

# Monthly Indicators

## July 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

**- 14.9%**      **+ 2.4%**      **+ 0.8%**

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.



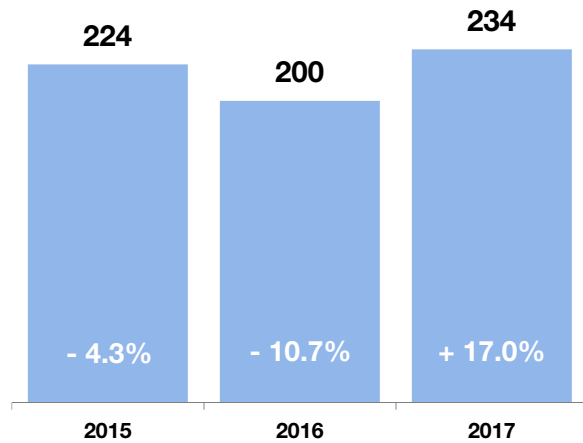
Key Metrics	Historical Sparkbars	7-2016	7-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		200	<b>234</b>	+ 17.0%	1,476	<b>1,561</b>	+ 5.8%
<b>Pending Sales</b>		156	<b>157</b>	+ 0.6%	1,168	<b>1,160</b>	- 0.7%
<b>Closed Sales</b>		208	<b>177</b>	- 14.9%	1,060	<b>1,065</b>	+ 0.5%
<b>Days on Market</b>		68	<b>42</b>	- 38.2%	76	<b>57</b>	- 25.0%
<b>Median Sales Price</b>		\$168,000	<b>\$172,000</b>	+ 2.4%	\$159,500	<b>\$170,000</b>	+ 6.6%
<b>Avg. Sales Price</b>		\$195,845	<b>\$184,293</b>	- 5.9%	\$172,433	<b>\$186,215</b>	+ 8.0%
<b>Pct. of Orig. Price Received</b>		96.2%	<b>97.6%</b>	+ 1.5%	95.5%	<b>97.0%</b>	+ 1.6%
<b>Affordability Index</b>		210	<b>199</b>	- 5.2%	221	<b>201</b>	- 9.0%
<b>Homes for Sale</b>		605	<b>610</b>	+ 0.8%	--	--	--
<b>Months Supply</b>		4.1	<b>4.1</b>	0.0%	--	--	--

# New Listings

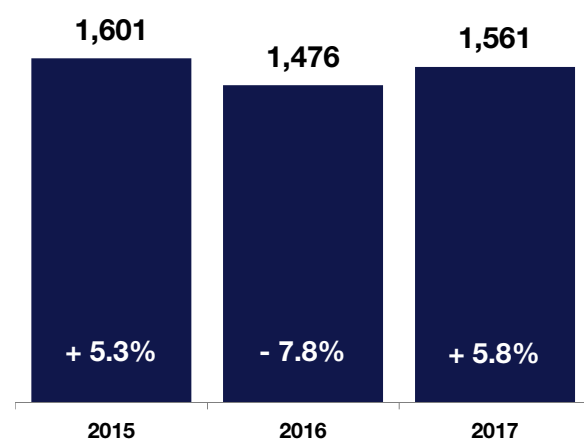
A count of the properties that have been newly listed on the market in a given month.



## July

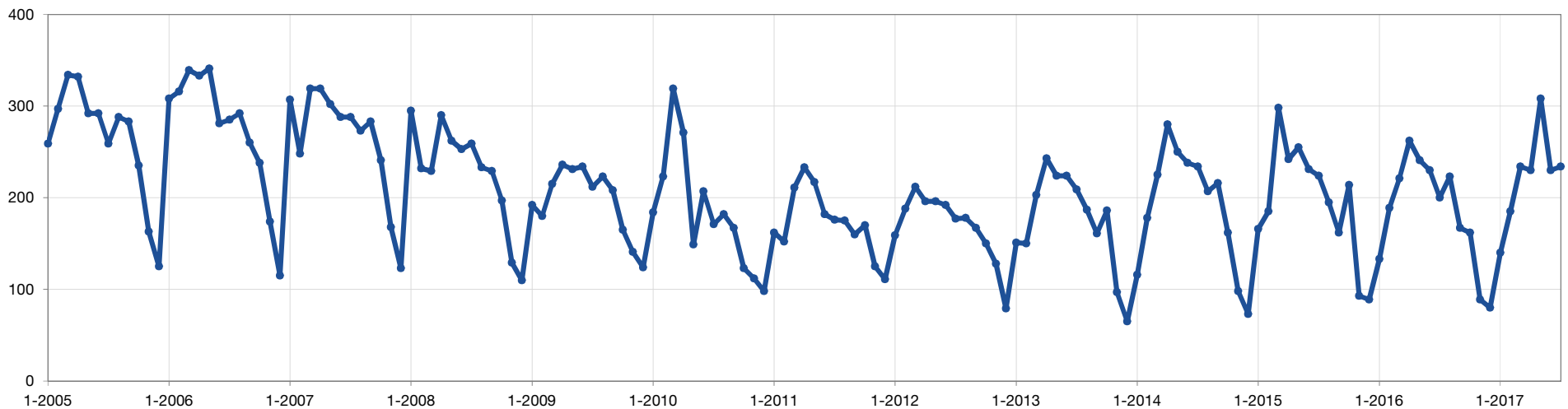


## Year to Date



	New Listings	Prior Year	Percent Change
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	308	241	+27.8%
June 2017	230	230	0.0%
<b>July 2017</b>	<b>234</b>	<b>200</b>	<b>+17.0%</b>
12-Month Avg	190	186	+2.2%

## Historical New Listings by Month

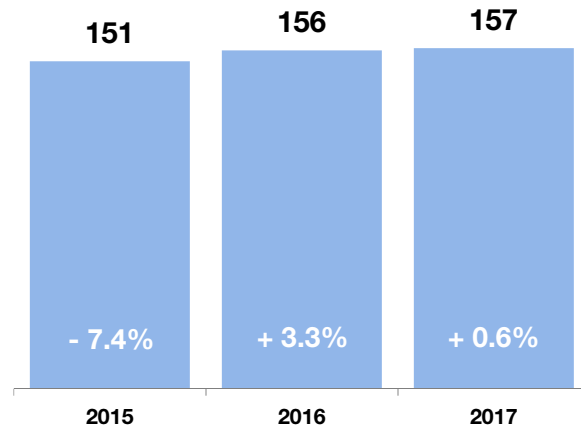


# Pending Sales

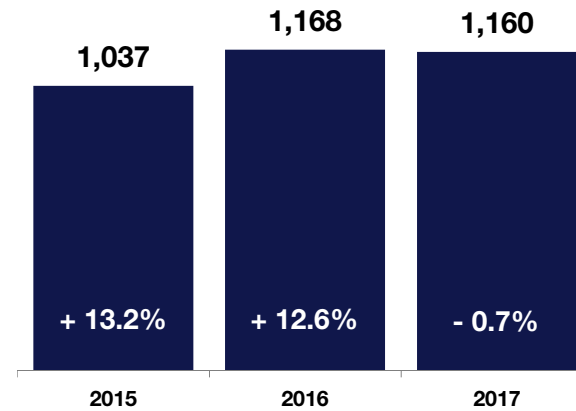
A count of the properties on which offers have been accepted in a given month.



## July

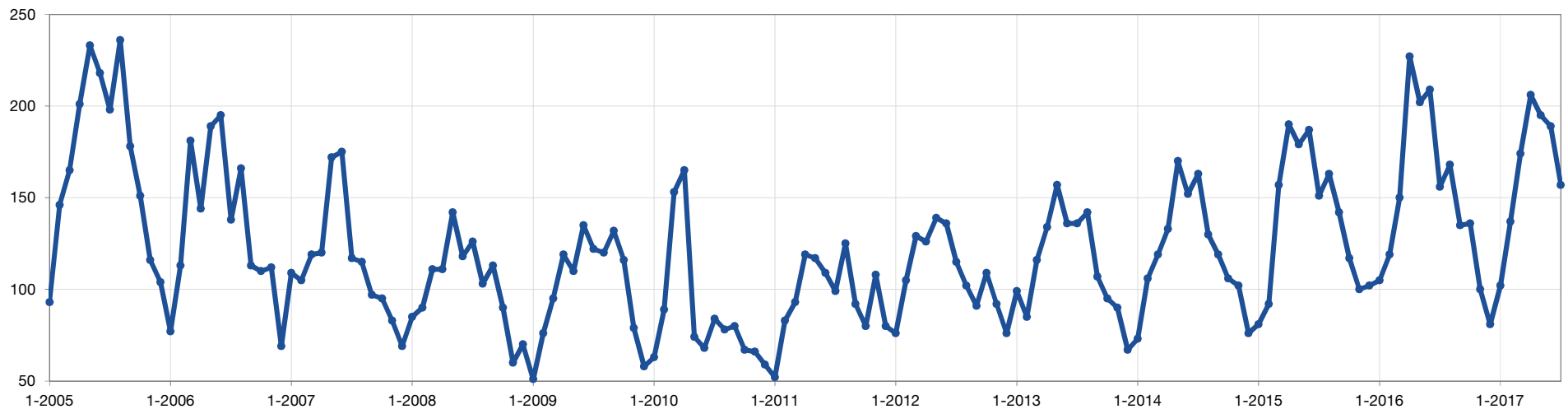


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	195	202	-3.5%
June 2017	189	209	-9.6%
<b>July 2017</b>	<b>157</b>	<b>156</b>	<b>+0.6%</b>
12-Month Avg	148	149	-0.7%

## Historical Pending Sales by Month

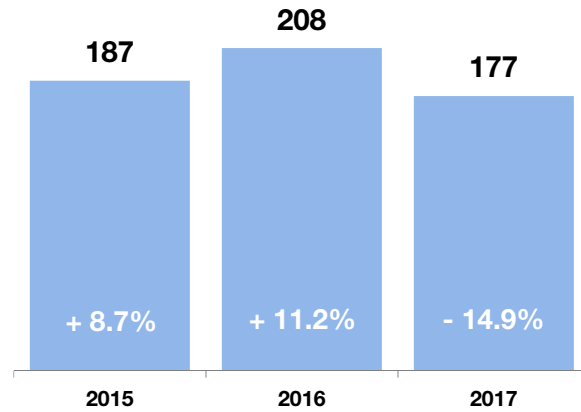


# Closed Sales

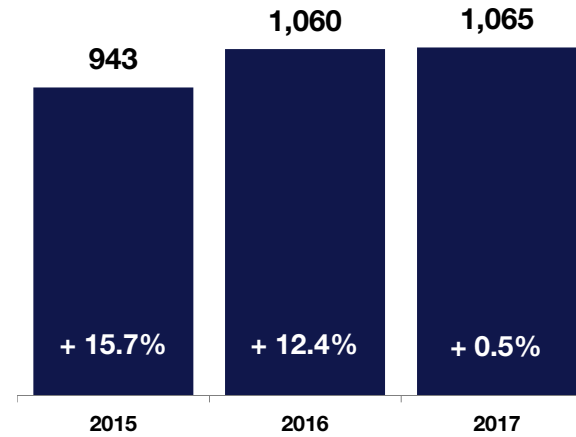
A count of the actual sales that closed in a given month.



## July

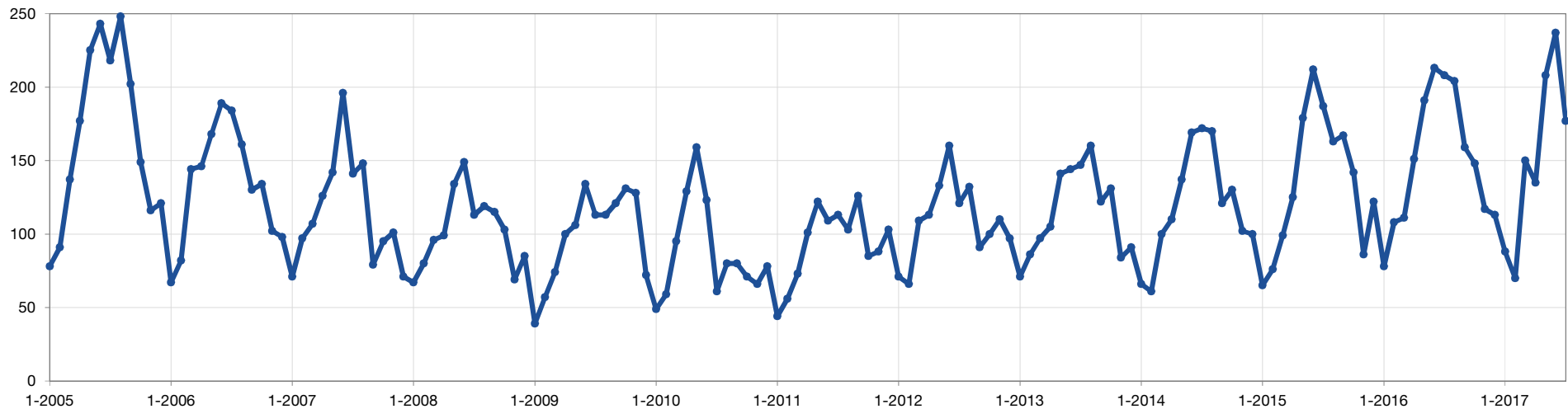


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	88	78	+12.8%
February 2017	70	108	-35.2%
March 2017	150	111	+35.1%
April 2017	135	151	-10.6%
May 2017	208	191	+8.9%
June 2017	237	213	+11.3%
<b>July 2017</b>	<b>177</b>	<b>208</b>	<b>-14.9%</b>
12-Month Avg	151	145	+4.1%

## Historical Closed Sales by Month

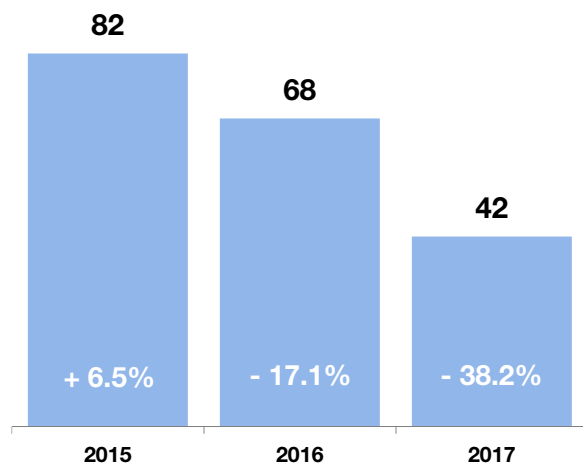


# Days on Market Until Sale

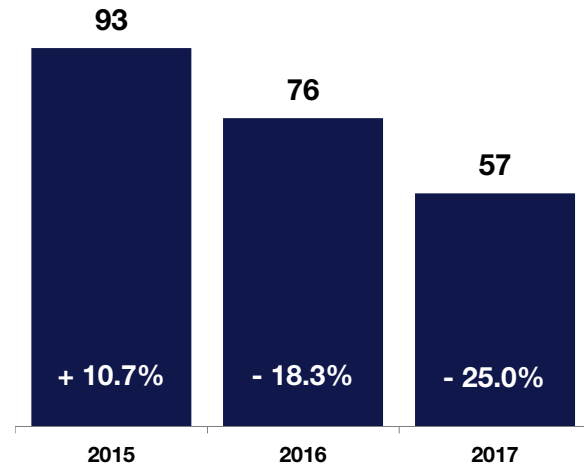
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

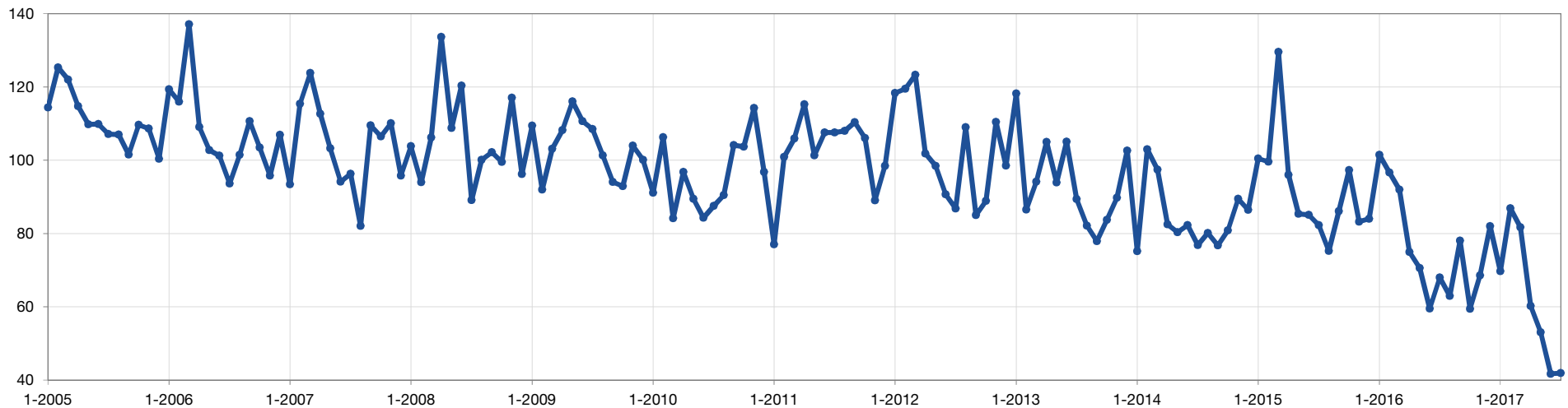


## Year to Date



Days on Market		Prior Year	Percent Change
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	70	101	-30.7%
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	42	59	-28.8%
<b>July 2017</b>	<b>42</b>	<b>68</b>	<b>-38.2%</b>
12-Month Avg	65	82	-20.7%

## Historical Days on Market Until Sale by Month

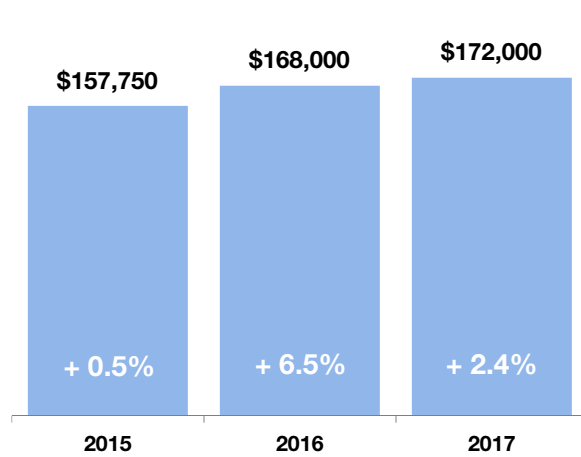


# Median Sales Price

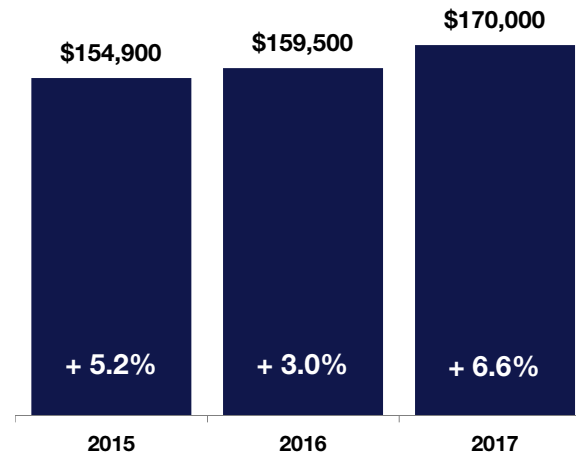
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

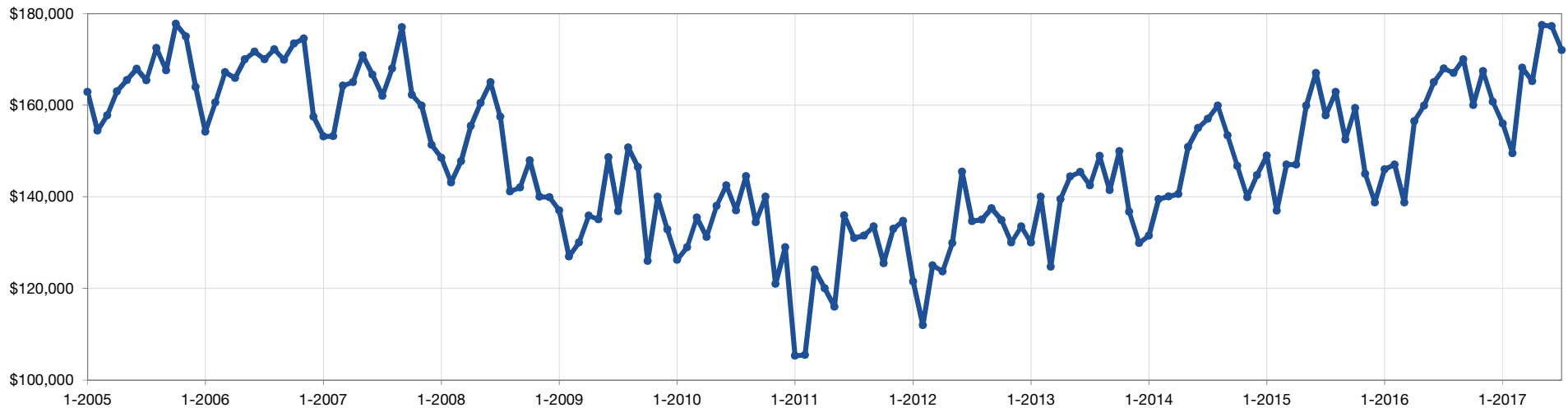


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$156,000	\$146,000	+6.8%
February 2017	\$149,475	\$147,000	+1.7%
March 2017	\$168,200	\$138,750	+21.2%
April 2017	\$165,250	\$156,500	+5.6%
May 2017	\$177,500	\$159,900	+11.0%
June 2017	\$177,250	\$165,000	+7.4%
<b>July 2017</b>	<b>\$172,000</b>	<b>\$168,000</b>	<b>+2.4%</b>
12-Month Avg	\$165,902	\$153,310	+8.2%

## Historical Median Sales Price by Month

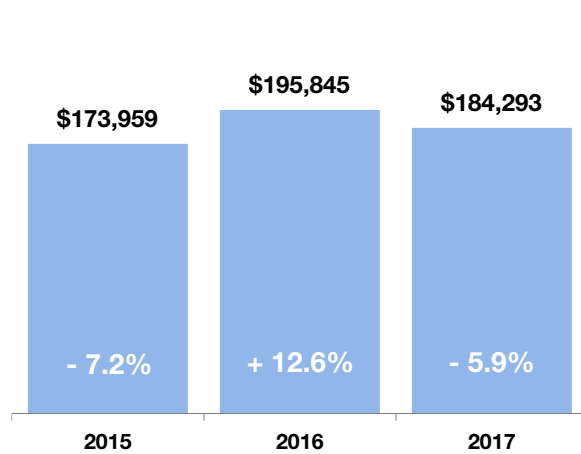


# Average Sales Price

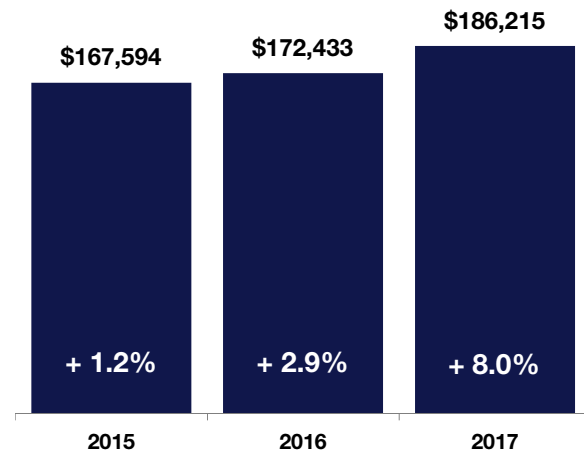
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$180,959	\$162,366	+11.5%
February 2017	\$165,642	\$147,303	+12.4%
March 2017	\$178,756	\$157,274	+13.7%
April 2017	\$183,731	\$162,080	+13.4%
May 2017	\$195,248	\$172,443	+13.2%
June 2017	\$194,063	\$180,912	+7.3%
<b>July 2017</b>	<b>\$184,293</b>	<b>\$195,845</b>	<b>-5.9%</b>
12-Month Avg	\$182,727	\$168,537	+8.4%

## Historical Average Sales Price by Month



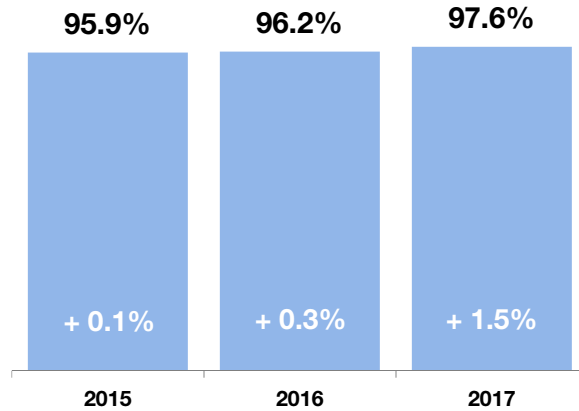


# Percent of Original List Price Received

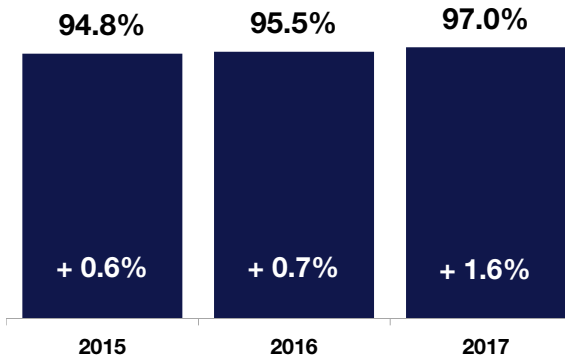


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## July

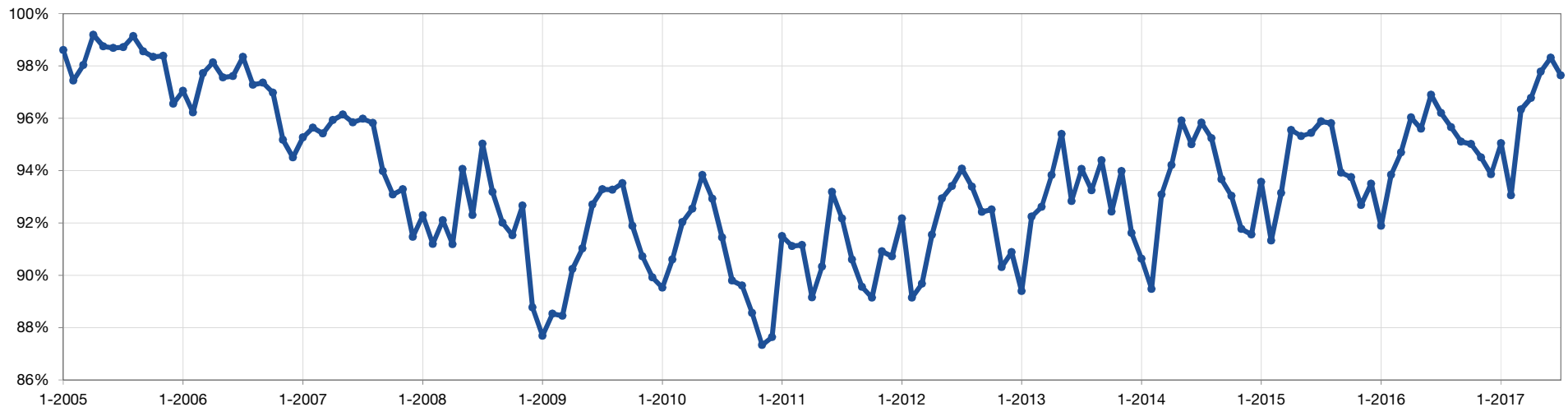


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	95.0%	91.9%	+3.4%
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	98.3%	96.9%	+1.4%
<b>July 2017</b>	<b>97.6%</b>	<b>96.2%</b>	<b>+1.5%</b>
12-Month Avg	95.8%	94.6%	+1.3%

## Historical Percent of Original List Price Received by Month

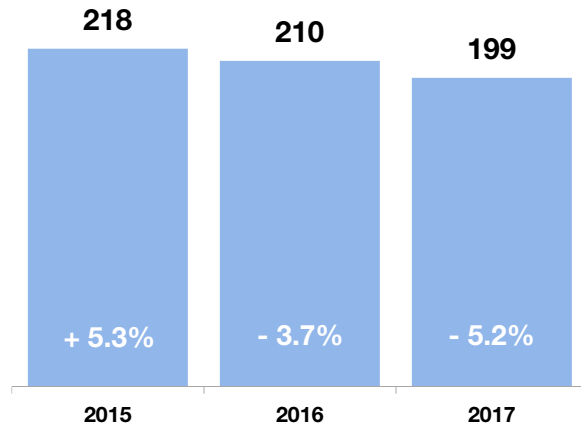


# Housing Affordability Index

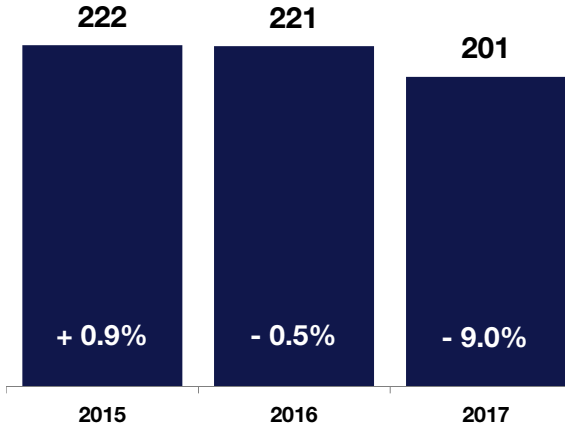


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## July

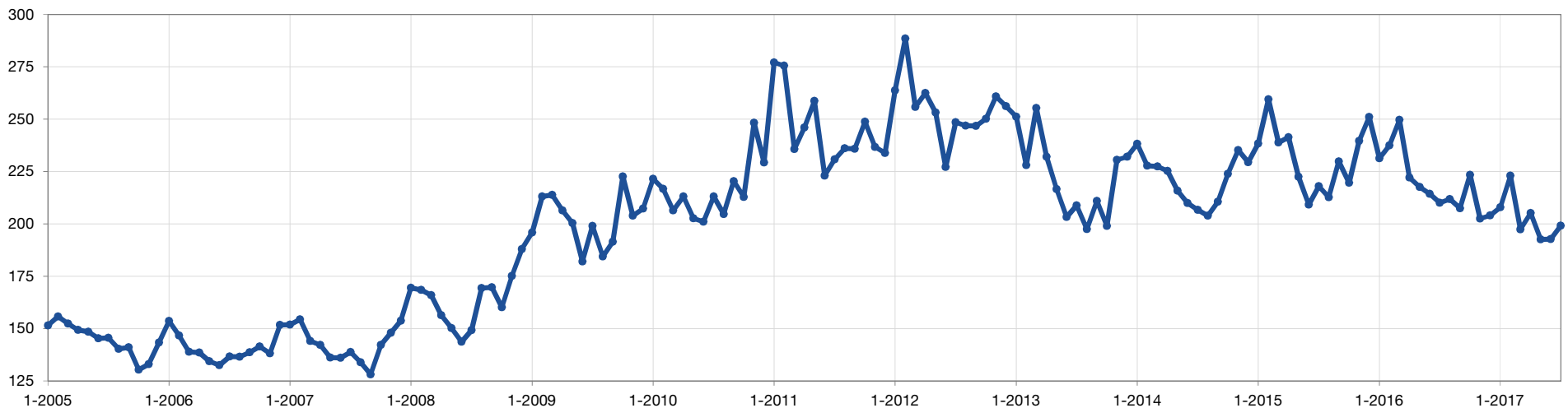


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	208	231	-10.0%
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	193	214	-9.8%
<b>July 2017</b>	<b>199</b>	<b>210</b>	<b>-5.2%</b>
12-Month Avg	206	228	-9.6%

## Historical Housing Affordability Index by Month

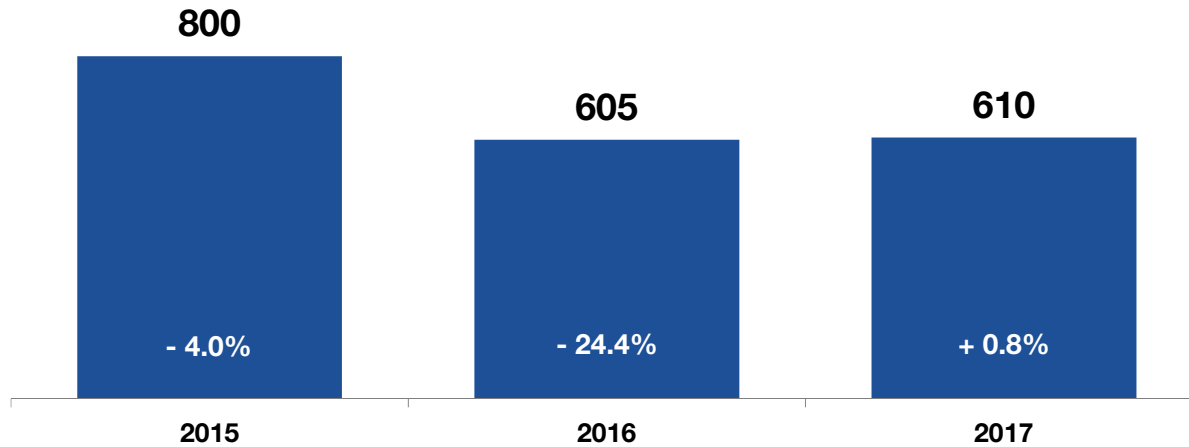


# Inventory of Homes for Sale

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

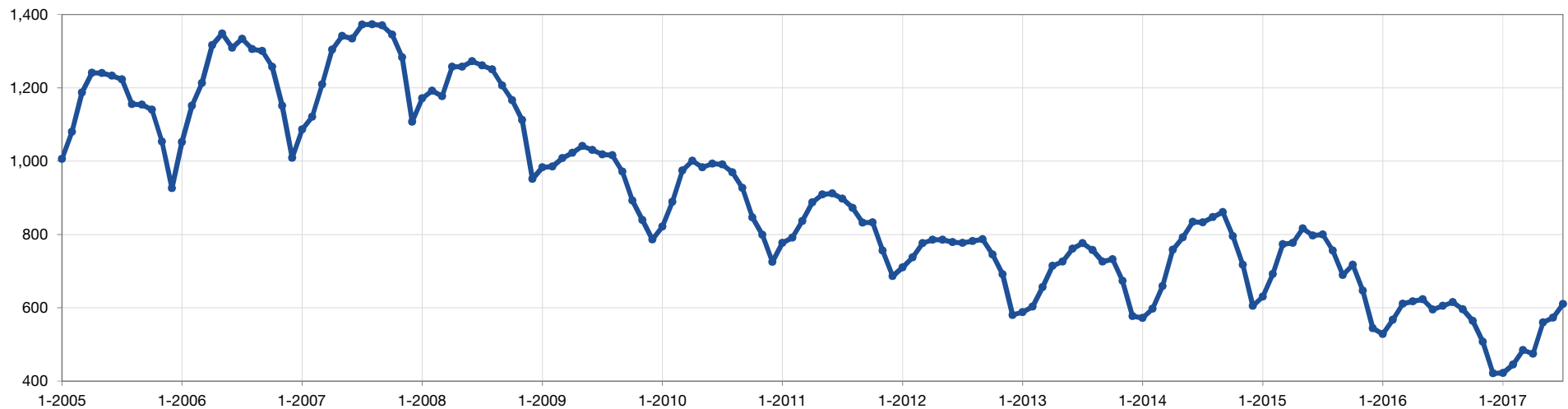


## July



Homes for Sale		Prior Year	Percent Change
August 2016	615	756	-18.7%
September 2016	596	689	-13.5%
October 2016	564	717	-21.3%
November 2016	507	647	-21.6%
December 2016	421	544	-22.6%
January 2017	422	528	-20.1%
February 2017	445	567	-21.5%
March 2017	484	611	-20.8%
April 2017	474	617	-23.2%
May 2017	560	623	-10.1%
June 2017	573	595	-3.7%
<b>July 2017</b>	<b>610</b>	<b>605</b>	<b>+0.8%</b>
12-Month Avg	523	625	-16.3%

## Historical Inventory of Homes for Sale by Month

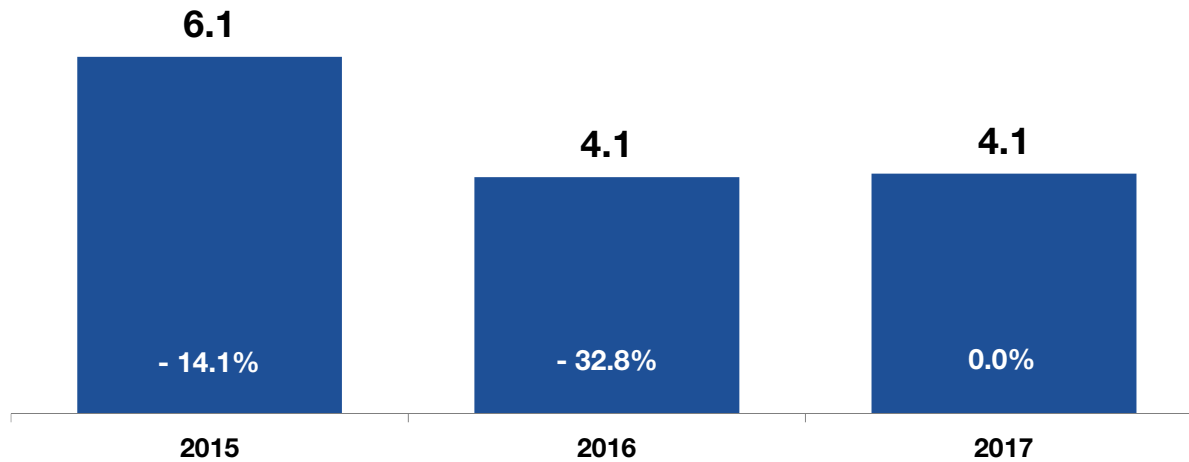


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
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	3.9	4.0	-2.5%
<b>July 2017</b>	<b>4.1</b>	<b>4.1</b>	<b>0.0%</b>
12-Month Avg	3.5	4.4	-20.5%

## 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	+ / -	7-2016	7-2017	+ / -	7-2016	7-2017	+ / -
Albany	44	48	+9.1%	28	22	-21.4%	\$136,000	\$156,573	+15.1%	16	15	-6.3%	4.1	3.9	-4.2%
Avon	43	43	0.0%	34	32	-5.9%	\$165,500	\$190,500	+15.1%	13	12	-7.7%	3.4	2.4	-27.8%
Clearwater	59	54	-8.5%	53	42	-20.8%	\$195,000	\$185,000	-5.1%	14	16	+14.3%	2.0	2.7	+33.9%
Cold Spring	101	94	-6.9%	68	57	-16.2%	\$175,000	\$207,500	+18.6%	51	41	-19.6%	5.1	5.1	+0.5%
Eden Lake Twp	9	9	0.0%	4	3	-25.0%	\$175,000	\$125,000	-28.6%	4	5	+25.0%	3.2	3.3	+4.2%
Eden Valley	17	19	+11.8%	11	14	+27.3%	\$124,900	\$137,450	+10.0%	12	6	-50.0%	6.9	2.9	-58.7%
Fair Haven Twp	3	4	+33.3%	3	1	-66.7%	\$154,500	\$395,000	+155.7%	0	1	--	0.0	0.8	--
Foley	86	70	-18.6%	46	53	+15.2%	\$171,950	\$179,900	+4.6%	32	24	-25.0%	3.6	2.9	-18.9%
Freeport	17	12	-29.4%	11	7	-36.4%	\$170,775	\$159,000	-6.9%	11	4	-63.6%	5.5	1.6	-70.9%
Holdingford	26	10	-61.5%	12	8	-33.3%	\$149,675	\$141,400	-5.5%	10	3	-70.0%	3.2	1.4	-58.2%
Kimball	26	40	+53.8%	19	24	+26.3%	\$170,000	\$205,200	+20.7%	18	17	-5.6%	5.8	4.1	-29.9%
Maine Prairie Twp	1	1	0.0%	0	1	--	\$0	\$175,000	--	4	3	-25.0%	4.0	3.0	-25.0%
Melrose	38	36	-5.3%	32	23	-28.1%	\$121,725	\$152,500	+25.3%	21	14	-33.3%	4.8	3.8	-19.7%
Paynesville	46	46	0.0%	22	35	+59.1%	\$142,000	\$122,850	-13.5%	33	16	-51.5%	9.2	2.5	-72.9%
Rice	92	102	+10.9%	52	72	+38.5%	\$169,000	\$187,900	+11.2%	41	35	-14.6%	5.5	4.0	-28.3%
Richmond	71	67	-5.6%	40	46	+15.0%	\$218,950	\$201,000	-8.2%	39	28	-28.2%	6.0	4.4	-27.3%
Rockville	16	11	-31.3%	6	7	+16.7%	\$146,500	\$224,347	+53.1%	12	4	-66.7%	5.7	2.6	-54.8%
Sartell	288	286	-0.7%	194	204	+5.2%	\$185,818	\$206,000	+10.9%	112	88	-21.4%	4.2	3.0	-27.9%
Sauk Centre	76	59	-22.4%	49	35	-28.6%	\$159,900	\$157,500	-1.5%	29	29	0.0%	4.0	5.1	+27.9%
Sauk Rapids	199	190	-4.5%	153	136	-11.1%	\$170,000	\$182,000	+7.1%	59	73	+23.7%	2.6	4.0	+52.8%
Saint Cloud	822	932	+13.4%	598	611	+2.2%	\$136,000	\$149,900	+10.2%	372	409	+9.9%	4.5	4.9	+10.5%
Saint Joseph	90	88	-2.2%	68	66	-2.9%	\$165,900	\$175,500	+5.8%	35	17	-51.4%	3.9	1.6	-58.7%
Saint Augusta	33	29	-12.1%	20	24	+20.0%	\$201,750	\$192,500	-4.6%	22	12	-45.5%	7.8	3.2	-58.8%
Waite Park	77	65	-15.6%	47	48	+2.1%	\$155,000	\$160,000	+3.2%	27	23	-14.8%	3.6	3.2	-10.9%
Wakefield Twp	4	4	0.0%	2	2	0.0%	\$203,900	\$260,750	+27.9%	1	2	+100.0%	1.0	2.0	+100.0%