

# Monthly Indicators

## May 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

**+ 7.3%**    **+ 11.9%**    **- 10.3%**

One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>
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# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



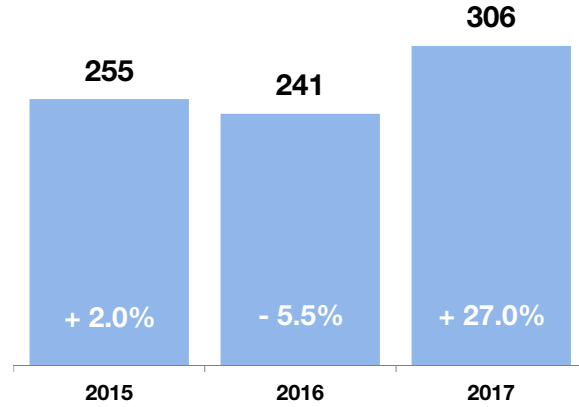
Key Metrics	Historical Sparkbars	5-2016	5-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		241	<b>306</b>	+ 27.0%	1,046	<b>1,095</b>	+ 4.7%
<b>Pending Sales</b>		202	<b>189</b>	- 6.4%	803	<b>807</b>	+ 0.5%
<b>Closed Sales</b>		191	<b>205</b>	+ 7.3%	639	<b>648</b>	+ 1.4%
<b>Days on Market</b>		71	<b>53</b>	- 25.4%	84	<b>67</b>	- 20.2%
<b>Median Sales Price</b>		\$159,900	<b>\$178,950</b>	+ 11.9%	\$154,000	<b>\$164,950</b>	+ 7.1%
<b>Avg. Sales Price</b>		\$172,443	<b>\$195,929</b>	+ 13.6%	\$161,924	<b>\$184,090</b>	+ 13.7%
<b>Pct. of Orig. Price Received</b>		95.6%	<b>97.8%</b>	+ 2.3%	94.8%	<b>96.4%</b>	+ 1.7%
<b>Affordability Index</b>		218	<b>191</b>	- 12.4%	226	<b>207</b>	- 8.4%
<b>Homes for Sale</b>		623	<b>559</b>	- 10.3%	--	<b>--</b>	--
<b>Months Supply</b>		4.2	<b>3.7</b>	- 11.9%	--	<b>--</b>	--

# New Listings

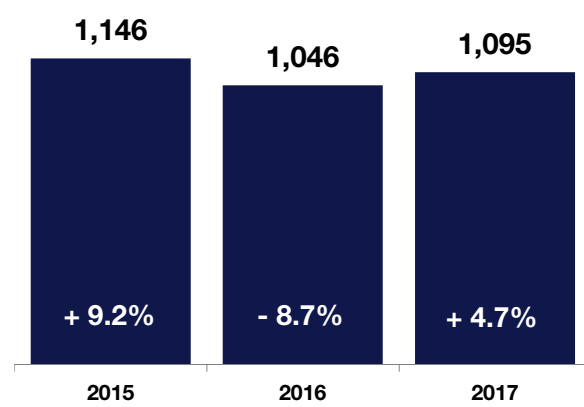
A count of the properties that have been newly listed on the market in a given month.



## May

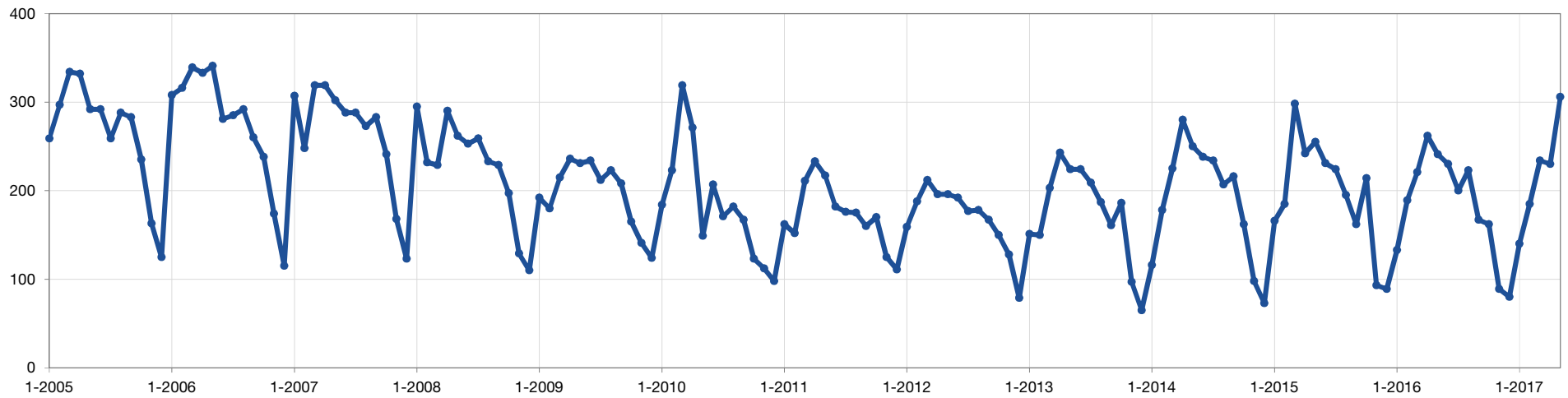


## Year to Date



	New Listings	Prior Year	Percent Change
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%
April 2017	230	262	-12.2%
<b>May 2017</b>	<b>306</b>	<b>241</b>	<b>+27.0%</b>
12-Month Avg	187	188	-0.5%

## Historical New Listings by Month

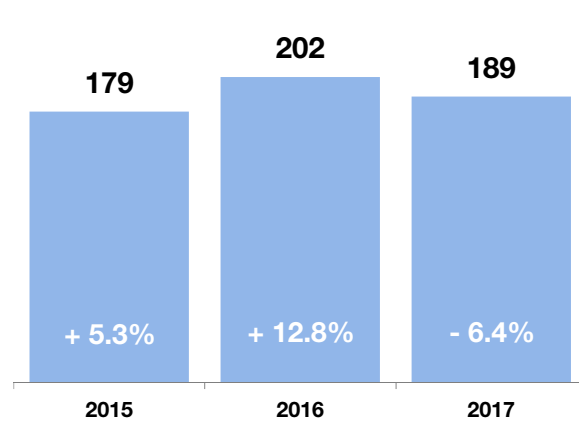


# Pending Sales

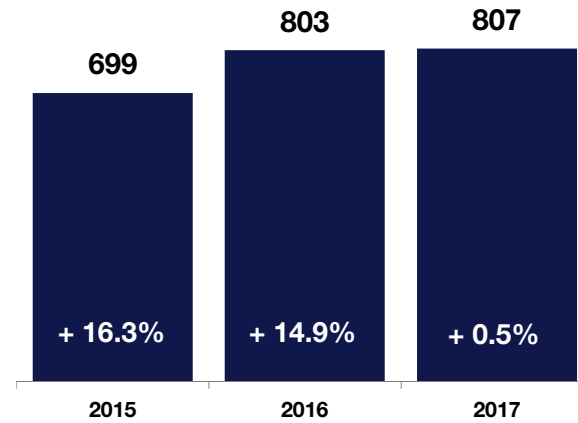
A count of the properties on which offers have been accepted in a given month.



## May



## Year to Date



Pending Sales	Prior Year	Percent Change	
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	137	119	+15.1%
March 2017	174	150	+16.0%
April 2017	205	227	-9.7%
<b>May 2017</b>	<b>189</b>	<b>202</b>	<b>-6.4%</b>
12-Month Avg	149	147	+1.4%

## Historical Pending Sales by Month

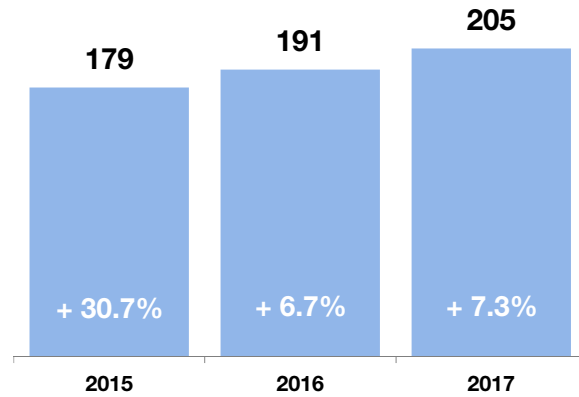


# Closed Sales

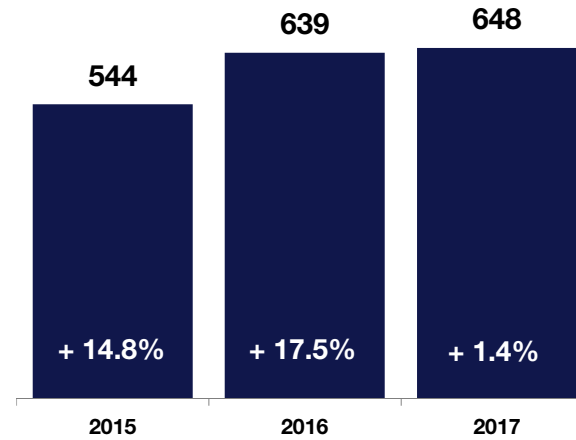
A count of the actual sales that closed in a given month.



## May



## Year to Date



	Closed Sales	Prior Year	Percent Change
June 2016	213	212	+0.5%
July 2016	208	187	+11.2%
August 2016	204	163	+25.2%
September 2016	159	167	-4.8%
October 2016	148	142	+4.2%
November 2016	117	86	+36.0%
December 2016	113	122	-7.4%
January 2017	87	78	+11.5%
February 2017	70	108	-35.2%
March 2017	151	111	+36.0%
April 2017	135	151	-10.6%
<b>May 2017</b>	<b>205</b>	<b>191</b>	<b>+7.3%</b>
12-Month Avg	151	143	+5.6%

## Historical Closed Sales by Month

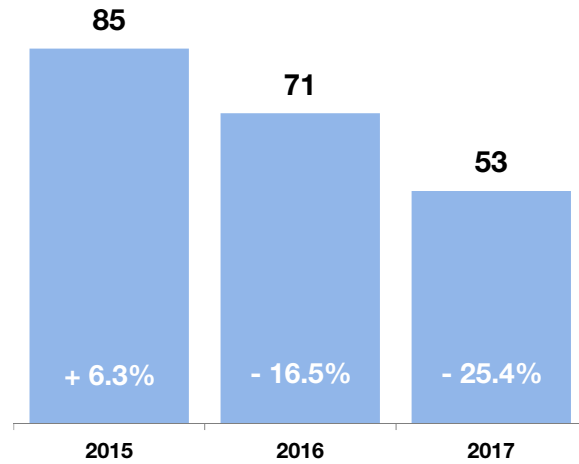


# Days on Market Until Sale

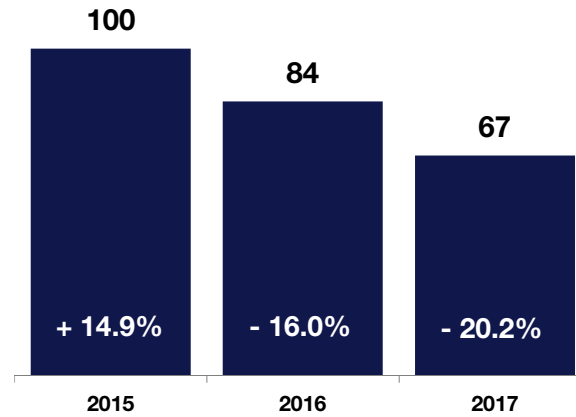
Average number of days between when a property is listed and when an offer is accepted in a given month.



## May

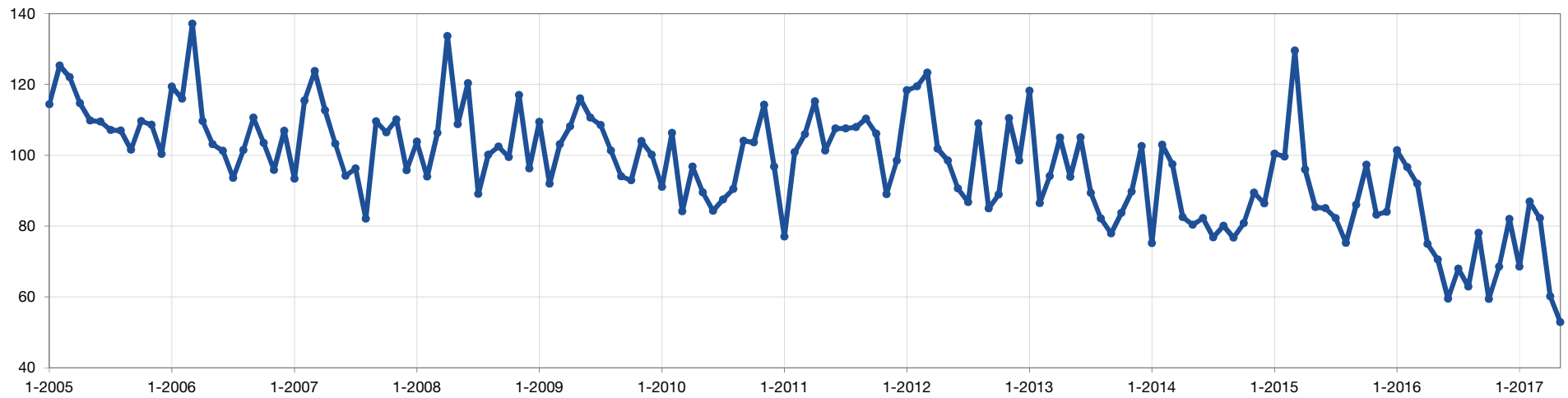


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
April 2017	60	75	-20.0%
<b>May 2017</b>	<b>53</b>	<b>71</b>	<b>-25.4%</b>
12-Month Avg	69	86	-19.8%

## Historical Days on Market Until Sale by Month

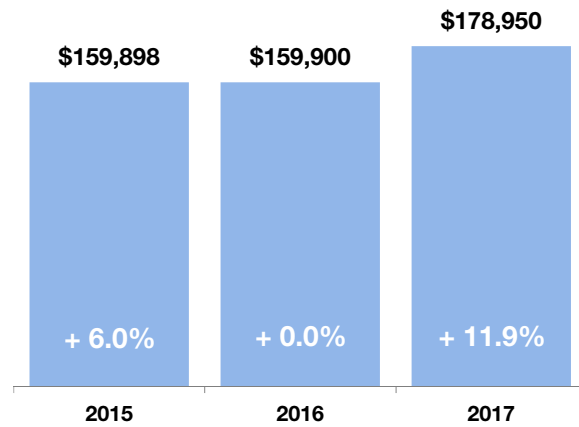


# Median Sales Price

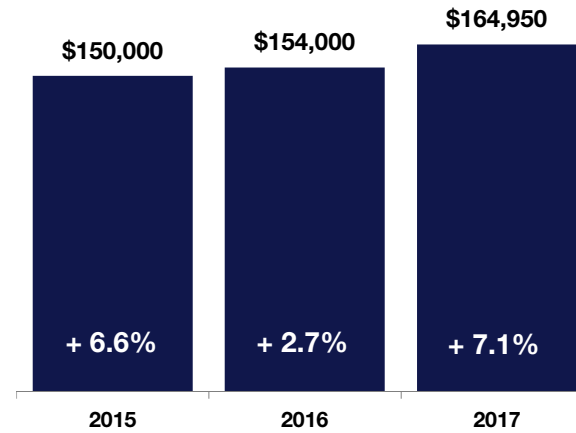
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## May

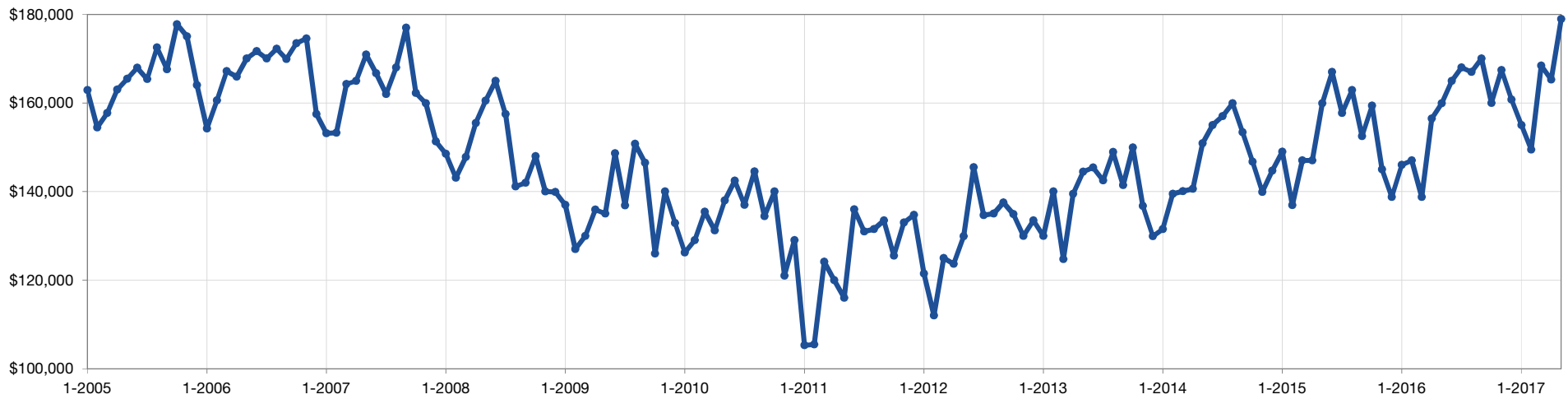


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
April 2017	\$165,250	\$156,500	+5.6%
<b>May 2017</b>	<b>\$178,950</b>	<b>\$159,900</b>	<b>+11.9%</b>
12-Month Avg	\$164,602	\$152,623	+7.8%

## Historical Median Sales Price by Month

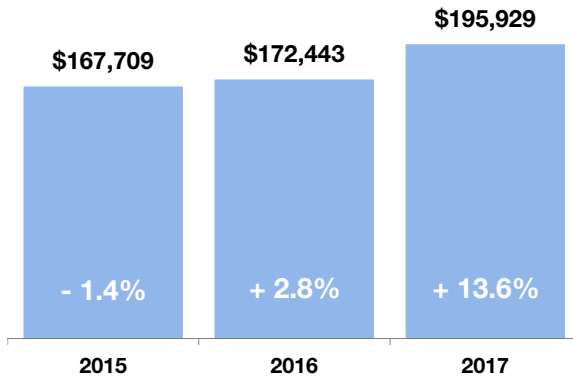


# Average Sales Price

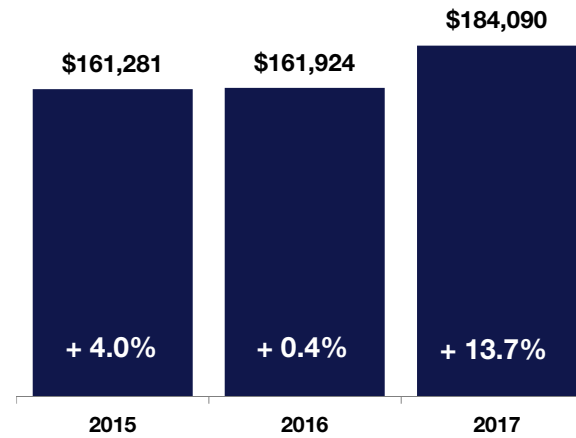
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## May



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
April 2017	\$183,731	\$162,080	+13.4%
<b>May 2017</b>	<b>\$195,929</b>	<b>\$172,443</b>	<b>+13.6%</b>
12-Month Avg	\$182,656	\$166,510	+9.7%

## Historical Average Sales Price by Month



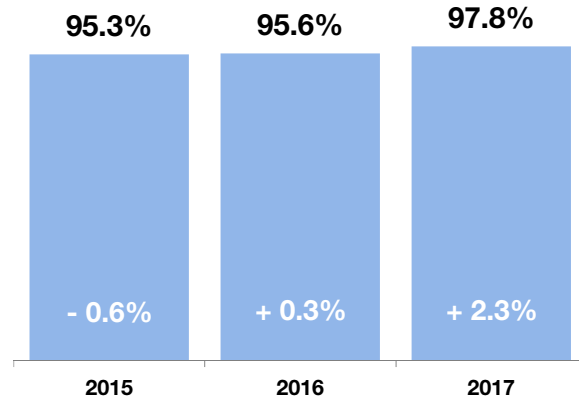


# Percent of Original List Price Received

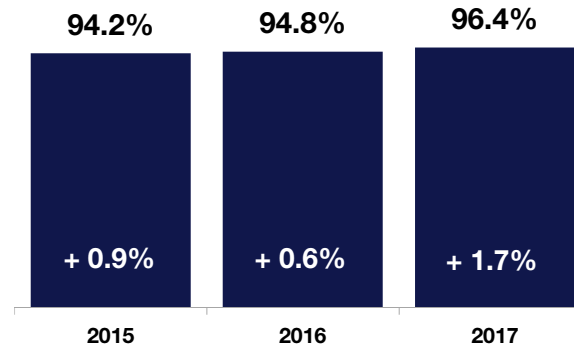


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## May

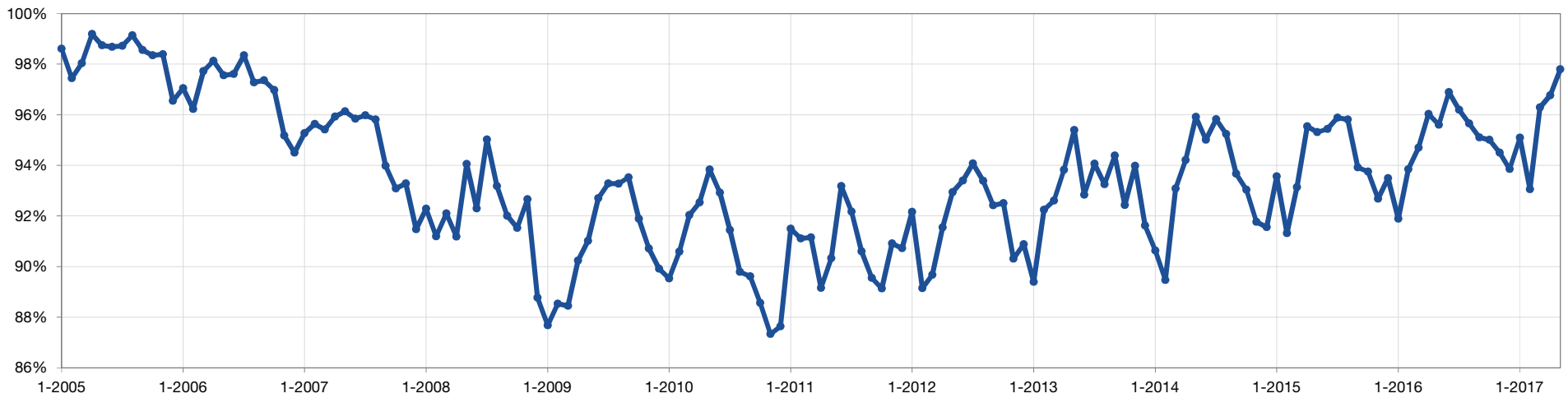


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2017	96.8%	96.0%	+0.8%
<b>May 2017</b>	<b>97.8%</b>	<b>95.6%</b>	<b>+2.3%</b>
12-Month Avg	95.5%	94.4%	+1.2%

## Historical Percent of Original List Price Received by Month

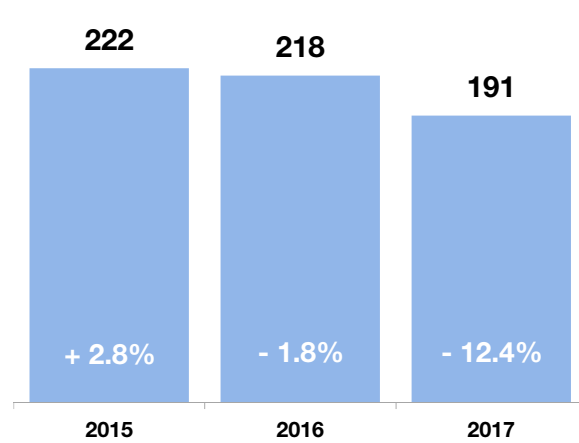


# Housing Affordability Index

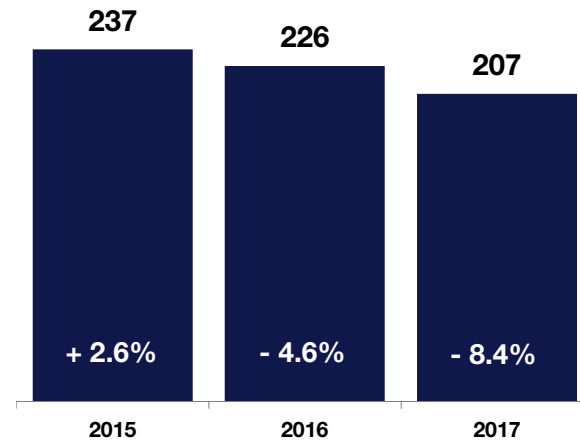


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## May

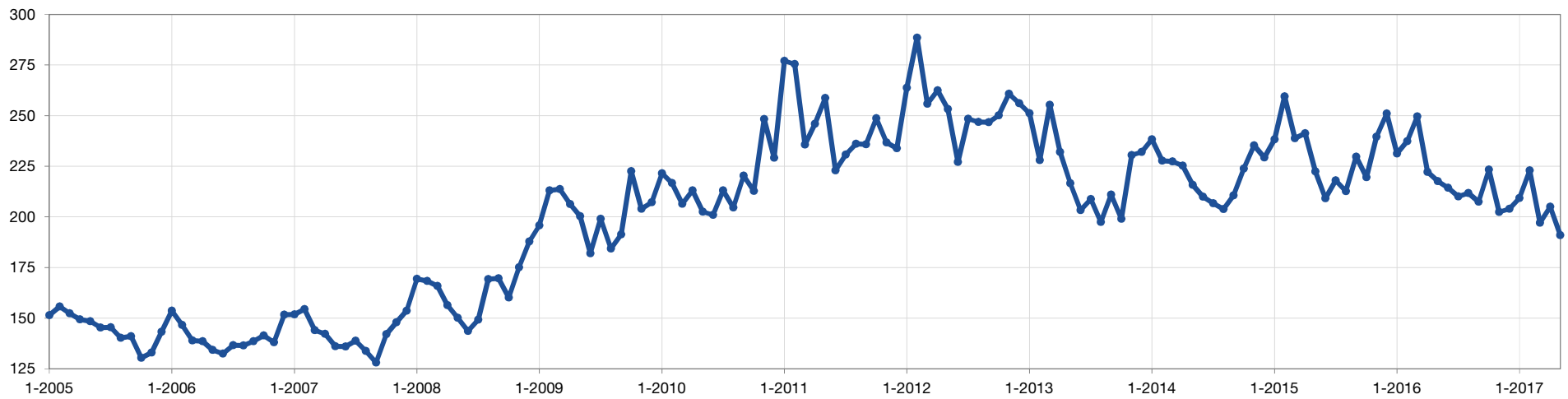


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2017	205	222	-7.7%
<b>May 2017</b>	<b>191</b>	<b>218</b>	<b>-12.4%</b>
12-Month Avg	208	228	-8.8%

## Historical Housing Affordability Index by Month

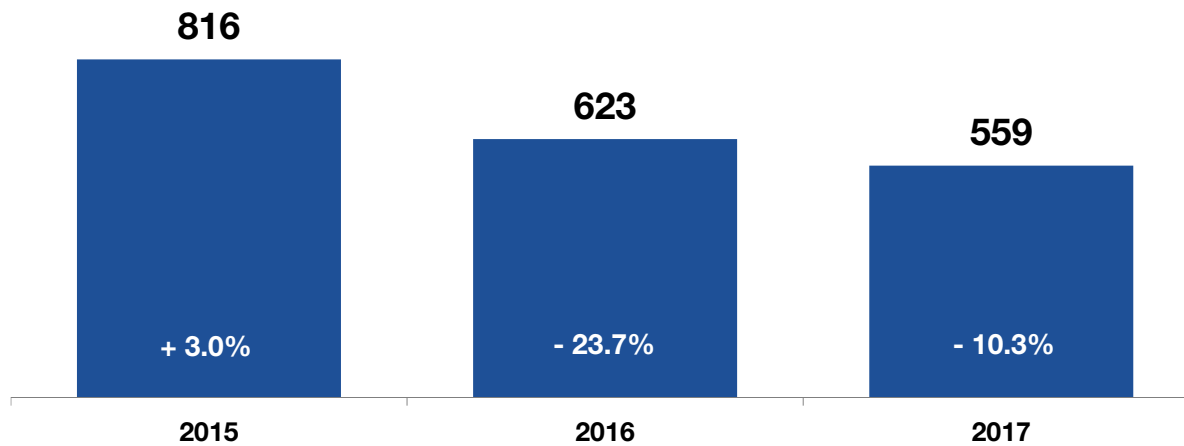


# Inventory of Homes for Sale

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

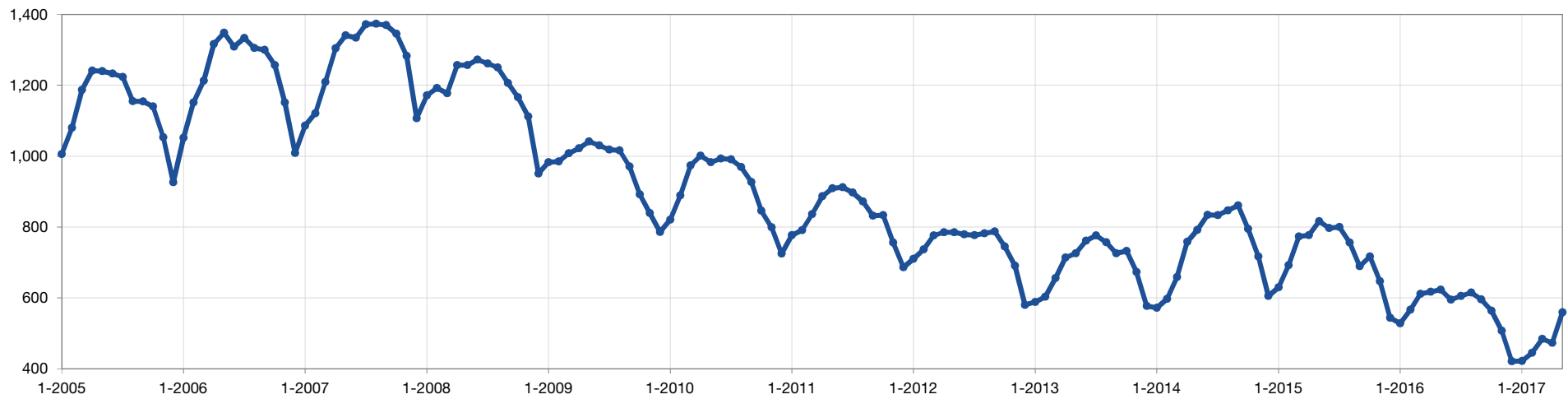


## May



Homes for Sale	Prior Year	Percent Change
June 2016	797	-25.3%
July 2016	800	-24.4%
August 2016	756	-18.7%
September 2016	689	-13.5%
October 2016	717	-21.3%
November 2016	647	-21.6%
December 2016	544	-22.6%
January 2017	528	-20.1%
February 2017	567	-21.5%
March 2017	611	-20.8%
April 2017	617	-23.3%
<b>May 2017</b>	<b>623</b>	<b>-10.3%</b>
12-Month Avg	524	-20.4%

## Historical Inventory of Homes for Sale by Month

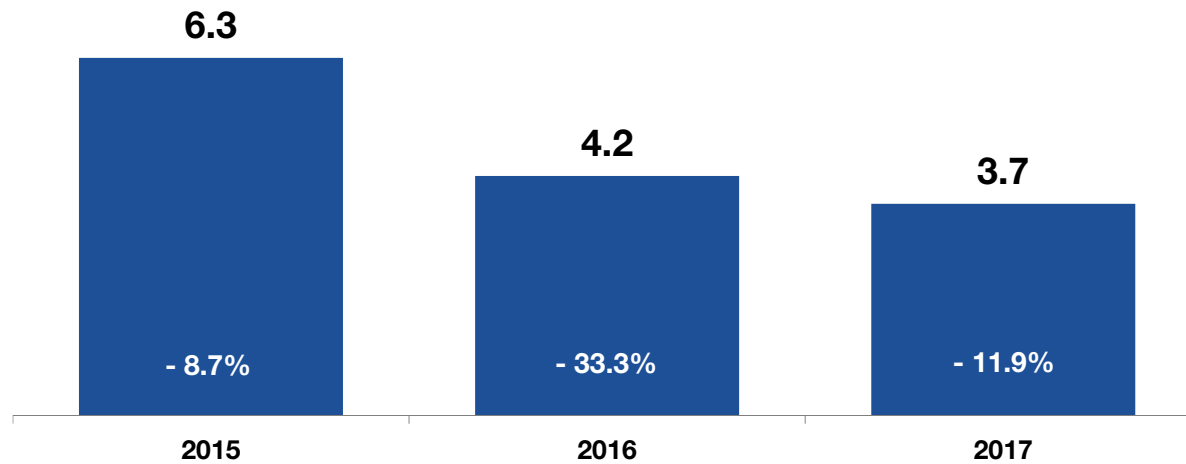


# Months Supply of Inventory

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.



## May



Months Supply	Prior Year	Percent Change	
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	3.0	4.0	-25.0%
March 2017	3.2	4.3	-25.6%
April 2017	3.1	4.3	-27.9%
<b>May 2017</b>	<b>3.7</b>	<b>4.2</b>	<b>-11.9%</b>
12-Month Avg	3.5	4.8	-27.1%

## 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	+ / -	5-2016	5-2017	+ / -	5-2016	5-2017	+ / -
Albany	30	30	0.0%	16	11	-31.3%	\$154,450	\$136,500	-11.6%	14	13	-7.1%	3.7	3.6	-0.7%
Avon	34	34	0.0%	23	18	-21.7%	\$182,000	\$181,000	-0.5%	12	14	+16.7%	2.9	3.2	+8.3%
Clearwater	42	34	-19.0%	27	28	+3.7%	\$222,250	\$190,500	-14.3%	15	14	-6.7%	2.2	2.5	+14.2%
Cold Spring	79	73	-7.6%	41	35	-14.6%	\$169,950	\$183,000	+7.7%	53	43	-18.9%	5.2	5.3	+2.0%
Eden Lake Twp	7	4	-42.9%	3	1	-66.7%	\$195,000	\$125,000	-35.9%	3	2	-33.3%	2.3	1.5	-33.3%
Eden Valley	11	14	+27.3%	10	8	-20.0%	\$120,570	\$159,950	+32.7%	13	7	-46.2%	6.2	3.5	-43.7%
Fair Haven Twp	2	2	0.0%	2	0	-100.0%	\$231,250	\$0	-100.0%	0	2	--	0.0	2.0	--
Foley	62	46	-25.8%	34	35	+2.9%	\$182,250	\$180,000	-1.2%	26	18	-30.8%	2.9	2.2	-24.5%
Freeport	10	8	-20.0%	6	4	-33.3%	\$155,275	\$74,600	-52.0%	7	6	-14.3%	3.5	2.7	-23.8%
Holdingford	18	7	-61.1%	6	5	-16.7%	\$137,500	\$132,800	-3.4%	9	2	-77.8%	3.2	0.7	-77.6%
Kimball	20	21	+5.0%	16	11	-31.3%	\$161,000	\$214,900	+33.5%	18	10	-44.4%	5.5	2.7	-51.5%
Maine Prairie Twp	0	2	--	0	1	--	\$0	\$175,000	--	3	4	+33.3%	3.0	4.0	+33.3%
Melrose	30	29	-3.3%	18	12	-33.3%	\$97,000	\$138,700	+43.0%	27	21	-22.2%	6.5	5.5	-15.5%
Paynesville	28	37	+32.1%	14	20	+42.9%	\$124,000	\$150,000	+21.0%	24	12	-50.0%	7.0	1.9	-72.4%
Rice	66	74	+12.1%	28	49	+75.0%	\$172,000	\$179,900	+4.6%	41	25	-39.0%	5.9	2.7	-54.0%
Richmond	49	50	+2.0%	22	28	+27.3%	\$218,950	\$200,000	-8.7%	38	25	-34.2%	5.7	3.7	-35.0%
Rockville	11	7	-36.4%	5	5	0.0%	\$124,250	\$196,797	+58.4%	7	1	-85.7%	3.3	0.6	-81.5%
Sartell	209	207	-1.0%	106	121	+14.2%	\$178,700	\$200,000	+11.9%	120	99	-17.5%	4.4	3.5	-21.1%
Sauk Centre	55	43	-21.8%	26	23	-11.5%	\$152,750	\$157,500	+3.1%	30	35	+16.7%	4.6	6.2	+35.5%
Sauk Rapids	137	129	-5.8%	100	93	-7.0%	\$162,950	\$182,000	+11.7%	56	65	+16.1%	2.6	3.5	+35.2%
Saint Cloud	583	648	+11.1%	367	359	-2.2%	\$129,600	\$143,950	+11.1%	382	351	-8.1%	4.6	4.2	-9.9%
Saint Joseph	64	66	+3.1%	37	41	+10.8%	\$162,500	\$174,000	+7.1%	35	24	-31.4%	3.8	2.4	-37.6%
Saint Augusta	17	26	+52.9%	15	15	0.0%	\$210,000	\$185,500	-11.7%	14	18	+28.6%	5.3	4.7	-10.6%
Waite Park	53	45	-15.1%	29	34	+17.2%	\$154,400	\$160,000	+3.6%	30	20	-33.3%	4.5	2.4	-45.6%
Wakefield Twp	3	2	-33.3%	1	2	+100.0%	\$0	\$260,750	--	3	1	-66.7%	3.0	1.0	-66.7%