

Monthly Indicators

June 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

+ 8.9% **+ 7.7%** **- 4.5%**

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.



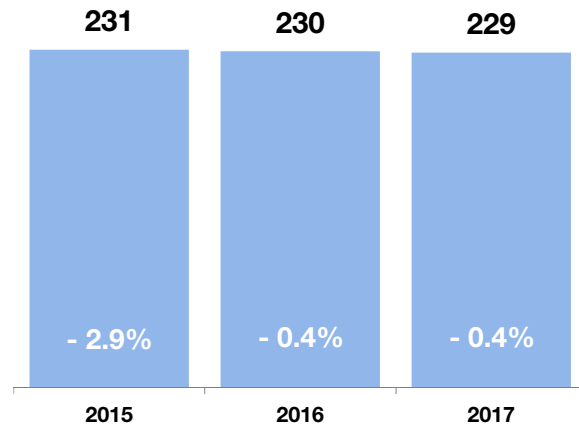
Key Metrics	Historical Sparkbars	6-2016	6-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		230	229	- 0.4%	1,276	1,325	+ 3.8%
Pending Sales		209	183	- 12.4%	1,012	996	- 1.6%
Closed Sales		213	232	+ 8.9%	852	883	+ 3.6%
Days on Market		59	43	- 27.1%	78	61	- 21.8%
Median Sales Price		\$165,000	\$177,750	+ 7.7%	\$156,800	\$170,000	+ 8.4%
Avg. Sales Price		\$180,912	\$195,189	+ 7.9%	\$166,705	\$186,855	+ 12.1%
Pct. of Orig. Price Received		96.9%	98.2%	+ 1.3%	95.3%	96.8%	+ 1.6%
Affordability Index		214	192	- 10.3%	226	201	- 11.1%
Homes for Sale		595	568	- 4.5%	--	--	--
Months Supply		4.0	3.8	- 5.0%	--	--	--

New Listings

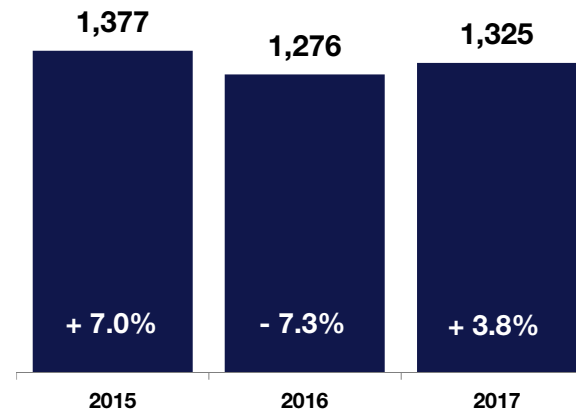
A count of the properties that have been newly listed on the market in a given month.



June



Year to Date



	New Listings	Prior Year	Percent Change
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%
May 2017	307	241	+27.4%
June 2017	229	230	-0.4%
12-Month Avg	187	188	-0.5%

Historical New Listings by Month

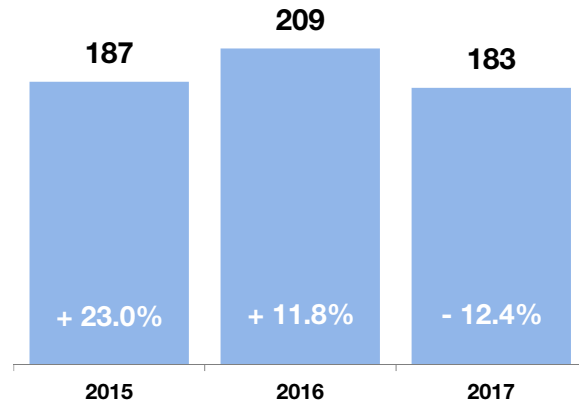


Pending Sales

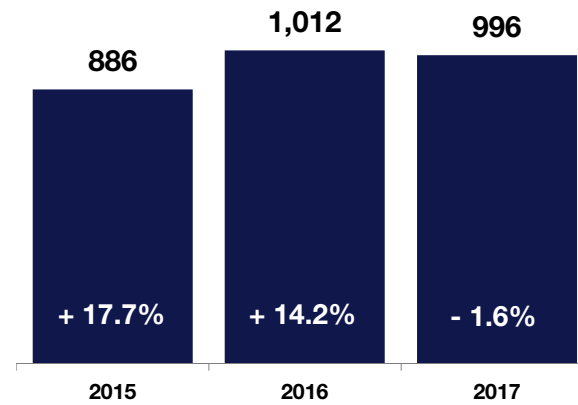
A count of the properties on which offers have been accepted in a given month.



June

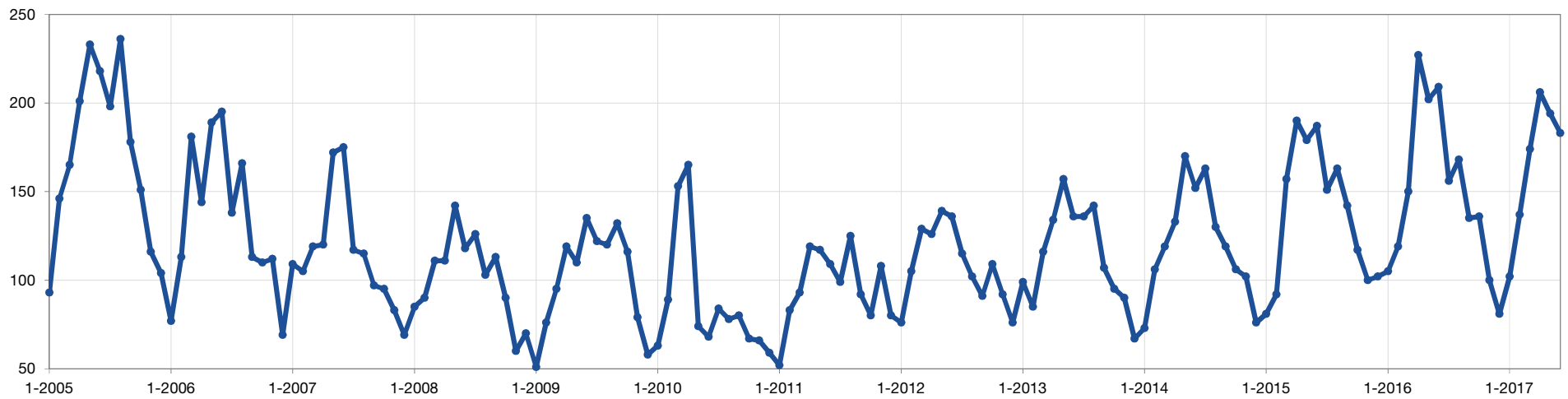


Year to Date



Pending Sales	Prior Year	Percent Change
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	206	227 -9.3%
May 2017	194	202 -4.0%
June 2017	183	209 -12.4%
12-Month Avg	148	149 -0.7%

Historical Pending Sales by Month

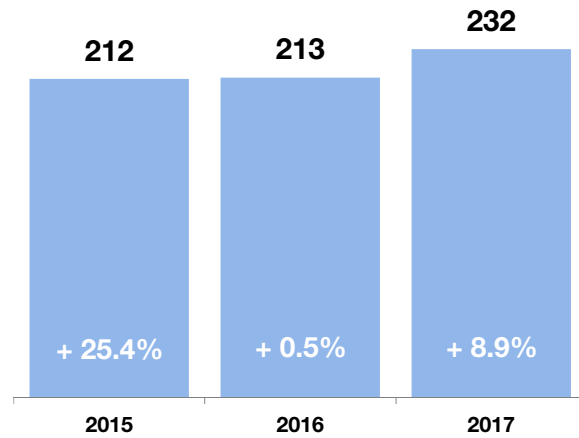


Closed Sales

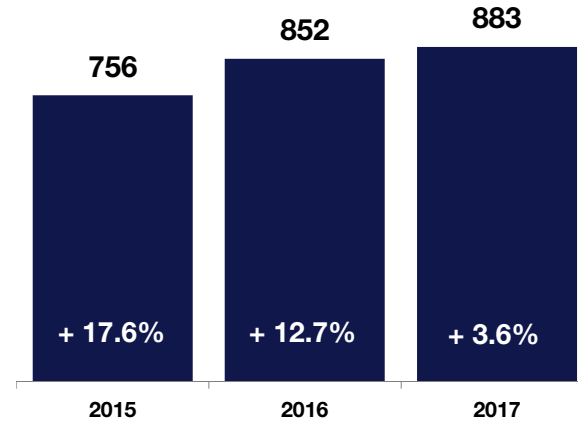
A count of the actual sales that closed in a given month.



June

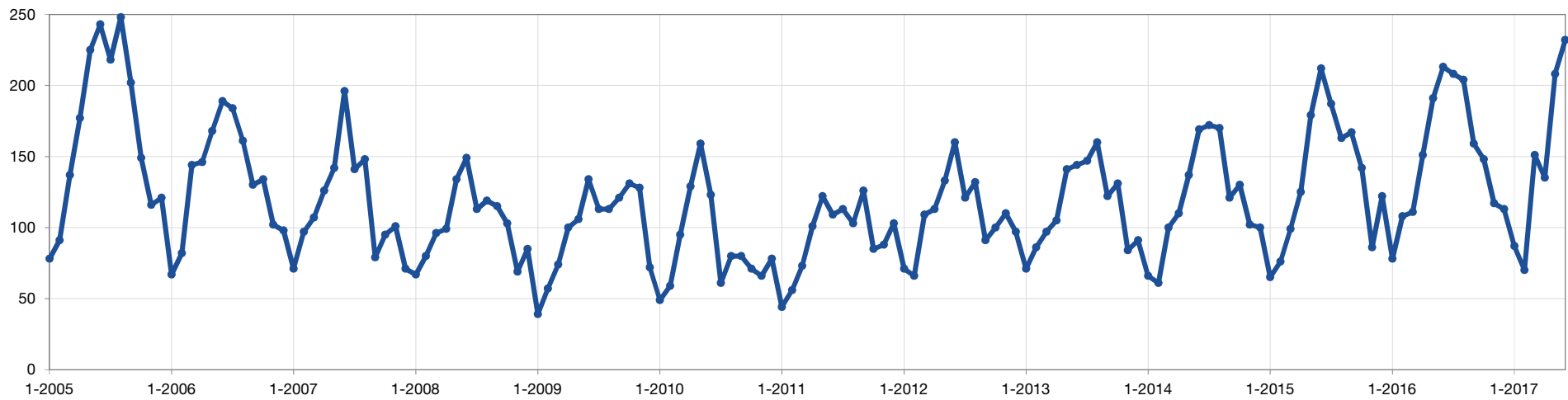


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
May 2017	208	191	+8.9%
June 2017	232	213	+8.9%
12-Month Avg	153	143	+7.0%

Historical Closed Sales by Month

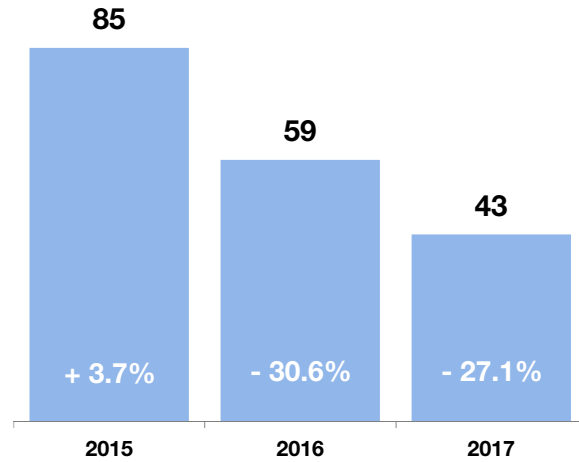


Days on Market Until Sale

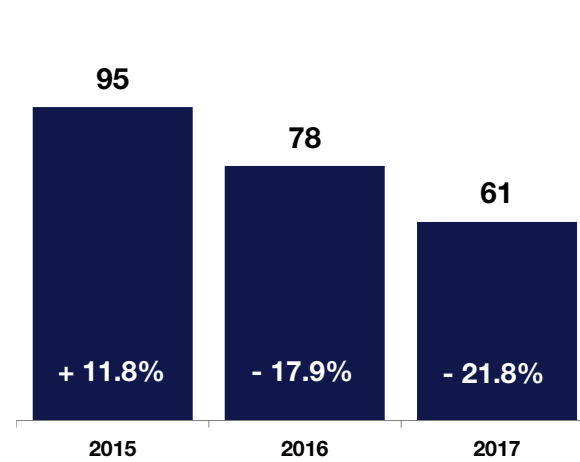
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

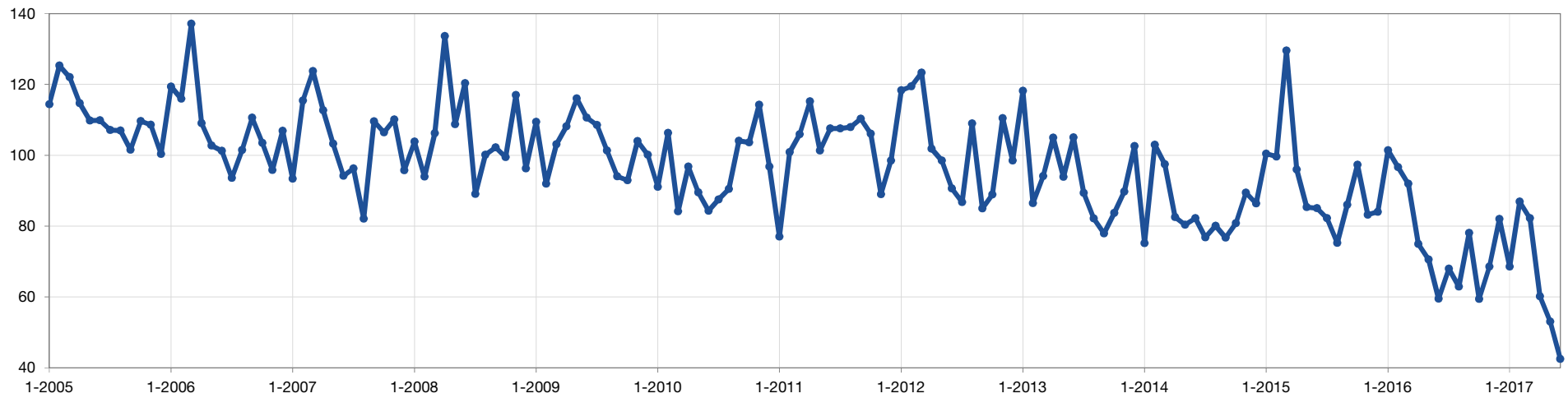


Year to Date



Days on Market	Prior Year	Percent Change	
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%
May 2017	53	71	-25.4%
June 2017	43	59	-27.1%
12-Month Avg	68	84	-19.0%

Historical Days on Market Until Sale by Month

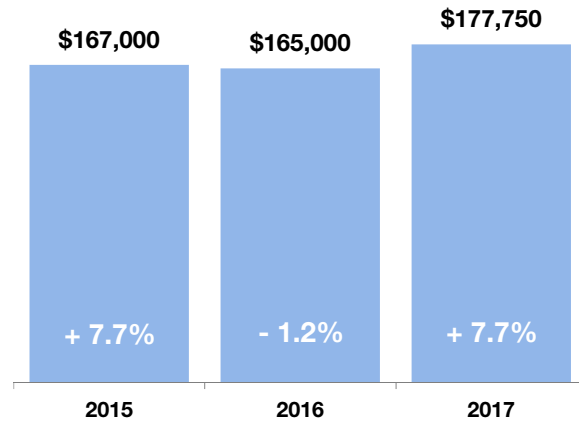


Median Sales Price

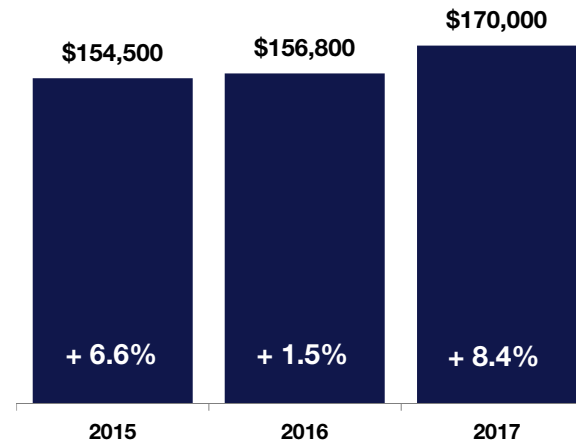
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

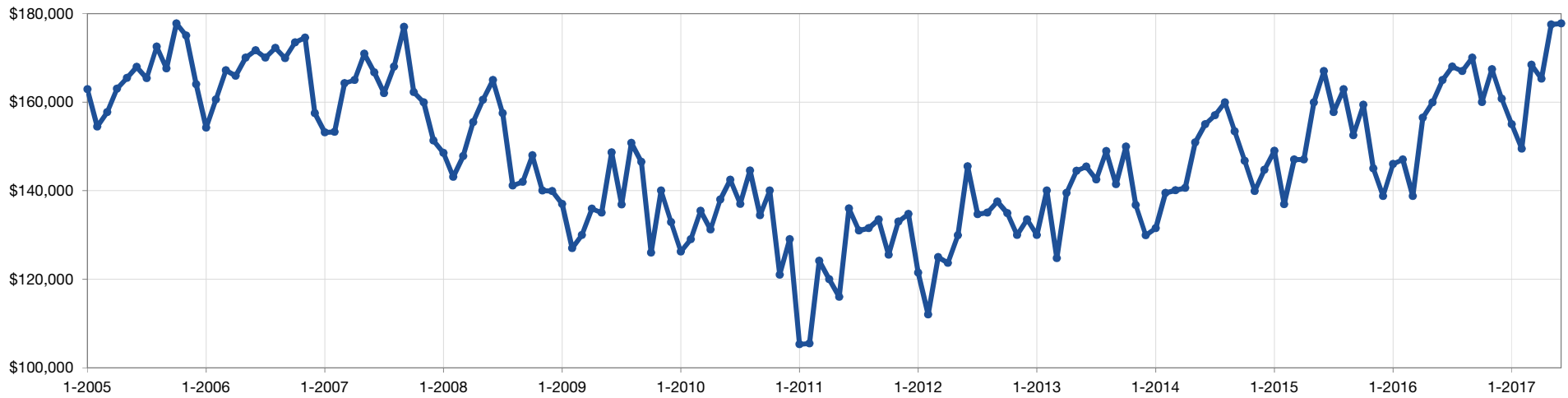


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
May 2017	\$177,500	\$159,900	+11.0%
June 2017	\$177,750	\$165,000	+7.7%
12-Month Avg	\$165,544	\$152,456	+8.6%

Historical Median Sales Price by Month

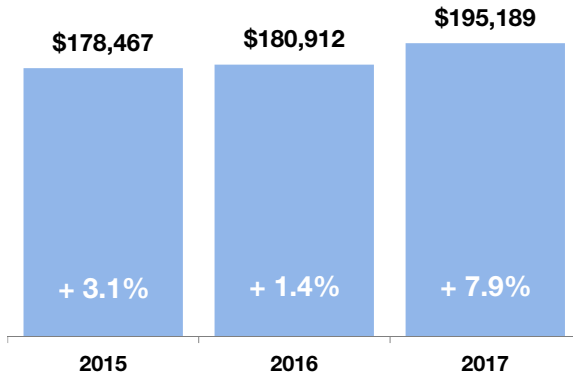


Average Sales Price

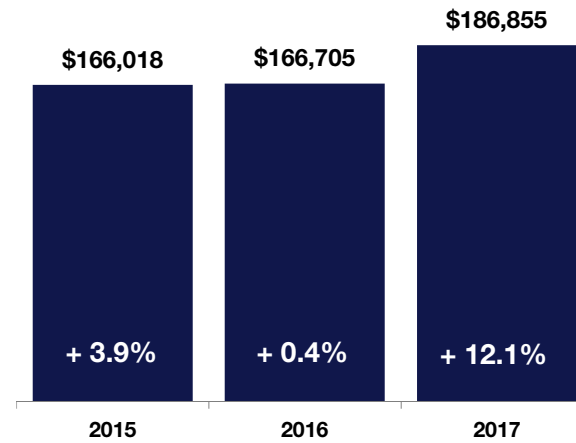
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
May 2017	\$195,248	\$172,443	+13.2%
June 2017	\$195,189	\$180,912	+7.9%
12-Month Avg	\$183,789	\$166,713	+10.2%

Historical Average Sales Price by Month

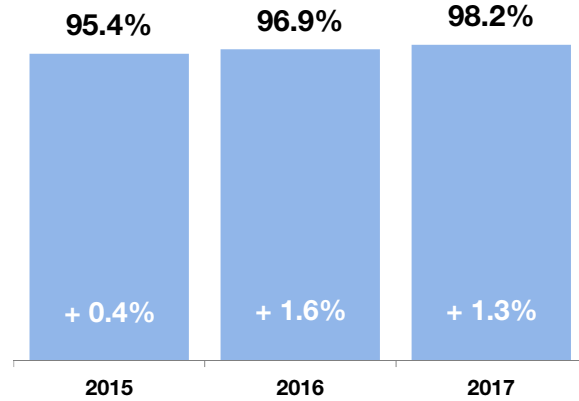


Percent of Original List Price Received

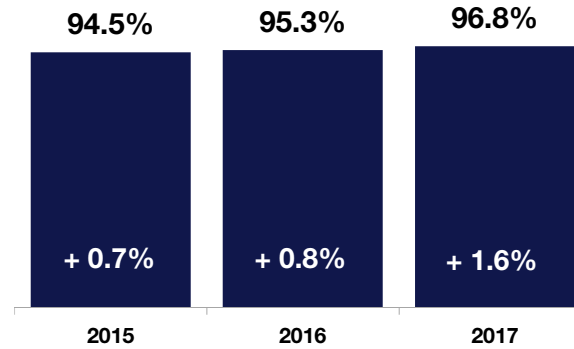


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

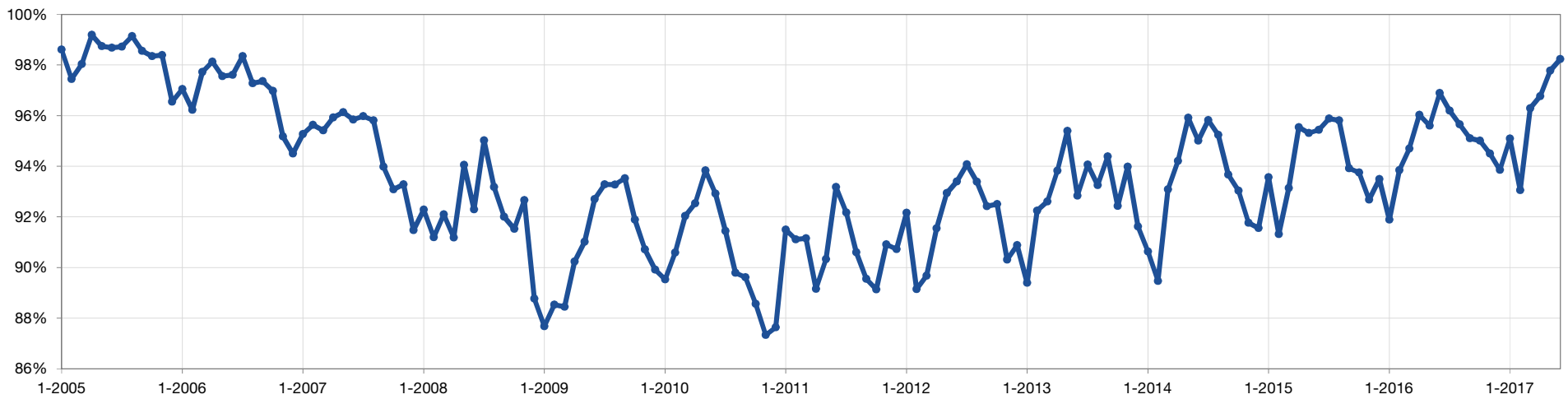


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2017	97.8%	95.6%	+2.3%
June 2017	98.2%	96.9%	+1.3%
12-Month Avg	95.6%	94.5%	+1.2%

Historical Percent of Original List Price Received by Month

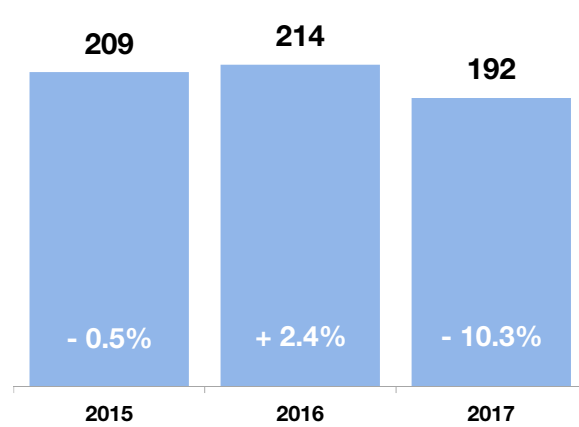


Housing Affordability Index

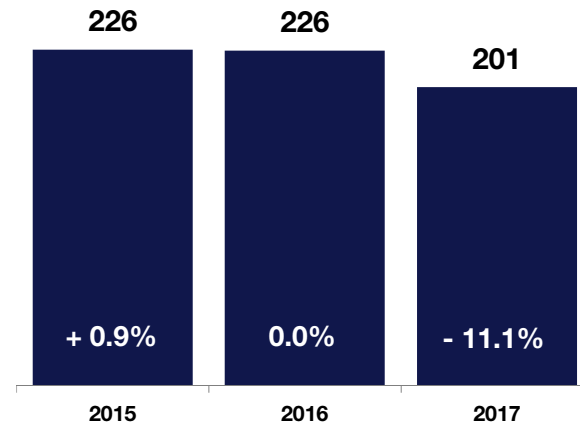


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

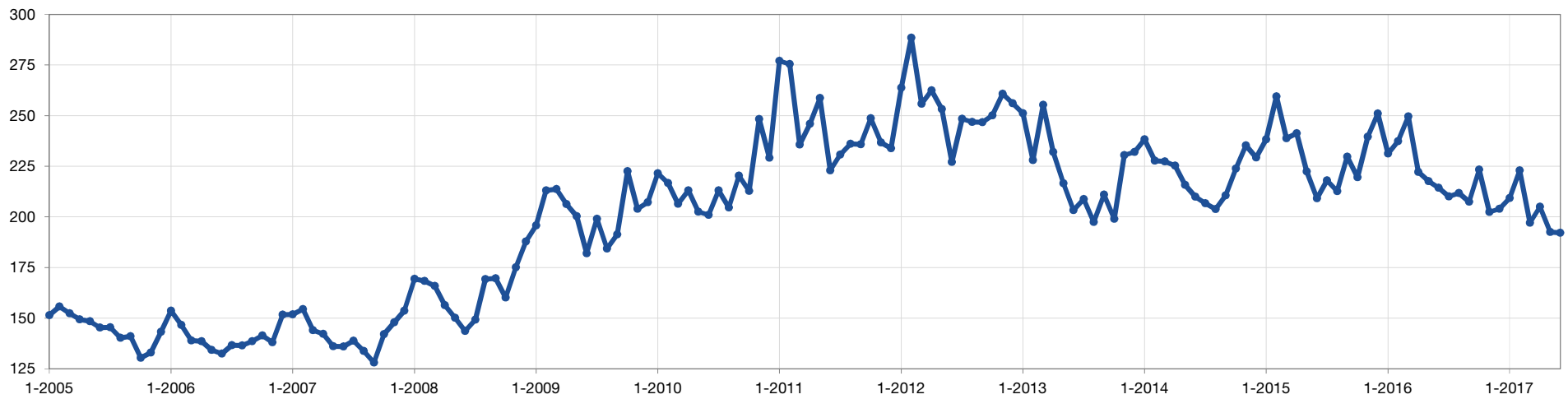


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
May 2017	193	218	-11.5%
June 2017	192	214	-10.3%
12-Month Avg	206	229	-10.0%

Historical Housing Affordability Index by Month

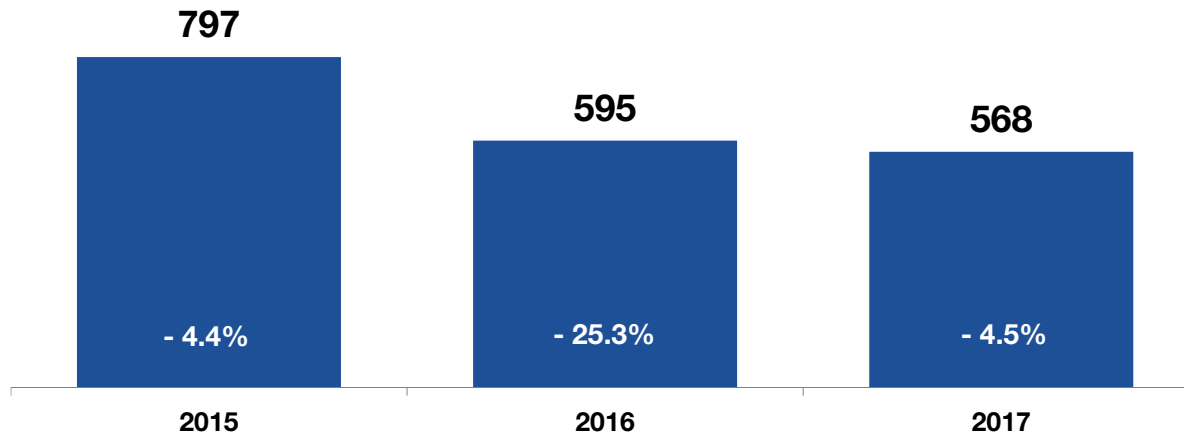


Inventory of Homes for Sale

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

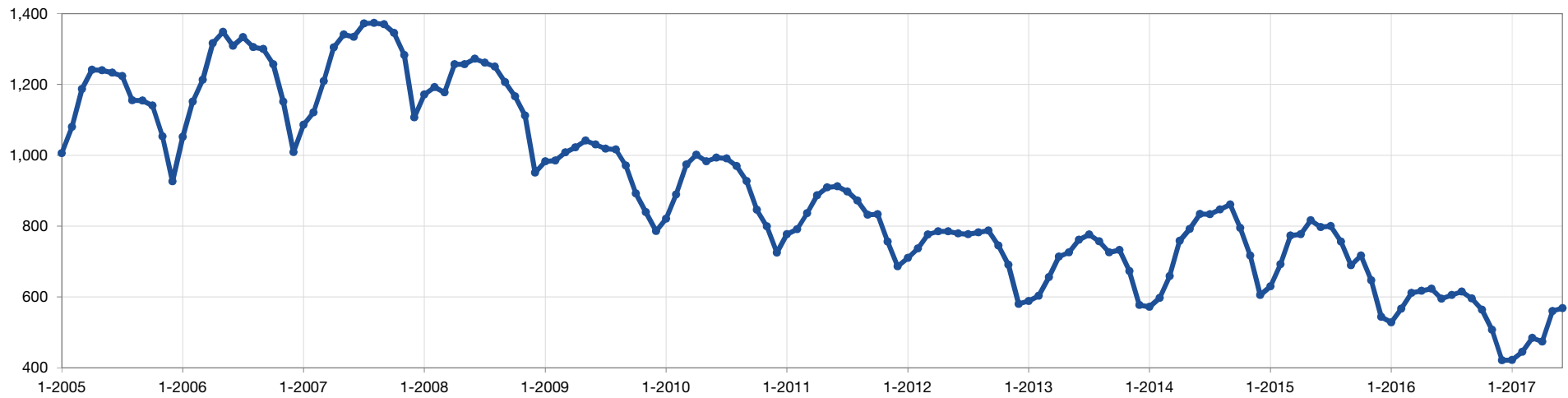


June



Homes for Sale	Prior Year	Percent Change
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	-23.2%
May 2017	623	-10.1%
June 2017	595	-4.5%
12-Month Avg	522	-18.6%

Historical Inventory of Homes for Sale by Month

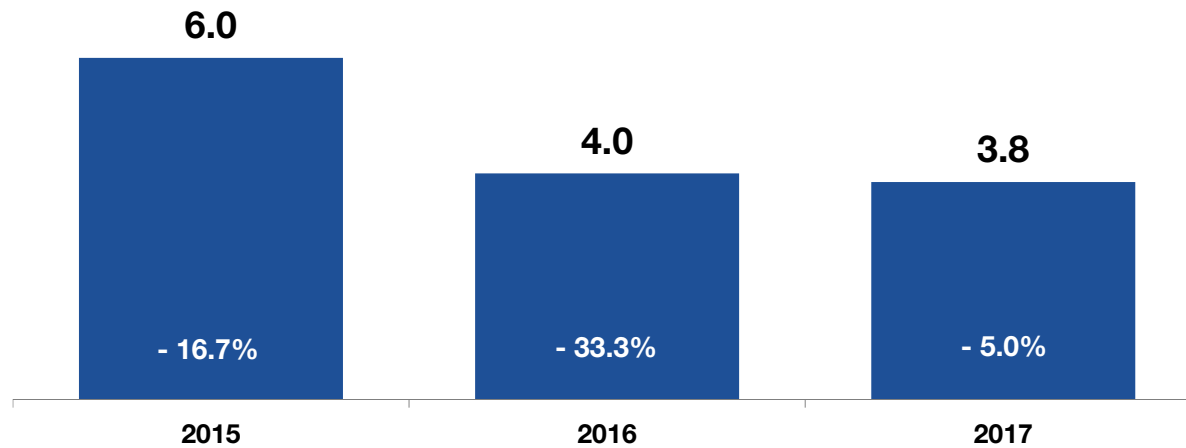


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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%
May 2017	3.7	4.2	-11.9%
June 2017	3.8	4.0	-5.0%
12-Month Avg	3.5	4.6	-23.9%

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 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	YTD 2016	YTD 2017	+ / -	6-2016	6-2017	+ / -	6-2016	6-2017	+ / -
Albany	40	41	+2.5%	22	15	-31.8%	\$154,450	\$136,500	-11.6%	16	16	0.0%	3.8	4.5	+16.3%
Avon	37	39	+5.4%	30	27	-10.0%	\$165,500	\$185,000	+11.8%	9	11	+22.2%	2.3	2.2	-2.3%
Clearwater	52	53	+1.9%	38	34	-10.5%	\$206,250	\$182,500	-11.5%	15	19	+26.7%	2.2	3.2	+48.1%
Cold Spring	85	84	-1.2%	54	44	-18.5%	\$172,000	\$188,000	+9.3%	47	41	-12.8%	4.6	4.9	+5.4%
Eden Lake Twp	7	8	+14.3%	4	2	-50.0%	\$175,000	\$112,500	-35.7%	3	4	+33.3%	2.1	2.7	+24.4%
Eden Valley	15	17	+13.3%	10	12	+20.0%	\$120,570	\$137,450	+14.0%	12	7	-41.7%	6.0	3.7	-38.9%
Fair Haven Twp	3	3	0.0%	2	0	-100.0%	\$231,250	\$0	-100.0%	0	1	--	0.0	0.7	--
Foley	72	60	-16.7%	41	42	+2.4%	\$169,900	\$181,100	+6.6%	29	24	-17.2%	3.4	2.9	-14.8%
Freeport	16	11	-31.3%	8	6	-25.0%	\$170,775	\$121,350	-28.9%	11	5	-54.5%	5.5	2.0	-63.6%
Holdingsford	24	10	-58.3%	10	7	-30.0%	\$147,500	\$132,800	-10.0%	10	4	-60.0%	3.3	1.7	-48.6%
Kimball	22	32	+45.5%	18	19	+5.6%	\$164,000	\$193,500	+18.0%	18	17	-5.6%	5.8	4.4	-23.8%
Maine Prairie Twp	1	1	0.0%	0	1	--	\$0	\$175,000	--	4	3	-25.0%	4.0	3.0	-25.0%
Melrose	35	32	-8.6%	26	18	-30.8%	\$111,725	\$153,250	+37.2%	23	17	-26.1%	5.0	4.7	-5.5%
Paynesville	38	39	+2.6%	16	30	+87.5%	\$134,500	\$131,000	-2.6%	30	14	-53.3%	8.4	2.2	-73.9%
Rice	75	87	+16.0%	39	61	+56.4%	\$171,000	\$186,000	+8.8%	38	25	-34.2%	5.4	2.7	-50.5%
Richmond	60	62	+3.3%	33	38	+15.2%	\$218,000	\$202,500	-7.1%	39	31	-20.5%	5.9	4.9	-17.4%
Rockville	15	9	-40.0%	6	6	0.0%	\$146,500	\$223,693	+52.7%	12	3	-75.0%	5.4	1.9	-64.3%
Sartell	252	245	-2.8%	144	166	+15.3%	\$180,200	\$201,500	+11.8%	107	96	-10.3%	3.9	3.4	-11.9%
Sauk Centre	66	52	-21.2%	37	30	-18.9%	\$141,000	\$166,950	+18.4%	33	34	+3.0%	4.8	5.7	+19.0%
Sauk Rapids	171	159	-7.0%	130	118	-9.2%	\$170,000	\$182,950	+7.6%	59	66	+11.9%	2.7	3.6	+30.4%
Saint Cloud	714	790	+10.6%	488	499	+2.3%	\$135,000	\$149,500	+10.7%	374	371	-0.8%	4.5	4.5	-0.7%
Saint Joseph	74	77	+4.1%	52	60	+15.4%	\$165,000	\$179,900	+9.0%	29	18	-37.9%	3.2	1.8	-44.5%
Saint Augusta	26	27	+3.8%	19	19	0.0%	\$193,500	\$196,000	+1.3%	19	16	-15.8%	6.9	4.3	-38.2%
Waite Park	65	54	-16.9%	38	40	+5.3%	\$152,650	\$160,000	+4.8%	26	17	-34.6%	3.5	2.2	-37.5%
Wakefield Twp	4	3	-25.0%	2	2	0.0%	\$203,900	\$260,750	+27.9%	2	2	0.0%	2.0	2.0	0.0%