

Monthly Indicators

January 2021

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

+ 10.3% **+ 22.6%** **- 56.8%**

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

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



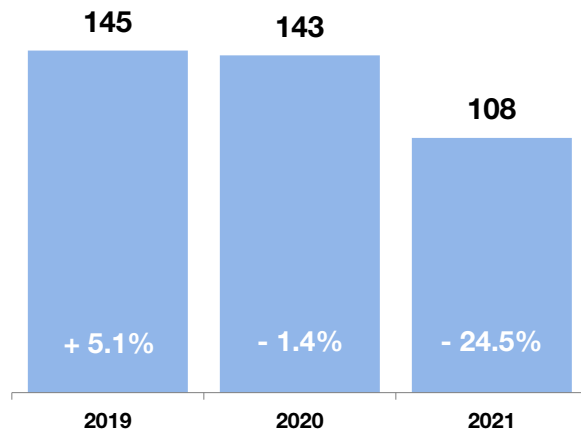
Key Metrics	Historical Sparkbars	1-2020	1-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		143	108	- 24.5%	143	108	- 24.5%
Pending Sales		100	107	+ 7.0%	100	107	+ 7.0%
Closed Sales		87	96	+ 10.3%	87	96	+ 10.3%
Days on Market		64	42	- 34.4%	64	42	- 34.4%
Median Sales Price		\$175,000	\$214,500	+ 22.6%	\$175,000	\$214,500	+ 22.6%
Avg. Sales Price		\$198,515	\$223,211	+ 12.4%	\$198,515	\$223,211	+ 12.4%
Pct. of Orig. Price Received		95.3%	98.0%	+ 2.8%	95.3%	98.0%	+ 2.8%
Affordability Index		204	176	- 13.7%	204	176	- 13.7%
Homes for Sale		333	144	- 56.8%	--	--	--
Months Supply		2.2	0.9	- 59.1%	--	--	--

New Listings

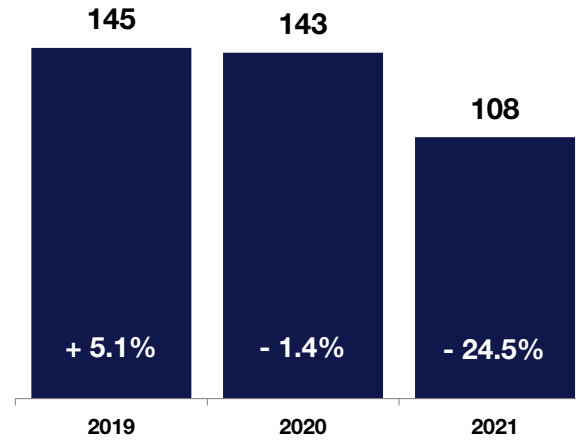
A count of the properties that have been newly listed on the market in a given month.



January

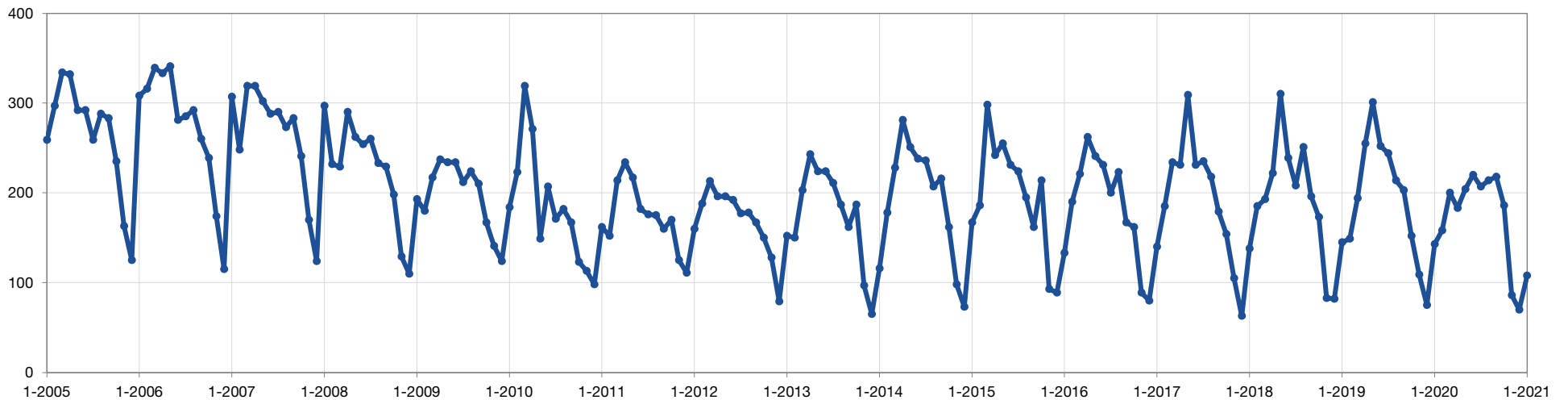


Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2020	70	75	-6.7%
January 2021	108	143	-24.5%
12-Month Avg	171	191	-10.5%

Historical New Listings by Month

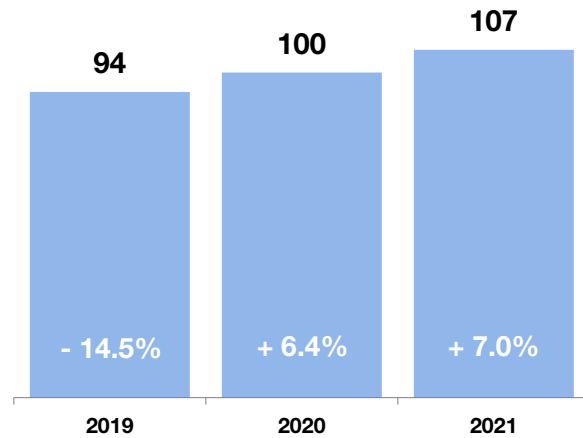


Pending Sales

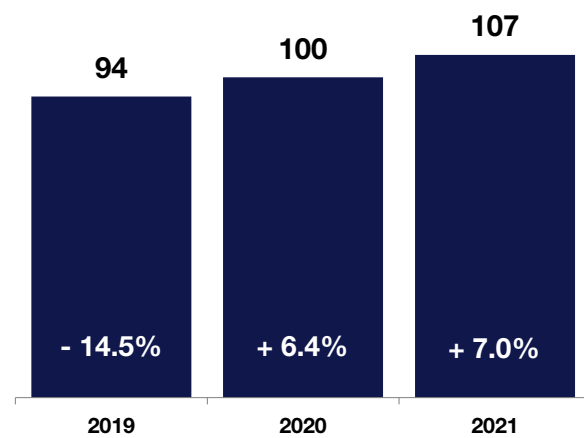
A count of the properties on which offers have been accepted in a given month.



January

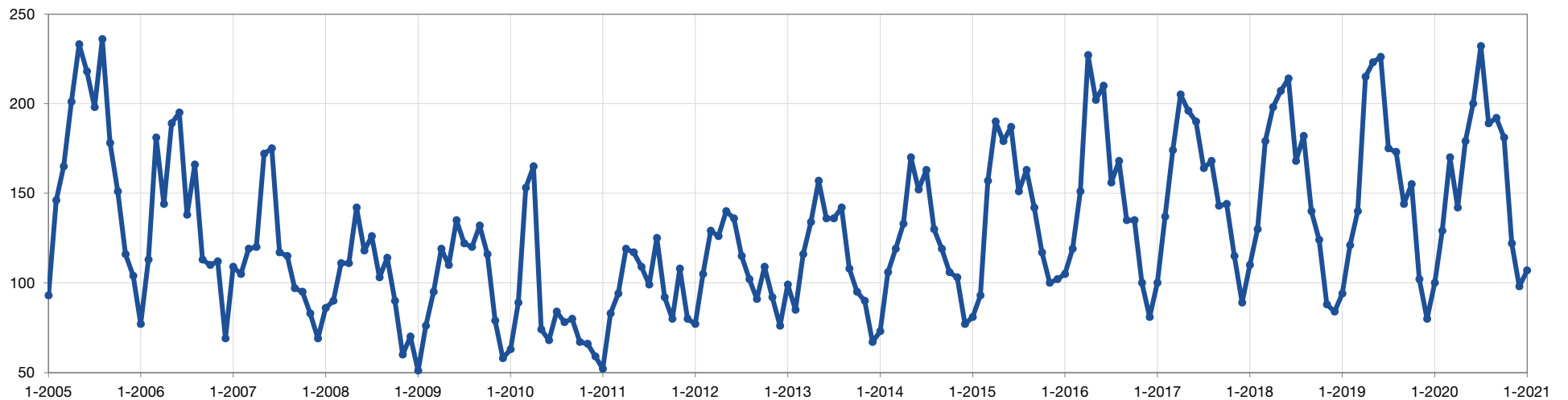


Year to Date



	Pending Sales	Prior Year	Percent Change
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	181	155	+16.8%
November 2020	122	102	+19.6%
December 2020	98	80	+22.5%
January 2021	107	100	+7.0%
12-Month Avg	162	155	+4.5%

Historical Pending Sales by Month

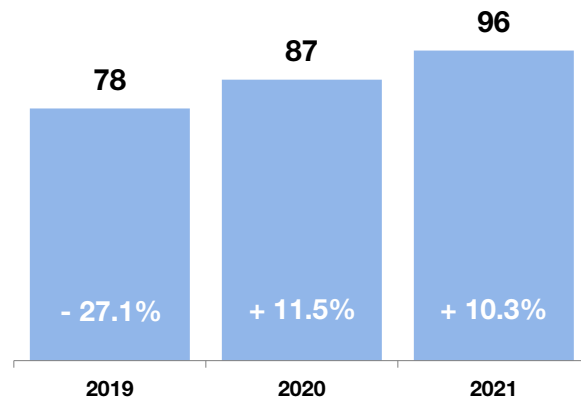


Closed Sales

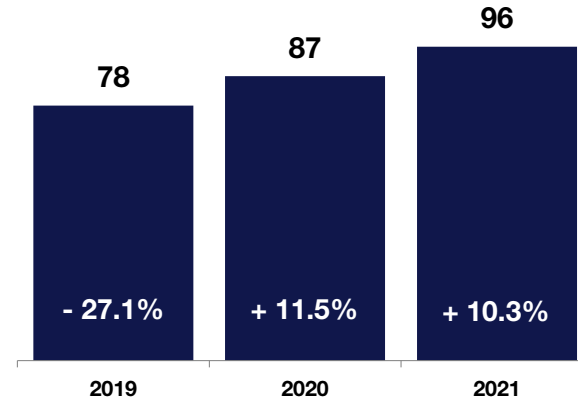
A count of the actual sales that closed in a given month.



January

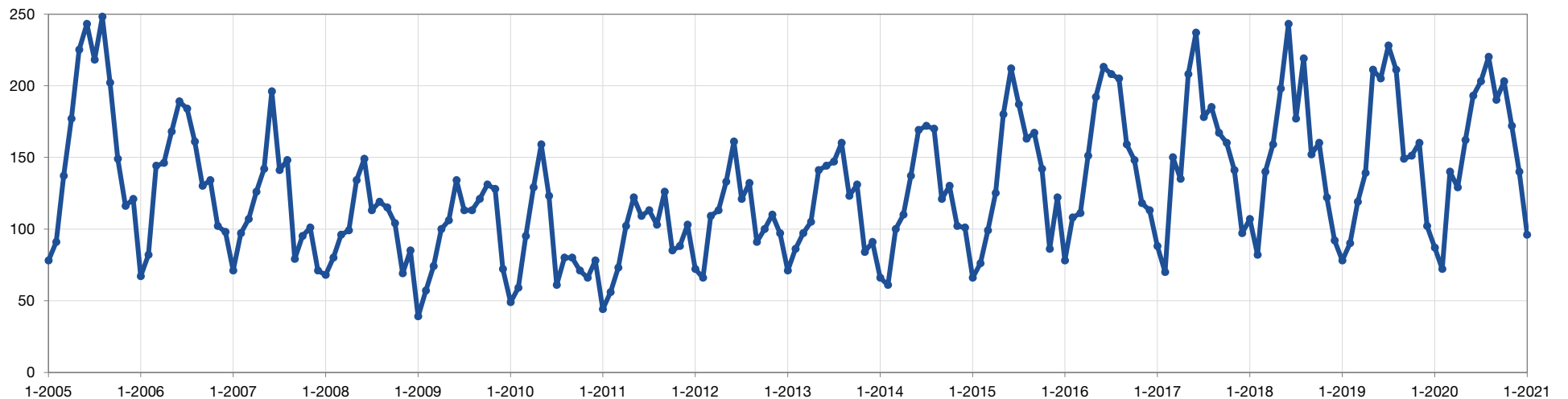


Year to Date



	Closed Sales	Prior Year	Percent Change
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	172	160	+7.5%
December 2020	140	102	+37.3%
January 2021	96	87	+10.3%
12-Month Avg	160	154	+3.9%

Historical Closed Sales by Month

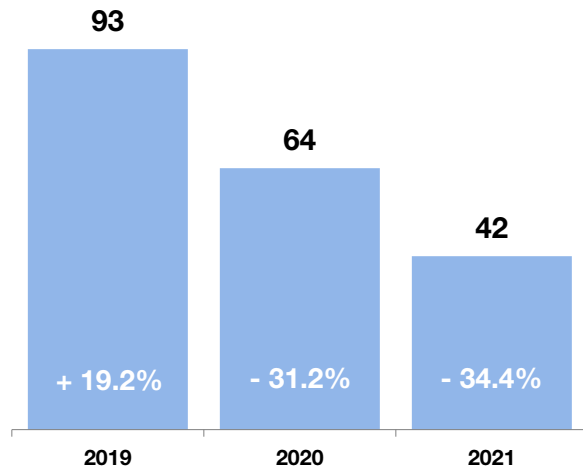


Days on Market Until Sale

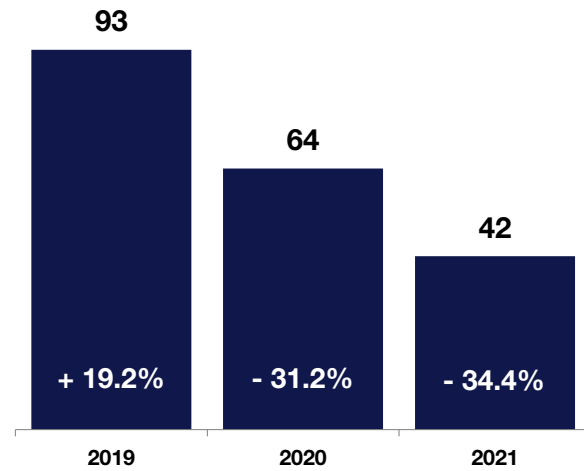
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

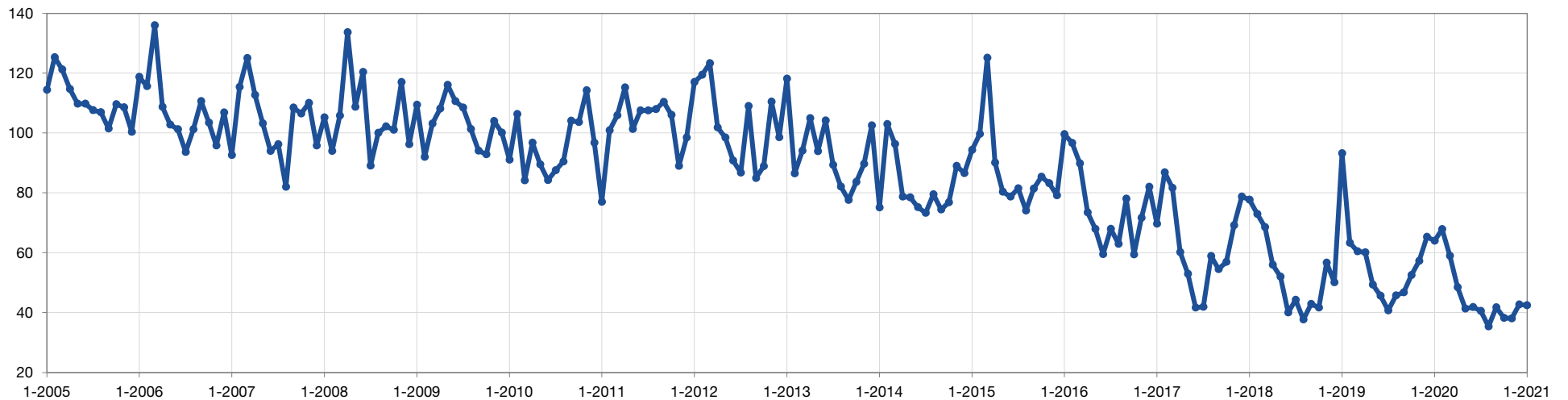


Year to Date



Days on Market	Prior Year	Percent Change
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%
December 2020	43	65 -33.8%
January 2021	42	64 -34.4%
12-Month Avg	45	54 -16.7%

Historical Days on Market Until Sale by Month

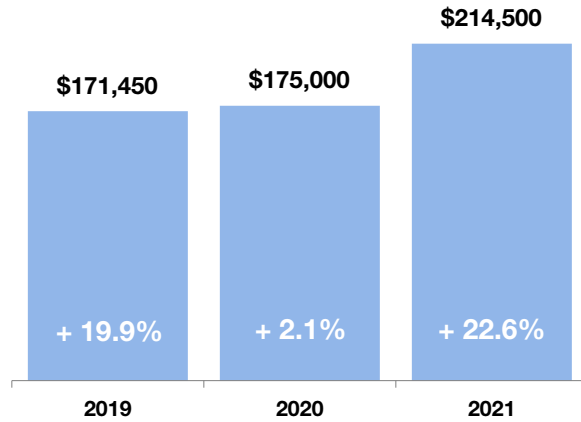


Median Sales Price

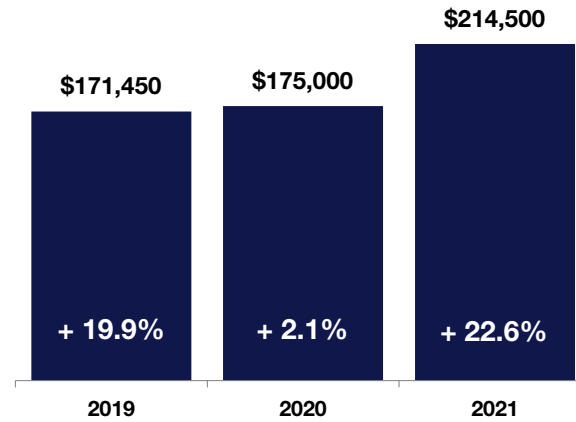
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
December 2020	\$189,900	\$171,500	+10.7%
January 2021	\$214,500	\$175,000	+22.6%
12-Month Avg	\$207,150	\$186,929	+10.8%

Historical Median Sales Price by Month

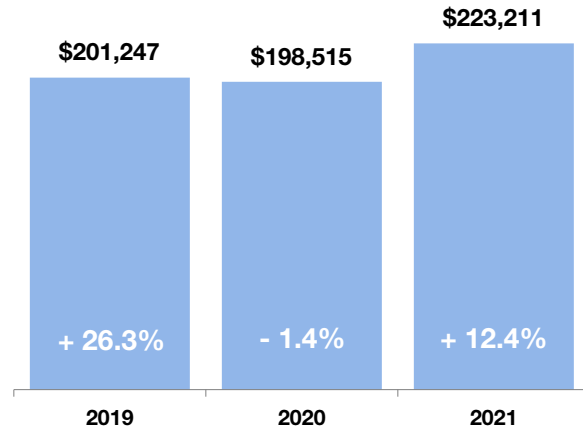


Average Sales Price

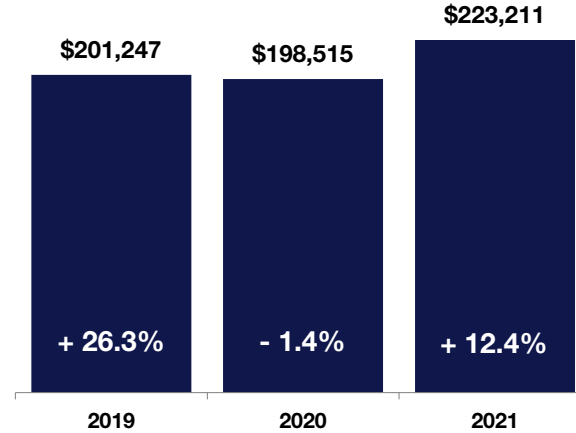
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

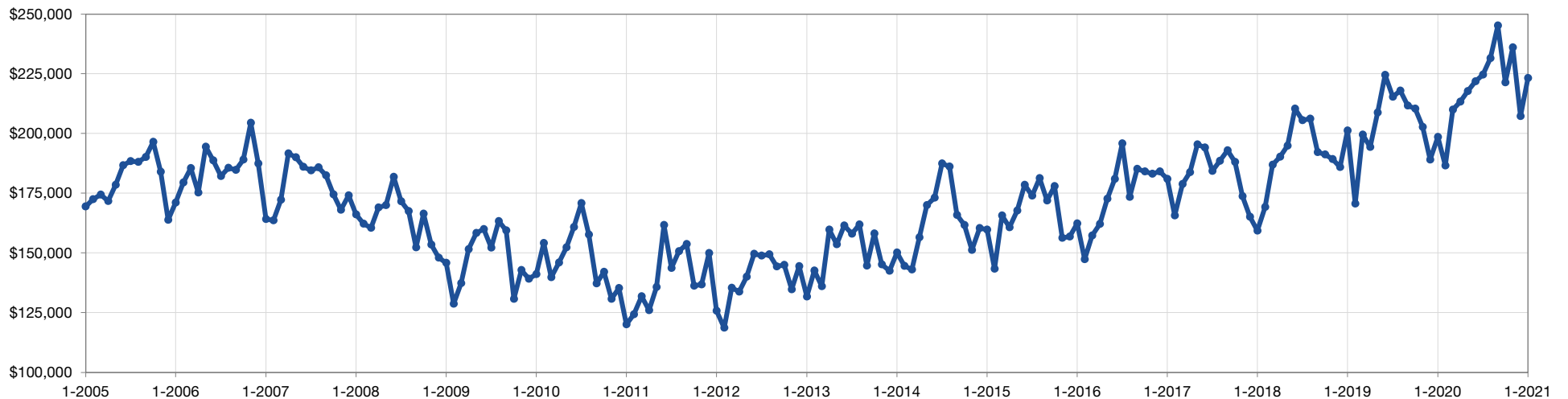


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$236,003	\$202,745	+16.4%
December 2020	\$207,269	\$189,036	+9.6%
January 2021	\$223,211	\$198,515	+12.4%
12-Month Avg	\$219,858	\$203,608	+8.0%

Historical Average Sales Price by Month

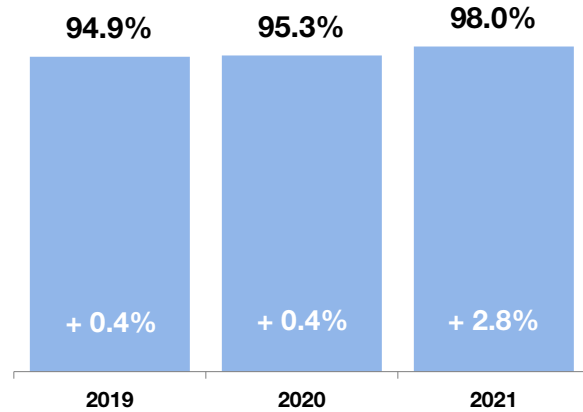


Percent of Original List Price Received

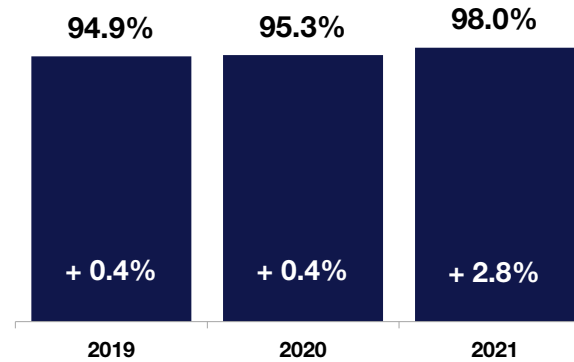


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

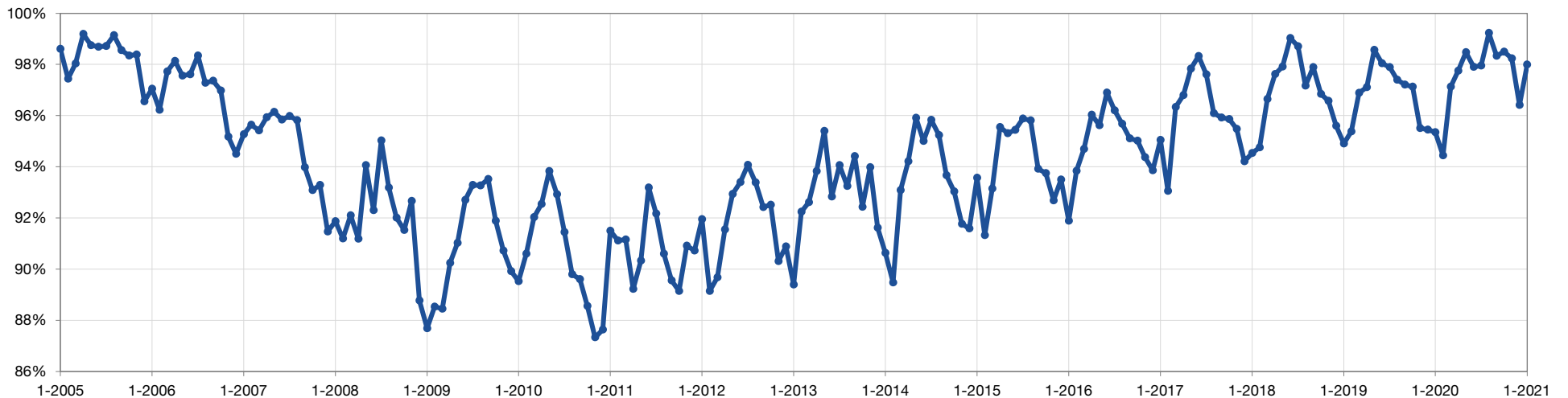


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2020	96.4%	95.4%	+1.0%
January 2021	98.0%	95.3%	+2.8%
12-Month Avg	97.7%	96.8%	+0.9%

Historical Percent of Original List Price Received by Month

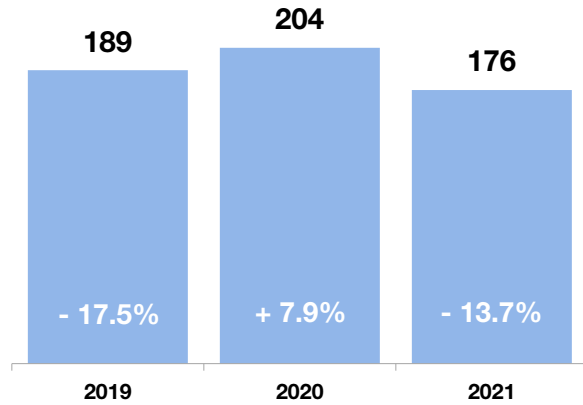


Housing Affordability Index

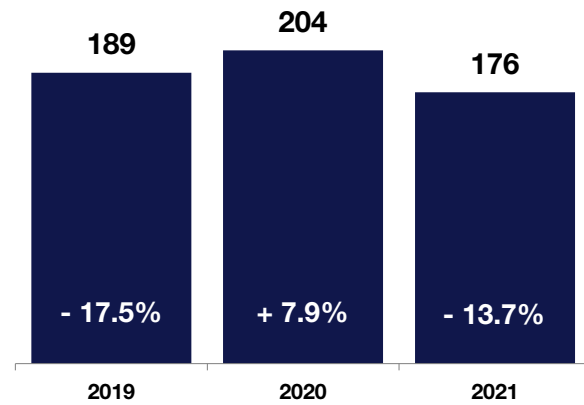


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

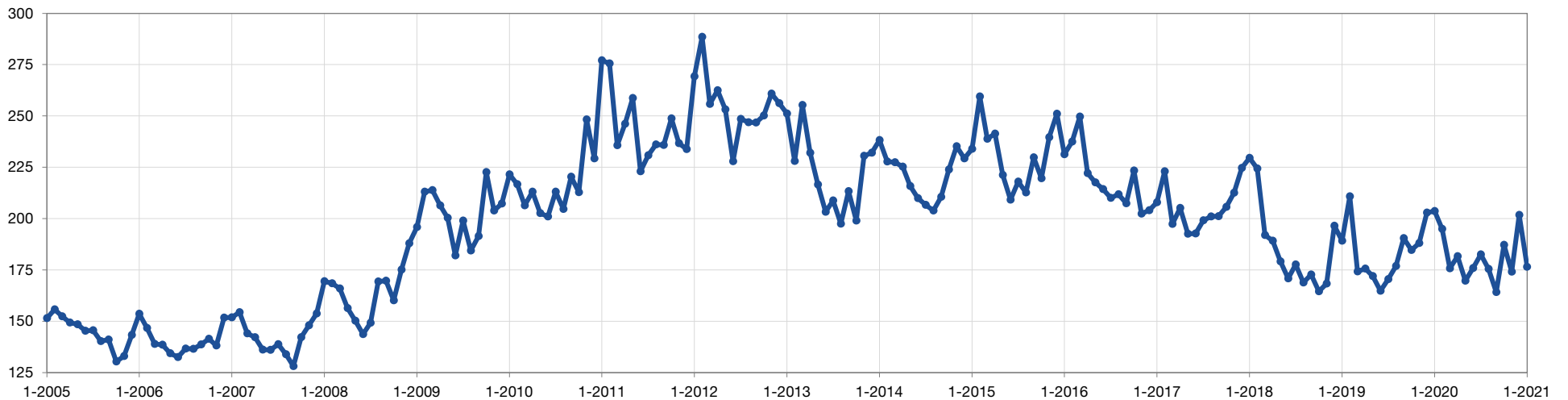


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
December 2020	202	203	-0.5%
January 2021	176	204	-13.7%
12-Month Avg	180	185	-2.7%

Historical Housing Affordability Index by Month

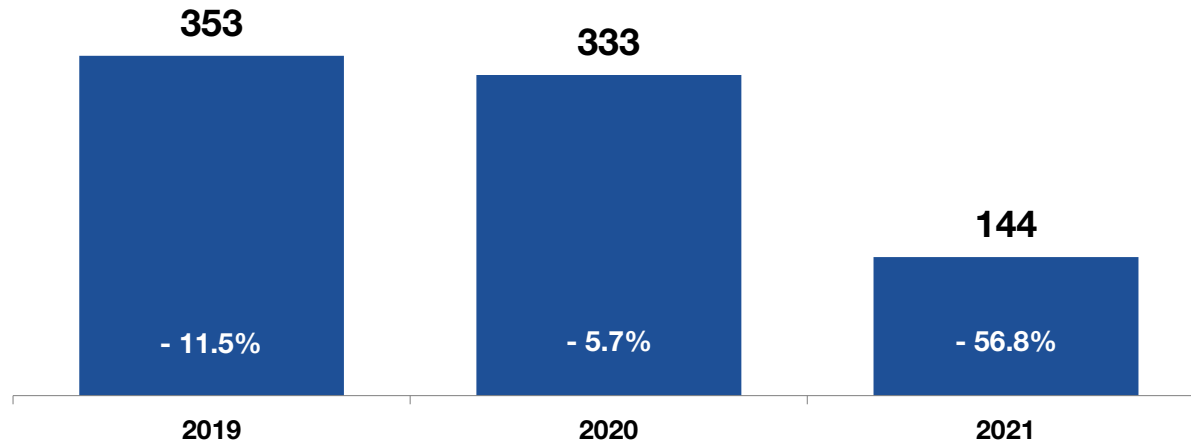


Inventory of Homes for Sale

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

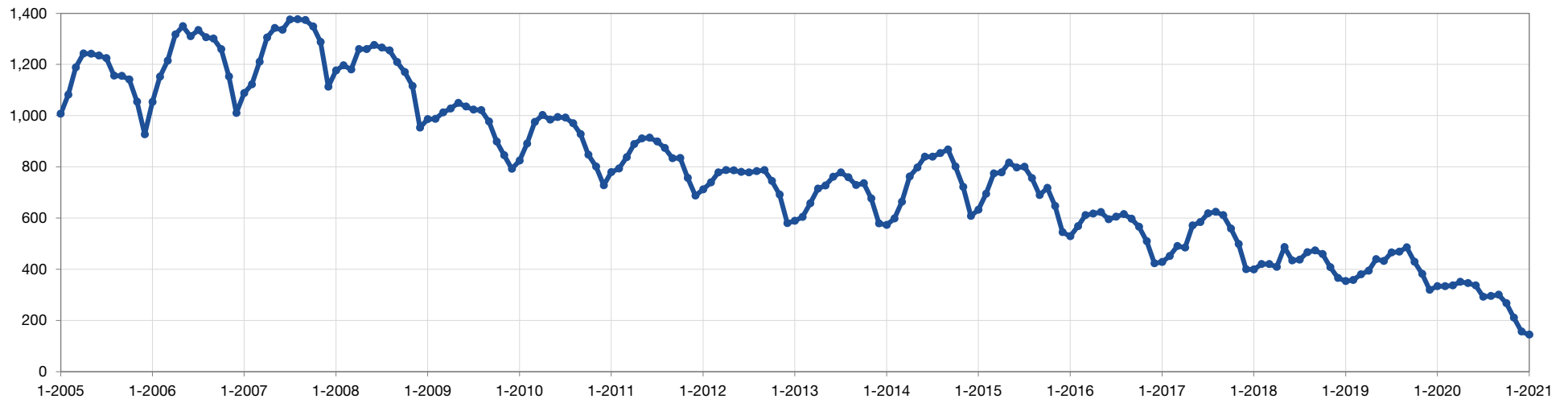


January



	Homes for Sale	Prior Year	Percent Change
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	292	465	-37.2%
August 2020	295	468	-37.0%
September 2020	300	485	-38.1%
October 2020	267	429	-37.8%
November 2020	211	382	-44.8%
December 2020	156	319	-51.1%
January 2021	144	333	-56.8%
12-Month Avg	280	407	-31.2%

Historical Inventory of Homes for Sale by Month

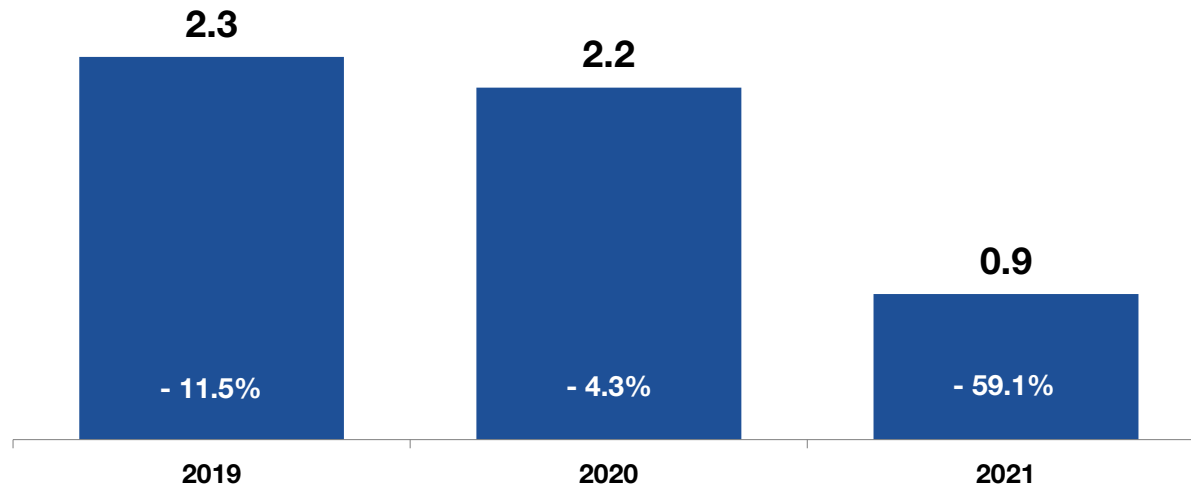


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
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%
December 2020	1.0	2.1	-52.4%
January 2021	0.9	2.2	-59.1%
12-Month Avg	1.8	2.7	-33.3%

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 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	1-2020	1-2021	+ / -	1-2020	1-2021	+ / -
Albany	2	3	+50.0%	3	2	-33.3%	\$166,900	\$219,000	+31.2%	3	6	+100.0%	0.7	1.2	+68.1%
Avon	3	3	0.0%	0	2	--	\$0	\$362,450	--	6	6	0.0%	2.0	1.6	-21.7%
Clearwater	4	3	-25.0%	1	3	+200.0%	\$387,500	\$370,000	-4.5%	16	5	-68.8%	2.4	0.7	-72.5%
Cold Spring	7	0	-100.0%	4	4	0.0%	\$222,500	\$196,500	-11.7%	29	9	-69.0%	3.1	0.9	-70.0%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	2	0	-100.0%	1.3	0.0	-100.0%
Eden Valley	1	0	-100.0%	0	1	--	\$0	\$185,000	--	1	0	-100.0%	0.3	0.0	-100.0%
Fair Haven Twp	2	0	-100.0%	1	0	-100.0%	\$125,000	\$0	-100.0%	3	0	-100.0%	2.6	0.0	-100.0%
Foley	5	4	-20.0%	2	7	+250.0%	\$198,750	\$223,137	+12.3%	9	6	-33.3%	1.3	0.7	-43.9%
Freeport	1	1	0.0%	1	1	0.0%	\$206,500	\$299,900	+45.2%	6	4	-33.3%	3.8	1.8	-53.1%
Holdingford	0	1	--	1	4	+300.0%	\$164,900	\$242,250	+46.9%	2	1	-50.0%	0.9	0.3	-60.8%
Kimball	2	1	-50.0%	3	2	-33.3%	\$167,500	\$173,000	+3.3%	4	5	+25.0%	1.1	1.5	+33.2%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	3	2	-33.3%	3	1	-66.7%	\$77,000	\$185,000	+140.3%	13	3	-76.9%	2.7	0.7	-74.9%
Paynesville	3	3	0.0%	2	5	+150.0%	\$250,500	\$205,000	-18.2%	14	14	0.0%	2.5	1.8	-28.3%
Rice	8	10	+25.0%	7	6	-14.3%	\$204,900	\$216,688	+5.8%	22	15	-31.8%	2.7	1.5	-44.2%
Richmond	2	3	+50.0%	3	3	0.0%	\$139,900	\$177,700	+27.0%	11	7	-36.4%	1.8	0.8	-56.4%
Rockville	0	1	--	2	1	-50.0%	\$270,950	\$203,000	-25.1%	1	2	+100.0%	0.6	0.9	+72.2%
Sartell	29	23	-20.7%	18	16	-11.1%	\$228,700	\$276,000	+20.7%	72	27	-62.5%	2.7	0.9	-67.0%
Sauk Centre	6	8	+33.3%	2	3	+50.0%	\$119,450	\$152,500	+27.7%	28	12	-57.1%	5.2	1.1	-78.1%
Sauk Rapids	15	11	-26.7%	7	12	+71.4%	\$182,200	\$228,050	+25.2%	32	10	-68.8%	1.6	0.5	-70.8%
Saint Cloud	82	64	-22.0%	49	60	+22.4%	\$154,550	\$165,500	+7.1%	196	86	-56.1%	2.2	0.9	-57.9%
Saint Joseph	13	7	-46.2%	5	6	+20.0%	\$190,000	\$257,400	+35.5%	25	8	-68.0%	2.4	0.8	-68.5%
Saint Augusta	2	1	-50.0%	0	2	--	\$0	\$527,500	--	17	6	-64.7%	4.3	1.4	-68.8%
Waite Park	4	3	-25.0%	8	2	-75.0%	\$140,250	\$246,218	+75.6%	8	13	+62.5%	1.0	2.0	+108.9%
Wakefield Twp	0	0	--	1	0	-100.0%	\$287,000	\$0	-100.0%	0	0	--	0.0	0.0	--