

Monthly Indicators



April 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

- 9.6% **+ 11.6%** **- 12.8%**

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.



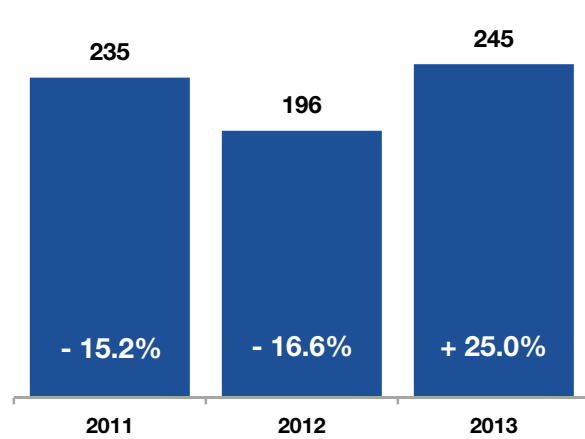
Key Metrics	Historical Sparkbars	4-2012	4-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		196	245	+ 25.0%	765	758	- 0.9%
Pending Sales		130	147	+ 13.1%	446	453	+ 1.6%
Closed Sales		115	104	- 9.6%	364	362	- 0.5%
Days on Market		108	105	- 2.8%	116	99	- 14.7%
Median Sales Price		\$124,500	\$139,000	+ 11.6%	\$122,250	\$135,320	+ 10.7%
Average Sales Price		\$134,001	\$159,882	+ 19.3%	\$129,804	\$143,837	+ 10.8%
Pct. of Orig. Price Received		91.2%	93.8%	+ 2.9%	90.5%	92.3%	+ 2.0%
Affordability Index		234	225	- 3.8%	237	229	- 3.4%
Homes for Sale		794	692	- 12.8%	--	--	--
Months Supply		7.5	6.3	- 16.0%	--	--	--

New Listings

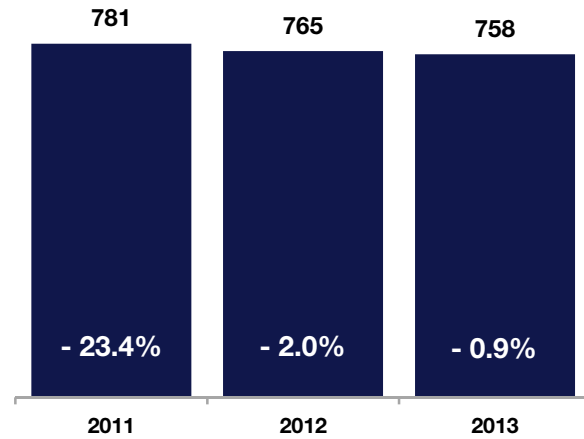
A count of the properties that have been newly listed on the market in a given month.



April

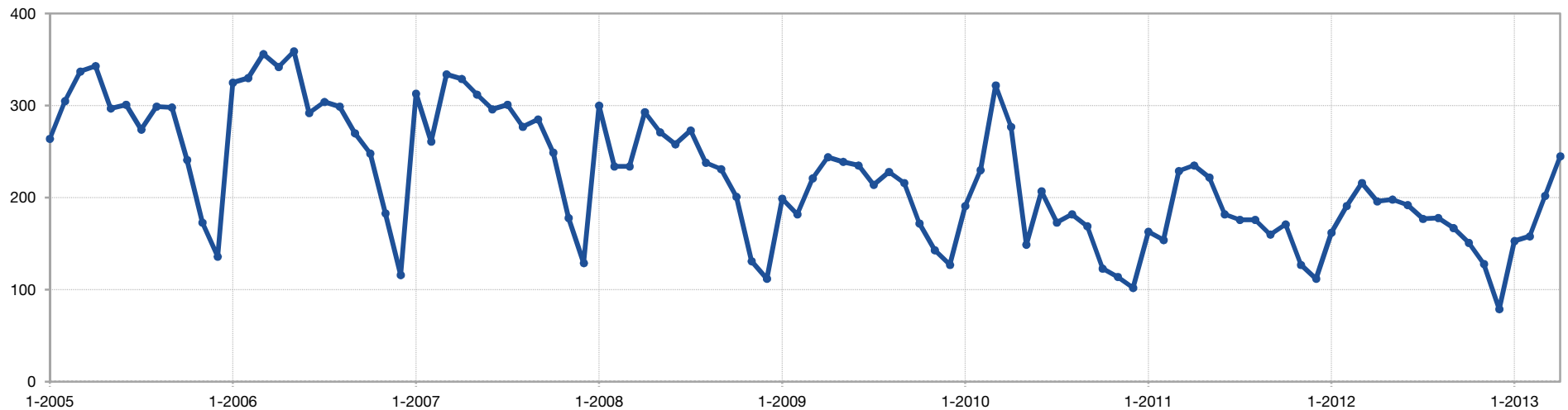


Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2013	202	216	-6.5%
April 2013	245	196	+25.0%
12-Month Avg	169	174	-2.9%

Historical New Listings by Month

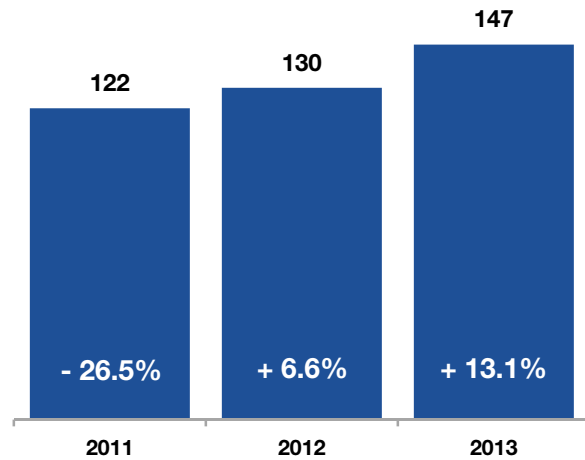


Pending Sales

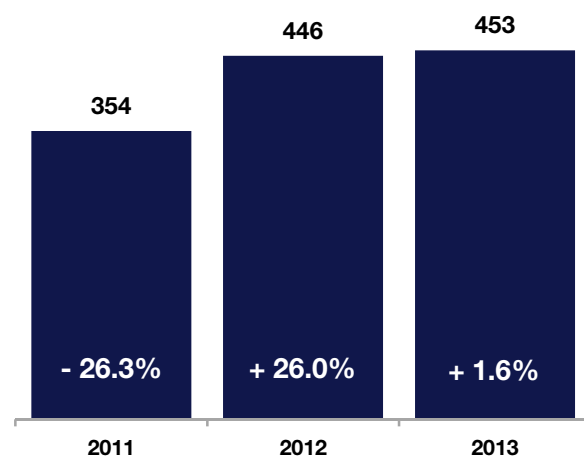
A count of the properties on which offers have been accepted in a given month.



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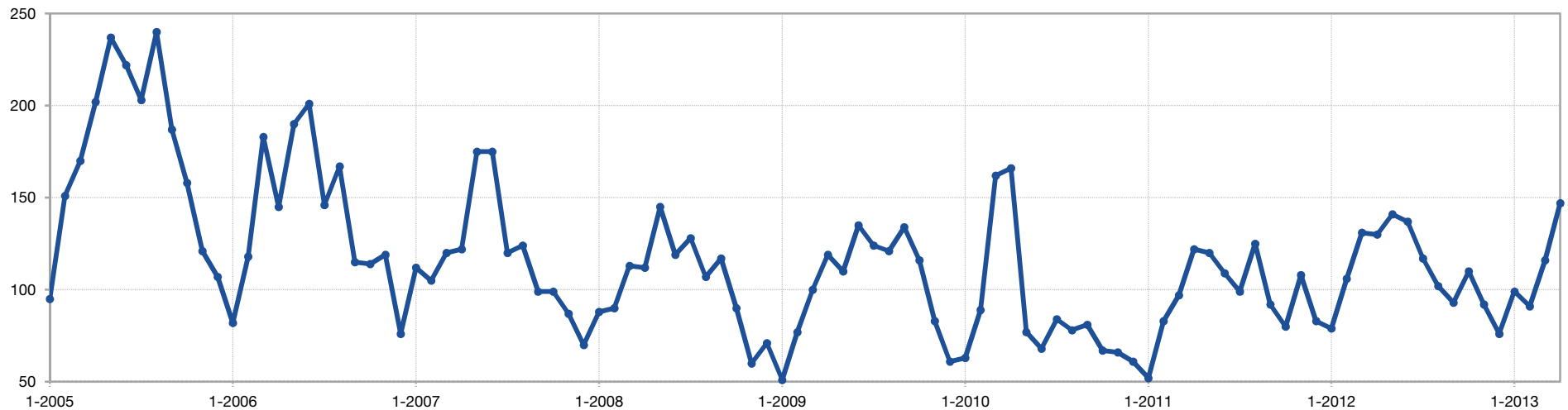


Year to Date



Pending Sales	Prior Year	Percent Change
May 2012	120	+17.5%
June 2012	109	+25.7%
July 2012	99	+18.2%
August 2012	125	-18.4%
September 2012	92	+1.1%
October 2012	80	+37.5%
November 2012	108	-14.8%
December 2012	83	-8.4%
January 2013	79	+25.3%
February 2013	106	-14.2%
March 2013	131	-11.5%
April 2013	130	+13.1%
12-Month Avg	110	+4.8%

Historical Pending Sales by Month

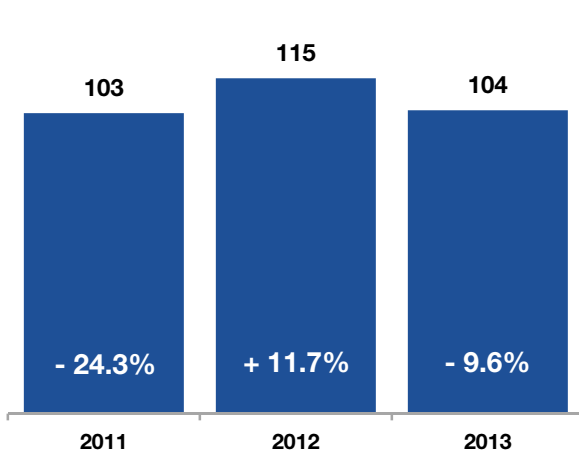


Closed Sales

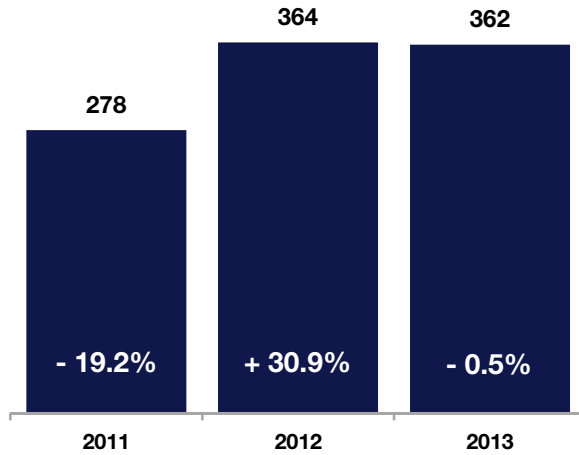
A count of the actual sales that closed in a given month.



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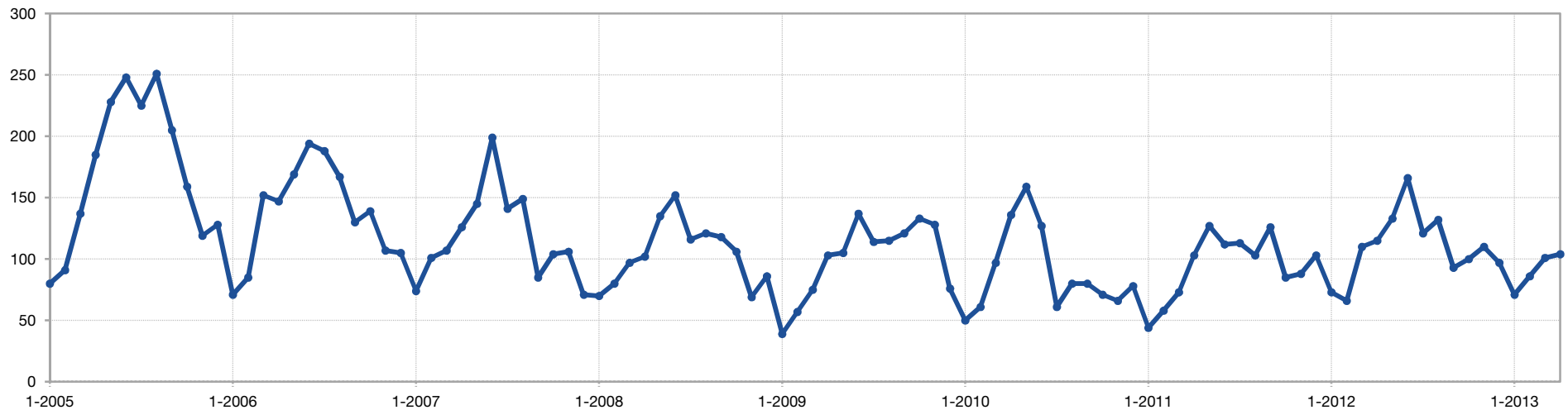


Year to Date



Closed Sales	Prior Year	Percent Change
May 2012	127	+4.7%
June 2012	112	+48.2%
July 2012	113	+7.1%
August 2012	103	+28.2%
September 2012	126	-26.2%
October 2012	85	+17.6%
November 2012	88	+25.0%
December 2012	103	-5.8%
January 2013	73	-2.7%
February 2013	66	+30.3%
March 2013	110	-8.2%
April 2013	115	-9.6%
12-Month Avg	110	+7.8%

Historical Closed Sales by Month

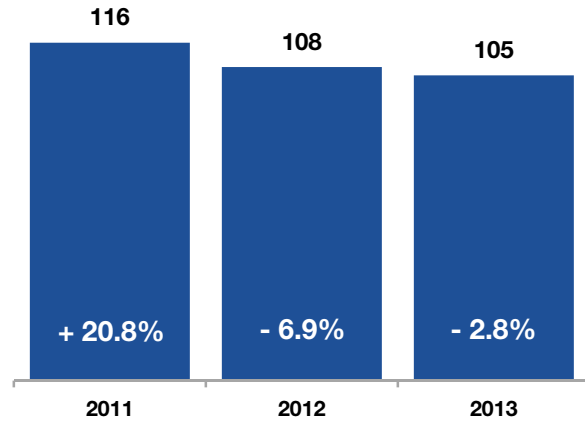


Days on Market Until Sale

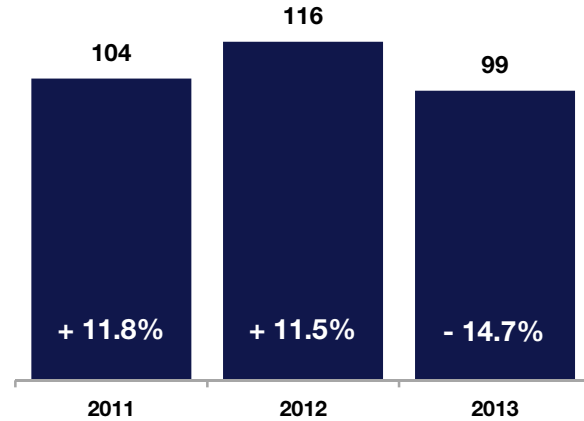
Average number of days between when a property is listed and when an offer is accepted in a given month.



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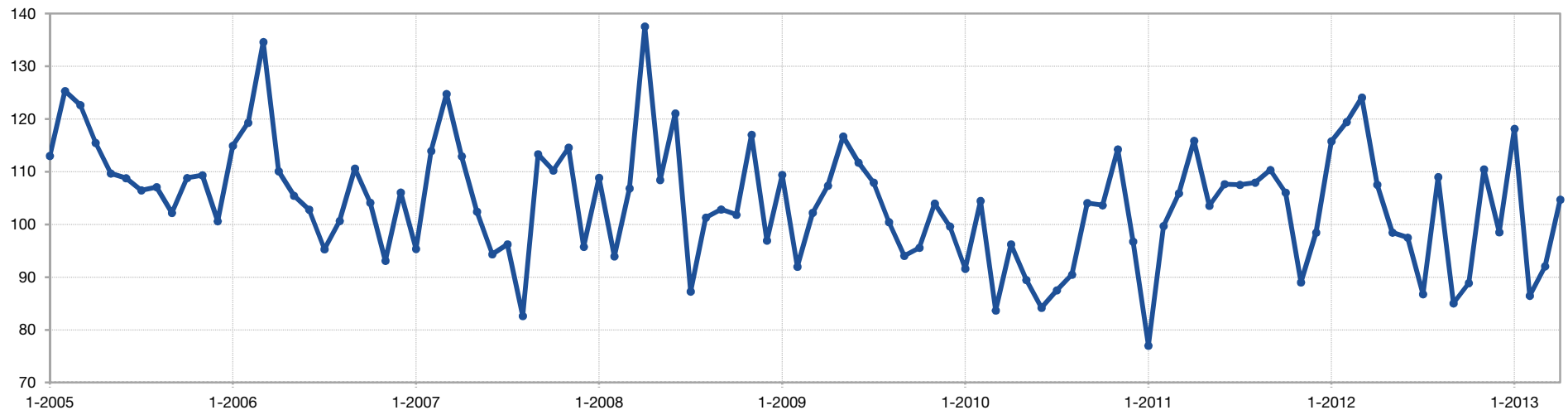


Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2013	92	124	-25.8%
April 2013	105	108	-2.8%
12-Month Avg	98	108	-9.3%

Historical Days on Market Until Sale by Month

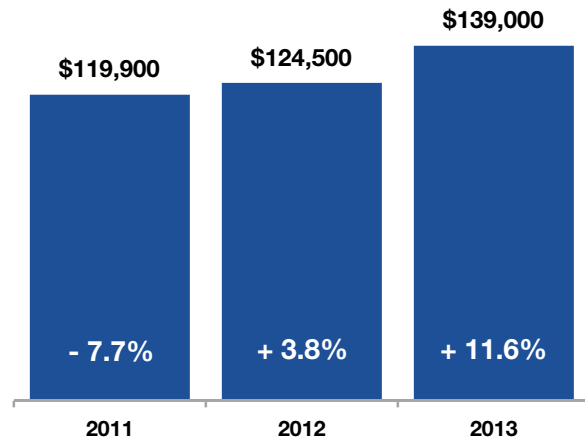


Median Sales Price

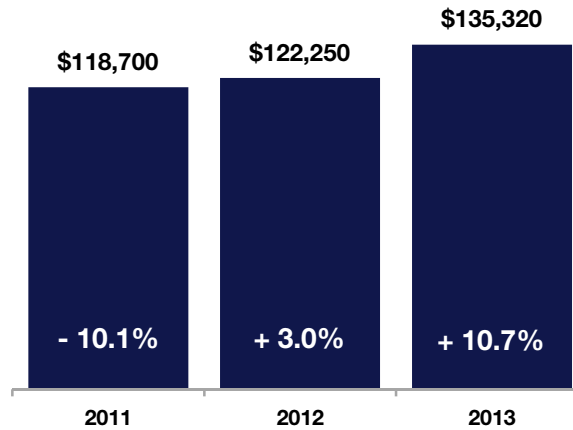
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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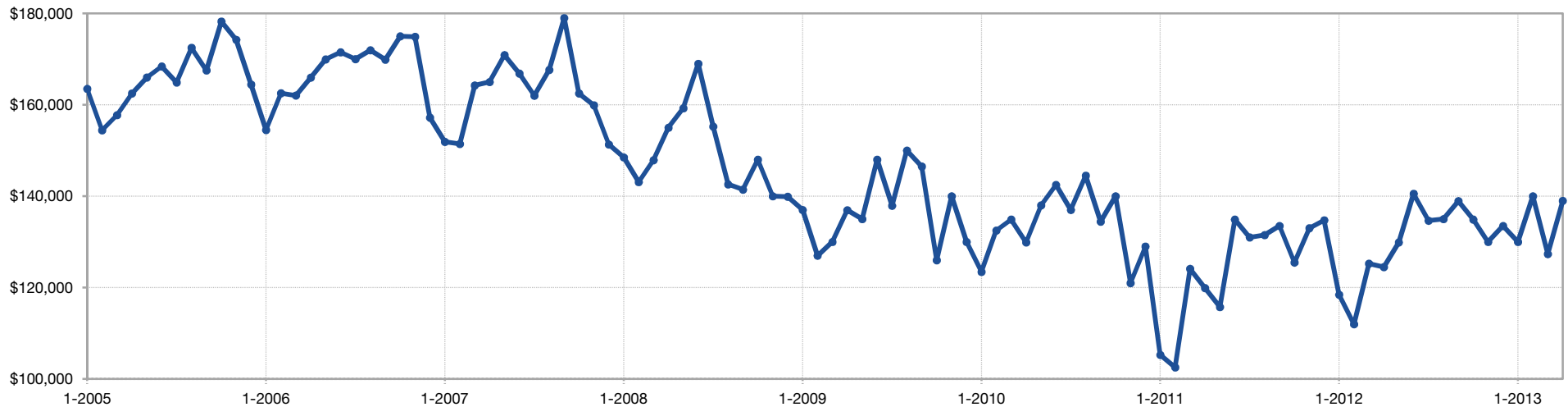


Year to Date



Median Sales Price	Prior Year	Percent Change
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%
March 2013	\$127,350	\$125,250 +1.7%
April 2013	\$139,000	\$124,500 +11.6%
12-Month Avg	\$134,483	\$126,675 +6.2%

Historical Median Sales Price by Month

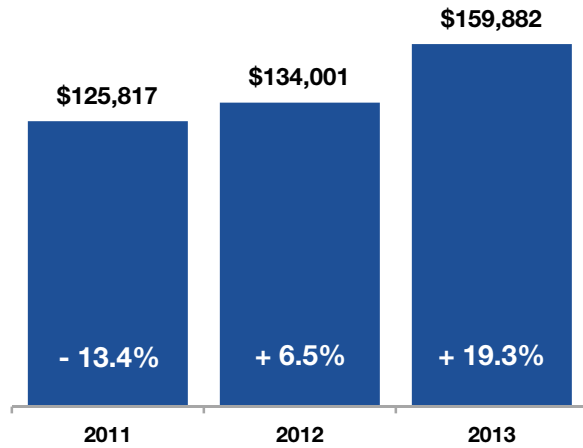


Average Sales Price

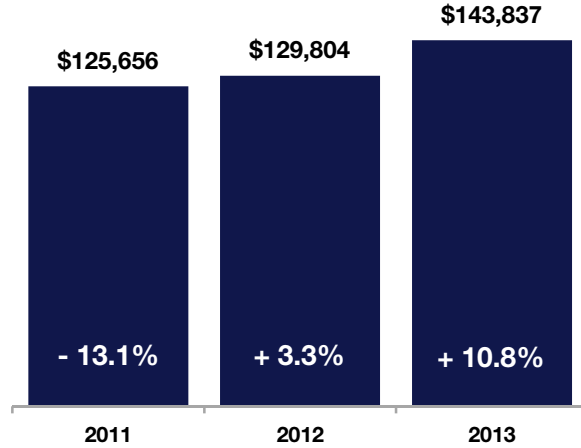
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
March 2013	\$136,986	\$135,663	+1.0%
April 2013	\$159,882	\$134,001	+19.3%
12-Month Avg	\$143,841	\$140,011	+2.7%

Historical Average Sales Price by Month

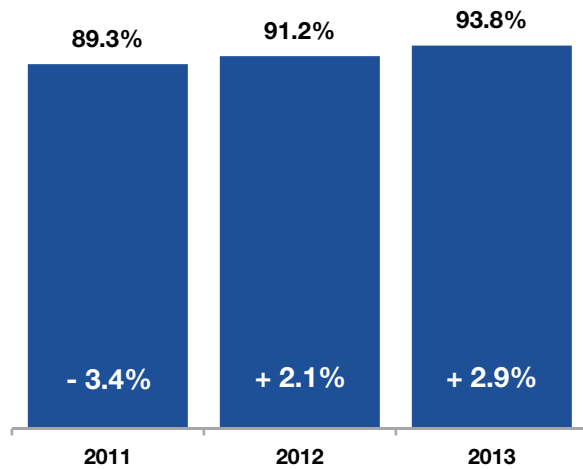


Percent of Original List Price Received

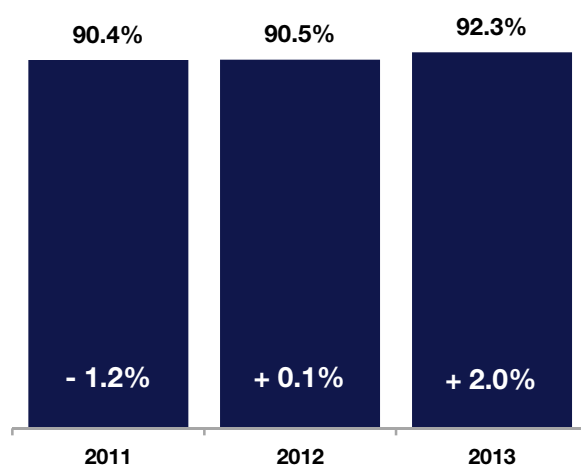
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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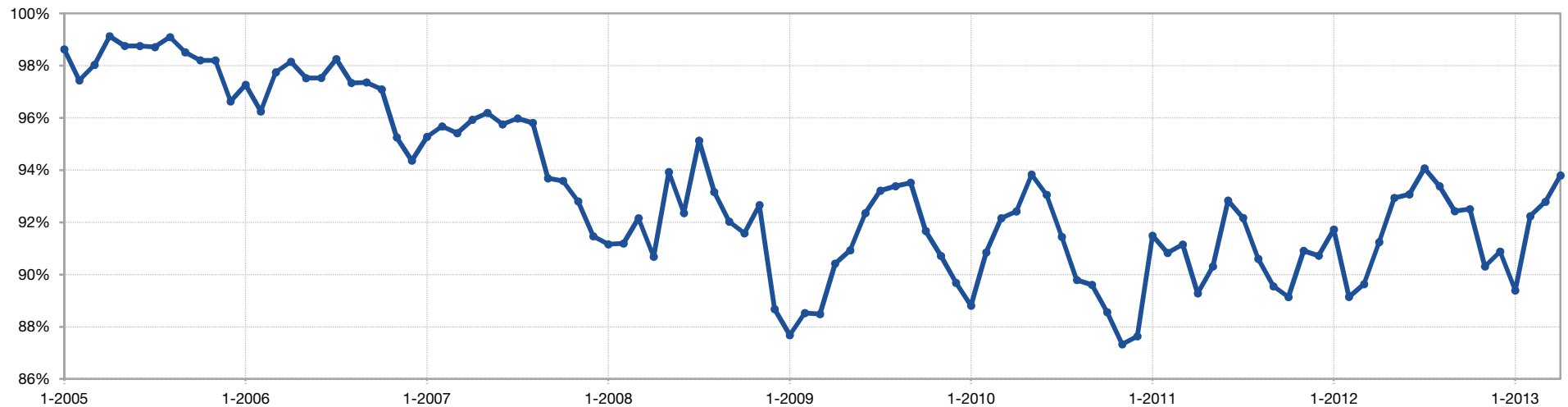


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2013	92.8%	89.6%	+3.6%
April 2013	93.8%	91.2%	+2.9%
12-Month Avg	92.3%	90.7%	+1.8%

Historical Percent of Original List Price Received by Month

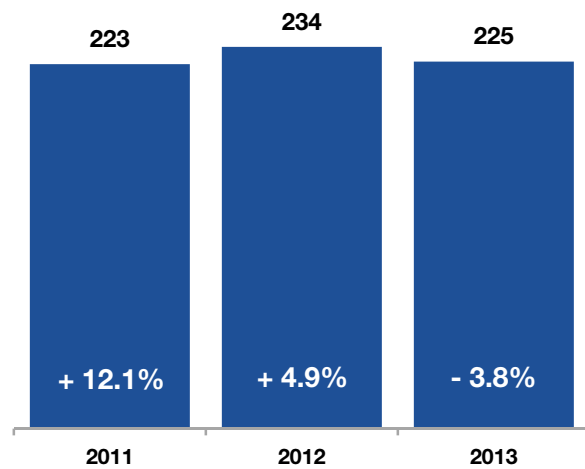


Housing Affordability Index

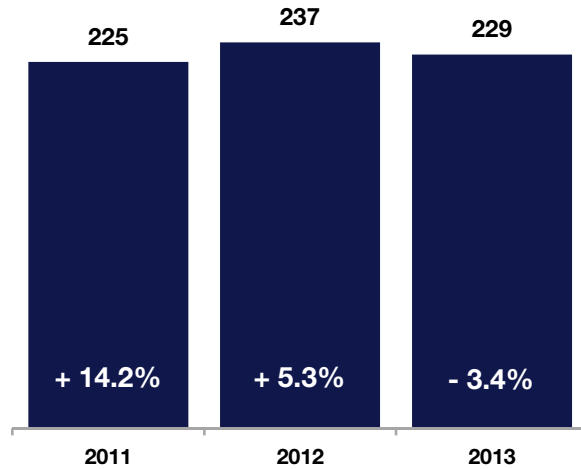
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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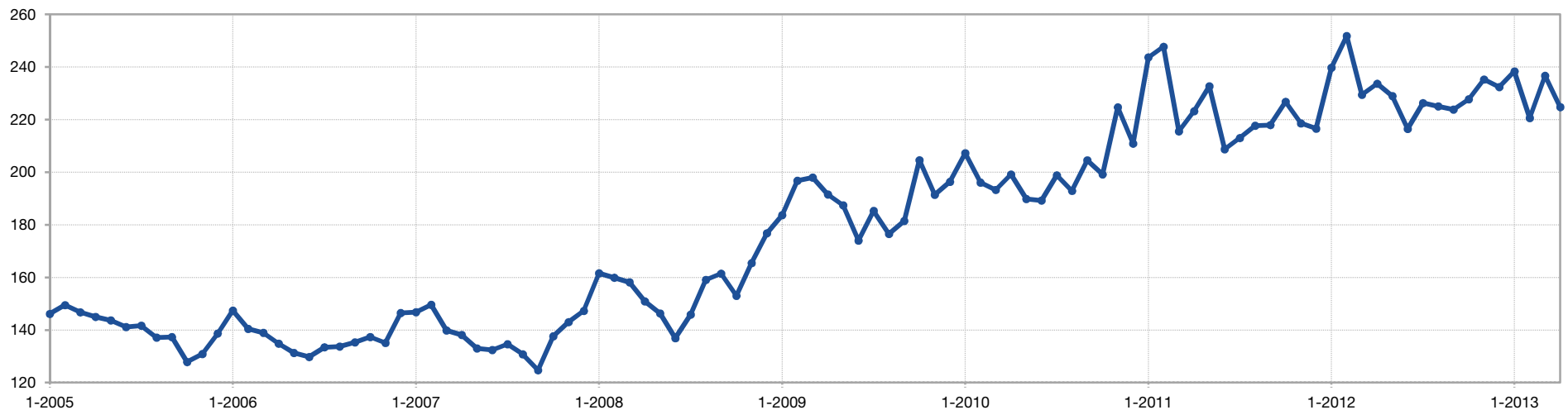


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2013	237	229	+3.5%
April 2013	225	234	-3.8%
12-Month Avg	228	226	+0.9%

Historical Housing Affordability Index by Month

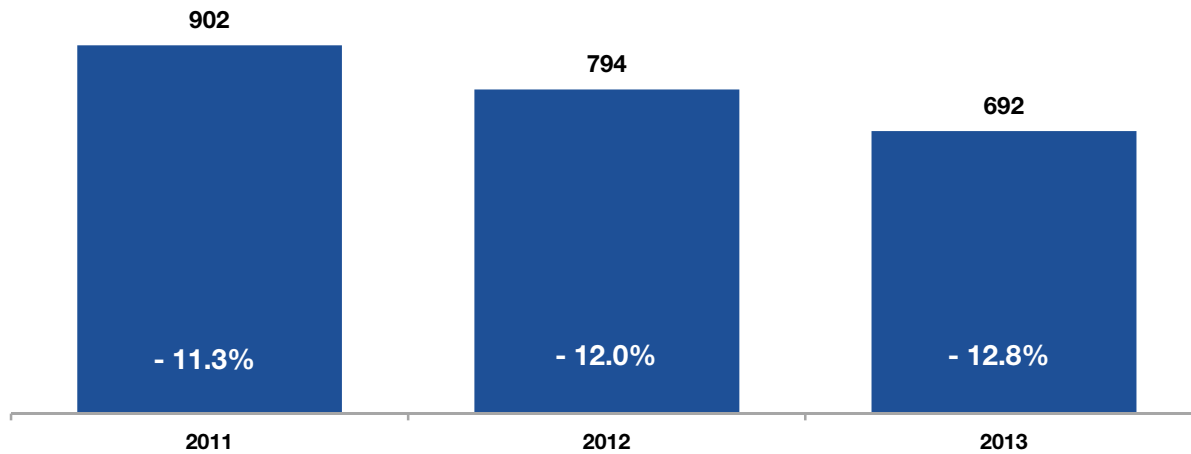


Inventory of Homes for Sale

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

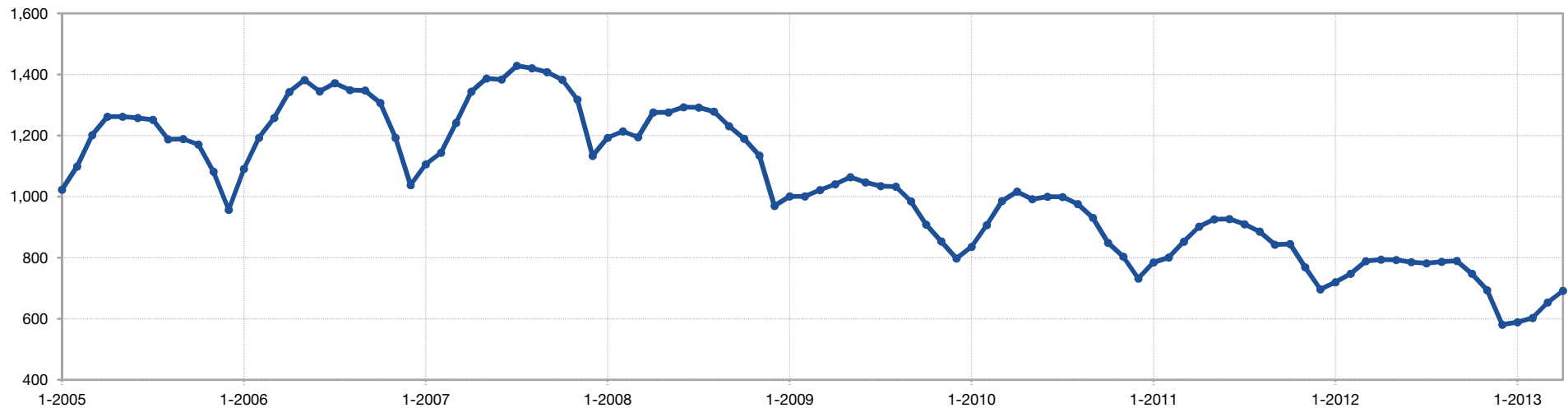


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Homes for Sale	Prior Year	Percent Change
May 2012	926	-14.4%
June 2012	927	-15.2%
July 2012	910	-14.1%
August 2012	886	-11.2%
September 2012	843	-6.3%
October 2012	845	-11.5%
November 2012	769	-9.8%
December 2012	697	-16.6%
January 2013	720	-18.2%
February 2013	748	-19.4%
March 2013	789	-17.1%
April 2013	794	-12.8%
12-Month Avg	708	-13.8%

Historical Inventory of Homes for Sale by Month

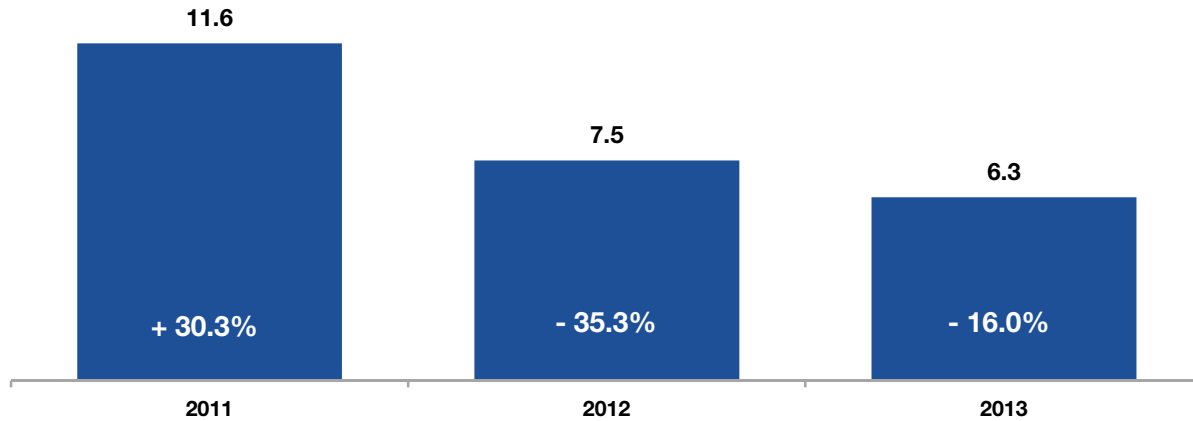


Months Supply of Inventory

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.

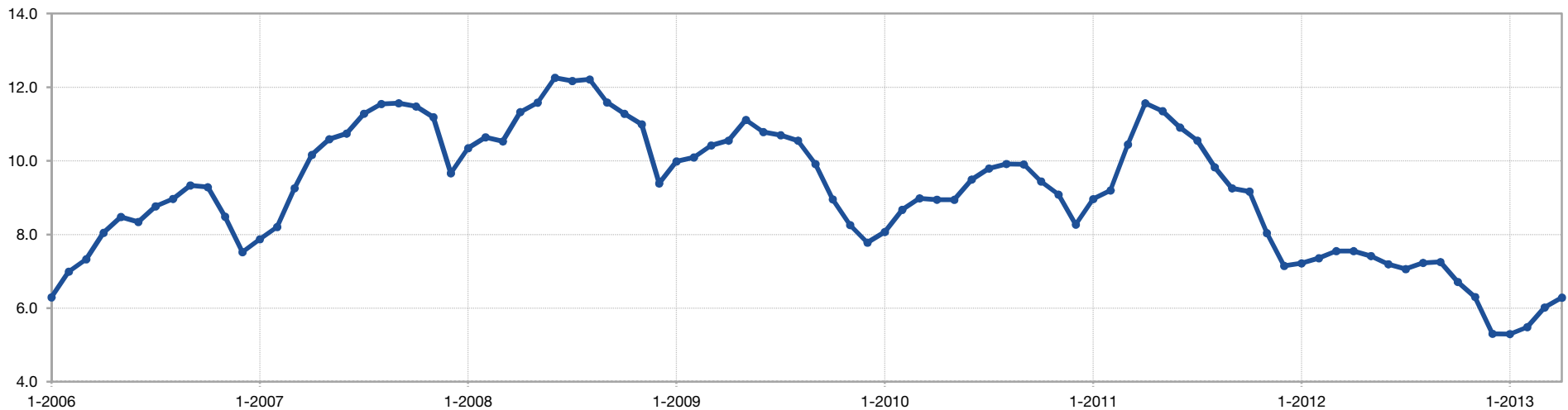


April



Months Supply	Prior Year	Percent Change	
May 2012	7.4	11.4	-35.1%
June 2012	7.2	10.9	-33.9%
July 2012	7.1	10.6	-33.0%
August 2012	7.2	9.8	-26.5%
September 2012	7.3	9.3	-21.5%
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	5.5	7.4	-25.7%
March 2013	6.0	7.6	-21.1%
April 2013	6.3	7.5	-16.0%
12-Month Avg	6.5	8.8	-26.1%

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	+ / -	4-2012	4-2013	+ / -	4-2012	4-2013	+ / -
Albany	17	19	+11.8%	8	11	+37.5%	\$89,950	\$120,000	+33.4%	18	25	+38.9%	6.2	5.2	-15.6%
Avon	21	32	+52.4%	7	13	+85.7%	\$156,000	\$152,000	-2.6%	26	30	+15.4%	8.7	8.2	-5.6%
Clearwater	34	32	-5.9%	13	17	+30.8%	\$142,000	\$117,500	-17.3%	45	38	-15.6%	13.5	7.6	-43.7%
Cold Spring	64	59	-7.8%	16	18	+12.5%	\$135,000	\$137,000	+1.5%	79	62	-21.5%	11.9	9.0	-24.4%
Eden Lake Twp	1	5	+400.0%	0	0	--	\$0	\$0	--	1	5	+400.0%	0.0	5.0	--
Eden Valley	24	25	+4.2%	7	13	+85.7%	\$150,000	\$120,000	-20.0%	35	27	-22.9%	15.8	7.3	-53.7%
Fair Haven Twp	2	4	+100.0%	1	2	+100.0%	\$215,280	\$127,450	-40.8%	3	3	0.0%	3.0	2.4	-20.0%
Foley	50	37	-26.0%	17	21	+23.5%	\$75,000	\$118,000	+57.3%	47	31	-34.0%	6.5	5.1	-21.4%
Freeport	10	14	+40.0%	7	6	-14.3%	\$140,000	\$145,932	+4.2%	13	9	-30.8%	6.2	4.1	-33.6%
Holdingford	11	11	0.0%	6	6	0.0%	\$125,443	\$112,400	-10.4%	13	13	0.0%	6.5	6.9	+6.7%
Kimball	31	27	-12.9%	5	16	+220.0%	\$177,000	\$90,950	-48.6%	45	32	-28.9%	16.0	8.4	-47.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	22	29	+31.8%	4	8	+100.0%	\$112,000	\$107,500	-4.0%	24	41	+70.8%	6.6	14.5	+120.4%
Paynesville	30	39	+30.0%	13	7	-46.2%	\$164,900	\$157,000	-4.8%	36	40	+11.1%	8.2	16.6	+103.1%
Rice	67	48	-28.4%	10	25	+150.0%	\$127,625	\$145,000	+13.6%	90	59	-34.4%	17.4	8.1	-53.3%
Richmond	50	43	-14.0%	10	14	+40.0%	\$200,000	\$195,000	-2.5%	66	64	-3.0%	15.2	11.8	-22.4%
Rockville	7	10	+42.9%	5	2	-60.0%	\$154,900	\$69,950	-54.8%	12	8	-33.3%	7.6	5.1	-32.7%
Sartell	157	140	-10.8%	62	54	-12.9%	\$156,900	\$172,700	+10.1%	138	138	0.0%	7.3	7.1	-2.6%
Sauk Centre	40	56	+40.0%	26	28	+7.7%	\$84,900	\$149,825	+76.5%	54	64	+18.5%	10.2	8.6	-15.7%
Sauk Rapids	110	104	-5.5%	59	49	-16.9%	\$130,000	\$143,500	+10.4%	106	94	-11.3%	6.6	6.2	-7.0%
St. Cloud	410	428	+4.4%	203	215	+5.9%	\$103,000	\$119,450	+16.0%	446	377	-15.5%	7.8	6.2	-20.6%
St. Joseph	58	56	-3.4%	20	21	+5.0%	\$136,500	\$137,000	+0.4%	67	52	-22.4%	9.6	6.1	-36.1%
St. Augusta	18	24	+33.3%	6	5	-16.7%	\$205,550	\$237,900	+15.7%	26	22	-15.4%	14.3	6.1	-57.3%
Waite Park	30	30	0.0%	20	23	+15.0%	\$104,500	\$126,750	+21.3%	37	31	-16.2%	6.1	4.7	-23.2%
Wakefield Twp	1	3	+200.0%	0	2	--	\$0	\$248,268	--	1	2	+100.0%	1.0	2.0	+100.0%