

Monthly Indicators

June 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

- 5.0% **+ 8.2%** **+ 2.7%**

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.



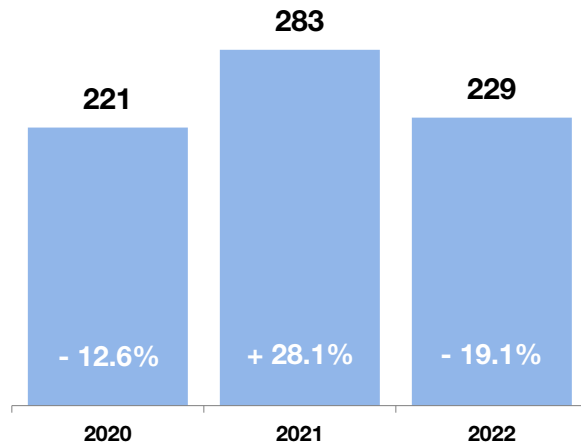
Key Metrics	Historical Sparkbars	6-2021	6-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		283	229	- 19.1%	1,183	1,027	- 13.2%
Pending Sales		217	170	- 21.7%	1,067	835	- 21.7%
Closed Sales		202	192	- 5.0%	895	737	- 17.7%
Days on Market		17	19	+ 11.8%	30	25	- 16.7%
Median Sales Price		\$245,000	\$265,000	+ 8.2%	\$230,000	\$255,000	+ 10.9%
Avg. Sales Price		\$259,335	\$295,146	+ 13.8%	\$247,007	\$266,343	+ 7.8%
Pct. of Orig. Price Received		102.4%	102.2%	- 0.2%	101.0%	101.3%	+ 0.3%
Affordability Index		150	108	- 28.0%	159	112	- 29.6%
Homes for Sale		220	226	+ 2.7%	--	--	--
Months Supply		1.3	1.5	+ 15.4%	--	--	--

New Listings

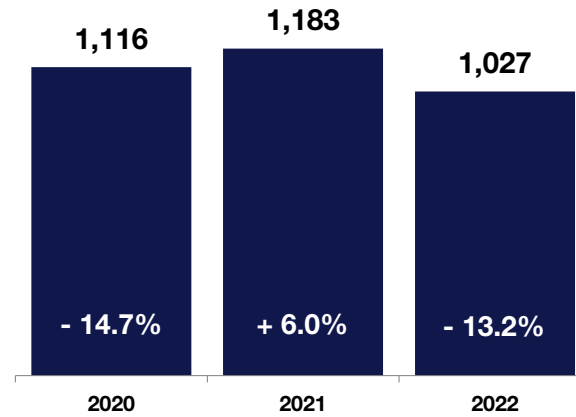
A count of the properties that have been newly listed on the market in a given month.



June

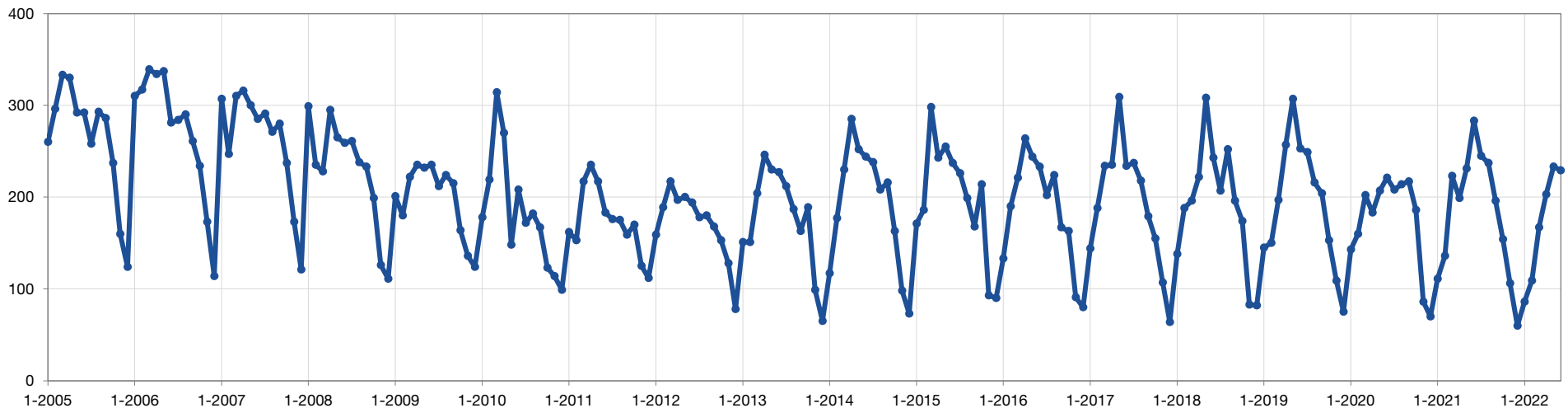


Year to Date



	New Listings	Prior Year	Percent Change
July 2021	245	208	+17.8%
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	233	231	+0.9%
June 2022	229	283	-19.1%
12-Month Avg	169	180	-6.1%

Historical New Listings by Month

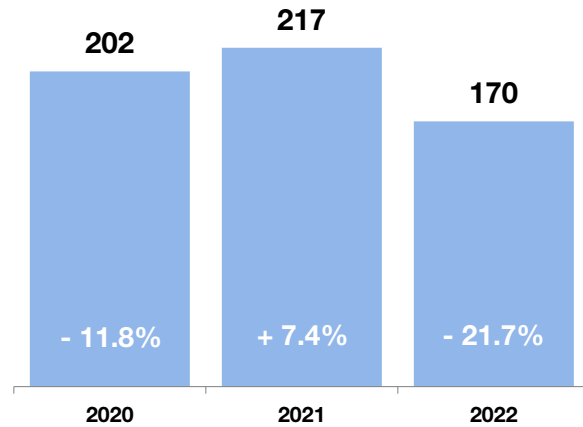


Pending Sales

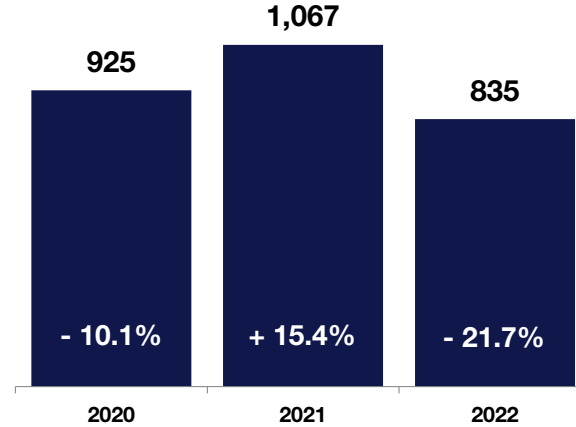
A count of the properties on which offers have been accepted in a given month.



June

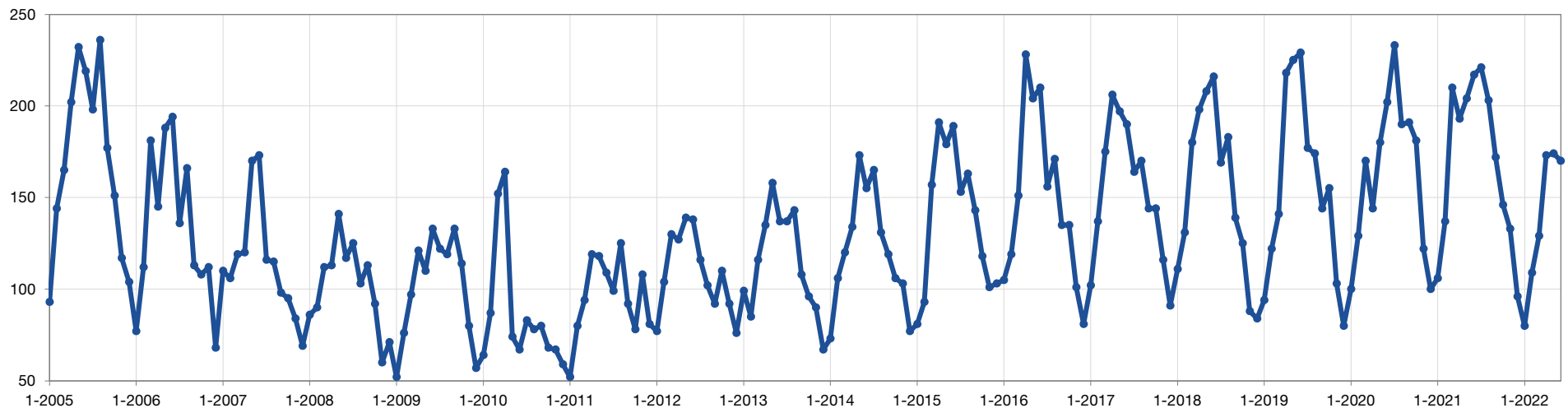


Year to Date



	Pending Sales	Prior Year	Percent Change
July 2021	221	233	-5.2%
August 2021	203	190	+6.8%
September 2021	172	191	-9.9%
October 2021	146	181	-19.3%
November 2021	133	122	+9.0%
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	173	193	-10.4%
May 2022	174	204	-14.7%
June 2022	170	217	-21.7%
12-Month Avg	151	174	-13.2%

Historical Pending Sales by Month

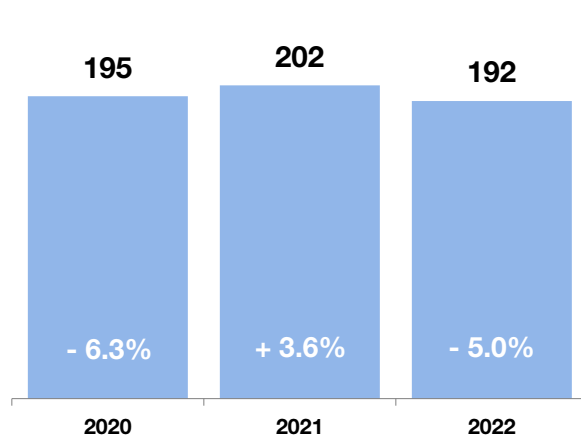


Closed Sales

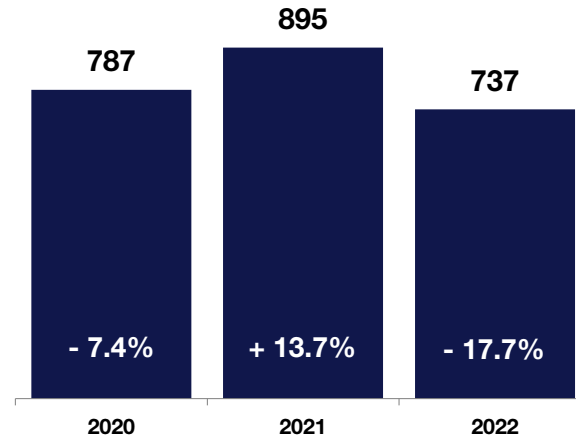
A count of the actual sales that closed in a given month.



June

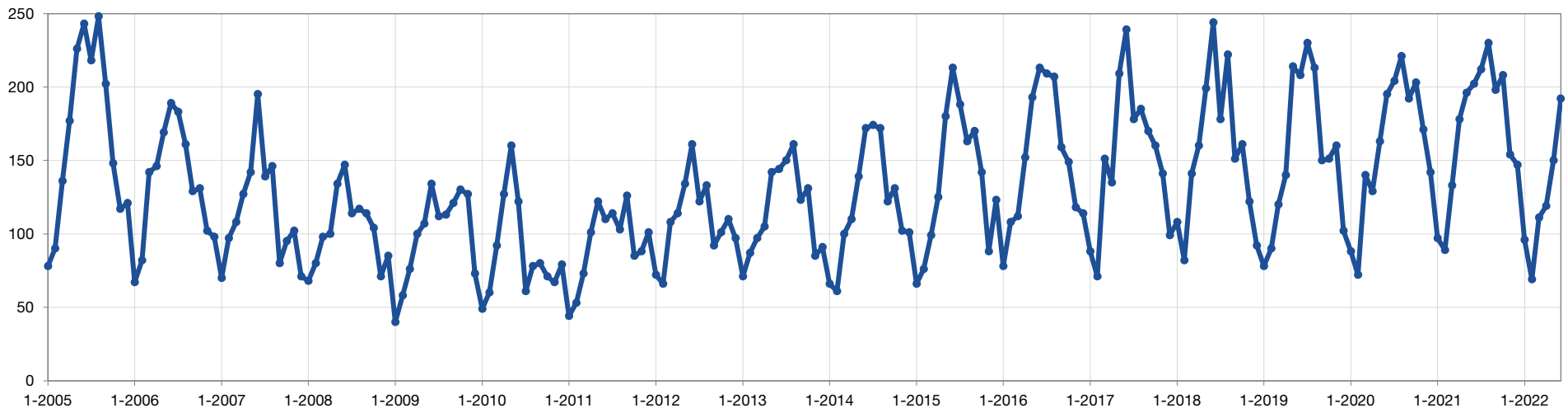


Year to Date



	Closed Sales	Prior Year	Percent Change
July 2021	212	204	+3.9%
August 2021	230	221	+4.1%
September 2021	198	192	+3.1%
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%
June 2022	192	202	-5.0%
12-Month Avg	157	169	-7.1%

Historical Closed Sales by Month

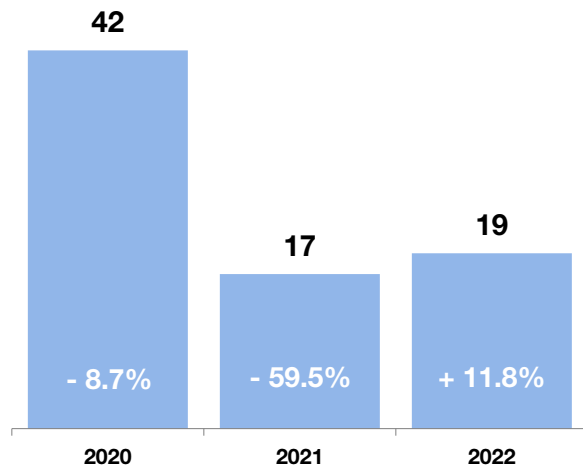


Days on Market Until Sale

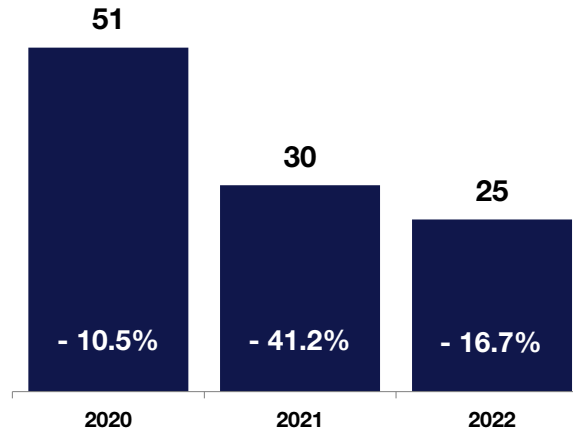
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

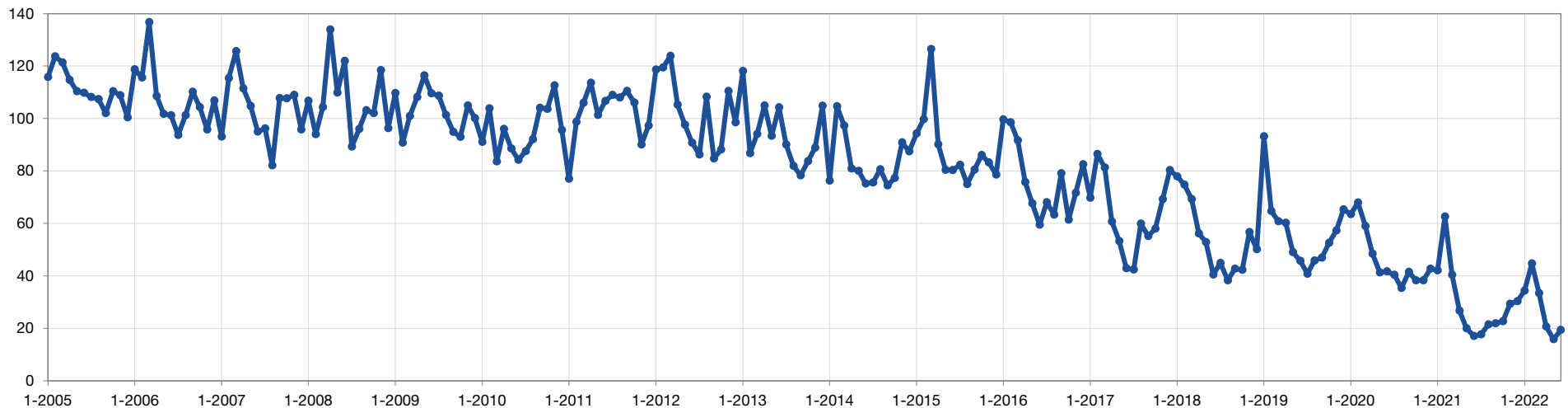


Year to Date



Days on Market	Prior Year	Percent Change	
July 2021	18	40	-55.0%
August 2021	21	35	-40.0%
September 2021	22	41	-46.3%
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%
June 2022	19	17	+11.8%
12-Month Avg	26	37	-29.7%

Historical Days on Market Until Sale by Month

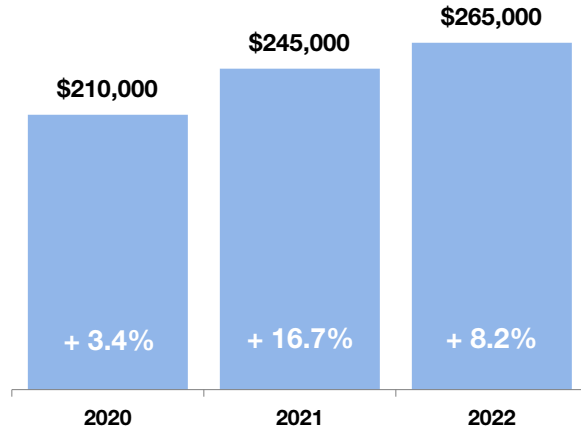


Median Sales Price

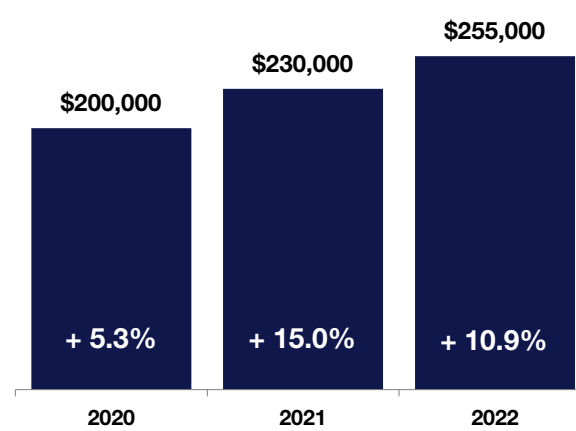
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



Median Sales Price	Prior Year	Percent Change
July 2021	\$237,000	\$205,750 +15.2%
August 2021	\$230,000	\$215,500 +6.7%
September 2021	\$235,000	\$230,000 +2.2%
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%
June 2022	\$265,000	\$245,000 +8.2%
12-Month Avg	\$239,176	\$217,583 +9.9%

Historical Median Sales Price by Month

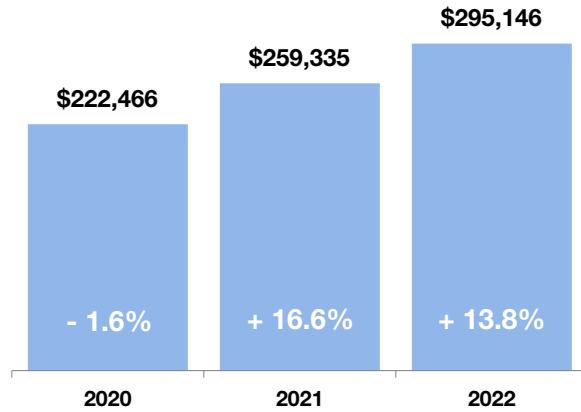


Average Sales Price

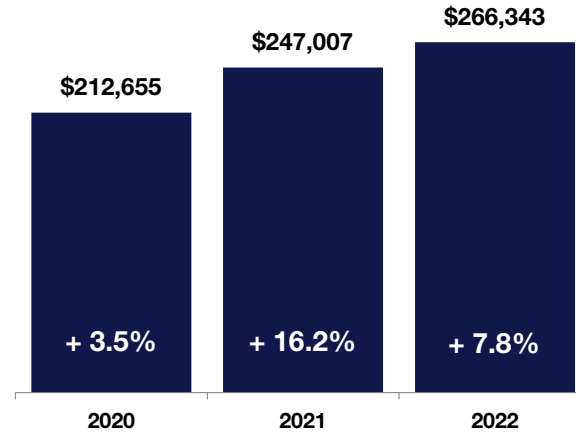
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

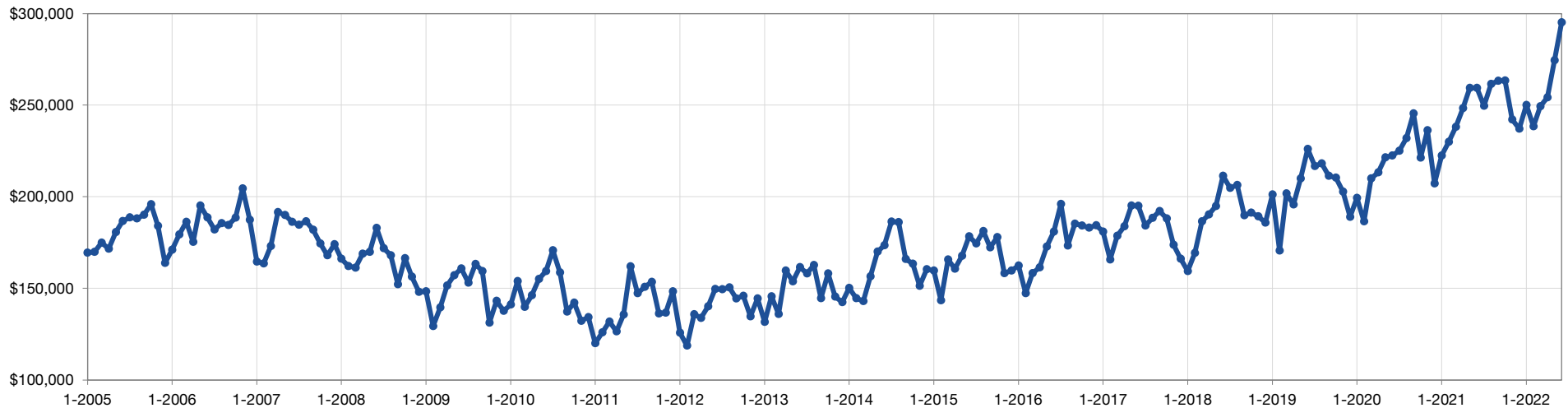


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2021	\$249,660	\$225,105	+10.9%
August 2021	\$261,549	\$231,928	+12.8%
September 2021	\$263,260	\$245,365	+7.3%
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%
June 2022	\$295,146	\$259,335	+13.8%
12-Month Avg	\$256,546	\$235,390	+9.0%

Historical Average Sales Price by Month

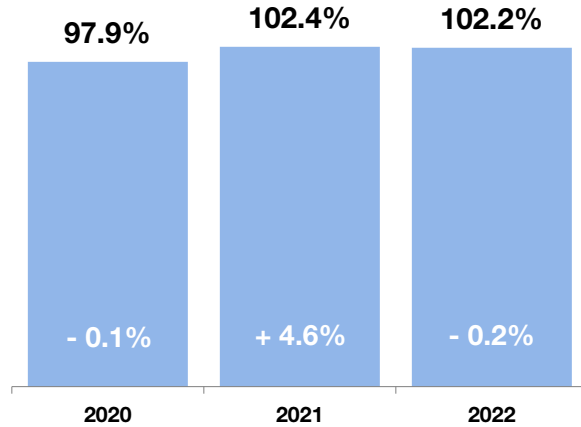


Percent of Original List Price Received

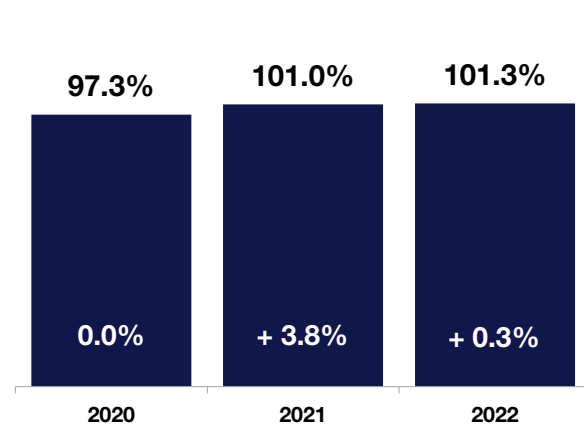


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

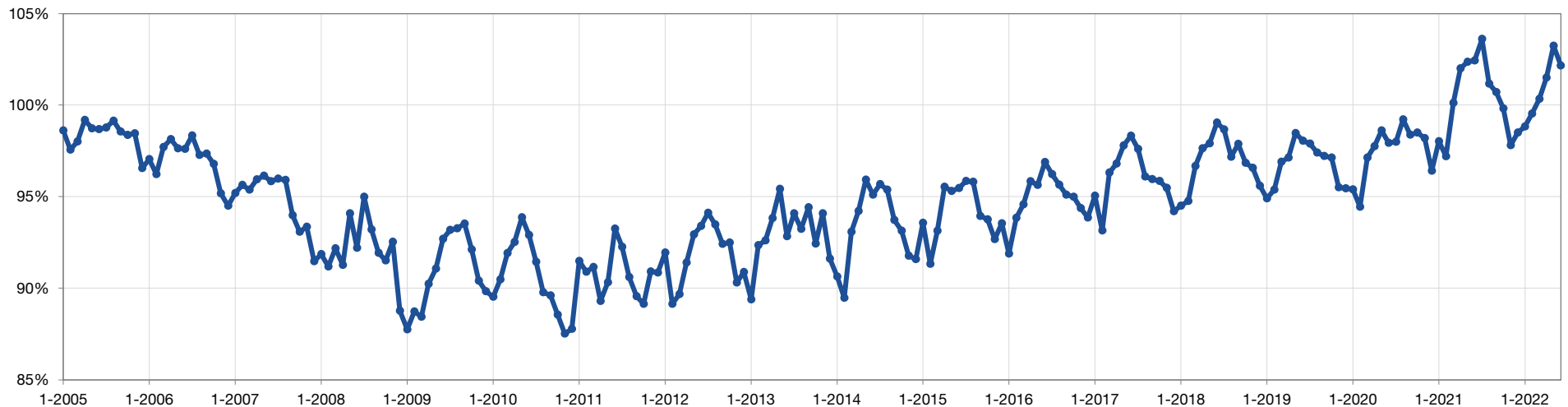


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
June 2022	102.2%	102.4%	-0.2%
12-Month Avg	100.6%	99.2%	+1.4%

Historical Percent of Original List Price Received by Month

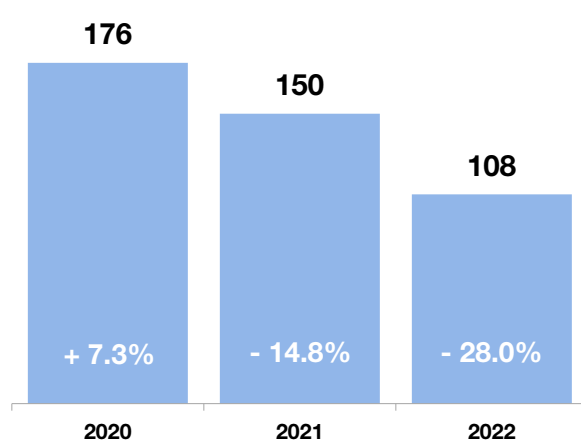


Housing Affordability Index

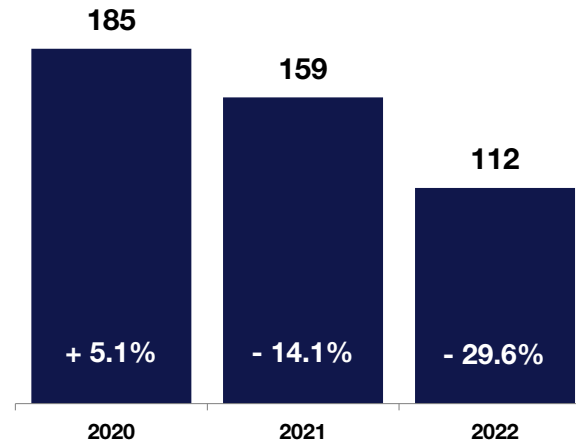


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

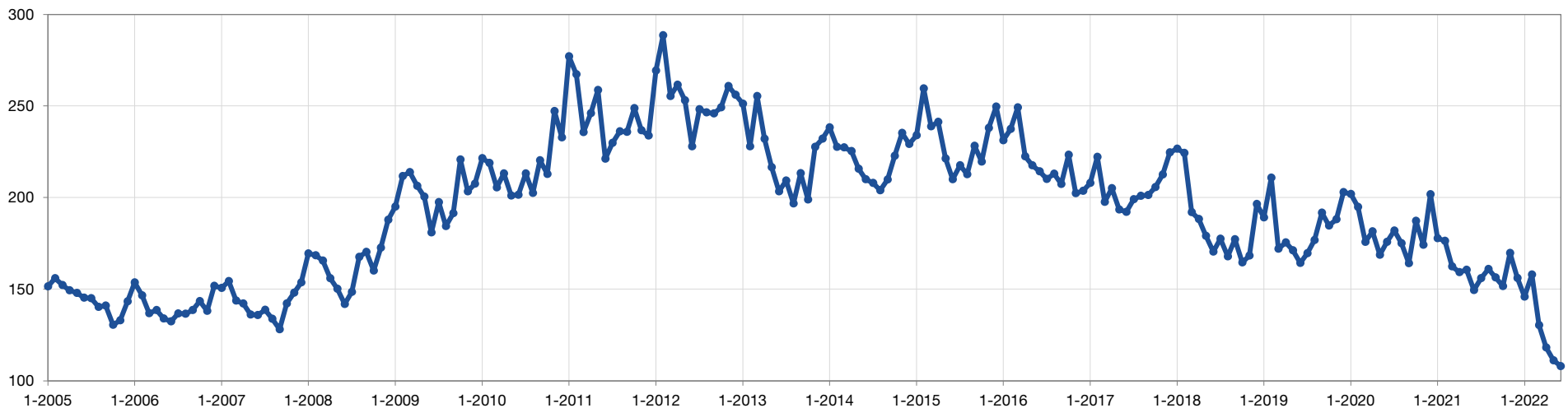


Year to Date



	Affordability Index	Prior Year	Percent Change
July 2021	156	182	-14.3%
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	158	176	-10.2%
March 2022	130	162	-19.8%
April 2022	118	159	-25.8%
May 2022	111	161	-31.1%
June 2022	108	150	-28.0%
12-Month Avg	144	172	-16.3%

Historical Housing Affordability Index by Month

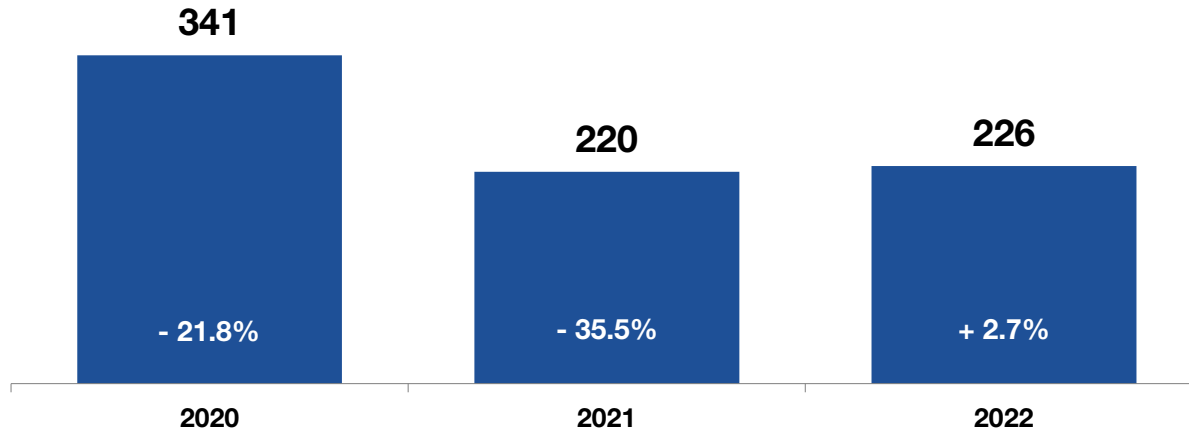


Inventory of Homes for Sale

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

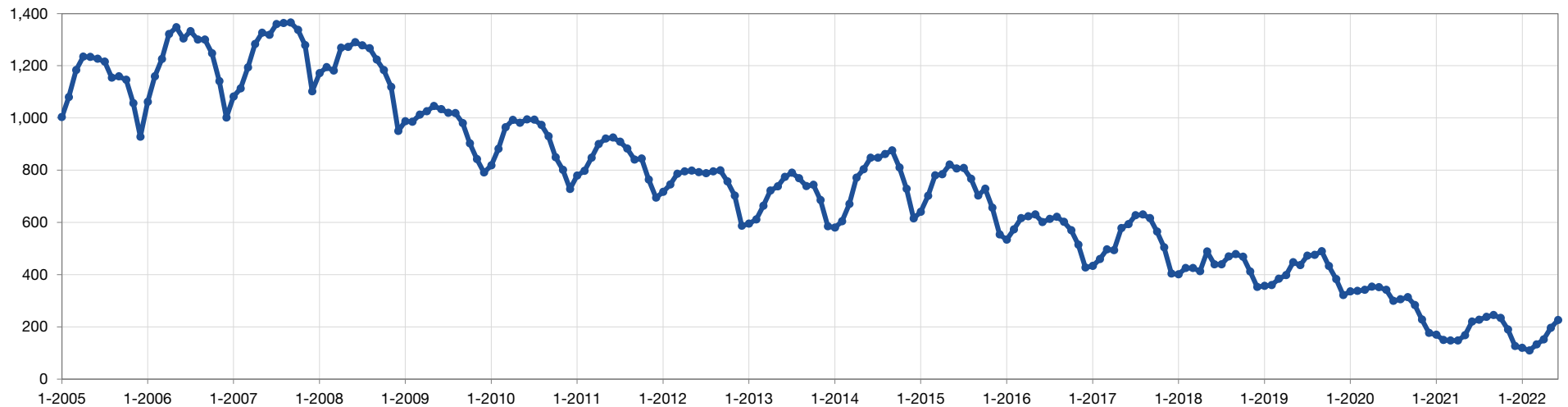


June



Homes for Sale		Prior Year	Percent Change
July 2021	227	299	-24.1%
August 2021	238	305	-22.0%
September 2021	245	313	-21.7%
October 2021	234	283	-17.3%
November 2021	189	228	-17.1%
December 2021	126	176	-28.4%
January 2022	119	169	-29.6%
February 2022	109	149	-26.8%
March 2022	132	147	-10.2%
April 2022	151	147	+2.7%
May 2022	195	167	+16.8%
June 2022	226	220	+2.7%
12-Month Avg	183	217	-15.7%

Historical Inventory of Homes for Sale by Month

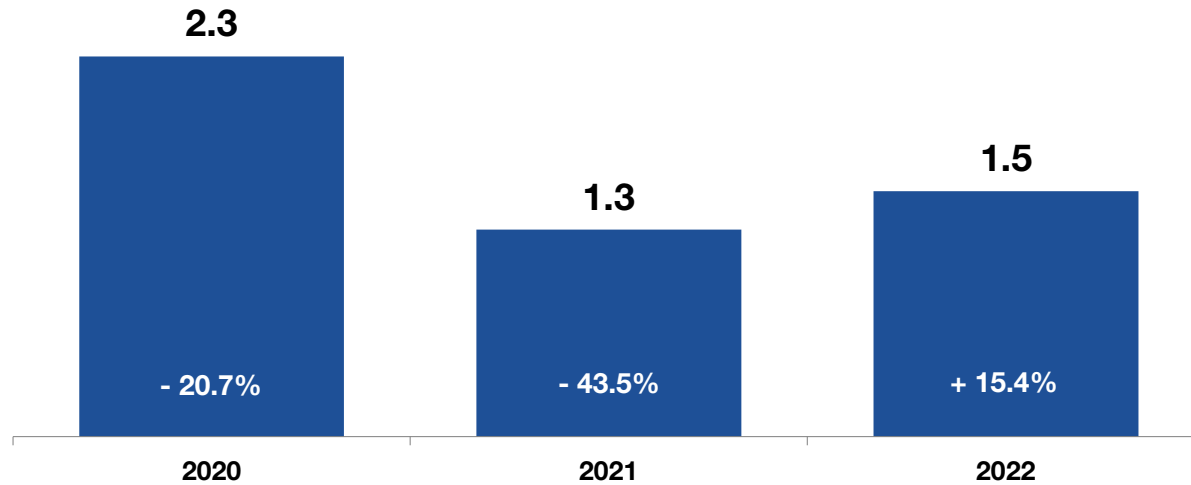


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	1.0	0.9	+11.1%
May 2022	1.3	1.0	+30.0%
June 2022	1.5	1.3	+15.4%
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	+ / -	6-2021	6-2022	+ / -	6-2021	6-2022	+ / -
Albany	34	26	-23.5%	25	16	-36.0%	\$191,500	\$245,000	+27.9%	9	10	+11.1%	1.8	2.5	+36.6%
Avon	28	33	+17.9%	17	25	+47.1%	\$250,000	\$330,000	+32.0%	9	9	0.0%	2.5	1.8	-28.3%
Clearwater	50	41	-18.0%	36	39	+8.3%	\$285,000	\$320,400	+12.4%	10	9	-10.0%	1.2	1.4	+14.8%
Cold Spring	84	48	-42.9%	43	46	+7.0%	\$291,000	\$315,500	+8.4%	30	17	-43.3%	3.0	1.9	-34.7%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	4	10	+150.0%	4	7	+75.0%	\$169,450	\$205,700	+21.4%	2	4	+100.0%	1.2	2.6	+108.9%
Fair Haven Twp	0	1	--	0	1	--	\$0	\$220,000	--	0	0	--	0.0	0.0	--
Foley	49	52	+6.1%	43	35	-18.6%	\$241,000	\$260,000	+7.9%	8	15	+87.5%	1.0	2.1	+112.1%
Freeport	6	4	-33.3%	8	5	-37.5%	\$319,950	\$399,900	+25.0%	1	1	0.0%	0.5	0.3	-27.8%
Holdingford	9	9	0.0%	14	7	-50.0%	\$252,500	\$261,000	+3.4%	1	0	-100.0%	0.3	0.0	-100.0%
Kimball	19	37	+94.7%	15	28	+86.7%	\$242,000	\$299,450	+23.7%	7	12	+71.4%	2.1	2.6	+25.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	35	29	-17.1%	14	22	+57.1%	\$177,450	\$248,450	+40.0%	9	10	+11.1%	2.0	2.2	+10.2%
Paynesville	56	37	-33.9%	50	23	-54.0%	\$167,500	\$234,750	+40.1%	13	9	-30.8%	1.6	1.4	-15.9%
Rice	73	59	-19.2%	48	42	-12.5%	\$249,320	\$282,450	+13.3%	23	20	-13.0%	2.3	2.4	+3.6%
Richmond	36	47	+30.6%	23	22	-4.3%	\$263,394	\$437,500	+66.1%	11	11	0.0%	1.5	2.0	+27.4%
Rockville	7	17	+142.9%	5	7	+40.0%	\$252,000	\$276,000	+9.5%	1	7	+600.0%	0.6	3.9	+530.0%
Sartell	213	160	-24.9%	142	104	-26.8%	\$275,000	\$332,000	+20.7%	41	56	+36.6%	1.3	2.5	+93.0%
Sauk Centre	63	64	+1.6%	44	44	0.0%	\$230,000	\$241,000	+4.8%	19	12	-36.8%	2.1	1.4	-32.6%
Sauk Rapids	135	150	+11.1%	114	99	-13.2%	\$231,000	\$262,450	+13.6%	17	30	+76.5%	0.8	1.6	+104.9%
Saint Cloud	702	605	-13.8%	546	448	-17.9%	\$200,500	\$220,000	+9.7%	133	124	-6.8%	1.3	1.4	+4.7%
Saint Joseph	79	56	-29.1%	53	44	-17.0%	\$235,000	\$290,000	+23.4%	17	5	-70.6%	1.7	0.5	-69.8%
Saint Augusta	37	37	0.0%	19	31	+63.2%	\$334,900	\$332,000	-0.9%	8	14	+75.0%	1.5	2.7	+83.3%
Waite Park	54	56	+3.7%	40	42	+5.0%	\$171,750	\$203,950	+18.7%	12	11	-8.3%	1.5	1.3	-12.8%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--