

Monthly Indicators

February 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

+ 8.5% **+ 7.6%** **- 20.1%**

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.



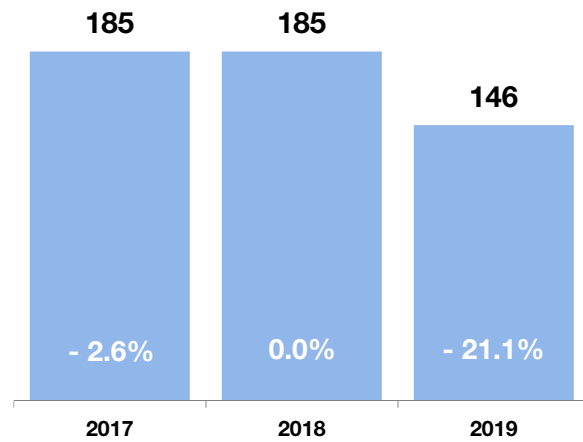
Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		185	146	- 21.1%	322	291	- 9.6%
Pending Sales		130	118	- 9.2%	240	213	- 11.3%
Closed Sales		82	89	+ 8.5%	189	167	- 11.6%
Days on Market		73	63	- 13.7%	76	77	+ 1.3%
Median Sales Price		\$145,950	\$157,000	+ 7.6%	\$144,900	\$160,000	+ 10.4%
Avg. Sales Price		\$169,249	\$170,849	+ 0.9%	\$163,565	\$185,219	+ 13.2%
Pct. of Orig. Price Received		94.8%	95.5%	+ 0.7%	94.6%	95.2%	+ 0.6%
Affordability Index		224	209	- 6.7%	226	206	- 8.8%
Homes for Sale		433	346	- 20.1%	--	--	--
Months Supply		2.8	2.3	- 17.9%	--	--	--

New Listings

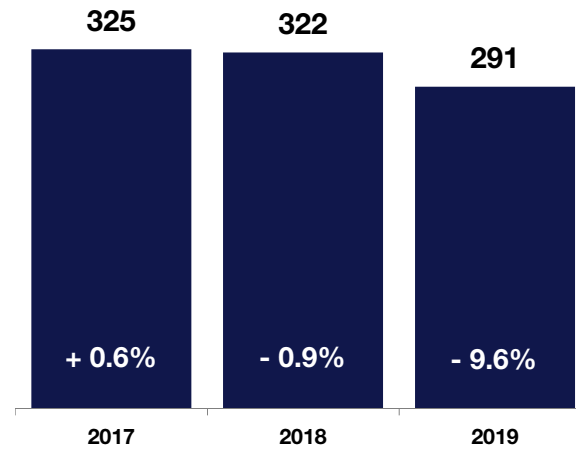
A count of the properties that have been newly listed on the market in a given month.



February

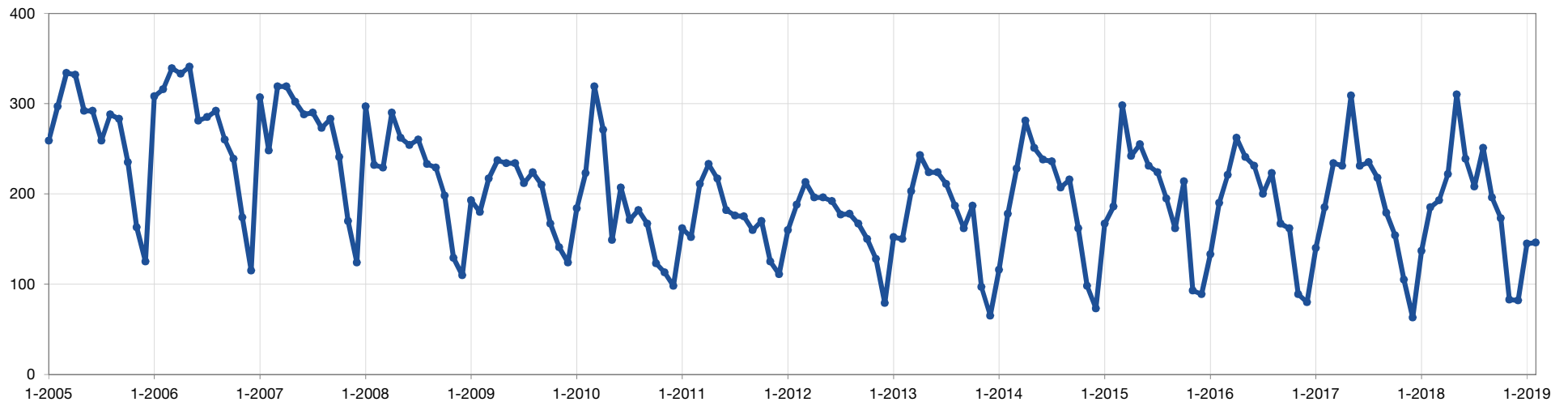


Year to Date



	New Listings	Prior Year	Percent Change
March 2018	193	234	-17.5%
April 2018	222	231	-3.9%
May 2018	310	309	+0.3%
June 2018	239	231	+3.5%
July 2018	208	235	-11.5%
August 2018	251	218	+15.1%
September 2018	196	179	+9.5%
October 2018	173	154	+12.3%
November 2018	83	105	-21.0%
December 2018	82	63	+30.2%
January 2019	145	137	+5.8%
February 2019	146	185	-21.1%
12-Month Avg	187	190	-1.6%

Historical New Listings by Month

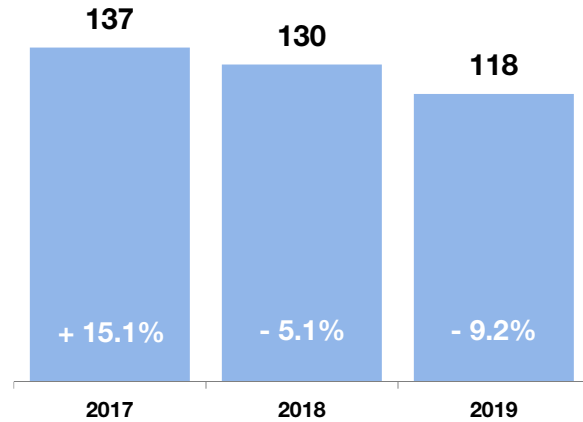


Pending Sales

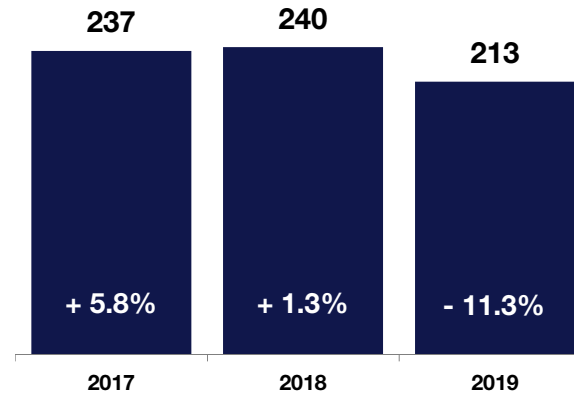
A count of the properties on which offers have been accepted in a given month.



February

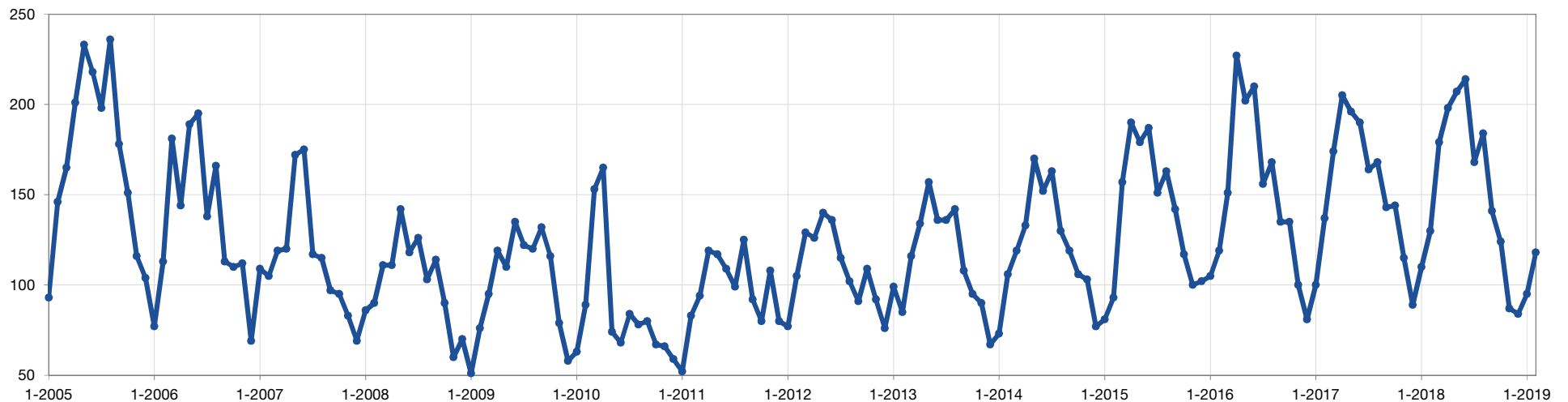


Year to Date



	Pending Sales	Prior Year	Percent Change
March 2018	179	174	+2.9%
April 2018	198	205	-3.4%
May 2018	207	196	+5.6%
June 2018	214	190	+12.6%
July 2018	168	164	+2.4%
August 2018	184	168	+9.5%
September 2018	141	143	-1.4%
October 2018	124	144	-13.9%
November 2018	87	115	-24.3%
December 2018	84	89	-5.6%
January 2019	95	110	-13.6%
February 2019	118	130	-9.2%
12-Month Avg	150	152	-1.3%

Historical Pending Sales by Month

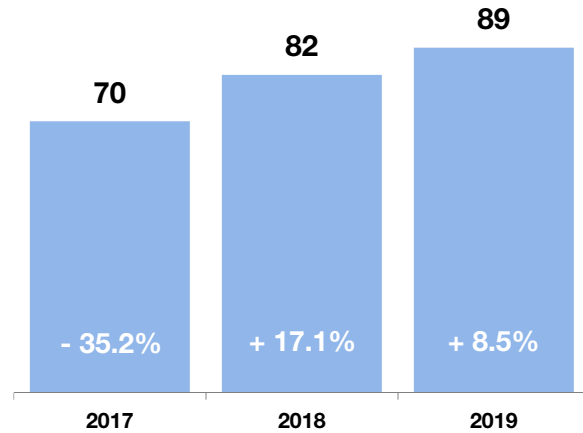


Closed Sales

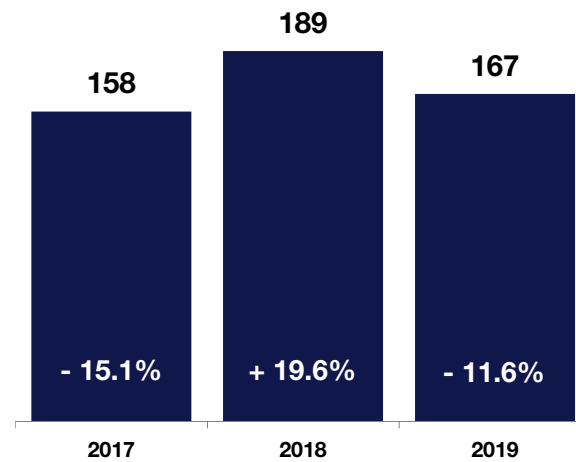
A count of the actual sales that closed in a given month.



February

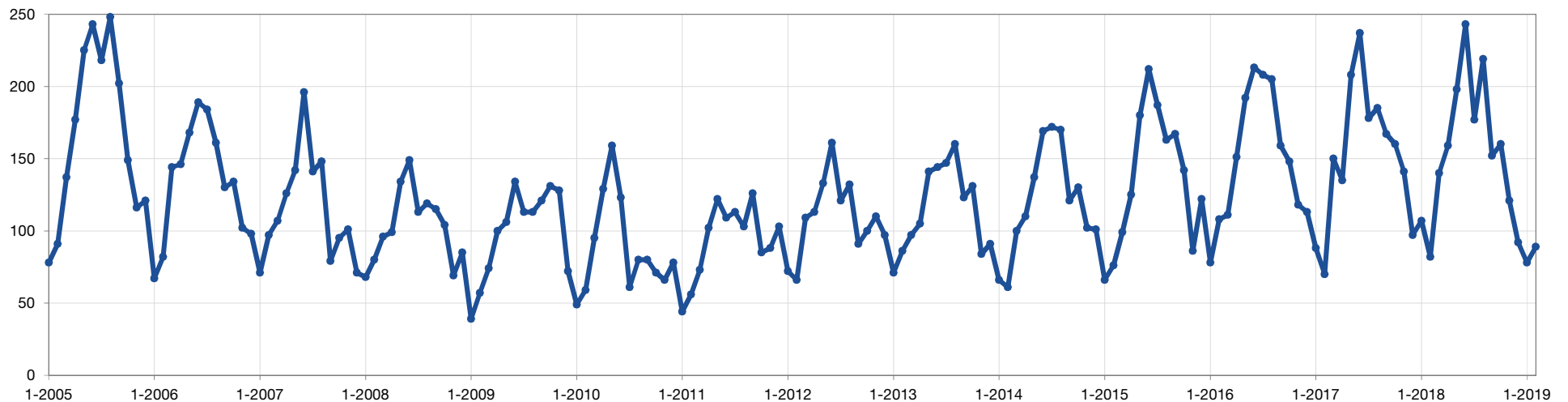


Year to Date



	Closed Sales	Prior Year	Percent Change
March 2018	140	150	-6.7%
April 2018	159	135	+17.8%
May 2018	198	208	-4.8%
June 2018	243	237	+2.5%
July 2018	177	178	-0.6%
August 2018	219	185	+18.4%
September 2018	152	167	-9.0%
October 2018	160	160	0.0%
November 2018	121	141	-14.2%
December 2018	92	97	-5.2%
January 2019	78	107	-27.1%
February 2019	89	82	+8.5%
12-Month Avg	152	154	-1.3%

Historical Closed Sales by Month

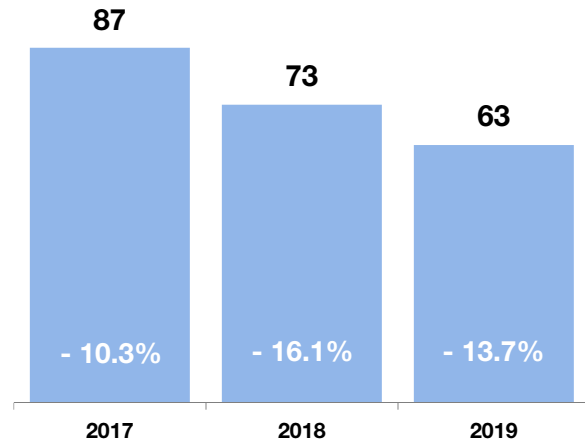


Days on Market Until Sale

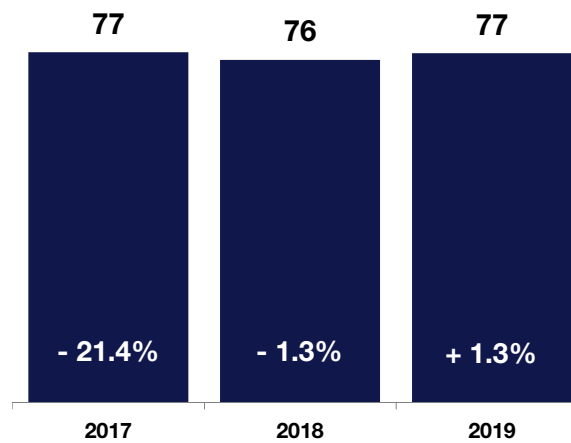
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

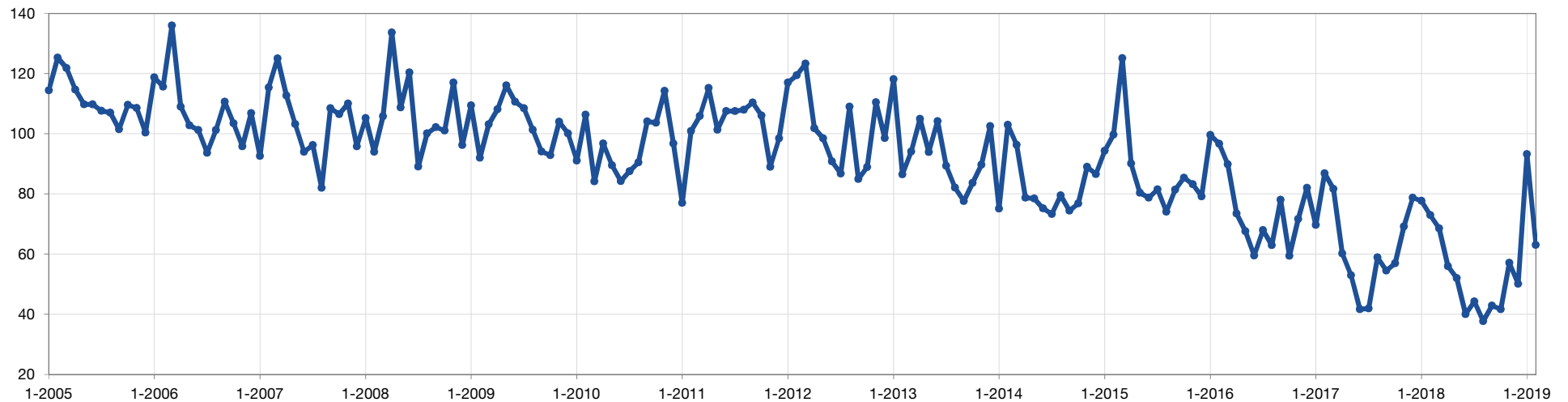


Year to Date



Days on Market	Prior Year	Percent Change	
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	38	59	-35.6%
September 2018	43	55	-21.8%
October 2018	42	57	-26.3%
November 2018	57	69	-17.4%
December 2018	50	79	-36.7%
January 2019	93	78	+19.2%
February 2019	63	73	-13.7%
12-Month Avg	54	62	-12.9%

Historical Days on Market Until Sale by Month

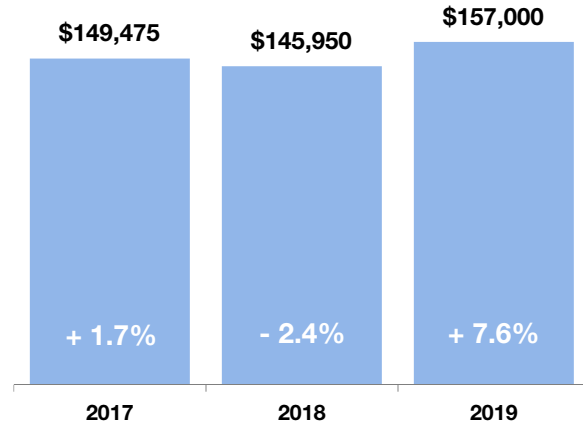


Median Sales Price

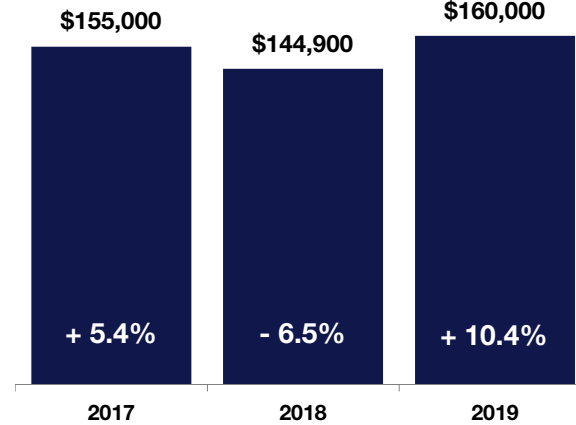
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



	Median Sales Price	Prior Year	Percent Change
March 2018	\$169,900	\$168,200	+1.0%
April 2018	\$169,500	\$165,250	+2.6%
May 2018	\$179,000	\$177,500	+0.8%
June 2018	\$189,000	\$177,250	+6.6%
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%
November 2018	\$177,000	\$161,400	+9.7%
December 2018	\$164,900	\$151,000	+9.2%
January 2019	\$171,450	\$143,000	+19.9%
February 2019	\$157,000	\$145,950	+7.6%
12-Month Avg	\$175,604	\$164,188	+7.0%

Historical Median Sales Price by Month

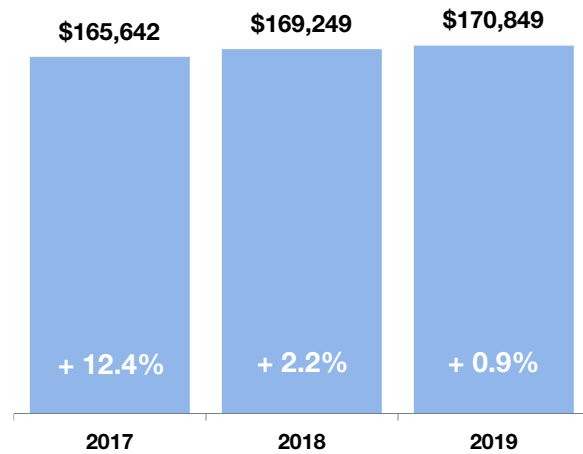


Average Sales Price

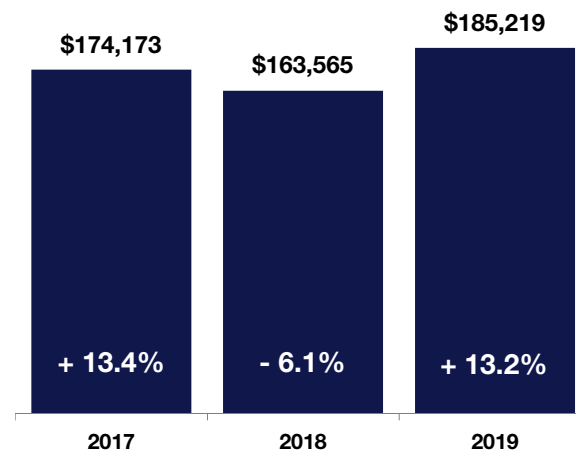
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
March 2018	\$186,924	\$178,756	+4.6%
April 2018	\$190,259	\$183,799	+3.5%
May 2018	\$194,801	\$195,378	-0.3%
June 2018	\$210,386	\$194,080	+8.4%
July 2018	\$205,476	\$184,285	+11.5%
August 2018	\$206,203	\$188,474	+9.4%
September 2018	\$192,116	\$192,933	-0.4%
October 2018	\$191,226	\$188,047	+1.7%
November 2018	\$188,874	\$173,771	+8.7%
December 2018	\$185,870	\$165,139	+12.6%
January 2019	\$201,247	\$159,315	+26.3%
February 2019	\$170,849	\$169,249	+0.9%
12-Month Avg	\$193,686	\$181,102	+6.9%

Historical Average Sales Price by Month

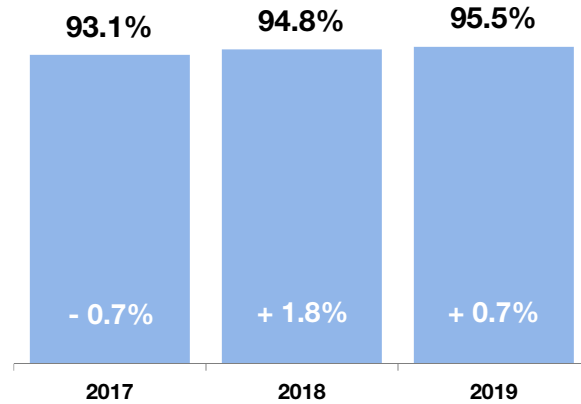


Percent of Original List Price Received

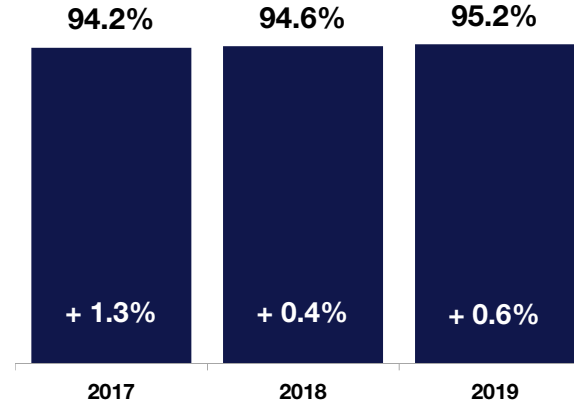


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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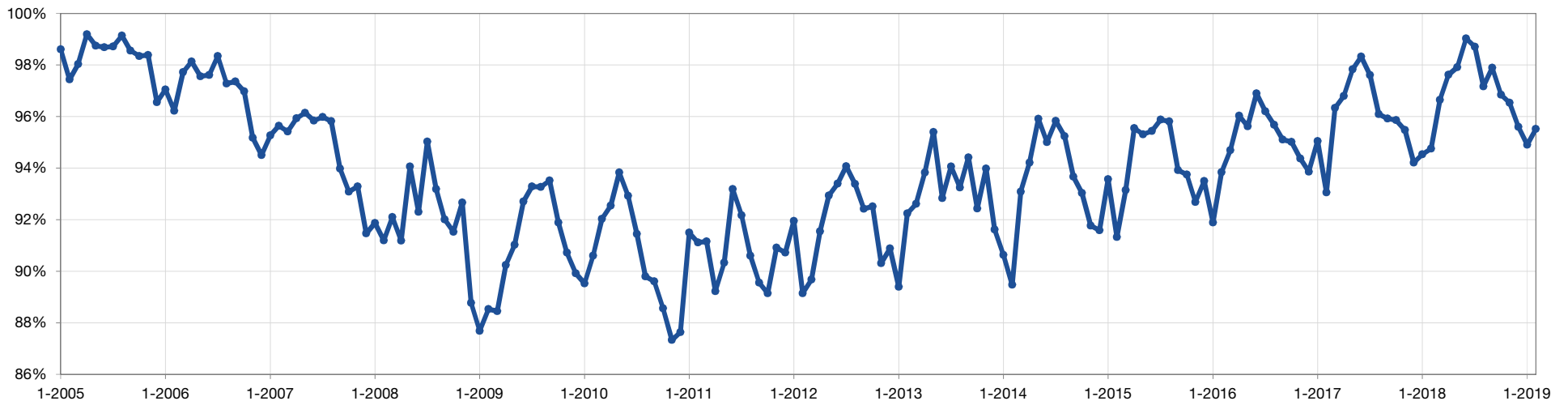


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	95.5%	+1.0%
December 2018	95.6%	94.2%	+1.5%
January 2019	94.9%	94.5%	+0.4%
February 2019	95.5%	94.8%	+0.7%
12-Month Avg	97.0%	96.1%	+0.9%

Historical Percent of Original List Price Received by Month

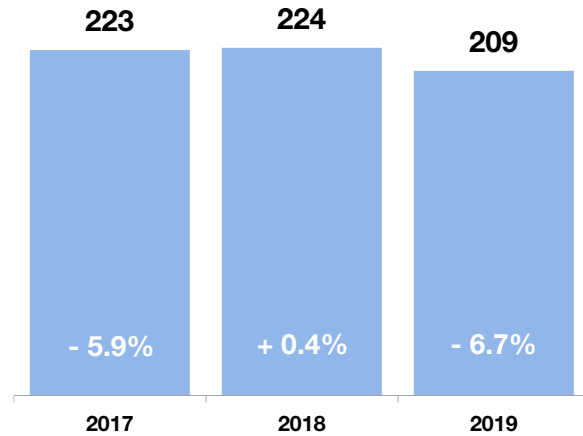


Housing Affordability Index

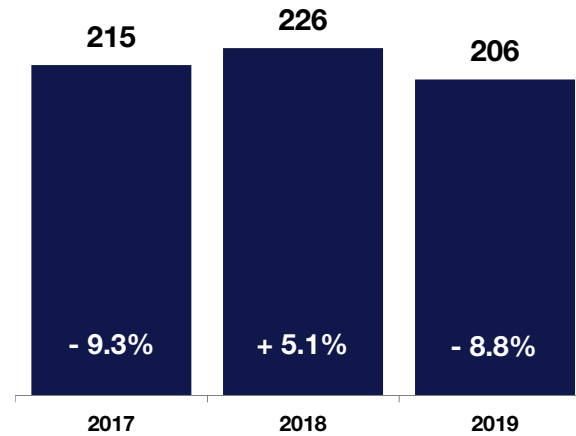


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

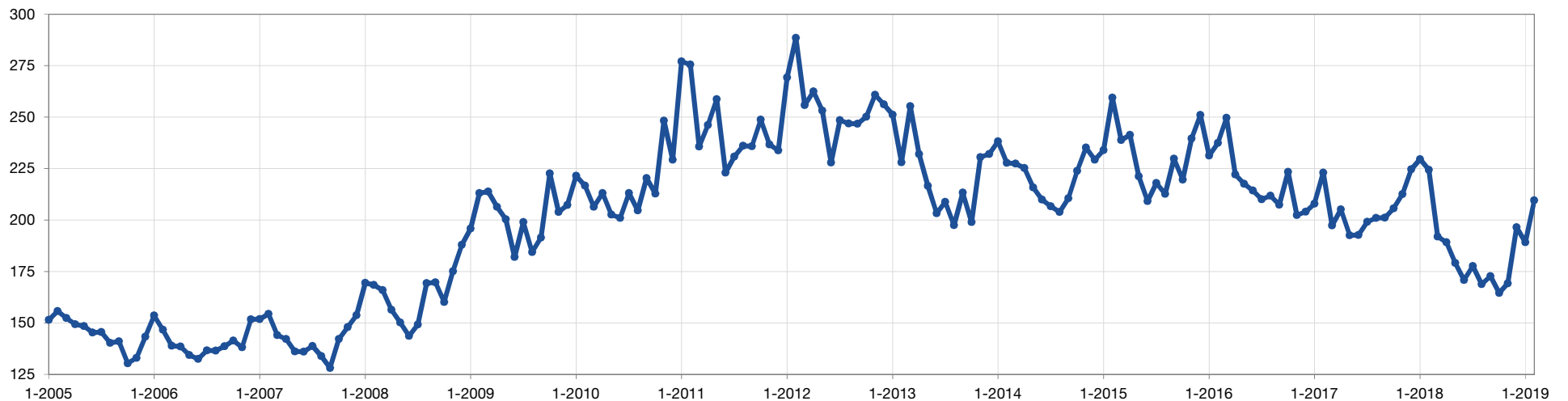


Year to Date



Affordability Index	Prior Year	Percent Change	
March 2018	192	197	-2.5%
April 2018	189	205	-7.8%
May 2018	179	193	-7.3%
June 2018	171	193	-11.4%
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	213	-20.7%
December 2018	197	225	-12.4%
January 2019	189	229	-17.5%
February 2019	209	224	-6.7%
12-Month Avg	182	207	-12.1%

Historical Housing Affordability Index by Month

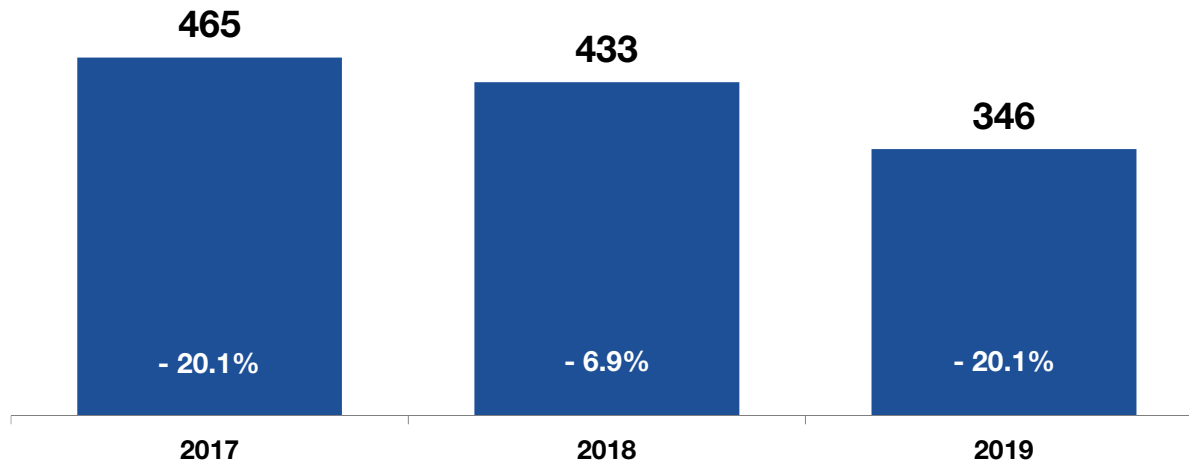


Inventory of Homes for Sale

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

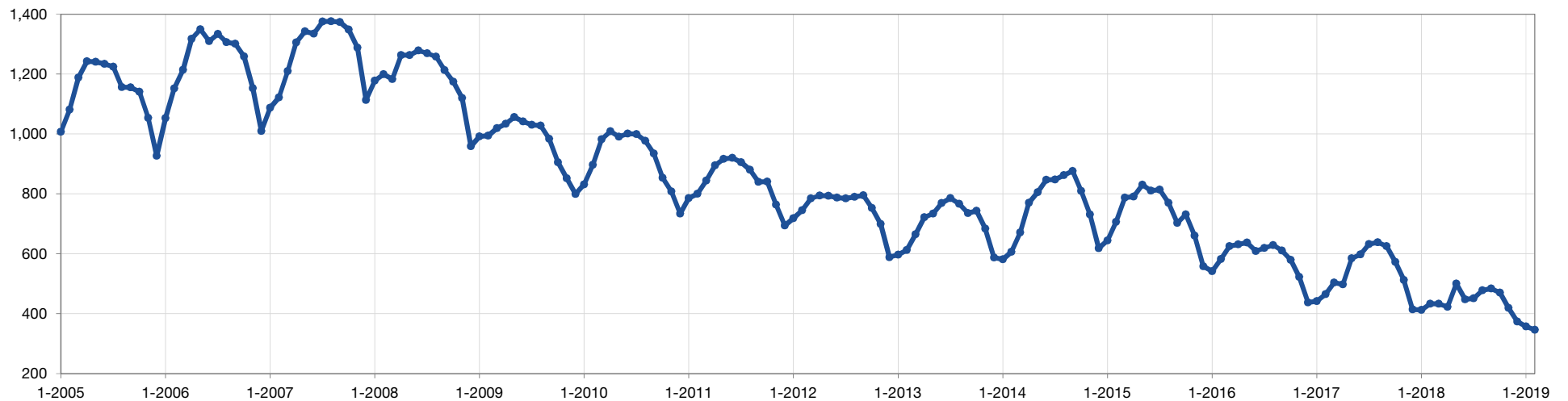


February



Homes for Sale		Prior Year	Percent Change
March 2018	433	504	-14.1%
April 2018	423	498	-15.1%
May 2018	500	585	-14.5%
June 2018	448	598	-25.1%
July 2018	451	632	-28.6%
August 2018	478	638	-25.1%
September 2018	484	625	-22.6%
October 2018	470	573	-18.0%
November 2018	419	512	-18.2%
December 2018	374	414	-9.7%
January 2019	357	412	-13.3%
February 2019	346	433	-20.1%
12-Month Avg	432	535	-19.3%

Historical Inventory of Homes for Sale by Month

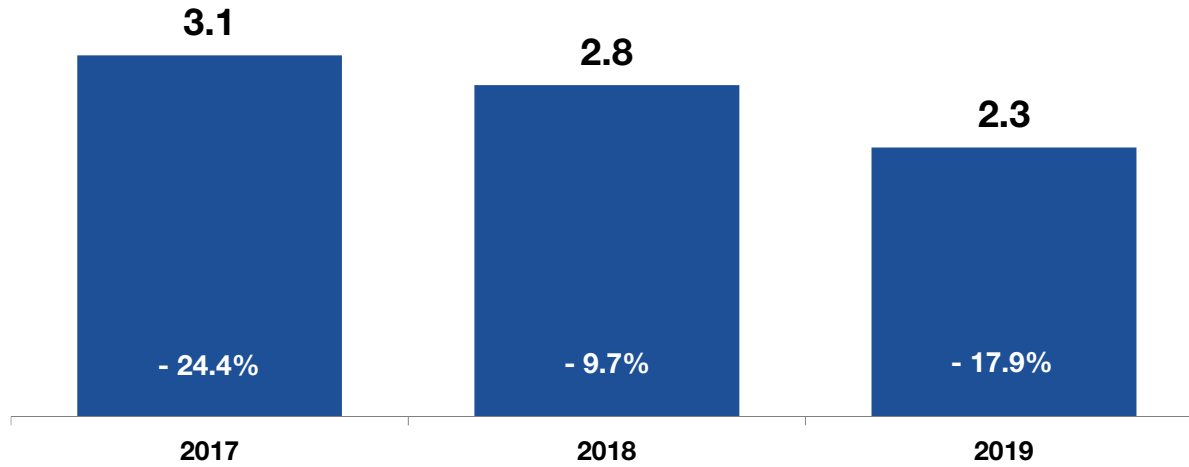


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2018	2.8	3.3	-15.2%
April 2018	2.8	3.3	-15.2%
May 2018	3.3	3.9	-15.4%
June 2018	2.9	4.0	-27.5%
July 2018	2.9	4.2	-31.0%
August 2018	3.0	4.3	-30.2%
September 2018	3.1	4.2	-26.2%
October 2018	3.0	3.8	-21.1%
November 2018	2.7	3.4	-20.6%
December 2018	2.5	2.7	-7.4%
January 2019	2.4	2.7	-11.1%
February 2019	2.3	2.8	-17.9%
12-Month Avg	2.8	3.6	-22.2%

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	+ / -	2-2018	2-2019	+ / -	2-2018	2-2019	+ / -
Albany	5	7	+40.0%	7	4	-42.9%	\$184,500	\$194,000	+5.1%	7	5	-28.6%	1.5	1.2	-18.9%
Avon	3	2	-33.3%	3	5	+66.7%	\$215,000	\$118,000	-45.1%	7	6	-14.3%	1.8	1.8	-0.2%
Clearwater	9	12	+33.3%	6	6	0.0%	\$146,450	\$202,749	+38.4%	18	12	-33.3%	3.4	1.6	-52.8%
Cold Spring	22	13	-40.9%	12	7	-41.7%	\$195,000	\$199,050	+2.1%	48	39	-18.8%	5.0	3.8	-22.7%
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%	1	2	+100.0%	\$168,900	\$257,750	+52.6%	10	6	-40.0%	4.5	2.3	-49.7%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	3	1	-66.7%	2.0	0.8	-60.0%
Foley	14	9	-35.7%	9	10	+11.1%	\$152,000	\$161,500	+6.3%	9	10	+11.1%	1.2	1.2	-0.1%
Freeport	3	3	0.0%	1	1	0.0%	\$287,000	\$166,000	-42.2%	2	2	0.0%	1.1	1.3	+16.5%
Holdingford	3	4	+33.3%	1	5	+400.0%	\$238,000	\$189,800	-20.3%	6	3	-50.0%	3.8	1.7	-56.3%
Kimball	5	5	0.0%	5	3	-40.0%	\$204,900	\$260,000	+26.9%	9	7	-22.2%	2.3	2.0	-16.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	12	10	-16.7%	4	0	-100.0%	\$137,500	\$0	-100.0%	18	13	-27.8%	4.4	2.5	-42.2%
Paynesville	8	5	-37.5%	3	5	+66.7%	\$136,450	\$137,000	+0.4%	34	10	-70.6%	7.2	1.9	-73.8%
Rice	14	17	+21.4%	8	7	-12.5%	\$204,900	\$200,000	-2.4%	16	19	+18.8%	2.0	2.7	+35.5%
Richmond	11	7	-36.4%	8	4	-50.0%	\$185,000	\$194,450	+5.1%	36	9	-75.0%	6.3	1.5	-76.7%
Rockville	3	3	0.0%	4	0	-100.0%	\$134,900	\$0	-100.0%	2	3	+50.0%	1.4	1.9	+37.9%
Sartell	63	44	-30.2%	22	21	-4.5%	\$224,900	\$216,000	-4.0%	71	62	-12.7%	2.8	2.7	-4.8%
Sauk Centre	9	6	-33.3%	7	7	0.0%	\$171,250	\$126,700	-26.0%	24	19	-20.8%	3.7	3.7	-2.3%
Sauk Rapids	40	40	0.0%	25	26	+4.0%	\$141,000	\$178,500	+26.6%	46	37	-19.6%	2.2	1.9	-15.5%
Saint Cloud	176	171	-2.8%	120	99	-17.5%	\$129,000	\$140,500	+8.9%	273	201	-26.4%	3.0	2.3	-23.9%
Saint Joseph	26	22	-15.4%	14	8	-42.9%	\$167,950	\$181,000	+7.8%	24	27	+12.5%	2.6	2.3	-11.0%
Saint Augusta	8	4	-50.0%	4	4	0.0%	\$218,250	\$232,750	+6.6%	9	8	-11.1%	2.5	2.2	-11.1%
Waite Park	17	14	-17.6%	8	13	+62.5%	\$150,250	\$140,000	-6.8%	19	19	0.0%	2.9	2.4	-16.0%
Wakefield Twp	0	1	--	2	0	-100.0%	\$177,500	\$0	-100.0%	2	1	-50.0%	1.3	0.8	-37.5%