

Monthly Indicators

May 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

- 24.6% **+ 11.0%** **- 25.3%**

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.



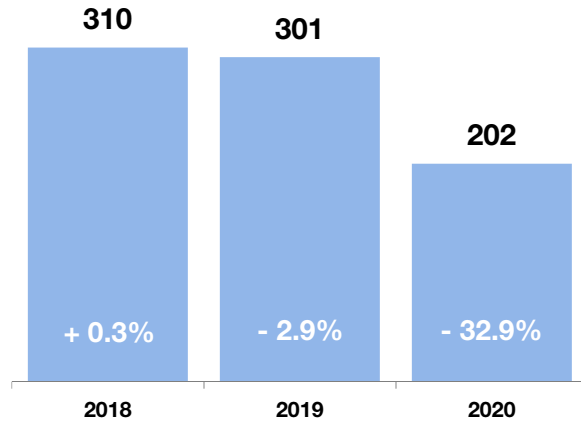
Key Metrics	Historical Sparkbars	5-2019	5-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		301	202	- 32.9%	1,044	886	- 15.1%
Pending Sales		223	180	- 19.3%	793	723	- 8.8%
Closed Sales		211	159	- 24.6%	637	587	- 7.8%
Days on Market		49	42	- 14.3%	61	54	- 11.5%
Median Sales Price		\$193,950	\$215,200	+ 11.0%	\$185,000	\$199,950	+ 8.1%
Avg. Sales Price		\$208,803	\$218,179	+ 4.5%	\$197,661	\$208,312	+ 5.4%
Pct. of Orig. Price Received		98.6%	98.4%	- 0.2%	97.0%	97.0%	0.0%
Affordability Index		172	169	- 1.7%	180	182	+ 1.1%
Homes for Sale		439	328	- 25.3%	--	--	--
Months Supply		2.9	2.2	- 24.1%	--	--	--

New Listings

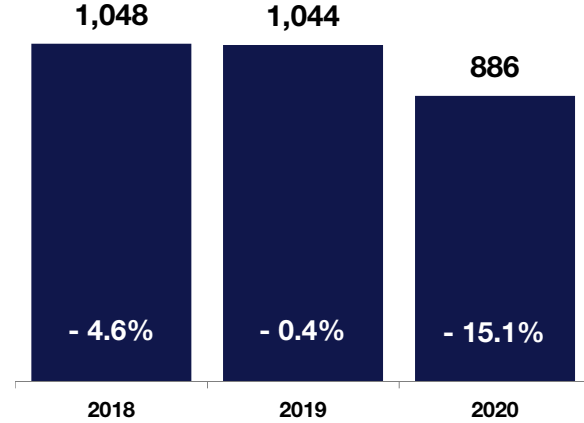
A count of the properties that have been newly listed on the market in a given month.



May

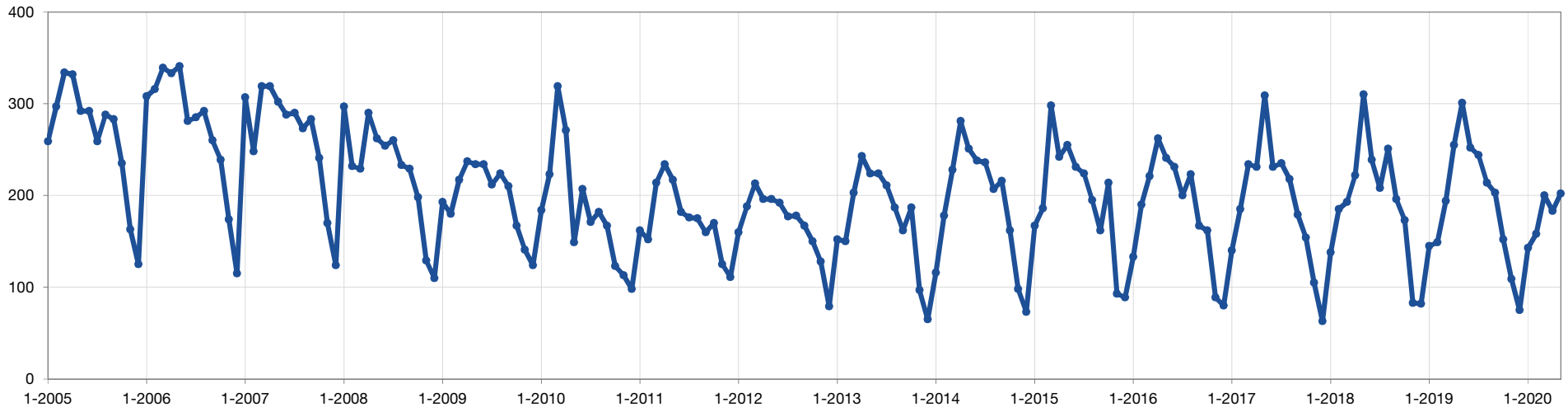


Year to Date



	New Listings	Prior Year	Percent Change
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	200	194	+3.1%
April 2020	183	255	-28.2%
May 2020	202	301	-32.9%
12-Month Avg	178	190	-6.3%

Historical New Listings by Month

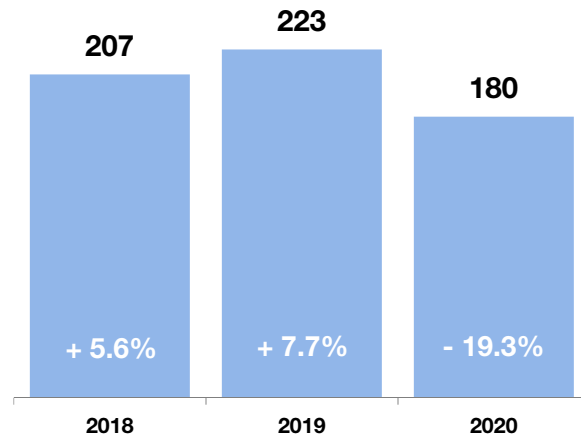


Pending Sales

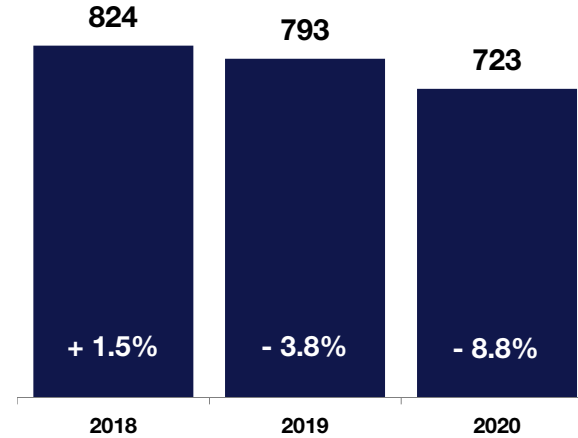
A count of the properties on which offers have been accepted in a given month.



May



Year to Date



	Pending Sales	Prior Year	Percent Change
June 2019	226	214	+5.6%
July 2019	175	168	+4.2%
August 2019	173	182	-4.9%
September 2019	144	140	+2.9%
October 2019	155	124	+25.0%
November 2019	102	88	+15.9%
December 2019	80	84	-4.8%
January 2020	100	94	+6.4%
February 2020	129	121	+6.6%
March 2020	172	140	+22.9%
April 2020	142	215	-34.0%
May 2020	180	223	-19.3%
12-Month Avg	148	149	-0.7%

Historical Pending Sales by Month

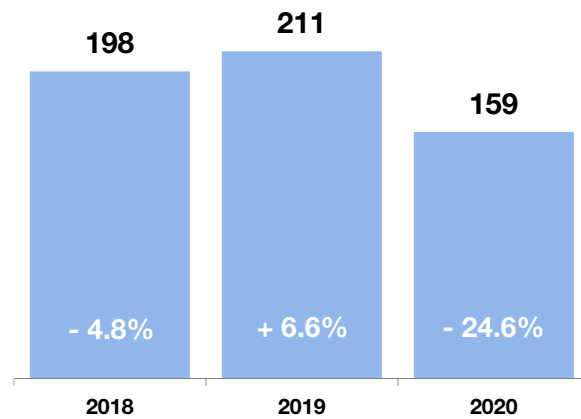


Closed Sales

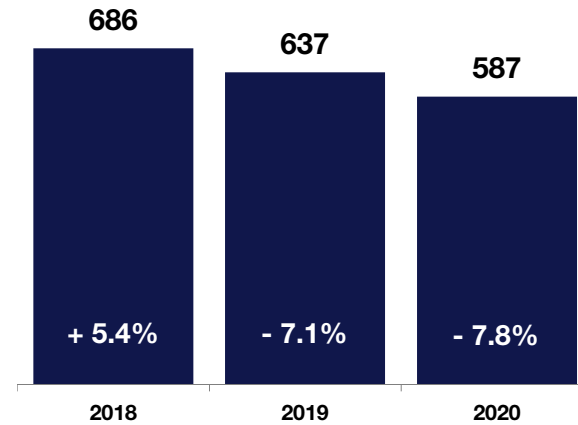
A count of the actual sales that closed in a given month.



May



Year to Date



	Closed Sales	Prior Year	Percent Change
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	140	119	+17.6%
April 2020	129	139	-7.2%
May 2020	159	211	-24.6%
12-Month Avg	149	150	-0.7%

Historical Closed Sales by Month

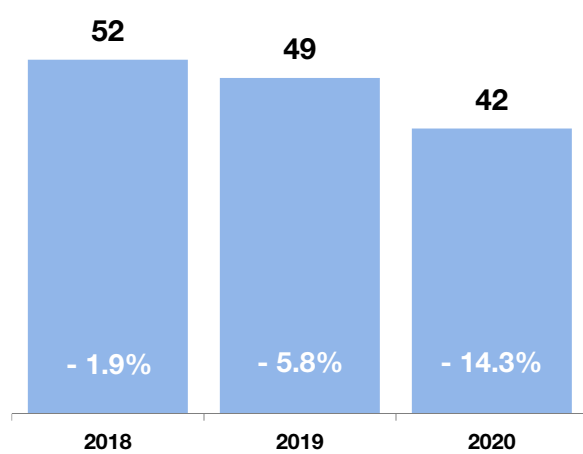


Days on Market Until Sale

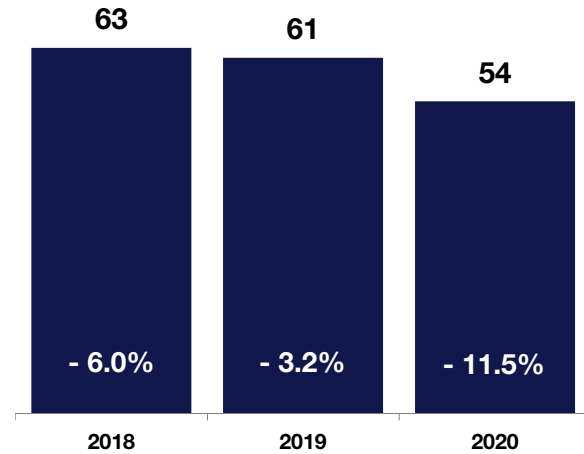
Average number of days between when a property is listed and when an offer is accepted in a given month.



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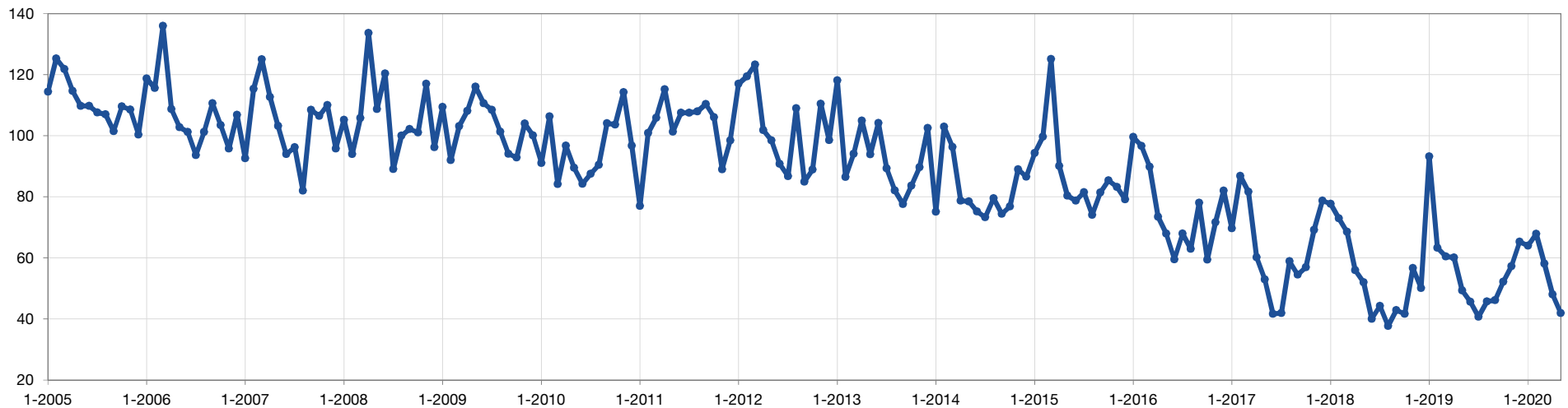


Year to Date



Days on Market	Prior Year	Percent Change	
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	58	60	-3.3%
April 2020	48	60	-20.0%
May 2020	42	49	-14.3%
12-Month Avg	53	53	0.0%

Historical Days on Market Until Sale by Month

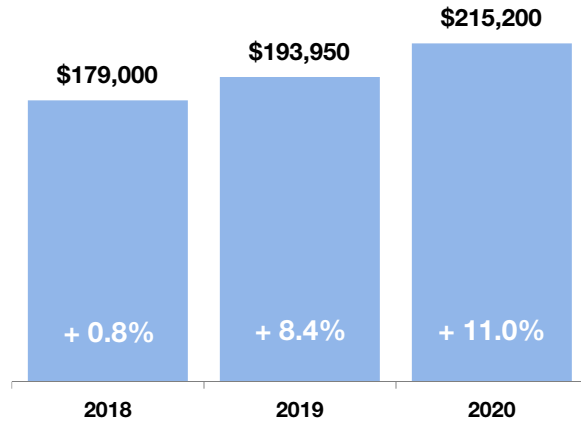


Median Sales Price

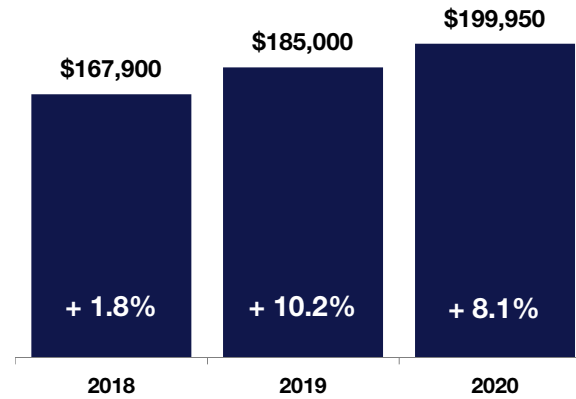
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2020	\$201,000	\$189,950	+5.8%
May 2020	\$215,200	\$193,950	+11.0%
12-Month Avg	\$192,700	\$180,229	+6.9%

Historical Median Sales Price by Month

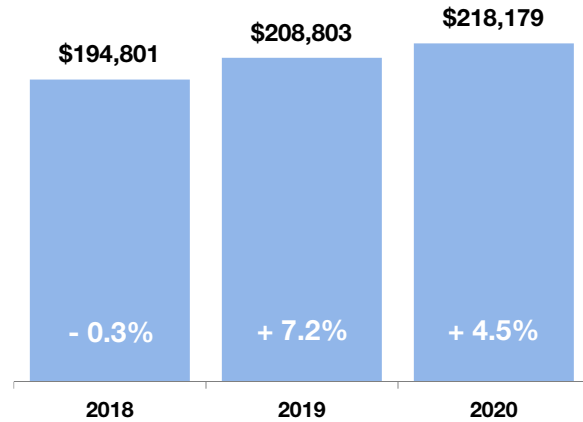


Average Sales Price

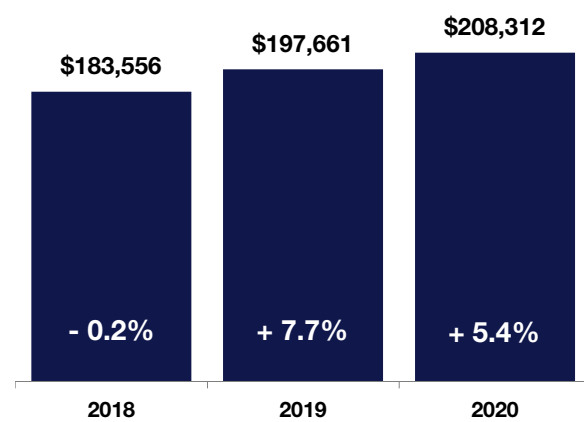
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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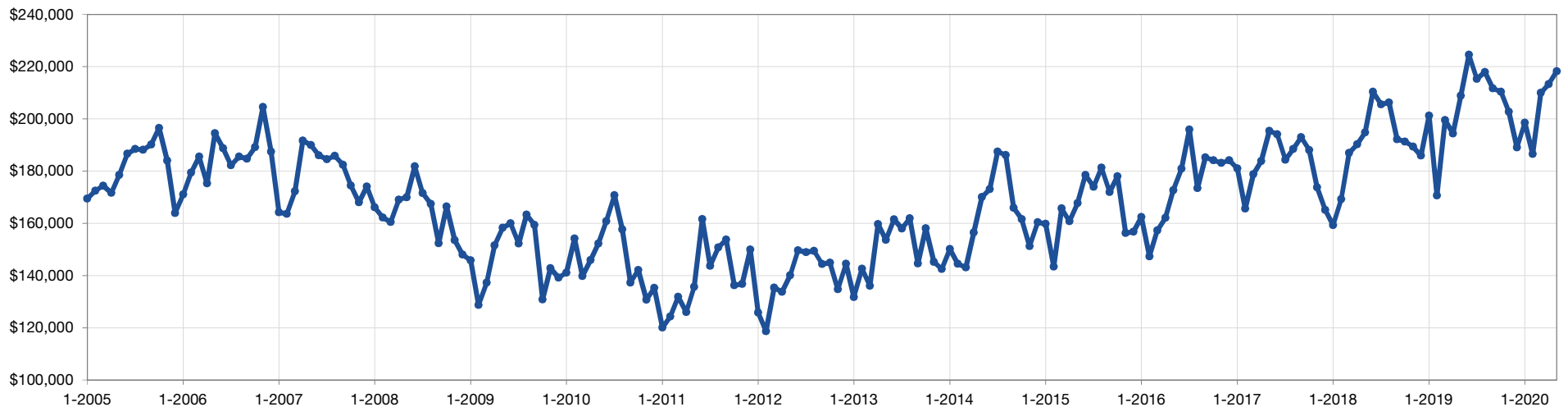


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$209,918	\$199,450	+5.2%
April 2020	\$213,298	\$194,355	+9.7%
May 2020	\$218,179	\$208,803	+4.5%
12-Month Avg	\$208,163	\$196,258	+6.1%

Historical Average Sales Price by Month

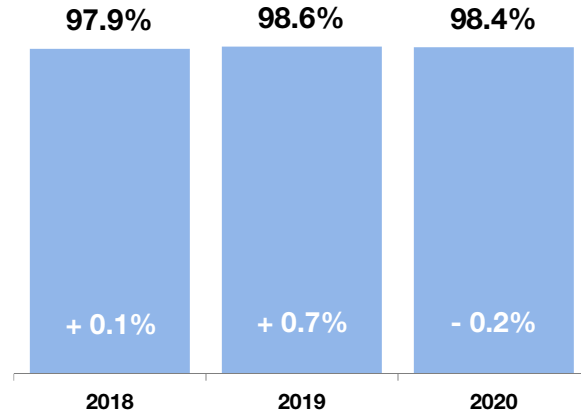


Percent of Original List Price Received

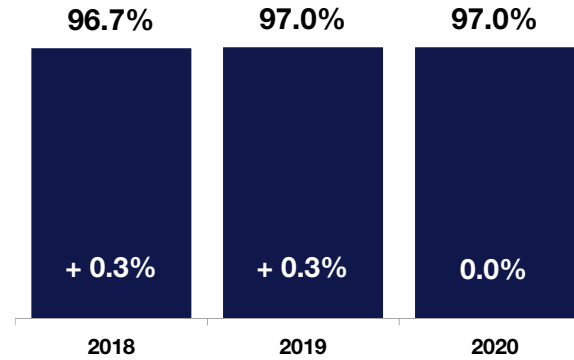


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

May

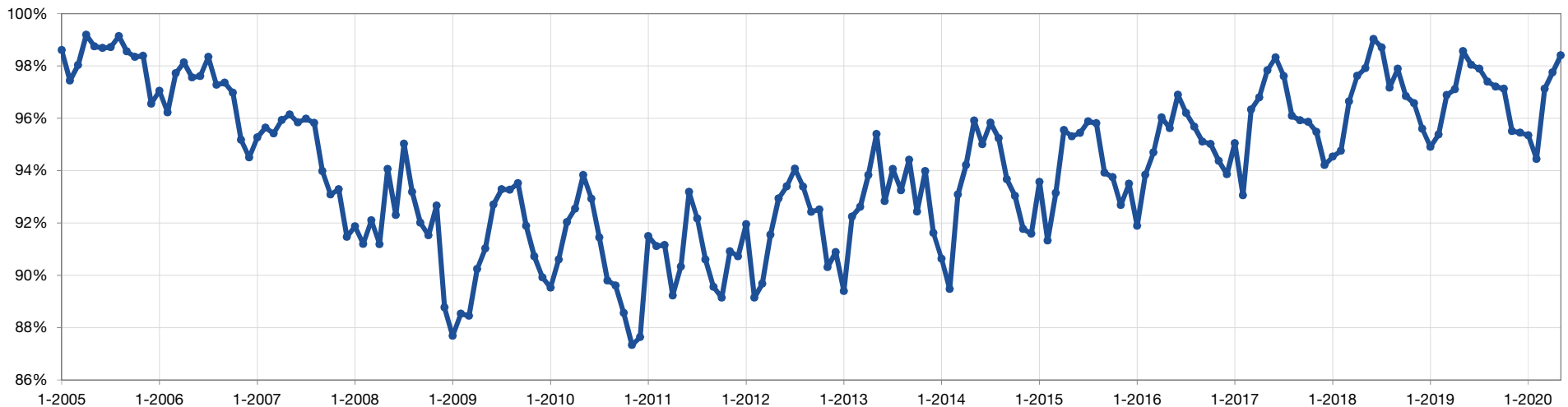


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2020	97.8%	97.1%	+0.7%
May 2020	98.4%	98.6%	-0.2%
12-Month Avg	96.8%	97.1%	-0.3%

Historical Percent of Original List Price Received by Month

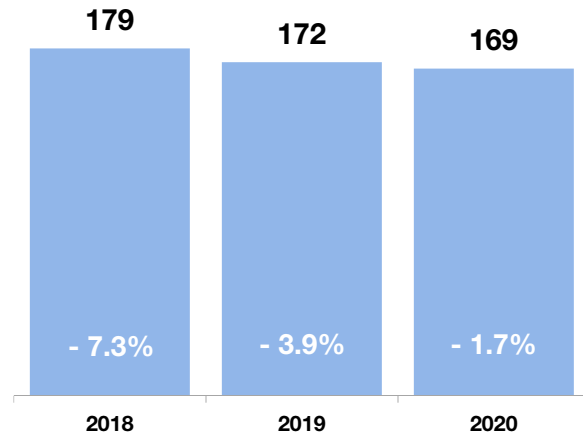


Housing Affordability Index

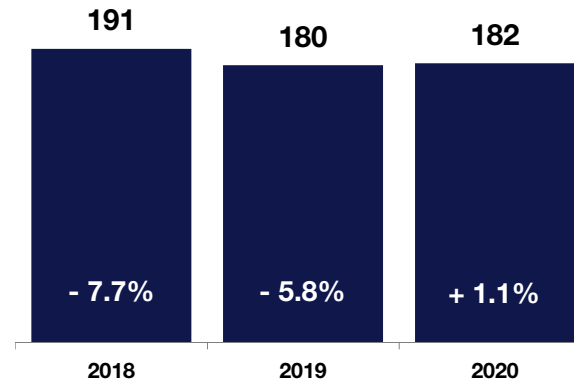


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2020	182	176	+3.4%
May 2020	169	172	-1.7%
12-Month Avg	184	178	+3.4%

Historical Housing Affordability Index by Month

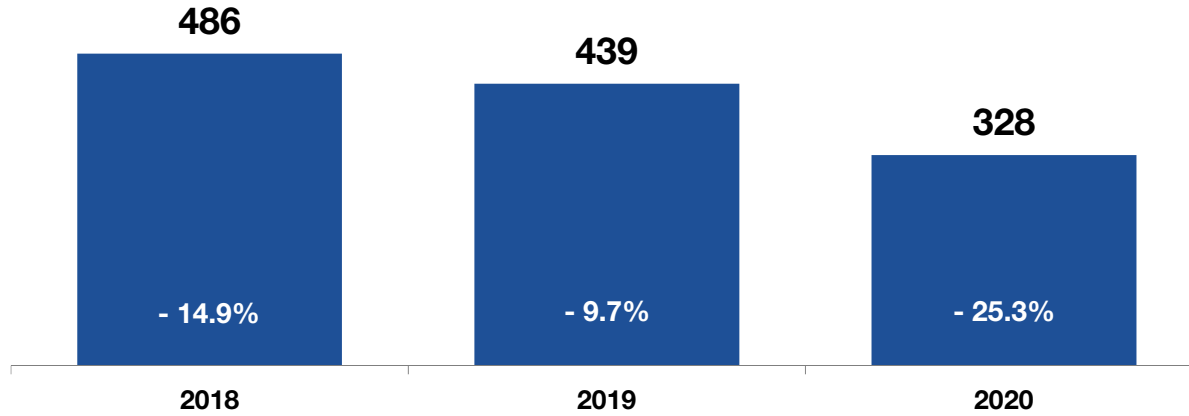


Inventory of Homes for Sale

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



May



Homes for Sale		Prior Year	Percent Change
June 2019	432	434	-0.5%
July 2019	465	437	+6.4%
August 2019	468	466	+0.4%
September 2019	482	473	+1.9%
October 2019	426	459	-7.2%
November 2019	378	408	-7.4%
December 2019	315	365	-13.7%
January 2020	329	353	-6.8%
February 2020	327	357	-8.4%
March 2020	325	380	-14.5%
April 2020	339	394	-14.0%
May 2020	328	439	-25.3%
12-Month Avg	385	414	-7.0%

Historical Inventory of Homes for Sale by Month

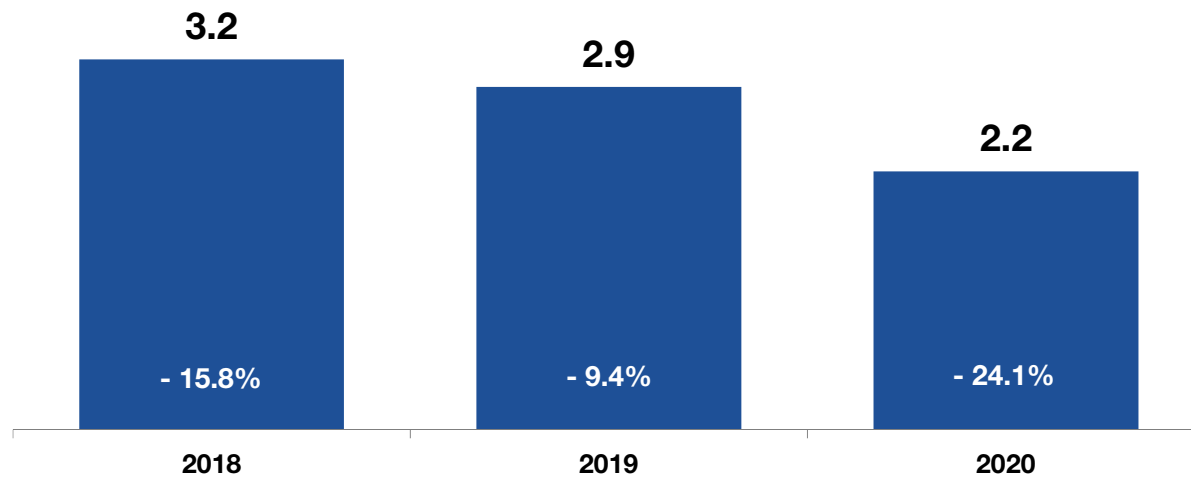


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
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	3.2	3.0	+6.7%
October 2019	2.8	3.0	-6.7%
November 2019	2.4	2.7	-11.1%
December 2019	2.0	2.4	-16.7%
January 2020	2.1	2.3	-8.7%
February 2020	2.1	2.4	-12.5%
March 2020	2.1	2.6	-19.2%
April 2020	2.2	2.7	-18.5%
May 2020	2.2	2.9	-24.1%
12-Month Avg	2.5	2.7	-7.4%

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	+ / -	5-2019	5-2020	+ / -	5-2019	5-2020	+ / -
Albany	25	38	+52.0%	17	17	0.0%	\$179,200	\$189,400	+5.7%	10	17	+70.0%	2.2	3.9	+77.1%
Avon	13	28	+115.4%	10	15	+50.0%	\$228,500	\$210,000	-8.1%	8	9	+12.5%	2.5	2.4	-6.3%
Clearwater	41	36	-12.2%	28	19	-32.1%	\$209,200	\$262,900	+25.7%	12	16	+33.3%	1.6	2.7	+65.3%
Cold Spring	64	52	-18.8%	35	36	+2.9%	\$199,050	\$223,950	+12.5%	46	22	-52.2%	4.1	2.2	-46.6%
Eden Lake Twp	6	0	-100.0%	1	0	-100.0%	\$53,000	\$0	-100.0%	5	0	-100.0%	3.3	0.0	-100.0%
Eden Valley	16	11	-31.3%	7	6	-14.3%	\$137,200	\$140,000	+2.0%	6	1	-83.3%	1.9	0.4	-78.0%
Fair Haven Twp	4	2	-50.0%	2	3	+50.0%	\$360,000	\$168,900	-53.1%	4	0	-100.0%	4.0	0.0	-100.0%
Foley	48	49	+2.1%	33	24	-27.3%	\$196,000	\$160,000	-18.4%	21	16	-23.8%	2.7	2.1	-22.2%
Freeport	7	6	-14.3%	4	4	0.0%	\$194,500	\$178,500	-8.2%	1	2	+100.0%	0.6	0.9	+55.0%
Holdingford	12	8	-33.3%	9	4	-55.6%	\$171,000	\$143,950	-15.8%	6	4	-33.3%	3.5	1.7	-50.7%
Kimball	18	16	-11.1%	11	5	-54.5%	\$260,000	\$249,000	-4.2%	10	8	-20.0%	2.8	2.3	-16.1%
Maine Prairie Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Melrose	42	24	-42.9%	16	19	+18.8%	\$185,000	\$203,000	+9.7%	24	16	-33.3%	4.3	3.9	-8.7%
Paynesville	33	56	+69.7%	15	22	+46.7%	\$144,000	\$159,500	+10.8%	22	34	+54.5%	5.0	5.7	+15.4%
Rice	59	63	+6.8%	27	33	+22.2%	\$215,500	\$213,075	-1.1%	26	28	+7.7%	3.8	3.3	-14.3%
Richmond	48	49	+2.1%	22	22	0.0%	\$240,500	\$202,000	-16.0%	28	24	-14.3%	4.5	3.8	-15.4%
Rockville	12	8	-33.3%	6	5	-16.7%	\$239,000	\$267,000	+11.7%	6	4	-33.3%	3.4	2.1	-38.2%
Sartell	186	178	-4.3%	99	105	+6.1%	\$224,000	\$239,950	+7.1%	80	70	-12.5%	3.3	2.6	-21.5%
Sauk Centre	43	57	+32.6%	21	26	+23.8%	\$159,500	\$173,750	+8.9%	32	27	-15.6%	5.0	4.0	-19.0%
Sauk Rapids	134	118	-11.9%	84	74	-11.9%	\$202,600	\$209,000	+3.2%	43	41	-4.7%	2.2	2.1	-2.6%
Saint Cloud	601	489	-18.6%	378	333	-11.9%	\$160,000	\$169,900	+6.2%	258	182	-29.5%	3.0	2.2	-26.4%
Saint Joseph	74	73	-1.4%	36	46	+27.8%	\$207,300	\$206,000	-0.6%	42	27	-35.7%	4.1	2.3	-43.2%
Saint Augusta	29	32	+10.3%	18	18	0.0%	\$240,000	\$224,900	-6.3%	19	12	-36.8%	5.4	2.6	-52.3%
Waite Park	49	28	-42.9%	40	29	-27.5%	\$166,950	\$160,000	-4.2%	16	8	-50.0%	1.9	1.1	-41.1%
Wakefield Twp	2	0	-100.0%	1	1	0.0%	\$270,000	\$287,000	+6.3%	0	0	--	0.0	0.0	--