

# Monthly Indicators

## July 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

**+ 27.1%**    **+ 10.4%**    **+ 3.7%**

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.



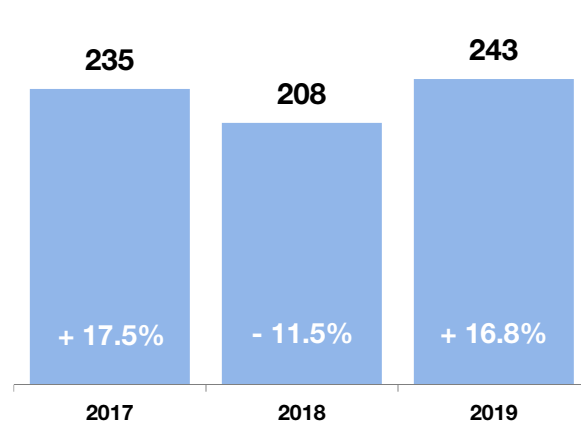
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		208	<b>243</b>	+ 16.8%	1,494	<b>1,539</b>	+ 3.0%
<b>Pending Sales</b>		168	<b>175</b>	+ 4.2%	1,206	<b>1,196</b>	- 0.8%
<b>Closed Sales</b>		177	<b>225</b>	+ 27.1%	1,106	<b>1,067</b>	- 3.5%
<b>Days on Market</b>		44	<b>40</b>	- 9.1%	55	<b>54</b>	- 1.8%
<b>Median Sales Price</b>		\$182,000	<b>\$201,000</b>	+ 10.4%	\$175,000	<b>\$191,000</b>	+ 9.1%
<b>Avg. Sales Price</b>		\$205,476	<b>\$216,012</b>	+ 5.1%	\$192,938	<b>\$206,695</b>	+ 7.1%
<b>Pct. of Orig. Price Received</b>		98.7%	<b>97.9%</b>	- 0.8%	97.5%	<b>97.4%</b>	- 0.1%
<b>Affordability Index</b>		178	<b>170</b>	- 4.5%	185	<b>178</b>	- 3.8%
<b>Homes for Sale</b>		437	<b>453</b>	+ 3.7%	--	--	--
<b>Months Supply</b>		2.8	<b>3.0</b>	+ 7.1%	--	--	--

# New Listings

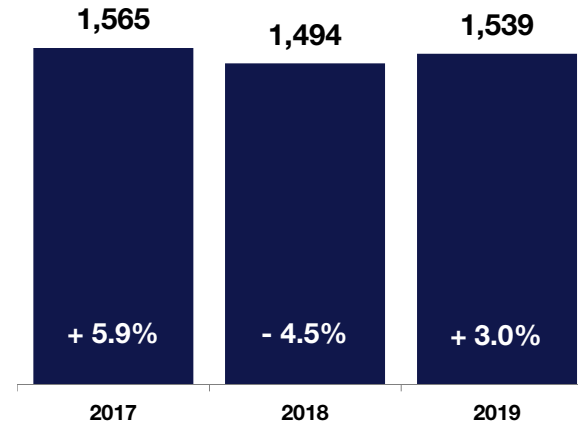
A count of the properties that have been newly listed on the market in a given month.



## July

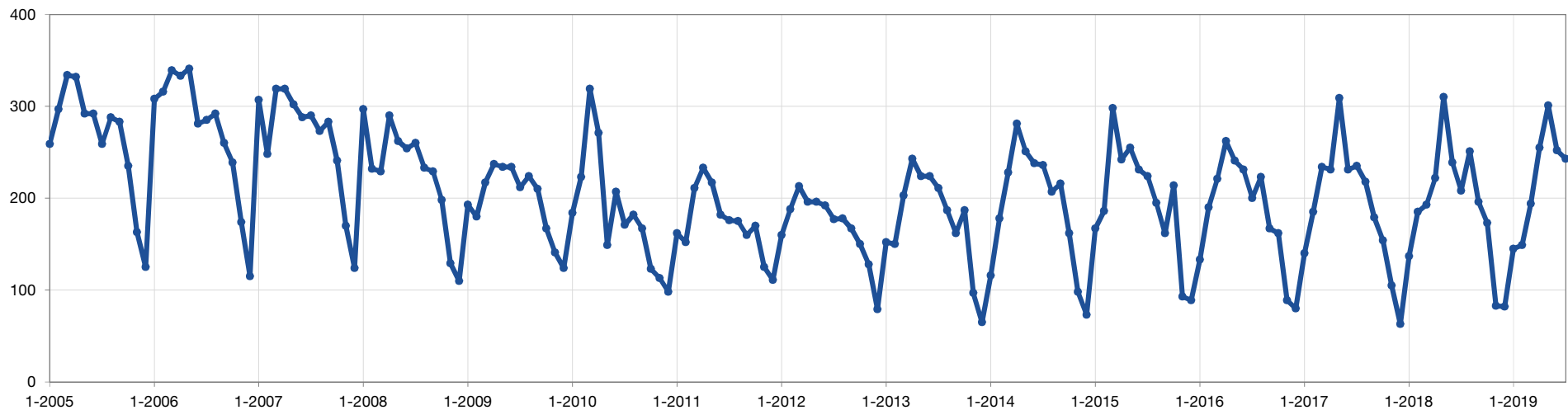


## Year to Date



	New Listings	Prior Year	Percent Change
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	255	222	+14.9%
May 2019	301	310	-2.9%
June 2019	252	239	+5.4%
<b>July 2019</b>	<b>243</b>	<b>208</b>	<b>+16.8%</b>
12-Month Avg	194	184	+5.4%

## Historical New Listings by Month

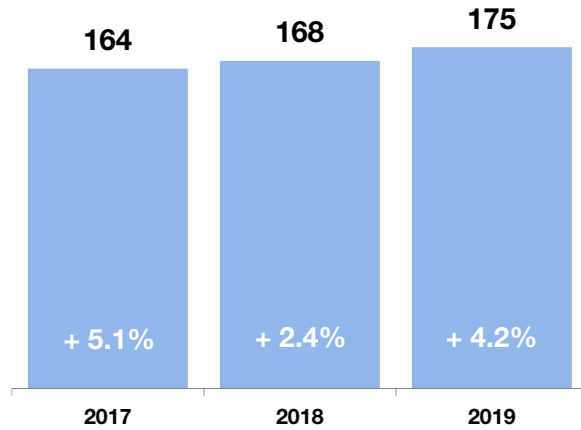


# Pending Sales

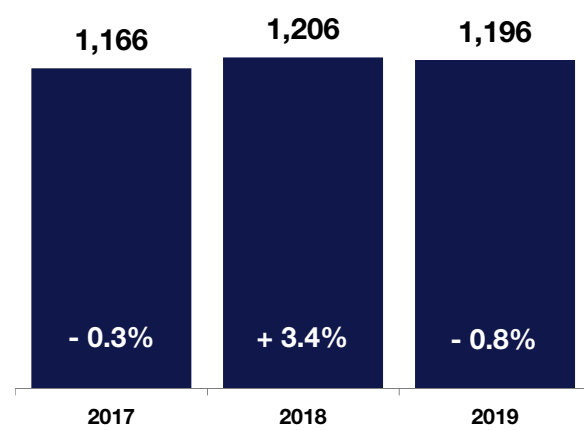
A count of the properties on which offers have been accepted in a given month.



## July



## Year to Date



	Pending Sales	Prior Year	Percent Change
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	215	198	+8.6%
May 2019	223	207	+7.7%
June 2019	228	214	+6.5%
<b>July 2019</b>	<b>175</b>	<b>168</b>	<b>+4.2%</b>
12-Month Avg	151	155	-2.6%

## Historical Pending Sales by Month

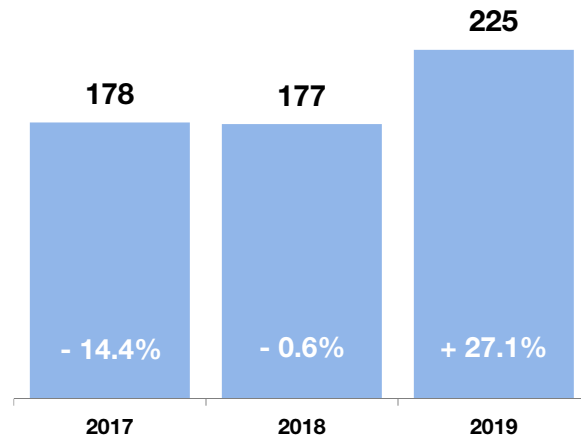


# Closed Sales

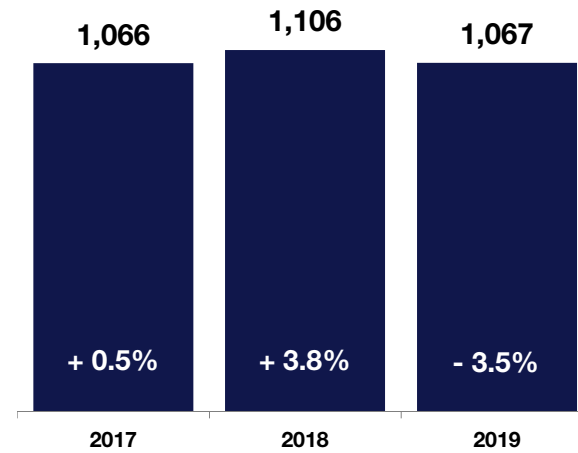
A count of the actual sales that closed in a given month.



## July

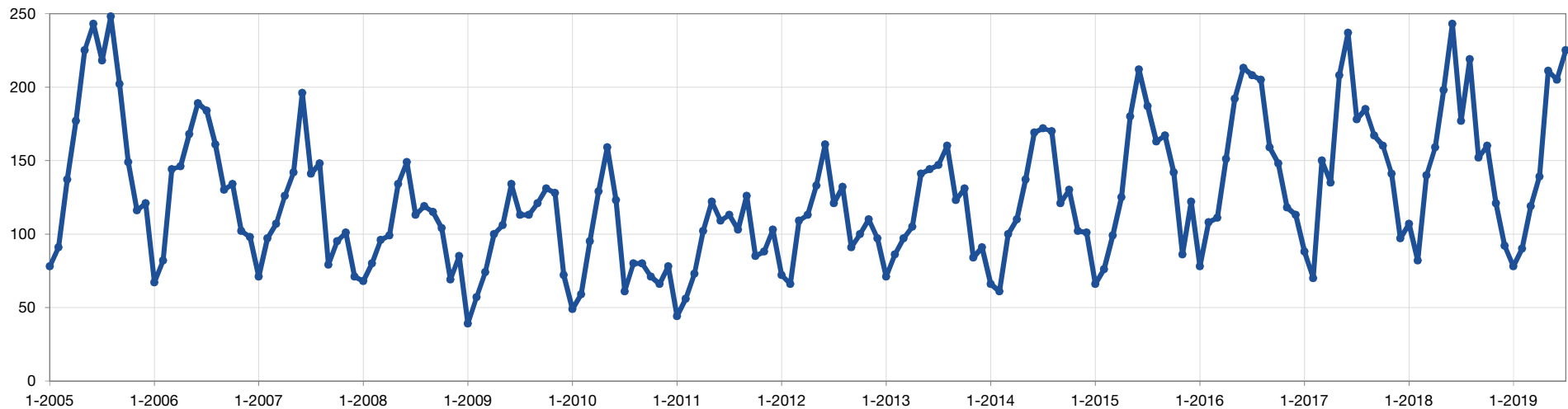


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	90	82	+9.8%
March 2019	119	140	-15.0%
April 2019	139	159	-12.6%
May 2019	211	198	+6.6%
June 2019	205	243	-15.6%
<b>July 2019</b>	<b>225</b>	<b>177</b>	<b>+27.1%</b>
12-Month Avg	151	155	-2.6%

## Historical Closed Sales by Month

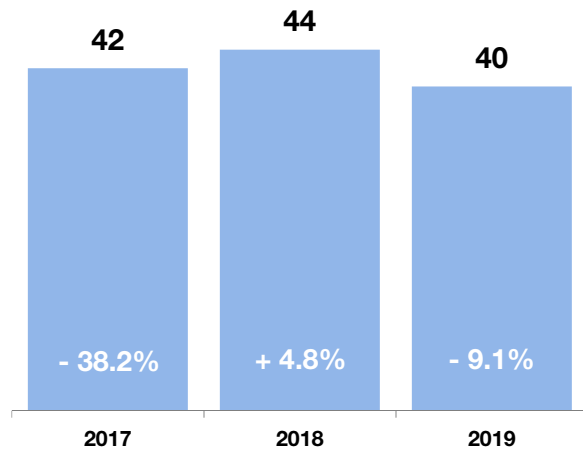


# Days on Market Until Sale

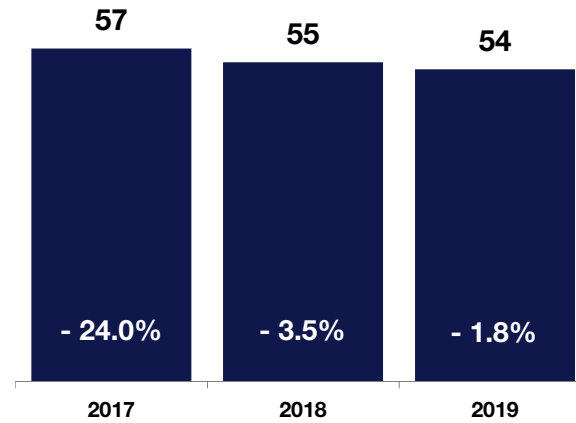
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

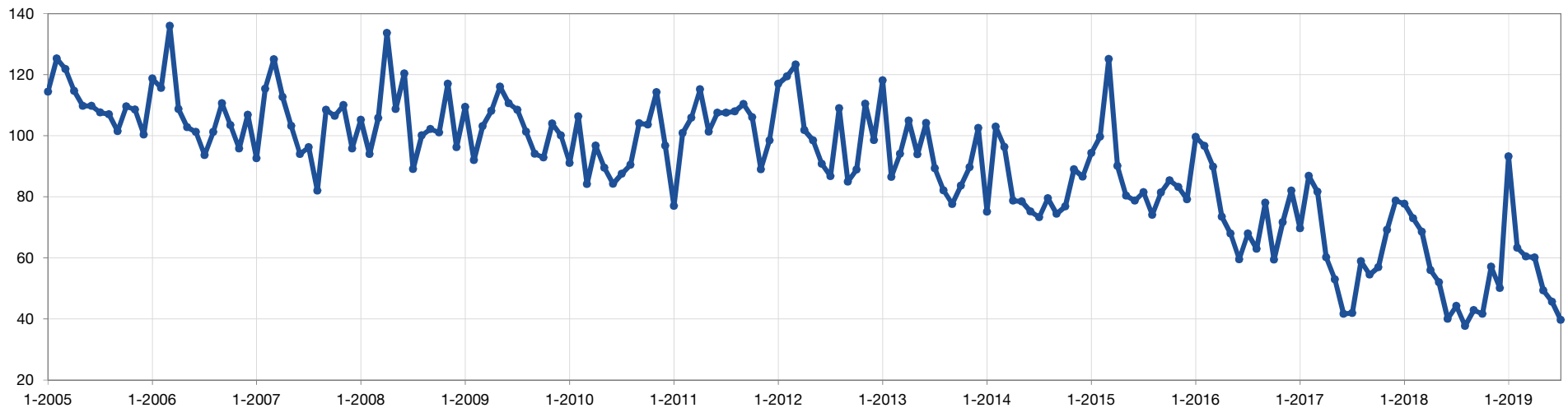


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
May 2019	49	52	-5.8%
June 2019	46	40	+15.0%
<b>July 2019</b>	<b>40</b>	<b>44</b>	<b>-9.1%</b>
12-Month Avg	53	61	-13.1%

## Historical Days on Market Until Sale by Month

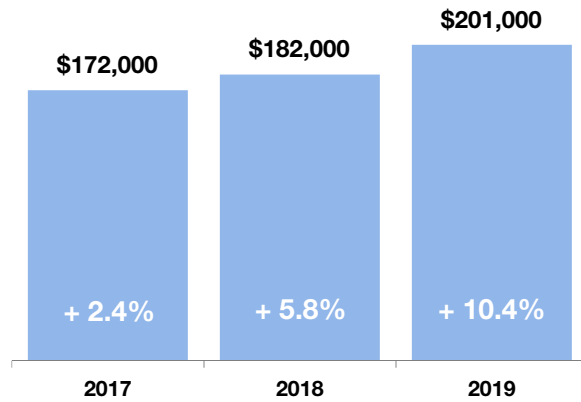


# Median Sales Price

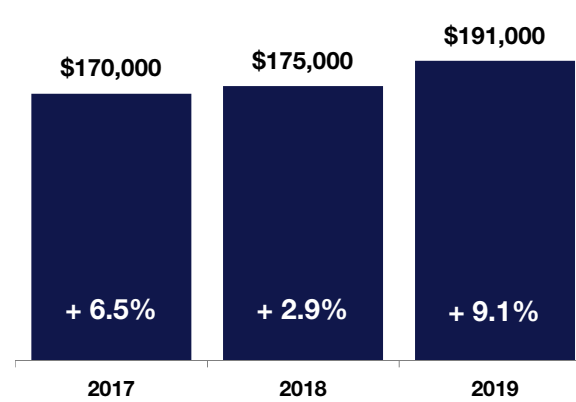
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
May 2019	\$193,950	\$179,000	+8.4%
June 2019	\$202,450	\$189,000	+7.1%
<b>July 2019</b>	<b>\$201,000</b>	<b>\$182,000</b>	<b>+10.4%</b>
12-Month Avg	\$182,850	\$166,621	+9.7%

## Historical Median Sales Price by Month

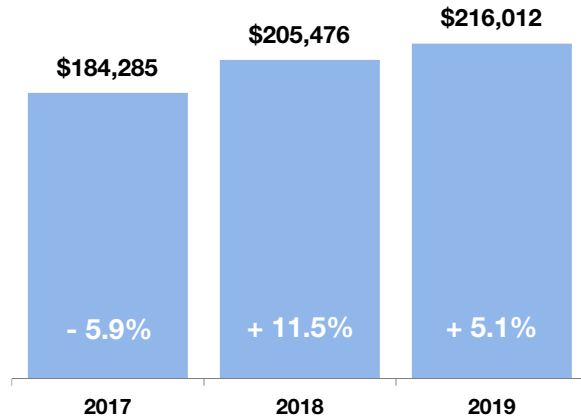


# Average Sales Price

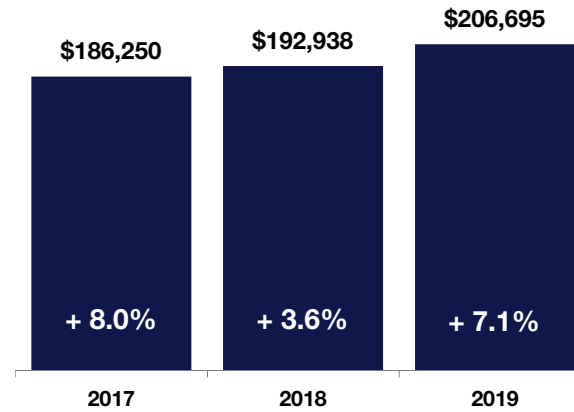
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
May 2019	\$208,803	\$194,801	+7.2%
June 2019	\$224,496	\$210,386	+6.7%
<b>July 2019</b>	<b>\$216,012</b>	<b>\$205,476</b>	<b>+5.1%</b>
12-Month Avg	\$198,276	\$185,398	+6.9%

## Historical Average Sales Price by Month



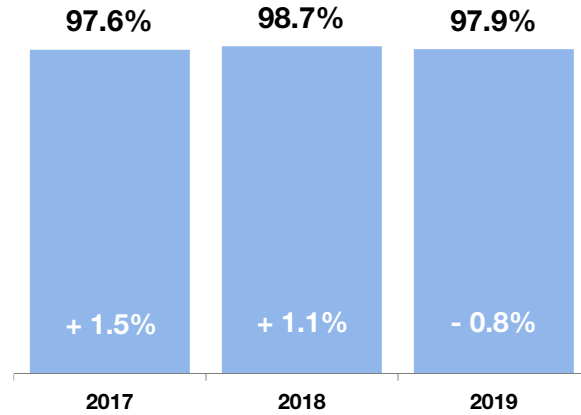


# Percent of Original List Price Received

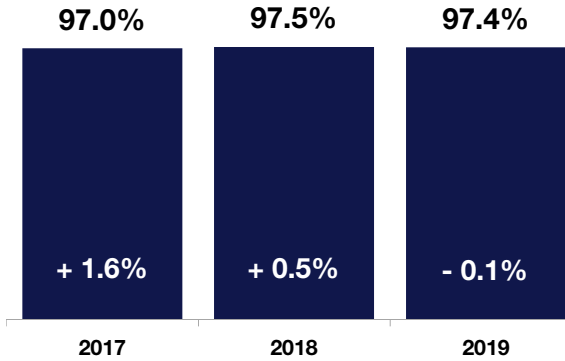


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## July

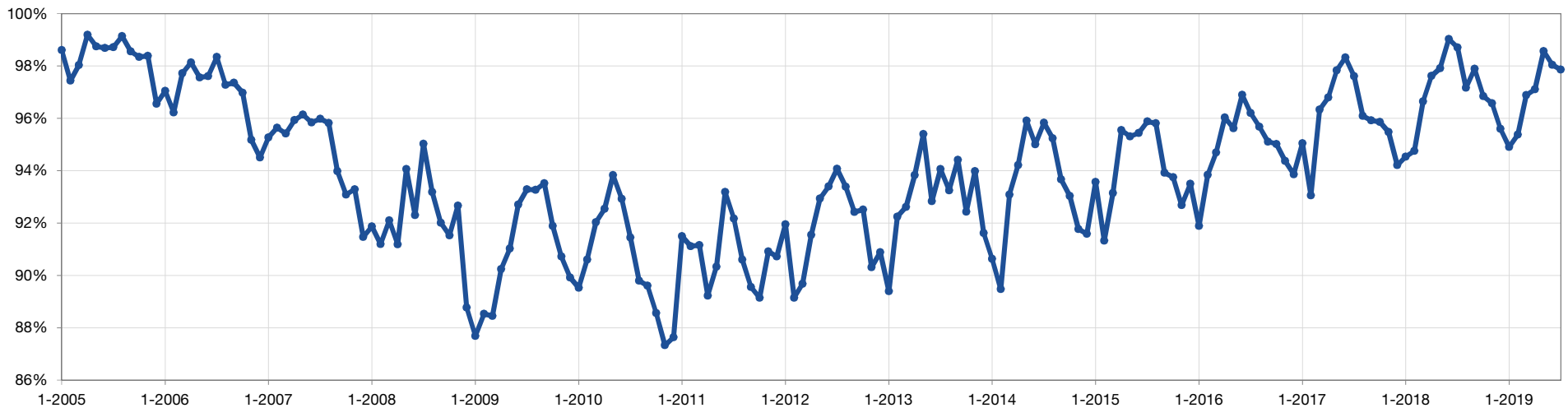


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2019	98.6%	97.9%	+0.7%
June 2019	98.0%	99.0%	-1.0%
<b>July 2019</b>	<b>97.9%</b>	<b>98.7%</b>	<b>-0.8%</b>
12-Month Avg	96.9%	96.4%	+0.5%

## Historical Percent of Original List Price Received by Month

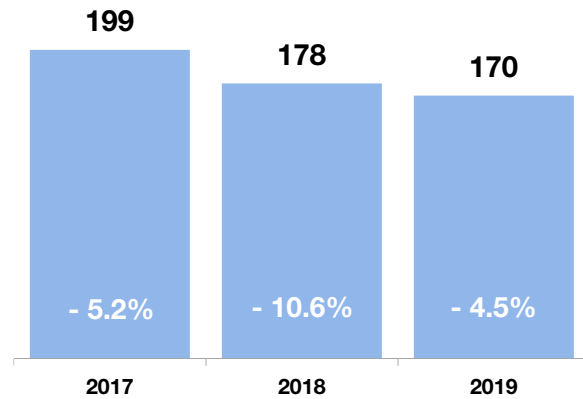


# Housing Affordability Index

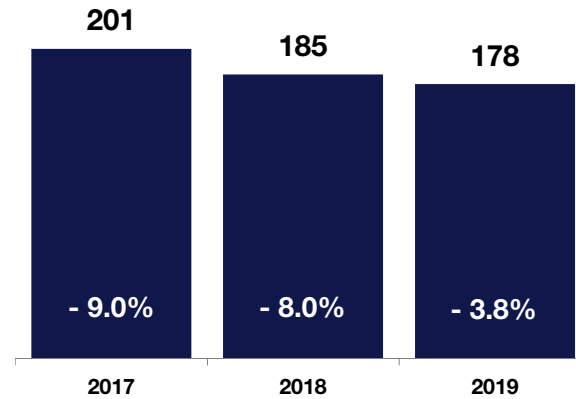


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## July



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
May 2019	172	179	-3.9%
June 2019	165	171	-3.5%
<b>July 2019</b>	<b>170</b>	<b>178</b>	<b>-4.5%</b>
12-Month Avg	177	201	-11.9%

## Historical Housing Affordability Index by Month

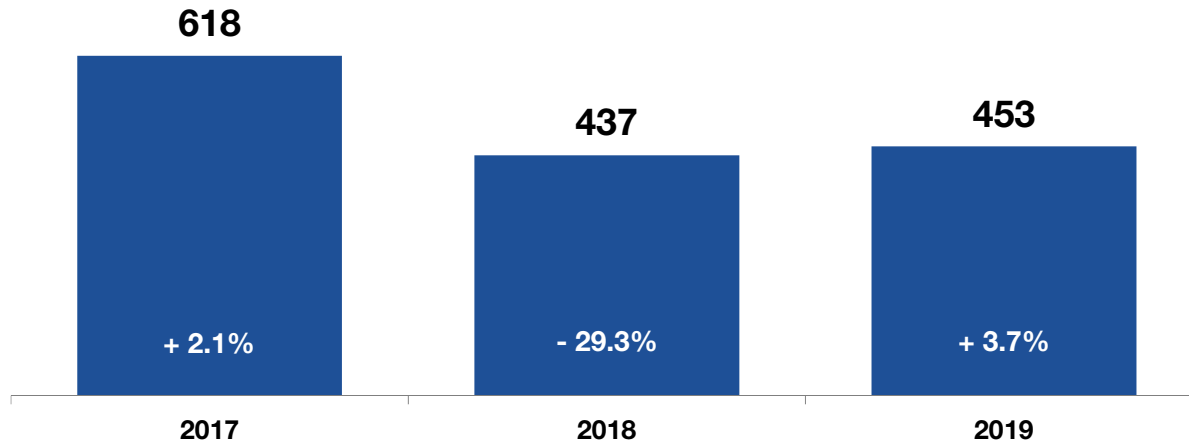


# Inventory of Homes for Sale

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



## July



Homes for Sale		Prior Year	Percent Change
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	351	398	-11.8%
February 2019	355	419	-15.3%
March 2019	378	419	-9.8%
April 2019	391	409	-4.4%
May 2019	434	486	-10.7%
June 2019	425	434	-2.1%
<b>July 2019</b>	<b>453</b>	<b>437</b>	<b>+3.7%</b>
12-Month Avg	413	475	-13.1%

## Historical Inventory of Homes for Sale by Month

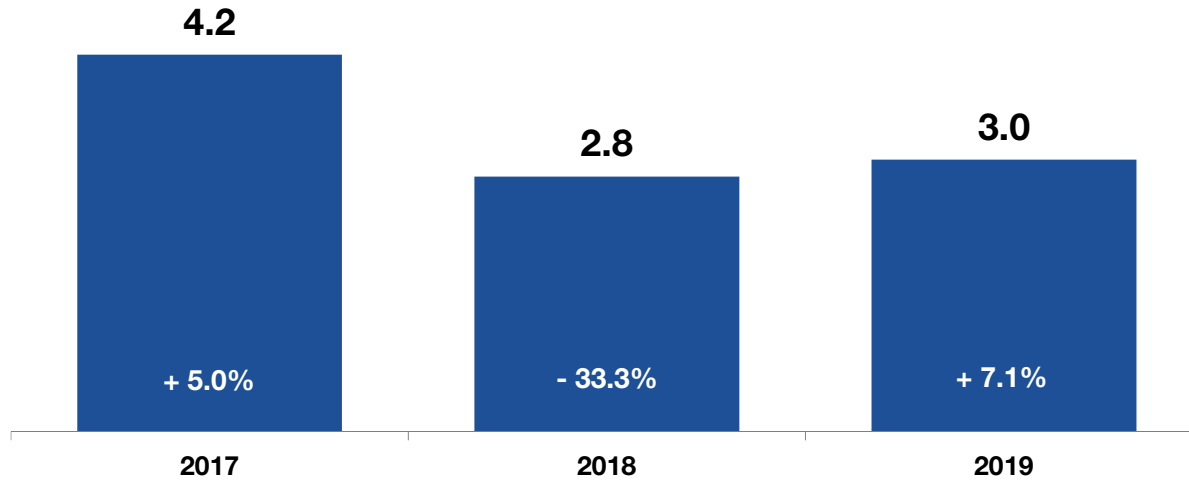


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
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	2.4	2.8	-14.3%
March 2019	2.6	2.7	-3.7%
April 2019	2.6	2.7	-3.7%
May 2019	2.9	3.2	-9.4%
June 2019	2.8	2.8	0.0%
<b>July 2019</b>	<b>3.0</b>	<b>2.8</b>	<b>+7.1%</b>
12-Month Avg	2.7	3.1	-12.9%

## 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	+ / -	7-2018	7-2019	+ / -	7-2018	7-2019	+ / -
Albany	31	34	+9.7%	24	29	+20.8%	\$170,000	\$181,000	+6.5%	8	10	+25.0%	1.8	2.4	+32.4%
Avon	31	22	-29.0%	22	17	-22.7%	\$208,535	\$184,000	-11.8%	13	8	-38.5%	4.2	2.8	-34.8%
Clearwater	66	61	-7.6%	48	48	0.0%	\$216,445	\$208,500	-3.7%	19	16	-15.8%	3.1	2.3	-26.7%
Cold Spring	117	90	-23.1%	61	68	+11.5%	\$227,250	\$222,000	-2.3%	49	37	-24.5%	4.7	3.5	-25.7%
Eden Lake Twp	6	7	+16.7%	2	6	+200.0%	\$187,950	\$209,900	+11.7%	3	2	-33.3%	2.4	1.1	-52.4%
Eden Valley	14	20	+42.9%	7	18	+157.1%	\$164,000	\$149,950	-8.6%	8	2	-75.0%	4.6	0.6	-87.1%
Fair Haven Twp	2	6	+200.0%	4	3	-25.0%	\$309,950	\$410,000	+32.3%	2	2	0.0%	1.5	1.6	+6.7%
Foley	81	81	0.0%	53	50	-5.7%	\$173,450	\$197,250	+13.7%	20	30	+50.0%	2.7	3.8	+42.0%
Freeport	16	10	-37.5%	7	8	+14.3%	\$178,000	\$199,000	+11.8%	5	2	-60.0%	3.2	1.4	-57.5%
Holdingford	12	16	+33.3%	9	14	+55.6%	\$176,000	\$146,000	-17.0%	5	4	-20.0%	2.9	2.0	-31.4%
Kimball	38	32	-15.8%	23	18	-21.7%	\$182,500	\$211,949	+16.1%	15	12	-20.0%	4.3	3.3	-23.6%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	50	58	+16.0%	36	28	-22.2%	\$147,500	\$162,400	+10.1%	20	29	+45.0%	4.1	6.2	+49.1%
Paynesville	53	55	+3.8%	35	31	-11.4%	\$150,000	\$160,000	+6.7%	18	29	+61.1%	3.4	6.6	+94.5%
Rice	81	91	+12.3%	45	51	+13.3%	\$206,000	\$201,886	-2.0%	25	33	+32.0%	3.3	4.7	+43.0%
Richmond	74	74	0.0%	38	38	0.0%	\$238,795	\$231,500	-3.1%	40	37	-7.5%	7.3	6.0	-17.5%
Rockville	13	18	+38.5%	11	10	-9.1%	\$170,098	\$237,450	+39.6%	5	6	+20.0%	2.8	3.4	+21.9%
Sartell	256	269	+5.1%	174	180	+3.4%	\$235,000	\$238,450	+1.5%	89	85	-4.5%	4.0	3.4	-16.1%
Sauk Centre	49	54	+10.2%	27	32	+18.5%	\$196,000	\$168,400	-14.1%	29	27	-6.9%	4.9	4.6	-5.4%
Sauk Rapids	183	202	+10.4%	141	143	+1.4%	\$189,900	\$205,000	+8.0%	50	55	+10.0%	2.4	2.7	+13.6%
Saint Cloud	871	891	+2.3%	653	621	-4.9%	\$154,000	\$167,000	+8.4%	252	267	+6.0%	2.7	3.1	+15.4%
Saint Joseph	117	104	-11.1%	81	63	-22.2%	\$189,900	\$209,950	+10.6%	29	24	-17.2%	2.8	2.3	-18.5%
Saint Augusta	39	44	+12.8%	27	24	-11.1%	\$254,000	\$250,000	-1.6%	13	24	+84.6%	3.5	8.0	+125.6%
Waite Park	67	73	+9.0%	57	60	+5.3%	\$146,000	\$169,000	+15.8%	17	22	+29.4%	2.4	2.7	+14.7%
Wakefield Twp	6	2	-66.7%	3	3	0.0%	\$235,000	\$270,000	+14.9%	4	0	-100.0%	3.0	0.0	-100.0%