

# Monthly Indicators



## November 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

**+ 25.0%**    **- 2.3%**    **- 12.4%**

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.



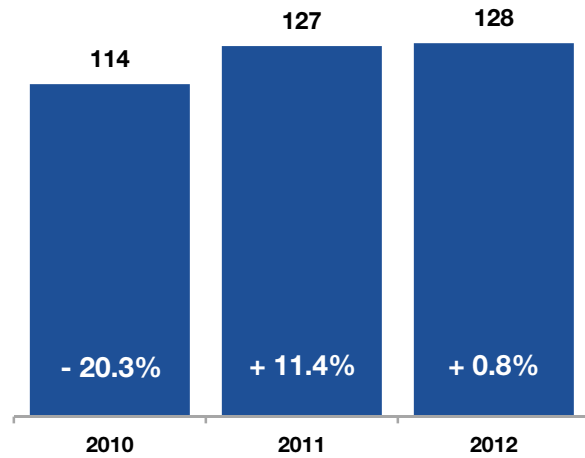
Key Metrics	Historical Sparkbars	11-2011	11-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
<b>New Listings</b>		127	<b>128</b>	+ 0.8%	1,995	<b>1,956</b>	- 2.0%
<b>Pending Sales</b>		108	<b>93</b>	- 13.9%	1,087	<b>1,244</b>	+ 14.4%
<b>Closed Sales</b>		88	<b>110</b>	+ 25.0%	1,032	<b>1,219</b>	+ 18.1%
<b>Days on Market</b>		89	<b>110</b>	+ 23.6%	105	<b>103</b>	- 1.9%
<b>Median Sales Price</b>		\$133,000	<b>\$130,000</b>	- 2.3%	\$125,000	<b>\$130,000</b>	+ 4.0%
<b>Average Sales Price</b>		\$136,731	<b>\$134,718</b>	- 1.5%	\$140,458	<b>\$140,203</b>	- 0.2%
<b>Pct. of Orig. Price Received</b>		90.9%	<b>90.3%</b>	- 0.7%	90.7%	<b>92.1%</b>	+ 1.5%
<b>Affordability Index</b>		219	<b>235</b>	+ 7.3%	229	<b>235</b>	+ 2.6%
<b>Homes for Sale</b>		769	<b>674</b>	- 12.4%	--	<b>--</b>	--
<b>Months Supply</b>		8.0	<b>6.1</b>	- 23.8%	--	<b>--</b>	--

# New Listings

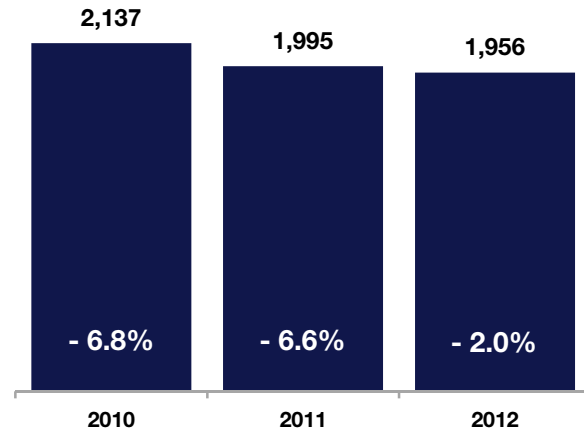
A count of the properties that have been newly listed on the market in a given month.



## November

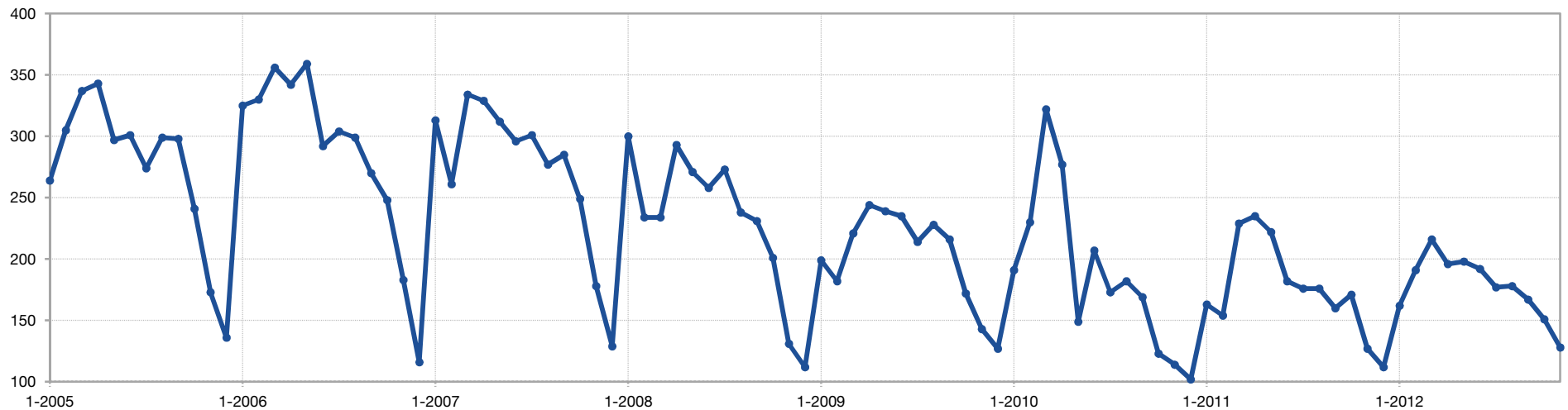


## Year to Date



	New Listings	Prior Year	Percent Change
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%
<b>November 2012</b>	<b>128</b>	<b>127</b>	<b>+0.8%</b>
12-Month Avg	172	175	-1.7%

## Historical New Listings by Month

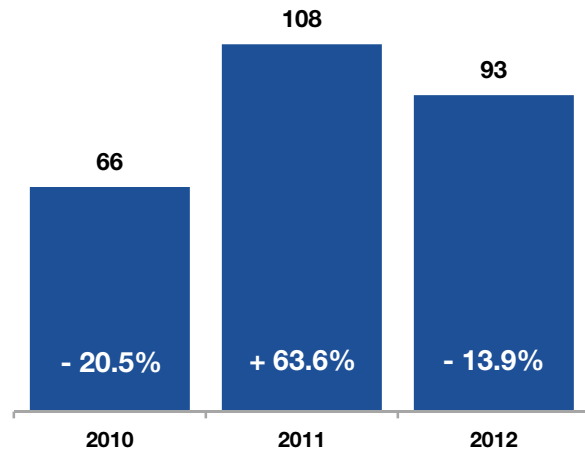


# Pending Sales

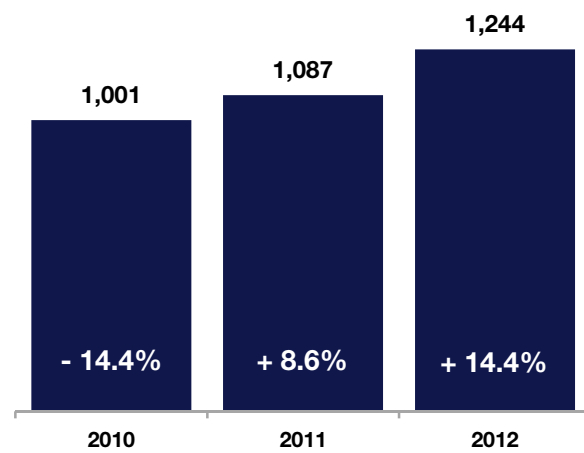
A count of the properties on which offers have been accepted in a given month.



## November

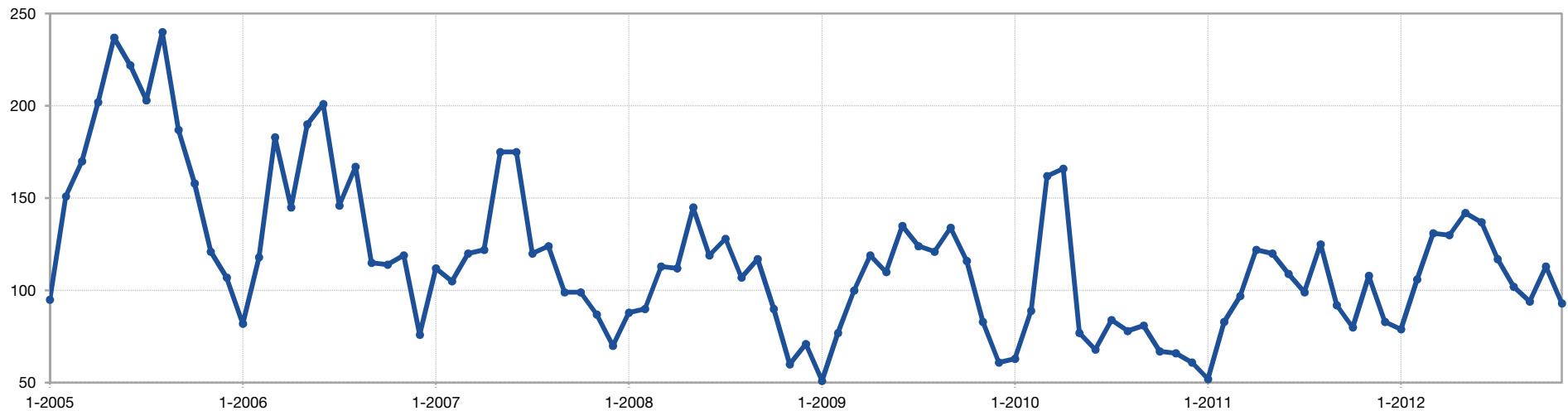


## Year to Date



Pending Sales	Prior Year	Percent Change
December 2011	61	+36.1%
January 2012	52	+51.9%
February 2012	83	+27.7%
March 2012	97	+35.1%
April 2012	122	+6.6%
May 2012	120	+18.3%
June 2012	109	+25.7%
July 2012	99	+18.2%
August 2012	125	-18.4%
September 2012	92	+2.2%
October 2012	80	+41.3%
<b>November 2012</b>	<b>93</b>	<b>-13.9%</b>
12-Month Avg	111	+15.6%

## Historical Pending Sales by Month

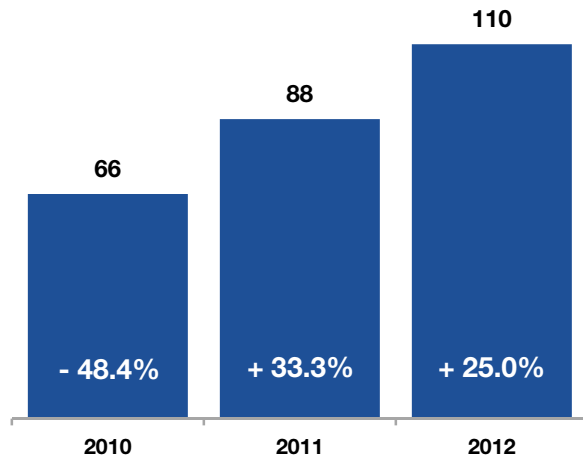


# Closed Sales

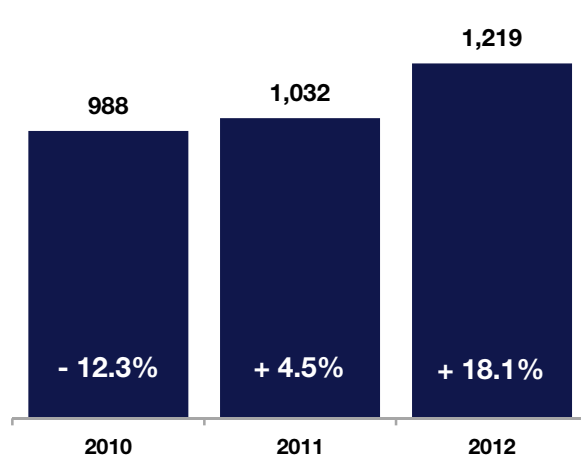
A count of the actual sales that closed in a given month.



## November

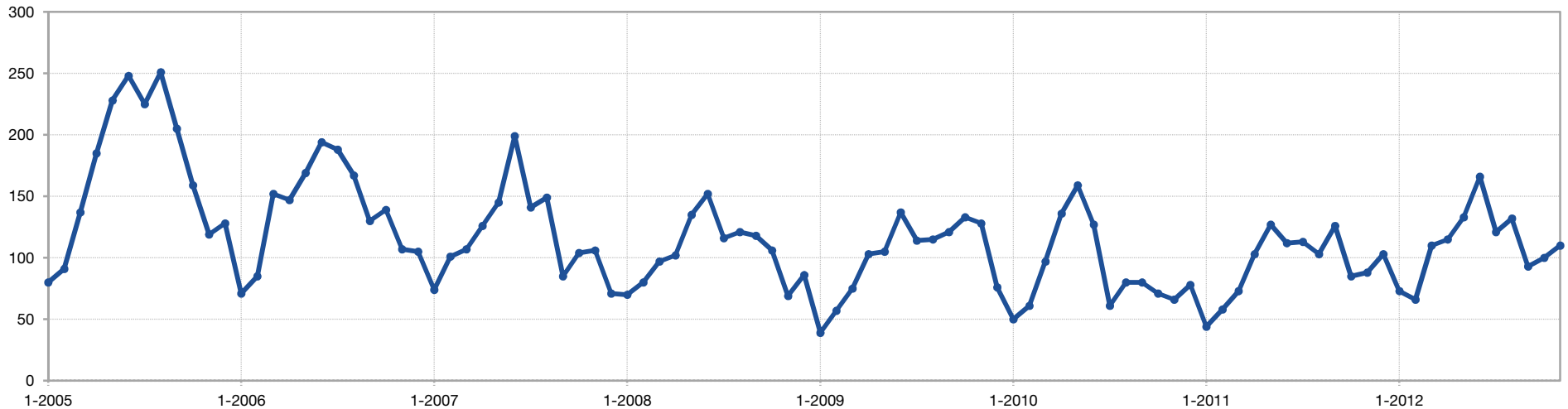


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	100	85	+17.6%
<b>November 2012</b>	<b>110</b>	<b>88</b>	<b>+25.0%</b>
12-Month Avg	110	93	+18.3%

## Historical Closed Sales by Month

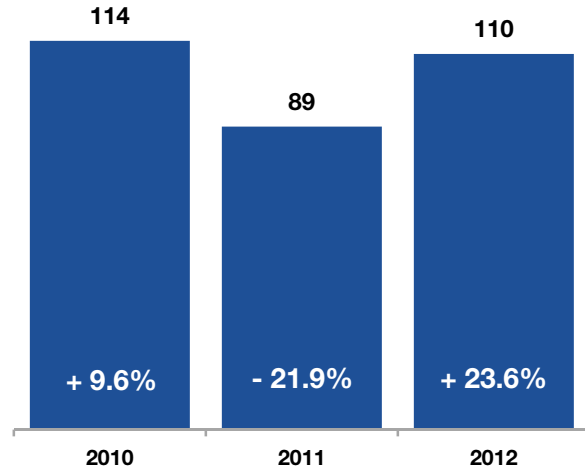


# Days on Market Until Sale

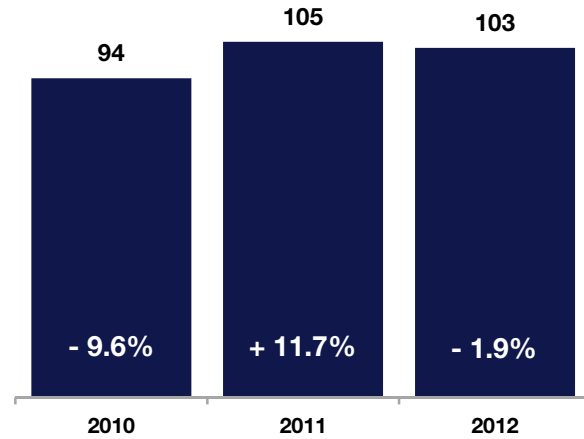
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

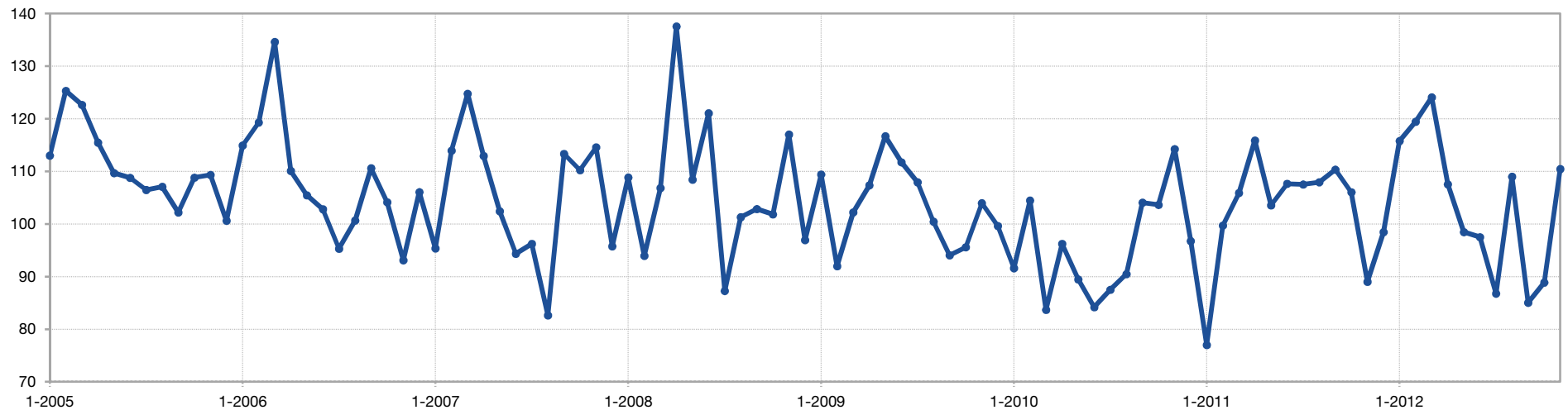


## Year to Date



Days on Market	Prior Year	Percent Change
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	89	106 -16.0%
<b>November 2012</b>	<b>110</b>	<b>89 +23.6%</b>
12-Month Avg	103	102 +1.0%

## Historical Days on Market Until Sale by Month

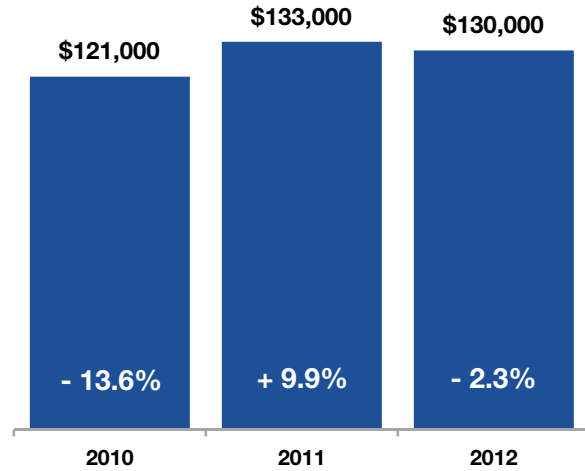


# Median Sales Price

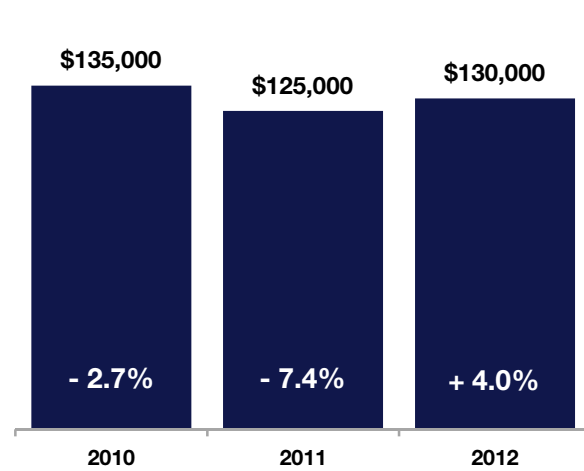
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November

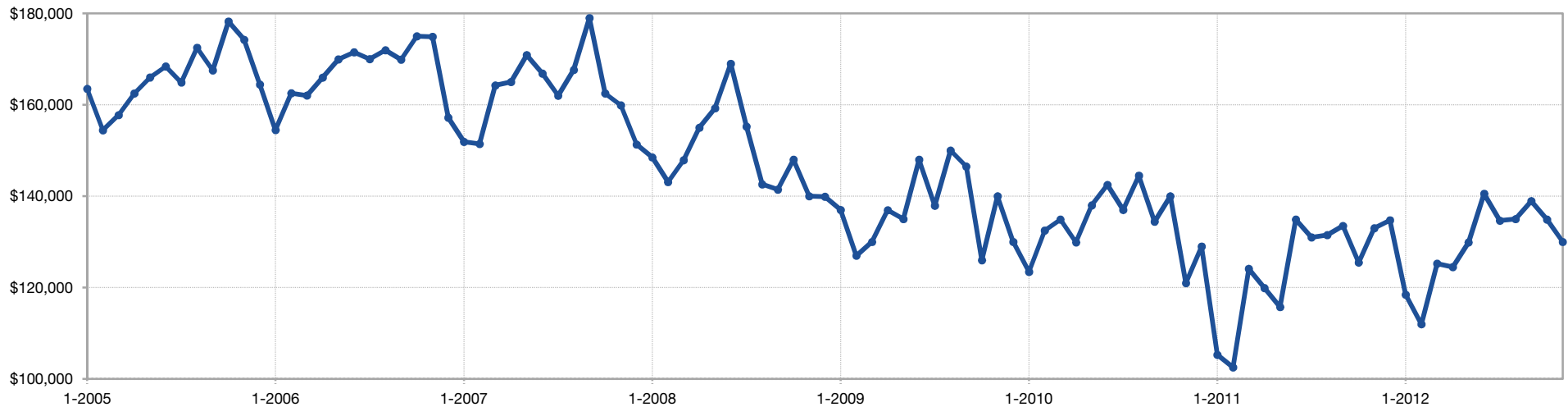


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$134,900	\$125,500	+7.5%
<b>November 2012</b>	<b>\$130,000</b>	<b>\$133,000</b>	<b>-2.3%</b>
12-Month Avg	\$129,908	\$123,834	+4.9%

## Historical Median Sales Price by Month

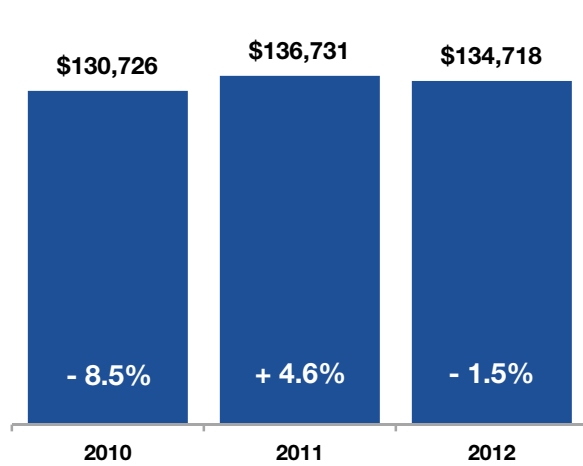


# Average Sales Price

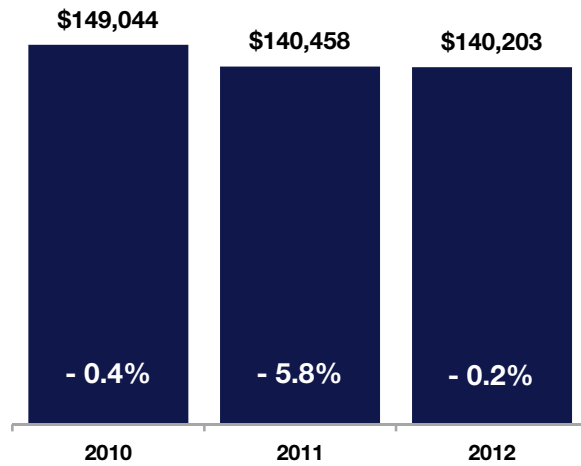
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November

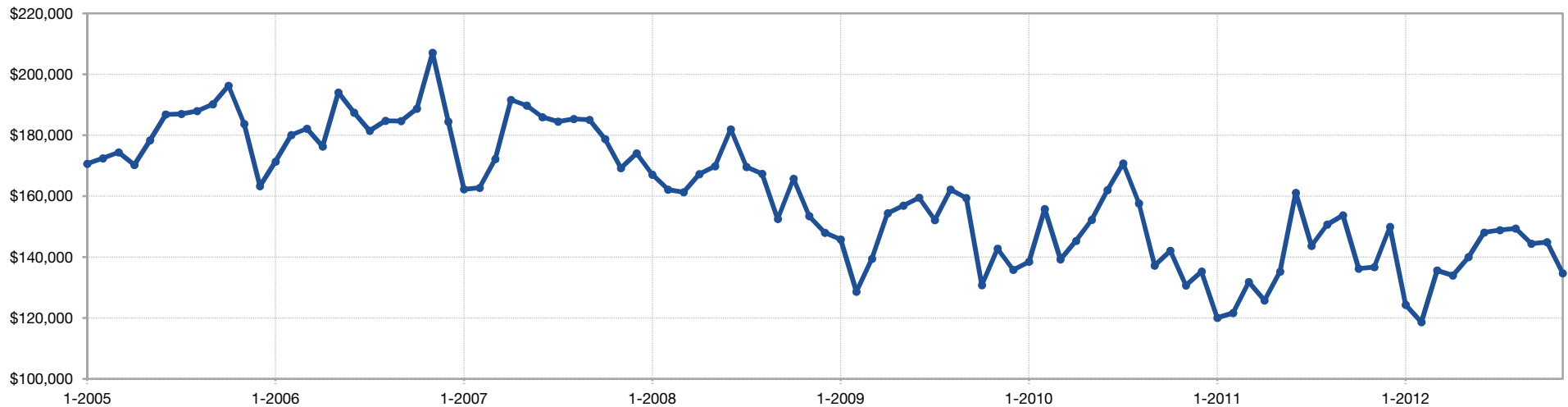


## Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$144,920	\$136,236	+6.4%
<b>November 2012</b>	<b>\$134,718</b>	<b>\$136,731</b>	<b>-1.5%</b>
12-Month Avg	\$139,427	\$137,683	+1.3%

## Historical Average Sales Price by Month



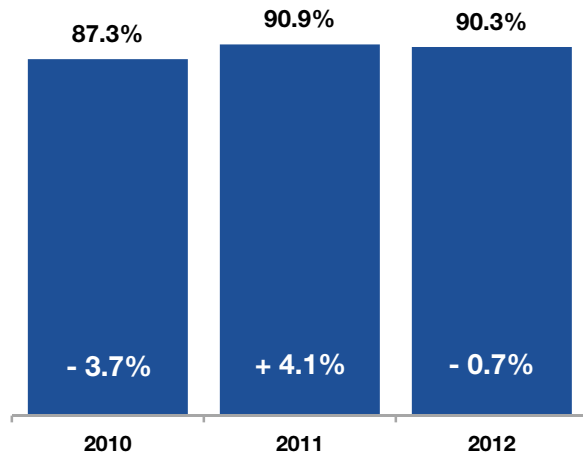


# Percent of Original List Price Received

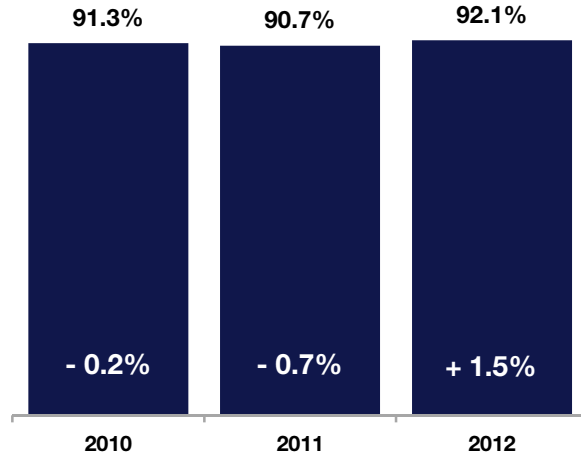
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



## November

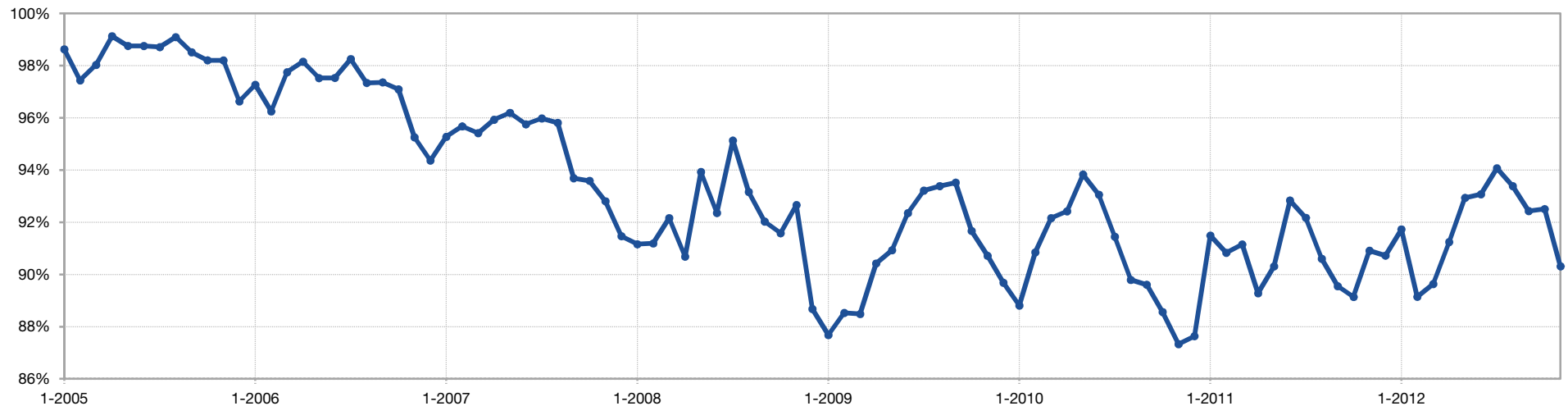


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>November 2012</b>	<b>90.3%</b>	<b>90.9%</b>	<b>-0.7%</b>
12-Month Avg	91.8%	90.5%	+1.4%

## Historical Percent of Original List Price Received by Month

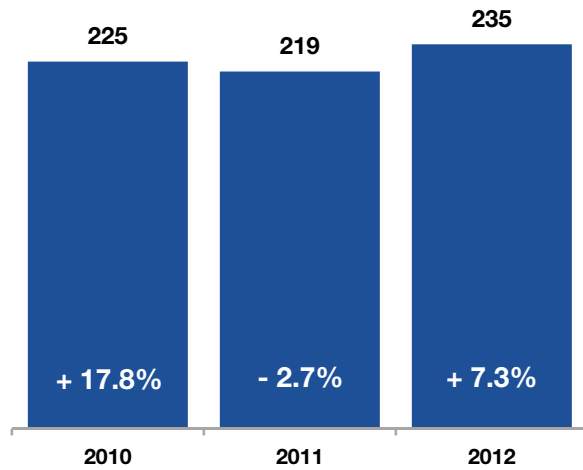


# Housing Affordability Index

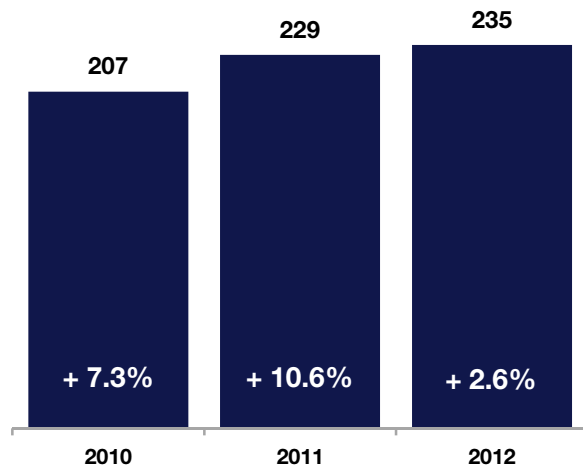
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



## November

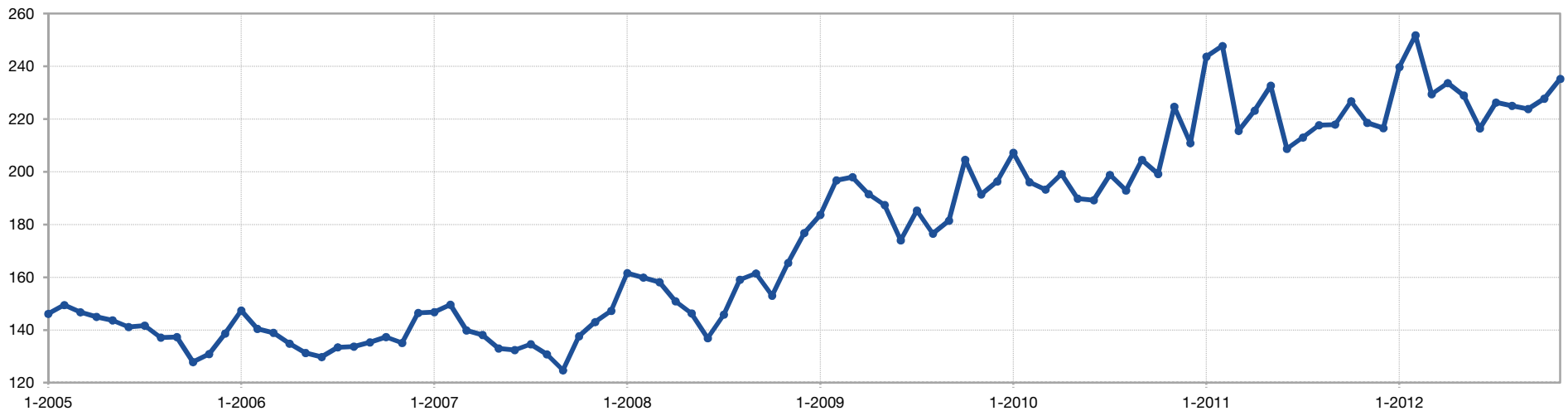


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	228	227	+0.4%
<b>November 2012</b>	<b>235</b>	<b>219</b>	<b>+7.3%</b>
12-Month Avg	230	223	+3.1%

## Historical Housing Affordability Index by Month

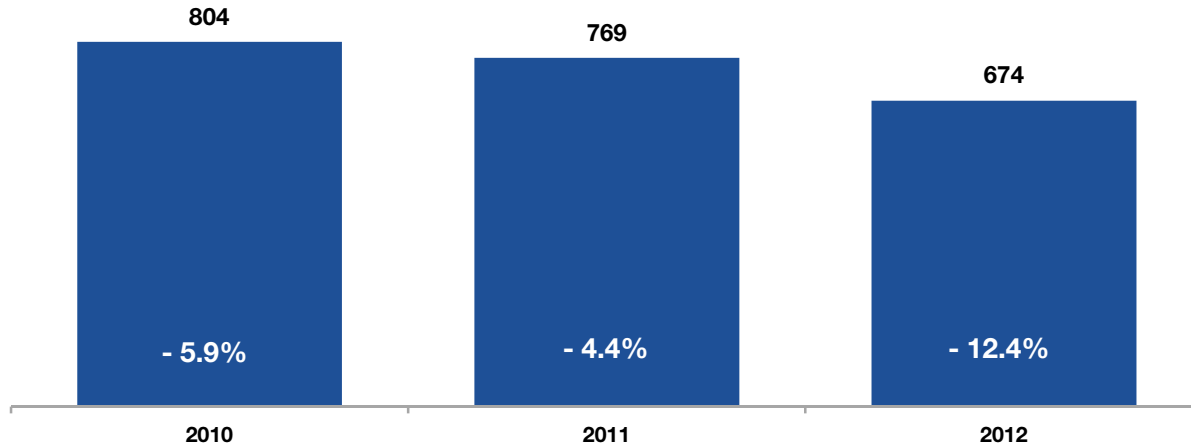


# Inventory of Homes for Sale

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

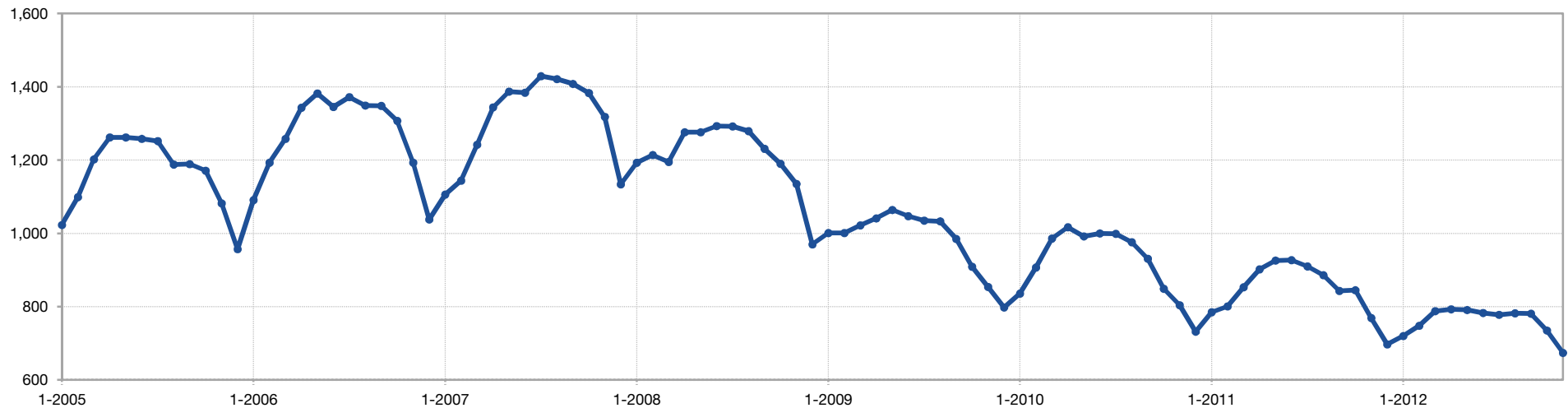


## November



	Homes for Sale	Prior Year	Percent Change
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	782	886	-11.7%
September 2012	781	843	-7.4%
October 2012	735	845	-13.0%
<b>November 2012</b>	<b>674</b>	<b>769</b>	<b>-12.4%</b>
12-Month Avg	756	848	-10.8%

## Historical Inventory of Homes for Sale by Month

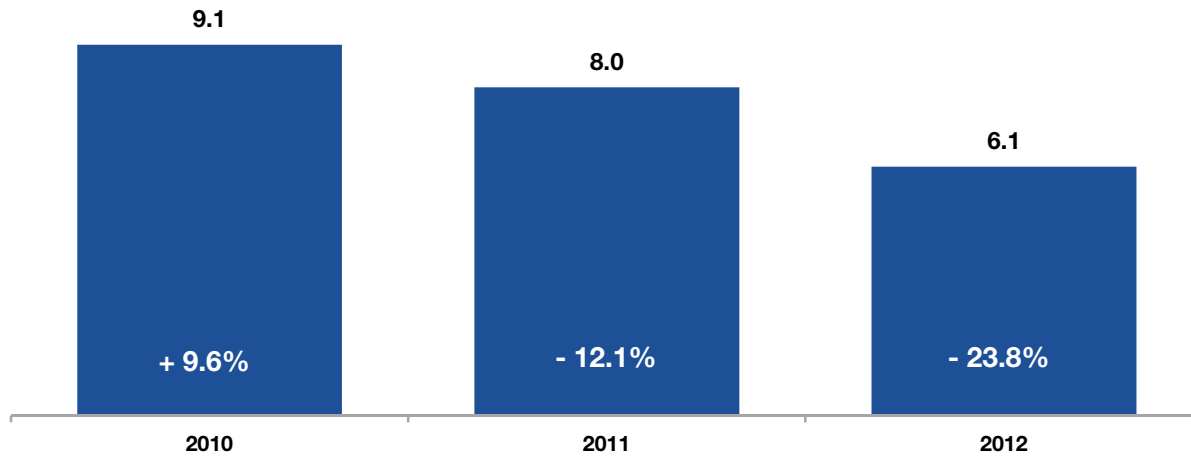


# Months Supply of Inventory

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.

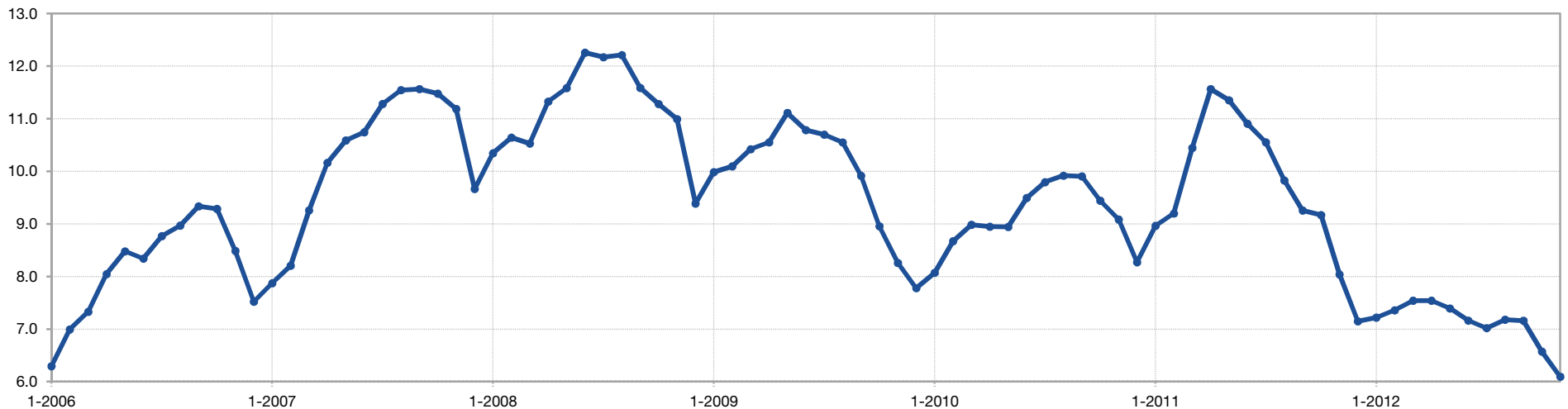


## November



	Months Supply	Prior Year	Percent Change
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	7.2	9.3	-22.6%
October 2012	6.6	9.2	-28.3%
<b>November 2012</b>	<b>6.1</b>	<b>8.0</b>	<b>-23.8%</b>
12-Month Avg	7.1	9.8	-27.6%

## 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	+ / -	11-2011	11-2012	+ / -	11-2011	11-2012	+ / -
Albany	63	66	+4.8%	39	42	+7.7%	\$129,500	\$123,250	-4.8%	23	24	+4.3%	5.9	6.5	+11.2%
Avon	69	59	-14.5%	37	33	-10.8%	\$160,550	\$146,000	-9.1%	24	24	0.0%	7.4	8.2	+11.4%
Clearwater	76	97	+27.6%	43	55	+27.9%	\$128,000	\$150,000	+17.2%	36	31	-13.9%	9.6	6.5	-32.0%
Cold Spring	134	141	+5.2%	64	72	+12.5%	\$156,000	\$145,000	-7.1%	62	55	-11.3%	10.6	8.0	-25.2%
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	52	50	-3.8%	14	29	+107.1%	\$119,230	\$107,000	-10.3%	31	20	-35.5%	16.4	6.9	-58.1%
Fair Haven Twp	8	8	0.0%	4	2	-50.0%	\$119,500	\$172,590	+44.4%	2	3	+50.0%	2.0	3.0	+50.0%
Foley	138	102	-26.1%	67	70	+4.5%	\$115,250	\$118,950	+3.2%	53	32	-39.6%	8.0	4.8	-39.9%
Freeport	36	30	-16.7%	10	20	+100.0%	\$138,750	\$132,500	-4.5%	18	10	-44.4%	10.5	5.0	-52.4%
Holdingford	30	29	-3.3%	15	14	-6.7%	\$143,000	\$110,813	-22.5%	10	11	+10.0%	5.0	6.4	+28.3%
Kimball	62	68	+9.7%	24	31	+29.2%	\$113,900	\$126,500	+11.1%	29	37	+27.6%	11.0	12.0	+8.8%
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	81	59	-27.2%	50	26	-48.0%	\$89,500	\$113,500	+26.8%	24	30	+25.0%	5.8	11.8	+104.6%
Paynesville	84	74	-11.9%	53	34	-35.8%	\$71,275	\$125,000	+75.4%	29	27	-6.9%	6.0	9.0	+50.0%
Rice	146	141	-3.4%	62	61	-1.6%	\$135,000	\$145,000	+7.4%	63	64	+1.6%	11.3	11.1	-1.4%
Richmond	96	120	+25.0%	45	53	+17.8%	\$135,130	\$175,000	+29.5%	44	51	+15.9%	11.0	10.2	-7.3%
Rockville	23	19	-17.4%	10	13	+30.0%	\$155,000	\$185,000	+19.4%	10	6	-40.0%	6.2	3.8	-38.0%
Sartell	330	362	+9.7%	172	231	+34.3%	\$156,500	\$159,450	+1.9%	116	116	0.0%	7.0	5.7	-18.5%
Sauk Centre	121	124	+2.5%	40	70	+75.0%	\$137,000	\$90,000	-34.3%	65	50	-23.1%	16.3	7.2	-55.5%
Sauk Rapids	267	274	+2.6%	150	174	+16.0%	\$130,000	\$139,900	+7.6%	105	83	-21.0%	7.5	5.1	-32.6%
St. Cloud	1,140	1,100	-3.5%	571	660	+15.6%	\$115,500	\$109,900	-4.8%	450	393	-12.7%	8.6	6.5	-24.6%
St. Joseph	145	131	-9.7%	75	92	+22.7%	\$124,500	\$152,800	+22.7%	54	43	-20.4%	7.6	5.5	-28.0%
St. Augusta	45	46	+2.2%	20	29	+45.0%	\$160,000	\$164,000	+2.5%	20	15	-25.0%	10.9	5.3	-51.2%
Waite Park	113	89	-21.2%	64	62	-3.1%	\$108,500	\$112,000	+3.2%	44	39	-11.4%	7.2	6.1	-15.3%
Wakefield Twp	2	1	-50.0%	2	0	-100.0%	\$257,588	\$0	-100.0%	0	1	--	0.0	0.0	--