

Monthly Indicators



January 2012

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

+ 65.9% **+ 12.5%** **- 23.5%**

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.



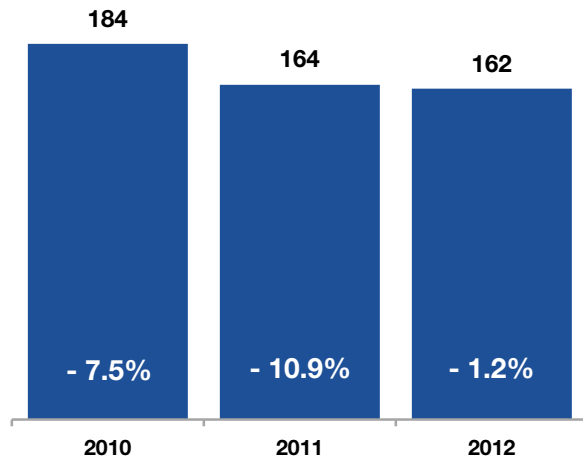
Key Metrics	Historical Sparkbars	1-2011	1-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		164	162	- 1.2%	164	162	- 1.2%
Pending Sales		52	87	+ 67.3%	52	87	+ 67.3%
Closed Sales		44	73	+ 65.9%	44	73	+ 65.9%
Days on Market		77	116	+ 50.6%	77	116	+ 50.6%
Median Sales Price		\$105,285	\$118,450	+ 12.5%	\$105,285	\$118,450	+ 12.5%
Average Sales Price		\$120,099	\$124,359	+ 3.5%	\$120,099	\$124,359	+ 3.5%
Pct. of Orig. Price Received		91.5%	91.7%	+ 0.2%	91.5%	91.7%	+ 0.2%
Affordability Index		223	219	- 1.8%	223	219	- 1.8%
Homes for Sale		918	702	- 23.5%	--	--	--
Months Supply		10.5	7.0	- 33.3%	--	--	--

New Listings

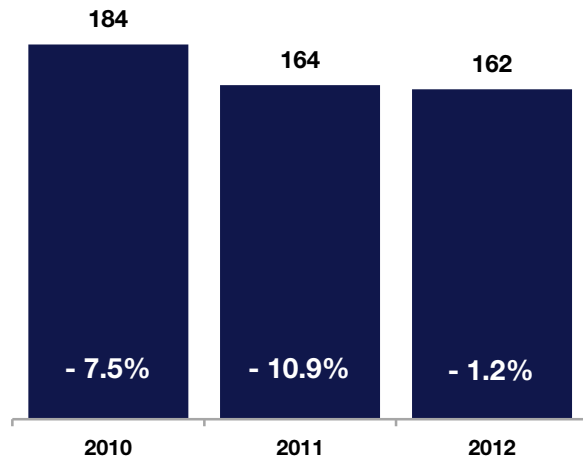
A count of the properties that have been newly listed on the market in a given month.



January



Year to Date



	New Listings	Prior Year	Percent Change
February 2011	154	231	-33.3%
March 2011	230	324	-29.0%
April 2011	235	275	-14.5%
May 2011	222	146	+52.1%
June 2011	181	205	-11.7%
July 2011	176	172	+2.3%
August 2011	177	182	-2.7%
September 2011	160	169	-5.3%
October 2011	171	123	+39.0%
November 2011	127	114	+11.4%
December 2011	112	101	+10.9%
January 2012	162	164	-1.2%
12-Month Avg	176	184	-4.3%

Historical New Listings by Month

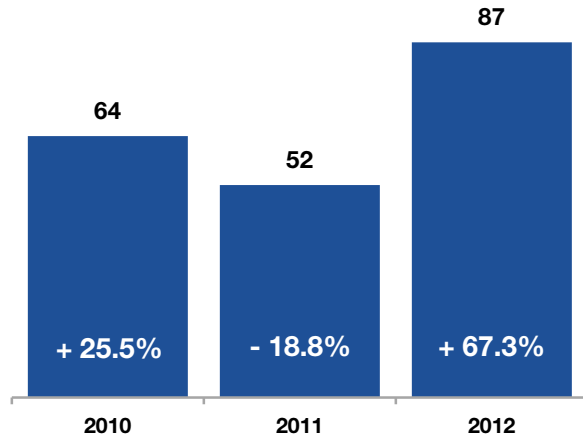


Pending Sales

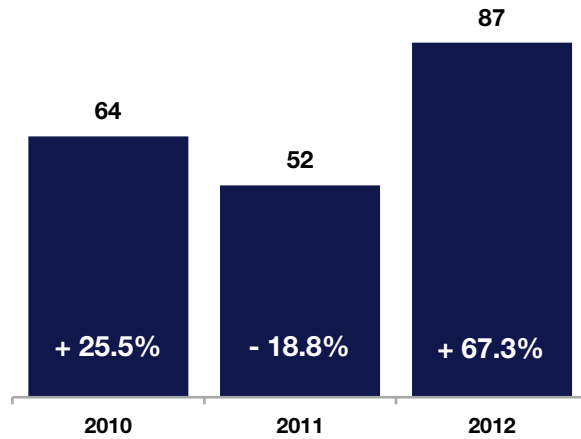
A count of the properties on which offers have been accepted in a given month.



January

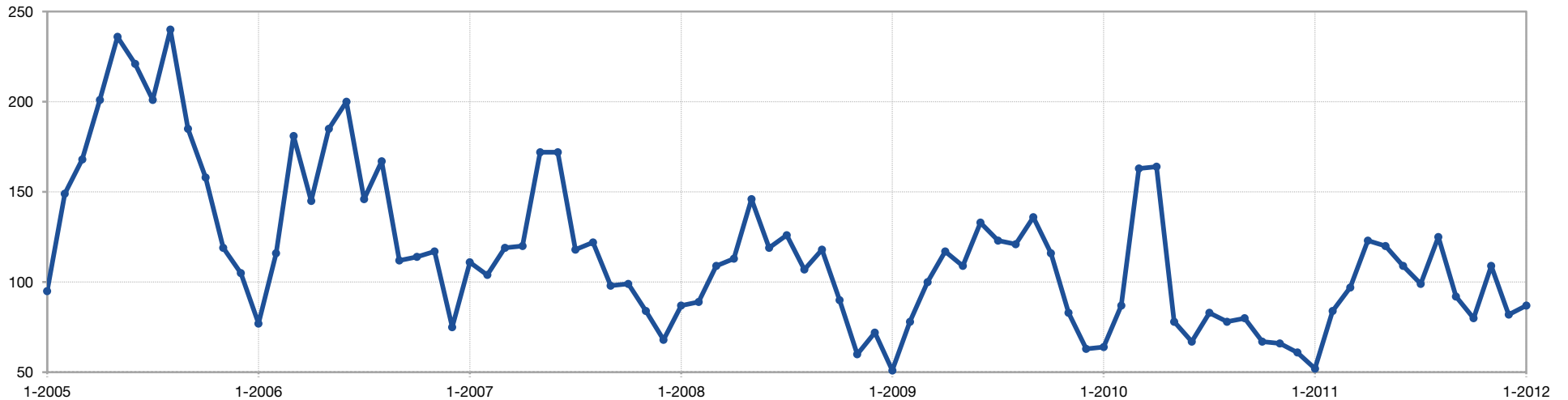


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
February 2011	84	87	-3.4%
March 2011	97	163	-40.5%
April 2011	123	164	-25.0%
May 2011	120	78	+53.8%
June 2011	109	67	+62.7%
July 2011	99	83	+19.3%
August 2011	125	78	+60.3%
September 2011	92	80	+15.0%
October 2011	80	67	+19.4%
November 2011	109	66	+65.2%
December 2011	82	61	+34.4%
January 2012	87	52	+67.3%
12-Month Avg	101	87	+16.1%

Historical Pending Sales by Month

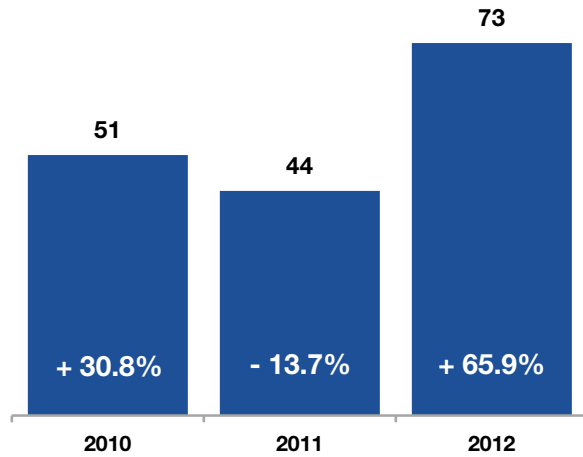


Closed Sales

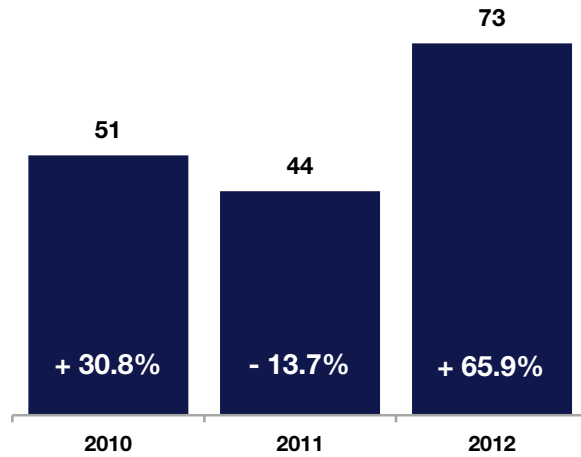
A count of the actual sales that closed in a given month.



January

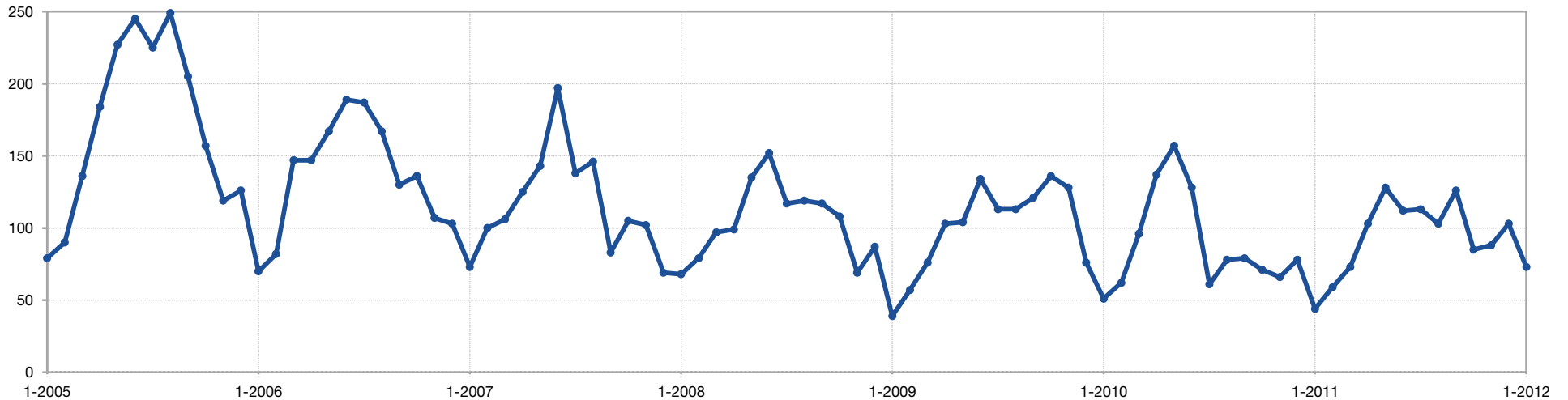


Year to Date



	Closed Sales	Prior Year	Percent Change
February 2011	59	62	-4.8%
March 2011	73	96	-24.0%
April 2011	103	137	-24.8%
May 2011	128	157	-18.5%
June 2011	112	128	-12.5%
July 2011	113	61	+85.2%
August 2011	103	78	+32.1%
September 2011	126	79	+59.5%
October 2011	85	71	+19.7%
November 2011	88	66	+33.3%
December 2011	103	78	+32.1%
January 2012	73	44	+65.9%
12-Month Avg	97	88	+10.2%

Historical Closed Sales by Month

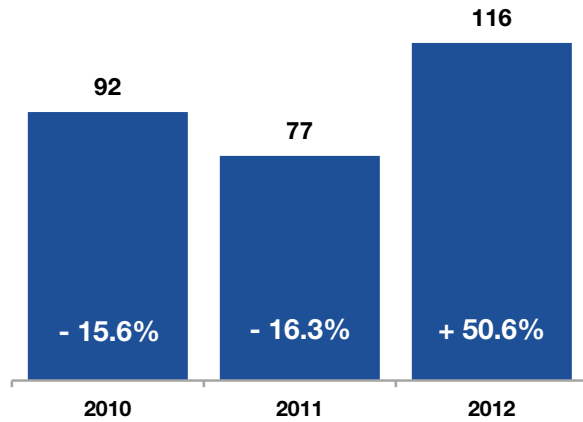


Days on Market Until Sale

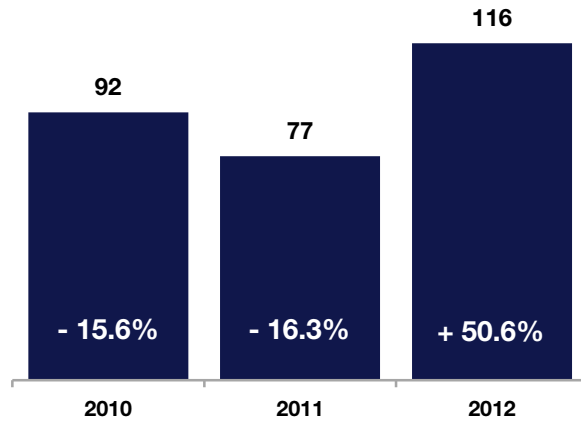
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

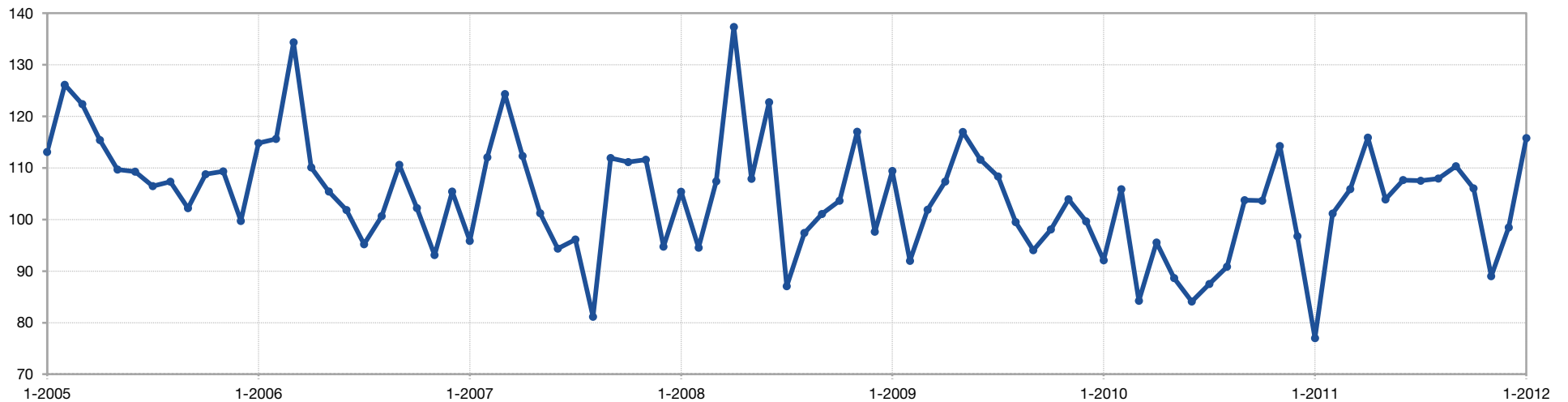


Year to Date



Days on Market	Prior Year	Percent Change	
February 2011	101	106	-4.7%
March 2011	106	84	+26.2%
April 2011	116	96	+20.8%
May 2011	104	89	+16.9%
June 2011	108	84	+28.6%
July 2011	108	88	+22.7%
August 2011	108	91	+18.7%
September 2011	110	104	+5.8%
October 2011	106	104	+1.9%
November 2011	89	114	-21.9%
December 2011	98	97	+1.0%
January 2012	116	77	+50.6%
12-Month Avg	106	94	+12.8%

Historical Days on Market Until Sale by Month

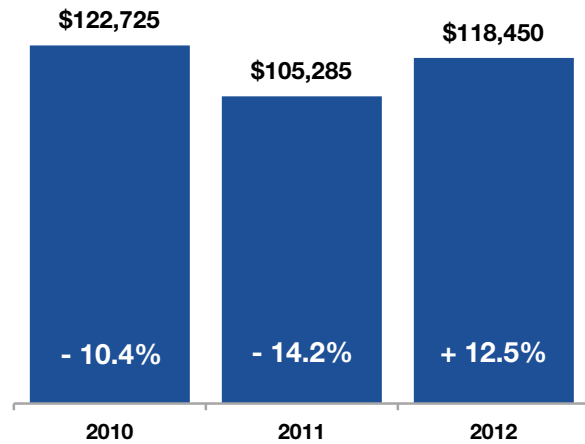


Median Sales Price

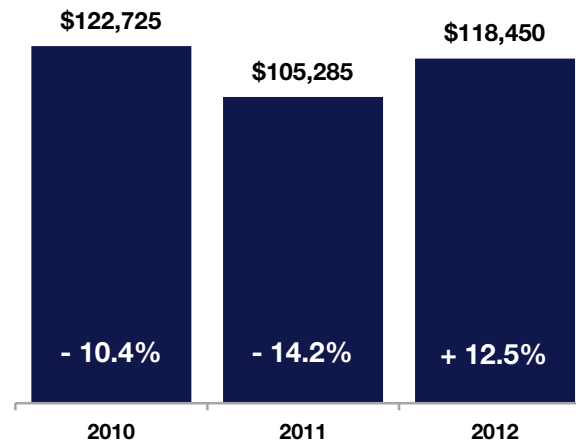
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

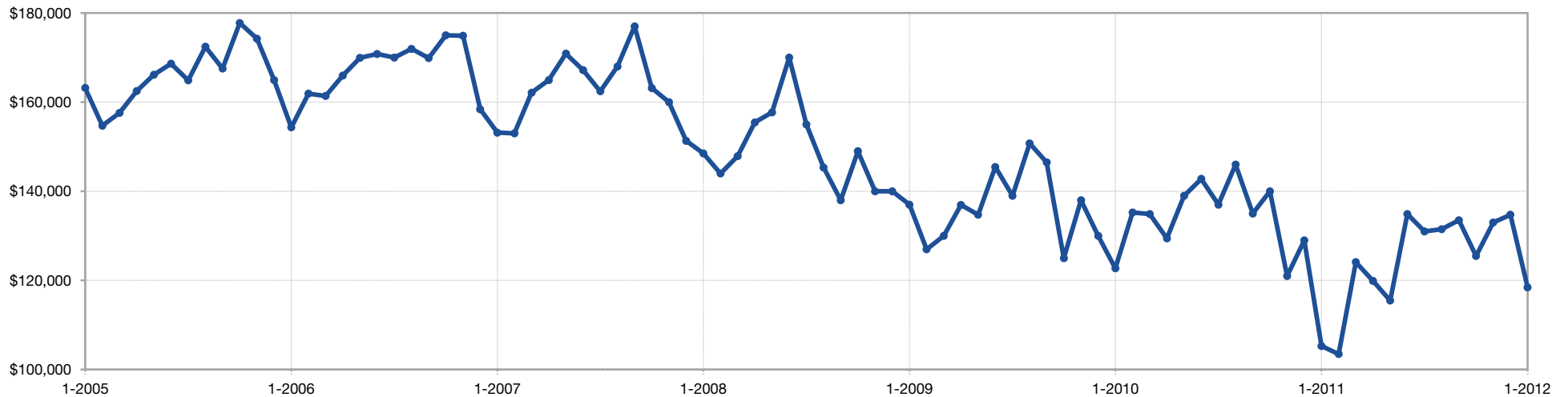


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2011	\$103,500	\$135,250	-23.5%
March 2011	\$124,125	\$134,900	-8.0%
April 2011	\$119,900	\$129,450	-7.4%
May 2011	\$115,500	\$139,000	-16.9%
June 2011	\$134,900	\$142,800	-5.5%
July 2011	\$131,000	\$137,000	-4.4%
August 2011	\$131,500	\$146,000	-9.9%
September 2011	\$133,500	\$135,000	-1.1%
October 2011	\$125,500	\$140,000	-10.4%
November 2011	\$133,000	\$121,000	+9.9%
December 2011	\$134,750	\$129,000	+4.5%
January 2012	\$118,450	\$105,285	+12.5%
12-Month Avg	\$125,469	\$132,890	-5.6%

Historical Median Sales Price by Month

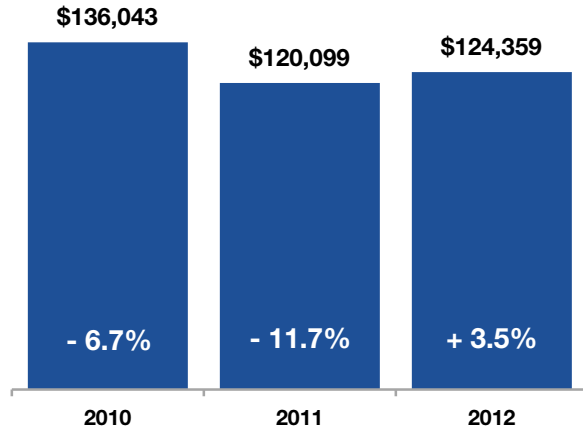


Average Sales Price

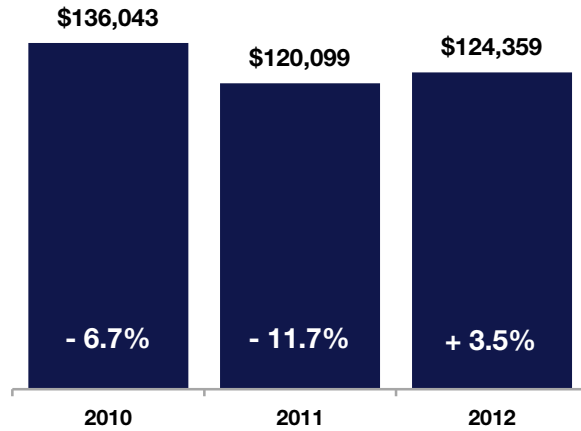
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2011	\$121,428	\$155,989	-22.2%
March 2011	\$131,844	\$138,826	-5.0%
April 2011	\$125,817	\$145,127	-13.3%
May 2011	\$135,106	\$152,566	-11.4%
June 2011	\$161,122	\$162,865	-1.1%
July 2011	\$143,695	\$170,776	-15.9%
August 2011	\$150,730	\$158,735	-5.0%
September 2011	\$153,718	\$137,326	+11.9%
October 2011	\$136,236	\$142,104	-4.1%
November 2011	\$135,877	\$130,726	+3.9%
December 2011	\$149,945	\$135,279	+10.8%
January 2012	\$124,359	\$120,099	+3.5%
12-Month Avg	\$139,156	\$145,868	-4.6%

Historical Average Sales Price by Month

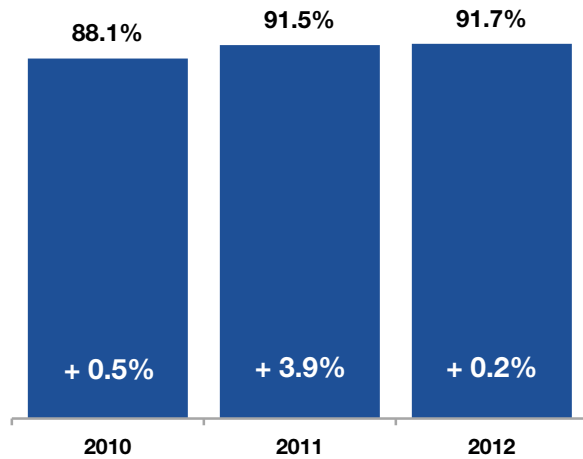


Percent of Original List Price Received

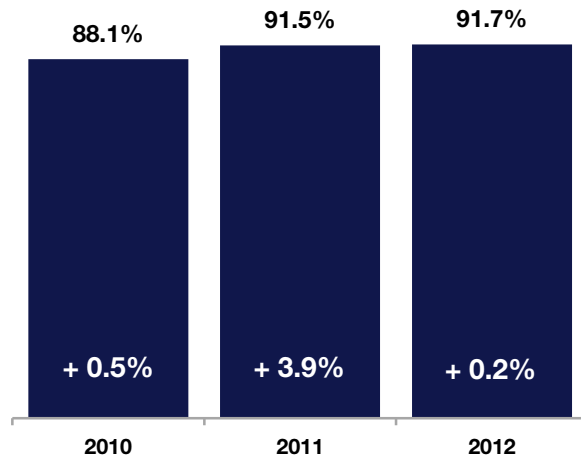
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

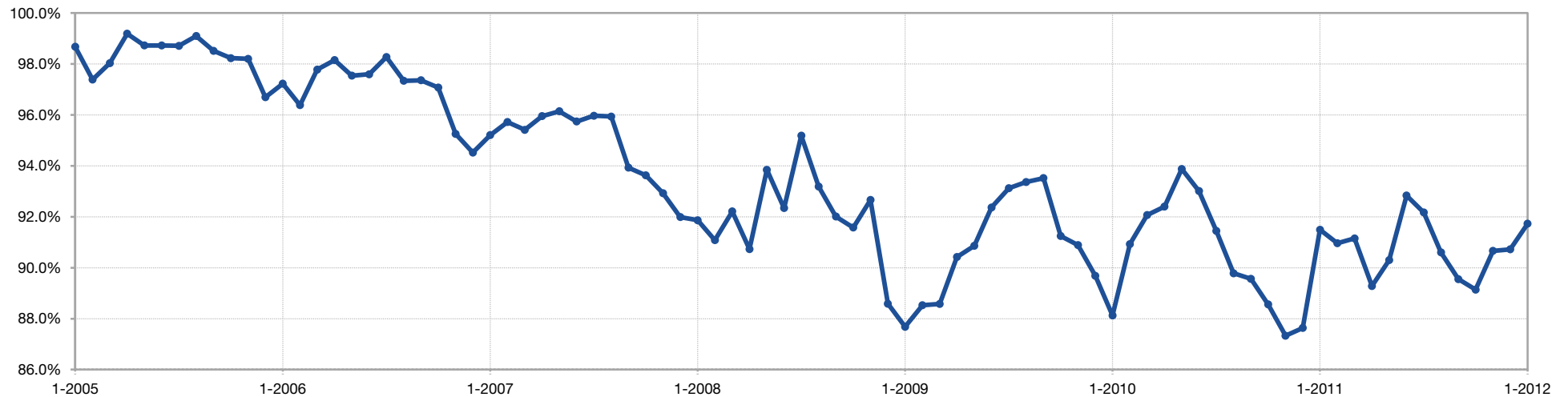


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2011	91.0%	90.9%	+0.1%
March 2011	91.2%	92.1%	-1.0%
April 2011	89.3%	92.4%	-3.4%
May 2011	90.3%	93.9%	-3.8%
June 2011	92.8%	93.0%	-0.2%
July 2011	92.2%	91.4%	+0.9%
August 2011	90.6%	89.8%	+0.9%
September 2011	89.6%	89.6%	0.0%
October 2011	89.1%	88.6%	+0.6%
November 2011	90.7%	87.3%	+3.9%
December 2011	90.7%	87.6%	+3.5%
January 2012	91.7%	91.5%	+0.2%
12-Month Avg	90.8%	90.7%	+0.1%

Historical Percent of Original List Price Received by Month

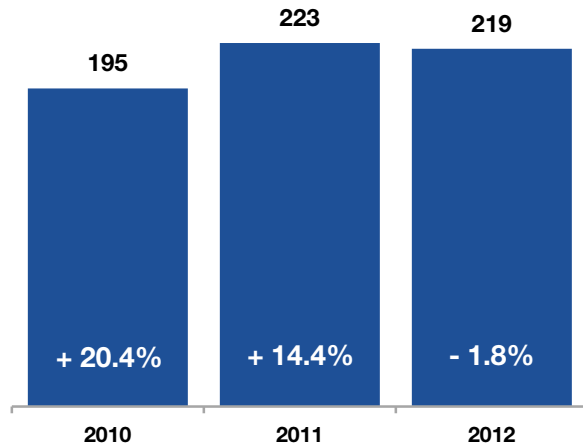


Housing Affordability Index

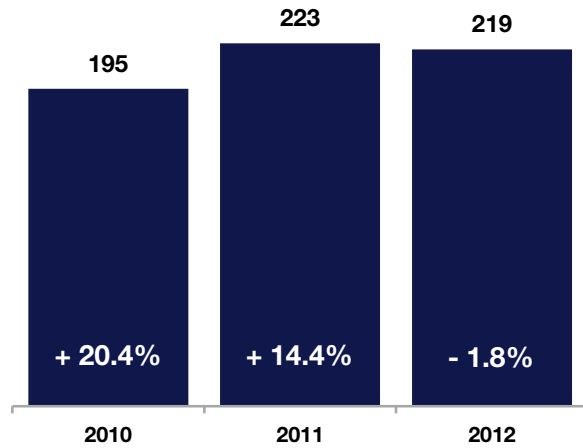
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



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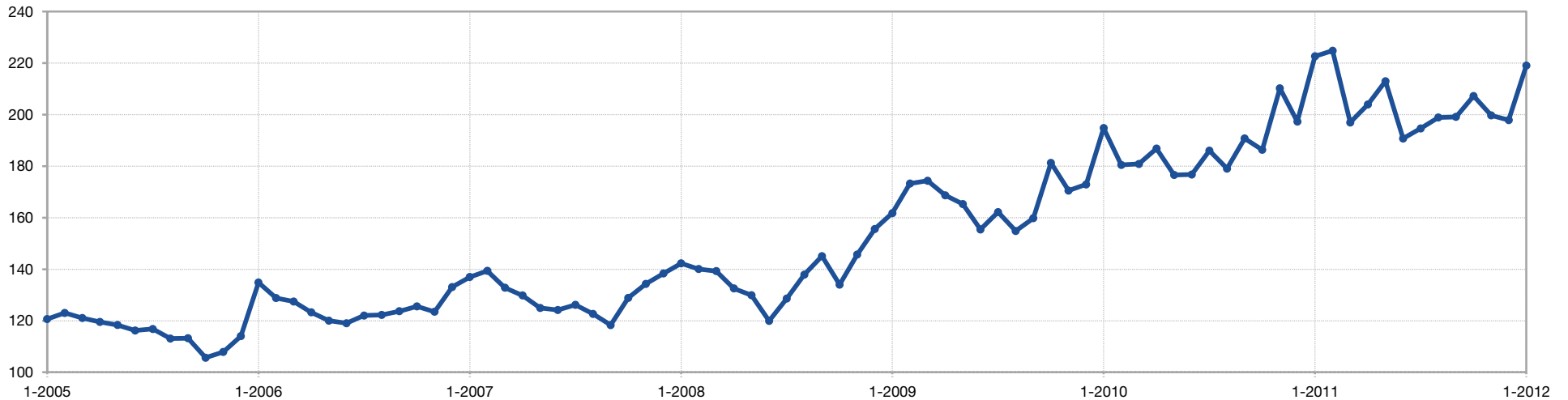


Year to Date



Affordability Index	Prior Year	Percent Change	
February 2011	225	180	+25.0%
March 2011	197	181	+8.8%
April 2011	204	187	+9.1%
May 2011	213	177	+20.3%
June 2011	191	177	+7.9%
July 2011	195	186	+4.8%
August 2011	199	179	+11.2%
September 2011	199	191	+4.2%
October 2011	207	186	+11.3%
November 2011	200	210	-4.8%
December 2011	198	197	+0.5%
January 2012	219	223	-1.8%
12-Month Avg	204	189	+7.9%

Historical Housing Affordability Index by Month

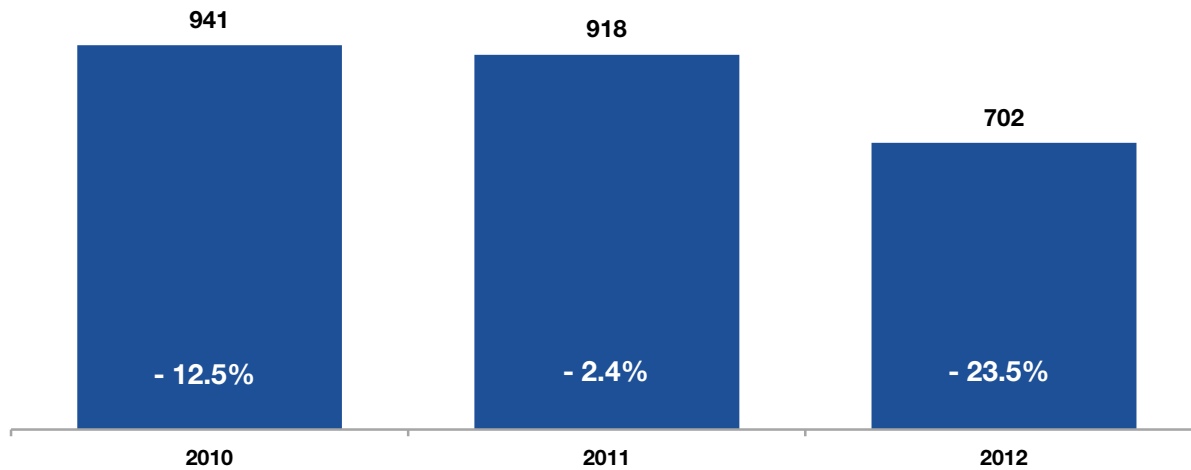


Inventory of Homes for Sale

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

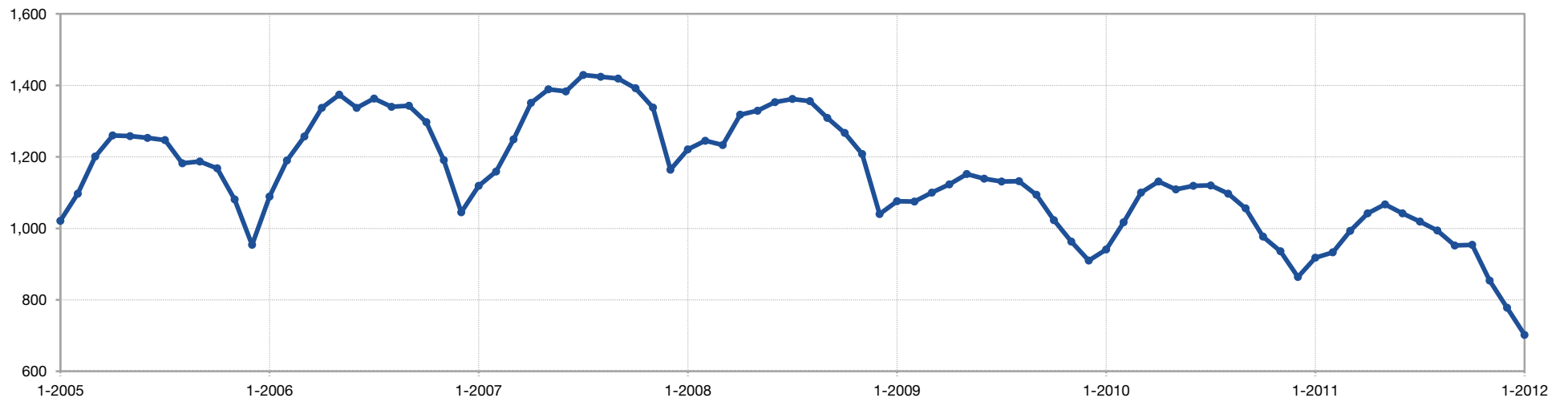


January



	Homes for Sale	Prior Year	Percent Change
February 2011	933	1,017	-8.3%
March 2011	993	1,100	-9.7%
April 2011	1,042	1,131	-7.9%
May 2011	1,067	1,109	-3.8%
June 2011	1,042	1,119	-6.9%
July 2011	1,019	1,120	-9.0%
August 2011	994	1,097	-9.4%
September 2011	952	1,056	-9.8%
October 2011	954	977	-2.4%
November 2011	854	936	-8.8%
December 2011	778	864	-10.0%
January 2012	702	918	-23.5%
12-Month Avg	944	1,037	-9.0%

Historical Inventory of Homes for Sale by Month

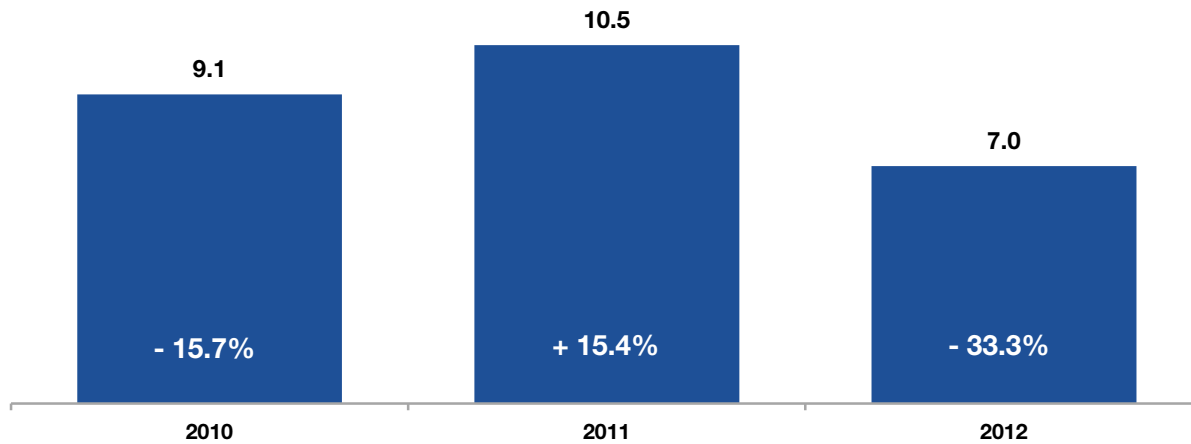


Months Supply of Inventory

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.

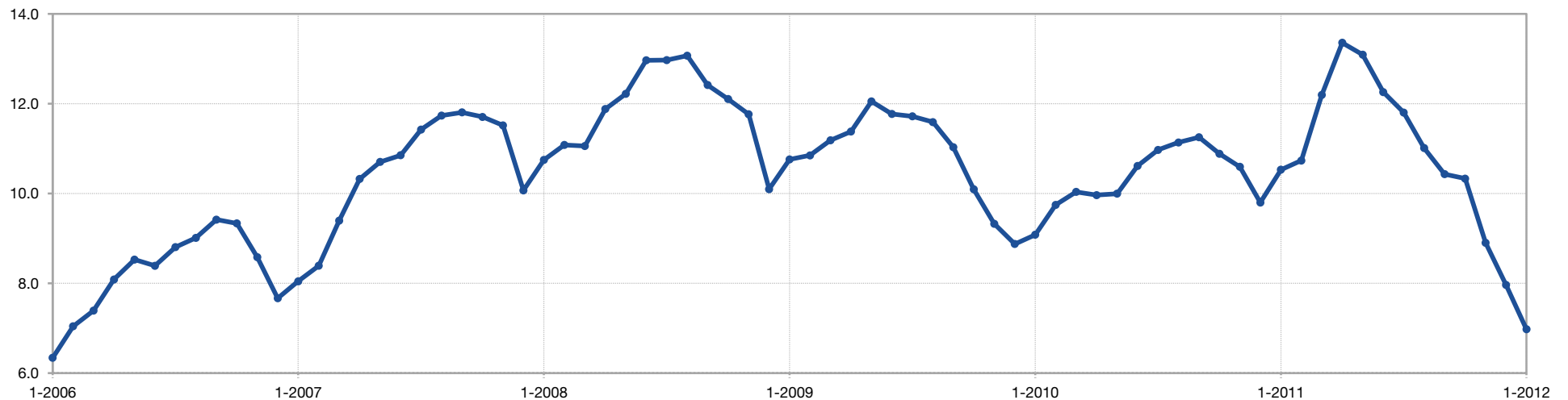


January



	Months Supply	Prior Year	Percent Change
February 2011	10.7	9.7	+10.3%
March 2011	12.2	10.0	+22.0%
April 2011	13.4	10.0	+34.0%
May 2011	13.1	10.0	+31.0%
June 2011	12.3	10.6	+16.0%
July 2011	11.8	11.0	+7.3%
August 2011	11.0	11.1	-0.9%
September 2011	10.4	11.3	-8.0%
October 2011	10.3	10.9	-5.5%
November 2011	8.9	10.6	-16.0%
December 2011	8.0	9.8	-18.4%
January 2012	7.0	10.5	-33.3%
12-Month Avg	10.8	10.5	+2.9%

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 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	1-2011	1-2012	+ / -	1-2011	1-2012	+ / -
Albany	8	2	-75.0%	2	1	-50.0%	76,300	35,500	-53.5%	71	20	-71.8%	19	6	-70.0%
Avon	9	2	-77.8%	2	2	0.0%	\$290,000	\$114,750	-60.4%	40	17	-57.5%	15.0	4.9	-67.6%
Clearwater	5	12	+140.0%	3	4	+33.3%	\$89,900	\$160,000	+78.0%	41	36	-12.2%	14.5	9.4	-35.1%
Cold Spring	16	9	-43.8%	4	1	-75.0%	\$196,200	\$100,000	-49.0%	128	57	-55.5%	22.9	9.8	-57.4%
Eden Lake Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Eden Valley	7	6	-14.3%	1	2	+100.0%	\$26,000	\$14,000	-46.2%	53	30	-43.4%	26.5	12.9	-51.5%
Fair Haven Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	2	2	0.0%	1.2	2.0	+66.7%
Foley	6	10	+66.7%	6	1	-83.3%	\$131,750	\$75,000	-43.1%	47	49	+4.3%	8.1	7.5	-7.1%
Freeport	3	5	+66.7%	0	2	--	\$0	\$139,250	--	14	15	+7.1%	10.5	7.9	-24.4%
Holdingford	3	5	+66.7%	0	2	--	\$0	\$97,000	--	26	12	-53.8%	19.5	6.0	-69.2%
Kimball	5	8	+60.0%	1	0	-100.0%	\$87,000	\$0	-100.0%	60	35	-41.7%	18.5	14.3	-22.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	5	4	-20.0%	2	1	-50.0%	\$208,863	\$125,000	-40.2%	63	22	-65.1%	14.3	5.8	-59.6%
Paynesville	6	7	+16.7%	2	4	+100.0%	\$108,050	\$119,750	+10.8%	89	33	-62.9%	17.0	7.2	-57.5%
Rice	7	10	+42.9%	1	1	0.0%	\$214,400	\$139,500	-34.9%	93	55	-40.9%	17.4	9.0	-48.2%
Richmond	11	11	0.0%	4	1	-75.0%	\$100,750	\$243,000	+141.2%	96	48	-50.0%	21.3	12.0	-43.8%
Rockville	0	0	--	1	2	+100.0%	\$140,000	\$268,700	+91.9%	11	10	-9.1%	6.6	5.5	-17.4%
Sartell	33	29	-12.1%	5	12	+140.0%	\$174,900	\$147,500	-15.7%	163	111	-31.9%	10.9	6.4	-41.4%
Sauk Centre	12	7	-41.7%	0	11	--	\$0	\$82,500	--	252	50	-80.2%	49.6	9.0	-81.8%
Sauk Rapids	29	20	-31.0%	6	9	+50.0%	\$120,393	\$88,000	-26.9%	134	85	-36.6%	11.6	5.7	-50.7%
St. Cloud	80	99	+23.8%	25	43	+72.0%	\$111,900	\$103,000	-8.0%	495	426	-13.9%	10.1	7.7	-23.5%
St. Joseph	13	6	-53.8%	4	4	0.0%	\$120,250	\$156,500	+30.1%	77	47	-39.0%	12.5	7.1	-43.5%
St. Augusta	3	4	+33.3%	0	1	--	\$0	\$164,000	--	19	21	+10.5%	10.1	11.0	+8.6%
Waite Park	9	8	-11.1%	4	5	+25.0%	\$65,250	\$153,000	+134.5%	49	33	-32.7%	9.3	5.3	-43.4%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.5	0.0	-100.0%