

Monthly Indicators



July 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

+ 13.6% **+ 9.5%** **+ 5.6%**

One-Year Change in One-Year Change in One-Year Change in
Closed Sales Median Sales Price 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.

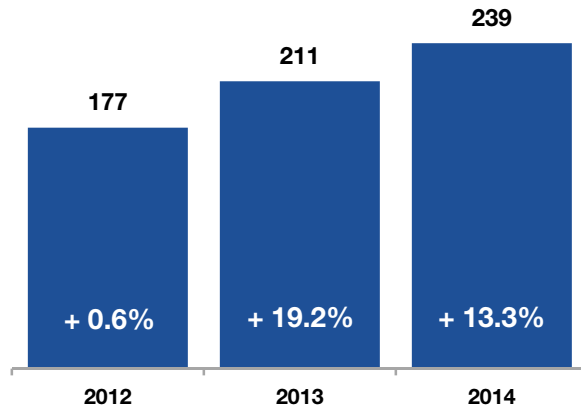
Key Metrics	Historical Sparkbars	7-2013	7-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		211	239	+ 13.3%	1,413	1,538	+ 8.8%
Pending Sales		136	164	+ 20.6%	865	924	+ 6.8%
Closed Sales		147	167	+ 13.6%	793	813	+ 2.5%
Days on Market		89	78	- 12.4%	98	84	- 14.3%
Median Sales Price		\$142,500	\$156,000	+ 9.5%	\$140,000	\$146,900	+ 4.9%
Average Sales Price		\$157,991	\$186,907	+ 18.3%	\$151,380	\$165,200	+ 9.1%
Pct. of Orig. Price Received		94.1%	95.7%	+ 1.7%	93.3%	94.2%	+ 1.0%
Affordability Index		209	208	- 0.5%	213	221	+ 3.8%
Homes for Sale		779	823	+ 5.6%	--	--	--
Months Supply		7.0	6.9	- 1.4%	--	--	--

New Listings

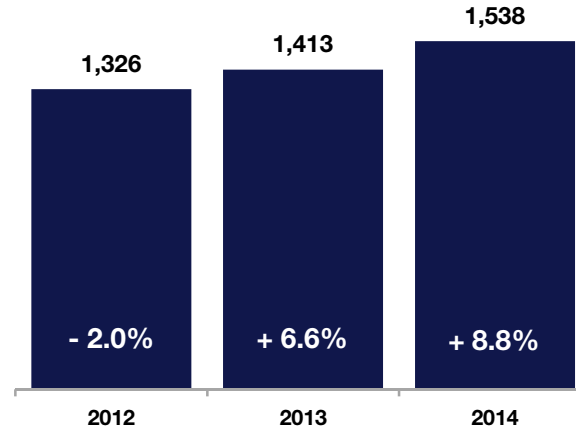
A count of the properties that have been newly listed on the market in a given month.



July



Year to Date



	New Listings	Prior Year	Percent Change
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	251	225	+11.6%
June 2014	238	224	+6.3%
July 2014	239	211	+13.3%
12-Month Avg	186	176	+5.7%

Historical New Listings by Month

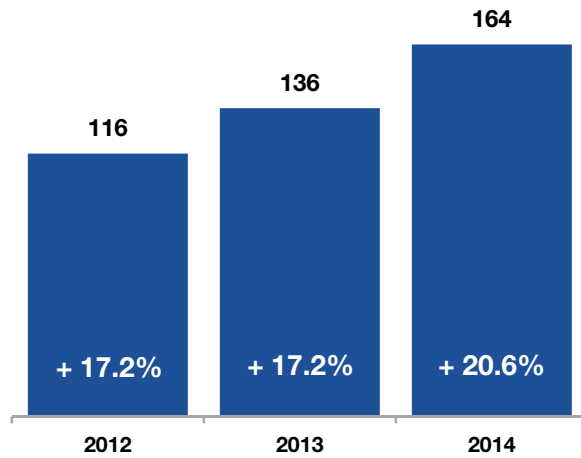


Pending Sales

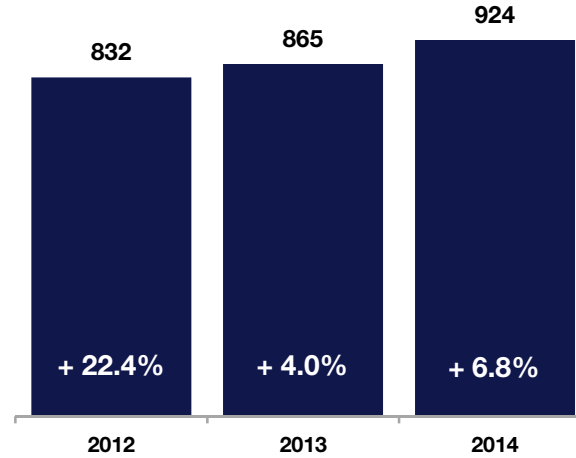
A count of the properties on which offers have been accepted in a given month.



July

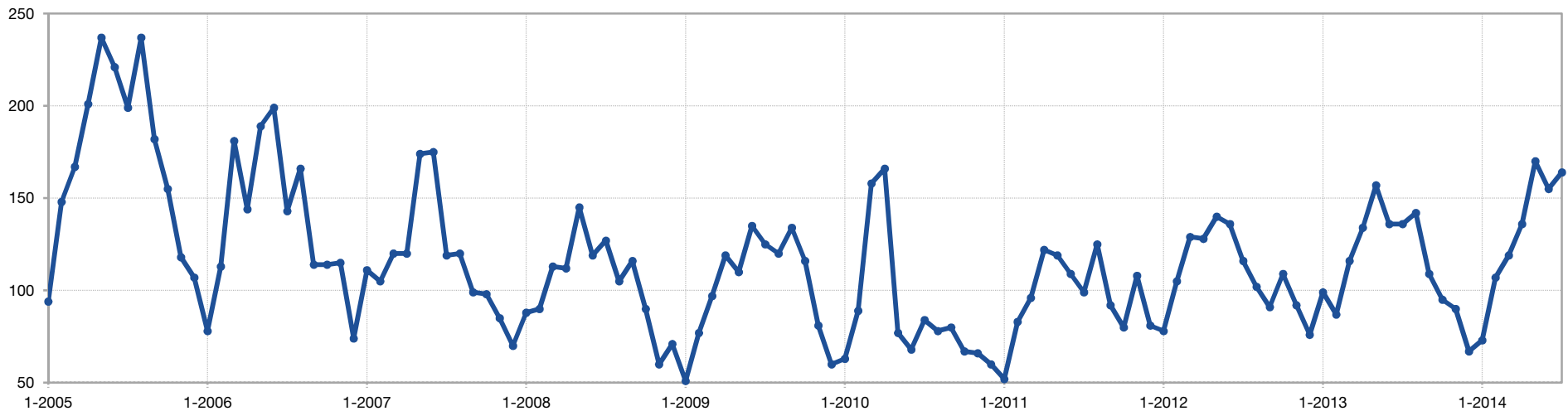


Year to Date



	Pending Sales	Prior Year	Percent Change
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	170	157	+8.3%
June 2014	155	136	+14.0%
July 2014	164	136	+20.6%
12-Month Avg	119	111	+7.2%

Historical Pending Sales by Month

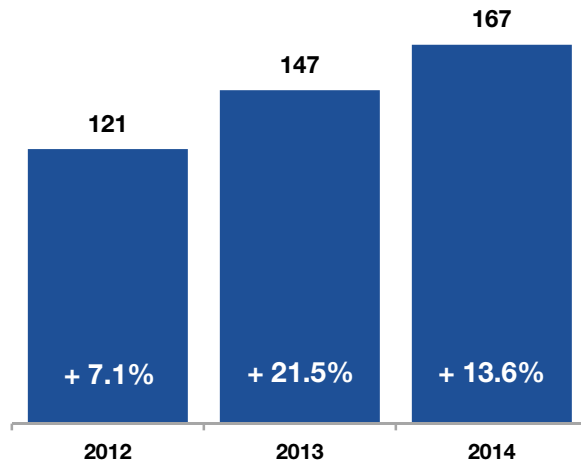


Closed Sales

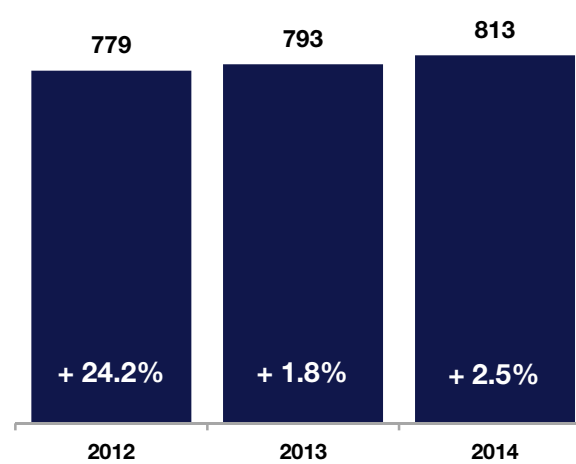
A count of the actual sales that closed in a given month.



July



Year to Date



	Closed Sales	Prior Year	Percent Change
August 2013	160	132	+21.2%
September 2013	123	92	+33.7%
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	99	+1.0%
April 2014	112	105	+6.7%
May 2014	138	141	-2.1%
June 2014	169	144	+17.4%
July 2014	167	147	+13.6%
12-Month Avg	117	110	+6.4%

Historical Closed Sales by Month

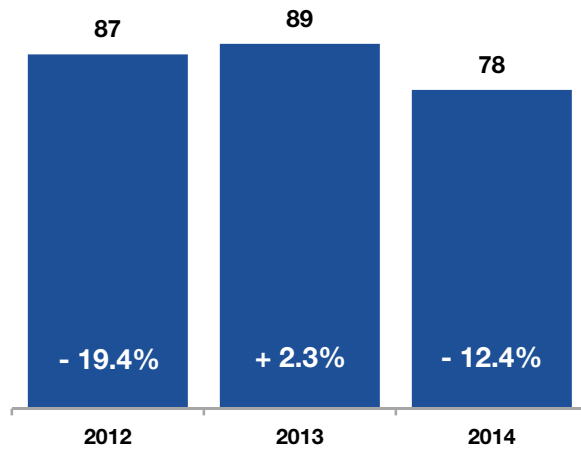


Days on Market Until Sale

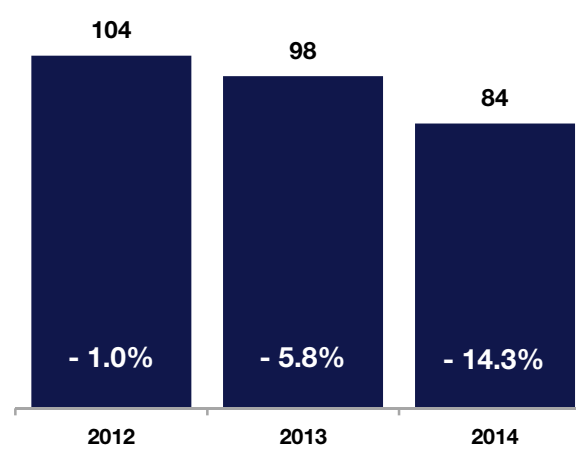
Average number of days between when a property is listed and when an offer is accepted in a given month.



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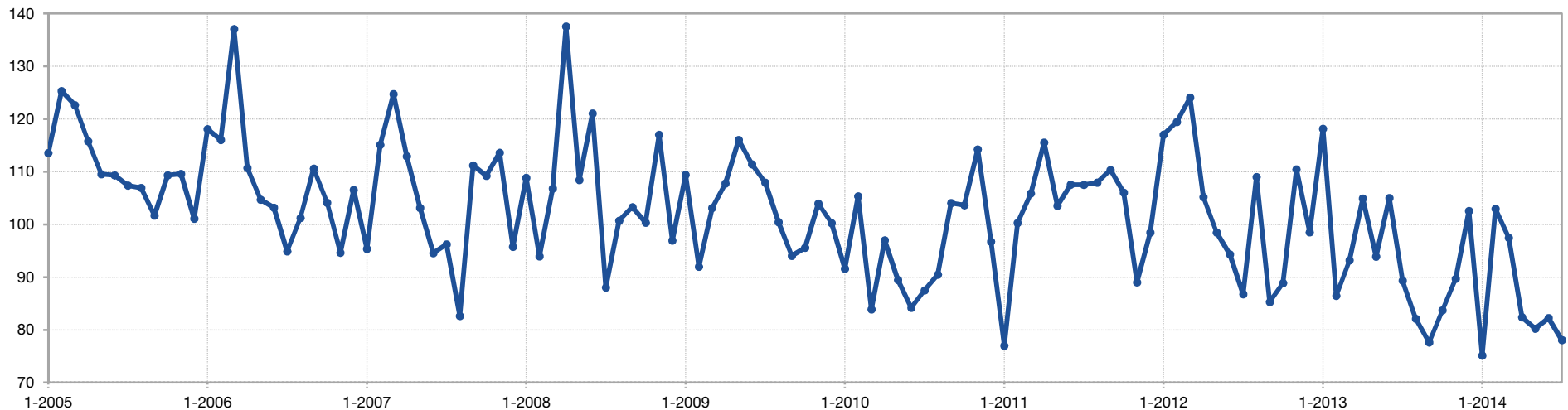


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
June 2014	82	105	-21.9%
July 2014	78	89	-12.4%
12-Month Avg	86	99	-13.1%

Historical Days on Market Until Sale by Month

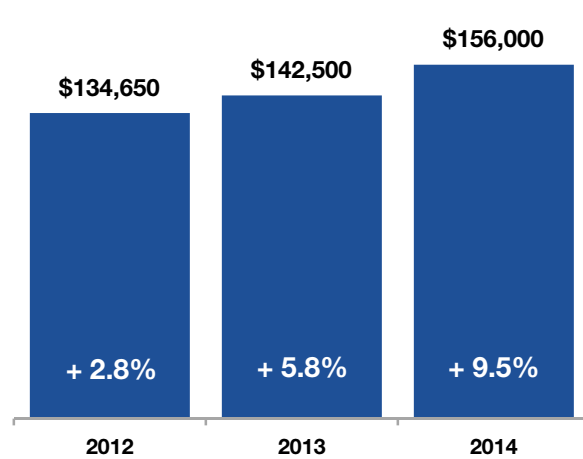


Median Sales Price

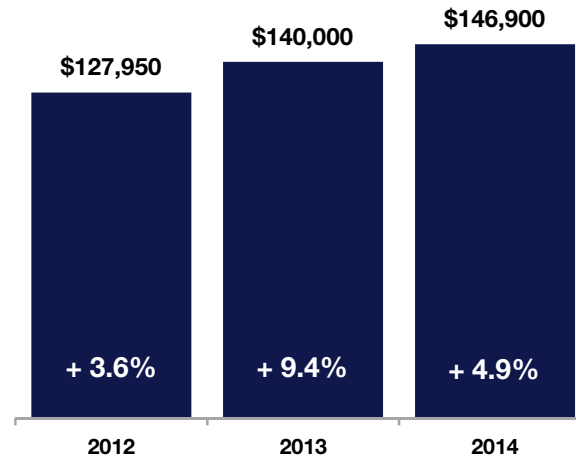
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July

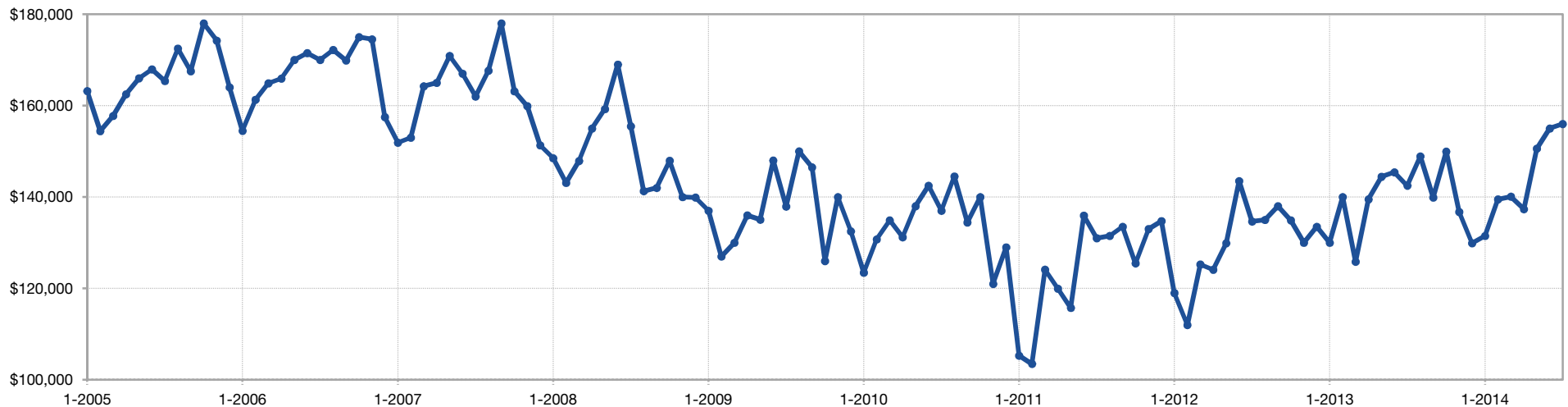


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
June 2014	\$155,000	\$145,408	+6.6%
July 2014	\$156,000	\$142,500	+9.5%
12-Month Avg	\$142,954	\$136,592	+4.7%

Historical Median Sales Price by Month

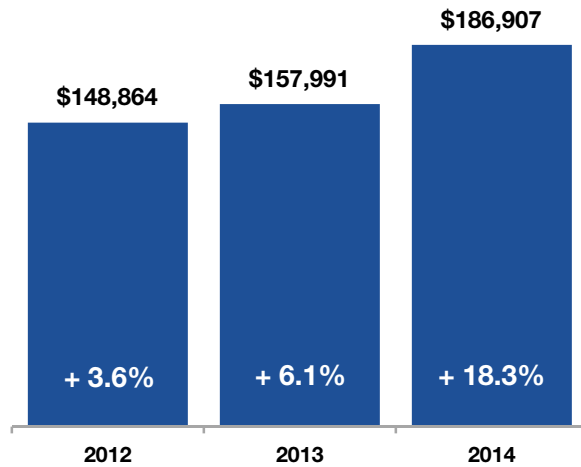


Average Sales Price

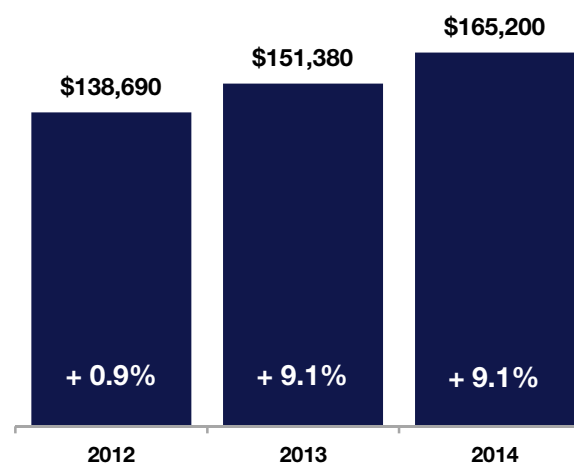
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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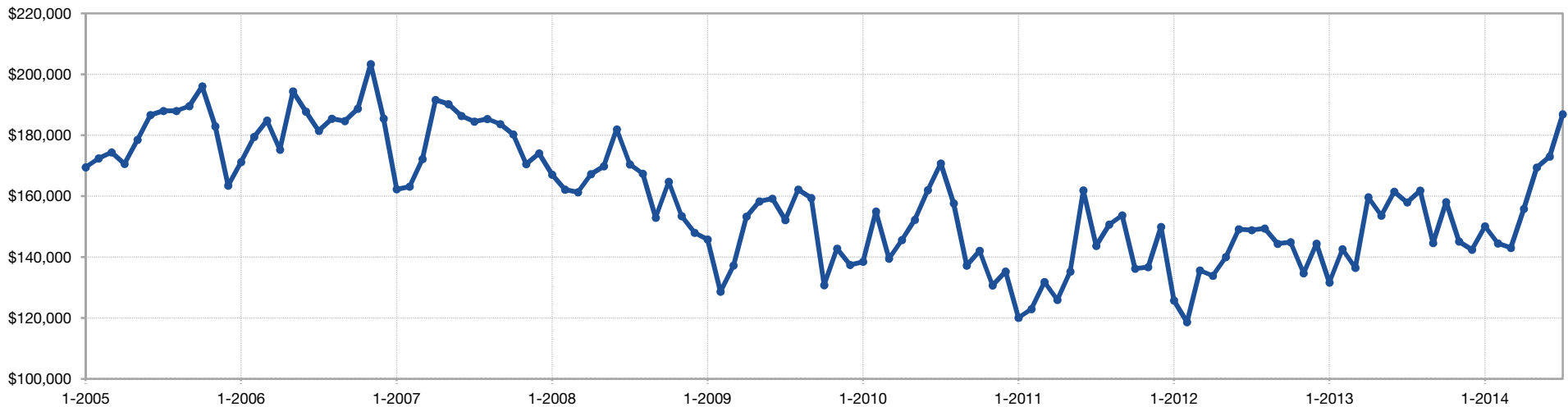


Year to Date



	Average Sales Price	Prior Year	Percent Change
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%
June 2014	\$173,042	\$161,478	+7.2%
July 2014	\$186,907	\$157,991	+18.3%
12-Month Avg	\$156,264	\$146,790	+6.5%

Historical Average Sales Price by Month

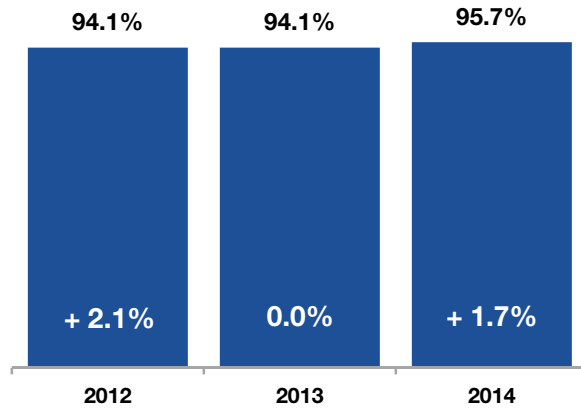


Percent of Original List Price Received

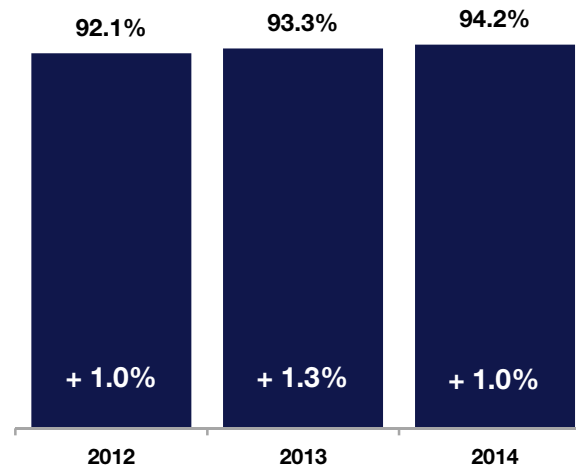


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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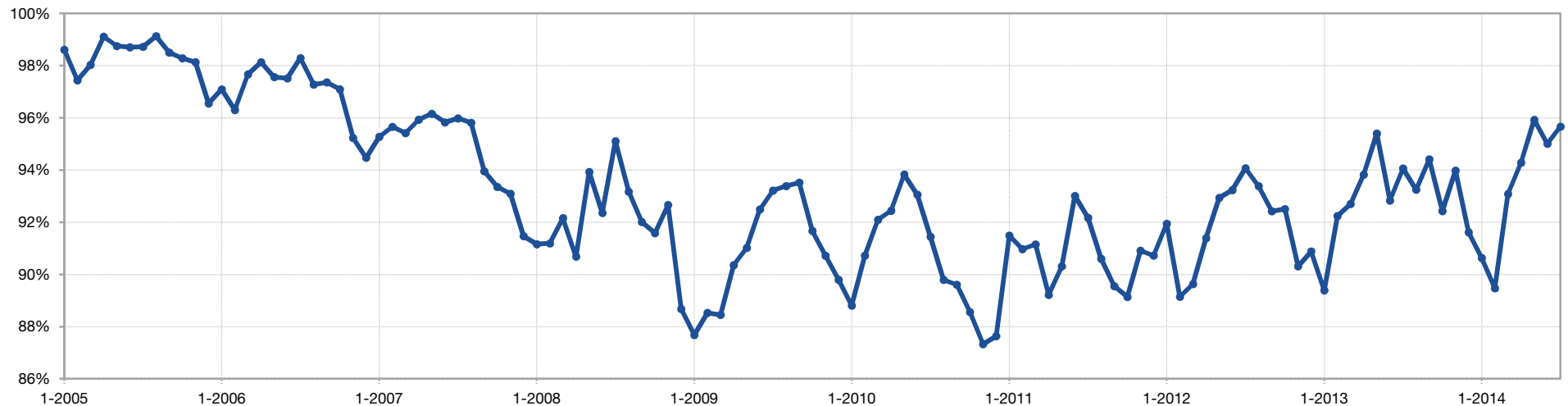


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
June 2014	95.0%	92.8%	+2.4%
July 2014	95.7%	94.1%	+1.7%
12-Month Avg	93.3%	92.5%	+0.9%

Historical Percent of Original List Price Received by Month

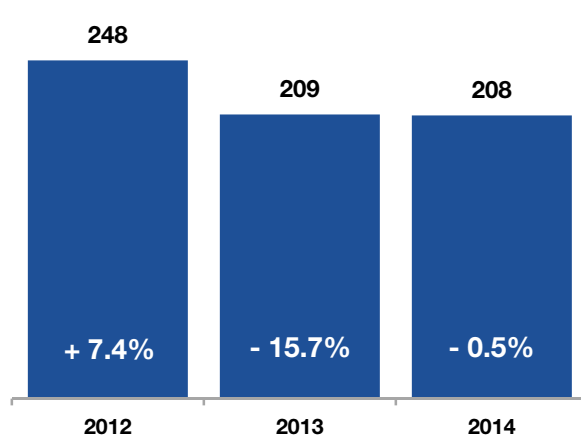


Housing Affordability Index

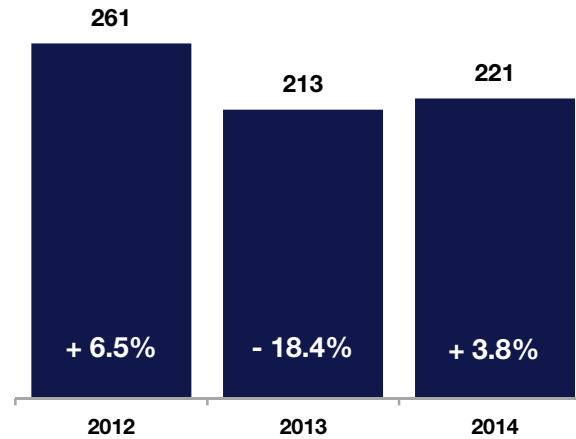


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

July

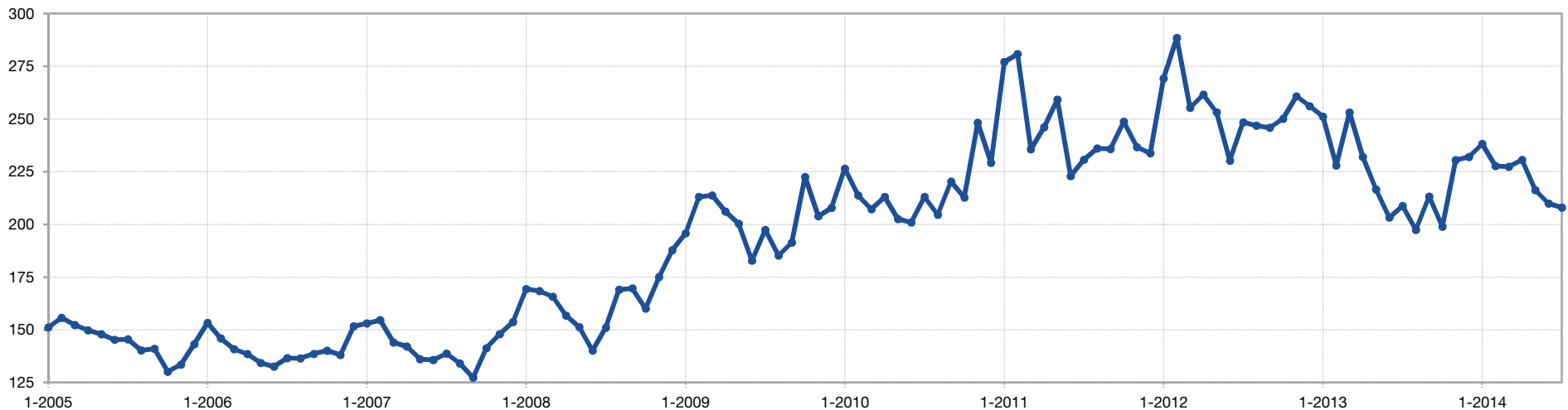


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
June 2014	210	203	+3.4%
July 2014	208	209	-0.5%
12-Month Avg	219	238	-8.0%

Historical Housing Affordability Index by Month

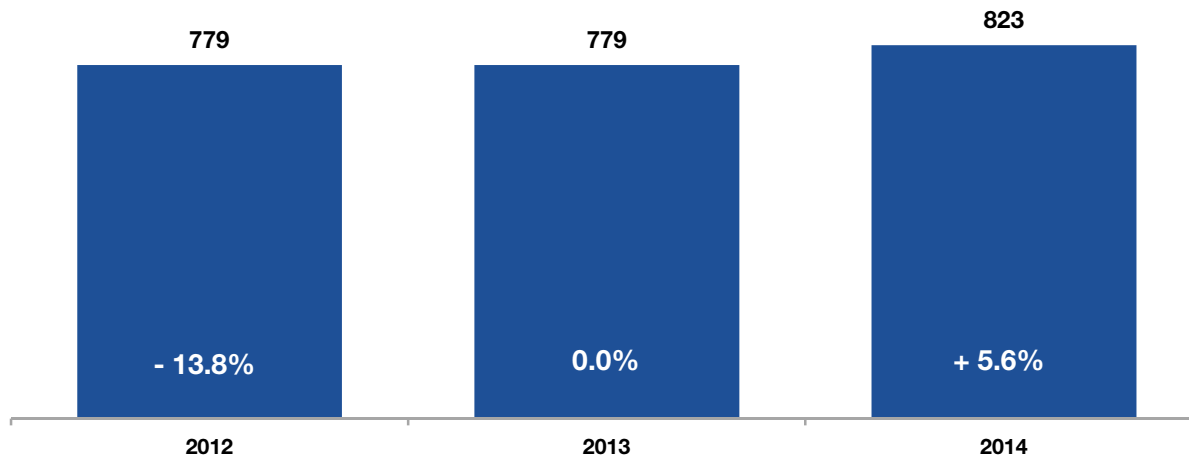


Inventory of Homes for Sale

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

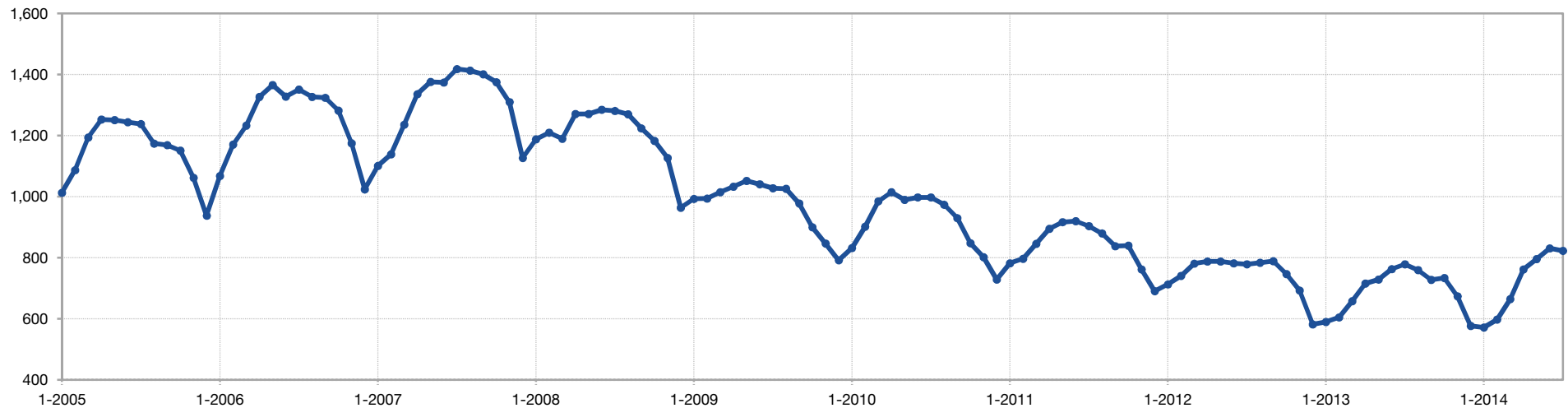


July



Homes for Sale		Prior Year	Percent Change
August 2013	760	784	-3.1%
September 2013	728	789	-7.7%
October 2013	734	747	-1.7%
November 2013	674	693	-2.7%
December 2013	577	582	-0.9%
January 2014	572	590	-3.1%
February 2014	598	605	-1.2%
March 2014	665	658	+1.1%
April 2014	762	716	+6.4%
May 2014	796	729	+9.2%
June 2014	831	763	+8.9%
July 2014	823	779	+5.6%
12-Month Avg	710	703	+1.0%

Historical Inventory of Homes for Sale by Month

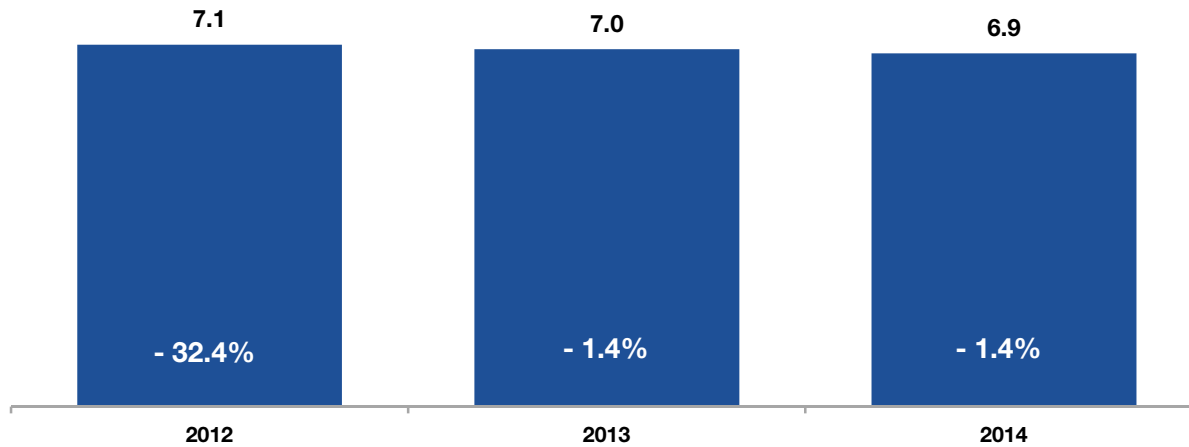


Months Supply of Inventory

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.

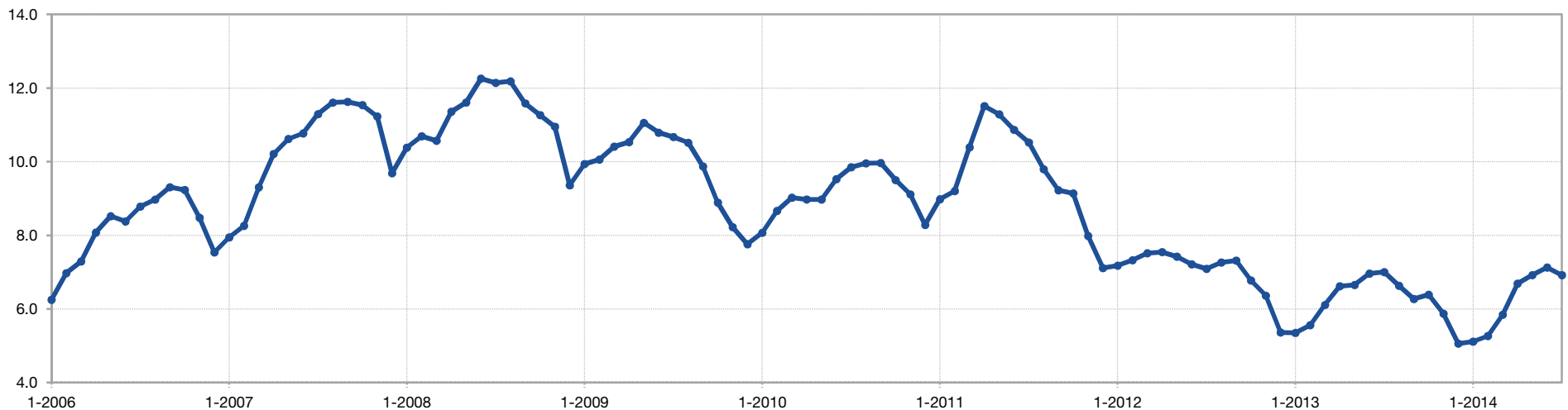


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	Months Supply	Prior Year	Percent Change
August 2013	6.6	7.3	-9.6%
September 2013	6.3	7.3	-13.7%
October 2013	6.4	6.8	-5.9%
November 2013	5.9	6.4	-7.8%
December 2013	5.1	5.4	-5.6%
January 2014	5.1	5.4	-5.6%
February 2014	5.3	5.6	-5.4%
March 2014	5.8	6.1	-4.9%
April 2014	6.7	6.6	+1.5%
May 2014	6.9	6.7	+3.0%
June 2014	7.1	7.0	+1.4%
July 2014	6.9	7.0	-1.4%
12-Month Avg	6.2	6.4	-3.1%

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	+ / -	7-2013	7-2014	+ / -	7-2013	7-2014	+ / -
Albany	38	49	+28.9%	23	37	+60.9%	\$120,000	\$149,900	+24.9%	27	23	-14.8%	5.7	5.0	-12.6%
Avon	62	53	-14.5%	28	22	-21.4%	\$155,000	\$174,493	+12.6%	38	32	-15.8%	10.9	7.4	-31.5%
Clearwater	67	62	-7.5%	33	36	+9.1%	\$140,000	\$154,200	+10.1%	42	35	-16.7%	7.4	7.0	-5.6%
Cold Spring	118	131	+11.0%	53	65	+22.6%	\$165,000	\$175,000	+6.1%	81	80	-1.2%	10.6	8.2	-22.3%
Eden Lake Twp	5	14	+180.0%	0	0	--	\$0	\$0	--	4	14	+250.0%	4.0	14.0	+250.0%
Eden Valley	47	58	+23.4%	22	23	+4.5%	\$120,790	\$74,900	-38.0%	29	39	+34.5%	8.1	10.5	+29.9%
Fair Haven Twp	3	4	+33.3%	5	1	-80.0%	\$145,500	\$43,900	-69.8%	0	2	--	0.0	2.0	--
Foley	68	80	+17.6%	45	35	-22.2%	\$120,000	\$131,000	+9.2%	34	39	+14.7%	5.0	6.5	+29.0%
Freeport	19	28	+47.4%	11	20	+81.8%	\$140,000	\$157,000	+12.1%	8	11	+37.5%	3.8	4.2	+9.5%
Holdingford	22	20	-9.1%	13	13	0.0%	\$114,500	\$192,000	+67.7%	13	15	+15.4%	5.9	6.0	+1.5%
Kimball	54	49	-9.3%	32	26	-18.8%	\$143,000	\$139,500	-2.4%	34	32	-5.9%	6.9	7.2	+3.9%
Maine Prairie Twp	1	0	-100.0%	1	1	0.0%	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	54	53	-1.9%	22	25	+13.6%	\$120,250	\$135,500	+12.7%	41	39	-4.9%	10.7	8.6	-20.1%
Paynesville	67	59	-11.9%	25	22	-12.0%	\$148,000	\$123,900	-16.3%	39	43	+10.3%	12.0	12.3	+2.4%
Rice	81	93	+14.8%	53	47	-11.3%	\$145,000	\$158,000	+9.0%	62	57	-8.1%	8.9	8.6	-3.5%
Richmond	78	89	+14.1%	29	35	+20.7%	\$170,000	\$217,000	+27.6%	61	64	+4.9%	10.8	11.5	+6.5%
Rockville	26	18	-30.8%	9	13	+44.4%	\$119,900	\$182,000	+51.8%	18	5	-72.2%	11.6	2.0	-82.7%
Sartell	269	313	+16.4%	155	190	+22.6%	\$166,400	\$179,950	+8.1%	148	153	+3.4%	7.3	5.9	-18.6%
Sauk Centre	97	85	-12.4%	52	35	-32.7%	\$135,568	\$96,000	-29.2%	60	60	0.0%	8.4	10.1	+21.1%
Sauk Rapids	209	234	+12.0%	112	115	+2.7%	\$142,000	\$151,000	+6.3%	123	114	-7.3%	7.9	6.2	-21.2%
Saint Cloud	784	838	+6.9%	428	417	-2.6%	\$122,500	\$124,900	+2.0%	424	485	+14.4%	6.9	7.9	+13.9%
Saint Joseph	99	95	-4.0%	58	53	-8.6%	\$147,500	\$151,624	+2.8%	53	45	-15.1%	6.4	5.7	-10.6%
Saint Augusta	39	29	-25.6%	21	13	-38.1%	\$237,900	\$173,000	-27.3%	21	21	0.0%	5.8	9.2	+58.4%
Waite Park	52	58	+11.5%	40	38	-5.0%	\$125,401	\$117,500	-6.3%	31	26	-16.1%	5.2	5.1	-1.0%
Wakefield Twp	4	1	-75.0%	2	0	-100.0%	\$248,268	\$0	-100.0%	0	1	--	0.0	1.0	--