

Monthly Indicators

September 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

+ 2.5% **+ 0.9%** **- 0.3%**

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.



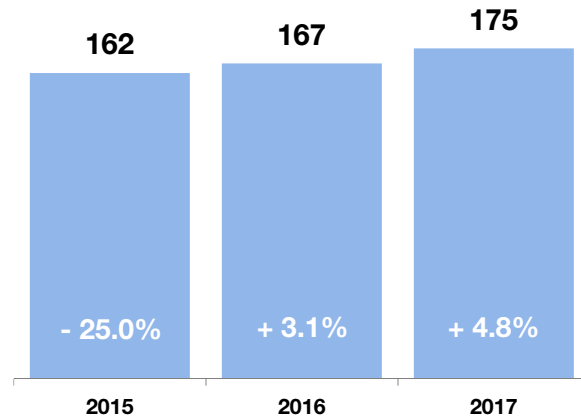
Key Metrics	Historical Sparkbars	9-2016	9-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		167	175	+ 4.8%	1,866	1,956	+ 4.8%
Pending Sales		135	138	+ 2.2%	1,471	1,472	+ 0.1%
Closed Sales		159	163	+ 2.5%	1,423	1,413	- 0.7%
Days on Market		78	55	- 29.5%	74	57	- 23.0%
Median Sales Price		\$170,000	\$171,500	+ 0.9%	\$160,000	\$170,000	+ 6.3%
Avg. Sales Price		\$185,179	\$192,199	+ 3.8%	\$174,019	\$187,228	+ 7.6%
Pct. of Orig. Price Received		95.1%	95.9%	+ 0.8%	95.5%	96.8%	+ 1.4%
Affordability Index		207	201	- 2.9%	220	203	- 7.7%
Homes for Sale		596	594	- 0.3%	--	--	--
Months Supply		4.0	4.0	0.0%	--	--	--

New Listings

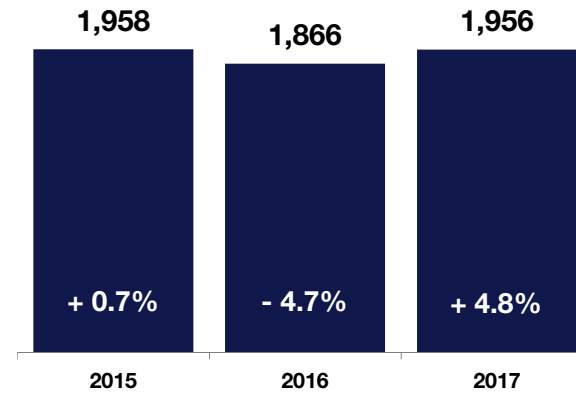
A count of the properties that have been newly listed on the market in a given month.



September



Year to Date



	New Listings	Prior Year	Percent Change
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	309	241	+28.2%
June 2017	230	230	0.0%
July 2017	235	200	+17.5%
August 2017	218	223	-2.2%
September 2017	175	167	+4.8%
12-Month Avg	191	189	+1.1%

Historical New Listings by Month

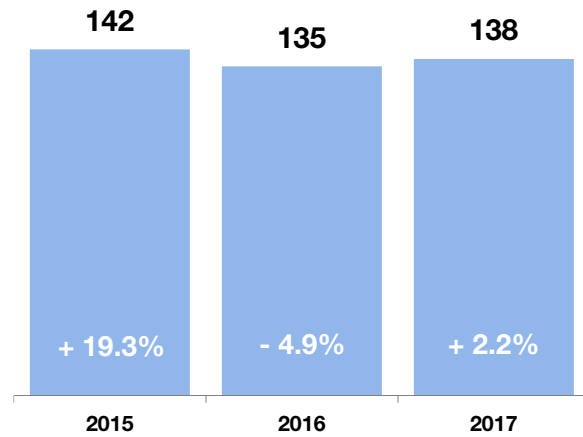


Pending Sales

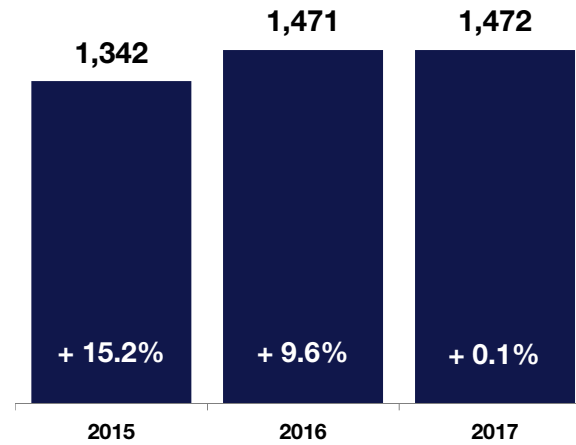
A count of the properties on which offers have been accepted in a given month.



September

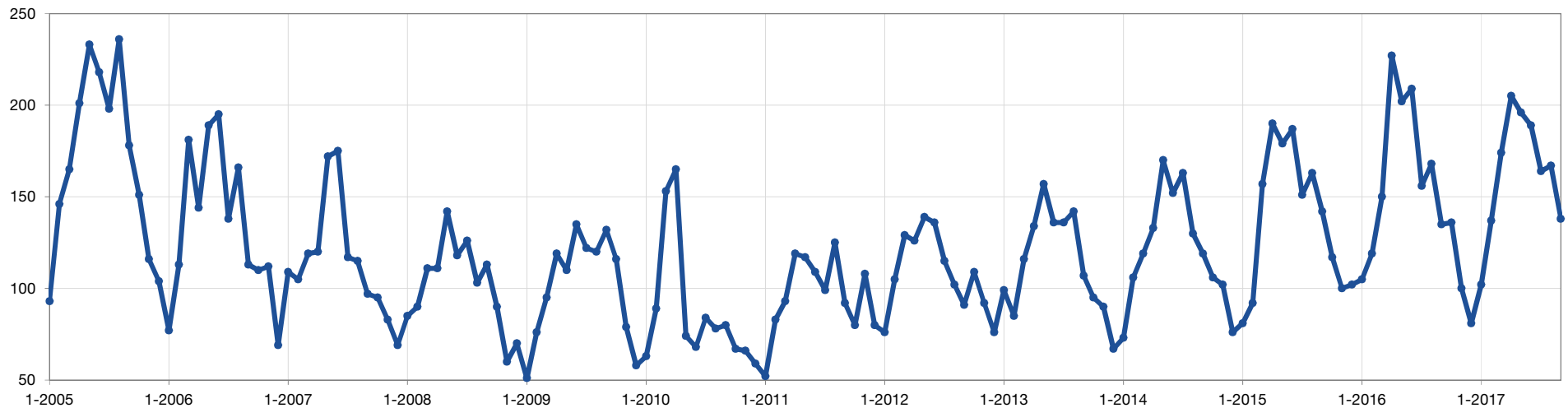


Year to Date



Pending Sales	Prior Year	Percent Change
October 2016	117	+16.2%
November 2016	100	0.0%
December 2016	102	-20.6%
January 2017	105	-2.9%
February 2017	119	+15.1%
March 2017	150	+16.0%
April 2017	227	-9.7%
May 2017	202	-3.0%
June 2017	209	-9.6%
July 2017	156	+5.1%
August 2017	168	-0.6%
September 2017	135	+2.2%
12-Month Avg	149	0.0%

Historical Pending Sales by Month

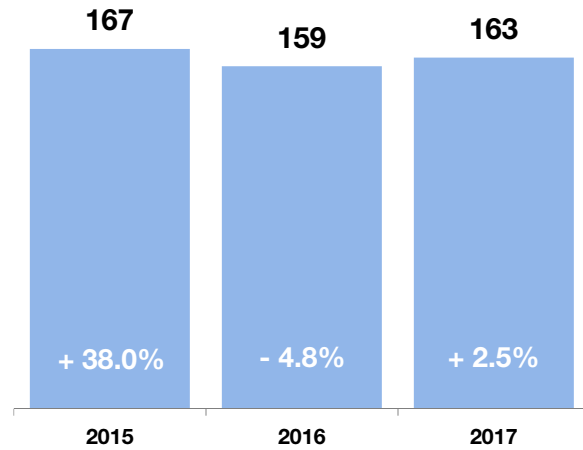


Closed Sales

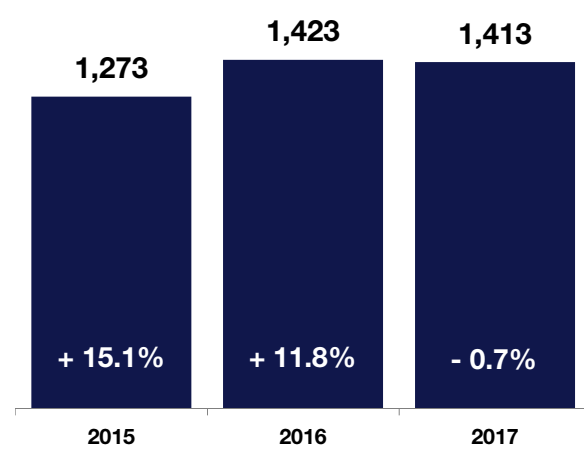
A count of the actual sales that closed in a given month.



September

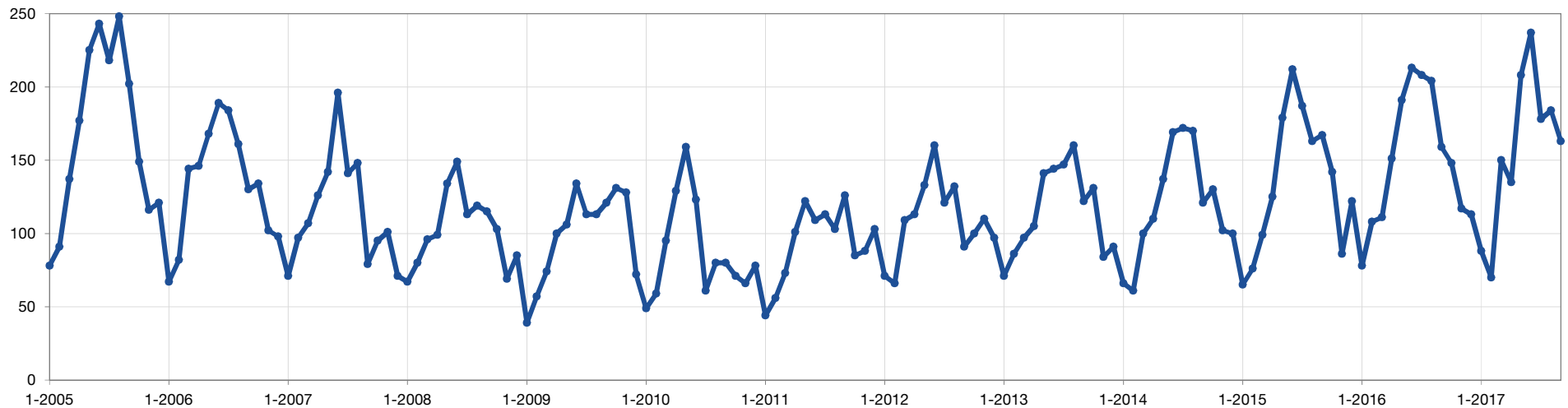


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
July 2017	178	208	-14.4%
August 2017	184	204	-9.8%
September 2017	163	159	+2.5%
12-Month Avg	149	148	+0.7%

Historical Closed Sales by Month

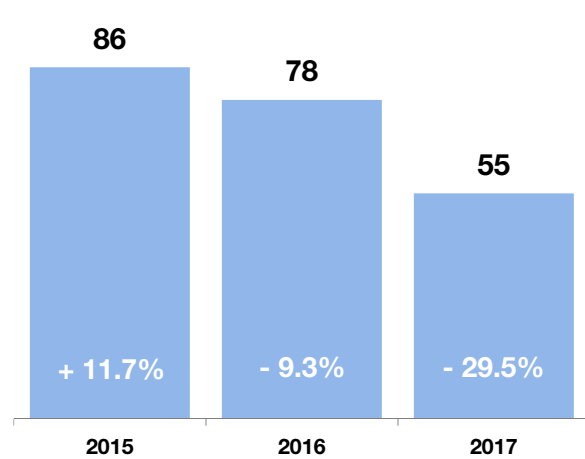


Days on Market Until Sale

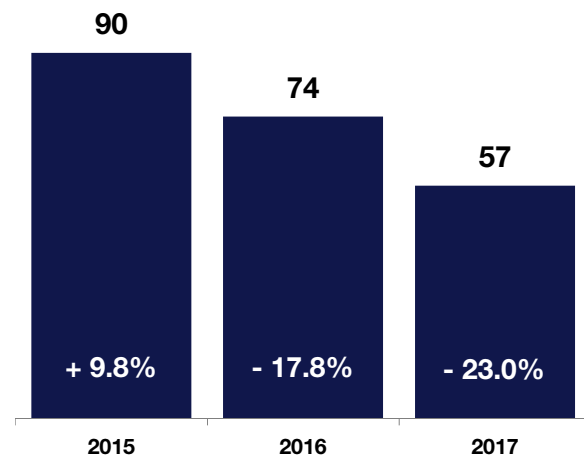
Average number of days between when a property is listed and when an offer is accepted in a given month.



September

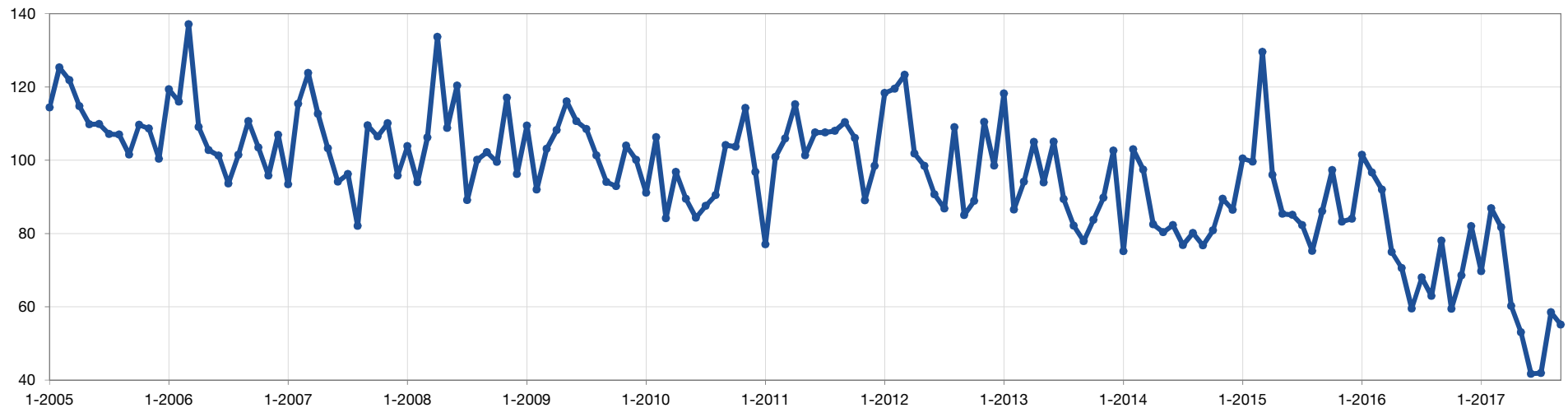


Year to Date



Days on Market	Prior Year	Percent Change
October 2016	97	-39.2%
November 2016	83	-16.9%
December 2016	84	-2.4%
January 2017	101	-30.7%
February 2017	97	-10.3%
March 2017	92	-10.9%
April 2017	75	-20.0%
May 2017	71	-25.4%
June 2017	59	-28.8%
July 2017	68	-38.2%
August 2017	63	-6.3%
September 2017	78	-29.5%
12-Month Avg	63	-22.2%

Historical Days on Market Until Sale by Month

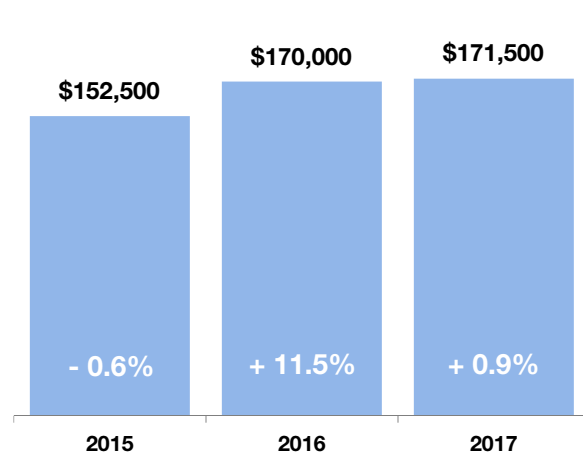


Median Sales Price

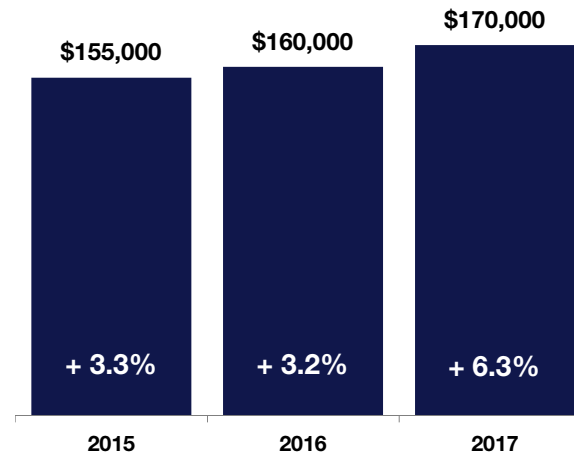
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September

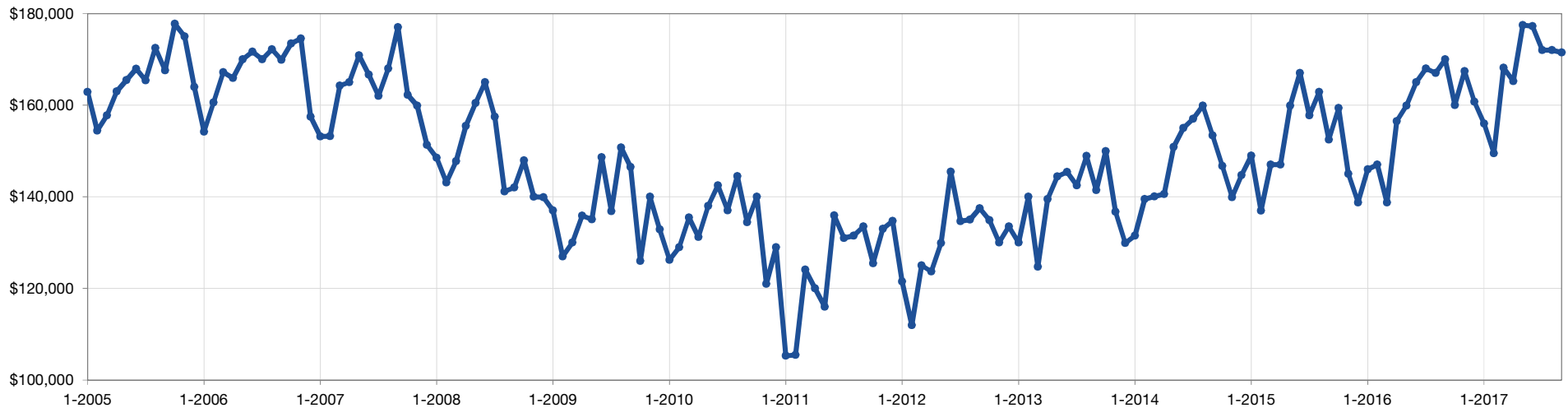


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2017	\$172,000	\$168,000	+2.4%
August 2017	\$172,000	\$167,000	+3.0%
September 2017	\$171,500	\$170,000	+0.9%
12-Month Avg	\$166,444	\$155,110	+7.3%

Historical Median Sales Price by Month

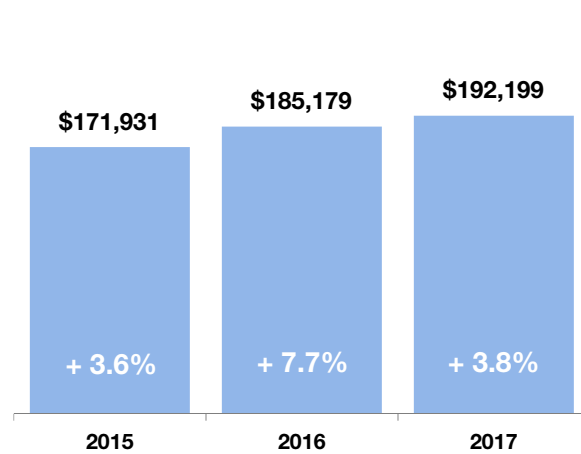


Average Sales Price

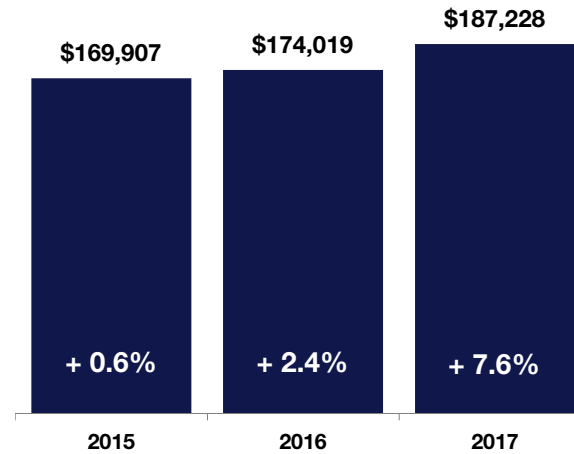
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
July 2017	\$184,285	\$195,845	-5.9%
August 2017	\$188,687	\$173,608	+8.7%
September 2017	\$192,199	\$185,179	+3.8%
12-Month Avg	\$184,568	\$169,003	+9.2%

Historical Average Sales Price by Month

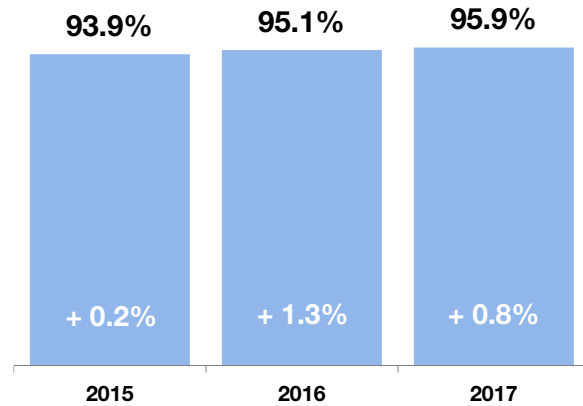


Percent of Original List Price Received

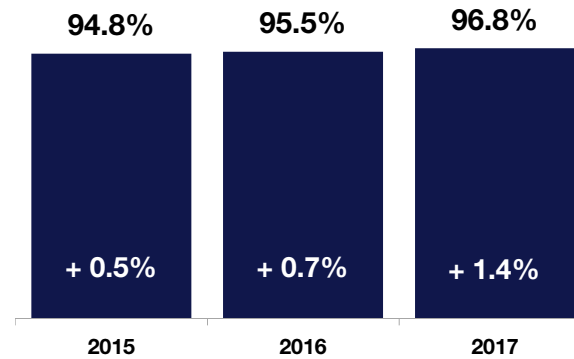


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

September

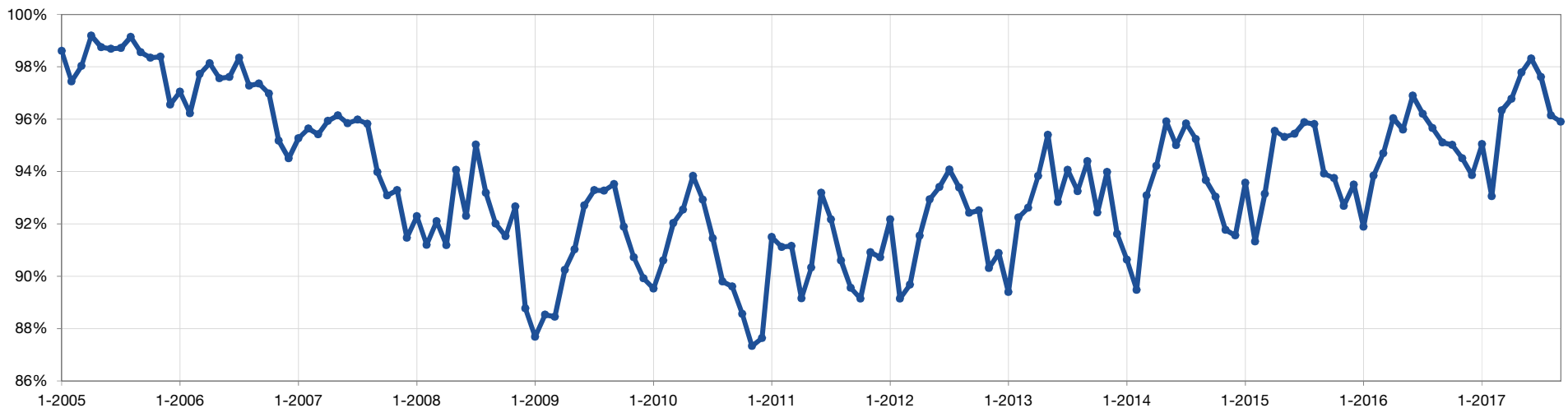


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2017	97.6%	96.2%	+1.5%
August 2017	96.1%	95.7%	+0.4%
September 2017	95.9%	95.1%	+0.8%
12-Month Avg	95.9%	94.7%	+1.3%

Historical Percent of Original List Price Received by Month

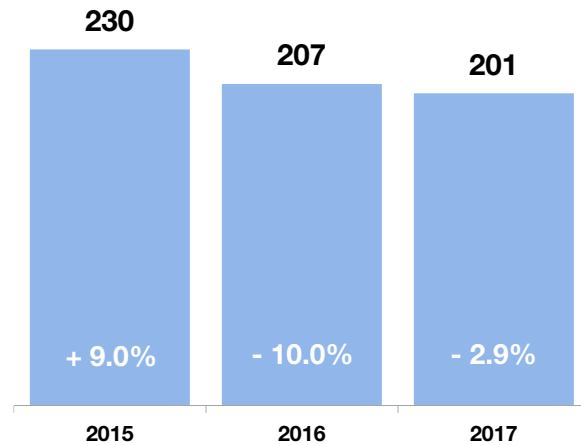


Housing Affordability Index

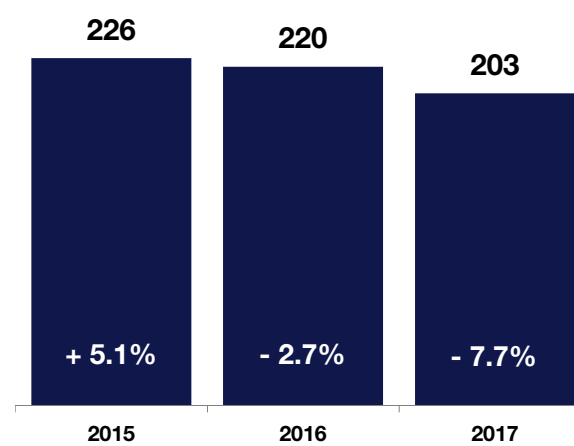


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

September



Year to Date



Affordability Index	Prior Year	Percent Change
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%
July 2017	199	210 -5.2%
August 2017	201	212 -5.2%
September 2017	201	207 -2.9%
12-Month Avg	204	226 -9.7%

Historical Housing Affordability Index by Month

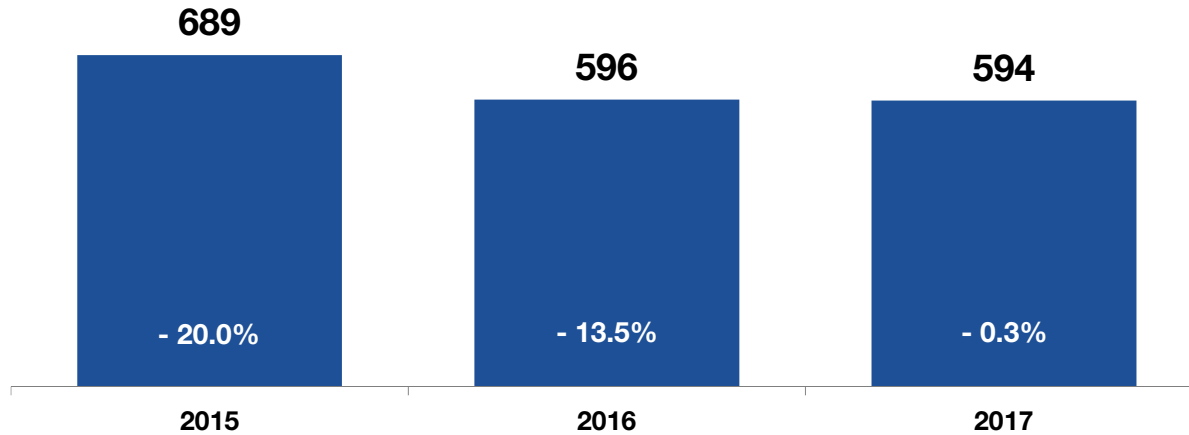


Inventory of Homes for Sale

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

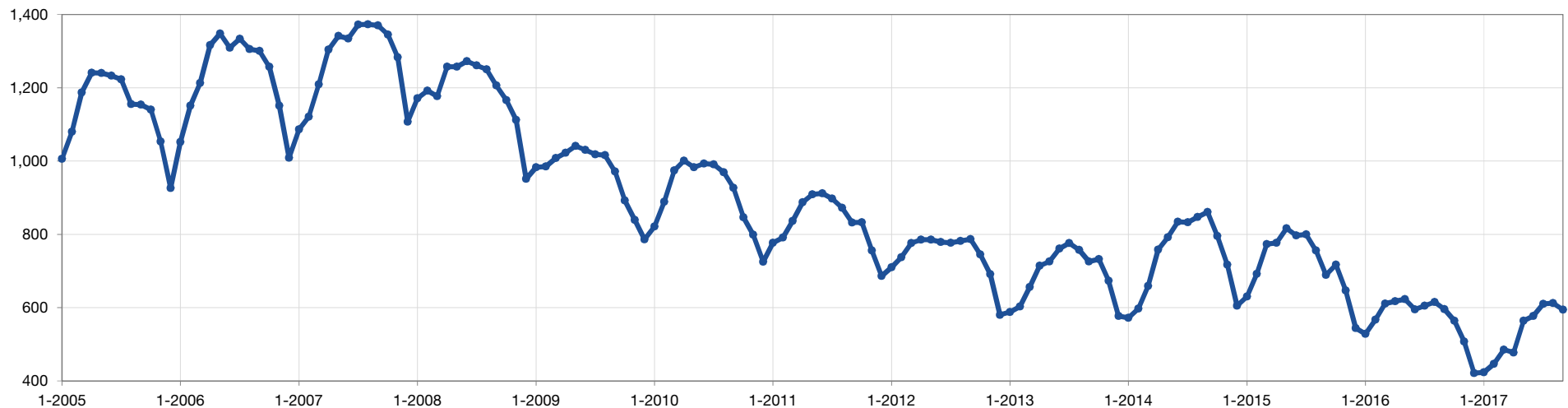


September



Homes for Sale		Prior Year	Percent Change
October 2016	564	717	-21.3%
November 2016	507	647	-21.6%
December 2016	421	544	-22.6%
January 2017	423	528	-19.9%
February 2017	446	567	-21.3%
March 2017	485	611	-20.6%
April 2017	477	617	-22.7%
May 2017	564	623	-9.5%
June 2017	577	595	-3.0%
July 2017	610	605	+0.8%
August 2017	612	615	-0.5%
September 2017	594	596	-0.3%
12-Month Avg	523	605	-13.6%

Historical Inventory of Homes for Sale by Month

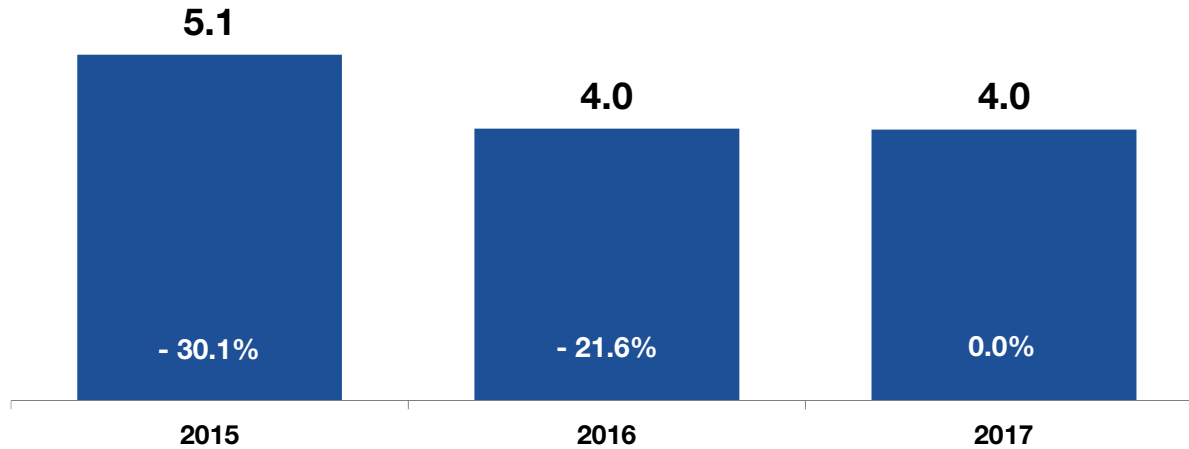


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
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	3.2	4.3	-25.6%
May 2017	3.8	4.2	-9.5%
June 2017	3.9	4.0	-2.5%
July 2017	4.1	4.1	0.0%
August 2017	4.1	4.1	0.0%
September 2017	4.0	4.0	0.0%
12-Month Avg	3.5	4.2	-16.7%

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	+ / -	9-2016	9-2017	+ / -	9-2016	9-2017	+ / -
Albany	48	60	+25.0%	39	40	+2.6%	\$128,500	\$152,145	+18.4%	10	15	+50.0%	2.5	3.7	+46.9%
Avon	50	51	+2.0%	43	41	-4.7%	\$168,500	\$200,000	+18.7%	12	9	-25.0%	2.8	2.0	-29.5%
Clearwater	76	68	-10.5%	62	55	-11.3%	\$192,550	\$185,000	-3.9%	16	14	-12.5%	2.4	2.3	-5.4%
Cold Spring	118	124	+5.1%	90	78	-13.3%	\$189,900	\$207,750	+9.4%	42	34	-19.0%	4.4	3.8	-13.0%
Eden Lake Twp	9	10	+11.1%	5	4	-20.0%	\$195,000	\$214,000	+9.7%	3	5	+66.7%	2.4	3.0	+25.0%
Eden Valley	20	23	+15.0%	15	18	+20.0%	\$124,900	\$141,000	+12.9%	9	3	-66.7%	5.2	1.4	-72.5%
Fair Haven Twp	4	7	+75.0%	4	3	-25.0%	\$189,750	\$179,000	-5.7%	0	2	--	0.0	1.3	--
Foley	103	82	-20.4%	72	75	+4.2%	\$166,232	\$168,950	+1.6%	25	16	-36.0%	3.0	2.0	-34.0%
Freeport	20	13	-35.0%	15	13	-13.3%	\$166,525	\$174,750	+4.9%	7	3	-57.1%	3.3	1.2	-62.7%
Holdingford	28	18	-35.7%	21	12	-42.9%	\$142,500	\$197,450	+38.6%	5	6	+20.0%	1.5	3.2	+111.8%
Kimball	38	46	+21.1%	30	37	+23.3%	\$164,000	\$193,500	+18.0%	18	13	-27.8%	5.8	3.1	-46.4%
Maine Prairie Twp	1	1	0.0%	0	1	--	\$0	\$175,000	--	3	2	-33.3%	3.0	2.0	-33.3%
Melrose	48	50	+4.2%	39	30	-23.1%	\$130,000	\$150,750	+16.0%	20	17	-15.0%	4.1	5.2	+26.4%
Paynesville	62	61	-1.6%	31	44	+41.9%	\$137,675	\$135,500	-1.6%	27	19	-29.6%	6.8	3.3	-51.5%
Rice	110	117	+6.4%	73	88	+20.5%	\$169,500	\$194,000	+14.5%	32	28	-12.5%	4.4	3.2	-26.8%
Richmond	90	84	-6.7%	52	57	+9.6%	\$218,950	\$200,000	-8.7%	43	31	-27.9%	7.3	4.7	-35.2%
Rockville	17	13	-23.5%	10	9	-10.0%	\$158,250	\$217,597	+37.5%	6	4	-33.3%	2.8	3.6	+26.7%
Sartell	370	342	-7.6%	263	262	-0.4%	\$188,950	\$216,000	+14.3%	111	87	-21.6%	4.1	3.2	-20.7%
Sauk Centre	98	77	-21.4%	67	55	-17.9%	\$155,000	\$153,750	-0.8%	34	27	-20.6%	4.8	4.3	-11.2%
Sauk Rapids	249	252	+1.2%	210	191	-9.0%	\$170,500	\$176,900	+3.8%	67	65	-3.0%	3.1	3.2	+4.2%
Saint Cloud	1,028	1,162	+13.0%	789	809	+2.5%	\$137,500	\$150,000	+9.1%	361	393	+8.9%	4.3	4.6	+6.4%
Saint Joseph	121	117	-3.3%	88	88	0.0%	\$174,250	\$176,450	+1.3%	29	24	-17.2%	3.1	2.4	-21.4%
Saint Augusta	46	44	-4.3%	26	30	+15.4%	\$201,750	\$193,800	-3.9%	26	15	-42.3%	8.7	4.6	-46.7%
Waite Park	98	83	-15.3%	73	63	-13.7%	\$154,900	\$158,500	+2.3%	28	25	-10.7%	3.7	3.6	-2.2%
Wakefield Twp	4	4	0.0%	3	2	-33.3%	\$172,950	\$260,750	+50.8%	1	2	+100.0%	1.0	2.0	+100.0%