

# Monthly Indicators

## October 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

**- 6.3%**      **+ 8.4%**      **- 11.5%**

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

# Activity Overview

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



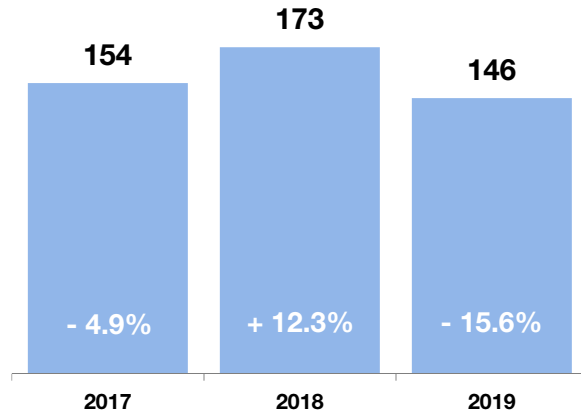
Key Metrics	Historical Sparkbars	10-2018	10-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
<b>New Listings</b>		173	<b>146</b>	- 15.6%	2,114	<b>2,102</b>	- 0.6%
<b>Pending Sales</b>		124	<b>152</b>	+ 22.6%	1,652	<b>1,666</b>	+ 0.8%
<b>Closed Sales</b>		160	<b>150</b>	- 6.3%	1,637	<b>1,580</b>	- 3.5%
<b>Days on Market</b>		42	<b>52</b>	+ 23.8%	50	<b>52</b>	+ 4.0%
<b>Median Sales Price</b>		\$178,000	<b>\$193,000</b>	+ 8.4%	\$175,950	<b>\$193,500</b>	+ 10.0%
<b>Avg. Sales Price</b>		\$191,226	<b>\$209,494</b>	+ 9.6%	\$194,467	<b>\$208,836</b>	+ 7.4%
<b>Pct. of Orig. Price Received</b>		96.8%	<b>97.1%</b>	+ 0.3%	97.4%	<b>97.4%</b>	0.0%
<b>Affordability Index</b>		165	<b>185</b>	+ 12.1%	166	<b>184</b>	+ 10.8%
<b>Homes for Sale</b>		459	<b>406</b>	- 11.5%	--	--	--
<b>Months Supply</b>		3.0	<b>2.7</b>	- 10.0%	--	--	--

# New Listings

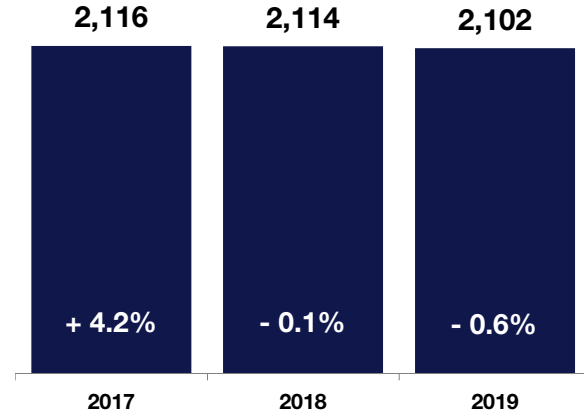
A count of the properties that have been newly listed on the market in a given month.



## October



## Year to Date



	New Listings	Prior Year	Percent Change
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	202	196	+3.1%
<b>October 2019</b>	<b>146</b>	<b>173</b>	<b>-15.6%</b>
12-Month Avg	189	190	-0.5%

## Historical New Listings by Month

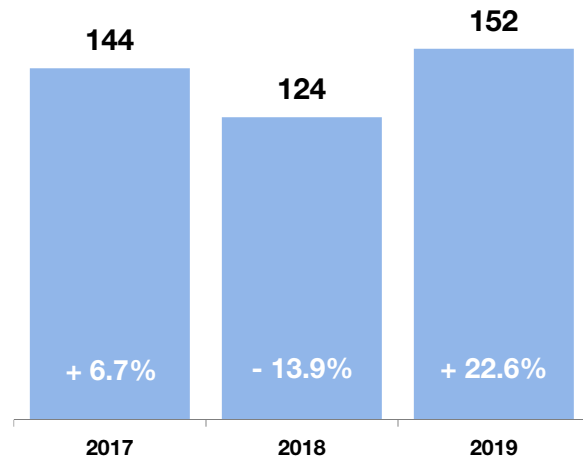


# Pending Sales

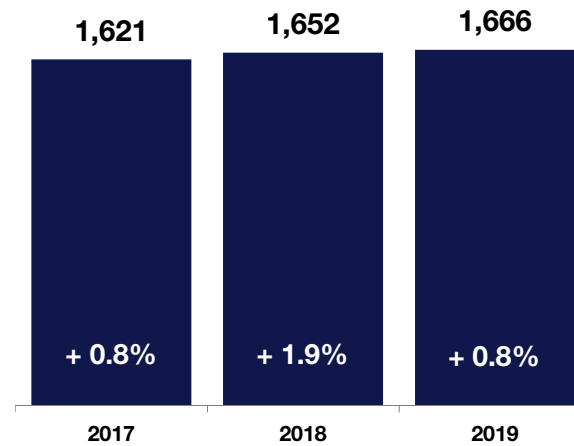
A count of the properties on which offers have been accepted in a given month.



## October

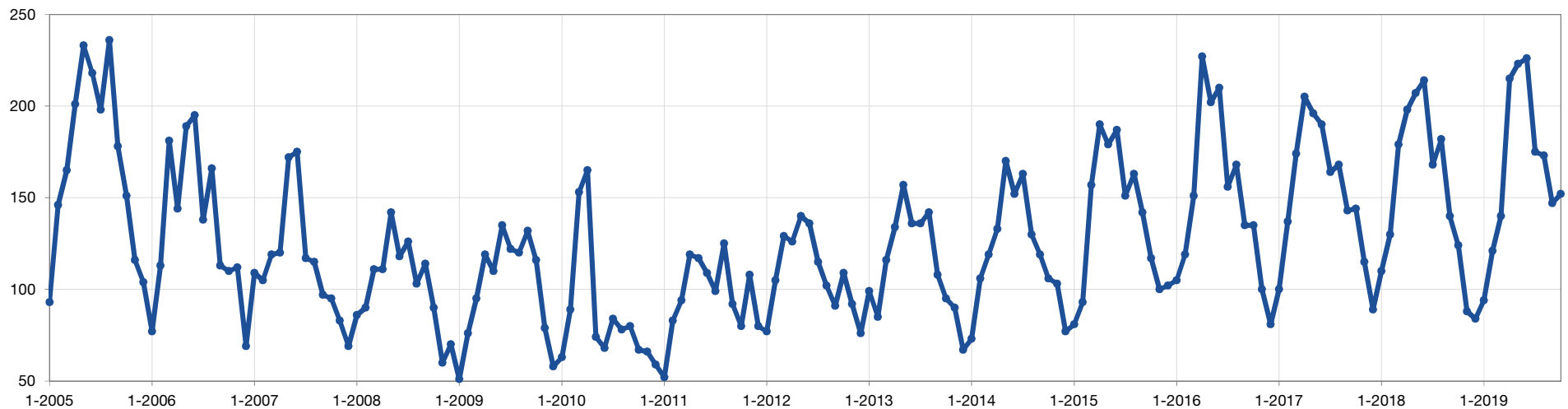


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	173	182	-4.9%
September 2019	147	140	+5.0%
<b>October 2019</b>	<b>152</b>	<b>124</b>	<b>+22.6%</b>
12-Month Avg	153	155	-1.3%

## Historical Pending Sales by Month

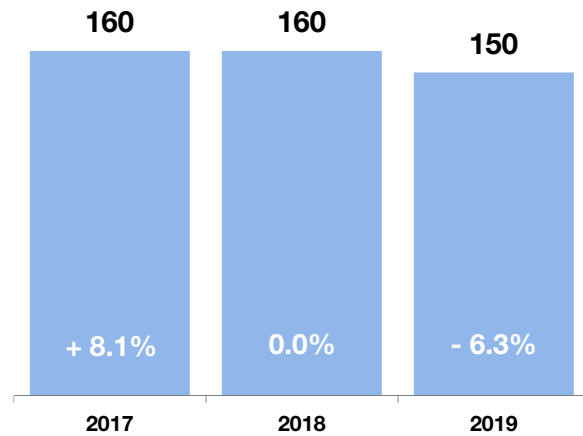


# Closed Sales

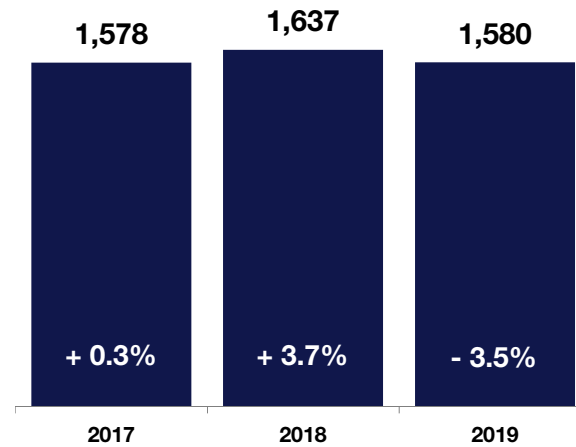
A count of the actual sales that closed in a given month.



## October



## Year to Date



Closed Sales	Prior Year	Percent Change	
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	149	152	-2.0%
<b>October 2019</b>	<b>150</b>	<b>160</b>	<b>-6.3%</b>
12-Month Avg	150	156	-3.8%

## Historical Closed Sales by Month

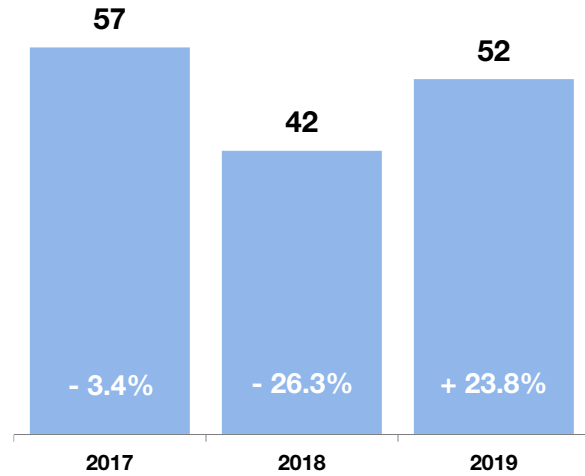


# Days on Market Until Sale

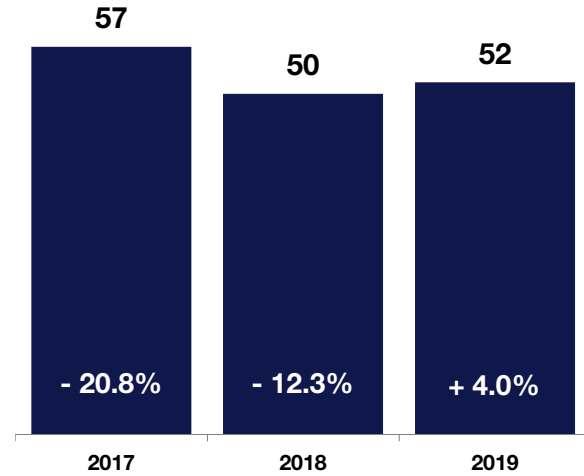
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

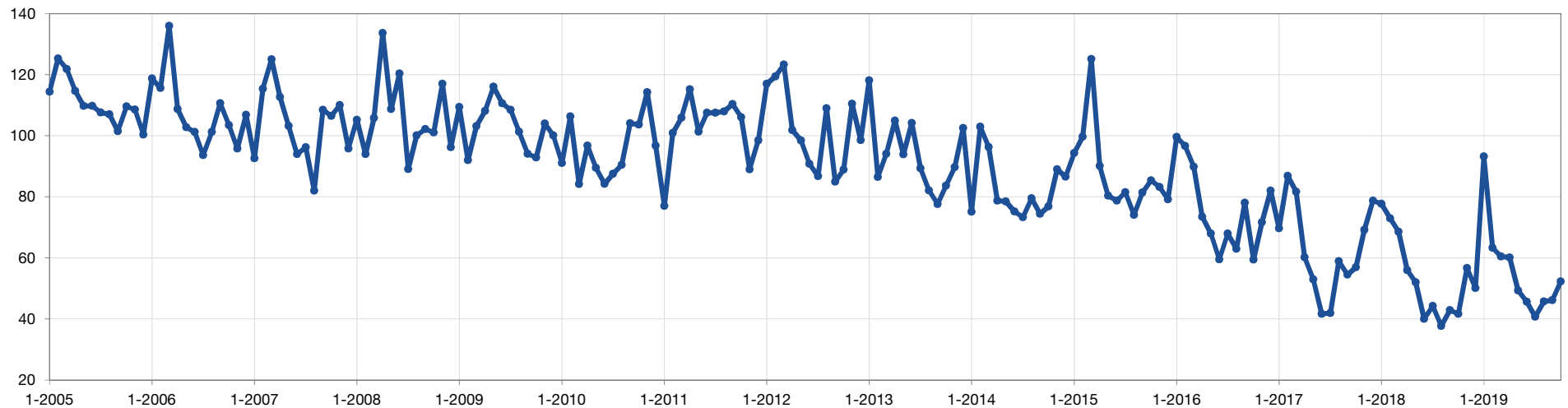


## Year to Date



Days on Market	Prior Year	Percent Change
November 2018	57	-17.4%
December 2018	50	-36.7%
January 2019	93	+19.2%
February 2019	63	-13.7%
March 2019	60	-13.0%
April 2019	60	+7.1%
May 2019	49	-5.8%
June 2019	46	+15.0%
July 2019	41	-6.8%
August 2019	46	+21.1%
September 2019	46	+7.0%
<b>October 2019</b>	<b>52</b>	<b>+23.8%</b>
12-Month Avg	55	-3.5%

## Historical Days on Market Until Sale by Month

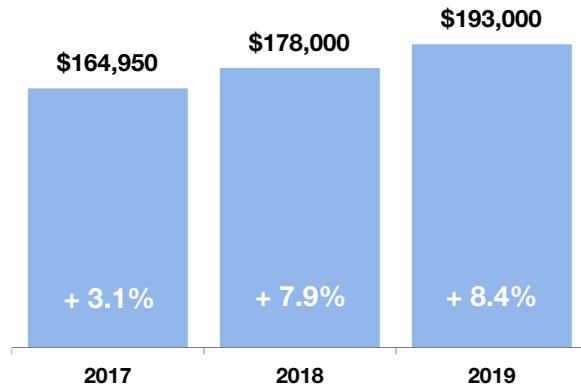


# Median Sales Price

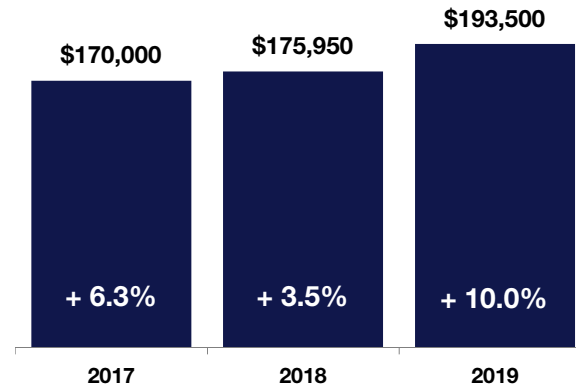
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$184,850	\$179,500	+3.0%
<b>October 2019</b>	<b>\$193,000</b>	<b>\$178,000</b>	<b>+8.4%</b>
12-Month Avg	\$185,500	\$169,854	+9.2%

## Historical Median Sales Price by Month

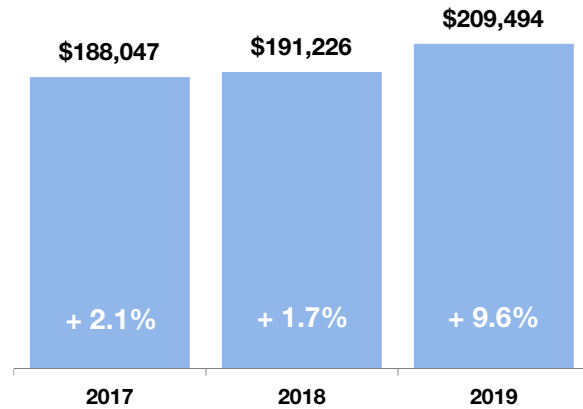


# Average Sales Price

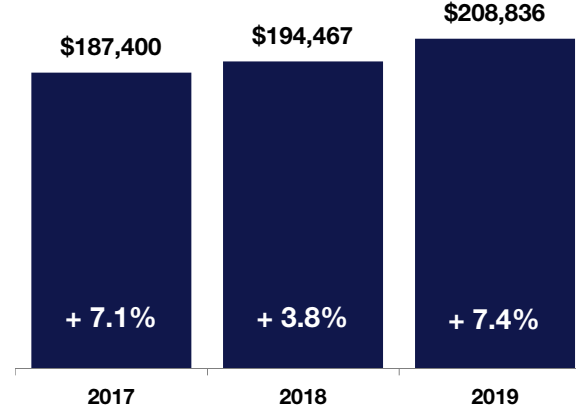
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$211,656	\$192,116	+10.2%
<b>October 2019</b>	<b>\$209,494</b>	<b>\$191,226</b>	<b>+9.6%</b>
12-Month Avg	\$202,377	\$187,072	+8.2%

## Historical Average Sales Price by Month



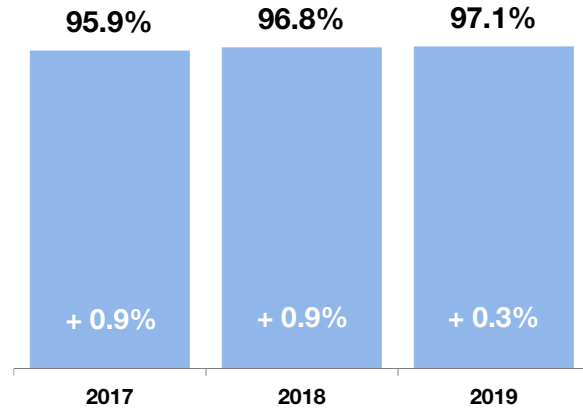


# Percent of Original List Price Received

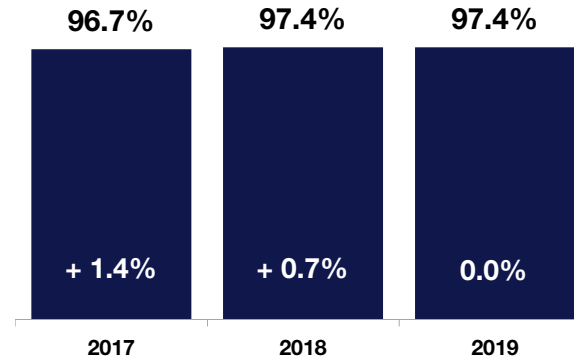


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October

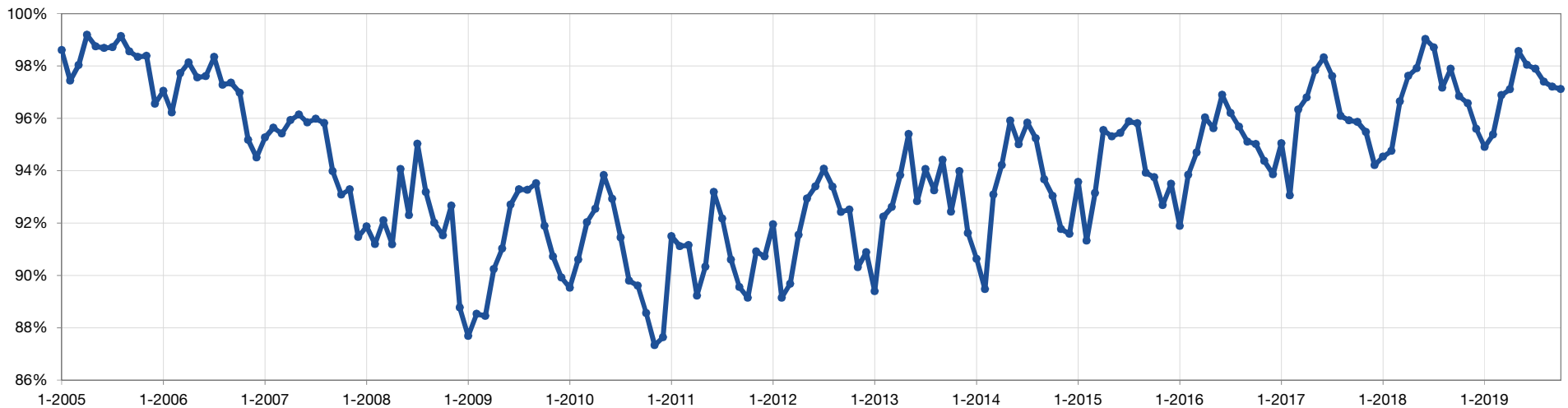


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>October 2019</b>	<b>97.1%</b>	<b>96.8%</b>	<b>+0.3%</b>
12-Month Avg	96.9%	96.7%	+0.2%

## Historical Percent of Original List Price Received by Month

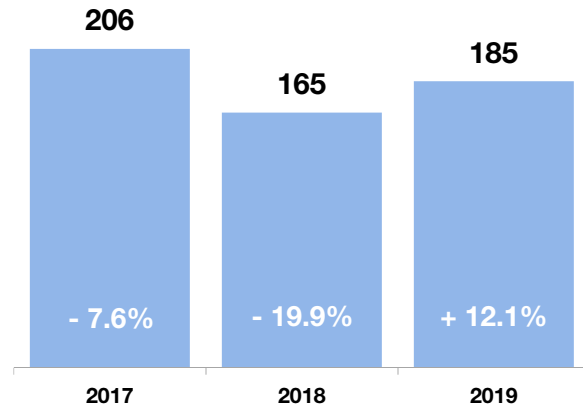


# Housing Affordability Index

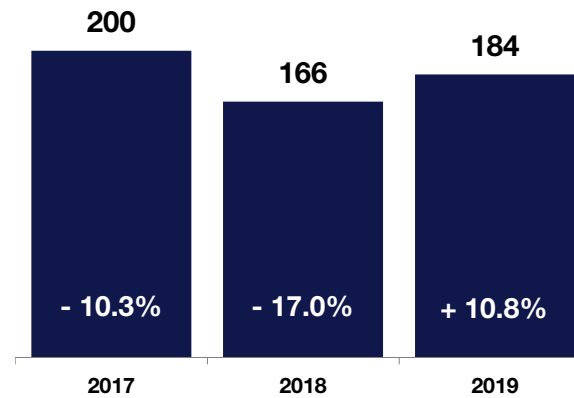


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2018	168	213	-21.1%
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%
July 2019	170	178	-4.5%
August 2019	177	169	+4.7%
September 2019	190	173	+9.8%
<b>October 2019</b>	<b>185</b>	<b>165</b>	<b>+12.1%</b>
12-Month Avg	181	192	-5.7%

## Historical Housing Affordability Index by Month

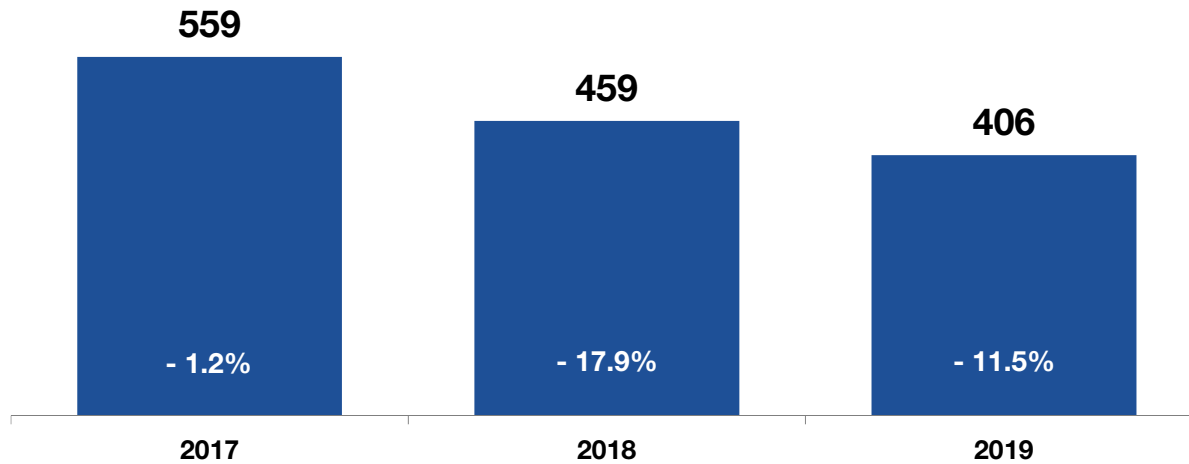


# Inventory of Homes for Sale

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



## October



Homes for Sale		Prior Year	Percent Change
November 2018	408	498	-18.1%
December 2018	365	400	-8.8%
January 2019	353	398	-11.3%
February 2019	357	419	-14.8%
March 2019	380	419	-9.3%
April 2019	394	409	-3.7%
May 2019	439	486	-9.7%
June 2019	432	434	-0.5%
July 2019	464	437	+6.2%
August 2019	464	466	-0.4%
September 2019	473	473	0.0%
<b>October 2019</b>	<b>406</b>	<b>459</b>	<b>-11.5%</b>
12-Month Avg	411	442	-7.0%

## Historical Inventory of Homes for Sale by Month

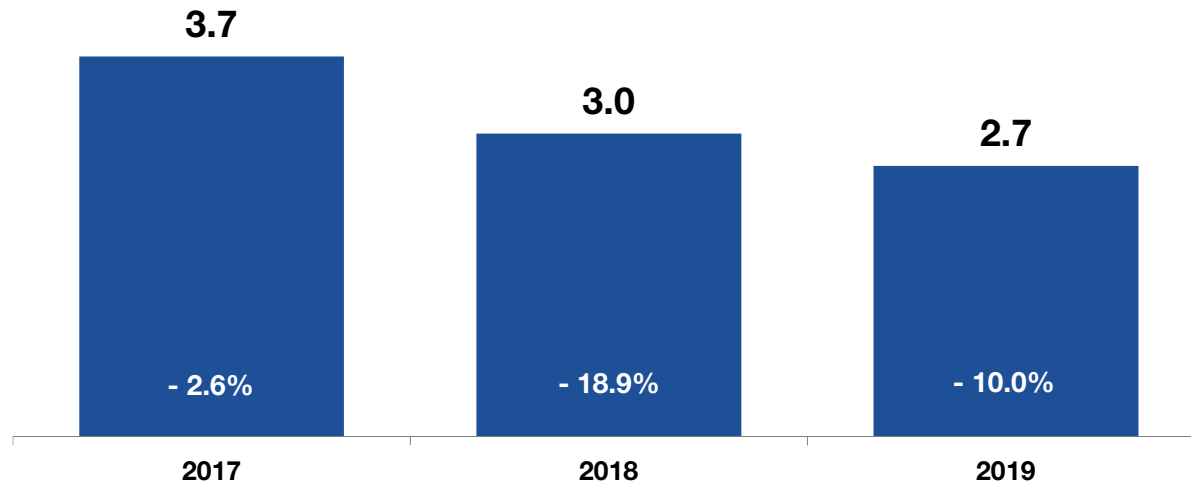


# Months Supply of Inventory

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.



## October



	Months Supply	Prior Year	Percent Change
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	2.7	2.7	0.0%
May 2019	2.9	3.2	-9.4%
June 2019	2.9	2.8	+3.6%
July 2019	3.1	2.8	+10.7%
August 2019	3.1	3.0	+3.3%
September 2019	3.1	3.0	+3.3%
<b>October 2019</b>	<b>2.7</b>	<b>3.0</b>	<b>-10.0%</b>
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	+ / -	10-2018	10-2019	+ / -	10-2018	10-2019	+ / -
Albany	47	45	-4.3%	39	36	-7.7%	\$177,250	\$182,000	+2.7%	13	6	-53.8%	3.4	1.4	-59.5%
Avon	41	37	-9.8%	33	29	-12.1%	\$199,900	\$219,900	+10.0%	7	7	0.0%	2.1	2.3	+11.1%
Clearwater	96	93	-3.1%	70	71	+1.4%	\$214,667	\$209,450	-2.4%	24	23	-4.2%	3.6	3.2	-10.9%
Cold Spring	163	130	-20.2%	104	96	-7.7%	\$219,900	\$236,450	+7.5%	48	38	-20.8%	4.8	3.8	-19.5%
Eden Lake Twp	7	12	+71.4%	5	7	+40.0%	\$219,900	\$244,950	+11.4%	2	6	+200.0%	1.6	3.4	+114.3%
Eden Valley	27	22	-18.5%	21	21	0.0%	\$153,500	\$151,900	-1.0%	7	2	-71.4%	2.7	0.7	-73.4%
Fair Haven Twp	2	9	+350.0%	4	6	+50.0%	\$309,950	\$302,500	-2.4%	2	2	0.0%	1.5	1.7	+11.1%
Foley	118	110	-6.8%	80	83	+3.8%	\$175,000	\$200,500	+14.6%	29	17	-41.4%	4.0	2.0	-48.9%
Freeport	22	20	-9.1%	15	12	-20.0%	\$181,000	\$199,900	+10.4%	4	7	+75.0%	2.5	4.7	+84.7%
Holdingford	22	25	+13.6%	12	19	+58.3%	\$147,500	\$147,000	-0.3%	8	6	-25.0%	5.1	2.6	-49.3%
Kimball	51	44	-13.7%	37	36	-2.7%	\$184,500	\$189,000	+2.4%	16	11	-31.3%	5.1	2.9	-43.2%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	59	71	+20.3%	51	38	-25.5%	\$149,900	\$159,200	+6.2%	13	23	+76.9%	2.7	5.3	+96.0%
Paynesville	75	80	+6.7%	61	51	-16.4%	\$149,000	\$165,000	+10.7%	19	24	+26.3%	3.7	4.9	+32.7%
Rice	103	127	+23.3%	69	80	+15.9%	\$206,000	\$215,250	+4.5%	20	33	+65.0%	2.9	4.4	+48.7%
Richmond	103	96	-6.8%	71	65	-8.5%	\$238,795	\$216,500	-9.3%	27	24	-11.1%	4.3	3.9	-7.5%
Rockville	16	23	+43.8%	15	17	+13.3%	\$207,750	\$238,000	+14.6%	3	5	+66.7%	1.5	2.8	+85.2%
Sartell	348	369	+6.0%	258	272	+5.4%	\$234,200	\$239,900	+2.4%	76	71	-6.6%	3.2	2.7	-17.4%
Sauk Centre	71	75	+5.6%	48	49	+2.1%	\$189,000	\$175,000	-7.4%	28	31	+10.7%	5.5	6.2	+12.7%
Sauk Rapids	271	279	+3.0%	214	213	-0.5%	\$191,500	\$205,000	+7.0%	53	40	-24.5%	2.6	1.9	-28.9%
Saint Cloud	1,228	1,212	-1.3%	959	910	-5.1%	\$153,250	\$166,900	+8.9%	270	242	-10.4%	2.9	2.8	-5.5%
Saint Joseph	161	141	-12.4%	124	101	-18.5%	\$193,450	\$208,600	+7.8%	33	31	-6.1%	2.9	3.0	+3.9%
Saint Augusta	56	67	+19.6%	43	39	-9.3%	\$228,000	\$228,000	0.0%	17	17	0.0%	4.2	4.6	+11.4%
Waite Park	106	101	-4.7%	82	84	+2.4%	\$153,750	\$170,000	+10.6%	27	22	-18.5%	3.5	2.8	-18.5%
Wakefield Twp	10	4	-60.0%	6	5	-16.7%	\$282,375	\$279,000	-1.2%	3	0	-100.0%	2.3	0.0	-100.0%