

Monthly Indicators



May 2014

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

- 2.8% **+ 4.5%** **+ 8.1%**

One-Year Change in One-Year Change in One-Year Change in
Closed Sales Median Sales Price 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.

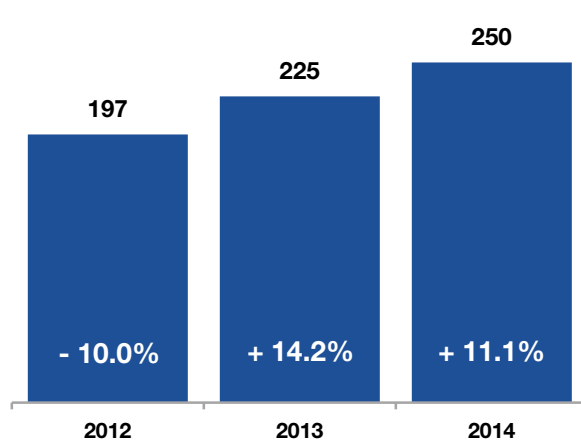
Key Metrics	Historical Sparkbars	5-2013	5-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		225	250	+ 11.1%	978	1,057	+ 8.1%
Pending Sales		157	171	+ 8.9%	593	609	+ 2.7%
Closed Sales		141	137	- 2.8%	502	476	- 5.2%
Days on Market		94	81	- 13.8%	98	87	- 11.2%
Median Sales Price		\$144,450	\$150,900	+ 4.5%	\$138,000	\$140,050	+ 1.5%
Average Sales Price		\$153,630	\$169,659	+ 10.4%	\$146,489	\$154,892	+ 5.7%
Pct. of Orig. Price Received		95.4%	95.9%	+ 0.5%	93.1%	93.4%	+ 0.3%
Affordability Index		217	216	- 0.5%	227	233	+ 2.6%
Homes for Sale		729	788	+ 8.1%	--	--	--
Months Supply		6.7	6.8	+ 1.5%	--	--	--

New Listings

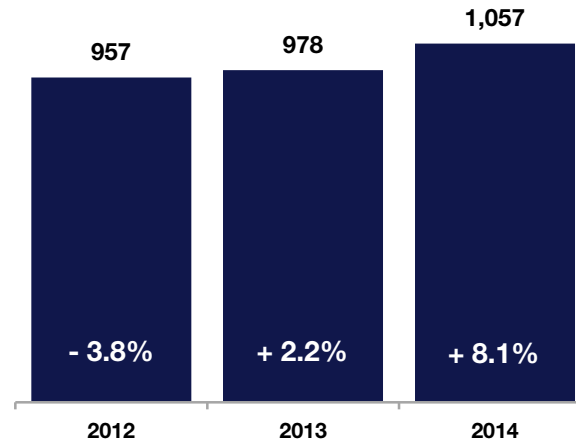
A count of the properties that have been newly listed on the market in a given month.



May



Year to Date



	New Listings	Prior Year	Percent Change
June 2013	224	192	+16.7%
July 2013	211	177	+19.2%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
October 2013	187	150	+24.7%
November 2013	97	128	-24.2%
December 2013	65	79	-17.7%
January 2014	116	152	-23.7%
February 2014	180	154	+16.9%
March 2014	229	203	+12.8%
April 2014	282	244	+15.6%
May 2014	250	225	+11.1%
12-Month Avg	183	171	+7.0%

Historical New Listings by Month

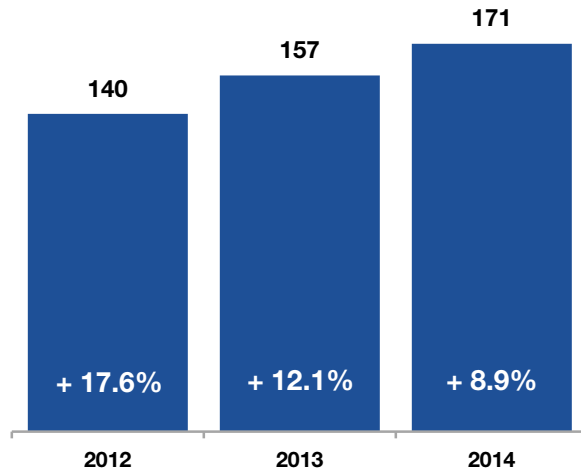


Pending Sales

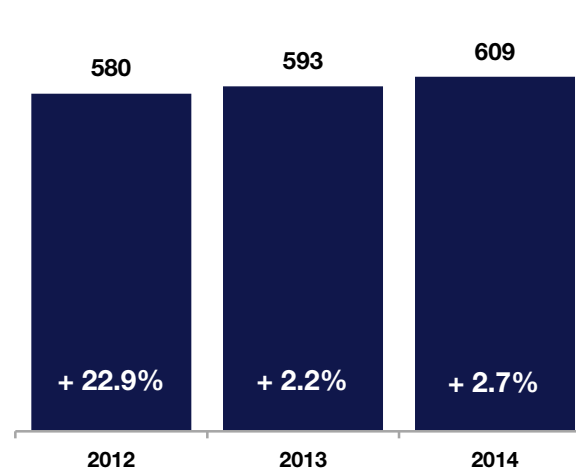
A count of the properties on which offers have been accepted in a given month.



May

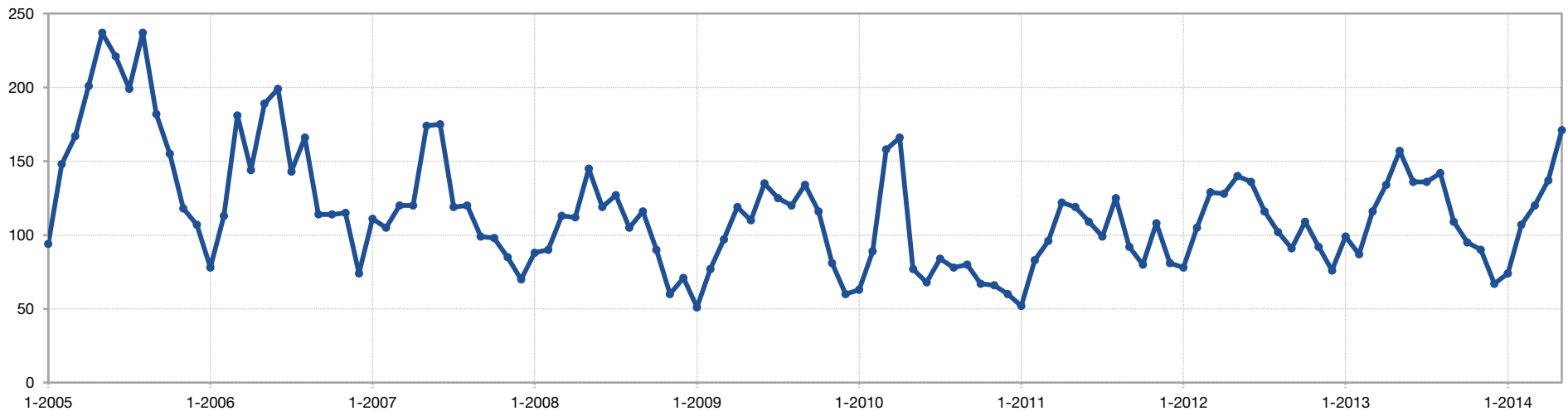


Year to Date



	Pending Sales	Prior Year	Percent Change
June 2013	136	136	0.0%
July 2013	136	116	+17.2%
August 2013	142	102	+39.2%
September 2013	109	91	+19.8%
October 2013	95	109	-12.8%
November 2013	90	92	-2.2%
December 2013	67	76	-11.8%
January 2014	74	99	-25.3%
February 2014	107	87	+23.0%
March 2014	120	116	+3.4%
April 2014	137	134	+2.2%
May 2014	171	157	+8.9%
12-Month Avg	115	110	+4.5%

Historical Pending Sales by Month

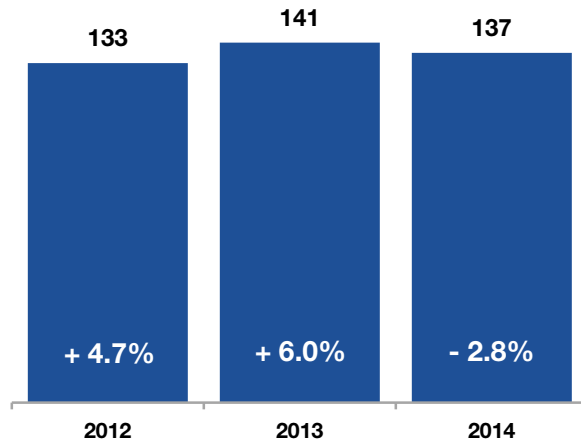


Closed Sales

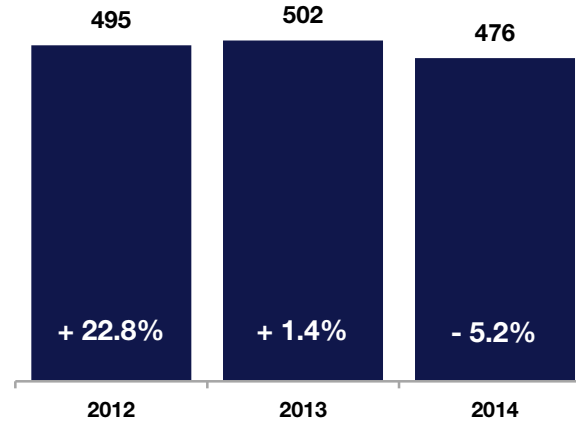
A count of the actual sales that closed in a given month.



May



Year to Date



	Closed Sales	Prior Year	Percent Change
June 2013	144	163	-11.7%
July 2013	147	121	+21.5%
August 2013	160	132	+21.2%
September 2013	123	92	+33.7%
October 2013	131	100	+31.0%
November 2013	84	110	-23.6%
December 2013	91	97	-6.2%
January 2014	66	71	-7.0%
February 2014	61	86	-29.1%
March 2014	100	99	+1.0%
April 2014	112	105	+6.7%
May 2014	137	141	-2.8%
12-Month Avg	113	110	+2.7%

Historical Closed Sales by Month

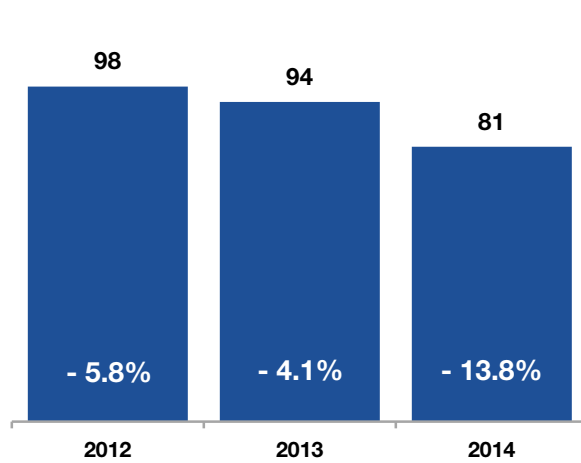


Days on Market Until Sale

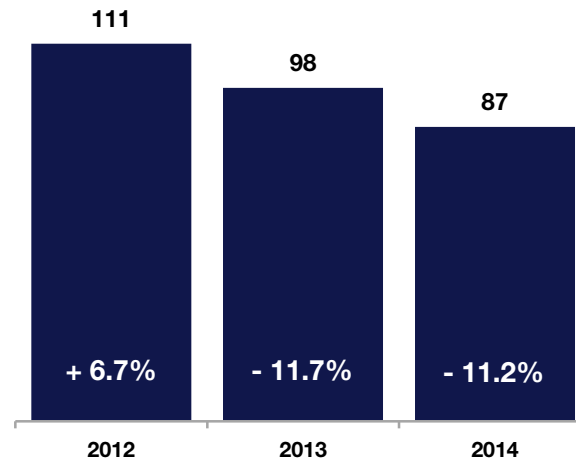
Average number of days between when a property is listed and when an offer is accepted in a given month.



May

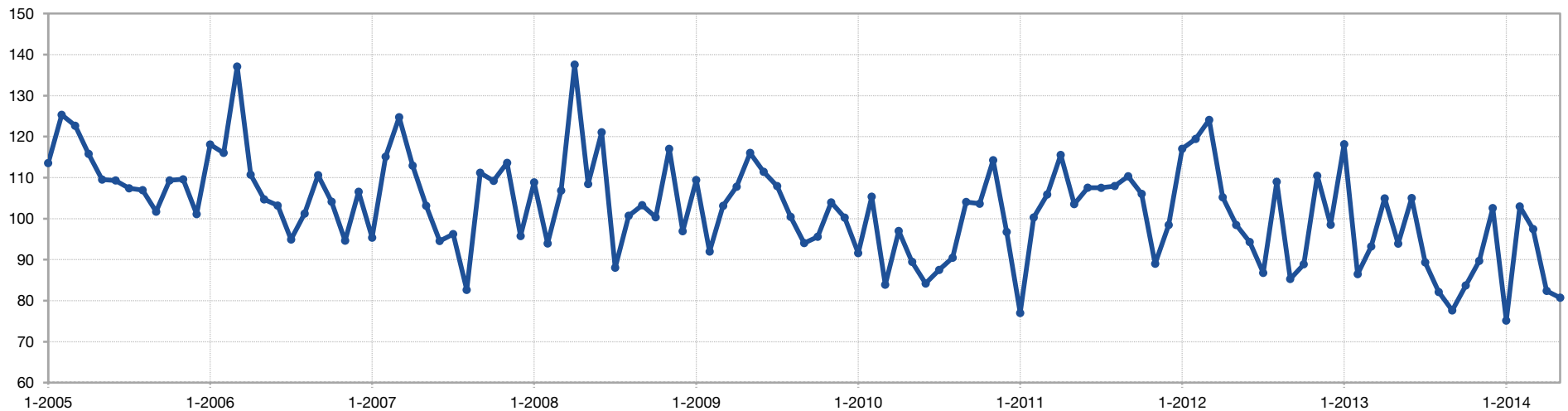


Year to Date



Days on Market	Prior Year	Percent Change
June 2013	105	94 +11.7%
July 2013	89	87 +2.3%
August 2013	82	109 -24.8%
September 2013	78	85 -8.2%
October 2013	84	89 -5.6%
November 2013	90	110 -18.2%
December 2013	103	99 +4.0%
January 2014	75	118 -36.4%
February 2014	103	86 +19.8%
March 2014	97	93 +4.3%
April 2014	82	105 -21.9%
May 2014	81	94 -13.8%
12-Month Avg	89	97 -8.2%

Historical Days on Market Until Sale by Month

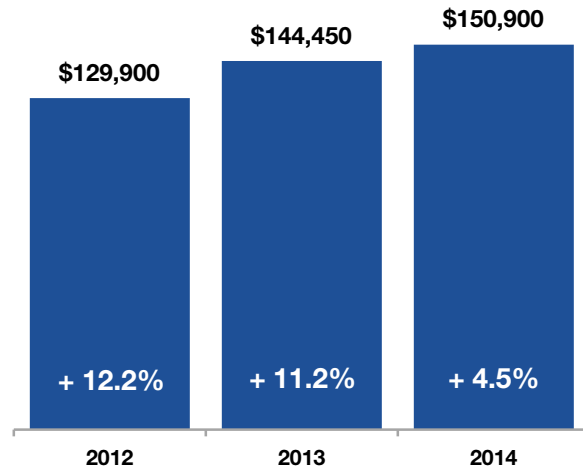


Median Sales Price

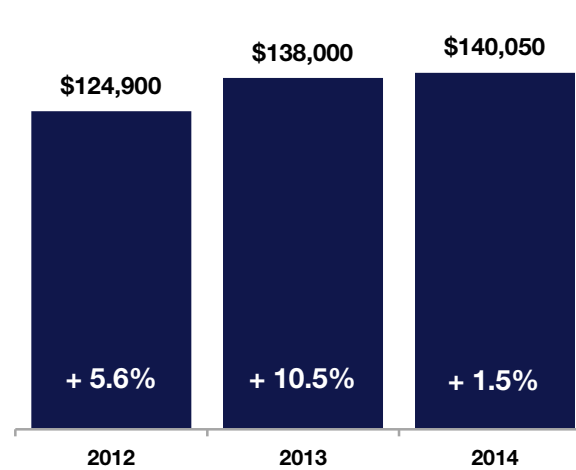


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

May

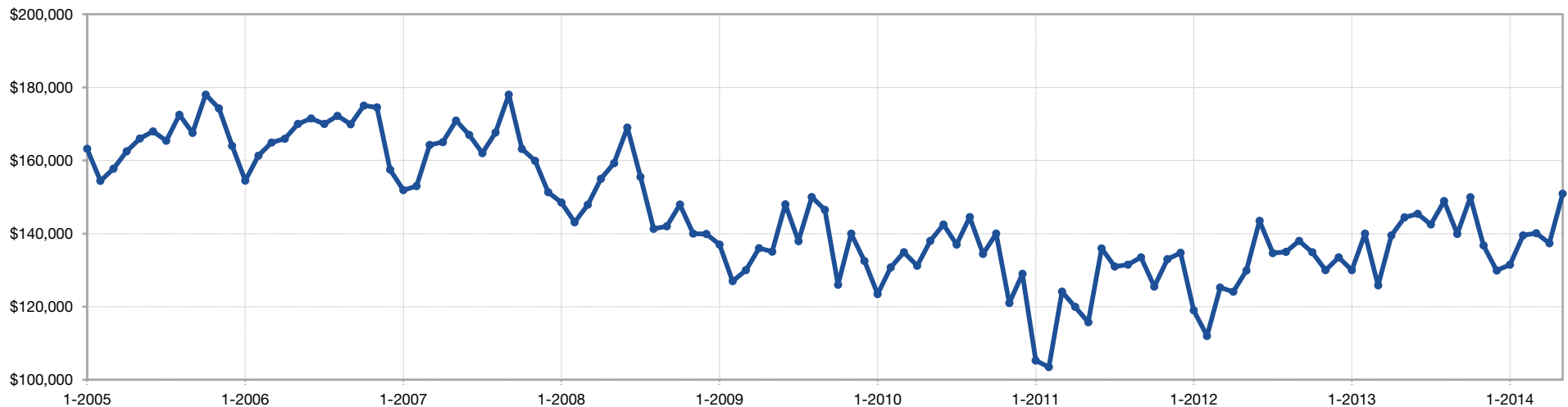


Year to Date



	Median Sales Price	Prior Year	Percent Change
June 2013	\$145,408	\$143,500	+1.3%
July 2013	\$142,500	\$134,650	+5.8%
August 2013	\$148,900	\$135,000	+10.3%
September 2013	\$139,900	\$138,000	+1.4%
October 2013	\$149,950	\$134,900	+11.2%
November 2013	\$136,750	\$130,000	+5.2%
December 2013	\$129,900	\$133,500	-2.7%
January 2014	\$131,493	\$130,000	+1.1%
February 2014	\$139,500	\$140,000	-0.4%
March 2014	\$140,100	\$125,850	+11.3%
April 2014	\$137,350	\$139,500	-1.5%
May 2014	\$150,900	\$144,450	+4.5%
12-Month Avg	\$141,054	\$135,779	+3.9%

Historical Median Sales Price by Month

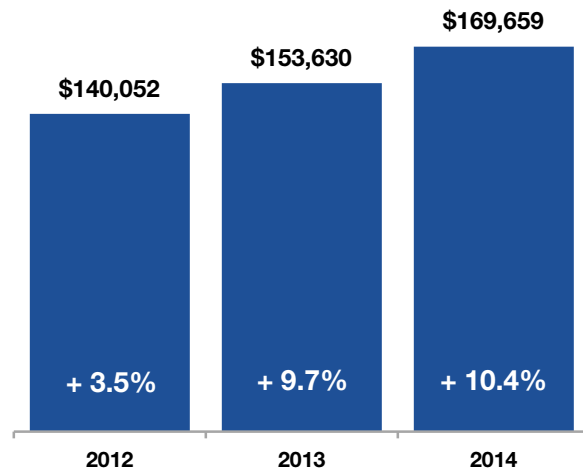


Average Sales Price

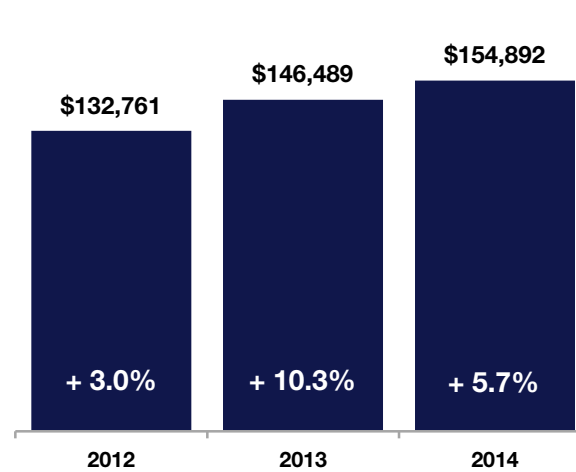
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year to Date



	Average Sales Price	Prior Year	Percent Change
June 2013	\$161,478	\$149,185	+8.2%
July 2013	\$157,991	\$148,864	+6.1%
August 2013	\$161,873	\$149,405	+8.3%
September 2013	\$144,630	\$144,388	+0.2%
October 2013	\$158,094	\$144,920	+9.1%
November 2013	\$145,146	\$134,718	+7.7%
December 2013	\$142,458	\$144,452	-1.4%
January 2014	\$150,148	\$131,682	+14.0%
February 2014	\$144,525	\$142,608	+1.3%
March 2014	\$143,037	\$136,516	+4.8%
April 2014	\$155,854	\$159,690	-2.4%
May 2014	\$169,659	\$153,630	+10.4%
12-Month Avg	\$152,908	\$145,005	+5.5%

Historical Average Sales Price by Month

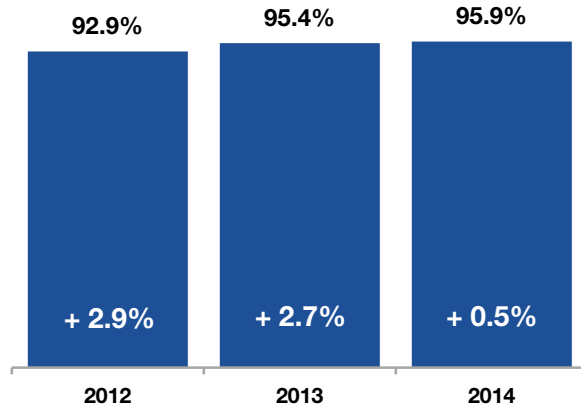


Percent of Original List Price Received

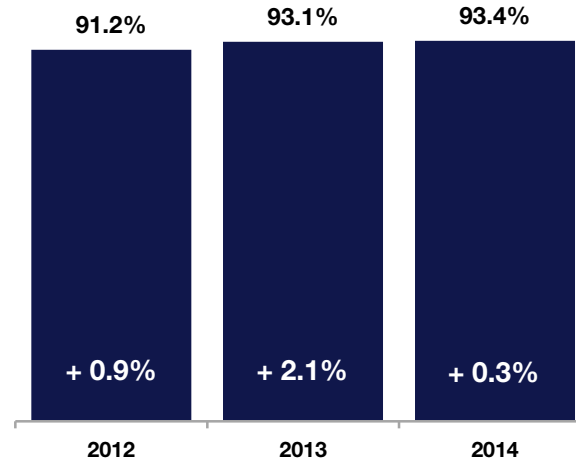


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

May

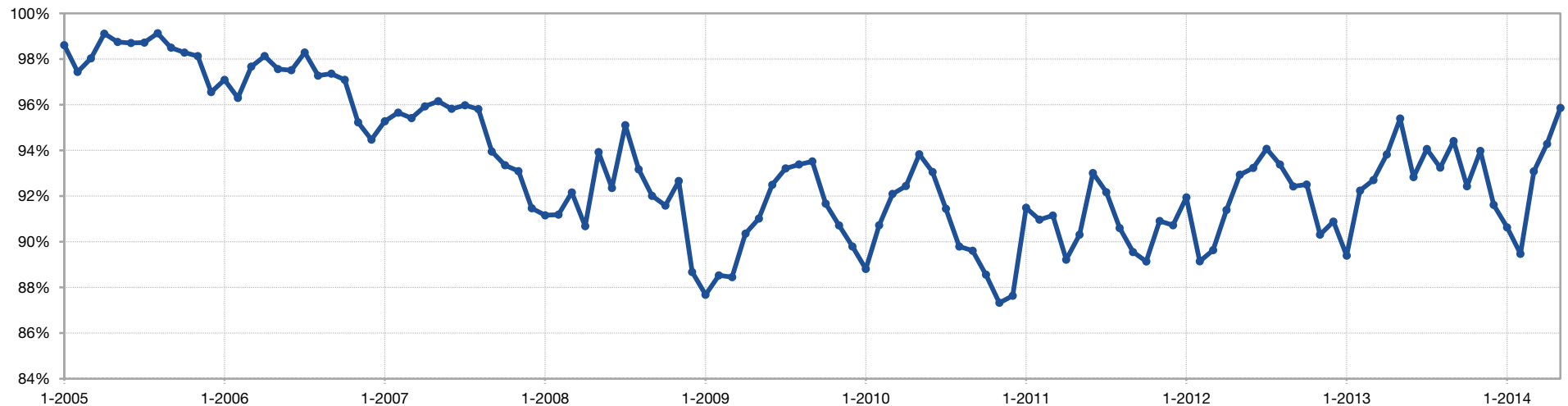


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
June 2013	92.8%	93.2%	-0.4%
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%
December 2013	91.6%	90.9%	+0.8%
January 2014	90.6%	89.4%	+1.3%
February 2014	89.5%	92.2%	-2.9%
March 2014	93.1%	92.7%	+0.4%
April 2014	94.3%	93.8%	+0.5%
May 2014	95.9%	95.4%	+0.5%
12-Month Avg	93.0%	92.5%	+0.5%

Historical Percent of Original List Price Received by Month

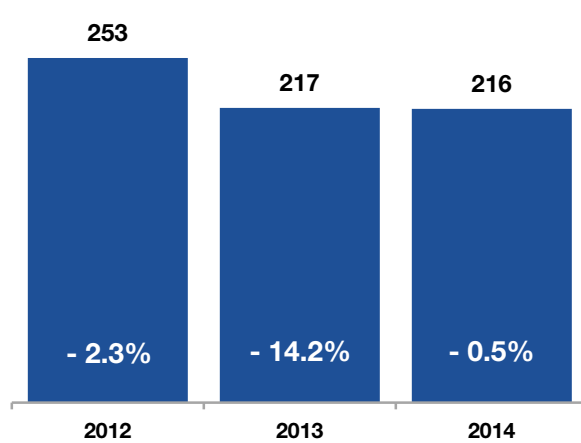


Housing Affordability Index

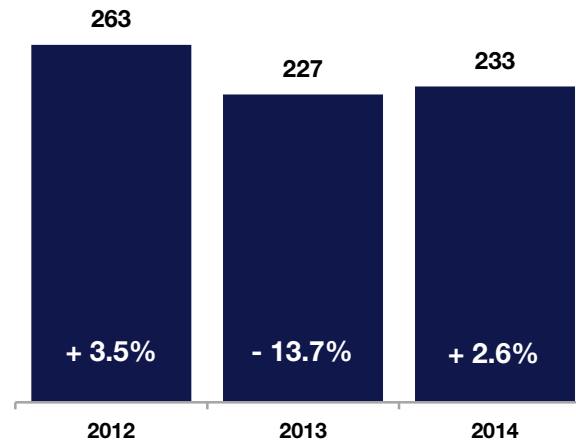


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May

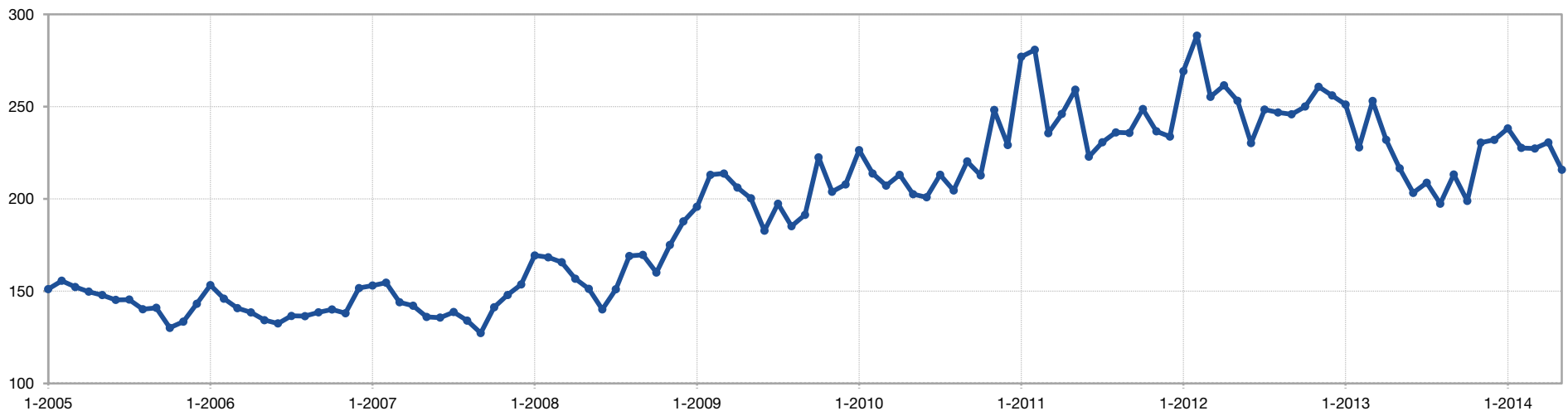


Year to Date



	Affordability Index	Prior Year	Percent Change
June 2013	203	230	-11.7%
July 2013	209	248	-15.7%
August 2013	197	247	-20.2%
September 2013	213	246	-13.4%
October 2013	199	250	-20.4%
November 2013	231	261	-11.5%
December 2013	232	256	-9.4%
January 2014	238	251	-5.2%
February 2014	228	228	0.0%
March 2014	227	253	-10.3%
April 2014	231	232	-0.4%
May 2014	216	217	-0.5%
12-Month Avg	219	243	-9.9%

Historical Housing Affordability Index by Month

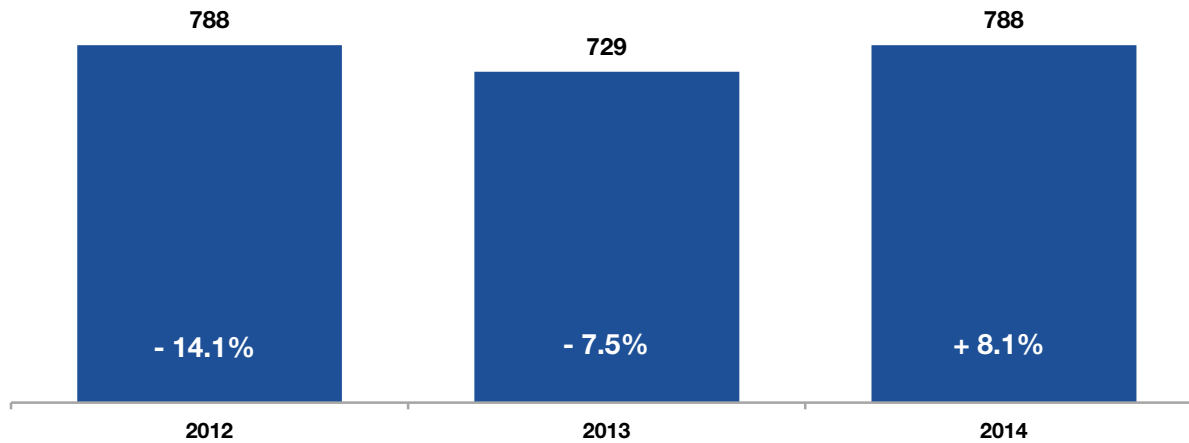


Inventory of Homes for Sale

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

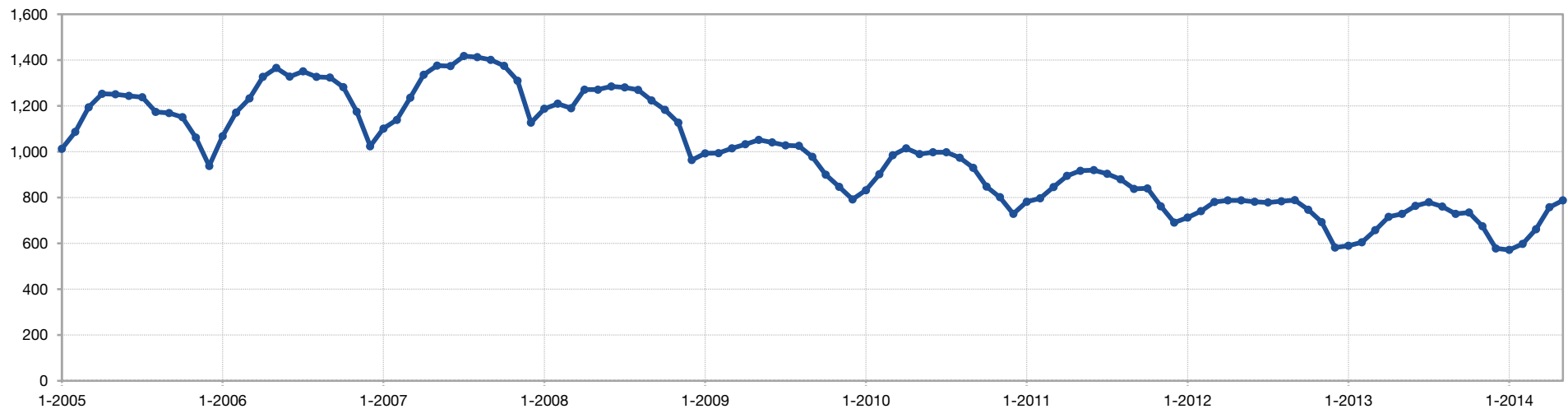


May



Homes for Sale		Prior Year	Percent Change
June 2013	764	782	-2.3%
July 2013	780	779	+0.1%
August 2013	761	784	-2.9%
September 2013	729	789	-7.6%
October 2013	735	747	-1.6%
November 2013	675	693	-2.6%
December 2013	578	582	-0.7%
January 2014	572	590	-3.1%
February 2014	598	605	-1.2%
March 2014	662	658	+0.6%
April 2014	758	716	+5.9%
May 2014	788	729	+8.1%
12-Month Avg	700	705	-0.7%

Historical Inventory of Homes for Sale by Month

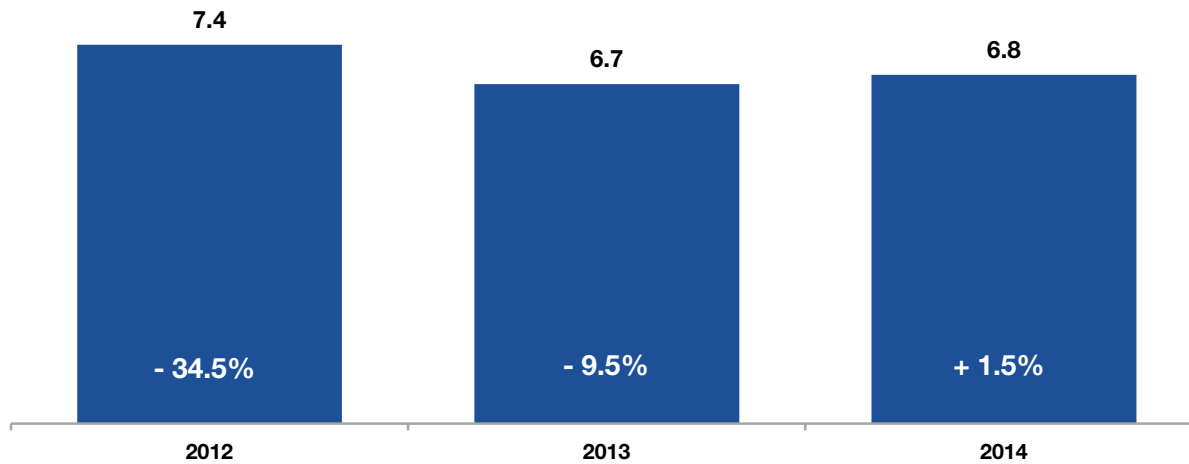


Months Supply of Inventory



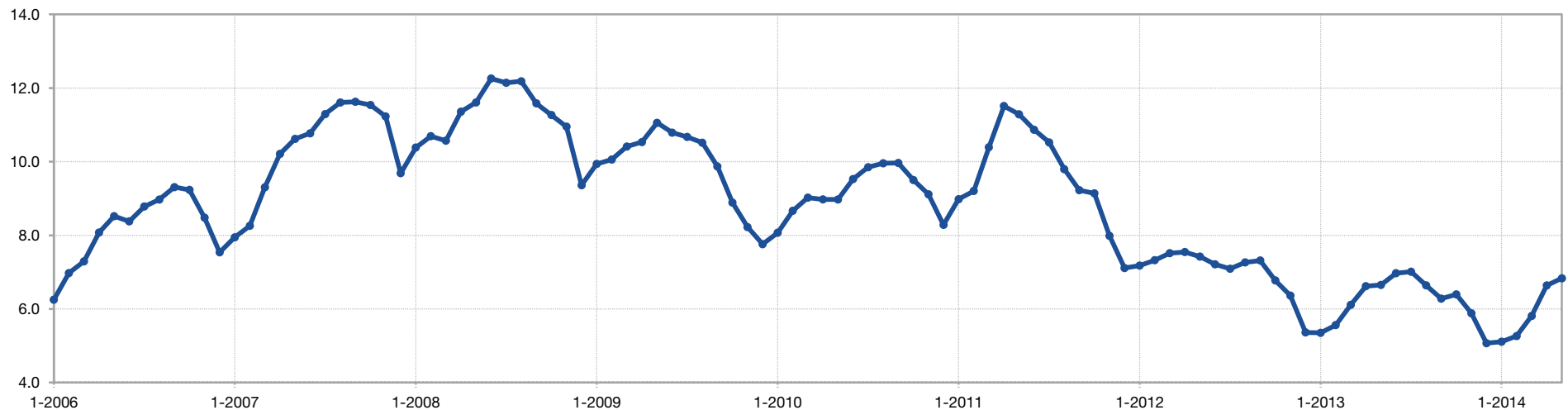
The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

May



Months Supply	Prior Year	Percent Change
June 2013	7.0	-2.8%
July 2013	7.0	-1.4%
August 2013	6.6	-9.6%
September 2013	6.3	-13.7%
October 2013	6.4	-5.9%
November 2013	5.9	-7.8%
December 2013	5.1	-5.6%
January 2014	5.1	-5.6%
February 2014	5.3	-5.4%
March 2014	5.8	-4.9%
April 2014	6.6	0.0%
May 2014	6.8	+1.5%
12-Month Avg	6.2	-4.6%

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 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	5-2013	5-2014	+ / -	5-2013	5-2014	+ / -
Albany	24	36	+50.0%	17	22	+29.4%	\$120,000	\$130,000	+8.3%	25	30	+20.0%	5.0	8.0	+60.0%
Avon	44	36	-18.2%	17	11	-35.3%	\$152,000	\$116,000	-23.7%	33	31	-6.1%	9.0	7.4	-18.0%
Clearwater	39	38	-2.6%	21	28	+33.3%	\$125,000	\$154,825	+23.9%	37	22	-40.5%	7.3	3.9	-45.9%
Cold Spring	80	93	+16.3%	30	33	+10.0%	\$149,500	\$161,000	+7.7%	75	87	+16.0%	10.5	9.8	-6.8%
Eden Lake Twp	5	7	+40.0%	0	0	--	\$0	\$0	--	5	7	+40.0%	5.0	7.0	+40.0%
Eden Valley	27	37	+37.0%	15	13	-13.3%	\$120,000	\$69,400	-42.2%	19	32	+68.4%	5.1	10.4	+101.6%
Fair Haven Twp	3	4	+33.3%	4	1	-75.0%	\$127,450	\$43,900	-65.6%	1	3	+200.0%	0.8	3.0	+260.0%
Foley	46	57	+23.9%	29	22	-24.1%	\$118,000	\$118,000	0.0%	31	44	+41.9%	4.9	7.9	+61.0%
Freeport	18	24	+33.3%	9	9	0.0%	\$140,000	\$126,900	-9.4%	10	22	+120.0%	4.6	12.9	+182.4%
Holdingford	14	15	+7.1%	7	8	+14.3%	\$110,800	\$150,000	+35.4%	13	14	+7.7%	6.2	5.7	-7.0%
Kimball	38	28	-26.3%	23	12	-47.8%	\$110,000	\$115,038	+4.6%	39	31	-20.5%	9.5	6.7	-29.9%
Maine Prairie Twp	0	0	--	0	1	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	39	29	-25.6%	13	17	+30.8%	\$120,000	\$129,900	+8.3%	38	32	-15.8%	11.6	6.6	-42.8%
Paynesville	55	41	-25.5%	13	15	+15.4%	\$157,000	\$119,900	-23.6%	44	39	-11.4%	16.5	10.4	-37.0%
Rice	60	70	+16.7%	34	27	-20.6%	\$147,400	\$158,000	+7.2%	61	55	-9.8%	9.2	8.4	-8.7%
Richmond	52	52	0.0%	17	20	+17.6%	\$175,000	\$215,000	+22.9%	63	55	-12.7%	12.0	9.4	-21.4%
Rockville	17	14	-17.6%	3	4	+33.3%	\$55,000	\$229,950	+318.1%	16	11	-31.3%	11.6	4.8	-58.9%
Sartell	200	211	+5.5%	93	118	+26.9%	\$166,400	\$169,000	+1.6%	157	138	-12.1%	7.9	5.5	-30.0%
Sauk Centre	72	56	-22.2%	38	20	-47.4%	\$144,325	\$85,750	-40.6%	59	64	+8.5%	8.0	12.8	+59.1%
Sauk Rapids	139	173	+24.5%	71	62	-12.7%	\$146,450	\$140,000	-4.4%	106	132	+24.5%	6.7	7.9	+18.3%
Saint Cloud	534	562	+5.2%	273	237	-13.2%	\$119,950	\$117,150	-2.3%	385	450	+16.9%	6.4	7.4	+15.9%
Saint Joseph	66	67	+1.5%	35	33	-5.7%	\$135,700	\$151,624	+11.7%	49	42	-14.3%	6.1	5.1	-15.2%
Saint Augusta	29	16	-44.8%	10	8	-20.0%	\$169,450	\$168,500	-0.6%	22	16	-27.3%	6.3	5.9	-6.7%
Waite Park	39	44	+12.8%	30	26	-13.3%	\$124,500	\$97,500	-21.7%	32	26	-18.8%	5.1	5.2	+1.9%
Wakefield Twp	3	1	-66.7%	2	0	-100.0%	\$248,268	\$0	-100.0%	2	1	-50.0%	2.0	0.7	-66.7%