



Monthly Indicators

July 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

- 11.8% **+ 2.9%** **- 39.6%**

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.



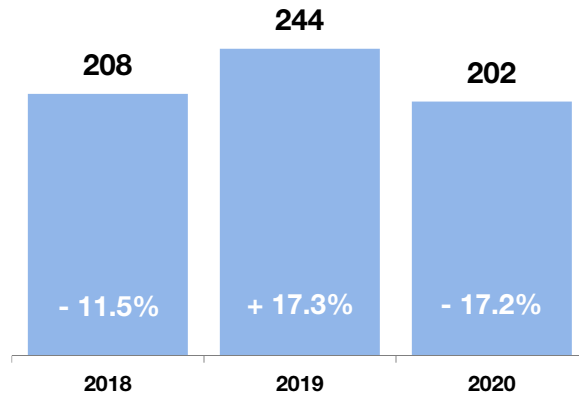
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		244	202	- 17.2%	1,540	1,310	- 14.9%
Pending Sales		175	228	+ 30.3%	1,194	1,150	- 3.7%
Closed Sales		228	201	- 11.8%	1,070	984	- 8.0%
Days on Market		41	41	0.0%	54	49	- 9.3%
Median Sales Price		\$200,000	\$205,750	+ 2.9%	\$191,000	\$200,000	+ 4.7%
Avg. Sales Price		\$215,275	\$225,234	+ 4.6%	\$206,563	\$214,366	+ 3.8%
Pct. of Orig. Price Received		97.9%	98.0%	+ 0.1%	97.4%	97.4%	0.0%
Affordability Index		170	182	+ 7.1%	178	187	+ 5.1%
Homes for Sale		465	281	- 39.6%	--	--	--
Months Supply		3.1	1.9	- 38.7%	--	--	--

New Listings

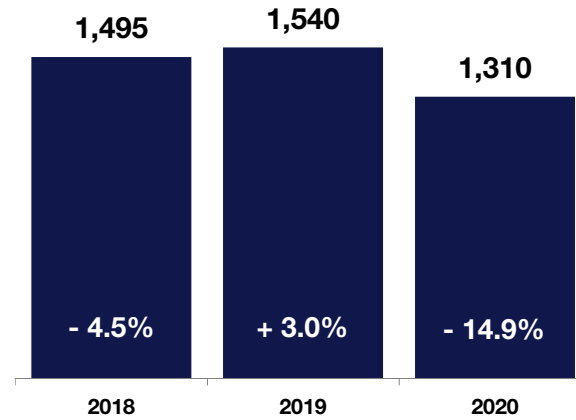
A count of the properties that have been newly listed on the market in a given month.



July

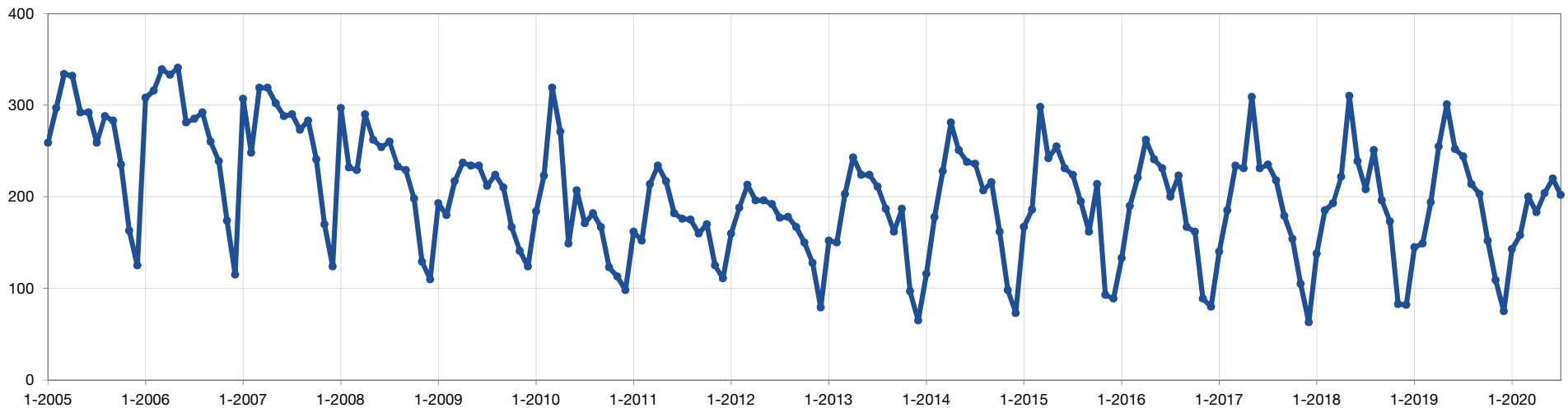


Year to Date



	New Listings	Prior Year	Percent Change
August 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	204	301	-32.2%
June 2020	220	252	-12.7%
July 2020	202	244	-17.2%
12-Month Avg	172	194	-11.3%

Historical New Listings by Month

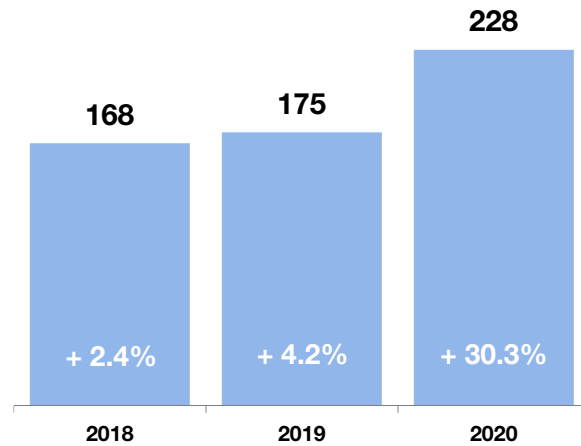


Pending Sales

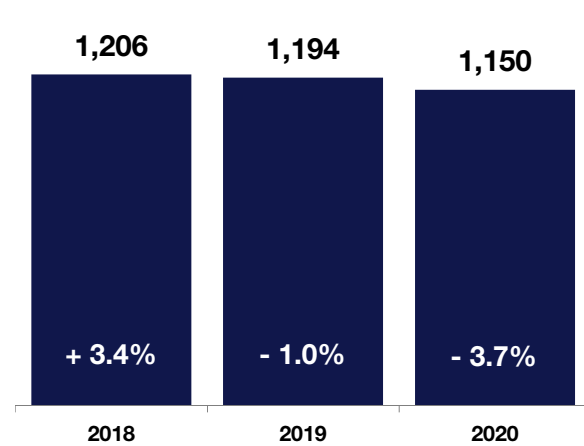
A count of the properties on which offers have been accepted in a given month.



July

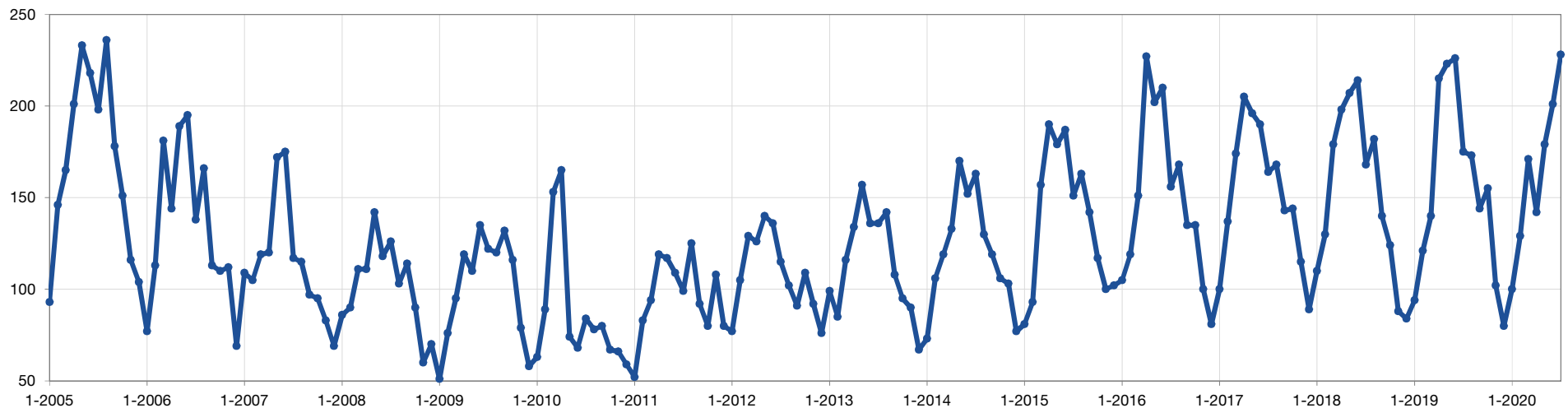


Year to Date



	Pending Sales	Prior Year	Percent Change
August 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	171	140	+22.1%
April 2020	142	215	-34.0%
May 2020	179	223	-19.7%
June 2020	201	226	-11.1%
July 2020	228	175	+30.3%
12-Month Avg	150	151	-0.7%

Historical Pending Sales by Month

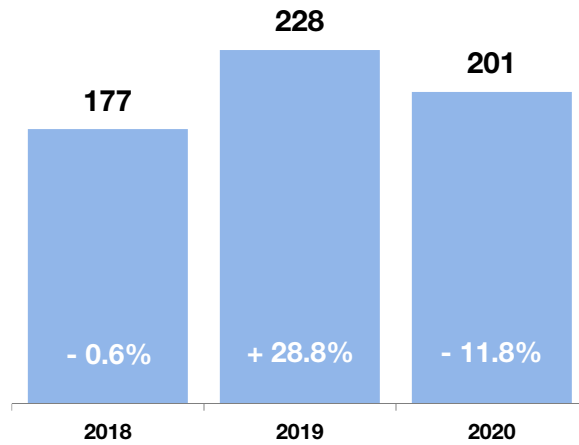


Closed Sales

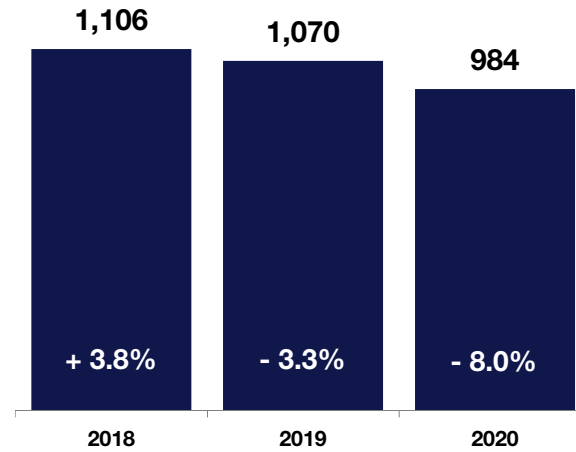
A count of the actual sales that closed in a given month.



July

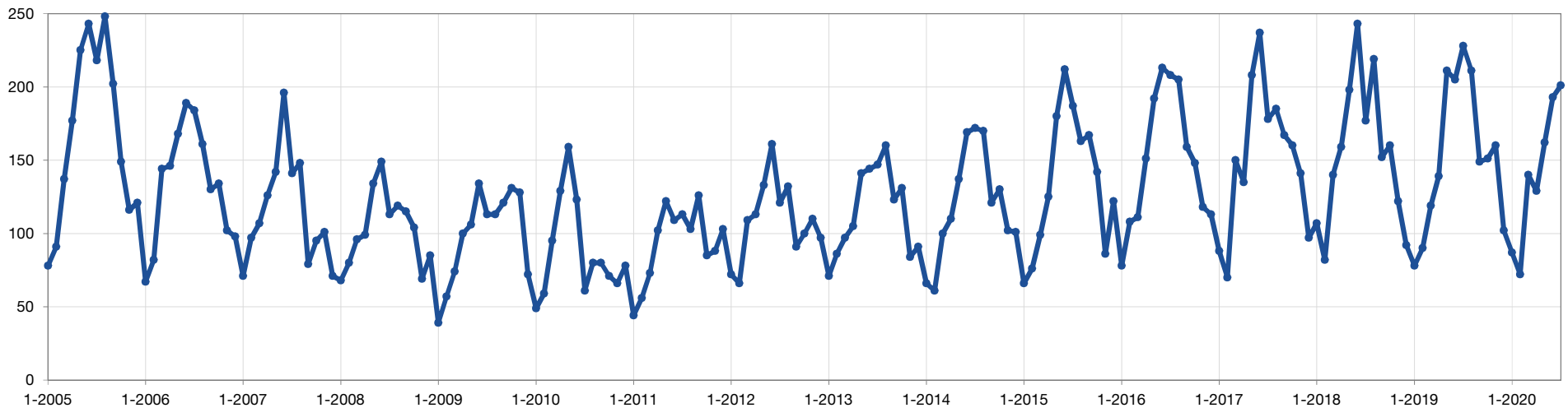


Year to Date



	Closed Sales	Prior Year	Percent Change
August 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	162	211	-23.2%
June 2020	193	205	-5.9%
July 2020	201	228	-11.8%
12-Month Avg	146	151	-3.3%

Historical Closed Sales by Month

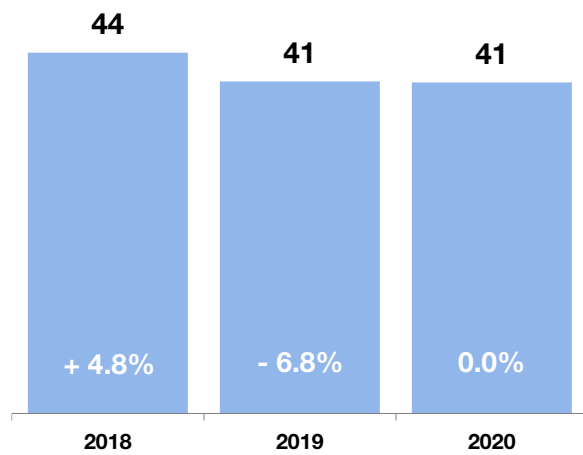


Days on Market Until Sale

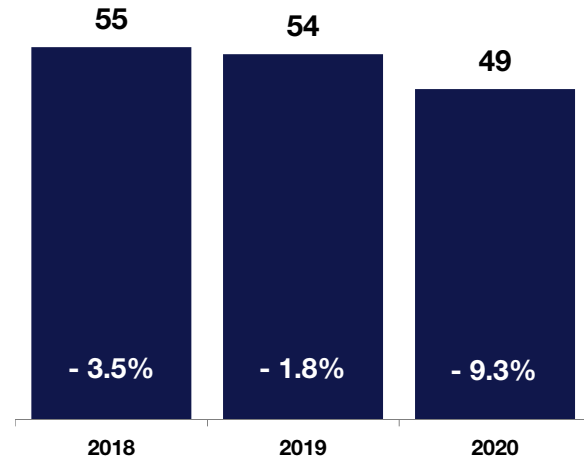
Average number of days between when a property is listed and when an offer is accepted in a given month.



July

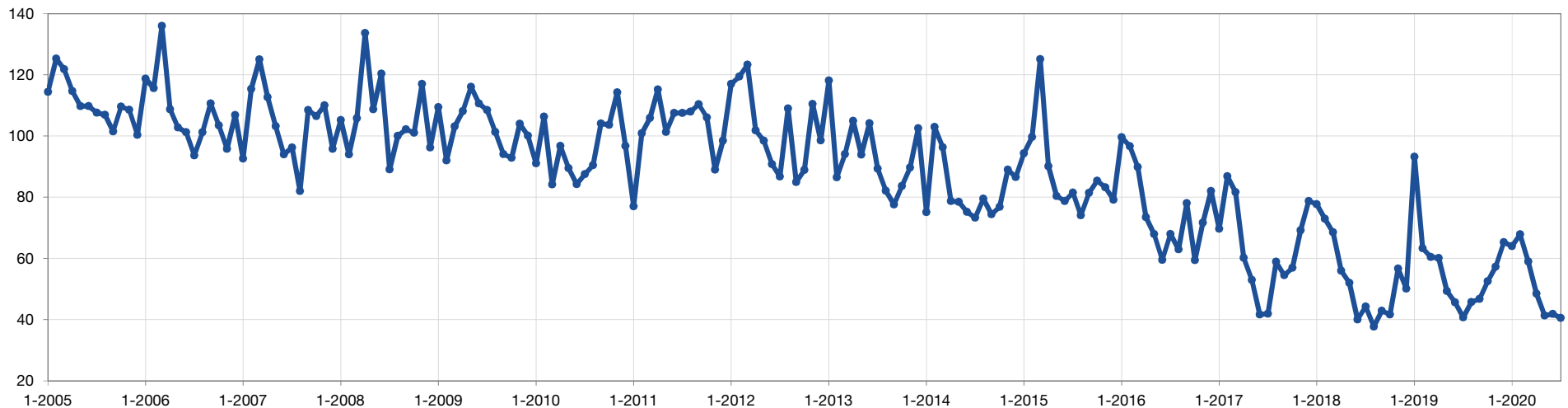


Year to Date



Days on Market	Prior Year	Percent Change
August 2019	38	+21.1%
September 2019	43	+9.3%
October 2019	42	+26.2%
November 2019	57	0.0%
December 2019	50	+30.0%
January 2020	93	-31.2%
February 2020	63	+7.9%
March 2020	60	-1.7%
April 2020	60	-20.0%
May 2020	49	-16.3%
June 2020	46	-8.7%
July 2020	41	0.0%
12-Month Avg	53	0.0%

Historical Days on Market Until Sale by Month

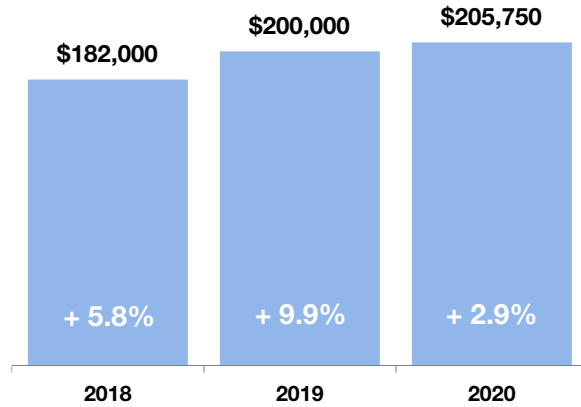


Median Sales Price

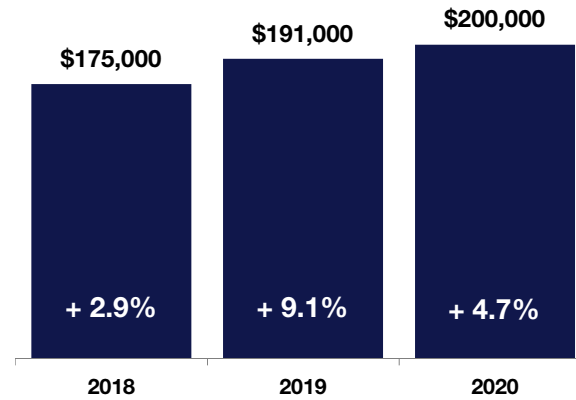
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$214,000	\$193,950	+10.3%
June 2020	\$210,000	\$202,450	+3.7%
July 2020	\$205,750	\$200,000	+2.9%
12-Month Avg	\$193,708	\$182,850	+5.9%

Historical Median Sales Price by Month

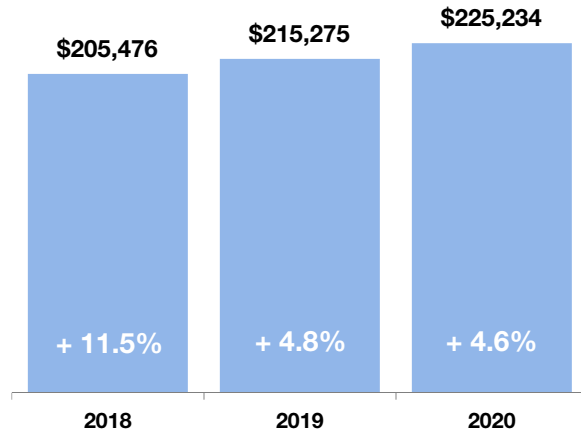


Average Sales Price

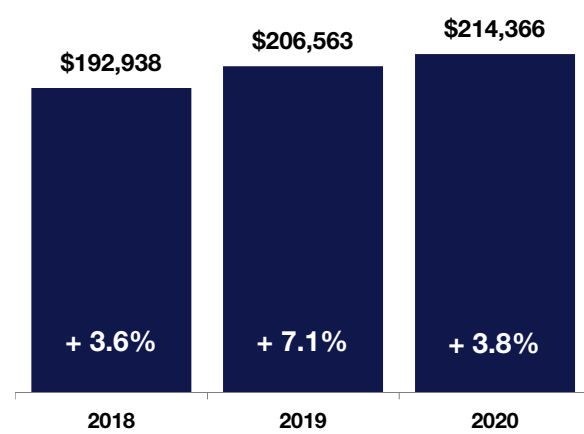
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$217,729	\$208,803	+4.3%
June 2020	\$221,740	\$224,491	-1.2%
July 2020	\$225,234	\$215,275	+4.6%
12-Month Avg	\$208,727	\$198,250	+5.3%

Historical Average Sales Price by Month

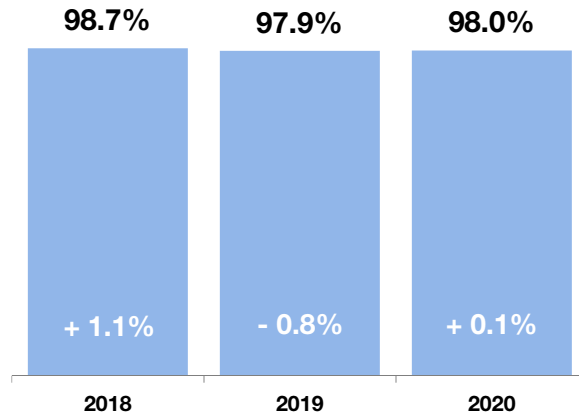


Percent of Original List Price Received

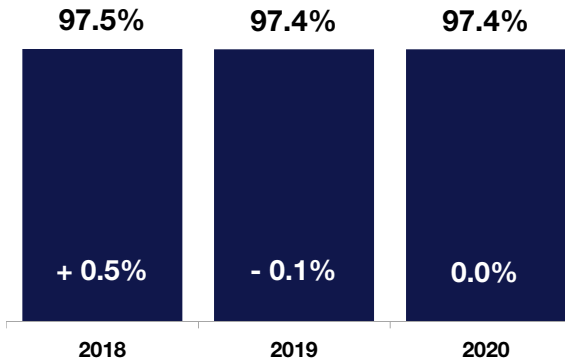


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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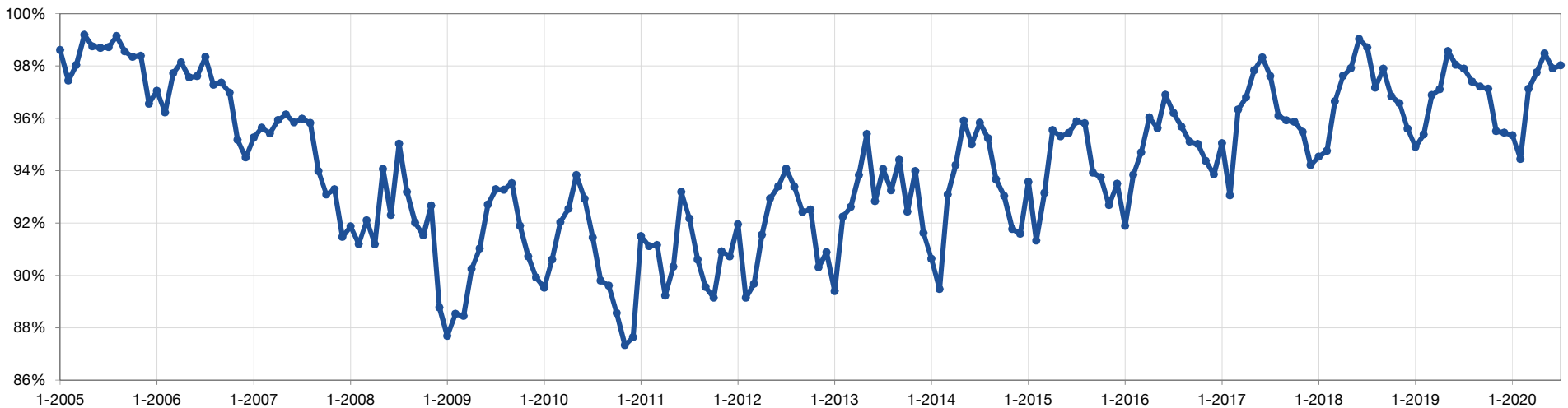


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	98.5%	98.6%	-0.1%
June 2020	97.9%	98.0%	-0.1%
July 2020	98.0%	97.9%	+0.1%
12-Month Avg	96.8%	96.9%	-0.1%

Historical Percent of Original List Price Received by Month

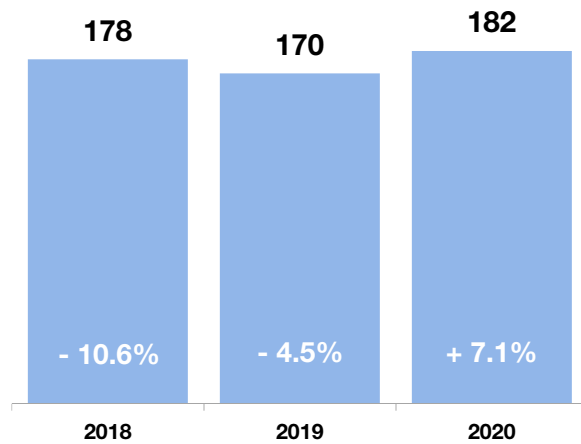


Housing Affordability Index

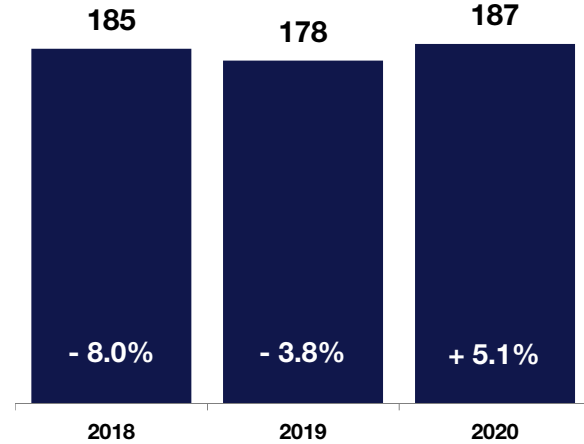


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
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	170	172	-1.2%
June 2020	176	165	+6.7%
July 2020	182	170	+7.1%
12-Month Avg	186	177	+5.1%

Historical Housing Affordability Index by Month

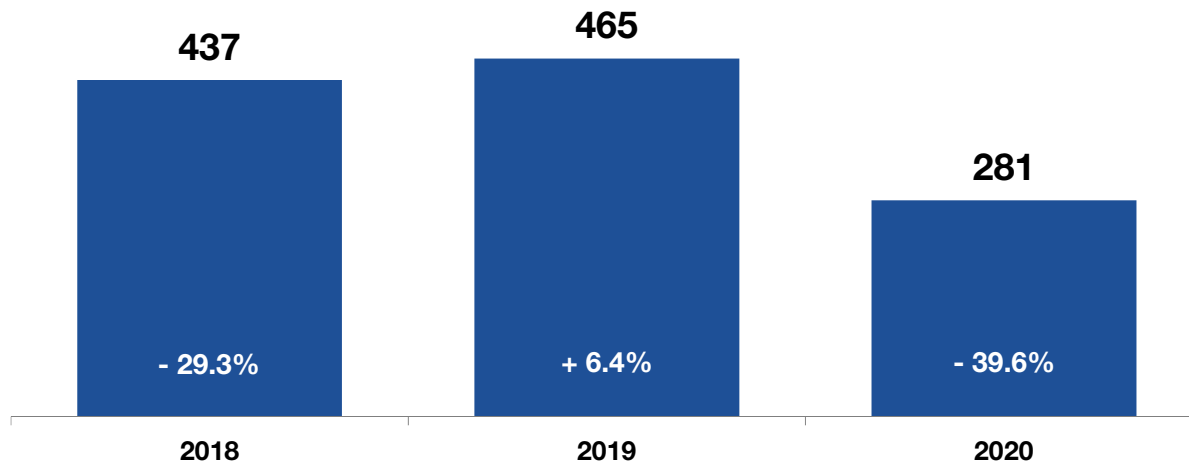


Inventory of Homes for Sale

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

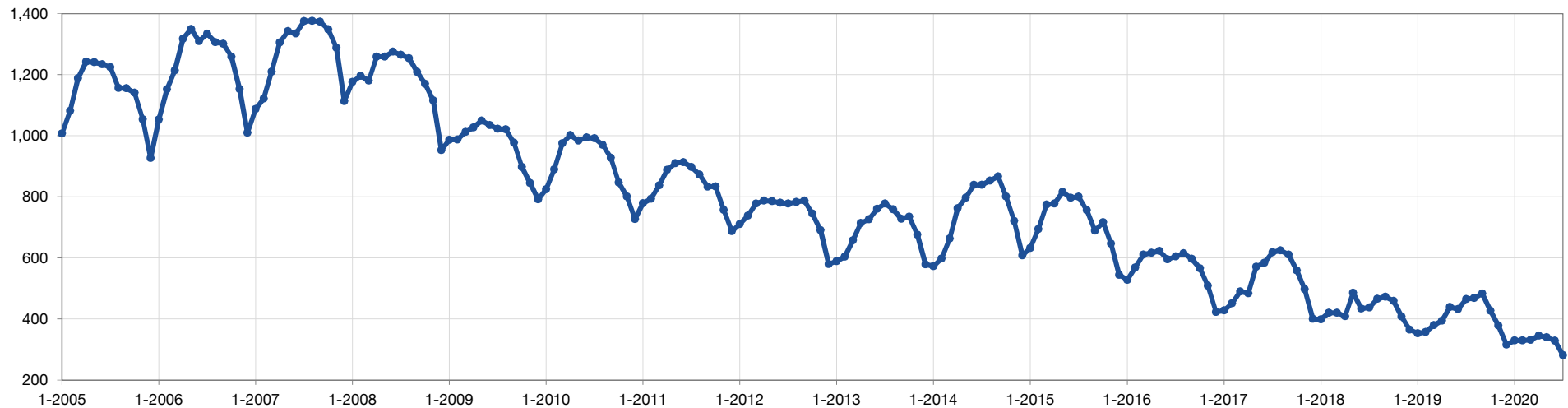


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Homes for Sale		Prior Year	Percent Change
August 2019	468	466	+0.4%
September 2019	483	473	+2.1%
October 2019	427	459	-7.0%
November 2019	379	408	-7.1%
December 2019	316	365	-13.4%
January 2020	330	353	-6.5%
February 2020	330	357	-7.6%
March 2020	331	380	-12.9%
April 2020	345	394	-12.4%
May 2020	340	439	-22.6%
June 2020	329	432	-23.8%
July 2020	281	465	-39.6%
12-Month Avg	363	416	-12.7%

Historical Inventory of Homes for Sale by Month

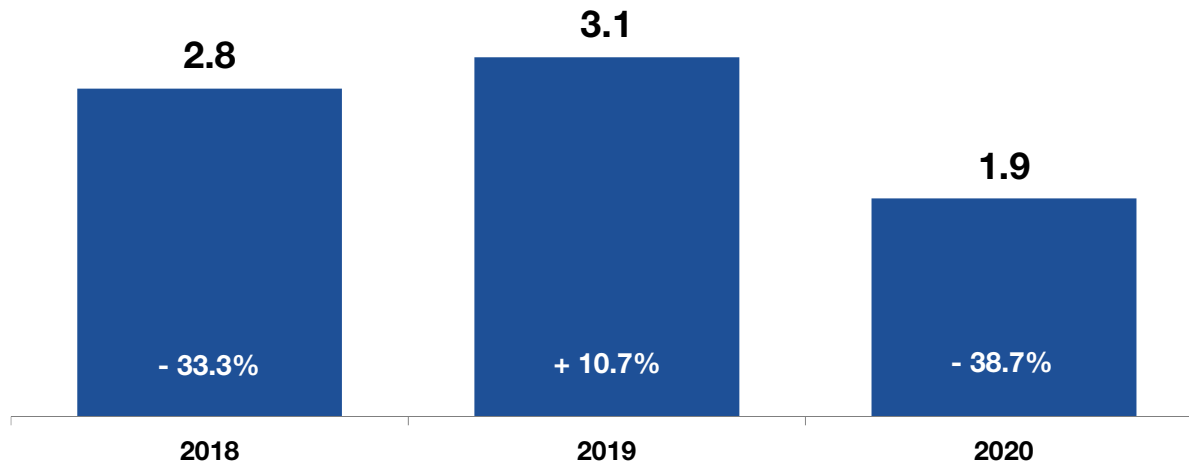


Months Supply of Inventory

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.



July



Months Supply		Prior Year	Percent Change
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	2.5	2.7	-7.4%
December 2019	2.1	2.4	-12.5%
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	2.3	2.7	-14.8%
May 2020	2.3	2.9	-20.7%
June 2020	2.3	2.9	-20.7%
July 2020	1.9	3.1	-38.7%
12-Month Avg	2.4	2.7	-11.1%

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	+ / -	7-2019	7-2020	+ / -	7-2019	7-2020	+ / -
Albany	34	51	+50.0%	29	34	+17.2%	\$181,000	\$209,900	+16.0%	10	10	0.0%	2.4	1.9	-23.7%
Avon	23	35	+52.2%	17	23	+35.3%	\$184,000	\$214,000	+16.3%	10	6	-40.0%	3.4	1.5	-55.3%
Clearwater	62	56	-9.7%	48	35	-27.1%	\$208,500	\$248,485	+19.2%	18	13	-27.8%	2.5	2.0	-20.3%
Cold Spring	90	76	-15.6%	68	67	-1.5%	\$222,000	\$222,000	0.0%	37	20	-45.9%	3.5	2.1	-41.3%
Eden Lake Twp	7	0	-100.0%	6	1	-83.3%	\$209,900	\$140,000	-33.3%	2	0	-100.0%	1.1	0.0	-100.0%
Eden Valley	20	15	-25.0%	18	12	-33.3%	\$149,950	\$165,000	+10.0%	3	3	0.0%	0.9	1.3	+45.7%
Fair Haven Twp	6	2	-66.7%	3	3	0.0%	\$410,000	\$168,900	-58.8%	2	0	-100.0%	1.6	0.0	-100.0%
Foley	81	70	-13.6%	50	46	-8.0%	\$197,250	\$164,400	-16.7%	30	11	-63.3%	3.9	1.4	-64.1%
Freeport	10	12	+20.0%	8	7	-12.5%	\$199,000	\$182,000	-8.5%	2	4	+100.0%	1.4	1.9	+37.8%
Holdingford	16	16	0.0%	14	9	-35.7%	\$146,000	\$164,900	+12.9%	4	6	+50.0%	2.0	2.5	+22.7%
Kimball	32	25	-21.9%	18	18	0.0%	\$211,949	\$227,000	+7.1%	12	8	-33.3%	3.3	2.6	-20.7%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$307,500	--	0	0	--	0.0	0.0	--
Melrose	66	33	-50.0%	30	32	+6.7%	\$162,400	\$203,000	+25.0%	36	9	-75.0%	7.3	1.8	-75.0%
Paynesville	56	70	+25.0%	32	48	+50.0%	\$160,000	\$177,250	+10.8%	29	15	-48.3%	6.3	2.0	-68.4%
Rice	92	100	+8.7%	52	62	+19.2%	\$203,443	\$224,000	+10.1%	34	26	-23.5%	4.8	2.8	-42.5%
Richmond	75	65	-13.3%	38	55	+44.7%	\$231,500	\$229,000	-1.1%	38	10	-73.7%	6.2	1.3	-78.7%
Rockville	17	13	-23.5%	10	8	-20.0%	\$237,450	\$270,950	+14.1%	5	3	-40.0%	2.9	1.4	-50.3%
Sartell	269	264	-1.9%	181	200	+10.5%	\$237,000	\$245,000	+3.4%	86	62	-27.9%	3.4	2.2	-36.3%
Sauk Centre	61	86	+41.0%	40	61	+52.5%	\$168,400	\$193,500	+14.9%	32	24	-25.0%	4.8	3.0	-38.5%
Sauk Rapids	202	172	-14.9%	144	129	-10.4%	\$205,000	\$210,000	+2.4%	57	30	-47.4%	2.8	1.5	-47.4%
Saint Cloud	892	728	-18.4%	622	538	-13.5%	\$167,000	\$169,900	+1.7%	275	160	-41.8%	3.2	1.9	-39.7%
Saint Joseph	104	96	-7.7%	63	74	+17.5%	\$209,950	\$206,000	-1.9%	25	20	-20.0%	2.3	1.9	-19.4%
Saint Augusta	44	50	+13.6%	24	30	+25.0%	\$250,000	\$226,000	-9.6%	24	19	-20.8%	8.0	3.9	-51.6%
Waite Park	73	50	-31.5%	60	43	-28.3%	\$169,000	\$174,500	+3.3%	22	9	-59.1%	2.7	1.3	-53.9%
Wakefield Twp	2	0	-100.0%	3	1	-66.7%	\$270,000	\$287,000	+6.3%	0	0	--	0.0	0.0	--