



Monthly Indicators

September 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

+ 36.4% **- 0.9%** **- 21.8%**

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.



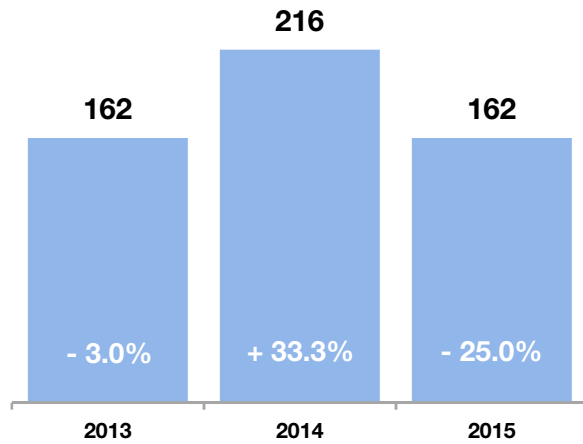
Key Metrics	Historical Sparkbars	9-2014	9-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
New Listings		216	162	- 25.0%	1,948	1,959	+ 0.6%
Pending Sales		119	144	+ 21.0%	1,164	1,346	+ 15.6%
Closed Sales		121	165	+ 36.4%	1,105	1,272	+ 15.1%
Days on Market		77	87	+ 13.0%	82	90	+ 9.8%
Median Sales Price		\$153,400	\$152,000	- 0.9%	\$149,950	\$155,000	+ 3.4%
Avg. Sales Price		\$165,897	\$171,148	+ 3.2%	\$168,812	\$169,913	+ 0.7%
Pct. of Orig. Price Received		93.7%	93.9%	+ 0.2%	94.3%	94.8%	+ 0.5%
Affordability Index		211	230	+ 9.0%	215	226	+ 5.1%
Homes for Sale		864	676	- 21.8%	--	--	--
Months Supply		7.3	5.0	- 31.5%	--	--	--

New Listings

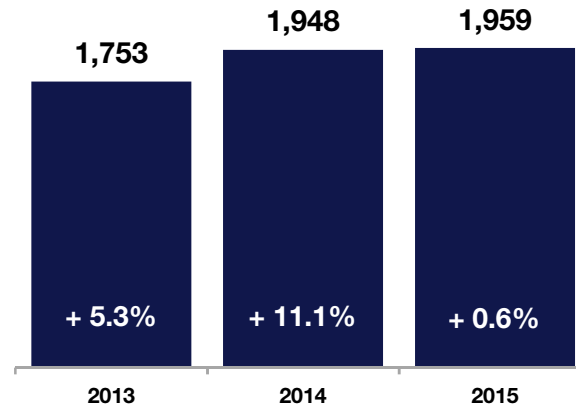
A count of the properties that have been newly listed on the market in a given month.



September

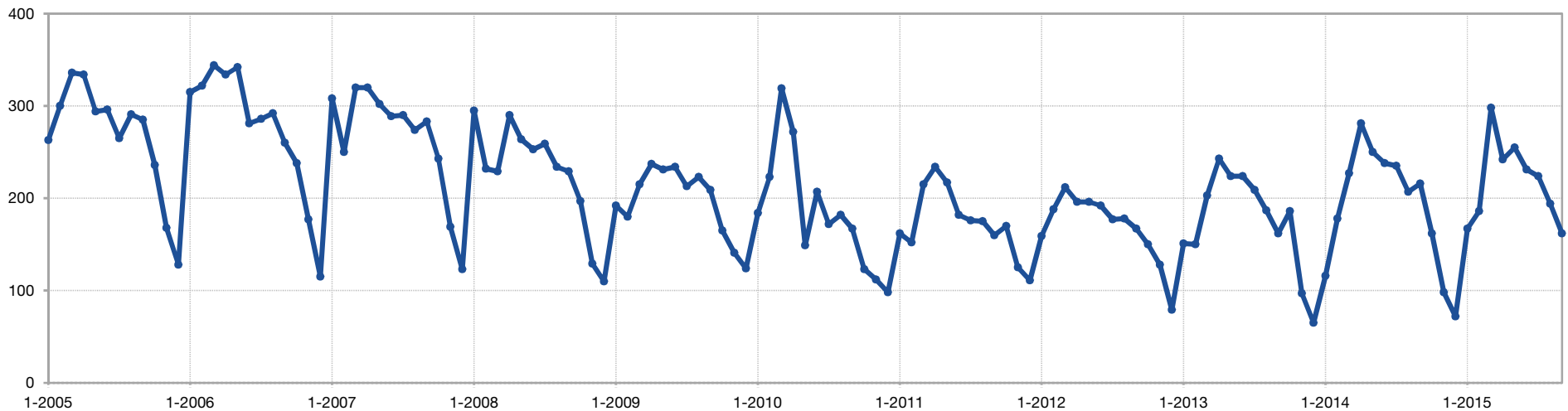


Year to Date



	New Listings	Prior Year	Percent Change
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	231	238	-2.9%
July 2015	224	235	-4.7%
August 2015	194	207	-6.3%
September 2015	162	216	-25.0%
12-Month Avg	191	191	0.0%

Historical New Listings by Month

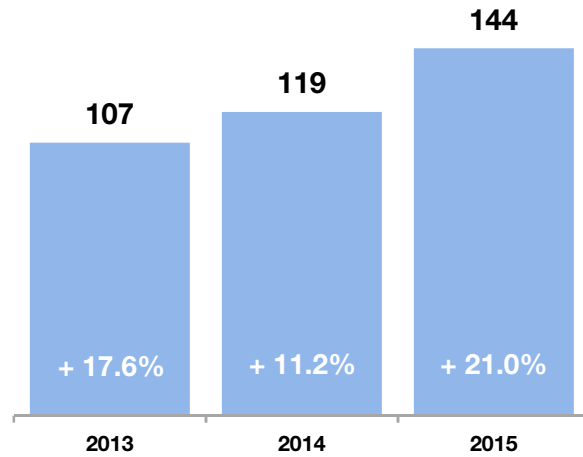


Pending Sales

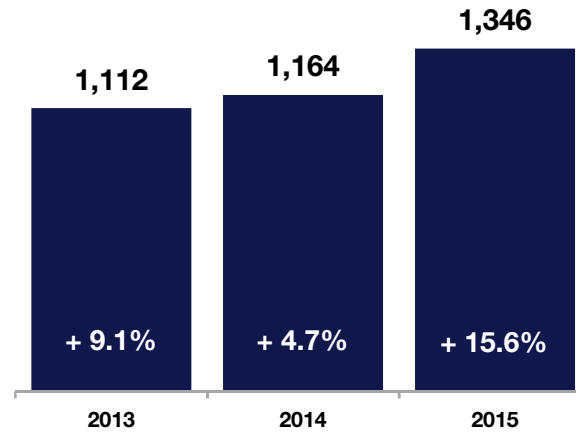
A count of the properties on which offers have been accepted in a given month.



September

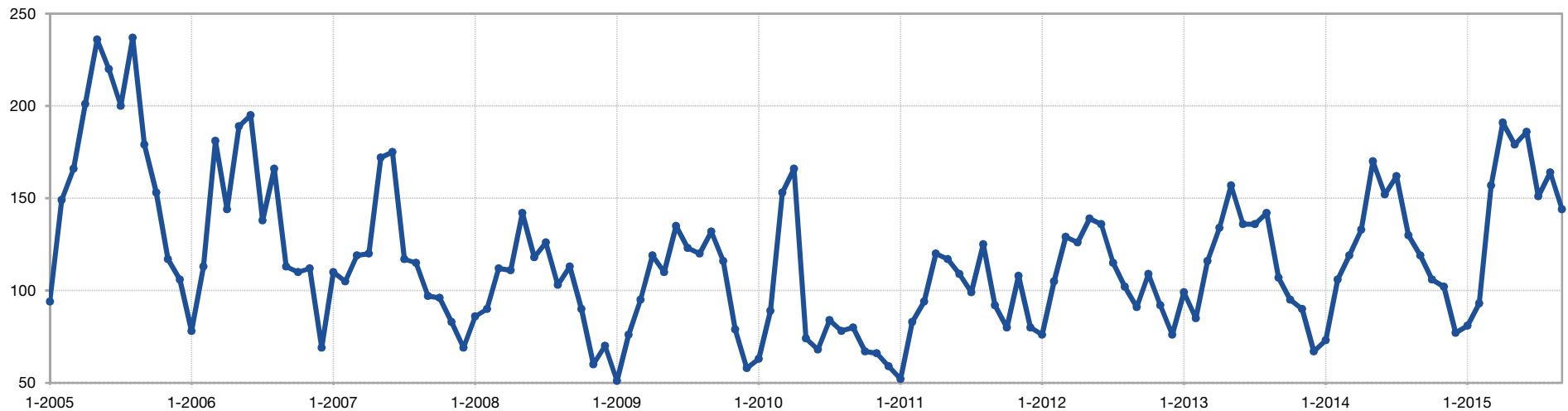


Year to Date



	Pending Sales	Prior Year	Percent Change
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	157	119	+31.9%
April 2015	191	133	+43.6%
May 2015	179	170	+5.3%
June 2015	186	152	+22.4%
July 2015	151	162	-6.8%
August 2015	164	130	+26.2%
September 2015	144	119	+21.0%
12-Month Avg	136	118	+15.3%

Historical Pending Sales by Month

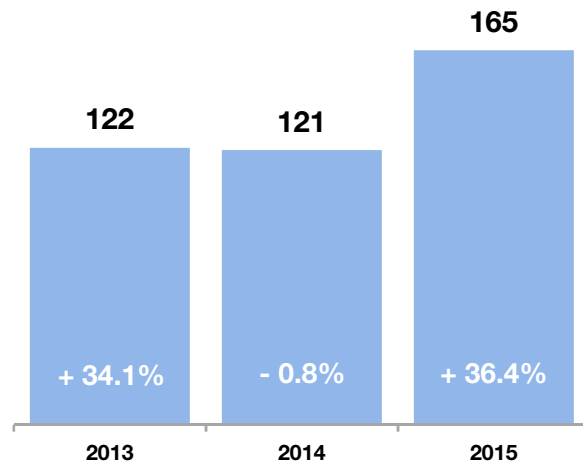


Closed Sales

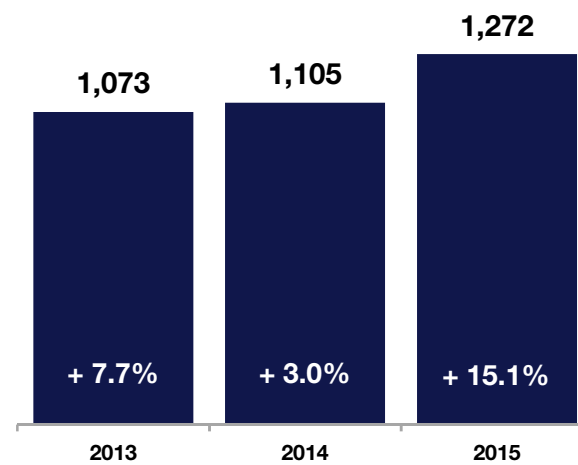
A count of the actual sales that closed in a given month.



September



Year to Date



	Closed Sales	Prior Year	Percent Change
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	212	169	+25.4%
July 2015	187	171	+9.4%
August 2015	162	170	-4.7%
September 2015	165	121	+36.4%
12-Month Avg	134	118	+13.6%

Historical Closed Sales by Month

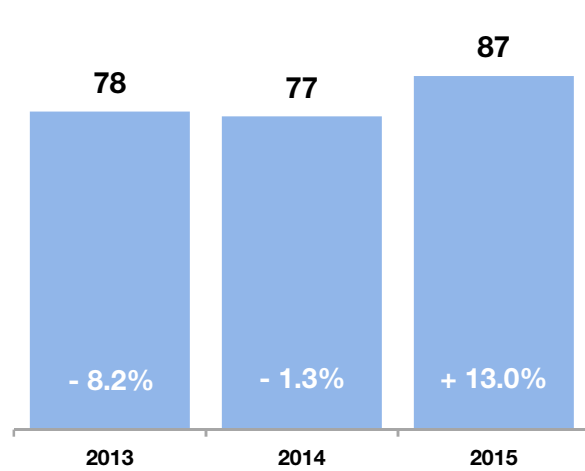


Days on Market Until Sale

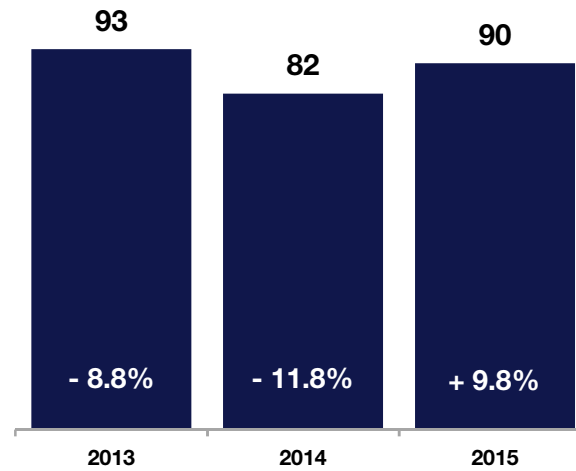
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

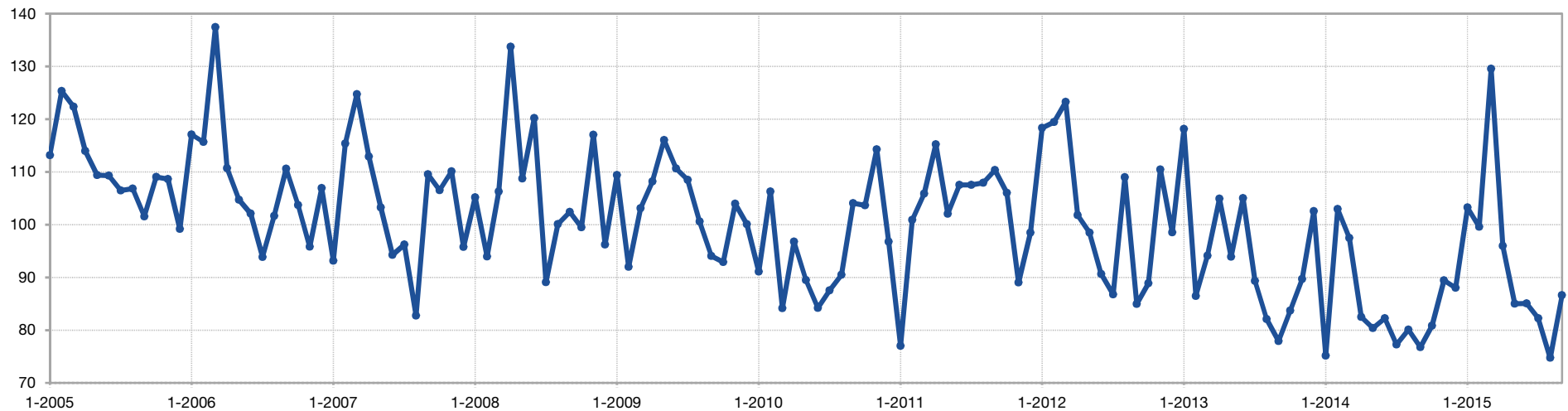


Year to Date



Days on Market	Prior Year	Percent Change	
October 2014	81	84	-3.6%
November 2014	89	90	-1.1%
December 2014	88	103	-14.6%
January 2015	103	75	+37.3%
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%
August 2015	75	80	-6.3%
September 2015	87	77	+13.0%
12-Month Avg	92	86	+7.0%

Historical Days on Market Until Sale by Month

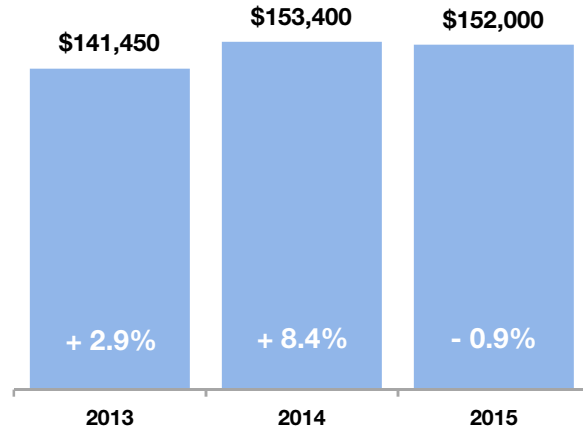


Median Sales Price

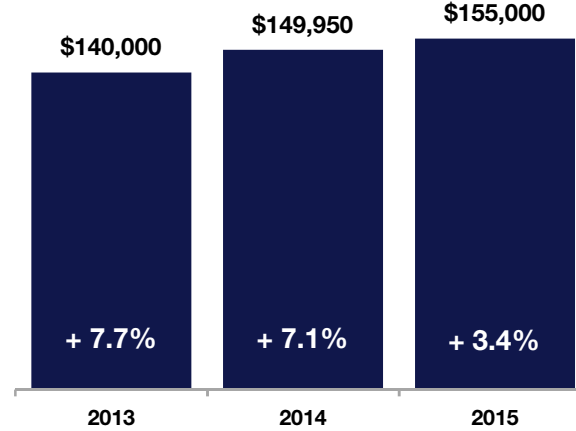
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
August 2015	\$163,900	\$159,900	+2.5%
September 2015	\$152,000	\$153,400	-0.9%
12-Month Avg	\$151,298	\$145,333	+4.1%

Historical Median Sales Price by Month

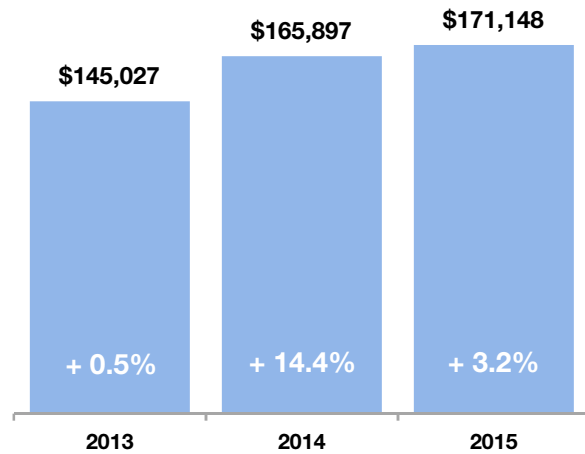


Average Sales Price

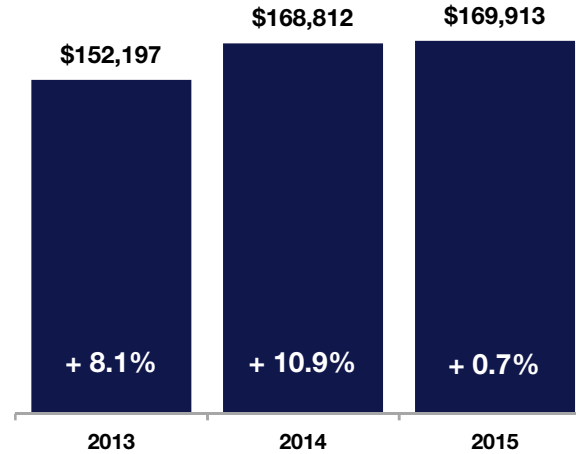
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
August 2015	\$181,967	\$186,104	-2.2%
September 2015	\$171,148	\$165,897	+3.2%
12-Month Avg	\$164,669	\$160,200	+2.8%

Historical Average Sales Price by Month

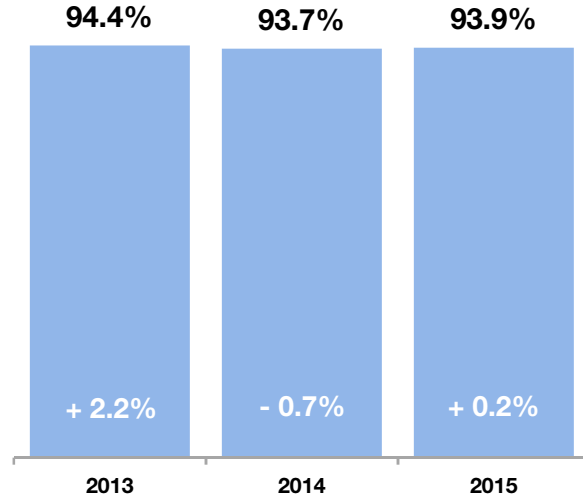


Percent of Original List Price Received

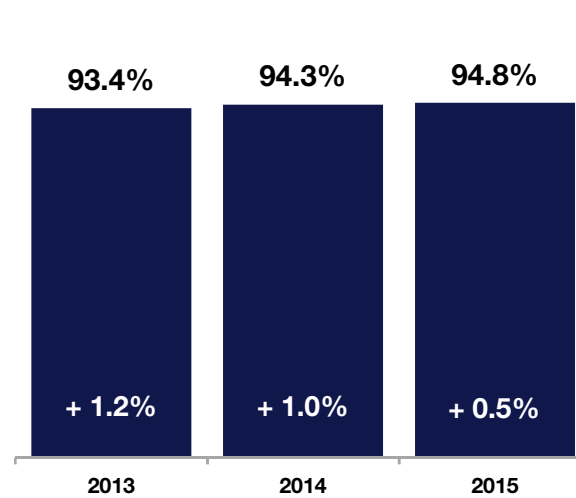


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

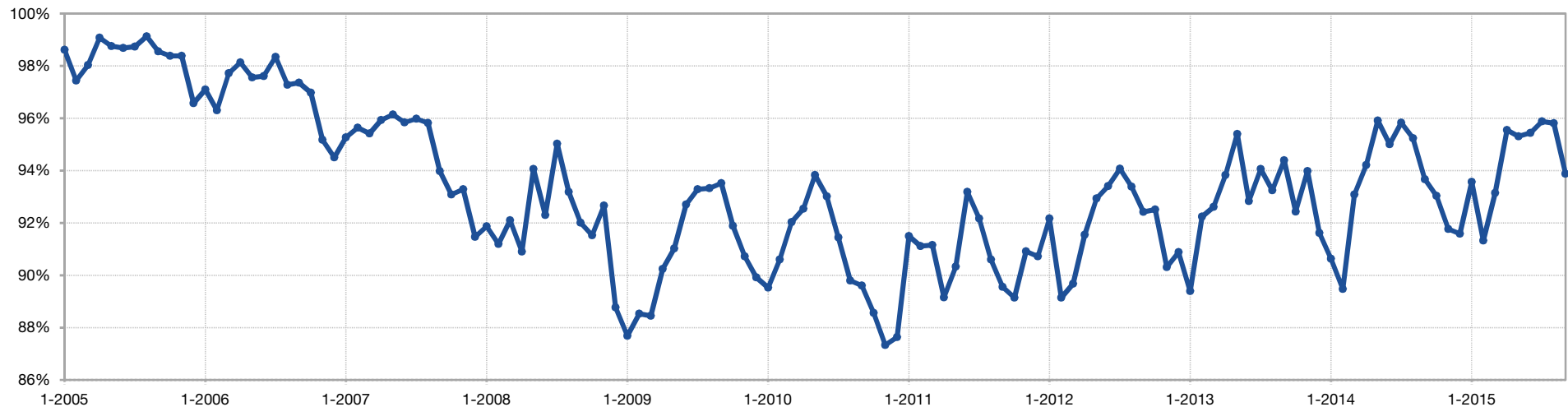


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
August 2015	95.8%	95.2%	+0.6%
September 2015	93.9%	93.7%	+0.2%
12-Month Avg	93.9%	93.4%	+0.5%

Historical Percent of Original List Price Received by Month

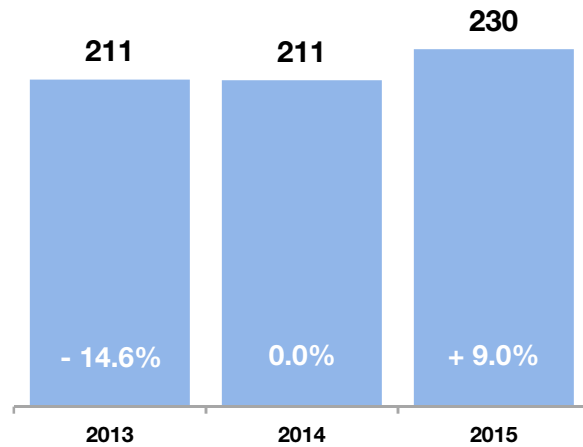


Housing Affordability Index

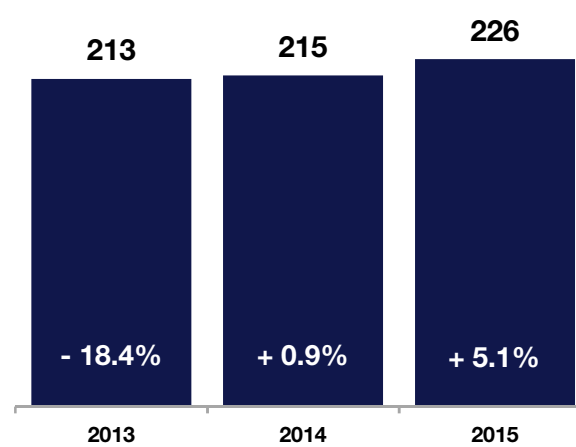


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

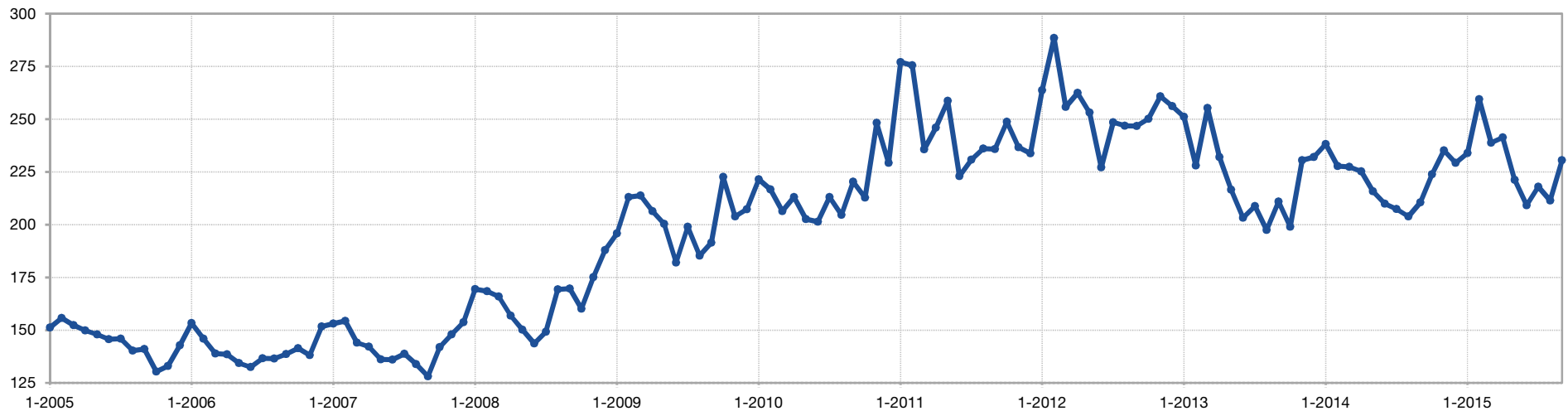


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
August 2015	211	204	+3.4%
September 2015	230	211	+9.0%
12-Month Avg	229	219	+4.6%

Historical Housing Affordability Index by Month

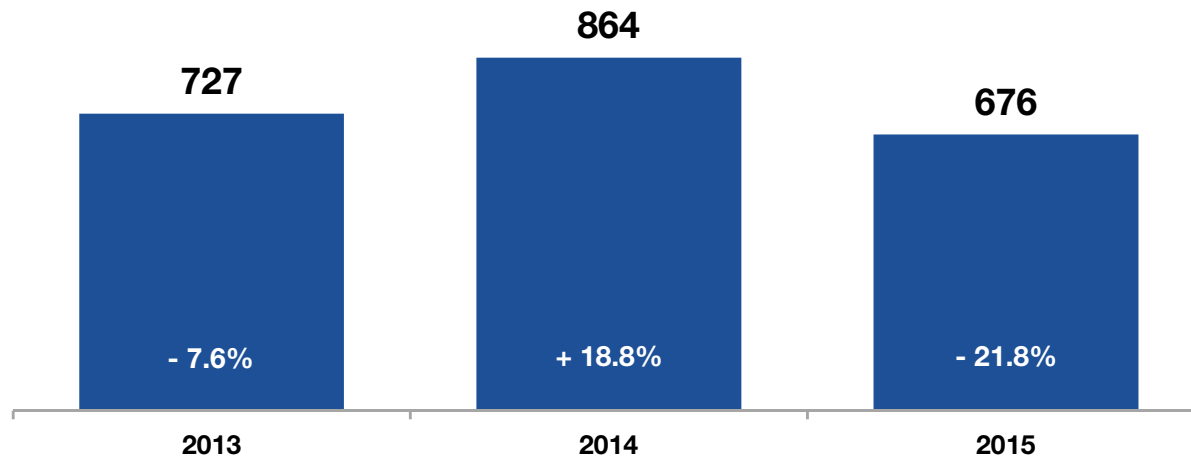


Inventory of Homes for Sale

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

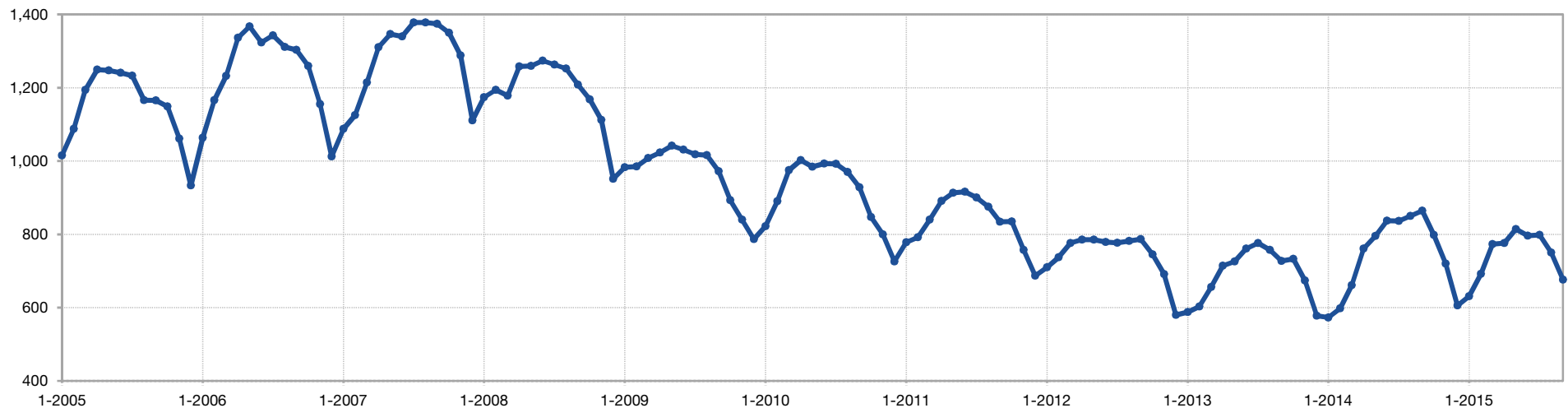


September



Homes for Sale		Prior Year	Percent Change
October 2014	798	733	+8.9%
November 2014	720	674	+6.8%
December 2014	606	578	+4.8%
January 2015	631	573	+10.1%
February 2015	692	598	+15.7%
March 2015	773	661	+16.9%
April 2015	776	761	+2.0%
May 2015	814	795	+2.4%
June 2015	796	837	-4.9%
July 2015	798	836	-4.5%
August 2015	750	850	-11.8%
September 2015	676	864	-21.8%
12-Month Avg	736	730	+0.8%

Historical Inventory of Homes for Sale by Month

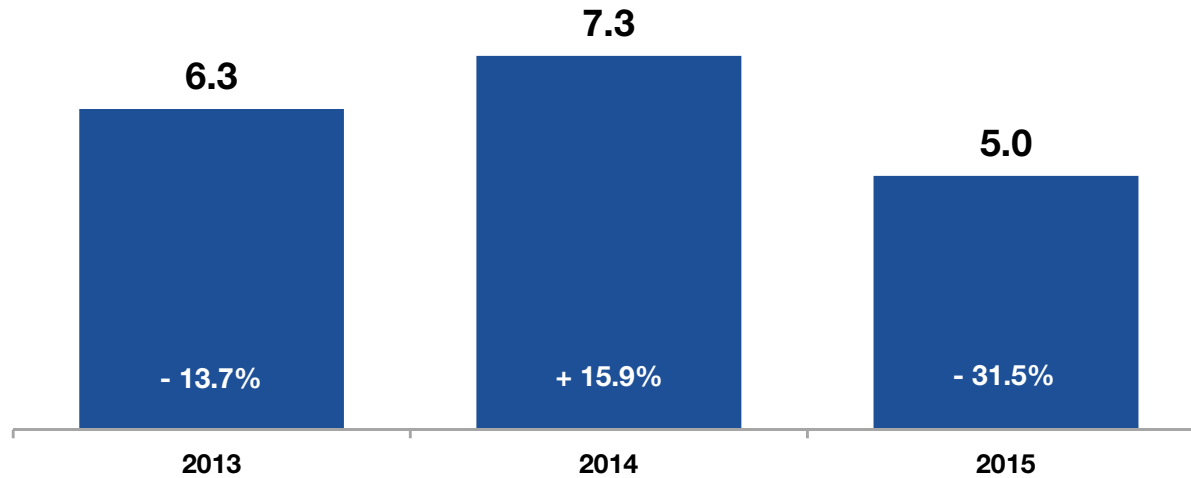


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
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	6.3	5.8	+8.6%
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	6.1	7.1	-14.1%
August 2015	5.6	7.3	-23.3%
September 2015	5.0	7.3	-31.5%
12-Month Avg	5.8	6.3	-7.9%

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	+ / -	9-2014	9-2015	+ / -	9-2014	9-2015	+ / -
Albany	62	56	-9.7%	46	40	-13.0%	\$143,467	\$152,000	+5.9%	24	23	-4.2%	5.6	6.0	+6.3%
Avon	63	51	-19.0%	29	32	+10.3%	\$167,500	\$166,000	-0.9%	32	24	-25.0%	8.4	6.4	-23.5%
Clearwater	83	82	-1.2%	45	53	+17.8%	\$158,000	\$159,900	+1.2%	38	27	-28.9%	7.6	4.8	-37.3%
Cold Spring	148	137	-7.4%	89	84	-5.6%	\$179,900	\$180,000	+0.1%	72	60	-16.7%	7.6	6.5	-15.2%
Eden Lake Twp	16	9	-43.8%	1	9	+800.0%	\$218,000	\$219,000	+0.5%	12	5	-0,058.3%	12.0	3.0	-0,075.0%
Eden Valley	53	41	-22.6%	24	28	+16.7%	\$95,000	\$110,400	+16.2%	32	17	-46.9%	11.0	5.5	-49.9%
Fair Haven Twp	4	3	-25.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	0	2	--	0.0	2.0	--
Foley	100	134	+34.0%	49	77	+57.1%	\$138,000	\$145,900	+5.7%	44	45	+2.3%	7.8	5.1	-33.8%
Freeport	32	23	-28.1%	25	16	-36.0%	\$159,000	\$143,950	-9.5%	12	9	-25.0%	4.7	4.3	-9.1%
Holdingford	25	31	+24.0%	17	19	+11.8%	\$165,000	\$154,000	-6.7%	11	10	-9.1%	4.0	4.4	+11.1%
Kimball	50	57	+14.0%	29	30	+3.4%	\$140,000	\$154,950	+10.7%	25	16	-36.0%	6.6	3.6	-45.4%
Maine Prairie Twp	2	5	+150.0%	1	1	0.0%	\$0	\$355,000	--	2	4	+100.0%	2.0	4.0	+100.0%
Melrose	61	76	+24.6%	31	30	-3.2%	\$137,250	\$151,450	+10.3%	32	47	+46.9%	8.0	12.6	+57.6%
Paynesville	54	79	+46.3%	24	39	+62.5%	\$128,190	\$134,950	+5.3%	36	42	+16.7%	14.9	10.3	-31.0%
Rice	119	107	-10.1%	67	55	-17.9%	\$155,000	\$167,000	+7.7%	46	41	-10.9%	6.6	6.4	-2.8%
Richmond	96	118	+22.9%	52	54	+3.8%	\$192,625	\$157,450	-18.3%	55	50	-9.1%	10.6	9.2	-13.3%
Rockville	21	27	+28.6%	17	10	-41.2%	\$184,713	\$163,000	-11.8%	6	12	+100.0%	2.9	6.0	+110.0%
Sartell	408	338	-17.2%	267	263	-1.5%	\$180,000	\$194,250	+7.9%	166	97	-41.6%	6.1	3.6	-40.3%
Sauk Centre	102	114	+11.8%	47	65	+38.3%	\$119,900	\$145,000	+20.9%	59	46	-22.0%	11.4	6.8	-40.3%
Sauk Rapids	281	275	-2.1%	162	171	+5.6%	\$154,000	\$159,950	+3.9%	117	89	-23.9%	6.7	4.9	-26.4%
Saint Cloud	1,066	1,127	+5.7%	555	690	+24.3%	\$130,000	\$131,400	+1.1%	506	425	-16.0%	8.5	5.6	-33.2%
Saint Joseph	115	132	+14.8%	73	90	+23.3%	\$151,124	\$171,800	+13.7%	42	35	-16.7%	5.4	3.7	-32.6%
Saint Augusta	35	53	+51.4%	16	29	+81.3%	\$186,900	\$162,900	-12.8%	18	20	+11.1%	8.3	6.7	-19.2%
Waite Park	78	87	+11.5%	48	58	+20.8%	\$123,950	\$143,063	+15.4%	33	30	-9.1%	6.1	4.9	-19.1%
Wakefield Twp	0	3	--	0	0	--	\$0	\$0	--	0	2	--	0.0	0.0	--