

# Monthly Indicators

## October 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

**+ 5.4%**      **+ 1.7%**      **- 3.5%**

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.



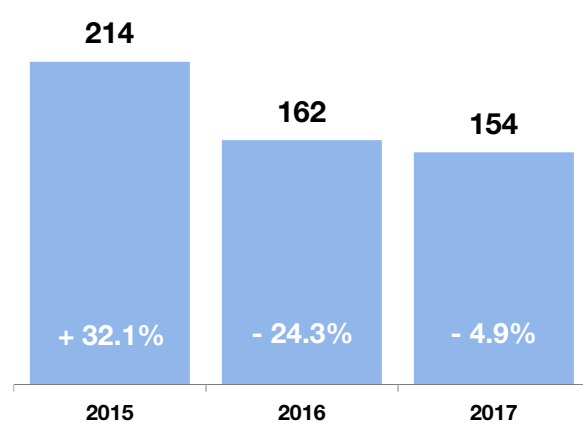
Key Metrics	Historical Sparkbars	10-2016	10-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
<b>New Listings</b>		162	<b>154</b>	- 4.9%	2,028	<b>2,110</b>	+ 4.0%
<b>Pending Sales</b>		136	<b>135</b>	- 0.7%	1,607	<b>1,612</b>	+ 0.3%
<b>Closed Sales</b>		148	<b>156</b>	+ 5.4%	1,571	<b>1,573</b>	+ 0.1%
<b>Days on Market</b>		59	<b>56</b>	- 5.1%	73	<b>57</b>	- 21.9%
<b>Median Sales Price</b>		\$160,000	<b>\$162,750</b>	+ 1.7%	\$160,000	<b>\$170,000</b>	+ 6.3%
<b>Avg. Sales Price</b>		\$184,133	<b>\$186,376</b>	+ 1.2%	\$174,978	<b>\$187,251</b>	+ 7.0%
<b>Pct. of Orig. Price Received</b>		95.0%	<b>95.9%</b>	+ 0.9%	95.4%	<b>96.7%</b>	+ 1.4%
<b>Affordability Index</b>		223	<b>208</b>	- 6.7%	223	<b>200</b>	- 10.3%
<b>Homes for Sale</b>		564	<b>544</b>	- 3.5%	--	--	--
<b>Months Supply</b>		3.7	<b>3.6</b>	- 2.7%	--	--	--

# New Listings

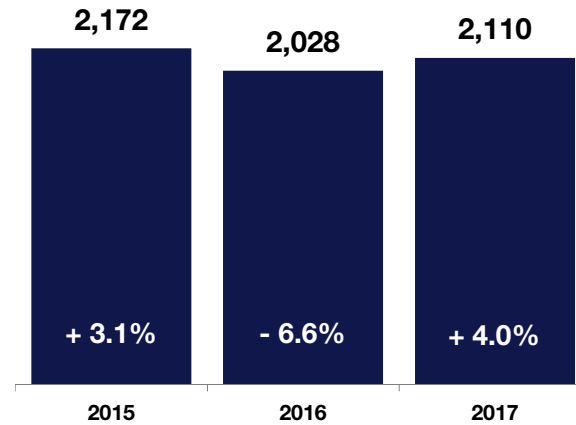
A count of the properties that have been newly listed on the market in a given month.



## October



## Year to Date



	New Listings	Prior Year	Percent Change
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%
<b>October 2017</b>	<b>154</b>	<b>162</b>	<b>-4.9%</b>
12-Month Avg	190	184	+3.3%

## Historical New Listings by Month

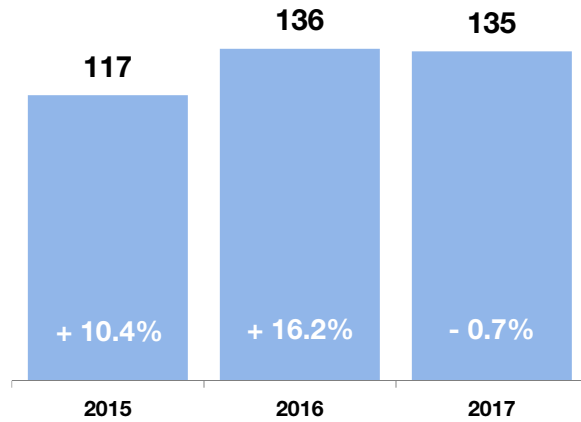


# Pending Sales

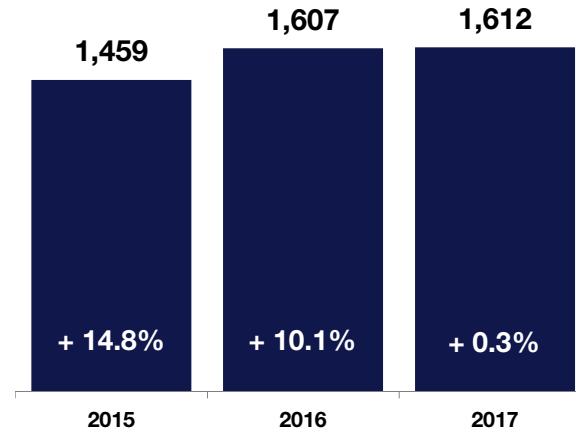
A count of the properties on which offers have been accepted in a given month.



## October



## Year to Date



Pending Sales	Prior Year	Percent Change
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	+5.9%
<b>October 2017</b>	<b>135</b>	<b>-0.7%</b>
12-Month Avg	149	-1.3%

## Historical Pending Sales by Month

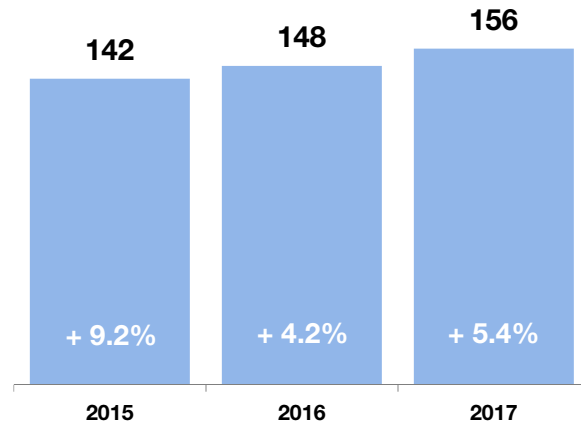


# Closed Sales

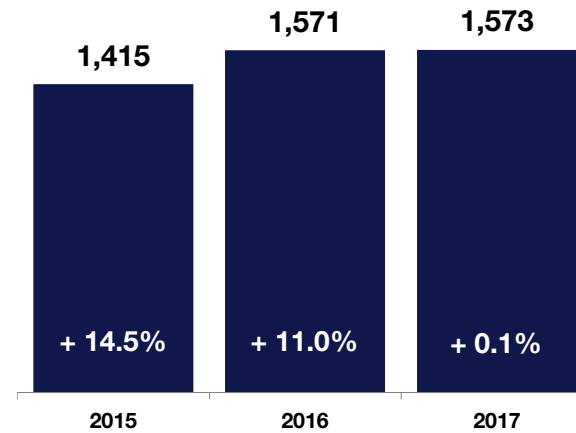
A count of the actual sales that closed in a given month.



## October



## Year to Date



	Closed Sales	Prior Year	Percent Change
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	167	159	+5.0%
<b>October 2017</b>	<b>156</b>	<b>148</b>	<b>+5.4%</b>
12-Month Avg	150	148	+1.4%

## Historical Closed Sales by Month

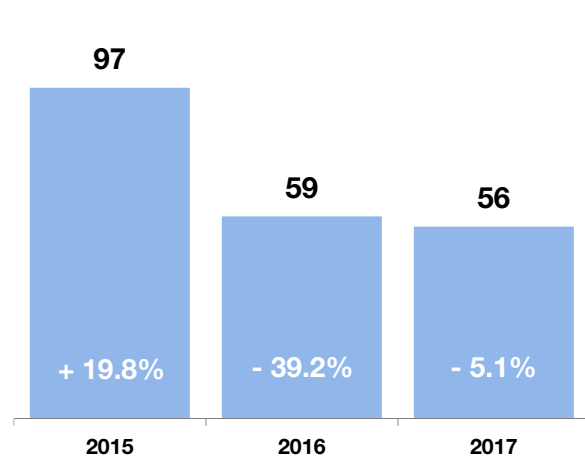


# Days on Market Until Sale

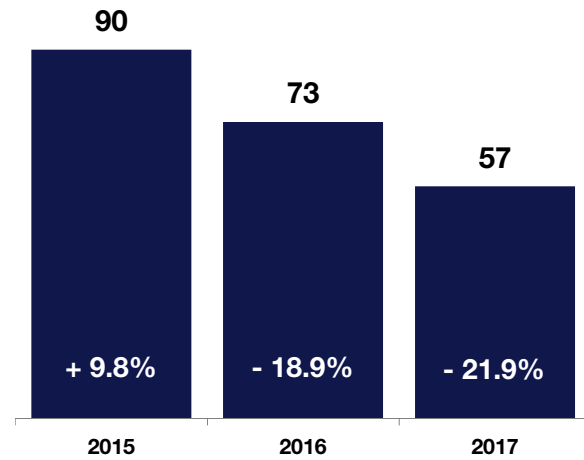
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

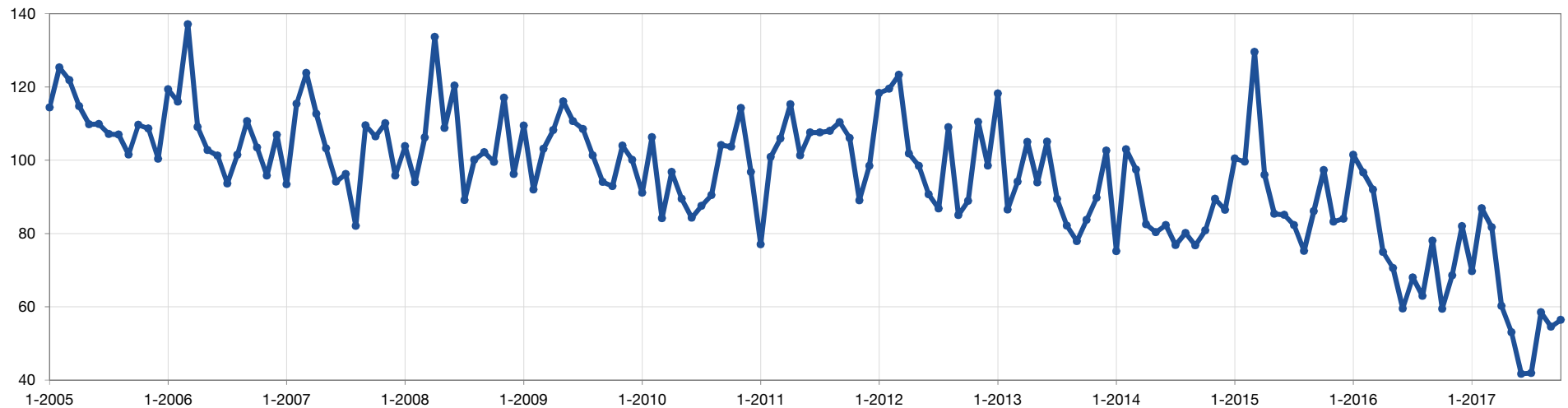


## Year to Date



Days on Market	Prior Year	Percent Change
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%
<b>October 2017</b>	<b>59</b>	<b>-5.1%</b>
12-Month Avg	63	-19.2%

## Historical Days on Market Until Sale by Month

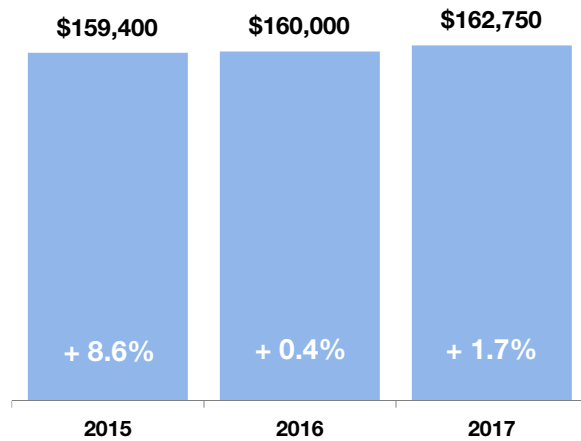


# Median Sales Price

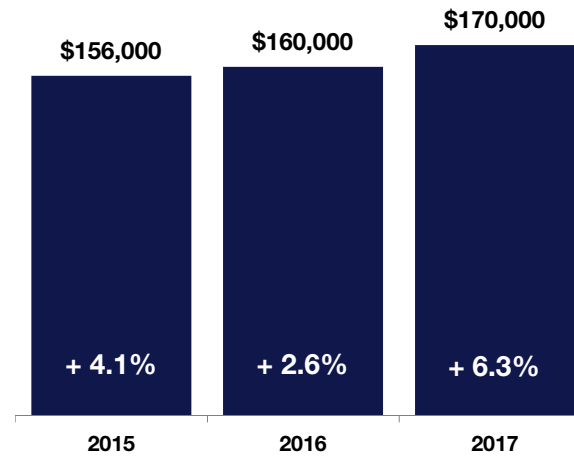
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October

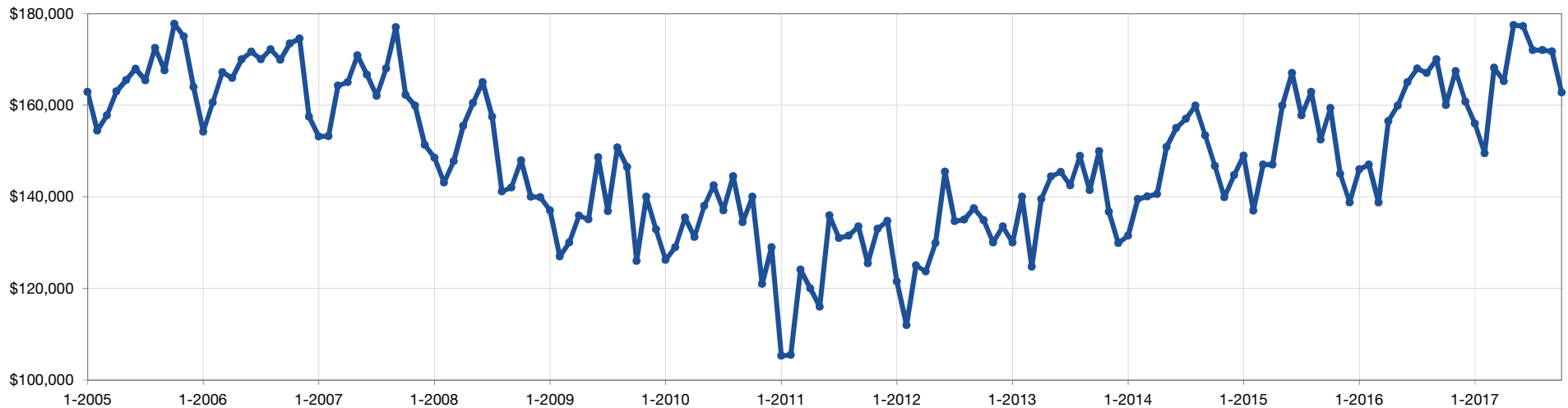


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$171,750	\$170,000	+1.0%
<b>October 2017</b>	<b>\$162,750</b>	<b>\$160,000</b>	<b>+1.7%</b>
12-Month Avg	\$166,694	\$155,160	+7.4%

## Historical Median Sales Price by Month

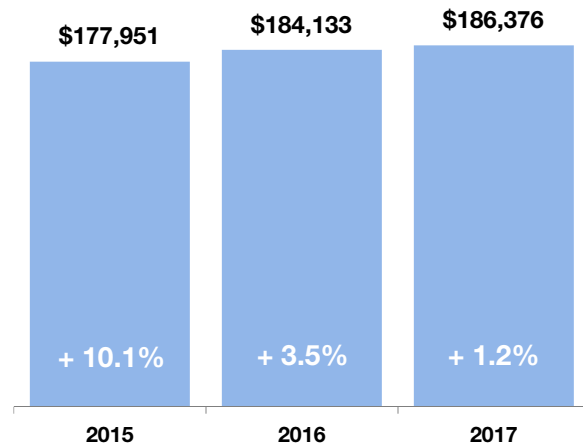


# Average Sales Price

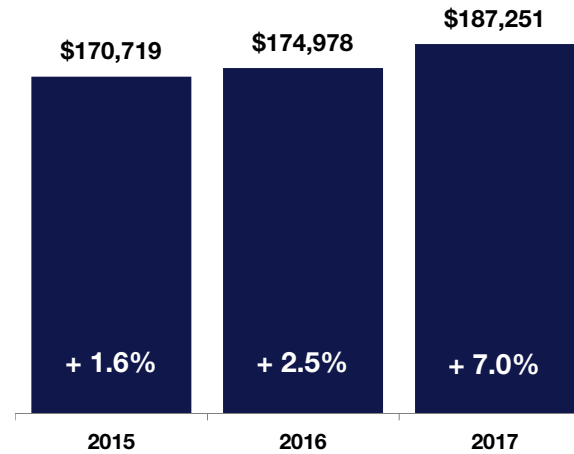
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

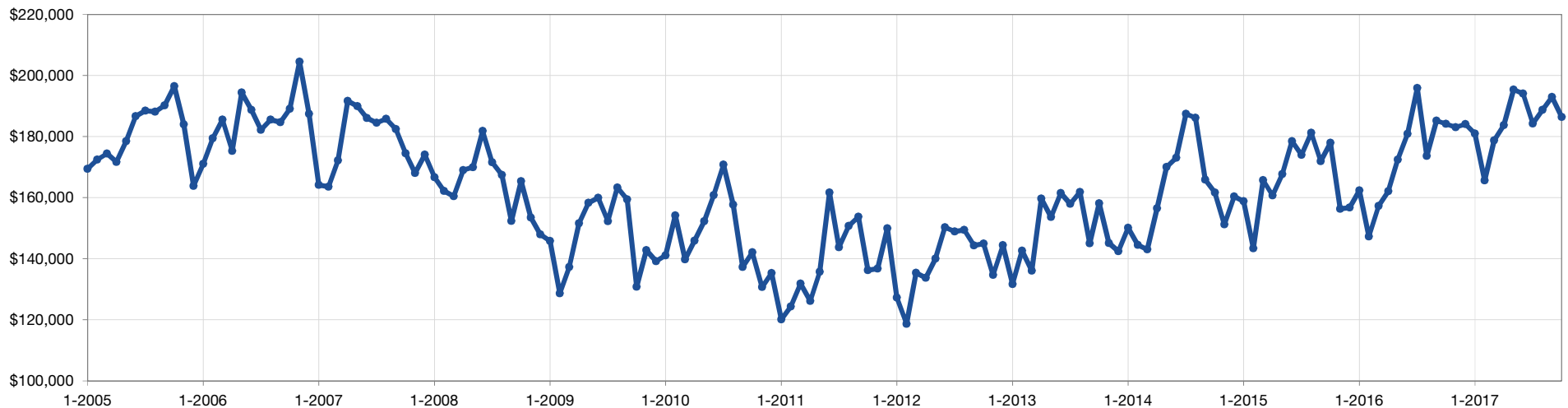


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$195,378	\$172,443	+13.3%
June 2017	\$194,080	\$180,912	+7.3%
July 2017	\$184,285	\$195,845	-5.9%
August 2017	\$188,687	\$173,608	+8.7%
September 2017	\$192,933	\$185,179	+4.2%
<b>October 2017</b>	<b>\$186,376</b>	<b>\$184,133</b>	<b>+1.2%</b>
12-Month Avg	\$184,828	\$169,518	+9.0%

## Historical Average Sales Price by Month



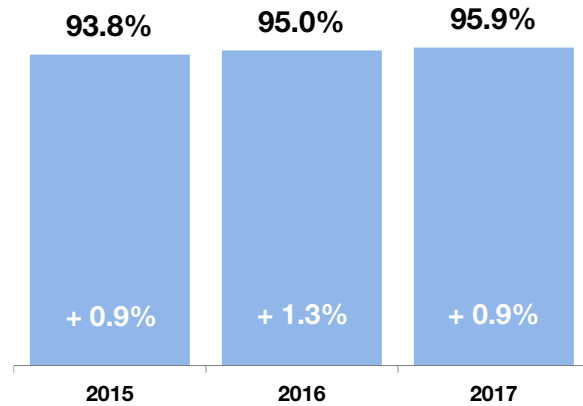


# Percent of Original List Price Received

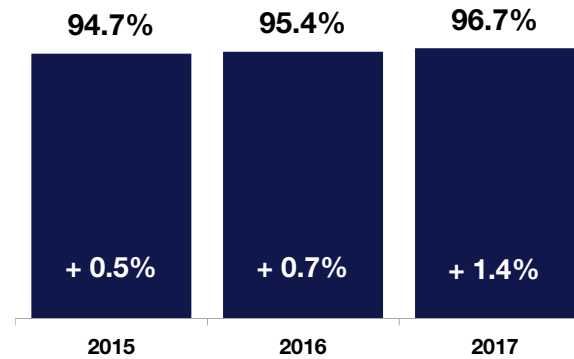


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October

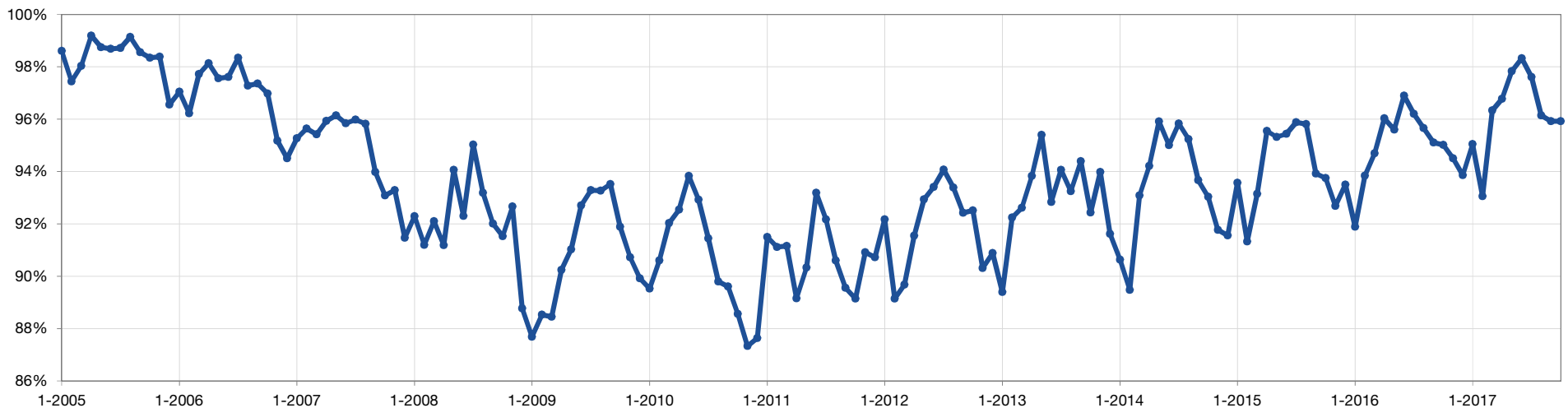


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>October 2017</b>	<b>95.9%</b>	<b>95.0%</b>	<b>+0.9%</b>
12-Month Avg	95.9%	94.8%	+1.2%

## Historical Percent of Original List Price Received by Month

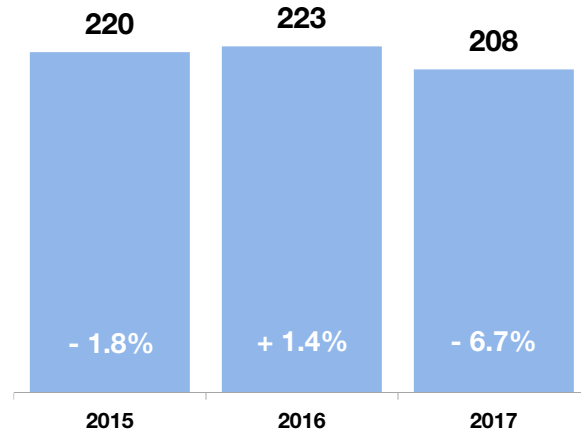


# Housing Affordability Index

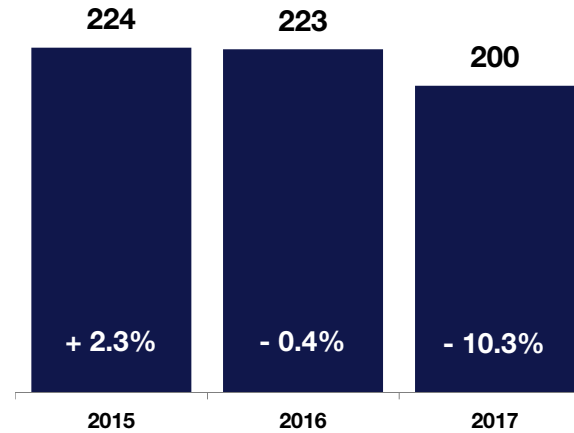


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October



## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>October 2017</b>	<b>208</b>	<b>223</b>	<b>-6.7%</b>
12-Month Avg	203	226	-10.2%

## Historical Housing Affordability Index by Month

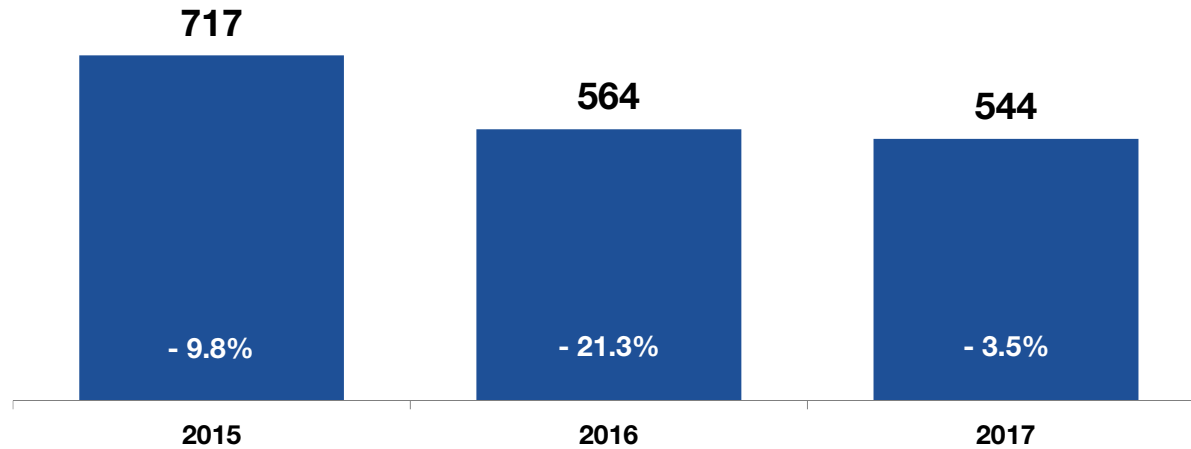


# Inventory of Homes for Sale

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



## October



Homes for Sale		Prior Year	Percent Change
November 2016	507	647	-21.6%
December 2016	421	544	-22.6%
January 2017	423	528	-19.9%
February 2017	447	567	-21.2%
March 2017	486	611	-20.5%
April 2017	479	617	-22.4%
May 2017	566	623	-9.1%
June 2017	579	595	-2.7%
July 2017	612	605	+1.2%
August 2017	616	615	+0.2%
September 2017	595	596	-0.2%
<b>October 2017</b>	<b>544</b>	<b>564</b>	<b>-3.5%</b>
12-Month Avg	523	593	-11.8%

## Historical Inventory of Homes for Sale by Month

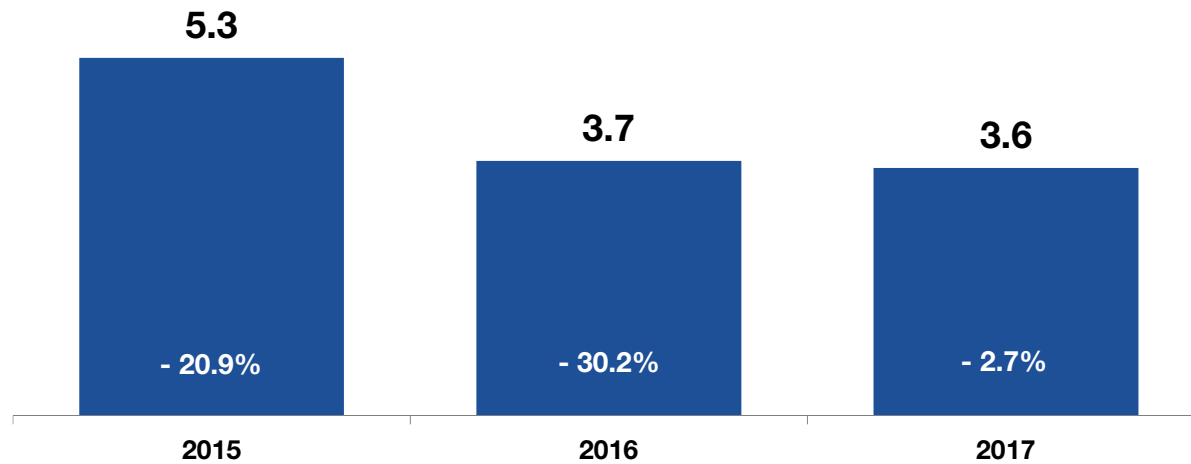


# Months Supply of Inventory

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.



## October



	Months Supply	Prior Year	Percent Change
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%
<b>October 2017</b>	<b>3.6</b>	<b>3.7</b>	<b>-2.7%</b>
12-Month Avg	3.5	4.1	-14.6%

## 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	+ / -	10-2016	10-2017	+ / -	10-2016	10-2017	+ / -
Albany	51	65	+27.5%	44	43	-2.3%	\$129,125	\$149,000	+15.4%	9	11	+22.2%	2.3	2.5	+8.4%
Avon	53	54	+1.9%	45	42	-6.7%	\$166,000	\$203,500	+22.6%	8	10	+25.0%	1.8	2.3	+27.6%
Clearwater	85	74	-12.9%	69	62	-10.1%	\$193,000	\$182,500	-5.4%	21	16	-23.8%	3.3	2.6	-20.7%
Cold Spring	128	136	+6.3%	91	96	+5.5%	\$189,900	\$206,500	+8.7%	36	33	-8.3%	3.9	3.7	-4.0%
Eden Lake Twp	10	12	+20.0%	5	5	0.0%	\$195,000	\$216,500	+11.0%	3	6	+100.0%	2.4	4.0	+66.7%
Eden Valley	23	23	0.0%	16	19	+18.8%	\$126,950	\$140,000	+10.3%	11	3	-72.7%	6.4	1.4	-78.6%
Fair Haven Twp	4	7	+75.0%	5	3	-40.0%	\$189,900	\$179,000	-5.7%	0	2	--	0.0	1.3	--
Foley	114	87	-23.7%	77	81	+5.2%	\$165,064	\$167,350	+1.4%	29	12	-58.6%	3.7	1.5	-60.7%
Freeport	21	15	-28.6%	17	15	-11.8%	\$169,750	\$181,000	+6.6%	8	3	-62.5%	3.8	1.3	-66.7%
Holdingford	30	18	-40.0%	22	13	-40.9%	\$143,000	\$214,900	+50.3%	4	6	+50.0%	1.2	3.4	+185.7%
Kimball	43	49	+14.0%	33	40	+21.2%	\$159,000	\$192,100	+20.8%	18	12	-33.3%	5.5	2.8	-48.7%
Maine Prairie Twp	1	1	0.0%	0	1	--	\$0	\$175,000	--	3	2	-33.3%	3.0	2.0	-33.3%
Melrose	50	55	+10.0%	46	33	-28.3%	\$125,000	\$149,000	+19.2%	15	16	+6.7%	3.5	4.9	+39.5%
Paynesville	66	66	0.0%	39	52	+33.3%	\$137,675	\$135,500	-1.6%	20	14	-30.0%	4.6	2.5	-46.8%
Rice	119	123	+3.4%	81	94	+16.0%	\$170,000	\$191,500	+12.6%	31	20	-35.5%	4.1	2.2	-45.1%
Richmond	98	88	-10.2%	58	63	+8.6%	\$227,450	\$202,500	-11.0%	37	28	-24.3%	5.8	4.5	-22.3%
Rockville	18	14	-22.2%	13	10	-23.1%	\$176,000	\$211,500	+20.2%	7	5	-28.6%	3.3	4.5	+36.6%
Sartell	400	364	-9.0%	298	289	-3.0%	\$194,000	\$216,450	+11.6%	107	79	-26.2%	3.8	3.0	-22.7%
Sauk Centre	104	79	-24.0%	72	61	-15.3%	\$156,000	\$154,000	-1.3%	34	21	-38.2%	4.8	3.3	-30.9%
Sauk Rapids	270	272	+0.7%	220	216	-1.8%	\$170,000	\$178,750	+5.1%	71	56	-21.1%	3.4	2.7	-21.8%
Saint Cloud	1,116	1,256	+12.5%	871	902	+3.6%	\$137,900	\$150,000	+8.8%	334	359	+7.5%	4.0	4.2	+5.7%
Saint Joseph	133	128	-3.8%	102	98	-3.9%	\$174,950	\$178,200	+1.9%	26	26	0.0%	2.6	2.7	+4.4%
Saint Augusta	48	48	0.0%	32	31	-3.1%	\$192,750	\$196,900	+2.2%	21	15	-28.6%	6.5	5.1	-20.4%
Waite Park	109	90	-17.4%	80	68	-15.0%	\$154,950	\$157,000	+1.3%	26	24	-7.7%	3.2	3.5	+9.2%
Wakefield Twp	4	4	0.0%	3	2	-33.3%	\$172,950	\$260,750	+50.8%	0	2	--	0.0	2.0	--