

# Monthly Indicators



## June 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

**+ 16.7%**      **+ 6.6%**      **+ 8.0%**

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.

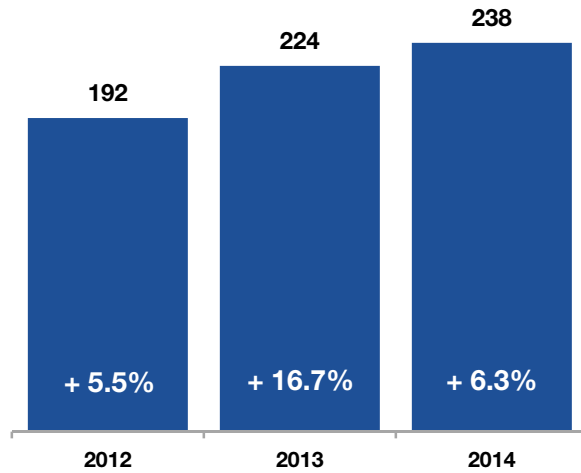
Key Metrics	Historical Sparkbars	6-2013	6-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
<b>New Listings</b>		224	<b>238</b>	+ 6.3%	1,202	<b>1,298</b>	+ 8.0%
<b>Pending Sales</b>		136	<b>156</b>	+ 14.7%	729	<b>762</b>	+ 4.5%
<b>Closed Sales</b>		144	<b>168</b>	+ 16.7%	646	<b>645</b>	- 0.2%
<b>Days on Market</b>		105	<b>83</b>	- 21.0%	100	<b>86</b>	- 14.0%
<b>Median Sales Price</b>		\$145,408	<b>\$155,000</b>	+ 6.6%	\$139,000	<b>\$145,000</b>	+ 4.3%
<b>Average Sales Price</b>		\$161,478	<b>\$173,363</b>	+ 7.4%	\$149,861	<b>\$159,699</b>	+ 6.6%
<b>Pct. of Orig. Price Received</b>		92.8%	<b>95.0%</b>	+ 2.4%	93.1%	<b>93.8%</b>	+ 0.8%
<b>Affordability Index</b>		203	<b>210</b>	+ 3.4%	213	<b>224</b>	+ 5.2%
<b>Homes for Sale</b>		763	<b>824</b>	+ 8.0%	--	<b>--</b>	--
<b>Months Supply</b>		7.0	<b>7.1</b>	+ 1.4%	--	<b>--</b>	--

# New Listings

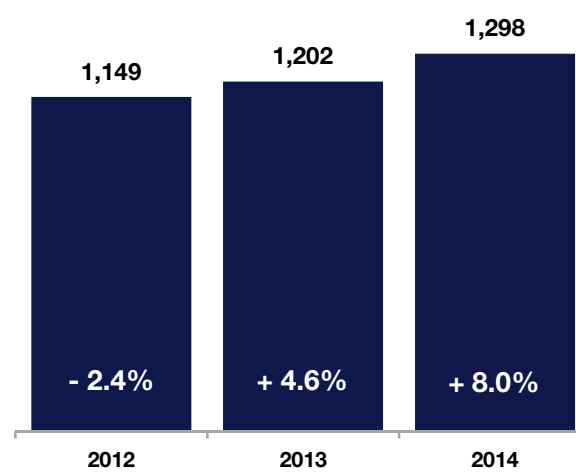
A count of the properties that have been newly listed on the market in a given month.



## June



## Year to Date



	New Listings	Prior Year	Percent Change
July 2013	211	177	+19.2%
August 2013	187	178	+5.1%
September 2013	163	167	-2.4%
October 2013	187	150	+24.7%
November 2013	97	128	-24.2%
December 2013	65	79	-17.7%
January 2014	116	152	-23.7%
February 2014	180	154	+16.9%
March 2014	231	203	+13.8%
April 2014	283	244	+16.0%
May 2014	250	225	+11.1%
<b>June 2014</b>	<b>238</b>	<b>224</b>	<b>+6.3%</b>
12-Month Avg	184	173	+6.4%

## Historical New Listings by Month

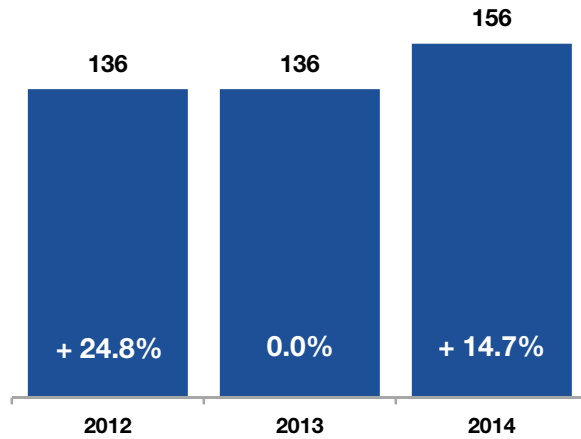


# Pending Sales

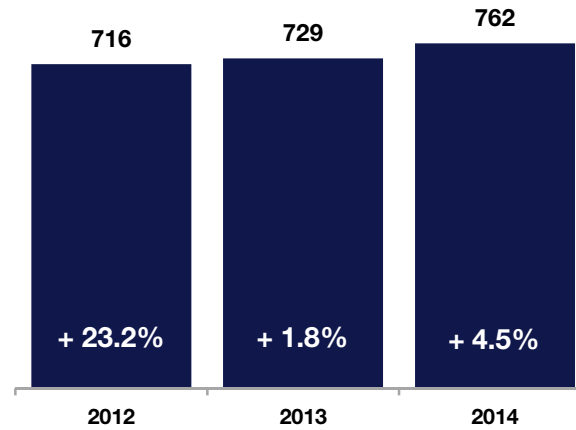
A count of the properties on which offers have been accepted in a given month.



## June

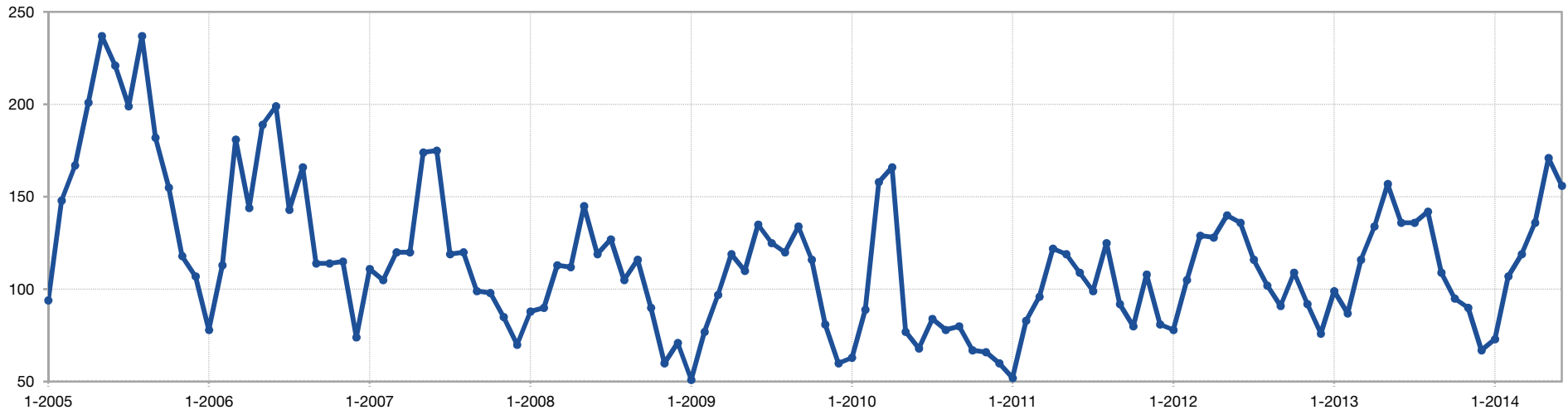


## Year to Date



	Pending Sales	Prior Year	Percent Change
July 2013	136	116	+17.2%
August 2013	142	102	+39.2%
September 2013	109	91	+19.8%
October 2013	95	109	-12.8%
November 2013	90	92	-2.2%
December 2013	67	76	-11.8%
January 2014	73	99	-26.3%
February 2014	107	87	+23.0%
March 2014	119	116	+2.6%
April 2014	136	134	+1.5%
May 2014	171	157	+8.9%
<b>June 2014</b>	<b>156</b>	<b>136</b>	<b>+14.7%</b>
12-Month Avg	117	110	+6.4%

## Historical Pending Sales by Month

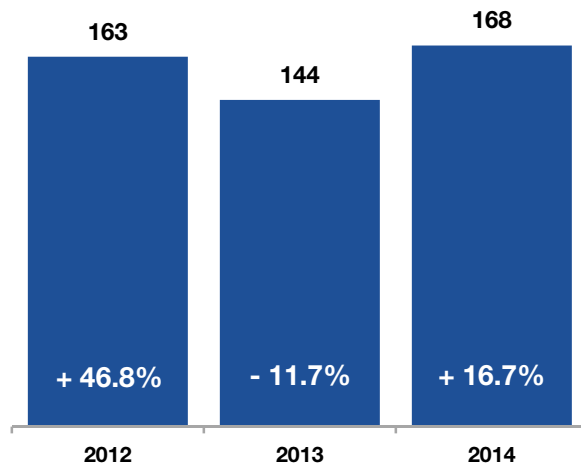


# Closed Sales

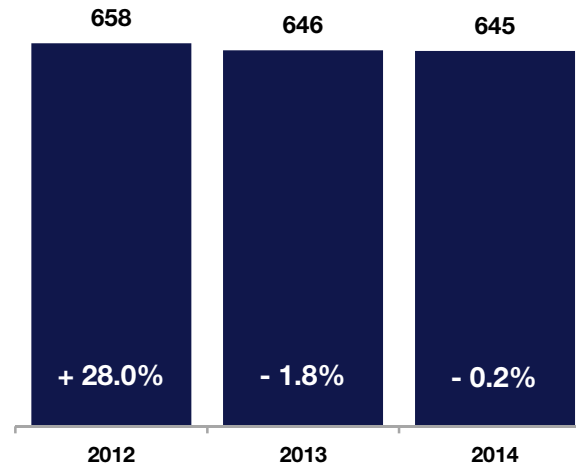
A count of the actual sales that closed in a given month.



## June

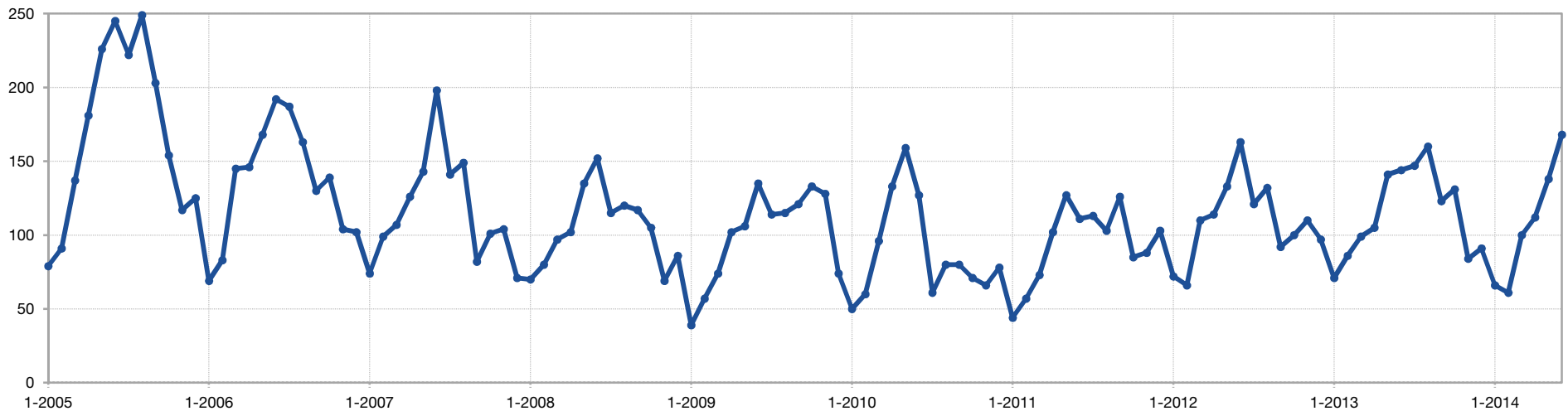


## Year to Date



Closed Sales	Prior Year	Percent Change
July 2013	121	+21.5%
August 2013	132	+21.2%
September 2013	92	+33.7%
October 2013	100	+31.0%
November 2013	110	-23.6%
December 2013	97	-6.2%
January 2014	71	-7.0%
February 2014	86	-29.1%
March 2014	99	+1.0%
April 2014	105	+6.7%
May 2014	141	-2.1%
<b>June 2014</b>	<b>144</b>	<b>+16.7%</b>
12-Month Avg	115	+6.5%

## Historical Closed Sales by Month

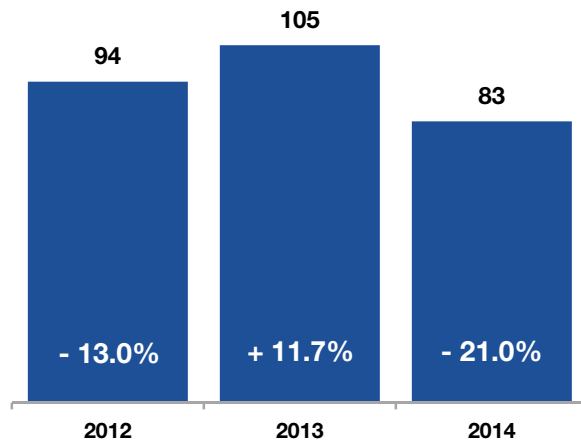


# Days on Market Until Sale

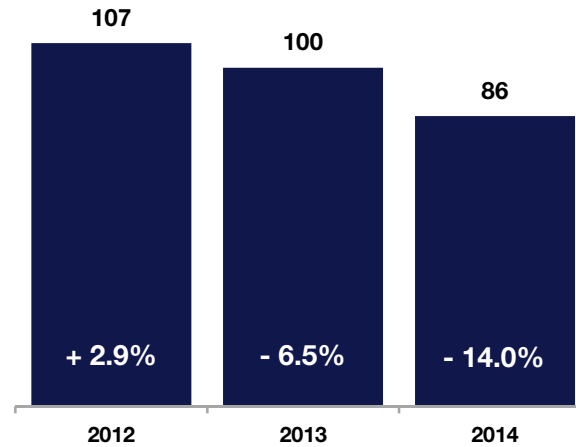
Average number of days between when a property is listed and when an offer is accepted in a given month.



## June

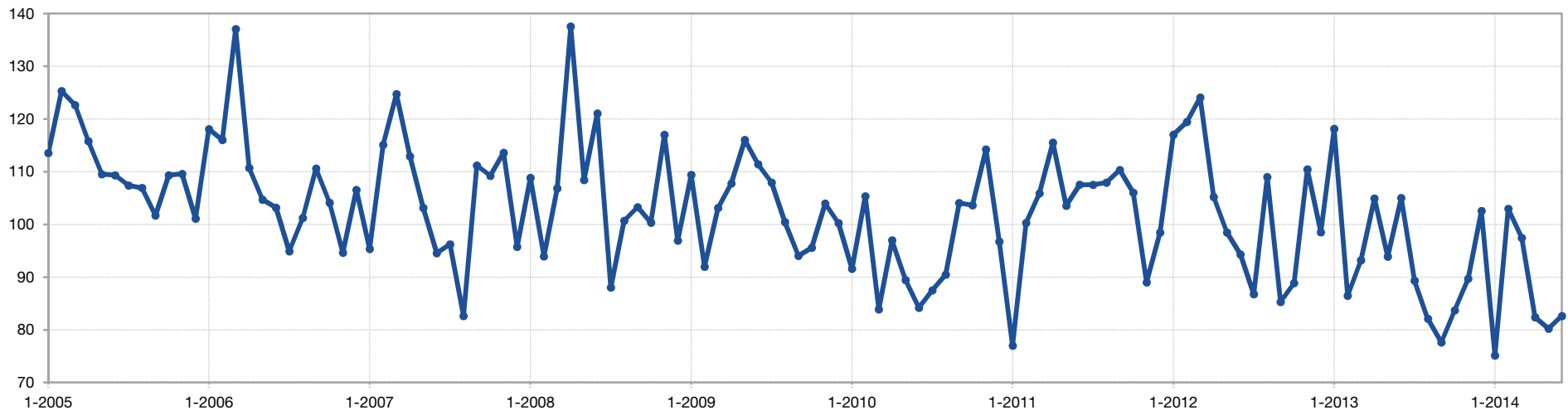


## Year to Date



Days on Market	Prior Year	Percent Change
July 2013	89	87 +2.3%
August 2013	82	109 -24.8%
September 2013	78	85 -8.2%
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	93 +4.3%
April 2014	82	105 -21.9%
May 2014	80	94 -14.9%
<b>June 2014</b>	<b>83</b>	<b>105 -21.0%</b>
12-Month Avg	87	98 -11.2%

## Historical Days on Market Until Sale by Month

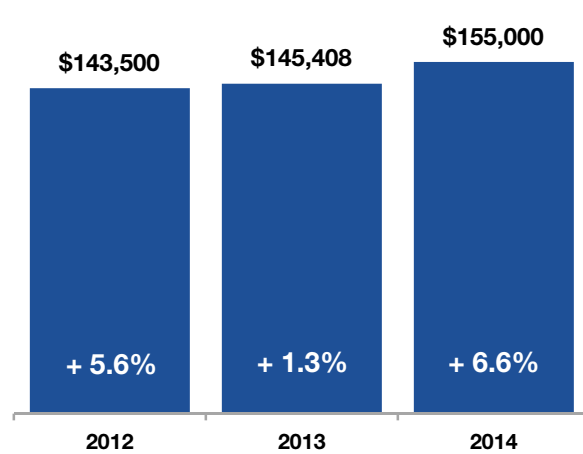


# Median Sales Price

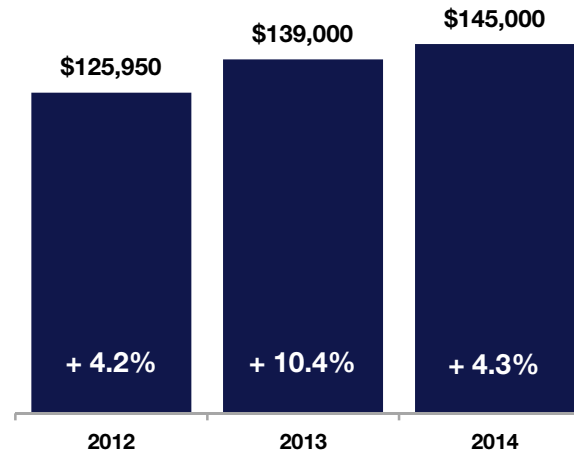


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

## June

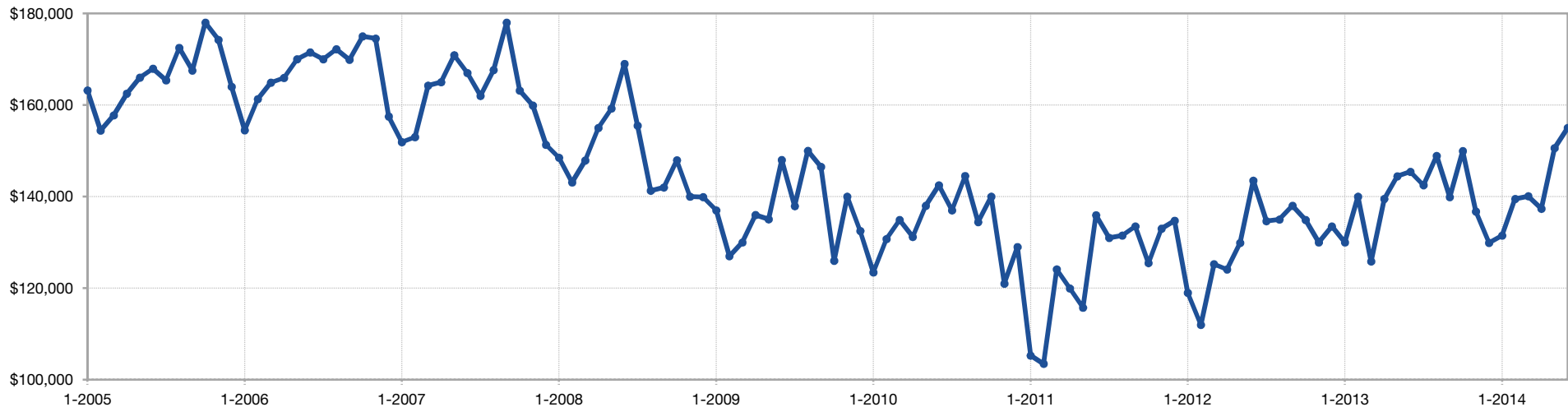


## Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2013	\$142,500	\$134,650	+5.8%
August 2013	\$148,900	\$135,000	+10.3%
September 2013	\$139,900	\$138,000	+1.4%
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	\$125,850	+11.3%
April 2014	\$137,350	\$139,500	-1.5%
May 2014	\$150,600	\$144,450	+4.3%
<b>June 2014</b>	<b>\$155,000</b>	<b>\$145,408</b>	<b>+6.6%</b>
12-Month Avg	\$141,829	\$135,938	+4.3%

## Historical Median Sales Price by Month

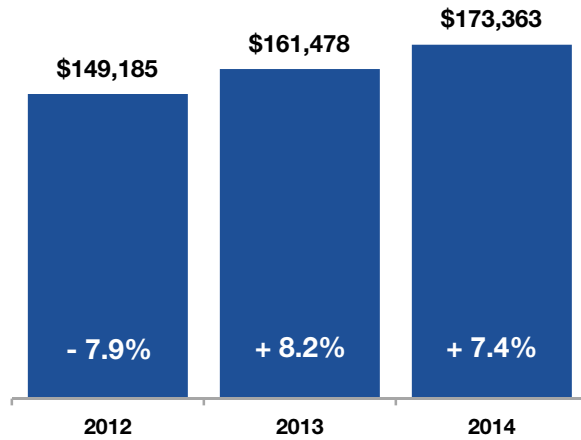


# Average Sales Price

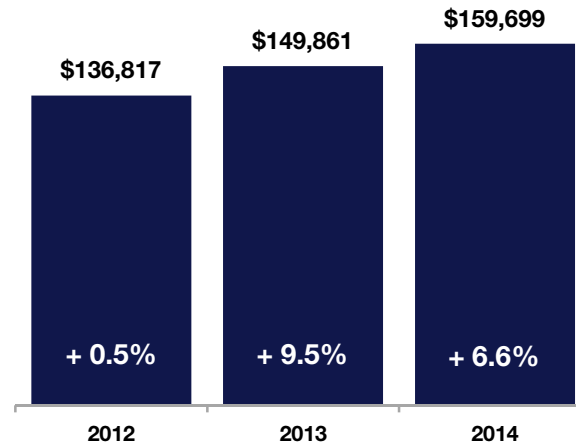
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## June

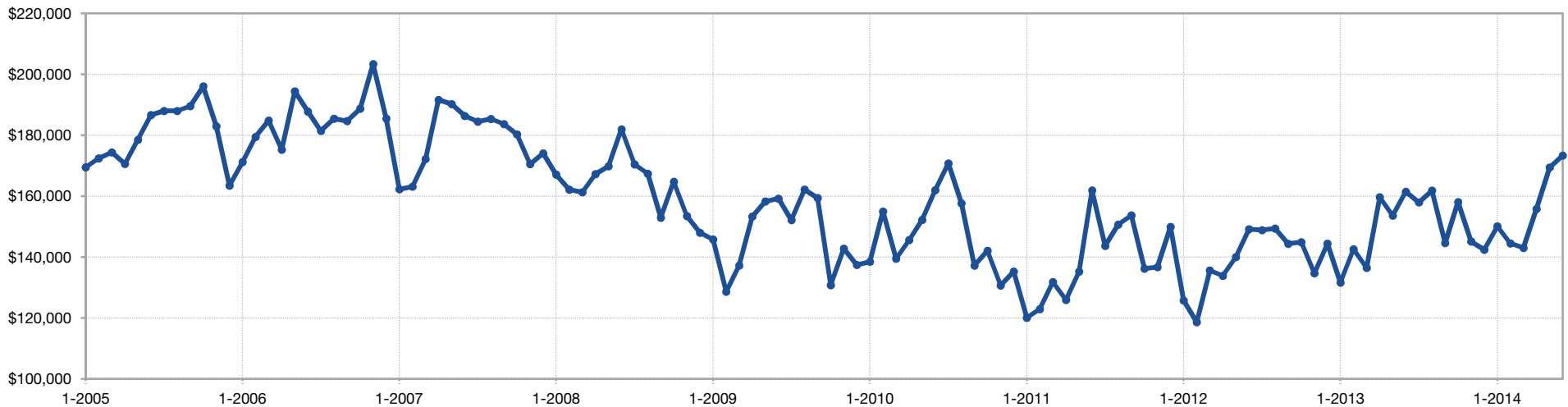


## Year to Date



	Average Sales Price	Prior Year	Percent Change
July 2013	\$157,991	\$148,864	+6.1%
August 2013	\$161,873	\$149,405	+8.3%
September 2013	\$144,630	\$144,388	+0.2%
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	\$136,516	+4.8%
April 2014	\$155,854	\$159,690	-2.4%
May 2014	\$169,448	\$153,630	+10.3%
<b>June 2014</b>	<b>\$173,363</b>	<b>\$161,478</b>	<b>+7.4%</b>
12-Month Avg	\$153,881	\$146,029	+5.4%

## Historical Average Sales Price by Month



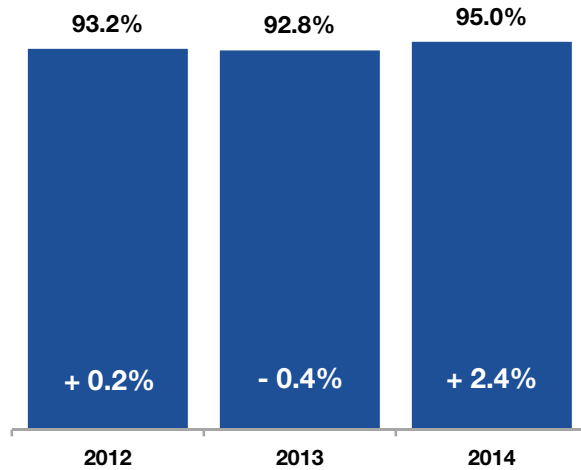


# Percent of Original List Price Received

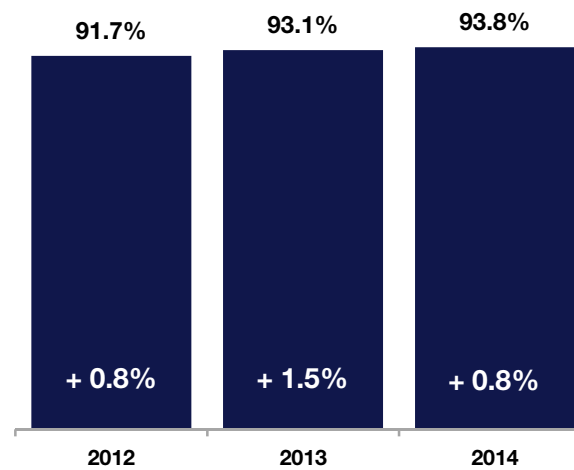


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## June

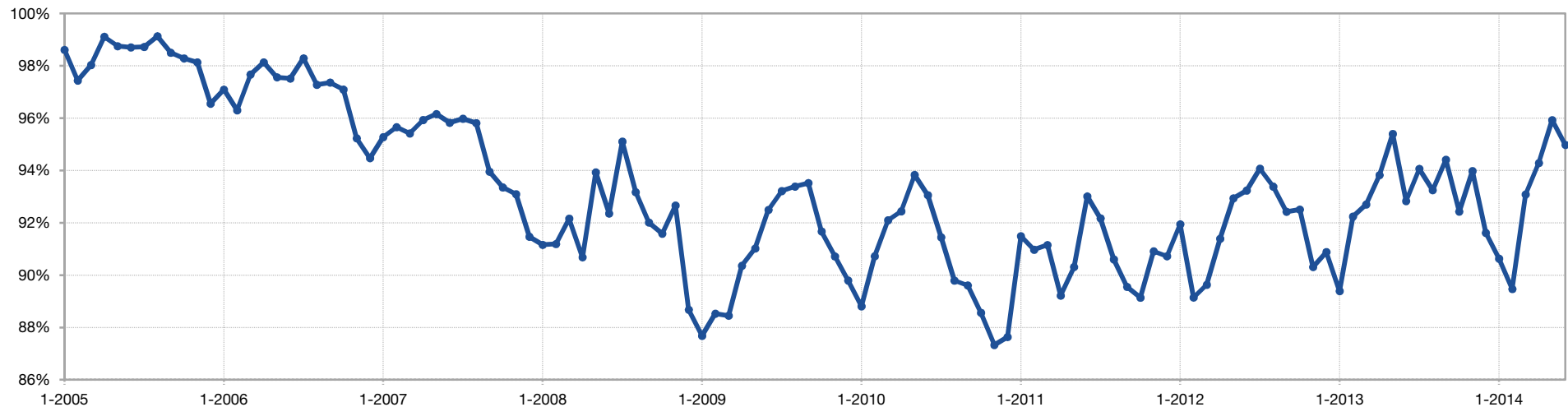


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	92.7%	+0.4%
April 2014	94.3%	93.8%	+0.5%
May 2014	95.9%	95.4%	+0.5%
<b>June 2014</b>	<b>95.0%</b>	<b>92.8%</b>	<b>+2.4%</b>
12-Month Avg	93.2%	92.5%	+0.8%

## Historical Percent of Original List Price Received by Month

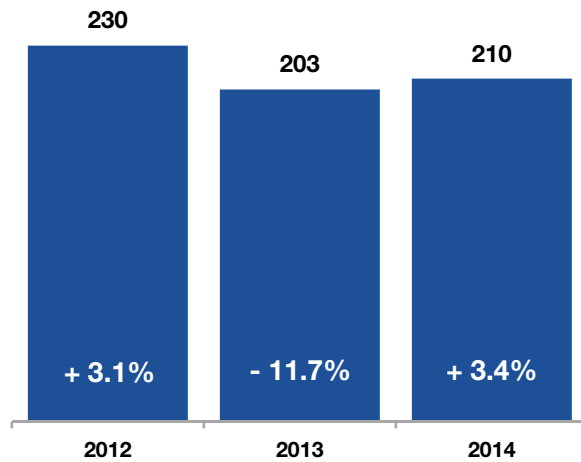


# Housing Affordability Index

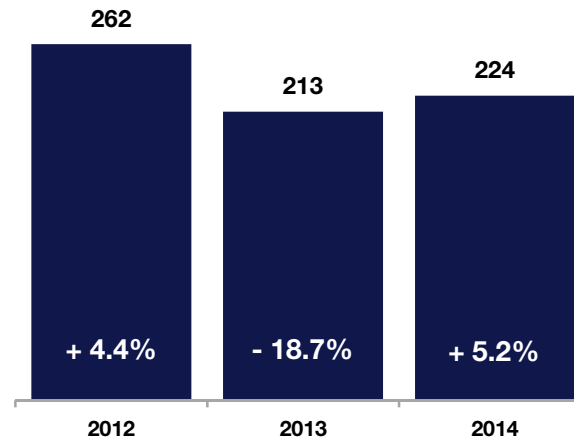


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## June

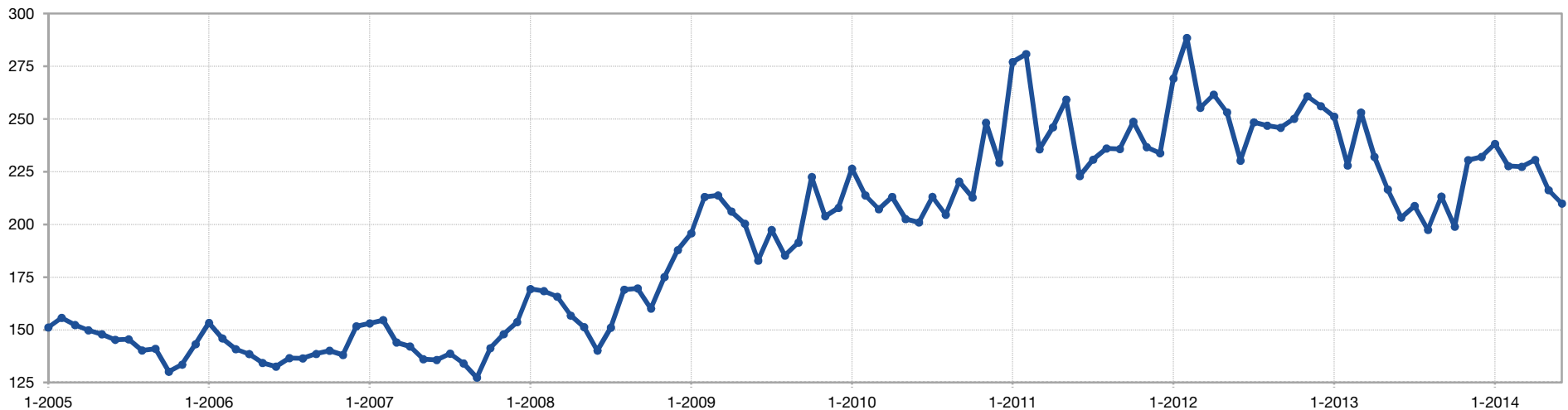


## Year to Date



	Affordability Index	Prior Year	Percent Change
July 2013	209	248	-15.7%
August 2013	197	247	-20.2%
September 2013	213	246	-13.4%
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	253	-10.3%
April 2014	231	232	-0.4%
May 2014	216	217	-0.5%
<b>June 2014</b>	<b>210</b>	<b>203</b>	<b>+3.4%</b>
12-Month Avg	219	241	-9.1%

## Historical Housing Affordability Index by Month

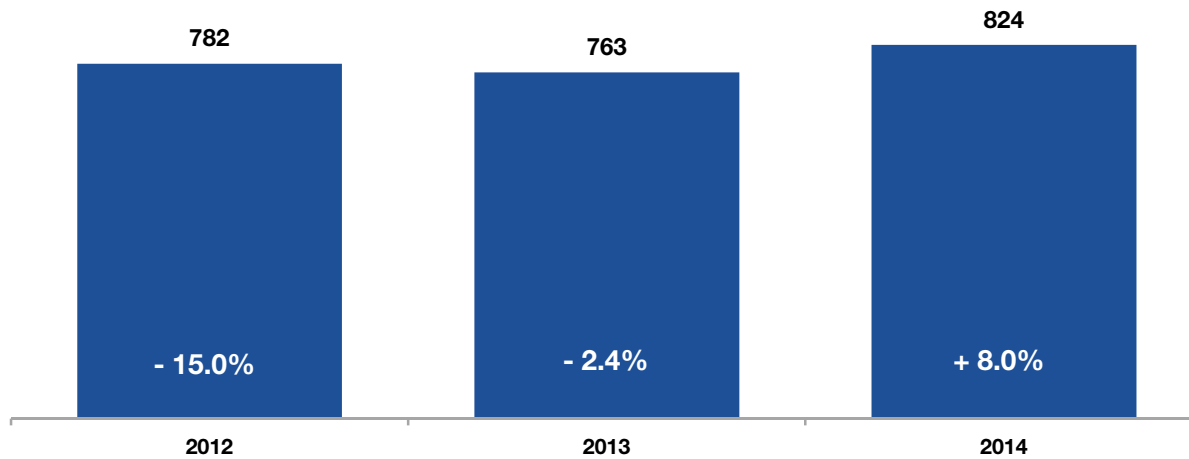


# Inventory of Homes for Sale

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

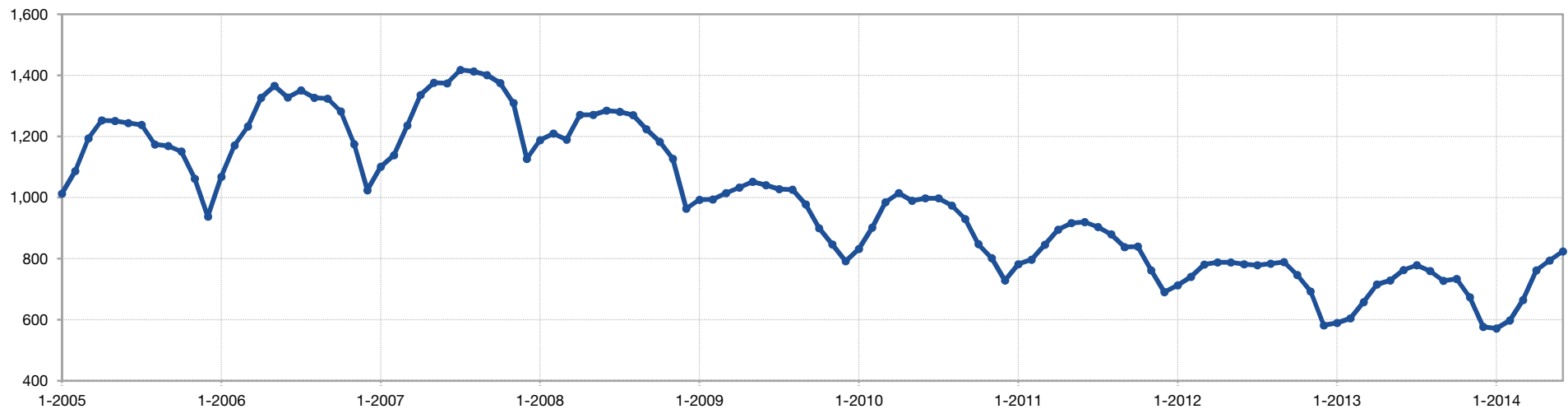


## June



Homes for Sale	Prior Year	Percent Change
July 2013	779	0.0%
August 2013	784	-3.1%
September 2013	789	-7.7%
October 2013	747	-1.7%
November 2013	693	-2.7%
December 2013	582	-0.9%
January 2014	590	-3.1%
February 2014	605	-1.2%
March 2014	658	+1.1%
April 2014	716	+6.4%
May 2014	729	+8.9%
<b>June 2014</b>	<b>763</b>	<b>+8.0%</b>
12-Month Avg	706	+0.4%

## Historical Inventory of Homes for Sale by Month

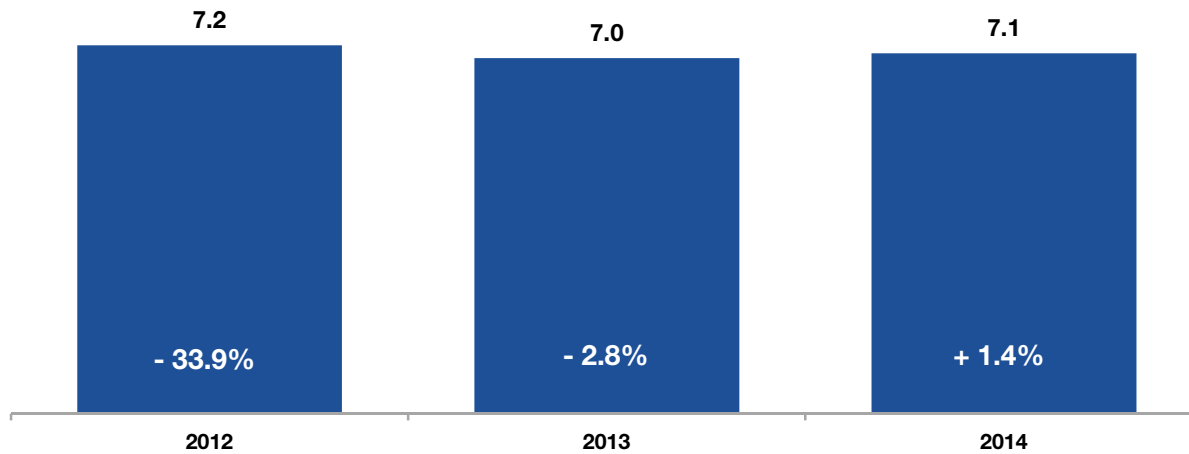


# Months Supply of Inventory

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.

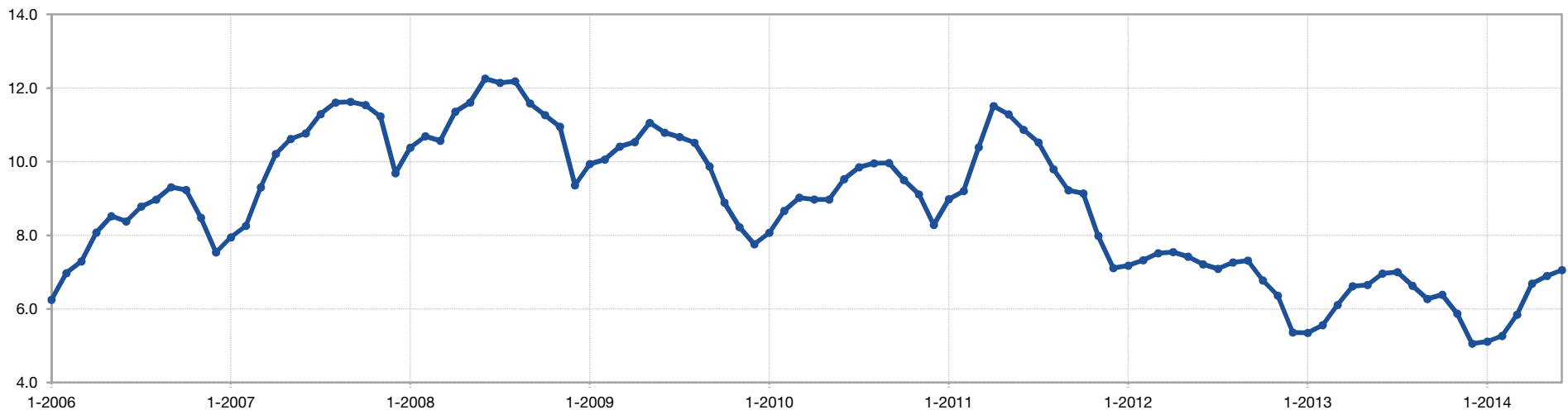


## June



Months Supply		Prior Year	Percent Change
July 2013	7.0	7.1	-1.4%
August 2013	6.6	7.3	-9.6%
September 2013	6.3	7.3	-13.7%
October 2013	6.4	6.8	-5.9%
November 2013	5.9	6.4	-7.8%
December 2013	5.1	5.4	-5.6%
January 2014	5.1	5.4	-5.6%
February 2014	5.3	5.6	-5.4%
March 2014	5.8	6.1	-4.9%
April 2014	6.7	6.6	+1.5%
May 2014	6.9	6.7	+3.0%
<b>June 2014</b>	<b>7.1</b>	<b>7.0</b>	<b>+1.4%</b>
12-Month Avg	6.2	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	+ / -	6-2013	6-2014	+ / -	6-2013	6-2014	+ / -
Albany	30	43	+43.3%	20	26	+30.0%	\$120,000	\$133,000	+10.8%	26	21	-19.2%	5.5	4.4	-20.1%
Avon	52	48	-7.7%	23	17	-26.1%	\$152,000	\$163,266	+7.4%	34	34	0.0%	10.2	7.6	-25.9%
Clearwater	57	46	-19.3%	28	34	+21.4%	\$146,000	\$154,825	+6.0%	42	24	-42.9%	7.8	4.5	-42.0%
Cold Spring	100	111	+11.0%	38	48	+26.3%	\$149,500	\$177,450	+18.7%	81	80	-1.2%	11.2	8.2	-26.6%
Eden Lake Twp	5	13	+160.0%	0	0	--	\$0	\$0	--	5	13	+160.0%	5.0	13.0	+160.0%
Eden Valley	41	48	+17.1%	20	19	-5.0%	\$123,290	\$69,400	-43.7%	26	35	+34.6%	7.0	10.1	+44.2%
Fair Haven Twp	3	4	+33.3%	4	1	-75.0%	\$127,450	\$43,900	-65.6%	1	2	+100.0%	0.8	2.0	+140.0%
Foley	56	72	+28.6%	37	28	-24.3%	\$117,500	\$124,450	+5.9%	30	43	+43.3%	4.6	7.3	+57.5%
Freeport	19	25	+31.6%	11	10	-9.1%	\$140,000	\$130,950	-6.5%	10	13	+30.0%	5.0	5.3	+5.9%
Holdingford	15	17	+13.3%	11	12	+9.1%	\$112,400	\$178,500	+58.8%	11	15	+36.4%	5.2	6.0	+14.5%
Kimball	47	36	-23.4%	25	19	-24.0%	\$120,500	\$117,200	-2.7%	40	22	-45.0%	8.6	4.4	-49.0%
Maine Prairie Twp	1	0	-100.0%	0	1	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Melrose	48	38	-20.8%	20	20	0.0%	\$122,000	\$127,900	+4.8%	40	33	-17.5%	11.3	7.0	-38.1%
Paynesville	61	57	-6.6%	17	18	+5.9%	\$157,000	\$123,900	-21.1%	39	51	+30.8%	12.6	15.7	+24.1%
Rice	69	87	+26.1%	44	38	-13.6%	\$147,400	\$153,500	+4.1%	61	59	-3.3%	9.2	8.6	-5.6%
Richmond	68	74	+8.8%	22	31	+40.9%	\$172,500	\$217,000	+25.8%	64	62	-3.1%	11.5	11.3	-1.7%
Rockville	22	18	-18.2%	5	7	+40.0%	\$84,900	\$176,900	+108.4%	16	11	-31.3%	9.8	5.2	-46.8%
Sartell	229	260	+13.5%	122	160	+31.1%	\$165,900	\$175,000	+5.5%	145	144	-0.7%	7.4	5.7	-23.6%
Sauk Centre	84	73	-13.1%	46	26	-43.5%	\$144,325	\$90,750	-37.1%	61	63	+3.3%	8.6	11.5	+33.0%
Sauk Rapids	179	207	+15.6%	89	90	+1.1%	\$145,500	\$144,950	-0.4%	114	133	+16.7%	7.1	7.7	+8.7%
Saint Cloud	669	698	+4.3%	353	322	-8.8%	\$123,500	\$122,000	-1.2%	422	480	+13.7%	7.0	7.9	+12.8%
Saint Joseph	78	83	+6.4%	45	41	-8.9%	\$143,000	\$157,700	+10.3%	47	42	-10.6%	5.7	5.1	-9.7%
Saint Augusta	33	23	-30.3%	15	12	-20.0%	\$175,000	\$186,900	+6.8%	20	22	+10.0%	5.1	9.3	+81.5%
Waite Park	47	50	+6.4%	37	32	-13.5%	\$124,951	\$115,000	-8.0%	35	25	-28.6%	5.9	4.8	-18.3%
Wakefield Twp	4	1	-75.0%	2	0	-100.0%	\$248,268	\$0	-100.0%	2	1	-50.0%	2.0	0.7	-66.7%