

Monthly Indicators

January 2018

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

+ 15.9% **- 7.2%** **- 9.6%**

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	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

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



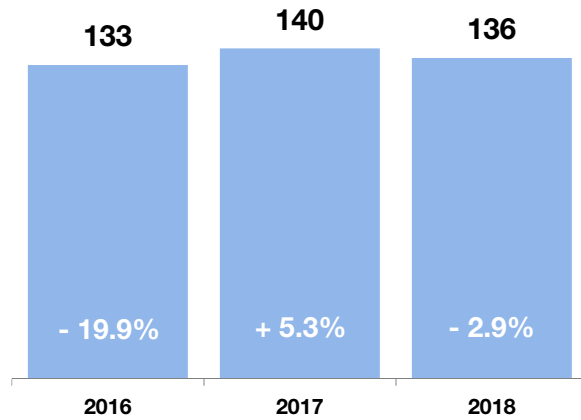
Key Metrics	Historical Sparkbars	1-2017	1-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		140	136	- 2.9%	140	136	- 2.9%
Pending Sales		100	108	+ 8.0%	100	108	+ 8.0%
Closed Sales		88	102	+ 15.9%	88	102	+ 15.9%
Days on Market		70	75	+ 7.1%	70	75	+ 7.1%
Median Sales Price		\$156,000	\$144,750	- 7.2%	\$156,000	\$144,750	- 7.2%
Avg. Sales Price		\$180,959	\$160,993	- 11.0%	\$180,959	\$160,993	- 11.0%
Pct. of Orig. Price Received		95.0%	94.6%	- 0.4%	95.0%	94.6%	- 0.4%
Affordability Index		208	227	+ 9.1%	208	227	+ 9.1%
Homes for Sale		427	386	- 9.6%	--	--	--
Months Supply		2.9	2.5	- 13.8%	--	--	--

New Listings

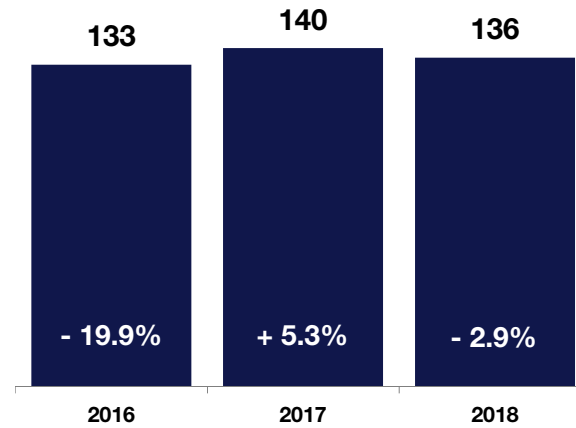
A count of the properties that have been newly listed on the market in a given month.



January

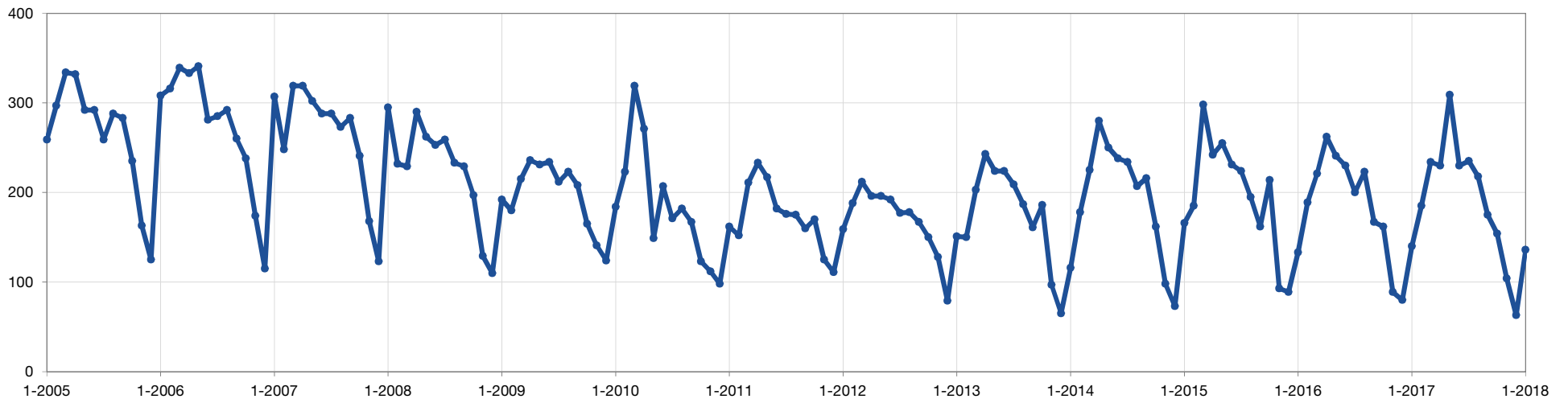


Year to Date



	New Listings	Prior Year	Percent Change
February 2017	185	189	-2.1%
March 2017	234	221	+5.9%
April 2017	230	262	-12.2%
May 2017	309	241	+28.2%
June 2017	230	230	0.0%
July 2017	235	200	+17.5%
August 2017	218	223	-2.2%
September 2017	175	167	+4.8%
October 2017	154	162	-4.9%
November 2017	104	89	+16.9%
December 2017	63	80	-21.3%
January 2018	136	140	-2.9%
12-Month Avg	189	184	+2.7%

Historical New Listings by Month

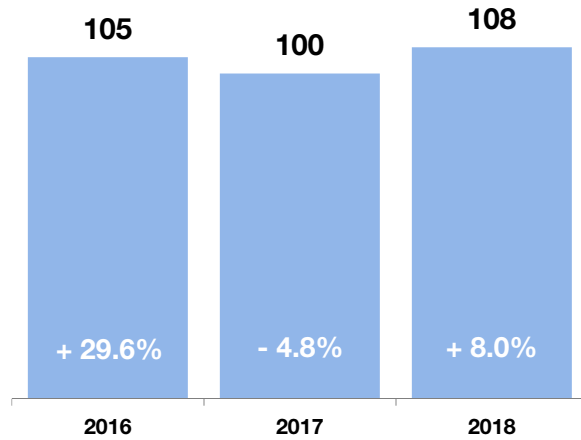


Pending Sales

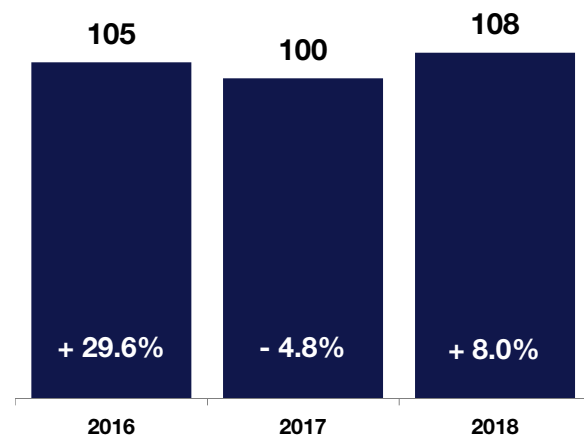
A count of the properties on which offers have been accepted in a given month.



January

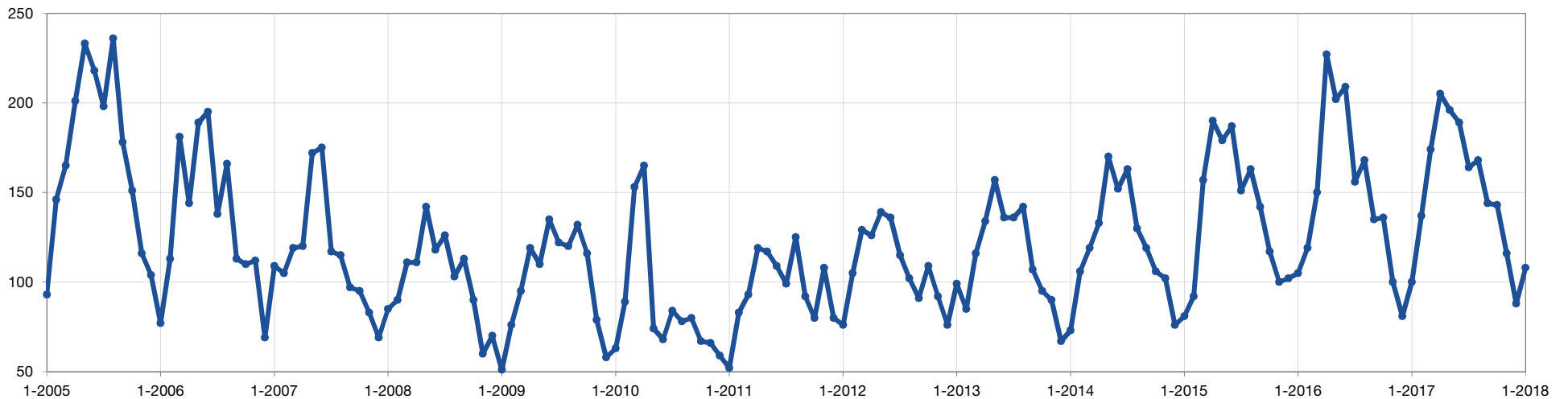


Year to Date



Pending Sales	Prior Year	Percent Change
February 2017	119	+15.1%
March 2017	150	+16.0%
April 2017	227	-9.7%
May 2017	202	-3.0%
June 2017	209	-9.6%
July 2017	156	+5.1%
August 2017	168	0.0%
September 2017	135	+6.7%
October 2017	136	+5.1%
November 2017	100	+16.0%
December 2017	81	+8.6%
January 2018	108	+8.0%
12-Month Avg	153	+2.7%

Historical Pending Sales by Month

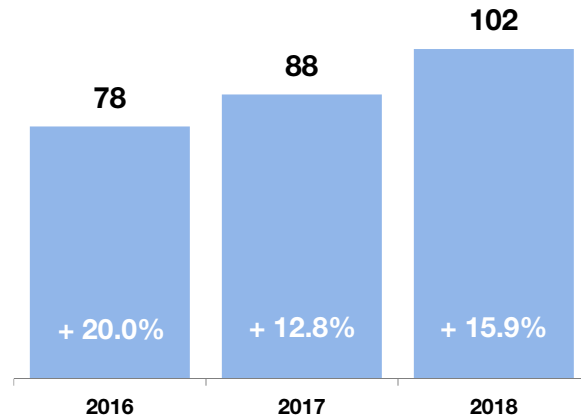


Closed Sales

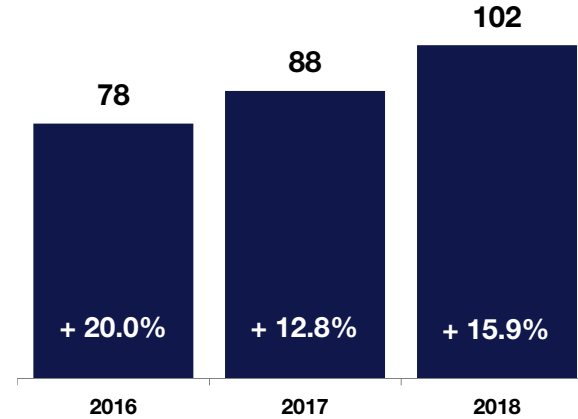
A count of the actual sales that closed in a given month.



January

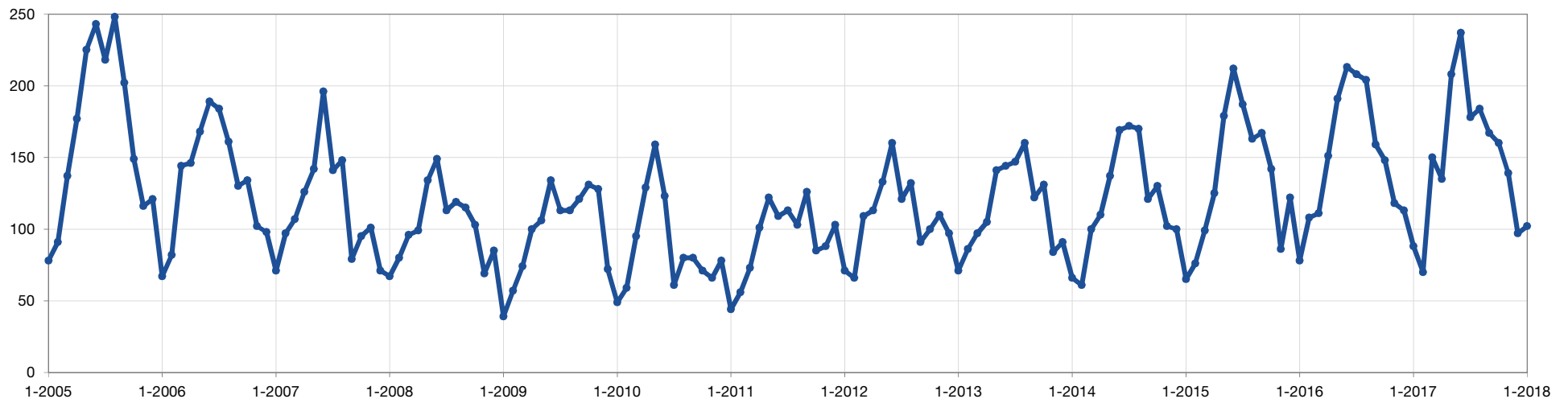


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2017	70	108	-35.2%
March 2017	150	111	+35.1%
April 2017	135	151	-10.6%
May 2017	208	191	+8.9%
June 2017	237	213	+11.3%
July 2017	178	208	-14.4%
August 2017	184	204	-9.8%
September 2017	167	159	+5.0%
October 2017	160	148	+8.1%
November 2017	139	118	+17.8%
December 2017	97	113	-14.2%
January 2018	102	88	+15.9%
12-Month Avg	152	151	+0.7%

Historical Closed Sales by Month

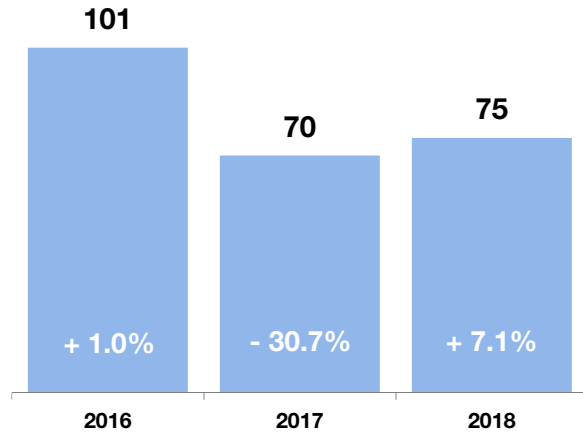


Days on Market Until Sale

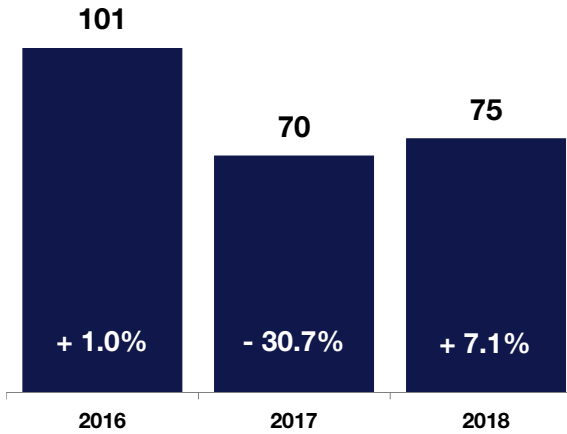
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

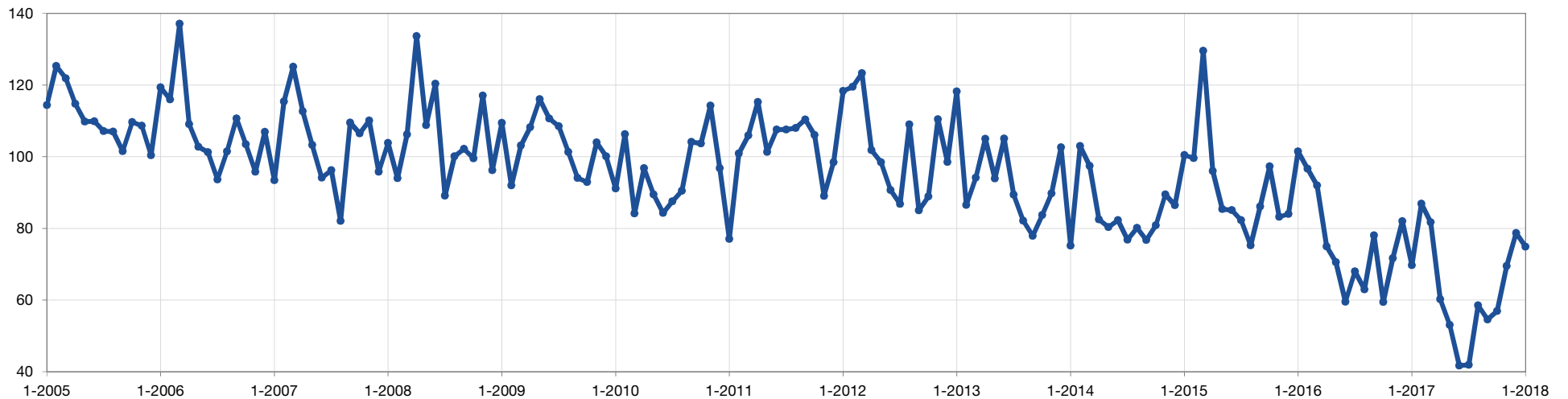


Year to Date



Days on Market	Prior Year	Percent Change	
February 2017	87	97	-10.3%
March 2017	82	92	-10.9%
April 2017	60	75	-20.0%
May 2017	53	71	-25.4%
June 2017	42	59	-28.8%
July 2017	42	68	-38.2%
August 2017	59	63	-6.3%
September 2017	55	78	-29.5%
October 2017	57	59	-3.4%
November 2017	69	72	-4.2%
December 2017	79	82	-3.7%
January 2018	75	70	+7.1%
12-Month Avg	63	74	-14.9%

Historical Days on Market Until Sale by Month

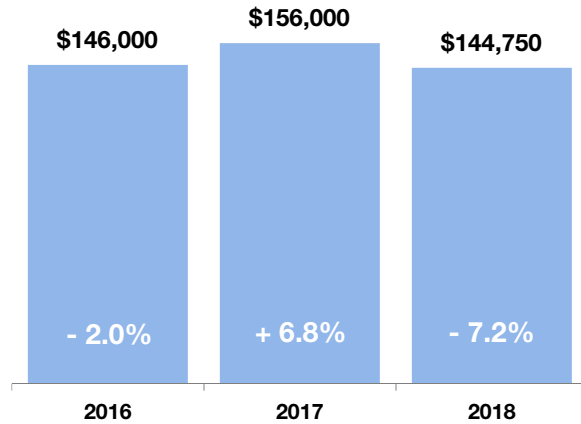


Median Sales Price

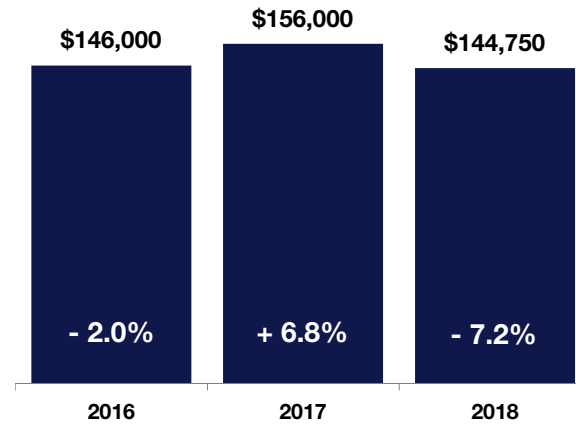
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

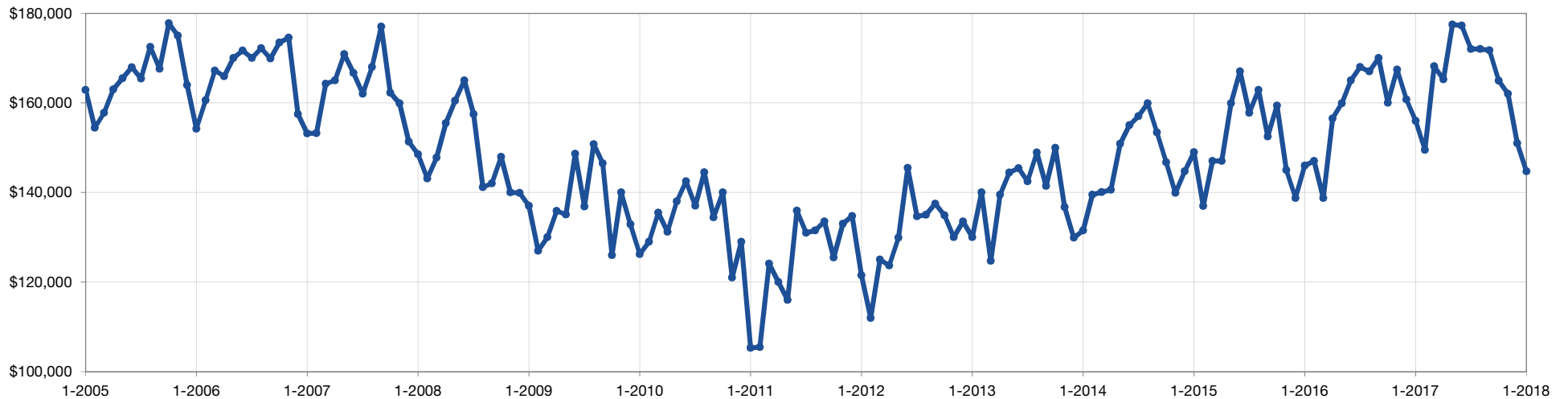


Year to Date



	Median Sales Price	Prior Year	Percent Change
February 2017	\$149,475	\$147,000	+1.7%
March 2017	\$168,200	\$138,750	+21.2%
April 2017	\$165,250	\$156,500	+5.6%
May 2017	\$177,500	\$159,900	+11.0%
June 2017	\$177,250	\$165,000	+7.4%
July 2017	\$172,000	\$168,000	+2.4%
August 2017	\$172,000	\$167,000	+3.0%
September 2017	\$171,750	\$170,000	+1.0%
October 2017	\$164,950	\$160,000	+3.1%
November 2017	\$162,000	\$167,450	-3.3%
December 2017	\$151,000	\$160,750	-6.1%
January 2018	\$144,750	\$156,000	-7.2%
12-Month Avg	\$164,677	\$159,696	+3.1%

Historical Median Sales Price by Month

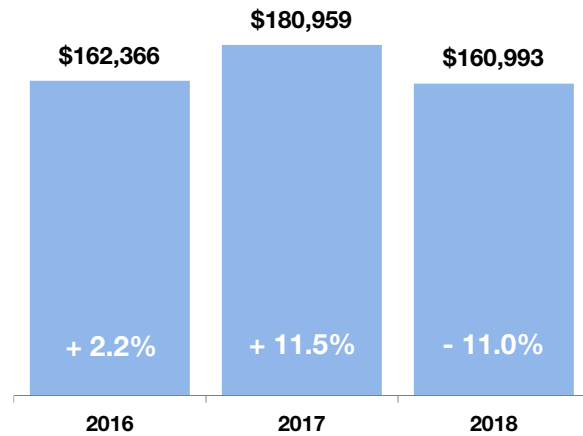


Average Sales Price

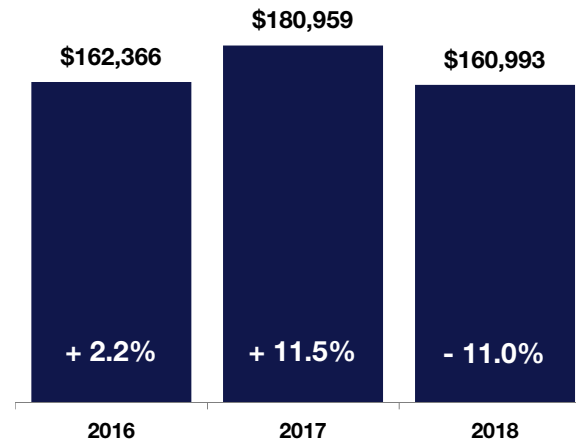
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
February 2017	\$165,642	\$147,303	+12.4%
March 2017	\$178,756	\$157,274	+13.7%
April 2017	\$183,799	\$162,080	+13.4%
May 2017	\$195,378	\$172,443	+13.3%
June 2017	\$194,080	\$180,912	+7.3%
July 2017	\$184,285	\$195,845	-5.9%
August 2017	\$188,687	\$173,608	+8.7%
September 2017	\$192,933	\$185,179	+4.2%
October 2017	\$188,047	\$184,133	+2.1%
November 2017	\$174,433	\$183,120	-4.7%
December 2017	\$164,366	\$184,070	-10.7%
January 2018	\$160,993	\$180,959	-11.0%
12-Month Avg	\$180,950	\$175,577	+3.1%

Historical Average Sales Price by Month

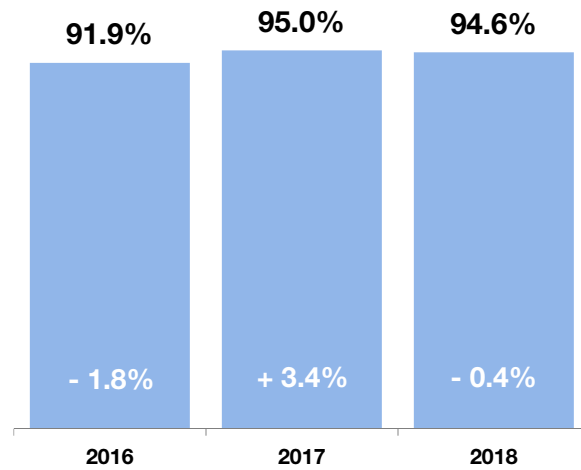


Percent of Original List Price Received

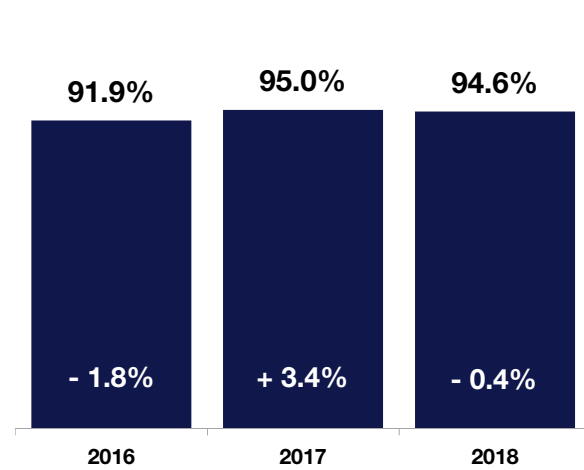


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

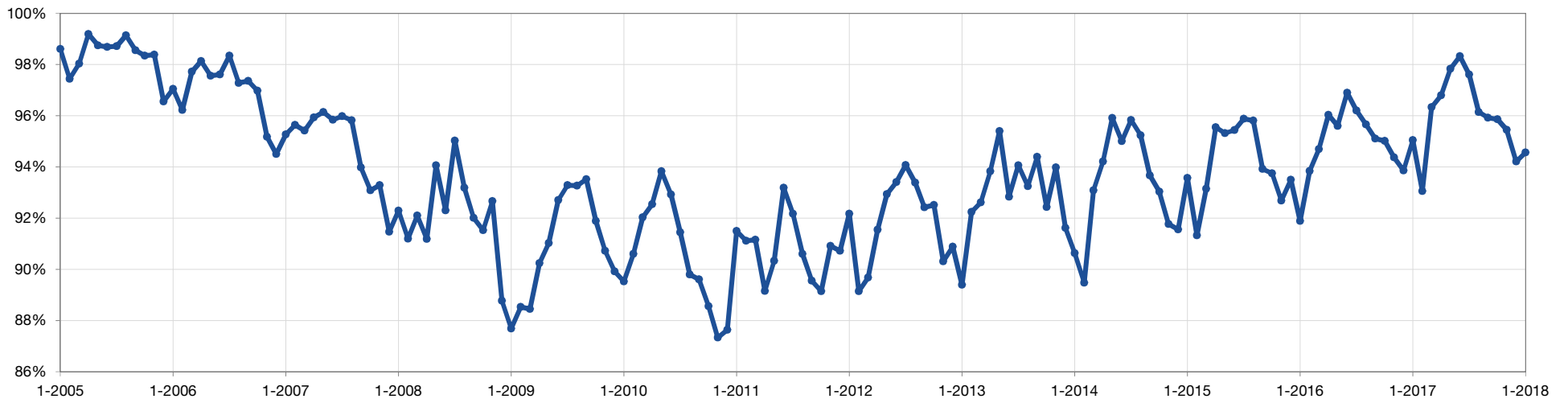


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2017	93.1%	93.8%	-0.7%
March 2017	96.3%	94.7%	+1.7%
April 2017	96.8%	96.0%	+0.8%
May 2017	97.8%	95.6%	+2.3%
June 2017	98.3%	96.9%	+1.4%
July 2017	97.6%	96.2%	+1.5%
August 2017	96.1%	95.7%	+0.4%
September 2017	95.9%	95.1%	+0.8%
October 2017	95.9%	95.0%	+0.9%
November 2017	95.4%	94.4%	+1.1%
December 2017	94.2%	93.9%	+0.3%
January 2018	94.6%	95.0%	-0.4%
12-Month Avg	96.0%	95.2%	+0.8%

Historical Percent of Original List Price Received by Month

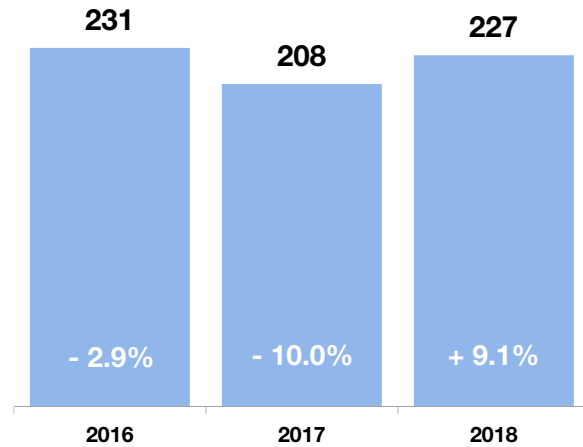


Housing Affordability Index

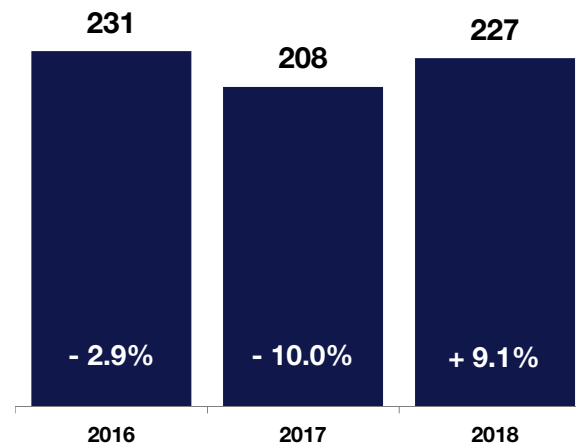


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

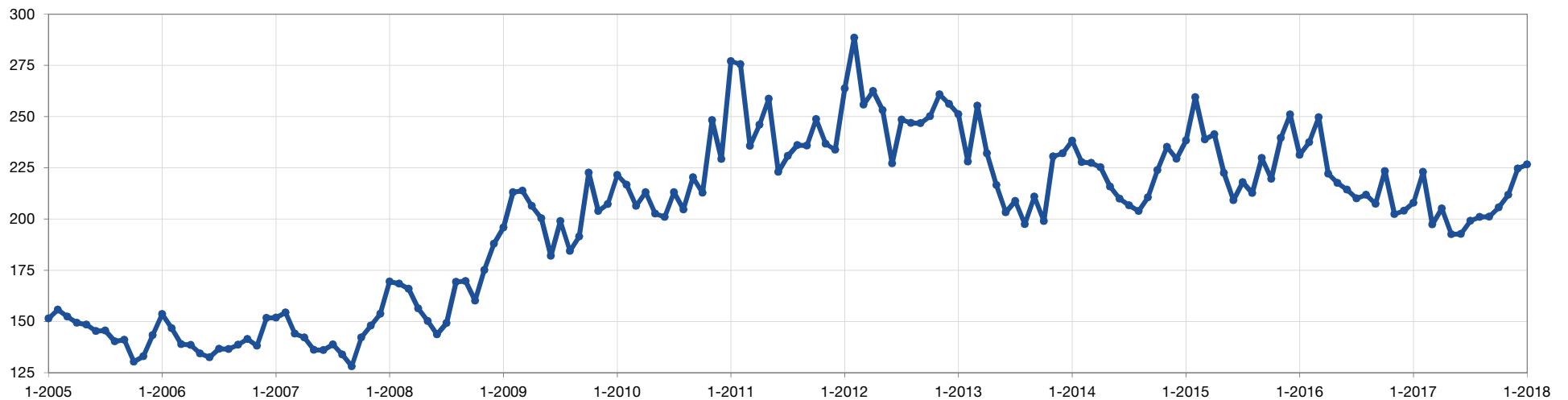


Year to Date



	Affordability Index	Prior Year	Percent Change
February 2017	223	237	-5.9%
March 2017	197	250	-21.2%
April 2017	205	222	-7.7%
May 2017	193	218	-11.5%
June 2017	193	214	-9.8%
July 2017	199	210	-5.2%
August 2017	201	212	-5.2%
September 2017	201	207	-2.9%
October 2017	206	223	-7.6%
November 2017	212	202	+5.0%
December 2017	225	204	+10.3%
January 2018	227	208	+9.1%
12-Month Avg	207	217	-4.6%

Historical Housing Affordability Index by Month

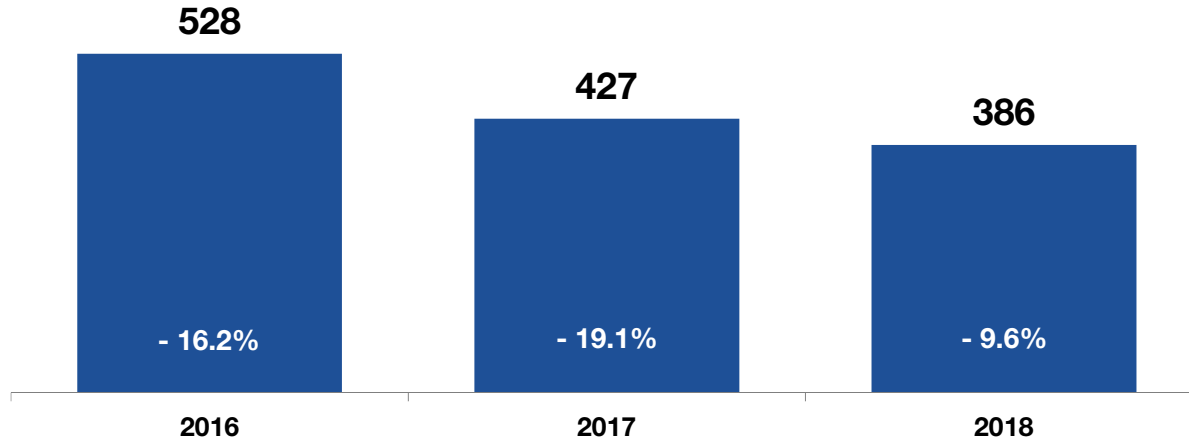


Inventory of Homes for Sale

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

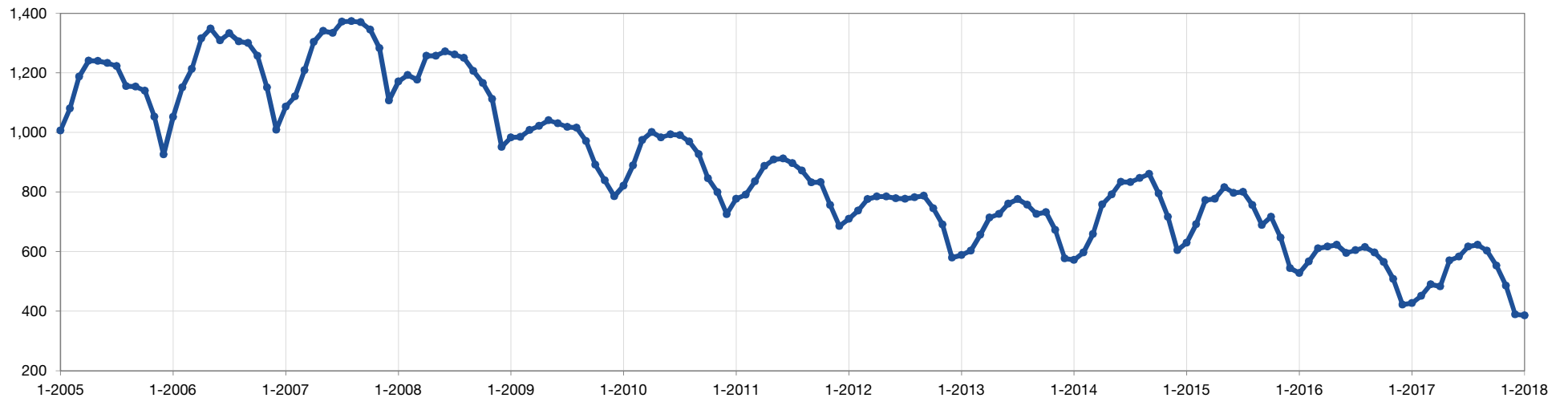


January



Homes for Sale		Prior Year	Percent Change
February 2017	451	567	-20.5%
March 2017	490	611	-19.8%
April 2017	483	617	-21.7%
May 2017	570	623	-8.5%
June 2017	583	595	-2.0%
July 2017	617	605	+2.0%
August 2017	623	615	+1.3%
September 2017	603	597	+1.0%
October 2017	553	565	-2.1%
November 2017	486	508	-4.3%
December 2017	389	422	-7.8%
January 2018	386	427	-9.6%
12-Month Avg	520	563	-7.6%

Historical Inventory of Homes for Sale by Month

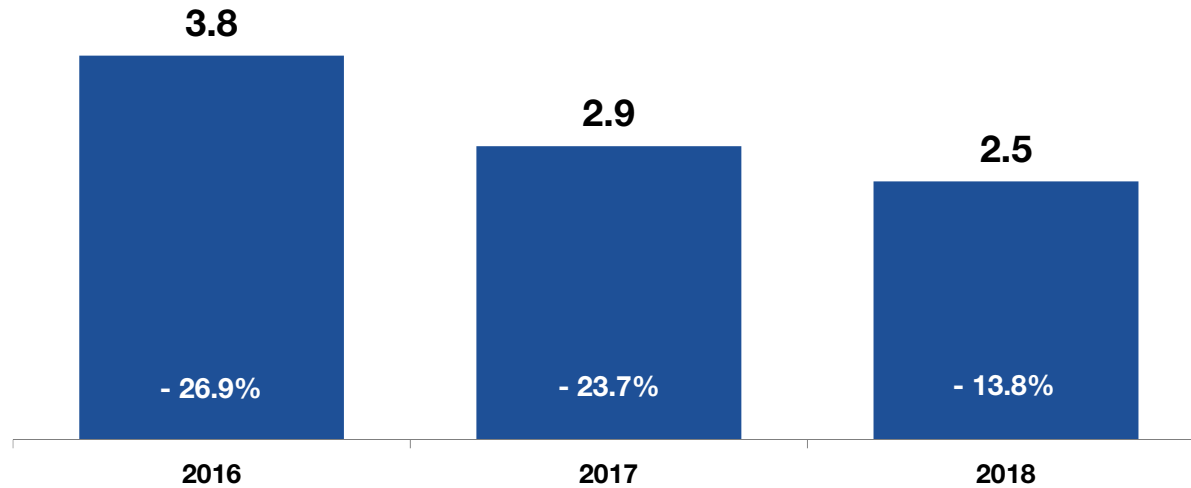


Months Supply of Inventory

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.

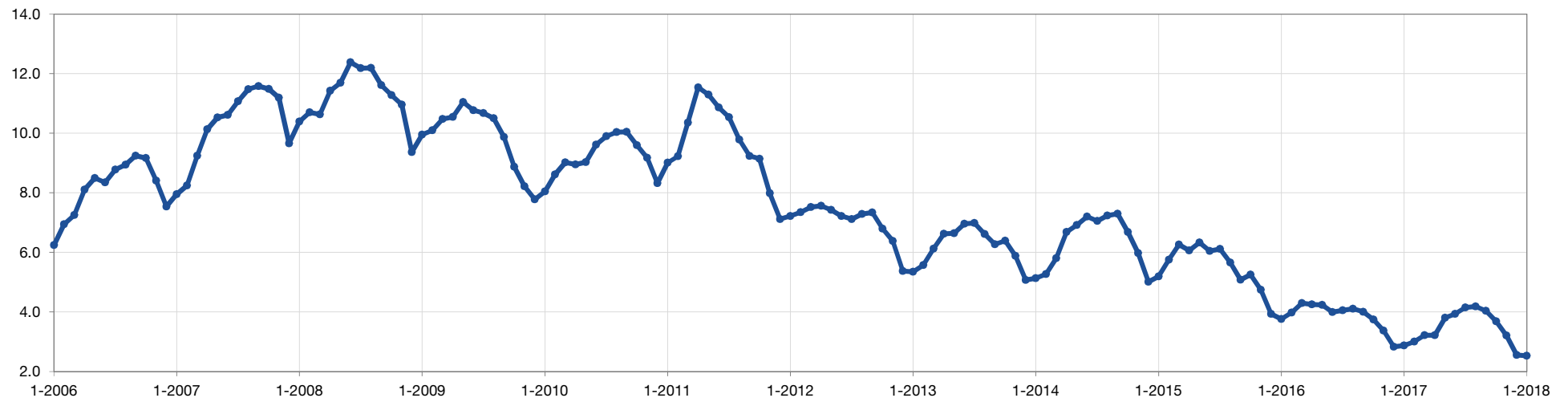


January



	Months Supply	Prior Year	Percent Change
February 2017	3.0	4.0	-25.0%
March 2017	3.2	4.3	-25.6%
April 2017	3.2	4.3	-25.6%
May 2017	3.8	4.2	-9.5%
June 2017	3.9	4.0	-2.5%
July 2017	4.1	4.1	0.0%
August 2017	4.2	4.1	+2.4%
September 2017	4.0	4.0	0.0%
October 2017	3.7	3.7	0.0%
November 2017	3.2	3.4	-5.9%
December 2017	2.6	2.8	-7.1%
January 2018	2.5	2.9	-13.8%
12-Month Avg	3.5	3.8	-7.9%

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 2017	YTD 2018	+/-	YTD 2017	YTD 2018	+/-	YTD 2017	YTD 2018	+/-	1-2017	1-2018	+/-	1-2017	1-2018	+/-
Albany	3	4	+33.3%	2	3	+50.0%	\$96,000	\$204,900	+113.4%	6	5	-16.7%	1.5	1.0	-31.0%
Avon	4	2	-50.0%	1	3	+200.0%	\$177,000	\$215,000	+21.5%	9	7	-22.2%	1.8	1.8	-2.8%
Clearwater	7	4	-42.9%	3	2	-33.3%	\$159,000	\$207,750	+30.7%	15	13	-13.3%	2.2	2.3	+4.8%
Cold Spring	5	13	+160.0%	5	5	0.0%	\$295,000	\$133,000	-54.9%	27	28	+3.7%	3.2	2.8	-12.1%
Eden Lake Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	4	2	-50.0%	3.2	1.3	-58.3%
Eden Valley	2	1	-50.0%	1	0	-100.0%	\$306,425	\$0	-100.0%	5	2	-60.0%	2.7	0.9	-67.0%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	2	--	0.0	1.3	--
Foley	2	9	+350.0%	3	2	-33.3%	\$134,300	\$125,000	-6.9%	21	8	-61.9%	2.5	1.1	-58.1%
Freeport	1	2	+100.0%	3	0	-100.0%	\$65,500	\$0	-100.0%	3	2	-33.3%	1.3	1.1	-17.6%
Holdingford	2	0	-100.0%	1	0	-100.0%	\$150,000	\$0	-100.0%	5	4	-20.0%	1.7	2.2	+29.2%
Kimball	1	2	+100.0%	1	2	+100.0%	\$125,000	\$514,950	+312.0%	10	4	-60.0%	2.9	1.0	-64.7%
Maine Prairie Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	3	0	-100.0%	3.0	0.0	-100.0%
Melrose	3	4	+33.3%	3	1	-66.7%	\$155,000	\$147,000	-5.2%	11	13	+18.2%	2.8	3.7	+35.1%
Paynesville	5	5	0.0%	2	2	0.0%	\$122,000	\$375,425	+207.7%	14	13	-7.1%	2.9	2.6	-12.1%
Rice	7	6	-14.3%	5	7	+40.0%	\$174,900	\$179,900	+2.9%	27	11	-59.3%	3.6	1.3	-65.5%
Richmond	7	6	-14.3%	0	5	--	\$0	\$185,000	--	22	16	-27.3%	3.5	2.6	-24.3%
Rockville	2	1	-50.0%	1	3	+200.0%	\$225,000	\$129,200	-42.6%	5	2	-60.0%	2.7	1.5	-43.8%
Sartell	32	27	-15.6%	19	12	-36.8%	\$200,000	\$226,450	+13.2%	74	58	-21.6%	2.6	2.3	-11.5%
Sauk Centre	3	5	+66.7%	4	3	-25.0%	\$138,250	\$130,000	-6.0%	25	18	-28.0%	3.7	2.8	-24.3%
Sauk Rapids	17	12	-29.4%	16	16	0.0%	\$173,500	\$139,500	-19.6%	51	38	-25.5%	2.5	1.8	-27.9%
Saint Cloud	76	79	+3.9%	43	64	+48.8%	\$129,900	\$123,056	-5.3%	266	254	-4.5%	3.3	2.8	-14.0%
Saint Joseph	9	9	0.0%	5	9	+80.0%	\$159,151	\$168,900	+6.1%	19	15	-21.1%	1.9	1.6	-13.2%
Saint Augusta	1	3	+200.0%	3	3	0.0%	\$192,000	\$186,500	-2.9%	15	9	-40.0%	4.6	2.8	-40.0%
Waite Park	6	9	+50.0%	5	1	-80.0%	\$174,000	\$175,000	+0.6%	17	21	+23.5%	2.2	3.3	+51.2%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.7	--