

Monthly Indicators

May 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

- 23.5% **+ 15.8%** **+ 9.5%**

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.



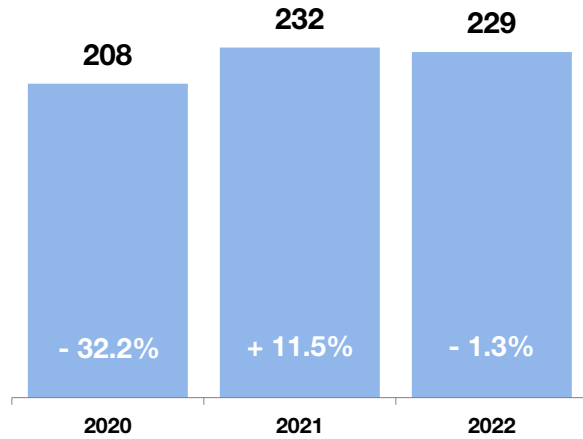
Key Metrics	Historical Sparkbars	5-2021	5-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		232	229	- 1.3%	901	794	- 11.9%
Pending Sales		205	172	- 16.1%	851	665	- 21.9%
Closed Sales		196	150	- 23.5%	693	545	- 21.4%
Days on Market		20	16	- 20.0%	34	27	- 20.6%
Median Sales Price		\$230,000	\$266,450	+ 15.8%	\$225,000	\$245,000	+ 8.9%
Avg. Sales Price		\$259,337	\$274,493	+ 5.8%	\$243,441	\$256,098	+ 5.2%
Pct. of Orig. Price Received		102.4%	103.2%	+ 0.8%	100.6%	101.0%	+ 0.4%
Affordability Index		161	111	- 31.1%	164	121	- 26.2%
Homes for Sale		168	184	+ 9.5%	--	--	--
Months Supply		1.0	1.2	+ 20.0%	--	--	--

New Listings

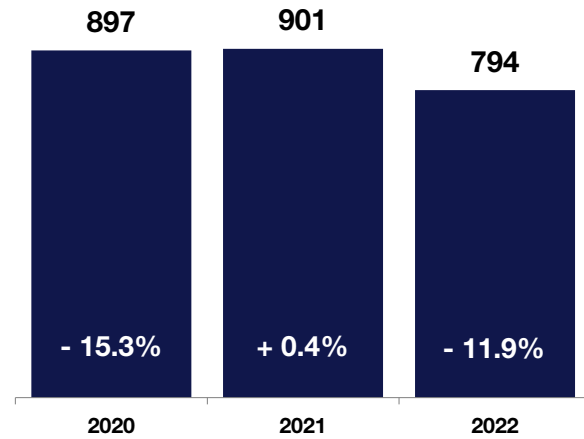
A count of the properties that have been newly listed on the market in a given month.



May

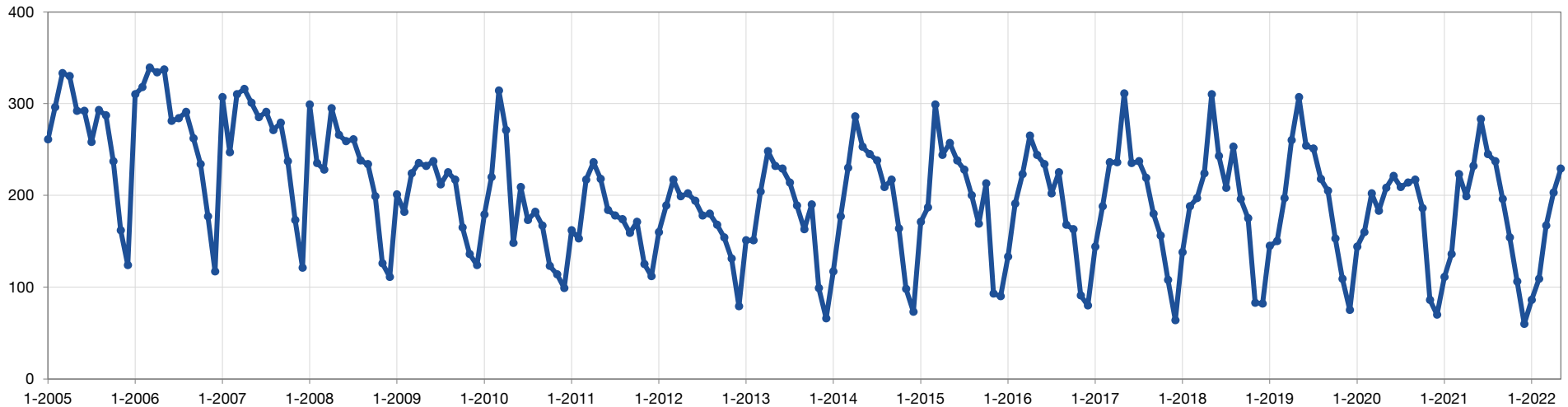


Year to Date



	New Listings	Prior Year	Percent Change
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%
March 2022	167	223	-25.1%
April 2022	203	199	+2.0%
May 2022	229	232	-1.3%
12-Month Avg	173	175	-1.1%

Historical New Listings by Month

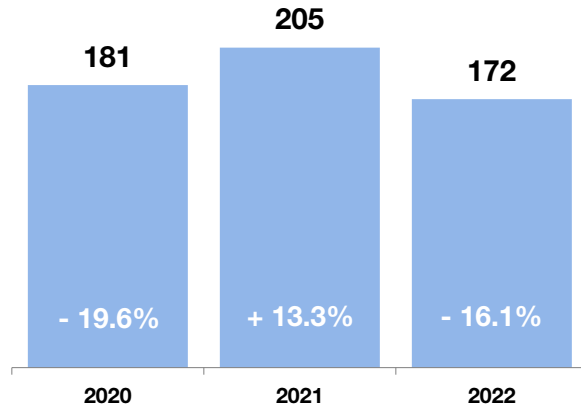


Pending Sales

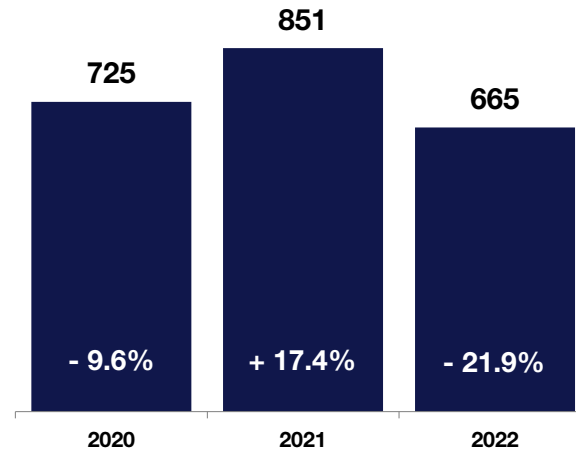
A count of the properties on which offers have been accepted in a given month.



May

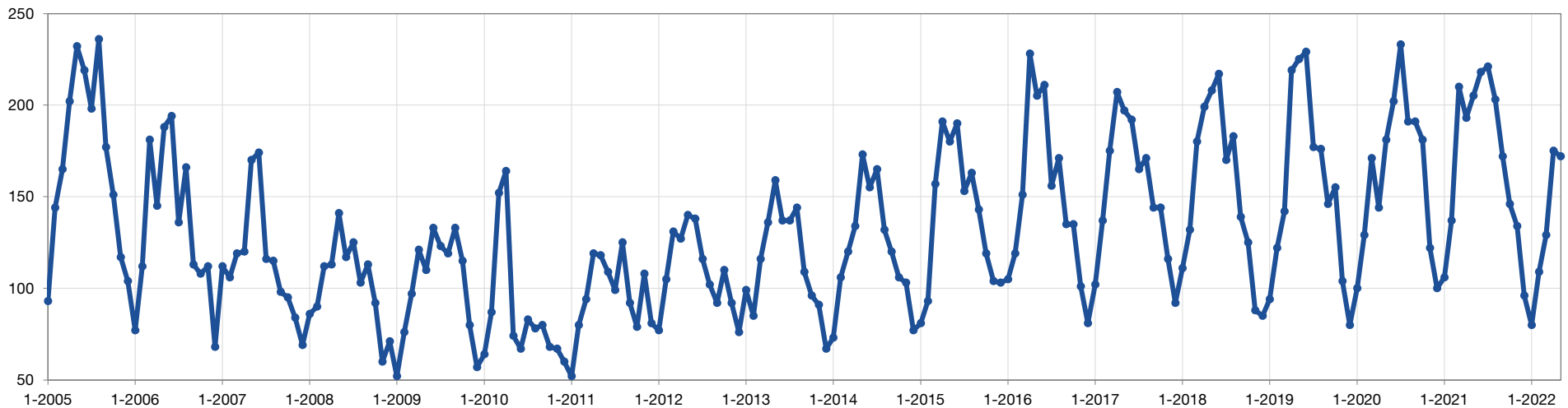


Year to Date



	Pending Sales	Prior Year	Percent Change
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%
March 2022	129	210	-38.6%
April 2022	175	193	-9.3%
May 2022	172	205	-16.1%
12-Month Avg	155	173	-10.4%

Historical Pending Sales by Month

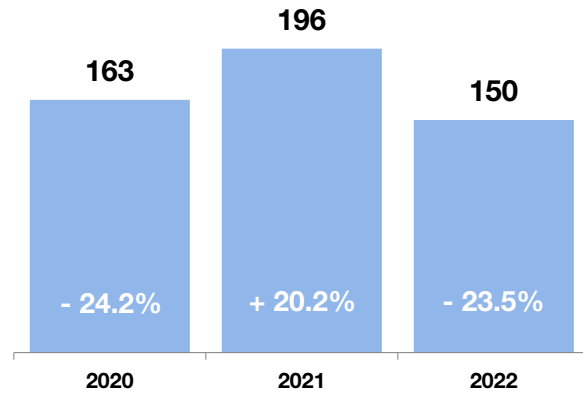


Closed Sales

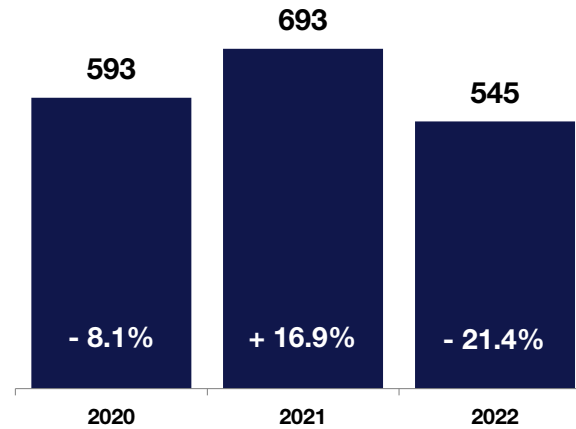
A count of the actual sales that closed in a given month.



May

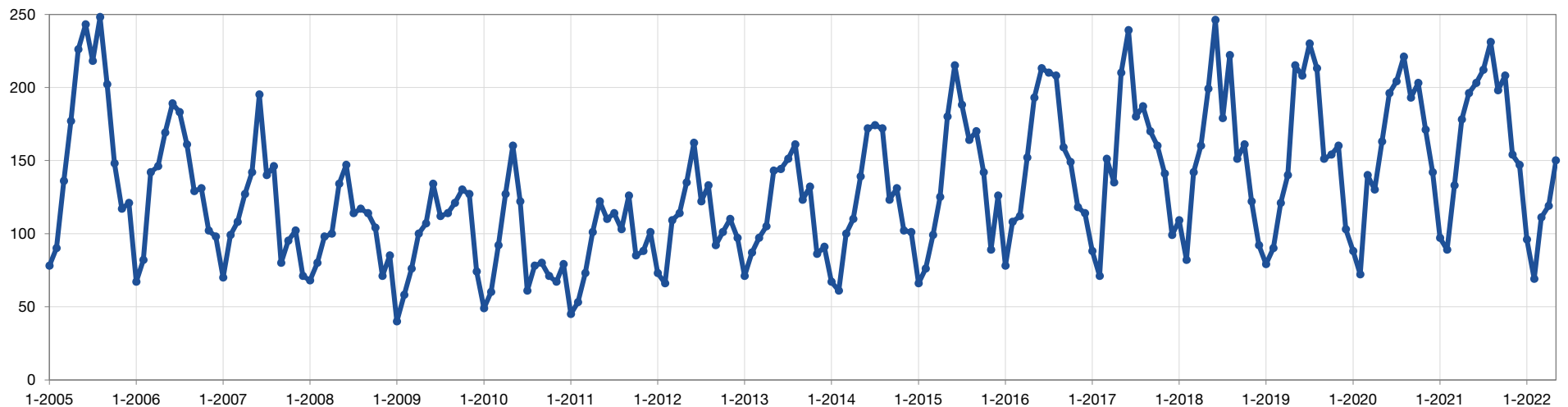


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
March 2022	111	133	-16.5%
April 2022	119	178	-33.1%
May 2022	150	196	-23.5%
12-Month Avg	158	169	-6.5%

Historical Closed Sales by Month

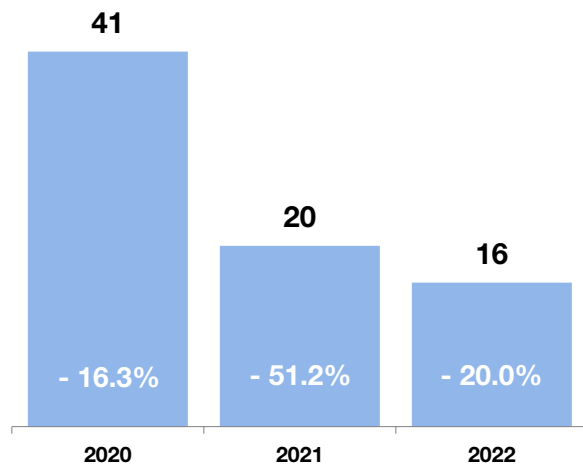


Days on Market Until Sale

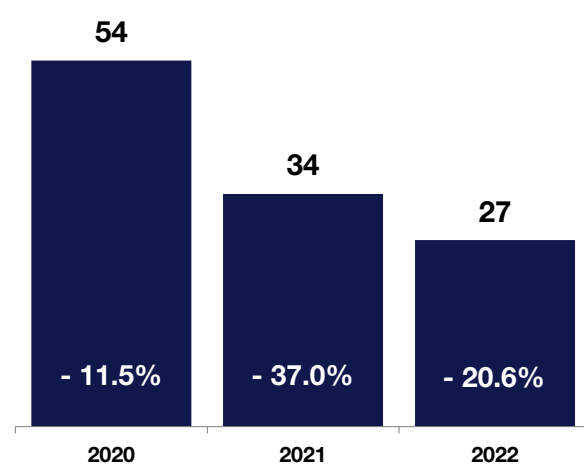
Average number of days between when a property is listed and when an offer is accepted in a given month.



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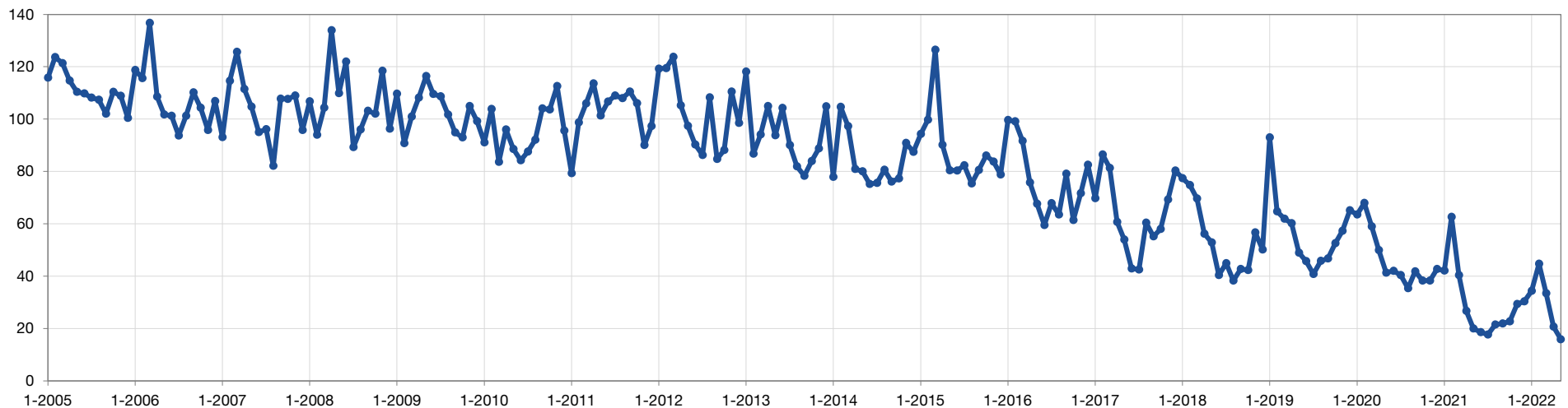


Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2022	33	40	-17.5%
April 2022	21	27	-22.2%
May 2022	16	20	-20.0%
12-Month Avg	26	39	-33.3%

Historical Days on Market Until Sale by Month

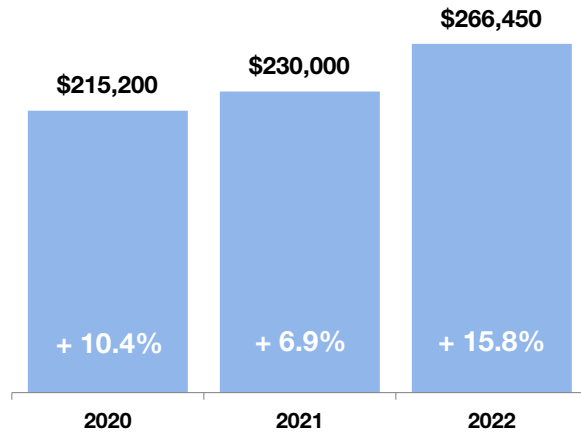


Median Sales Price

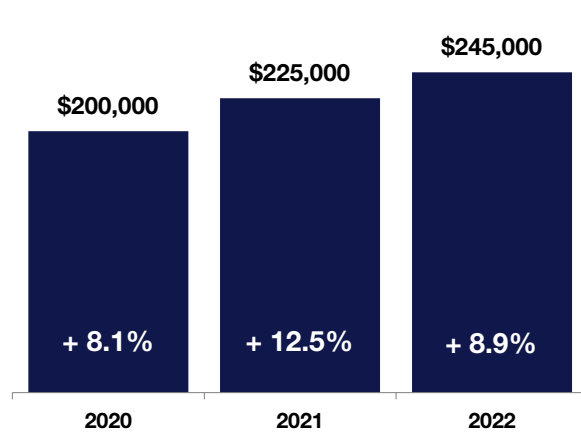
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



May



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
March 2022	\$240,000	\$222,000	+8.1%
April 2022	\$246,250	\$232,000	+6.1%
May 2022	\$266,450	\$230,000	+15.8%
12-Month Avg	\$237,593	\$214,792	+10.6%

Historical Median Sales Price by Month

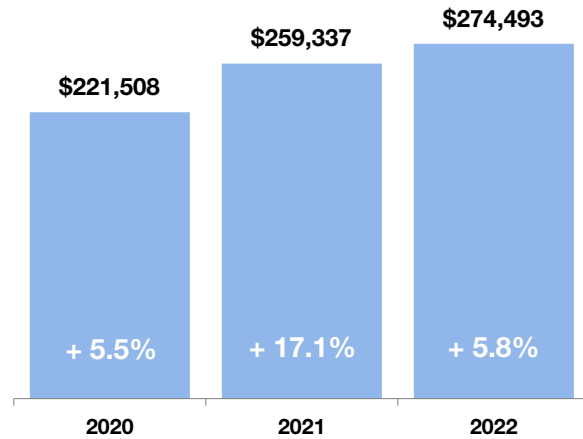


Average Sales Price

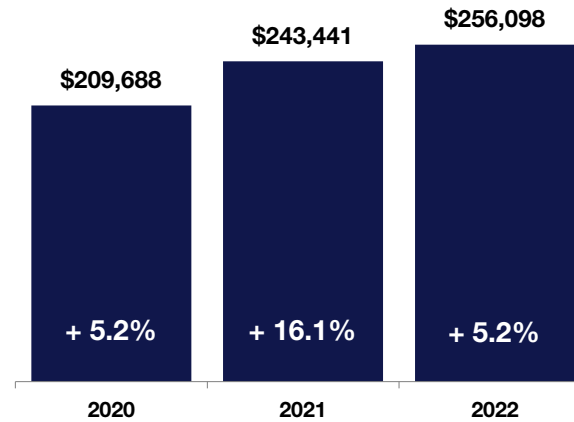
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



May



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
March 2022	\$249,354	\$238,083	+4.7%
April 2022	\$254,135	\$248,302	+2.3%
May 2022	\$274,493	\$259,337	+5.8%
12-Month Avg	\$253,606	\$232,420	+9.1%

Historical Average Sales Price by Month

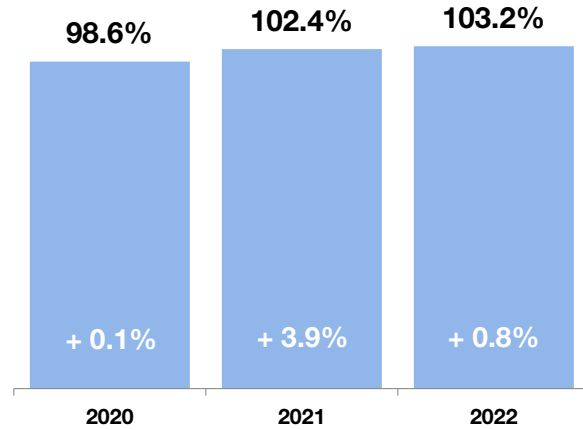


Percent of Original List Price Received

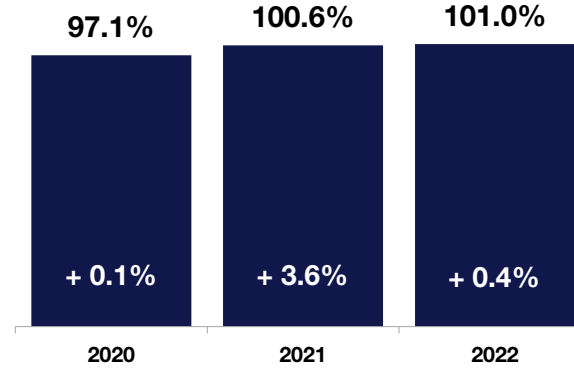


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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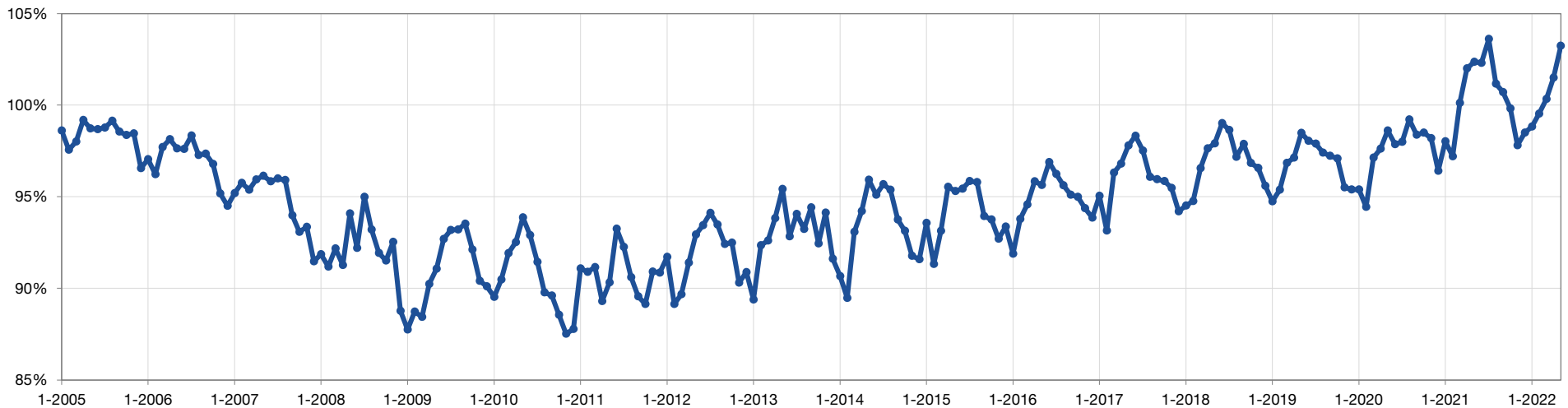


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
March 2022	100.3%	100.1%	+0.2%
April 2022	101.5%	102.0%	-0.5%
May 2022	103.2%	102.4%	+0.8%
12-Month Avg	100.6%	98.9%	+1.7%

Historical Percent of Original List Price Received by Month

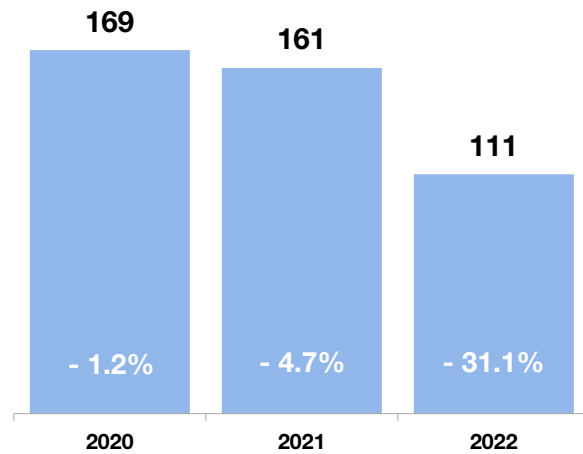


Housing Affordability Index

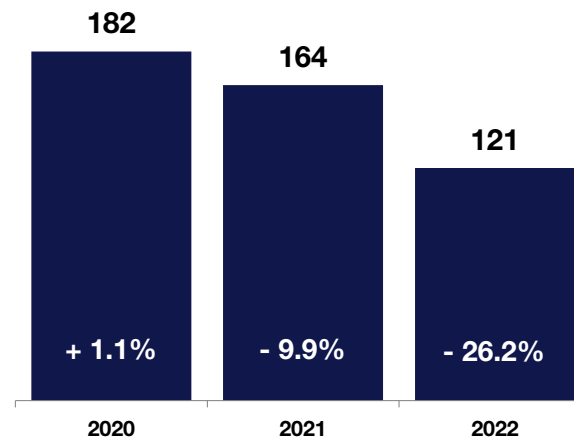


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

May

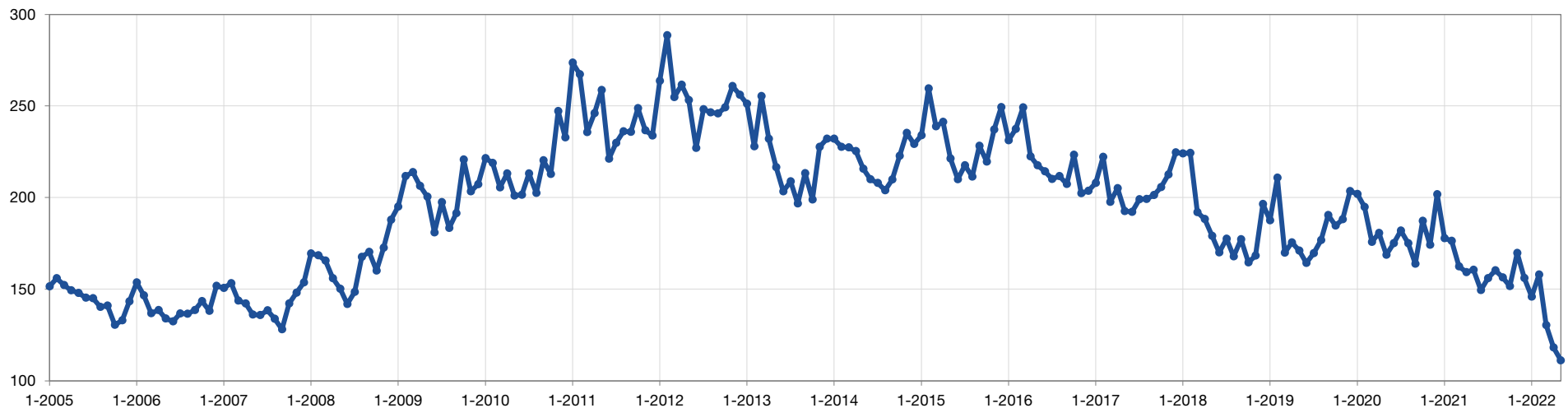


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
March 2022	130	162	-19.8%
April 2022	118	159	-25.8%
May 2022	111	161	-31.1%
12-Month Avg	147	175	-16.0%

Historical Housing Affordability Index by Month

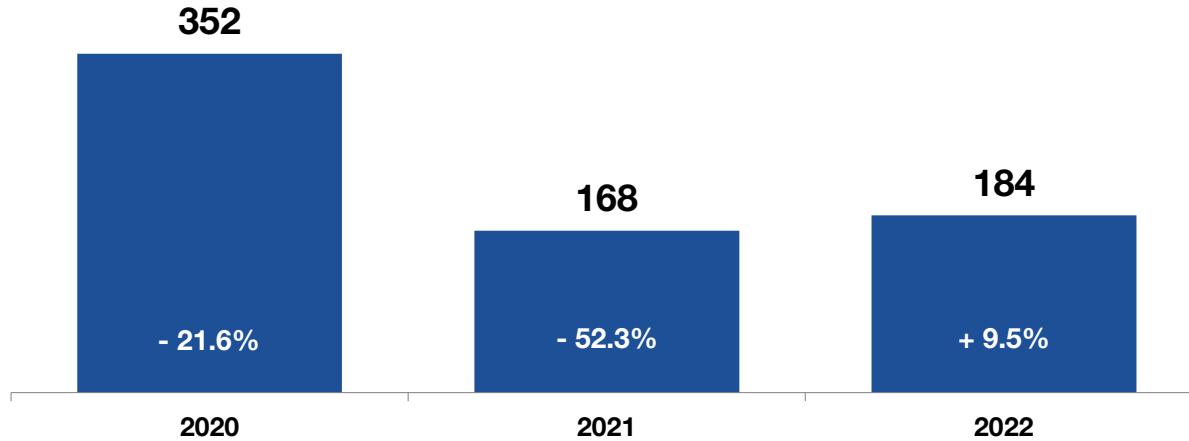


Inventory of Homes for Sale

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

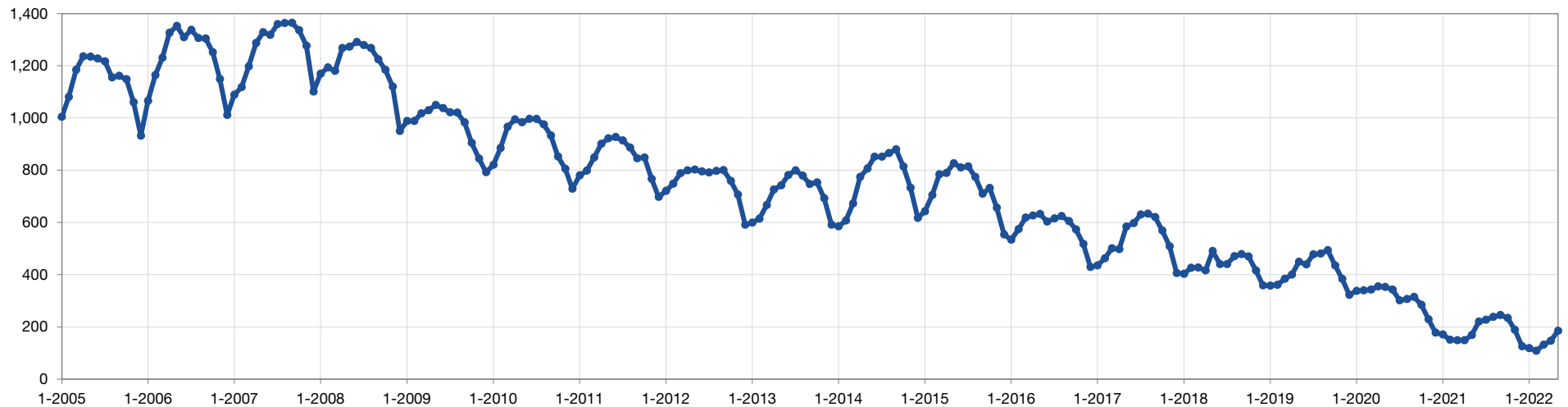


May



Homes for Sale		Prior Year	Percent Change
June 2021	220	342	-35.7%
July 2021	227	301	-24.6%
August 2021	238	306	-22.2%
September 2021	245	314	-22.0%
October 2021	234	284	-17.6%
November 2021	188	229	-17.9%
December 2021	125	177	-29.4%
January 2022	118	170	-30.6%
February 2022	108	150	-28.0%
March 2022	131	148	-11.5%
April 2022	146	148	-1.4%
May 2022	184	168	+9.5%
12-Month Avg	180	228	-21.1%

Historical Inventory of Homes for Sale by Month

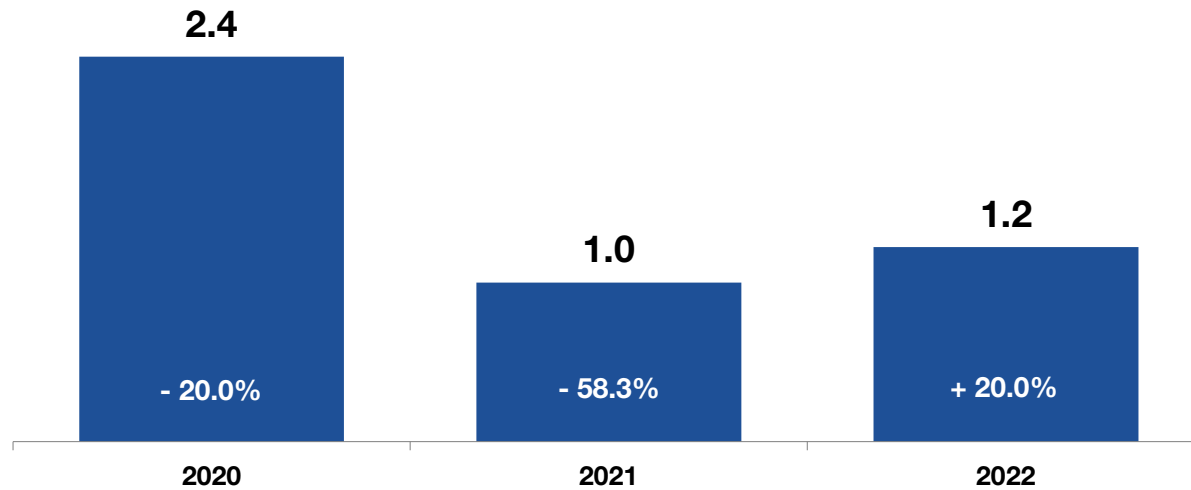


Months Supply of Inventory

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.



May



Months Supply		Prior Year	Percent Change
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	0.7	0.9	-22.2%
March 2022	0.8	0.9	-11.1%
April 2022	0.9	0.9	0.0%
May 2022	1.2	1.0	+20.0%
12-Month Avg	1.1	1.4	-21.4%

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	+ / -	5-2021	5-2022	+ / -	5-2021	5-2022	+ / -
Albany	26	20	-23.1%	20	10	-50.0%	\$191,500	\$228,000	+19.1%	8	9	+12.5%	1.6	2.1	+32.4%
Avon	20	24	+20.0%	14	18	+28.6%	\$247,500	\$307,850	+24.4%	6	10	+66.7%	1.8	2.2	+26.5%
Clearwater	42	37	-11.9%	25	25	0.0%	\$284,150	\$321,900	+13.3%	14	9	-35.7%	1.7	1.2	-27.8%
Cold Spring	58	43	-25.9%	26	36	+38.5%	\$287,000	\$310,500	+8.2%	23	18	-21.7%	2.5	1.8	-25.1%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	4	8	+100.0%	3	6	+100.0%	\$153,900	\$166,400	+8.1%	2	4	+100.0%	1.2	2.7	+116.7%
Fair Haven Twp	0	1	--	0	1	--	\$0	\$220,000	--	0	0	--	0.0	0.0	--
Foley	39	39	0.0%	34	27	-20.6%	\$239,000	\$260,000	+8.8%	6	10	+66.7%	0.7	1.4	+100.8%
Freeport	4	3	-25.0%	6	5	-16.7%	\$319,950	\$399,900	+25.0%	1	0	-100.0%	0.5	0.0	-100.0%
Holdingford	7	8	+14.3%	12	5	-58.3%	\$221,250	\$261,000	+18.0%	1	2	+100.0%	0.3	1.1	+215.8%
Kimball	13	28	+115.4%	10	24	+140.0%	\$219,000	\$311,700	+42.3%	3	12	+300.0%	0.8	2.9	+257.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	28	21	-25.0%	10	16	+60.0%	\$177,450	\$224,950	+26.8%	15	4	-73.3%	3.3	0.7	-77.2%
Paynesville	46	28	-39.1%	33	19	-42.4%	\$161,000	\$237,000	+47.2%	11	9	-18.2%	1.2	1.3	+6.8%
Rice	58	42	-27.6%	35	31	-11.4%	\$245,000	\$280,000	+14.3%	17	12	-29.4%	1.6	1.5	-10.2%
Richmond	25	35	+40.0%	14	15	+7.1%	\$237,851	\$448,750	+88.7%	5	12	+140.0%	0.6	2.3	+283.2%
Rockville	3	16	+433.3%	3	6	+100.0%	\$245,000	\$285,500	+16.5%	1	8	+700.0%	0.8	4.2	+464.7%
Sartell	169	123	-27.2%	121	67	-44.6%	\$277,450	\$340,000	+22.5%	39	42	+7.7%	1.3	1.8	+41.7%
Sauk Centre	55	50	-9.1%	32	30	-6.3%	\$218,000	\$224,950	+3.2%	17	10	-41.2%	1.6	1.2	-25.0%
Sauk Rapids	113	117	+3.5%	87	66	-24.1%	\$230,500	\$265,000	+15.0%	11	28	+154.5%	0.5	1.5	+229.6%
Saint Cloud	525	467	-11.0%	412	342	-17.0%	\$190,500	\$215,000	+12.9%	94	94	0.0%	0.9	1.0	+7.3%
Saint Joseph	57	46	-19.3%	38	33	-13.2%	\$235,000	\$300,000	+27.7%	13	9	-30.8%	1.4	0.9	-34.7%
Saint Augusta	29	33	+13.8%	14	25	+78.6%	\$282,500	\$327,700	+16.0%	13	14	+7.7%	2.9	2.3	-20.3%
Waite Park	37	41	+10.8%	35	37	+5.7%	\$170,000	\$190,000	+11.8%	11	11	0.0%	1.5	1.3	-12.5%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--