



# Monthly Indicators

## March 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

**- 16.5%**      **+ 8.1%**      **- 17.0%**

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One-Year Change in <b>Closed Sales</b>	One-Year Change in <b>Median Sales Price</b>	One-Year Change in <b>Homes for Sale</b>
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# Activity Overview

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



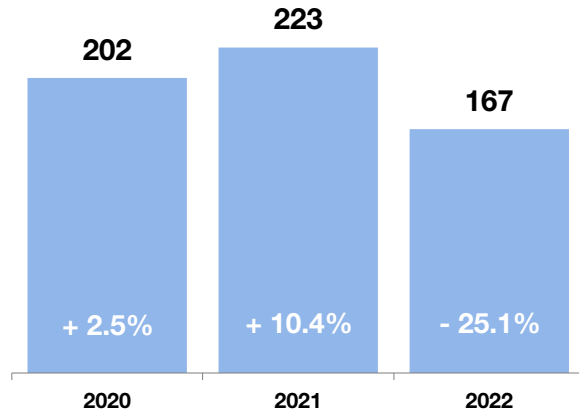
Key Metrics	Historical Sparkbars	3-2021	3-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		223	<b>167</b>	- 25.1%	470	<b>362</b>	- 23.0%
<b>Pending Sales</b>		210	<b>132</b>	- 37.1%	453	<b>321</b>	- 29.1%
<b>Closed Sales</b>		133	<b>111</b>	- 16.5%	319	<b>276</b>	- 13.5%
<b>Days on Market</b>		40	<b>33</b>	- 17.5%	47	<b>37</b>	- 21.3%
<b>Median Sales Price</b>		\$222,000	<b>\$240,000</b>	+ 8.1%	\$216,500	<b>\$235,000</b>	+ 8.5%
<b>Avg. Sales Price</b>		\$238,083	<b>\$249,354</b>	+ 4.7%	\$230,999	<b>\$246,908</b>	+ 6.9%
<b>Pct. of Orig. Price Received</b>		100.1%	<b>100.3%</b>	+ 0.2%	98.7%	<b>99.6%</b>	+ 0.9%
<b>Affordability Index</b>		162	<b>130</b>	- 19.8%	167	<b>133</b>	- 20.4%
<b>Homes for Sale</b>		147	<b>122</b>	- 17.0%	--	--	--
<b>Months Supply</b>		0.9	<b>0.8</b>	- 11.1%	--	--	--

# New Listings

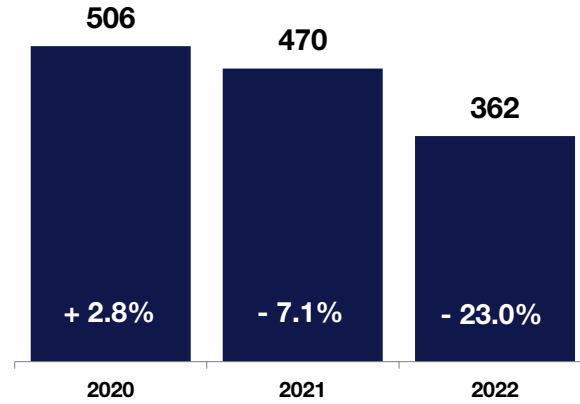
A count of the properties that have been newly listed on the market in a given month.



## March

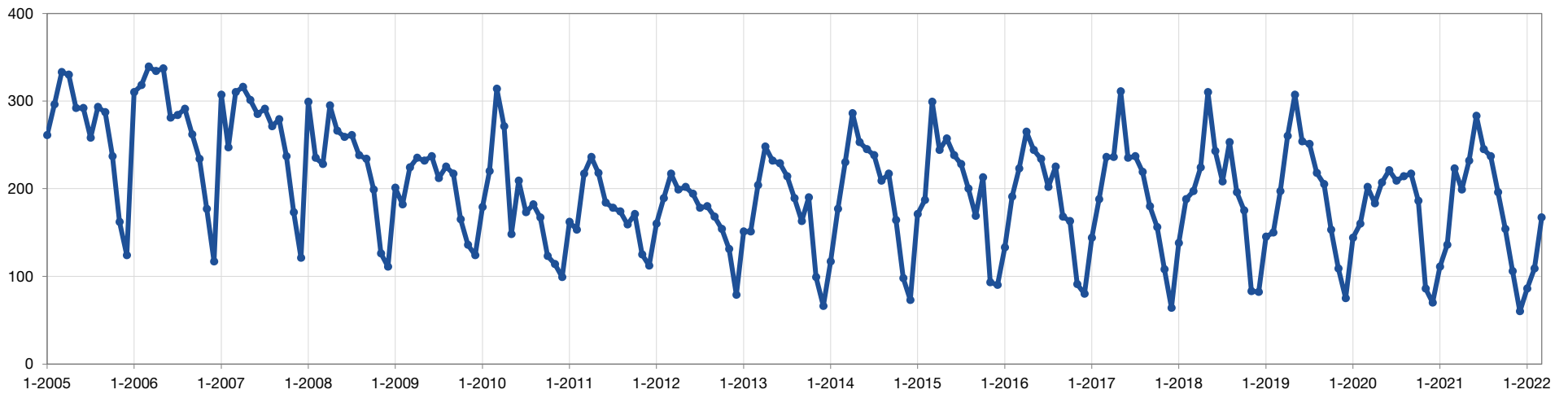


## Year to Date



New Listings	Prior Year	Percent Change
April 2021	199	183 +8.7%
May 2021	232	207 +12.1%
June 2021	283	221 +28.1%
July 2021	245	209 +17.2%
August 2021	237	214 +10.7%
September 2021	196	217 -9.7%
October 2021	154	186 -17.2%
November 2021	106	86 +23.3%
December 2021	60	70 -14.3%
January 2022	86	111 -22.5%
February 2022	109	136 -19.9%
<b>March 2022</b>	<b>167</b>	<b>223 -25.1%</b>
12-Month Avg	173	172 +0.6%

## Historical New Listings by Month

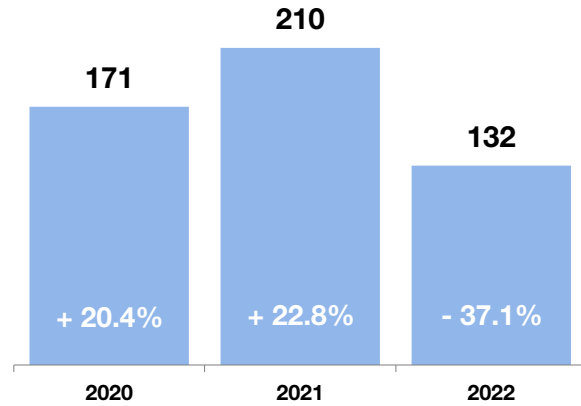


# Pending Sales

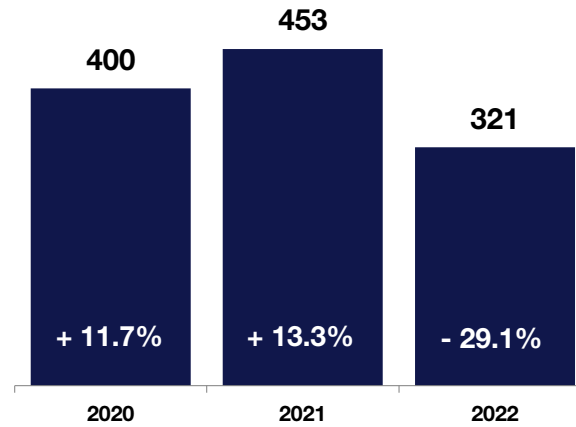
A count of the properties on which offers have been accepted in a given month.



## March

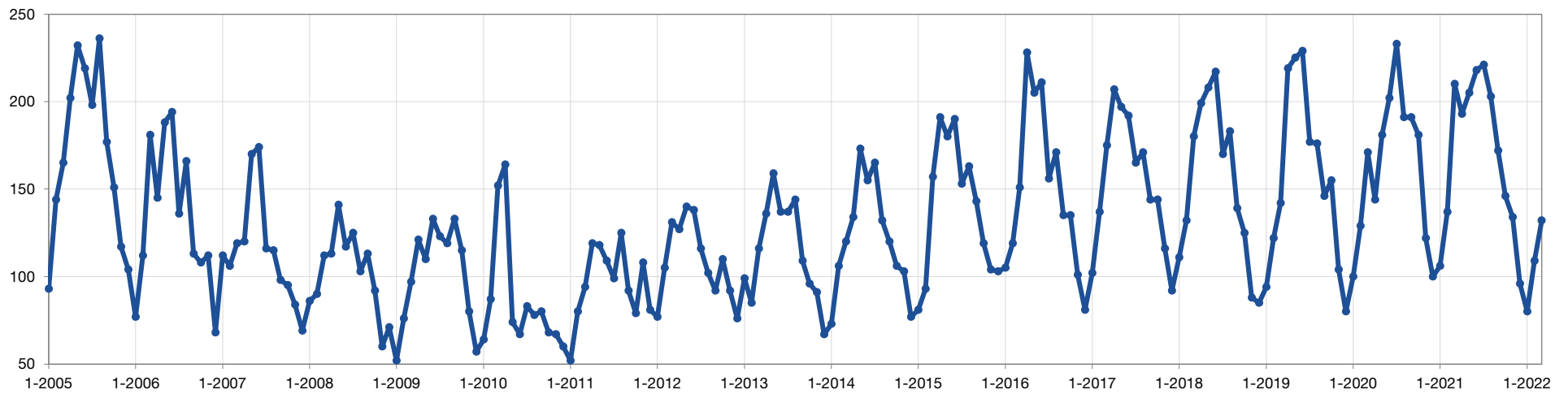


## Year to Date



Pending Sales	Prior Year	Percent Change
April 2021	193	144 +34.0%
May 2021	205	181 +13.3%
June 2021	218	202 +7.9%
July 2021	221	233 -5.2%
August 2021	203	191 +6.3%
September 2021	172	191 -9.9%
October 2021	146	181 -19.3%
November 2021	134	122 +9.8%
December 2021	96	100 -4.0%
January 2022	80	106 -24.5%
February 2022	109	137 -20.4%
<b>March 2022</b>	<b>132</b>	<b>210 -37.1%</b>
12-Month Avg	159	167 -4.8%

## Historical Pending Sales by Month

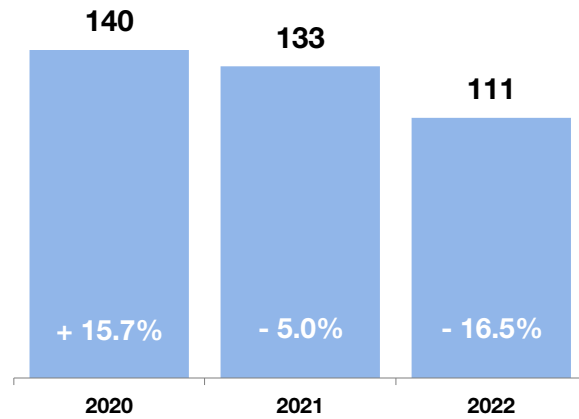


# Closed Sales

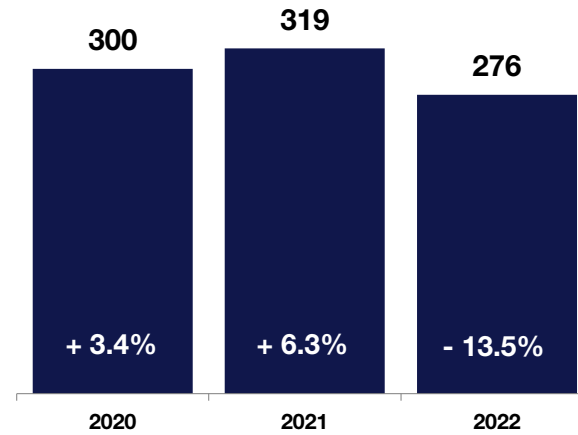
A count of the actual sales that closed in a given month.



## March

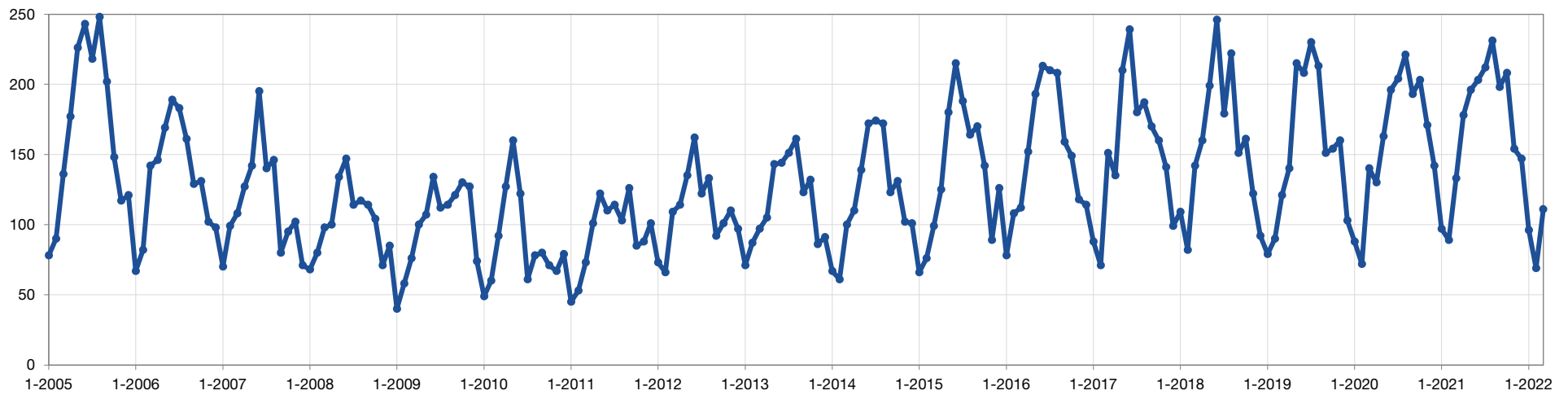


## Year to Date



Closed Sales	Prior Year	Percent Change	
April 2021	178	130	+36.9%
May 2021	196	163	+20.2%
June 2021	203	196	+3.6%
July 2021	212	204	+3.9%
August 2021	231	221	+4.5%
September 2021	198	193	+2.6%
October 2021	208	203	+2.5%
November 2021	154	171	-9.9%
December 2021	147	142	+3.5%
January 2022	96	97	-1.0%
February 2022	69	89	-22.5%
<b>March 2022</b>	<b>111</b>	<b>133</b>	<b>-16.5%</b>
12-Month Avg	167	162	+3.1%

## Historical Closed Sales by Month

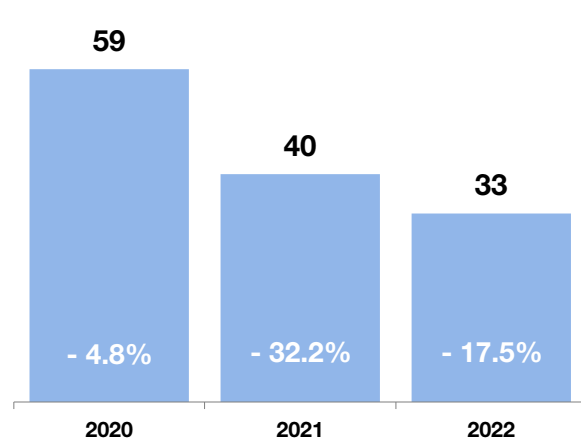


# Days on Market Until Sale

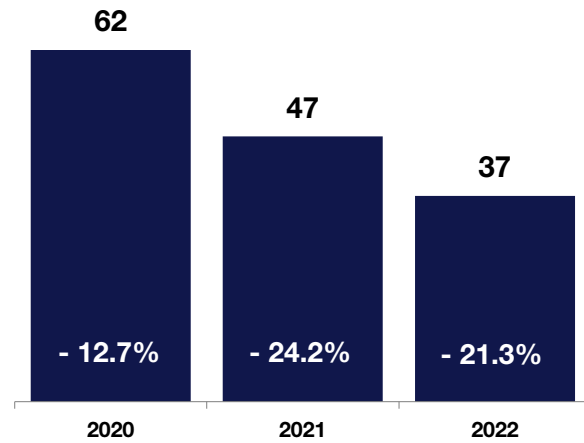
Average number of days between when a property is listed and when an offer is accepted in a given month.



## March

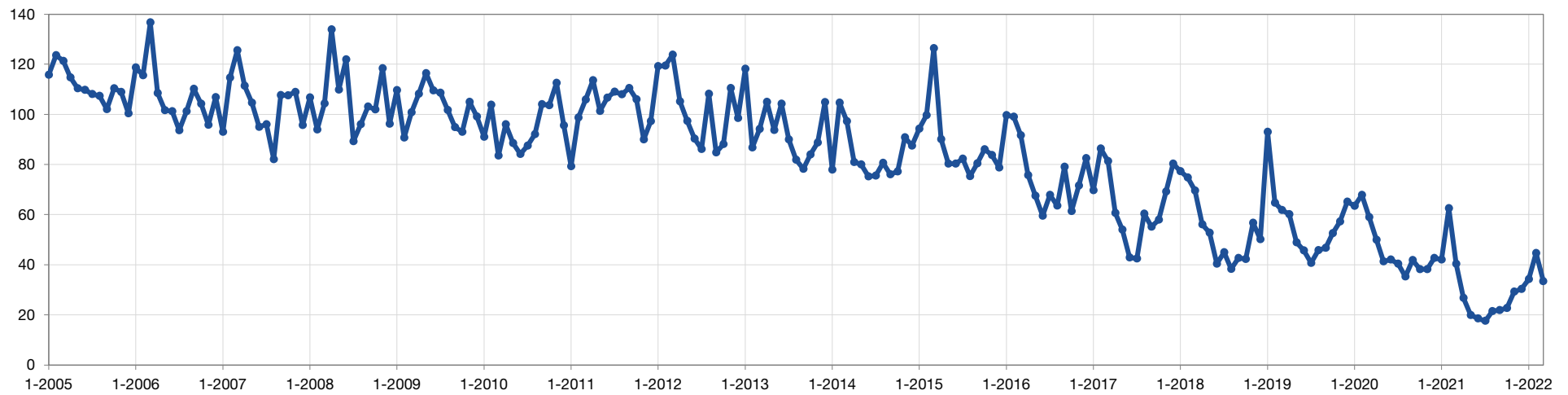


## Year to Date



Days on Market	Prior Year	Percent Change	
April 2021	27	50	-46.0%
May 2021	20	41	-51.2%
June 2021	19	42	-54.8%
July 2021	18	40	-55.0%
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	34	42	-19.0%
February 2022	45	63	-28.6%
<b>March 2022</b>	<b>33</b>	<b>40</b>	<b>-17.5%</b>
12-Month Avg	27	43	-37.2%

## Historical Days on Market Until Sale by Month

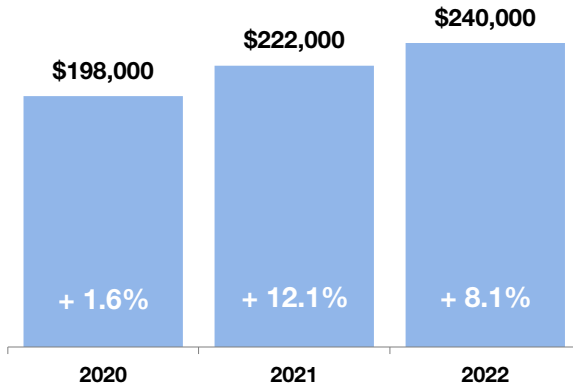


# Median Sales Price

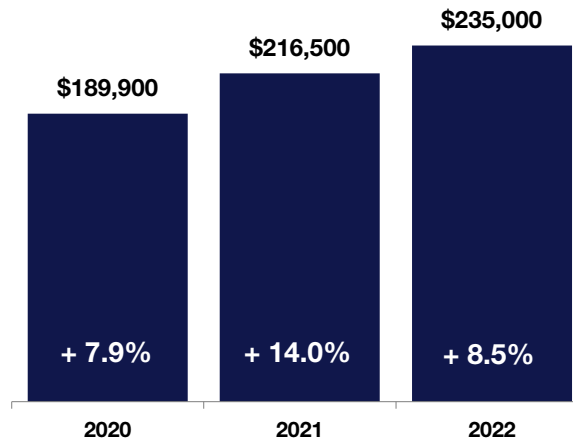
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## March

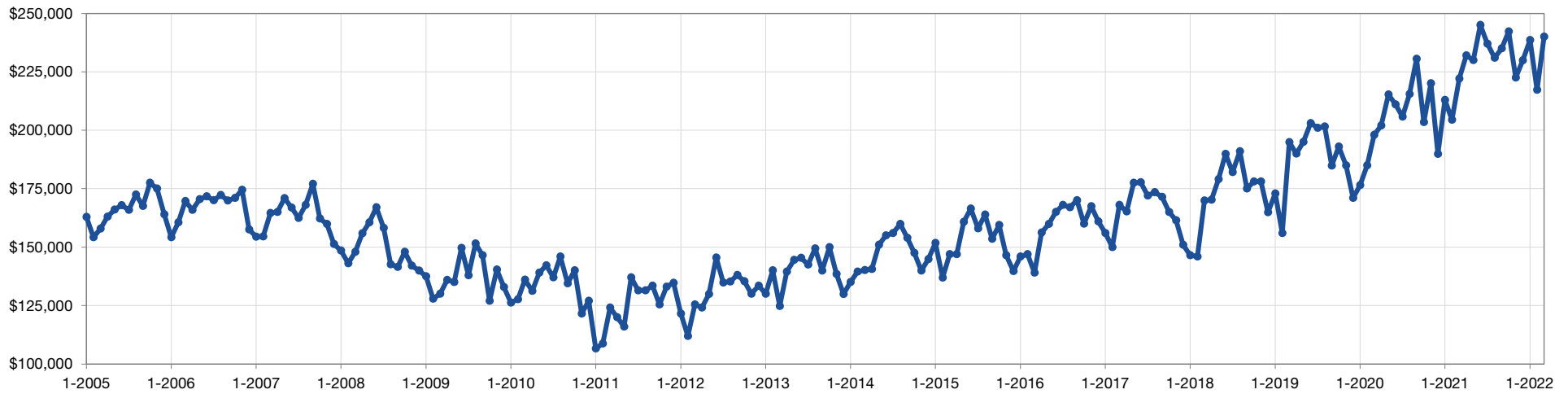


## Year to Date



	Median Sales Price	Prior Year	Percent Change
April 2021	\$232,000	\$202,000	+14.9%
May 2021	\$230,000	\$215,200	+6.9%
June 2021	\$245,000	\$211,000	+16.1%
July 2021	\$237,000	\$205,750	+15.2%
August 2021	\$231,000	\$215,500	+7.2%
September 2021	\$235,000	\$230,500	+2.0%
October 2021	\$242,250	\$203,450	+19.1%
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	\$217,313	\$204,500	+6.3%
<b>March 2022</b>	<b>\$240,000</b>	<b>\$222,000</b>	<b>+8.1%</b>
12-Month Avg	\$233,368	\$211,058	+10.6%

## Historical Median Sales Price by Month

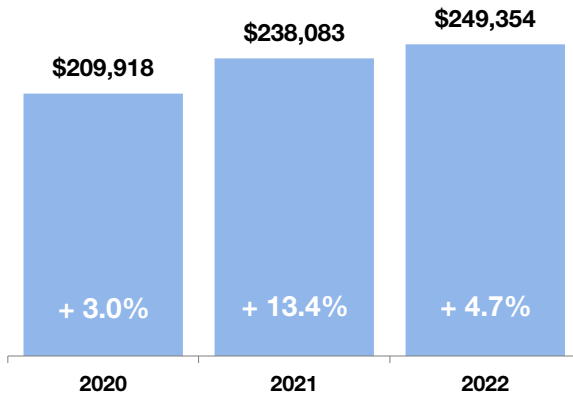


# Average Sales Price

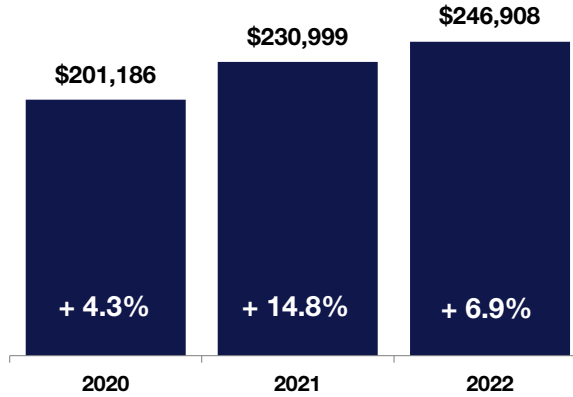
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## March

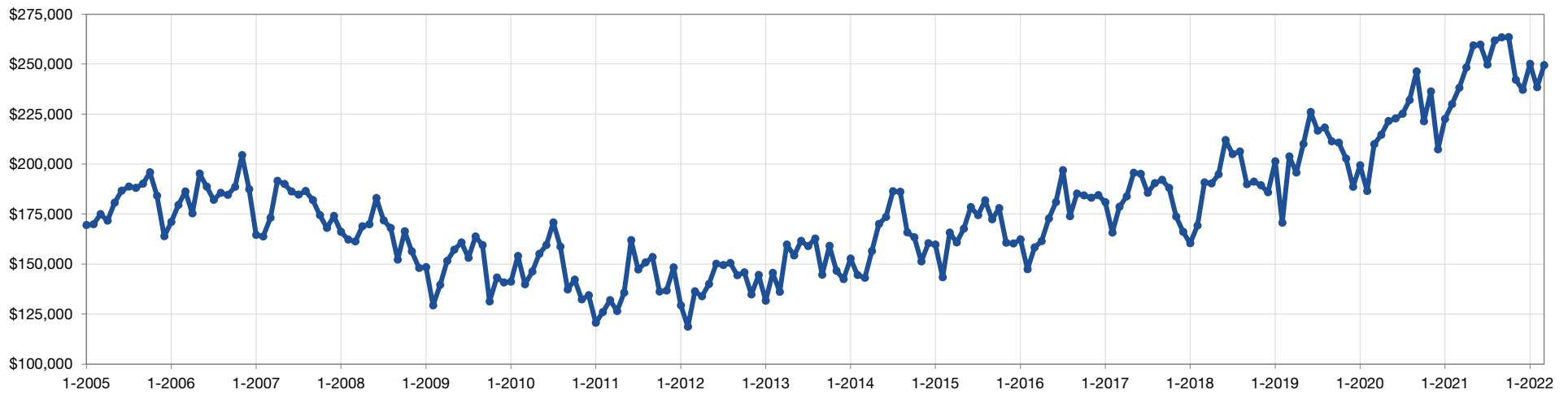


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
April 2021	\$248,302	\$214,552	+15.7%
May 2021	\$259,337	\$221,508	+17.1%
June 2021	\$259,663	\$222,785	+16.6%
July 2021	\$249,660	\$225,105	+10.9%
August 2021	\$261,755	\$231,928	+12.9%
September 2021	\$263,260	\$246,279	+6.9%
October 2021	\$263,386	\$221,315	+19.0%
November 2021	\$242,115	\$236,301	+2.5%
December 2021	\$237,088	\$207,269	+14.4%
January 2022	\$250,015	\$222,477	+12.4%
February 2022	\$238,349	\$229,860	+3.7%
<b>March 2022</b>	<b>\$249,354</b>	<b>\$238,083</b>	<b>+4.7%</b>
12-Month Avg	\$251,857	\$226,455	+11.2%

## Historical Average Sales Price by Month



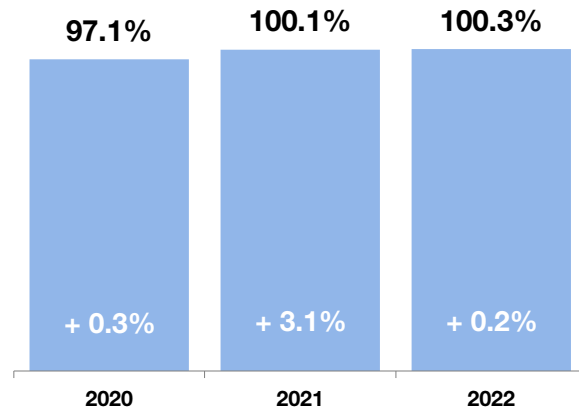


# Percent of Original List Price Received

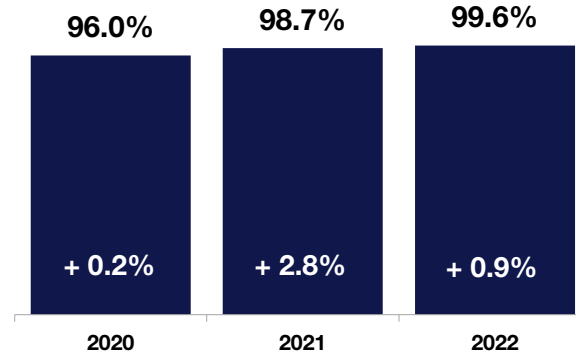


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## March

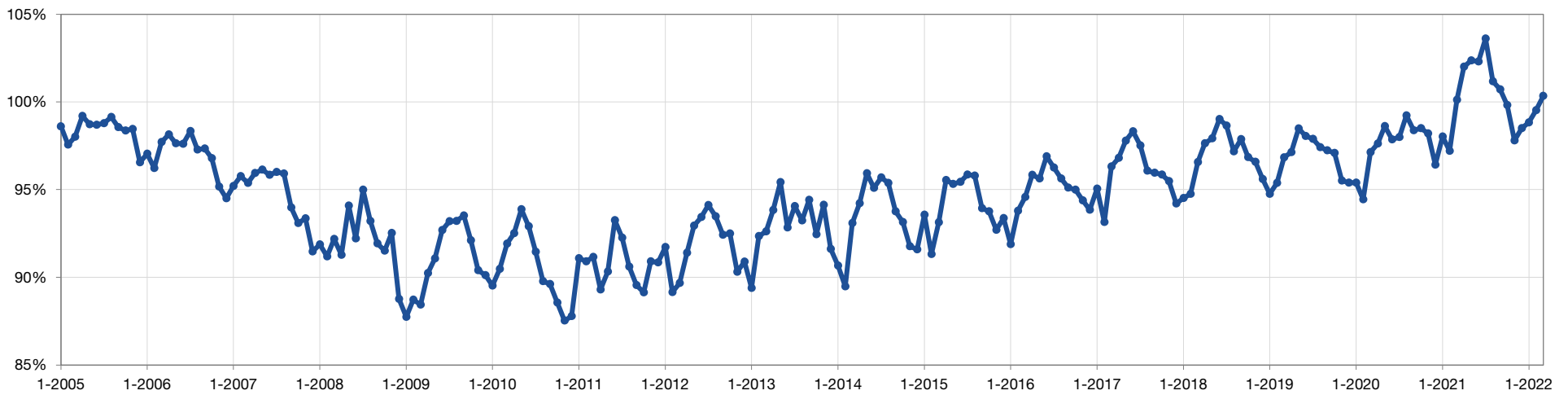


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 2021	102.0%	97.6%	+4.5%
May 2021	102.4%	98.6%	+3.9%
June 2021	102.3%	97.9%	+4.5%
July 2021	103.6%	98.0%	+5.7%
August 2021	101.2%	99.2%	+2.0%
September 2021	100.7%	98.4%	+2.3%
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	99.5%	97.2%	+2.4%
<b>March 2022</b>	<b>100.3%</b>	<b>100.1%</b>	<b>+0.2%</b>
12-Month Avg	100.6%	98.2%	+2.4%

## Historical Percent of Original List Price Received by Month

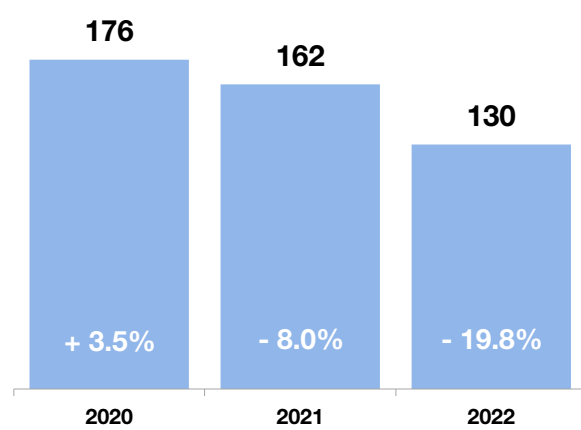


# Housing Affordability Index

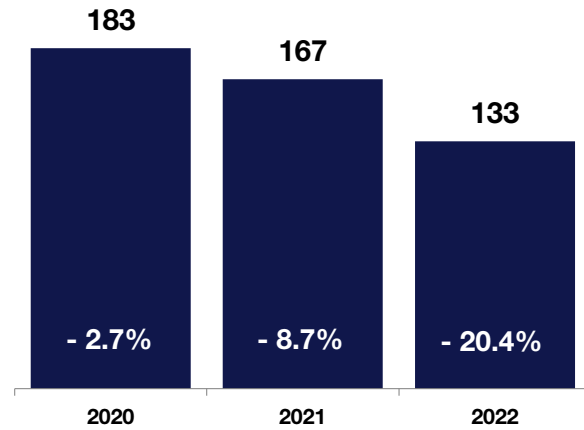


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## March



## Year to Date



Affordability Index	Prior Year	Percent Change	
April 2021	159	181	-12.2%
May 2021	161	169	-4.7%
June 2021	150	175	-14.3%
July 2021	156	182	-14.3%
August 2021	160	175	-8.6%
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	158	176	-10.2%
<b>March 2022</b>	<b>130</b>	<b>162</b>	<b>-19.8%</b>
12-Month Avg	154	177	-13.0%

## Historical Housing Affordability Index by Month

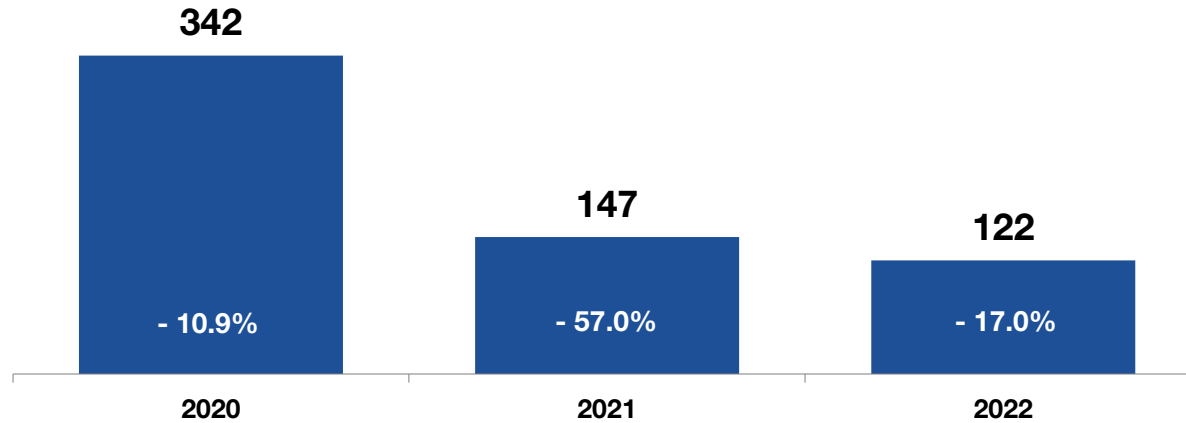


# Inventory of Homes for Sale

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

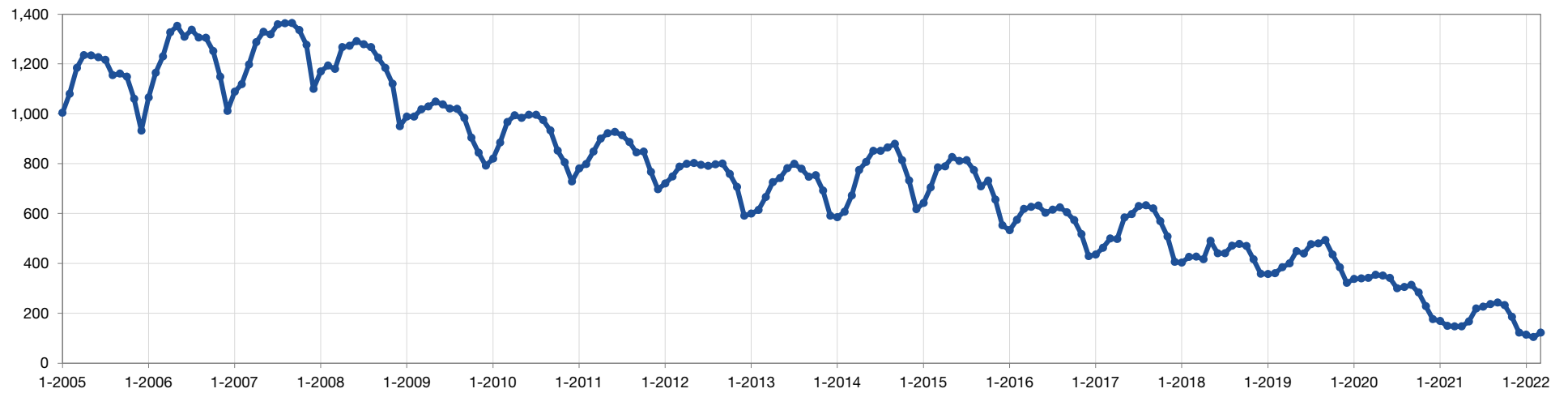


## March



Homes for Sale		Prior Year	Percent Change
April 2021	147	354	-58.5%
May 2021	167	351	-52.4%
June 2021	219	341	-35.8%
July 2021	226	300	-24.7%
August 2021	236	305	-22.6%
September 2021	243	313	-22.4%
October 2021	232	283	-18.0%
November 2021	186	228	-18.4%
December 2021	122	176	-30.7%
January 2022	114	169	-32.5%
February 2022	104	149	-30.2%
<b>March 2022</b>	<b>122</b>	<b>147</b>	<b>-17.0%</b>
12-Month Avg	177	260	-31.9%

## Historical Inventory of Homes for Sale by Month

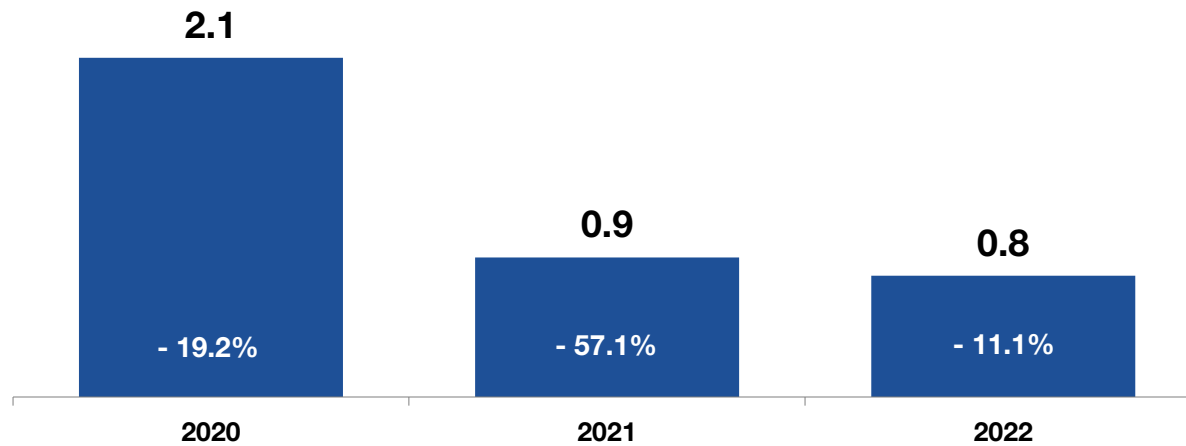


# Months Supply of Inventory

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 2021	0.9	2.3	-60.9%
May 2021	1.0	2.4	-58.3%
June 2021	1.3	2.3	-43.5%
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%
<b>March 2022</b>	<b>0.8</b>	<b>0.9</b>	<b>-11.1%</b>
12-Month Avg	1.0	1.7	-41.2%

## 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	+ / -	3-2021	3-2022	+ / -	3-2021	3-2022	+ / -
Albany	15	9	-40.0%	12	15	+25.0%	\$177,950	\$180,000	+1.2%	37	32	-13.5%	5.6	5.8	+3.5%
Avon	11	20	+81.8%	8	15	+87.5%	\$170,000	\$235,000	+38.2%	19	53	+178.9%	3.8	9.8	+157.5%
Clearwater	29	25	-13.8%	11	19	+72.7%	\$284,900	\$318,500	+11.8%	29	32	+10.3%	2.8	3.9	+38.2%
Cold Spring	34	25	-26.5%	11	21	+90.9%	\$225,000	\$270,000	+20.0%	97	78	-19.6%	8.5	6.3	-26.1%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	2	8	+300.0%	3	4	+33.3%	\$129,500	\$145,000	+12.0%	8	18	+125.0%	2.8	8.6	+212.1%
Fair Haven Twp	0	1	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Foley	29	19	-34.5%	27	17	-37.0%	\$188,000	\$247,000	+31.4%	22	9	-59.1%	2.0	1.0	-47.8%
Freeport	3	3	0.0%	4	2	-50.0%	\$319,950	\$287,500	-10.1%	7	1	-85.7%	3.1	0.4	-88.7%
Holdingford	9	4	-55.6%	9	4	-55.6%	\$260,000	\$209,950	-19.3%	13	3	-76.9%	4.2	1.1	-72.9%
Kimball	12	11	-8.3%	13	15	+15.4%	\$22,000	\$292,000	#####	24	14	-41.7%	3.9	2.9	-25.2%
Maine Prairie Twp	0	0	--	1	0	-100.0%	\$420,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	10	9	-10.0%	6	7	+16.7%	\$211,881	\$185,000	-12.7%	12	15	+25.0%	1.9	2.6	+34.3%
Paynesville	30	30	0.0%	38	12	-68.4%	\$101,500	\$229,000	+125.6%	34	32	-5.9%	3.0	3.5	+18.3%
Rice	38	23	-39.5%	18	14	-22.2%	\$242,500	\$277,575	+14.5%	33	21	-36.4%	2.7	2.3	-15.2%
Richmond	17	17	0.0%	10	6	-40.0%	\$201,851	\$320,000	+58.5%	37	13	-64.9%	3.4	2.1	-37.3%
Rockville	3	12	+300.0%	3	4	+33.3%	\$285,000	\$235,000	-17.5%	3	7	+133.3%	1.9	3.3	+76.8%
Sartell	109	66	-39.4%	57	38	-33.3%	\$255,000	\$342,500	+34.3%	201	144	-28.4%	6.1	5.4	-11.5%
Sauk Centre	39	27	-30.8%	16	12	-25.0%	\$182,000	\$224,950	+23.6%	51	38	-25.5%	4.0	4.3	+7.9%
Sauk Rapids	74	67	-9.5%	47	46	-2.1%	\$223,050	\$250,000	+12.1%	67	70	+4.5%	2.5	3.4	+34.8%
Saint Cloud	321	263	-18.1%	222	202	-9.0%	\$168,250	\$190,000	+12.9%	210	199	-5.2%	2.0	1.9	-9.2%
Saint Joseph	62	50	-19.4%	20	16	-20.0%	\$228,750	\$275,000	+20.2%	61	51	-16.4%	5.7	4.6	-19.5%
Saint Augusta	13	25	+92.3%	4	17	+325.0%	\$282,500	\$304,900	+7.9%	17	18	+5.9%	3.9	2.4	-38.1%
Waite Park	28	27	-3.6%	19	19	0.0%	\$173,500	\$175,000	+0.9%	26	21	-19.2%	3.2	2.3	-28.1%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--