



Monthly Indicators

December 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

+ 2.1% **+ 21.1%** **- 34.9%**

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	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.



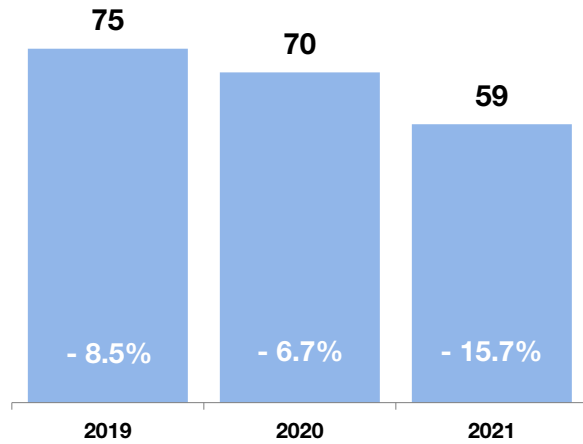
Key Metrics	Historical Sparkbars	12-2020	12-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
New Listings		70	59	- 15.7%	2,089	2,174	+ 4.1%
Pending Sales		99	95	- 4.0%	1,934	2,034	+ 5.2%
Closed Sales		141	144	+ 2.1%	1,911	2,035	+ 6.5%
Days on Market		43	30	- 30.2%	44	26	- 40.9%
Median Sales Price		\$189,900	\$229,950	+ 21.1%	\$207,900	\$230,000	+ 10.6%
Avg. Sales Price		\$207,269	\$237,721	+ 14.7%	\$221,507	\$250,928	+ 13.3%
Pct. of Orig. Price Received		96.4%	98.4%	+ 2.1%	97.8%	100.7%	+ 3.0%
Affordability Index		202	156	- 22.8%	184	156	- 15.2%
Homes for Sale		172	112	- 34.9%	--	--	--
Months Supply		1.1	0.7	- 36.4%	--	--	--

New Listings

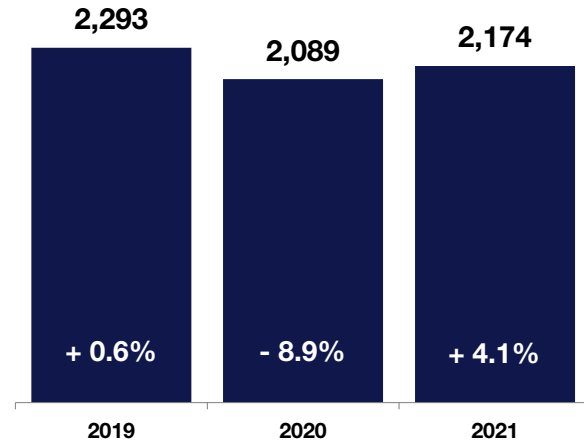
A count of the properties that have been newly listed on the market in a given month.



December

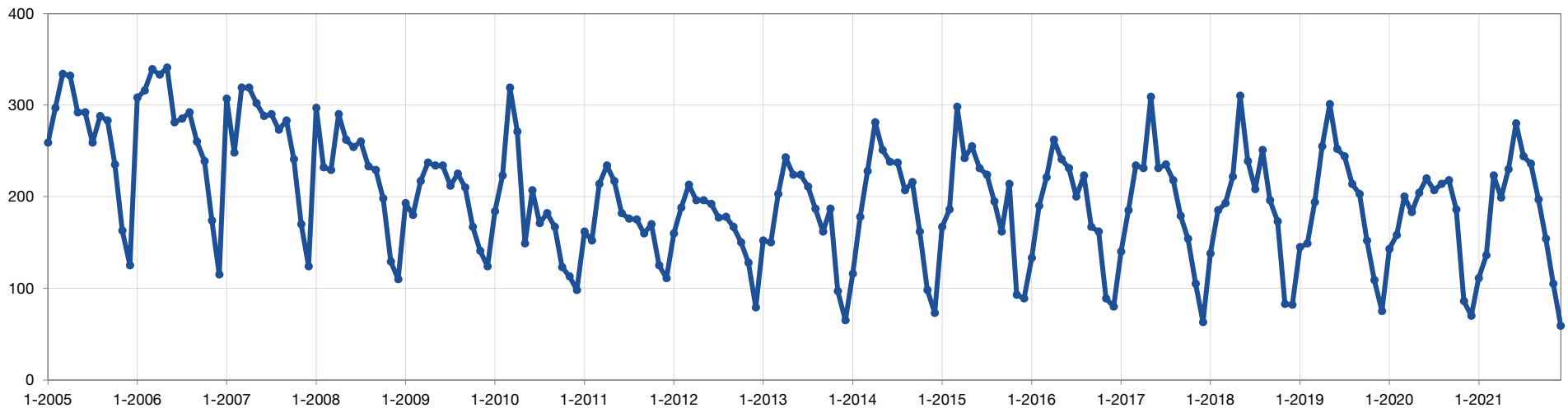


Year to Date



New Listings		Prior Year	Percent Change
January 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%
December 2021	59	70	-15.7%
12-Month Avg	181	174	+4.0%

Historical New Listings by Month

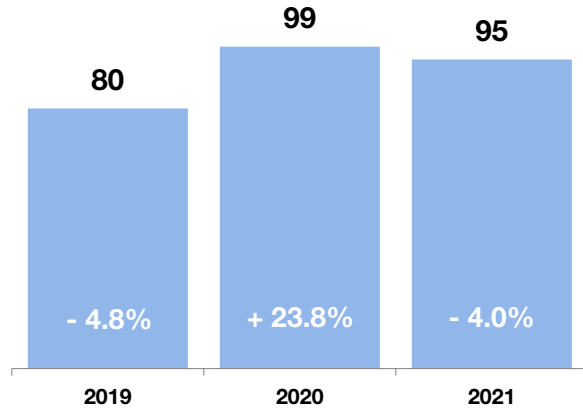


Pending Sales

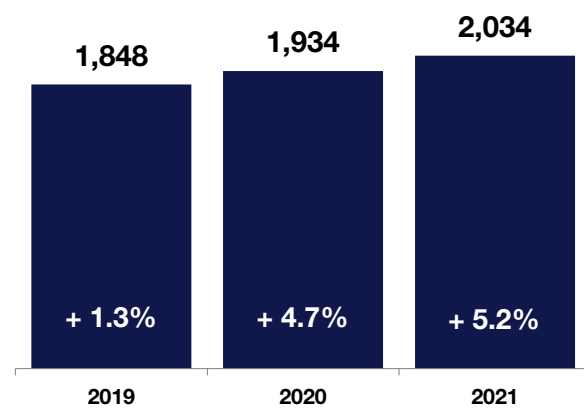
A count of the properties on which offers have been accepted in a given month.



December

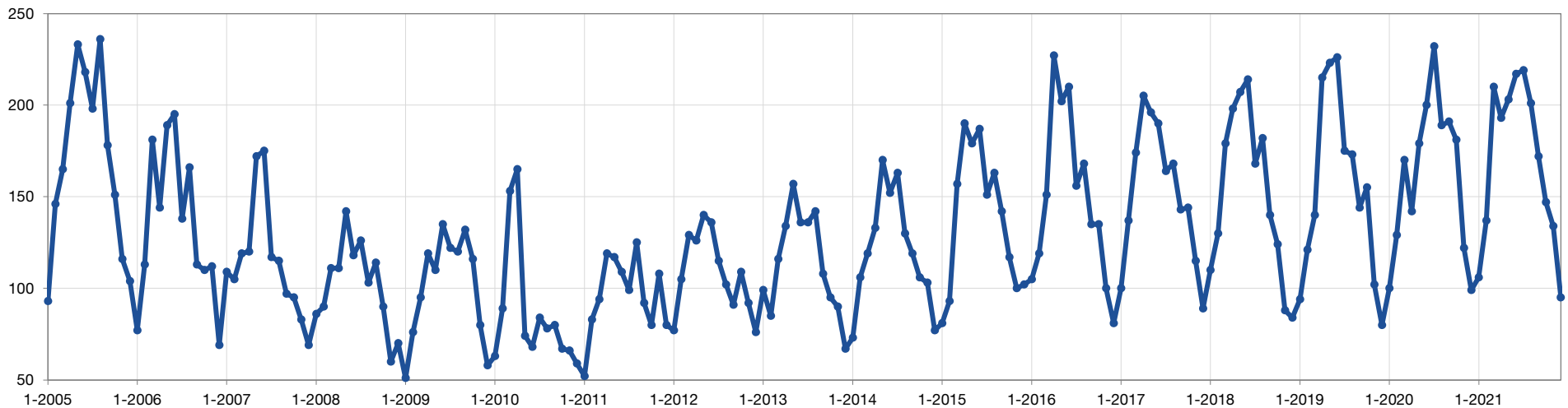


Year to Date



	Pending Sales	Prior Year	Percent Change
January 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	217	200	+8.5%
July 2021	219	232	-5.6%
August 2021	201	189	+6.3%
September 2021	172	191	-9.9%
October 2021	147	181	-18.8%
November 2021	134	122	+9.8%
December 2021	95	99	-4.0%
12-Month Avg	170	161	+5.6%

Historical Pending Sales by Month

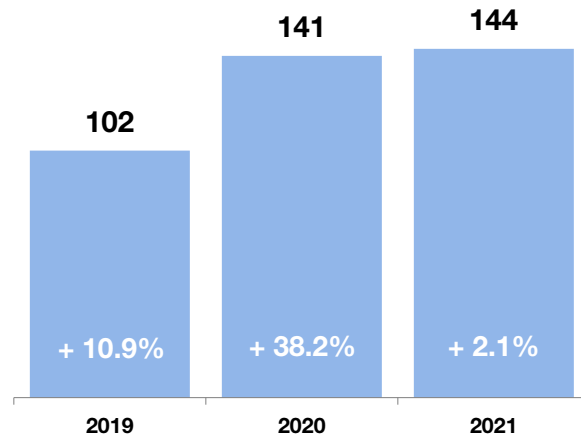


Closed Sales

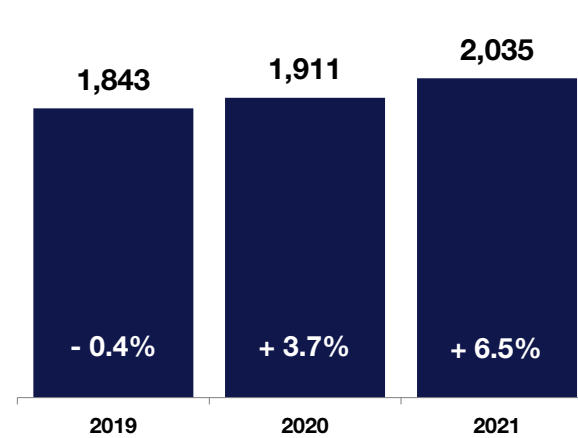
A count of the actual sales that closed in a given month.



December

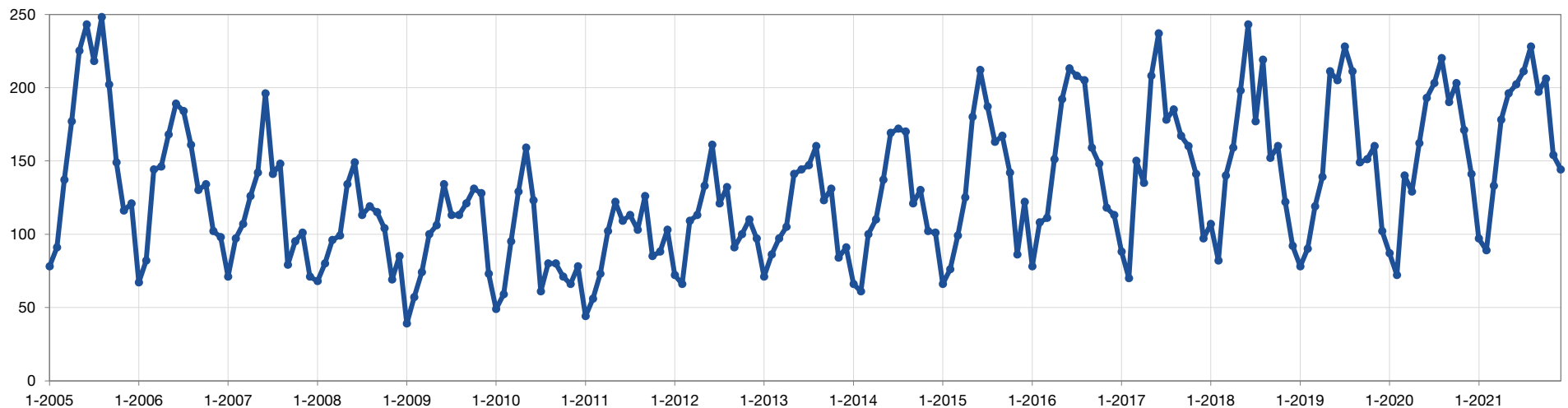


Year to Date



	Closed Sales	Prior Year	Percent Change
January 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	196	162	+21.0%
June 2021	202	193	+4.7%
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	154	171	-9.9%
December 2021	144	141	+2.1%
12-Month Avg	170	159	+6.9%

Historical Closed Sales by Month

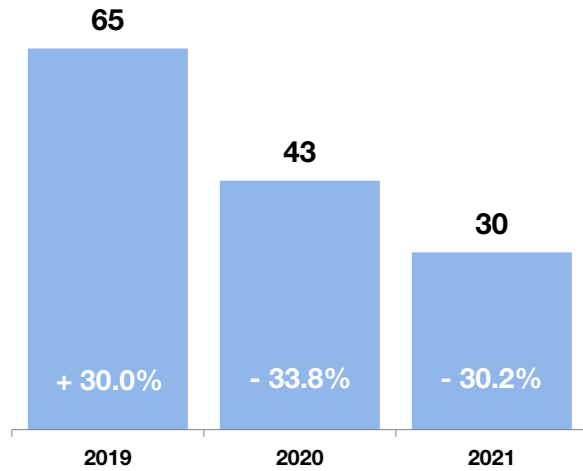


Days on Market Until Sale

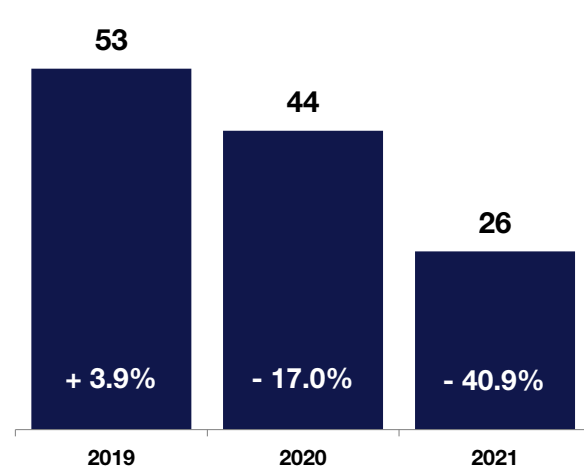
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

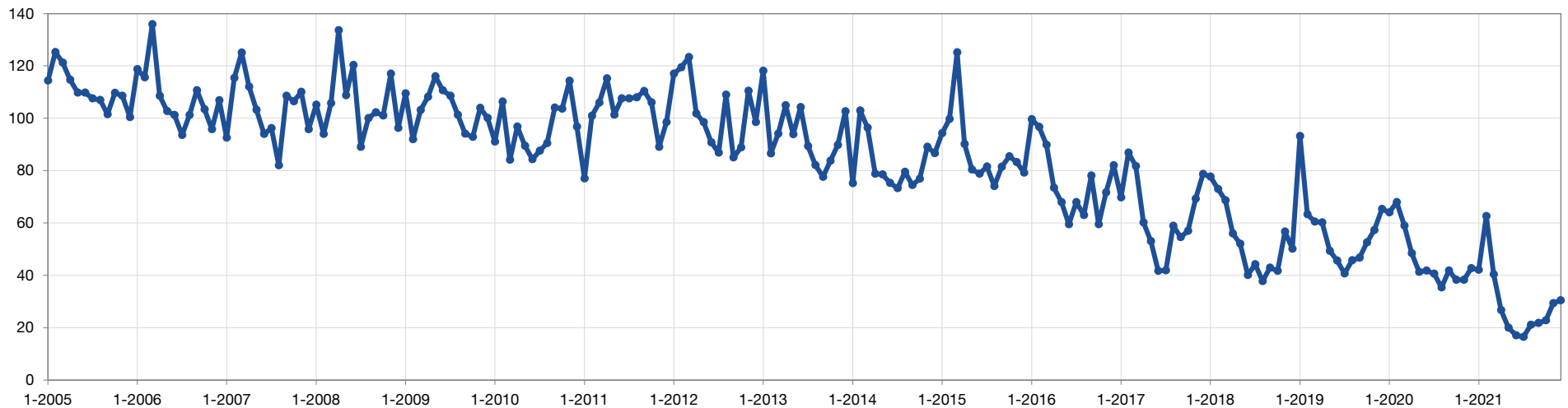


Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2021	30	43	-30.2%
12-Month Avg	29	47	-38.3%

Historical Days on Market Until Sale by Month

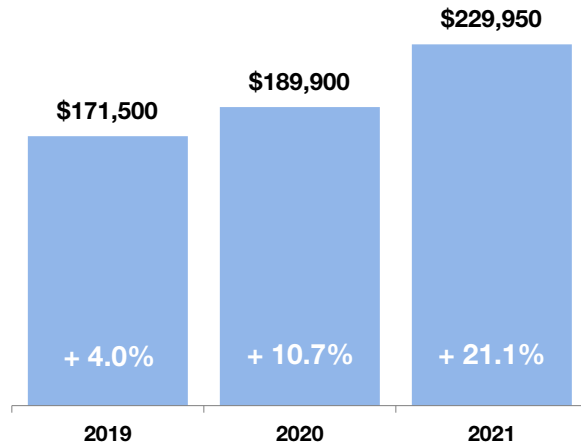


Median Sales Price

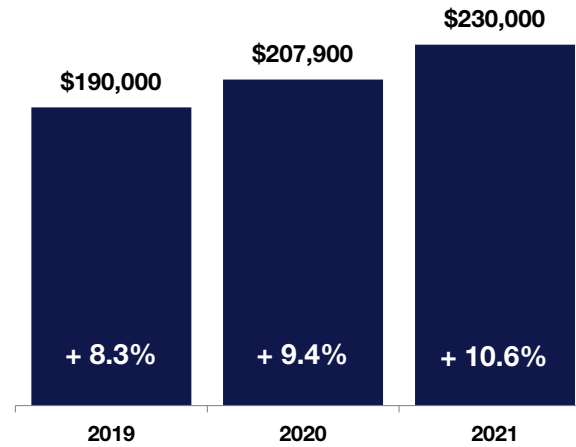
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

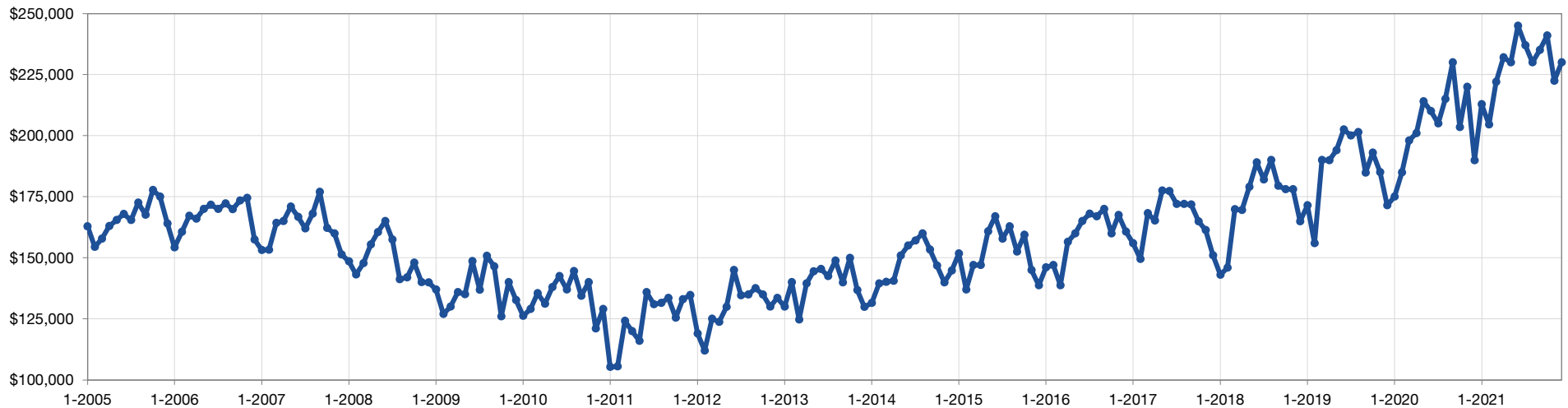


Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$222,450	\$220,000	+1.1%
December 2021	\$229,950	\$189,900	+21.1%
12-Month Avg	\$228,483	\$203,858	+12.1%

Historical Median Sales Price by Month

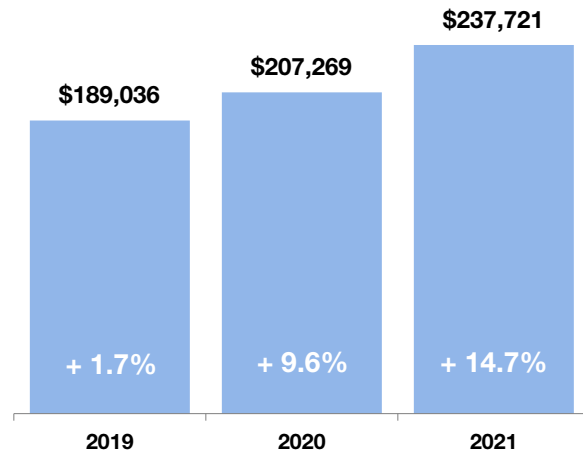


Average Sales Price

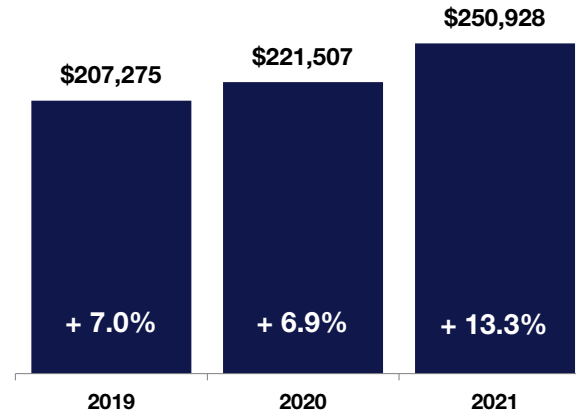
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$242,115	\$236,301	+2.5%
December 2021	\$237,721	\$207,269	+14.7%
12-Month Avg	\$247,755	\$217,824	+13.7%

Historical Average Sales Price by Month

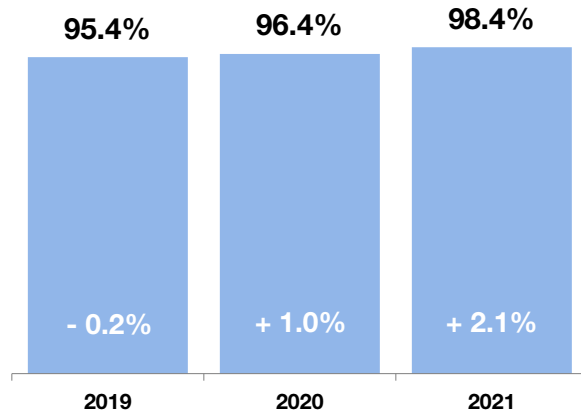


Percent of Original List Price Received

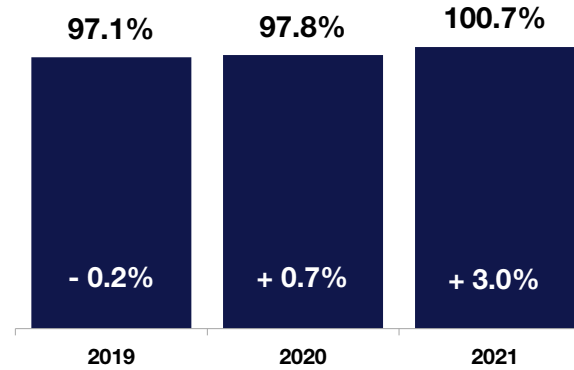


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

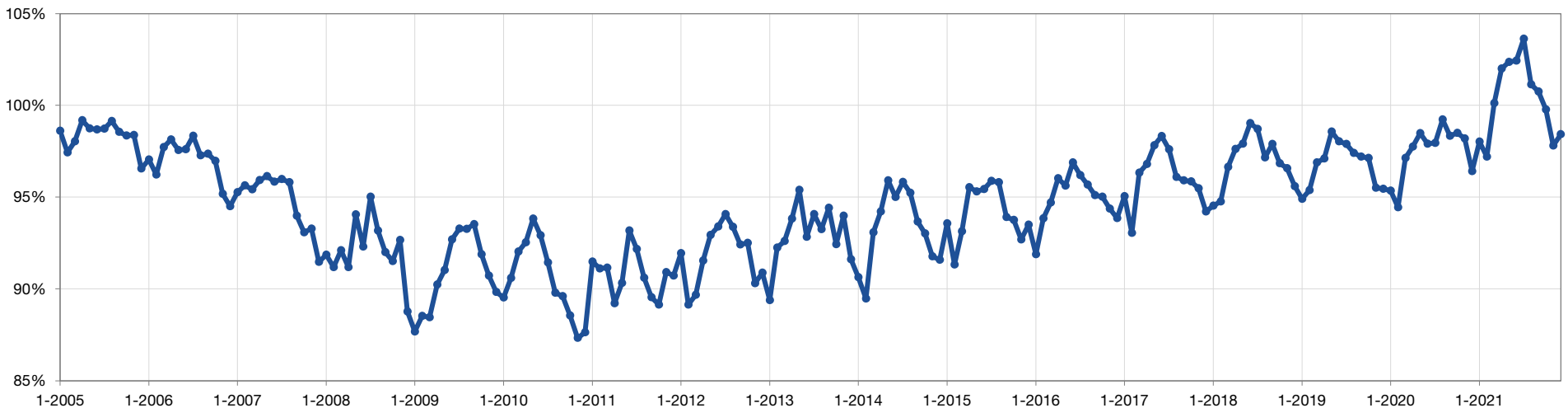


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2021	98.4%	96.4%	+2.1%
12-Month Avg	100.3%	97.5%	+2.9%

Historical Percent of Original List Price Received by Month

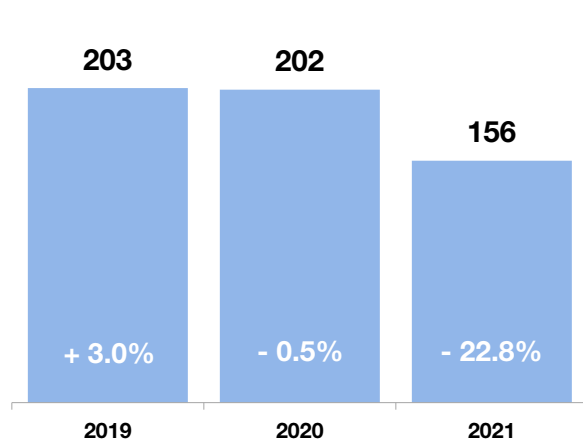


Housing Affordability Index

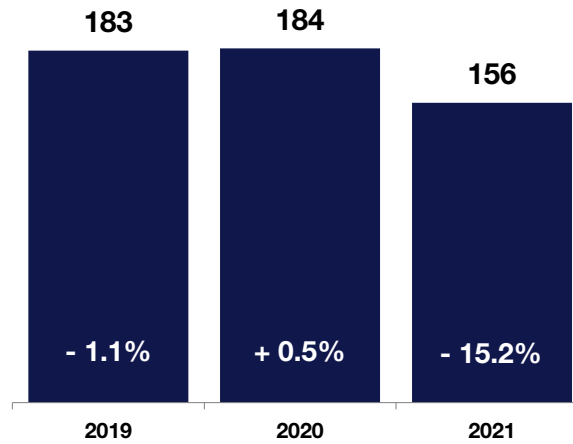


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

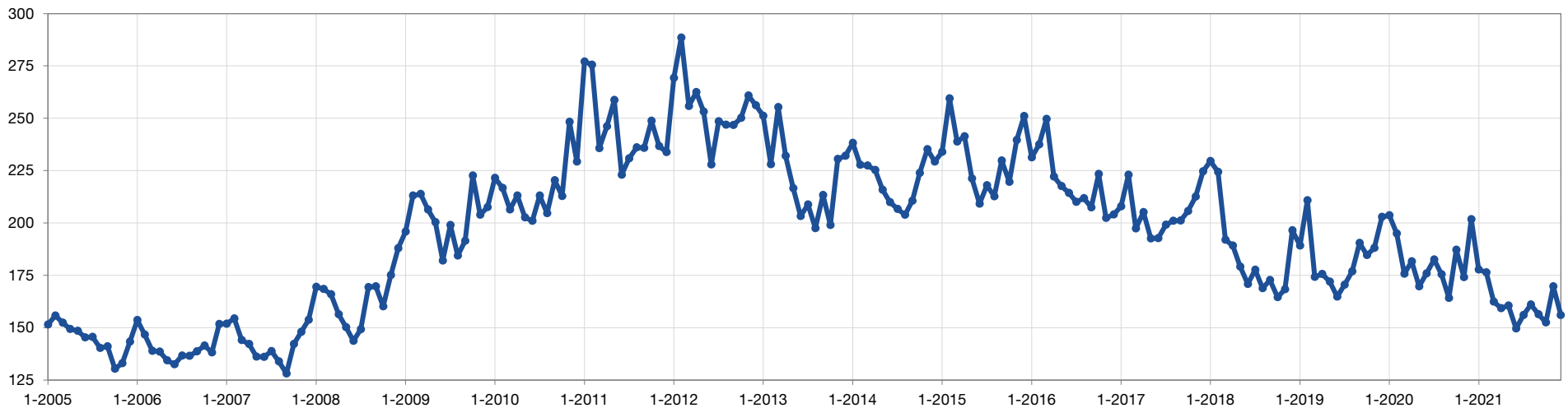


Year to Date



	Affordability Index	Prior Year	Percent Change
January 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	170	174	-2.3%
December 2021	156	202	-22.8%
12-Month Avg	161	182	-11.5%

Historical Housing Affordability Index by Month

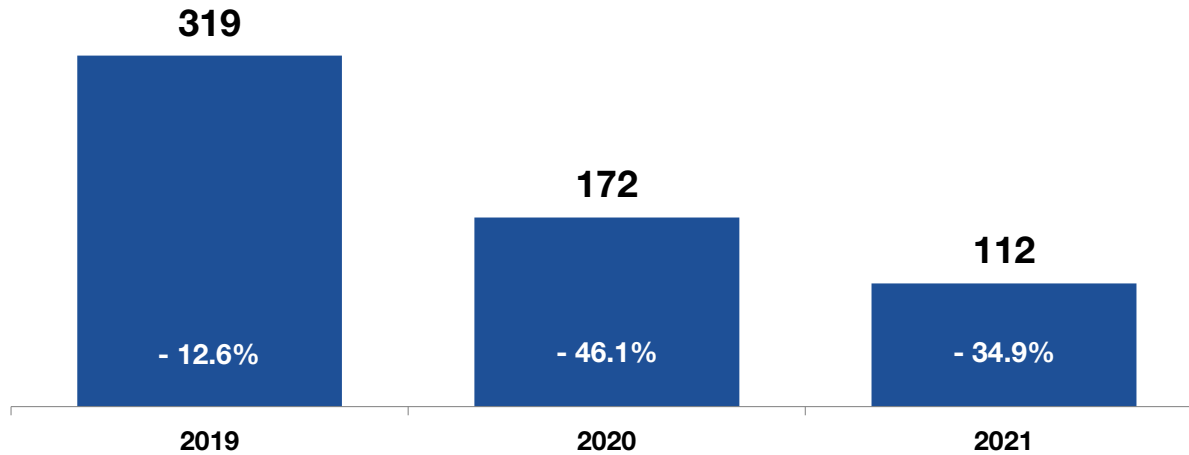


Inventory of Homes for Sale

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

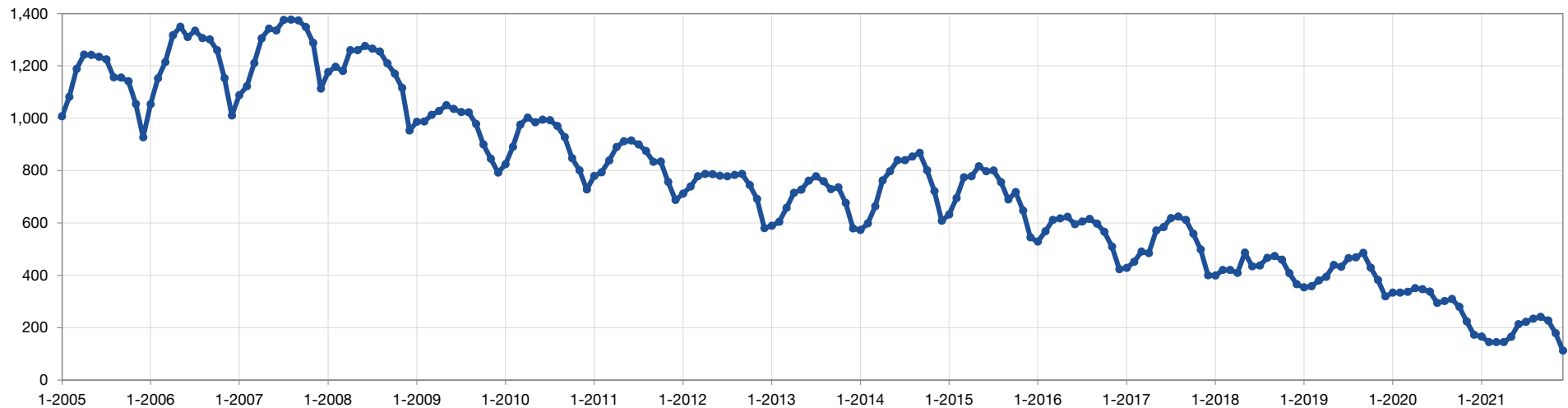


December



	Homes for Sale	Prior Year	Percent Change
January 2021	165	333	-50.5%
February 2021	144	333	-56.8%
March 2021	144	336	-57.1%
April 2021	144	350	-58.9%
May 2021	164	346	-52.6%
June 2021	213	337	-36.8%
July 2021	222	294	-24.5%
August 2021	234	301	-22.3%
September 2021	241	309	-22.0%
October 2021	227	279	-18.6%
November 2021	178	224	-20.5%
December 2021	112	172	-34.9%
12-Month Avg	182	301	-39.5%

Historical Inventory of Homes for Sale by Month

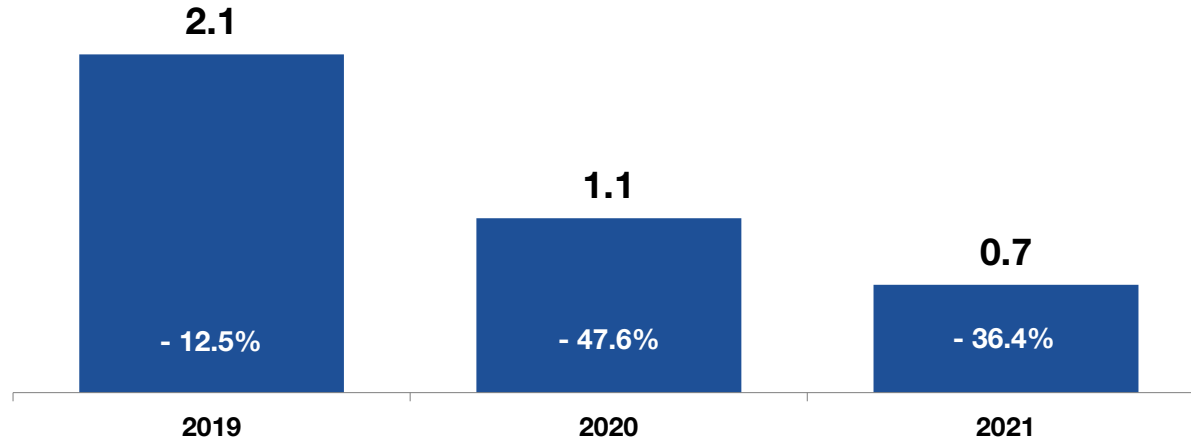


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
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	1.0	2.3	-56.5%
June 2021	1.2	2.3	-47.8%
July 2021	1.3	2.0	-35.0%
August 2021	1.4	2.0	-30.0%
September 2021	1.4	2.0	-30.0%
October 2021	1.3	1.8	-27.8%
November 2021	1.0	1.4	-28.6%
December 2021	0.7	1.1	-36.4%
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	+ / -	12-2020	12-2021	+ / -	12-2020	12-2021	+ / -
Albany	71	63	-11.3%	60	59	-1.7%	\$210,450	\$195,000	-7.3%	7	2	-71.4%	1.4	0.4	-71.9%
Avon	56	65	+16.1%	44	49	+11.4%	\$236,000	\$302,500	+28.2%	4	4	0.0%	1.0	0.9	-7.8%
Clearwater	98	92	-6.1%	91	83	-8.8%	\$248,485	\$284,150	+14.4%	6	5	-16.7%	0.8	0.7	-12.9%
Cold Spring	111	142	+27.9%	118	111	-5.9%	\$243,000	\$279,900	+15.2%	12	19	+58.3%	1.2	1.9	+59.7%
Eden Lake Twp	0	0	--	1	0	-100.0%	\$140,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Eden Valley	22	11	-50.0%	19	10	-47.4%	\$169,000	\$277,450	+64.2%	2	1	-50.0%	1.0	0.5	-45.5%
Fair Haven Twp	2	1	-50.0%	3	1	-66.7%	\$168,900	\$164,900	-2.4%	0	0	--	0.0	0.0	--
Foley	111	90	-18.9%	92	86	-6.5%	\$214,000	\$238,000	+11.2%	7	4	-42.9%	0.9	0.6	-35.6%
Freeport	24	10	-58.3%	23	11	-52.2%	\$200,750	\$299,000	+48.9%	5	2	-60.0%	2.1	1.4	-32.8%
Holdingford	31	18	-41.9%	24	24	0.0%	\$167,450	\$270,000	+61.2%	3	0	-100.0%	1.1	0.0	-100.0%
Kimball	41	54	+31.7%	37	40	+8.1%	\$230,000	\$239,950	+4.3%	6	7	+16.7%	1.8	1.9	+4.6%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$307,500	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	44	53	+20.5%	52	45	-13.5%	\$199,900	\$219,000	+9.6%	2	2	0.0%	0.4	0.5	+30.9%
Paynesville	103	102	-1.0%	89	105	+18.0%	\$201,450	\$210,000	+4.2%	14	5	-64.3%	1.8	0.6	-68.4%
Rice	147	133	-9.5%	119	112	-5.9%	\$235,500	\$261,500	+11.0%	17	14	-17.6%	1.7	1.5	-14.0%
Richmond	107	63	-41.1%	105	60	-42.9%	\$240,000	\$290,000	+20.8%	4	1	-75.0%	0.5	0.2	-63.0%
Rockville	20	27	+35.0%	19	26	+36.8%	\$277,450	\$295,000	+6.3%	2	2	0.0%	0.9	0.8	-10.0%
Sartell	377	375	-0.5%	366	341	-6.8%	\$252,000	\$285,000	+13.1%	22	19	-13.6%	0.7	0.7	-8.6%
Sauk Centre	131	109	-16.8%	122	99	-18.9%	\$193,500	\$239,950	+24.0%	13	6	-53.8%	1.3	0.7	-42.7%
Sauk Rapids	278	252	-9.4%	253	239	-5.5%	\$214,000	\$239,900	+12.1%	17	11	-35.3%	0.8	0.6	-29.6%
Saint Cloud	1,208	1,304	+7.9%	1,084	1,227	+13.2%	\$178,000	\$204,500	+14.9%	113	71	-37.2%	1.2	0.7	-43.2%
Saint Joseph	134	131	-2.2%	123	129	+4.9%	\$219,500	\$235,000	+7.1%	6	5	-16.7%	0.6	0.5	-17.3%
Saint Augusta	64	80	+25.0%	53	64	+20.8%	\$240,500	\$304,500	+26.6%	7	9	+28.6%	1.5	1.5	-4.7%
Waite Park	92	112	+21.7%	85	99	+16.5%	\$165,750	\$178,450	+7.7%	14	6	-57.1%	2.0	0.7	-66.8%
Wakefield Twp	0	1	--	1	1	0.0%	\$287,000	\$380,000	+32.4%	0	0	--	0.0	0.0	--