



# Monthly Indicators

## November 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

**- 15.7%**      **+ 3.6%**      **- 11.8%**

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.



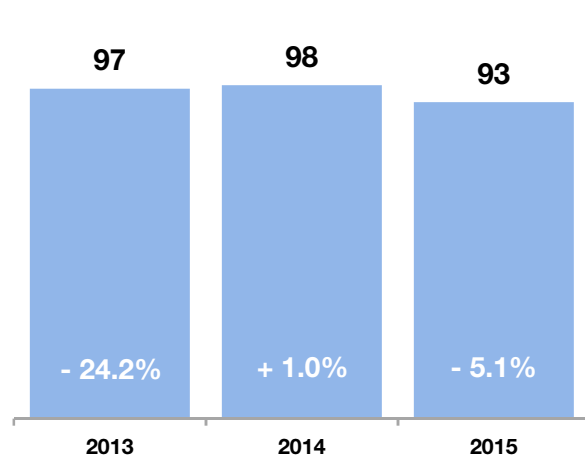
Key Metrics	Historical Sparkbars	11-2014	11-2015	Percent Change	YTD 2014	YTD 2015	Percent Change
<b>New Listings</b>		98	93	- 5.1%	2,208	2,268	+ 2.7%
<b>Pending Sales</b>		103	102	- 1.0%	1,373	1,562	+ 13.8%
<b>Closed Sales</b>		102	86	- 15.7%	1,337	1,503	+ 12.4%
<b>Days on Market</b>		89	83	- 6.7%	83	90	+ 8.4%
<b>Median Sales Price</b>		\$139,900	\$145,000	+ 3.6%	\$148,950	\$155,000	+ 4.1%
<b>Avg. Sales Price</b>		\$151,272	\$156,300	+ 3.3%	\$166,773	\$169,925	+ 1.9%
<b>Pct. of Orig. Price Received</b>		91.8%	92.7%	+ 1.0%	94.0%	94.6%	+ 0.6%
<b>Affordability Index</b>		235	240	+ 2.1%	221	224	+ 1.4%
<b>Homes for Sale</b>		719	634	- 11.8%	--	--	--
<b>Months Supply</b>		6.0	4.6	- 23.3%	--	--	--

# New Listings

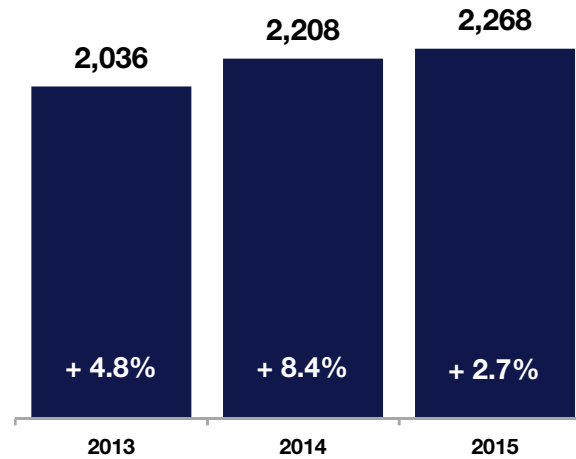
A count of the properties that have been newly listed on the market in a given month.



## November

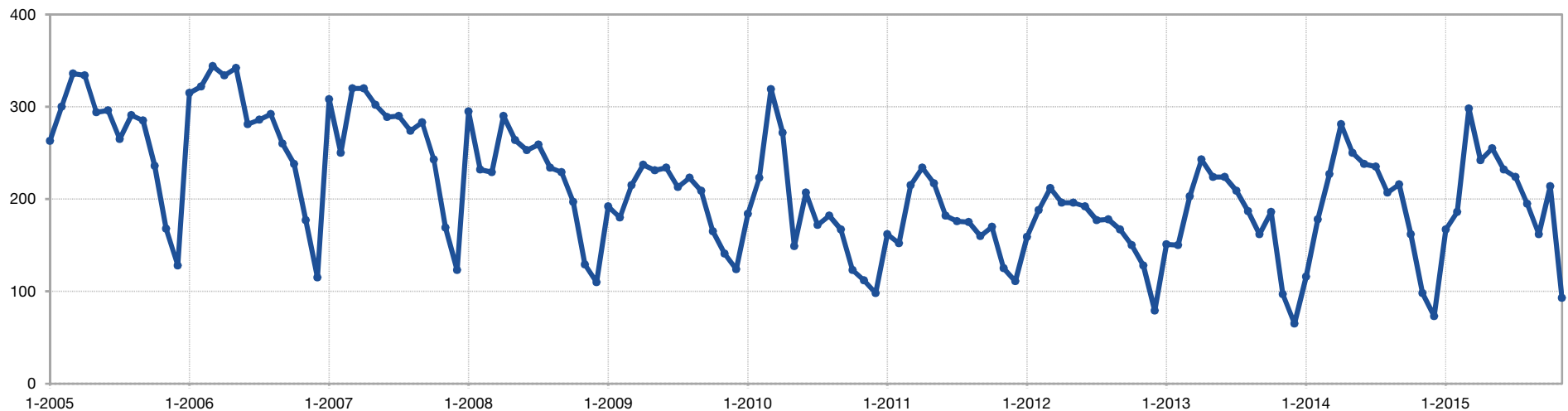


## Year to Date



	New Listings	Prior Year	Percent Change
December 2014	73	65	+12.3%
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	224	235	-4.7%
August 2015	195	207	-5.8%
September 2015	162	216	-25.0%
October 2015	214	162	+32.1%
<b>November 2015</b>	<b>93</b>	<b>98</b>	<b>-5.1%</b>
12-Month Avg	195	189	+3.2%

## Historical New Listings by Month

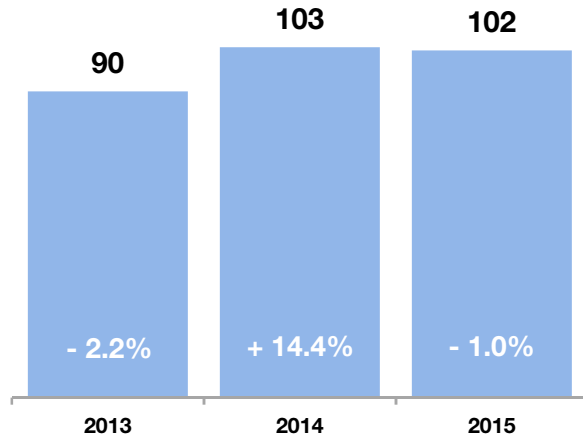


# Pending Sales

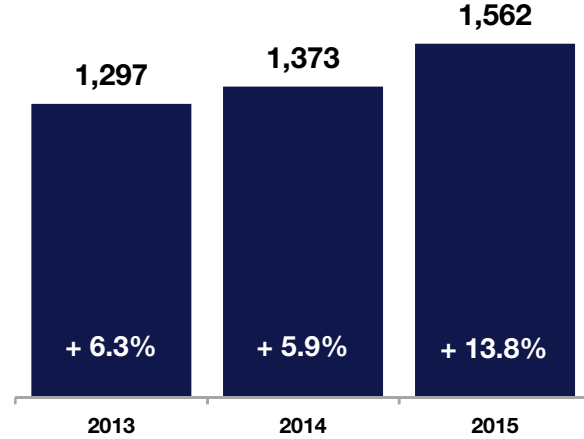
A count of the properties on which offers have been accepted in a given month.



## November

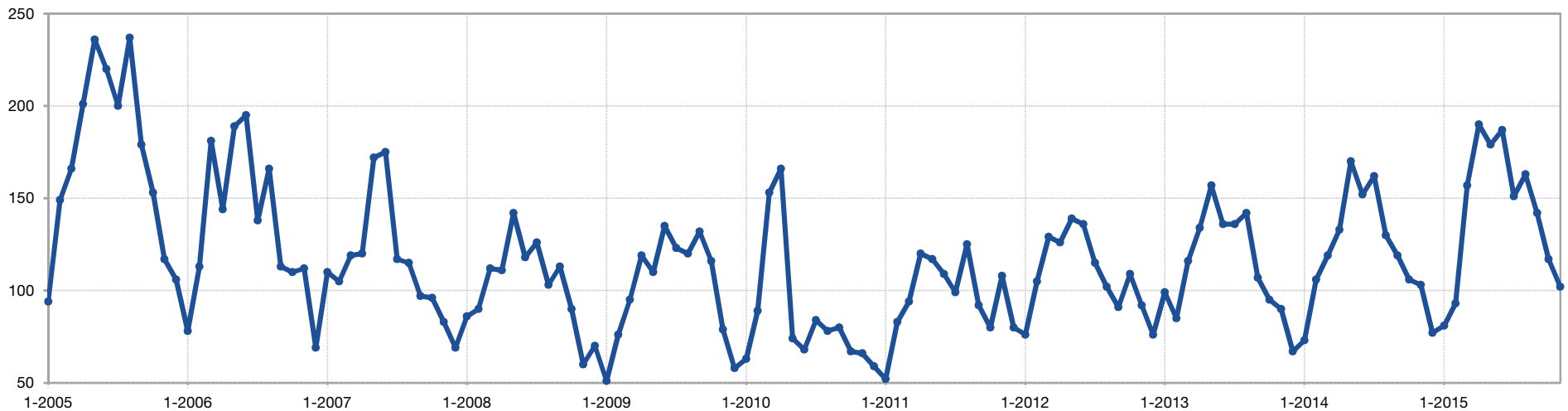


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	190	133	+42.9%
May 2015	179	170	+5.3%
June 2015	187	152	+23.0%
July 2015	151	162	-6.8%
August 2015	163	130	+25.4%
September 2015	142	119	+19.3%
October 2015	117	106	+10.4%
<b>November 2015</b>	<b>102</b>	<b>103</b>	<b>-1.0%</b>
12-Month Avg	137	120	+14.2%

## Historical Pending Sales by Month

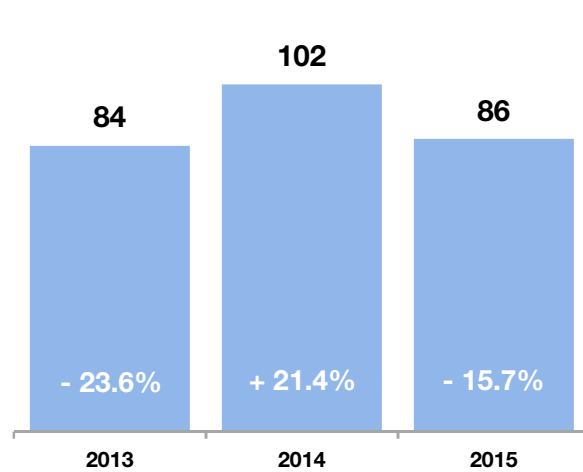


# Closed Sales

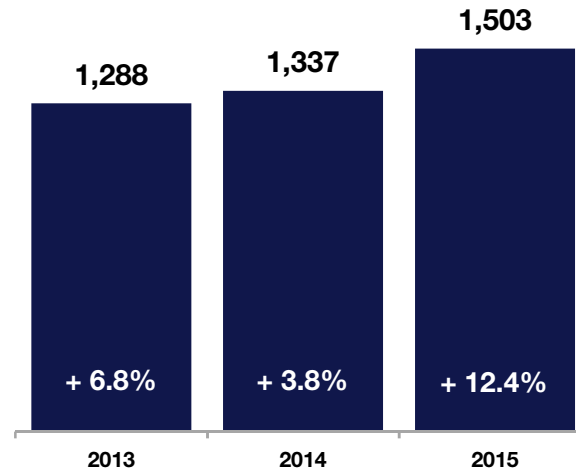
A count of the actual sales that closed in a given month.



## November

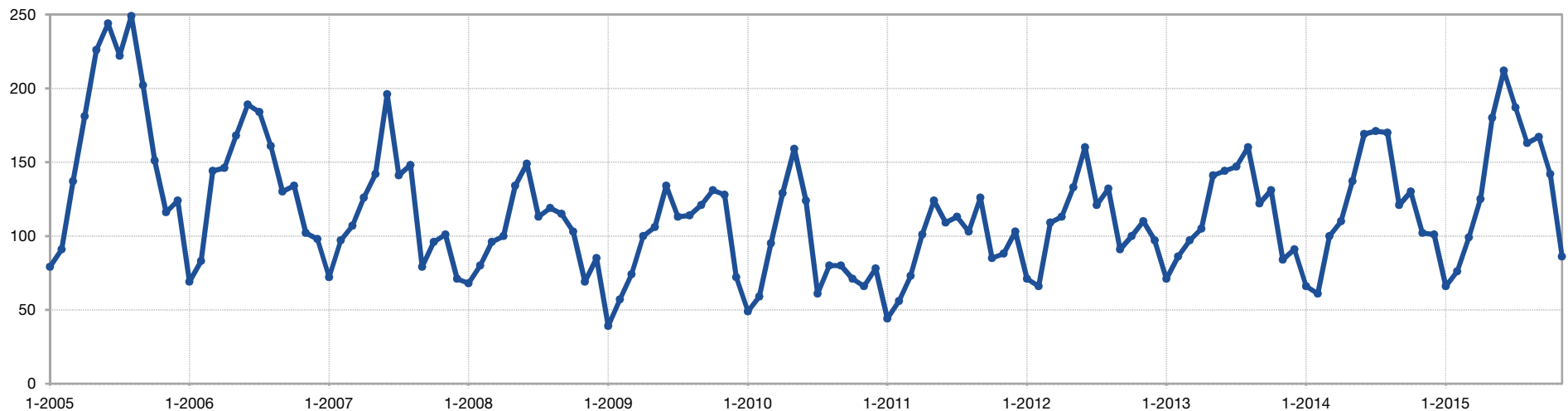


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	163	170	-4.1%
September 2015	167	121	+38.0%
October 2015	142	130	+9.2%
<b>November 2015</b>	<b>86</b>	<b>102</b>	<b>-15.7%</b>
12-Month Avg	134	119	+12.6%

## Historical Closed Sales by Month

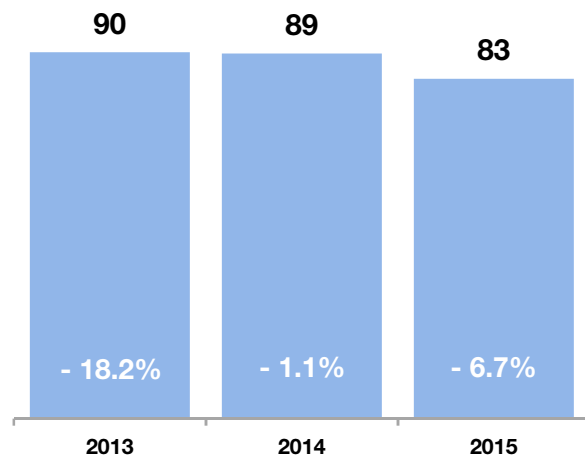


# Days on Market Until Sale

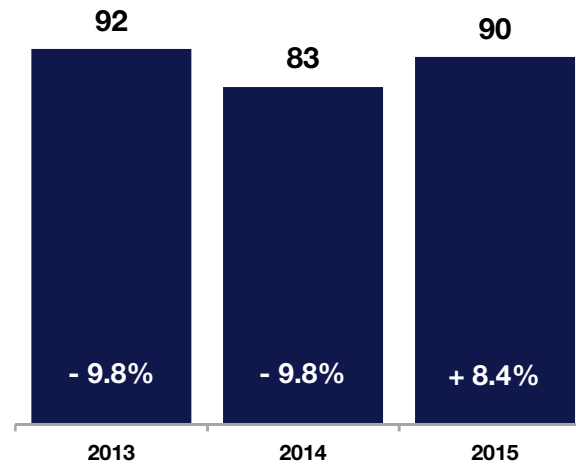
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

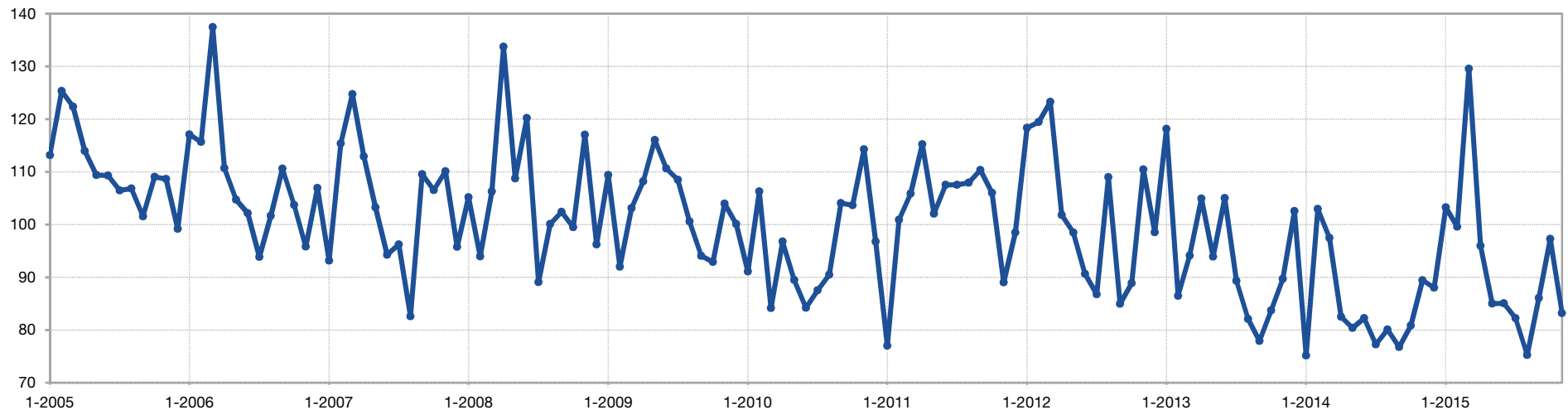


## Year to Date



Days on Market	Prior Year	Percent Change
December 2014	103	-14.6%
January 2015	75	+37.3%
February 2015	103	-2.9%
March 2015	97	+34.0%
April 2015	82	+17.1%
May 2015	80	+6.3%
June 2015	82	+3.7%
July 2015	77	+6.5%
August 2015	80	-6.3%
September 2015	77	+11.7%
October 2015	81	+19.8%
<b>November 2015</b>	<b>89</b>	<b>-6.7%</b>
12-Month Avg	86	+8.1%

## Historical Days on Market Until Sale by Month

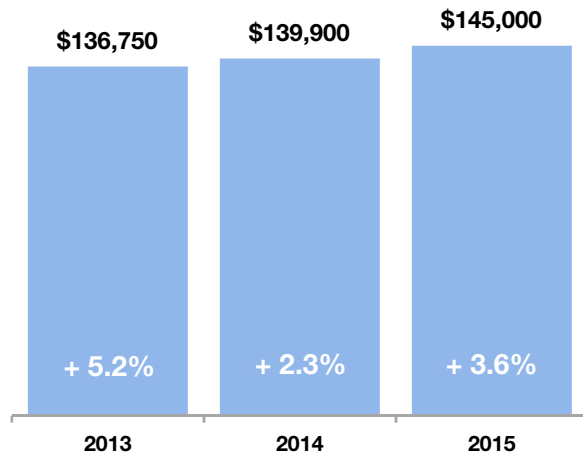


# Median Sales Price

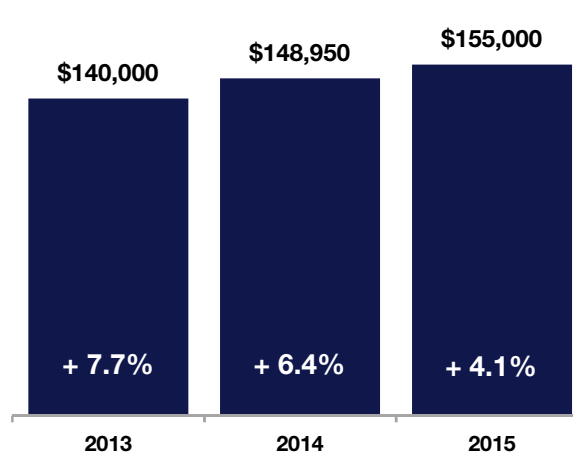
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$162,900	\$159,900	+1.9%
September 2015	\$152,500	\$153,400	-0.6%
October 2015	\$159,400	\$146,750	+8.6%
<b>November 2015</b>	<b>\$145,000</b>	<b>\$139,900</b>	<b>+3.6%</b>
12-Month Avg	\$152,735	\$145,329	+5.1%

## Historical Median Sales Price by Month

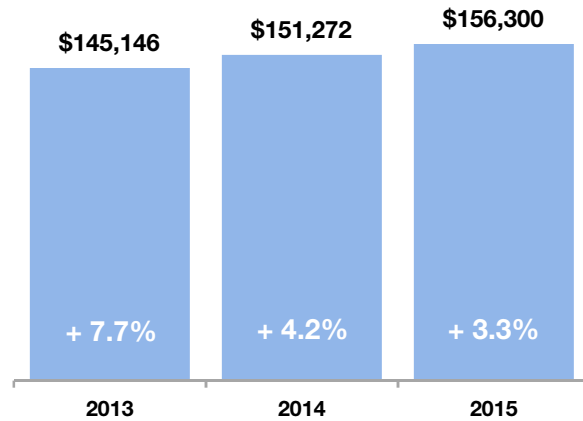


# Average Sales Price

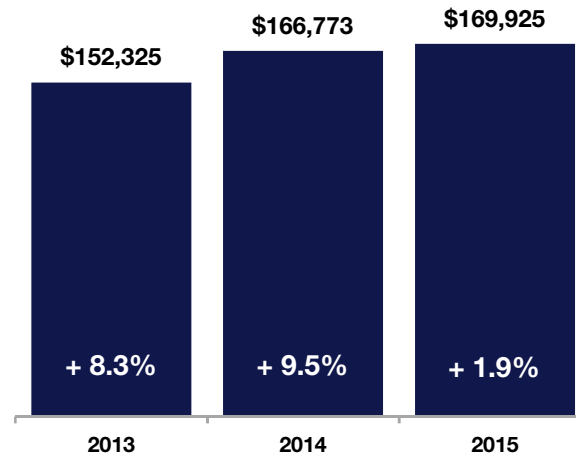
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$181,268	\$186,104	-2.6%
September 2015	\$171,931	\$165,897	+3.6%
October 2015	\$177,951	\$161,627	+10.1%
<b>November 2015</b>	<b>\$156,300</b>	<b>\$151,272</b>	<b>+3.3%</b>
12-Month Avg	\$166,455	\$161,005	+3.4%

## Historical Average Sales Price by Month



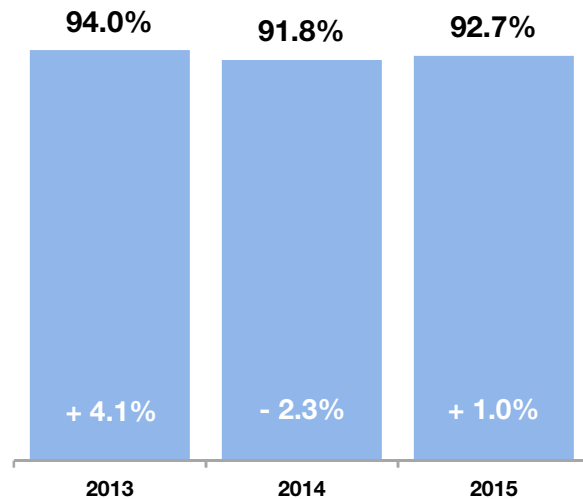


# Percent of Original List Price Received

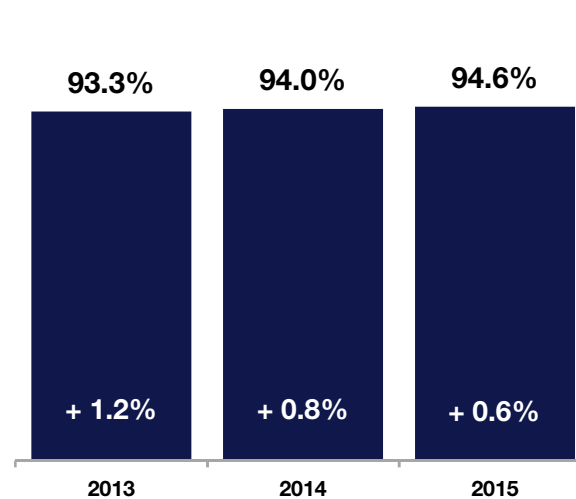


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

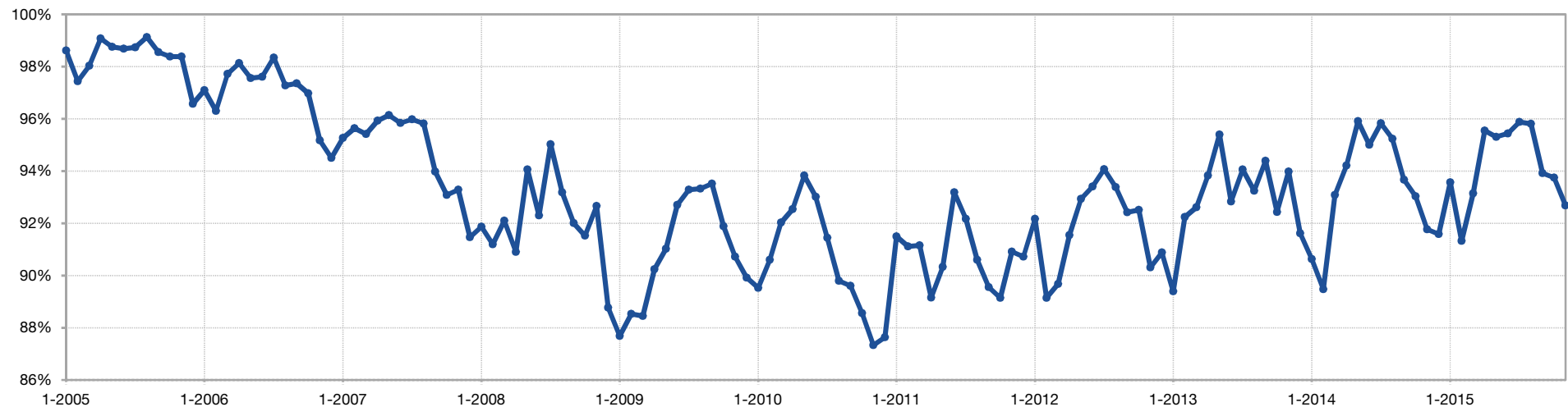


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2015	93.8%	93.0%	+0.9%
<b>November 2015</b>	<b>92.7%</b>	<b>91.8%</b>	<b>+1.0%</b>
12-Month Avg	94.0%	93.3%	+0.8%

## Historical Percent of Original List Price Received by Month

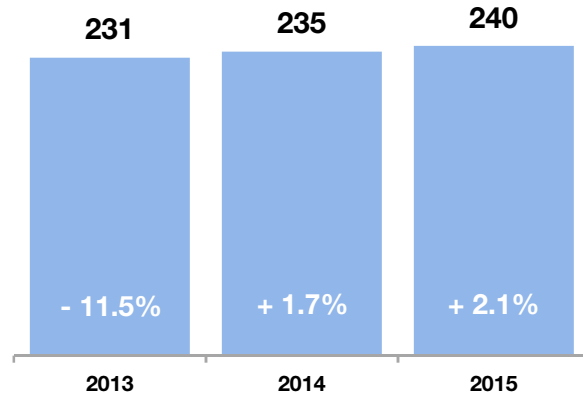


# Housing Affordability Index

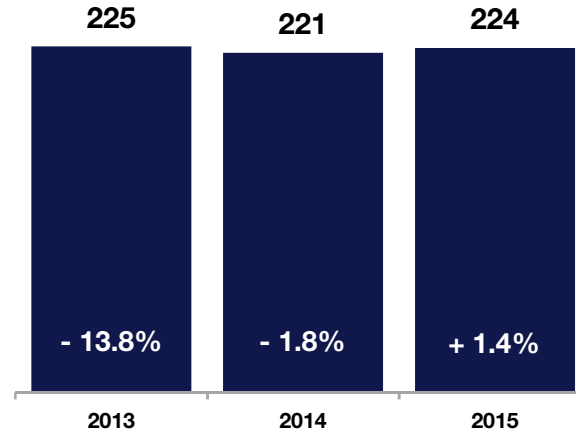


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November



## Year to Date



	Affordability Index	Prior Year	Percent Change
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	213	204	+4.4%
September 2015	230	211	+9.0%
October 2015	220	224	-1.8%
<b>November 2015</b>	<b>240</b>	<b>235</b>	<b>+2.1%</b>
12-Month Avg	229	221	+3.6%

## Historical Housing Affordability Index by Month

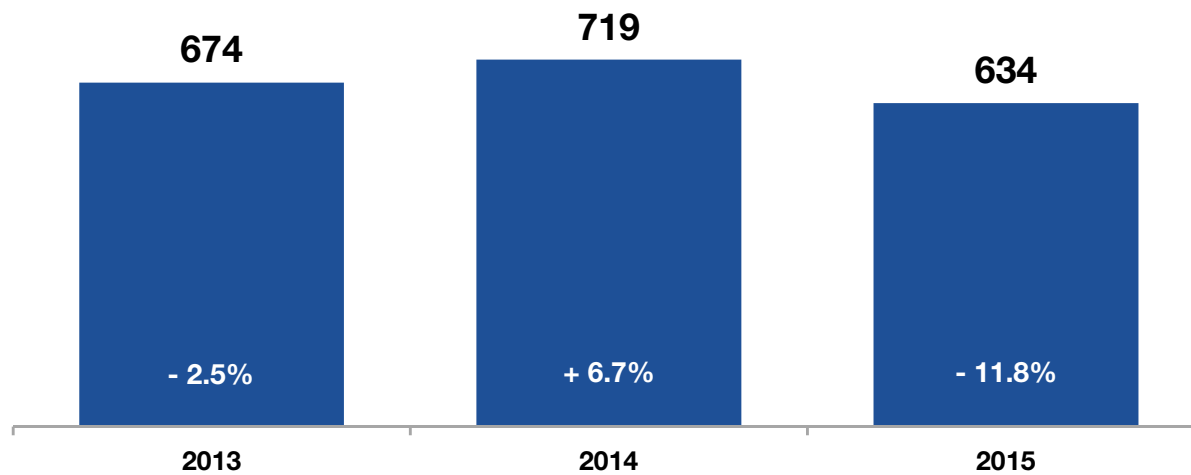


# Inventory of Homes for Sale

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

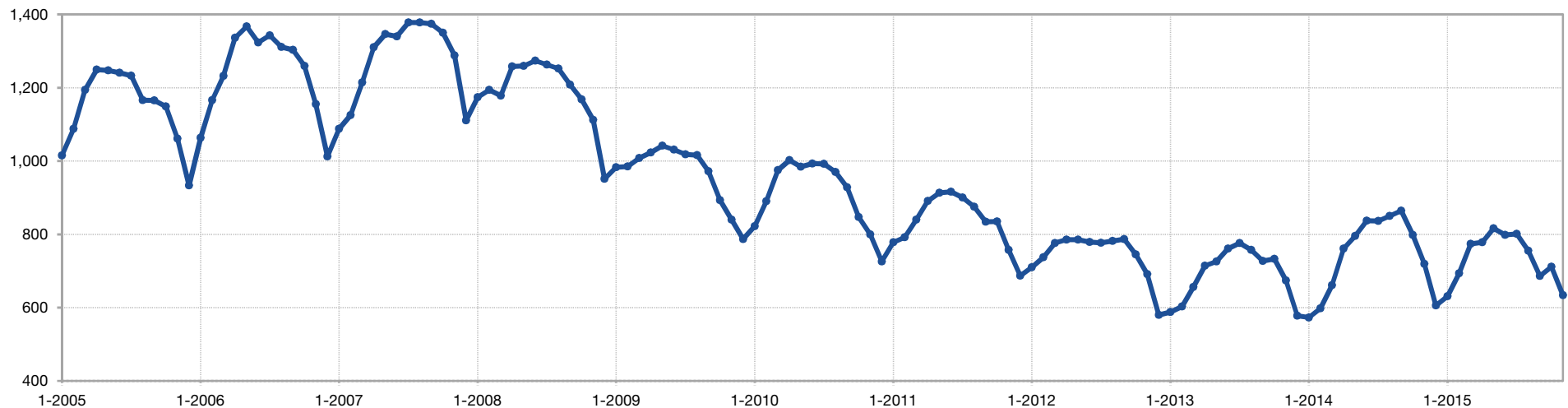


## November



Homes for Sale		Prior Year	Percent Change
December 2014	606	578	+4.8%
January 2015	631	573	+10.1%
February 2015	693	598	+15.9%
March 2015	774	661	+17.1%
April 2015	778	761	+2.2%
May 2015	816	795	+2.6%
June 2015	798	837	-4.7%
July 2015	801	836	-4.2%
August 2015	755	850	-11.2%
September 2015	686	864	-20.6%
October 2015	711	798	-10.9%
<b>November 2015</b>	<b>634</b>	<b>719</b>	<b>-11.8%</b>
12-Month Avg	724	739	-2.0%

## Historical Inventory of Homes for Sale by Month

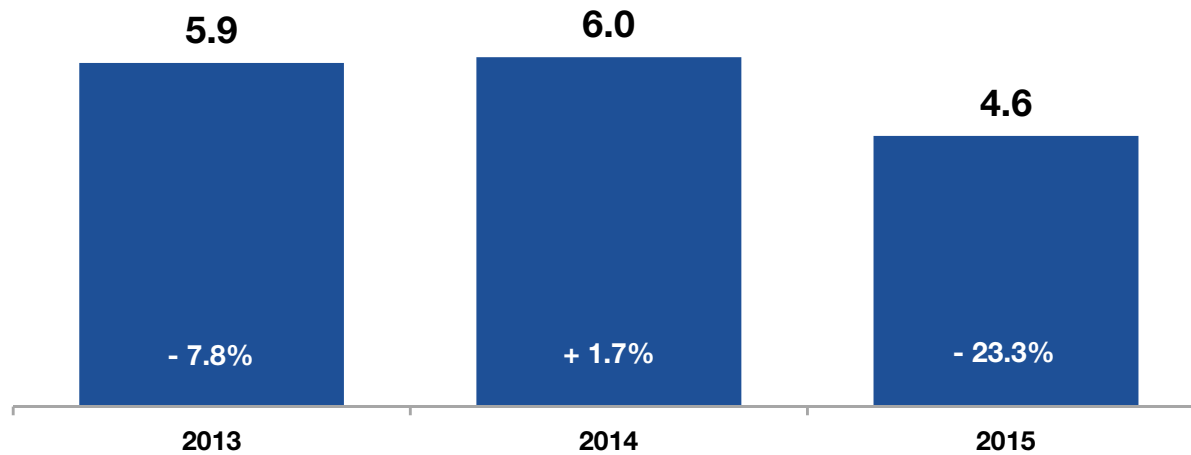


# Months Supply of Inventory

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.



## November



Months Supply		Prior Year	Percent Change
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	6.1	6.7	-9.0%
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	5.1	7.3	-30.1%
October 2015	5.2	6.7	-22.4%
<b>November 2015</b>	<b>4.6</b>	<b>6.0</b>	<b>-23.3%</b>
12-Month Avg	5.6	6.4	-12.5%

## 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	+ / -	11-2014	11-2015	+ / -	11-2014	11-2015	+ / -
Albany	67	63	-6.0%	52	44	-15.4%	\$146,217	\$152,000	+4.0%	23	17	-26.1%	5.5	4.2	-24.6%
Avon	71	55	-22.5%	37	35	-5.4%	\$167,500	\$167,000	-0.3%	26	19	-26.9%	6.5	5.5	-15.4%
Clearwater	90	95	+5.6%	58	65	+12.1%	\$158,750	\$158,000	-0.5%	26	23	-11.5%	5.1	4.1	-20.6%
Cold Spring	163	153	-6.1%	106	107	+0.9%	\$176,750	\$180,000	+1.8%	63	42	-33.3%	7.0	4.1	-41.0%
Eden Lake Twp	17	9	-47.1%	2	9	+350.0%	\$192,250	\$219,000	+13.9%	10	2	-80.0%	10.0	1.1	-88.9%
Eden Valley	55	44	-20.0%	32	33	+3.1%	\$115,900	\$110,900	-4.3%	27	14	-48.1%	9.8	4.7	-52.5%
Fair Haven Twp	4	3	-25.0%	1	1	0.0%	\$43,900	\$125,000	+184.7%	0	2	--	0.0	2.0	--
Foley	111	142	+27.9%	64	101	+57.8%	\$131,000	\$139,900	+6.8%	31	24	-22.6%	5.4	2.5	-52.7%
Freeport	35	27	-22.9%	27	18	-33.3%	\$159,000	\$149,450	-6.0%	6	7	+16.7%	2.2	3.7	+68.4%
Holdingford	30	33	+10.0%	21	26	+23.8%	\$164,900	\$135,250	-18.0%	12	7	-41.7%	4.7	2.8	-40.4%
Kimball	57	65	+14.0%	39	36	-7.7%	\$142,750	\$161,250	+13.0%	15	16	+6.7%	3.7	4.3	+17.3%
Maine Prairie Twp	2	5	+150.0%	1	2	+100.0%	\$0	\$257,500	--	1	3	+200.0%	1.0	3.0	+200.0%
Melrose	69	91	+31.9%	42	43	+2.4%	\$149,000	\$149,900	+0.6%	27	34	+25.9%	6.8	8.1	+20.5%
Paynesville	67	84	+25.4%	29	49	+69.0%	\$119,900	\$139,500	+16.3%	29	32	+10.3%	11.2	7.5	-32.9%
Rice	133	117	-12.0%	78	70	-10.3%	\$156,500	\$168,700	+7.8%	32	33	+3.1%	4.5	5.3	+18.3%
Richmond	106	128	+20.8%	57	66	+15.8%	\$196,000	\$157,450	-19.7%	46	32	-30.4%	9.2	5.3	-42.0%
Rockville	22	28	+27.3%	17	15	-11.8%	\$184,713	\$158,000	-14.5%	5	5	0.0%	2.4	2.2	-5.6%
Sartell	449	369	-17.8%	314	303	-3.5%	\$178,000	\$194,250	+9.1%	142	83	-41.5%	5.1	3.1	-39.0%
Sauk Centre	114	132	+15.8%	64	77	+20.3%	\$119,700	\$145,000	+21.1%	43	36	-16.3%	7.7	5.2	-32.4%
Sauk Rapids	316	308	-2.5%	192	210	+9.4%	\$153,000	\$158,900	+3.9%	98	76	-22.4%	5.6	4.0	-29.2%
Saint Cloud	1,221	1,350	+10.6%	684	819	+19.7%	\$130,000	\$132,000	+1.5%	417	426	+2.2%	6.8	5.6	-16.6%
Saint Joseph	126	142	+12.7%	87	101	+16.1%	\$147,500	\$175,000	+18.6%	26	27	+3.8%	3.3	2.9	-12.1%
Saint Augusta	40	57	+42.5%	21	35	+66.7%	\$164,900	\$164,000	-0.5%	13	15	+15.4%	5.7	5.1	-10.1%
Waite Park	96	99	+3.1%	60	70	+16.7%	\$114,950	\$143,063	+24.5%	36	22	-38.9%	6.6	3.5	-47.0%
Wakefield Twp	0	2	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--