

Monthly Indicators

August 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

+ 3.3% **+ 6.7%** **- 37.4%**

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.



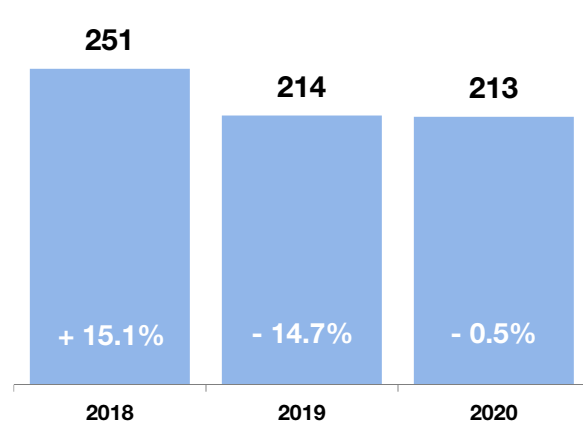
Key Metrics	Historical Sparkbars	8-2019	8-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		214	213	- 0.5%	1,754	1,528	- 12.9%
Pending Sales		173	182	+ 5.2%	1,367	1,335	- 2.3%
Closed Sales		211	218	+ 3.3%	1,281	1,204	- 6.0%
Days on Market		46	35	- 23.9%	52	46	- 11.5%
Median Sales Price		\$201,450	\$215,000	+ 6.7%	\$194,900	\$205,000	+ 5.2%
Avg. Sales Price		\$217,920	\$231,082	+ 6.0%	\$208,435	\$217,264	+ 4.2%
Pct. of Orig. Price Received		97.4%	99.3%	+ 2.0%	97.4%	97.7%	+ 0.3%
Affordability Index		177	175	- 1.1%	183	184	+ 0.5%
Homes for Sale		468	293	- 37.4%	--	--	--
Months Supply		3.1	1.9	- 38.7%	--	--	--

New Listings

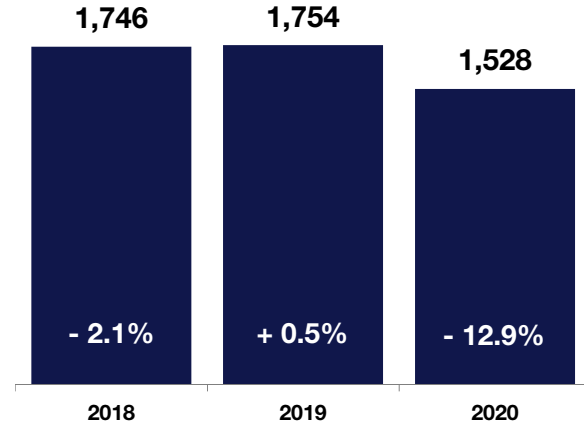
A count of the properties that have been newly listed on the market in a given month.



August

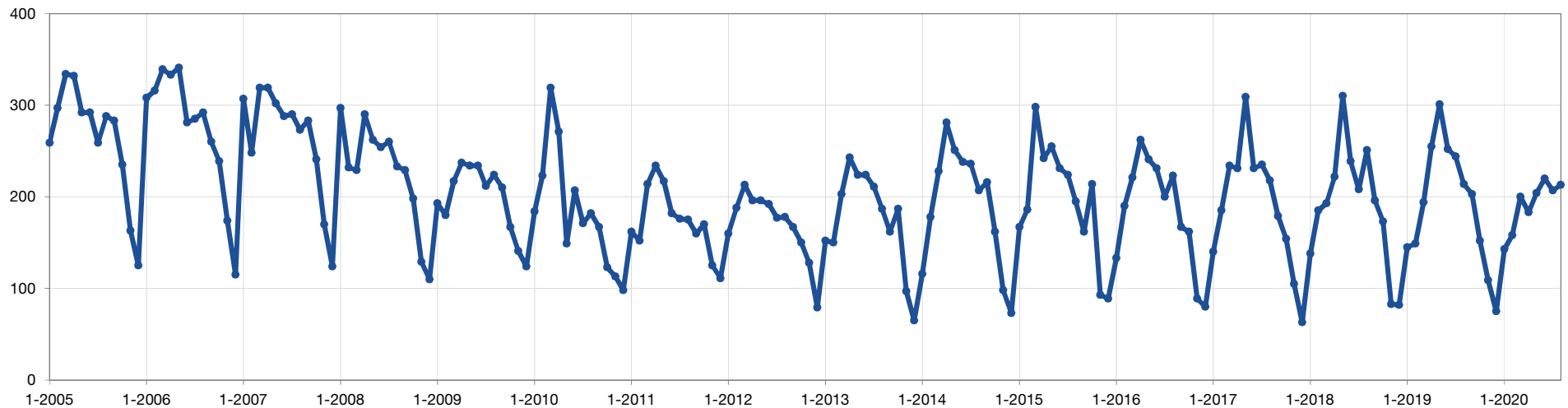


Year to Date



	New Listings	Prior Year	Percent Change
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	207	244	-15.2%
August 2020	213	214	-0.5%
12-Month Avg	172	191	-9.9%

Historical New Listings by Month

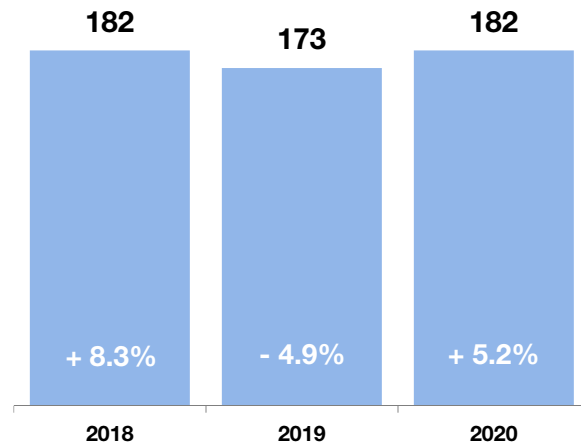


Pending Sales

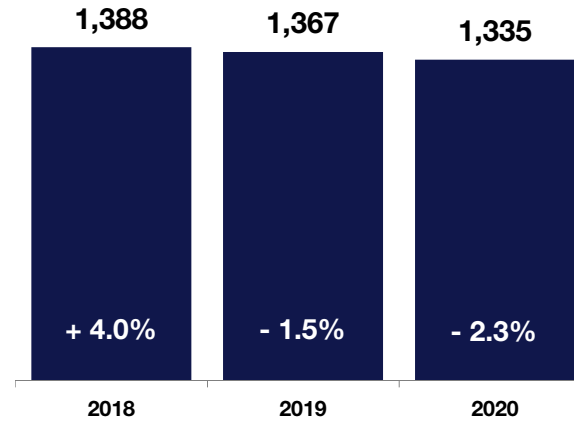
A count of the properties on which offers have been accepted in a given month.



August



Year to Date



	Pending Sales	Prior Year	Percent Change
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	200	226	-11.5%
July 2020	232	175	+32.6%
August 2020	182	173	+5.2%
12-Month Avg	151	150	+0.7%

Historical Pending Sales by Month

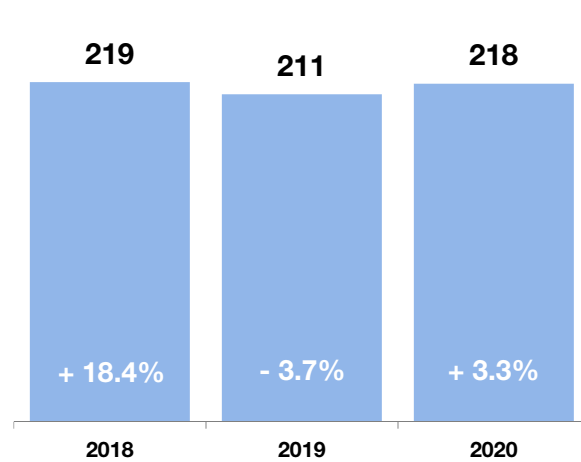


Closed Sales

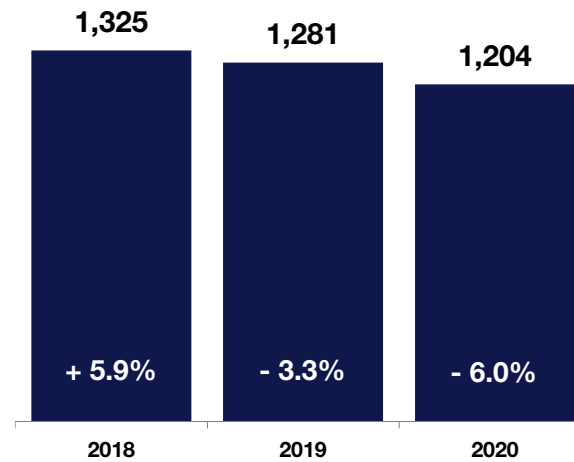
A count of the actual sales that closed in a given month.



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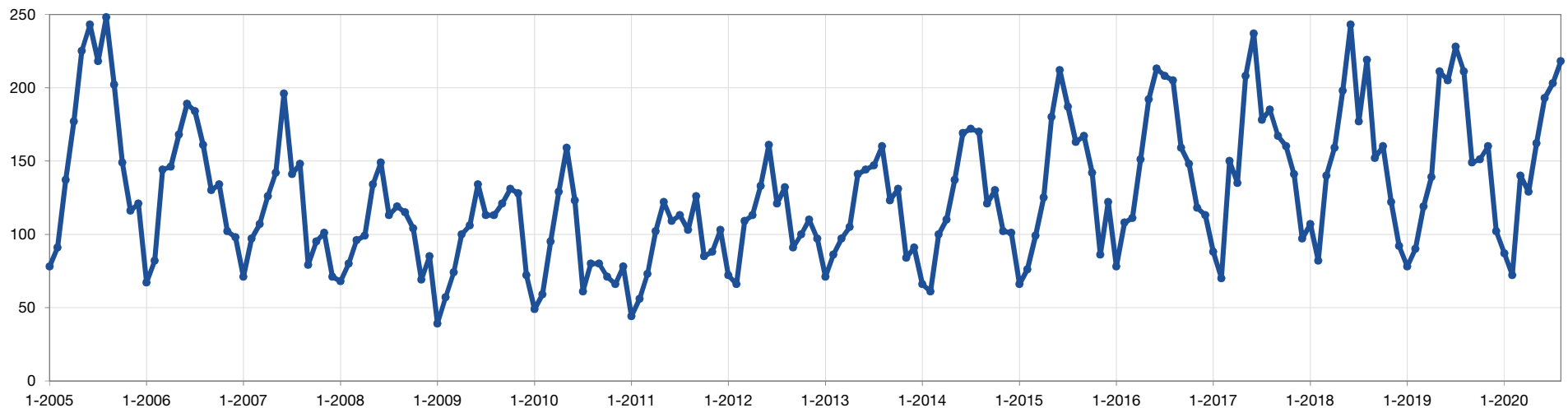


Year to Date



	Closed Sales	Prior Year	Percent Change
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	203	228	-11.0%
August 2020	218	211	+3.3%
12-Month Avg	147	151	-2.6%

Historical Closed Sales by Month

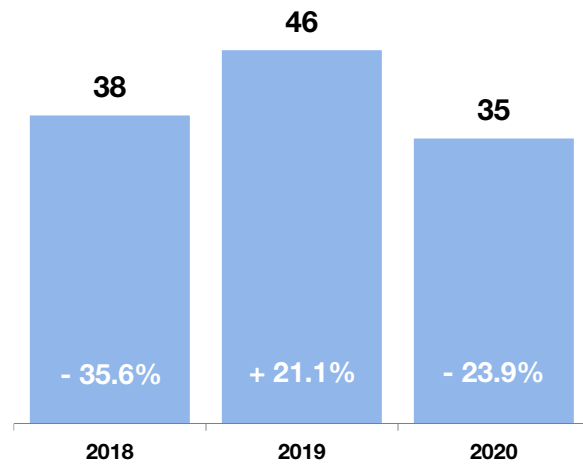


Days on Market Until Sale

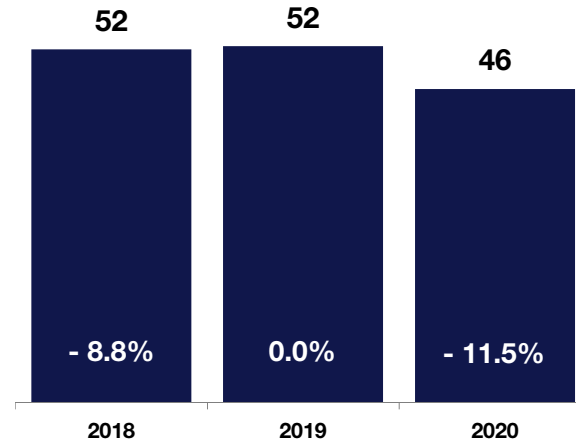
Average number of days between when a property is listed and when an offer is accepted in a given month.



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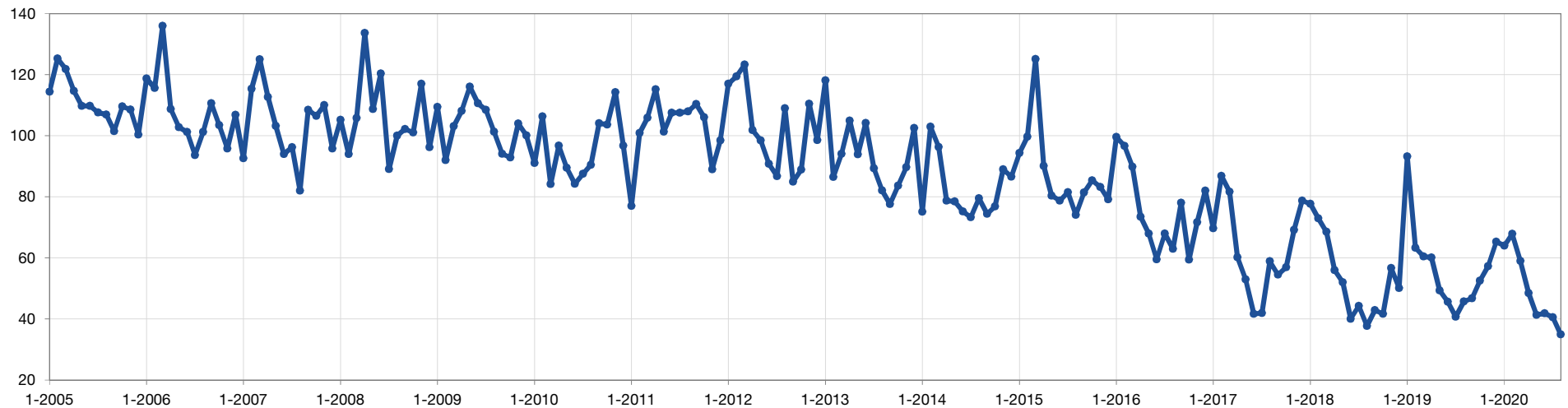


Year to Date



Days on Market	Prior Year	Percent Change	
September 2019	47	43	+9.3%
October 2019	53	42	+26.2%
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%
April 2020	48	60	-20.0%
May 2020	41	49	-16.3%
June 2020	42	46	-8.7%
July 2020	41	41	0.0%
August 2020	35	46	-23.9%
12-Month Avg	52	54	-3.7%

Historical Days on Market Until Sale by Month

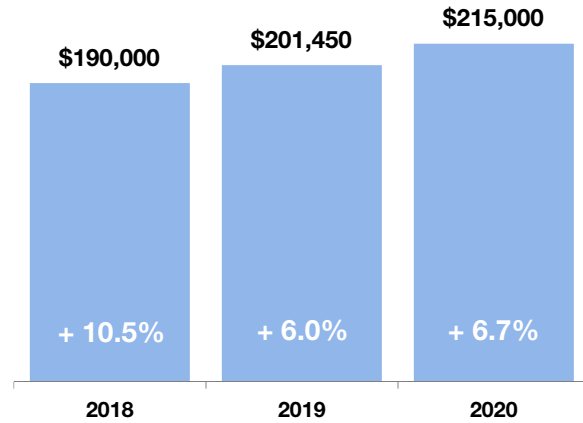


Median Sales Price

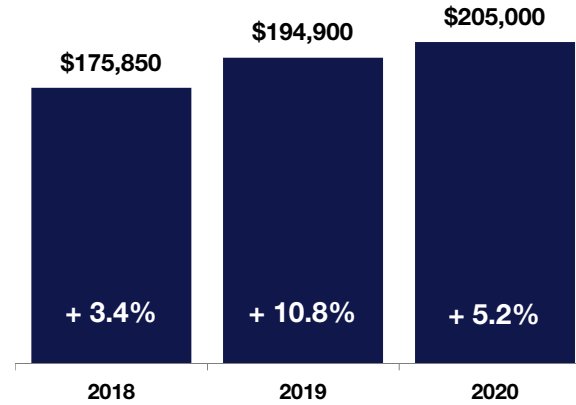
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$205,000	\$200,000	+2.5%
August 2020	\$215,000	\$201,450	+6.7%
12-Month Avg	\$194,775	\$183,804	+6.0%

Historical Median Sales Price by Month

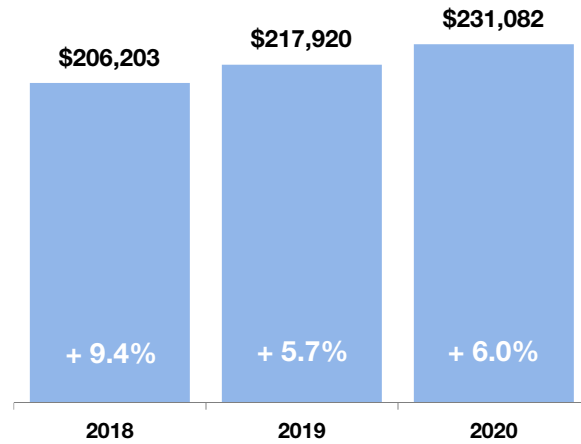


Average Sales Price

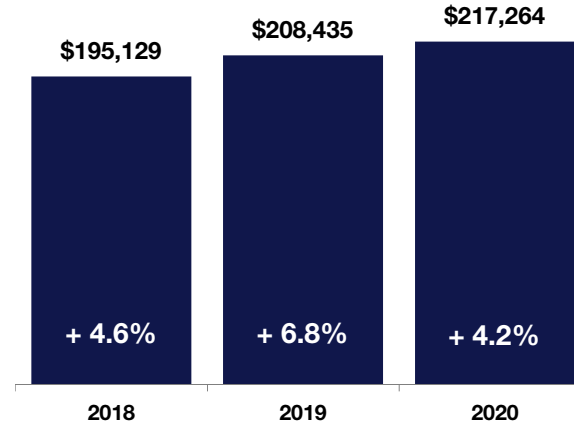
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$224,542	\$215,275	+4.3%
August 2020	\$231,082	\$217,920	+6.0%
12-Month Avg	\$209,766	\$199,226	+5.3%

Historical Average Sales Price by Month

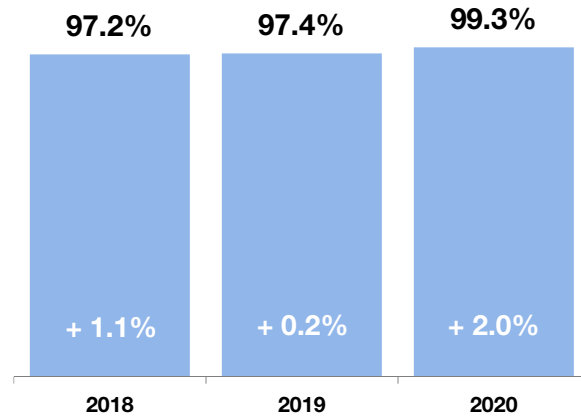


Percent of Original List Price Received

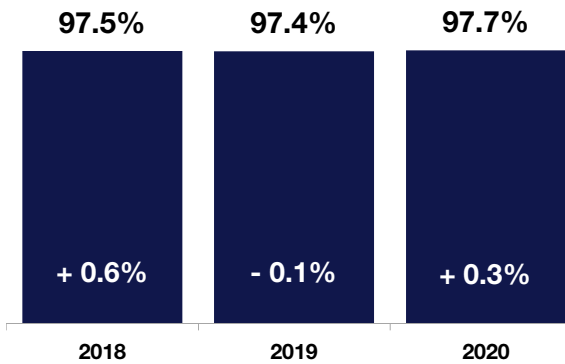


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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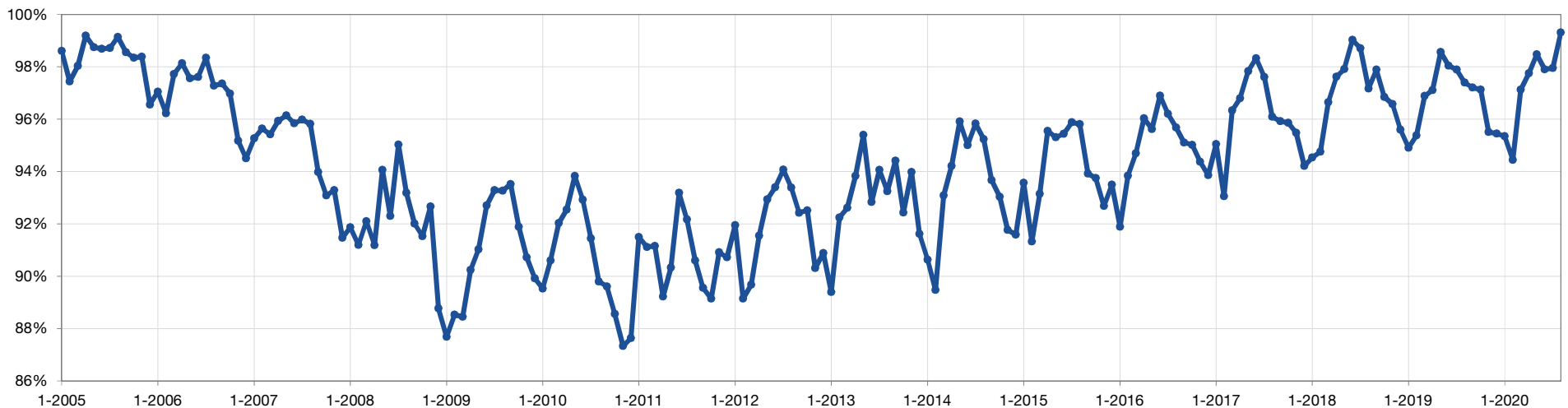


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
August 2020	99.3%	97.4%	+2.0%
12-Month Avg	97.0%	96.9%	+0.1%

Historical Percent of Original List Price Received by Month

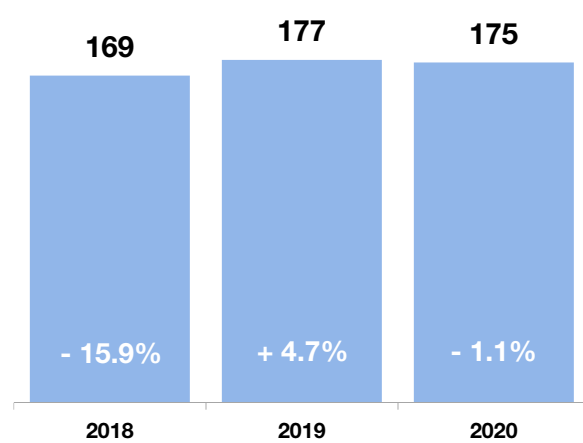


Housing Affordability Index

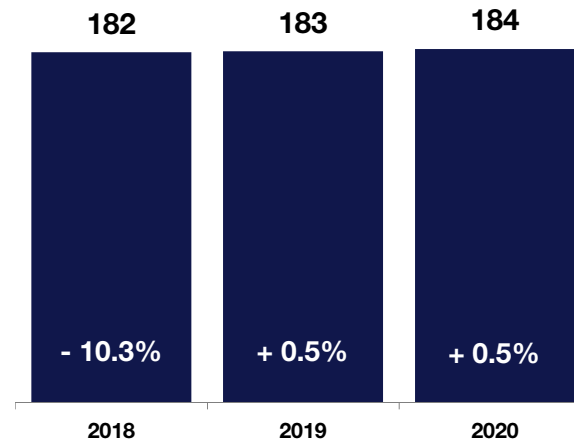


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
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	183	170	+7.6%
August 2020	175	177	-1.1%
12-Month Avg	185	178	+3.9%

Historical Housing Affordability Index by Month

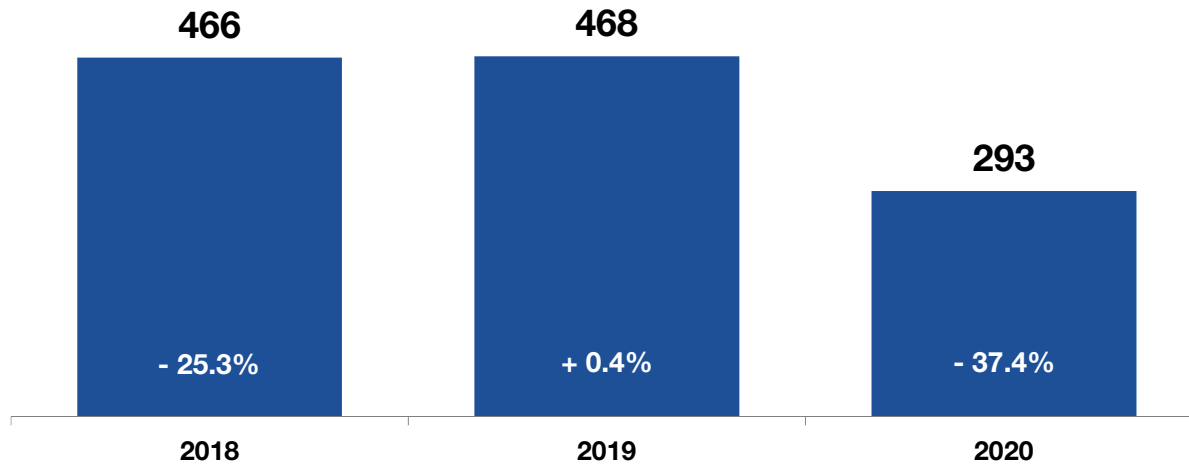


Inventory of Homes for Sale

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

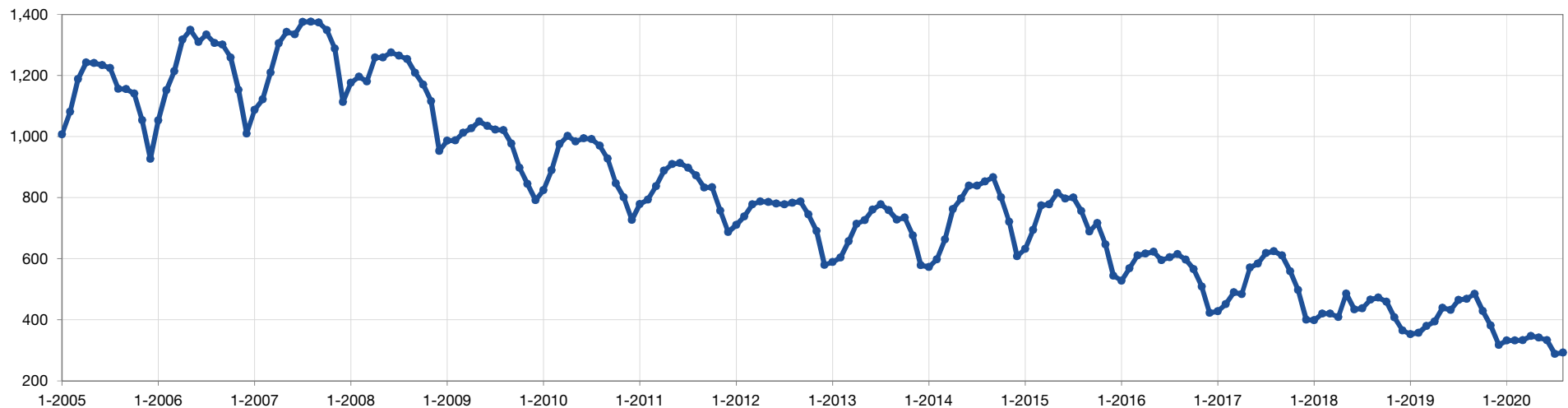


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Homes for Sale		Prior Year	Percent Change
September 2019	485	473	+2.5%
October 2019	429	459	-6.5%
November 2019	381	408	-6.6%
December 2019	318	365	-12.9%
January 2020	332	353	-5.9%
February 2020	332	357	-7.0%
March 2020	333	380	-12.4%
April 2020	347	394	-11.9%
May 2020	342	439	-22.1%
June 2020	333	432	-22.9%
July 2020	288	465	-38.1%
August 2020	293	468	-37.4%
12-Month Avg	351	416	-15.6%

Historical Inventory of Homes for Sale by Month

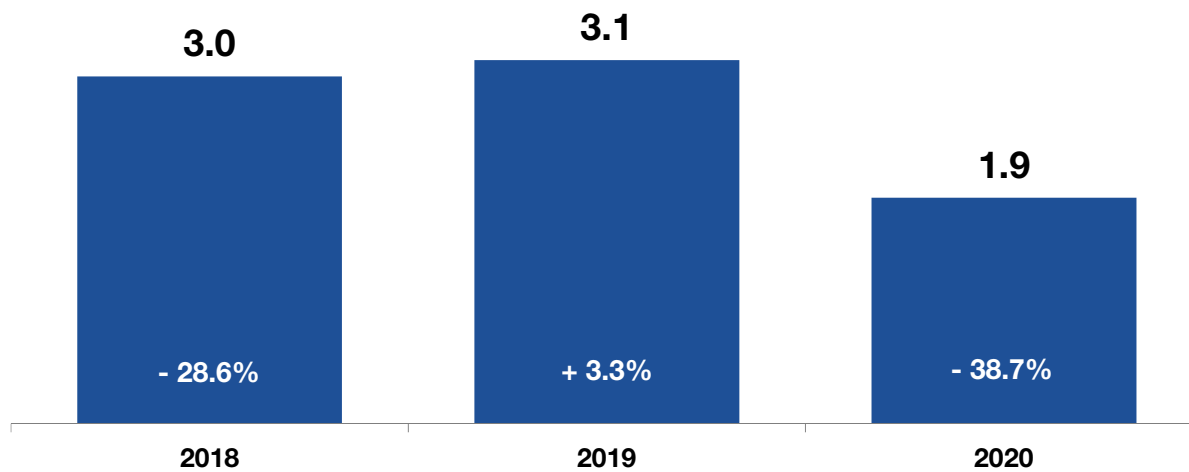


Months Supply of Inventory

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.



August



	Months Supply	Prior Year	Percent Change
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%
August 2020	1.9	3.1	-38.7%
12-Month Avg	2.3	2.8	-17.9%

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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -
Albany	37	58	+56.8%	33	42	+27.3%	\$180,000	\$209,025	+16.1%	9	11	+22.2%	2.1	2.0	-5.8%
Avon	33	40	+21.2%	20	27	+35.0%	\$196,700	\$230,000	+16.9%	13	7	-46.2%	4.0	1.8	-53.8%
Clearwater	72	72	0.0%	55	41	-25.5%	\$214,950	\$249,900	+16.3%	17	19	+11.8%	2.2	3.0	+33.8%
Cold Spring	105	90	-14.3%	81	82	+1.2%	\$236,450	\$235,000	-0.6%	42	22	-47.6%	4.1	2.2	-46.3%
Eden Lake Twp	7	0	-100.0%	6	1	-83.3%	\$209,900	\$140,000	-33.3%	2	0	-100.0%	1.0	0.0	-100.0%
Eden Valley	20	16	-20.0%	20	13	-35.0%	\$149,950	\$162,000	+8.0%	3	3	0.0%	1.0	1.4	+45.2%
Fair Haven Twp	7	2	-71.4%	5	3	-40.0%	\$310,000	\$168,900	-45.5%	2	0	-100.0%	1.6	0.0	-100.0%
Foley	93	76	-18.3%	59	58	-1.7%	\$201,000	\$164,400	-18.2%	23	9	-60.9%	2.7	1.2	-54.2%
Freeport	13	13	0.0%	9	9	0.0%	\$199,450	\$182,000	-8.7%	5	2	-60.0%	3.6	1.0	-73.3%
Holdingford	18	18	0.0%	17	11	-35.3%	\$147,000	\$164,900	+12.2%	4	2	-50.0%	2.0	0.7	-65.4%
Kimball	38	33	-13.2%	25	20	-20.0%	\$185,000	\$227,000	+22.7%	11	11	0.0%	2.8	3.7	+30.6%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$307,500	--	0	0	--	0.0	0.0	--
Melrose	68	40	-41.2%	34	35	+2.9%	\$159,200	\$204,000	+28.1%	34	11	-67.6%	7.2	2.2	-69.6%
Paynesville	64	80	+25.0%	39	60	+53.8%	\$171,250	\$177,500	+3.6%	27	17	-37.0%	5.6	2.3	-58.5%
Rice	104	108	+3.8%	62	75	+21.0%	\$215,250	\$226,000	+5.0%	30	22	-26.7%	4.0	2.4	-41.1%
Richmond	87	79	-9.2%	45	67	+48.9%	\$220,500	\$234,950	+6.6%	36	12	-66.7%	6.3	1.6	-75.0%
Rockville	19	15	-21.1%	12	11	-8.3%	\$237,450	\$274,900	+15.8%	6	3	-50.0%	3.6	1.4	-62.5%
Sartell	318	305	-4.1%	219	246	+12.3%	\$238,450	\$245,000	+2.7%	93	59	-36.6%	3.6	2.0	-42.9%
Sauk Centre	66	99	+50.0%	48	73	+52.1%	\$173,750	\$193,500	+11.4%	30	23	-23.3%	4.5	2.6	-42.3%
Sauk Rapids	222	198	-10.8%	171	160	-6.4%	\$202,650	\$214,450	+5.8%	48	30	-37.5%	2.4	1.5	-38.0%
Saint Cloud	1,011	851	-15.8%	740	659	-10.9%	\$169,900	\$175,000	+3.0%	275	167	-39.3%	3.2	2.0	-38.1%
Saint Joseph	117	107	-8.5%	86	87	+1.2%	\$212,000	\$209,450	-1.2%	27	19	-29.6%	2.6	1.8	-30.2%
Saint Augusta	57	55	-3.5%	26	35	+34.6%	\$240,000	\$230,000	-4.2%	27	16	-40.7%	9.5	3.0	-68.2%
Waite Park	86	67	-22.1%	65	52	-20.0%	\$166,950	\$167,450	+0.3%	25	18	-28.0%	3.2	2.5	-23.9%
Wakefield Twp	4	0	-100.0%	3	1	-66.7%	\$270,000	\$287,000	+6.3%	0	0	--	0.0	0.0	--