



# Monthly Indicators

## August 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

**- 5.3%**      **+ 2.5%**      **- 12.7%**

One-Year Change in **Closed Sales**      One-Year Change in **Median Sales Price**      One-Year Change in **Homes for Sale**

Activity Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
Area Overview	<b>13</b>



# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



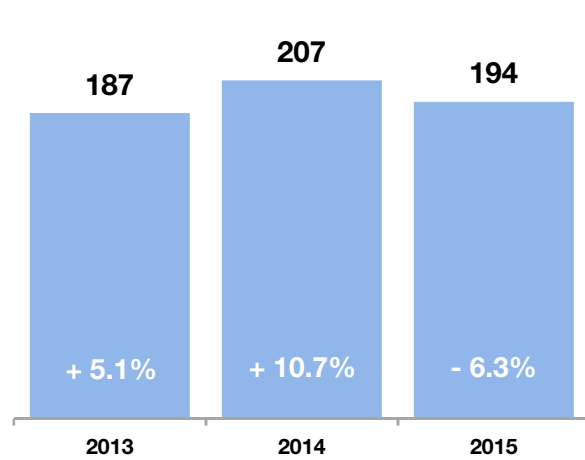
Key Metrics	Historical Sparkbars	8-2014	8-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		207	<b>194</b>	- 6.3%	1,734	<b>1,799</b>	+ 3.7%
<b>Pending Sales</b>		130	<b>162</b>	+ 24.6%	1,045	<b>1,203</b>	+ 15.1%
<b>Closed Sales</b>		170	<b>161</b>	- 5.3%	984	<b>1,108</b>	+ 12.6%
<b>Days on Market</b>		80	<b>75</b>	- 6.3%	83	<b>91</b>	+ 9.6%
<b>Median Sales Price</b>		\$159,900	<b>\$163,900</b>	+ 2.5%	\$149,900	<b>\$156,650</b>	+ 4.5%
<b>Avg. Sales Price</b>		\$186,104	<b>\$181,967</b>	- 2.2%	\$169,174	<b>\$169,765</b>	+ 0.3%
<b>Pct. of Orig. Price Received</b>		95.2%	<b>95.8%</b>	+ 0.6%	94.4%	<b>95.0%</b>	+ 0.6%
<b>Affordability Index</b>		204	<b>211</b>	+ 3.4%	217	<b>221</b>	+ 1.8%
<b>Homes for Sale</b>		852	<b>744</b>	- 12.7%	--	--	--
<b>Months Supply</b>		7.3	<b>5.5</b>	- 24.7%	--	--	--

# New Listings

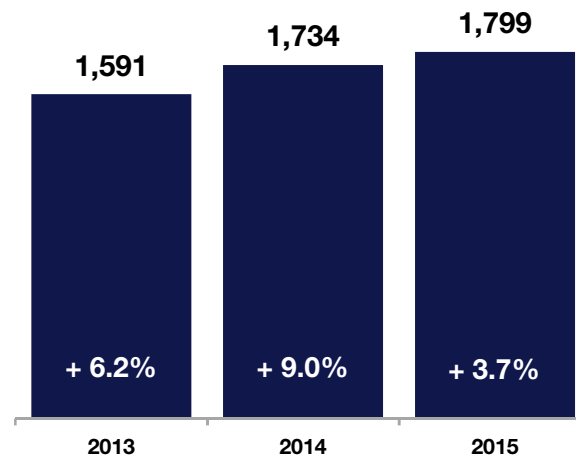
A count of the properties that have been newly listed on the market in a given month.



## August

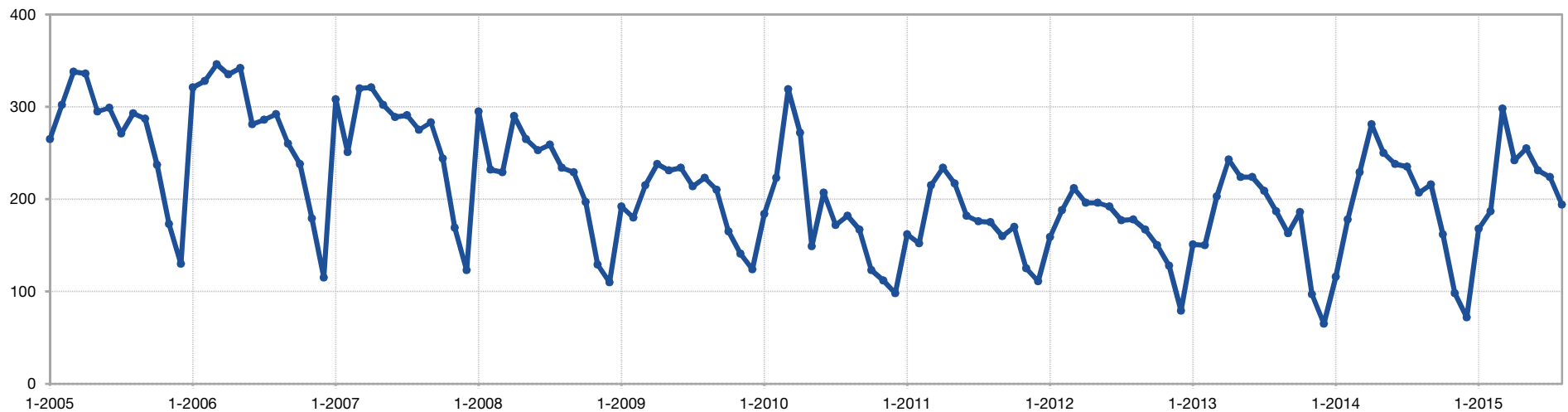


## Year to Date



	New Listings	Prior Year	Percent Change
September 2014	216	163	+32.5%
October 2014	162	186	-12.9%
November 2014	98	97	+1.0%
December 2014	72	65	+10.8%
January 2015	168	116	+44.8%
February 2015	187	178	+5.1%
March 2015	298	229	+30.1%
April 2015	242	281	-13.9%
May 2015	255	250	+2.0%
June 2015	231	238	-2.9%
July 2015	224	235	-4.7%
<b>August 2015</b>	<b>194</b>	<b>207</b>	<b>-6.3%</b>
12-Month Avg	196	187	+4.8%

## Historical New Listings by Month

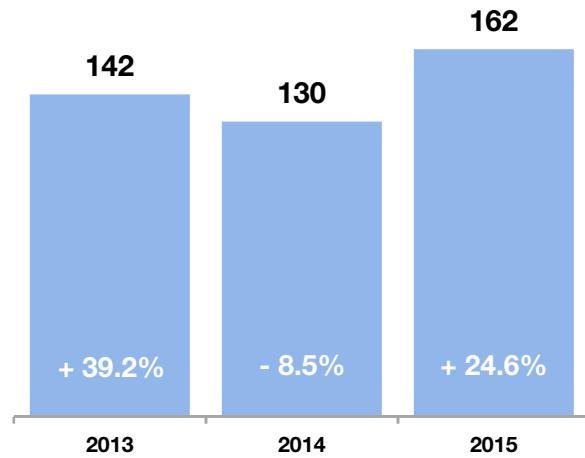


# Pending Sales

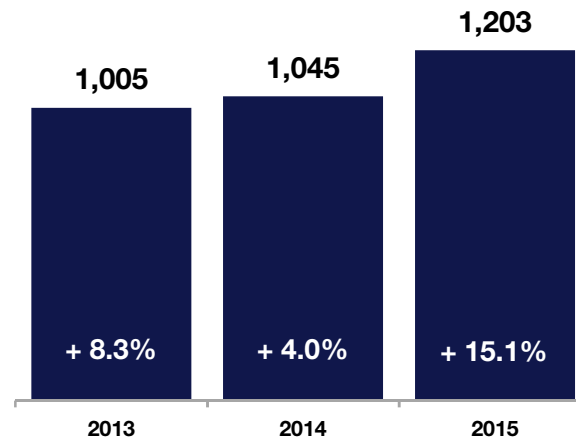
A count of the properties on which offers have been accepted in a given month.



## August

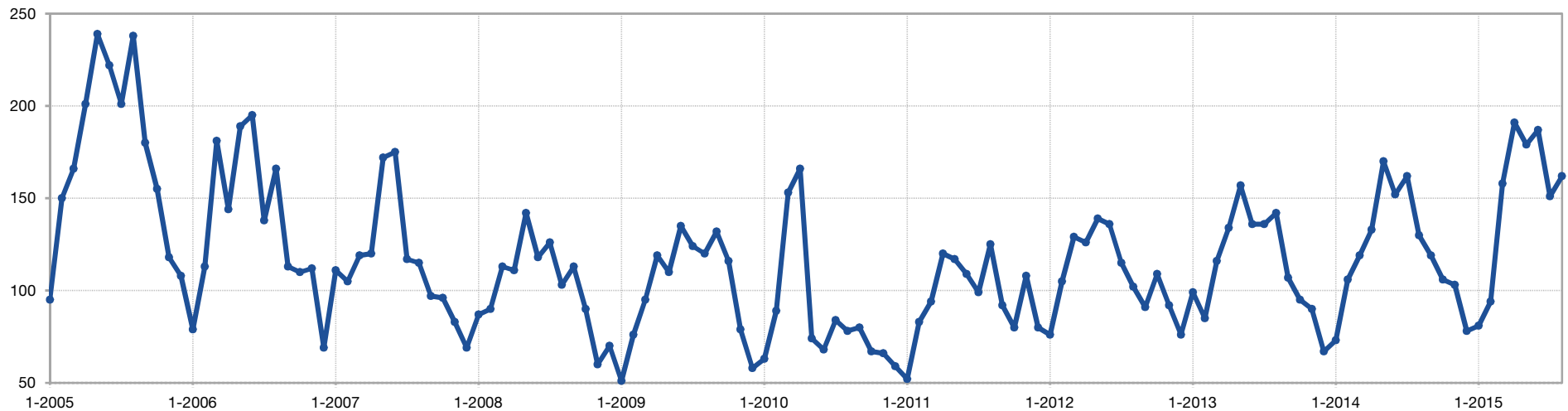


## Year to Date



	Pending Sales	Prior Year	Percent Change
September 2014	119	107	+11.2%
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	94	106	-11.3%
March 2015	158	119	+32.8%
April 2015	191	133	+43.6%
May 2015	179	170	+5.3%
June 2015	187	152	+23.0%
July 2015	151	162	-6.8%
<b>August 2015</b>	<b>162</b>	<b>130</b>	<b>+24.6%</b>
12-Month Avg	134	117	+14.5%

## Historical Pending Sales by Month

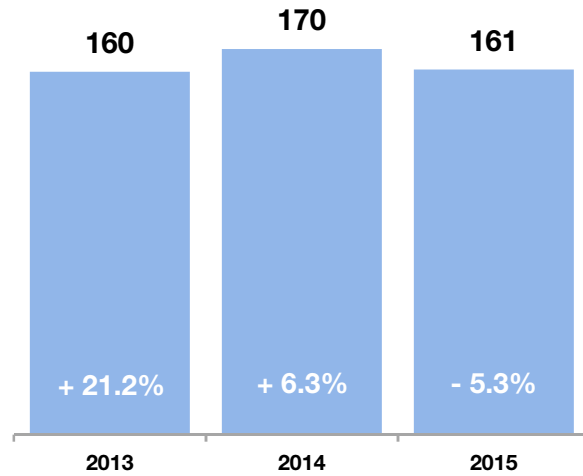


# Closed Sales

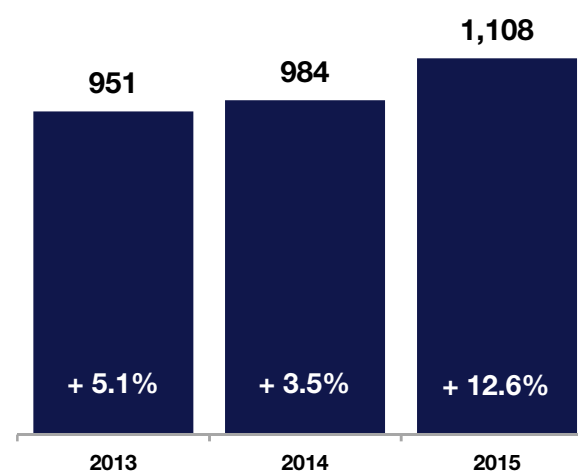
A count of the actual sales that closed in a given month.



## August

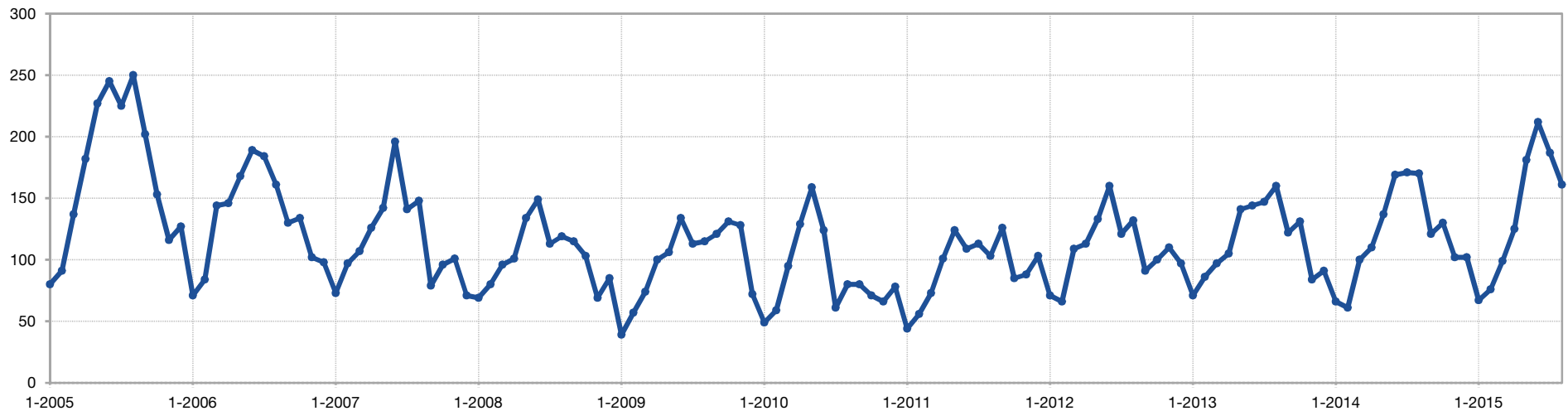


## Year to Date



	Closed Sales	Prior Year	Percent Change
September 2014	121	122	-0.8%
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	110	+13.6%
May 2015	181	137	+32.1%
June 2015	212	169	+25.4%
July 2015	187	171	+9.4%
<b>August 2015</b>	<b>161</b>	<b>170</b>	<b>-5.3%</b>
12-Month Avg	130	118	+10.2%

## Historical Closed Sales by Month

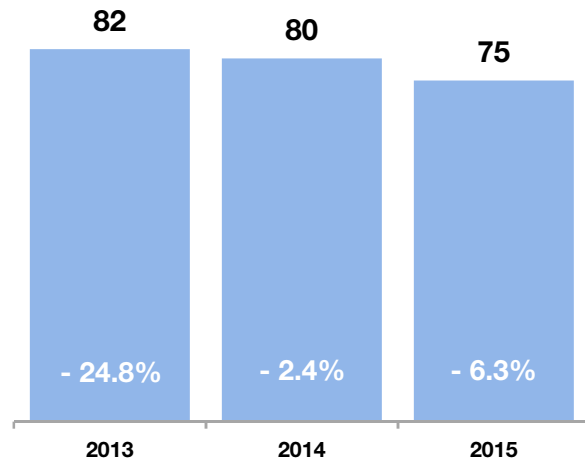


# Days on Market Until Sale

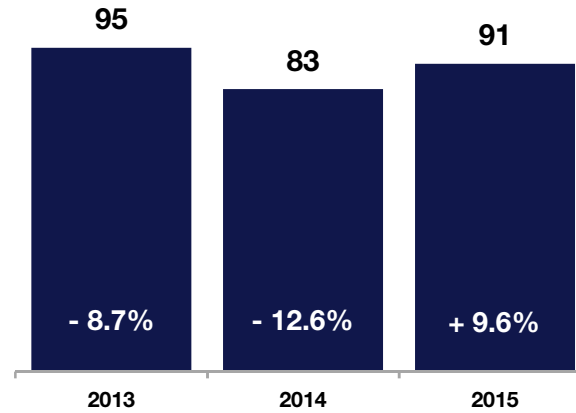
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August

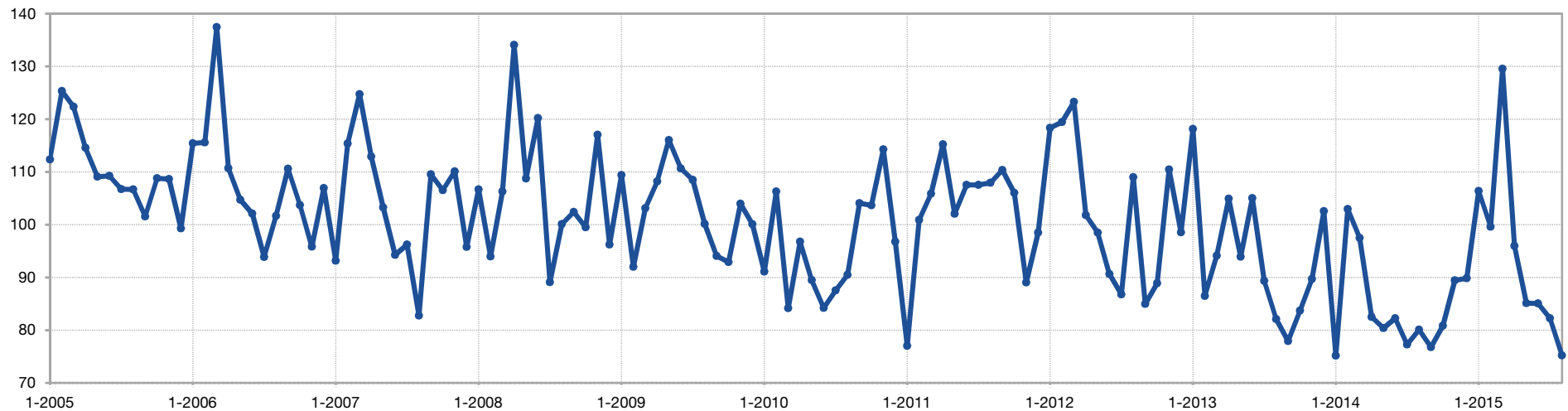


## Year to Date



Days on Market	Prior Year	Percent Change	
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	106	75	+41.3%
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%
<b>August 2015</b>	<b>75</b>	<b>80</b>	<b>-6.3%</b>
12-Month Avg	91	86	+5.8%

## Historical Days on Market Until Sale by Month

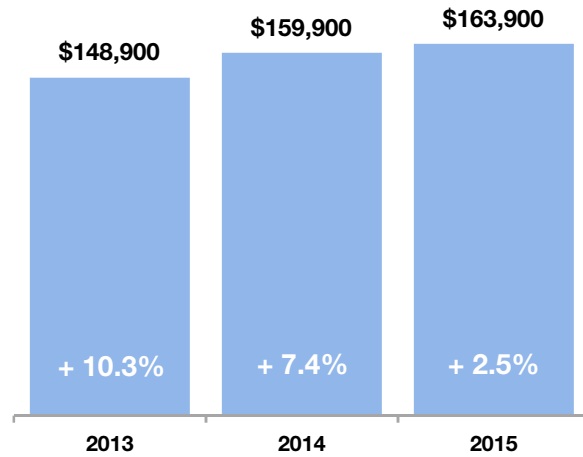


# Median Sales Price

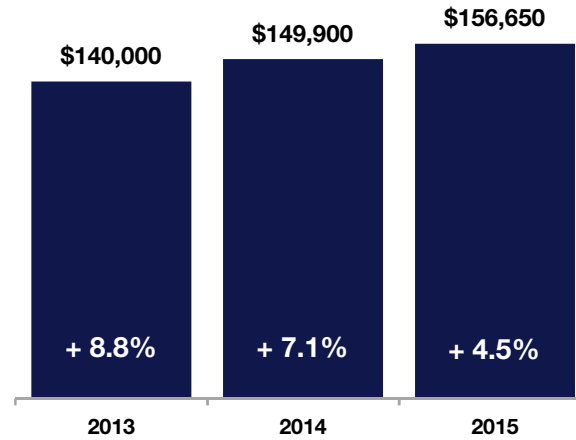
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$144,900	\$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	\$140,600	+4.6%
May 2015	\$161,650	\$150,900	+7.1%
June 2015	\$167,000	\$155,000	+7.7%
July 2015	\$157,750	\$156,500	+0.8%
<b>August 2015</b>	<b>\$163,900</b>	<b>\$159,900</b>	<b>+2.5%</b>
12-Month Avg	\$151,725	\$144,337	+5.1%

## Historical Median Sales Price by Month

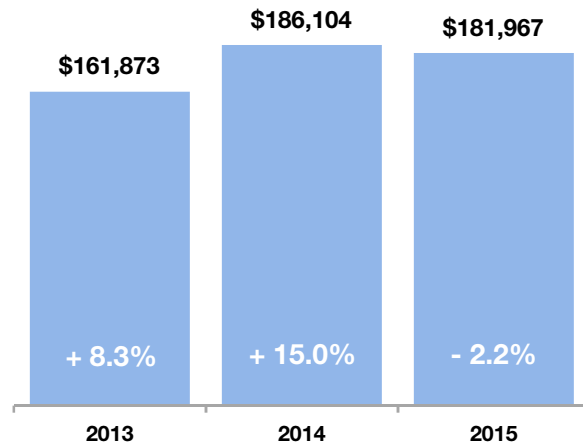


# Average Sales Price

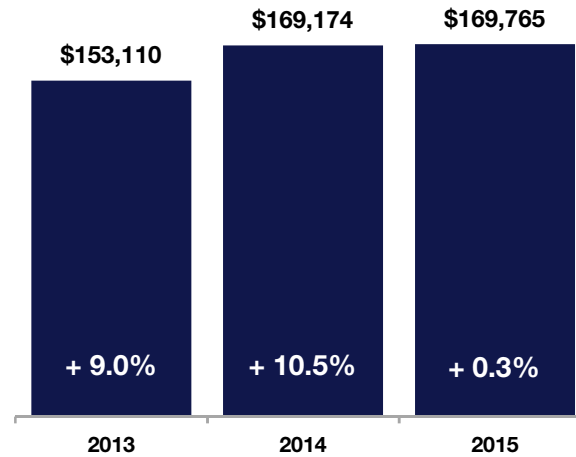
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$160,392	\$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	\$156,472	+2.7%
May 2015	\$167,643	\$170,014	-1.4%
June 2015	\$178,467	\$173,042	+3.1%
July 2015	\$173,959	\$187,458	-7.2%
<b>August 2015</b>	<b>\$181,967</b>	<b>\$186,104</b>	<b>-2.2%</b>
12-Month Avg	\$164,305	\$158,460	+3.7%

## Historical Average Sales Price by Month



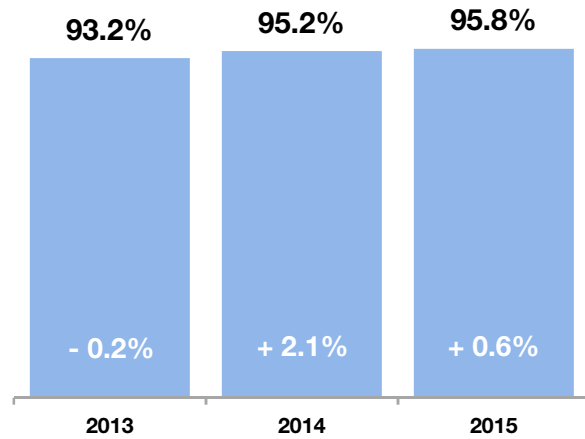


# Percent of Original List Price Received

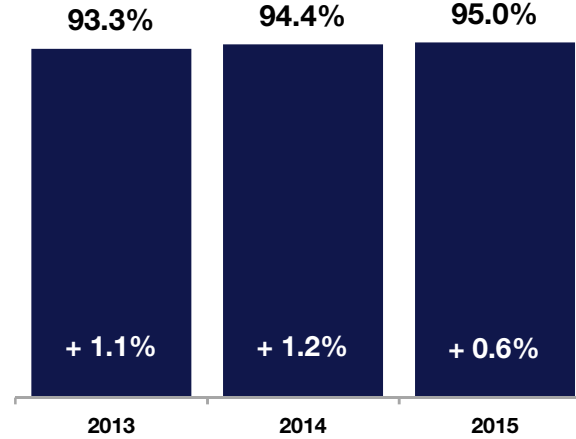


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## August

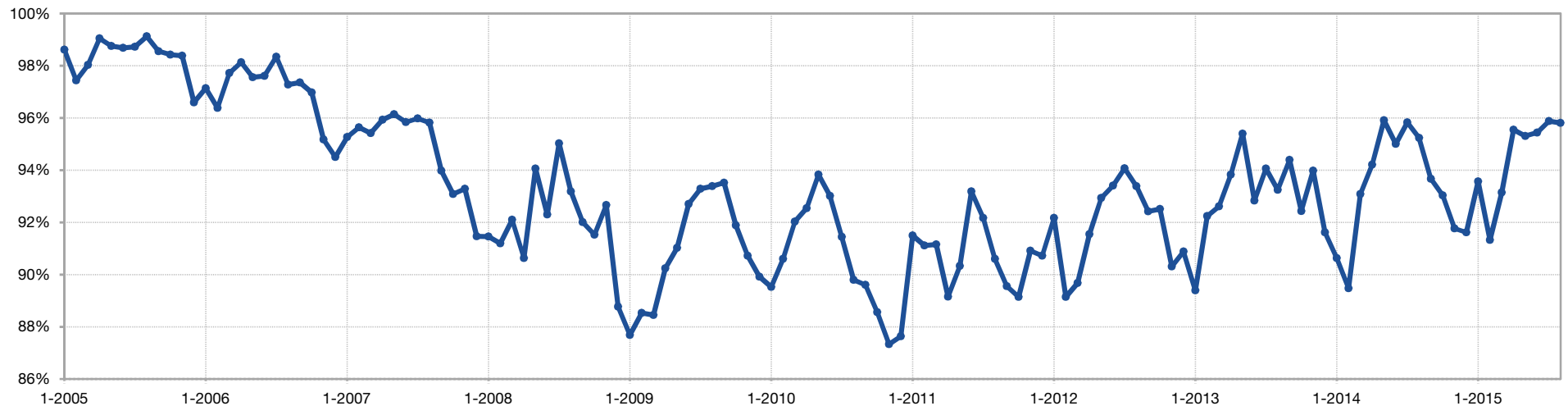


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>August 2015</b>	<b>95.8%</b>	<b>95.2%</b>	<b>+0.6%</b>
12-Month Avg	93.8%	93.5%	+0.3%

## Historical Percent of Original List Price Received by Month

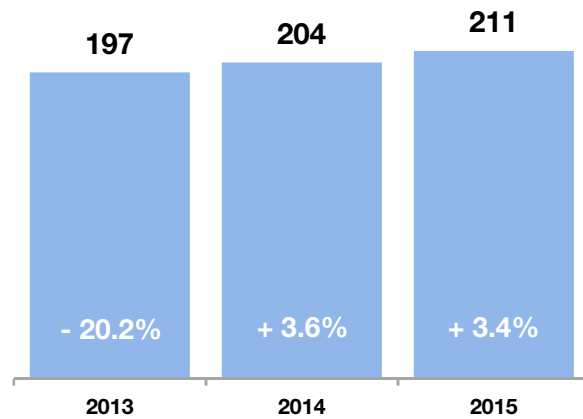


# Housing Affordability Index

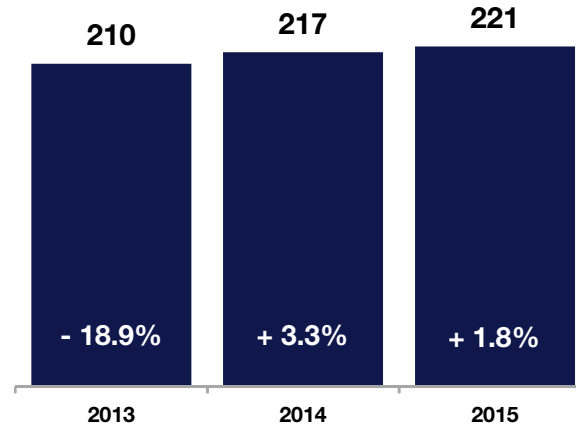


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## August

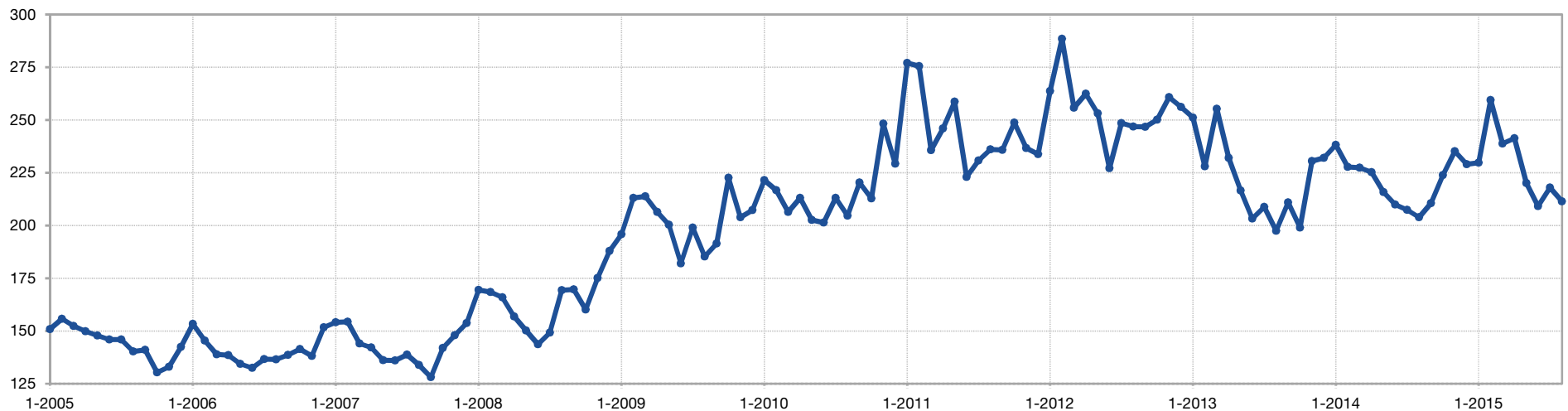


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	230	238	-3.4%
February 2015	259	228	+13.6%
March 2015	239	227	+5.3%
April 2015	241	225	+7.1%
May 2015	220	216	+1.9%
June 2015	209	210	-0.5%
July 2015	218	207	+5.3%
<b>August 2015</b>	<b>211</b>	<b>204</b>	<b>+3.4%</b>
12-Month Avg	227	219	+3.7%

## Historical Housing Affordability Index by Month

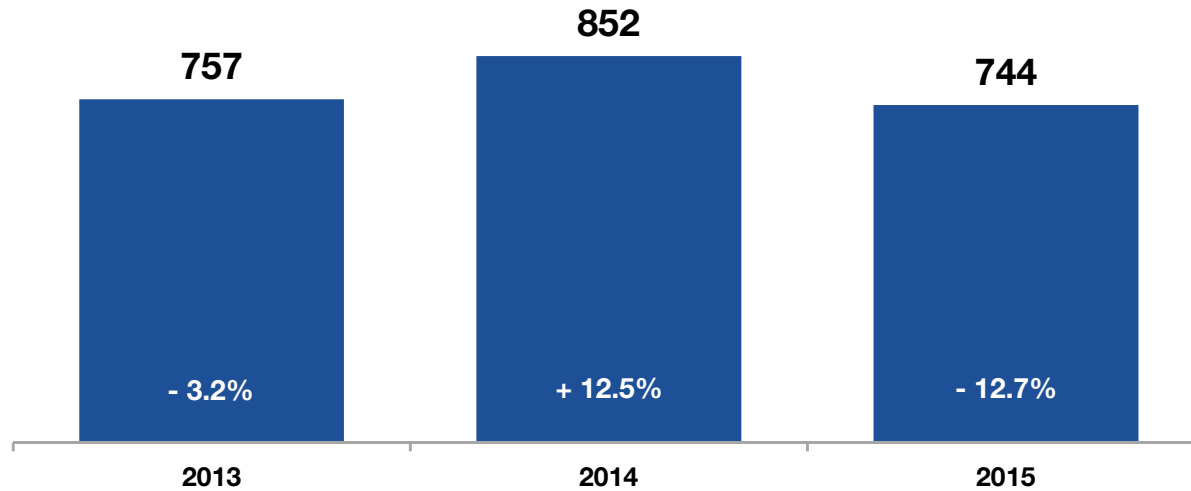


# Inventory of Homes for Sale

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

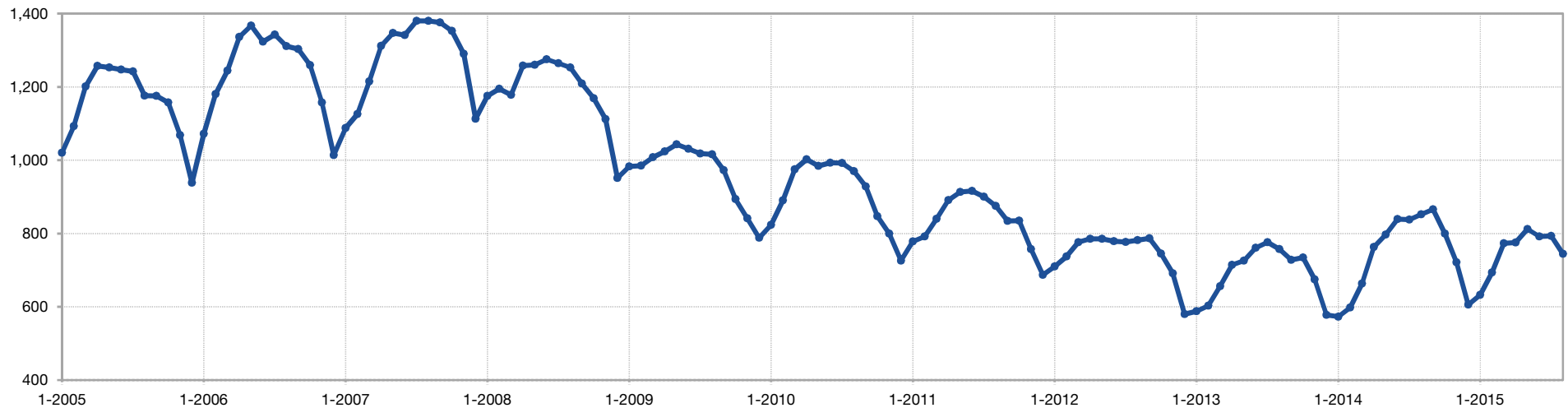


## August



Homes for Sale		Prior Year	Percent Change
September 2014	866	728	+19.0%
October 2014	800	734	+9.0%
November 2014	721	675	+6.8%
December 2014	606	578	+4.8%
January 2015	632	573	+10.3%
February 2015	693	598	+15.9%
March 2015	773	663	+16.6%
April 2015	775	763	+1.6%
May 2015	812	797	+1.9%
June 2015	792	839	-5.6%
July 2015	793	838	-5.4%
<b>August 2015</b>	<b>744</b>	<b>852</b>	<b>-12.7%</b>
12-Month Avg	751	720	+4.3%

## Historical Inventory of Homes for Sale by Month

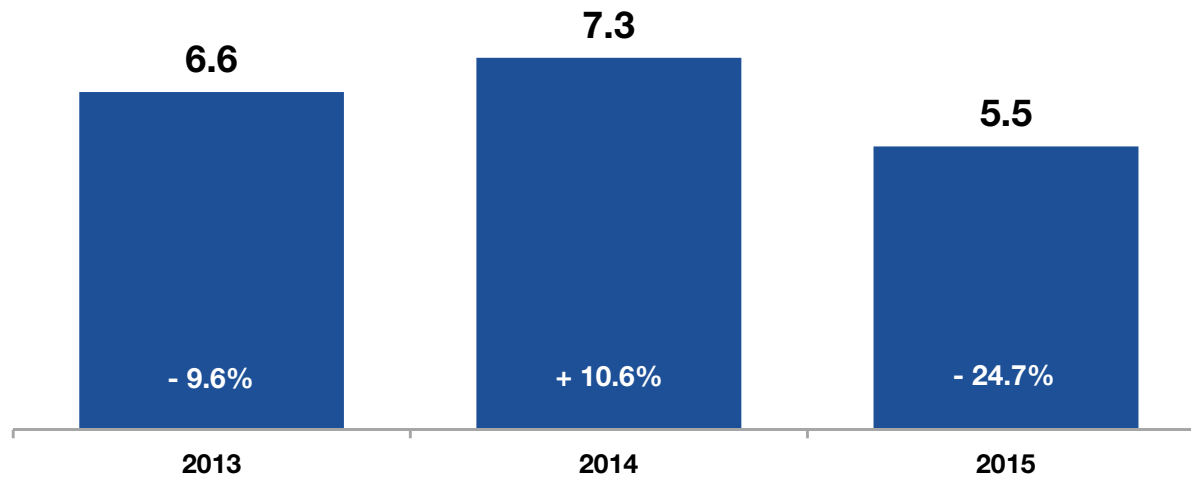


# Months Supply of Inventory

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.

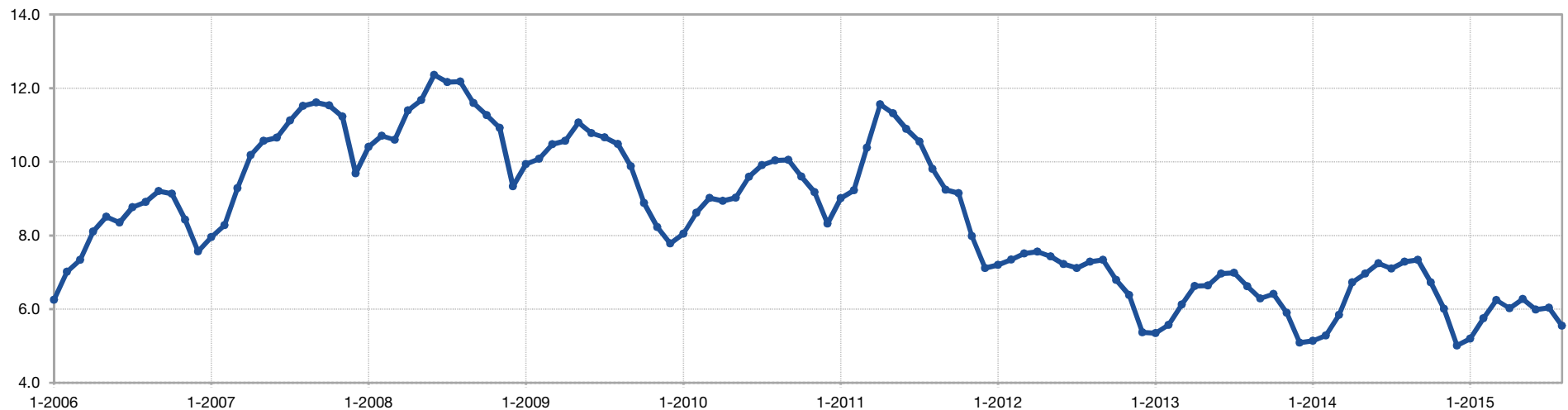


## August



Months Supply		Prior Year	Percent Change
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	6.3	7.0	-10.0%
June 2015	6.0	7.2	-16.7%
July 2015	6.0	7.1	-15.5%
<b>August 2015</b>	<b>5.5</b>	<b>7.3</b>	<b>-24.7%</b>
12-Month Avg	6.0	6.3	-4.8%

## 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	+ / -	8-2014	8-2015	+ / -	8-2014	8-2015	+ / -
Albany	56	52	-7.1%	44	34	-22.7%	\$143,467	\$150,000	+4.6%	23	21	-8.7%	5.1	5.4	+4.9%
Avon	56	45	-19.6%	27	27	0.0%	\$167,500	\$167,000	-0.3%	31	25	-19.4%	7.8	7.2	-6.6%
Clearwater	69	78	+13.0%	39	47	+20.5%	\$154,400	\$158,500	+2.7%	34	31	-8.8%	6.9	5.5	-20.9%
Cold Spring	141	130	-7.8%	80	76	-5.0%	\$174,400	\$180,000	+3.2%	85	65	-23.5%	9.0	6.7	-25.5%
Eden Lake Twp	15	9	-40.0%	0	8	--	\$0	\$222,500	--	12	5	-0,058.3%	12.0	3.0	-0,075.0%
Eden Valley	60	41	-31.7%	27	30	+11.1%	\$80,000	\$110,400	+38.0%	38	21	-44.7%	10.2	6.3	-38.2%
Fair Haven Twp	4	3	-25.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	1	2	+100.0%	1.0	2.0	+100.0%
Foley	91	121	+33.0%	44	68	+54.5%	\$131,500	\$149,450	+13.7%	44	52	+18.2%	7.4	6.6	-11.7%
Freeport	31	23	-25.8%	23	14	-39.1%	\$159,000	\$143,950	-9.5%	11	13	+18.2%	3.9	6.5	+66.5%
Holdingford	22	27	+22.7%	13	17	+30.8%	\$192,000	\$179,000	-6.8%	12	12	0.0%	4.6	5.8	+26.0%
Kimball	50	59	+18.0%	28	27	-3.6%	\$139,500	\$160,000	+14.7%	27	29	+7.4%	6.2	6.3	+1.9%
Maine Prairie Twp	2	4	+100.0%	1	1	0.0%	\$0	\$355,000	--	2	3	+50.0%	2.0	3.0	+50.0%
Melrose	59	70	+18.6%	28	27	-3.6%	\$132,700	\$153,000	+15.3%	37	44	+18.9%	9.5	10.5	+11.2%
Paynesville	64	89	+39.1%	28	42	+50.0%	\$128,190	\$124,900	-2.6%	46	59	+28.3%	13.8	13.4	-3.2%
Rice	103	100	-2.9%	56	46	-17.9%	\$153,750	\$168,700	+9.7%	48	49	+2.1%	7.6	7.4	-1.8%
Richmond	97	116	+19.6%	46	44	-4.3%	\$192,625	\$164,500	-14.6%	62	63	+1.6%	11.3	11.8	+4.8%
Rockville	20	24	+20.0%	17	7	-58.8%	\$184,713	\$149,000	-19.3%	8	14	+75.0%	3.6	8.4	+131.0%
Sartell	370	310	-16.2%	240	230	-4.2%	\$181,000	\$185,000	+2.2%	170	104	-38.8%	6.5	3.7	-42.5%
Sauk Centre	88	109	+23.9%	41	58	+41.5%	\$119,500	\$145,000	+21.3%	61	60	-1.6%	12.8	8.8	-31.6%
Sauk Rapids	257	261	+1.6%	146	150	+2.7%	\$152,000	\$159,900	+5.2%	117	112	-4.3%	6.7	6.3	-6.5%
Saint Cloud	937	1,026	+9.5%	491	603	+22.8%	\$129,600	\$133,000	+2.6%	499	453	-9.2%	8.3	6.1	-26.3%
Saint Joseph	104	124	+19.2%	64	78	+21.9%	\$149,247	\$174,000	+16.6%	37	40	+8.1%	4.5	4.5	+0.0%
Saint Augusta	32	45	+40.6%	14	25	+78.6%	\$186,900	\$165,000	-11.7%	20	20	0.0%	9.6	6.5	-32.2%
Waite Park	66	78	+18.2%	43	47	+9.3%	\$120,000	\$146,700	+22.3%	29	35	+20.7%	5.4	6.0	+10.3%
Wakefield Twp	0	3	--	0	0	--	\$0	\$0	--	0	2	--	0.0	0.0	--