



Monthly Indicators

July 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

+ 9.4% **+ 0.8%** **- 6.2%**

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.



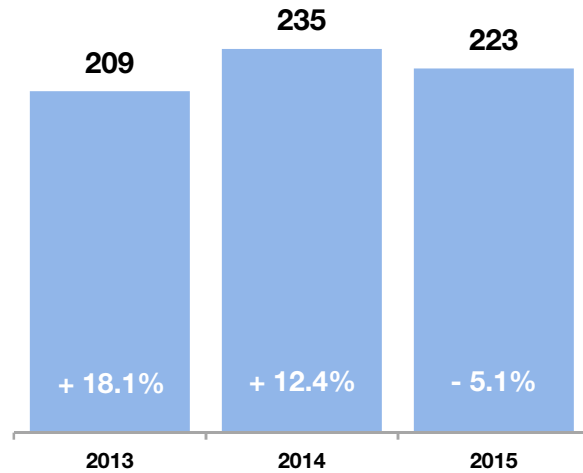
Key Metrics	Historical Sparkbars	7-2014	7-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		235	223	- 5.1%	1,525	1,603	+ 5.1%
Pending Sales		162	153	- 5.6%	915	1,041	+ 13.8%
Closed Sales		171	187	+ 9.4%	814	944	+ 16.0%
Days on Market		77	82	+ 6.5%	84	93	+ 10.7%
Median Sales Price		\$156,500	\$157,750	+ 0.8%	\$147,000	\$154,900	+ 5.4%
Avg. Sales Price		\$187,458	\$173,959	- 7.2%	\$165,593	\$167,642	+ 1.2%
Pct. of Orig. Price Received		95.8%	95.9%	+ 0.1%	94.2%	94.8%	+ 0.6%
Affordability Index		207	218	+ 5.3%	221	222	+ 0.5%
Homes for Sale		836	784	- 6.2%	--	--	--
Months Supply		7.1	6.0	- 15.5%	--	--	--

New Listings

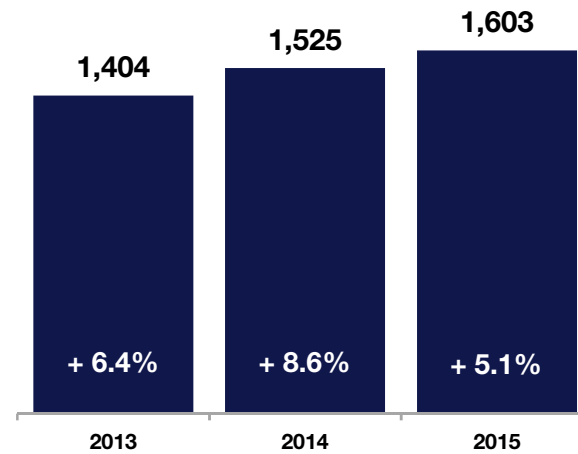
A count of the properties that have been newly listed on the market in a given month.



July

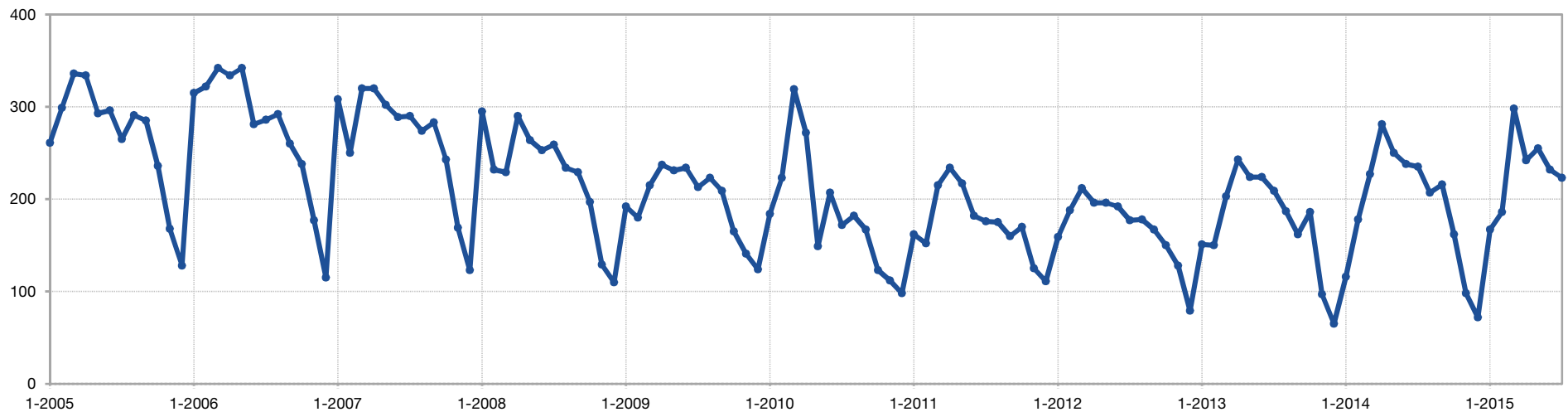


Year to Date



	New Listings	Prior Year	Percent Change
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%
July 2015	223	235	-5.1%
12-Month Avg	197	185	+6.5%

Historical New Listings by Month

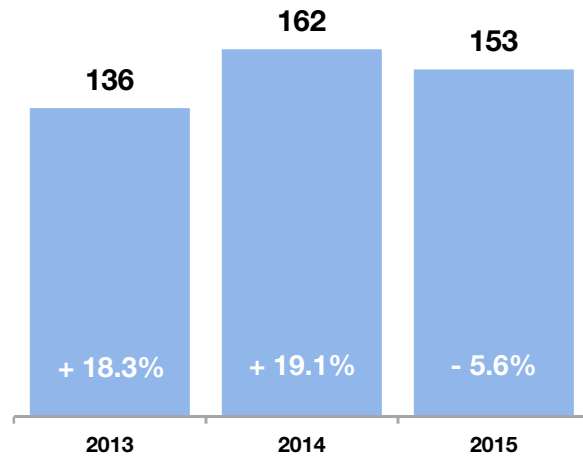


Pending Sales

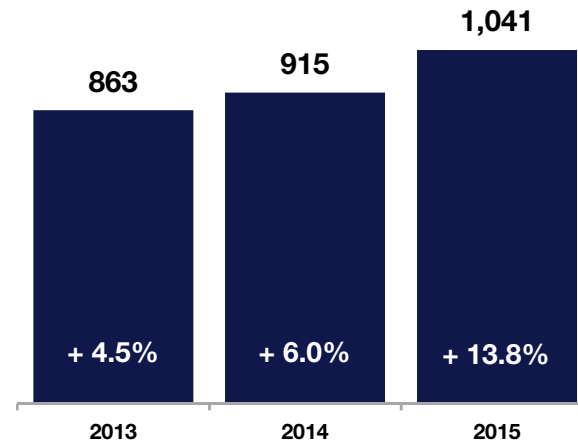
A count of the properties on which offers have been accepted in a given month.



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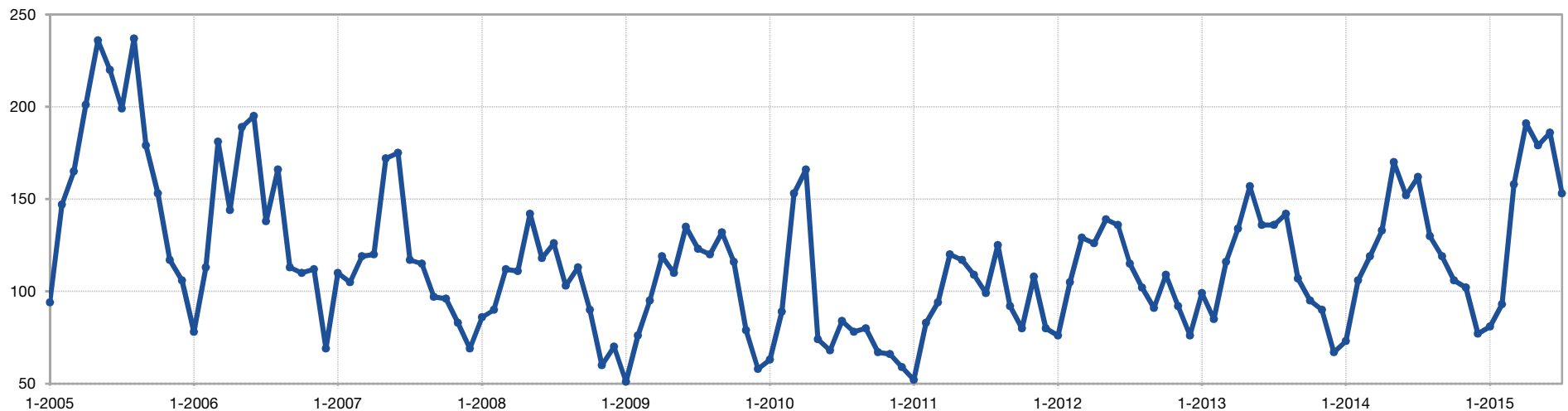


Year to Date



	Pending Sales	Prior Year	Percent Change
August 2014	130	142	-8.5%
September 2014	119	107	+11.2%
October 2014	106	95	+11.6%
November 2014	102	90	+13.3%
December 2014	77	67	+14.9%
January 2015	81	73	+11.0%
February 2015	93	106	-12.3%
March 2015	158	119	+32.8%
April 2015	191	133	+43.6%
May 2015	179	170	+5.3%
June 2015	186	152	+22.4%
July 2015	153	162	-5.6%
12-Month Avg	131	118	+11.0%

Historical Pending Sales by Month

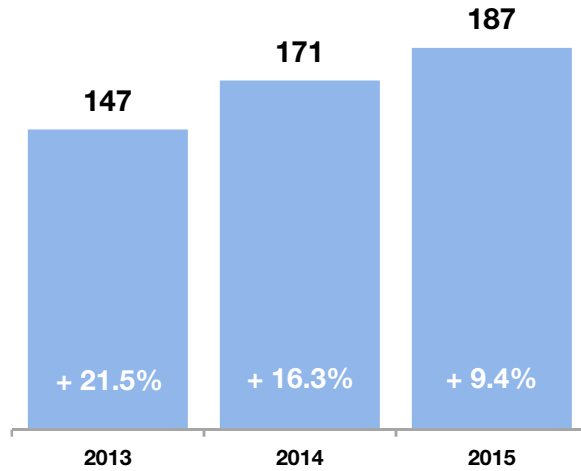


Closed Sales

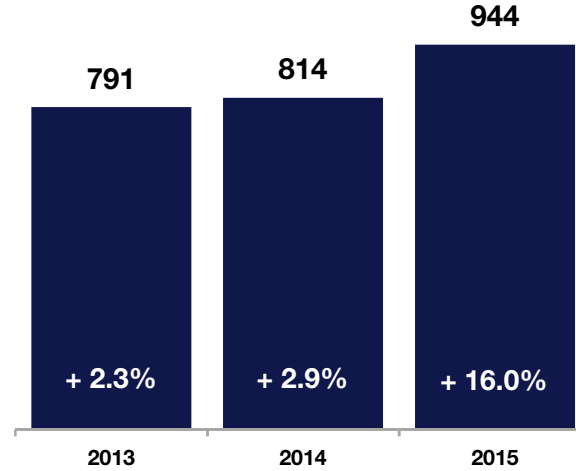
A count of the actual sales that closed in a given month.



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Year to Date



	Closed Sales	Prior Year	Percent Change
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%
July 2015	187	171	+9.4%
12-Month Avg	131	117	+12.0%

Historical Closed Sales by Month

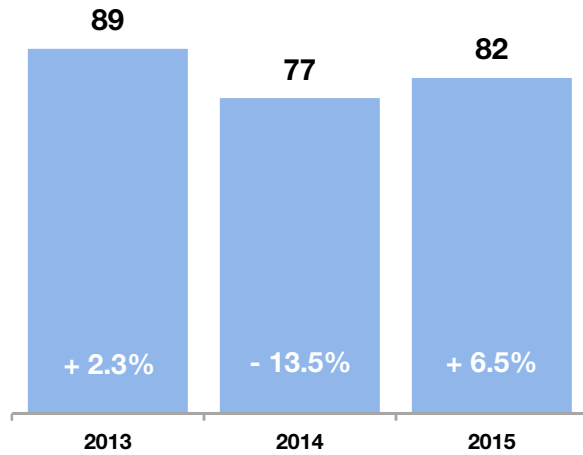


Days on Market Until Sale

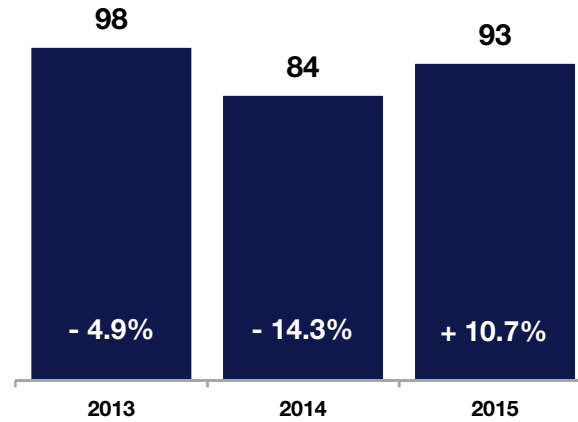
Average number of days between when a property is listed and when an offer is accepted in a given month.



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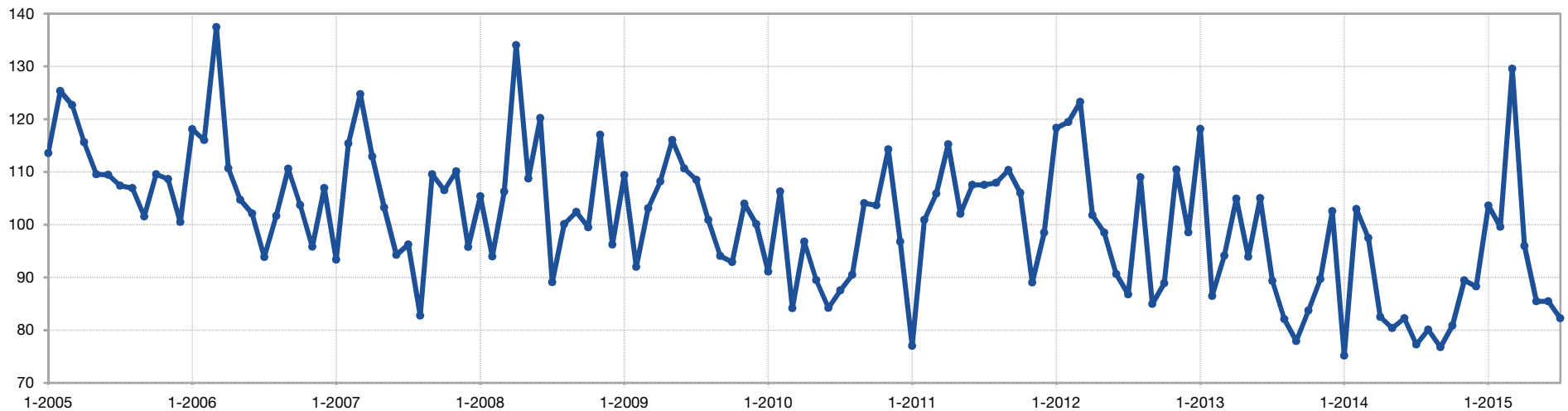


Year to Date



Month	Days on Market	Prior Year	Percent Change
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%
July 2015	82	77	+6.5%
12-Month Avg	91	86	+5.8%

Historical Days on Market Until Sale by Month

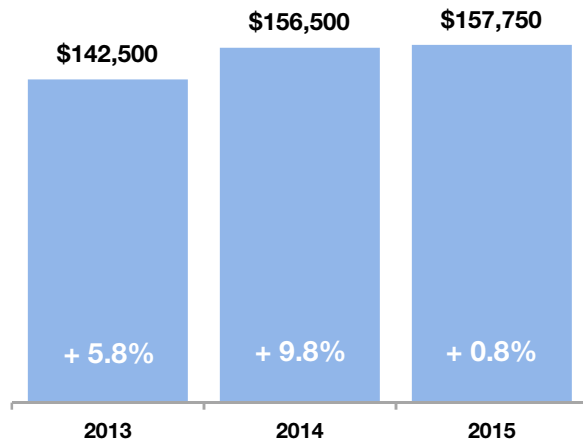


Median Sales Price

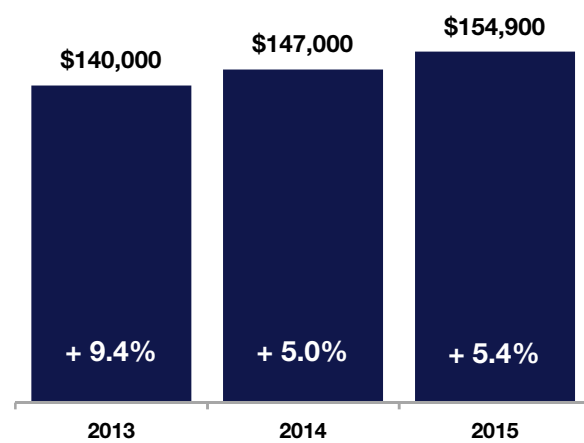
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



July



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2015	\$157,750	\$156,500	+0.8%
12-Month Avg	\$151,081	\$143,420	+5.3%

Historical Median Sales Price by Month

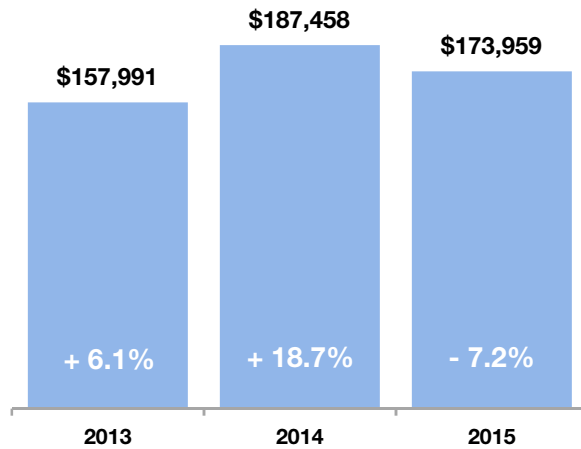


Average Sales Price

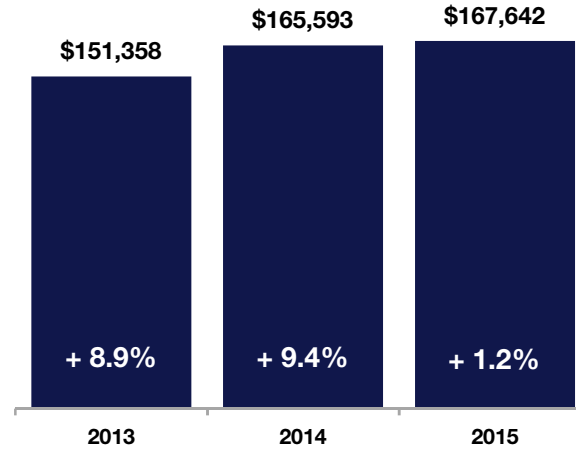
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



July



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
July 2015	\$173,959	\$187,458	-7.2%
12-Month Avg	\$164,576	\$156,441	+5.2%

Historical Average Sales Price by Month

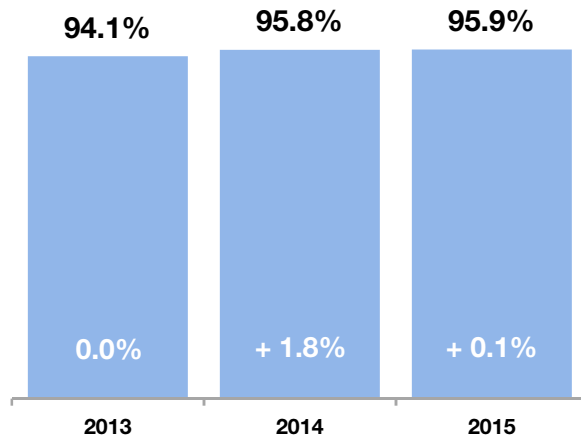


Percent of Original List Price Received

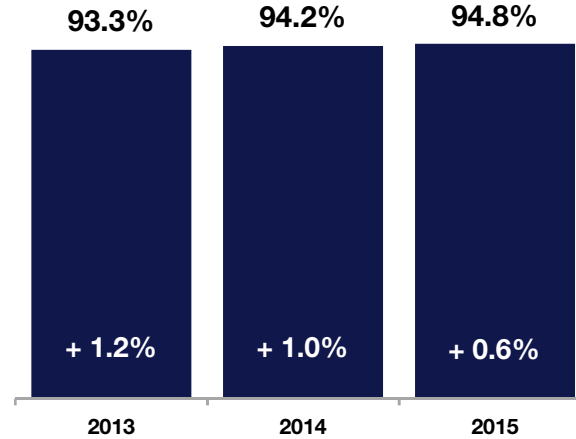


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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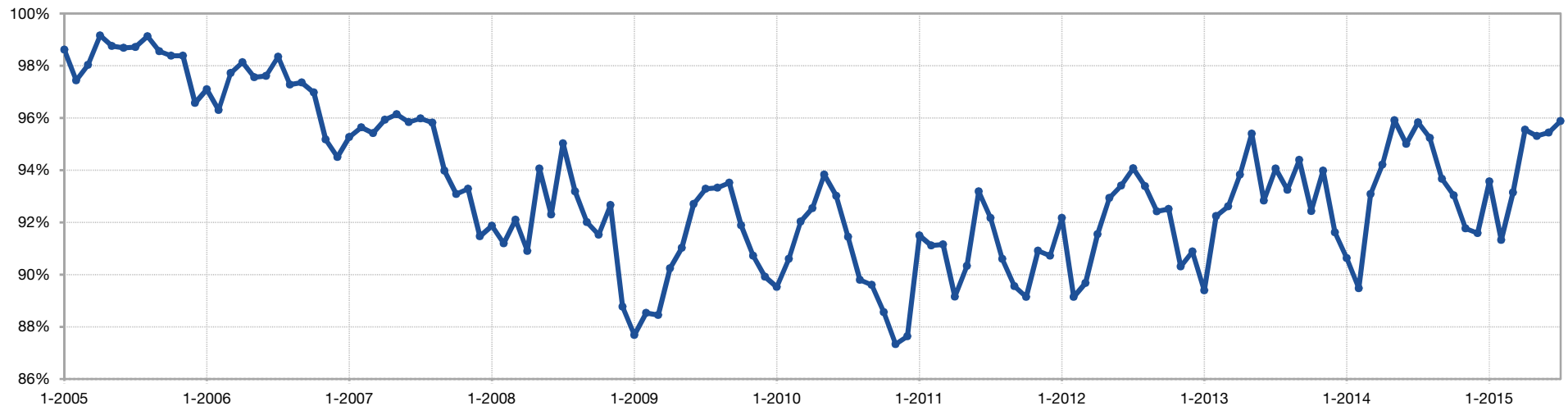


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2015	95.9%	95.8%	+0.1%
12-Month Avg	93.8%	93.3%	+0.5%

Historical Percent of Original List Price Received by Month

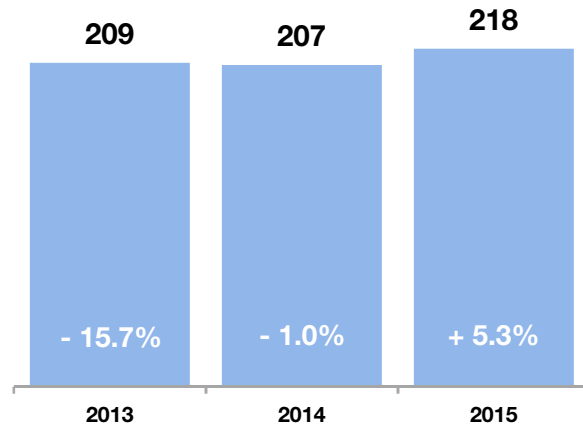


Housing Affordability Index

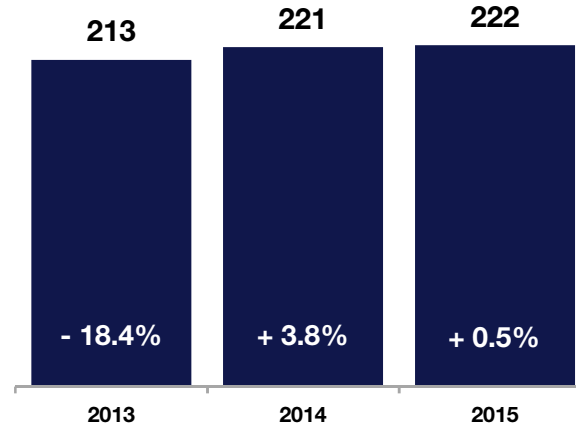


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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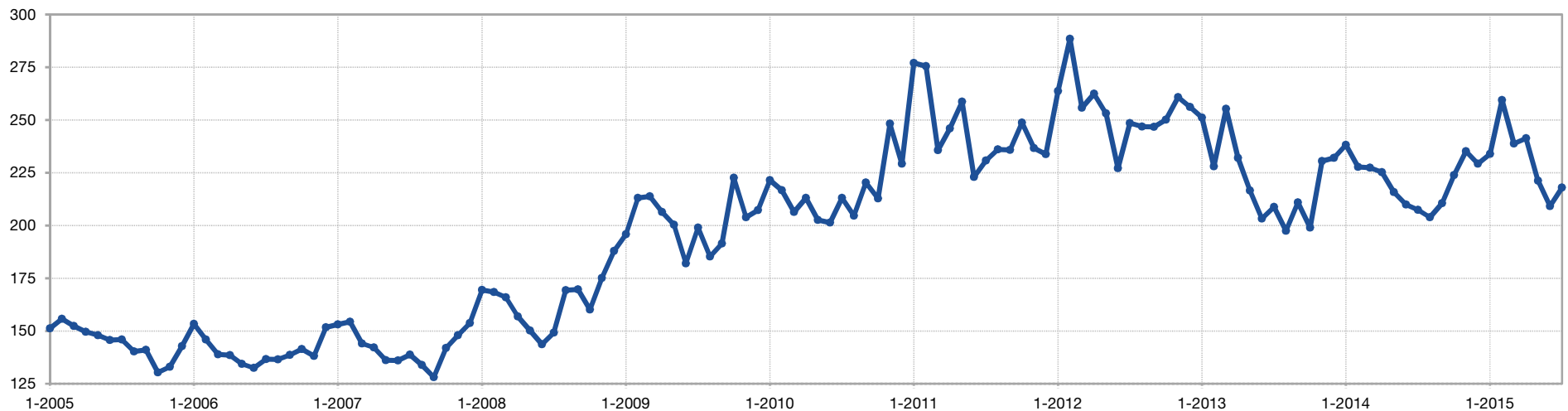


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2015	218	207	+5.3%
12-Month Avg	227	218	+4.1%

Historical Housing Affordability Index by Month

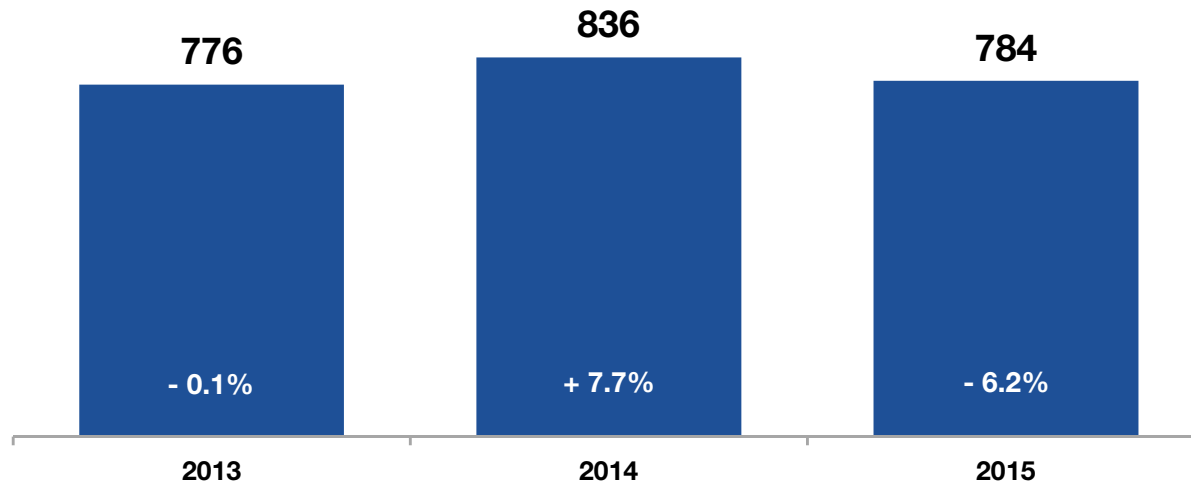


Inventory of Homes for Sale

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

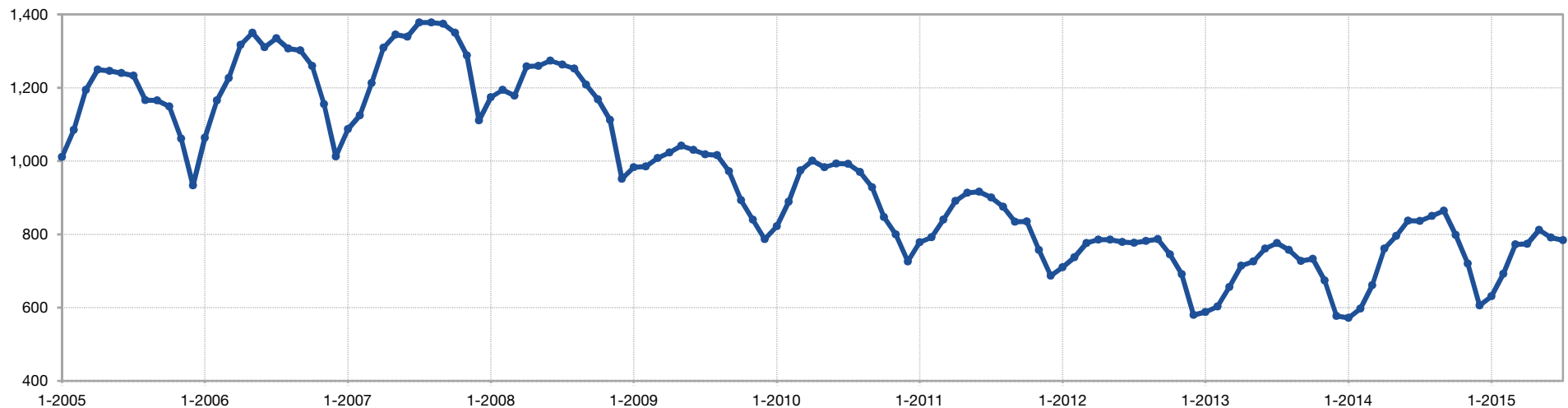


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Homes for Sale		Prior Year	Percent Change
August 2014	850	757	+12.3%
September 2014	864	727	+18.8%
October 2014	798	733	+8.9%
November 2014	720	674	+6.8%
December 2014	606	577	+5.0%
January 2015	631	572	+10.3%
February 2015	692	597	+15.9%
March 2015	772	661	+16.8%
April 2015	774	761	+1.7%
May 2015	812	795	+2.1%
June 2015	791	837	-5.5%
July 2015	784	836	-6.2%
12-Month Avg	758	711	+6.6%

Historical Inventory of Homes for Sale by Month

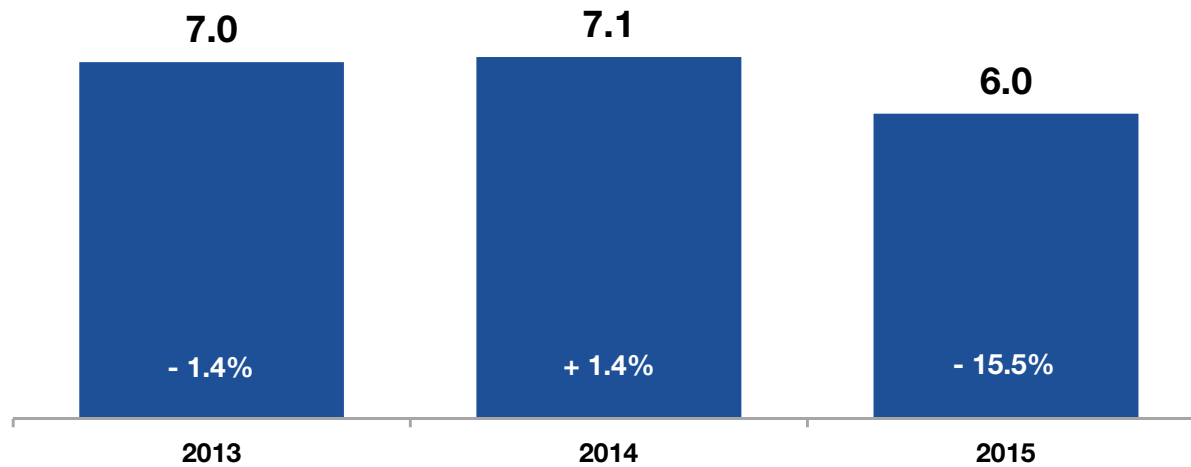


Months Supply of Inventory

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.

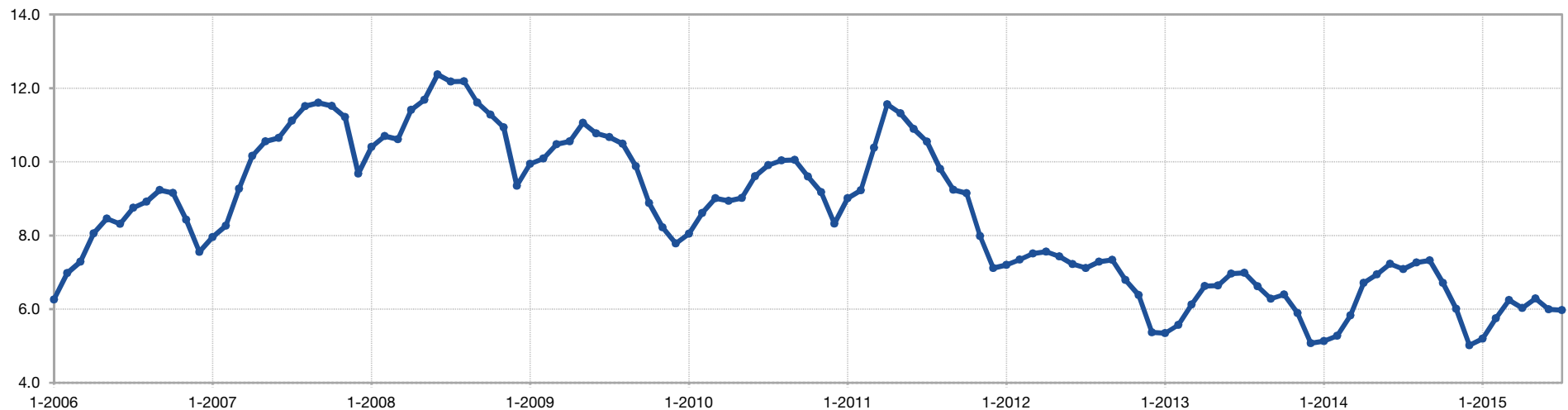


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Months Supply		Prior Year	Percent Change
August 2014	7.3	6.6	+10.6%
September 2014	7.3	6.3	+15.9%
October 2014	6.7	6.4	+4.7%
November 2014	6.0	5.9	+1.7%
December 2014	5.0	5.1	-2.0%
January 2015	5.2	5.1	+2.0%
February 2015	5.8	5.3	+9.4%
March 2015	6.2	5.8	+6.9%
April 2015	6.0	6.7	-10.4%
May 2015	6.3	6.9	-8.7%
June 2015	6.0	7.2	-16.7%
July 2015	6.0	7.1	-15.5%
12-Month Avg	6.1	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	+ / -	7-2014	7-2015	+ / -	7-2014	7-2015	+ / -
Albany	48	46	-4.2%	36	29	-19.4%	\$147,417	\$154,000	+4.5%	23	19	-17.4%	5.1	4.9	-5.1%
Avon	52	41	-21.2%	22	21	-4.5%	\$174,493	\$160,000	-8.3%	32	26	-18.8%	7.6	7.2	-6.2%
Clearwater	62	66	+6.5%	36	39	+8.3%	\$154,200	\$158,500	+2.8%	37	28	-24.3%	7.5	5.1	-32.4%
Cold Spring	128	112	-12.5%	63	58	-7.9%	\$179,900	\$180,000	+0.1%	82	75	-8.5%	8.6	8.8	+2.2%
Eden Lake Twp	13	8	-38.5%	0	6	--	\$0	\$242,500	--	13	6	-0,053.8%	13.0	4.0	-0,069.2%
Eden Valley	45	34	-24.4%	16	20	+25.0%	\$74,900	\$135,500	+80.9%	32	17	-46.9%	11.4	5.2	-53.9%
Fair Haven Twp	4	3	-25.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	2	2	0.0%	2.0	2.0	0.0%
Foley	80	107	+33.8%	35	59	+68.6%	\$131,000	\$150,000	+14.5%	40	49	+22.5%	6.8	6.5	-4.4%
Freeport	25	22	-12.0%	17	13	-23.5%	\$154,000	\$153,000	-0.6%	11	14	+27.3%	4.7	6.4	+36.7%
Holdingford	20	25	+25.0%	13	14	+7.7%	\$192,000	\$144,250	-24.9%	14	13	-7.1%	5.6	6.5	+16.1%
Kimball	45	49	+8.9%	22	23	+4.5%	\$139,500	\$149,900	+7.5%	28	26	-7.1%	7.0	6.2	-11.6%
Maine Prairie Twp	0	4	--	1	1	0.0%	\$0	\$355,000	--	0	3	--	0.0	3.0	--
Melrose	52	61	+17.3%	24	23	-4.2%	\$132,700	\$154,500	+16.4%	38	38	0.0%	9.1	8.7	-4.2%
Paynesville	48	60	+25.0%	17	28	+64.7%	\$127,900	\$112,450	-12.1%	39	44	+12.8%	15.1	12.6	-16.7%
Rice	93	88	-5.4%	47	41	-12.8%	\$158,000	\$169,900	+7.5%	51	51	0.0%	7.7	8.3	+8.1%
Richmond	83	103	+24.1%	31	34	+9.7%	\$217,000	\$153,825	-29.1%	60	63	+5.0%	11.4	12.2	+6.7%
Rockville	18	22	+22.2%	13	6	-53.8%	\$182,000	\$163,000	-10.4%	6	17	+183.3%	2.4	12.8	+431.3%
Sartell	311	280	-10.0%	191	182	-4.7%	\$179,900	\$184,000	+2.3%	156	131	-16.0%	6.1	4.8	-21.1%
Sauk Centre	77	98	+27.3%	31	50	+61.3%	\$112,500	\$145,000	+28.9%	59	60	+1.7%	11.8	9.6	-18.6%
Sauk Rapids	233	231	-0.9%	115	131	+13.9%	\$151,000	\$155,500	+3.0%	115	109	-5.2%	6.3	6.3	-1.1%
Saint Cloud	828	913	+10.3%	417	525	+25.9%	\$124,950	\$132,950	+6.4%	493	468	-5.1%	8.1	6.5	-19.5%
Saint Joseph	95	112	+17.9%	53	65	+22.6%	\$151,624	\$176,950	+16.7%	45	39	-13.3%	5.7	4.4	-22.3%
Saint Augusta	29	38	+31.0%	13	21	+61.5%	\$173,000	\$162,900	-5.8%	21	19	-9.5%	9.2	6.3	-31.5%
Waite Park	58	67	+15.5%	38	41	+7.9%	\$117,500	\$146,700	+24.9%	27	37	+37.0%	5.3	6.6	+24.8%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--