



Monthly Indicators

March 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

+ 12.1% **- 5.6%** **- 23.4%**

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.



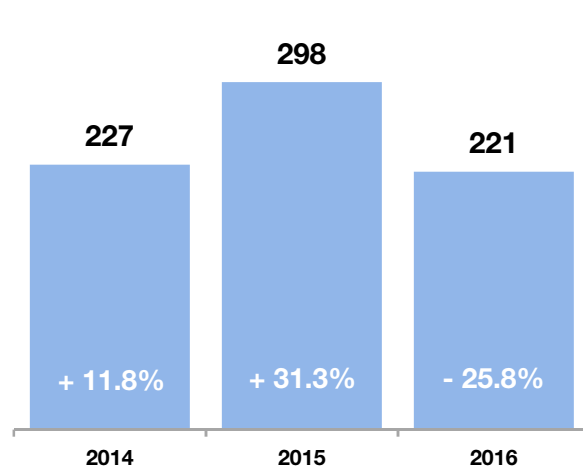
Key Metrics	Historical Sparkbars	3-2015	3-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		298	221	- 25.8%	651	543	- 16.6%
Pending Sales		157	156	- 0.6%	331	383	+ 15.7%
Closed Sales		99	111	+ 12.1%	241	298	+ 23.7%
Days on Market		130	92	- 29.2%	113	96	- 15.0%
Median Sales Price		\$147,000	\$138,750	- 5.6%	\$145,000	\$144,400	- 0.4%
Avg. Sales Price		\$165,685	\$157,177	- 5.1%	\$157,022	\$155,053	- 1.3%
Pct. of Orig. Price Received		93.1%	94.7%	+ 1.7%	92.7%	93.6%	+ 1.0%
Affordability Index		239	256	+ 7.1%	242	246	+ 1.7%
Homes for Sale		774	593	- 23.4%	--	--	--
Months Supply		6.3	4.1	- 34.9%	--	--	--

New Listings

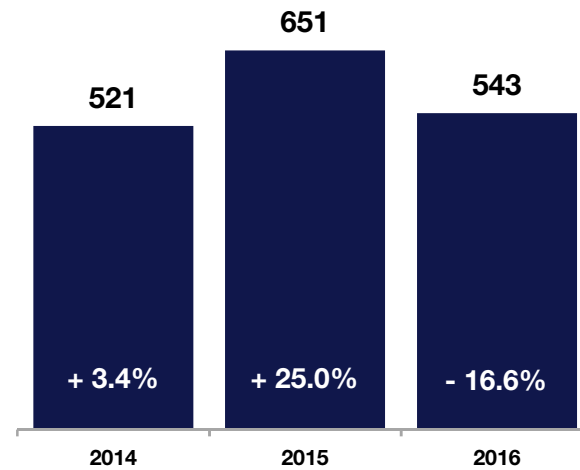
A count of the properties that have been newly listed on the market in a given month.



March



Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2016	221	298	-25.8%
12-Month Avg	188	201	-6.5%

Historical New Listings by Month

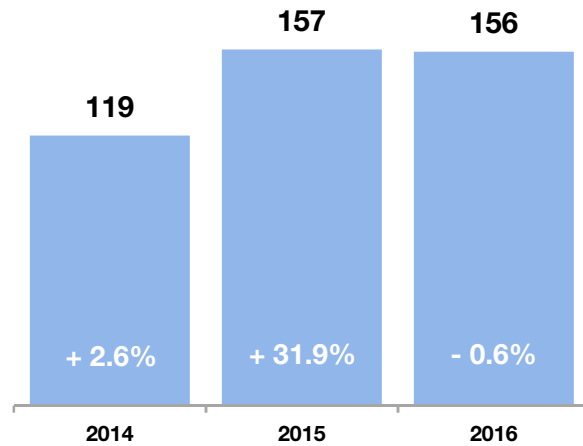


Pending Sales

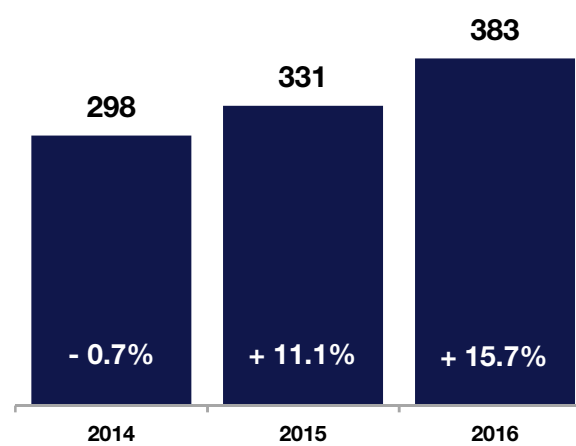
A count of the properties on which offers have been accepted in a given month.



March

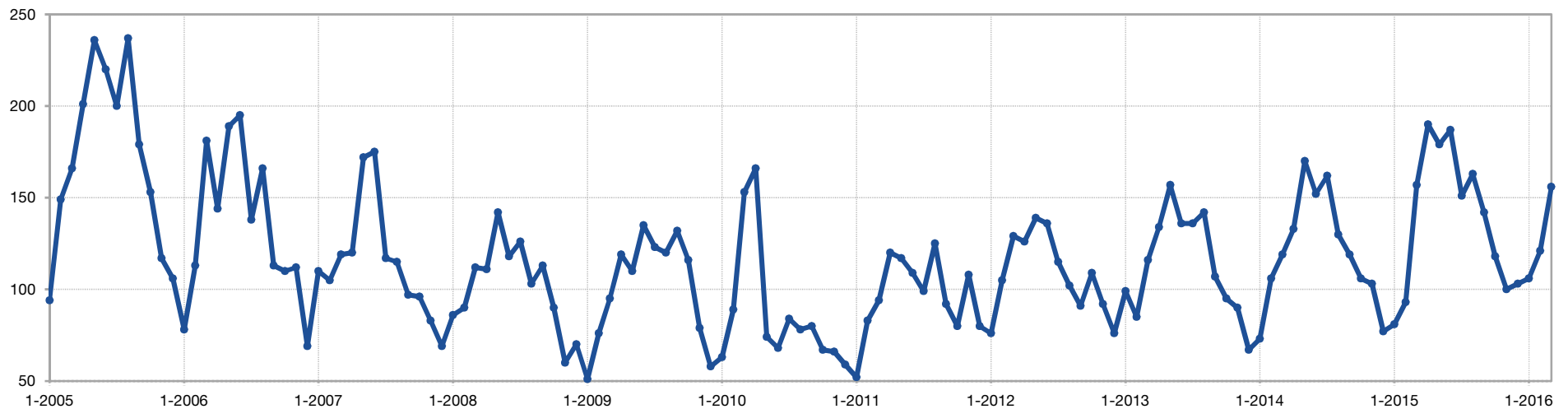


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	106	81	+30.9%
February 2016	121	93	+30.1%
March 2016	156	157	-0.6%
12-Month Avg	143	124	+15.3%

Historical Pending Sales by Month

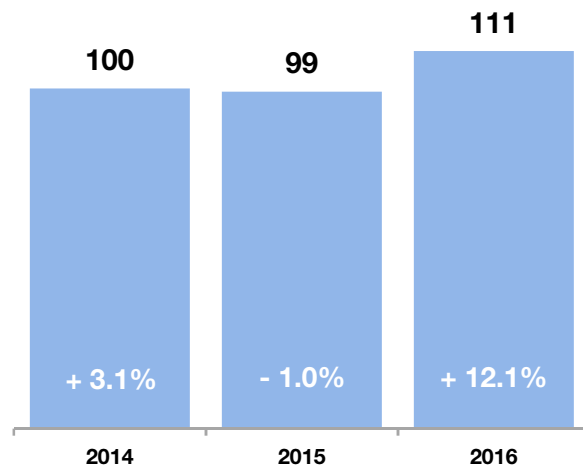


Closed Sales

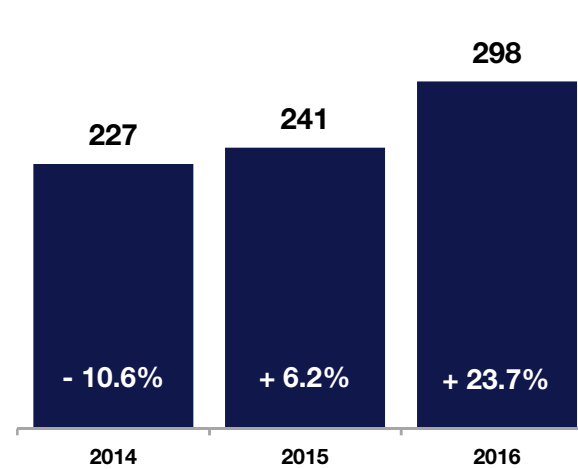
A count of the actual sales that closed in a given month.



March



Year to Date



Closed Sales	Prior Year	Percent Change
April 2015	110	+13.6%
May 2015	137	+31.4%
June 2015	169	+25.4%
July 2015	171	+9.4%
August 2015	170	-4.1%
September 2015	121	+38.0%
October 2015	130	+9.2%
November 2015	102	-15.7%
December 2015	101	+20.8%
January 2016	66	+19.7%
February 2016	76	+42.1%
March 2016	99	+12.1%
12-Month Avg	140	+15.7%

Historical Closed Sales by Month

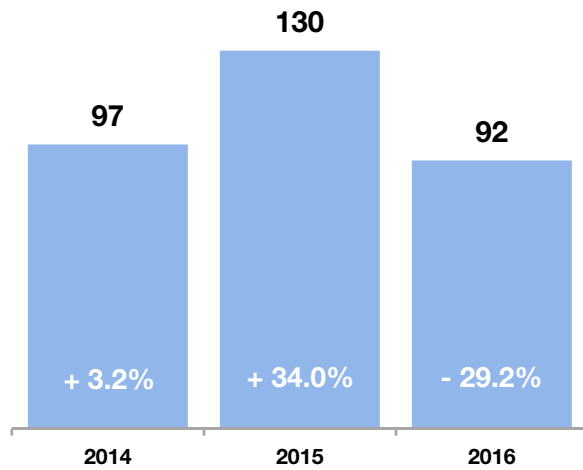


Days on Market Until Sale

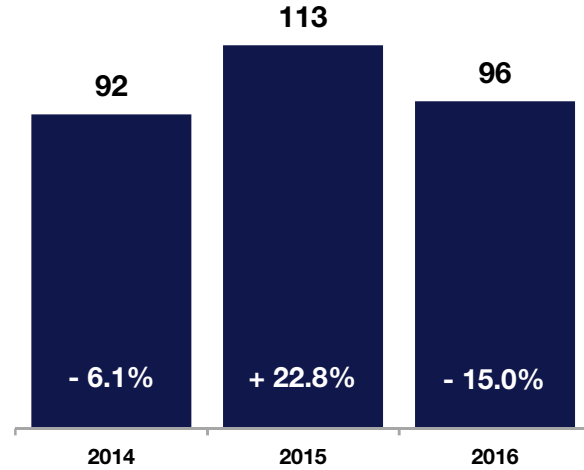
Average number of days between when a property is listed and when an offer is accepted in a given month.



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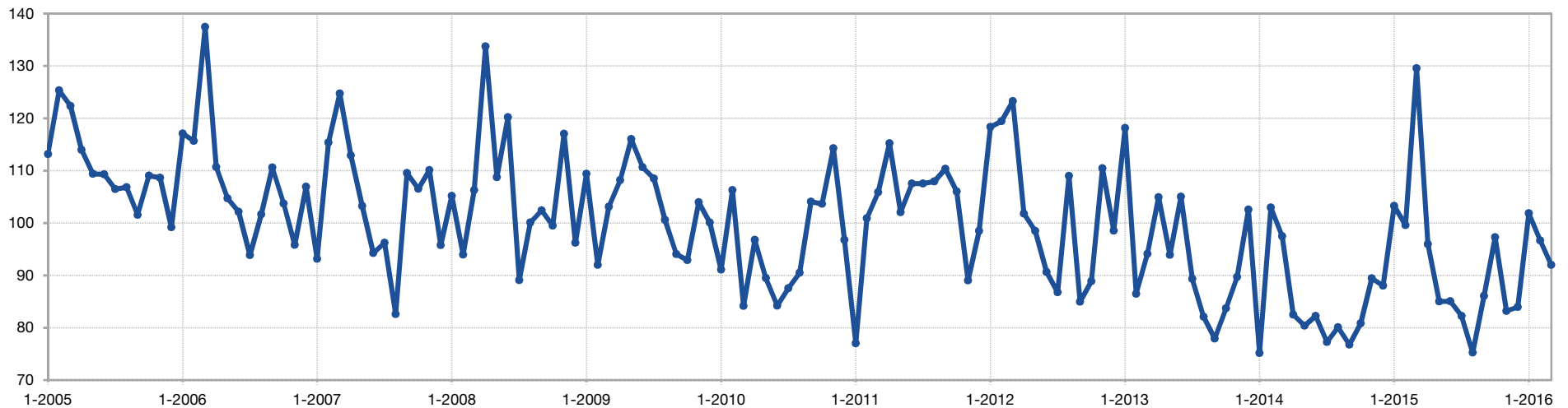


Year to Date



Days on Market	Prior Year	Percent Change
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%
November 2015	89	-6.7%
December 2015	88	-4.5%
January 2016	103	-1.0%
February 2016	100	-3.0%
March 2016	130	-29.2%
12-Month Avg	89	0.0%

Historical Days on Market Until Sale by Month

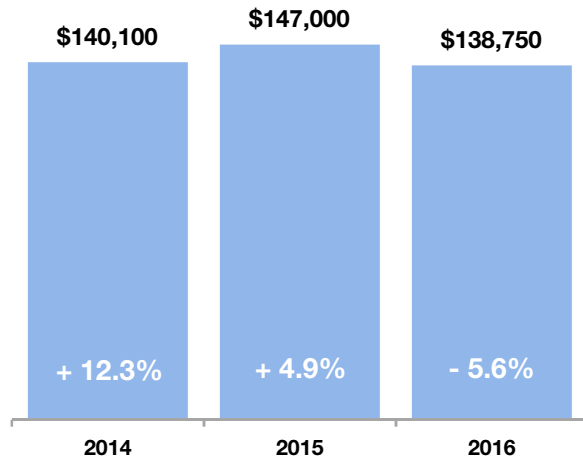


Median Sales Price

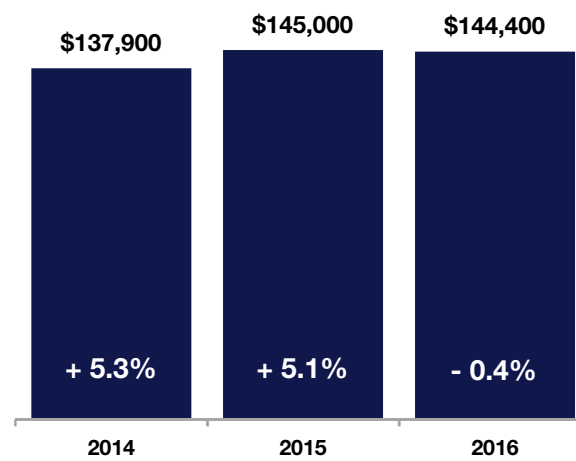
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



Median Sales Price	Prior Year	Percent Change
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%
March 2016	\$138,750	\$147,000 -5.6%
12-Month Avg	\$151,987	\$148,621 +2.3%

Historical Median Sales Price by Month

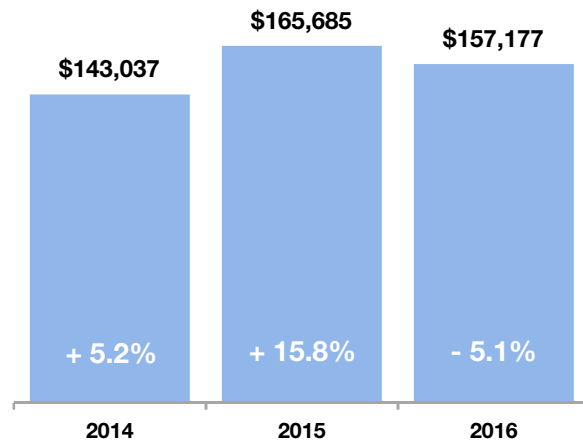


Average Sales Price

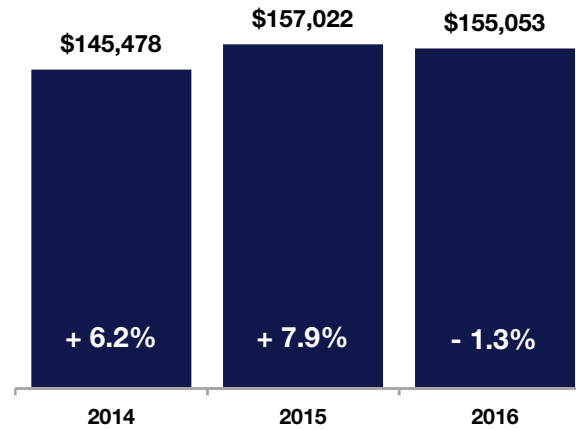
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
March 2016	\$157,177	\$165,685	-5.1%
12-Month Avg	\$166,017	\$165,088	+0.6%

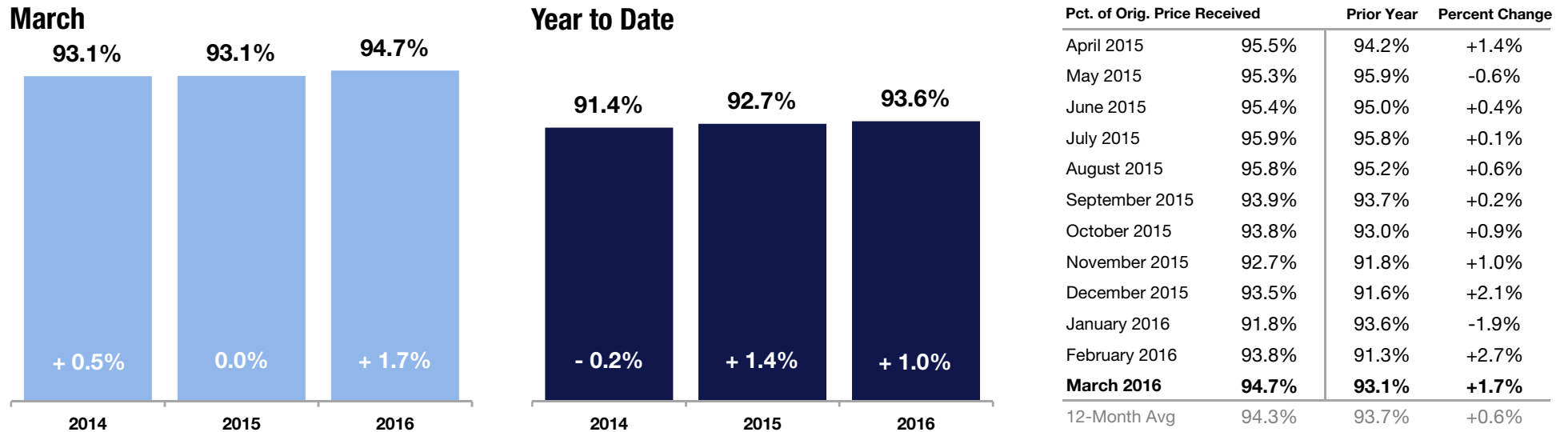
Historical Average Sales Price by Month



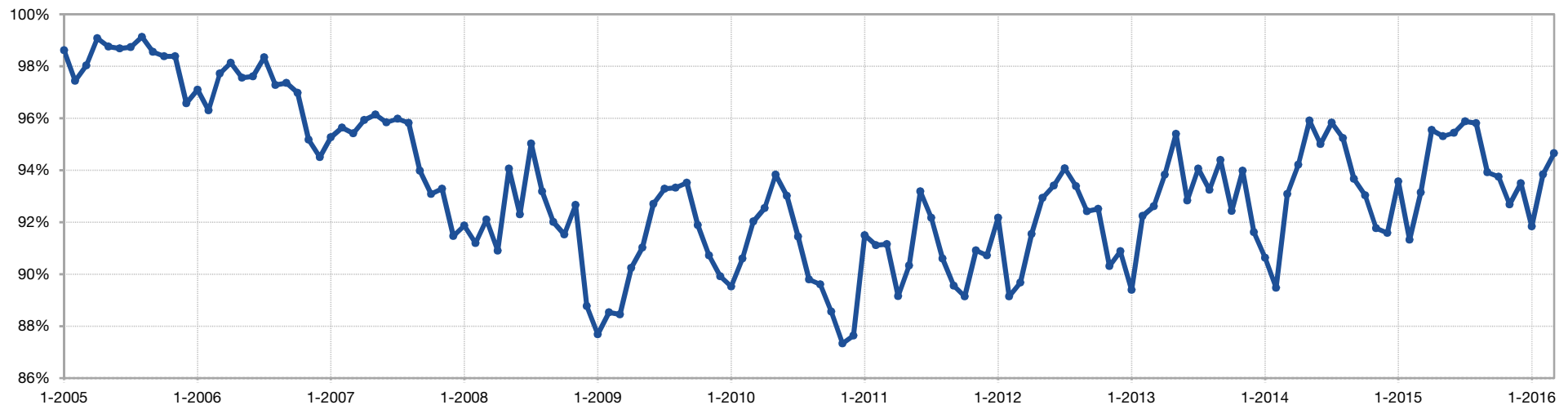
Percent of Original List Price Received



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.



Historical Percent of Original List Price Received by Month

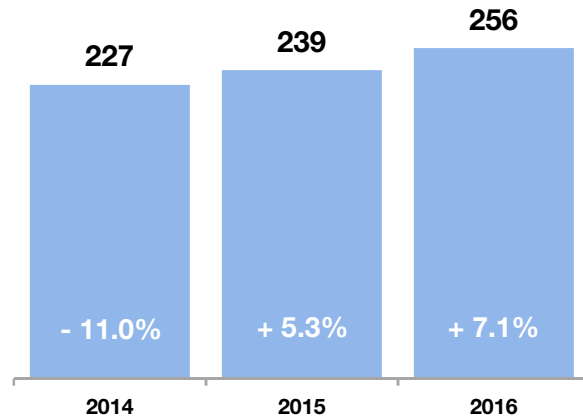


Housing Affordability Index

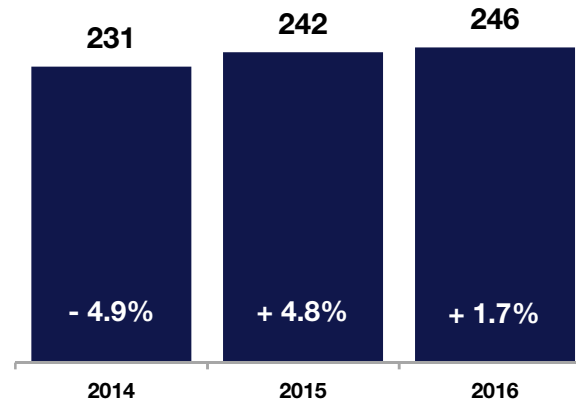


This index measures housing affordability for the region. An index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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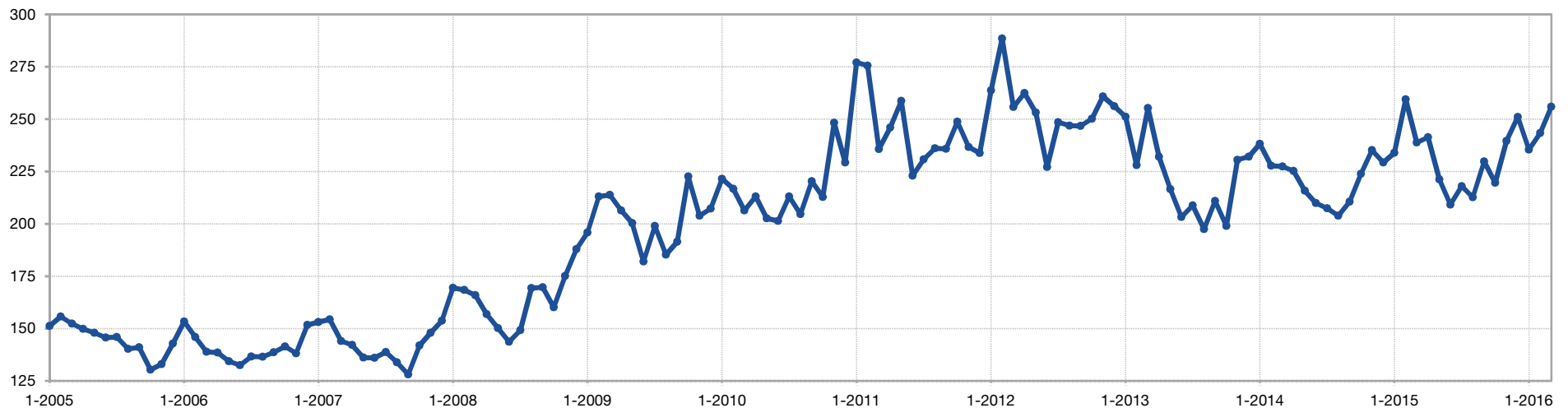


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2016	256	239	+7.1%
12-Month Avg	231	224	+3.1%

Historical Housing Affordability Index by Month

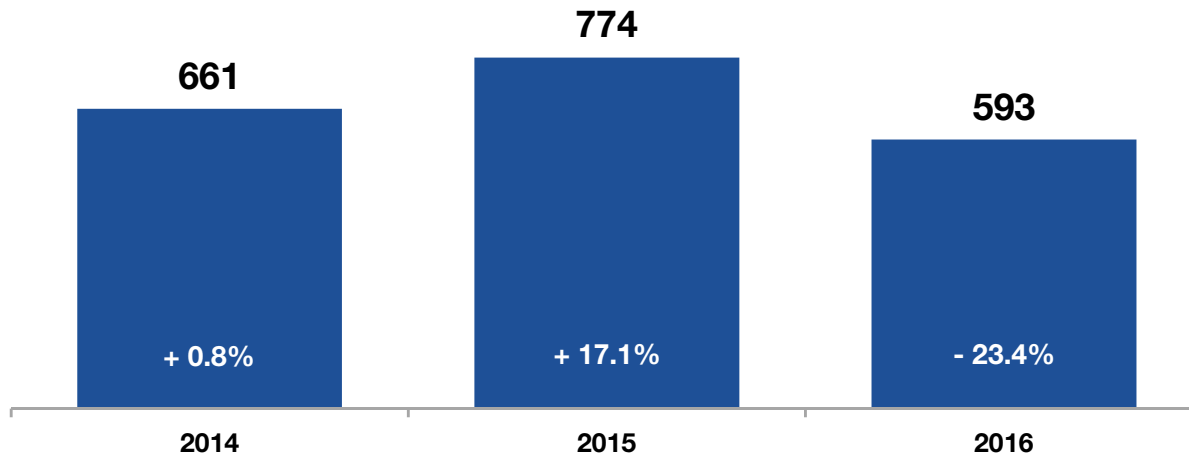


Inventory of Homes for Sale

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



March



Homes for Sale	Prior Year	Percent Change
April 2015	778	+2.2%
May 2015	816	+2.6%
June 2015	798	-4.7%
July 2015	801	-4.2%
August 2015	756	-11.1%
September 2015	690	-20.1%
October 2015	715	-10.4%
November 2015	645	-10.3%
December 2015	541	-10.7%
January 2016	523	-17.1%
February 2016	560	-19.2%
March 2016	593	-23.4%
12-Month Avg	685	-10.3%

Historical Inventory of Homes for Sale by Month

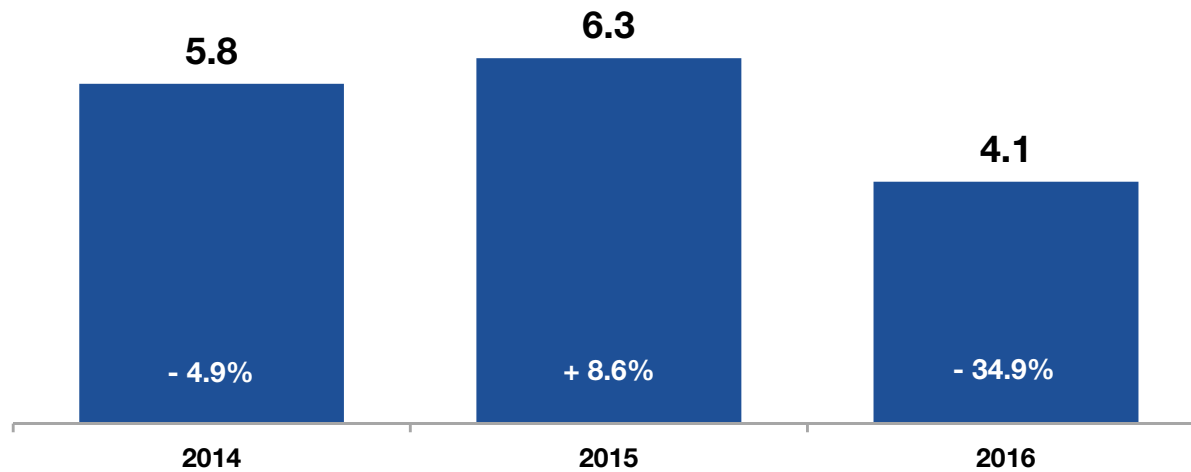


Months Supply of Inventory

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.

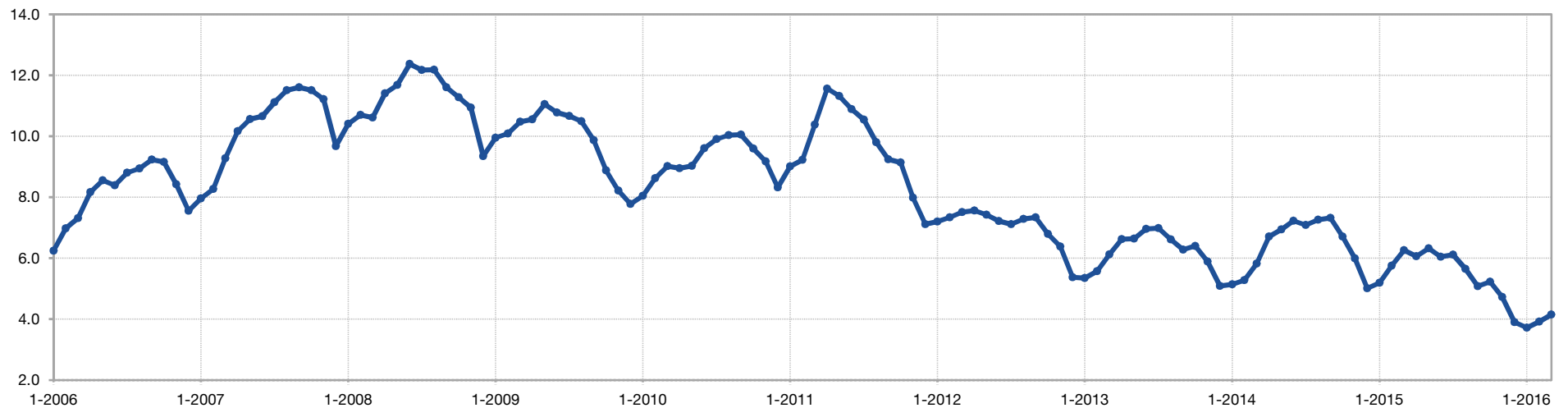


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Months Supply		Prior Year	Percent Change
April 2015	6.1	6.7	-9.0%
May 2015	6.3	6.9	-8.7%
June 2015	6.0	7.2	-16.7%
July 2015	6.1	7.1	-14.1%
August 2015	5.6	7.3	-23.3%
September 2015	5.1	7.3	-30.1%
October 2015	5.2	6.7	-22.4%
November 2015	4.7	6.0	-21.7%
December 2015	3.9	5.0	-22.0%
January 2016	3.7	5.2	-28.8%
February 2016	3.9	5.8	-32.8%
March 2016	4.1	6.3	-34.9%
12-Month Avg	5.1	6.5	-21.5%

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 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	YTD 2015	YTD 2016	+ / -	3-2015	3-2016	+ / -	3-2015	3-2016	+ / -
Albany	16	13	-18.8%	9	8	-11.1%	\$156,630	\$151,250	-3.4%	14	8	-42.9%	3.4	2.1	-37.9%
Avon	18	22	+22.2%	2	8	+300.0%	\$251,856	\$157,450	-37.5%	27	16	-40.7%	7.8	4.0	-48.8%
Clearwater	19	23	+21.1%	9	13	+44.4%	\$145,000	\$162,900	+12.3%	25	21	-16.0%	6.3	3.2	-49.6%
Cold Spring	40	52	+30.0%	22	19	-13.6%	\$158,000	\$161,950	+2.5%	66	57	-13.6%	7.1	5.4	-23.9%
Eden Lake Twp	3	4	+33.3%	1	0	-100.0%	\$132,000	\$0	-100.0%	8	3	-62.5%	6.0	1.9	-68.8%
Eden Valley	12	8	-33.3%	8	6	-25.0%	\$122,200	\$129,620	+6.1%	21	14	-33.3%	7.6	4.9	-35.3%
Fair Haven Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Foley	32	37	+15.6%	14	13	-7.1%	\$139,950	\$189,000	+35.0%	30	18	-40.0%	4.9	1.8	-63.5%
Freeport	8	6	-25.0%	4	3	-25.0%	\$150,200	\$163,550	+8.9%	9	7	-22.2%	3.3	3.7	+10.5%
Holdingford	6	11	+83.3%	5	1	-80.0%	\$227,500	\$155,000	-31.9%	9	10	+11.1%	4.3	3.3	-22.6%
Kimball	20	18	-10.0%	2	8	+300.0%	\$186,715	\$188,500	+1.0%	20	22	+10.0%	4.5	6.0	+32.0%
Maine Prairie Twp	4	0	-100.0%	0	0	--	\$0	\$0	--	4	3	-25.0%	4.0	3.0	-25.0%
Melrose	21	19	-9.5%	6	11	+83.3%	\$143,912	\$125,000	-13.1%	25	29	+16.0%	6.4	6.3	-1.1%
Paynesville	23	10	-56.5%	5	7	+40.0%	\$124,900	\$97,900	-21.6%	38	27	-28.9%	15.2	6.4	-58.2%
Rice	33	34	+3.0%	9	15	+66.7%	\$159,900	\$170,000	+6.3%	37	34	-8.1%	5.6	5.3	-4.5%
Richmond	42	29	-31.0%	7	8	+14.3%	\$144,200	\$233,000	+61.6%	53	43	-18.9%	10.6	6.9	-35.1%
Rockville	5	6	+20.0%	3	0	-100.0%	\$177,000	\$0	-100.0%	6	3	-50.0%	2.8	1.3	-55.3%
Sartell	123	100	-18.7%	38	50	+31.6%	\$172,900	\$184,500	+6.7%	159	101	-36.5%	6.3	3.7	-40.4%
Sauk Centre	46	33	-28.3%	12	15	+25.0%	\$156,500	\$164,500	+5.1%	51	44	-13.7%	8.4	6.0	-28.4%
Sauk Rapids	103	75	-27.2%	30	43	+43.3%	\$166,000	\$155,900	-6.1%	123	57	-53.7%	7.2	2.6	-63.4%
Saint Cloud	349	319	-8.6%	144	166	+15.3%	\$121,484	\$125,000	+2.9%	405	390	-3.7%	6.0	5.0	-17.6%
Saint Joseph	49	28	-42.9%	12	23	+91.7%	\$183,000	\$145,000	-20.8%	46	21	-54.3%	5.5	2.2	-60.3%
Saint Augusta	18	12	-33.3%	8	6	-25.0%	\$204,993	\$186,750	-8.9%	16	12	-25.0%	6.4	3.8	-40.8%
Waite Park	27	21	-22.2%	17	16	-5.9%	\$148,000	\$159,700	+7.9%	41	24	-41.5%	7.3	3.9	-47.0%
Wakefield Twp	0	2	--	0	0	--	\$0	\$0	--	0	2	--	0.0	0.0	--