

Monthly Indicators

April 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

+ 14.8% **+ 3.5%** **- 16.9%**

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.



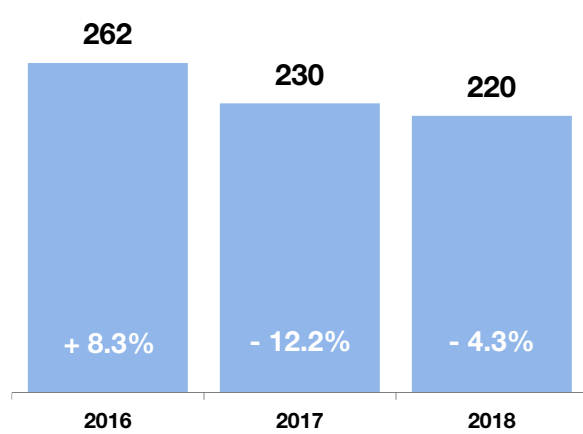
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		230	220	- 4.3%	789	731	- 7.4%
Pending Sales		205	194	- 5.4%	616	607	- 1.5%
Closed Sales		135	155	+ 14.8%	443	481	+ 8.6%
Days on Market		60	57	- 5.0%	74	68	- 8.1%
Median Sales Price		\$165,250	\$171,000	+ 3.5%	\$159,950	\$164,900	+ 3.1%
Avg. Sales Price		\$183,799	\$190,219	+ 3.5%	\$178,647	\$179,038	+ 0.2%
Pct. of Orig. Price Received		96.8%	97.6%	+ 0.8%	95.7%	96.2%	+ 0.5%
Affordability Index		205	187	- 8.8%	212	194	- 8.5%
Homes for Sale		483	402	- 16.8%	--	--	--
Months Supply		3.2	2.7	- 15.6%	--	--	--

New Listings

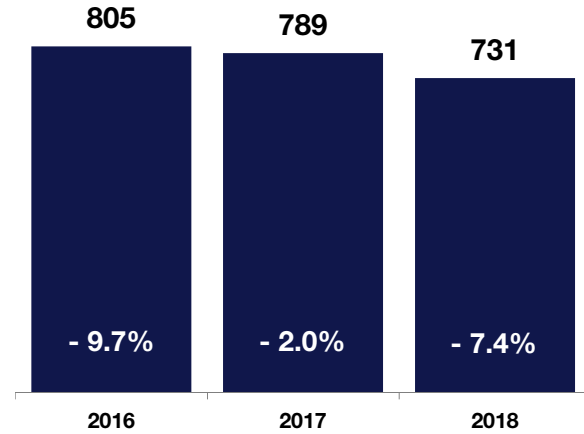
A count of the properties that have been newly listed on the market in a given month.



April

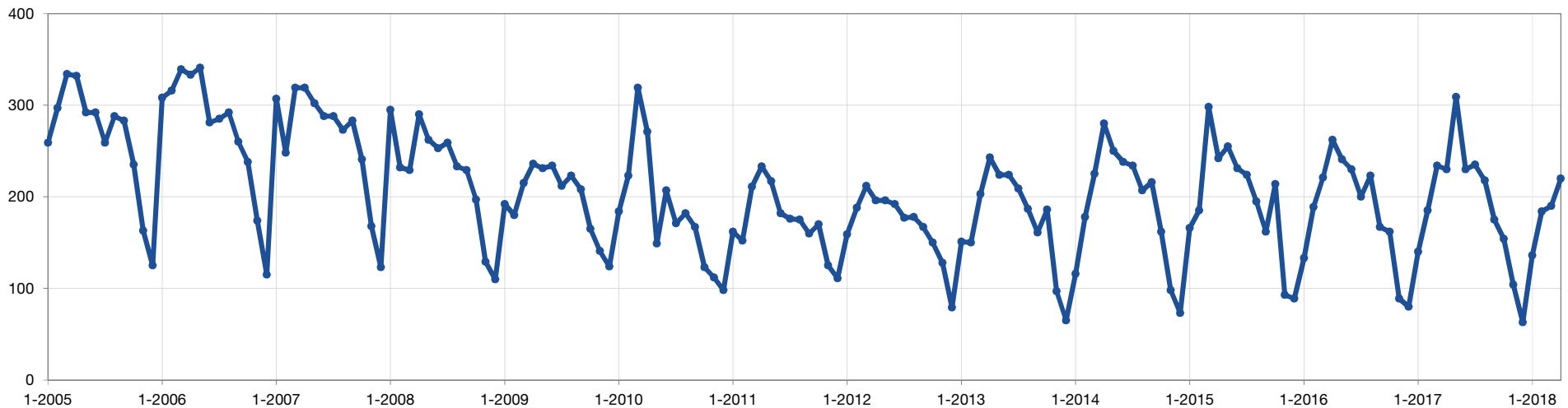


Year to Date



	New Listings	Prior Year	Percent Change
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%
February 2018	184	185	-0.5%
March 2018	190	234	-18.8%
April 2018	220	230	-4.3%
12-Month Avg	185	182	+1.6%

Historical New Listings by Month

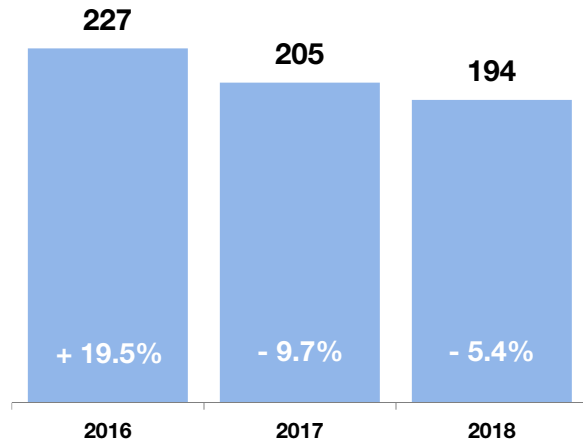


Pending Sales

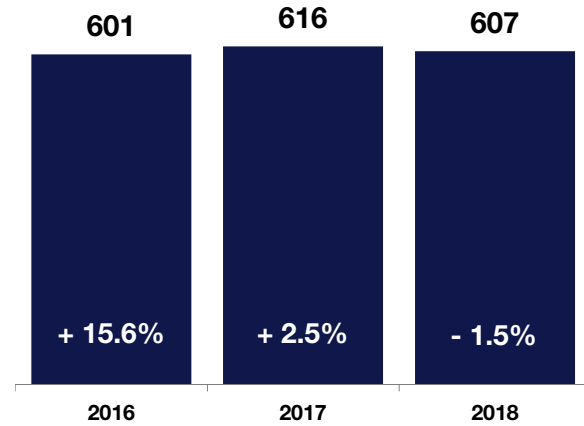
A count of the properties on which offers have been accepted in a given month.



April

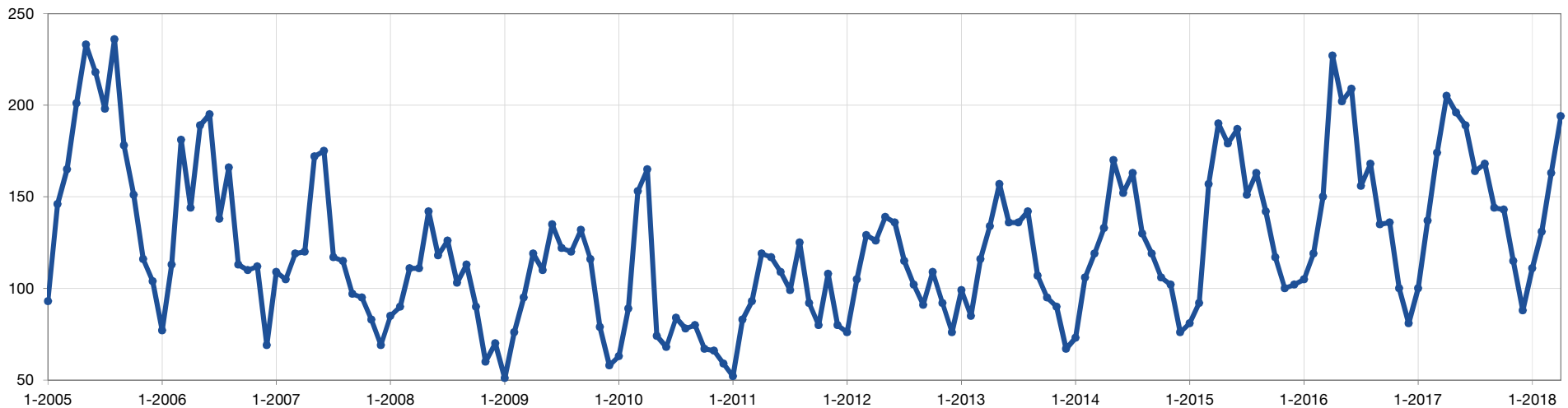


Year to Date



	Pending Sales	Prior Year	Percent Change
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%
February 2018	131	137	-4.4%
March 2018	163	174	-6.3%
April 2018	194	205	-5.4%
12-Month Avg	151	150	+0.7%

Historical Pending Sales by Month

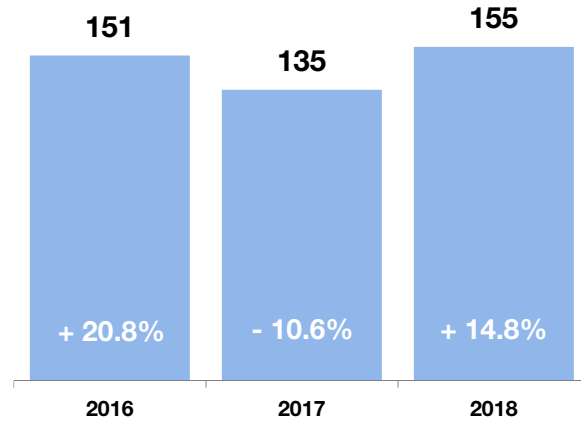


Closed Sales

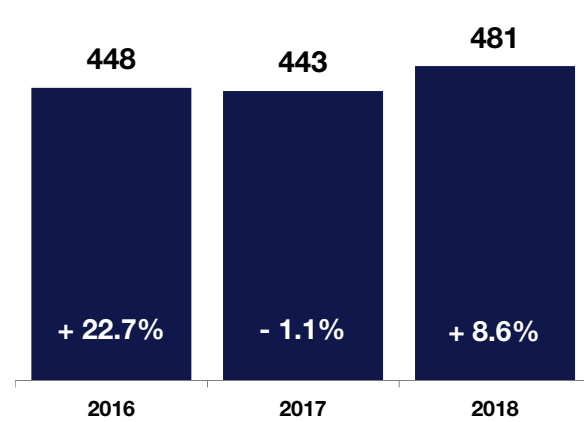
A count of the actual sales that closed in a given month.



April

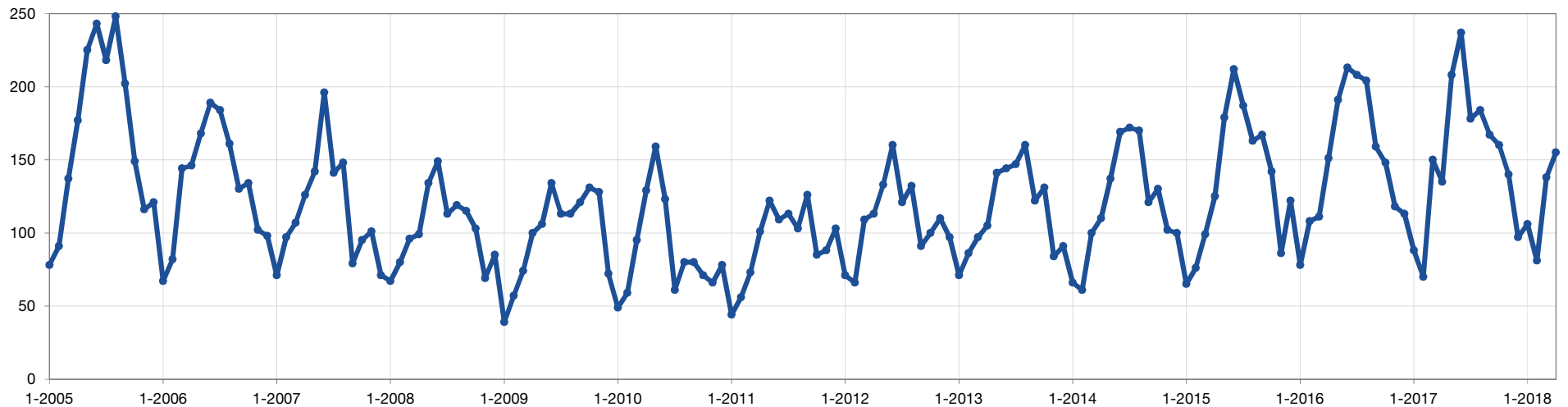


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
February 2018	81	70	+15.7%
March 2018	138	150	-8.0%
April 2018	155	135	+14.8%
12-Month Avg	154	150	+2.7%

Historical Closed Sales by Month

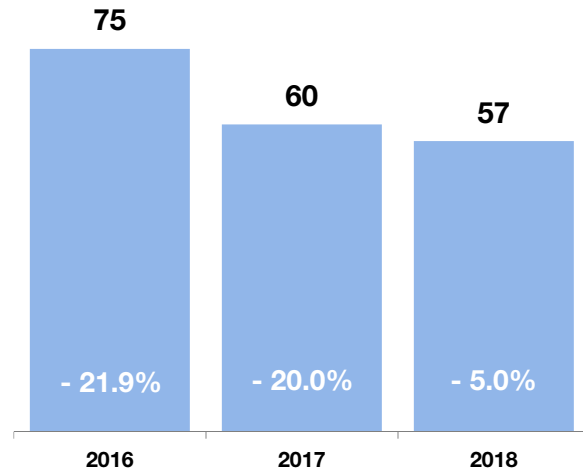


Days on Market Until Sale

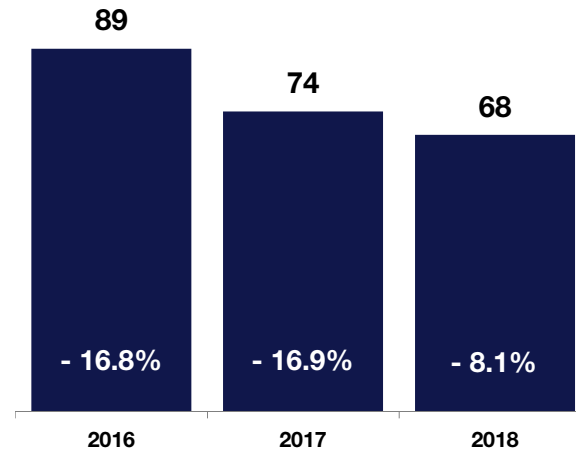
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

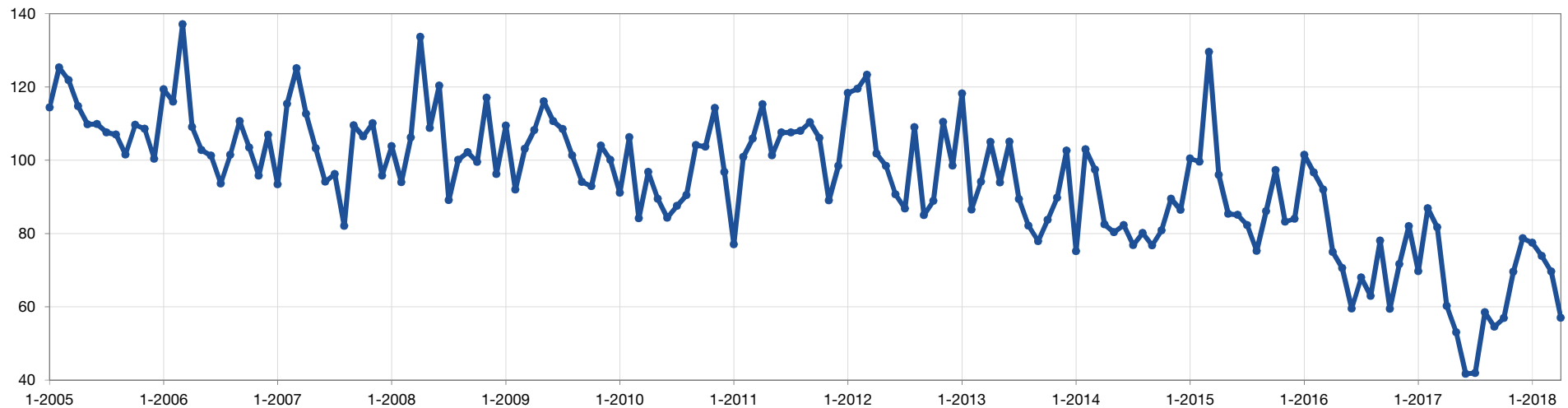


Year to Date



Days on Market	Prior Year	Percent Change	
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	70	72	-2.8%
December 2017	79	82	-3.7%
January 2018	77	70	+10.0%
February 2018	74	87	-14.9%
March 2018	70	82	-14.6%
April 2018	57	60	-5.0%
12-Month Avg	61	71	-14.1%

Historical Days on Market Until Sale by Month

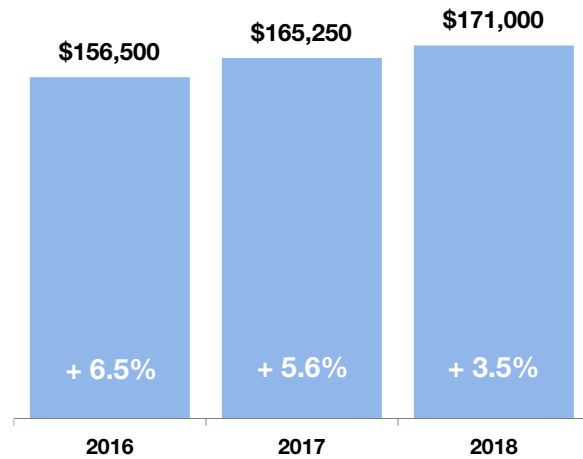


Median Sales Price

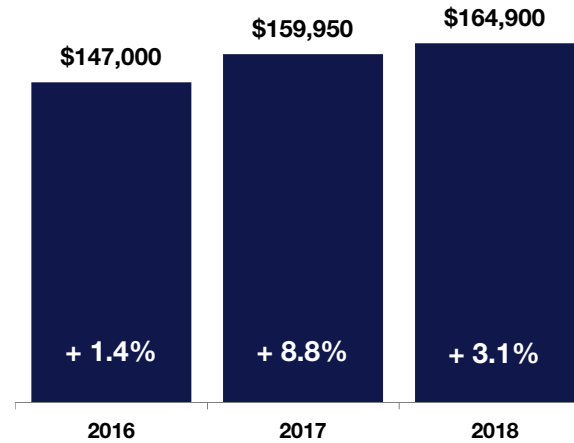
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April

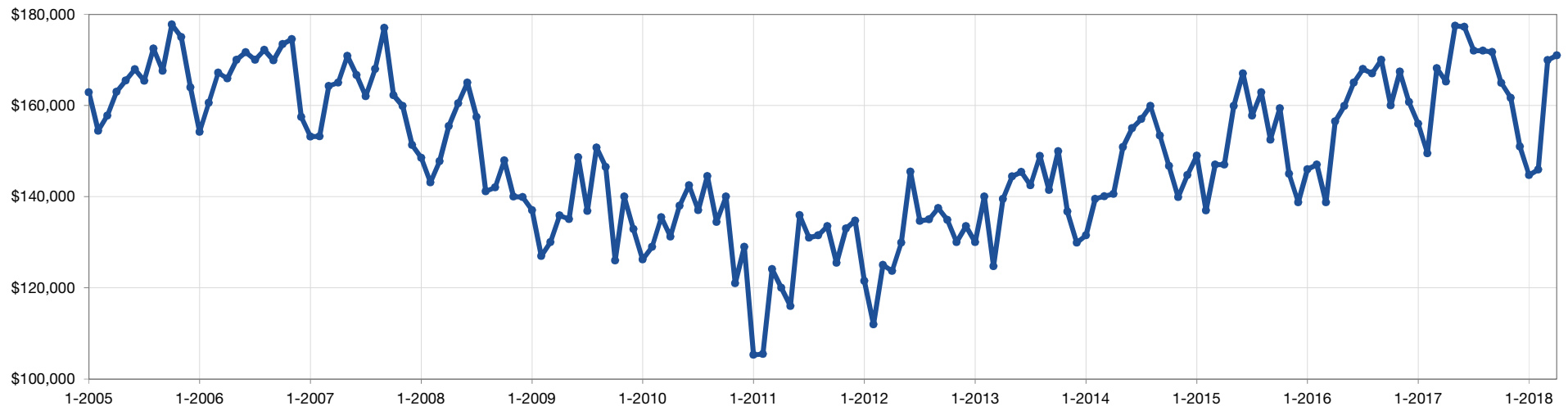


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
February 2018	\$145,950	\$149,475	-2.4%
March 2018	\$169,950	\$168,200	+1.0%
April 2018	\$171,000	\$165,250	+3.5%
12-Month Avg	\$164,983	\$163,085	+1.2%

Historical Median Sales Price by Month

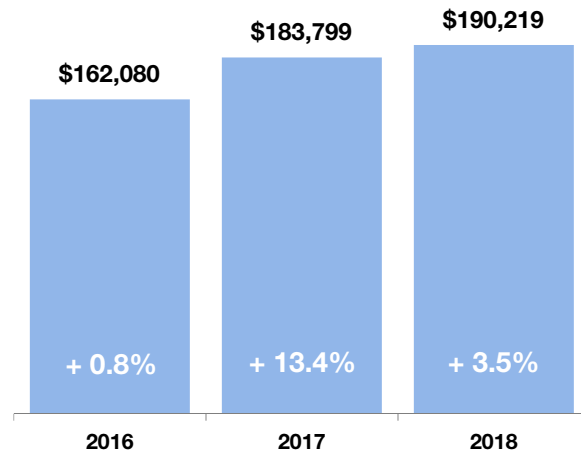


Average Sales Price

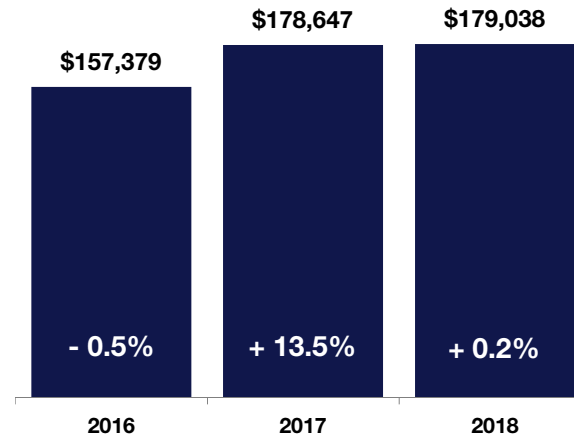
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
February 2018	\$169,249	\$165,642	+2.2%
March 2018	\$187,717	\$178,756	+5.0%
April 2018	\$190,219	\$183,799	+3.5%
12-Month Avg	\$182,407	\$180,705	+0.9%

Historical Average Sales Price by Month

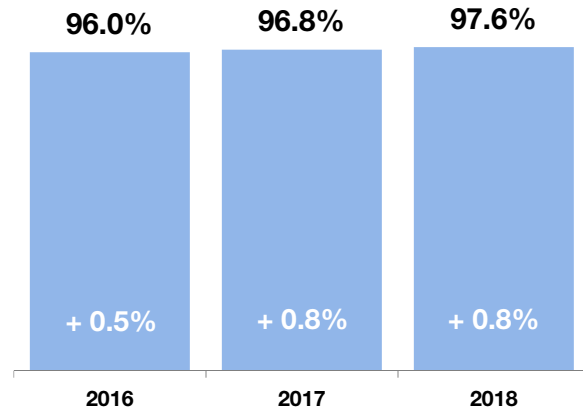


Percent of Original List Price Received

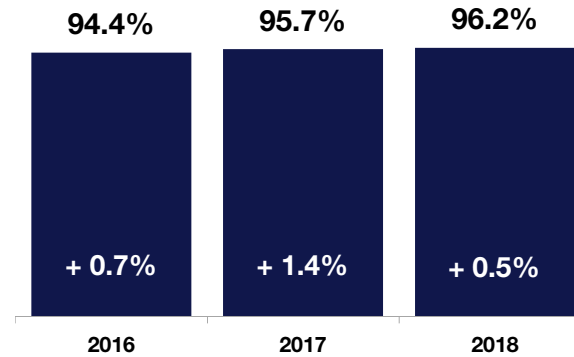


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

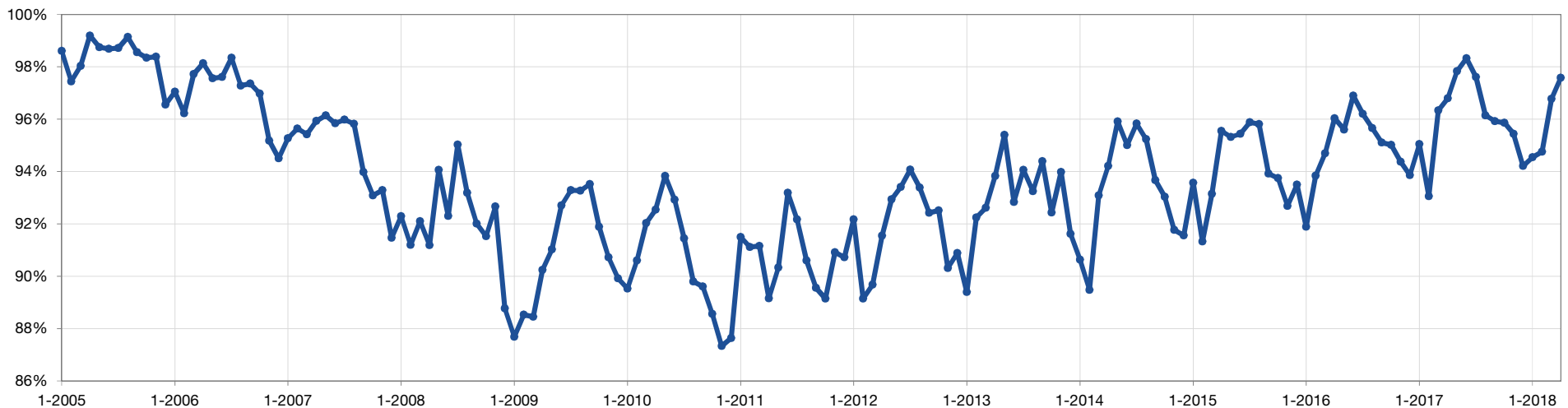


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2018	94.8%	93.1%	+1.8%
March 2018	96.8%	96.3%	+0.5%
April 2018	97.6%	96.8%	+0.8%
12-Month Avg	96.2%	95.3%	+0.9%

Historical Percent of Original List Price Received by Month

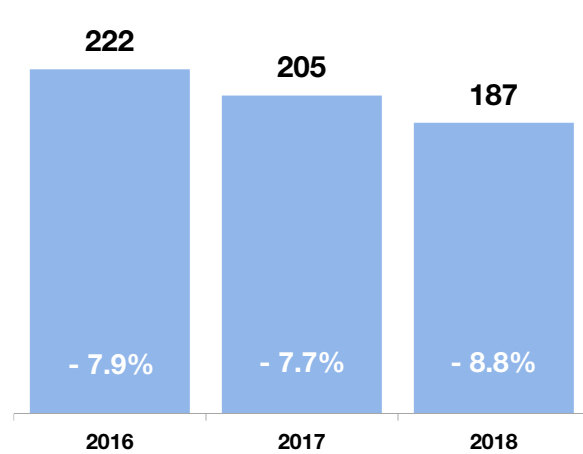


Housing Affordability Index

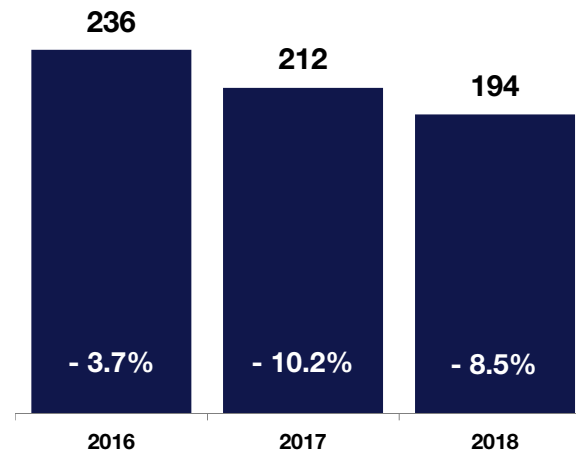


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

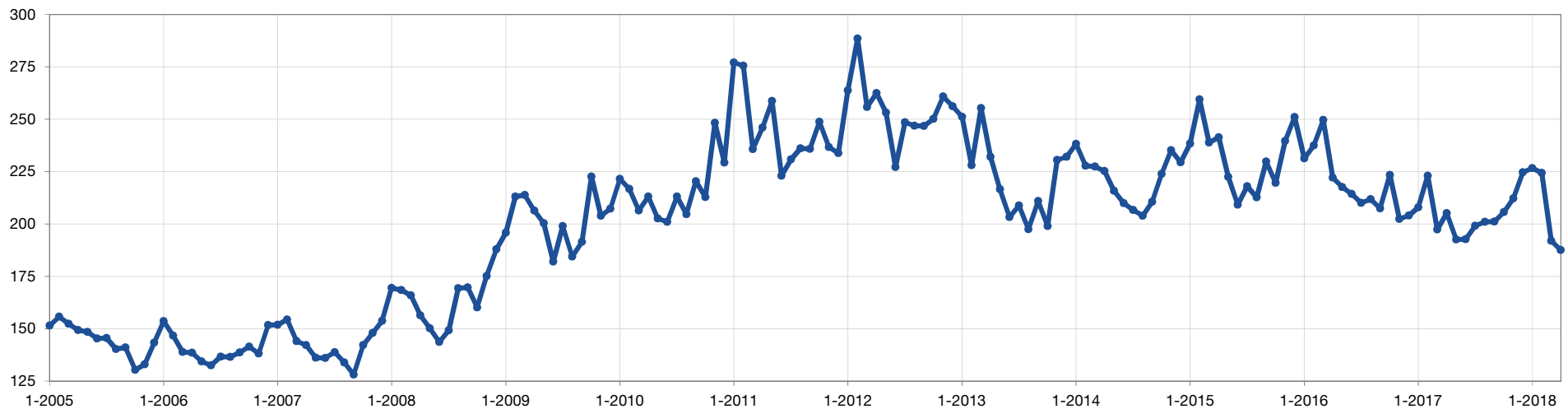


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2018	224	223	+0.4%
March 2018	192	197	-2.5%
April 2018	187	205	-8.8%
12-Month Avg	205	210	-2.4%

Historical Housing Affordability Index by Month

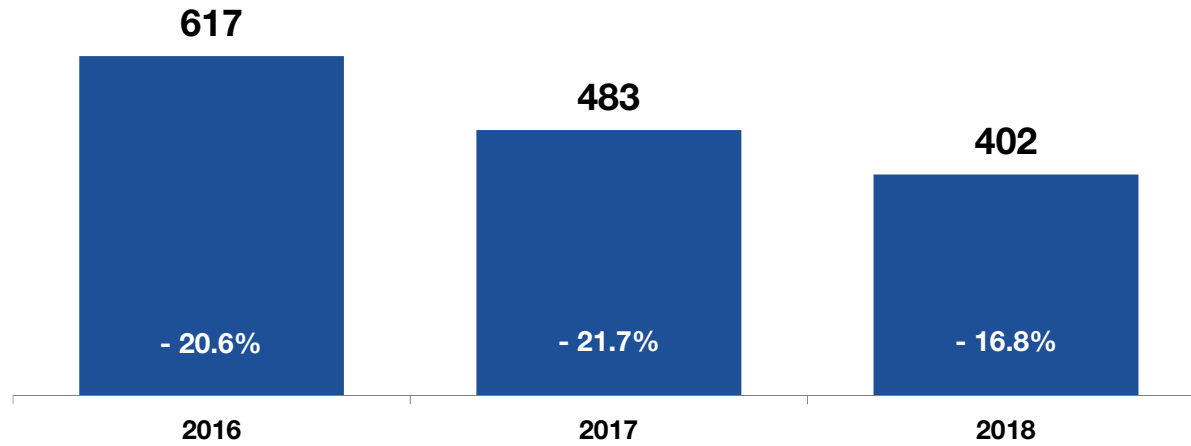


Inventory of Homes for Sale

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

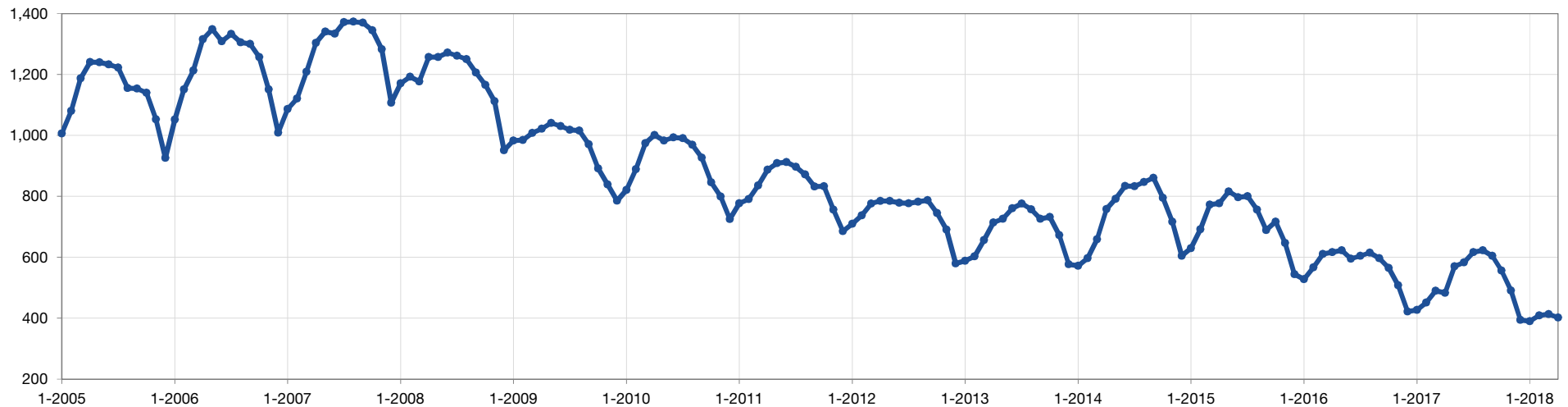


April



Homes for Sale		Prior Year	Percent Change
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	390	427	-8.7%
February 2018	409	451	-9.3%
March 2018	413	490	-15.7%
April 2018	402	483	-16.8%
12-Month Avg	504	532	-5.3%

Historical Inventory of Homes for Sale by Month

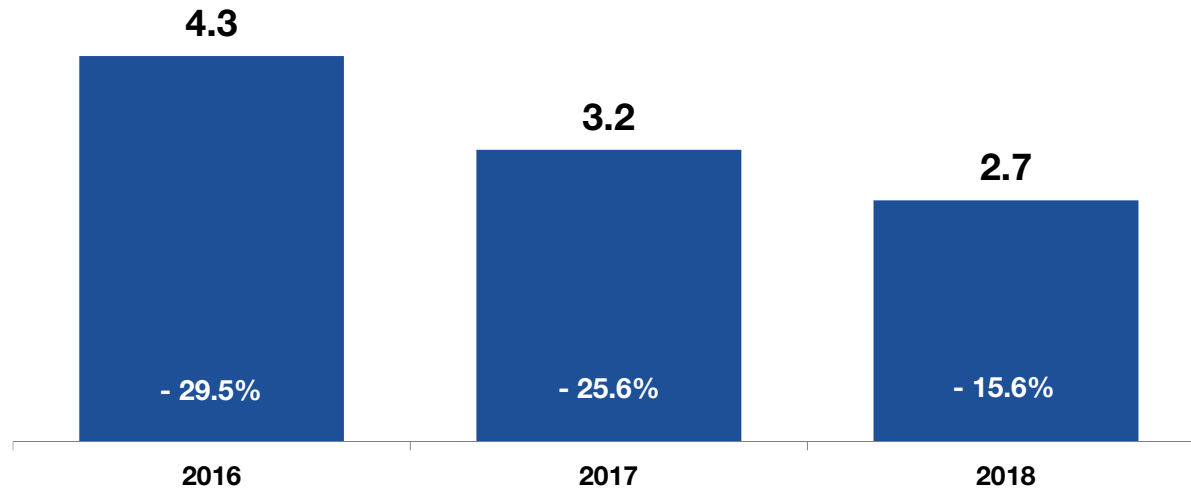


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
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	2.6	2.9	-10.3%
February 2018	2.7	3.0	-10.0%
March 2018	2.7	3.2	-15.6%
April 2018	2.7	3.2	-15.6%
12-Month Avg	3.4	3.6	-5.6%

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	+ / -	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -
Albany	21	11	-47.6%	9	11	+22.2%	\$124,400	\$203,500	+63.6%	14	5	-64.3%	3.7	1.1	-71.3%
Avon	27	10	-63.0%	13	9	-30.8%	\$177,000	\$211,200	+19.3%	16	7	-56.3%	3.9	2.0	-47.5%
Clearwater	25	31	+24.0%	20	18	-10.0%	\$182,500	\$190,650	+4.5%	11	16	+45.5%	1.8	2.7	+51.6%
Cold Spring	53	48	-9.4%	22	24	+9.1%	\$183,950	\$204,950	+11.4%	42	38	-9.5%	5.5	4.2	-23.6%
Eden Lake Twp	3	1	-66.7%	0	0	--	\$0	\$0	--	4	2	-50.0%	4.0	1.6	-60.0%
Eden Valley	11	8	-27.3%	6	4	-33.3%	\$131,000	\$154,450	+17.9%	4	6	+50.0%	2.1	3.2	+53.3%
Fair Haven Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	2	+100.0%	1.0	1.5	+50.0%
Foley	33	34	+3.0%	25	21	-16.0%	\$179,900	\$172,450	-4.1%	20	11	-45.0%	2.5	1.5	-38.0%
Freeport	4	8	+100.0%	4	4	0.0%	\$74,600	\$188,750	+153.0%	4	5	+25.0%	1.8	2.9	+65.4%
Holdingford	7	6	-14.3%	3	4	+33.3%	\$132,800	\$129,325	-2.6%	5	3	-40.0%	1.8	1.5	-16.7%
Kimball	16	13	-18.8%	11	8	-27.3%	\$214,900	\$358,000	+66.6%	14	6	-57.1%	4.3	1.6	-63.4%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$175,000	\$0	-100.0%	3	0	-100.0%	3.0	0.0	-100.0%
Melrose	19	25	+31.6%	9	11	+22.2%	\$152,500	\$147,000	-3.6%	18	21	+16.7%	4.8	5.4	+11.7%
Paynesville	32	32	0.0%	13	10	-23.1%	\$150,000	\$155,500	+3.7%	22	18	-18.2%	3.9	3.5	-9.4%
Rice	61	39	-36.1%	28	18	-35.7%	\$185,000	\$179,950	-2.7%	29	17	-41.4%	3.3	2.3	-30.8%
Richmond	37	33	-10.8%	15	11	-26.7%	\$185,000	\$185,000	0.0%	25	30	+20.0%	3.8	5.9	+57.4%
Rockville	5	5	0.0%	4	6	+50.0%	\$223,693	\$145,496	-35.0%	2	2	0.0%	1.3	1.2	-4.3%
Sartell	142	136	-4.2%	77	71	-7.8%	\$194,500	\$233,000	+19.8%	74	74	0.0%	2.5	3.0	+18.7%
Sauk Centre	29	15	-48.3%	13	17	+30.8%	\$140,000	\$179,900	+28.5%	31	20	-35.5%	5.1	3.1	-38.3%
Sauk Rapids	95	94	-1.1%	73	62	-15.1%	\$177,600	\$173,450	-2.3%	49	40	-18.4%	2.5	1.9	-23.3%
Saint Cloud	470	413	-12.1%	246	296	+20.3%	\$137,900	\$139,000	+0.8%	324	249	-23.1%	3.9	2.8	-29.5%
Saint Joseph	48	52	+8.3%	30	28	-6.7%	\$173,000	\$174,872	+1.1%	18	23	+27.8%	1.7	2.6	+54.6%
Saint Augusta	20	18	-10.0%	10	14	+40.0%	\$192,000	\$242,500	+26.3%	19	11	-42.1%	5.7	3.2	-43.5%
Waite Park	34	36	+5.9%	17	24	+41.2%	\$155,000	\$145,500	-6.1%	19	16	-15.8%	2.3	2.3	+0.6%
Wakefield Twp	0	2	--	1	2	+100.0%	\$221,500	\$177,500	-19.9%	0	1	--	0.0	0.8	--