

# Monthly Indicators



## October 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

**- 0.8%**      **- 2.1%**      **+ 6.8%**

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.

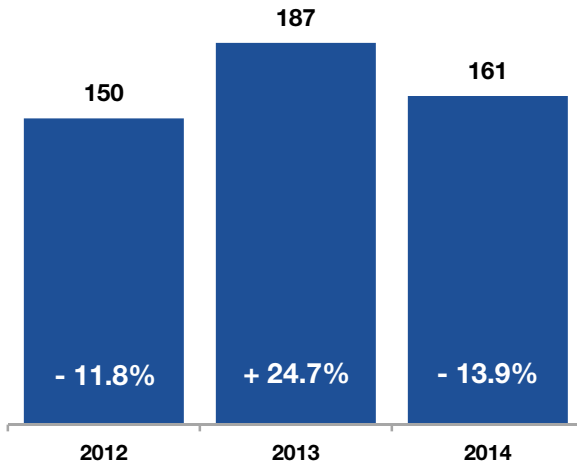
Key Metrics	Historical Sparkbars	10-2013	10-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
<b>New Listings</b>		187	<b>161</b>	- 13.9%	1,950	<b>2,123</b>	+ 8.9%
<b>Pending Sales</b>		95	<b>108</b>	+ 13.7%	1,210	<b>1,279</b>	+ 5.7%
<b>Closed Sales</b>		131	<b>130</b>	- 0.8%	1,207	<b>1,237</b>	+ 2.5%
<b>Days on Market</b>		84	<b>81</b>	- 3.6%	92	<b>82</b>	- 10.9%
<b>Median Sales Price</b>		\$149,950	<b>\$146,750</b>	- 2.1%	\$140,200	<b>\$149,500</b>	+ 6.6%
<b>Avg. Sales Price</b>		\$158,094	<b>\$161,627</b>	+ 2.2%	\$152,797	<b>\$167,887</b>	+ 9.9%
<b>Pct. of Orig. Price Received</b>		92.4%	<b>93.0%</b>	+ 0.6%	93.3%	<b>94.2%</b>	+ 1.0%
<b>Affordability Index</b>		199	<b>224</b>	+ 12.6%	213	<b>220</b>	+ 3.3%
<b>Homes for Sale</b>		733	<b>783</b>	+ 6.8%	--	<b>--</b>	--
<b>Months Supply</b>		6.4	<b>6.5</b>	+ 1.6%	--	<b>--</b>	--

# New Listings

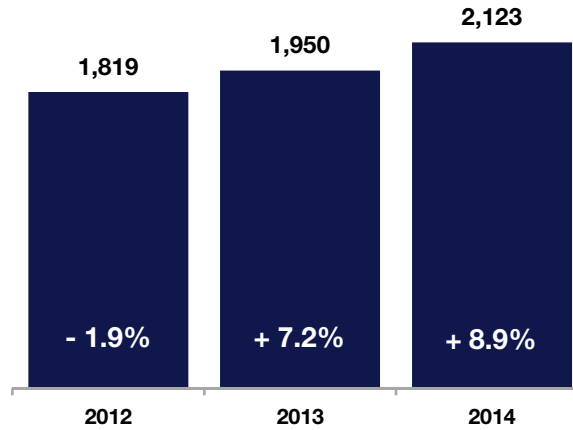
A count of the properties that have been newly listed on the market in a given month.



## October

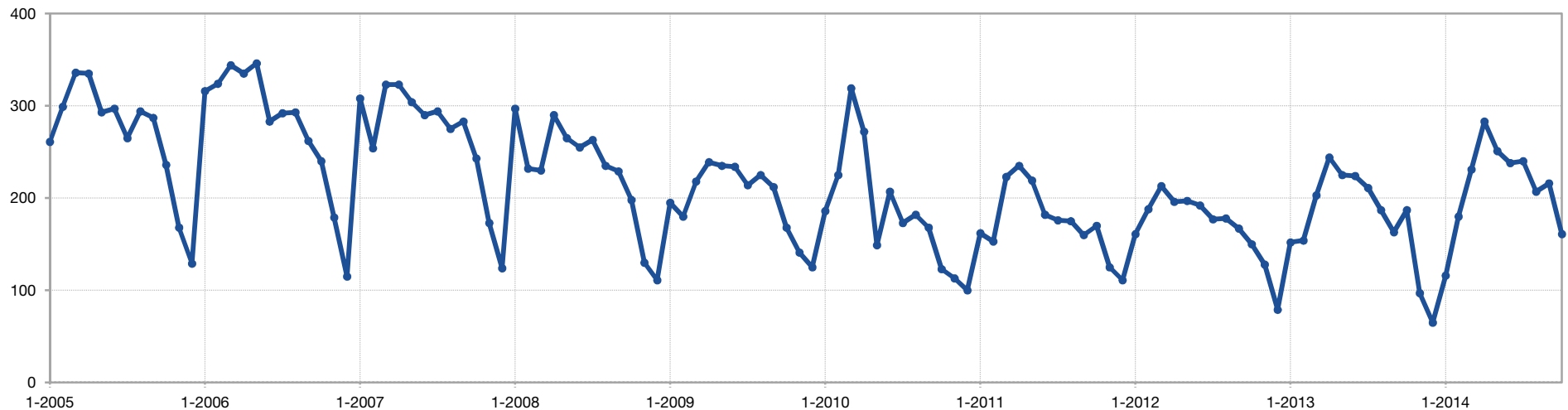


## Year to Date



	New Listings	Prior Year	Percent Change
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	207	187	+10.7%
September 2014	216	163	+32.5%
<b>October 2014</b>	<b>161</b>	<b>187</b>	<b>-13.9%</b>
12-Month Avg	190	180	+5.6%

## Historical New Listings by Month

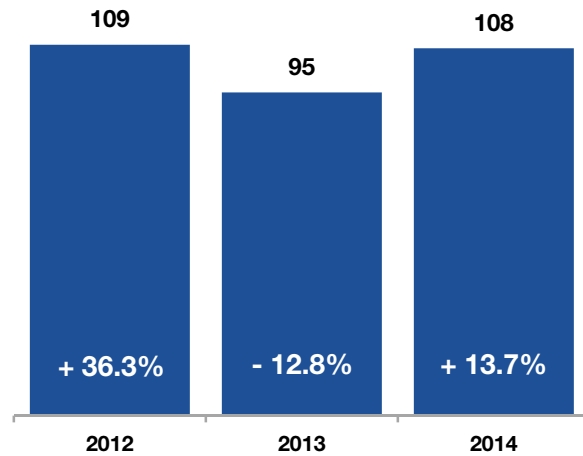


# Pending Sales

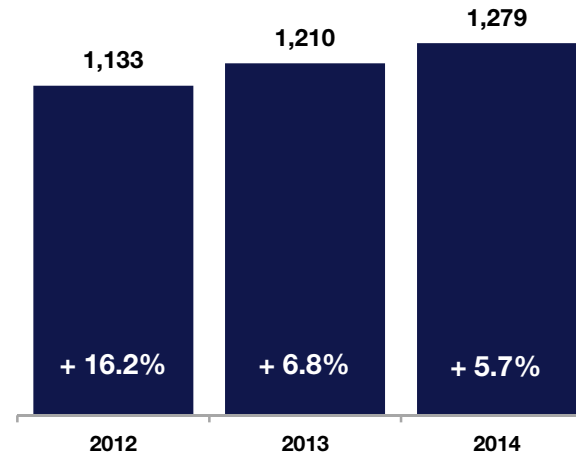
A count of the properties on which offers have been accepted in a given month.



## October

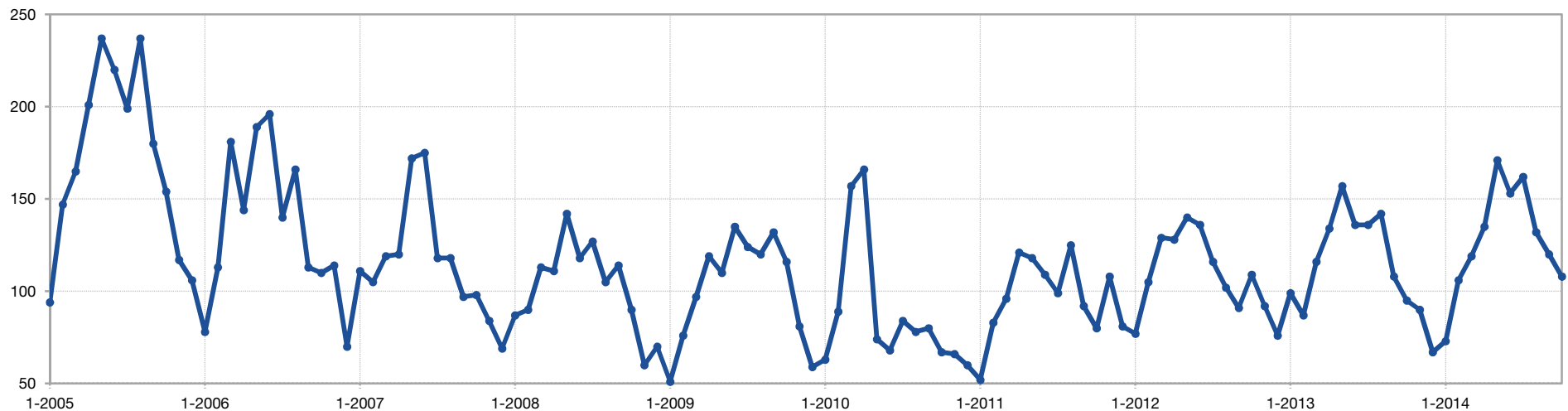


## Year to Date



Pending Sales		Prior Year	Percent Change
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	135	134	+0.7%
May 2014	171	157	+8.9%
June 2014	153	136	+12.5%
July 2014	162	136	+19.1%
August 2014	132	142	-7.0%
September 2014	120	108	+11.1%
<b>October 2014</b>	<b>108</b>	<b>95</b>	<b>+13.7%</b>
12-Month Avg	120	115	+4.3%

## Historical Pending Sales by Month

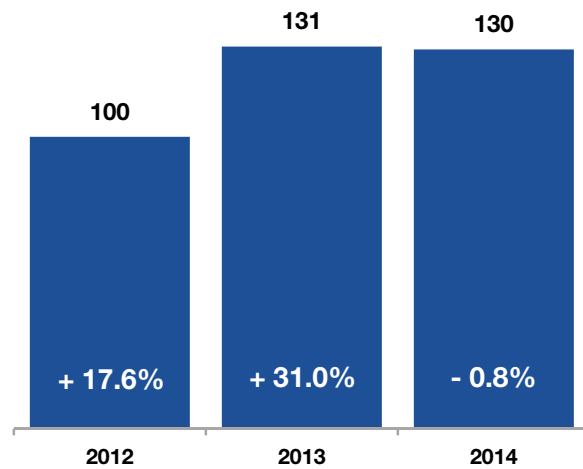


# Closed Sales

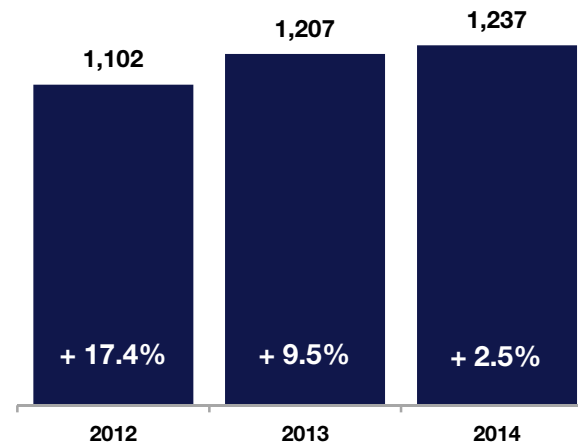
A count of the actual sales that closed in a given month.



## October

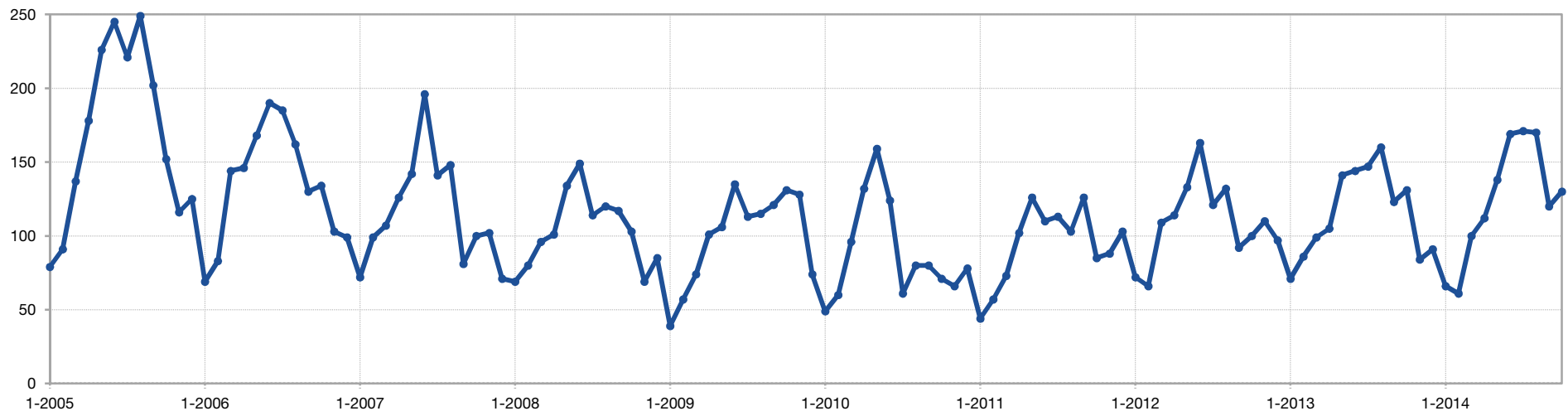


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	171	147	+16.3%
August 2014	170	160	+6.3%
September 2014	120	123	-2.4%
<b>October 2014</b>	<b>130</b>	<b>131</b>	<b>-0.8%</b>
12-Month Avg	118	118	0.0%

## Historical Closed Sales by Month

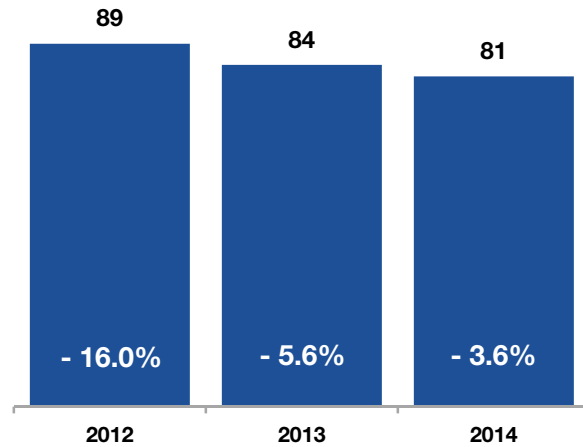


# Days on Market Until Sale

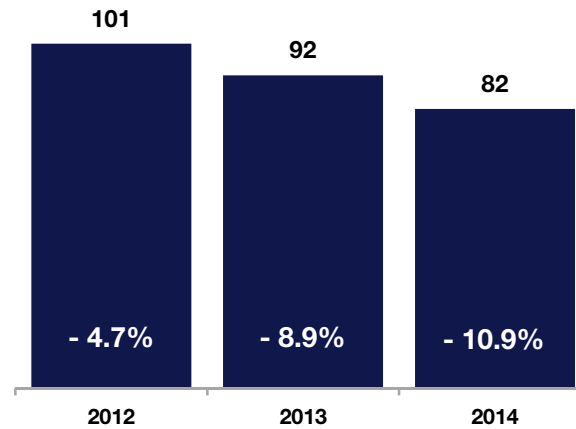
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

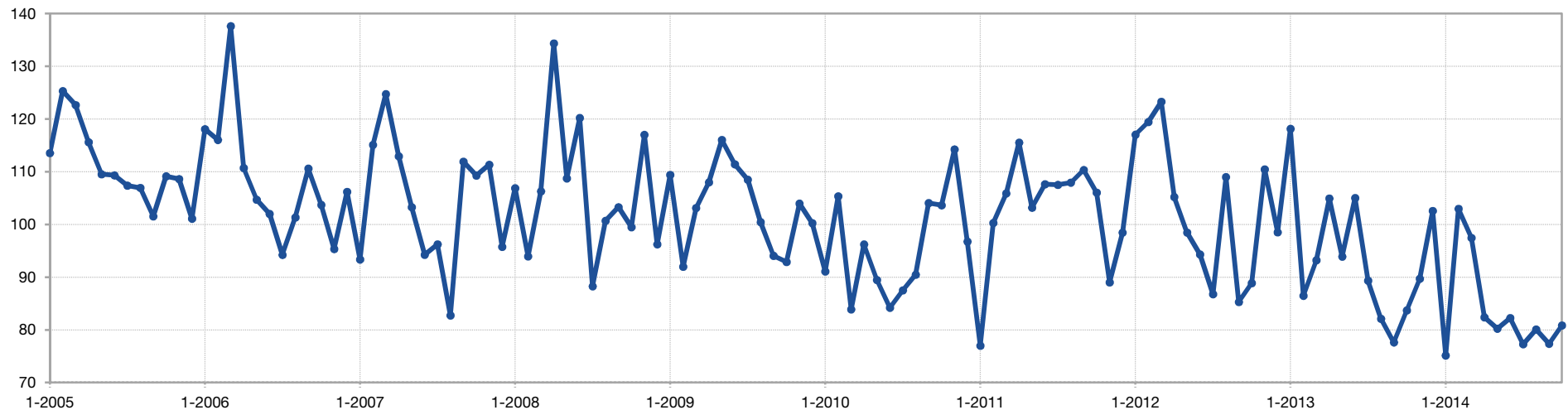


## Year to Date



Days on Market	Prior Year	Percent Change	
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	77	89	-13.5%
August 2014	80	82	-2.4%
September 2014	77	78	-1.3%
<b>October 2014</b>	<b>81</b>	<b>84</b>	<b>-3.6%</b>
12-Month Avg	86	95	-9.5%

## Historical Days on Market Until Sale by Month

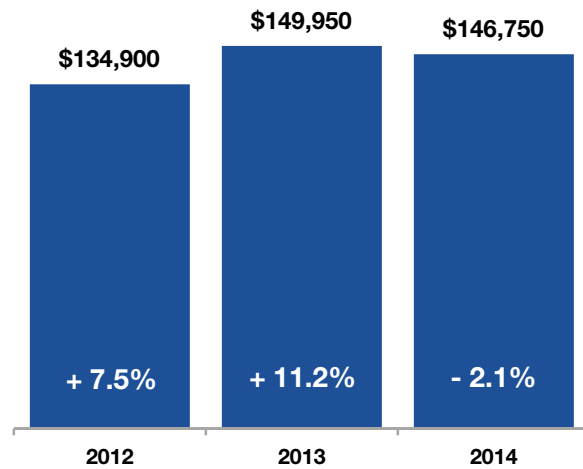


# Median Sales Price

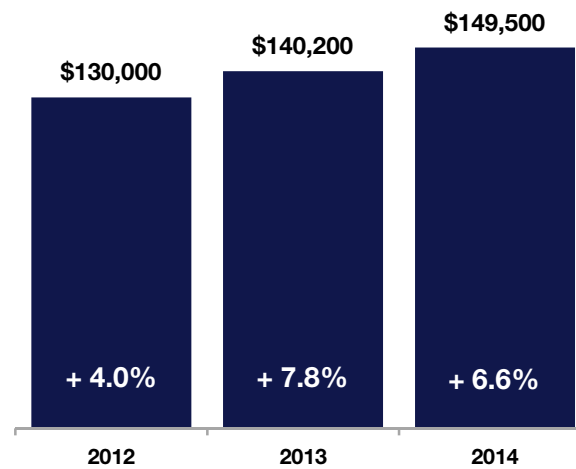


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

## October

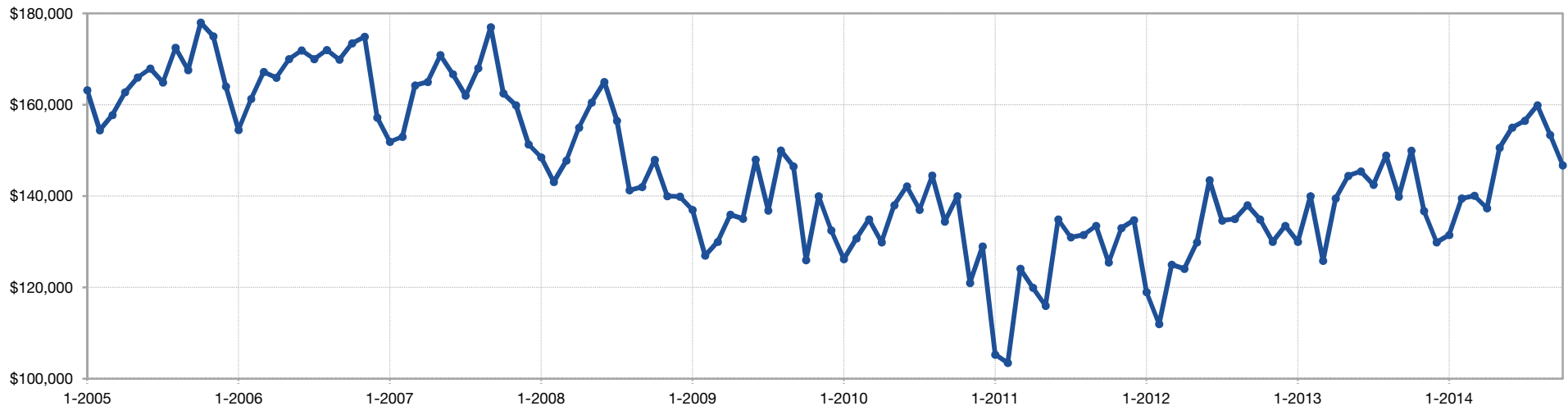


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$156,500	\$142,500	+9.8%
August 2014	\$159,900	\$148,900	+7.4%
September 2014	\$153,400	\$139,900	+9.6%
<b>October 2014</b>	<b>\$146,750</b>	<b>\$149,950</b>	<b>-2.1%</b>
12-Month Avg	\$144,770	\$139,163	+4.0%

## Historical Median Sales Price by Month

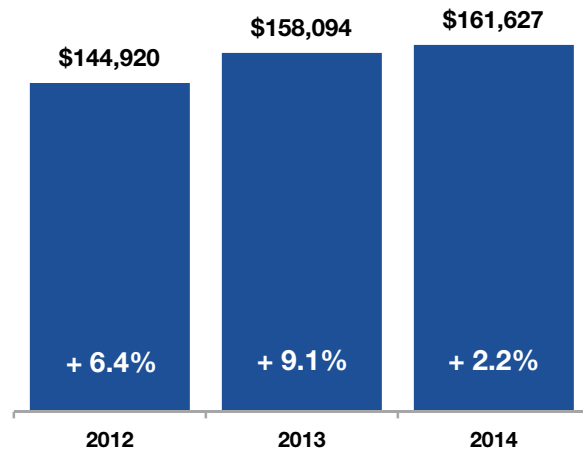


# Average Sales Price

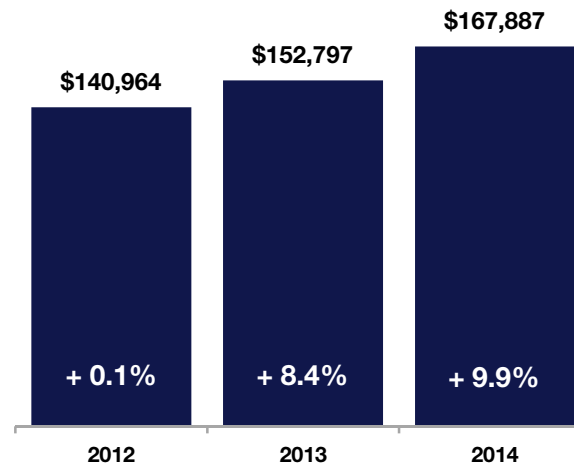
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

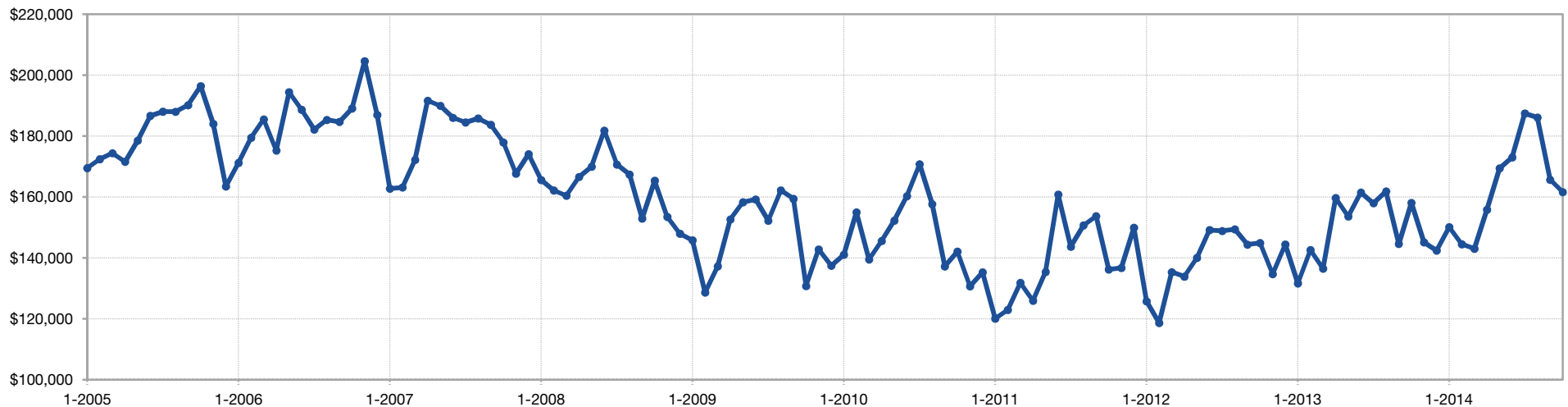


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$187,458	\$157,991	+18.7%
August 2014	\$186,104	\$161,873	+15.0%
September 2014	\$165,672	\$144,630	+14.5%
<b>October 2014</b>	<b>\$161,627</b>	<b>\$158,094</b>	<b>+2.2%</b>
12-Month Avg	\$160,377	\$148,947	+7.7%

## Historical Average Sales Price by Month



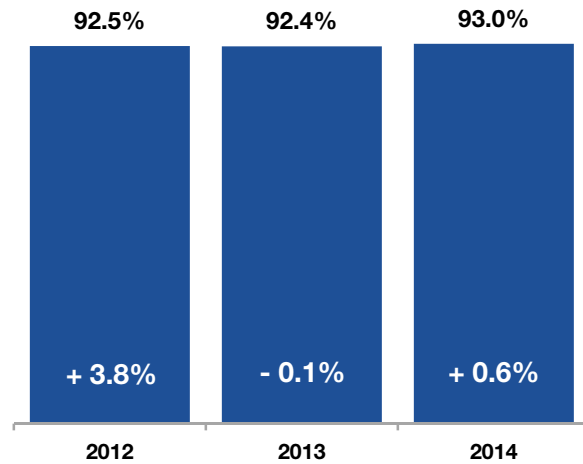


# Percent of Original List Price Received

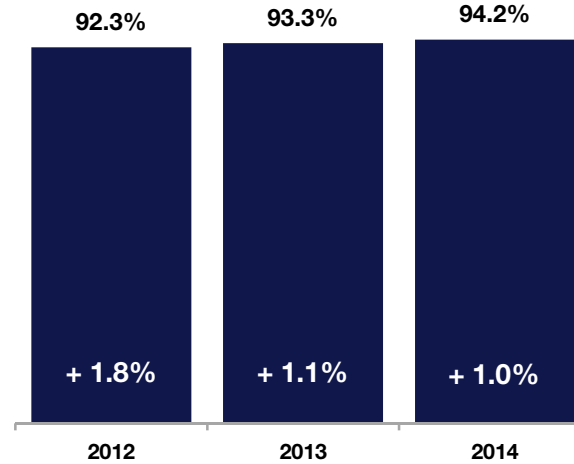


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October

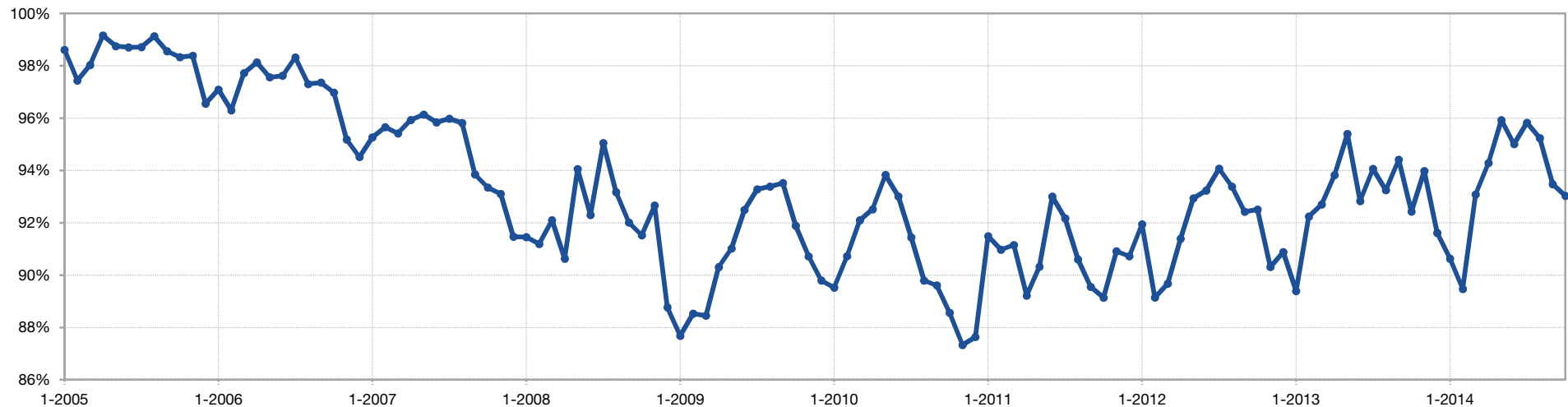


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.2%	93.2%	+2.1%
September 2014	93.5%	94.4%	-1.0%
<b>October 2014</b>	<b>93.0%</b>	<b>92.4%</b>	<b>+0.6%</b>
12-Month Avg	93.5%	92.6%	+1.0%

## Historical Percent of Original List Price Received by Month

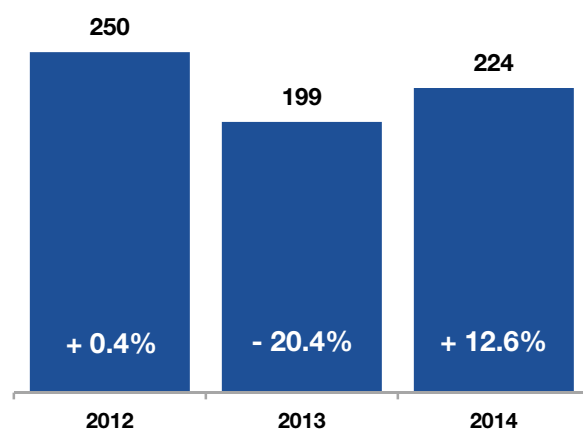


# Housing Affordability Index

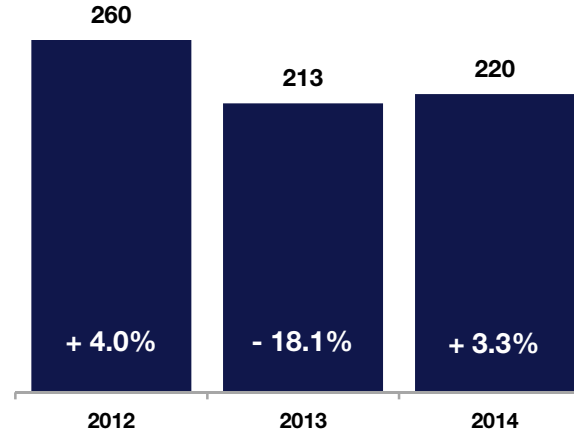


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



## Year to Date



	Affordability Index	Prior Year	Percent Change
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	207	209	-1.0%
August 2014	204	197	+3.6%
September 2014	211	213	-0.9%
<b>October 2014</b>	<b>224</b>	<b>199</b>	<b>+12.6%</b>
12-Month Avg	222	227	-2.2%

## Historical Housing Affordability Index by Month

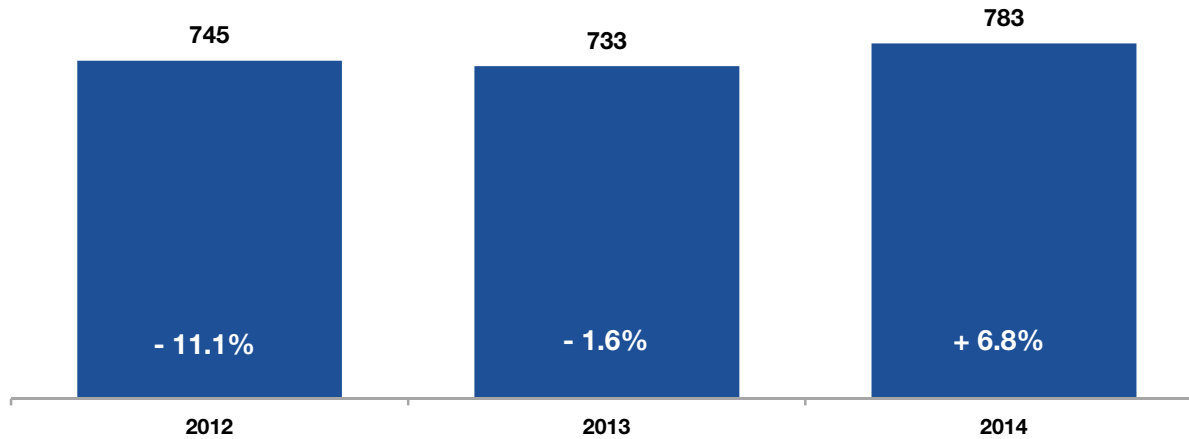


# Inventory of Homes for Sale

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



## October



Homes for Sale		Prior Year	Percent Change
November 2013	674	691	-2.5%
December 2013	577	580	-0.5%
January 2014	572	588	-2.7%
February 2014	599	603	-0.7%
March 2014	667	656	+1.7%
April 2014	766	714	+7.3%
May 2014	799	727	+9.9%
June 2014	838	761	+10.1%
July 2014	839	777	+8.0%
August 2014	849	758	+12.0%
September 2014	860	727	+18.3%
<b>October 2014</b>	<b>783</b>	<b>733</b>	<b>+6.8%</b>
12-Month Avg	735	693	+6.1%

## Historical Inventory of Homes for Sale by Month

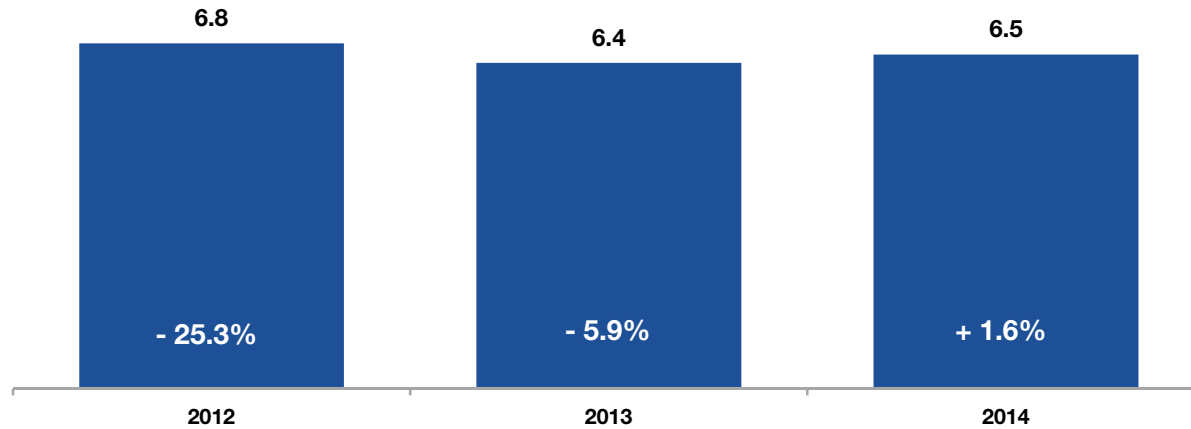


# Months Supply of Inventory

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.

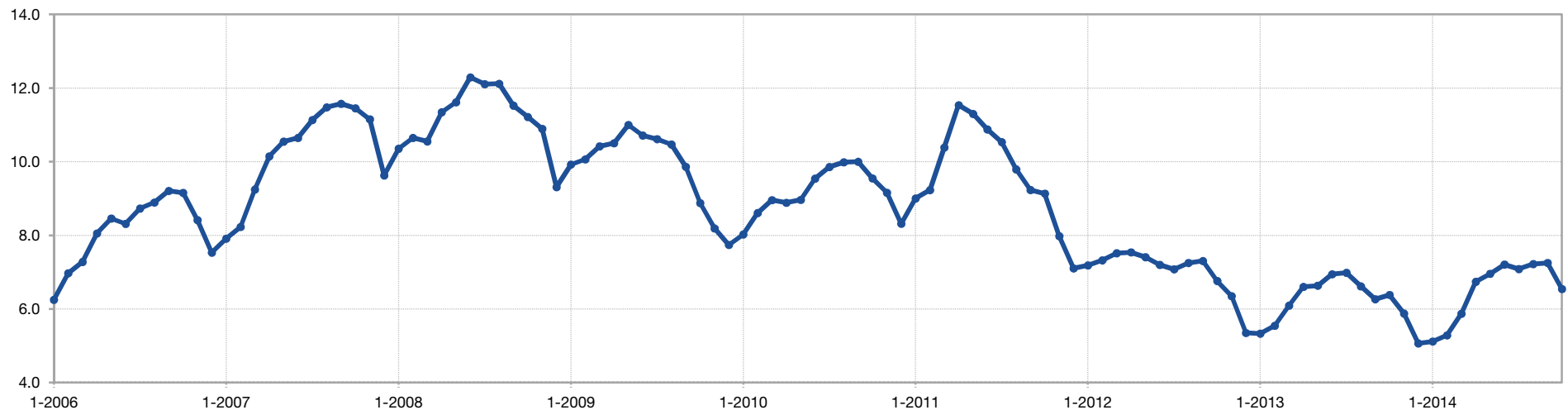


## October



	Months Supply	Prior Year	Percent Change
November 2013	5.9	6.3	-6.3%
December 2013	5.1	5.3	-3.8%
January 2014	5.1	5.3	-3.8%
February 2014	5.3	5.5	-3.6%
March 2014	5.9	6.1	-3.3%
April 2014	6.7	6.6	+1.5%
May 2014	7.0	6.6	+6.1%
June 2014	7.2	6.9	+4.3%
July 2014	7.1	7.0	+1.4%
August 2014	7.2	6.6	+9.1%
September 2014	7.3	6.3	+15.9%
<b>October 2014</b>	<b>6.5</b>	<b>6.4</b>	<b>+1.6%</b>
12-Month Avg	6.4	6.3	+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	+ / -	10-2013	10-2014	+ / -	10-2013	10-2014	+ / -
Albany	55	67	+21.8%	32	53	+65.6%	\$121,450	\$147,500	+21.4%	27	23	-14.8%	6.6	5.2	-20.9%
Avon	78	69	-11.5%	43	32	-25.6%	\$169,950	\$165,383	-2.7%	26	27	+3.8%	6.4	6.1	-3.6%
Clearwater	95	88	-7.4%	51	51	0.0%	\$152,000	\$158,000	+3.9%	38	27	-28.9%	7.6	5.2	-31.2%
Cold Spring	169	161	-4.7%	84	104	+23.8%	\$167,000	\$176,750	+5.8%	80	61	-23.8%	9.9	6.3	-36.8%
Eden Lake Twp	6	18	+200.0%	2	2	0.0%	\$96,500	\$192,250	+99.2%	3	11	+266.7%	3.0	11.0	+266.7%
Eden Valley	60	70	+16.7%	30	36	+20.0%	\$120,000	\$90,750	-24.4%	27	36	+33.3%	7.8	9.8	+25.3%
Fair Haven Twp	5	4	-20.0%	5	1	-80.0%	\$145,500	\$43,900	-69.8%	1	0	-100.0%	1.0	0.0	-100.0%
Foley	97	108	+11.3%	62	55	-11.3%	\$119,000	\$132,000	+10.9%	35	36	+2.9%	5.8	6.2	+7.3%
Freeport	30	37	+23.3%	16	29	+81.3%	\$134,250	\$160,000	+19.2%	9	10	+11.1%	4.3	3.7	-14.4%
Holdingford	28	30	+7.1%	17	21	+23.5%	\$118,950	\$164,900	+38.6%	11	14	+27.3%	5.8	4.9	-15.9%
Kimball	70	60	-14.3%	49	35	-28.6%	\$150,026	\$141,250	-5.8%	27	24	-11.1%	5.1	5.2	+1.4%
Maine Prairie Twp	1	2	+100.0%	2	1	-50.0%	\$237,500	\$0	-100.0%	0	2	--	0.0	2.0	--
Melrose	84	67	-20.2%	46	41	-10.9%	\$127,125	\$144,000	+13.3%	39	30	-23.1%	8.2	7.2	-12.6%
Paynesville	81	77	-4.9%	35	33	-5.7%	\$148,000	\$126,400	-14.6%	34	37	+8.8%	10.5	10.6	+1.1%
Rice	108	129	+19.4%	74	76	+2.7%	\$148,000	\$156,500	+5.7%	44	40	-9.1%	6.5	5.6	-13.4%
Richmond	105	108	+2.9%	56	60	+7.1%	\$170,250	\$206,500	+21.3%	41	48	+17.1%	7.1	8.7	+22.4%
Rockville	32	22	-31.3%	18	17	-5.6%	\$161,500	\$184,713	+14.4%	11	6	-45.5%	5.5	3.0	-45.5%
Sartell	373	433	+16.1%	226	296	+31.0%	\$169,950	\$179,900	+5.9%	144	147	+2.1%	6.7	5.3	-20.2%
Sauk Centre	133	128	-3.8%	72	67	-6.9%	\$132,900	\$119,500	-10.1%	56	56	0.0%	8.4	9.3	+11.1%
Sauk Rapids	284	311	+9.5%	171	179	+4.7%	\$145,000	\$153,000	+5.5%	101	111	+9.9%	6.3	6.5	+3.0%
Saint Cloud	1,083	1,172	+8.2%	669	628	-6.1%	\$122,500	\$130,000	+6.1%	410	457	+11.5%	6.4	7.4	+15.1%
Saint Joseph	135	124	-8.1%	86	82	-4.7%	\$157,500	\$149,247	-5.2%	52	38	-26.9%	6.6	4.9	-26.1%
Saint Augusta	47	38	-19.1%	30	20	-33.3%	\$239,005	\$168,950	-29.3%	12	15	+25.0%	3.1	6.6	+114.5%
Waite Park	75	83	+10.7%	55	52	-5.5%	\$121,600	\$121,450	-0.1%	26	30	+15.4%	4.7	5.6	+19.0%
Wakefield Twp	5	0	-100.0%	5	0	-100.0%	\$250,000	\$0	-100.0%	0	0	--	0.0	0.0	--