

# Monthly Indicators



## July 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

<b>+ 19.8%</b>	<b>+ 5.8%</b>	<b>- 1.4%</b>
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.



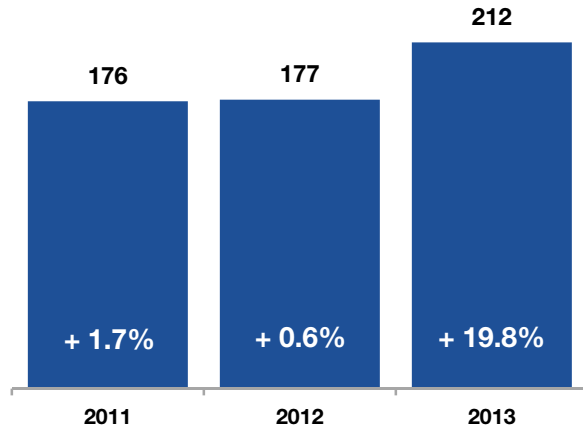
Key Metrics	Historical Sparkbars	7-2012	7-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
<b>New Listings</b>		177	<b>212</b>	+ 19.8%	1,332	<b>1,428</b>	+ 7.2%
<b>Pending Sales</b>		117	<b>145</b>	+ 23.9%	840	<b>878</b>	+ 4.5%
<b>Closed Sales</b>		121	<b>145</b>	+ 19.8%	784	<b>793</b>	+ 1.1%
<b>Days on Market</b>		87	<b>89</b>	+ 2.3%	105	<b>98</b>	- 6.7%
<b>Median Sales Price</b>		\$134,650	<b>\$142,500</b>	+ 5.8%	\$126,500	<b>\$140,000</b>	+ 10.7%
<b>Average Sales Price</b>		\$148,864	<b>\$158,095</b>	+ 6.2%	\$138,361	<b>\$151,404</b>	+ 9.4%
<b>Pct. of Orig. Price Received</b>		94.1%	<b>94.1%</b>	0.0%	92.0%	<b>93.3%</b>	+ 1.4%
<b>Affordability Index</b>		226	<b>204</b>	- 9.7%	237	<b>207</b>	- 12.7%
<b>Homes for Sale</b>		783	<b>772</b>	- 1.4%	--	<b>--</b>	--
<b>Months Supply</b>		7.1	<b>6.9</b>	- 2.8%	--	<b>--</b>	--

# New Listings

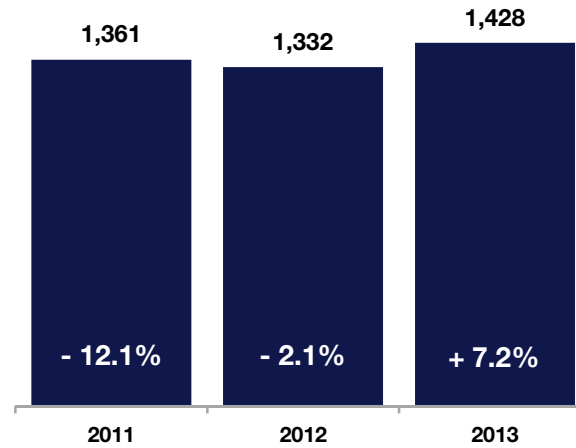
A count of the properties that have been newly listed on the market in a given month.



## July

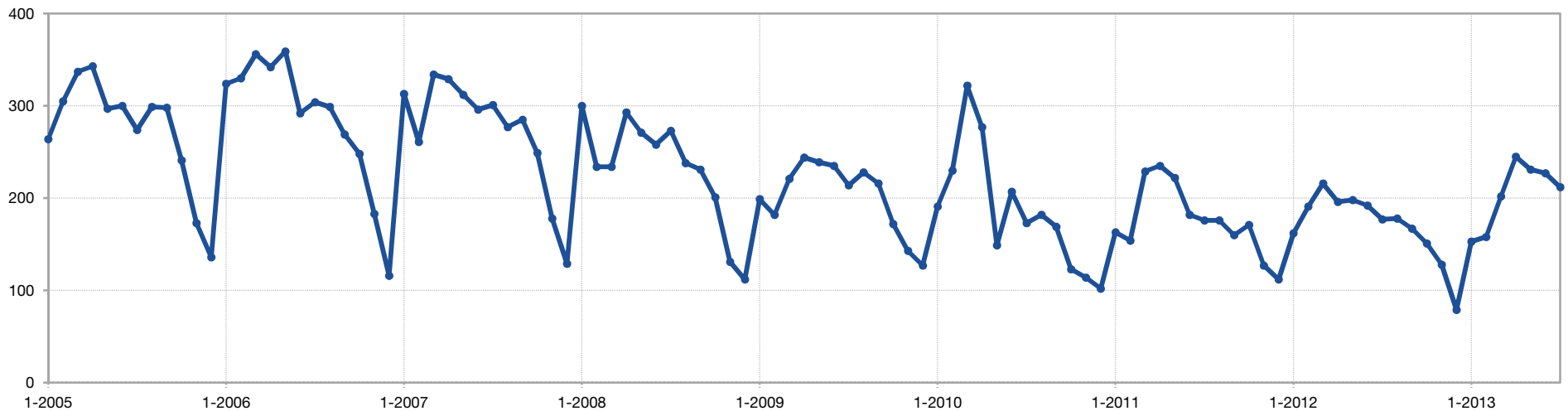


## Year to Date



	New Listings	Prior Year	Percent Change
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%
May 2013	231	198	+16.7%
June 2013	227	192	+18.2%
<b>July 2013</b>	<b>212</b>	<b>177</b>	<b>+19.8%</b>
12-Month Avg	178	173	+2.9%

## Historical New Listings by Month

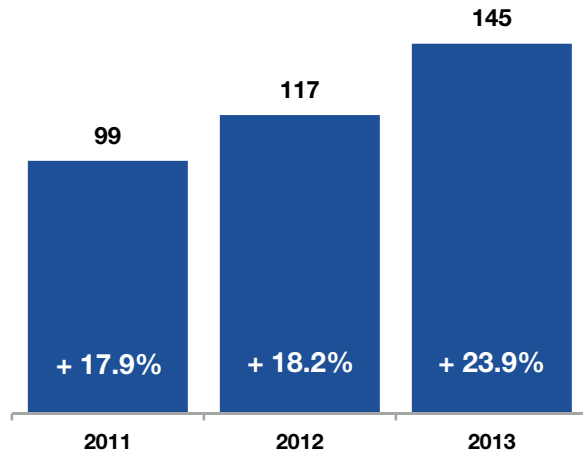


# Pending Sales

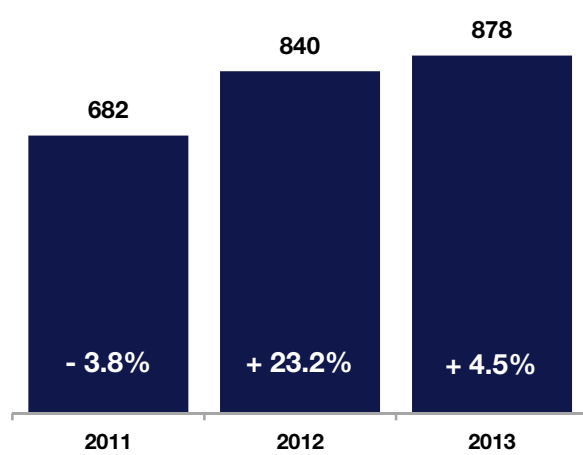
A count of the properties on which offers have been accepted in a given month.



## July

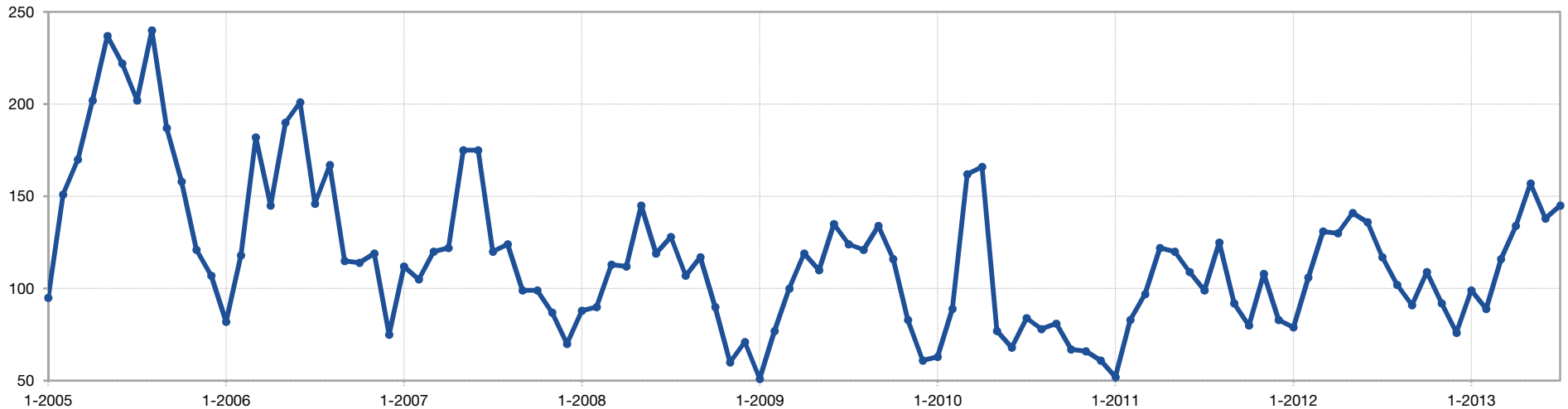


## Year to Date



	Pending Sales	Prior Year	Percent Change
August 2012	102	125	-18.4%
September 2012	91	92	-1.1%
October 2012	109	80	+36.3%
November 2012	92	108	-14.8%
December 2012	76	83	-8.4%
January 2013	99	79	+25.3%
February 2013	89	106	-16.0%
March 2013	116	131	-11.5%
April 2013	134	130	+3.1%
May 2013	157	141	+11.3%
June 2013	138	136	+1.5%
<b>July 2013</b>	<b>145</b>	<b>117</b>	<b>+23.9%</b>
12-Month Avg	112	111	+0.9%

## Historical Pending Sales by Month

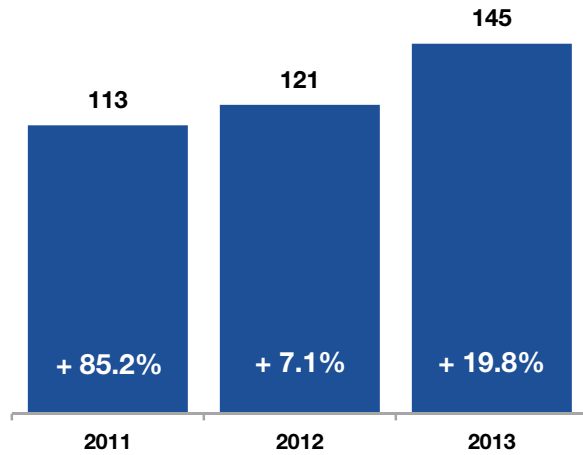


# Closed Sales

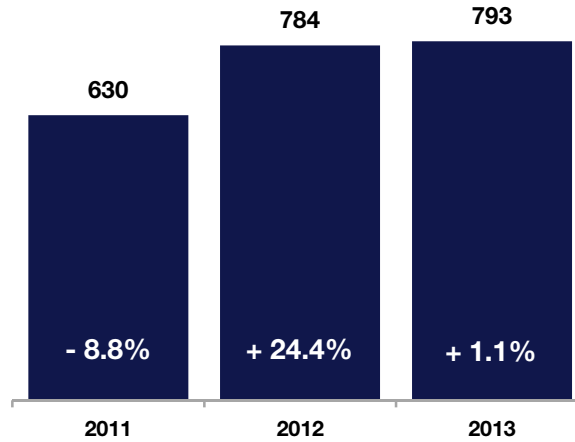
A count of the actual sales that closed in a given month.



## July

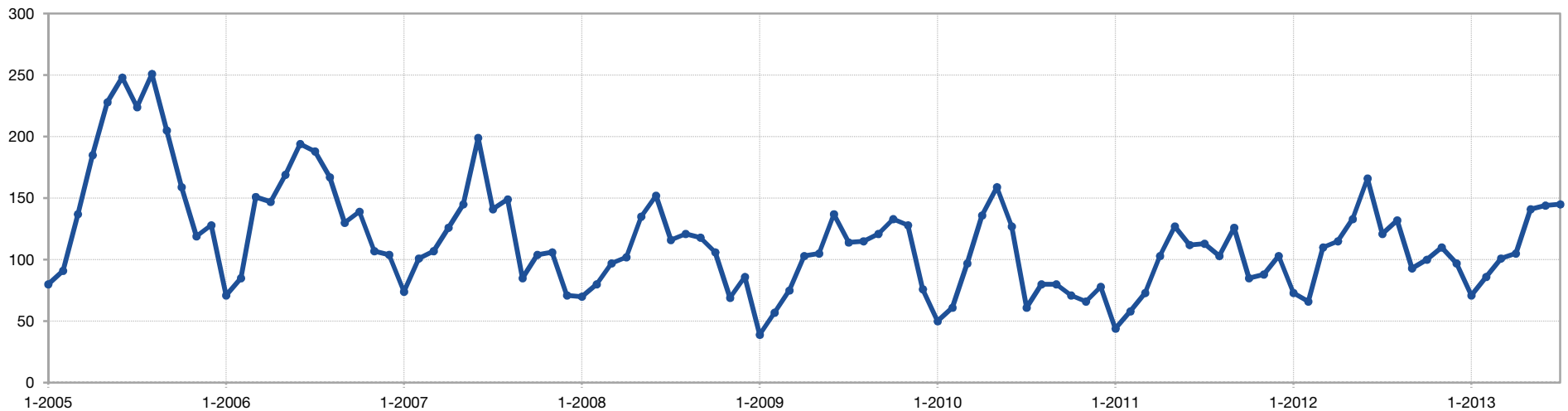


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
March 2013	101	110	-8.2%
April 2013	105	115	-8.7%
May 2013	141	133	+6.0%
June 2013	144	166	-13.3%
<b>July 2013</b>	<b>145</b>	<b>121</b>	<b>+19.8%</b>
12-Month Avg	110	107	+2.8%

## Historical Closed Sales by Month

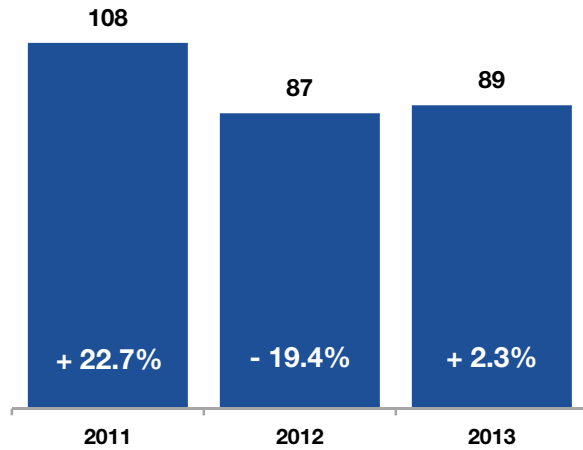


# Days on Market Until Sale

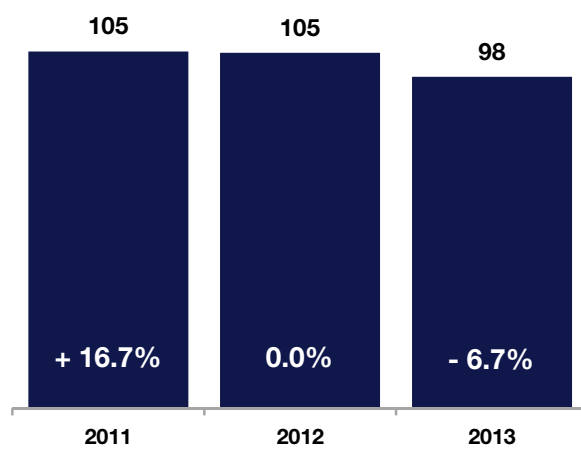
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

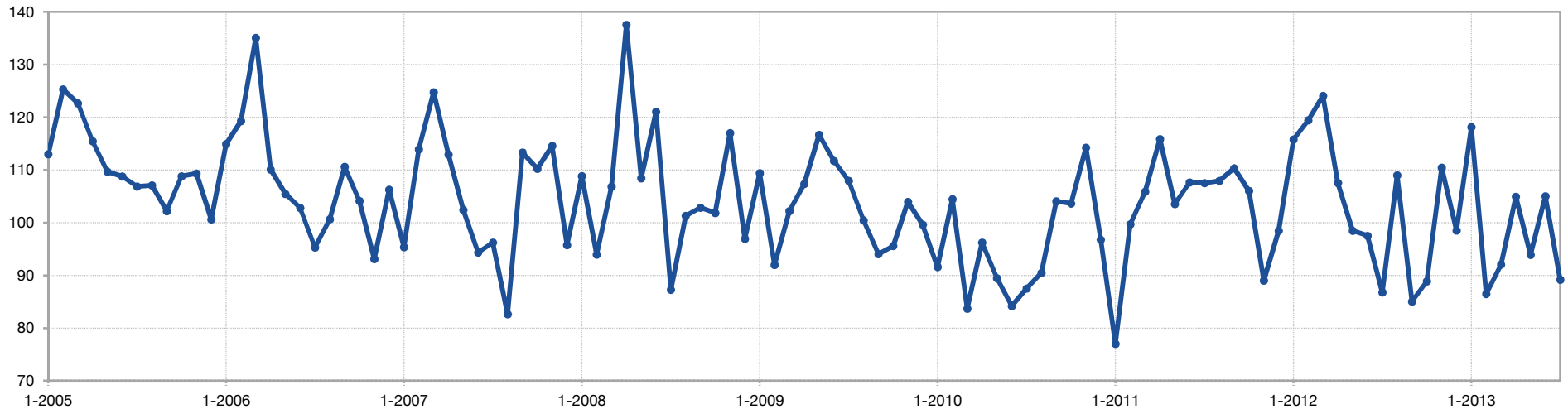


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
May 2013	94	98	-4.1%
June 2013	105	98	+7.1%
<b>July 2013</b>	<b>89</b>	<b>87</b>	<b>+2.3%</b>
12-Month Avg	98	105	-6.7%

## Historical Days on Market Until Sale by Month

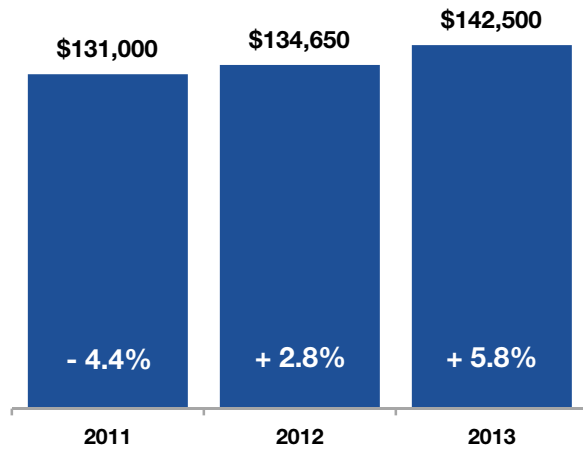


# Median Sales Price

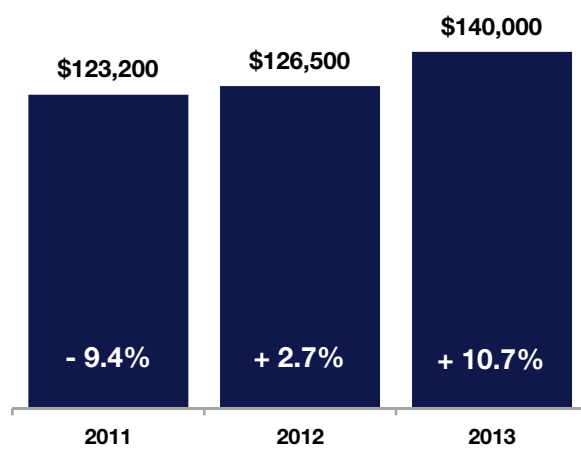
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

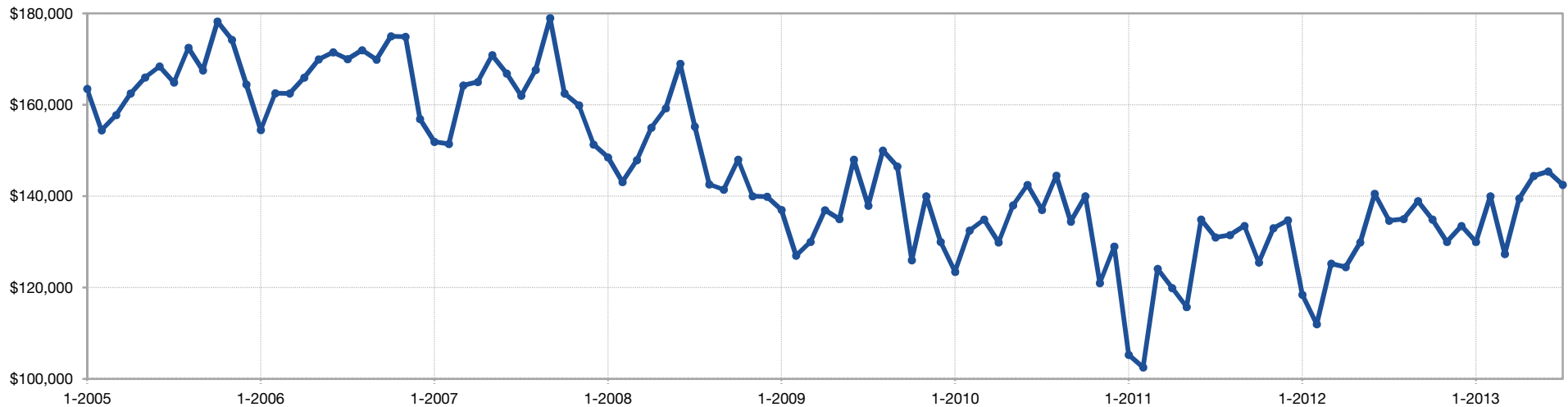


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$139,500	\$124,500	+12.0%
May 2013	\$144,450	\$129,900	+11.2%
June 2013	\$145,408	\$140,550	+3.5%
<b>July 2013</b>	<b>\$142,500</b>	<b>\$134,650</b>	<b>+5.8%</b>
12-Month Avg	\$136,796	\$128,629	+6.3%

## Historical Median Sales Price by Month

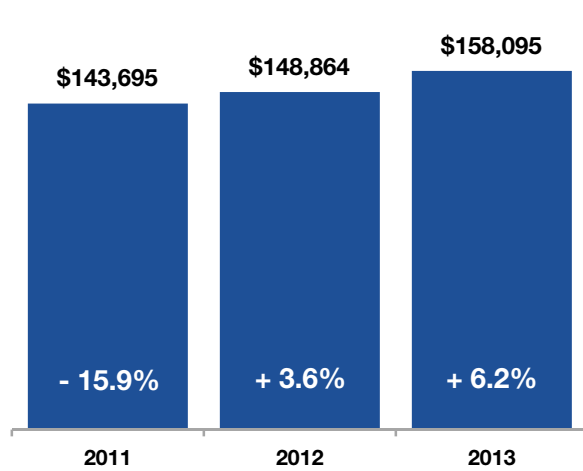


# Average Sales Price

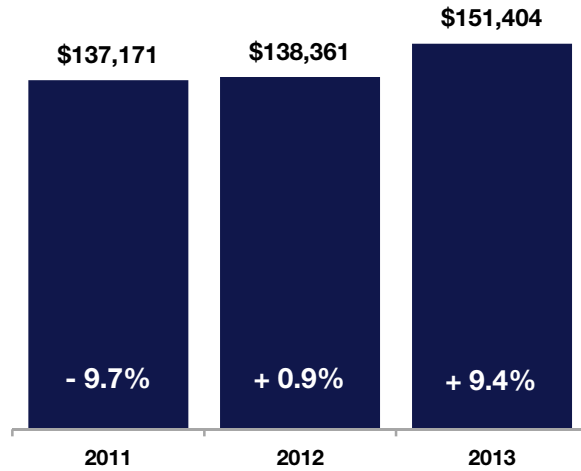
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July

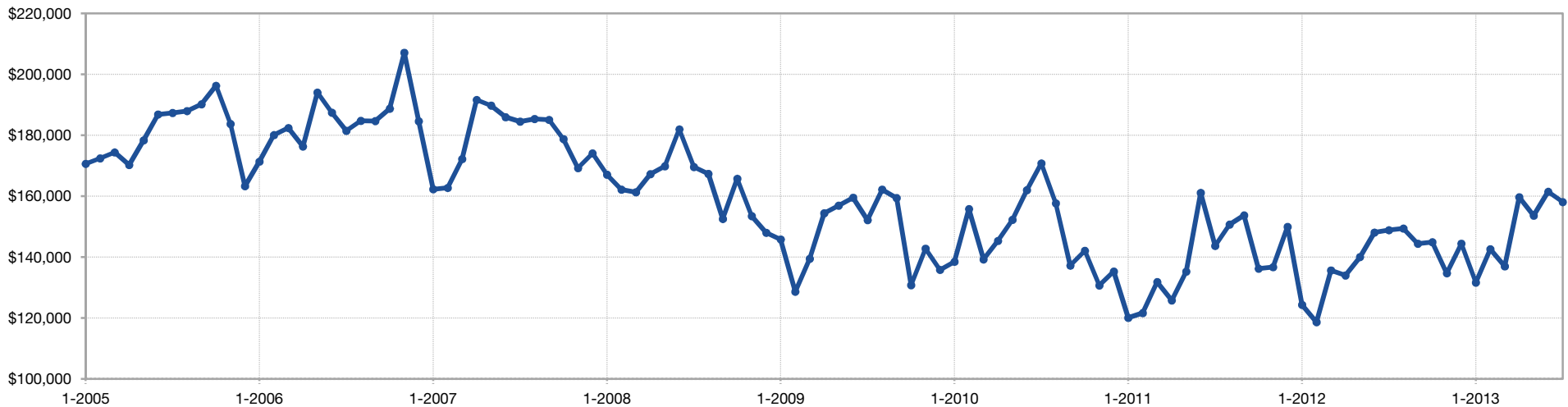


## Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$159,690	\$134,001	+19.2%
May 2013	\$153,630	\$140,052	+9.7%
June 2013	\$161,478	\$148,088	+9.0%
<b>July 2013</b>	<b>\$158,095</b>	<b>\$148,864</b>	<b>+6.2%</b>
12-Month Avg	\$146,842	\$139,755	+5.1%

## Historical Average Sales Price by Month



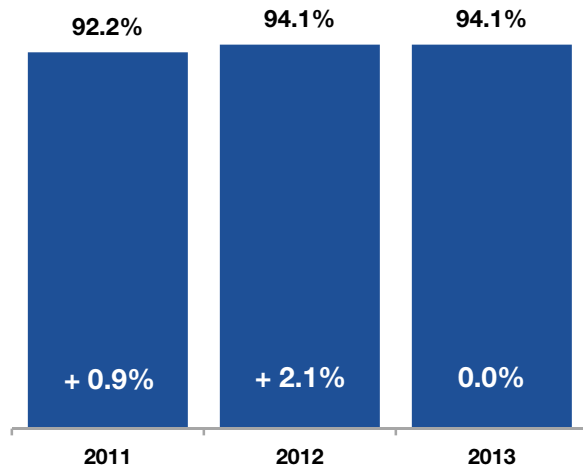


# Percent of Original List Price Received

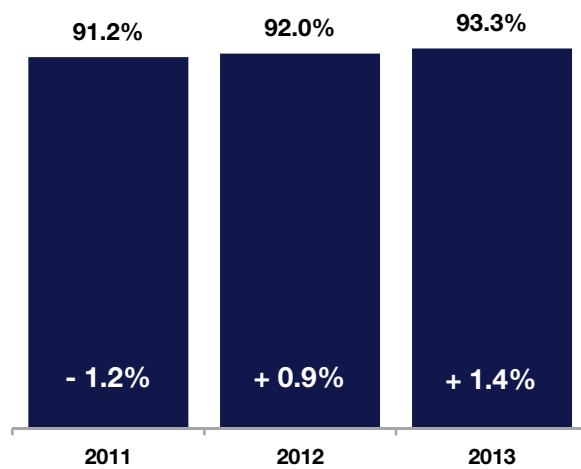
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## July



## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2013	95.4%	92.9%	+2.7%
June 2013	92.8%	93.1%	-0.3%
<b>July 2013</b>	<b>94.1%</b>	<b>94.1%</b>	<b>0.0%</b>
12-Month Avg	92.5%	91.1%	+1.5%

## Historical Percent of Original List Price Received by Month

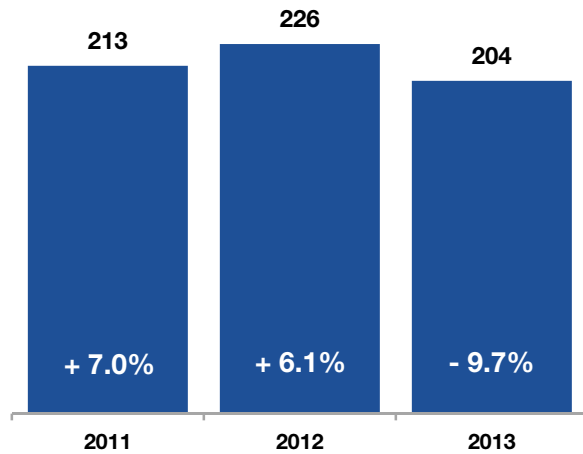


# Housing Affordability Index

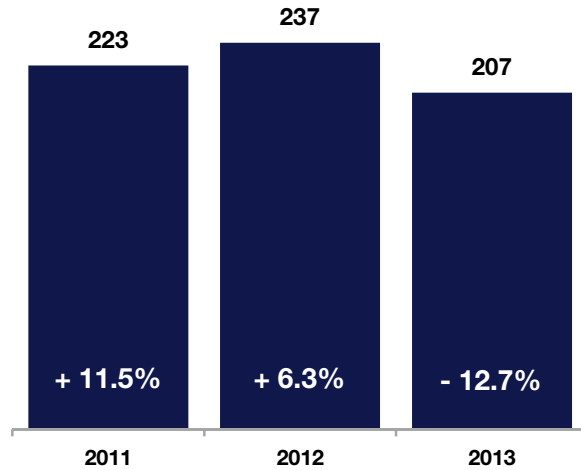
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## July

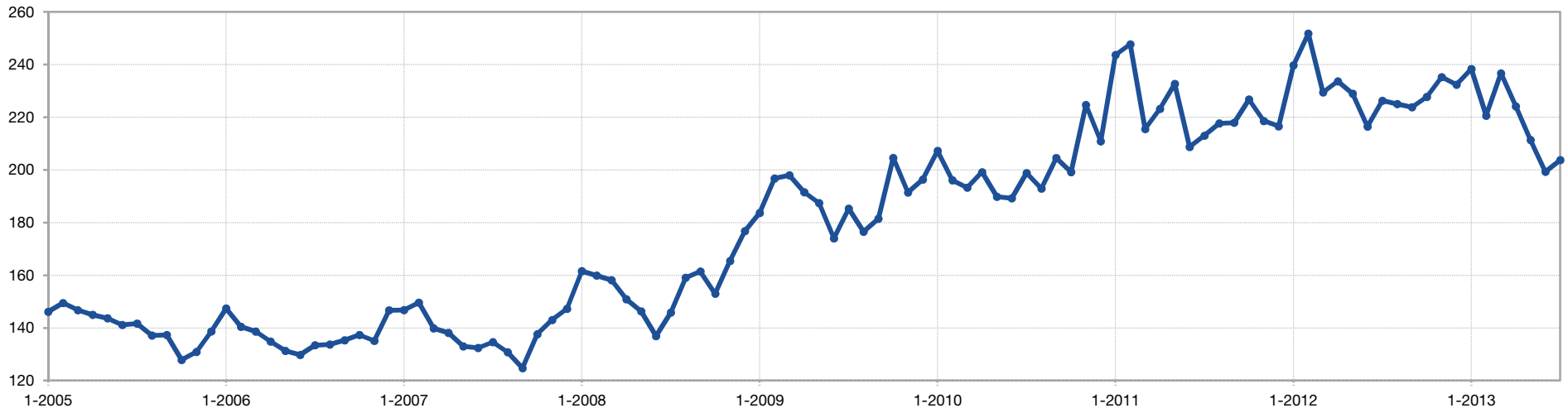


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	224	234	-4.3%
May 2013	211	229	-7.9%
June 2013	199	216	-7.9%
<b>July 2013</b>	<b>204</b>	<b>226</b>	<b>-9.7%</b>
12-Month Avg	223	227	-1.8%

## Historical Housing Affordability Index by Month

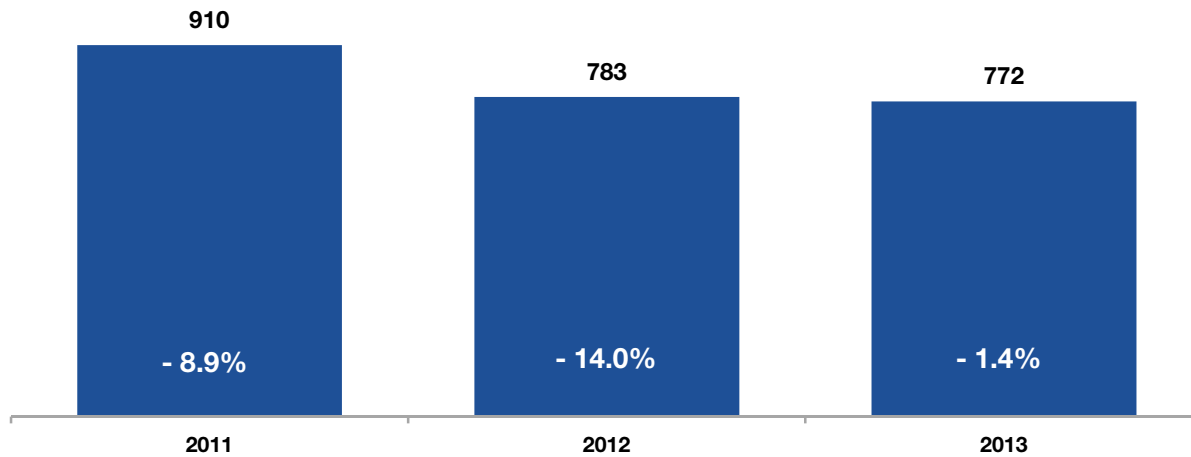


# Inventory of Homes for Sale

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

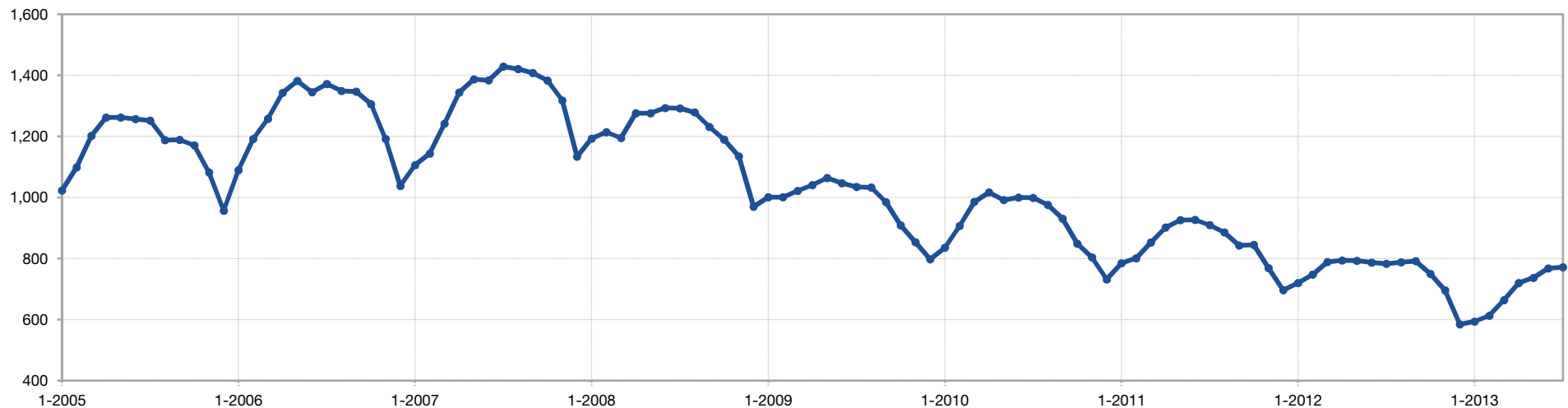


## July



	Homes for Sale	Prior Year	Percent Change
August 2012	788	886	-11.1%
September 2012	792	843	-6.0%
October 2012	750	845	-11.2%
November 2012	696	769	-9.5%
December 2012	585	697	-16.1%
January 2013	594	720	-17.5%
February 2013	613	748	-18.0%
March 2013	664	789	-15.8%
April 2013	720	794	-9.3%
May 2013	737	793	-7.1%
June 2013	768	787	-2.4%
<b>July 2013</b>	<b>772</b>	<b>783</b>	<b>-1.4%</b>
12-Month Avg	707	788	-10.3%

## Historical Inventory of Homes for Sale by Month

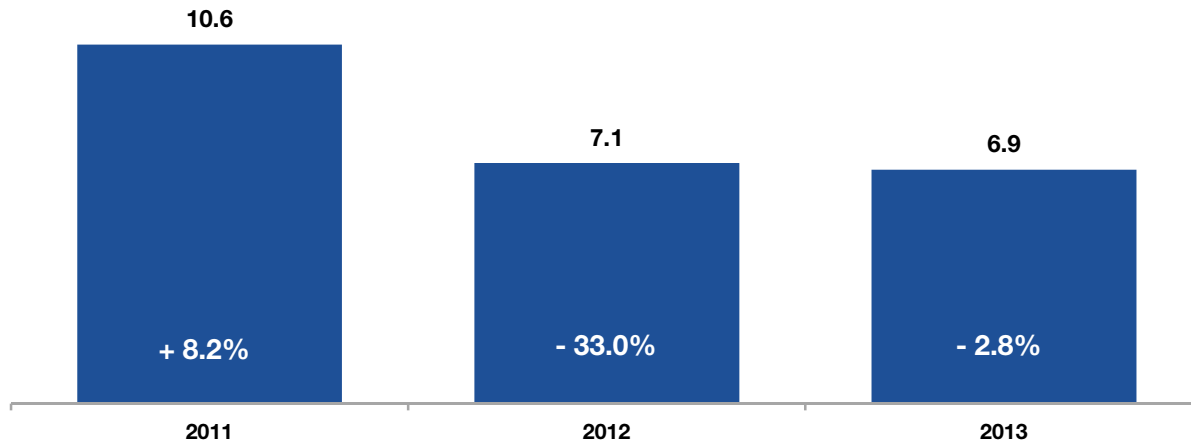


# Months Supply of Inventory

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.

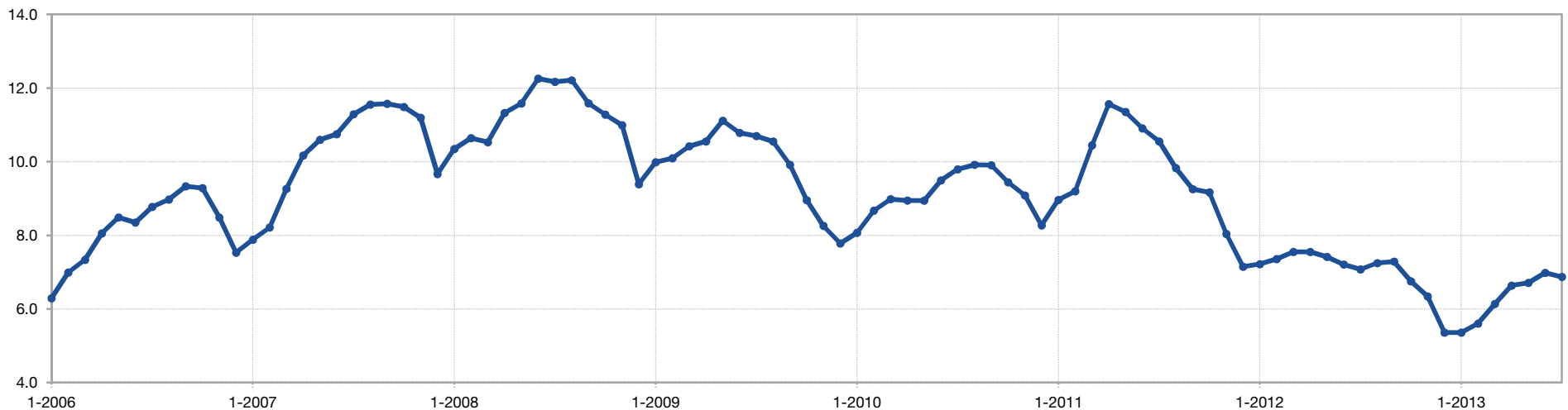


## July



Months Supply		Prior Year	Percent Change
August 2012	7.2	9.8	-26.5%
September 2012	7.3	9.3	-21.5%
October 2012	6.8	9.2	-26.1%
November 2012	6.3	8.0	-21.3%
December 2012	5.4	7.1	-23.9%
January 2013	5.4	7.2	-25.0%
February 2013	5.6	7.4	-24.3%
March 2013	6.1	7.6	-19.7%
April 2013	6.6	7.5	-12.0%
May 2013	6.7	7.4	-9.5%
June 2013	7.0	7.2	-2.8%
<b>July 2013</b>	<b>6.9</b>	<b>7.1</b>	<b>-2.8%</b>
12-Month Avg	6.4	7.9	-19.0%

## 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	+ / -	7-2012	7-2013	+ / -	7-2012	7-2013	+ / -
Albany	37	39	+5.4%	19	22	+15.8%	\$124,000	\$120,000	-3.2%	21	29	+38.1%	5.7	6.2	+7.7%
Avon	41	62	+51.2%	21	28	+33.3%	\$156,000	\$155,000	-0.6%	27	39	+44.4%	8.1	11.1	+37.6%
Clearwater	60	67	+11.7%	29	33	+13.8%	\$142,000	\$140,000	-1.4%	42	41	-2.4%	12.6	7.2	-42.6%
Cold Spring	102	120	+17.6%	46	53	+15.2%	\$144,000	\$165,000	+14.6%	81	83	+2.5%	11.9	10.7	-9.7%
Eden Lake Twp	4	5	+25.0%	1	0	-100.0%	\$500,000	\$0	-100.0%	3	4	+33.3%	3.0	4.0	+33.3%
Eden Valley	34	48	+41.2%	17	22	+29.4%	\$115,000	\$120,790	+5.0%	24	35	+45.8%	8.9	9.5	+6.4%
Fair Haven Twp	7	4	-42.9%	1	5	+400.0%	\$215,280	\$145,500	-32.4%	6	1	-83.3%	6.0	0.9	-85.7%
Foley	77	70	-9.1%	41	45	+9.8%	\$124,900	\$120,000	-3.9%	55	32	-41.8%	8.6	4.5	-47.3%
Freeport	18	20	+11.1%	13	11	-15.4%	\$140,500	\$140,000	-0.4%	13	9	-30.8%	6.5	4.3	-34.1%
Holdingsford	19	22	+15.8%	6	12	+100.0%	\$125,443	\$114,500	-8.7%	15	13	-13.3%	8.0	6.2	-22.6%
Kimball	41	53	+29.3%	18	32	+77.8%	\$127,000	\$143,000	+12.6%	40	33	-17.5%	14.8	6.7	-54.7%
Maine Prairie Twp	1	1	0.0%	0	1	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	39	54	+38.5%	14	22	+57.1%	\$127,450	\$120,250	-5.6%	27	42	+55.6%	8.5	11.0	+29.6%
Paynesville	51	64	+25.5%	26	25	-3.8%	\$122,000	\$148,000	+21.3%	42	40	-4.8%	10.1	12.0	+19.0%
Rice	97	80	-17.5%	35	53	+51.4%	\$145,000	\$145,000	0.0%	76	59	-22.4%	14.0	8.5	-39.2%
Richmond	81	86	+6.2%	28	31	+10.7%	\$175,000	\$204,500	+16.9%	66	64	-3.0%	14.1	10.8	-23.5%
Rockville	13	17	+30.8%	11	9	-18.2%	\$209,900	\$119,900	-42.9%	8	9	+12.5%	3.7	5.5	+48.4%
Sartell	258	267	+3.5%	160	155	-3.1%	\$165,000	\$166,400	+0.8%	135	144	+6.7%	6.4	7.1	+11.0%
Sauk Centre	78	97	+24.4%	47	53	+12.8%	\$90,000	\$135,000	+50.0%	50	66	+32.0%	8.5	9.0	+6.4%
Sauk Rapids	195	209	+7.2%	106	112	+5.7%	\$136,500	\$142,000	+4.0%	116	119	+2.6%	7.1	7.6	+5.8%
St. Cloud	739	801	+8.4%	423	429	+1.4%	\$105,000	\$122,750	+16.9%	451	425	-5.8%	7.6	6.8	-10.7%
St. Joseph	90	99	+10.0%	56	58	+3.6%	\$154,000	\$147,500	-4.2%	53	53	0.0%	6.8	6.4	-7.0%
St. Augusta	38	35	-7.9%	13	21	+61.5%	\$190,000	\$237,900	+25.2%	30	19	-36.7%	13.2	5.3	-60.0%
Waite Park	50	52	+4.0%	39	39	0.0%	\$111,000	\$124,951	+12.6%	28	31	+10.7%	4.4	5.2	+16.9%
Wakefield Twp	1	4	+300.0%	0	2	--	\$0	\$248,268	--	1	0	-100.0%	0.0	0.0	--