

Monthly Indicators



June 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

+ 43.8% **+ 7.5%** **- 18.4%**

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.



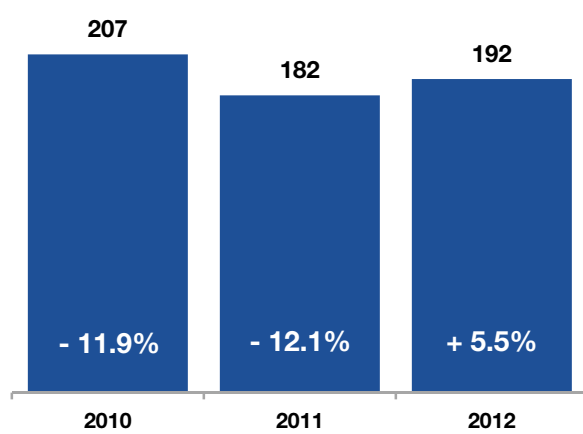
Key Metrics	Historical Sparkbars	6-2011	6-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		182	192	+ 5.5%	1,185	1,153	- 2.7%
Pending Sales		109	141	+ 29.4%	583	734	+ 25.9%
Closed Sales		112	161	+ 43.8%	517	657	+ 27.1%
Days on Market		108	92	- 14.8%	105	107	+ 1.9%
Median Sales Price		\$134,900	\$145,000	+ 7.5%	\$120,714	\$126,000	+ 4.4%
Average Sales Price		\$161,122	\$149,996	- 6.9%	\$135,728	\$136,837	+ 0.8%
Pct. of Orig. Price Received		92.8%	93.3%	+ 0.5%	90.9%	91.7%	+ 0.9%
Affordability Index		191	193	+ 1.0%	208	215	+ 3.4%
Homes for Sale		928	757	- 18.4%	--	--	--
Months Supply		10.9	6.9	- 36.7%	--	--	--

New Listings

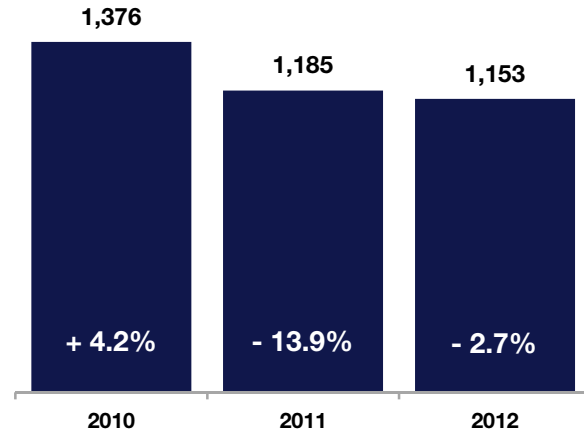
A count of the properties that have been newly listed on the market in a given month.



June

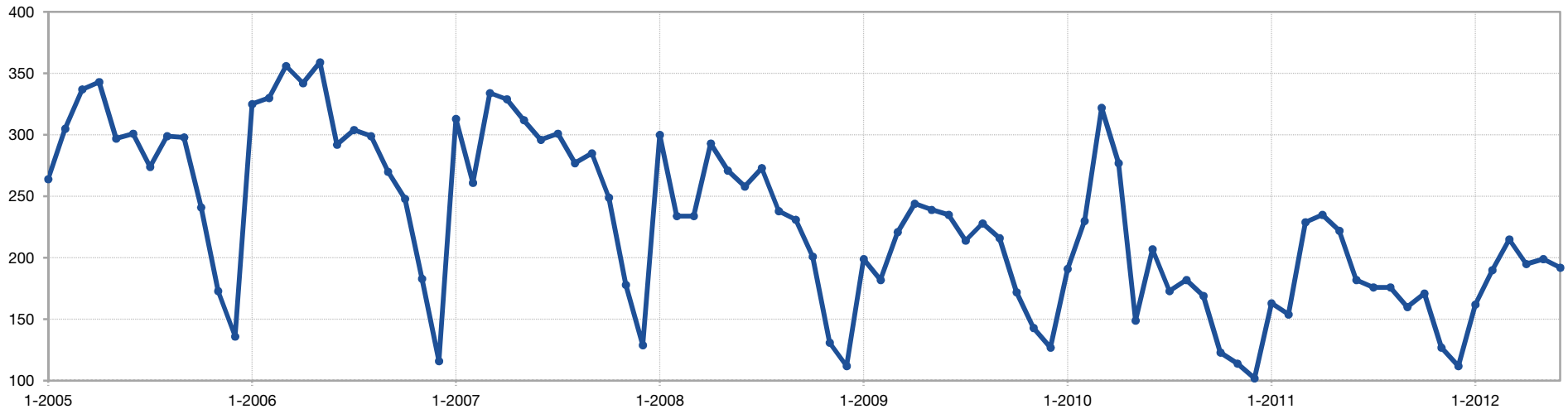


Year to Date



	New Listings	Prior Year	Percent Change
July 2011	176	173	+1.7%
August 2011	176	182	-3.3%
September 2011	160	169	-5.3%
October 2011	171	123	+39.0%
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%
April 2012	195	235	-17.0%
May 2012	199	222	-10.4%
June 2012	192	182	+5.5%
12-Month Avg	173	171	+1.2%

Historical New Listings by Month

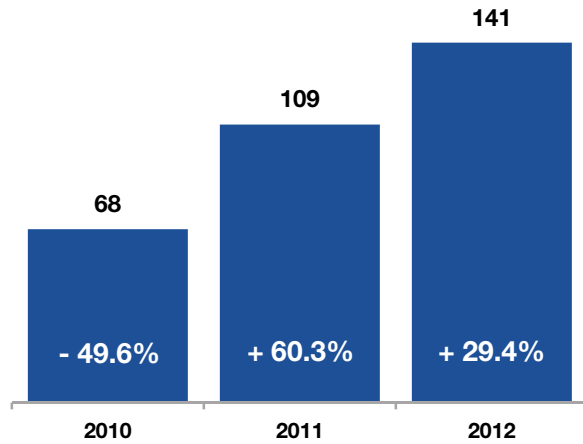


Pending Sales

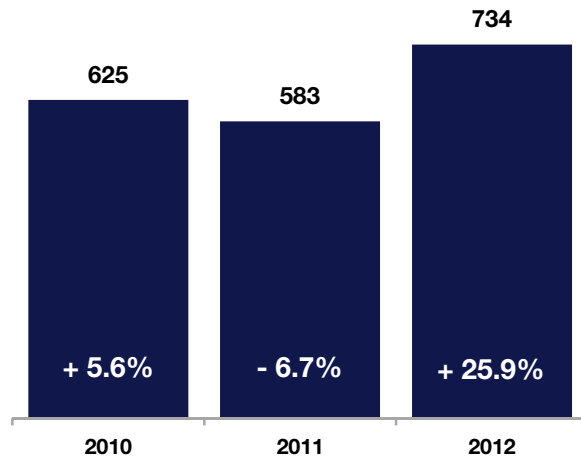
A count of the properties on which offers have been accepted in a given month.



June

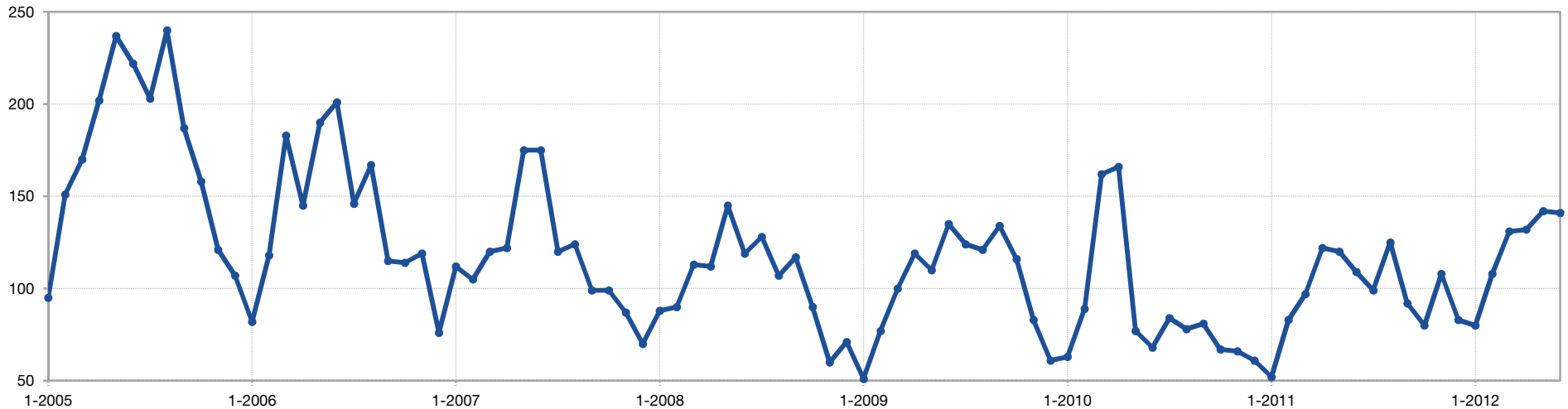


Year to Date



	Pending Sales	Prior Year	Percent Change
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	83	61	+36.1%
January 2012	80	52	+53.8%
February 2012	108	83	+30.1%
March 2012	131	97	+35.1%
April 2012	132	122	+8.2%
May 2012	142	120	+18.3%
June 2012	141	109	+29.4%
12-Month Avg	110	85	+29.4%

Historical Pending Sales by Month

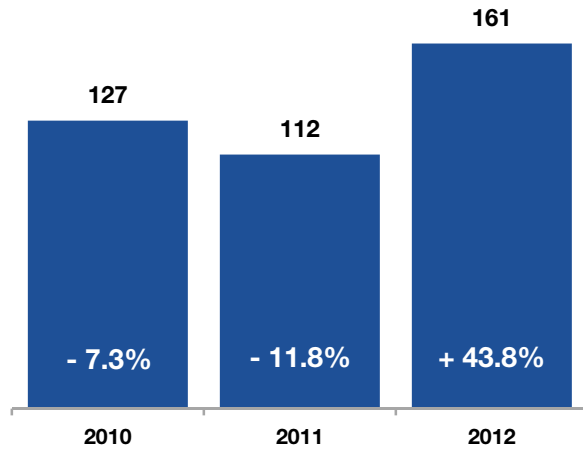


Closed Sales

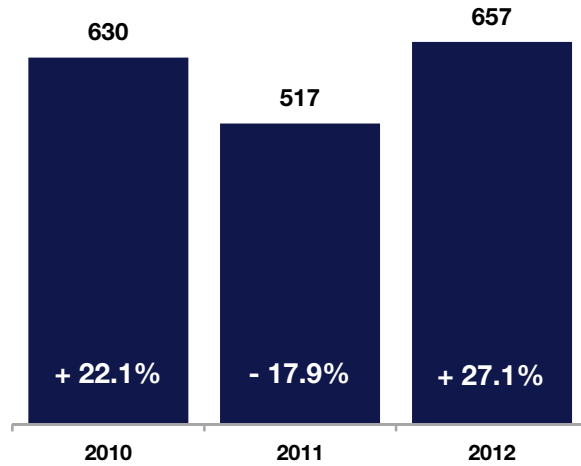
A count of the actual sales that closed in a given month.



June

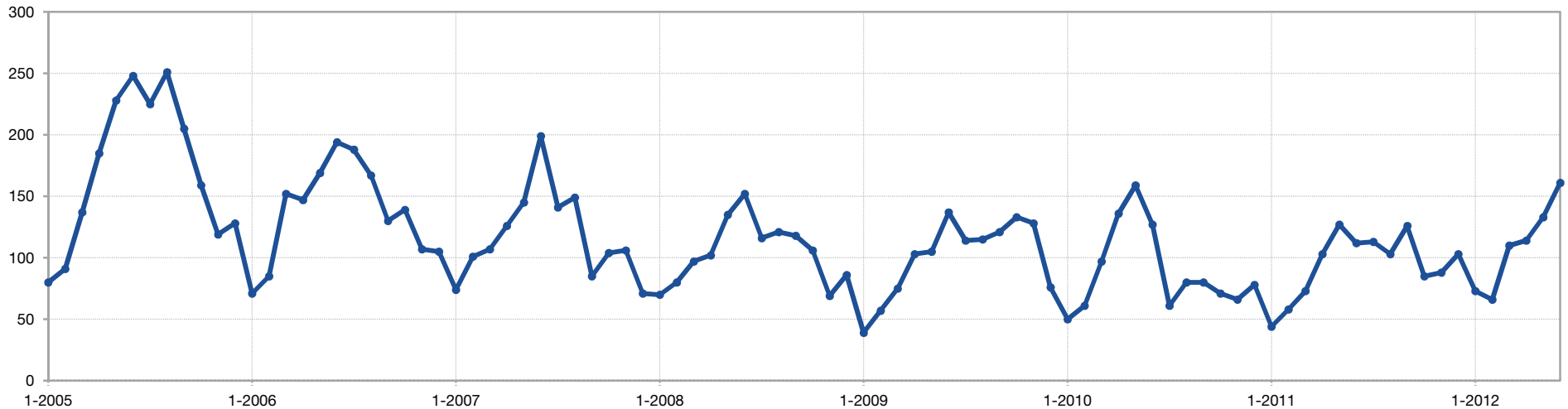


Year to Date



Closed Sales	Prior Year	Percent Change
July 2011	61	+85.2%
August 2011	80	+28.8%
September 2011	80	+57.5%
October 2011	71	+19.7%
November 2011	66	+33.3%
December 2011	78	+32.1%
January 2012	44	+65.9%
February 2012	58	+13.8%
March 2012	73	+50.7%
April 2012	103	+10.7%
May 2012	127	+4.7%
June 2012	112	+43.8%
12-Month Avg	106	+34.2%

Historical Closed Sales by Month

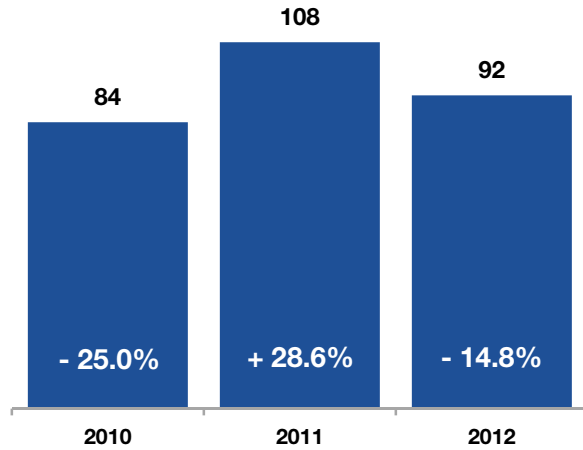


Days on Market Until Sale

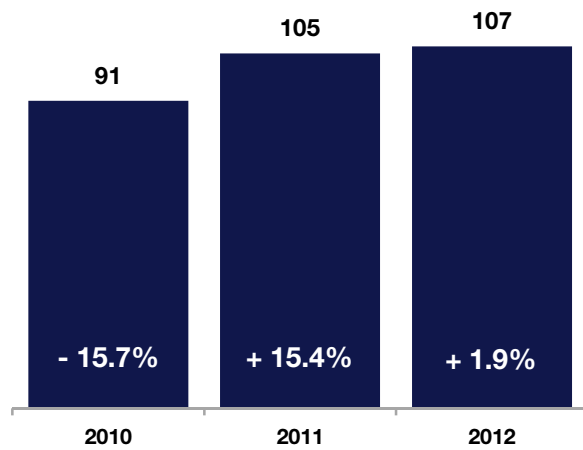
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

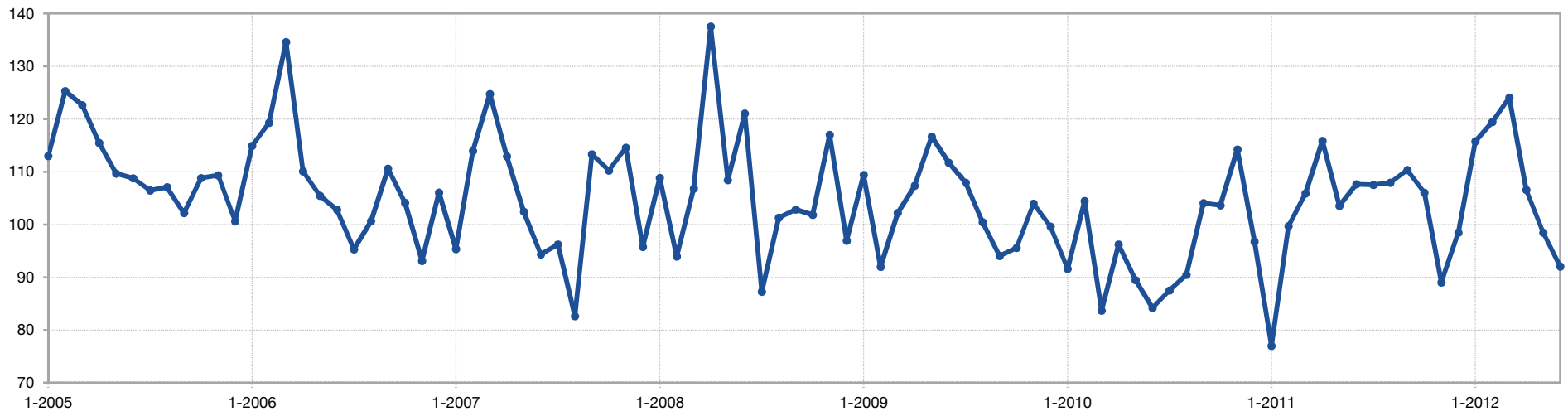


Year to Date



Days on Market	Prior Year	Percent Change
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%
April 2012	116	-7.8%
May 2012	104	-5.8%
June 2012	108	-14.8%
12-Month Avg	106	+5.0%

Historical Days on Market Until Sale by Month

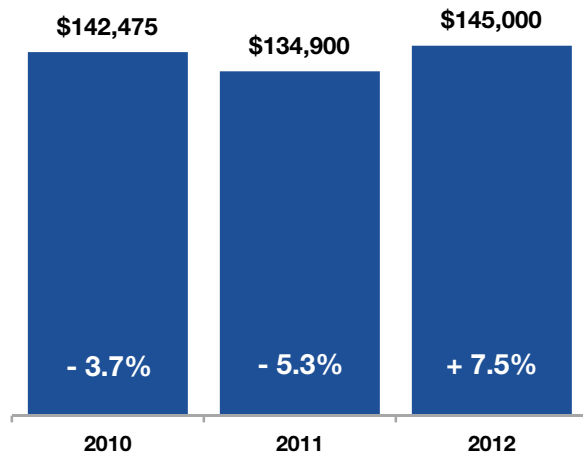


Median Sales Price

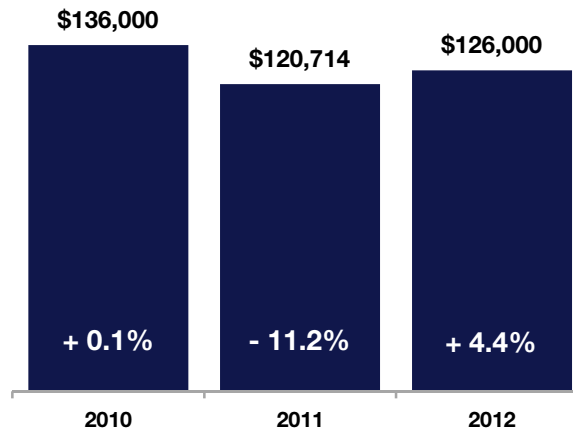
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
April 2012	\$124,100	\$119,900	+3.5%
May 2012	\$129,900	\$115,750	+12.2%
June 2012	\$145,000	\$134,900	+7.5%
12-Month Avg	\$128,663	\$125,706	+2.4%

Historical Median Sales Price by Month

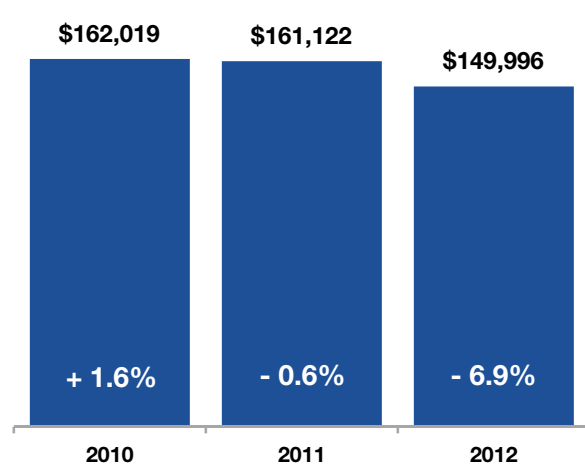


Average Sales Price

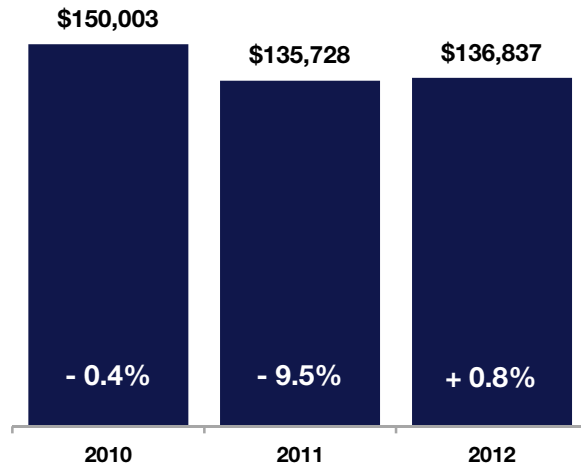
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2012	\$134,080	\$125,817	+6.6%
May 2012	\$140,052	\$135,262	+3.5%
June 2012	\$149,996	\$161,122	-6.9%
12-Month Avg	\$139,419	\$139,134	+0.2%

Historical Average Sales Price by Month

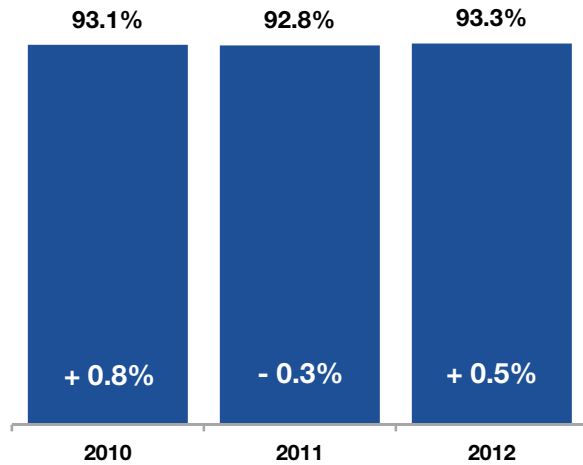


Percent of Original List Price Received

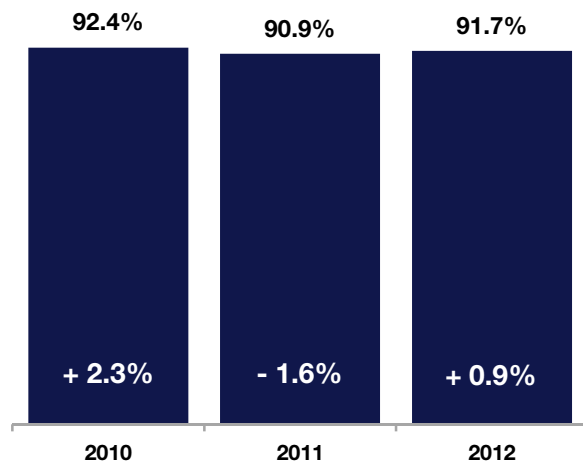
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



June

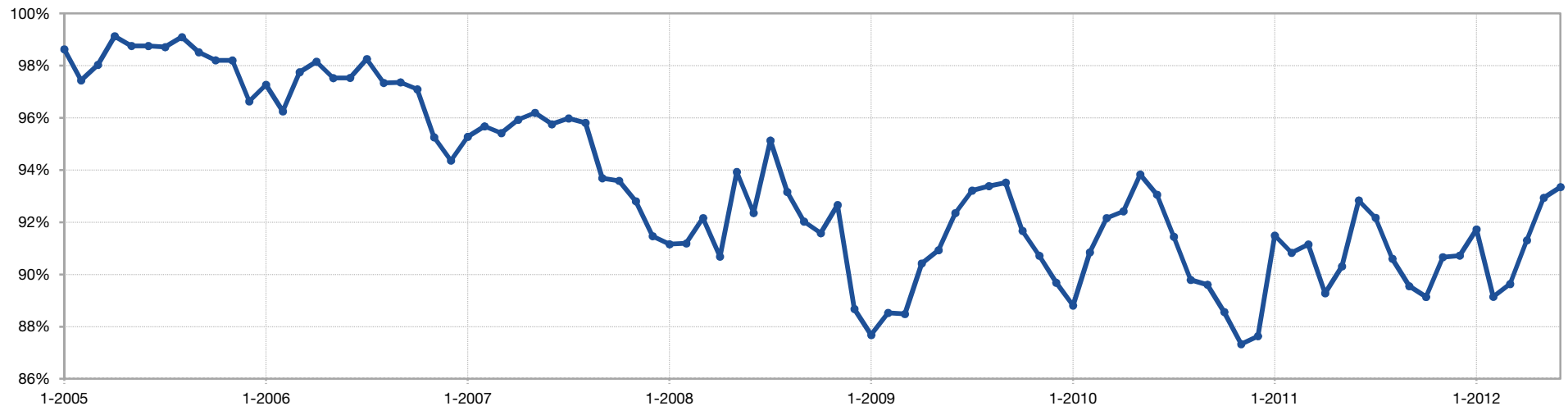


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2012	91.3%	89.3%	+2.2%
May 2012	92.9%	90.3%	+2.9%
June 2012	93.3%	92.8%	+0.5%
12-Month Avg	90.9%	90.0%	+1.0%

Historical Percent of Original List Price Received by Month

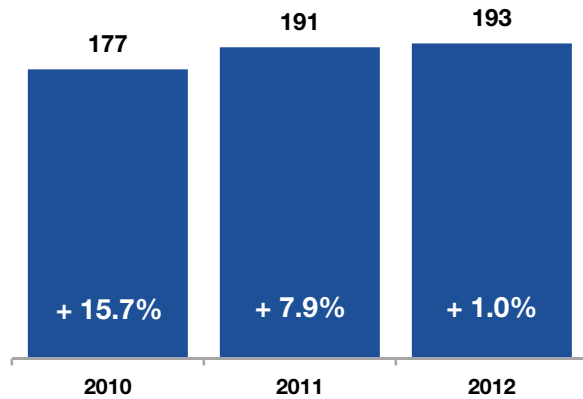


Housing Affordability Index

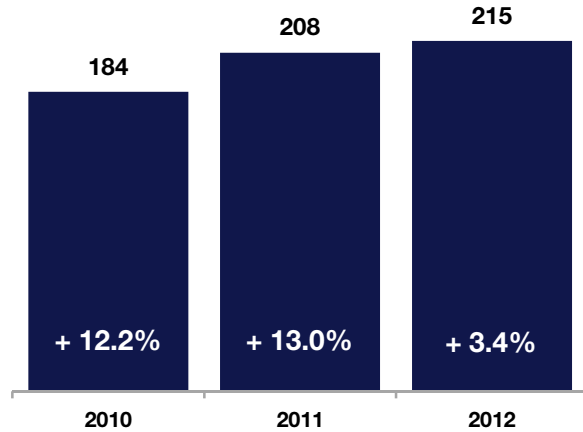
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



June

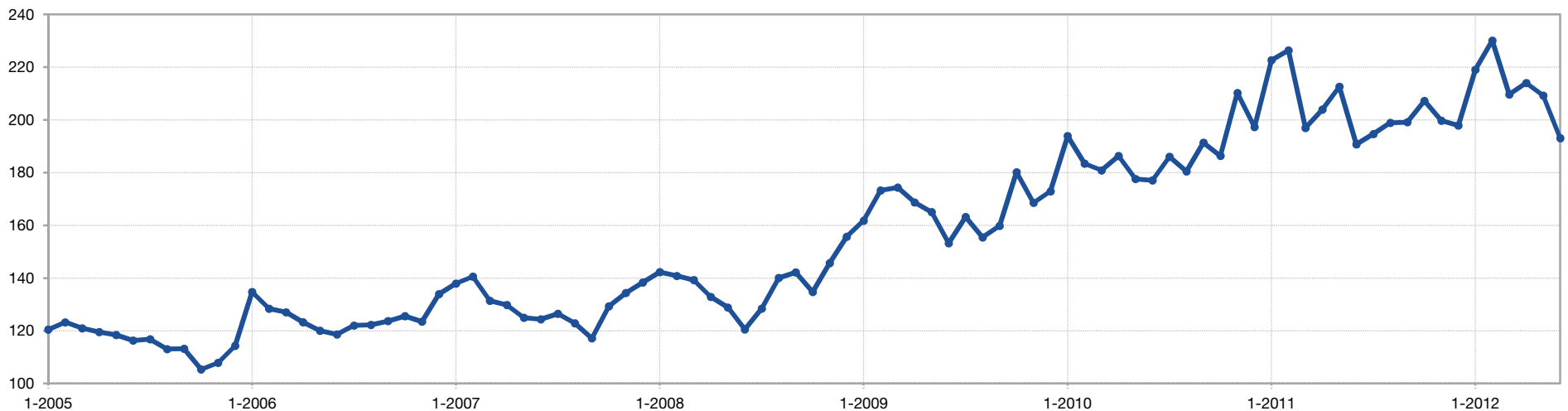


Year to Date



Affordability Index	Prior Year	Percent Change
July 2011	186	+4.8%
August 2011	180	+10.6%
September 2011	191	+4.2%
October 2011	186	+11.3%
November 2011	210	-4.8%
December 2011	197	+0.5%
January 2012	223	-1.8%
February 2012	226	+1.8%
March 2012	197	+6.6%
April 2012	204	+4.9%
May 2012	213	-1.9%
June 2012	191	+1.0%
12-Month Avg	206	+3.0%

Historical Housing Affordability Index by Month

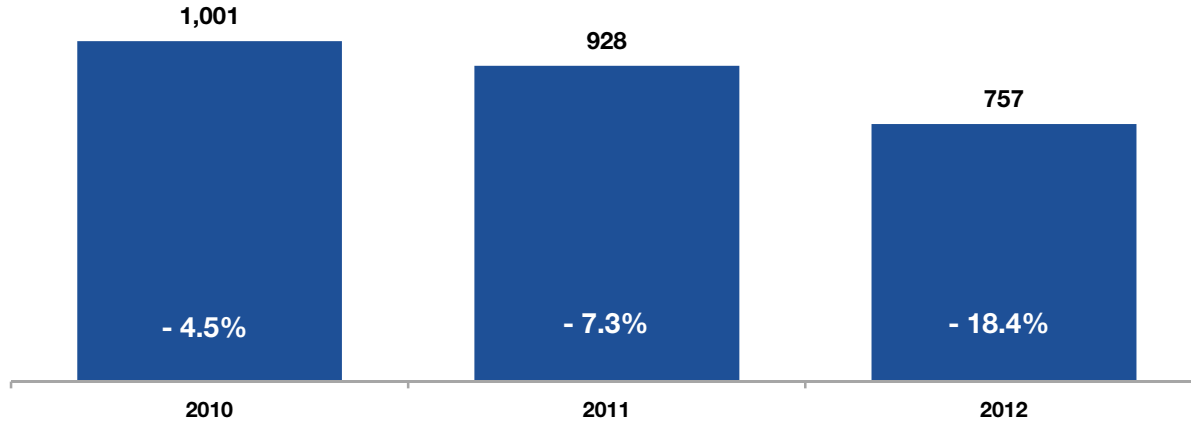


Inventory of Homes for Sale

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

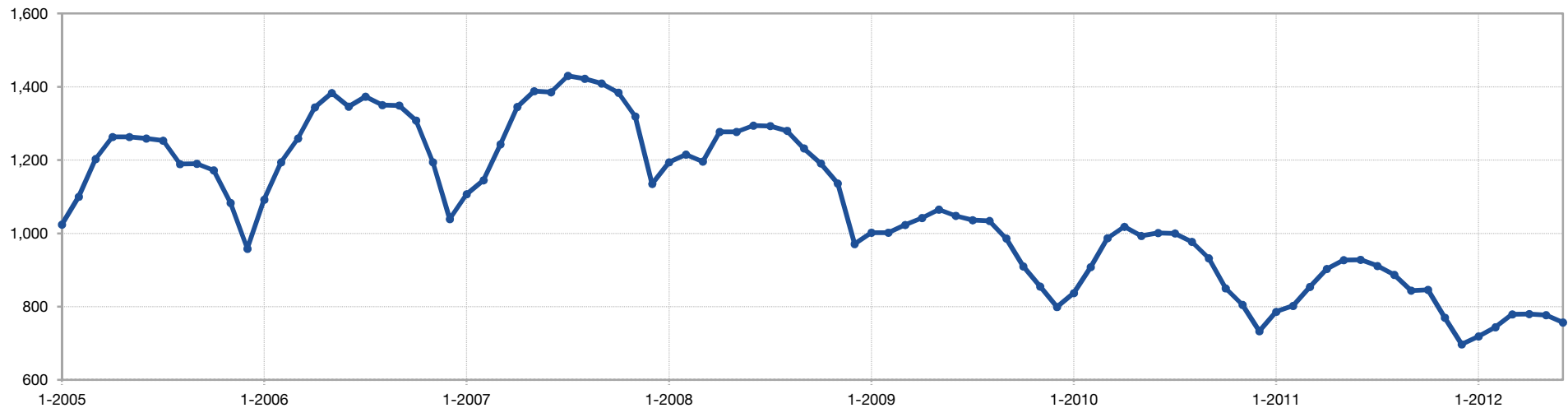


June



Homes for Sale		Prior Year	Percent Change
July 2011	911	1,000	-8.9%
August 2011	887	977	-9.2%
September 2011	844	932	-9.4%
October 2011	846	850	-0.5%
November 2011	770	805	-4.3%
December 2011	697	733	-4.9%
January 2012	719	786	-8.5%
February 2012	744	802	-7.2%
March 2012	779	854	-8.8%
April 2012	780	903	-13.6%
May 2012	777	927	-16.2%
June 2012	757	928	-18.4%
12-Month Avg	793	875	-9.4%

Historical Inventory of Homes for Sale by Month

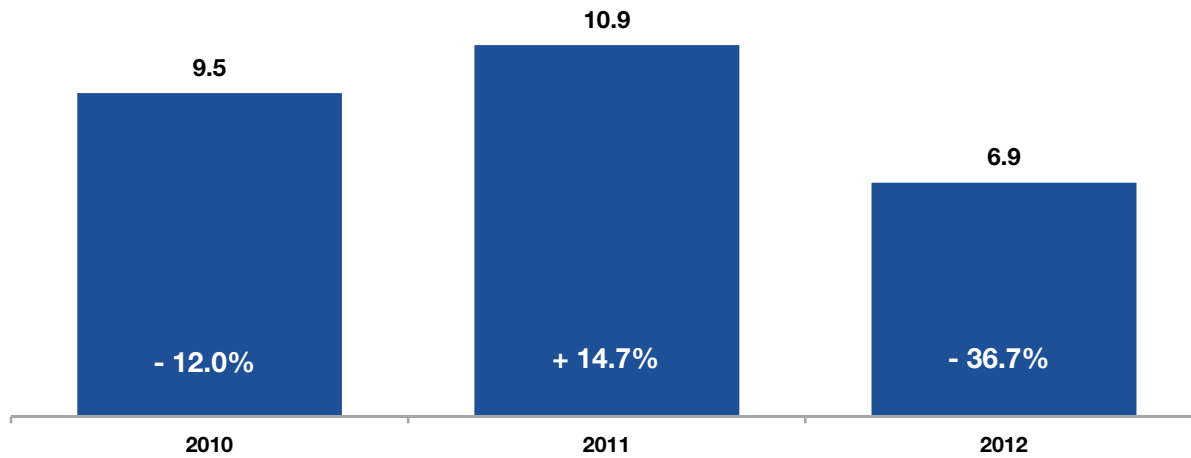


Months Supply of Inventory

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.

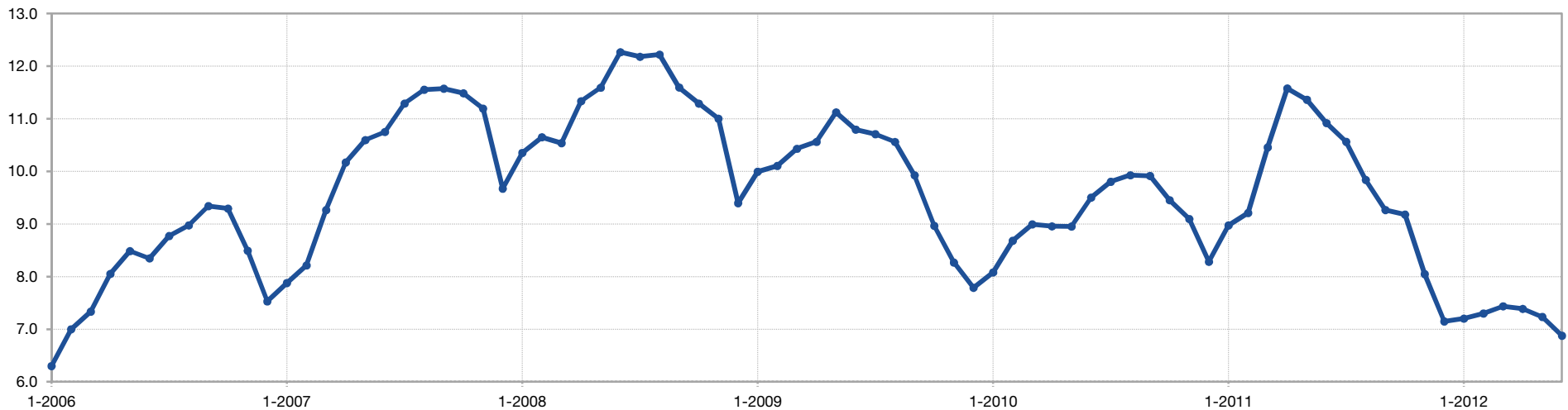


June



Months Supply		Prior Year	Percent Change
July 2011	10.6	9.8	+8.2%
August 2011	9.8	9.9	-1.0%
September 2011	9.3	9.9	-6.1%
October 2011	9.2	9.5	-3.2%
November 2011	8.0	9.1	-12.1%
December 2011	7.1	8.3	-14.5%
January 2012	7.2	9.0	-20.0%
February 2012	7.3	9.2	-20.7%
March 2012	7.4	10.5	-29.5%
April 2012	7.4	11.6	-36.2%
May 2012	7.2	11.4	-36.8%
June 2012	6.9	10.9	-36.7%
12-Month Avg	8.1	9.9	-18.2%

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	+ / -	6-2011	6-2012	+ / -	6-2011	6-2012	+ / -
Albany	38	34	-10.5%	21	13	-38.1%	\$143,375	\$124,000	-13.5%	33	24	-27.3%	10.4	7.0	-32.3%
Avon	46	38	-17.4%	20	15	-25.0%	\$139,500	\$156,000	+11.8%	35	29	-17.1%	11.7	8.9	-23.5%
Clearwater	41	49	+19.5%	22	23	+4.5%	\$119,250	\$142,000	+19.1%	33	33	0.0%	9.4	9.7	+2.4%
Cold Spring	97	93	-4.1%	26	37	+42.3%	\$162,500	\$144,000	-11.4%	94	86	-8.5%	17.4	12.9	-25.7%
Eden Lake Twp	3	3	0.0%	1	1	0.0%	\$54,000	\$500,000	+825.9%	2	2	0.0%	2.0	2.0	0.0%
Eden Valley	30	30	0.0%	8	11	+37.5%	\$100,750	\$115,000	+14.1%	31	30	-3.2%	18.6	12.5	-32.8%
Fair Haven Twp	5	6	+20.0%	2	1	-50.0%	\$108,000	\$215,280	+99.3%	3	5	+66.7%	2.3	5.0	+122.2%
Foley	83	69	-16.9%	25	37	+48.0%	\$107,900	\$115,000	+6.6%	72	49	-31.9%	13.0	7.0	-46.1%
Freeport	17	14	-17.6%	2	10	+400.0%	\$138,750	\$140,500	+1.3%	14	12	-14.3%	8.4	5.5	-35.1%
Holdingford	18	18	0.0%	2	6	+200.0%	\$47,500	\$125,443	+164.1%	17	16	-5.9%	12.4	8.5	-31.5%
Kimball	36	36	0.0%	16	15	-6.3%	\$99,500	\$126,500	+27.1%	30	38	+26.7%	11.6	13.5	+16.1%
Maine Prairie Twp	3	2	-33.3%	2	0	-100.0%	\$193,750	\$0	-100.0%	1	1	0.0%	1.0	1.0	0.0%
Melrose	49	35	-28.6%	21	12	-42.9%	\$100,000	\$113,500	+13.5%	36	26	-27.8%	9.8	7.3	-25.3%
Paynesville	54	46	-14.8%	25	21	-16.0%	\$66,500	\$121,850	+83.2%	50	45	-10.0%	11.3	10.6	-6.5%
Rice	91	89	-2.2%	25	26	+4.0%	\$134,950	\$138,500	+2.6%	86	82	-4.7%	16.4	13.5	-17.7%
Richmond	73	74	+1.4%	19	23	+21.1%	\$135,130	\$169,500	+25.4%	84	72	-14.3%	21.4	15.4	-28.1%
Rockville	11	13	+18.2%	5	8	+60.0%	\$130,900	\$186,950	+42.8%	12	9	-25.0%	10.5	4.2	-60.0%
Sartell	176	227	+29.0%	86	121	+40.7%	\$154,900	\$165,000	+6.5%	135	124	-8.1%	9.8	5.8	-40.2%
Sauk Centre	69	68	-1.4%	23	38	+65.2%	\$139,900	\$84,900	-39.3%	63	54	-14.3%	13.3	9.4	-28.9%
Sauk Rapids	158	167	+5.7%	73	88	+20.5%	\$124,000	\$136,000	+9.7%	126	113	-10.3%	10.1	7.1	-30.0%
St. Cloud	694	633	-8.8%	283	363	+28.3%	\$110,000	\$105,000	-4.5%	548	435	-20.6%	11.5	7.4	-35.8%
St. Joseph	87	79	-9.2%	39	48	+23.1%	\$113,500	\$154,000	+35.7%	72	53	-26.4%	12.3	6.7	-45.8%
St. Augusta	32	32	0.0%	7	9	+28.6%	\$182,000	\$190,000	+4.4%	26	28	+7.7%	15.3	15.4	+0.7%
Waite Park	70	47	-32.9%	36	37	+2.8%	\$117,450	\$109,900	-6.4%	47	32	-31.9%	8.8	5.2	-41.1%
Wakefield Twp	2	1	-50.0%	1	0	-100.0%	\$65,175	\$0	-100.0%	2	1	-50.0%	2.0	1.0	-50.0%