

# Monthly Indicators



## March 2013

Residential real estate activity comprised 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.

Note: As of September 2011, this report looks at activity by city vs. MLS area. MLS areas were eliminated from NorthstarMLS in August 2011.

## Activity Snapshot

**- 8.2%**      **+ 1.7%**      **- 18.5%**

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.



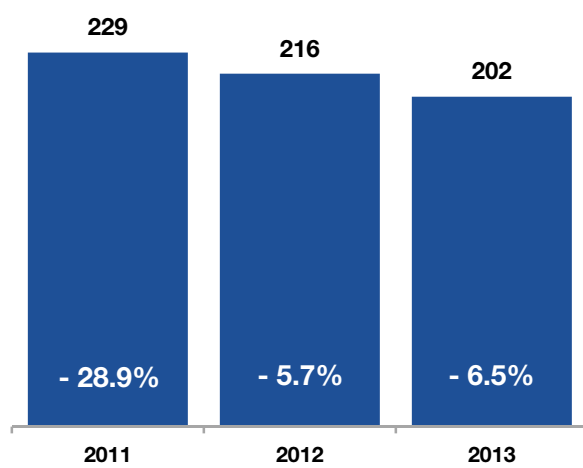
Key Metrics	Historical Sparkbars	3-2012	3-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		216	<b>202</b>	- 6.5%	569	<b>513</b>	- 9.8%
<b>Pending Sales</b>		131	<b>118</b>	- 9.9%	316	<b>308</b>	- 2.5%
<b>Closed Sales</b>		110	<b>101</b>	- 8.2%	249	<b>258</b>	+ 3.6%
<b>Days on Market</b>		124	<b>92</b>	- 25.8%	120	<b>97</b>	- 19.2%
<b>Median Sales Price</b>		\$125,250	<b>\$127,350</b>	+ 1.7%	\$120,000	<b>\$132,750</b>	+ 10.6%
<b>Average Sales Price</b>		\$135,663	<b>\$136,986</b>	+ 1.0%	\$127,834	<b>\$137,381</b>	+ 7.5%
<b>Pct. of Orig. Price Received</b>		89.6%	<b>92.8%</b>	+ 3.6%	90.1%	<b>91.7%</b>	+ 1.8%
<b>Affordability Index</b>		229	<b>237</b>	+ 3.5%	237	<b>229</b>	- 3.4%
<b>Homes for Sale</b>		789	<b>643</b>	- 18.5%	--	<b>--</b>	--
<b>Months Supply</b>		7.6	<b>5.9</b>	- 22.4%	--	<b>--</b>	--

# New Listings

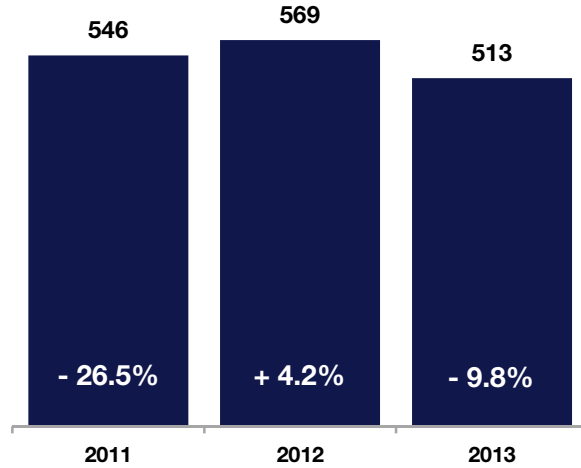
A count of the properties that have been newly listed on the market in a given month.



## March

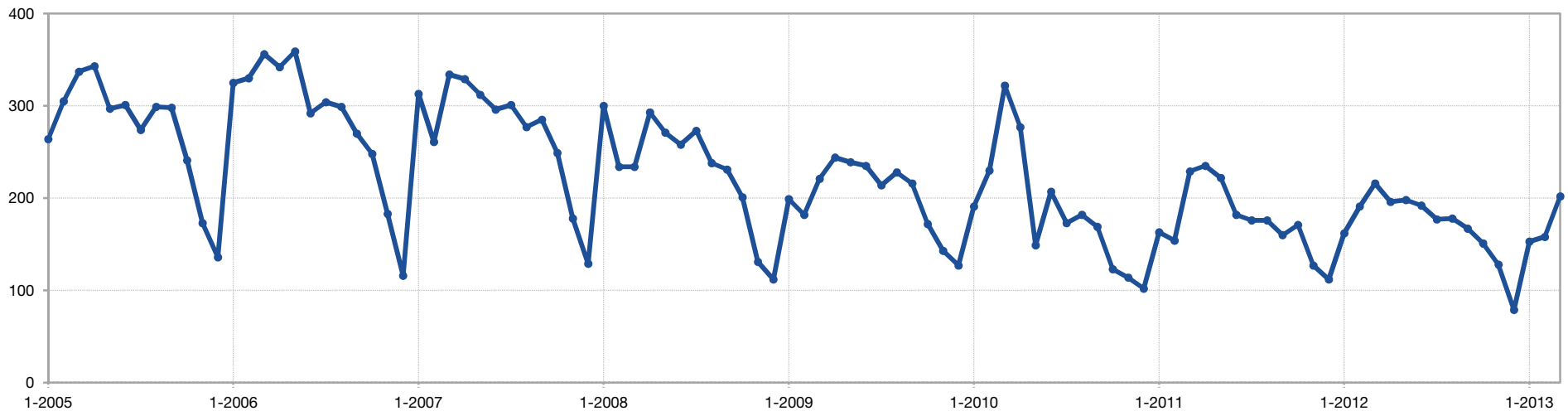


## Year to Date



	New Listings	Prior Year	Percent Change
April 2012	196	235	-16.6%
May 2012	198	222	-10.8%
June 2012	192	182	+5.5%
July 2012	177	176	+0.6%
August 2012	178	176	+1.1%
September 2012	167	160	+4.4%
October 2012	151	171	-11.7%
November 2012	128	127	+0.8%
December 2012	79	112	-29.5%
January 2013	153	162	-5.6%
February 2013	158	191	-17.3%
<b>March 2013</b>	<b>202</b>	<b>216</b>	<b>-6.5%</b>
12-Month Avg	165	178	-7.3%

## Historical New Listings by Month

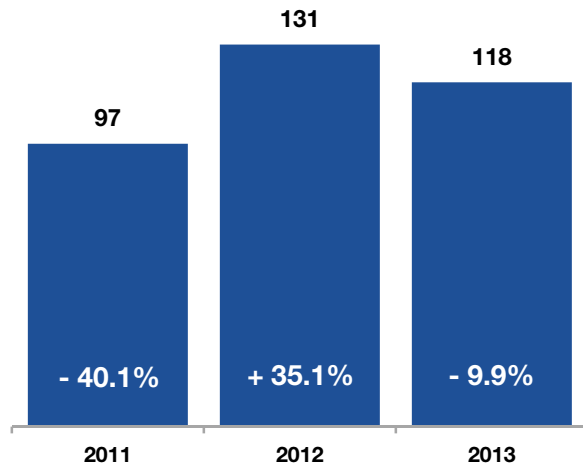


# Pending Sales

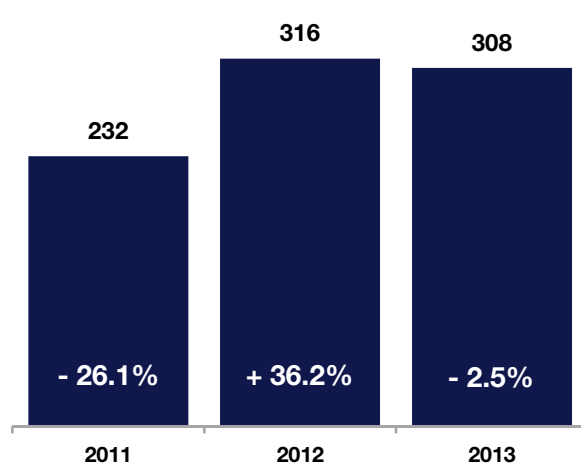
A count of the properties on which offers have been accepted in a given month.



## March

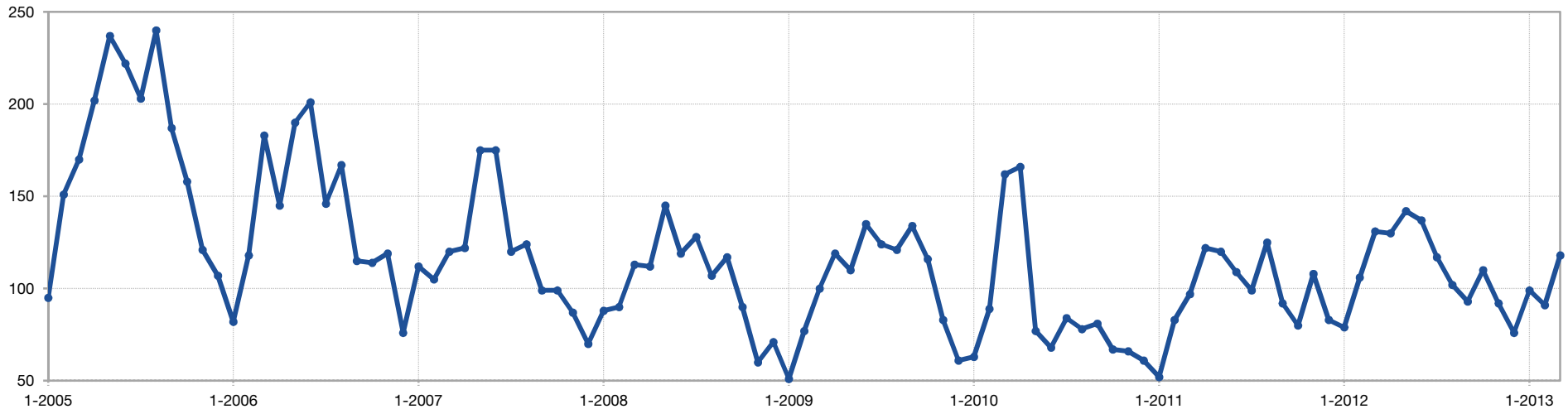


## Year to Date



Pending Sales		Prior Year	Percent Change
April 2012	130	122	+6.6%
May 2012	142	120	+18.3%
June 2012	137	109	+25.7%
July 2012	117	99	+18.2%
August 2012	102	125	-18.4%
September 2012	93	92	+1.1%
October 2012	110	80	+37.5%
November 2012	92	108	-14.8%
December 2012	76	83	-8.4%
January 2013	99	79	+25.3%
February 2013	91	106	-14.2%
<b>March 2013</b>	<b>118</b>	<b>131</b>	<b>-9.9%</b>
12-Month Avg	109	105	+3.8%

## Historical Pending Sales by Month

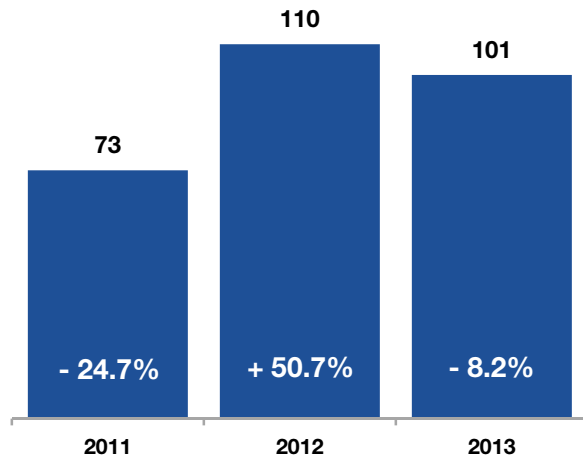


# Closed Sales

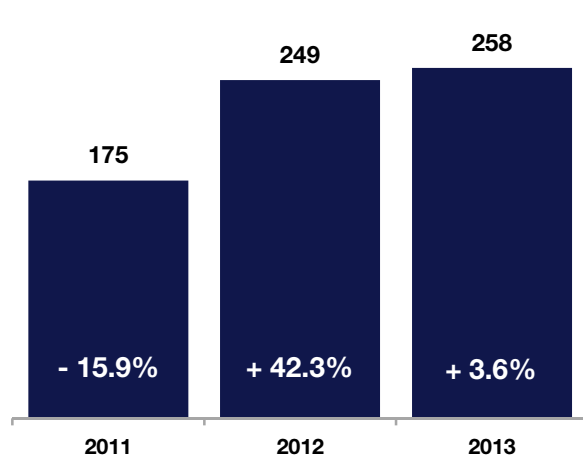
A count of the actual sales that closed in a given month.



## March

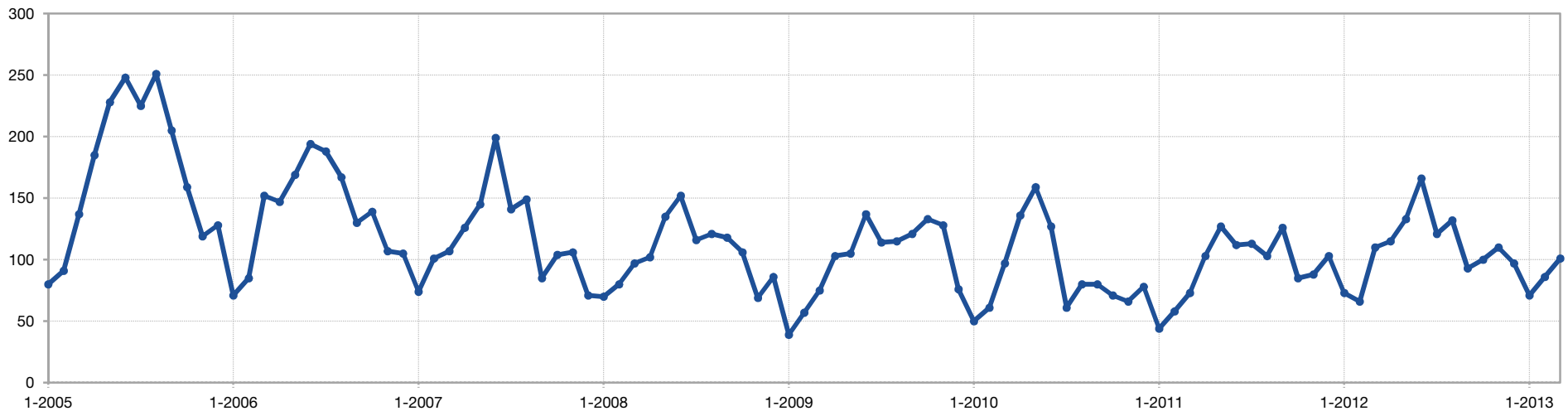


## Year to Date



Closed Sales	Prior Year	Percent Change
April 2012	115	103 +11.7%
May 2012	133	127 +4.7%
June 2012	166	112 +48.2%
July 2012	121	113 +7.1%
August 2012	132	103 +28.2%
September 2012	93	126 -26.2%
October 2012	100	85 +17.6%
November 2012	110	88 +25.0%
December 2012	97	103 -5.8%
January 2013	71	73 -2.7%
February 2013	86	66 +30.3%
<b>March 2013</b>	<b>101</b>	<b>110 -8.2%</b>
12-Month Avg	110	101 +8.9%

## Historical Closed Sales by Month

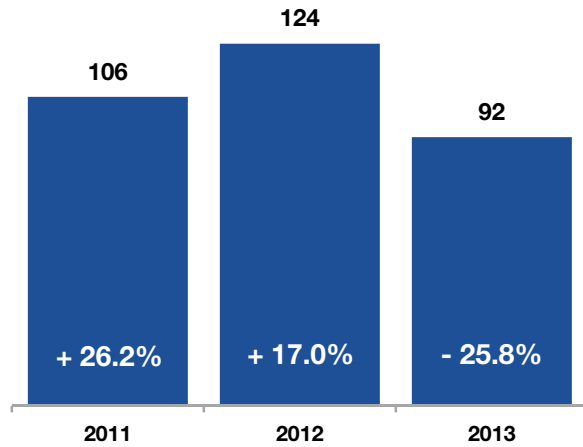


# Days on Market Until Sale

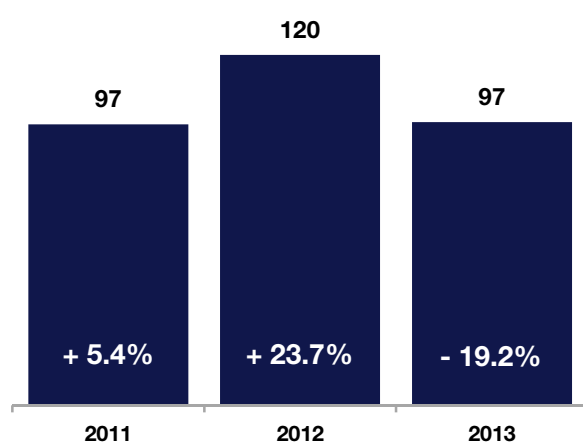
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

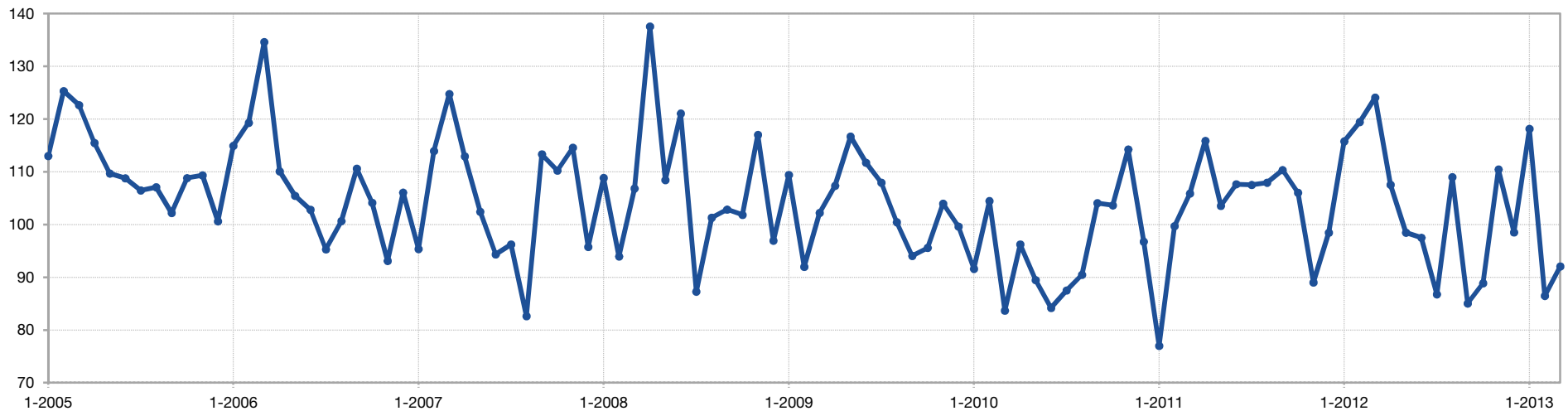


## Year to Date



Days on Market	Prior Year	Percent Change	
April 2012	108	116	-6.9%
May 2012	98	104	-5.8%
June 2012	98	108	-9.3%
July 2012	87	108	-19.4%
August 2012	109	108	+0.9%
September 2012	85	110	-22.7%
October 2012	89	106	-16.0%
November 2012	110	89	+23.6%
December 2012	99	98	+1.0%
January 2013	118	116	+1.7%
February 2013	86	119	-27.7%
<b>March 2013</b>	<b>92</b>	<b>124</b>	<b>-25.8%</b>
12-Month Avg	98	109	-10.1%

## Historical Days on Market Until Sale by Month

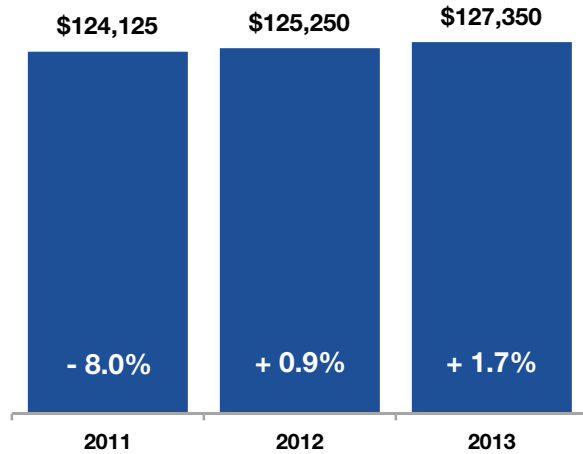


# Median Sales Price

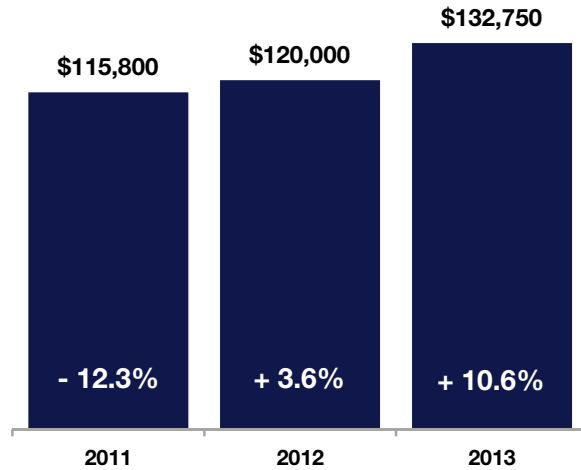
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March

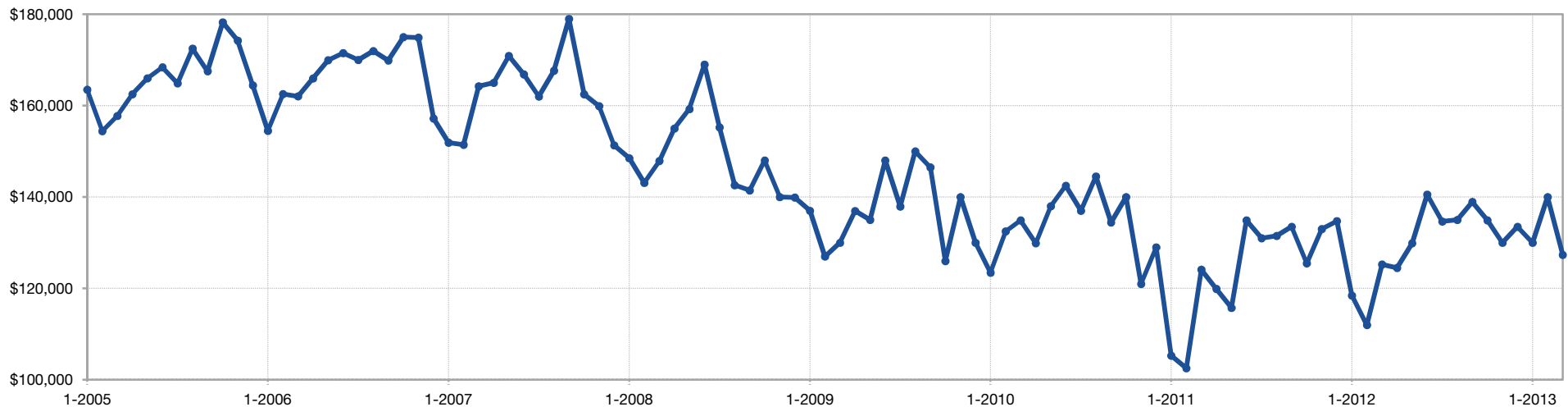


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2012	\$124,500	\$119,900	+3.8%
May 2012	\$129,900	\$115,750	+12.2%
June 2012	\$140,550	\$134,900	+4.2%
July 2012	\$134,650	\$131,000	+2.8%
August 2012	\$135,000	\$131,500	+2.7%
September 2012	\$138,950	\$133,500	+4.1%
October 2012	\$134,900	\$125,500	+7.5%
November 2012	\$130,000	\$133,000	-2.3%
December 2012	\$133,500	\$134,750	-0.9%
January 2013	\$130,000	\$118,450	+9.8%
February 2013	\$140,000	\$112,000	+25.0%
<b>March 2013</b>	<b>\$127,350</b>	<b>\$125,250</b>	<b>+1.7%</b>
12-Month Avg	\$133,275	\$126,292	+5.5%

## Historical Median Sales Price by Month

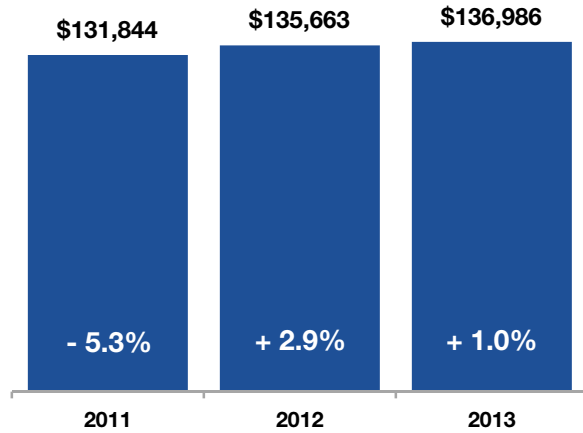


# Average Sales Price

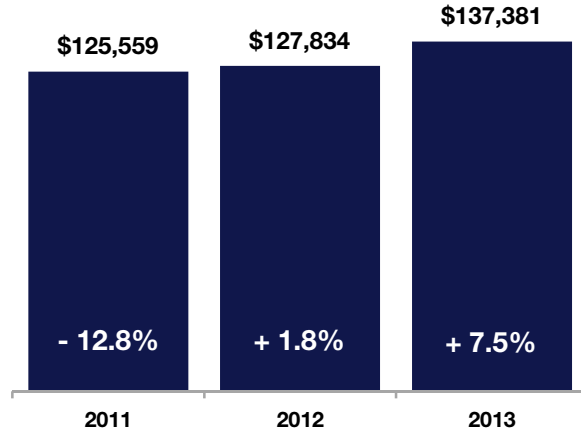
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

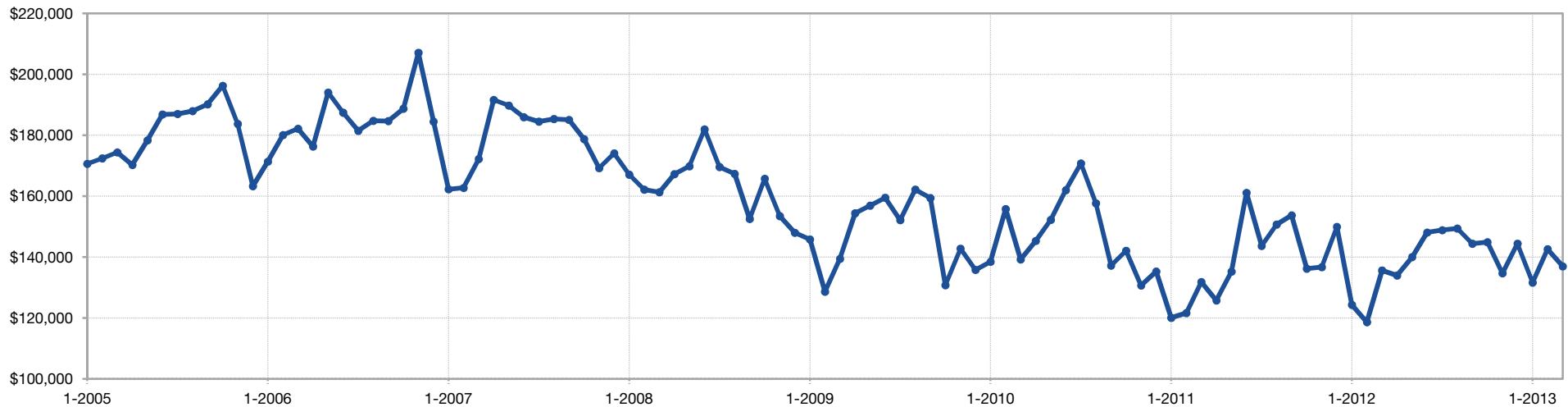


## Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2012	\$134,001	\$125,817	+6.5%
May 2012	\$140,052	\$135,262	+3.5%
June 2012	\$148,088	\$161,122	-8.1%
July 2012	\$148,864	\$143,695	+3.6%
August 2012	\$149,405	\$150,730	-0.9%
September 2012	\$144,437	\$153,718	-6.0%
October 2012	\$144,920	\$136,236	+6.4%
November 2012	\$134,718	\$136,731	-1.5%
December 2012	\$144,452	\$149,945	-3.7%
January 2013	\$131,682	\$124,359	+5.9%
February 2013	\$142,608	\$118,677	+20.2%
<b>March 2013</b>	<b>\$136,986</b>	<b>\$135,663</b>	<b>+1.0%</b>
12-Month Avg	\$141,684	\$139,329	+1.7%

## Historical Average Sales Price by Month



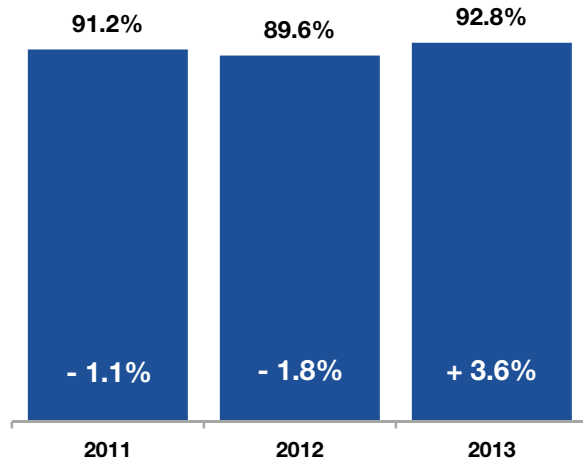


# Percent of Original List Price Received

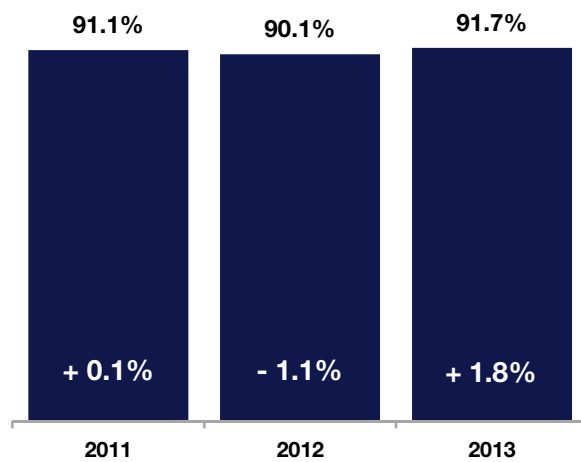
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2012	91.2%	89.3%	+2.1%
May 2012	92.9%	90.3%	+2.9%
June 2012	93.1%	92.8%	+0.3%
July 2012	94.1%	92.2%	+2.1%
August 2012	93.4%	90.6%	+3.1%
September 2012	92.4%	89.6%	+3.1%
October 2012	92.5%	89.1%	+3.8%
November 2012	90.3%	90.9%	-0.7%
December 2012	90.9%	90.7%	+0.2%
January 2013	89.4%	91.7%	-2.5%
February 2013	92.2%	89.1%	+3.5%
<b>March 2013</b>	<b>92.8%</b>	<b>89.6%</b>	<b>+3.6%</b>
12-Month Avg	92.1%	90.5%	+1.8%

## Historical Percent of Original List Price Received by Month

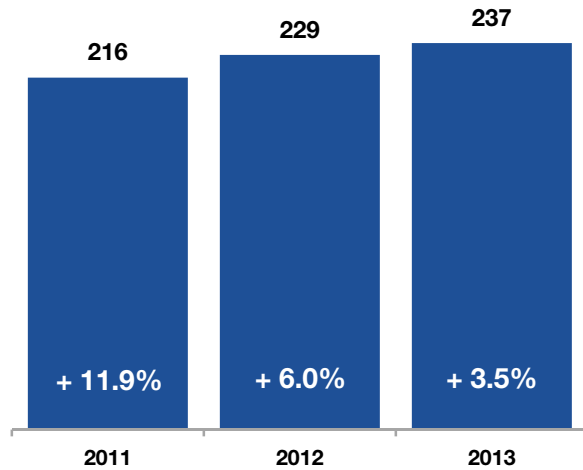


# Housing Affordability Index

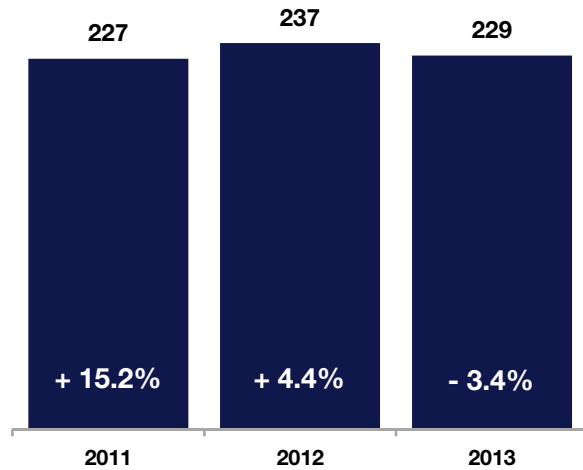
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

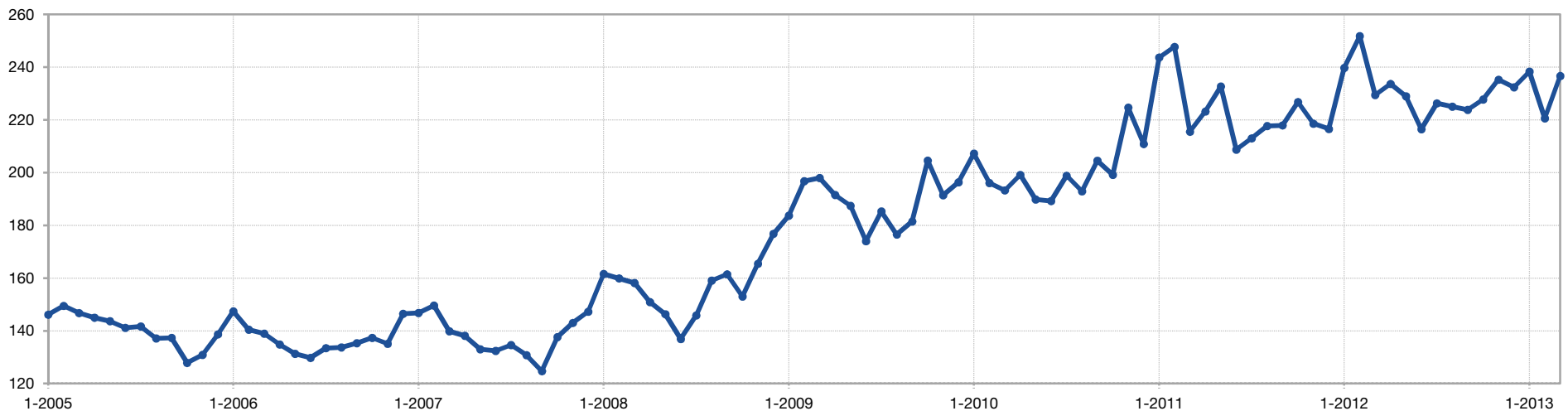


## Year to Date



	Affordability Index	Prior Year	Percent Change
April 2012	234	223	+4.9%
May 2012	229	233	-1.7%
June 2012	216	209	+3.3%
July 2012	226	213	+6.1%
August 2012	225	218	+3.2%
September 2012	224	218	+2.8%
October 2012	228	227	+0.4%
November 2012	235	219	+7.3%
December 2012	232	217	+6.9%
January 2013	238	240	-0.8%
February 2013	221	252	-12.3%
<b>March 2013</b>	<b>237</b>	<b>229</b>	<b>+3.5%</b>
12-Month Avg	229	225	+1.8%

## Historical Housing Affordability Index by Month

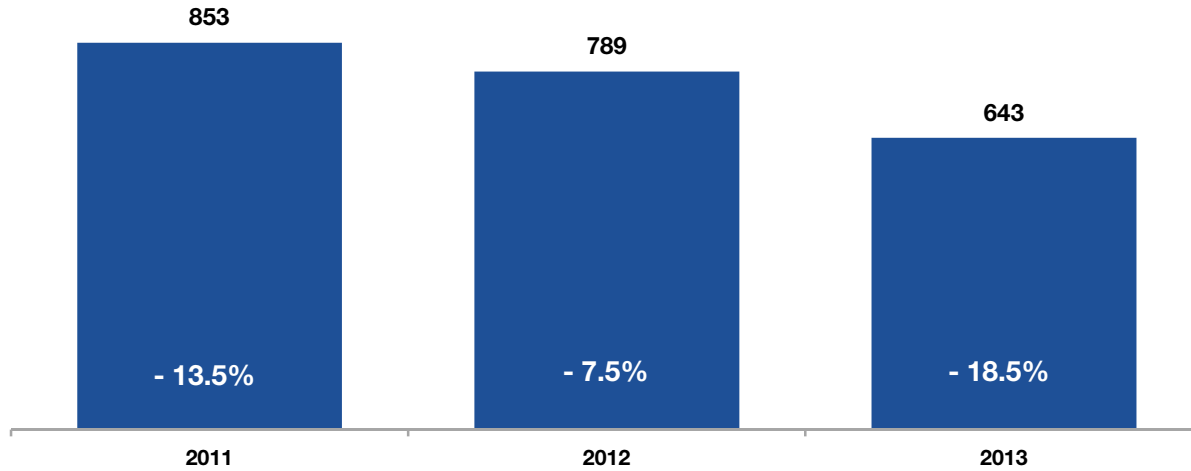


# Inventory of Homes for Sale

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

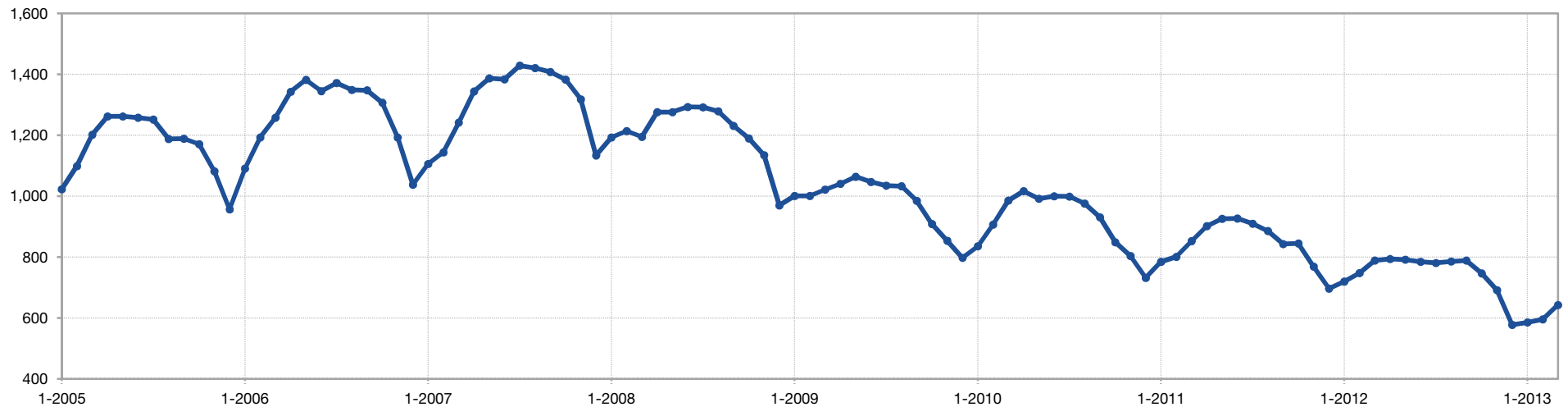


## March



Homes for Sale	Prior Year	Percent Change
April 2012	794	902 -12.0%
May 2012	792	926 -14.5%
June 2012	785	927 -15.3%
July 2012	781	910 -14.2%
August 2012	786	886 -11.3%
September 2012	789	843 -6.4%
October 2012	747	845 -11.6%
November 2012	692	769 -10.0%
December 2012	578	697 -17.1%
January 2013	586	720 -18.6%
February 2013	596	748 -20.3%
<b>March 2013</b>	<b>643</b>	<b>789 -18.5%</b>
12-Month Avg	714	830 -14.0%

## Historical Inventory of Homes for Sale by Month

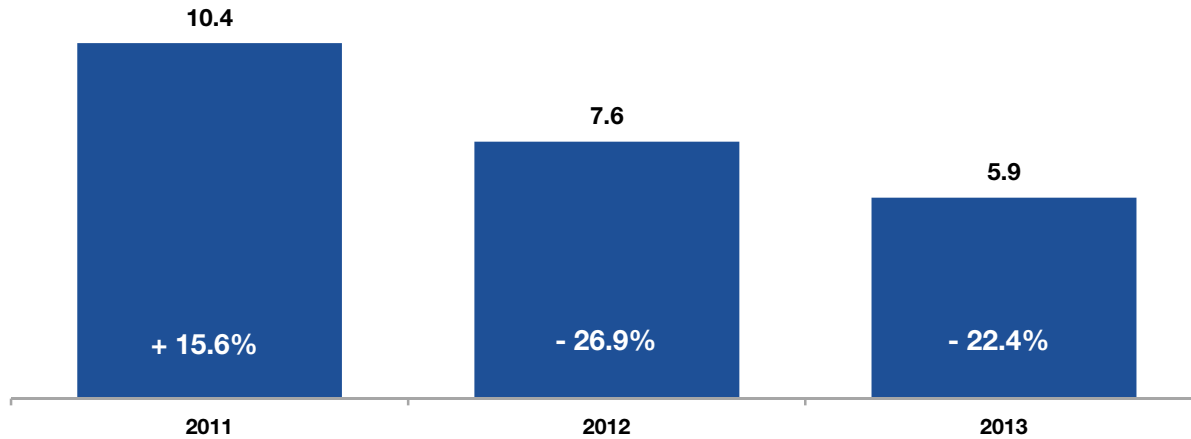


# Months Supply of Inventory

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.



## March



Months Supply		Prior Year	Percent Change
April 2012	7.5	11.6	-35.3%
May 2012	7.4	11.4	-35.1%
June 2012	7.2	10.9	-33.9%
July 2012	7.0	10.6	-34.0%
August 2012	7.2	9.8	-26.5%
September 2012	7.2	9.3	-22.6%
October 2012	6.7	9.2	-27.2%
November 2012	6.3	8.0	-21.3%
December 2012	5.3	7.1	-25.4%
January 2013	5.3	7.2	-26.4%
February 2013	5.4	7.4	-27.0%
<b>March 2013</b>	<b>5.9</b>	<b>7.6</b>	<b>-22.4%</b>
12-Month Avg	6.5	9.2	-29.3%

## 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 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	3-2012	3-2013	+ / -	3-2012	3-2013	+ / -
Albany	11	14	+27.3%	7	9	+28.6%	\$74,900	\$120,000	+60.2%	19	27	+42.1%	5.6	6.0	+7.9%
Avon	14	20	+42.9%	4	9	+125.0%	\$98,750	\$73,500	-25.6%	22	30	+36.4%	7.3	9.5	+29.2%
Clearwater	24	21	-12.5%	8	11	+37.5%	\$122,500	\$102,000	-16.7%	40	31	-22.5%	11.7	6.1	-47.9%
Cold Spring	40	36	-10.0%	9	10	+11.1%	\$105,000	\$129,000	+22.9%	70	54	-22.9%	10.9	8.0	-26.7%
Eden Lake Twp	1	1	0.0%	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	1.0	--
Eden Valley	16	14	-12.5%	4	5	+25.0%	\$69,500	\$120,000	+72.7%	33	20	-39.4%	14.1	5.4	-61.8%
Fair Haven Twp	2	3	+50.0%	1	1	0.0%	\$215,280	\$199,900	-7.1%	3	3	0.0%	3.0	2.3	-25.0%
Foley	42	24	-42.9%	8	13	+62.5%	\$57,500	\$100,000	+73.9%	56	28	-50.0%	8.3	4.3	-48.1%
Freeport	7	11	+57.1%	7	3	-57.1%	\$140,000	\$146,864	+4.9%	14	10	-28.6%	7.0	4.5	-35.1%
Holdingford	7	8	+14.3%	5	4	-20.0%	\$131,000	\$107,900	-17.6%	10	12	+20.0%	5.2	6.0	+14.5%
Kimball	21	18	-14.3%	3	9	+200.0%	\$126,500	\$102,000	-19.4%	45	32	-28.9%	22.5	7.8	-65.2%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	16	20	+25.0%	4	6	+50.0%	\$112,000	\$107,500	-4.0%	22	34	+54.5%	6.2	11.3	+82.6%
Paynesville	21	27	+28.6%	6	5	-16.7%	\$119,750	\$157,000	+31.1%	37	31	-16.2%	8.5	10.6	+24.5%
Rice	42	28	-33.3%	9	19	+111.1%	\$134,900	\$145,000	+7.5%	74	53	-28.4%	13.9	7.9	-43.4%
Richmond	34	23	-32.4%	6	10	+66.7%	\$209,000	\$237,000	+13.4%	59	51	-13.6%	15.4	9.0	-41.5%
Rockville	3	7	+133.3%	3	2	-33.3%	\$154,900	\$69,950	-54.8%	8	7	-12.5%	5.1	4.8	-4.8%
Sartell	124	95	-23.4%	41	36	-12.2%	\$159,000	\$170,700	+7.4%	144	131	-9.0%	8.0	6.7	-16.7%
Sauk Centre	27	37	+37.0%	23	17	-26.1%	\$84,900	\$135,000	+59.0%	50	55	+10.0%	9.8	7.6	-22.8%
Sauk Rapids	85	74	-12.9%	41	36	-12.2%	\$130,000	\$140,000	+7.7%	104	87	-16.3%	6.2	5.9	-4.9%
St. Cloud	301	288	-4.3%	141	150	+6.4%	\$97,000	\$116,925	+20.5%	445	350	-21.3%	7.8	5.8	-25.8%
St. Joseph	39	36	-7.7%	14	16	+14.3%	\$172,050	\$143,500	-16.6%	61	45	-26.2%	8.9	5.5	-38.3%
St. Augusta	11	16	+45.5%	5	3	-40.0%	\$221,100	\$240,109	+8.6%	21	19	-9.5%	11.0	5.9	-46.0%
Waite Park	20	20	0.0%	12	20	+66.7%	\$126,750	\$124,500	-1.8%	35	30	-14.3%	5.8	4.6	-21.4%
Wakefield Twp	1	3	+200.0%	0	1	--	\$0	\$239,000	--	1	2	+100.0%	1.0	2.0	+100.0%