

Monthly Indicators



May 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

+ 29.7% **+ 7.3%** **+ 0.4%**

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.

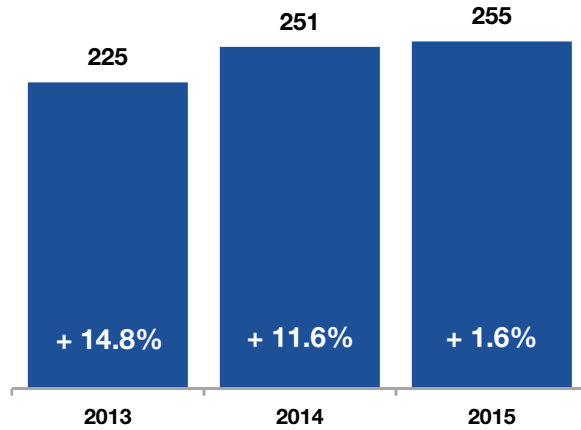
Key Metrics	Historical Sparkbars	5-2014	5-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		251	255	+ 1.6%	1,060	1,149	+ 8.4%
Pending Sales		171	184	+ 7.6%	603	706	+ 17.1%
Closed Sales		138	179	+ 29.7%	476	546	+ 14.7%
Days on Market		80	86	+ 7.5%	87	100	+ 14.9%
Median Sales Price		\$150,600	\$161,650	+ 7.3%	\$140,300	\$150,000	+ 6.9%
Avg. Sales Price		\$169,448	\$167,994	- 0.9%	\$154,932	\$161,585	+ 4.3%
Pct. of Orig. Price Received		95.9%	95.4%	- 0.5%	93.4%	94.2%	+ 0.9%
Affordability Index		216	220	+ 1.9%	232	237	+ 2.2%
Homes for Sale		797	800	+ 0.4%	--	--	--
Months Supply		6.9	6.2	- 10.1%	--	--	--

New Listings

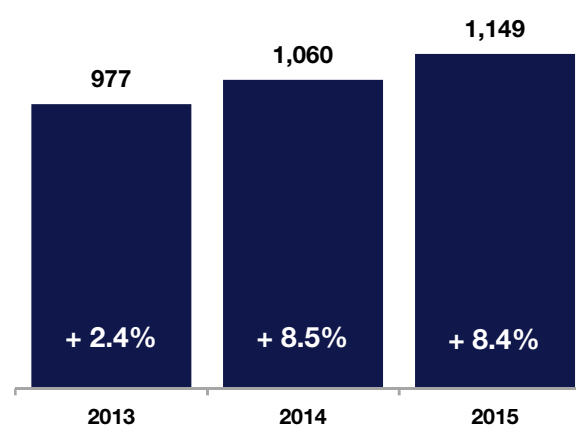
A count of the properties that have been newly listed on the market in a given month.



May

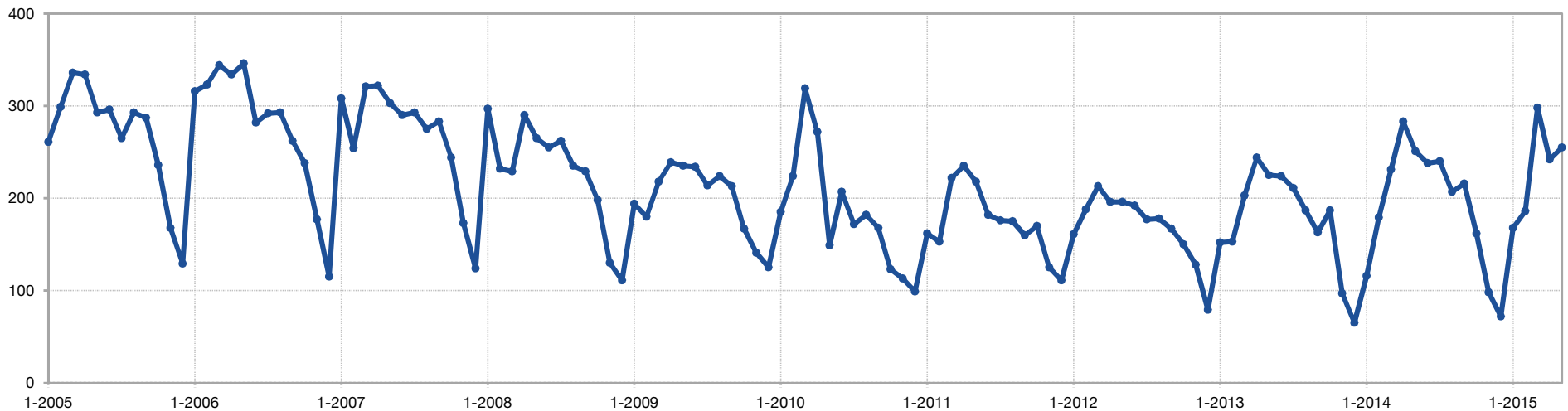


Year to Date



	New Listings	Prior Year	Percent Change
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	179	+3.9%
March 2015	298	231	+29.0%
April 2015	242	283	-14.5%
May 2015	255	251	+1.6%
12-Month Avg	199	183	+8.7%

Historical New Listings by Month

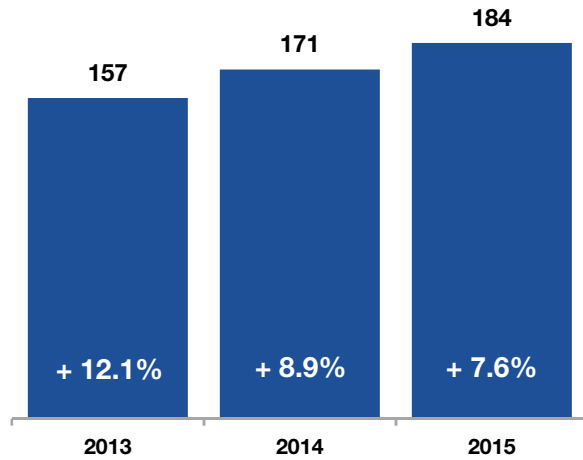


Pending Sales

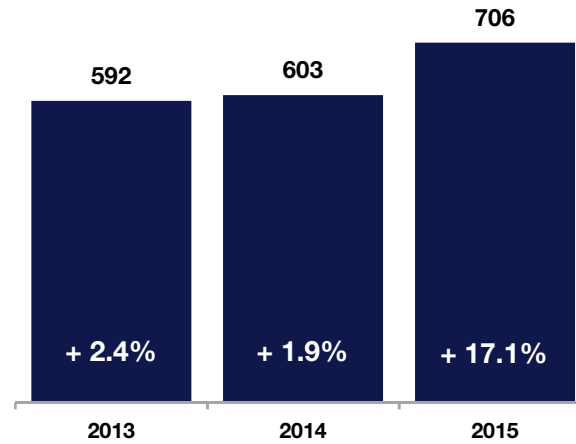
A count of the properties on which offers have been accepted in a given month.



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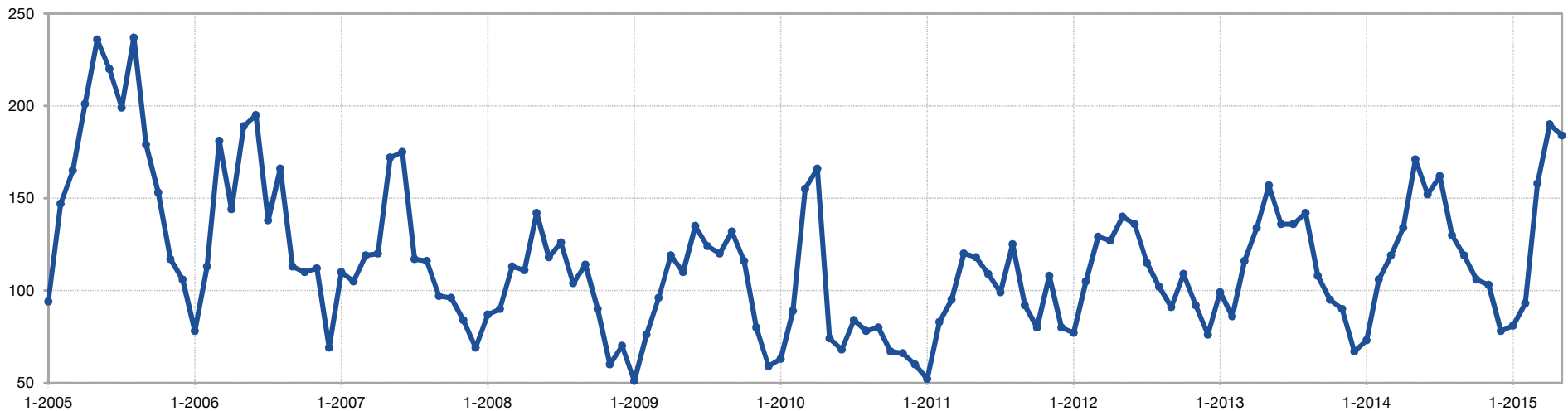


Year to Date



	Pending Sales	Prior Year	Percent Change
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	190	134	+41.8%
May 2015	184	171	+7.6%
12-Month Avg	130	115	+13.0%

Historical Pending Sales by Month

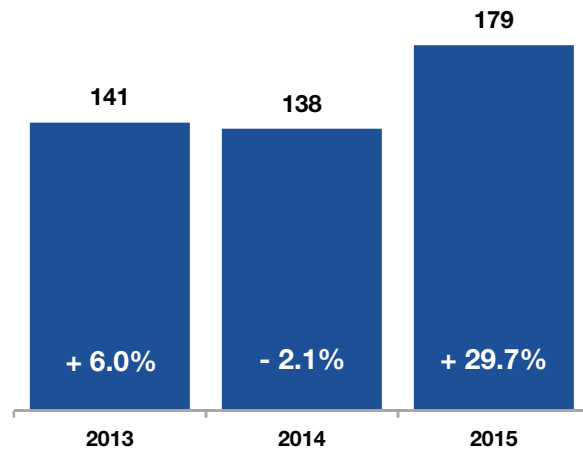


Closed Sales

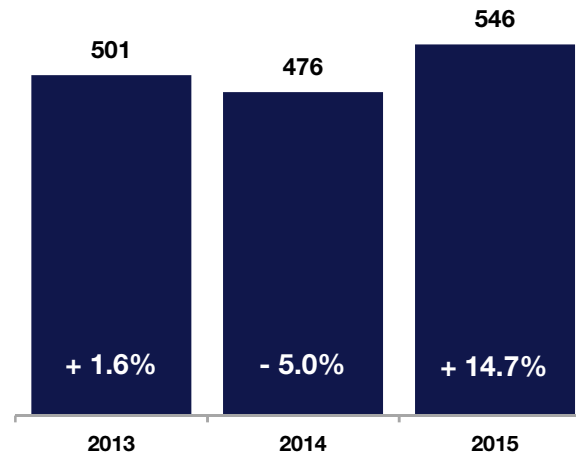
A count of the actual sales that closed in a given month.



May



Year to Date



	Closed Sales	Prior Year	Percent Change
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	111	+12.6%
May 2015	179	138	+29.7%
12-Month Avg	126	113	+11.5%

Historical Closed Sales by Month

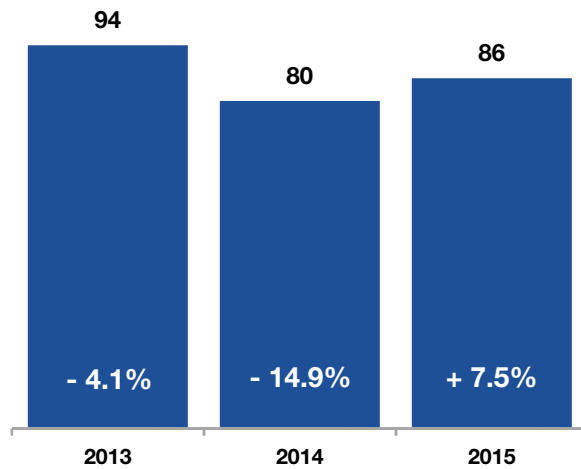


Days on Market Until Sale

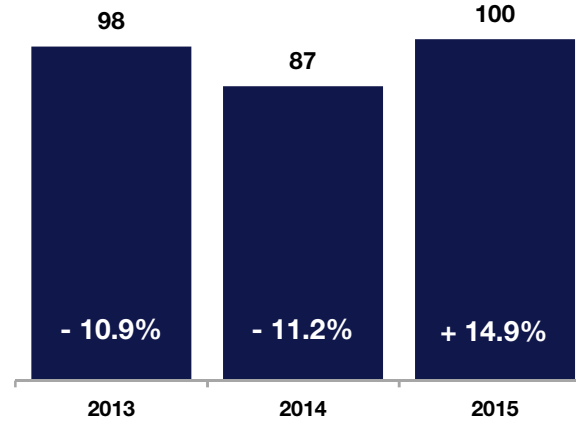
Average number of days between when a property is listed and when an offer is accepted in a given month.



May



Year to Date



Days on Market	Prior Year	Percent Change
June 2014	105	-21.9%
July 2014	89	-13.5%
August 2014	82	-2.4%
September 2014	78	-1.3%
October 2014	84	-3.6%
November 2014	90	-1.1%
December 2014	103	-12.6%
January 2015	75	+42.7%
February 2015	103	-2.9%
March 2015	97	+34.0%
April 2015	82	+17.1%
May 2015	80	+7.5%
12-Month Avg	91	+2.2%

Historical Days on Market Until Sale by Month

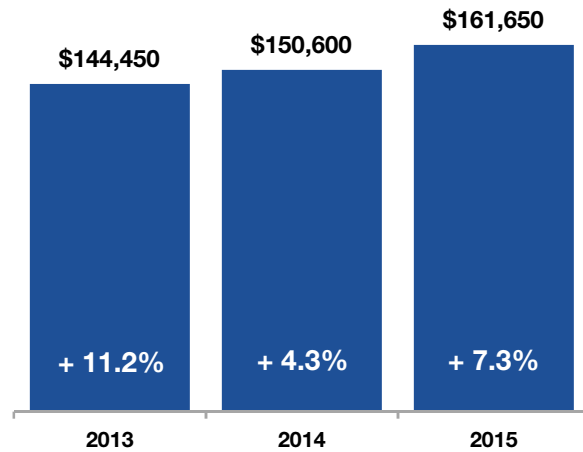


Median Sales Price

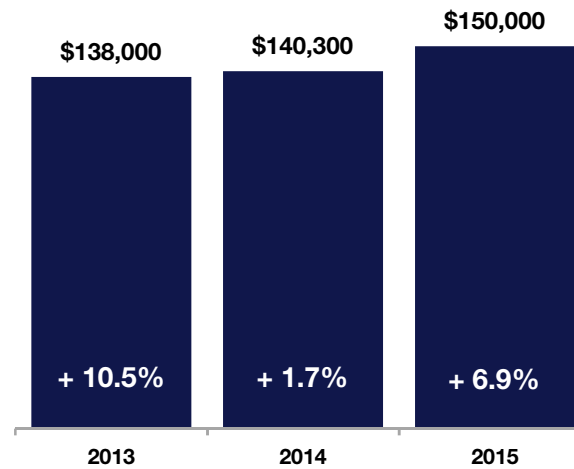


Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

May



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$139,700	+5.2%
May 2015	\$161,650	\$150,600	+7.3%
12-Month Avg	\$150,288	\$141,225	+6.4%

Historical Median Sales Price by Month

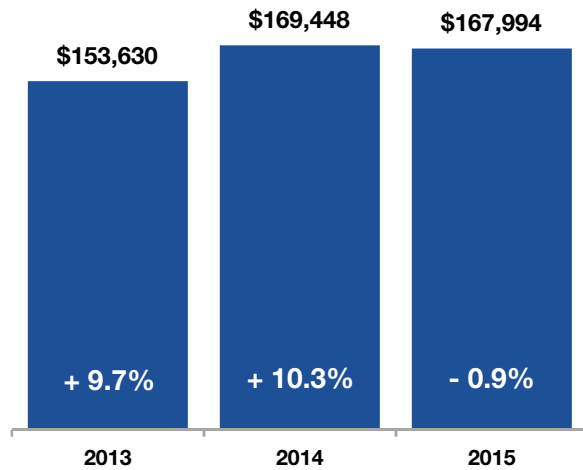


Average Sales Price

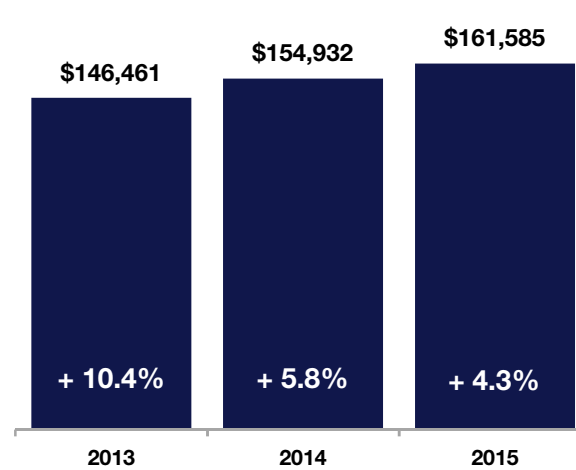
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$156,160	+2.9%
May 2015	\$167,994	\$169,448	-0.9%
12-Month Avg	\$165,352	\$152,916	+8.1%

Historical Average Sales Price by Month

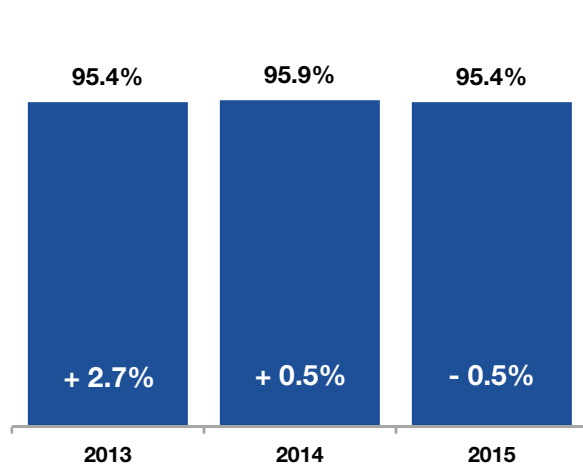


Percent of Original List Price Received

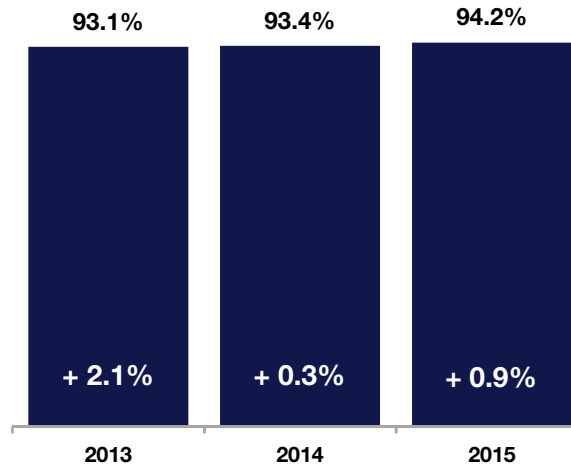


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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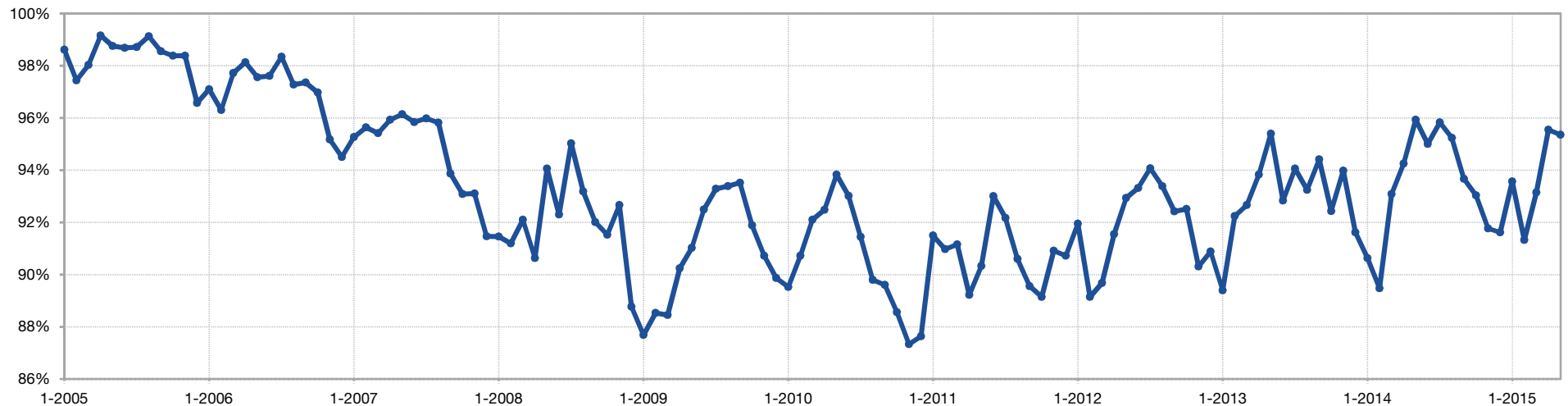


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2015	95.4%	95.9%	-0.5%
12-Month Avg	93.8%	93.0%	+0.9%

Historical Percent of Original List Price Received by Month

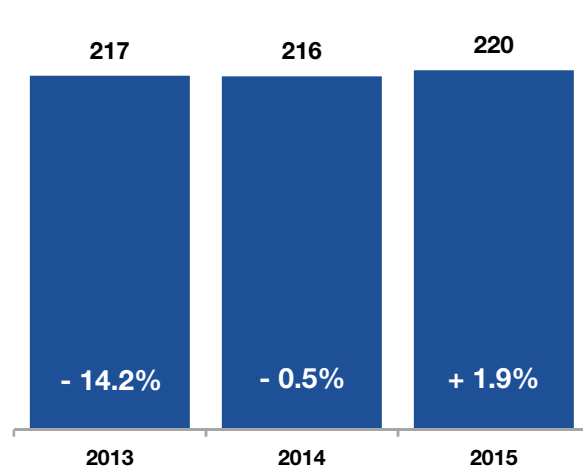


Housing Affordability Index

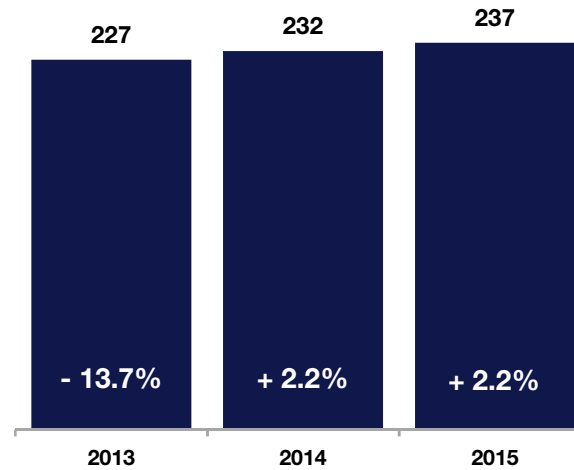


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May



Year to Date



	Affordability Index	Prior Year	Percent Change
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	227	+6.2%
May 2015	220	216	+1.9%
12-Month Avg	226	218	+3.7%

Historical Housing Affordability Index by Month

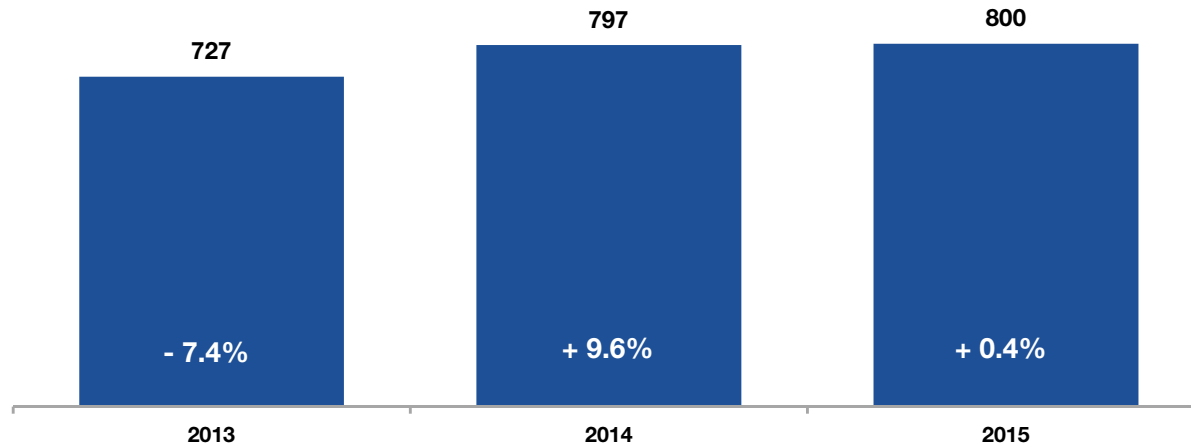


Inventory of Homes for Sale

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

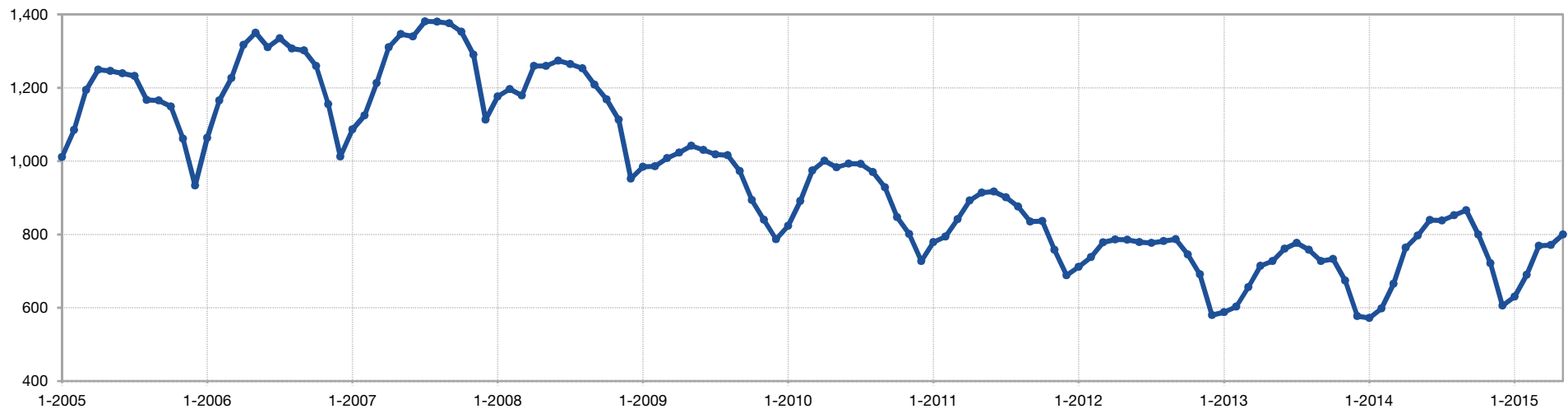


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Homes for Sale		Prior Year	Percent Change
June 2014	839	761	+10.2%
July 2014	838	777	+7.9%
August 2014	852	758	+12.4%
September 2014	866	727	+19.1%
October 2014	800	733	+9.1%
November 2014	721	674	+7.0%
December 2014	606	577	+5.0%
January 2015	630	572	+10.1%
February 2015	690	598	+15.4%
March 2015	769	665	+15.6%
April 2015	771	764	+0.9%
May 2015	800	797	+0.4%
12-Month Avg	765	700	+9.3%

Historical Inventory of Homes for Sale by Month

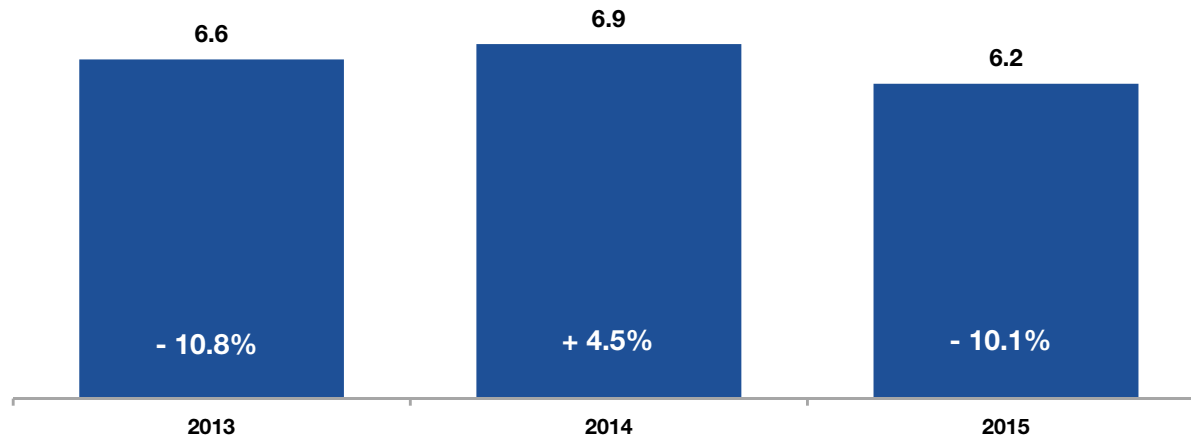


Months Supply of Inventory

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.

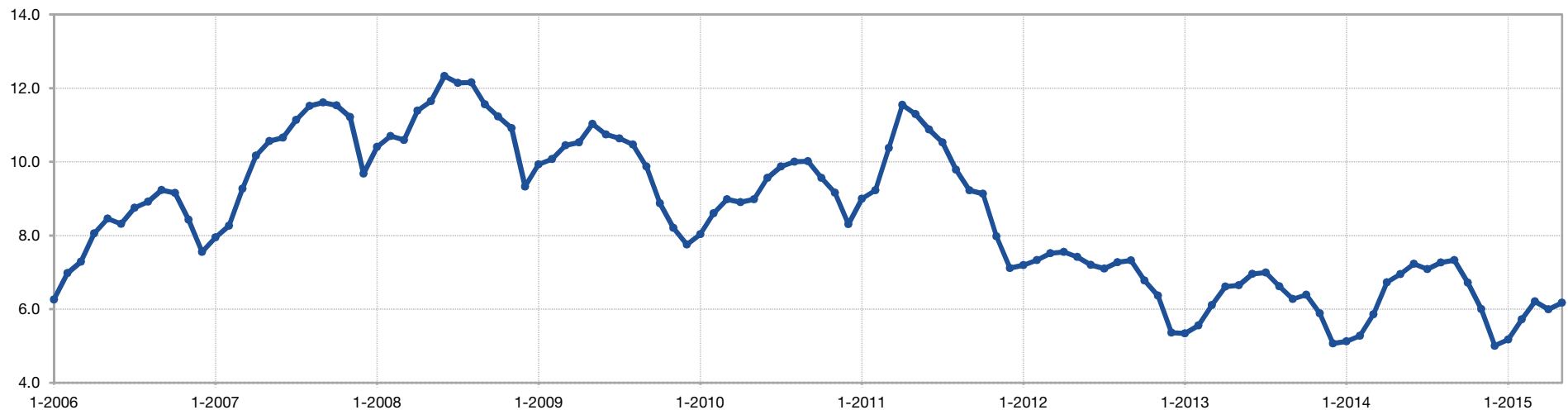


May



Months Supply		Prior Year	Percent Change
June 2014	7.2	7.0	+2.9%
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	6.0	6.7	-10.4%
May 2015	6.2	6.9	-10.1%
12-Month Avg	6.3	6.2	+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 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	YTD 2014	YTD 2015	+ / -	5-2014	5-2015	+ / -	5-2014	5-2015	+ / -
Albany	36	33	-8.3%	22	17	-22.7%	\$130,000	\$156,630	+20.5%	30	19	-36.7%	8.0	4.2	-47.2%
Avon	35	31	-11.4%	11	13	+18.2%	\$116,000	\$160,000	+37.9%	30	27	-10.0%	7.1	7.2	+1.4%
Clearwater	38	51	+34.2%	28	23	-17.9%	\$154,825	\$145,000	-6.3%	24	30	+25.0%	4.4	6.1	+39.8%
Cold Spring	94	80	-14.9%	33	37	+12.1%	\$161,000	\$160,000	-0.6%	89	76	-14.6%	10.0	7.9	-20.5%
Eden Lake Twp	7	5	-28.6%	0	2	--	\$0	\$141,000	--	7	6	-0,014.3%	7.0	3.4	-0,051.0%
Eden Valley	37	24	-35.1%	12	14	+16.7%	\$66,100	\$108,950	+64.8%	29	22	-24.1%	9.7	6.3	-35.0%
Fair Haven Twp	4	1	-75.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	3	0	-100.0%	3.0	0.0	-100.0%
Foley	57	75	+31.6%	22	33	+50.0%	\$118,000	\$150,000	+27.1%	45	41	-8.9%	8.1	5.6	-30.6%
Freeport	23	14	-39.1%	9	9	0.0%	\$126,900	\$134,900	+6.3%	21	10	-52.4%	12.4	3.2	-73.9%
Holdingford	15	19	+26.7%	8	8	0.0%	\$150,000	\$127,500	-15.0%	13	15	+15.4%	5.3	7.5	+41.0%
Kimball	28	41	+46.4%	12	13	+8.3%	\$115,038	\$149,900	+30.3%	31	29	-6.5%	7.1	5.8	-18.4%
Maine Prairie Twp	0	4	--	1	0	-100.0%	\$0	\$0	--	0	3	--	0.0	3.0	--
Melrose	29	39	+34.5%	16	11	-31.3%	\$112,450	\$127,823	+13.7%	31	30	-3.2%	7.3	7.2	-1.1%
Paynesville	42	48	+14.3%	15	18	+20.0%	\$119,900	\$112,450	-6.2%	36	45	+25.0%	10.3	12.3	+19.3%
Rice	69	65	-5.8%	27	25	-7.4%	\$158,000	\$169,900	+7.5%	51	52	+2.0%	7.7	8.1	+4.6%
Richmond	52	77	+48.1%	20	19	-5.0%	\$215,000	\$146,000	-32.1%	55	69	+25.5%	9.6	13.4	+39.6%
Rockville	14	14	0.0%	4	3	-25.0%	\$229,950	\$177,000	-23.0%	11	15	+36.4%	4.8	6.9	+44.8%
Sartell	211	204	-3.3%	119	102	-14.3%	\$169,000	\$178,250	+5.5%	138	145	+5.1%	5.6	5.4	-2.2%
Sauk Centre	54	77	+42.6%	17	27	+58.8%	\$86,500	\$142,000	+64.2%	59	55	-6.8%	13.6	7.7	-43.6%
Sauk Rapids	174	162	-6.9%	62	75	+21.0%	\$140,000	\$152,500	+8.9%	135	107	-20.7%	8.2	5.8	-29.0%
Saint Cloud	564	655	+16.1%	236	304	+28.8%	\$116,400	\$126,450	+8.6%	454	470	+3.5%	7.5	6.7	-11.1%
Saint Joseph	67	81	+20.9%	33	34	+3.0%	\$151,624	\$176,500	+16.4%	43	41	-4.7%	5.3	4.8	-9.3%
Saint Augusta	14	26	+85.7%	8	13	+62.5%	\$168,500	\$204,900	+21.6%	14	15	+7.1%	5.1	5.5	+6.3%
Waite Park	44	47	+6.8%	26	31	+19.2%	\$97,500	\$144,126	+47.8%	27	37	+37.0%	5.4	6.3	+17.5%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--