

Monthly Indicators

September 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

- 2.6% **+ 2.3%** **- 0.8%**

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	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



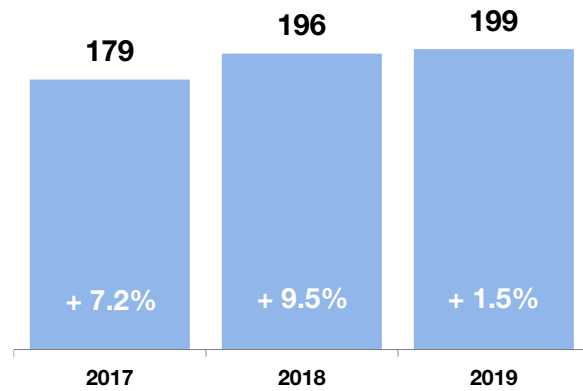
Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		196	199	+ 1.5%	1,941	1,953	+ 0.6%
Pending Sales		140	144	+ 2.9%	1,529	1,508	- 1.4%
Closed Sales		152	148	- 2.6%	1,477	1,429	- 3.2%
Days on Market		43	46	+ 7.0%	51	52	+ 2.0%
Median Sales Price		\$179,500	\$183,700	+ 2.3%	\$175,850	\$194,000	+ 10.3%
Avg. Sales Price		\$192,116	\$211,674	+ 10.2%	\$194,816	\$208,767	+ 7.2%
Pct. of Orig. Price Received		97.9%	97.2%	- 0.7%	97.5%	97.4%	- 0.1%
Affordability Index		173	192	+ 11.0%	176	181	+ 2.8%
Homes for Sale		472	468	- 0.8%	--	--	--
Months Supply		3.0	3.1	+ 3.3%	--	--	--

New Listings

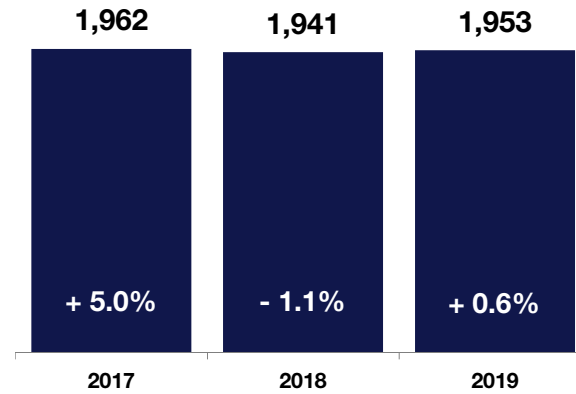
A count of the properties that have been newly listed on the market in a given month.



September

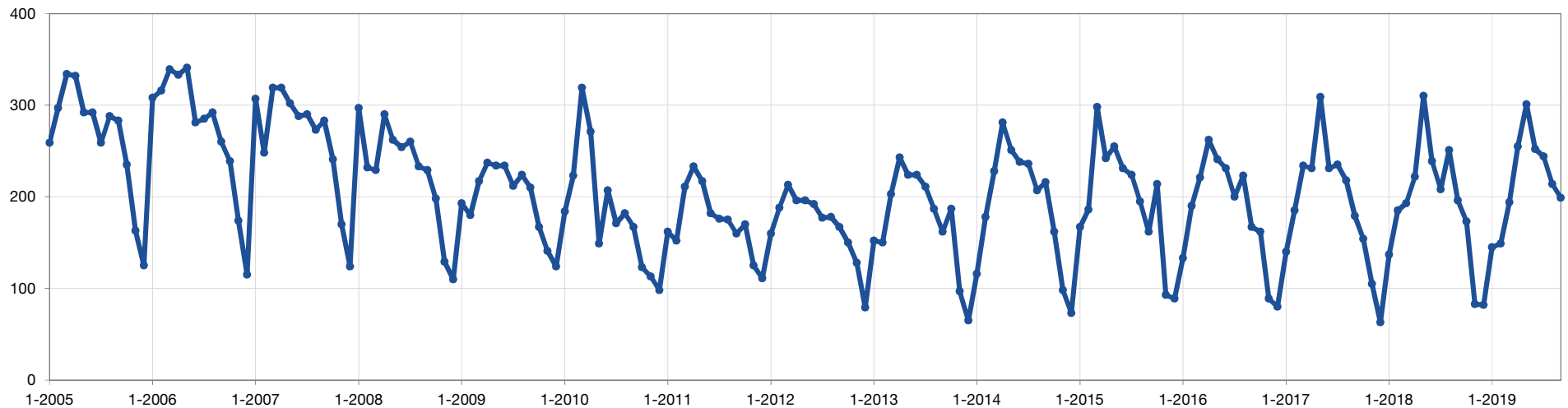


Year to Date



	New Listings	Prior Year	Percent Change
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%
July 2019	244	208	+17.3%
August 2019	214	251	-14.7%
September 2019	199	196	+1.5%
12-Month Avg	191	189	+1.1%

Historical New Listings by Month

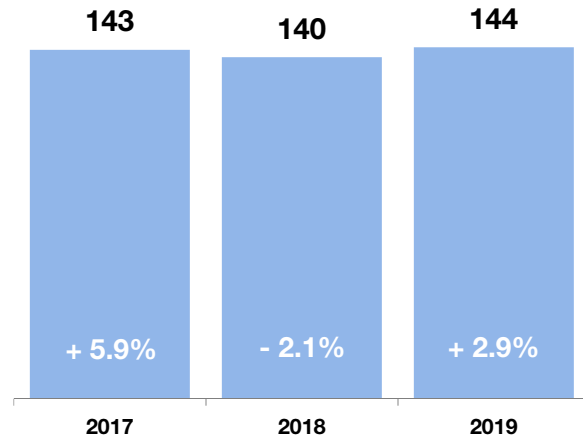


Pending Sales

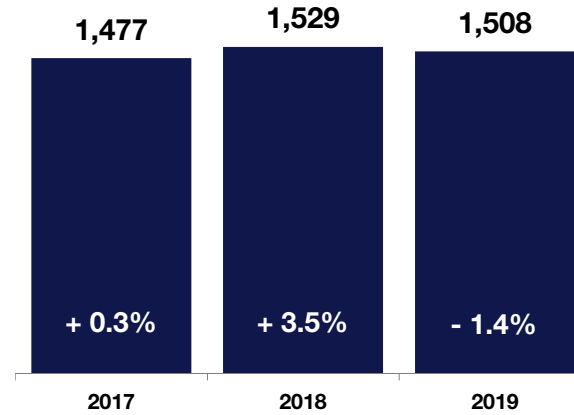
A count of the properties on which offers have been accepted in a given month.



September



Year to Date



	Pending Sales	Prior Year	Percent Change
October 2018	124	144	-13.9%
November 2018	88	115	-23.5%
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	226	214	+5.6%
July 2019	175	168	+4.2%
August 2019	170	183	-7.1%
September 2019	144	140	+2.9%
12-Month Avg	150	156	-3.8%

Historical Pending Sales by Month

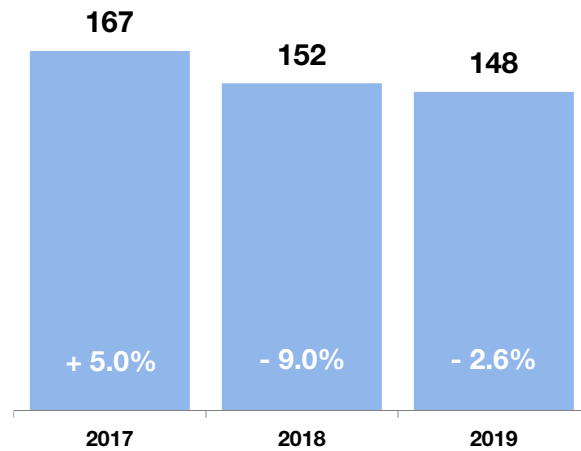


Closed Sales

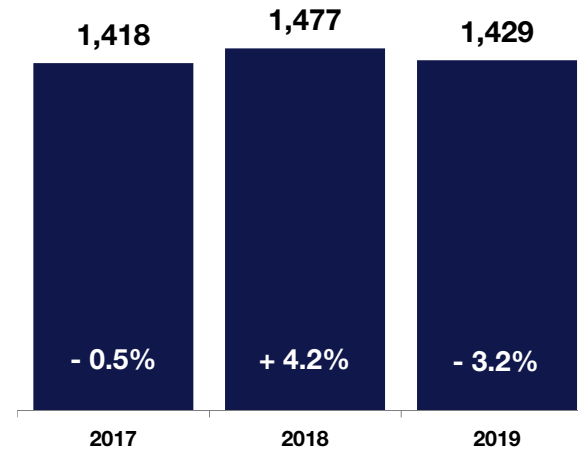
A count of the actual sales that closed in a given month.



September

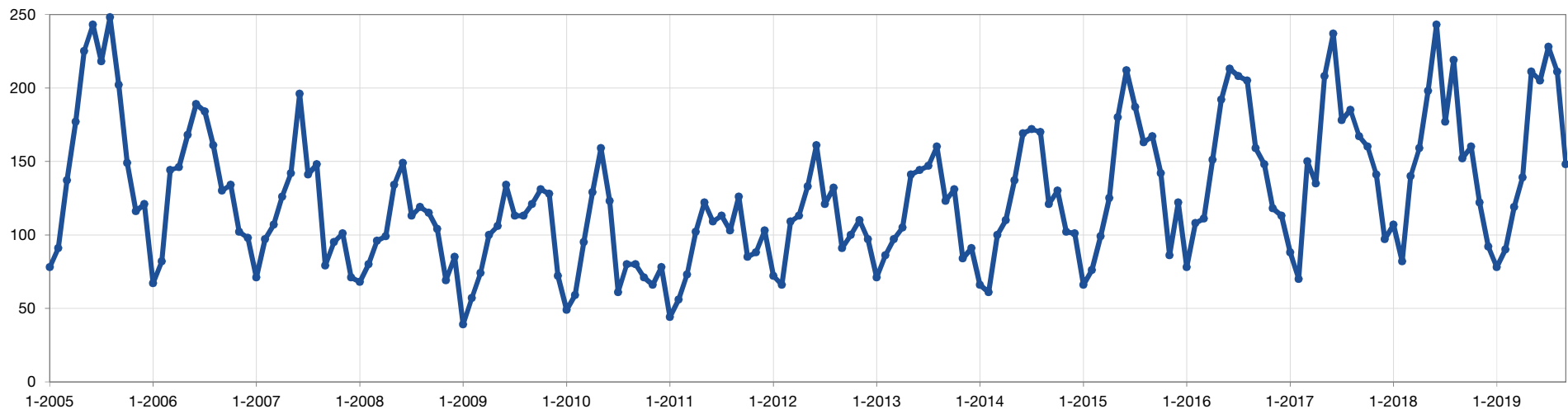


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2018	160	160	0.0%
November 2018	122	141	-13.5%
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%
July 2019	228	177	+28.8%
August 2019	211	219	-3.7%
September 2019	148	152	-2.6%
12-Month Avg	150	156	-3.8%

Historical Closed Sales by Month

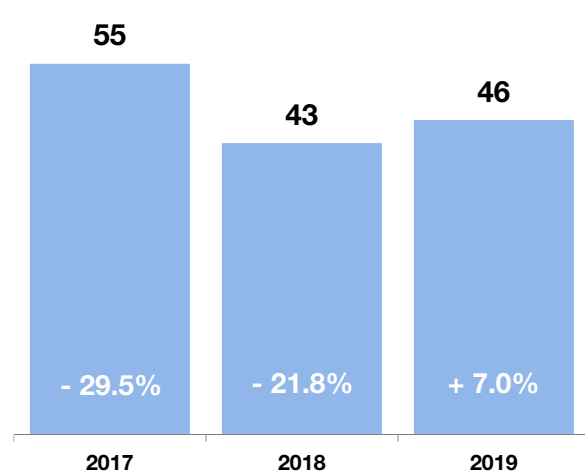


Days on Market Until Sale

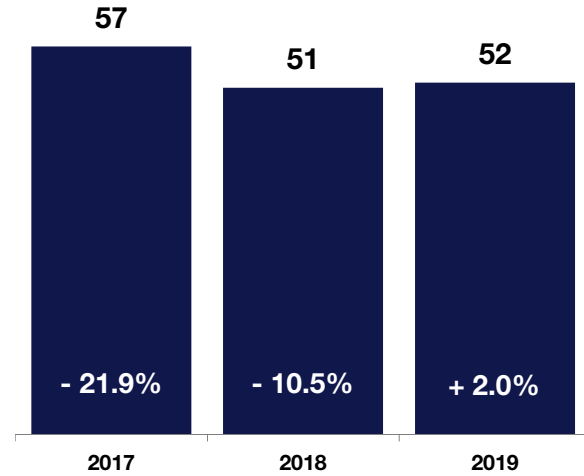
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

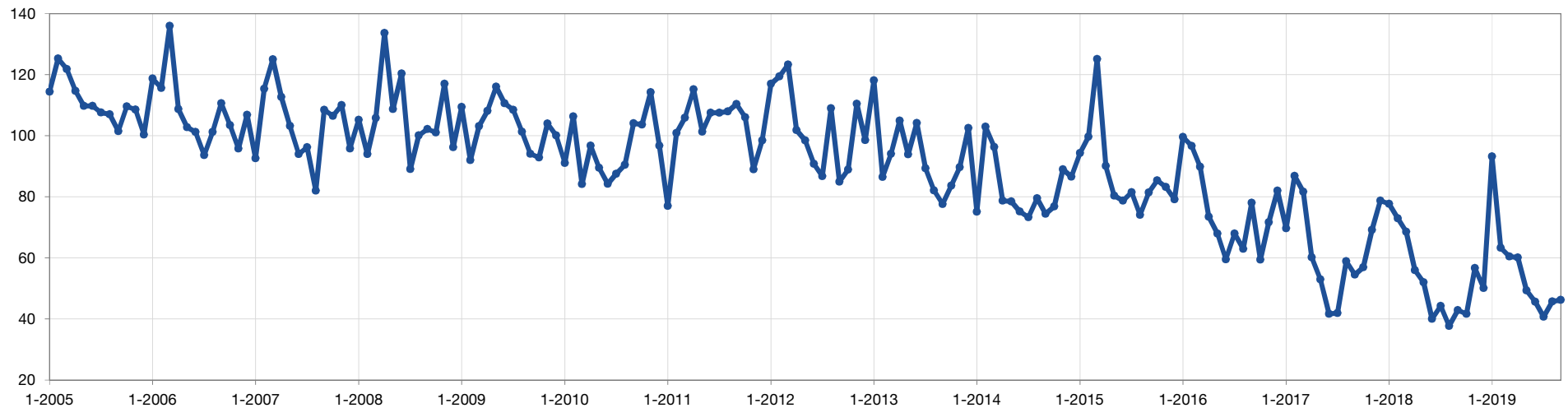


Year to Date



Days on Market	Prior Year	Percent Change	
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%
July 2019	41	44	-6.8%
August 2019	46	38	+21.1%
September 2019	46	43	+7.0%
12-Month Avg	54	58	-6.9%

Historical Days on Market Until Sale by Month

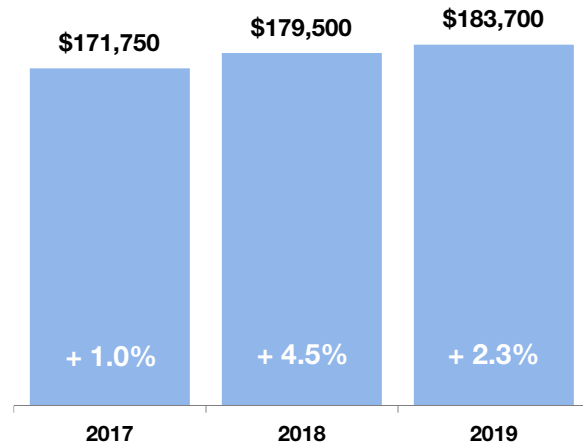


Median Sales Price

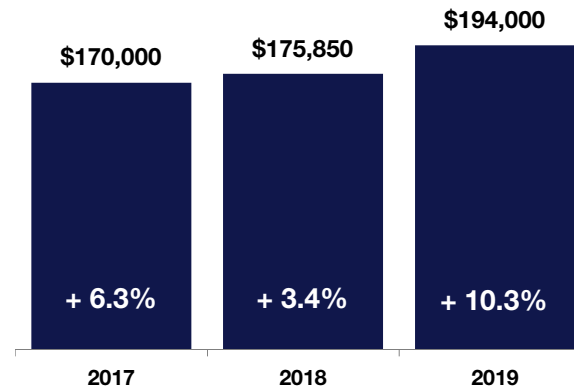
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2018	\$178,000	\$164,950	+7.9%
November 2018	\$178,000	\$161,400	+10.3%
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%
July 2019	\$200,000	\$182,000	+9.9%
August 2019	\$201,450	\$190,000	+6.0%
September 2019	\$183,700	\$179,500	+2.3%
12-Month Avg	\$184,154	\$168,767	+9.1%

Historical Median Sales Price by Month

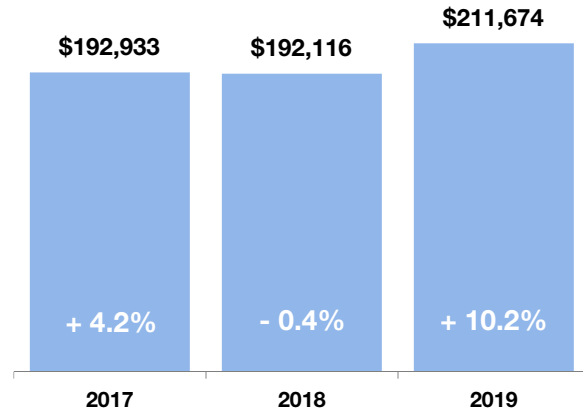


Average Sales Price

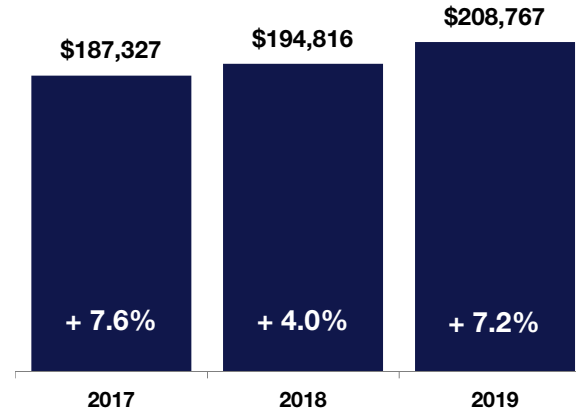
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2018	\$191,226	\$188,047	+1.7%
November 2018	\$189,305	\$173,771	+8.9%
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%
July 2019	\$215,275	\$205,476	+4.8%
August 2019	\$217,920	\$206,203	+5.7%
September 2019	\$211,674	\$192,116	+10.2%
12-Month Avg	\$200,857	\$186,807	+7.5%

Historical Average Sales Price by Month

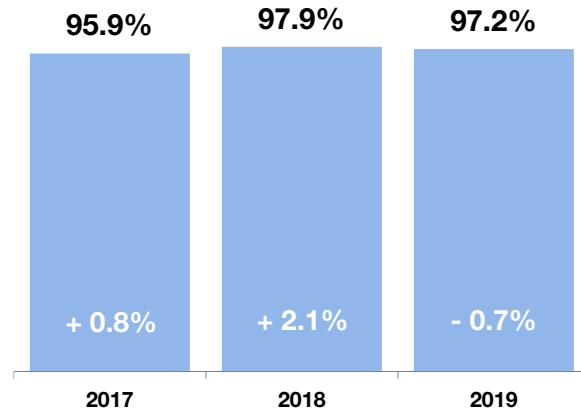


Percent of Original List Price Received

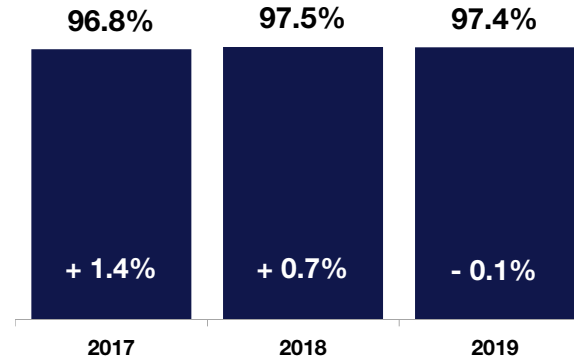


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

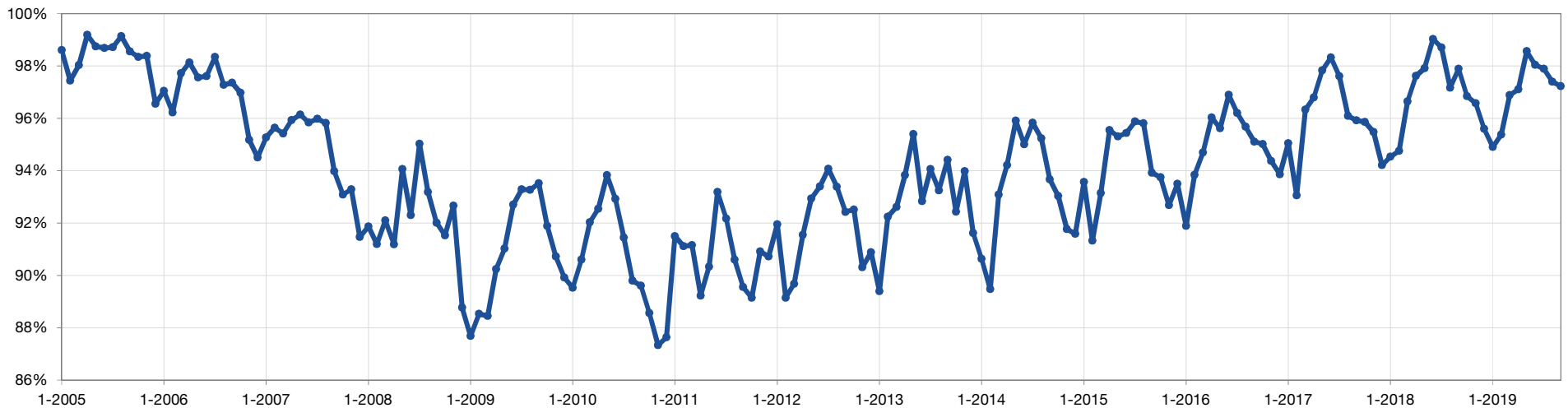


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2019	97.9%	98.7%	-0.8%
August 2019	97.4%	97.2%	+0.2%
September 2019	97.2%	97.9%	-0.7%
12-Month Avg	96.9%	96.6%	+0.3%

Historical Percent of Original List Price Received by Month

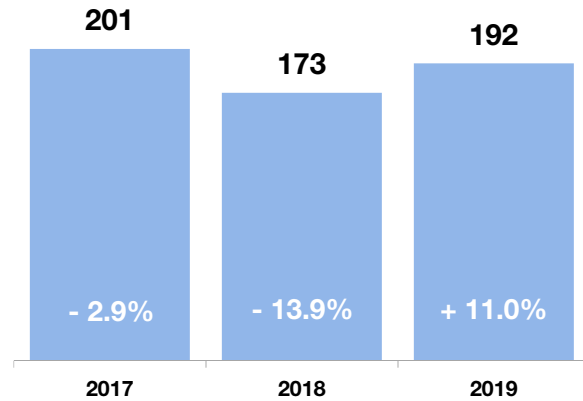


Housing Affordability Index

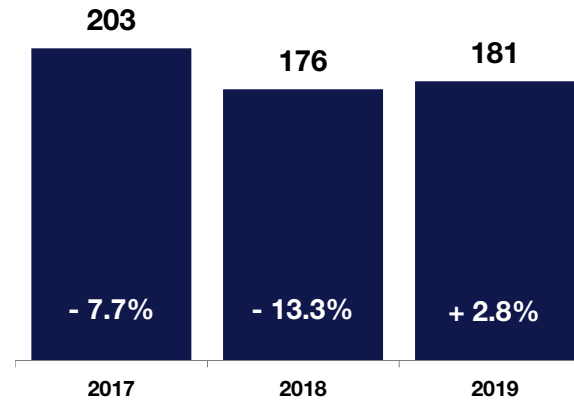


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September



Year to Date



Affordability Index	Prior Year	Percent Change
October 2018	206	-19.9%
November 2018	213	-21.1%
December 2018	225	-12.4%
January 2019	229	-17.5%
February 2019	224	-5.8%
March 2019	192	-9.4%
April 2019	189	-6.9%
May 2019	179	-3.9%
June 2019	171	-3.5%
July 2019	178	-4.5%
August 2019	169	+4.7%
September 2019	173	+11.0%
12-Month Avg	180	-8.2%

Historical Housing Affordability Index by Month

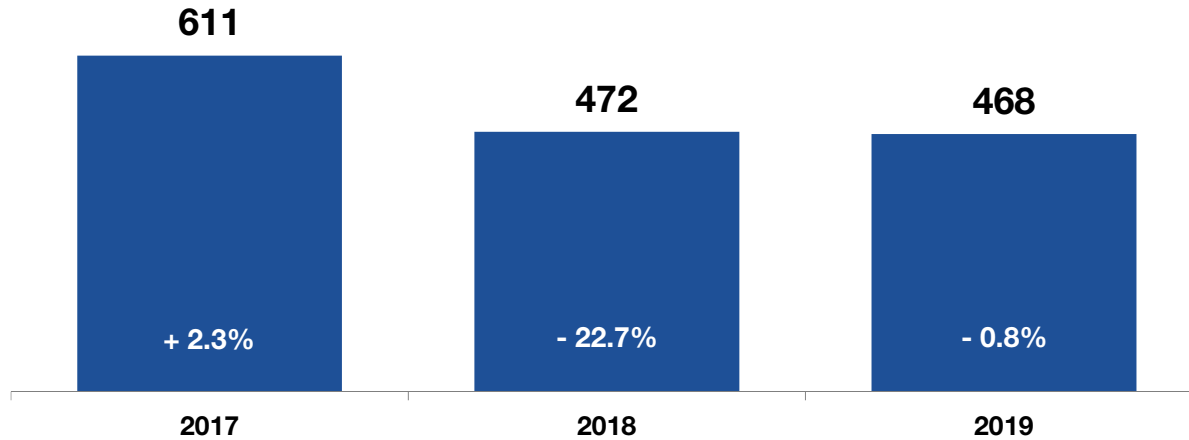


Inventory of Homes for Sale

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

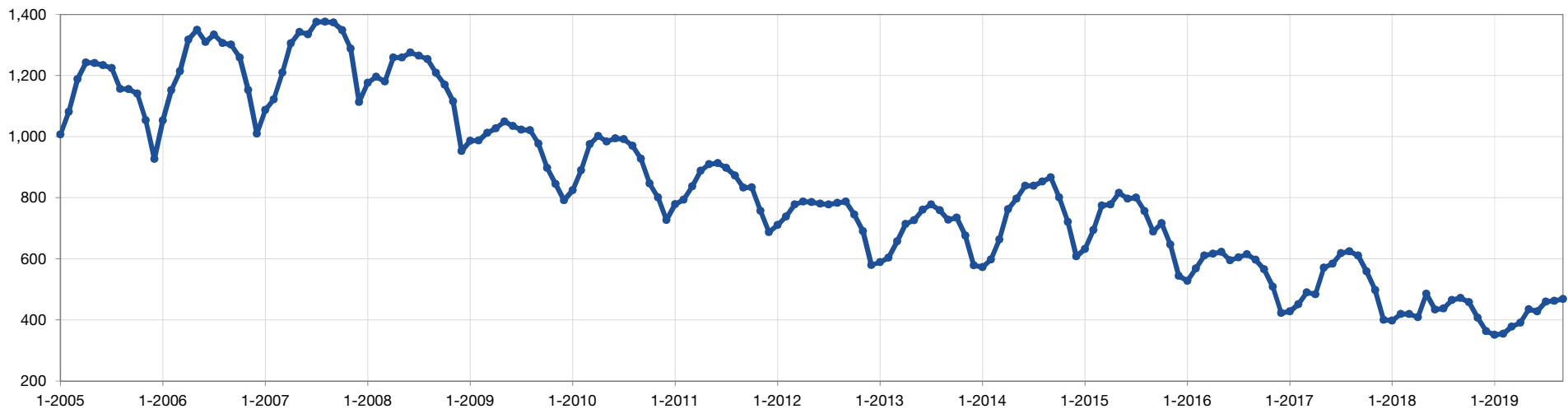


September



Homes for Sale		Prior Year	Percent Change
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	435	486	-10.5%
June 2019	428	434	-1.4%
July 2019	460	437	+5.3%
August 2019	462	465	-0.6%
September 2019	468	472	-0.8%
12-Month Avg	413	450	-8.2%

Historical Inventory of Homes for Sale by Month

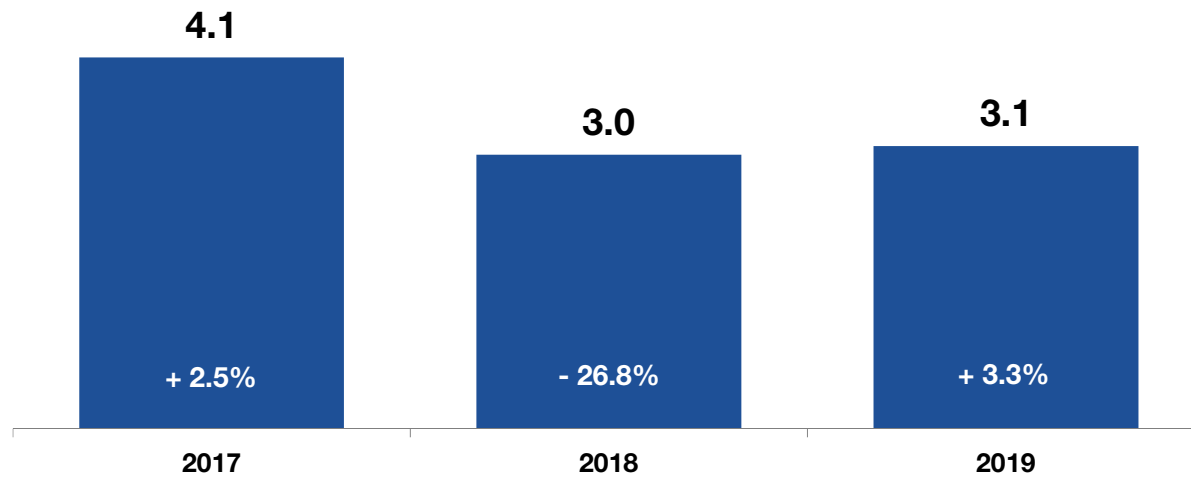


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
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%
July 2019	3.0	2.8	+7.1%
August 2019	3.1	3.0	+3.3%
September 2019	3.1	3.0	+3.3%
12-Month Avg	2.7	2.9	-6.9%

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	+ / -	9-2018	9-2019	+ / -	9-2018	9-2019	+ / -
Albany	41	41	0.0%	32	35	+9.4%	\$170,000	\$181,000	+6.5%	11	10	-9.1%	2.8	2.4	-11.1%
Avon	39	36	-7.7%	29	24	-17.2%	\$199,900	\$199,650	-0.1%	11	9	-18.2%	3.7	2.8	-25.0%
Clearwater	86	86	0.0%	58	64	+10.3%	\$215,445	\$209,000	-3.0%	24	25	+4.2%	3.9	3.4	-11.4%
Cold Spring	146	117	-19.9%	94	86	-8.5%	\$222,000	\$248,000	+11.7%	47	40	-14.9%	4.7	4.1	-12.7%
Eden Lake Twp	7	10	+42.9%	5	7	+40.0%	\$219,900	\$244,950	+11.4%	3	4	+33.3%	2.5	2.3	-8.6%
Eden Valley	21	20	-4.8%	15	21	+40.0%	\$160,000	\$151,900	-5.1%	3	3	0.0%	1.1	1.1	0.0%
Fair Haven Twp	2	8	+300.0%	4	6	+50.0%	\$309,950	\$302,500	-2.4%	2	1	-50.0%	1.5	0.8	-44.4%
Foley	105	100	-4.8%	71	71	0.0%	\$173,450	\$200,500	+15.6%	27	14	-48.1%	3.7	1.6	-56.6%
Freeport	21	16	-23.8%	13	9	-30.8%	\$181,000	\$199,450	+10.2%	5	4	-20.0%	3.2	2.5	-20.8%
Holdingford	18	22	+22.2%	11	18	+63.6%	\$155,000	\$159,000	+2.6%	6	7	+16.7%	4.0	3.3	-16.7%
Kimball	44	40	-9.1%	33	32	-3.0%	\$184,500	\$189,000	+2.4%	16	11	-31.3%	5.1	2.8	-44.4%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	57	66	+15.8%	47	34	-27.7%	\$149,900	\$159,200	+6.2%	16	23	+43.8%	3.1	4.8	+54.7%
Paynesville	70	69	-1.4%	49	47	-4.1%	\$150,000	\$154,400	+2.9%	18	23	+27.8%	3.3	4.9	+50.6%
Rice	98	119	+21.4%	65	71	+9.2%	\$205,000	\$215,500	+5.1%	29	36	+24.1%	4.1	4.7	+14.7%
Richmond	99	93	-6.1%	66	58	-12.1%	\$240,000	\$218,000	-9.2%	36	29	-19.4%	5.8	4.6	-19.4%
Rockville	16	21	+31.3%	15	12	-20.0%	\$207,750	\$237,450	+14.3%	4	5	+25.0%	2.0	2.8	+40.6%
Sartell	325	346	+6.5%	229	247	+7.9%	\$232,500	\$241,000	+3.7%	88	88	0.0%	3.7	3.4	-9.3%
Sauk Centre	64	71	+10.9%	41	47	+14.6%	\$189,000	\$175,000	-7.4%	30	33	+10.0%	6.1	6.0	-2.6%
Sauk Rapids	250	255	+2.0%	188	192	+2.1%	\$192,000	\$205,000	+6.8%	59	54	-8.5%	2.8	2.7	-5.8%
Saint Cloud	1,125	1,129	+0.4%	873	824	-5.6%	\$153,700	\$167,000	+8.7%	267	276	+3.4%	2.9	3.2	+13.0%
Saint Joseph	153	129	-15.7%	112	92	-17.9%	\$195,000	\$209,900	+7.6%	37	30	-18.9%	3.3	3.0	-11.6%
Saint Augusta	52	62	+19.2%	41	28	-31.7%	\$228,000	\$240,000	+5.3%	17	19	+11.8%	4.3	5.6	+30.8%
Waite Park	88	94	+6.8%	75	74	-1.3%	\$157,500	\$169,900	+7.9%	21	20	-4.8%	2.9	2.4	-16.3%
Wakefield Twp	9	4	-55.6%	5	4	-20.0%	\$329,000	\$274,500	-16.6%	3	0	-100.0%	2.1	0.0	-100.0%