

# Monthly Indicators



## March 2015

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

**- 2.0%**      **+ 5.6%**      **+ 13.8%**

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.

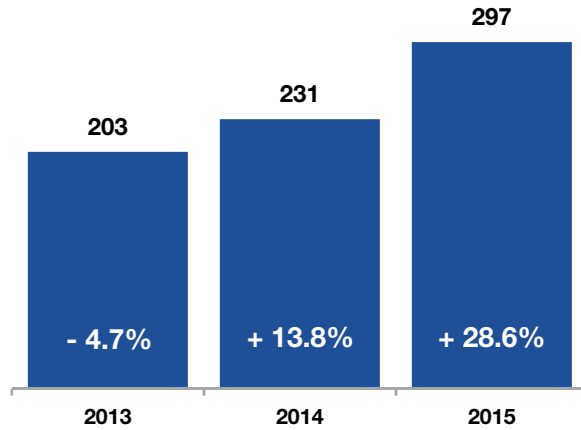
Key Metrics	Historical Sparkbars	3-2014	3-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		231	<b>297</b>	+ 28.6%	527	<b>653</b>	+ 23.9%
<b>Pending Sales</b>		119	<b>160</b>	+ 34.5%	298	<b>336</b>	+ 12.8%
<b>Closed Sales</b>		100	<b>98</b>	- 2.0%	227	<b>241</b>	+ 6.2%
<b>Days on Market</b>		97	<b>131</b>	+ 35.1%	92	<b>114</b>	+ 23.9%
<b>Median Sales Price</b>		\$140,100	<b>\$148,000</b>	+ 5.6%	\$137,900	<b>\$145,000</b>	+ 5.1%
<b>Avg. Sales Price</b>		\$143,037	<b>\$166,008</b>	+ 16.1%	\$145,478	<b>\$157,375</b>	+ 8.2%
<b>Pct. of Orig. Price Received</b>		93.1%	<b>93.1%</b>	0.0%	91.4%	<b>92.7%</b>	+ 1.4%
<b>Affordability Index</b>		227	<b>237</b>	+ 4.4%	231	<b>242</b>	+ 4.8%
<b>Homes for Sale</b>		666	<b>758</b>	+ 13.8%	--	--	--
<b>Months Supply</b>		5.9	<b>6.1</b>	+ 3.4%	--	--	--

# New Listings

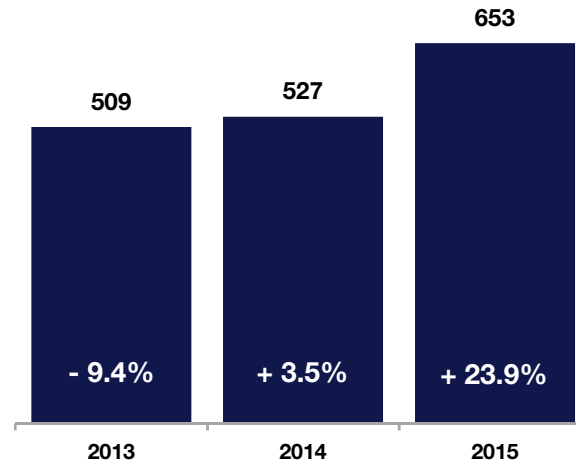
A count of the properties that have been newly listed on the market in a given month.



## March

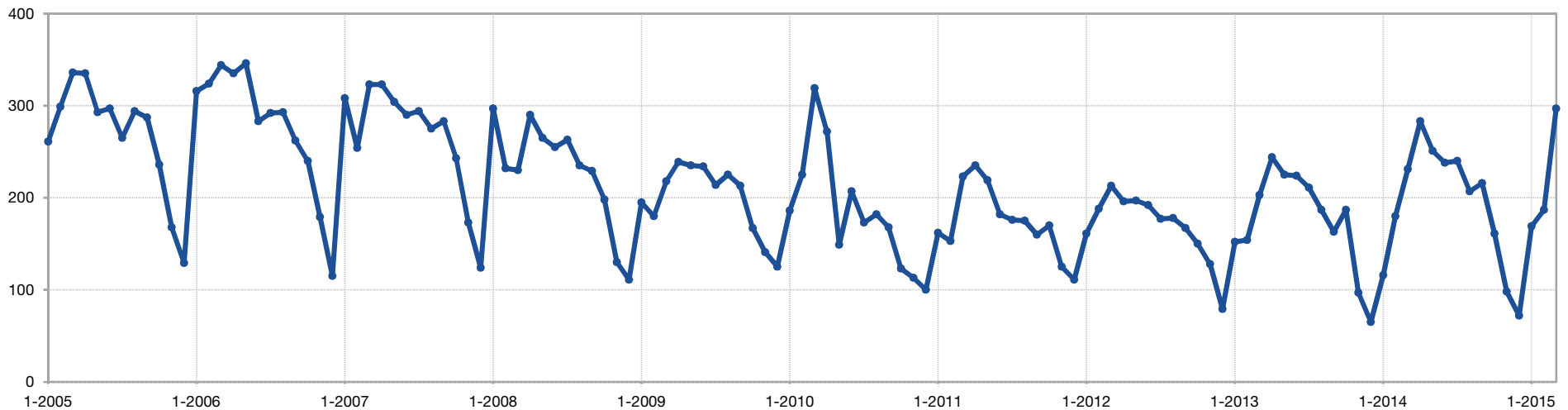


## Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2014	72	65	+10.8%
January 2015	169	116	+45.7%
February 2015	187	180	+3.9%
<b>March 2015</b>	<b>297</b>	<b>231</b>	<b>+28.6%</b>
12-Month Avg	202	178	+13.5%

## Historical New Listings by Month

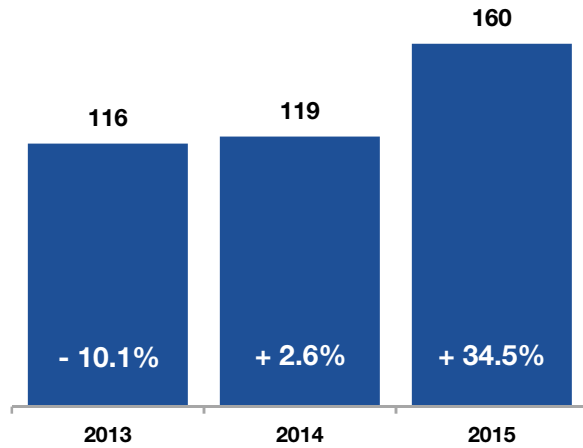


# Pending Sales

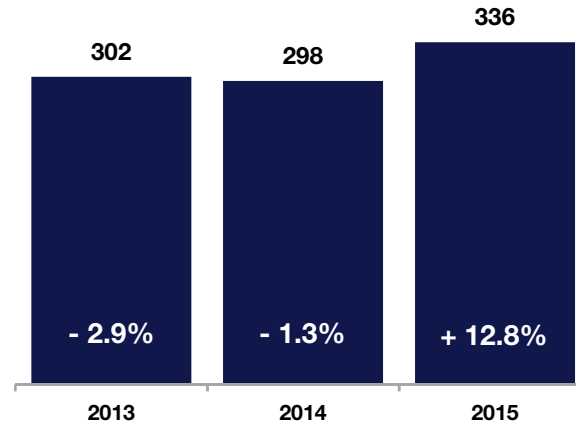
A count of the properties on which offers have been accepted in a given month.



## March

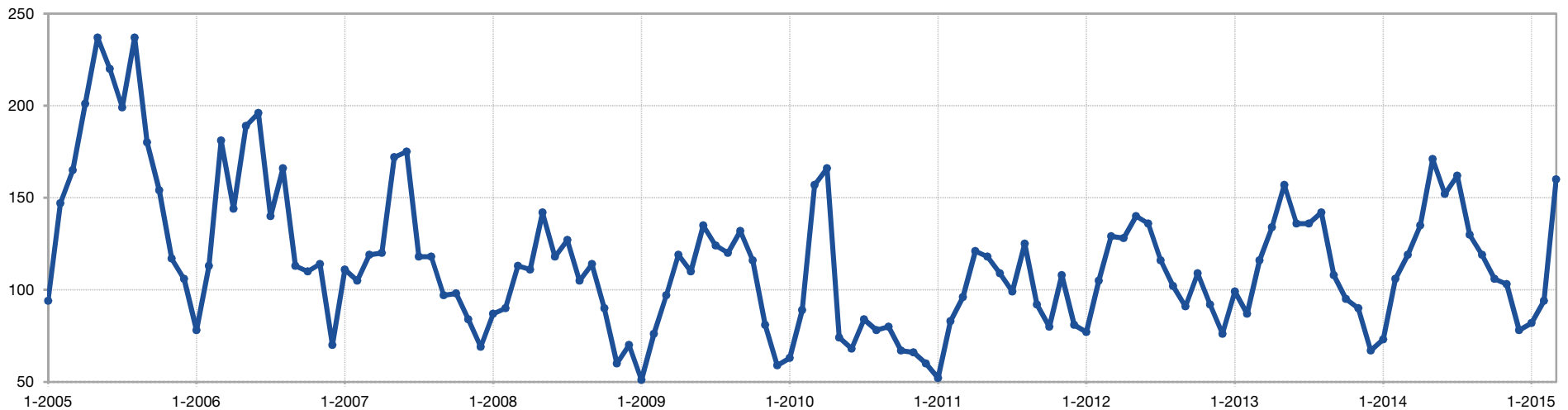


## Year to Date



Pending Sales		Prior Year	Percent Change
April 2014	135	134	+0.7%
May 2014	171	157	+8.9%
June 2014	152	136	+11.8%
July 2014	162	136	+19.1%
August 2014	130	142	-8.5%
September 2014	119	108	+10.2%
October 2014	106	95	+11.6%
November 2014	103	90	+14.4%
December 2014	78	67	+16.4%
January 2015	82	73	+12.3%
February 2015	94	106	-11.3%
<b>March 2015</b>	<b>160</b>	<b>119</b>	<b>+34.5%</b>
12-Month Avg	124	114	+8.8%

## Historical Pending Sales by Month

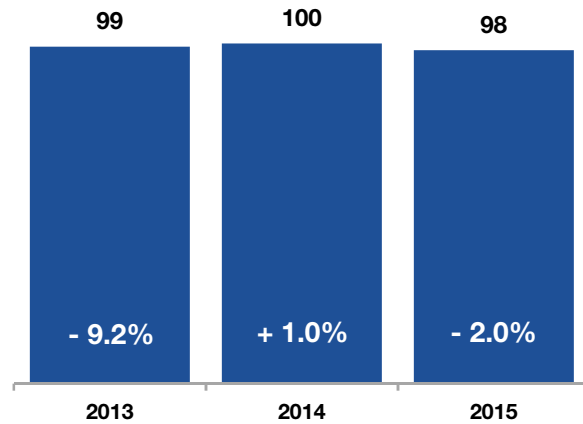


# Closed Sales

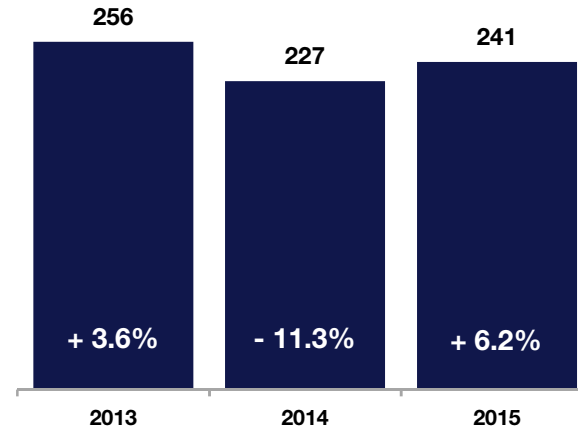
A count of the actual sales that closed in a given month.



## March



## Year to Date



	Closed Sales	Prior Year	Percent Change
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	121	123	-1.6%
October 2014	130	131	-0.8%
November 2014	102	84	+21.4%
December 2014	102	91	+12.1%
January 2015	67	66	+1.5%
February 2015	76	61	+24.6%
<b>March 2015</b>	<b>98</b>	<b>100</b>	<b>-2.0%</b>
12-Month Avg	121	113	+7.1%

## Historical Closed Sales by Month

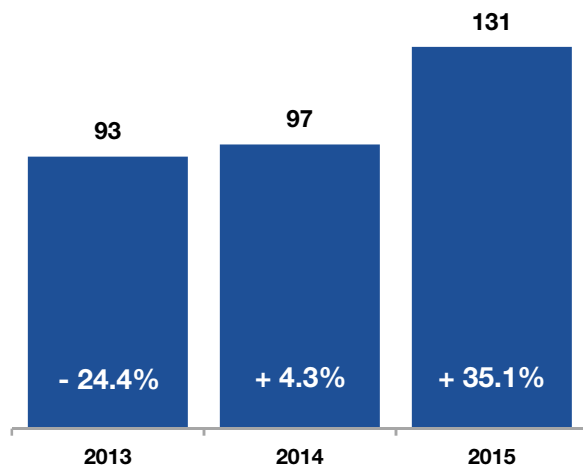


# Days on Market Until Sale

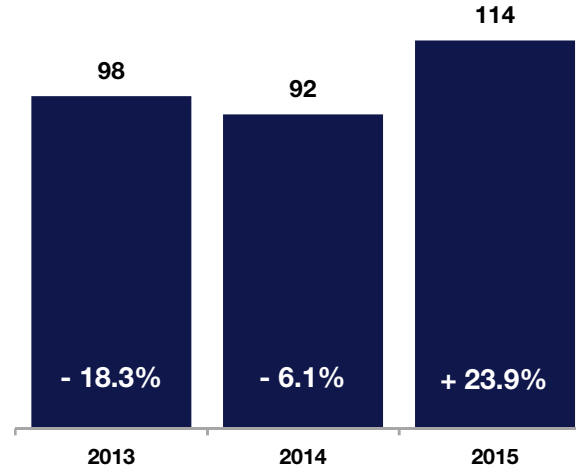
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March



## Year to Date



Days on Market	Prior Year	Percent Change	
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%
December 2014	90	103	-12.6%
January 2015	107	75	+42.7%
February 2015	100	103	-2.9%
<b>March 2015</b>	<b>131</b>	<b>97</b>	<b>+35.1%</b>
12-Month Avg	90	92	-2.2%

## Historical Days on Market Until Sale by Month

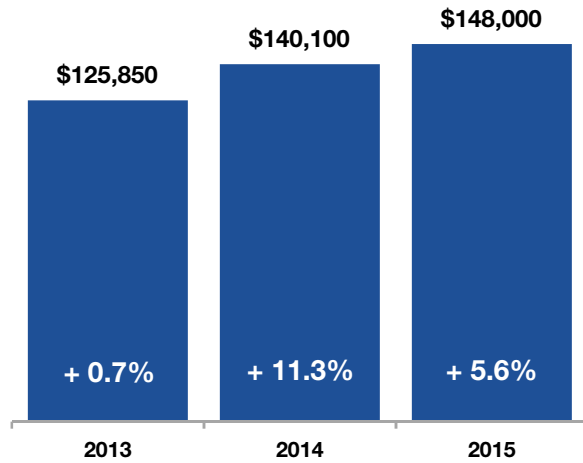


# Median Sales Price

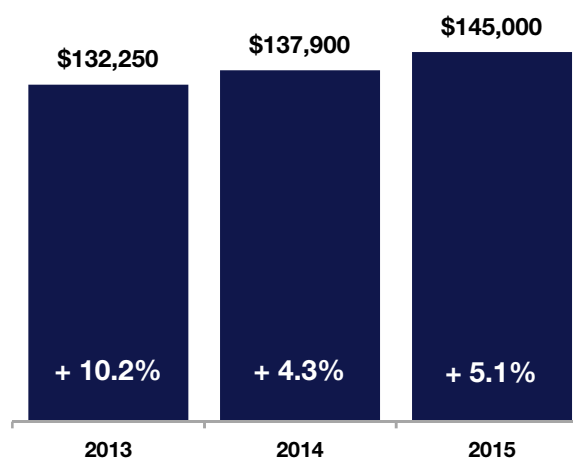


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

## March

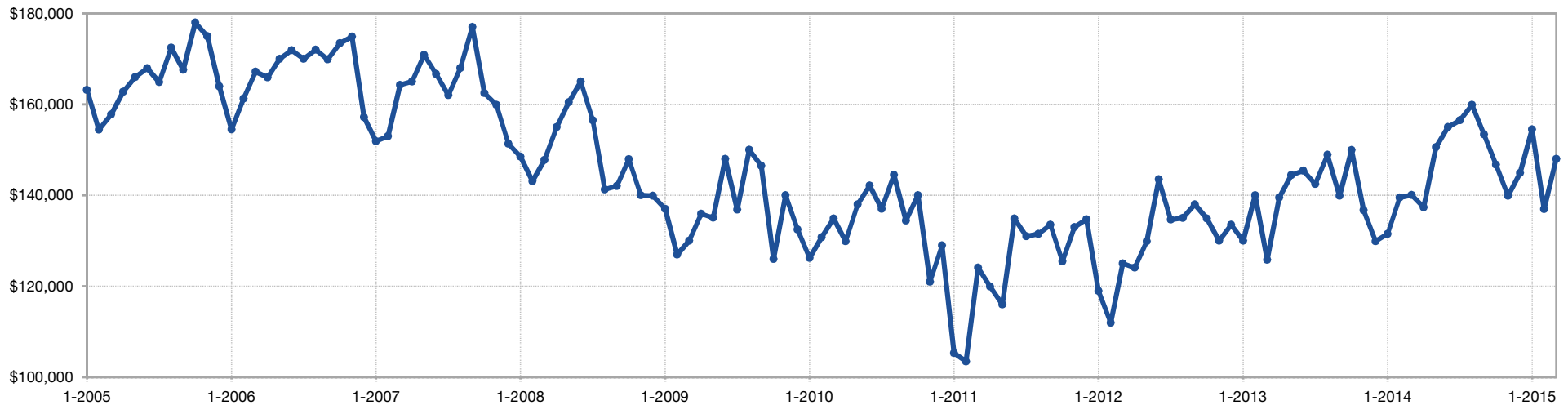


## Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
December 2014	\$144,900	\$129,900	+11.5%
January 2015	\$154,500	\$131,493	+17.5%
February 2015	\$136,950	\$139,500	-1.8%
<b>March 2015</b>	<b>\$148,000</b>	<b>\$140,100</b>	<b>+5.6%</b>
12-Month Avg	\$148,646	\$140,696	+5.7%

## Historical Median Sales Price by Month

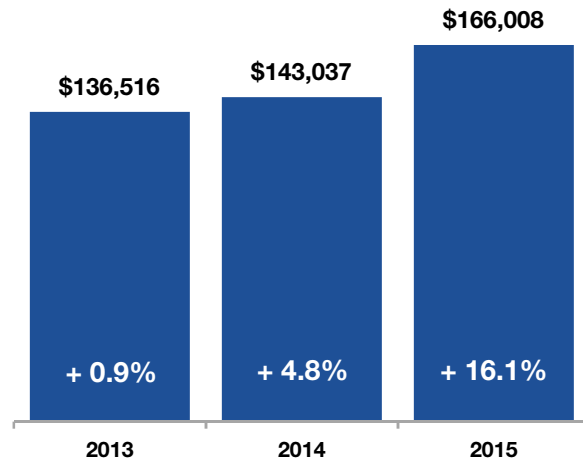


# Average Sales Price

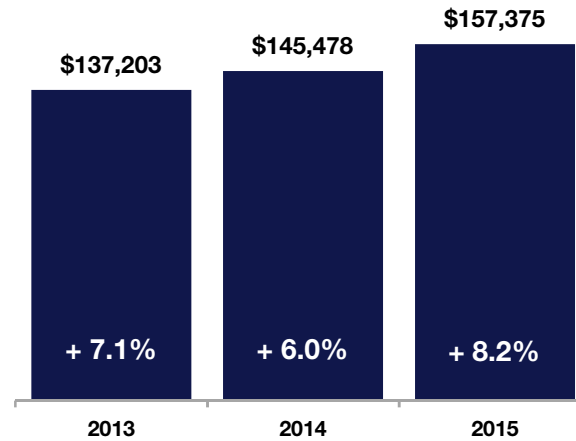
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

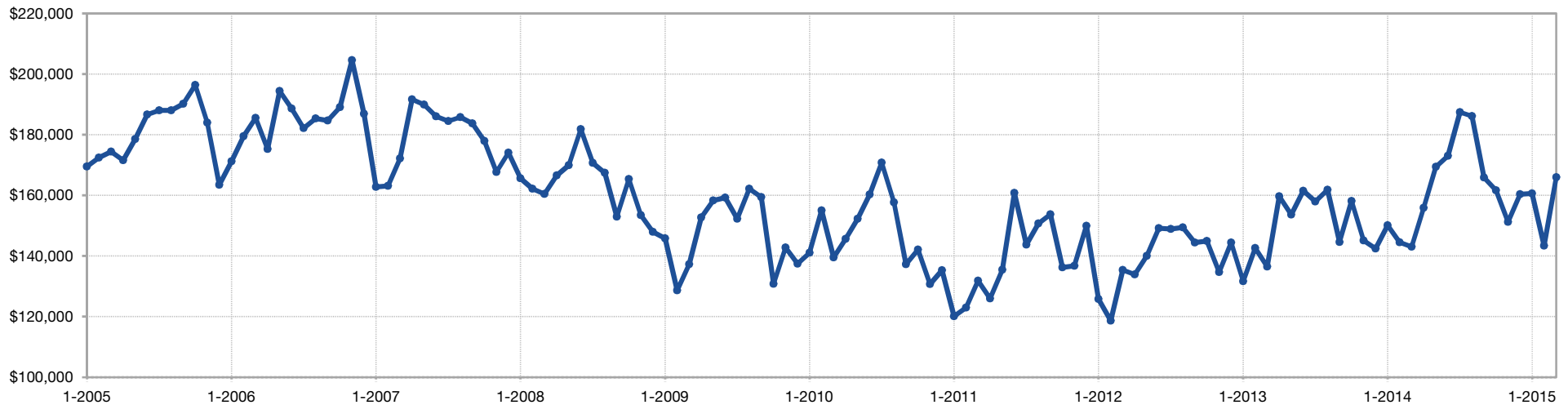


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$165,897	\$144,630	+14.7%
October 2014	\$161,627	\$158,094	+2.2%
November 2014	\$151,272	\$145,146	+4.2%
December 2014	\$160,392	\$142,458	+12.6%
January 2015	\$160,616	\$150,148	+7.0%
February 2015	\$143,385	\$144,525	-0.8%
<b>March 2015</b>	<b>\$166,008</b>	<b>\$143,037</b>	<b>+16.1%</b>
12-Month Avg	\$165,092	\$151,892	+8.7%

## Historical Average Sales Price by Month



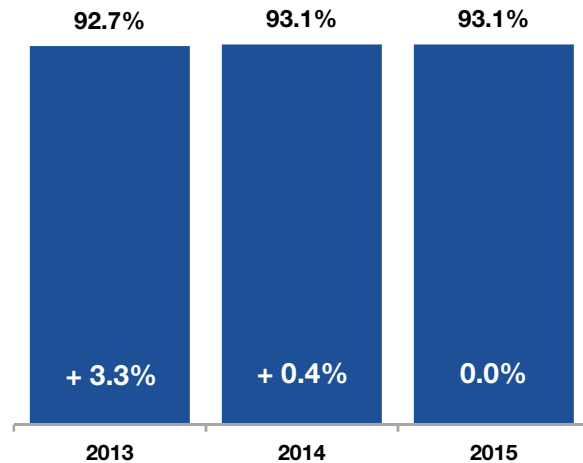


# Percent of Original List Price Received

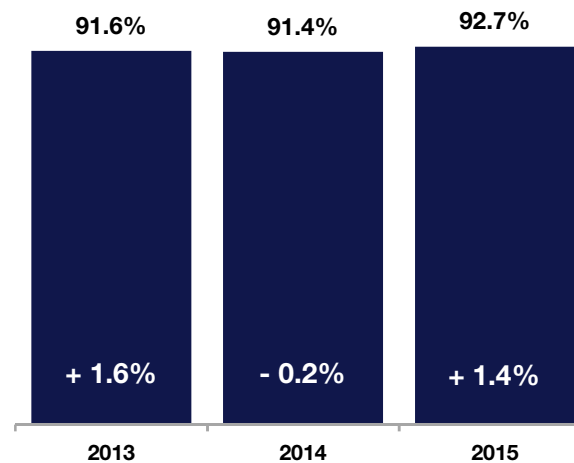


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## March

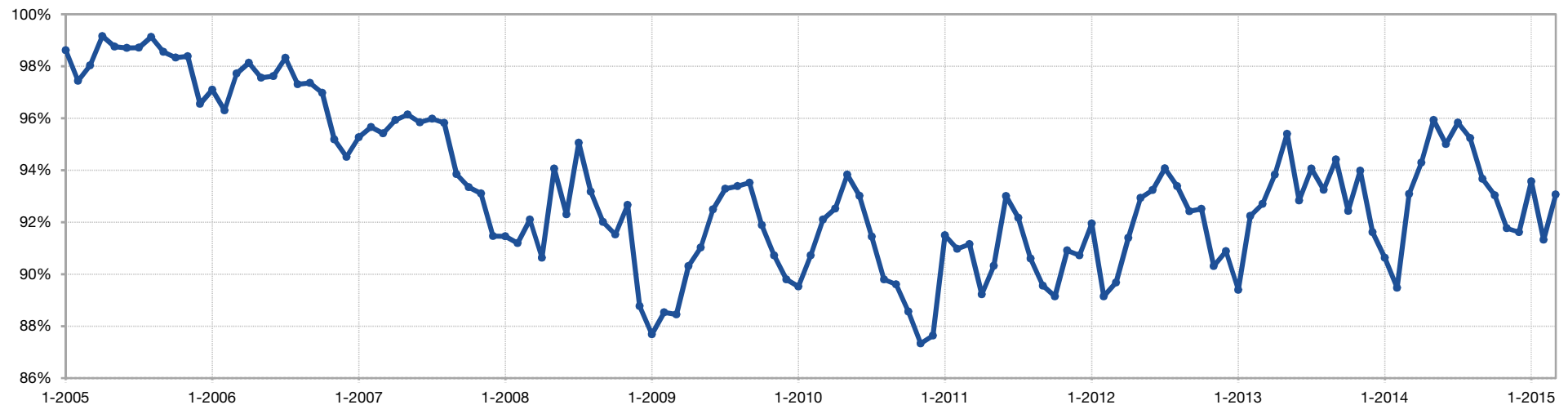


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	93.7%	94.4%	-0.7%
October 2014	93.0%	92.4%	+0.6%
November 2014	91.8%	94.0%	-2.3%
December 2014	91.6%	91.6%	0.0%
January 2015	93.6%	90.6%	+3.3%
February 2015	91.3%	89.5%	+2.0%
<b>March 2015</b>	<b>93.1%</b>	<b>93.1%</b>	<b>0.0%</b>
12-Month Avg	93.7%	92.9%	+0.9%

## Historical Percent of Original List Price Received by Month

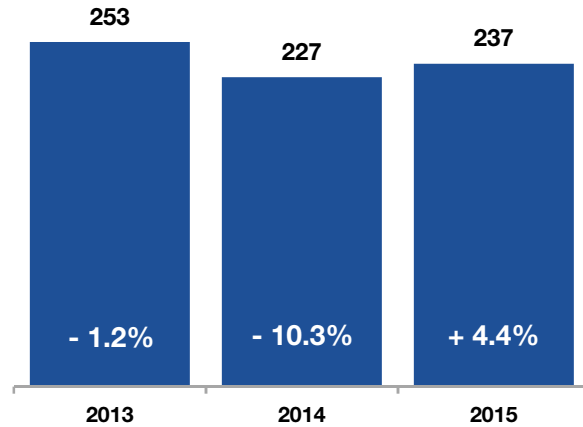


# Housing Affordability Index

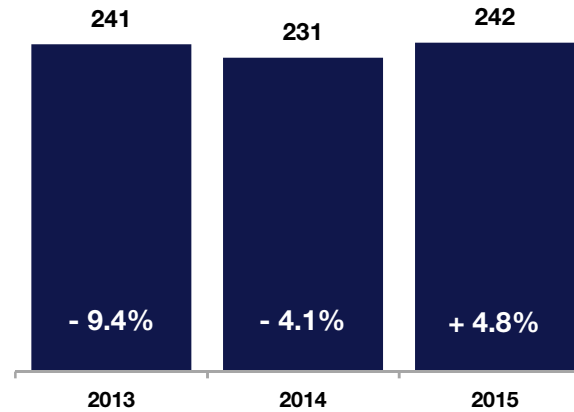


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
December 2014	229	232	-1.3%
January 2015	230	238	-3.4%
February 2015	259	228	+13.6%
<b>March 2015</b>	<b>237</b>	<b>227</b>	<b>+4.4%</b>
12-Month Avg	224	219	+2.3%

## Historical Housing Affordability Index by Month

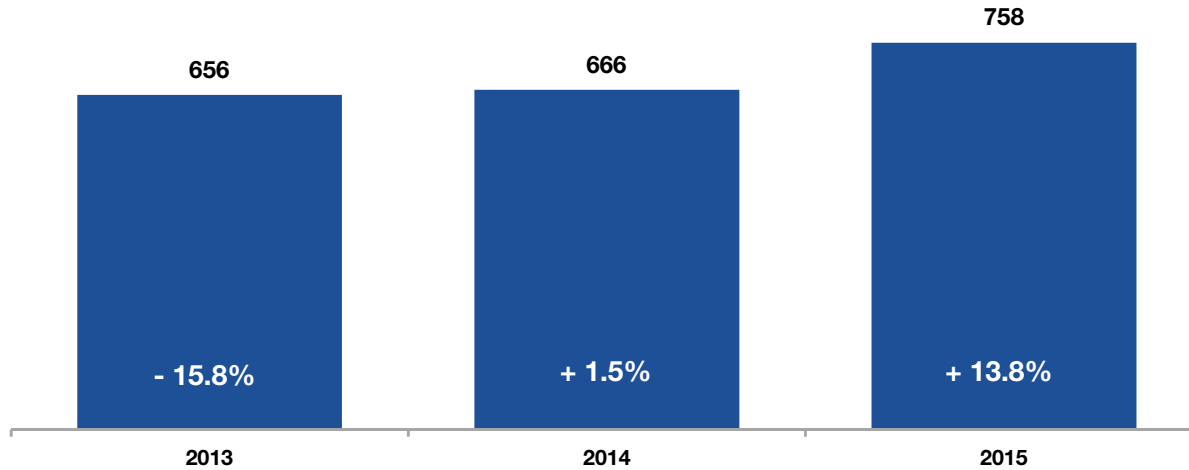


# Inventory of Homes for Sale

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

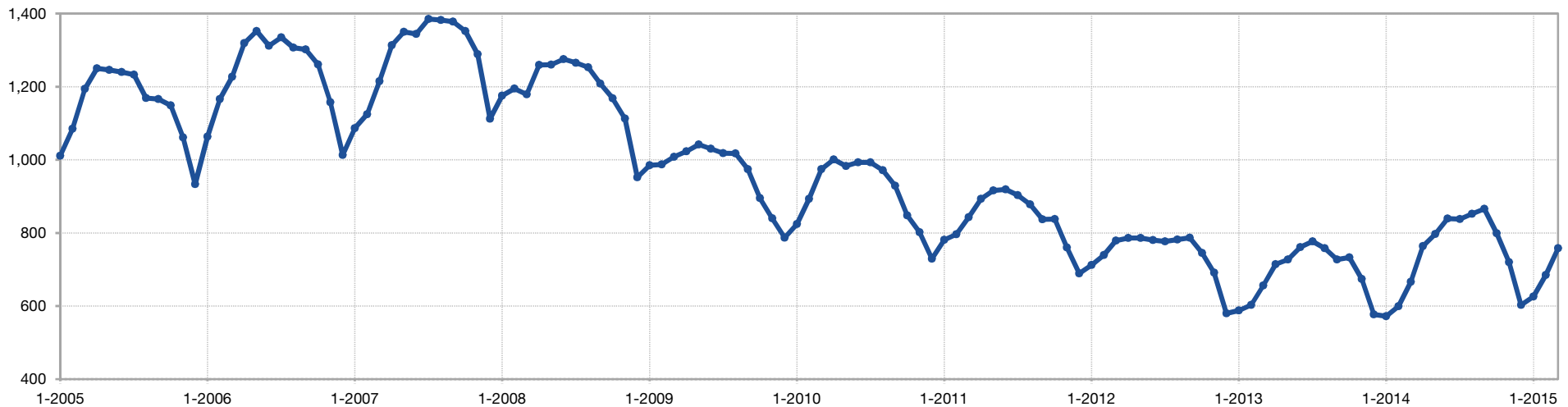


## March



Homes for Sale		Prior Year	Percent Change
April 2014	764	714	+7.0%
May 2014	797	727	+9.6%
June 2014	839	761	+10.2%
July 2014	838	777	+7.9%
August 2014	852	758	+12.4%
September 2014	866	727	+19.1%
October 2014	799	733	+9.0%
November 2014	720	674	+6.8%
December 2014	603	577	+4.5%
January 2015	626	572	+9.4%
February 2015	685	599	+14.4%
<b>March 2015</b>	<b>758</b>	<b>666</b>	<b>+13.8%</b>
12-Month Avg	762	690	+10.4%

## Historical Inventory of Homes for Sale by Month

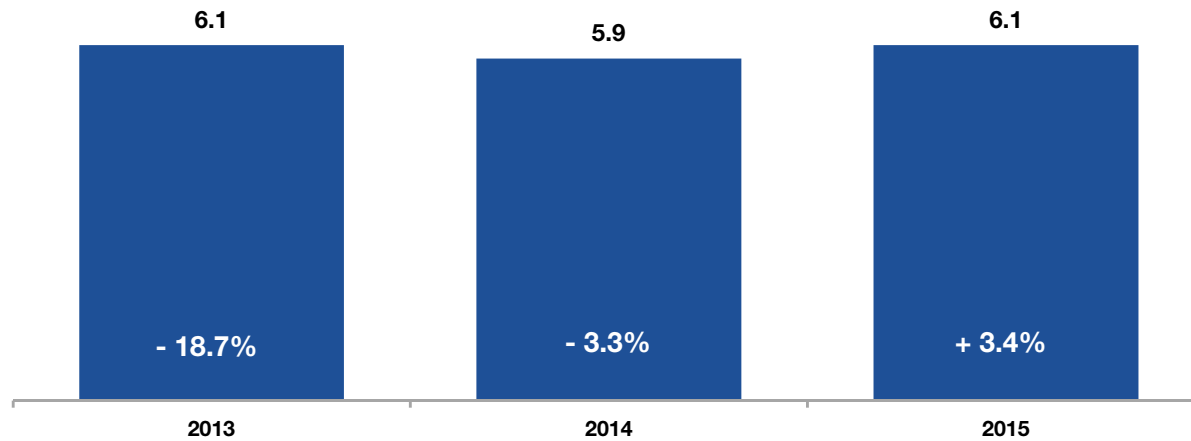


# Months Supply of Inventory

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.



## March



Months Supply		Prior Year	Percent Change
April 2014	6.7	6.6	+1.5%
May 2014	6.9	6.6	+4.5%
June 2014	7.2	6.9	+4.3%
July 2014	7.1	7.0	+1.4%
August 2014	7.3	6.6	+10.6%
September 2014	7.3	6.3	+15.9%
October 2014	6.7	6.4	+4.7%
November 2014	6.0	5.9	+1.7%
December 2014	5.0	5.1	-2.0%
January 2015	5.1	5.1	0.0%
February 2015	5.7	5.3	+7.5%
<b>March 2015</b>	<b>6.1</b>	<b>5.9</b>	<b>+3.4%</b>
12-Month Avg	6.4	6.1	+4.9%

## 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 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	3-2014	3-2015	+ / -	3-2014	3-2015	+ / -
Albany	17	16	-5.9%	10	9	-10.0%	\$152,417	\$156,630	+2.8%	21	14	-33.3%	5.1	3.4	-34.7%
Avon	20	18	-10.0%	8	2	-75.0%	\$97,250	\$251,856	+159.0%	28	25	-10.7%	6.0	6.9	+15.4%
Clearwater	21	19	-9.5%	11	9	-18.2%	\$154,400	\$145,000	-6.1%	25	25	0.0%	4.6	6.3	+35.4%
Cold Spring	48	41	-14.6%	19	22	+15.8%	\$182,000	\$158,000	-13.2%	79	69	-12.7%	9.2	7.3	-21.1%
Eden Lake Twp	2	3	+50.0%	0	1	--	\$0	\$132,000	--	2	8	+ 0,300.0%	2.0	6.0	+200.0%
Eden Valley	15	14	-6.7%	10	9	-10.0%	\$127,200	\$109,900	-13.6%	19	20	+5.3%	6.1	5.5	-11.3%
Fair Haven Twp	2	0	-100.0%	1	0	-100.0%	\$43,900	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
Foley	26	32	+23.1%	14	14	0.0%	\$107,500	\$139,950	+30.2%	36	29	-19.4%	6.2	4.7	-23.8%
Freeport	16	8	-50.0%	5	4	-20.0%	\$150,000	\$150,200	+0.1%	18	9	-50.0%	9.5	3.0	-68.3%
Holdingford	5	6	+20.0%	5	5	0.0%	\$150,000	\$227,500	+51.7%	12	8	-33.3%	5.4	3.8	-29.1%
Kimball	12	24	+100.0%	7	2	-71.4%	\$158,692	\$186,715	+17.7%	32	24	-25.0%	6.5	5.0	-23.3%
Maine Prairie Twp	0	4	--	0	0	--	\$0	\$0	--	0	4	--	0.0	4.0	--
Melrose	19	21	+10.5%	11	7	-36.4%	\$95,000	\$127,823	+34.6%	33	26	-21.2%	6.4	6.5	+2.1%
Paynesville	15	29	+93.3%	8	6	-25.0%	\$121,240	\$124,900	+3.0%	20	44	+120.0%	5.2	15.1	+189.1%
Rice	38	33	-13.2%	13	9	-30.8%	\$161,500	\$159,900	-1.0%	42	36	-14.3%	6.6	5.3	-19.6%
Richmond	21	41	+95.2%	10	7	-30.0%	\$199,000	\$144,200	-27.5%	44	51	+15.9%	8.4	9.4	+12.3%
Rockville	8	5	-37.5%	2	3	+50.0%	\$307,500	\$177,000	-42.4%	12	6	-50.0%	5.1	2.8	-45.1%
Sartell	114	125	+9.6%	54	37	-31.5%	\$172,000	\$173,899	+1.1%	123	159	+29.3%	5.0	6.2	+24.6%
Sauk Centre	22	51	+131.8%	11	13	+18.2%	\$77,000	\$145,000	+88.3%	48	57	+18.8%	9.0	8.4	-6.2%
Sauk Rapids	85	103	+21.2%	30	31	+3.3%	\$139,750	\$170,000	+21.6%	102	121	+18.6%	6.2	7.0	+12.3%
Saint Cloud	269	349	+29.7%	118	144	+22.0%	\$109,700	\$121,484	+10.7%	371	395	+6.5%	6.2	5.8	-5.5%
Saint Joseph	34	49	+44.1%	14	12	-14.3%	\$141,750	\$183,000	+29.1%	45	44	-2.2%	5.9	5.2	-10.9%
Saint Augusta	6	18	+200.0%	1	8	+700.0%	\$157,000	\$204,993	+30.6%	13	16	+23.1%	4.2	6.4	+52.2%
Waite Park	25	27	+8.0%	11	17	+54.5%	\$85,500	\$148,000	+73.1%	25	39	+56.0%	5.0	7.0	+39.7%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--