

Monthly Indicators



January 2014

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

- 11.3% **- 1.6%** **- 5.6%**

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.



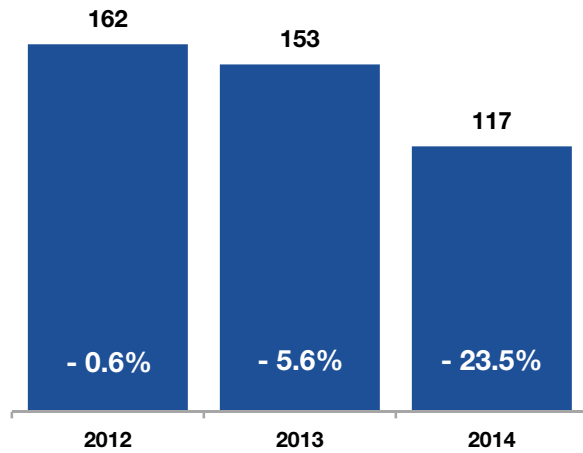
Key Metrics	Historical Sparkbars	1-2013	1-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		153	117	- 23.5%	153	117	- 23.5%
Pending Sales		99	77	- 22.2%	99	77	- 22.2%
Closed Sales		71	63	- 11.3%	71	63	- 11.3%
Days on Market		118	78	- 33.9%	118	78	- 33.9%
Median Sales Price		\$130,000	\$127,985	- 1.6%	\$130,000	\$127,985	- 1.6%
Average Sales Price		\$131,682	\$136,231	+ 3.5%	\$131,682	\$136,231	+ 3.5%
Pct. of Orig. Price Received		89.4%	90.3%	+ 1.0%	89.4%	90.3%	+ 1.0%
Affordability Index		229	224	- 2.2%	229	224	- 2.2%
Homes for Sale		593	560	- 5.6%	--	--	--
Months Supply		5.4	5.0	- 7.4%	--	--	--

New Listings

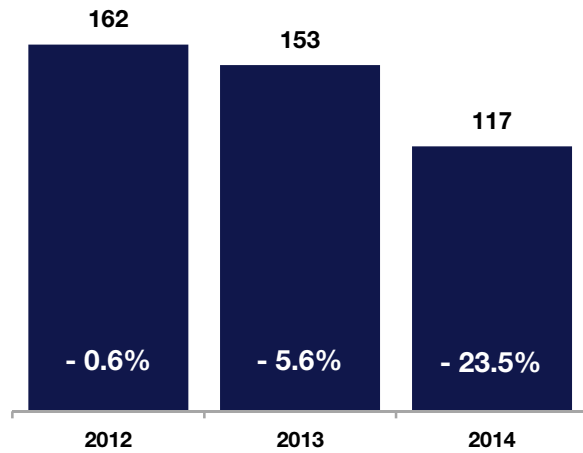
A count of the properties that have been newly listed on the market in a given month.



January

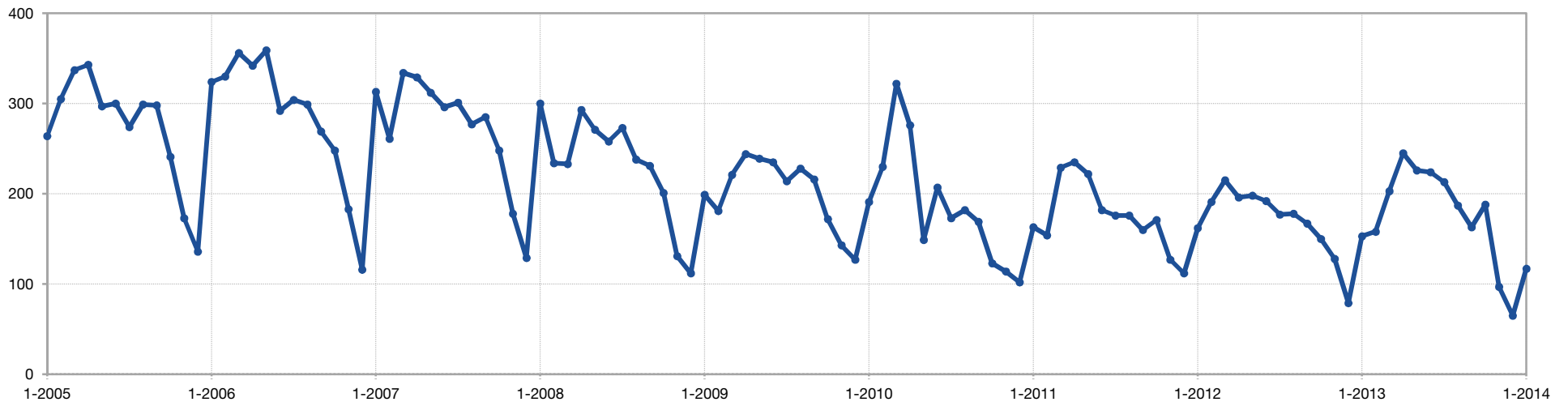


Year to Date



	New Listings	Prior Year	Percent Change
February 2013	158	191	-17.3%
March 2013	203	215	-5.6%
April 2013	245	196	+25.0%
May 2013	226	198	+14.1%
June 2013	224	192	+16.7%
July 2013	213	177	+20.3%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
October 2013	188	150	+25.3%
November 2013	97	128	-24.2%
December 2013	65	79	-17.7%
January 2014	117	153	-23.5%
12-Month Avg	174	169	+3.0%

Historical New Listings by Month

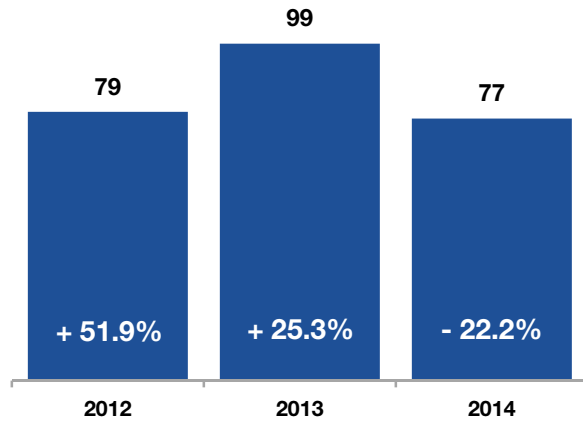


Pending Sales

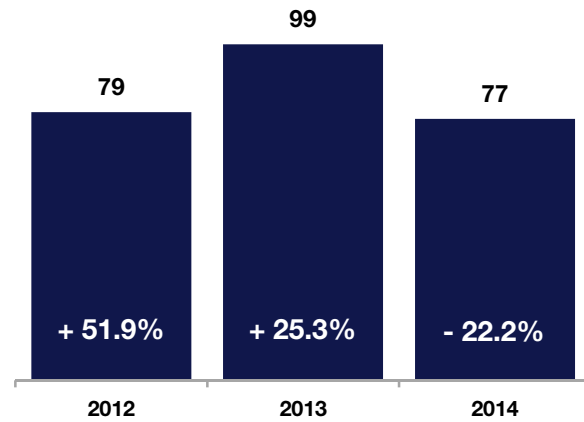
A count of the properties on which offers have been accepted in a given month.



January

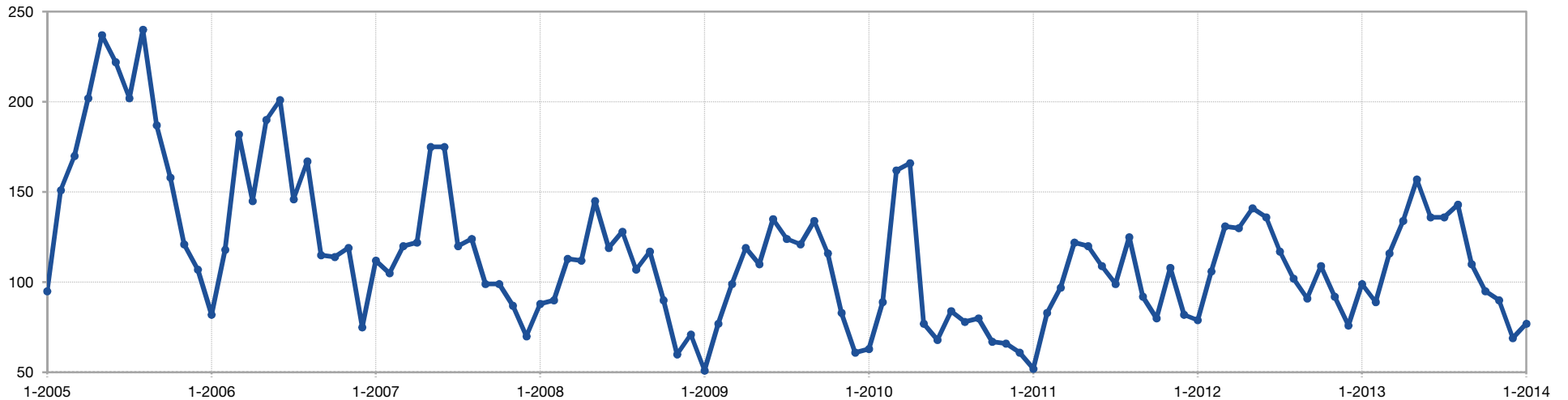


Year to Date



	Pending Sales	Prior Year	Percent Change
February 2013	89	106	-16.0%
March 2013	116	131	-11.5%
April 2013	134	130	+3.1%
May 2013	157	141	+11.3%
June 2013	136	136	0.0%
July 2013	136	117	+16.2%
August 2013	143	102	+40.2%
September 2013	110	91	+20.9%
October 2013	95	109	-12.8%
November 2013	90	92	-2.2%
December 2013	69	76	-9.2%
January 2014	77	99	-22.2%
12-Month Avg	113	111	+1.8%

Historical Pending Sales by Month

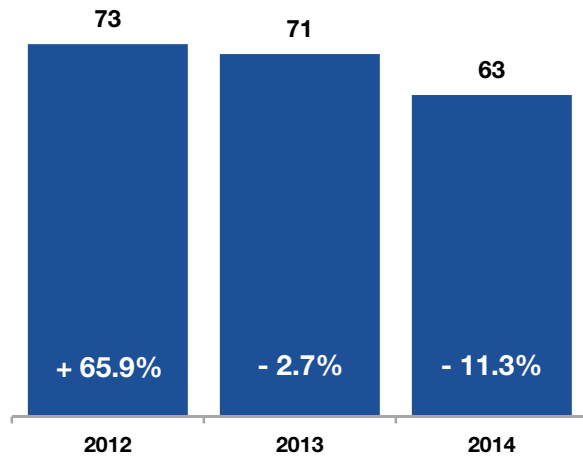


Closed Sales

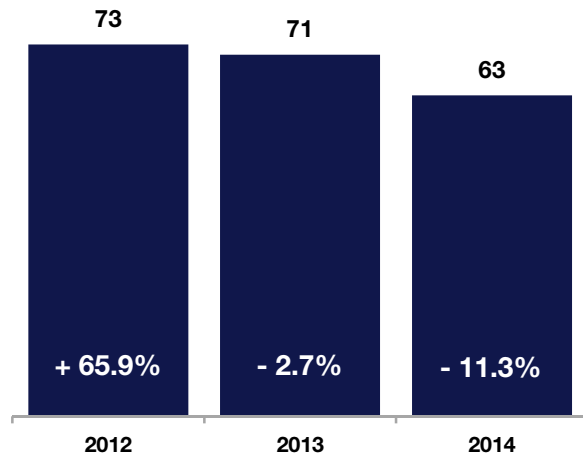
A count of the actual sales that closed in a given month.



January



Year to Date



	Closed Sales	Prior Year	Percent Change
February 2013	86	66	+30.3%
March 2013	101	110	-8.2%
April 2013	105	115	-8.7%
May 2013	141	133	+6.0%
June 2013	144	166	-13.3%
July 2013	147	121	+21.5%
August 2013	160	132	+21.2%
September 2013	124	93	+33.3%
October 2013	131	100	+31.0%
November 2013	84	110	-23.6%
December 2013	90	97	-7.2%
January 2014	63	71	-11.3%
12-Month Avg	115	110	+4.5%

Historical Closed Sales by Month

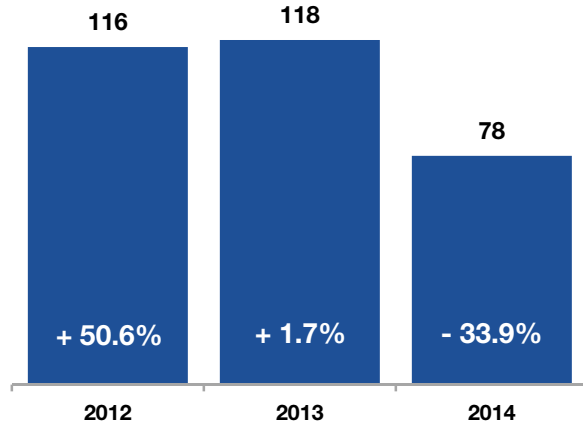


Days on Market Until Sale

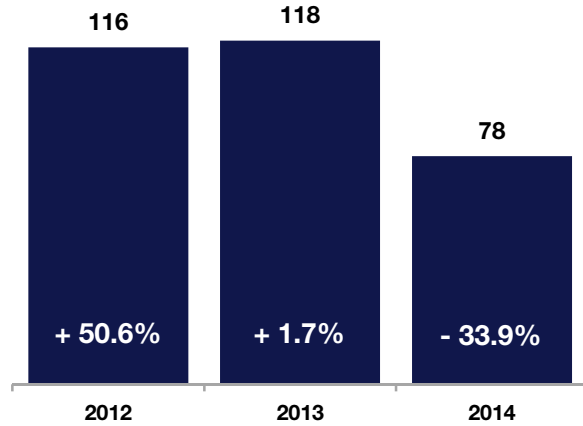
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

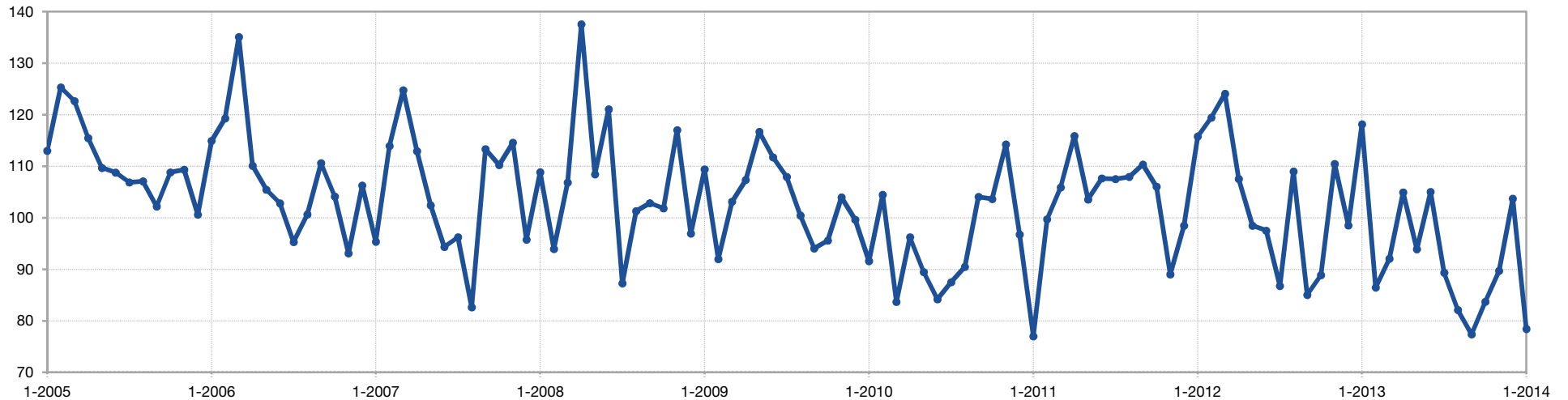


Year to Date



Days on Market	Prior Year	Percent Change
February 2013	119	-27.7%
March 2013	124	-25.8%
April 2013	108	-2.8%
May 2013	98	-4.1%
June 2013	98	+7.1%
July 2013	87	+2.3%
August 2013	109	-24.8%
September 2013	85	-9.4%
October 2013	89	-5.6%
November 2013	110	-18.2%
December 2013	99	+5.1%
January 2014	118	-33.9%
12-Month Avg	91	-12.5%

Historical Days on Market Until Sale by Month

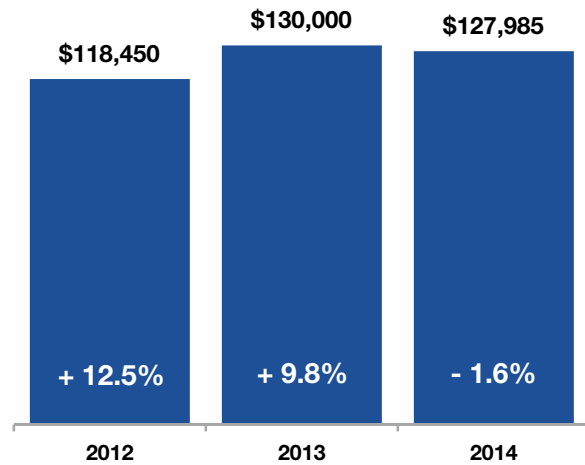


Median Sales Price

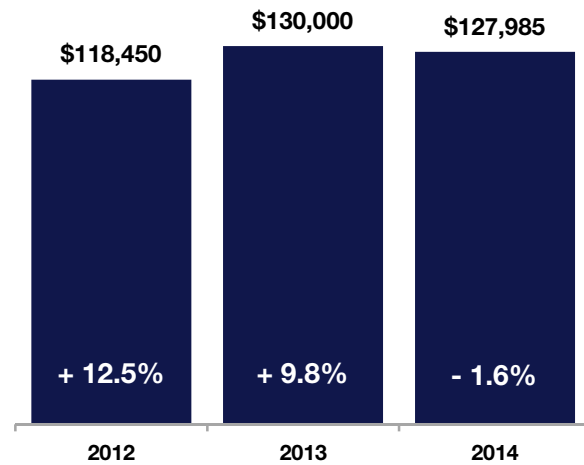
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

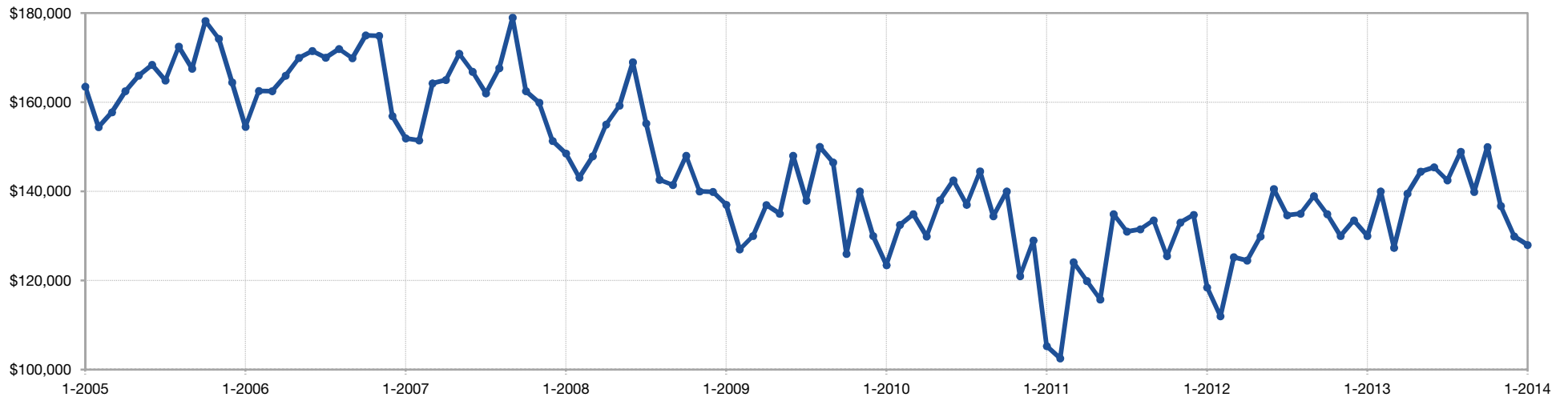


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
February 2013	\$140,000	\$112,000	+25.0%
March 2013	\$127,350	\$125,250	+1.7%
April 2013	\$139,500	\$124,500	+12.0%
May 2013	\$144,450	\$129,900	+11.2%
June 2013	\$145,408	\$140,550	+3.5%
July 2013	\$142,500	\$134,650	+5.8%
August 2013	\$148,900	\$135,000	+10.3%
September 2013	\$139,900	\$138,950	+0.7%
October 2013	\$149,950	\$134,900	+11.2%
November 2013	\$136,750	\$130,000	+5.2%
December 2013	\$129,900	\$133,500	-2.7%
January 2014	\$127,985	\$130,000	-1.6%
12-Month Avg	\$139,383	\$130,767	+6.6%

Historical Median Sales Price by Month

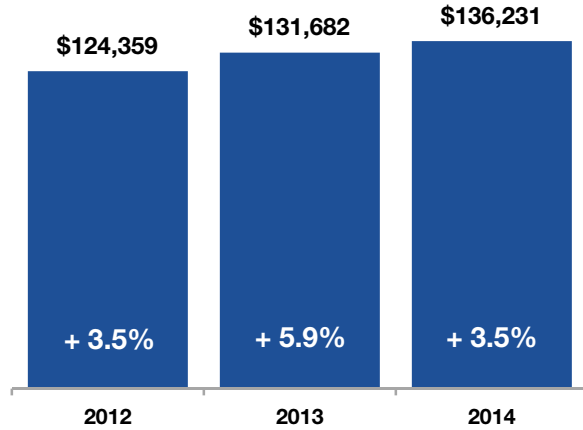


Average Sales Price

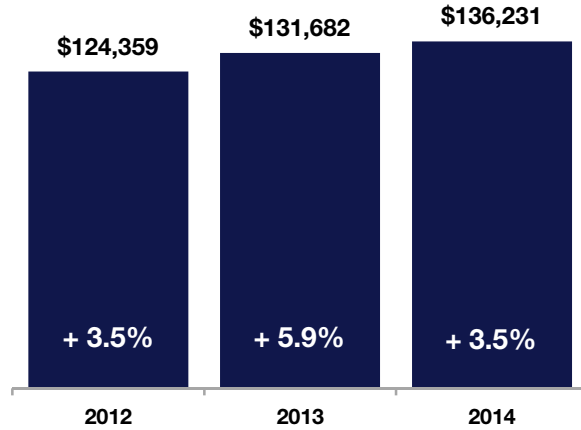
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

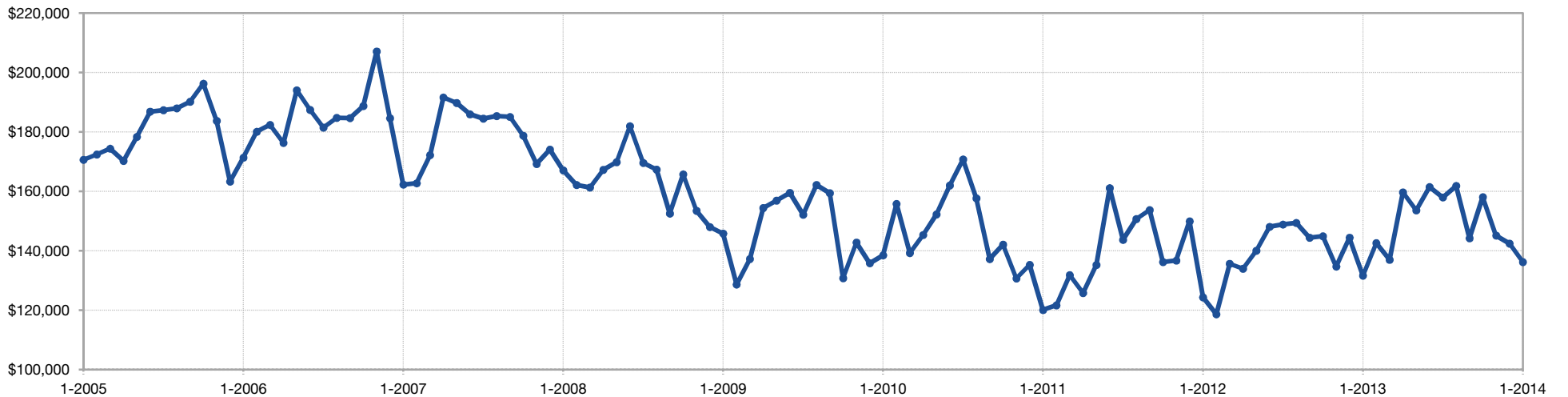


Year to Date



	Average Sales Price	Prior Year	Percent Change
February 2013	\$142,608	\$118,677	+20.2%
March 2013	\$136,986	\$135,663	+1.0%
April 2013	\$159,690	\$134,001	+19.2%
May 2013	\$153,630	\$140,052	+9.7%
June 2013	\$161,478	\$148,088	+9.0%
July 2013	\$157,991	\$148,864	+6.1%
August 2013	\$161,873	\$149,405	+8.3%
September 2013	\$144,240	\$144,437	-0.1%
October 2013	\$158,094	\$144,920	+9.1%
November 2013	\$145,146	\$134,718	+7.7%
December 2013	\$142,458	\$144,452	-1.4%
January 2014	\$136,231	\$131,682	+3.5%
12-Month Avg	\$150,035	\$139,580	+7.5%

Historical Average Sales Price by Month

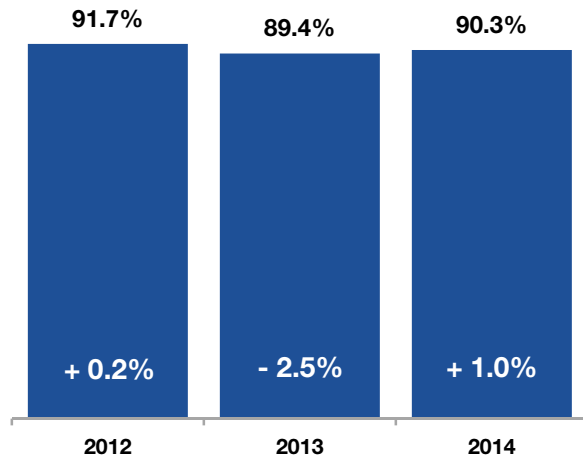


Percent of Original List Price Received

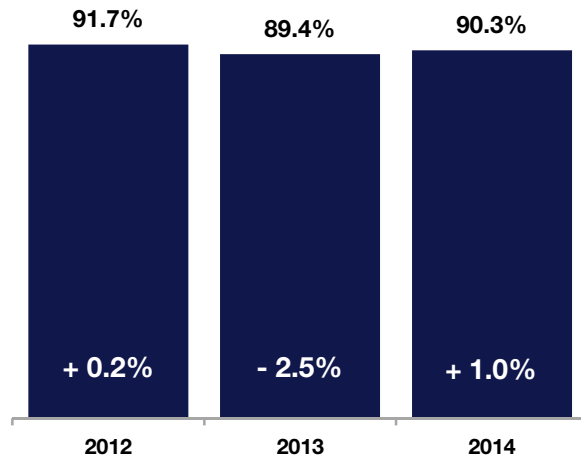
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



January

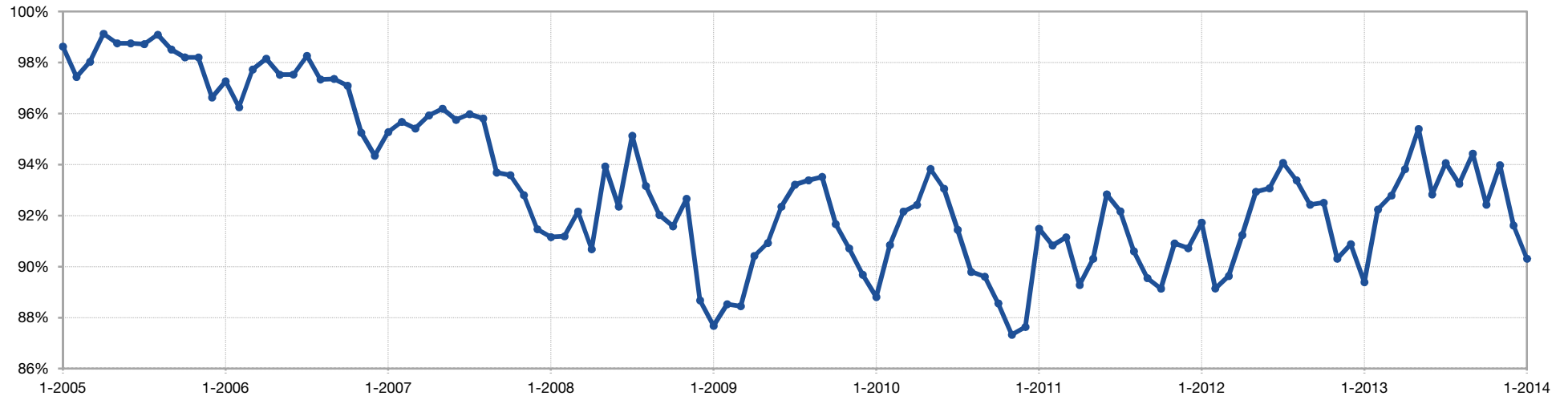


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
February 2013	92.2%	89.1%	+3.5%
March 2013	92.8%	89.6%	+3.6%
April 2013	93.8%	91.2%	+2.9%
May 2013	95.4%	92.9%	+2.7%
June 2013	92.8%	93.1%	-0.3%
July 2013	94.1%	94.1%	0.0%
August 2013	93.2%	93.4%	-0.2%
September 2013	94.4%	92.4%	+2.2%
October 2013	92.4%	92.5%	-0.1%
November 2013	94.0%	90.3%	+4.1%
December 2013	91.6%	90.9%	+0.8%
January 2014	90.3%	89.4%	+1.0%
12-Month Avg	93.1%	91.6%	+1.6%

Historical Percent of Original List Price Received by Month

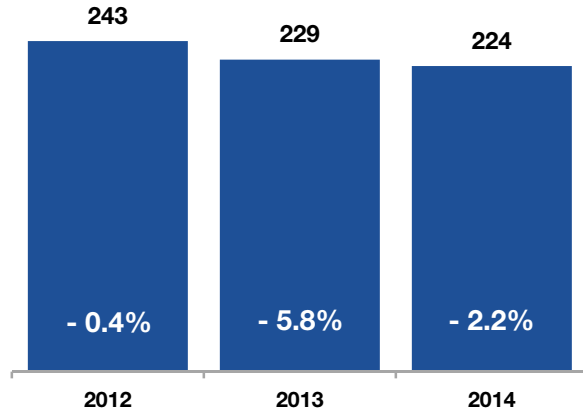


Housing Affordability Index

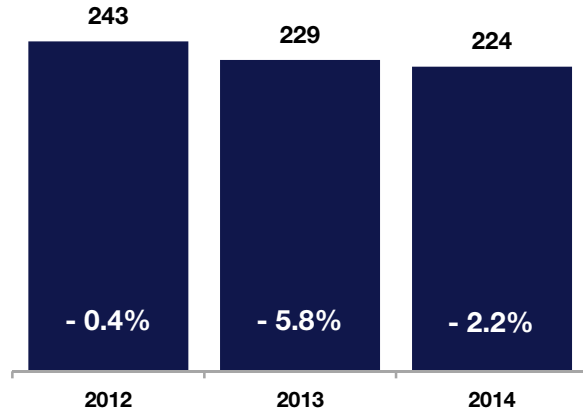
This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



January



Year to Date



	Affordability Index	Prior Year	Percent Change
February 2013	212	255	-16.9%
March 2013	228	232	-1.7%
April 2013	216	237	-8.9%
May 2013	203	232	-12.5%
June 2013	192	219	-12.3%
July 2013	196	229	-14.4%
August 2013	187	228	-18.0%
September 2013	199	227	-12.3%
October 2013	189	231	-18.2%
November 2013	214	238	-10.1%
December 2013	213	235	-9.4%
January 2014	224	229	-2.2%
12-Month Avg	206	233	-11.6%

Historical Housing Affordability Index by Month

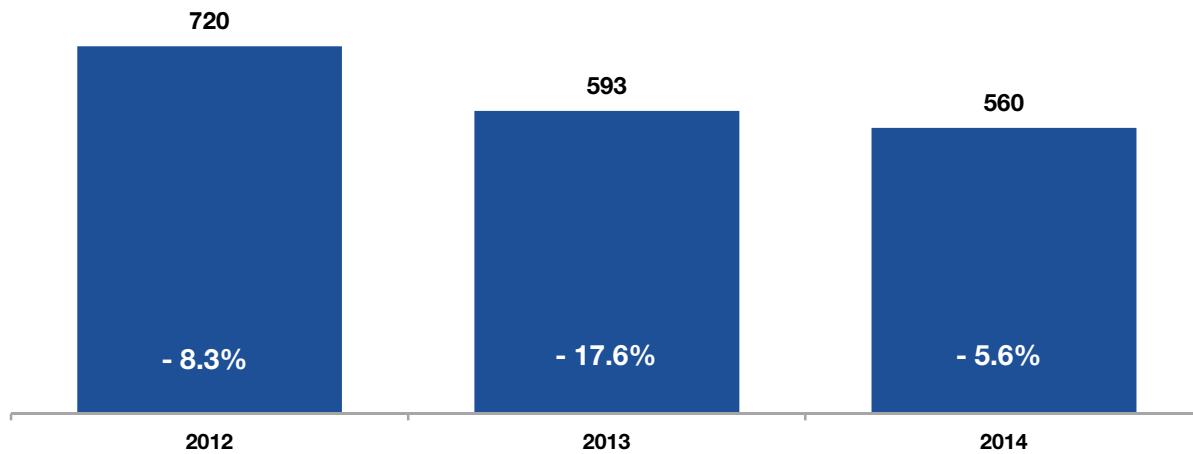


Inventory of Homes for Sale

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

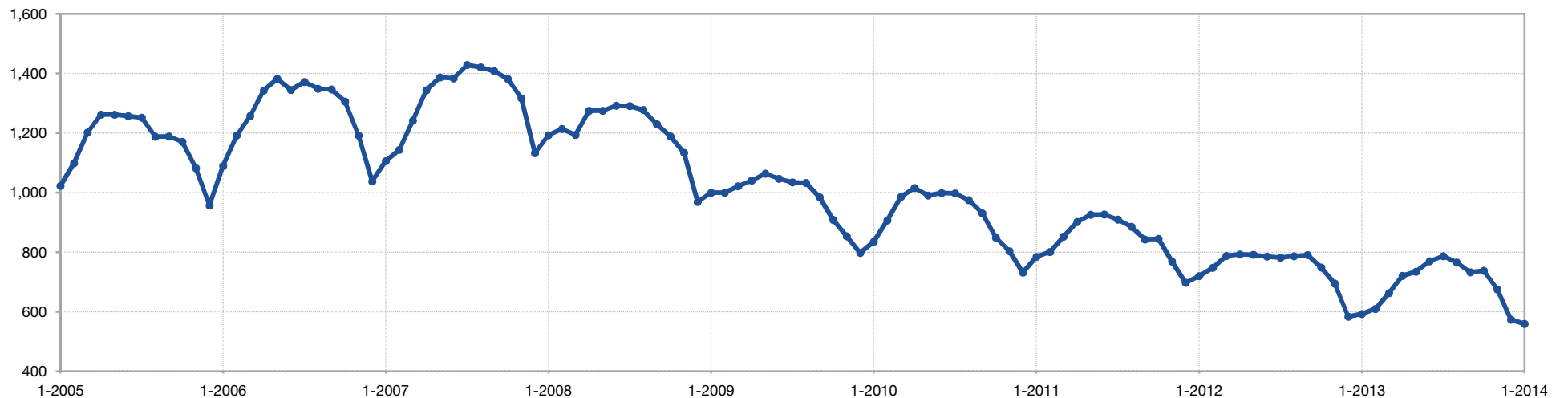


January



	Homes for Sale	Prior Year	Percent Change
February 2013	610	748	-18.4%
March 2013	663	788	-15.9%
April 2013	721	793	-9.1%
May 2013	735	792	-7.2%
June 2013	770	786	-2.0%
July 2013	787	782	+0.6%
August 2013	766	787	-2.7%
September 2013	733	791	-7.3%
October 2013	738	749	-1.5%
November 2013	675	695	-2.9%
December 2013	574	584	-1.7%
January 2014	560	593	-5.6%
12-Month Avg	694	741	-6.3%

Historical Inventory of Homes for Sale by Month

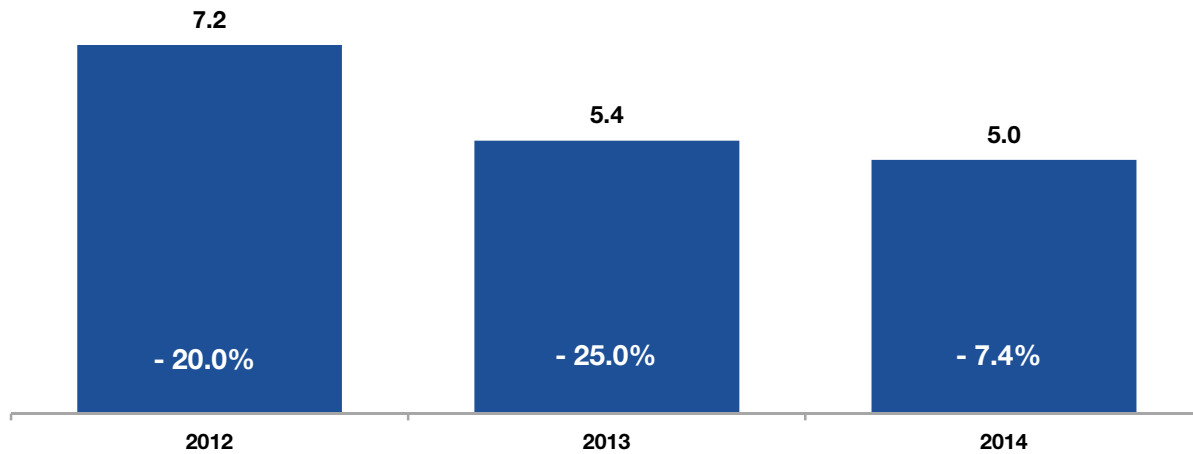


Months Supply of Inventory

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.



January



	Months Supply	Prior Year	Percent Change
February 2013	5.6	7.4	-24.3%
March 2013	6.1	7.5	-18.7%
April 2013	6.6	7.5	-12.0%
May 2013	6.7	7.4	-9.5%
June 2013	7.0	7.2	-2.8%
July 2013	7.1	7.1	0.0%
August 2013	6.7	7.2	-6.9%
September 2013	6.3	7.3	-13.7%
October 2013	6.4	6.7	-4.5%
November 2013	5.9	6.3	-6.3%
December 2013	5.0	5.3	-5.7%
January 2014	5.0	5.4	-7.4%
12-Month Avg	6.2	6.9	-10.1%

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 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	1-2013	1-2014	+ / -	1-2013	1-2014	+ / -
Albany	4	5	+25.0%	2	3	+50.0%	\$53,000	\$159,900	+201.7%	24	23	-4.2%	5.7	6.2	+7.5%
Avon	6	4	-33.3%	3	5	+66.7%	\$161,000	\$100,000	-37.9%	25	17	-32.0%	8.1	3.6	-55.6%
Clearwater	7	8	+14.3%	6	2	-66.7%	\$99,450	\$135,500	+36.2%	32	26	-18.8%	7.0	4.8	-31.3%
Cold Spring	10	14	+40.0%	2	10	+400.0%	\$121,000	\$182,325	+50.7%	54	62	+14.8%	7.9	7.0	-11.2%
Eden Lake Twp	0	1	--	0	0	--	\$0	\$0	--	0	2	--	0.0	2.0	--
Eden Valley	4	7	+75.0%	3	5	+66.7%	\$120,000	\$281,750	+134.8%	18	22	+22.2%	6.2	5.8	-6.7%
Fair Haven Twp	1	1	0.0%	0	0	--	\$0	\$0	--	2	0	-100.0%	1.5	0.0	-100.0%
Foley	7	9	+28.6%	5	3	-40.0%	\$47,500	\$75,000	+57.9%	27	32	+18.5%	4.1	5.3	+30.0%
Freeport	4	5	+25.0%	1	3	+200.0%	\$145,000	\$164,000	+13.1%	6	11	+83.3%	2.9	5.8	+102.6%
Holdingford	4	3	-25.0%	1	0	-100.0%	\$110,800	\$0	-100.0%	12	18	+50.0%	7.0	9.5	+36.1%
Kimball	4	0	-100.0%	2	3	+50.0%	\$219,000	\$315,000	+43.8%	32	25	-21.9%	9.3	4.6	-50.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	6	10	+66.7%	2	2	0.0%	\$78,750	\$92,000	+16.8%	27	33	+22.2%	9.6	6.7	-29.8%
Paynesville	8	9	+12.5%	2	5	+150.0%	\$158,750	\$114,000	-28.2%	25	25	0.0%	9.1	7.1	-21.4%
Rice	6	11	+83.3%	6	2	-66.7%	\$125,000	\$165,400	+32.3%	55	42	-23.6%	9.0	6.8	-24.7%
Richmond	6	4	-33.3%	4	5	+25.0%	\$215,000	\$236,000	+9.8%	44	40	-9.1%	8.4	7.5	-10.5%
Rockville	3	3	0.0%	0	1	--	\$0	\$315,000	--	8	10	+25.0%	5.5	4.8	-14.0%
Sartell	27	33	+22.2%	9	11	+22.2%	\$152,000	\$156,000	+2.6%	113	121	+7.1%	5.6	5.4	-3.7%
Sauk Centre	13	3	-76.9%	11	9	-18.2%	\$132,900	\$86,500	-34.9%	51	44	-13.7%	8.7	6.9	-21.6%
Sauk Rapids	22	16	-27.3%	6	5	-16.7%	\$152,450	\$138,500	-9.2%	82	82	0.0%	5.2	5.1	-0.5%
St. Cloud	87	54	-37.9%	46	38	-17.4%	\$116,500	\$111,300	-4.5%	326	295	-9.5%	5.4	4.8	-10.4%
St. Joseph	12	7	-41.7%	7	5	-28.6%	\$150,000	\$147,500	-1.7%	39	39	0.0%	4.8	4.9	+2.1%
St. Augusta	4	0	-100.0%	1	1	0.0%	\$340,000	\$157,000	-53.8%	15	11	-26.7%	5.2	3.1	-39.0%
Waite Park	5	7	+40.0%	3	4	+33.3%	\$85,000	\$85,500	+0.6%	33	23	-30.3%	5.3	4.8	-9.5%
Wakefield Twp	0	0	--	1	0	-100.0%	\$239,000	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%