--	--

New Listings

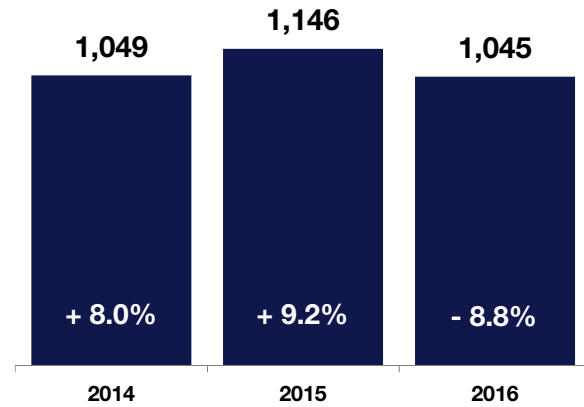
A count of the properties that have been newly listed on the market in a given month.



May

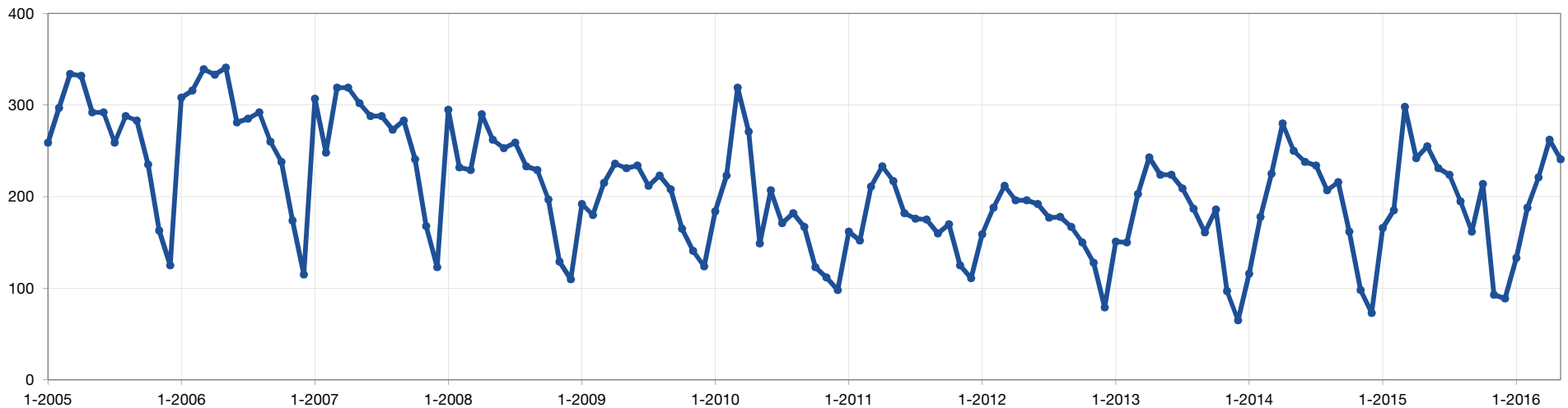


Year to Date



	New Listings	Prior Year	Percent Change
June 2015	231	238	-2.9%
July 2015	224	234	-4.3%
August 2015	195	207	-5.8%
September 2015	162	216	-25.0%
October 2015	214	162	+32.1%
November 2015	93	98	-5.1%
December 2015	89	73	+21.9%
January 2016	133	166	-19.9%
February 2016	188	185	+1.6%
March 2016	221	298	-25.8%
April 2016	262	242	+8.3%
May 2016	241	255	-5.5%
12-Month Avg	188	198	-5.1%

Historical New Listings by Month

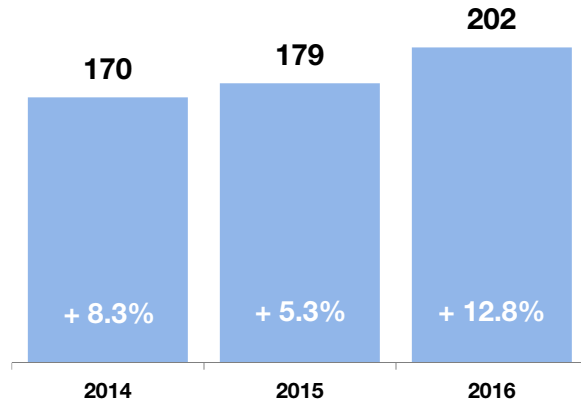


Pending Sales

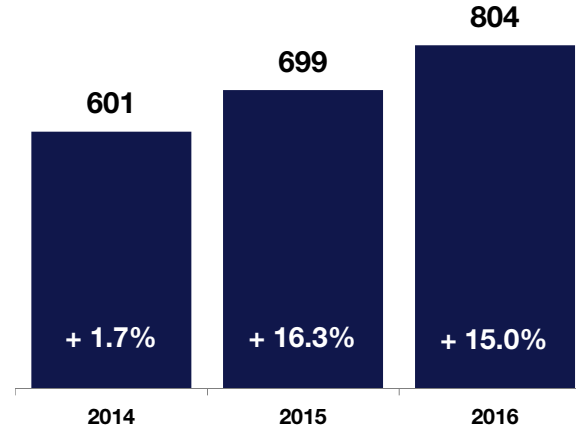
A count of the properties on which offers have been accepted in a given month.



May

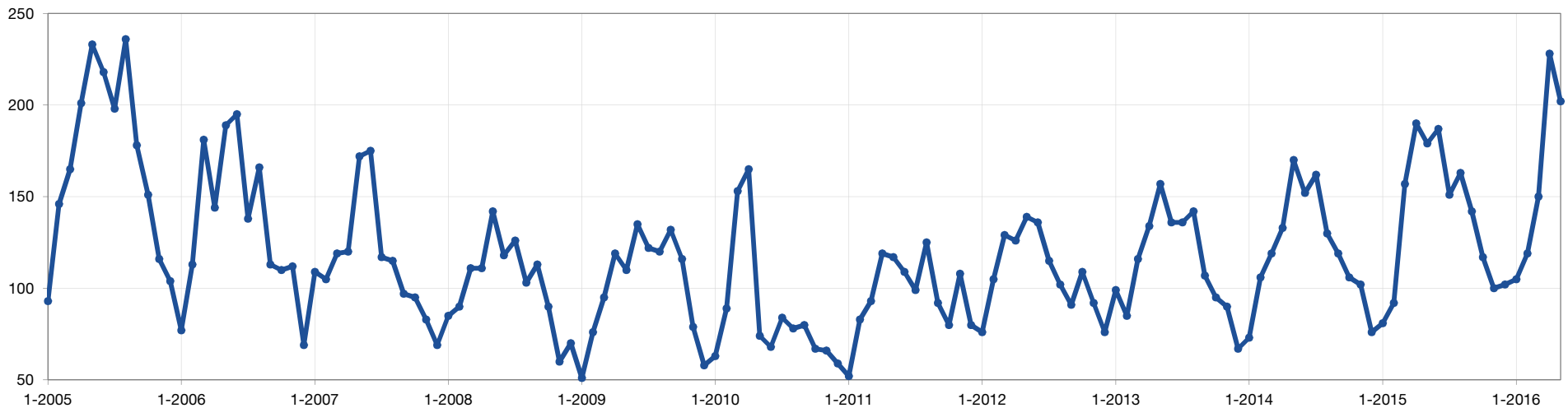


Year to Date



	Pending Sales	Prior Year	Percent Change
June 2015	187	152	+23.0%
July 2015	151	162	-6.8%
August 2015	163	130	+25.4%
September 2015	142	119	+19.3%
October 2015	117	106	+10.4%
November 2015	100	102	-2.0%
December 2015	102	76	+34.2%
January 2016	105	81	+29.6%
February 2016	119	92	+29.3%
March 2016	150	157	-4.5%
April 2016	228	190	+20.0%
May 2016	202	179	+12.8%
12-Month Avg	147	129	+14.0%

Historical Pending Sales by Month

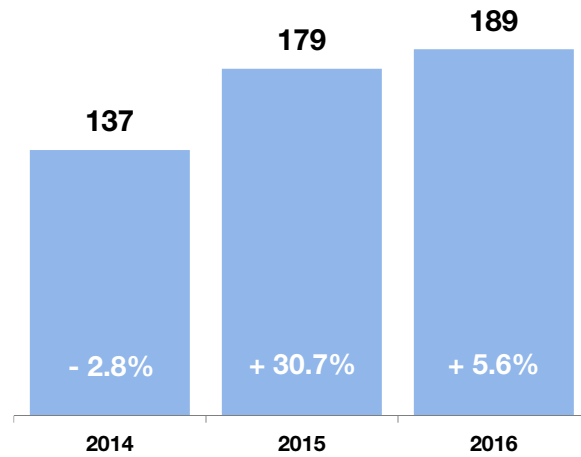


Closed Sales

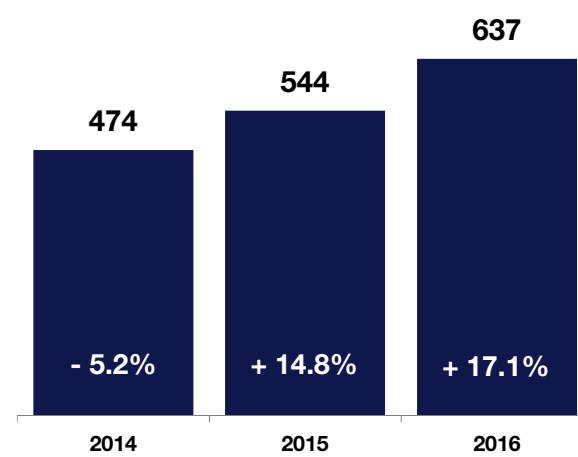
A count of the actual sales that closed in a given month.



May



Year to Date



	Closed Sales	Prior Year	Percent Change
June 2015	212	169	+25.4%
July 2015	187	171	+9.4%
August 2015	163	170	-4.1%
September 2015	167	121	+38.0%
October 2015	142	130	+9.2%
November 2015	86	102	-15.7%
December 2015	122	100	+22.0%
January 2016	78	65	+20.0%
February 2016	108	76	+42.1%
March 2016	111	99	+12.1%
April 2016	151	125	+20.8%
May 2016	189	179	+5.6%
12-Month Avg	143	126	+13.5%

Historical Closed Sales by Month

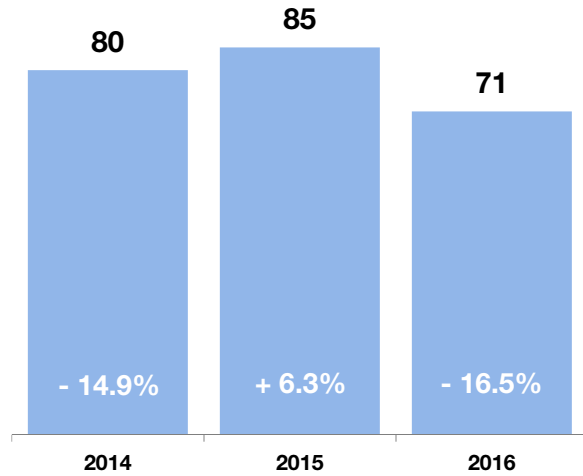


Days on Market Until Sale

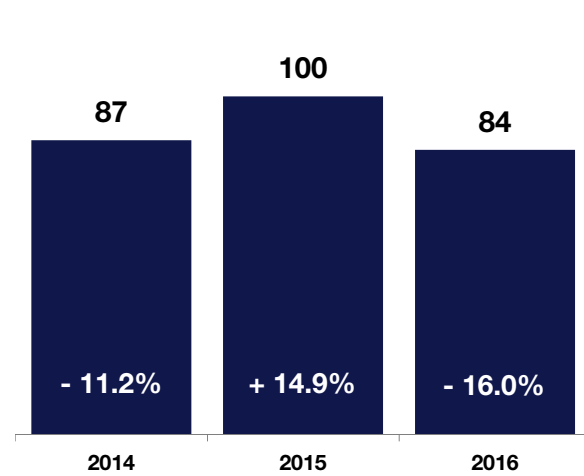
Average number of days between when a property is listed and when an offer is accepted in a given month.



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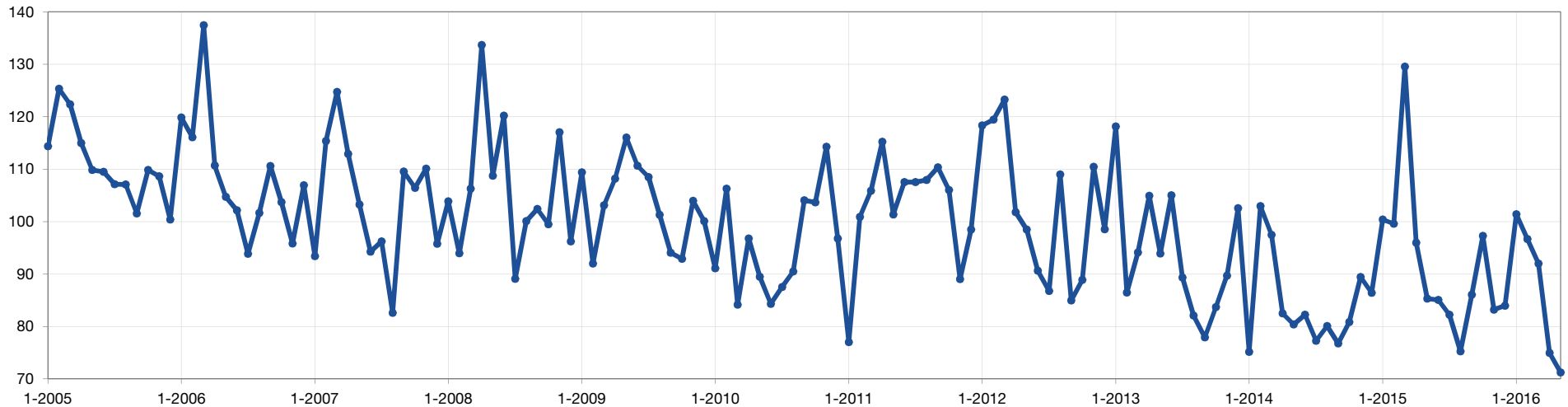


Year to Date



Days on Market	Prior Year	Percent Change	
June 2015	85	82	+3.7%
July 2015	82	77	+6.5%
August 2015	75	80	-6.3%
September 2015	86	77	+11.7%
October 2015	97	81	+19.8%
November 2015	83	89	-6.7%
December 2015	84	86	-2.3%
January 2016	101	100	+1.0%
February 2016	97	100	-3.0%
March 2016	92	130	-29.2%
April 2016	75	96	-21.9%
May 2016	71	85	-16.5%
12-Month Avg	86	90	-4.4%

Historical Days on Market Until Sale by Month

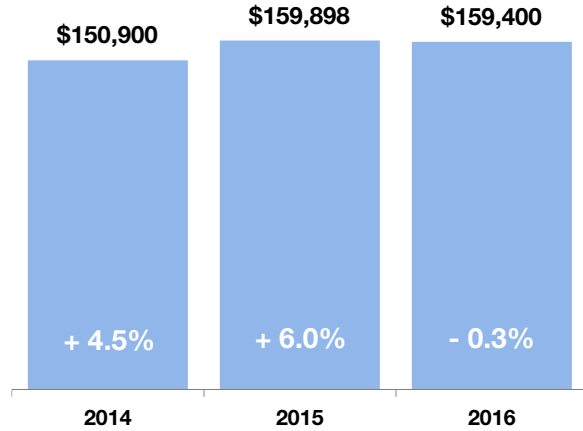


Median Sales Price

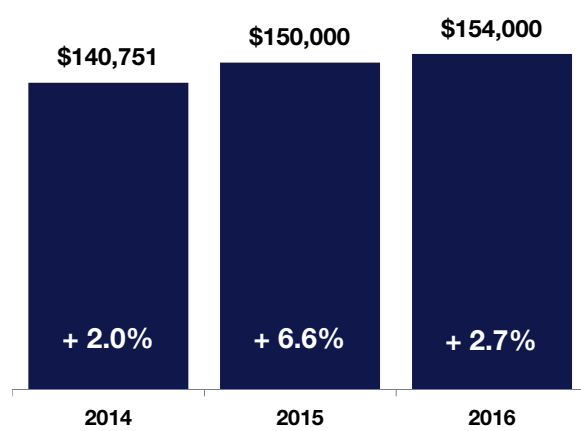
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
June 2015	\$167,000	\$155,000	+7.7%
July 2015	\$157,750	\$156,500	+0.8%
August 2015	\$162,900	\$159,900	+1.9%
September 2015	\$152,500	\$153,400	-0.6%
October 2015	\$159,400	\$146,750	+8.6%
November 2015	\$145,000	\$139,900	+3.6%
December 2015	\$138,774	\$144,700	-4.1%
January 2016	\$146,000	\$149,000	-2.0%
February 2016	\$147,000	\$136,950	+7.3%
March 2016	\$138,750	\$147,000	-5.6%
April 2016	\$156,500	\$147,000	+6.5%
May 2016	\$159,400	\$159,898	-0.3%
12-Month Avg	\$152,581	\$149,667	+1.9%

Historical Median Sales Price by Month

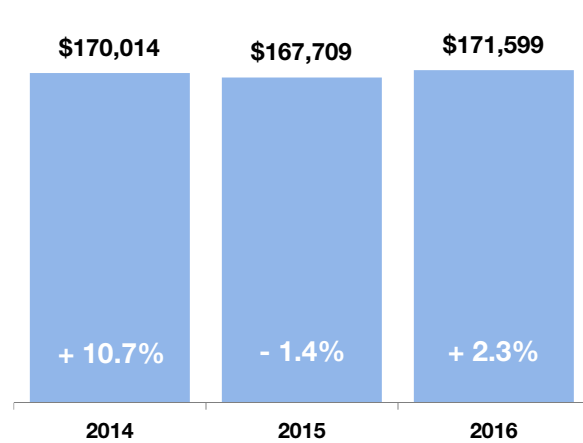


Average Sales Price

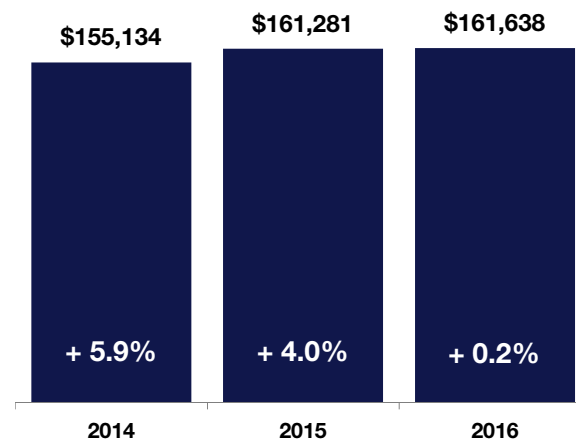
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
June 2015	\$178,467	\$173,042	+3.1%
July 2015	\$173,959	\$187,458	-7.2%
August 2015	\$181,268	\$186,104	-2.6%
September 2015	\$171,931	\$165,897	+3.6%
October 2015	\$177,951	\$161,627	+10.1%
November 2015	\$156,300	\$151,272	+3.3%
December 2015	\$156,774	\$160,339	-2.2%
January 2016	\$162,366	\$158,820	+2.2%
February 2016	\$147,303	\$143,385	+2.7%
March 2016	\$157,274	\$165,685	-5.1%
April 2016	\$162,080	\$160,747	+0.8%
May 2016	\$171,599	\$167,709	+2.3%
12-Month Avg	\$166,439	\$165,174	+0.8%

Historical Average Sales Price by Month

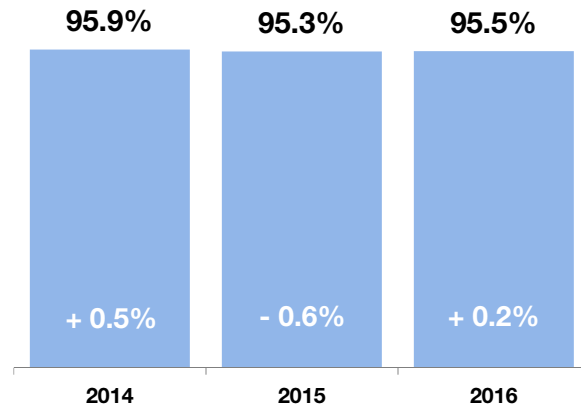


Percent of Original List Price Received

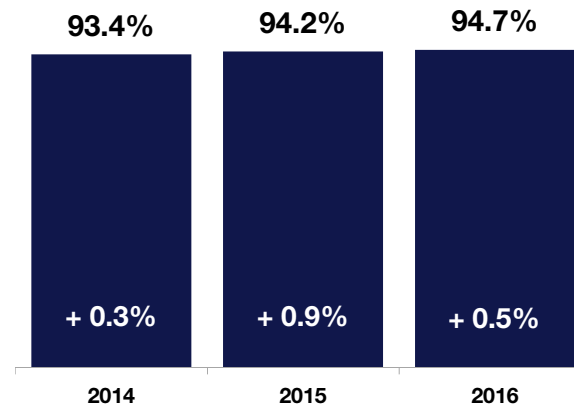


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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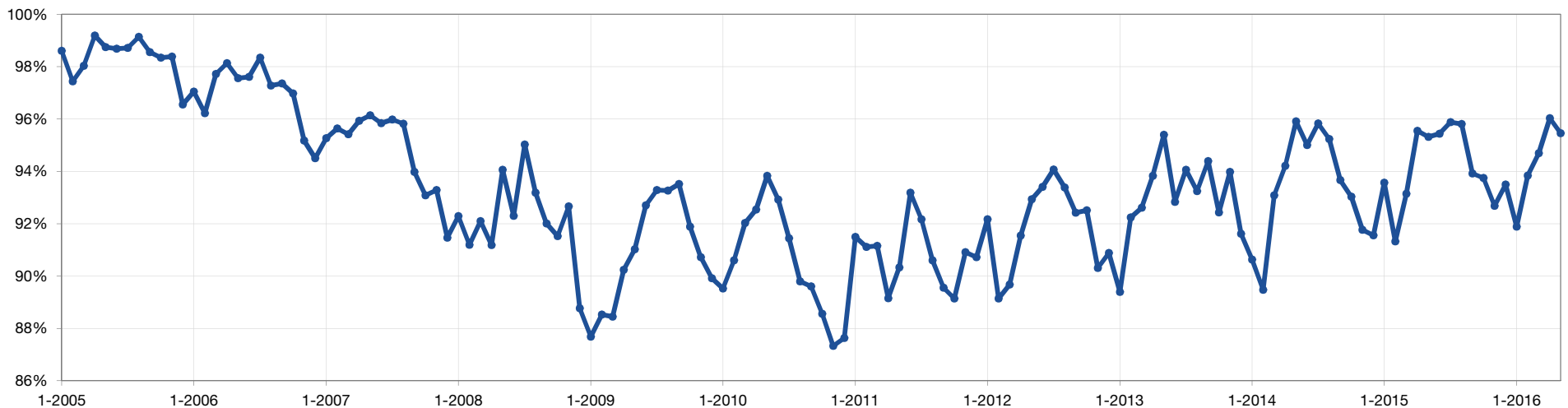


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2015	93.8%	93.0%	+0.9%
November 2015	92.7%	91.8%	+1.0%
December 2015	93.5%	91.6%	+2.1%
January 2016	91.9%	93.6%	-1.8%
February 2016	93.8%	91.3%	+2.7%
March 2016	94.7%	93.1%	+1.7%
April 2016	96.0%	95.5%	+0.5%
May 2016	95.5%	95.3%	+0.2%
12-Month Avg	94.4%	93.7%	+0.7%

Historical Percent of Original List Price Received by Month

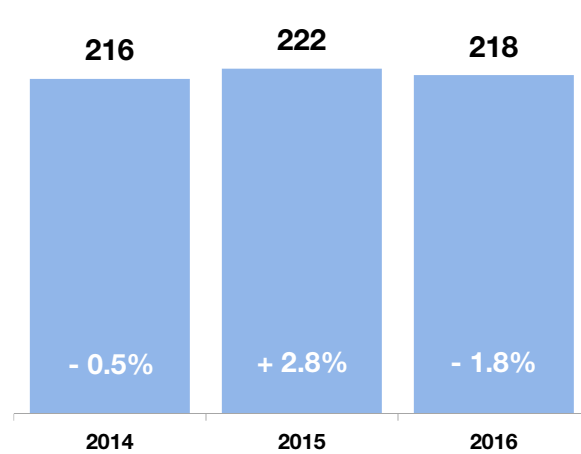


Housing Affordability Index

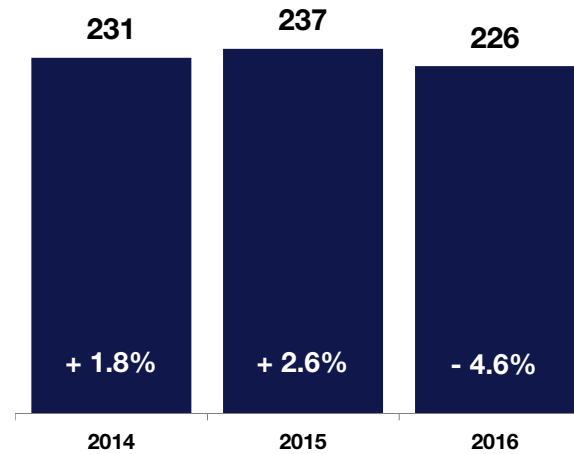


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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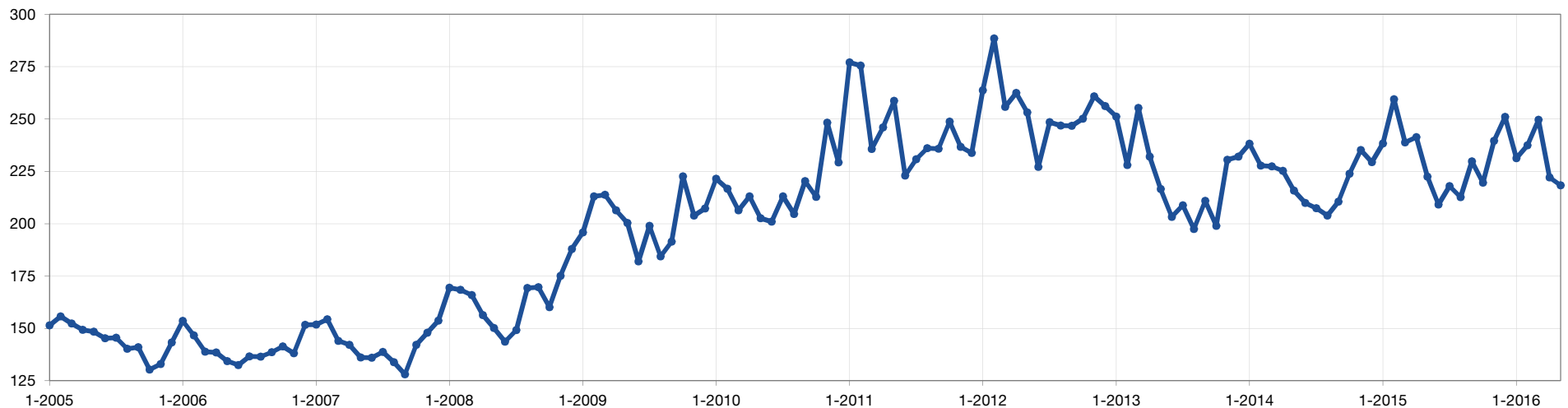


Year to Date



	Affordability Index	Prior Year	Percent Change
June 2015	209	210	-0.5%
July 2015	218	207	+5.3%
August 2015	213	204	+4.4%
September 2015	230	211	+9.0%
October 2015	220	224	-1.8%
November 2015	240	235	+2.1%
December 2015	251	229	+9.6%
January 2016	231	238	-2.9%
February 2016	237	259	-8.5%
March 2016	250	239	+4.6%
April 2016	222	241	-7.9%
May 2016	218	222	-1.8%
12-Month Avg	228	227	+0.4%

Historical Housing Affordability Index by Month

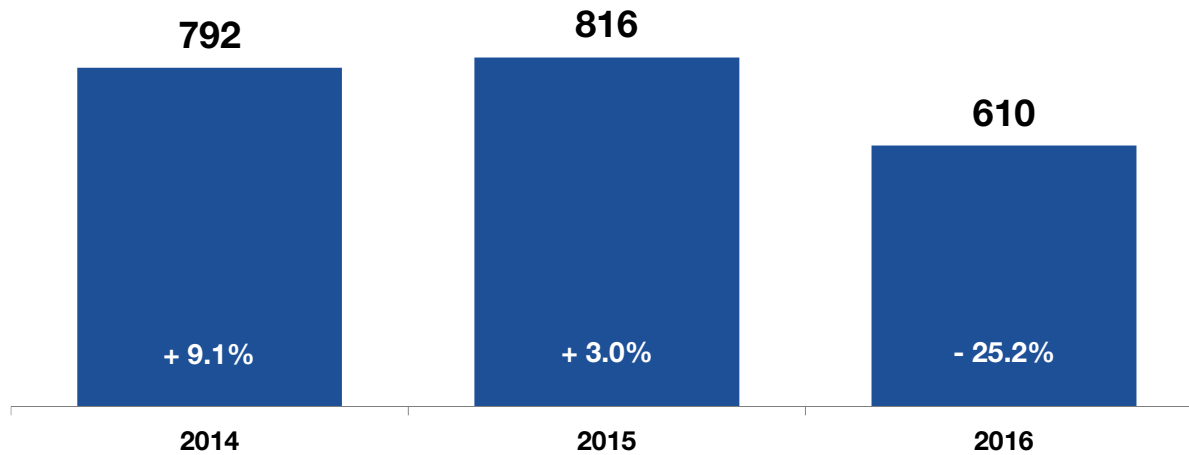


Inventory of Homes for Sale

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

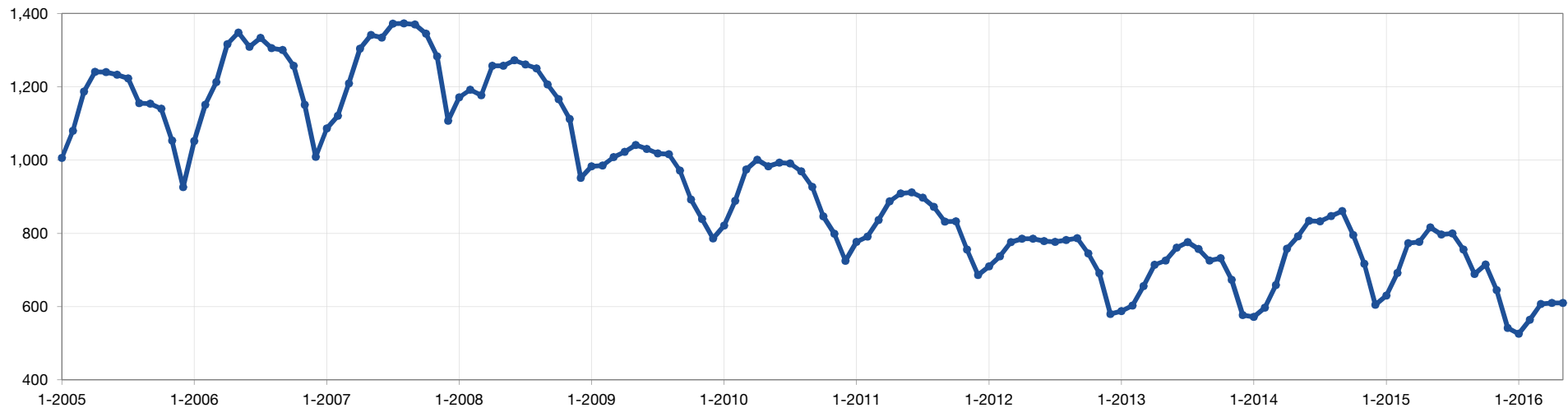


May



Homes for Sale		Prior Year	Percent Change
June 2015	797	834	-4.4%
July 2015	800	833	-4.0%
August 2015	756	847	-10.7%
September 2015	689	861	-20.0%
October 2015	715	795	-10.1%
November 2015	645	717	-10.0%
December 2015	542	605	-10.4%
January 2016	526	630	-16.5%
February 2016	564	692	-18.5%
March 2016	607	773	-21.5%
April 2016	610	777	-21.5%
May 2016	610	816	-25.2%
12-Month Avg	655	765	-14.4%

Historical Inventory of Homes for Sale by Month

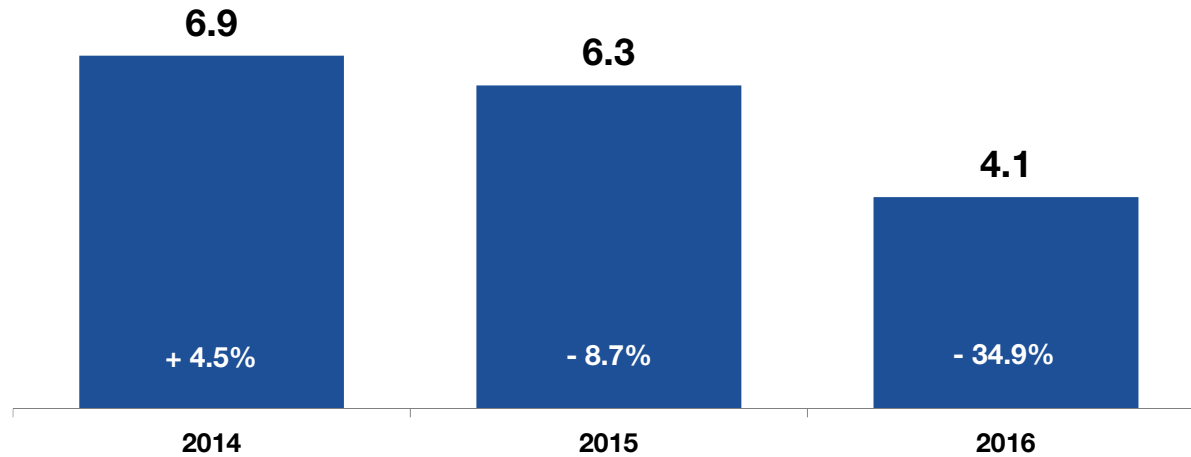


Months Supply of Inventory

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.

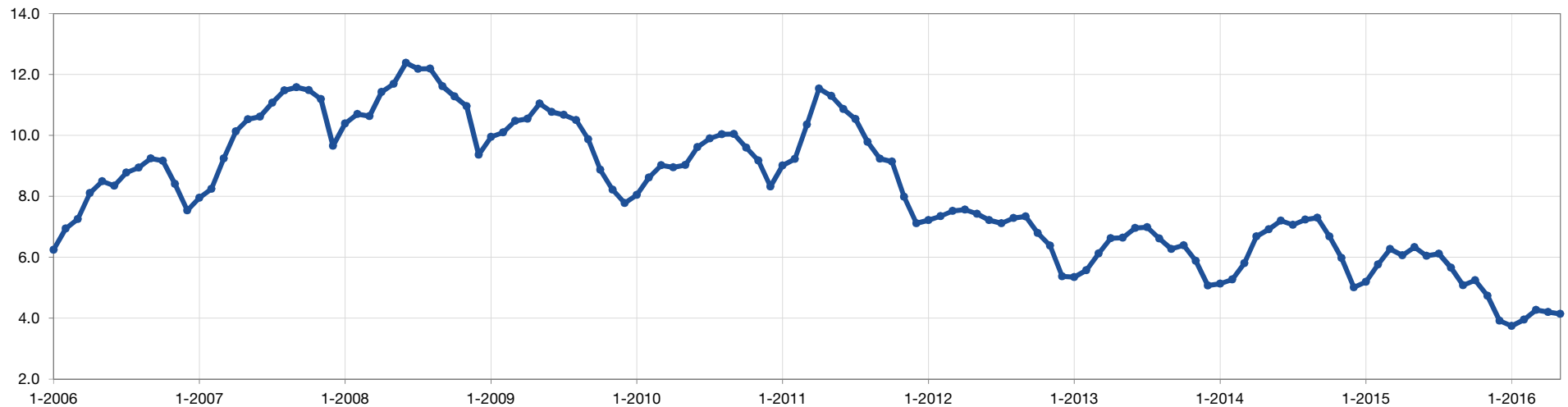


May



Months Supply		Prior Year	Percent Change
June 2015	6.0	7.2	-16.7%
July 2015	6.1	7.1	-14.1%
August 2015	5.7	7.2	-20.8%
September 2015	5.1	7.3	-30.1%
October 2015	5.2	6.7	-22.4%
November 2015	4.7	6.0	-21.7%
December 2015	3.9	5.0	-22.0%
January 2016	3.7	5.2	-28.8%
February 2016	4.0	5.8	-31.0%
March 2016	4.3	6.3	-31.7%
April 2016	4.2	6.1	-31.1%
May 2016	4.1	6.3	-34.9%
12-Month Avg	4.8	6.3	-23.8%

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 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	5-2015	5-2016	+ / -	5-2015	5-2016	+ / -
Albany	33	30	-9.1%	17	16	-5.9%	\$156,630	\$154,450	-1.4%	19	14	-26.3%	4.2	3.7	-13.5%
Avon	31	34	+9.7%	15	23	+53.3%	\$165,000	\$182,000	+10.3%	27	12	-55.6%	7.1	2.9	-58.4%
Clearwater	51	41	-19.6%	23	27	+17.4%	\$145,000	\$222,250	+53.3%	31	14	-54.8%	6.4	2.0	-68.1%
Cold Spring	78	78	0.0%	37	41	+10.8%	\$160,000	\$169,950	+6.2%	76	50	-34.2%	8.3	4.9	-40.7%
Eden Lake Twp	5	7	+40.0%	2	3	+50.0%	\$141,000	\$195,000	+38.3%	6	2	-66.7%	3.4	1.5	-56.3%
Eden Valley	20	11	-45.0%	11	10	-9.1%	\$134,499	\$120,570	-10.4%	19	12	-36.8%	8.1	5.5	-32.5%
Fair Haven Twp	1	2	+100.0%	1	2	+100.0%	\$125,000	\$231,250	+85.0%	0	0	--	0.0	0.0	--
Foley	75	63	-16.0%	33	34	+3.0%	\$150,000	\$182,250	+21.5%	42	25	-40.5%	5.7	2.7	-52.4%
Freeport	14	10	-28.6%	9	6	-33.3%	\$134,900	\$155,275	+15.1%	10	7	-30.0%	3.8	3.5	-9.0%
Holdingsford	19	18	-5.3%	8	6	-25.0%	\$127,500	\$137,500	+7.8%	16	8	-50.0%	8.0	2.9	-64.3%
Kimball	36	20	-44.4%	13	16	+23.1%	\$149,900	\$161,000	+7.4%	24	18	-25.0%	5.5	5.5	+0.8%
Maine Prairie Twp	4	0	-100.0%	0	0	--	\$0	\$0	--	3	3	0.0%	3.0	3.0	0.0%
Melrose	37	30	-18.9%	9	17	+88.9%	\$120,000	\$96,500	-19.6%	28	27	-3.6%	7.2	6.6	-7.7%
Paynesville	34	28	-17.6%	14	14	0.0%	\$92,000	\$124,000	+34.8%	33	23	-30.3%	12.0	6.6	-45.2%
Rice	64	66	+3.1%	25	27	+8.0%	\$169,900	\$171,000	+0.6%	51	41	-19.6%	7.9	5.9	-26.3%
Richmond	74	50	-32.4%	19	22	+15.8%	\$146,000	\$218,950	+50.0%	65	39	-40.0%	13.9	5.9	-58.0%
Rockville	14	12	-14.3%	3	5	+66.7%	\$177,000	\$124,250	-29.8%	15	7	-53.3%	6.9	3.2	-54.0%
Sartell	202	209	+3.5%	101	106	+5.0%	\$178,500	\$178,700	+0.1%	145	116	-20.0%	5.5	4.2	-22.7%
Sauk Centre	66	55	-16.7%	25	26	+4.0%	\$145,000	\$152,750	+5.3%	45	27	-40.0%	6.5	4.0	-39.3%
Sauk Rapids	162	137	-15.4%	73	99	+35.6%	\$151,587	\$162,000	+6.9%	109	56	-48.6%	5.9	2.6	-56.5%
Saint Cloud	654	583	-10.9%	305	366	+20.0%	\$126,000	\$129,500	+2.8%	478	374	-21.8%	6.8	4.5	-33.5%
Saint Joseph	81	63	-22.2%	34	37	+8.8%	\$176,500	\$162,500	-7.9%	43	35	-18.6%	5.1	3.8	-25.3%
Saint Augusta	26	17	-34.6%	13	15	+15.4%	\$204,900	\$210,000	+2.5%	15	14	-6.7%	5.5	5.3	-3.8%
Waite Park	47	53	+12.8%	31	29	-6.5%	\$144,126	\$154,400	+7.1%	41	29	-29.3%	7.2	4.4	-39.9%
Wakefield Twp	0	3	--	0	1	--	\$0	\$0	--	0	3	--	0.0	3.0	--