

Monthly Indicators



November 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

- 23.6% **+ 5.2%** **- 4.9%**

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.



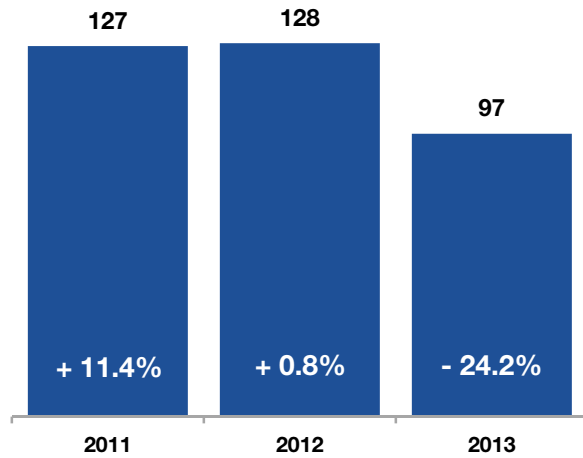
Key Metrics	Historical Sparkbars	11-2012	11-2013	Percent Change	YTD 2012	YTD 2013	Percent Change
New Listings		128	97	- 24.2%	1,954	2,056	+ 5.2%
Pending Sales		92	92	0.0%	1,234	1,308	+ 6.0%
Closed Sales		110	84	- 23.6%	1,219	1,294	+ 6.2%
Days on Market		110	90	- 18.2%	103	92	- 10.7%
Median Sales Price		\$130,000	\$136,750	+ 5.2%	\$130,000	\$140,000	+ 7.7%
Average Sales Price		\$134,718	\$145,146	+ 7.7%	\$140,203	\$152,262	+ 8.6%
Pct. of Orig. Price Received		90.3%	94.0%	+ 4.1%	92.1%	93.3%	+ 1.3%
Affordability Index		235	222	- 5.5%	235	218	- 7.2%
Homes for Sale		694	660	- 4.9%	--	--	--
Months Supply		6.3	5.7	- 9.5%	--	--	--

New Listings

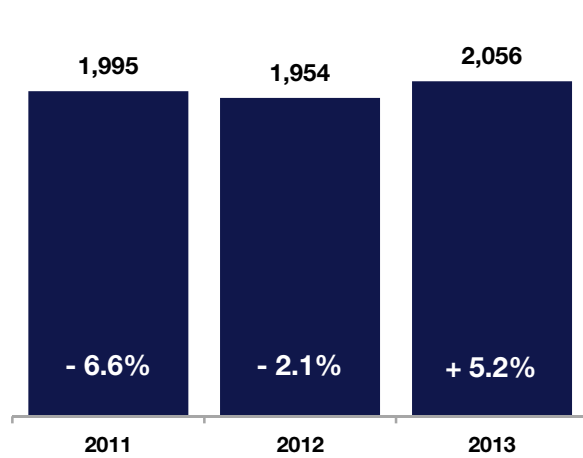
A count of the properties that have been newly listed on the market in a given month.



November

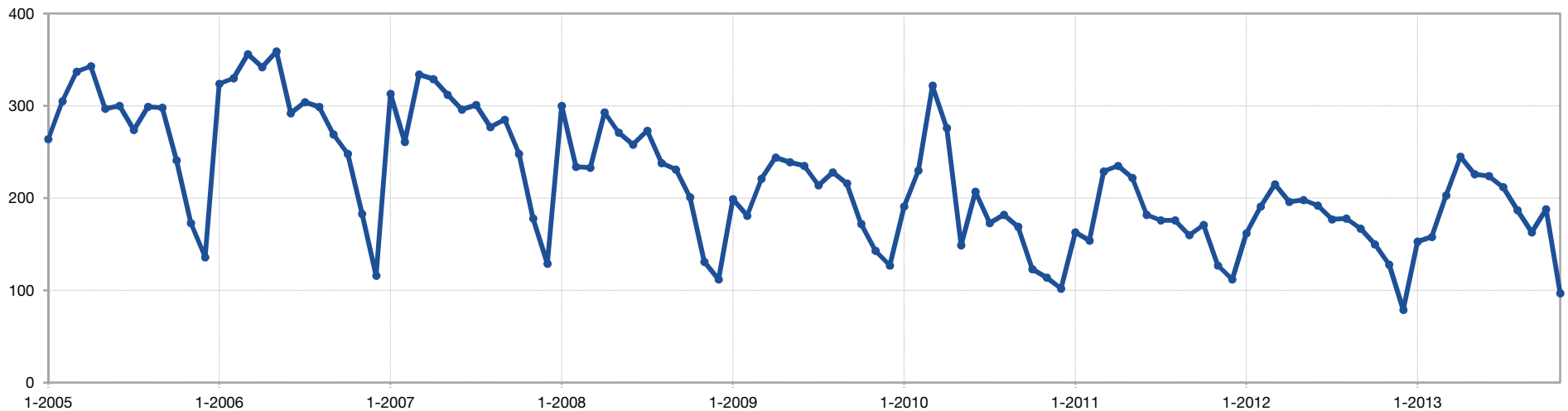


Year to Date



New Listings		Prior Year	Percent Change
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%
November 2013	97	128	-24.2%
12-Month Avg	178	172	+3.5%

Historical New Listings by Month

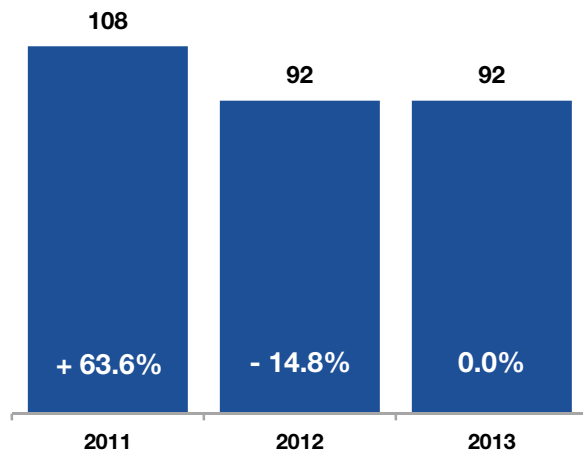


Pending Sales

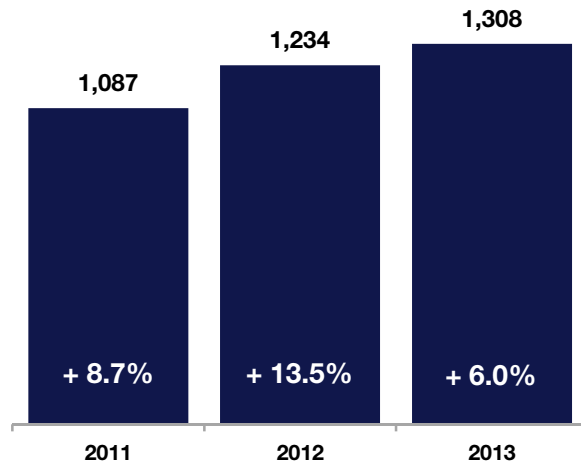
A count of the properties on which offers have been accepted in a given month.



November

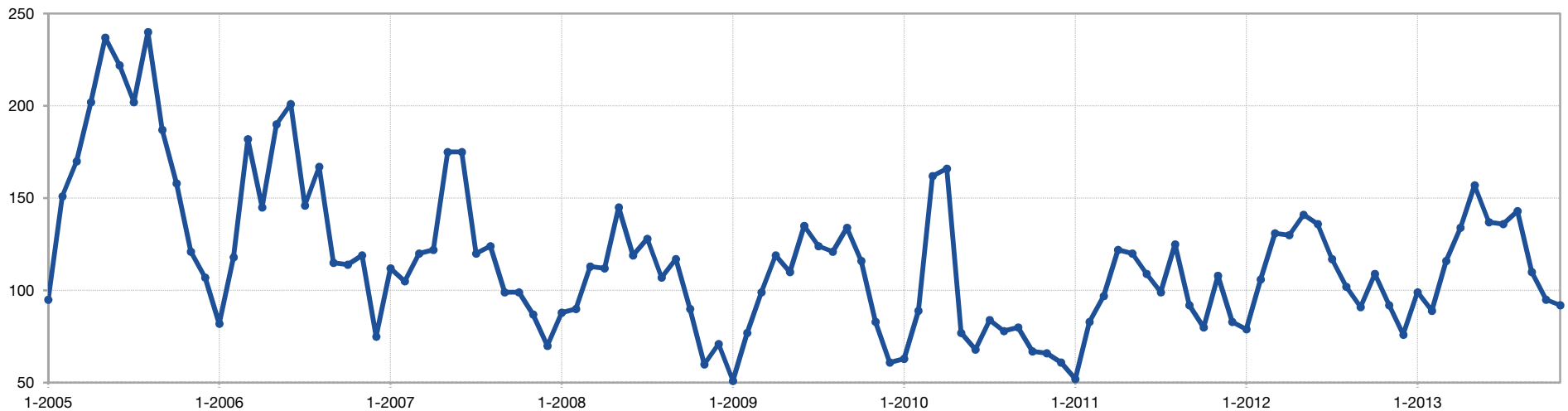


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	95	109	-12.8%
November 2013	92	92	0.0%
12-Month Avg	115	110	+4.5%

Historical Pending Sales by Month

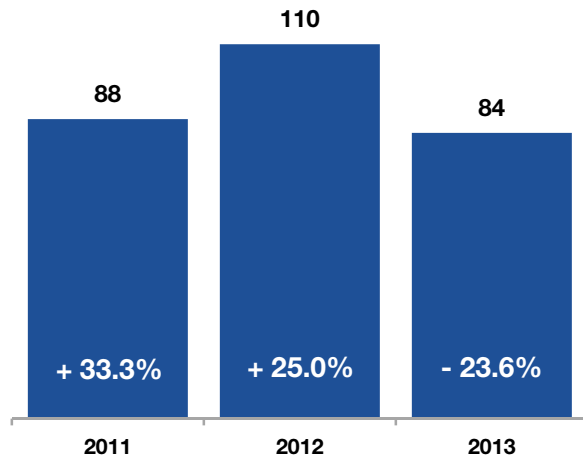


Closed Sales

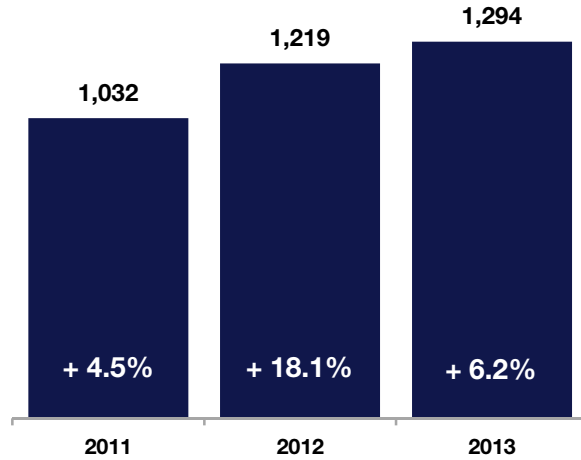
A count of the actual sales that closed in a given month.



November

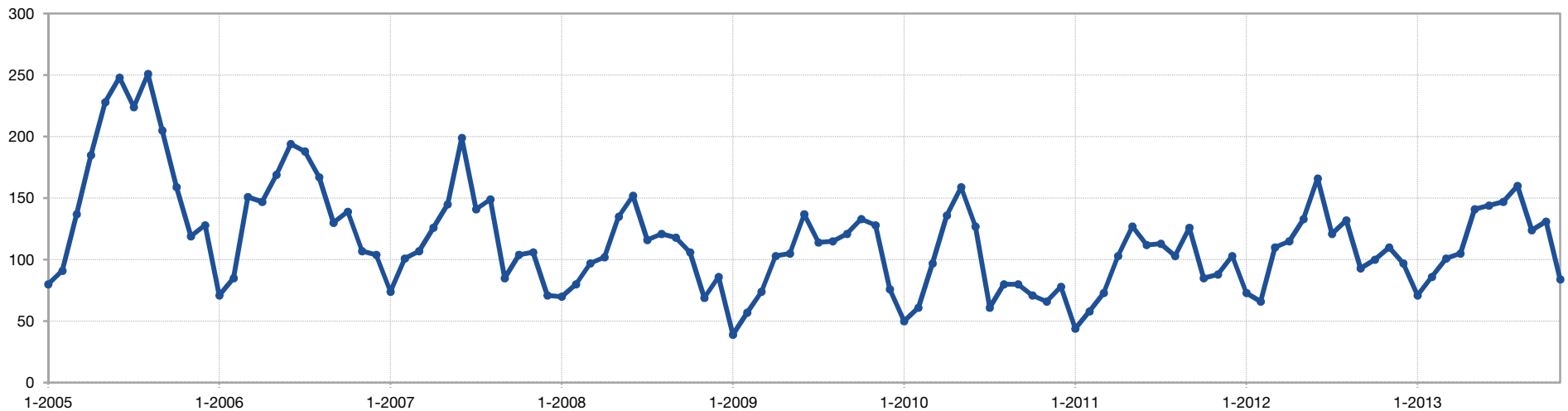


Year to Date



	Closed Sales	Prior Year	Percent Change
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	160	132	+21.2%
September 2013	124	93	+33.3%
October 2013	131	100	+31.0%
November 2013	84	110	-23.6%
12-Month Avg	116	110	+5.5%

Historical Closed Sales by Month

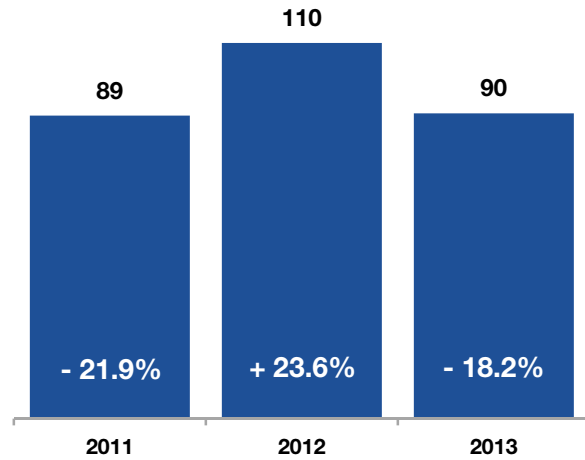


Days on Market Until Sale

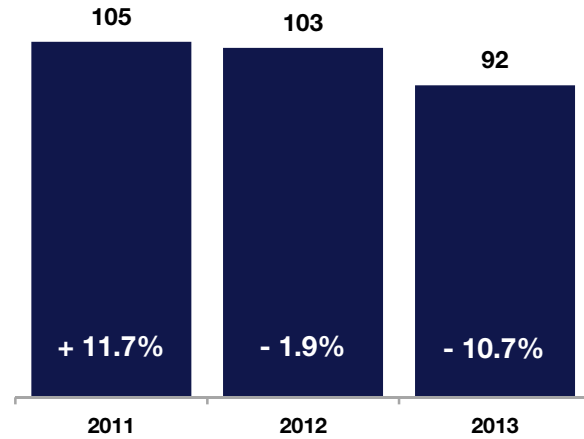
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

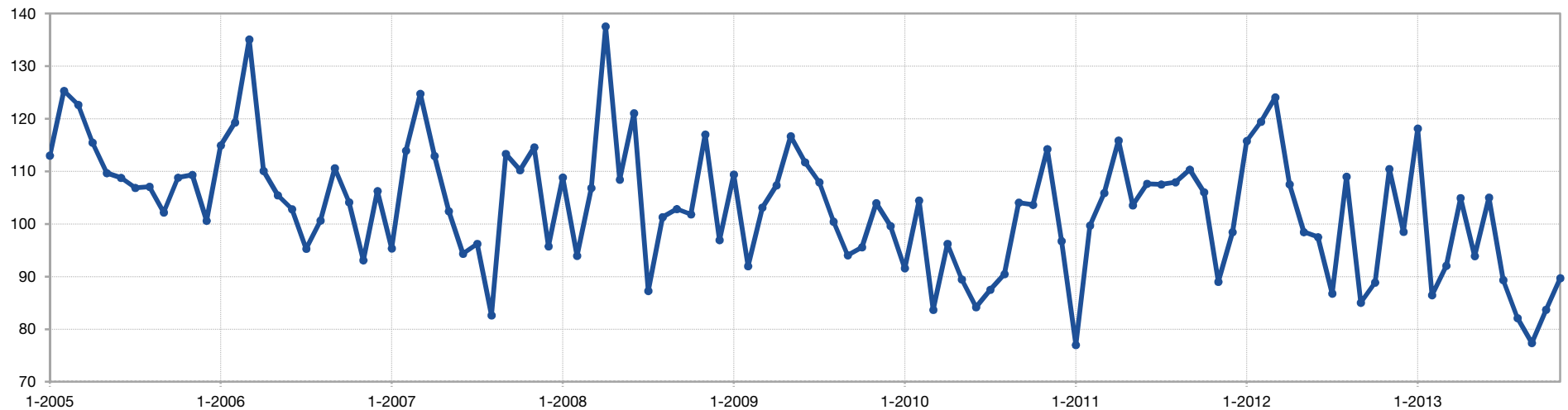


Year to Date



Days on Market	Prior Year	Percent Change
December 2012	99	+1.0%
January 2013	118	+1.7%
February 2013	86	-27.7%
March 2013	92	-25.8%
April 2013	105	-2.8%
May 2013	94	-4.1%
June 2013	105	+7.1%
July 2013	89	+2.3%
August 2013	82	-24.8%
September 2013	77	-9.4%
October 2013	84	-5.6%
November 2013	90	-18.2%
12-Month Avg	93	-9.7%

Historical Days on Market Until Sale by Month

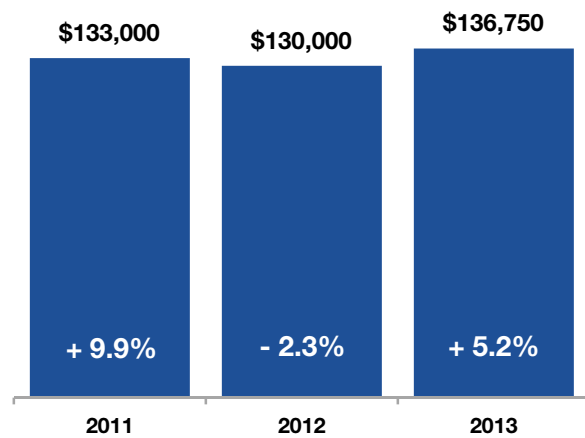


Median Sales Price

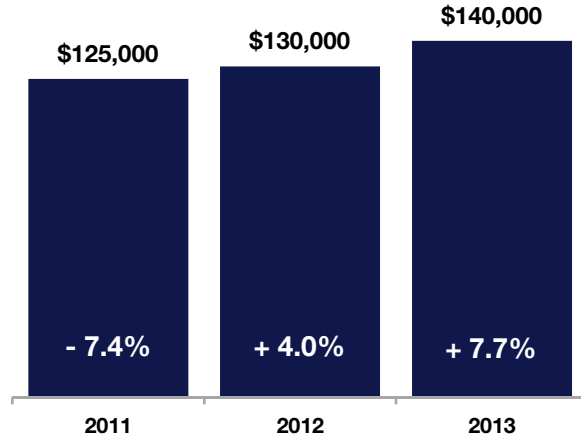
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2013	\$136,750	\$130,000	+5.2%
12-Month Avg	\$139,851	\$129,908	+7.7%

Historical Median Sales Price by Month

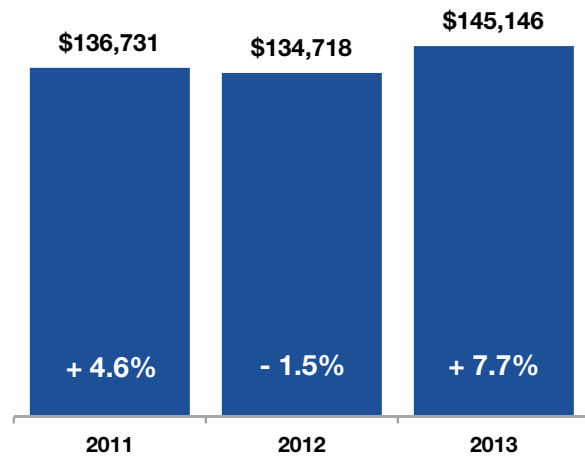


Average Sales Price

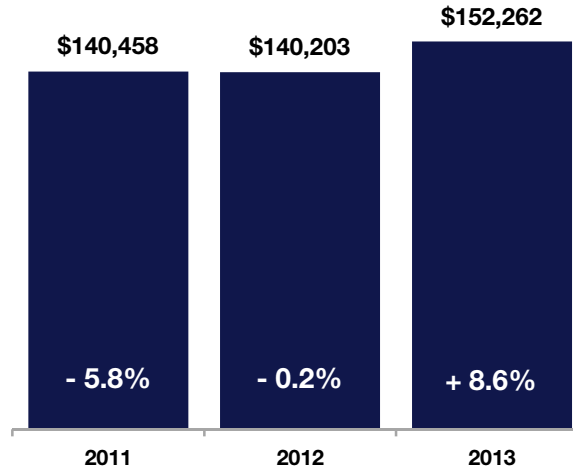
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
November 2013	\$145,146	\$134,718	+7.7%
12-Month Avg	\$149,822	\$139,427	+7.5%

Historical Average Sales Price by Month

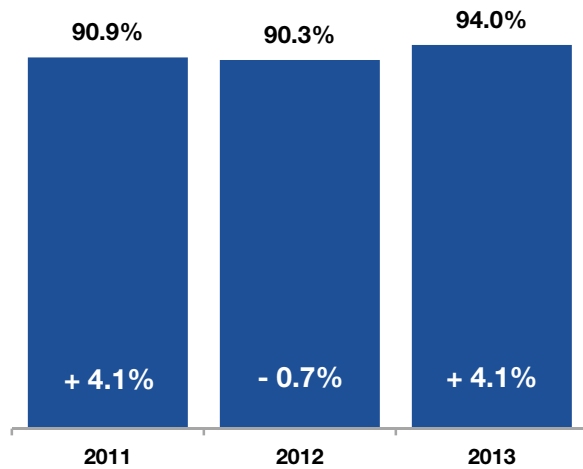


Percent of Original List Price Received

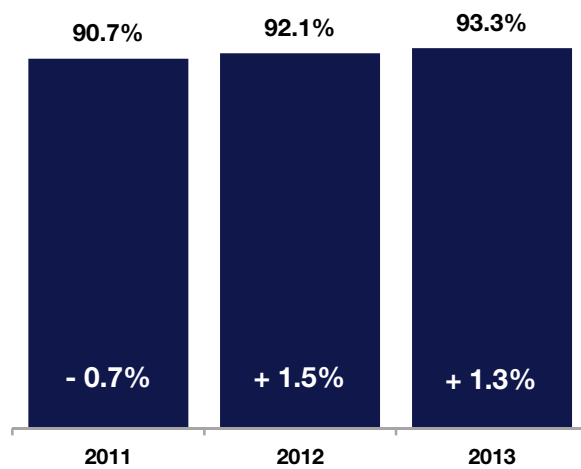
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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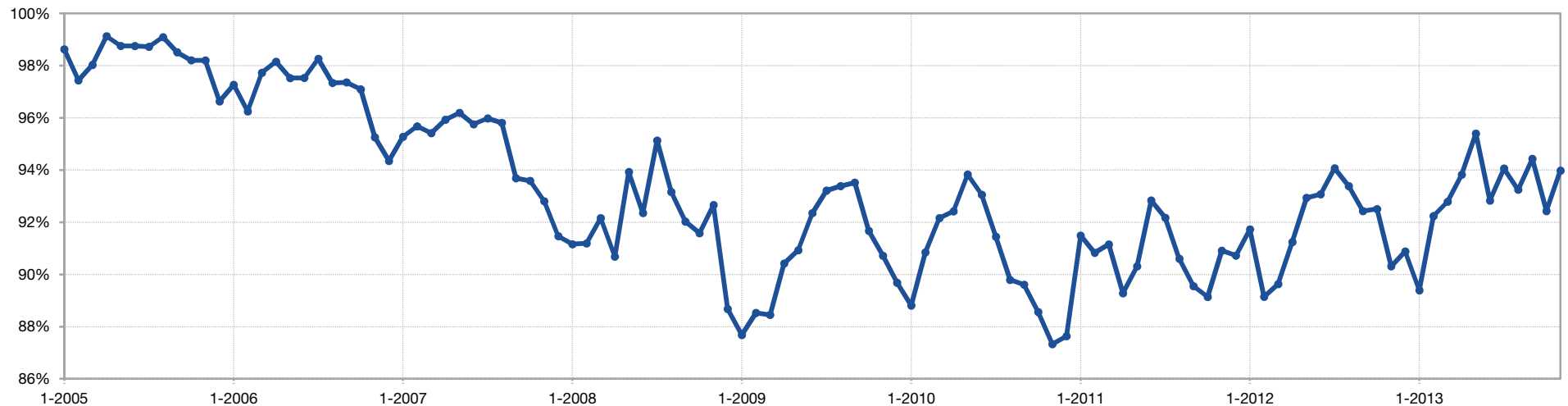


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2013	94.0%	90.3%	+4.1%
12-Month Avg	93.0%	91.8%	+1.3%

Historical Percent of Original List Price Received by Month

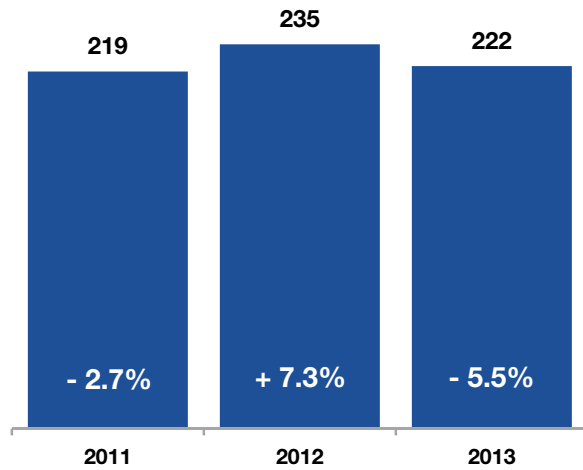


Housing Affordability Index

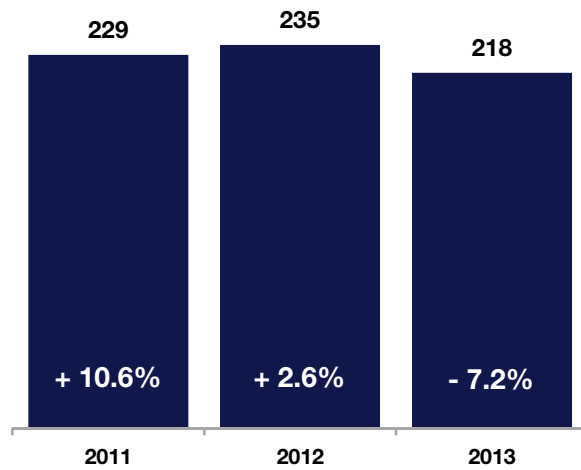
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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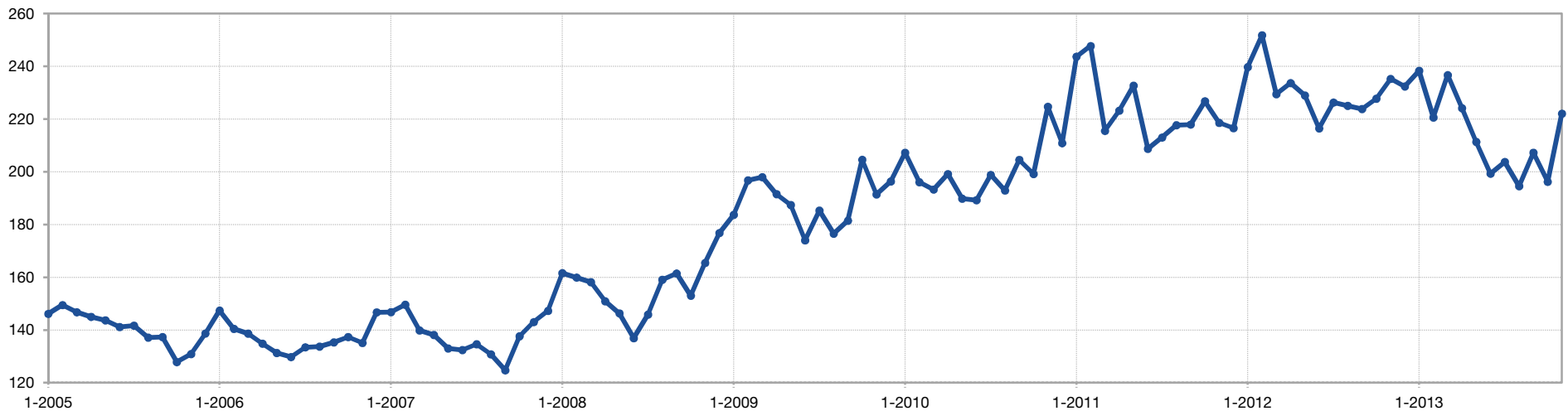


Year to Date



Affordability Index	Prior Year	Percent Change	
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%
November 2013	222	235	-5.5%
12-Month Avg	216	230	-6.1%

Historical Housing Affordability Index by Month

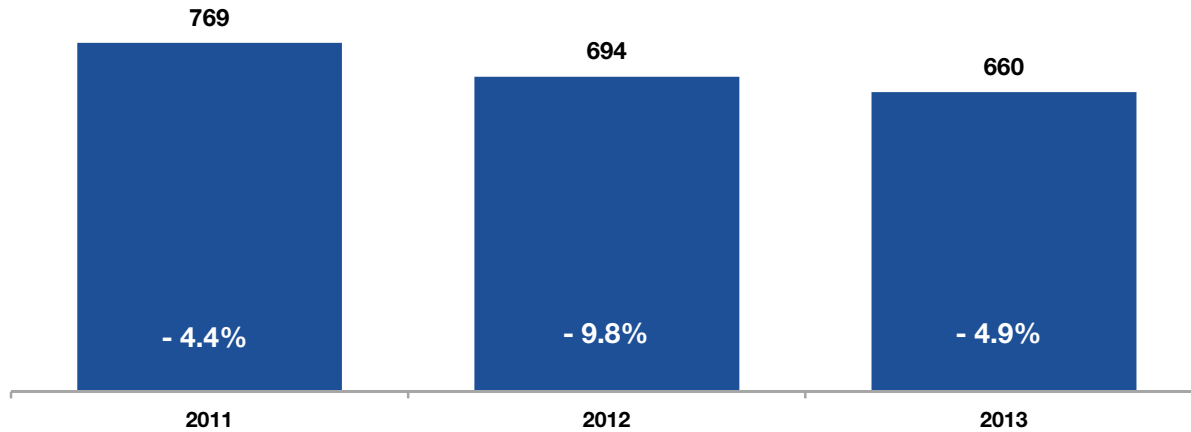


Inventory of Homes for Sale

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

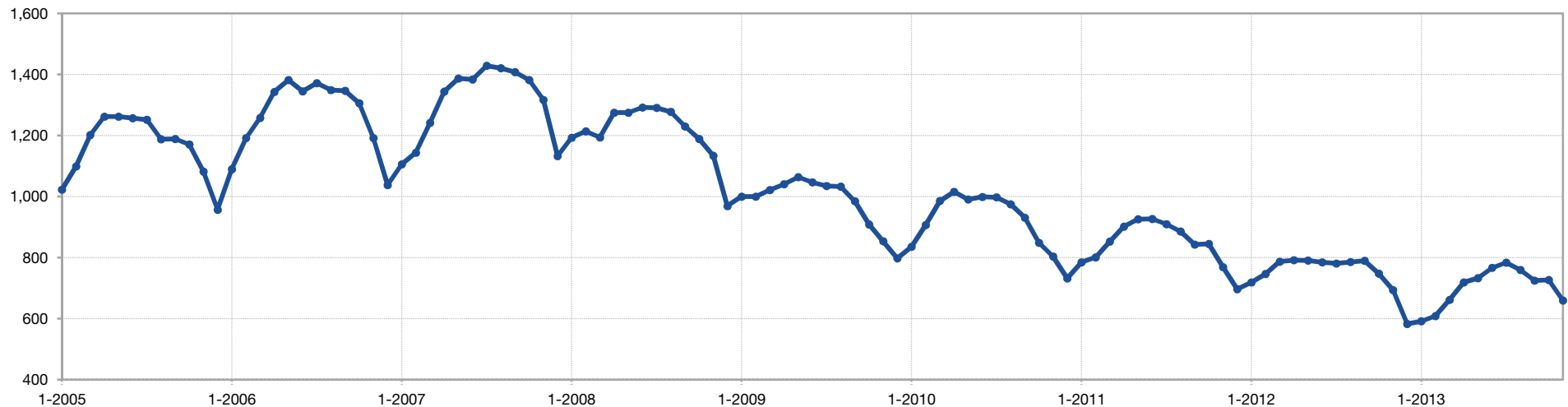


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Homes for Sale	Prior Year	Percent Change
December 2012	697	-16.4%
January 2013	719	-17.7%
February 2013	747	-18.5%
March 2013	787	-15.9%
April 2013	792	-9.2%
May 2013	791	-7.3%
June 2013	785	-2.3%
July 2013	781	+0.4%
August 2013	786	-3.3%
September 2013	790	-8.2%
October 2013	748	-2.8%
November 2013	694	-4.9%
12-Month Avg	760	-8.8%

Historical Inventory of Homes for Sale by Month

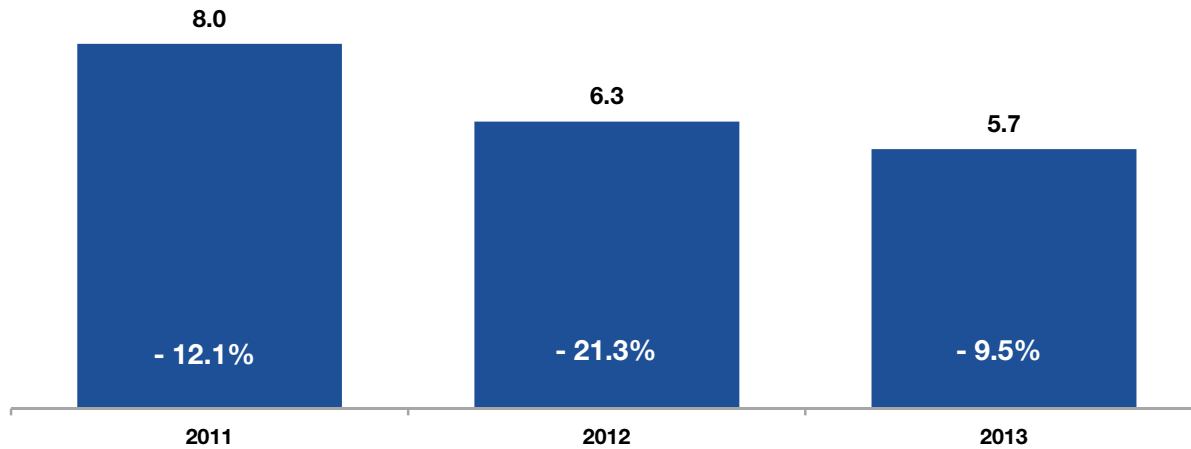


Months Supply of Inventory

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.

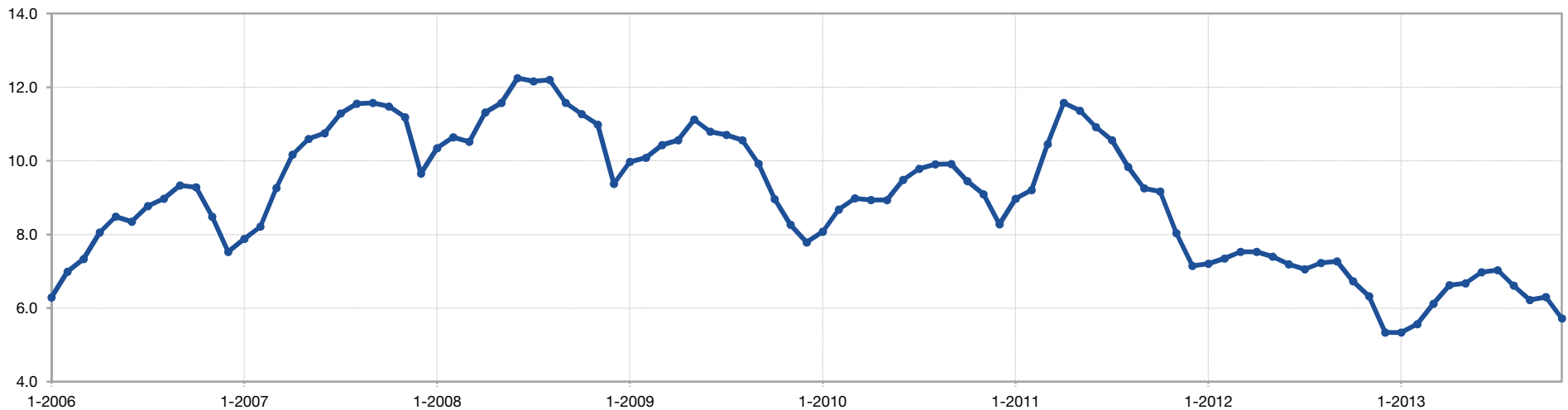


November



Months Supply		Prior Year	Percent Change
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	6.3	6.7	-6.0%
November 2013	5.7	6.3	-9.5%
12-Month Avg	6.2	7.2	-13.9%

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	+/-	11-2012	11-2013	+/-	11-2012	11-2013	+/-
Albany	66	58	-12.1%	42	36	-14.3%	\$123,250	\$123,950	+0.6%	23	25	+8.7%	6.3	6.0	-5.1%
Avon	59	82	+39.0%	33	45	+36.4%	\$146,000	\$165,450	+13.3%	24	23	-4.2%	8.2	5.8	-30.1%
Clearwater	98	102	+4.1%	55	53	-3.6%	\$150,000	\$152,000	+1.3%	34	35	+2.9%	7.3	7.0	-3.9%
Cold Spring	140	177	+26.4%	72	91	+26.4%	\$145,000	\$163,500	+12.8%	54	71	+31.5%	7.9	8.5	+7.8%
Eden Lake Twp	4	8	+100.0%	2	2	0.0%	\$348,500	\$96,500	-72.3%	1	3	+200.0%	1.0	3.0	+200.0%
Eden Valley	50	66	+32.0%	29	31	+6.9%	\$107,000	\$120,000	+12.1%	20	28	+40.0%	6.9	7.6	+11.1%
Fair Haven Twp	8	5	-37.5%	3	5	+66.7%	\$129,900	\$145,500	+12.0%	2	1	-50.0%	1.5	1.0	-33.3%
Foley	102	102	0.0%	70	66	-5.7%	\$118,950	\$121,500	+2.1%	32	33	+3.1%	4.9	5.4	+11.6%
Freeport	30	33	+10.0%	21	17	-19.0%	\$132,500	\$140,000	+5.7%	10	10	0.0%	4.8	4.8	0.0%
Holdingford	29	32	+10.3%	14	18	+28.6%	\$110,813	\$115,000	+3.8%	11	14	+27.3%	6.4	7.4	+14.8%
Kimball	68	79	+16.2%	31	50	+61.3%	\$126,500	\$150,051	+18.6%	37	28	-24.3%	12.0	5.3	-55.4%
Maine Prairie Twp	1	1	0.0%	1	2	+100.0%	\$152,000	\$237,500	+56.3%	0	0	--	0.0	0.0	--
Melrose	58	87	+50.0%	26	51	+96.2%	\$113,500	\$127,750	+12.6%	29	39	+34.5%	10.7	8.3	-23.2%
Paynesville	74	80	+8.1%	34	35	+2.9%	\$125,000	\$148,000	+18.4%	28	26	-7.1%	9.6	8.0	-16.7%
Rice	141	114	-19.1%	61	74	+21.3%	\$145,000	\$148,000	+2.1%	66	47	-28.8%	11.6	7.2	-37.9%
Richmond	118	113	-4.2%	52	59	+13.5%	\$175,000	\$170,500	-2.6%	52	48	-7.7%	10.6	9.1	-13.6%
Rockville	21	34	+61.9%	13	20	+53.8%	\$185,000	\$161,500	-12.7%	8	10	+25.0%	5.1	5.0	-1.8%
Sartell	362	392	+8.3%	231	238	+3.0%	\$159,450	\$169,500	+6.3%	119	131	+10.1%	6.0	6.0	+0.8%
Sauk Centre	124	139	+12.1%	70	76	+8.6%	\$90,000	\$132,950	+47.7%	49	59	+20.4%	7.1	9.4	+33.3%
Sauk Rapids	274	300	+9.5%	174	188	+8.0%	\$139,900	\$145,000	+3.6%	88	95	+8.0%	5.4	5.8	+7.4%
St. Cloud	1,098	1,143	+4.1%	660	718	+8.8%	\$109,900	\$123,000	+11.9%	402	365	-9.2%	6.7	5.7	-14.1%
St. Joseph	131	141	+7.6%	92	89	-3.3%	\$152,800	\$156,250	+2.3%	45	48	+6.7%	5.9	5.9	-1.0%
St. Augusta	46	51	+10.9%	29	33	+13.8%	\$164,000	\$240,109	+46.4%	15	12	-20.0%	5.3	3.3	-37.4%
Waite Park	89	80	-10.1%	62	61	-1.6%	\$112,000	\$120,000	+7.1%	40	21	-47.5%	6.4	3.9	-39.2%
Wakefield Twp	2	5	+150.0%	1	5	+400.0%	\$0	\$250,000	--	2	0	-100.0%	2.0	0.0	-100.0%