

Monthly Indicators

January 2023

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

- 34.4% **- 1.5%** **+ 24.0%**

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.



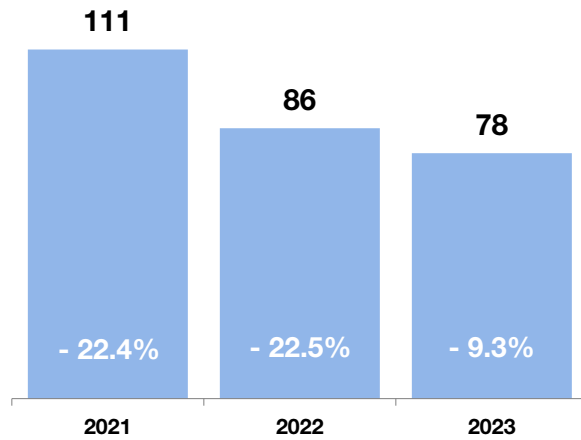
Key Metrics	Historical Sparkbars	1-2022	1-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		86	78	- 9.3%	86	78	- 9.3%
Pending Sales		80	55	- 31.3%	80	55	- 31.3%
Closed Sales		96	63	- 34.4%	96	63	- 34.4%
Days on Market		34	51	+ 50.0%	34	51	+ 50.0%
Median Sales Price		\$238,500	\$235,000	- 1.5%	\$238,500	\$235,000	- 1.5%
Avg. Sales Price		\$250,015	\$272,307	+ 8.9%	\$250,015	\$272,307	+ 8.9%
Pct. of Orig. Price Received		98.8%	96.7%	- 2.1%	98.8%	96.7%	- 2.1%
Affordability Index		146	119	- 18.5%	146	119	- 18.5%
Homes for Sale		121	150	+ 24.0%	--	--	--
Months Supply		0.7	1.2	+ 71.4%	--	--	--

New Listings

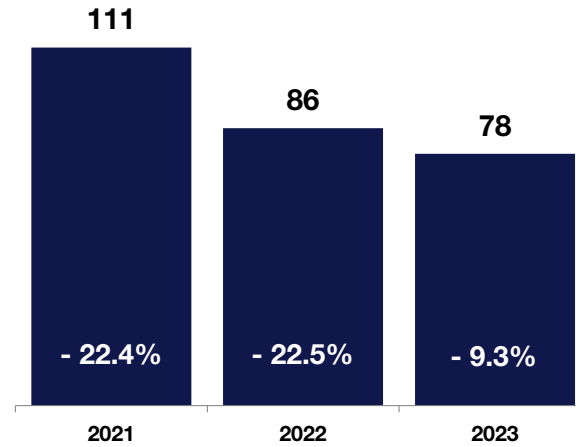
A count of the properties that have been newly listed on the market in a given month.



January

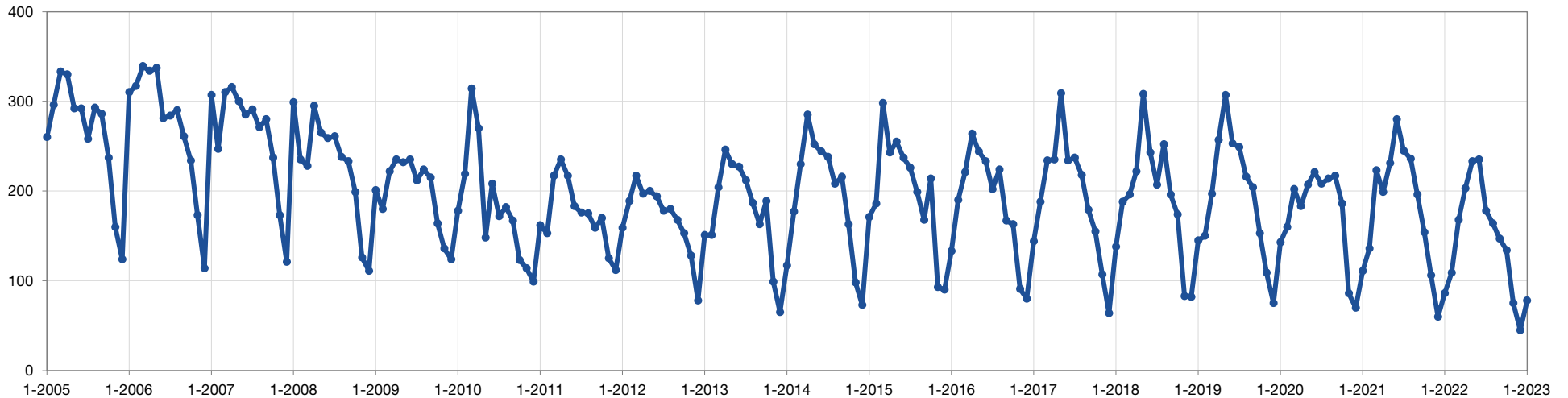


Year to Date



	New Listings	Prior Year	Percent Change
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	280	-16.1%
July 2022	178	245	-27.3%
August 2022	164	236	-30.5%
September 2022	147	196	-25.0%
October 2022	134	154	-13.0%
November 2022	75	106	-29.2%
December 2022	45	60	-25.0%
January 2023	78	86	-9.3%
12-Month Avg	147	179	-17.9%

Historical New Listings by Month

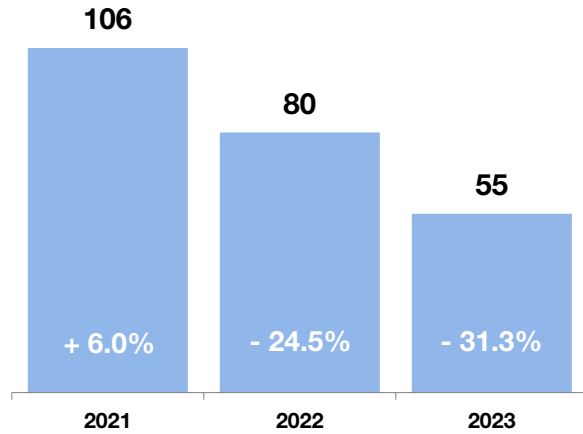


Pending Sales

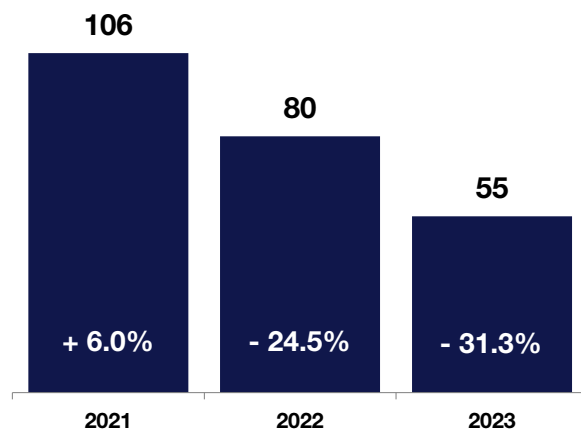
A count of the properties on which offers have been accepted in a given month.



January

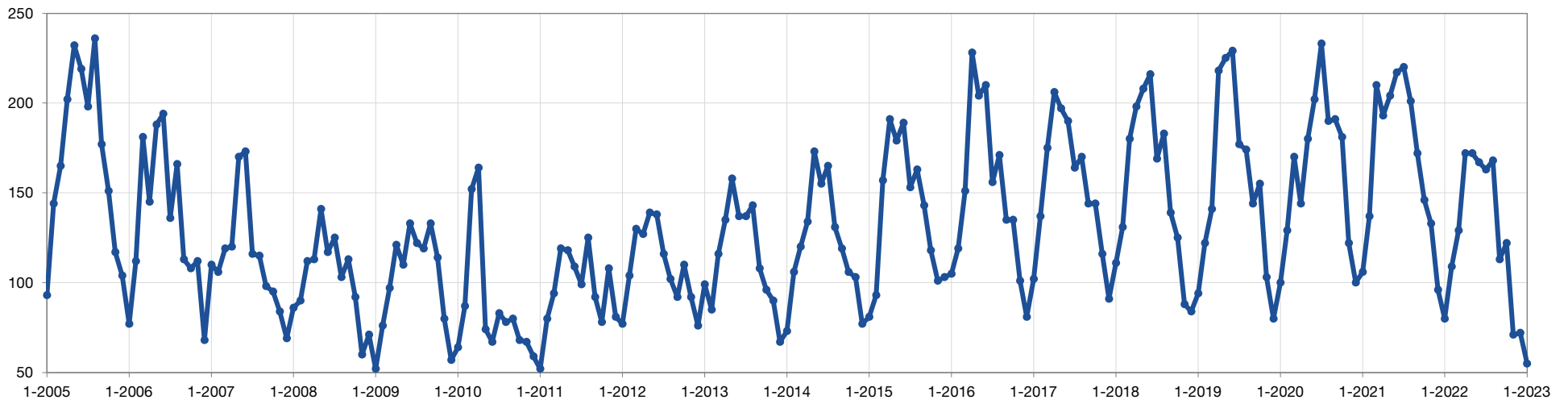


Year to Date



	Pending Sales	Prior Year	Percent Change
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	220	-25.9%
August 2022	168	201	-16.4%
September 2022	113	172	-34.3%
October 2022	122	146	-16.4%
November 2022	71	133	-46.6%
December 2022	72	96	-25.0%
January 2023	55	80	-31.3%
12-Month Avg	126	167	-24.6%

Historical Pending Sales by Month

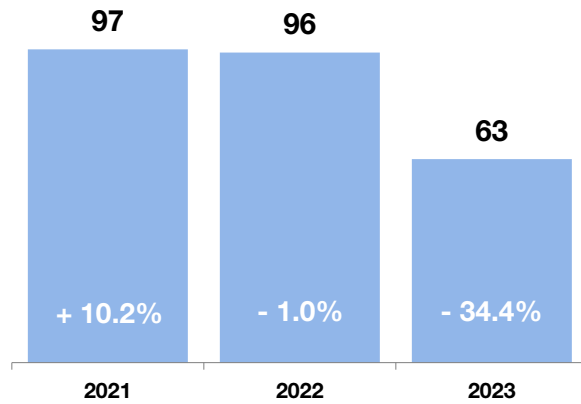


Closed Sales

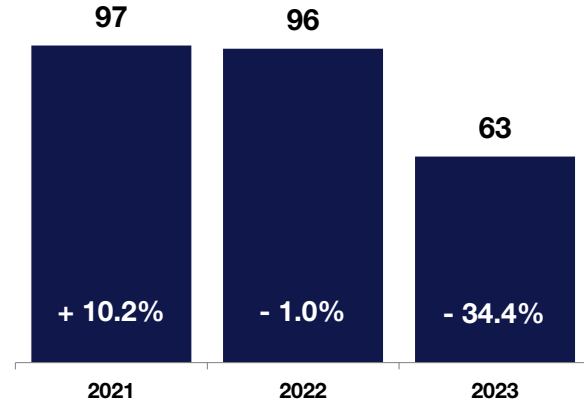
A count of the actual sales that closed in a given month.



January

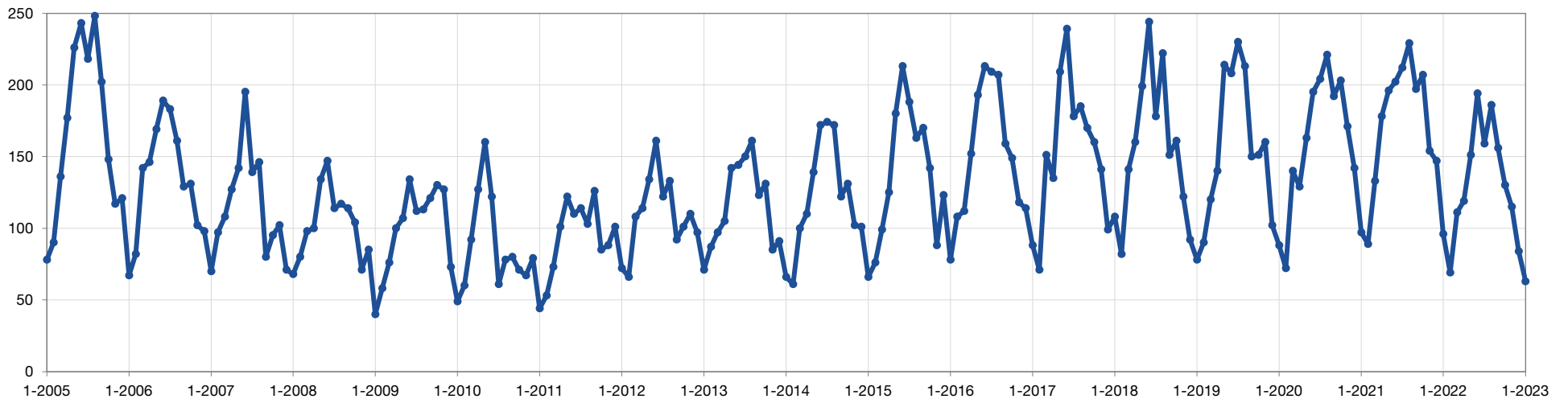


Year to Date



	Closed Sales	Prior Year	Percent Change
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	229	-18.8%
September 2022	156	197	-20.8%
October 2022	130	207	-37.2%
November 2022	115	154	-25.3%
December 2022	84	147	-42.9%
January 2023	63	96	-34.4%
12-Month Avg	128	170	-24.7%

Historical Closed Sales by Month

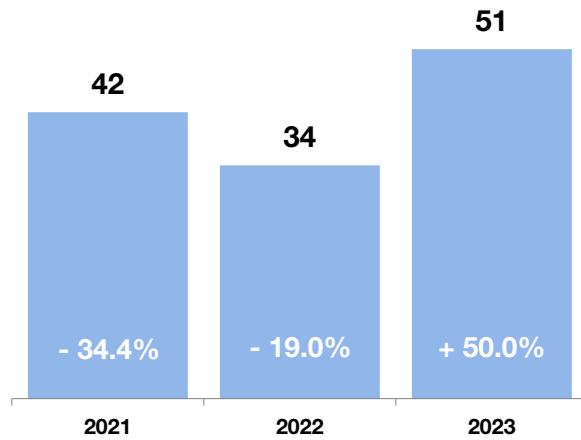


Days on Market Until Sale

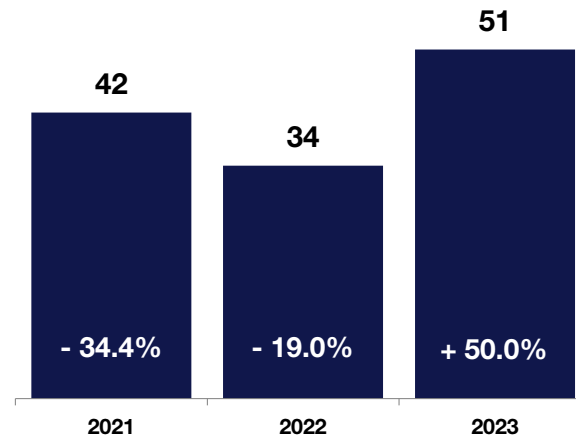
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

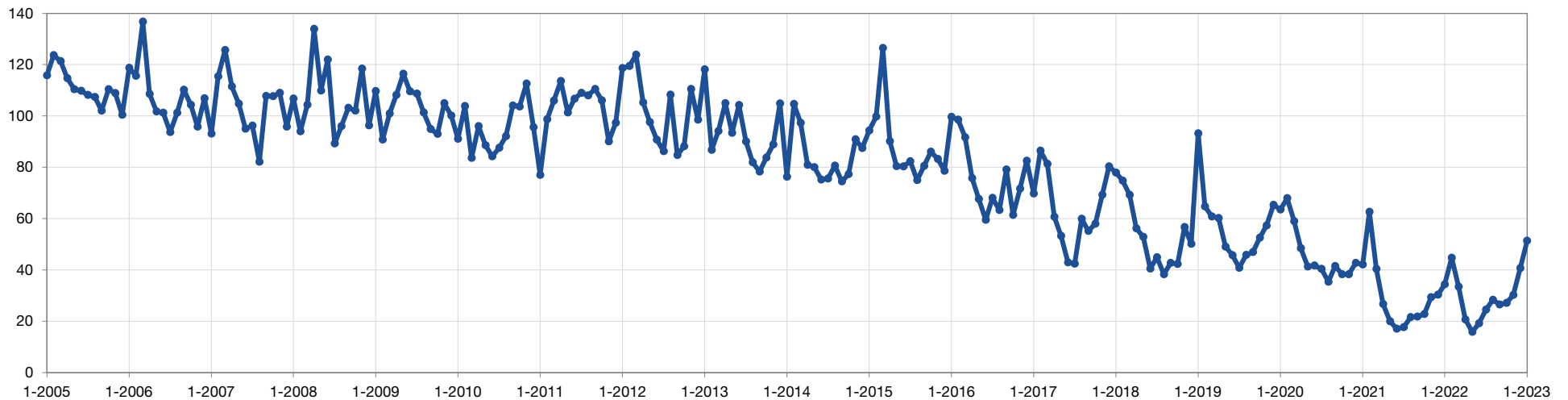


Year to Date



Days on Market	Prior Year	Percent Change
February 2022	63	-28.6%
March 2022	40	-17.5%
April 2022	27	-22.2%
May 2022	20	-20.0%
June 2022	17	+11.8%
July 2022	18	+33.3%
August 2022	22	+27.3%
September 2022	22	+22.7%
October 2022	23	+17.4%
November 2022	29	+3.4%
December 2022	30	+36.7%
January 2023	34	+50.0%
12-Month Avg	29	+3.4%

Historical Days on Market Until Sale by Month

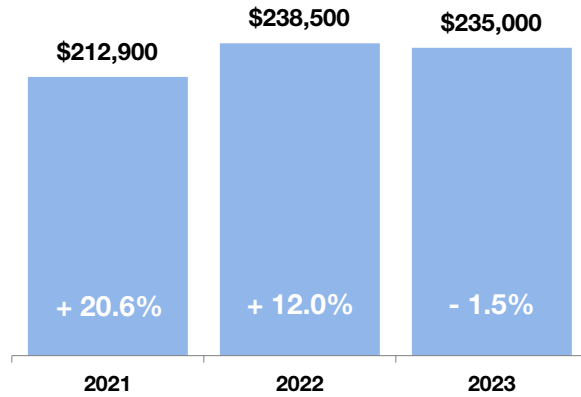


Median Sales Price

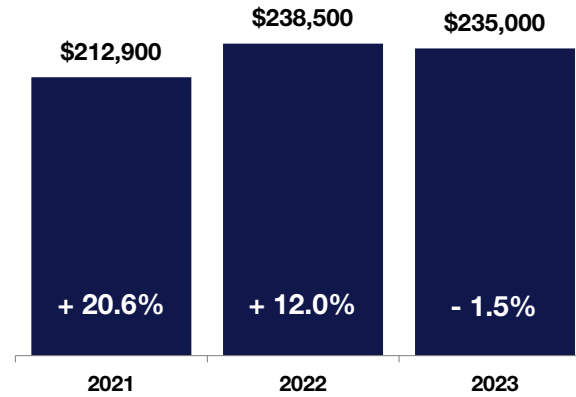
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

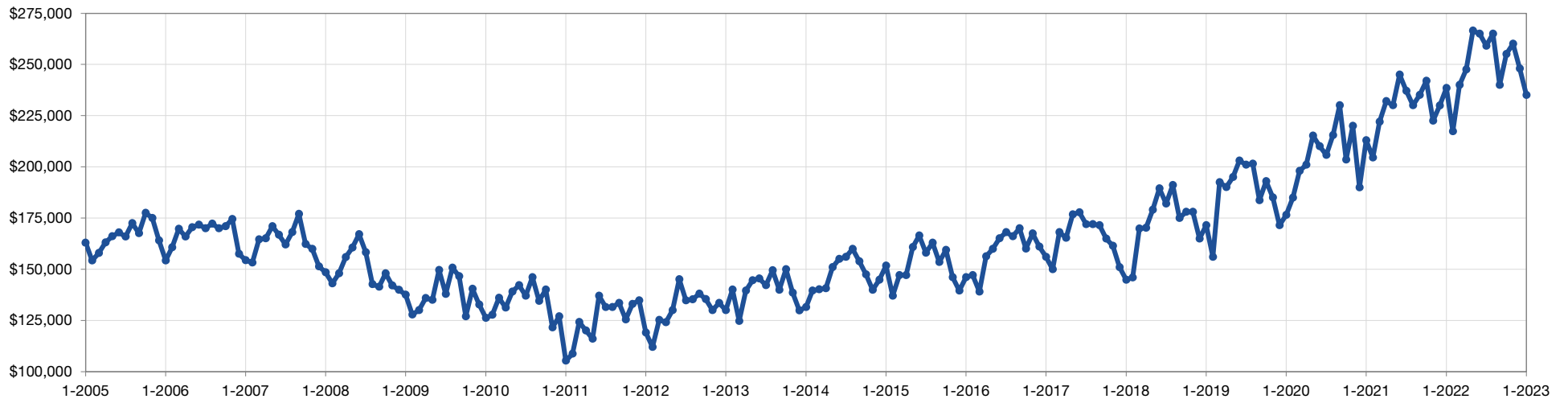


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$242,000	+5.4%
November 2022	\$260,000	\$222,450	+16.9%
December 2022	\$248,000	\$229,900	+7.9%
January 2023	\$235,000	\$238,500	-1.5%
12-Month Avg	\$249,855	\$230,696	+8.3%

Historical Median Sales Price by Month

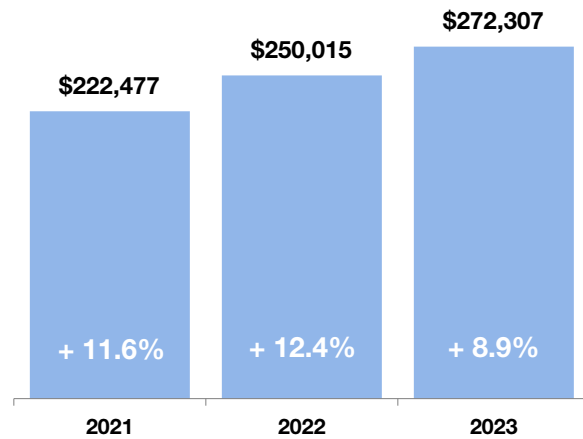


Average Sales Price

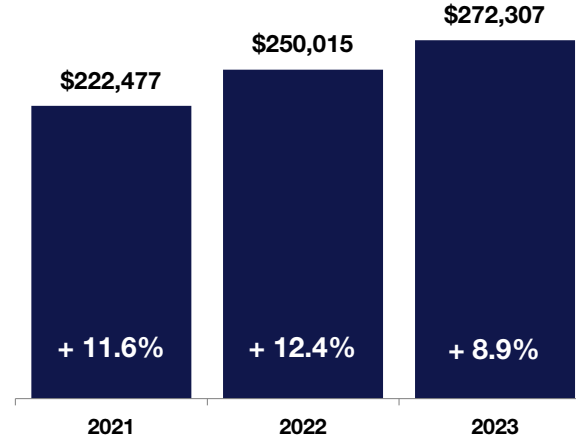
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

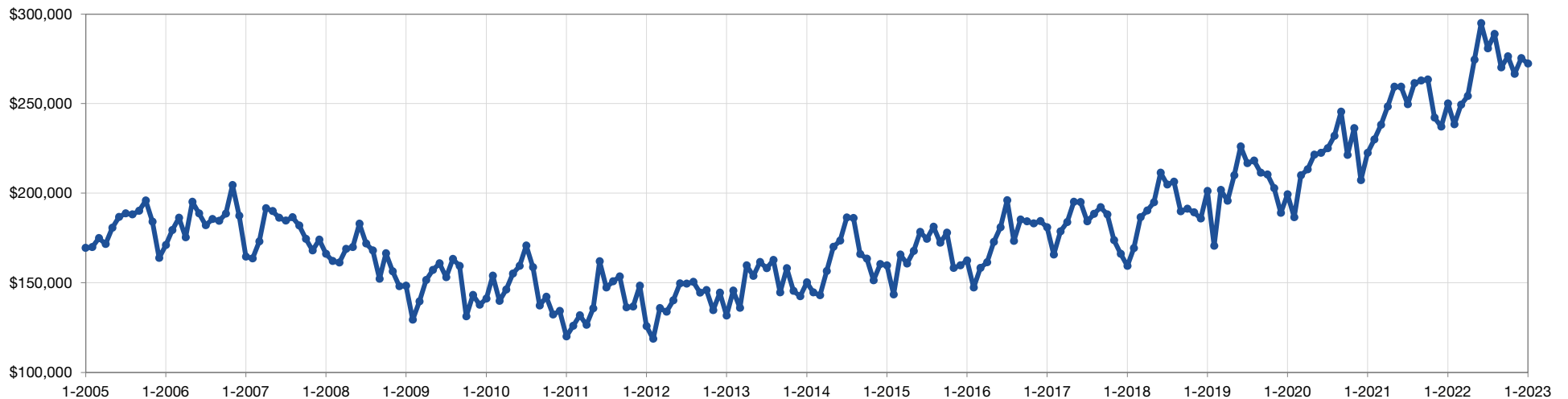


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$261,424	+10.5%
September 2022	\$270,142	\$262,756	+2.8%
October 2022	\$276,303	\$263,439	+4.9%
November 2022	\$266,517	\$242,115	+10.1%
December 2022	\$275,301	\$237,088	+16.1%
January 2023	\$272,307	\$250,015	+8.9%
12-Month Avg	\$270,117	\$250,118	+8.0%

Historical Average Sales Price by Month

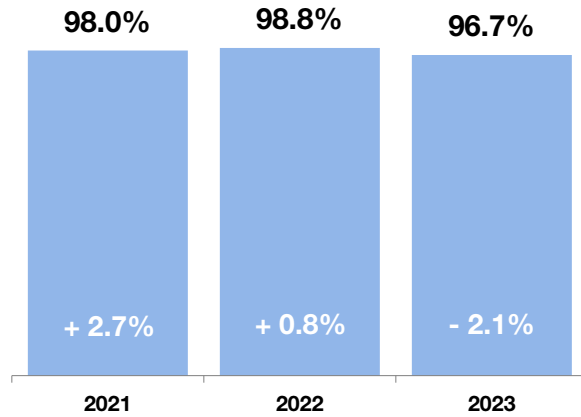


Percent of Original List Price Received

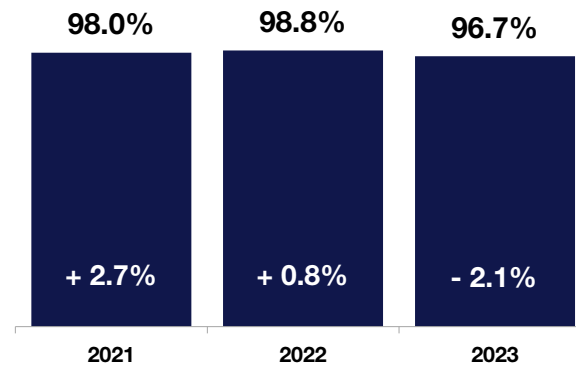


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

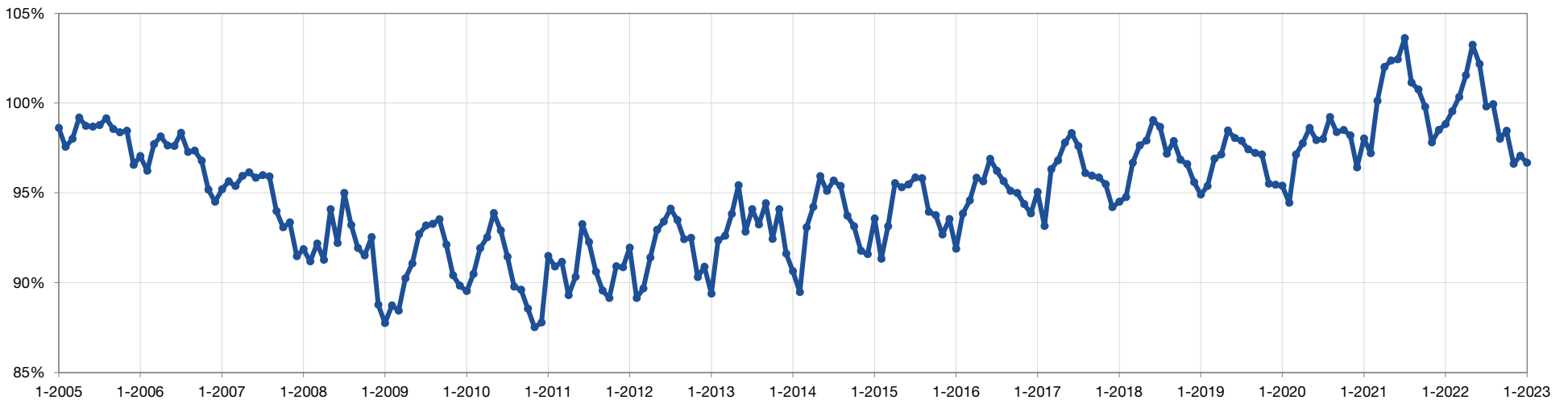


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%	101.1%	-1.2%
September 2022	98.0%	100.8%	-2.8%
October 2022	98.4%	99.8%	-1.4%
November 2022	96.6%	97.8%	-1.2%
December 2022	97.1%	98.5%	-1.4%
January 2023	96.7%	98.8%	-2.1%
12-Month Avg	99.4%	100.4%	-1.0%

Historical Percent of Original List Price Received by Month

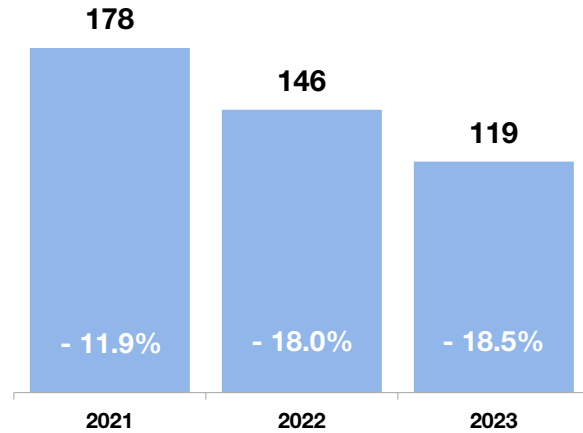


Housing Affordability Index

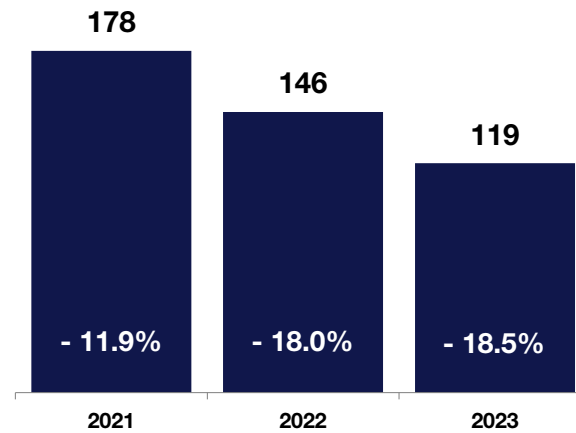


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January

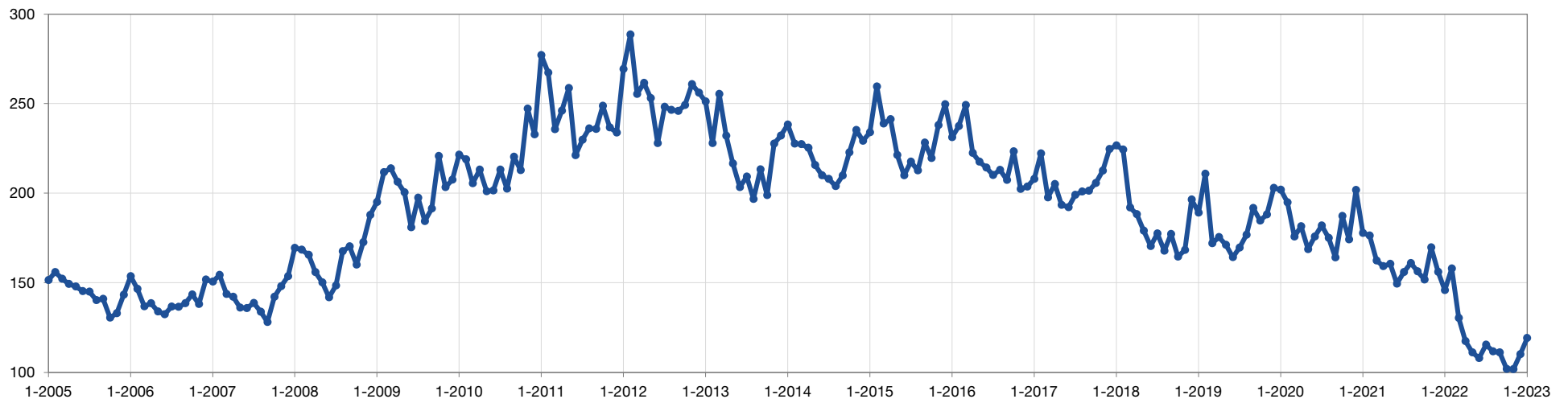


Year to Date



Affordability Index	Prior Year	Percent Change
February 2022	158	-10.2%
March 2022	130	-19.8%
April 2022	118	-25.8%
May 2022	111	-31.1%
June 2022	108	-28.0%
July 2022	115	-26.3%
August 2022	112	-30.4%
September 2022	111	-28.8%
October 2022	102	-32.9%
November 2022	102	-40.0%
December 2022	110	-29.5%
January 2023	119	-18.5%
12-Month Avg	116	-27.0%

Historical Housing Affordability Index by Month

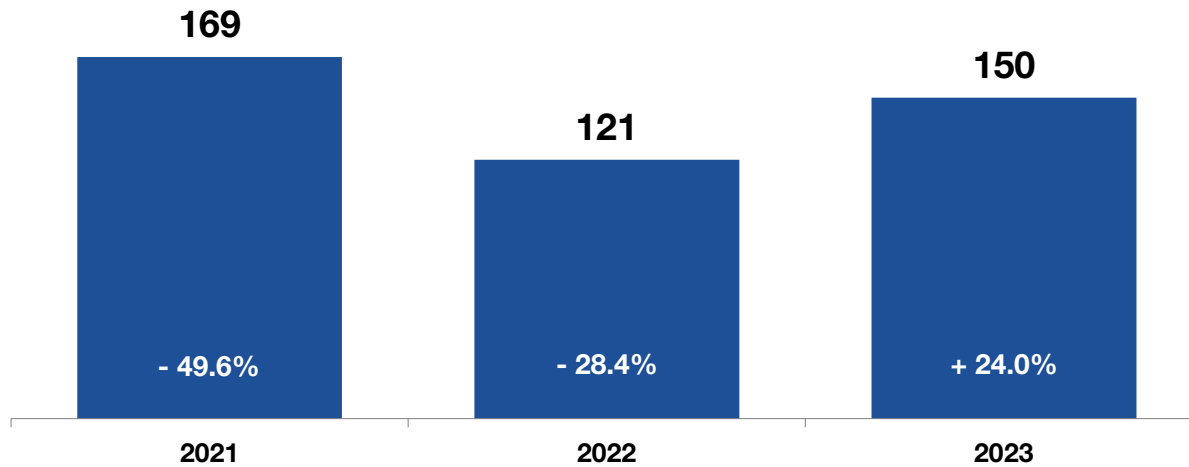


Inventory of Homes for Sale

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

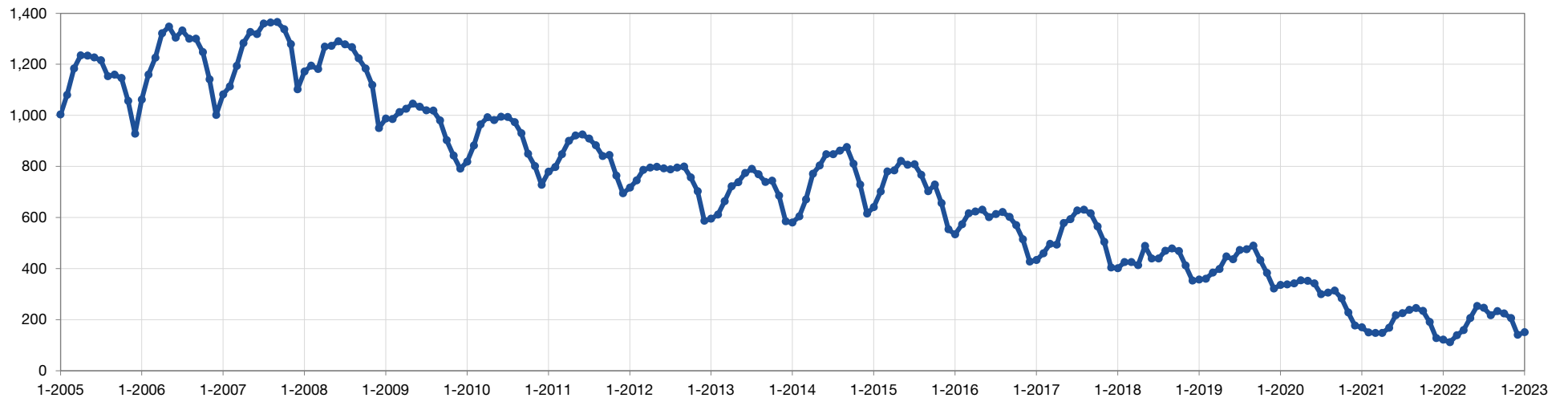


January



Homes for Sale		Prior Year	Percent Change
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	217	+16.6%
July 2022	246	225	+9.3%
August 2022	217	238	-8.8%
September 2022	233	245	-4.9%
October 2022	224	234	-4.3%
November 2022	206	190	+8.4%
December 2022	140	127	+10.2%
January 2023	150	121	+24.0%
12-Month Avg	190	184	+3.3%

Historical Inventory of Homes for Sale by Month

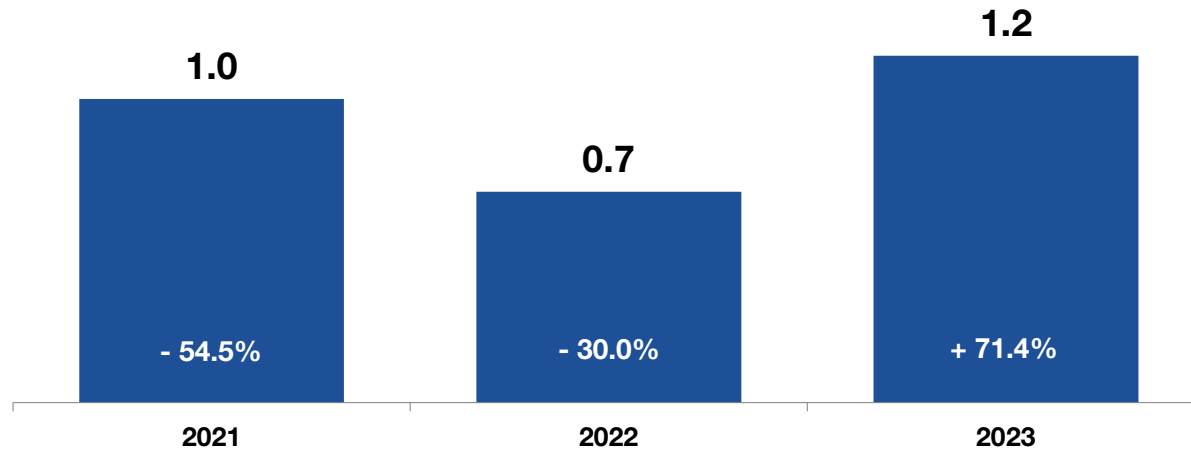


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
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	1.2	+41.7%
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%
January 2023	1.2	0.7	+71.4%
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 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	YTD 2022	YTD 2023	+ / -	1-2022	1-2023	+ / -	1-2022	1-2023	+ / -
Albany	2	1	-50.0%	5	4	-20.0%	\$185,000	\$200,500	+8.4%	4	2	-50.0%	0.8	0.7	-17.1%
Avon	1	2	+100.0%	4	4	0.0%	\$220,000	\$307,250	+39.7%	5	6	+20.0%	1.2	1.4	+22.4%
Clearwater	2	0	-100.0%	7	0	-100.0%	\$299,000	\$0	-100.0%	4	5	+25.0%	0.5	0.9	+67.9%
Cold Spring	5	6	+20.0%	5	5	0.0%	\$260,000	\$328,000	+26.2%	19	16	-15.8%	1.8	2.2	+22.4%
Eden Lake Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Eden Valley	2	1	-50.0%	0	1	--	\$0	\$615,000	--	2	4	+100.0%	1.2	2.9	+138.1%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Foley	4	0	-100.0%	5	0	-100.0%	\$265,000	\$0	-100.0%	3	1	-66.7%	0.4	0.2	-61.9%
Freeport	0	0	--	1	1	0.0%	\$400,000	\$275,000	-31.3%	3	0	-100.0%	2.0	0.0	-100.0%
Holdingford	1	1	0.0%	2	0	-100.0%	\$247,950	\$0	-100.0%	0	1	--	0.0	0.5	--
Kimball	2	1	-50.0%	6	0	-100.0%	\$292,000	\$0	-100.0%	4	5	+25.0%	1.0	1.4	+38.9%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Melrose	0	1	--	4	2	-50.0%	\$177,450	\$342,450	+93.0%	3	5	+66.7%	0.7	1.3	+84.0%
Paynesville	1	1	0.0%	4	3	-25.0%	\$229,000	\$145,000	-36.7%	4	2	-50.0%	0.5	0.4	-19.2%
Rice	4	2	-50.0%	6	5	-16.7%	\$247,450	\$299,900	+21.2%	11	7	-36.4%	1.2	1.0	-14.9%
Richmond	3	4	+33.3%	1	1	0.0%	\$231,000	\$300,000	+29.9%	4	7	+75.0%	0.7	1.3	+70.7%
Rockville	1	0	-100.0%	0	0	--	\$0	\$0	--	1	7	+600.0%	0.4	3.7	+826.5%
Sartell	10	14	+40.0%	19	11	-42.1%	\$317,000	\$309,000	-2.5%	22	29	+31.8%	0.8	1.6	+105.7%
Sauk Centre	6	1	-83.3%	4	0	-100.0%	\$227,450	\$0	-100.0%	9	6	-33.3%	1.1	0.8	-26.7%
Sauk Rapids	13	10	-23.1%	11	12	+9.1%	\$260,000	\$217,913	-16.2%	13	21	+61.5%	0.7	1.2	+81.6%
Saint Cloud	60	47	-21.7%	52	34	-34.6%	\$190,000	\$201,259	+5.9%	79	92	+16.5%	0.8	1.2	+53.2%
Saint Joseph	0	2	--	5	2	-60.0%	\$255,000	\$345,000	+35.3%	2	2	0.0%	0.2	0.3	+60.3%
Saint Augusta	10	5	-50.0%	3	0	-100.0%	\$359,300	\$0	-100.0%	12	11	-8.3%	1.8	2.6	+43.5%
Waite Park	3	5	+66.7%	9	4	-55.6%	\$175,000	\$235,000	+34.3%	5	6	+20.0%	0.6	0.8	+36.4%
Wakefield Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--