

Monthly Indicators



December 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

- 5.8% **- 0.9%** **- 18.5%**

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.



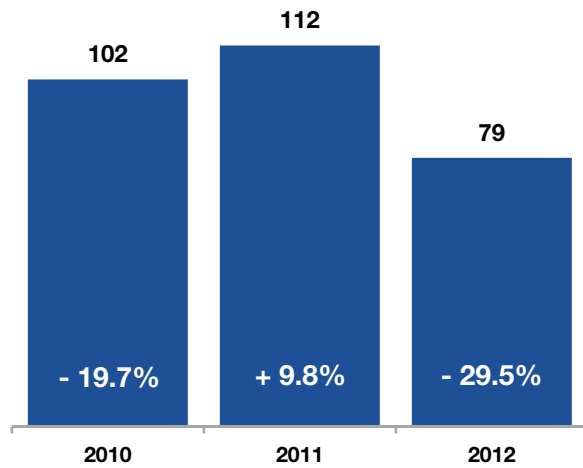
Key Metrics	Historical Sparkbars	12-2011	12-2012	Percent Change	YTD 2011	YTD 2012	Percent Change
New Listings		112	79	- 29.5%	2,107	2,035	- 3.4%
Pending Sales		83	77	- 7.2%	1,170	1,318	+ 12.6%
Closed Sales		103	97	- 5.8%	1,135	1,316	+ 15.9%
Days on Market		98	99	+ 1.0%	104	103	- 1.0%
Median Sales Price		\$134,750	\$133,500	- 0.9%	\$125,000	\$130,000	+ 4.0%
Average Sales Price		\$149,945	\$144,452	- 3.7%	\$141,322	\$140,520	- 0.6%
Pct. of Orig. Price Received		90.7%	90.9%	+ 0.2%	90.7%	92.0%	+ 1.4%
Affordability Index		217	232	+ 6.9%	229	237	+ 3.5%
Homes for Sale		697	568	- 18.5%	--	--	--
Months Supply		7.1	5.2	- 26.8%	--	--	--

New Listings

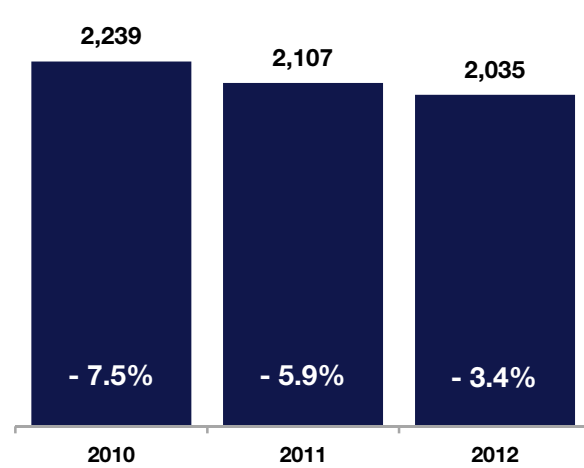
A count of the properties that have been newly listed on the market in a given month.



December

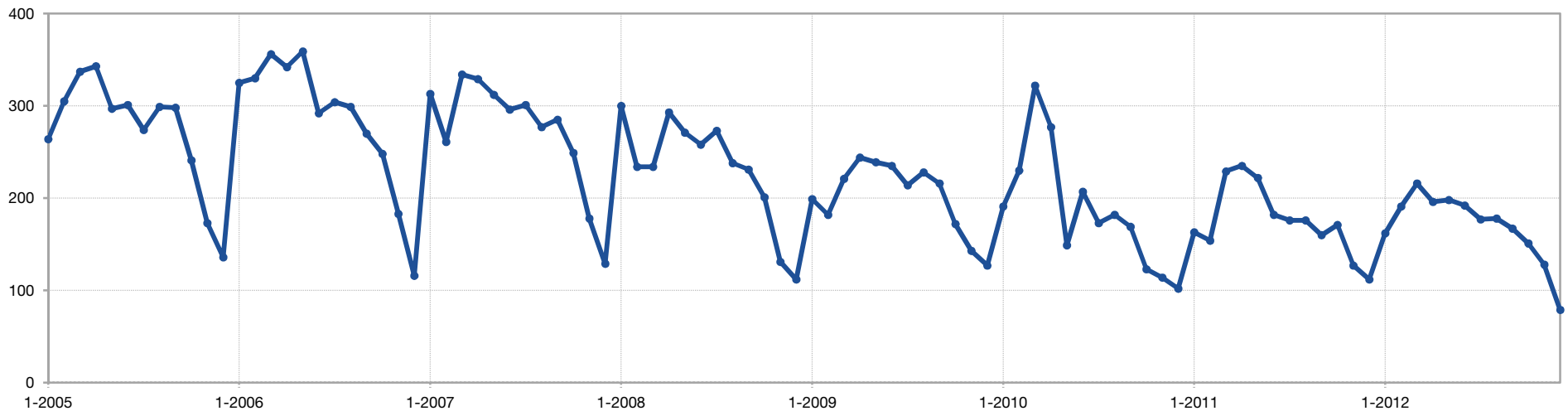


Year to Date



New Listings	Prior Year	Percent Change	
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%
November 2012	128	127	+0.8%
December 2012	79	112	-29.5%
12-Month Avg	170	176	-3.4%

Historical New Listings by Month

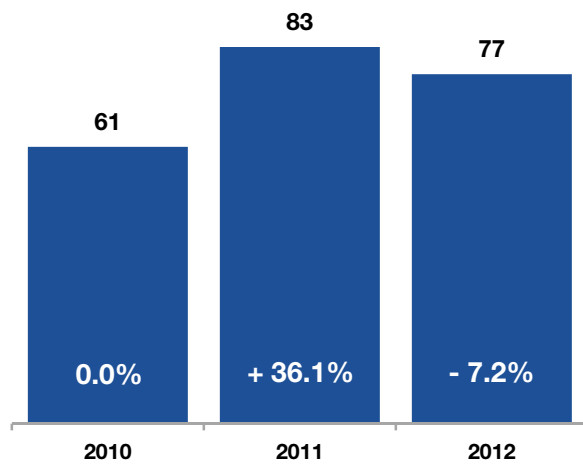


Pending Sales

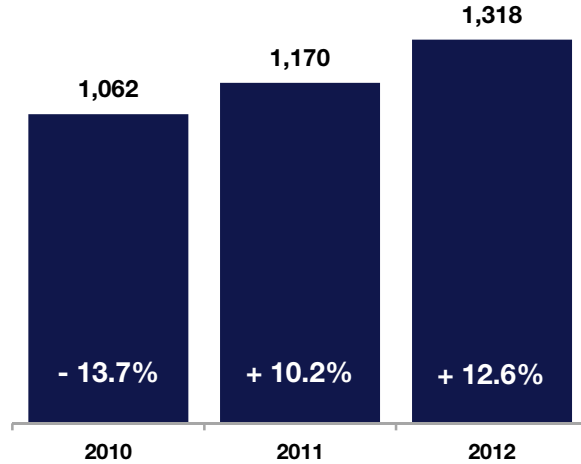
A count of the properties on which offers have been accepted in a given month.



December

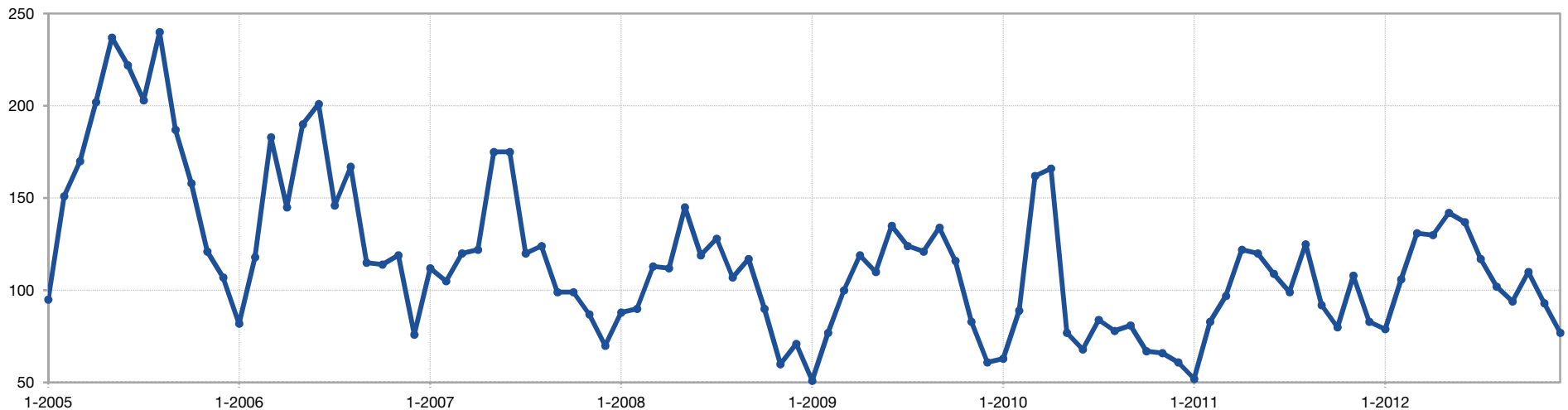


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	102	125	-18.4%
September 2012	94	92	+2.2%
October 2012	110	80	+37.5%
November 2012	93	108	-13.9%
December 2012	77	83	-7.2%
12-Month Avg	110	98	+12.2%

Historical Pending Sales by Month

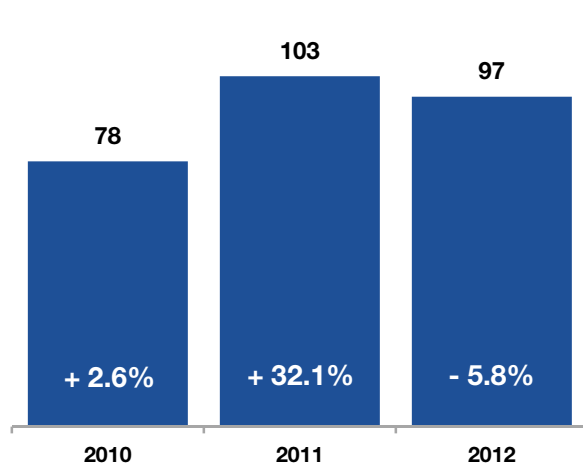


Closed Sales

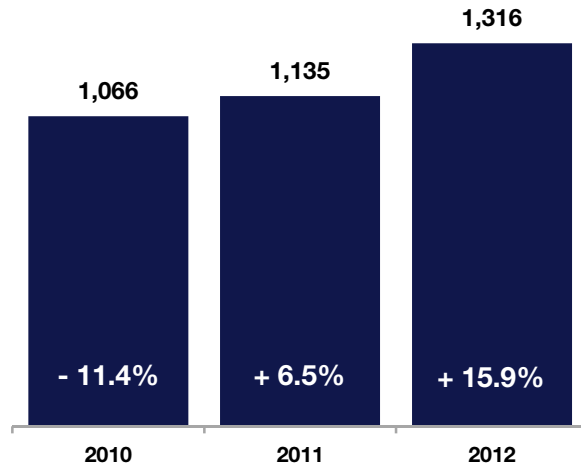
A count of the actual sales that closed in a given month.



December



Year to Date



Closed Sales	Prior Year	Percent Change
January 2012	44	+65.9%
February 2012	58	+13.8%
March 2012	73	+50.7%
April 2012	103	+11.7%
May 2012	127	+4.7%
June 2012	112	+48.2%
July 2012	113	+7.1%
August 2012	103	+28.2%
September 2012	126	-26.2%
October 2012	85	+17.6%
November 2012	88	+25.0%
December 2012	103	-5.8%
12-Month Avg	110	+15.8%

Historical Closed Sales by Month

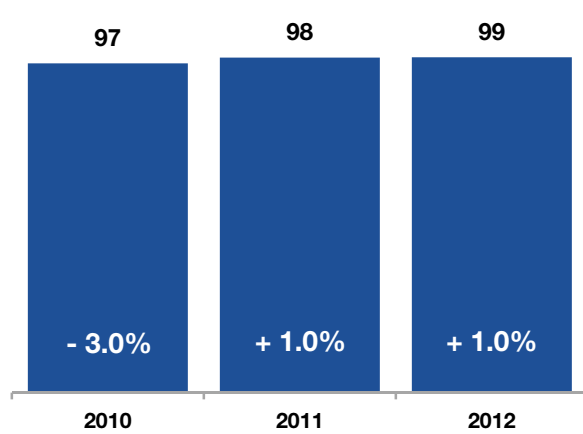


Days on Market Until Sale

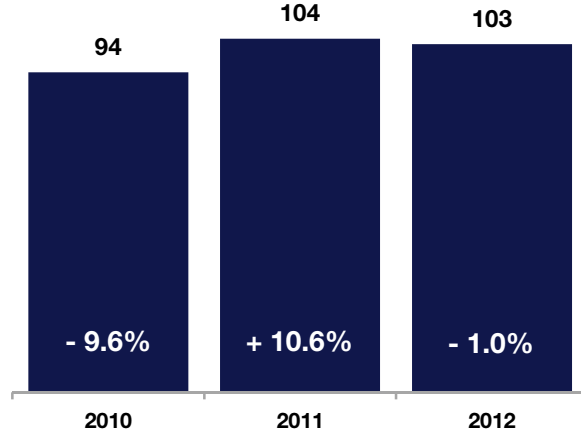
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

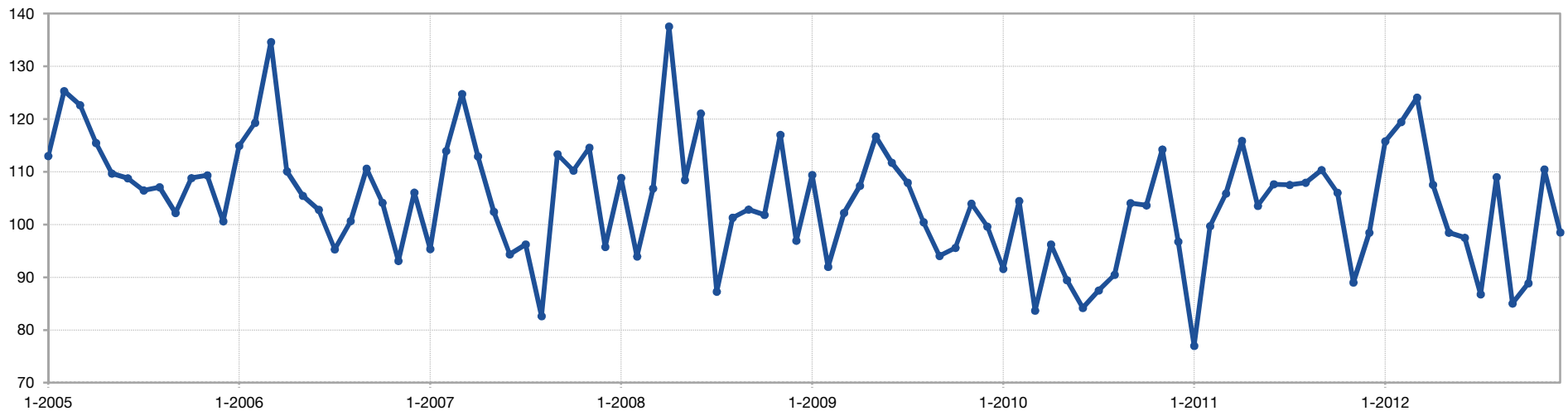


Year to Date



Days on Market	Prior Year	Percent Change
January 2012	77	+50.6%
February 2012	100	+19.0%
March 2012	106	+17.0%
April 2012	116	-6.9%
May 2012	104	-5.8%
June 2012	108	-9.3%
July 2012	108	-19.4%
August 2012	108	+0.9%
September 2012	110	-22.7%
October 2012	106	-16.0%
November 2012	89	+23.6%
December 2012	98	+1.0%
12-Month Avg	103	+1.0%

Historical Days on Market Until Sale by Month

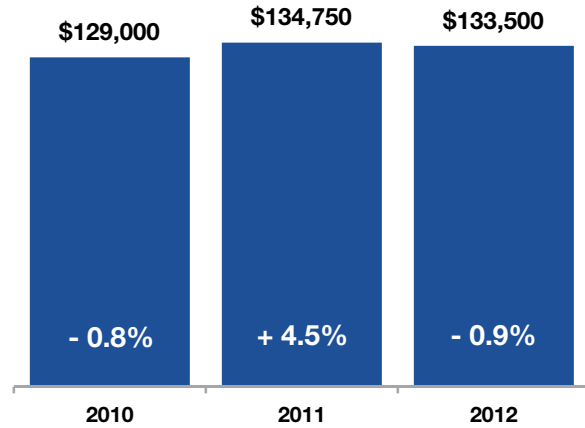


Median Sales Price

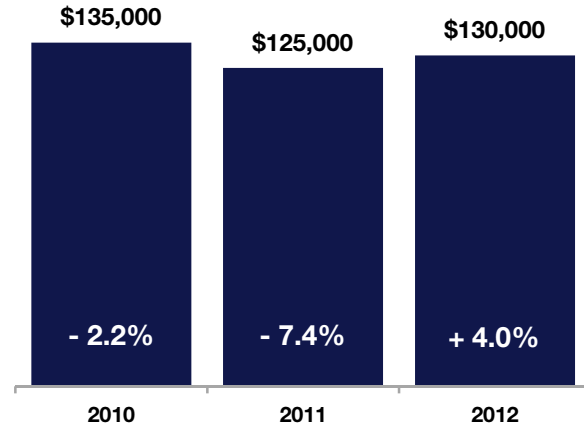
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

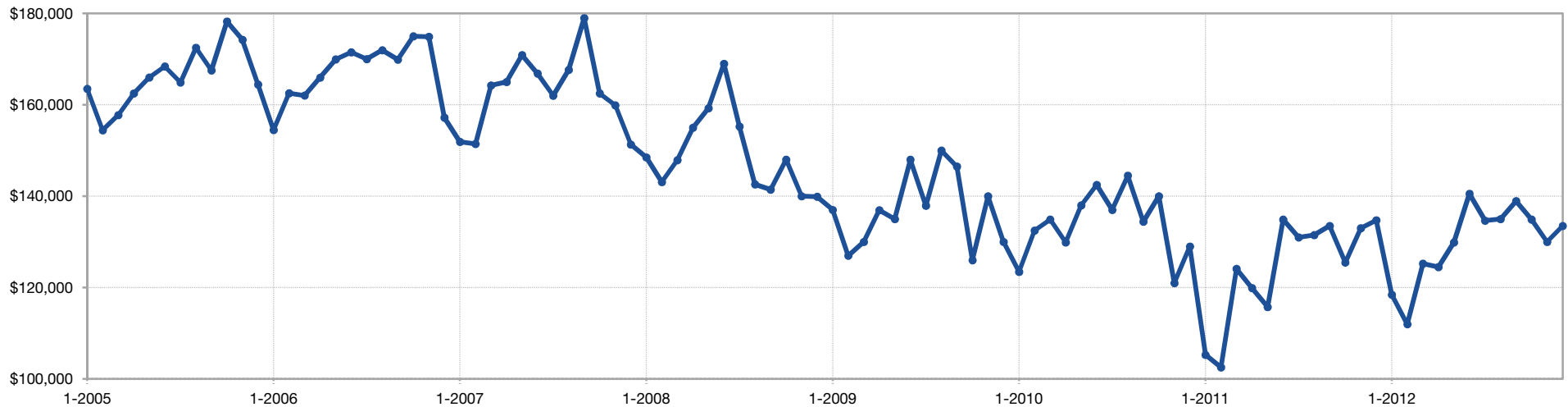


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2012	\$130,000	\$133,000	-2.3%
December 2012	\$133,500	\$134,750	-0.9%
12-Month Avg	\$129,804	\$124,313	+4.4%

Historical Median Sales Price by Month

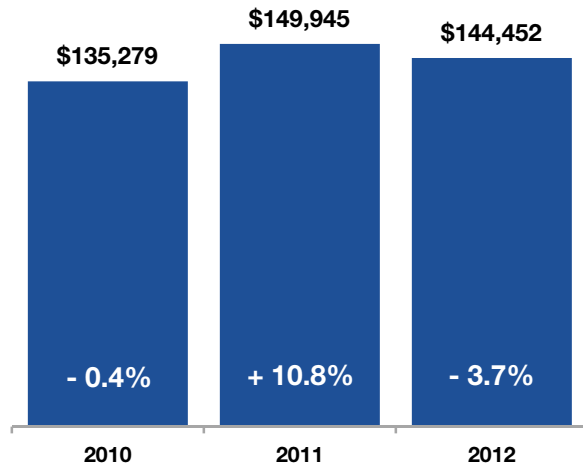


Average Sales Price

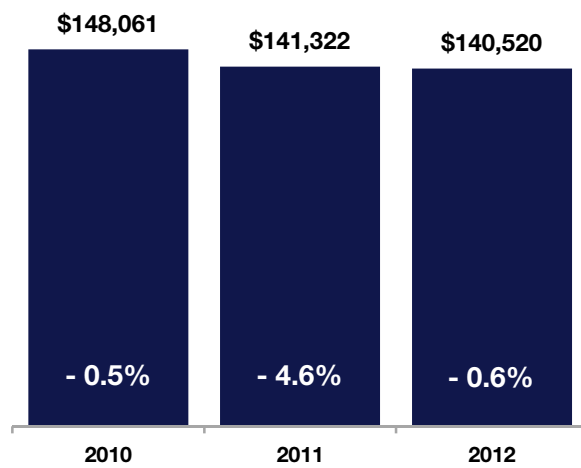
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

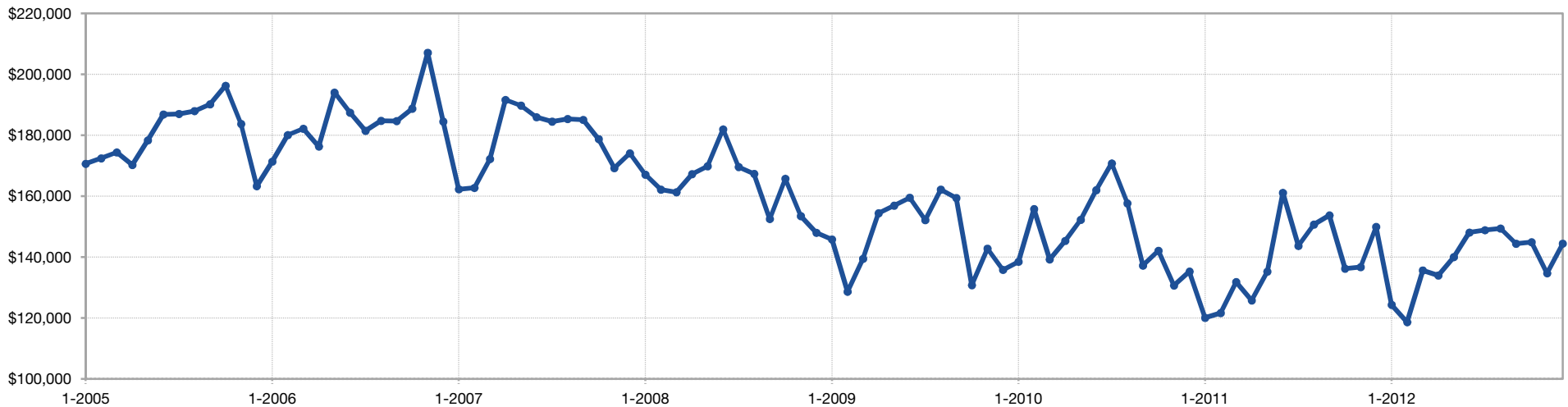


Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
November 2012	\$134,718	\$136,731	-1.5%
December 2012	\$144,452	\$149,945	-3.7%
12-Month Avg	\$138,970	\$138,906	+0.0%

Historical Average Sales Price by Month

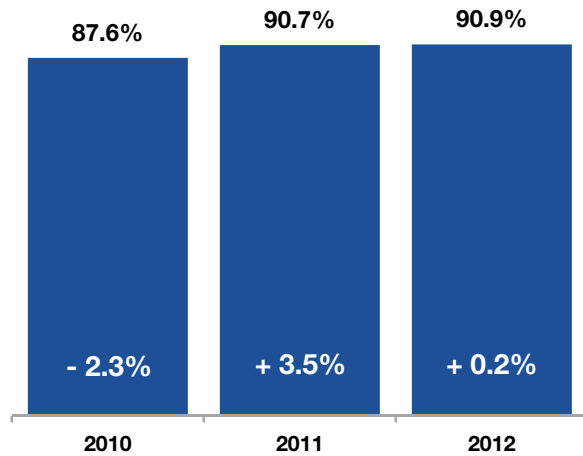


Percent of Original List Price Received

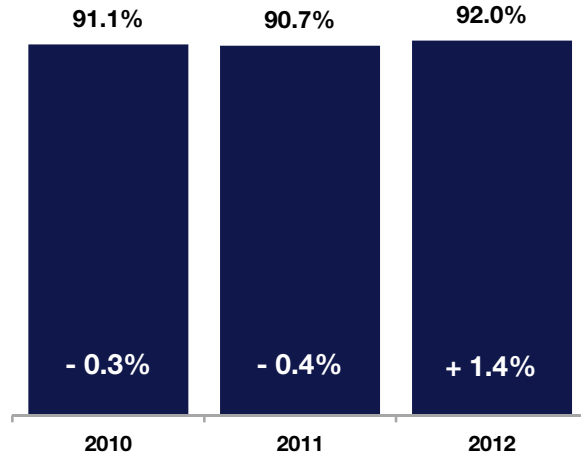
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



December

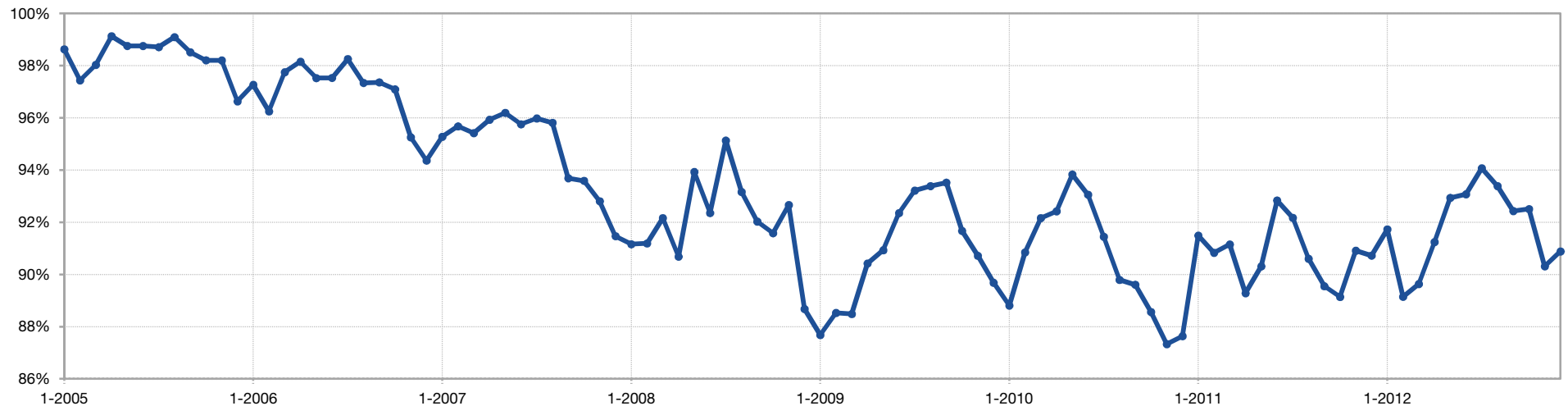


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2012	90.3%	90.9%	-0.7%
December 2012	90.9%	90.7%	+0.2%
12-Month Avg	91.8%	90.7%	+1.2%

Historical Percent of Original List Price Received by Month

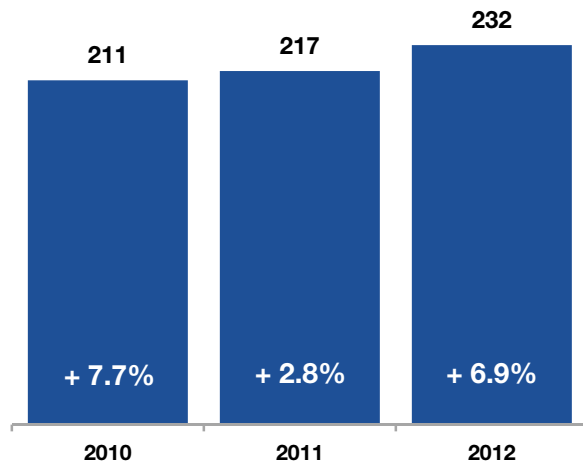


Housing Affordability Index

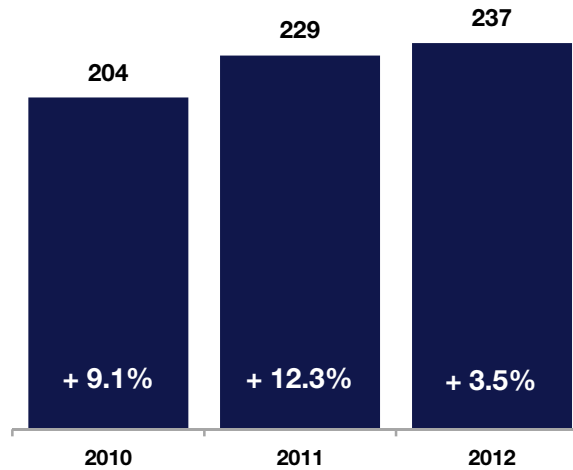
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



December



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2012	235	219	+7.3%
December 2012	232	217	+6.9%
12-Month Avg	231	223	+3.6%

Historical Housing Affordability Index by Month

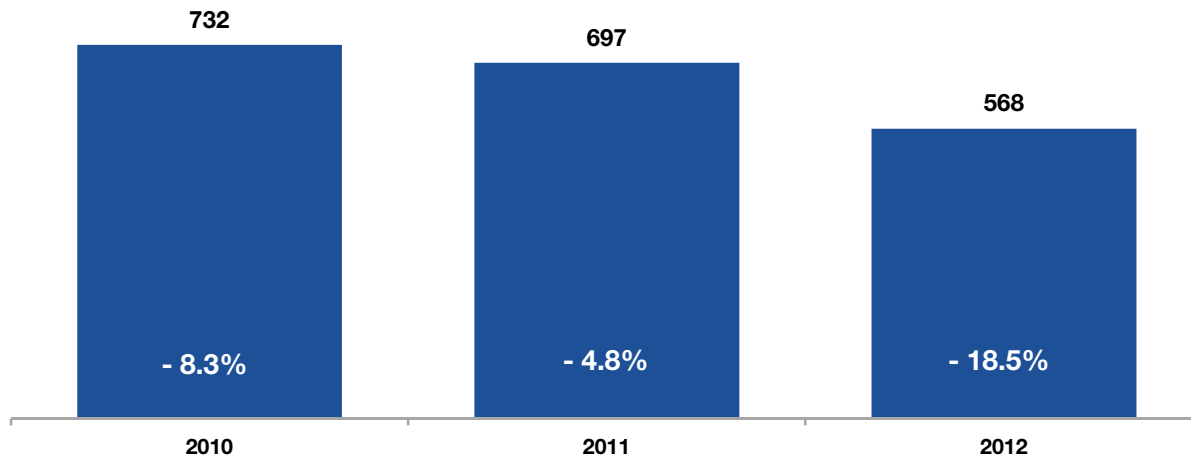


Inventory of Homes for Sale

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

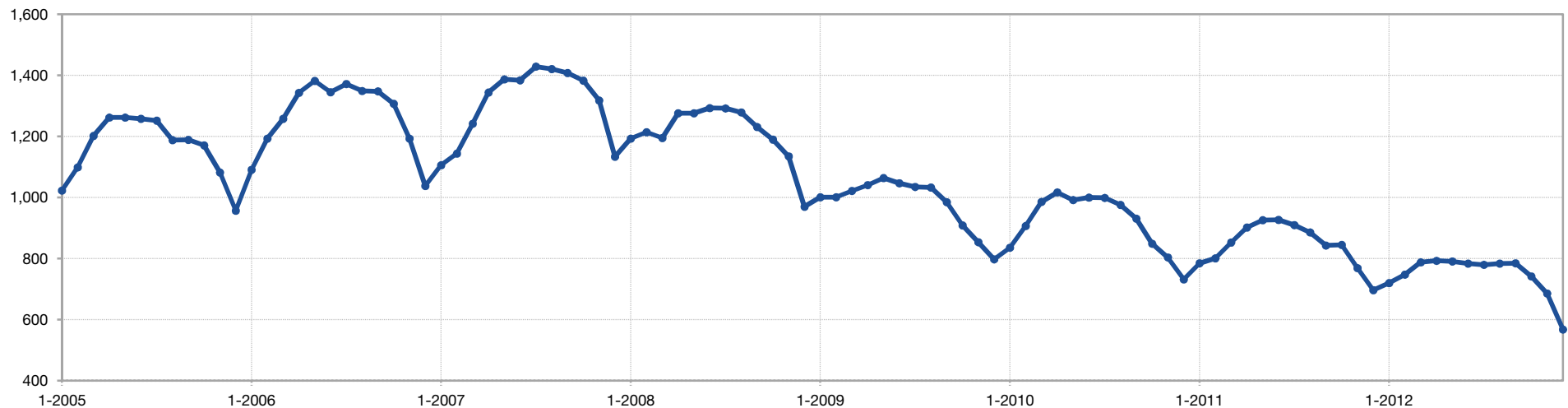


December



	Homes for Sale	Prior Year	Percent Change
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	784	927	-15.4%
July 2012	780	910	-14.3%
August 2012	784	886	-11.5%
September 2012	785	843	-6.9%
October 2012	742	845	-12.2%
November 2012	686	769	-10.8%
December 2012	568	697	-18.5%
12-Month Avg	747	845	-11.6%

Historical Inventory of Homes for Sale by Month

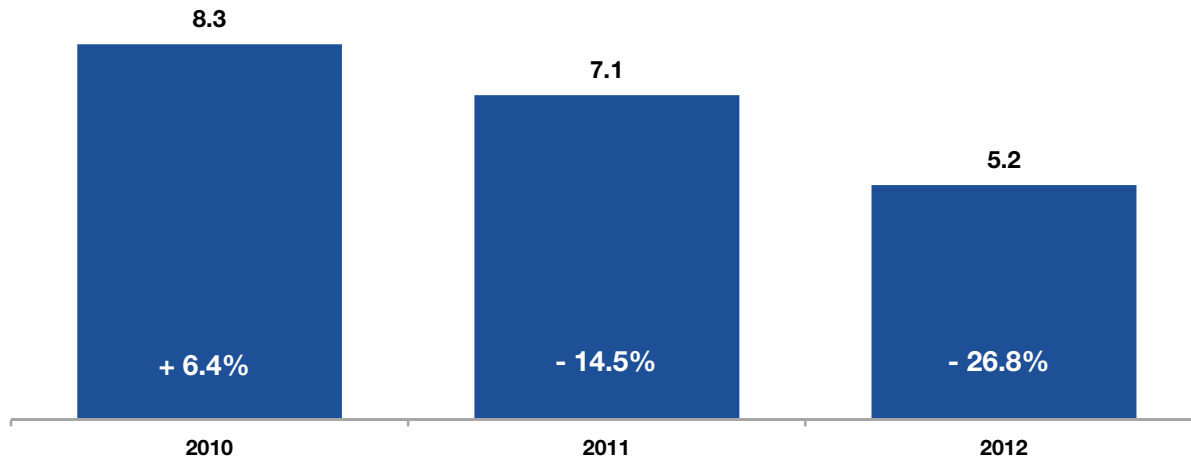


Months Supply of Inventory

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.

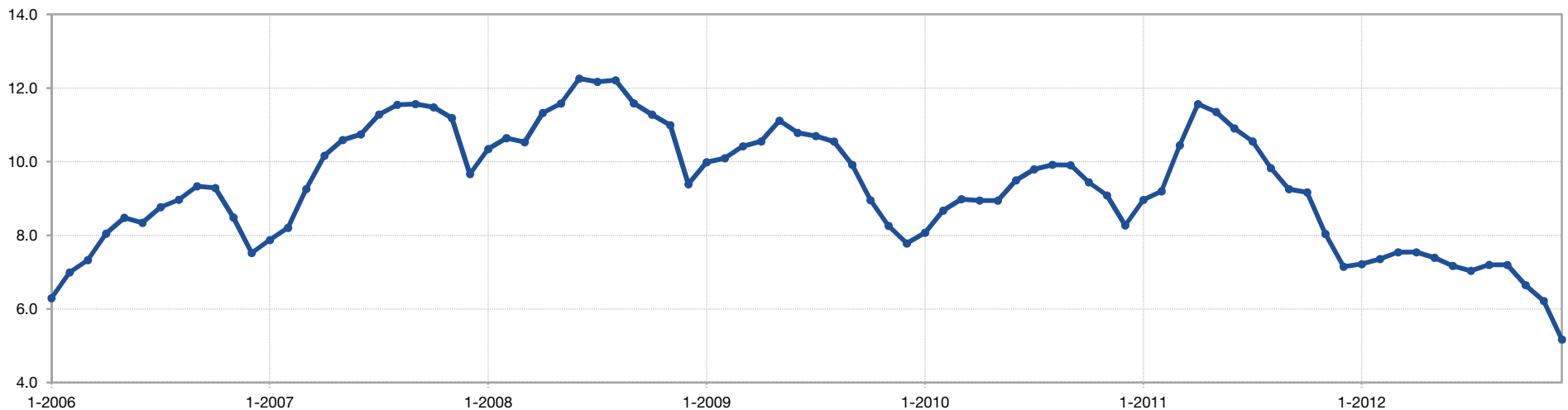


December



Months Supply		Prior Year	Percent Change
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%
November 2012	6.2	8.0	-22.5%
December 2012	5.2	7.1	-26.8%
12-Month Avg	7.0	9.7	-27.8%

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	+ / -	12-2011	12-2012	+ / -	12-2011	12-2012	+ / -
Albany	66	73	+10.6%	42	44	+4.8%	\$134,100	\$126,000	-6.0%	23	24	+4.3%	6.3	6.0	-4.3%
Avon	71	64	-9.9%	38	35	-7.9%	\$161,275	\$156,000	-3.3%	21	22	+4.8%	6.5	7.1	+10.4%
Clearwater	80	102	+27.5%	44	56	+27.3%	\$127,750	\$150,000	+17.4%	31	26	-16.1%	8.3	5.6	-32.6%
Cold Spring	136	146	+7.4%	70	81	+15.7%	\$156,000	\$153,000	-1.9%	56	52	-7.1%	9.9	7.7	-22.0%
Eden Lake Twp	3	4	+33.3%	1	2	+100.0%	\$54,000	\$348,500	+545.4%	0	0	--	0.0	0.0	--
Eden Valley	54	53	-1.9%	19	30	+57.9%	\$84,500	\$96,000	+13.6%	27	18	-33.3%	13.5	6.0	-55.6%
Fair Haven Twp	8	9	+12.5%	5	3	-40.0%	\$97,000	\$129,900	+33.9%	2	1	-50.0%	2.0	0.8	-62.5%
Foley	144	108	-25.0%	73	75	+2.7%	\$116,000	\$122,900	+5.9%	51	29	-43.1%	8.4	4.2	-49.9%
Freeport	36	30	-16.7%	11	22	+100.0%	\$135,000	\$140,000	+3.7%	16	6	-62.5%	9.8	2.9	-71.0%
Holdingford	30	30	0.0%	16	14	-12.5%	\$140,250	\$110,813	-21.0%	10	10	0.0%	5.0	5.8	+16.7%
Kimball	71	73	+2.8%	29	35	+20.7%	\$122,000	\$119,000	-2.5%	33	33	0.0%	12.5	10.1	-19.4%
Maine Prairie Twp	3	1	-66.7%	2	1	-50.0%	\$193,750	\$152,000	-21.5%	0	0	--	0.0	0.0	--
Melrose	82	60	-26.8%	50	28	-44.0%	\$89,500	\$113,500	+26.8%	21	27	+28.6%	5.4	9.6	+79.8%
Paynesville	89	76	-14.6%	54	36	-33.3%	\$74,550	\$124,900	+67.5%	28	19	-32.1%	6.0	6.5	+8.6%
Rice	154	144	-6.5%	66	65	-1.5%	\$135,000	\$145,000	+7.4%	54	55	+1.9%	9.8	9.0	-7.9%
Richmond	103	127	+23.3%	48	61	+27.1%	\$137,760	\$172,000	+24.9%	44	42	-4.5%	11.7	7.9	-32.9%
Rockville	23	21	-8.7%	11	13	+18.2%	\$170,000	\$185,000	+8.8%	10	5	-50.0%	5.8	3.3	-42.9%
Sartell	343	379	+10.5%	192	243	+26.6%	\$156,500	\$160,000	+2.2%	105	104	-1.0%	6.4	5.1	-19.3%
Sauk Centre	127	130	+2.4%	42	79	+88.1%	\$137,000	\$95,000	-30.7%	57	44	-22.8%	12.1	6.7	-44.6%
Sauk Rapids	283	284	+0.4%	172	188	+9.3%	\$132,500	\$140,400	+6.0%	88	80	-9.1%	6.1	5.2	-15.4%
St. Cloud	1,212	1,141	-5.9%	617	722	+17.0%	\$115,900	\$110,000	-5.1%	420	316	-24.8%	7.9	5.2	-33.7%
St. Joseph	150	136	-9.3%	80	96	+20.0%	\$122,000	\$152,800	+25.2%	49	32	-34.7%	7.0	4.0	-43.4%
St. Augusta	48	49	+2.1%	21	31	+47.6%	\$159,000	\$164,000	+3.1%	17	10	-41.2%	9.3	3.4	-62.9%
Waite Park	119	95	-20.2%	74	67	-9.5%	\$111,600	\$121,750	+9.1%	35	36	+2.9%	5.6	6.0	+7.1%
Wakefield Twp	2	2	0.0%	2	1	-50.0%	\$257,588	\$0	-100.0%	0	0	--	0.0	0.0	--