



Monthly Indicators

January 2016

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

+ 19.7% **- 3.1%** **- 18.1%**

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

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



Activity Overview

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



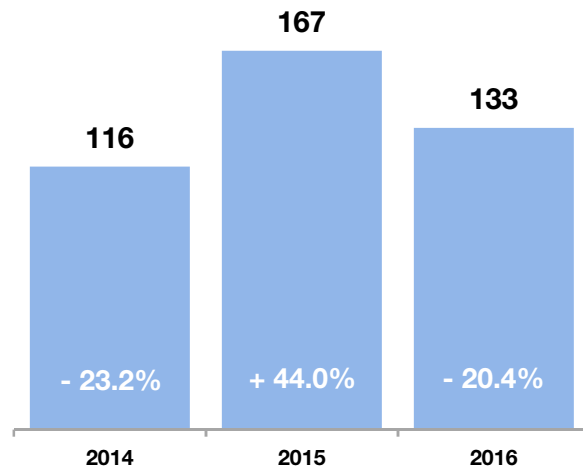
Key Metrics	Historical Sparkbars	1-2015	1-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		167	133	- 20.4%	167	133	- 20.4%
Pending Sales		81	107	+ 32.1%	81	107	+ 32.1%
Closed Sales		66	79	+ 19.7%	66	79	+ 19.7%
Days on Market		103	102	- 1.0%	103	102	- 1.0%
Median Sales Price		\$151,750	\$147,000	- 3.1%	\$151,750	\$147,000	- 3.1%
Avg. Sales Price		\$159,731	\$162,646	+ 1.8%	\$159,731	\$162,646	+ 1.8%
Pct. of Orig. Price Received		93.6%	91.8%	- 1.9%	93.6%	91.8%	- 1.9%
Affordability Index		234	235	+ 0.4%	234	235	+ 0.4%
Homes for Sale		631	517	- 18.1%	--	--	--
Months Supply		5.2	3.7	- 28.8%	--	--	--

New Listings

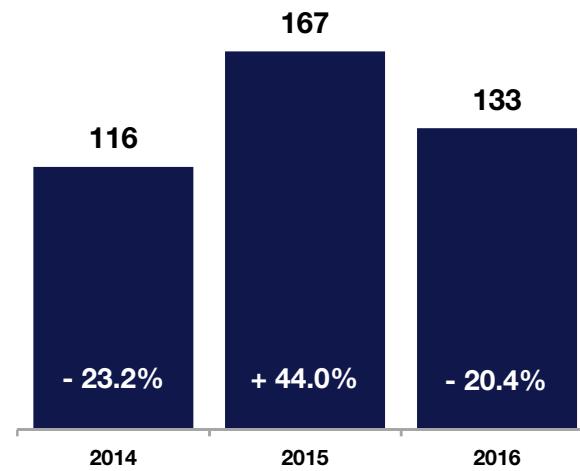
A count of the properties that have been newly listed on the market in a given month.



January



Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2015	93	98	-5.1%
December 2015	89	73	+21.9%
January 2016	133	167	-20.4%
12-Month Avg	194	194	0.0%

Historical New Listings by Month

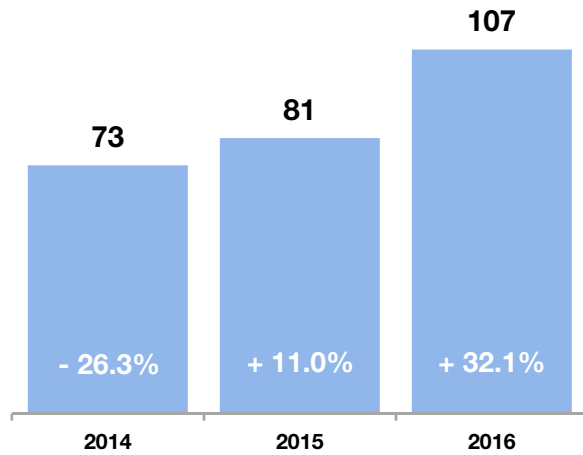


Pending Sales

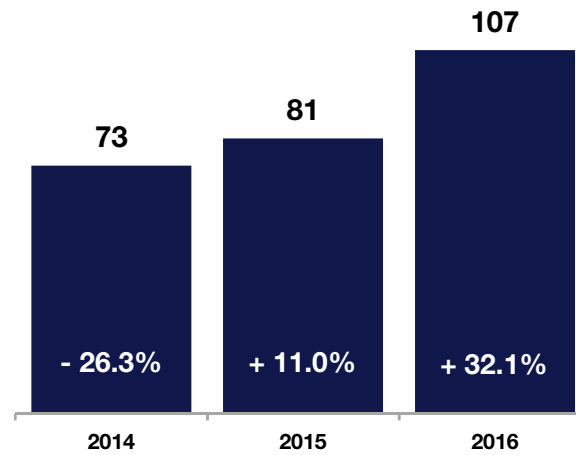
A count of the properties on which offers have been accepted in a given month.



January

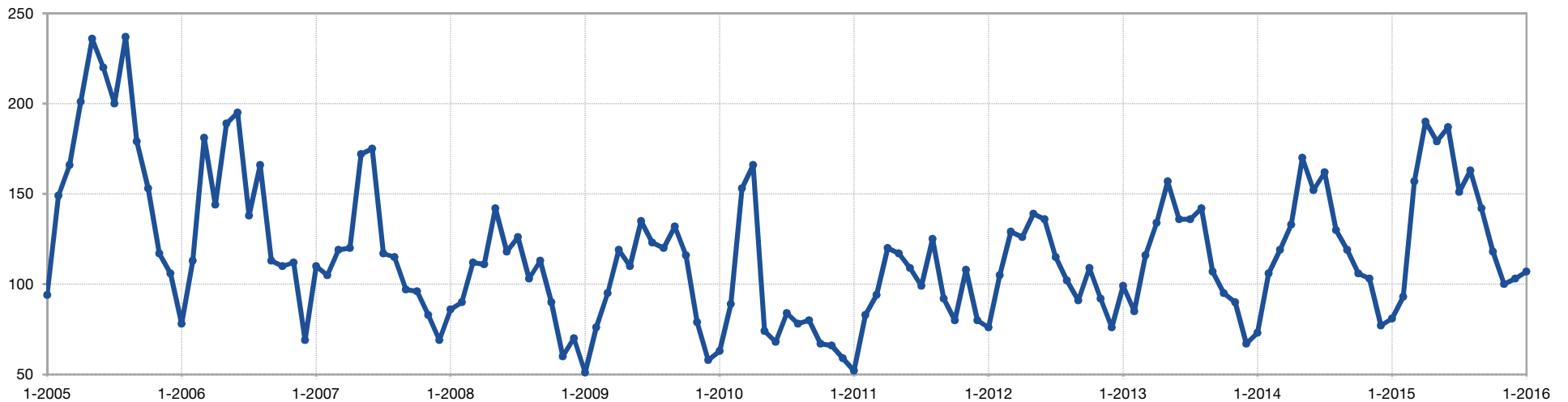


Year to Date



	Pending Sales	Prior Year	Percent Change
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	118	106	+11.3%
November 2015	100	103	-2.9%
December 2015	103	77	+33.8%
January 2016	107	81	+32.1%
12-Month Avg	141	122	+15.6%

Historical Pending Sales by Month

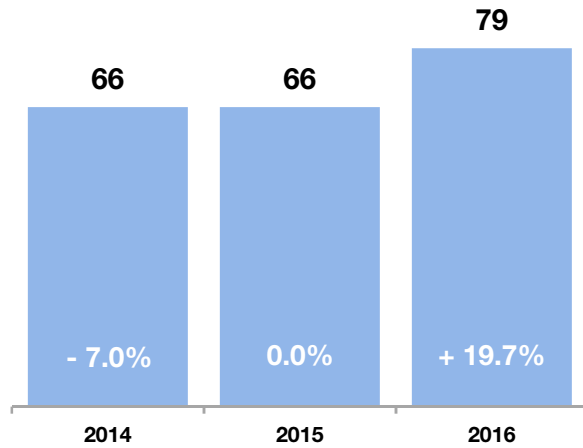


Closed Sales

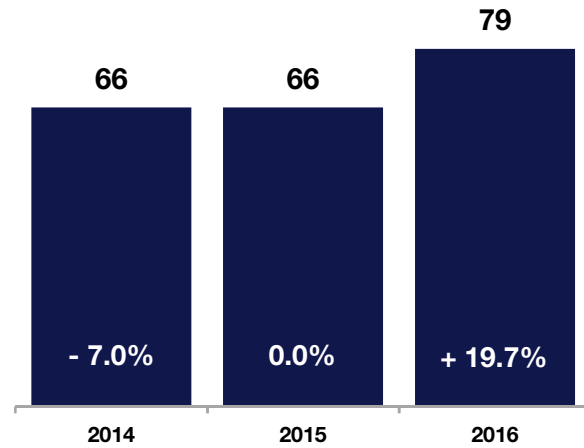
A count of the actual sales that closed in a given month.



January



Year to Date



	Closed Sales	Prior Year	Percent Change
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%
November 2015	86	102	-15.7%
December 2015	122	101	+20.8%
January 2016	79	66	+19.7%
12-Month Avg	137	120	+14.2%

Historical Closed Sales by Month

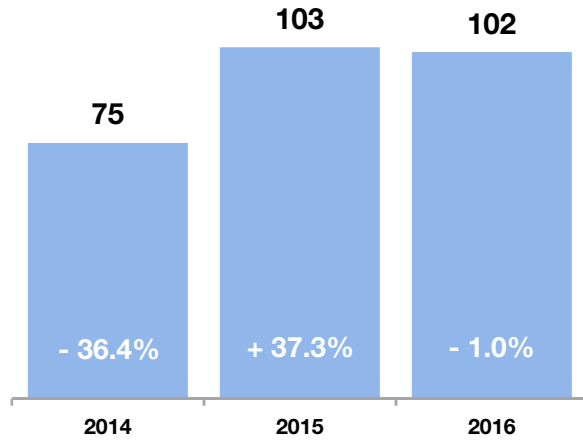


Days on Market Until Sale

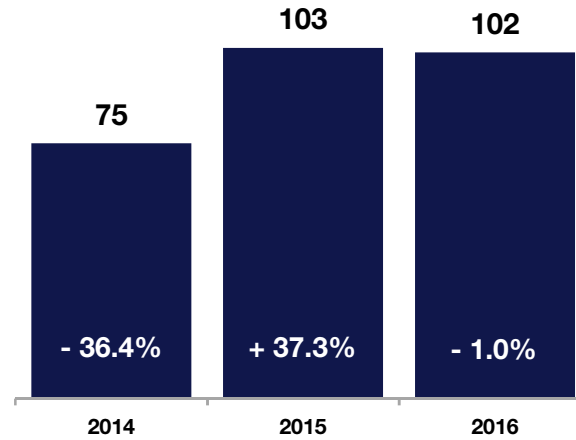
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

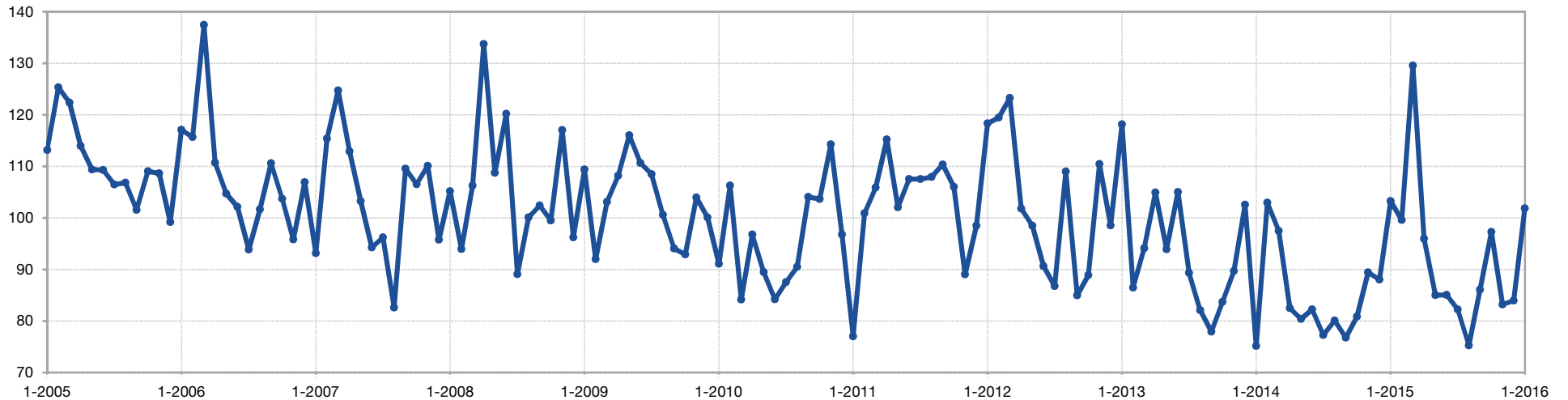


Year to Date



Days on Market	Prior Year	Percent Change
February 2015	100	-2.9%
March 2015	130	+34.0%
April 2015	96	+17.1%
May 2015	85	+6.3%
June 2015	85	+3.7%
July 2015	82	+6.5%
August 2015	75	-6.3%
September 2015	86	+11.7%
October 2015	97	+19.8%
November 2015	83	-6.7%
December 2015	84	-4.5%
January 2016	102	-1.0%
12-Month Avg	92	+5.7%

Historical Days on Market Until Sale by Month

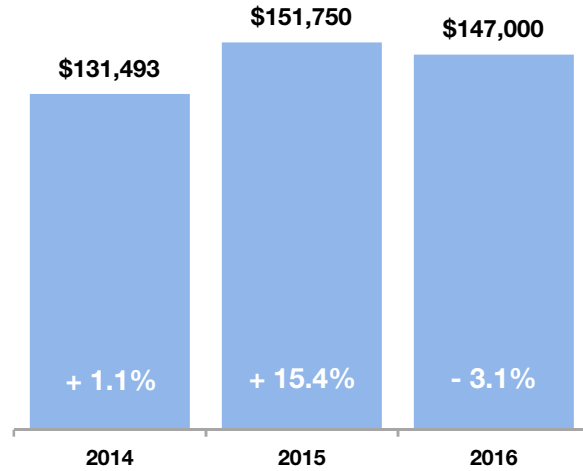


Median Sales Price

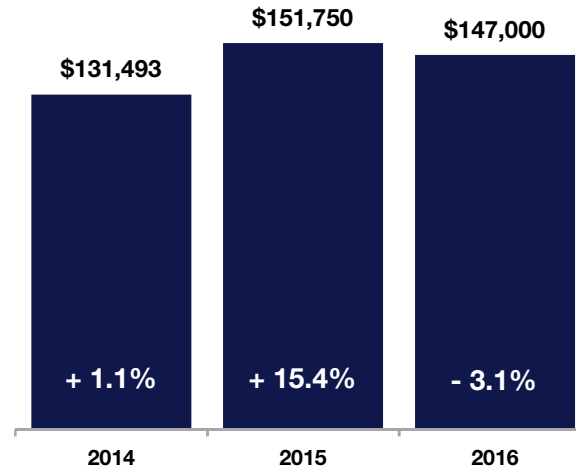
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2015	\$145,000	\$139,900	+3.6%
December 2015	\$138,774	\$144,800	-4.2%
January 2016	\$147,000	\$151,750	-3.1%
12-Month Avg	\$151,837	\$148,258	+2.4%

Historical Median Sales Price by Month

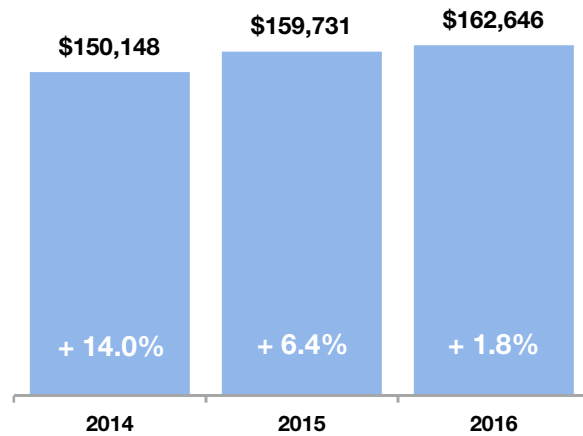


Average Sales Price

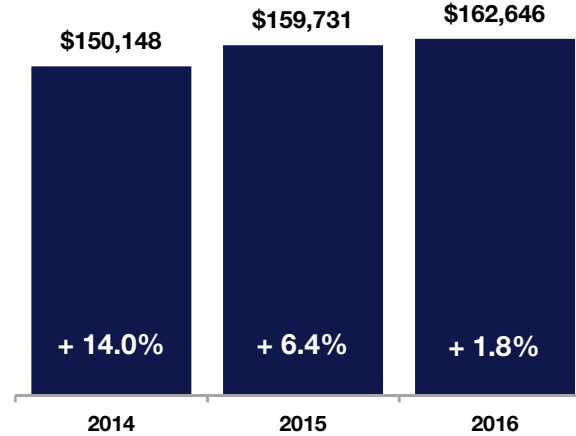
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
November 2015	\$156,300	\$151,272	+3.3%
December 2015	\$156,774	\$160,366	-2.2%
January 2016	\$162,646	\$159,731	+1.8%
12-Month Avg	\$166,399	\$163,295	+1.9%

Historical Average Sales Price by Month

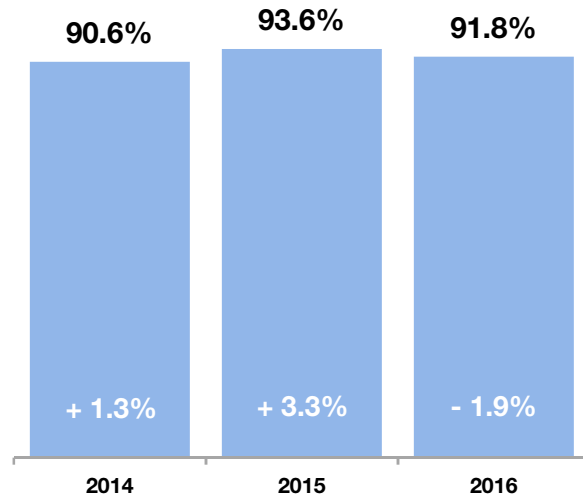


Percent of Original List Price Received

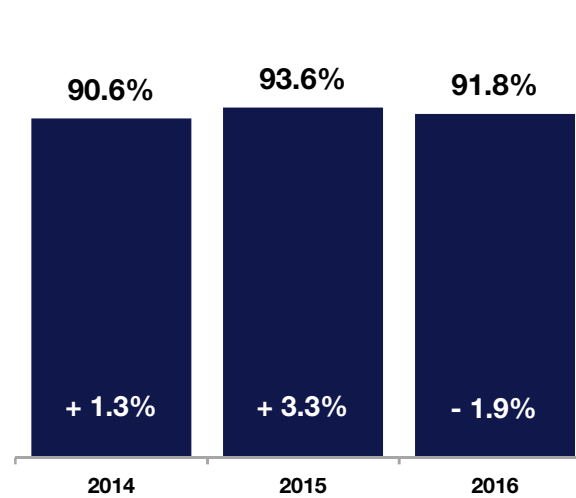


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

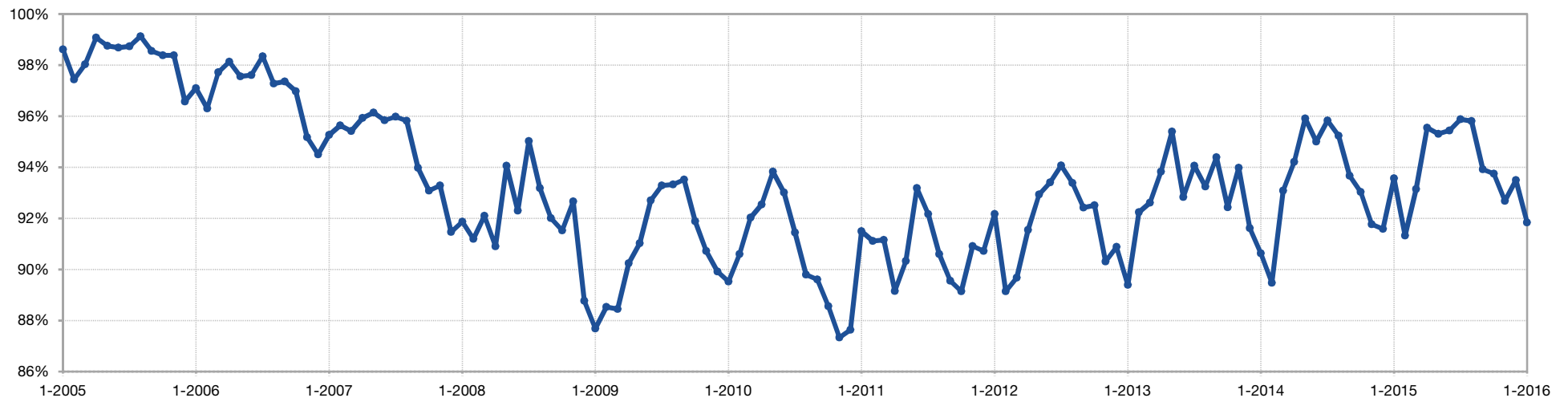


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2015	92.7%	91.8%	+1.0%
December 2015	93.5%	91.6%	+2.1%
January 2016	91.8%	93.6%	-1.9%
12-Month Avg	94.0%	93.5%	+0.5%

Historical Percent of Original List Price Received by Month

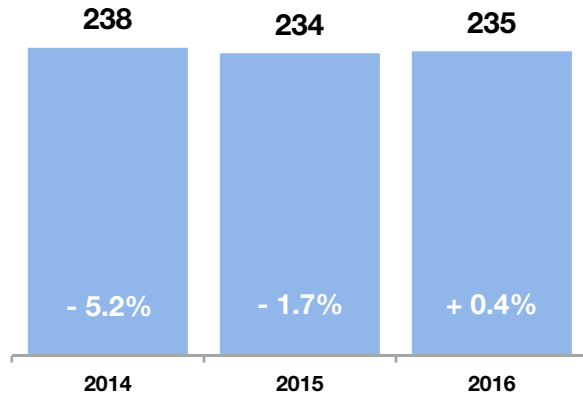


Housing Affordability Index

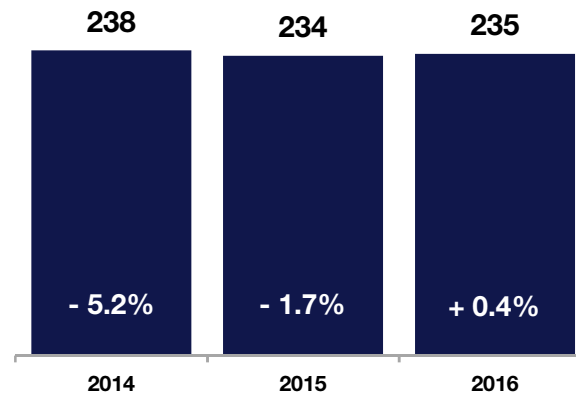


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

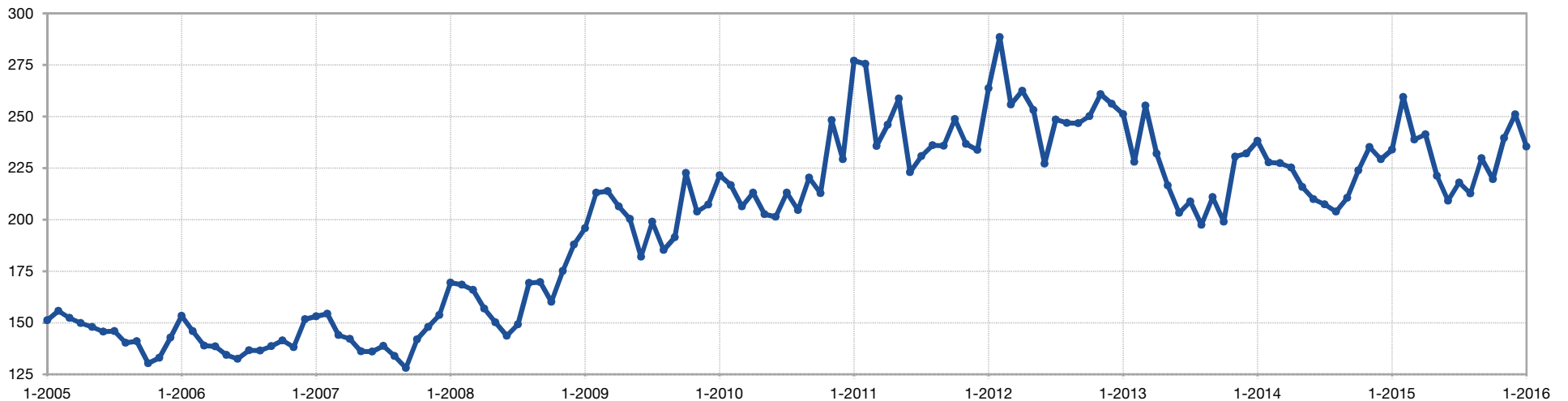


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2015	240	235	+2.1%
December 2015	251	229	+9.6%
January 2016	235	234	+0.4%
12-Month Avg	231	221	+4.5%

Historical Housing Affordability Index by Month

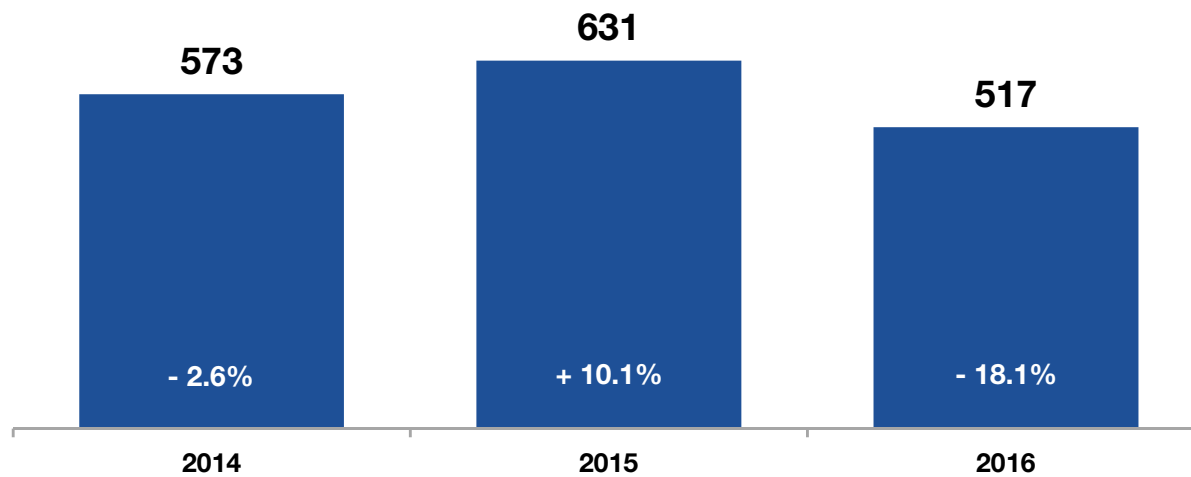


Inventory of Homes for Sale

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

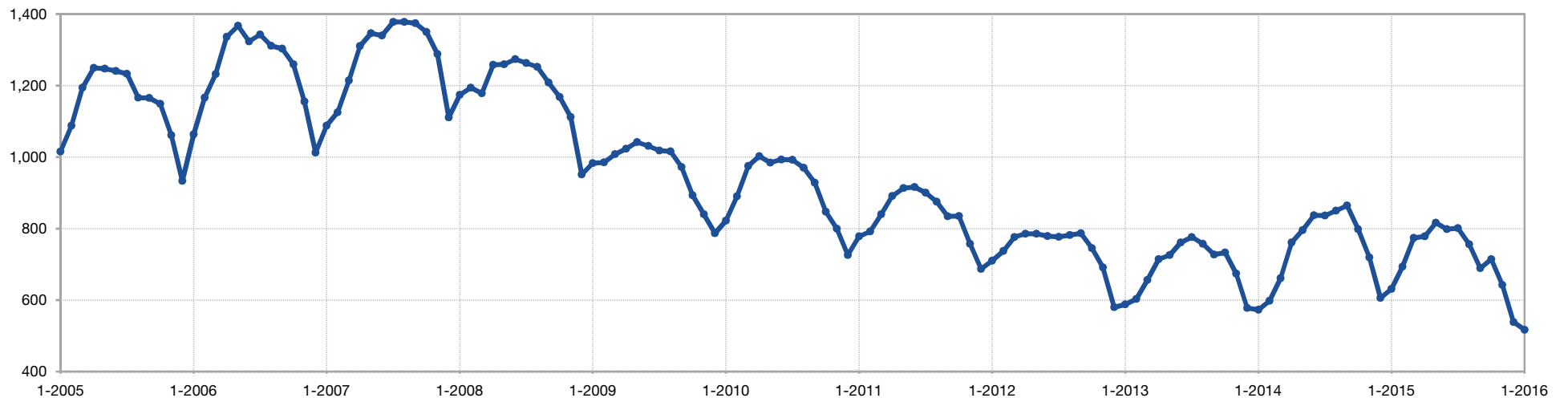


January



Homes for Sale		Prior Year	Percent Change
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	756	850	-11.1%
September 2015	689	864	-20.3%
October 2015	714	798	-10.5%
November 2015	642	719	-10.7%
December 2015	538	606	-11.2%
January 2016	517	631	-18.1%
12-Month Avg	710	746	-4.8%

Historical Inventory of Homes for Sale by Month

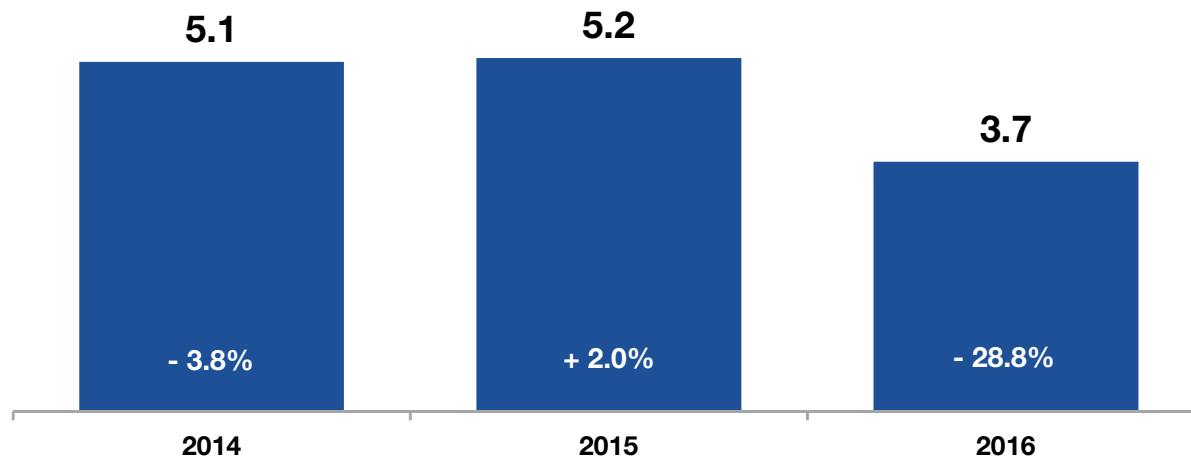


Months Supply of Inventory

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.

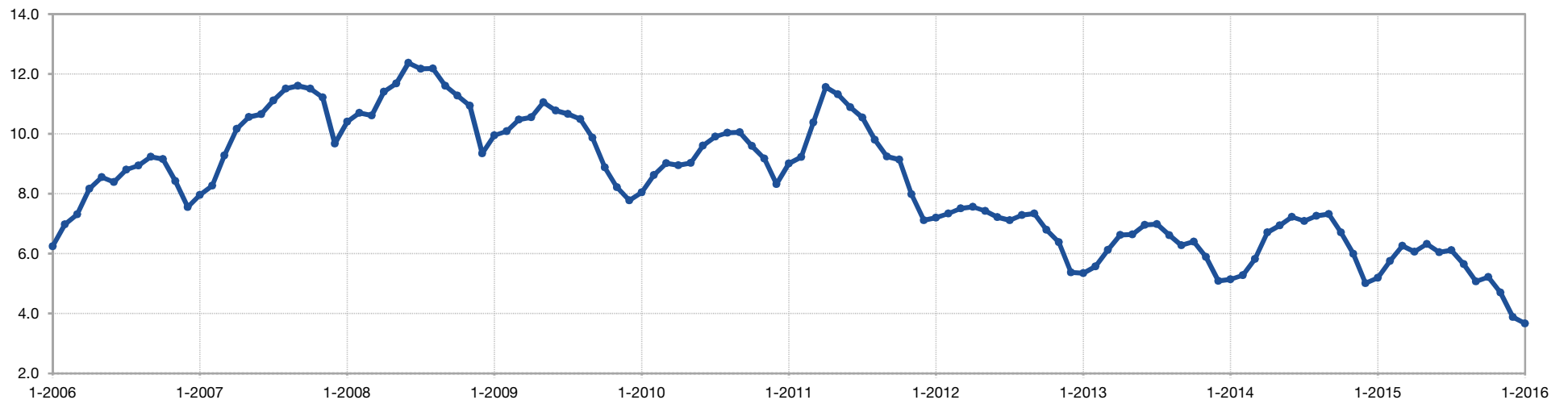


January



Months Supply		Prior Year	Percent Change
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%
November 2015	4.7	6.0	-21.7%
December 2015	3.9	5.0	-22.0%
January 2016	3.7	5.2	-28.8%
12-Month Avg	5.4	6.4	-15.6%

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 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	1-2015	1-2016	+ / -	1-2015	1-2016	+ / -
Albany	7	3	-57.1%	1	3	+200.0%	\$157,500	\$159,000	+1.0%	19	12	-36.8%	4.3	3.0	-30.3%
Avon	4	10	+150.0%	1	3	+200.0%	\$401,712	\$88,000	-78.1%	23	21	-8.7%	7.0	6.1	-11.8%
Clearwater	3	5	+66.7%	5	7	+40.0%	\$148,000	\$240,000	+62.2%	18	17	-5.6%	4.0	2.8	-29.2%
Cold Spring	13	7	-46.2%	8	8	0.0%	\$202,500	\$153,000	-24.4%	54	34	-37.0%	5.7	3.5	-39.7%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	9	1	-88.9%	9.0	0.6	-93.8%
Eden Valley	1	2	+100.0%	1	0	-100.0%	\$109,900	\$0	-100.0%	18	16	-11.1%	6.5	5.2	-20.9%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Foley	5	8	+60.0%	4	4	0.0%	\$216,941	\$147,675	-31.9%	21	20	-4.8%	3.5	2.2	-38.0%
Freeport	6	1	-83.3%	3	0	-100.0%	\$134,900	\$0	-100.0%	9	4	-55.6%	3.2	1.9	-41.1%
Holdingford	1	4	+300.0%	2	1	-50.0%	\$99,500	\$155,000	+55.8%	9	9	0.0%	3.7	3.4	-6.9%
Kimball	3	3	0.0%	0	4	--	\$0	\$225,000	--	11	15	+36.4%	2.8	4.0	+45.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	1	3	+200.0%	1.0	3.0	+200.0%
Melrose	13	2	-84.6%	1	4	+300.0%	\$120,000	\$140,500	+17.1%	26	23	-11.5%	6.4	5.0	-21.0%
Paynesville	5	4	-20.0%	1	1	0.0%	\$84,000	\$97,900	+16.5%	25	29	+16.0%	9.4	6.8	-27.2%
Rice	11	4	-63.6%	6	5	-16.7%	\$145,450	\$170,000	+16.9%	31	19	-38.7%	4.4	3.0	-32.3%
Richmond	10	7	-30.0%	4	2	-50.0%	\$128,100	\$285,000	+122.5%	37	30	-18.9%	7.5	5.1	-32.6%
Rockville	2	1	-50.0%	0	0	--	\$0	\$0	--	6	2	-66.7%	2.7	0.9	-64.7%
Sartell	24	25	+4.2%	6	16	+166.7%	\$175,000	\$188,950	+8.0%	121	74	-38.8%	4.5	2.7	-40.7%
Sauk Centre	14	2	-85.7%	3	4	+33.3%	\$114,000	\$116,000	+1.8%	34	27	-20.6%	6.3	3.7	-40.7%
Sauk Rapids	30	16	-46.7%	7	9	+28.6%	\$196,000	\$153,900	-21.5%	94	57	-39.4%	5.3	2.8	-47.1%
Saint Cloud	90	77	-14.4%	43	39	-9.3%	\$126,900	\$122,500	-3.5%	350	344	-1.7%	5.5	4.5	-19.2%
Saint Joseph	16	10	-37.5%	7	8	+14.3%	\$186,000	\$144,450	-22.3%	31	26	-16.1%	3.9	2.8	-27.6%
Saint Augusta	5	3	-40.0%	1	0	-100.0%	\$530,000	\$0	-100.0%	11	12	+9.1%	4.9	3.9	-20.4%
Waite Park	7	5	-28.6%	3	7	+133.3%	\$169,900	\$184,500	+8.6%	35	16	-54.3%	6.2	2.4	-60.7%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--