

# Monthly Indicators

## December 2020

Residential real estate activity composed 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

**+ 33.3%**    **+ 10.7%**    **- 52.7%**

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.



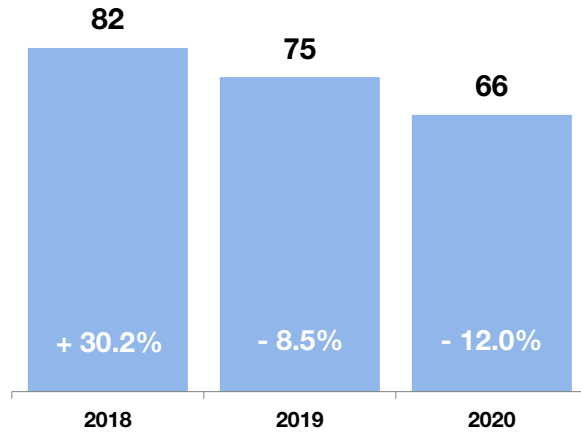
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
<b>New Listings</b>		75	66	- 12.0%	2,293	<b>2,085</b>	- 9.1%
<b>Pending Sales</b>		80	95	+ 18.8%	1,848	<b>1,930</b>	+ 4.4%
<b>Closed Sales</b>		102	136	+ 33.3%	1,843	<b>1,907</b>	+ 3.5%
<b>Days on Market</b>		65	43	- 33.8%	53	<b>44</b>	- 17.0%
<b>Median Sales Price</b>		\$171,500	<b>\$189,900</b>	+ 10.7%	\$190,000	<b>\$207,900</b>	+ 9.4%
<b>Avg. Sales Price</b>		\$189,036	<b>\$207,165</b>	+ 9.6%	\$207,275	<b>\$221,510</b>	+ 6.9%
<b>Pct. of Orig. Price Received</b>		95.4%	<b>96.4%</b>	+ 1.0%	97.1%	<b>97.8%</b>	+ 0.7%
<b>Affordability Index</b>		203	202	- 0.5%	183	<b>184</b>	+ 0.5%
<b>Homes for Sale</b>		319	151	- 52.7%	--	--	--
<b>Months Supply</b>		2.1	0.9	- 57.1%	--	--	--

# New Listings

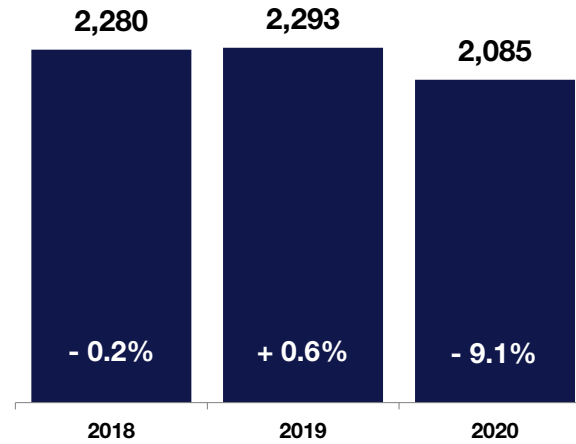
A count of the properties that have been newly listed on the market in a given month.



## December

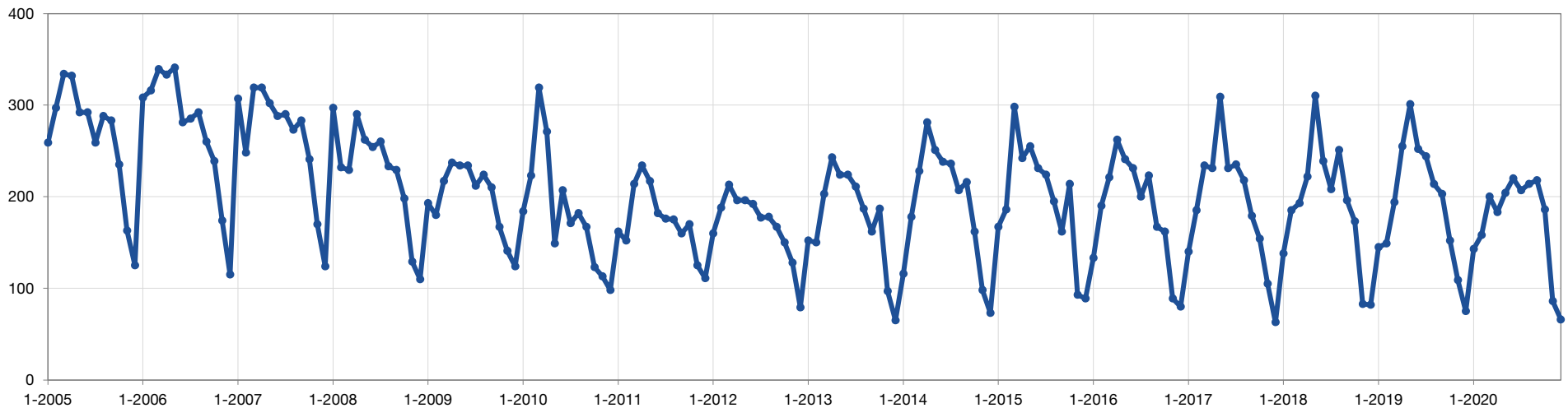


## Year to Date



	New Listings	Prior Year	Percent Change
January 2020	143	145	-1.4%
February 2020	158	149	+6.0%
March 2020	200	194	+3.1%
April 2020	183	255	-28.2%
May 2020	204	301	-32.2%
June 2020	220	252	-12.7%
July 2020	207	244	-15.2%
August 2020	214	214	0.0%
September 2020	218	203	+7.4%
October 2020	186	152	+22.4%
November 2020	86	109	-21.1%
<b>December 2020</b>	<b>66</b>	<b>75</b>	<b>-12.0%</b>
12-Month Avg	174	191	-8.9%

## Historical New Listings by Month

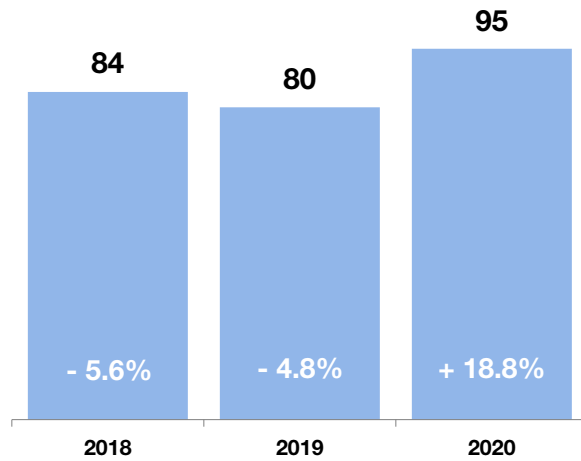


# Pending Sales

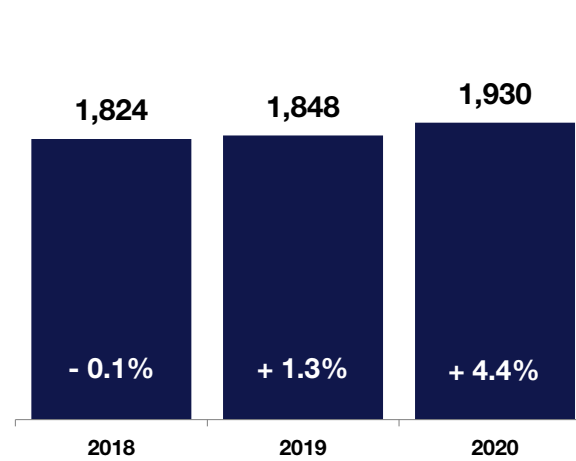
A count of the properties on which offers have been accepted in a given month.



## December

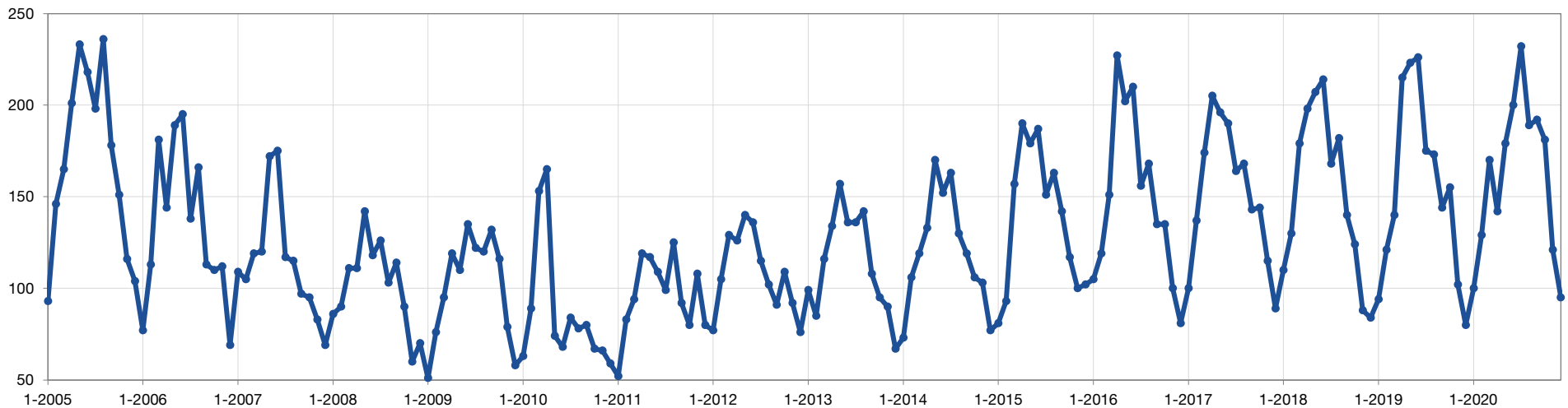


## Year to Date



	Pending Sales	Prior Year	Percent Change
January 2020	100	94	+6.4%
February 2020	129	121	+6.6%
March 2020	170	140	+21.4%
April 2020	142	215	-34.0%
May 2020	179	223	-19.7%
June 2020	200	226	-11.5%
July 2020	232	175	+32.6%
August 2020	189	173	+9.2%
September 2020	192	144	+33.3%
October 2020	181	155	+16.8%
November 2020	121	102	+18.6%
<b>December 2020</b>	<b>95</b>	<b>80</b>	<b>+18.8%</b>
12-Month Avg	161	154	+4.5%

## Historical Pending Sales by Month

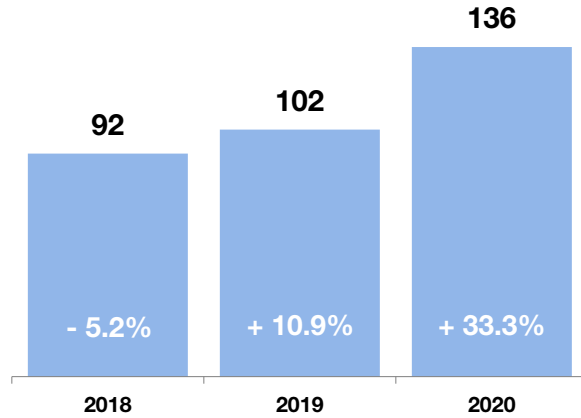


# Closed Sales

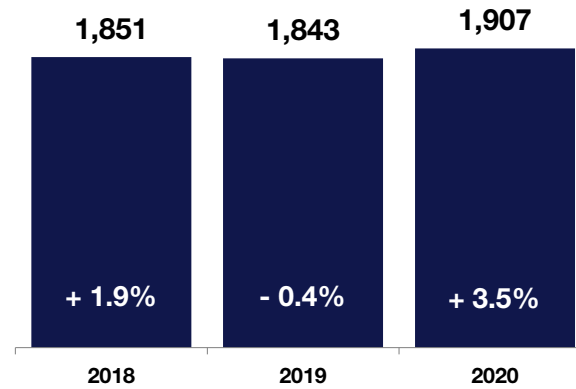
A count of the actual sales that closed in a given month.



## December

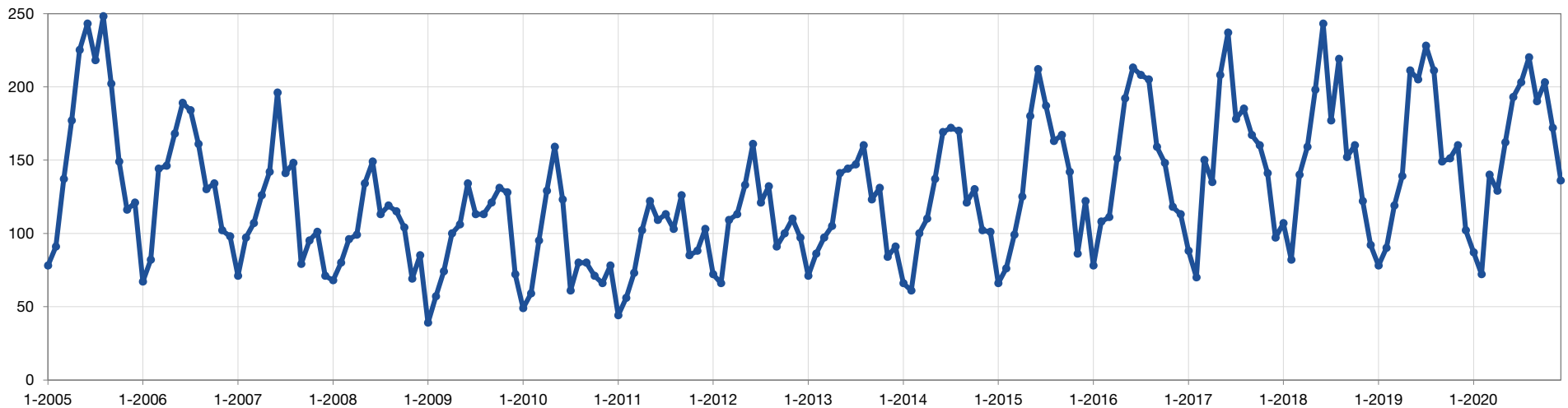


## Year to Date



	Closed Sales	Prior Year	Percent Change
January 2020	87	78	+11.5%
February 2020	72	90	-20.0%
March 2020	140	119	+17.6%
April 2020	129	139	-7.2%
May 2020	162	211	-23.2%
June 2020	193	205	-5.9%
July 2020	203	228	-11.0%
August 2020	220	211	+4.3%
September 2020	190	149	+27.5%
October 2020	203	151	+34.4%
November 2020	172	160	+7.5%
<b>December 2020</b>	<b>136</b>	<b>102</b>	<b>+33.3%</b>
12-Month Avg	159	154	+3.2%

## Historical Closed Sales by Month

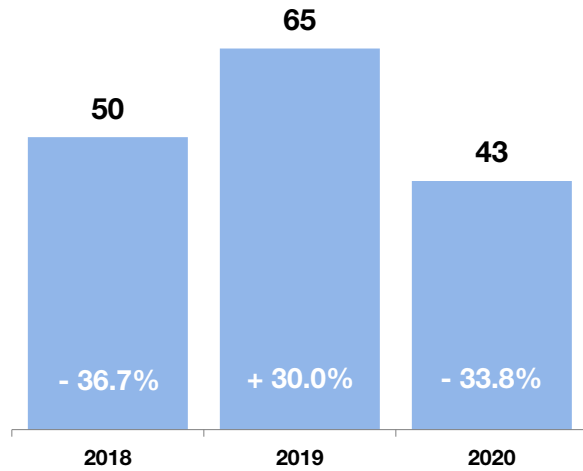


# Days on Market Until Sale

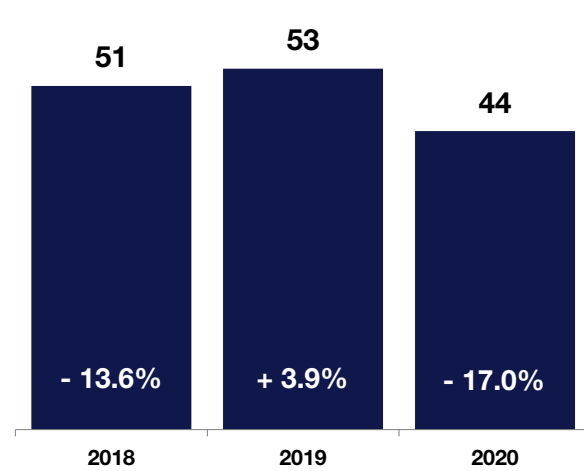
Average number of days between when a property is listed and when an offer is accepted in a given month.



## December

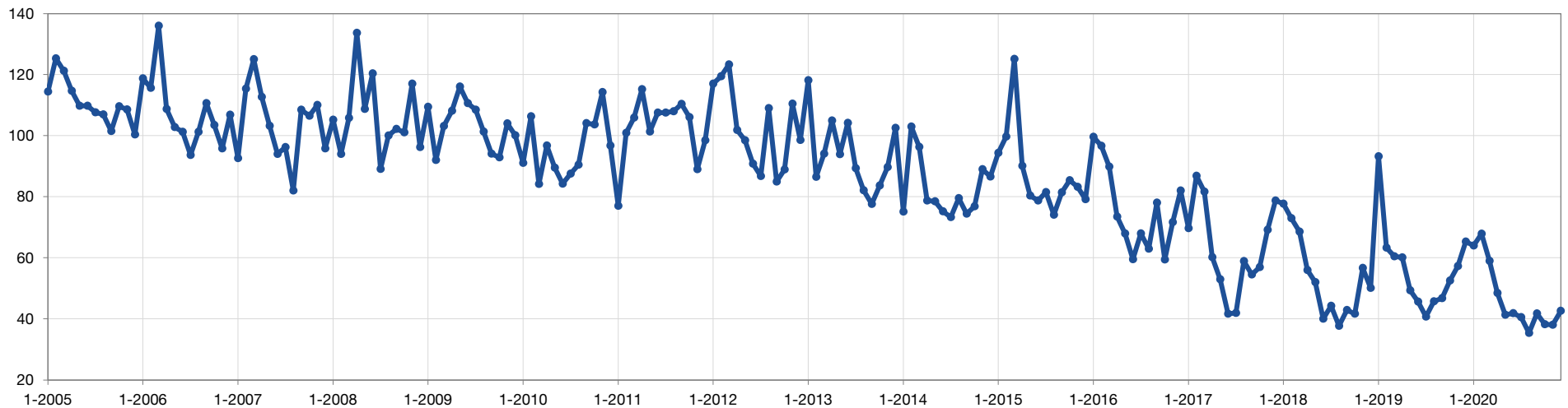


## Year to Date



Month	Days on Market	Prior Year	Percent Change
January 2020	64	93	-31.2%
February 2020	68	63	+7.9%
March 2020	59	60	-1.7%
April 2020	48	60	-20.0%
May 2020	41	49	-16.3%
June 2020	42	46	-8.7%
July 2020	41	41	0.0%
August 2020	35	46	-23.9%
September 2020	42	47	-10.6%
October 2020	38	53	-28.3%
November 2020	38	57	-33.3%
<b>December 2020</b>	<b>43</b>	<b>65</b>	<b>-33.8%</b>
12-Month Avg	47	57	-17.5%

## Historical Days on Market Until Sale by Month

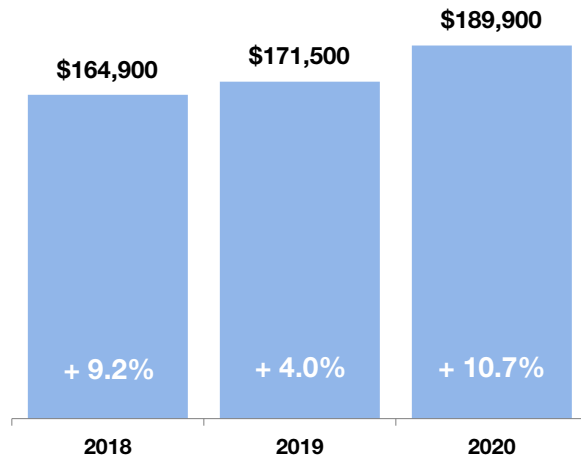


# Median Sales Price

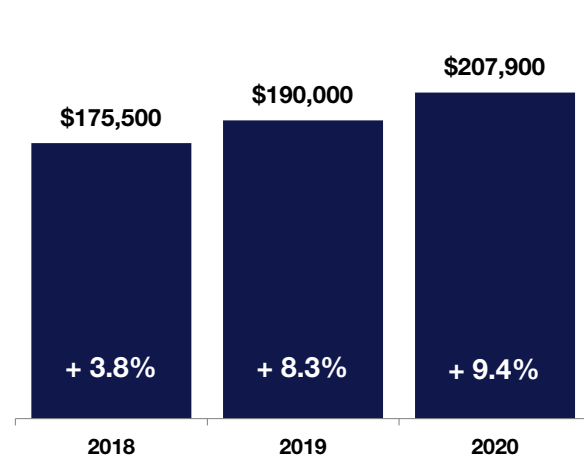
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Median Sales Price	Prior Year	Percent Change
January 2020	\$175,000	\$171,450	+2.1%
February 2020	\$184,950	\$156,000	+18.6%
March 2020	\$198,000	\$190,000	+4.2%
April 2020	\$201,000	\$189,950	+5.8%
May 2020	\$214,000	\$193,950	+10.3%
June 2020	\$210,000	\$202,450	+3.7%
July 2020	\$205,000	\$200,000	+2.5%
August 2020	\$215,000	\$201,450	+6.7%
September 2020	\$230,000	\$184,850	+24.4%
October 2020	\$203,450	\$193,000	+5.4%
November 2020	\$220,000	\$185,000	+18.9%
<b>December 2020</b>	<b>\$189,900</b>	<b>\$171,500</b>	<b>+10.7%</b>
12-Month Avg	\$203,858	\$186,633	+9.2%

## Historical Median Sales Price by Month

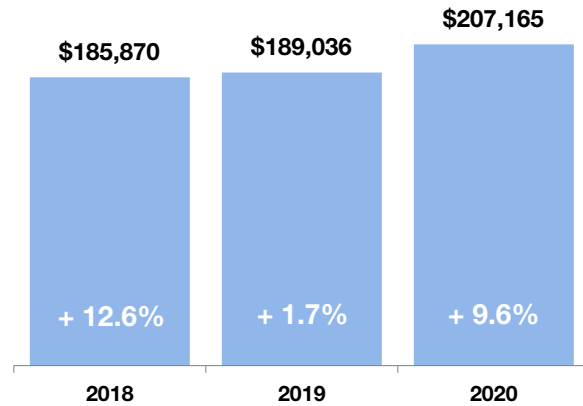


# Average Sales Price

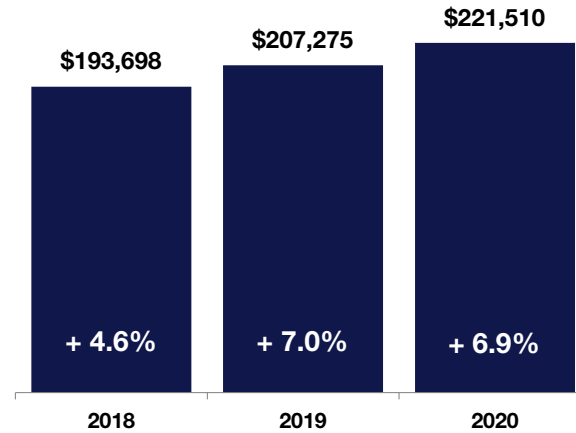
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## December



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
January 2020	\$198,515	\$201,247	-1.4%
February 2020	\$186,530	\$170,658	+9.3%
March 2020	\$209,918	\$199,450	+5.2%
April 2020	\$213,298	\$194,355	+9.7%
May 2020	\$217,729	\$208,803	+4.3%
June 2020	\$221,740	\$224,491	-1.2%
July 2020	\$224,542	\$215,275	+4.3%
August 2020	\$231,538	\$217,920	+6.2%
September 2020	\$245,198	\$211,656	+15.8%
October 2020	\$221,315	\$210,397	+5.2%
November 2020	\$236,003	\$202,745	+16.4%
<b>December 2020</b>	<b>\$207,165</b>	<b>\$189,036</b>	<b>+9.6%</b>
12-Month Avg	\$217,791	\$203,836	+6.8%

## Historical Average Sales Price by Month



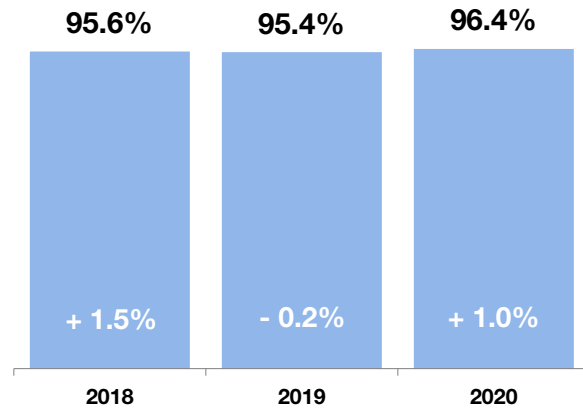


# Percent of Original List Price Received

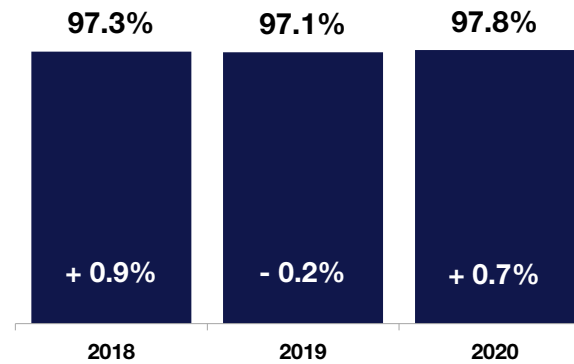


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## December

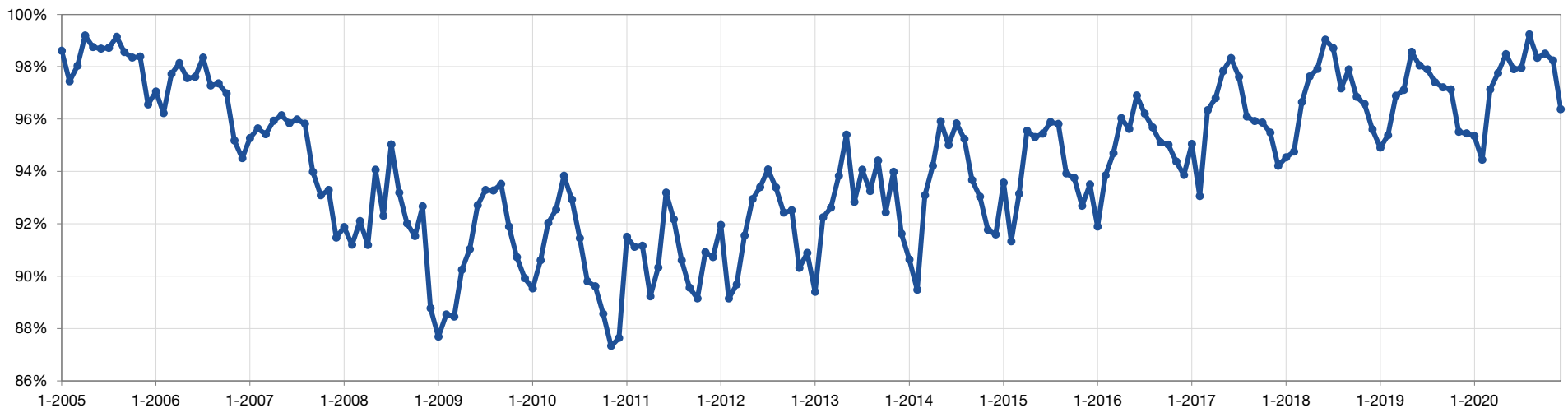


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
January 2020	95.3%	94.9%	+0.4%
February 2020	94.4%	95.4%	-1.0%
March 2020	97.1%	96.9%	+0.2%
April 2020	97.8%	97.1%	+0.7%
May 2020	98.5%	98.6%	-0.1%
June 2020	97.9%	98.0%	-0.1%
July 2020	98.0%	97.9%	+0.1%
August 2020	99.2%	97.4%	+1.8%
September 2020	98.3%	97.2%	+1.1%
October 2020	98.5%	97.1%	+1.4%
November 2020	98.2%	95.5%	+2.8%
<b>December 2020</b>	<b>96.4%</b>	<b>95.4%</b>	<b>+1.0%</b>
12-Month Avg	97.5%	96.8%	+0.7%

## Historical Percent of Original List Price Received by Month

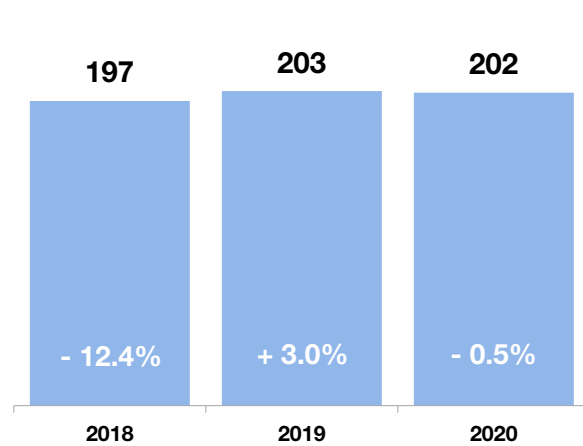


# Housing Affordability Index

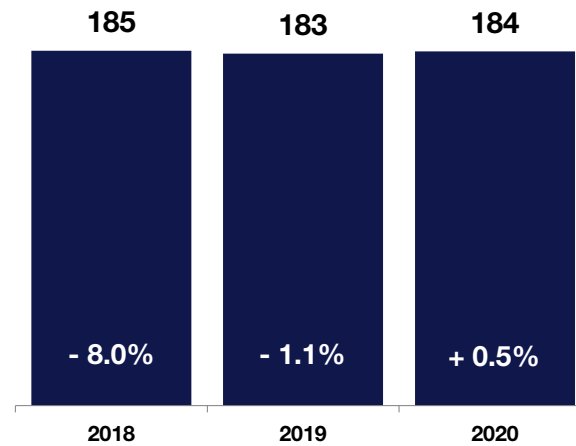


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## December

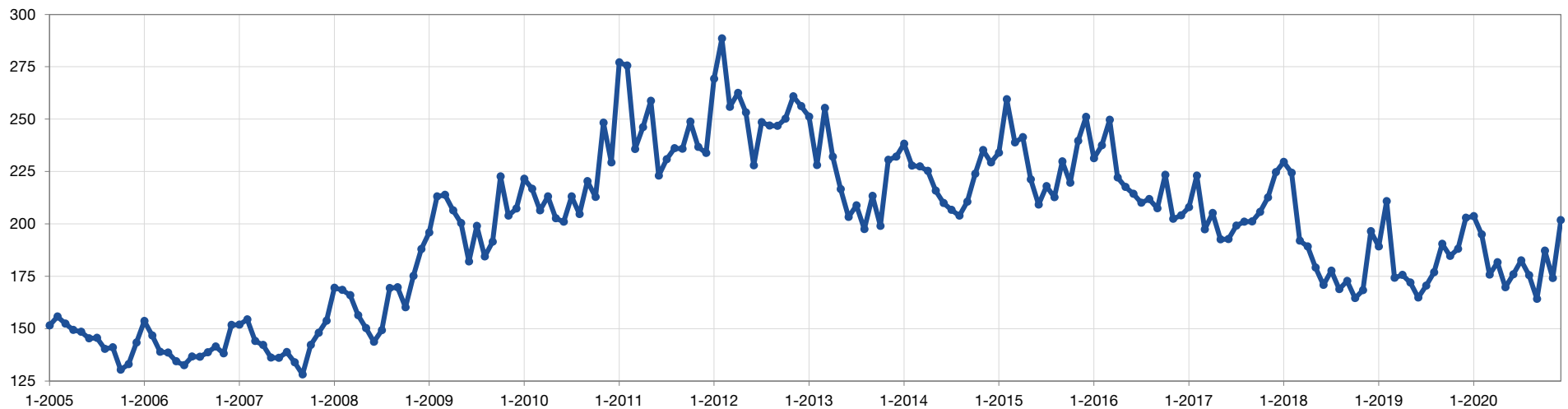


## Year to Date



	Affordability Index	Prior Year	Percent Change
January 2020	204	189	+7.9%
February 2020	195	211	-7.6%
March 2020	176	174	+1.1%
April 2020	182	176	+3.4%
May 2020	170	172	-1.2%
June 2020	176	165	+6.7%
July 2020	183	170	+7.6%
August 2020	175	177	-1.1%
September 2020	164	190	-13.7%
October 2020	187	185	+1.1%
November 2020	174	188	-7.4%
<b>December 2020</b>	<b>202</b>	<b>203</b>	<b>-0.5%</b>
12-Month Avg	182	183	-0.5%

## Historical Housing Affordability Index by Month

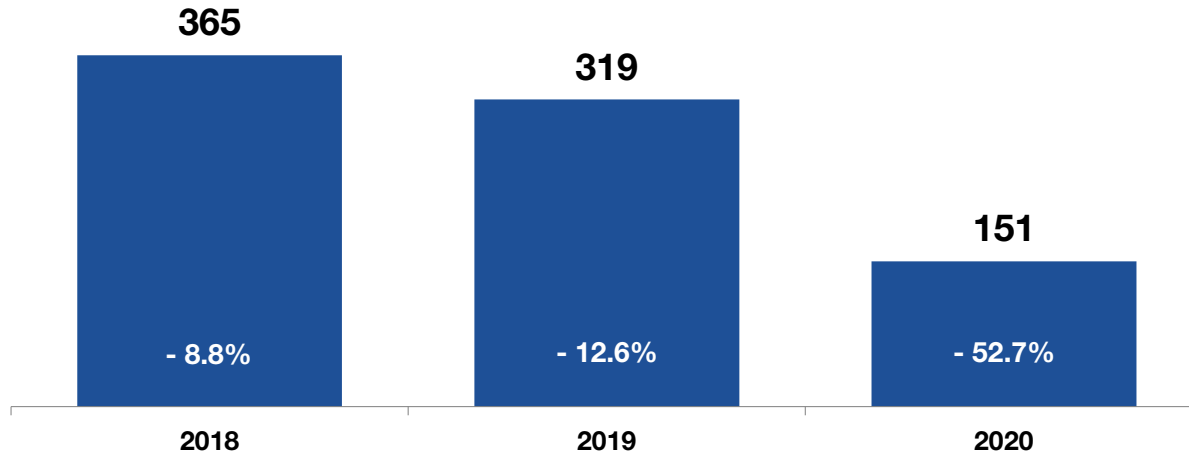


# Inventory of Homes for Sale

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

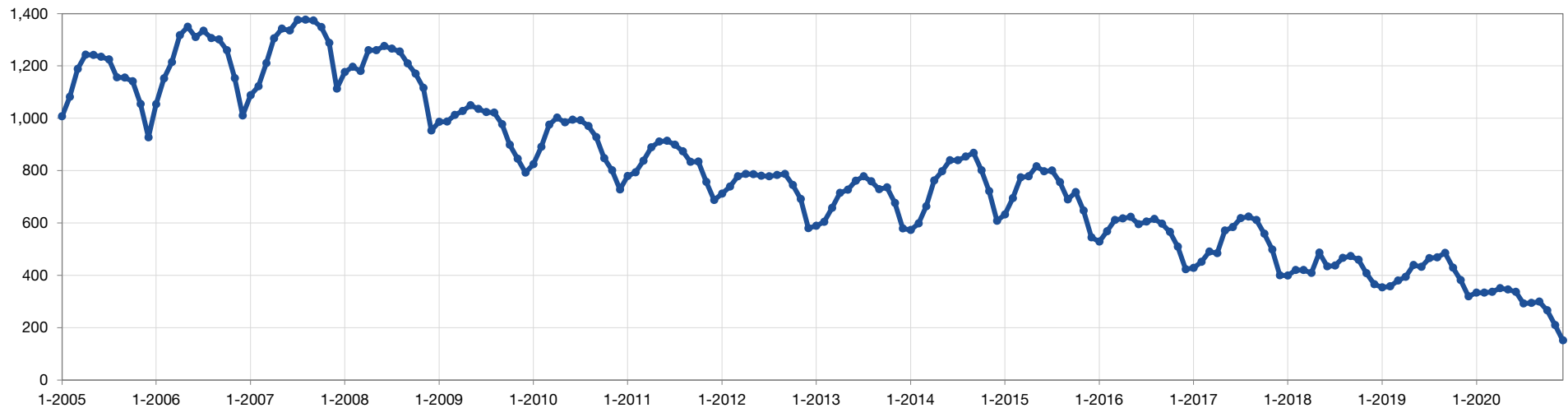


## December



Homes for Sale		Prior Year	Percent Change
January 2020	333	353	-5.7%
February 2020	333	357	-6.7%
March 2020	336	380	-11.6%
April 2020	350	394	-11.2%
May 2020	345	439	-21.4%
June 2020	336	432	-22.2%
July 2020	292	465	-37.2%
August 2020	294	468	-37.2%
September 2020	299	485	-38.4%
October 2020	266	429	-38.0%
November 2020	210	382	-45.0%
<b>December 2020</b>	<b>151</b>	<b>319</b>	<b>-52.7%</b>
12-Month Avg	295	409	-27.9%

## Historical Inventory of Homes for Sale by Month

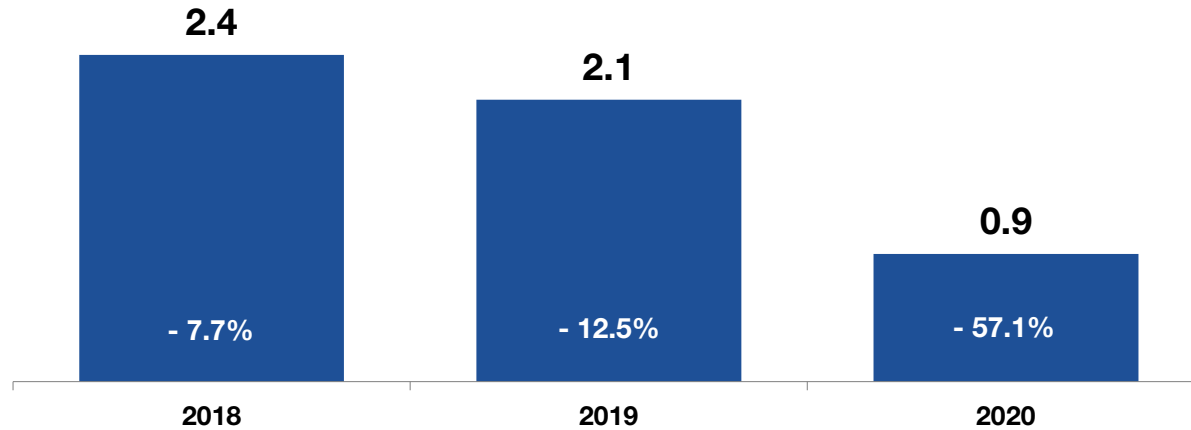


# Months Supply of Inventory

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 2020	2.2	2.3	-4.3%
February 2020	2.1	2.4	-12.5%
March 2020	2.1	2.6	-19.2%
April 2020	2.3	2.7	-14.8%
May 2020	2.3	2.9	-20.7%
June 2020	2.3	2.9	-20.7%
July 2020	1.9	3.1	-38.7%
August 2020	1.9	3.1	-38.7%
September 2020	1.9	3.2	-40.6%
October 2020	1.7	2.8	-39.3%
November 2020	1.3	2.5	-48.0%
<b>December 2020</b>	<b>0.9</b>	<b>2.1</b>	<b>-57.1%</b>
12-Month Avg	1.9	2.7	-29.6%

## 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 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	YTD 2019	YTD 2020	+ / -	12-2019	12-2020	+ / -	12-2019	12-2020	+ / -
Albany	50	71	+42.0%	47	60	+27.7%	\$181,000	\$210,450	+16.3%	4	7	+75.0%	0.9	1.4	+55.9%
Avon	39	56	+43.6%	36	44	+22.2%	\$207,650	\$236,000	+13.7%	5	4	-20.0%	1.6	1.0	-36.7%
Clearwater	102	98	-3.9%	86	91	+5.8%	\$209,000	\$248,485	+18.9%	16	6	-62.5%	2.3	0.8	-66.1%
Cold Spring	137	111	-19.0%	115	118	+2.6%	\$225,000	\$243,000	+8.0%	27	11	-59.3%	2.7	1.1	-59.3%
Eden Lake Twp	12	0	-100.0%	9	1	-88.9%	\$282,500	\$140,000	-50.4%	2	0	-100.0%	1.3	0.0	-100.0%
Eden Valley	23	22	-4.3%	22	19	-13.6%	\$154,950	\$169,000	+9.1%	3	2	-33.3%	1.1	1.0	-4.8%
Fair Haven Twp	11	2	-81.8%	6	3	-50.0%	\$302,500	\$168,900	-44.2%	2	0	-100.0%	1.7	0.0	-100.0%
Foley	113	111	-1.8%	94	92	-2.1%	\$198,500	\$214,000	+7.8%	8	6	-25.0%	1.1	0.7	-31.1%
Freeport	23	24	+4.3%	16	22	+37.5%	\$199,000	\$200,750	+0.9%	5	4	-20.0%	3.2	1.7	-46.2%
Holdingford	29	31	+6.9%	27	24	-11.1%	\$147,000	\$167,450	+13.9%	3	3	0.0%	1.2	1.1	-9.1%
Kimball	45	41	-8.9%	43	37	-14.0%	\$188,875	\$230,000	+21.8%	3	6	+100.0%	0.8	1.8	+113.1%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$307,500	--	0	0	--	0.0	0.0	--
Melrose	82	44	-46.3%	50	52	+4.0%	\$159,900	\$199,900	+25.0%	20	2	-90.0%	4.4	0.4	-90.7%
Paynesville	85	103	+21.2%	64	89	+39.1%	\$180,250	\$201,450	+11.8%	15	11	-26.7%	2.8	1.4	-50.1%
Rice	139	147	+5.8%	92	119	+29.3%	\$215,000	\$235,500	+9.5%	25	16	-36.0%	3.2	1.6	-48.5%
Richmond	101	107	+5.9%	70	105	+50.0%	\$215,000	\$240,000	+11.6%	15	4	-73.3%	2.5	0.5	-81.6%
Rockville	23	20	-13.0%	19	19	0.0%	\$238,000	\$277,450	+16.6%	1	2	+100.0%	0.6	0.9	+61.6%
Sartell	407	375	-7.9%	309	366	+18.4%	\$239,950	\$252,000	+5.0%	69	21	-69.6%	2.7	0.7	-73.9%
Sauk Centre	92	131	+42.4%	61	122	+100.0%	\$184,900	\$193,500	+4.7%	31	12	-61.3%	5.6	1.2	-79.2%
Sauk Rapids	303	278	-8.3%	255	253	-0.8%	\$202,650	\$214,000	+5.6%	33	15	-54.5%	1.6	0.7	-56.3%
Saint Cloud	1,319	1,207	-8.5%	1,058	1,081	+2.2%	\$165,000	\$178,000	+7.9%	188	98	-47.9%	2.1	1.1	-49.5%
Saint Joseph	153	133	-13.1%	122	122	0.0%	\$207,000	\$219,000	+5.8%	17	5	-70.6%	1.7	0.5	-71.3%
Saint Augusta	70	64	-8.6%	44	53	+20.5%	\$229,950	\$240,500	+4.6%	18	7	-61.1%	4.8	1.5	-68.4%
Waite Park	111	92	-17.1%	99	85	-14.1%	\$169,950	\$165,750	-2.5%	12	12	0.0%	1.5	1.8	+21.0%
Wakefield Twp	5	0	-100.0%	5	1	-80.0%	\$279,000	\$287,000	+2.9%	1	0	-100.0%	0.8	0.0	-100.0%