



Monthly Indicators

November 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

- 25.3% **+ 16.9%** **+ 1.6%**

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.



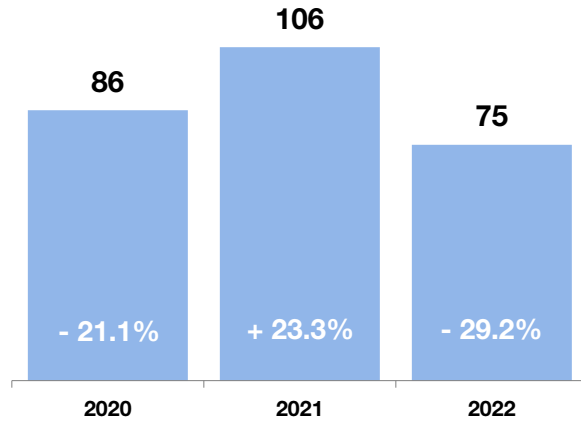
Key Metrics	Historical Sparkbars	11-2021	11-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		106	75	- 29.2%	2,121	1,732	- 18.3%
Pending Sales		133	73	- 45.1%	1,942	1,471	- 24.3%
Closed Sales		154	115	- 25.3%	1,897	1,486	- 21.7%
Days on Market		29	30	+ 3.4%	26	26	0.0%
Median Sales Price		\$222,450	\$260,000	+ 16.9%	\$231,000	\$255,000	+ 10.4%
Avg. Sales Price		\$242,115	\$266,517	+ 10.1%	\$252,183	\$272,001	+ 7.9%
Pct. of Orig. Price Received		97.8%	96.6%	- 1.2%	100.9%	100.0%	- 0.9%
Affordability Index		170	102	- 40.0%	163	104	- 36.2%
Homes for Sale		190	193	+ 1.6%	--	--	--
Months Supply		1.1	1.5	+ 36.4%	--	--	--

New Listings

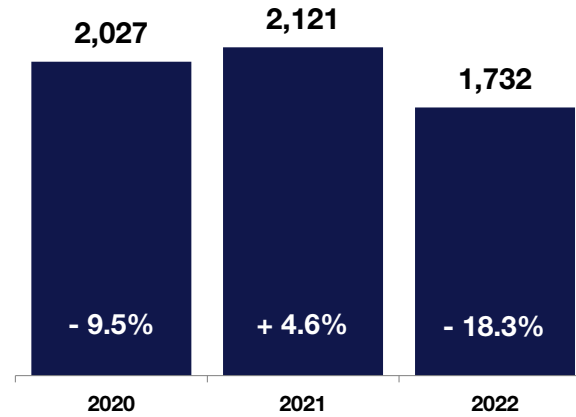
A count of the properties that have been newly listed on the market in a given month.



November

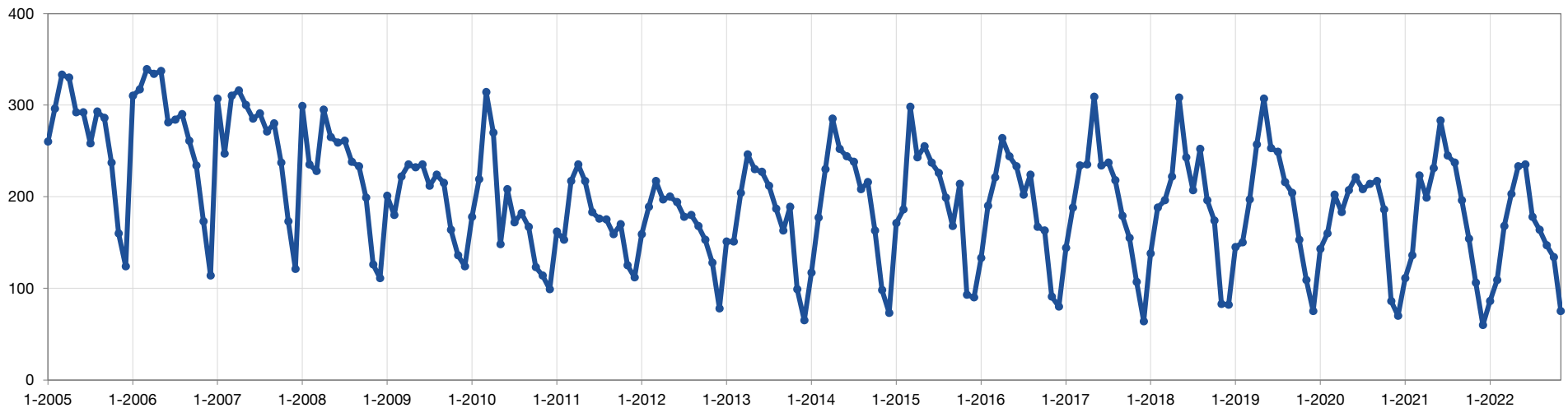


Year to Date



	New Listings	Prior Year	Percent Change
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%
September 2022	147	196	-25.0%
October 2022	134	154	-13.0%
November 2022	75	106	-29.2%
12-Month Avg	149	183	-18.6%

Historical New Listings by Month

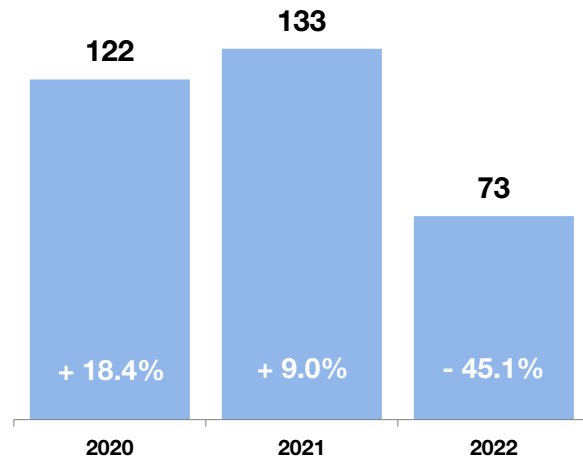


Pending Sales

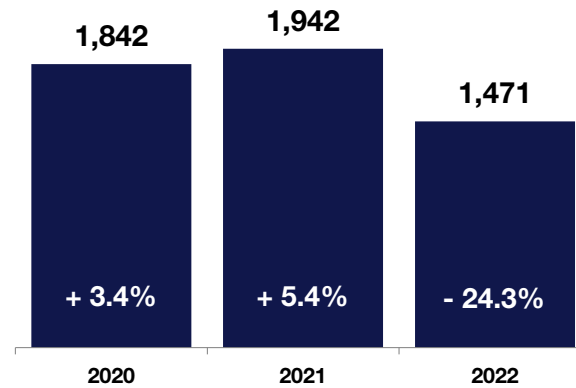
A count of the properties on which offers have been accepted in a given month.



November

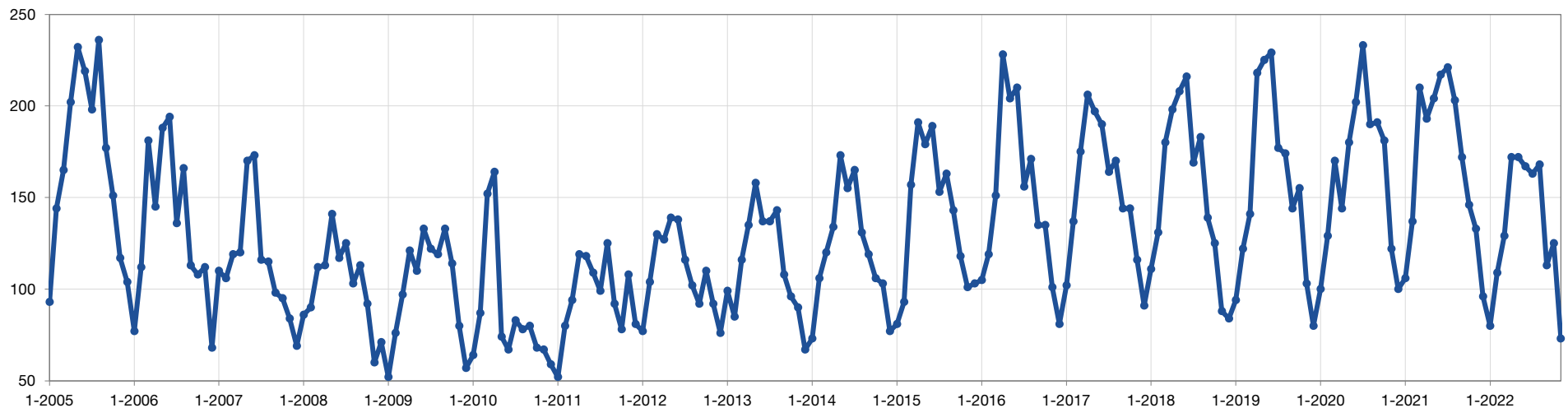


Year to Date



Pending Sales	Prior Year	Percent Change	
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	163	221	-26.2%
August 2022	168	203	-17.2%
September 2022	113	172	-34.3%
October 2022	125	146	-14.4%
November 2022	73	133	-45.1%
12-Month Avg	131	170	-22.9%

Historical Pending Sales by Month

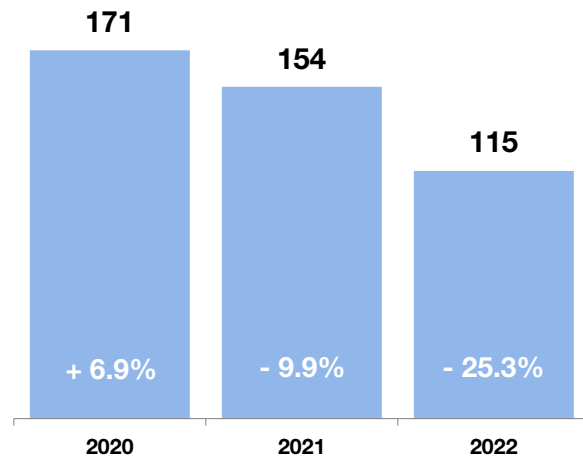


Closed Sales

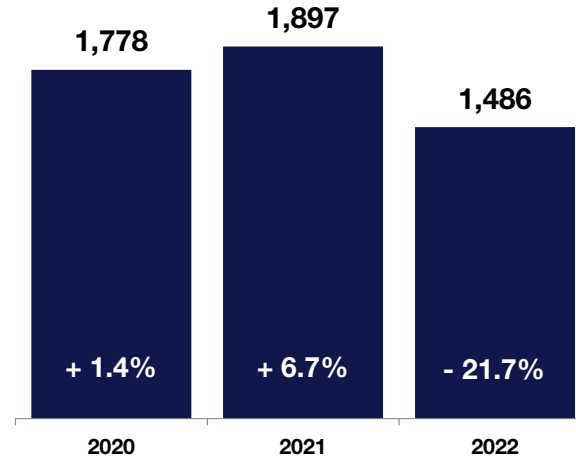
A count of the actual sales that closed in a given month.



November

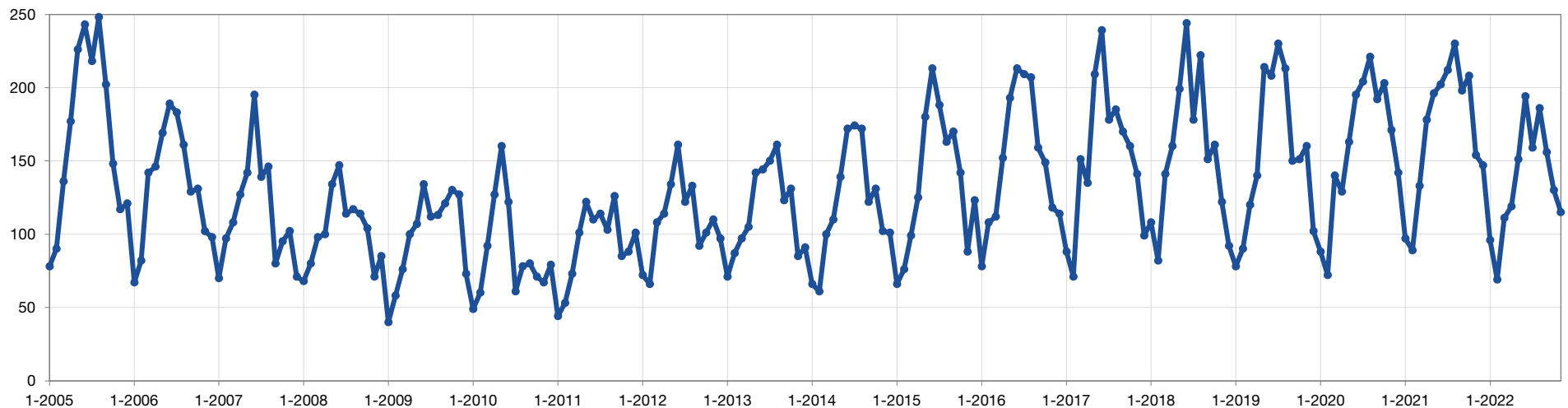


Year to Date



Closed Sales	Prior Year	Percent Change
December 2021	147	+3.5%
January 2022	96	-1.0%
February 2022	69	-22.5%
March 2022	111	-16.5%
April 2022	119	-33.1%
May 2022	151	-23.0%
June 2022	194	-4.0%
July 2022	159	-25.0%
August 2022	186	-19.1%
September 2022	156	-21.2%
October 2022	130	-37.5%
November 2022	115	-25.3%
12-Month Avg	136	-20.0%

Historical Closed Sales by Month

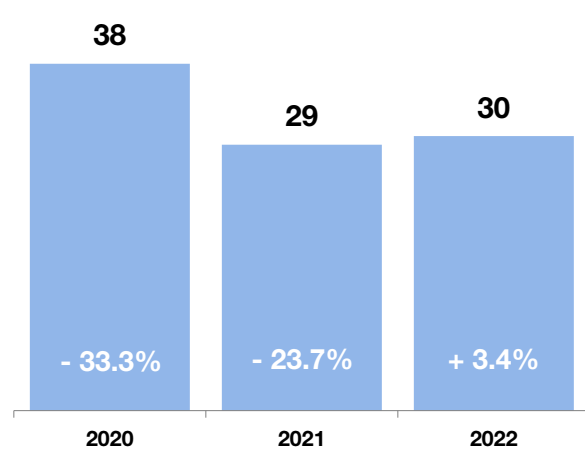


Days on Market Until Sale

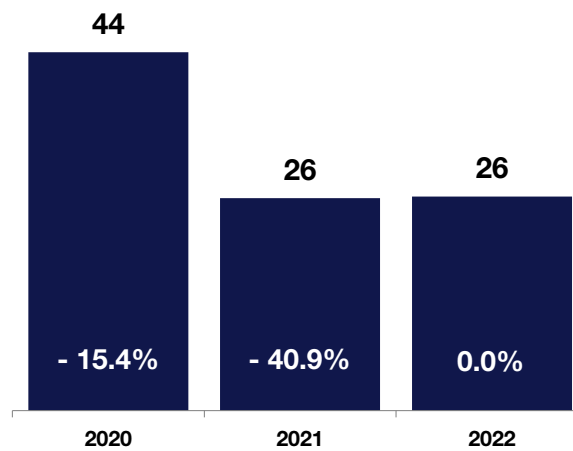
Average number of days between when a property is listed and when an offer is accepted in a given month.



November

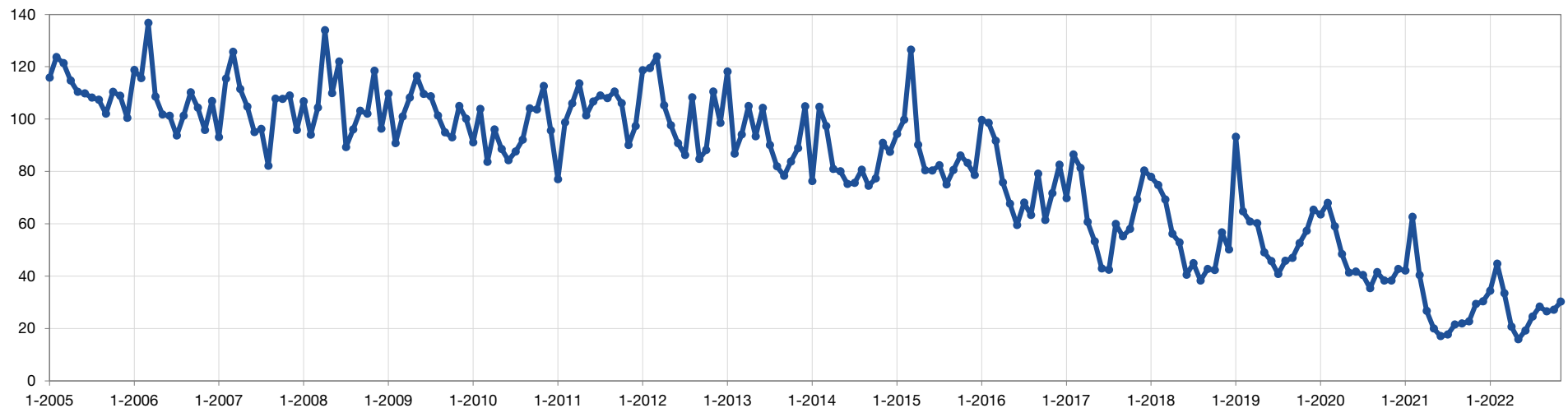


Year to Date



Days on Market	Prior Year	Percent Change	
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%
September 2022	27	22	+22.7%
October 2022	27	23	+17.4%
November 2022	30	29	+3.4%
12-Month Avg	28	30	-6.7%

Historical Days on Market Until Sale by Month

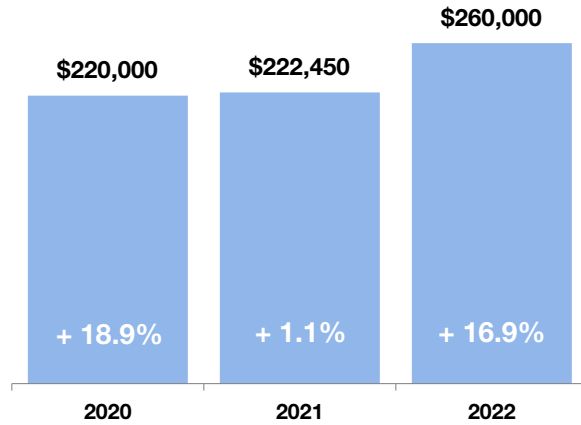


Median Sales Price

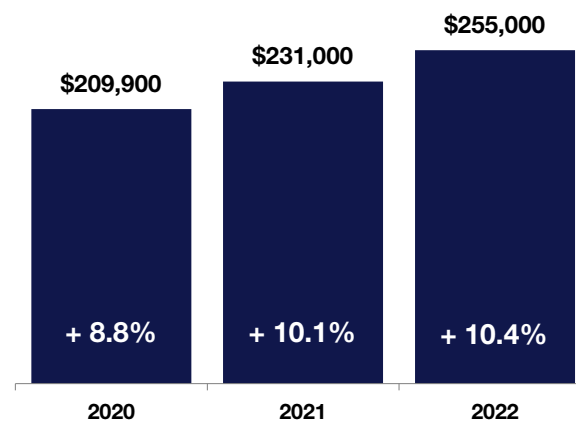
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



November



Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2022	\$240,000	\$235,000	+2.1%
October 2022	\$255,000	\$242,250	+5.3%
November 2022	\$260,000	\$222,450	+16.9%
12-Month Avg	\$248,639	\$225,250	+10.4%

Historical Median Sales Price by Month

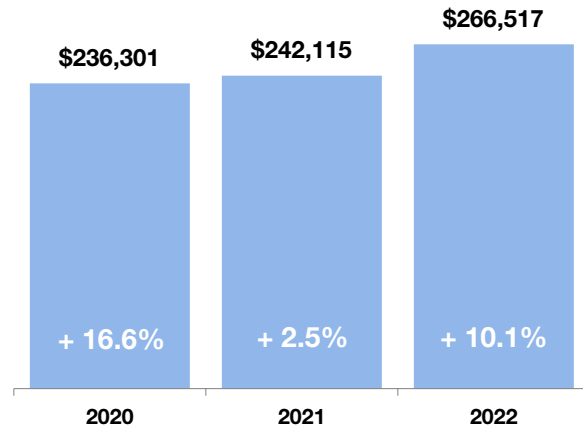


Average Sales Price

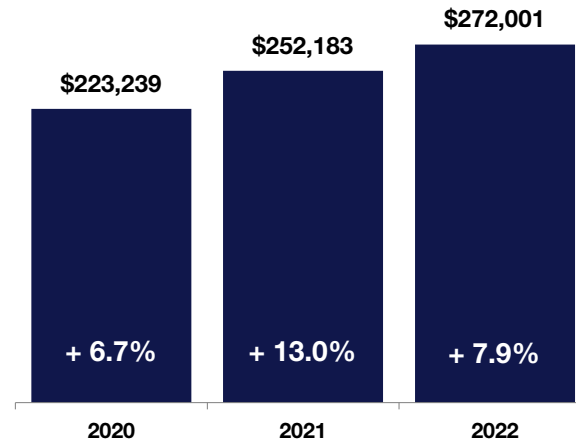
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



November



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
September 2022	\$270,142	\$263,260	+2.6%
October 2022	\$276,303	\$263,386	+4.9%
November 2022	\$266,517	\$242,115	+10.1%
12-Month Avg	\$265,075	\$245,386	+8.0%

Historical Average Sales Price by Month

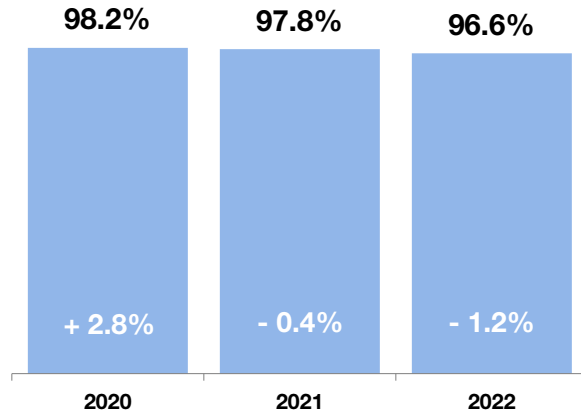


Percent of Original List Price Received

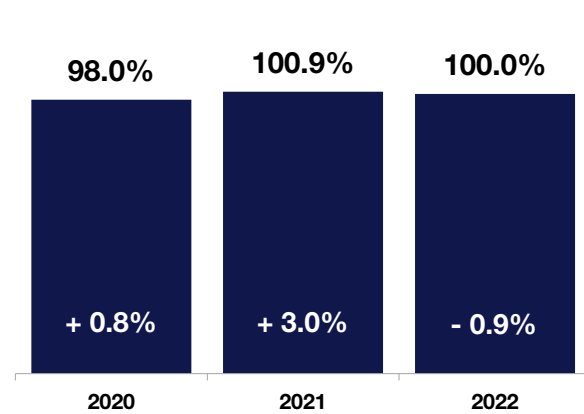


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

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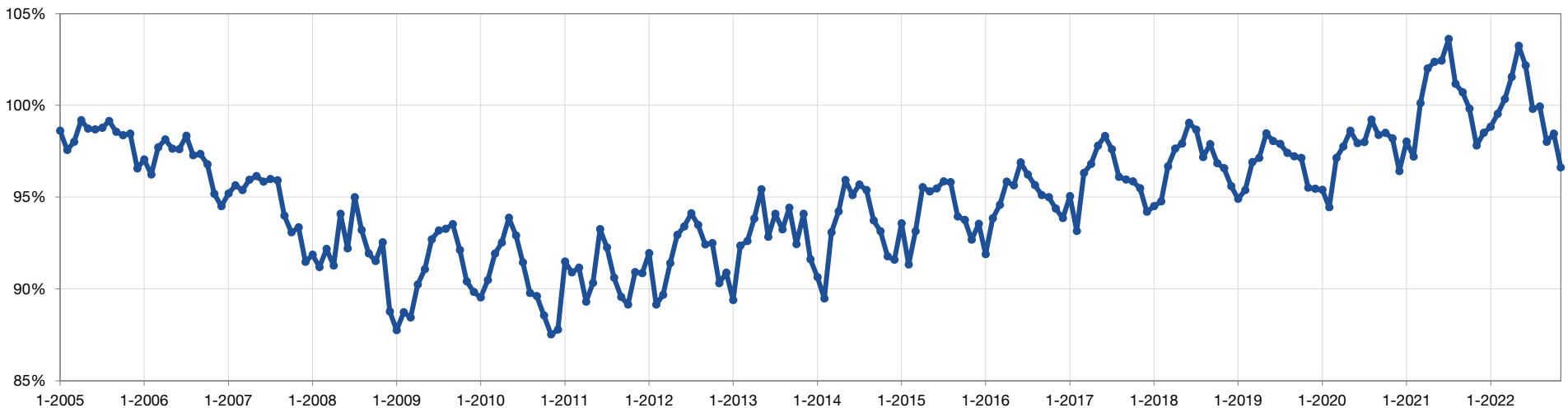


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2022	98.0%	100.7%	-2.7%
October 2022	98.4%	99.8%	-1.4%
November 2022	96.6%	97.8%	-1.2%
12-Month Avg	99.7%	100.1%	-0.4%

Historical Percent of Original List Price Received by Month

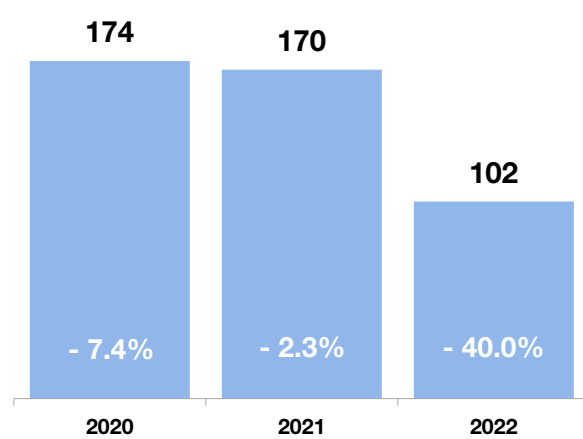


Housing Affordability Index

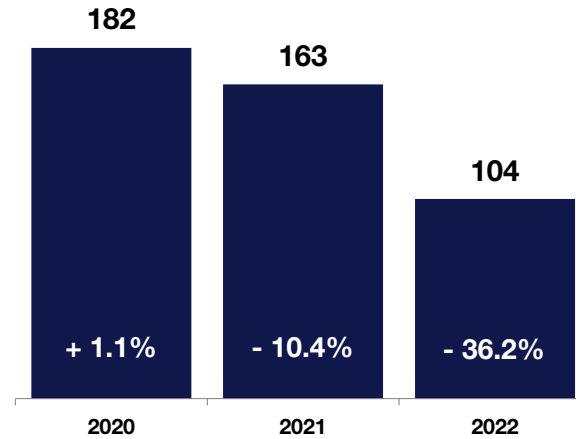


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

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Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2022	111	156	-28.8%
October 2022	102	152	-32.9%
November 2022	102	170	-40.0%
12-Month Avg	122	165	-26.1%

Historical Housing Affordability Index by Month

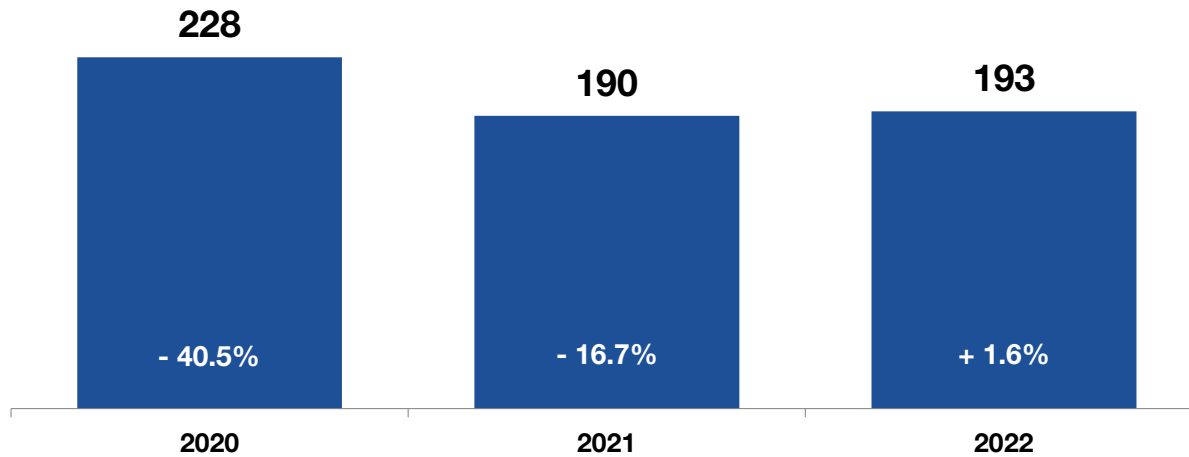


Inventory of Homes for Sale

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

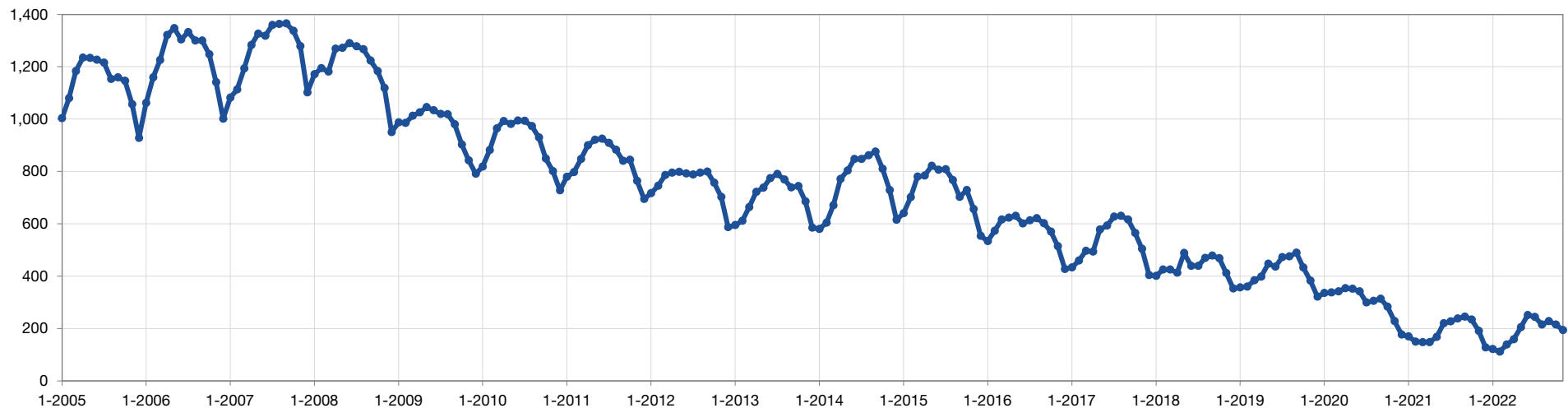


November



Homes for Sale		Prior Year	Percent Change
December 2021	127	176	-27.8%
January 2022	121	169	-28.4%
February 2022	111	149	-25.5%
March 2022	138	147	-6.1%
April 2022	158	147	+7.5%
May 2022	205	167	+22.8%
June 2022	251	220	+14.1%
July 2022	244	227	+7.5%
August 2022	215	238	-9.7%
September 2022	228	245	-6.9%
October 2022	215	234	-8.1%
November 2022	193	190	+1.6%
12-Month Avg	184	192	-4.2%

Historical Inventory of Homes for Sale by Month

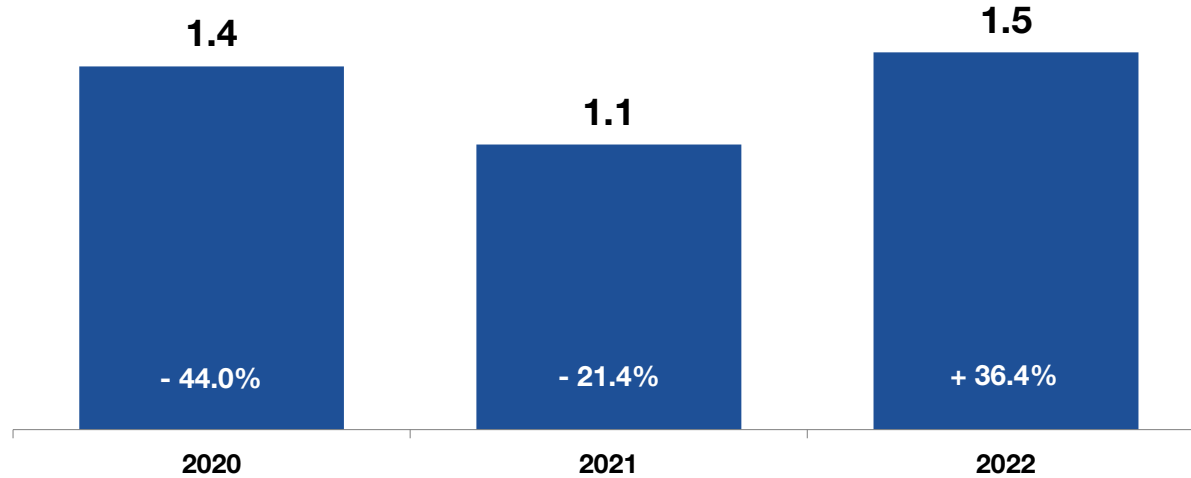


Months Supply of Inventory

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.



November



	Months Supply	Prior Year	Percent Change
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%
September 2022	1.7	1.4	+21.4%
October 2022	1.6	1.4	+14.3%
November 2022	1.5	1.1	+36.4%
12-Month Avg	1.2	1.1	+9.1%

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	+ / -	11-2021	11-2022	+ / -	11-2021	11-2022	+ / -
Albany	63	40	-36.5%	51	33	-35.3%	\$192,000	\$258,000	+34.4%	6	6	0.0%	1.2	2.3	+90.6%
Avon	63	54	-14.3%	37	48	+29.7%	\$324,800	\$329,950	+1.6%	9	6	-33.3%	2.1	1.4	-35.8%
Clearwater	91	75	-17.6%	78	69	-11.5%	\$284,900	\$305,000	+7.1%	9	9	0.0%	1.2	1.5	+20.8%
Cold Spring	148	101	-31.8%	110	86	-21.8%	\$279,950	\$322,500	+15.2%	24	20	-16.7%	2.4	2.7	+12.0%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	11	19	+72.7%	8	15	+87.5%	\$277,450	\$173,000	-37.6%	4	4	0.0%	2.4	2.8	+14.6%
Fair Haven Twp	1	1	0.0%	1	1	0.0%	\$164,900	\$220,000	+33.4%	0	0	--	0.0	0.0	--
Foley	87	85	-2.3%	82	82	0.0%	\$240,000	\$259,950	+8.3%	5	4	-20.0%	0.7	0.6	-12.3%
Freeport	9	14	+55.6%	11	10	-9.1%	\$299,000	\$309,950	+3.7%	4	4	0.0%	2.3	1.8	-20.9%
Holdingford	18	13	-27.8%	24	14	-41.7%	\$282,500	\$260,500	-7.8%	0	0	--	0.0	0.0	--
Kimball	49	47	-4.1%	33	45	+36.4%	\$239,900	\$299,000	+24.6%	7	4	-42.9%	1.9	1.0	-48.1%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	64	47	-26.6%	51	43	-15.7%	\$217,000	\$242,000	+11.5%	11	6	-45.5%	2.6	1.4	-44.6%
Paynesville	101	74	-26.7%	99	61	-38.4%	\$210,000	\$239,900	+14.2%	9	10	+11.1%	1.0	1.9	+85.8%
Rice	129	100	-22.5%	107	81	-24.3%	\$263,000	\$296,000	+12.5%	18	18	0.0%	2.0	2.6	+34.1%
Richmond	63	80	+27.0%	53	61	+15.1%	\$278,450	\$350,000	+25.7%	2	8	+300.0%	0.4	1.4	+281.0%
Rockville	13	26	+100.0%	15	14	-6.7%	\$285,000	\$321,000	+12.6%	1	9	+800.0%	0.6	4.8	+694.1%
Sartell	371	259	-30.2%	313	215	-31.3%	\$286,450	\$319,816	+11.6%	40	35	-12.5%	1.4	1.8	+28.9%
Sauk Centre	107	101	-5.6%	97	87	-10.3%	\$240,000	\$226,100	-5.8%	12	9	-25.0%	1.4	1.2	-17.7%
Sauk Rapids	244	241	-1.2%	225	202	-10.2%	\$238,000	\$265,000	+11.3%	18	28	+55.6%	0.9	1.6	+73.7%
Saint Cloud	1,269	1,047	-17.5%	1,145	897	-21.7%	\$205,000	\$226,500	+10.5%	110	115	+4.5%	1.1	1.5	+36.5%
Saint Joseph	130	84	-35.4%	122	79	-35.2%	\$235,000	\$278,000	+18.3%	7	6	-14.3%	0.6	0.9	+41.0%
Saint Augusta	75	61	-18.7%	57	53	-7.0%	\$309,000	\$353,500	+14.4%	13	11	-15.4%	2.1	2.4	+14.7%
Waite Park	107	101	-5.6%	92	93	+1.1%	\$179,450	\$203,000	+13.1%	15	9	-40.0%	1.8	1.1	-39.4%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--