

Monthly Indicators



April 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

+ 8.6%

- 3.2%

+ 3.7%

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.

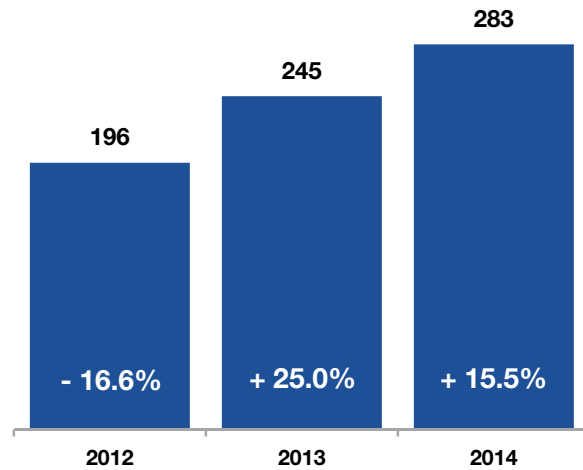
Key Metrics	Historical Sparkbars	4-2013	4-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		245	283	+ 15.5%	759	813	+ 7.1%
Pending Sales		134	145	+ 8.2%	438	447	+ 2.1%
Closed Sales		105	114	+ 8.6%	363	341	- 6.1%
Days on Market		105	82	- 21.9%	100	89	- 11.0%
Median Sales Price		\$139,500	\$135,000	- 3.2%	\$135,560	\$137,400	+ 1.4%
Average Sales Price		\$159,690	\$155,258	- 2.8%	\$143,826	\$148,748	+ 3.4%
Pct. of Orig. Price Received		93.8%	94.4%	+ 0.6%	92.3%	92.4%	+ 0.1%
Affordability Index		232	235	+ 1.3%	239	231	- 3.3%
Homes for Sale		721	748	+ 3.7%	--	--	--
Months Supply		6.6	6.5	- 1.5%	--	--	--

New Listings

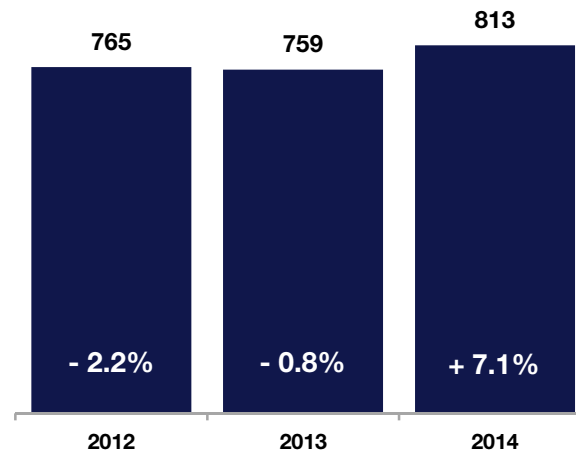
A count of the properties that have been newly listed on the market in a given month.



April

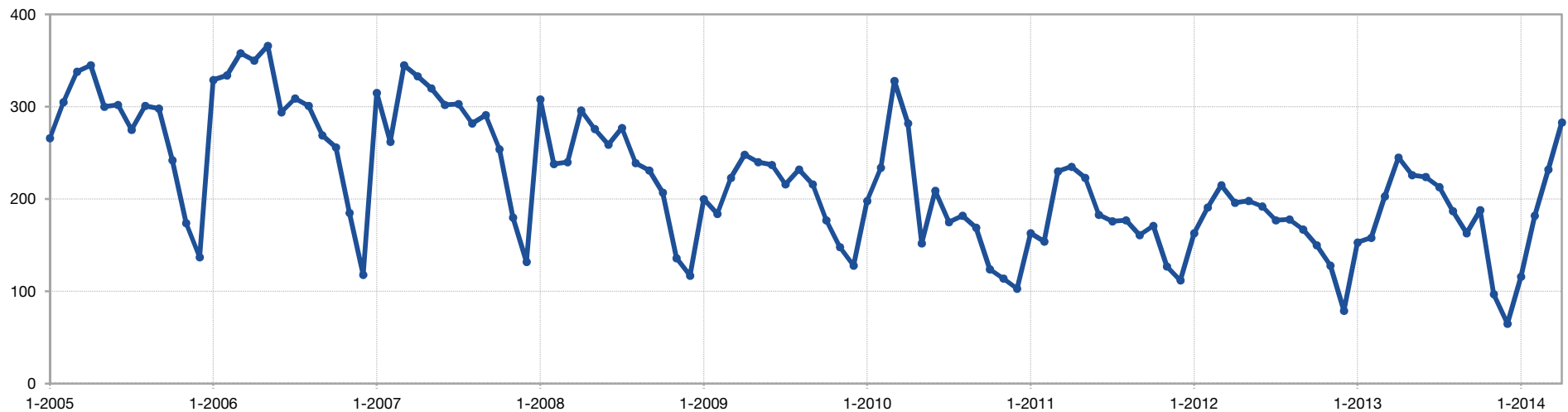


Year to Date



	New Listings	Prior Year	Percent Change
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	182	158	+15.2%
March 2014	232	203	+14.3%
April 2014	283	245	+15.5%
12-Month Avg	181	169	+7.1%

Historical New Listings by Month

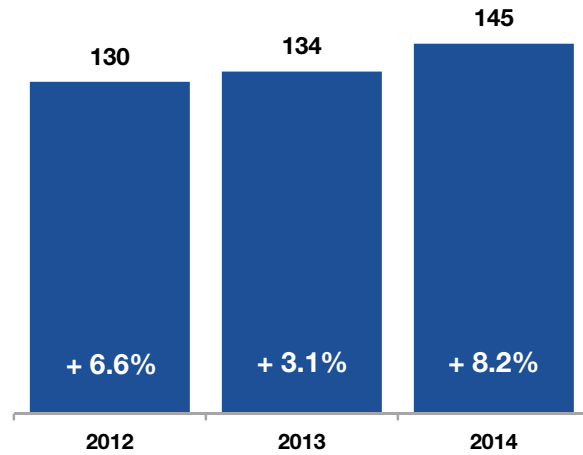


Pending Sales

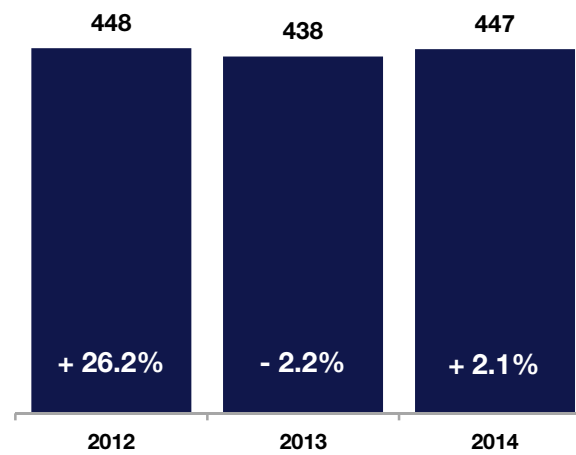
A count of the properties on which offers have been accepted in a given month.



April

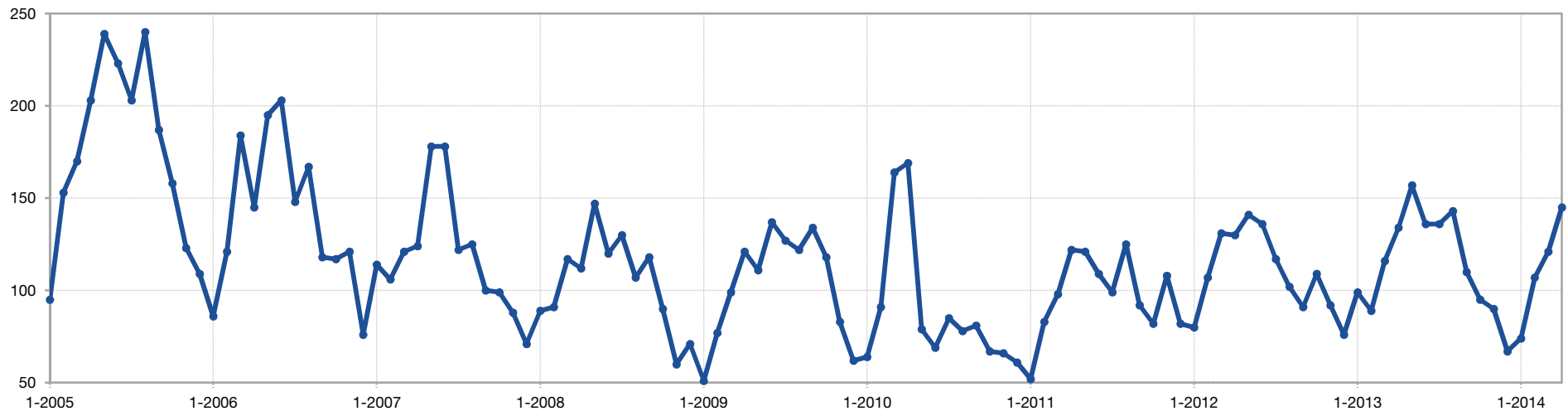


Year to Date



	Pending Sales	Prior Year	Percent Change
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	121	116	+4.3%
April 2014	145	134	+8.2%
12-Month Avg	115	109	+5.5%

Historical Pending Sales by Month

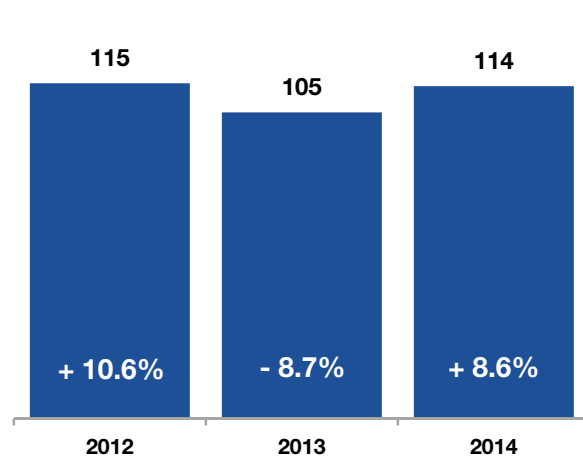


Closed Sales

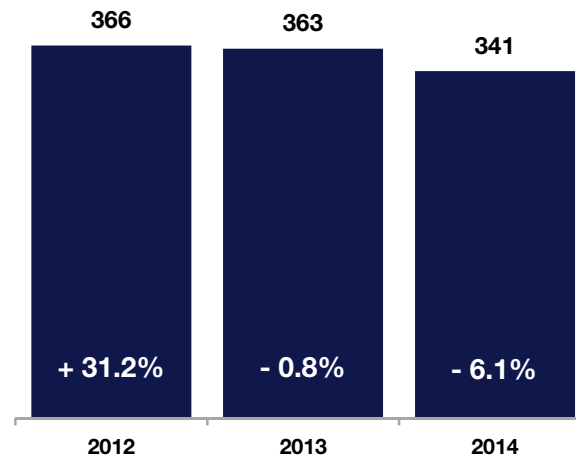
A count of the actual sales that closed in a given month.



April

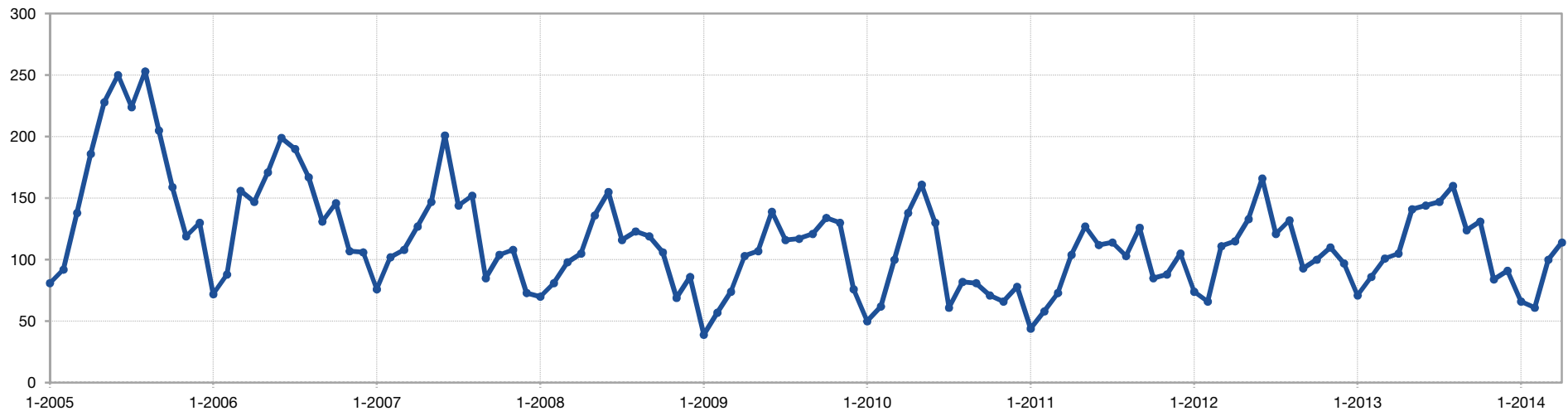


Year to Date



Closed Sales	Prior Year	Percent Change
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	91	97 -6.2%
January 2014	66	71 -7.0%
February 2014	61	86 -29.1%
March 2014	100	101 -1.0%
April 2014	114	105 +8.6%
12-Month Avg	114	110 +3.6%

Historical Closed Sales by Month

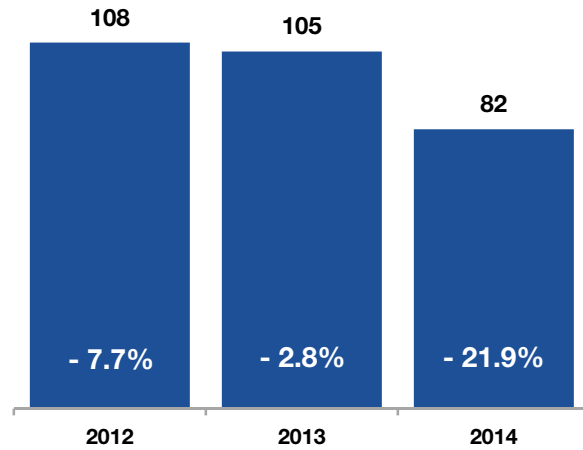


Days on Market Until Sale

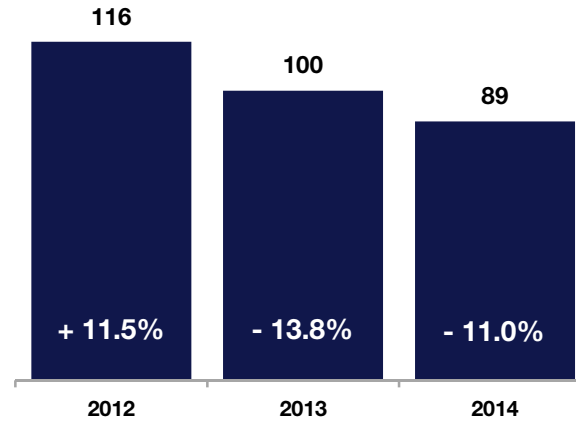


Average number of days between when a property is listed and when an offer is accepted in a given month.

April

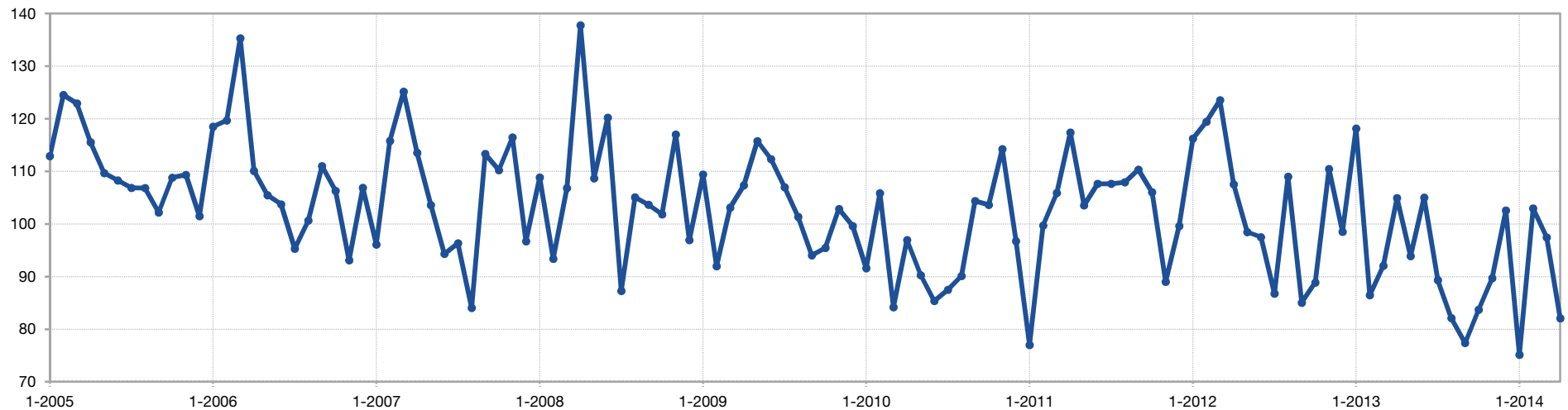


Year to Date



Days on Market		Prior Year	Percent Change
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%
April 2014	82	105	-21.9%
12-Month Avg	90	98	-8.2%

Historical Days on Market Until Sale by Month

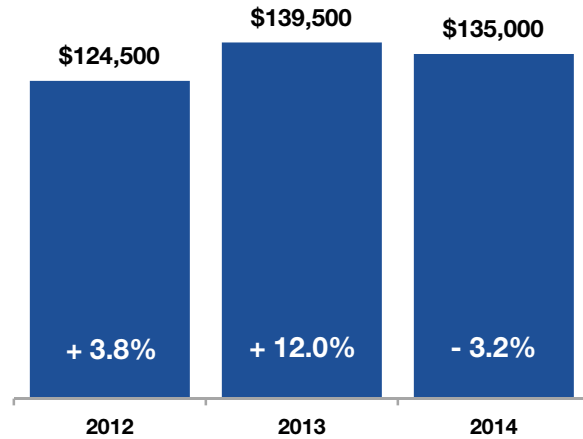


Median Sales Price

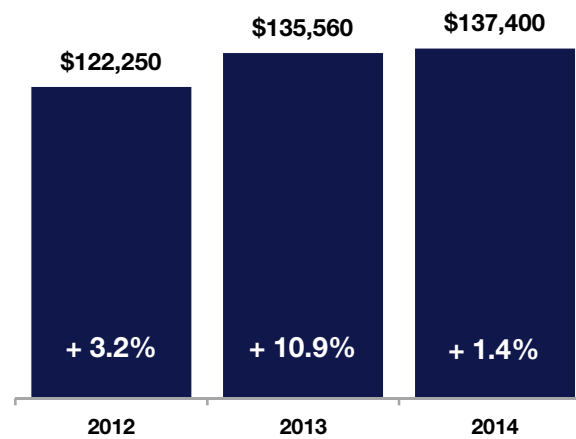
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April

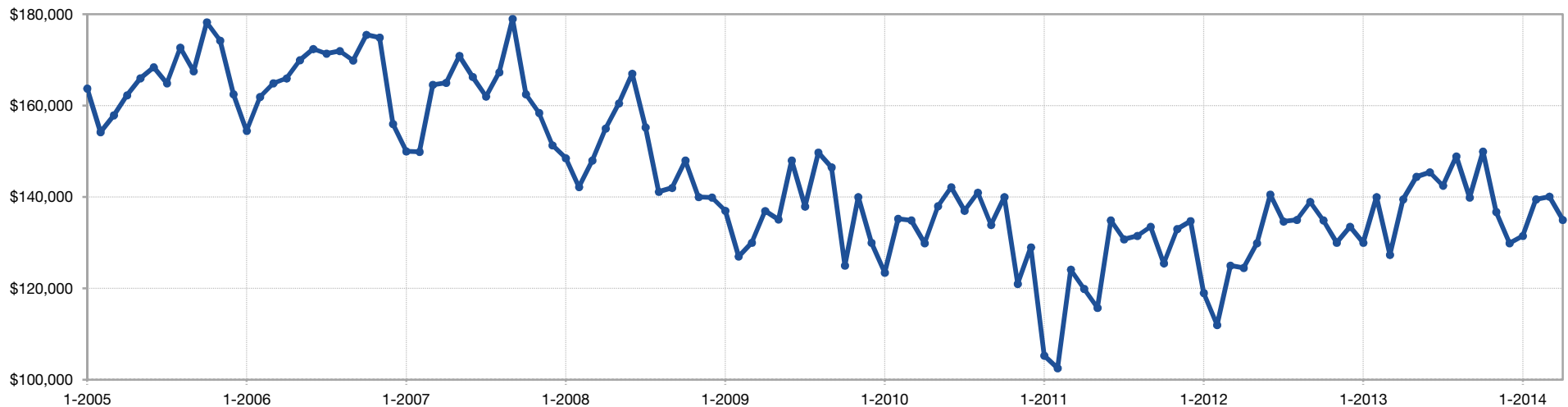


Year to Date



Median Sales Price	Prior Year	Percent Change
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%
April 2014	\$135,000	\$139,500 -3.2%
12-Month Avg	\$140,321	\$134,525 +4.3%

Historical Median Sales Price by Month

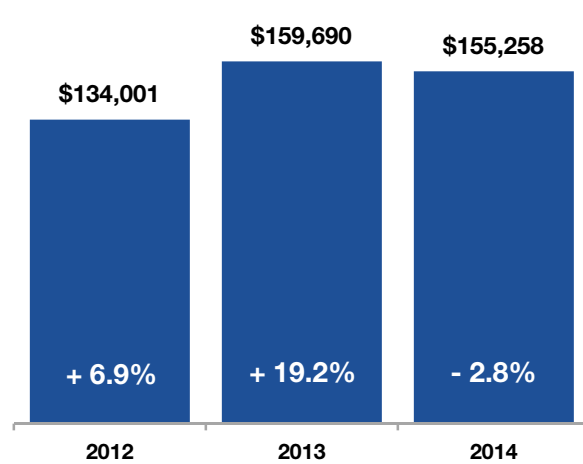


Average Sales Price

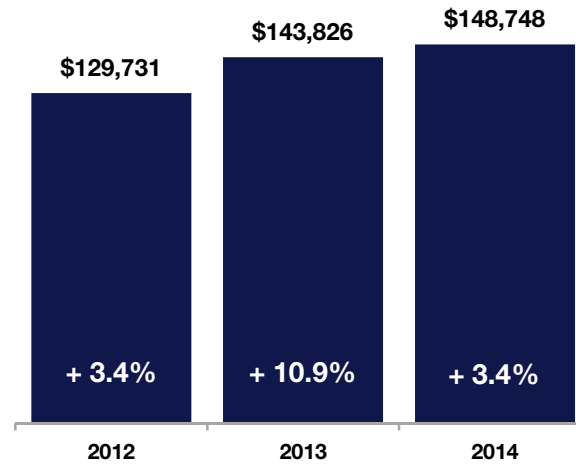
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

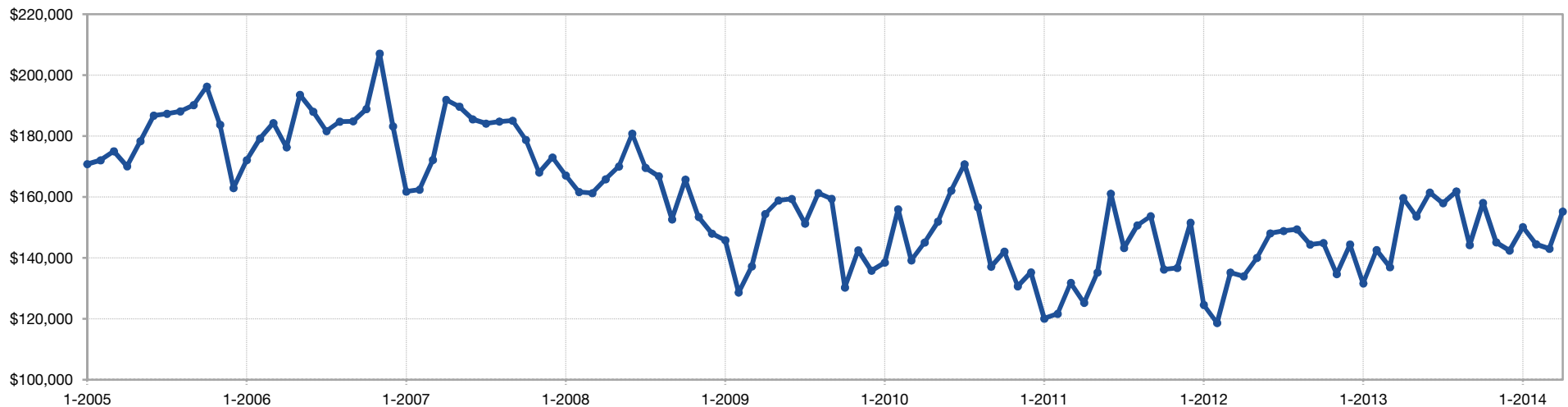


Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
April 2014	\$155,258	\$159,690	-2.8%
12-Month Avg	\$151,490	\$143,825	+5.3%

Historical Average Sales Price by Month

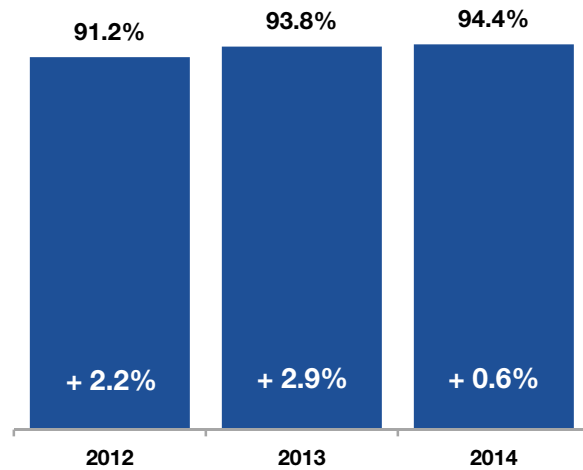


Percent of Original List Price Received

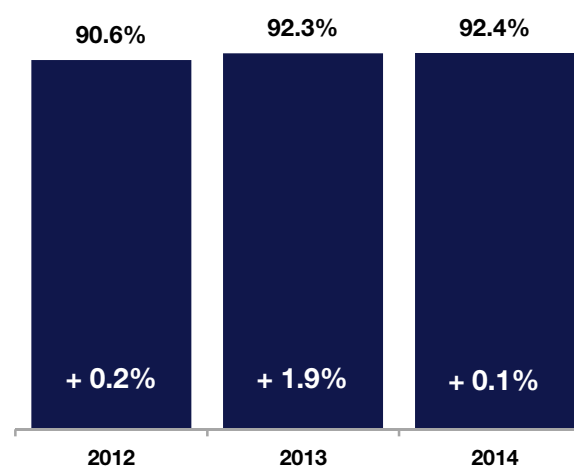


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

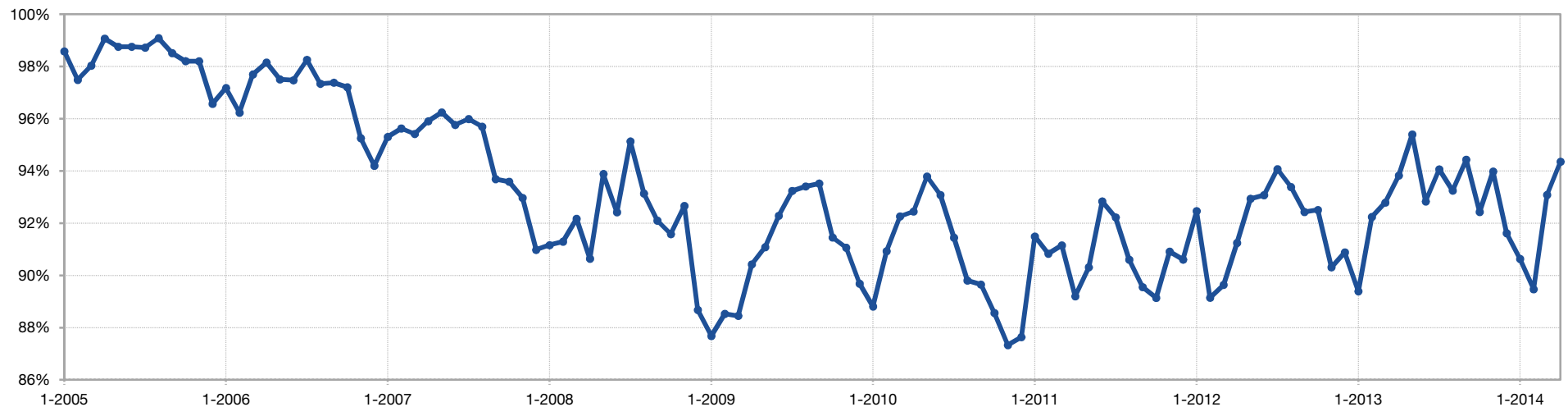


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2014	94.4%	93.8%	+0.6%
12-Month Avg	93.0%	92.3%	+0.8%

Historical Percent of Original List Price Received by Month

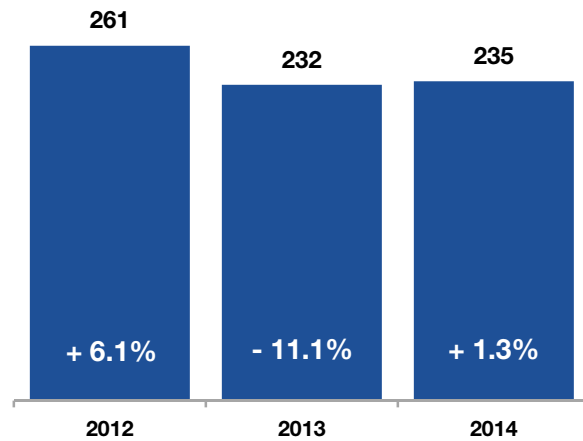


Housing Affordability Index

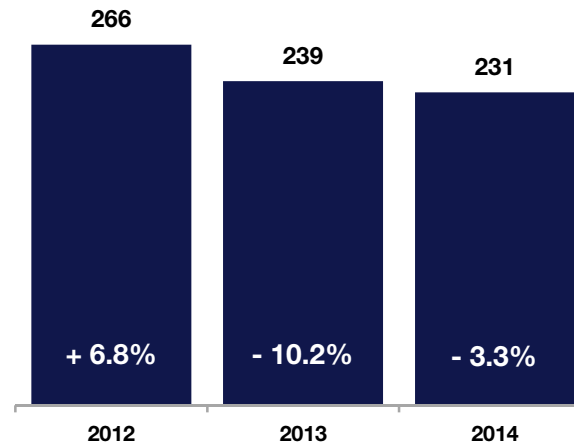


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

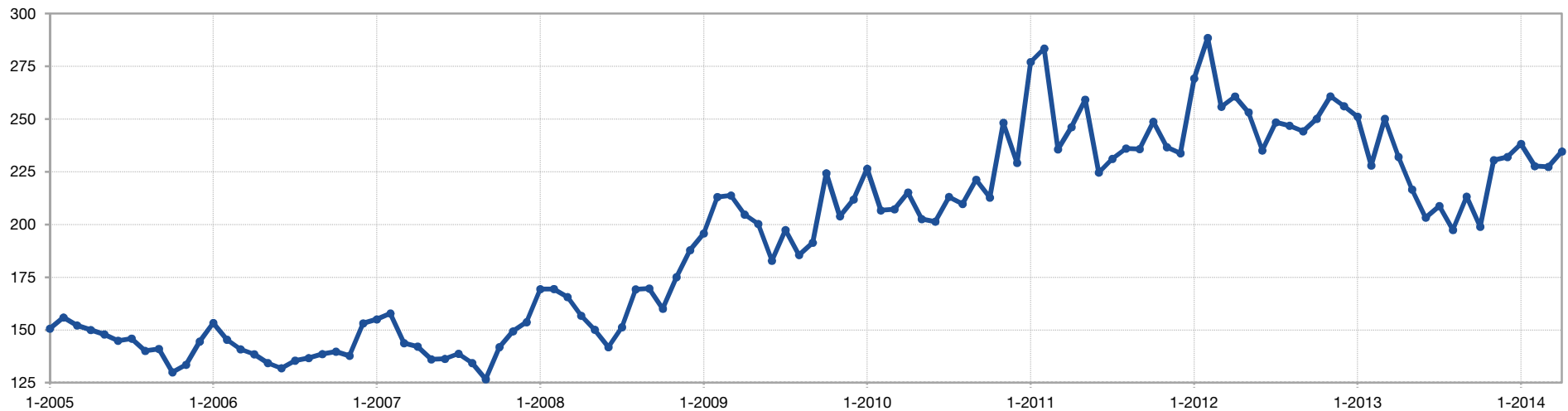


Year to Date



	Affordability Index	Prior Year	Percent Change
May 2013	217	253	-14.2%
June 2013	203	235	-13.6%
July 2013	209	248	-15.7%
August 2013	197	247	-20.2%
September 2013	213	244	-12.7%
October 2013	199	250	-20.4%
November 2013	231	261	-11.5%
December 2013	232	256	-9.4%
January 2014	238	251	-5.2%
February 2014	228	228	0.0%
March 2014	227	250	-9.2%
April 2014	235	232	+1.3%
12-Month Avg	219	246	-11.0%

Historical Housing Affordability Index by Month

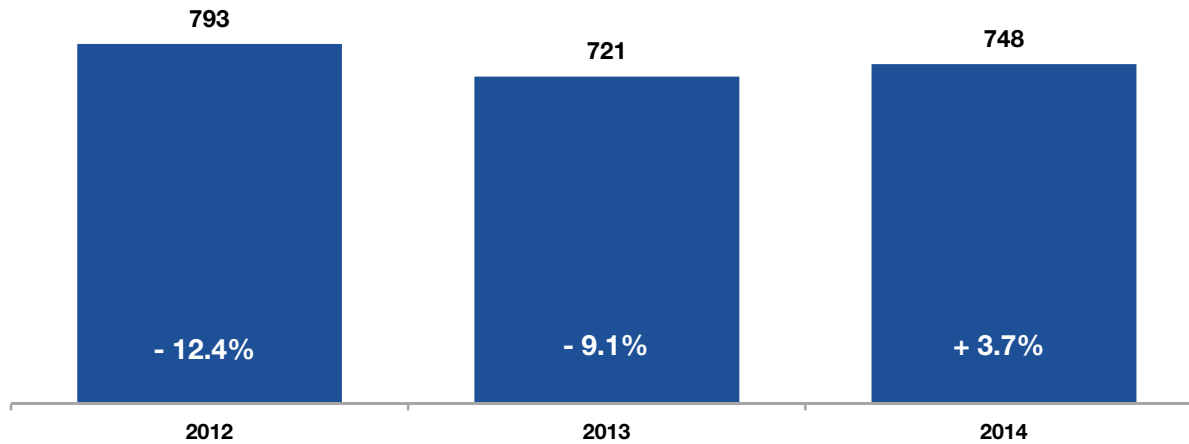


Inventory of Homes for Sale

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

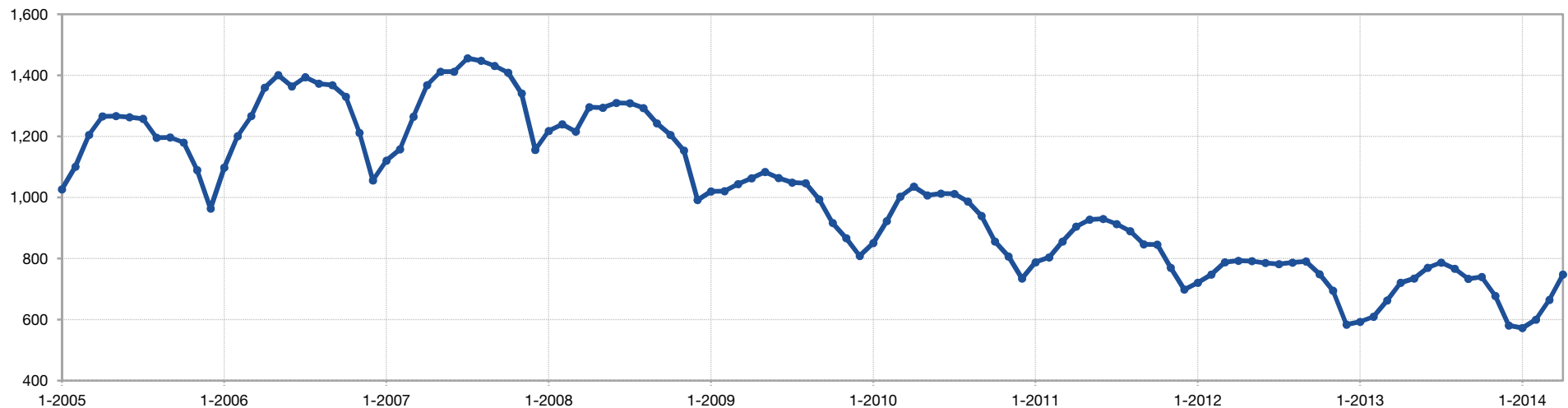


April



Homes for Sale		Prior Year	Percent Change
May 2013	735	792	-7.2%
June 2013	770	786	-2.0%
July 2013	787	782	+0.6%
August 2013	767	787	-2.5%
September 2013	734	791	-7.2%
October 2013	740	749	-1.2%
November 2013	678	695	-2.4%
December 2013	581	584	-0.5%
January 2014	573	593	-3.4%
February 2014	600	610	-1.6%
March 2014	665	663	+0.3%
April 2014	748	721	+3.7%
12-Month Avg	698	713	-2.1%

Historical Inventory of Homes for Sale by Month

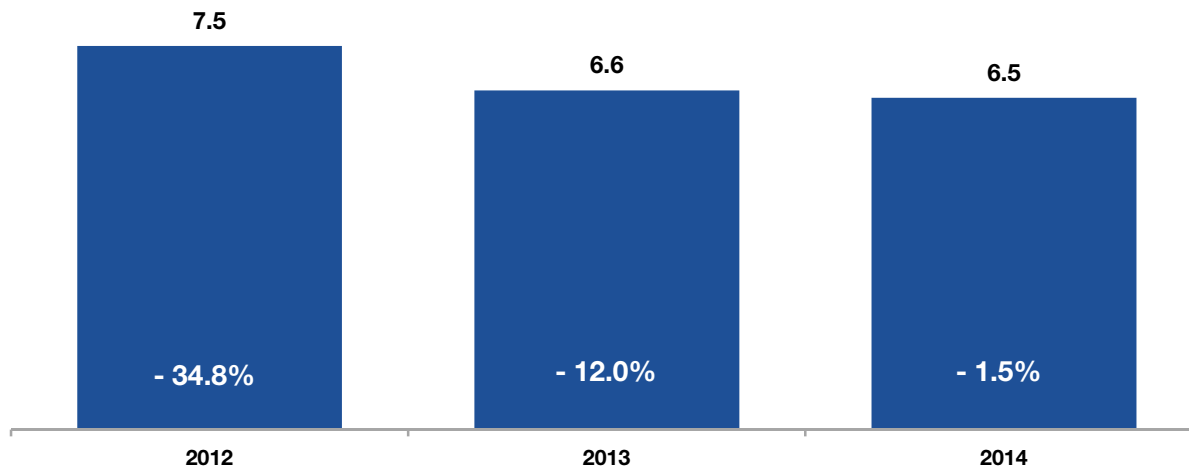


Months Supply of Inventory

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.

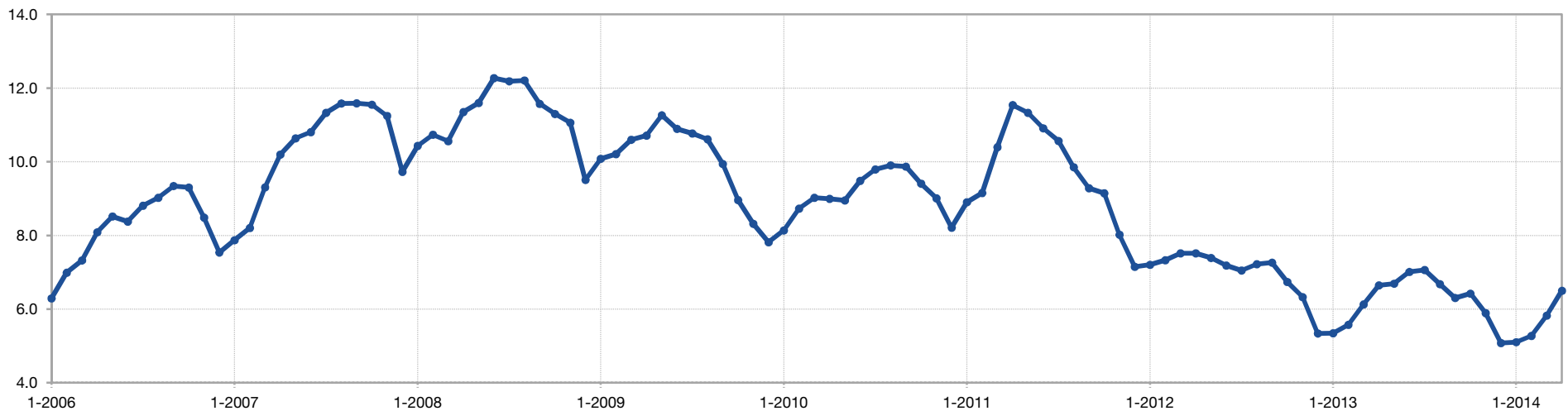


April



Months Supply	Prior Year	Percent Change
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	5.3	-3.8%
February 2014	5.6	-5.4%
March 2014	6.1	-4.9%
April 2014	6.6	-1.5%
12-Month Avg	6.5	-4.6%

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 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	YTD 2013	YTD 2014	+ / -	4-2013	4-2014	+ / -	4-2013	4-2014	+ / -
Albany	19	25	+31.6%	11	18	+63.6%	\$120,000	\$139,967	+16.6%	26	22	-15.4%	5.4	5.4	-0.5%
Avon	32	31	-3.1%	13	9	-30.8%	\$152,000	\$100,000	-34.2%	30	32	+6.7%	8.2	7.4	-9.0%
Clearwater	33	31	-6.1%	17	17	0.0%	\$117,500	\$154,400	+31.4%	41	23	-43.9%	8.2	3.9	-52.6%
Cold Spring	58	67	+15.5%	18	24	+33.3%	\$137,000	\$181,000	+32.1%	65	79	+21.5%	9.5	9.2	-3.2%
Eden Lake Twp	4	4	0.0%	0	0	--	\$0	\$0	--	4	4	0.0%	4.0	4.0	0.0%
Eden Valley	25	28	+12.0%	13	12	-7.7%	\$120,000	\$66,100	-44.9%	24	32	+33.3%	6.5	10.1	+55.0%
Fair Haven Twp	3	2	-33.3%	2	1	-50.0%	\$127,450	\$43,900	-65.6%	2	1	-50.0%	1.6	1.0	-37.5%
Foley	38	44	+15.8%	21	17	-19.0%	\$118,000	\$119,000	+0.8%	34	42	+23.5%	5.7	7.2	+25.3%
Freeport	13	17	+30.8%	6	6	0.0%	\$145,932	\$138,450	-5.1%	8	17	+112.5%	3.6	9.4	+159.7%
Holdingford	11	9	-18.2%	6	7	+16.7%	\$112,400	\$150,000	+33.5%	14	13	-7.1%	7.5	5.1	-31.9%
Kimball	27	19	-29.6%	16	10	-37.5%	\$90,950	\$115,038	+26.5%	32	35	+9.4%	8.2	8.0	-2.0%
Maine Prairie Twp	0	0	--	0	1	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	29	24	-17.2%	8	14	+75.0%	\$107,500	\$117,000	+8.8%	37	33	-10.8%	13.1	6.5	-50.6%
Paynesville	40	30	-25.0%	7	14	+100.0%	\$157,000	\$119,200	-24.1%	36	32	-11.1%	14.9	7.8	-47.4%
Rice	48	59	+22.9%	25	19	-24.0%	\$145,000	\$158,000	+9.0%	60	57	-5.0%	8.4	9.1	+8.9%
Richmond	38	32	-15.8%	13	12	-7.7%	\$175,000	\$187,500	+7.1%	59	39	-33.9%	11.4	6.7	-41.5%
Rockville	11	11	0.0%	2	4	+100.0%	\$69,950	\$229,950	+228.7%	10	12	+20.0%	6.4	5.1	-20.0%
Sartell	141	161	+14.2%	54	84	+55.6%	\$172,700	\$172,000	-0.4%	146	131	-10.3%	7.7	5.3	-31.0%
Sauk Centre	56	39	-30.4%	28	17	-39.3%	\$149,825	\$77,000	-48.6%	58	55	-5.2%	8.0	10.0	+25.0%
Sauk Rapids	104	137	+31.7%	50	43	-14.0%	\$142,000	\$139,750	-1.6%	95	125	+31.6%	6.2	7.5	+21.0%
St. Cloud	428	437	+2.1%	215	178	-17.2%	\$119,450	\$113,400	-5.1%	391	427	+9.2%	6.5	7.0	+8.2%
St. Joseph	56	48	-14.3%	21	20	-4.8%	\$137,000	\$139,700	+2.0%	55	44	-20.0%	6.7	5.4	-18.4%
St. Augusta	24	11	-54.2%	5	2	-60.0%	\$237,900	\$243,700	+2.4%	23	16	-30.4%	6.6	5.5	-16.3%
Waite Park	30	30	0.0%	23	16	-30.4%	\$126,750	\$90,000	-29.0%	34	21	-38.2%	5.3	4.2	-20.3%
Wakefield Twp	3	2	-33.3%	2	0	-100.0%	\$248,268	\$0	-100.0%	2	2	0.0%	2.0	1.3	-33.3%