



Monthly Indicators

December 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

- 15.9% **- 6.7%** **- 11.4%**

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.



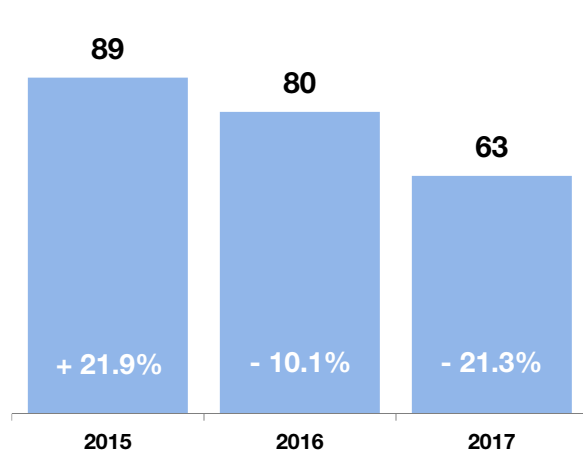
Key Metrics	Historical Sparkbars	12-2016	12-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		80	63	- 21.3%	2,197	2,277	+ 3.6%
Pending Sales		81	88	+ 8.6%	1,788	1,828	+ 2.2%
Closed Sales		113	95	- 15.9%	1,802	1,811	+ 0.5%
Days on Market		82	79	- 3.7%	73	59	- 19.2%
Median Sales Price		\$160,750	\$150,000	- 6.7%	\$160,900	\$169,200	+ 5.2%
Avg. Sales Price		\$184,070	\$163,195	- 11.3%	\$176,084	\$185,132	+ 5.1%
Pct. of Orig. Price Received		93.9%	94.1%	+ 0.2%	95.3%	96.4%	+ 1.2%
Affordability Index		204	226	+ 10.8%	204	200	- 2.0%
Homes for Sale		421	373	- 11.4%	--	--	--
Months Supply		2.8	2.4	- 14.3%	--	--	--

New Listings

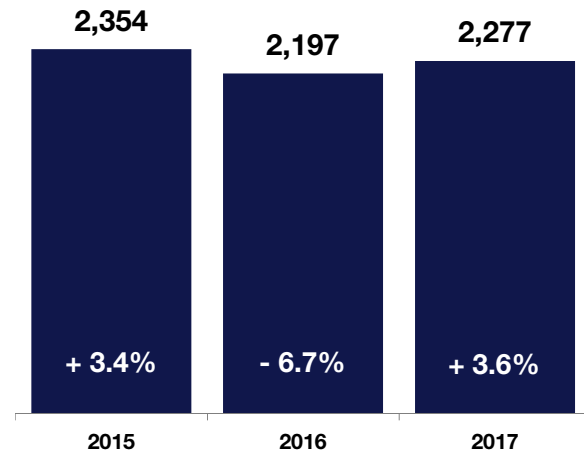
A count of the properties that have been newly listed on the market in a given month.



December

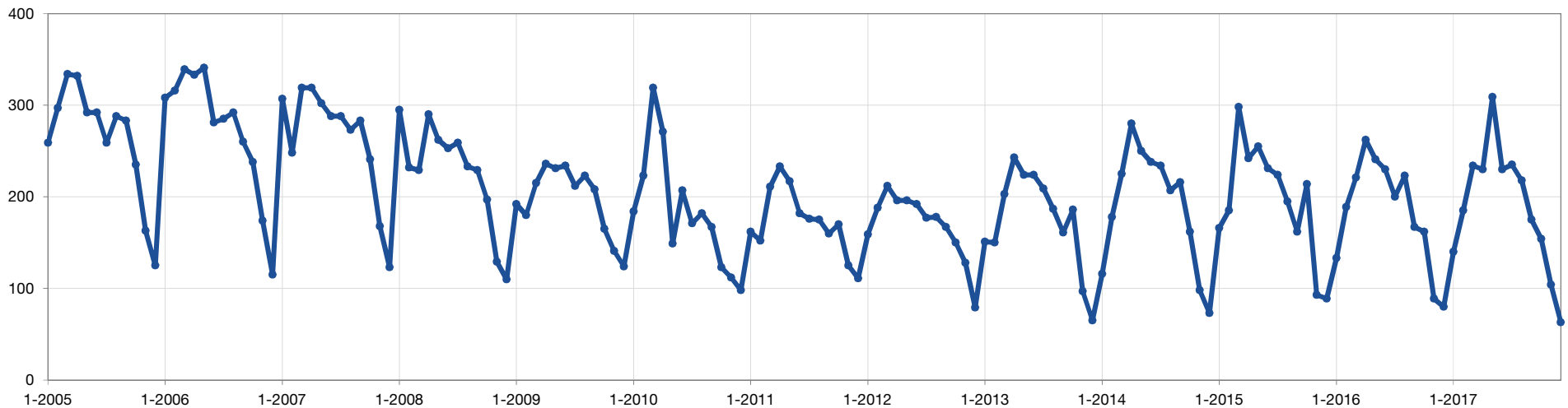


Year to Date



	New Listings	Prior Year	Percent Change
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%
October 2017	154	162	-4.9%
November 2017	104	89	+16.9%
December 2017	63	80	-21.3%
12-Month Avg	190	183	+3.8%

Historical New Listings by Month

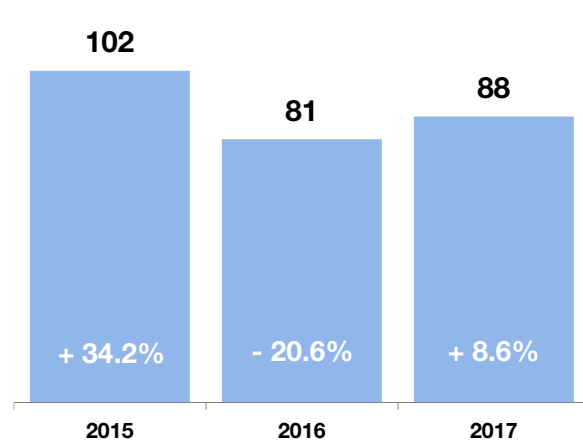


Pending Sales

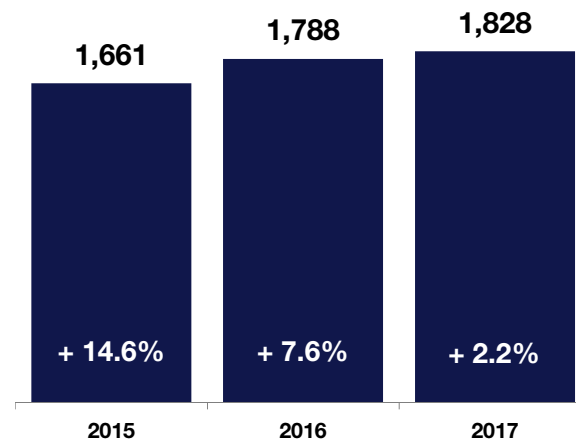
A count of the properties on which offers have been accepted in a given month.



December

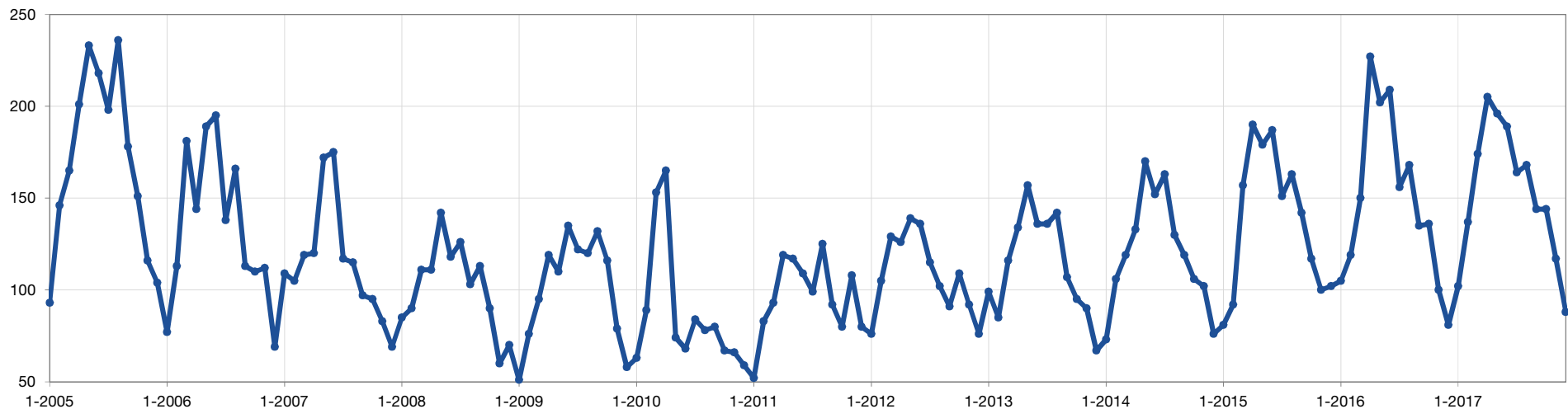


Year to Date



	Pending Sales	Prior Year	Percent Change
January 2017	102	105	-2.9%
February 2017	137	119	+15.1%
March 2017	174	150	+16.0%
April 2017	205	227	-9.7%
May 2017	196	202	-3.0%
June 2017	189	209	-9.6%
July 2017	164	156	+5.1%
August 2017	168	168	0.0%
September 2017	144	135	+6.7%
October 2017	144	136	+5.9%
November 2017	117	100	+17.0%
December 2017	88	81	+8.6%
12-Month Avg	152	149	+2.0%

Historical Pending Sales by Month

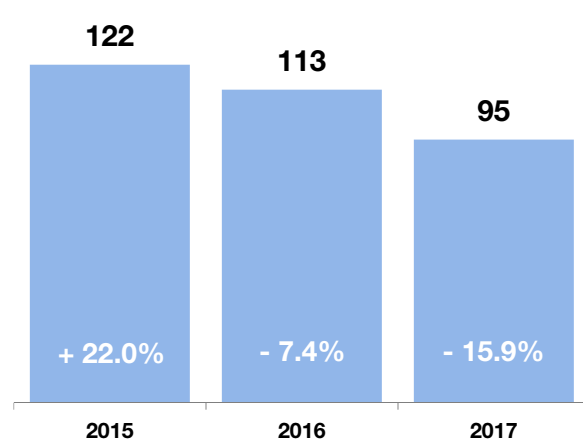


Closed Sales

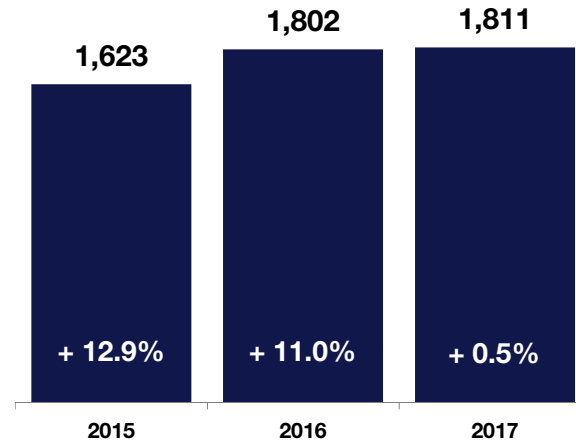
A count of the actual sales that closed in a given month.



December



Year to Date



	Closed Sales	Prior Year	Percent Change
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%
October 2017	160	148	+8.1%
November 2017	139	118	+17.8%
December 2017	95	113	-15.9%
12-Month Avg	151	150	+0.7%

Historical Closed Sales by Month

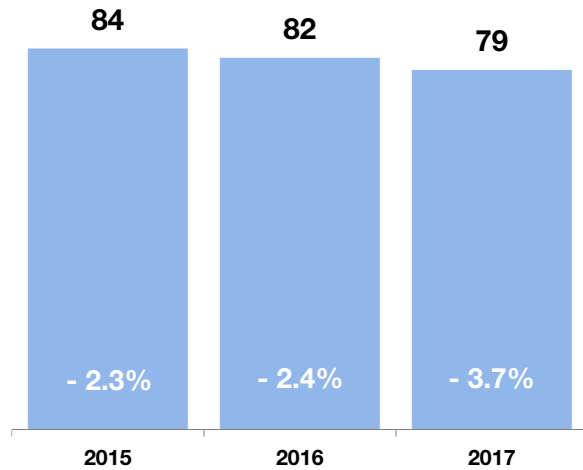


Days on Market Until Sale

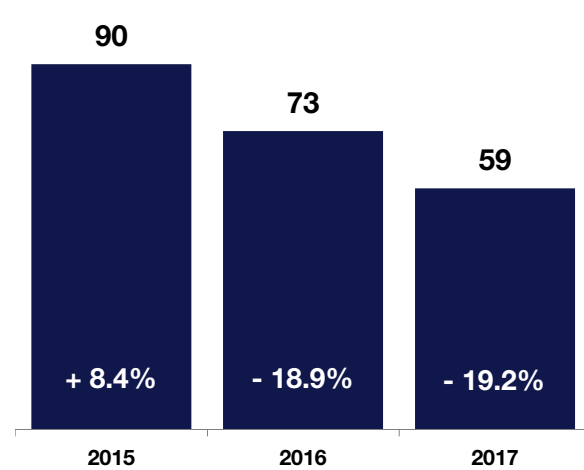
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

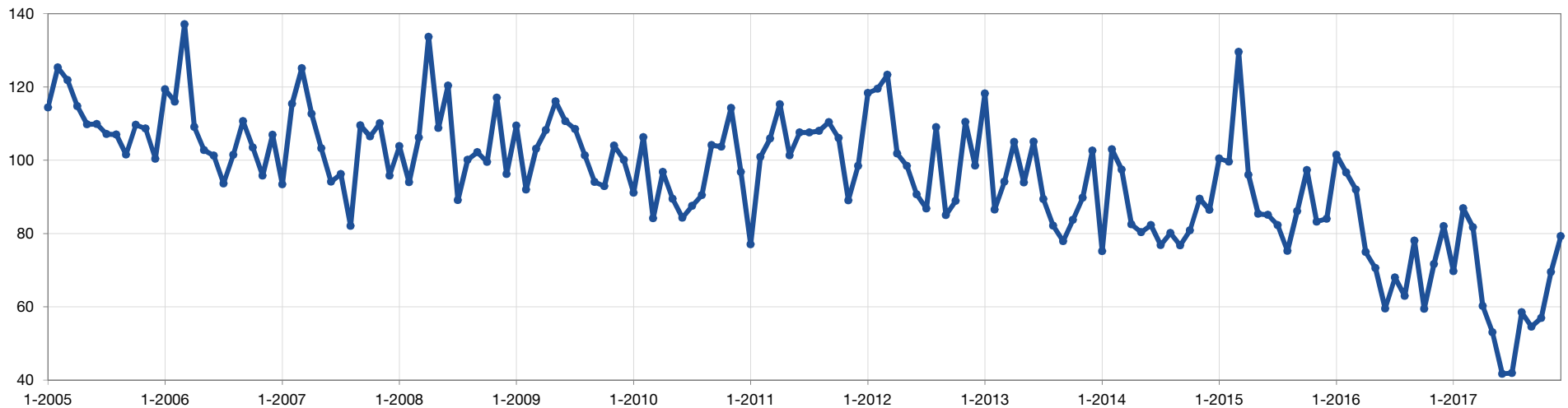


Year to Date



Days on Market	Prior Year	Percent Change	
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%
July 2017	42	68	-38.2%
August 2017	59	63	-6.3%
September 2017	55	78	-29.5%
October 2017	57	59	-3.4%
November 2017	69	72	-4.2%
December 2017	79	82	-3.7%
12-Month Avg	63	76	-17.1%

Historical Days on Market Until Sale by Month

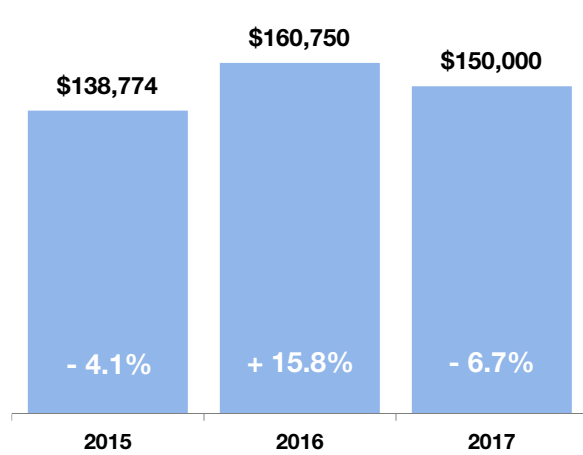


Median Sales Price

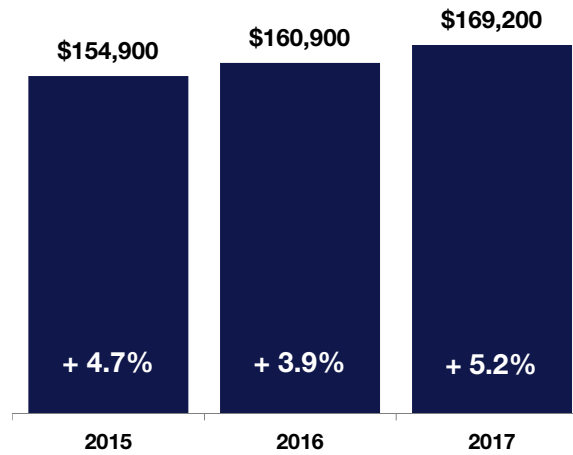
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

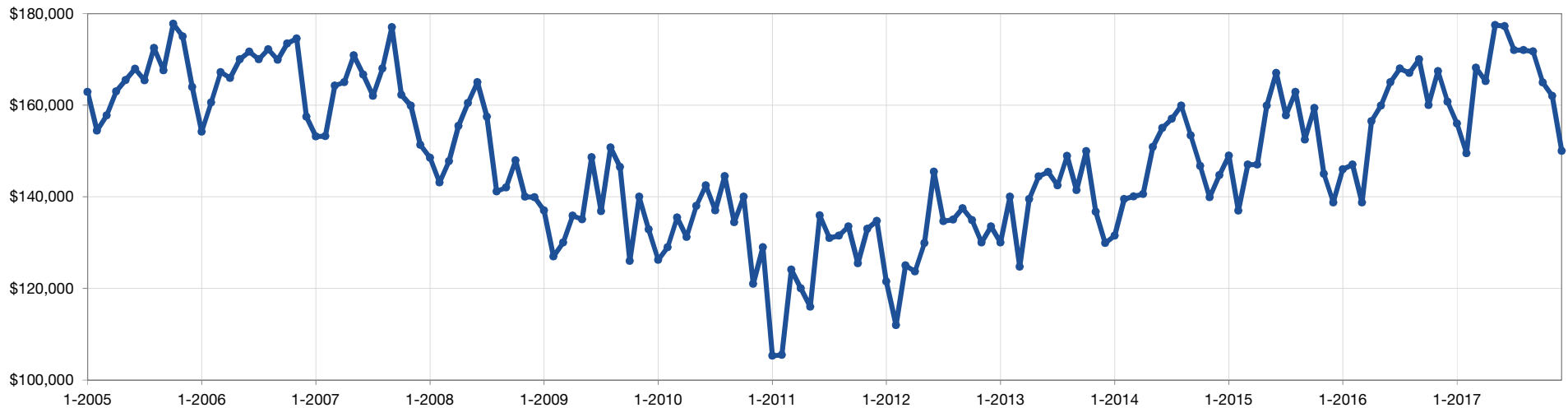


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
October 2017	\$164,950	\$160,000	+3.1%
November 2017	\$162,000	\$167,450	-3.3%
December 2017	\$150,000	\$160,750	-6.7%
12-Month Avg	\$165,531	\$158,863	+4.2%

Historical Median Sales Price by Month

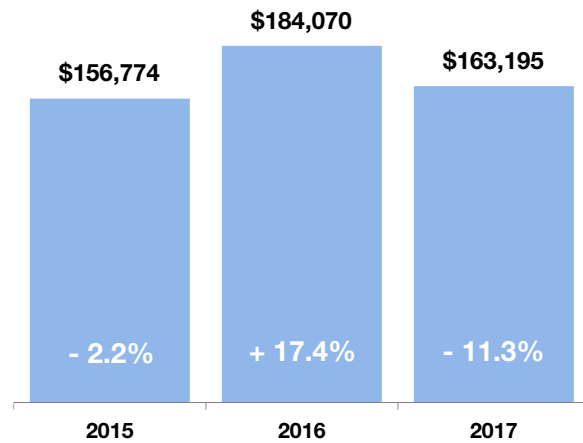


Average Sales Price

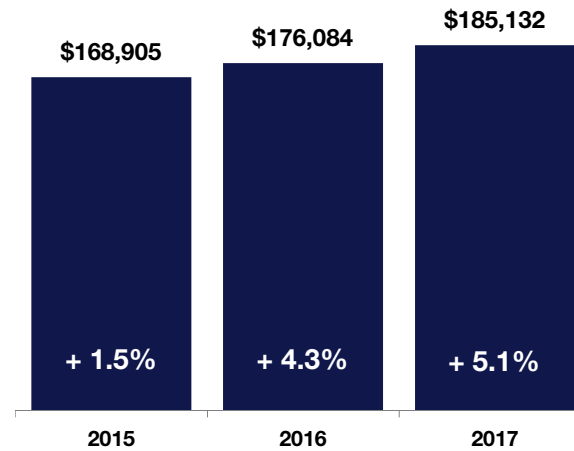
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
October 2017	\$188,047	\$184,133	+2.1%
November 2017	\$174,433	\$183,120	-4.7%
December 2017	\$163,195	\$184,070	-11.3%
12-Month Avg	\$182,511	\$174,028	+4.9%

Historical Average Sales Price by Month

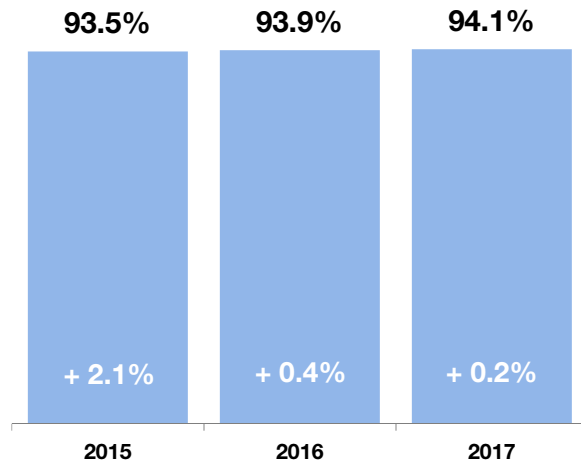


Percent of Original List Price Received

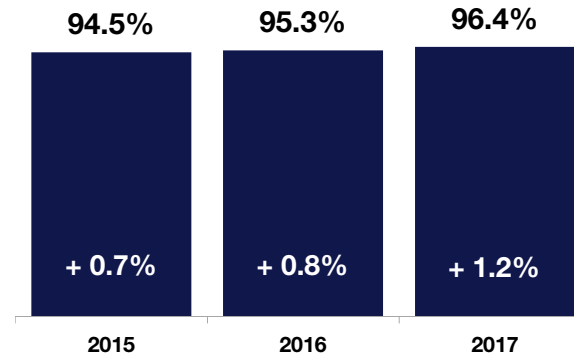


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

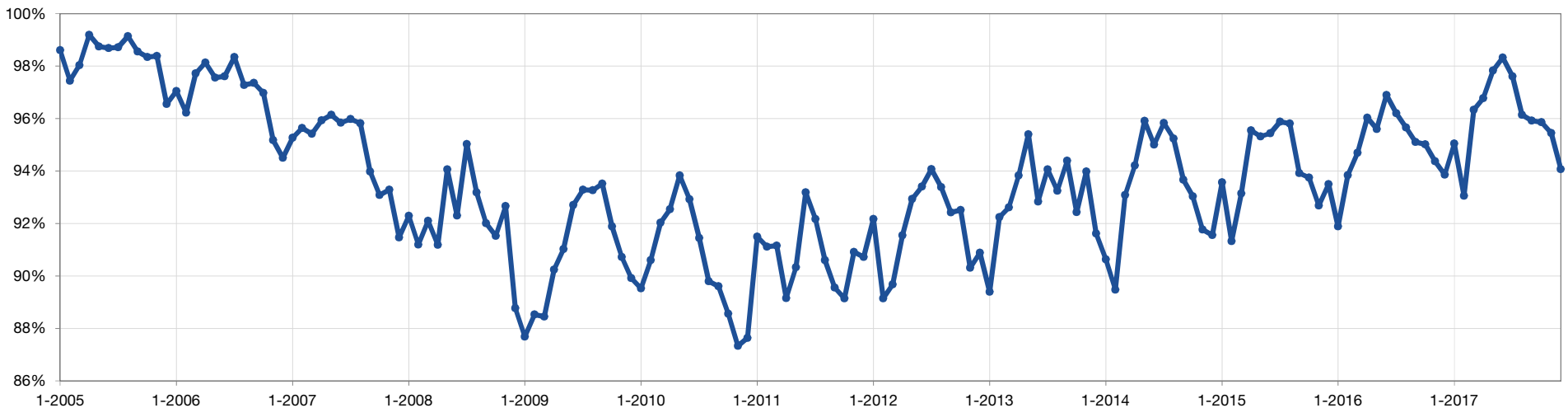


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
October 2017	95.9%	95.0%	+0.9%
November 2017	95.4%	94.4%	+1.1%
December 2017	94.1%	93.9%	+0.2%
12-Month Avg	96.0%	94.9%	+1.2%

Historical Percent of Original List Price Received by Month

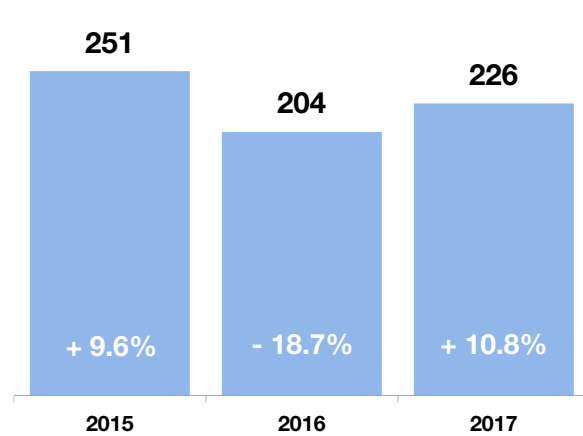


Housing Affordability Index

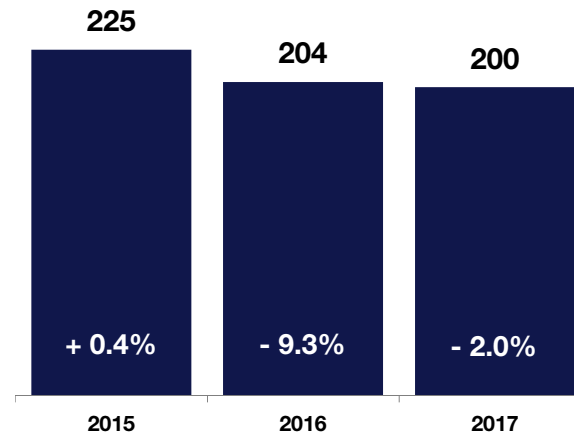


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

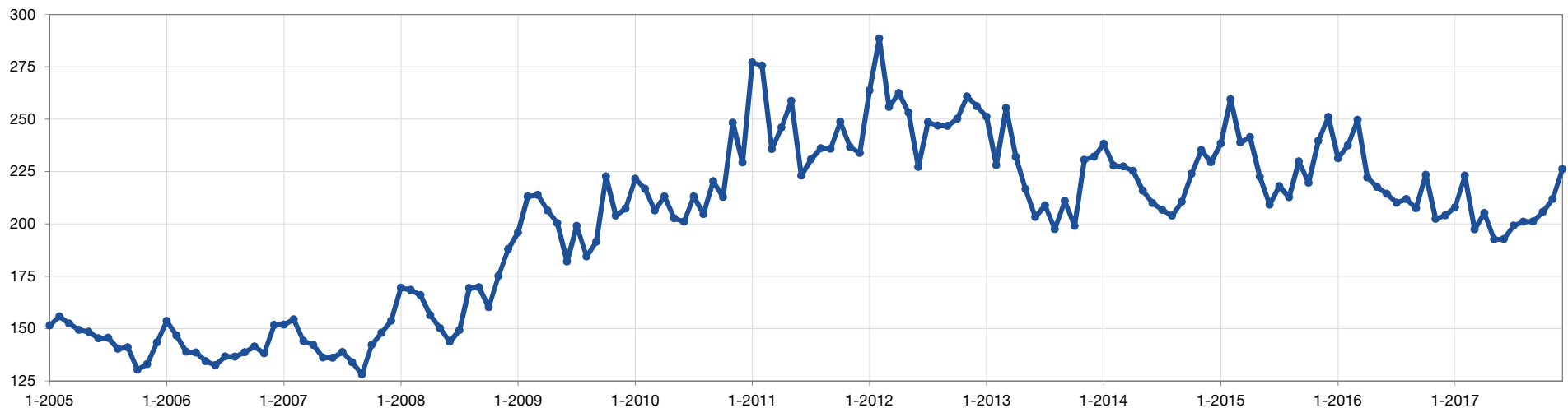


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
October 2017	206	223	-7.6%
November 2017	212	202	+5.0%
December 2017	226	204	+10.8%
12-Month Avg	205	219	-6.4%

Historical Housing Affordability Index by Month

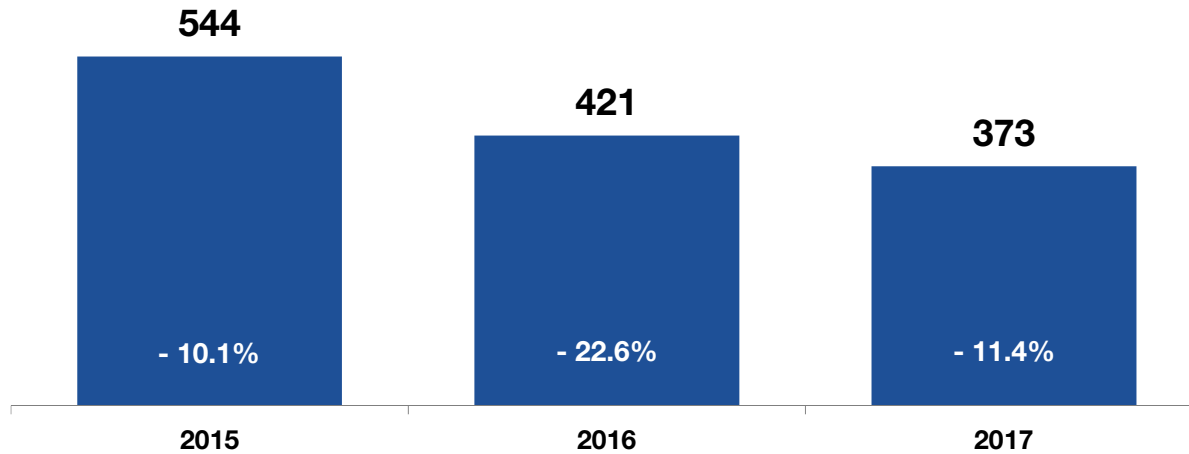


Inventory of Homes for Sale

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



December



Homes for Sale	Prior Year	Percent Change
January 2017	528	-19.7%
February 2017	567	-21.0%
March 2017	611	-20.3%
April 2017	617	-22.2%
May 2017	623	-9.0%
June 2017	595	-2.5%
July 2017	605	+1.3%
August 2017	615	+0.5%
September 2017	596	+0.3%
October 2017	564	-3.0%
November 2017	507	-5.5%
December 2017	421	-11.4%
12-Month Avg	518	-9.3%

Historical Inventory of Homes for Sale by Month

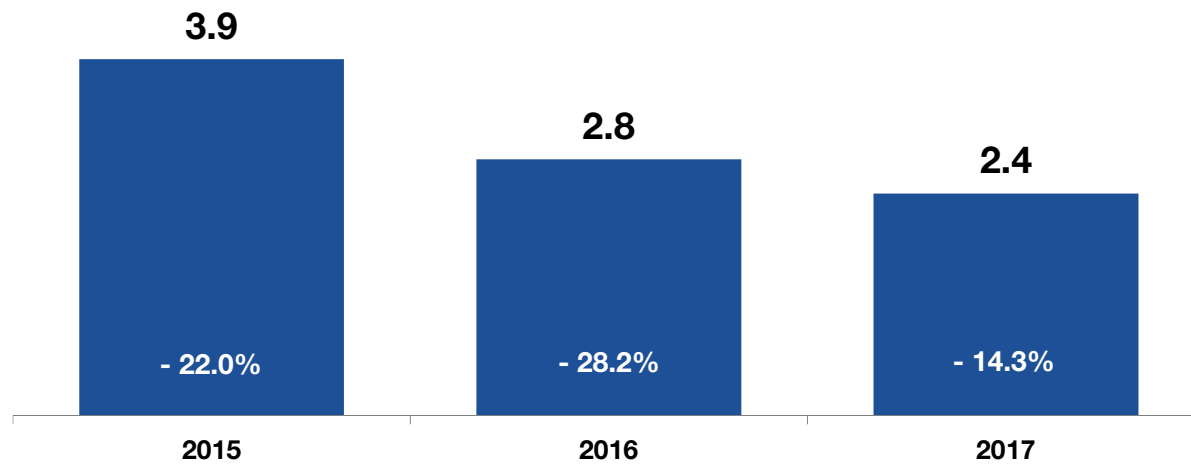


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
January 2017	2.9	3.8	-23.7%
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%
October 2017	3.6	3.7	-2.7%
November 2017	3.2	3.4	-5.9%
December 2017	2.4	2.8	-14.3%
12-Month Avg	3.5	3.9	-10.3%

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	+ / -	12-2016	12-2017	+ / -	12-2016	12-2017	+ / -
Albany	57	72	+26.3%	48	53	+10.4%	\$136,625	\$151,500	+10.9%	6	5	-16.7%	1.5	1.0	-31.0%
Avon	60	63	+5.0%	50	46	-8.0%	\$165,500	\$203,500	+23.0%	9	8	-11.1%	1.8	2.0	+6.7%
Clearwater	94	81	-13.8%	79	70	-11.4%	\$190,000	\$182,500	-3.9%	16	10	-37.5%	2.6	1.7	-34.9%
Cold Spring	136	150	+10.3%	105	109	+3.8%	\$189,900	\$206,500	+8.7%	29	28	-3.4%	3.4	3.1	-9.6%
Eden Lake Twp	11	12	+9.1%	5	5	0.0%	\$195,000	\$216,500	+11.0%	3	3	0.0%	2.4	2.0	-16.7%
Eden Valley	24	25	+4.2%	21	21	0.0%	\$117,000	\$139,900	+19.6%	6	4	-33.3%	3.3	1.8	-45.5%
Fair Haven Twp	4	8	+100.0%	5	3	-40.0%	\$189,900	\$179,000	-5.7%	0	2	--	0.0	1.3	--
Foley	132	97	-26.5%	97	92	-5.2%	\$161,500	\$169,900	+5.2%	28	10	-64.3%	3.5	1.3	-62.3%
Freeport	23	19	-17.4%	20	18	-10.0%	\$169,500	\$174,000	+2.7%	3	2	-33.3%	1.2	1.1	-8.3%
Holdingford	32	18	-43.8%	27	13	-51.9%	\$144,350	\$214,900	+48.9%	4	6	+50.0%	1.2	3.2	+162.5%
Kimball	49	50	+2.0%	41	46	+12.2%	\$159,000	\$187,450	+17.9%	13	5	-61.5%	3.8	1.3	-66.8%
Maine Prairie Twp	1	1	0.0%	2	1	-50.0%	\$437,500	\$175,000	-60.0%	3	0	-100.0%	3.0	0.0	-100.0%
Melrose	52	61	+17.3%	51	43	-15.7%	\$125,000	\$150,900	+20.7%	10	10	0.0%	2.4	2.9	+22.0%
Paynesville	72	72	0.0%	50	57	+14.0%	\$145,000	\$128,000	-11.7%	18	12	-33.3%	3.9	2.3	-41.4%
Rice	129	126	-2.3%	92	108	+17.4%	\$168,450	\$187,900	+11.5%	26	11	-57.7%	3.4	1.2	-63.7%
Richmond	106	93	-12.3%	76	69	-9.2%	\$206,750	\$202,500	-2.1%	20	17	-15.0%	3.1	3.0	-5.1%
Rockville	19	16	-15.8%	13	10	-23.1%	\$176,000	\$211,500	+20.2%	5	3	-40.0%	2.9	2.5	-14.1%
Sartell	426	382	-10.3%	339	316	-6.8%	\$194,450	\$216,000	+11.1%	67	49	-26.9%	2.3	1.9	-17.0%
Sauk Centre	113	88	-22.1%	83	74	-10.8%	\$155,000	\$158,750	+2.4%	28	23	-17.9%	3.9	3.8	-1.9%
Sauk Rapids	294	297	+1.0%	245	252	+2.9%	\$171,000	\$180,700	+5.7%	51	41	-19.6%	2.5	2.0	-20.9%
Saint Cloud	1,217	1,366	+12.2%	997	1,059	+6.2%	\$139,300	\$149,900	+7.6%	271	254	-6.3%	3.3	2.8	-15.0%
Saint Joseph	141	134	-5.0%	125	108	-13.6%	\$174,900	\$176,950	+1.2%	15	11	-26.7%	1.5	1.2	-21.4%
Saint Augusta	51	51	0.0%	40	36	-10.0%	\$192,750	\$192,000	-0.4%	17	10	-41.2%	5.1	3.2	-38.1%
Waite Park	119	98	-17.6%	96	76	-20.8%	\$154,500	\$157,000	+1.6%	17	18	+5.9%	2.2	2.8	+28.2%
Wakefield Twp	5	6	+20.0%	3	2	-33.3%	\$172,950	\$260,750	+50.8%	0	2	--	0.0	2.0	--