

Monthly Indicators

March 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

- 7.1% **+ 16.2%** **- 61.9%**

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.



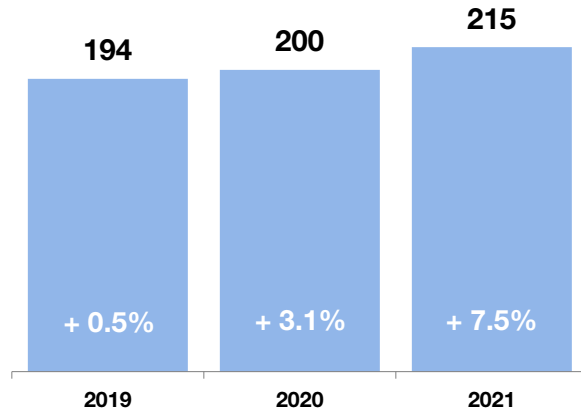
Key Metrics	Historical Sparkbars	3-2020	3-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		200	215	+ 7.5%	501	460	- 8.2%
Pending Sales		170	207	+ 21.8%	399	450	+ 12.8%
Closed Sales		140	130	- 7.1%	299	317	+ 6.0%
Days on Market		59	41	- 30.5%	63	47	- 25.4%
Median Sales Price		\$198,000	\$230,000	+ 16.2%	\$188,950	\$216,750	+ 14.7%
Avg. Sales Price		\$209,918	\$239,262	+ 14.0%	\$200,938	\$231,227	+ 15.1%
Pct. of Orig. Price Received		97.1%	100.2%	+ 3.2%	96.0%	98.7%	+ 2.8%
Affordability Index		176	157	- 10.8%	184	166	- 9.8%
Homes for Sale		336	128	- 61.9%	--	--	--
Months Supply		2.1	0.8	- 61.9%	--	--	--

New Listings

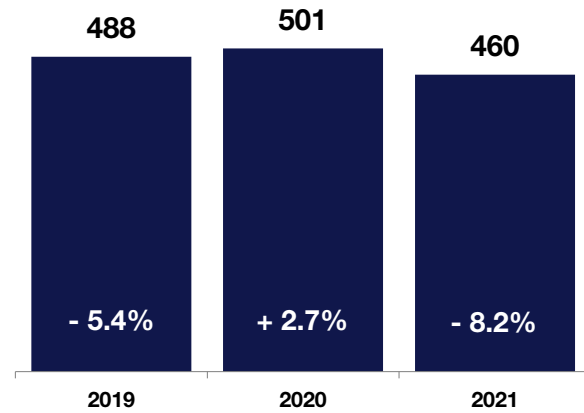
A count of the properties that have been newly listed on the market in a given month.



March

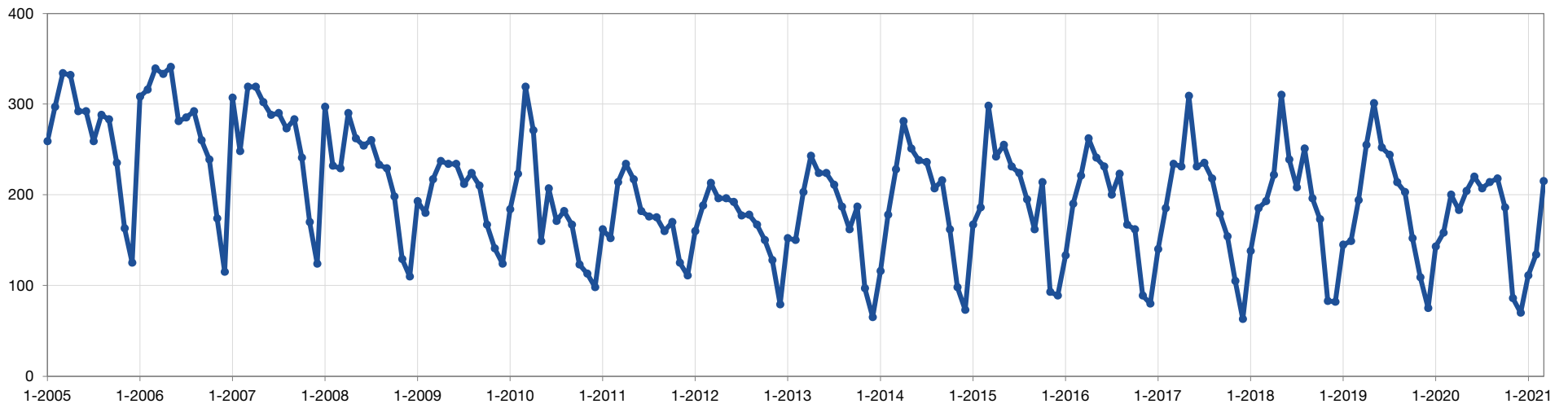


Year to Date



	New Listings	Prior Year	Percent Change
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	134	158	-15.2%
March 2021	215	200	+7.5%
12-Month Avg	171	192	-10.9%

Historical New Listings by Month

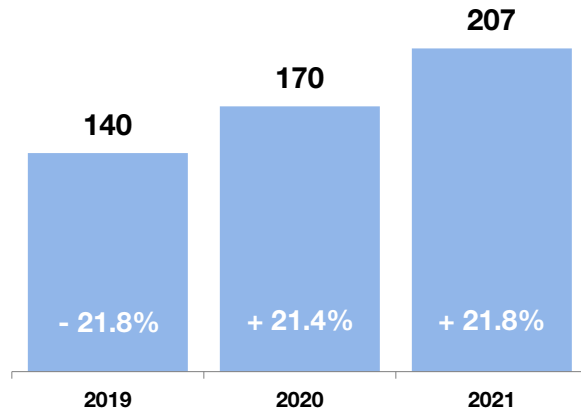


Pending Sales

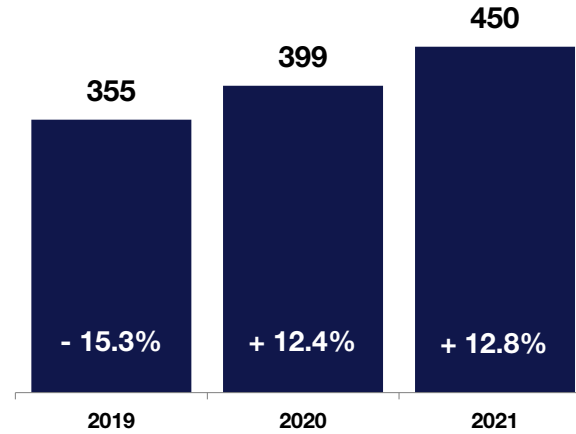
A count of the properties on which offers have been accepted in a given month.



March

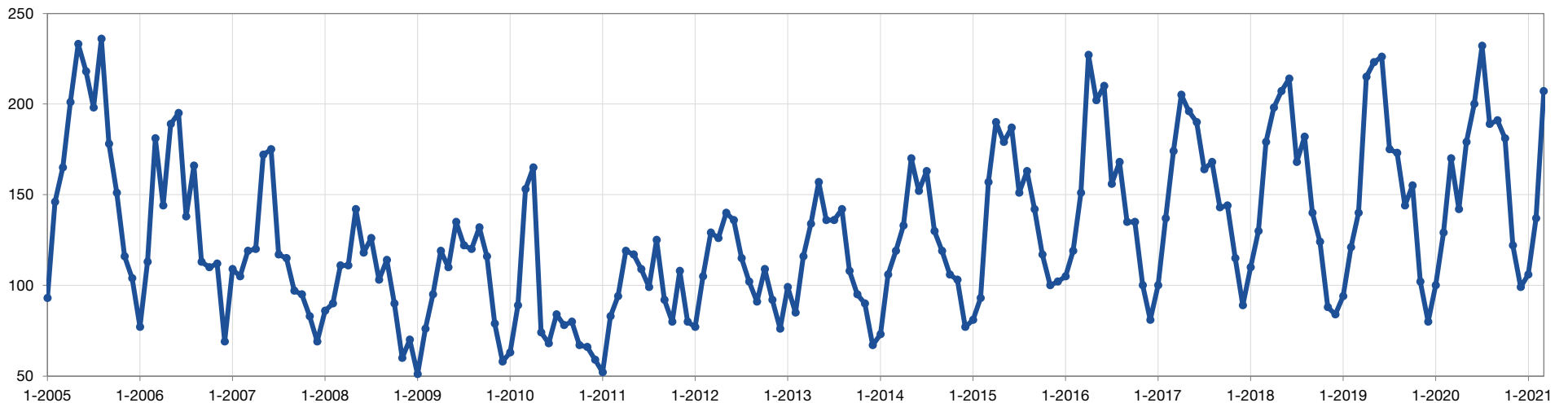


Year to Date



Pending Sales	Prior Year	Percent Change
April 2020	215	-34.0%
May 2020	223	-19.7%
June 2020	226	-11.5%
July 2020	175	+32.6%
August 2020	173	+9.2%
September 2020	144	+32.6%
October 2020	155	+16.8%
November 2020	102	+19.6%
December 2020	80	+23.8%
January 2021	100	+6.0%
February 2021	129	+6.2%
March 2021	170	+21.8%
12-Month Avg	165	+4.4%

Historical Pending Sales by Month

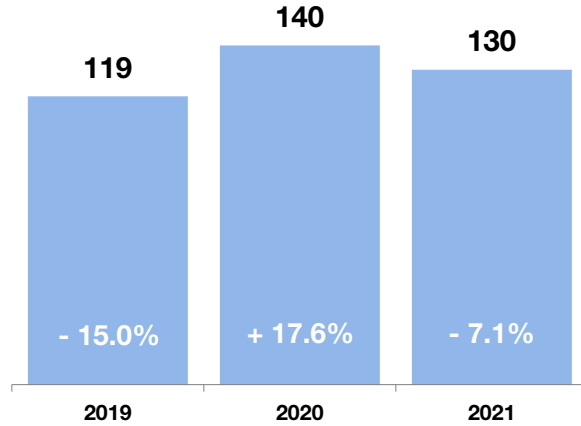


Closed Sales

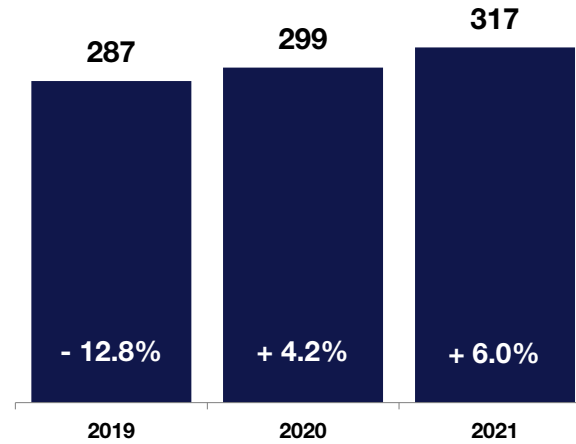
A count of the actual sales that closed in a given month.



March

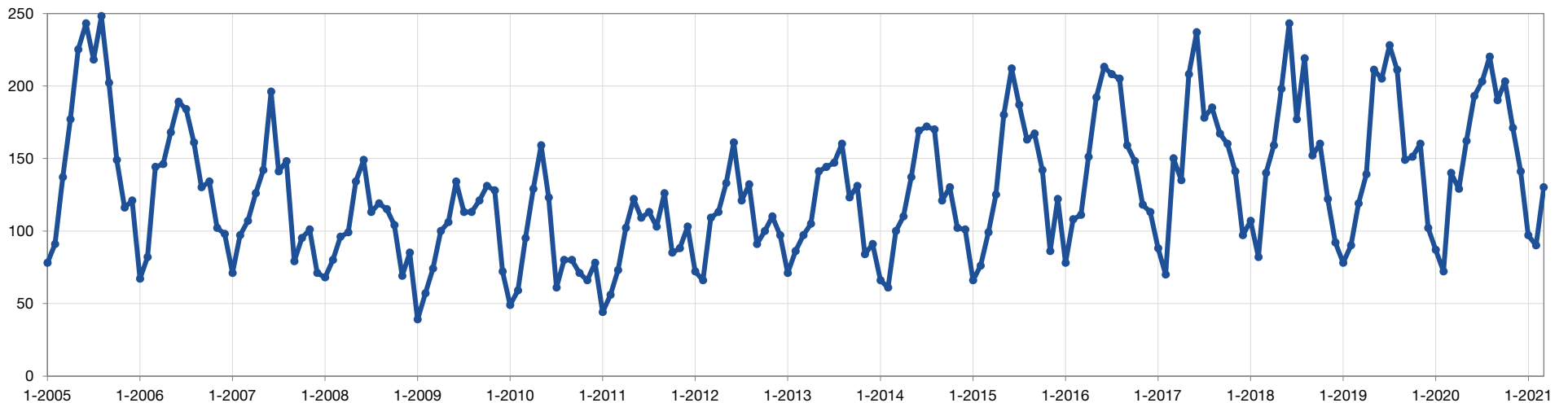


Year to Date



Closed Sales	Prior Year	Percent Change
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	90	72 +25.0%
March 2021	130	140 -7.1%
12-Month Avg	161	155 +3.9%

Historical Closed Sales by Month

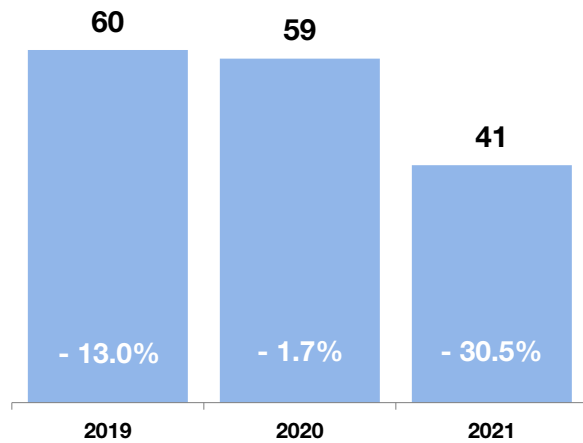


Days on Market Until Sale

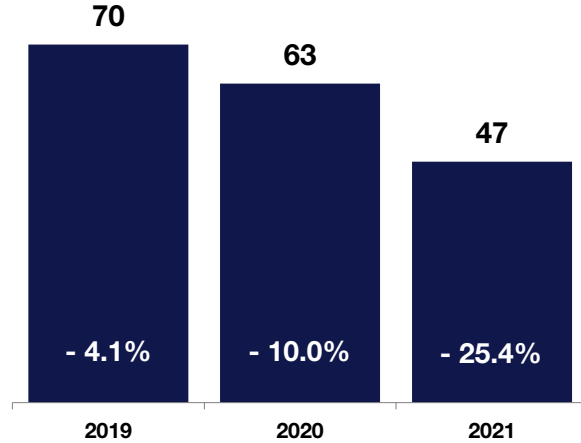
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

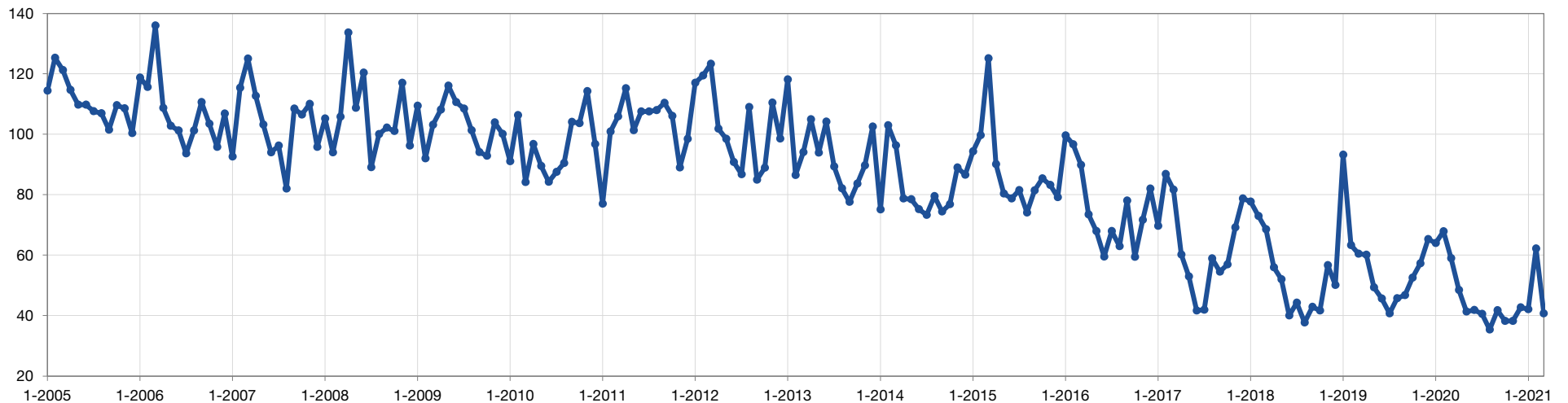


Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2021	41	59	-30.5%
12-Month Avg	43	55	-21.8%

Historical Days on Market Until Sale by Month

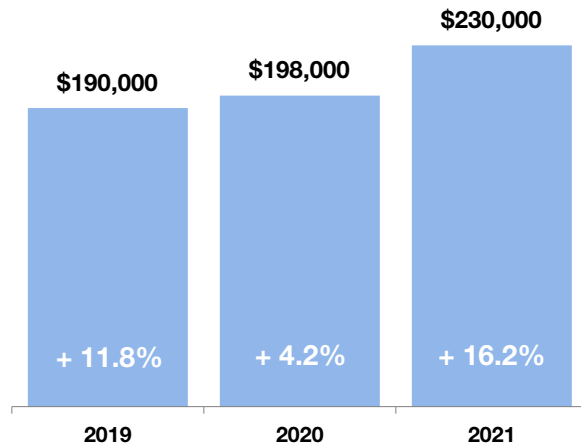


Median Sales Price

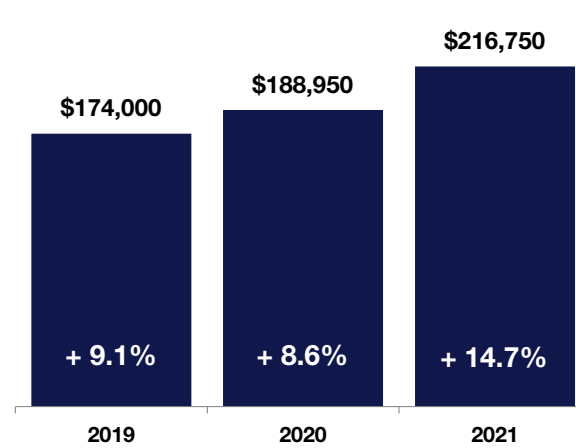
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$203,000	\$184,950	+9.8%
March 2021	\$230,000	\$198,000	+16.2%
12-Month Avg	\$211,188	\$190,008	+11.1%

Historical Median Sales Price by Month

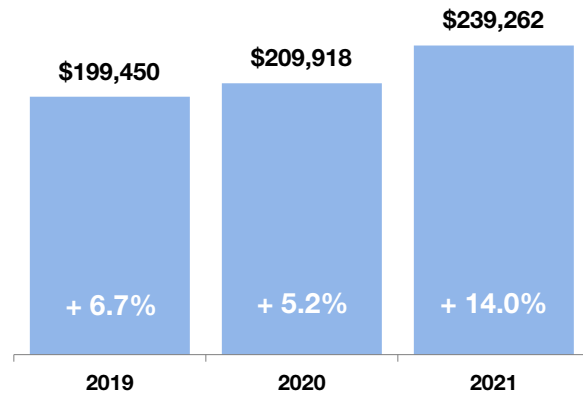


Average Sales Price

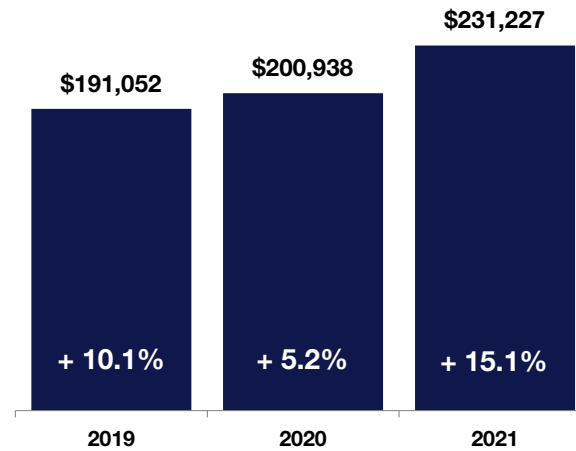
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$229,140	\$186,530	+22.8%
March 2021	\$239,262	\$209,918	+14.0%
12-Month Avg	\$225,817	\$205,803	+9.7%

Historical Average Sales Price by Month

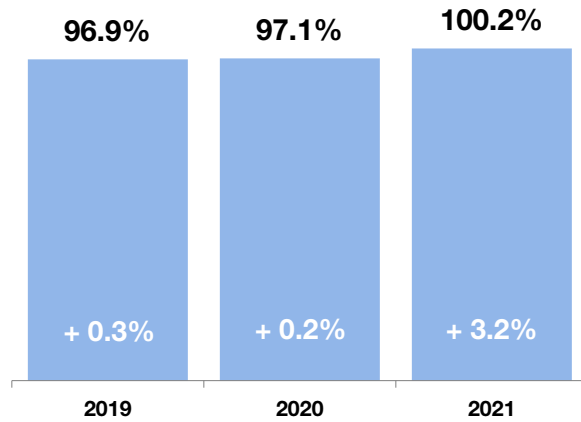


Percent of Original List Price Received

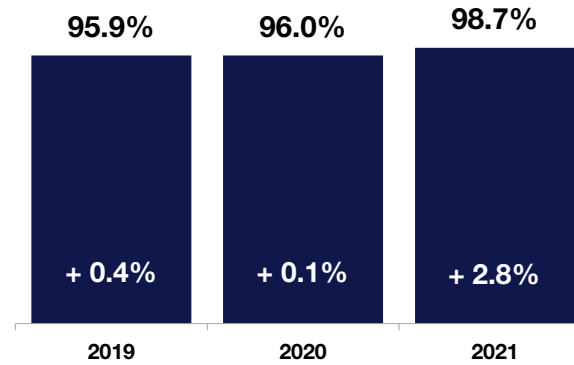


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

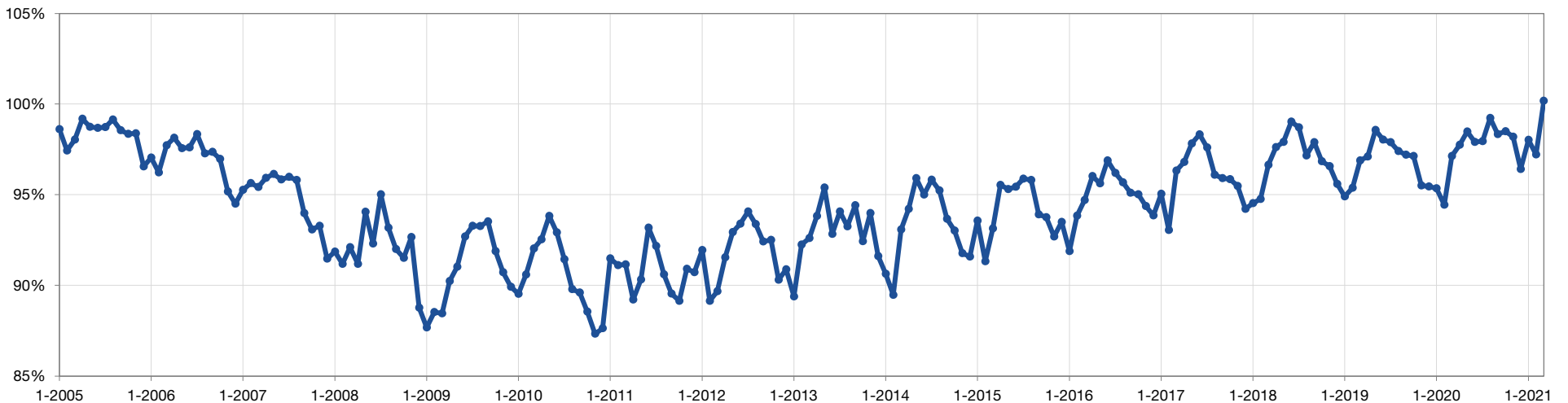


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2021	100.2%	97.1%	+3.2%
12-Month Avg	98.2%	96.8%	+1.4%

Historical Percent of Original List Price Received by Month

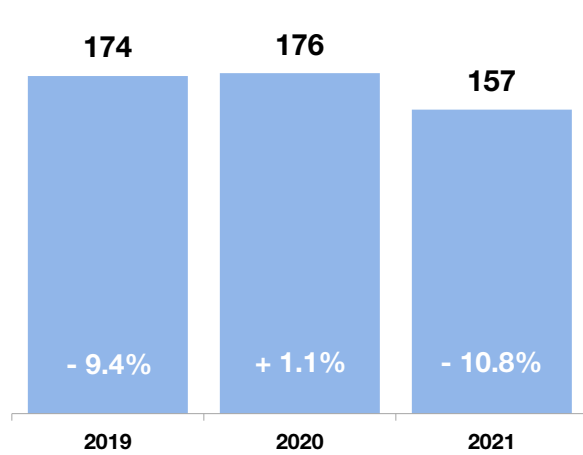


Housing Affordability Index

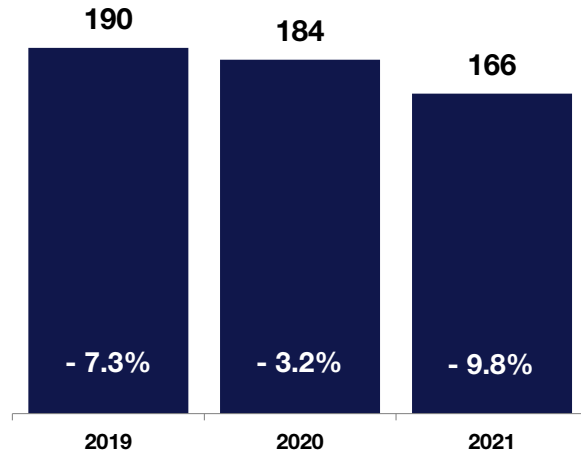


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

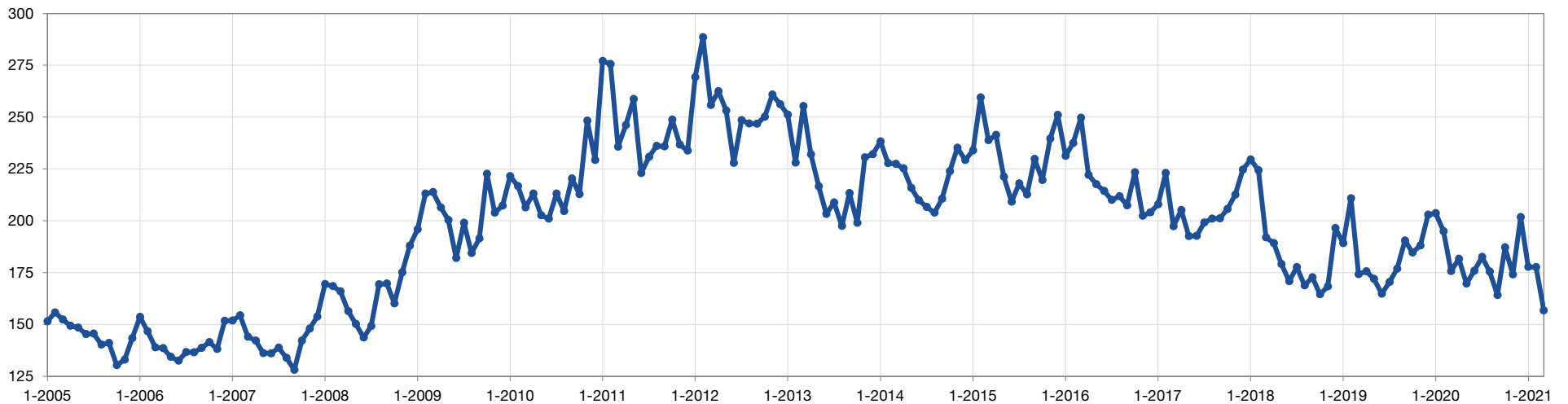


Year to Date



	Affordability Index	Prior Year	Percent Change
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	178	195	-8.7%
March 2021	157	176	-10.8%
12-Month Avg	177	183	-3.3%

Historical Housing Affordability Index by Month

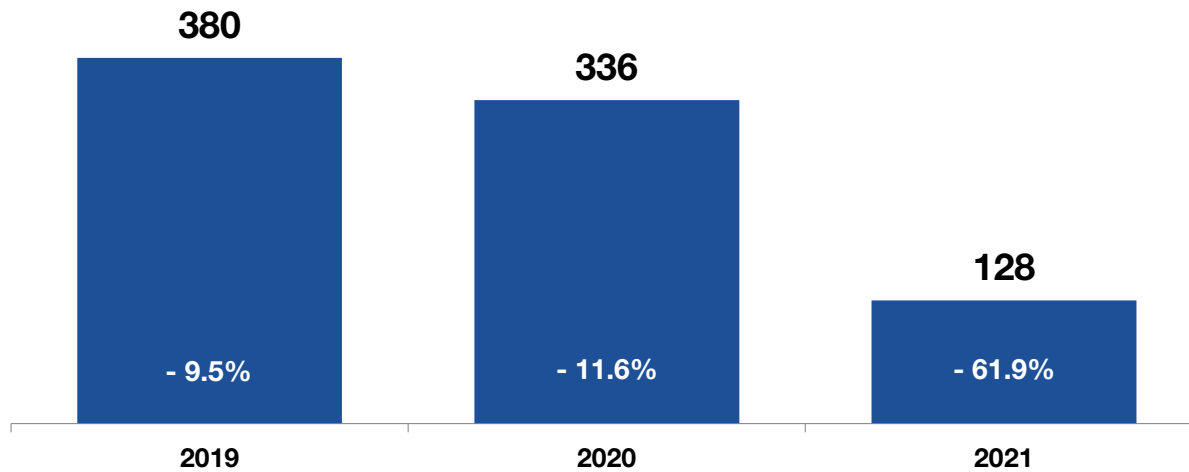


Inventory of Homes for Sale

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

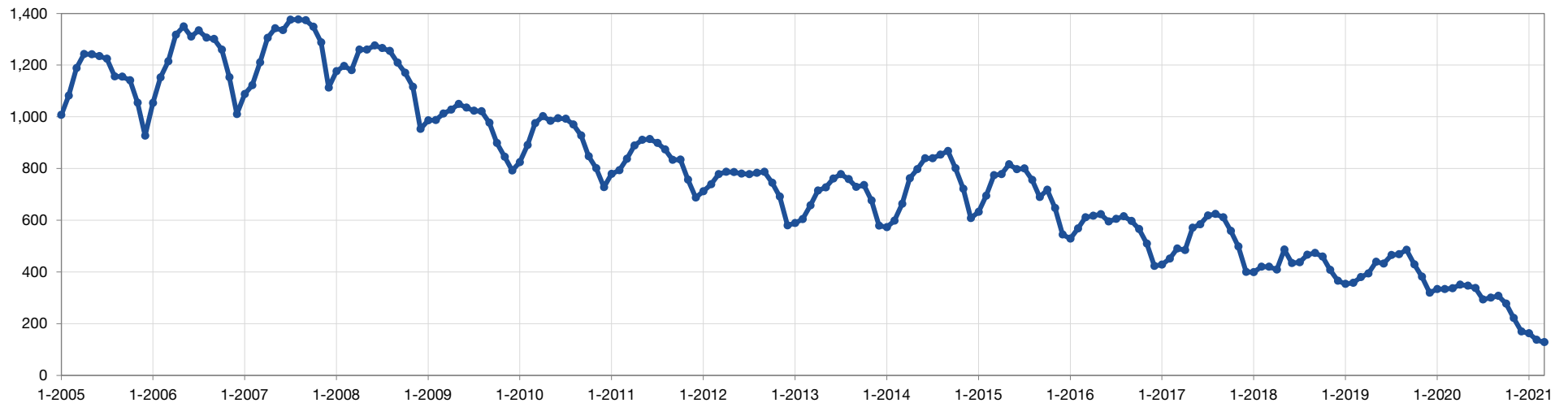


March



Homes for Sale	Prior Year	Percent Change
April 2020	350	394 -11.2%
May 2020	346	439 -21.2%
June 2020	337	432 -22.0%
July 2020	293	465 -37.0%
August 2020	300	468 -35.9%
September 2020	307	485 -36.7%
October 2020	277	429 -35.4%
November 2020	222	382 -41.9%
December 2020	169	319 -47.0%
January 2021	162	333 -51.4%
February 2021	137	333 -58.9%
March 2021	128	336 -61.9%
12-Month Avg	252	401 -37.2%

Historical Inventory of Homes for Sale by Month

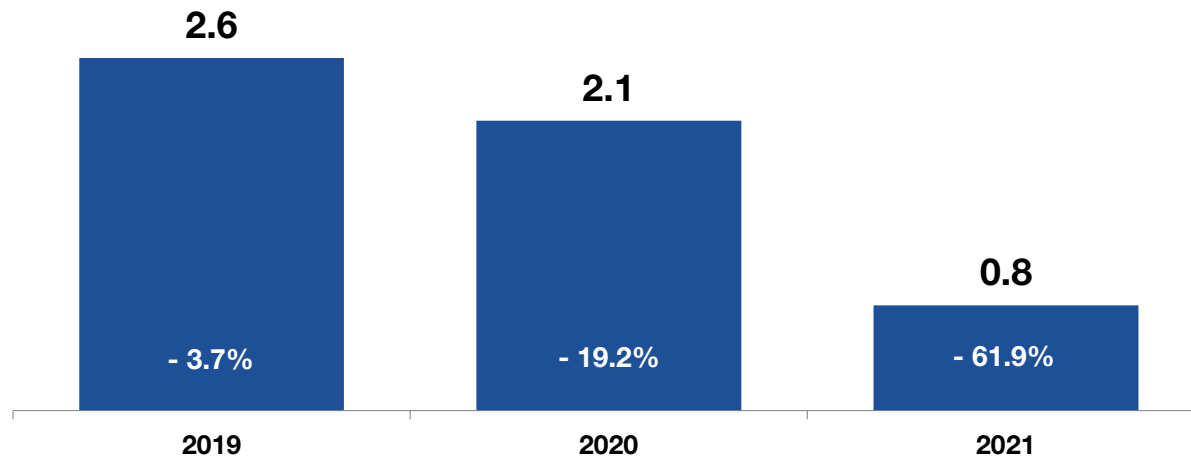


Months Supply of Inventory

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.



March



Months Supply		Prior Year	Percent Change
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	1.8	2.8	-35.7%
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%
March 2021	0.8	2.1	-61.9%
12-Month Avg	1.6	2.6	-38.5%

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	+ / -	3-2020	3-2021	+ / -	3-2020	3-2021	+ / -
Albany	22	13	-40.9%	6	10	+66.7%	\$188,650	\$187,000	-0.9%	15	3	-80.0%	4.0	0.5	-86.6%
Avon	12	9	-25.0%	6	6	0.0%	\$204,500	\$225,000	+10.0%	5	2	-60.0%	1.4	0.5	-61.3%
Clearwater	14	17	+21.4%	5	7	+40.0%	\$375,000	\$329,000	-12.3%	17	6	-64.7%	2.6	0.7	-72.0%
Cold Spring	31	28	-9.7%	15	9	-40.0%	\$218,000	\$225,000	+3.2%	33	23	-30.3%	3.3	2.5	-23.3%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	1	0	-100.0%	0.7	0.0	-100.0%
Eden Valley	6	0	-100.0%	3	2	-33.3%	\$126,000	\$157,250	+24.8%	4	0	-100.0%	1.2	0.0	-100.0%
Fair Haven Twp	2	0	-100.0%	3	0	-100.0%	\$168,900	\$0	-100.0%	1	0	-100.0%	0.9	0.0	-100.0%
Foley	21	16	-23.8%	10	18	+80.0%	\$160,000	\$220,819	+38.0%	11	6	-45.5%	1.6	0.7	-53.6%
Freeport	3	2	-33.3%	2	4	+100.0%	\$194,250	\$319,950	+64.7%	5	3	-40.0%	2.8	1.4	-48.8%
Holdingford	2	4	+100.0%	4	9	+125.0%	\$143,950	\$260,000	+80.6%	2	2	0.0%	0.9	0.7	-23.3%
Kimball	3	6	+100.0%	4	5	+25.0%	\$208,250	\$190,000	-8.8%	2	3	+50.0%	0.6	0.8	+40.9%
Maine Prairie Twp	1	0	-100.0%	0	0	--	\$0	\$0	--	1	0	-100.0%	0.0	0.0	--
Melrose	13	7	-46.2%	9	4	-55.6%	\$187,500	\$156,500	-16.5%	17	2	-88.2%	3.4	0.5	-85.6%
Paynesville	20	19	-5.0%	8	17	+112.5%	\$171,250	\$150,000	-12.4%	19	7	-63.2%	3.3	0.8	-74.8%
Rice	29	32	+10.3%	15	17	+13.3%	\$209,450	\$240,000	+14.6%	24	14	-41.7%	2.9	1.3	-54.9%
Richmond	18	8	-55.6%	12	6	-50.0%	\$185,000	\$201,851	+9.1%	17	6	-64.7%	2.8	0.7	-76.2%
Rockville	3	3	0.0%	2	2	0.0%	\$270,950	\$244,000	-9.9%	3	2	-33.3%	1.7	1.0	-43.6%
Sartell	103	98	-4.9%	55	51	-7.3%	\$225,000	\$265,000	+17.8%	75	33	-56.0%	2.7	1.1	-60.5%
Sauk Centre	26	29	+11.5%	11	10	-9.1%	\$155,400	\$206,500	+32.9%	24	13	-45.8%	4.1	1.2	-70.0%
Sauk Rapids	58	49	-15.5%	33	38	+15.2%	\$207,000	\$239,450	+15.7%	30	7	-76.7%	1.4	0.3	-77.6%
Saint Cloud	278	263	-5.4%	179	196	+9.5%	\$166,875	\$170,000	+1.9%	197	72	-63.5%	2.2	0.8	-65.9%
Saint Joseph	49	30	-38.8%	16	17	+6.3%	\$189,950	\$235,000	+23.7%	30	10	-66.7%	2.6	1.0	-60.1%
Saint Augusta	17	14	-17.6%	4	4	0.0%	\$222,450	\$295,000	+32.6%	21	16	-23.8%	5.1	3.9	-23.8%
Waite Park	13	20	+53.8%	16	15	-6.3%	\$140,500	\$173,500	+23.5%	4	6	+50.0%	0.5	0.8	+65.3%
Wakefield Twp	0	0	--	1	0	-100.0%	\$287,000	\$0	-100.0%	0	0	--	0.0	0.0	--