



Monthly Indicators

November 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

+ 6.3% **+ 18.9%** **- 46.6%**

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	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.



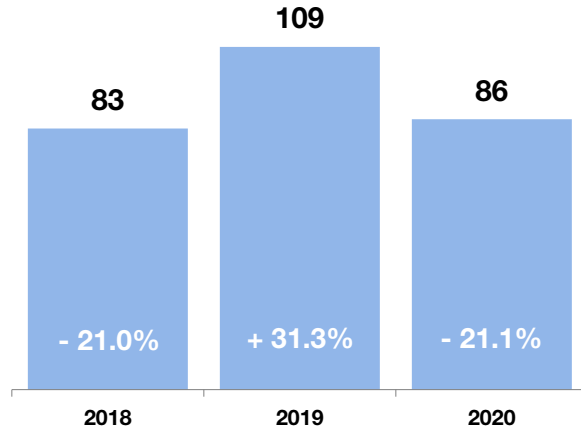
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		109	86	- 21.1%	2,218	2,019	- 9.0%
Pending Sales		102	121	+ 18.6%	1,768	1,836	+ 3.8%
Closed Sales		160	170	+ 6.3%	1,741	1,769	+ 1.6%
Days on Market		57	38	- 33.3%	52	44	- 15.4%
Median Sales Price		\$185,000	\$220,000	+ 18.9%	\$192,000	\$209,900	+ 9.3%
Avg. Sales Price		\$202,745	\$237,239	+ 17.0%	\$208,351	\$222,707	+ 6.9%
Pct. of Orig. Price Received		95.5%	98.2%	+ 2.8%	97.2%	97.9%	+ 0.7%
Affordability Index		188	174	- 7.4%	181	182	+ 0.6%
Homes for Sale		382	204	- 46.6%	--	--	--
Months Supply		2.5	1.3	- 48.0%	--	--	--

New Listings

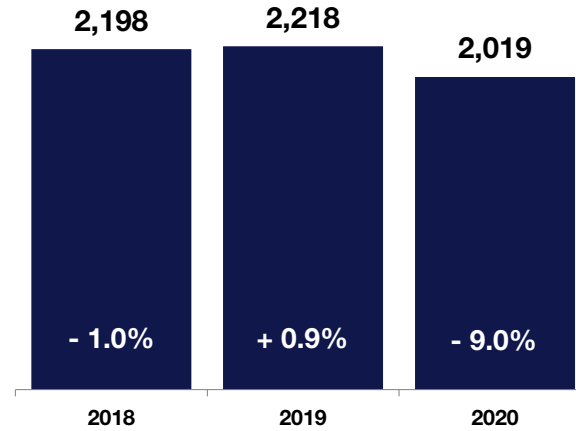
A count of the properties that have been newly listed on the market in a given month.



November

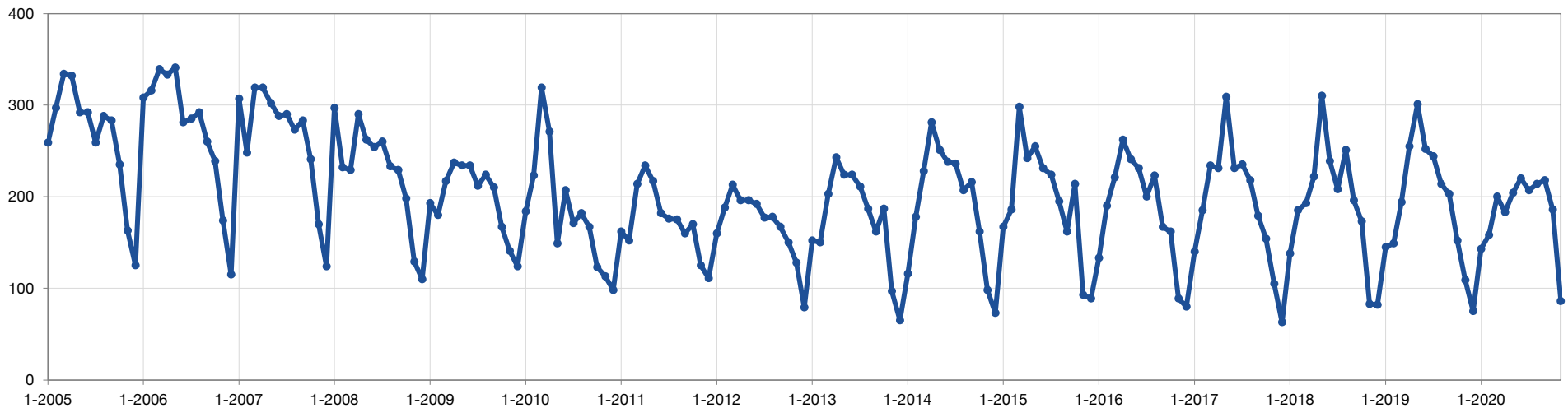


Year to Date



	New Listings	Prior Year	Percent Change
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%
September 2020	218	203	+7.4%
October 2020	186	152	+22.4%
November 2020	86	109	-21.1%
12-Month Avg	175	192	-8.9%

Historical New Listings by Month

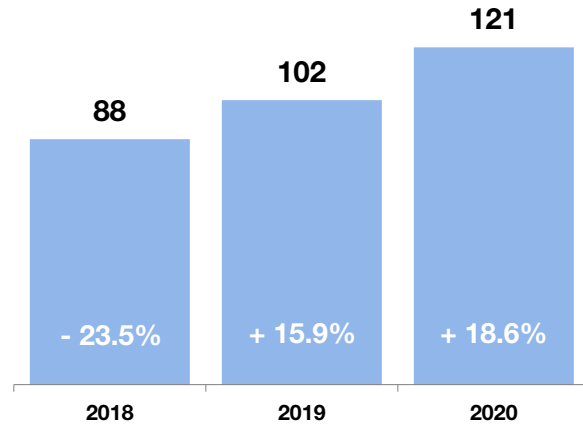


Pending Sales

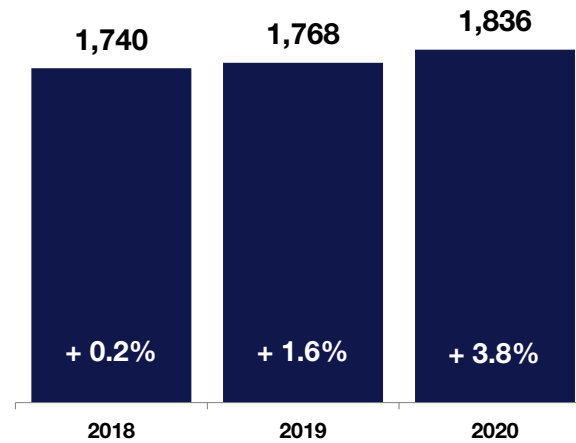
A count of the properties on which offers have been accepted in a given month.



November

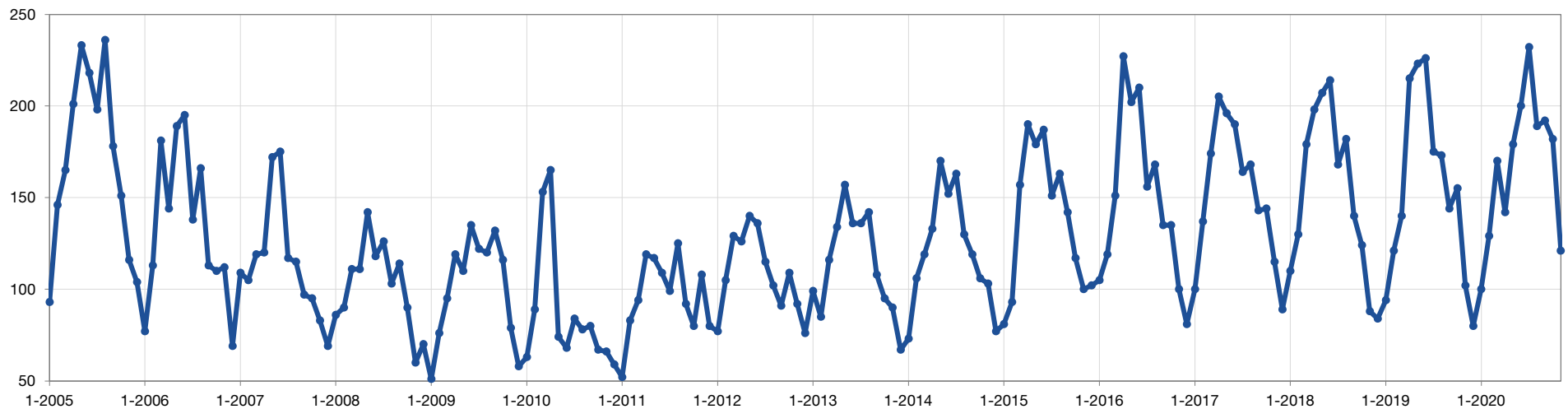


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	189	173	+9.2%
September 2020	192	144	+33.3%
October 2020	182	155	+17.4%
November 2020	121	102	+18.6%
12-Month Avg	160	154	+3.9%

Historical Pending Sales by Month

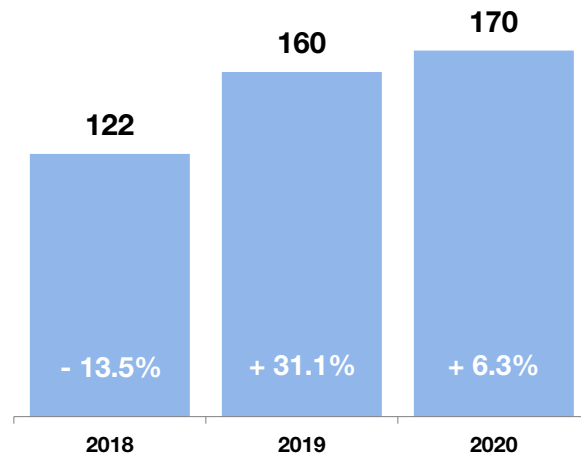


Closed Sales

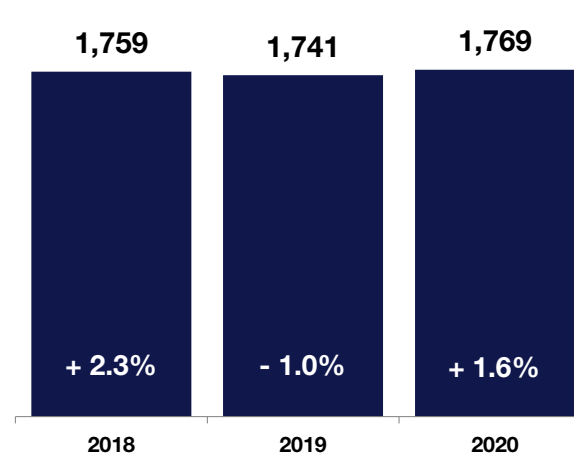
A count of the actual sales that closed in a given month.



November

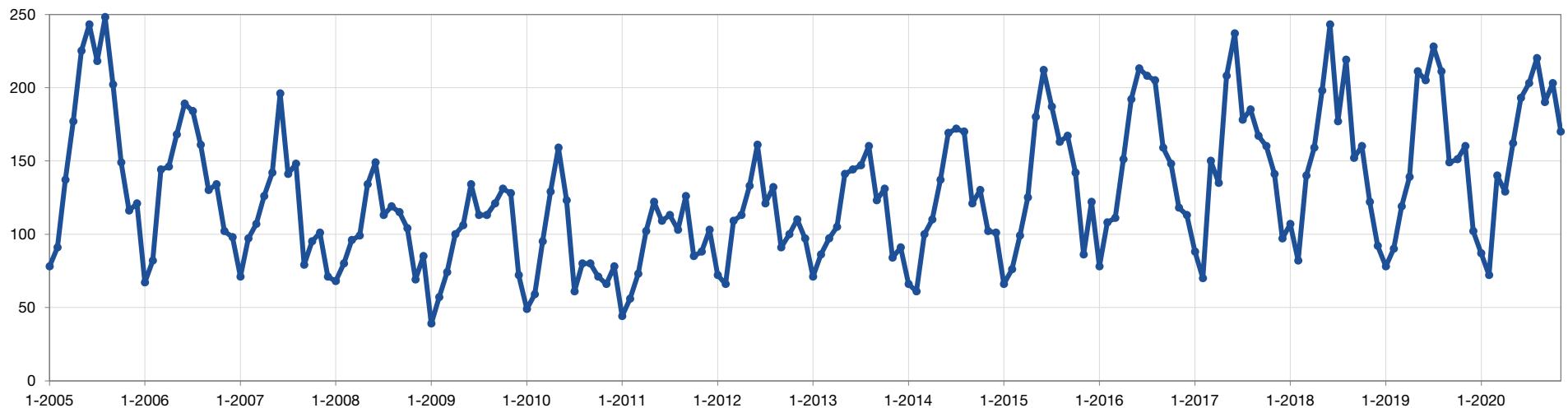


Year to Date



	Closed Sales	Prior Year	Percent Change
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	220	211	+4.3%
September 2020	190	149	+27.5%
October 2020	203	151	+34.4%
November 2020	170	160	+6.3%
12-Month Avg	156	153	+2.0%

Historical Closed Sales by Month

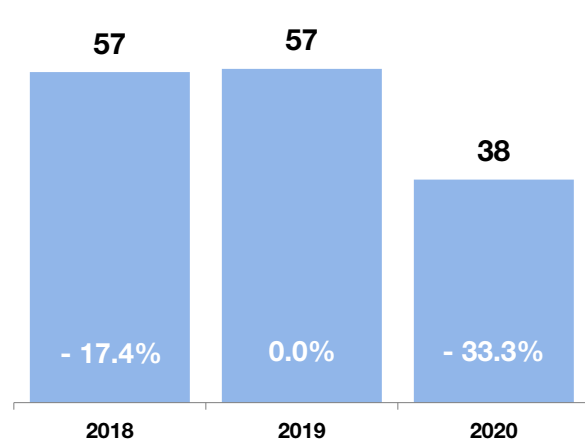


Days on Market Until Sale

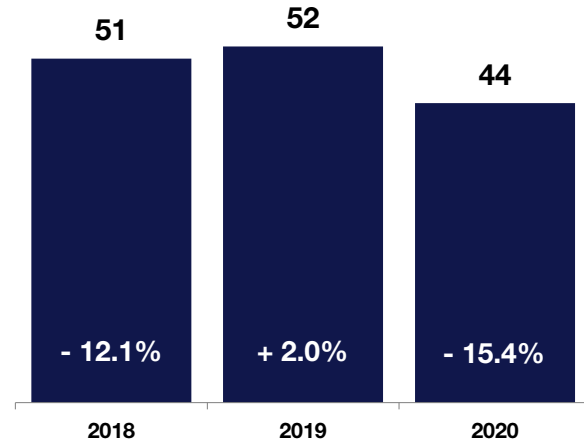
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

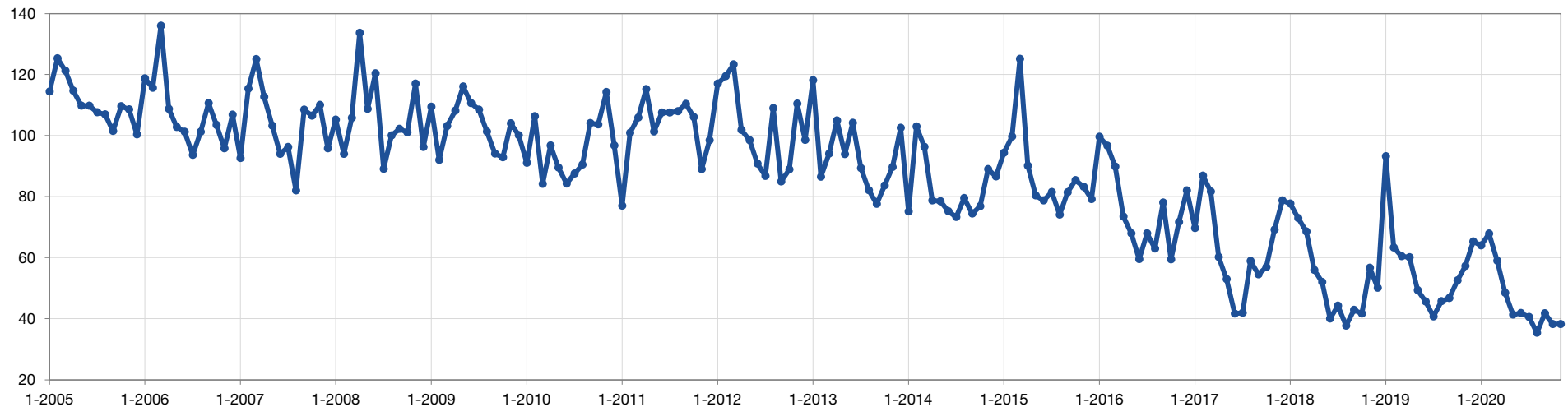


Year to Date



Days on Market		Prior Year	Percent Change
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%
September 2020	42	47	-10.6%
October 2020	38	53	-28.3%
November 2020	38	57	-33.3%
12-Month Avg	48	55	-12.7%

Historical Days on Market Until Sale by Month

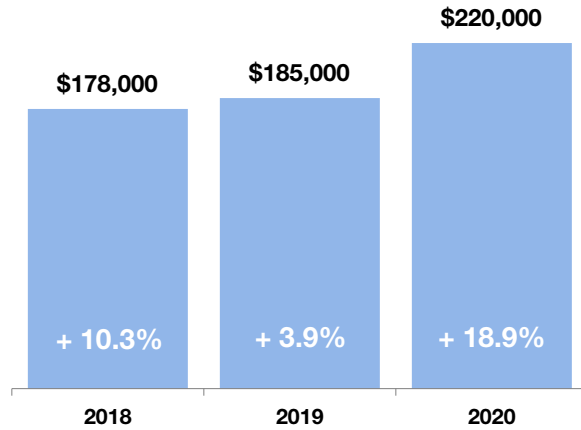


Median Sales Price

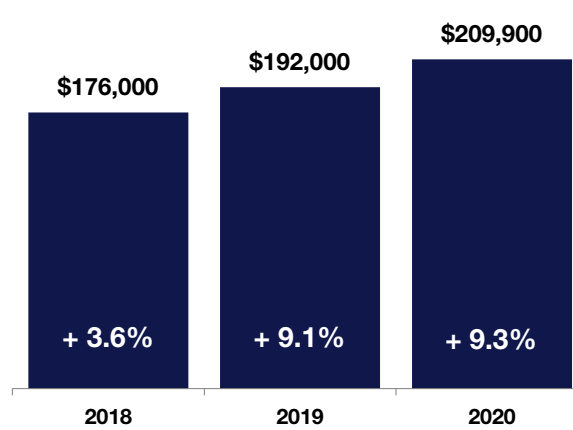
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2020	\$230,000	\$184,850	+24.4%
October 2020	\$203,450	\$193,000	+5.4%
November 2020	\$220,000	\$185,000	+18.9%
12-Month Avg	\$202,325	\$186,083	+8.7%

Historical Median Sales Price by Month

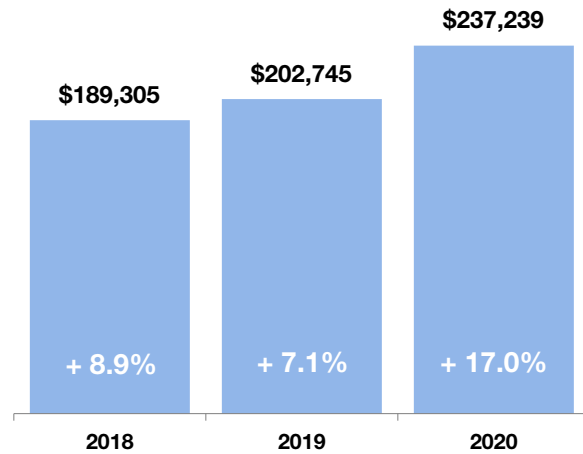


Average Sales Price

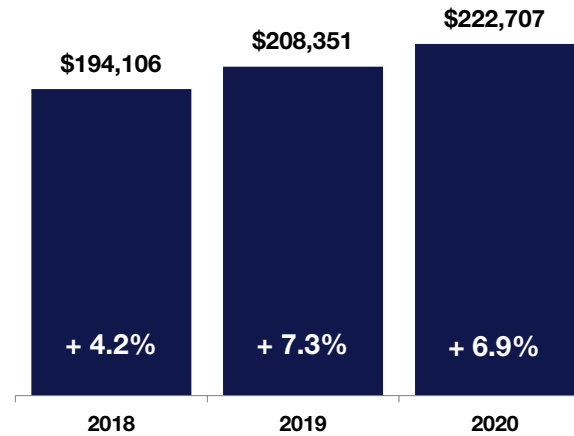
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$231,538	\$217,920	+6.2%
September 2020	\$245,198	\$211,656	+15.8%
October 2020	\$221,315	\$210,397	+5.2%
November 2020	\$237,239	\$202,745	+17.0%
12-Month Avg	\$216,383	\$203,572	+6.3%

Historical Average Sales Price by Month

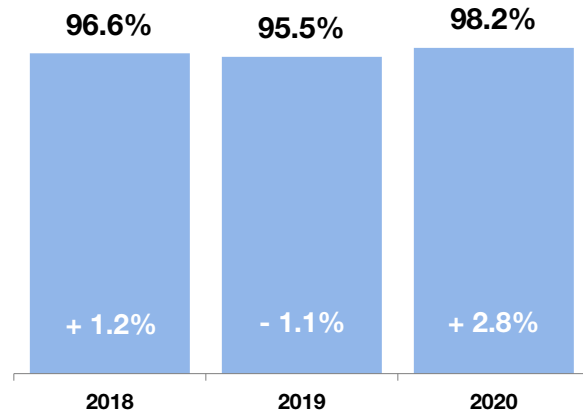


Percent of Original List Price Received

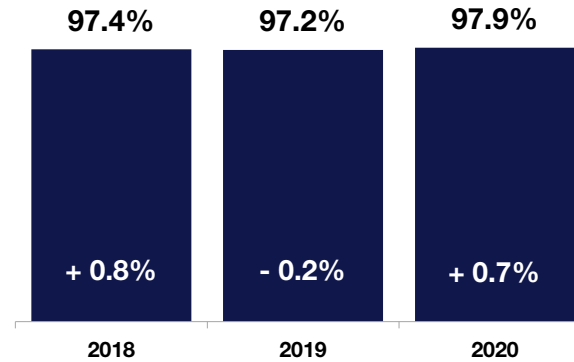


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November

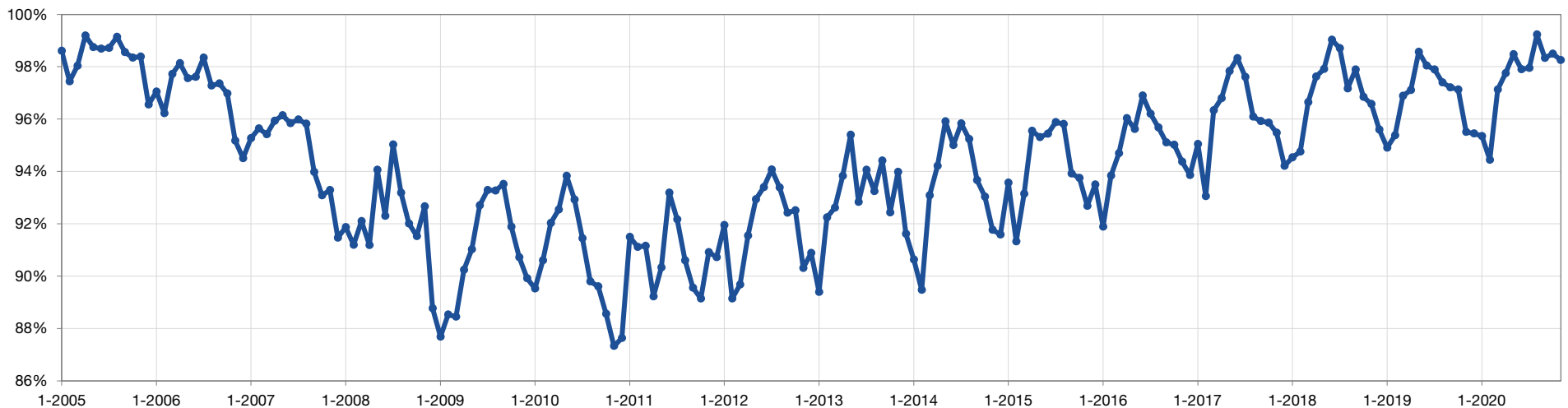


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2020	98.3%	97.2%	+1.1%
October 2020	98.5%	97.1%	+1.4%
November 2020	98.2%	95.5%	+2.8%
12-Month Avg	97.4%	96.8%	+0.6%

Historical Percent of Original List Price Received by Month

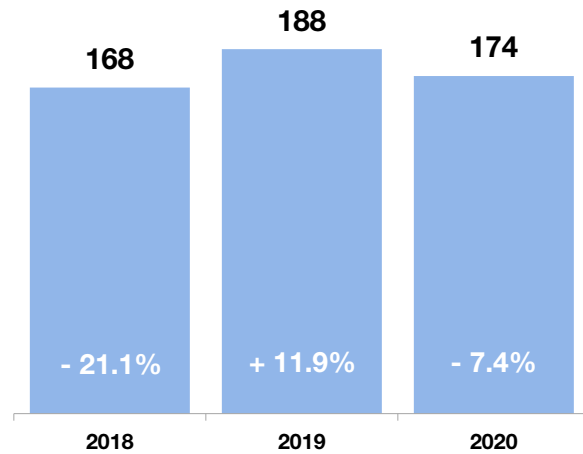


Housing Affordability Index

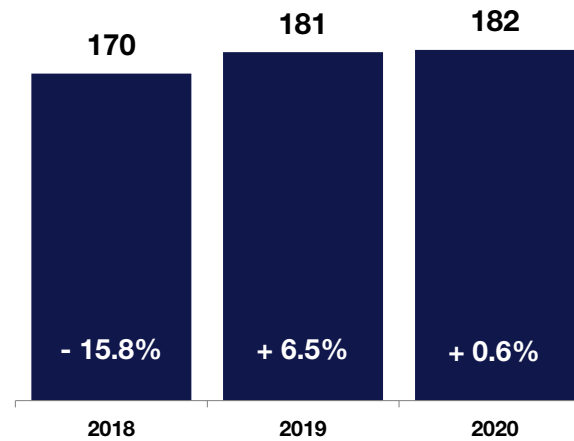


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2020	164	190	-13.7%
October 2020	187	185	+1.1%
November 2020	174	188	-7.4%
12-Month Avg	182	183	-0.5%

Historical Housing Affordability Index by Month

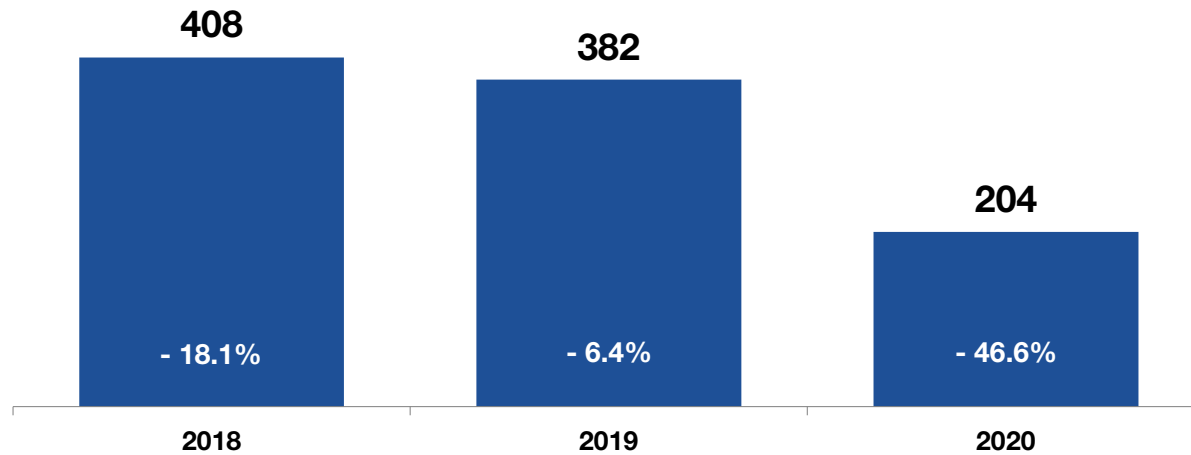


Inventory of Homes for Sale

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



November



	Homes for Sale	Prior Year	Percent Change
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	292	468	-37.6%
September 2020	297	485	-38.8%
October 2020	262	429	-38.9%
November 2020	204	382	-46.6%
12-Month Avg	308	412	-25.2%

Historical Inventory of Homes for Sale by Month

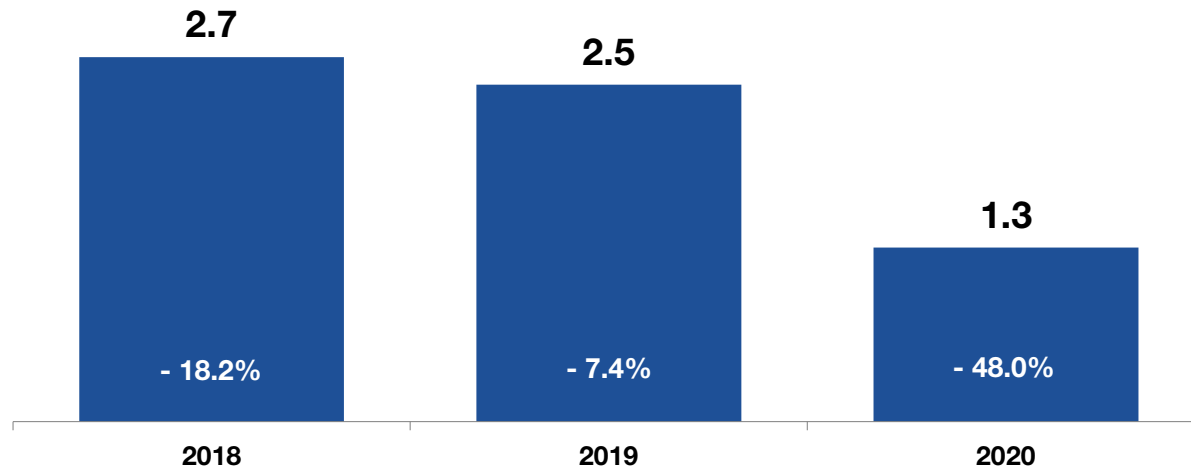


Months Supply of Inventory

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.



November



	Months Supply	Prior Year	Percent Change
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%
September 2020	1.9	3.2	-40.6%
October 2020	1.7	2.8	-39.3%
November 2020	1.3	2.5	-48.0%
12-Month Avg	2.0	2.7	-25.9%

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	+ / -	11-2019	11-2020	+ / -	11-2019	11-2020	+ / -
Albany	48	66	+37.5%	43	55	+27.9%	\$181,000	\$209,900	+16.0%	9	5	-44.4%	2.0	1.0	-51.6%
Avon	39	55	+41.0%	34	40	+17.6%	\$214,650	\$256,000	+19.3%	7	8	+14.3%	2.3	2.0	-9.6%
Clearwater	98	93	-5.1%	76	81	+6.6%	\$212,900	\$255,000	+19.8%	20	5	-75.0%	2.9	0.6	-77.7%
Cold Spring	133	110	-17.3%	104	106	+1.9%	\$231,449	\$239,250	+3.4%	30	14	-53.3%	3.1	1.4	-54.1%
Eden Lake Twp	12	0	-100.0%	8	1	-87.5%	\$280,000	\$140,000	-50.0%	3	0	-100.0%	1.9	0.0	-100.0%
Eden Valley	22	21	-4.5%	22	16	-27.3%	\$154,950	\$165,500	+6.8%	2	2	0.0%	0.7	0.9	+30.3%
Fair Haven Twp	10	2	-80.0%	6	3	-50.0%	\$302,500	\$168,900	-44.2%	3	0	-100.0%	2.4	0.0	-100.0%
Foley	112	104	-7.1%	86	83	-3.5%	\$200,000	\$207,500	+3.8%	17	6	-64.7%	2.2	0.8	-64.7%
Freeport	22	22	0.0%	14	19	+35.7%	\$199,000	\$200,750	+0.9%	5	3	-40.0%	3.1	1.4	-56.4%
Holdingford	28	29	+3.6%	22	22	0.0%	\$146,000	\$167,450	+14.7%	5	5	0.0%	2.1	1.9	-9.1%
Kimball	45	40	-11.1%	38	35	-7.9%	\$185,000	\$230,000	+24.3%	5	5	0.0%	1.4	1.5	+10.3%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$307,500	--	0	0	--	0.0	0.0	--
Melrose	81	43	-46.9%	45	47	+4.4%	\$159,900	\$204,000	+27.6%	27	3	-88.9%	5.5	0.6	-88.7%
Paynesville	82	93	+13.4%	60	88	+46.7%	\$171,250	\$197,900	+15.6%	18	10	-44.4%	3.4	1.3	-60.7%
Rice	134	138	+3.0%	85	107	+25.9%	\$215,000	\$233,000	+8.4%	30	14	-53.3%	3.9	1.4	-64.8%
Richmond	99	104	+5.1%	67	98	+46.3%	\$216,500	\$240,500	+11.1%	19	4	-78.9%	3.2	0.5	-85.3%
Rockville	23	18	-21.7%	17	16	-5.9%	\$238,000	\$277,450	+16.6%	3	1	-66.7%	1.7	0.4	-74.4%
Sartell	395	370	-6.3%	306	347	+13.4%	\$239,900	\$251,500	+4.8%	79	32	-59.5%	3.0	1.1	-65.1%
Sauk Centre	88	127	+44.3%	61	114	+86.9%	\$184,900	\$198,750	+7.5%	34	12	-64.7%	6.3	1.2	-81.3%
Sauk Rapids	293	270	-7.8%	243	230	-5.3%	\$203,900	\$216,000	+5.9%	36	21	-41.7%	1.7	1.0	-40.3%
Saint Cloud	1,275	1,165	-8.6%	990	994	+0.4%	\$165,000	\$179,950	+9.1%	222	129	-41.9%	2.5	1.4	-43.1%
Saint Joseph	148	127	-14.2%	112	120	+7.1%	\$207,300	\$219,000	+5.6%	24	11	-54.2%	2.3	1.0	-54.5%
Saint Augusta	69	62	-10.1%	43	48	+11.6%	\$230,000	\$239,000	+3.9%	18	11	-38.9%	5.1	2.2	-56.4%
Waite Park	107	87	-18.7%	90	78	-13.3%	\$169,900	\$170,000	+0.1%	21	11	-47.6%	2.7	1.5	-45.9%
Wakefield Twp	4	0	-100.0%	5	1	-80.0%	\$279,000	\$287,000	+2.9%	0	0	--	0.0	0.0	--