

Monthly Indicators

December 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

- 42.9% **+ 7.9%** **+ 6.3%**

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.



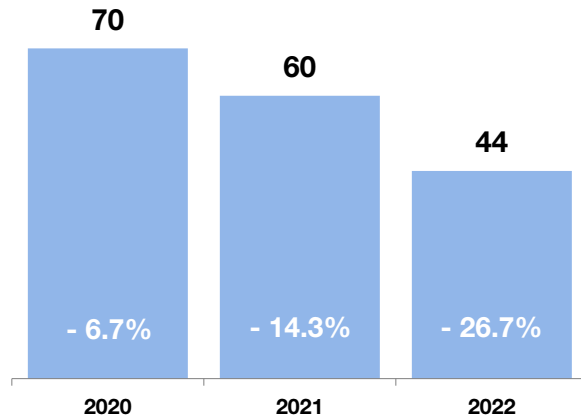
Key Metrics	Historical Sparkbars	12-2021	12-2022	Percent Change	YTD 2021	YTD 2022	Percent Change
New Listings		60	44	- 26.7%	2,180	1,776	- 18.5%
Pending Sales		96	73	- 24.0%	2,038	1,540	- 24.4%
Closed Sales		147	84	- 42.9%	2,044	1,570	- 23.2%
Days on Market		30	41	+ 36.7%	26	27	+ 3.8%
Median Sales Price		\$229,900	\$248,000	+ 7.9%	\$230,000	\$255,000	+ 10.9%
Avg. Sales Price		\$237,088	\$275,301	+ 16.1%	\$251,091	\$272,179	+ 8.4%
Pct. of Orig. Price Received		98.5%	97.1%	- 1.4%	100.7%	99.9%	- 0.8%
Affordability Index		156	110	- 29.5%	156	107	- 31.4%
Homes for Sale		127	135	+ 6.3%	--	--	--
Months Supply		0.7	1.1	+ 57.1%	--	--	--

New Listings

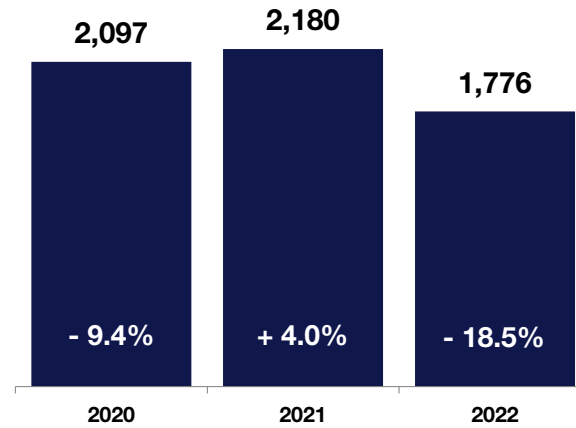
A count of the properties that have been newly listed on the market in a given month.



December

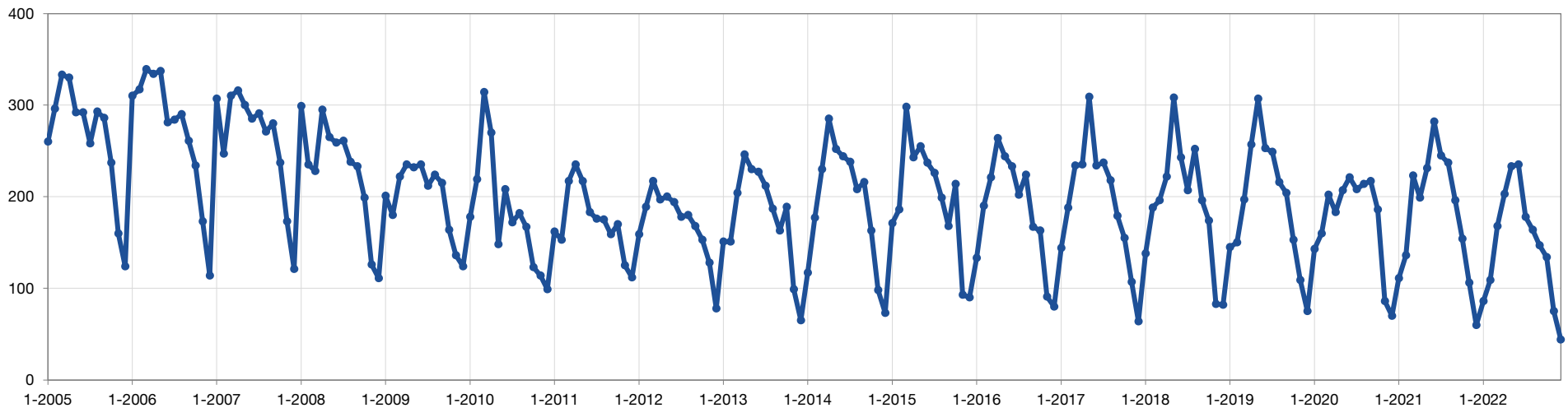


Year to Date



	New Listings	Prior Year	Percent Change
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	282	-16.7%
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%
December 2022	44	60	-26.7%
12-Month Avg	148	182	-18.7%

Historical New Listings by Month

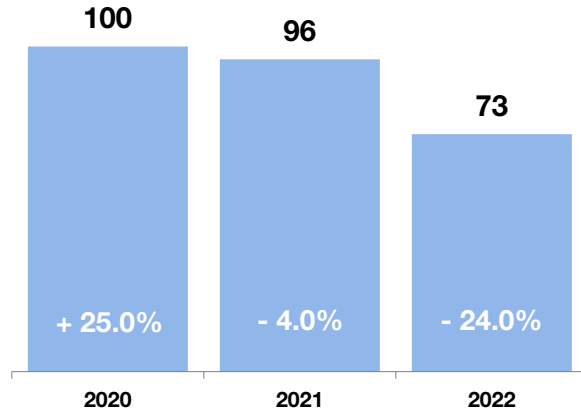


Pending Sales

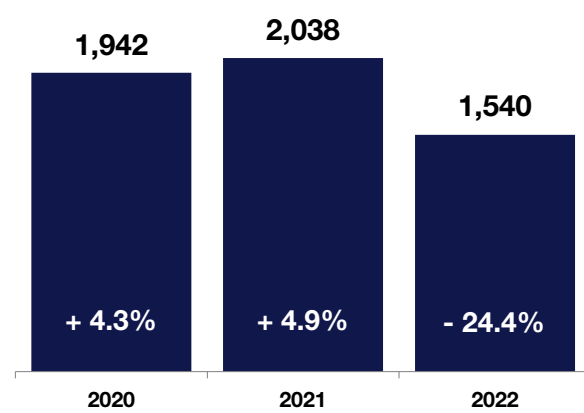
A count of the properties on which offers have been accepted in a given month.



December

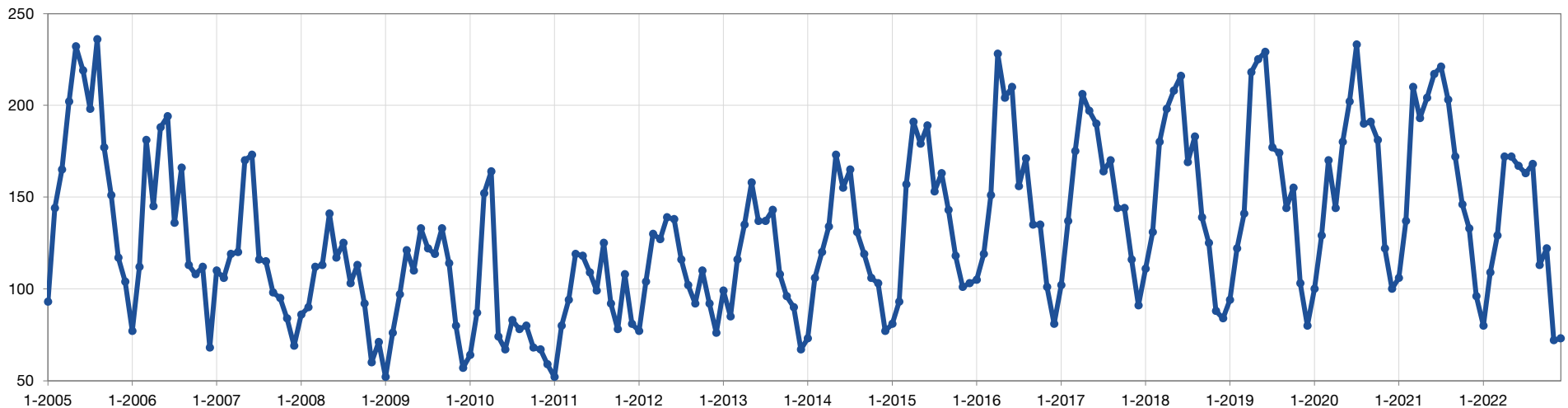


Year to Date



	Pending Sales	Prior Year	Percent Change
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	122	146	-16.4%
November 2022	72	133	-45.9%
December 2022	73	96	-24.0%
12-Month Avg	128	170	-24.7%

Historical Pending Sales by Month

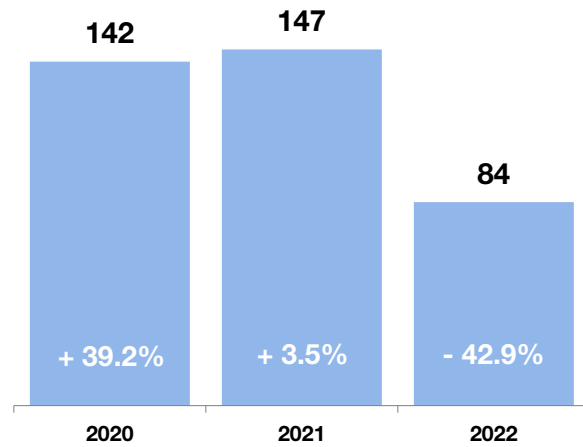


Closed Sales

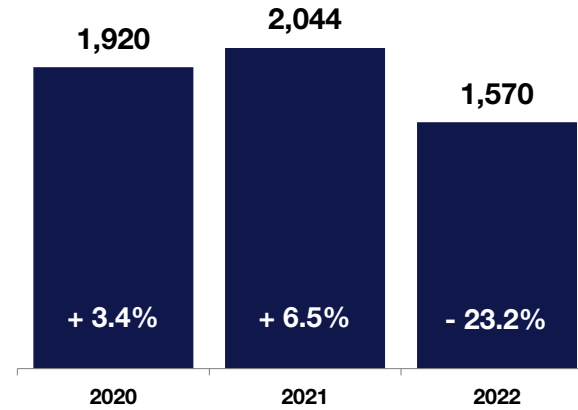
A count of the actual sales that closed in a given month.



December

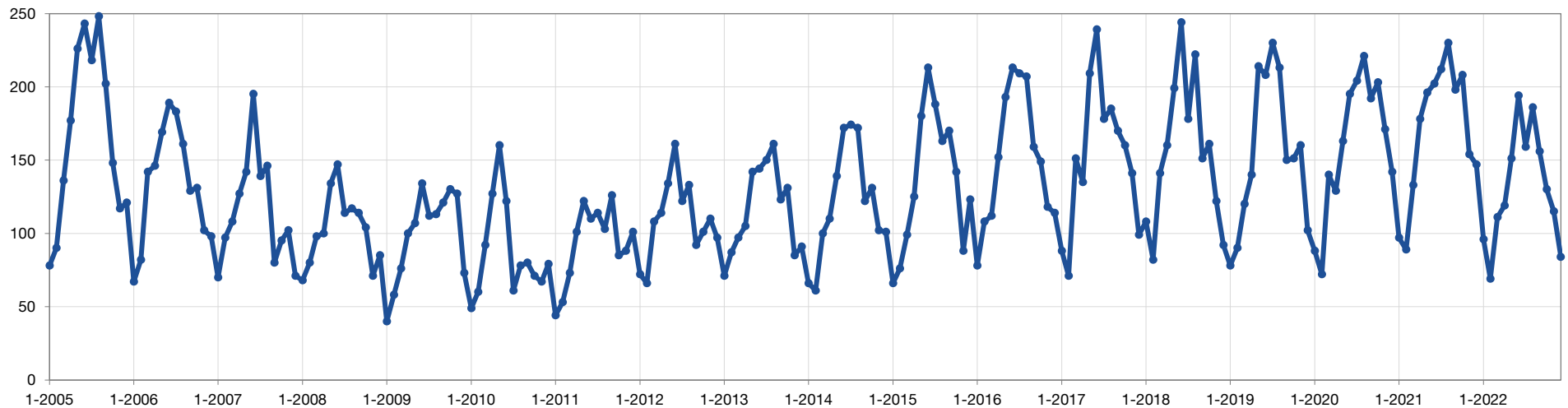


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2022	156	198	-21.2%
October 2022	130	208	-37.5%
November 2022	115	154	-25.3%
December 2022	84	147	-42.9%
12-Month Avg	131	170	-22.9%

Historical Closed Sales by Month

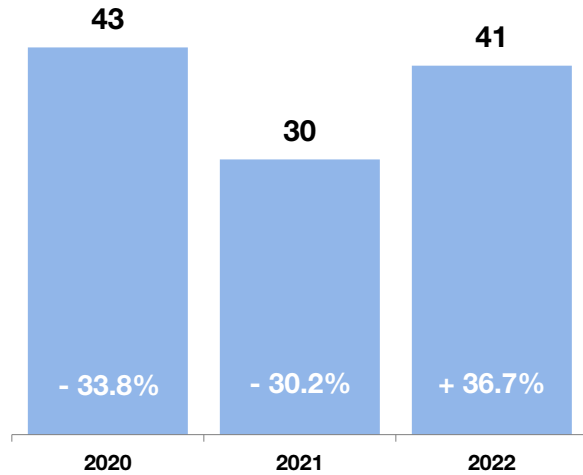


Days on Market Until Sale

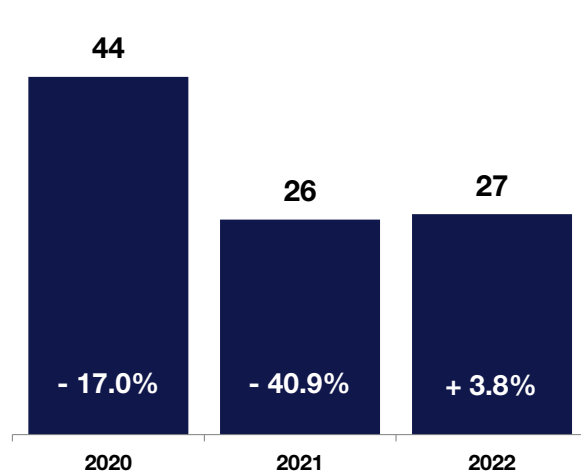
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

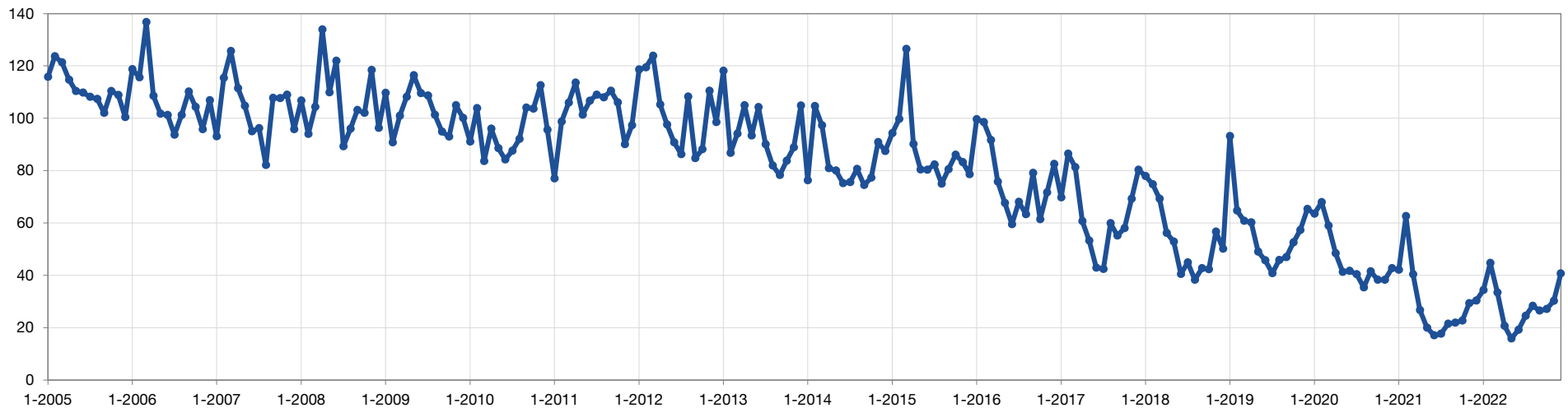


Year to Date



Days on Market		Prior Year	Percent Change
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%
December 2022	41	30	+36.7%
12-Month Avg	29	29	0.0%

Historical Days on Market Until Sale by Month

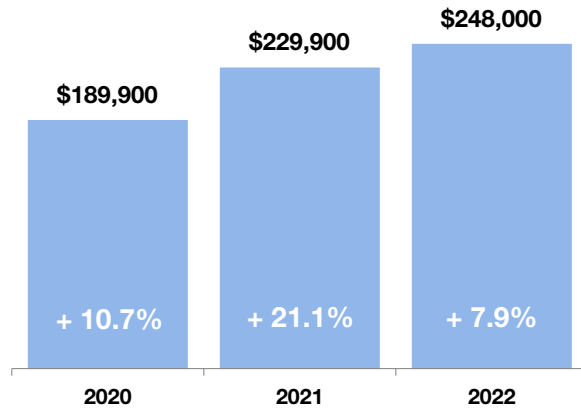


Median Sales Price

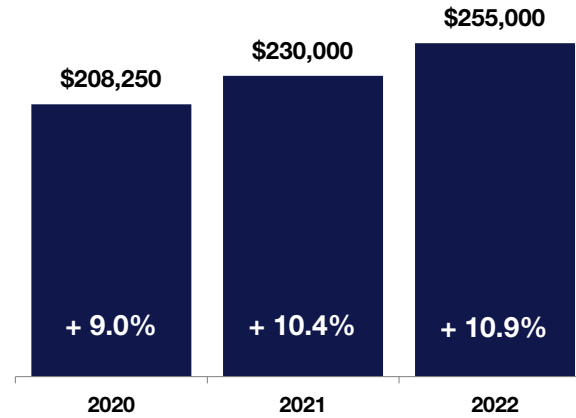
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December

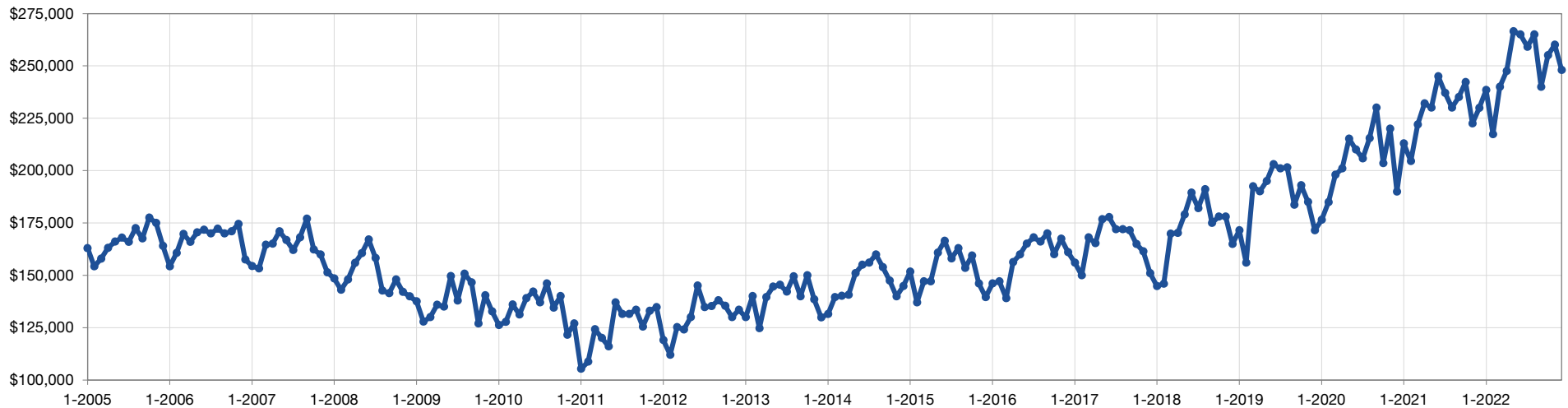


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
December 2022	\$248,000	\$229,900	+7.9%
12-Month Avg	\$250,147	\$228,583	+9.4%

Historical Median Sales Price by Month

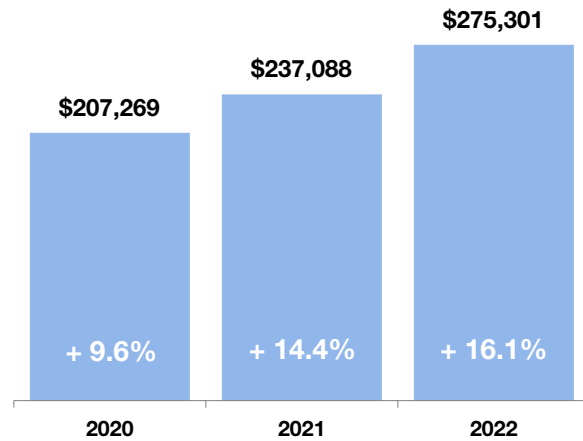


Average Sales Price

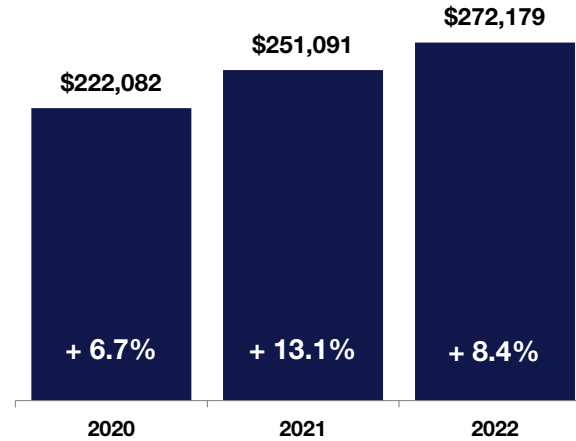
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

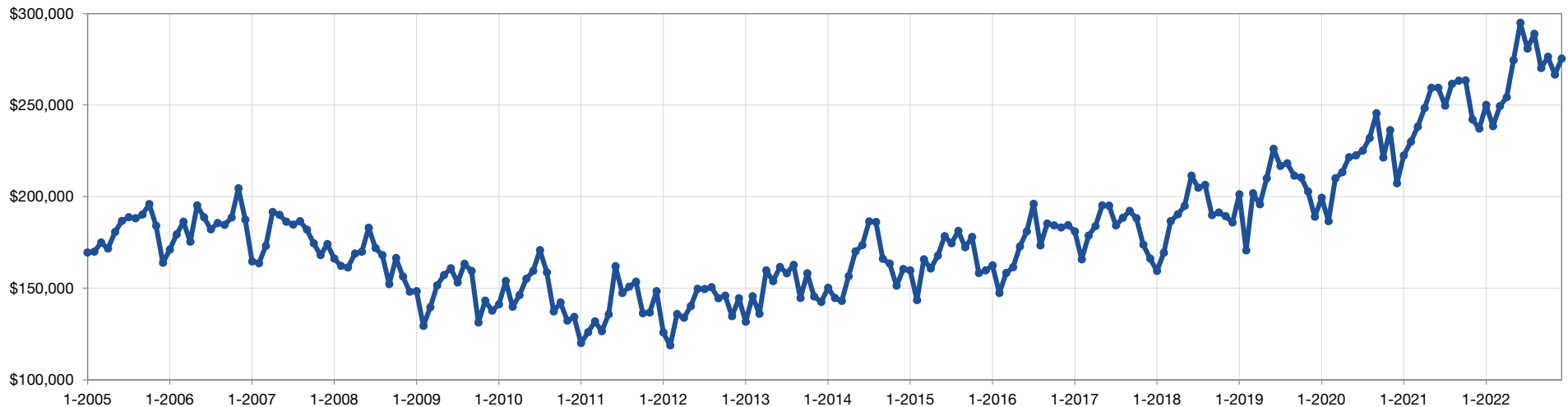


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
December 2022	\$275,301	\$237,088	+16.1%
12-Month Avg	\$268,260	\$247,871	+8.2%

Historical Average Sales Price by Month

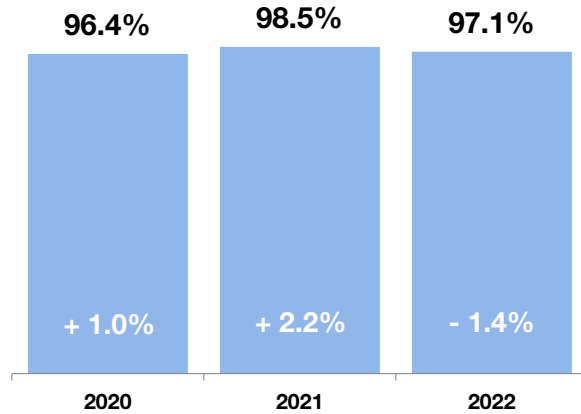


Percent of Original List Price Received

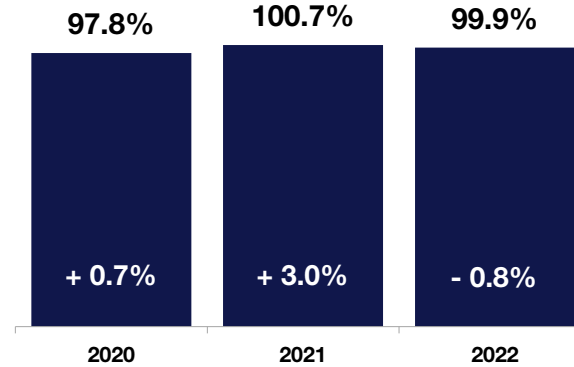


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

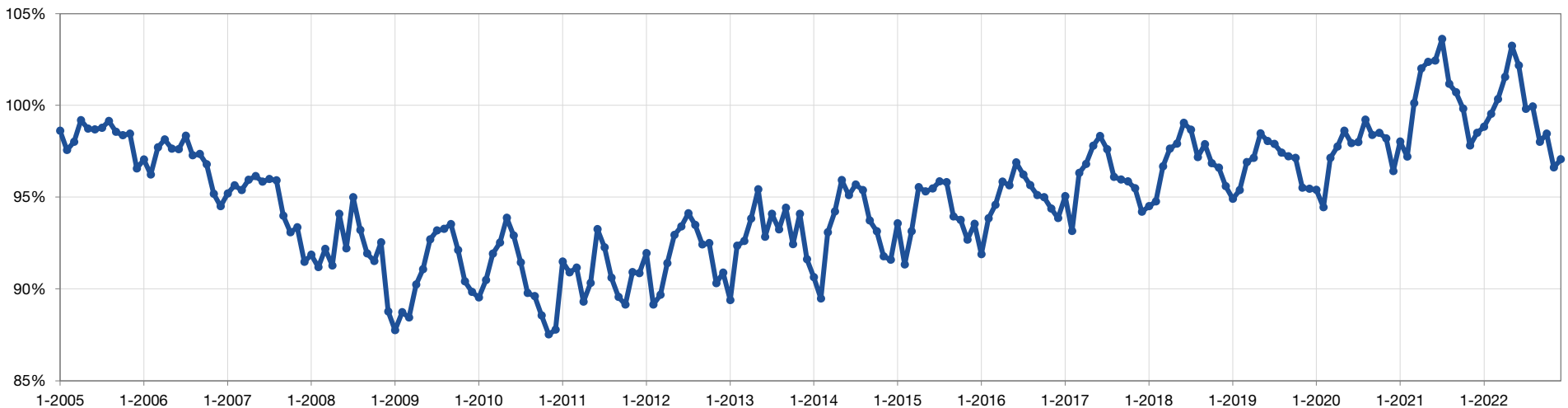


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
December 2022	97.1%	98.5%	-1.4%
12-Month Avg	99.6%	100.3%	-0.7%

Historical Percent of Original List Price Received by Month

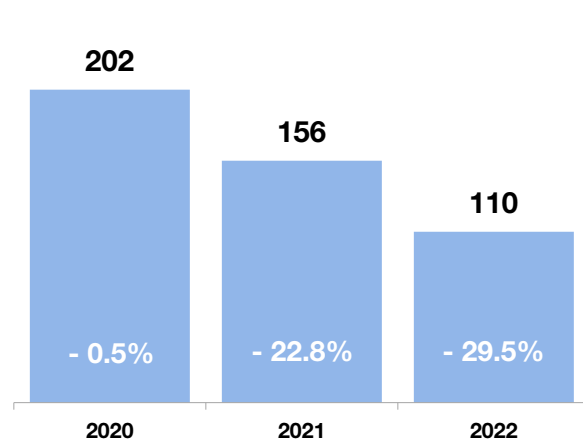


Housing Affordability Index

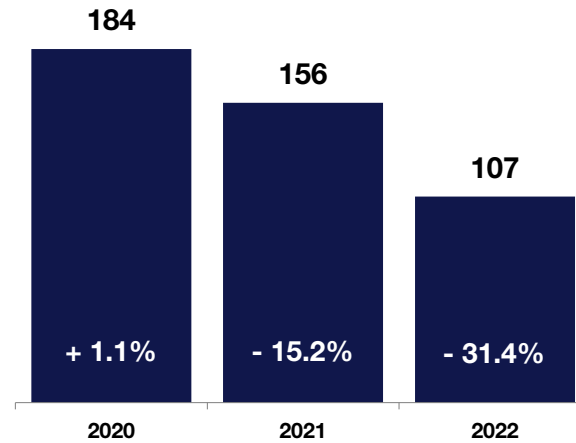


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December

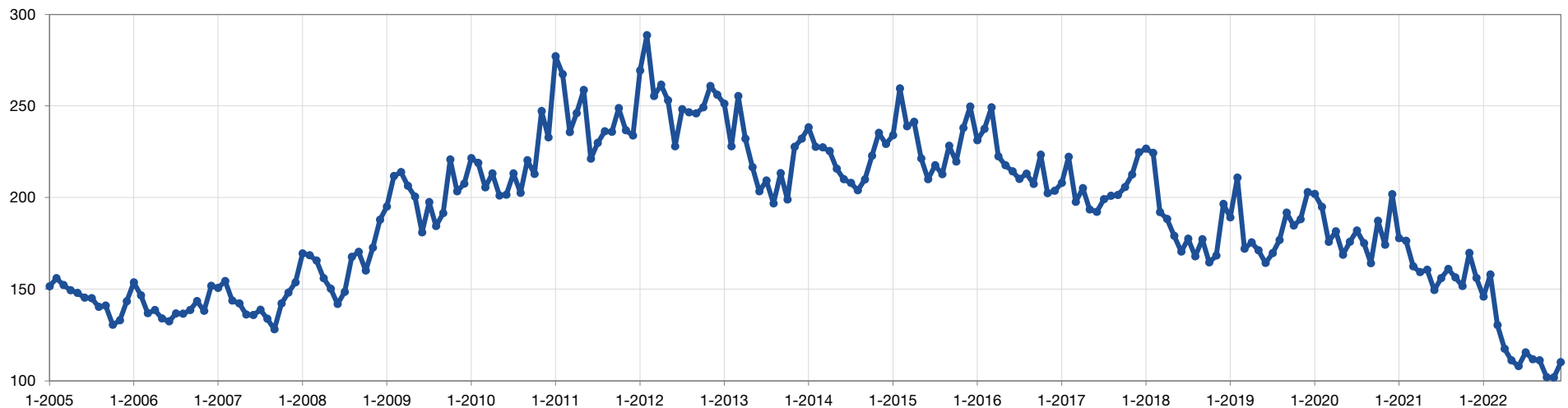


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
December 2022	110	156	-29.5%
12-Month Avg	119	161	-26.1%

Historical Housing Affordability Index by Month

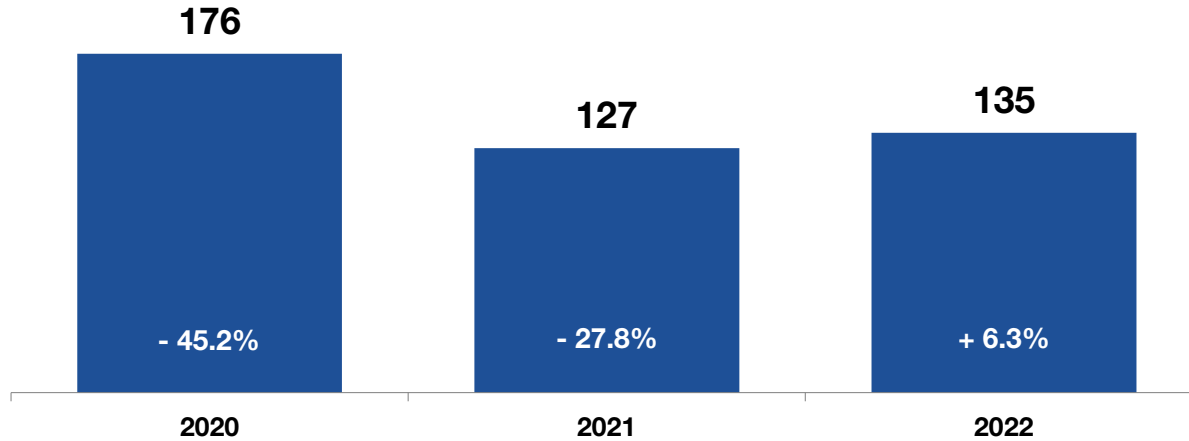


Inventory of Homes for Sale

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

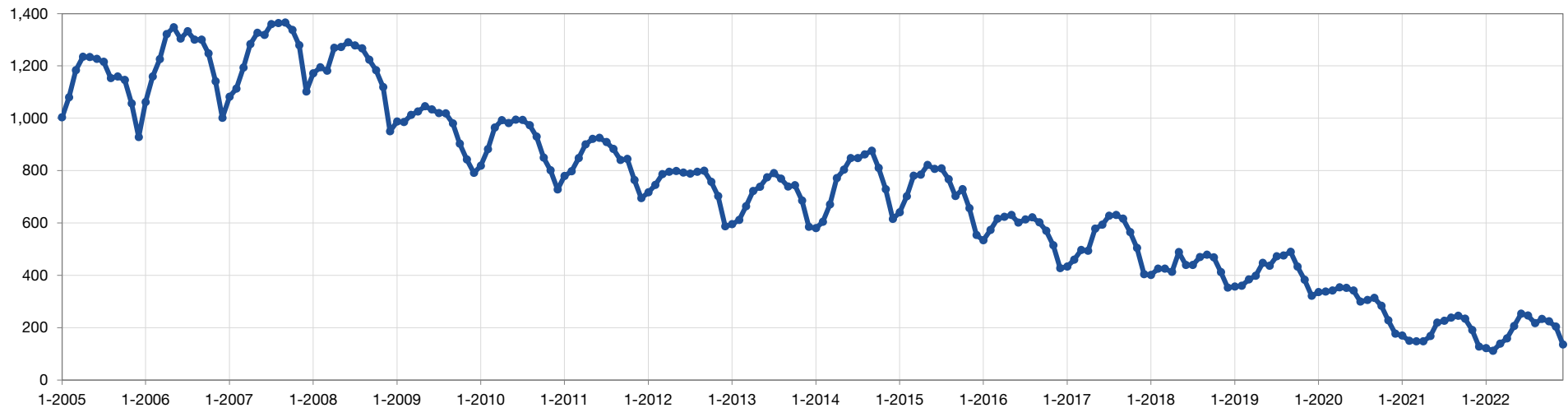


December



	Homes for Sale	Prior Year	Percent Change
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	206	167	+23.4%
June 2022	253	219	+15.5%
July 2022	246	226	+8.8%
August 2022	217	238	-8.8%
September 2022	233	245	-4.9%
October 2022	224	234	-4.3%
November 2022	204	190	+7.4%
December 2022	135	127	+6.3%
12-Month Avg	187	188	-0.5%

Historical Inventory of Homes for Sale by Month

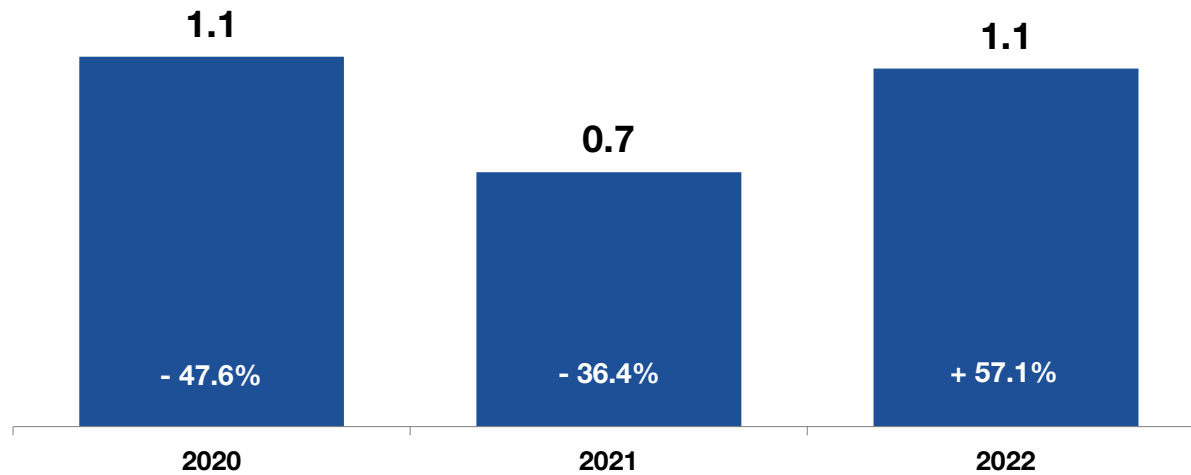


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
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	1.7	1.4	+21.4%
November 2022	1.6	1.1	+45.5%
December 2022	1.1	0.7	+57.1%
12-Month Avg	1.3	1.1	+18.2%

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	+ / -	12-2021	12-2022	+ / -	12-2021	12-2022	+ / -
Albany	63	42	-33.3%	59	34	-42.4%	\$195,000	\$260,000	+33.3%	3	5	+66.7%	0.6	1.8	+208.1%
Avon	66	56	-15.2%	49	52	+6.1%	\$302,500	\$329,950	+9.1%	6	6	0.0%	1.4	1.4	0.0%
Clearwater	93	77	-17.2%	85	74	-12.9%	\$284,950	\$302,750	+6.2%	5	8	+60.0%	0.7	1.4	+114.9%
Cold Spring	149	104	-30.2%	117	95	-18.8%	\$280,000	\$314,900	+12.5%	21	15	-28.6%	2.1	2.0	-3.2%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	11	20	+81.8%	10	16	+60.0%	\$277,450	\$208,950	-24.7%	1	3	+200.0%	0.5	2.2	+303.3%
Fair Haven Twp	1	1	0.0%	1	1	0.0%	\$164,900	\$220,000	+33.4%	0	0	--	0.0	0.0	--
Foley	91	86	-5.5%	89	86	-3.4%	\$239,000	\$258,950	+8.3%	6	3	-50.0%	0.8	0.4	-46.9%
Freeport	10	14	+40.0%	11	12	+9.1%	\$299,000	\$309,950	+3.7%	3	3	0.0%	2.1	1.4	-34.1%
Holdingford	17	13	-23.5%	24	14	-41.7%	\$270,000	\$260,500	-3.5%	0	0	--	0.0	0.0	--
Kimball	54	49	-9.3%	40	45	+12.5%	\$239,950	\$299,000	+24.6%	7	4	-42.9%	1.9	1.1	-41.1%
Maine Prairie Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Melrose	62	49	-21.0%	50	44	-12.0%	\$215,000	\$236,000	+9.8%	6	7	+16.7%	1.4	1.8	+24.0%
Paynesville	102	76	-25.5%	107	66	-38.3%	\$210,000	\$239,450	+14.0%	6	5	-16.7%	0.7	0.9	+33.3%
Rice	133	104	-21.8%	112	86	-23.2%	\$261,500	\$297,000	+13.6%	15	13	-13.3%	1.6	1.9	+16.9%
Richmond	63	80	+27.0%	60	64	+6.7%	\$290,000	\$350,000	+20.7%	2	6	+200.0%	0.3	1.1	+226.3%
Rockville	17	26	+52.9%	18	17	-5.6%	\$268,500	\$298,500	+11.2%	2	9	+350.0%	0.9	4.8	+406.3%
Sartell	375	265	-29.3%	341	226	-33.7%	\$285,000	\$320,000	+12.3%	22	24	+9.1%	0.8	1.3	+72.6%
Sauk Centre	109	105	-3.7%	99	93	-6.1%	\$240,000	\$235,000	-2.1%	7	10	+42.9%	0.8	1.3	+55.4%
Sauk Rapids	252	249	-1.2%	239	215	-10.0%	\$239,900	\$265,000	+10.5%	14	19	+35.7%	0.7	1.1	+50.2%
Saint Cloud	1,308	1,072	-18.0%	1,235	947	-23.3%	\$205,000	\$225,900	+10.2%	76	85	+11.8%	0.7	1.1	+47.2%
Saint Joseph	133	85	-36.1%	130	82	-36.9%	\$235,000	\$279,000	+18.7%	6	3	-50.0%	0.6	0.5	-19.0%
Saint Augusta	78	63	-19.2%	61	55	-9.8%	\$300,000	\$350,000	+16.7%	10	12	+20.0%	1.7	2.6	+56.0%
Waite Park	112	105	-6.3%	99	100	+1.0%	\$178,000	\$205,000	+15.2%	9	4	-55.6%	1.0	0.5	-53.3%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--