

# Monthly Indicators

## September 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

**+ 24.2%**    **+ 24.4%**    **- 40.8%**

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	<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.



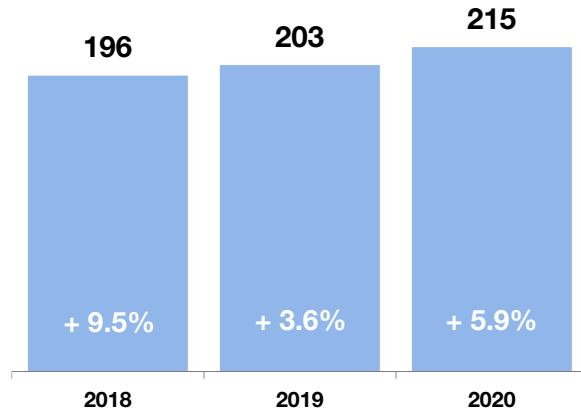
Key Metrics	Historical Sparkbars	9-2019	9-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		203	<b>215</b>	+ 5.9%	1,957	<b>1,744</b>	- 10.9%
<b>Pending Sales</b>		144	<b>194</b>	+ 34.7%	1,511	<b>1,534</b>	+ 1.5%
<b>Closed Sales</b>		149	<b>185</b>	+ 24.2%	1,430	<b>1,389</b>	- 2.9%
<b>Days on Market</b>		47	<b>42</b>	- 10.6%	52	<b>46</b>	- 11.5%
<b>Median Sales Price</b>		\$184,850	<b>\$230,000</b>	+ 24.4%	\$194,000	<b>\$209,000</b>	+ 7.7%
<b>Avg. Sales Price</b>		\$211,656	<b>\$246,531</b>	+ 16.5%	\$208,766	<b>\$221,148</b>	+ 5.9%
<b>Pct. of Orig. Price Received</b>		97.2%	<b>98.3%</b>	+ 1.1%	97.4%	<b>97.8%</b>	+ 0.4%
<b>Affordability Index</b>		190	<b>164</b>	- 13.7%	181	<b>181</b>	0.0%
<b>Homes for Sale</b>		485	<b>287</b>	- 40.8%	--	<b>--</b>	--
<b>Months Supply</b>		3.2	<b>1.8</b>	- 43.8%	--	<b>--</b>	--

# New Listings

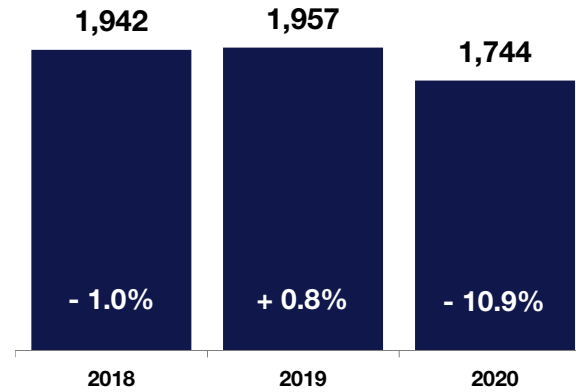
A count of the properties that have been newly listed on the market in a given month.



## September

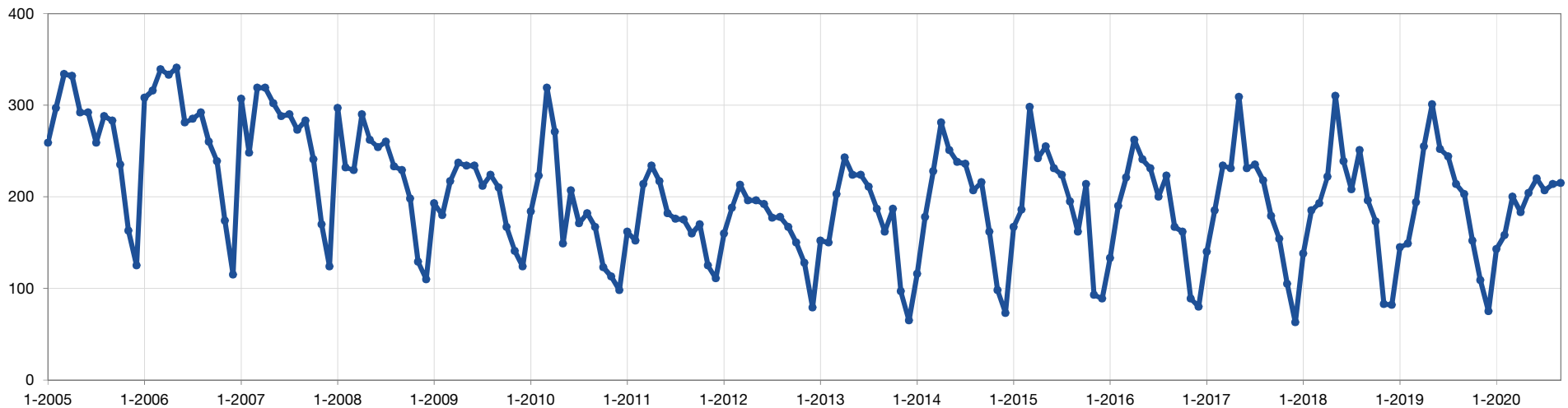


## Year to Date



	New Listings	Prior Year	Percent Change
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	214	214	0.0%
<b>September 2020</b>	<b>215</b>	<b>203</b>	<b>+5.9%</b>
12-Month Avg	173	191	-9.4%

## Historical New Listings by Month

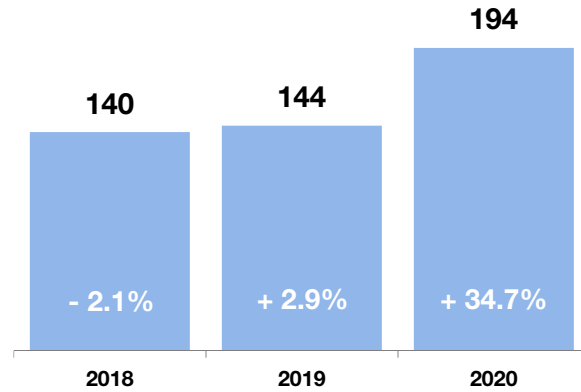


# Pending Sales

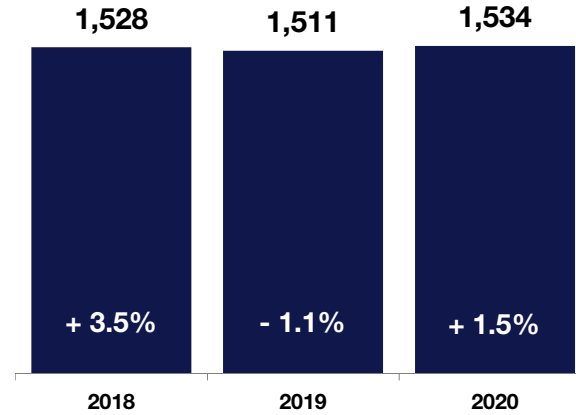
A count of the properties on which offers have been accepted in a given month.



## September

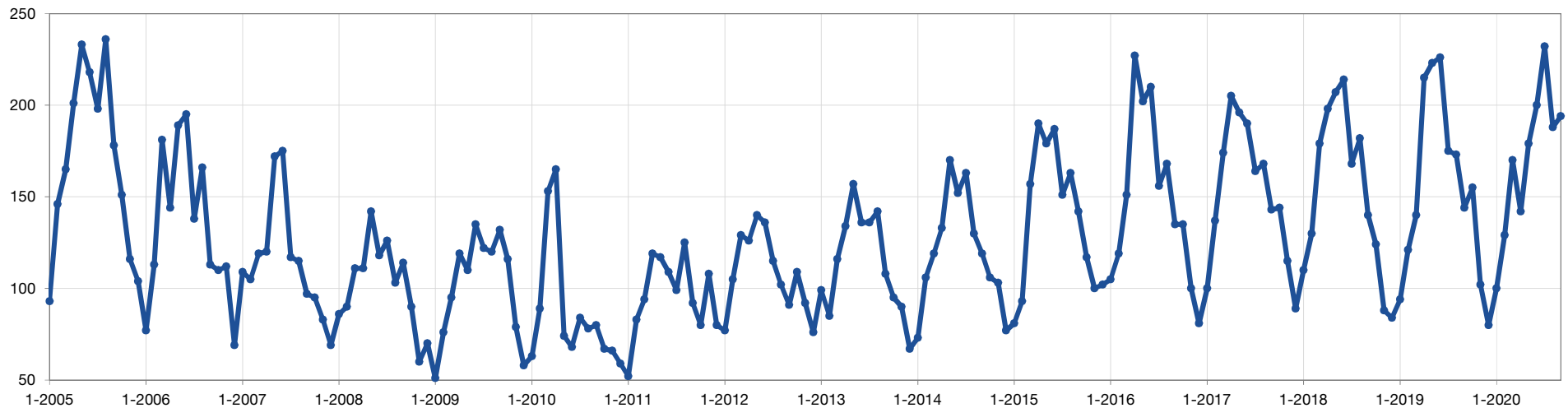


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	170	140	+21.4%
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	188	173	+8.7%
<b>September 2020</b>	<b>194</b>	<b>144</b>	<b>+34.7%</b>
12-Month Avg	156	151	+3.3%

## Historical Pending Sales by Month

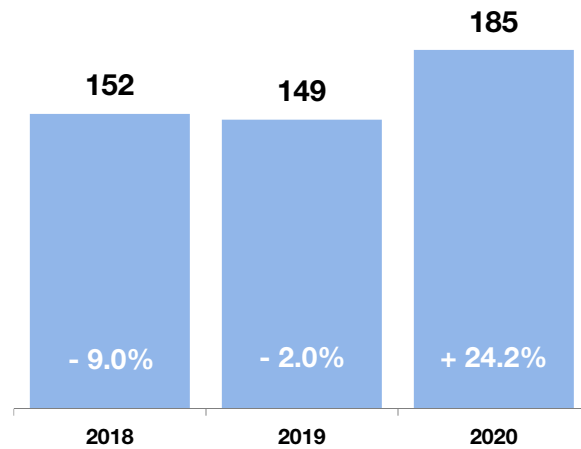


# Closed Sales

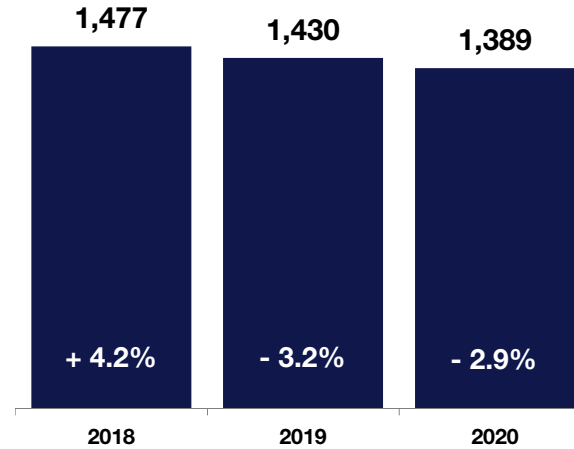
A count of the actual sales that closed in a given month.



## September

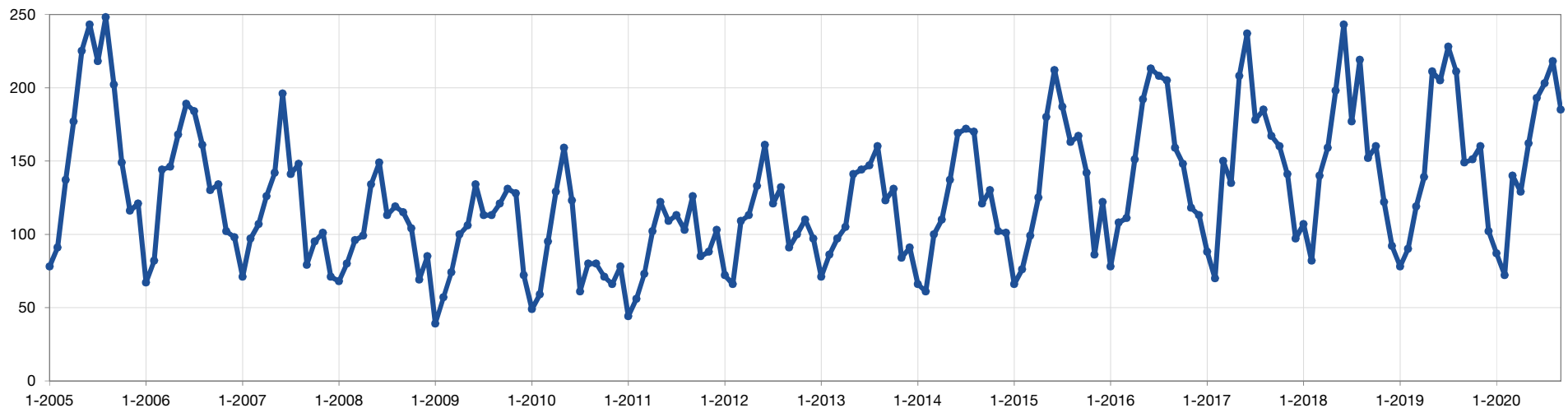


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
<b>September 2020</b>	<b>185</b>	<b>149</b>	<b>+24.2%</b>
12-Month Avg	150	150	0.0%

## Historical Closed Sales by Month

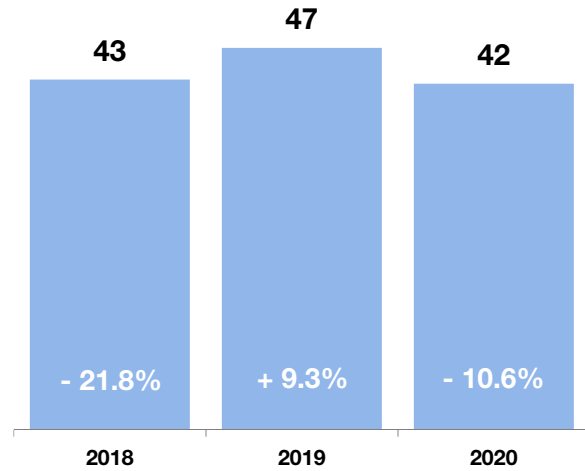


# Days on Market Until Sale

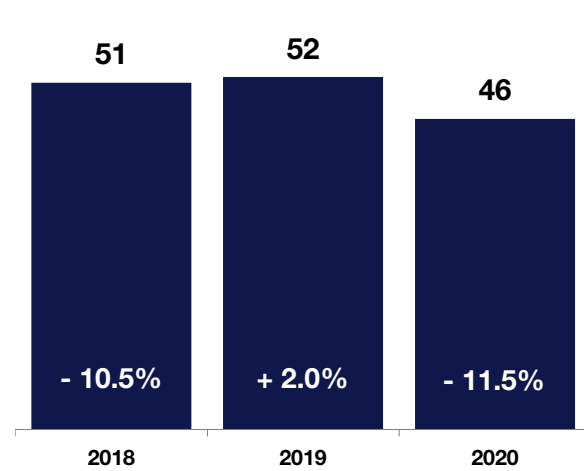
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

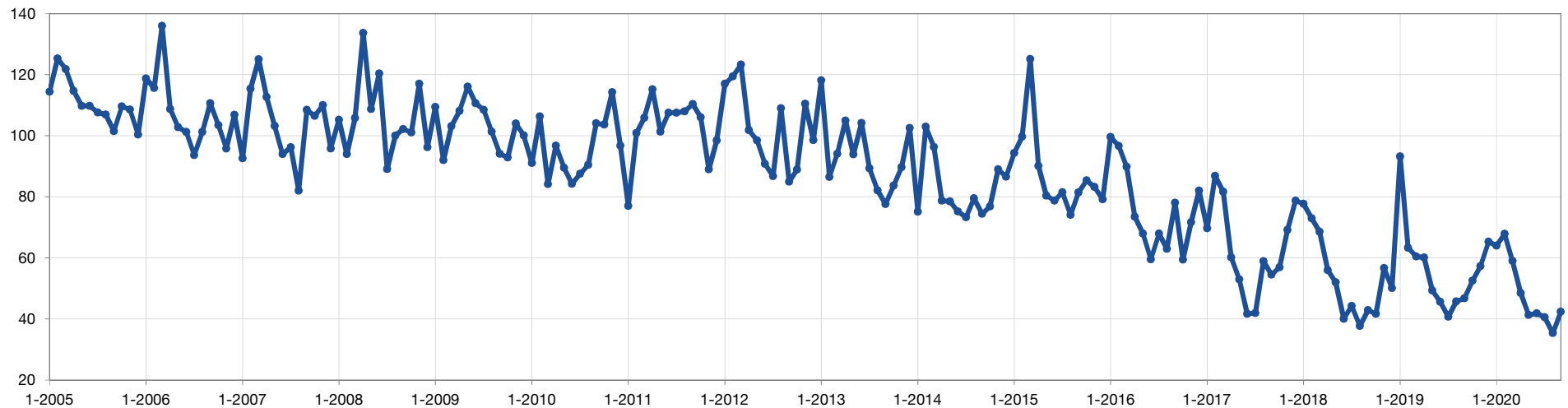


## Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
<b>September 2020</b>	<b>42</b>	<b>47</b>	<b>-10.6%</b>
12-Month Avg	51	54	-5.6%

## Historical Days on Market Until Sale by Month

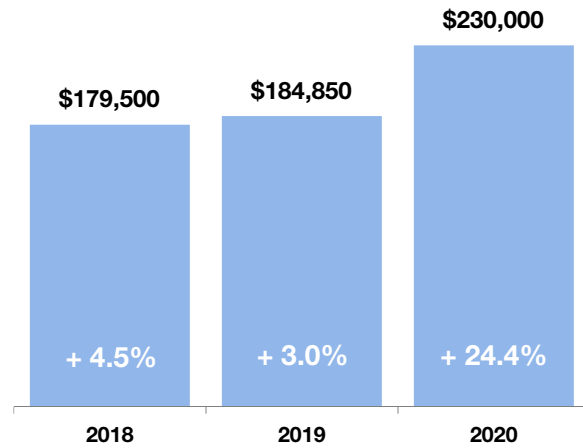


# Median Sales Price

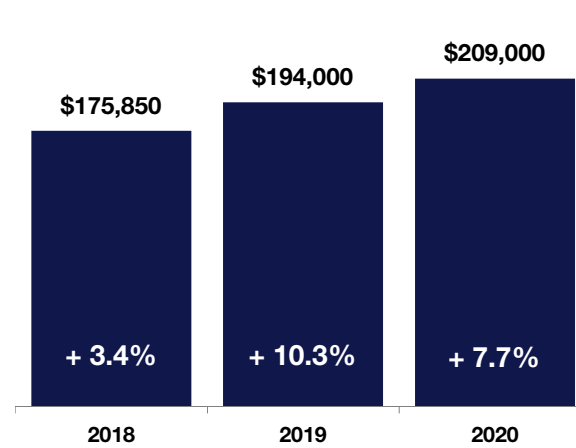
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>September 2020</b>	<b>\$230,000</b>	<b>\$184,850</b>	<b>+24.4%</b>
12-Month Avg	\$198,538	\$184,250	+7.8%

## Historical Median Sales Price by Month

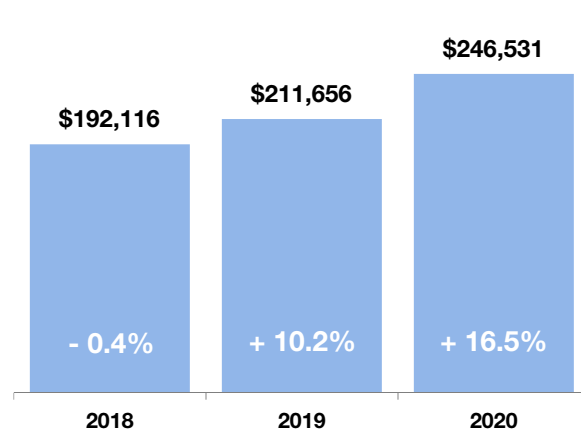


# Average Sales Price

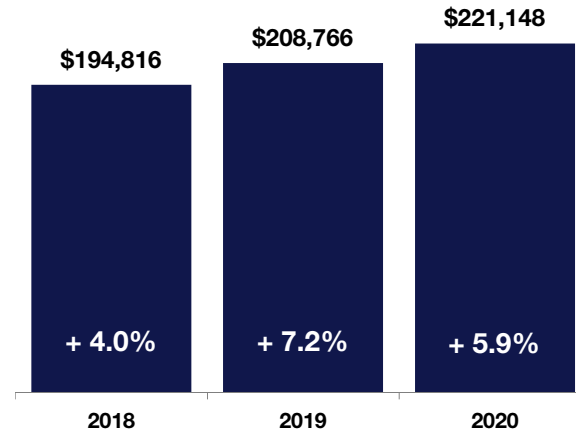
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$231,087	\$217,920	+6.0%
<b>September 2020</b>	<b>\$246,531</b>	<b>\$211,656</b>	<b>+16.5%</b>
12-Month Avg	\$212,672	\$200,855	+5.9%

## Historical Average Sales Price by Month



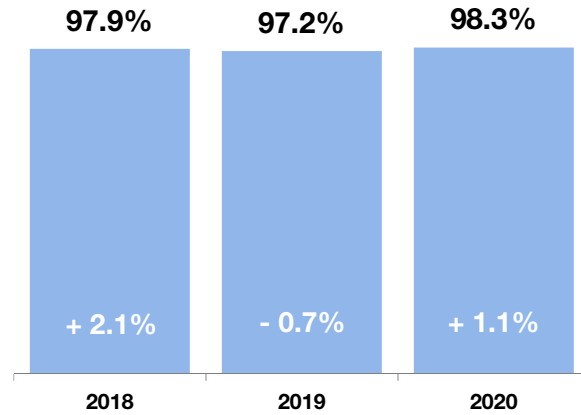


# Percent of Original List Price Received

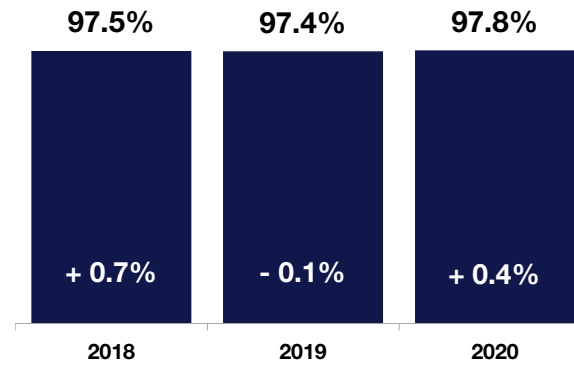


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

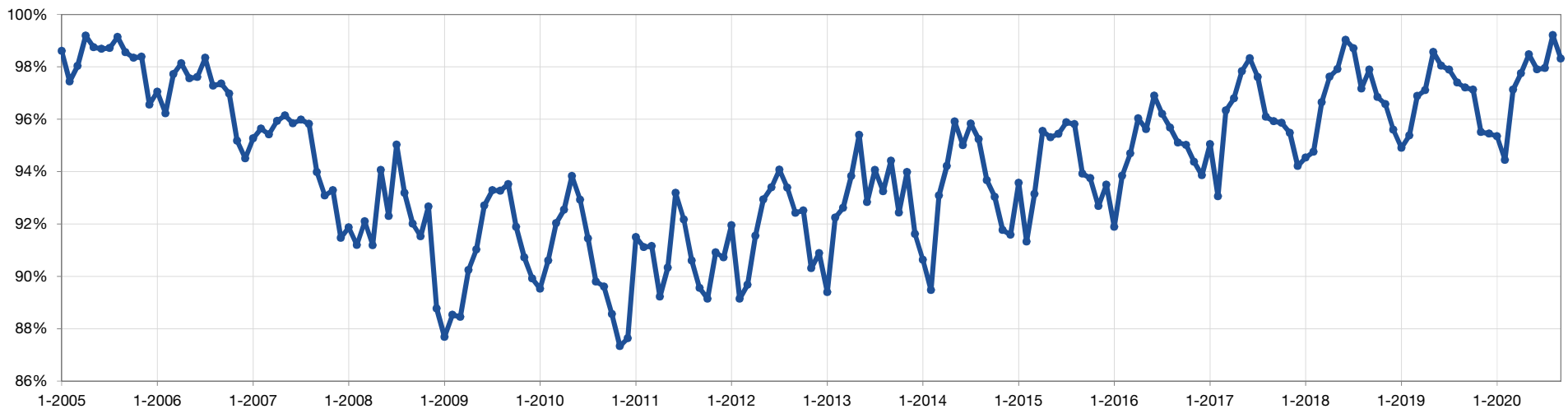


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	99.2%	97.4%	+1.8%
<b>September 2020</b>	<b>98.3%</b>	<b>97.2%</b>	<b>+1.1%</b>
12-Month Avg	97.0%	96.9%	+0.1%

## Historical Percent of Original List Price Received by Month

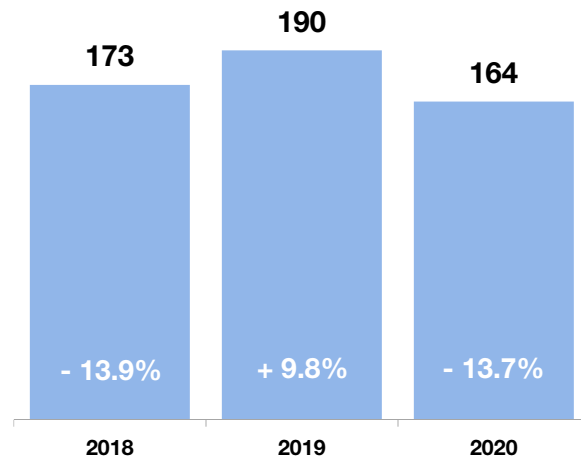


# Housing Affordability Index

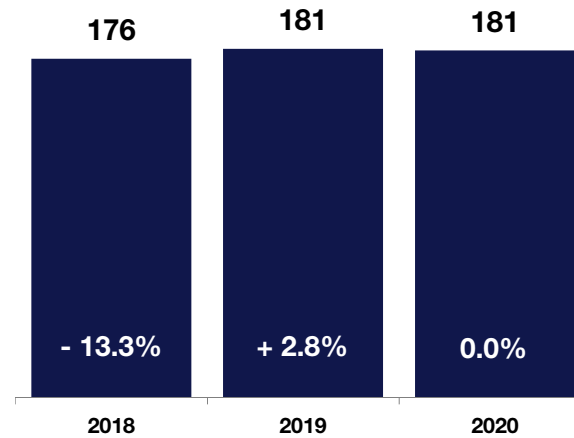


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September

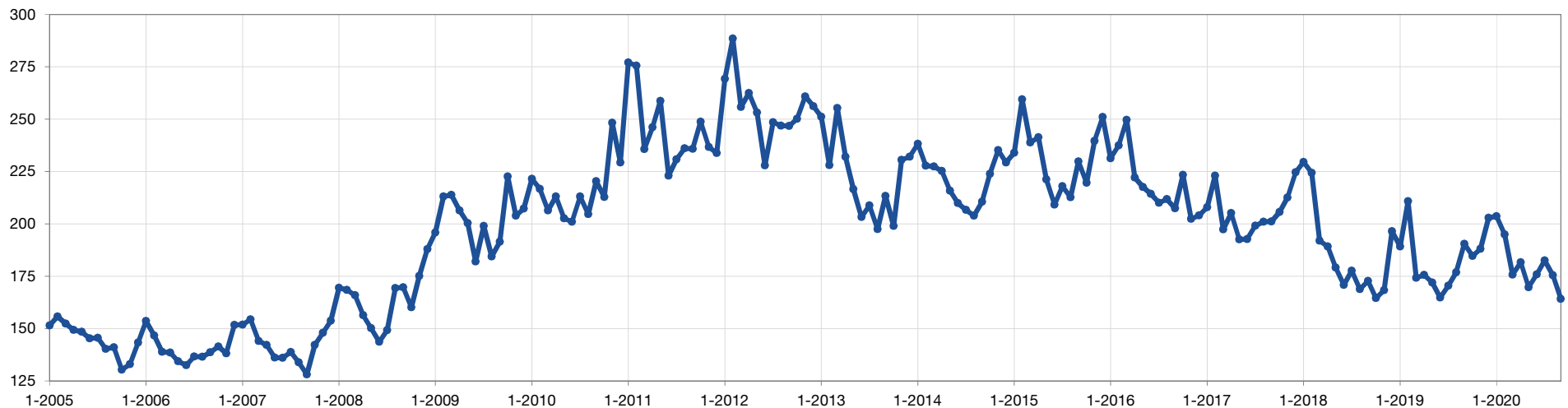


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>September 2020</b>	<b>164</b>	<b>190</b>	<b>-13.7%</b>
12-Month Avg	183	179	+2.2%

## Historical Housing Affordability Index by Month

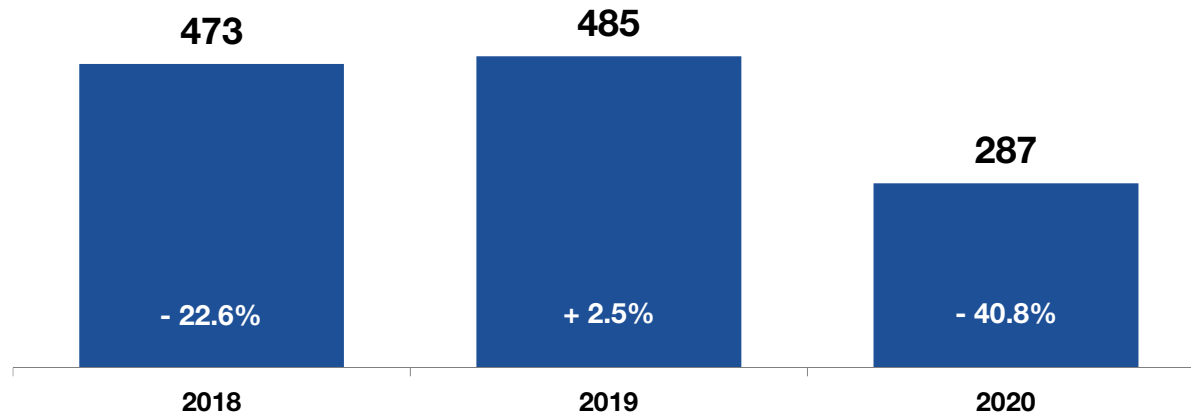


# Inventory of Homes for Sale

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



## September



Homes for Sale		Prior Year	Percent Change
October 2019	429	459	-6.5%
November 2019	382	408	-6.4%
December 2019	319	365	-12.6%
January 2020	333	353	-5.7%
February 2020	333	357	-6.7%
March 2020	336	380	-11.6%
April 2020	350	394	-11.2%
May 2020	345	439	-21.4%
June 2020	336	432	-22.2%
July 2020	291	465	-37.4%
August 2020	293	468	-37.4%
<b>September 2020</b>	<b>287</b>	<b>485</b>	<b>-40.8%</b>
12-Month Avg	336	417	-19.4%

## Historical Inventory of Homes for Sale by Month

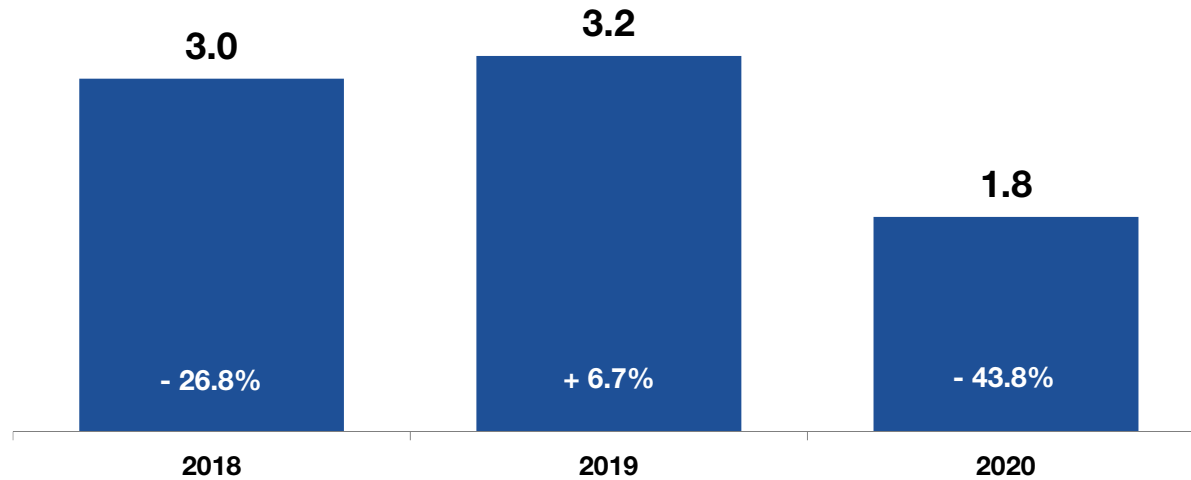


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
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	2.2	2.3	-4.3%
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%
<b>September 2020</b>	<b>1.8</b>	<b>3.2</b>	<b>-43.8%</b>
12-Month Avg	2.2	2.8	-21.4%

## 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	+ / -	9-2019	9-2020	+ / -	9-2019	9-2020	+ / -
Albany	41	62	+51.2%	35	50	+42.9%	\$181,000	\$209,025	+15.5%	10	7	-30.0%	2.4	1.2	-50.0%
Avon	38	46	+21.1%	24	30	+25.0%	\$199,650	\$222,450	+11.4%	11	7	-36.4%	3.3	1.9	-42.6%
Clearwater	86	80	-7.0%	64	54	-15.6%	\$209,000	\$249,193	+19.2%	26	10	-61.5%	3.6	1.4	-61.5%
Cold Spring	117	98	-16.2%	86	90	+4.7%	\$248,000	\$225,000	-9.3%	40	23	-42.5%	4.1	2.3	-42.5%
Eden Lake Twp	10	0	-100.0%	7	1	-85.7%	\$244,950	\$140,000	-42.8%	4	0	-100.0%	2.3	0.0	-100.0%
Eden Valley	20	17	-15.0%	21	15	-28.6%	\$151,900	\$169,000	+11.3%	3	2	-33.3%	1.1	0.9	-13.7%
Fair Haven Twp	8	2	-75.0%	6	3	-50.0%	\$302,500	\$168,900	-44.2%	1	0	-100.0%	0.8	0.0	-100.0%
Foley	100	90	-10.0%	71	66	-7.0%	\$200,500	\$167,400	-16.5%	19	15	-21.1%	2.2	2.1	-5.4%
Freeport	16	17	+6.3%	9	12	+33.3%	\$199,450	\$195,250	-2.1%	5	4	-20.0%	3.3	2.0	-40.0%
Holdingford	22	23	+4.5%	18	16	-11.1%	\$159,000	\$152,950	-3.8%	7	5	-28.6%	3.3	1.8	-46.4%
Kimball	40	36	-10.0%	32	25	-21.9%	\$189,000	\$205,000	+8.5%	10	7	-30.0%	2.5	2.1	-16.0%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$307,500	--	0	0	--	0.0	0.0	--
Melrose	73	42	-42.5%	36	41	+13.9%	\$159,200	\$204,000	+28.1%	30	9	-70.0%	6.3	1.8	-70.7%
Paynesville	70	85	+21.4%	47	73	+55.3%	\$154,400	\$192,300	+24.5%	24	7	-70.8%	5.1	0.9	-83.2%
Rice	119	120	+0.8%	71	88	+23.9%	\$215,500	\$228,532	+6.0%	37	22	-40.5%	4.8	2.3	-53.2%
Richmond	93	90	-3.2%	58	75	+29.3%	\$218,000	\$239,950	+10.1%	29	13	-55.2%	4.6	1.7	-62.6%
Rockville	21	16	-23.8%	12	14	+16.7%	\$237,450	\$277,450	+16.8%	5	3	-40.0%	2.8	1.4	-49.8%
Sartell	346	334	-3.5%	247	288	+16.6%	\$241,000	\$250,000	+3.7%	89	53	-40.4%	3.4	1.8	-47.2%
Sauk Centre	80	111	+38.8%	56	87	+55.4%	\$181,000	\$187,500	+3.6%	38	19	-50.0%	6.0	1.9	-67.9%
Sauk Rapids	257	233	-9.3%	192	181	-5.7%	\$205,000	\$216,000	+5.4%	56	38	-32.1%	2.7	1.9	-32.1%
Saint Cloud	1,131	990	-12.5%	825	765	-7.3%	\$167,000	\$179,450	+7.5%	289	172	-40.5%	3.4	2.0	-41.8%
Saint Joseph	129	118	-8.5%	92	97	+5.4%	\$209,900	\$213,250	+1.6%	30	18	-40.0%	3.0	1.6	-44.1%
Saint Augusta	62	58	-6.5%	28	43	+53.6%	\$240,000	\$235,500	-1.9%	20	15	-25.0%	5.9	3.1	-47.8%
Waite Park	94	69	-26.6%	74	58	-21.6%	\$169,900	\$167,450	-1.4%	21	6	-71.4%	2.5	0.8	-68.6%
Wakefield Twp	4	0	-100.0%	4	1	-75.0%	\$274,500	\$287,000	+4.6%	0	0	--	0.0	0.0	--