

Monthly Indicators

August 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

- 21.3% **+ 14.2%** **- 15.5%**

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.



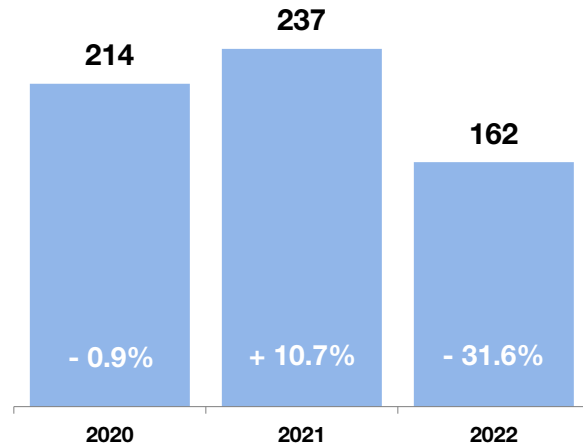
Key Metrics	Historical Sparkbars	8-2021	8-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		237	162	- 31.6%	1,665	1,373	- 17.5%
Pending Sales		203	168	- 17.2%	1,491	1,162	- 22.1%
Closed Sales		230	181	- 21.3%	1,337	1,080	- 19.2%
Days on Market		21	28	+ 33.3%	27	26	- 3.7%
Median Sales Price		\$230,000	\$262,750	+ 14.2%	\$230,000	\$255,250	+ 11.0%
Avg. Sales Price		\$261,549	\$287,941	+ 10.1%	\$249,938	\$272,116	+ 8.9%
Pct. of Orig. Price Received		101.2%	99.9%	- 1.3%	101.4%	100.9%	- 0.5%
Affordability Index		161	113	- 29.8%	161	116	- 28.0%
Homes for Sale		238	201	- 15.5%	--	--	--
Months Supply		1.4	1.4	0.0%	--	--	--

New Listings

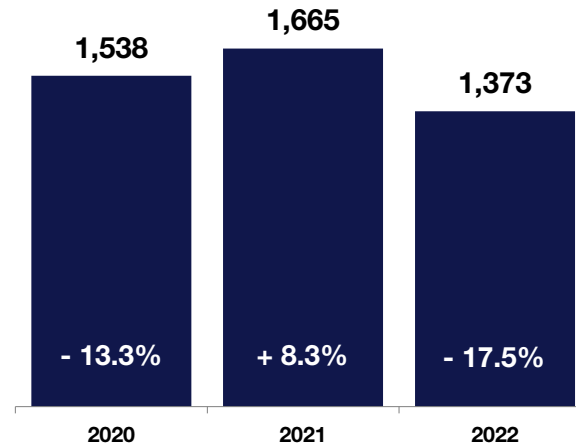
A count of the properties that have been newly listed on the market in a given month.



August

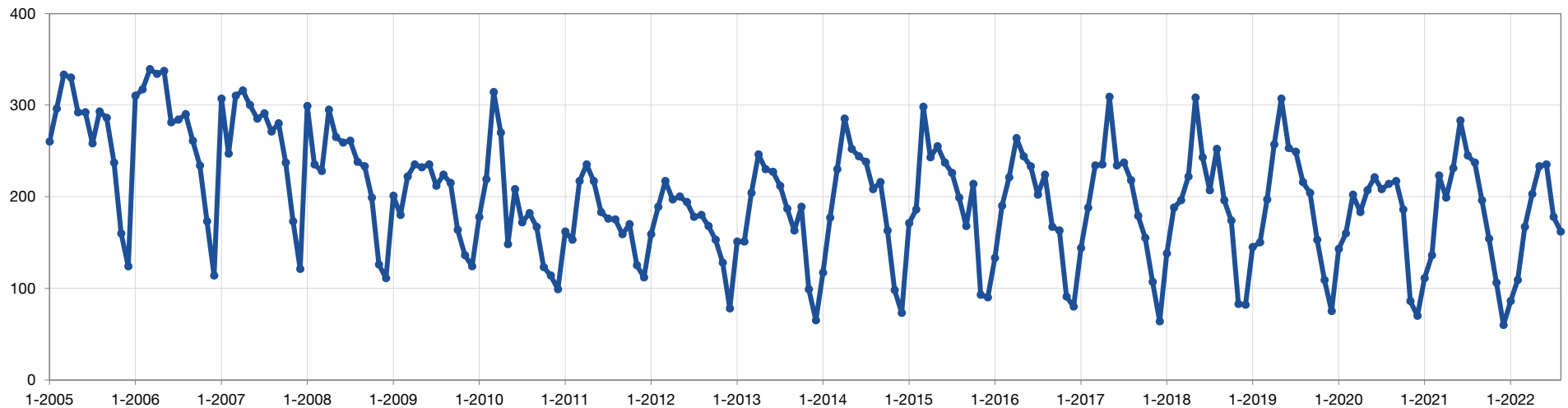


Year to Date



	New Listings	Prior Year	Percent Change
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	235	283	-17.0%
July 2022	178	245	-27.3%
August 2022	162	237	-31.6%
12-Month Avg	157	185	-15.1%

Historical New Listings by Month

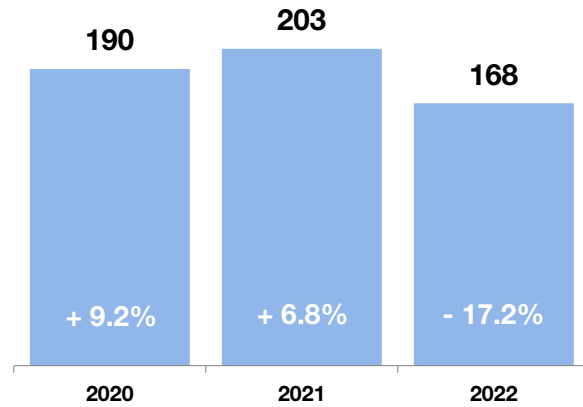


Pending Sales

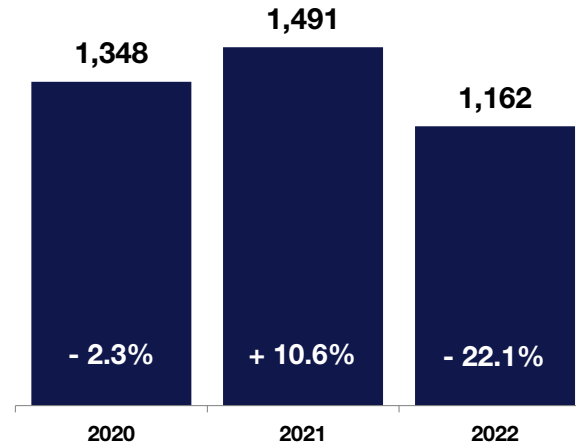
A count of the properties on which offers have been accepted in a given month.



August

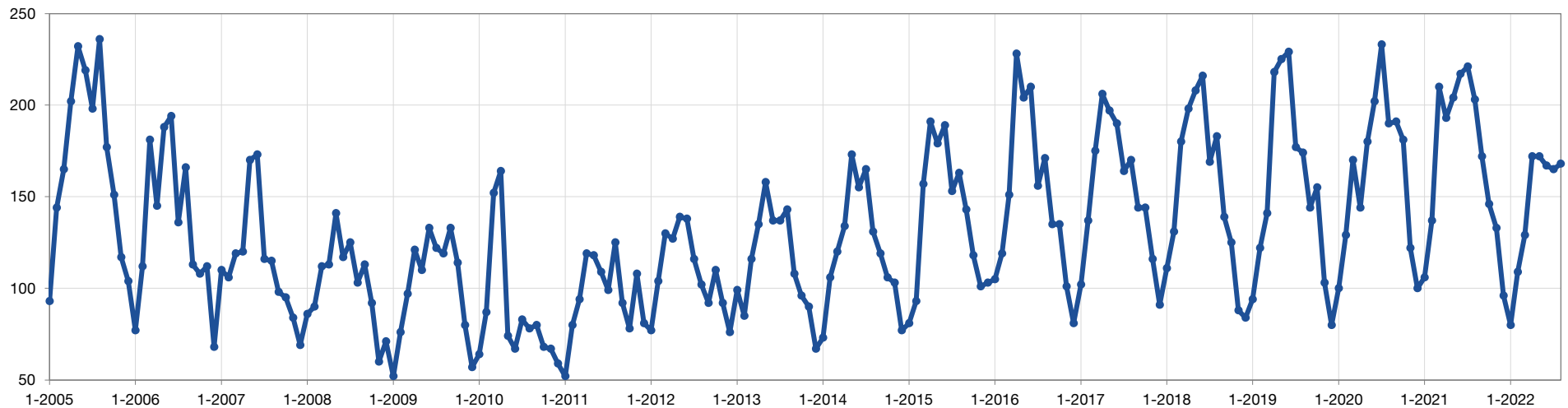


Year to Date



	Pending Sales	Prior Year	Percent Change
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	172	193	-10.9%
May 2022	172	204	-15.7%
June 2022	167	217	-23.0%
July 2022	165	221	-25.3%
August 2022	168	203	-17.2%
12-Month Avg	142	174	-18.4%

Historical Pending Sales by Month

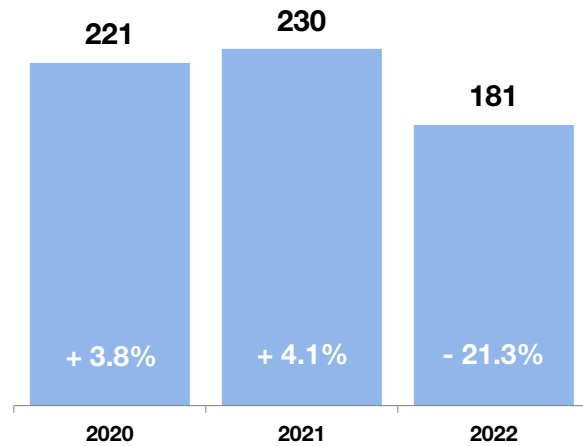


Closed Sales

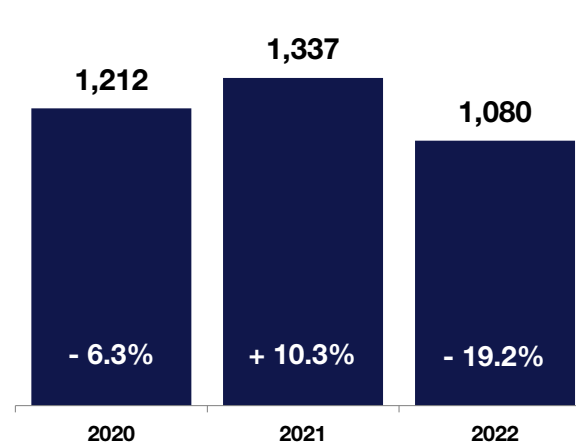
A count of the actual sales that closed in a given month.



August

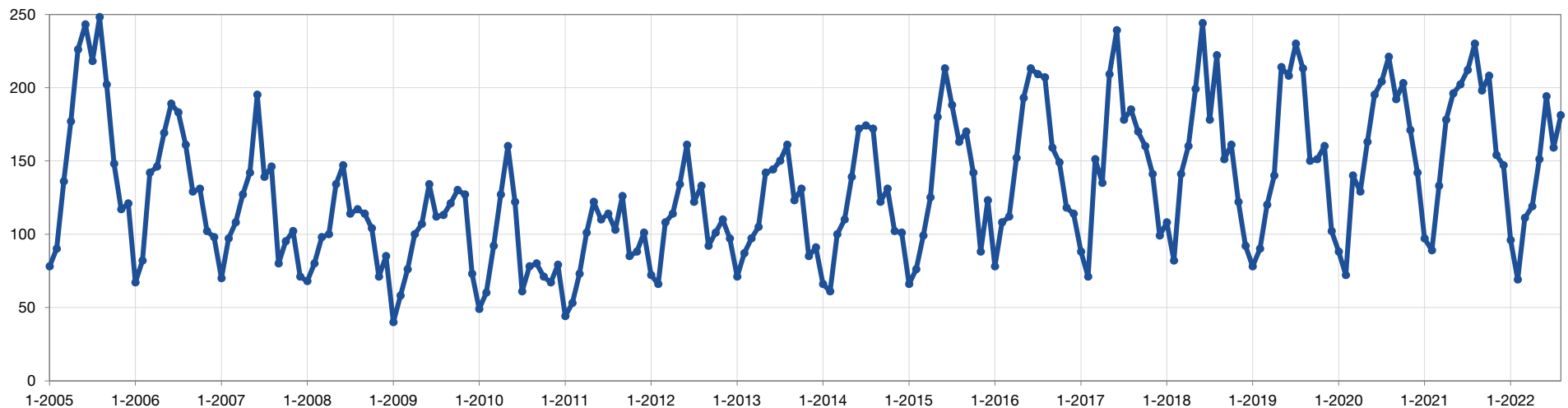


Year to Date



	Closed Sales	Prior Year	Percent Change
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	151	196	-23.0%
June 2022	194	202	-4.0%
July 2022	159	212	-25.0%
August 2022	181	230	-21.3%
12-Month Avg	149	170	-12.4%

Historical Closed Sales by Month

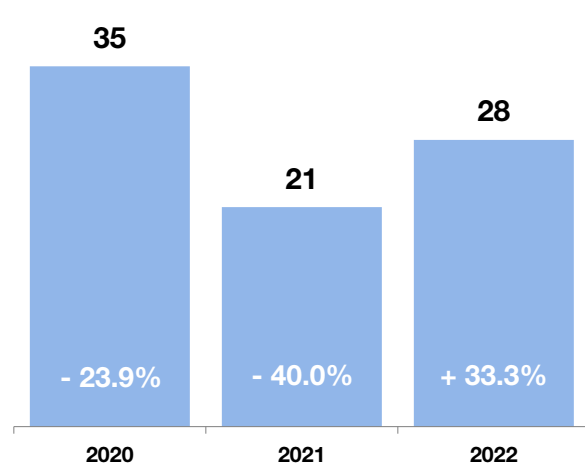


Days on Market Until Sale

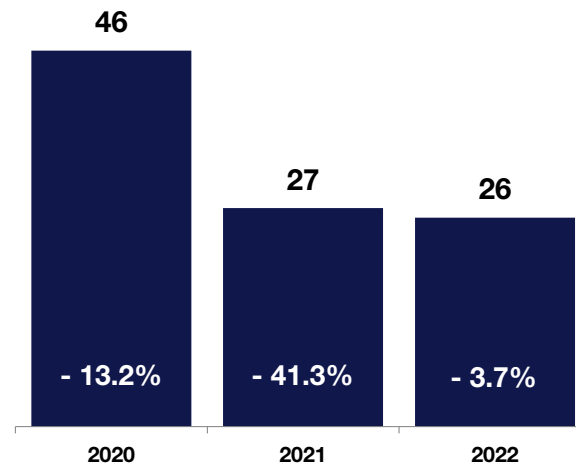
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

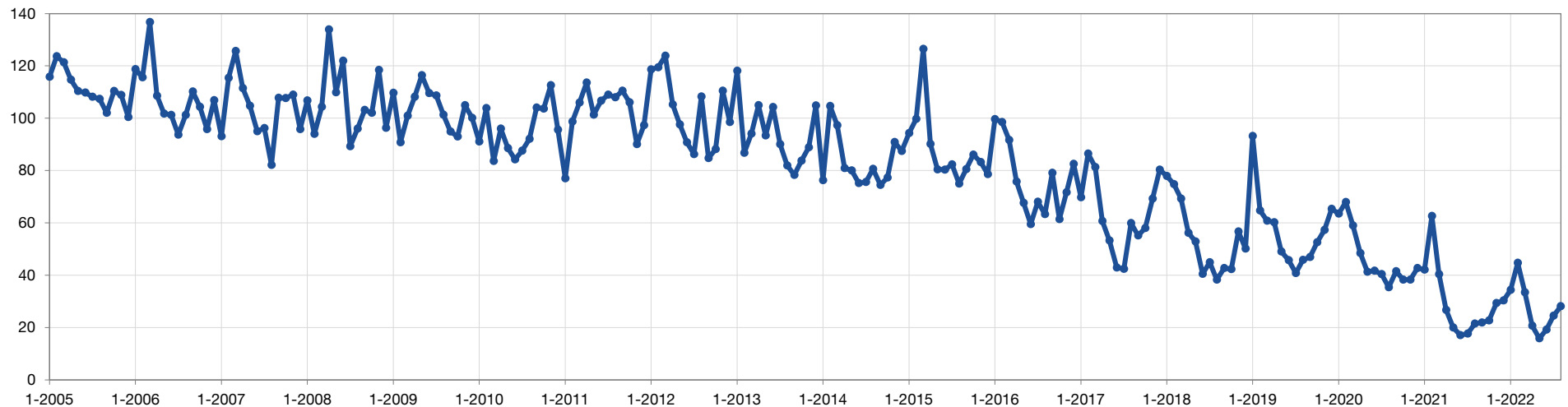


Year to Date



Days on Market	Prior Year	Percent Change	
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%
July 2022	24	18	+33.3%
August 2022	28	21	+33.3%
12-Month Avg	27	34	-20.6%

Historical Days on Market Until Sale by Month

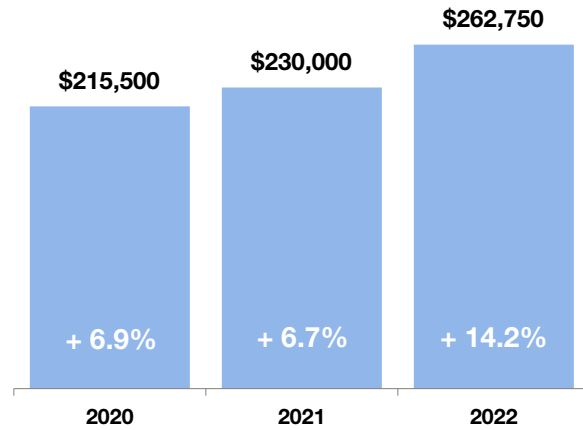


Median Sales Price

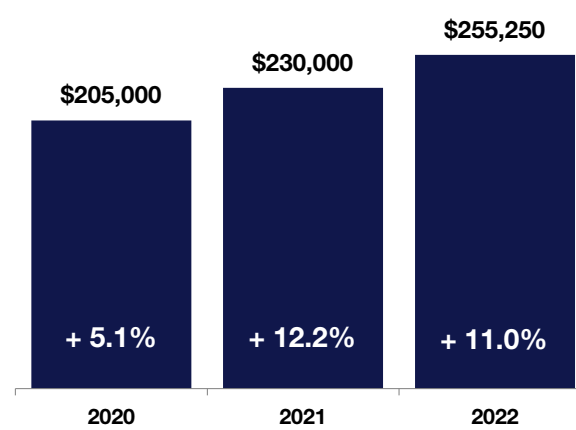
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$247,500	\$232,000	+6.7%
May 2022	\$266,450	\$230,000	+15.8%
June 2022	\$265,000	\$245,000	+8.2%
July 2022	\$259,000	\$237,000	+9.3%
August 2022	\$262,750	\$230,000	+14.2%
12-Month Avg	\$243,843	\$221,396	+10.1%

Historical Median Sales Price by Month

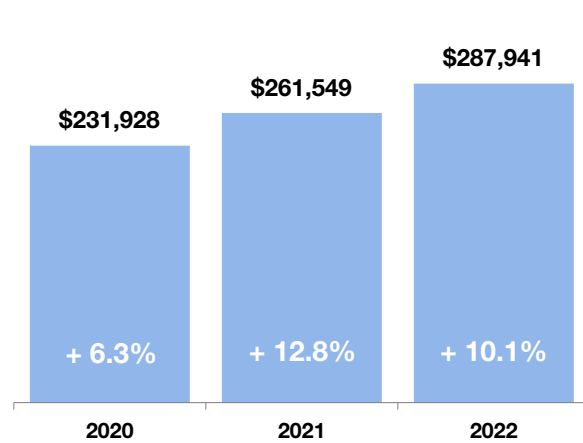


Average Sales Price

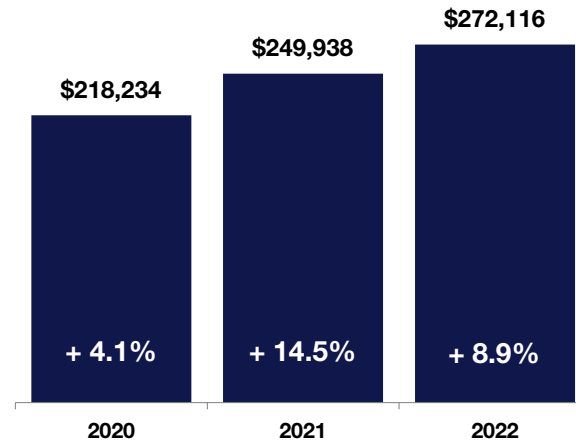
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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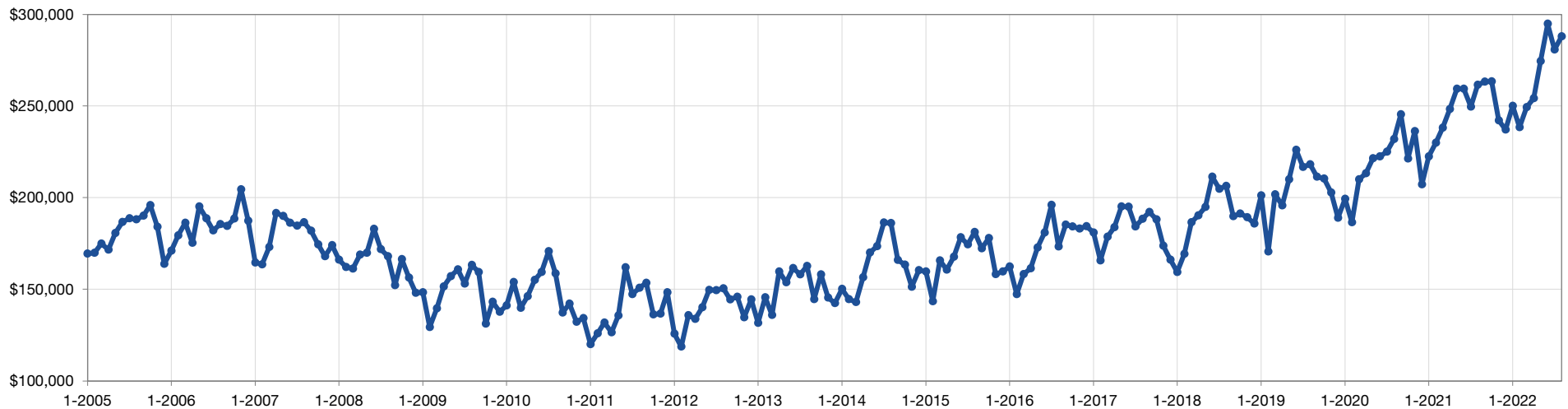


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$254,235	\$248,302	+2.4%
May 2022	\$274,493	\$259,337	+5.8%
June 2022	\$294,781	\$259,335	+13.7%
July 2022	\$280,821	\$249,660	+12.5%
August 2022	\$287,941	\$261,549	+10.1%
12-Month Avg	\$261,320	\$239,904	+8.9%

Historical Average Sales Price by Month

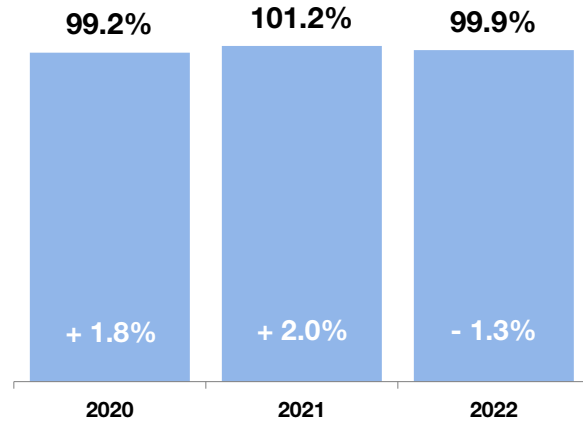


Percent of Original List Price Received

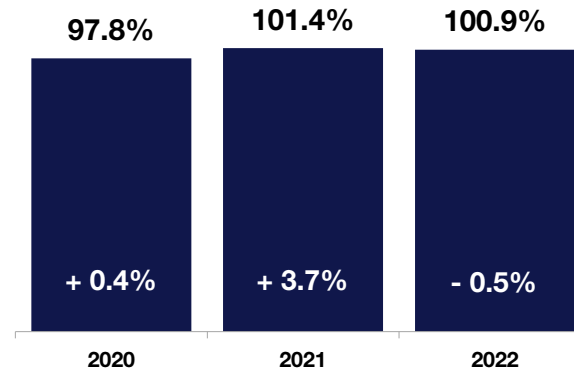


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August

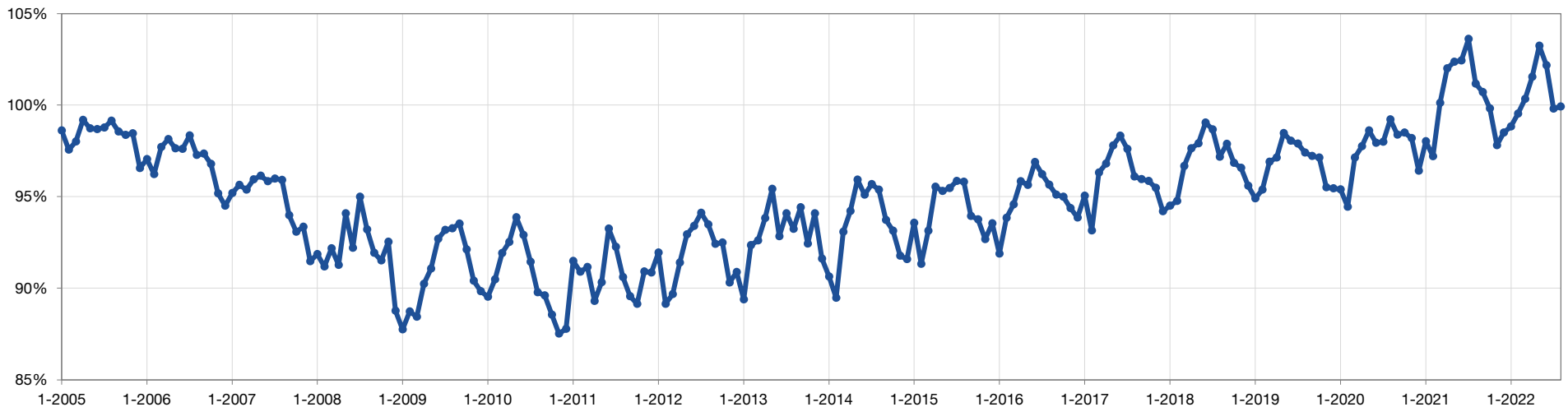


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2022	99.8%	103.6%	-3.7%
August 2022	99.9%	101.2%	-1.3%
12-Month Avg	100.2%	99.9%	+0.3%

Historical Percent of Original List Price Received by Month

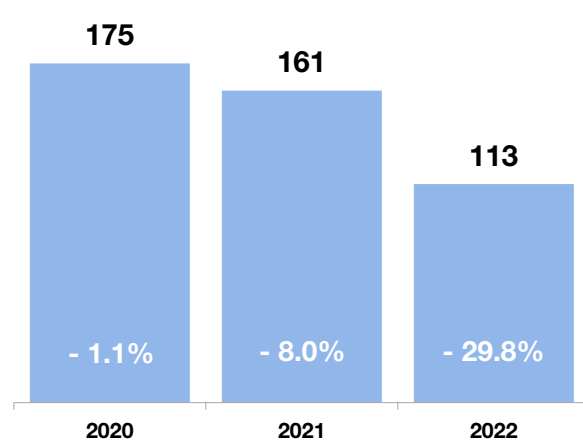


Housing Affordability Index

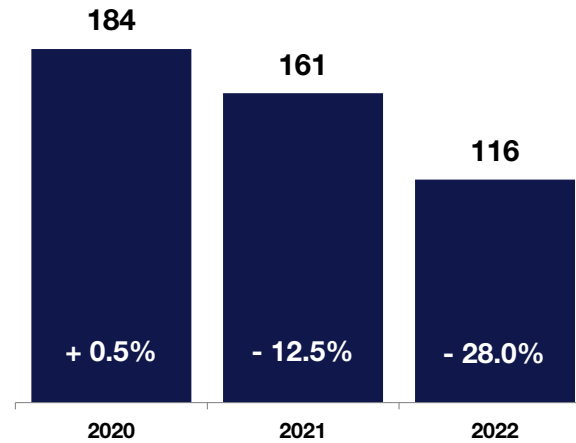


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

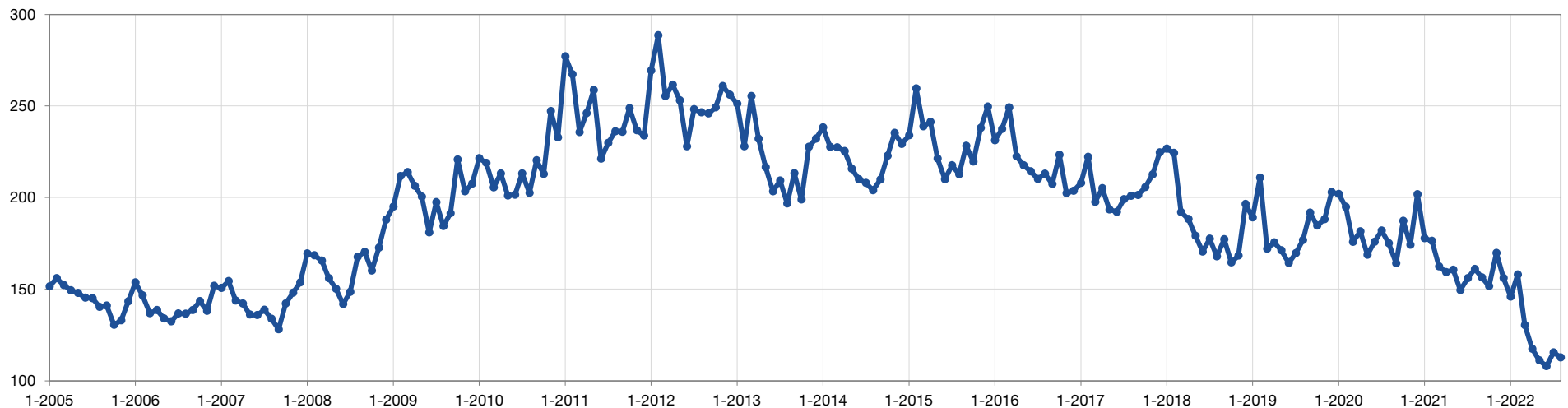


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2022	115	156	-26.3%
August 2022	113	161	-29.8%
12-Month Avg	136	169	-19.5%

Historical Housing Affordability Index by Month

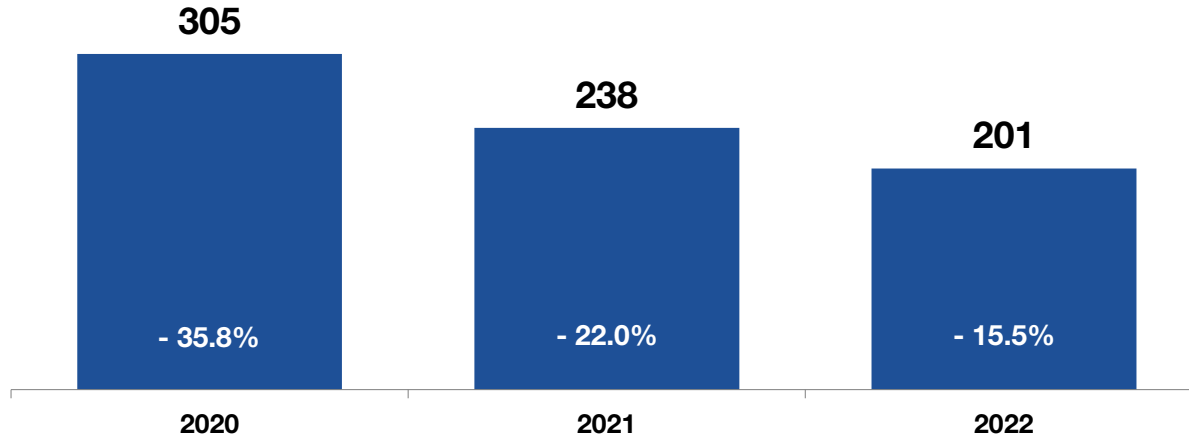


Inventory of Homes for Sale

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

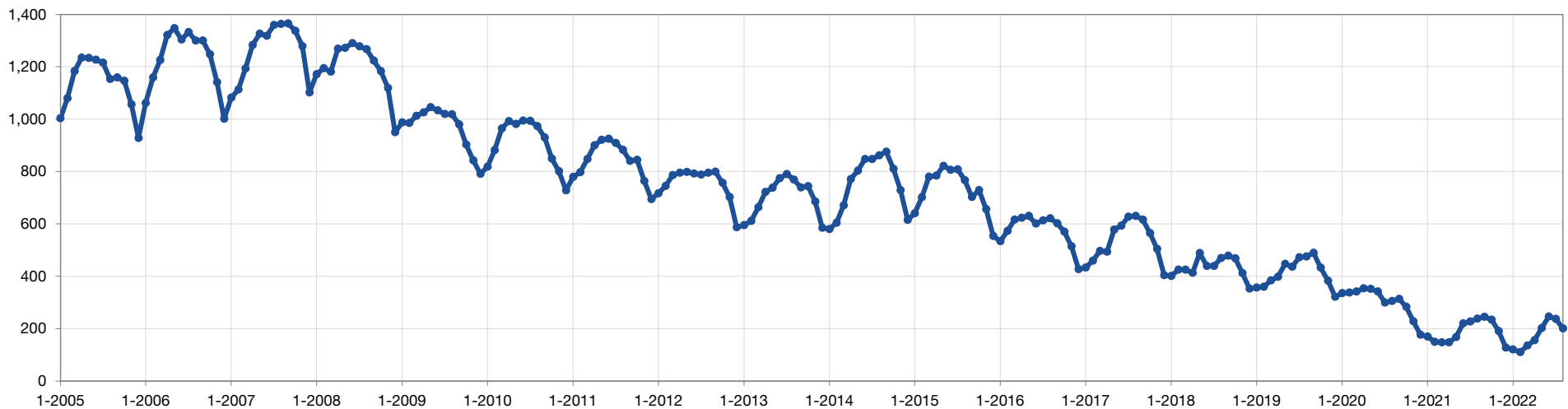


August



Homes for Sale		Prior Year	Percent Change
September 2021	245	313	-21.7%
October 2021	234	283	-17.3%
November 2021	190	228	-16.7%
December 2021	127	176	-27.8%
January 2022	120	169	-29.0%
February 2022	110	149	-26.2%
March 2022	135	147	-8.2%
April 2022	155	147	+5.4%
May 2022	202	167	+21.0%
June 2022	246	220	+11.8%
July 2022	237	227	+4.4%
August 2022	201	238	-15.5%
12-Month Avg	184	205	-10.2%

Historical Inventory of Homes for Sale by Month

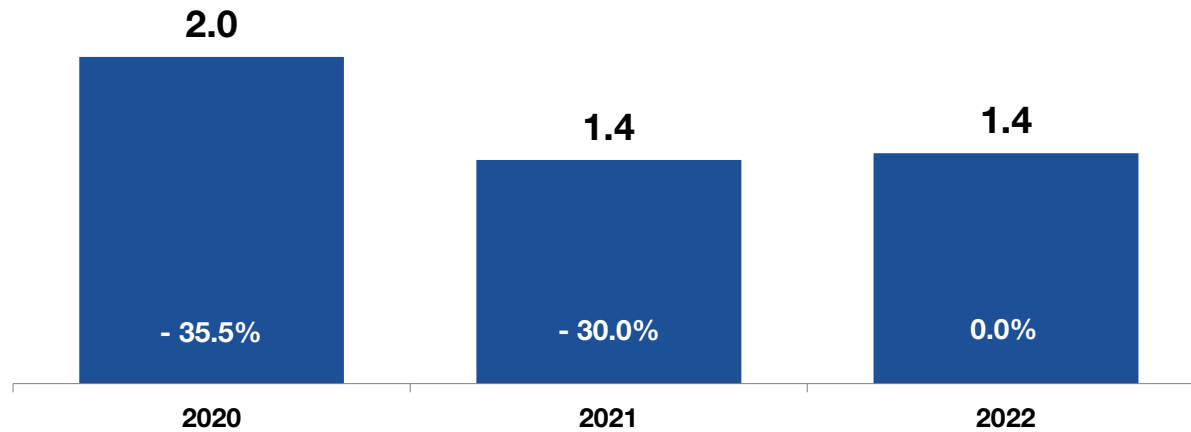


Months Supply of Inventory

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.



August



Months Supply		Prior Year	Percent Change
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	0.9	0.9	0.0%
April 2022	1.0	0.9	+11.1%
May 2022	1.3	1.0	+30.0%
June 2022	1.6	1.3	+23.1%
July 2022	1.6	1.3	+23.1%
August 2022	1.4	1.4	0.0%
12-Month Avg	1.2	1.2	0.0%

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 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	YTD 2021	YTD 2022	+ / -	8-2021	8-2022	+ / -	8-2021	8-2022	+ / -
Albany	42	32	-23.8%	37	24	-35.1%	\$188,950	\$245,000	+29.7%	8	7	-12.5%	1.9	1.8	-7.0%
Avon	47	39	-17.0%	26	41	+57.7%	\$298,750	\$330,000	+10.5%	11	4	-63.6%	2.8	0.8	-70.5%
Clearwater	75	58	-22.7%	55	50	-9.1%	\$287,500	\$305,000	+6.1%	14	13	-7.1%	1.6	2.1	+29.7%
Cold Spring	111	75	-32.4%	78	61	-21.8%	\$280,000	\$325,000	+16.1%	31	16	-48.4%	3.3	1.8	-45.5%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	6	15	+150.0%	6	10	+66.7%	\$220,000	\$250,000	+13.6%	3	4	+33.3%	1.9	2.4	+23.2%
Fair Haven Twp	0	1	--	0	1	--	\$0	\$220,000	--	0	0	--	0.0	0.0	--
Foley	67	72	+7.5%	59	59	0.0%	\$241,377	\$260,000	+7.7%	9	7	-22.2%	1.2	0.9	-23.0%
Freeport	6	9	+50.0%	11	6	-45.5%	\$299,000	\$399,950	+33.8%	1	4	+300.0%	0.5	1.5	+200.0%
Holdingford	12	12	0.0%	18	11	-38.9%	\$282,500	\$260,000	-8.0%	1	1	0.0%	0.4	0.5	+18.2%
Kimball	30	43	+43.3%	21	38	+81.0%	\$231,000	\$304,900	+32.0%	10	7	-30.0%	3.0	1.5	-49.5%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	50	40	-20.0%	35	32	-8.6%	\$214,500	\$248,450	+15.8%	10	8	-20.0%	2.1	1.8	-12.9%
Paynesville	77	58	-24.7%	66	38	-42.4%	\$177,500	\$239,900	+35.2%	15	11	-26.7%	1.9	1.7	-12.6%
Rice	102	72	-29.4%	64	58	-9.4%	\$251,700	\$292,000	+16.0%	23	17	-26.1%	2.5	2.3	-6.8%
Richmond	49	69	+40.8%	40	42	+5.0%	\$265,000	\$400,000	+50.9%	6	14	+133.3%	0.9	2.4	+173.4%
Rockville	11	18	+63.6%	9	11	+22.2%	\$252,000	\$263,000	+4.4%	3	7	+133.3%	1.8	3.9	+118.8%
Sartell	292	207	-29.1%	224	154	-31.3%	\$275,000	\$321,500	+16.9%	39	44	+12.8%	1.3	2.2	+61.6%
Sauk Centre	87	87	0.0%	59	68	+15.3%	\$230,000	\$246,000	+7.0%	21	17	-19.0%	2.4	2.0	-15.0%
Sauk Rapids	195	187	-4.1%	160	157	-1.9%	\$237,300	\$267,250	+12.6%	26	22	-15.4%	1.2	1.2	-2.0%
Saint Cloud	987	828	-16.1%	804	639	-20.5%	\$203,750	\$225,000	+10.4%	138	122	-11.6%	1.3	1.4	+6.8%
Saint Joseph	109	71	-34.9%	87	63	-27.6%	\$235,000	\$280,000	+19.1%	15	6	-60.0%	1.4	0.7	-47.3%
Saint Augusta	55	48	-12.7%	38	39	+2.6%	\$317,450	\$332,000	+4.6%	13	10	-23.1%	2.4	1.9	-19.6%
Waite Park	82	80	-2.4%	62	67	+8.1%	\$180,000	\$194,600	+8.1%	20	7	-65.0%	2.5	0.8	-68.6%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--