

# Monthly Indicators

## February 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

**+ 14.3%**      **- 2.4%**      **- 9.5%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
------------------------------------	------------------------------------------	--------------------------------------

Activity Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
Area Overview	<b>13</b>

# Activity Overview

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



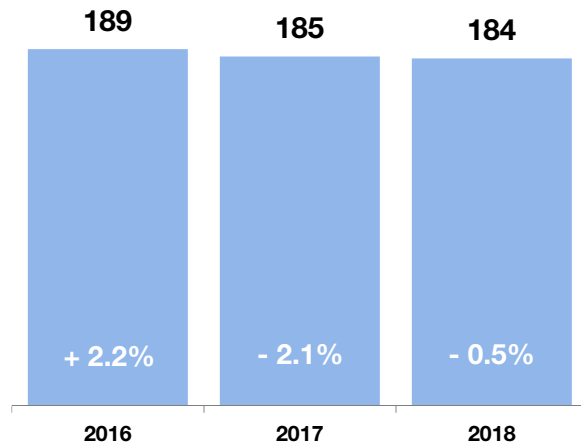
Key Metrics	Historical Sparkbars	2-2017	2-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		185	<b>184</b>	- 0.5%	325	<b>320</b>	- 1.5%
<b>Pending Sales</b>		137	<b>127</b>	- 7.3%	237	<b>238</b>	+ 0.4%
<b>Closed Sales</b>		70	<b>80</b>	+ 14.3%	158	<b>186</b>	+ 17.7%
<b>Days on Market</b>		87	<b>75</b>	- 13.8%	77	<b>76</b>	- 1.3%
<b>Median Sales Price</b>		\$149,475	<b>\$145,950</b>	- 2.4%	\$155,000	<b>\$145,700</b>	- 6.0%
<b>Avg. Sales Price</b>		\$165,642	<b>\$169,249</b>	+ 2.2%	\$174,173	<b>\$163,826</b>	- 5.9%
<b>Pct. of Orig. Price Received</b>		93.1%	<b>94.8%</b>	+ 1.8%	94.2%	<b>94.6%</b>	+ 0.4%
<b>Affordability Index</b>		223	<b>225</b>	+ 0.9%	215	<b>225</b>	+ 4.7%
<b>Homes for Sale</b>		451	<b>408</b>	- 9.5%	--	--	--
<b>Months Supply</b>		3.0	<b>2.7</b>	- 10.0%	--	--	--

# New Listings

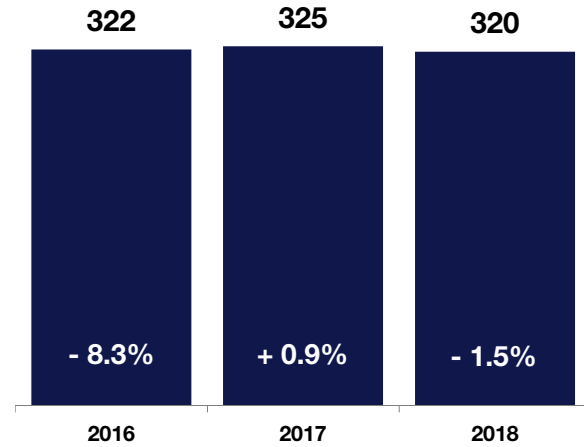
A count of the properties that have been newly listed on the market in a given month.



## February

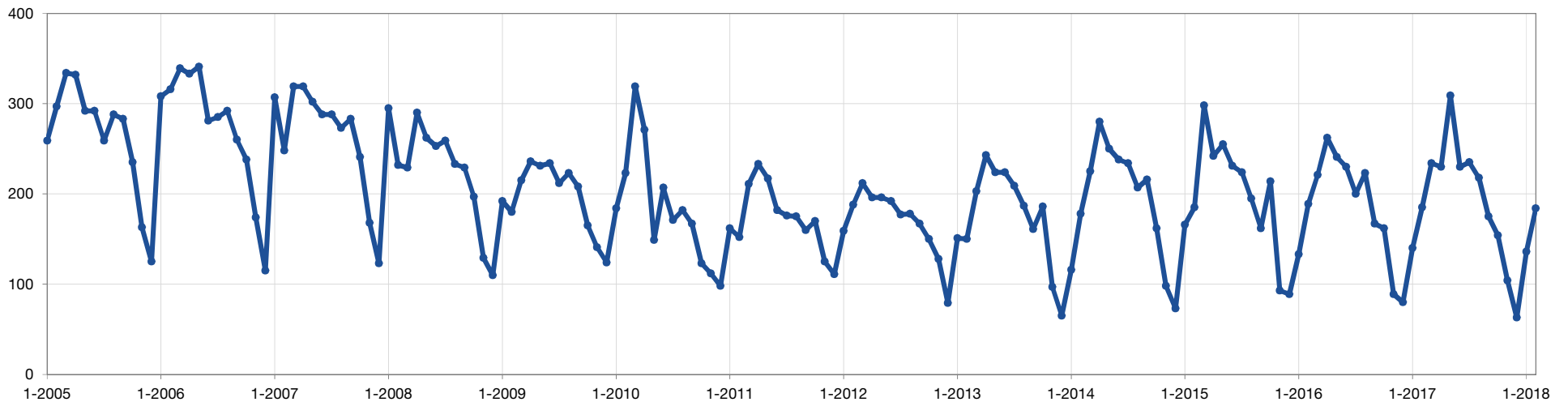


## Year to Date



	New Listings	Prior Year	Percent Change
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%
<b>February 2018</b>	<b>184</b>	<b>185</b>	<b>-0.5%</b>
12-Month Avg	189	183	+3.3%

## Historical New Listings by Month

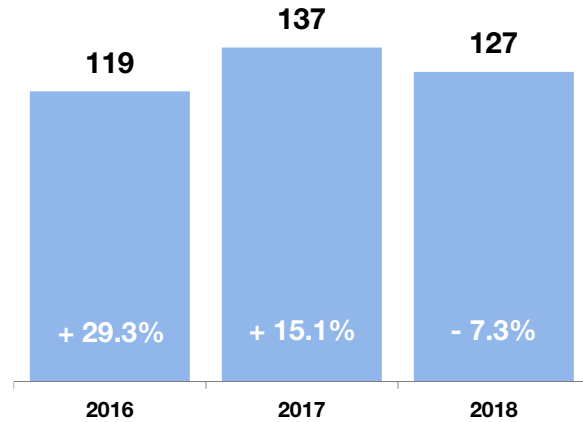


# Pending Sales

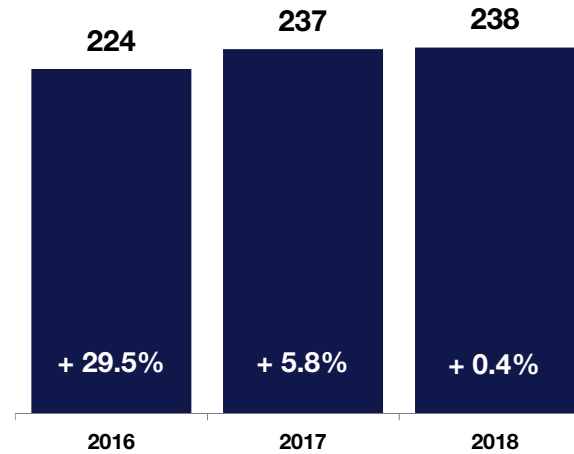
A count of the properties on which offers have been accepted in a given month.



## February

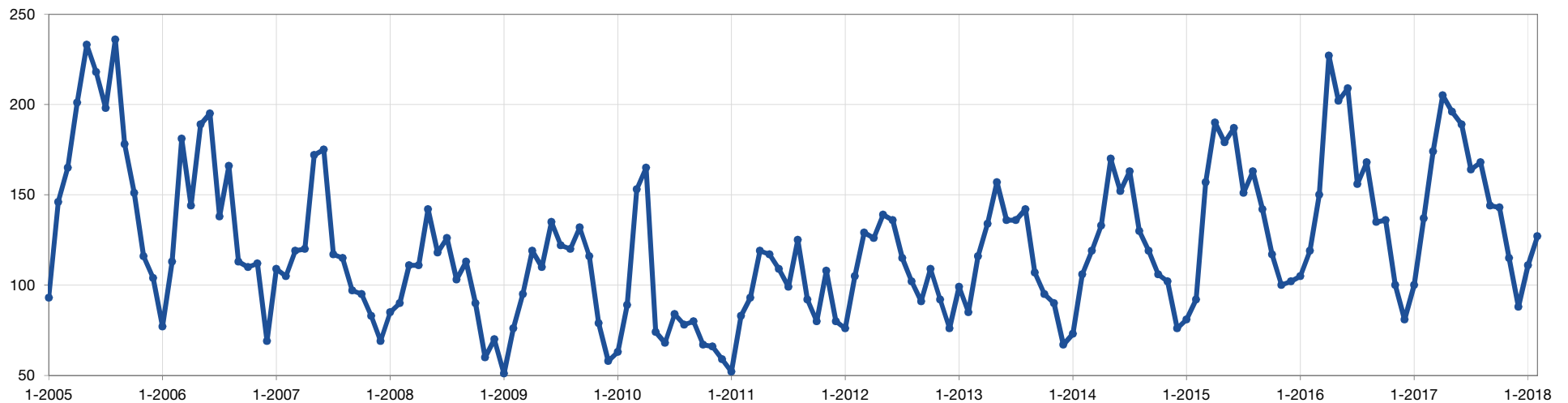


## Year to Date



	Pending Sales	Prior Year	Percent Change
March 2017	174	150	+16.0%
April 2017	205	227	-9.7%
May 2017	196	202	-3.0%
June 2017	189	209	-9.6%
July 2017	164	156	+5.1%
August 2017	168	168	0.0%
September 2017	144	135	+6.7%
October 2017	143	136	+5.1%
November 2017	115	100	+15.0%
December 2017	88	81	+8.6%
January 2018	111	100	+11.0%
<b>February 2018</b>	<b>127</b>	<b>137</b>	<b>-7.3%</b>
12-Month Avg	152	150	+1.3%

## Historical Pending Sales by Month

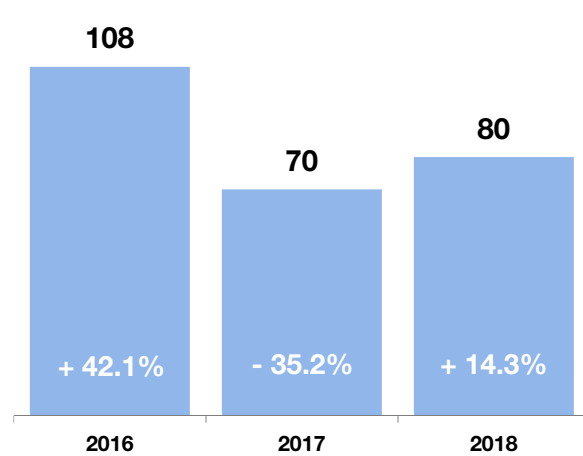


# Closed Sales

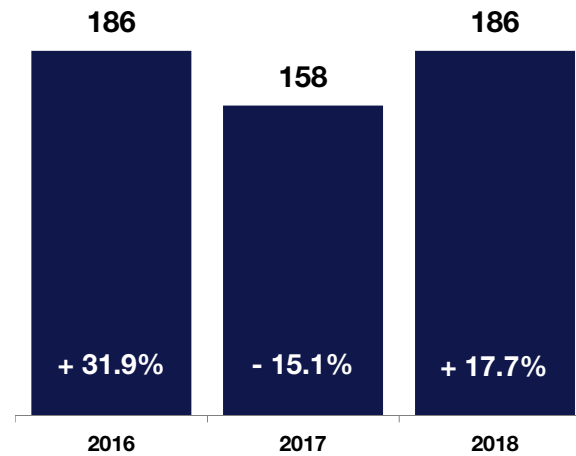
A count of the actual sales that closed in a given month.



## February

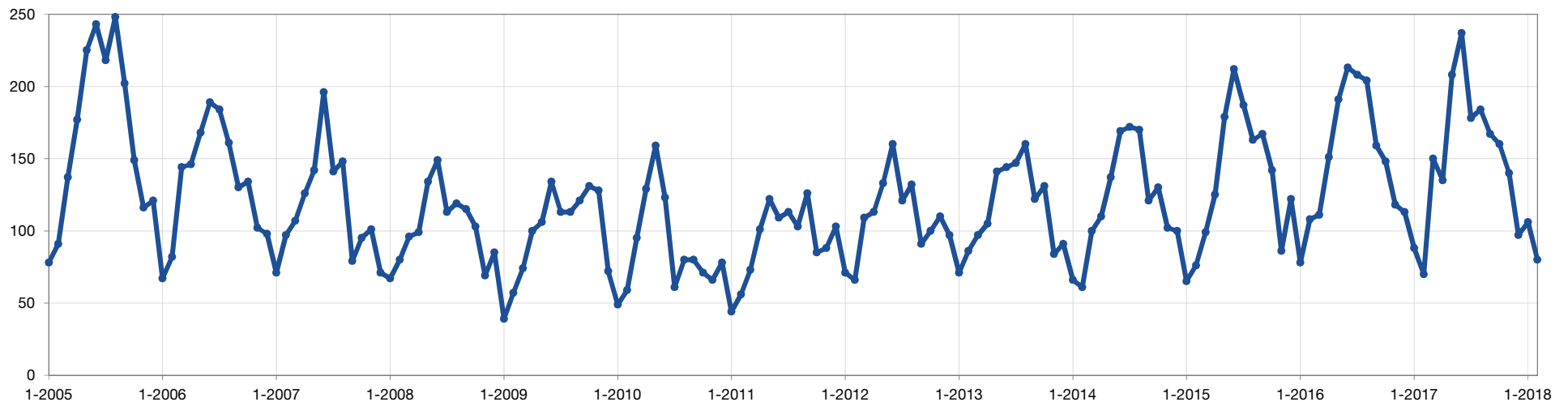


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	140	118	+18.6%
December 2017	97	113	-14.2%
January 2018	106	88	+20.5%
<b>February 2018</b>	<b>80</b>	<b>70</b>	<b>+14.3%</b>
12-Month Avg	154	148	+4.1%

## Historical Closed Sales by Month

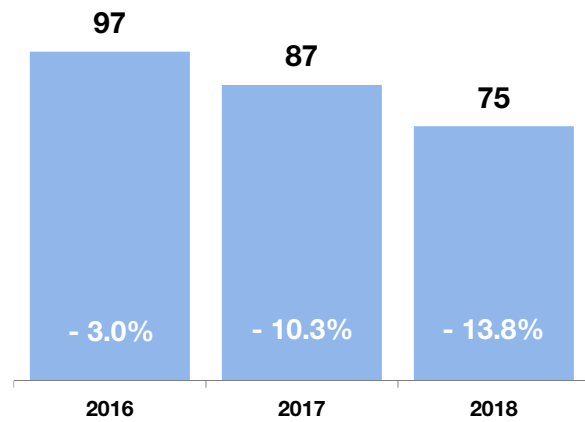


# Days on Market Until Sale

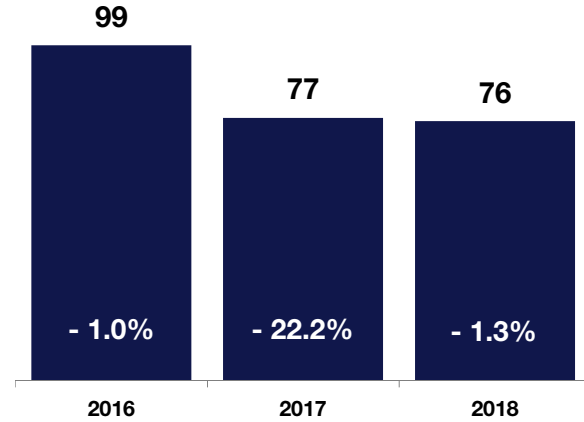
Average number of days between when a property is listed and when an offer is accepted in a given month.



## February

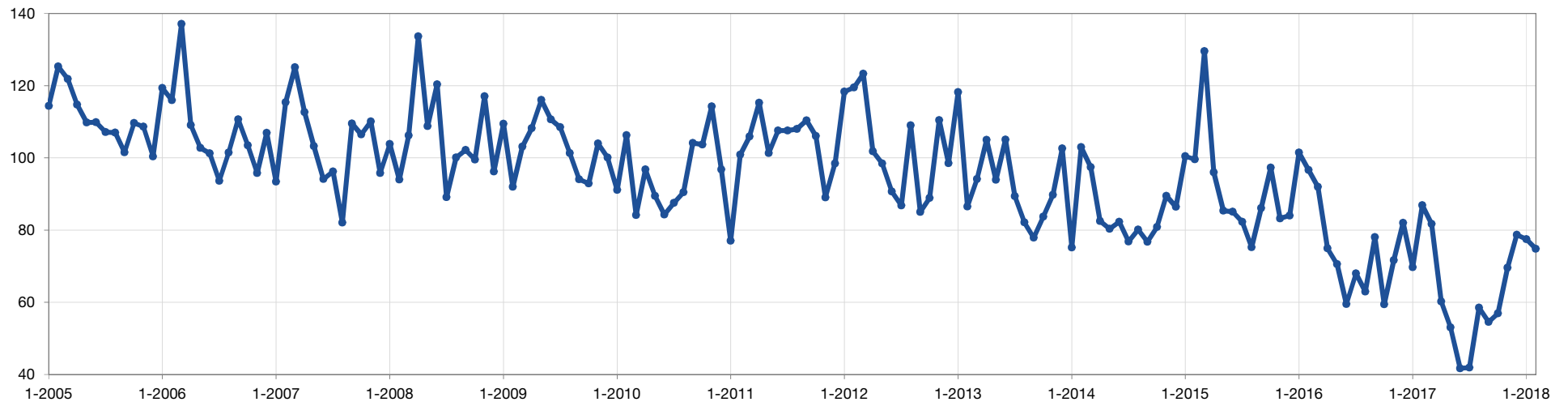


## Year to Date



Days on Market	Prior Year	Percent Change
March 2017	92	-10.9%
April 2017	75	-20.0%
May 2017	71	-25.4%
June 2017	59	-28.8%
July 2017	68	-38.2%
August 2017	63	-6.3%
September 2017	78	-29.5%
October 2017	59	-3.4%
November 2017	72	-2.8%
December 2017	82	-3.7%
January 2018	70	+10.0%
<b>February 2018</b>	<b>87</b>	<b>-13.8%</b>
12-Month Avg	62	-15.1%

## Historical Days on Market Until Sale by Month

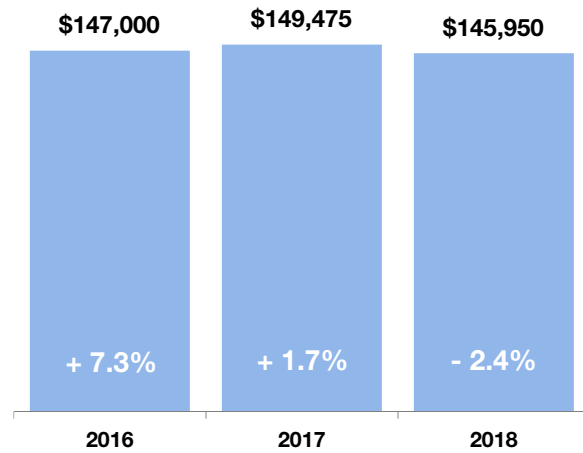


# Median Sales Price

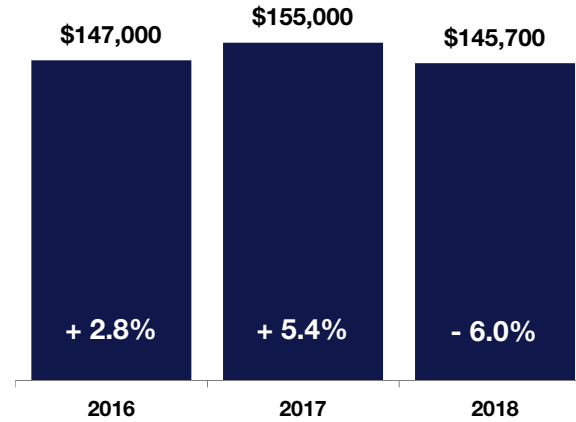
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## February

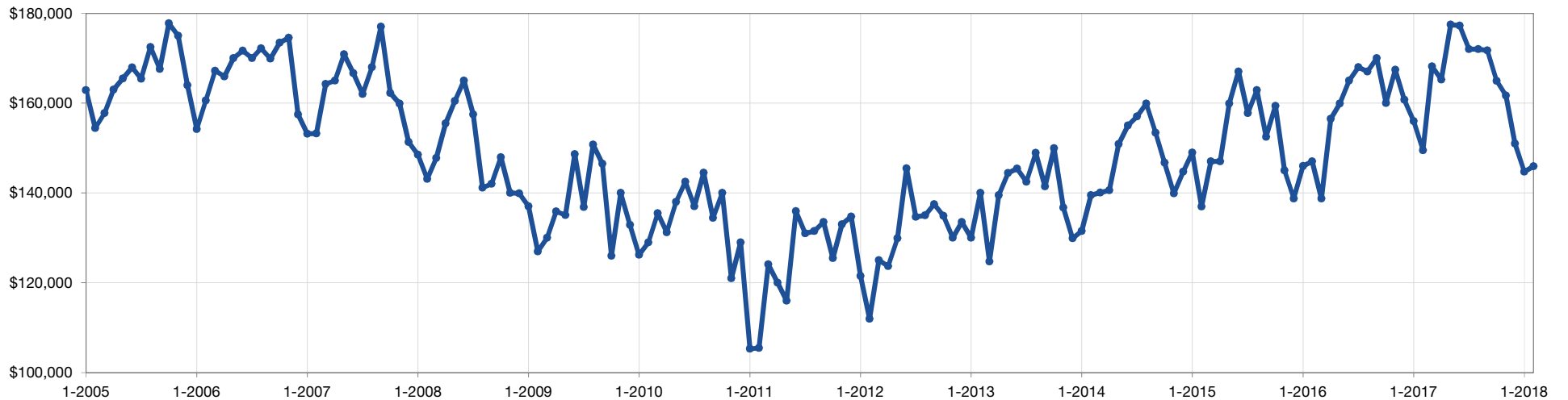


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$161,700	\$167,450	-3.4%
December 2017	\$151,000	\$160,750	-6.1%
January 2018	\$144,750	\$156,000	-7.2%
<b>February 2018</b>	<b>\$145,950</b>	<b>\$149,475</b>	<b>-2.4%</b>
12-Month Avg	\$164,358	\$159,902	+2.8%

## Historical Median Sales Price by Month

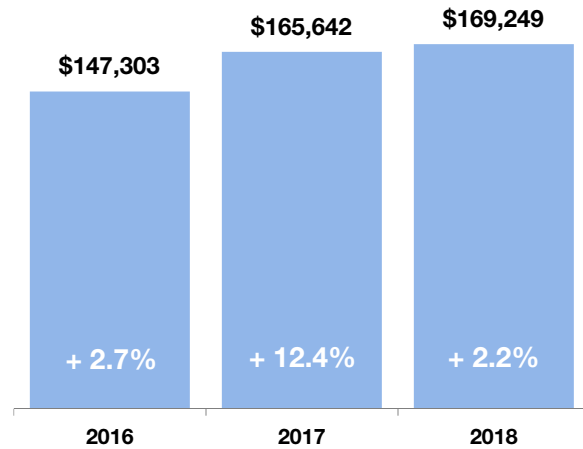


# Average Sales Price

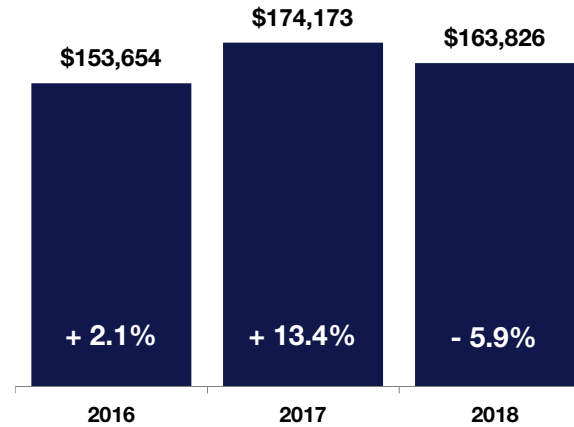
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## February



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$174,194	\$183,120	-4.9%
December 2017	\$164,366	\$184,070	-10.7%
January 2018	\$159,733	\$180,959	-11.7%
<b>February 2018</b>	<b>\$169,249</b>	<b>\$165,642</b>	<b>+2.2%</b>
12-Month Avg	\$181,126	\$177,105	+2.3%

## Historical Average Sales Price by Month



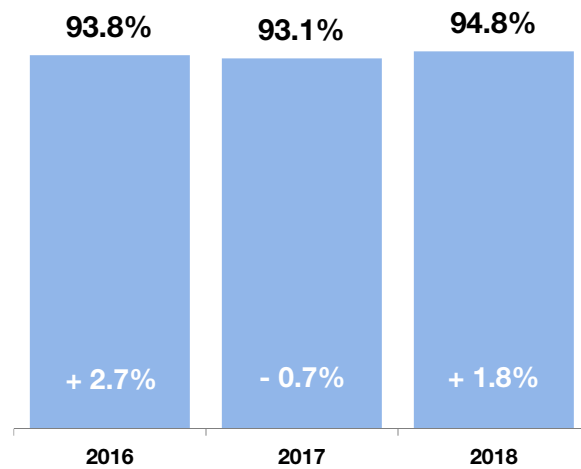


# Percent of Original List Price Received

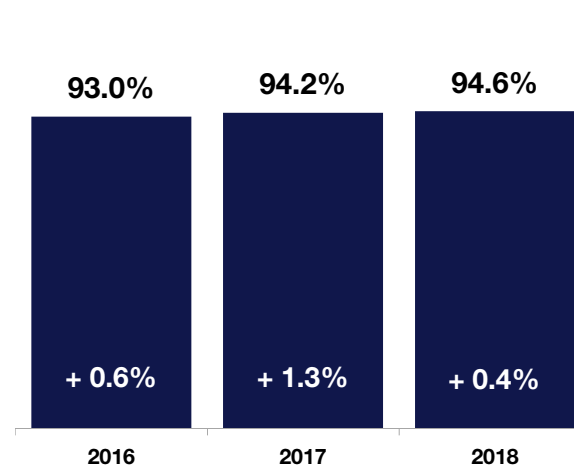


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## February

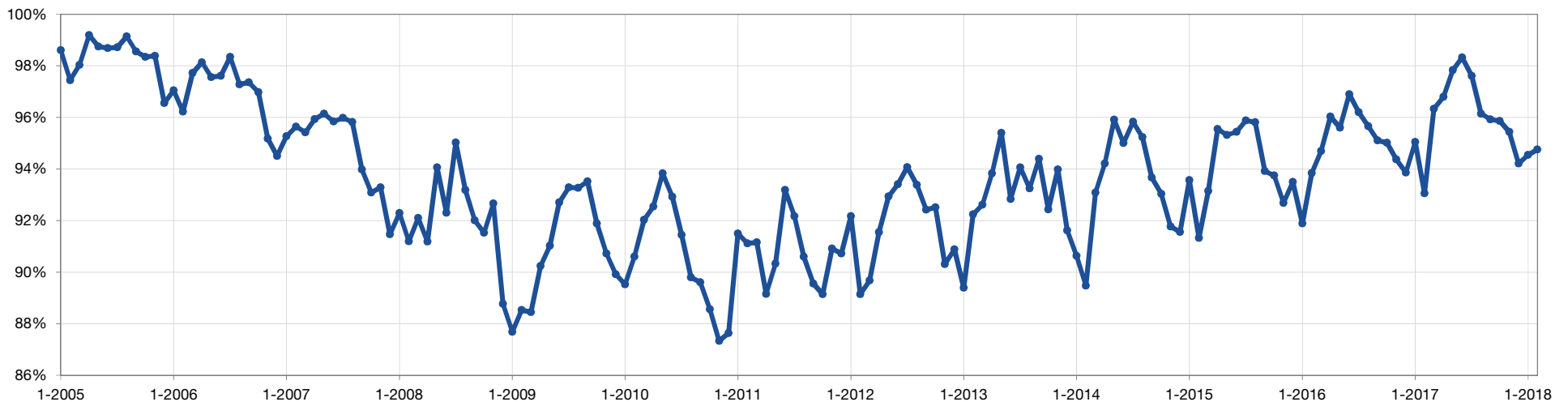


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.5%	95.0%	-0.5%
<b>February 2018</b>	<b>94.8%</b>	<b>93.1%</b>	<b>+1.8%</b>
12-Month Avg	96.1%	95.1%	+1.1%

## Historical Percent of Original List Price Received by Month

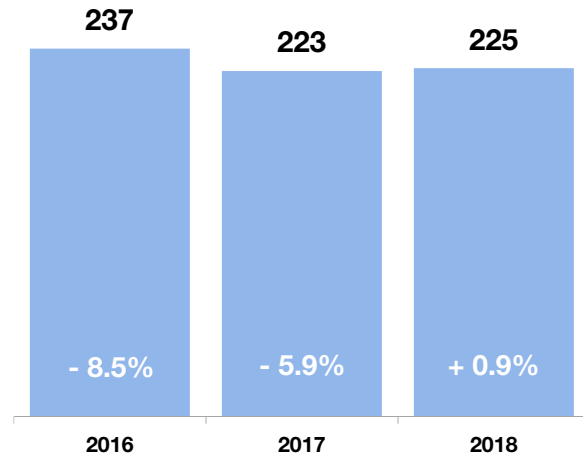


# Housing Affordability Index

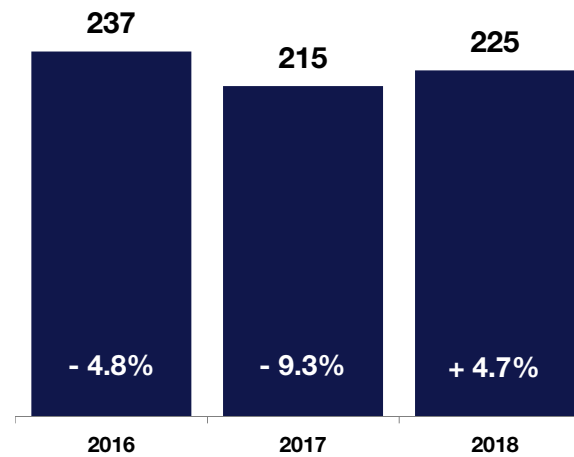


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## February

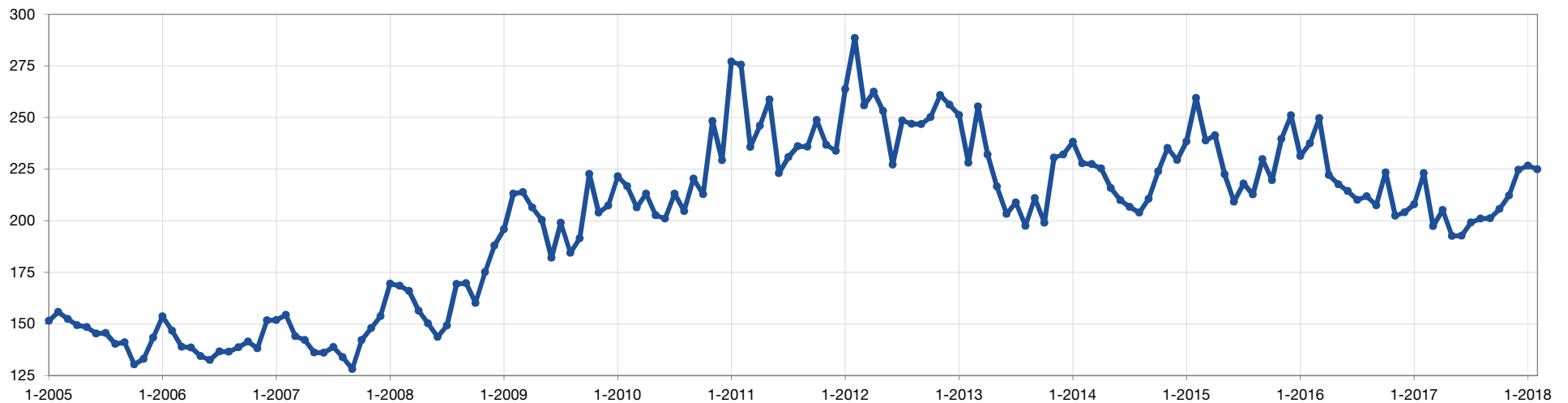


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>February 2018</b>	<b>225</b>	<b>223</b>	<b>+0.9%</b>
12-Month Avg	207	216	-4.2%

## Historical Housing Affordability Index by Month

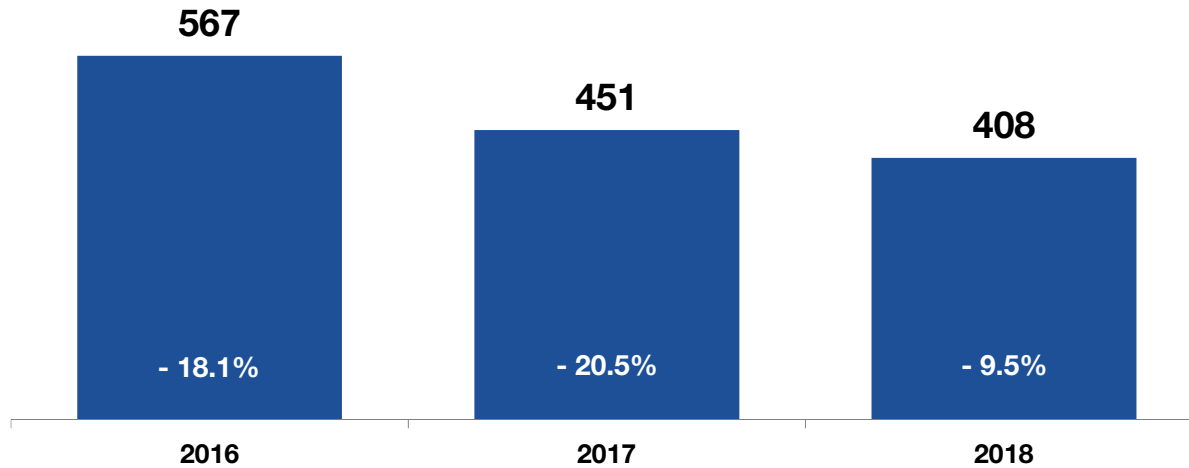


# Inventory of Homes for Sale

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

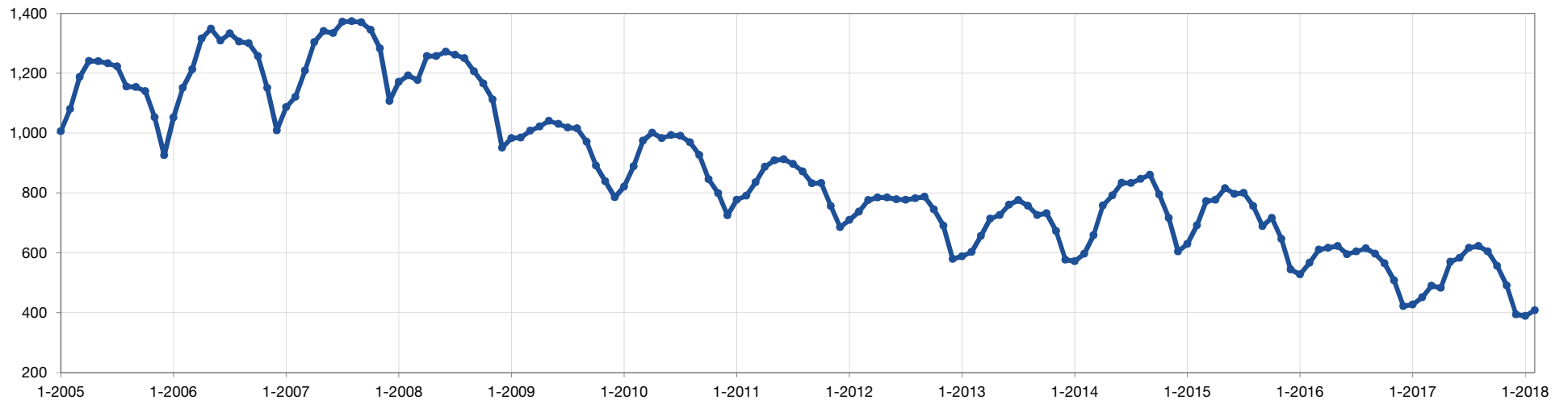


## February



Homes for Sale		Prior Year	Percent Change
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	605	597	+1.3%
October 2017	556	565	-1.6%
November 2017	491	508	-3.3%
December 2017	394	422	-6.6%
January 2018	389	427	-8.9%
<b>February 2018</b>	<b>408</b>	<b>451</b>	<b>-9.5%</b>
12-Month Avg	517	553	-6.5%

## Historical Inventory of Homes for Sale by Month

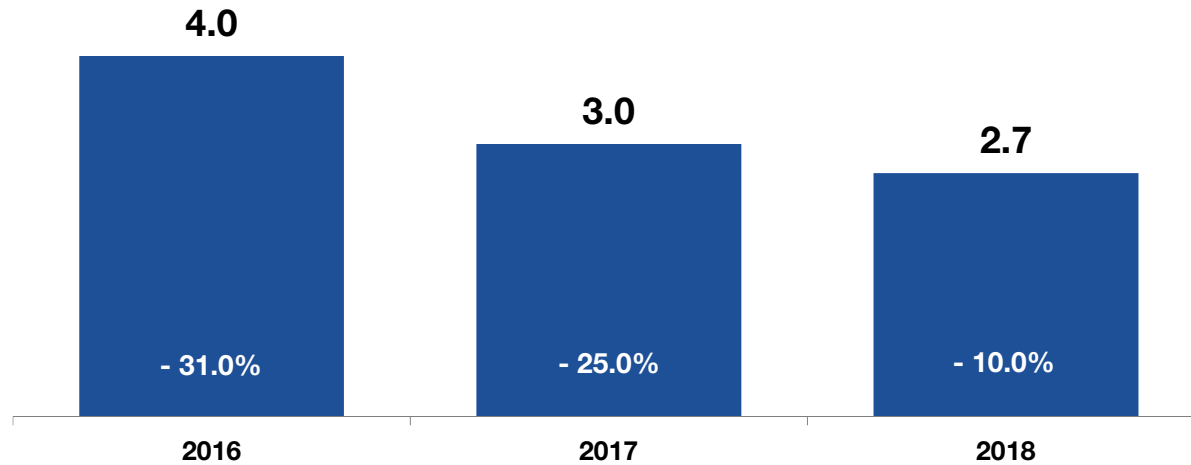


# Months Supply of Inventory

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.



## February



Months Supply		Prior Year	Percent Change
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%
<b>February 2018</b>	<b>2.7</b>	<b>3.0</b>	<b>-10.0%</b>
12-Month Avg	3.4	3.7	-8.1%

## 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	+ / -	2-2017	2-2018	+ / -	2-2017	2-2018	+ / -
Albany	10	5	-50.0%	4	7	+75.0%	\$118,500	\$184,500	+55.7%	11	5	-54.5%	2.8	1.1	-62.5%
Avon	8	3	-62.5%	4	3	-25.0%	\$155,950	\$215,000	+37.9%	10	7	-30.0%	2.1	1.8	-16.0%
Clearwater	13	8	-38.5%	7	6	-14.3%	\$180,000	\$146,450	-18.6%	13	13	0.0%	1.9	2.4	+26.6%
Cold Spring	13	20	+53.8%	8	12	+50.0%	\$185,500	\$195,000	+5.1%	28	27	-3.6%	3.4	2.8	-16.1%
Eden Lake Twp	2	0	-100.0%	0	0	--	\$0	\$0	--	4	2	-50.0%	3.2	1.6	-50.0%
Eden Valley	5	1	-80.0%	2	1	-50.0%	\$209,213	\$168,900	-19.3%	6	0	-100.0%	3.6	0.0	-100.0%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	2	--	0.0	1.3	--
Foley	13	14	+7.7%	10	8	-20.0%	\$151,250	\$156,000	+3.1%	23	7	-69.6%	2.8	0.9	-66.5%
Freeport	1	3	+200.0%	3	1	-66.7%	\$65,500	\$287,000	+338.2%	3	1	-66.7%	1.2	0.5	-56.1%
Holdingford	2	3	+50.0%	1	1	0.0%	\$150,000	\$238,000	+58.7%	2	6	+200.0%	0.7	3.8	+472.7%
Kimball	5	5	0.0%	1	5	+400.0%	\$125,000	\$204,900	+63.9%	10	3	-70.0%	2.9	0.8	-73.0%
Maine Prairie Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	3	0	-100.0%	3.0	0.0	-100.0%
Melrose	5	12	+140.0%	4	4	0.0%	\$122,450	\$137,500	+12.3%	11	14	+27.3%	2.8	3.6	+30.0%
Paynesville	9	7	-22.2%	4	3	-25.0%	\$122,000	\$136,450	+11.8%	14	12	-14.3%	2.9	2.4	-15.8%
Rice	23	14	-39.1%	9	8	-11.1%	\$174,900	\$204,900	+17.2%	28	12	-57.1%	3.5	1.5	-58.0%
Richmond	20	9	-55.0%	3	7	+133.3%	\$198,000	\$185,000	-6.6%	26	16	-38.5%	3.9	2.8	-29.5%
Rockville	4	3	-25.0%	4	4	0.0%	\$223,693	\$134,900	-39.7%	5	2	-60.0%	2.8	1.4	-50.8%
Sartell	68	62	-8.8%	31	21	-32.3%	\$185,000	\$224,900	+21.6%	78	71	-9.0%	2.7	2.8	+6.2%
Sauk Centre	9	8	-11.1%	6	7	+16.7%	\$138,250	\$171,250	+23.9%	24	17	-29.2%	3.6	2.6	-25.5%
Sauk Rapids	48	40	-16.7%	23	25	+8.7%	\$165,000	\$141,000	-14.5%	62	45	-27.4%	3.1	2.2	-29.7%
Saint Cloud	184	175	-4.9%	92	118	+28.3%	\$130,950	\$129,450	-1.1%	282	252	-10.6%	3.4	2.8	-18.3%
Saint Joseph	16	26	+62.5%	6	14	+133.3%	\$132,576	\$167,950	+26.7%	18	22	+22.2%	1.8	2.4	+33.3%
Saint Augusta	6	8	+33.3%	3	4	+33.3%	\$192,000	\$218,250	+13.7%	17	10	-41.2%	5.5	2.9	-48.2%
Waite Park	9	17	+88.9%	6	8	+33.3%	\$167,000	\$150,250	-10.0%	11	18	+63.6%	1.4	2.7	+100.9%
Wakefield Twp	0	0	--	1	2	+100.0%	\$221,500	\$177,500	-19.9%	0	1	--	0.0	0.7	--