

Monthly Indicators

March 2020

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

+ 16.0% **+ 4.2%** **- 20.8%**

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.



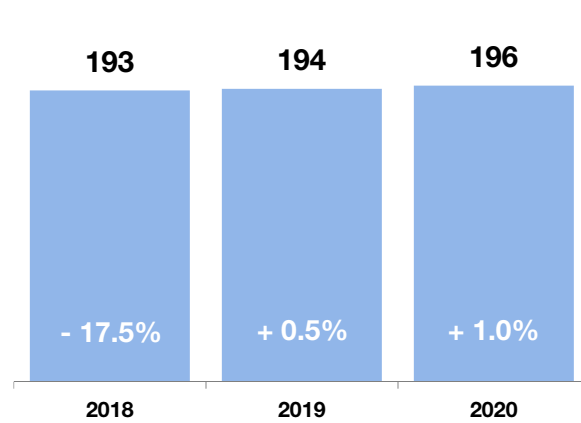
Key Metrics	Historical Sparkbars	3-2019	3-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		194	196	+ 1.0%	488	497	+ 1.8%
Pending Sales		140	176	+ 25.7%	355	407	+ 14.6%
Closed Sales		119	138	+ 16.0%	287	297	+ 3.5%
Days on Market		60	59	- 1.7%	70	62	- 11.4%
Median Sales Price		\$190,000	\$198,000	+ 4.2%	\$174,000	\$188,950	+ 8.6%
Avg. Sales Price		\$199,450	\$210,315	+ 5.4%	\$191,052	\$201,061	+ 5.2%
Pct. of Orig. Price Received		96.9%	97.1%	+ 0.2%	95.9%	95.9%	0.0%
Affordability Index		174	176	+ 1.1%	190	184	- 3.2%
Homes for Sale		380	301	- 20.8%	--	--	--
Months Supply		2.6	1.9	- 26.9%	--	--	--

New Listings

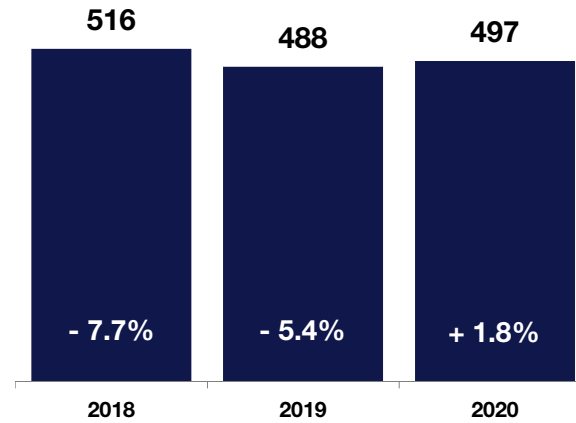
A count of the properties that have been newly listed on the market in a given month.



March

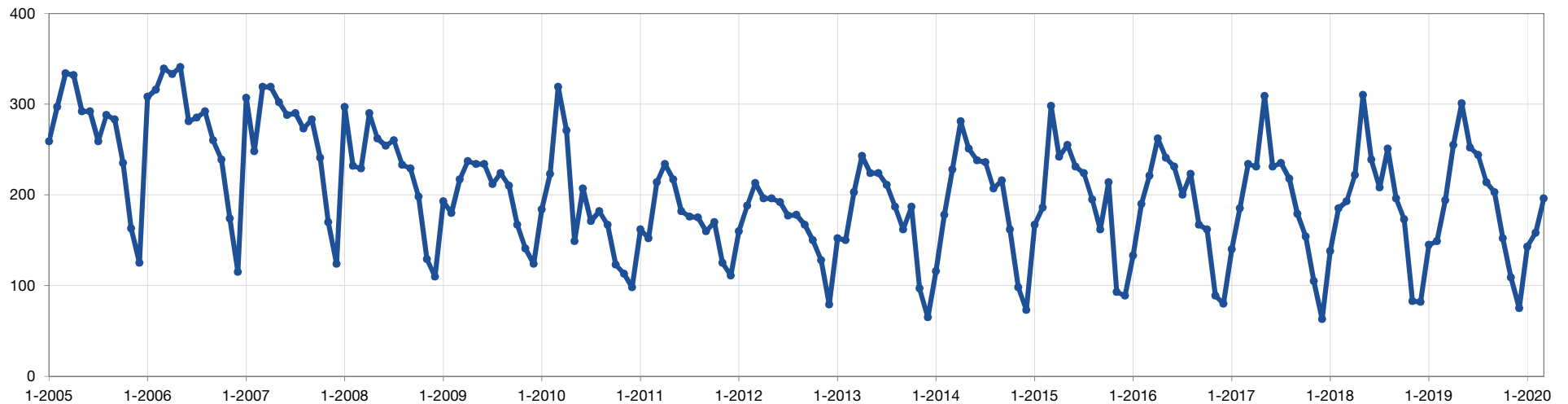


Year to Date



	New Listings	Prior Year	Percent Change
April 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	203	196	+3.6%
October 2019	152	173	-12.1%
November 2019	109	83	+31.3%
December 2019	75	82	-8.5%
January 2020	143	145	-1.4%
February 2020	158	149	+6.0%
March 2020	196	194	+1.0%
12-Month Avg	192	188	+2.1%

Historical New Listings by Month

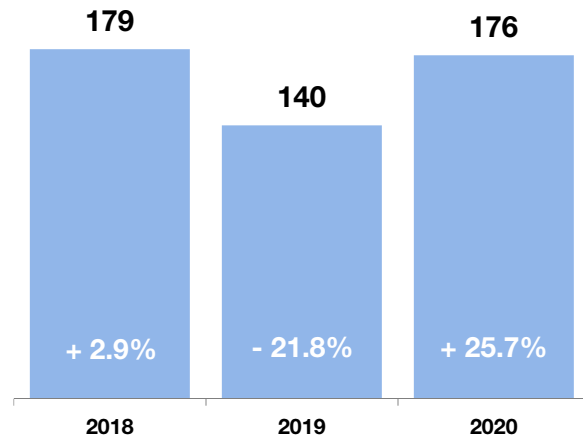


Pending Sales

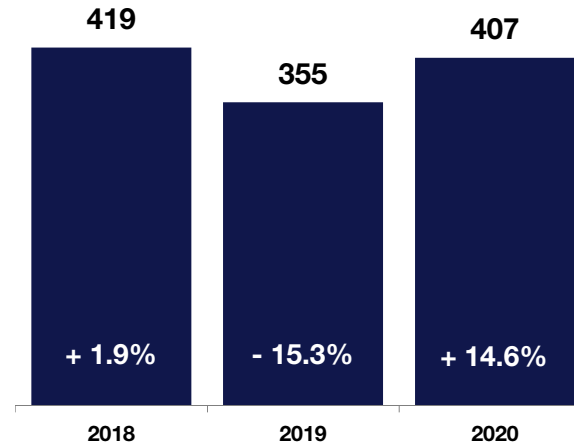
A count of the properties on which offers have been accepted in a given month.



March

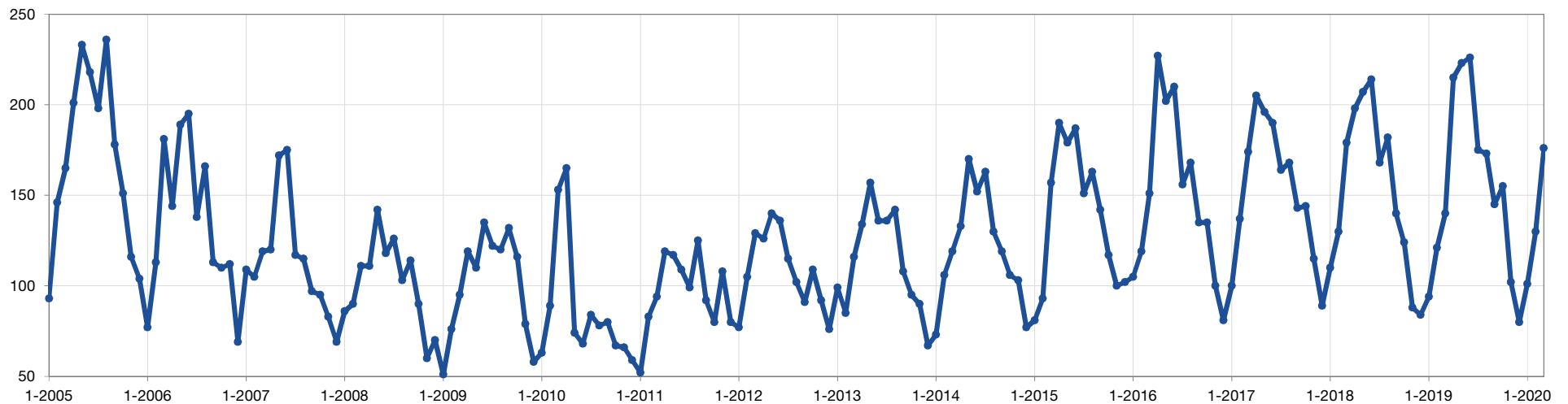


Year to Date



	Pending Sales	Prior Year	Percent Change
April 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	145	140	+3.6%
October 2019	155	124	+25.0%
November 2019	102	88	+15.9%
December 2019	80	84	-4.8%
January 2020	101	94	+7.4%
February 2020	130	121	+7.4%
March 2020	176	140	+25.7%
12-Month Avg	158	147	+7.5%

Historical Pending Sales by Month

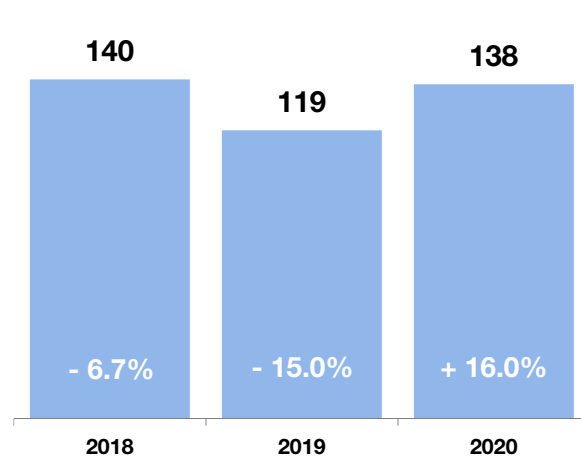


Closed Sales

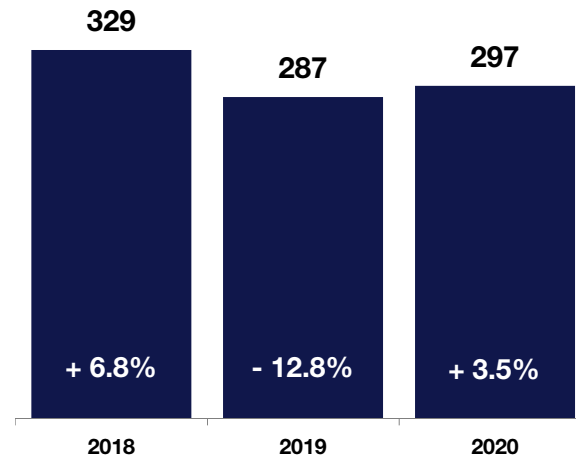
A count of the actual sales that closed in a given month.



March

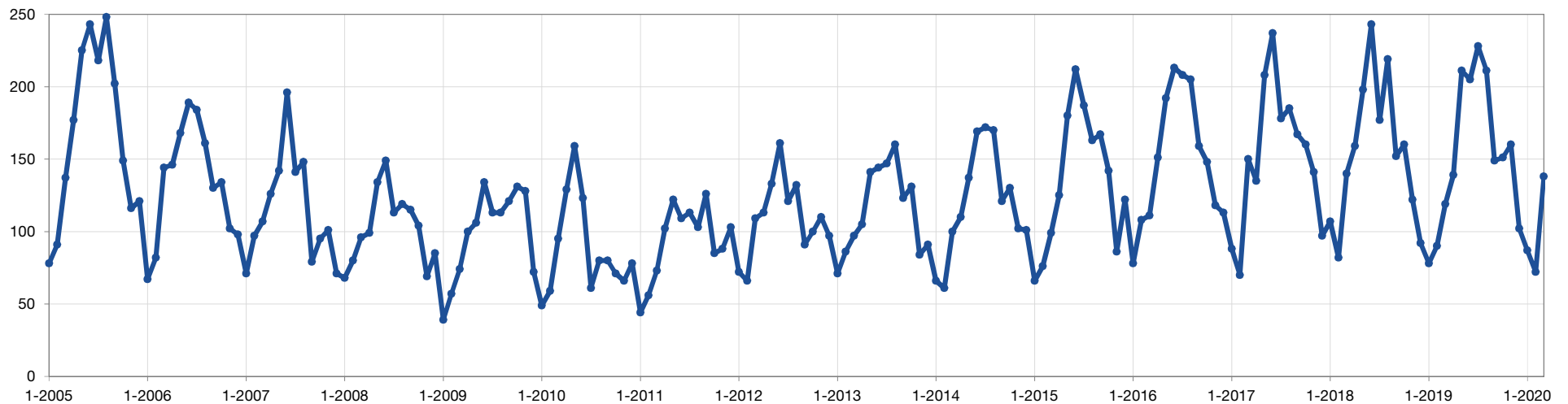


Year to Date



	Closed Sales	Prior Year	Percent Change
April 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%
October 2019	151	160	-5.6%
November 2019	160	122	+31.1%
December 2019	102	92	+10.9%
January 2020	87	78	+11.5%
February 2020	72	90	-20.0%
March 2020	138	119	+16.0%
12-Month Avg	154	151	+2.0%

Historical Closed Sales by Month

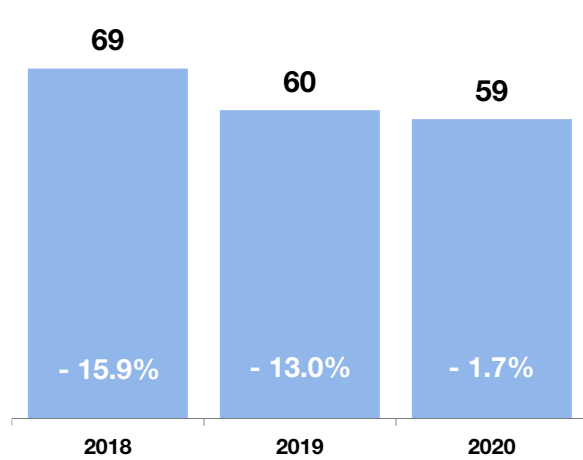


Days on Market Until Sale

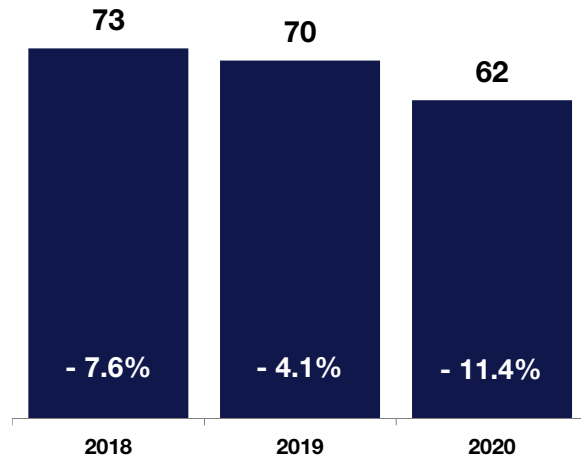
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

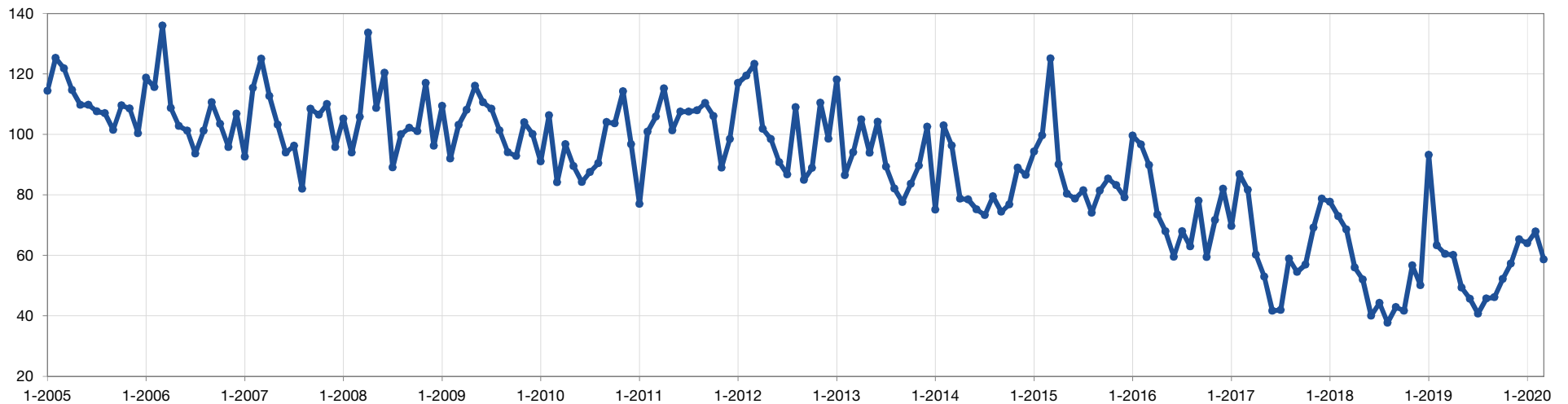


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
October 2019	52	42	+23.8%
November 2019	57	57	0.0%
December 2019	65	50	+30.0%
January 2020	64	93	-31.2%
February 2020	68	63	+7.9%
March 2020	59	60	-1.7%
12-Month Avg	54	53	+1.9%

Historical Days on Market Until Sale by Month

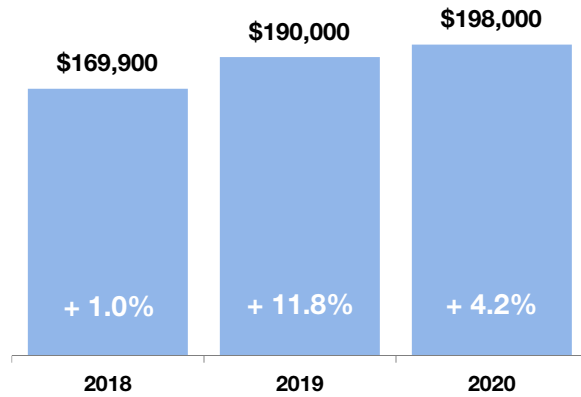


Median Sales Price

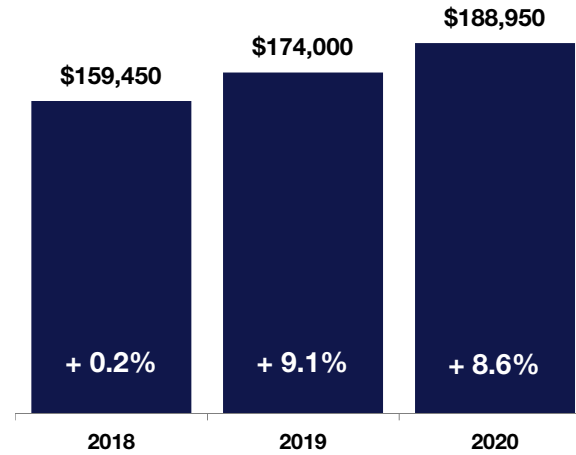
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
October 2019	\$193,000	\$178,000	+8.4%
November 2019	\$185,000	\$178,000	+3.9%
December 2019	\$171,500	\$164,900	+4.0%
January 2020	\$175,000	\$171,450	+2.1%
February 2020	\$184,950	\$156,000	+18.6%
March 2020	\$198,000	\$190,000	+4.2%
12-Month Avg	\$190,008	\$177,279	+7.2%

Historical Median Sales Price by Month

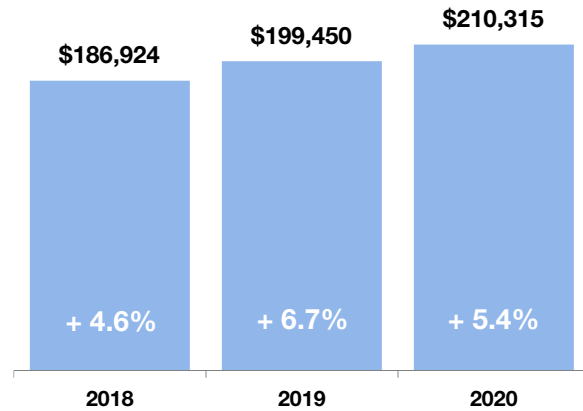


Average Sales Price

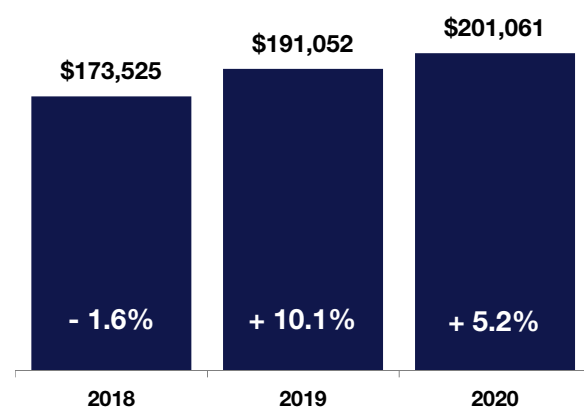
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

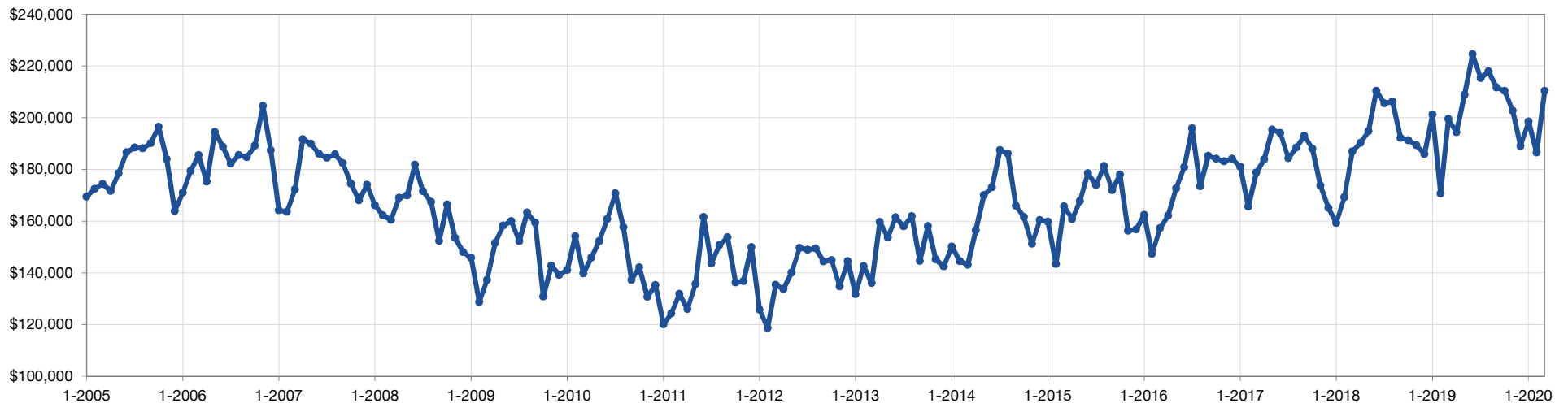


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2019	\$194,355	\$190,259	+2.2%
May 2019	\$208,803	\$194,801	+7.2%
June 2019	\$224,491	\$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%
October 2019	\$210,397	\$191,226	+10.0%
November 2019	\$202,745	\$189,305	+7.1%
December 2019	\$189,036	\$185,870	+1.7%
January 2020	\$198,515	\$201,247	-1.4%
February 2020	\$186,530	\$170,658	+9.3%
March 2020	\$210,315	\$199,450	+5.4%
12-Month Avg	\$205,836	\$194,750	+5.7%

Historical Average Sales Price by Month

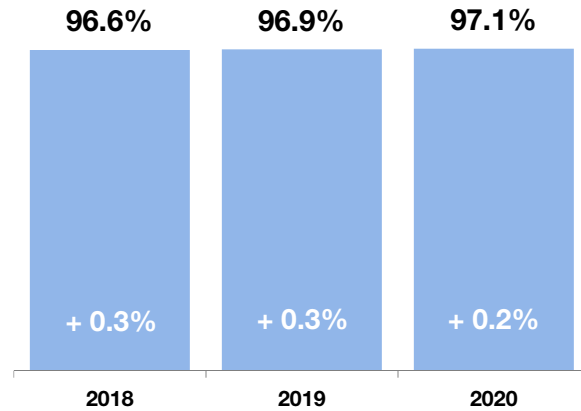


Percent of Original List Price Received

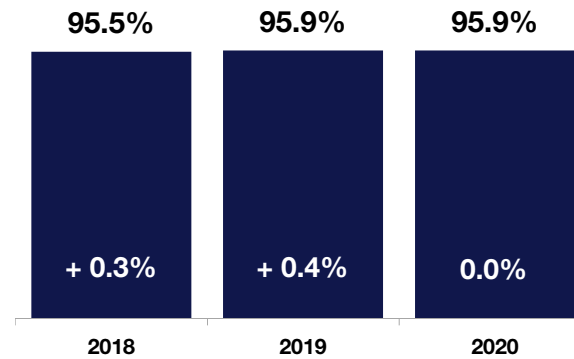


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

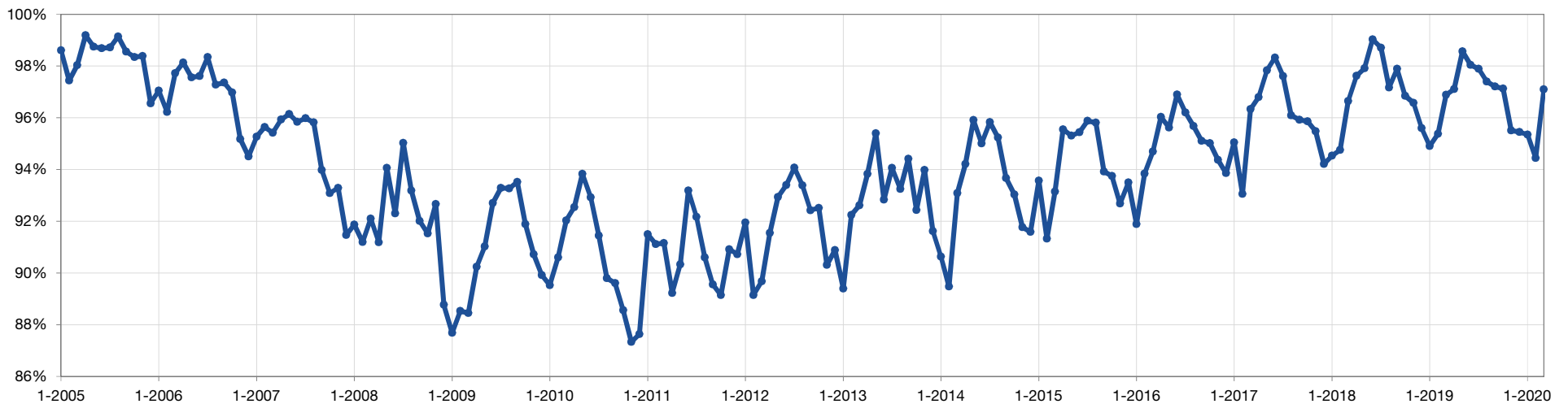


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2019	97.1%	96.8%	+0.3%
November 2019	95.5%	96.6%	-1.1%
December 2019	95.4%	95.6%	-0.2%
January 2020	95.3%	94.9%	+0.4%
February 2020	94.4%	95.4%	-1.0%
March 2020	97.1%	96.9%	+0.2%
12-Month Avg	96.8%	97.0%	-0.2%

Historical Percent of Original List Price Received by Month

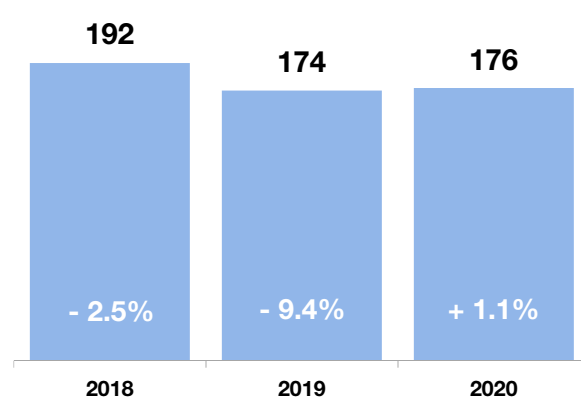


Housing Affordability Index

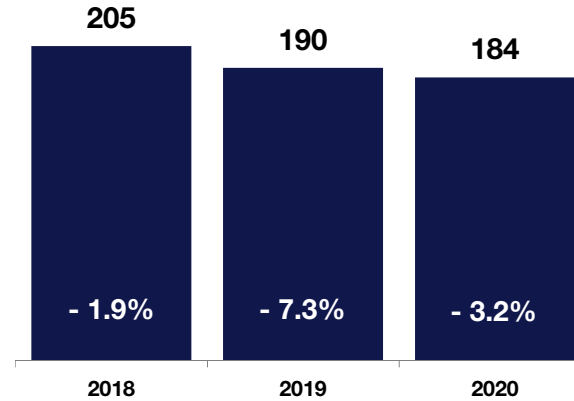


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2019	185	165	+12.1%
November 2019	188	168	+11.9%
December 2019	203	197	+3.0%
January 2020	204	189	+7.9%
February 2020	195	211	-7.6%
March 2020	176	174	+1.1%
12-Month Avg	183	180	+1.7%

Historical Housing Affordability Index by Month

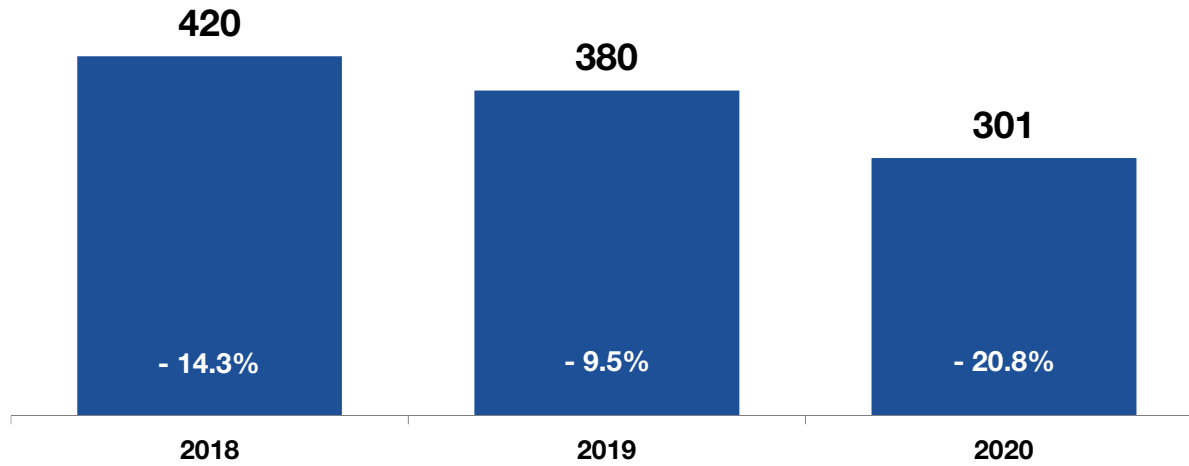


Inventory of Homes for Sale

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



March



Homes for Sale	Prior Year	Percent Change	
April 2019	394	409	-3.7%
May 2019	439	486	-9.7%
June 2019	432	434	-0.5%
July 2019	465	437	+6.4%
August 2019	467	466	+0.2%
September 2019	480	473	+1.5%
October 2019	424	459	-7.6%
November 2019	376	408	-7.8%
December 2019	312	365	-14.5%
January 2020	325	353	-7.9%
February 2020	321	357	-10.1%
March 2020	301	380	-20.8%
12-Month Avg	395	419	-5.7%

Historical Inventory of Homes for Sale by Month

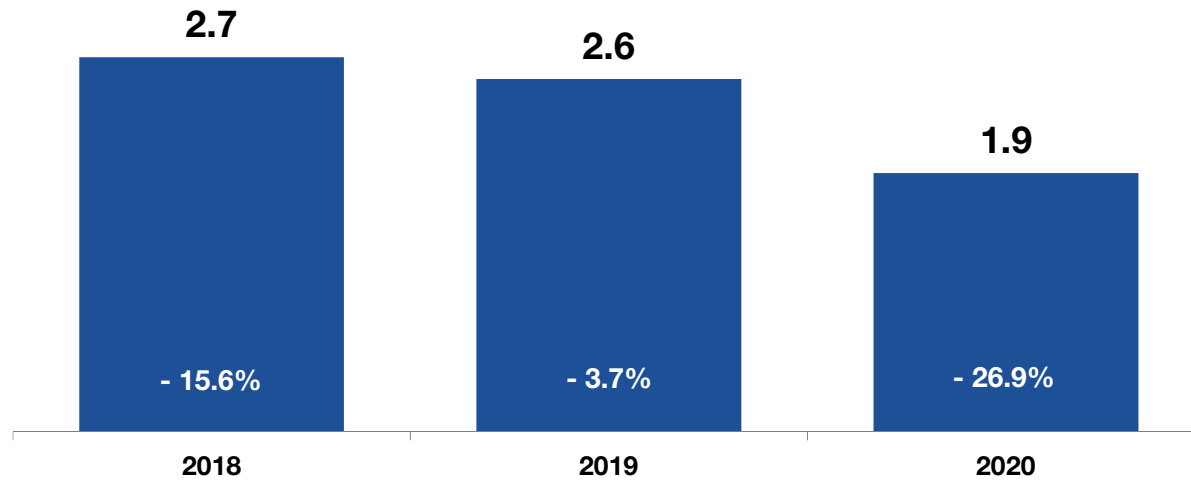


Months Supply of Inventory

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.



March



Months Supply	Prior Year	Percent Change
April 2019	2.7	0.0%
May 2019	3.2	-9.4%
June 2019	2.8	+3.6%
July 2019	2.8	+10.7%
August 2019	3.0	+3.3%
September 2019	3.0	+6.7%
October 2019	3.0	-6.7%
November 2019	2.7	-11.1%
December 2019	2.4	-16.7%
January 2020	2.3	-8.7%
February 2020	2.4	-12.5%
March 2020	2.6	-26.9%
12-Month Avg	2.6	-3.7%

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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	3-2019	3-2020	+ / -	3-2019	3-2020	+ / -
Albany	14	22	+57.1%	9	6	-33.3%	\$186,600	\$188,650	+1.1%	7	15	+114.3%	1.5	4.0	+161.3%
Avon	4	12	+200.0%	6	6	0.0%	\$170,000	\$204,500	+20.3%	7	5	-28.6%	2.1	1.4	-30.5%
Clearwater	19	14	-26.3%	14	5	-64.3%	\$201,625	\$375,000	+86.0%	14	15	+7.1%	1.9	2.3	+21.1%
Cold Spring	21	27	+28.6%	15	15	0.0%	\$199,050	\$218,000	+9.5%	40	29	-27.5%	3.8	2.9	-25.1%
Eden Lake Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	2	1	-50.0%	1.6	0.7	-58.3%
Eden Valley	8	6	-25.0%	3	3	0.0%	\$186,900	\$126,000	-32.6%	10	4	-60.0%	4.1	1.2	-70.2%
Fair Haven Twp	2	2	0.0%	1	3	+200.0%	\$410,000	\$168,900	-58.8%	2	0	-100.0%	1.7	0.0	-100.0%
Foley	19	21	+10.5%	16	10	-37.5%	\$181,500	\$160,000	-11.8%	10	11	+10.0%	1.2	1.6	+25.5%
Freeport	4	3	-25.0%	2	2	0.0%	\$178,000	\$194,250	+9.1%	1	5	+400.0%	0.6	2.8	+360.2%
Holdingford	5	2	-60.0%	6	4	-33.3%	\$180,400	\$143,950	-20.2%	2	2	0.0%	1.3	0.9	-30.4%
Kimball	10	3	-70.0%	4	4	0.0%	\$260,000	\$208,250	-19.9%	10	2	-80.0%	2.7	0.6	-78.5%
Maine Prairie Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Melrose	18	12	-33.3%	2	9	+350.0%	\$167,450	\$187,500	+12.0%	21	16	-23.8%	4.4	3.2	-26.9%
Paynesville	11	18	+63.6%	8	8	0.0%	\$153,500	\$171,250	+11.6%	15	17	+13.3%	3.1	3.0	-4.7%
Rice	26	28	+7.7%	8	15	+87.5%	\$195,000	\$209,450	+7.4%	17	23	+35.3%	2.5	2.8	+10.7%
Richmond	16	17	+6.3%	5	12	+140.0%	\$193,000	\$185,000	-4.1%	15	15	0.0%	2.3	2.5	+6.9%
Rockville	4	3	-25.0%	1	2	+100.0%	\$236,900	\$270,950	+14.4%	1	3	+200.0%	0.6	1.7	+195.3%
Sartell	87	103	+18.4%	34	54	+58.8%	\$225,750	\$225,950	+0.1%	84	66	-21.4%	3.8	2.3	-37.7%
Sauk Centre	11	25	+127.3%	10	11	+10.0%	\$135,850	\$155,400	+14.4%	17	23	+35.3%	2.7	3.8	+42.1%
Sauk Rapids	66	55	-16.7%	41	33	-19.5%	\$200,000	\$207,000	+3.5%	36	25	-30.6%	1.8	1.2	-35.2%
Saint Cloud	275	278	+1.1%	177	178	+0.6%	\$149,950	\$166,750	+11.2%	211	178	-15.6%	2.5	2.0	-19.5%
Saint Joseph	39	48	+23.1%	16	16	0.0%	\$197,000	\$189,950	-3.6%	35	28	-20.0%	3.1	2.4	-22.9%
Saint Augusta	17	17	0.0%	8	4	-50.0%	\$214,950	\$222,450	+3.5%	17	20	+17.6%	5.0	4.9	-1.7%
Waite Park	21	13	-38.1%	19	16	-15.8%	\$140,000	\$140,500	+0.4%	14	4	-71.4%	1.7	0.5	-71.4%
Wakefield Twp	1	0	-100.0%	0	1	--	\$0	\$287,000	--	1	0	-100.0%	0.8	0.0	-100.0%