

Monthly Indicators



November 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

+ 21.4% **+ 2.3%** **+ 4.6%**

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.

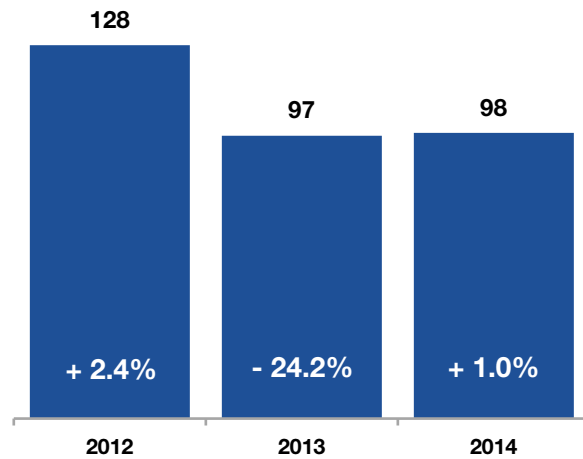
Key Metrics	Historical Sparkbars	11-2013	11-2014	Percent Change	YTD 2013	YTD 2014	Percent Change
New Listings		97	98	+ 1.0%	2,047	2,221	+ 8.5%
Pending Sales		90	104	+ 15.6%	1,300	1,378	+ 6.0%
Closed Sales		84	102	+ 21.4%	1,291	1,339	+ 3.7%
Days on Market		90	89	- 1.1%	92	83	- 9.8%
Median Sales Price		\$136,750	\$139,900	+ 2.3%	\$140,000	\$148,000	+ 5.7%
Avg. Sales Price		\$145,146	\$151,272	+ 4.2%	\$152,293	\$166,630	+ 9.4%
Pct. of Orig. Price Received		94.0%	91.8%	- 2.3%	93.3%	94.0%	+ 0.8%
Affordability Index		231	235	+ 1.7%	225	222	- 1.3%
Homes for Sale		674	705	+ 4.6%	--	--	--
Months Supply		5.9	5.9	0.0%	--	--	--

New Listings

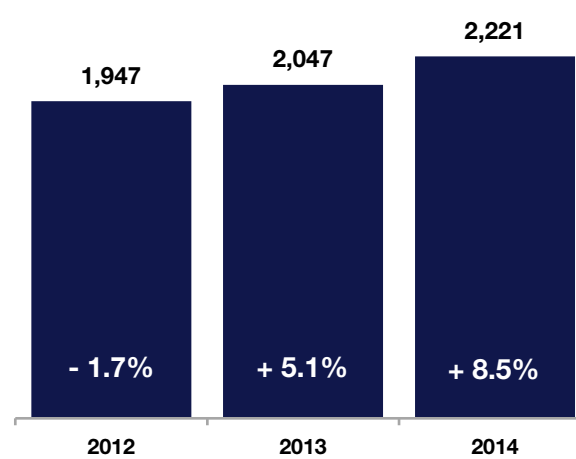
A count of the properties that have been newly listed on the market in a given month.



November

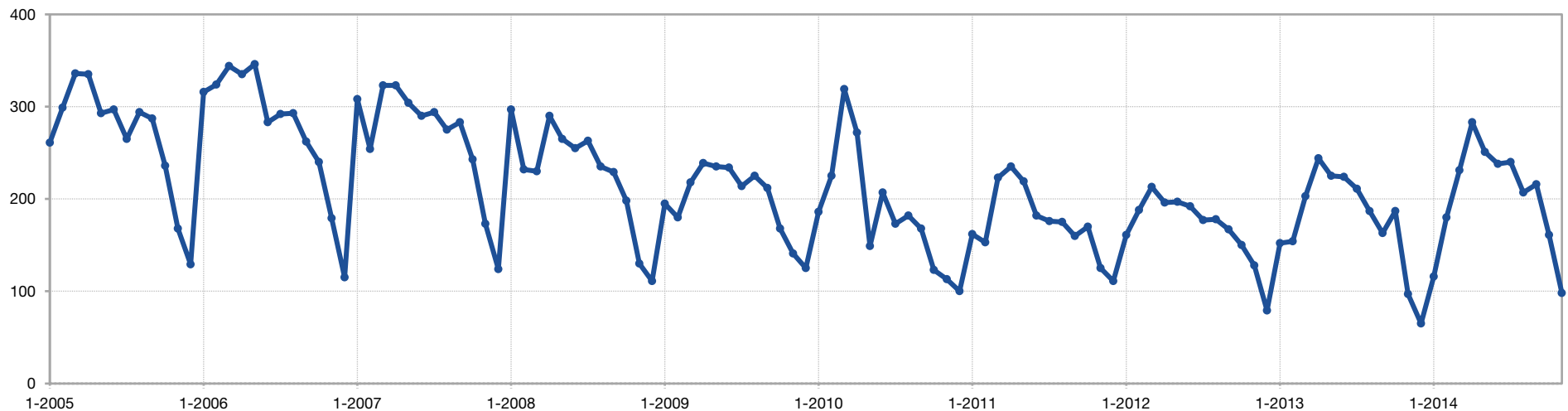


Year to Date



	New Listings	Prior Year	Percent Change
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%
October 2014	161	187	-13.9%
November 2014	98	97	+1.0%
12-Month Avg	191	177	+7.9%

Historical New Listings by Month

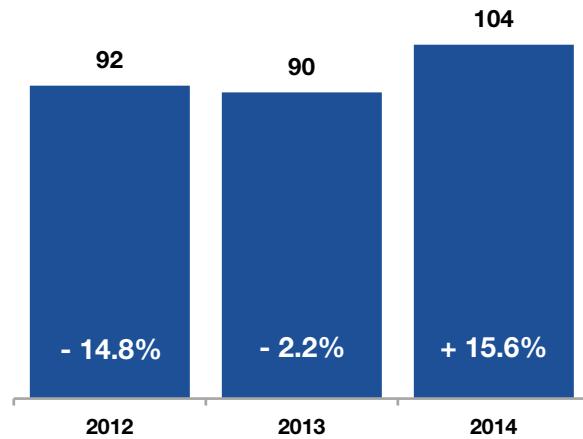


Pending Sales

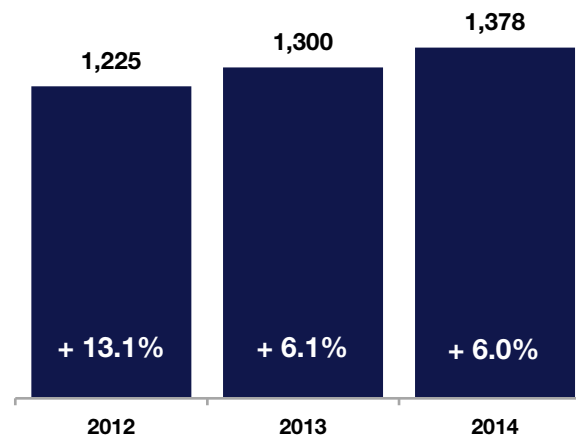
A count of the properties on which offers have been accepted in a given month.



November

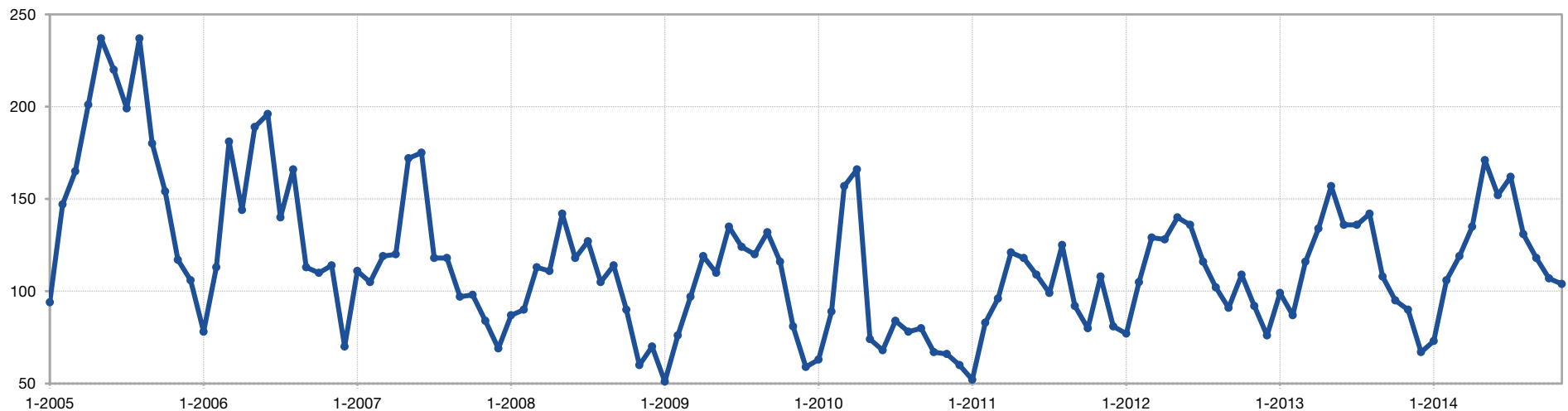


Year to Date



Pending Sales	Prior Year	Percent Change
December 2013	76	-11.8%
January 2014	99	-26.3%
February 2014	87	+21.8%
March 2014	116	+2.6%
April 2014	134	+0.7%
May 2014	157	+8.9%
June 2014	136	+11.8%
July 2014	136	+19.1%
August 2014	142	-7.7%
September 2014	108	+9.3%
October 2014	95	+12.6%
November 2014	104	+15.6%
12-Month Avg	120	+4.3%

Historical Pending Sales by Month

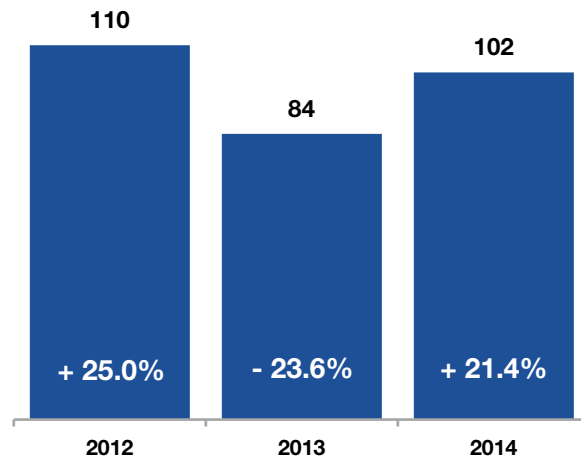


Closed Sales

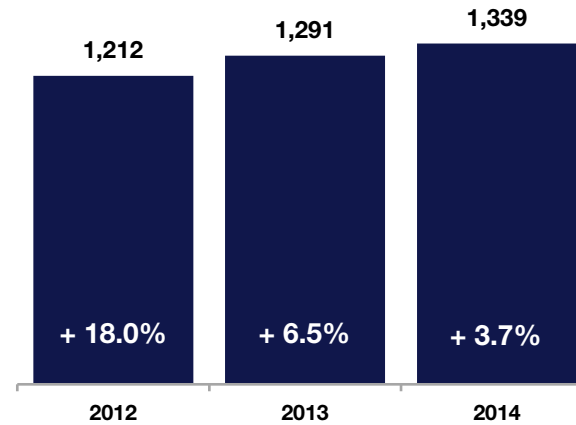
A count of the actual sales that closed in a given month.



November

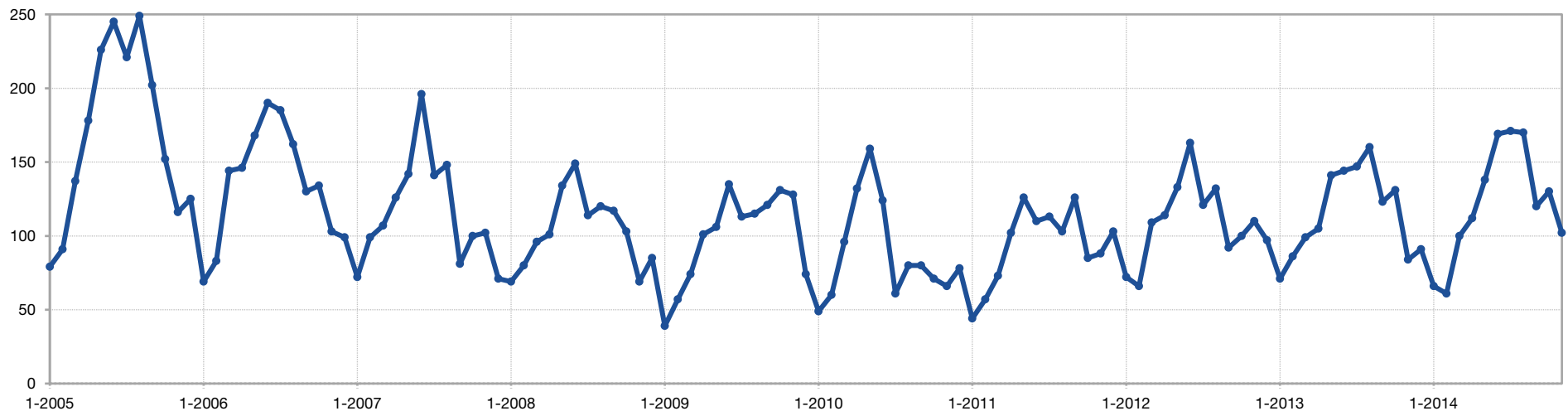


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
October 2014	130	131	-0.8%
November 2014	102	84	+21.4%
12-Month Avg	119	116	+2.6%

Historical Closed Sales by Month

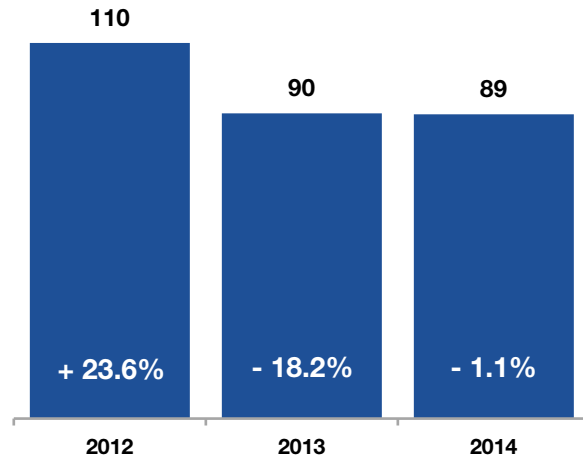


Days on Market Until Sale

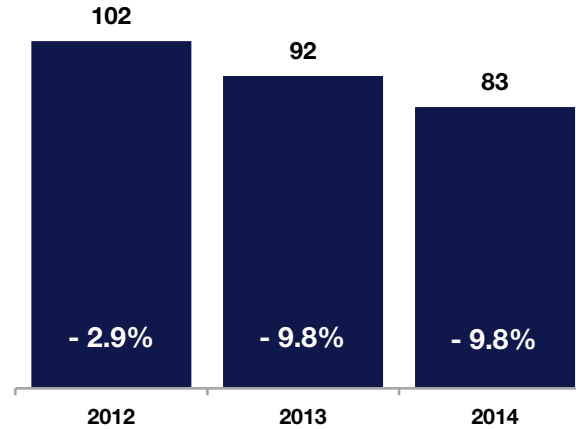
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

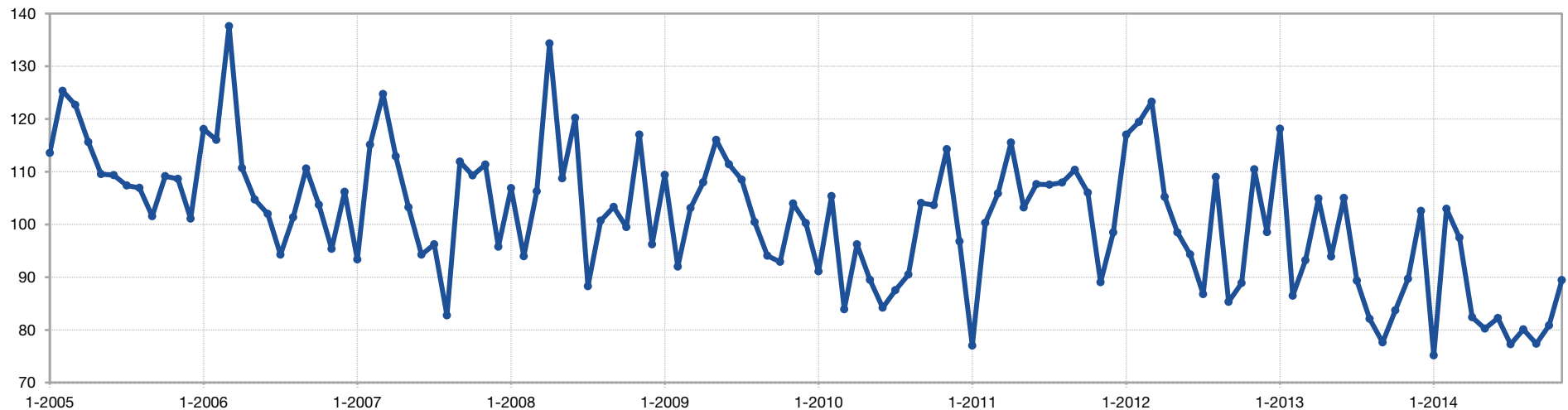


Year to Date



Days on Market		Prior Year	Percent Change
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%
October 2014	81	84	-3.6%
November 2014	89	90	-1.1%
12-Month Avg	86	94	-8.5%

Historical Days on Market Until Sale by Month

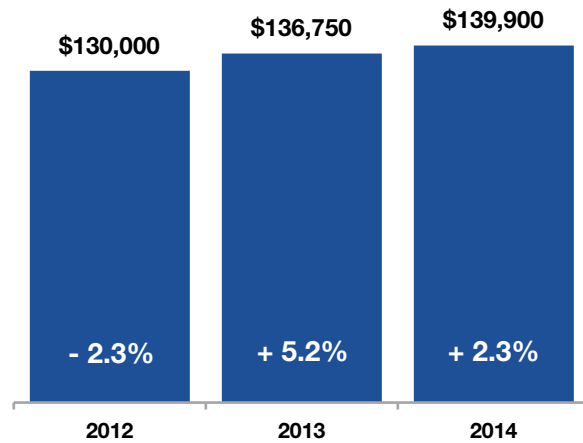


Median Sales Price

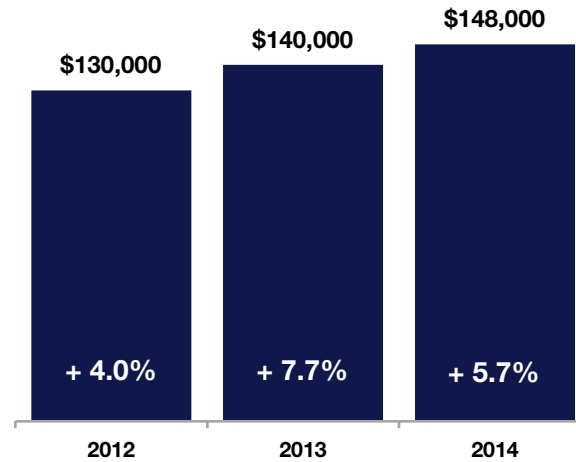


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

November



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2014	\$146,750	\$149,950	-2.1%
November 2014	\$139,900	\$136,750	+2.3%
12-Month Avg	\$145,033	\$139,726	+3.8%

Historical Median Sales Price by Month

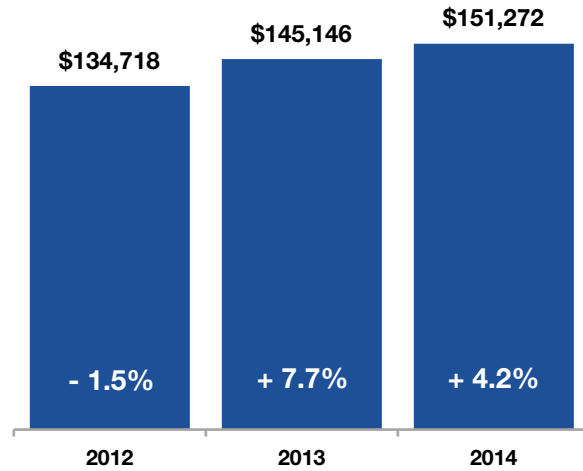


Average Sales Price

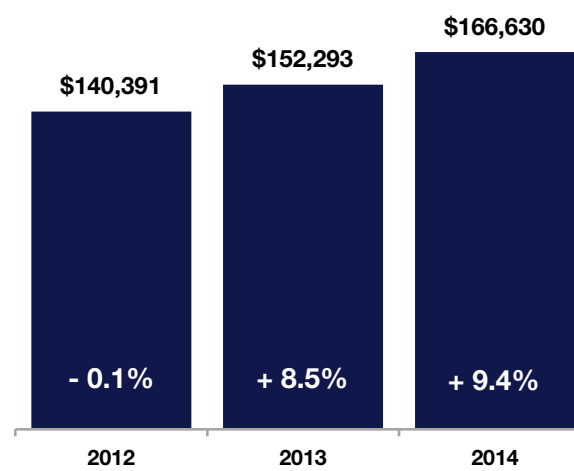
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
October 2014	\$161,627	\$158,094	+2.2%
November 2014	\$151,272	\$145,146	+4.2%
12-Month Avg	\$160,887	\$149,816	+7.4%

Historical Average Sales Price by Month

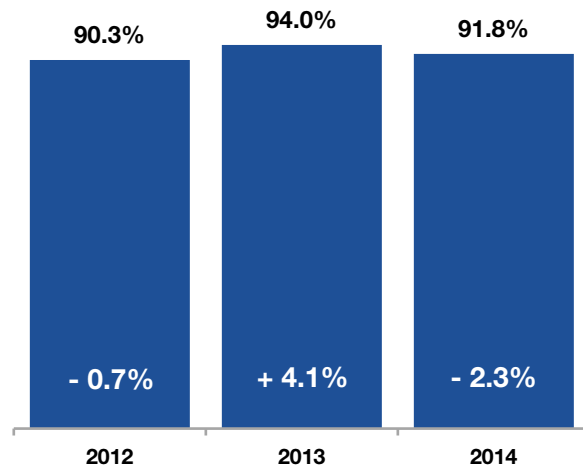


Percent of Original List Price Received

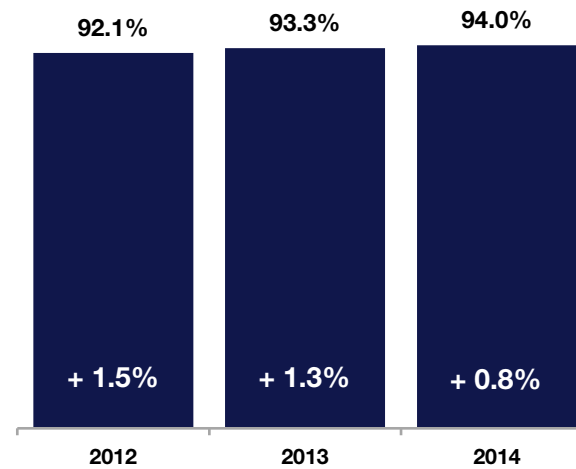


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November

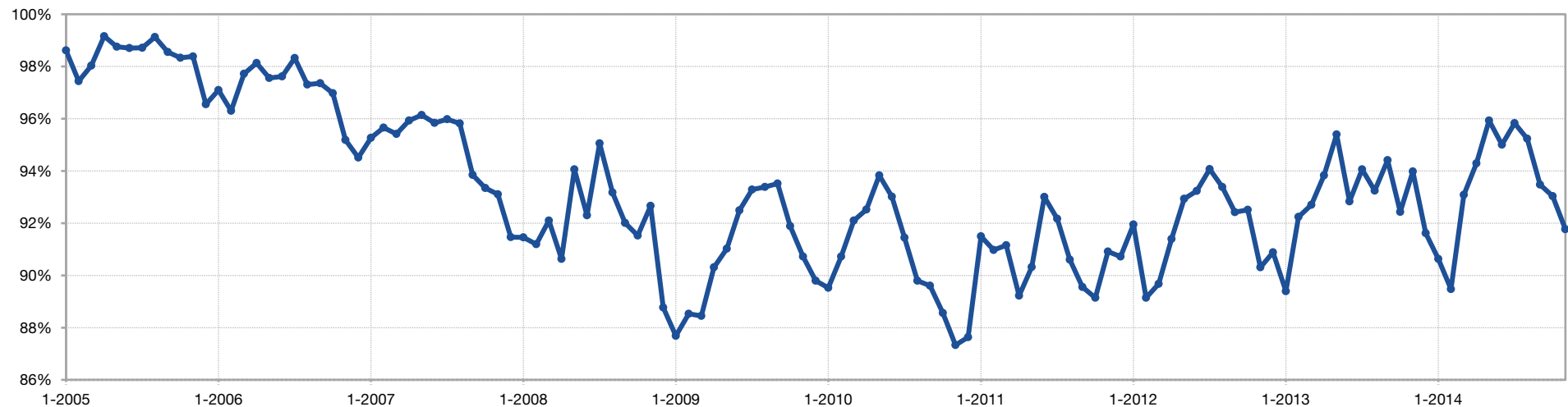


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2014	93.0%	92.4%	+0.6%
November 2014	91.8%	94.0%	-2.3%
12-Month Avg	93.3%	93.0%	+0.3%

Historical Percent of Original List Price Received by Month

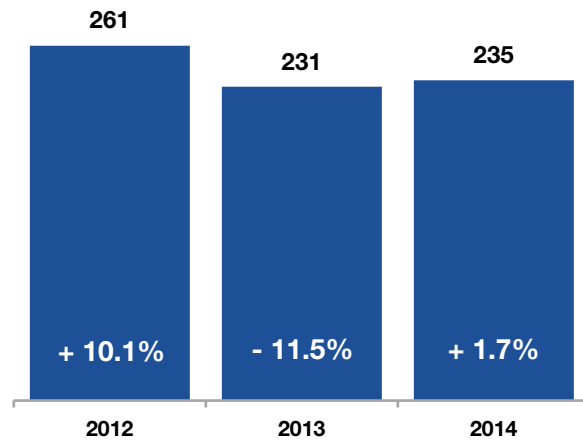


Housing Affordability Index

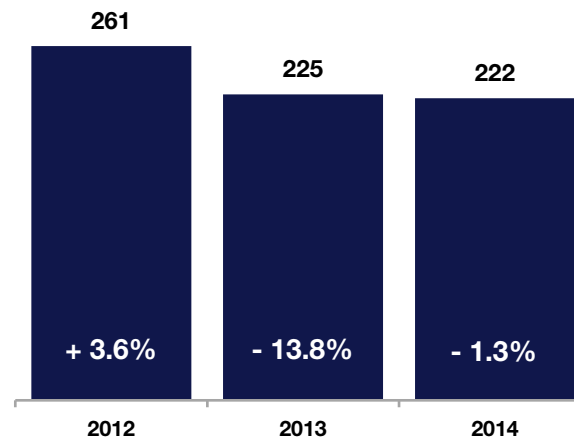


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2014	224	199	+12.6%
November 2014	235	231	+1.7%
12-Month Avg	222	224	-0.9%

Historical Housing Affordability Index by Month

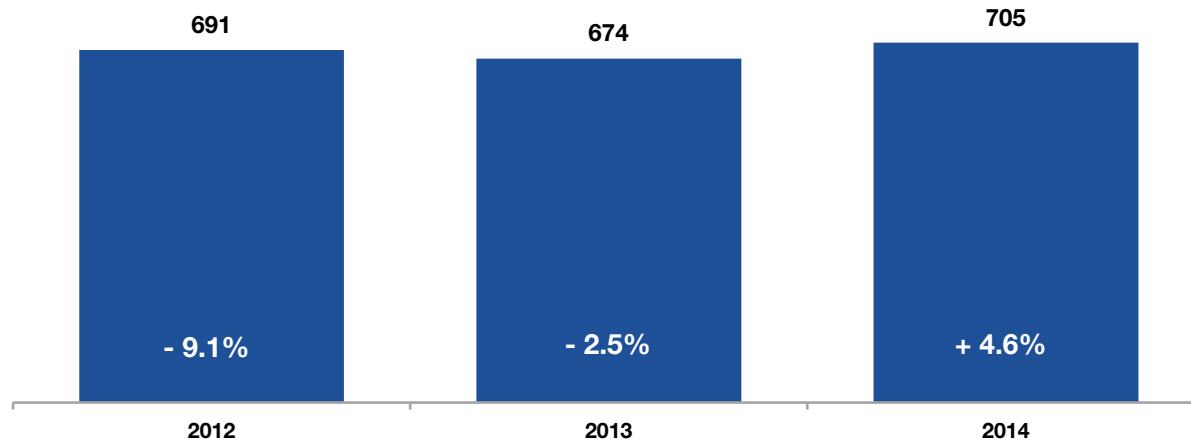


Inventory of Homes for Sale

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

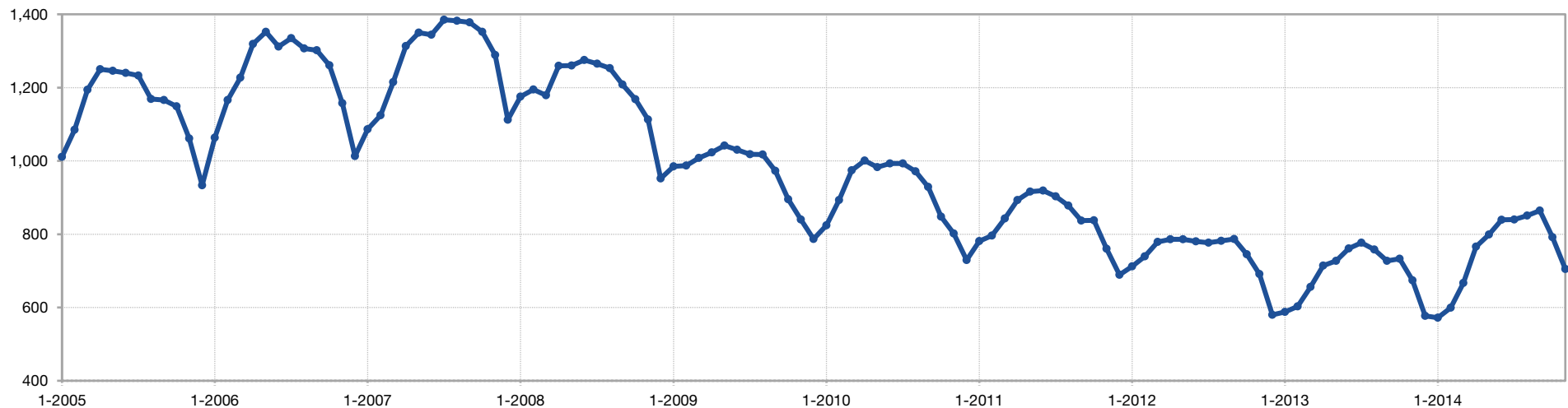


November



Homes for Sale		Prior Year	Percent Change
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	839	761	+10.2%
July 2014	840	777	+8.1%
August 2014	851	758	+12.3%
September 2014	864	727	+18.8%
October 2014	792	733	+8.0%
November 2014	705	674	+4.6%
12-Month Avg	739	692	+6.8%

Historical Inventory of Homes for Sale by Month

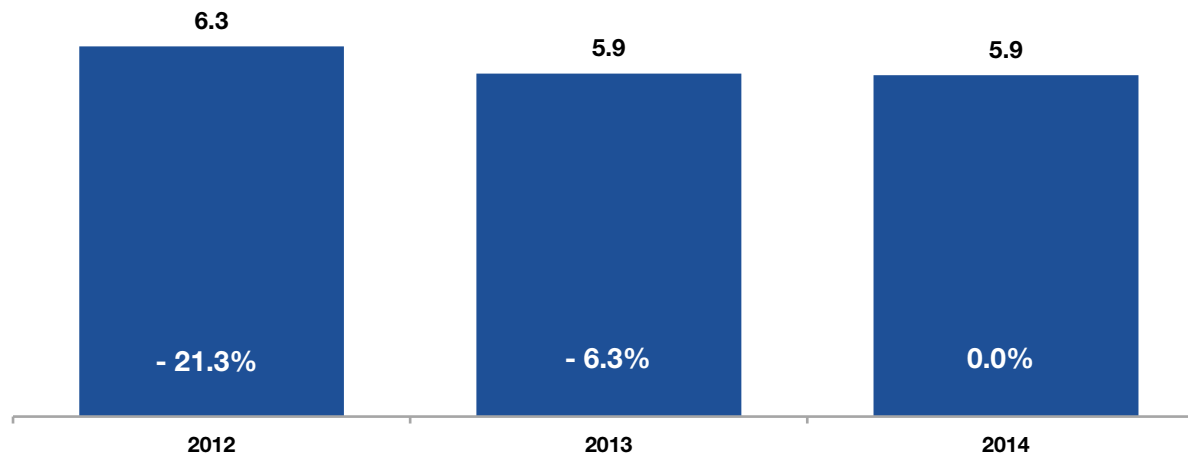


Months Supply of Inventory

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.

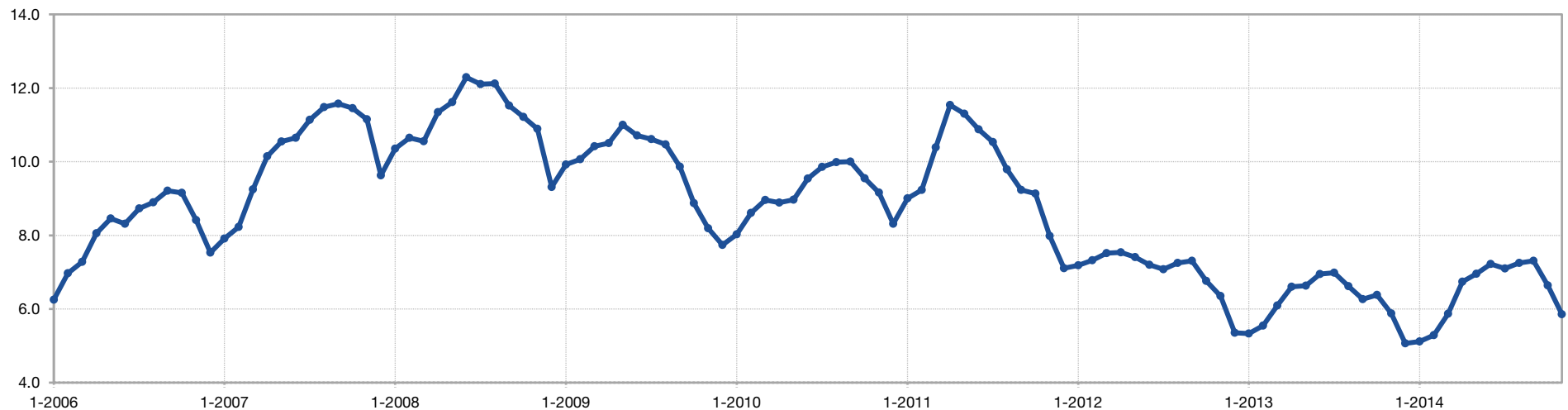


November



	Months Supply	Prior Year	Percent Change
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%
October 2014	6.6	6.4	+3.1%
November 2014	5.9	5.9	0.0%
12-Month Avg	6.4	6.2	+3.2%

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	+ / -	11-2013	11-2014	+ / -	11-2013	11-2014	+ / -
Albany	58	68	+17.2%	36	53	+47.2%	\$123,950	\$147,500	+19.0%	25	22	-12.0%	6.0	5.2	-13.0%
Avon	82	71	-13.4%	45	38	-15.6%	\$165,450	\$165,383	-0.0%	24	22	-8.3%	6.0	5.2	-12.7%
Clearwater	102	90	-11.8%	53	58	+9.4%	\$152,000	\$158,750	+4.4%	38	24	-36.8%	7.7	4.6	-39.9%
Cold Spring	178	169	-5.1%	91	108	+18.7%	\$163,500	\$174,950	+7.0%	75	61	-18.7%	9.0	6.7	-26.1%
Eden Lake Twp	6	18	+200.0%	2	2	0.0%	\$96,500	\$192,250	+99.2%	2	11	+450.0%	2.0	11.0	+450.0%
Eden Valley	68	70	+2.9%	31	40	+29.0%	\$120,000	\$105,450	-12.1%	28	34	+21.4%	7.6	9.7	+27.2%
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	102	111	+8.8%	66	64	-3.0%	\$121,500	\$131,000	+7.8%	33	30	-9.1%	5.4	5.1	-5.2%
Freeport	33	38	+15.2%	17	30	+76.5%	\$140,000	\$159,500	+13.9%	10	6	-40.0%	4.8	2.0	-58.0%
Holdingford	32	30	-6.3%	18	21	+16.7%	\$115,000	\$164,900	+43.4%	14	10	-28.6%	7.4	3.8	-49.1%
Kimball	79	61	-22.8%	50	44	-12.0%	\$150,051	\$143,000	-4.7%	27	15	-44.4%	5.0	3.3	-33.1%
Maine Prairie Twp	1	2	+100.0%	2	1	-50.0%	\$237,500	\$0	-100.0%	0	1	--	0.0	1.0	--
Melrose	87	70	-19.5%	51	43	-15.7%	\$127,750	\$150,500	+17.8%	40	28	-30.0%	8.5	7.0	-17.3%
Paynesville	83	81	-2.4%	35	35	0.0%	\$148,000	\$119,900	-19.0%	27	32	+18.5%	8.1	9.1	+12.9%
Rice	116	133	+14.7%	74	78	+5.4%	\$148,000	\$156,500	+5.7%	44	32	-27.3%	6.8	4.5	-34.0%
Richmond	113	113	0.0%	59	63	+6.8%	\$170,500	\$200,000	+17.3%	46	45	-2.2%	8.8	8.2	-6.6%
Rockville	34	22	-35.3%	20	17	-15.0%	\$161,500	\$184,713	+14.4%	10	5	-50.0%	5.0	2.4	-52.9%
Sartell	392	450	+14.8%	238	313	+31.5%	\$169,500	\$178,000	+5.0%	133	140	+5.3%	6.1	5.1	-16.7%
Sauk Centre	139	132	-5.0%	76	74	-2.6%	\$132,950	\$117,750	-11.4%	53	45	-15.1%	8.5	7.1	-16.2%
Sauk Rapids	300	318	+6.0%	188	192	+2.1%	\$145,000	\$153,000	+5.5%	97	97	0.0%	5.9	5.5	-6.7%
Saint Cloud	1,134	1,231	+8.6%	715	687	-3.9%	\$123,000	\$130,000	+5.7%	375	406	+8.3%	6.0	6.5	+9.6%
Saint Joseph	141	126	-10.6%	89	87	-2.2%	\$156,250	\$147,500	-5.6%	48	25	-47.9%	5.9	3.2	-45.7%
Saint Augusta	51	40	-21.6%	33	21	-36.4%	\$240,109	\$164,900	-31.3%	13	13	0.0%	3.7	5.7	+54.0%
Waite Park	80	96	+20.0%	61	60	-1.6%	\$120,000	\$114,950	-4.2%	21	37	+76.2%	3.9	6.9	+78.9%
Wakefield Twp	5	0	-100.0%	5	0	-100.0%	\$250,000	\$0	-100.0%	0	0	--	0.0	0.0	--