



Monthly Indicators

June 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

+ 24.9% **+ 7.7%** **- 7.8%**

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.



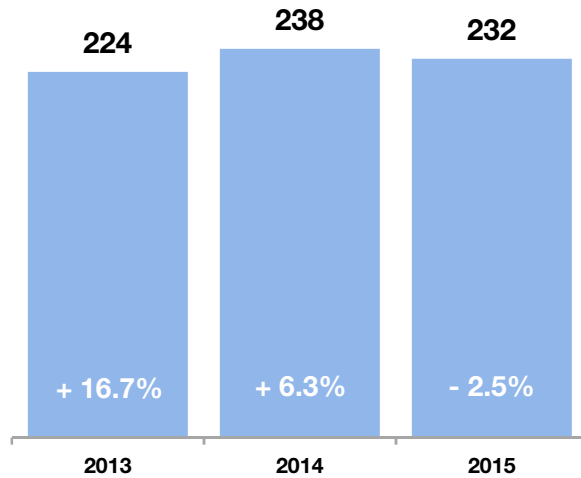
Key Metrics	Historical Sparkbars	6-2014	6-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		238	232	- 2.5%	1,290	1,380	+ 7.0%
Pending Sales		152	193	+ 27.0%	753	896	+ 19.0%
Closed Sales		169	211	+ 24.9%	643	757	+ 17.7%
Days on Market		82	85	+ 3.7%	85	96	+ 12.9%
Median Sales Price		\$155,000	\$167,000	+ 7.7%	\$145,000	\$154,900	+ 6.8%
Avg. Sales Price		\$173,042	\$178,467	+ 3.1%	\$159,859	\$166,082	+ 3.9%
Pct. of Orig. Price Received		95.0%	95.4%	+ 0.4%	93.8%	94.5%	+ 0.7%
Affordability Index		210	209	- 0.5%	224	226	+ 0.9%
Homes for Sale		837	772	- 7.8%	--	--	--
Months Supply		7.2	5.8	- 19.4%	--	--	--

New Listings

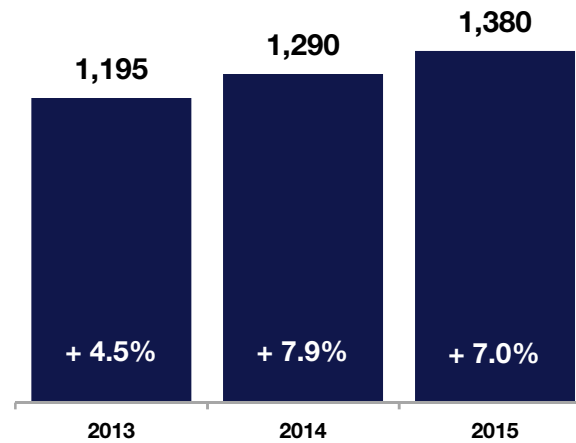
A count of the properties that have been newly listed on the market in a given month.



June



Year to Date



	New Listings	Prior Year	Percent Change
July 2014	235	209	+12.4%
August 2014	207	187	+10.7%
September 2014	216	162	+33.3%
October 2014	162	186	-12.9%
November 2014	98	97	+1.0%
December 2014	72	65	+10.8%
January 2015	167	116	+44.0%
February 2015	186	178	+4.5%
March 2015	298	227	+31.3%
April 2015	242	281	-13.9%
May 2015	255	250	+2.0%
June 2015	232	238	-2.5%
12-Month Avg	198	183	+8.2%

Historical New Listings by Month

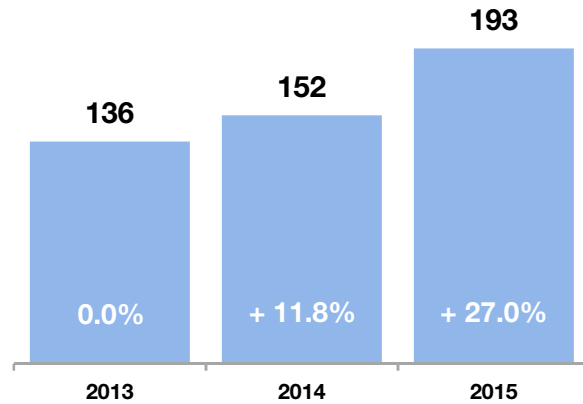


Pending Sales

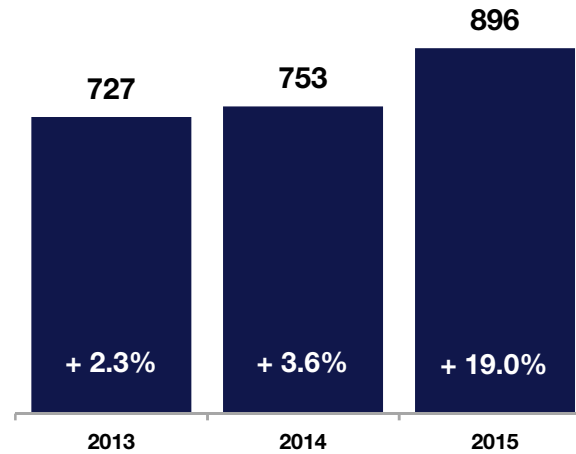
A count of the properties on which offers have been accepted in a given month.



June

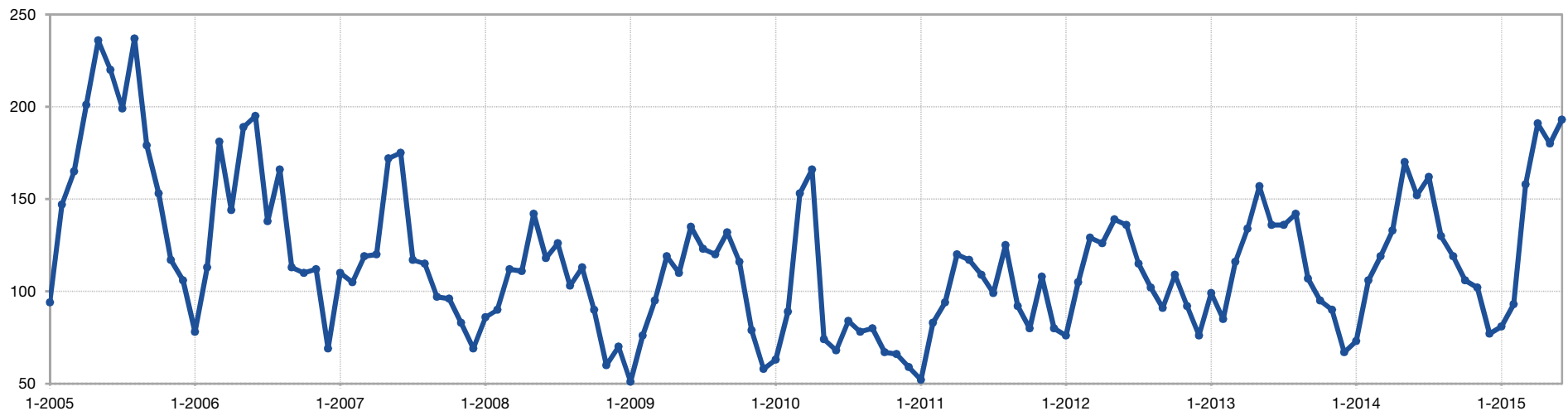


Year to Date



Pending Sales	Prior Year	Percent Change
July 2014	136	+19.1%
August 2014	142	-8.5%
September 2014	107	+11.2%
October 2014	95	+11.6%
November 2014	90	+13.3%
December 2014	67	+14.9%
January 2015	73	+11.0%
February 2015	106	-12.3%
March 2015	119	+32.8%
April 2015	133	+43.6%
May 2015	170	+5.9%
June 2015	152	+27.0%
12-Month Avg	133	+14.7%

Historical Pending Sales by Month

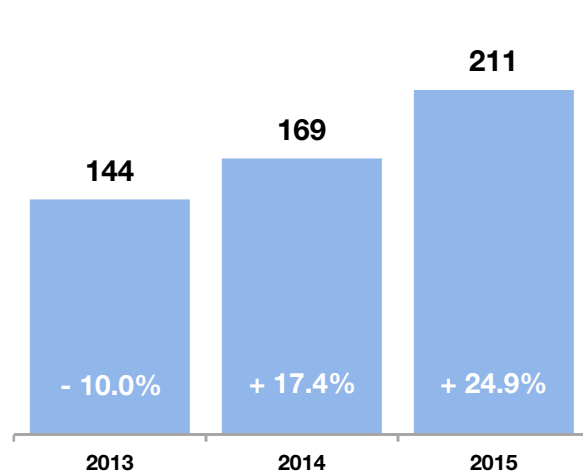


Closed Sales

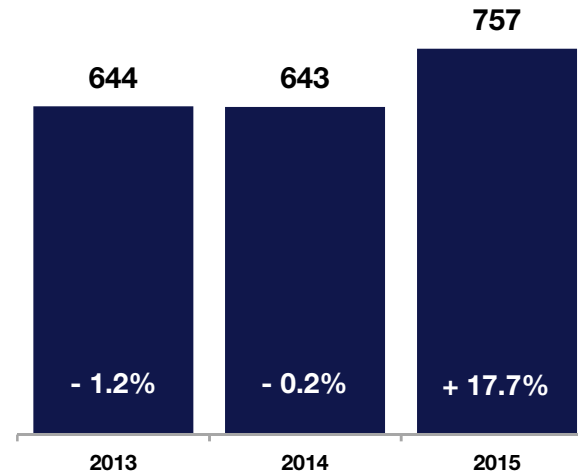
A count of the actual sales that closed in a given month.



June



Year to Date



Closed Sales	Prior Year	Percent Change	
July 2014	171	147	+16.3%
August 2014	170	160	+6.3%
September 2014	121	122	-0.8%
October 2014	130	131	-0.8%
November 2014	102	84	+21.4%
December 2014	101	91	+11.0%
January 2015	66	66	0.0%
February 2015	76	61	+24.6%
March 2015	99	100	-1.0%
April 2015	125	110	+13.6%
May 2015	180	137	+31.4%
June 2015	211	169	+24.9%
12-Month Avg	129	115	+12.2%

Historical Closed Sales by Month

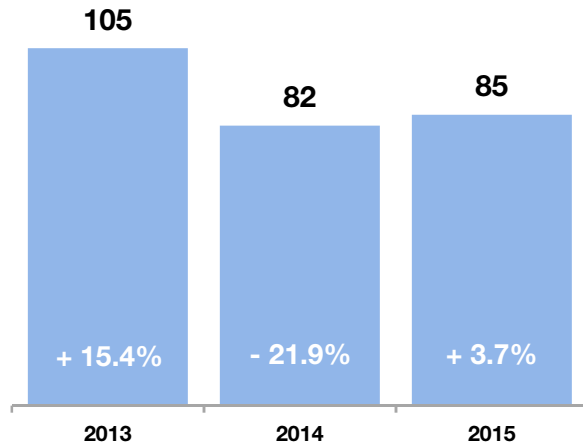


Days on Market Until Sale

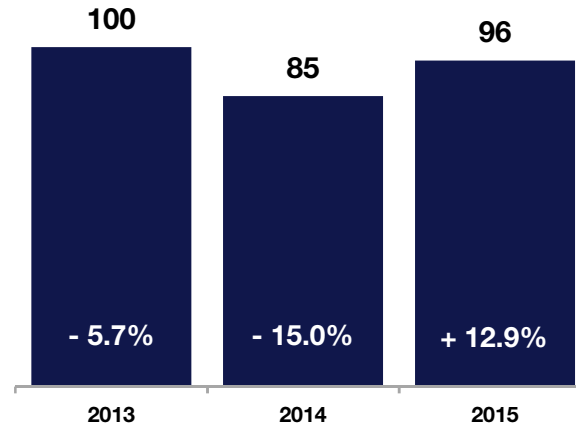
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

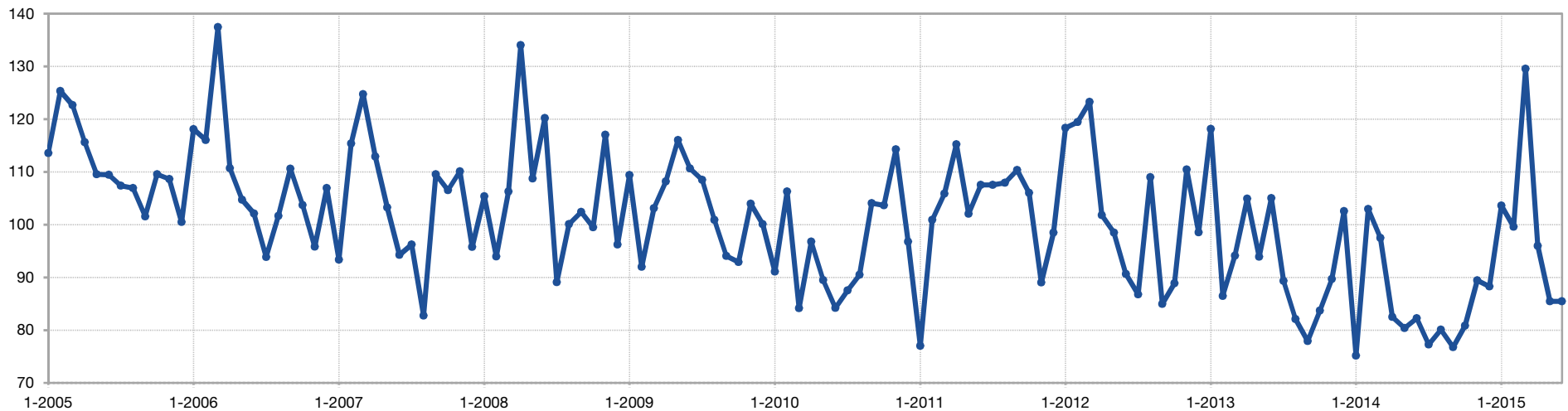


Year to Date



Days on Market	Prior Year	Percent Change	
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	88	103	-14.6%
January 2015	104	75	+38.7%
February 2015	100	103	-2.9%
March 2015	130	97	+34.0%
April 2015	96	82	+17.1%
May 2015	85	80	+6.3%
June 2015	85	82	+3.7%
12-Month Avg	91	87	+4.6%

Historical Days on Market Until Sale by Month

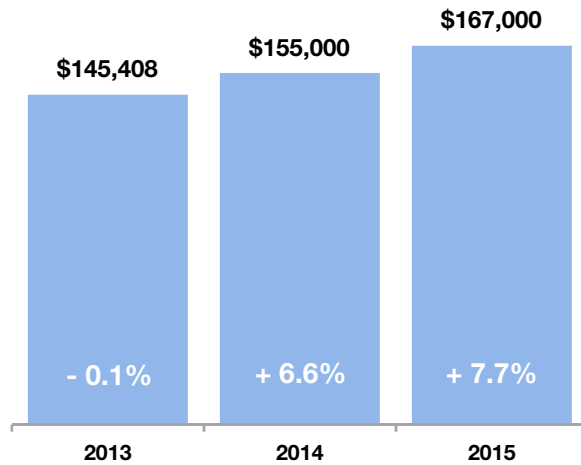


Median Sales Price

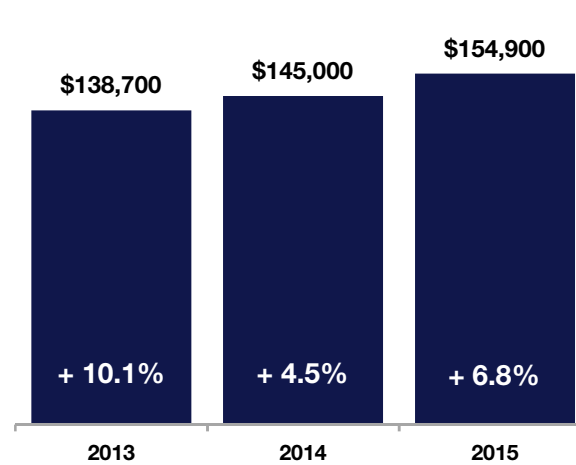
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2014	\$156,500	\$142,500	+9.8%
August 2014	\$159,900	\$148,900	+7.4%
September 2014	\$153,400	\$141,450	+8.4%
October 2014	\$146,750	\$149,950	-2.1%
November 2014	\$139,900	\$136,750	+2.3%
December 2014	\$144,800	\$129,900	+11.5%
January 2015	\$151,750	\$131,493	+15.4%
February 2015	\$136,950	\$139,500	-1.8%
March 2015	\$147,000	\$140,100	+4.9%
April 2015	\$147,000	\$140,600	+4.6%
May 2015	\$160,774	\$150,900	+6.5%
June 2015	\$167,000	\$155,000	+7.7%
12-Month Avg	\$150,977	\$142,254	+6.1%

Historical Median Sales Price by Month

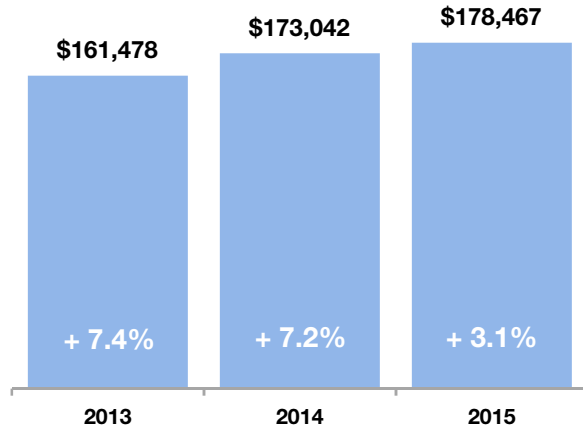


Average Sales Price

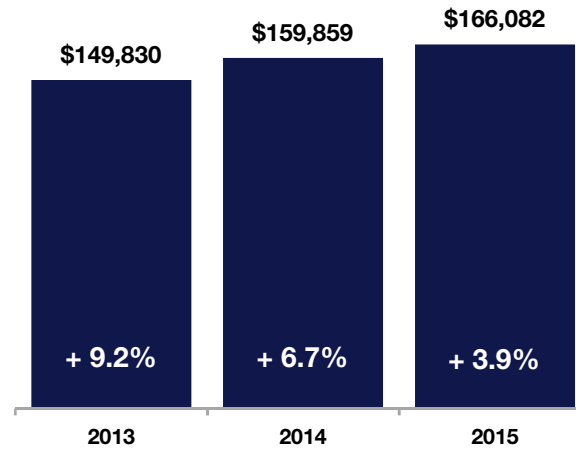
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2014	\$187,458	\$157,991	+18.7%
August 2014	\$186,104	\$161,873	+15.0%
September 2014	\$165,897	\$145,027	+14.4%
October 2014	\$161,627	\$158,094	+2.2%
November 2014	\$151,272	\$145,146	+4.2%
December 2014	\$160,366	\$142,458	+12.6%
January 2015	\$159,731	\$150,148	+6.4%
February 2015	\$143,385	\$144,525	-0.8%
March 2015	\$165,685	\$143,037	+15.8%
April 2015	\$160,747	\$156,472	+2.7%
May 2015	\$167,676	\$170,014	-1.4%
June 2015	\$178,467	\$173,042	+3.1%
12-Month Avg	\$165,701	\$153,986	+7.6%

Historical Average Sales Price by Month

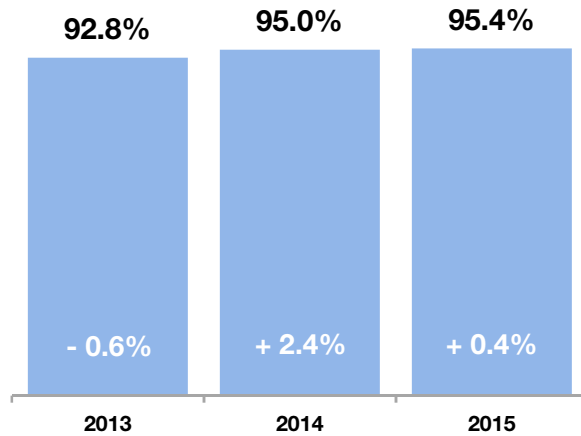


Percent of Original List Price Received

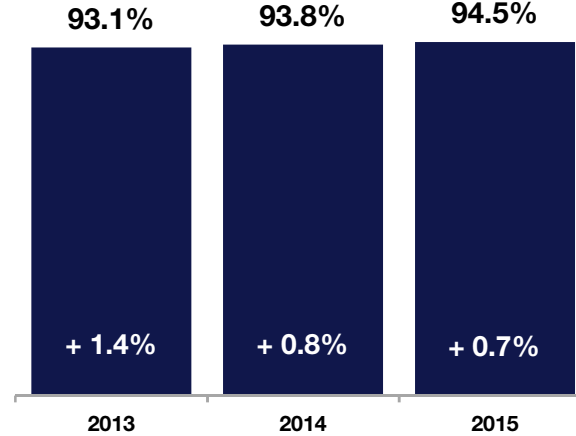


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

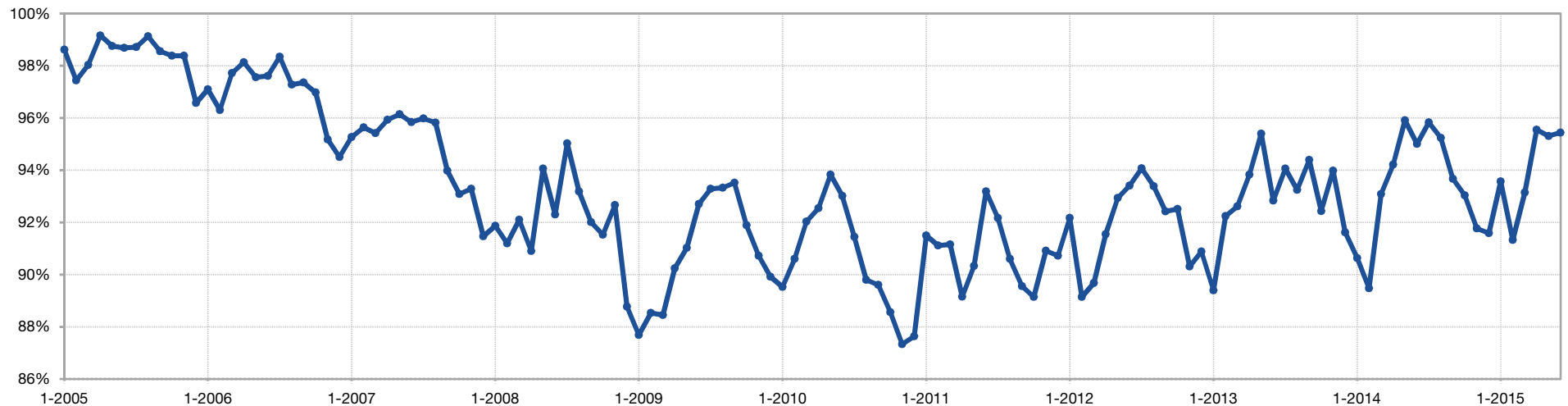


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	94.2%	+1.4%
May 2015	95.3%	95.9%	-0.6%
June 2015	95.4%	95.0%	+0.4%
12-Month Avg	93.8%	93.2%	+0.6%

Historical Percent of Original List Price Received by Month

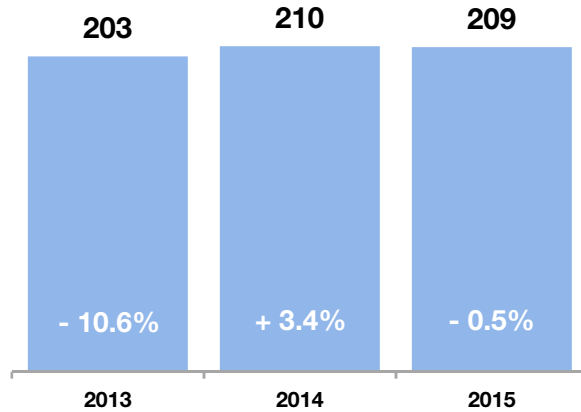


Housing Affordability Index

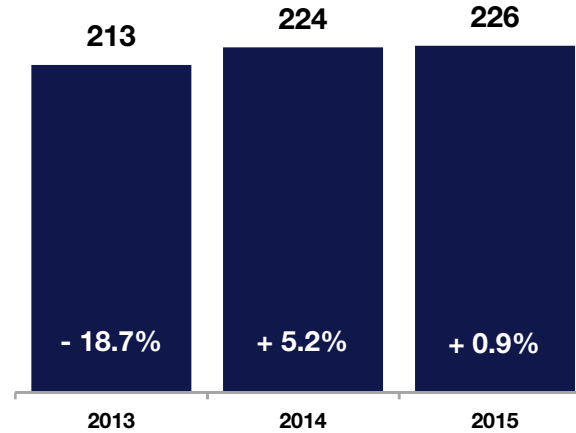


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

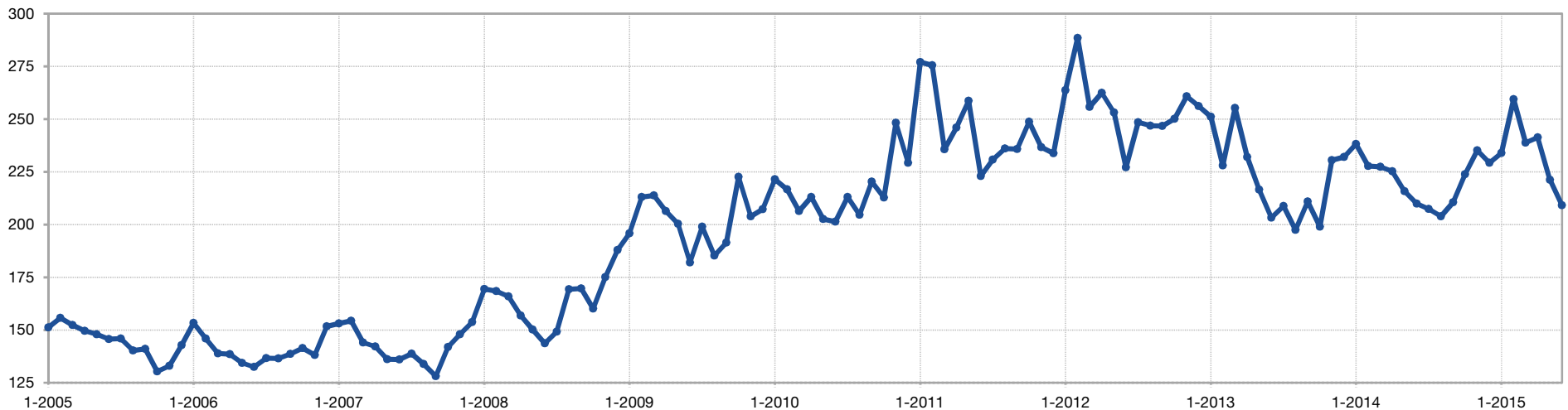


Year to Date



	Affordability Index	Prior Year	Percent Change
July 2014	207	209	-1.0%
August 2014	204	197	+3.6%
September 2014	211	211	0.0%
October 2014	224	199	+12.6%
November 2014	235	231	+1.7%
December 2014	229	232	-1.3%
January 2015	234	238	-1.7%
February 2015	259	228	+13.6%
March 2015	239	227	+5.3%
April 2015	241	225	+7.1%
May 2015	221	216	+2.3%
June 2015	209	210	-0.5%
12-Month Avg	226	219	+3.2%

Historical Housing Affordability Index by Month

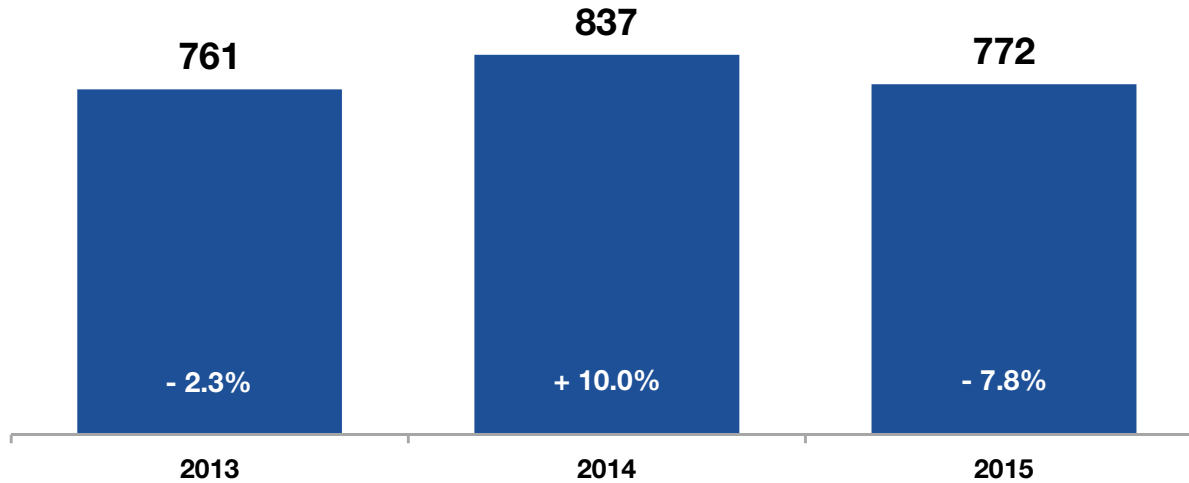


Inventory of Homes for Sale

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



June



Homes for Sale	Prior Year	Percent Change
July 2014	776	+7.7%
August 2014	757	+12.3%
September 2014	727	+18.8%
October 2014	733	+8.9%
November 2014	674	+6.8%
December 2014	577	+5.0%
January 2015	572	+10.1%
February 2015	597	+15.7%
March 2015	661	+16.5%
April 2015	761	+1.3%
May 2015	795	+1.4%
June 2015	837	-7.8%
12-Month Avg	760	+7.6%

Historical Inventory of Homes for Sale by Month

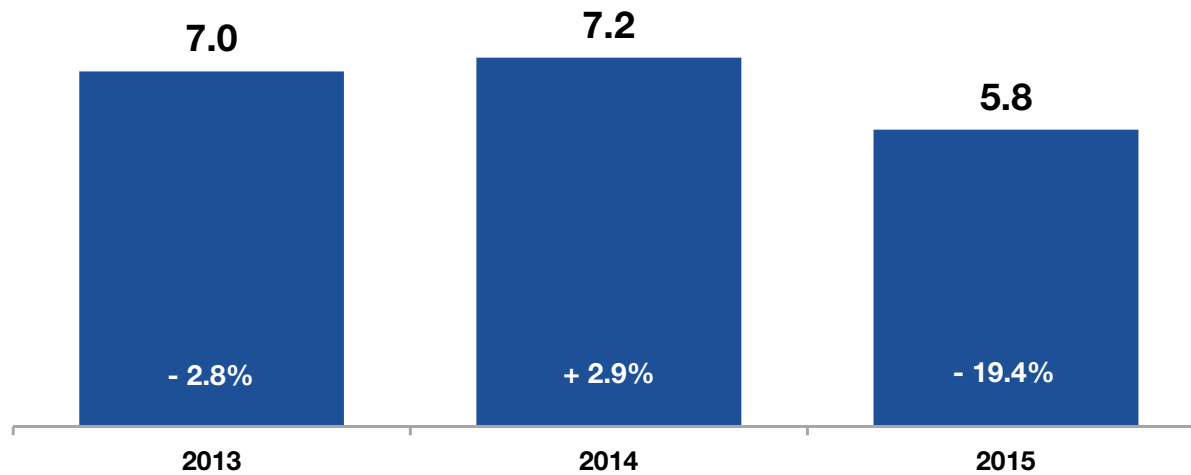


Months Supply of Inventory

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.

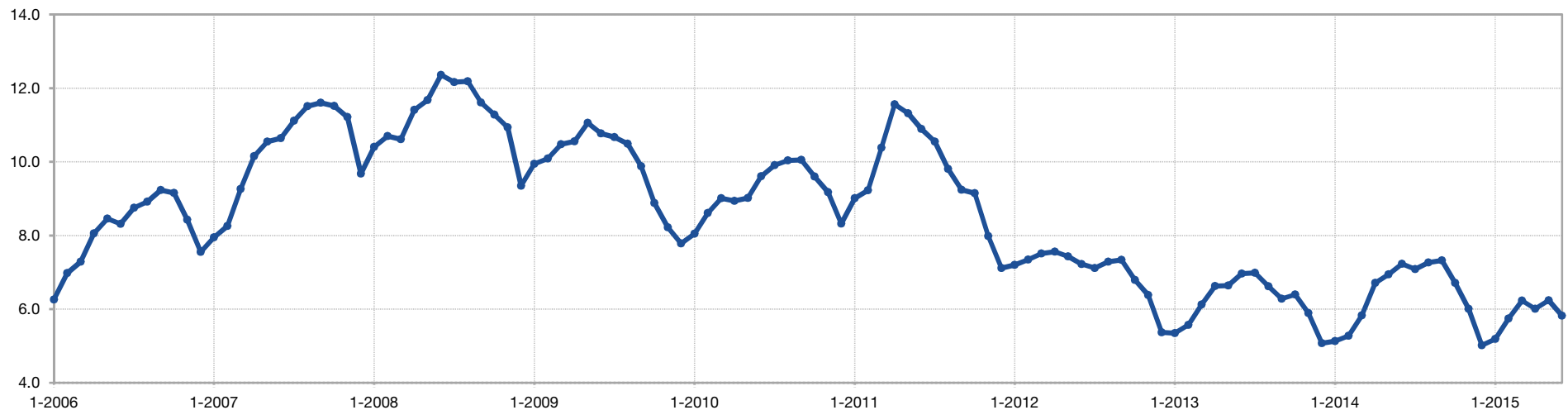


June



Months Supply		Prior Year	Percent Change
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	5.8	+6.9%
April 2015	6.0	6.7	-10.4%
May 2015	6.2	6.9	-10.1%
June 2015	5.8	7.2	-19.4%
12-Month Avg	6.2	6.2	0.0%

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	+ / -	6-2014	6-2015	+ / -	6-2014	6-2015	+ / -
Albany	42	39	-7.1%	25	25	0.0%	\$131,000	\$154,000	+17.6%	21	20	-4.8%	4.5	5.7	+27.0%
Avon	47	36	-23.4%	17	18	+5.9%	\$163,266	\$166,000	+1.7%	34	26	-23.5%	7.7	7.3	-5.1%
Clearwater	46	59	+28.3%	34	30	-11.8%	\$154,825	\$147,250	-4.9%	27	32	+18.5%	5.1	6.3	+22.4%
Cold Spring	110	93	-15.5%	47	50	+6.4%	\$179,900	\$174,000	-3.3%	84	75	-10.7%	8.9	8.7	-2.0%
Eden Lake Twp	12	8	-33.3%	0	6	--	\$0	\$242,500	--	12	7	-0,041.7%	12.0	4.4	-0,063.5%
Eden Valley	37	27	-27.0%	13	17	+30.8%	\$72,150	\$109,900	+52.3%	29	16	-44.8%	11.0	4.9	-55.2%
Fair Haven Twp	4	2	-50.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	2	1	-50.0%	2.0	1.0	-50.0%
Foley	72	87	+20.8%	28	47	+67.9%	\$124,450	\$149,900	+20.4%	45	38	-15.6%	7.7	5.1	-34.3%
Freeport	22	18	-18.2%	10	10	0.0%	\$130,950	\$143,950	+9.9%	13	12	-7.7%	6.0	5.0	-16.1%
Holdingford	17	22	+29.4%	12	11	-8.3%	\$178,500	\$134,500	-24.6%	14	15	+7.1%	5.6	7.2	+28.6%
Kimball	33	45	+36.4%	15	19	+26.7%	\$117,200	\$149,900	+27.9%	23	28	+21.7%	5.6	6.7	+18.6%
Maine Prairie Twp	0	4	--	1	1	0.0%	\$0	\$355,000	--	0	3	--	0.0	3.0	--
Melrose	37	49	+32.4%	19	17	-10.5%	\$125,900	\$153,000	+21.5%	33	34	+3.0%	8.1	8.3	+3.0%
Paynesville	47	52	+10.6%	14	20	+42.9%	\$123,900	\$96,500	-22.1%	44	42	-4.5%	17.6	11.7	-33.4%
Rice	86	76	-11.6%	38	34	-10.5%	\$153,500	\$172,450	+12.3%	53	50	-5.7%	7.8	8.3	+7.4%
Richmond	69	92	+33.3%	27	27	0.0%	\$219,900	\$146,000	-33.6%	59	67	+13.6%	11.4	13.2	+15.4%
Rockville	17	19	+11.8%	7	4	-42.9%	\$176,900	\$153,500	-13.2%	11	18	+63.6%	5.2	9.8	+87.4%
Sartell	259	252	-2.7%	160	146	-8.8%	\$175,000	\$182,450	+4.3%	147	141	-4.1%	5.8	5.1	-11.7%
Sauk Centre	65	86	+32.3%	22	38	+72.7%	\$95,500	\$143,500	+50.3%	58	55	-5.2%	12.0	8.5	-29.5%
Sauk Rapids	205	202	-1.5%	90	104	+15.6%	\$144,950	\$156,250	+7.8%	134	109	-18.7%	7.9	5.9	-24.9%
Saint Cloud	693	774	+11.7%	320	417	+30.3%	\$121,000	\$129,900	+7.4%	486	452	-7.0%	8.0	6.2	-22.3%
Saint Joseph	83	93	+12.0%	41	53	+29.3%	\$157,700	\$181,000	+14.8%	44	33	-25.0%	5.5	3.7	-32.7%
Saint Augusta	22	31	+40.9%	12	17	+41.7%	\$186,900	\$162,900	-12.8%	21	15	-28.6%	8.9	5.1	-42.1%
Waite Park	50	59	+18.0%	32	37	+15.6%	\$115,000	\$146,700	+27.6%	26	37	+42.3%	5.0	6.6	+31.7%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--