



Monthly Indicators

February 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

+ 42.1% **+ 7.3%** **- 20.5%**

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.



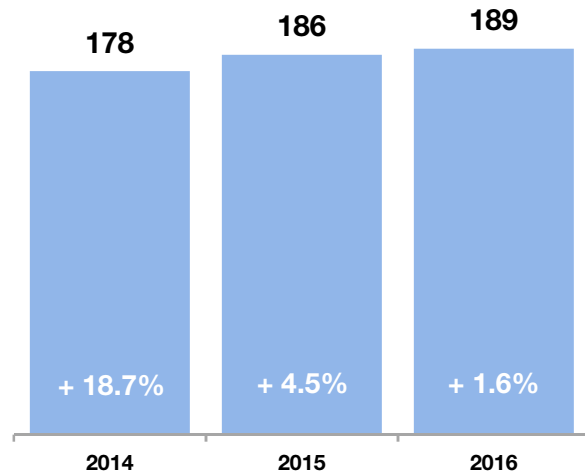
Key Metrics	Historical Sparkbars	2-2015	2-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		186	189	+ 1.6%	353	322	- 8.8%
Pending Sales		93	125	+ 34.4%	174	232	+ 33.3%
Closed Sales		76	108	+ 42.1%	142	187	+ 31.7%
Days on Market		100	97	- 3.0%	101	99	- 2.0%
Median Sales Price		\$136,950	\$147,000	+ 7.3%	\$143,500	\$147,000	+ 2.4%
Avg. Sales Price		\$143,385	\$147,303	+ 2.7%	\$150,983	\$153,820	+ 1.9%
Pct. of Orig. Price Received		91.3%	93.8%	+ 2.7%	92.4%	93.0%	+ 0.6%
Affordability Index		259	243	- 6.2%	248	243	- 2.0%
Homes for Sale		693	551	- 20.5%	--	--	--
Months Supply		5.8	3.8	- 34.5%	--	--	--

New Listings

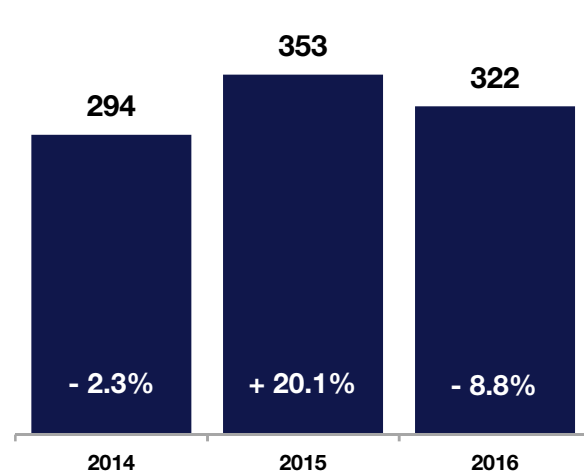
A count of the properties that have been newly listed on the market in a given month.



February



Year to Date



	New Listings	Prior Year	Percent Change
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	163	216	-24.5%
October 2015	214	162	+32.1%
November 2015	93	98	-5.1%
December 2015	89	73	+21.9%
January 2016	133	167	-20.4%
February 2016	189	186	+1.6%
12-Month Avg	194	195	-0.5%

Historical New Listings by Month

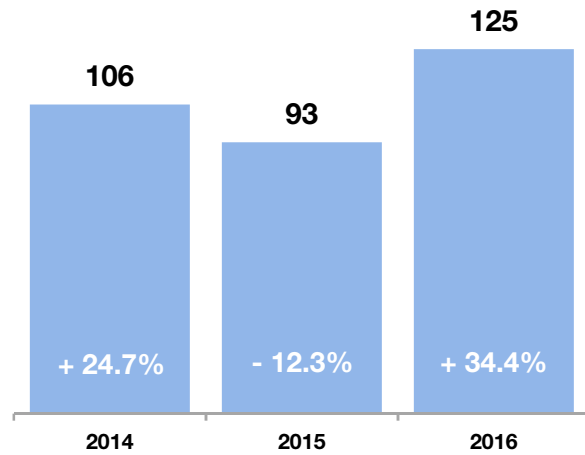


Pending Sales

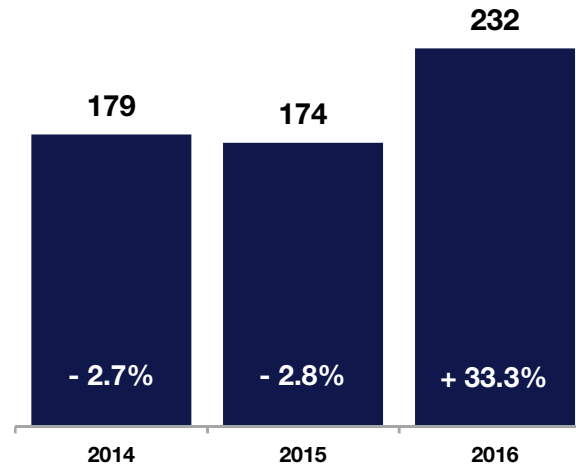
A count of the properties on which offers have been accepted in a given month.



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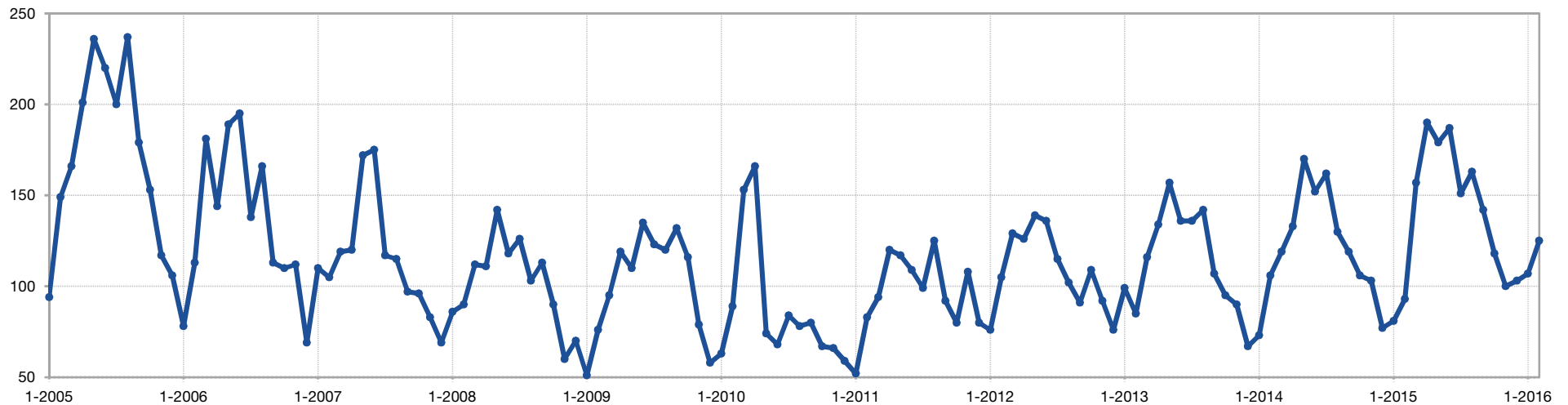


Year to Date



	Pending Sales	Prior Year	Percent Change
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%
February 2016	125	93	+34.4%
12-Month Avg	144	120	+20.0%

Historical Pending Sales by Month

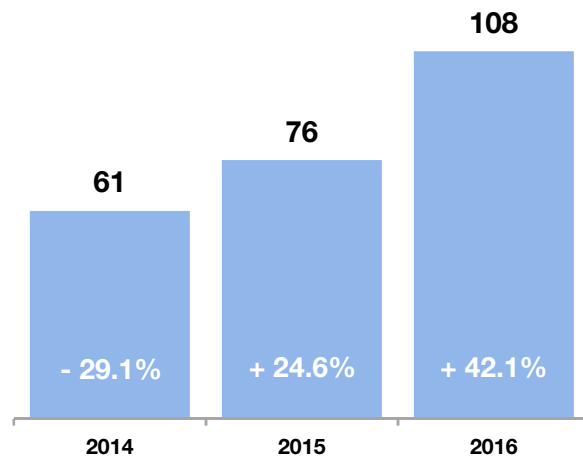


Closed Sales

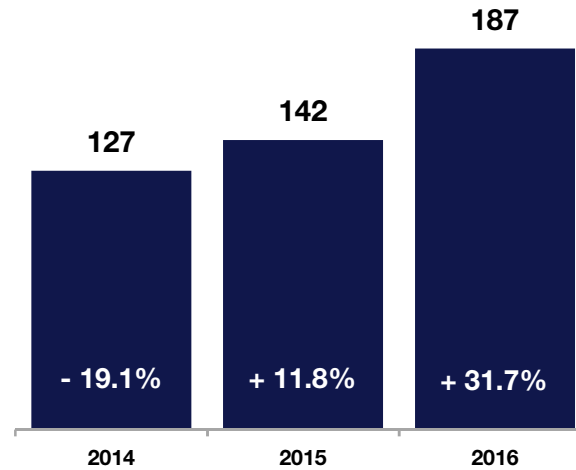
A count of the actual sales that closed in a given month.



February



Year to Date



Closed Sales	Prior Year	Percent Change	
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%
February 2016	108	76	+42.1%
12-Month Avg	139	121	+14.9%

Historical Closed Sales by Month

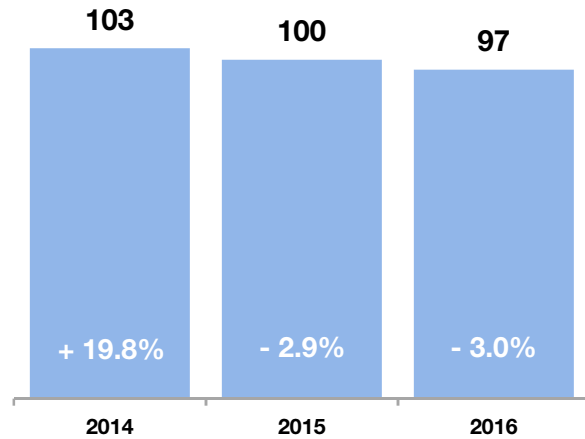


Days on Market Until Sale

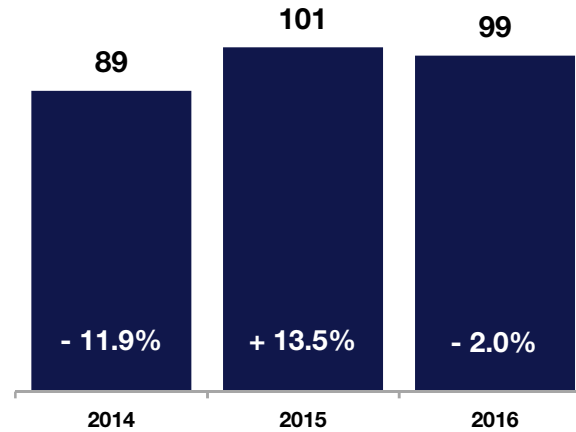
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

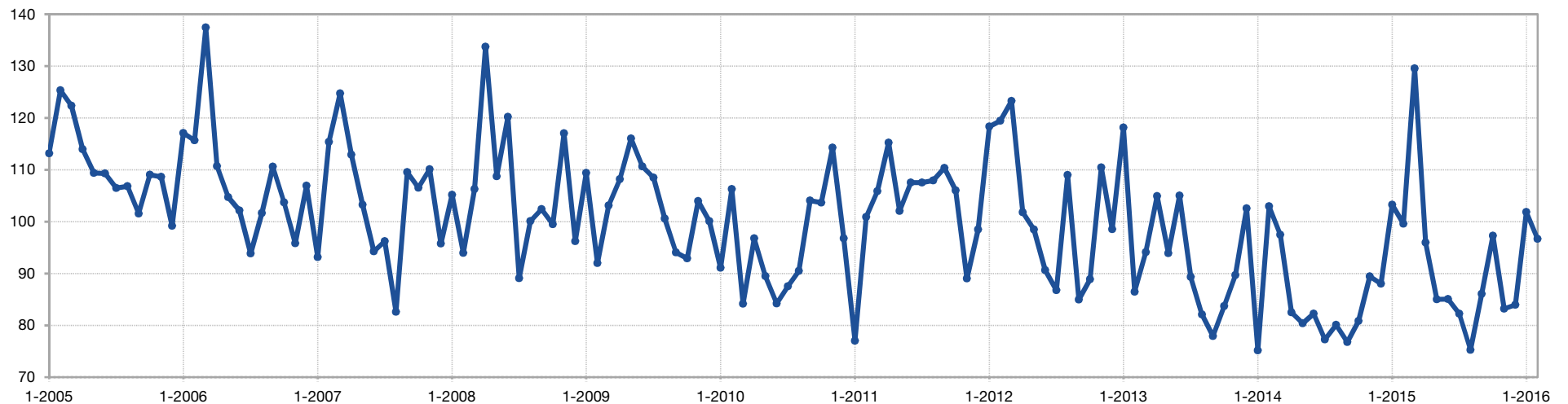


Year to Date



Days on Market		Prior Year	Percent Change
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	86	77	+11.7%
October 2015	97	81	+19.8%
November 2015	83	89	-6.7%
December 2015	84	88	-4.5%
January 2016	102	103	-1.0%
February 2016	97	100	-3.0%
12-Month Avg	92	86	+7.0%

Historical Days on Market Until Sale by Month

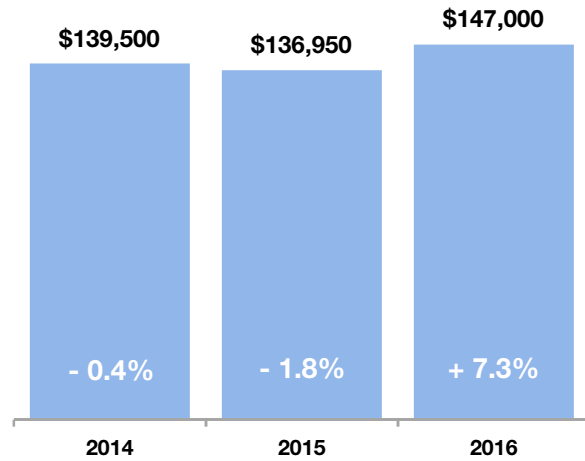


Median Sales Price

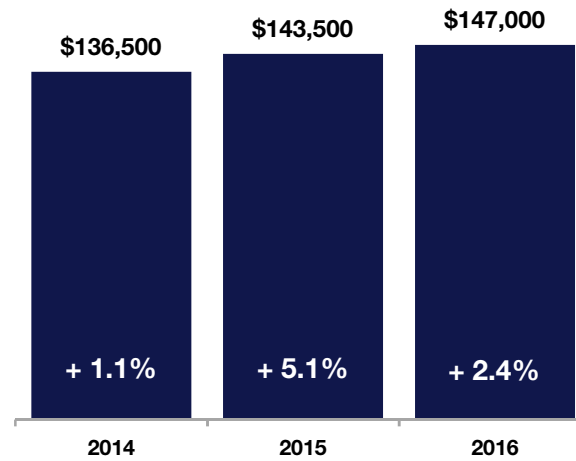
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
February 2016	\$147,000	\$136,950	+7.3%
12-Month Avg	\$152,675	\$148,046	+3.1%

Historical Median Sales Price by Month

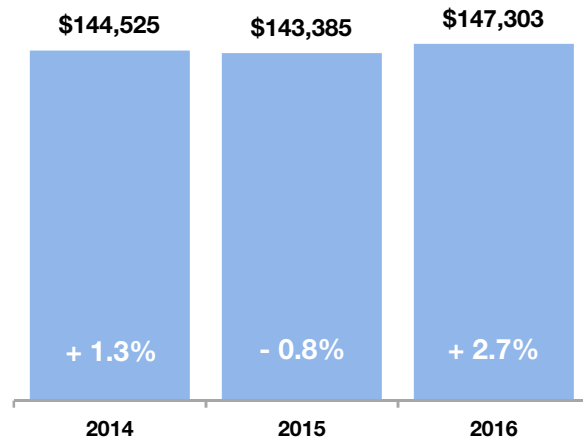


Average Sales Price

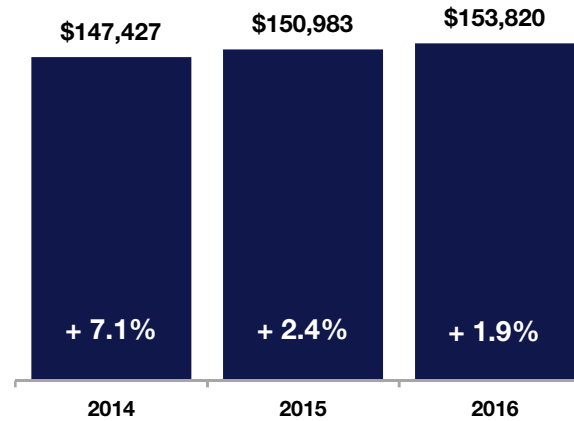
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
February 2016	\$147,303	\$143,385	+2.7%
12-Month Avg	\$166,726	\$163,200	+2.2%

Historical Average Sales Price by Month

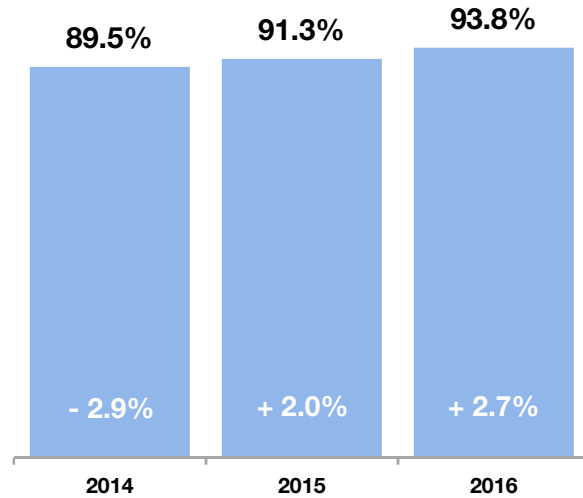


Percent of Original List Price Received

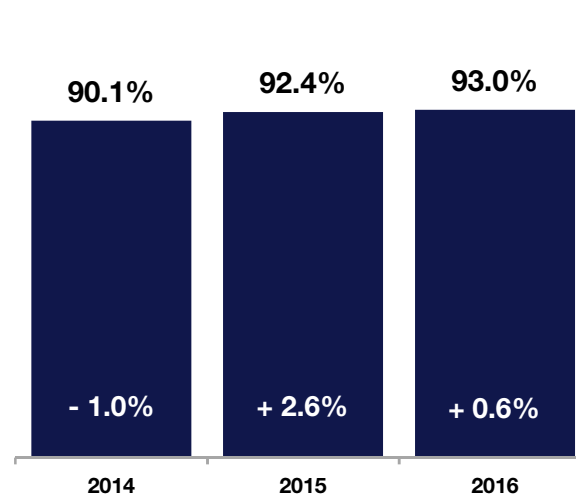


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February

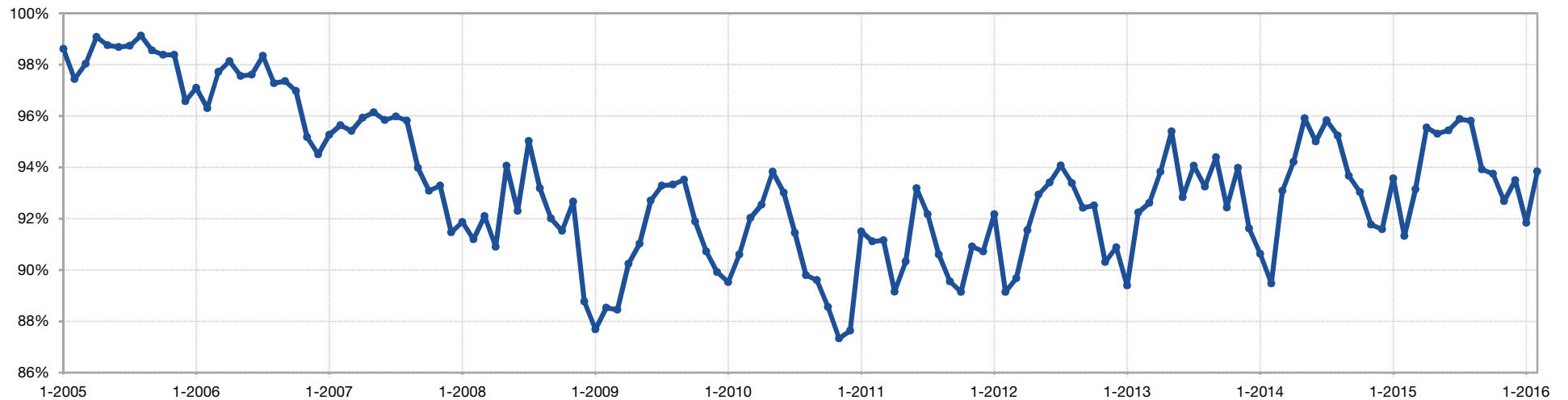


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2016	93.8%	91.3%	+2.7%
12-Month Avg	94.2%	93.7%	+0.5%

Historical Percent of Original List Price Received by Month

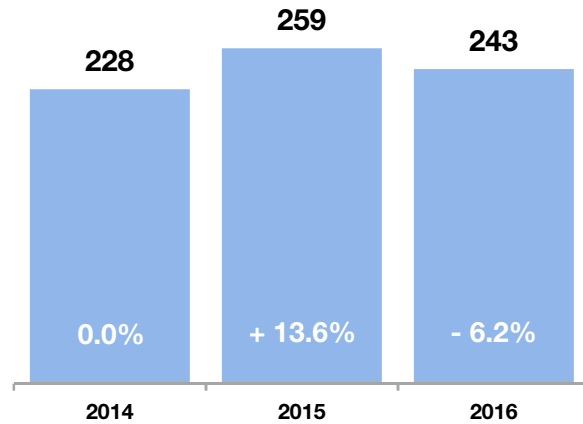


Housing Affordability Index

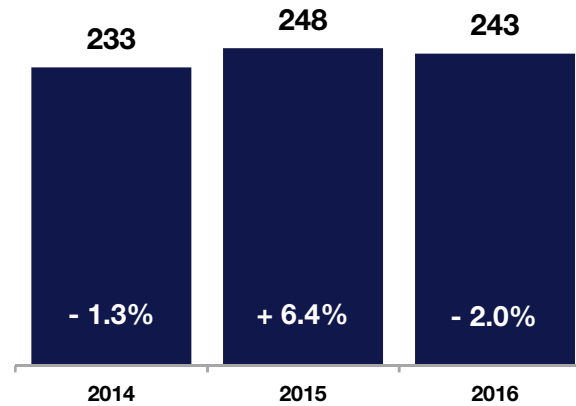


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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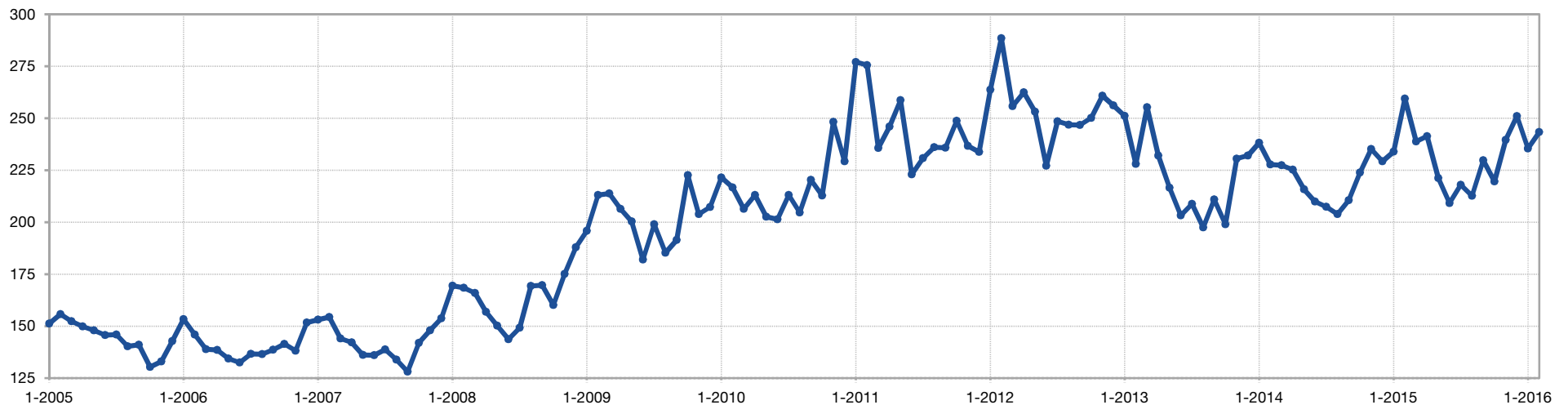


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2016	243	259	-6.2%
12-Month Avg	230	223	+3.1%

Historical Housing Affordability Index by Month

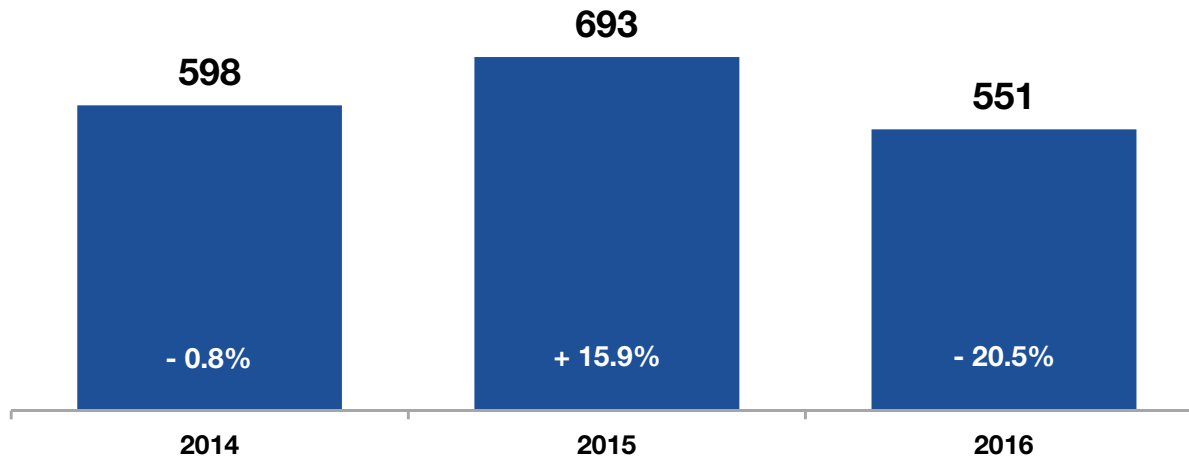


Inventory of Homes for Sale

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

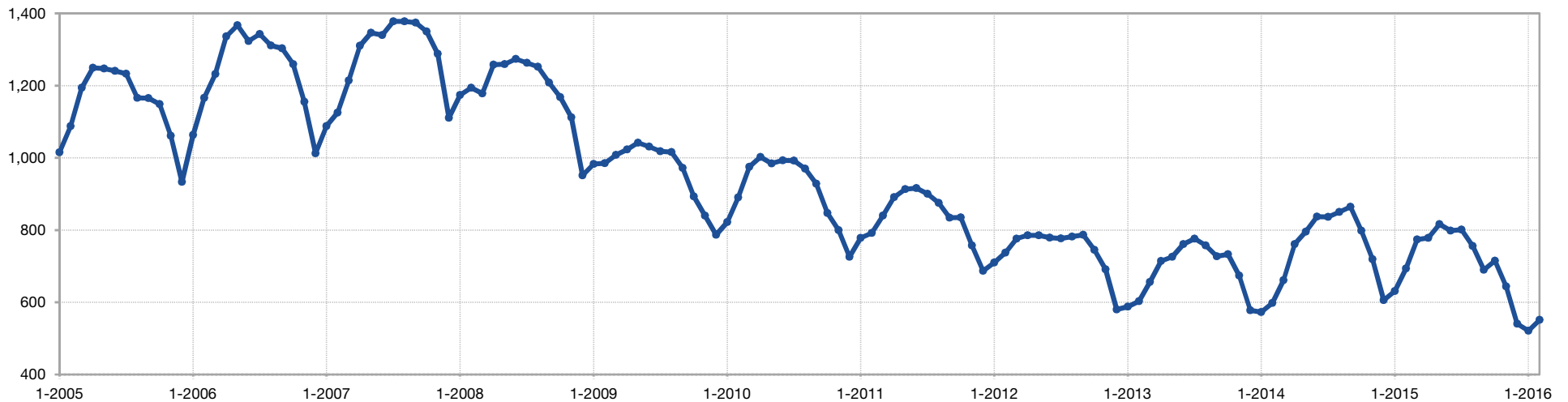


February



Homes for Sale	Prior Year	Percent Change
March 2015	661	+17.1%
April 2015	761	+2.2%
May 2015	795	+2.6%
June 2015	837	-4.7%
July 2015	836	-4.2%
August 2015	850	-11.1%
September 2015	864	-20.1%
October 2015	798	-10.4%
November 2015	719	-10.4%
December 2015	606	-10.9%
January 2016	631	-17.4%
February 2016	693	-20.5%
12-Month Avg	699	-7.3%

Historical Inventory of Homes for Sale by Month

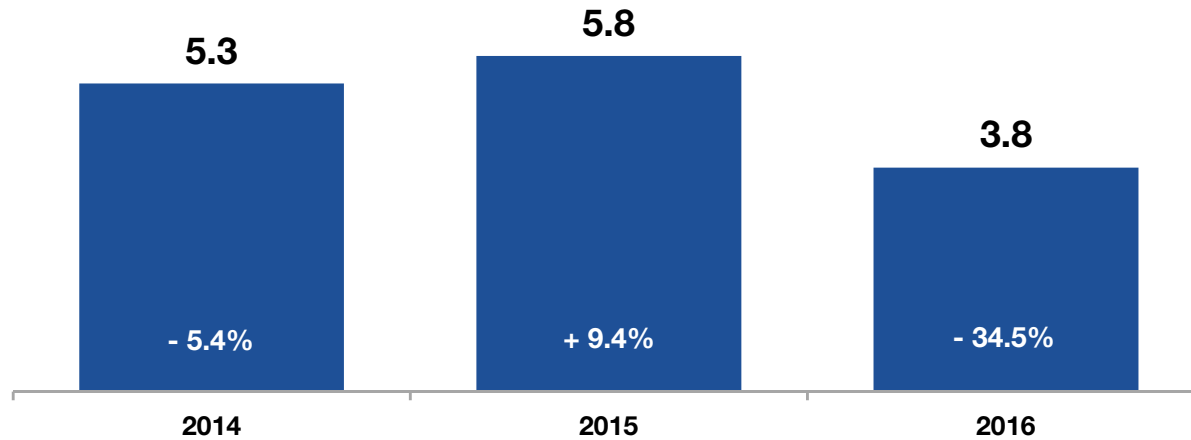


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
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%
February 2016	3.8	5.8	-34.5%
12-Month Avg	5.2	6.4	-18.8%

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 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	2-2015	2-2016	+ / -	2-2015	2-2016	+ / -
Albany	12	4	-66.7%	6	4	-33.3%	\$152,040	\$125,050	-17.8%	19	7	-63.2%	4.8	1.8	-62.4%
Avon	8	14	+75.0%	1	5	+400.0%	\$401,712	\$182,000	-54.7%	23	18	-21.7%	6.8	5.1	-24.8%
Clearwater	8	10	+25.0%	6	9	+50.0%	\$146,500	\$146,500	0.0%	18	14	-22.2%	4.0	2.2	-44.0%
Cold Spring	22	24	+9.1%	14	12	-14.3%	\$170,000	\$153,000	-10.0%	57	43	-24.6%	6.1	4.2	-30.1%
Eden Lake Twp	1	2	+100.0%	0	0	--	\$0	\$0	--	8	2	-75.0%	8.0	1.1	-86.1%
Eden Valley	3	3	0.0%	4	0	-100.0%	\$104,450	\$0	-100.0%	15	11	-26.7%	5.8	3.8	-35.0%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Foley	12	22	+83.3%	9	7	-22.2%	\$140,000	\$151,000	+7.9%	19	20	+5.3%	3.2	2.1	-33.3%
Freeport	7	3	-57.1%	4	0	-100.0%	\$150,200	\$0	-100.0%	10	5	-50.0%	3.6	2.5	-30.0%
Holdingford	5	6	+20.0%	3	1	-66.7%	\$101,000	\$155,000	+53.5%	10	9	-10.0%	4.6	3.3	-27.3%
Kimball	8	9	+12.5%	1	6	+500.0%	\$242,730	\$225,000	-7.3%	11	15	+36.4%	2.6	4.0	+56.4%
Maine Prairie Twp	4	0	-100.0%	0	0	--	\$0	\$0	--	5	3	-40.0%	5.0	3.0	-40.0%
Melrose	16	9	-43.8%	2	7	+250.0%	\$104,950	\$125,000	+19.1%	24	28	+16.7%	6.3	6.5	+2.8%
Paynesville	12	5	-58.3%	4	3	-25.0%	\$112,450	\$127,000	+12.9%	30	24	-20.0%	11.3	5.5	-50.8%
Rice	19	13	-31.6%	6	9	+50.0%	\$145,450	\$172,000	+18.3%	30	20	-33.3%	4.1	3.2	-21.6%
Richmond	17	11	-35.3%	5	6	+20.0%	\$144,200	\$169,500	+17.5%	39	30	-23.1%	8.2	4.9	-40.7%
Rockville	3	4	+33.3%	3	0	-100.0%	\$177,000	\$0	-100.0%	5	5	0.0%	2.4	2.2	-7.0%
Sartell	73	61	-16.4%	21	29	+38.1%	\$168,500	\$179,900	+6.8%	152	89	-41.4%	6.0	3.2	-46.6%
Sauk Centre	28	18	-35.7%	6	9	+50.0%	\$127,100	\$168,900	+32.9%	42	38	-9.5%	7.3	5.2	-29.1%
Sauk Rapids	57	42	-26.3%	14	25	+78.6%	\$178,650	\$153,900	-13.9%	105	51	-51.4%	6.0	2.4	-59.7%
Saint Cloud	181	188	+3.9%	89	108	+21.3%	\$120,000	\$128,900	+7.4%	363	368	+1.4%	5.7	4.7	-17.8%
Saint Joseph	30	17	-43.3%	9	12	+33.3%	\$180,000	\$157,450	-12.5%	39	21	-46.2%	4.9	2.2	-54.7%
Saint Augusta	12	7	-41.7%	7	1	-85.7%	\$205,085	\$166,000	-19.1%	14	12	-14.3%	5.8	3.9	-32.8%
Waite Park	12	14	+16.7%	9	13	+44.4%	\$148,000	\$159,900	+8.0%	34	22	-35.3%	6.0	3.5	-42.1%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--