

Monthly Indicators



August 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

+ 26.2% **+ 2.6%** **- 14.4%**

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.



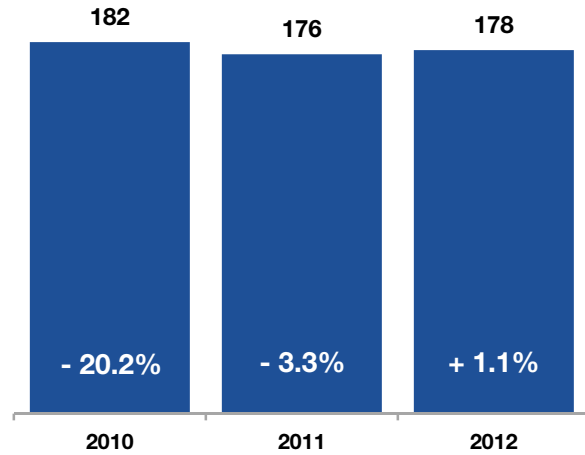
Key Metrics	Historical Sparkbars	8-2011	8-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		176	178	+ 1.1%	1,537	1,507	- 2.0%
Pending Sales		125	112	- 10.4%	807	955	+ 18.3%
Closed Sales		103	130	+ 26.2%	733	913	+ 24.6%
Days on Market		108	110	+ 1.9%	105	106	+ 1.0%
Median Sales Price		\$131,500	\$134,900	+ 2.6%	\$124,900	\$128,270	+ 2.7%
Average Sales Price		\$150,730	\$146,787	- 2.6%	\$139,092	\$139,425	+ 0.2%
Pct. of Orig. Price Received		90.6%	93.4%	+ 3.1%	91.1%	92.2%	+ 1.2%
Affordability Index		218	225	+ 3.2%	226	234	+ 3.5%
Homes for Sale		886	758	- 14.4%	--	--	--
Months Supply		9.8	6.9	- 29.6%	--	--	--

New Listings

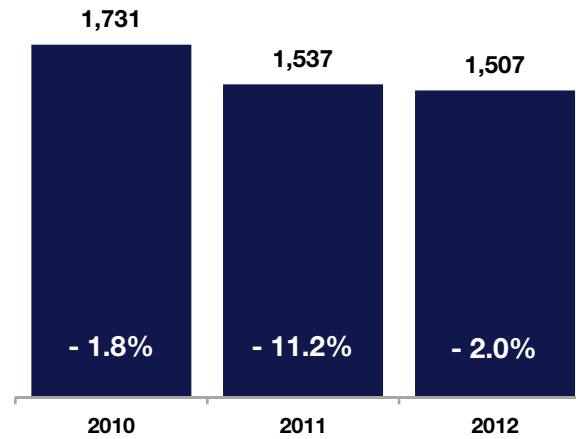
A count of the properties that have been newly listed on the market in a given month.



August

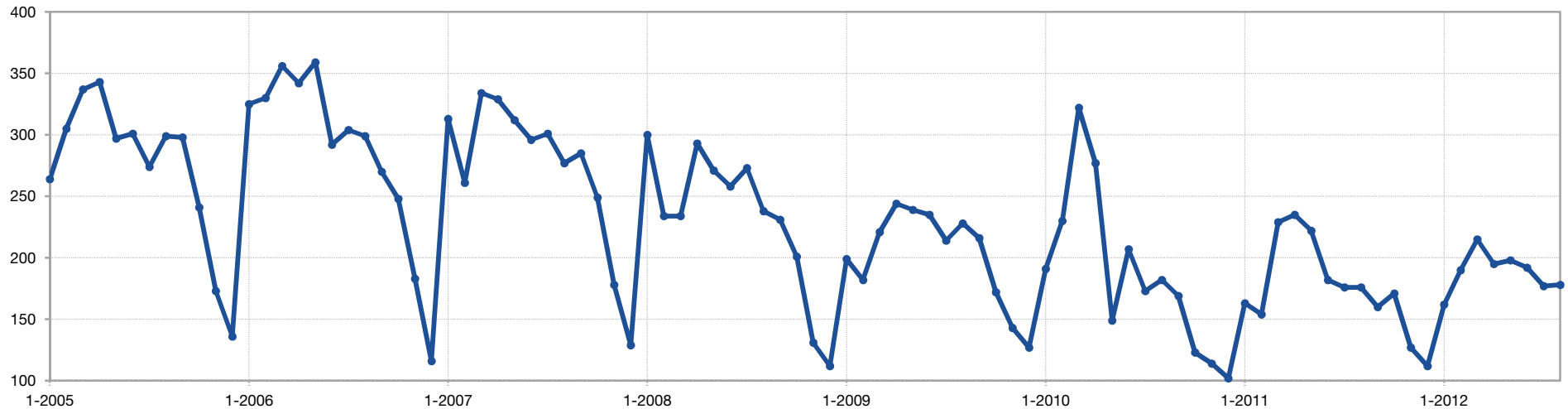


Year to Date



	New Listings	Prior Year	Percent Change
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	198	222	-10.8%
June 2012	192	182	+5.5%
July 2012	177	176	+0.6%
August 2012	178	176	+1.1%
12-Month Avg	173	170	+1.8%

Historical New Listings by Month

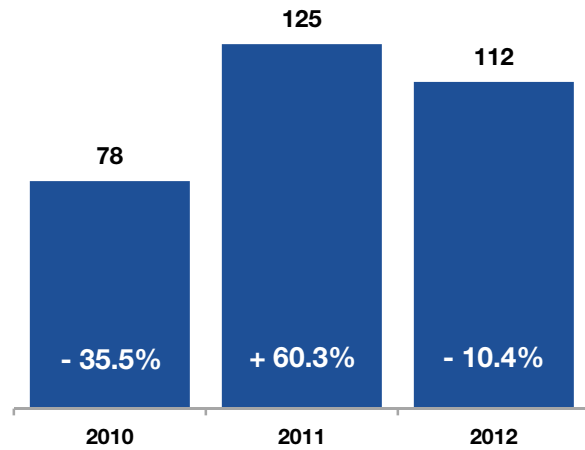


Pending Sales

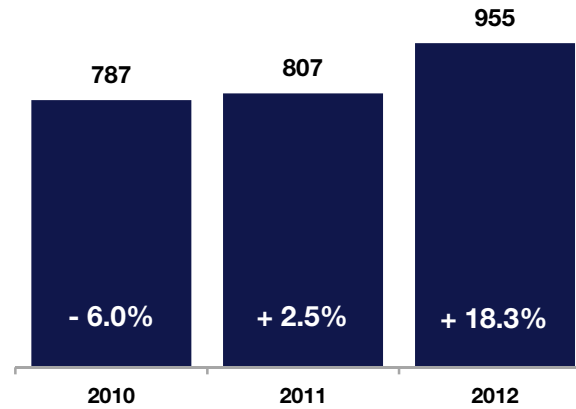
A count of the properties on which offers have been accepted in a given month.



August

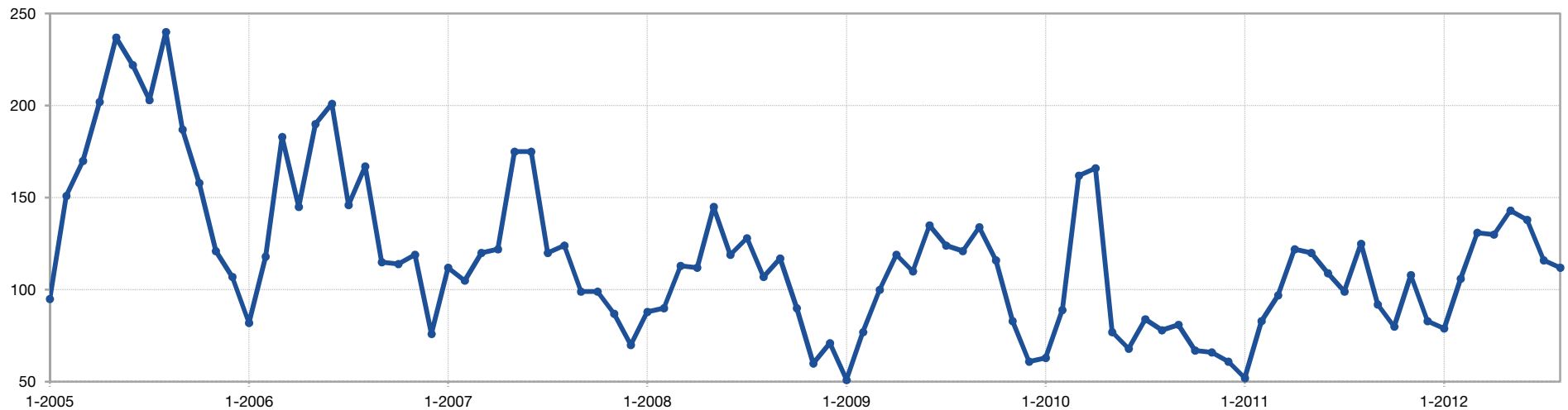


Year to Date



	Pending Sales	Prior Year	Percent Change
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	79	52	+51.9%
February 2012	106	83	+27.7%
March 2012	131	97	+35.1%
April 2012	130	122	+6.6%
May 2012	143	120	+19.2%
June 2012	138	109	+26.6%
July 2012	116	99	+17.2%
August 2012	112	125	-10.4%
12-Month Avg	110	90	+22.2%

Historical Pending Sales by Month

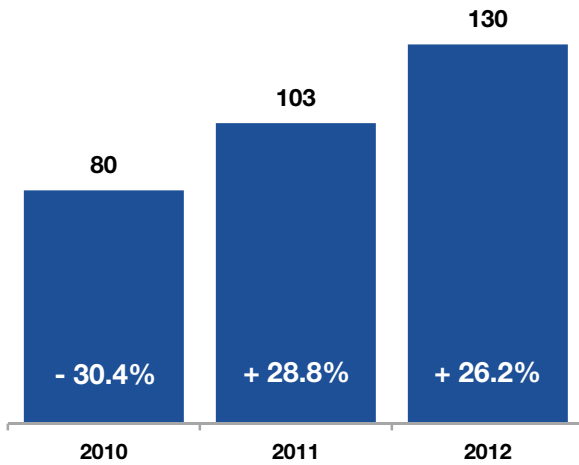


Closed Sales

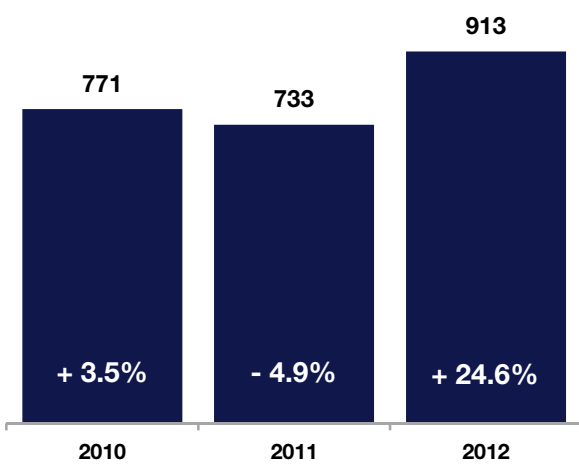
A count of the actual sales that closed in a given month.



August

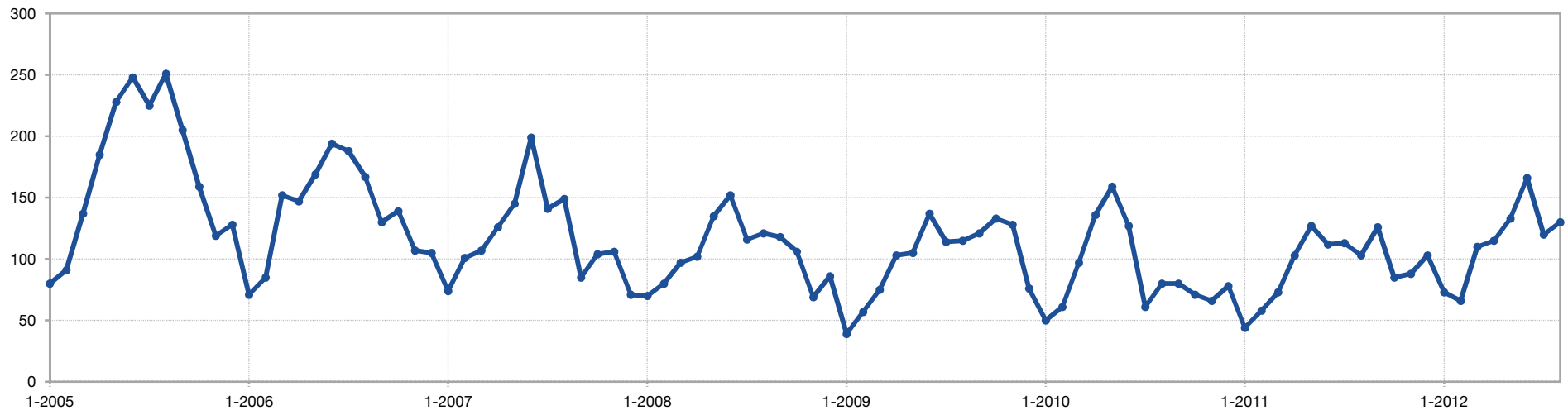


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
April 2012	115	103	+11.7%
May 2012	133	127	+4.7%
June 2012	166	112	+48.2%
July 2012	120	113	+6.2%
August 2012	130	103	+26.2%
12-Month Avg	110	86	+27.9%

Historical Closed Sales by Month

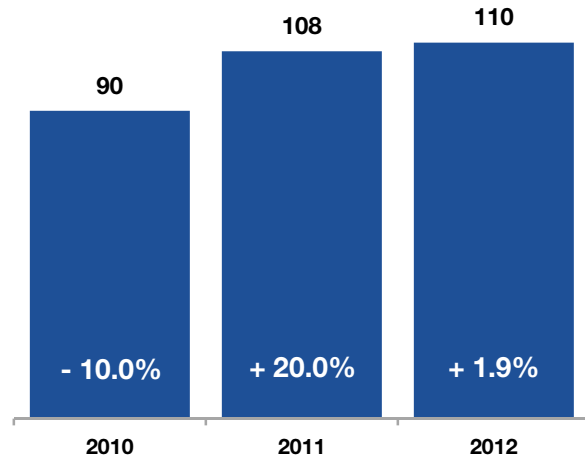


Days on Market Until Sale

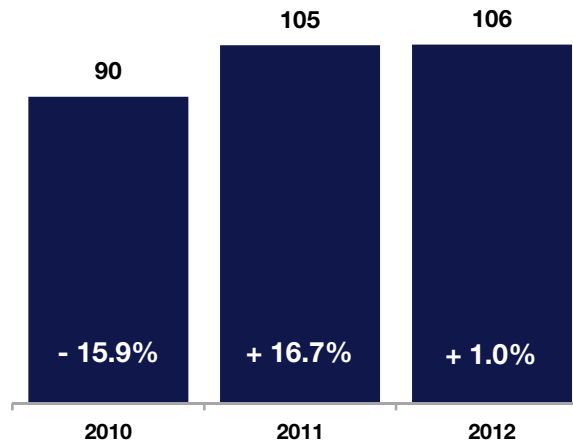
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

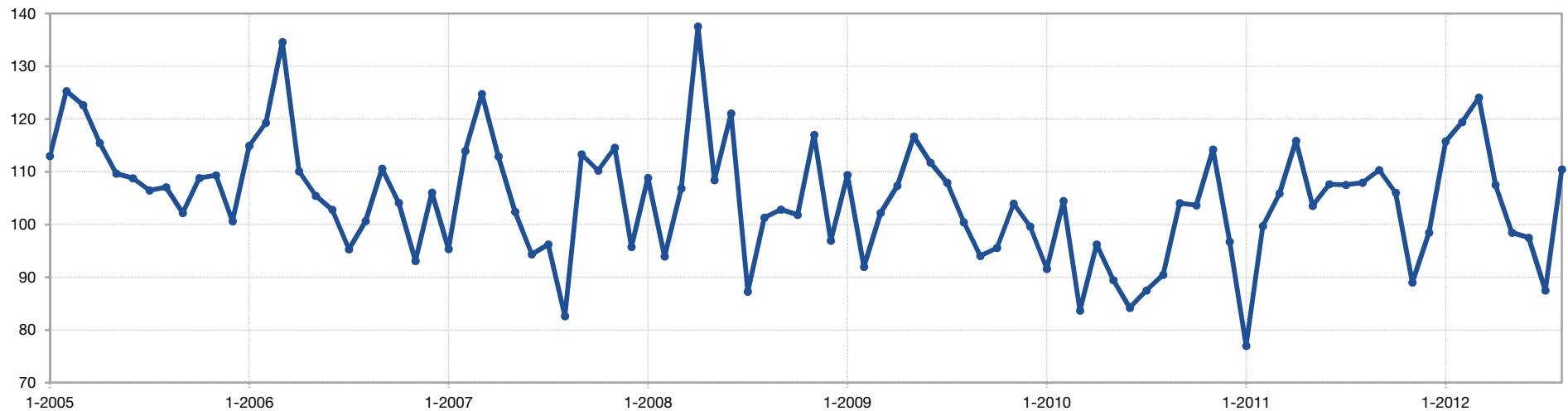


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
February 2012	119	100	+19.0%
March 2012	124	106	+17.0%
April 2012	108	116	-6.9%
May 2012	98	104	-5.8%
June 2012	98	108	-9.3%
July 2012	88	108	-18.5%
August 2012	110	108	+1.9%
12-Month Avg	105	104	+1.0%

Historical Days on Market Until Sale by Month

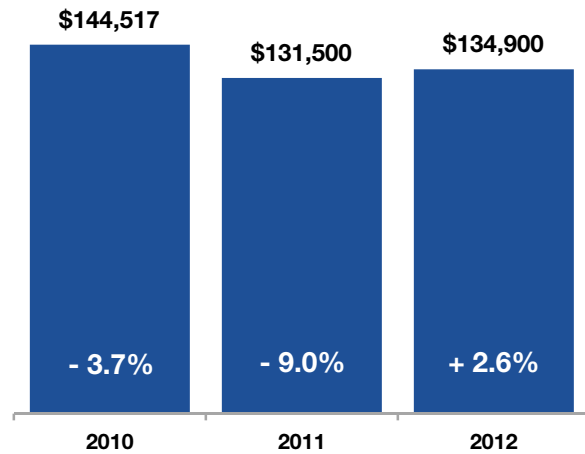


Median Sales Price

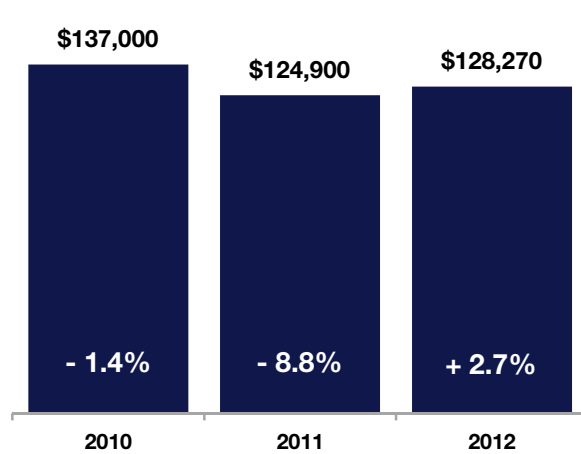
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

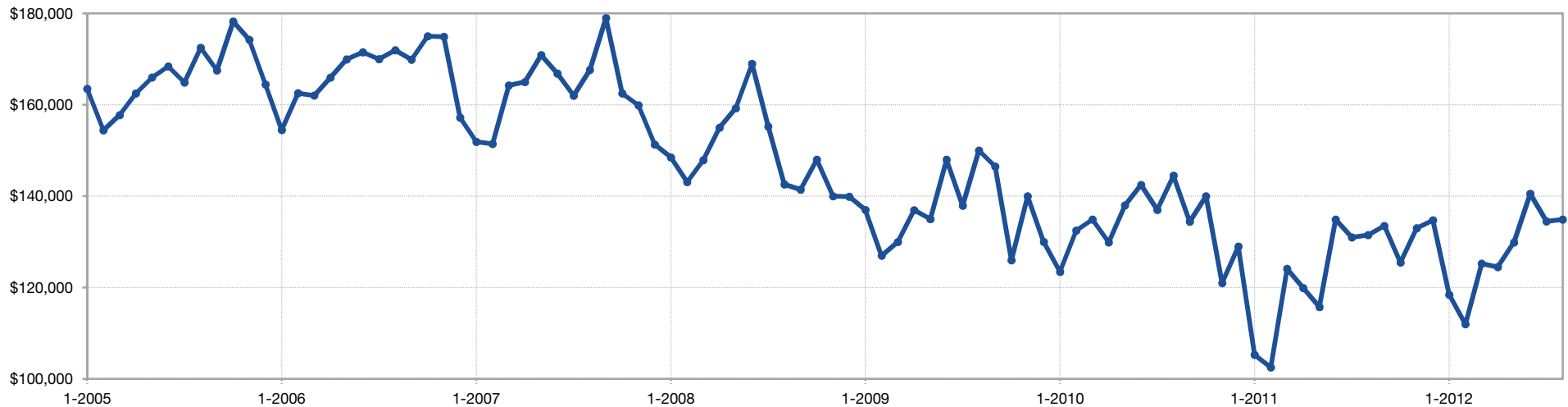


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$124,500	\$119,900	+3.8%
May 2012	\$129,900	\$115,750	+12.2%
June 2012	\$140,550	\$134,900	+4.2%
July 2012	\$134,500	\$131,000	+2.7%
August 2012	\$134,900	\$131,500	+2.6%
12-Month Avg	\$128,900	\$124,122	+3.8%

Historical Median Sales Price by Month

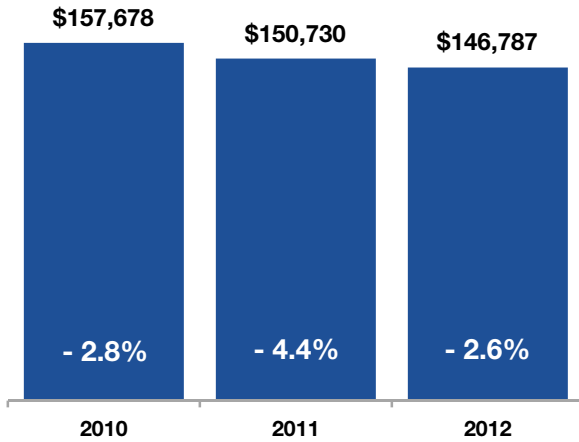


Average Sales Price

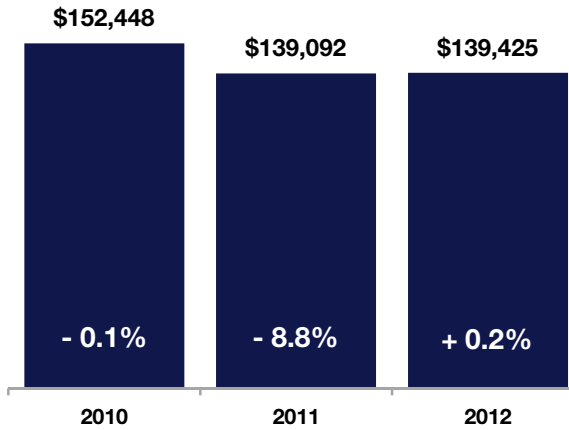
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August

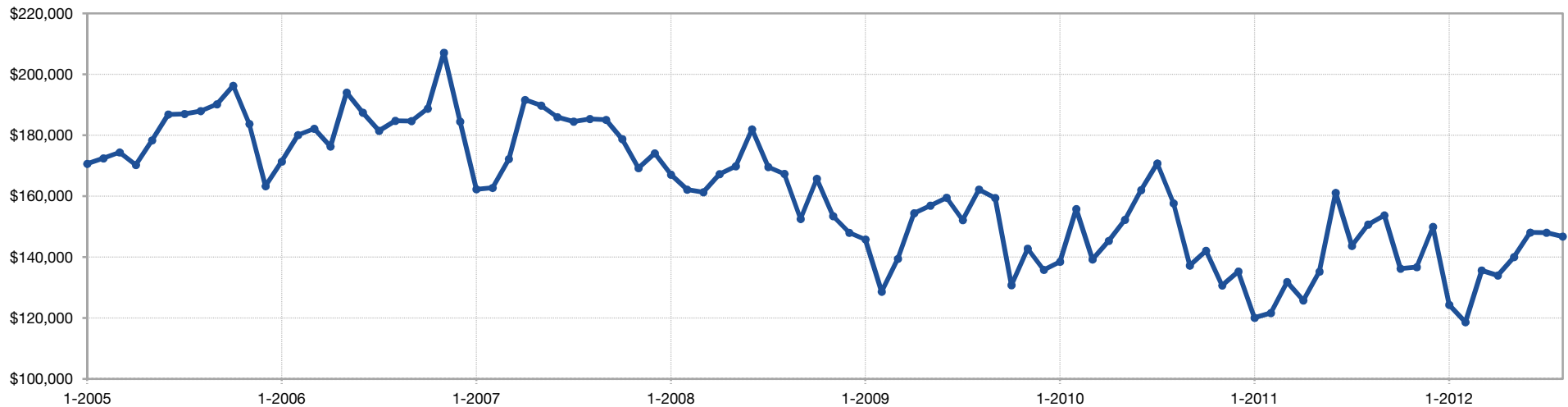


Year to Date



	Average Sales Price	Prior Year	Percent Change
September 2011	\$153,718	\$137,232	+12.0%
October 2011	\$136,236	\$142,104	-4.1%
November 2011	\$136,731	\$130,726	+4.6%
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	\$134,001	\$125,817	+6.5%
May 2012	\$140,052	\$135,262	+3.5%
June 2012	\$148,088	\$161,122	-8.1%
July 2012	\$148,030	\$143,695	+3.0%
August 2012	\$146,787	\$150,730	-2.6%
12-Month Avg	\$139,357	\$136,298	+2.2%

Historical Average Sales Price by Month

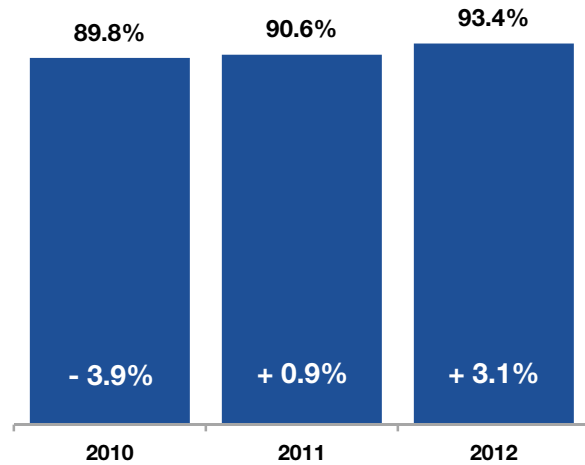


Percent of Original List Price Received

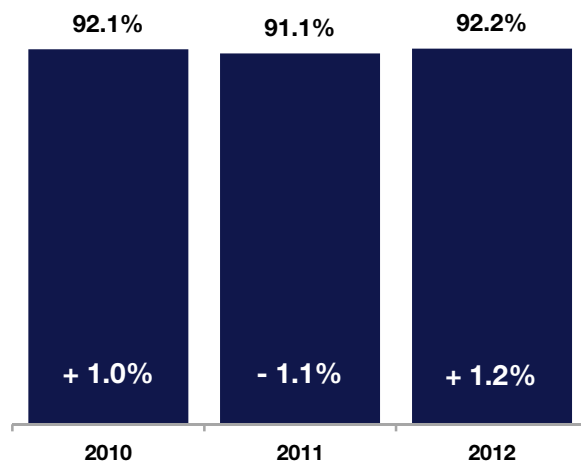
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



August

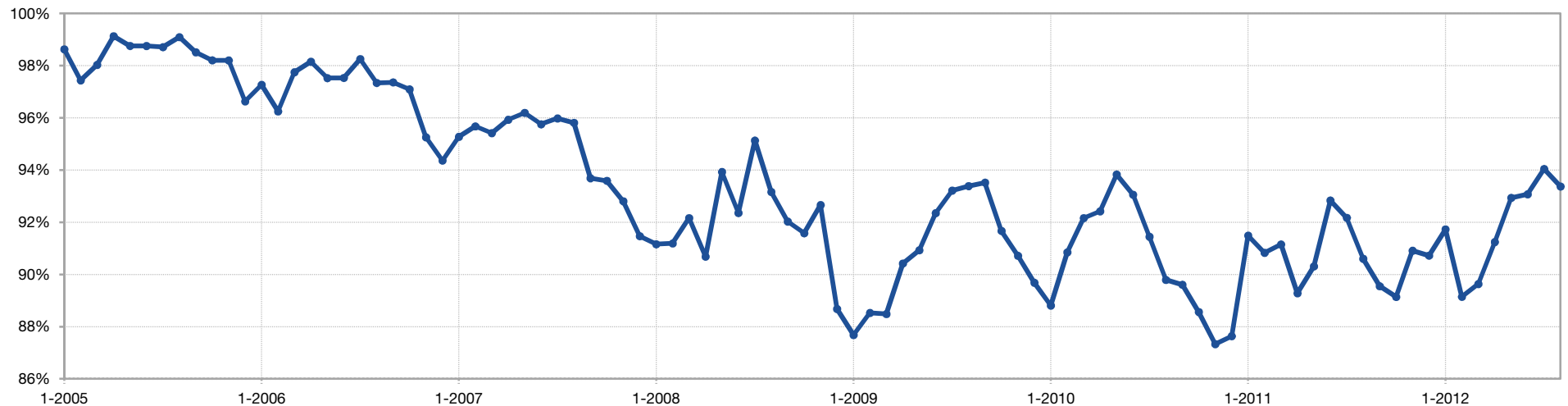


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
September 2011	89.6%	89.6%	0.0%
October 2011	89.1%	88.6%	+0.6%
November 2011	90.9%	87.3%	+4.1%
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	91.2%	89.3%	+2.1%
May 2012	92.9%	90.3%	+2.9%
June 2012	93.1%	92.8%	+0.3%
July 2012	94.0%	92.2%	+2.0%
August 2012	93.4%	90.6%	+3.1%
12-Month Avg	91.3%	90.2%	+1.2%

Historical Percent of Original List Price Received by Month

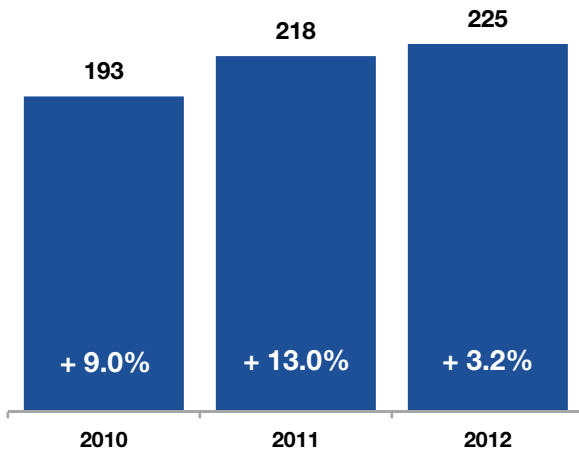


Housing Affordability Index

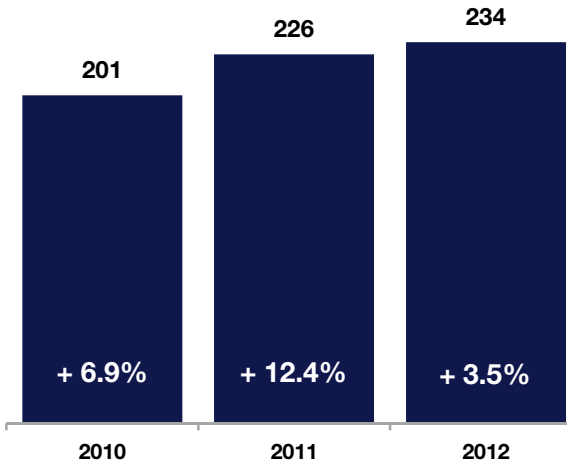
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



August

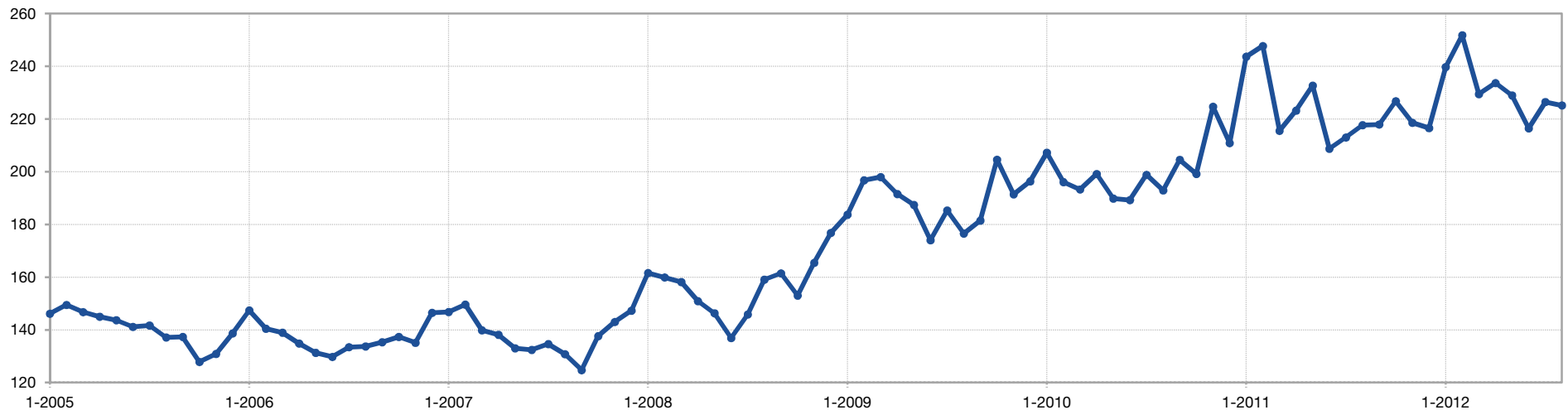


Year to Date



	Affordability Index	Prior Year	Percent Change
September 2011	218	205	+6.3%
October 2011	227	199	+14.1%
November 2011	219	225	-2.7%
December 2011	217	211	+2.8%
January 2012	240	244	-1.6%
February 2012	252	248	+1.6%
March 2012	229	216	+6.0%
April 2012	234	223	+4.9%
May 2012	229	233	-1.7%
June 2012	216	209	+3.3%
July 2012	226	213	+6.1%
August 2012	225	218	+3.2%
12-Month Avg	228	220	+3.6%

Historical Housing Affordability Index by Month

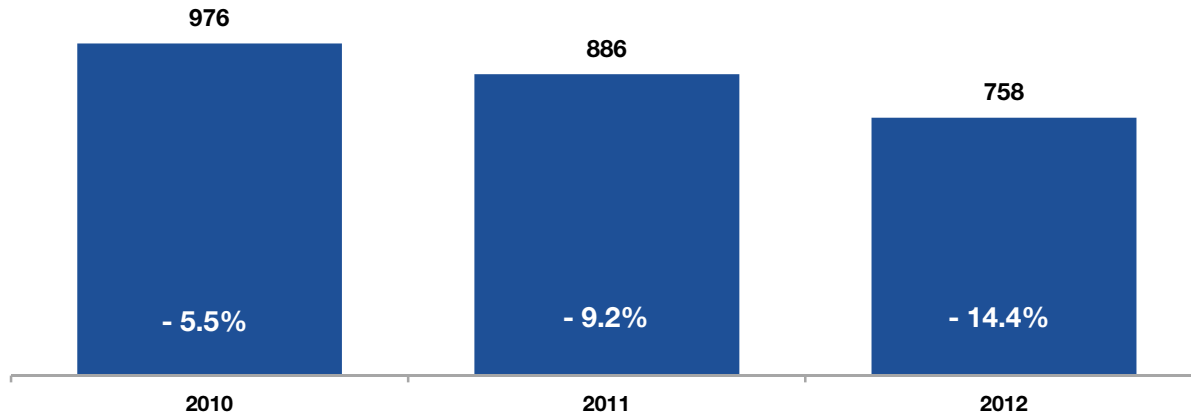


Inventory of Homes for Sale

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



August



	Homes for Sale	Prior Year	Percent Change
September 2011	843	931	-9.5%
October 2011	845	849	-0.5%
November 2011	769	804	-4.4%
December 2011	697	732	-4.8%
January 2012	720	785	-8.3%
February 2012	747	801	-6.7%
March 2012	786	853	-7.9%
April 2012	790	902	-12.4%
May 2012	786	926	-15.1%
June 2012	776	927	-16.3%
July 2012	771	910	-15.3%
August 2012	758	886	-14.4%
12-Month Avg	774	859	-9.9%

Historical Inventory of Homes for Sale by Month

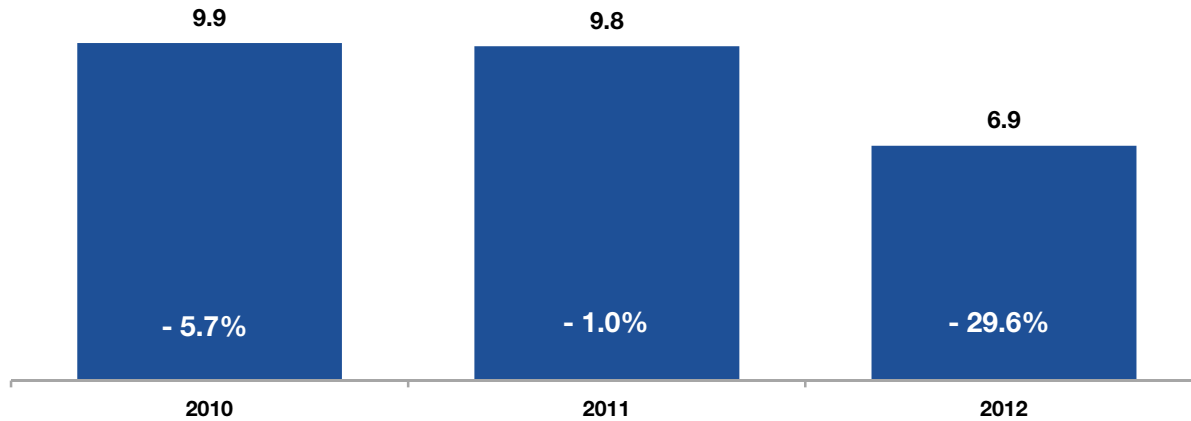


Months Supply of Inventory

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.

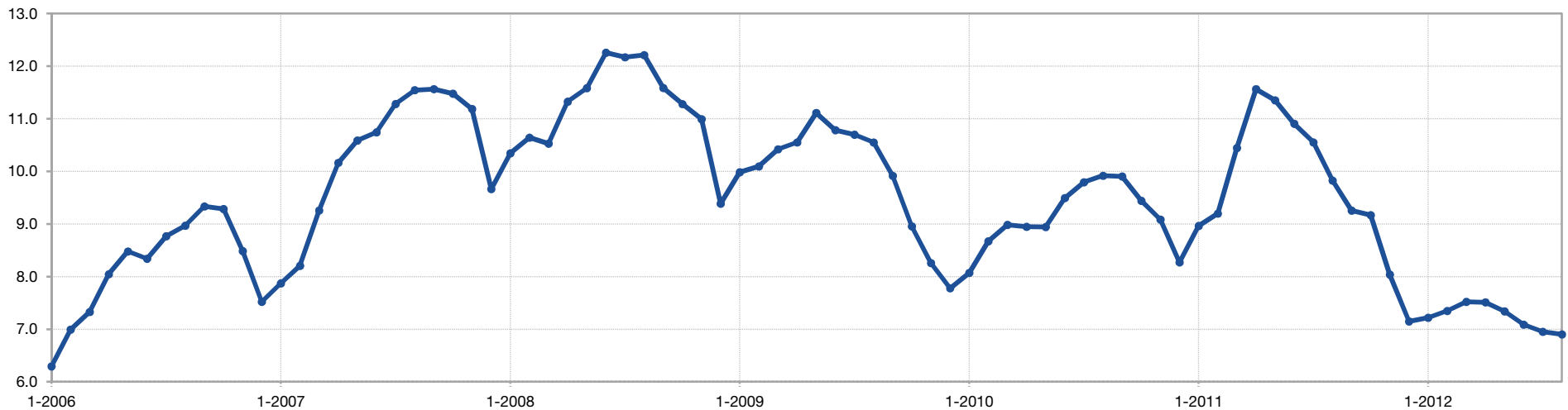


August



Months Supply		Prior Year	Percent Change
September 2011	9.3	9.9	-6.1%
October 2011	9.2	9.4	-2.1%
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	7.5	10.4	-27.9%
April 2012	7.5	11.6	-35.3%
May 2012	7.3	11.4	-36.0%
June 2012	7.1	10.9	-34.9%
July 2012	7.0	10.6	-34.0%
August 2012	6.9	9.8	-29.6%
12-Month Avg	7.6	10.0	-24.0%

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	+ / -	8-2011	8-2012	+ / -	8-2011	8-2012	+ / -
Albany	52	46	-11.5%	27	24	-11.1%	\$143,375	\$118,750	-17.2%	33	23	-30.3%	9.1	6.4	-29.3%
Avon	56	50	-10.7%	25	27	+8.0%	\$145,000	\$146,000	+0.7%	32	31	-3.1%	9.4	10.6	+13.5%
Clearwater	54	70	+29.6%	34	32	-5.9%	\$126,250	\$138,500	+9.7%	32	38	+18.8%	8.5	10.1	+18.8%
Cold Spring	110	119	+8.2%	39	56	+43.6%	\$152,450	\$152,000	-0.3%	78	82	+5.1%	14.9	12.0	-19.2%
Eden Lake Twp	3	4	+33.3%	1	1	0.0%	\$54,000	\$500,000	+825.9%	2	3	+50.0%	2.0	3.0	+50.0%
Eden Valley	35	38	+8.6%	10	20	+100.0%	\$100,750	\$115,000	+14.1%	27	26	-3.7%	16.2	9.0	-44.7%
Fair Haven Twp	7	8	+14.3%	2	1	-50.0%	\$108,000	\$215,280	+99.3%	4	6	+50.0%	4.0	6.0	+50.0%
Foley	111	90	-18.9%	44	46	+4.5%	\$112,250	\$119,950	+6.9%	70	45	-35.7%	10.3	6.7	-35.1%
Freeport	27	23	-14.8%	6	13	+116.7%	\$138,750	\$140,000	+0.9%	18	13	-27.8%	10.3	6.2	-39.8%
Holdingford	22	21	-4.5%	7	6	-14.3%	\$75,000	\$125,443	+67.3%	10	14	+40.0%	5.3	10.2	+92.3%
Kimball	49	52	+6.1%	21	20	-4.8%	\$113,000	\$152,250	+34.7%	34	42	+23.5%	14.6	13.5	-7.0%
Maine Prairie Twp	3	1	-66.7%	2	0	-100.0%	\$193,750	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
Melrose	64	45	-29.7%	32	17	-46.9%	\$107,500	\$129,900	+20.8%	34	29	-14.7%	8.7	10.0	+14.8%
Paynesville	70	58	-17.1%	32	28	-12.5%	\$68,000	\$122,000	+79.4%	47	38	-19.1%	11.5	9.7	-15.7%
Rice	118	111	-5.9%	41	42	+2.4%	\$133,500	\$142,500	+6.7%	93	73	-21.5%	16.9	12.5	-26.0%
Richmond	79	88	+11.4%	28	38	+35.7%	\$142,000	\$170,000	+19.7%	63	63	0.0%	14.5	14.3	-1.9%
Rockville	14	15	+7.1%	8	10	+25.0%	\$155,000	\$197,450	+27.4%	10	6	-40.0%	7.3	3.0	-58.8%
Sartell	248	285	+14.9%	120	178	+48.3%	\$154,900	\$165,000	+6.5%	138	124	-10.1%	9.6	5.8	-39.6%
Sauk Centre	89	88	-1.1%	29	55	+89.7%	\$149,900	\$95,000	-36.6%	73	58	-20.5%	17.5	9.8	-44.0%
Sauk Rapids	206	221	+7.3%	111	129	+16.2%	\$129,900	\$137,500	+5.9%	117	109	-6.8%	9.1	6.7	-25.6%
St. Cloud	888	837	-5.7%	404	495	+22.5%	\$112,350	\$108,000	-3.9%	526	434	-17.5%	10.5	7.3	-29.8%
St. Joseph	112	103	-8.0%	50	64	+28.0%	\$127,500	\$154,000	+20.8%	62	54	-12.9%	8.8	7.4	-15.9%
St. Augusta	38	39	+2.6%	14	17	+21.4%	\$170,500	\$190,000	+11.4%	23	27	+17.4%	12.0	12.9	+7.2%
Waite Park	83	61	-26.5%	48	47	-2.1%	\$112,000	\$111,000	-0.9%	43	37	-14.0%	7.7	6.3	-18.8%
Wakefield Twp	2	1	-50.0%	2	0	-100.0%	\$257,588	\$0	-100.0%	1	1	0.0%	1.0	0.0	-100.0%