



# Monthly Indicators

## November 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

**+ 33.7%**    **+ 15.5%**    **- 24.6%**

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.



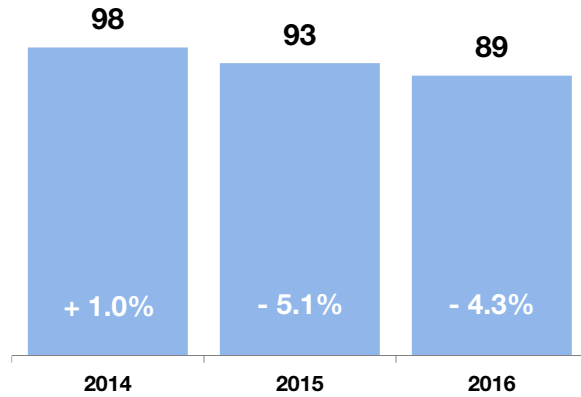
Key Metrics	Historical Sparkbars	11-2015	11-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
<b>New Listings</b>		93	<b>89</b>	- 4.3%	2,265	<b>2,117</b>	- 6.5%
<b>Pending Sales</b>		100	<b>100</b>	0.0%	1,559	<b>1,709</b>	+ 9.6%
<b>Closed Sales</b>		86	<b>115</b>	+ 33.7%	1,501	<b>1,684</b>	+ 12.2%
<b>Days on Market</b>		83	<b>68</b>	- 18.1%	90	<b>72</b>	- 20.0%
<b>Median Sales Price</b>		\$145,000	<b>\$167,500</b>	+ 15.5%	\$155,000	<b>\$160,950</b>	+ 3.8%
<b>Avg. Sales Price</b>		\$156,300	<b>\$184,132</b>	+ 17.8%	\$169,897	<b>\$175,632</b>	+ 3.4%
<b>Pct. of Orig. Price Received</b>		92.7%	<b>94.7%</b>	+ 2.2%	94.6%	<b>95.4%</b>	+ 0.8%
<b>Affordability Index</b>		240	<b>202</b>	- 15.8%	224	<b>211</b>	- 5.8%
<b>Homes for Sale</b>		647	<b>488</b>	- 24.6%	--	<b>--</b>	--
<b>Months Supply</b>		4.7	<b>3.2</b>	- 31.9%	--	<b>--</b>	--

# New Listings

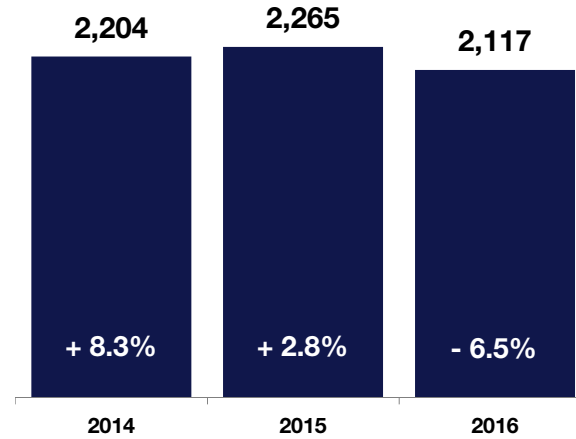
A count of the properties that have been newly listed on the market in a given month.



## November

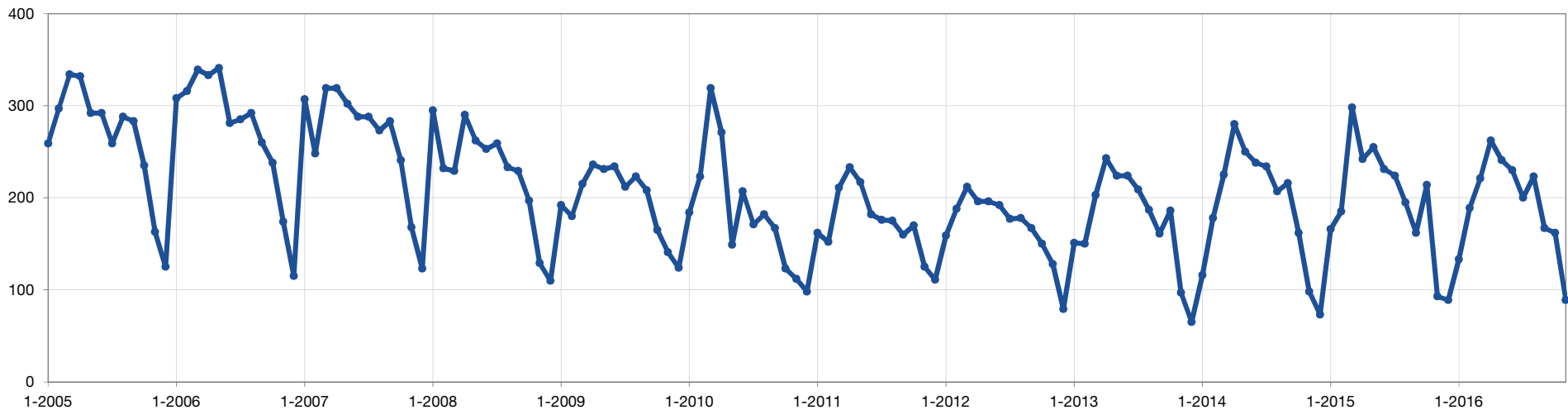


## Year to Date



	New Listings	Prior Year	Percent Change
December 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	230	231	-0.4%
July 2016	200	224	-10.7%
August 2016	223	195	+14.4%
September 2016	167	162	+3.1%
October 2016	162	214	-24.3%
<b>November 2016</b>	<b>89</b>	<b>93</b>	<b>-4.3%</b>
12-Month Avg	184	195	-5.6%

## Historical New Listings by Month

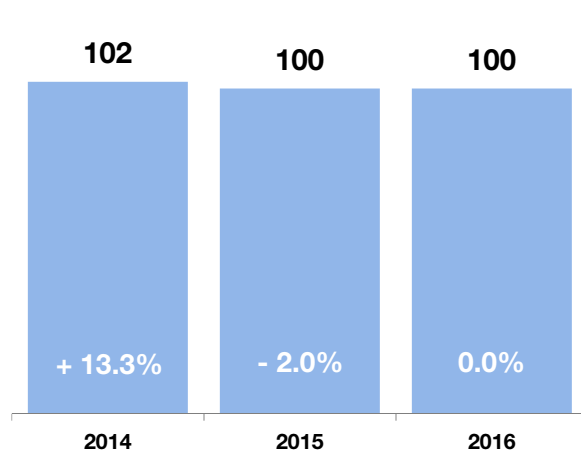


# Pending Sales

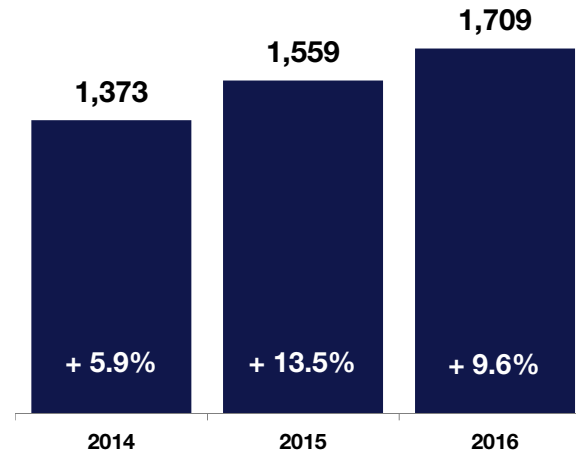
A count of the properties on which offers have been accepted in a given month.



## November

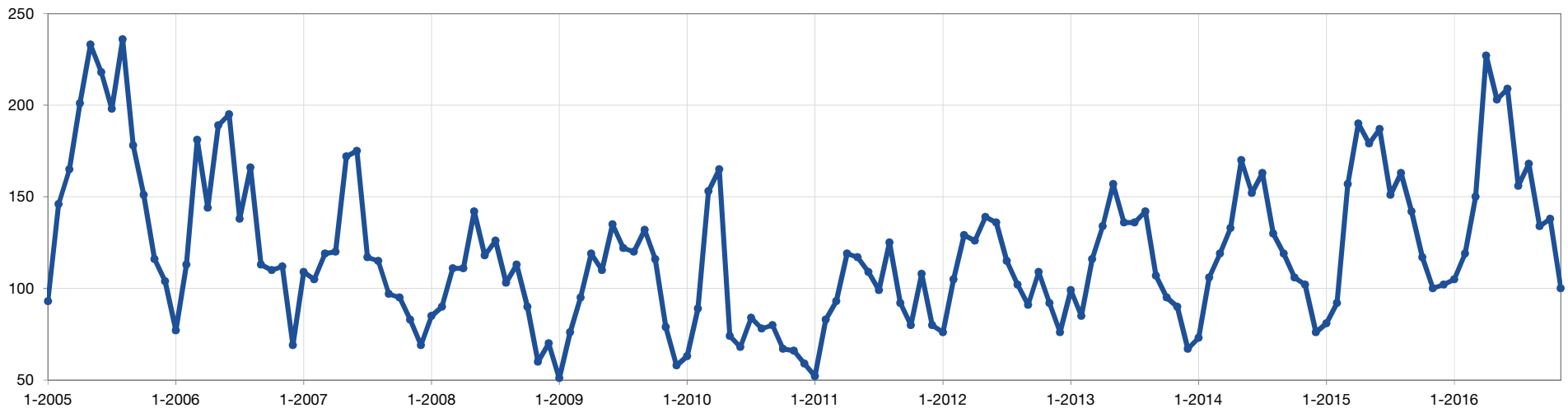


## Year to Date



	Pending Sales	Prior Year	Percent Change
December 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	203	179	+13.4%
June 2016	209	187	+11.8%
July 2016	156	151	+3.3%
August 2016	168	163	+3.1%
September 2016	134	142	-5.6%
October 2016	138	117	+17.9%
<b>November 2016</b>	<b>100</b>	<b>100</b>	<b>0.0%</b>
12-Month Avg	151	136	+11.0%

## Historical Pending Sales by Month

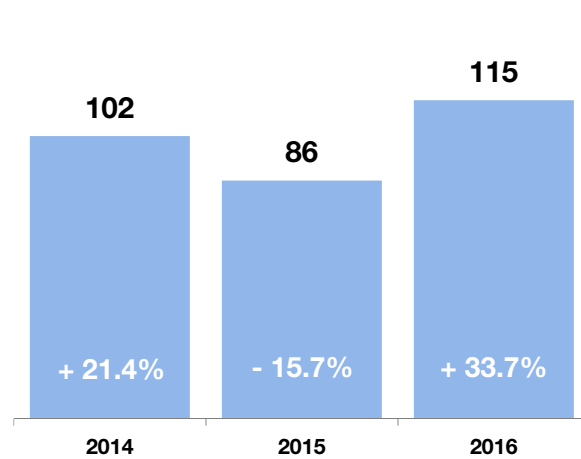


# Closed Sales

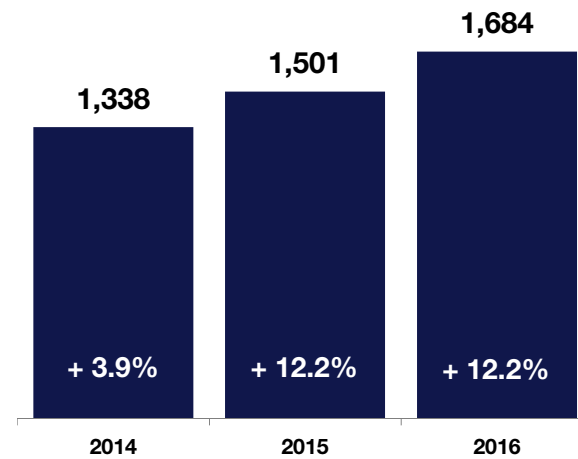
A count of the actual sales that closed in a given month.



## November



## Year to Date



Closed Sales	Prior Year	Percent Change
December 2015	122	+22.0%
January 2016	78	+20.0%
February 2016	108	+42.1%
March 2016	111	+12.1%
April 2016	151	+20.8%
May 2016	191	+6.7%
June 2016	213	+0.5%
July 2016	208	+11.2%
August 2016	204	+25.2%
September 2016	158	-5.4%
October 2016	147	+3.5%
<b>November 2016</b>	<b>115</b>	<b>+33.7%</b>
12-Month Avg	151	+13.5%

## Historical Closed Sales by Month

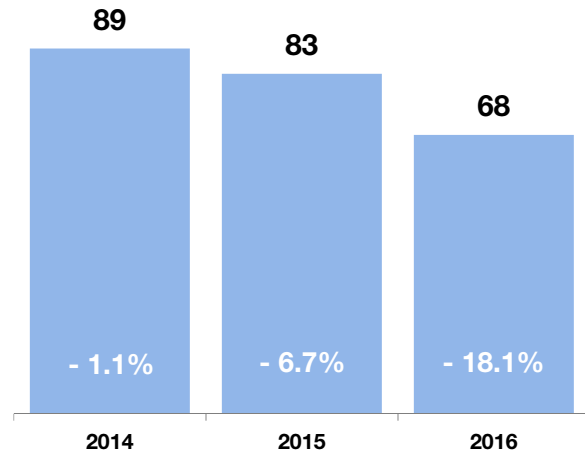


# Days on Market Until Sale

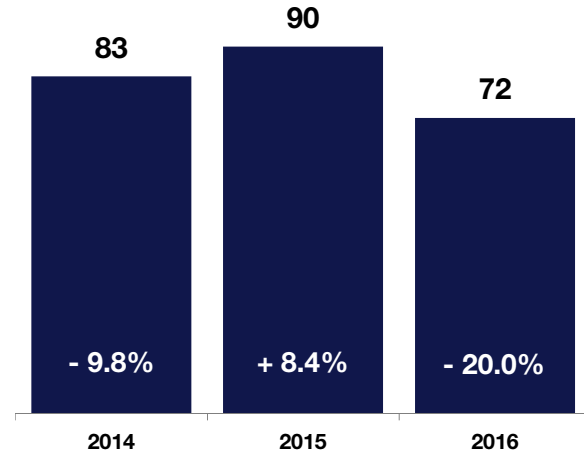
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

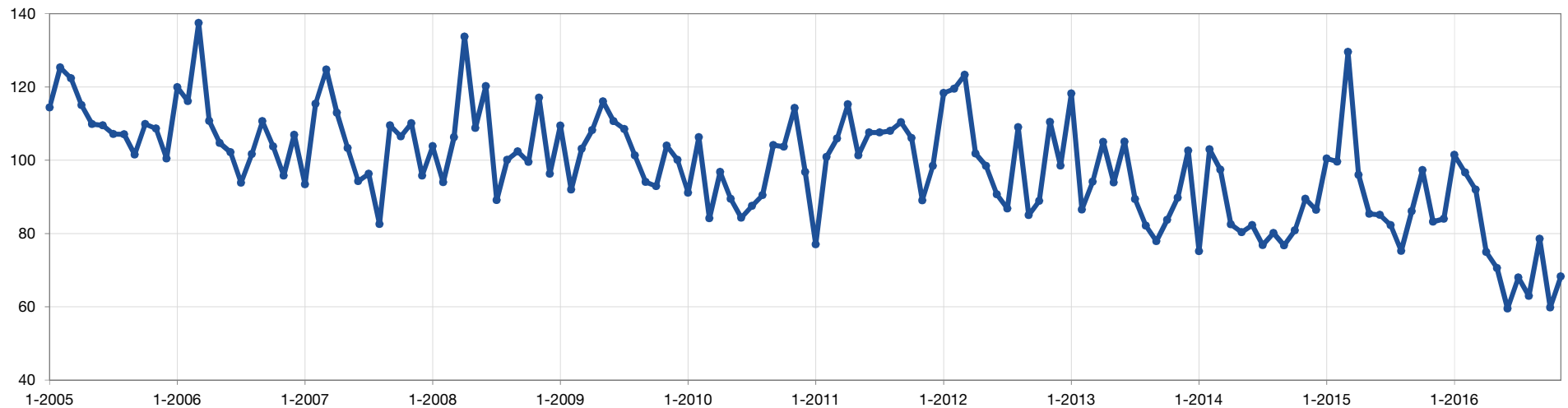


## Year to Date



Days on Market		Prior Year	Percent Change
December 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	79	86	-8.1%
October 2016	60	97	-38.1%
<b>November 2016</b>	<b>68</b>	<b>83</b>	<b>-18.1%</b>
12-Month Avg	76	92	-17.4%

## Historical Days on Market Until Sale by Month

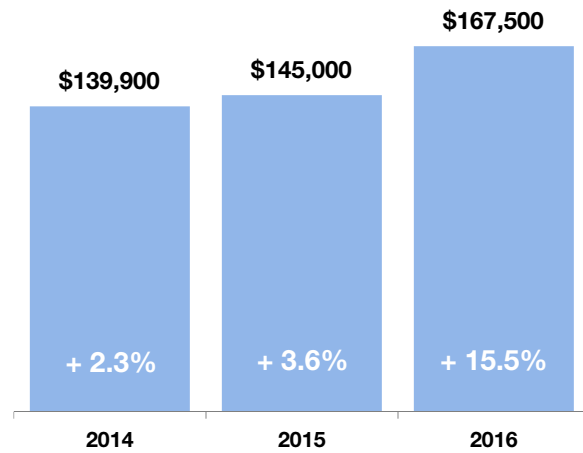


# Median Sales Price

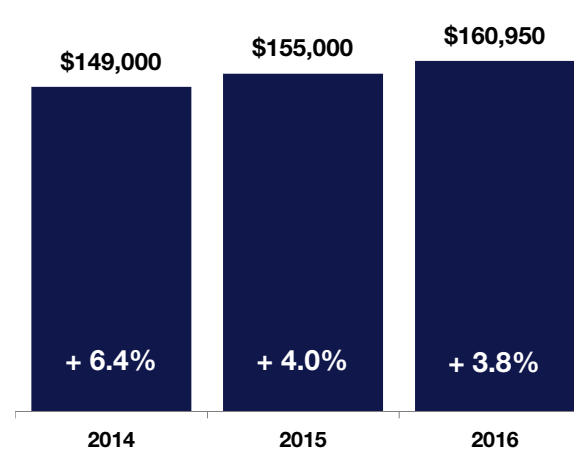
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November

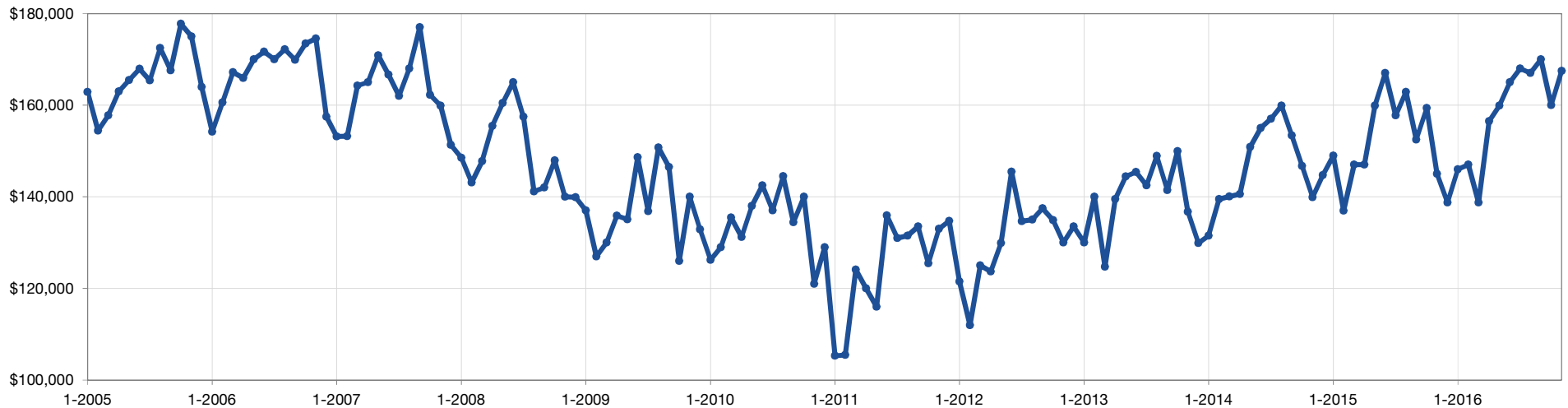


## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 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	\$170,000	\$152,500	+11.5%
October 2016	\$160,000	\$159,400	+0.4%
<b>November 2016</b>	<b>\$167,500</b>	<b>\$145,000</b>	<b>+15.5%</b>
12-Month Avg	\$157,035	\$152,425	+3.0%

## Historical Median Sales Price by Month

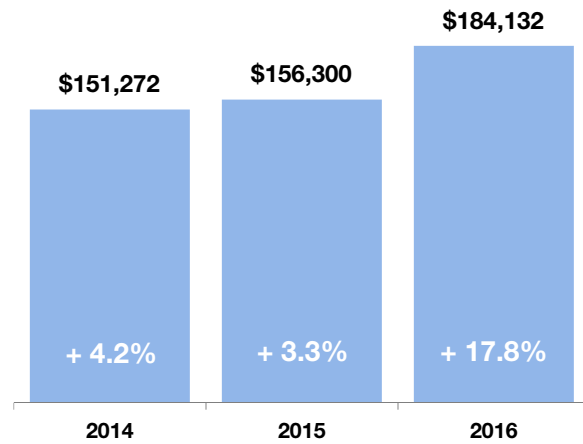


# Average Sales Price

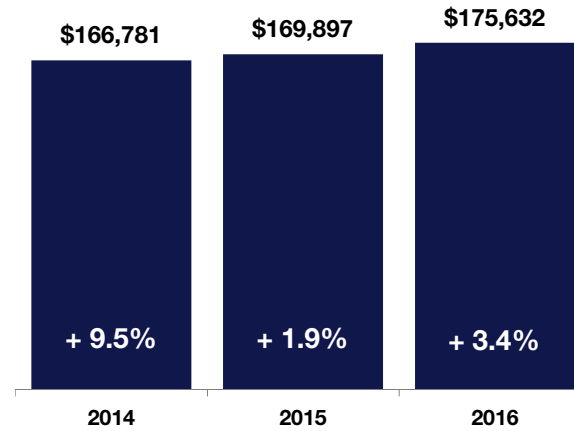
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November

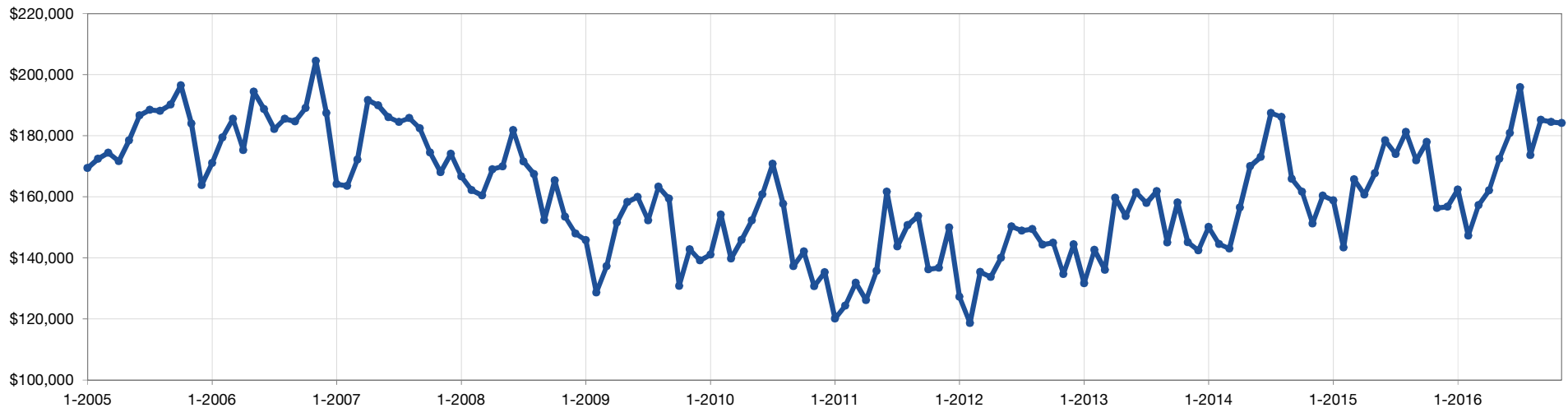


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 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	\$180,912	\$178,467	+1.4%
July 2016	\$195,845	\$173,959	+12.6%
August 2016	\$173,608	\$181,268	-4.2%
September 2016	\$185,179	\$171,931	+7.7%
October 2016	\$184,474	\$177,951	+3.7%
<b>November 2016</b>	<b>\$184,132</b>	<b>\$156,300</b>	<b>+17.8%</b>
12-Month Avg	\$171,867	\$166,380	+3.3%

## Historical Average Sales Price by Month



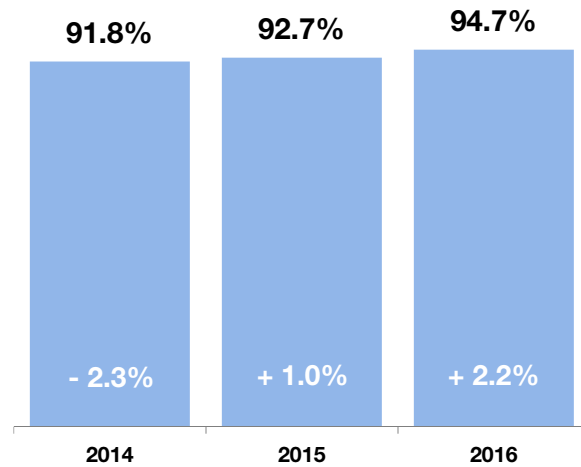


# Percent of Original List Price Received

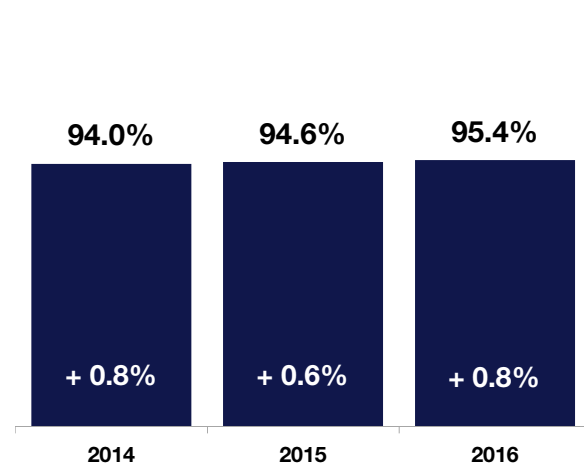


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

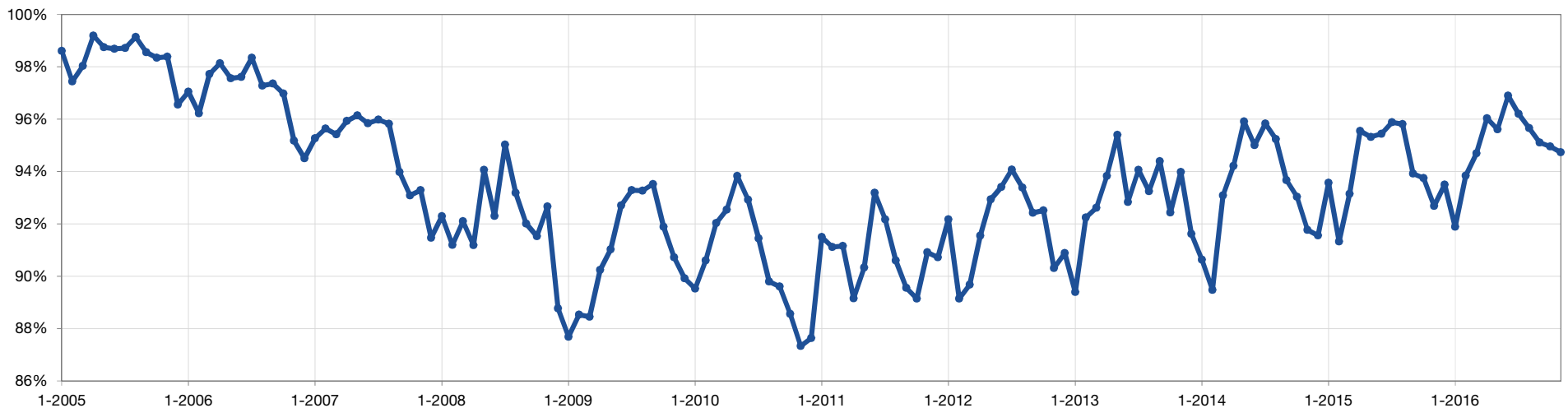


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
December 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	95.1%	93.9%	+1.3%
October 2016	95.0%	93.8%	+1.3%
<b>November 2016</b>	<b>94.7%</b>	<b>92.7%</b>	<b>+2.2%</b>
12-Month Avg	94.9%	94.0%	+1.0%

## Historical Percent of Original List Price Received by Month

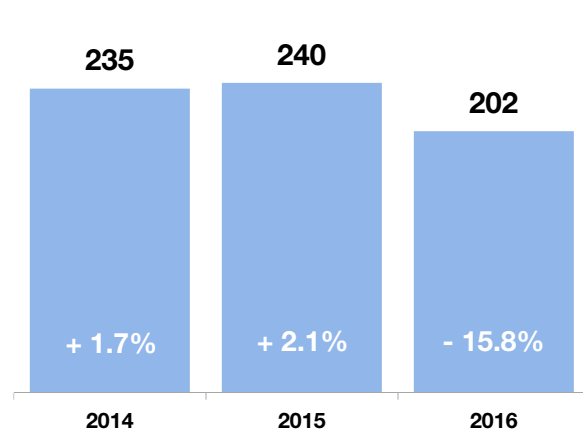


# Housing Affordability Index

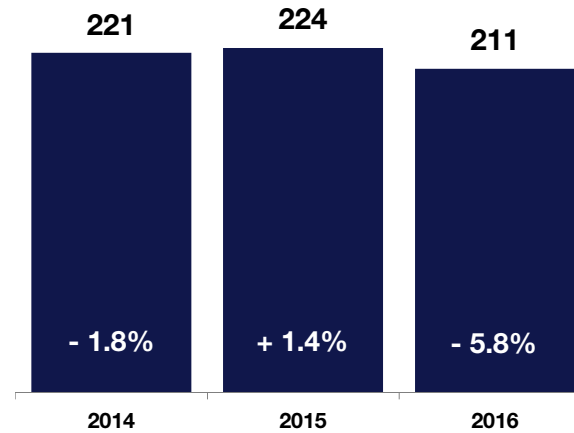


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November



## Year to Date



	Affordability Index	Prior Year	Percent Change
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	207	230	-10.0%
October 2016	223	220	+1.4%
<b>November 2016</b>	<b>202</b>	<b>240</b>	<b>-15.8%</b>
12-Month Avg	223	230	-3.0%

## Historical Housing Affordability Index by Month

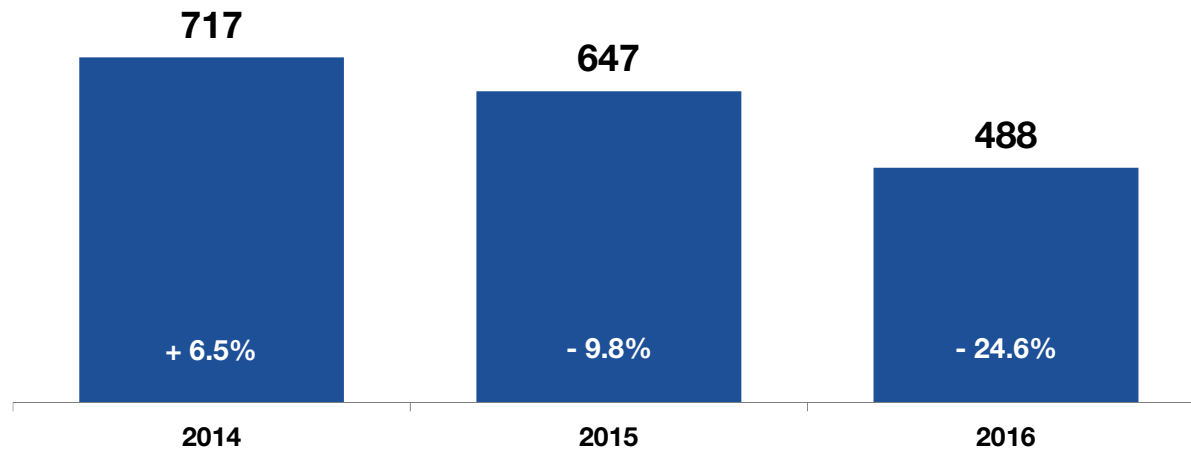


# Inventory of Homes for Sale

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 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	592	797	-25.7%
July 2016	602	800	-24.8%
August 2016	608	756	-19.6%
September 2016	586	689	-14.9%
October 2016	550	717	-23.3%
<b>November 2016</b>	<b>488</b>	<b>647</b>	<b>-24.6%</b>
12-Month Avg	576	725	-20.6%

## Historical Inventory of Homes for Sale by Month

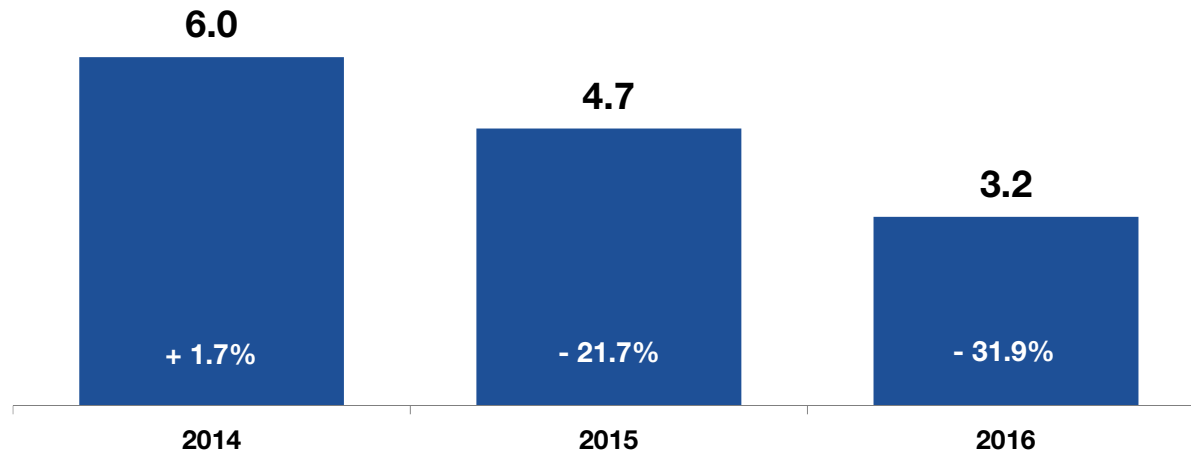


# Months Supply of Inventory

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.

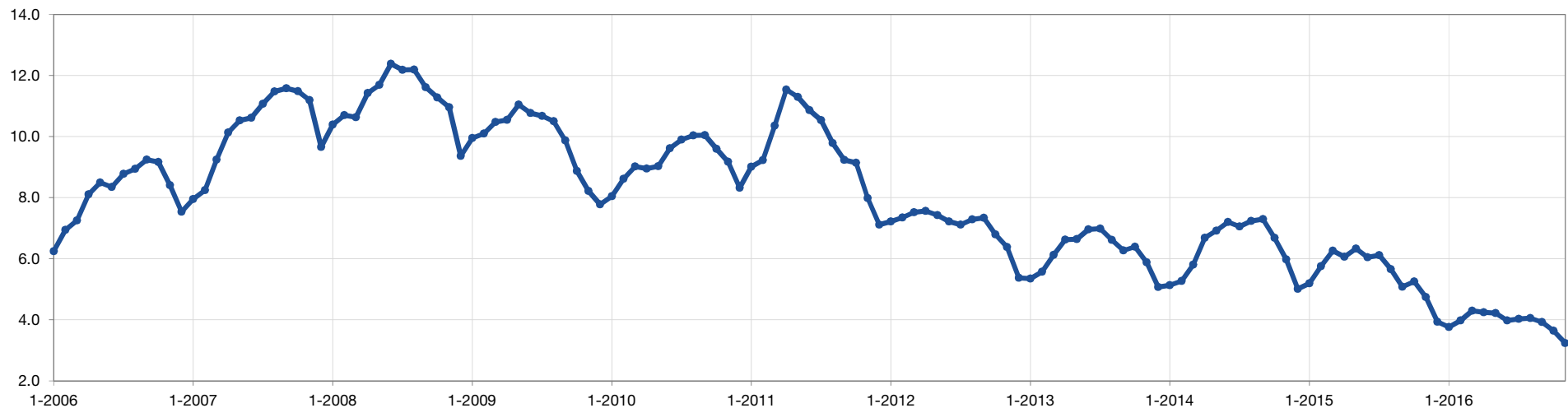


## November



Months Supply		Prior Year	Percent Change
December 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%
October 2016	3.6	5.3	-32.1%
<b>November 2016</b>	<b>3.2</b>	<b>4.7</b>	<b>-31.9%</b>
12-Month Avg	3.9	5.6	-30.4%

## 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	+ / -	11-2015	11-2016	+ / -	11-2015	11-2016	+ / -
Albany	63	53	-15.9%	44	45	+2.3%	\$152,000	\$129,750	-14.6%	17	7	-58.8%	4.2	1.8	-58.0%
Avon	55	59	+7.3%	35	47	+34.3%	\$167,000	\$166,000	-0.6%	20	8	-60.0%	5.8	1.7	-70.2%
Clearwater	95	91	-4.2%	65	71	+9.2%	\$158,000	\$193,000	+22.2%	24	20	-16.7%	4.2	3.1	-27.4%
Cold Spring	148	131	-11.5%	103	98	-4.9%	\$180,000	\$189,900	+5.5%	46	28	-39.1%	4.8	3.1	-35.2%
Eden Lake Twp	9	11	+22.2%	9	5	-44.4%	\$219,000	\$195,000	-11.0%	2	2	0.0%	1.1	1.6	+44.0%
Eden Valley	36	24	-33.3%	27	19	-29.6%	\$112,000	\$124,900	+11.5%	11	9	-18.2%	4.6	4.7	+3.6%
Fair Haven Twp	3	4	+33.3%	1	5	+400.0%	\$125,000	\$189,900	+51.9%	2	0	-100.0%	2.0	0.0	-100.0%
Foley	142	128	-9.9%	101	85	-15.8%	\$139,900	\$161,500	+15.4%	27	28	+3.7%	2.9	3.4	+18.5%
Freeport	23	22	-4.3%	18	18	0.0%	\$149,450	\$170,000	+13.8%	6	3	-50.0%	3.2	1.2	-63.0%
Holdingsford	32	30	-6.3%	25	23	-8.0%	\$136,000	\$143,000	+5.1%	7	2	-71.4%	2.9	0.6	-78.6%
Kimball	59	47	-20.3%	35	35	0.0%	\$160,000	\$159,900	-0.1%	16	13	-18.8%	4.6	3.6	-22.8%
Maine Prairie Twp	5	1	-80.0%	2	2	0.0%	\$257,500	\$437,500	+69.9%	3	3	0.0%	3.0	3.0	0.0%
Melrose	79	52	-34.2%	40	48	+20.0%	\$149,900	\$125,000	-16.6%	29	14	-51.7%	7.4	3.3	-55.6%
Paynesville	66	71	+7.6%	39	45	+15.4%	\$137,000	\$145,000	+5.8%	26	17	-34.6%	7.6	3.8	-49.4%
Rice	116	123	+6.0%	70	89	+27.1%	\$168,700	\$169,000	+0.2%	33	29	-12.1%	5.3	3.9	-26.8%
Richmond	122	101	-17.2%	64	67	+4.7%	\$151,500	\$217,700	+43.7%	33	20	-39.4%	5.7	3.1	-45.7%
Rockville	28	19	-32.1%	15	13	-13.3%	\$158,000	\$176,000	+11.4%	5	5	0.0%	2.2	2.9	+28.6%
Sartell	367	414	+12.8%	302	315	+4.3%	\$194,575	\$194,900	+0.2%	83	89	+7.2%	3.2	3.2	+0.5%
Sauk Centre	106	109	+2.8%	68	75	+10.3%	\$144,900	\$156,050	+7.7%	28	28	0.0%	4.3	3.8	-11.7%
Sauk Rapids	308	284	-7.8%	209	233	+11.5%	\$158,450	\$171,000	+7.9%	77	62	-19.5%	4.0	3.0	-25.9%
Saint Cloud	1,351	1,166	-13.7%	819	938	+14.5%	\$132,000	\$139,100	+5.4%	436	296	-32.1%	5.8	3.5	-38.7%
Saint Joseph	142	139	-2.1%	101	112	+10.9%	\$175,000	\$174,700	-0.2%	28	17	-39.3%	3.1	1.6	-46.6%
Saint Augusta	57	50	-12.3%	35	37	+5.7%	\$164,000	\$192,000	+17.1%	16	20	+25.0%	5.5	6.0	+9.4%
Waite Park	97	114	+17.5%	70	86	+22.9%	\$143,063	\$154,700	+8.1%	23	24	+4.3%	3.8	3.0	-19.8%
Wakefield Twp	2	5	+150.0%	0	3	--	\$0	\$172,950	--	0	1	--	0.0	1.0	--