

Monthly Indicators

January 2019

Residential real estate activity composed 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

- 27.4% **+ 19.4%** **- 14.4%**

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.



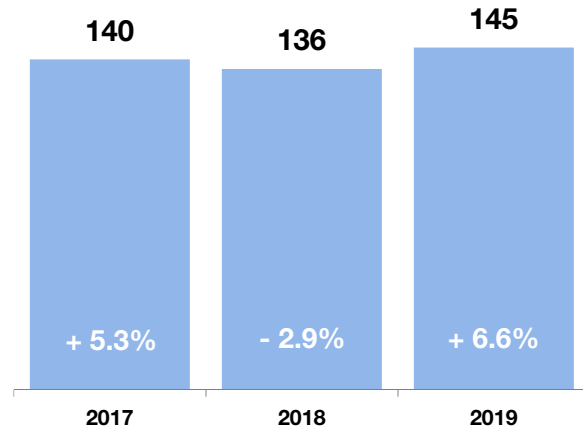
Key Metrics	Historical Sparkbars	1-2018	1-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		136	145	+ 6.6%	136	145	+ 6.6%
Pending Sales		110	88	- 20.0%	110	88	- 20.0%
Closed Sales		106	77	- 27.4%	106	77	- 27.4%
Days on Market		77	94	+ 22.1%	77	94	+ 22.1%
Median Sales Price		\$144,750	\$172,900	+ 19.4%	\$144,750	\$172,900	+ 19.4%
Avg. Sales Price		\$159,733	\$204,770	+ 28.2%	\$159,733	\$204,770	+ 28.2%
Pct. of Orig. Price Received		94.5%	95.3%	+ 0.8%	94.5%	95.3%	+ 0.8%
Affordability Index		227	188	- 17.2%	227	188	- 17.2%
Homes for Sale		397	340	- 14.4%	--	--	--
Months Supply		2.6	2.3	- 11.5%	--	--	--

New Listings

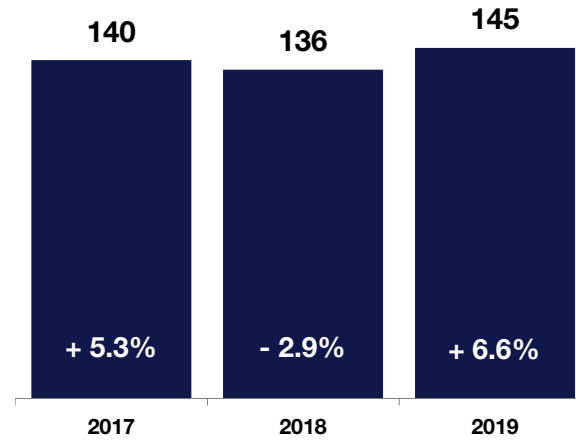
A count of the properties that have been newly listed on the market in a given month.



January

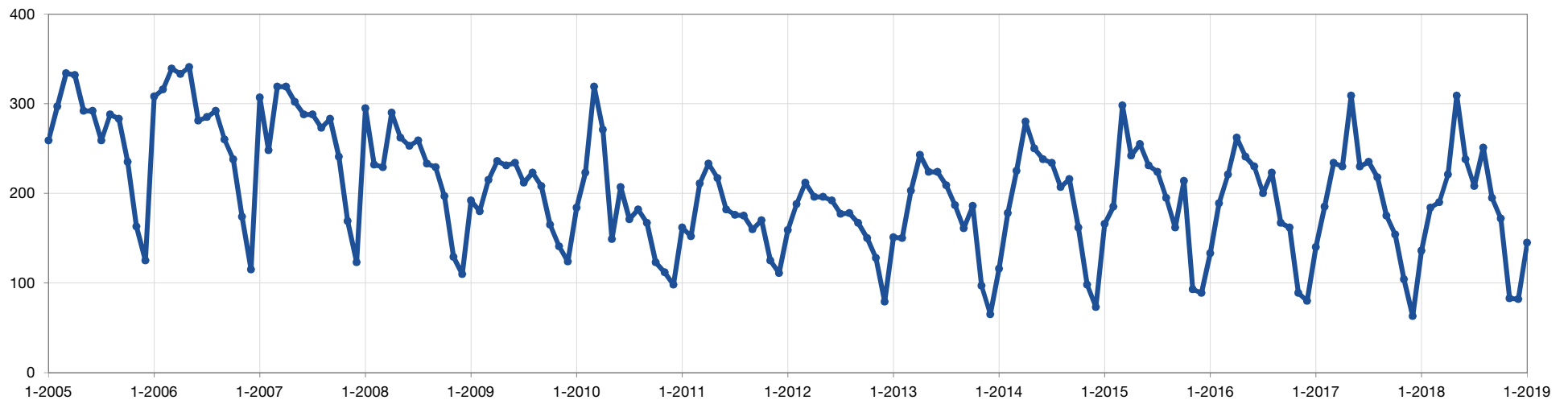


Year to Date



	New Listings	Prior Year	Percent Change
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	172	154	+11.7%
November 2018	83	104	-20.2%
December 2018	82	63	+30.2%
January 2019	145	136	+6.6%
12-Month Avg	190	189	+0.5%

Historical New Listings by Month

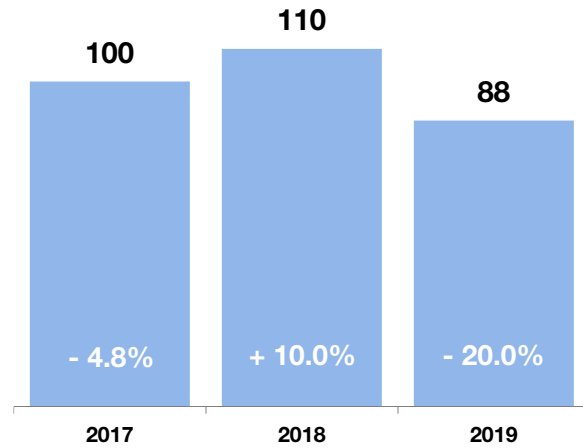


Pending Sales

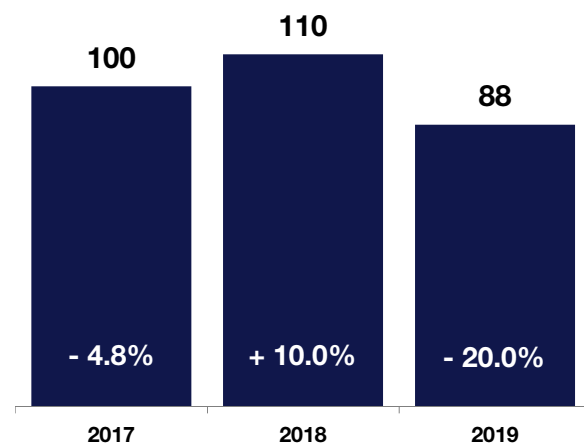
A count of the properties on which offers have been accepted in a given month.



January



Year to Date



	Pending Sales	Prior Year	Percent Change
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	168	164	+2.4%
August 2018	184	168	+9.5%
September 2018	141	143	-1.4%
October 2018	124	143	-13.3%
November 2018	87	115	-24.3%
December 2018	84	88	-4.5%
January 2019	88	110	-20.0%
12-Month Avg	150	153	-2.0%

Historical Pending Sales by Month

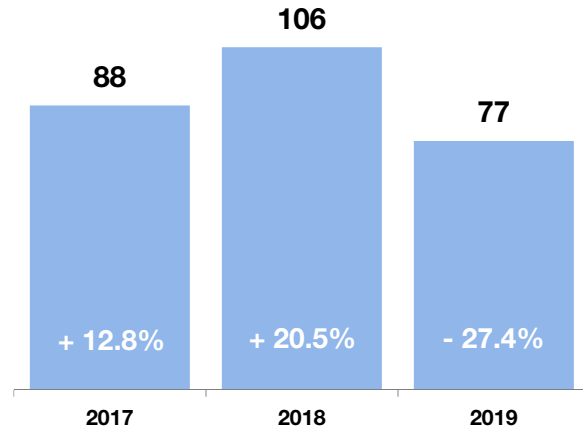


Closed Sales

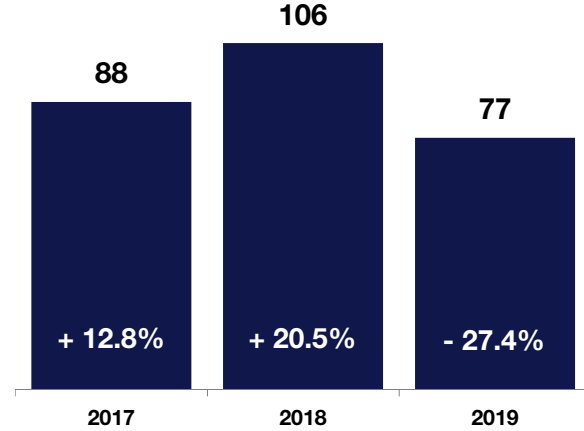
A count of the actual sales that closed in a given month.



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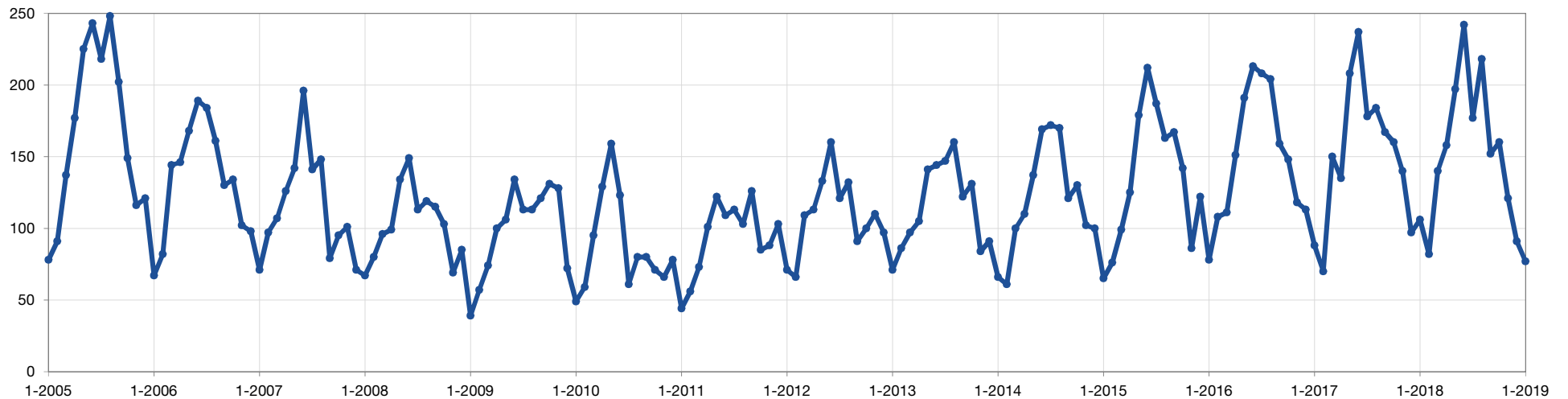


Year to Date



	Closed Sales	Prior Year	Percent Change
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	218	184	+18.5%
September 2018	152	167	-9.0%
October 2018	160	160	0.0%
November 2018	121	140	-13.6%
December 2018	91	97	-6.2%
January 2019	77	106	-27.4%
12-Month Avg	151	153	-1.3%

Historical Closed Sales by Month

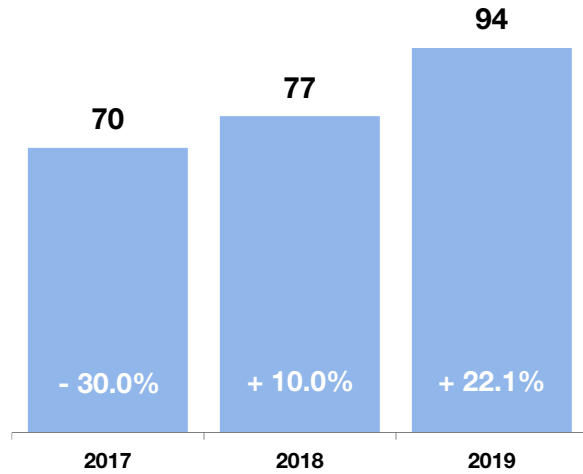


Days on Market Until Sale

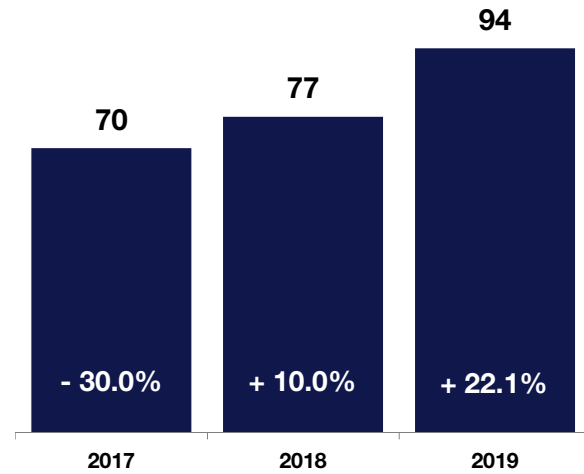
Average number of days between when a property is listed and when an offer is accepted in a given month.



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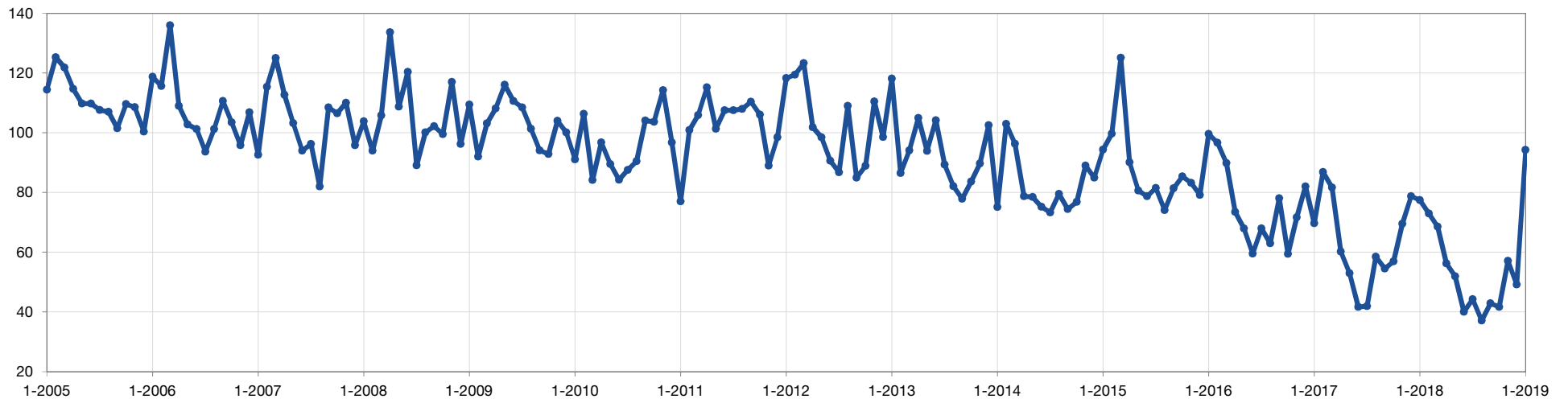


Year to Date



Days on Market	Prior Year	Percent Change	
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%
November 2018	57	70	-18.6%
December 2018	49	79	-38.0%
January 2019	94	77	+22.1%
12-Month Avg	55	63	-12.7%

Historical Days on Market Until Sale by Month

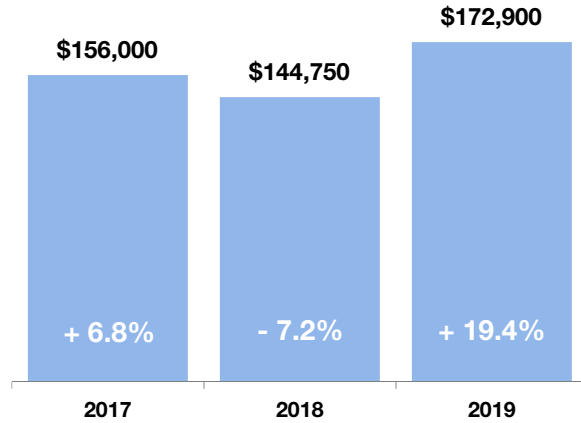


Median Sales Price

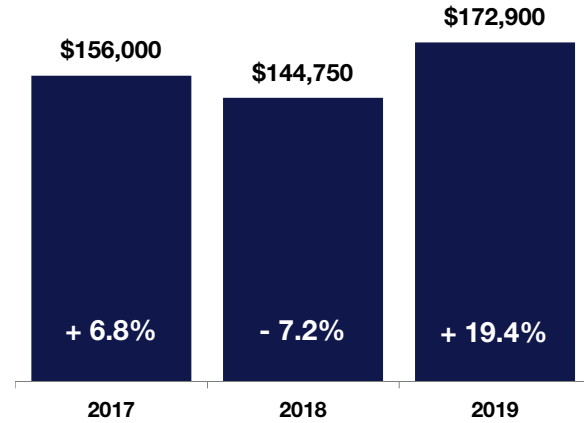
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2018	\$179,500	\$171,750	+4.5%
October 2018	\$178,000	\$164,950	+7.9%
November 2018	\$177,000	\$161,700	+9.5%
December 2018	\$167,400	\$151,000	+10.9%
January 2019	\$172,900	\$144,750	+19.4%
12-Month Avg	\$175,050	\$164,652	+6.3%

Historical Median Sales Price by Month

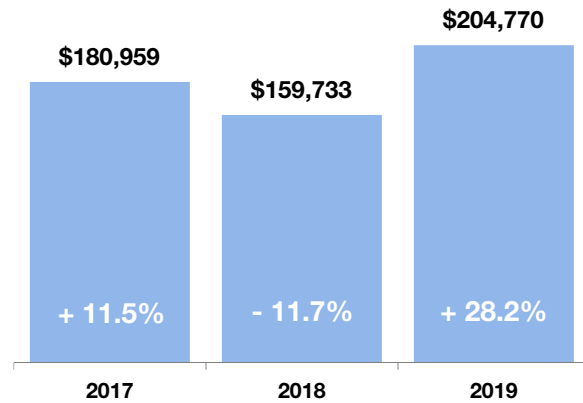


Average Sales Price

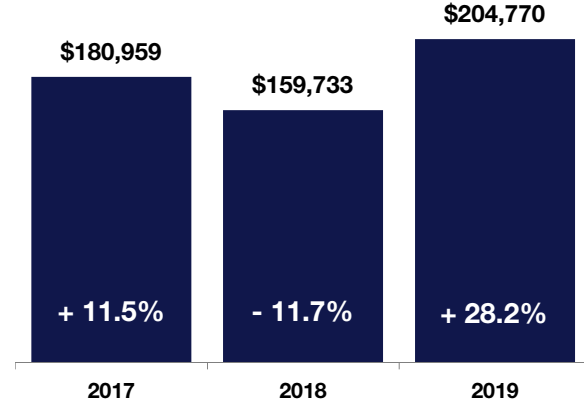
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$205,260	\$188,687	+8.8%
September 2018	\$192,116	\$192,933	-0.4%
October 2018	\$191,226	\$188,047	+1.7%
November 2018	\$188,874	\$174,194	+8.4%
December 2018	\$186,602	\$165,139	+13.0%
January 2019	\$204,770	\$159,733	+28.2%
12-Month Avg	\$193,913	\$180,890	+7.2%

Historical Average Sales Price by Month

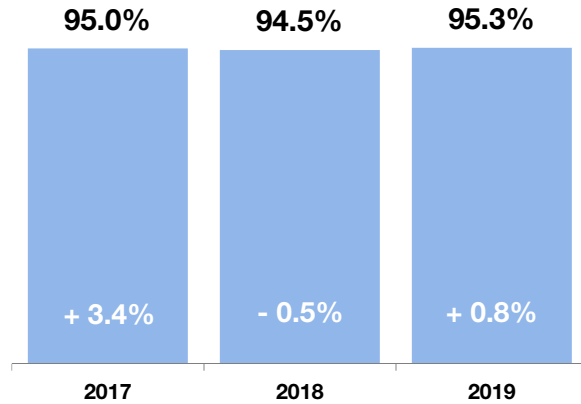


Percent of Original List Price Received

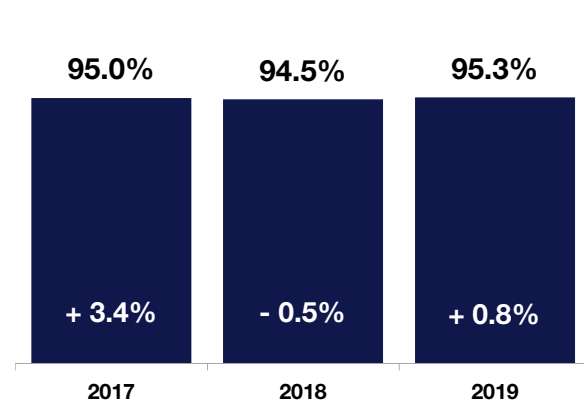


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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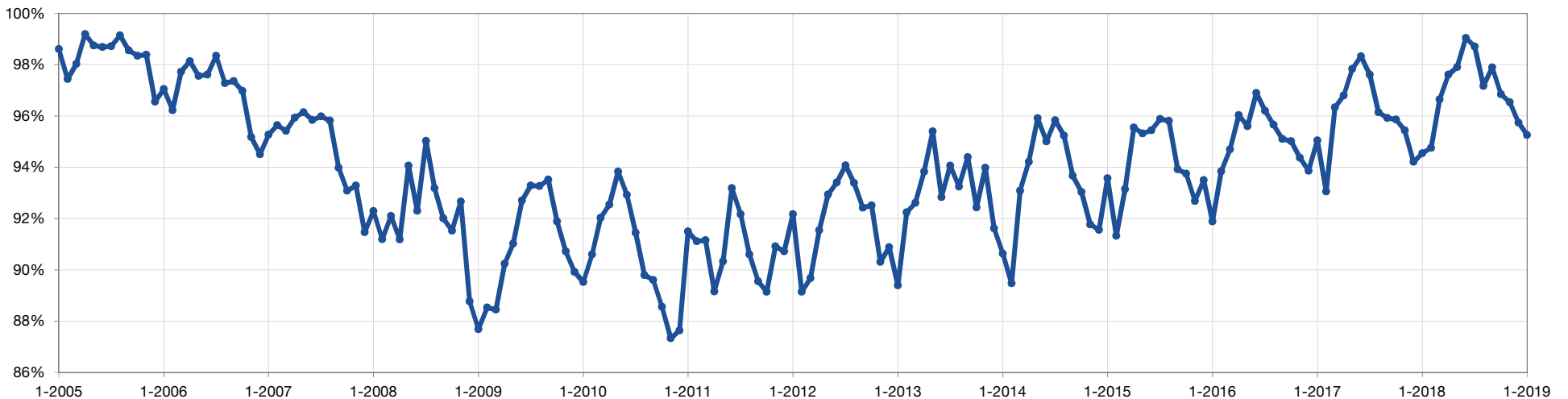


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2018	97.9%	95.9%	+2.1%
October 2018	96.8%	95.9%	+0.9%
November 2018	96.5%	95.4%	+1.2%
December 2018	95.7%	94.2%	+1.6%
January 2019	95.3%	94.5%	+0.8%
12-Month Avg	97.0%	96.0%	+1.0%

Historical Percent of Original List Price Received by Month

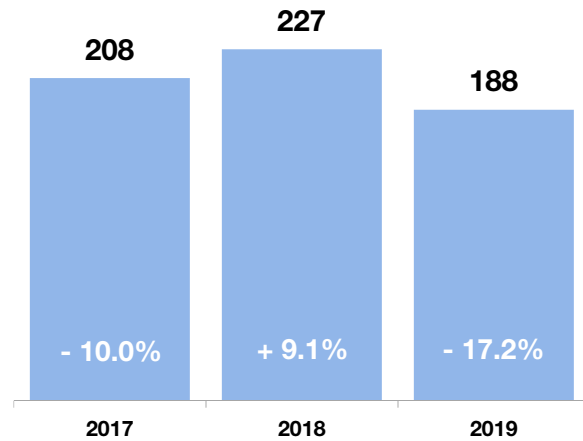


Housing Affordability Index

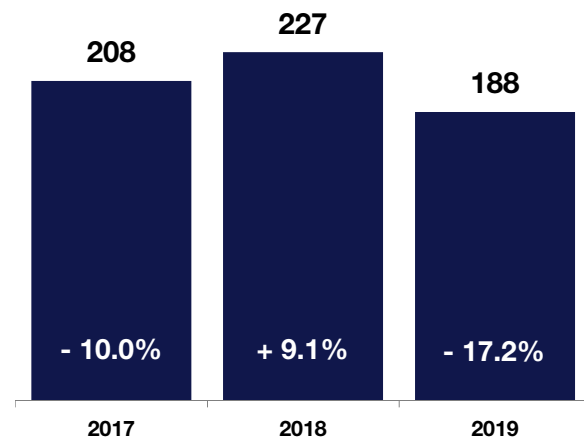


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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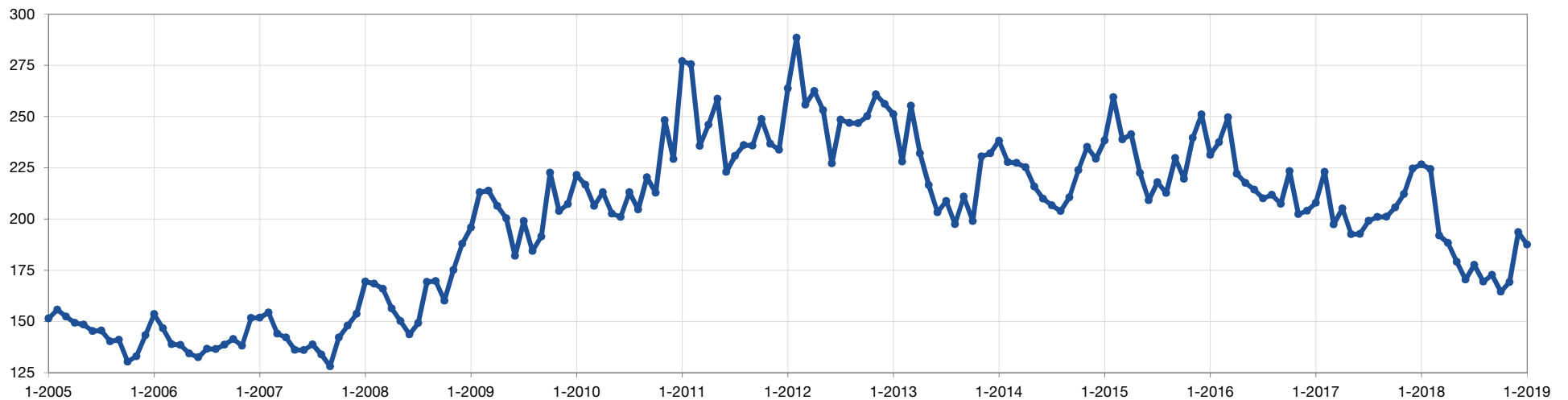


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2018	169	212	-20.3%
December 2018	194	225	-13.8%
January 2019	188	227	-17.2%
12-Month Avg	182	207	-12.1%

Historical Housing Affordability Index by Month

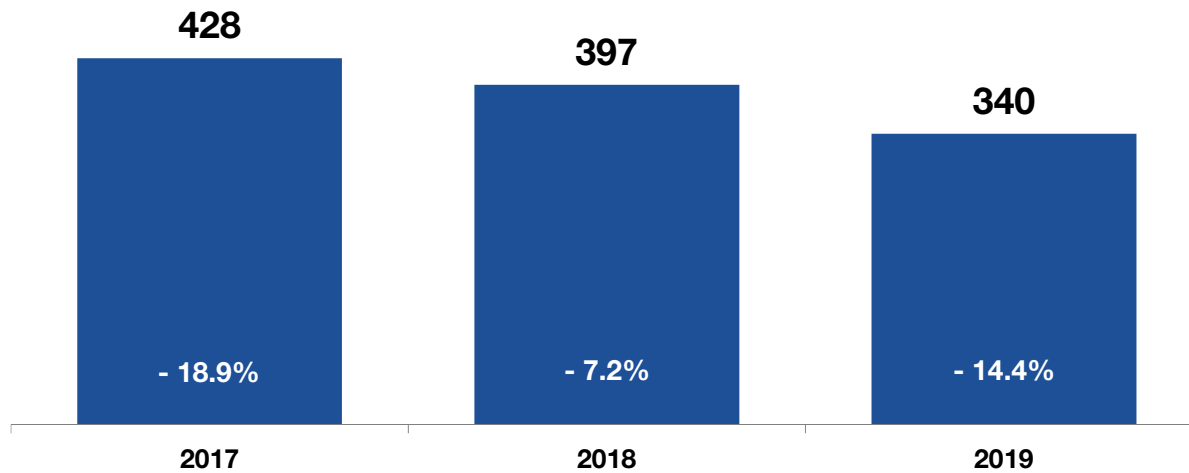


Inventory of Homes for Sale

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

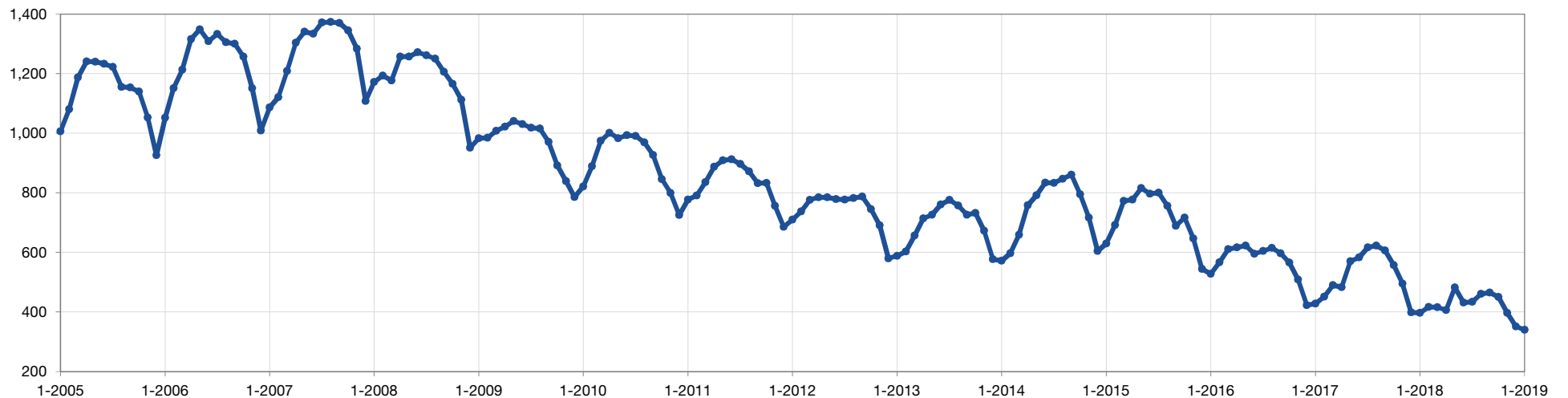


January



Homes for Sale		Prior Year	Percent Change
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	434	617	-29.7%
August 2018	461	623	-26.0%
September 2018	465	606	-23.3%
October 2018	450	557	-19.2%
November 2018	397	495	-19.8%
December 2018	351	399	-12.0%
January 2019	340	397	-14.4%
12-Month Avg	421	523	-19.5%

Historical Inventory of Homes for Sale by Month

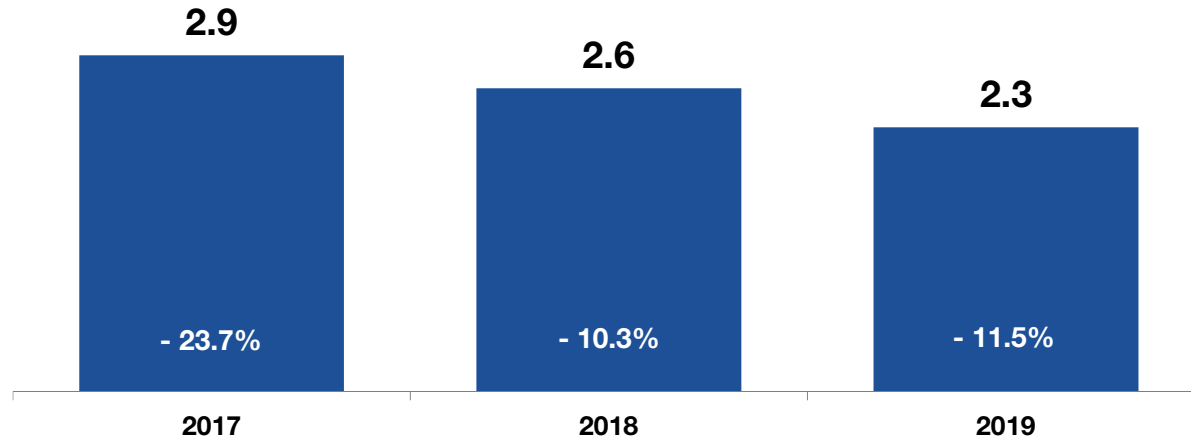


Months Supply of Inventory

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.

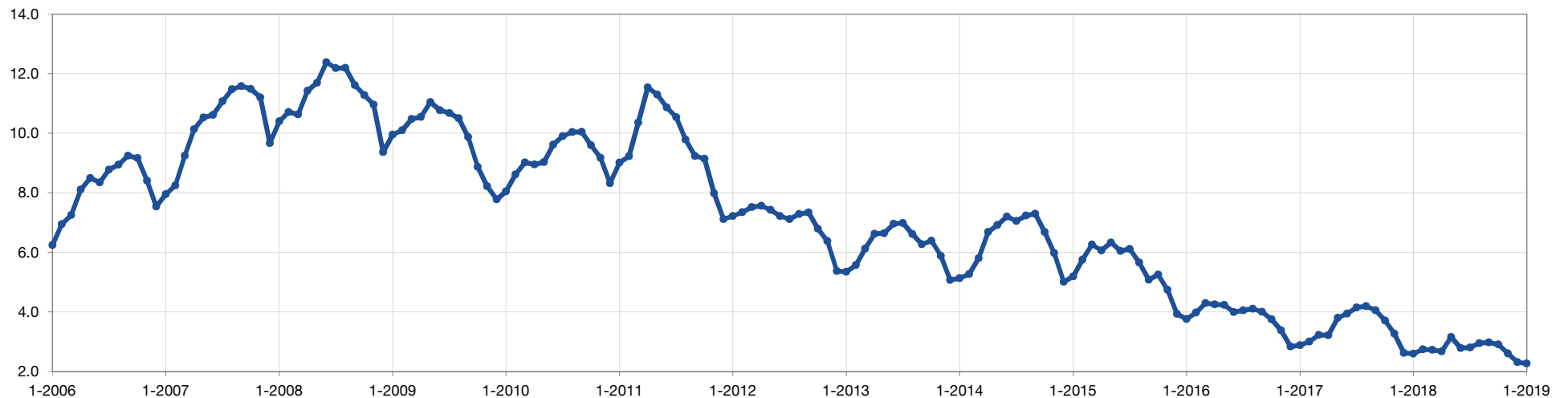


January



Months Supply		Prior Year	Percent Change
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%
November 2018	2.6	3.3	-21.2%
December 2018	2.3	2.6	-11.5%
January 2019	2.3	2.6	-11.5%
12-Month Avg	2.7	3.5	-22.9%

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 2018	YTD 2019	+ / -	YTD 2018	YTD 2019	+ / -	YTD 2018	YTD 2019	+ / -	1-2018	1-2019	+ / -	1-2018	1-2019	+ / -
Albany	4	4	0.0%	3	2	-33.3%	\$204,900	\$206,750	+0.9%	6	10	+66.7%	1.2	2.8	+121.5%
Avon	2	1	-50.0%	3	5	+66.7%	\$215,000	\$118,000	-45.1%	9	6	-33.3%	2.3	1.7	-24.4%
Clearwater	4	8	+100.0%	2	2	0.0%	\$207,750	\$192,799	-7.2%	16	15	-6.3%	2.9	2.1	-25.2%
Cold Spring	13	5	-61.5%	5	1	-80.0%	\$133,000	\$279,500	+110.2%	28	35	+25.0%	2.8	3.4	+20.9%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	2	1	-50.0%	1.6	0.8	-50.0%
Eden Valley	1	3	+200.0%	0	2	--	\$0	\$257,750	--	4	6	+50.0%	1.8	2.5	+36.4%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	3	1	-66.7%	2.0	0.8	-60.0%
Foley	9	7	-22.2%	2	6	+200.0%	\$125,000	\$157,000	+25.6%	10	13	+30.0%	1.3	1.6	+18.3%
Freeport	2	3	+50.0%	0	0	--	\$0	\$0	--	2	3	+50.0%	1.1	1.9	+83.3%
Holdingford	0	2	--	0	0	--	\$0	\$0	--	4	4	0.0%	2.2	2.4	+9.2%
Kimball	2	1	-50.0%	2	1	-50.0%	\$514,950	\$260,000	-49.5%	3	6	+100.0%	0.8	1.8	+140.0%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	4	2	-50.0%	1	0	-100.0%	\$147,000	\$0	-100.0%	16	12	-25.0%	4.4	2.3	-48.1%
Paynesville	5	3	-40.0%	2	3	+50.0%	\$375,425	\$137,000	-63.5%	13	16	+23.1%	2.5	3.3	+32.0%
Rice	6	8	+33.3%	7	3	-57.1%	\$179,900	\$185,000	+2.8%	13	18	+38.5%	1.5	2.6	+73.1%
Richmond	6	4	-33.3%	5	3	-40.0%	\$185,000	\$147,900	-20.1%	21	13	-38.1%	3.5	2.1	-38.9%
Rockville	1	2	+100.0%	3	0	-100.0%	\$129,200	\$0	-100.0%	2	3	+50.0%	1.5	1.8	+16.7%
Sartell	27	19	-29.6%	13	15	+15.4%	\$224,900	\$216,000	-4.0%	59	58	-1.7%	2.3	2.5	+6.0%
Sauk Centre	5	2	-60.0%	3	5	+66.7%	\$130,000	\$145,000	+11.5%	22	16	-27.3%	3.5	3.2	-7.9%
Sauk Rapids	12	18	+50.0%	16	11	-31.3%	\$139,500	\$213,500	+53.0%	39	30	-23.1%	1.9	1.5	-19.9%
Saint Cloud	79	90	+13.9%	67	39	-41.8%	\$121,111	\$136,500	+12.7%	262	211	-19.5%	2.9	2.4	-15.8%
Saint Joseph	9	12	+33.3%	9	3	-66.7%	\$168,900	\$197,000	+16.6%	15	26	+73.3%	1.6	2.3	+42.7%
Saint Augusta	3	3	0.0%	3	2	-33.3%	\$186,500	\$211,600	+13.5%	9	16	+77.8%	2.8	4.4	+57.6%
Waite Park	9	6	-33.3%	1	9	+800.0%	\$175,000	\$140,000	-20.0%	22	15	-31.8%	3.5	1.8	-48.2%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.7	0.8	+25.0%