

# Monthly Indicators



## April 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

**+ 8.7%**      **+ 3.5%**      **- 22.2%**

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.



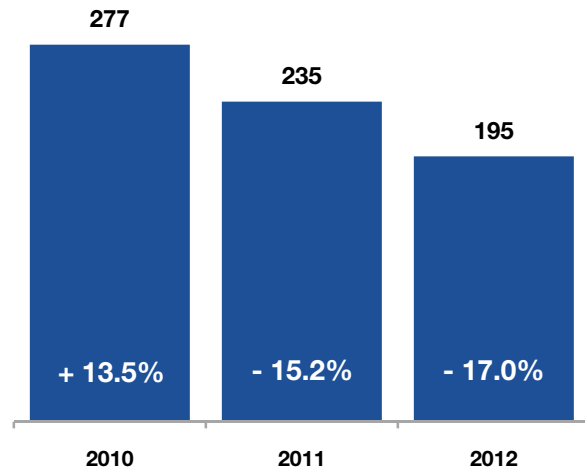
Key Metrics	Historical Sparkbars	4-2011	4-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		235	<b>195</b>	- 17.0%	781	<b>762</b>	- 2.4%
<b>Pending Sales</b>		122	<b>140</b>	+ 14.8%	354	<b>463</b>	+ 30.8%
<b>Closed Sales</b>		103	<b>112</b>	+ 8.7%	278	<b>361</b>	+ 29.9%
<b>Days on Market</b>		116	<b>108</b>	- 6.9%	104	<b>117</b>	+ 12.5%
<b>Median Sales Price</b>		\$119,900	<b>\$124,100</b>	+ 3.5%	\$118,700	<b>\$122,000</b>	+ 2.8%
<b>Average Sales Price</b>		\$125,817	<b>\$133,046</b>	+ 5.7%	\$125,656	<b>\$129,469</b>	+ 3.0%
<b>Pct. of Orig. Price Received</b>		89.3%	<b>91.2%</b>	+ 2.1%	90.4%	<b>90.4%</b>	0.0%
<b>Affordability Index</b>		204	<b>214</b>	+ 4.9%	206	<b>217</b>	+ 5.3%
<b>Homes for Sale</b>		975	<b>759</b>	- 22.2%	--	<b>--</b>	--
<b>Months Supply</b>		12.5	<b>7.1</b>	- 43.2%	--	<b>--</b>	--

# New Listings

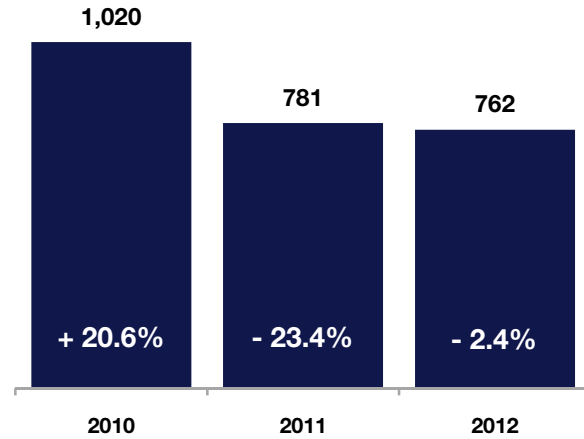
A count of the properties that have been newly listed on the market in a given month.



## April



## Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2012	215	229	-6.1%
<b>April 2012</b>	<b>195</b>	<b>235</b>	<b>-17.0%</b>
12-Month Avg	174	167	+4.2%

## Historical New Listings by Month

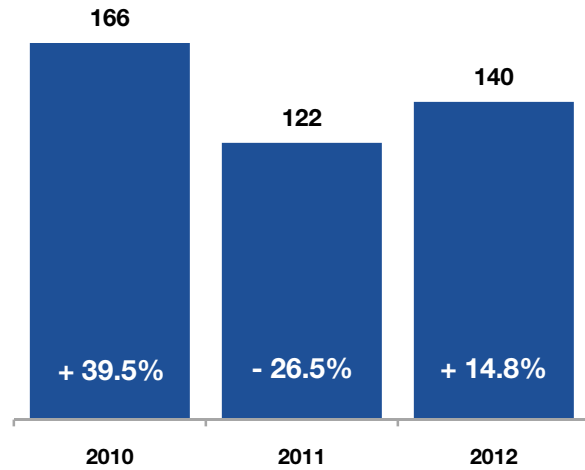


# Pending Sales

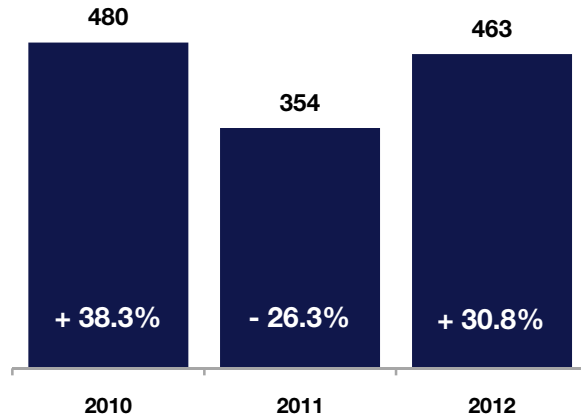
A count of the properties on which offers have been accepted in a given month.



## April

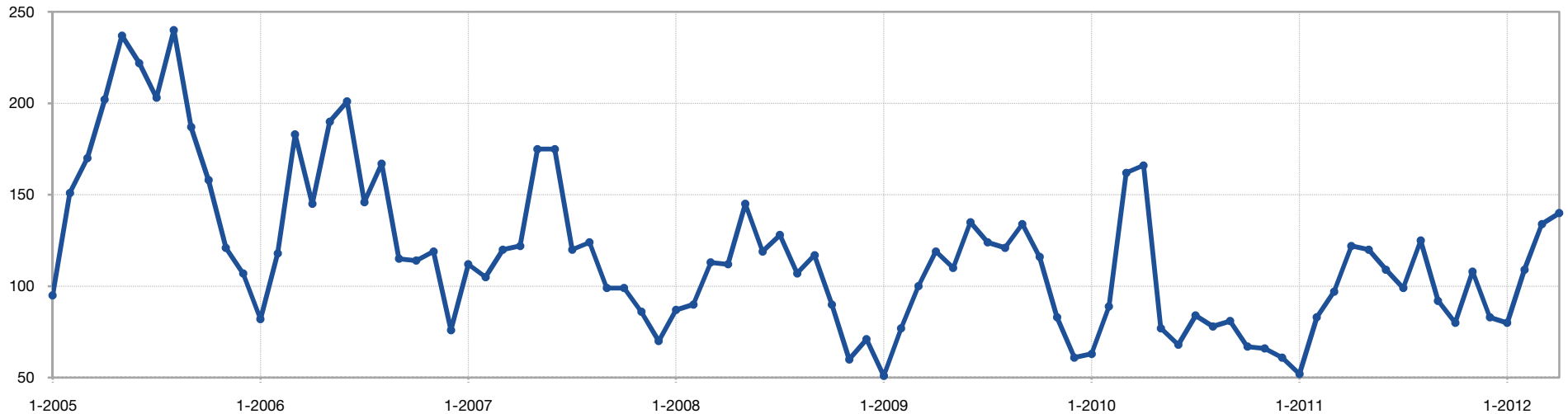


## Year to Date



Pending Sales	Prior Year	Percent Change
May 2011	77	+55.8%
June 2011	68	+60.3%
July 2011	84	+17.9%
August 2011	78	+60.3%
September 2011	81	+13.6%
October 2011	67	+19.4%
November 2011	66	+63.6%
December 2011	61	+36.1%
January 2012	52	+53.8%
February 2012	83	+31.3%
March 2012	97	+38.1%
<b>April 2012</b>	<b>122</b>	<b>+14.8%</b>
12-Month Avg	107	+37.2%

## Historical Pending Sales by Month

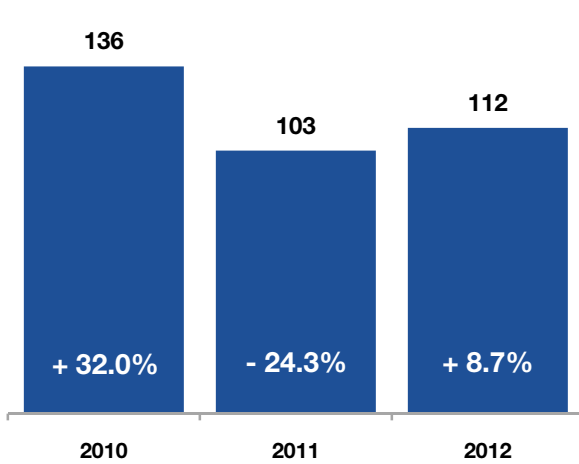


# Closed Sales

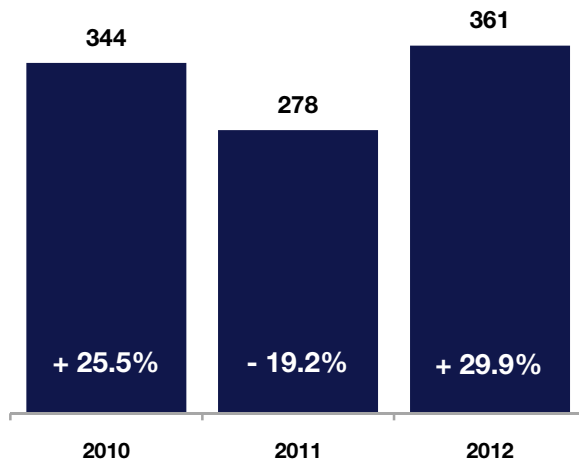
A count of the actual sales that closed in a given month.



## April



## Year to Date



Closed Sales		Prior Year	Percent Change
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	58	+13.8%
March 2012	110	73	+50.7%
<b>April 2012</b>	<b>112</b>	<b>103</b>	<b>+8.7%</b>
12-Month Avg	102	83	+22.9%

## Historical Closed Sales by Month

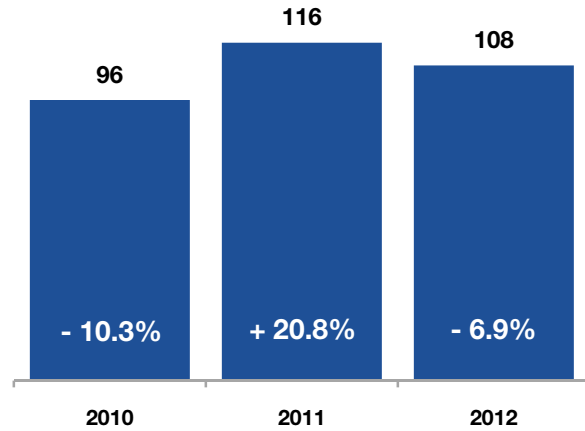


# Days on Market Until Sale

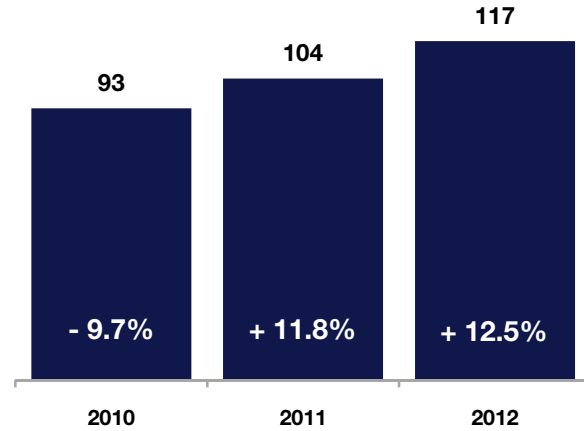
Average number of days between when a property is listed and when an offer is accepted in a given month.



## April

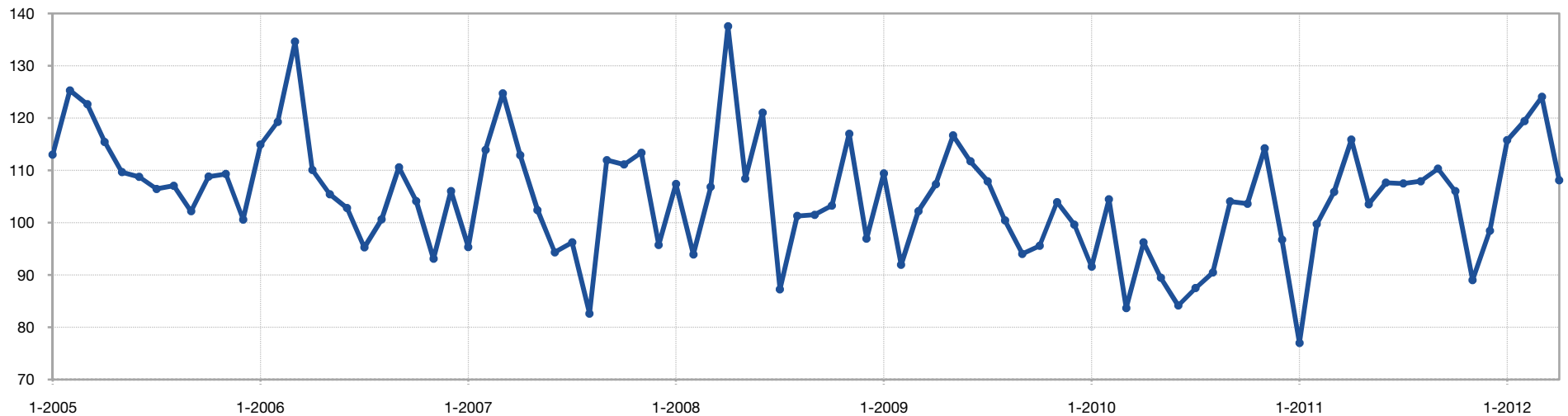


## Year to Date



Days on Market	Prior Year	Percent Change
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	100	+19.0%
March 2012	106	+17.0%
<b>April 2012</b>	<b>116</b>	<b>-6.9%</b>
12-Month Avg	108	+11.3%

## Historical Days on Market Until Sale by Month

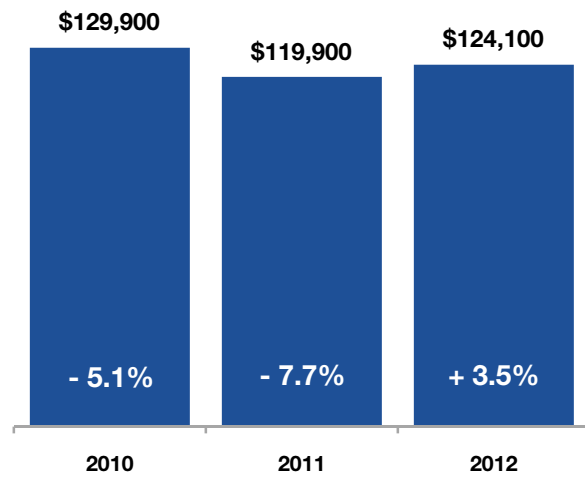


# Median Sales Price

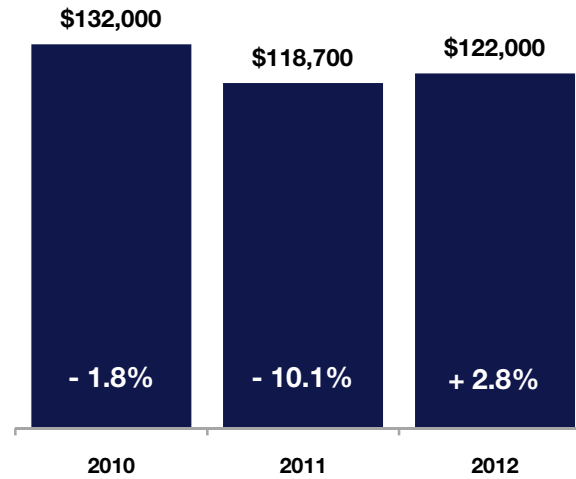
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## April

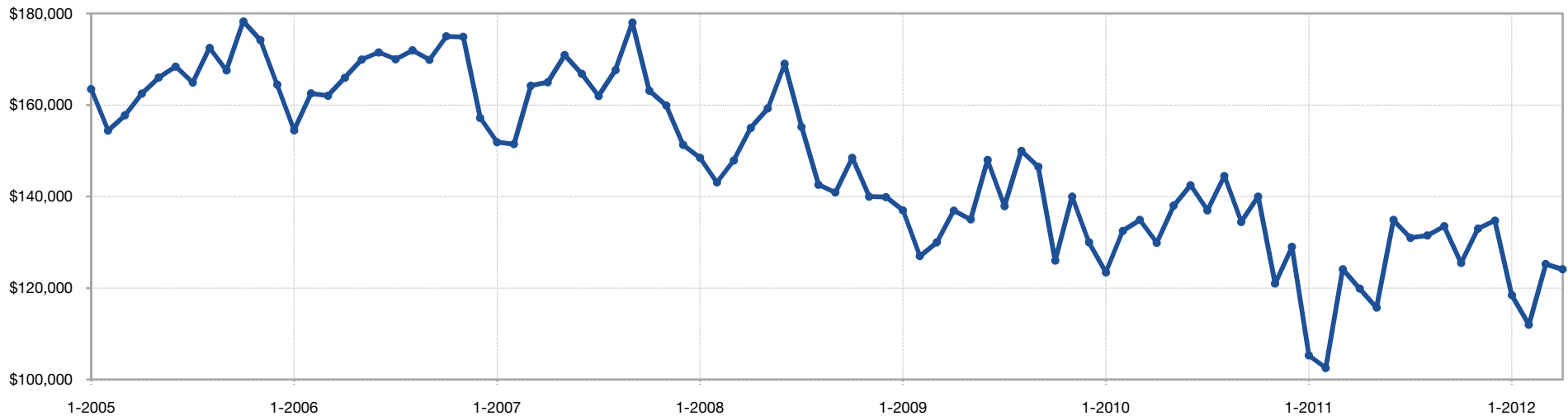


## Year to Date



Median Sales Price	Prior Year	Percent Change	
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	\$102,550	+9.2%
March 2012	\$125,250	\$124,125	+0.9%
<b>April 2012</b>	<b>\$124,100</b>	<b>\$119,900</b>	<b>+3.5%</b>
12-Month Avg	\$126,642	\$128,192	-1.2%

## Historical Median Sales Price by Month

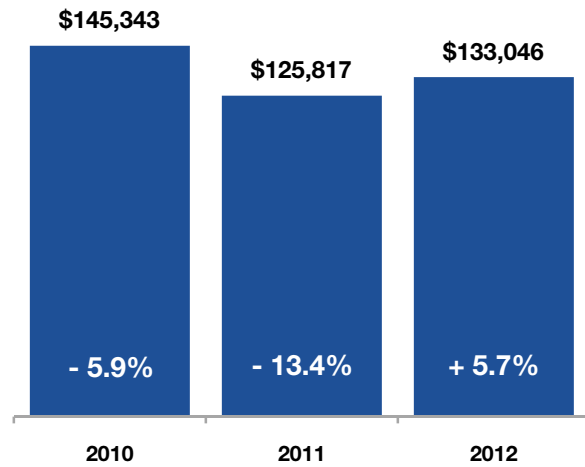


# Average Sales Price

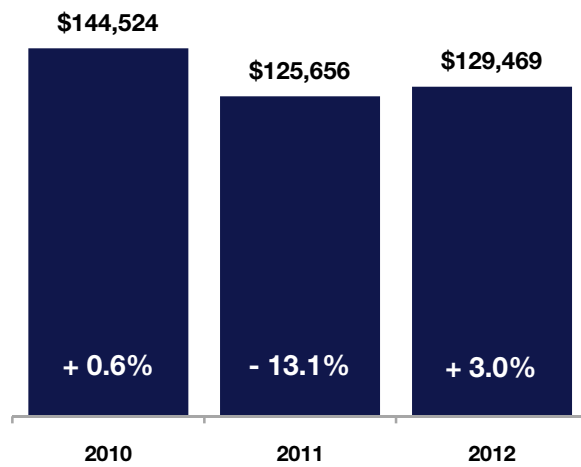
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## April

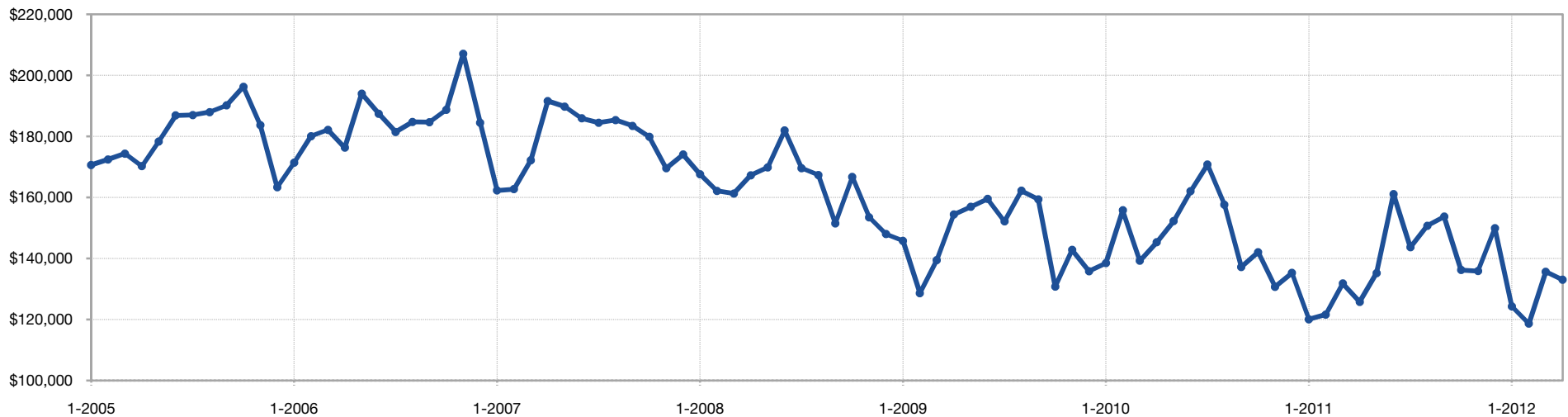


## Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$121,669	-2.5%
March 2012	\$135,663	\$131,844	+2.9%
<b>April 2012</b>	<b>\$133,046</b>	<b>\$125,817</b>	<b>+5.7%</b>
12-Month Avg	\$139,861	\$140,625	-0.5%

## Historical Average Sales Price by Month



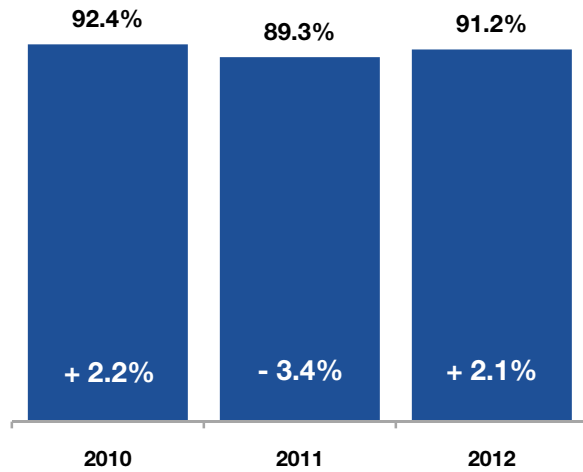


# Percent of Original List Price Received

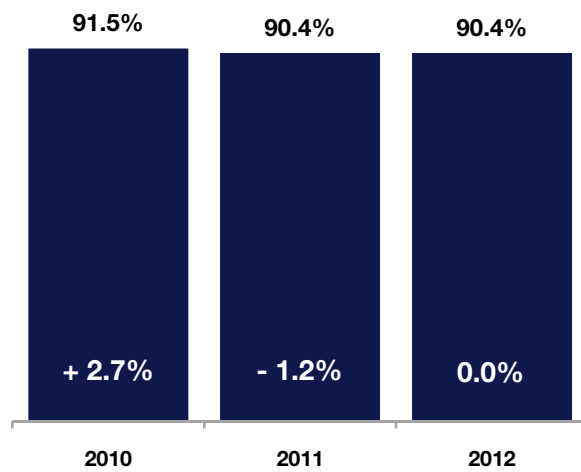
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## April

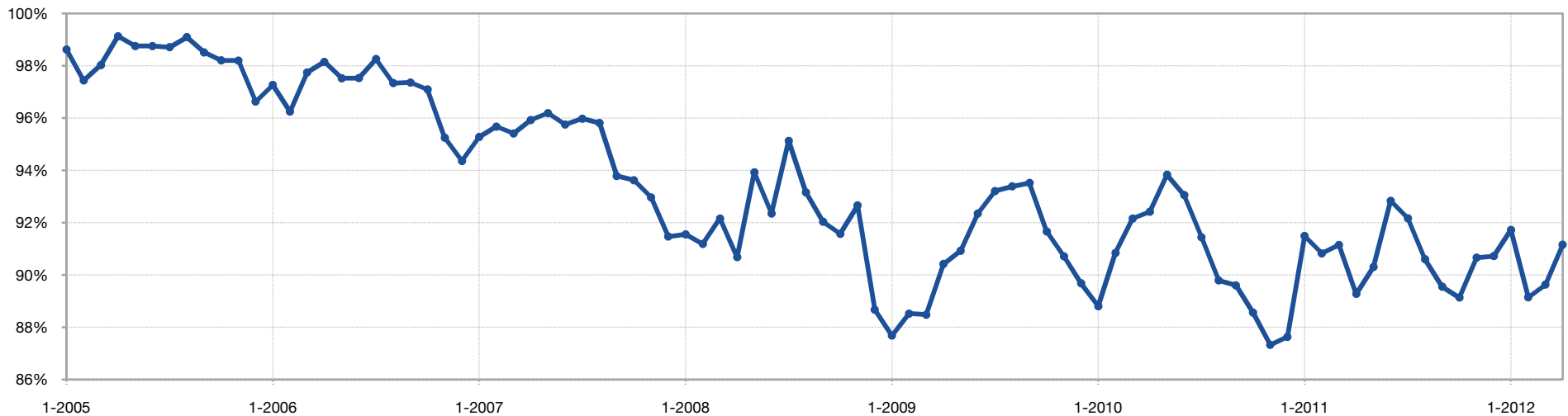


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	90.8%	-1.9%
March 2012	89.6%	91.2%	-1.8%
<b>April 2012</b>	<b>91.2%</b>	<b>89.3%</b>	<b>+2.1%</b>
12-Month Avg	90.6%	90.3%	+0.3%

## Historical Percent of Original List Price Received by Month

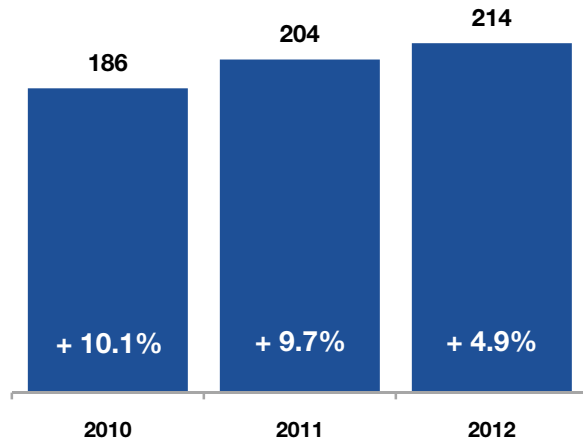


# Housing Affordability Index

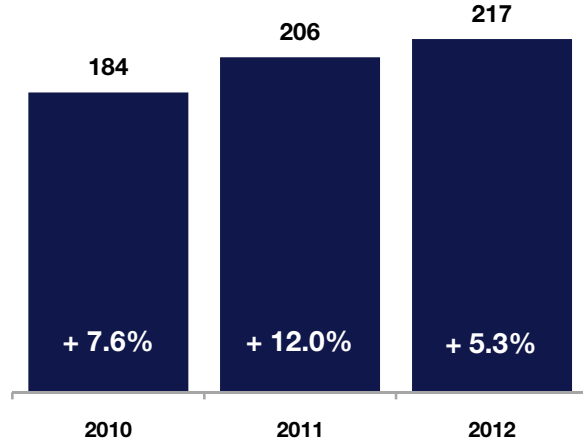
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## April



## Year to Date



	Affordability Index	Prior Year	Percent Change
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	226	+1.8%
March 2012	210	197	+6.6%
<b>April 2012</b>	<b>214</b>	<b>204</b>	<b>+4.9%</b>
12-Month Avg	206	196	+5.1%

## Historical Housing Affordability Index by Month

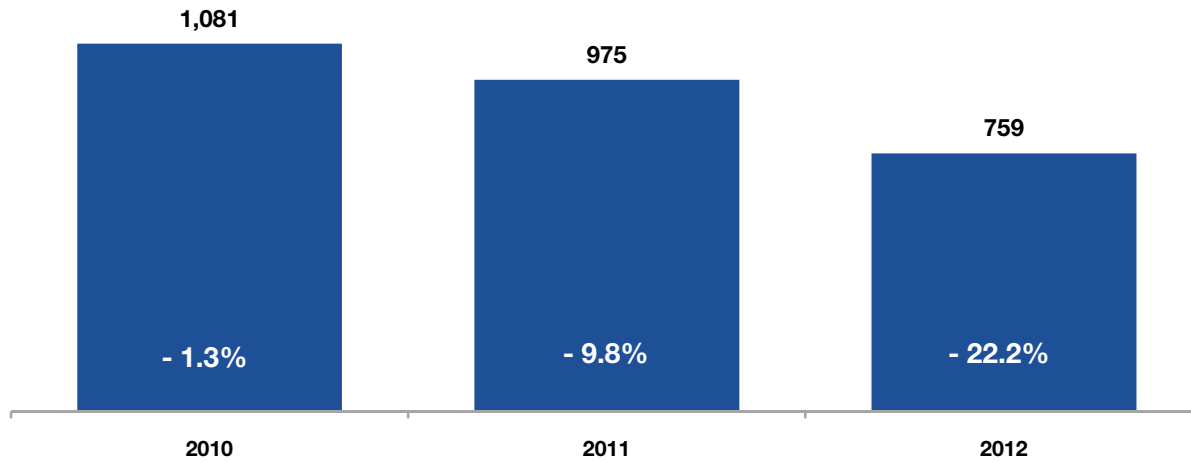


# Inventory of Homes for Sale

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

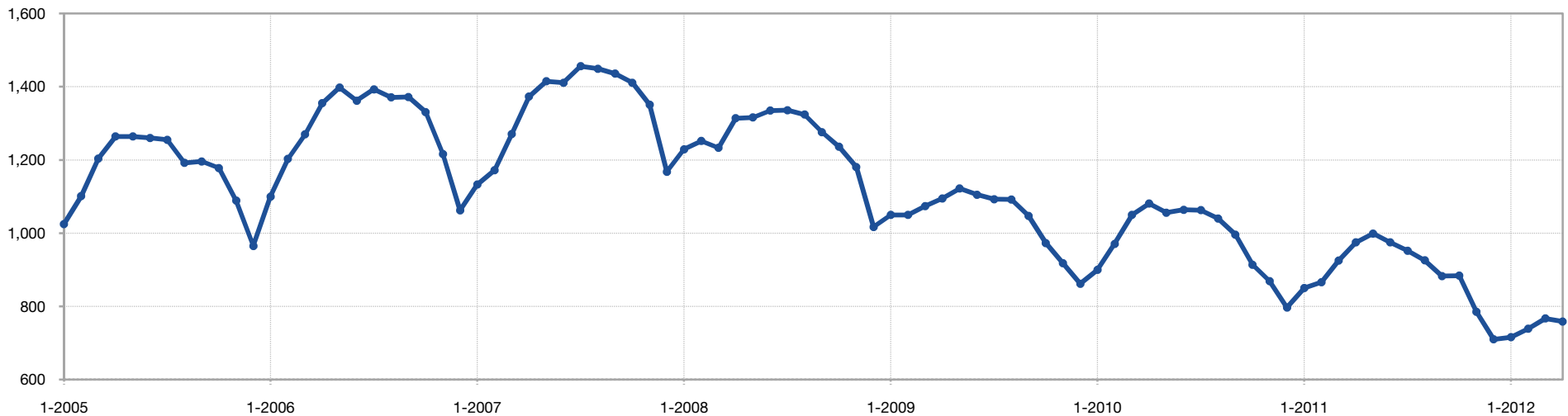


## April



Homes for Sale		Prior Year	Percent Change
May 2011	999	1,056	-5.4%
June 2011	975	1,064	-8.4%
July 2011	952	1,063	-10.4%
August 2011	926	1,040	-11.0%
September 2011	883	996	-11.3%
October 2011	884	914	-3.3%
November 2011	785	869	-9.7%
December 2011	710	797	-10.9%
January 2012	716	850	-15.8%
February 2012	739	866	-14.7%
March 2012	767	925	-17.1%
<b>April 2012</b>	<b>759</b>	<b>975</b>	<b>-22.2%</b>
12-Month Avg	841	951	-11.6%

## Historical Inventory of Homes for Sale by Month

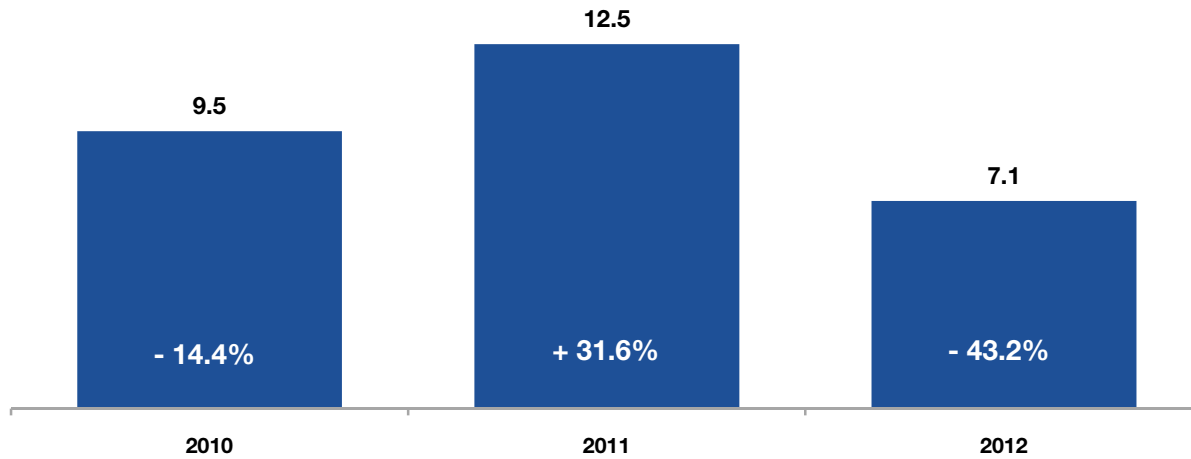


# Months Supply of Inventory

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.

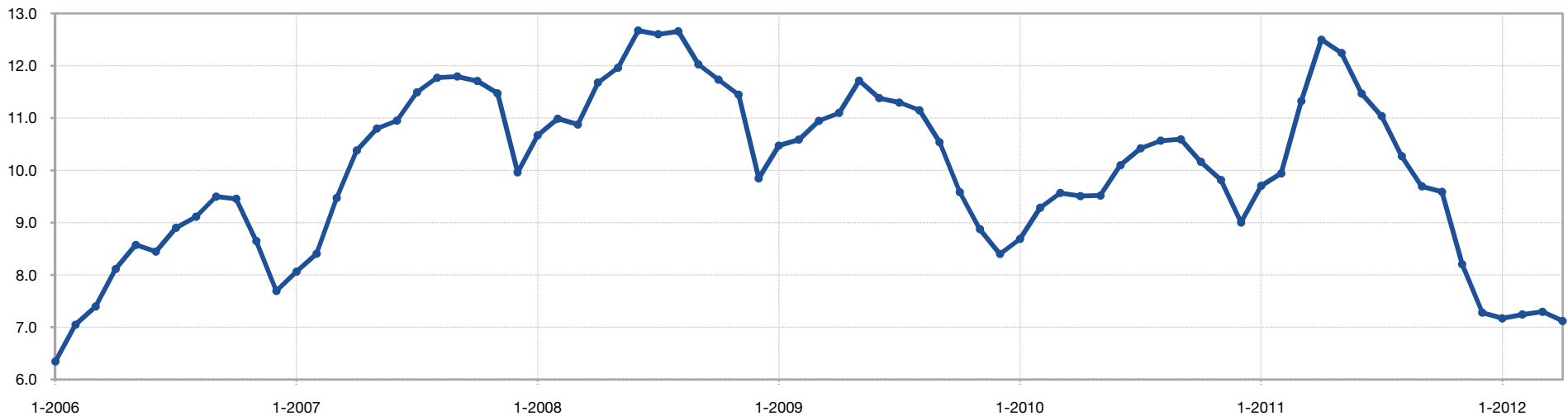


## April



Months Supply		Prior Year	Percent Change
May 2011	12.2	9.5	+28.4%
June 2011	11.5	10.1	+13.9%
July 2011	11.0	10.4	+5.8%
August 2011	10.3	10.6	-2.8%
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%
March 2012	7.3	11.3	-35.4%
<b>April 2012</b>	<b>7.1</b>	<b>12.5</b>	<b>-43.2%</b>
12-Month Avg	9.1	10.3	-11.7%

## 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 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	YTD 2011	YTD 2012	+ / -	4-2011	4-2012	+ / -	4-2011	4-2012	+ / -
Albany	27	17	-37.0%	12	8	-33.3%	\$124,900	\$89,950	-28.0%	56	16	-71.4%	14.7	5.3	-63.6%
Avon	29	19	-34.5%	7	7	0.0%	\$117,250	\$156,000	+33.0%	42	25	-40.5%	15.8	8.6	-45.6%
Clearwater	22	34	+54.5%	14	13	-7.1%	\$118,700	\$142,000	+19.6%	31	42	+35.5%	8.9	12.3	+38.8%
Cold Spring	64	65	+1.6%	14	16	+14.3%	\$160,000	\$135,000	-15.6%	148	81	-45.3%	30.6	12.0	-60.8%
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	23	23	0.0%	3	7	+133.3%	\$26,000	\$150,000	+476.9%	53	36	-32.1%	26.5	15.4	-41.8%
Fair Haven Twp	4	2	-50.0%	1	1	0.0%	\$74,000	\$215,280	+190.9%	3	3	0.0%	2.3	3.0	+33.3%
Foley	50	50	0.0%	16	17	+6.3%	\$124,750	\$75,000	-39.9%	66	47	-28.8%	13.0	6.5	-50.0%
Freeport	12	10	-16.7%	2	7	+250.0%	\$138,750	\$140,000	+0.9%	18	13	-27.8%	12.9	6.2	-52.1%
Holdingford	10	12	+20.0%	2	6	+200.0%	\$47,500	\$125,443	+164.1%	17	14	-17.6%	13.6	7.0	-48.5%
Kimball	22	30	+36.4%	11	5	-54.5%	\$110,000	\$177,000	+60.9%	56	41	-26.8%	22.4	14.1	-37.1%
Maine Prairie Twp	2	1	-50.0%	0	0	--	\$0	\$0	--	1	1	0.0%	1.0	1.0	0.0%
Melrose	26	22	-15.4%	17	4	-76.5%	\$82,500	\$112,000	+35.8%	58	24	-58.6%	14.8	6.6	-55.4%
Paynesville	32	31	-3.1%	12	13	+8.3%	\$69,775	\$164,900	+136.3%	86	39	-54.7%	20.2	8.8	-56.4%
Rice	62	66	+6.5%	16	10	-37.5%	\$127,000	\$127,625	+0.5%	88	87	-1.1%	17.0	16.6	-2.7%
Richmond	47	51	+8.5%	12	10	-16.7%	\$132,880	\$200,000	+50.5%	116	69	-40.5%	27.8	15.9	-42.8%
Rockville	7	6	-14.3%	4	4	0.0%	\$132,000	\$153,450	+16.3%	12	11	-8.3%	8.4	6.6	-21.4%
Sartell	118	157	+33.1%	46	61	+32.6%	\$157,000	\$155,950	-0.7%	146	131	-10.3%	10.6	6.7	-36.1%
Sauk Centre	39	40	+2.6%	9	26	+188.9%	\$103,900	\$84,900	-18.3%	250	58	-76.8%	63.8	10.8	-83.1%
Sauk Rapids	112	109	-2.7%	38	59	+55.3%	\$118,050	\$130,000	+10.1%	129	100	-22.5%	11.6	6.1	-47.7%
St. Cloud	447	409	-8.5%	149	201	+34.9%	\$105,000	\$102,750	-2.1%	577	427	-26.0%	13.4	7.4	-44.6%
St. Joseph	59	57	-3.4%	23	20	-13.0%	\$118,950	\$136,500	+14.8%	79	64	-19.0%	14.6	9.0	-38.0%
St. Augusta	13	18	+38.5%	4	6	+50.0%	\$182,000	\$205,550	+12.9%	19	26	+36.8%	12.7	13.6	+7.5%
Waite Park	45	30	-33.3%	22	20	-9.1%	\$117,450	\$104,500	-11.0%	44	37	-15.9%	9.6	6.1	-36.6%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	1	1	0.0%	0.0	1.0	--