



Monthly Indicators

January 2017

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

+ 11.5% **+ 6.2%** **- 22.7%**

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	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.



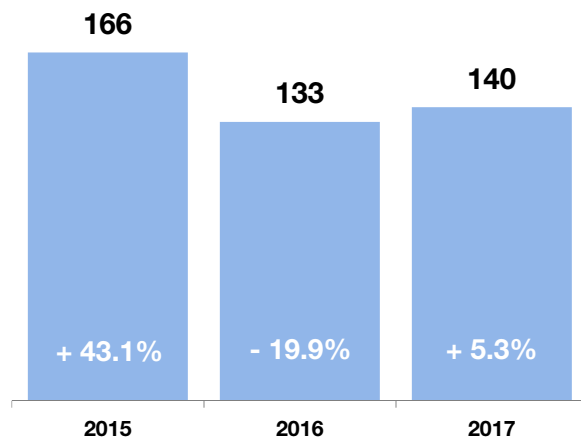
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		133	140	+ 5.3%	133	140	+ 5.3%
Pending Sales		105	105	0.0%	105	105	0.0%
Closed Sales		78	87	+ 11.5%	78	87	+ 11.5%
Days on Market		101	69	- 31.7%	101	69	- 31.7%
Median Sales Price		\$146,000	\$155,000	+ 6.2%	\$146,000	\$155,000	+ 6.2%
Avg. Sales Price		\$162,366	\$181,062	+ 11.5%	\$162,366	\$181,062	+ 11.5%
Pct. of Orig. Price Received		91.9%	95.1%	+ 3.5%	91.9%	95.1%	+ 3.5%
Affordability Index		231	209	- 9.5%	231	209	- 9.5%
Homes for Sale		528	408	- 22.7%	--	--	--
Months Supply		3.8	2.7	- 28.9%	--	--	--

New Listings

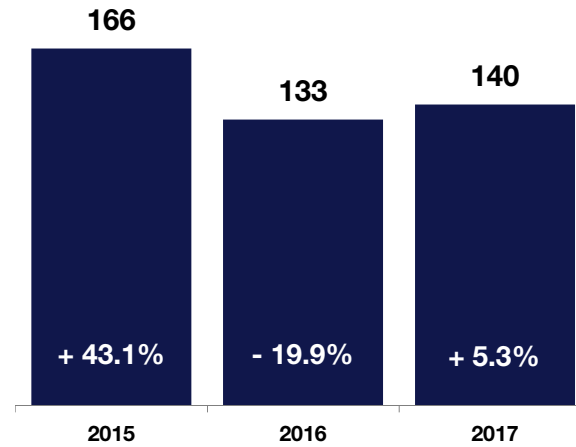
A count of the properties that have been newly listed on the market in a given month.



January

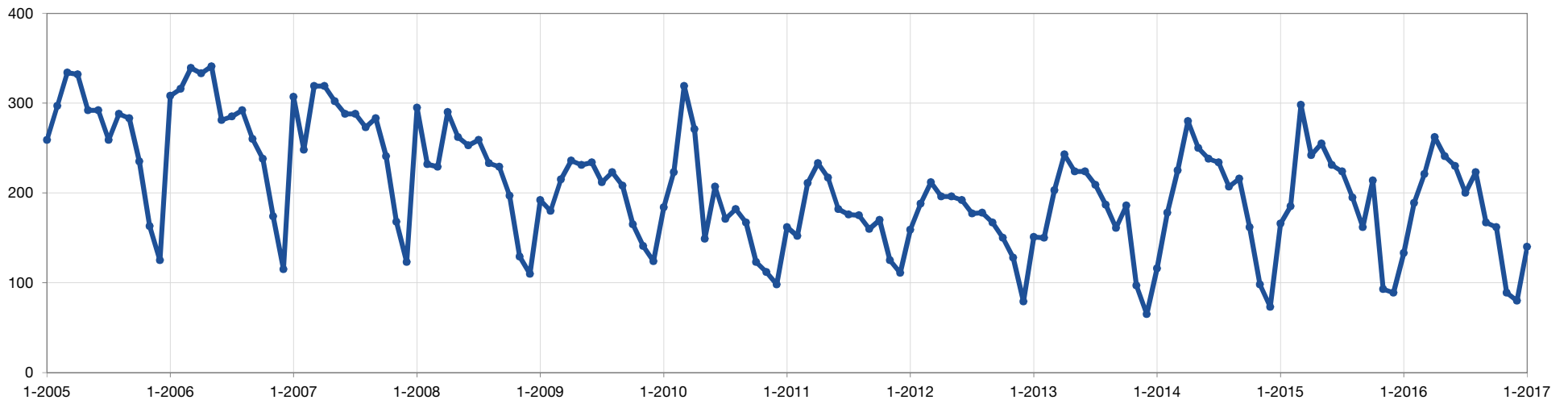


Year to Date



	New Listings	Prior Year	Percent Change
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%
January 2017	140	133	+5.3%
12-Month Avg	184	193	-4.7%

Historical New Listings by Month

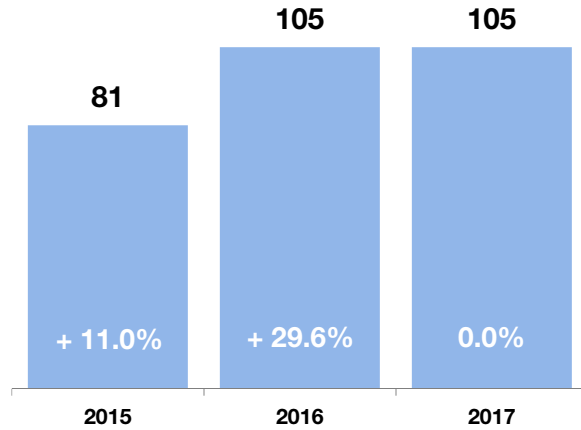


Pending Sales

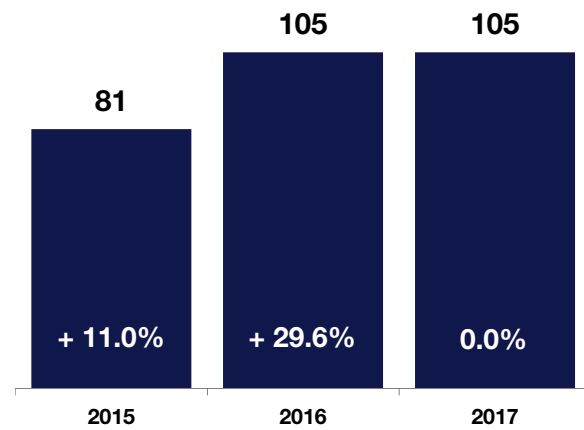
A count of the properties on which offers have been accepted in a given month.



January

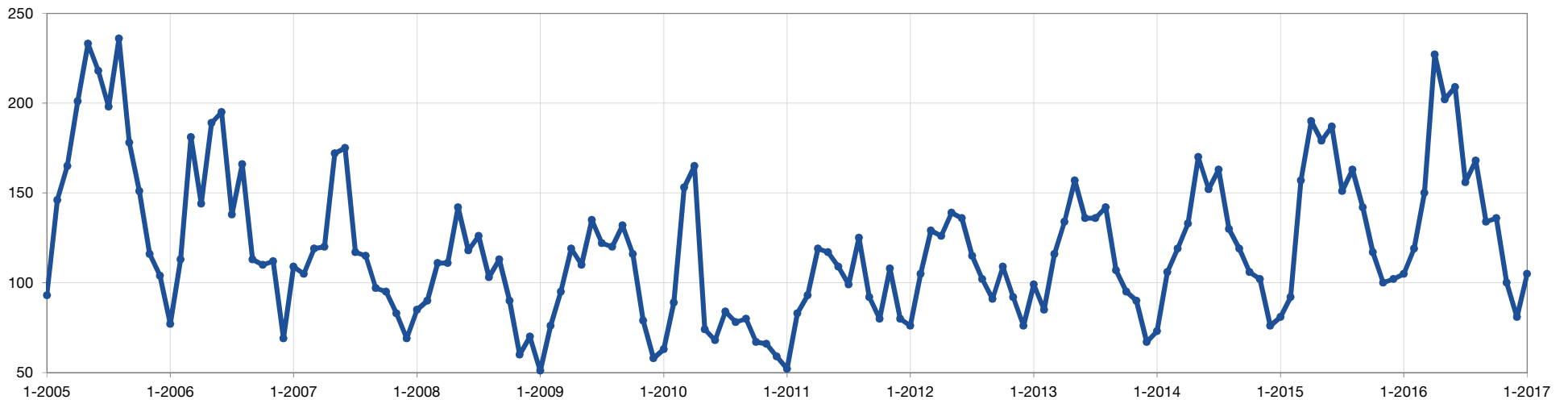


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	156	151	+3.3%
August 2016	168	163	+3.1%
September 2016	134	142	-5.6%
October 2016	136	117	+16.2%
November 2016	100	100	0.0%
December 2016	81	102	-20.6%
January 2017	105	105	0.0%
12-Month Avg	149	140	+6.4%

Historical Pending Sales by Month

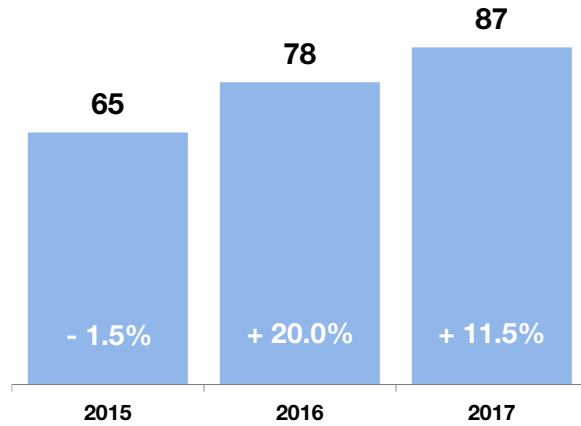


Closed Sales

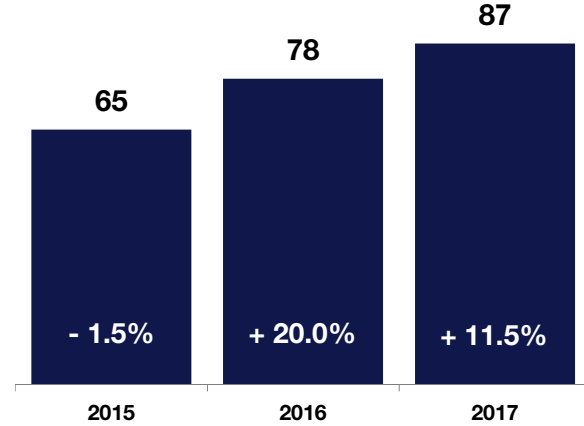
A count of the actual sales that closed in a given month.



January



Year to Date



	Closed Sales	Prior Year	Percent Change
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%
January 2017	87	78	+11.5%
12-Month Avg	151	136	+11.0%

Historical Closed Sales by Month

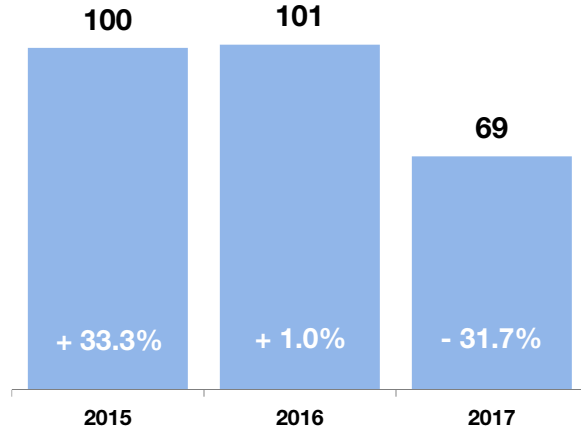


Days on Market Until Sale

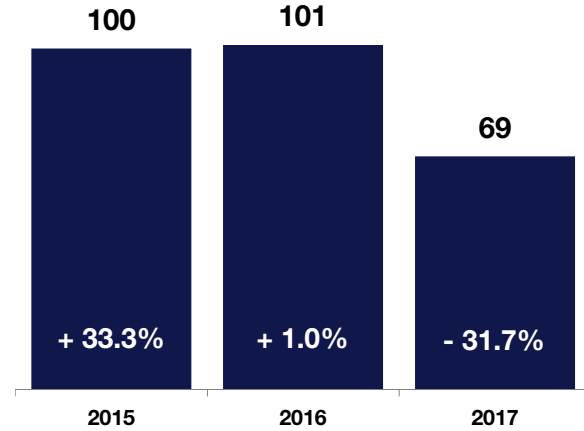
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

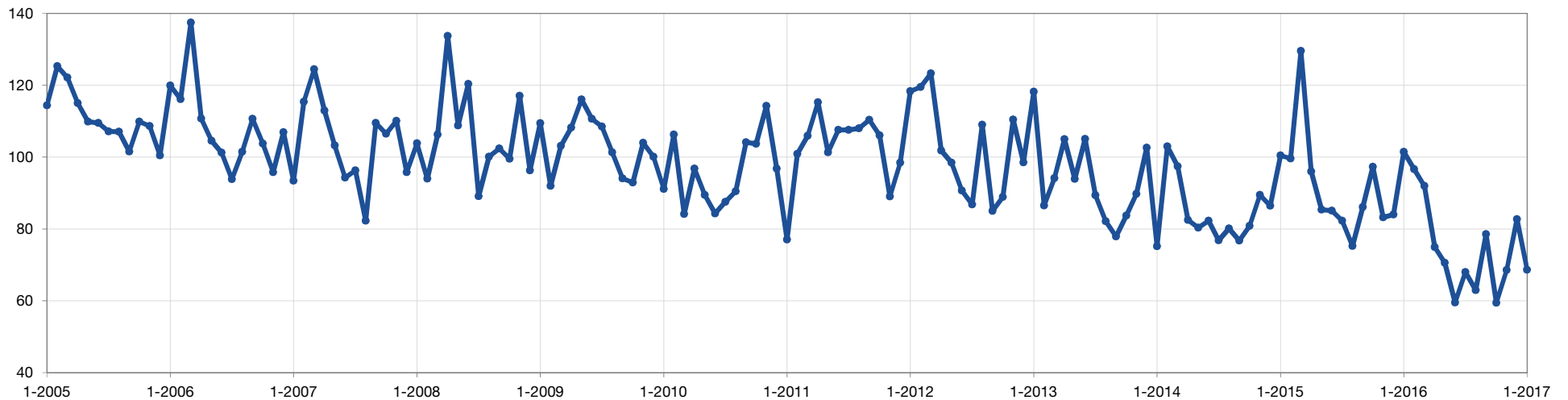


Year to Date



Days on Market	Prior Year	Percent Change	
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	59	97	-39.2%
November 2016	69	83	-16.9%
December 2016	83	84	-1.2%
January 2017	69	101	-31.7%
12-Month Avg	74	92	-19.6%

Historical Days on Market Until Sale by Month

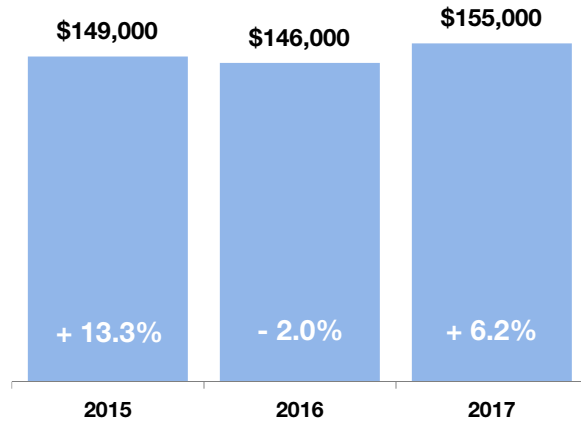


Median Sales Price

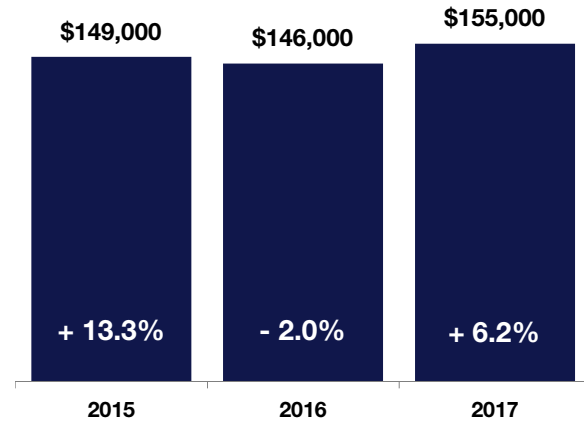
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

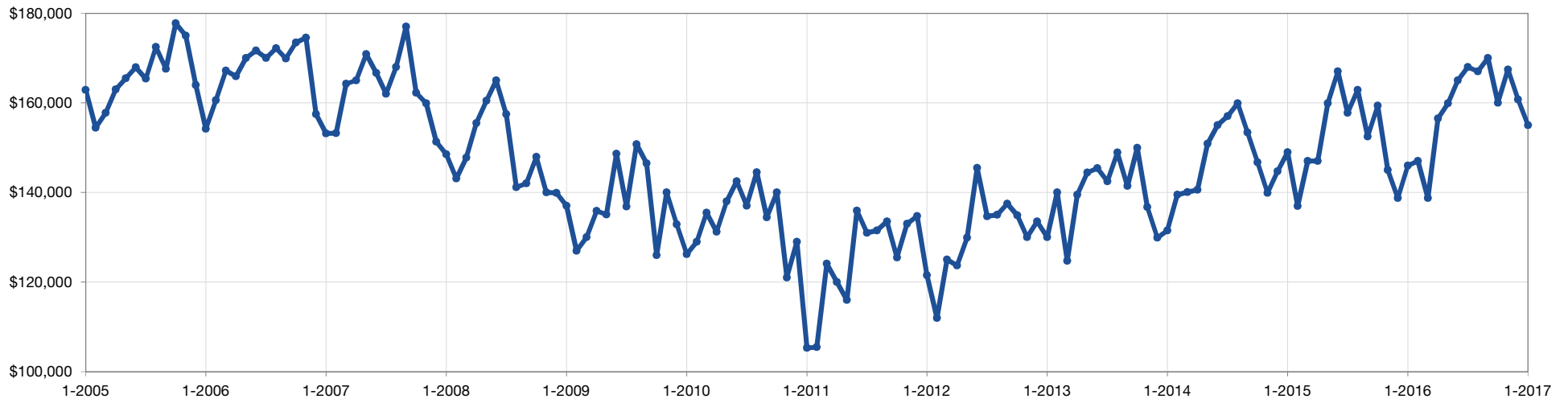


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
January 2017	\$155,000	\$146,000	+6.2%
12-Month Avg	\$159,608	\$151,681	+5.2%

Historical Median Sales Price by Month

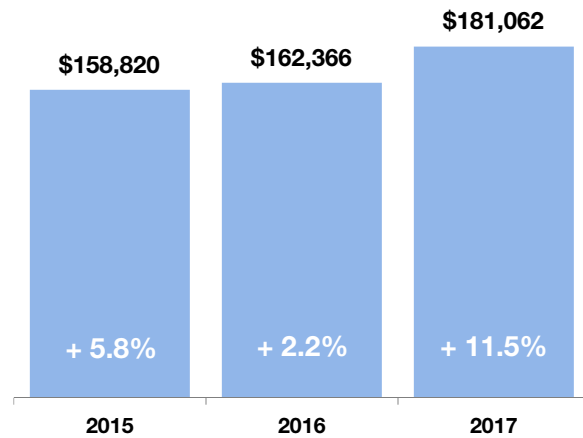


Average Sales Price

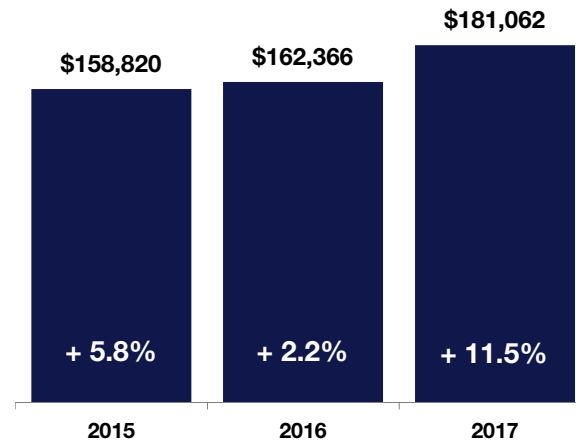
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

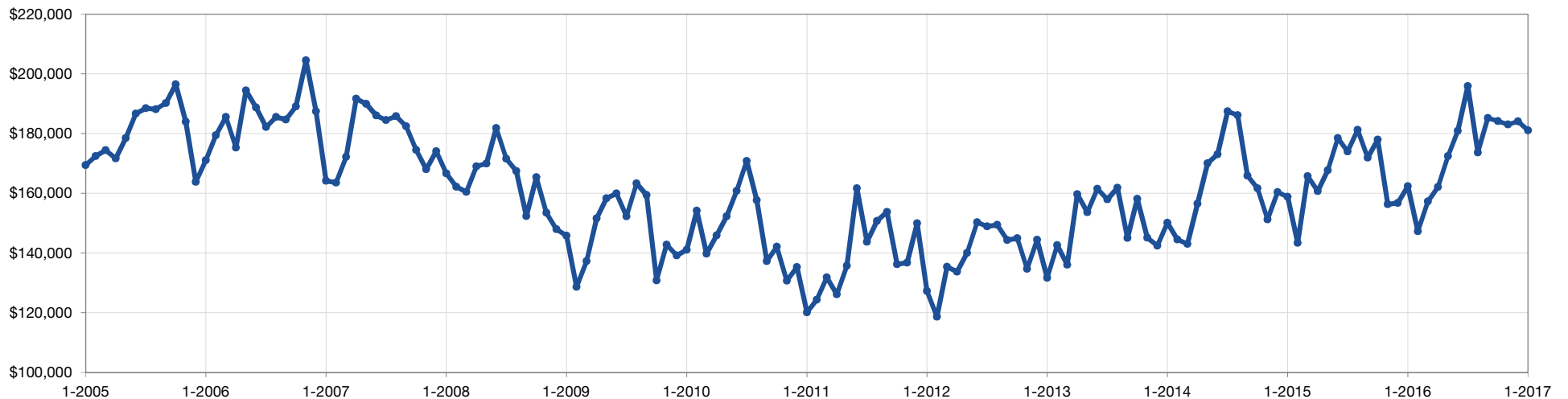


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
January 2017	\$181,062	\$162,366	+11.5%
12-Month Avg	\$175,580	\$166,378	+5.5%

Historical Average Sales Price by Month

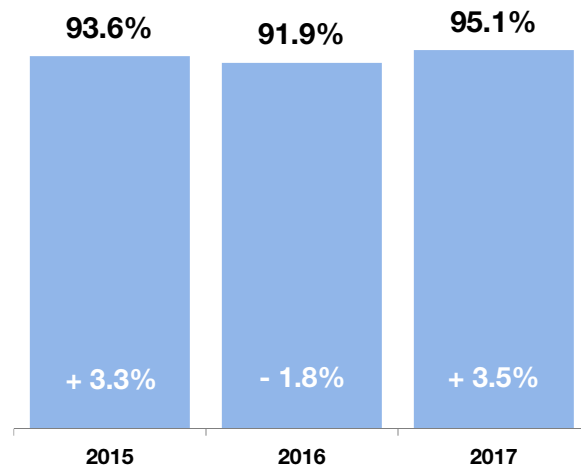


Percent of Original List Price Received

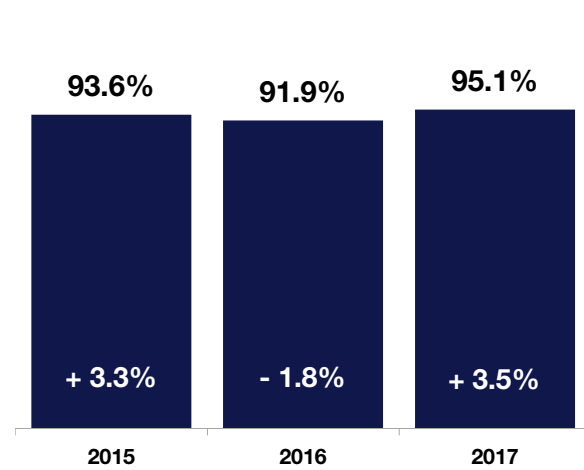


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

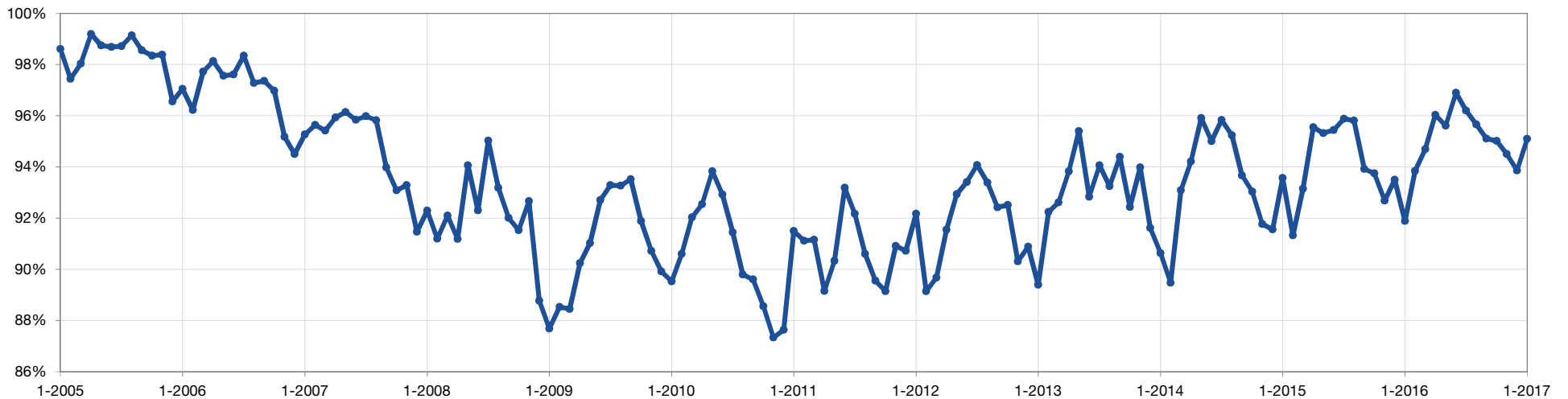


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2017	95.1%	91.9%	+3.5%
12-Month Avg	95.2%	94.0%	+1.3%

Historical Percent of Original List Price Received by Month

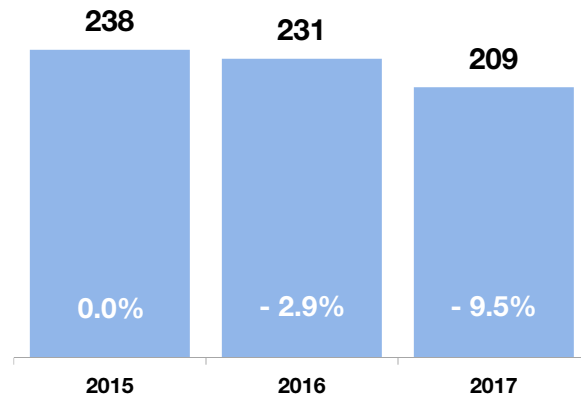


Housing Affordability Index

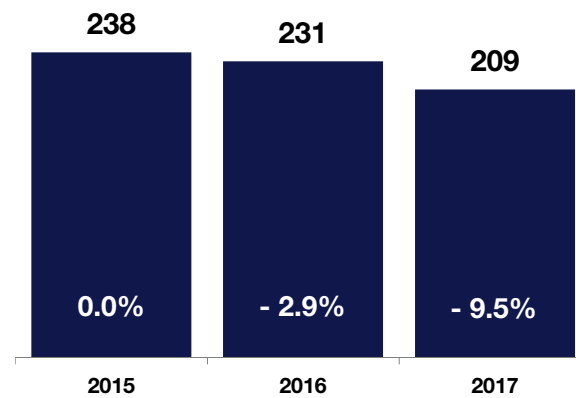


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

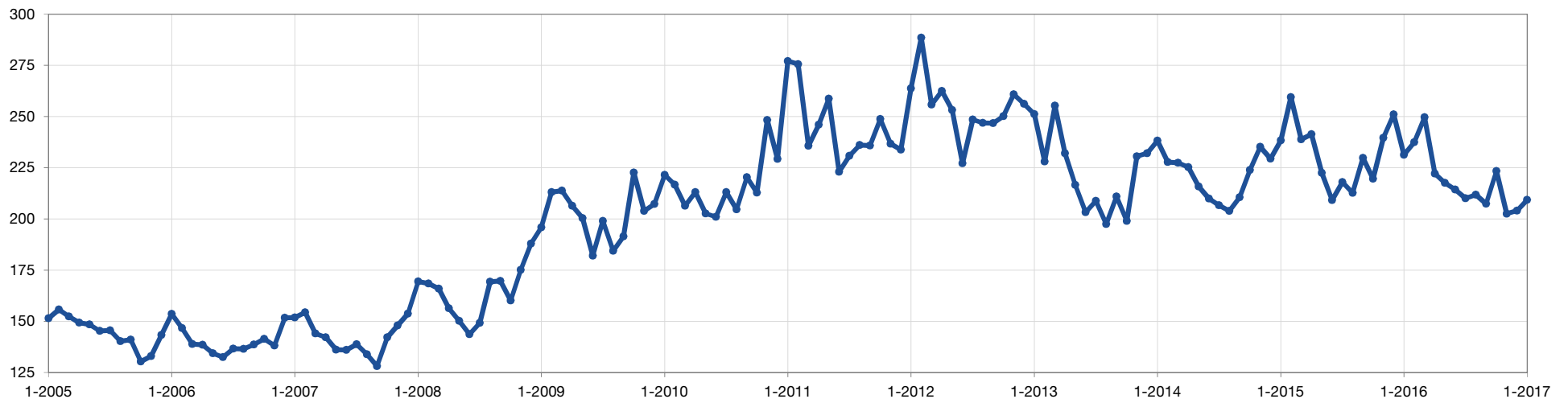


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2017	209	231	-9.5%
12-Month Avg	217	231	-6.1%

Historical Housing Affordability Index by Month

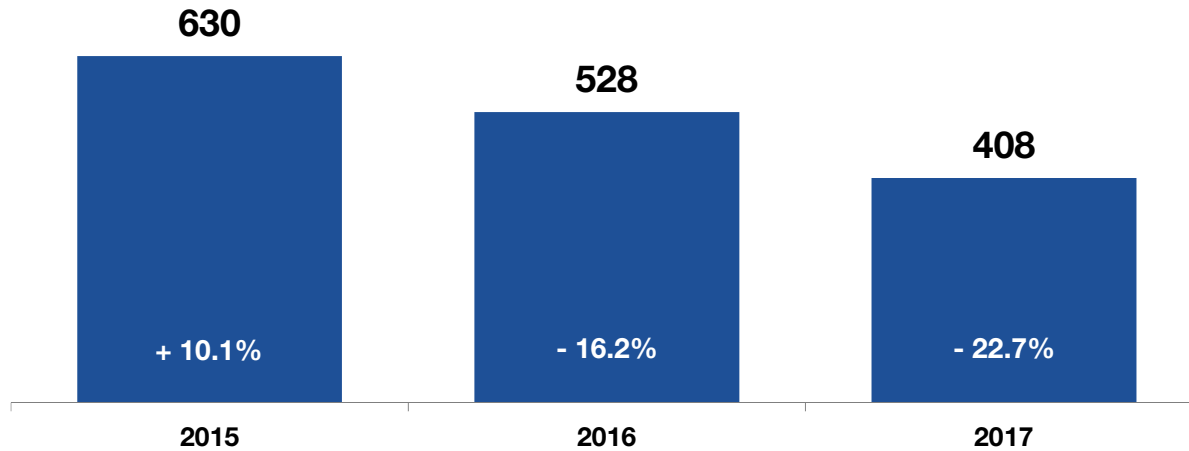


Inventory of Homes for Sale

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

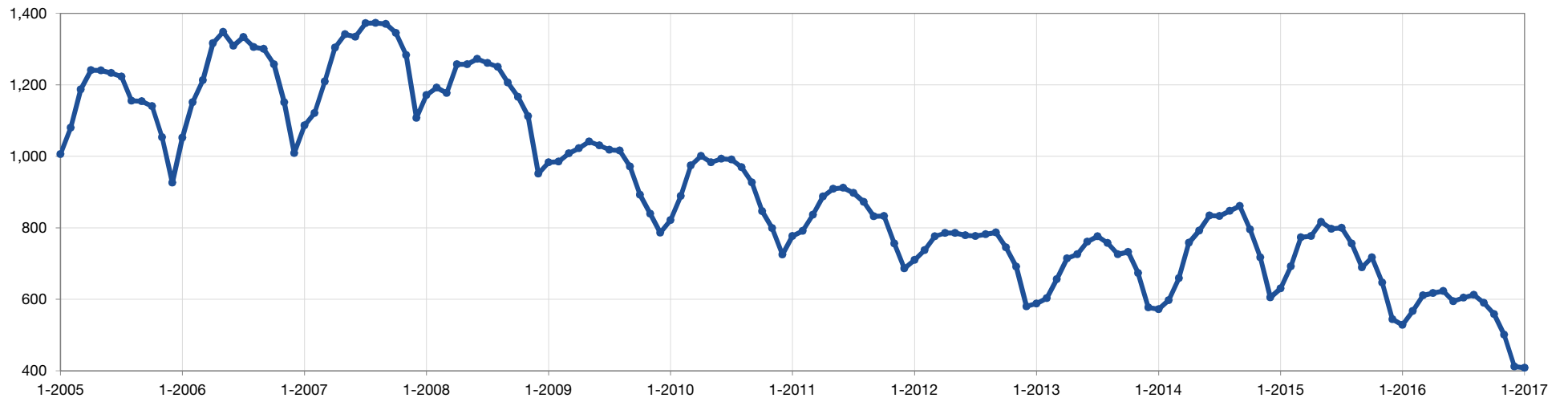


January



Homes for Sale		Prior Year	Percent Change
February 2016	567	692	-18.1%
March 2016	611	773	-21.0%
April 2016	617	777	-20.6%
May 2016	623	816	-23.7%
June 2016	594	797	-25.5%
July 2016	604	800	-24.5%
August 2016	612	756	-19.0%
September 2016	590	689	-14.4%
October 2016	558	717	-22.2%
November 2016	501	647	-22.6%
December 2016	412	544	-24.3%
January 2017	408	528	-22.7%
12-Month Avg	558	711	-21.5%

Historical Inventory of Homes for Sale by Month

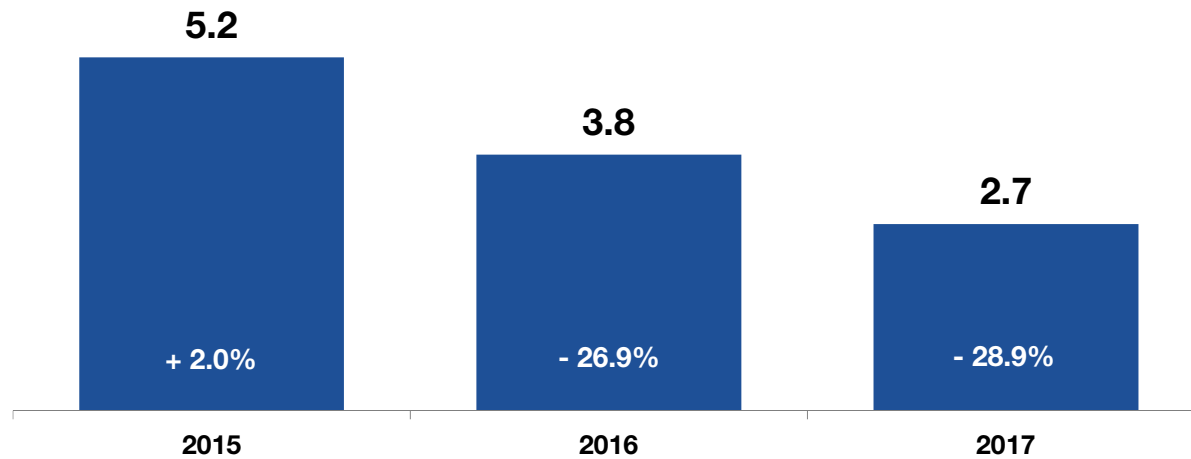


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
February 2016	4.0	5.8	-31.0%
March 2016	4.3	6.3	-31.7%
April 2016	4.3	6.1	-29.5%
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	4.0	5.1	-21.6%
October 2016	3.7	5.3	-30.2%
November 2016	3.3	4.7	-29.8%
December 2016	2.8	3.9	-28.2%
January 2017	2.7	3.8	-28.9%
12-Month Avg	3.8	5.4	-29.6%

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 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	1-2016	1-2017	+ / -	1-2016	1-2017	+ / -
Albany	3	3	0.0%	3	2	-33.3%	\$159,000	\$96,000	-39.6%	13	6	-53.8%	3.3	1.5	-54.8%
Avon	10	4	-60.0%	3	1	-66.7%	\$88,000	\$177,000	+101.1%	21	9	-57.1%	6.1	1.8	-70.7%
Clearwater	6	7	+16.7%	7	3	-57.1%	\$240,000	\$159,000	-33.8%	20	15	-25.0%	3.3	2.2	-33.3%
Cold Spring	7	5	-28.6%	8	5	-37.5%	\$153,000	\$295,000	+92.8%	37	24	-35.1%	3.9	2.9	-26.7%
Eden Lake Twp	0	1	--	0	0	--	\$0	\$0	--	1	4	+300.0%	0.6	3.2	+476.0%
Eden Valley	1	2	+100.0%	0	1	--	\$0	\$306,425	--	12	4	-66.7%	4.9	2.1	-57.3%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
Foley	8	2	-75.0%	4	2	-50.0%	\$147,675	\$267,625	+81.2%	20	21	+5.0%	2.2	2.5	+15.6%
Freeport	1	1	0.0%	0	3	--	\$0	\$65,500	--	4	2	-50.0%	2.0	0.9	-57.1%
Holdingsford	4	2	-50.0%	1	1	0.0%	\$155,000	\$150,000	-3.2%	9	4	-55.6%	3.5	1.3	-62.3%
Kimball	3	1	-66.7%	3	1	-66.7%	\$225,000	\$125,000	-44.4%	14	9	-35.7%	3.9	2.6	-33.3%
Maine Prairie Twp	0	1	--	0	0	--	\$0	\$0	--	3	3	0.0%	3.0	3.0	0.0%
Melrose	1	3	+200.0%	4	3	-25.0%	\$140,500	\$155,000	+10.3%	23	10	-56.5%	5.8	2.4	-57.4%
Paynesville	3	5	+66.7%	1	2	+100.0%	\$97,900	\$122,000	+24.6%	23	13	-43.5%	6.7	2.6	-60.7%
Rice	4	7	+75.0%	5	5	0.0%	\$170,000	\$174,900	+2.9%	19	27	+42.1%	3.0	3.7	+24.3%
Richmond	7	7	0.0%	2	0	-100.0%	\$285,000	\$0	-100.0%	31	20	-35.5%	5.4	3.2	-41.4%
Rockville	1	2	+100.0%	0	1	--	\$0	\$225,000	--	2	4	+100.0%	0.9	2.1	+126.7%
Sartell	25	32	+28.0%	16	19	+18.8%	\$188,950	\$200,000	+5.8%	75	68	-9.3%	2.7	2.4	-12.3%
Sauk Centre	2	3	+50.0%	5	4	-20.0%	\$116,000	\$138,250	+19.2%	22	23	+4.5%	3.4	3.4	-1.8%
Sauk Rapids	16	17	+6.3%	9	16	+77.8%	\$153,900	\$173,500	+12.7%	59	46	-22.0%	2.9	2.2	-23.3%
Saint Cloud	77	76	-1.3%	39	42	+7.7%	\$122,500	\$128,700	+5.1%	351	258	-26.5%	4.5	3.1	-31.0%
Saint Joseph	10	9	-10.0%	8	5	-37.5%	\$144,450	\$159,151	+10.2%	26	19	-26.9%	2.8	1.9	-34.1%
Saint Augusta	3	1	-66.7%	0	3	--	\$0	\$192,000	--	14	15	+7.1%	4.5	4.6	+1.6%
Waite Park	5	6	+20.0%	6	5	-16.7%	\$199,500	\$174,000	-12.8%	17	17	0.0%	2.6	2.2	-16.3%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--