

Monthly Indicators



September 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

+ 33.3% **+ 0.7%** **- 9.2%**

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.



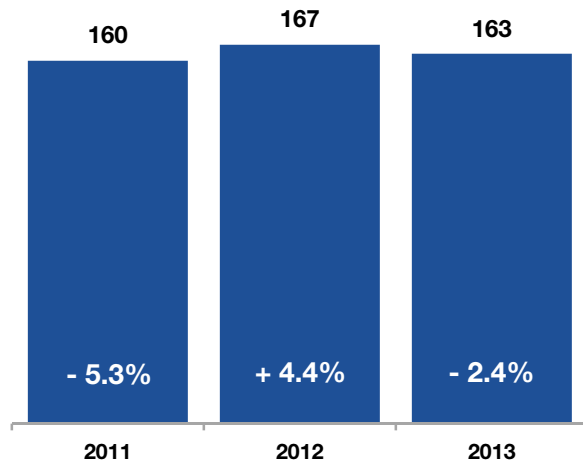
Key Metrics	Historical Sparkbars	9-2012	9-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		167	163	- 2.4%	1,676	1,775	+ 5.9%
Pending Sales		91	111	+ 22.0%	1,033	1,128	+ 9.2%
Closed Sales		93	124	+ 33.3%	1,009	1,082	+ 7.2%
Days on Market		85	77	- 9.4%	103	93	- 9.7%
Median Sales Price		\$138,950	\$139,900	+ 0.7%	\$129,900	\$140,100	+ 7.9%
Average Sales Price		\$144,437	\$144,319	- 0.1%	\$140,340	\$152,889	+ 8.9%
Pct. of Orig. Price Received		92.4%	94.5%	+ 2.3%	92.2%	93.4%	+ 1.3%
Affordability Index		224	207	- 7.6%	236	207	- 12.3%
Homes for Sale		790	717	- 9.2%	--	--	--
Months Supply		7.3	6.1	- 16.4%	--	--	--

New Listings

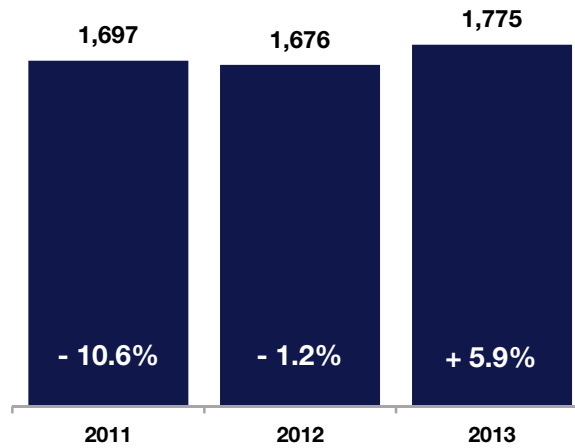
A count of the properties that have been newly listed on the market in a given month.



September

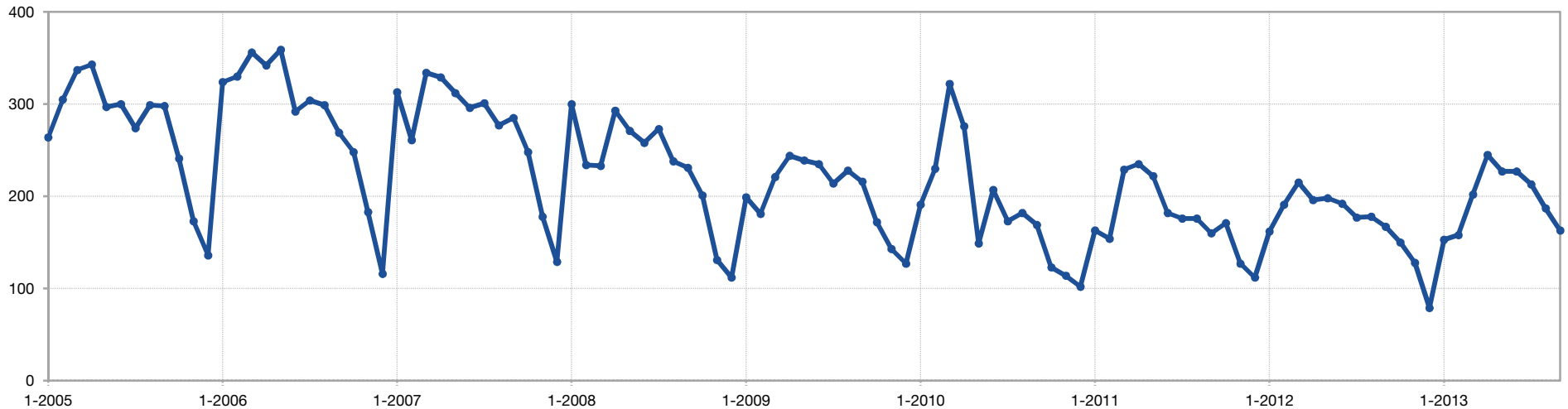


Year to Date



	New Listings	Prior Year	Percent Change
October 2012	150	171	-12.3%
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	215	-6.0%
April 2013	245	196	+25.0%
May 2013	227	198	+14.6%
June 2013	227	192	+18.2%
July 2013	213	177	+20.3%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
12-Month Avg	178	174	+2.3%

Historical New Listings by Month

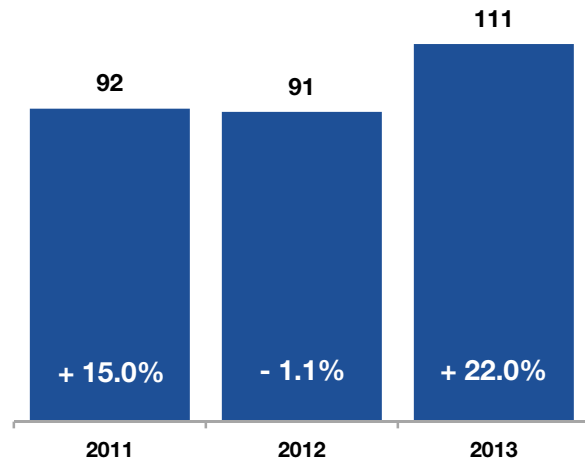


Pending Sales

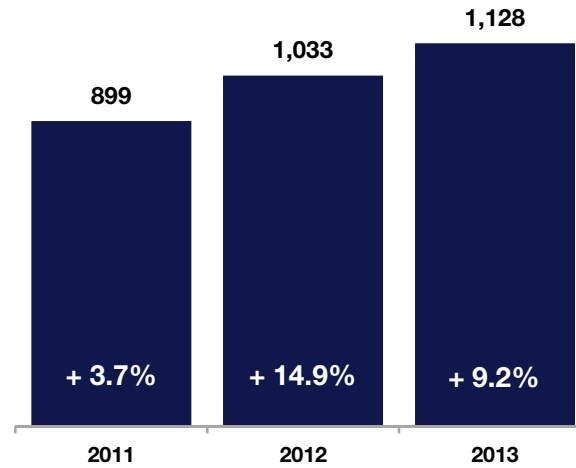
A count of the properties on which offers have been accepted in a given month.



September

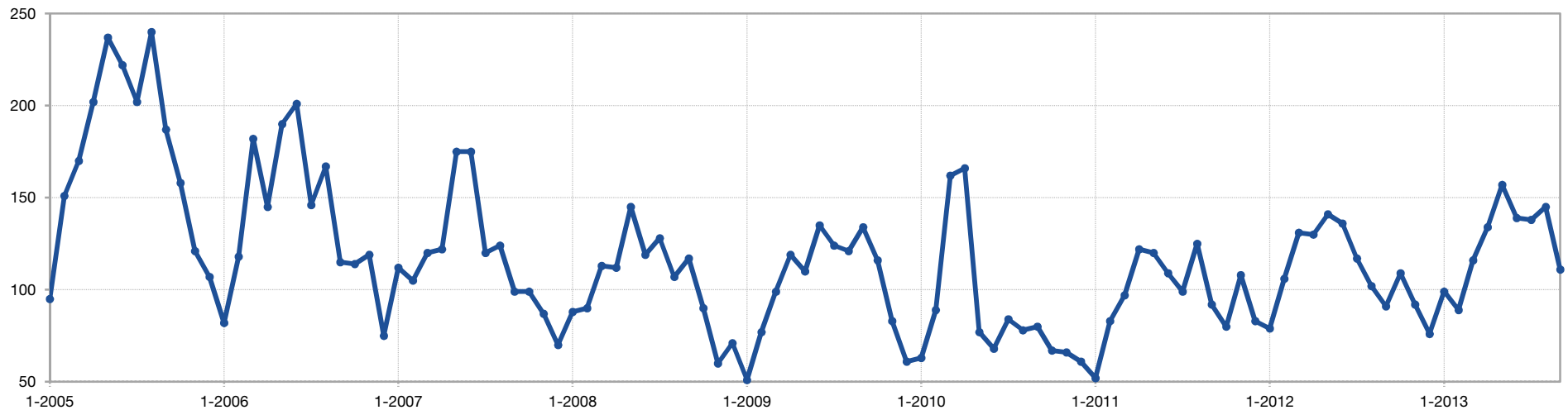


Year to Date



	Pending Sales	Prior Year	Percent Change
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	138	117	+17.9%
August 2013	145	102	+42.2%
September 2013	111	91	+22.0%
12-Month Avg	117	109	+7.3%

Historical Pending Sales by Month

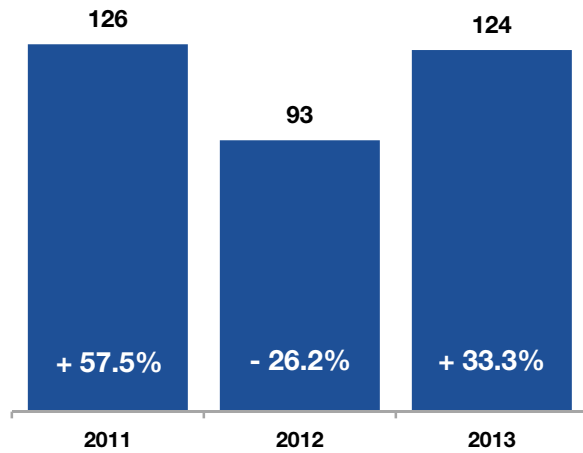


Closed Sales

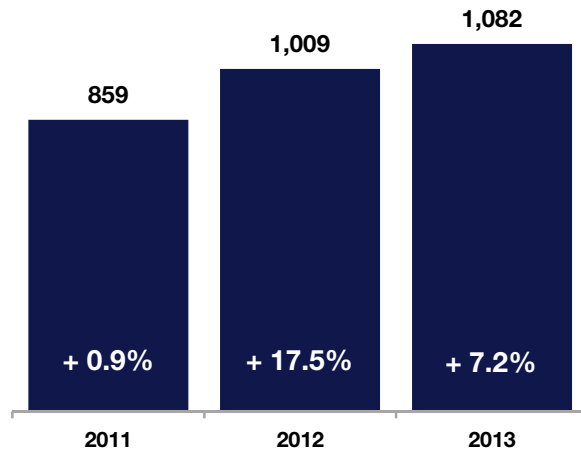
A count of the actual sales that closed in a given month.



September

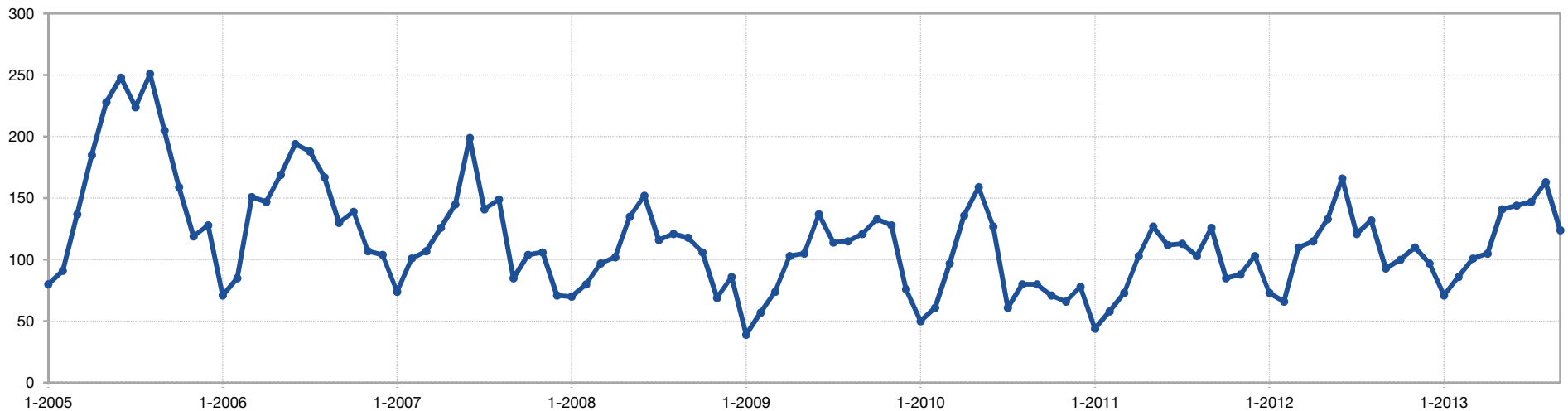


Year to Date



Closed Sales	Prior Year	Percent Change
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%
September 2013	124	93 +33.3%
12-Month Avg	116	107 +8.4%

Historical Closed Sales by Month

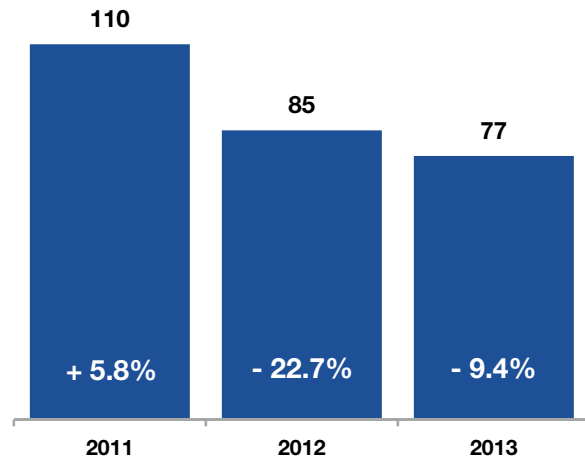


Days on Market Until Sale

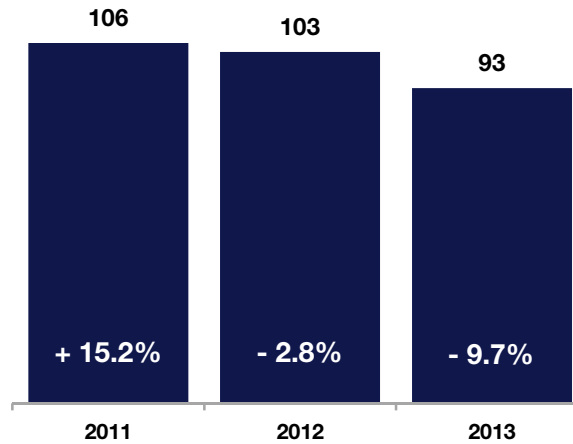
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

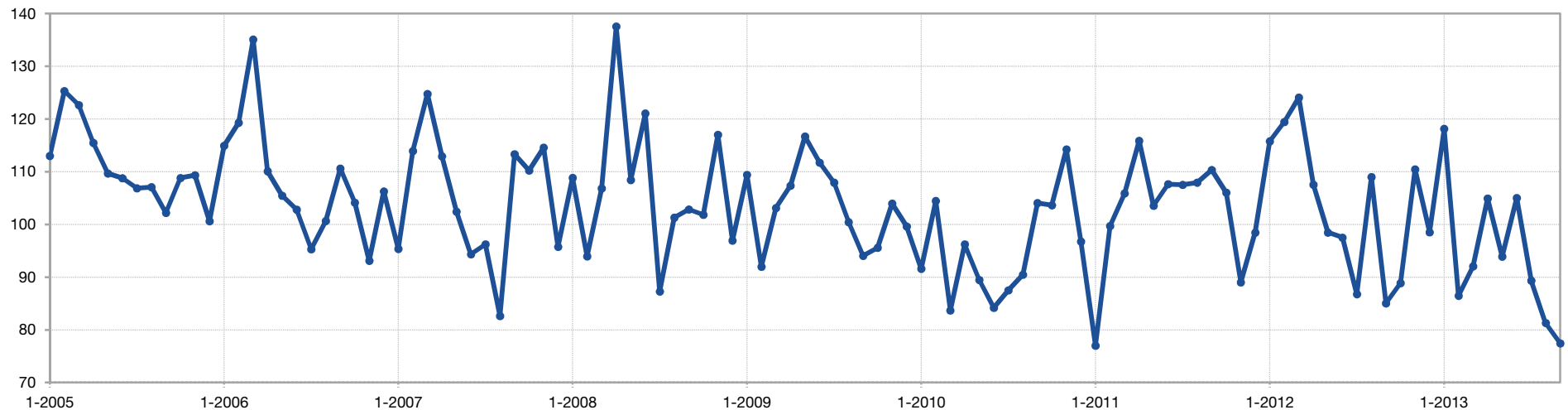


Year to Date



Days on Market	Prior Year	Percent Change	
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%
September 2013	77	85	-9.4%
12-Month Avg	96	103	-6.8%

Historical Days on Market Until Sale by Month

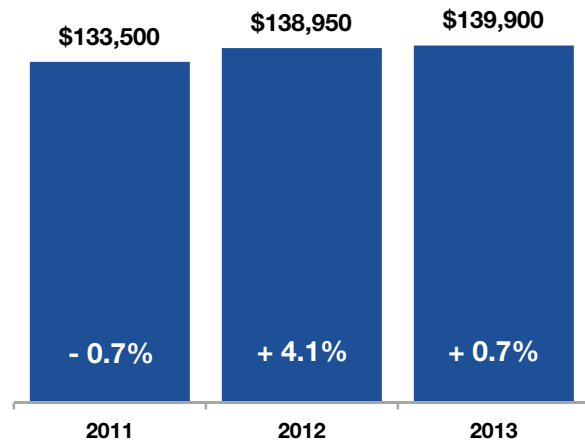


Median Sales Price

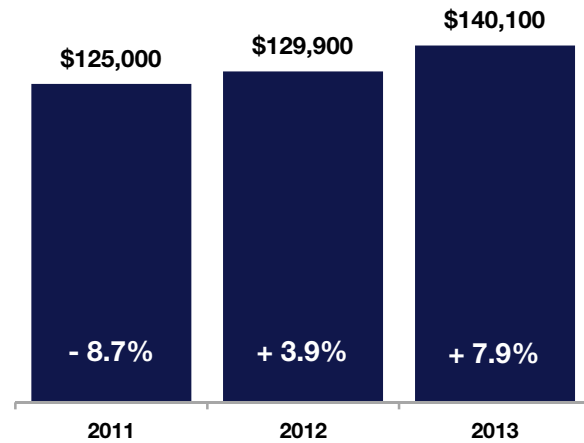
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
September 2013	\$139,900	\$138,950	+0.7%
12-Month Avg	\$138,126	\$129,375	+6.8%

Historical Median Sales Price by Month

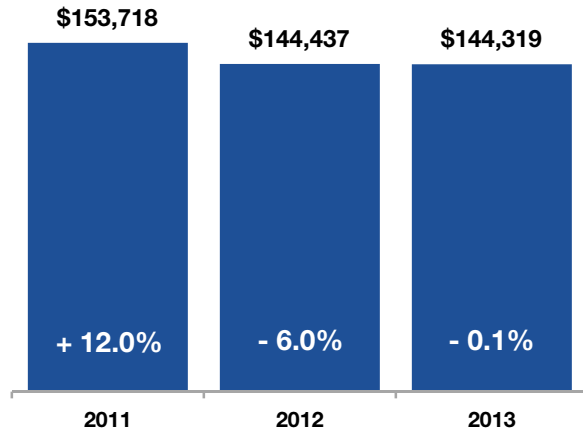


Average Sales Price

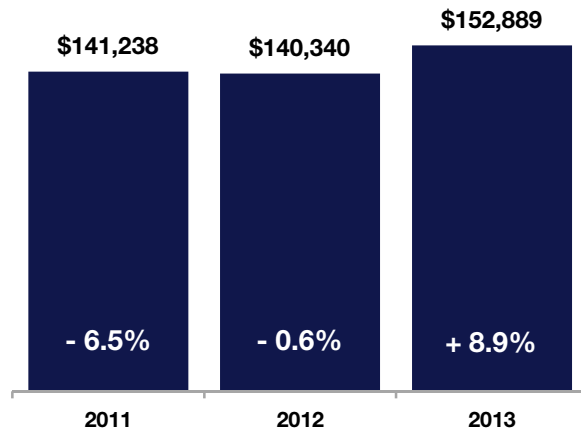
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
September 2013	\$144,319	\$144,437	-0.1%
12-Month Avg	\$148,267	\$138,871	+6.8%

Historical Average Sales Price by Month

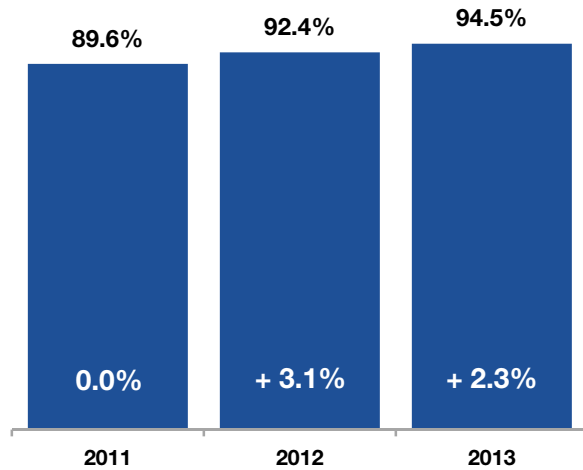


Percent of Original List Price Received

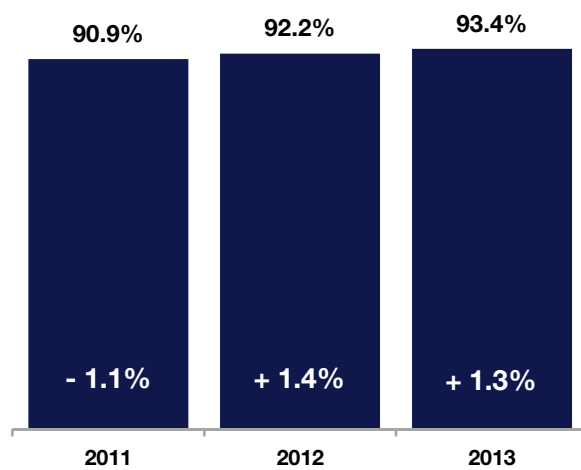
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2013	94.5%	92.4%	+2.3%
12-Month Avg	92.7%	91.5%	+1.3%

Historical Percent of Original List Price Received by Month

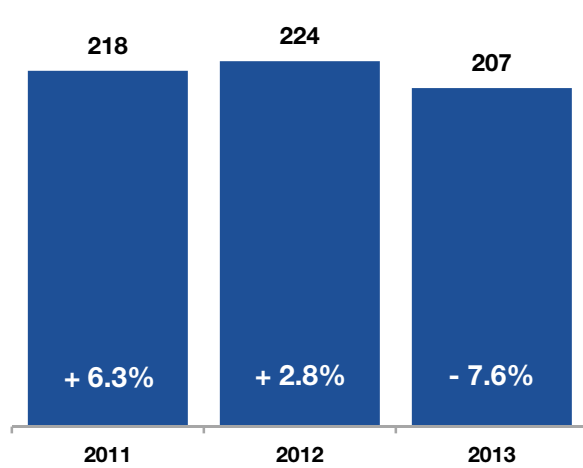


Housing Affordability Index

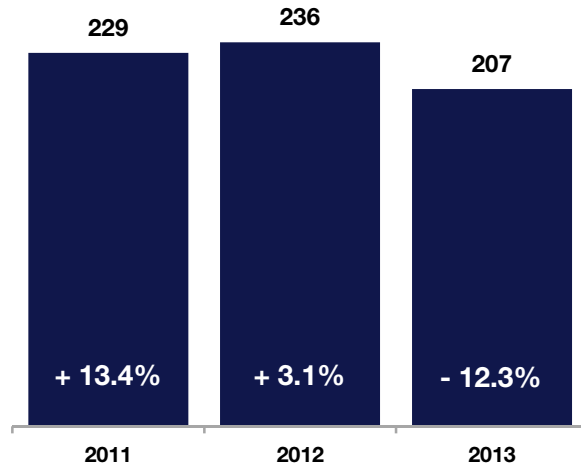
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

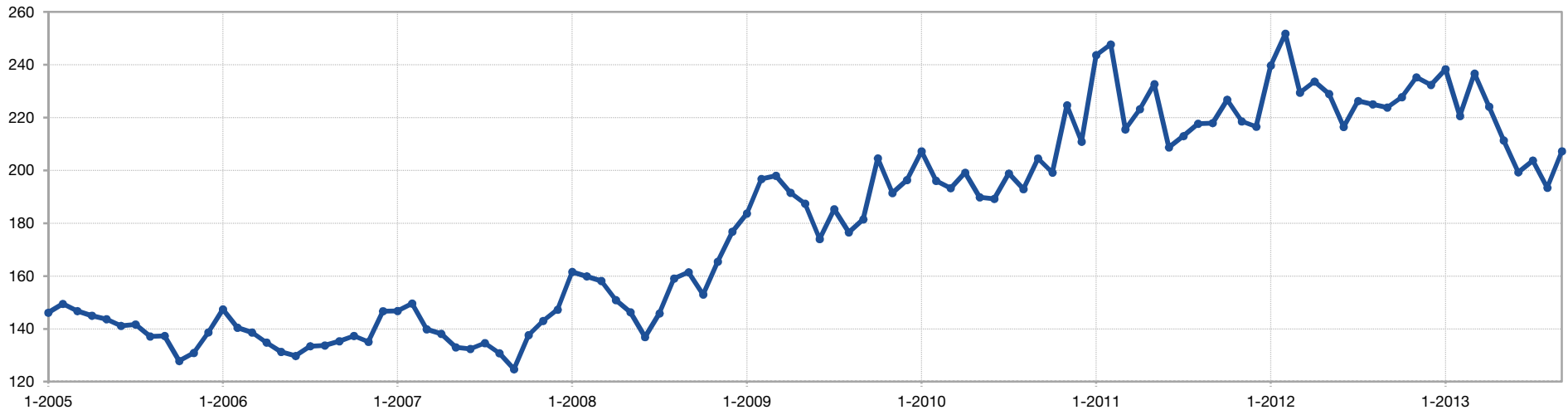


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2013	207	224	-7.6%
12-Month Avg	219	228	-3.9%

Historical Housing Affordability Index by Month

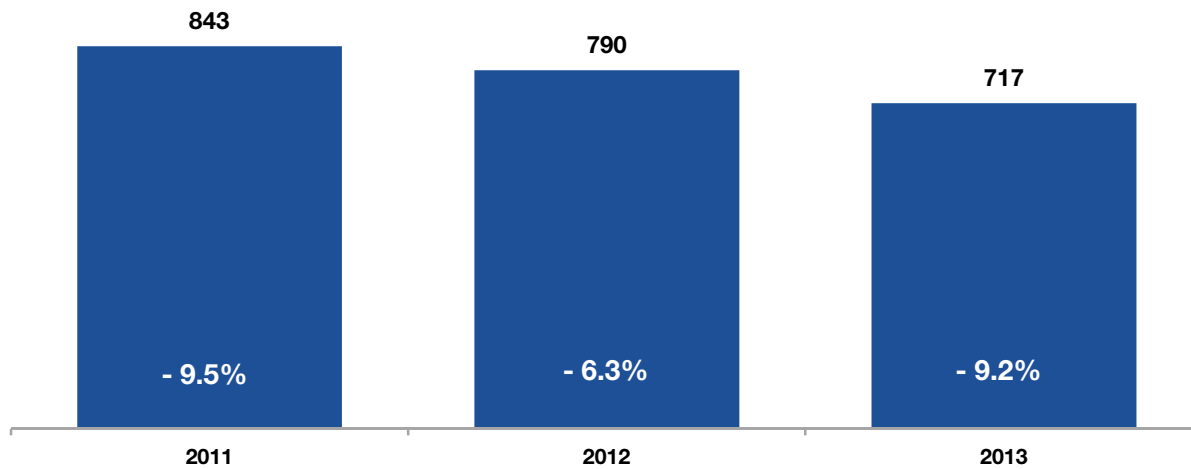


Inventory of Homes for Sale

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

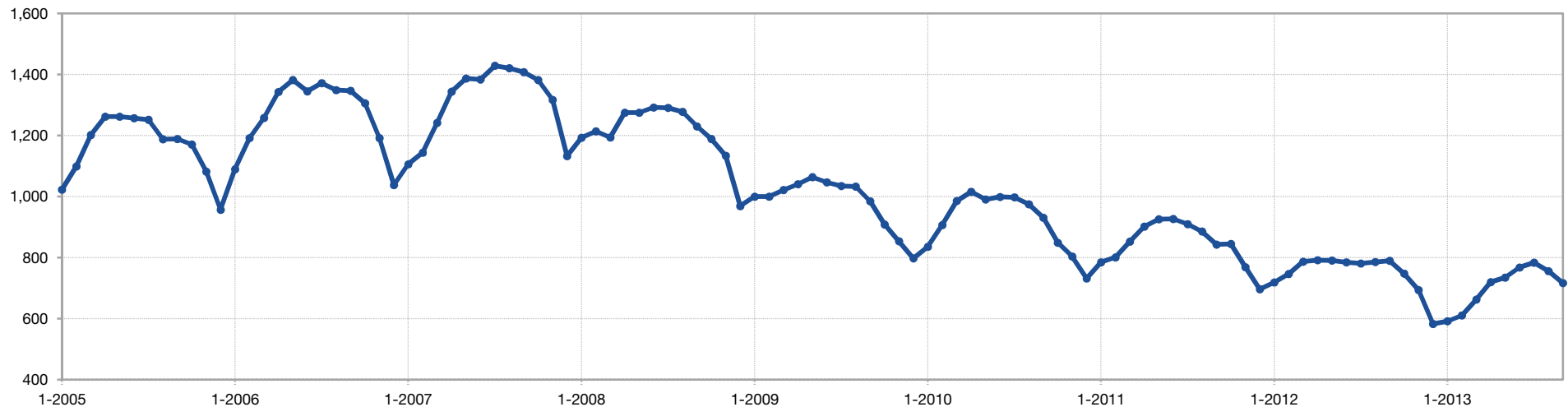


September



Homes for Sale		Prior Year	Percent Change
October 2012	748	845	-11.5%
November 2012	694	769	-9.8%
December 2012	583	697	-16.4%
January 2013	592	719	-17.7%
February 2013	611	747	-18.2%
March 2013	663	787	-15.8%
April 2013	720	792	-9.1%
May 2013	735	791	-7.1%
June 2013	768	785	-2.2%
July 2013	784	781	+0.4%
August 2013	756	786	-3.8%
September 2013	717	790	-9.2%
12-Month Avg	698	774	-9.8%

Historical Inventory of Homes for Sale by Month

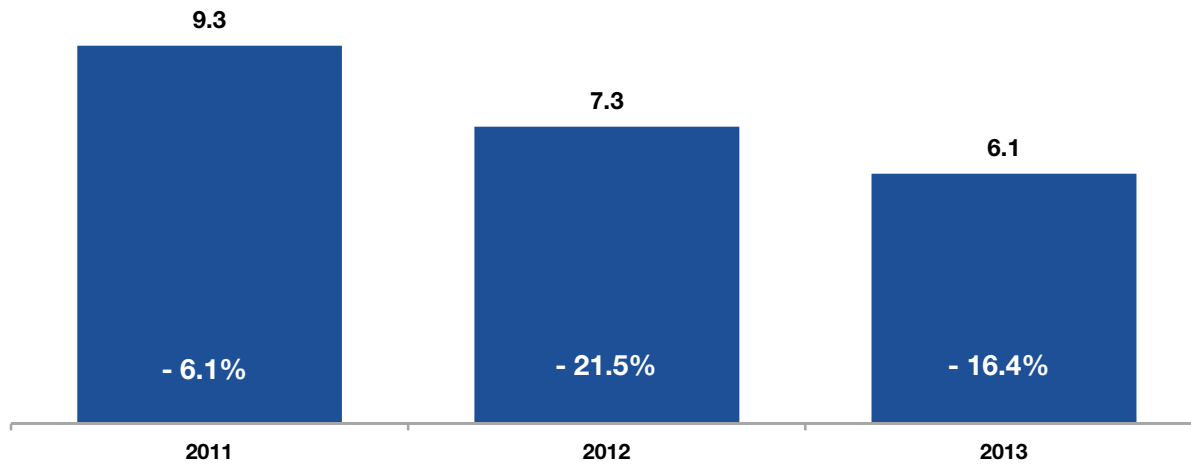


Months Supply of Inventory

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.

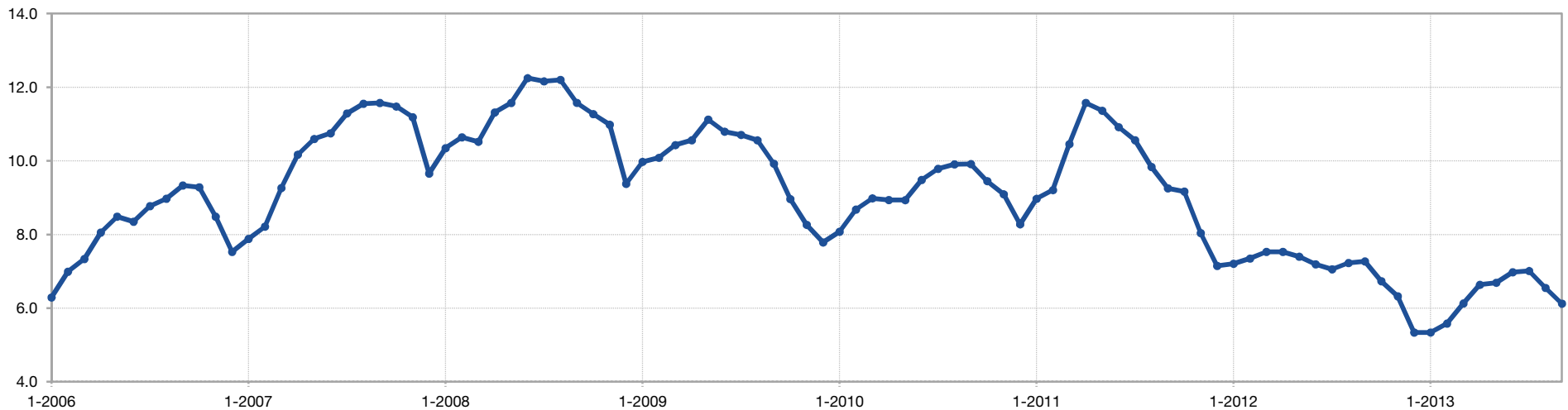


September



Months Supply	Prior Year	Percent Change
October 2012	9.2	-27.2%
November 2012	8.0	-21.3%
December 2012	7.1	-25.4%
January 2013	7.2	-26.4%
February 2013	7.3	-23.3%
March 2013	7.5	-18.7%
April 2013	7.5	-12.0%
May 2013	7.4	-9.5%
June 2013	7.2	-2.8%
July 2013	7.1	-1.4%
August 2013	7.2	-8.3%
September 2013	7.3	-16.4%
12-Month Avg	7.5	-16.0%

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	+ / -	9-2012	9-2013	+ / -	9-2012	9-2013	+ / -
Albany	57	50	-12.3%	32	29	-9.4%	\$119,750	\$122,900	+2.6%	27	23	-14.8%	7.4	5.0	-32.1%
Avon	54	71	+31.5%	27	39	+44.4%	\$146,000	\$165,500	+13.4%	30	28	-6.7%	11.3	6.7	-40.3%
Clearwater	79	88	+11.4%	37	48	+29.7%	\$142,000	\$152,250	+7.2%	35	45	+28.6%	8.4	8.6	+2.0%
Cold Spring	132	150	+13.6%	62	75	+21.0%	\$145,000	\$167,500	+15.5%	74	75	+1.4%	11.2	9.2	-18.3%
Eden Lake Twp	4	6	+50.0%	1	2	+100.0%	\$500,000	\$96,500	-80.7%	1	3	+200.0%	1.0	3.0	+200.0%
Eden Valley	42	55	+31.0%	22	27	+22.7%	\$115,000	\$120,000	+4.3%	23	33	+43.5%	7.4	9.7	+30.8%
Fair Haven Twp	8	5	-37.5%	2	5	+150.0%	\$172,590	\$145,500	-15.7%	6	2	-66.7%	6.0	1.7	-72.2%
Foley	92	94	+2.2%	56	56	0.0%	\$115,000	\$121,500	+5.7%	37	41	+10.8%	5.5	6.5	+18.1%
Freeport	27	24	-11.1%	15	14	-6.7%	\$140,500	\$134,250	-4.4%	14	7	-50.0%	6.4	3.5	-45.0%
Holdingford	25	26	+4.0%	8	15	+87.5%	\$112,255	\$115,000	+2.4%	16	13	-18.8%	10.7	6.2	-42.0%
Kimball	58	67	+15.5%	24	42	+75.0%	\$183,000	\$143,000	-21.9%	45	35	-22.2%	15.0	6.9	-54.1%
Maine Prairie Twp	1	1	0.0%	1	2	+100.0%	\$152,000	\$237,500	+56.3%	0	0	--	0.0	0.0	--
Melrose	48	72	+50.0%	20	40	+100.0%	\$125,750	\$125,750	0.0%	27	37	+37.0%	10.4	8.4	-19.3%
Paynesville	66	70	+6.1%	30	33	+10.0%	\$124,900	\$148,000	+18.5%	39	33	-15.4%	12.3	10.2	-17.6%
Rice	123	99	-19.5%	49	66	+34.7%	\$140,000	\$147,400	+5.3%	77	56	-27.3%	13.6	8.1	-40.4%
Richmond	102	112	+9.8%	42	55	+31.0%	\$172,000	\$199,500	+16.0%	61	50	-18.0%	12.8	7.7	-40.1%
Rockville	16	29	+81.3%	11	11	0.0%	\$209,900	\$154,000	-26.6%	7	16	+128.6%	3.8	8.5	+124.7%
Sartell	317	338	+6.6%	197	207	+5.1%	\$165,000	\$169,000	+2.4%	135	140	+3.7%	6.5	6.5	+1.3%
Sauk Centre	100	121	+21.0%	58	69	+19.0%	\$95,000	\$133,000	+40.0%	55	71	+29.1%	9.4	9.6	+1.5%
Sauk Rapids	240	259	+7.9%	137	149	+8.8%	\$136,500	\$143,750	+5.3%	111	103	-7.2%	6.9	6.3	-8.6%
St. Cloud	938	983	+4.8%	552	600	+8.7%	\$109,550	\$123,450	+12.7%	460	388	-15.7%	8.0	5.9	-26.1%
St. Joseph	114	126	+10.5%	73	76	+4.1%	\$155,000	\$150,500	-2.9%	50	52	+4.0%	6.6	6.4	-2.4%
St. Augusta	43	41	-4.7%	20	25	+25.0%	\$187,700	\$240,109	+27.9%	26	16	-38.5%	11.9	4.3	-63.7%
Waite Park	67	69	+3.0%	50	50	0.0%	\$116,375	\$124,951	+7.4%	34	34	0.0%	4.9	6.4	+29.5%
Wakefield Twp	2	5	+150.0%	0	5	--	\$0	\$250,000	--	2	0	-100.0%	0.0	0.0	--