



Monthly Indicators

December 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

- 8.2% **+ 15.8%** **- 26.7%**

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.



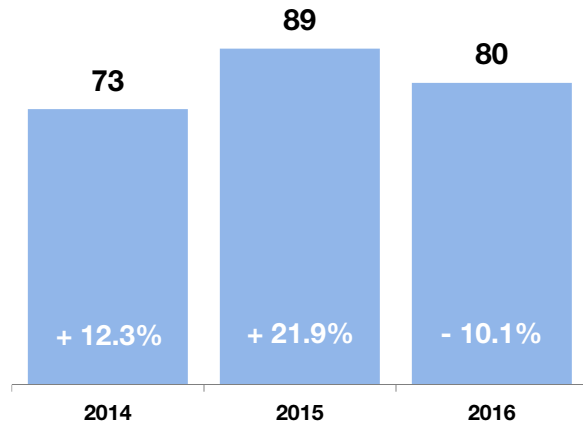
Key Metrics	Historical Sparkbars	12-2015	12-2016	Percent Change	YTD 2015	YTD 2016	Percent Change
New Listings		89	80	- 10.1%	2,354	2,197	- 6.7%
Pending Sales		102	83	- 18.6%	1,661	1,794	+ 8.0%
Closed Sales		122	112	- 8.2%	1,623	1,799	+ 10.8%
Days on Market		84	83	- 1.2%	90	73	- 18.9%
Median Sales Price		\$138,774	\$160,750	+ 15.8%	\$154,900	\$160,900	+ 3.9%
Avg. Sales Price		\$156,774	\$184,070	+ 17.4%	\$168,905	\$176,076	+ 4.2%
Pct. of Orig. Price Received		93.5%	93.9%	+ 0.4%	94.5%	95.3%	+ 0.8%
Affordability Index		251	204	- 18.7%	225	204	- 9.3%
Homes for Sale		544	399	- 26.7%	--	--	--
Months Supply		3.9	2.7	- 30.8%	--	--	--

New Listings

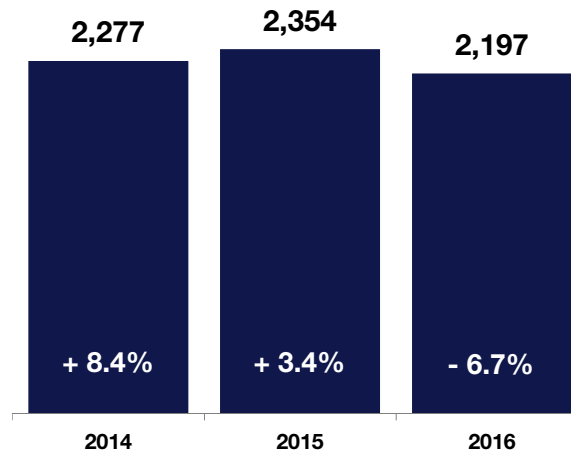
A count of the properties that have been newly listed on the market in a given month.



December



Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2016	89	93	-4.3%
December 2016	80	89	-10.1%
12-Month Avg	183	196	-6.6%

Historical New Listings by Month

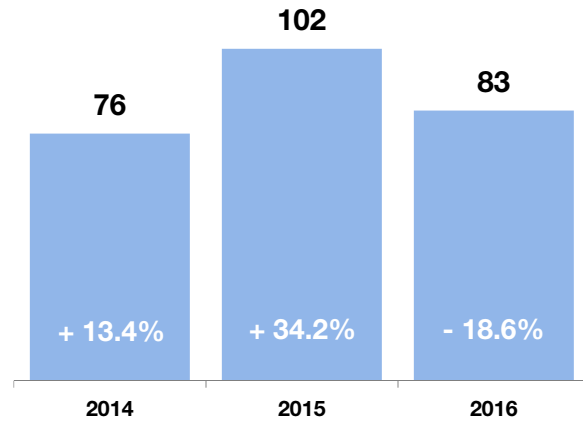


Pending Sales

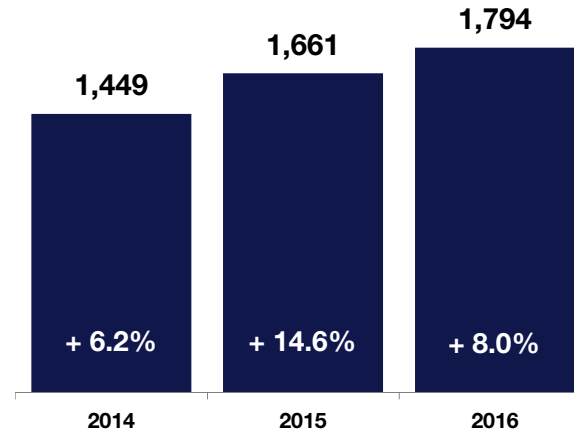
A count of the properties on which offers have been accepted in a given month.



December



Year to Date



	Pending Sales	Prior Year	Percent Change
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%
November 2016	102	100	+2.0%
December 2016	83	102	-18.6%
12-Month Avg	150	138	+8.7%

Historical Pending Sales by Month

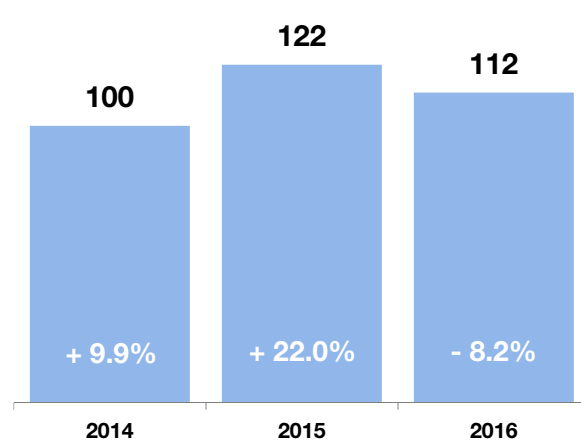


Closed Sales

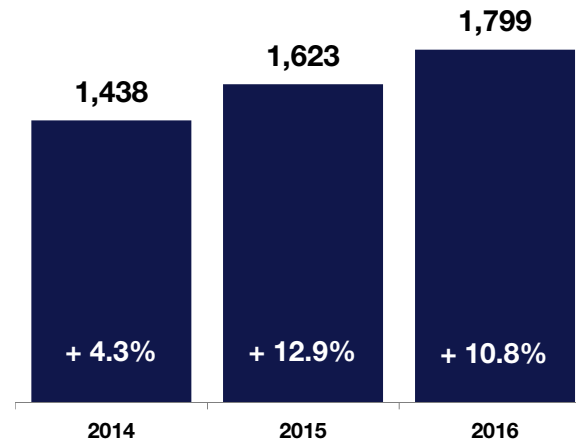
A count of the actual sales that closed in a given month.



December



Year to Date



	Closed Sales	Prior Year	Percent Change
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	158	167	-5.4%
October 2016	148	142	+4.2%
November 2016	117	86	+36.0%
December 2016	112	122	-8.2%
12-Month Avg	150	135	+11.1%

Historical Closed Sales by Month

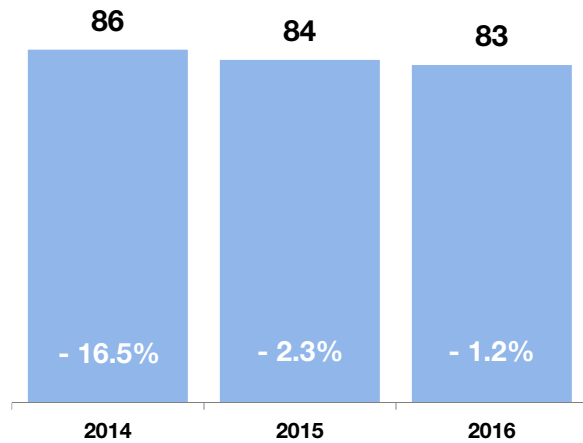


Days on Market Until Sale

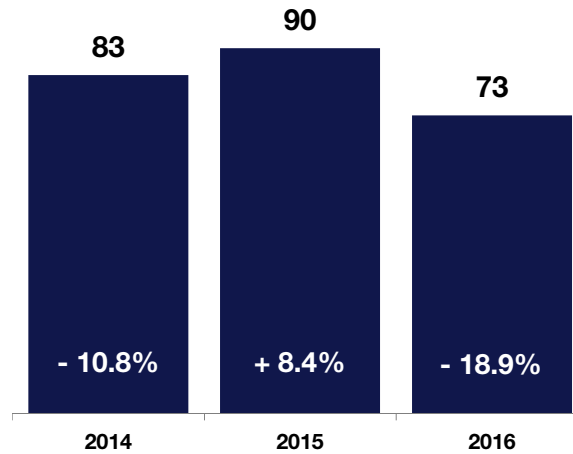
Average number of days between when a property is listed and when an offer is accepted in a given month.



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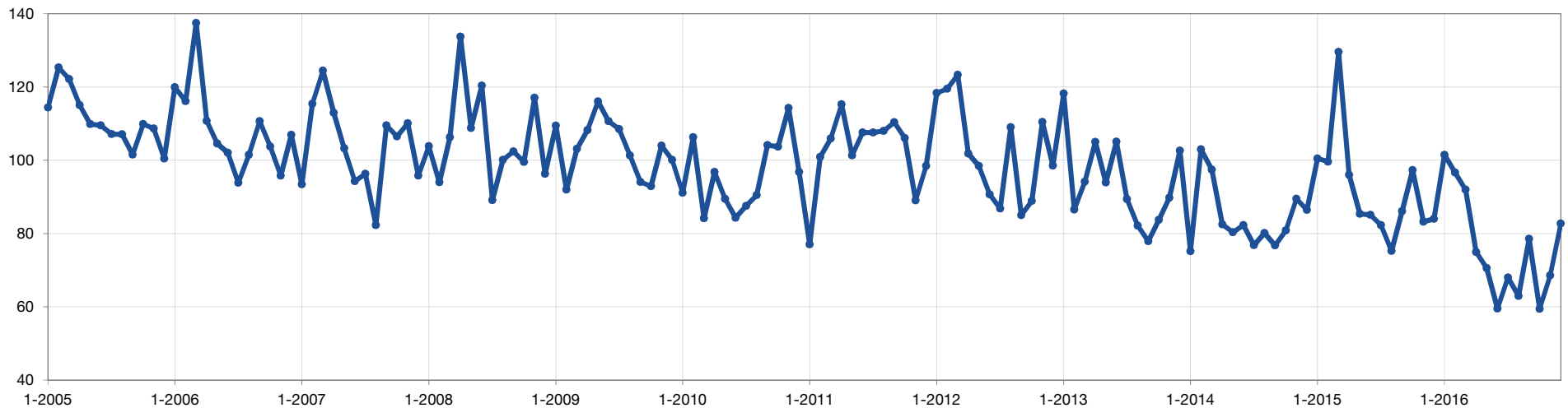


Year to Date



Days on Market	Prior Year	Percent Change
January 2016	101	+1.0%
February 2016	97	-3.0%
March 2016	92	-29.2%
April 2016	75	-21.9%
May 2016	71	-16.5%
June 2016	59	-30.6%
July 2016	68	-17.1%
August 2016	63	-16.0%
September 2016	79	-8.1%
October 2016	59	-39.2%
November 2016	69	-16.9%
December 2016	83	-1.2%
12-Month Avg	76	-17.4%

Historical Days on Market Until Sale by Month

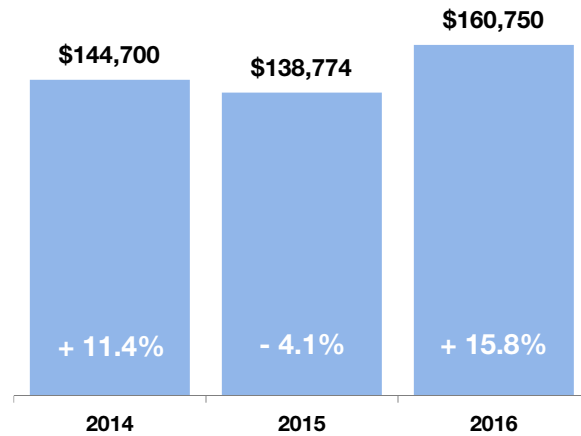


Median Sales Price

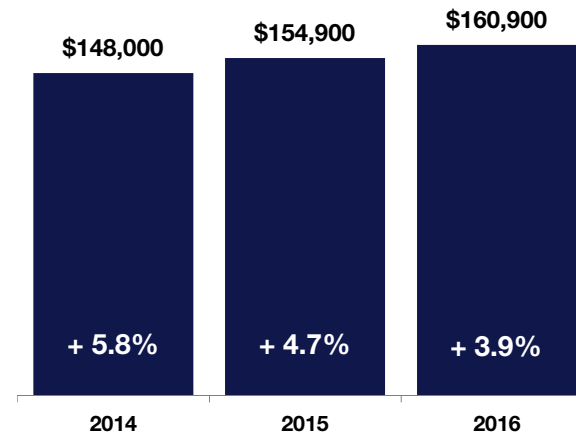
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

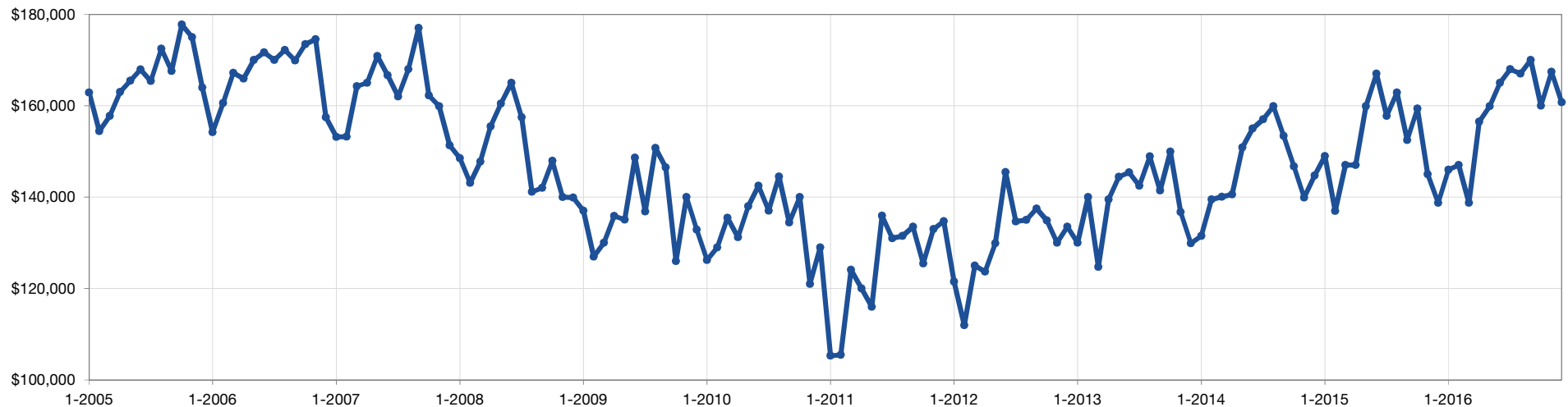


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
November 2016	\$167,400	\$145,000	+15.4%
December 2016	\$160,750	\$138,774	+15.8%
12-Month Avg	\$158,858	\$151,931	+4.6%

Historical Median Sales Price by Month

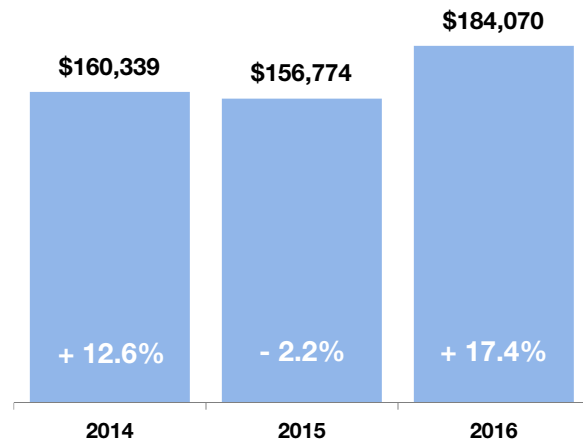


Average Sales Price

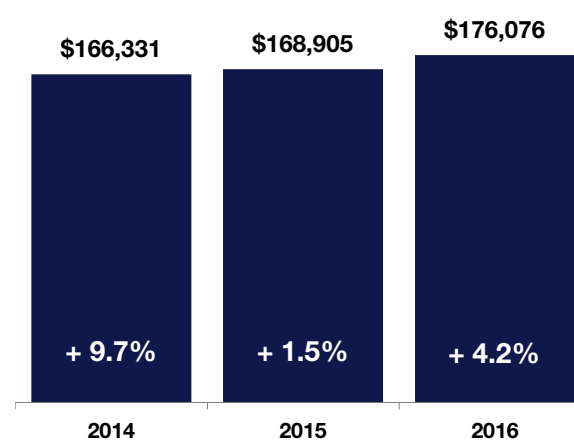
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$184,133	\$177,951	+3.5%
November 2016	\$183,044	\$156,300	+17.1%
December 2016	\$184,070	\$156,774	+17.4%
12-Month Avg	\$174,022	\$166,083	+4.8%

Historical Average Sales Price by Month

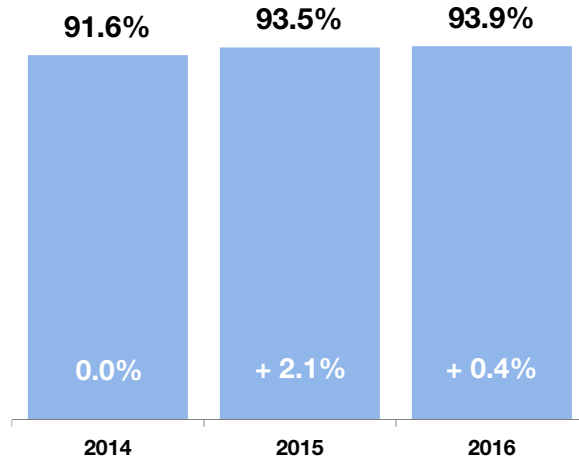


Percent of Original List Price Received

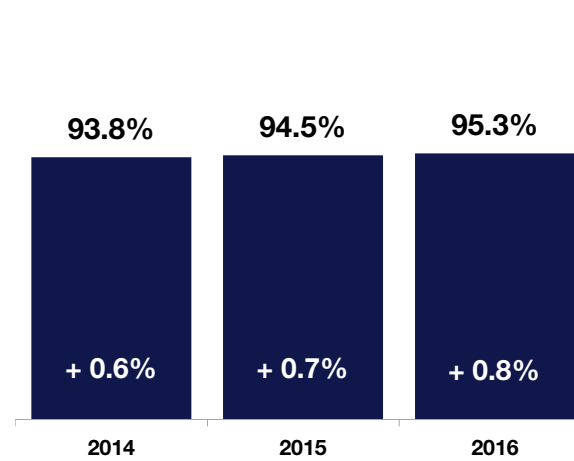


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

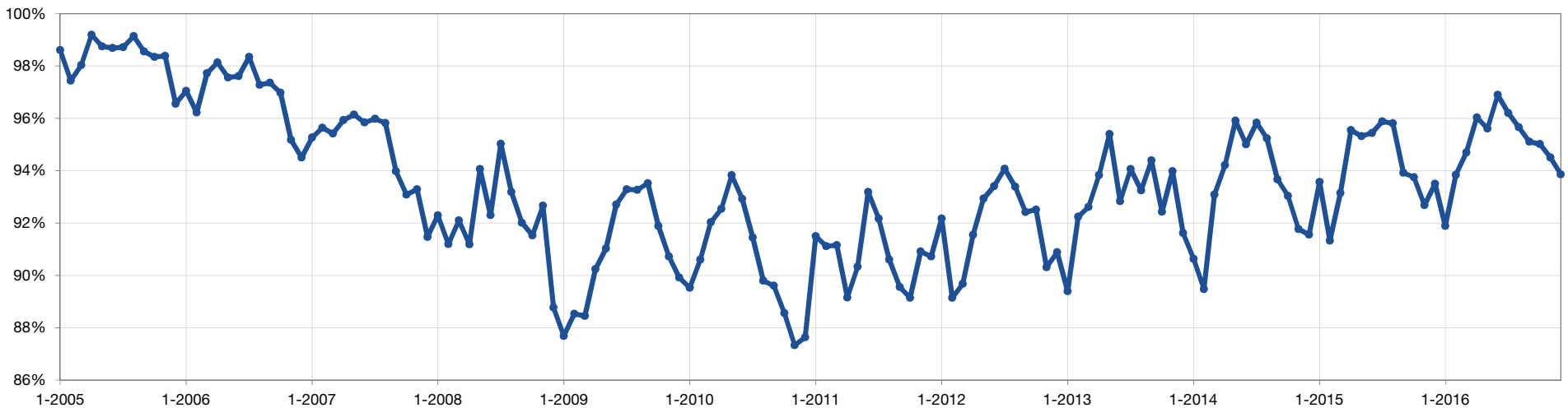


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2016	94.5%	92.7%	+1.9%
December 2016	93.9%	93.5%	+0.4%
12-Month Avg	94.9%	94.2%	+0.7%

Historical Percent of Original List Price Received by Month

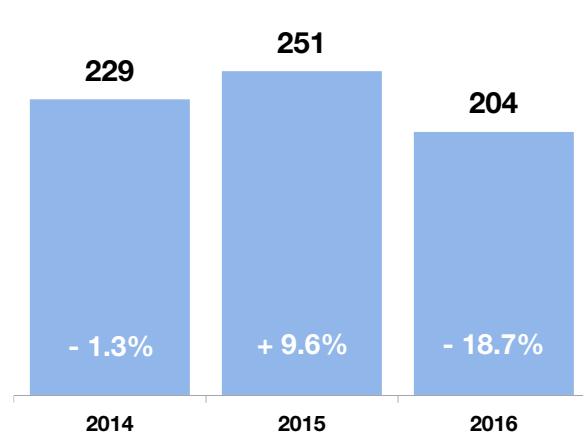


Housing Affordability Index

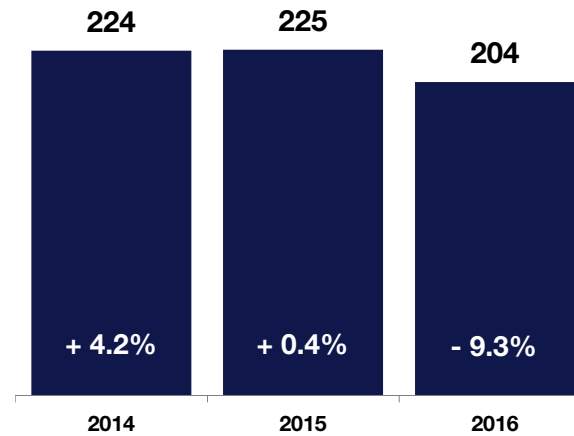


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
November 2016	202	240	-15.8%
December 2016	204	251	-18.7%
12-Month Avg	219	232	-5.6%

Historical Housing Affordability Index by Month

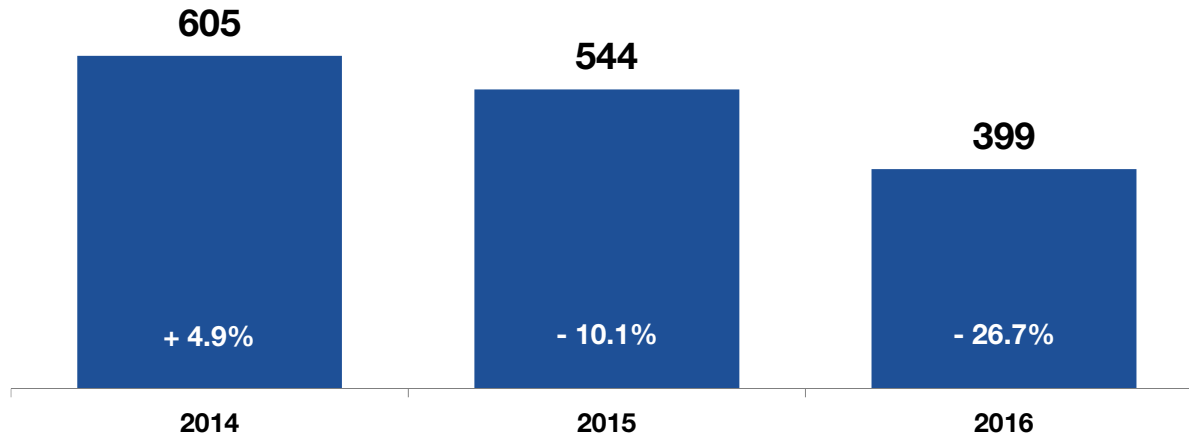


Inventory of Homes for Sale

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



December



Homes for Sale		Prior Year	Percent Change
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	609	756	-19.4%
September 2016	587	689	-14.8%
October 2016	553	717	-22.9%
November 2016	492	647	-24.0%
December 2016	399	544	-26.7%
12-Month Avg	565	720	-21.5%

Historical Inventory of Homes for Sale by Month

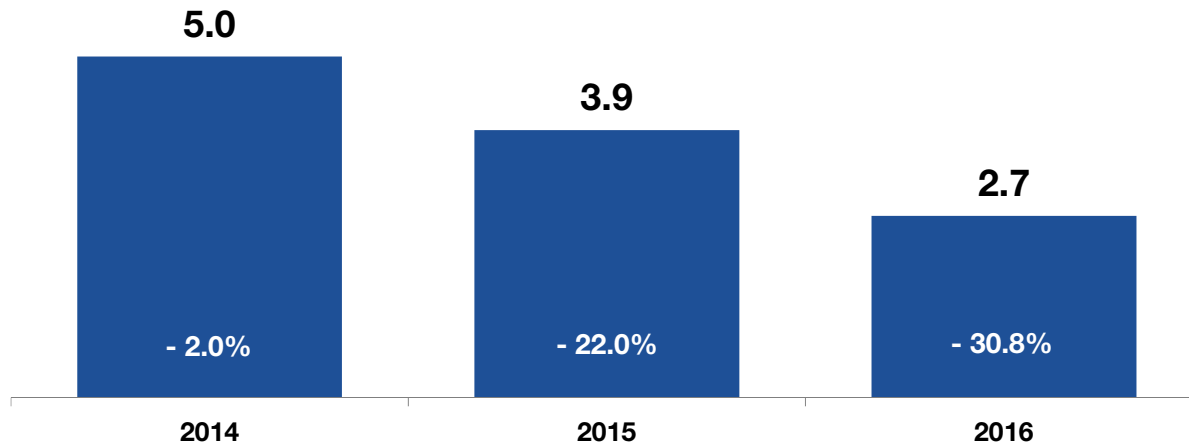


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
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	3.7	5.3	-30.2%
November 2016	3.3	4.7	-29.8%
December 2016	2.7	3.9	-30.8%
12-Month Avg	3.8	5.5	-30.9%

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	+ / -	12-2015	12-2016	+ / -	12-2015	12-2016	+ / -
Albany	64	57	-10.9%	48	48	0.0%	\$148,725	\$136,625	-8.1%	13	6	-53.8%	3.3	1.5	-53.8%
Avon	60	60	0.0%	37	50	+35.1%	\$167,000	\$165,500	-0.9%	19	9	-52.6%	5.4	1.8	-65.7%
Clearwater	99	94	-5.1%	69	79	+14.5%	\$157,500	\$190,000	+20.6%	18	16	-11.1%	3.0	2.6	-14.7%
Cold Spring	155	136	-12.3%	115	105	-8.7%	\$185,000	\$189,900	+2.6%	43	25	-41.9%	4.5	2.9	-35.1%
Eden Lake Twp	9	11	+22.2%	9	5	-44.4%	\$219,000	\$195,000	-11.0%	1	3	+200.0%	0.6	2.4	+332.0%
Eden Valley	39	24	-38.5%	28	21	-25.0%	\$120,950	\$117,000	-3.3%	11	4	-63.6%	4.6	2.1	-54.0%
Fair Haven Twp	4	4	0.0%	2	5	+150.0%	\$223,118	\$189,900	-14.9%	2	0	-100.0%	2.0	0.0	-100.0%
Foley	149	133	-10.7%	111	97	-12.6%	\$142,000	\$161,500	+13.7%	23	29	+26.1%	2.5	3.6	+45.8%
Freeport	24	23	-4.2%	20	20	0.0%	\$153,500	\$169,500	+10.4%	7	2	-71.4%	3.7	0.8	-78.9%
Holdingsford	34	32	-5.9%	30	27	-10.0%	\$112,725	\$144,350	+28.1%	6	3	-50.0%	2.5	0.9	-62.8%
Kimball	61	49	-19.7%	36	41	+13.9%	\$158,500	\$159,000	+0.3%	14	13	-7.1%	4.1	3.8	-8.2%
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	86	52	-39.5%	41	51	+24.4%	\$149,900	\$125,000	-16.6%	30	9	-70.0%	7.5	2.1	-71.8%
Paynesville	67	72	+7.5%	42	50	+19.0%	\$139,000	\$145,000	+4.3%	24	16	-33.3%	7.0	3.4	-51.8%
Rice	117	129	+10.3%	73	92	+26.0%	\$167,500	\$168,450	+0.6%	24	26	+8.3%	3.9	3.4	-11.9%
Richmond	127	106	-16.5%	69	76	+10.1%	\$148,000	\$206,750	+39.7%	29	18	-37.9%	5.0	2.8	-44.4%
Rockville	28	19	-32.1%	19	13	-31.6%	\$166,500	\$176,000	+5.7%	5	4	-20.0%	2.2	2.3	+2.9%
Sartell	382	426	+11.5%	316	338	+7.0%	\$194,125	\$194,450	+0.2%	73	60	-17.8%	2.7	2.1	-23.3%
Sauk Centre	109	113	+3.7%	74	83	+12.2%	\$140,000	\$155,000	+10.7%	24	26	+8.3%	3.9	3.6	-7.9%
Sauk Rapids	323	294	-9.0%	231	245	+6.1%	\$158,350	\$171,000	+8.0%	66	49	-25.8%	3.3	2.4	-29.1%
Saint Cloud	1,398	1,217	-12.9%	894	996	+11.4%	\$131,450	\$139,250	+5.9%	368	258	-29.9%	4.9	3.1	-35.5%
Saint Joseph	150	141	-6.0%	106	125	+17.9%	\$176,500	\$174,900	-0.9%	22	15	-31.8%	2.4	1.5	-36.9%
Saint Augusta	57	51	-10.5%	37	40	+8.1%	\$165,000	\$192,750	+16.8%	14	17	+21.4%	4.8	5.1	+6.3%
Waite Park	101	119	+17.8%	76	95	+25.0%	\$143,063	\$154,500	+8.0%	15	17	+13.3%	2.3	2.2	-0.4%
Wakefield Twp	2	5	+150.0%	0	3	--	\$0	\$172,950	--	0	0	--	0.0	0.0	--