

# Monthly Indicators

## September 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

**- 9.6%**      **+ 1.9%**      **- 22.3%**

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.



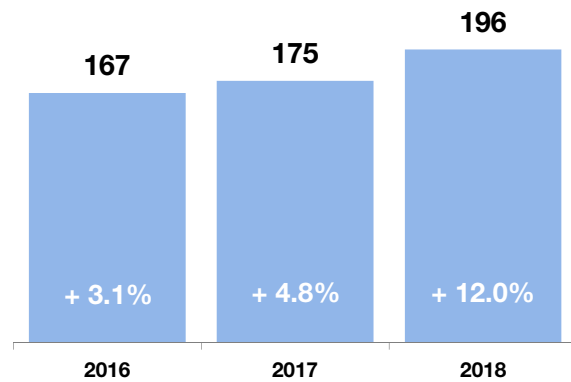
Key Metrics	Historical Sparkbars	9-2017	9-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		175	<b>196</b>	+ 12.0%	1,956	<b>1,932</b>	- 1.2%
<b>Pending Sales</b>		144	<b>136</b>	- 5.6%	1,477	<b>1,519</b>	+ 2.8%
<b>Closed Sales</b>		167	<b>151</b>	- 9.6%	1,417	<b>1,470</b>	+ 3.7%
<b>Days on Market</b>		55	<b>43</b>	- 21.8%	57	<b>51</b>	- 10.5%
<b>Median Sales Price</b>		\$171,750	<b>\$175,000</b>	+ 1.9%	\$170,000	<b>\$175,900</b>	+ 3.5%
<b>Avg. Sales Price</b>		\$192,933	<b>\$191,773</b>	- 0.6%	\$187,354	<b>\$194,833</b>	+ 4.0%
<b>Pct. of Orig. Price Received</b>		95.9%	<b>97.8%</b>	+ 2.0%	96.8%	<b>97.5%</b>	+ 0.7%
<b>Affordability Index</b>		201	<b>177</b>	- 11.9%	203	<b>176</b>	- 13.3%
<b>Homes for Sale</b>		605	<b>470</b>	- 22.3%	--	<b>--</b>	--
<b>Months Supply</b>		4.0	<b>3.0</b>	- 25.0%	--	<b>--</b>	--

# New Listings

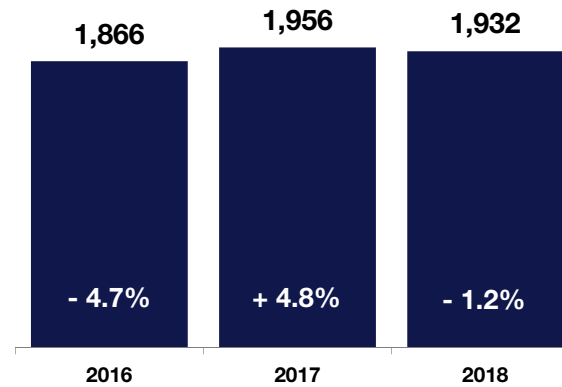
A count of the properties that have been newly listed on the market in a given month.



## September



## Year to Date



	New Listings	Prior Year	Percent Change
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	238	230	+3.5%
July 2018	208	235	-11.5%
August 2018	250	218	+14.7%
<b>September 2018</b>	<b>196</b>	<b>175</b>	<b>+12.0%</b>
12-Month Avg	188	191	-1.6%

## Historical New Listings by Month

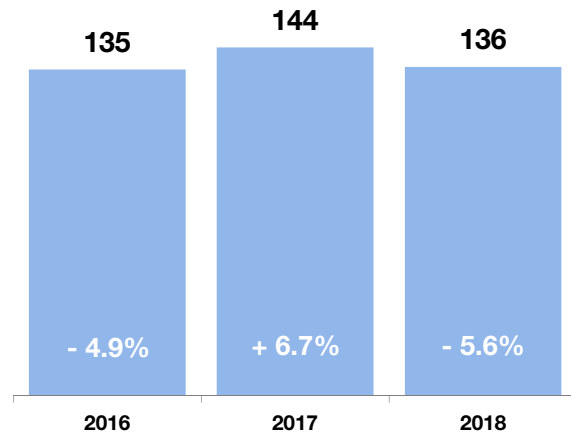


# Pending Sales

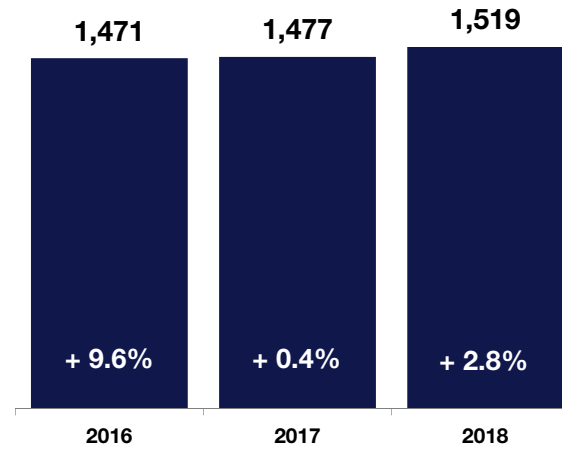
A count of the properties on which offers have been accepted in a given month.



## September

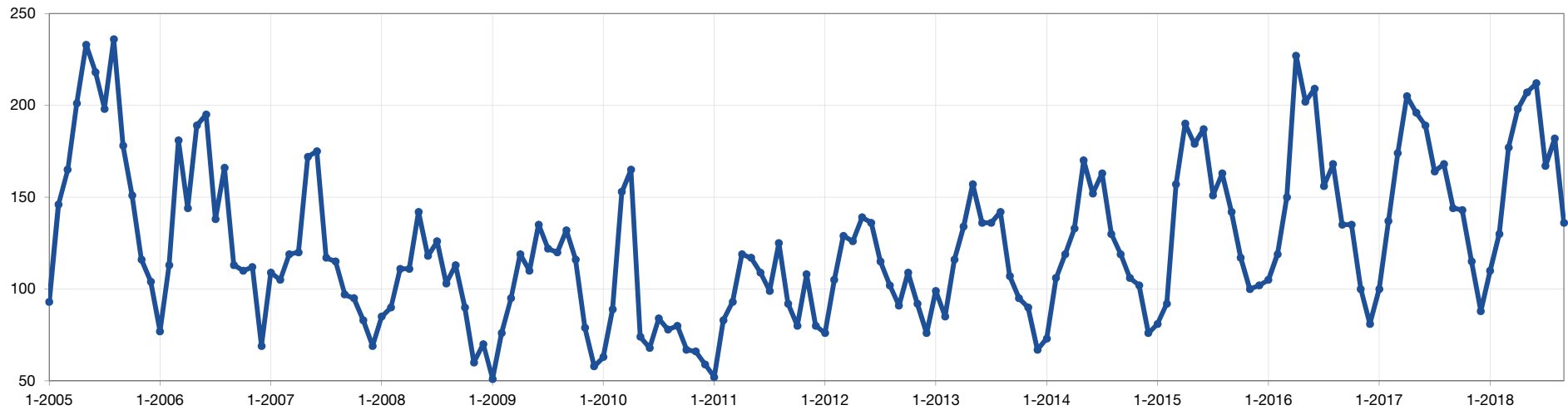


## Year to Date



Pending Sales	Prior Year	Percent Change
October 2017	143	+5.9%
November 2017	115	+15.0%
December 2017	88	+8.6%
January 2018	110	+10.0%
February 2018	130	-5.1%
March 2018	177	+1.7%
April 2018	198	-3.4%
May 2018	207	+5.6%
June 2018	212	+12.2%
July 2018	167	+1.8%
August 2018	182	+8.3%
<b>September 2018</b>	<b>136</b>	<b>-5.6%</b>
12-Month Avg	155	+4.0%

## Historical Pending Sales by Month

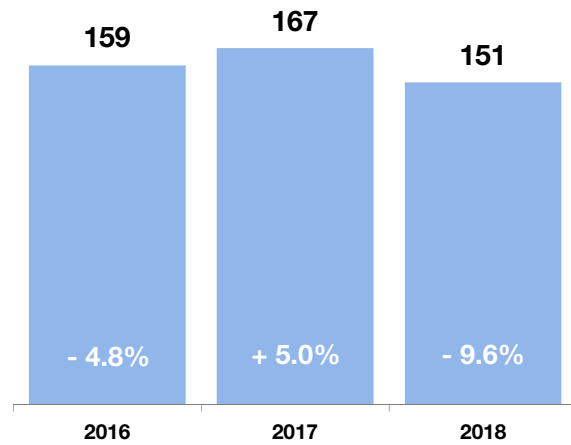


# Closed Sales

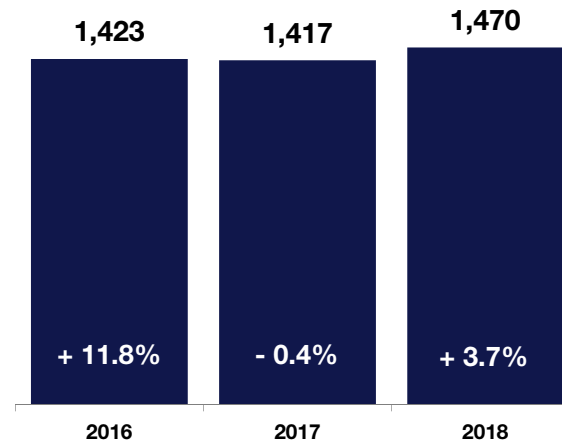
A count of the actual sales that closed in a given month.



## September



## Year to Date



Closed Sales	Prior Year	Percent Change
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	197	208 -5.3%
June 2018	242	237 +2.1%
July 2018	177	178 -0.6%
August 2018	217	184 +17.9%
<b>September 2018</b>	<b>151</b>	<b>167 -9.6%</b>
12-Month Avg	156	150 +4.0%

## Historical Closed Sales by Month

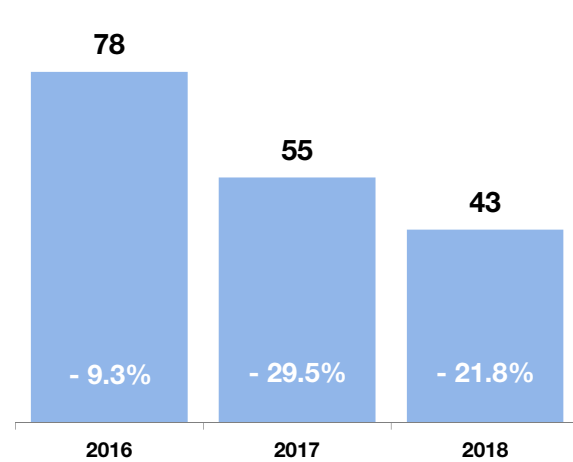


# Days on Market Until Sale

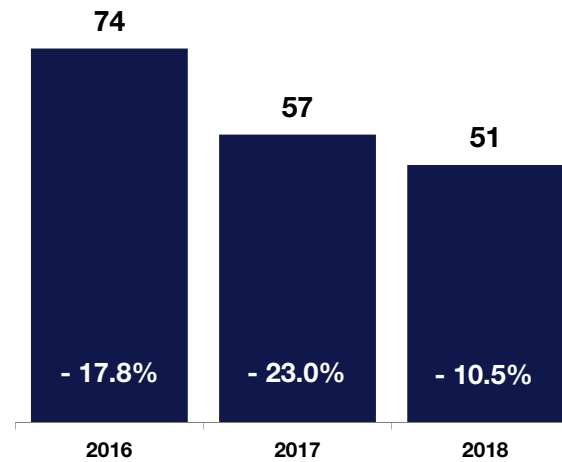
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

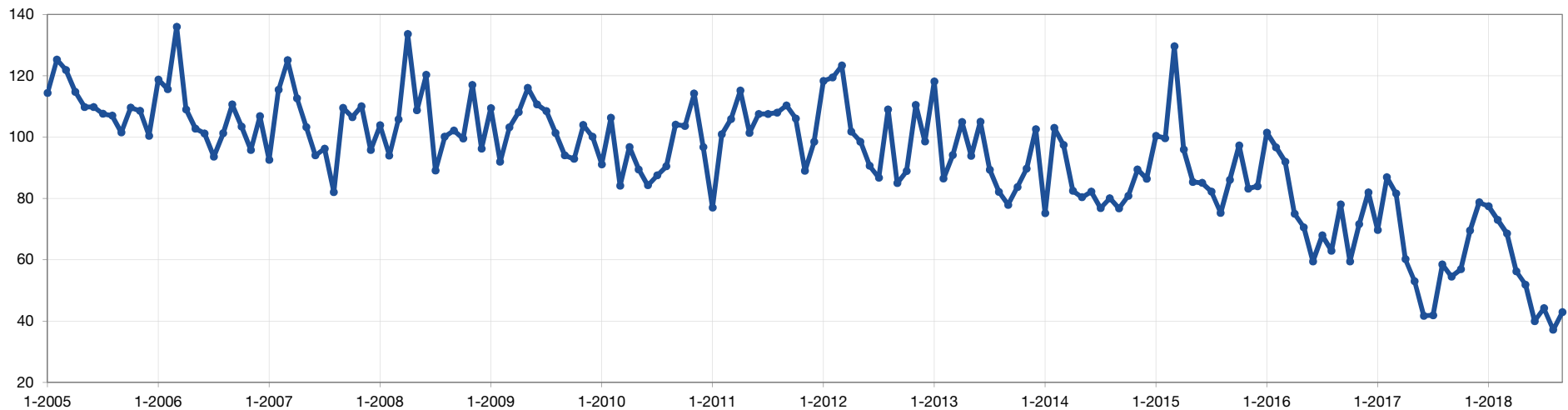


## Year to Date



Days on Market	Prior Year	Percent Change	
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	37	59	-37.3%
<b>September 2018</b>	<b>43</b>	<b>55</b>	<b>-21.8%</b>
12-Month Avg	58	63	-7.9%

## Historical Days on Market Until Sale by Month

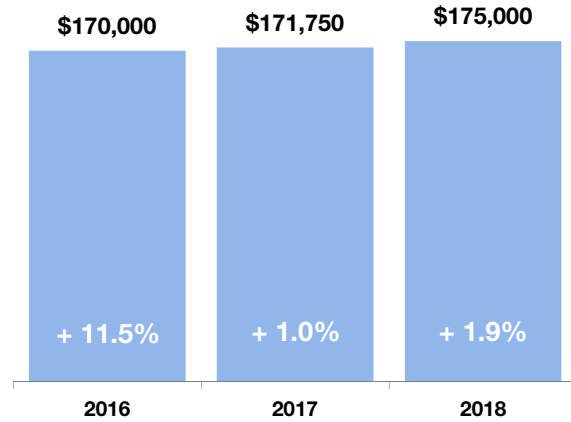


# Median Sales Price

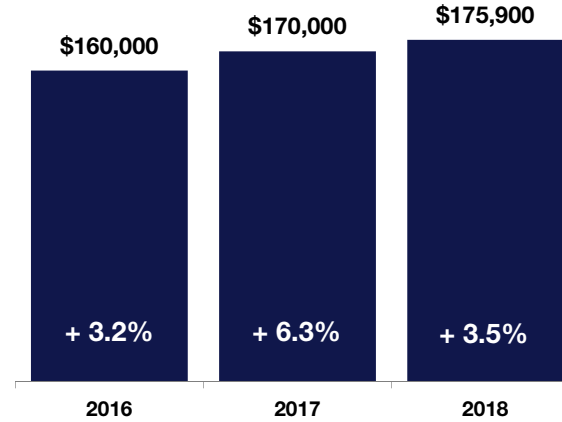
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September

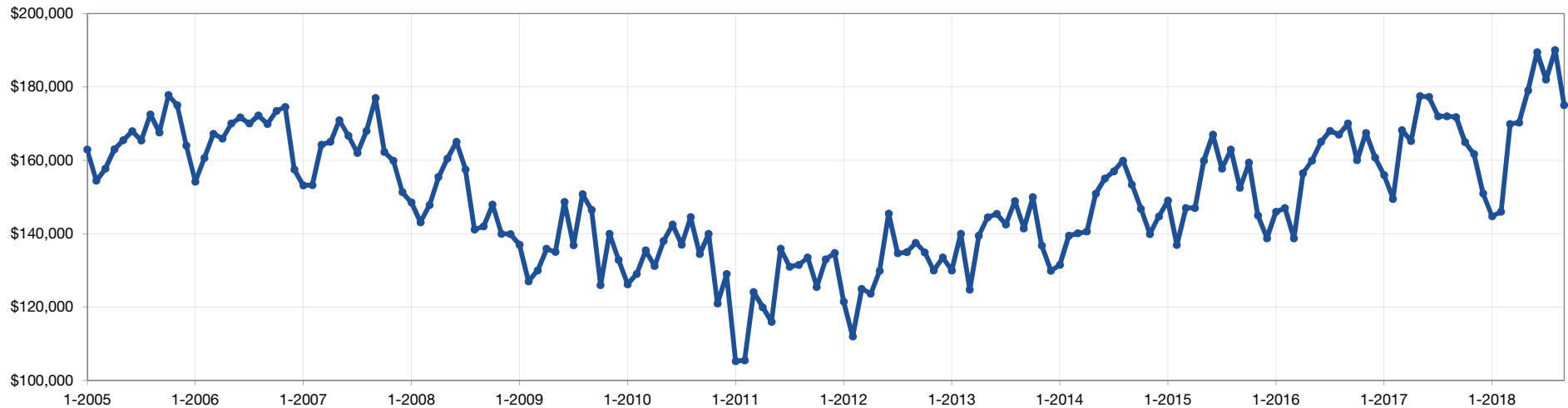


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$190,000	\$172,000	+10.5%
<b>September 2018</b>	<b>\$175,000</b>	<b>\$171,750</b>	<b>+1.9%</b>
12-Month Avg	\$168,663	\$166,469	+1.3%

## Historical Median Sales Price by Month

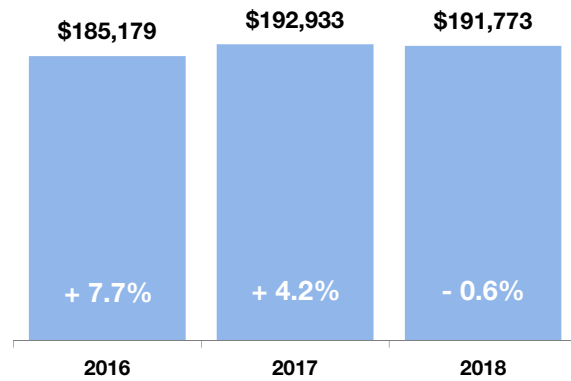


# Average Sales Price

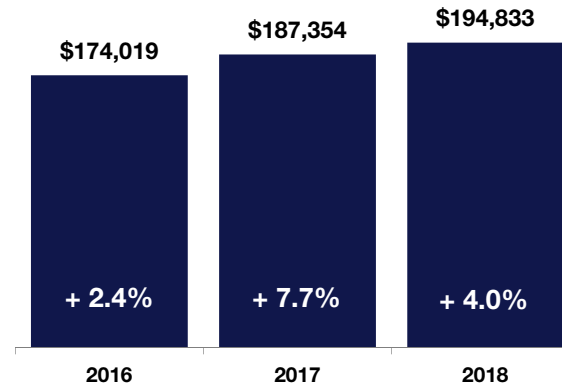
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

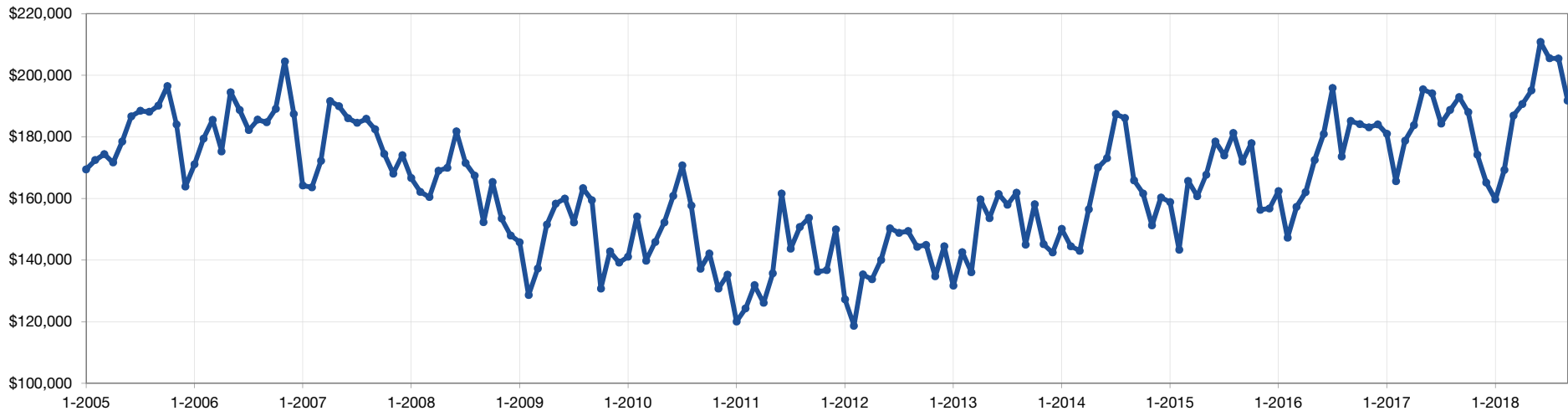


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$190,628	\$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	\$205,396	\$188,687	+8.9%
<b>September 2018</b>	<b>\$191,773</b>	<b>\$192,933</b>	<b>-0.6%</b>
12-Month Avg	\$186,866	\$184,653	+1.2%

## Historical Average Sales Price by Month



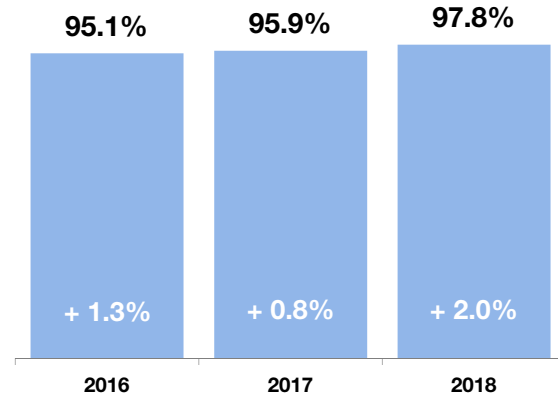


# Percent of Original List Price Received

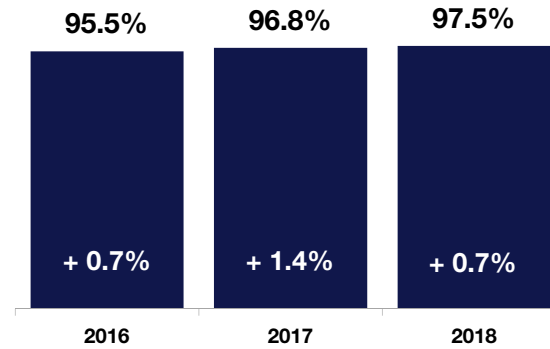


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

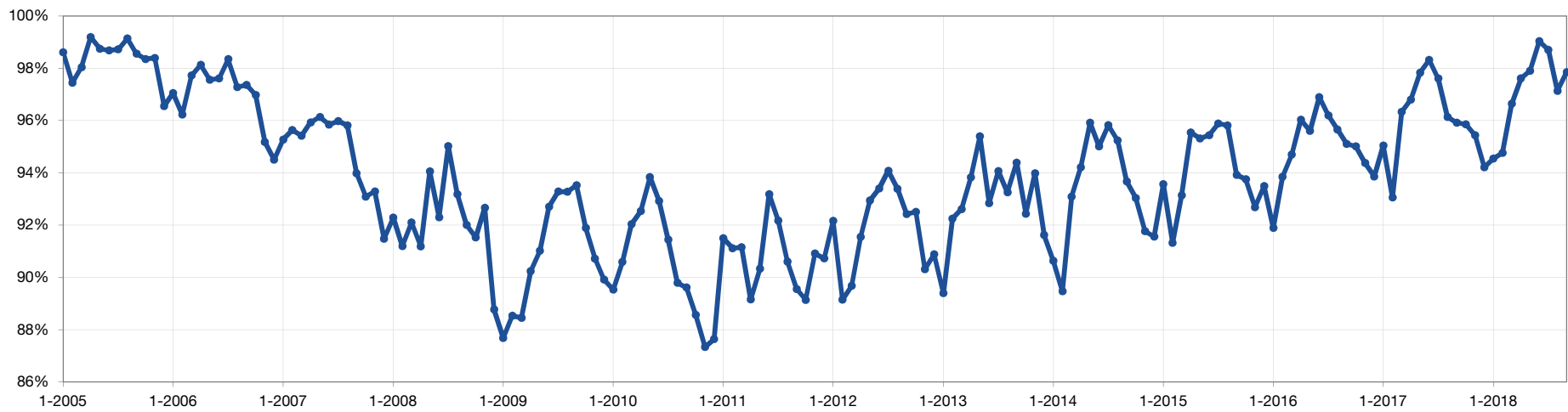


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	97.1%	96.1%	+1.0%
<b>September 2018</b>	<b>97.8%</b>	<b>95.9%</b>	<b>+2.0%</b>
12-Month Avg	96.6%	95.9%	+0.7%

## Historical Percent of Original List Price Received by Month

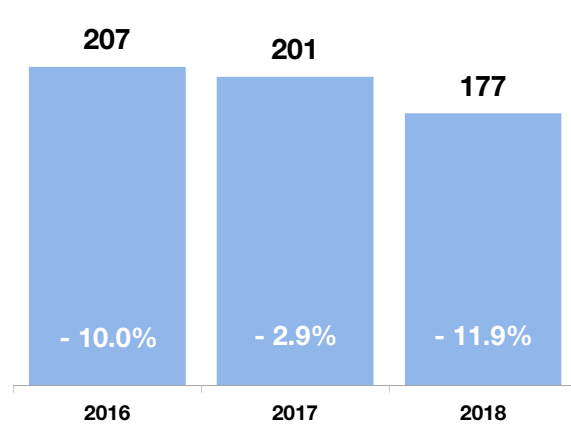


# Housing Affordability Index

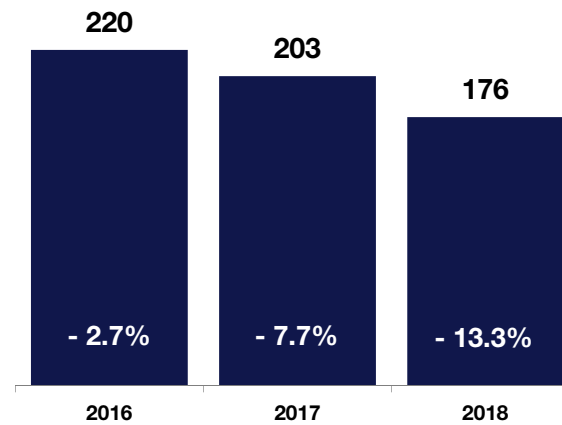


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September



## Year to Date



Affordability Index	Prior Year	Percent Change	
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%
<b>September 2018</b>	<b>177</b>	<b>201</b>	<b>-11.9%</b>
12-Month Avg	196	204	-3.9%

## Historical Housing Affordability Index by Month

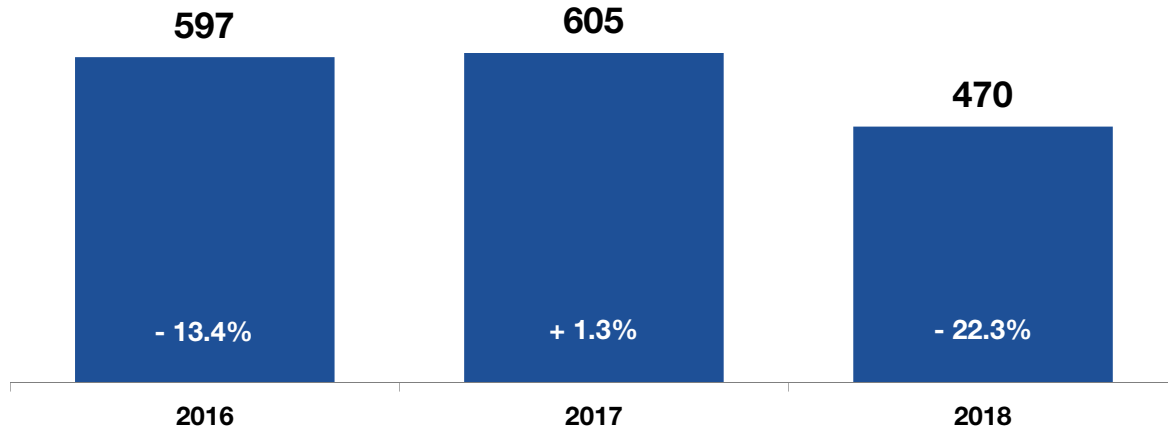


# Inventory of Homes for Sale

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



## September



Homes for Sale		Prior Year	Percent Change
October 2017	556	566	-1.8%
November 2017	494	509	-2.9%
December 2017	398	423	-5.9%
January 2018	396	428	-7.5%
February 2018	416	451	-7.8%
March 2018	415	490	-15.3%
April 2018	405	483	-16.1%
May 2018	480	570	-15.8%
June 2018	429	583	-26.4%
July 2018	433	617	-29.8%
August 2018	461	623	-26.0%
<b>September 2018</b>	<b>470</b>	<b>605</b>	<b>-22.3%</b>
12-Month Avg	446	529	-15.7%

## Historical Inventory of Homes for Sale by Month

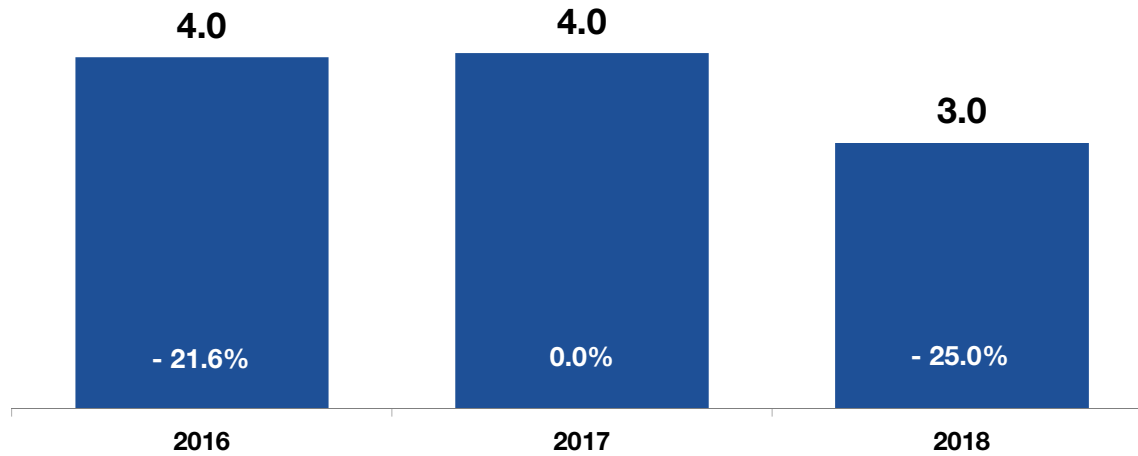


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
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	3.0	4.2	-28.6%
<b>September 2018</b>	<b>3.0</b>	<b>4.0</b>	<b>-25.0%</b>
12-Month Avg	2.9	3.5	-17.1%

## 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	+ / -	9-2017	9-2018	+ / -	9-2017	9-2018	+ / -
Albany	60	41	-31.7%	40	32	-20.0%	\$152,145	\$170,000	+11.7%	17	10	-41.2%	4.2	2.4	-41.2%
Avon	51	39	-23.5%	41	29	-29.3%	\$200,000	\$199,900	-0.0%	9	11	+22.2%	2.0	3.7	+85.2%
Clearwater	69	85	+23.2%	55	57	+3.6%	\$185,000	\$214,900	+16.2%	19	24	+26.3%	3.2	3.9	+24.6%
Cold Spring	124	142	+14.5%	78	94	+20.5%	\$207,750	\$222,000	+6.9%	34	43	+26.5%	3.8	4.3	+11.8%
Eden Lake Twp	10	7	-30.0%	4	5	+25.0%	\$214,000	\$219,900	+2.8%	5	3	-40.0%	3.8	2.5	-33.3%
Eden Valley	23	21	-8.7%	18	14	-22.2%	\$141,000	\$158,750	+12.6%	3	3	0.0%	1.4	1.1	-20.3%
Fair Haven Twp	7	2	-71.4%	3	4	+33.3%	\$179,000	\$309,950	+73.2%	2	2	0.0%	1.3	1.5	+12.5%
Foley	82	105	+28.0%	75	71	-5.3%	\$168,950	\$173,450	+2.7%	17	24	+41.2%	2.1	3.2	+57.0%
Freeport	13	21	+61.5%	13	13	0.0%	\$174,750	\$181,000	+3.6%	4	5	+25.0%	1.6	3.2	+91.7%
Holdingford	17	18	+5.9%	12	11	-8.3%	\$197,450	\$155,000	-21.5%	5	6	+20.0%	2.6	4.0	+51.1%
Kimball	46	43	-6.5%	37	33	-10.8%	\$193,500	\$184,500	-4.7%	14	15	+7.1%	3.4	4.7	+41.0%
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	50	55	+10.0%	30	47	+56.7%	\$150,750	\$149,900	-0.6%	18	14	-22.2%	5.7	2.8	-50.7%
Paynesville	61	67	+9.8%	44	47	+6.8%	\$135,500	\$149,000	+10.0%	19	19	0.0%	3.2	3.6	+10.6%
Rice	117	99	-15.4%	88	65	-26.1%	\$194,000	\$205,000	+5.7%	29	30	+3.4%	3.3	4.2	+26.6%
Richmond	84	99	+17.9%	57	63	+10.5%	\$200,000	\$249,000	+24.5%	31	36	+16.1%	4.7	5.8	+24.0%
Rockville	13	16	+23.1%	9	15	+66.7%	\$217,597	\$207,750	-4.5%	4	4	0.0%	3.6	2.0	-44.4%
Sartell	342	324	-5.3%	263	228	-13.3%	\$216,450	\$233,000	+7.6%	88	89	+1.1%	3.2	3.8	+16.6%
Sauk Centre	77	63	-18.2%	55	40	-27.3%	\$153,750	\$192,500	+25.2%	29	27	-6.9%	4.6	5.6	+22.4%
Sauk Rapids	252	249	-1.2%	191	188	-1.6%	\$176,900	\$192,000	+8.5%	66	57	-13.6%	3.3	2.7	-16.7%
Saint Cloud	1,162	1,117	-3.9%	811	867	+6.9%	\$150,000	\$153,950	+2.6%	399	262	-34.3%	4.7	2.8	-39.7%
Saint Joseph	117	155	+32.5%	89	112	+25.8%	\$176,900	\$195,000	+10.2%	26	42	+61.5%	2.6	3.9	+47.9%
Saint Augusta	43	52	+20.9%	30	41	+36.7%	\$193,800	\$228,000	+17.6%	14	17	+21.4%	4.3	4.3	-1.3%
Waite Park	83	87	+4.8%	63	75	+19.0%	\$158,500	\$157,500	-0.6%	26	20	-23.1%	3.7	2.8	-25.7%
Wakefield Twp	4	9	+125.0%	2	5	+150.0%	\$260,750	\$329,000	+26.2%	2	2	0.0%	2.0	1.4	-28.6%