



Monthly Indicators

September 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.

Activity Snapshot

- 6.0% **+ 12.5%** **- 15.7%**

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.



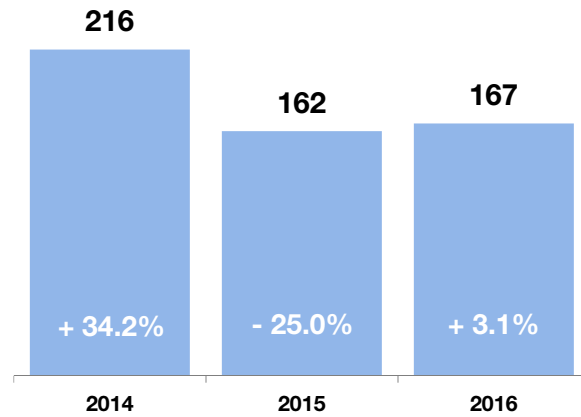
Key Metrics	Historical Sparkbars	9-2015	9-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		162	167	+ 3.1%	1,958	1,867	- 4.6%
Pending Sales		142	137	- 3.5%	1,342	1,474	+ 9.8%
Closed Sales		167	157	- 6.0%	1,273	1,421	+ 11.6%
Days on Market		86	77	- 10.5%	90	74	- 17.8%
Median Sales Price		\$152,500	\$171,500	+ 12.5%	\$155,000	\$160,000	+ 3.2%
Avg. Sales Price		\$171,931	\$185,962	+ 8.2%	\$169,907	\$174,098	+ 2.5%
Pct. of Orig. Price Received		93.9%	95.2%	+ 1.4%	94.8%	95.5%	+ 0.7%
Affordability Index		230	206	- 10.4%	226	220	- 2.7%
Homes for Sale		689	581	- 15.7%	--	--	--
Months Supply		5.1	3.9	- 23.5%	--	--	--

New Listings

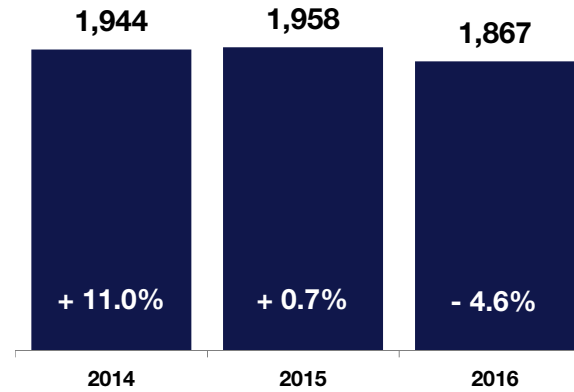
A count of the properties that have been newly listed on the market in a given month.



September



Year to Date



	New Listings	Prior Year	Percent Change
October 2015	214	162	+32.1%
November 2015	93	98	-5.1%
December 2015	89	73	+21.9%
January 2016	133	166	-19.9%
February 2016	189	185	+2.2%
March 2016	221	298	-25.8%
April 2016	262	242	+8.3%
May 2016	241	255	-5.5%
June 2016	231	231	0.0%
July 2016	200	224	-10.7%
August 2016	223	195	+14.4%
September 2016	167	162	+3.1%
12-Month Avg	189	191	-1.0%

Historical New Listings by Month

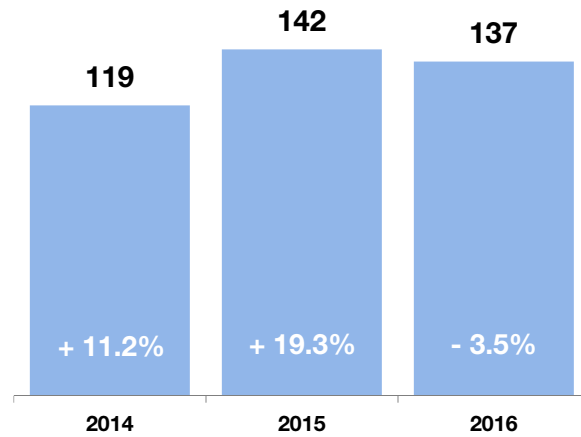


Pending Sales

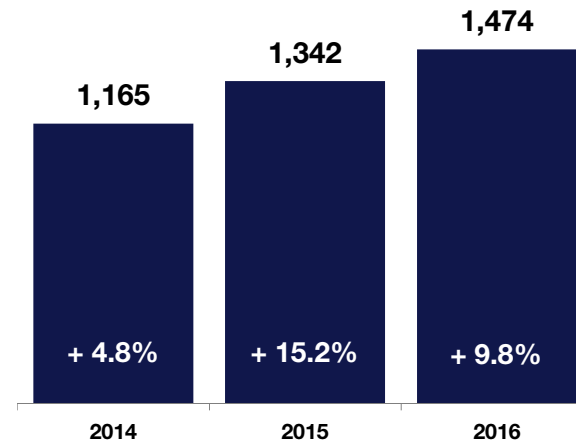
A count of the properties on which offers have been accepted in a given month.



September

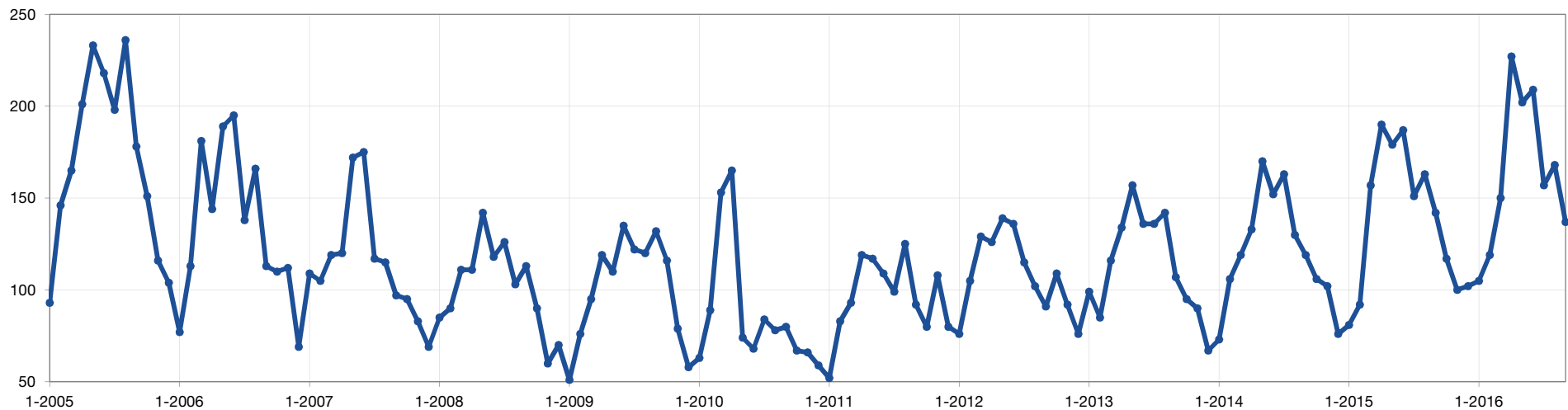


Year to Date



Pending Sales	Prior Year	Percent Change
October 2015	117	106 +10.4%
November 2015	100	102 -2.0%
December 2015	102	76 +34.2%
January 2016	105	81 +29.6%
February 2016	119	92 +29.3%
March 2016	150	157 -4.5%
April 2016	227	190 +19.5%
May 2016	202	179 +12.8%
June 2016	209	187 +11.8%
July 2016	157	151 +4.0%
August 2016	168	163 +3.1%
September 2016	137	142 -3.5%
12-Month Avg	149	136 +9.6%

Historical Pending Sales by Month

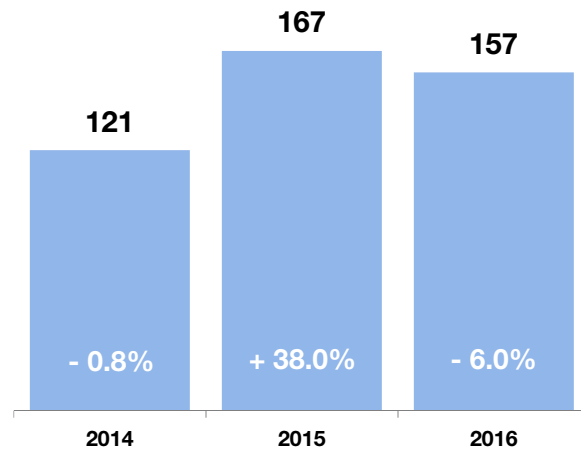


Closed Sales

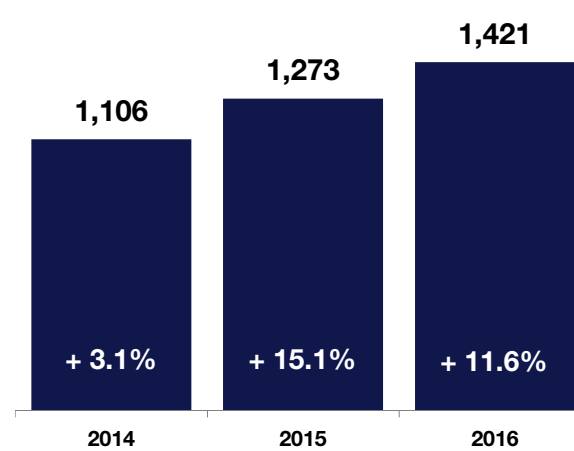
A count of the actual sales that closed in a given month.



September

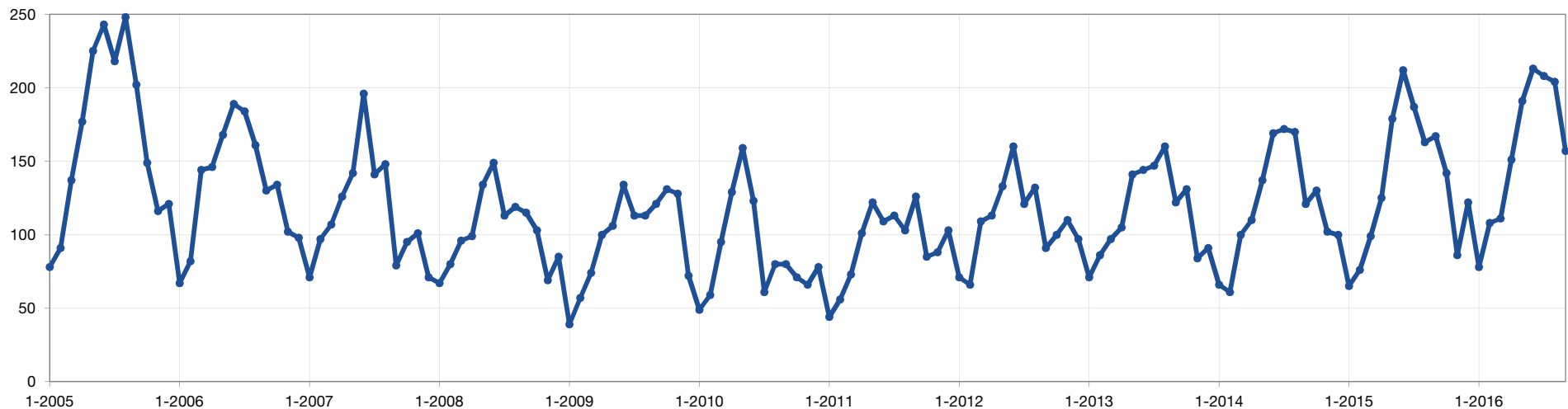


Year to Date



	Closed Sales	Prior Year	Percent Change
October 2015	142	130	+9.2%
November 2015	86	102	-15.7%
December 2015	122	100	+22.0%
January 2016	78	65	+20.0%
February 2016	108	76	+42.1%
March 2016	111	99	+12.1%
April 2016	151	125	+20.8%
May 2016	191	179	+6.7%
June 2016	213	212	+0.5%
July 2016	208	187	+11.2%
August 2016	204	163	+25.2%
September 2016	157	167	-6.0%
12-Month Avg	148	134	+10.4%

Historical Closed Sales by Month

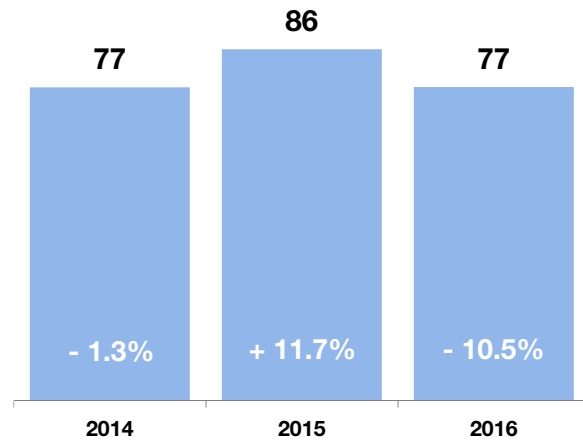


Days on Market Until Sale

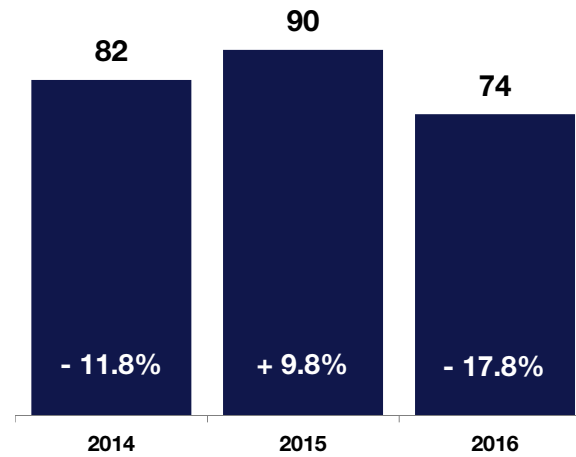
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

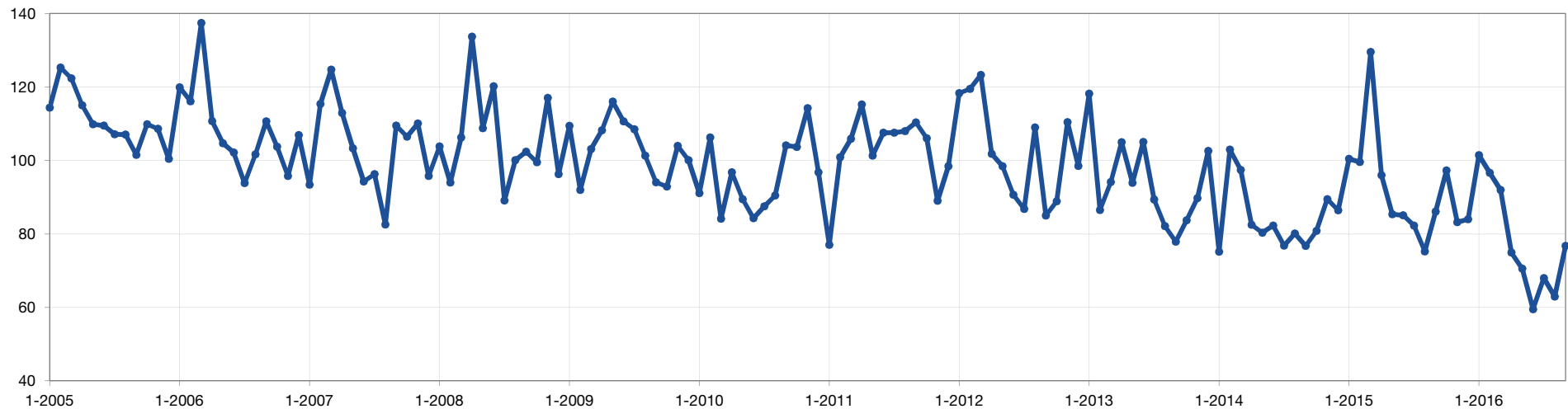


Year to Date



Days on Market	Prior Year	Percent Change	
October 2015	97	81	+19.8%
November 2015	83	89	-6.7%
December 2015	84	86	-2.3%
January 2016	101	100	+1.0%
February 2016	97	100	-3.0%
March 2016	92	130	-29.2%
April 2016	75	96	-21.9%
May 2016	71	85	-16.5%
June 2016	59	85	-30.6%
July 2016	68	82	-17.1%
August 2016	63	75	-16.0%
September 2016	77	86	-10.5%
12-Month Avg	81	91	-11.0%

Historical Days on Market Until Sale by Month

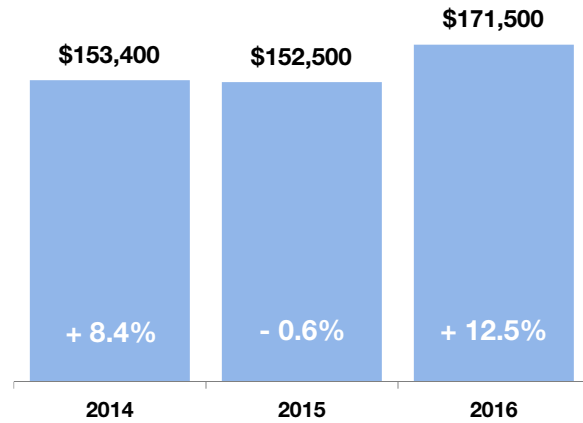


Median Sales Price

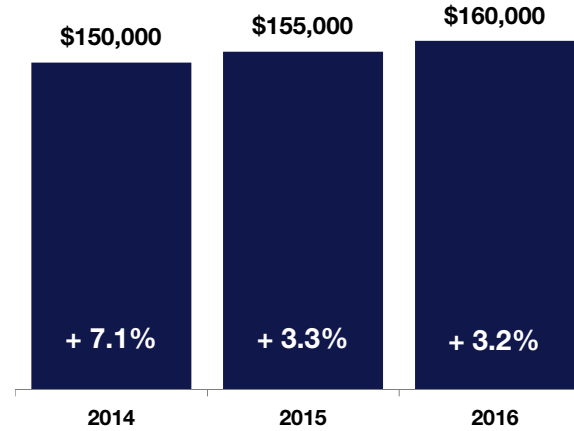
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

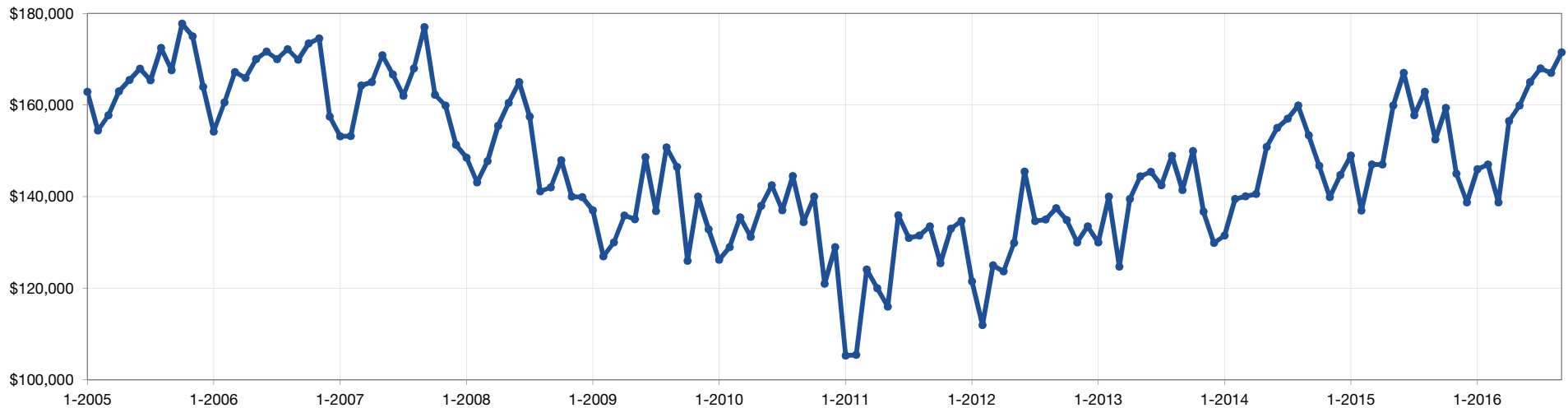


Year to Date



	Median Sales Price	Prior Year	Percent Change
October 2015	\$159,400	\$146,750	+8.6%
November 2015	\$145,000	\$139,900	+3.6%
December 2015	\$138,774	\$144,700	-4.1%
January 2016	\$146,000	\$149,000	-2.0%
February 2016	\$147,000	\$136,950	+7.3%
March 2016	\$138,750	\$147,000	-5.6%
April 2016	\$156,500	\$147,000	+6.5%
May 2016	\$159,900	\$159,898	+0.0%
June 2016	\$165,000	\$167,000	-1.2%
July 2016	\$168,000	\$157,750	+6.5%
August 2016	\$167,000	\$162,900	+2.5%
September 2016	\$171,500	\$152,500	+12.5%
12-Month Avg	\$155,235	\$150,946	+2.8%

Historical Median Sales Price by Month

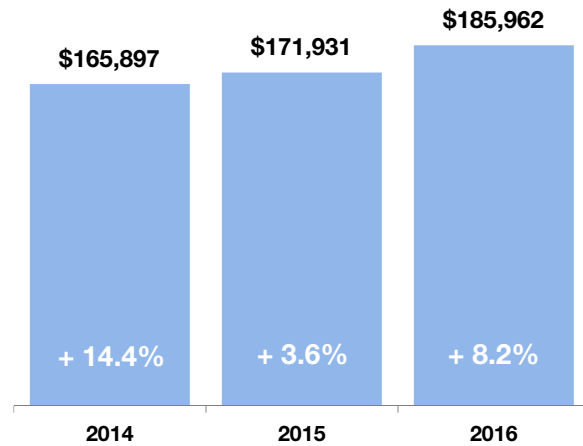


Average Sales Price

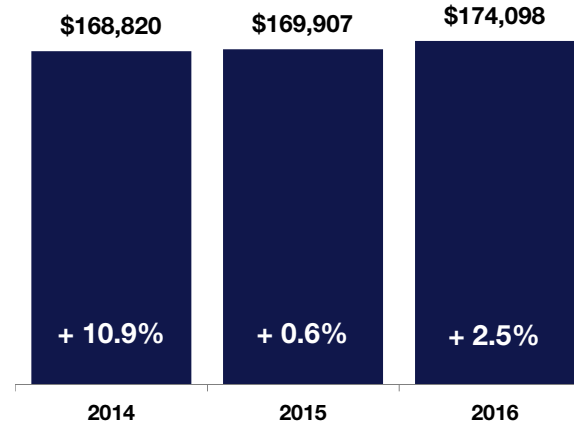
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September

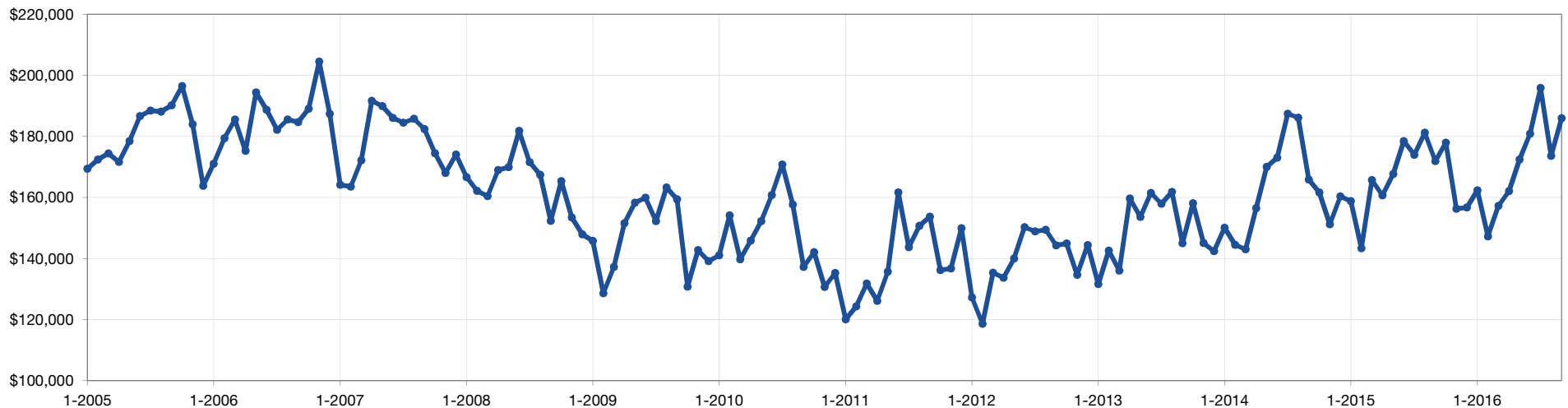


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
October 2015	\$177,951	\$161,627	+10.1%
November 2015	\$156,300	\$151,272	+3.3%
December 2015	\$156,774	\$160,339	-2.2%
January 2016	\$162,366	\$158,820	+2.2%
February 2016	\$147,303	\$143,385	+2.7%
March 2016	\$157,274	\$165,685	-5.1%
April 2016	\$162,080	\$160,747	+0.8%
May 2016	\$172,451	\$167,709	+2.8%
June 2016	\$180,908	\$178,467	+1.4%
July 2016	\$195,845	\$173,959	+12.6%
August 2016	\$173,608	\$181,268	-4.2%
September 2016	\$185,962	\$171,931	+8.2%
12-Month Avg	\$169,069	\$164,601	+2.7%

Historical Average Sales Price by Month

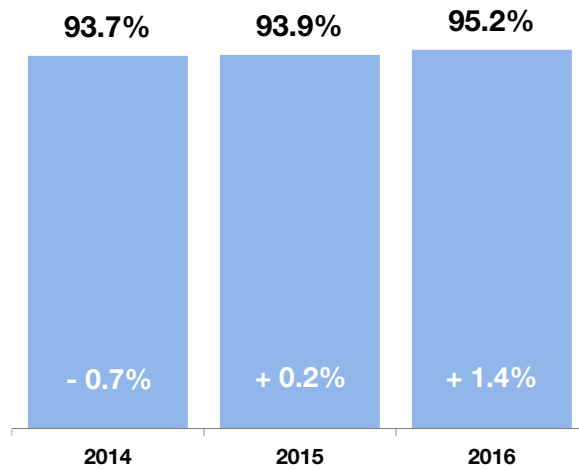


Percent of Original List Price Received

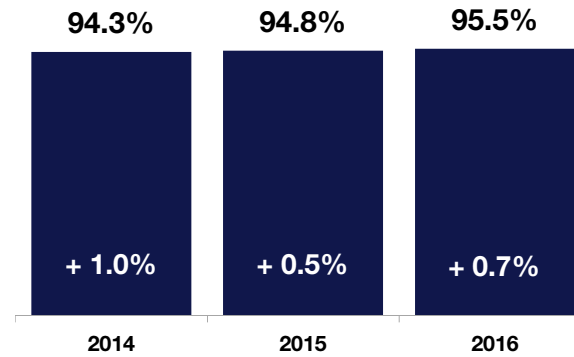


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

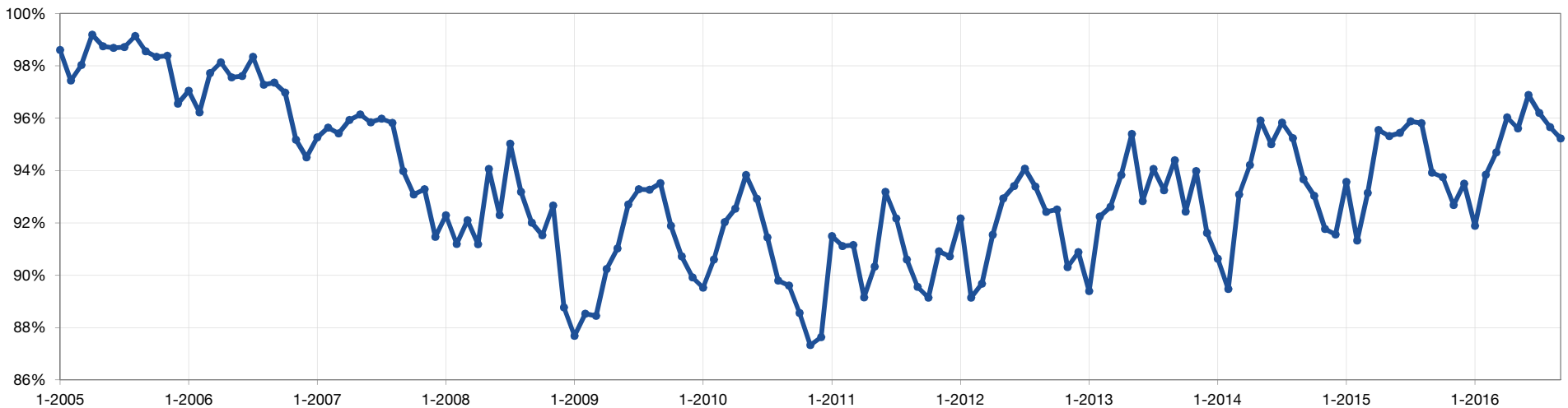


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
October 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	91.9%	93.6%	-1.8%
February 2016	93.8%	91.3%	+2.7%
March 2016	94.7%	93.1%	+1.7%
April 2016	96.0%	95.5%	+0.5%
May 2016	95.6%	95.3%	+0.3%
June 2016	96.9%	95.4%	+1.6%
July 2016	96.2%	95.9%	+0.3%
August 2016	95.7%	95.8%	-0.1%
September 2016	95.2%	93.9%	+1.4%
12-Month Avg	94.7%	93.9%	+0.9%

Historical Percent of Original List Price Received by Month

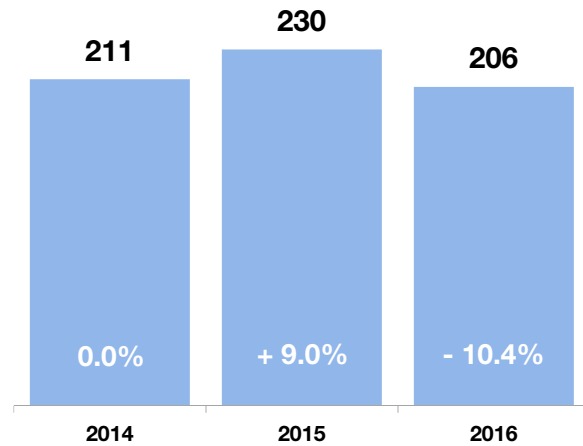


Housing Affordability Index

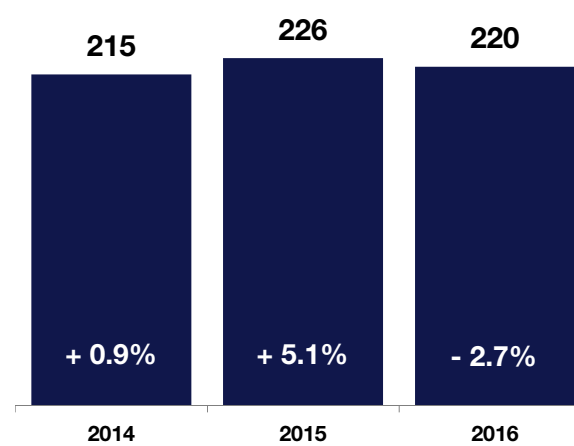


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September

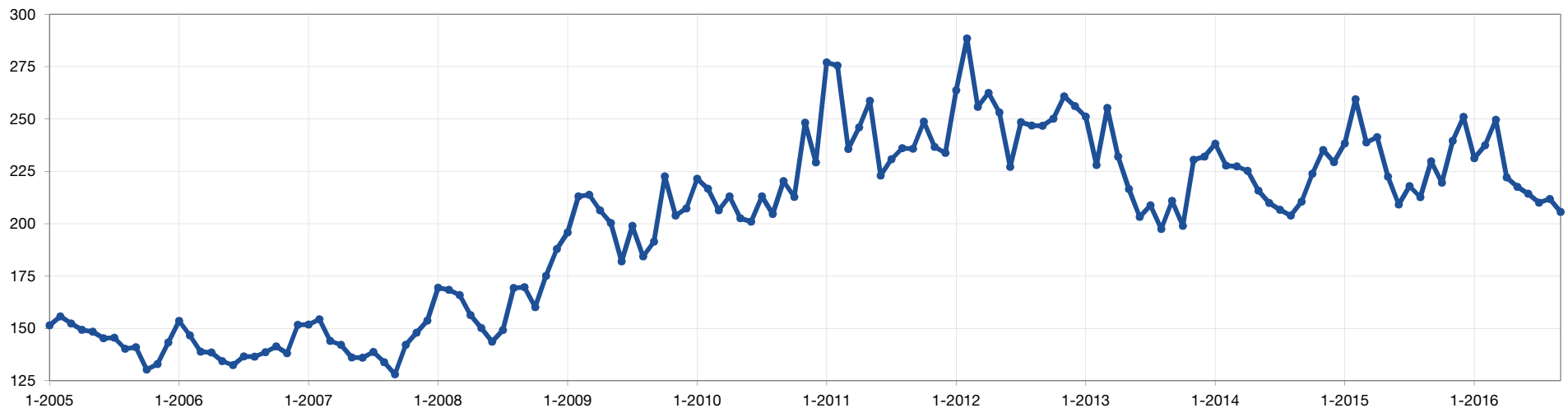


Year to Date



	Affordability Index	Prior Year	Percent Change
October 2015	220	224	-1.8%
November 2015	240	235	+2.1%
December 2015	251	229	+9.6%
January 2016	231	238	-2.9%
February 2016	237	259	-8.5%
March 2016	250	239	+4.6%
April 2016	222	241	-7.9%
May 2016	218	222	-1.8%
June 2016	214	209	+2.4%
July 2016	210	218	-3.7%
August 2016	212	213	-0.5%
September 2016	206	230	-10.4%
12-Month Avg	226	230	-1.7%

Historical Housing Affordability Index by Month

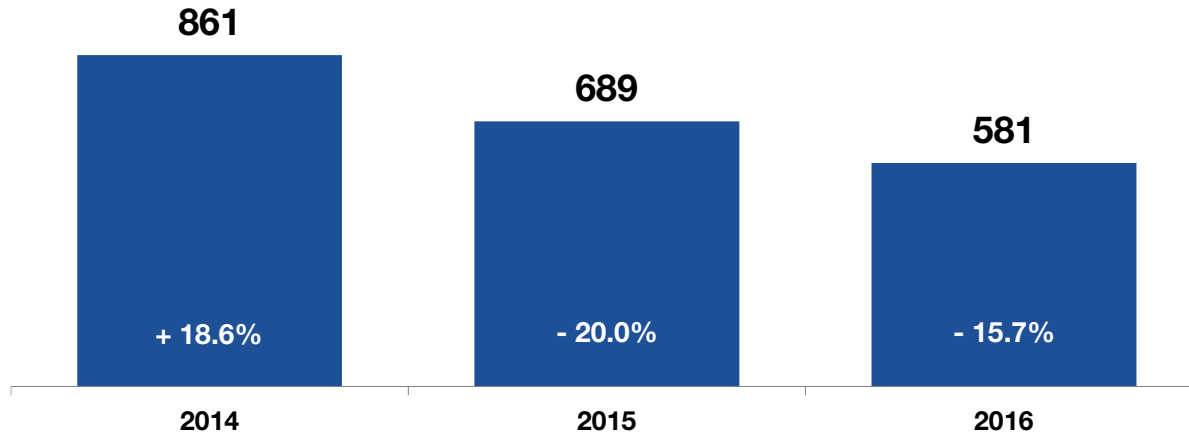


Inventory of Homes for Sale

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

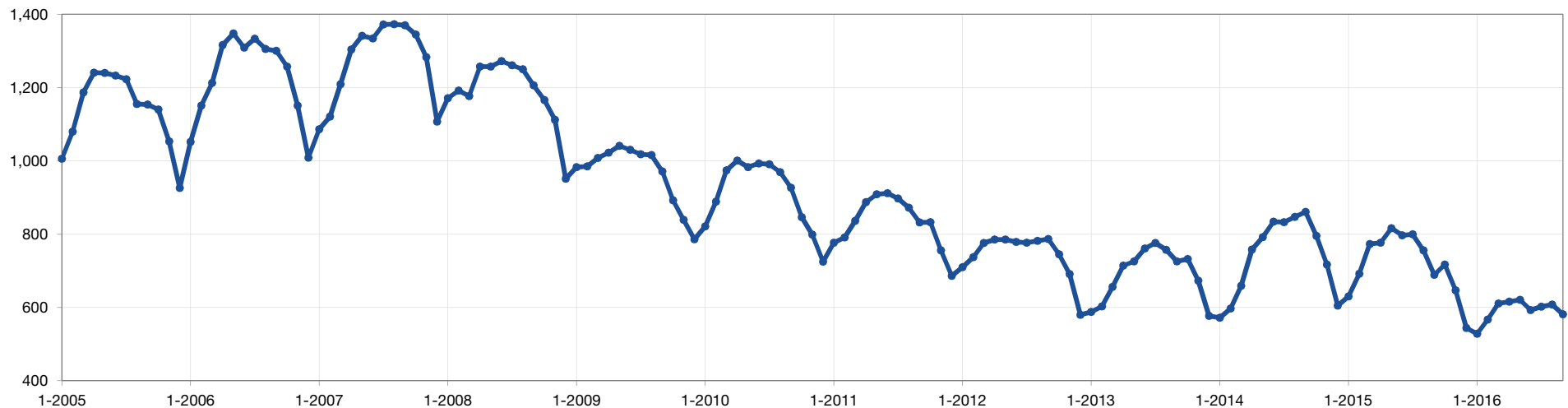


September



Homes for Sale		Prior Year	Percent Change
October 2015	717	795	-9.8%
November 2015	647	717	-9.8%
December 2015	544	605	-10.1%
January 2016	528	630	-16.2%
February 2016	567	692	-18.1%
March 2016	611	773	-21.0%
April 2016	616	777	-20.7%
May 2016	621	816	-23.9%
June 2016	593	797	-25.6%
July 2016	602	800	-24.8%
August 2016	608	756	-19.6%
September 2016	581	689	-15.7%
12-Month Avg	603	737	-18.2%

Historical Inventory of Homes for Sale by Month

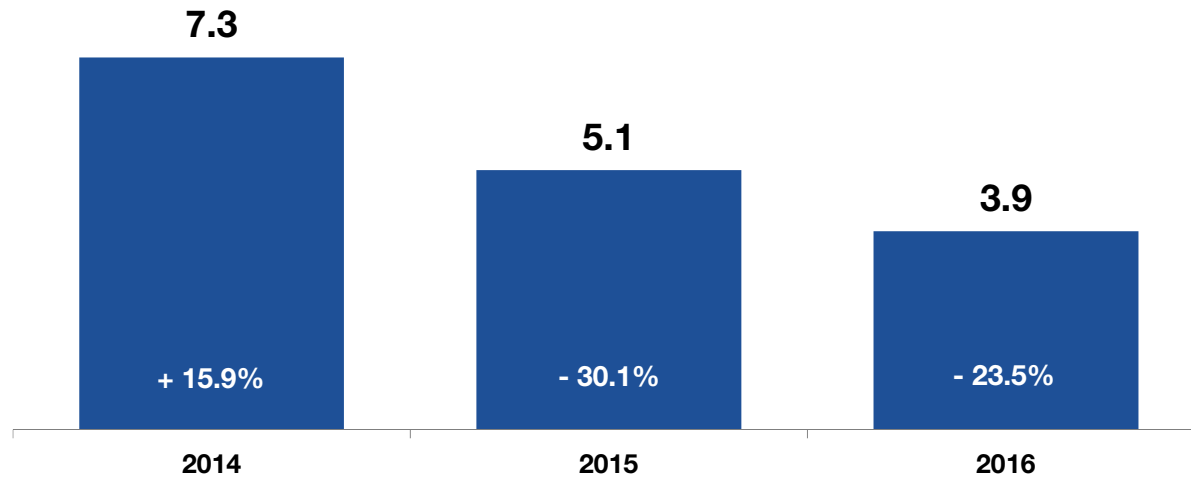


Months Supply of Inventory

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 2015	5.3	6.7	-20.9%
November 2015	4.7	6.0	-21.7%
December 2015	3.9	5.0	-22.0%
January 2016	3.8	5.2	-26.9%
February 2016	4.0	5.8	-31.0%
March 2016	4.3	6.3	-31.7%
April 2016	4.2	6.1	-31.1%
May 2016	4.2	6.3	-33.3%
June 2016	4.0	6.0	-33.3%
July 2016	4.0	6.1	-34.4%
August 2016	4.1	5.7	-28.1%
September 2016	3.9	5.1	-23.5%
12-Month Avg	4.2	5.8	-27.6%

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	+ / -	9-2015	9-2016	+ / -	9-2015	9-2016	+ / -
Albany	56	48	-14.3%	40	39	-2.5%	\$152,000	\$128,500	-15.5%	23	10	-56.5%	6.0	2.5	-58.3%
Avon	51	50	-2.0%	32	43	+34.4%	\$166,000	\$168,500	+1.5%	25	11	-56.0%	6.7	2.8	-59.0%
Clearwater	83	76	-8.4%	53	62	+17.0%	\$159,900	\$192,550	+20.4%	30	16	-46.7%	5.4	2.4	-55.3%
Cold Spring	130	118	-9.2%	82	90	+9.8%	\$180,000	\$189,900	+5.5%	63	41	-34.9%	7.3	4.2	-41.7%
Eden Lake Twp	9	9	0.0%	9	5	-44.4%	\$219,000	\$195,000	-11.0%	5	2	-60.0%	3.0	1.6	-46.7%
Eden Valley	33	20	-39.4%	24	15	-37.5%	\$111,450	\$124,900	+12.1%	14	8	-42.9%	5.4	4.4	-18.8%
Fair Haven Twp	3	4	+33.3%	1	4	+300.0%	\$125,000	\$189,750	+51.8%	2	0	-100.0%	2.0	0.0	-100.0%
Foley	133	104	-21.8%	77	72	-6.5%	\$145,900	\$166,232	+13.9%	46	25	-45.7%	5.3	3.0	-43.5%
Freeport	20	20	0.0%	16	15	-6.3%	\$143,950	\$166,525	+15.7%	6	6	0.0%	2.9	2.7	-5.5%
Holdingsford	30	28	-6.7%	19	21	+10.5%	\$154,000	\$142,500	-7.5%	10	5	-50.0%	4.6	1.5	-67.5%
Kimball	52	38	-26.9%	29	30	+3.4%	\$149,900	\$164,000	+9.4%	16	18	+12.5%	3.8	5.8	+52.2%
Maine Prairie Twp	5	1	-80.0%	1	0	-100.0%	\$355,000	\$0	-100.0%	4	3	-25.0%	4.0	3.0	-25.0%
Melrose	66	48	-27.3%	28	39	+39.3%	\$151,450	\$130,000	-14.2%	39	19	-51.3%	11.3	3.9	-65.8%
Paynesville	60	62	+3.3%	31	31	0.0%	\$126,500	\$137,675	+8.8%	33	27	-18.2%	10.2	6.8	-33.5%
Rice	106	109	+2.8%	55	72	+30.9%	\$167,000	\$169,000	+1.2%	42	31	-26.2%	6.6	4.3	-34.8%
Richmond	114	91	-20.2%	52	52	0.0%	\$151,500	\$218,950	+44.5%	51	44	-13.7%	9.9	7.4	-24.7%
Rockville	27	17	-37.0%	10	9	-10.0%	\$163,000	\$146,500	-10.1%	12	6	-50.0%	6.0	3.0	-50.0%
Sartell	336	370	+10.1%	262	262	0.0%	\$194,575	\$188,950	-2.9%	97	105	+8.2%	3.6	3.8	+5.3%
Sauk Centre	92	98	+6.5%	59	67	+13.6%	\$145,000	\$155,000	+6.9%	35	32	-8.6%	5.4	4.4	-18.6%
Sauk Rapids	276	249	-9.8%	171	210	+22.8%	\$159,950	\$170,500	+6.6%	91	66	-27.5%	5.0	3.0	-39.5%
Saint Cloud	1,129	1,029	-8.9%	692	788	+13.9%	\$131,400	\$137,525	+4.7%	435	354	-18.6%	5.8	4.3	-26.5%
Saint Joseph	132	121	-8.3%	90	88	-2.2%	\$171,800	\$174,250	+1.4%	37	29	-21.6%	3.9	3.1	-20.2%
Saint Augusta	52	45	-13.5%	29	26	-10.3%	\$162,900	\$201,750	+23.8%	21	25	+19.0%	7.0	8.3	+19.0%
Waite Park	85	98	+15.3%	58	73	+25.9%	\$143,063	\$154,900	+8.3%	29	27	-6.9%	4.8	3.5	-26.9%
Wakefield Twp	2	4	+100.0%	0	3	--	\$0	\$172,950	--	1	1	0.0%	0.0	1.0	--