

Monthly Indicators

April 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

- 33.6% **- 5.1%** **- 7.0%**

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.



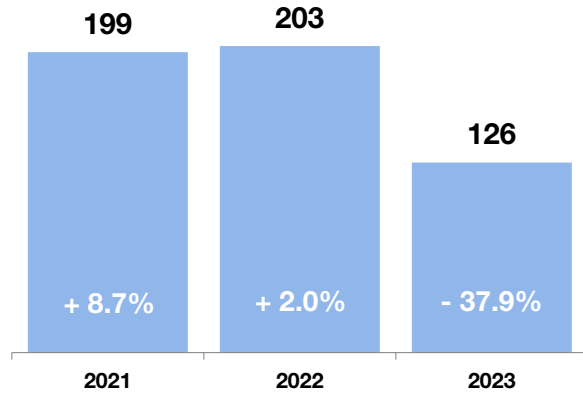
Key Metrics	Historical Sparkbars	4-2022	4-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		203	126	- 37.9%	566	417	- 26.3%
Pending Sales		172	134	- 22.1%	490	365	- 25.5%
Closed Sales		119	79	- 33.6%	395	284	- 28.1%
Days on Market		21	44	+ 109.5%	32	45	+ 40.6%
Median Sales Price		\$247,500	\$235,000	- 5.1%	\$241,500	\$240,000	- 0.6%
Avg. Sales Price		\$254,235	\$269,564	+ 6.0%	\$248,893	\$261,358	+ 5.0%
Pct. of Orig. Price Received		101.5%	99.5%	- 2.0%	100.2%	98.0%	- 2.2%
Affordability Index		118	116	- 1.7%	120	114	- 5.0%
Homes for Sale		158	147	- 7.0%	--	--	--
Months Supply		1.0	1.2	+ 20.0%	--	--	--

New Listings

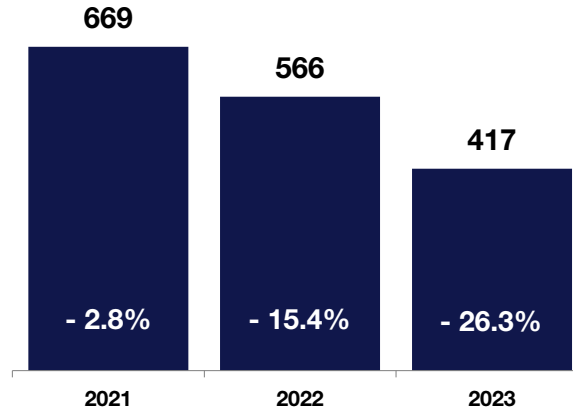
A count of the properties that have been newly listed on the market in a given month.



April

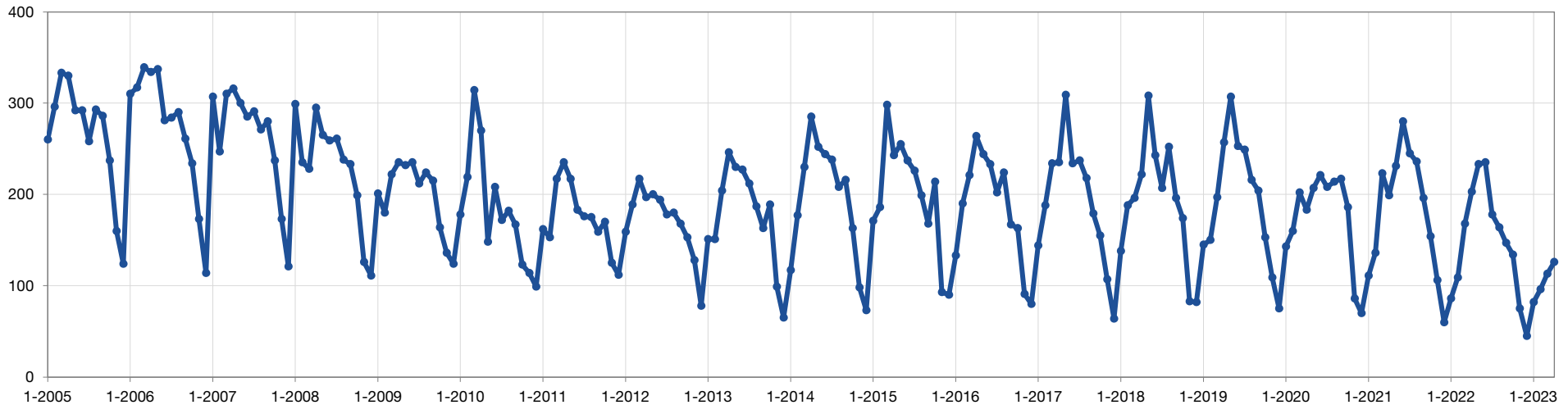


Year to Date



	New Listings	Prior Year	Percent Change
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	82	86	-4.7%
February 2023	96	109	-11.9%
March 2023	113	168	-32.7%
April 2023	126	203	-37.9%
12-Month Avg	136	173	-21.4%

Historical New Listings by Month

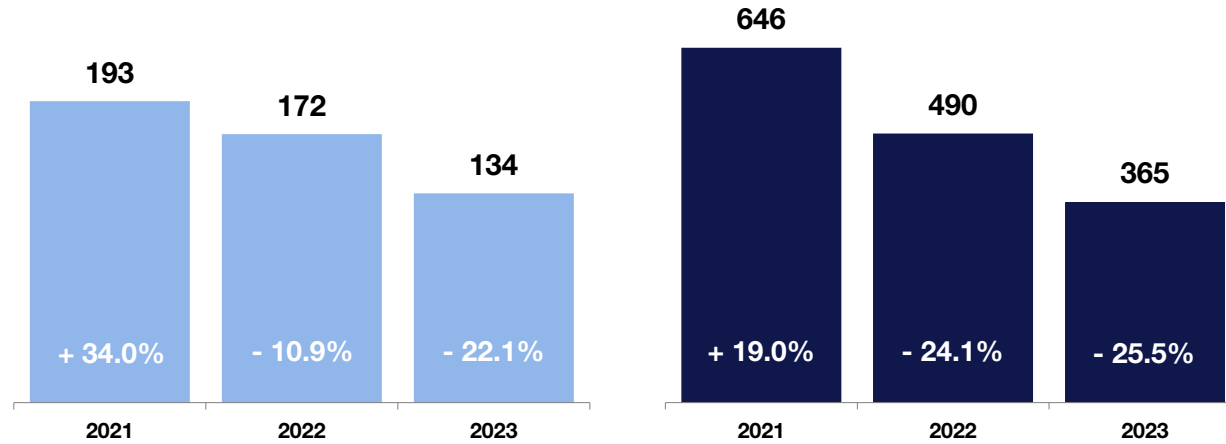


Pending Sales

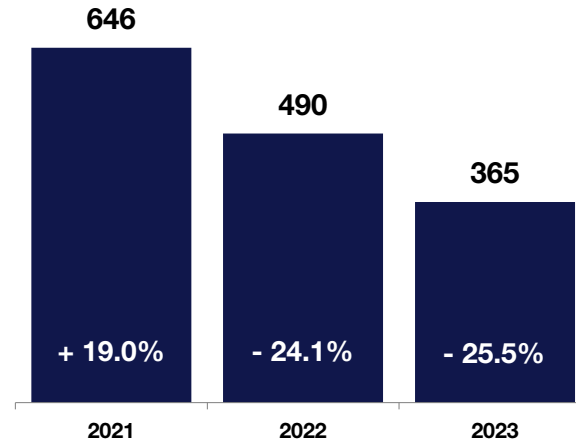
A count of the properties on which offers have been accepted in a given month.



April

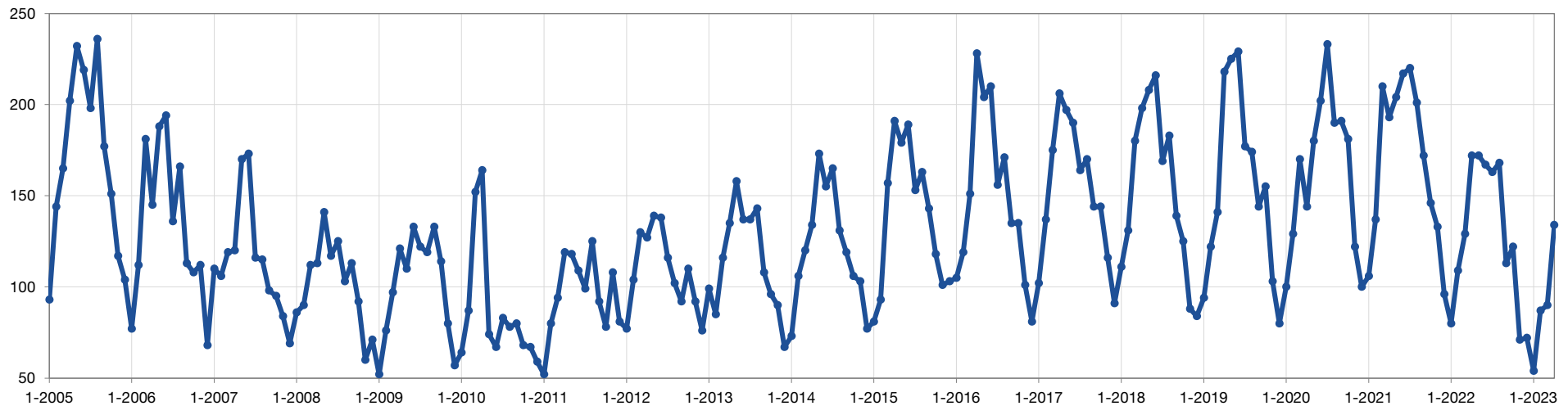


Year to Date



Pending Sales	Prior Year	Percent Change	
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	54	80	-32.5%
February 2023	87	109	-20.2%
March 2023	90	129	-30.2%
April 2023	134	172	-22.1%
12-Month Avg	118	157	-24.8%

Historical Pending Sales by Month

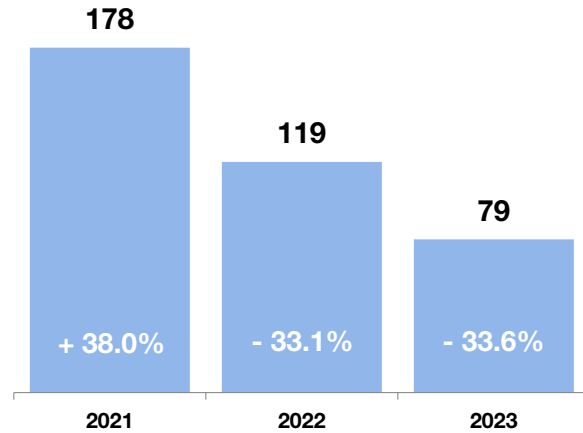


Closed Sales

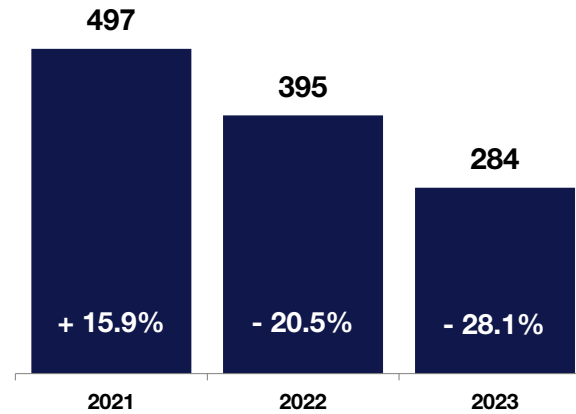
A count of the actual sales that closed in a given month.



April

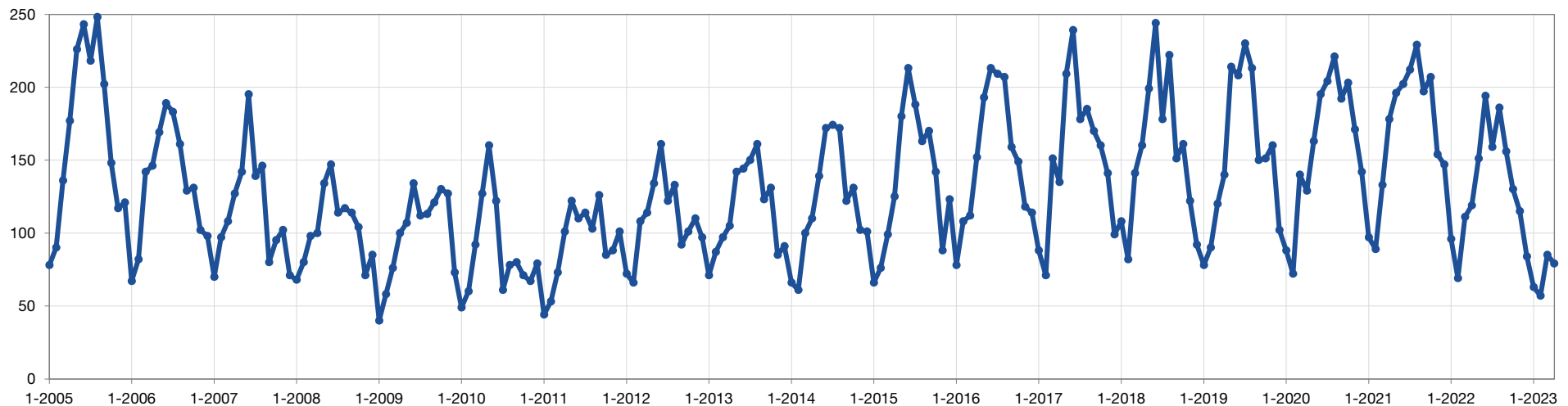


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
February 2023	57	69	-17.4%
March 2023	85	111	-23.4%
April 2023	79	119	-33.6%
12-Month Avg	122	162	-24.7%

Historical Closed Sales by Month

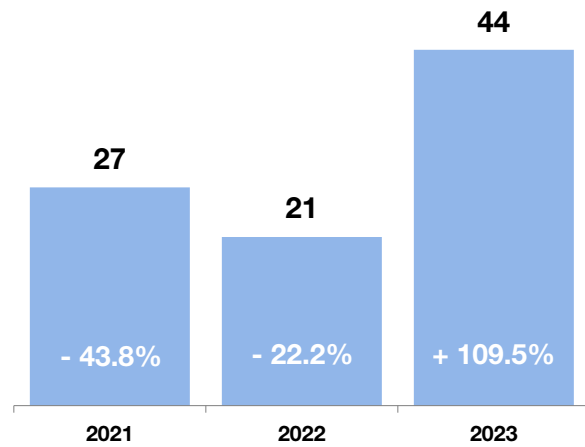


Days on Market Until Sale

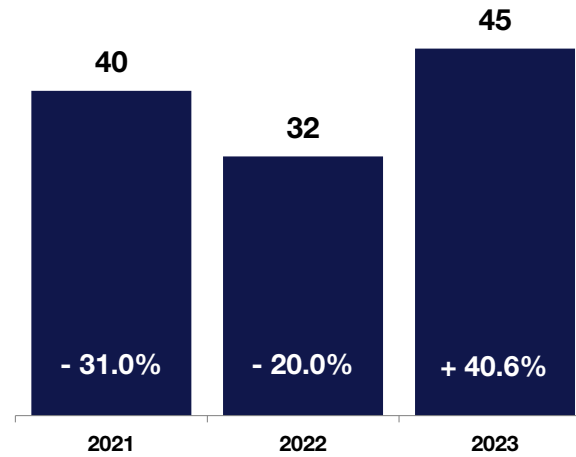
Average number of days between when a property is listed and when an offer is accepted in a given month.



April

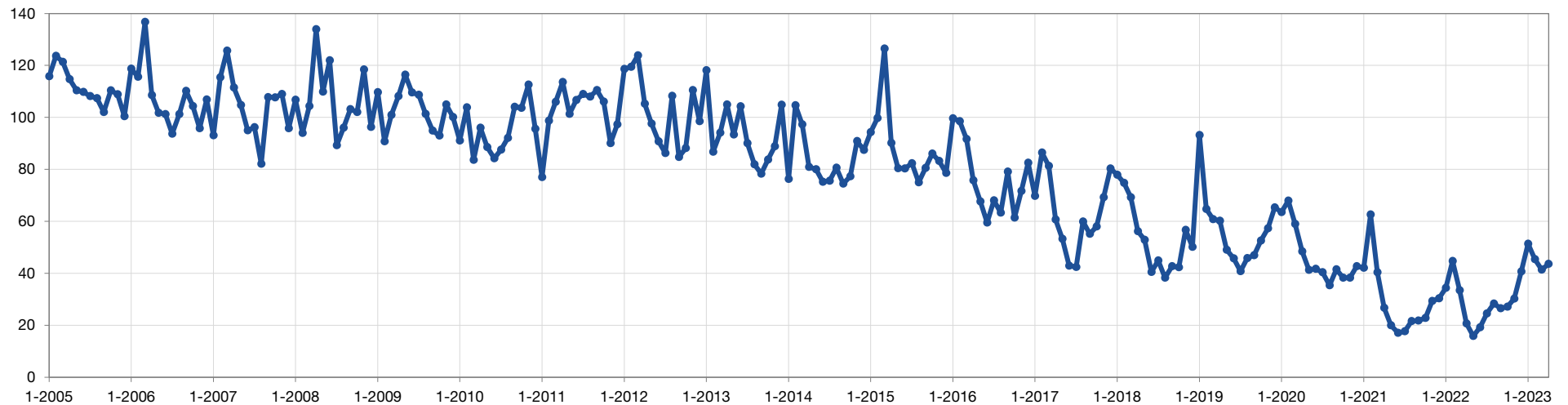


Year to Date



Days on Market	Prior Year	Percent Change
May 2022	16	-20.0%
June 2022	19	+11.8%
July 2022	24	+33.3%
August 2022	28	+27.3%
September 2022	27	+22.7%
October 2022	27	+17.4%
November 2022	30	+3.4%
December 2022	41	+36.7%
January 2023	51	+50.0%
February 2023	45	0.0%
March 2023	41	+24.2%
April 2023	44	+109.5%
12-Month Avg	33	+26.9%

Historical Days on Market Until Sale by Month

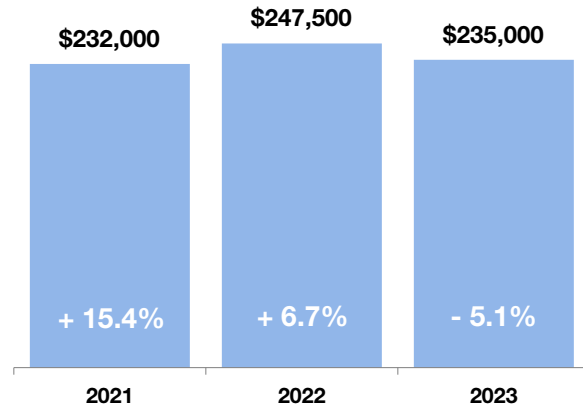


Median Sales Price

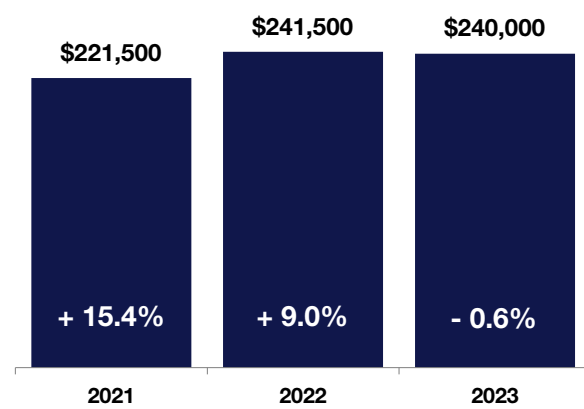
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April

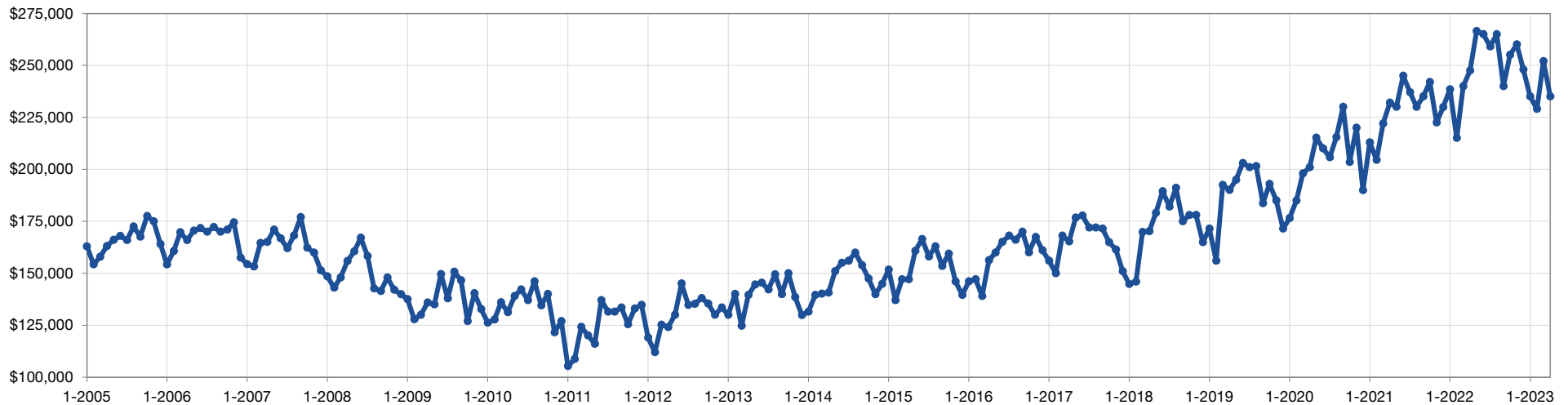


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
February 2023	\$229,000	\$215,000	+6.5%
March 2023	\$252,000	\$240,000	+5.0%
April 2023	\$235,000	\$247,500	-5.1%
12-Month Avg	\$250,788	\$234,363	+7.0%

Historical Median Sales Price by Month

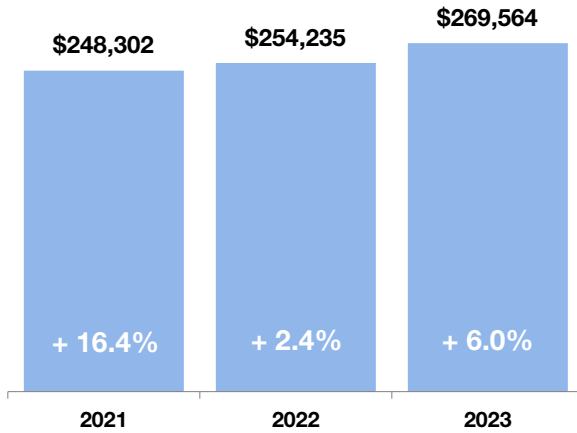


Average Sales Price

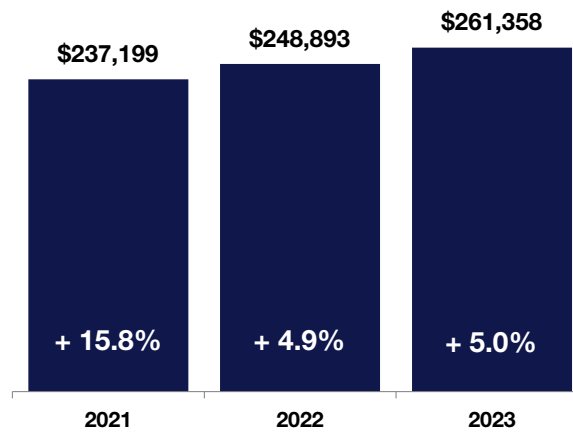
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



April

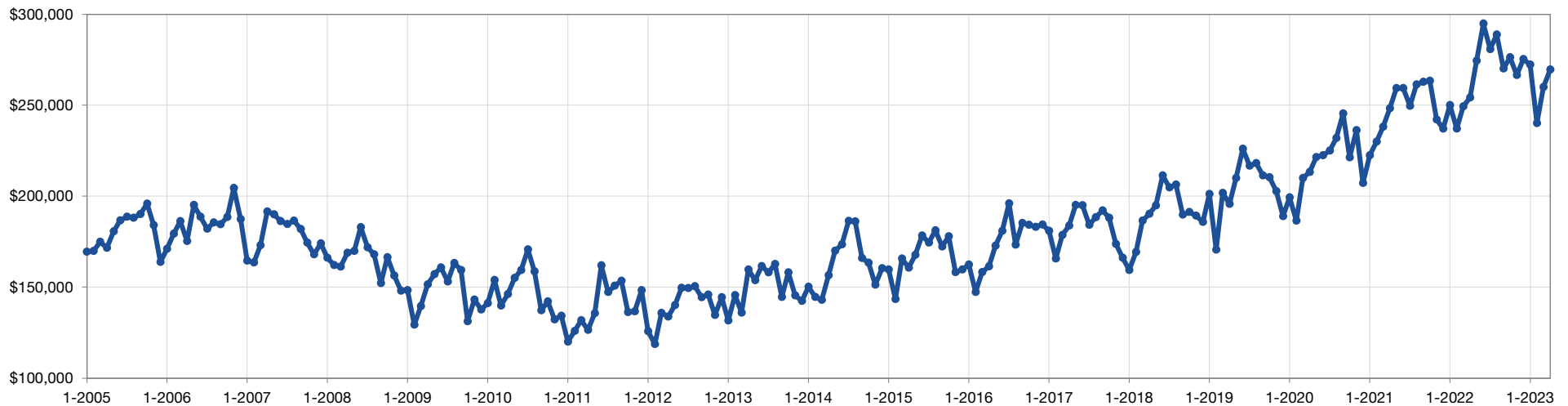


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
February 2023	\$240,081	\$237,049	+1.3%
March 2023	\$259,884	\$249,354	+4.2%
April 2023	\$269,564	\$254,235	+6.0%
12-Month Avg	\$272,417	\$252,150	+8.0%

Historical Average Sales Price by Month

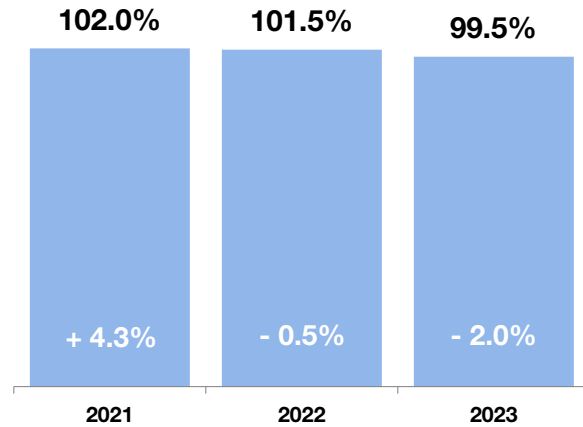


Percent of Original List Price Received

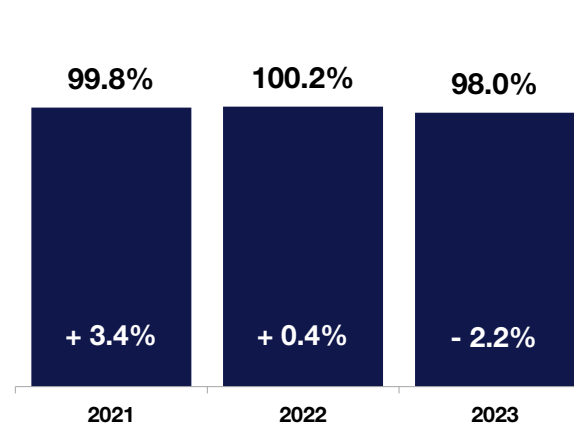


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

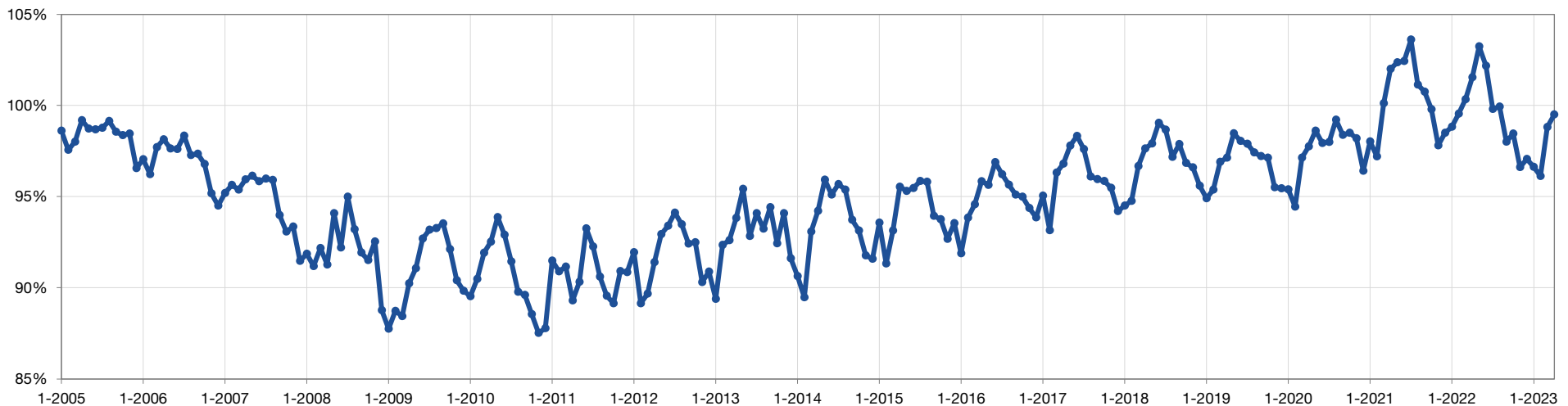


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.6%	98.8%	-2.2%
February 2023	96.1%	99.5%	-3.4%
March 2023	98.8%	100.3%	-1.5%
April 2023	99.5%	101.5%	-2.0%
12-Month Avg	98.9%	100.6%	-1.7%

Historical Percent of Original List Price Received by Month

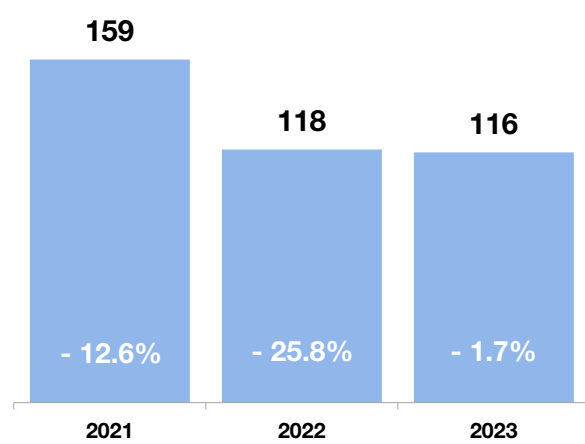


Housing Affordability Index

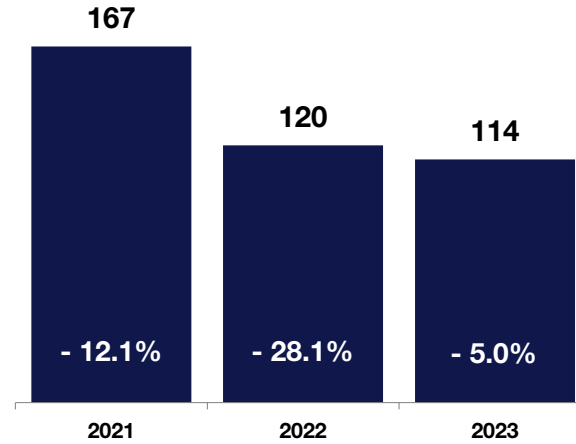


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April

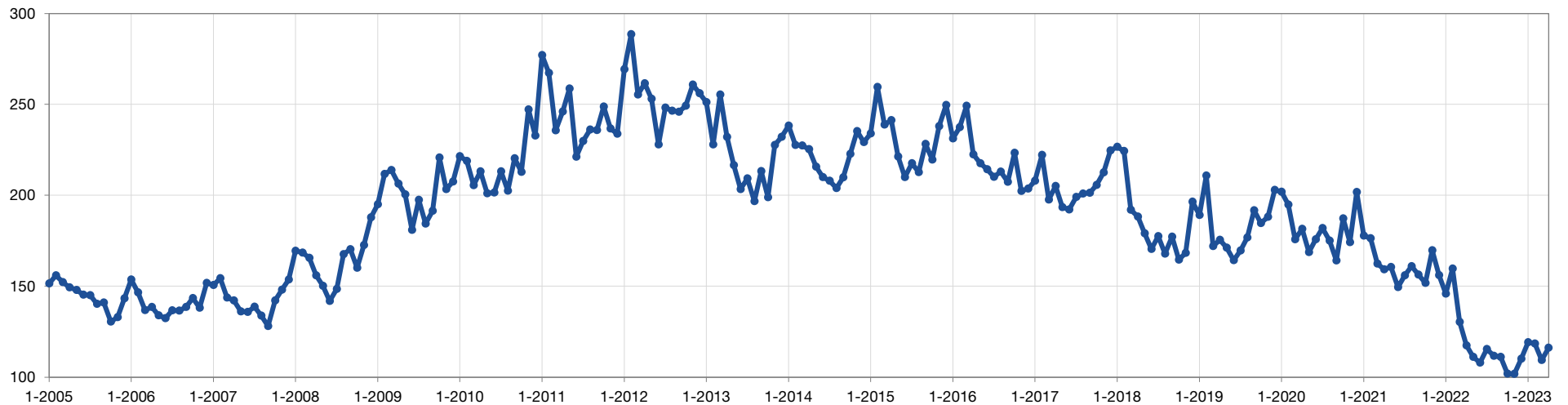


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
January 2023	119	146	-18.5%
February 2023	118	160	-26.3%
March 2023	109	130	-16.2%
April 2023	116	118	-1.7%
12-Month Avg	111	151	-26.5%

Historical Housing Affordability Index by Month

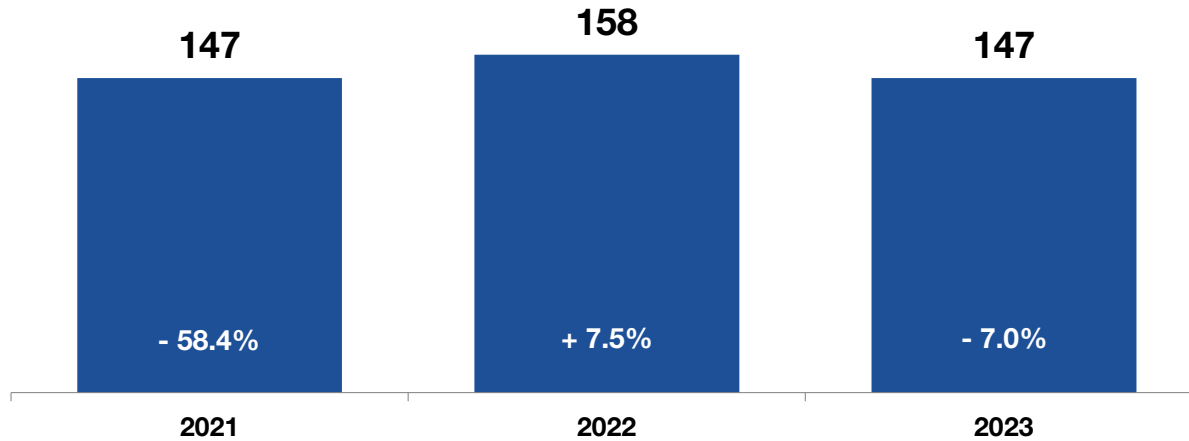


Inventory of Homes for Sale

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

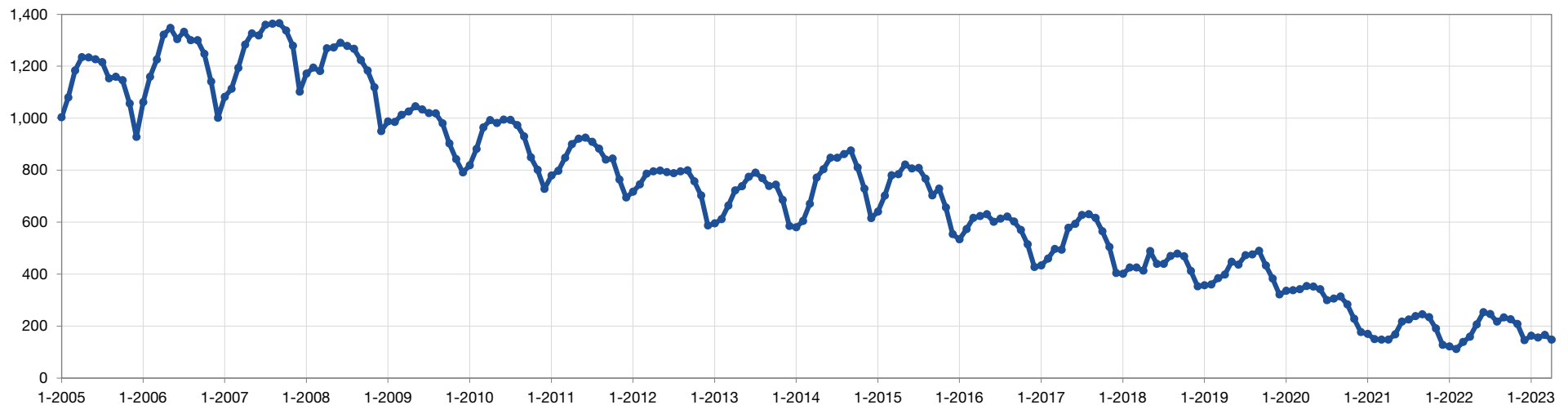


April



Homes for Sale		Prior Year	Percent Change
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	226	234	-3.4%
November 2022	208	190	+9.5%
December 2022	145	127	+14.2%
January 2023	162	121	+33.9%
February 2023	155	111	+39.6%
March 2023	165	138	+19.6%
April 2023	147	158	-7.0%
12-Month Avg	197	181	+8.8%

Historical Inventory of Homes for Sale by Month

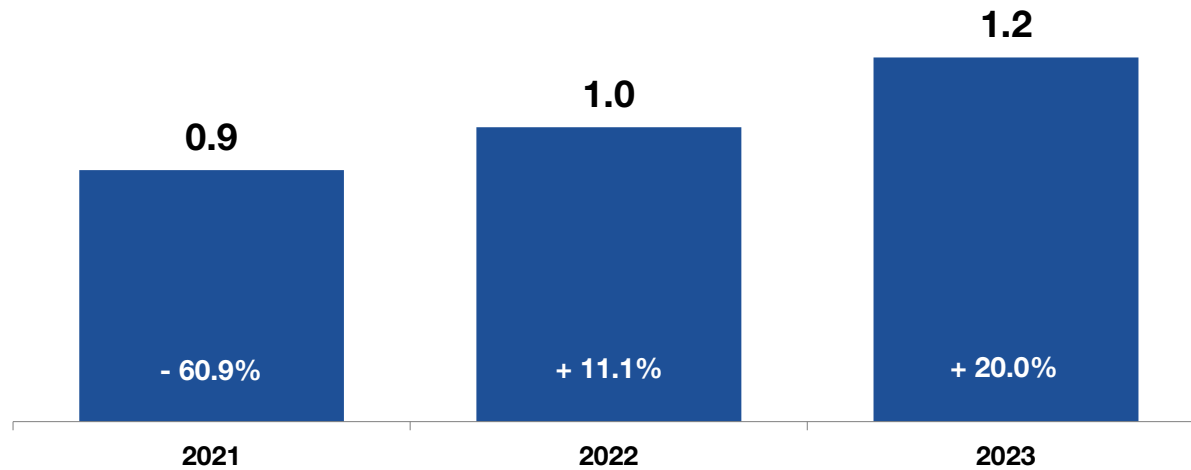


Months Supply of Inventory

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.



April



Months Supply	Prior Year	Percent Change
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	1.3	0.7 +85.7%
February 2023	1.2	0.7 +71.4%
March 2023	1.4	0.9 +55.6%
April 2023	1.2	1.0 +20.0%
12-Month Avg	1.5	1.1 +36.4%

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	+ / -	4-2022	4-2023	+ / -	4-2022	4-2023	+ / -
Albany	11	8	-27.3%	9	7	-22.2%	\$236,500	\$203,000	-14.2%	5	6	+20.0%	1.3	2.2	+72.3%
Avon	16	12	-25.0%	11	11	0.0%	\$298,500	\$238,000	-20.3%	7	4	-42.9%	1.6	1.0	-39.4%
Clearwater	27	10	-63.0%	20	6	-70.0%	\$320,400	\$270,000	-15.7%	12	8	-33.3%	1.7	1.7	+0.6%
Cold Spring	33	24	-27.3%	28	17	-39.3%	\$305,000	\$328,000	+7.5%	23	14	-39.1%	2.3	2.0	-11.6%
Eden Lake Twp	0	3	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.5	--
Eden Valley	4	3	-25.0%	5	4	-20.0%	\$166,400	\$239,500	+43.9%	1	1	0.0%	0.6	0.7	+11.7%
Fair Haven Twp	1	1	0.0%	1	1	0.0%	\$220,000	\$320,000	+45.5%	0	1	--	0.0	1.0	--
Foley	26	9	-65.4%	22	8	-63.6%	\$252,500	\$254,750	+0.9%	8	2	-75.0%	1.2	0.4	-70.6%
Freeport	3	1	-66.7%	5	2	-60.0%	\$399,900	\$257,500	-35.6%	0	0	--	0.0	0.0	--
Holdingford	5	6	+20.0%	5	0	-100.0%	\$261,000	\$0	-100.0%	1	5	+400.0%	0.6	2.8	+400.0%
Kimball	19	16	-15.8%	17	7	-58.8%	\$299,000	\$324,900	+8.7%	8	9	+12.5%	1.8	2.7	+47.7%
Maine Prairie Twp	0	1	--	0	1	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	15	8	-46.7%	10	6	-40.0%	\$182,500	\$199,950	+9.6%	4	6	+50.0%	0.8	1.9	+141.1%
Paynesville	18	12	-33.3%	15	11	-26.7%	\$237,000	\$175,250	-26.1%	7	4	-42.9%	1.0	0.8	-20.4%
Rice	32	19	-40.6%	21	15	-28.6%	\$280,000	\$299,900	+7.1%	13	12	-7.7%	1.5	2.0	+29.0%
Richmond	22	17	-22.7%	10	8	-20.0%	\$505,000	\$268,750	-46.8%	6	7	+16.7%	1.1	1.4	+25.2%
Rockville	11	6	-45.5%	6	3	-50.0%	\$285,500	\$412,000	+44.3%	5	7	+40.0%	2.0	3.7	+89.4%
Sartell	86	79	-8.1%	51	37	-27.5%	\$341,250	\$285,000	-16.5%	37	35	-5.4%	1.5	2.0	+26.3%
Sauk Centre	35	9	-74.3%	22	8	-63.6%	\$220,450	\$210,000	-4.7%	12	4	-66.7%	1.5	0.7	-57.5%
Sauk Rapids	79	52	-34.2%	46	44	-4.3%	\$262,000	\$276,098	+5.4%	26	18	-30.8%	1.5	1.1	-27.0%
Saint Cloud	338	249	-26.3%	248	177	-28.6%	\$212,000	\$218,000	+2.8%	79	80	+1.3%	0.8	1.1	+38.3%
Saint Joseph	33	14	-57.6%	20	9	-55.0%	\$292,000	\$281,000	-3.8%	8	7	-12.5%	0.8	1.4	+79.5%
Saint Augusta	27	20	-25.9%	22	9	-59.1%	\$321,300	\$350,000	+8.9%	12	14	+16.7%	1.9	3.9	+97.8%
Waite Park	30	23	-23.3%	30	17	-43.3%	\$185,000	\$209,900	+13.5%	8	7	-12.5%	1.0	1.0	-0.6%
Wakefield Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--