

Monthly Indicators



April 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

+ 11.6% **+ 7.0%** **- 0.1%**

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.

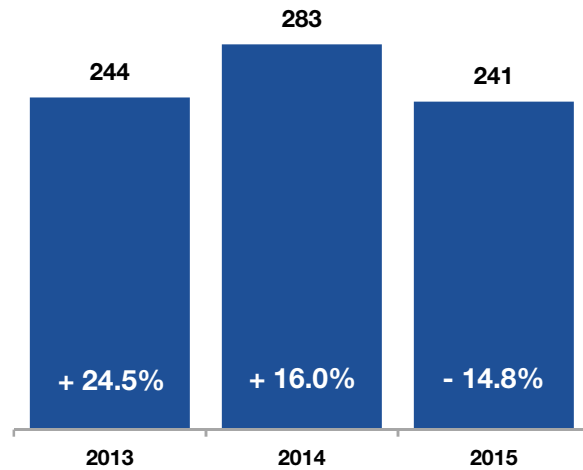
Key Metrics	Historical Sparkbars	4-2014	4-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		283	241	- 14.8%	810	893	+ 10.2%
Pending Sales		135	193	+ 43.0%	433	525	+ 21.2%
Closed Sales		112	125	+ 11.6%	339	367	+ 8.3%
Days on Market		82	96	+ 17.1%	89	108	+ 21.3%
Median Sales Price		\$137,350	\$147,000	+ 7.0%	\$137,900	\$145,000	+ 5.1%
Avg. Sales Price		\$155,854	\$160,747	+ 3.1%	\$148,906	\$158,460	+ 6.4%
Pct. of Orig. Price Received		94.3%	95.5%	+ 1.3%	92.3%	93.7%	+ 1.5%
Affordability Index		231	241	+ 4.3%	230	245	+ 6.5%
Homes for Sale		764	763	- 0.1%	--	--	--
Months Supply		6.7	5.9	- 11.9%	--	--	--

New Listings

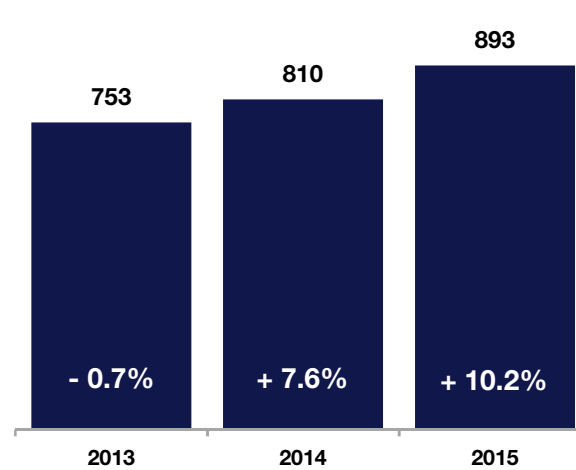
A count of the properties that have been newly listed on the market in a given month.



April

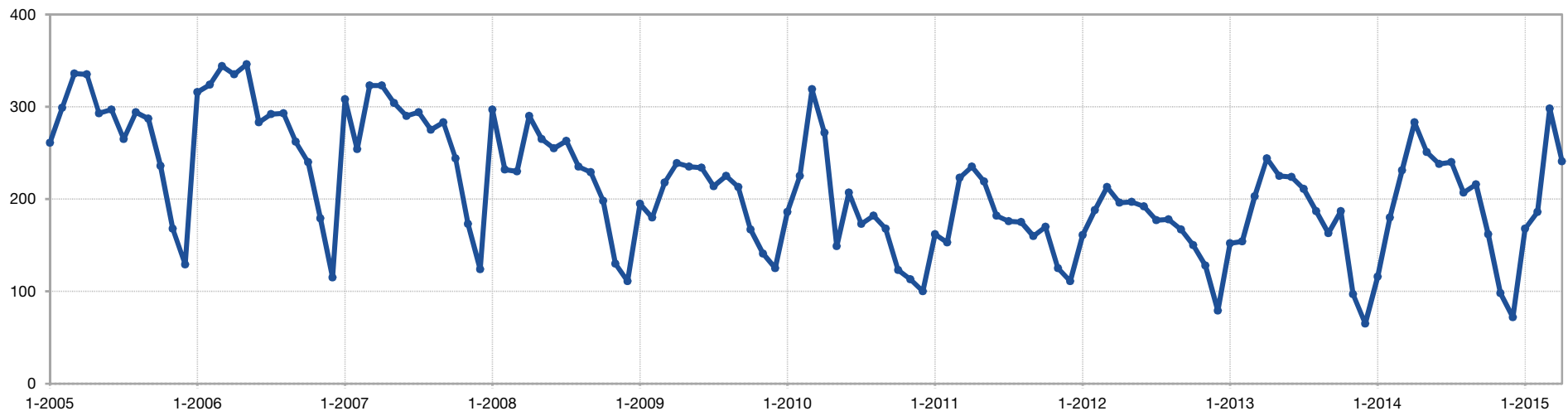


Year to Date



	New Listings	Prior Year	Percent Change
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	162	187	-13.4%
November 2014	98	97	+1.0%
December 2014	72	65	+10.8%
January 2015	168	116	+44.8%
February 2015	186	180	+3.3%
March 2015	298	231	+29.0%
April 2015	241	283	-14.8%
12-Month Avg	198	181	+9.4%

Historical New Listings by Month

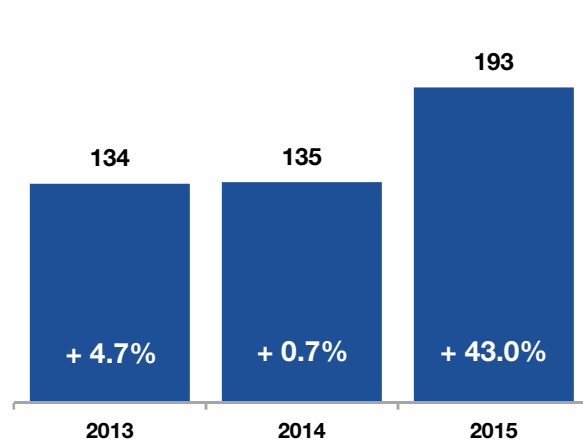


Pending Sales

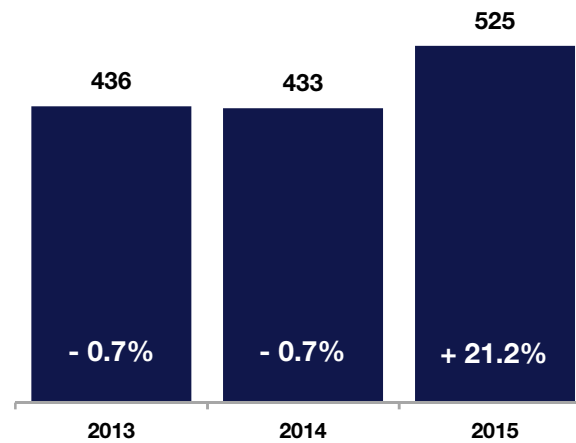
A count of the properties on which offers have been accepted in a given month.



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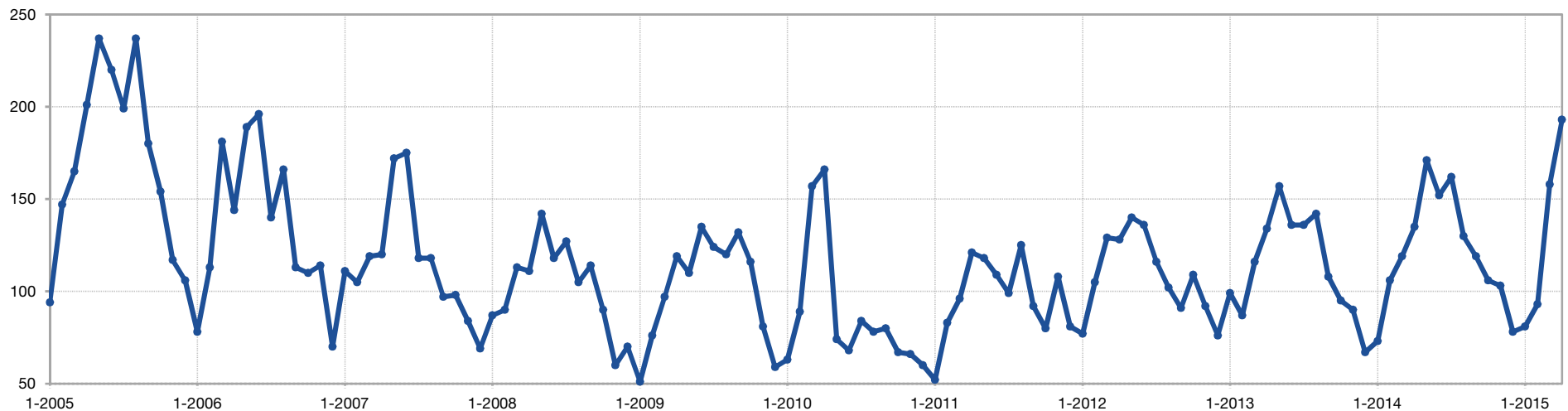


Year to Date



Pending Sales	Prior Year	Percent Change
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	81	73 +11.0%
February 2015	93	106 -12.3%
March 2015	158	119 +32.8%
April 2015	193	135 +43.0%
12-Month Avg	129	114 +13.2%

Historical Pending Sales by Month

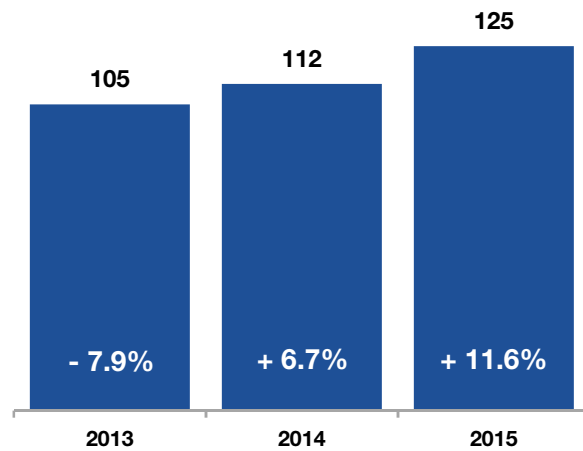


Closed Sales

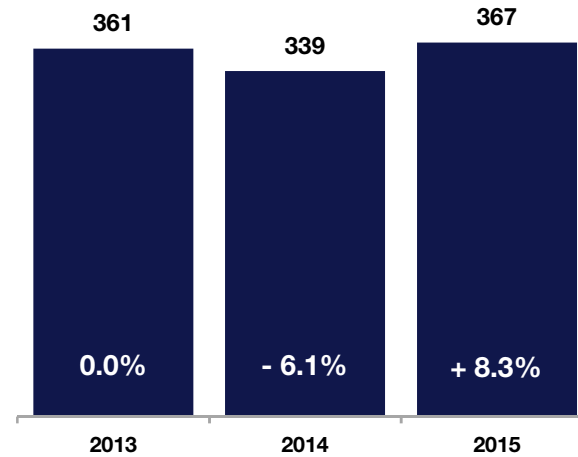
A count of the actual sales that closed in a given month.



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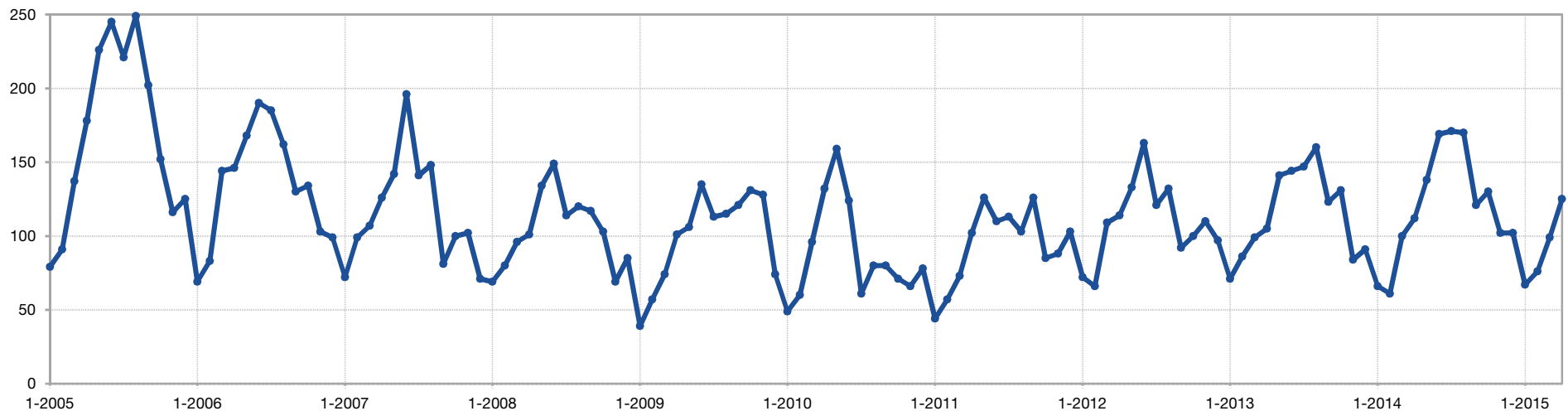


Year to Date



Closed Sales	Prior Year	Percent Change	
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%
March 2015	99	100	-1.0%
April 2015	125	112	+11.6%
12-Month Avg	123	113	+8.8%

Historical Closed Sales by Month

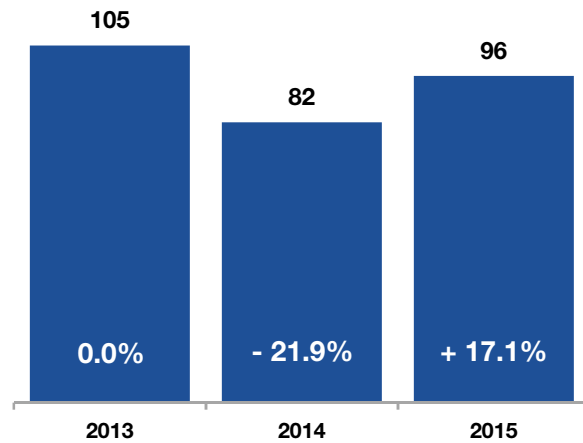


Days on Market Until Sale

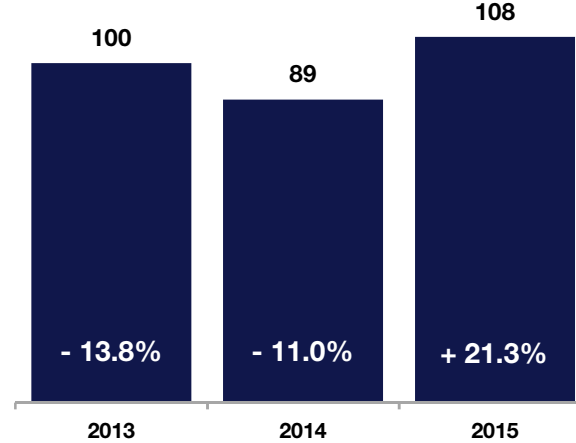
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

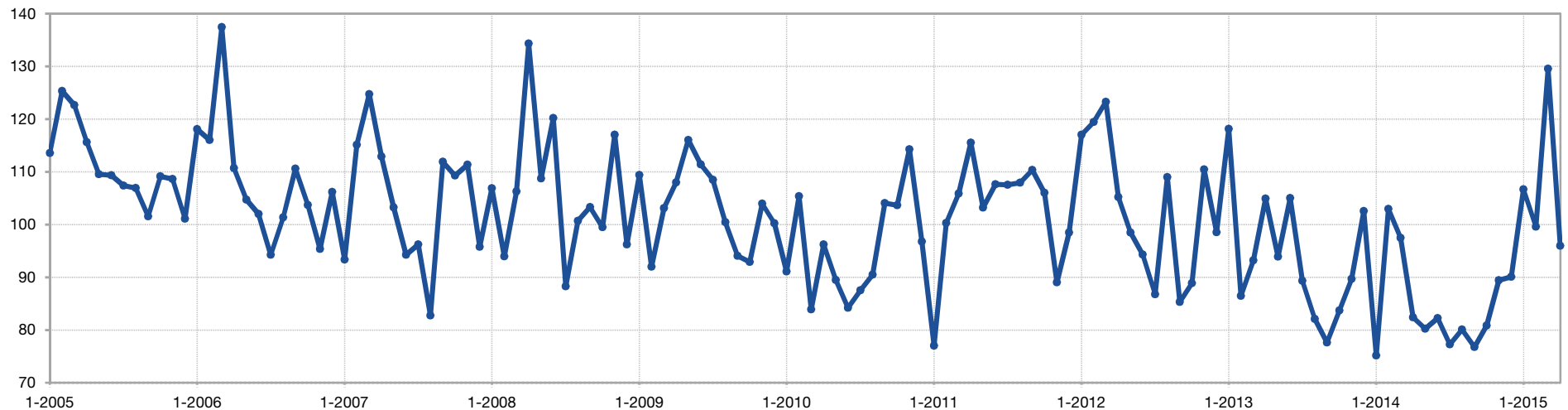


Year to Date



Days on Market		Prior Year	Percent Change
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%
March 2015	130	97	+34.0%
April 2015	96	82	+17.1%
12-Month Avg	91	90	+1.1%

Historical Days on Market Until Sale by Month

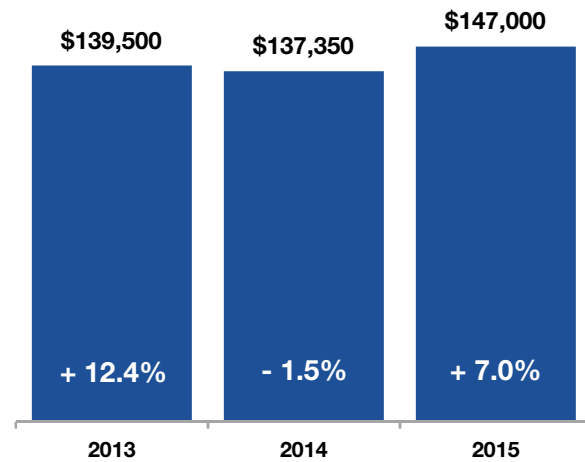


Median Sales Price

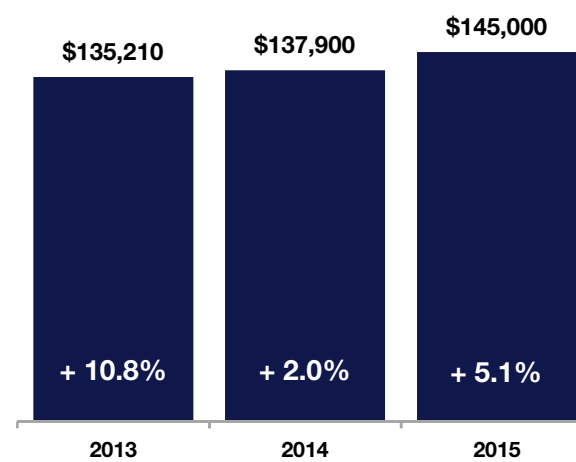
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
March 2015	\$147,000	\$140,100	+4.9%
April 2015	\$147,000	\$137,350	+7.0%
12-Month Avg	\$149,367	\$140,517	+6.3%

Historical Median Sales Price by Month

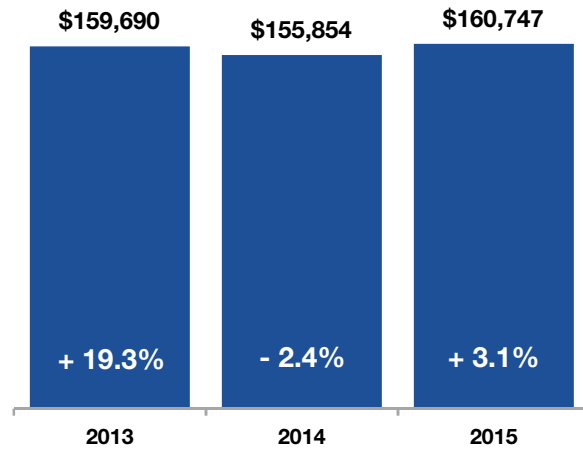


Average Sales Price

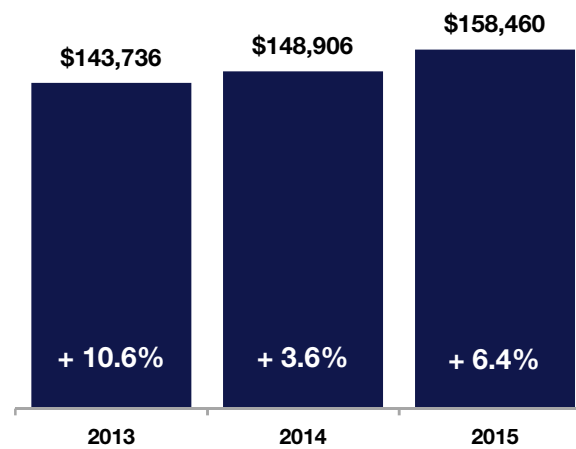
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
March 2015	\$165,685	\$143,037	+15.8%
April 2015	\$160,747	\$155,854	+3.1%
12-Month Avg	\$165,473	\$151,572	+9.2%

Historical Average Sales Price by Month

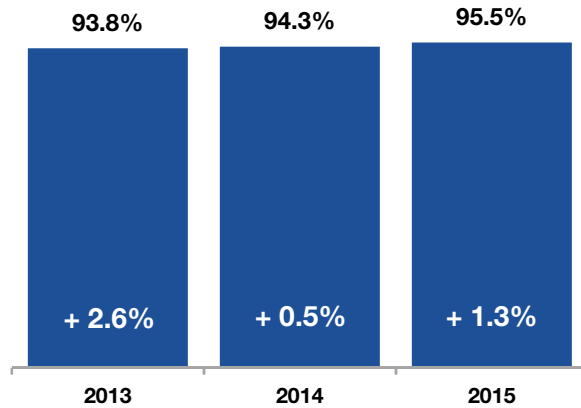


Percent of Original List Price Received

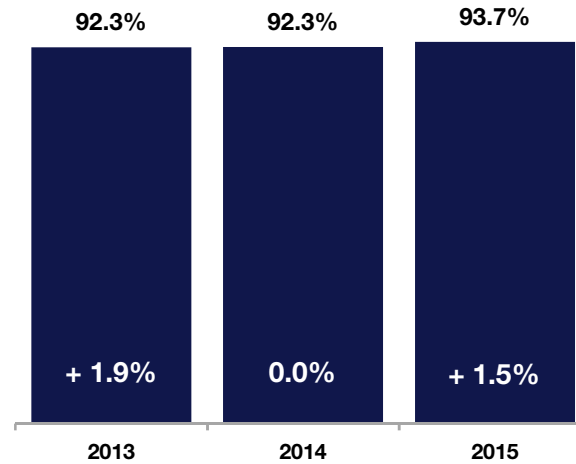


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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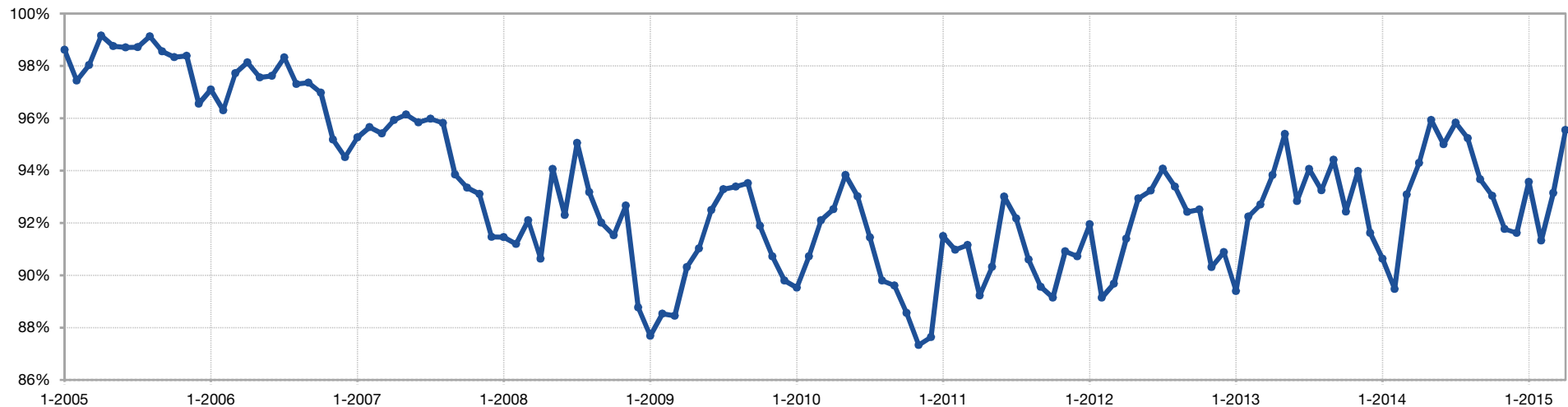


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2015	93.1%	93.1%	0.0%
April 2015	95.5%	94.3%	+1.3%
12-Month Avg	93.8%	93.0%	+0.9%

Historical Percent of Original List Price Received by Month

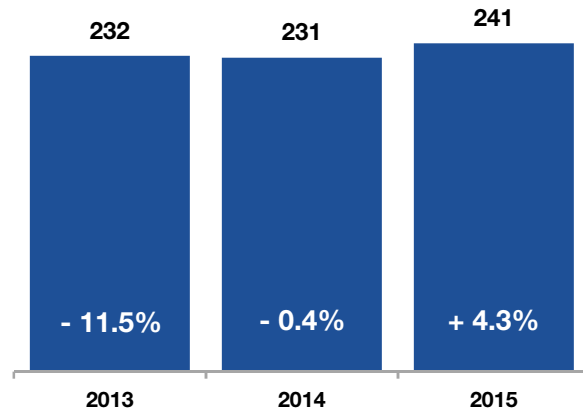


Housing Affordability Index

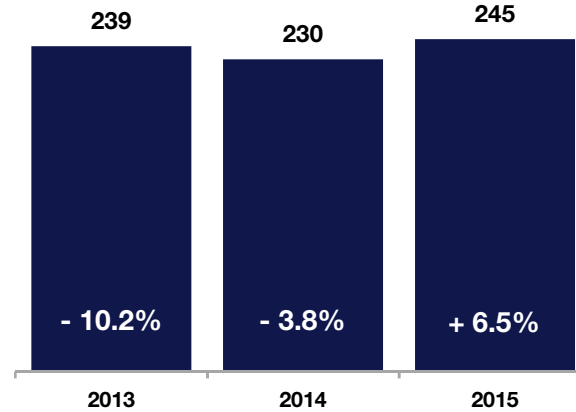


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2015	239	227	+5.3%
April 2015	241	231	+4.3%
12-Month Avg	225	219	+2.7%

Historical Housing Affordability Index by Month

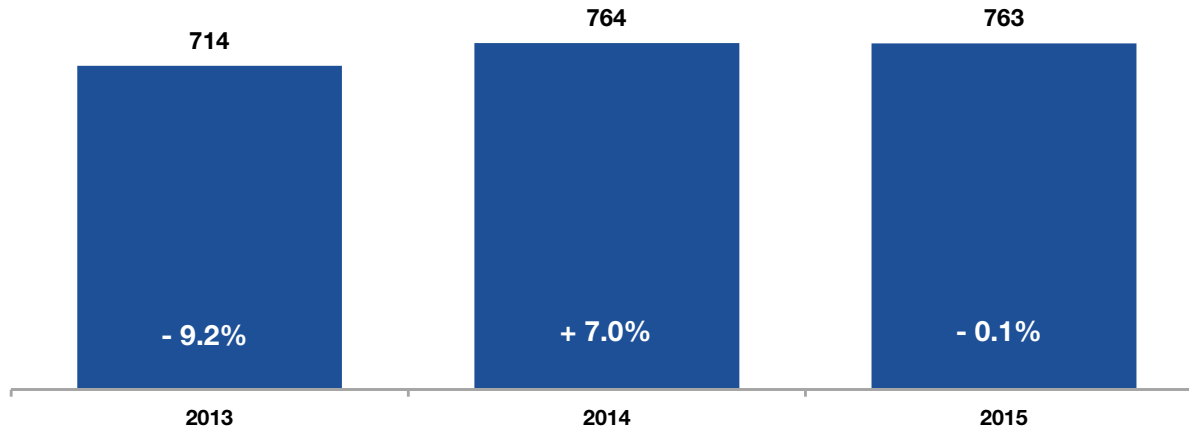


Inventory of Homes for Sale

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

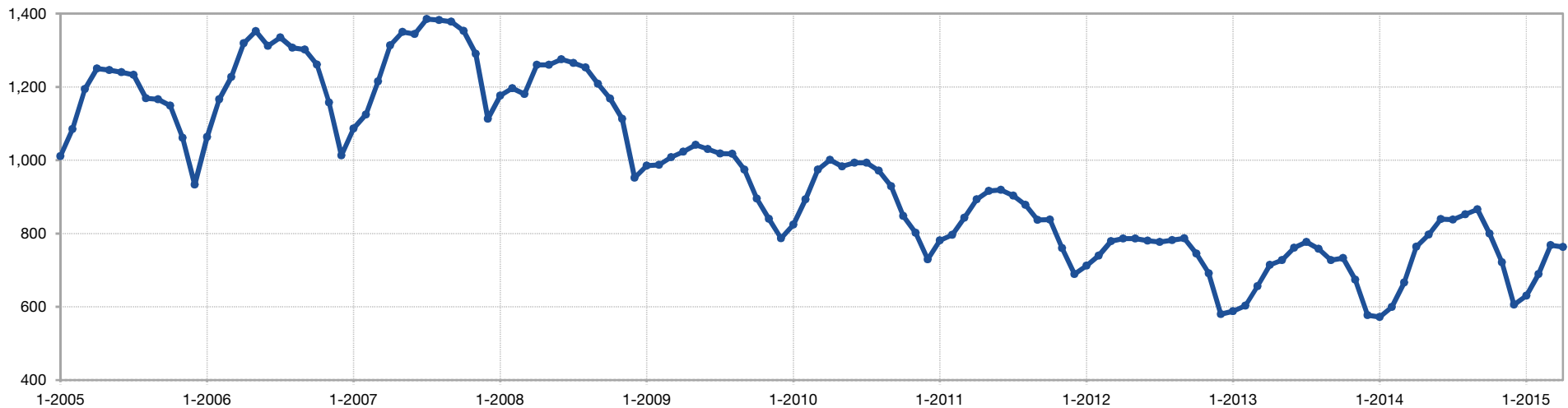


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Homes for Sale		Prior Year	Percent Change
May 2014	797	727	+9.6%
June 2014	839	761	+10.2%
July 2014	838	777	+7.9%
August 2014	852	758	+12.4%
September 2014	866	727	+19.1%
October 2014	800	733	+9.1%
November 2014	721	674	+7.0%
December 2014	606	577	+5.0%
January 2015	630	572	+10.1%
February 2015	689	599	+15.0%
March 2015	768	666	+15.3%
April 2015	763	764	-0.1%
12-Month Avg	764	695	+9.9%

Historical Inventory of Homes for Sale by Month

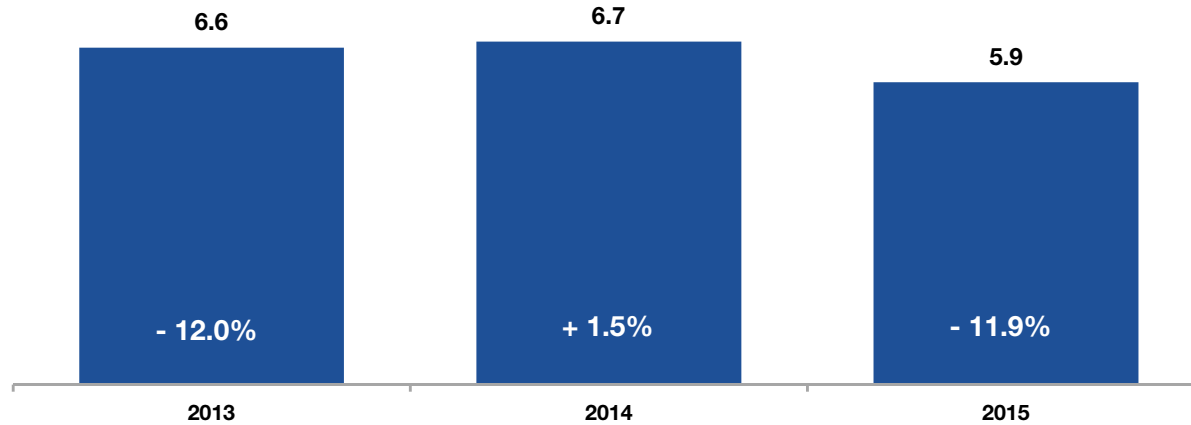


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
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	5.2	5.1	+2.0%
February 2015	5.7	5.3	+7.5%
March 2015	6.2	5.9	+5.1%
April 2015	5.9	6.7	-11.9%
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	+ / -	4-2014	4-2015	+ / -	4-2014	4-2015	+ / -
Albany	26	24	-7.7%	18	14	-22.2%	\$139,967	\$157,065	+12.2%	23	19	-17.4%	5.6	5.0	-12.0%
Avon	30	26	-13.3%	9	9	0.0%	\$100,000	\$160,000	+60.0%	31	26	-16.1%	7.2	6.5	-9.8%
Clearwater	31	34	+9.7%	17	11	-35.3%	\$154,400	\$145,000	-6.1%	26	28	+7.7%	4.5	6.6	+45.7%
Cold Spring	69	61	-11.6%	24	28	+16.7%	\$181,000	\$152,450	-15.8%	83	72	-13.3%	9.8	7.4	-24.4%
Eden Lake Twp	4	5	+25.0%	0	2	--	\$0	\$141,000	--	4	9	+0,125.0%	4.0	6.8	+0,068.8%
Eden Valley	28	17	-39.3%	12	9	-25.0%	\$66,100	\$109,900	+66.3%	28	22	-21.4%	8.8	6.6	-25.0%
Fair Haven Twp	2	1	-50.0%	1	0	-100.0%	\$43,900	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
Foley	44	54	+22.7%	17	20	+17.6%	\$119,000	\$144,500	+21.4%	43	38	-11.6%	7.4	5.8	-21.7%
Freeport	17	12	-29.4%	6	6	0.0%	\$138,450	\$159,750	+15.4%	17	9	-47.1%	9.4	2.8	-70.2%
Holdingford	9	12	+33.3%	7	5	-28.6%	\$150,000	\$227,500	+51.7%	12	12	0.0%	4.7	6.3	+33.9%
Kimball	19	30	+57.9%	10	10	0.0%	\$115,038	\$167,000	+45.2%	34	26	-23.5%	7.8	5.2	-33.3%
Maine Prairie Twp	0	4	--	1	0	-100.0%	\$0	\$0	--	0	3	--	0.0	3.0	--
Melrose	24	29	+20.8%	14	9	-35.7%	\$117,000	\$127,823	+9.3%	32	26	-18.8%	6.3	6.2	-1.1%
Paynesville	30	34	+13.3%	14	11	-21.4%	\$119,200	\$124,900	+4.8%	30	41	+36.7%	8.0	12.9	+61.8%
Rice	60	49	-18.3%	19	18	-5.3%	\$158,000	\$159,950	+1.2%	56	42	-25.0%	9.1	6.0	-33.9%
Richmond	33	63	+90.9%	12	12	0.0%	\$187,500	\$155,000	-17.3%	43	64	+48.8%	7.7	12.4	+60.8%
Rockville	11	10	-9.1%	4	3	-25.0%	\$229,950	\$177,000	-23.0%	12	11	-8.3%	5.1	5.1	-0.2%
Sartell	161	164	+1.9%	84	64	-23.8%	\$172,000	\$179,200	+4.2%	133	150	+12.8%	5.4	5.7	+5.0%
Sauk Centre	43	64	+48.8%	17	22	+29.4%	\$77,000	\$132,100	+71.6%	58	61	+5.2%	11.0	9.0	-18.2%
Sauk Rapids	138	132	-4.3%	43	49	+14.0%	\$139,750	\$156,500	+12.0%	129	111	-14.0%	7.9	6.1	-22.6%
Saint Cloud	433	495	+14.3%	176	209	+18.8%	\$113,000	\$122,000	+8.0%	435	426	-2.1%	7.3	6.1	-16.1%
Saint Joseph	48	64	+33.3%	20	23	+15.0%	\$139,700	\$186,000	+33.1%	45	39	-13.3%	5.7	4.5	-20.8%
Saint Augusta	10	21	+110.0%	2	10	+400.0%	\$243,700	\$204,993	-15.9%	15	15	0.0%	5.2	5.6	+9.1%
Waite Park	30	38	+26.7%	16	22	+37.5%	\$90,000	\$139,000	+54.4%	22	37	+68.2%	4.4	6.4	+46.2%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--