



Monthly Indicators

April 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

- 12.6% **+ 12.1%** **- 7.3%**

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.



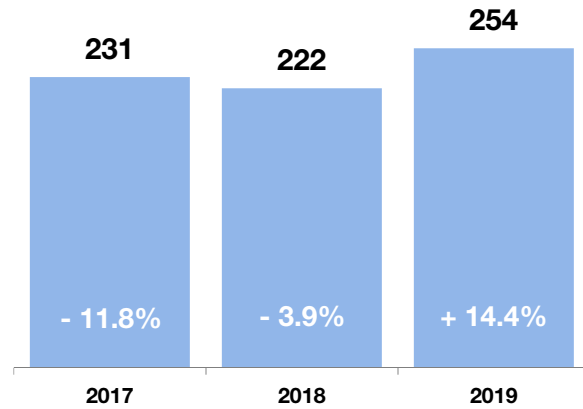
Key Metrics	Historical Sparkbars	4-2018	4-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		222	254	+ 14.4%	737	742	+ 0.7%
Pending Sales		198	211	+ 6.6%	617	566	- 8.3%
Closed Sales		159	139	- 12.6%	488	426	- 12.7%
Days on Market		56	60	+ 7.1%	67	67	0.0%
Median Sales Price		\$169,500	\$189,950	+ 12.1%	\$164,800	\$179,900	+ 9.2%
Avg. Sales Price		\$190,259	\$194,355	+ 2.2%	\$179,011	\$192,129	+ 7.3%
Pct. of Orig. Price Received		97.6%	97.1%	- 0.5%	96.2%	96.3%	+ 0.1%
Affordability Index		189	176	- 6.9%	195	185	- 5.1%
Homes for Sale		409	379	- 7.3%	--	--	--
Months Supply		2.7	2.6	- 3.7%	--	--	--

New Listings

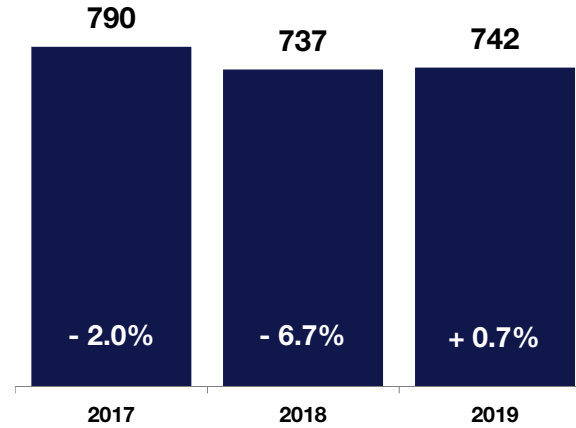
A count of the properties that have been newly listed on the market in a given month.



April

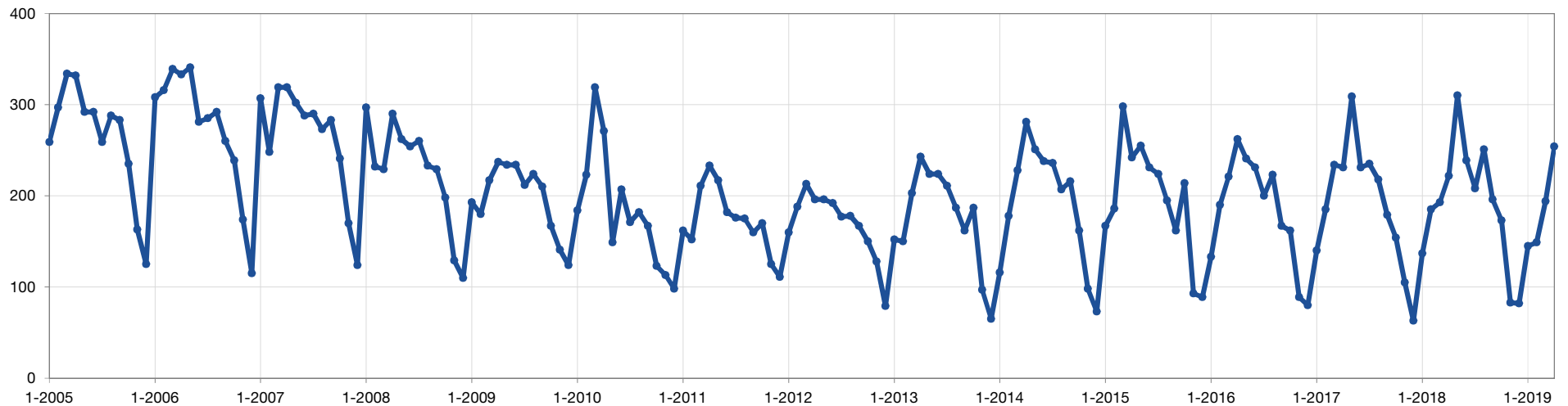


Year to Date



	New Listings	Prior Year	Percent Change
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	194	193	+0.5%
April 2019	254	222	+14.4%
12-Month Avg	190	186	+2.2%

Historical New Listings by Month

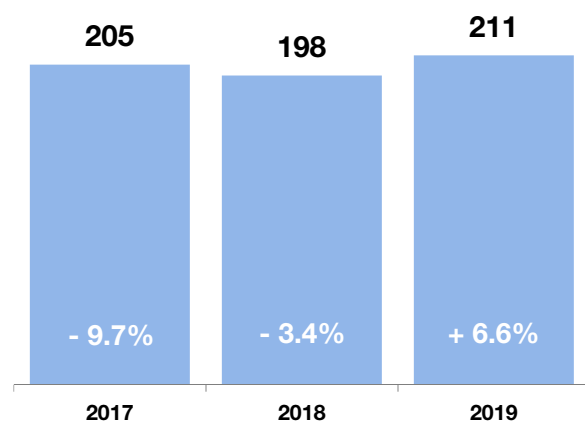


Pending Sales

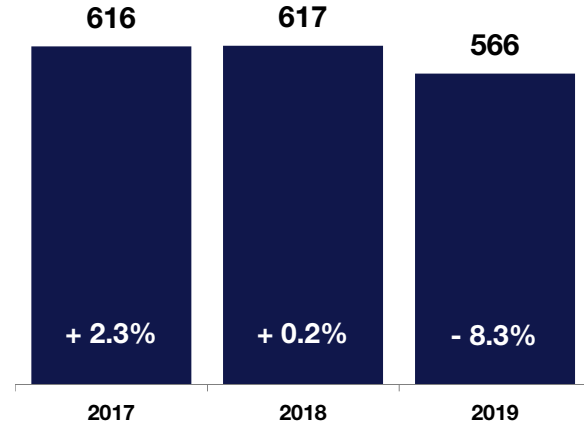
A count of the properties on which offers have been accepted in a given month.



April

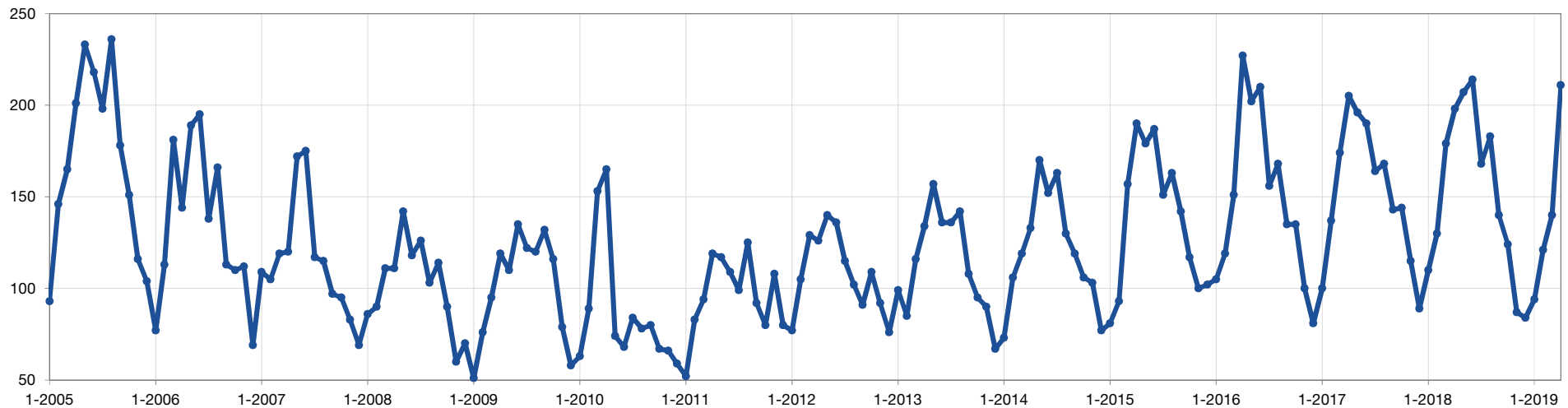


Year to Date



	Pending Sales	Prior Year	Percent Change
May 2018	207	196	+5.6%
June 2018	214	190	+12.6%
July 2018	168	164	+2.4%
August 2018	183	168	+8.9%
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	94	110	-14.5%
February 2019	121	130	-6.9%
March 2019	140	179	-21.8%
April 2019	211	198	+6.6%
12-Month Avg	148	152	-2.6%

Historical Pending Sales by Month

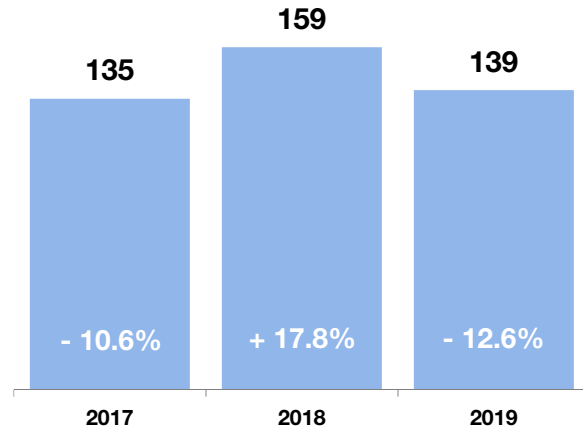


Closed Sales

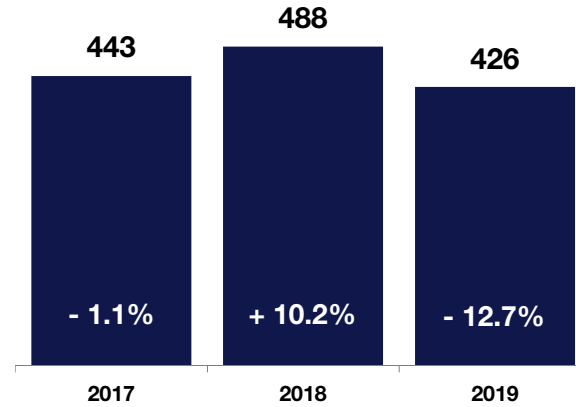
A count of the actual sales that closed in a given month.



April

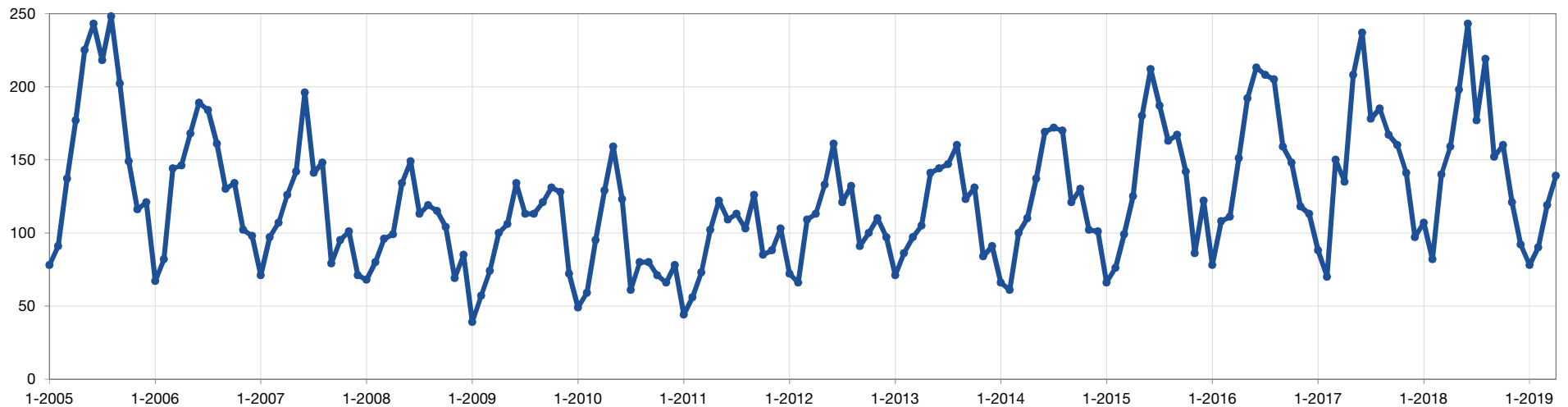


Year to Date



Closed Sales	Prior Year	Percent Change
May 2018	198	-4.8%
June 2018	243	+2.5%
July 2018	177	-0.6%
August 2018	219	+18.4%
September 2018	152	-9.0%
October 2018	160	0.0%
November 2018	121	-14.2%
December 2018	92	-5.2%
January 2019	78	-27.1%
February 2019	90	+9.8%
March 2019	119	-15.0%
April 2019	139	-12.6%
12-Month Avg	149	-3.9%

Historical Closed Sales by Month

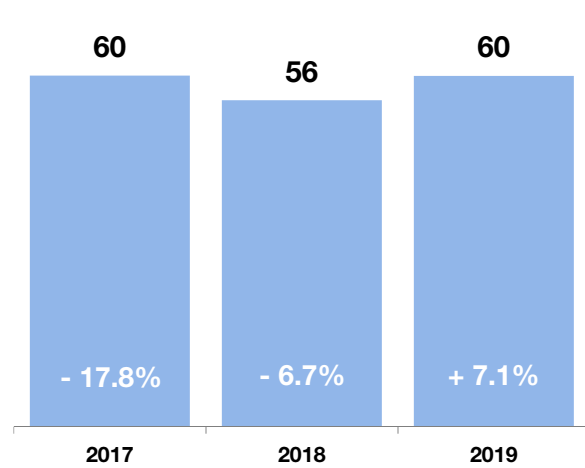


Days on Market Until Sale

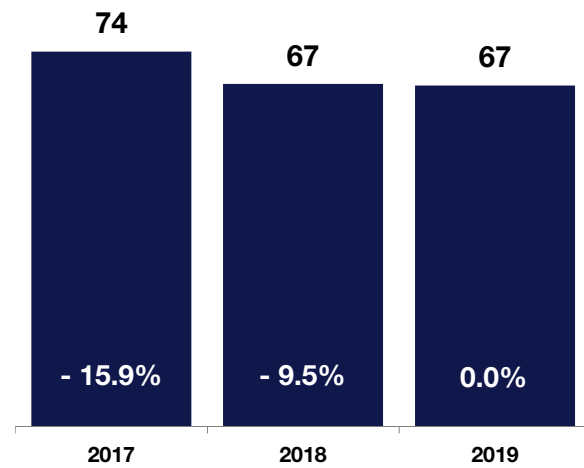
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

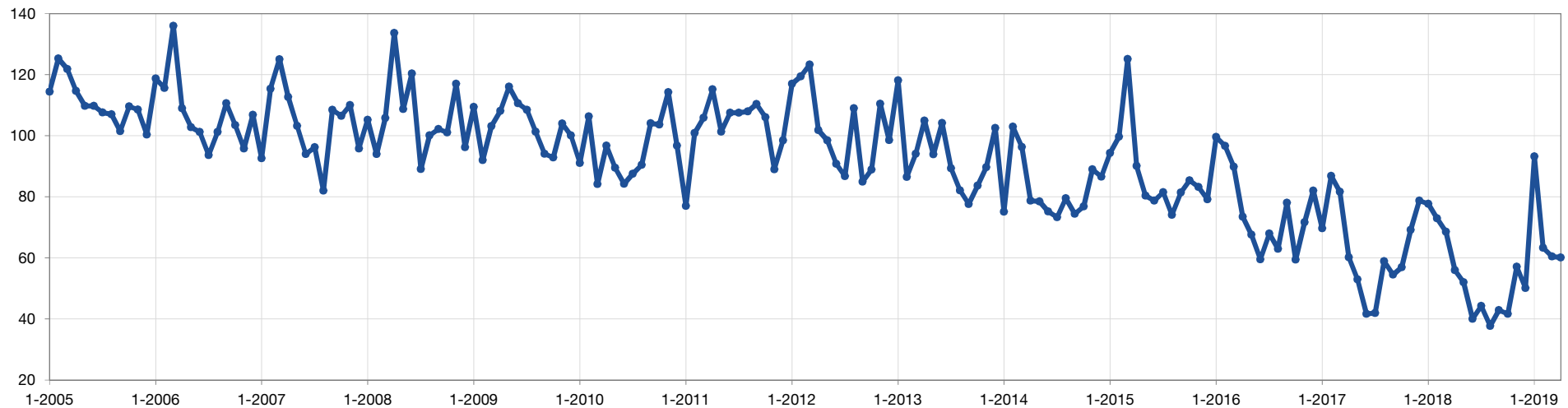


Year to Date



Days on Market	Prior Year	Percent Change	
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%
April 2019	60	56	+7.1%
12-Month Avg	54	61	-11.5%

Historical Days on Market Until Sale by Month

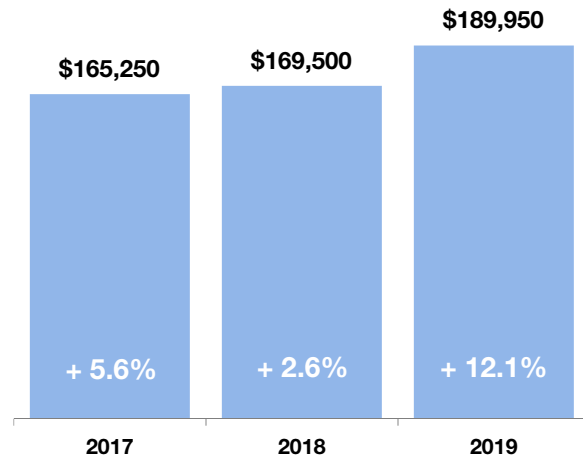


Median Sales Price

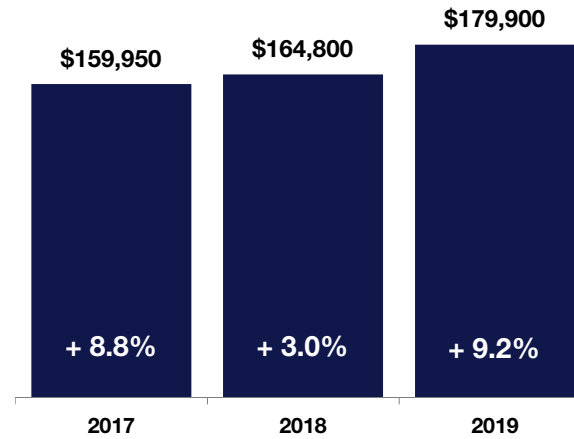
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



Median Sales Price	Prior Year	Percent Change
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%
April 2019	\$189,950	\$169,500 +12.1%
12-Month Avg	\$178,900	\$164,683 +8.6%

Historical Median Sales Price by Month

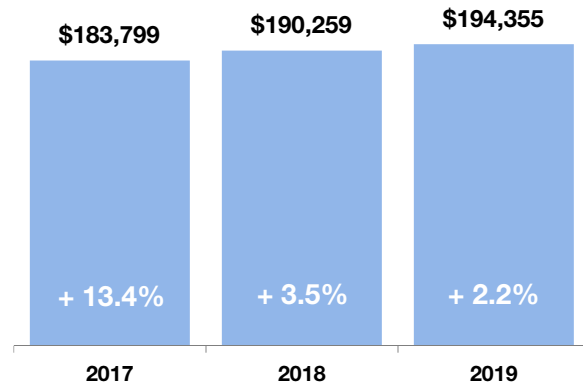


Average Sales Price

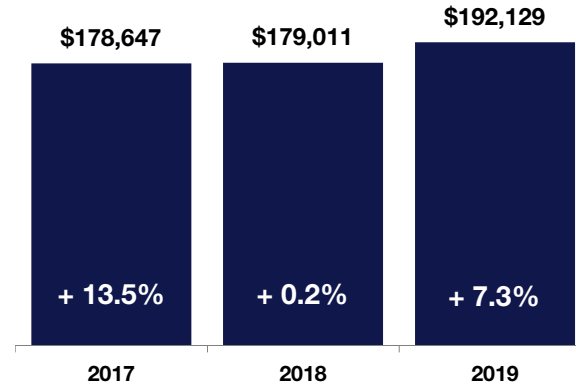
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
April 2019	\$194,355	\$190,259	+2.2%
12-Month Avg	\$195,055	\$182,321	+7.0%

Historical Average Sales Price by Month

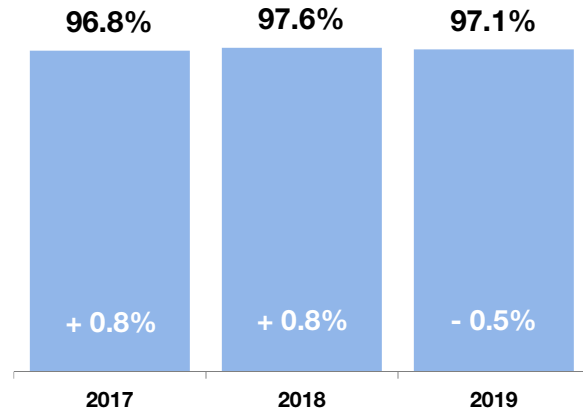


Percent of Original List Price Received

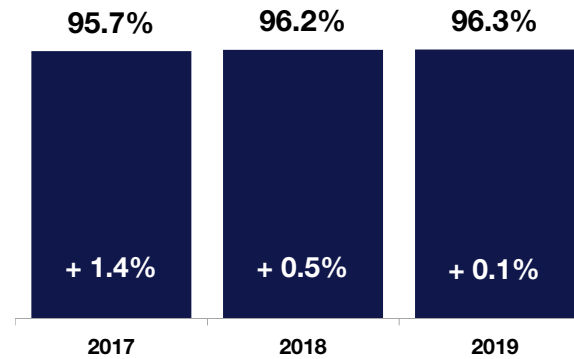


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

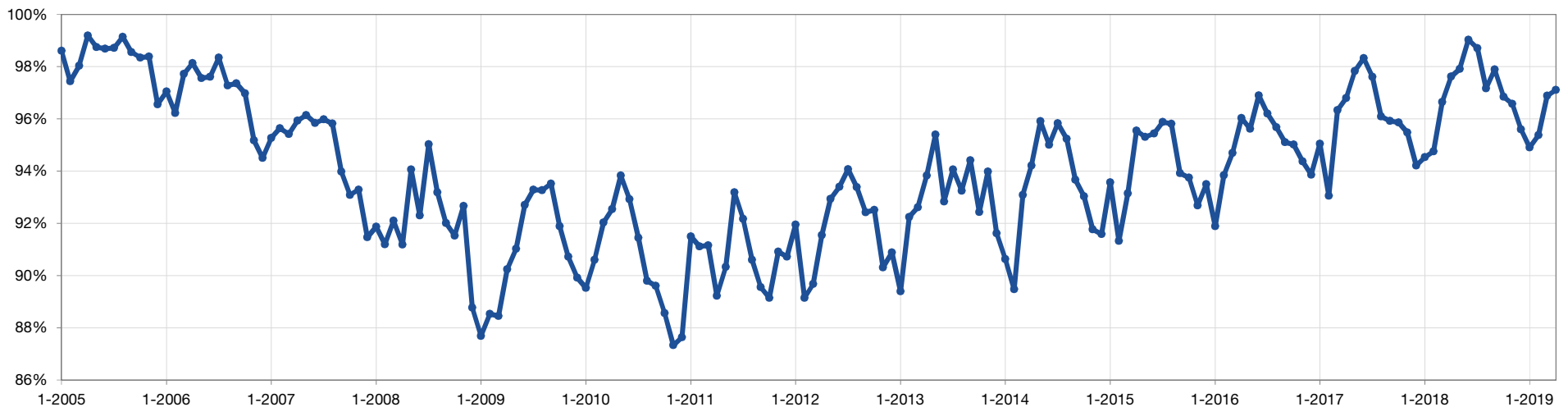


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2019	97.1%	97.6%	-0.5%
12-Month Avg	97.0%	96.2%	+0.8%

Historical Percent of Original List Price Received by Month

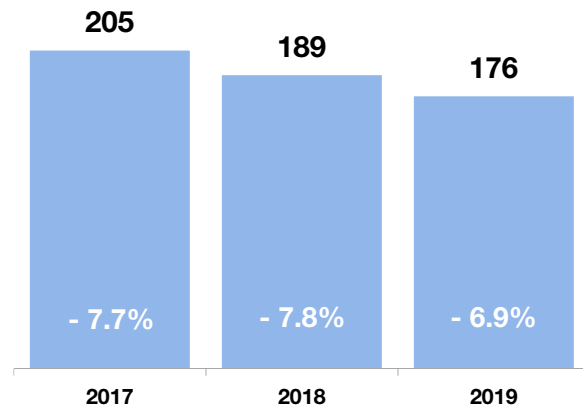


Housing Affordability Index

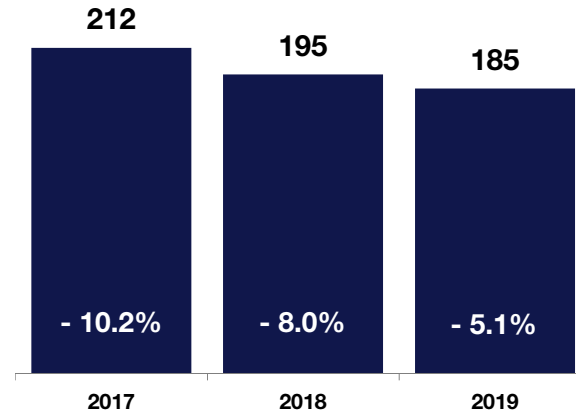


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

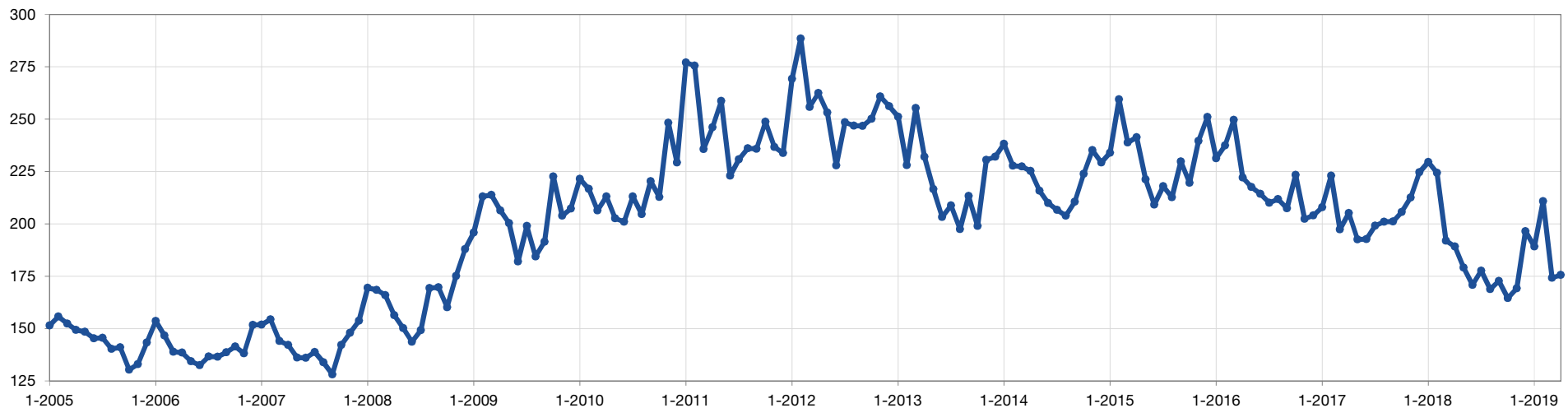


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2019	176	189	-6.9%
12-Month Avg	179	205	-12.7%

Historical Housing Affordability Index by Month

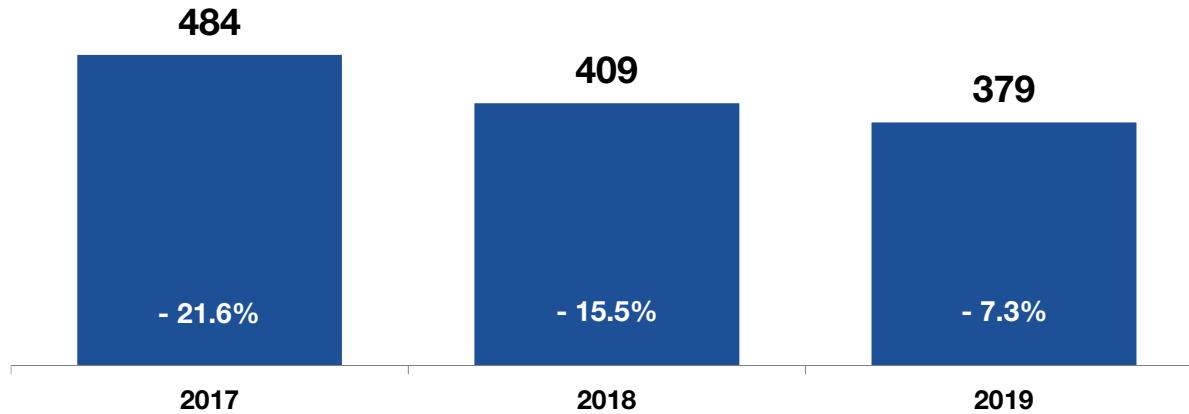


Inventory of Homes for Sale

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



April



Homes for Sale		Prior Year	Percent Change
May 2018	486	571	-14.9%
June 2018	434	584	-25.7%
July 2018	437	618	-29.3%
August 2018	465	624	-25.5%
September 2018	472	611	-22.7%
October 2018	458	559	-18.1%
November 2018	407	498	-18.3%
December 2018	363	400	-9.3%
January 2019	347	398	-12.8%
February 2019	350	419	-16.5%
March 2019	370	419	-11.7%
April 2019	379	409	-7.3%
12-Month Avg	414	509	-18.7%

Historical Inventory of Homes for Sale by Month

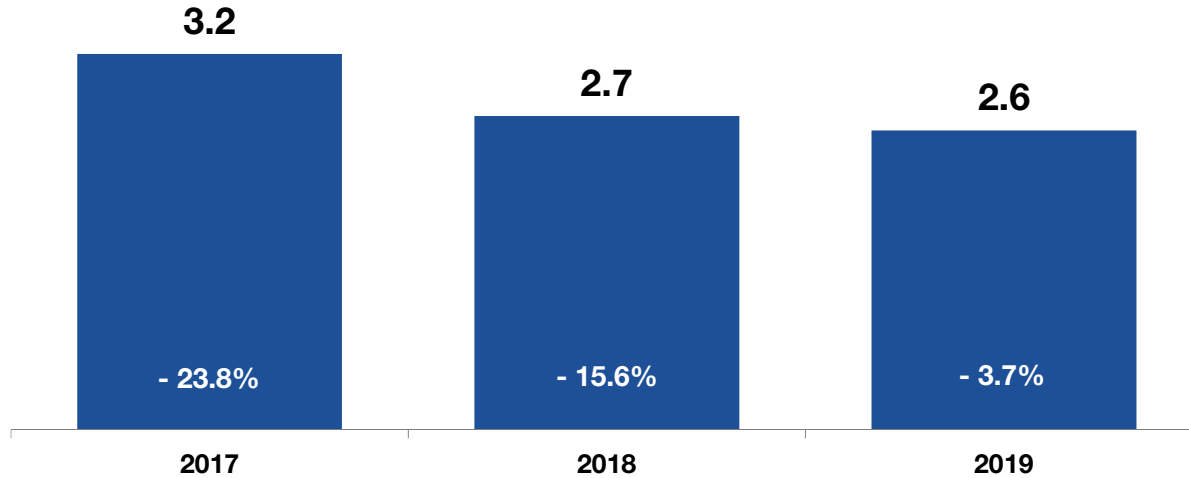


Months Supply of Inventory

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.



April



Months Supply	Prior Year	Percent Change
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%
April 2019	2.6	2.7 -3.7%
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	+ / -	4-2018	4-2019	+ / -	4-2018	4-2019	+ / -
Albany	11	17	+54.5%	11	12	+9.1%	\$203,500	\$178,400	-12.3%	5	6	+20.0%	1.1	1.3	+20.8%
Avon	11	9	-18.2%	9	8	-11.1%	\$211,200	\$200,450	-5.1%	8	6	-25.0%	2.3	1.8	-23.8%
Clearwater	33	29	-12.1%	18	19	+5.6%	\$190,650	\$206,000	+8.1%	18	13	-27.8%	3.0	1.9	-38.1%
Cold Spring	51	41	-19.6%	24	21	-12.5%	\$204,950	\$199,050	-2.9%	41	43	+4.9%	4.5	3.9	-12.6%
Eden Lake Twp	1	1	0.0%	0	0	--	\$0	\$0	--	2	2	0.0%	1.6	1.5	-6.3%
Eden Valley	8	10	+25.0%	4	3	-25.0%	\$154,450	\$186,900	+21.0%	8	4	-50.0%	4.3	1.4	-67.7%
Fair Haven Twp	0	3	--	0	1	--	\$0	\$410,000	--	2	3	+50.0%	1.5	2.4	+60.0%
Foley	34	34	0.0%	22	23	+4.5%	\$169,900	\$185,000	+8.9%	12	13	+8.3%	1.7	1.5	-9.5%
Freeport	8	6	-25.0%	4	4	0.0%	\$188,750	\$194,500	+3.0%	5	2	-60.0%	2.9	1.3	-55.3%
Holdingford	6	10	+66.7%	4	8	+100.0%	\$129,325	\$159,000	+22.9%	4	3	-25.0%	2.1	1.7	-21.9%
Kimball	14	14	0.0%	8	9	+12.5%	\$358,000	\$260,000	-27.4%	7	10	+42.9%	1.8	2.8	+52.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	26	27	+3.8%	11	5	-54.5%	\$147,000	\$159,900	+8.8%	23	19	-17.4%	5.6	3.5	-37.5%
Paynesville	32	18	-43.8%	10	11	+10.0%	\$155,500	\$144,000	-7.4%	20	15	-25.0%	4.1	3.2	-21.0%
Rice	39	39	0.0%	18	17	-5.6%	\$179,950	\$200,000	+11.1%	17	17	0.0%	2.3	2.5	+11.1%
Richmond	36	32	-11.1%	12	10	-16.7%	\$185,000	\$190,915	+3.2%	34	25	-26.5%	6.6	4.0	-39.2%
Rockville	6	5	-16.7%	6	4	-33.3%	\$145,496	\$237,450	+63.2%	3	1	-66.7%	1.8	0.6	-66.7%
Sartell	137	134	-2.2%	71	60	-15.5%	\$233,000	\$216,000	-7.3%	73	88	+20.5%	3.0	3.9	+30.3%
Sauk Centre	16	20	+25.0%	18	12	-33.3%	\$175,575	\$146,000	-16.8%	21	20	-4.8%	3.3	3.9	+20.7%
Sauk Rapids	94	95	+1.1%	63	54	-14.3%	\$174,900	\$206,150	+17.9%	39	32	-17.9%	1.9	1.6	-13.1%
Saint Cloud	417	424	+1.7%	302	261	-13.6%	\$139,000	\$154,125	+10.9%	254	214	-15.7%	2.8	2.5	-10.9%
Saint Joseph	52	52	0.0%	28	24	-14.3%	\$174,872	\$197,000	+12.7%	25	29	+16.0%	2.9	2.6	-9.8%
Saint Augusta	18	24	+33.3%	14	10	-28.6%	\$242,500	\$214,950	-11.4%	10	16	+60.0%	2.9	4.5	+56.3%
Waite Park	37	37	0.0%	24	27	+12.5%	\$145,500	\$149,900	+3.0%	18	16	-11.1%	2.7	2.0	-23.4%
Wakefield Twp	2	2	0.0%	2	0	-100.0%	\$177,500	\$0	-100.0%	2	1	-50.0%	1.5	0.8	-44.4%