

Monthly Indicators

February 2021

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

+ 19.4% **+ 10.7%** **- 60.4%**

One-Year Change in Closed Sales	One-Year Change in Median Sales Price	One-Year Change in Homes for Sale
------------------------------------	--	--------------------------------------

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.



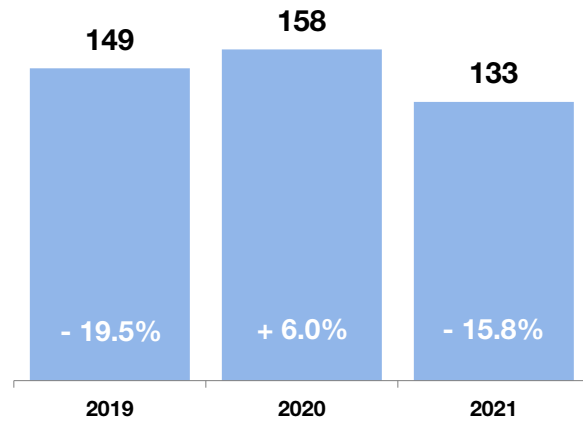
Key Metrics	Historical Sparkbars	2-2020	2-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		158	133	- 15.8%	301	244	- 18.9%
Pending Sales		129	137	+ 6.2%	229	243	+ 6.1%
Closed Sales		72	86	+ 19.4%	159	183	+ 15.1%
Days on Market		68	62	- 8.8%	66	52	- 21.2%
Median Sales Price		\$184,950	\$204,750	+ 10.7%	\$178,000	\$206,500	+ 16.0%
Avg. Sales Price		\$186,530	\$230,340	+ 23.5%	\$193,088	\$226,172	+ 17.1%
Pct. of Orig. Price Received		94.4%	97.2%	+ 3.0%	94.9%	97.6%	+ 2.8%
Affordability Index		195	176	- 9.7%	202	175	- 13.4%
Homes for Sale		333	132	- 60.4%	--	--	--
Months Supply		2.1	0.8	- 61.9%	--	--	--

New Listings

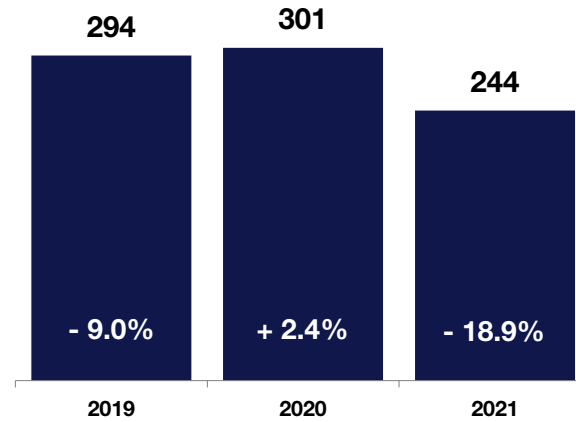
A count of the properties that have been newly listed on the market in a given month.



February

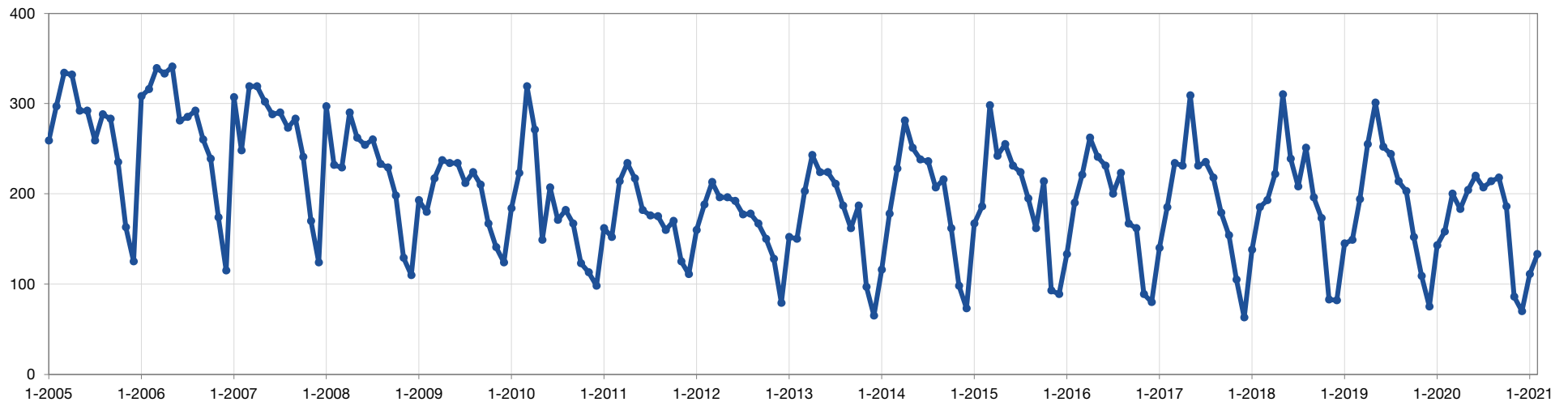


Year to Date



	New Listings	Prior Year	Percent Change
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%
December 2020	70	75	-6.7%
January 2021	111	143	-22.4%
February 2021	133	158	-15.8%
12-Month Avg	169	192	-12.0%

Historical New Listings by Month

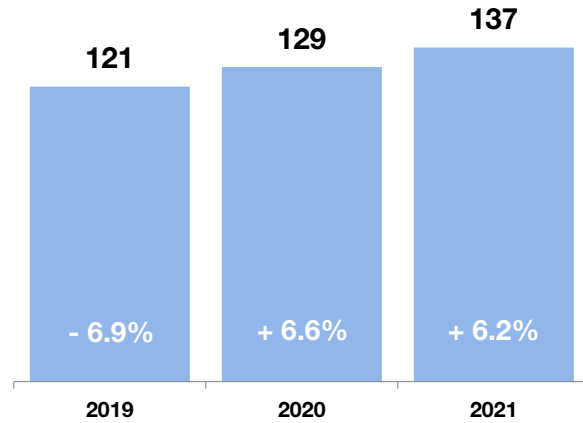


Pending Sales

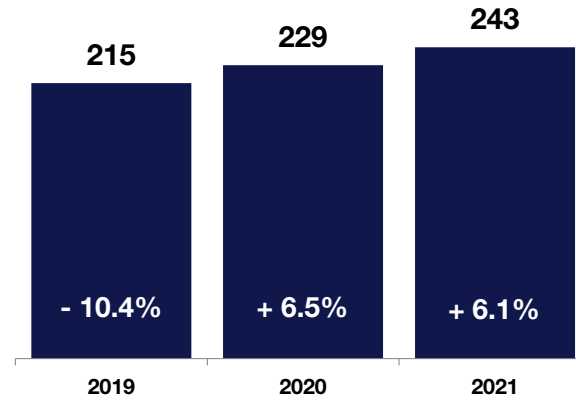
A count of the properties on which offers have been accepted in a given month.



February

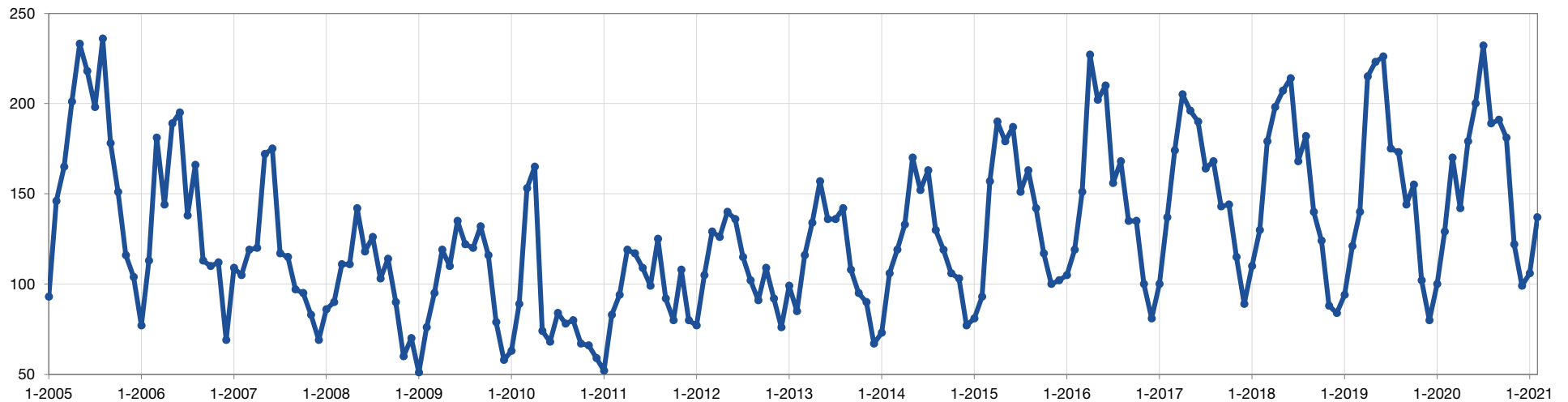


Year to Date



	Pending Sales	Prior Year	Percent Change
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	191	144	+32.6%
October 2020	181	155	+16.8%
November 2020	122	102	+19.6%
December 2020	99	80	+23.8%
January 2021	106	100	+6.0%
February 2021	137	129	+6.2%
12-Month Avg	162	155	+4.5%

Historical Pending Sales by Month

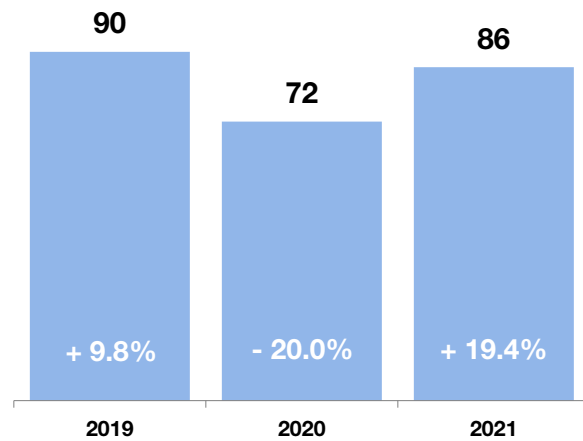


Closed Sales

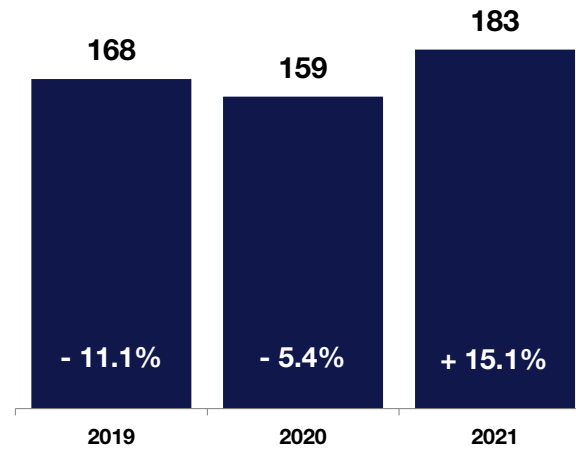
A count of the actual sales that closed in a given month.



February

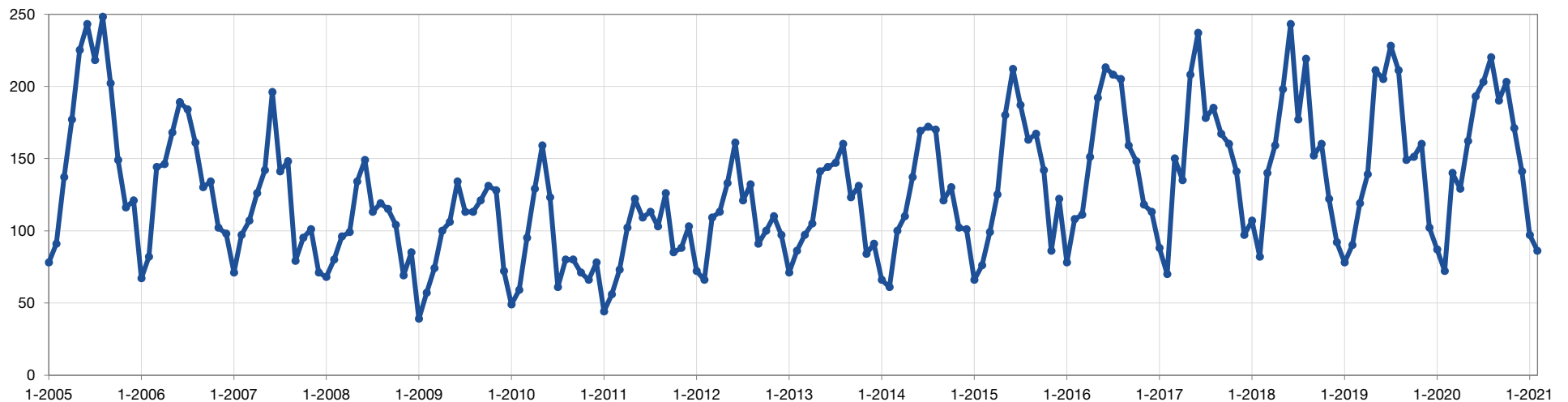


Year to Date



	Closed Sales	Prior Year	Percent Change
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	171	160	+6.9%
December 2020	141	102	+38.2%
January 2021	97	87	+11.5%
February 2021	86	72	+19.4%
12-Month Avg	161	153	+5.2%

Historical Closed Sales by Month

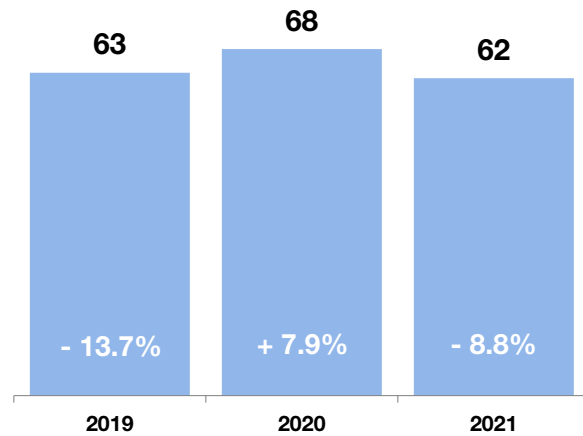


Days on Market Until Sale

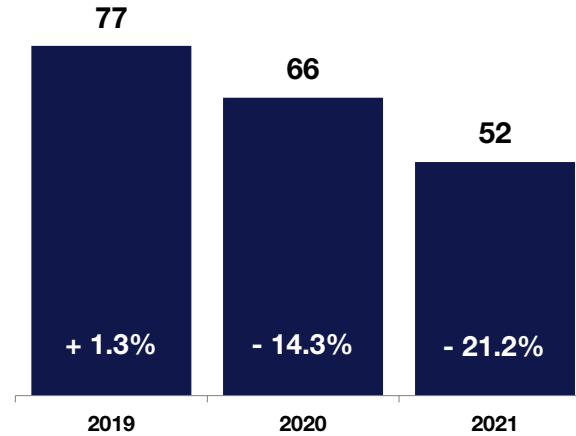
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

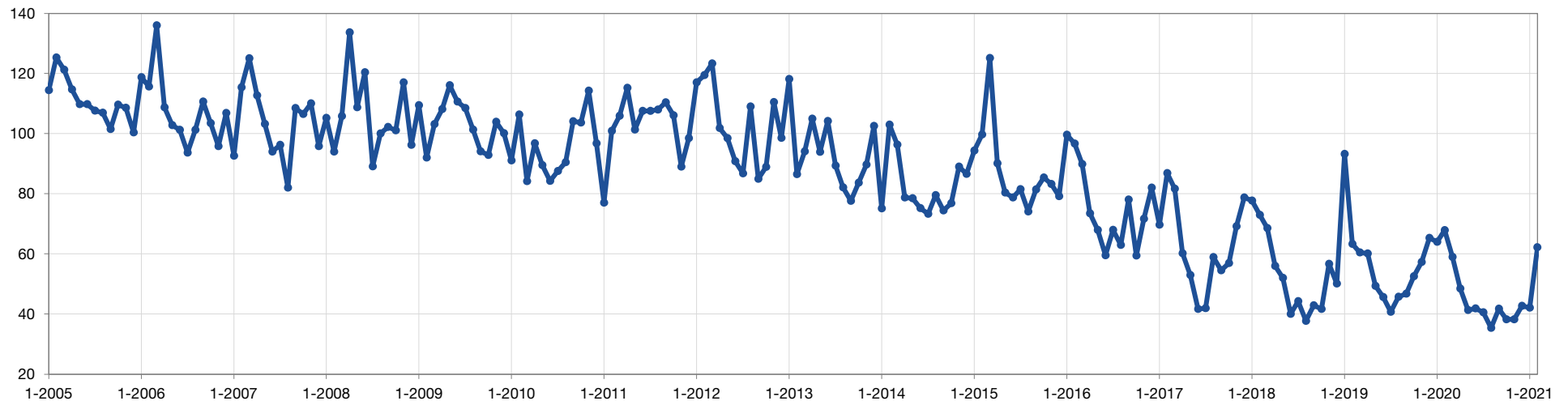


Year to Date



Days on Market	Prior Year	Percent Change	
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%
December 2020	43	65	-33.8%
January 2021	42	64	-34.4%
February 2021	62	68	-8.8%
12-Month Avg	44	55	-20.0%

Historical Days on Market Until Sale by Month

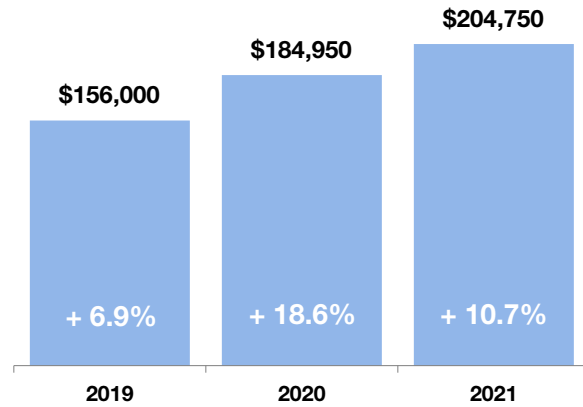


Median Sales Price

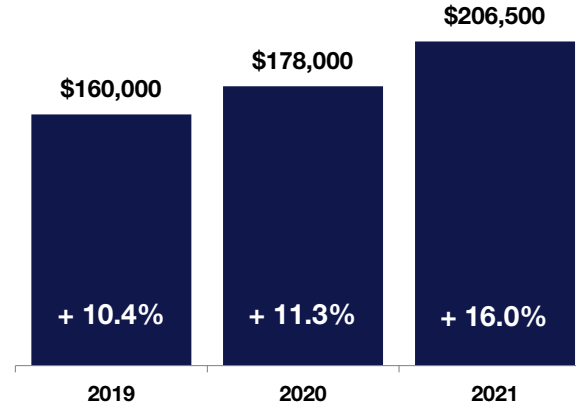
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
December 2020	\$189,900	\$171,500	+10.7%
January 2021	\$212,900	\$175,000	+21.7%
February 2021	\$204,750	\$184,950	+10.7%
12-Month Avg	\$208,667	\$189,342	+10.2%

Historical Median Sales Price by Month

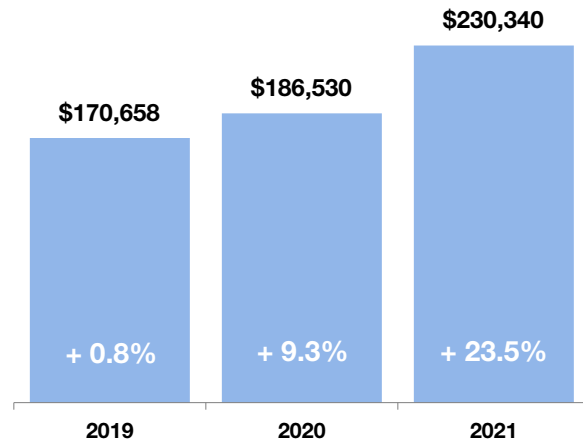


Average Sales Price

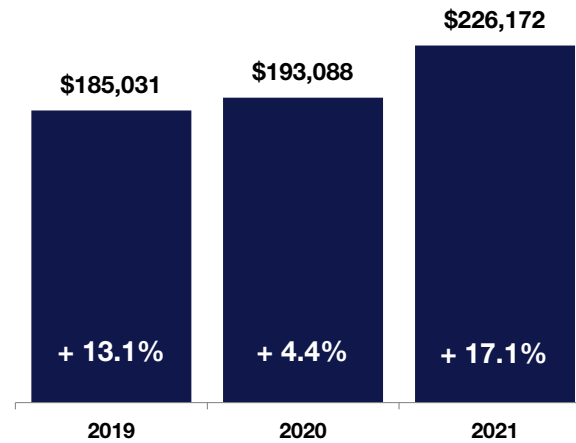
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$236,301	\$202,745	+16.6%
December 2020	\$207,269	\$189,036	+9.6%
January 2021	\$222,477	\$198,515	+12.1%
February 2021	\$230,340	\$186,530	+23.5%
12-Month Avg	\$223,472	\$204,931	+9.0%

Historical Average Sales Price by Month

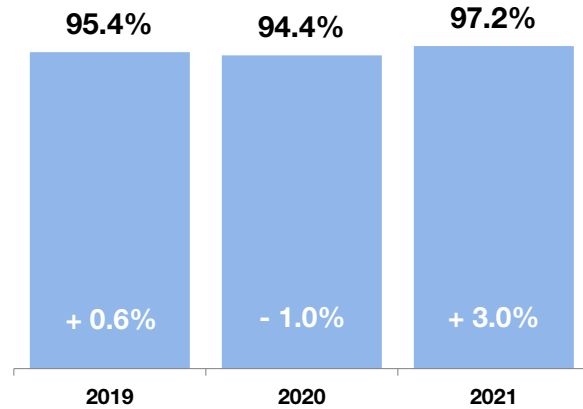


Percent of Original List Price Received

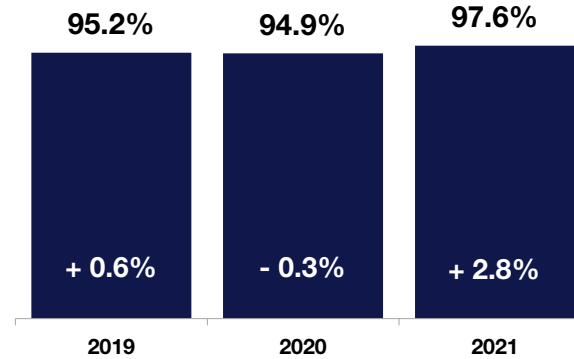


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February

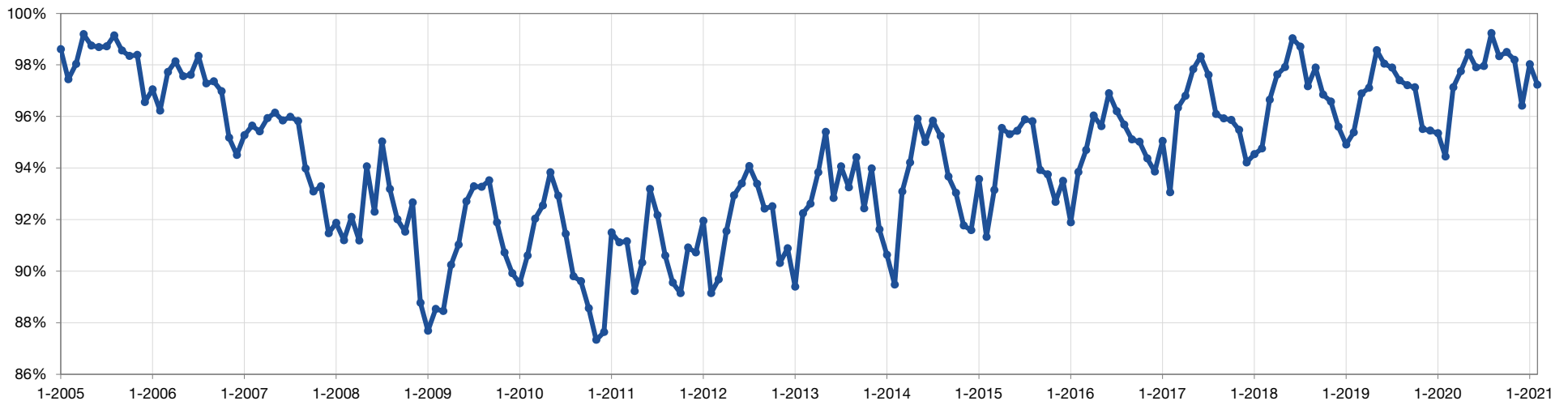


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2020	96.4%	95.4%	+1.0%
January 2021	98.0%	95.3%	+2.8%
February 2021	97.2%	94.4%	+3.0%
12-Month Avg	97.9%	96.7%	+1.2%

Historical Percent of Original List Price Received by Month

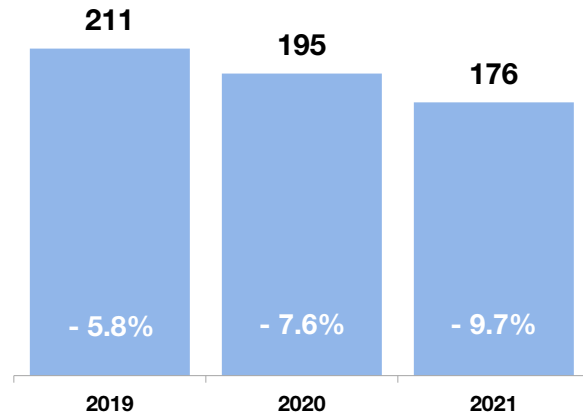


Housing Affordability Index

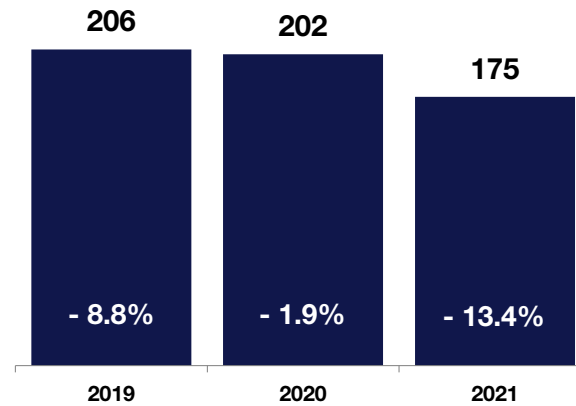


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
December 2020	202	203	-0.5%
January 2021	178	204	-12.7%
February 2021	176	195	-9.7%
12-Month Avg	178	183	-2.7%

Historical Housing Affordability Index by Month

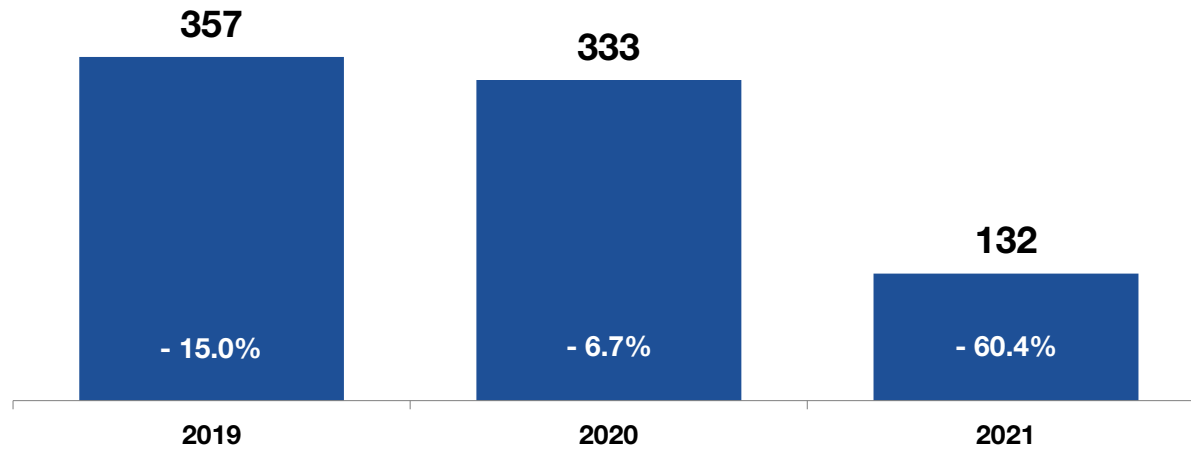


Inventory of Homes for Sale

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

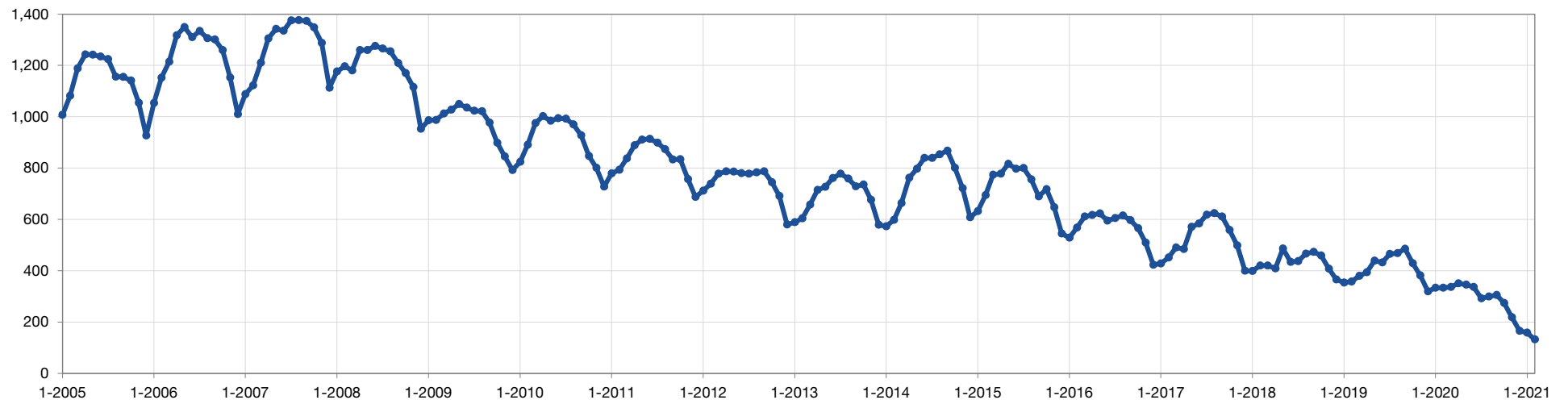


February



Homes for Sale		Prior Year	Percent Change
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	299	468	-36.1%
September 2020	305	485	-37.1%
October 2020	274	429	-36.1%
November 2020	219	382	-42.7%
December 2020	165	319	-48.3%
January 2021	158	333	-52.6%
February 2021	132	333	-60.4%
12-Month Avg	268	405	-33.8%

Historical Inventory of Homes for Sale by Month

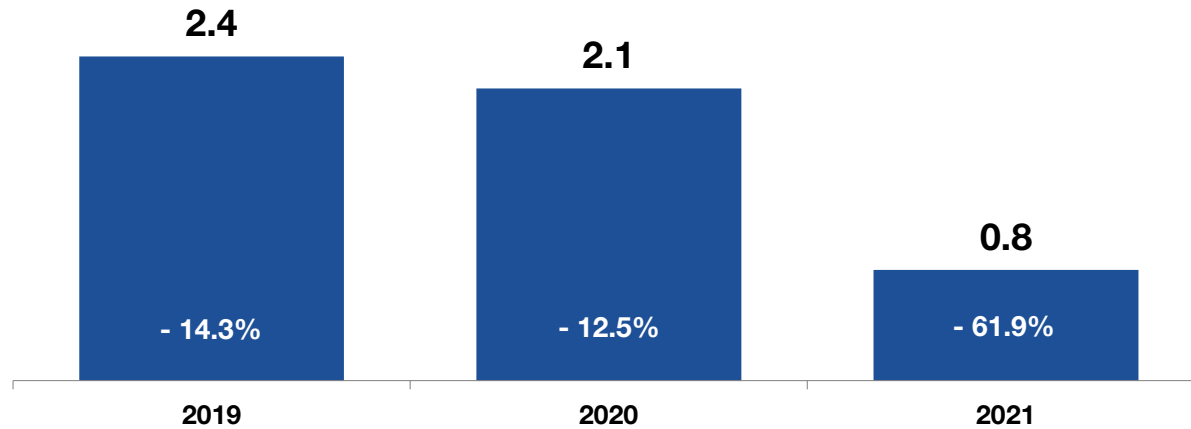


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
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	2.0	3.1	-35.5%
September 2020	2.0	3.2	-37.5%
October 2020	1.7	2.8	-39.3%
November 2020	1.4	2.5	-44.0%
December 2020	1.0	2.1	-52.4%
January 2021	1.0	2.2	-54.5%
February 2021	0.8	2.1	-61.9%
12-Month Avg	1.7	2.7	-37.0%

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 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	2-2020	2-2021	+ / -	2-2020	2-2021	+ / -
Albany	6	8	+33.3%	4	5	+25.0%	\$177,400	\$188,000	+6.0%	6	8	+33.3%	1.6	1.5	-5.3%
Avon	6	6	0.0%	3	4	+33.3%	\$214,000	\$225,000	+5.1%	6	6	0.0%	1.9	1.6	-15.2%
Clearwater	9	7	-22.2%	3	3	0.0%	\$245,000	\$370,000	+51.0%	19	7	-63.2%	3.0	0.9	-69.2%
Cold Spring	16	9	-43.8%	5	9	+80.0%	\$255,000	\$225,000	-11.8%	28	14	-50.0%	2.8	1.5	-45.9%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.7	0.0	-100.0%
Eden Valley	2	0	-100.0%	1	2	+100.0%	\$63,000	\$157,250	+149.6%	2	0	-100.0%	0.6	0.0	-100.0%
Fair Haven Twp	2	0	-100.0%	2	0	-100.0%	\$146,950	\$0	-100.0%	3	0	-100.0%	2.6	0.0	-100.0%
Foley	11	8	-27.3%	4	14	+250.0%	\$158,500	\$226,069	+42.6%	9	6	-33.3%	1.3	0.7	-42.1%
Freeport	1	1	0.0%	1	2	+100.0%	\$206,500	\$319,950	+54.9%	3	3	0.0%	1.8	1.4	-22.1%
Holdingford	1	2	+100.0%	3	6	+100.0%	\$123,000	\$241,250	+96.1%	2	0	-100.0%	0.9	0.0	-100.0%
Kimball	3	4	+33.3%	3	3	0.0%	\$167,500	\$187,000	+11.6%	3	6	+100.0%	0.9	1.8	+108.1%
Maine Prairie Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Melrose	5	3	-40.0%	7	3	-57.1%	\$187,500	\$185,000	-1.3%	14	2	-85.7%	2.9	0.5	-83.5%
Paynesville	10	9	-10.0%	6	7	+16.7%	\$190,000	\$205,000	+7.9%	17	11	-35.3%	3.2	1.4	-57.1%
Rice	21	21	0.0%	12	10	-16.7%	\$209,000	\$219,188	+4.9%	25	18	-28.0%	2.9	1.8	-38.3%
Richmond	5	4	-20.0%	7	4	-42.9%	\$162,000	\$199,201	+23.0%	10	4	-60.0%	1.6	0.4	-73.2%
Rockville	1	2	+100.0%	2	2	0.0%	\$270,950	\$244,000	-9.9%	2	1	-50.0%	1.1	0.5	-54.8%
Sartell	69	54	-21.7%	25	25	0.0%	\$222,000	\$257,000	+15.8%	81	27	-66.7%	3.0	0.9	-70.8%
Sauk Centre	16	15	-6.3%	3	5	+66.7%	\$136,400	\$194,000	+42.2%	29	12	-58.6%	5.1	1.1	-78.0%
Sauk Rapids	31	27	-12.9%	20	23	+15.0%	\$197,000	\$240,000	+21.8%	30	10	-66.7%	1.4	0.5	-68.2%
Saint Cloud	168	136	-19.0%	92	113	+22.8%	\$160,925	\$165,000	+2.5%	189	74	-60.8%	2.1	0.8	-62.6%
Saint Joseph	26	17	-34.6%	9	13	+44.4%	\$212,500	\$239,000	+12.5%	27	12	-55.6%	2.6	1.2	-53.3%
Saint Augusta	7	1	-85.7%	1	3	+200.0%	\$292,000	\$290,000	-0.7%	18	5	-72.2%	4.8	1.2	-76.1%
Waite Park	7	10	+42.9%	13	9	-30.8%	\$135,000	\$173,500	+28.5%	6	9	+50.0%	0.7	1.3	+77.4%
Wakefield Twp	0	0	--	1	0	-100.0%	\$287,000	\$0	-100.0%	0	0	--	0.0	0.0	--