

Monthly Indicators



October 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

+ 31.0% **+ 11.2%** **- 3.6%**

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.



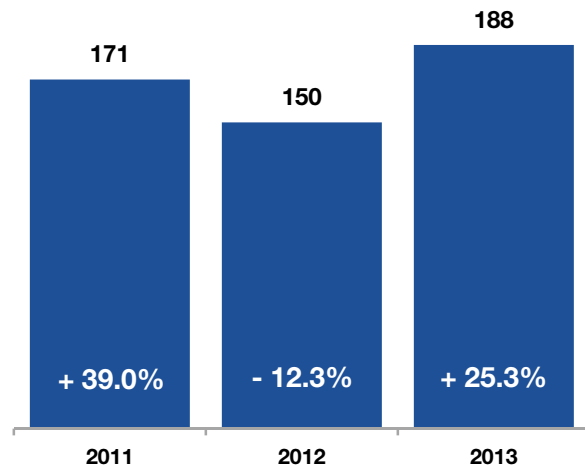
Key Metrics	Historical Sparkbars	10-2012	10-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		150	188	+ 25.3%	1,826	1,959	+ 7.3%
Pending Sales		109	96	- 11.9%	1,142	1,217	+ 6.6%
Closed Sales		100	131	+ 31.0%	1,109	1,210	+ 9.1%
Days on Market		89	84	- 5.6%	102	92	- 9.8%
Median Sales Price		\$134,900	\$149,950	+ 11.2%	\$130,000	\$140,600	+ 8.2%
Average Sales Price		\$144,920	\$158,094	+ 9.1%	\$140,754	\$152,762	+ 8.5%
Pct. of Orig. Price Received		92.5%	92.4%	- 0.1%	92.2%	93.3%	+ 1.2%
Affordability Index		228	196	- 14.0%	234	206	- 12.0%
Homes for Sale		748	721	- 3.6%	--	--	--
Months Supply		6.7	6.2	- 7.5%	--	--	--

New Listings

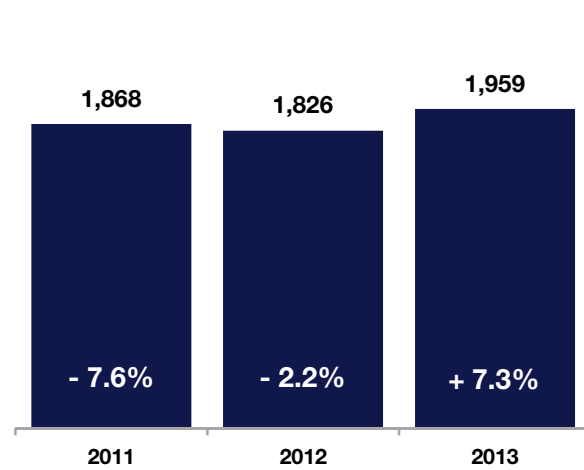
A count of the properties that have been newly listed on the market in a given month.



October

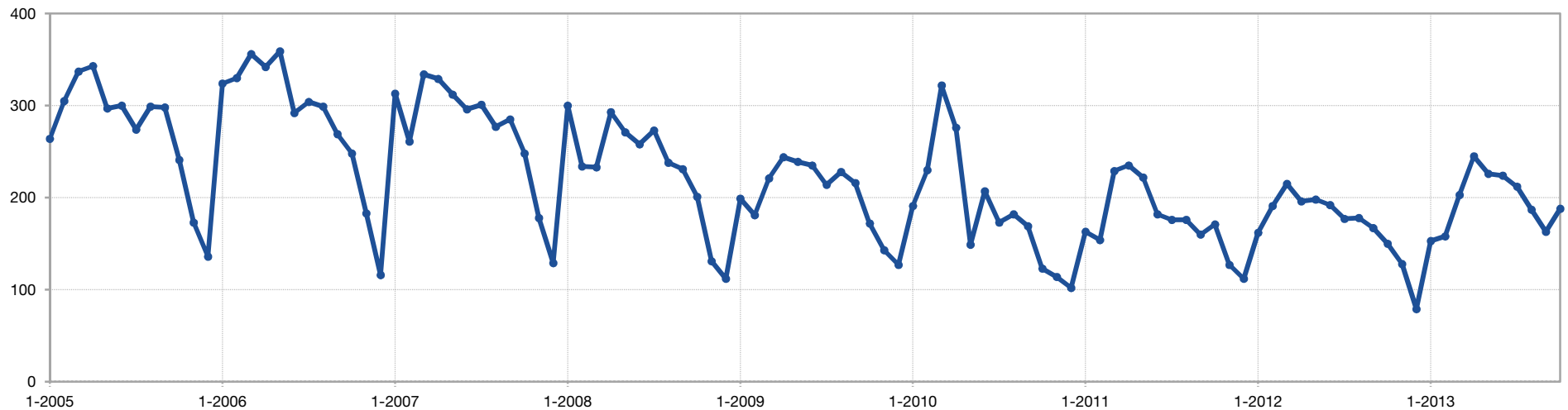


Year to Date



	New Listings	Prior Year	Percent Change
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	203	215	-5.6%
April 2013	245	196	+25.0%
May 2013	226	198	+14.1%
June 2013	224	192	+16.7%
July 2013	212	177	+19.8%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
October 2013	188	150	+25.3%
12-Month Avg	181	172	+5.2%

Historical New Listings by Month

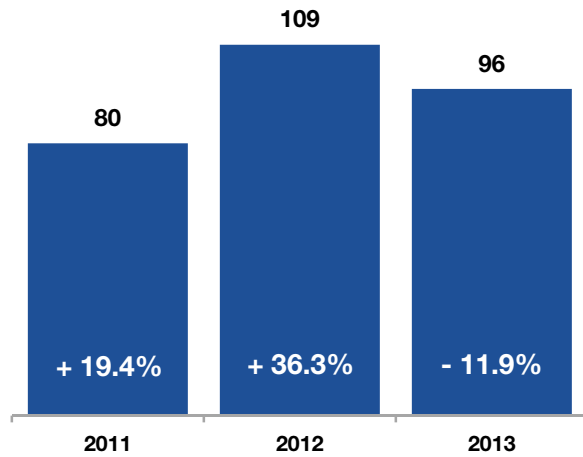


Pending Sales

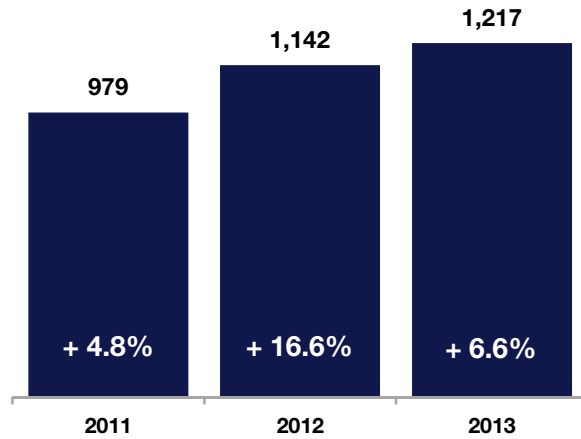
A count of the properties on which offers have been accepted in a given month.



October

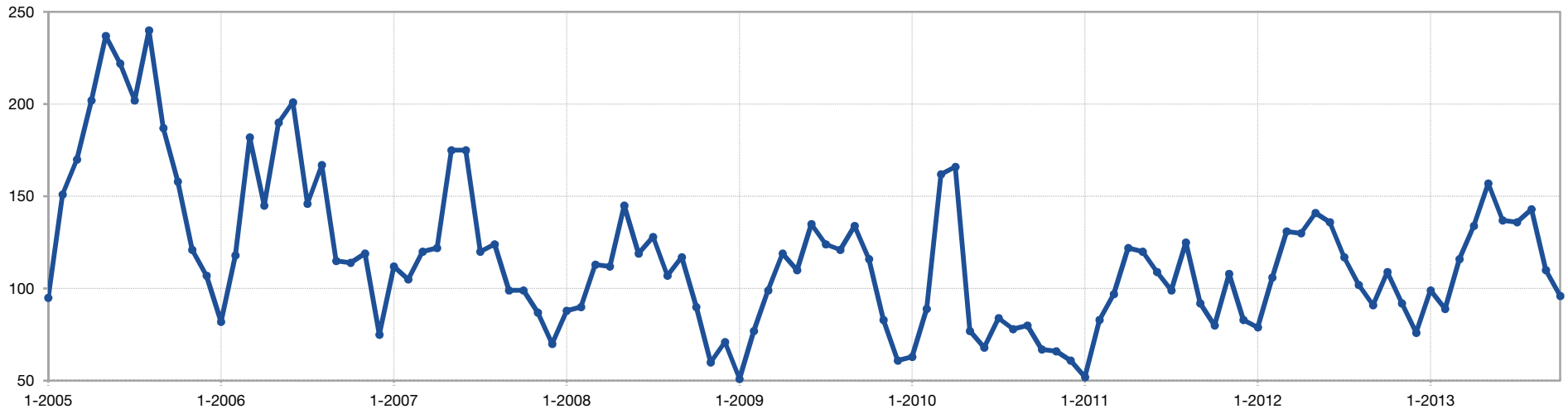


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	137	136	+0.7%
July 2013	136	117	+16.2%
August 2013	143	102	+40.2%
September 2013	110	91	+20.9%
October 2013	96	109	-11.9%
12-Month Avg	115	111	+3.6%

Historical Pending Sales by Month

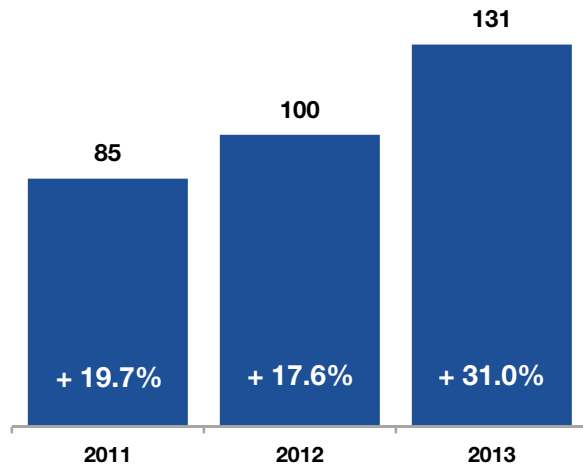


Closed Sales

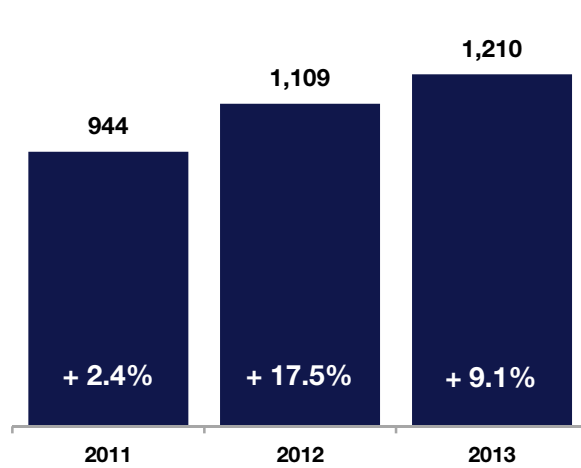
A count of the actual sales that closed in a given month.



October

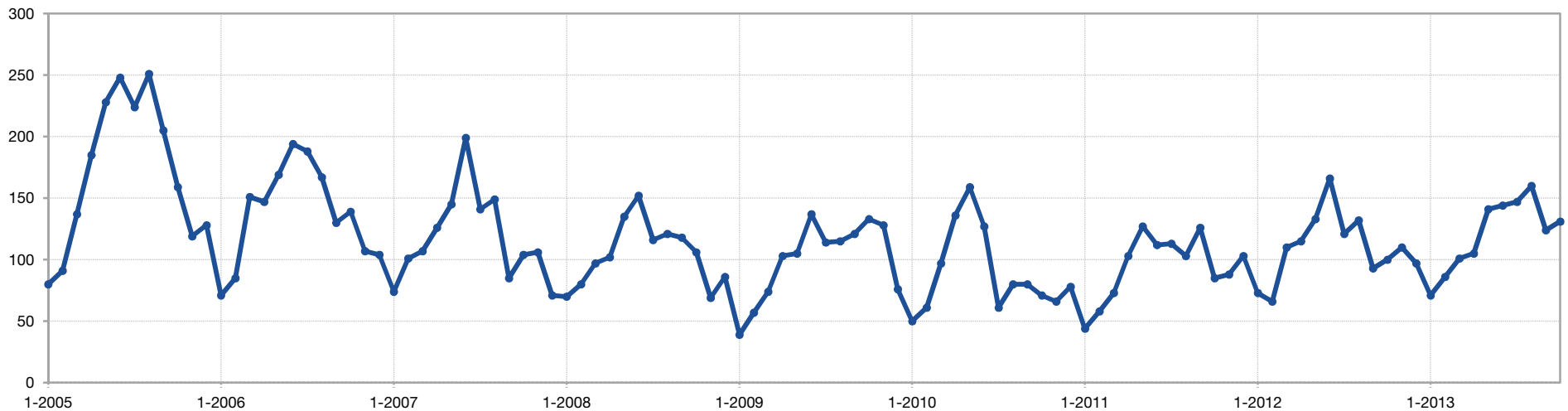


Year to Date



Closed Sales	Prior Year	Percent Change
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	-8.7%
May 2013	133	+6.0%
June 2013	166	-13.3%
July 2013	121	+21.5%
August 2013	132	+21.2%
September 2013	93	+33.3%
October 2013	100	+31.0%
12-Month Avg	118	+9.3%

Historical Closed Sales by Month

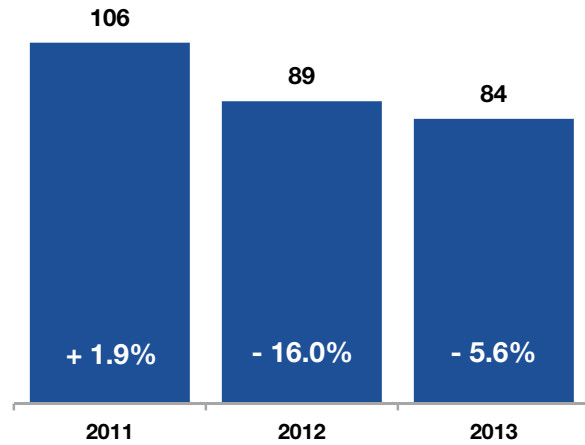


Days on Market Until Sale

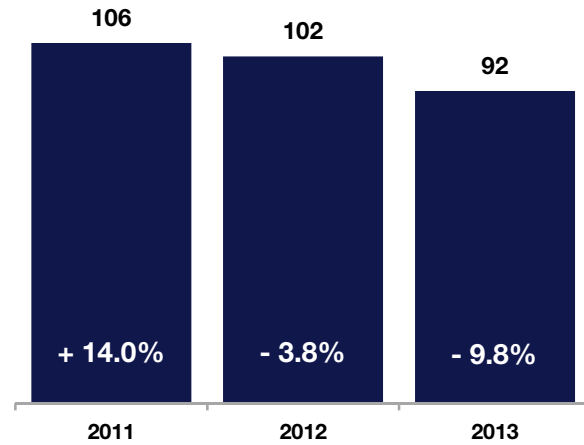
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

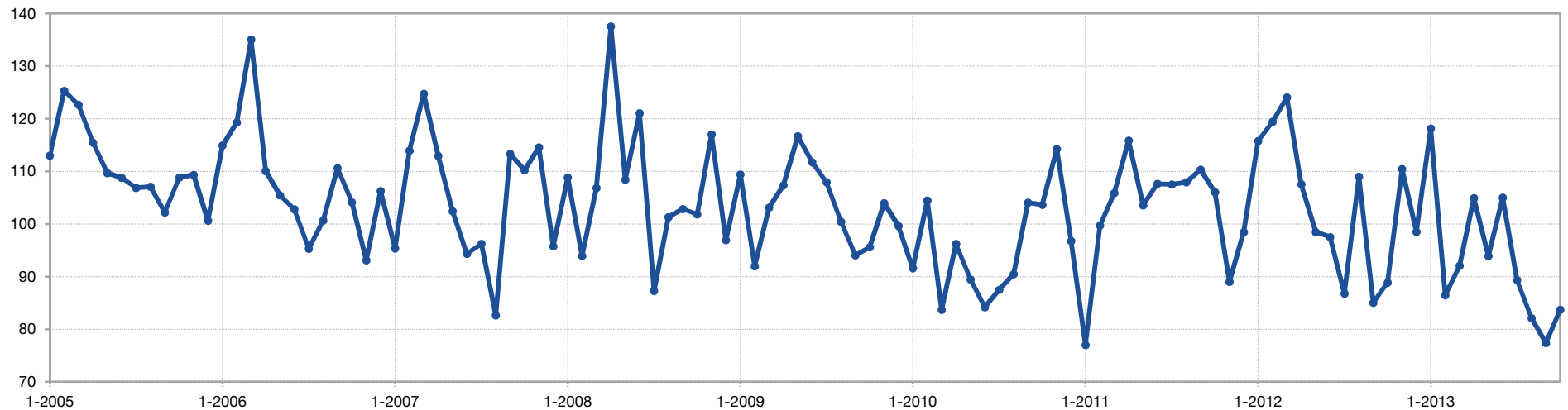


Year to Date



Days on Market		Prior Year	Percent Change
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	82	109	-24.8%
September 2013	77	85	-9.4%
October 2013	84	89	-5.6%
12-Month Avg	95	102	-6.9%

Historical Days on Market Until Sale by Month

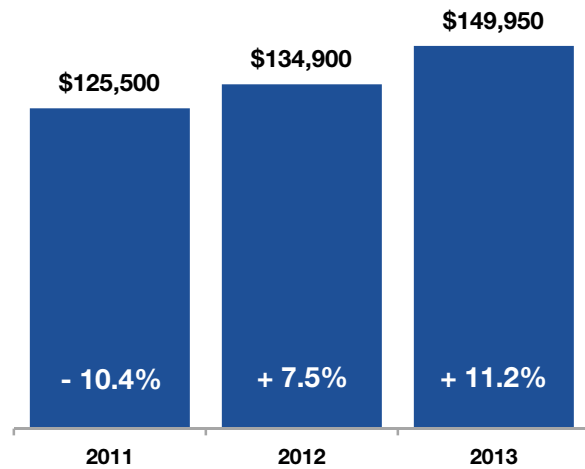


Median Sales Price

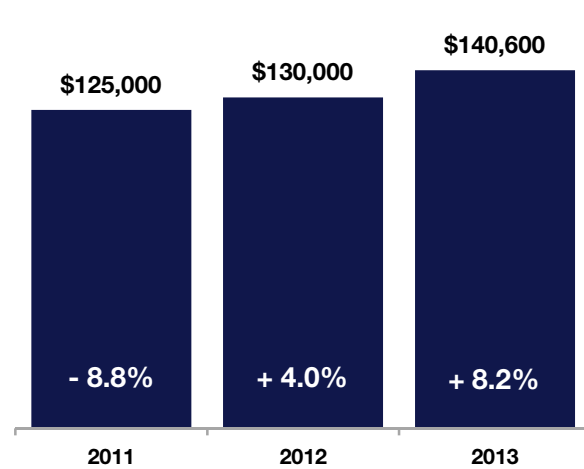
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$148,900	\$135,000	+10.3%
September 2013	\$139,900	\$138,950	+0.7%
October 2013	\$149,950	\$134,900	+11.2%
12-Month Avg	\$139,288	\$130,158	+7.0%

Historical Median Sales Price by Month

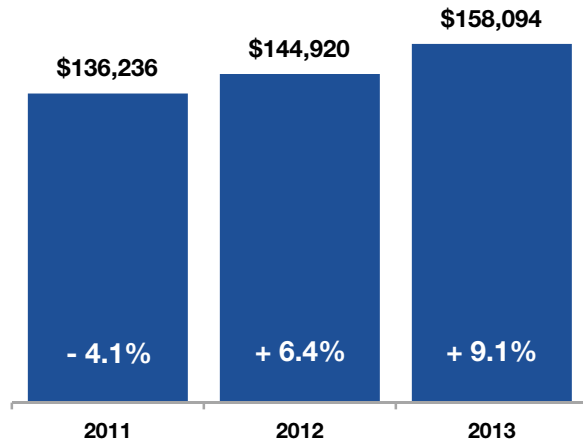


Average Sales Price

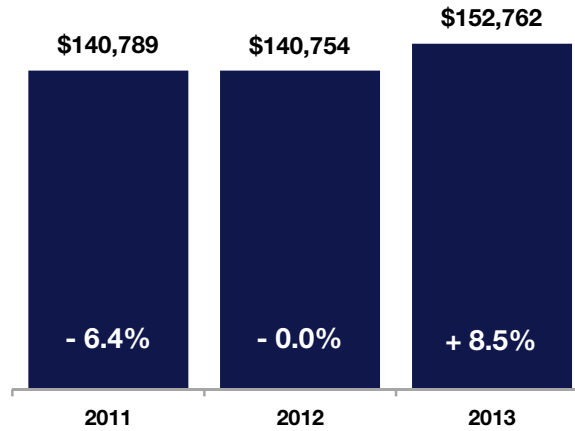
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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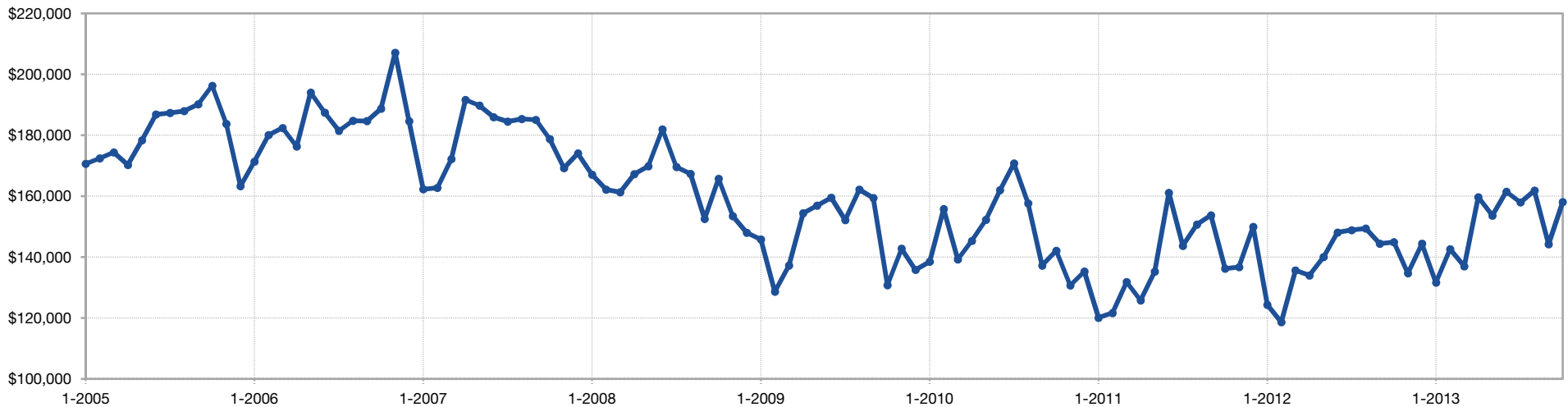


Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$161,873	\$149,405	+8.3%
September 2013	\$144,240	\$144,437	-0.1%
October 2013	\$158,094	\$144,920	+9.1%
12-Month Avg	\$148,953	\$139,595	+6.7%

Historical Average Sales Price by Month

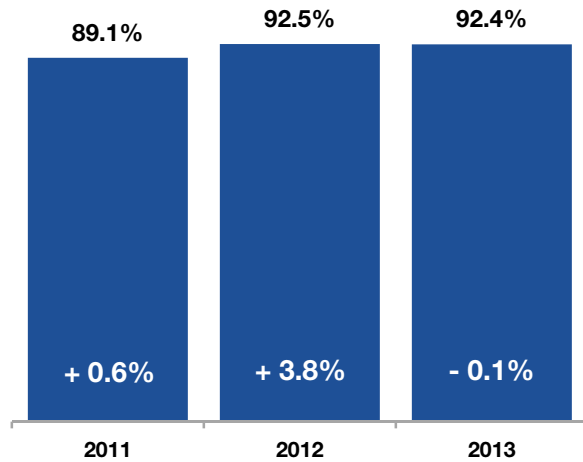


Percent of Original List Price Received

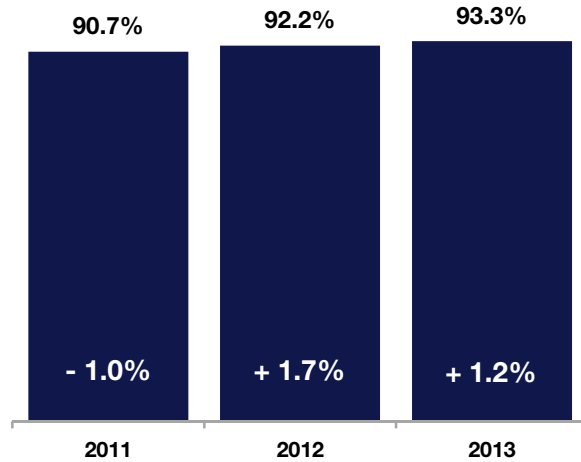
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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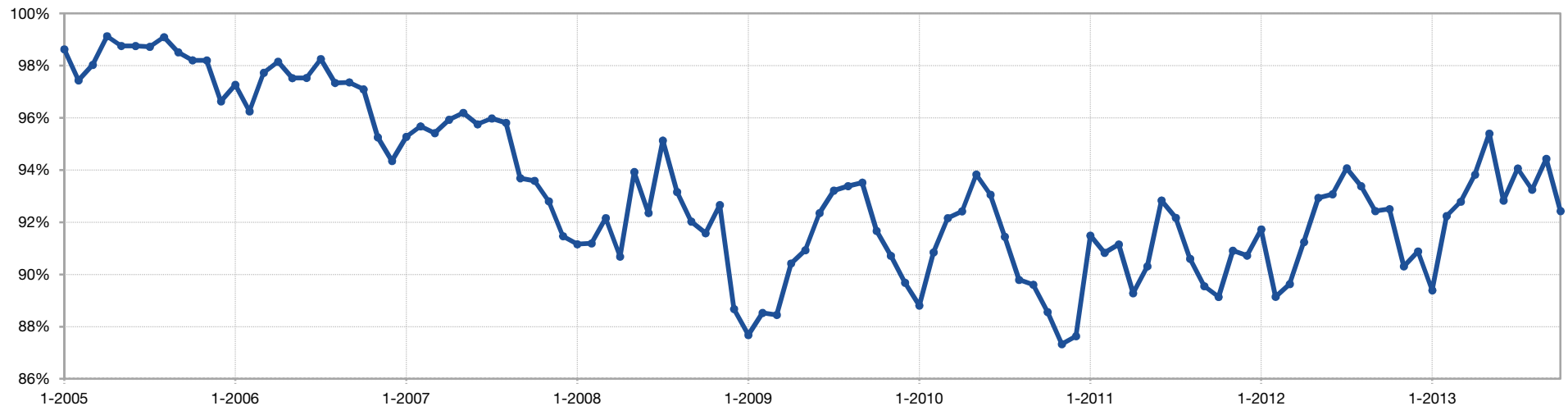


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	93.2%	93.4%	-0.2%
September 2013	94.4%	92.4%	+2.2%
October 2013	92.4%	92.5%	-0.1%
12-Month Avg	92.7%	91.8%	+1.0%

Historical Percent of Original List Price Received by Month

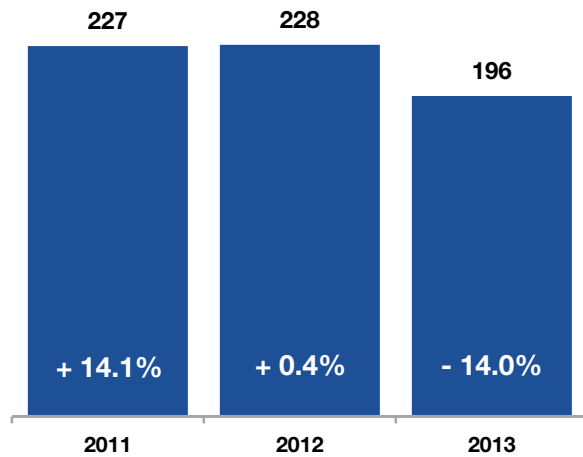


Housing Affordability Index

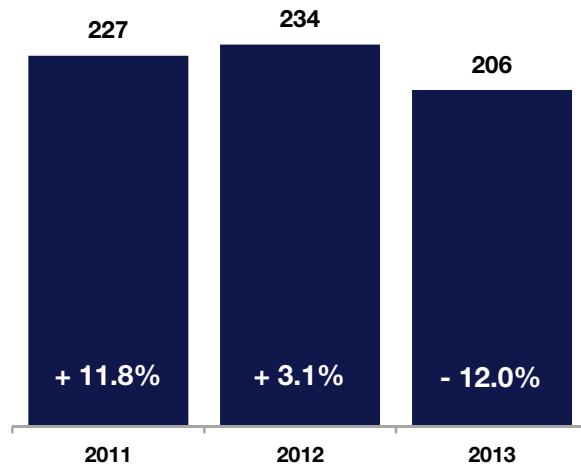
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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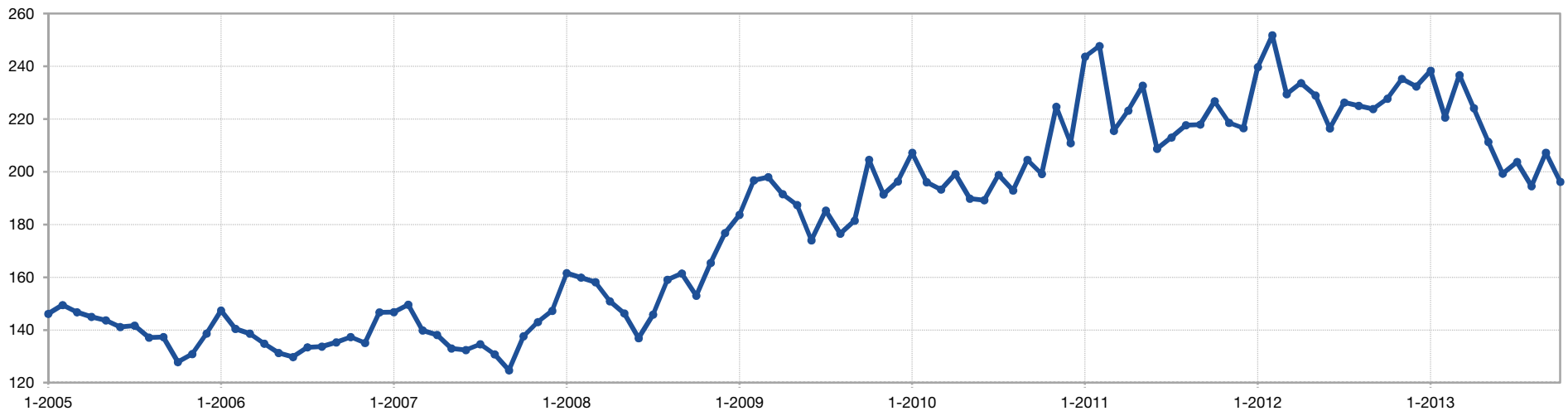


Year to Date



Affordability Index	Prior Year	Percent Change
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	195	225 -13.3%
September 2013	207	224 -7.6%
October 2013	196	228 -14.0%
12-Month Avg	217	228 -4.8%

Historical Housing Affordability Index by Month

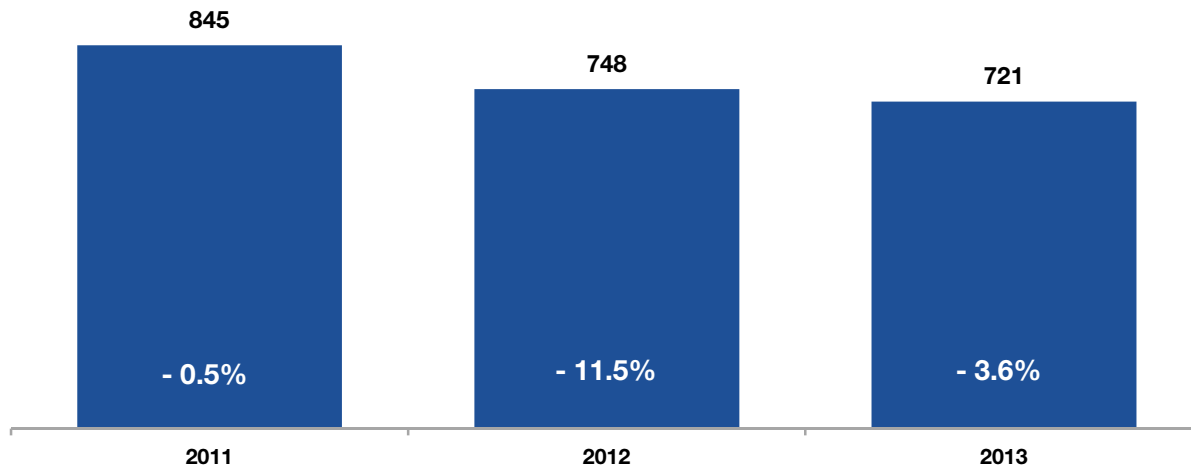


Inventory of Homes for Sale

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

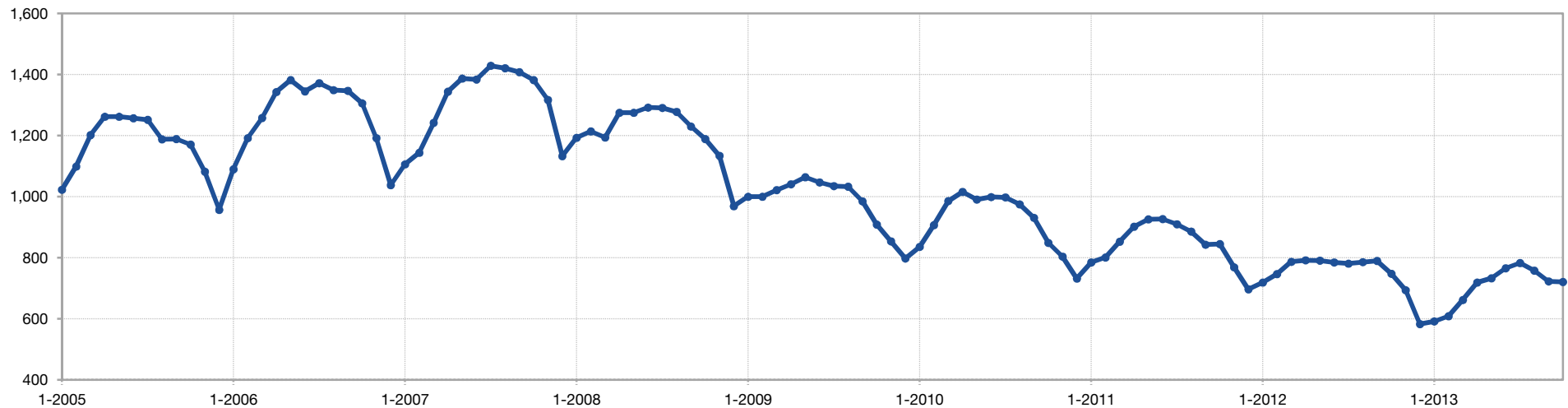


October



	Homes for Sale	Prior Year	Percent Change
November 2012	694	769	-9.8%
December 2012	583	697	-16.4%
January 2013	592	719	-17.7%
February 2013	609	747	-18.5%
March 2013	662	787	-15.9%
April 2013	719	792	-9.2%
May 2013	733	791	-7.3%
June 2013	766	785	-2.4%
July 2013	783	781	+0.3%
August 2013	758	786	-3.6%
September 2013	723	790	-8.5%
October 2013	721	748	-3.6%
12-Month Avg	695	766	-9.3%

Historical Inventory of Homes for Sale by Month

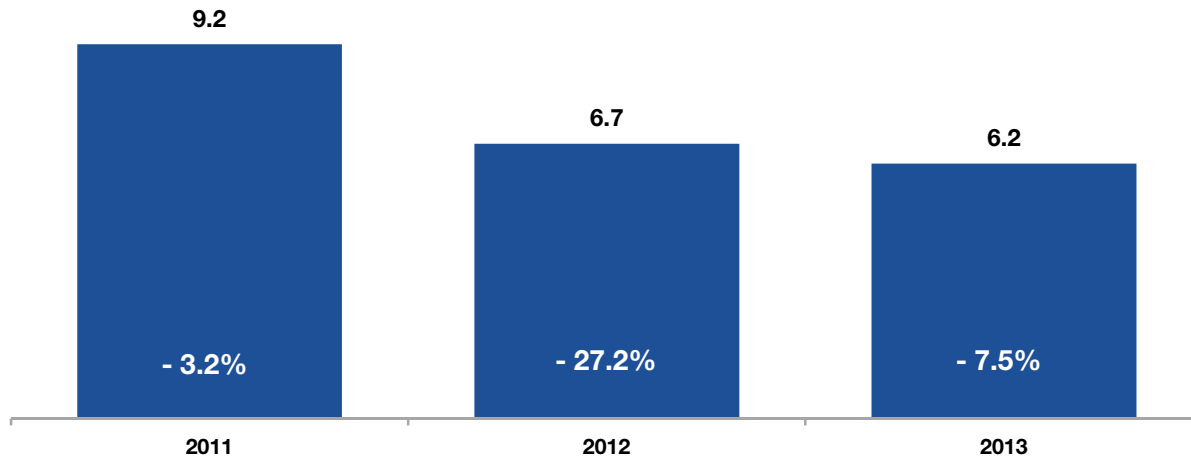


Months Supply of Inventory

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.

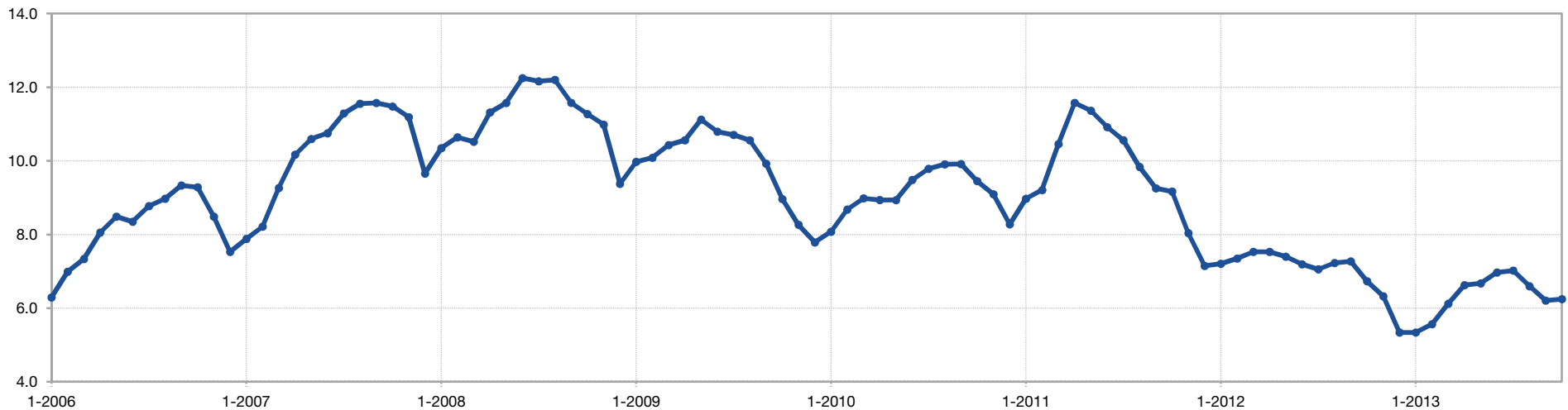


October



	Months Supply	Prior Year	Percent Change
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	5.6	7.3	-23.3%
March 2013	6.1	7.5	-18.7%
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	6.6	7.2	-8.3%
September 2013	6.2	7.3	-15.1%
October 2013	6.2	6.7	-7.5%
12-Month Avg	6.3	7.3	-13.7%

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	+ / -	10-2012	10-2013	+ / -	10-2012	10-2013	+ / -
Albany	61	55	-9.8%	37	32	-13.5%	\$115,000	\$121,450	+5.6%	23	27	+17.4%	6.0	6.6	+9.8%
Avon	56	78	+39.3%	28	43	+53.6%	\$151,000	\$169,950	+12.5%	28	24	-14.3%	10.2	5.6	-44.5%
Clearwater	90	95	+5.6%	49	51	+4.1%	\$150,000	\$152,000	+1.3%	33	38	+15.2%	7.2	7.6	+5.6%
Cold Spring	137	168	+22.6%	68	84	+23.5%	\$145,000	\$167,000	+15.2%	63	75	+19.0%	9.3	9.3	-0.6%
Eden Lake Twp	4	7	+75.0%	2	2	0.0%	\$348,500	\$96,500	-72.3%	1	3	+200.0%	1.0	3.0	+200.0%
Eden Valley	47	59	+25.5%	28	29	+3.6%	\$109,500	\$120,000	+9.6%	21	31	+47.6%	6.8	9.0	+32.5%
Fair Haven Twp	8	5	-37.5%	2	5	+150.0%	\$172,590	\$145,500	-15.7%	4	1	-75.0%	3.2	1.0	-68.8%
Foley	98	97	-1.0%	66	62	-6.1%	\$118,950	\$119,000	+0.0%	36	35	-2.8%	5.5	5.8	+5.2%
Freeport	29	30	+3.4%	19	16	-15.8%	\$136,250	\$134,250	-1.5%	13	9	-30.8%	5.9	4.3	-27.5%
Holdingsford	28	28	0.0%	13	17	+30.8%	\$104,625	\$118,950	+13.7%	13	12	-7.7%	7.4	6.3	-15.0%
Kimball	65	70	+7.7%	30	49	+63.3%	\$127,000	\$150,026	+18.1%	42	27	-35.7%	13.2	5.1	-61.0%
Maine Prairie Twp	1	1	0.0%	1	2	+100.0%	\$152,000	\$237,500	+56.3%	0	0	--	0.0	0.0	--
Melrose	55	84	+52.7%	21	46	+119.0%	\$125,000	\$127,125	+1.7%	31	39	+25.8%	12.4	8.2	-33.8%
Paynesville	73	78	+6.8%	31	35	+12.9%	\$124,950	\$148,000	+18.4%	37	34	-8.1%	12.0	10.5	-12.8%
Rice	136	107	-21.3%	56	74	+32.1%	\$139,750	\$148,000	+5.9%	71	48	-32.4%	13.1	7.1	-45.7%
Richmond	114	123	+7.9%	50	63	+26.0%	\$175,000	\$182,500	+4.3%	61	50	-18.0%	12.4	7.8	-37.2%
Rockville	20	32	+60.0%	12	18	+50.0%	\$197,450	\$161,500	-18.2%	8	11	+37.5%	4.8	5.5	+14.6%
Sartell	340	373	+9.7%	210	226	+7.6%	\$162,500	\$169,950	+4.6%	125	142	+13.6%	6.0	6.6	+11.0%
Sauk Centre	115	133	+15.7%	68	72	+5.9%	\$89,950	\$132,900	+47.7%	53	63	+18.9%	8.2	9.5	+15.9%
Sauk Rapids	256	284	+10.9%	157	171	+8.9%	\$139,000	\$145,000	+4.3%	95	99	+4.2%	5.6	6.2	+10.7%
St. Cloud	1,029	1,092	+6.1%	605	672	+11.1%	\$109,350	\$122,500	+12.0%	445	405	-9.0%	7.6	6.3	-16.9%
St. Joseph	124	135	+8.9%	81	86	+6.2%	\$159,900	\$157,500	-1.5%	47	50	+6.4%	6.0	6.3	+4.2%
St. Augusta	45	47	+4.4%	22	30	+36.4%	\$187,700	\$239,005	+27.3%	24	11	-54.2%	10.6	2.6	-75.2%
Waite Park	77	75	-2.6%	56	55	-1.8%	\$117,375	\$121,600	+3.6%	36	25	-30.6%	5.1	4.5	-11.6%
Wakefield Twp	2	5	+150.0%	0	5	--	\$0	\$250,000	--	2	0	-100.0%	0.0	0.0	--