

Monthly Indicators

October 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

0.0% **+ 7.9%** **- 18.7%**

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.



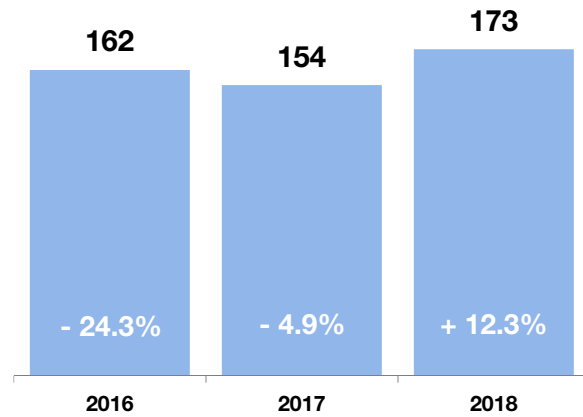
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		154	173	+ 12.3%	2,110	2,106	- 0.2%
Pending Sales		143	122	- 14.7%	1,619	1,646	+ 1.7%
Closed Sales		160	160	0.0%	1,577	1,631	+ 3.4%
Days on Market		57	42	- 26.3%	57	50	- 12.3%
Median Sales Price		\$164,950	\$178,000	+ 7.9%	\$170,000	\$176,000	+ 3.5%
Avg. Sales Price		\$188,047	\$191,226	+ 1.7%	\$187,424	\$194,511	+ 3.8%
Pct. of Orig. Price Received		95.9%	96.8%	+ 0.9%	96.7%	97.4%	+ 0.7%
Affordability Index		206	165	- 19.9%	200	166	- 17.0%
Homes for Sale		557	453	- 18.7%	--	--	--
Months Supply		3.7	2.9	- 21.6%	--	--	--

New Listings

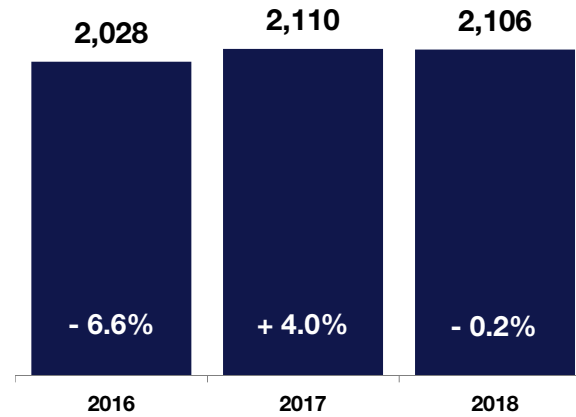
A count of the properties that have been newly listed on the market in a given month.



October



Year to Date



	New Listings	Prior Year	Percent Change
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	251	218	+15.1%
September 2018	196	175	+12.0%
October 2018	173	154	+12.3%
12-Month Avg	189	190	-0.5%

Historical New Listings by Month

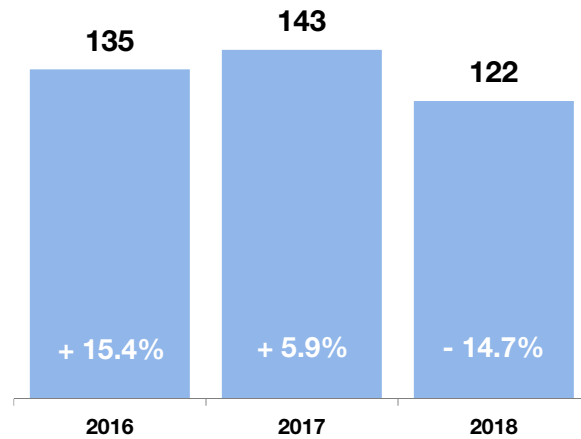


Pending Sales

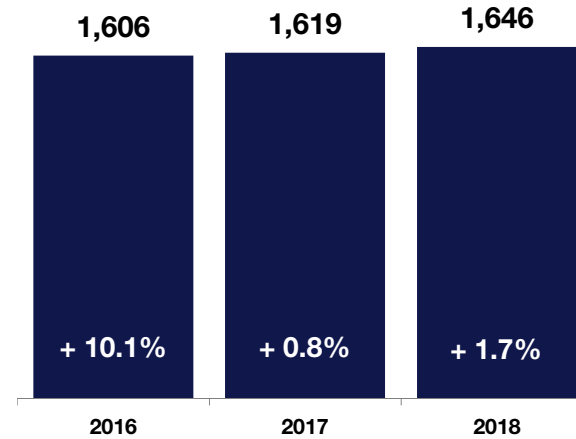
A count of the properties on which offers have been accepted in a given month.



October



Year to Date



	Pending Sales	Prior Year	Percent Change
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	212	189	+12.2%
July 2018	167	164	+1.8%
August 2018	183	168	+8.9%
September 2018	140	143	-2.1%
October 2018	122	143	-14.7%
12-Month Avg	154	150	+2.7%

Historical Pending Sales by Month

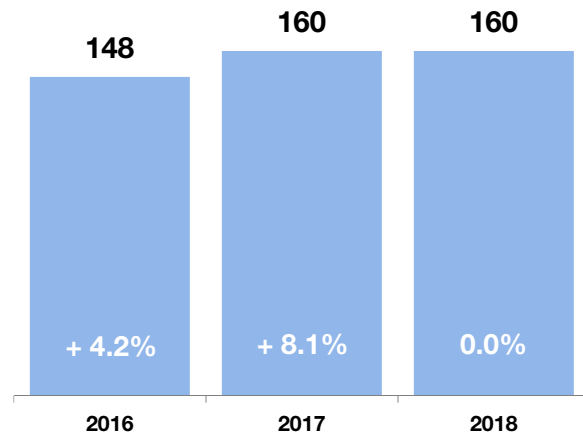


Closed Sales

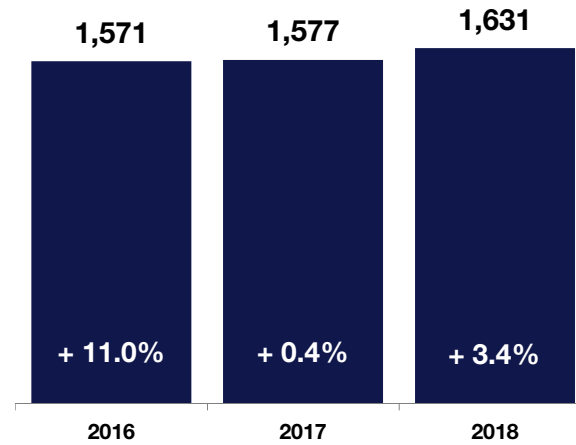
A count of the actual sales that closed in a given month.



October



Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2018	152	167	-9.0%
October 2018	160	160	0.0%
12-Month Avg	156	151	+3.3%

Historical Closed Sales by Month

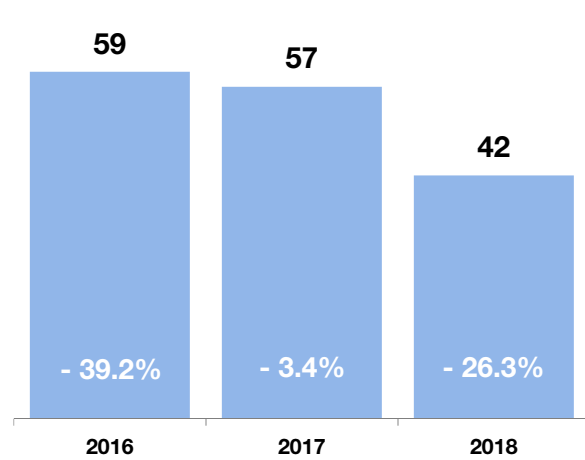


Days on Market Until Sale

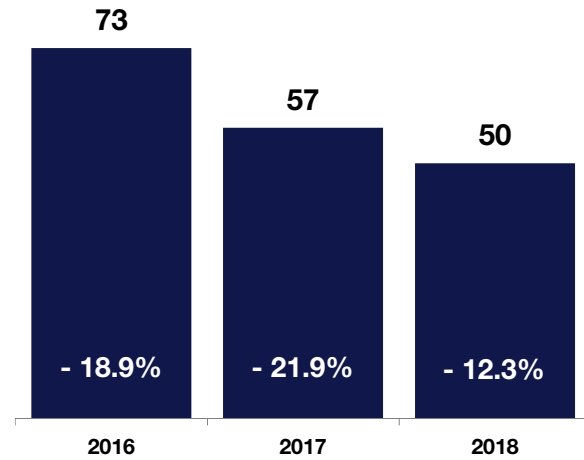
Average number of days between when a property is listed and when an offer is accepted in a given month.



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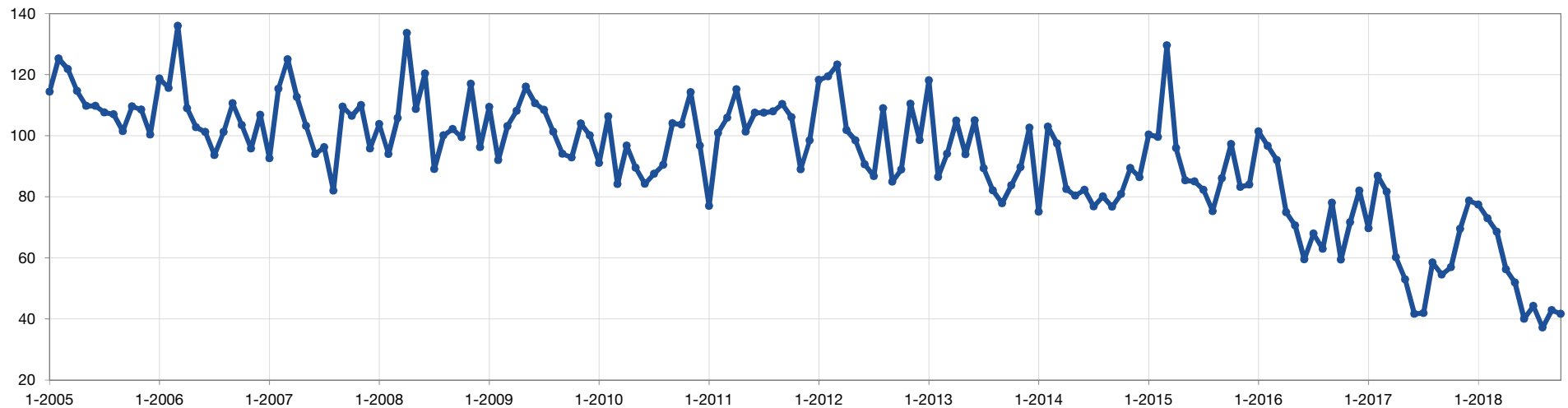


Year to Date



Days on Market	Prior Year	Percent Change
November 2017	70	-2.8%
December 2017	79	-3.7%
January 2018	77	+10.0%
February 2018	73	-16.1%
March 2018	69	-15.9%
April 2018	56	-6.7%
May 2018	52	-1.9%
June 2018	40	-4.8%
July 2018	44	+4.8%
August 2018	37	-37.3%
September 2018	43	-21.8%
October 2018	42	-26.3%
12-Month Avg	57	-9.5%

Historical Days on Market Until Sale by Month

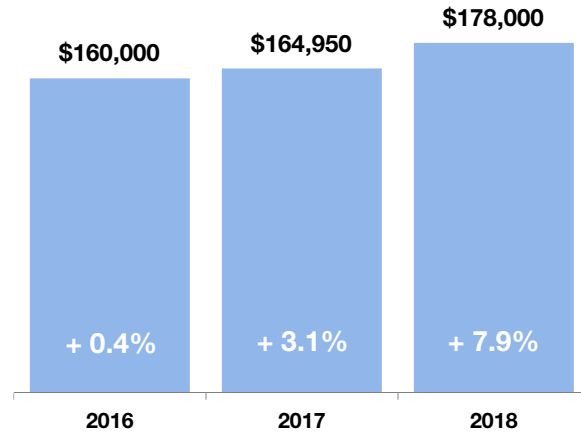


Median Sales Price

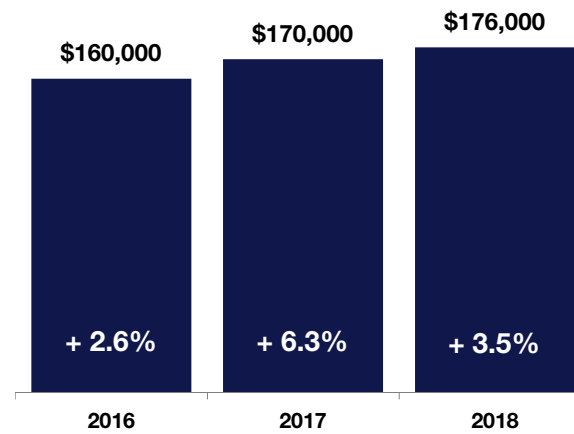
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2018	\$179,500	\$171,750	+4.5%
October 2018	\$178,000	\$164,950	+7.9%
12-Month Avg	\$170,125	\$166,881	+1.9%

Historical Median Sales Price by Month

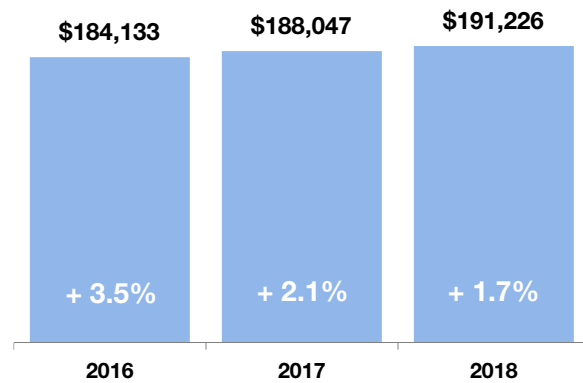


Average Sales Price

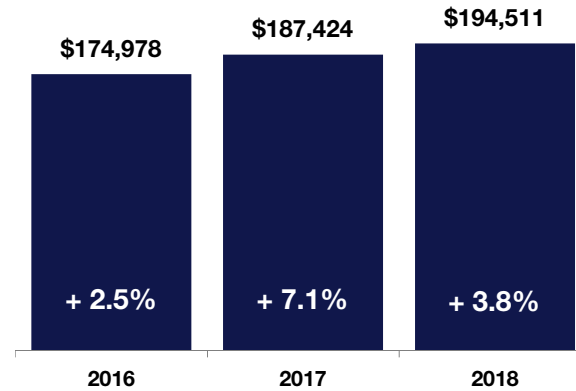
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
September 2018	\$192,116	\$192,933	-0.4%
October 2018	\$191,226	\$188,047	+1.7%
12-Month Avg	\$187,159	\$184,980	+1.2%

Historical Average Sales Price by Month

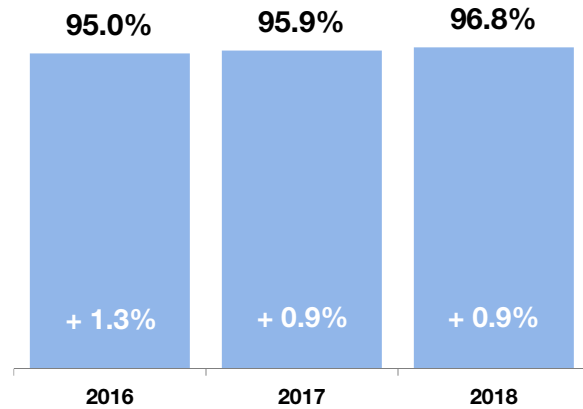


Percent of Original List Price Received

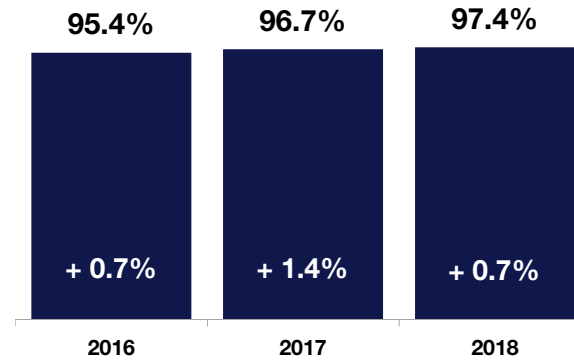


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October

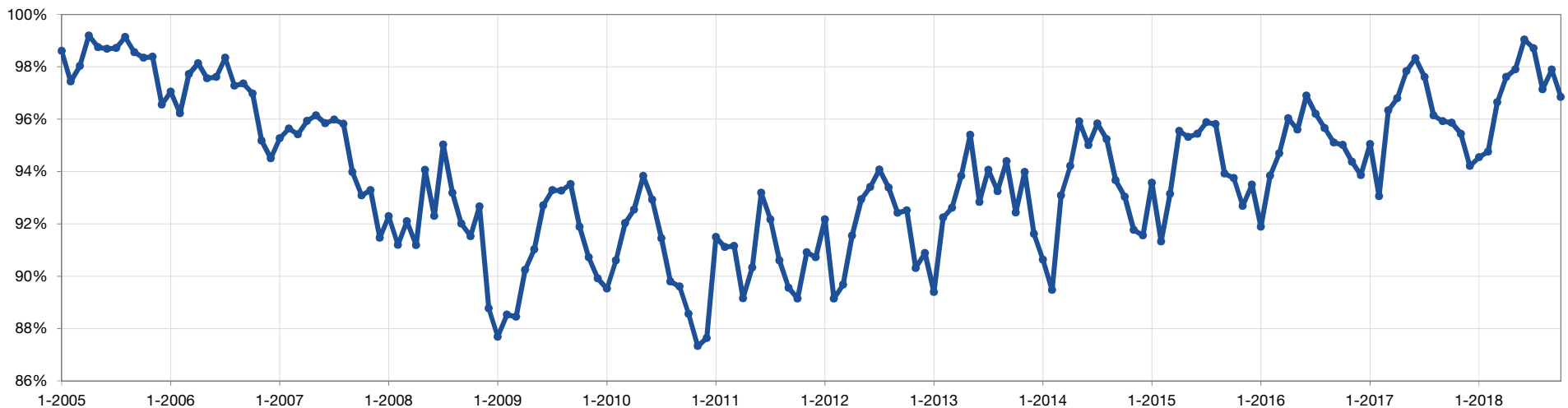


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2018	97.9%	95.9%	+2.1%
October 2018	96.8%	95.9%	+0.9%
12-Month Avg	96.7%	95.9%	+0.8%

Historical Percent of Original List Price Received by Month

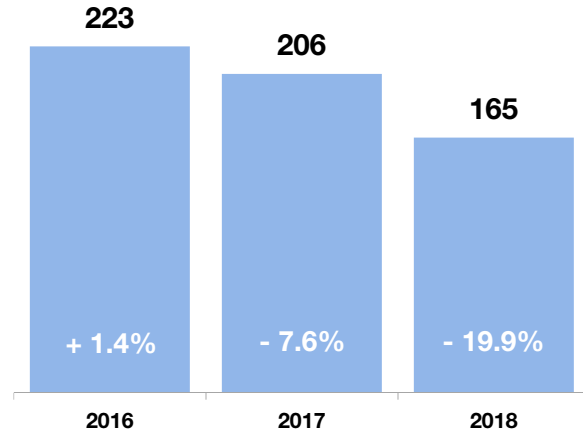


Housing Affordability Index

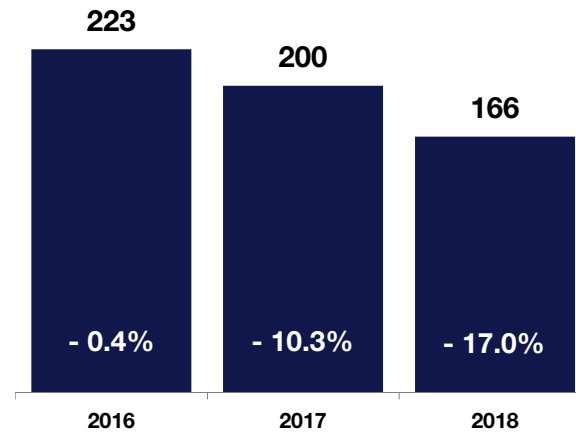


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2018	173	201	-13.9%
October 2018	165	206	-19.9%
12-Month Avg	192	203	-5.4%

Historical Housing Affordability Index by Month

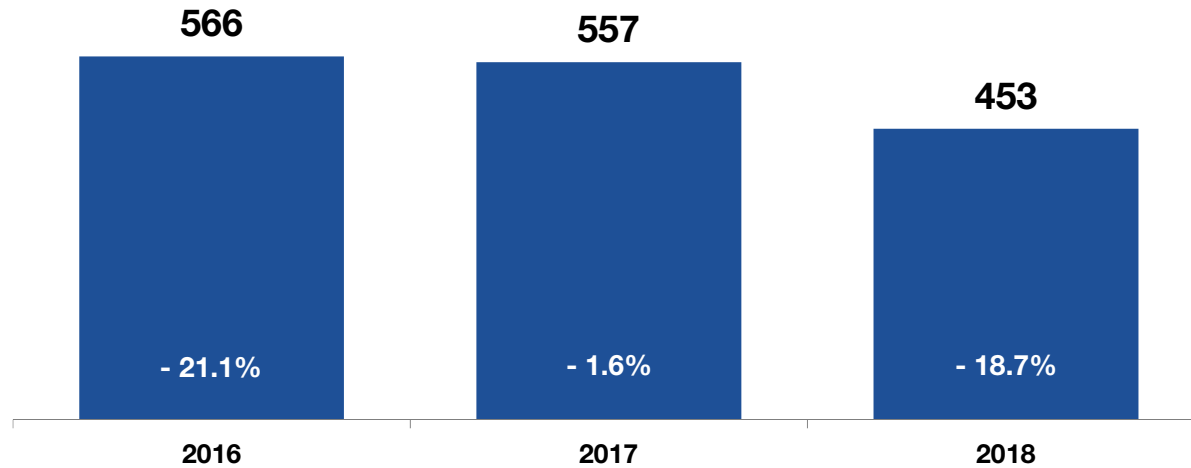


Inventory of Homes for Sale

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



October



Homes for Sale		Prior Year	Percent Change
November 2017	495	509	-2.8%
December 2017	399	423	-5.7%
January 2018	397	428	-7.2%
February 2018	417	451	-7.5%
March 2018	416	490	-15.1%
April 2018	406	483	-15.9%
May 2018	482	570	-15.4%
June 2018	431	583	-26.1%
July 2018	435	617	-29.5%
August 2018	463	623	-25.7%
September 2018	468	606	-22.8%
October 2018	453	557	-18.7%
12-Month Avg	439	528	-16.9%

Historical Inventory of Homes for Sale by Month

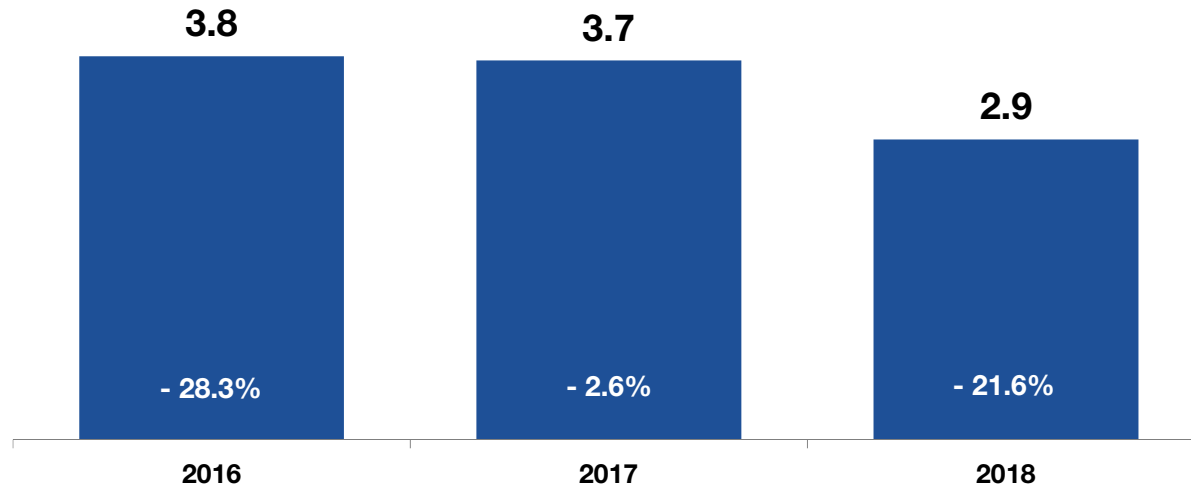


Months Supply of Inventory

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.



October



Months Supply		Prior Year	Percent Change
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	3.2	3.8	-15.8%
June 2018	2.8	3.9	-28.2%
July 2018	2.8	4.2	-33.3%
August 2018	3.0	4.2	-28.6%
September 2018	3.0	4.1	-26.8%
October 2018	2.9	3.7	-21.6%
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	+ / -	10-2017	10-2018	+ / -	10-2017	10-2018	+ / -
Albany	65	47	-27.7%	43	39	-9.3%	\$149,000	\$177,250	+19.0%	13	13	0.0%	3.0	3.4	+13.0%
Avon	54	41	-24.1%	42	33	-21.4%	\$203,500	\$199,900	-1.8%	11	7	-36.4%	2.6	2.1	-18.4%
Clearwater	75	95	+26.7%	62	69	+11.3%	\$182,500	\$214,434	+17.5%	22	23	+4.5%	3.7	3.5	-5.9%
Cold Spring	136	159	+16.9%	96	104	+8.3%	\$206,500	\$219,900	+6.5%	32	44	+37.5%	3.6	4.4	+22.7%
Eden Lake Twp	11	7	-36.4%	5	5	0.0%	\$216,500	\$219,900	+1.6%	5	2	-60.0%	4.0	1.6	-60.0%
Eden Valley	24	26	+8.3%	19	20	+5.3%	\$140,000	\$146,750	+4.8%	4	6	+50.0%	1.8	2.5	+35.0%
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	87	118	+35.6%	81	80	-1.2%	\$167,350	\$175,000	+4.6%	13	28	+115.4%	1.6	3.8	+144.8%
Freeport	15	22	+46.7%	15	15	0.0%	\$181,000	\$181,000	0.0%	4	4	0.0%	1.8	2.5	+42.1%
Holdingford	18	22	+22.2%	13	11	-15.4%	\$214,900	\$155,000	-27.9%	6	8	+33.3%	3.4	5.1	+50.0%
Kimball	49	49	0.0%	40	37	-7.5%	\$192,100	\$184,500	-4.0%	12	13	+8.3%	2.8	4.1	+45.4%
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	55	57	+3.6%	33	51	+54.5%	\$149,000	\$149,900	+0.6%	16	9	-43.8%	4.9	1.9	-62.2%
Paynesville	66	72	+9.1%	52	59	+13.5%	\$135,500	\$149,000	+10.0%	15	19	+26.7%	2.6	3.8	+46.9%
Rice	123	105	-14.6%	94	69	-26.6%	\$191,500	\$206,000	+7.6%	21	21	0.0%	2.4	3.0	+28.9%
Richmond	88	102	+15.9%	63	69	+9.5%	\$202,500	\$240,000	+18.5%	28	28	0.0%	4.5	4.5	-1.3%
Rockville	14	16	+14.3%	10	15	+50.0%	\$211,500	\$207,750	-1.8%	5	3	-40.0%	4.5	1.5	-66.7%
Sartell	364	347	-4.7%	290	258	-11.0%	\$216,900	\$234,200	+8.0%	82	76	-7.3%	3.1	3.2	+5.1%
Sauk Centre	79	70	-11.4%	61	47	-23.0%	\$154,000	\$192,500	+25.0%	23	27	+17.4%	3.6	5.4	+48.7%
Sauk Rapids	272	271	-0.4%	217	214	-1.4%	\$179,900	\$191,500	+6.4%	57	53	-7.0%	2.7	2.6	-3.6%
Saint Cloud	1,256	1,219	-2.9%	903	953	+5.5%	\$150,000	\$153,700	+2.5%	366	261	-28.7%	4.3	2.9	-32.9%
Saint Joseph	128	164	+28.1%	99	124	+25.3%	\$177,000	\$193,450	+9.3%	27	35	+29.6%	2.8	3.1	+10.4%
Saint Augusta	47	56	+19.1%	31	43	+38.7%	\$196,900	\$228,000	+15.8%	14	16	+14.3%	4.8	3.9	-18.4%
Waite Park	90	105	+16.7%	68	82	+20.6%	\$157,000	\$153,750	-2.1%	25	28	+12.0%	3.7	3.7	-1.4%
Wakefield Twp	4	10	+150.0%	2	6	+200.0%	\$260,750	\$282,375	+8.3%	2	1	-50.0%	2.0	0.8	-62.5%