

# Monthly Indicators

## November 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

**- 17.1%**    **+ 11.0%**    **- 20.4%**

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.



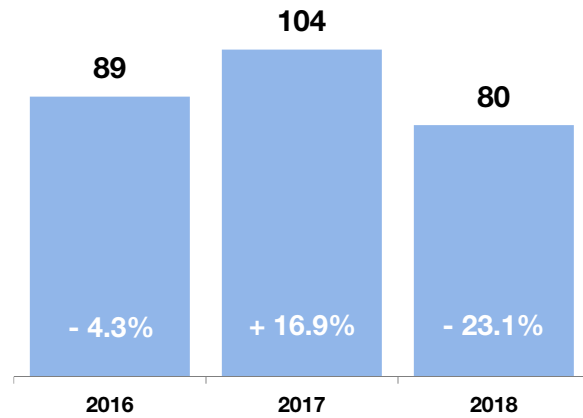
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		104	<b>80</b>	- 23.1%	2,214	<b>2,185</b>	- 1.3%
<b>Pending Sales</b>		115	<b>86</b>	- 25.2%	1,734	<b>1,734</b>	0.0%
<b>Closed Sales</b>		140	<b>116</b>	- 17.1%	1,717	<b>1,747</b>	+ 1.7%
<b>Days on Market</b>		70	<b>56</b>	- 20.0%	58	<b>50</b>	- 13.8%
<b>Median Sales Price</b>		\$161,700	<b>\$179,500</b>	+ 11.0%	\$169,900	<b>\$176,000</b>	+ 3.6%
<b>Avg. Sales Price</b>		\$174,194	<b>\$191,524</b>	+ 9.9%	\$186,336	<b>\$194,311</b>	+ 4.3%
<b>Pct. of Orig. Price Received</b>		95.4%	<b>96.5%</b>	+ 1.2%	96.6%	<b>97.4%</b>	+ 0.8%
<b>Affordability Index</b>		212	<b>167</b>	- 21.2%	202	<b>170</b>	- 15.8%
<b>Homes for Sale</b>		495	<b>394</b>	- 20.4%	--	--	--
<b>Months Supply</b>		3.3	<b>2.6</b>	- 21.2%	--	--	--

# New Listings

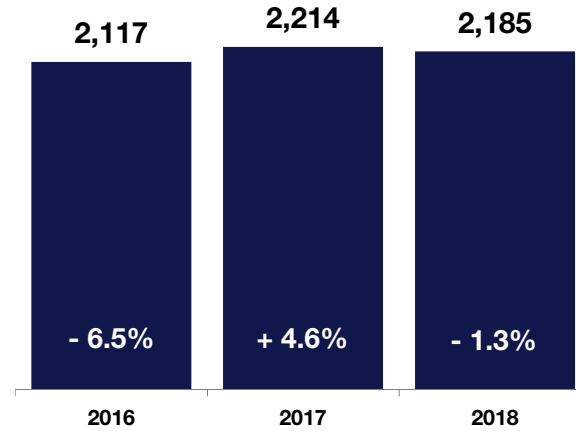
A count of the properties that have been newly listed on the market in a given month.



## November



## Year to Date



	New Listings	Prior Year	Percent Change
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	195	175	+11.4%
October 2018	173	154	+12.3%
<b>November 2018</b>	<b>80</b>	<b>104</b>	<b>-23.1%</b>
12-Month Avg	187	191	-2.1%

## Historical New Listings by Month

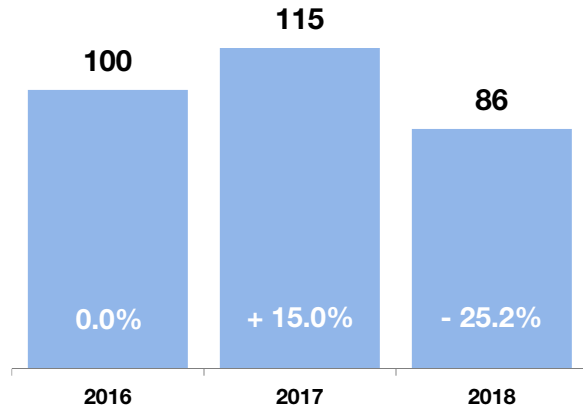


# Pending Sales

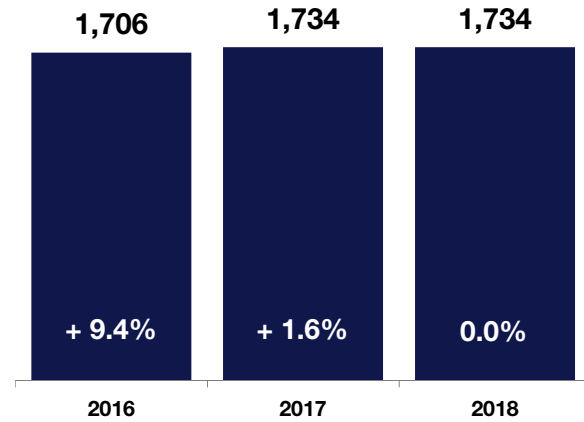
A count of the properties on which offers have been accepted in a given month.



## November

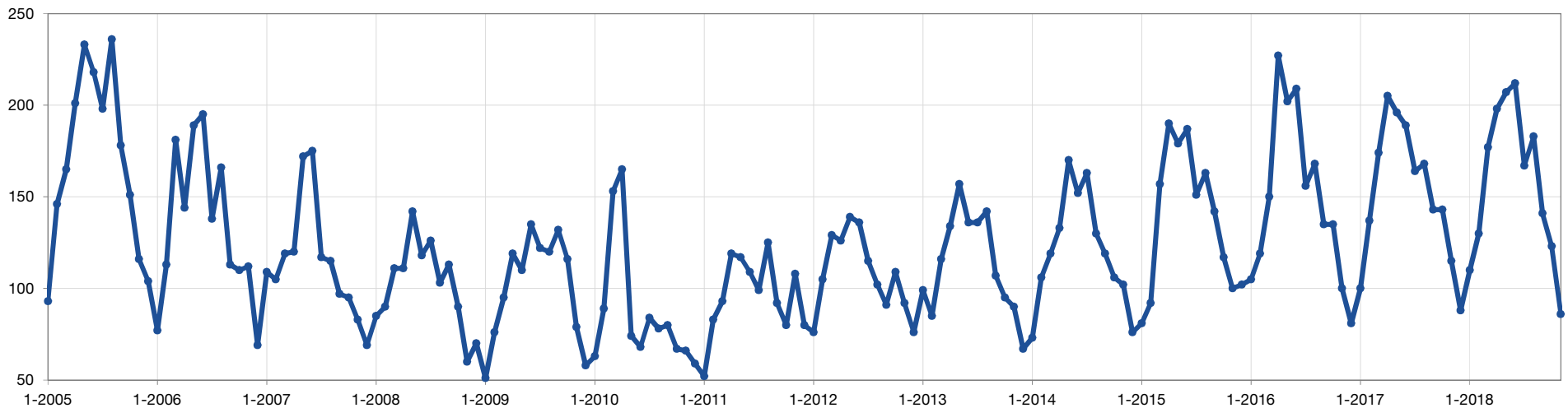


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	141	143	-1.4%
October 2018	123	143	-14.0%
<b>November 2018</b>	<b>86</b>	<b>115</b>	<b>-25.2%</b>
12-Month Avg	152	151	+0.7%

## Historical Pending Sales by Month

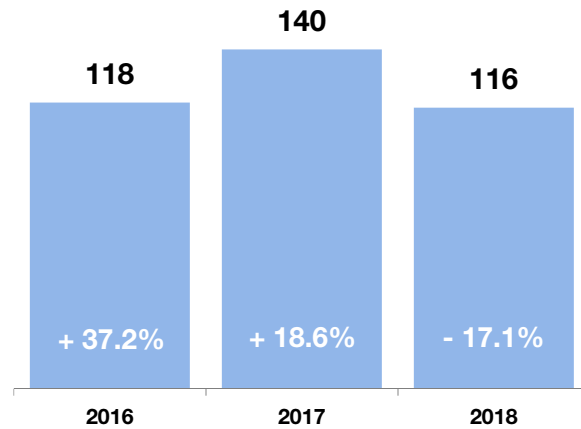


# Closed Sales

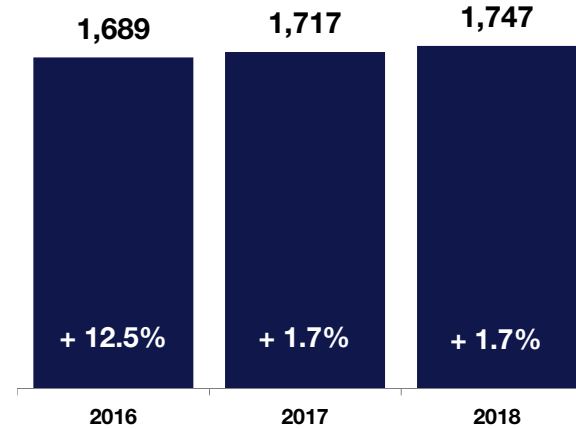
A count of the actual sales that closed in a given month.



## November



## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
<b>November 2018</b>	<b>116</b>	<b>140</b>	<b>-17.1%</b>
12-Month Avg	154	153	+0.7%

## Historical Closed Sales by Month

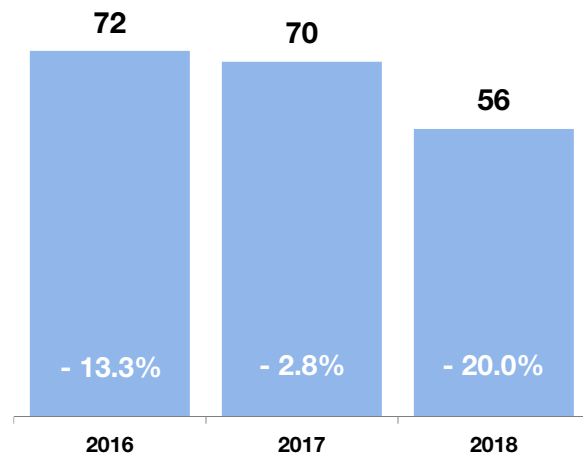


# Days on Market Until Sale

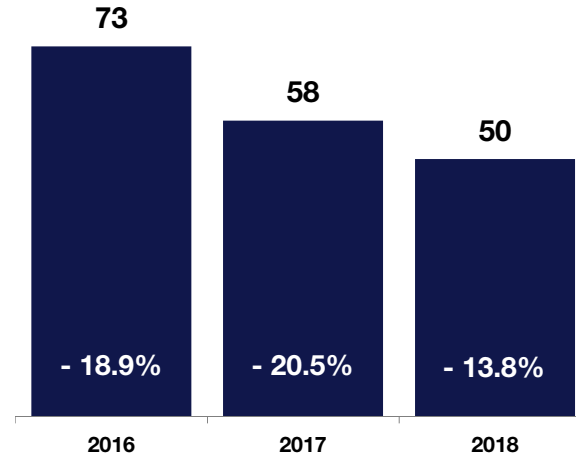
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

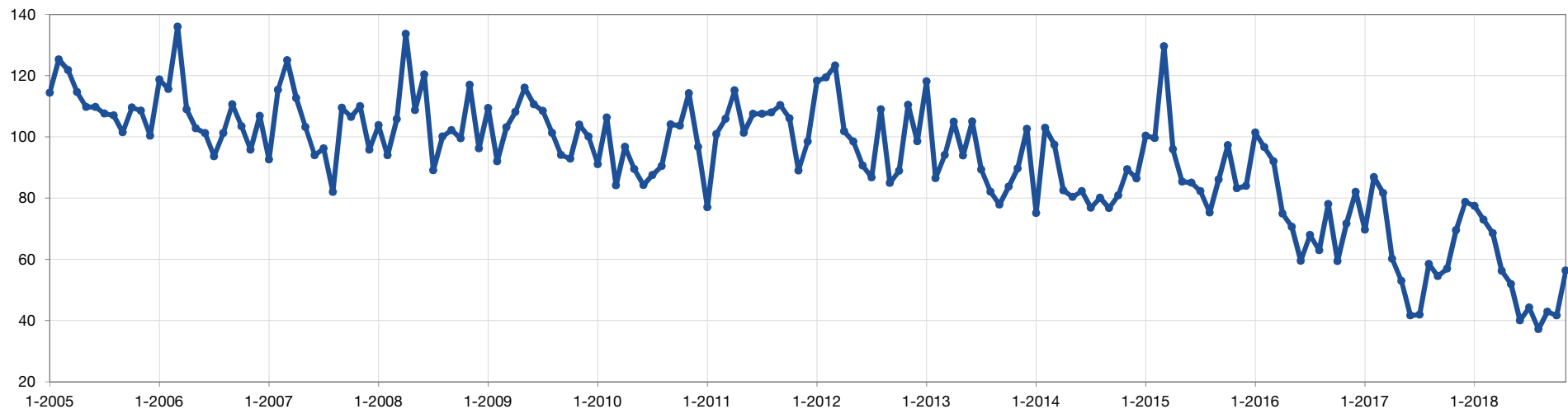


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
September 2018	43	55	-21.8%
October 2018	42	57	-26.3%
<b>November 2018</b>	<b>56</b>	<b>70</b>	<b>-20.0%</b>
12-Month Avg	56	63	-11.1%

## Historical Days on Market Until Sale by Month

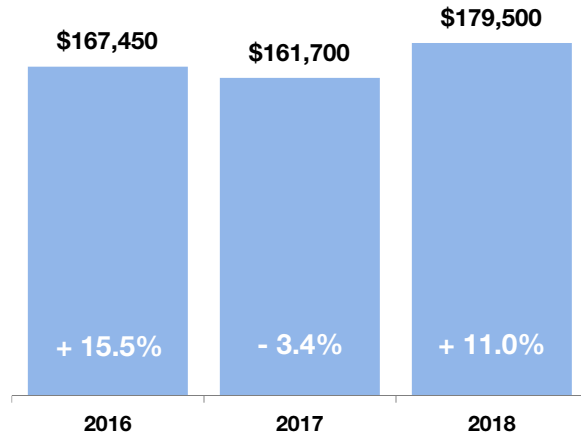


# Median Sales Price

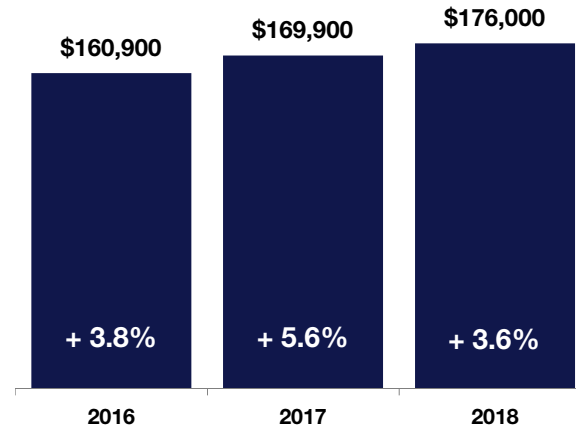
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>November 2018</b>	<b>\$179,500</b>	<b>\$161,700</b>	<b>+11.0%</b>
12-Month Avg	\$171,608	\$166,402	+3.1%

## Historical Median Sales Price by Month

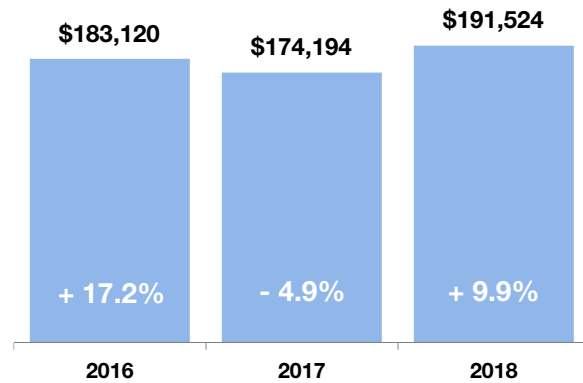


# Average Sales Price

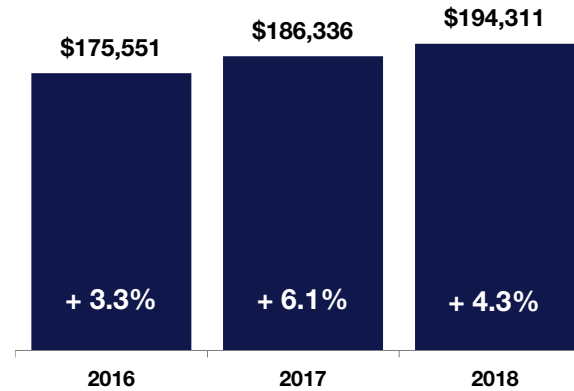
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
<b>November 2018</b>	<b>\$191,524</b>	<b>\$174,194</b>	<b>+9.9%</b>
12-Month Avg	\$188,603	\$184,236	+2.4%

## Historical Average Sales Price by Month



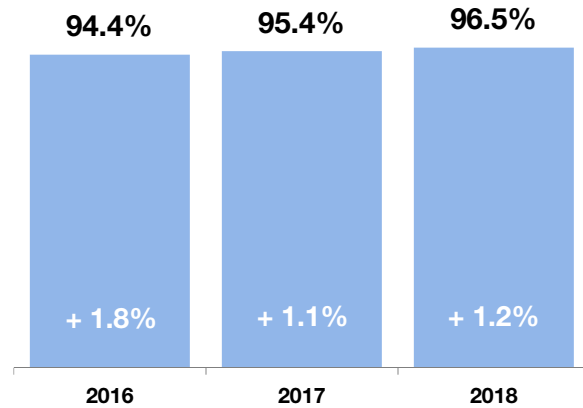


# Percent of Original List Price Received

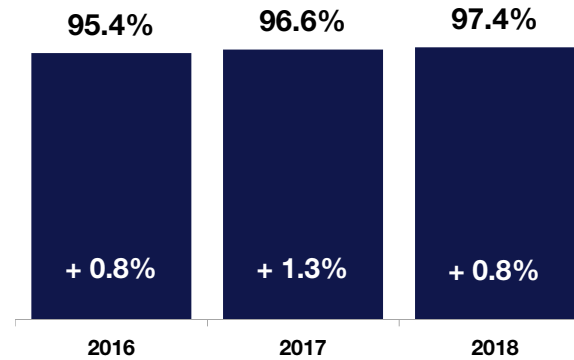


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>November 2018</b>	<b>96.5%</b>	<b>95.4%</b>	<b>+1.2%</b>
12-Month Avg	96.8%	96.0%	+0.8%

## Historical Percent of Original List Price Received by Month

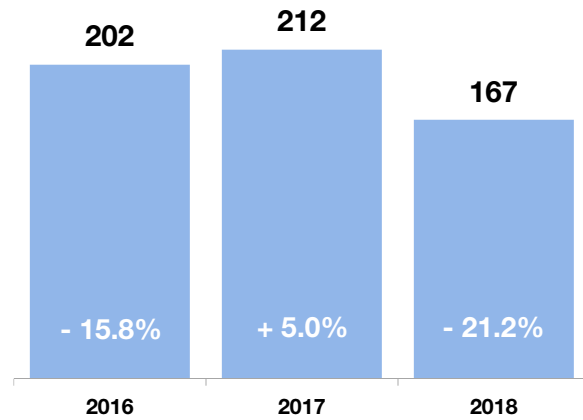


# Housing Affordability Index

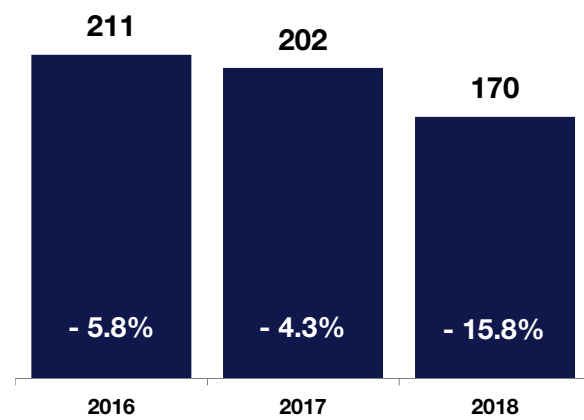


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>November 2018</b>	<b>167</b>	<b>212</b>	<b>-21.2%</b>
12-Month Avg	188	203	-7.4%

## Historical Housing Affordability Index by Month

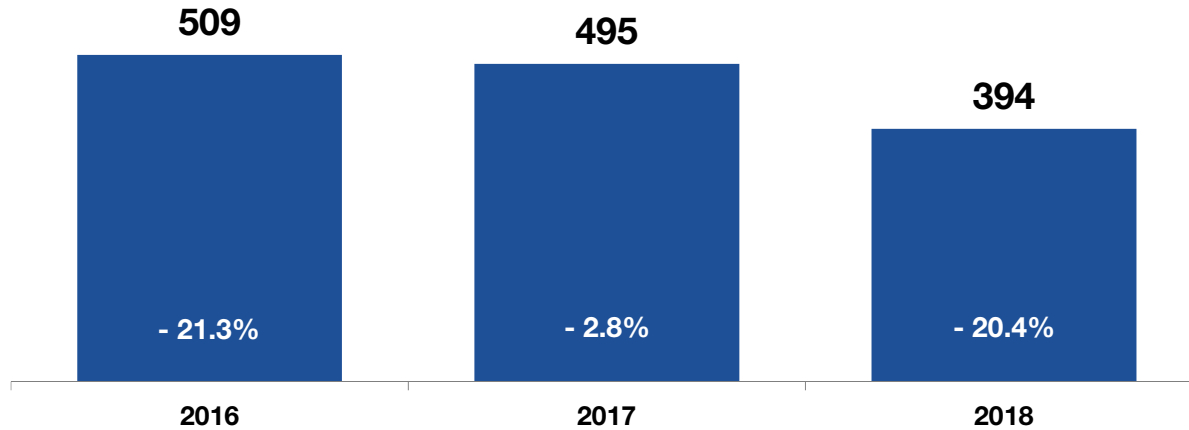


# Inventory of Homes for Sale

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



## November



Homes for Sale		Prior Year	Percent Change
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	466	606	-23.1%
October 2018	453	557	-18.7%
<b>November 2018</b>	<b>394</b>	<b>495</b>	<b>-20.4%</b>
12-Month Avg	430	527	-18.4%

## Historical Inventory of Homes for Sale by Month

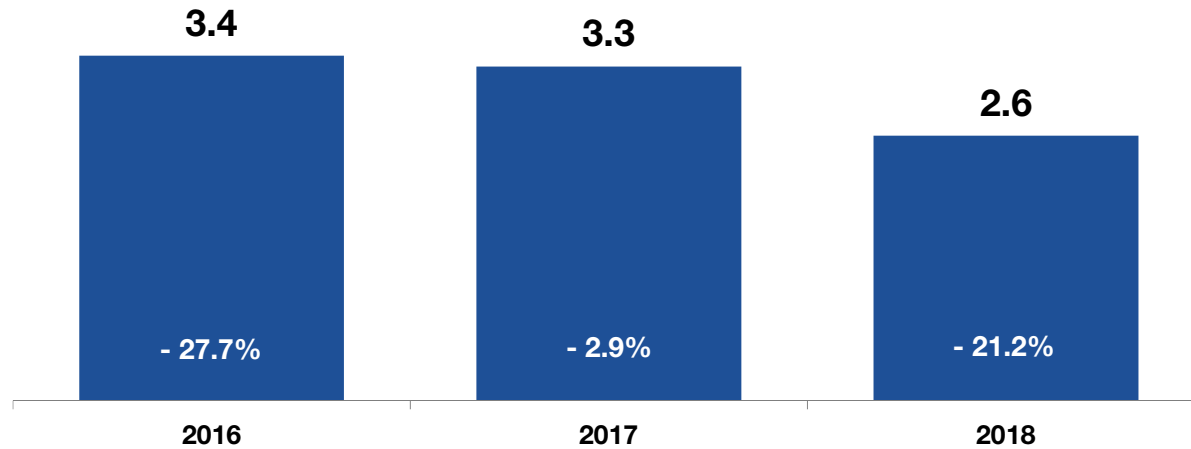


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
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%
<b>November 2018</b>	<b>2.6</b>	<b>3.3</b>	<b>-21.2%</b>
12-Month Avg	2.8	3.5	-20.0%

## 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	+/-	11-2017	11-2018	+/-	11-2017	11-2018	+/-
Albany	71	51	-28.2%	50	41	-18.0%	\$152,000	\$175,500	+15.5%	10	13	+30.0%	2.2	3.7	+70.2%
Avon	57	46	-19.3%	45	36	-20.0%	\$207,000	\$194,900	-5.8%	10	6	-40.0%	2.5	1.8	-29.8%
Clearwater	78	99	+26.9%	67	74	+10.4%	\$185,000	\$214,217	+15.8%	15	15	0.0%	2.4	2.3	-5.1%
Cold Spring	145	168	+15.9%	104	119	+14.4%	\$207,500	\$223,000	+7.5%	32	40	+25.0%	3.6	3.8	+4.3%
Eden Lake Twp	11	7	-36.4%	5	5	0.0%	\$216,500	\$219,900	+1.6%	4	1	-75.0%	3.2	0.8	-75.0%
Eden Valley	24	26	+8.3%	20	20	0.0%	\$139,950	\$146,750	+4.9%	3	6	+100.0%	1.4	2.3	+60.0%
Fair Haven Twp	7	3	-57.1%	3	4	+33.3%	\$179,000	\$309,950	+73.2%	2	2	0.0%	1.3	1.6	+20.0%
Foley	93	123	+32.3%	89	88	-1.1%	\$168,950	\$175,000	+3.6%	14	19	+35.7%	1.8	2.3	+28.8%
Freeport	18	23	+27.8%	15	17	+13.3%	\$181,000	\$181,000	0.0%	3	3	0.0%	1.6	1.9	+18.4%
Holdingford	18	24	+33.3%	13	14	+7.7%	\$214,900	\$137,450	-36.0%	6	8	+33.3%	3.2	5.1	+59.2%
Kimball	50	52	+4.0%	44	39	-11.4%	\$189,750	\$184,500	-2.8%	11	10	-9.1%	2.9	2.8	-2.7%
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	60	62	+3.3%	37	54	+45.9%	\$153,250	\$151,000	-1.5%	17	8	-52.9%	4.7	1.7	-64.5%
Paynesville	69	75	+8.7%	55	60	+9.1%	\$131,000	\$149,000	+13.7%	15	16	+6.7%	2.6	3.2	+21.6%
Rice	125	107	-14.4%	104	79	-24.0%	\$187,900	\$207,000	+10.2%	15	17	+13.3%	1.6	2.5	+55.3%
Richmond	90	104	+15.6%	66	72	+9.1%	\$202,250	\$237,590	+17.5%	23	20	-13.0%	4.0	3.2	-21.1%
Rockville	15	16	+6.7%	10	16	+60.0%	\$211,500	\$210,000	-0.7%	5	3	-40.0%	4.4	1.5	-66.3%
Sartell	376	359	-4.5%	307	273	-11.1%	\$217,200	\$232,500	+7.0%	70	59	-15.7%	2.7	2.4	-7.8%
Sauk Centre	83	71	-14.5%	70	51	-27.1%	\$158,750	\$182,450	+14.9%	23	17	-26.1%	3.8	3.2	-17.3%
Sauk Rapids	288	282	-2.1%	238	230	-3.4%	\$181,000	\$191,000	+5.5%	53	47	-11.3%	2.5	2.4	-6.5%
Saint Cloud	1,325	1,264	-4.6%	994	1,022	+2.8%	\$149,900	\$154,000	+2.7%	325	234	-28.0%	3.7	2.6	-27.8%
Saint Joseph	131	169	+29.0%	104	133	+27.9%	\$176,950	\$195,000	+10.2%	25	30	+20.0%	2.8	2.6	-7.8%
Saint Augusta	51	57	+11.8%	32	45	+40.6%	\$193,800	\$228,000	+17.6%	14	14	0.0%	4.7	3.4	-26.5%
Waite Park	94	111	+18.1%	74	89	+20.3%	\$160,000	\$157,500	-1.6%	22	24	+9.1%	3.4	3.0	-11.4%
Wakefield Twp	4	10	+150.0%	2	8	+300.0%	\$260,750	\$235,375	-9.7%	2	0	-100.0%	2.0	0.0	-100.0%