

Monthly Indicators



August 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

+ 23.5% **+ 11.1%** **- 4.3%**

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.



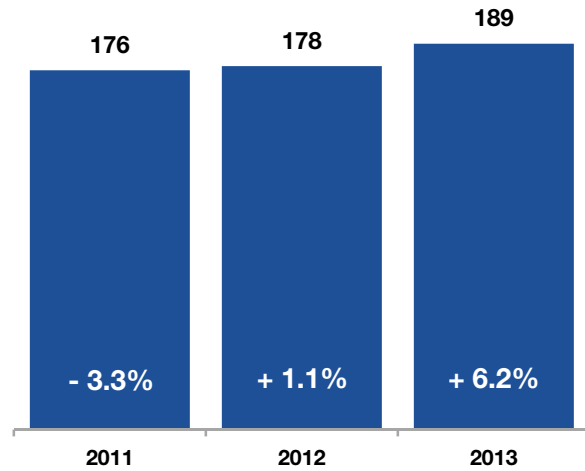
Key Metrics	Historical Sparkbars	8-2012	8-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		178	189	+ 6.2%	1,510	1,619	+ 7.2%
Pending Sales		102	150	+ 47.1%	942	1,024	+ 8.7%
Closed Sales		132	163	+ 23.5%	916	958	+ 4.6%
Days on Market		109	81	- 25.7%	105	95	- 9.5%
Median Sales Price		\$135,000	\$150,000	+ 11.1%	\$128,500	\$140,150	+ 9.1%
Average Sales Price		\$149,405	\$166,726	+ 11.6%	\$139,934	\$153,999	+ 10.1%
Pct. of Orig. Price Received		93.4%	93.3%	- 0.1%	92.2%	93.3%	+ 1.2%
Affordability Index		225	193	- 14.2%	234	204	- 12.8%
Homes for Sale		788	754	- 4.3%	--	--	--
Months Supply		7.2	6.5	- 9.7%	--	--	--

New Listings

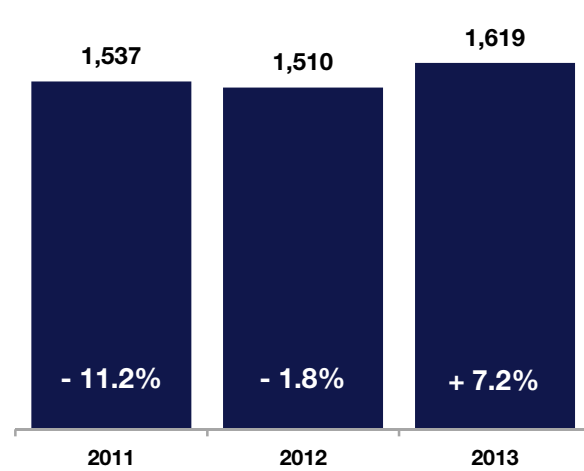
A count of the properties that have been newly listed on the market in a given month.



August

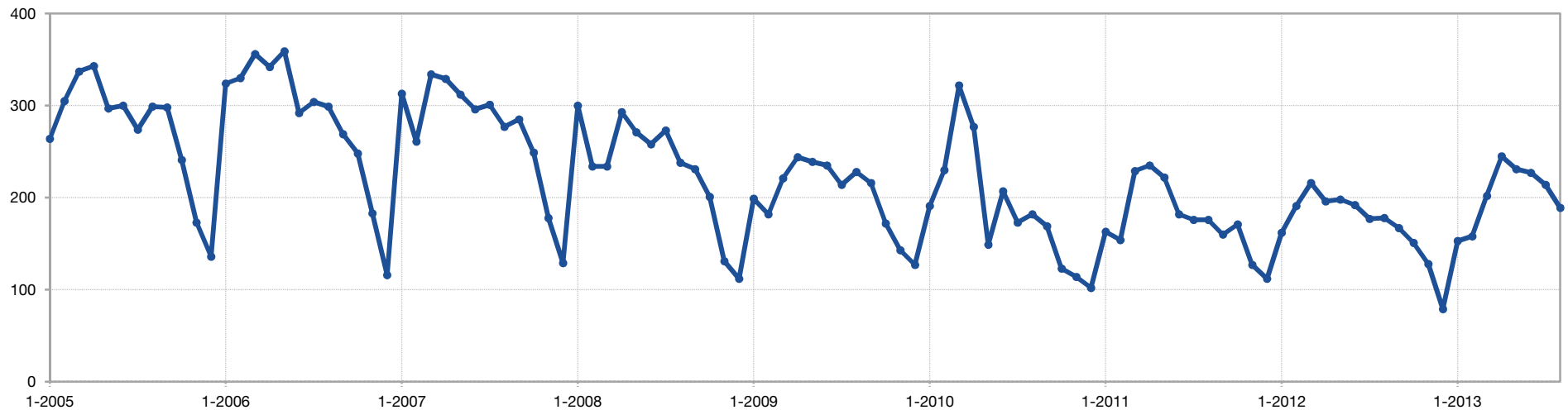


Year to Date



	New Listings	Prior Year	Percent Change
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%
July 2013	214	177	+20.9%
August 2013	189	178	+6.2%
12-Month Avg	179	173	+3.5%

Historical New Listings by Month

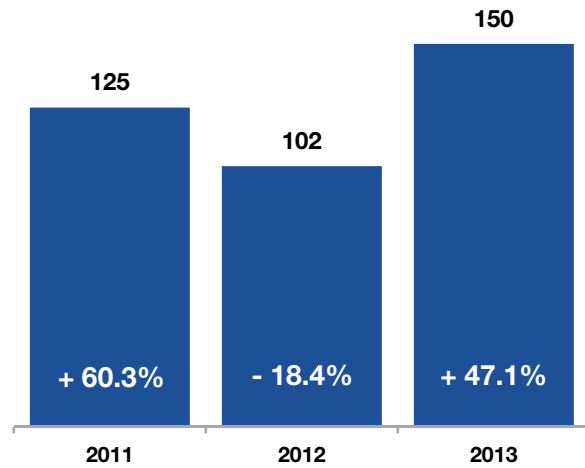


Pending Sales

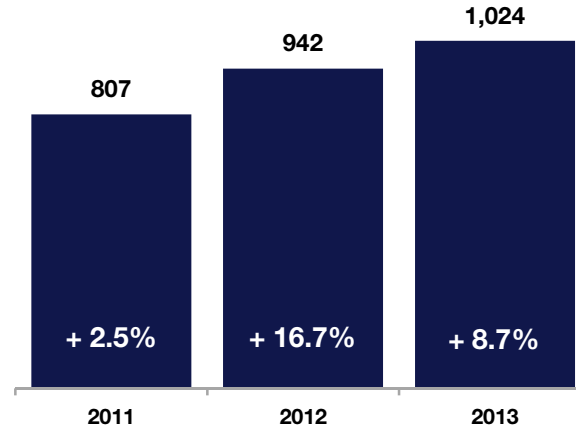
A count of the properties on which offers have been accepted in a given month.



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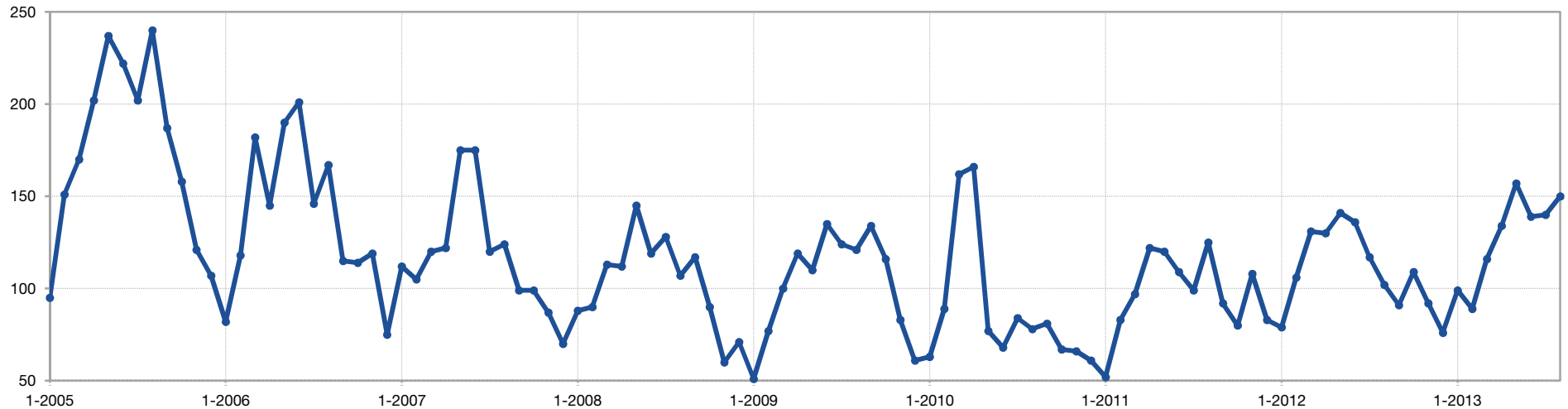


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	139	136	+2.2%
July 2013	140	117	+19.7%
August 2013	150	102	+47.1%
12-Month Avg	116	109	+6.4%

Historical Pending Sales by Month

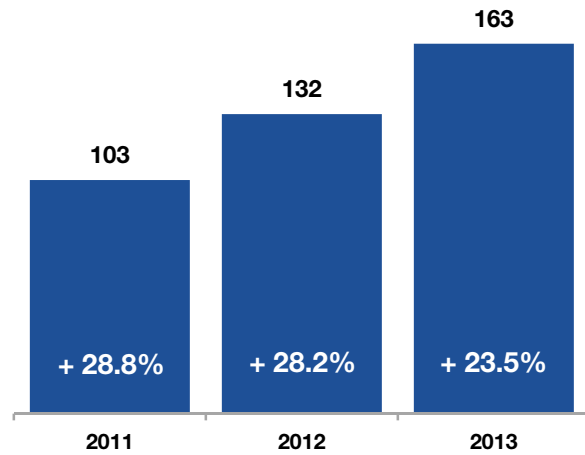


Closed Sales

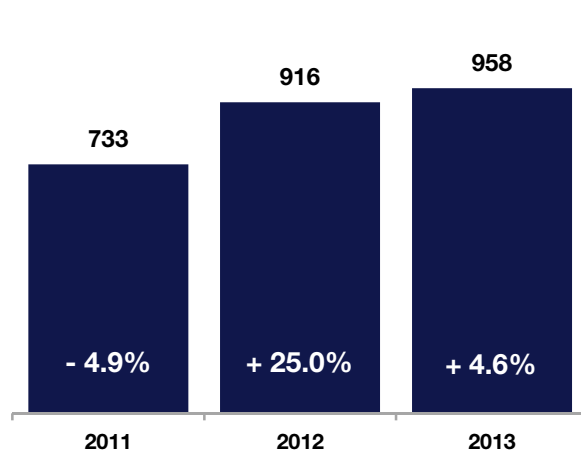
A count of the actual sales that closed in a given month.



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Year to Date



Closed Sales	Prior Year	Percent Change	
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%
July 2013	147	121	+21.5%
August 2013	163	132	+23.5%
12-Month Avg	113	110	+2.7%

Historical Closed Sales by Month

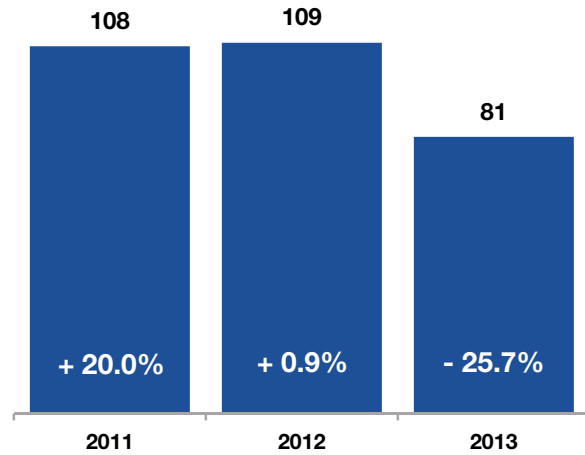


Days on Market Until Sale

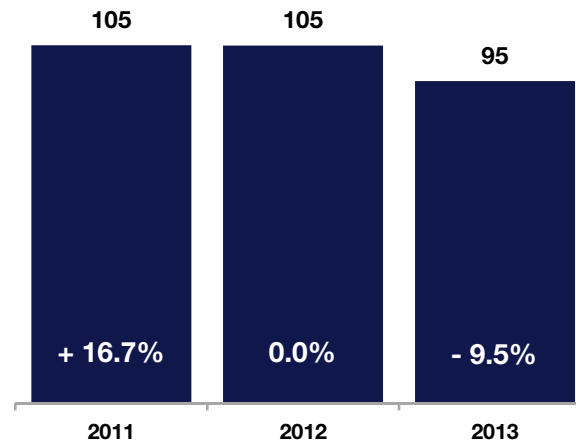
Average number of days between when a property is listed and when an offer is accepted in a given month.



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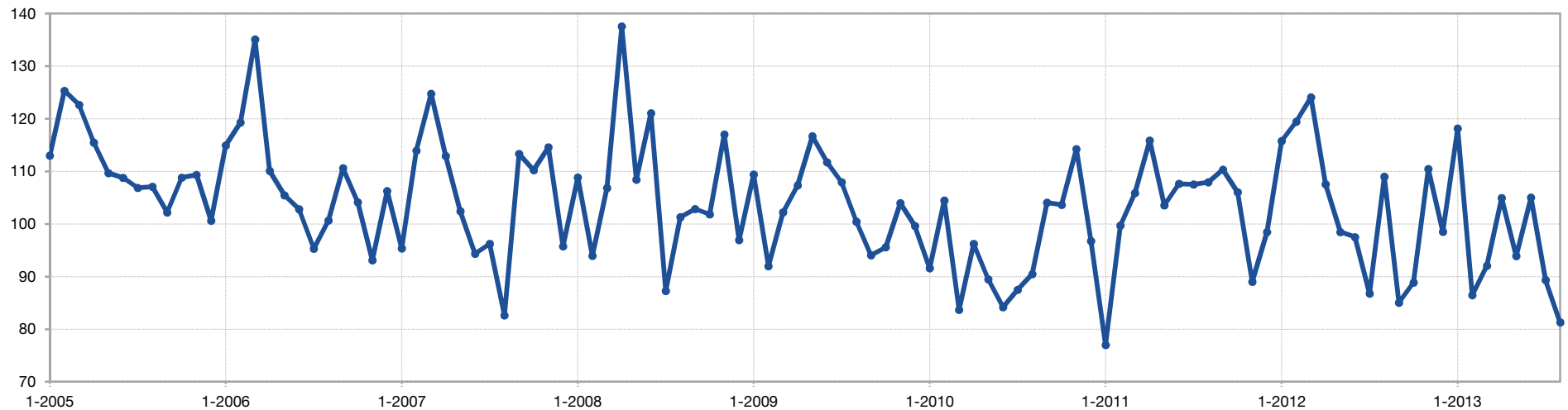


Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2013	89	87	+2.3%
August 2013	81	109	-25.7%
12-Month Avg	96	105	-8.6%

Historical Days on Market Until Sale by Month

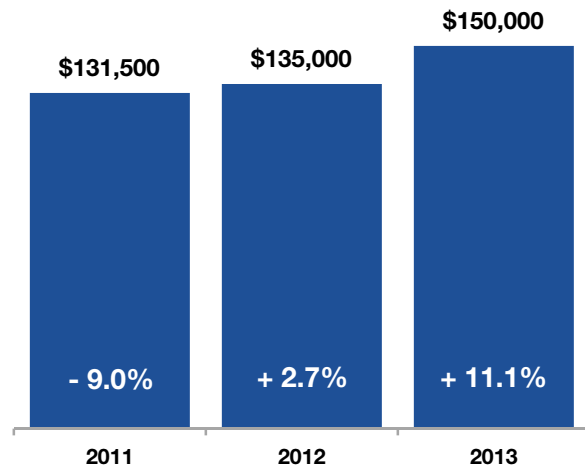


Median Sales Price

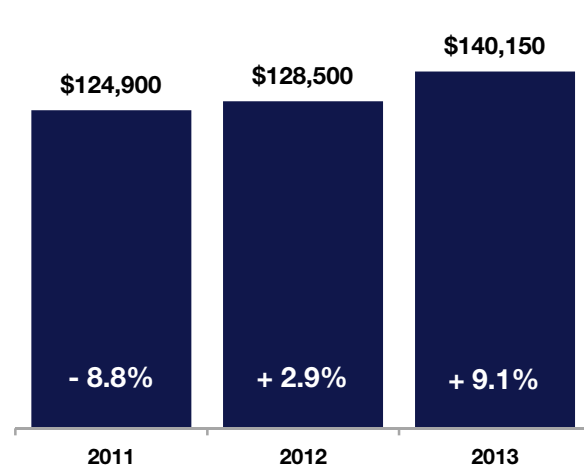
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



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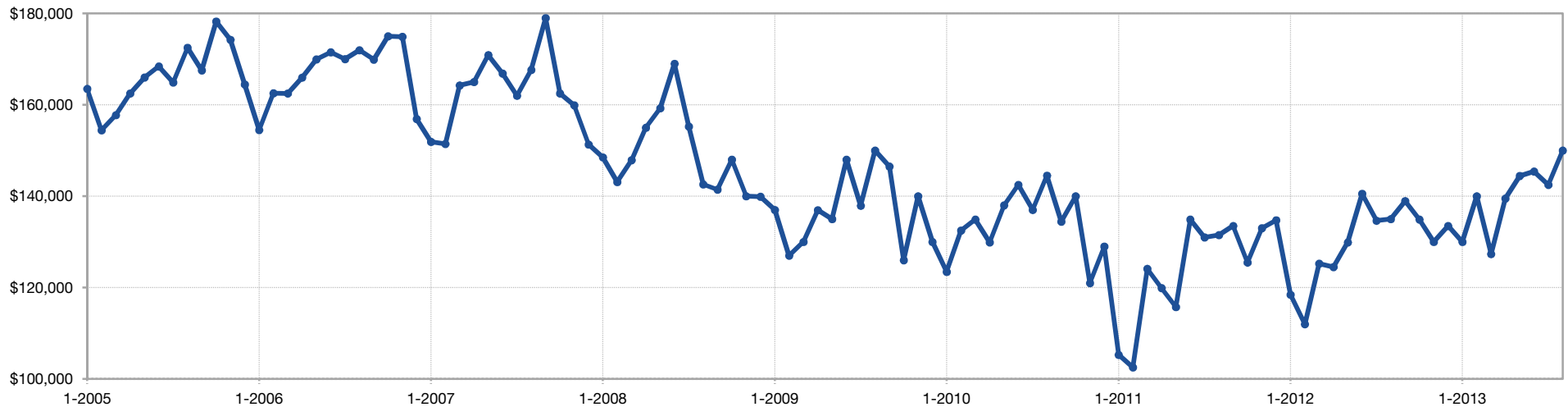


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2013	\$142,500	\$134,650	+5.8%
August 2013	\$150,000	\$135,000	+11.1%
12-Month Avg	\$138,046	\$128,921	+7.1%

Historical Median Sales Price by Month

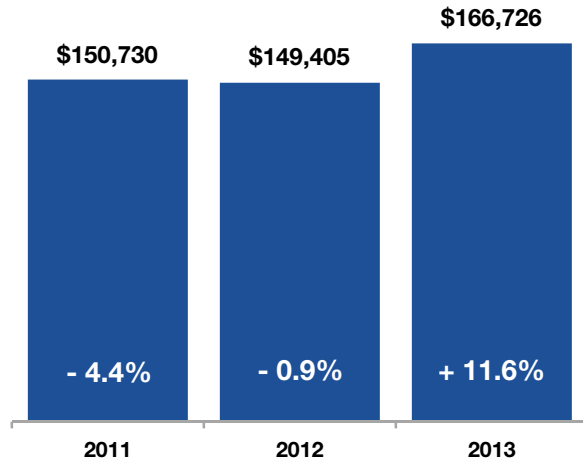


Average Sales Price

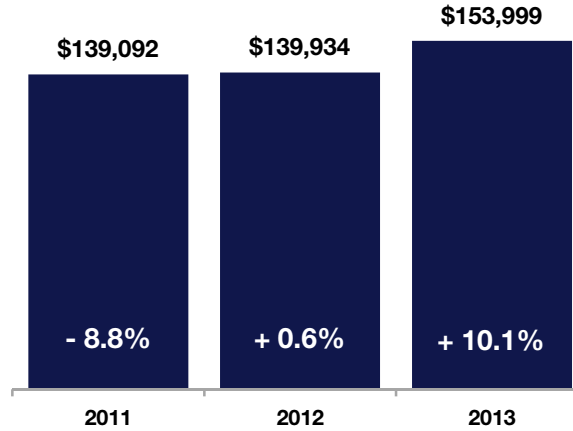
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
July 2013	\$157,991	\$148,864	+6.1%
August 2013	\$166,726	\$149,405	+11.6%
12-Month Avg	\$148,276	\$139,645	+6.2%

Historical Average Sales Price by Month

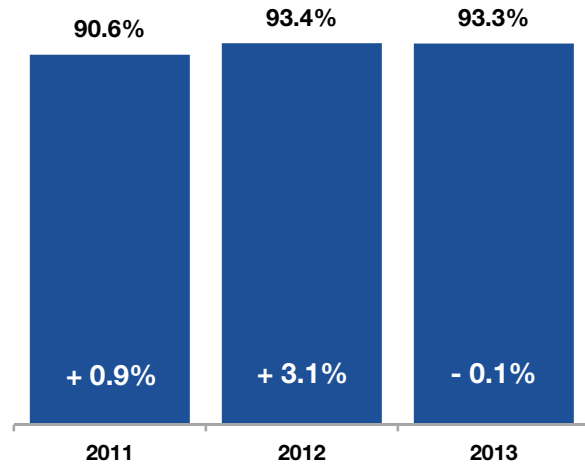


Percent of Original List Price Received

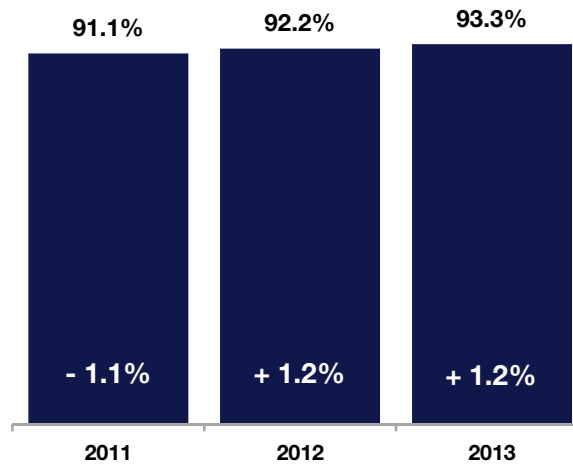
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2013	94.1%	94.1%	0.0%
August 2013	93.3%	93.4%	-0.1%
12-Month Avg	92.5%	91.3%	+1.3%

Historical Percent of Original List Price Received by Month

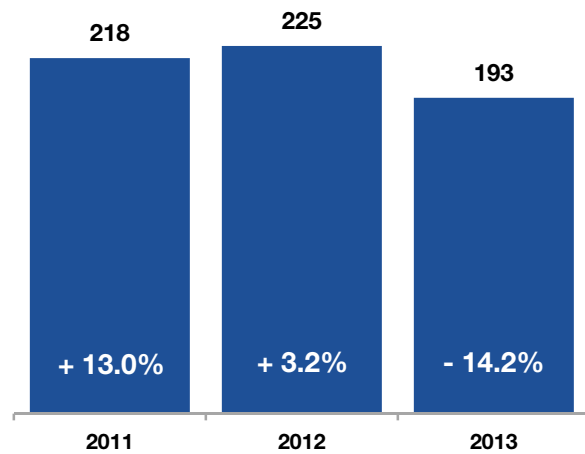


Housing Affordability Index

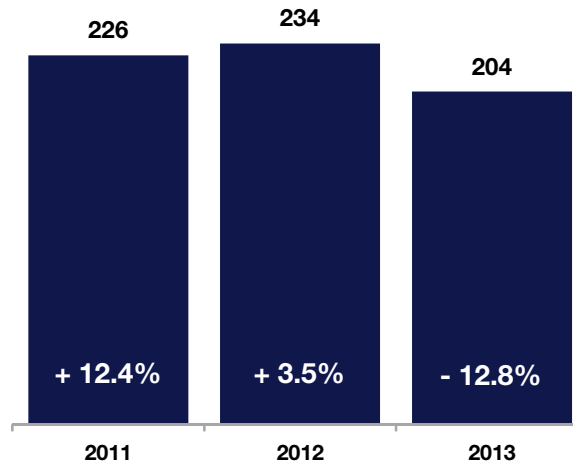
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2013	204	226	-9.7%
August 2013	193	225	-14.2%
12-Month Avg	221	228	-3.1%

Historical Housing Affordability Index by Month

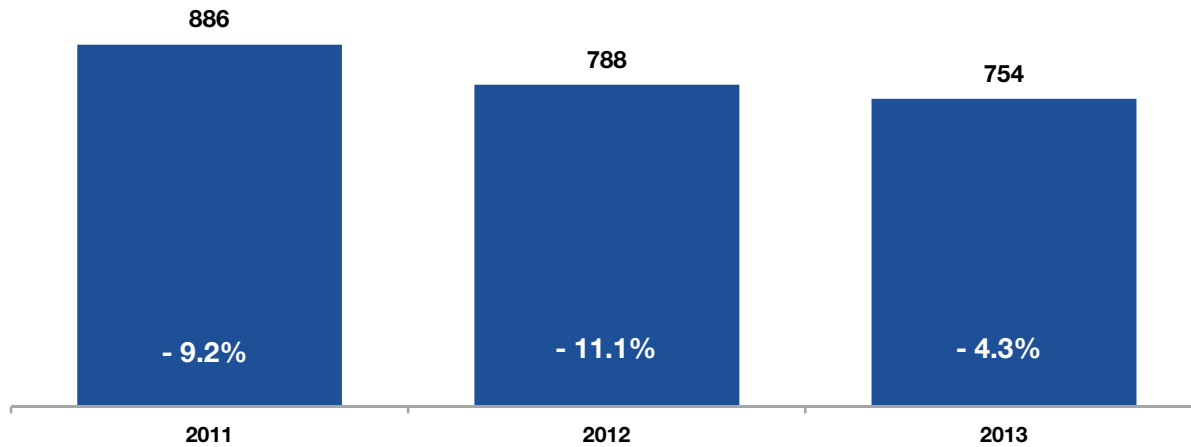


Inventory of Homes for Sale

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

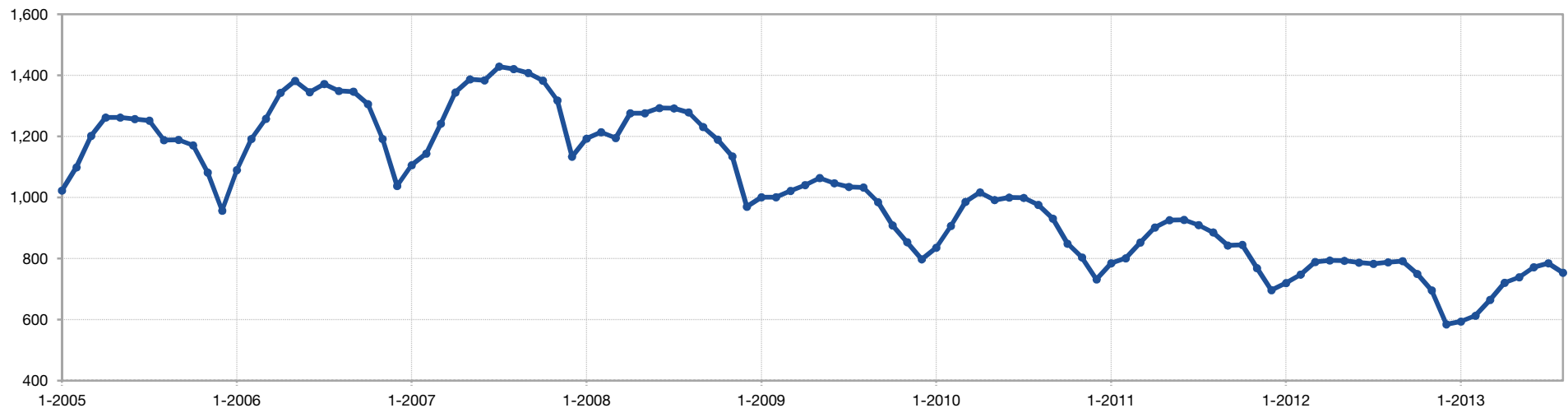


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Homes for Sale		Prior Year	Percent Change
September 2012	792	843	-6.0%
October 2012	750	845	-11.2%
November 2012	696	769	-9.5%
December 2012	585	697	-16.1%
January 2013	594	720	-17.5%
February 2013	613	748	-18.0%
March 2013	665	789	-15.7%
April 2013	721	794	-9.2%
May 2013	739	793	-6.8%
June 2013	772	787	-1.9%
July 2013	785	783	+0.3%
August 2013	754	788	-4.3%
12-Month Avg	706	780	-9.5%

Historical Inventory of Homes for Sale by Month

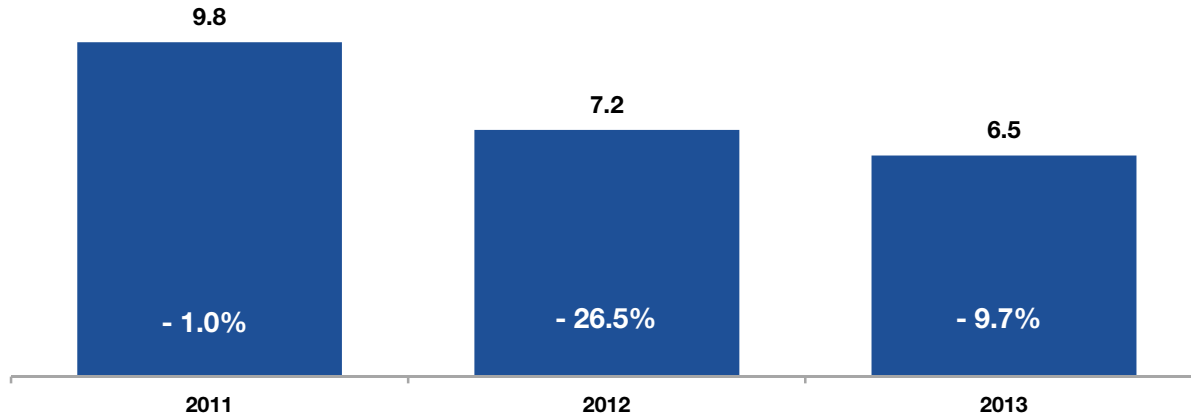


Months Supply of Inventory

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.

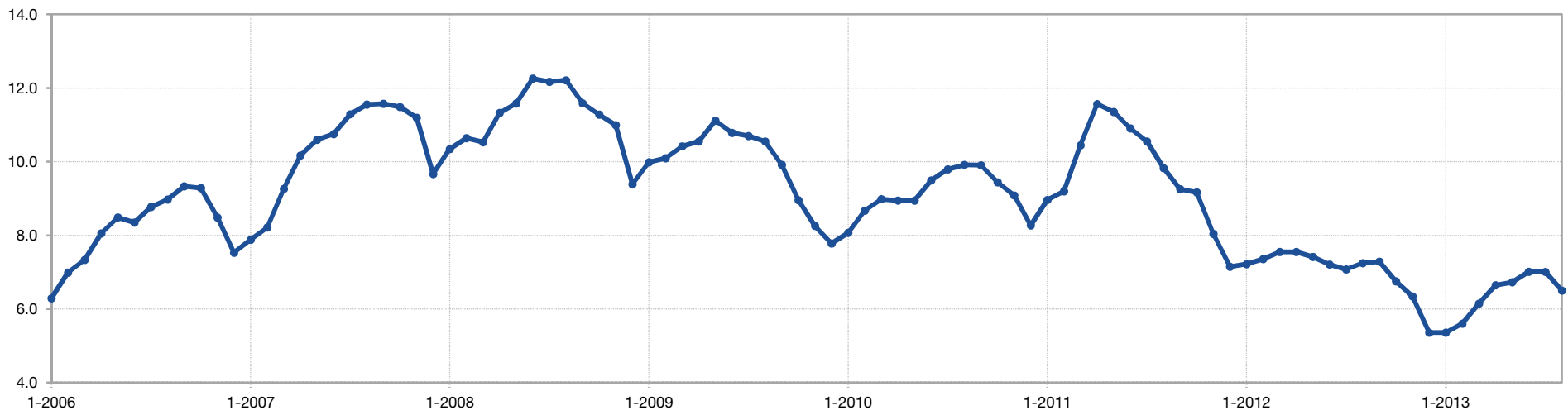


August



	Months Supply	Prior Year	Percent Change
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%
July 2013	7.0	7.1	-1.4%
August 2013	6.5	7.2	-9.7%
12-Month Avg	6.4	7.7	-16.9%

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 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	YTD 2012	YTD 2013	+ / -	8-2012	8-2013	+ / -	8-2012	8-2013	+ / -
Albany	46	47	+2.2%	24	26	+8.3%	\$118,750	\$121,450	+2.3%	22	30	+36.4%	6.1	6.5	+6.2%
Avon	50	68	+36.0%	27	34	+25.9%	\$146,000	\$161,000	+10.3%	31	31	0.0%	10.6	7.9	-25.5%
Clearwater	71	81	+14.1%	32	43	+34.4%	\$138,500	\$152,000	+9.7%	41	45	+9.8%	11.2	8.1	-27.9%
Cold Spring	120	138	+15.0%	56	66	+17.9%	\$152,000	\$168,000	+10.5%	83	81	-2.4%	12.1	9.8	-19.2%
Eden Lake Twp	4	5	+25.0%	1	1	0.0%	\$500,000	\$91,000	-81.8%	3	2	-33.3%	3.0	2.0	-33.3%
Eden Valley	38	54	+42.1%	20	24	+20.0%	\$115,000	\$120,790	+5.0%	24	37	+54.2%	8.3	10.3	+24.2%
Fair Haven Twp	7	5	-28.6%	1	5	+400.0%	\$215,280	\$145,500	-32.4%	5	2	-60.0%	5.0	1.7	-66.7%
Foley	90	85	-5.6%	46	50	+8.7%	\$119,950	\$121,500	+1.3%	47	40	-14.9%	7.0	6.5	-6.8%
Freeport	23	21	-8.7%	14	12	-14.3%	\$140,000	\$142,500	+1.8%	13	8	-38.5%	5.9	4.2	-28.7%
Holdingsford	21	24	+14.3%	6	14	+133.3%	\$125,443	\$114,500	-8.7%	14	13	-7.1%	10.2	5.9	-42.0%
Kimball	52	61	+17.3%	20	36	+80.0%	\$152,250	\$136,000	-10.7%	42	36	-14.3%	13.5	7.6	-44.1%
Maine Prairie Twp	1	1	0.0%	0	2	--	\$0	\$237,500	--	0	0	--	0.0	0.0	--
Melrose	44	61	+38.6%	17	34	+100.0%	\$129,900	\$130,500	+0.5%	27	38	+40.7%	9.3	9.1	-2.1%
Paynesville	58	70	+20.7%	28	29	+3.6%	\$122,000	\$148,000	+21.3%	36	41	+13.9%	9.2	12.3	+33.8%
Rice	112	89	-20.5%	42	60	+42.9%	\$142,500	\$145,000	+1.8%	74	58	-21.6%	12.7	8.3	-34.7%
Richmond	88	97	+10.2%	37	44	+18.9%	\$171,000	\$210,000	+22.8%	64	56	-12.5%	14.8	8.8	-40.1%
Rockville	15	19	+26.7%	11	11	0.0%	\$209,900	\$154,000	-26.6%	7	10	+42.9%	3.8	6.2	+63.3%
Sartell	285	297	+4.2%	179	186	+3.9%	\$165,000	\$168,750	+2.3%	130	131	+0.8%	6.2	6.2	-0.0%
Sauk Centre	89	116	+30.3%	55	62	+12.7%	\$95,000	\$135,568	+42.7%	55	74	+34.5%	9.5	9.8	+3.2%
Sauk Rapids	222	232	+4.5%	129	129	0.0%	\$137,500	\$144,750	+5.3%	114	107	-6.1%	7.1	6.6	-6.6%
St. Cloud	838	913	+8.9%	496	528	+6.5%	\$108,000	\$123,900	+14.7%	449	423	-5.8%	7.7	6.5	-14.9%
St. Joseph	104	115	+10.6%	65	69	+6.2%	\$155,000	\$150,250	-3.1%	56	57	+1.8%	7.6	7.0	-8.6%
St. Augusta	39	37	-5.1%	17	23	+35.3%	\$190,000	\$237,900	+25.2%	29	16	-44.8%	13.9	4.2	-69.6%
Waite Park	61	62	+1.6%	47	46	-2.1%	\$111,000	\$124,500	+12.2%	39	36	-7.7%	6.2	6.4	+2.2%
Wakefield Twp	1	5	+400.0%	0	5	--	\$0	\$250,000	--	1	0	-100.0%	0.0	0.0	--