

Monthly Indicators

March 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

- 15.0% **+ 11.8%** **- 12.4%**

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.



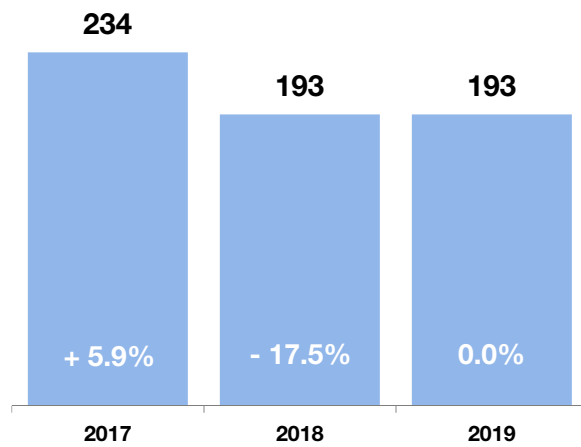
Key Metrics	Historical Sparkbars	3-2018	3-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		193	193	0.0%	515	487	- 5.4%
Pending Sales		179	136	- 24.0%	419	353	- 15.8%
Closed Sales		140	119	- 15.0%	329	287	- 12.8%
Days on Market		69	60	- 13.0%	73	70	- 4.1%
Median Sales Price		\$169,900	\$190,000	+ 11.8%	\$159,450	\$174,000	+ 9.1%
Avg. Sales Price		\$186,924	\$199,450	+ 6.7%	\$173,525	\$191,052	+ 10.1%
Pct. of Orig. Price Received		96.6%	96.9%	+ 0.3%	95.5%	95.9%	+ 0.4%
Affordability Index		192	174	- 9.4%	205	190	- 7.3%
Homes for Sale		419	367	- 12.4%	--	--	--
Months Supply		2.7	2.5	- 7.4%	--	--	--

New Listings

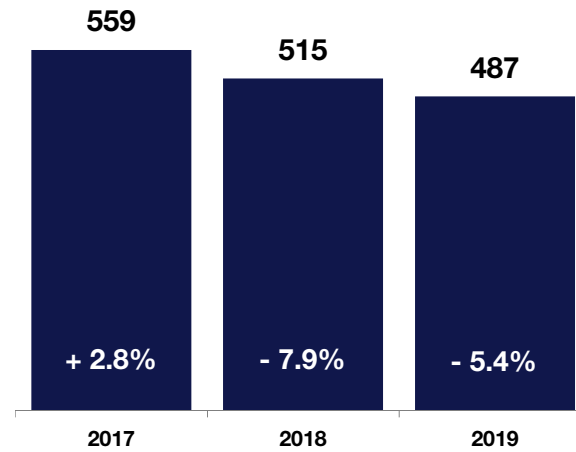
A count of the properties that have been newly listed on the market in a given month.



March

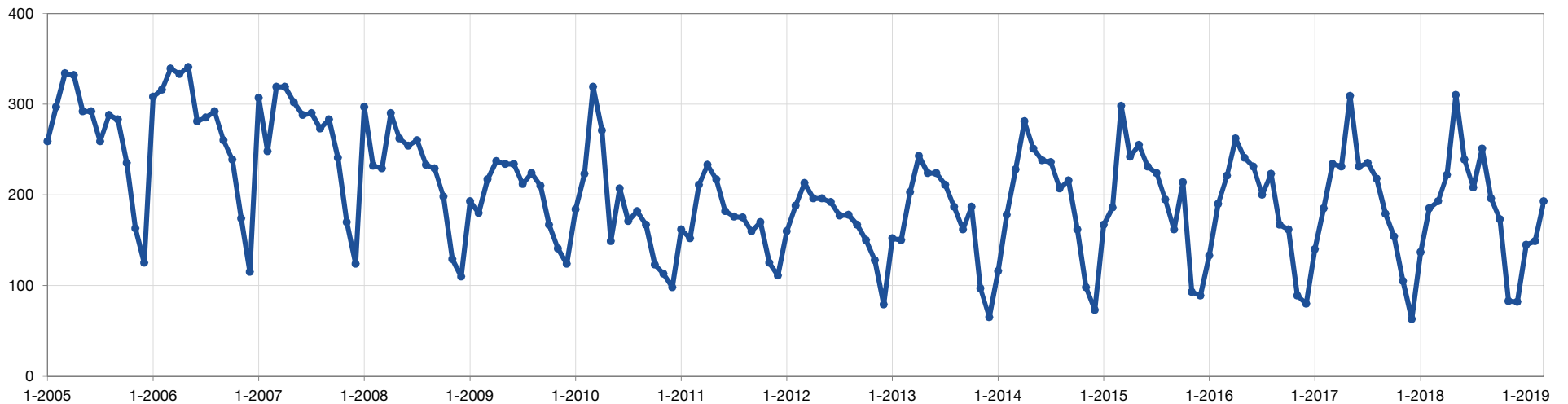


Year to Date



	New Listings	Prior Year	Percent Change
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	149	185	-19.5%
March 2019	193	193	0.0%
12-Month Avg	188	187	+0.5%

Historical New Listings by Month

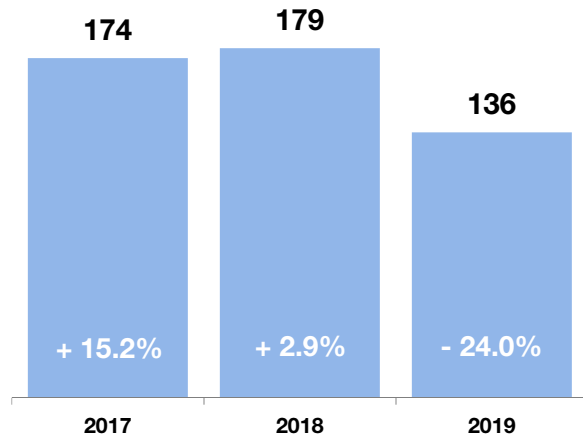


Pending Sales

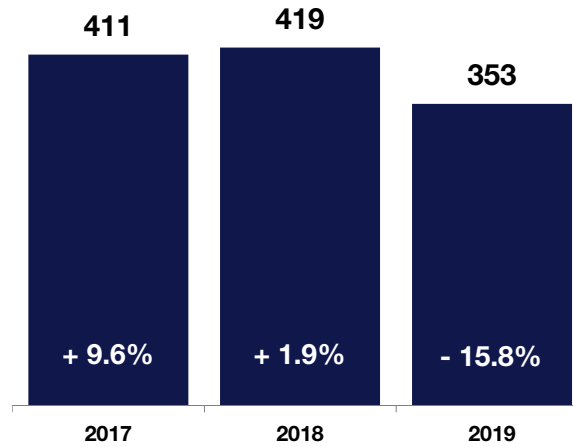
A count of the properties on which offers have been accepted in a given month.



March

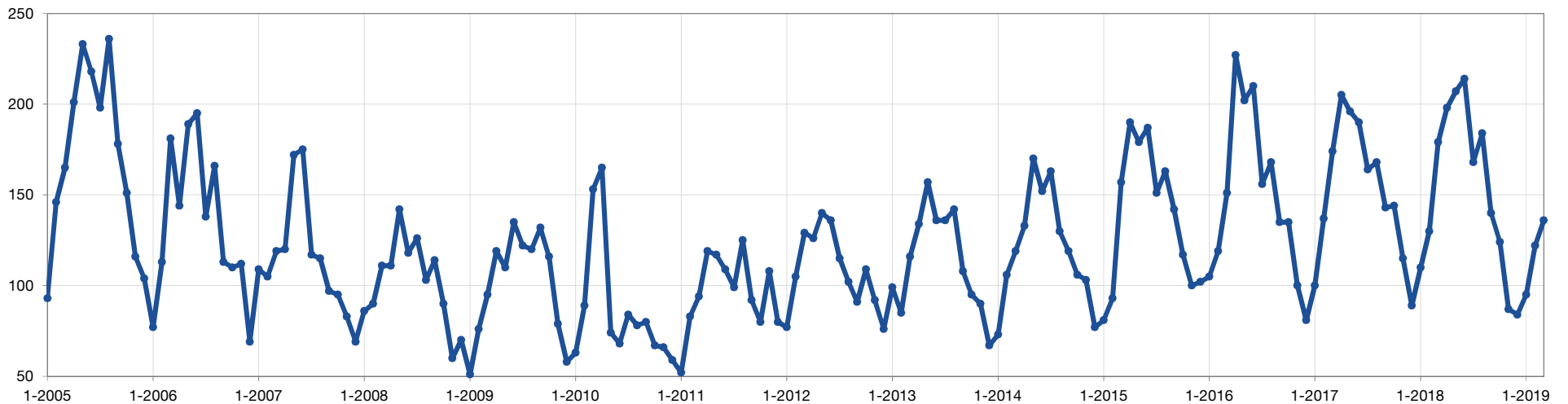


Year to Date



	Pending Sales	Prior Year	Percent Change
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	140	143	-2.1%
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	122	130	-6.2%
March 2019	136	179	-24.0%
12-Month Avg	147	153	-3.9%

Historical Pending Sales by Month

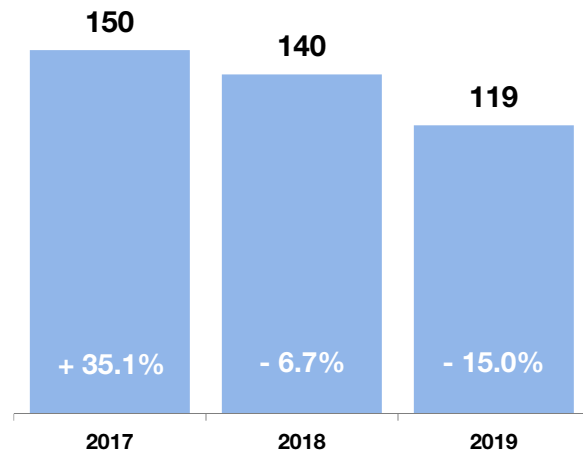


Closed Sales

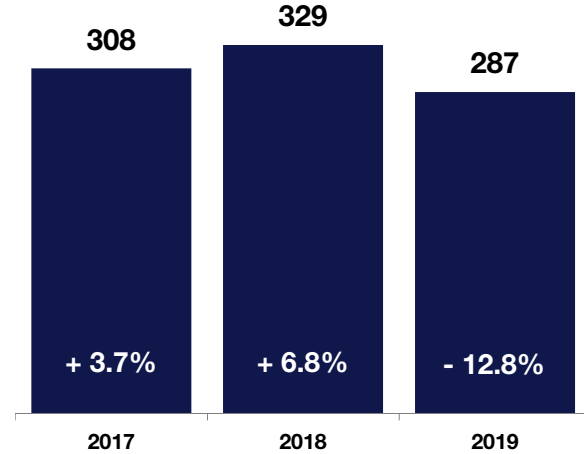
A count of the actual sales that closed in a given month.



March

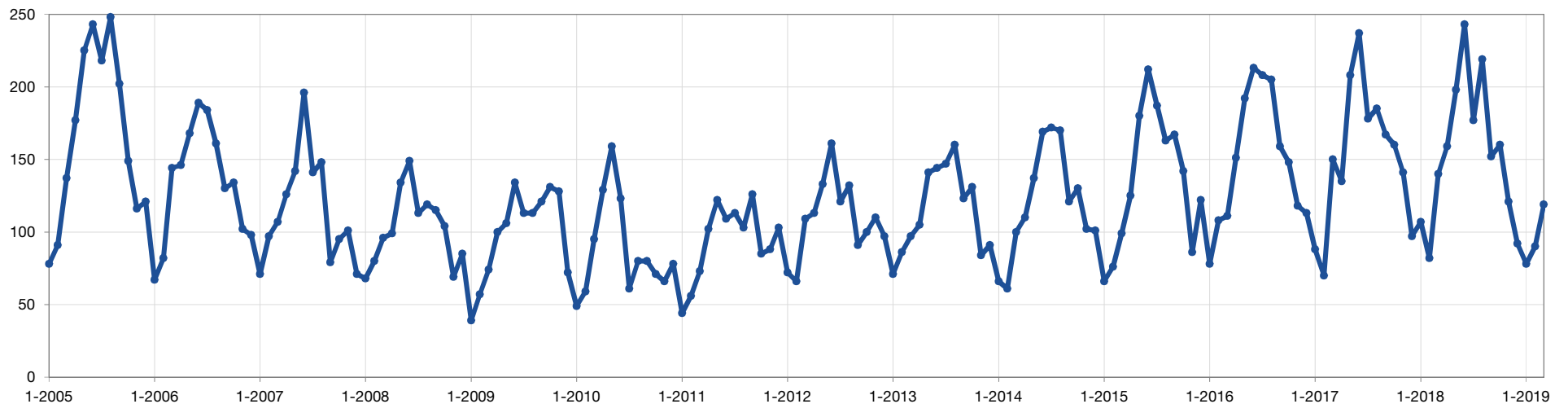


Year to Date



Closed Sales	Prior Year	Percent Change
April 2018	135	+17.8%
May 2018	208	-4.8%
June 2018	237	+2.5%
July 2018	178	-0.6%
August 2018	185	+18.4%
September 2018	167	-9.0%
October 2018	160	0.0%
November 2018	141	-14.2%
December 2018	97	-5.2%
January 2019	107	-27.1%
February 2019	82	+9.8%
March 2019	140	-15.0%
12-Month Avg	151	-1.3%

Historical Closed Sales by Month

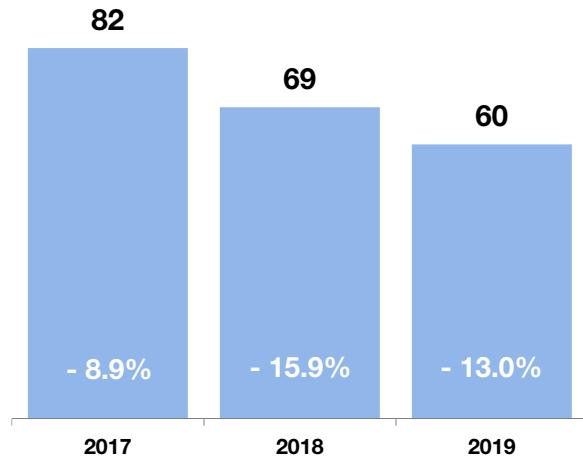


Days on Market Until Sale

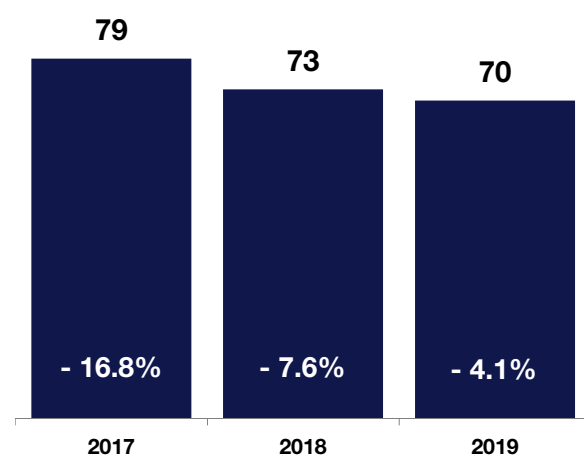
Average number of days between when a property is listed and when an offer is accepted in a given month.



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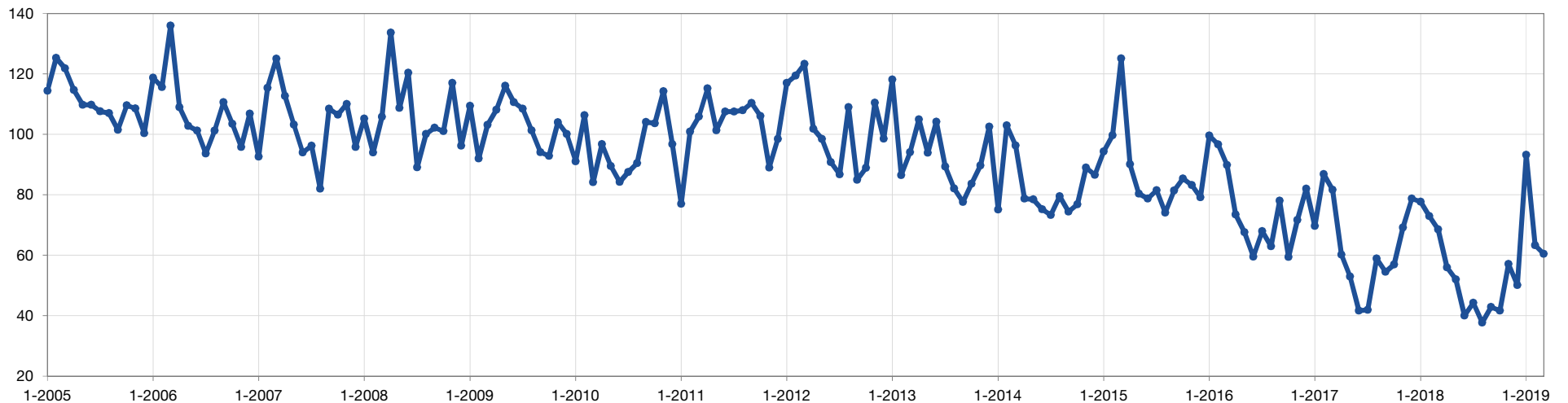


Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2019	60	69	-13.0%
12-Month Avg	53	61	-13.1%

Historical Days on Market Until Sale by Month

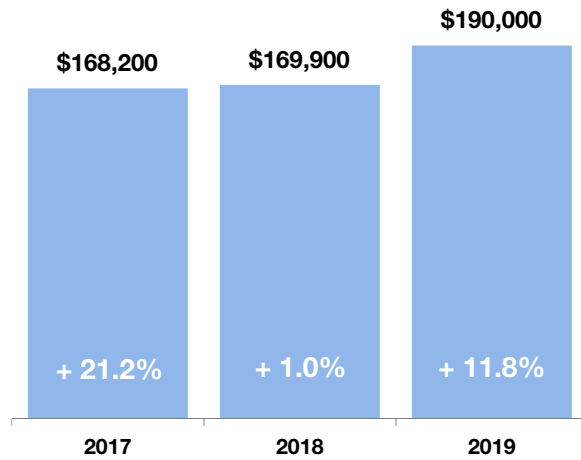


Median Sales Price

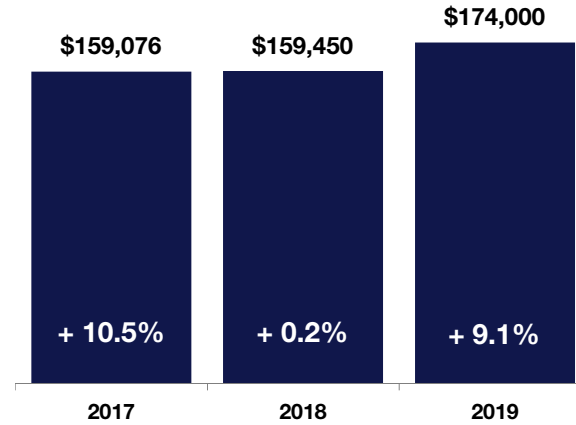
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$156,000	\$145,950	+6.9%
March 2019	\$190,000	\$169,900	+11.8%
12-Month Avg	\$177,196	\$164,329	+7.8%

Historical Median Sales Price by Month

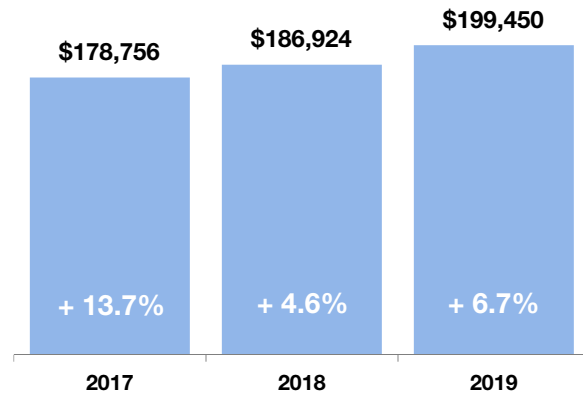


Average Sales Price

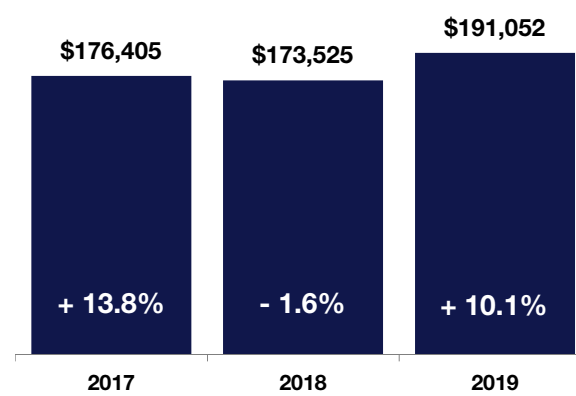
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$188,873	\$173,771	+8.7%
December 2018	\$185,870	\$165,139	+12.6%
January 2019	\$201,247	\$159,315	+26.3%
February 2019	\$170,658	\$169,249	+0.8%
March 2019	\$199,450	\$186,924	+6.7%
12-Month Avg	\$194,714	\$181,783	+7.1%

Historical Average Sales Price by Month

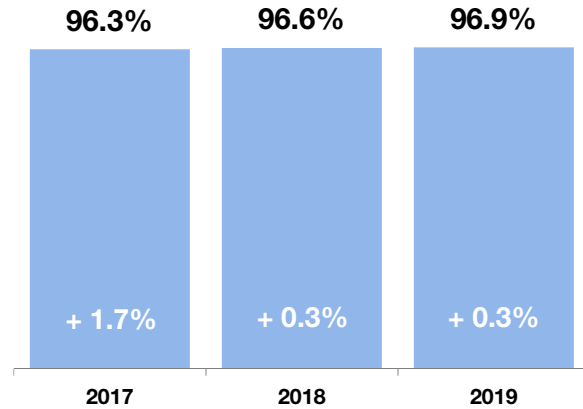


Percent of Original List Price Received

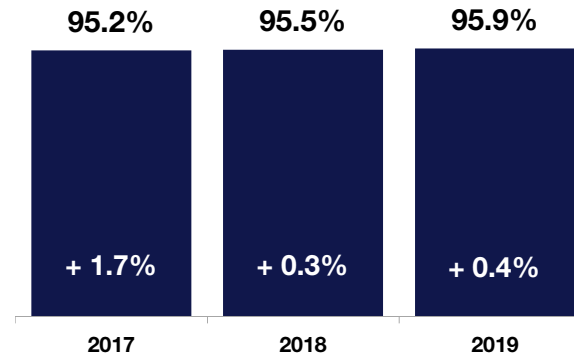


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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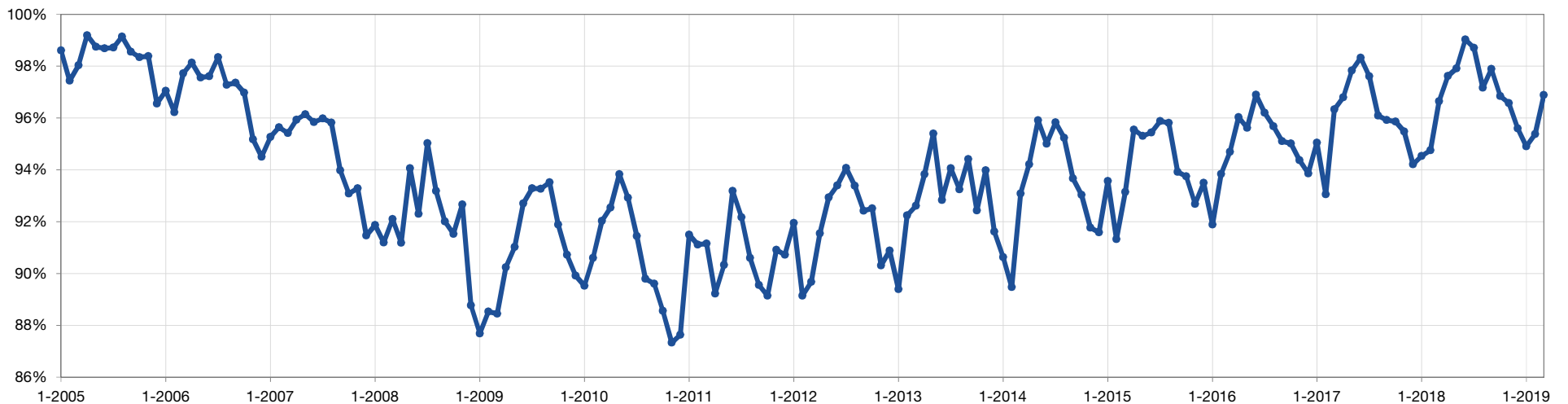


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.6%	95.5%	+1.2%
December 2018	95.6%	94.2%	+1.5%
January 2019	94.9%	94.5%	+0.4%
February 2019	95.4%	94.8%	+0.6%
March 2019	96.9%	96.6%	+0.3%
12-Month Avg	97.0%	96.2%	+0.8%

Historical Percent of Original List Price Received by Month

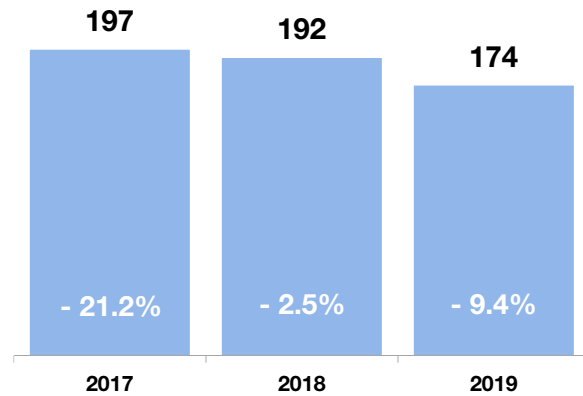


Housing Affordability Index

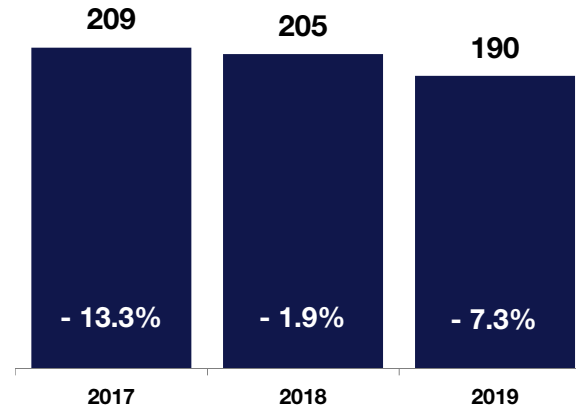


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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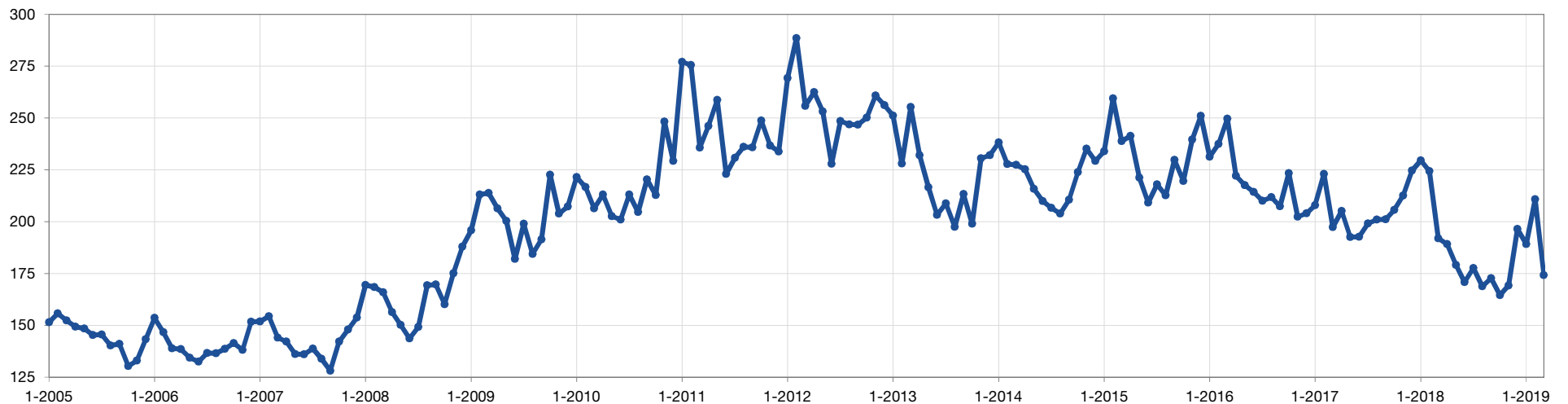


Year to Date



	Affordability Index	Prior Year	Percent Change
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	211	224	-5.8%
March 2019	174	192	-9.4%
12-Month Avg	180	207	-13.0%

Historical Housing Affordability Index by Month

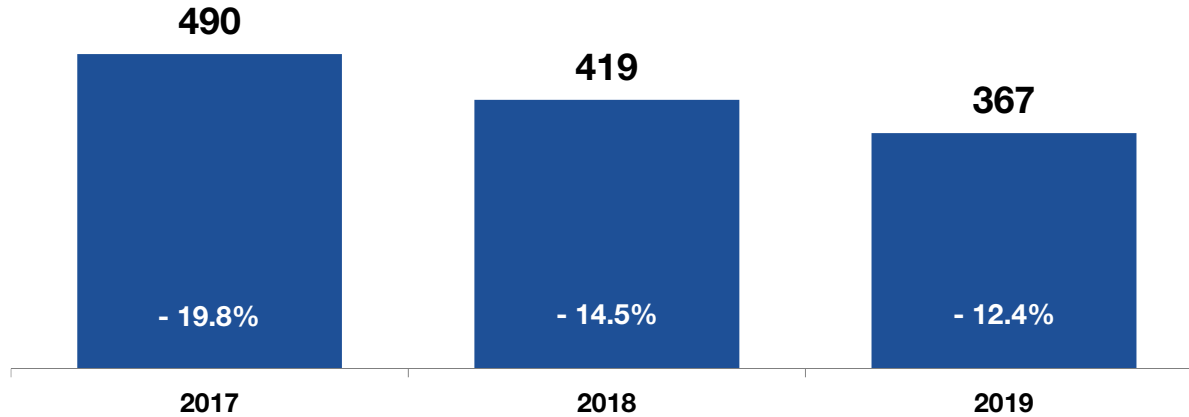


Inventory of Homes for Sale

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

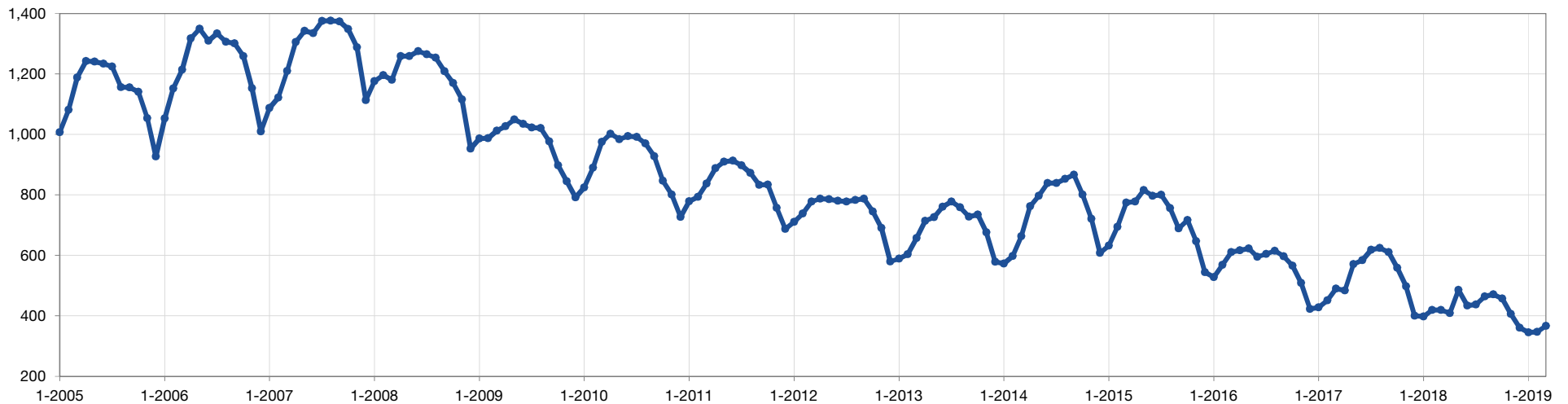


March



Homes for Sale		Prior Year	Percent Change
April 2018	409	484	-15.5%
May 2018	486	571	-14.9%
June 2018	434	584	-25.7%
July 2018	437	618	-29.3%
August 2018	464	624	-25.6%
September 2018	471	611	-22.9%
October 2018	457	559	-18.2%
November 2018	406	498	-18.5%
December 2018	361	400	-9.8%
January 2019	345	398	-13.3%
February 2019	347	419	-17.2%
March 2019	367	419	-12.4%
12-Month Avg	415	515	-19.4%

Historical Inventory of Homes for Sale by Month

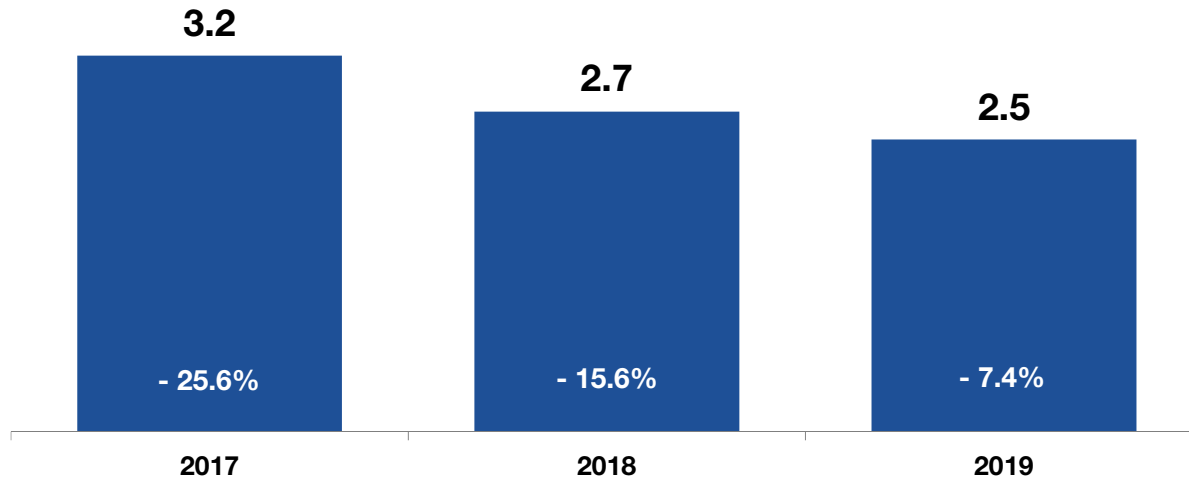


Months Supply of Inventory

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.

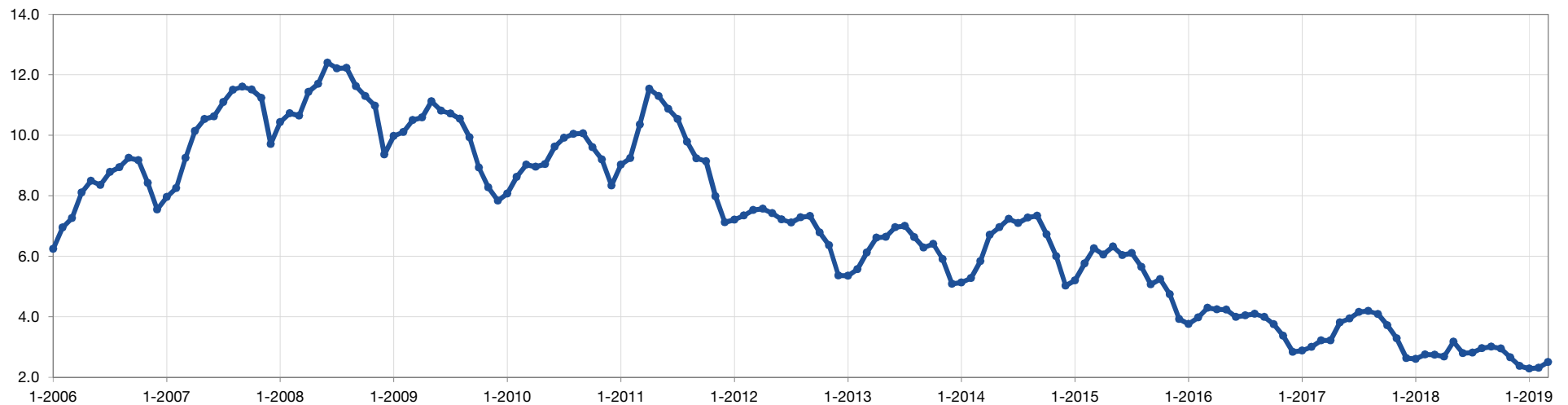


March



Months Supply		Prior Year	Percent Change
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	3.0	3.7	-18.9%
November 2018	2.7	3.3	-18.2%
December 2018	2.4	2.6	-7.7%
January 2019	2.3	2.6	-11.5%
February 2019	2.3	2.8	-17.9%
March 2019	2.5	2.7	-7.4%
12-Month Avg	2.7	3.4	-20.6%

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	+ / -	3-2018	3-2019	+ / -	3-2018	3-2019	+ / -
Albany	9	13	+44.4%	9	9	0.0%	\$184,500	\$186,600	+1.1%	8	6	-25.0%	1.8	1.3	-25.8%
Avon	7	4	-42.9%	7	6	-14.3%	\$211,170	\$170,000	-19.5%	8	6	-25.0%	2.3	1.8	-22.0%
Clearwater	19	19	0.0%	9	14	+55.6%	\$150,000	\$201,625	+34.4%	21	13	-38.1%	4.1	1.8	-55.9%
Cold Spring	35	21	-40.0%	20	15	-25.0%	\$198,500	\$199,050	+0.3%	37	39	+5.4%	4.0	3.7	-7.1%
Eden Lake Twp	1	1	0.0%	0	0	--	\$0	\$0	--	3	2	-33.3%	2.3	1.6	-28.9%
Eden Valley	1	8	+700.0%	3	3	0.0%	\$168,900	\$186,900	+10.7%	1	10	+900.0%	0.5	4.1	+763.6%
Fair Haven Twp	0	2	--	0	1	--	\$0	\$410,000	--	3	2	-33.3%	2.0	1.7	-16.7%
Foley	28	19	-32.1%	16	16	0.0%	\$169,900	\$181,500	+6.8%	13	9	-30.8%	1.8	1.1	-37.1%
Freeport	4	4	0.0%	3	2	-33.3%	\$178,000	\$178,000	0.0%	2	1	-50.0%	1.1	0.6	-41.8%
Holdingford	4	5	+25.0%	3	6	+100.0%	\$129,900	\$180,400	+38.9%	3	2	-33.3%	1.5	1.3	-11.1%
Kimball	7	10	+42.9%	6	4	-33.3%	\$270,450	\$260,000	-3.9%	5	10	+100.0%	1.3	2.7	+104.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	20	15	-25.0%	6	2	-66.7%	\$137,500	\$167,450	+21.8%	18	16	-11.1%	4.2	3.4	-19.6%
Paynesville	17	11	-35.3%	6	8	+33.3%	\$141,225	\$153,500	+8.7%	15	15	0.0%	3.2	3.1	-1.7%
Rice	26	26	0.0%	11	8	-27.3%	\$224,900	\$195,000	-13.3%	14	16	+14.3%	1.7	2.3	+36.6%
Richmond	21	15	-28.6%	12	5	-58.3%	\$185,000	\$193,000	+4.3%	30	13	-56.7%	6.1	2.0	-67.2%
Rockville	4	4	0.0%	6	1	-83.3%	\$145,496	\$236,900	+62.8%	3	1	-66.7%	2.0	0.6	-71.4%
Sartell	100	87	-13.0%	48	34	-29.2%	\$224,900	\$225,750	+0.4%	70	85	+21.4%	2.7	3.8	+40.1%
Sauk Centre	11	9	-18.2%	13	7	-46.2%	\$155,000	\$126,700	-18.3%	17	15	-11.8%	2.7	2.9	+7.5%
Sauk Rapids	67	66	-1.5%	40	41	+2.5%	\$163,250	\$200,000	+22.5%	47	35	-25.5%	2.3	1.8	-23.6%
Saint Cloud	284	274	-3.5%	201	177	-11.9%	\$136,500	\$149,950	+9.9%	256	199	-22.3%	2.8	2.3	-16.5%
Saint Joseph	37	39	+5.4%	24	16	-33.3%	\$171,822	\$197,000	+14.7%	22	34	+54.5%	2.5	3.0	+23.4%
Saint Augusta	14	17	+21.4%	9	8	-11.1%	\$235,000	\$214,950	-8.5%	10	15	+50.0%	2.8	4.3	+53.6%
Waite Park	27	21	-22.2%	16	19	+18.8%	\$140,250	\$140,000	-0.2%	24	14	-41.7%	3.8	1.7	-54.9%
Wakefield Twp	2	1	-50.0%	2	0	-100.0%	\$177,500	\$0	-100.0%	3	0	-100.0%	2.3	0.0	-100.0%