

# Monthly Indicators



## March 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

**+ 49.3%**    **+ 0.7%**    **- 17.4%**

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.



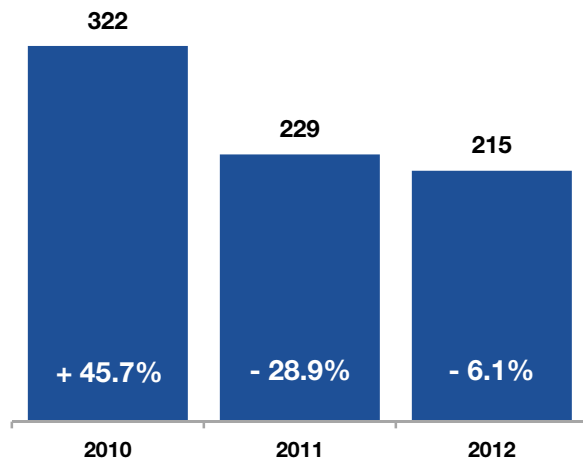
Key Metrics	Historical Sparkbars	3-2011	3-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		229	<b>215</b>	- 6.1%	546	<b>567</b>	+ 3.8%
<b>Pending Sales</b>		97	<b>135</b>	+ 39.2%	233	<b>324</b>	+ 39.1%
<b>Closed Sales</b>		73	<b>109</b>	+ 49.3%	176	<b>248</b>	+ 40.9%
<b>Days on Market</b>		106	<b>124</b>	+ 17.0%	97	<b>121</b>	+ 24.7%
<b>Median Sales Price</b>		\$124,125	<b>\$125,000</b>	+ 0.7%	\$115,400	<b>\$120,000</b>	+ 4.0%
<b>Average Sales Price</b>		\$131,844	<b>\$135,388</b>	+ 2.7%	\$125,456	<b>\$127,682</b>	+ 1.8%
<b>Pct. of Orig. Price Received</b>		91.2%	<b>89.6%</b>	- 1.8%	91.2%	<b>90.1%</b>	- 1.2%
<b>Affordability Index</b>		197	<b>210</b>	+ 6.6%	208	<b>217</b>	+ 4.3%
<b>Homes for Sale</b>		924	<b>763</b>	- 17.4%	--	<b>--</b>	--
<b>Months Supply</b>		11.3	<b>7.3</b>	- 35.4%	--	<b>--</b>	--

# New Listings

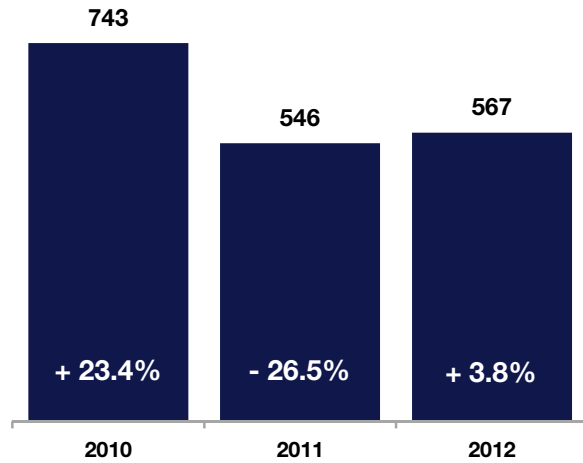
A count of the properties that have been newly listed on the market in a given month.



## March



## Year to Date



	New Listings	Prior Year	Percent Change
April 2011	235	277	-15.2%
May 2011	222	149	+49.0%
June 2011	182	207	-12.1%
July 2011	176	173	+1.7%
August 2011	176	182	-3.3%
September 2011	160	169	-5.3%
October 2011	170	123	+38.2%
November 2011	127	114	+11.4%
December 2011	112	102	+9.8%
January 2012	162	163	-0.6%
February 2012	190	154	+23.4%
<b>March 2012</b>	<b>215</b>	<b>229</b>	<b>-6.1%</b>
12-Month Avg	177	170	+4.1%

## Historical New Listings by Month

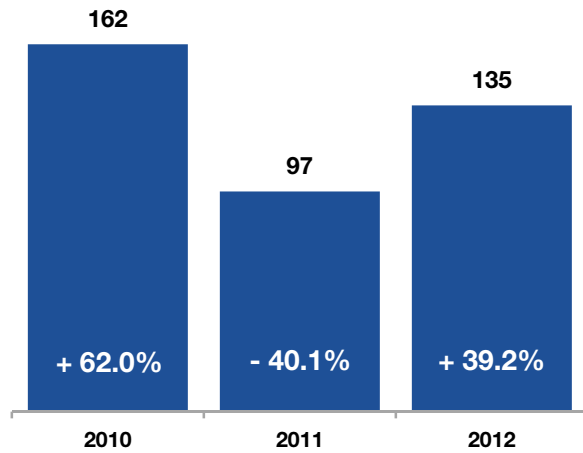


# Pending Sales

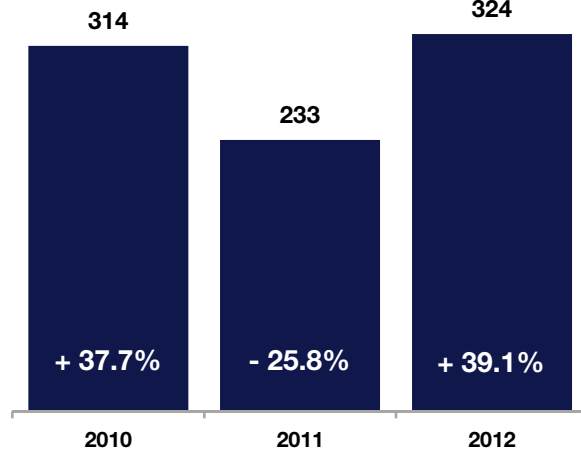
A count of the properties on which offers have been accepted in a given month.



## March

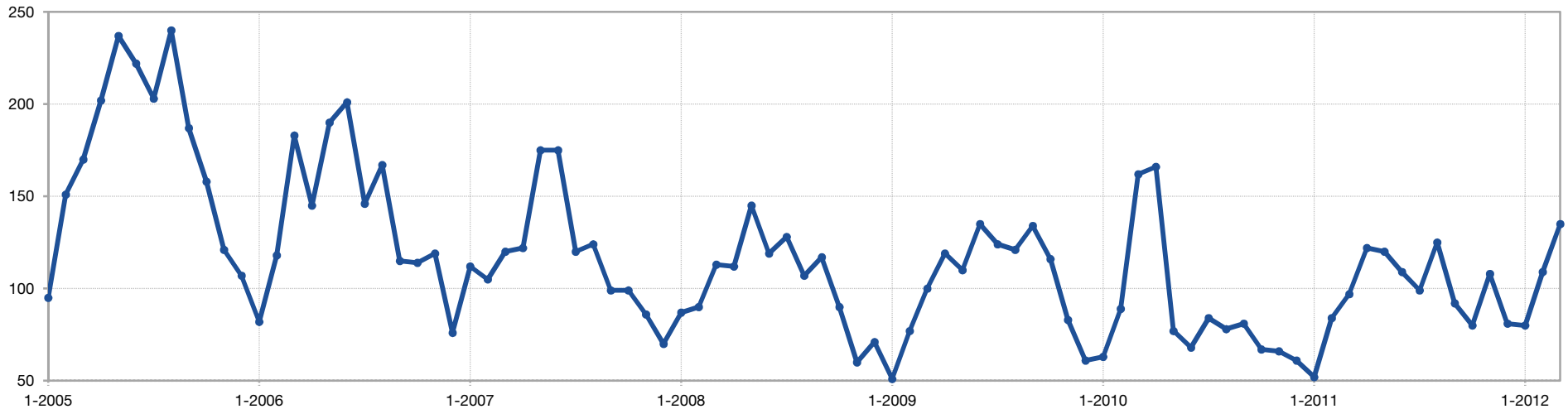


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
April 2011	122	166	-26.5%
May 2011	120	77	+55.8%
June 2011	109	68	+60.3%
July 2011	99	84	+17.9%
August 2011	125	78	+60.3%
September 2011	92	81	+13.6%
October 2011	80	67	+19.4%
November 2011	108	66	+63.6%
December 2011	81	61	+32.8%
January 2012	80	52	+53.8%
February 2012	109	84	+29.8%
<b>March 2012</b>	<b>135</b>	<b>97</b>	<b>+39.2%</b>
12-Month Avg	105	82	+28.0%

## Historical Pending Sales by Month

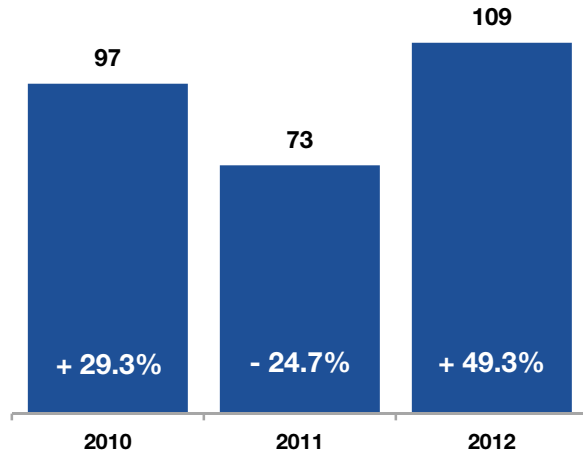


# Closed Sales

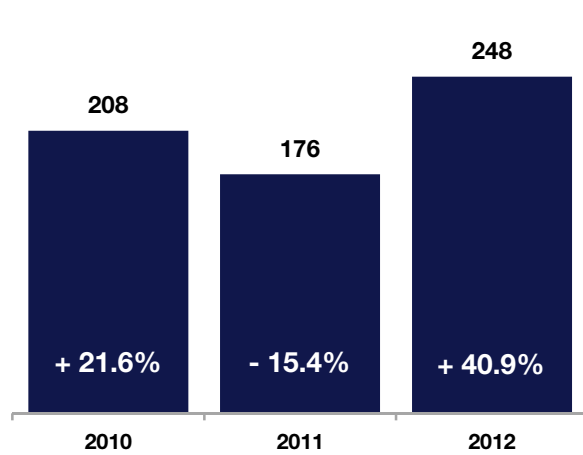
A count of the actual sales that closed in a given month.



## March

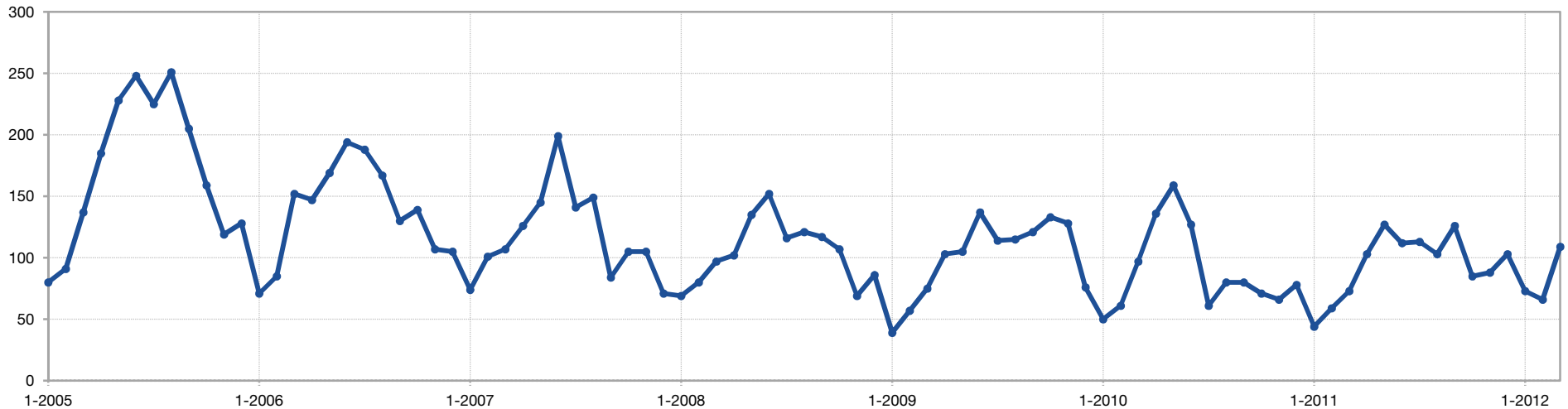


## Year to Date



Closed Sales	Prior Year	Percent Change	
April 2011	103	136	-24.3%
May 2011	127	159	-20.1%
June 2011	112	127	-11.8%
July 2011	113	61	+85.2%
August 2011	103	80	+28.8%
September 2011	126	80	+57.5%
October 2011	85	71	+19.7%
November 2011	88	66	+33.3%
December 2011	103	78	+32.1%
January 2012	73	44	+65.9%
February 2012	66	59	+11.9%
<b>March 2012</b>	<b>109</b>	<b>73</b>	<b>+49.3%</b>
12-Month Avg	101	86	+17.4%

## Historical Closed Sales by Month

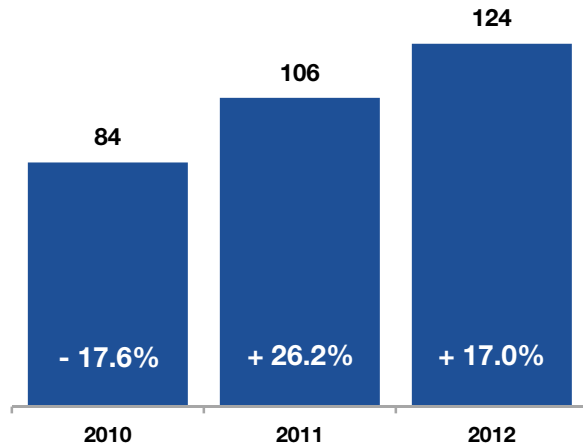


# Days on Market Until Sale

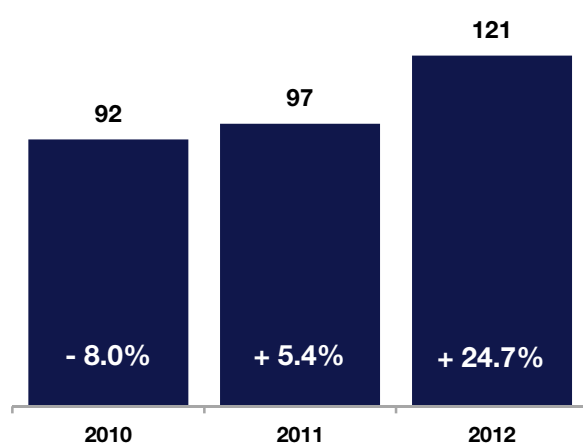
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

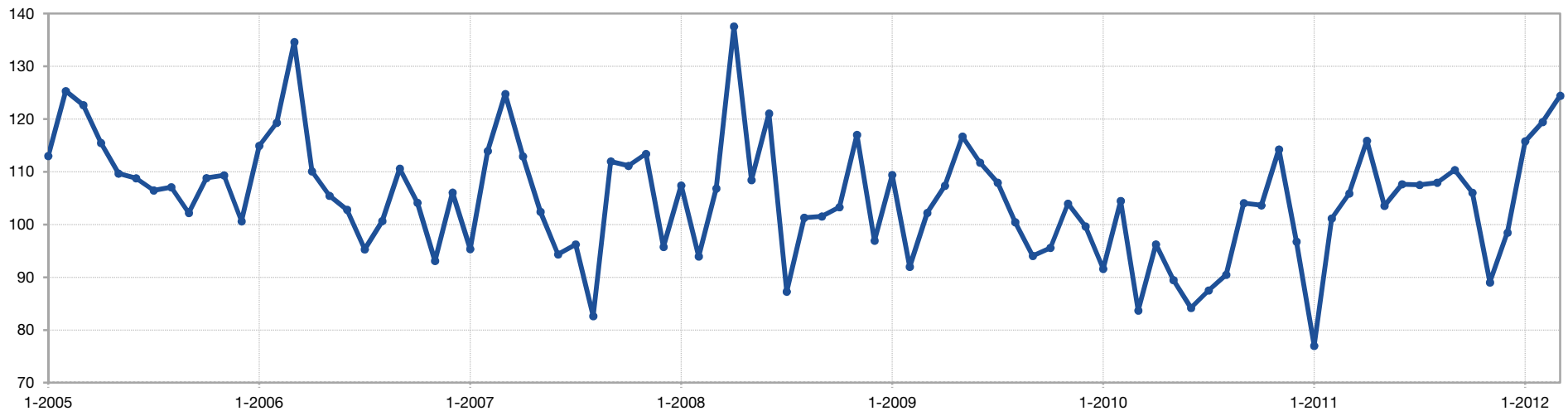


## Year to Date



Days on Market	Prior Year	Percent Change
April 2011	96	+20.8%
May 2011	89	+16.9%
June 2011	84	+28.6%
July 2011	88	+22.7%
August 2011	90	+20.0%
September 2011	104	+5.8%
October 2011	104	+1.9%
November 2011	114	-21.9%
December 2011	97	+1.0%
January 2012	77	+50.6%
February 2012	101	+17.8%
<b>March 2012</b>	<b>106</b>	<b>+17.0%</b>
12-Month Avg	109	+13.5%

## Historical Days on Market Until Sale by Month

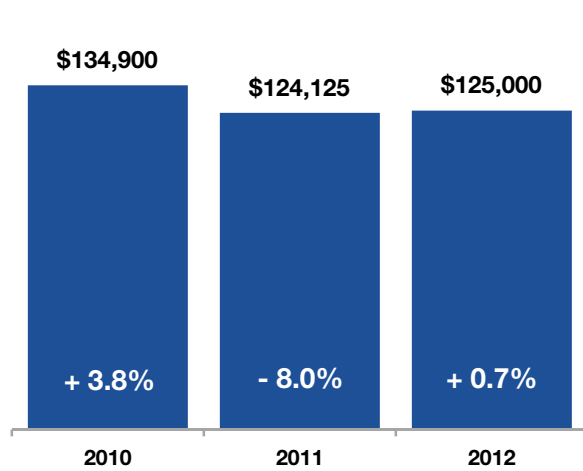


# Median Sales Price

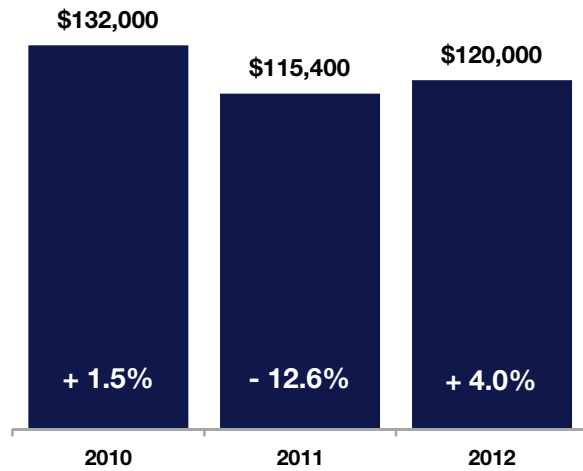
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March

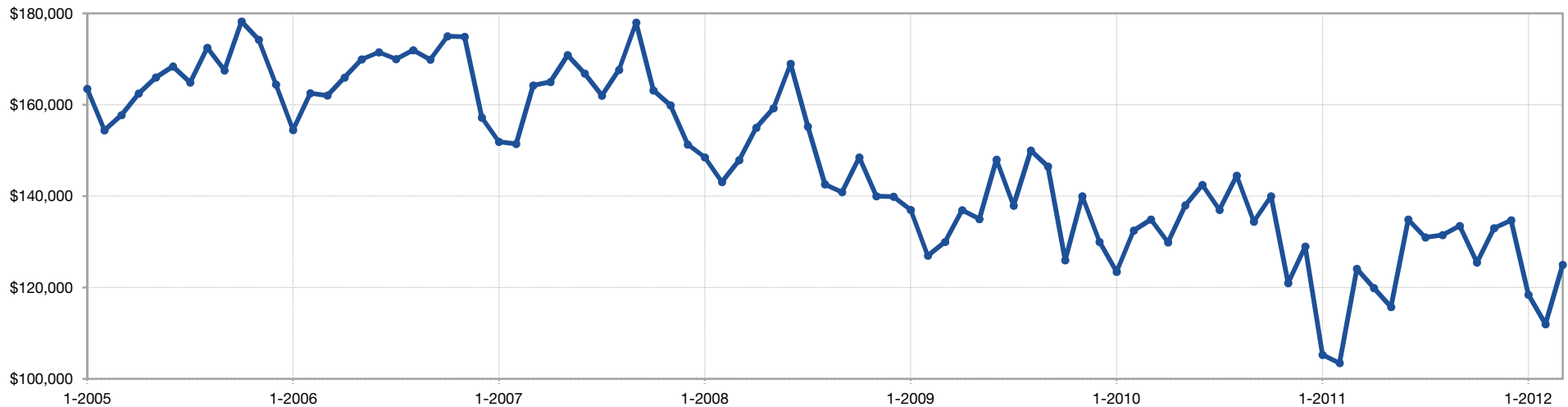


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
April 2011	\$119,900	\$129,900	-7.7%
May 2011	\$115,750	\$138,000	-16.1%
June 2011	\$134,900	\$142,475	-5.3%
July 2011	\$131,000	\$137,000	-4.4%
August 2011	\$131,500	\$144,517	-9.0%
September 2011	\$133,500	\$134,450	-0.7%
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%
February 2012	\$112,000	\$103,500	+8.2%
<b>March 2012</b>	<b>\$125,000</b>	<b>\$124,125</b>	<b>+0.7%</b>
12-Month Avg	\$126,271	\$129,104	-2.2%

## Historical Median Sales Price by Month

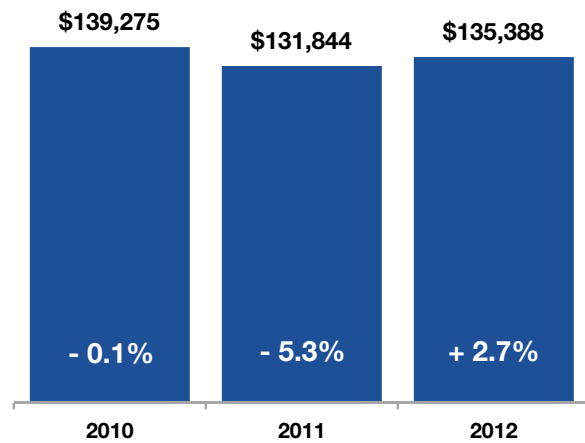


# Average Sales Price

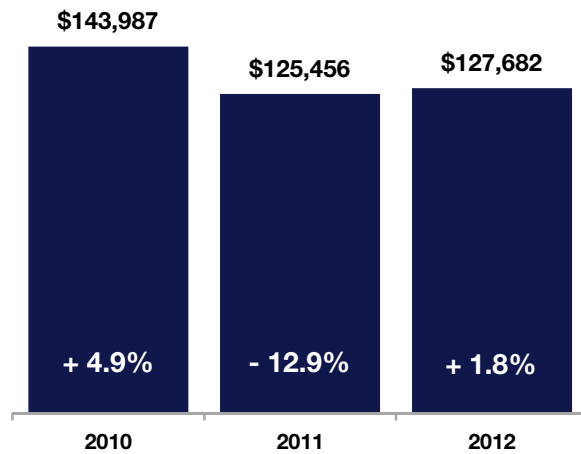
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

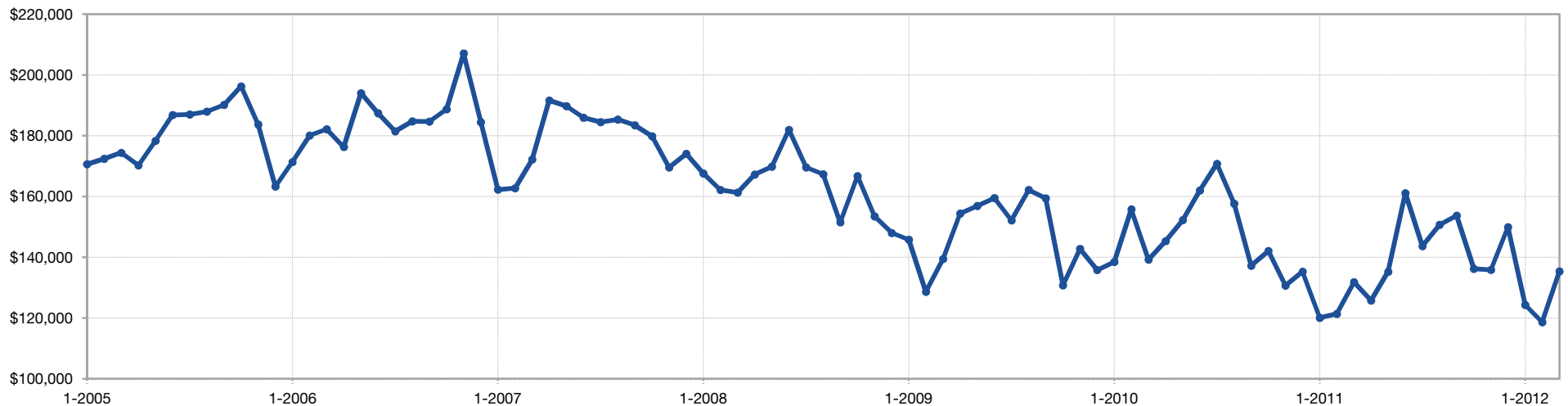


## Year to Date



	Average Sales Price	Prior Year	Percent Change
April 2011	\$125,817	\$145,343	-13.4%
May 2011	\$135,262	\$152,260	-11.2%
June 2011	\$161,122	\$162,019	-0.6%
July 2011	\$143,695	\$170,776	-15.9%
August 2011	\$150,730	\$157,678	-4.4%
September 2011	\$153,718	\$137,232	+12.0%
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%
February 2012	\$118,677	\$121,428	-2.3%
<b>March 2012</b>	<b>\$135,388</b>	<b>\$131,844</b>	<b>+2.7%</b>
12-Month Avg	\$139,235	\$142,232	-2.1%

## Historical Average Sales Price by Month



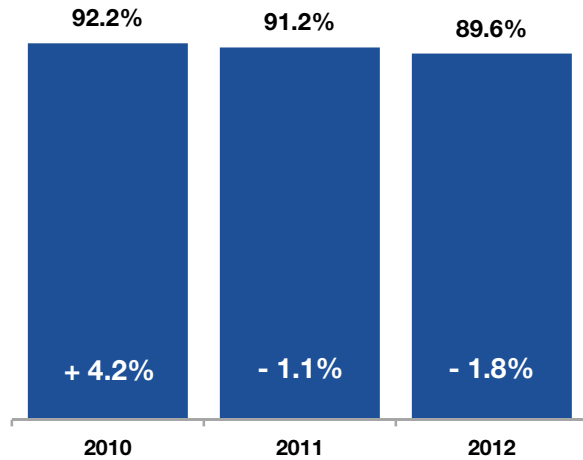


# Percent of Original List Price Received

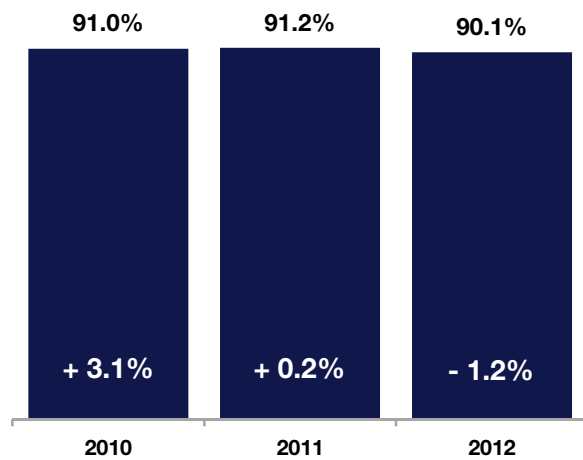
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## March

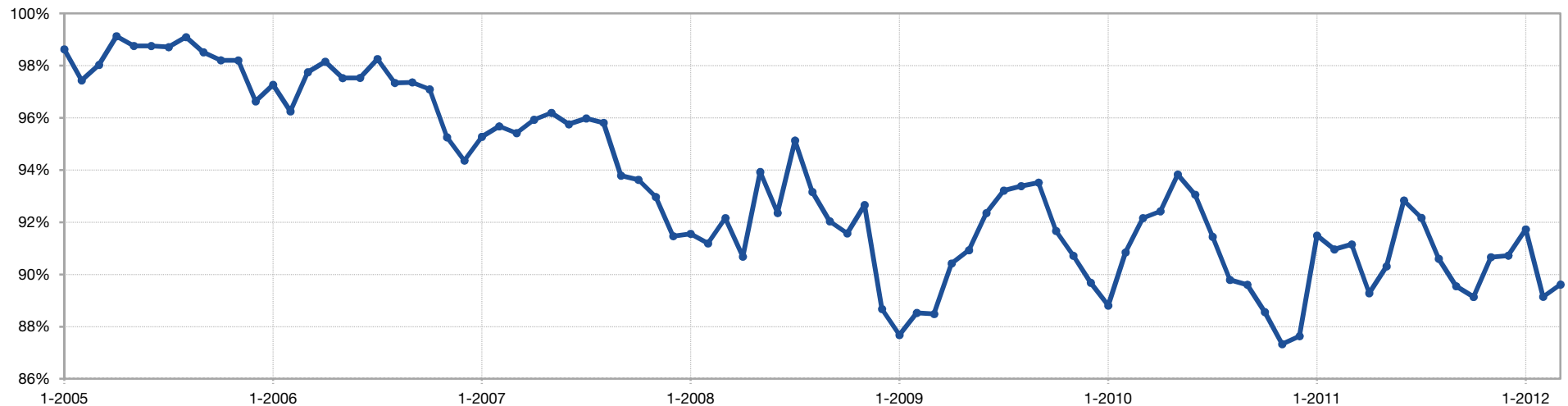


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2011	89.3%	92.4%	-3.4%
May 2011	90.3%	93.8%	-3.7%
June 2011	92.8%	93.1%	-0.3%
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%
February 2012	89.1%	91.0%	-2.1%
<b>March 2012</b>	<b>89.6%</b>	<b>91.2%</b>	<b>-1.8%</b>
12-Month Avg	90.5%	90.6%	-0.1%

## Historical Percent of Original List Price Received by Month

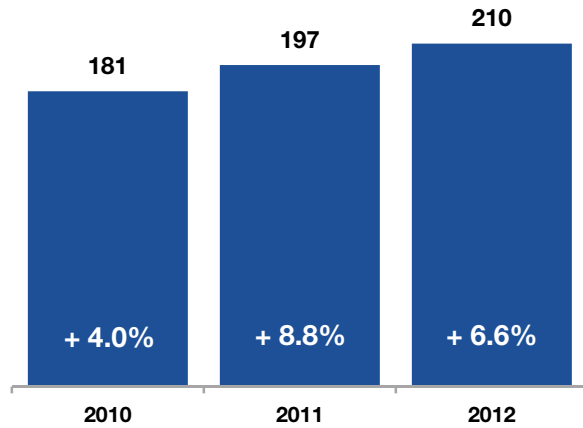


# Housing Affordability Index

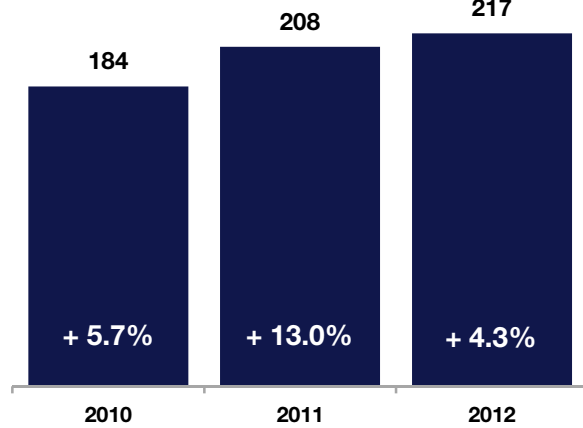
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## March

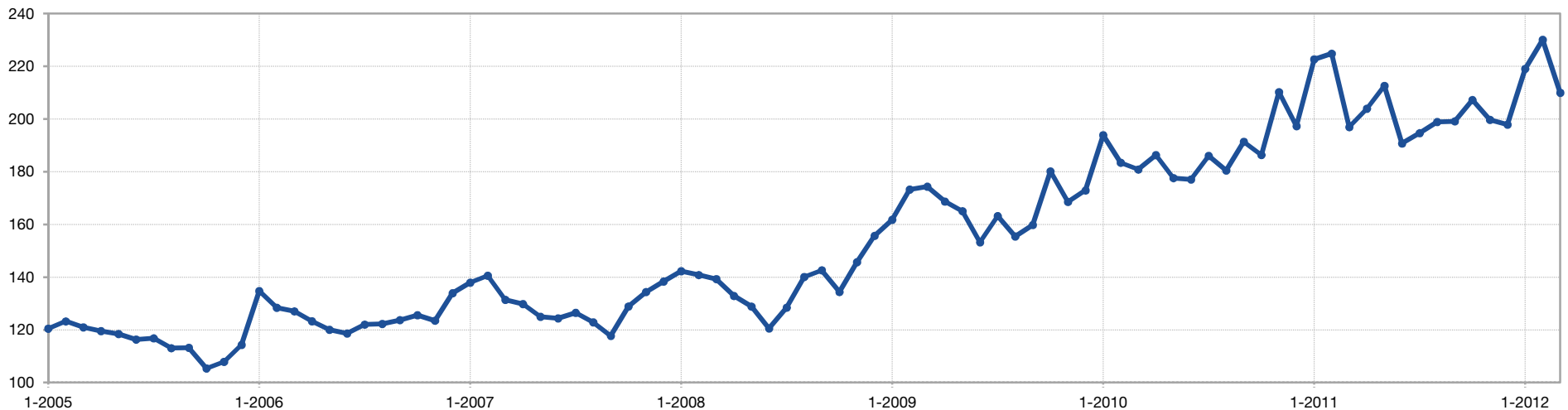


## Year to Date



	Affordability Index	Prior Year	Percent Change
April 2011	204	186	+9.7%
May 2011	213	178	+19.7%
June 2011	191	177	+7.9%
July 2011	195	186	+4.8%
August 2011	199	180	+10.6%
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%
February 2012	230	225	+2.2%
<b>March 2012</b>	<b>210</b>	<b>197</b>	<b>+6.6%</b>
12-Month Avg	205	195	+5.1%

## Historical Housing Affordability Index by Month

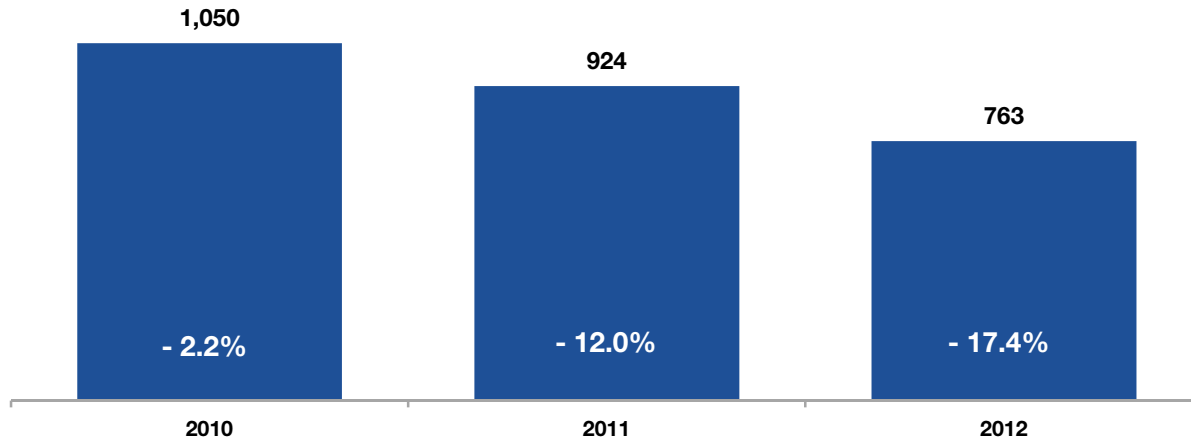


# Inventory of Homes for Sale

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

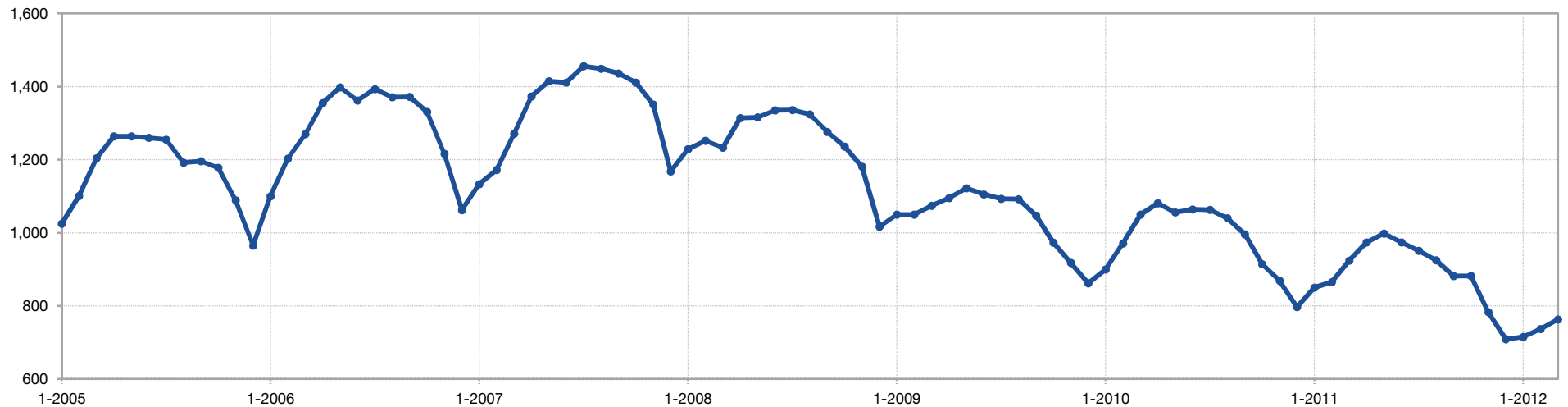


## March



Homes for Sale		Prior Year	Percent Change
April 2011	974	1,081	-9.9%
May 2011	998	1,056	-5.5%
June 2011	974	1,064	-8.5%
July 2011	951	1,063	-10.5%
August 2011	925	1,040	-11.1%
September 2011	882	996	-11.4%
October 2011	882	914	-3.5%
November 2011	783	869	-9.9%
December 2011	709	797	-11.0%
January 2012	715	850	-15.9%
February 2012	737	865	-14.8%
<b>March 2012</b>	<b>763</b>	<b>924</b>	<b>-17.4%</b>
12-Month Avg	858	960	-10.6%

## Historical Inventory of Homes for Sale by Month

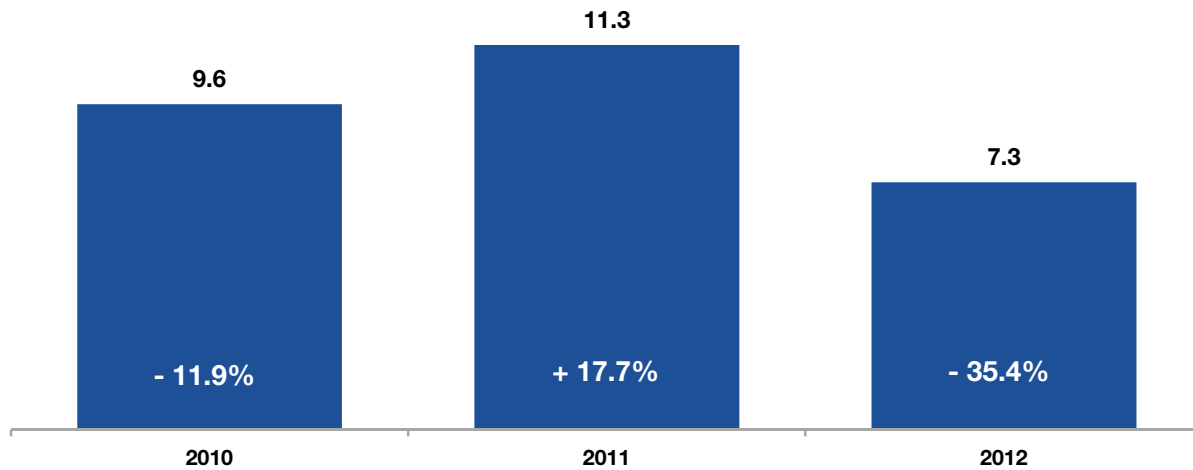


# Months Supply of Inventory

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.

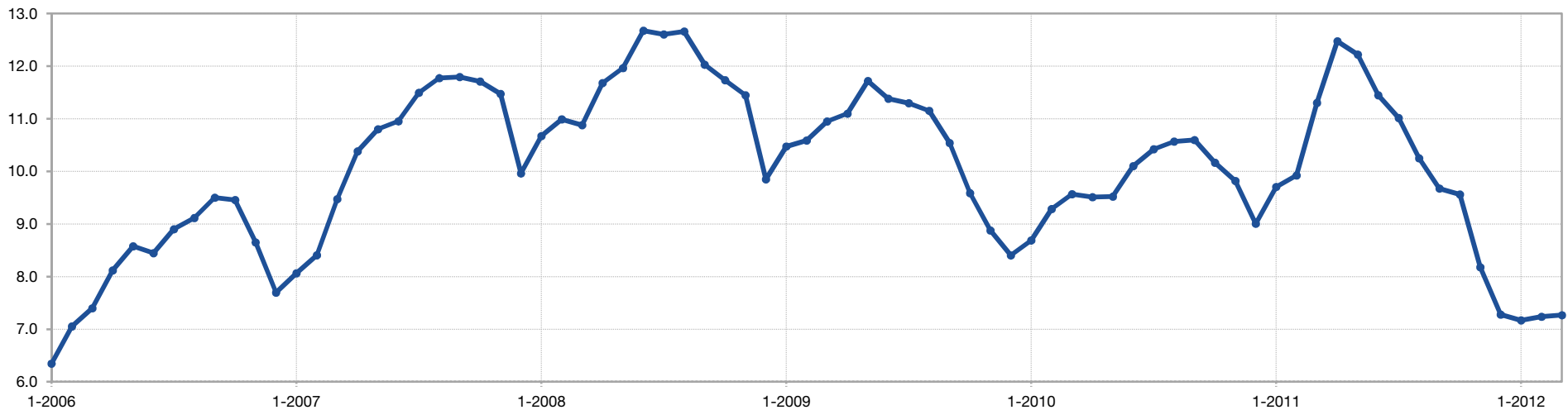


## March



Months Supply	Prior Year	Percent Change
April 2011	12.5	9.5 +31.6%
May 2011	12.2	9.5 +28.4%
June 2011	11.4	10.1 +12.9%
July 2011	11.0	10.4 +5.8%
August 2011	10.2	10.6 -3.8%
September 2011	9.7	10.6 -8.5%
October 2011	9.6	10.2 -5.9%
November 2011	8.2	9.8 -16.3%
December 2011	7.3	9.0 -18.9%
January 2012	7.2	9.7 -25.8%
February 2012	7.2	9.9 -27.3%
<b>March 2012</b>	<b>7.3</b>	<b>11.3 -35.4%</b>
12-Month Avg	9.5	10.1 -5.9%

## 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	+ / -	3-2011	3-2012	+ / -	3-2011	3-2012	+ / -
Albany	23	11	-52.2%	8	7	-12.5%	\$124,900	\$74,900	-40.0%	60	18	-70.0%	15.7	5.3	-66.5%
Avon	25	12	-52.0%	6	4	-33.3%	\$115,500	\$98,750	-14.5%	40	19	-52.5%	13.0	6.3	-51.2%
Clearwater	15	24	+60.0%	13	8	-38.5%	\$123,500	\$122,500	-0.8%	30	37	+23.3%	9.2	10.6	+14.5%
Cold Spring	38	40	+5.3%	9	9	0.0%	\$160,000	\$105,000	-34.4%	134	69	-48.5%	27.3	10.8	-60.5%
Eden Lake Twp	2	1	-50.0%	1	0	-100.0%	\$54,000	\$0	-100.0%	1	1	0.0%	1.0	0.0	-100.0%
Eden Valley	20	16	-20.0%	2	4	+100.0%	\$55,250	\$69,500	+25.8%	60	35	-41.7%	36.0	15.0	-58.3%
Fair Haven Twp	2	2	0.0%	1	1	0.0%	\$74,000	\$215,280	+190.9%	2	3	+50.0%	1.2	3.0	+150.0%
Foley	29	42	+44.8%	13	8	-38.5%	\$119,500	\$57,500	-51.9%	52	55	+5.8%	8.9	8.0	-9.9%
Freeport	9	7	-22.2%	1	7	+600.0%	\$135,000	\$140,000	+3.7%	16	14	-12.5%	12.0	7.0	-41.7%
Holdingford	9	8	-11.1%	1	5	+400.0%	\$68,500	\$131,000	+91.2%	19	11	-42.1%	13.8	5.8	-58.3%
Kimball	17	21	+23.5%	10	3	-70.0%	\$98,500	\$126,500	+28.4%	54	45	-16.7%	20.3	22.5	+11.1%
Maine Prairie Twp	2	0	-100.0%	0	0	--	\$0	\$0	--	2	0	-100.0%	2.0	0.0	-100.0%
Melrose	19	16	-15.8%	13	4	-69.2%	\$100,000	\$112,000	+12.0%	59	22	-62.7%	15.1	6.2	-58.8%
Paynesville	21	22	+4.8%	9	6	-33.3%	\$45,100	\$119,750	+165.5%	87	40	-54.0%	19.0	8.9	-53.2%
Rice	38	42	+10.5%	13	9	-30.8%	\$130,000	\$134,900	+3.8%	77	72	-6.5%	14.2	13.3	-6.5%
Richmond	34	34	0.0%	11	6	-45.5%	\$154,000	\$209,000	+35.7%	105	58	-44.8%	24.7	14.8	-40.1%
Rockville	6	3	-50.0%	3	3	0.0%	\$140,000	\$154,900	+10.6%	13	8	-38.5%	8.7	5.1	-41.3%
Sartell	91	124	+36.3%	28	41	+46.4%	\$157,000	\$159,000	+1.3%	146	142	-2.7%	10.1	7.9	-22.0%
Sauk Centre	34	27	-20.6%	7	23	+228.6%	\$103,900	\$84,900	-18.3%	255	52	-79.6%	58.8	9.7	-83.5%
Sauk Rapids	80	84	+5.0%	25	40	+60.0%	\$118,500	\$130,000	+9.7%	133	99	-25.6%	12.6	5.9	-53.2%
St. Cloud	298	301	+1.0%	90	141	+56.7%	\$104,000	\$97,000	-6.7%	529	430	-18.7%	11.6	7.5	-35.1%
St. Joseph	41	38	-7.3%	20	14	-30.0%	\$114,000	\$172,050	+50.9%	68	57	-16.2%	11.7	8.2	-29.3%
St. Augusta	10	11	+10.0%	3	5	+66.7%	\$182,000	\$221,100	+21.5%	19	22	+15.8%	13.8	11.5	-16.6%
Waite Park	36	20	-44.4%	13	12	-7.7%	\$99,000	\$126,750	+28.0%	48	35	-27.1%	9.3	5.8	-37.2%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	1.0	--