

Monthly Indicators

February 2022

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

- 24.7% **+ 7.4%** **- 35.9%**

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.



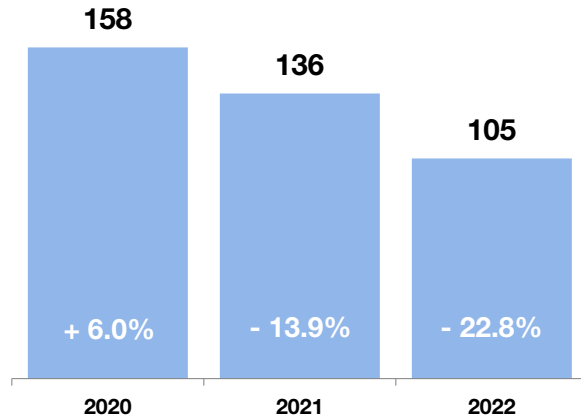
Key Metrics	Historical Sparkbars	2-2021	2-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		136	105	- 22.8%	247	191	- 22.7%
Pending Sales		137	111	- 19.0%	243	190	- 21.8%
Closed Sales		89	67	- 24.7%	186	163	- 12.4%
Days on Market		63	42	- 33.3%	52	36	- 30.8%
Median Sales Price		\$204,500	\$219,625	+ 7.4%	\$205,750	\$235,000	+ 14.2%
Avg. Sales Price		\$229,860	\$241,670	+ 5.1%	\$226,010	\$246,585	+ 9.1%
Pct. of Orig. Price Received		97.2%	99.4%	+ 2.3%	97.6%	99.1%	+ 1.5%
Affordability Index		176	156	- 11.4%	175	146	- 16.6%
Homes for Sale		145	93	- 35.9%	--	--	--
Months Supply		0.9	0.6	- 33.3%	--	--	--

New Listings

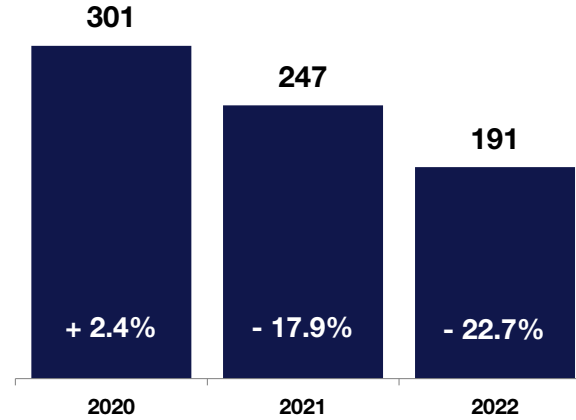
A count of the properties that have been newly listed on the market in a given month.



February

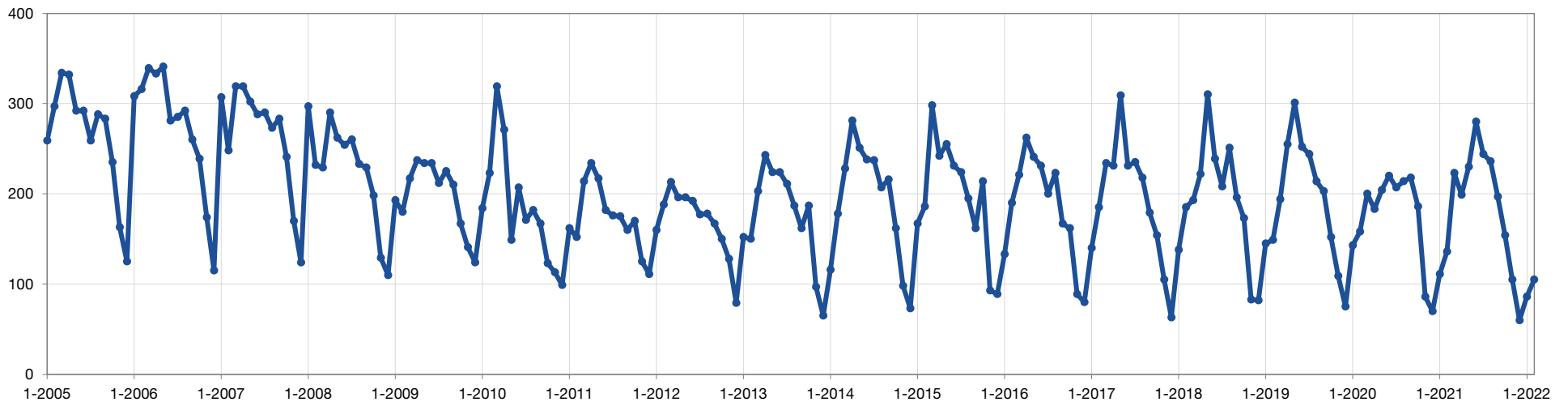


Year to Date



	New Listings	Prior Year	Percent Change
March 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	60	70	-14.3%
January 2022	86	111	-22.5%
February 2022	105	136	-22.8%
12-Month Avg	177	170	+4.1%

Historical New Listings by Month

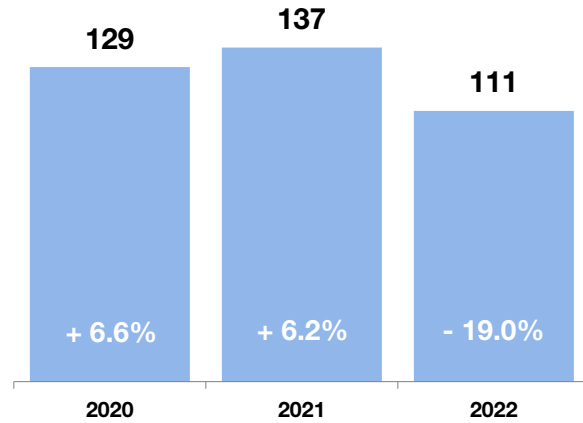


Pending Sales

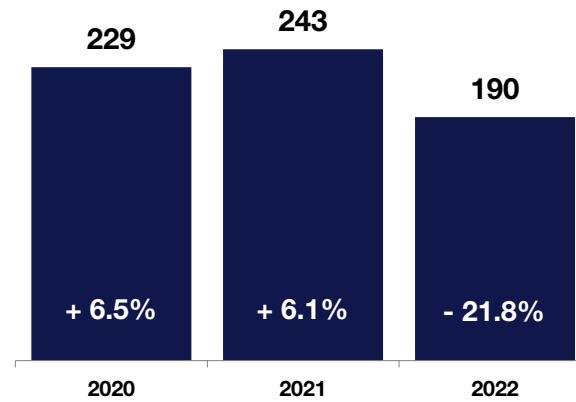
A count of the properties on which offers have been accepted in a given month.



February

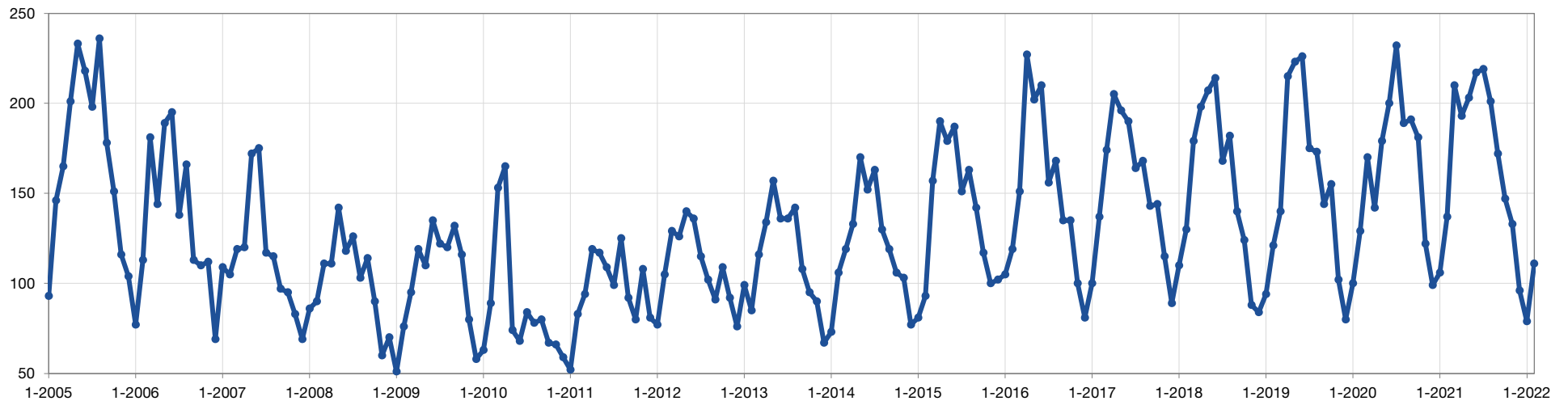


Year to Date



	Pending Sales	Prior Year	Percent Change
March 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	133	122	+9.0%
December 2021	96	99	-3.0%
January 2022	79	106	-25.5%
February 2022	111	137	-19.0%
12-Month Avg	165	162	+1.9%

Historical Pending Sales by Month

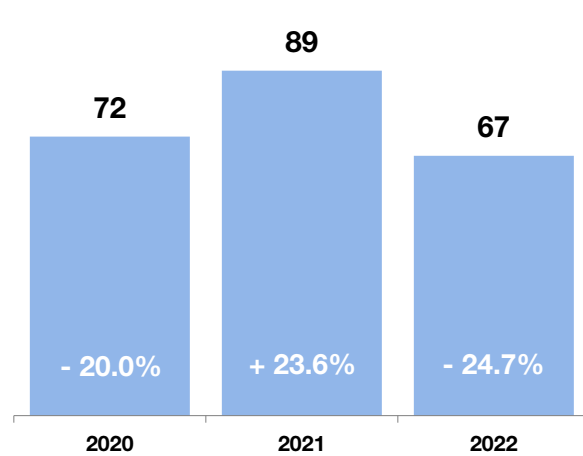


Closed Sales

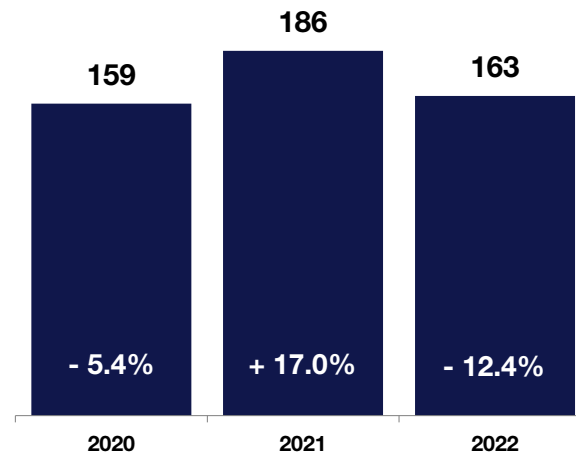
A count of the actual sales that closed in a given month.



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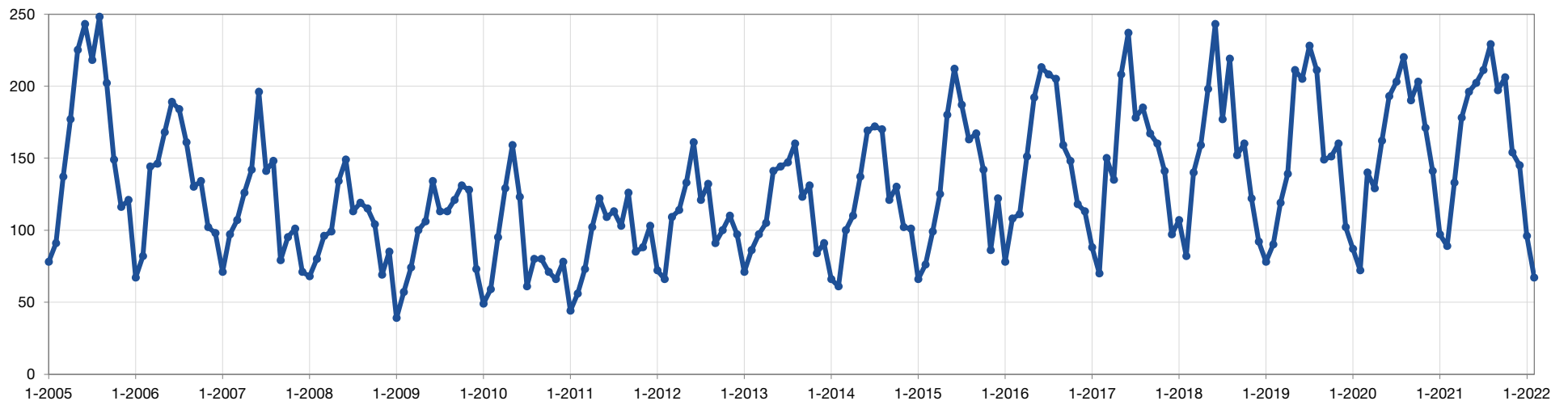


Year to Date



	Closed Sales	Prior Year	Percent Change
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	229	220	+4.1%
September 2021	197	190	+3.7%
October 2021	206	203	+1.5%
November 2021	154	171	-9.9%
December 2021	145	141	+2.8%
January 2022	96	97	-1.0%
February 2022	67	89	-24.7%
12-Month Avg	168	162	+3.7%

Historical Closed Sales by Month

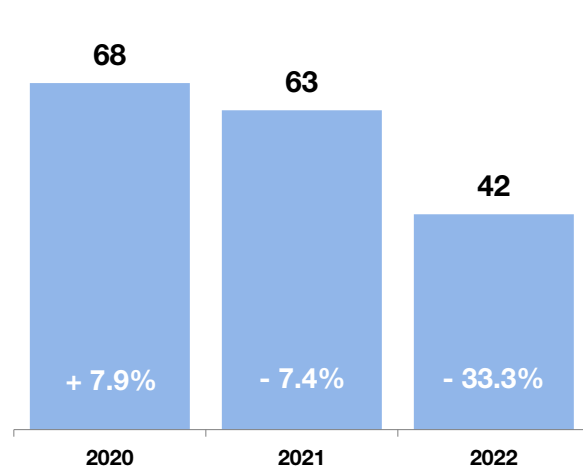


Days on Market Until Sale

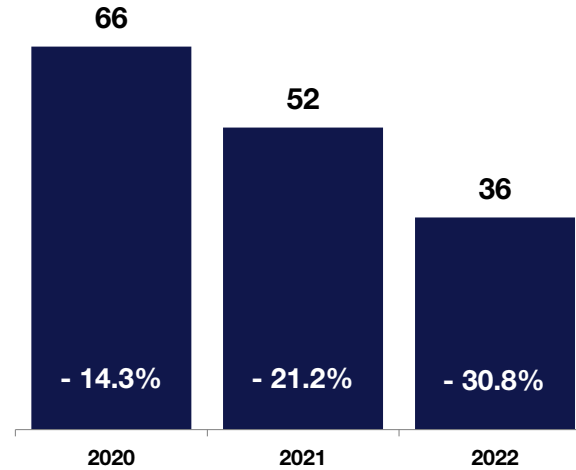
Average number of days between when a property is listed and when an offer is accepted in a given month.



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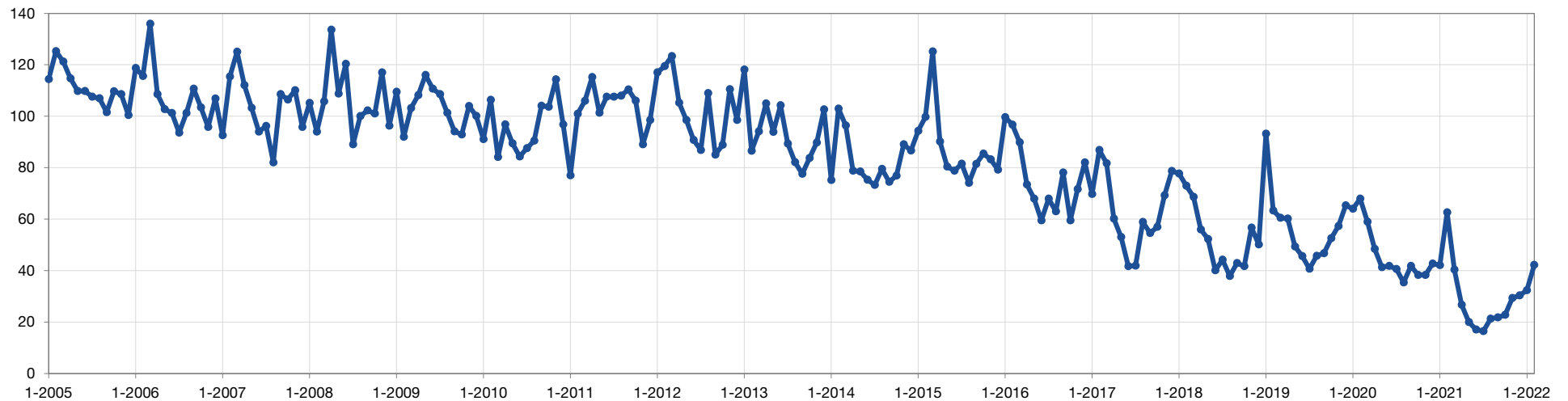


Year to Date



Days on Market		Prior Year	Percent Change
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%
January 2022	32	42	-23.8%
February 2022	42	63	-33.3%
12-Month Avg	27	44	-38.6%

Historical Days on Market Until Sale by Month

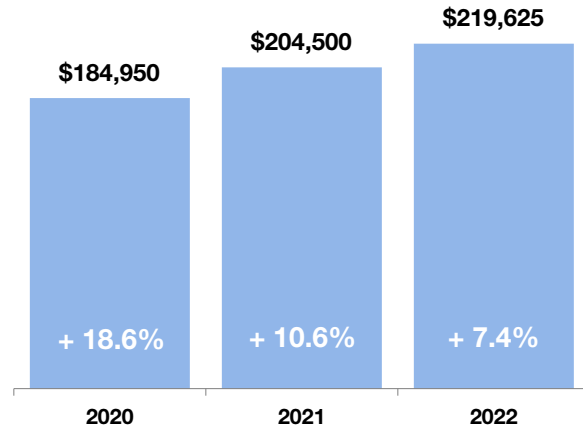


Median Sales Price

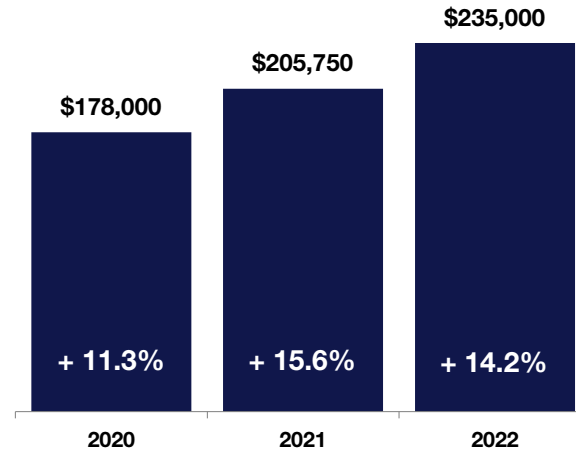
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
March 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	\$229,900	\$189,900	+21.1%
January 2022	\$238,500	\$212,900	+12.0%
February 2022	\$219,625	\$204,500	+7.4%
12-Month Avg	\$231,873	\$208,646	+11.1%

Historical Median Sales Price by Month

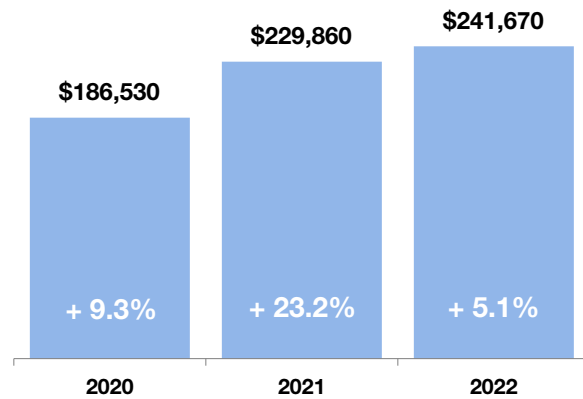


Average Sales Price

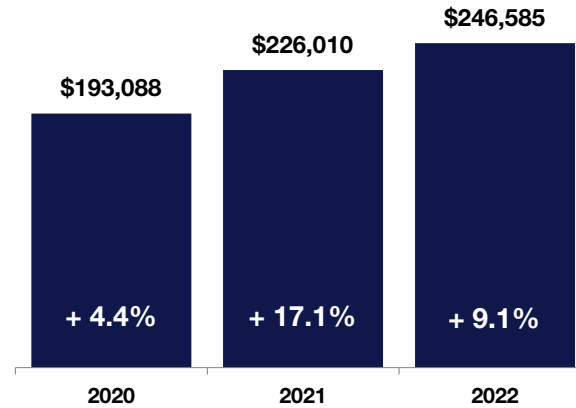
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$261,424	\$231,538	+12.9%
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	\$237,047	\$207,269	+14.4%
January 2022	\$250,015	\$222,477	+12.4%
February 2022	\$241,670	\$229,860	+5.1%
12-Month Avg	\$250,935	\$223,432	+12.3%

Historical Average Sales Price by Month

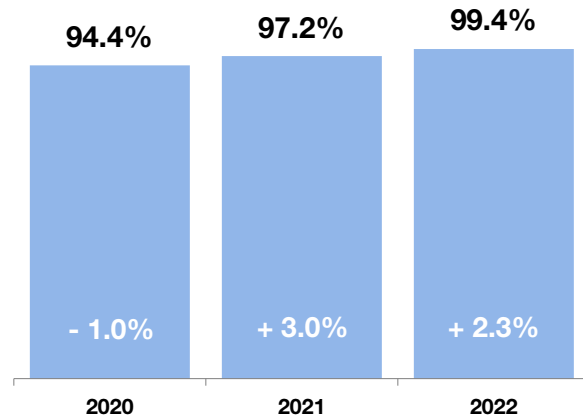


Percent of Original List Price Received

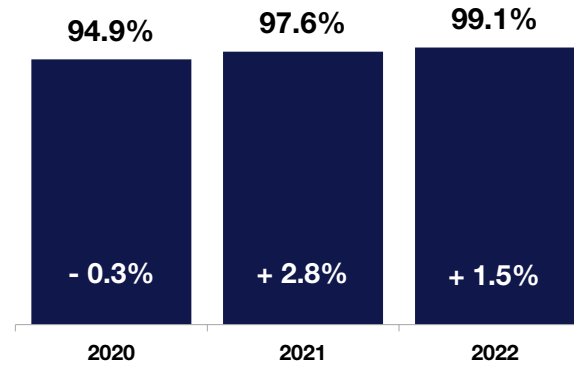


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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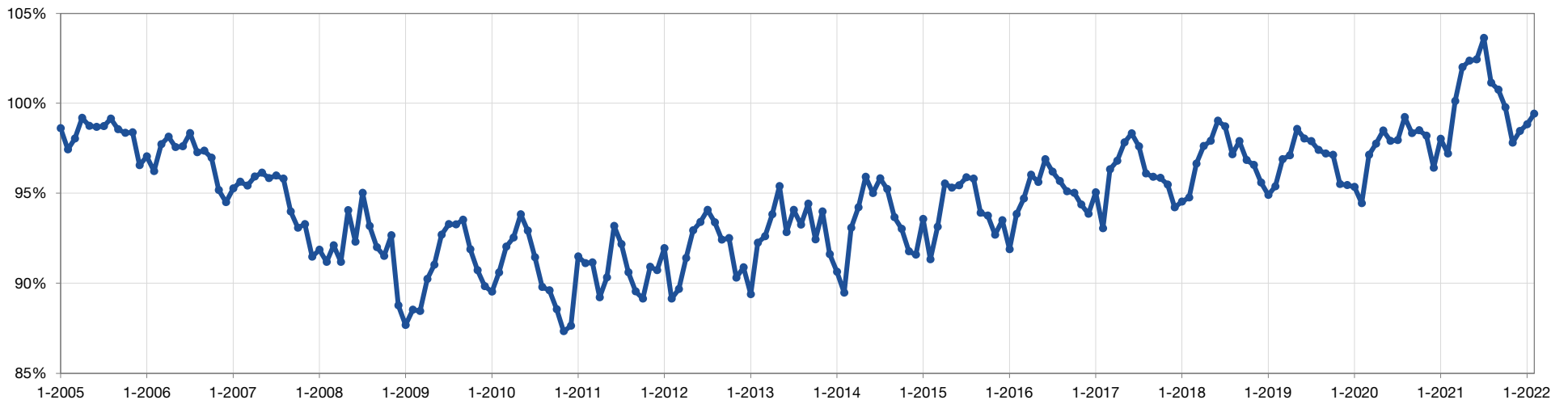


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	98.5%	96.4%	+2.2%
January 2022	98.8%	98.0%	+0.8%
February 2022	99.4%	97.2%	+2.3%
12-Month Avg	100.6%	97.9%	+2.8%

Historical Percent of Original List Price Received by Month

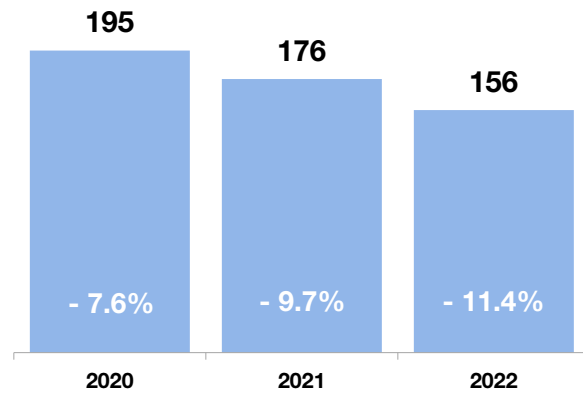


Housing Affordability Index

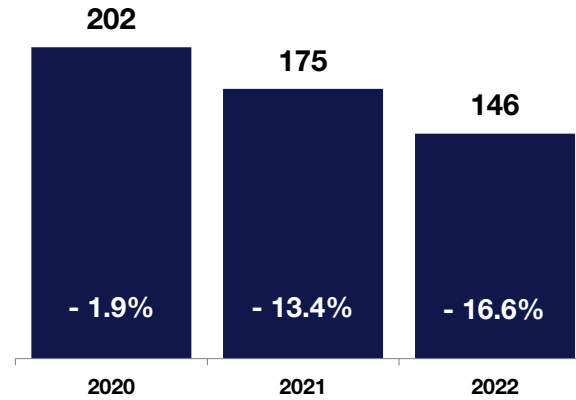


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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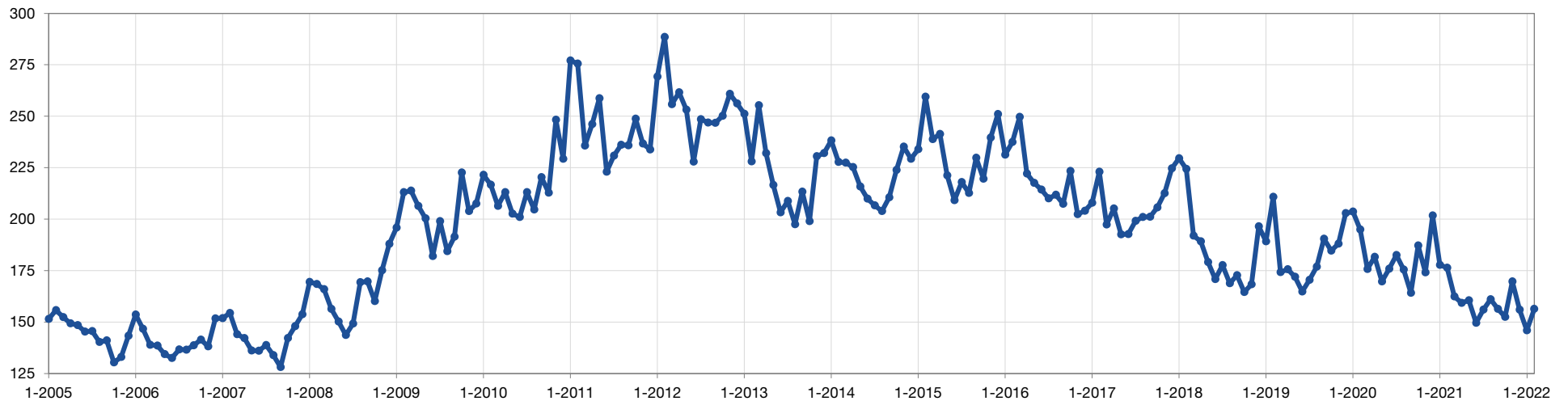


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2022	146	178	-18.0%
February 2022	156	176	-11.4%
12-Month Avg	157	179	-12.3%

Historical Housing Affordability Index by Month

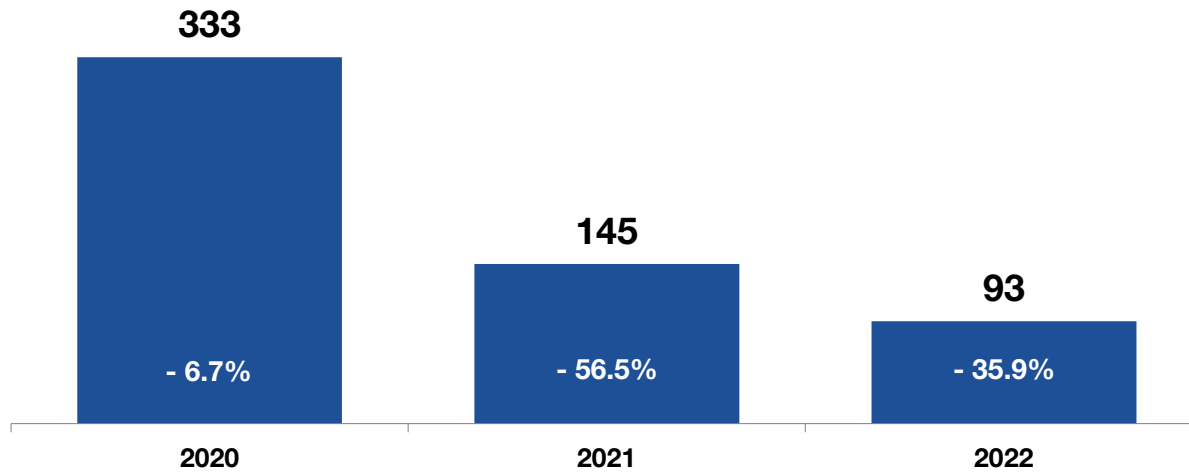


Inventory of Homes for Sale

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

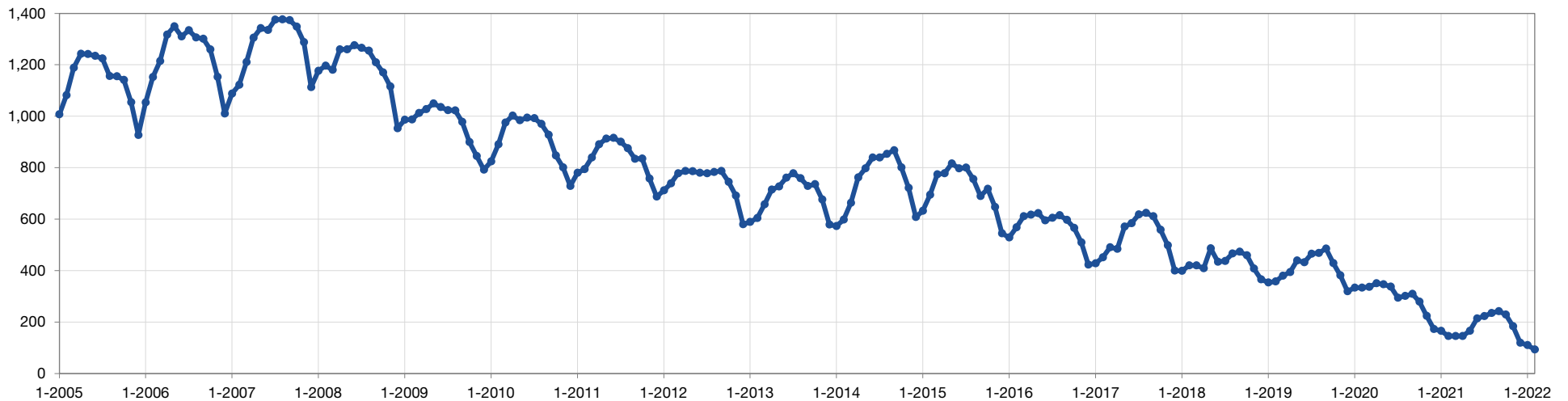


February



Homes for Sale		Prior Year	Percent Change
March 2021	145	336	-56.8%
April 2021	145	350	-58.6%
May 2021	165	346	-52.3%
June 2021	214	337	-36.5%
July 2021	223	294	-24.1%
August 2021	235	301	-21.9%
September 2021	242	309	-21.7%
October 2021	229	279	-17.9%
November 2021	183	224	-18.3%
December 2021	119	172	-30.8%
January 2022	110	165	-33.3%
February 2022	93	145	-35.9%
12-Month Avg	175	272	-35.7%

Historical Inventory of Homes for Sale by Month

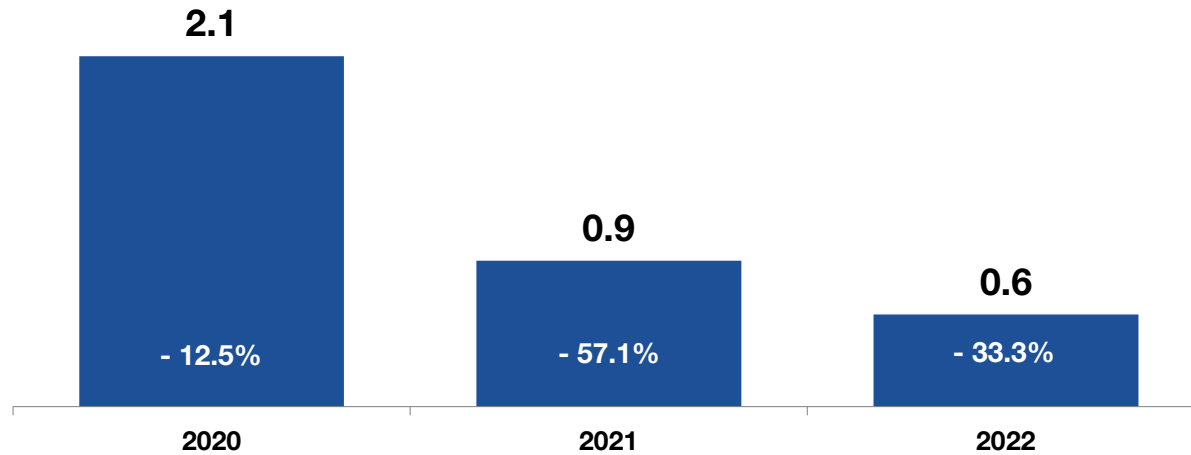


Months Supply of Inventory

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.



February



Months Supply		Prior Year	Percent Change
March 2021	0.9	2.1	-57.1%
April 2021	0.9	2.3	-60.9%
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	1.4	1.8	-22.2%
November 2021	1.1	1.4	-21.4%
December 2021	0.7	1.1	-36.4%
January 2022	0.7	1.0	-30.0%
February 2022	0.6	0.9	-33.3%
12-Month Avg	1.0	1.8	-44.4%

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 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	2-2021	2-2022	+ / -	2-2021	2-2022	+ / -
Albany	8	7	-12.5%	5	6	+20.0%	\$188,000	\$206,500	+9.8%	8	5	-37.5%	1.5	1.0	-32.1%
Avon	6	3	-50.0%	4	8	+100.0%	\$225,000	\$297,750	+32.3%	6	5	-16.7%	1.6	1.2	-27.9%
Clearwater	7	5	-28.6%	3	12	+300.0%	\$370,000	\$318,700	-13.9%	7	2	-71.4%	0.9	0.3	-71.4%
Cold Spring	9	11	+22.2%	9	12	+33.3%	\$225,000	\$283,750	+26.1%	14	16	+14.3%	1.5	1.5	+1.4%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	0	2	--	2	3	+50.0%	\$157,250	\$145,000	-7.8%	0	0	--	0.0	0.0	--
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Foley	8	9	+12.5%	14	8	-42.9%	\$226,069	\$253,500	+12.1%	6	5	-16.7%	0.7	0.7	-4.1%
Freeport	1	1	0.0%	2	1	-50.0%	\$319,950	\$400,000	+25.0%	4	3	-25.0%	1.8	1.9	+2.3%
Holdingford	2	3	+50.0%	6	2	-66.7%	\$241,250	\$247,950	+2.8%	0	0	--	0.0	0.0	--
Kimball	4	5	+25.0%	3	11	+266.7%	\$187,000	\$299,000	+59.9%	6	4	-33.3%	1.8	1.0	-45.1%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	3	1	-66.7%	3	4	+33.3%	\$185,000	\$218,000	+17.8%	2	1	-50.0%	0.5	0.3	-47.9%
Paynesville	9	2	-77.8%	7	9	+28.6%	\$205,000	\$234,750	+14.5%	12	1	-91.7%	1.5	0.1	-92.1%
Rice	21	8	-61.9%	10	7	-30.0%	\$219,188	\$245,000	+11.8%	19	10	-47.4%	1.9	1.1	-40.4%
Richmond	4	7	+75.0%	4	2	-50.0%	\$199,201	\$449,350	+125.6%	4	3	-25.0%	0.4	0.6	+27.1%
Rockville	2	5	+150.0%	2	2	0.0%	\$244,000	\$235,000	-3.7%	1	3	+200.0%	0.5	1.2	+152.0%
Sartell	56	24	-57.1%	26	22	-15.4%	\$264,200	\$345,700	+30.8%	32	20	-37.5%	1.0	0.8	-27.5%
Sauk Centre	15	11	-26.7%	5	7	+40.0%	\$194,000	\$182,500	-5.9%	13	7	-46.2%	1.2	0.9	-30.1%
Sauk Rapids	28	24	-14.3%	24	24	0.0%	\$228,050	\$268,000	+17.5%	12	7	-41.7%	0.5	0.4	-35.0%
Saint Cloud	136	130	-4.4%	114	96	-15.8%	\$165,000	\$201,950	+22.4%	80	60	-25.0%	0.9	0.6	-30.2%
Saint Joseph	17	5	-70.6%	13	6	-53.8%	\$239,000	\$266,500	+11.5%	12	2	-83.3%	1.2	0.2	-84.0%
Saint Augusta	2	13	+550.0%	3	8	+166.7%	\$290,000	\$319,000	+10.0%	7	10	+42.9%	1.6	1.4	-11.6%
Waite Park	10	8	-20.0%	9	15	+66.7%	\$173,500	\$175,000	+0.9%	9	4	-55.6%	1.3	0.5	-65.3%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--