

Monthly Indicators

November 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

- 10.5% **+ 2.2%** **- 26.3%**

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.



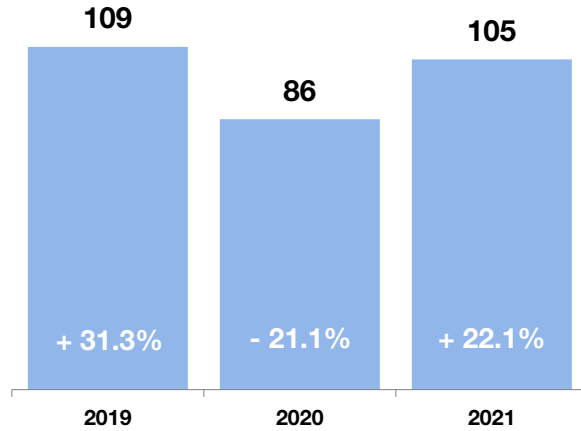
Key Metrics	Historical Sparkbars	11-2020	11-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		86	105	+ 22.1%	2,019	2,115	+ 4.8%
Pending Sales		122	135	+ 10.7%	1,835	1,940	+ 5.7%
Closed Sales		171	153	- 10.5%	1,770	1,888	+ 6.7%
Days on Market		38	29	- 23.7%	44	26	- 40.9%
Median Sales Price		\$220,000	\$224,900	+ 2.2%	\$209,900	\$230,500	+ 9.8%
Avg. Sales Price		\$236,301	\$242,692	+ 2.7%	\$222,624	\$251,992	+ 13.2%
Pct. of Orig. Price Received		98.2%	97.8%	- 0.4%	97.9%	100.9%	+ 3.1%
Affordability Index		174	168	- 3.4%	182	164	- 9.9%
Homes for Sale		224	165	- 26.3%	--	--	--
Months Supply		1.4	1.0	- 28.6%	--	--	--

New Listings

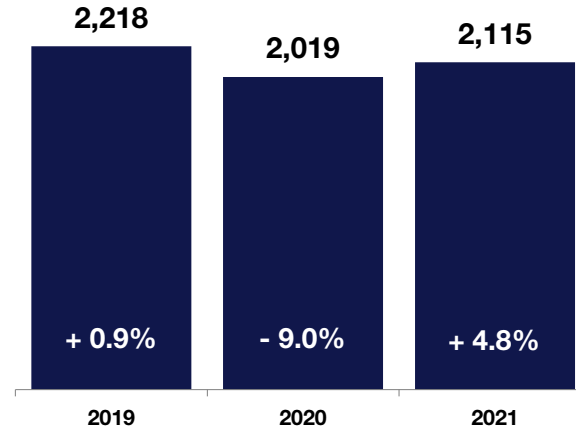
A count of the properties that have been newly listed on the market in a given month.



November

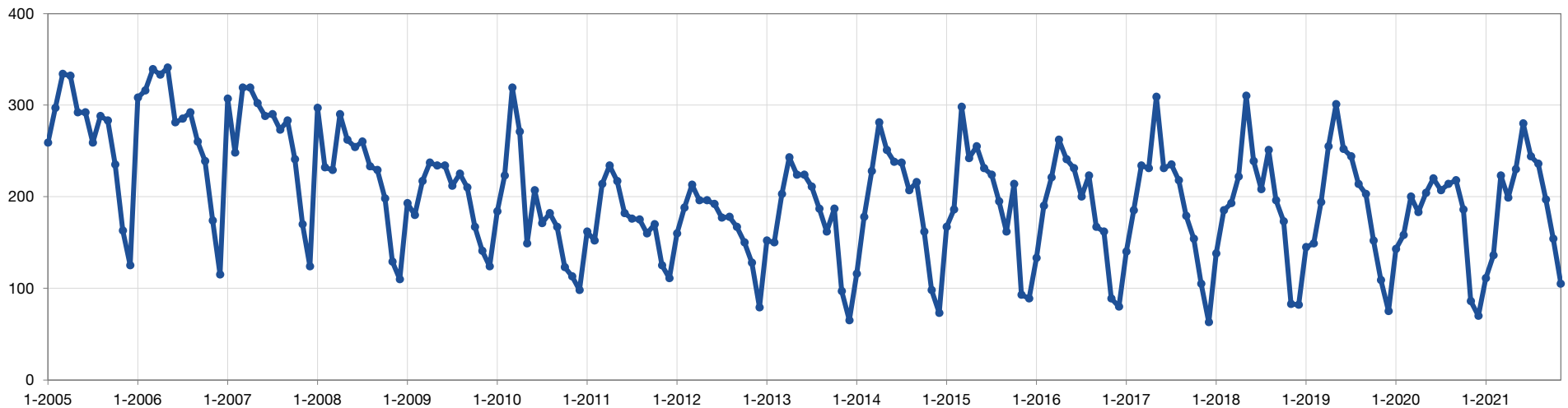


Year to Date



New Listings		Prior Year	Percent Change
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%
September 2021	197	218	-9.6%
October 2021	154	186	-17.2%
November 2021	105	86	+22.1%
12-Month Avg	182	175	+4.0%

Historical New Listings by Month

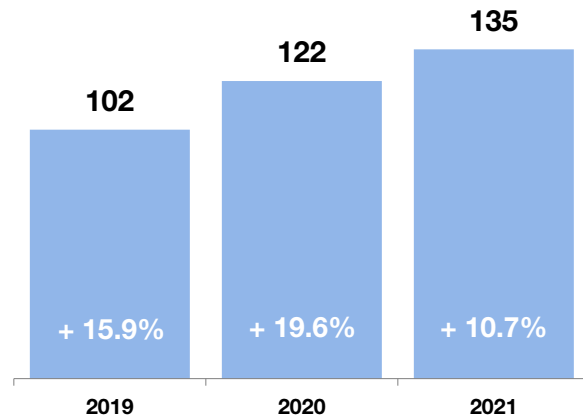


Pending Sales

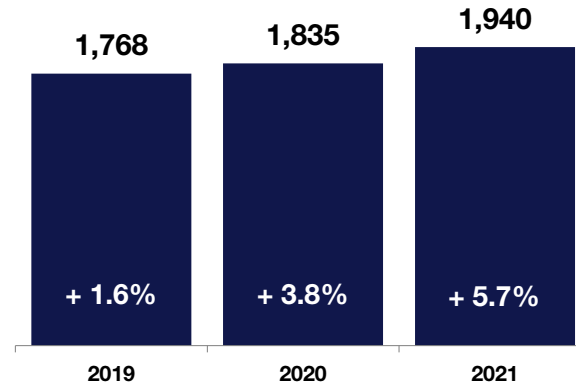
A count of the properties on which offers have been accepted in a given month.



November

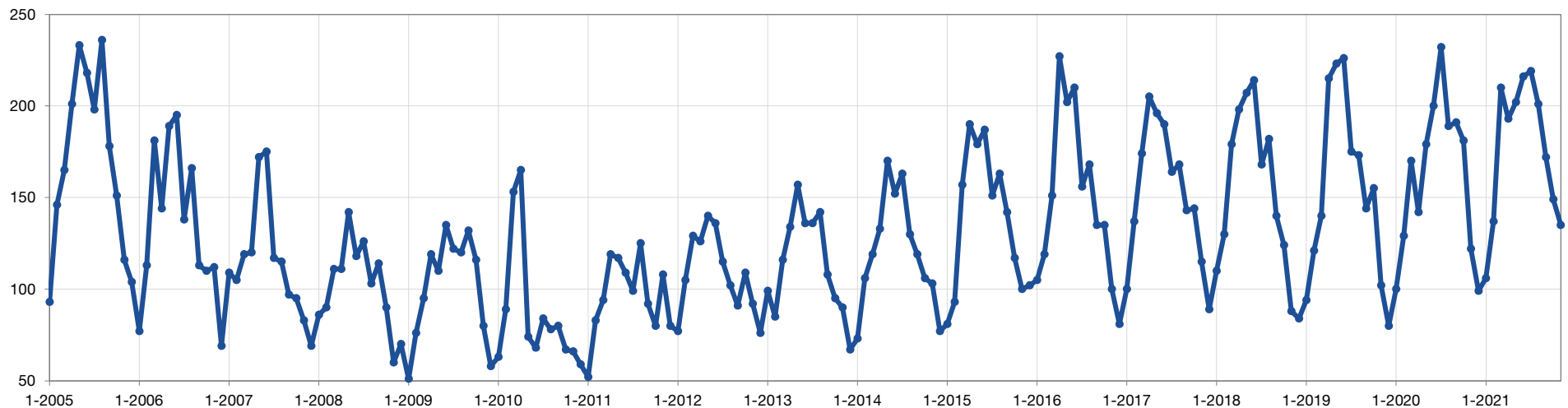


Year to Date



Pending Sales	Prior Year	Percent Change
December 2020	80	+23.8%
January 2021	100	+6.0%
February 2021	129	+6.2%
March 2021	170	+23.5%
April 2021	142	+35.9%
May 2021	179	+12.8%
June 2021	200	+8.0%
July 2021	232	-5.6%
August 2021	189	+6.3%
September 2021	191	-9.9%
October 2021	181	-17.7%
November 2021	122	+10.7%
12-Month Avg	170	+6.3%

Historical Pending Sales by Month

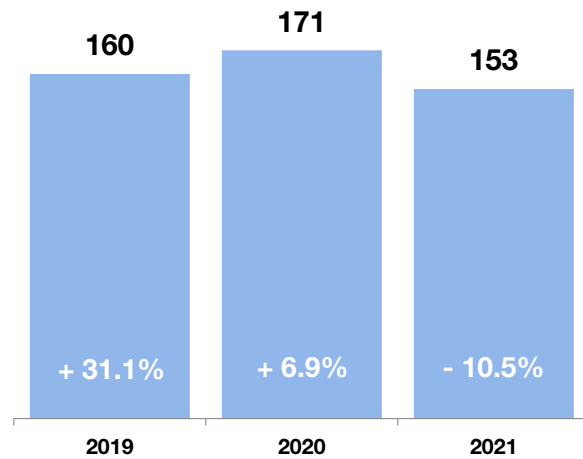


Closed Sales

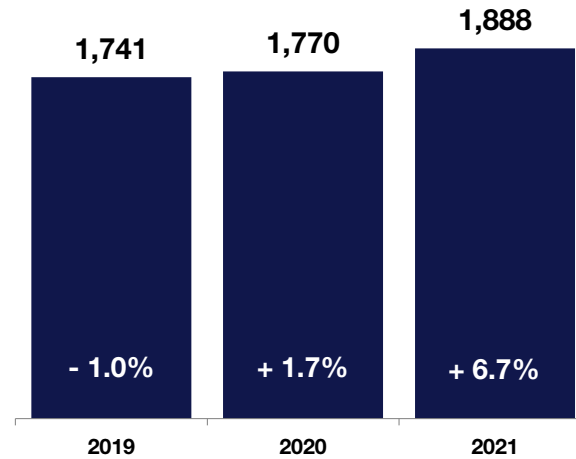
A count of the actual sales that closed in a given month.



November

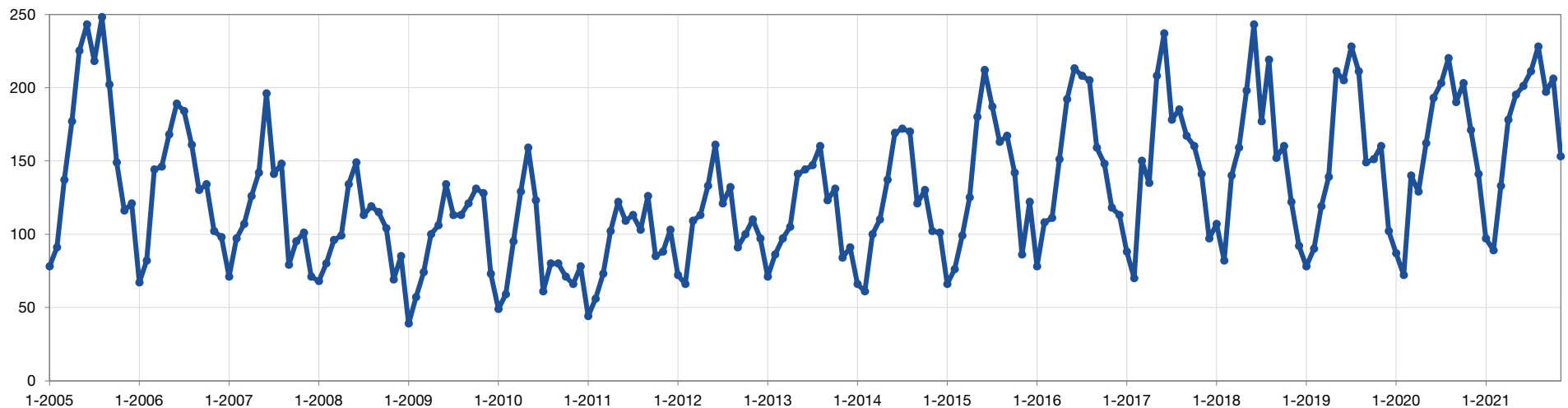


Year to Date



	Closed Sales	Prior Year	Percent Change
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	201	193	+4.1%
July 2021	211	203	+3.9%
August 2021	228	220	+3.6%
September 2021	197	190	+3.7%
October 2021	206	203	+1.5%
November 2021	153	171	-10.5%
12-Month Avg	169	156	+8.3%

Historical Closed Sales by Month

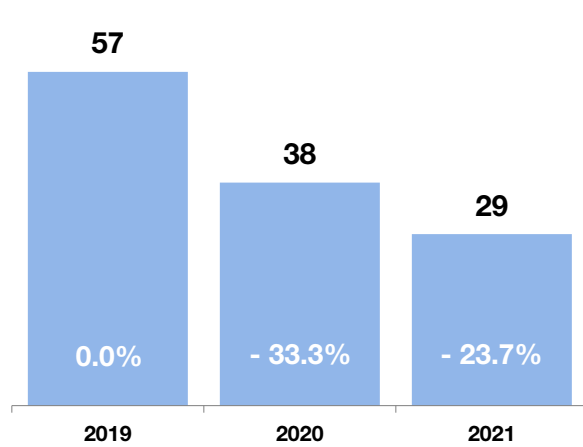


Days on Market Until Sale

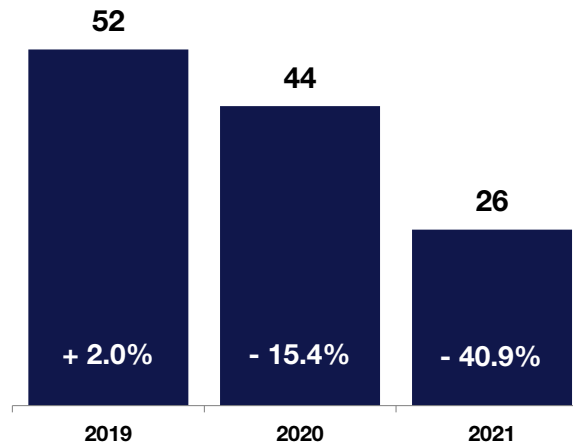
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

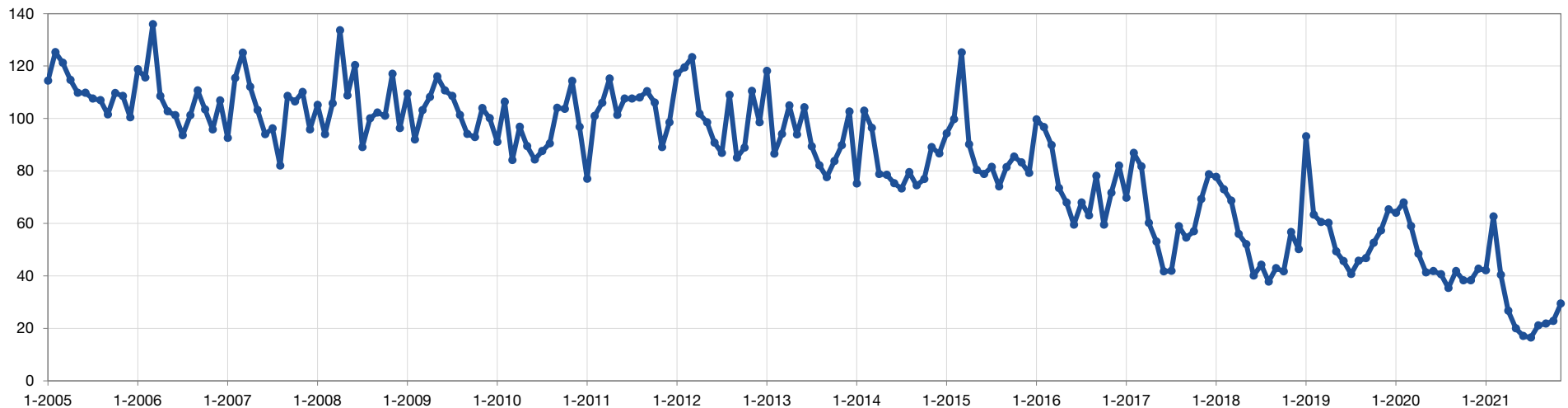


Year to Date



Days on Market	Prior Year	Percent Change	
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%
September 2021	22	42	-47.6%
October 2021	23	38	-39.5%
November 2021	29	38	-23.7%
12-Month Avg	30	48	-37.5%

Historical Days on Market Until Sale by Month

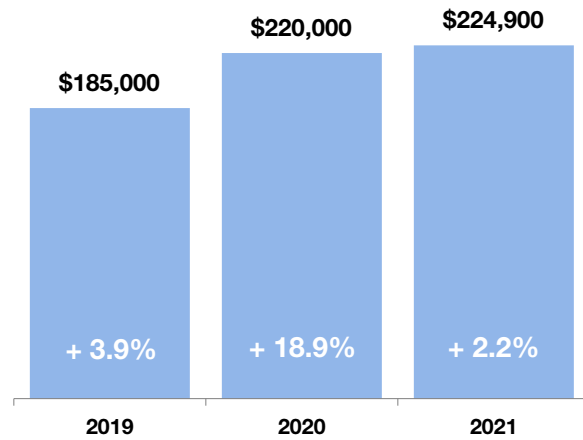


Median Sales Price

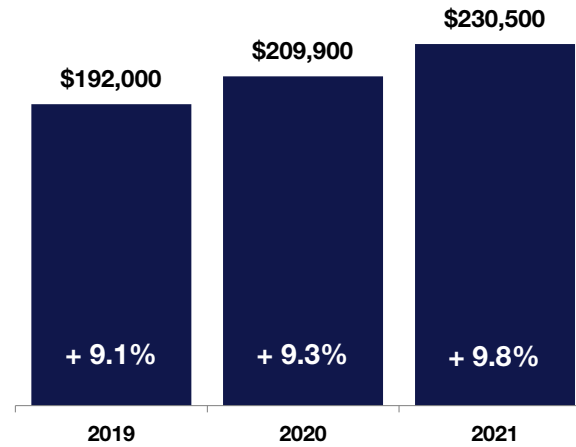
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November

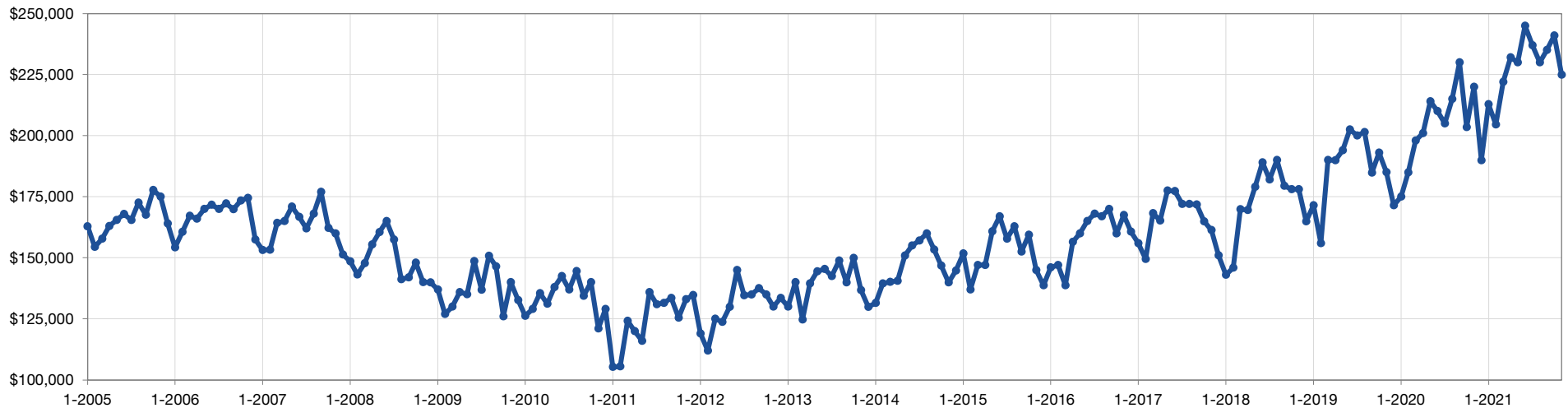


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2021	\$235,000	\$230,000	+2.2%
October 2021	\$241,000	\$203,450	+18.5%
November 2021	\$224,900	\$220,000	+2.2%
12-Month Avg	\$225,350	\$202,325	+11.4%

Historical Median Sales Price by Month

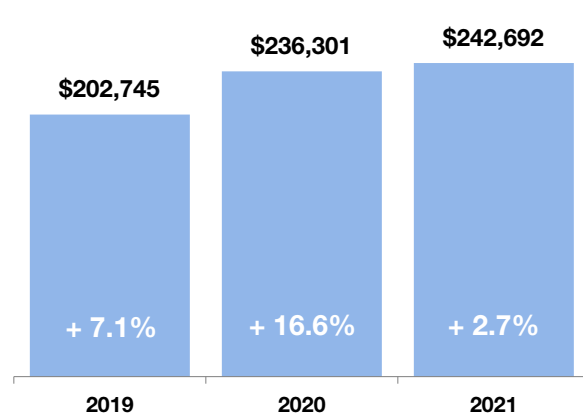


Average Sales Price

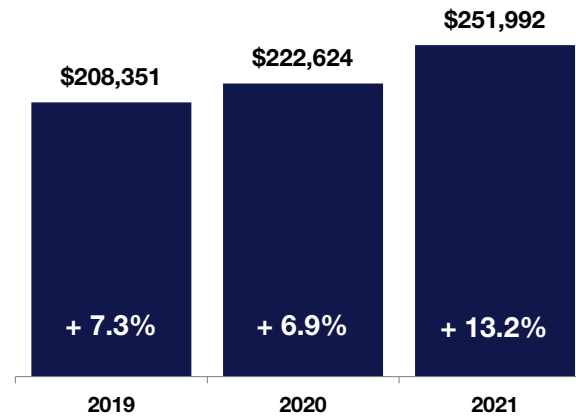
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November

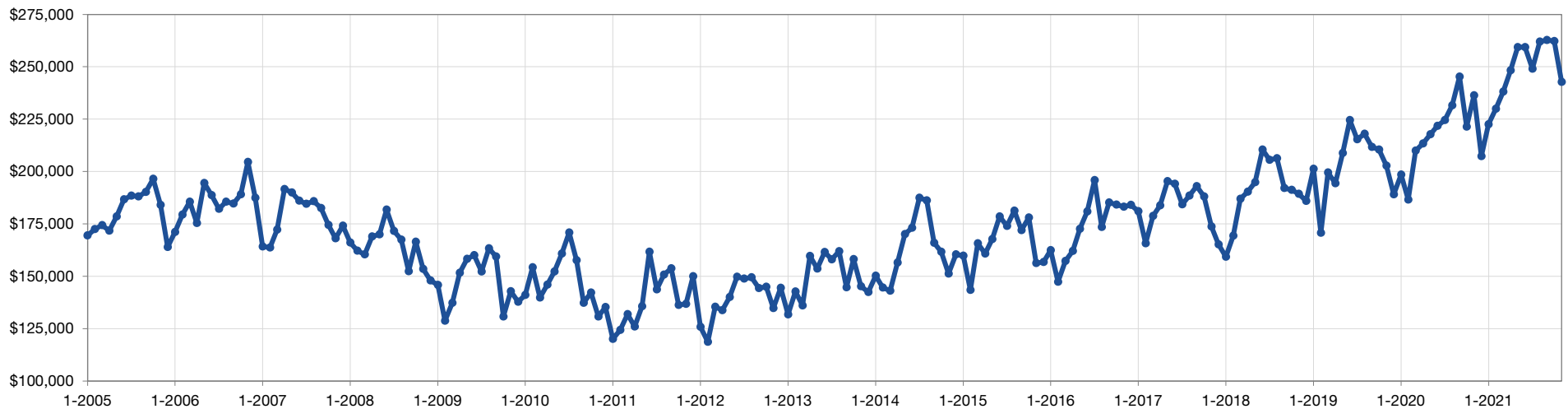


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
September 2021	\$262,756	\$245,198	+7.2%
October 2021	\$262,193	\$221,315	+18.5%
November 2021	\$242,692	\$236,301	+2.7%
12-Month Avg	\$245,266	\$216,305	+13.4%

Historical Average Sales Price by Month

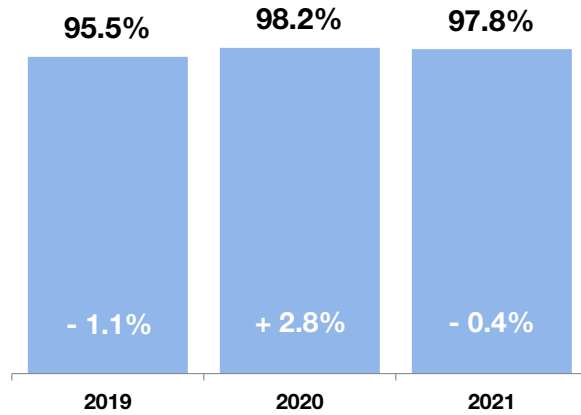


Percent of Original List Price Received

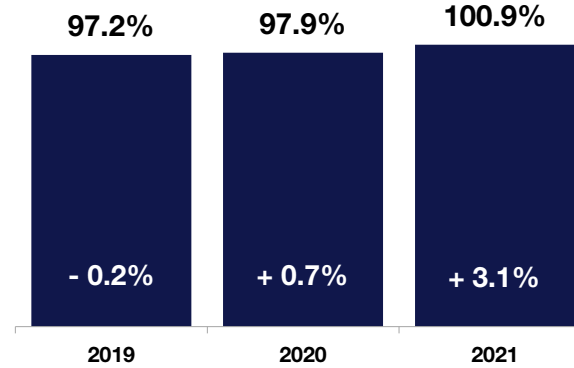


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

November

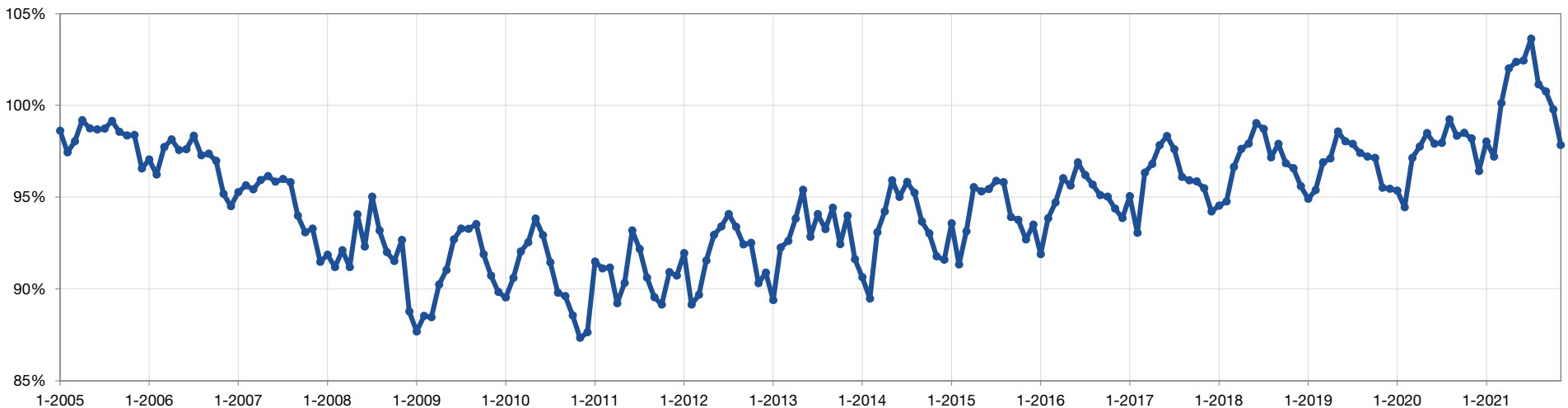


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2021	100.8%	98.3%	+2.5%
October 2021	99.8%	98.5%	+1.3%
November 2021	97.8%	98.2%	-0.4%
12-Month Avg	100.1%	97.4%	+2.8%

Historical Percent of Original List Price Received by Month

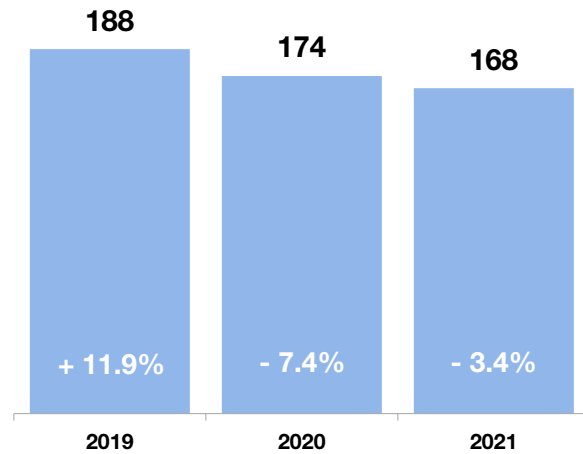


Housing Affordability Index

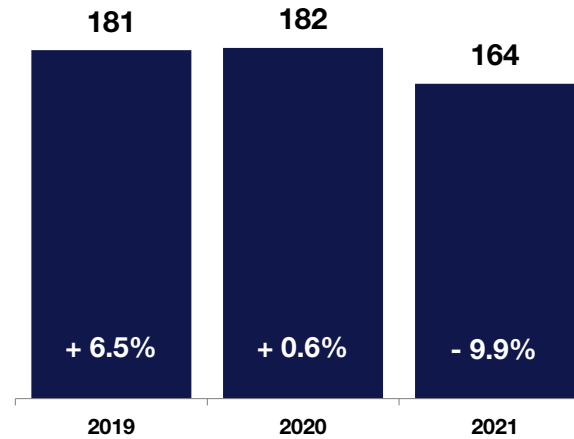


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

November

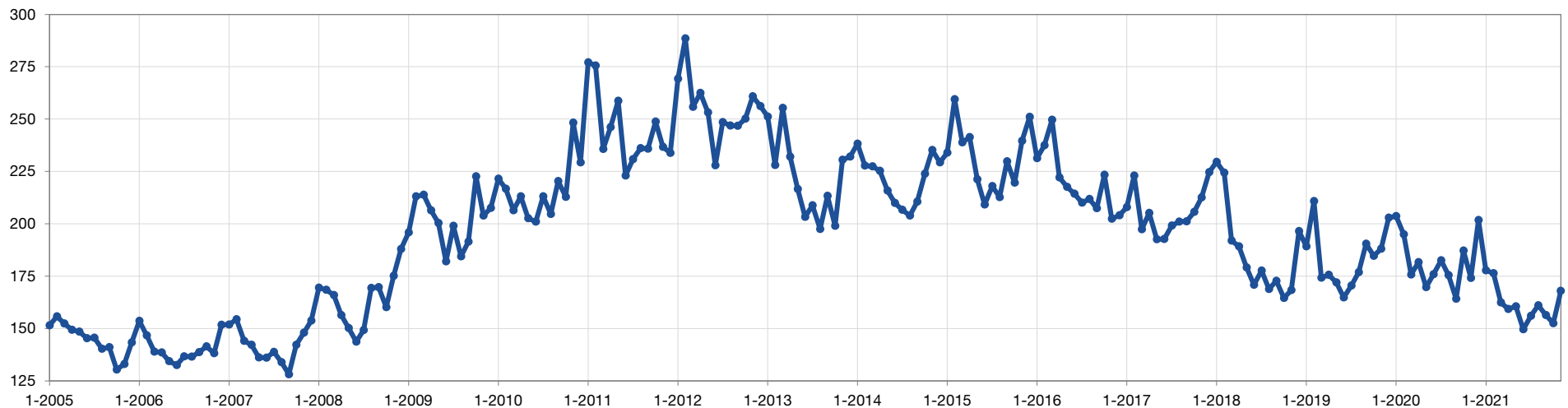


Year to Date



Affordability Index		Prior Year	Percent Change
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%
September 2021	156	164	-4.9%
October 2021	152	187	-18.7%
November 2021	168	174	-3.4%
12-Month Avg	165	182	-9.3%

Historical Housing Affordability Index by Month

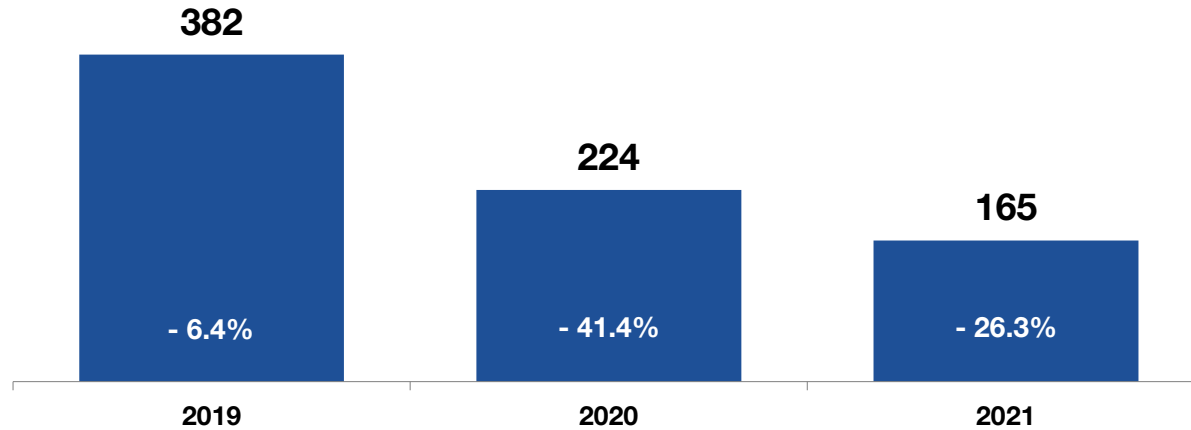


Inventory of Homes for Sale

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

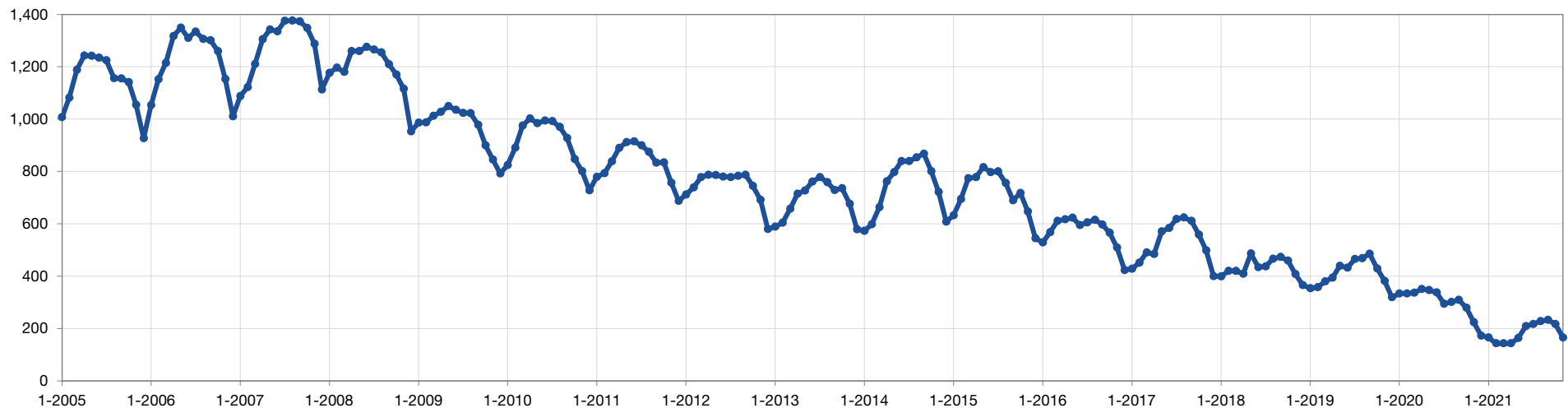


November



Homes for Sale		Prior Year	Percent Change
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	163	346	-52.9%
June 2021	209	337	-38.0%
July 2021	217	294	-26.2%
August 2021	228	301	-24.3%
September 2021	233	309	-24.6%
October 2021	217	279	-22.2%
November 2021	165	224	-26.3%
12-Month Avg	183	313	-41.5%

Historical Inventory of Homes for Sale by Month

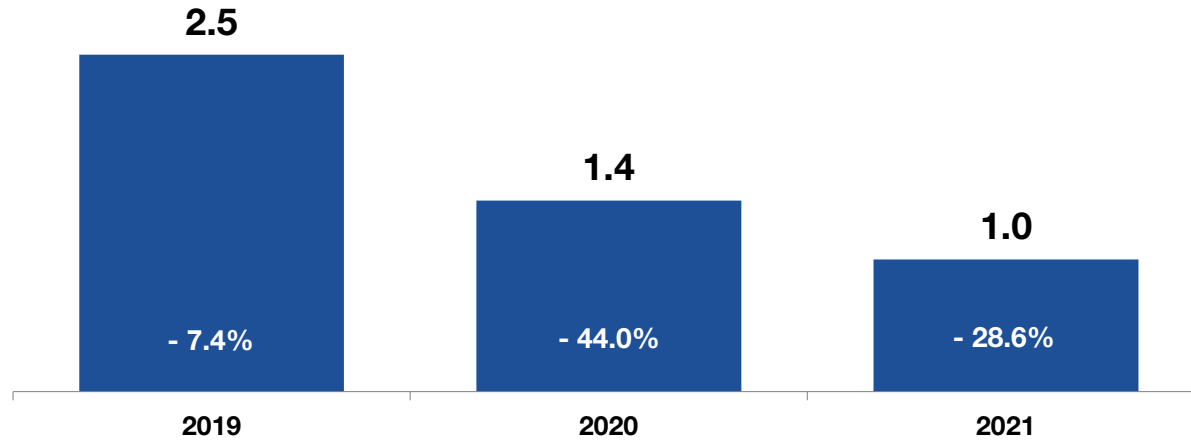


Months Supply of Inventory

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.



November



	Months Supply	Prior Year	Percent Change
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	1.3	2.0	-35.0%
August 2021	1.3	2.0	-35.0%
September 2021	1.4	2.0	-30.0%
October 2021	1.3	1.8	-27.8%
November 2021	1.0	1.4	-28.6%
12-Month Avg	1.1	2.0	-45.0%

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	+ / -	11-2020	11-2021	+ / -	11-2020	11-2021	+ / -
Albany	66	63	-4.5%	55	51	-7.3%	\$209,900	\$192,000	-8.5%	5	5	0.0%	1.0	1.0	+1.6%
Avon	56	63	+12.5%	40	37	-7.5%	\$256,000	\$324,800	+26.9%	10	9	-10.0%	2.6	2.2	-15.6%
Clearwater	94	89	-5.3%	81	76	-6.2%	\$255,000	\$283,400	+11.1%	7	9	+28.6%	0.9	1.3	+42.2%
Cold Spring	110	137	+24.5%	107	100	-6.5%	\$237,500	\$279,900	+17.9%	15	22	+46.7%	1.5	2.4	+55.8%
Eden Lake Twp	0	0	--	1	0	-100.0%	\$140,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Eden Valley	21	11	-47.6%	16	8	-50.0%	\$165,500	\$277,450	+67.6%	3	4	+33.3%	1.4	2.4	+68.9%
Fair Haven Twp	2	1	-50.0%	3	1	-66.7%	\$168,900	\$164,900	-2.4%	0	0	--	0.0	0.0	--
Foley	104	84	-19.2%	83	79	-4.8%	\$207,500	\$240,500	+15.9%	7	4	-42.9%	0.9	0.5	-40.3%
Freeport	22	9	-59.1%	19	11	-42.1%	\$200,750	\$299,000	+48.9%	4	3	-25.0%	1.8	1.8	-3.8%
Holdingford	29	18	-37.9%	22	23	+4.5%	\$167,450	\$280,000	+67.2%	5	0	-100.0%	1.9	0.0	-100.0%
Kimball	40	49	+22.5%	35	33	-5.7%	\$230,000	\$239,900	+4.3%	5	7	+40.0%	1.5	1.9	+25.1%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$307,500	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	43	53	+23.3%	47	45	-4.3%	\$204,000	\$219,000	+7.4%	3	6	+100.0%	0.6	1.6	+157.0%
Paynesville	93	101	+8.6%	88	99	+12.5%	\$197,900	\$210,000	+6.1%	11	8	-27.3%	1.5	0.9	-40.1%
Rice	138	129	-6.5%	107	107	0.0%	\$233,000	\$263,000	+12.9%	16	17	+6.3%	1.6	1.8	+16.8%
Richmond	104	63	-39.4%	98	53	-45.9%	\$240,500	\$278,450	+15.8%	4	1	-75.0%	0.5	0.2	-60.7%
Rockville	18	26	+44.4%	16	25	+56.3%	\$277,450	\$290,000	+4.5%	1	1	0.0%	0.4	0.4	-8.3%
Sartell	370	371	+0.3%	347	313	-9.8%	\$251,500	\$286,450	+13.9%	32	33	+3.1%	1.1	1.2	+10.8%
Sauk Centre	127	107	-15.7%	114	97	-14.9%	\$198,750	\$239,950	+20.7%	14	11	-21.4%	1.4	1.3	-5.9%
Sauk Rapids	270	243	-10.0%	230	224	-2.6%	\$216,000	\$238,000	+10.2%	23	17	-26.1%	1.1	0.9	-21.4%
Saint Cloud	1,165	1,265	+8.6%	995	1,138	+14.4%	\$179,900	\$205,000	+14.0%	145	100	-31.0%	1.6	1.0	-39.4%
Saint Joseph	127	129	+1.6%	120	121	+0.8%	\$219,000	\$235,000	+7.3%	11	6	-45.5%	1.0	0.6	-46.7%
Saint Augusta	62	77	+24.2%	48	60	+25.0%	\$239,000	\$312,000	+30.5%	11	10	-9.1%	2.2	1.7	-24.5%
Waite Park	87	107	+23.0%	78	92	+17.9%	\$170,000	\$180,000	+5.9%	13	9	-30.8%	1.7	1.1	-38.9%
Wakefield Twp	0	1	--	1	1	0.0%	\$287,000	\$380,000	+32.4%	0	0	--	0.0	0.0	--