

# Monthly Indicators

## September 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

**+ 1.6%**      **+ 2.2%**      **- 29.1%**

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	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
Area Overview	<b>13</b>

# Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



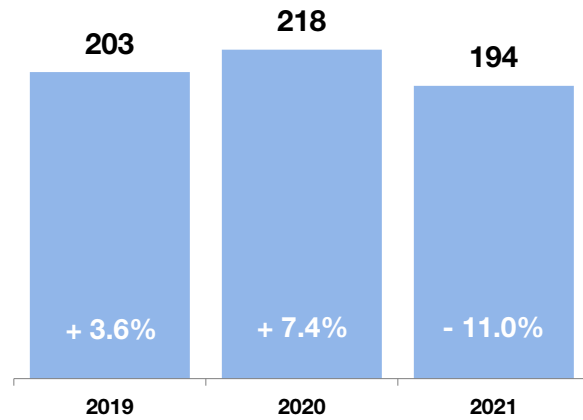
Key Metrics	Historical Sparkbars	9-2020	9-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		218	<b>194</b>	- 11.0%	1,747	<b>1,853</b>	+ 6.1%
<b>Pending Sales</b>		191	<b>175</b>	- 8.4%	1,532	<b>1,660</b>	+ 8.4%
<b>Closed Sales</b>		190	<b>193</b>	+ 1.6%	1,396	<b>1,524</b>	+ 9.2%
<b>Days on Market</b>		42	<b>22</b>	- 47.6%	46	<b>26</b>	- 43.5%
<b>Median Sales Price</b>		\$230,000	<b>\$235,050</b>	+ 2.2%	\$209,000	<b>\$230,000</b>	+ 10.0%
<b>Avg. Sales Price</b>		\$245,198	<b>\$264,364</b>	+ 7.8%	\$221,127	<b>\$251,708</b>	+ 13.8%
<b>Pct. of Orig. Price Received</b>		98.3%	<b>101.0%</b>	+ 2.7%	97.8%	<b>101.4%</b>	+ 3.7%
<b>Affordability Index</b>		164	<b>156</b>	- 4.9%	181	<b>160</b>	- 11.6%
<b>Homes for Sale</b>		309	<b>219</b>	- 29.1%	--	--	--
<b>Months Supply</b>		2.0	<b>1.3</b>	- 35.0%	--	--	--

# New Listings

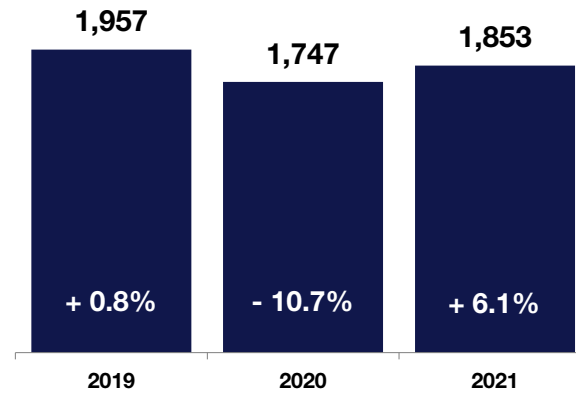
A count of the properties that have been newly listed on the market in a given month.



## September

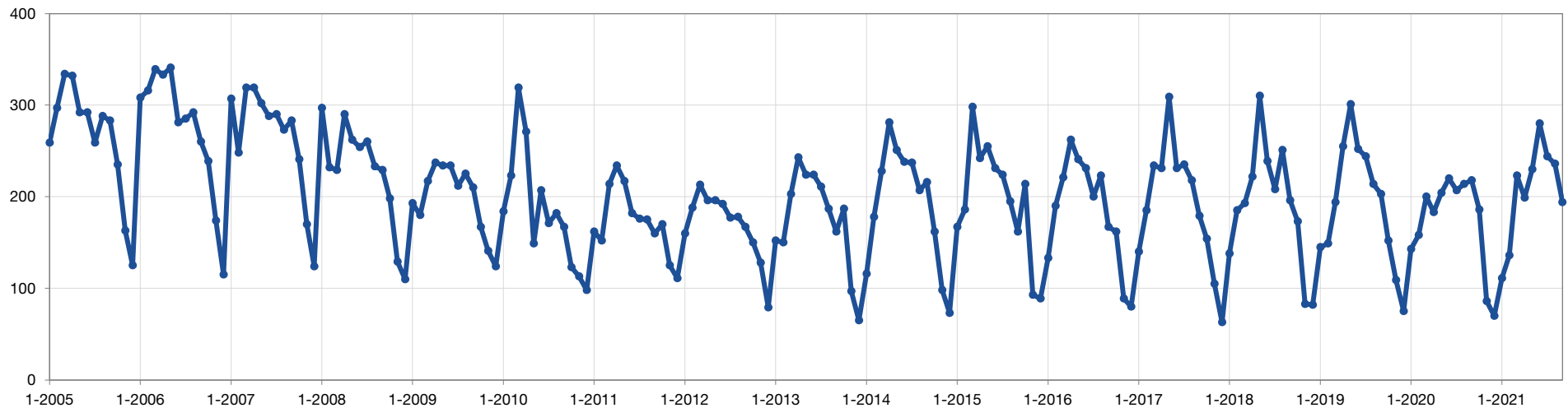


## Year to Date



	New Listings	Prior Year	Percent Change
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	136	158	-13.9%
March 2021	223	200	+11.5%
April 2021	199	183	+8.7%
May 2021	230	204	+12.7%
June 2021	280	220	+27.3%
July 2021	244	207	+17.9%
August 2021	236	214	+10.3%
<b>September 2021</b>	<b>194</b>	<b>218</b>	<b>-11.0%</b>
12-Month Avg	183	174	+5.2%

## Historical New Listings by Month

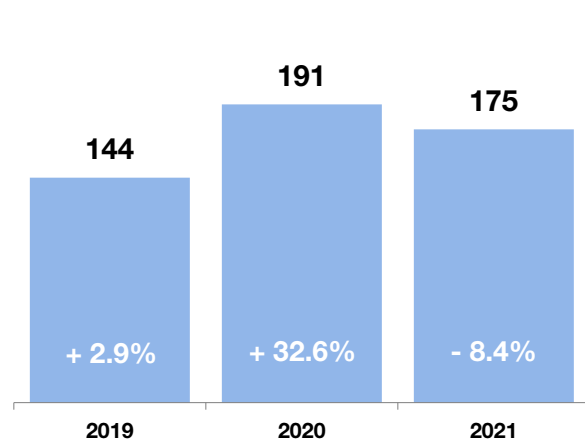


# Pending Sales

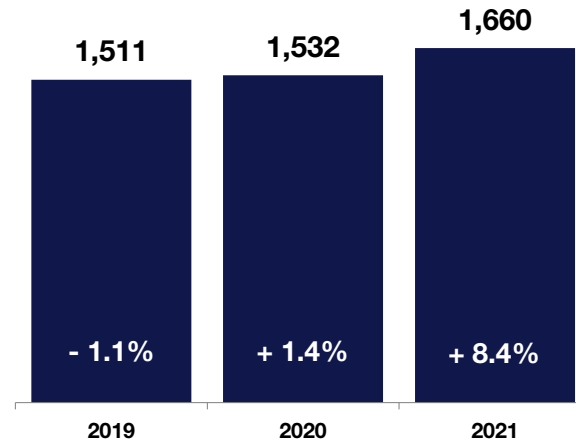
A count of the properties on which offers have been accepted in a given month.



## September

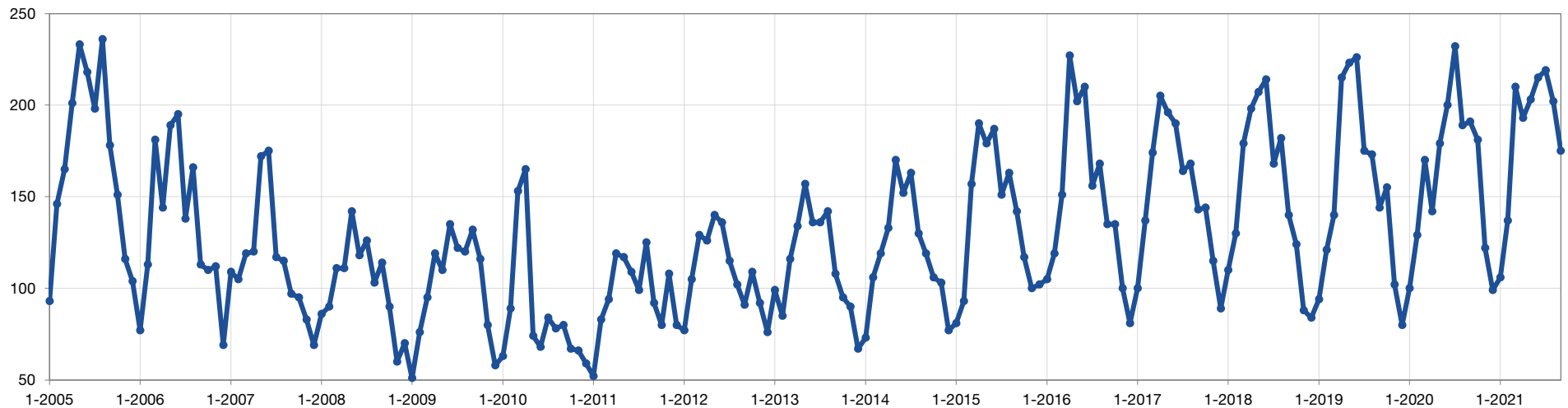


## Year to Date



Pending Sales	Prior Year	Percent Change
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%
March 2021	210	170 +23.5%
April 2021	193	142 +35.9%
May 2021	203	179 +13.4%
June 2021	215	200 +7.5%
July 2021	219	232 -5.6%
August 2021	202	189 +6.9%
<b>September 2021</b>	<b>175</b>	<b>191 -8.4%</b>
12-Month Avg	172	156 +10.3%

## Historical Pending Sales by Month

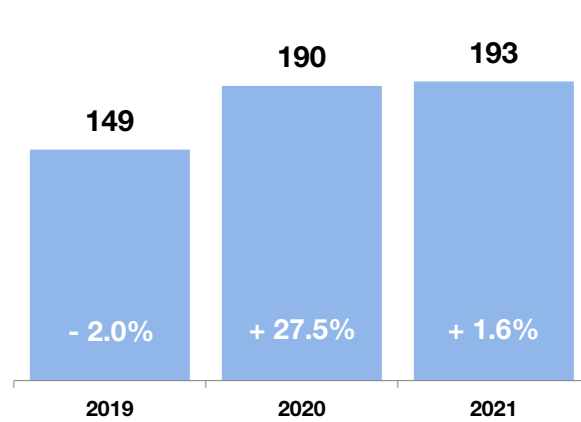


# Closed Sales

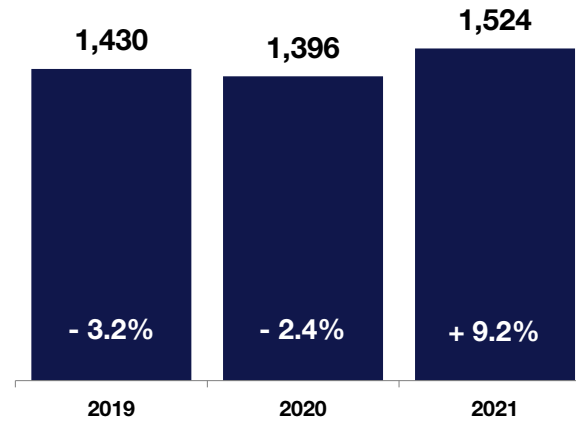
A count of the actual sales that closed in a given month.



## September

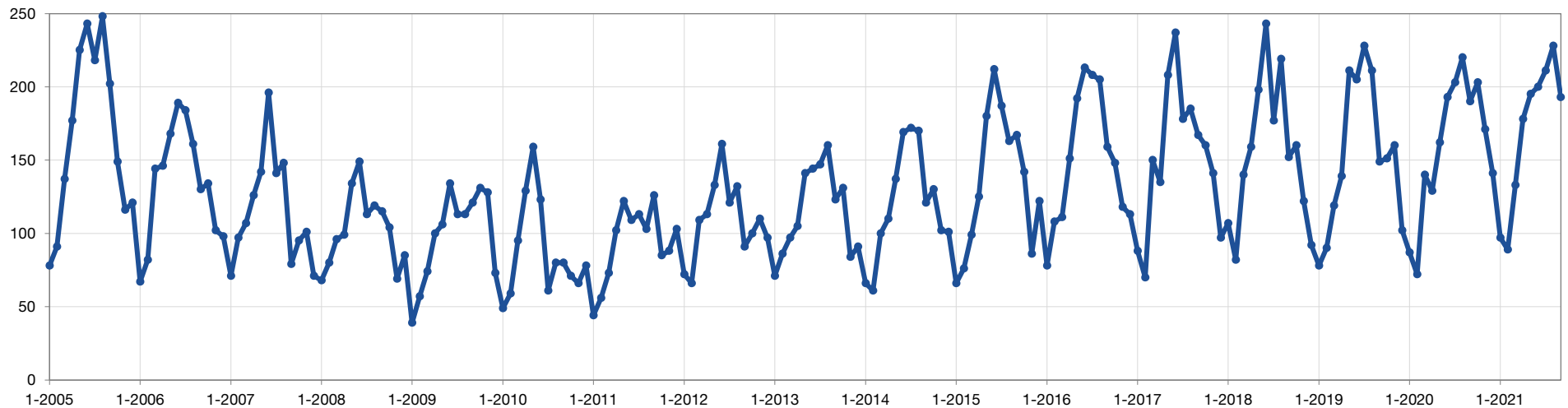


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	89	72	+23.6%
March 2021	133	140	-5.0%
April 2021	178	129	+38.0%
May 2021	195	162	+20.4%
June 2021	200	193	+3.6%
July 2021	211	203	+3.9%
August 2021	228	220	+3.6%
<b>September 2021</b>	<b>193</b>	<b>190</b>	<b>+1.6%</b>
12-Month Avg	170	151	+12.6%

## Historical Closed Sales by Month

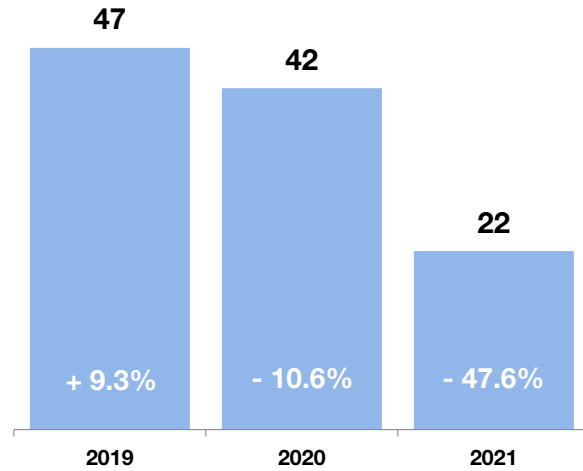


# Days on Market Until Sale

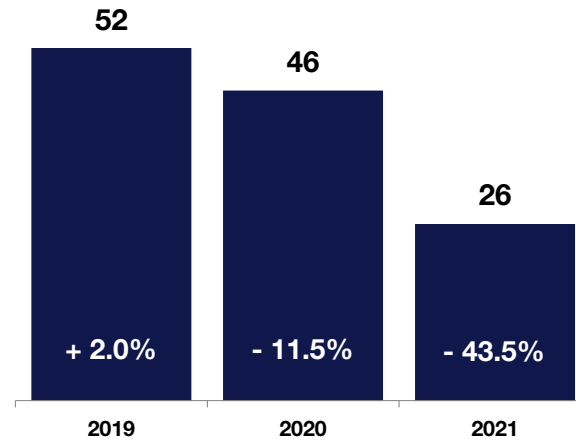
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

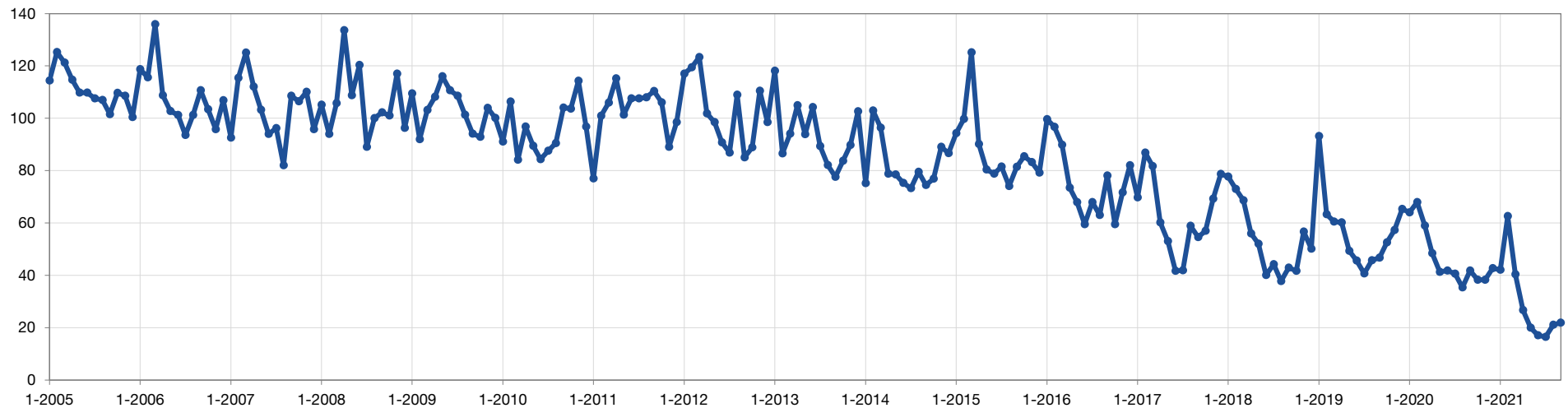


## Year to Date



Days on Market	Prior Year	Percent Change	
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	63	68	-7.4%
March 2021	40	59	-32.2%
April 2021	27	48	-43.8%
May 2021	20	41	-51.2%
June 2021	17	42	-59.5%
July 2021	16	41	-61.0%
August 2021	21	35	-40.0%
<b>September 2021</b>	<b>22</b>	<b>42</b>	<b>-47.6%</b>
12-Month Avg	32	51	-37.3%

## Historical Days on Market Until Sale by Month

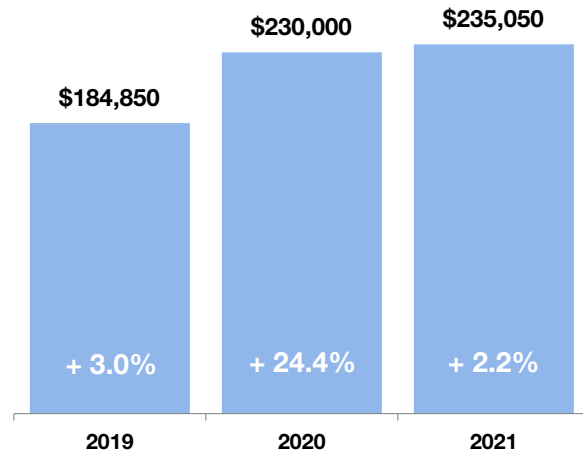


# Median Sales Price

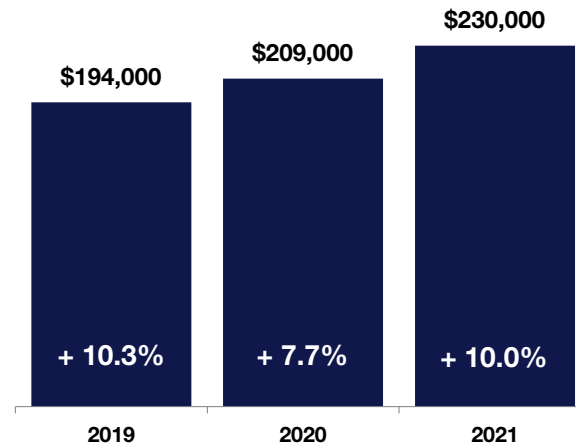
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$204,500	\$184,950	+10.6%
March 2021	\$222,000	\$198,000	+12.1%
April 2021	\$232,000	\$201,000	+15.4%
May 2021	\$230,000	\$214,000	+7.5%
June 2021	\$245,000	\$210,000	+16.7%
July 2021	\$237,000	\$205,000	+15.6%
August 2021	\$230,000	\$215,000	+7.0%
<b>September 2021</b>	<b>\$235,050</b>	<b>\$230,000</b>	<b>+2.2%</b>
12-Month Avg	\$221,817	\$198,538	+11.7%

## Historical Median Sales Price by Month

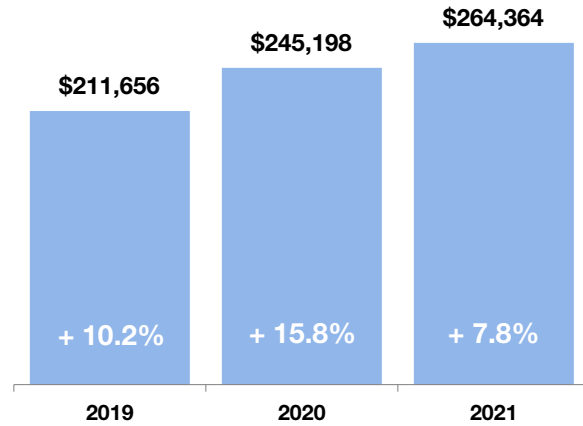


# Average Sales Price

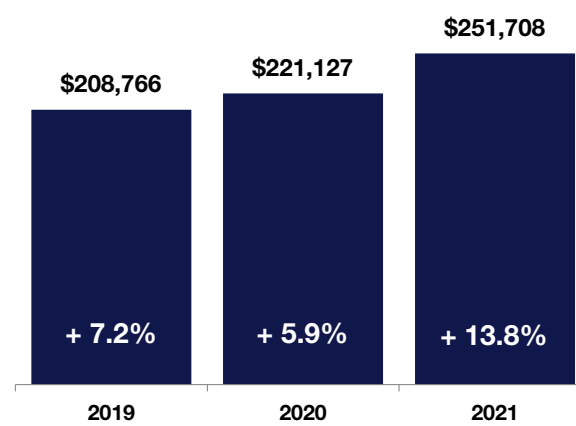
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

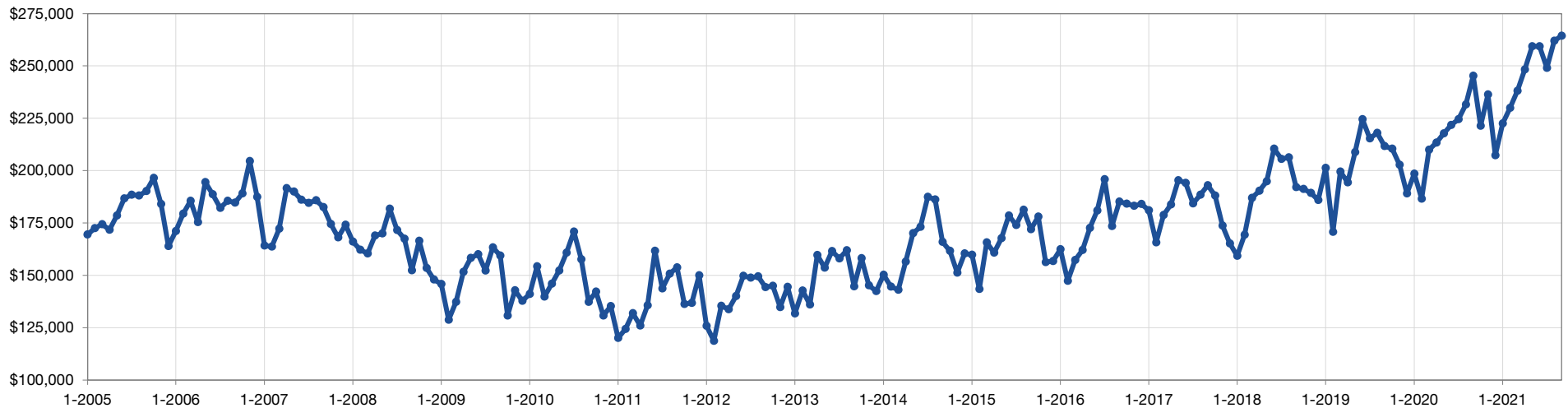


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$229,860	\$186,530	+23.2%
March 2021	\$238,083	\$209,918	+13.4%
April 2021	\$248,302	\$213,298	+16.4%
May 2021	\$259,337	\$217,729	+19.1%
June 2021	\$259,335	\$221,740	+17.0%
July 2021	\$248,948	\$224,542	+10.9%
August 2021	\$261,937	\$231,538	+13.1%
<b>September 2021</b>	<b>\$264,364</b>	<b>\$245,198</b>	<b>+7.8%</b>
12-Month Avg	\$241,461	\$212,599	+13.6%

## Historical Average Sales Price by Month



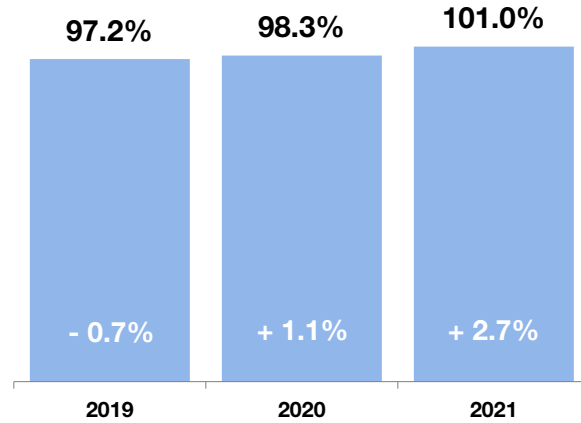


# Percent of Original List Price Received

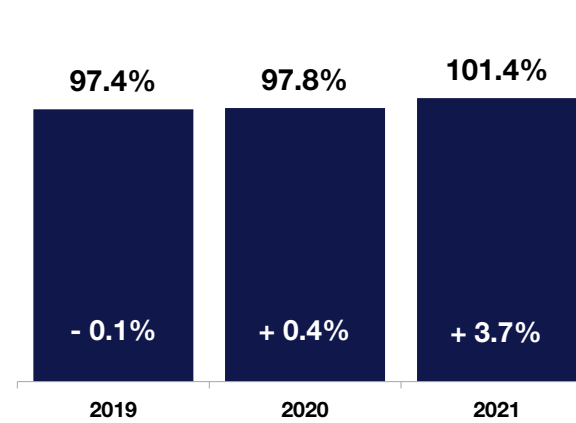


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

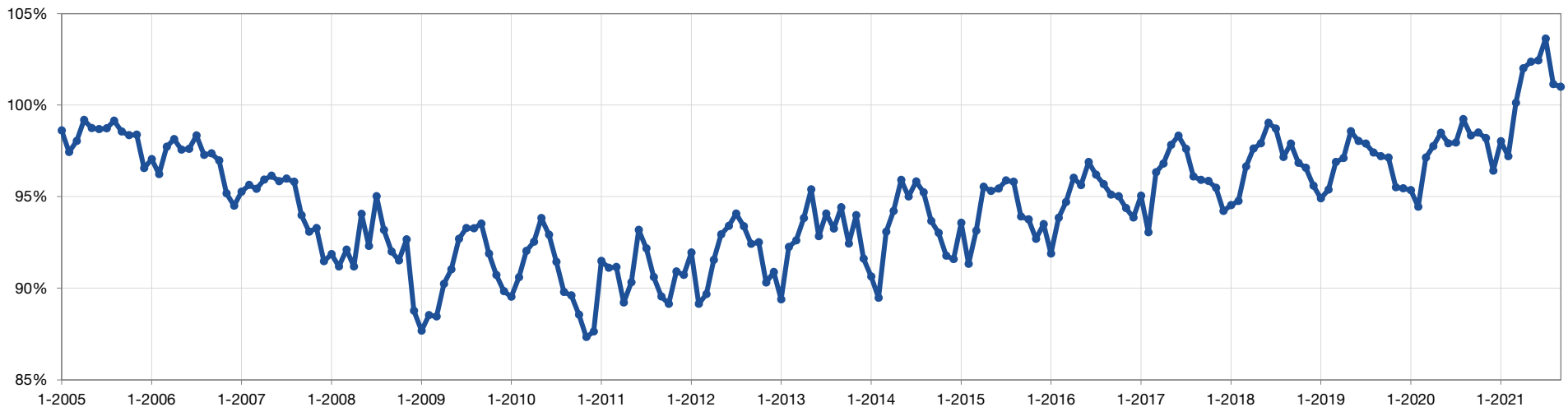


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	100.1%	97.1%	+3.1%
April 2021	102.0%	97.8%	+4.3%
May 2021	102.4%	98.5%	+4.0%
June 2021	102.4%	97.9%	+4.6%
July 2021	103.6%	98.0%	+5.7%
August 2021	101.1%	99.2%	+1.9%
<b>September 2021</b>	<b>101.0%</b>	<b>98.3%</b>	<b>+2.7%</b>
12-Month Avg	100.1%	97.1%	+3.1%

## Historical Percent of Original List Price Received by Month

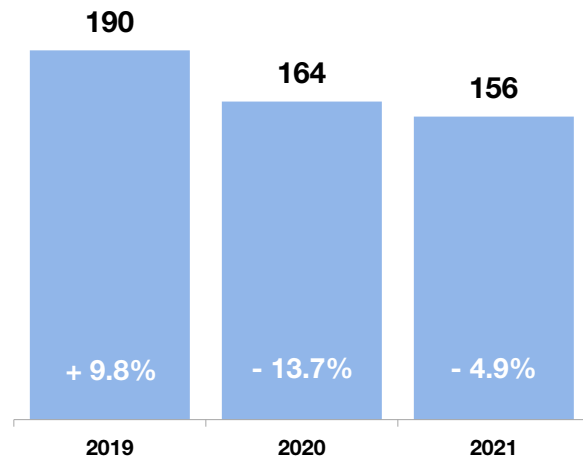


# Housing Affordability Index

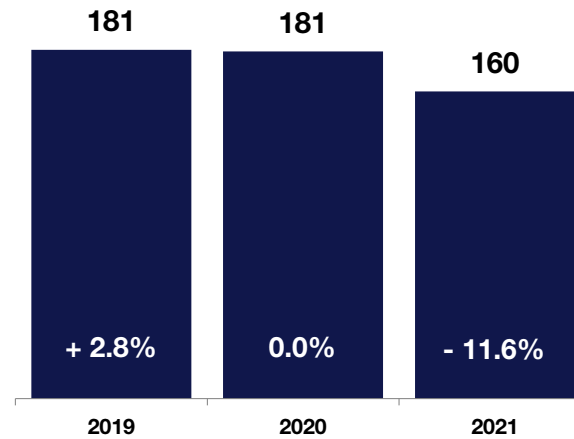


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September

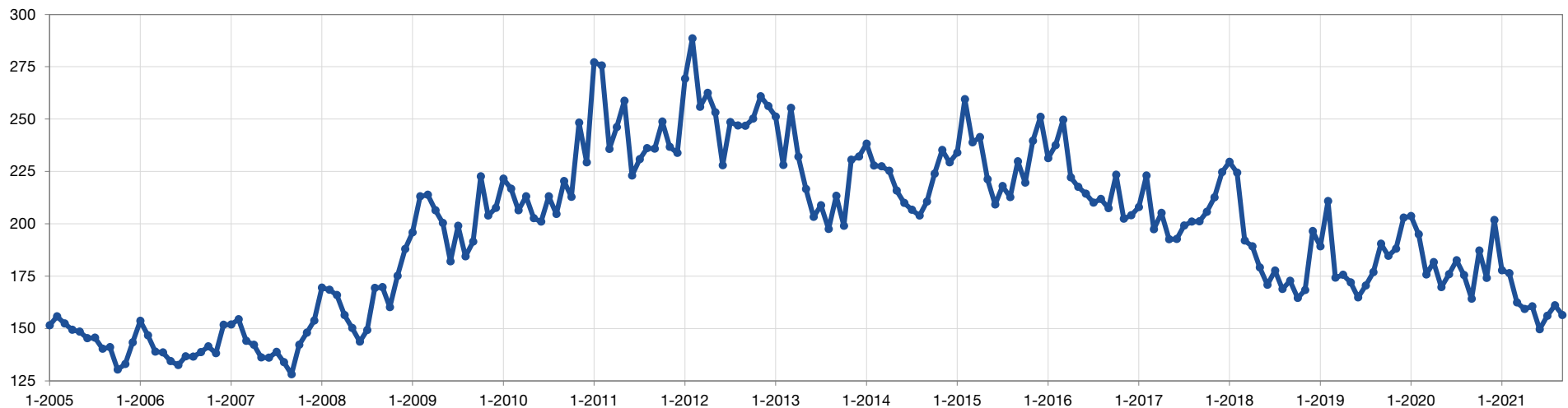


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2021	162	176	-8.0%
April 2021	159	182	-12.6%
May 2021	161	170	-5.3%
June 2021	150	176	-14.8%
July 2021	156	183	-14.8%
August 2021	161	175	-8.0%
<b>September 2021</b>	<b>156</b>	<b>164</b>	<b>-4.9%</b>
12-Month Avg	169	183	-7.7%

## Historical Housing Affordability Index by Month

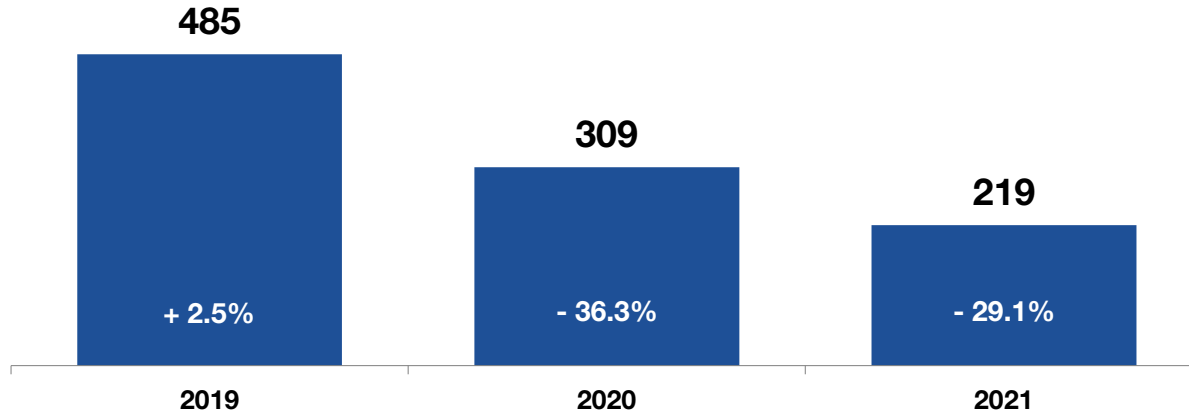


# Inventory of Homes for Sale

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

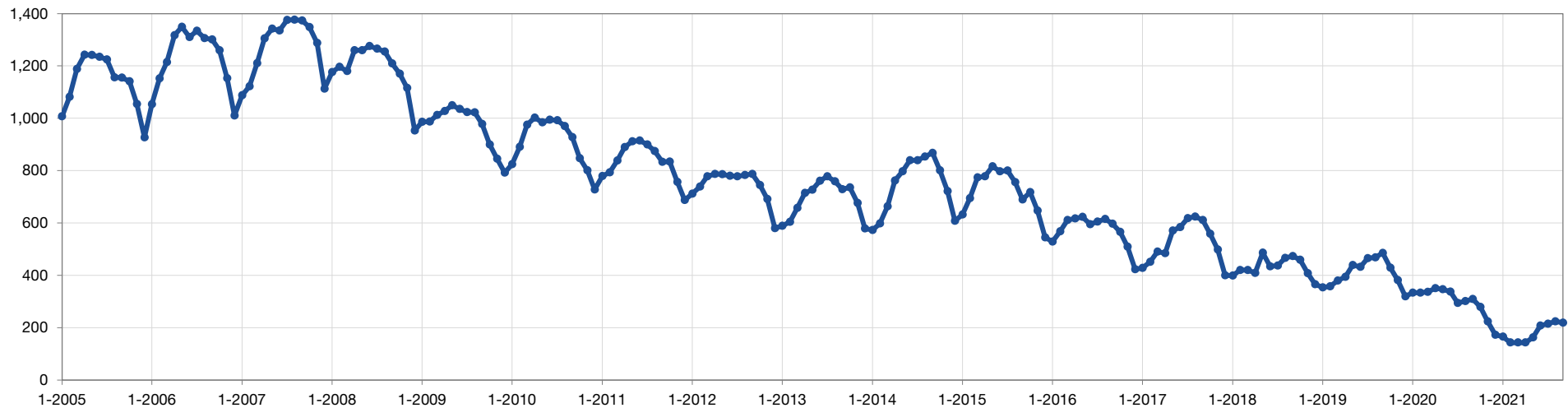


## September



Homes for Sale		Prior Year	Percent Change
October 2020	279	429	-35.0%
November 2020	224	382	-41.4%
December 2020	172	319	-46.1%
January 2021	165	333	-50.5%
February 2021	143	333	-57.1%
March 2021	143	336	-57.4%
April 2021	143	350	-59.1%
May 2021	162	346	-53.2%
June 2021	208	337	-38.3%
July 2021	215	294	-26.9%
August 2021	224	301	-25.6%
<b>September 2021</b>	<b>219</b>	<b>309</b>	<b>-29.1%</b>
12-Month Avg	191	339	-43.7%

## Historical Inventory of Homes for Sale by Month

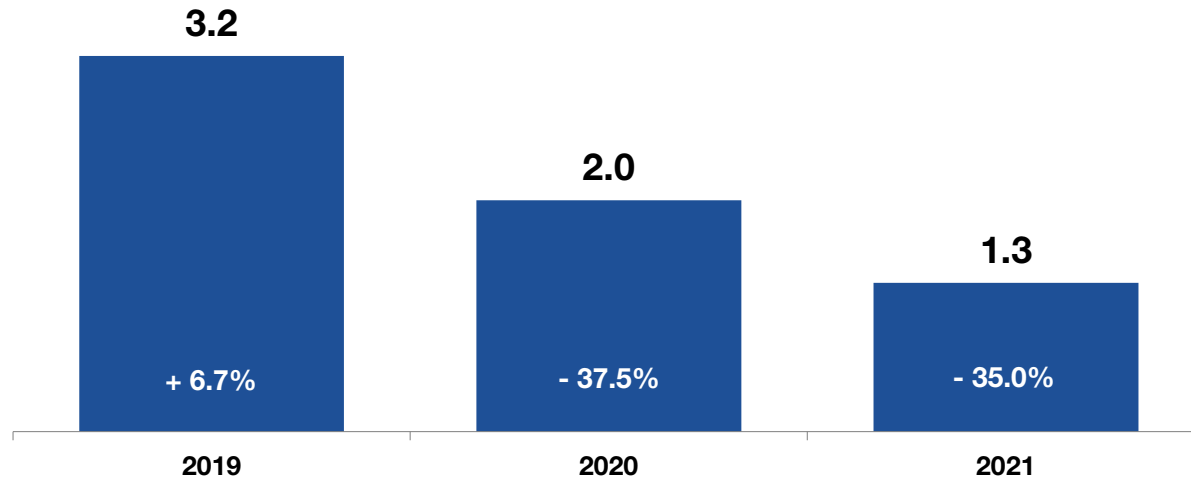


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
October 2020	1.8	2.8	-35.7%
November 2020	1.4	2.5	-44.0%
December 2020	1.1	2.1	-47.6%
January 2021	1.0	2.2	-54.5%
February 2021	0.9	2.1	-57.1%
March 2021	0.9	2.1	-57.1%
April 2021	0.8	2.3	-65.2%
May 2021	0.9	2.3	-60.9%
June 2021	1.2	2.3	-47.8%
July 2021	1.2	2.0	-40.0%
August 2021	1.3	2.0	-35.0%
<b>September 2021</b>	<b>1.3</b>	<b>2.0</b>	<b>-35.0%</b>
12-Month Avg	1.2	2.2	-45.5%

## 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	+ / -	9-2020	9-2021	+ / -	9-2020	9-2021	+ / -
Albany	62	48	-22.6%	50	41	-18.0%	\$209,025	\$191,950	-8.2%	7	8	+14.3%	1.2	1.9	+57.1%
Avon	46	53	+15.2%	30	31	+3.3%	\$222,450	\$302,500	+36.0%	7	13	+85.7%	1.9	3.6	+93.2%
Clearwater	80	80	0.0%	54	61	+13.0%	\$249,193	\$284,950	+14.3%	14	12	-14.3%	2.0	1.5	-20.7%
Cold Spring	98	121	+23.5%	91	80	-12.1%	\$225,000	\$275,000	+22.2%	23	29	+26.1%	2.3	3.0	+28.2%
Eden Lake Twp	0	0	--	1	0	-100.0%	\$140,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Eden Valley	17	7	-58.8%	15	6	-60.0%	\$169,000	\$220,000	+30.2%	2	4	+100.0%	0.9	2.7	+183.3%
Fair Haven Twp	2	1	-50.0%	3	0	-100.0%	\$168,900	\$0	-100.0%	0	1	--	0.0	0.0	--
Foley	90	77	-14.4%	66	66	0.0%	\$167,400	\$245,000	+46.4%	16	12	-25.0%	2.3	1.5	-31.5%
Freeport	17	6	-64.7%	12	11	-8.3%	\$195,250	\$299,000	+53.1%	4	1	-75.0%	2.0	0.5	-75.0%
Holdingford	23	16	-30.4%	16	18	+12.5%	\$152,950	\$282,500	+84.7%	5	4	-20.0%	1.8	1.8	+2.7%
Kimball	36	37	+2.8%	25	26	+4.0%	\$205,000	\$235,450	+14.9%	7	9	+28.6%	2.1	2.8	+31.0%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$307,500	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	42	49	+16.7%	41	36	-12.2%	\$204,000	\$212,500	+4.2%	9	8	-11.1%	1.8	2.0	+9.1%
Paynesville	85	85	0.0%	73	77	+5.5%	\$192,300	\$199,000	+3.5%	9	9	0.0%	1.1	1.1	+3.2%
Rice	120	112	-6.7%	88	82	-6.8%	\$228,532	\$254,350	+11.3%	21	16	-23.8%	2.1	1.7	-21.1%
Richmond	91	53	-41.8%	75	45	-40.0%	\$239,950	\$269,950	+12.5%	14	3	-78.6%	1.8	0.5	-73.3%
Rockville	16	23	+43.8%	14	17	+21.4%	\$277,450	\$286,000	+3.1%	3	2	-33.3%	1.4	0.8	-44.3%
Sartell	334	328	-1.8%	288	258	-10.4%	\$250,000	\$280,000	+12.0%	54	43	-20.4%	1.8	1.5	-16.8%
Sauk Centre	111	101	-9.0%	87	72	-17.2%	\$187,500	\$240,750	+28.4%	19	21	+10.5%	1.9	2.5	+28.8%
Sauk Rapids	234	211	-9.8%	182	179	-1.6%	\$216,000	\$235,550	+9.1%	43	18	-58.1%	2.1	0.8	-60.4%
Saint Cloud	992	1,105	+11.4%	769	913	+18.7%	\$179,000	\$205,000	+14.5%	186	132	-29.0%	2.1	1.3	-39.9%
Saint Joseph	118	116	-1.7%	97	98	+1.0%	\$213,250	\$235,000	+10.2%	18	12	-33.3%	1.6	1.2	-30.1%
Saint Augusta	58	69	+19.0%	43	49	+14.0%	\$235,500	\$315,000	+33.8%	15	15	0.0%	3.1	2.7	-11.5%
Waite Park	69	93	+34.8%	60	76	+26.7%	\$167,450	\$180,000	+7.5%	8	14	+75.0%	1.1	1.7	+59.1%
Wakefield Twp	0	1	--	1	1	0.0%	\$287,000	\$380,000	+32.4%	0	0	--	0.0	0.0	--