

Monthly Indicators



August 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

+ 3.8%

+ 6.8%

+ 10.5%

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.

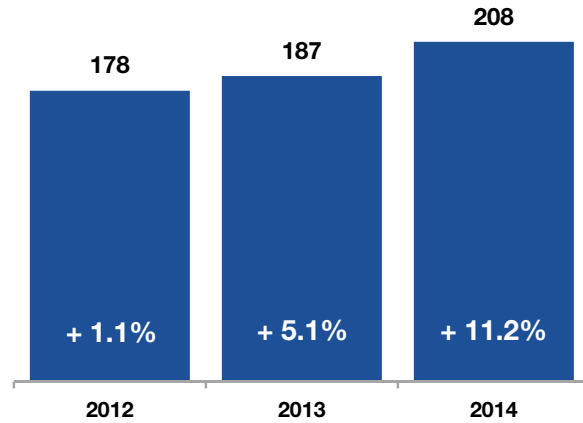
Key Metrics	Historical Sparkbars	8-2013	8-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		187	208	+ 11.2%	1,600	1,747	+ 9.2%
Pending Sales		142	133	- 6.3%	1,007	1,051	+ 4.4%
Closed Sales		160	166	+ 3.8%	953	980	+ 2.8%
Days on Market		82	81	- 1.2%	95	84	- 11.6%
Median Sales Price		\$148,900	\$159,000	+ 6.8%	\$140,000	\$149,500	+ 6.8%
Avg. Sales Price		\$161,873	\$183,825	+ 13.6%	\$153,125	\$168,375	+ 10.0%
Pct. of Orig. Price Received		93.2%	95.3%	+ 2.3%	93.3%	94.4%	+ 1.2%
Affordability Index		197	205	+ 4.1%	210	218	+ 3.8%
Homes for Sale		760	840	+ 10.5%	--	--	--
Months Supply		6.6	7.1	+ 7.6%	--	--	--

New Listings

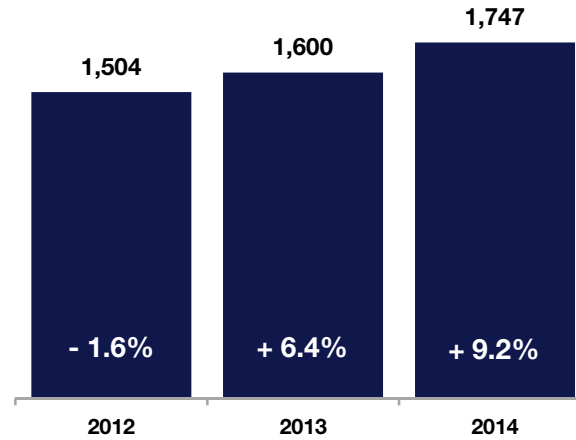
A count of the properties that have been newly listed on the market in a given month.



August



Year to Date



	New Listings	Prior Year	Percent Change
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	240	211	+13.7%
August 2014	208	187	+11.2%
12-Month Avg	188	177	+6.2%

Historical New Listings by Month

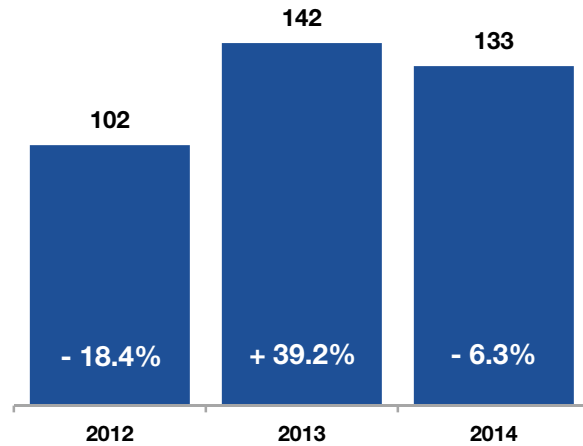


Pending Sales

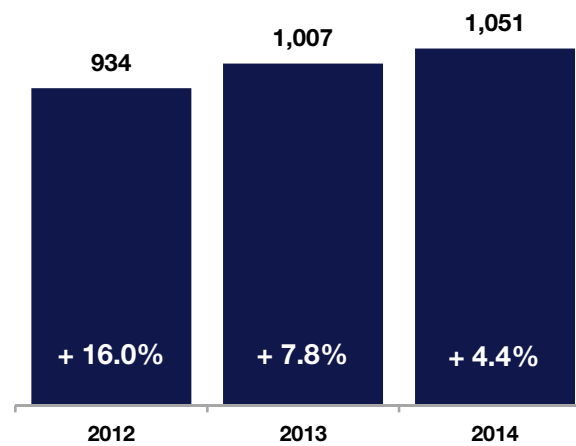
A count of the properties on which offers have been accepted in a given month.



August

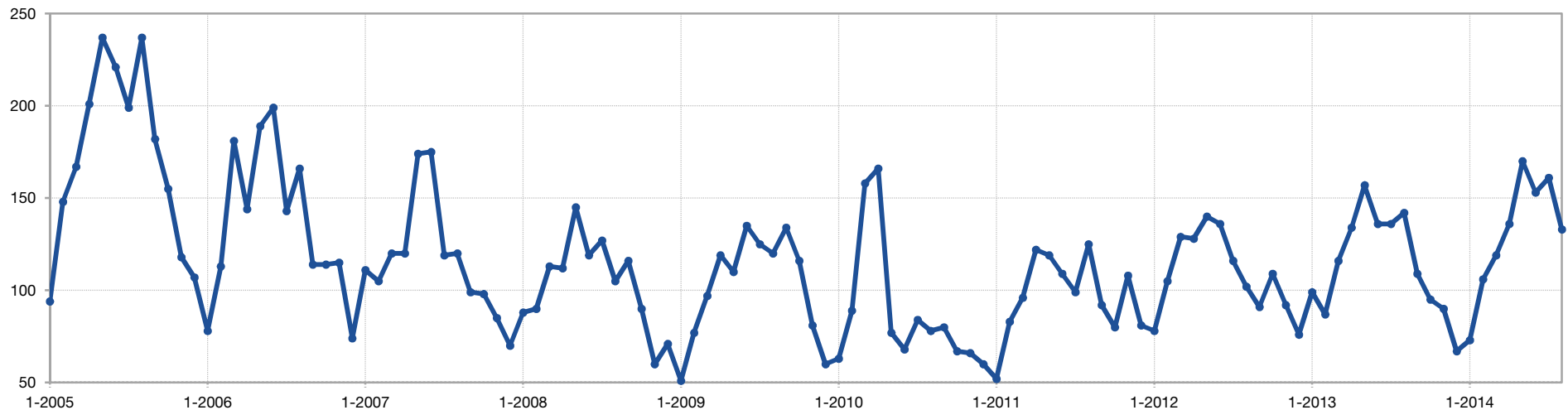


Year to Date



	Pending Sales	Prior Year	Percent Change
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	106	87	+21.8%
March 2014	119	116	+2.6%
April 2014	136	134	+1.5%
May 2014	170	157	+8.3%
June 2014	153	136	+12.5%
July 2014	161	136	+18.4%
August 2014	133	142	-6.3%
12-Month Avg	118	115	+2.6%

Historical Pending Sales by Month

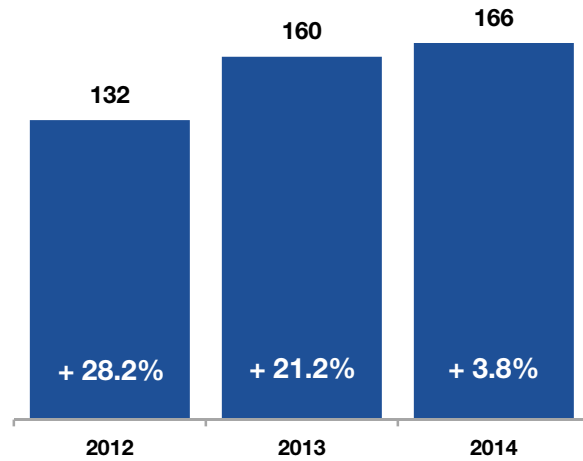


Closed Sales

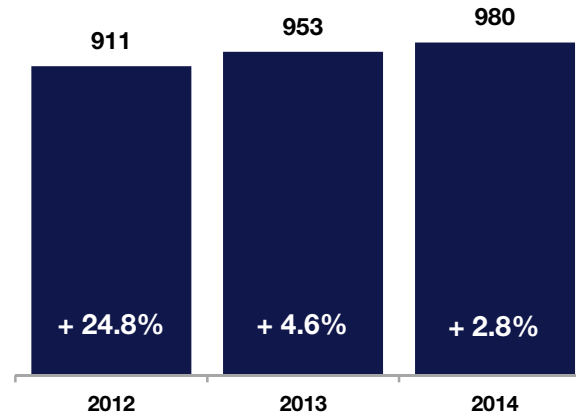
A count of the actual sales that closed in a given month.



August



Year to Date



Closed Sales	Prior Year	Percent Change	
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	168	147	+14.3%
August 2014	166	160	+3.8%
12-Month Avg	117	113	+3.5%

Historical Closed Sales by Month

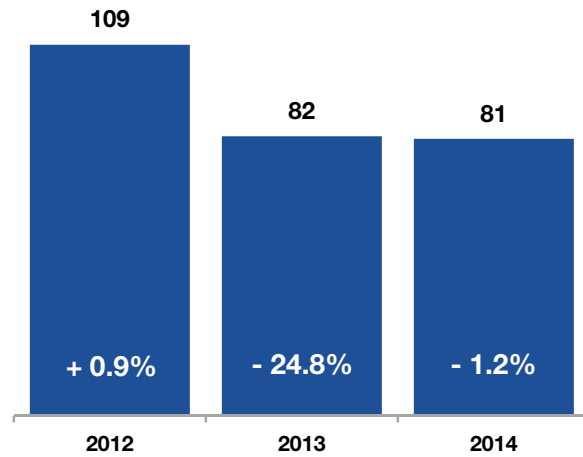


Days on Market Until Sale

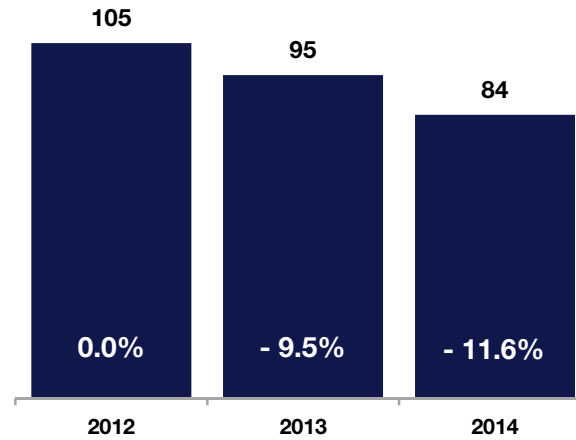
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

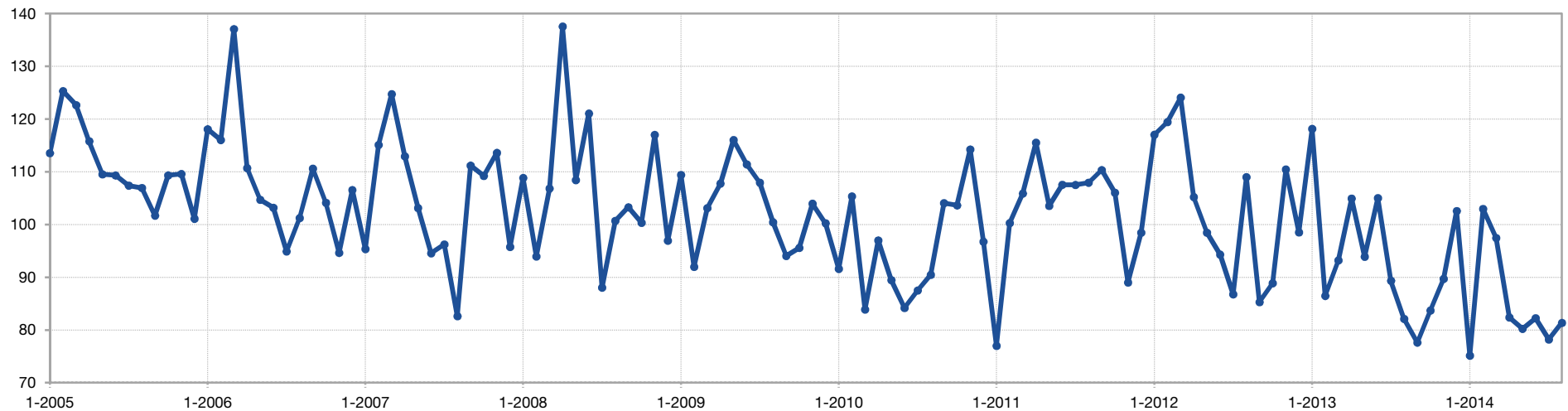


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
August 2014	81	82	-1.2%
12-Month Avg	86	96	-10.4%

Historical Days on Market Until Sale by Month

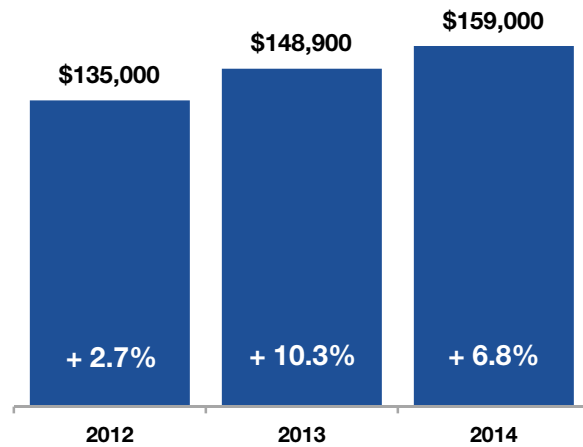


Median Sales Price

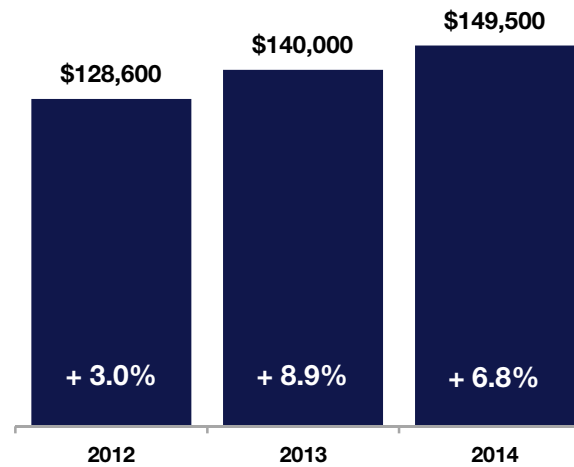


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

August



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$155,950	\$142,500	+9.4%
August 2014	\$159,000	\$148,900	+6.8%
12-Month Avg	\$143,791	\$137,751	+4.4%

Historical Median Sales Price by Month

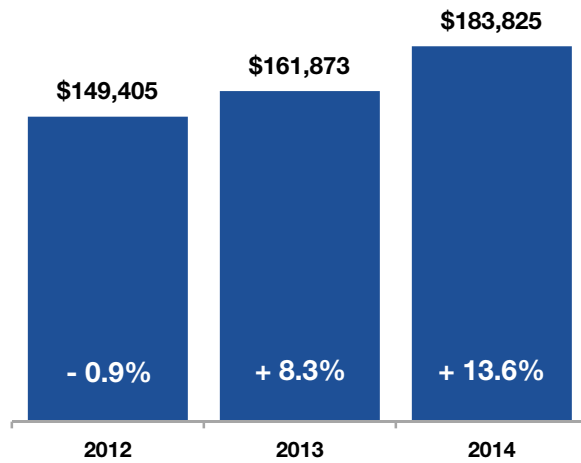


Average Sales Price

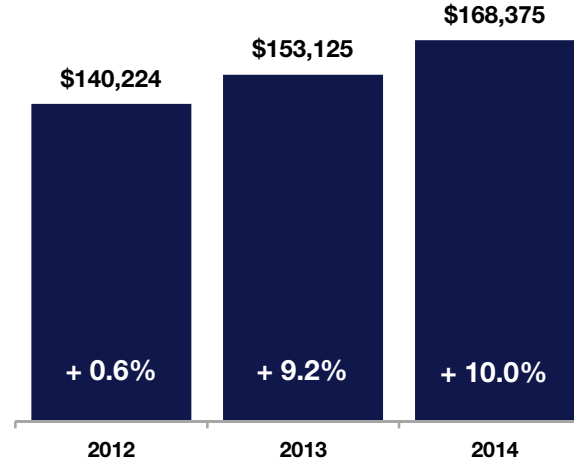
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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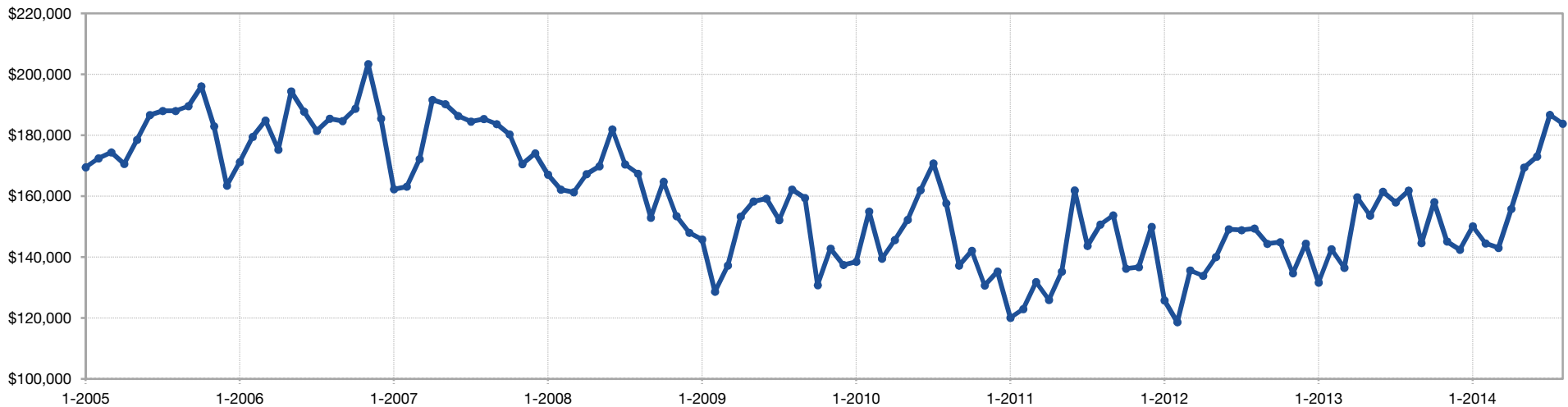


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$186,718	\$157,991	+18.2%
August 2014	\$183,825	\$161,873	+13.6%
12-Month Avg	\$158,077	\$147,829	+6.9%

Historical Average Sales Price by Month

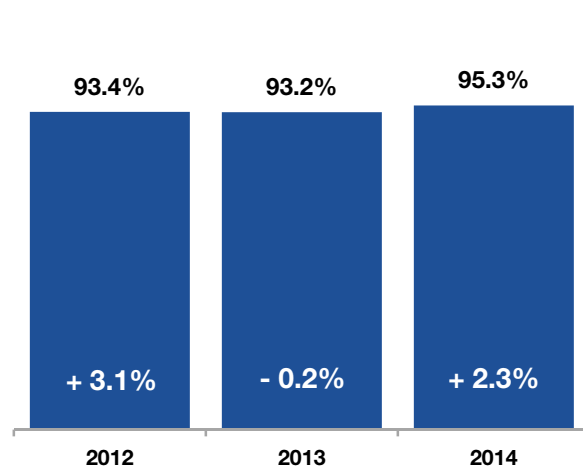


Percent of Original List Price Received

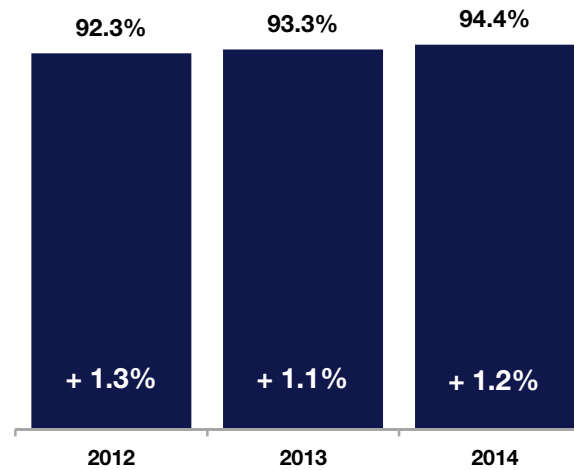


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August

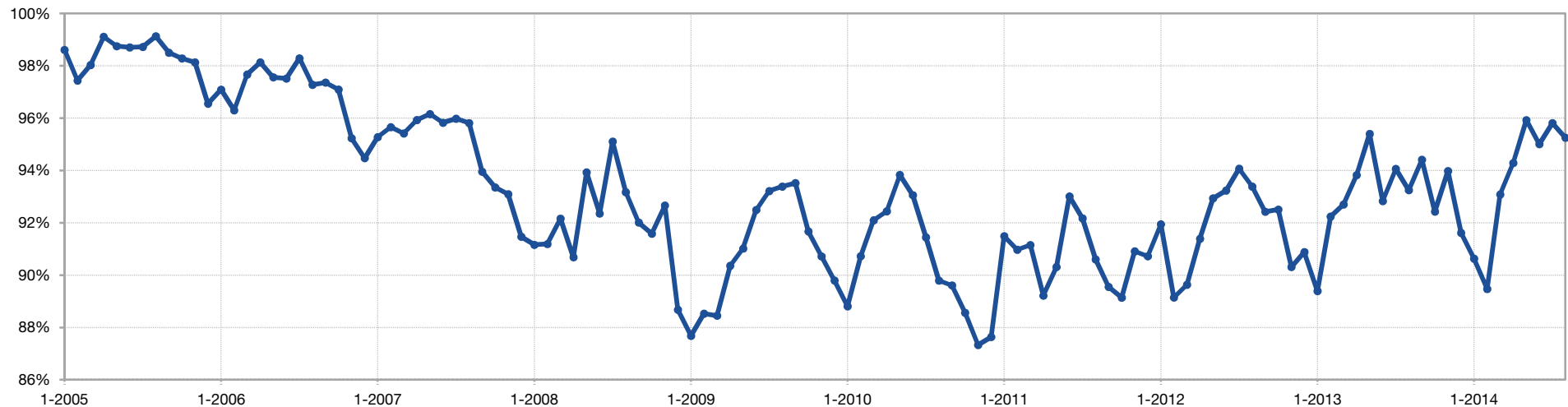


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.8%	94.1%	+1.8%
August 2014	95.3%	93.2%	+2.3%
12-Month Avg	93.5%	92.5%	+1.1%

Historical Percent of Original List Price Received by Month

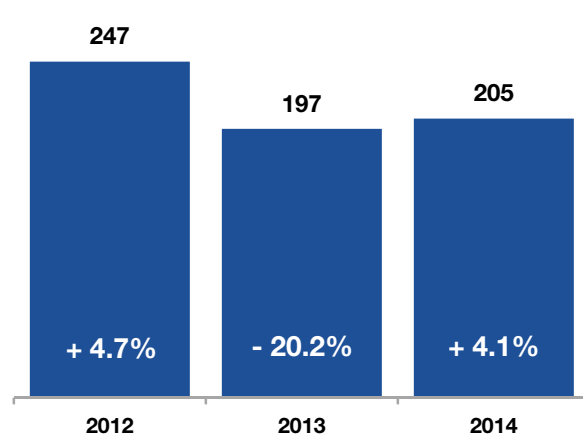


Housing Affordability Index

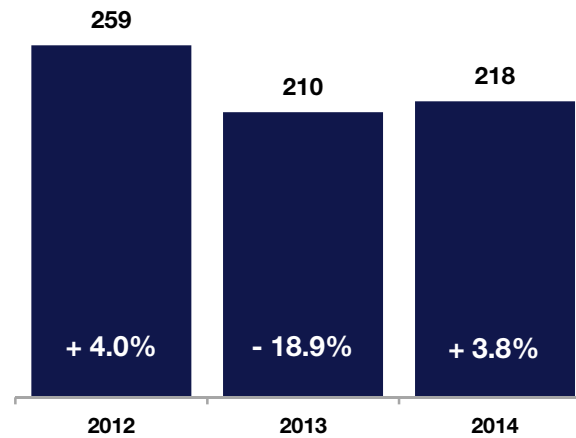


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

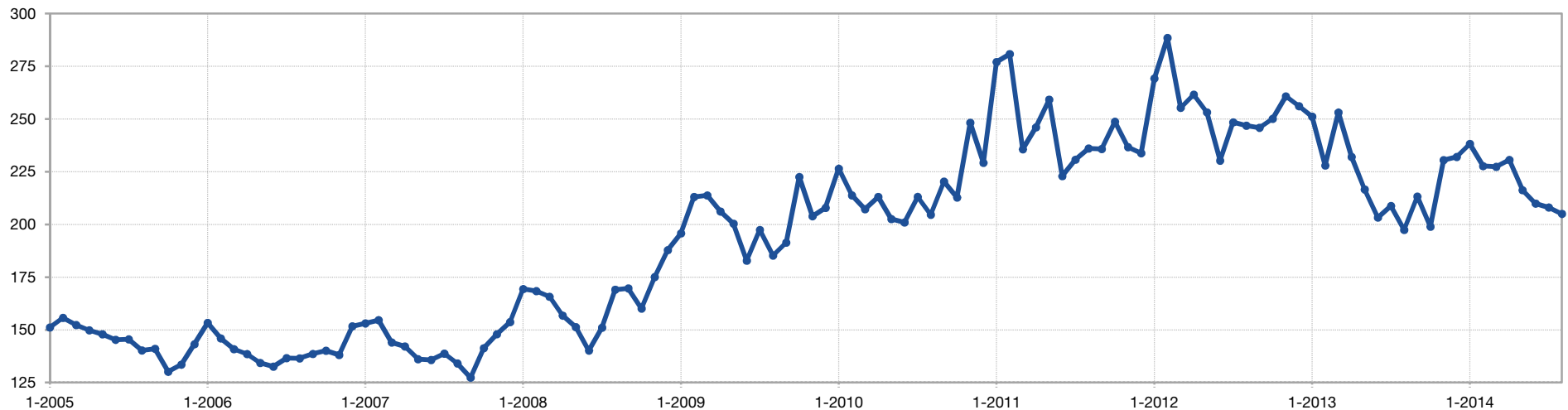


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2014	205	197	+4.1%
12-Month Avg	220	234	-6.0%

Historical Housing Affordability Index by Month

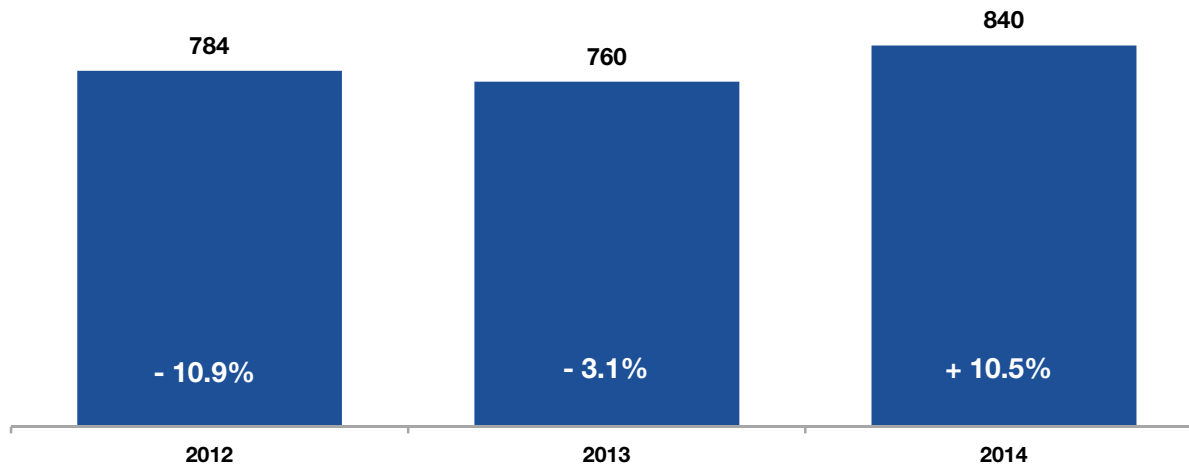


Inventory of Homes for Sale

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

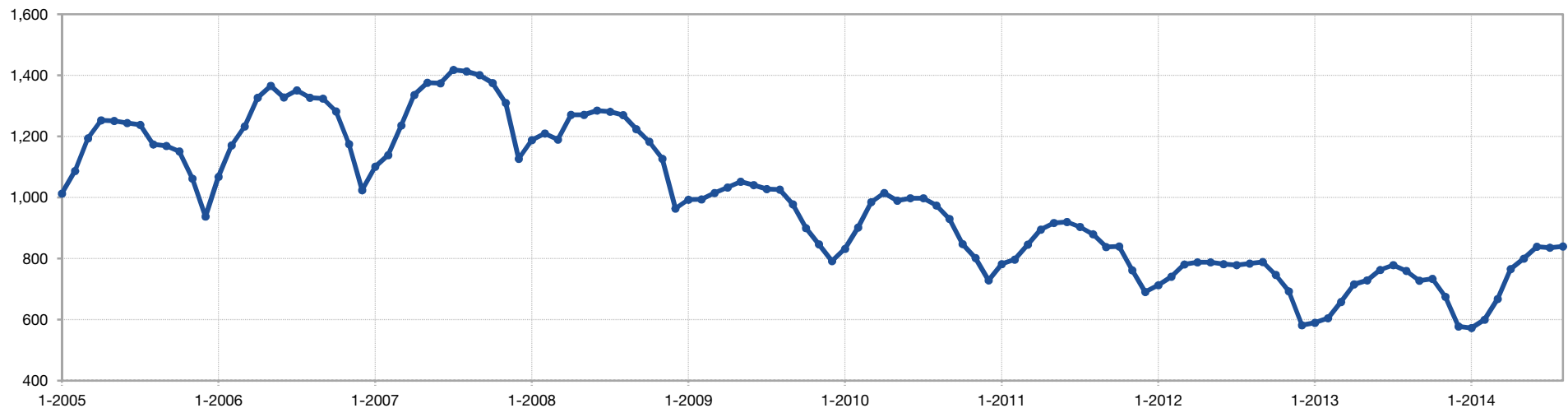


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	Homes for Sale	Prior Year	Percent Change
September 2013	728	789	-7.7%
October 2013	734	747	-1.7%
November 2013	675	693	-2.6%
December 2013	578	582	-0.7%
January 2014	573	590	-2.9%
February 2014	600	605	-0.8%
March 2014	668	658	+1.5%
April 2014	766	716	+7.0%
May 2014	800	729	+9.7%
June 2014	839	763	+10.0%
July 2014	836	779	+7.3%
August 2014	840	760	+10.5%
12-Month Avg	720	701	+2.7%

Historical Inventory of Homes for Sale by Month

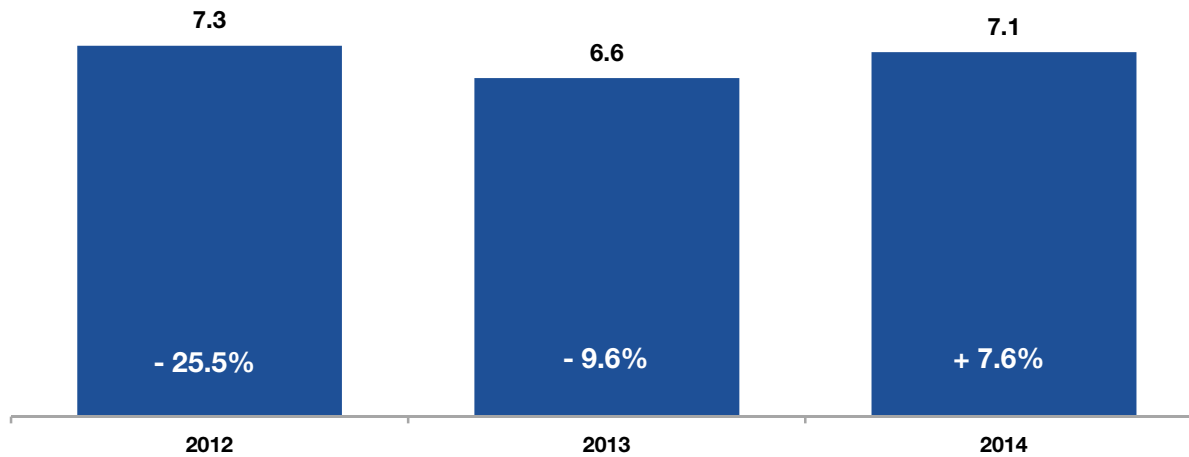


Months Supply of Inventory

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.

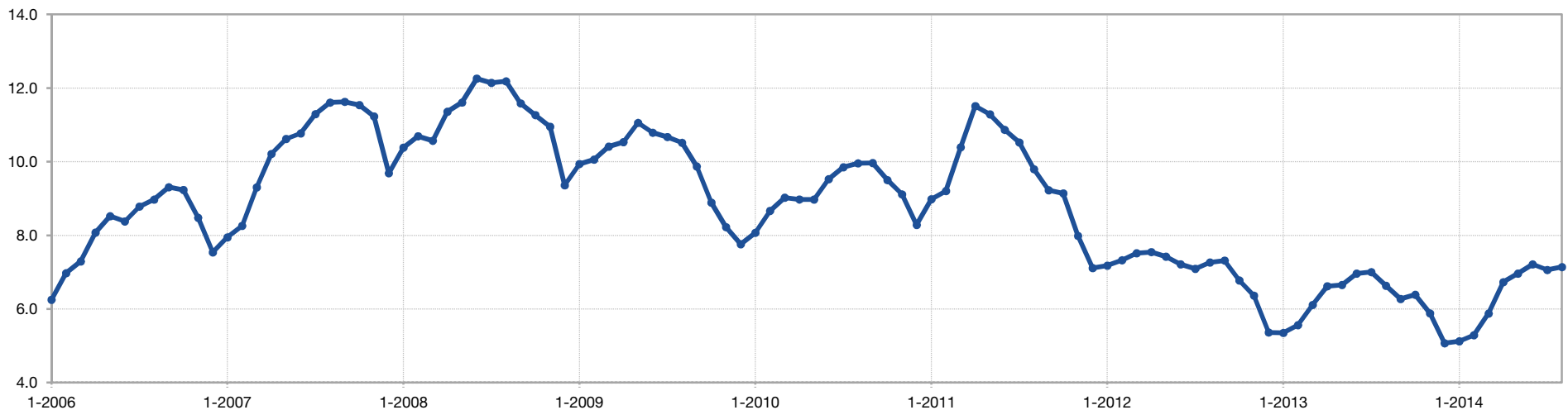


August



	Months Supply	Prior Year	Percent Change
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	5.9	6.1	-3.3%
April 2014	6.7	6.6	+1.5%
May 2014	7.0	6.7	+4.5%
June 2014	7.2	7.0	+2.9%
July 2014	7.1	7.0	+1.4%
August 2014	7.1	6.6	+7.6%
12-Month Avg	6.3	6.4	-1.6%

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	+ / -	8-2013	8-2014	+ / -	8-2013	8-2014	+ / -
Albany	46	56	+21.7%	26	44	+69.2%	\$121,450	\$143,467	+18.1%	29	23	-20.7%	6.4	5.1	-20.7%
Avon	68	57	-16.2%	34	27	-20.6%	\$161,000	\$167,500	+4.0%	31	30	-3.2%	7.9	7.3	-7.6%
Clearwater	81	69	-14.8%	43	39	-9.3%	\$152,000	\$154,400	+1.6%	46	31	-32.6%	8.4	6.1	-27.1%
Cold Spring	136	141	+3.7%	66	80	+21.2%	\$168,000	\$174,400	+3.8%	84	81	-3.6%	10.6	8.6	-18.9%
Eden Lake Twp	5	16	+220.0%	1	0	-100.0%	\$91,000	\$0	-100.0%	2	13	+550.0%	2.0	13.0	+550.0%
Eden Valley	54	62	+14.8%	24	27	+12.5%	\$120,790	\$89,000	-26.3%	29	39	+34.5%	8.1	10.5	+29.9%
Fair Haven Twp	4	4	0.0%	5	1	-80.0%	\$145,500	\$43,900	-69.8%	1	1	0.0%	0.8	1.0	+20.0%
Foley	83	91	+9.6%	49	44	-10.2%	\$123,000	\$131,500	+6.9%	42	45	+7.1%	7.0	7.6	+8.7%
Freeport	20	32	+60.0%	12	24	+100.0%	\$142,500	\$159,500	+11.9%	7	11	+57.1%	3.7	3.8	+2.6%
Holdingford	24	22	-8.3%	15	13	-13.3%	\$114,500	\$192,000	+67.7%	13	13	0.0%	5.7	5.0	-12.4%
Kimball	61	50	-18.0%	36	28	-22.2%	\$136,000	\$139,500	+2.6%	35	28	-20.0%	7.2	6.3	-13.2%
Maine Prairie Twp	1	2	+100.0%	2	1	-50.0%	\$237,500	\$0	-100.0%	0	2	--	0.0	2.0	--
Melrose	61	59	-3.3%	34	29	-14.7%	\$130,500	\$135,500	+3.8%	37	37	0.0%	8.8	8.8	0.0%
Paynesville	72	65	-9.7%	29	28	-3.4%	\$148,000	\$128,190	-13.4%	38	45	+18.4%	12.0	12.3	+2.3%
Rice	89	103	+15.7%	61	56	-8.2%	\$145,000	\$153,750	+6.0%	60	54	-10.0%	8.6	8.5	-0.5%
Richmond	85	96	+12.9%	41	47	+14.6%	\$200,000	\$200,000	0.0%	53	60	+13.2%	9.0	10.7	+20.0%
Rockville	30	20	-33.3%	13	17	+30.8%	\$169,000	\$184,713	+9.3%	18	7	-61.1%	9.5	3.2	-66.6%
Sartell	298	371	+24.5%	186	239	+28.5%	\$168,750	\$180,000	+6.7%	133	168	+26.3%	6.2	6.4	+3.3%
Sauk Centre	116	101	-12.9%	62	48	-22.6%	\$135,568	\$117,750	-13.1%	65	66	+1.5%	8.7	12.2	+40.6%
Sauk Rapids	232	258	+11.2%	129	146	+13.2%	\$144,750	\$152,000	+5.0%	113	116	+2.7%	7.1	6.5	-7.9%
Saint Cloud	893	948	+6.2%	523	488	-6.7%	\$123,000	\$127,500	+3.7%	420	491	+16.9%	6.6	8.1	+23.2%
Saint Joseph	115	104	-9.6%	69	64	-7.2%	\$150,250	\$149,247	-0.7%	58	36	-37.9%	7.1	4.4	-38.6%
Saint Augusta	41	32	-22.0%	25	14	-44.0%	\$240,109	\$186,900	-22.2%	17	20	+17.6%	4.4	9.6	+119.4%
Waite Park	62	66	+6.5%	46	43	-6.5%	\$124,500	\$120,000	-3.6%	36	29	-19.4%	6.4	5.4	-14.4%
Wakefield Twp	5	0	-100.0%	5	0	-100.0%	\$250,000	\$0	-100.0%	0	0	--	0.0	0.0	--