

Monthly Indicators

July 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

- 1.1% **+ 5.8%** **- 30.6%**

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

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



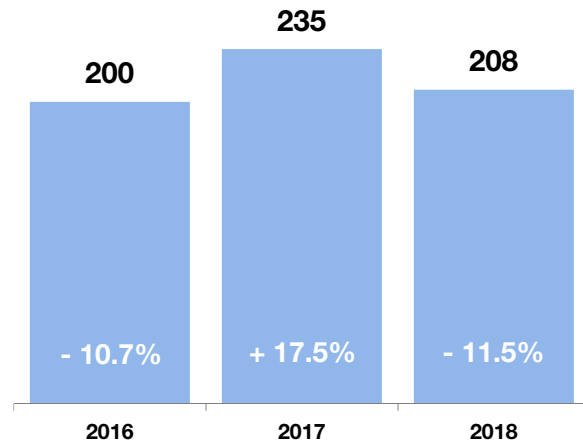
Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		235	208	- 11.5%	1,563	1,488	- 4.8%
Pending Sales		164	164	0.0%	1,165	1,196	+ 2.7%
Closed Sales		178	176	- 1.1%	1,066	1,100	+ 3.2%
Days on Market		42	44	+ 4.8%	57	55	- 3.5%
Median Sales Price		\$172,000	\$182,000	+ 5.8%	\$170,000	\$175,000	+ 2.9%
Avg. Sales Price		\$184,285	\$205,593	+ 11.6%	\$186,250	\$193,186	+ 3.7%
Pct. of Orig. Price Received		97.6%	98.7%	+ 1.1%	97.0%	97.5%	+ 0.5%
Affordability Index		199	178	- 10.6%	201	185	- 8.0%
Homes for Sale		617	428	- 30.6%	--	--	--
Months Supply		4.2	2.8	- 33.3%	--	--	--

New Listings

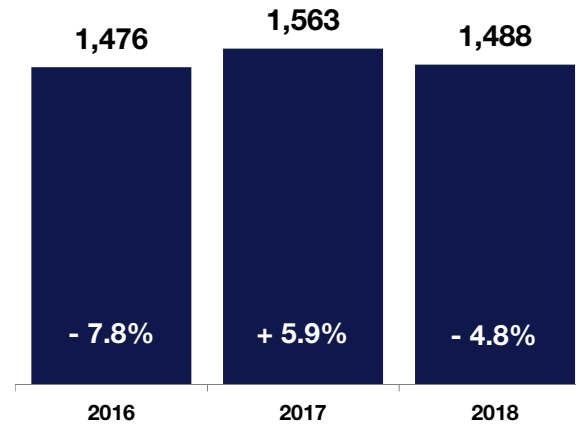
A count of the properties that have been newly listed on the market in a given month.



July

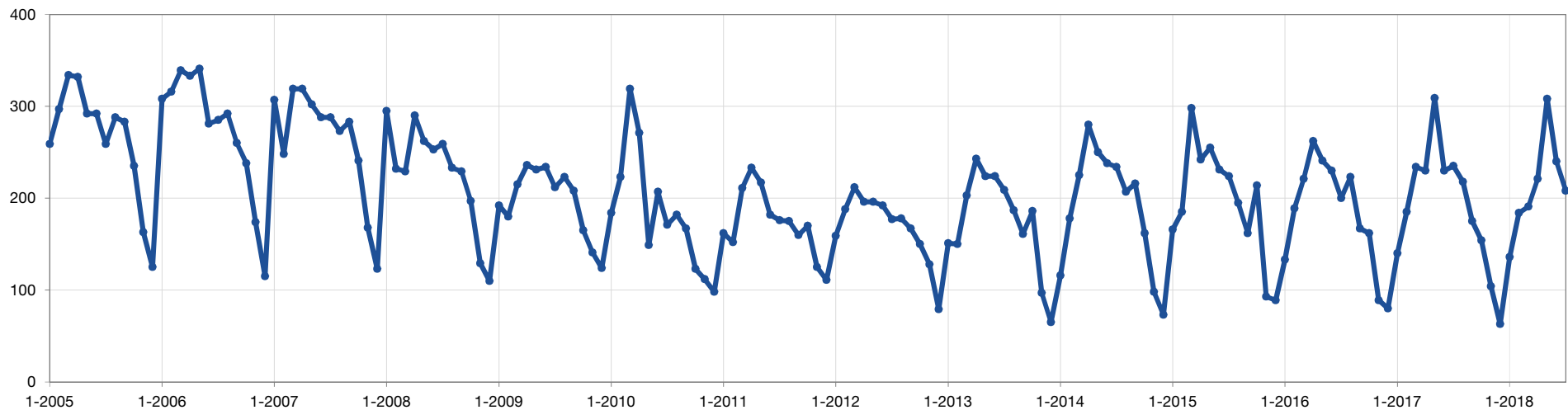


Year to Date



	New Listings	Prior Year	Percent Change
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	191	234	-18.4%
April 2018	221	230	-3.9%
May 2018	308	309	-0.3%
June 2018	240	230	+4.3%
July 2018	208	235	-11.5%
12-Month Avg	184	190	-3.2%

Historical New Listings by Month

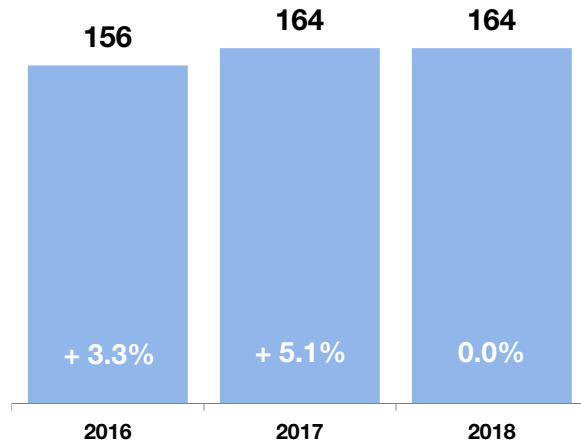


Pending Sales

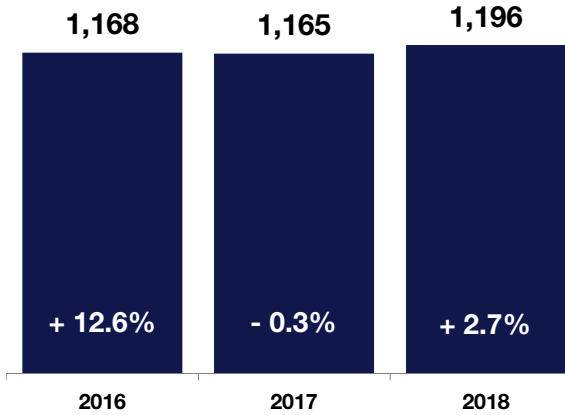
A count of the properties on which offers have been accepted in a given month.



July

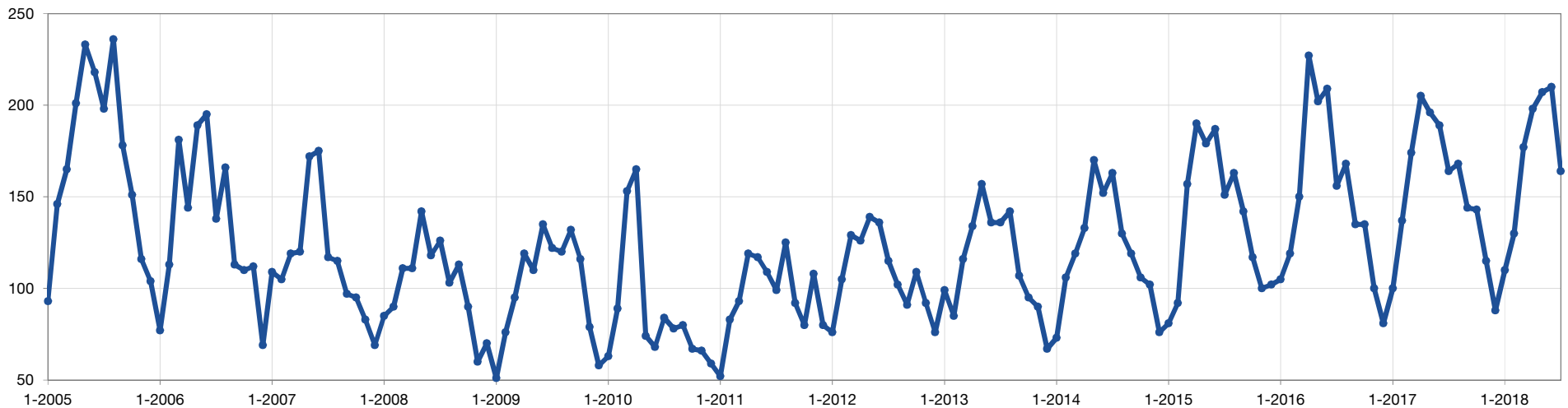


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2017	168	168	0.0%
September 2017	144	135	+6.7%
October 2017	143	135	+5.9%
November 2017	115	100	+15.0%
December 2017	88	81	+8.6%
January 2018	110	100	+10.0%
February 2018	130	137	-5.1%
March 2018	177	174	+1.7%
April 2018	198	205	-3.4%
May 2018	207	196	+5.6%
June 2018	210	189	+11.1%
July 2018	164	164	0.0%
12-Month Avg	155	149	+4.0%

Historical Pending Sales by Month

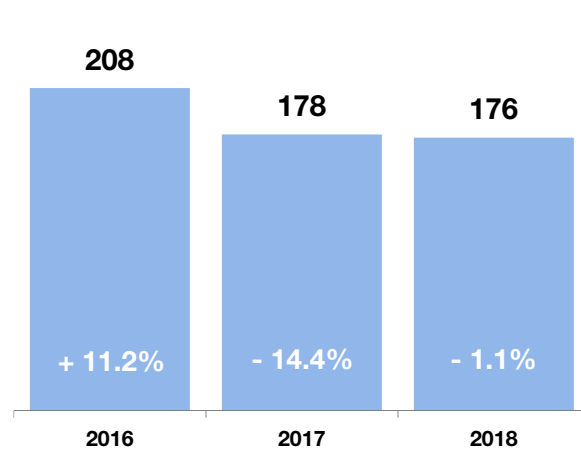


Closed Sales

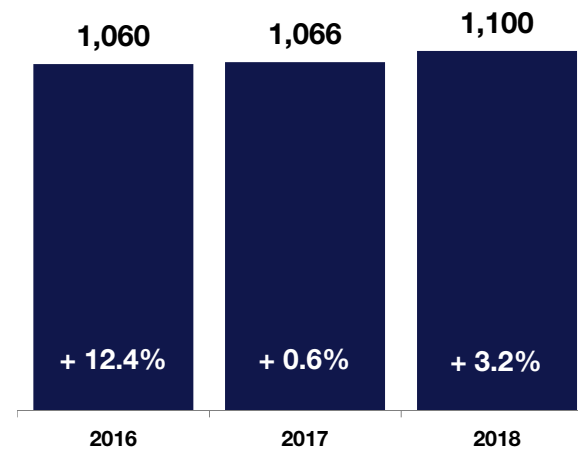
A count of the actual sales that closed in a given month.



July

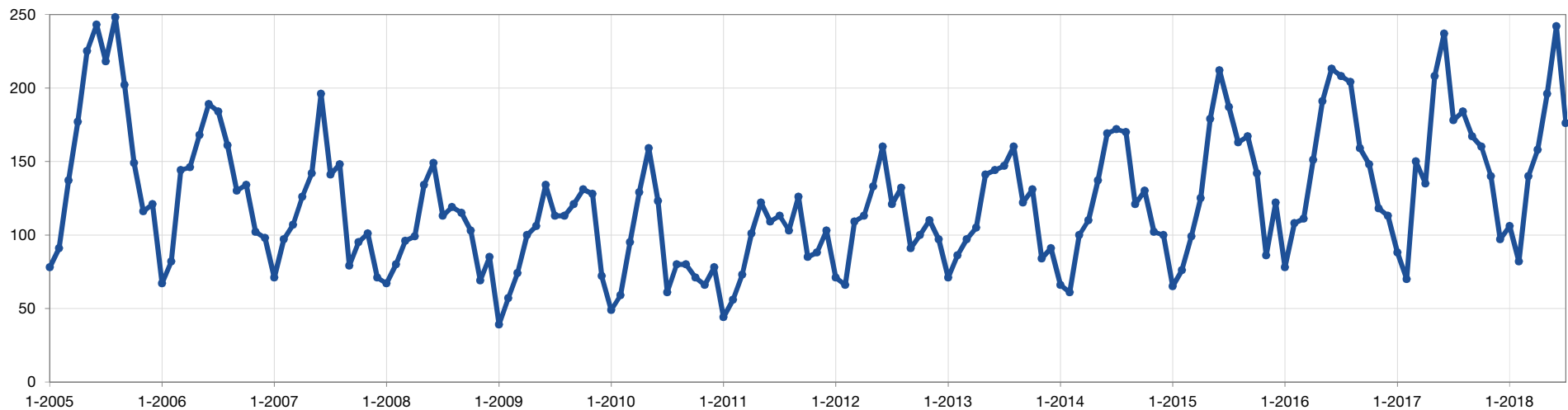


Year to Date



	Closed Sales	Prior Year	Percent Change
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	82	70	+17.1%
March 2018	140	150	-6.7%
April 2018	158	135	+17.0%
May 2018	196	208	-5.8%
June 2018	242	237	+2.1%
July 2018	176	178	-1.1%
12-Month Avg	154	151	+2.0%

Historical Closed Sales by Month

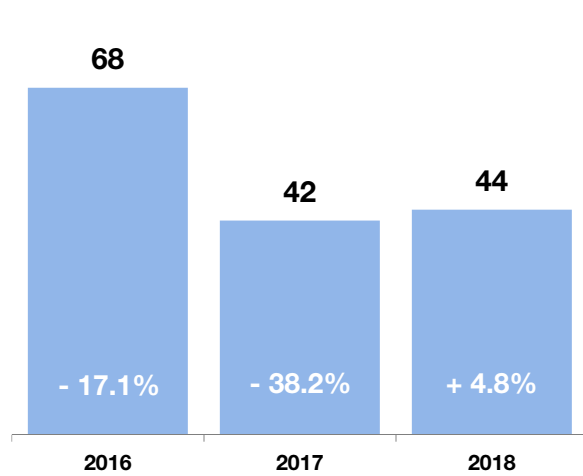


Days on Market Until Sale

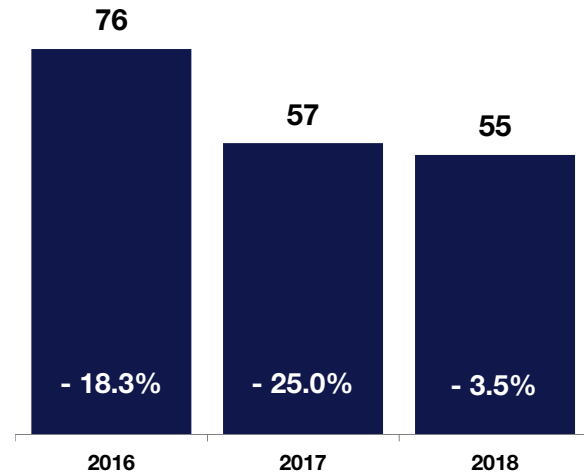
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

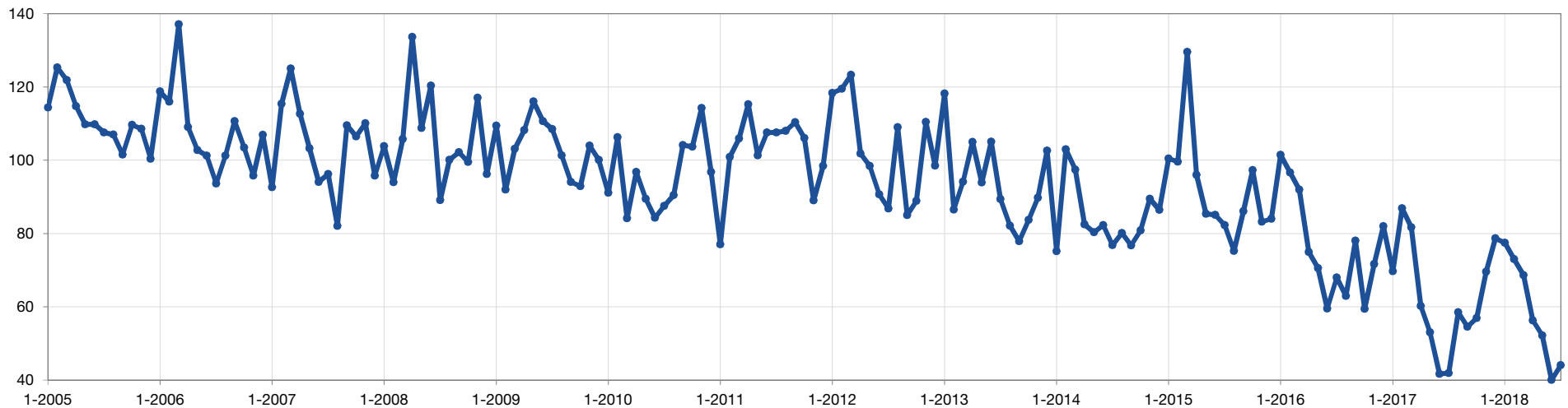


Year to Date



Days on Market	Prior Year	Percent Change	
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	73	87	-16.1%
March 2018	69	82	-15.9%
April 2018	56	60	-6.7%
May 2018	52	53	-1.9%
June 2018	40	42	-4.8%
July 2018	44	42	+4.8%
12-Month Avg	61	66	-7.6%

Historical Days on Market Until Sale by Month

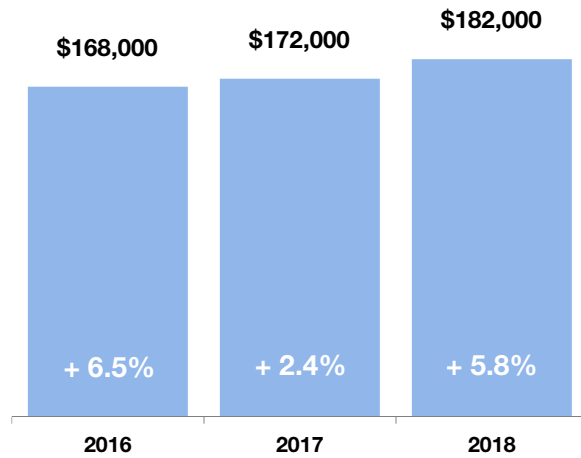


Median Sales Price

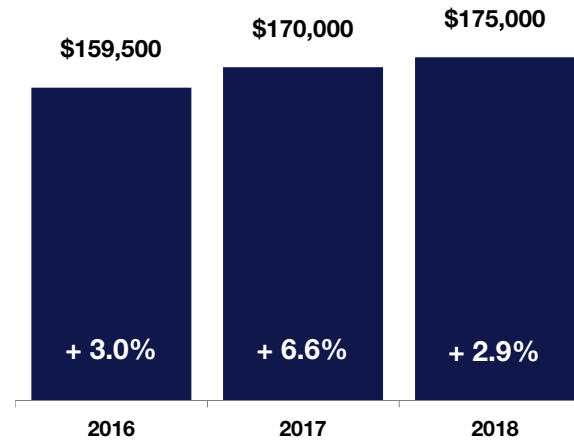
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$169,900	\$168,200	+1.0%
April 2018	\$170,250	\$165,250	+3.0%
May 2018	\$179,000	\$177,500	+0.8%
June 2018	\$189,450	\$177,250	+6.9%
July 2018	\$182,000	\$172,000	+5.8%
12-Month Avg	\$166,892	\$165,906	+0.6%

Historical Median Sales Price by Month

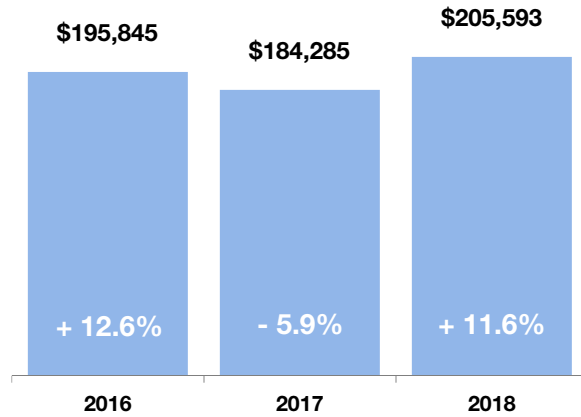


Average Sales Price

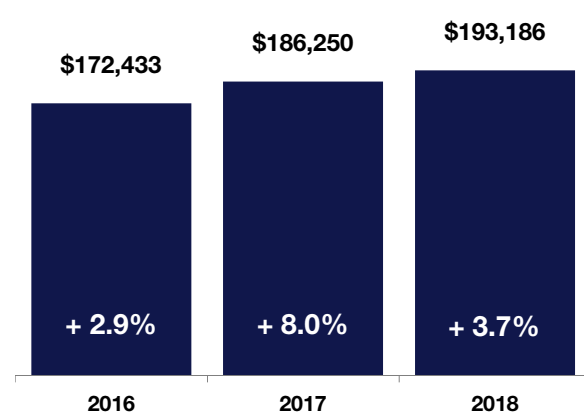
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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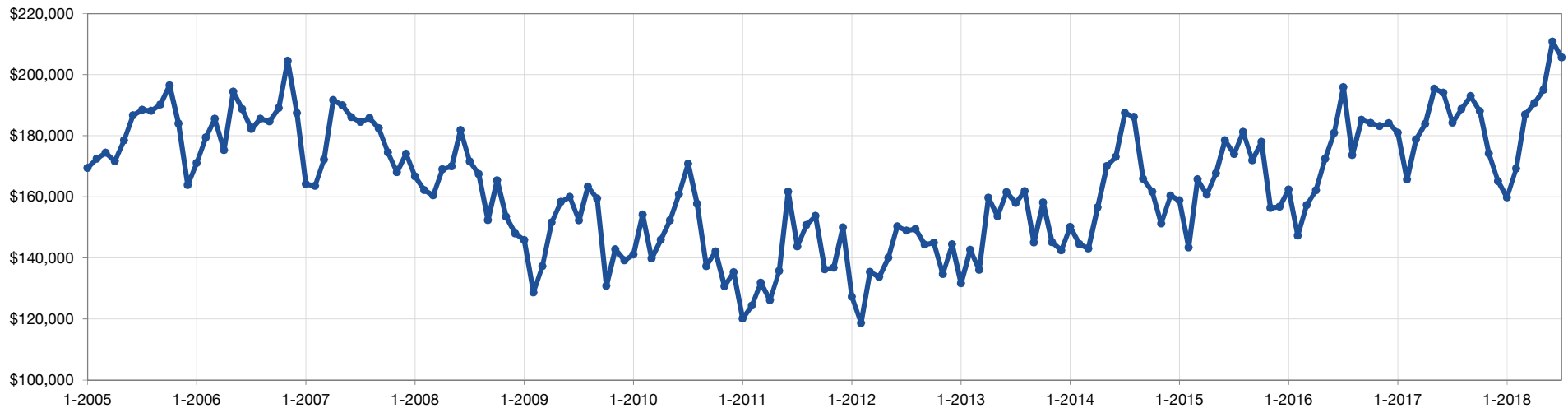


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$165,139	\$184,070	-10.3%
January 2018	\$159,733	\$180,959	-11.7%
February 2018	\$169,249	\$165,642	+2.2%
March 2018	\$186,924	\$178,756	+4.6%
April 2018	\$190,630	\$183,799	+3.7%
May 2018	\$195,032	\$195,378	-0.2%
June 2018	\$210,799	\$194,080	+8.6%
July 2018	\$205,593	\$184,285	+11.6%
12-Month Avg	\$185,580	\$182,751	+1.5%

Historical Average Sales Price by Month

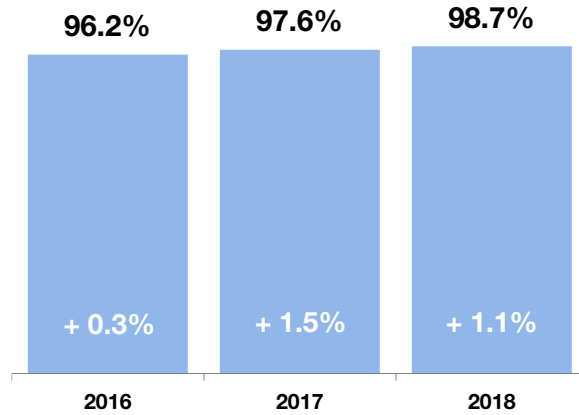


Percent of Original List Price Received

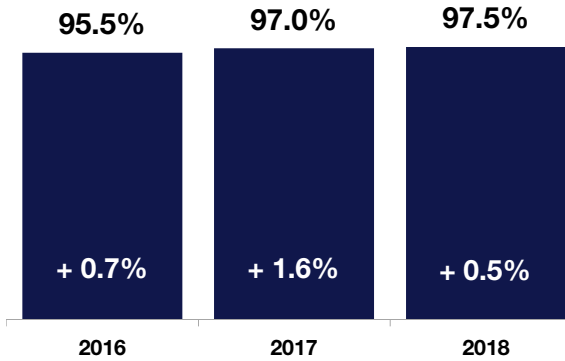


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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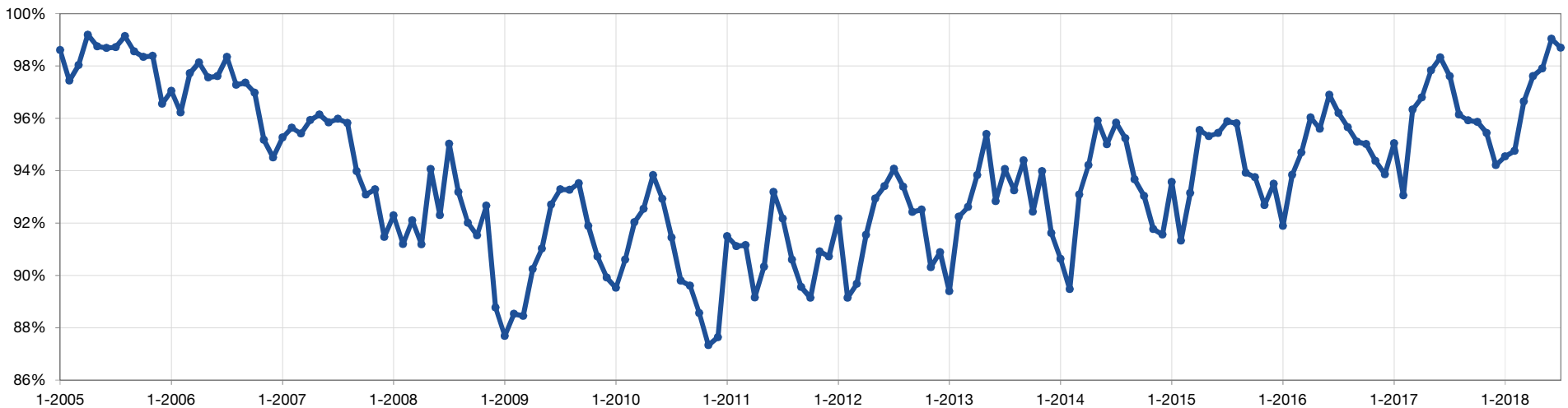


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.6%	96.3%	+0.3%
April 2018	97.6%	96.8%	+0.8%
May 2018	97.9%	97.8%	+0.1%
June 2018	99.0%	98.3%	+0.7%
July 2018	98.7%	97.6%	+1.1%
12-Month Avg	96.4%	95.7%	+0.7%

Historical Percent of Original List Price Received by Month

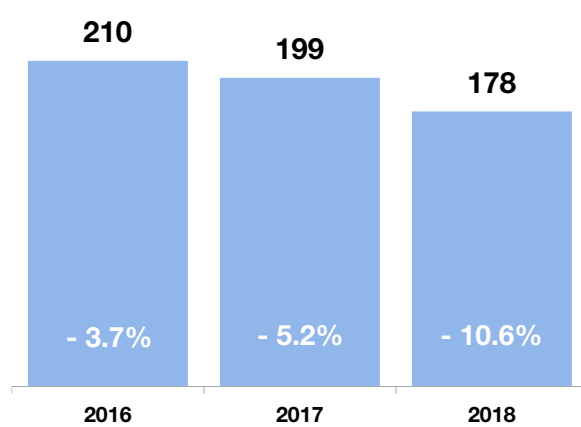


Housing Affordability Index

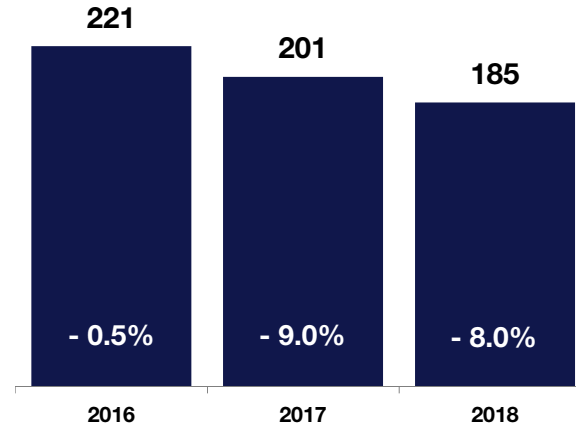


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July



Year to Date



	Affordability Index	Prior Year	Percent Change
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	188	205	-8.3%
May 2018	179	193	-7.3%
June 2018	170	193	-11.9%
July 2018	178	199	-10.6%
12-Month Avg	200	206	-2.9%

Historical Housing Affordability Index by Month

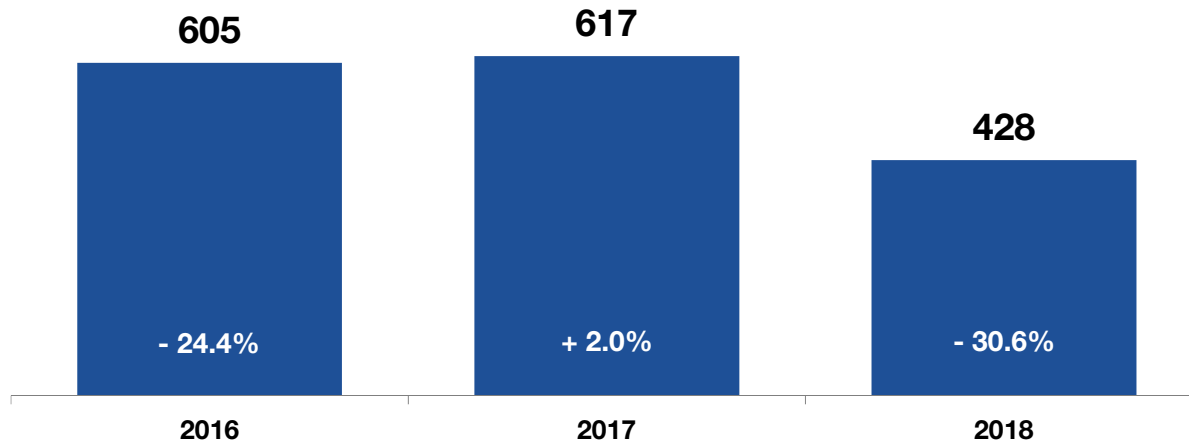


Inventory of Homes for Sale

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

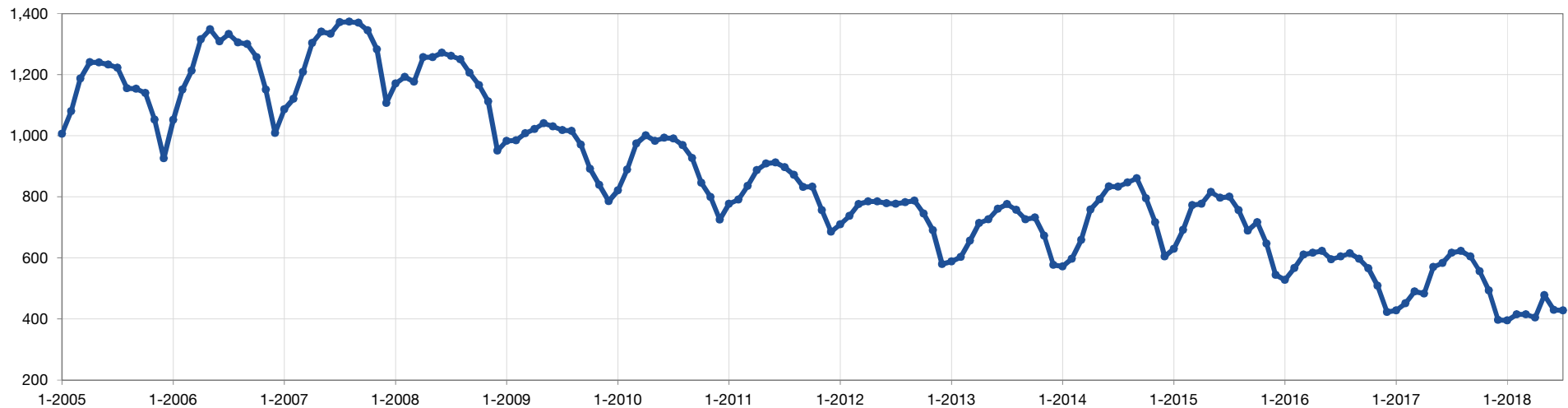


July



Homes for Sale		Prior Year	Percent Change
August 2017	623	615	+1.3%
September 2017	605	597	+1.3%
October 2017	556	566	-1.8%
November 2017	493	509	-3.1%
December 2017	397	423	-6.1%
January 2018	395	428	-7.7%
February 2018	415	451	-8.0%
March 2018	415	490	-15.3%
April 2018	405	483	-16.1%
May 2018	478	570	-16.1%
June 2018	430	583	-26.2%
July 2018	428	617	-30.6%
12-Month Avg	470	528	-11.0%

Historical Inventory of Homes for Sale by Month

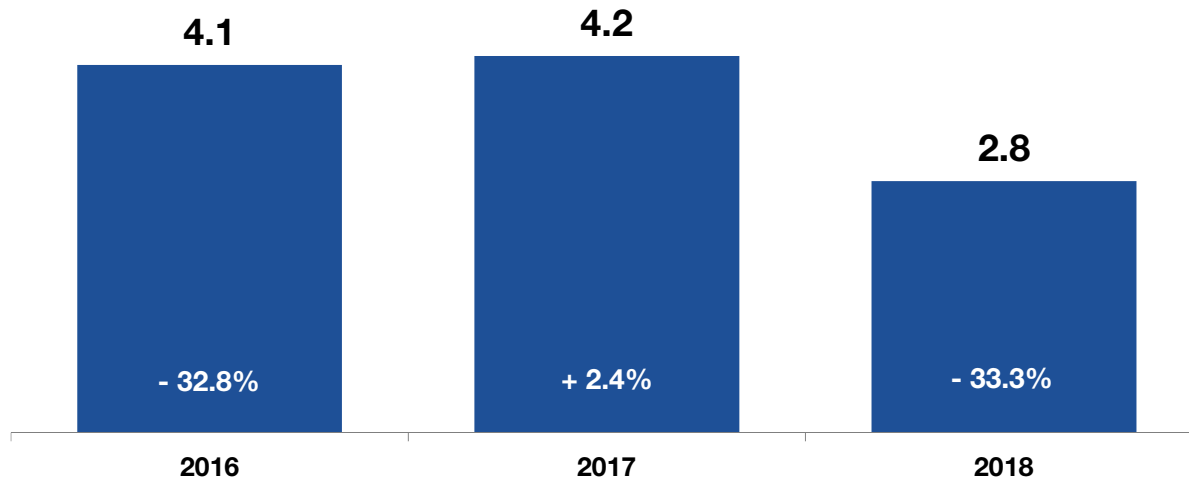


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
August 2017	4.2	4.1	+2.4%
September 2017	4.0	4.0	0.0%
October 2017	3.7	3.8	-2.6%
November 2017	3.3	3.4	-2.9%
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%
May 2018	3.1	3.8	-18.4%
June 2018	2.8	3.9	-28.2%
July 2018	2.8	4.2	-33.3%
12-Month Avg	3.1	3.5	-11.4%

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	+ / -	7-2017	7-2018	+ / -	7-2017	7-2018	+ / -
Albany	48	31	-35.4%	22	24	+9.1%	\$156,573	\$170,000	+8.6%	17	8	-52.9%	4.5	1.8	-59.3%
Avon	43	29	-32.6%	32	22	-31.3%	\$190,500	\$208,535	+9.5%	12	11	-8.3%	2.4	3.6	+45.7%
Clearwater	55	65	+18.2%	42	47	+11.9%	\$185,000	\$215,990	+16.8%	18	19	+5.6%	3.0	3.1	+2.7%
Cold Spring	94	114	+21.3%	57	60	+5.3%	\$207,500	\$227,250	+9.5%	42	45	+7.1%	5.3	4.4	-17.2%
Eden Lake Twp	9	6	-33.3%	3	2	-33.3%	\$125,000	\$187,950	+50.4%	5	3	-40.0%	4.0	2.4	-40.0%
Eden Valley	19	14	-26.3%	14	7	-50.0%	\$137,450	\$164,000	+19.3%	6	7	+16.7%	2.9	4.0	+39.4%
Fair Haven Twp	4	2	-50.0%	1	4	+300.0%	\$395,000	\$309,950	-21.5%	1	2	+100.0%	0.8	1.5	+100.0%
Foley	71	81	+14.1%	54	52	-3.7%	\$179,900	\$172,000	-4.4%	26	18	-30.8%	3.1	2.4	-23.9%
Freeport	12	16	+33.3%	7	7	0.0%	\$159,000	\$178,000	+11.9%	4	5	+25.0%	1.6	3.2	+102.2%
Holdingford	11	12	+9.1%	8	9	+12.5%	\$141,400	\$176,000	+24.5%	4	5	+25.0%	1.8	2.9	+62.0%
Kimball	40	36	-10.0%	24	23	-4.2%	\$205,200	\$182,500	-11.1%	17	12	-29.4%	4.1	3.4	-16.0%
Maine Prairie Twp	1	1	0.0%	1	0	-100.0%	\$175,000	\$0	-100.0%	3	1	-66.7%	3.0	0.0	-100.0%
Melrose	36	48	+33.3%	23	36	+56.5%	\$152,500	\$147,500	-3.3%	14	18	+28.6%	3.8	3.9	+1.0%
Paynesville	46	50	+8.7%	35	34	-2.9%	\$122,850	\$148,000	+20.5%	16	16	0.0%	2.5	3.3	+32.2%
Rice	102	81	-20.6%	72	45	-37.5%	\$187,900	\$206,000	+9.6%	36	24	-33.3%	4.1	3.1	-23.2%
Richmond	67	72	+7.5%	46	36	-21.7%	\$201,000	\$245,500	+22.1%	29	36	+24.1%	4.6	6.4	+40.8%
Rockville	11	12	+9.1%	7	11	+57.1%	\$224,347	\$170,098	-24.2%	4	4	0.0%	2.6	2.3	-12.5%
Sartell	286	255	-10.8%	205	174	-15.1%	\$205,500	\$235,000	+14.4%	88	88	0.0%	3.0	4.0	+31.8%
Sauk Centre	59	48	-18.6%	35	26	-25.7%	\$157,500	\$198,000	+25.7%	32	26	-18.8%	5.8	4.5	-23.2%
Sauk Rapids	191	183	-4.2%	136	140	+2.9%	\$182,000	\$189,900	+4.3%	72	46	-36.1%	3.9	2.1	-45.5%
Saint Cloud	933	866	-7.2%	611	649	+6.2%	\$149,900	\$154,000	+2.7%	413	248	-40.0%	5.0	2.7	-46.4%
Saint Joseph	88	118	+34.1%	66	80	+21.2%	\$175,500	\$189,900	+8.2%	20	31	+55.0%	1.9	3.0	+57.5%
Saint Augusta	28	38	+35.7%	24	27	+12.5%	\$192,500	\$254,000	+31.9%	11	11	0.0%	2.9	2.9	0.0%
Waite Park	65	66	+1.5%	48	57	+18.8%	\$160,000	\$146,000	-8.8%	24	15	-37.5%	3.3	2.1	-36.8%
Wakefield Twp	4	7	+75.0%	2	3	+50.0%	\$260,750	\$235,000	-9.9%	2	4	+100.0%	2.0	3.0	+50.0%