



Monthly Indicators

August 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

+ 14.1% **+ 10.0%** **- 26.3%**

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

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.



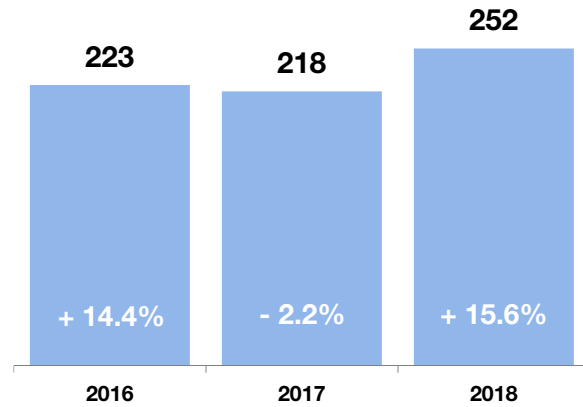
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		218	252	+ 15.6%	1,781	1,739	- 2.4%
Pending Sales		168	179	+ 6.5%	1,333	1,378	+ 3.4%
Closed Sales		184	210	+ 14.1%	1,250	1,311	+ 4.9%
Days on Market		59	36	- 39.0%	57	52	- 8.8%
Median Sales Price		\$172,000	\$189,250	+ 10.0%	\$170,000	\$175,900	+ 3.5%
Avg. Sales Price		\$188,687	\$204,703	+ 8.5%	\$186,606	\$195,021	+ 4.5%
Pct. of Orig. Price Received		96.1%	97.2%	+ 1.1%	96.9%	97.5%	+ 0.6%
Affordability Index		201	169	- 15.9%	203	182	- 10.3%
Homes for Sale		623	459	- 26.3%	--	--	--
Months Supply		4.2	2.9	- 31.0%	--	--	--

New Listings

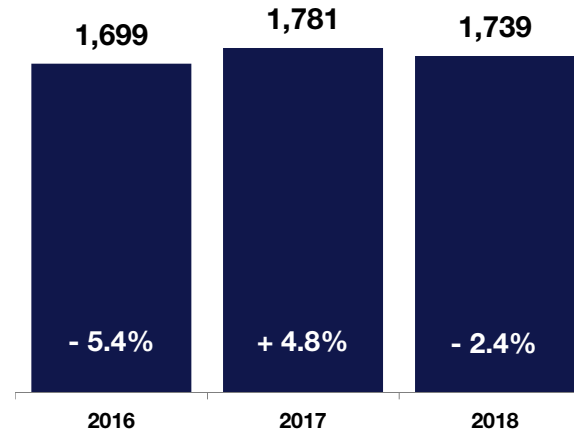
A count of the properties that have been newly listed on the market in a given month.



August

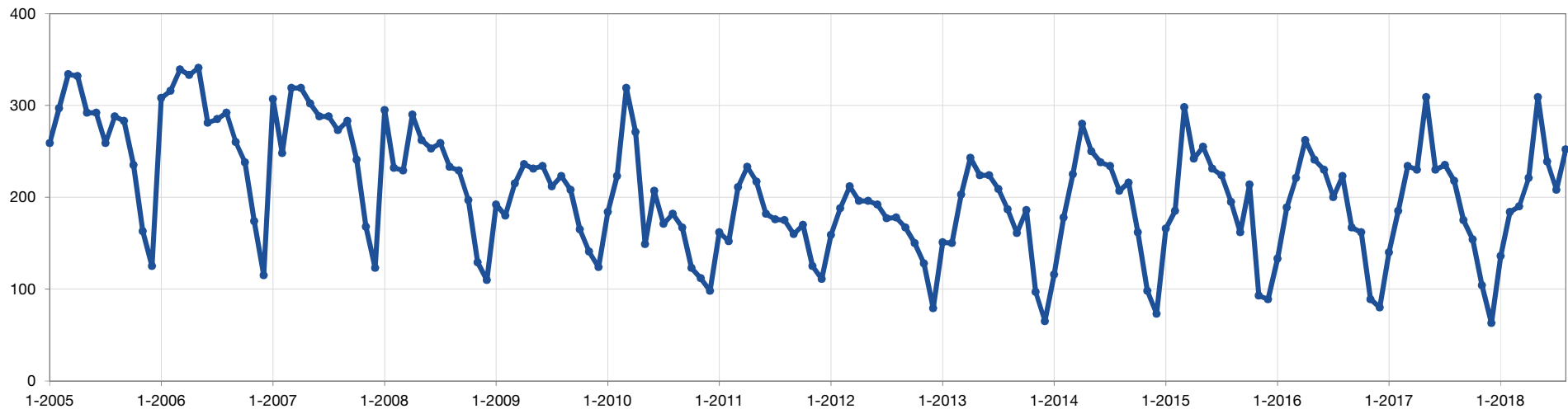


Year to Date



	New Listings	Prior Year	Percent Change
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	221	230	-3.9%
May 2018	309	309	0.0%
June 2018	239	230	+3.9%
July 2018	208	235	-11.5%
August 2018	252	218	+15.6%
12-Month Avg	186	190	-2.1%

Historical New Listings by Month

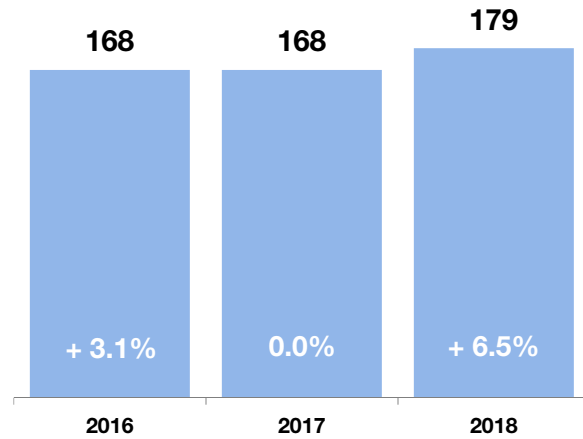


Pending Sales

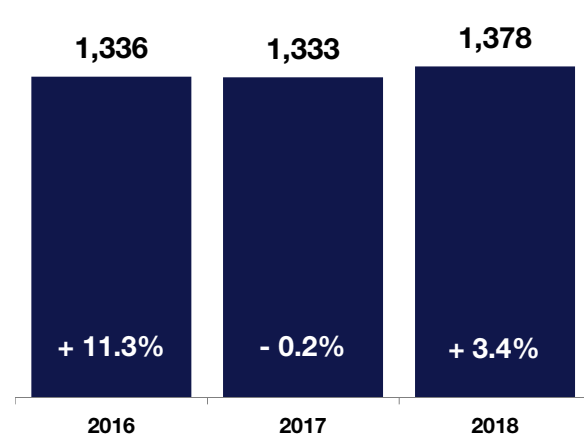
A count of the properties on which offers have been accepted in a given month.



August

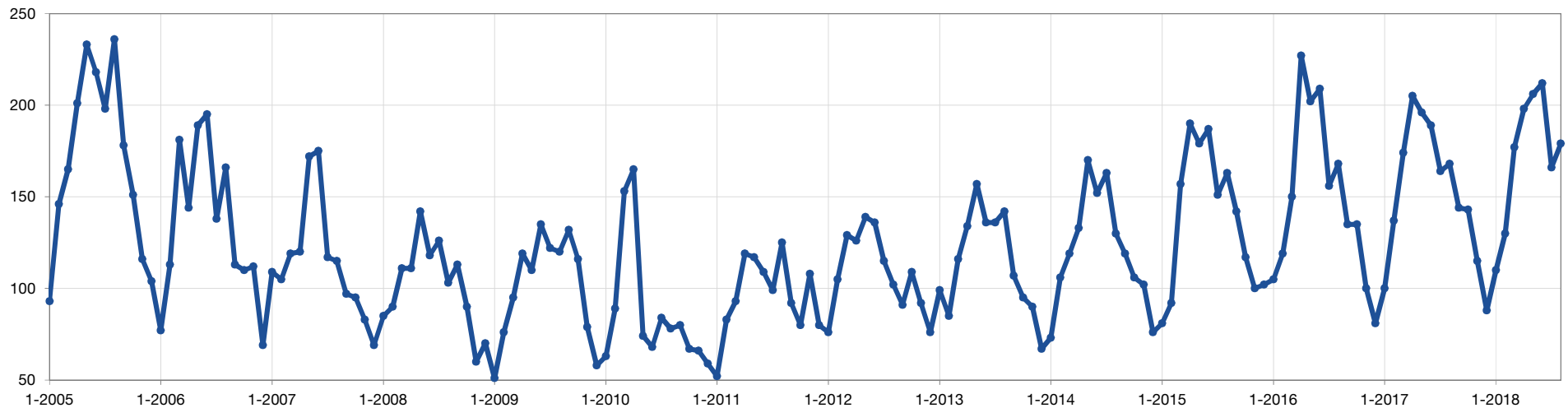


Year to Date



	Pending Sales	Prior Year	Percent Change
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	206	196	+5.1%
June 2018	212	189	+12.2%
July 2018	166	164	+1.2%
August 2018	179	168	+6.5%
12-Month Avg	156	149	+4.7%

Historical Pending Sales by Month

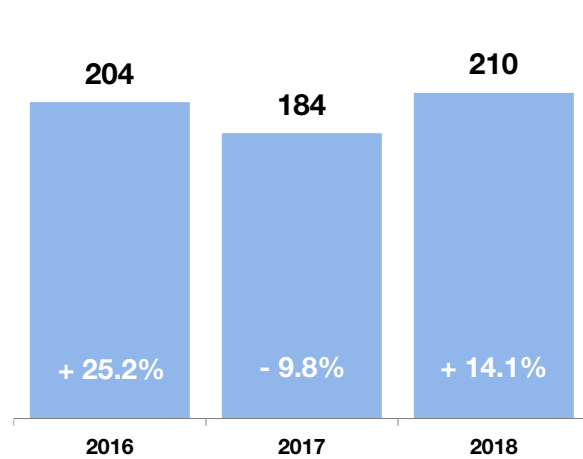


Closed Sales

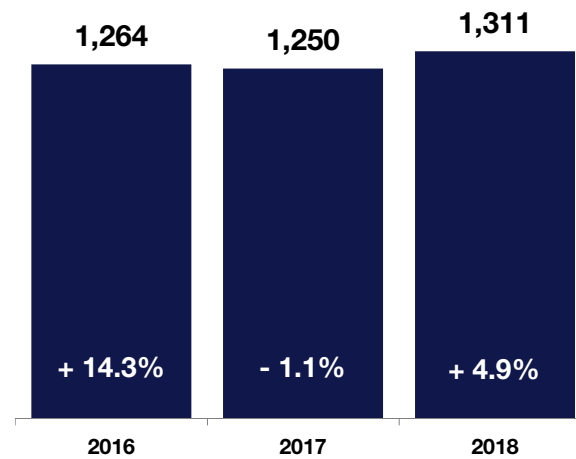
A count of the actual sales that closed in a given month.



August

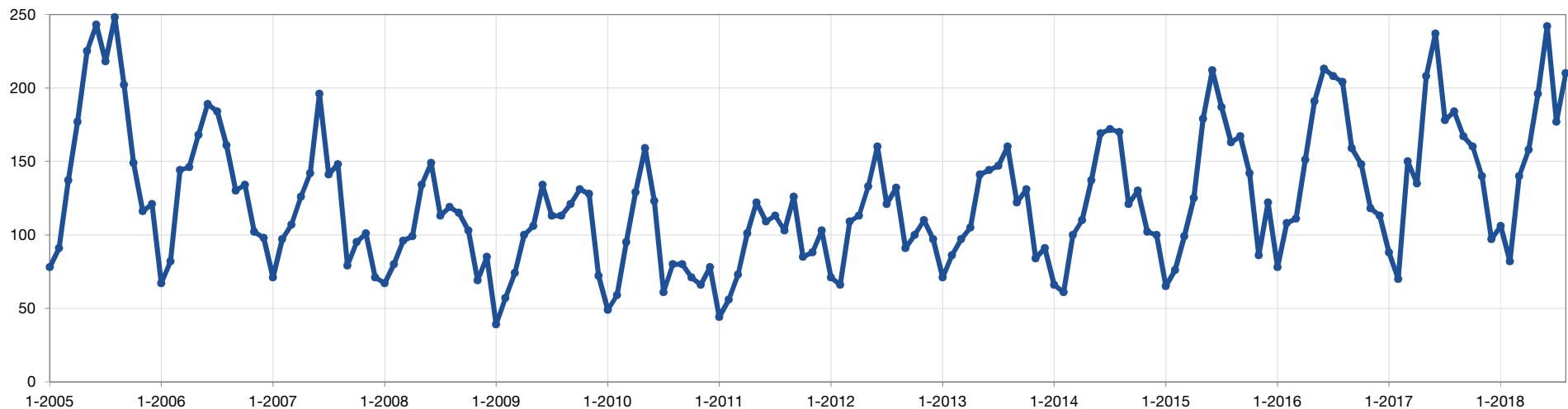


Year to Date



	Closed Sales	Prior Year	Percent Change
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	177	178	-0.6%
August 2018	210	184	+14.1%
12-Month Avg	156	149	+4.7%

Historical Closed Sales by Month

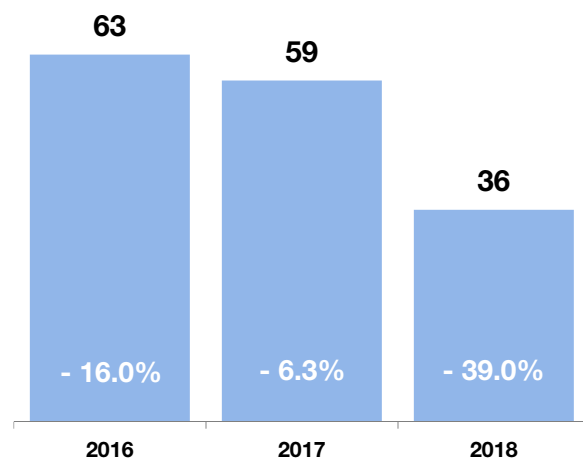


Days on Market Until Sale

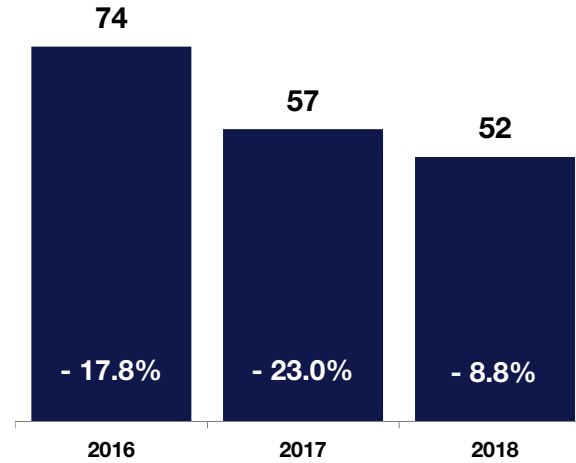
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

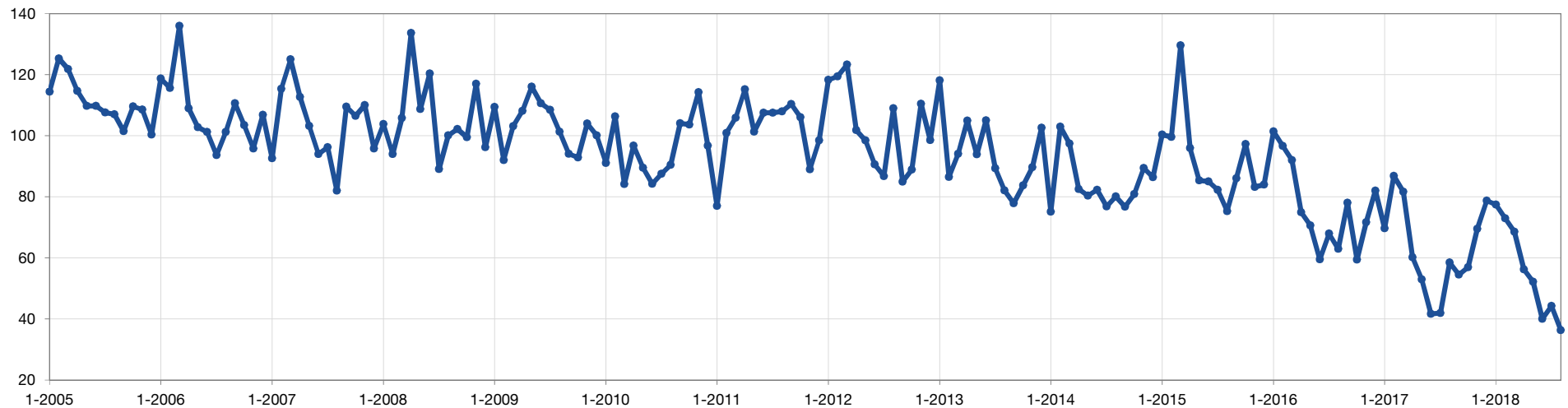


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
August 2018	36	59	-39.0%
12-Month Avg	59	65	-9.2%

Historical Days on Market Until Sale by Month

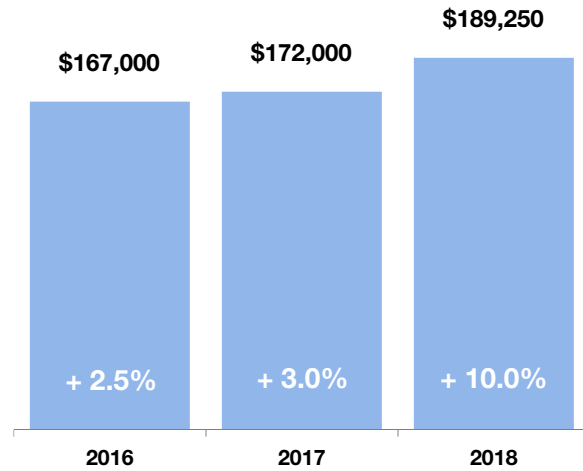


Median Sales Price

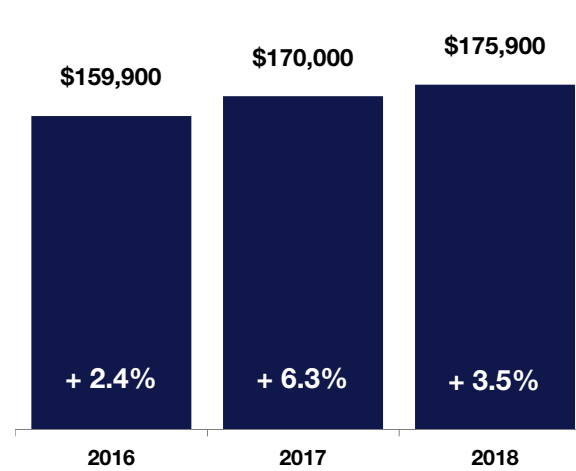
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

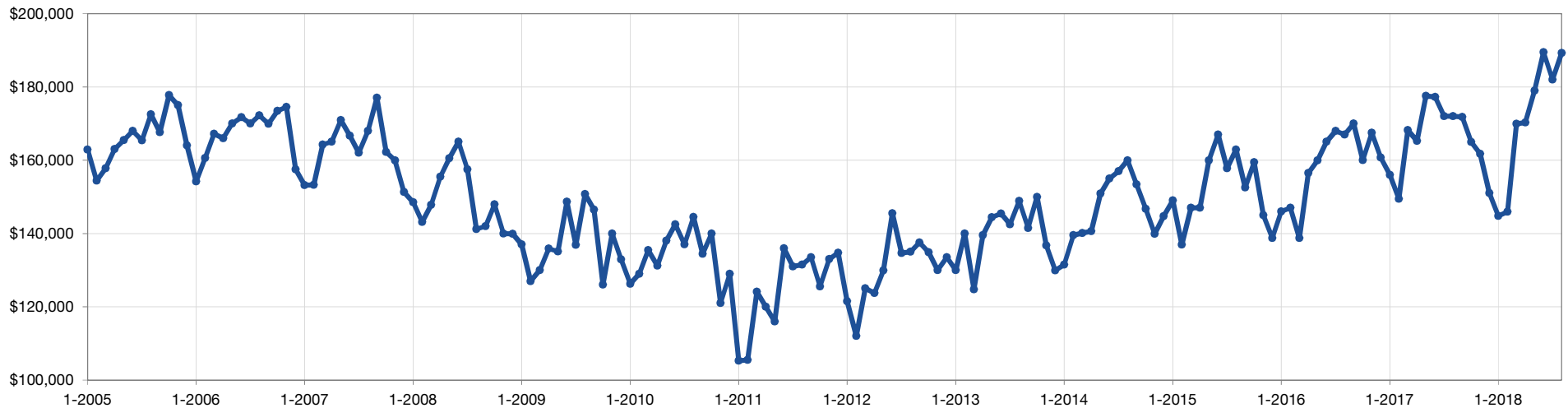


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2018	\$189,250	\$172,000	+10.0%
12-Month Avg	\$168,329	\$166,323	+1.2%

Historical Median Sales Price by Month

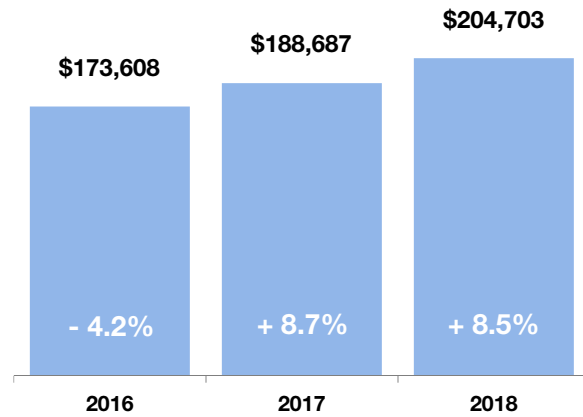


Average Sales Price

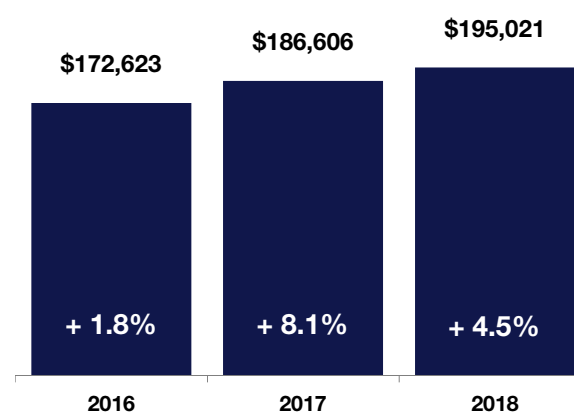
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

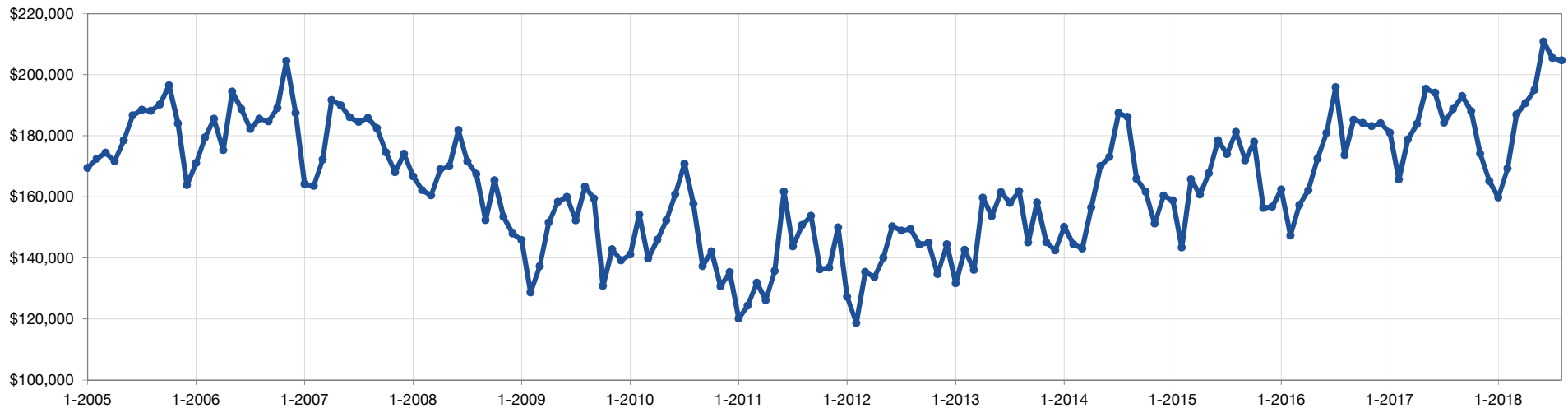


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$205,476	\$184,285	+11.5%
August 2018	\$204,703	\$188,687	+8.5%
12-Month Avg	\$186,905	\$184,007	+1.6%

Historical Average Sales Price by Month

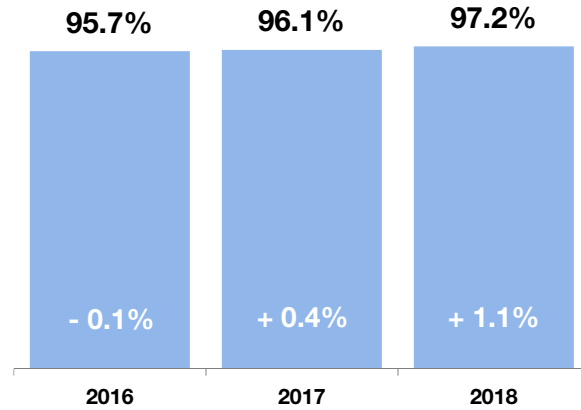


Percent of Original List Price Received

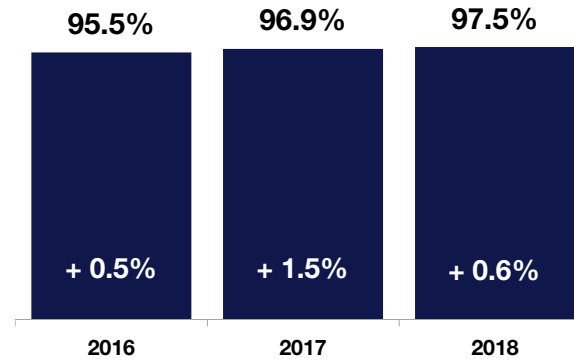


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August

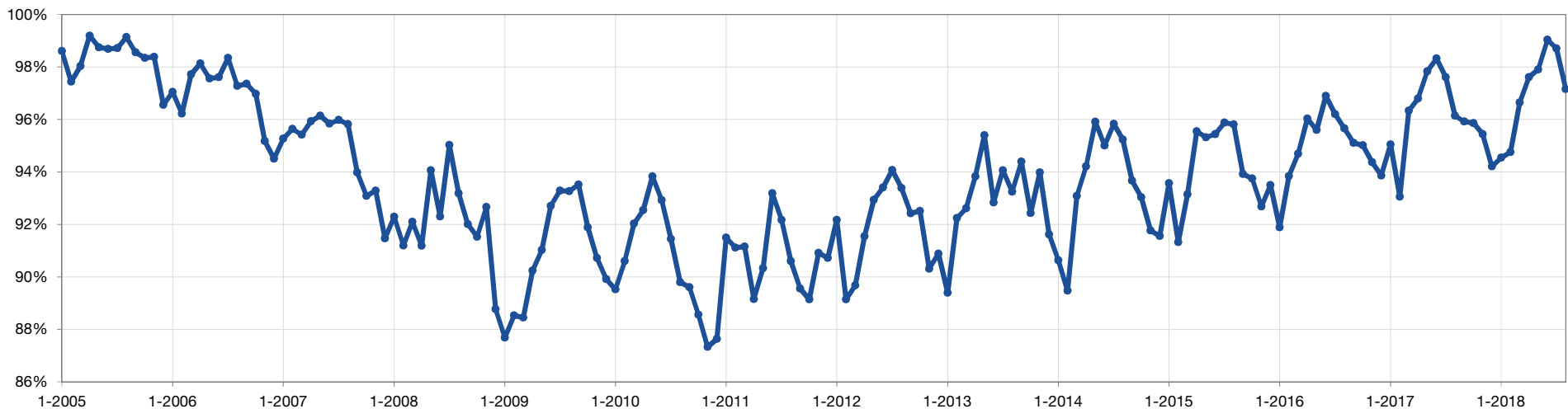


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
August 2018	97.2%	96.1%	+1.1%
12-Month Avg	96.5%	95.8%	+0.7%

Historical Percent of Original List Price Received by Month

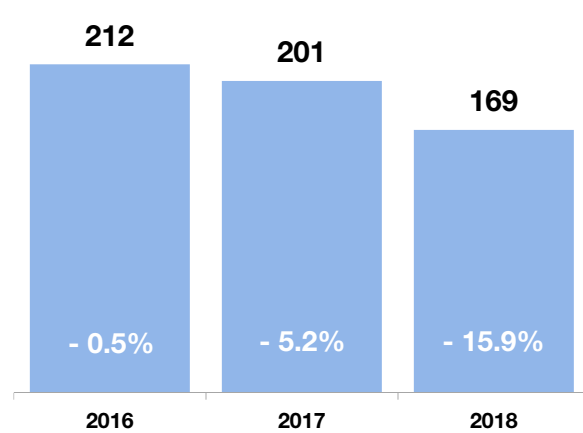


Housing Affordability Index

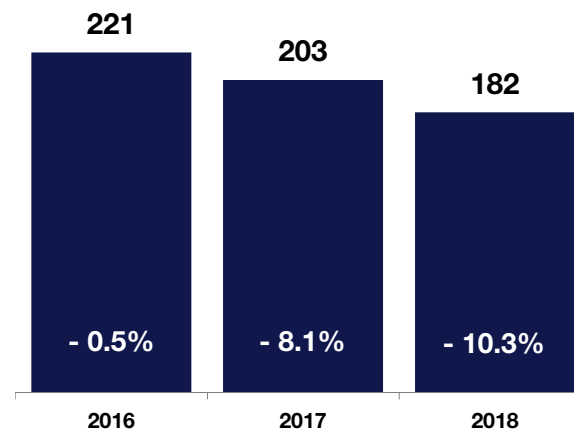


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2018	169	201	-15.9%
12-Month Avg	198	205	-3.4%

Historical Housing Affordability Index by Month

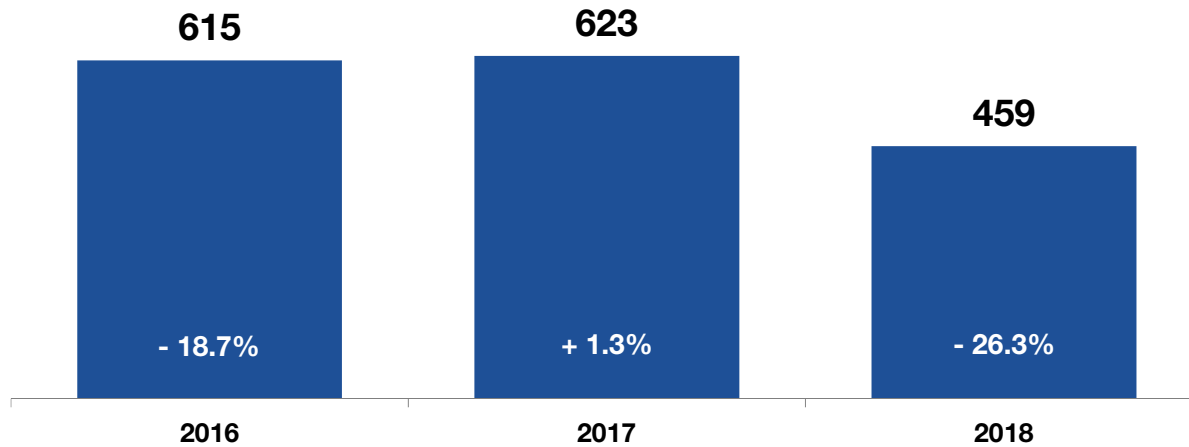


Inventory of Homes for Sale

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

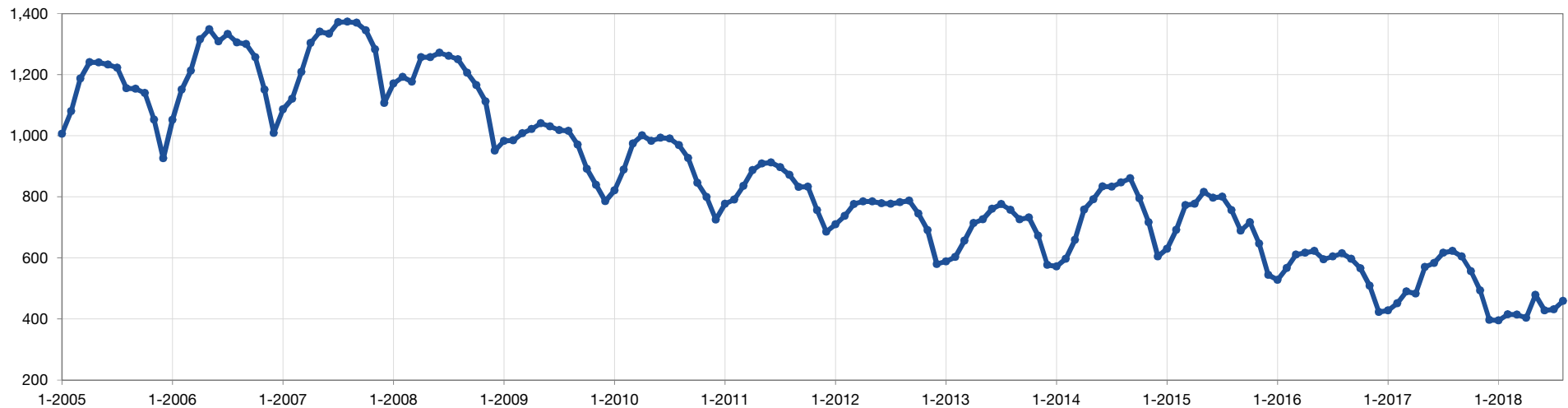


August



	Homes for Sale	Prior Year	Percent Change
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	414	490	-15.5%
April 2018	404	483	-16.4%
May 2018	479	570	-16.0%
June 2018	428	583	-26.6%
July 2018	431	617	-30.1%
August 2018	459	623	-26.3%
12-Month Avg	456	528	-13.6%

Historical Inventory of Homes for Sale by Month

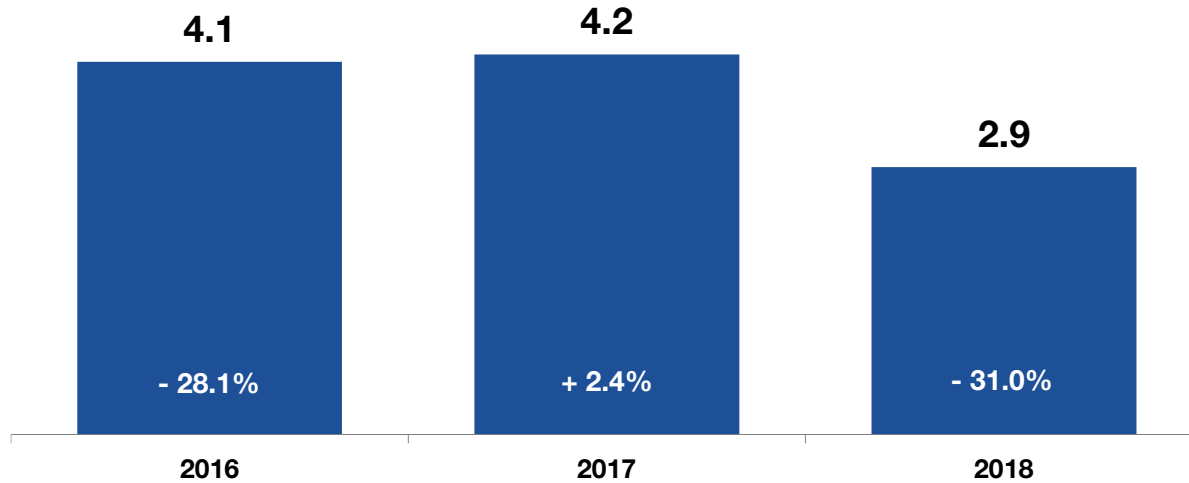


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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%
August 2018	2.9	4.2	-31.0%
12-Month Avg	3.0	3.5	-14.3%

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	+ / -	8-2017	8-2018	+ / -	8-2017	8-2018	+ / -
Albany	56	40	-28.6%	32	31	-3.1%	\$156,573	\$168,500	+7.6%	18	16	-11.1%	4.4	4.3	-3.2%
Avon	47	33	-29.8%	37	27	-27.0%	\$196,500	\$205,900	+4.8%	9	12	+33.3%	1.9	4.4	+127.9%
Clearwater	64	73	+14.1%	49	53	+8.2%	\$185,000	\$215,990	+16.8%	19	19	0.0%	3.2	3.2	0.0%
Cold Spring	109	129	+18.3%	69	79	+14.5%	\$207,500	\$222,750	+7.3%	33	44	+33.3%	4.0	4.3	+8.4%
Eden Lake Twp	10	7	-30.0%	4	4	0.0%	\$214,000	\$187,950	-12.2%	6	3	-50.0%	4.5	2.5	-44.4%
Eden Valley	20	20	0.0%	16	11	-31.3%	\$139,950	\$168,900	+20.7%	4	8	+100.0%	1.8	3.8	+105.3%
Fair Haven Twp	6	2	-66.7%	2	4	+100.0%	\$230,250	\$309,950	+34.6%	2	2	0.0%	1.5	1.5	0.0%
Foley	81	94	+16.0%	65	65	0.0%	\$175,500	\$174,950	-0.3%	25	26	+4.0%	3.0	3.6	+18.3%
Freeport	13	18	+38.5%	13	9	-30.8%	\$174,750	\$179,900	+2.9%	4	6	+50.0%	1.8	4.1	+132.0%
Holdingford	14	15	+7.1%	11	9	-18.2%	\$150,000	\$176,000	+17.3%	4	4	0.0%	2.1	2.5	+20.2%
Kimball	44	41	-6.8%	30	30	0.0%	\$196,213	\$204,900	+4.4%	15	14	-6.7%	3.5	4.3	+24.4%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$175,000	\$0	-100.0%	2	0	-100.0%	2.0	0.0	-100.0%
Melrose	44	52	+18.2%	28	42	+50.0%	\$153,250	\$149,000	-2.8%	16	15	-6.3%	4.7	3.1	-34.9%
Paynesville	58	59	+1.7%	41	40	-2.4%	\$129,500	\$149,000	+15.1%	23	18	-21.7%	3.7	3.4	-7.6%
Rice	108	89	-17.6%	80	57	-28.8%	\$191,500	\$205,000	+7.0%	27	25	-7.4%	3.1	3.5	+14.1%
Richmond	78	88	+12.8%	52	46	-11.5%	\$202,250	\$240,000	+18.7%	31	36	+16.1%	4.6	5.9	+28.9%
Rockville	13	14	+7.7%	8	14	+75.0%	\$223,693	\$210,000	-6.1%	5	5	0.0%	4.1	2.7	-34.8%
Sartell	322	294	-8.7%	243	205	-15.6%	\$208,000	\$234,900	+12.9%	93	97	+4.3%	3.3	4.3	+28.0%
Sauk Centre	65	56	-13.8%	45	36	-20.0%	\$154,000	\$203,750	+32.3%	27	28	+3.7%	4.4	5.4	+21.7%
Sauk Rapids	230	219	-4.8%	167	164	-1.8%	\$177,600	\$189,900	+6.9%	75	47	-37.3%	4.0	2.2	-45.6%
Saint Cloud	1,049	1,010	-3.7%	709	779	+9.9%	\$150,000	\$155,000	+3.3%	406	263	-35.2%	4.8	2.8	-41.5%
Saint Joseph	103	136	+32.0%	76	101	+32.9%	\$175,000	\$192,450	+10.0%	21	32	+52.4%	2.0	3.0	+50.0%
Saint Augusta	38	42	+10.5%	29	36	+24.1%	\$196,250	\$235,000	+19.7%	13	10	-23.1%	3.9	2.5	-35.9%
Waite Park	77	80	+3.9%	55	62	+12.7%	\$157,500	\$145,500	-7.6%	28	20	-28.6%	3.9	2.8	-29.4%
Wakefield Twp	4	8	+100.0%	2	4	+100.0%	\$260,750	\$302,500	+16.0%	2	3	+50.0%	2.0	2.4	+20.0%