

# Monthly Indicators

## September 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

**- 21.7%**      **+ 2.1%**      **- 9.4%**

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.



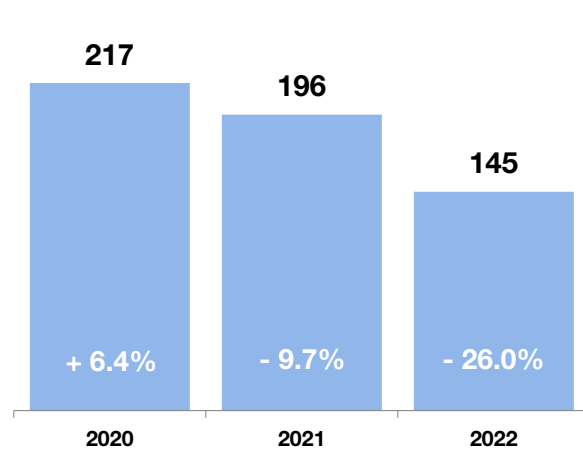
Key Metrics	Historical Sparkbars	9-2021	9-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
<b>New Listings</b>		196	<b>145</b>	- 26.0%	1,861	<b>1,521</b>	- 18.3%
<b>Pending Sales</b>		172	<b>111</b>	- 35.5%	1,663	<b>1,272</b>	- 23.5%
<b>Closed Sales</b>		198	<b>155</b>	- 21.7%	1,535	<b>1,240</b>	- 19.2%
<b>Days on Market</b>		22	<b>27</b>	+ 22.7%	26	<b>26</b>	0.0%
<b>Median Sales Price</b>		\$235,000	<b>\$240,000</b>	+ 2.1%	\$230,000	<b>\$255,000</b>	+ 10.9%
<b>Avg. Sales Price</b>		\$263,260	<b>\$270,369</b>	+ 2.7%	\$251,659	<b>\$272,090</b>	+ 8.1%
<b>Pct. of Orig. Price Received</b>		100.7%	<b>98.0%</b>	- 2.7%	101.3%	<b>100.5%</b>	- 0.8%
<b>Affordability Index</b>		156	<b>111</b>	- 28.8%	160	<b>105</b>	- 34.4%
<b>Homes for Sale</b>		245	<b>222</b>	- 9.4%	--	--	--
<b>Months Supply</b>		1.4	<b>1.6</b>	+ 14.3%	--	--	--

# New Listings

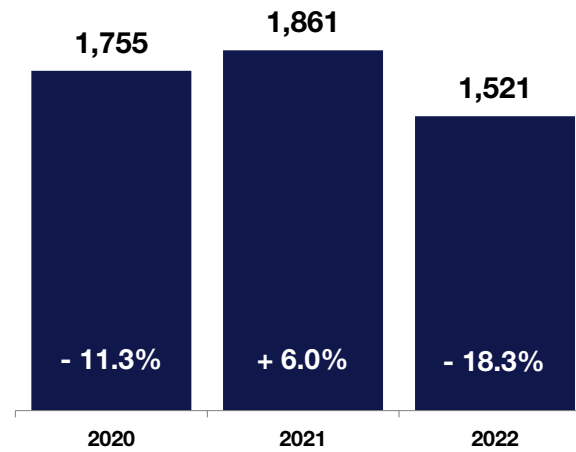
A count of the properties that have been newly listed on the market in a given month.



## September

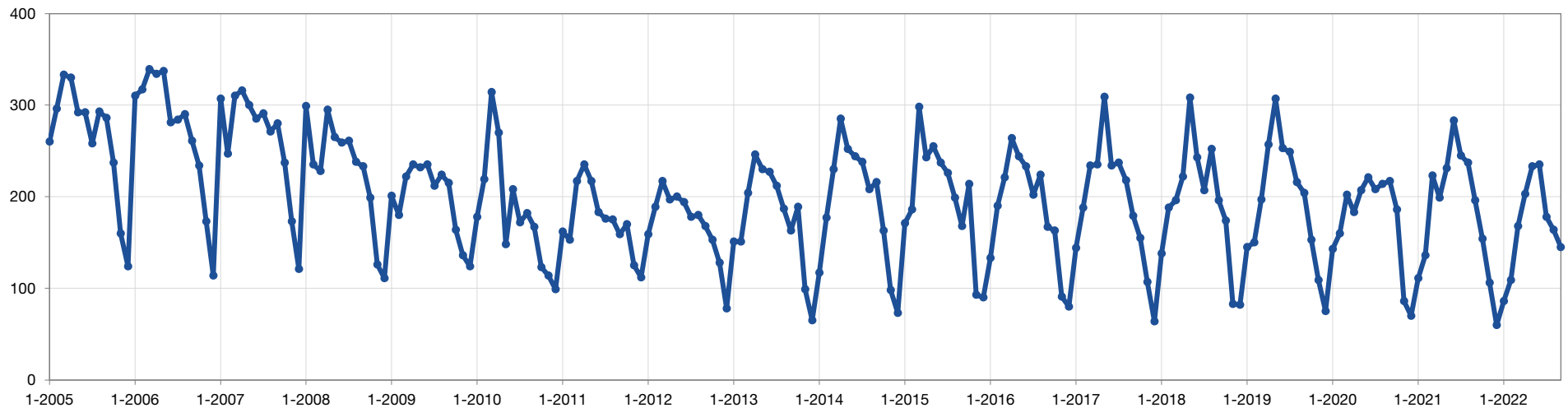


## Year to Date



	New Listings	Prior Year	Percent Change
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	168	223	-24.7%
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	164	237	-30.8%
<b>September 2022</b>	<b>145</b>	<b>196</b>	<b>-26.0%</b>
12-Month Avg	153	184	-16.8%

## Historical New Listings by Month

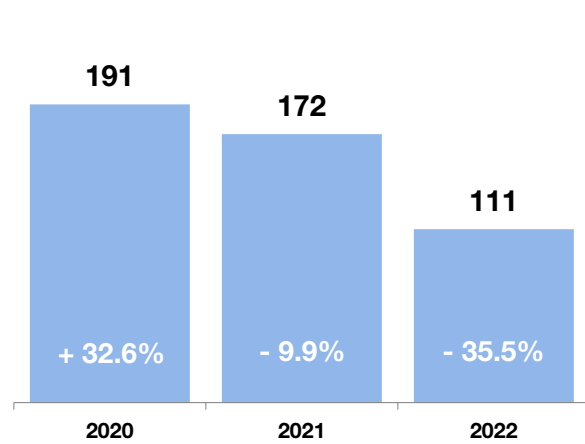


# Pending Sales

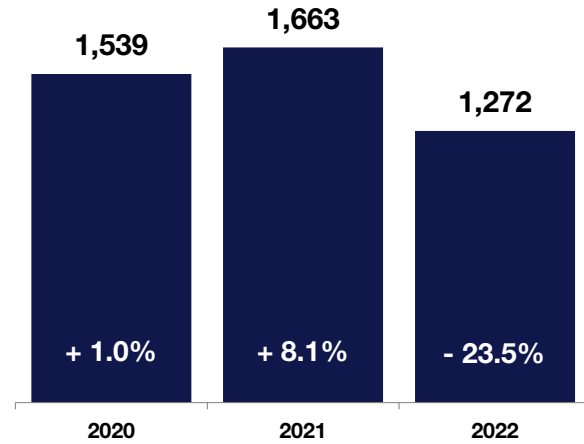
A count of the properties on which offers have been accepted in a given month.



## September

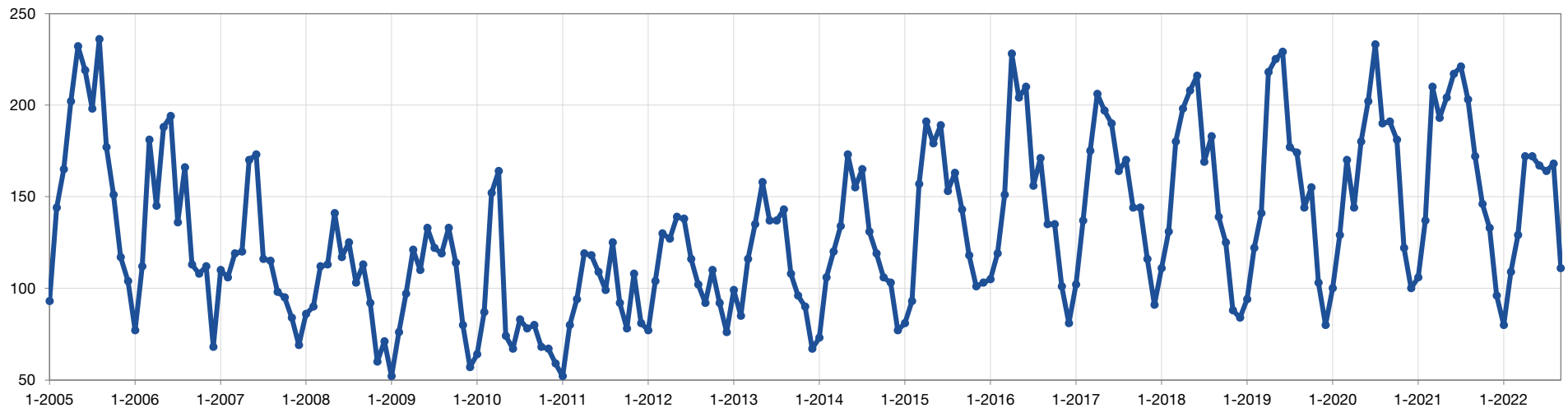


## Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	164	221	-25.8%
August 2022	168	203	-17.2%
<b>September 2022</b>	<b>111</b>	<b>172</b>	<b>-35.5%</b>
12-Month Avg	137	172	-20.3%

## Historical Pending Sales by Month

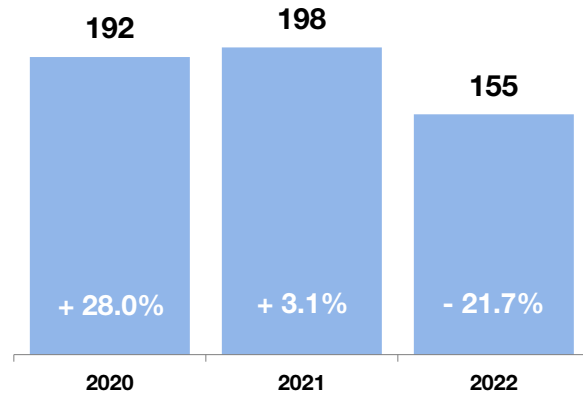


# Closed Sales

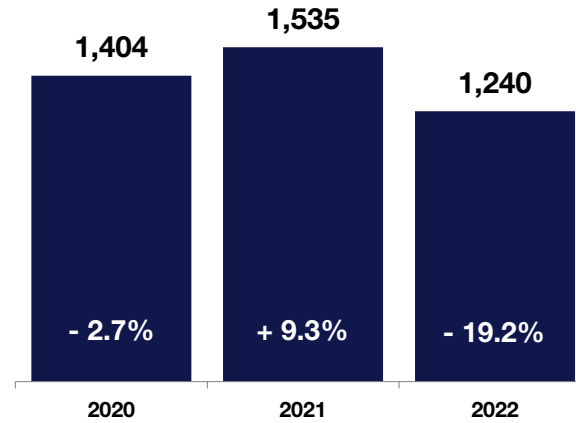
A count of the actual sales that closed in a given month.



## September

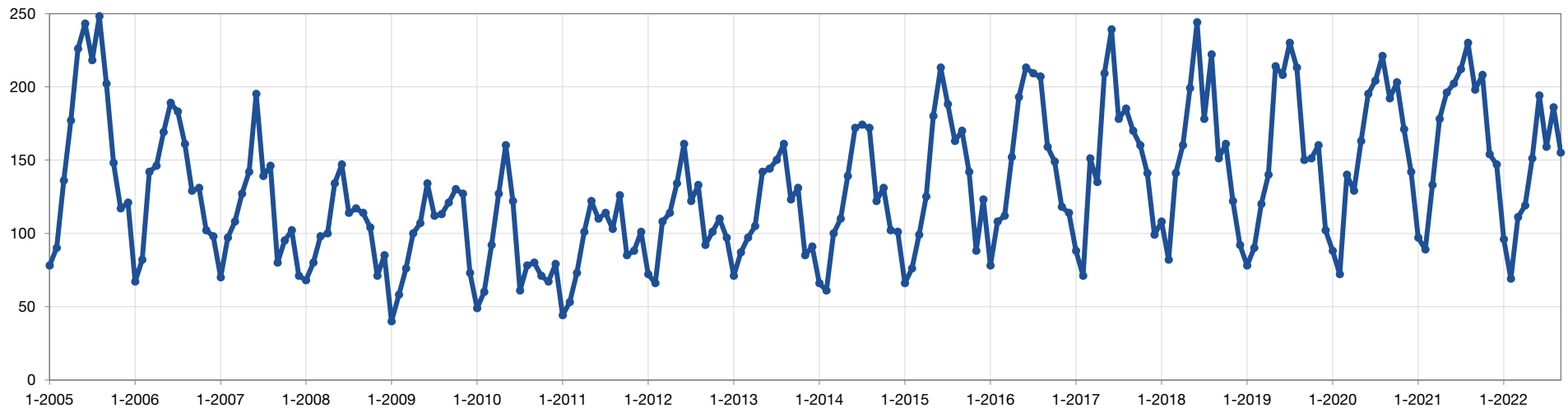


## Year to Date



	Closed Sales	Prior Year	Percent Change
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	186	230	-19.1%
<b>September 2022</b>	<b>155</b>	<b>198</b>	<b>-21.7%</b>
12-Month Avg	146	171	-14.6%

## Historical Closed Sales by Month

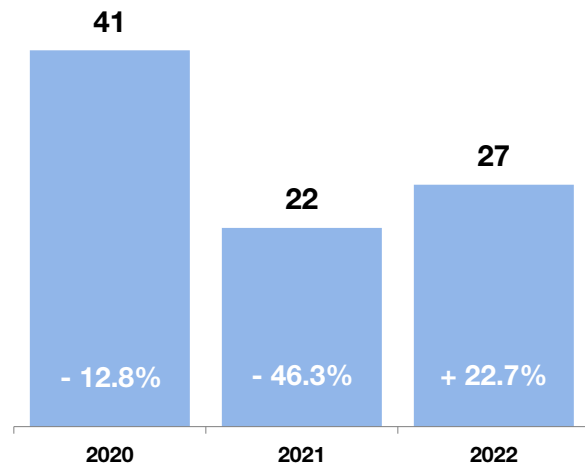


# Days on Market Until Sale

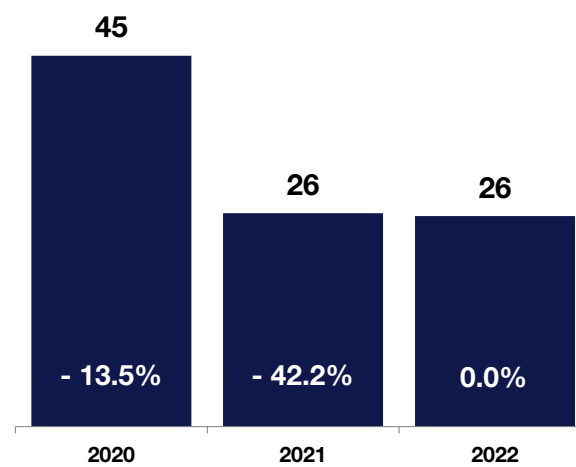
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

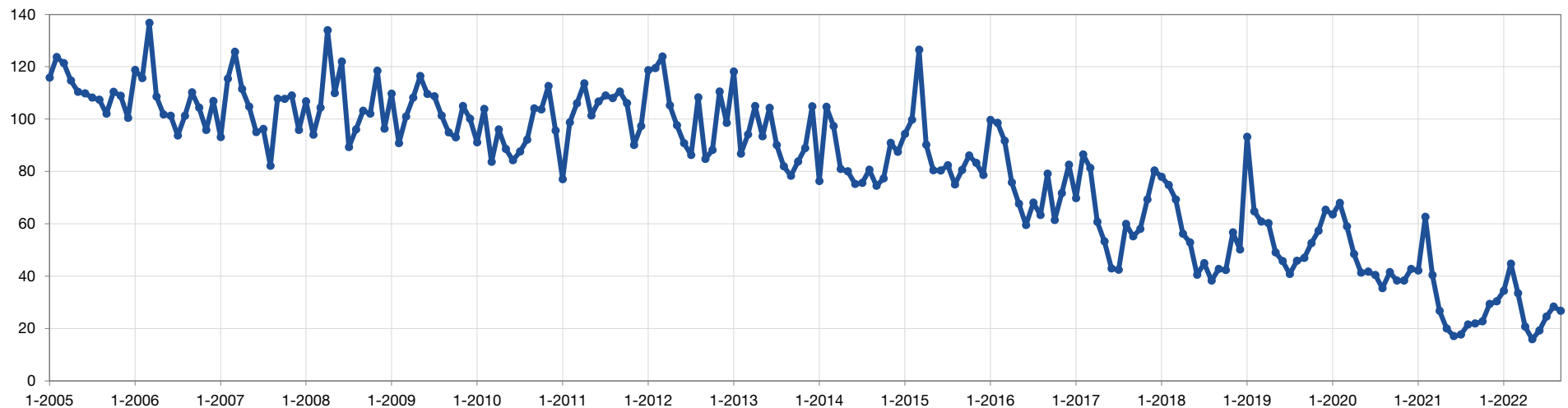


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
<b>September 2022</b>	<b>27</b>	<b>22</b>	<b>+22.7%</b>
12-Month Avg	27	32	-15.6%

## Historical Days on Market Until Sale by Month

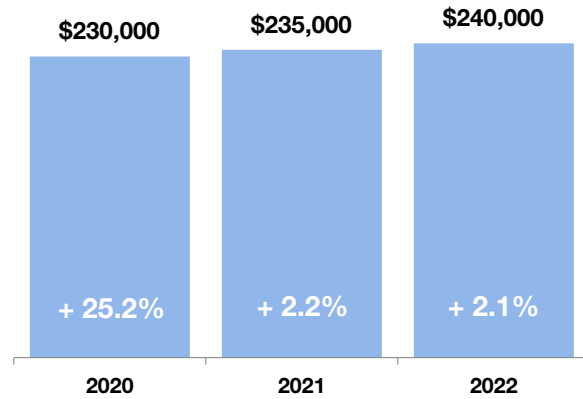


# Median Sales Price

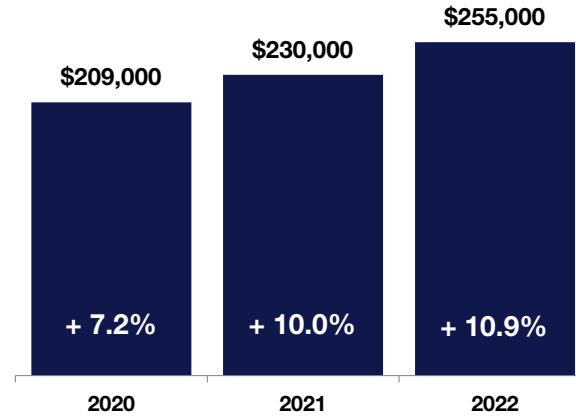
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September



## Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$265,000	\$230,000	+15.2%
<b>September 2022</b>	<b>\$240,000</b>	<b>\$235,000</b>	<b>+2.1%</b>
12-Month Avg	\$244,447	\$221,813	+10.2%

## Historical Median Sales Price by Month

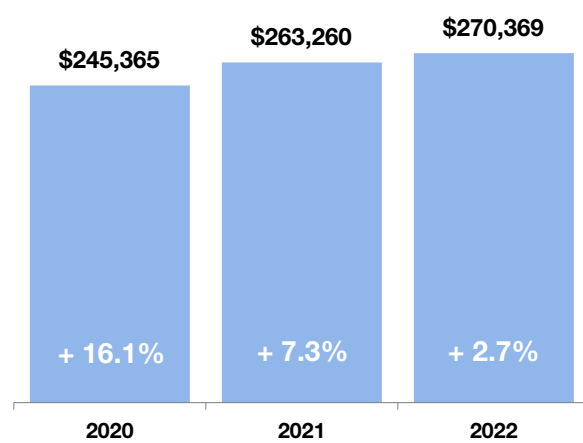


# Average Sales Price

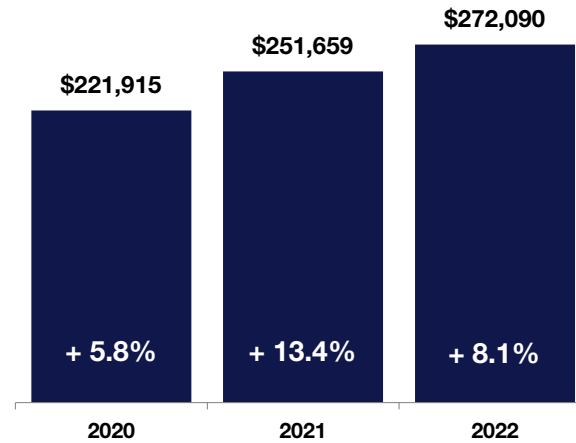
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

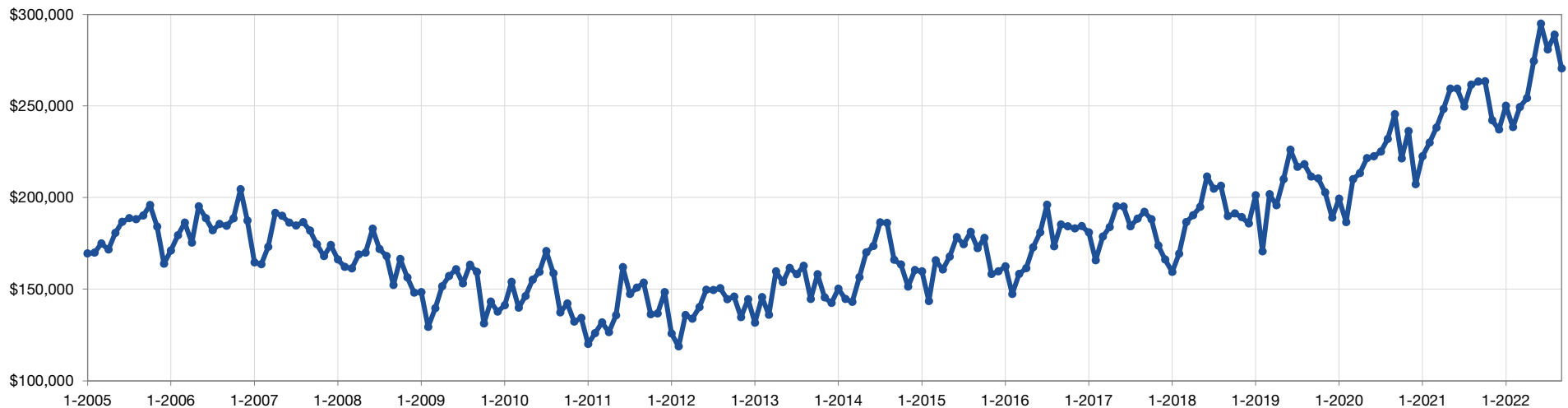


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$288,804	\$261,549	+10.4%
<b>September 2022</b>	<b>\$270,369</b>	<b>\$263,260</b>	<b>+2.7%</b>
12-Month Avg	\$261,984	\$241,396	+8.5%

## Historical Average Sales Price by Month



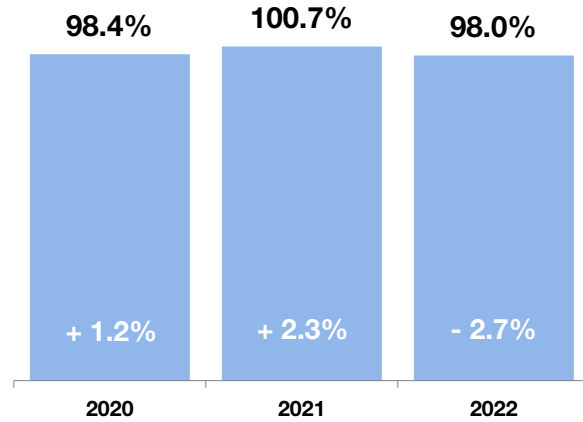


# Percent of Original List Price Received

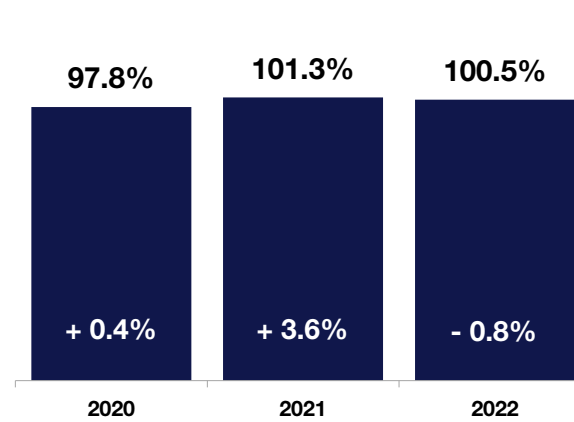


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

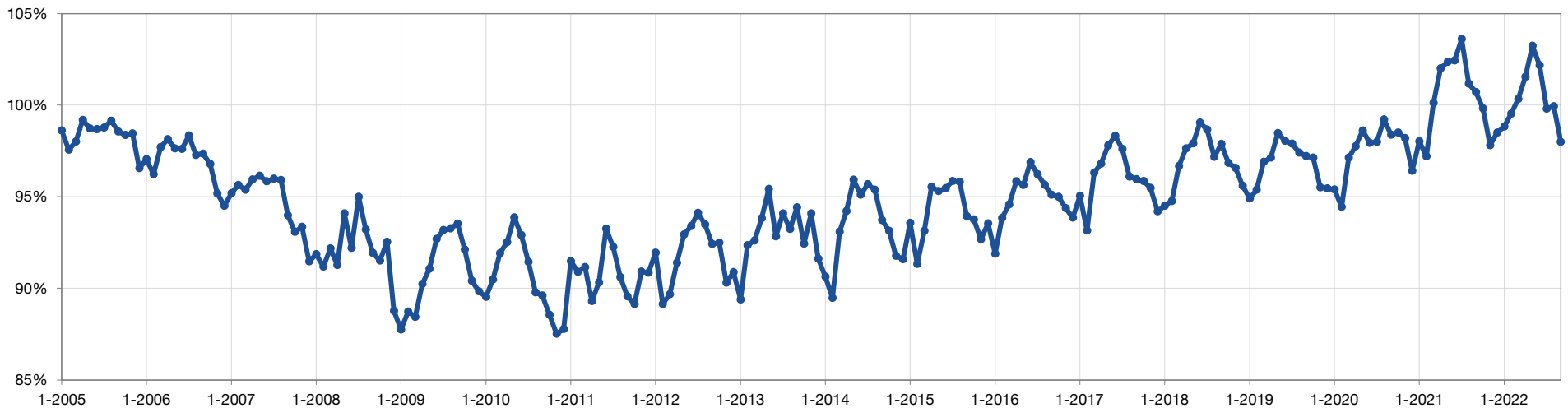


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>September 2022</b>	<b>98.0%</b>	<b>100.7%</b>	<b>-2.7%</b>
12-Month Avg	100.0%	100.1%	-0.1%

## Historical Percent of Original List Price Received by Month

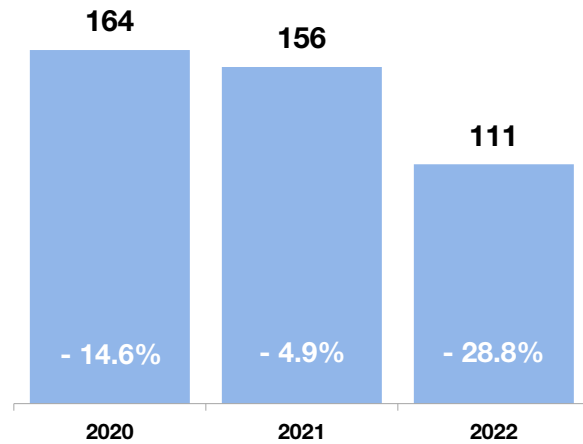


# Housing Affordability Index

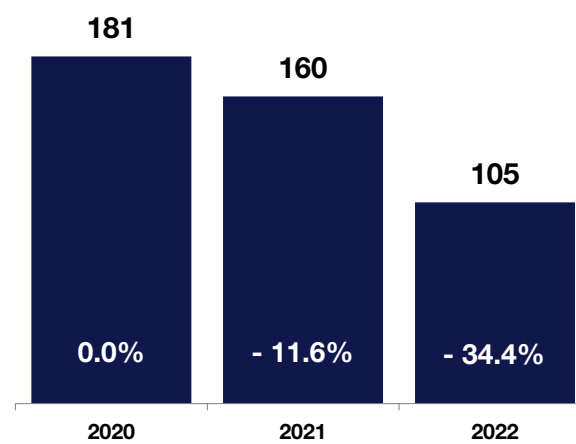


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September

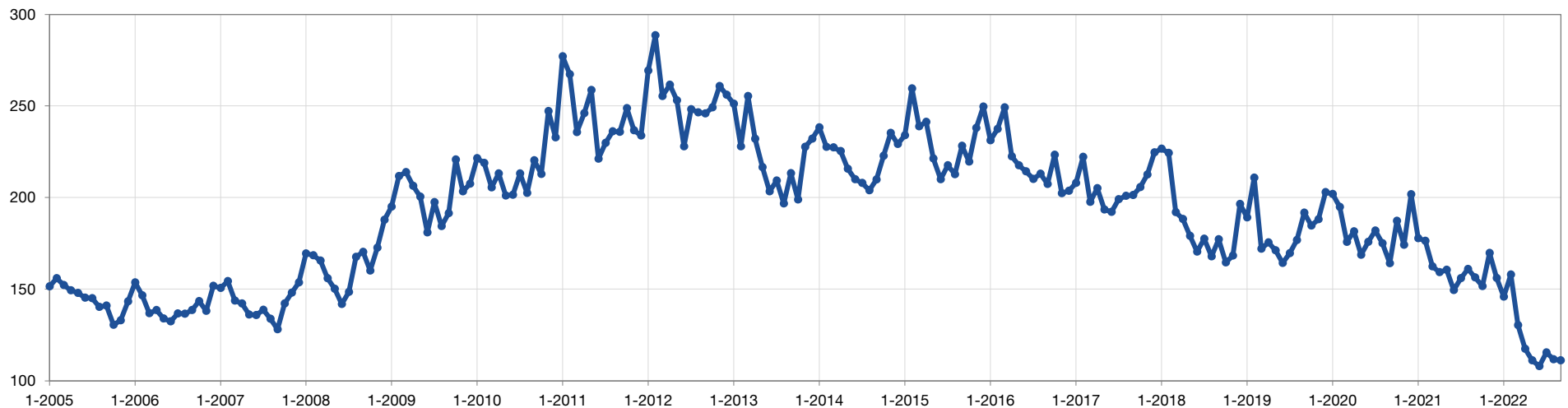


## Year to Date



	Affordability Index	Prior Year	Percent Change
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	112	161	-30.4%
<b>September 2022</b>	<b>111</b>	<b>156</b>	<b>-28.8%</b>
12-Month Avg	132	169	-21.9%

## Historical Housing Affordability Index by Month

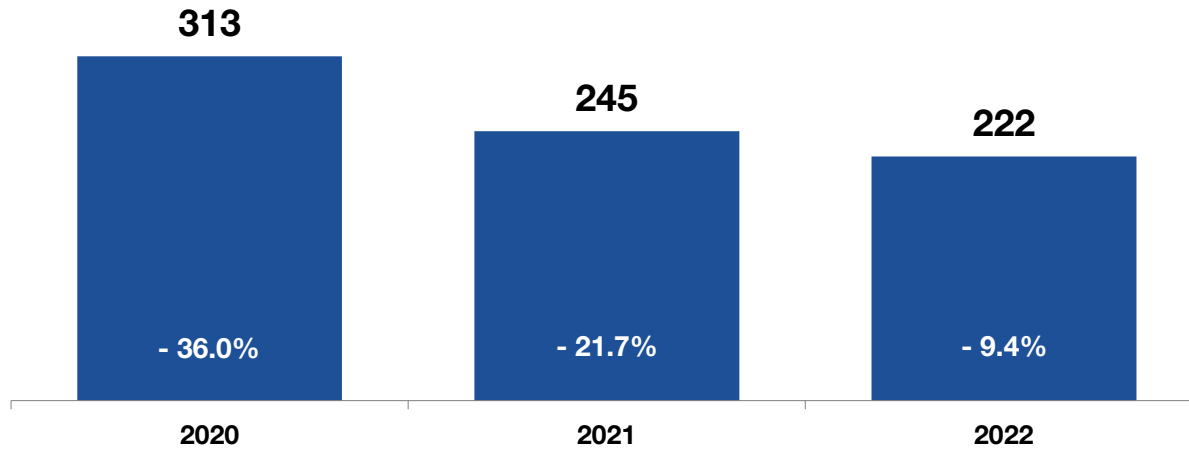


# Inventory of Homes for Sale

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

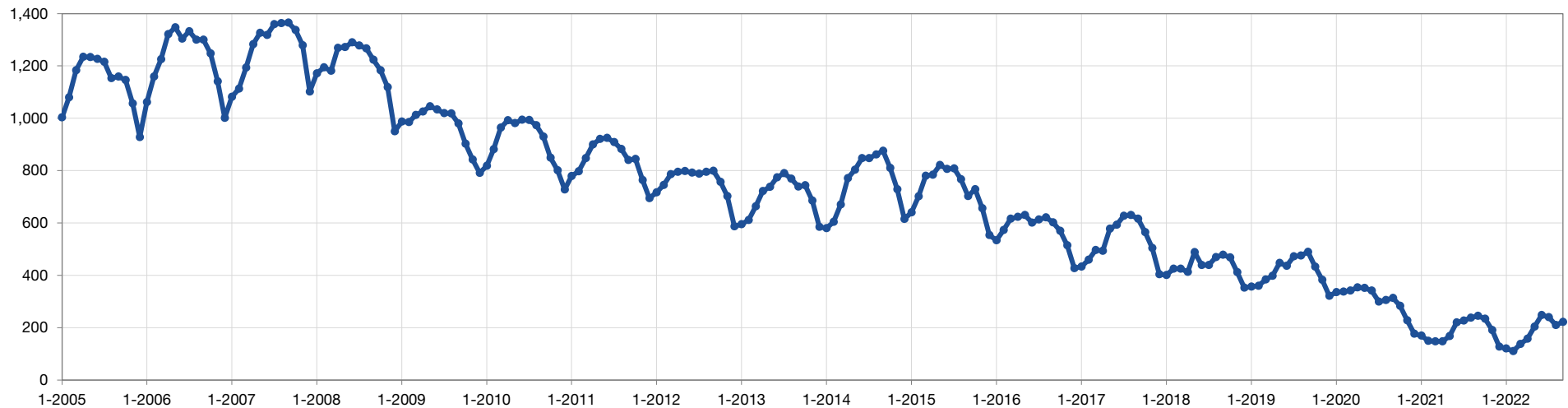


## September



Homes for Sale		Prior Year	Percent Change
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	137	147	-6.8%
April 2022	157	147	+6.8%
May 2022	204	167	+22.2%
June 2022	248	220	+12.7%
July 2022	240	227	+5.7%
August 2022	210	238	-11.8%
<b>September 2022</b>	<b>222</b>	<b>245</b>	<b>-9.4%</b>
12-Month Avg	183	200	-8.5%

## Historical Inventory of Homes for Sale by Month

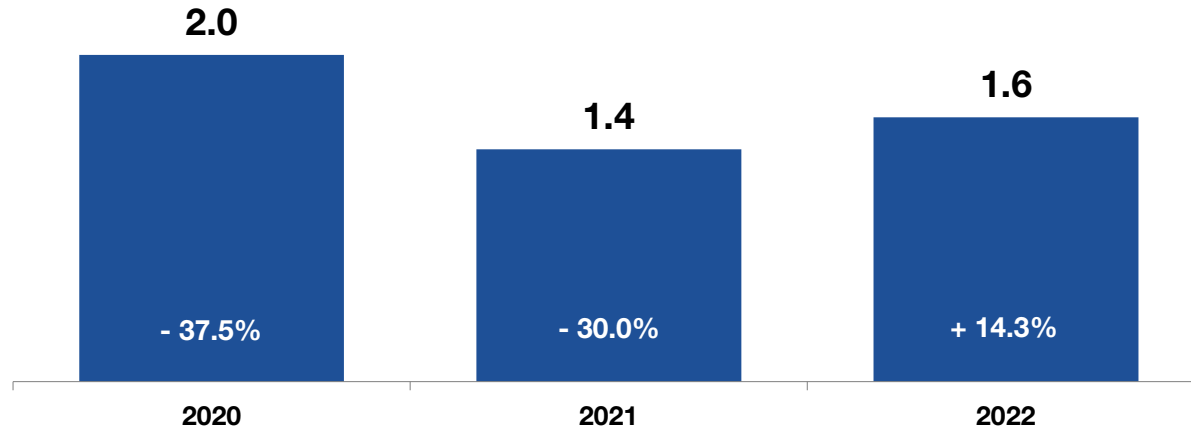


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
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	1.7	1.3	+30.8%
July 2022	1.7	1.3	+30.8%
August 2022	1.5	1.4	+7.1%
<b>September 2022</b>	<b>1.6</b>	<b>1.4</b>	<b>+14.3%</b>
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	+ / -	9-2021	9-2022	+ / -	9-2021	9-2022	+ / -
Albany	48	37	-22.9%	41	28	-31.7%	\$191,950	\$255,900	+33.3%	9	7	-22.2%	2.2	1.8	-19.0%
Avon	53	45	-15.1%	31	43	+38.7%	\$302,500	\$330,000	+9.1%	14	6	-57.1%	3.9	1.2	-69.3%
Clearwater	82	67	-18.3%	63	54	-14.3%	\$287,500	\$305,000	+6.1%	13	15	+15.4%	1.6	2.5	+50.2%
Cold Spring	132	83	-37.1%	87	77	-11.5%	\$279,950	\$320,000	+14.3%	33	17	-48.5%	3.2	2.1	-34.0%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	7	18	+157.1%	6	13	+116.7%	\$220,000	\$244,900	+11.3%	4	6	+50.0%	2.7	3.7	+37.5%
Fair Haven Twp	1	1	0.0%	0	1	--	\$0	\$220,000	--	1	0	-100.0%	0.0	0.0	--
Foley	79	77	-2.5%	68	70	+2.9%	\$242,500	\$260,000	+7.2%	13	7	-46.2%	1.6	0.9	-43.2%
Freeport	6	9	+50.0%	11	9	-18.2%	\$299,000	\$329,900	+10.3%	1	3	+200.0%	0.5	1.3	+166.7%
Holdingford	16	13	-18.8%	19	12	-36.8%	\$285,000	\$260,500	-8.6%	4	0	-100.0%	1.8	0.0	-100.0%
Kimball	37	44	+18.9%	26	41	+57.7%	\$235,450	\$299,900	+27.4%	9	8	-11.1%	2.8	1.7	-39.0%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	58	44	-24.1%	41	36	-12.2%	\$208,250	\$249,950	+20.0%	12	7	-41.7%	2.6	1.6	-38.7%
Paynesville	86	67	-22.1%	77	51	-33.8%	\$199,000	\$239,000	+20.1%	10	10	0.0%	1.3	1.6	+27.0%
Rice	112	86	-23.2%	82	65	-20.7%	\$254,350	\$294,000	+15.6%	16	21	+31.3%	1.7	3.0	+80.3%
Richmond	53	72	+35.8%	46	52	+13.0%	\$265,000	\$390,000	+47.2%	5	12	+140.0%	0.8	2.0	+147.4%
Rockville	11	22	+100.0%	9	12	+33.3%	\$252,000	\$276,000	+9.5%	1	11	+1000.0%	0.6	6.3	+968.6%
Sartell	330	227	-31.2%	258	182	-29.5%	\$280,000	\$327,500	+17.0%	51	38	-25.5%	1.8	1.9	+2.8%
Sauk Centre	101	96	-5.0%	72	75	+4.2%	\$240,750	\$242,000	+0.5%	22	17	-22.7%	2.6	2.1	-17.0%
Sauk Rapids	212	214	+0.9%	179	170	-5.0%	\$235,550	\$267,500	+13.6%	19	31	+63.2%	0.9	1.7	+95.6%
Saint Cloud	1,109	913	-17.7%	923	738	-20.0%	\$205,000	\$224,950	+9.7%	146	137	-6.2%	1.4	1.7	+17.8%
Saint Joseph	117	78	-33.3%	100	70	-30.0%	\$235,000	\$280,000	+19.1%	12	7	-41.7%	1.1	0.9	-19.5%
Saint Augusta	66	56	-15.2%	46	43	-6.5%	\$312,000	\$350,000	+12.2%	16	15	-6.3%	2.8	3.2	+14.5%
Waite Park	93	89	-4.3%	75	80	+6.7%	\$178,900	\$203,000	+13.5%	17	9	-47.1%	2.1	1.1	-49.7%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--