

Monthly Indicators



October 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

+ 15.3%	+ 6.0%	- 14.2%
One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale

Activity Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

[Click on desired metric to jump to that page.](#)



Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



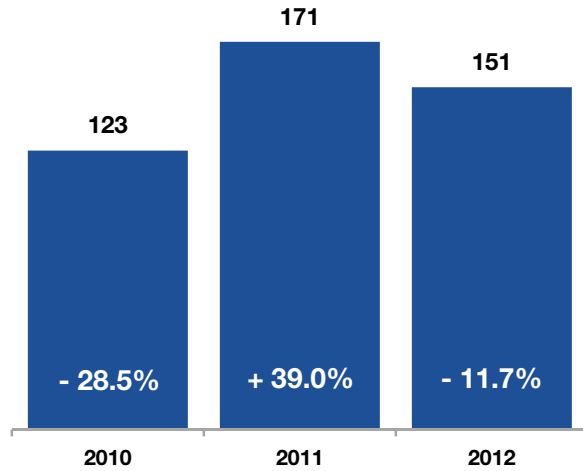
Key Metrics	Historical Sparkbars	10-2011	10-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		171	151	- 11.7%	1,868	1,828	- 2.1%
Pending Sales		80	115	+ 43.8%	979	1,154	+ 17.9%
Closed Sales		85	98	+ 15.3%	944	1,107	+ 17.3%
Days on Market		106	90	- 15.1%	106	102	- 3.8%
Median Sales Price		\$125,500	\$133,000	+ 6.0%	\$125,000	\$130,000	+ 4.0%
Average Sales Price		\$136,236	\$144,433	+ 6.0%	\$140,789	\$140,704	- 0.1%
Pct. of Orig. Price Received		89.1%	92.5%	+ 3.8%	90.7%	92.2%	+ 1.7%
Affordability Index		227	230	+ 1.3%	227	234	+ 3.1%
Homes for Sale		845	725	- 14.2%	--	--	--
Months Supply		9.2	6.5	- 29.3%	--	--	--

New Listings

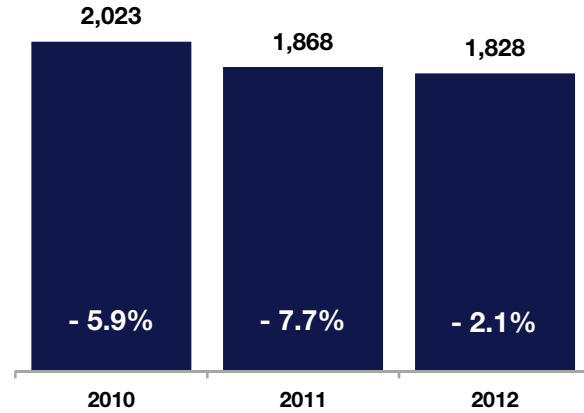
A count of the properties that have been newly listed on the market in a given month.



October

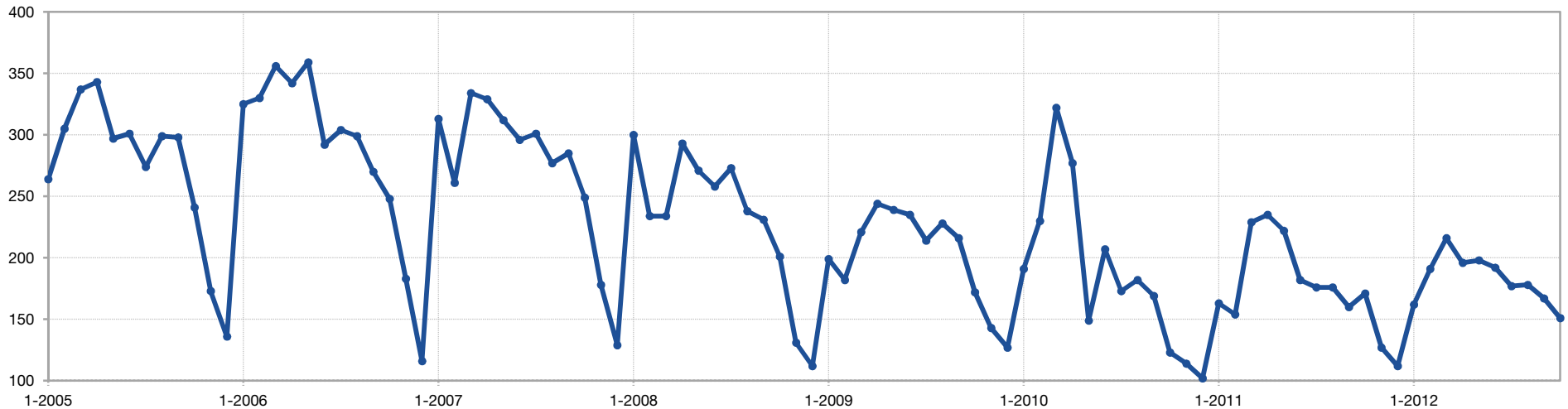


Year to Date



	New Listings	Prior Year	Percent Change
November 2011	127	114	+11.4%
December 2011	112	102	+9.8%
January 2012	162	163	-0.6%
February 2012	191	154	+24.0%
March 2012	216	229	-5.7%
April 2012	196	235	-16.6%
May 2012	198	222	-10.8%
June 2012	192	182	+5.5%
July 2012	177	176	+0.6%
August 2012	178	176	+1.1%
September 2012	167	160	+4.4%
October 2012	151	171	-11.7%
12-Month Avg	172	174	-1.1%

Historical New Listings by Month

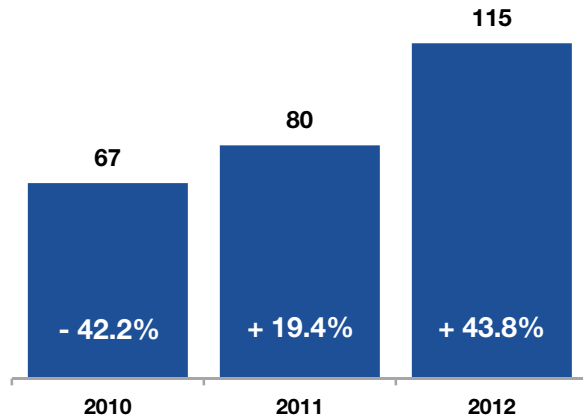


Pending Sales

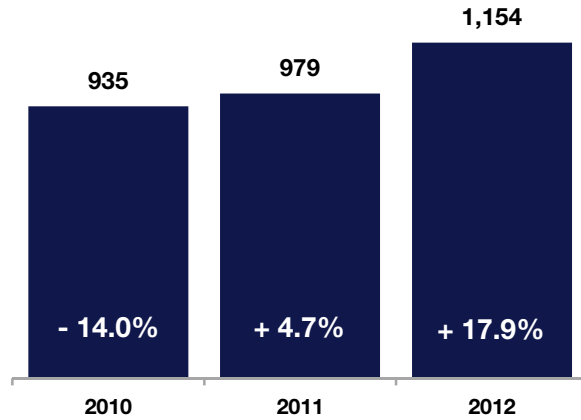
A count of the properties on which offers have been accepted in a given month.



October

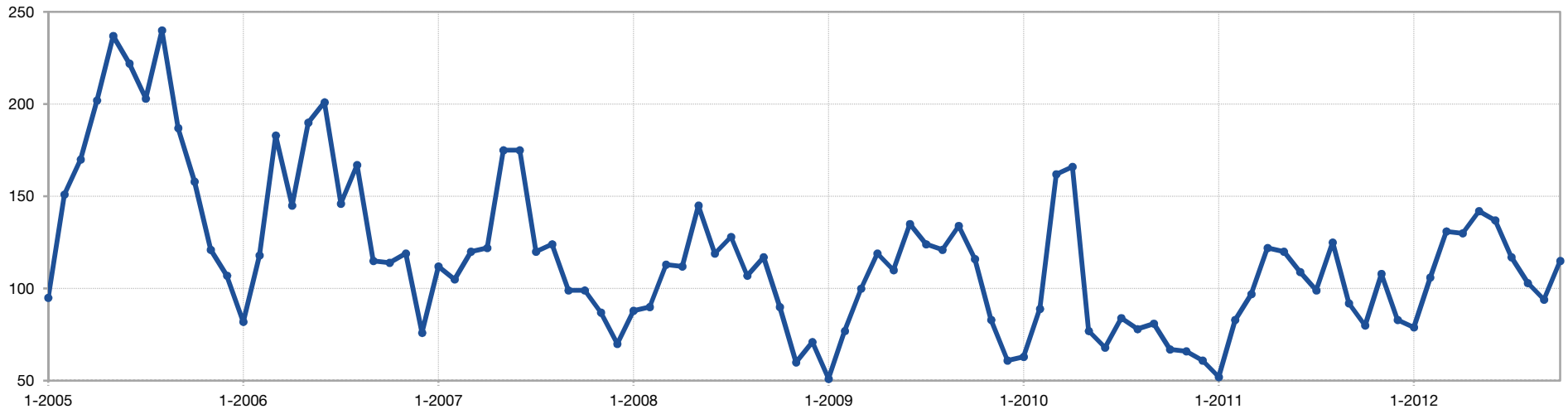


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	142	120	+18.3%
June 2012	137	109	+25.7%
July 2012	117	99	+18.2%
August 2012	103	125	-17.6%
September 2012	94	92	+2.2%
October 2012	115	80	+43.8%
12-Month Avg	112	92	+21.7%

Historical Pending Sales by Month

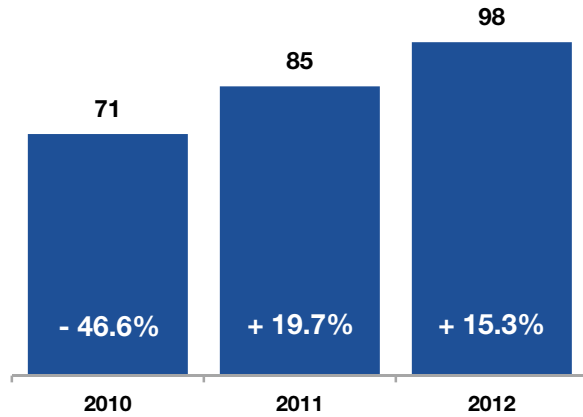


Closed Sales

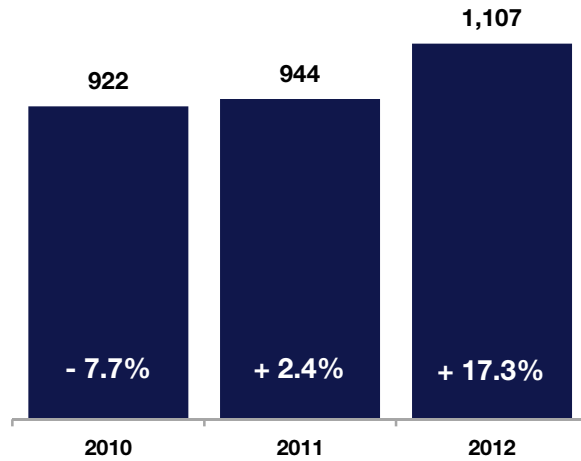
A count of the actual sales that closed in a given month.



October



Year to Date



Closed Sales		Prior Year	Percent Change
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	121	113	+7.1%
August 2012	132	103	+28.2%
September 2012	93	126	-26.2%
October 2012	98	85	+15.3%
12-Month Avg	108	91	+18.7%

Historical Closed Sales by Month

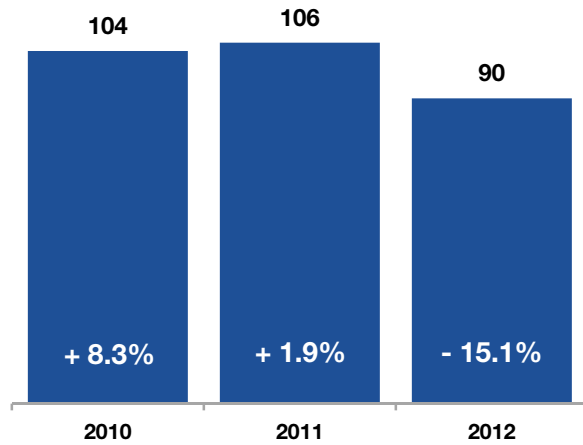


Days on Market Until Sale

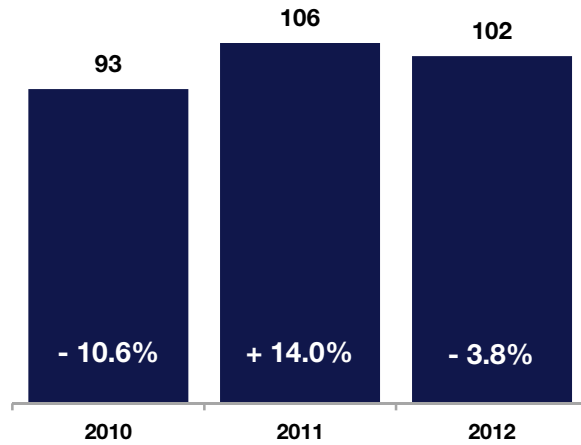
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

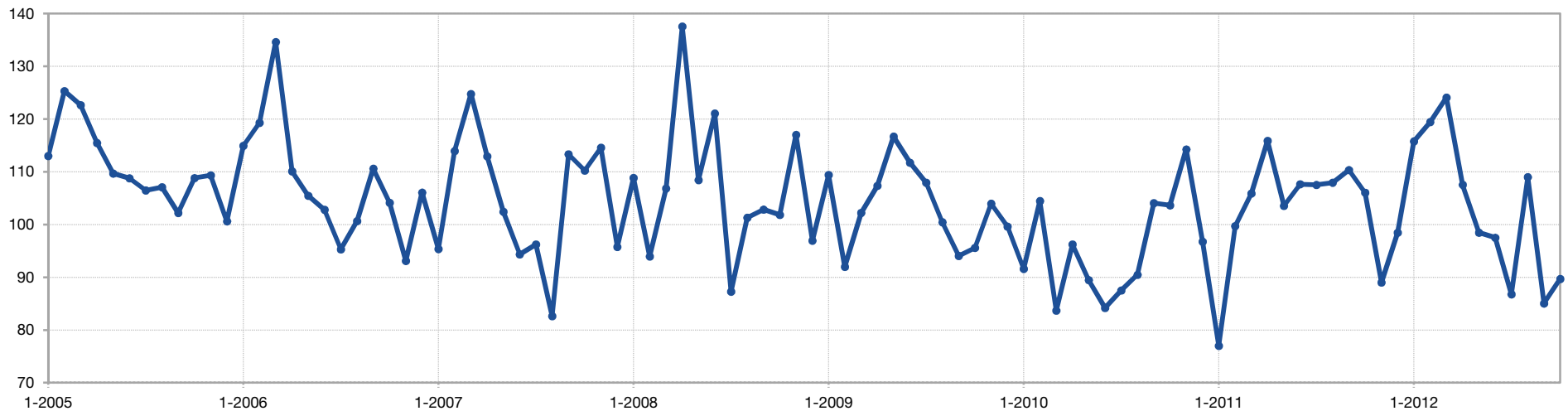


Year to Date



Days on Market		Prior Year	Percent Change
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	87	108	-19.4%
August 2012	109	108	+0.9%
September 2012	85	110	-22.7%
October 2012	90	106	-15.1%
12-Month Avg	102	104	-1.9%

Historical Days on Market Until Sale by Month

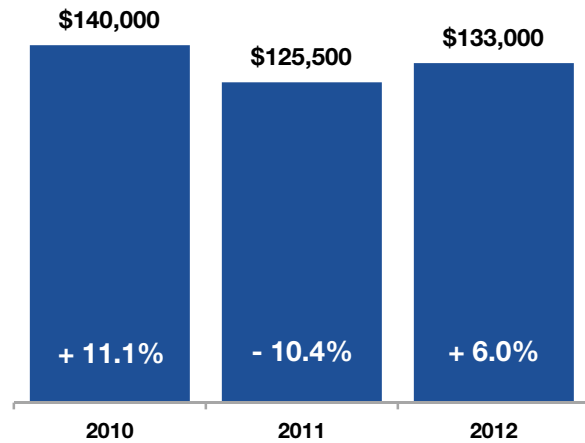


Median Sales Price

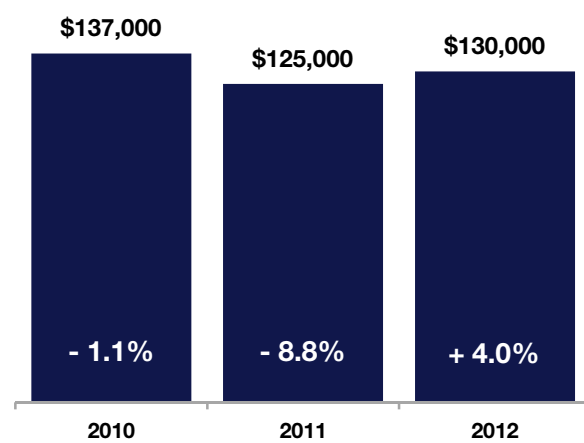
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October

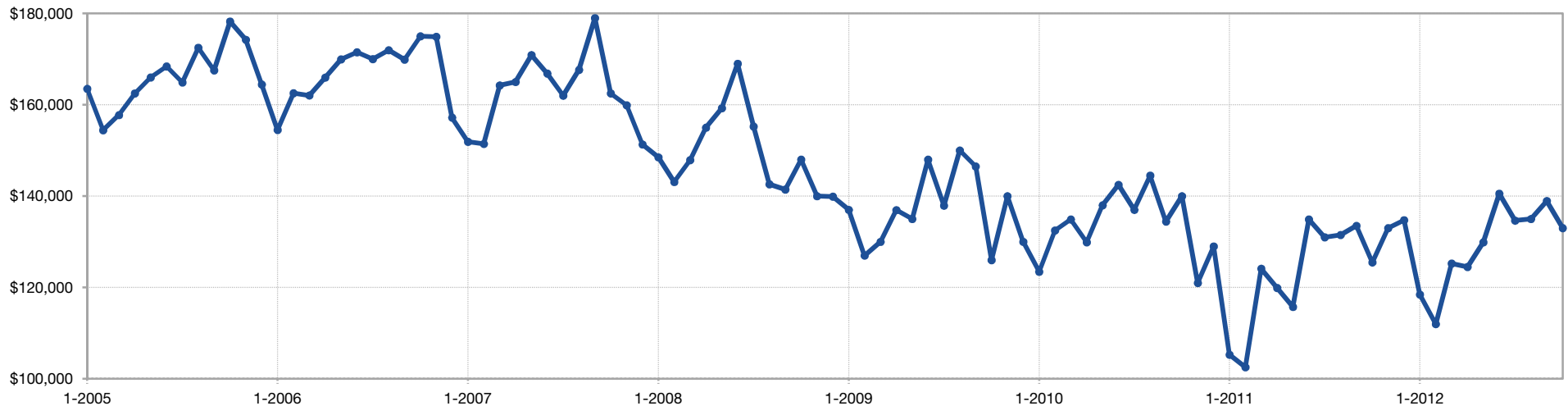


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$134,650	\$131,000	+2.8%
August 2012	\$135,000	\$131,500	+2.7%
September 2012	\$138,950	\$133,500	+4.1%
October 2012	\$133,000	\$125,500	+6.0%
12-Month Avg	\$130,000	\$122,834	+5.8%

Historical Median Sales Price by Month

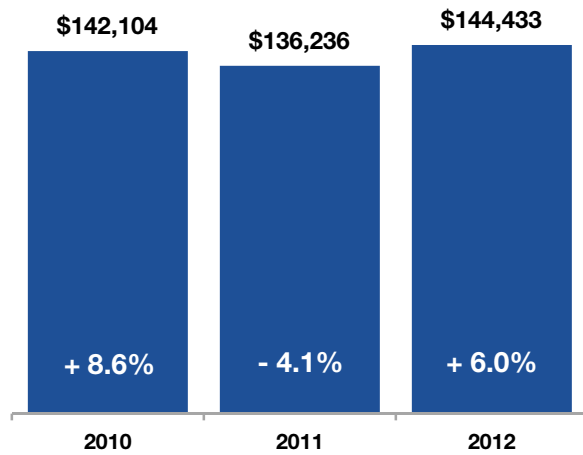


Average Sales Price

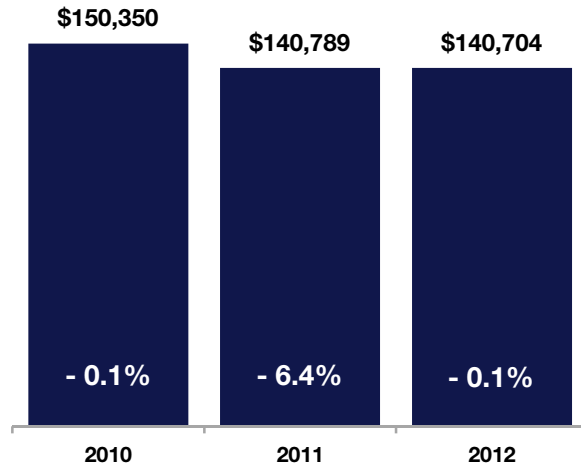
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

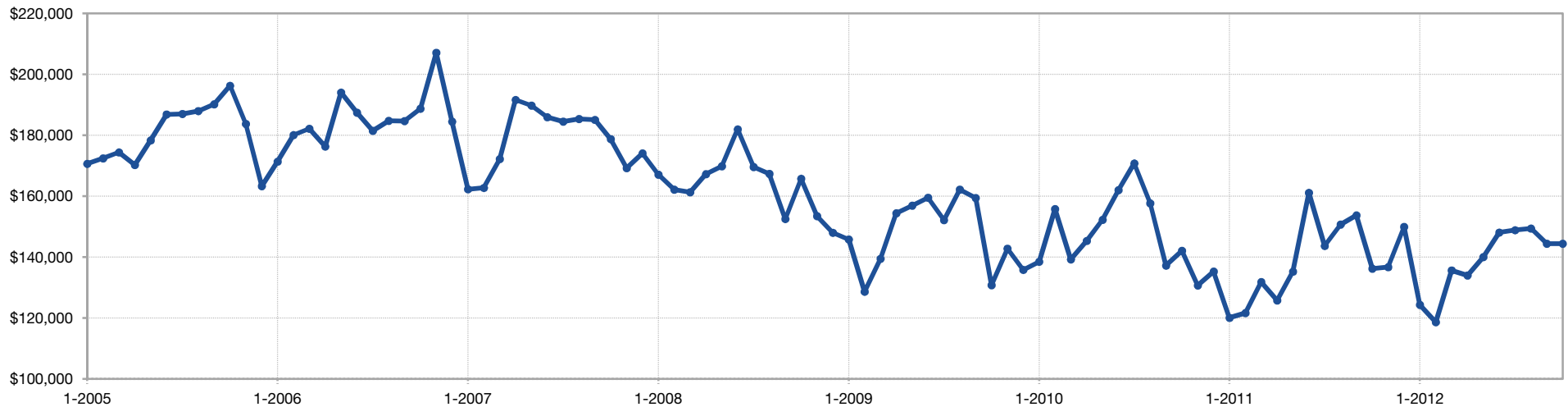


Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$148,864	\$143,695	+3.6%
August 2012	\$149,405	\$150,730	-0.9%
September 2012	\$144,437	\$153,718	-6.0%
October 2012	\$144,433	\$136,236	+6.0%
12-Month Avg	\$139,555	\$137,183	+1.7%

Historical Average Sales Price by Month

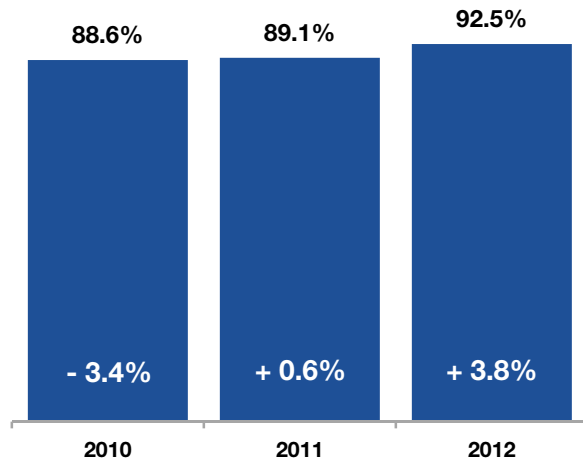


Percent of Original List Price Received

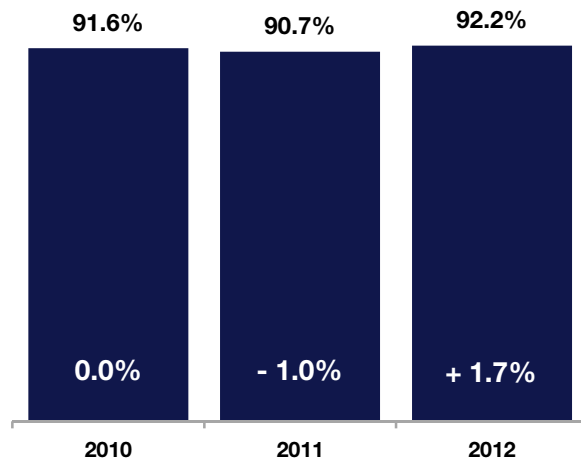
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



October

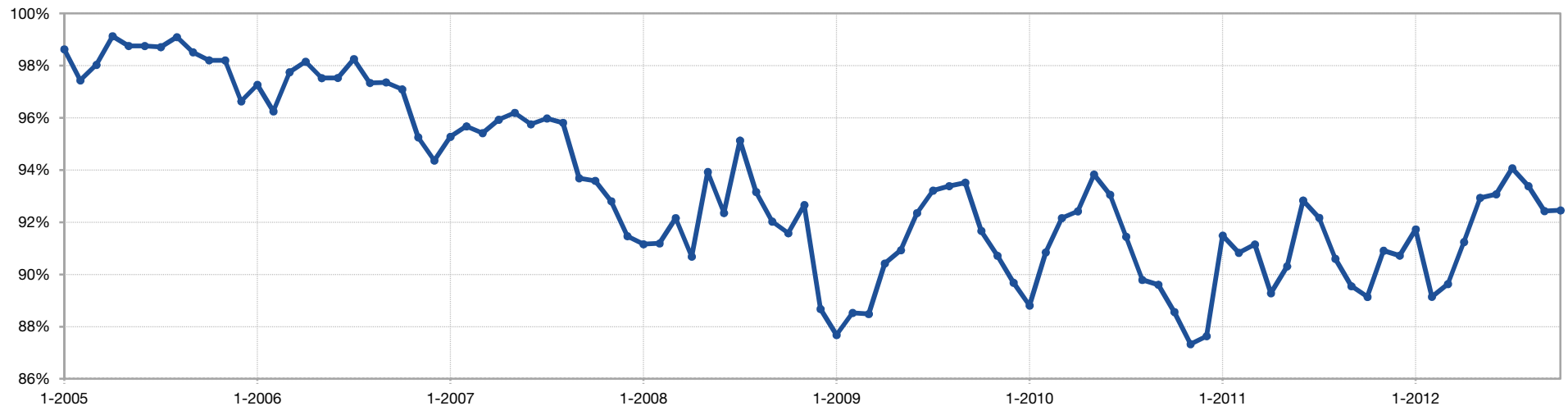


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	94.1%	92.2%	+2.1%
August 2012	93.4%	90.6%	+3.1%
September 2012	92.4%	89.6%	+3.1%
October 2012	92.5%	89.1%	+3.8%
12-Month Avg	91.8%	90.2%	+1.8%

Historical Percent of Original List Price Received by Month

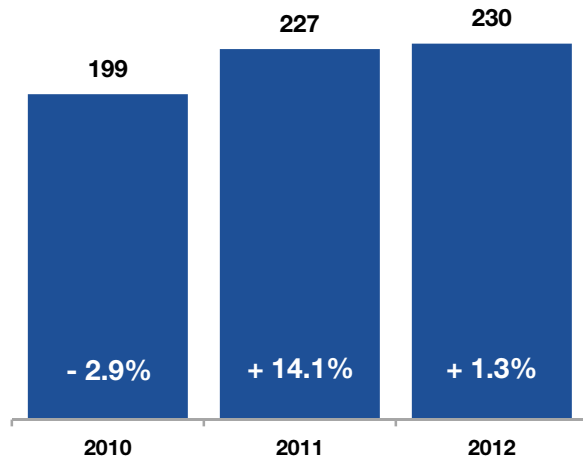


Housing Affordability Index

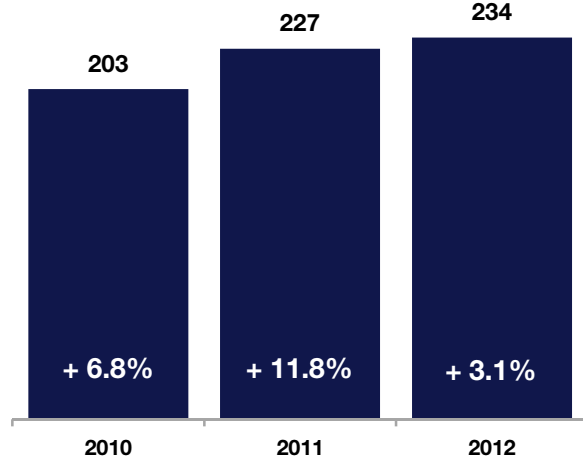
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



October

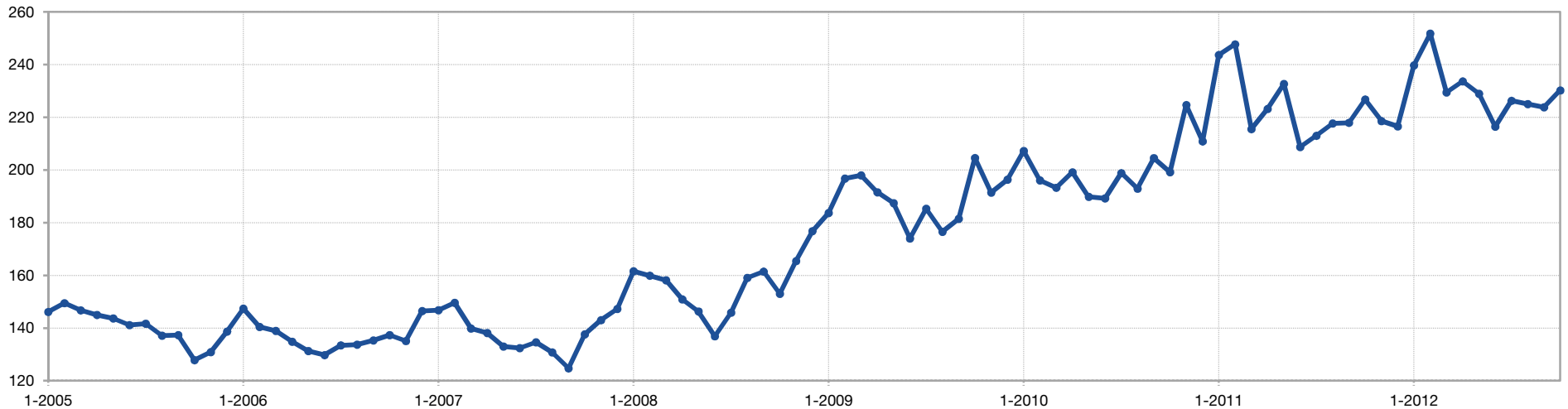


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2012	224	218	+2.8%
October 2012	230	227	+1.3%
12-Month Avg	228	224	+1.8%

Historical Housing Affordability Index by Month

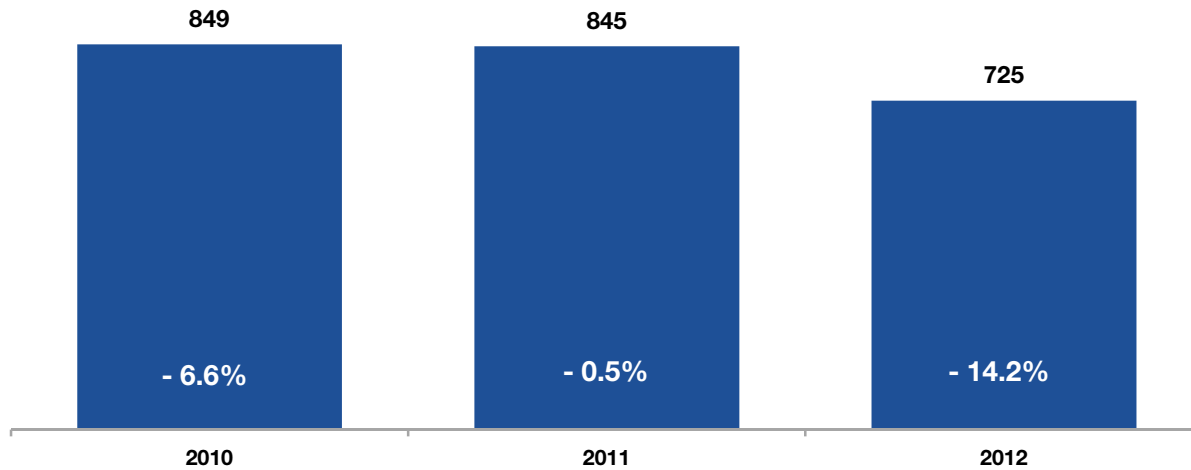


Inventory of Homes for Sale

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

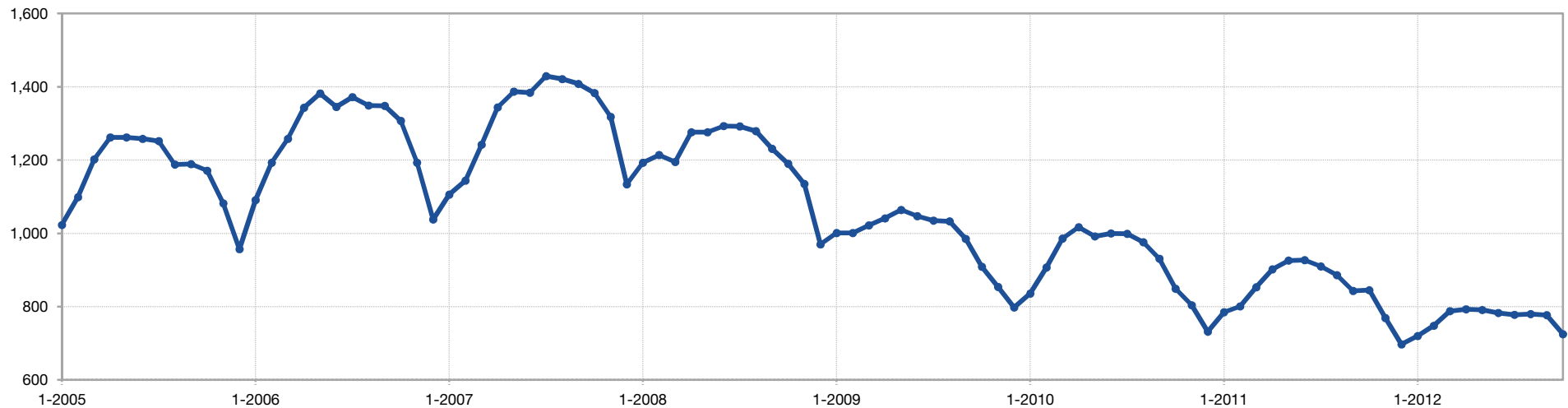


October



	Homes for Sale	Prior Year	Percent Change
November 2011	769	804	-4.4%
December 2011	697	732	-4.8%
January 2012	720	785	-8.3%
February 2012	748	801	-6.6%
March 2012	788	853	-7.6%
April 2012	793	902	-12.1%
May 2012	791	926	-14.6%
June 2012	783	927	-15.5%
July 2012	778	910	-14.5%
August 2012	780	886	-12.0%
September 2012	777	843	-7.8%
October 2012	725	845	-14.2%
12-Month Avg	762	851	-10.5%

Historical Inventory of Homes for Sale by Month

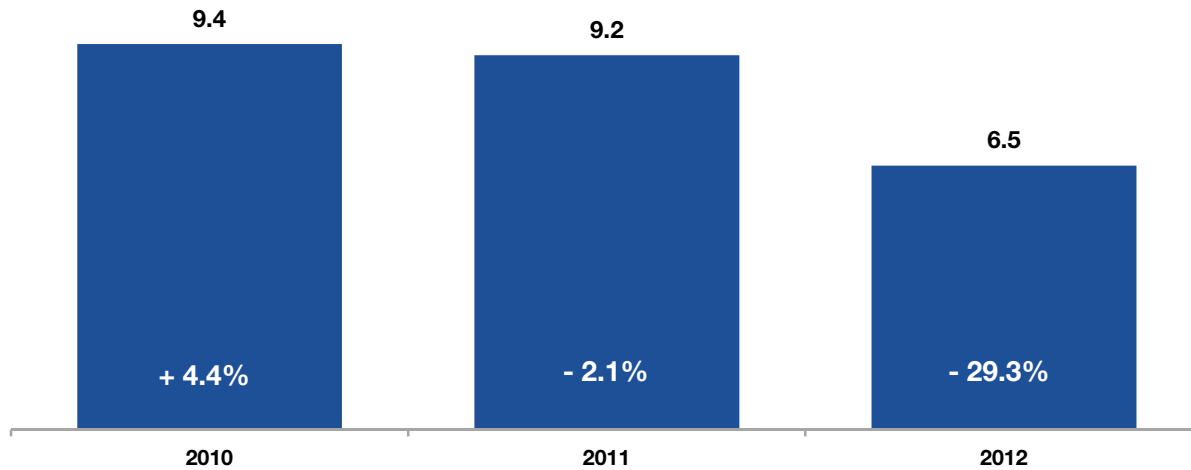


Months Supply of Inventory

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.

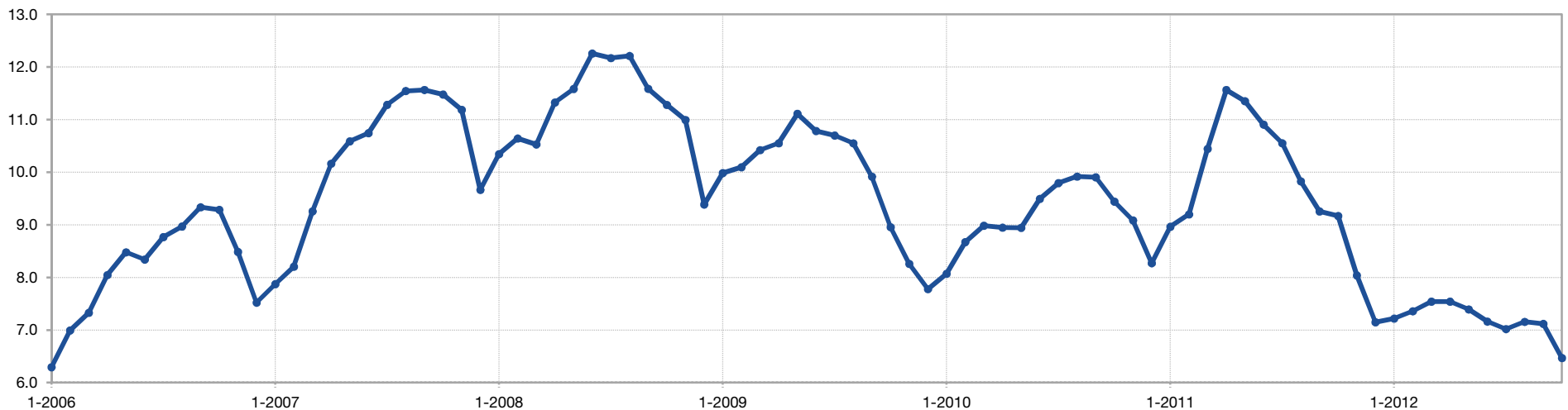


October



Months Supply		Prior Year	Percent Change
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	7.4	9.2	-19.6%
March 2012	7.5	10.4	-27.9%
April 2012	7.5	11.6	-35.3%
May 2012	7.4	11.4	-35.1%
June 2012	7.2	10.9	-33.9%
July 2012	7.0	10.6	-34.0%
August 2012	7.2	9.8	-26.5%
September 2012	7.1	9.3	-23.7%
October 2012	6.5	9.2	-29.3%
12-Month Avg	7.3	9.9	-26.3%

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	+ / -	10-2011	10-2012	+ / -	10-2011	10-2012	+ / -
Albany	61	61	0.0%	33	37	+12.1%	\$134,100	\$115,000	-14.2%	30	24	-20.0%	8.3	6.3	-24.1%
Avon	66	56	-15.2%	34	28	-17.6%	\$160,550	\$151,000	-5.9%	28	29	+3.6%	7.6	10.9	+42.4%
Clearwater	70	90	+28.6%	39	49	+25.6%	\$128,000	\$150,000	+17.2%	34	31	-8.8%	9.1	6.5	-28.0%
Cold Spring	127	137	+7.9%	60	68	+13.3%	\$156,000	\$145,000	-7.1%	66	64	-3.0%	10.8	9.5	-12.6%
Eden Lake Twp	3	4	+33.3%	1	2	+100.0%	\$54,000	\$348,500	+545.4%	1	1	0.0%	1.0	1.0	0.0%
Eden Valley	47	47	0.0%	13	28	+115.4%	\$121,460	\$109,500	-9.8%	33	21	-36.4%	18.6	6.8	-63.4%
Fair Haven Twp	7	8	+14.3%	4	2	-50.0%	\$119,500	\$172,590	+44.4%	2	5	+150.0%	2.0	5.0	+150.0%
Foley	127	98	-22.8%	56	66	+17.9%	\$116,000	\$118,950	+2.5%	57	35	-38.6%	8.4	5.3	-37.2%
Freeport	34	29	-14.7%	7	18	+157.1%	\$142,500	\$136,250	-4.4%	19	13	-31.6%	11.4	6.2	-45.7%
Holdingsford	28	28	0.0%	12	13	+8.3%	\$133,750	\$104,625	-21.8%	11	10	-9.1%	5.8	5.0	-14.1%
Kimball	55	65	+18.2%	22	30	+36.4%	\$113,900	\$127,000	+11.5%	28	42	+50.0%	11.8	13.2	+11.4%
Maine Prairie Twp	3	1	-66.7%	2	1	-50.0%	\$193,750	\$152,000	-21.5%	1	0	-100.0%	1.0	0.0	-100.0%
Melrose	76	56	-26.3%	46	21	-54.3%	\$97,500	\$125,000	+28.2%	25	32	+28.0%	6.0	13.5	+125.6%
Paynesville	81	73	-9.9%	48	31	-35.4%	\$68,000	\$124,950	+83.8%	36	39	+8.3%	7.9	12.3	+56.8%
Rice	142	136	-4.2%	52	56	+7.7%	\$135,000	\$139,750	+3.5%	76	70	-7.9%	13.8	12.7	-7.9%
Richmond	92	114	+23.9%	40	50	+25.0%	\$142,000	\$175,000	+23.2%	52	60	+15.4%	12.7	12.2	-4.2%
Rockville	20	18	-10.0%	10	12	+20.0%	\$155,000	\$197,450	+27.4%	8	5	-37.5%	4.9	3.0	-39.1%
Sartell	311	340	+9.3%	154	210	+36.4%	\$157,000	\$162,500	+3.5%	135	121	-10.4%	8.8	5.7	-35.0%
Sauk Centre	114	115	+0.9%	39	66	+69.2%	\$138,450	\$90,000	-35.0%	73	57	-21.9%	19.1	8.7	-54.7%
Sauk Rapids	254	256	+0.8%	139	156	+12.2%	\$131,500	\$138,775	+5.5%	120	90	-25.0%	9.2	5.2	-43.2%
St. Cloud	1,064	1,031	-3.1%	525	604	+15.0%	\$115,000	\$109,200	-5.0%	480	434	-9.6%	9.2	7.3	-20.6%
St. Joseph	136	124	-8.8%	70	81	+15.7%	\$121,750	\$159,900	+31.3%	59	45	-23.7%	9.0	5.6	-37.9%
St. Augusta	43	45	+4.7%	19	22	+15.8%	\$161,000	\$187,700	+16.6%	20	24	+20.0%	10.9	10.6	-3.2%
Waite Park	103	77	-25.2%	56	56	0.0%	\$107,750	\$117,375	+8.9%	51	35	-31.4%	9.7	4.9	-49.2%
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%