

Monthly Indicators

March 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

+ 36.0% **+ 21.4%** **- 21.6%**

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.



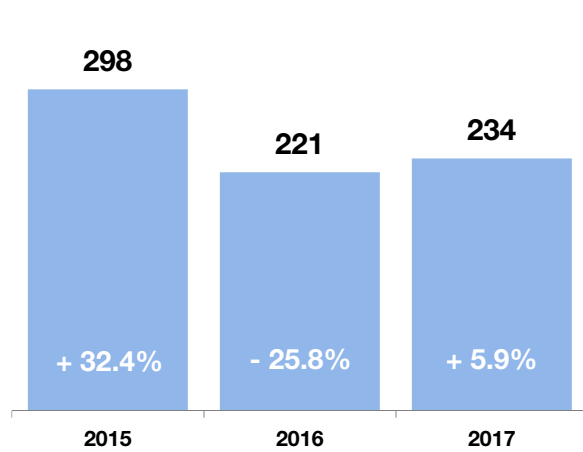
Key Metrics	Historical Sparkbars	3-2016	3-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		221	234	+ 5.9%	543	559	+ 2.9%
Pending Sales		150	175	+ 16.7%	374	415	+ 11.0%
Closed Sales		111	151	+ 36.0%	297	308	+ 3.7%
Days on Market		92	82	- 10.9%	96	79	- 17.7%
Median Sales Price		\$138,750	\$168,400	+ 21.4%	\$143,900	\$159,076	+ 10.5%
Avg. Sales Price		\$157,274	\$178,712	+ 13.6%	\$154,988	\$176,405	+ 13.8%
Pct. of Orig. Price Received		94.7%	96.3%	+ 1.7%	93.6%	95.2%	+ 1.7%
Affordability Index		250	197	- 21.2%	241	209	- 13.3%
Homes for Sale		611	479	- 21.6%	--	--	--
Months Supply		4.3	3.1	- 27.9%	--	--	--

New Listings

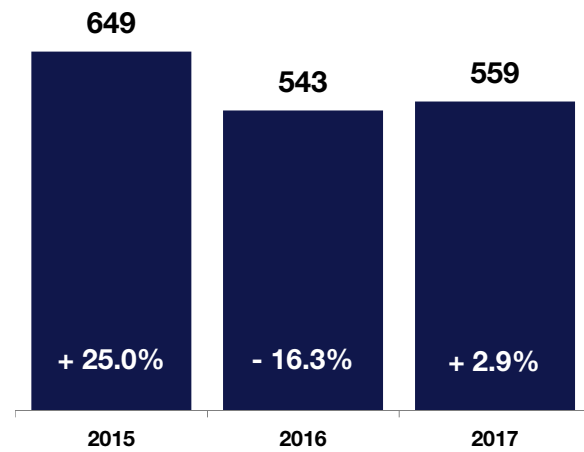
A count of the properties that have been newly listed on the market in a given month.



March

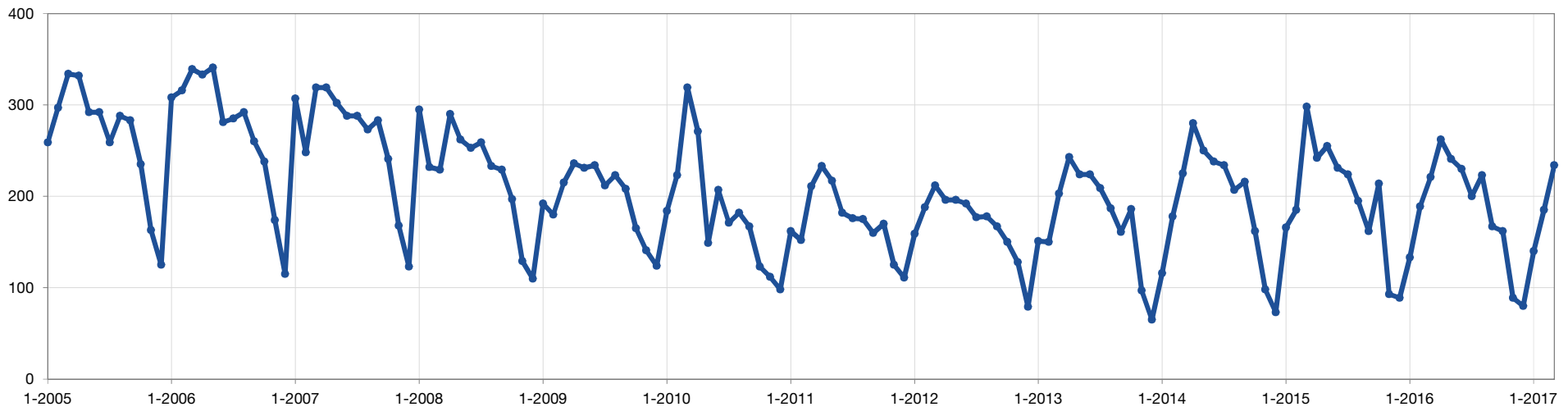


Year to Date



	New Listings	Prior Year	Percent Change
April 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%
February 2017	185	189	-2.1%
March 2017	234	221	+5.9%
12-Month Avg	184	187	-1.6%

Historical New Listings by Month

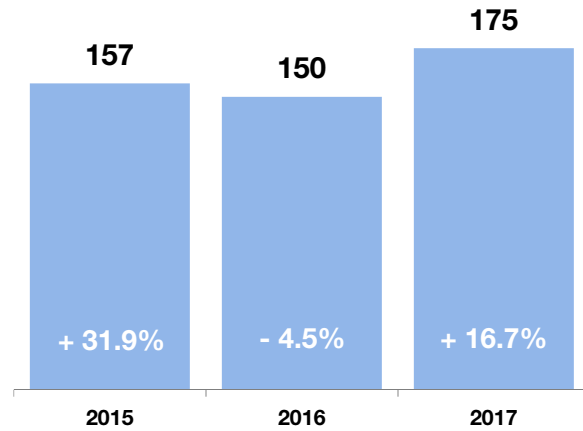


Pending Sales

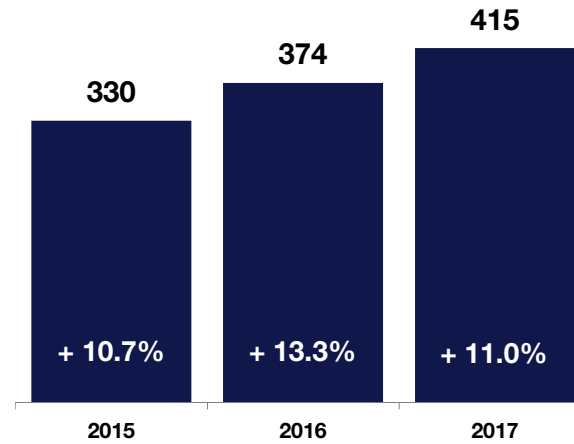
A count of the properties on which offers have been accepted in a given month.



March

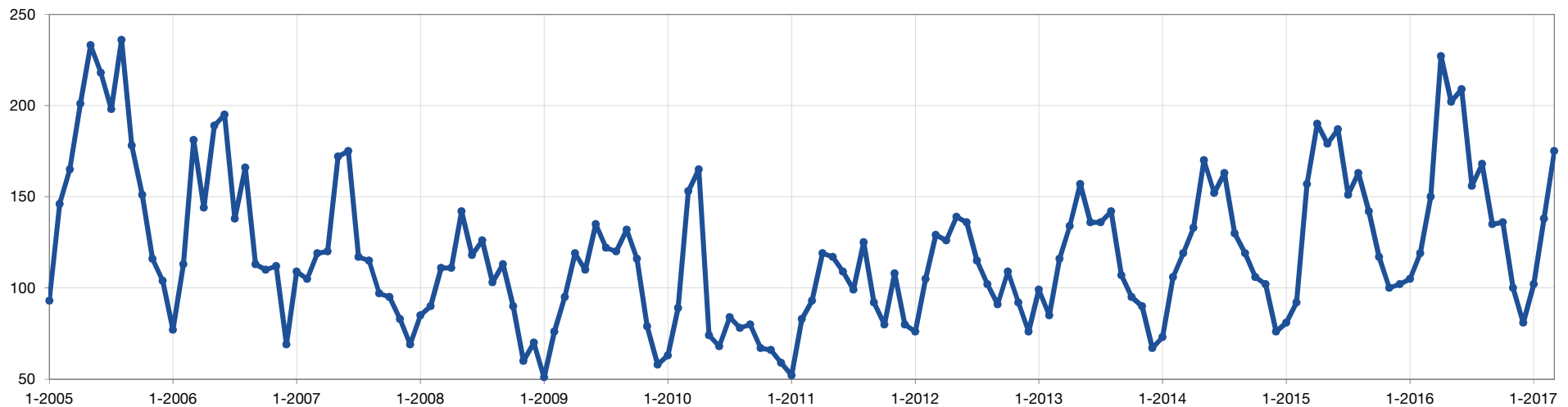


Year to Date



	Pending Sales	Prior Year	Percent Change
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	135	142	-4.9%
October 2016	136	117	+16.2%
November 2016	100	100	0.0%
December 2016	81	102	-20.6%
January 2017	102	105	-2.9%
February 2017	138	119	+16.0%
March 2017	175	150	+16.7%
12-Month Avg	152	142	+7.0%

Historical Pending Sales by Month

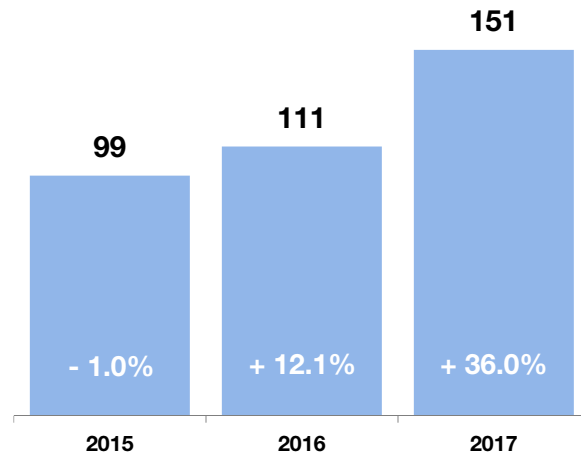


Closed Sales

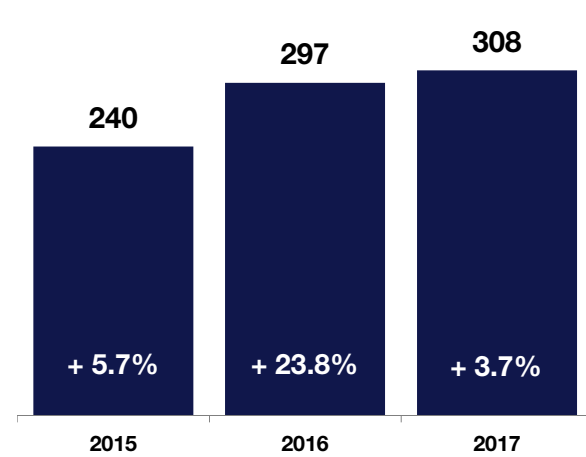
A count of the actual sales that closed in a given month.



March



Year to Date



Closed Sales	Prior Year	Percent Change
April 2016	125	+20.8%
May 2016	179	+6.7%
June 2016	212	+0.5%
July 2016	187	+11.2%
August 2016	163	+25.2%
September 2016	167	-4.8%
October 2016	142	+4.2%
November 2016	86	+36.0%
December 2016	122	-7.4%
January 2017	78	+11.5%
February 2017	108	-35.2%
March 2017	111	+36.0%
12-Month Avg	140	+7.9%

Historical Closed Sales by Month

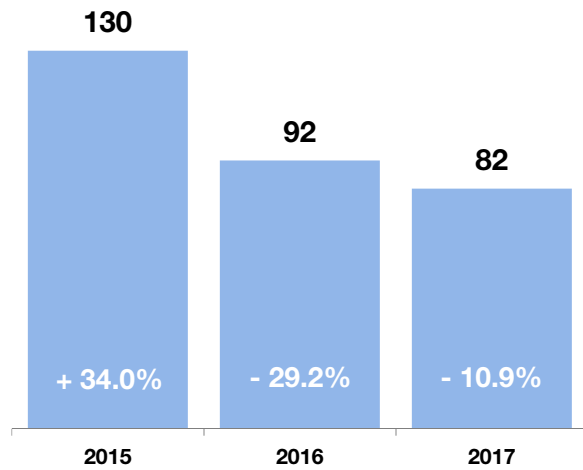


Days on Market Until Sale

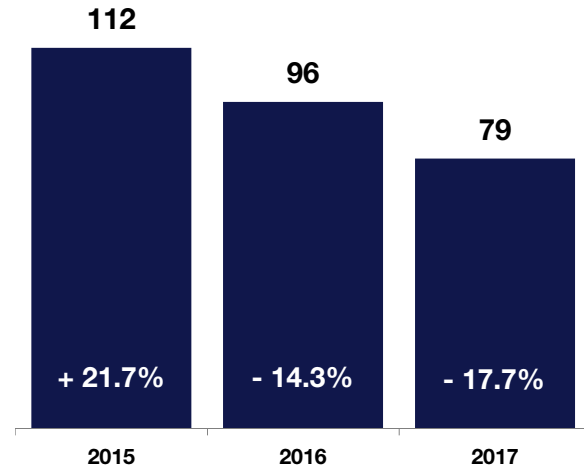
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

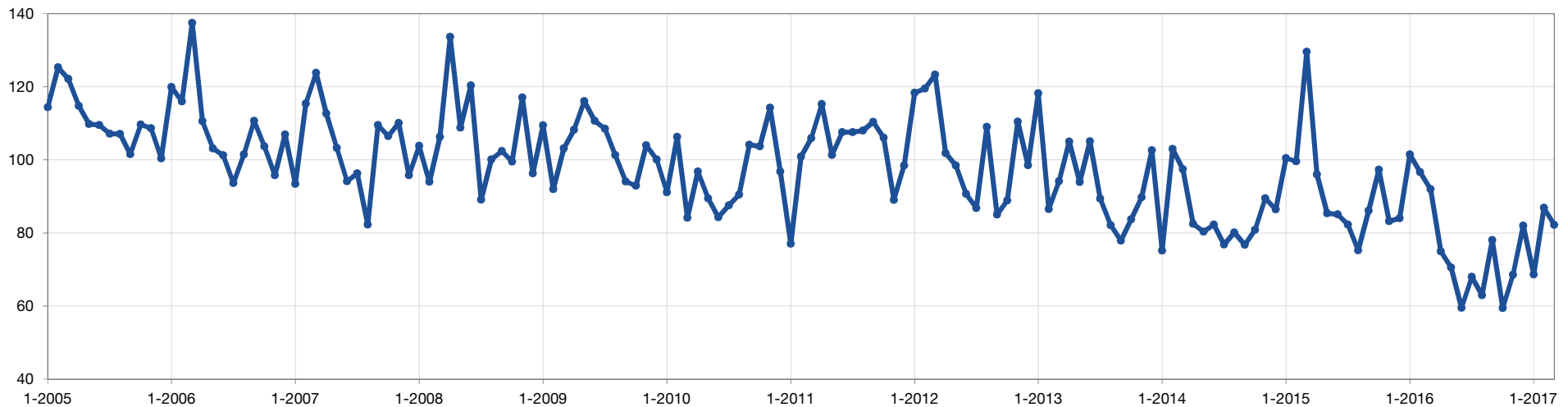


Year to Date



Days on Market	Prior Year	Percent Change	
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	78	86	-9.3%
October 2016	59	97	-39.2%
November 2016	69	83	-16.9%
December 2016	82	84	-2.4%
January 2017	69	101	-31.7%
February 2017	87	97	-10.3%
March 2017	82	92	-10.9%
12-Month Avg	72	89	-19.1%

Historical Days on Market Until Sale by Month

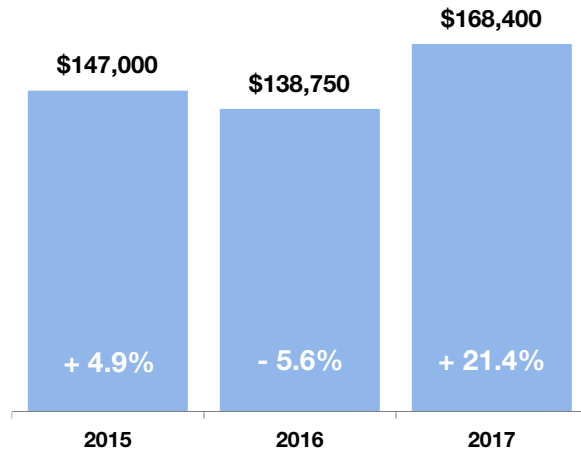


Median Sales Price

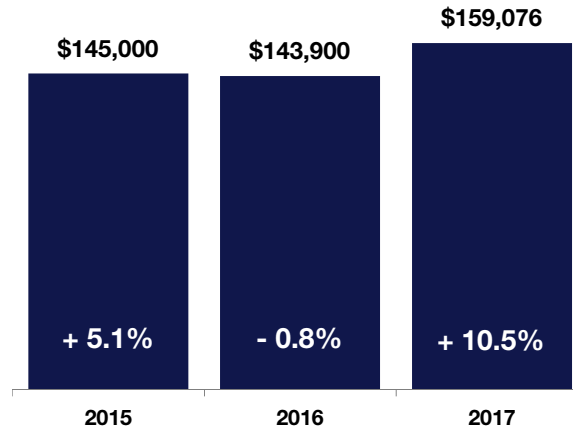
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

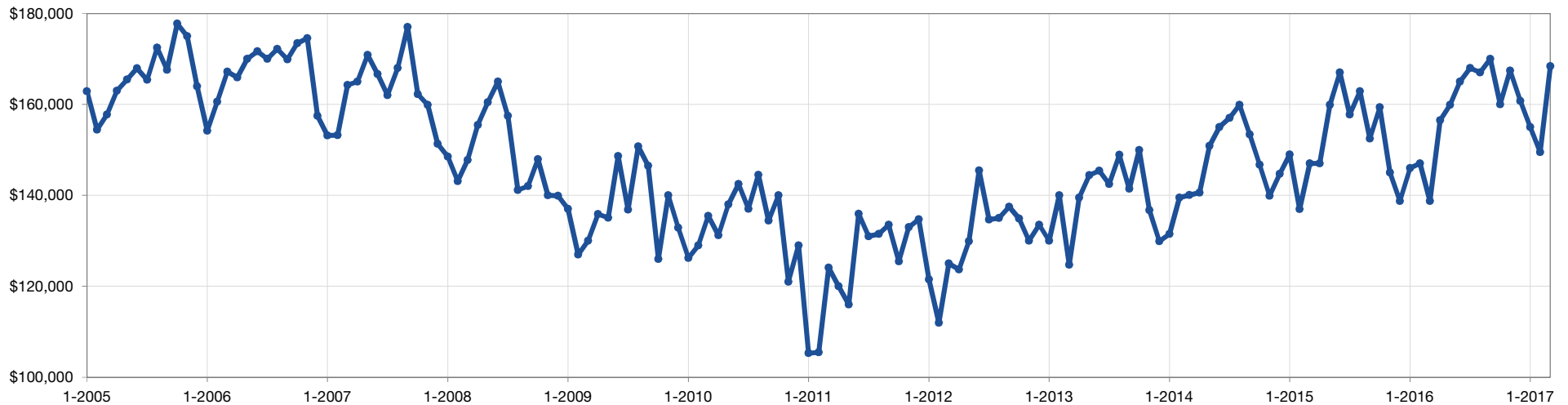


Year to Date



Median Sales Price	Prior Year	Percent Change
April 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%
February 2017	\$149,475	\$147,000 +1.7%
March 2017	\$168,400	\$138,750 +21.4%
12-Month Avg	\$162,285	\$151,831 +6.9%

Historical Median Sales Price by Month

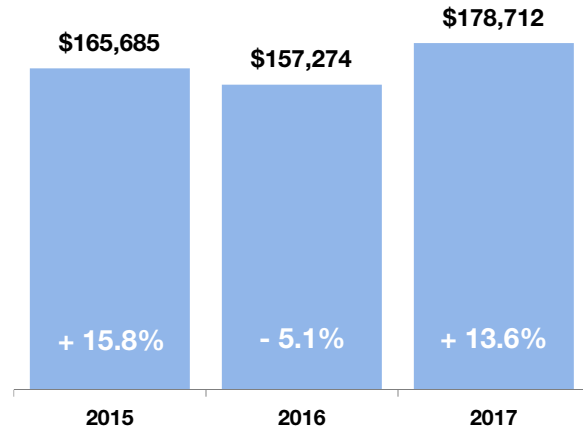


Average Sales Price

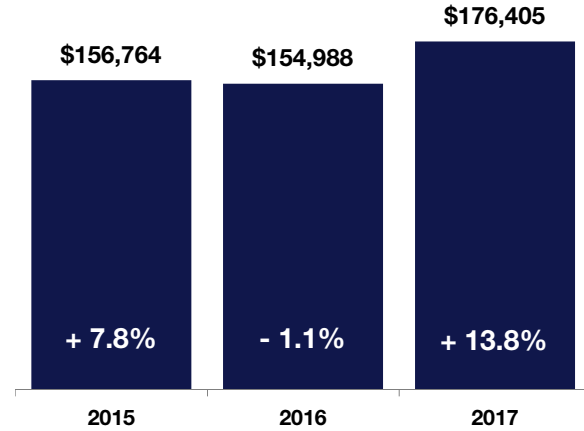
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2016	\$162,080	\$160,747	+0.8%
May 2016	\$172,443	\$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%
February 2017	\$165,642	\$147,303	+12.4%
March 2017	\$178,712	\$157,274	+13.6%
12-Month Avg	\$178,894	\$166,004	+7.8%

Historical Average Sales Price by Month

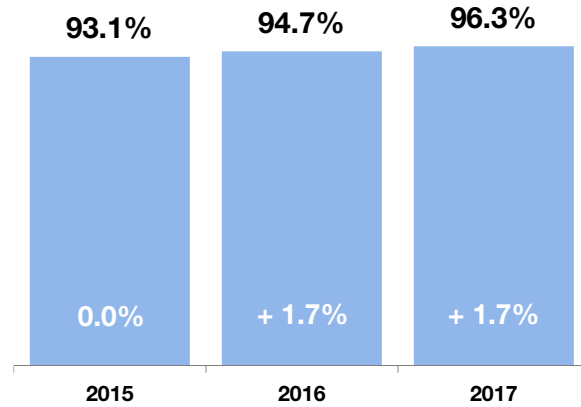


Percent of Original List Price Received

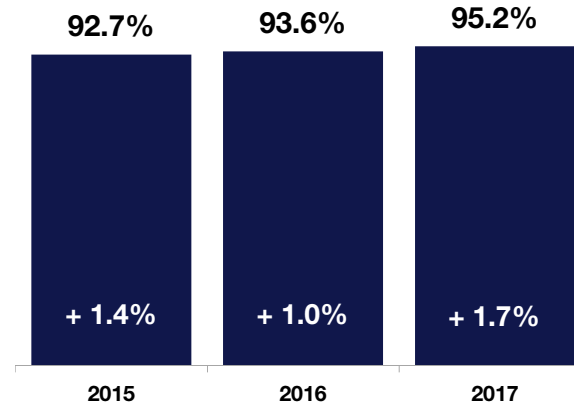


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

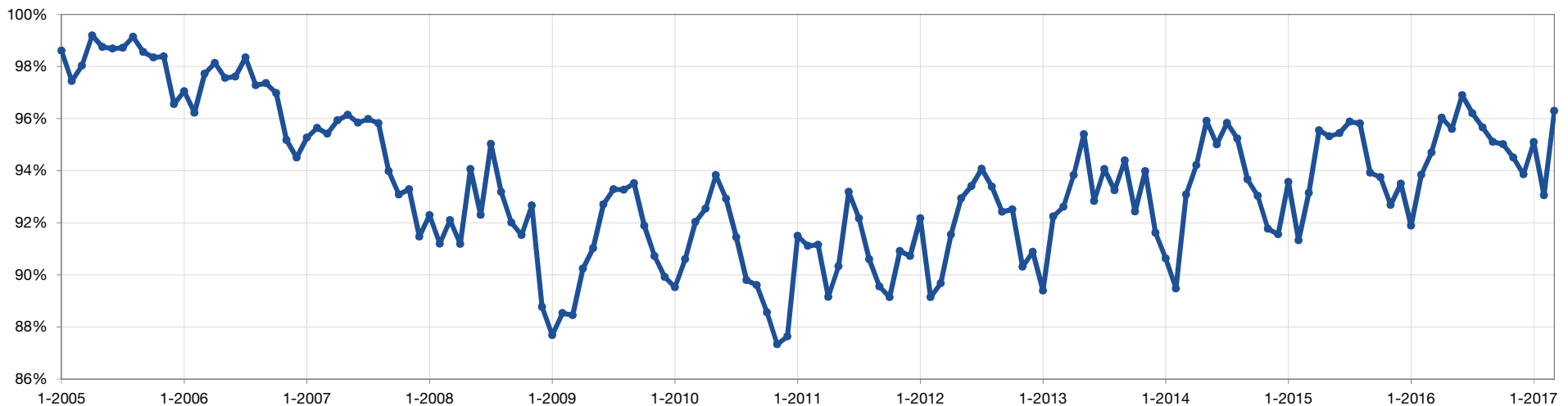


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2017	93.1%	93.8%	-0.7%
March 2017	96.3%	94.7%	+1.7%
12-Month Avg	95.3%	94.4%	+1.0%

Historical Percent of Original List Price Received by Month

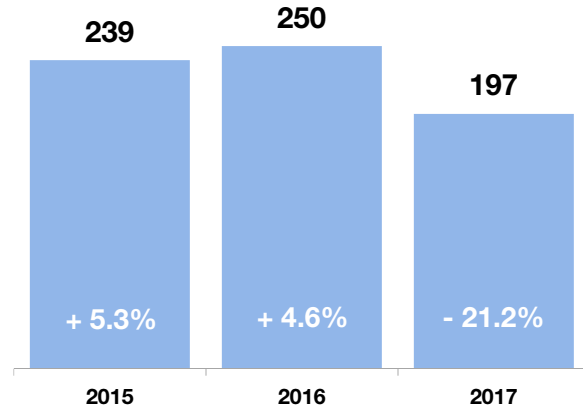


Housing Affordability Index

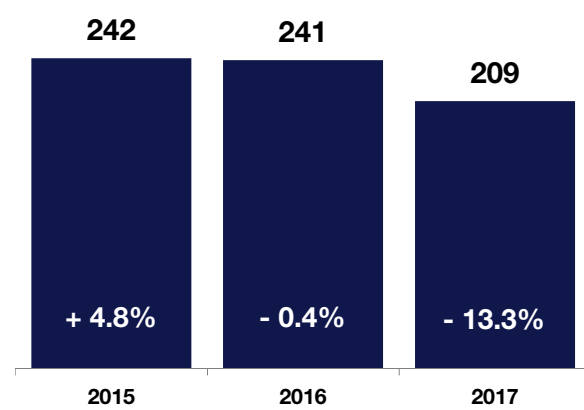


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March



Year to Date



Affordability Index		Prior Year	Percent Change
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%
February 2017	223	237	-5.9%
March 2017	197	250	-21.2%
12-Month Avg	212	230	-7.8%

Historical Housing Affordability Index by Month

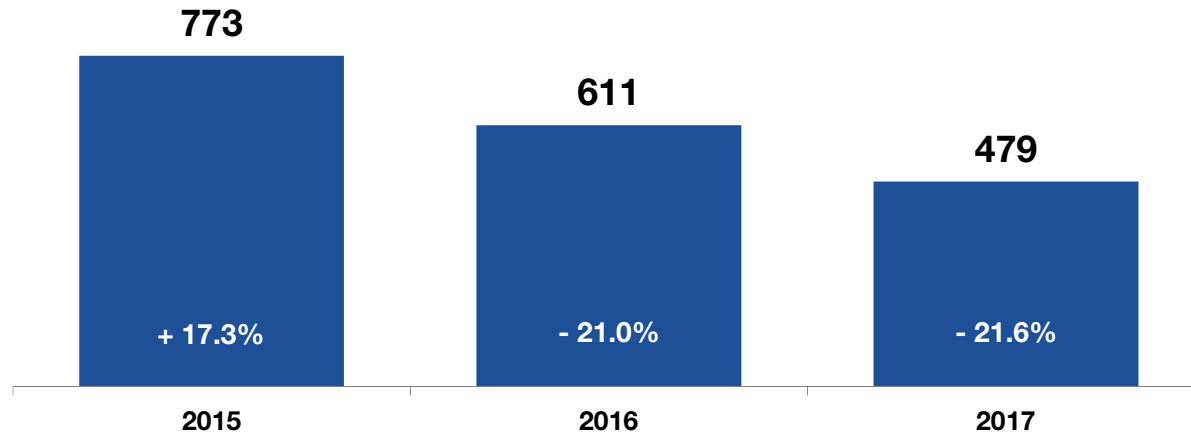


Inventory of Homes for Sale

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 2016	617	777	-20.6%
May 2016	623	816	-23.7%
June 2016	595	797	-25.3%
July 2016	605	800	-24.4%
August 2016	614	756	-18.8%
September 2016	595	689	-13.6%
October 2016	563	717	-21.5%
November 2016	506	647	-21.8%
December 2016	419	544	-23.0%
January 2017	420	528	-20.5%
February 2017	442	567	-22.0%
March 2017	479	611	-21.6%
12-Month Avg	540	687	-21.4%

Historical Inventory of Homes for Sale by Month

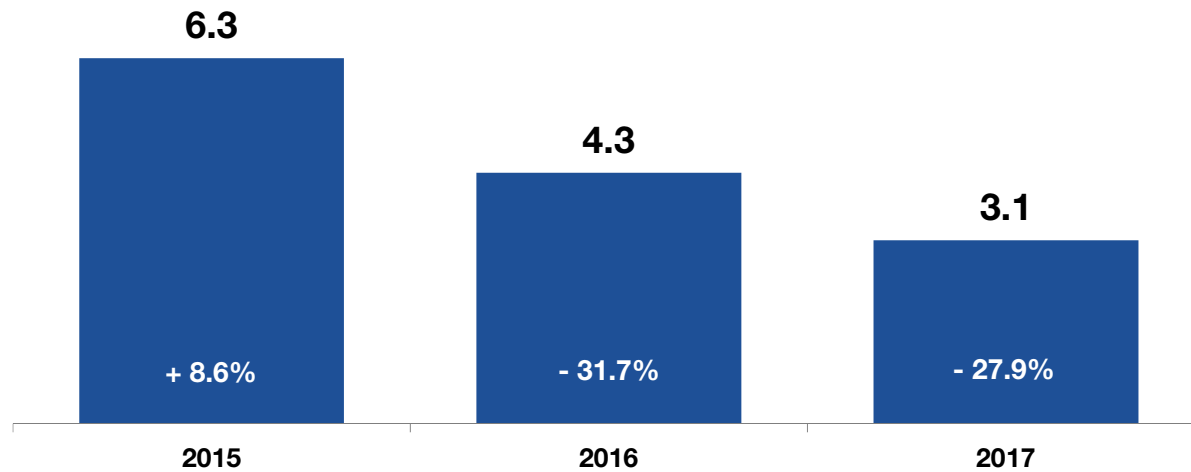


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
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	4.1	6.1	-32.8%
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	3.4	4.7	-27.7%
December 2016	2.8	3.9	-28.2%
January 2017	2.8	3.8	-26.3%
February 2017	2.9	4.0	-27.5%
March 2017	3.1	4.3	-27.9%
12-Month Avg	3.6	5.1	-29.4%

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 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	3-2016	3-2017	+ / -	3-2016	3-2017	+ / -
Albany	13	17	+30.8%	8	7	-12.5%	\$151,250	\$124,400	-17.8%	10	14	+40.0%	2.7	3.7	+40.0%
Avon	22	17	-22.7%	8	7	-12.5%	\$157,450	\$149,900	-4.8%	17	11	-35.3%	4.3	2.4	-42.5%
Clearwater	24	20	-16.7%	13	14	+7.7%	\$162,900	\$178,900	+9.8%	23	8	-65.2%	3.5	1.2	-66.5%
Cold Spring	50	30	-40.0%	19	16	-15.8%	\$161,950	\$180,500	+11.5%	57	29	-49.1%	5.7	3.6	-37.2%
Eden Lake Twp	4	2	-50.0%	0	0	--	\$0	\$0	--	3	3	0.0%	1.9	2.0	+6.7%
Eden Valley	4	8	+100.0%	5	4	-20.0%	\$116,240	\$100,500	-13.5%	9	6	-33.3%	4.0	3.4	-13.4%
Fair Haven Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	1.0	0.0	-100.0%
Foley	36	26	-27.8%	13	15	+15.4%	\$189,000	\$168,000	-11.1%	19	20	+5.3%	1.9	2.5	+28.1%
Freeport	6	2	-66.7%	2	3	+50.0%	\$134,275	\$65,500	-51.2%	7	2	-71.4%	3.9	0.8	-79.4%
Holdingsford	11	4	-63.6%	1	3	+200.0%	\$155,000	\$132,800	-14.3%	10	2	-80.0%	3.4	0.7	-78.5%
Kimball	15	9	-40.0%	7	5	-28.6%	\$152,000	\$249,500	+64.1%	18	11	-38.9%	5.1	3.1	-39.7%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$175,000	--	3	3	0.0%	3.0	3.0	0.0%
Melrose	15	11	-26.7%	11	6	-45.5%	\$125,000	\$124,750	-0.2%	25	13	-48.0%	6.0	3.4	-43.5%
Paynesville	9	20	+122.2%	6	11	+83.3%	\$92,400	\$131,000	+41.8%	21	18	-14.3%	6.1	3.4	-45.4%
Rice	35	48	+37.1%	15	17	+13.3%	\$170,000	\$239,000	+40.6%	35	36	+2.9%	5.5	4.3	-20.8%
Richmond	24	28	+16.7%	8	9	+12.5%	\$233,000	\$185,000	-20.6%	39	20	-48.7%	6.7	2.8	-58.7%
Rockville	6	4	-33.3%	1	3	+200.0%	\$67,000	\$223,693	+233.9%	3	1	-66.7%	1.3	0.6	-51.3%
Sartell	99	109	+10.1%	50	57	+14.0%	\$184,500	\$194,500	+5.4%	104	88	-15.4%	3.9	3.0	-22.4%
Sauk Centre	26	14	-46.2%	13	9	-30.8%	\$168,900	\$140,000	-17.1%	36	21	-41.7%	6.0	3.0	-50.0%
Sauk Rapids	75	75	0.0%	43	47	+9.3%	\$155,900	\$173,400	+11.2%	60	48	-20.0%	2.8	2.3	-17.8%
Saint Cloud	319	323	+1.3%	166	170	+2.4%	\$125,000	\$137,250	+9.8%	398	310	-22.1%	5.1	3.7	-26.9%
Saint Joseph	29	29	0.0%	23	20	-13.0%	\$145,000	\$170,950	+17.9%	24	17	-29.2%	2.5	1.7	-34.3%
Saint Augusta	12	14	+16.7%	6	5	-16.7%	\$186,750	\$192,000	+2.8%	12	18	+50.0%	3.8	5.8	+54.1%
Waite Park	21	23	+9.5%	15	14	-6.7%	\$159,500	\$157,500	-1.3%	25	16	-36.0%	4.2	1.9	-55.3%
Wakefield Twp	2	0	-100.0%	0	1	--	\$0	\$221,500	--	2	0	-100.0%	0.0	0.0	--