

Monthly Indicators



March 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

- 1.0% **+ 10.0%** **- 0.3%**

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.

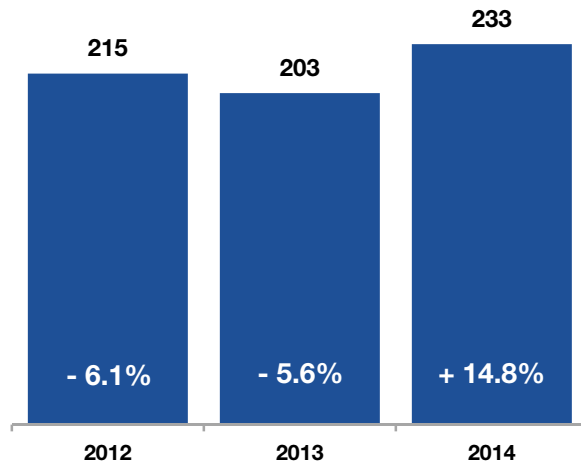
Key Metrics	Historical Sparkbars	3-2013	3-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		203	233	+ 14.8%	514	530	+ 3.1%
Pending Sales		116	122	+ 5.2%	304	303	- 0.3%
Closed Sales		101	100	- 1.0%	258	227	- 12.0%
Days on Market		92	97	+ 5.4%	97	92	- 5.2%
Median Sales Price		\$127,350	\$140,100	+ 10.0%	\$132,750	\$137,900	+ 3.9%
Average Sales Price		\$136,986	\$143,037	+ 4.4%	\$137,381	\$145,478	+ 5.9%
Pct. of Orig. Price Received		92.8%	93.1%	+ 0.3%	91.7%	91.4%	- 0.3%
Affordability Index		228	212	- 7.0%	221	215	- 2.7%
Homes for Sale		663	661	- 0.3%	--	--	--
Months Supply		6.1	5.8	- 4.9%	--	--	--

New Listings

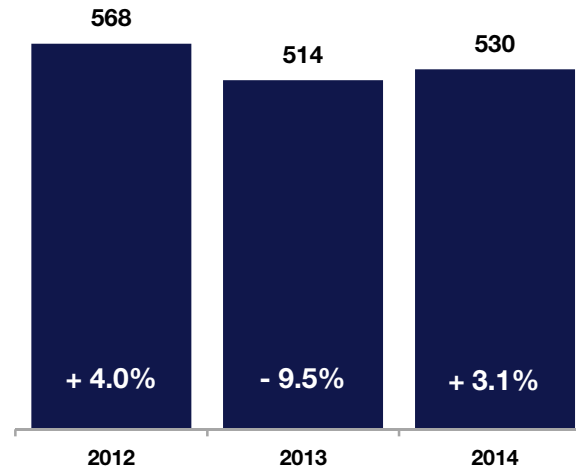
A count of the properties that have been newly listed on the market in a given month.



March



Year to Date



	New Listings	Prior Year	Percent Change
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	116	153	-24.2%
February 2014	181	158	+14.6%
March 2014	233	203	+14.8%
12-Month Avg	178	165	+7.9%

Historical New Listings by Month

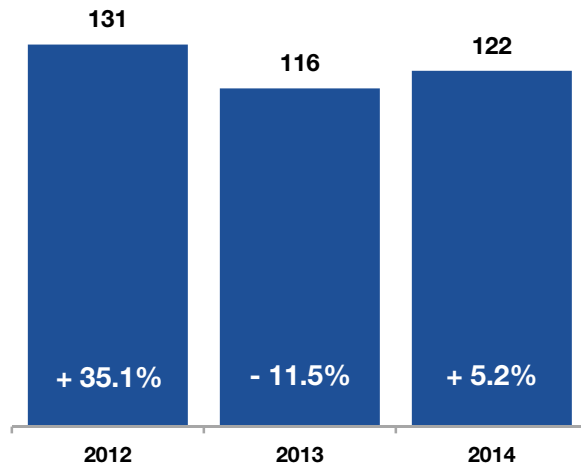


Pending Sales

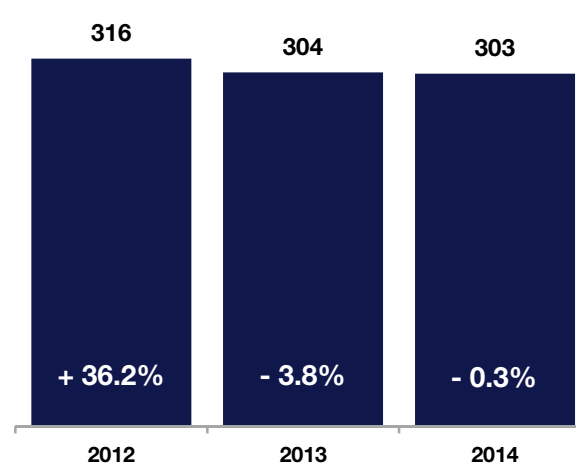
A count of the properties on which offers have been accepted in a given month.



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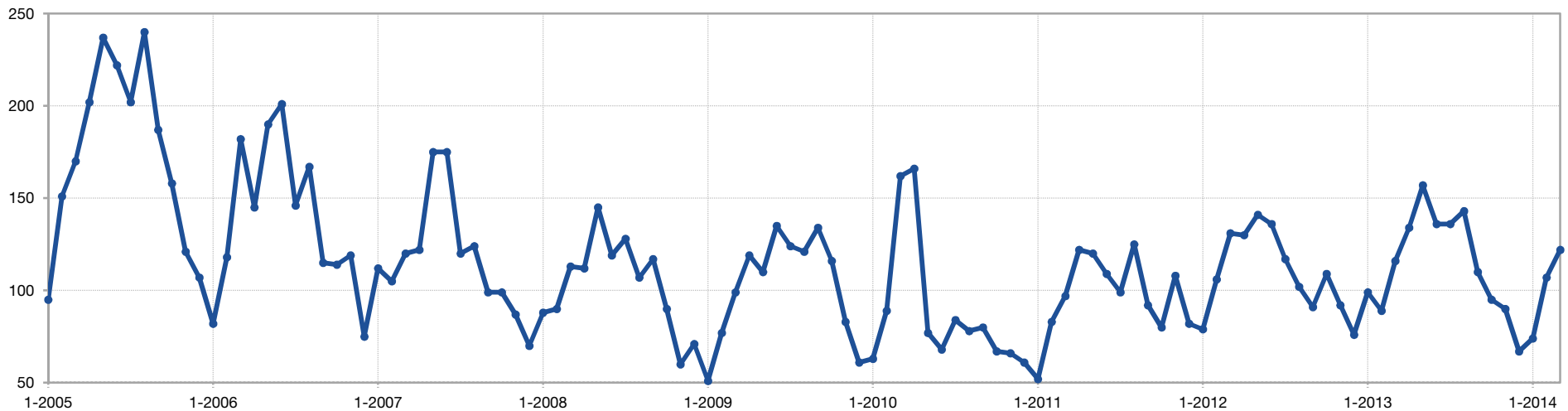


Year to Date



	Pending Sales	Prior Year	Percent Change
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	67	76	-11.8%
January 2014	74	99	-25.3%
February 2014	107	89	+20.2%
March 2014	122	116	+5.2%
12-Month Avg	114	108	+5.6%

Historical Pending Sales by Month

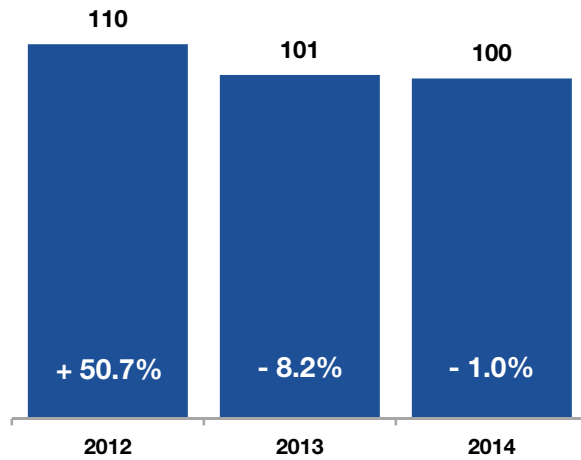


Closed Sales

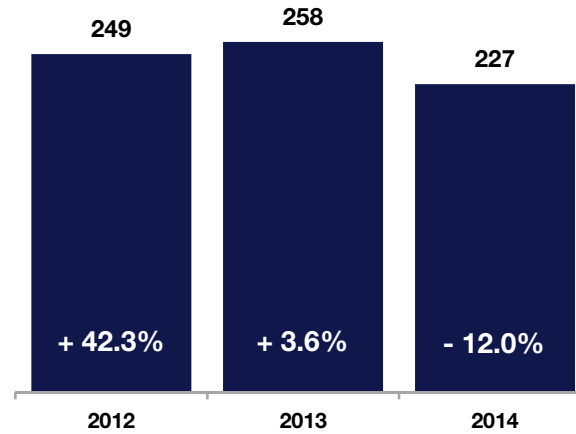
A count of the actual sales that closed in a given month.



March



Year to Date



Closed Sales	Prior Year	Percent Change
April 2013	105	-8.7%
May 2013	141	+6.0%
June 2013	144	-13.3%
July 2013	147	+21.5%
August 2013	160	+21.2%
September 2013	124	+33.3%
October 2013	131	+31.0%
November 2013	84	-23.6%
December 2013	91	-6.2%
January 2014	66	-7.0%
February 2014	61	-29.1%
March 2014	100	-1.0%
12-Month Avg	113	+2.7%

Historical Closed Sales by Month

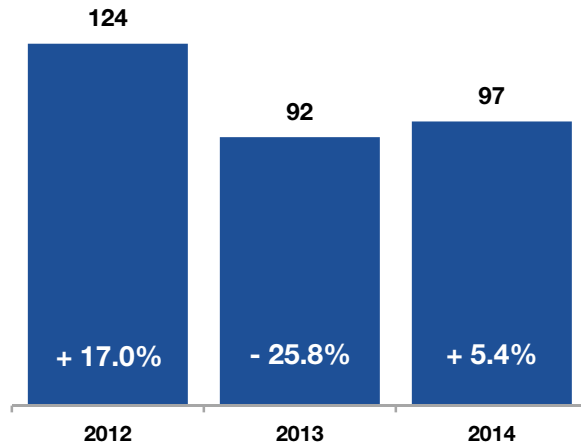


Days on Market Until Sale

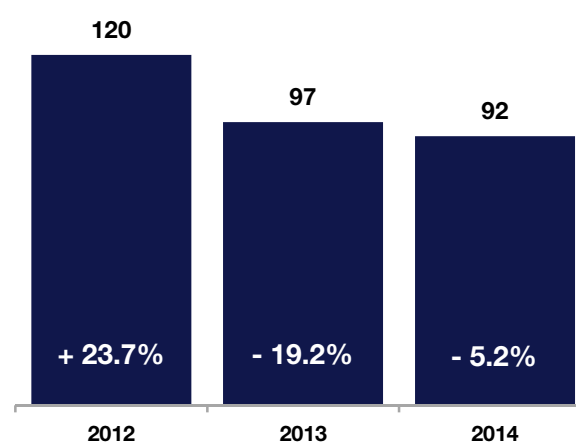
Average number of days between when a property is listed and when an offer is accepted in a given month.



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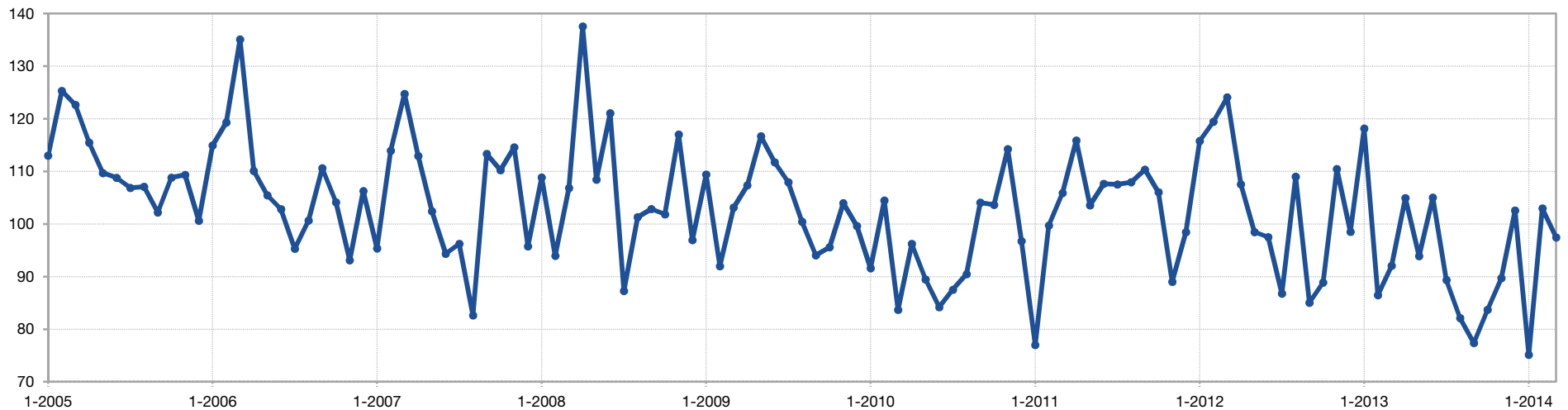


Year to Date



Days on Market	Prior Year	Percent Change	
April 2013	105	108	-2.8%
May 2013	94	98	-4.1%
June 2013	105	98	+7.1%
July 2013	89	87	+2.3%
August 2013	82	109	-24.8%
September 2013	77	85	-9.4%
October 2013	84	89	-5.6%
November 2013	90	110	-18.2%
December 2013	103	99	+4.0%
January 2014	75	118	-36.4%
February 2014	103	86	+19.8%
March 2014	97	92	+5.4%
12-Month Avg	92	98	-6.1%

Historical Days on Market Until Sale by Month

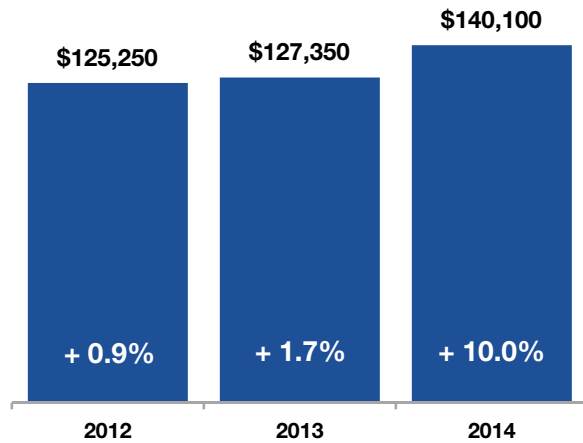


Median Sales Price

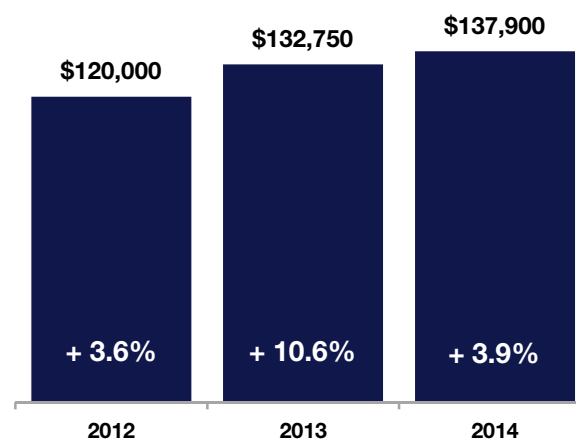


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

March



Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$131,493	\$130,000 +1.1%
February 2014	\$139,500	\$140,000 -0.4%
March 2014	\$140,100	\$127,350 +10.0%
12-Month Avg	\$140,696	\$133,275 +5.6%

Historical Median Sales Price by Month

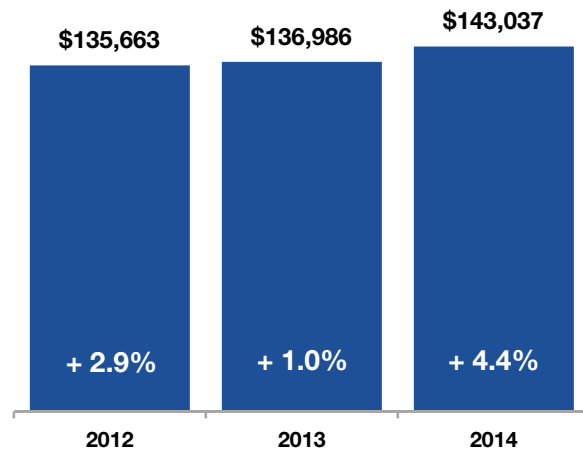


Average Sales Price

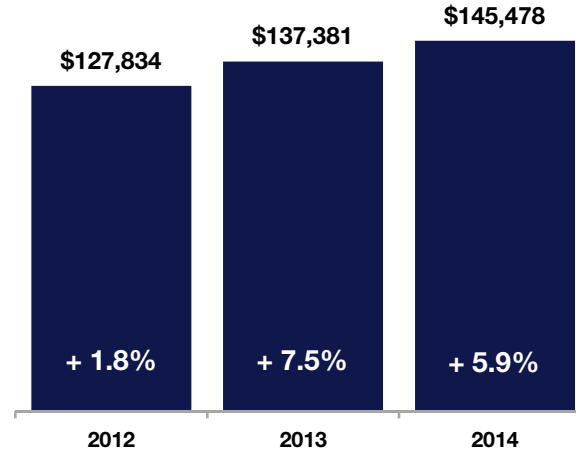
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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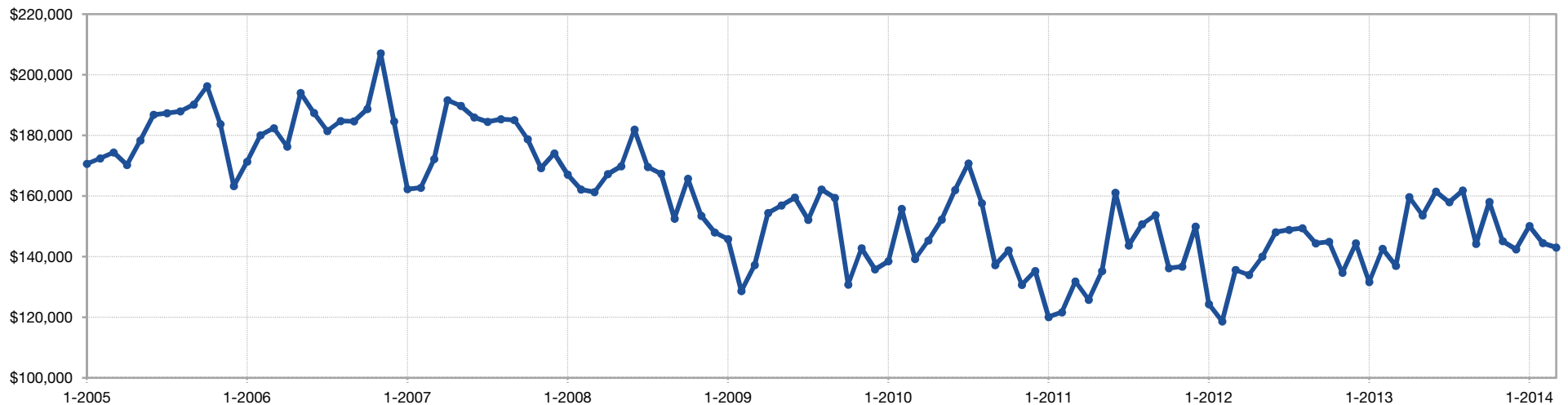


Year to Date



	Average Sales Price	Prior Year	Percent Change
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	\$150,148	\$131,682	+14.0%
February 2014	\$144,525	\$142,608	+1.3%
March 2014	\$143,037	\$136,986	+4.4%
12-Month Avg	\$151,859	\$141,684	+7.2%

Historical Average Sales Price by Month

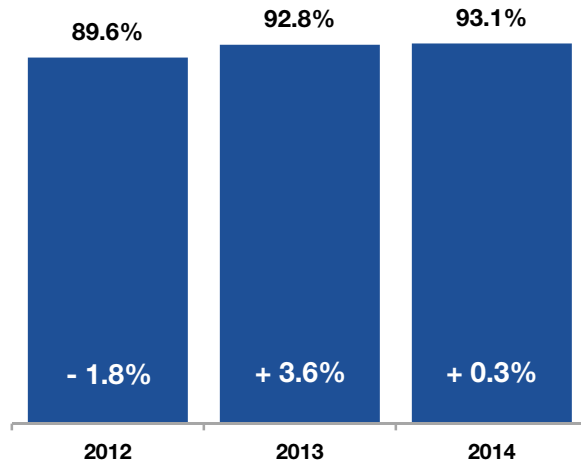


Percent of Original List Price Received

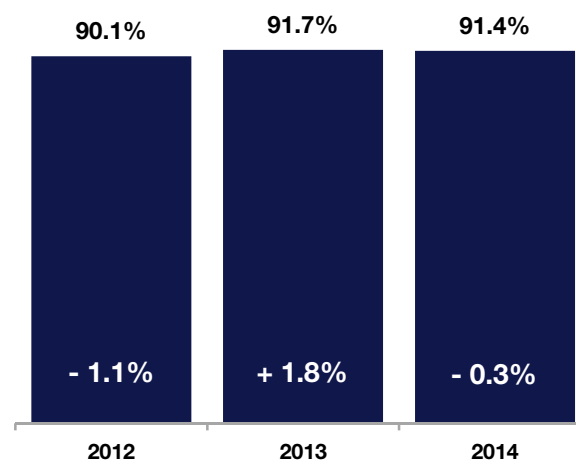


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March



Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	90.6%	89.4%	+1.3%
February 2014	89.5%	92.2%	-2.9%
March 2014	93.1%	92.8%	+0.3%
12-Month Avg	92.9%	92.1%	+0.9%

Historical Percent of Original List Price Received by Month

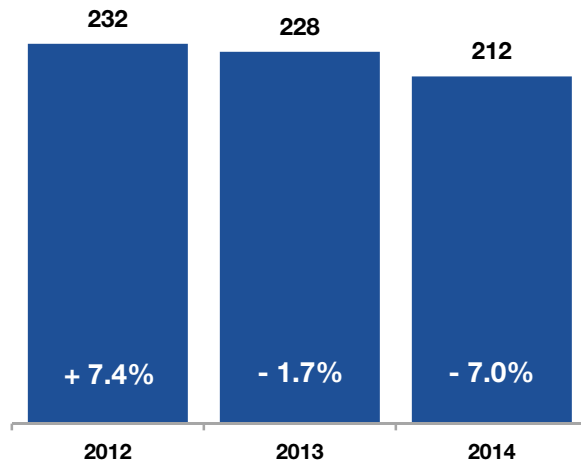


Housing Affordability Index

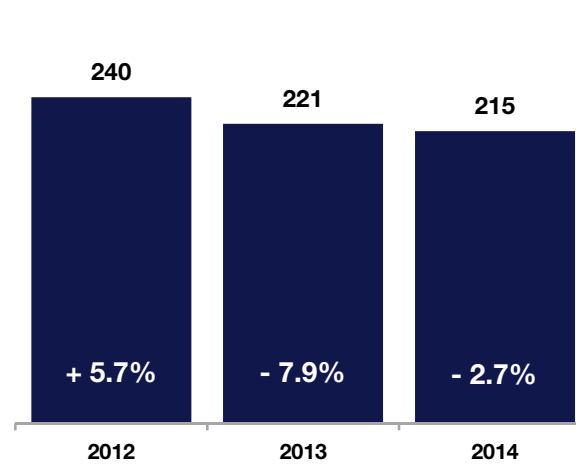


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March



Year to Date



	Affordability Index	Prior Year	Percent Change
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	220	229	-3.9%
February 2014	213	212	+0.5%
March 2014	212	228	-7.0%
12-Month Avg	204	229	-10.9%

Historical Housing Affordability Index by Month

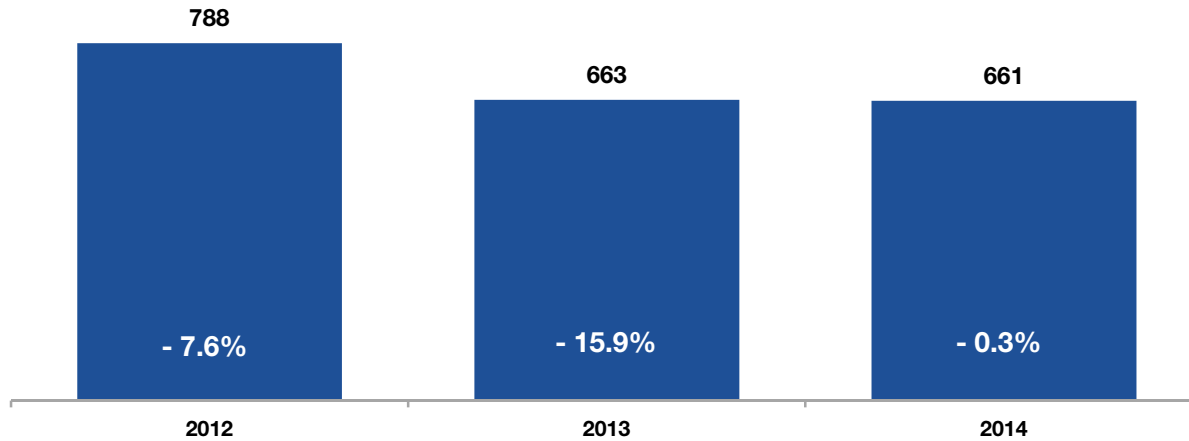


Inventory of Homes for Sale

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

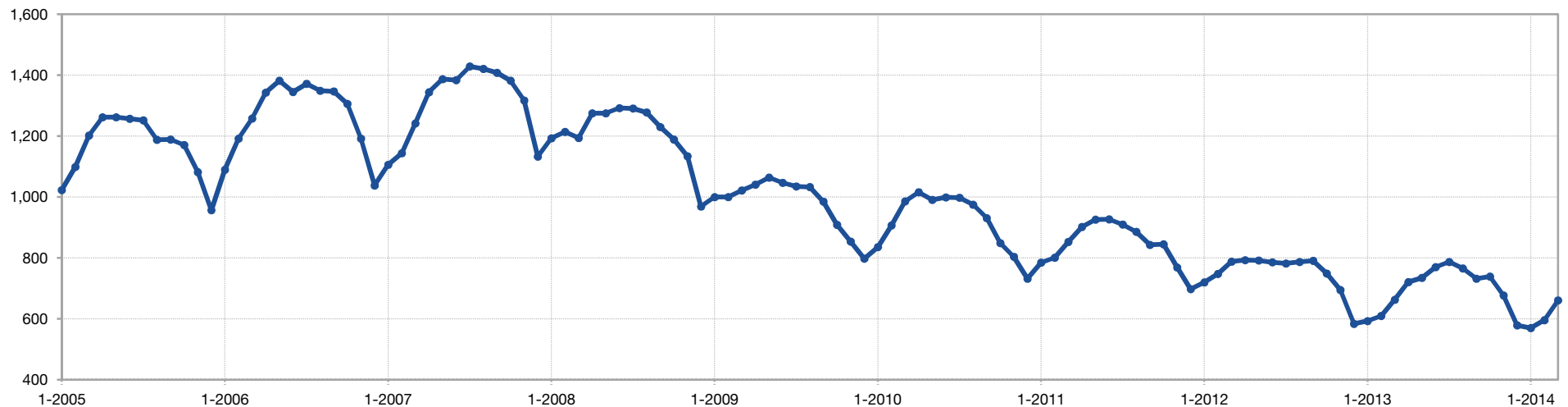


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Homes for Sale	Prior Year	Percent Change	
April 2013	721	793	-9.1%
May 2013	735	792	-7.2%
June 2013	770	786	-2.0%
July 2013	787	782	+0.6%
August 2013	766	787	-2.7%
September 2013	732	791	-7.5%
October 2013	739	749	-1.3%
November 2013	677	695	-2.6%
December 2013	579	584	-0.9%
January 2014	570	593	-3.9%
February 2014	596	610	-2.3%
March 2014	661	663	-0.3%
12-Month Avg	694	719	-3.5%

Historical Inventory of Homes for Sale by Month

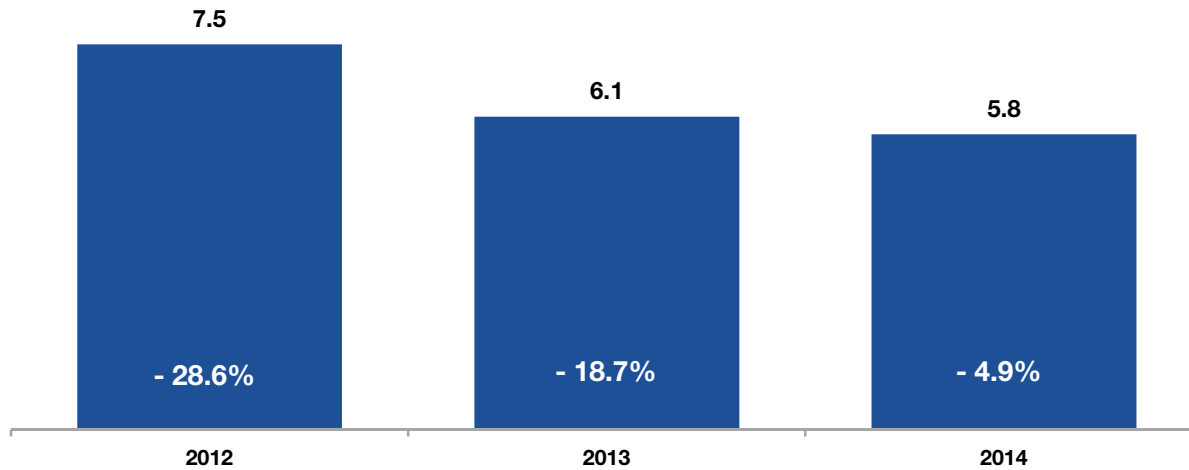


Months Supply of Inventory

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.

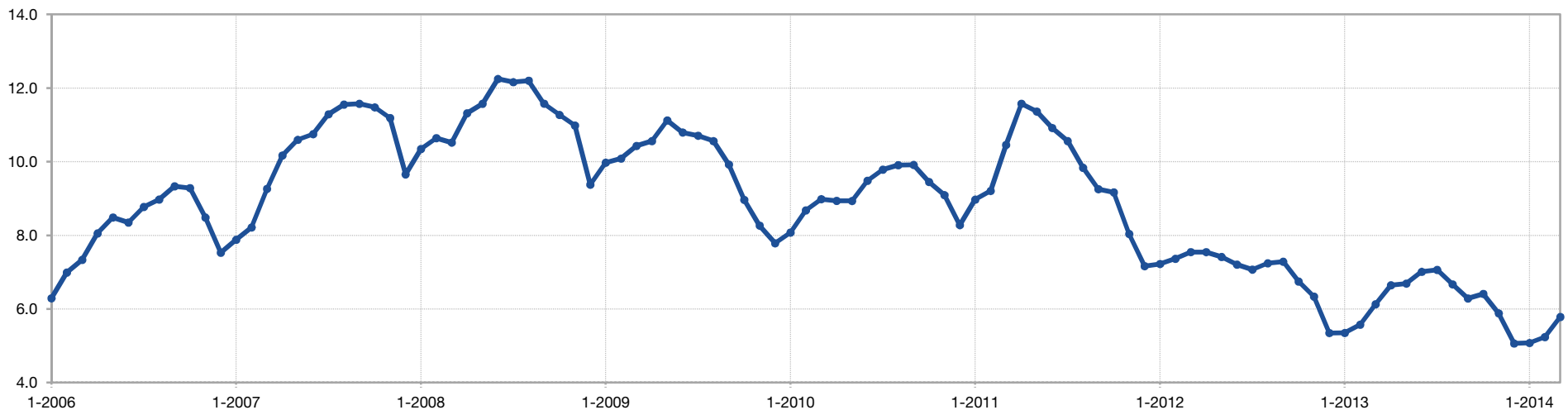


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Months Supply	Prior Year	Percent Change
April 2013	7.5	-12.0%
May 2013	7.4	-9.5%
June 2013	7.2	-2.8%
July 2013	7.1	0.0%
August 2013	7.2	-6.9%
September 2013	7.3	-13.7%
October 2013	6.7	-4.5%
November 2013	6.3	-6.3%
December 2013	5.3	-3.8%
January 2014	5.4	-5.6%
February 2014	5.6	-7.1%
March 2014	6.1	-4.9%
12-Month Avg	6.6	-6.1%

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	+ / -	3-2013	3-2014	+ / -	3-2013	3-2014	+ / -
Albany	14	17	+21.4%	9	10	+11.1%	\$120,000	\$152,417	+27.0%	26	21	-19.2%	5.8	5.1	-11.0%
Avon	20	19	-5.0%	9	8	-11.1%	\$73,500	\$97,250	+32.3%	30	27	-10.0%	9.5	5.7	-39.4%
Clearwater	22	21	-4.5%	12	11	-8.3%	\$109,750	\$154,400	+40.7%	34	23	-32.4%	6.7	4.2	-37.5%
Cold Spring	36	46	+27.8%	10	19	+90.0%	\$129,000	\$182,000	+41.1%	56	75	+33.9%	8.3	8.6	+3.3%
Eden Lake Twp	1	2	+100.0%	0	0	--	\$0	\$0	--	1	2	+100.0%	1.0	2.0	+100.0%
Eden Valley	14	15	+7.1%	5	11	+120.0%	\$120,000	\$69,400	-42.2%	17	20	+17.6%	4.4	5.9	+36.4%
Fair Haven Twp	1	2	+100.0%	1	1	0.0%	\$199,900	\$43,900	-78.0%	1	1	0.0%	0.8	1.0	+33.3%
Foley	25	26	+4.0%	13	14	+7.7%	\$100,000	\$107,500	+7.5%	30	36	+20.0%	4.7	6.2	+30.3%
Freeport	10	16	+60.0%	3	5	+66.7%	\$146,864	\$150,000	+2.1%	9	18	+100.0%	3.9	9.5	+142.1%
Holdingford	8	5	-37.5%	4	5	+25.0%	\$107,900	\$150,000	+39.0%	12	11	-8.3%	6.0	5.0	-17.5%
Kimball	18	12	-33.3%	9	7	-22.2%	\$102,000	\$158,692	+55.6%	33	34	+3.0%	8.1	6.9	-14.1%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	20	19	-5.0%	6	11	+83.3%	\$107,500	\$95,000	-11.6%	33	33	0.0%	11.7	6.4	-45.6%
Paynesville	29	15	-48.3%	5	8	+60.0%	\$157,000	\$121,240	-22.8%	30	21	-30.0%	10.3	4.9	-52.0%
Rice	28	37	+32.1%	19	13	-31.6%	\$145,000	\$161,500	+11.4%	54	46	-14.8%	8.0	7.3	-9.2%
Richmond	18	19	+5.6%	9	10	+11.1%	\$244,000	\$199,000	-18.4%	48	41	-14.6%	8.9	7.6	-14.6%
Rockville	7	8	+14.3%	2	2	0.0%	\$69,950	\$307,500	+339.6%	9	12	+33.3%	6.2	5.1	-17.5%
Sartell	96	114	+18.8%	36	54	+50.0%	\$170,700	\$172,000	+0.8%	136	121	-11.0%	7.0	4.9	-29.7%
Sauk Centre	37	20	-45.9%	17	11	-35.3%	\$135,000	\$77,000	-43.0%	49	50	+2.0%	6.9	9.2	+33.4%
Sauk Rapids	74	85	+14.9%	36	30	-16.7%	\$140,000	\$139,750	-0.2%	87	100	+14.9%	5.9	6.1	+2.8%
St. Cloud	288	272	-5.6%	150	118	-21.3%	\$116,925	\$109,700	-6.2%	361	370	+2.5%	6.0	6.1	+1.8%
St. Joseph	36	34	-5.6%	16	14	-12.5%	\$143,500	\$141,750	-1.2%	46	45	-2.2%	5.7	5.9	+3.1%
St. Augusta	16	6	-62.5%	3	1	-66.7%	\$240,109	\$157,000	-34.6%	20	12	-40.0%	6.3	3.8	-39.7%
Waite Park	20	25	+25.0%	20	11	-45.0%	\$124,500	\$85,500	-31.3%	33	25	-24.2%	5.2	5.0	-3.6%
Wakefield Twp	3	1	-66.7%	1	0	-100.0%	\$239,000	\$0	-100.0%	2	1	-50.0%	2.0	0.7	-66.7%