

Monthly Indicators

June 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

- 11.3% **+ 3.8%** **- 22.4%**

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	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days on Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12
Area Overview	13

Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



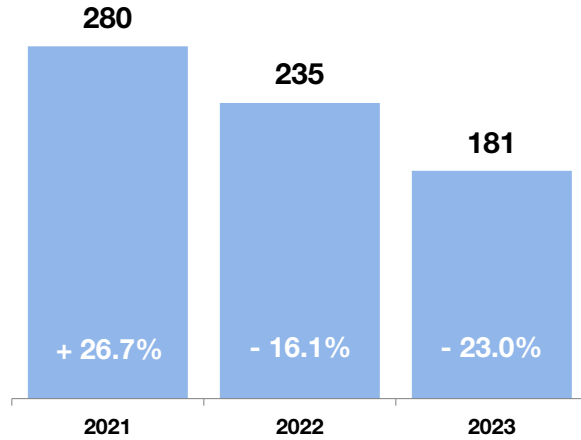
Key Metrics	Historical Sparkbars	6-2022	6-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
New Listings		235	181	- 23.0%	1,034	792	- 23.4%
Pending Sales		167	158	- 5.4%	829	666	- 19.7%
Closed Sales		194	172	- 11.3%	740	576	- 22.2%
Days on Market		19	34	+ 78.9%	25	40	+ 60.0%
Median Sales Price		\$265,000	\$275,000	+ 3.8%	\$255,000	\$260,000	+ 2.0%
Avg. Sales Price		\$294,781	\$302,394	+ 2.6%	\$266,168	\$285,083	+ 7.1%
Pct. of Orig. Price Received		102.2%	100.9%	- 1.3%	101.3%	99.4%	- 1.9%
Affordability Index		108	98	- 9.3%	112	103	- 8.0%
Homes for Sale		254	197	- 22.4%	--	--	--
Months Supply		1.7	1.7	0.0%	--	--	--

New Listings

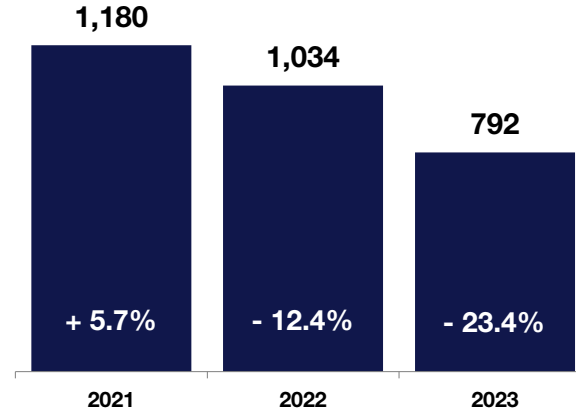
A count of the properties that have been newly listed on the market in a given month.



June

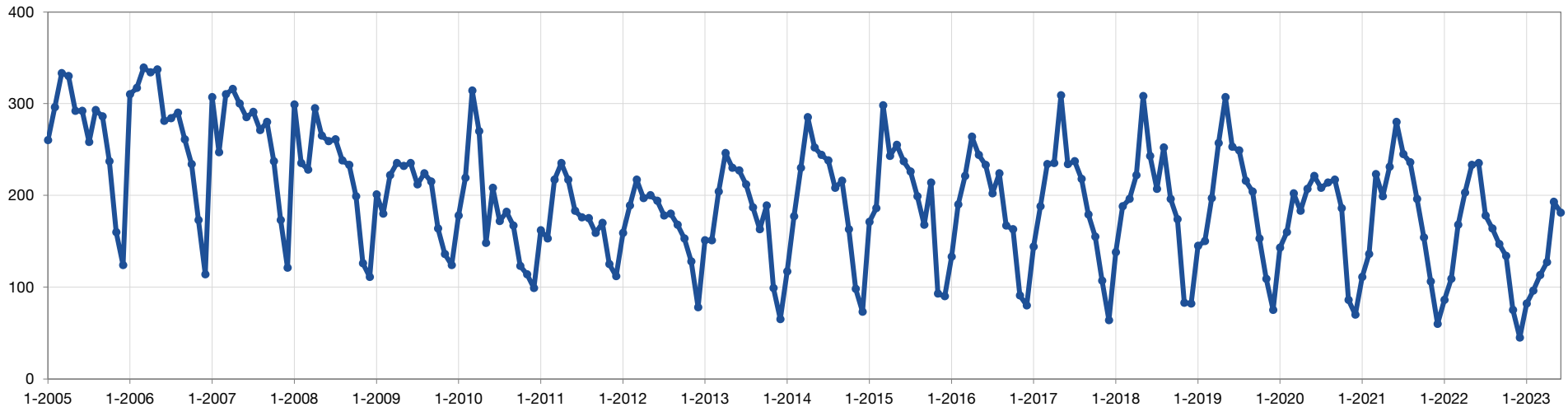


Year to Date



	New Listings	Prior Year	Percent Change
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	127	203	-37.4%
May 2023	193	233	-17.2%
June 2023	181	235	-23.0%
12-Month Avg	128	169	-24.3%

Historical New Listings by Month

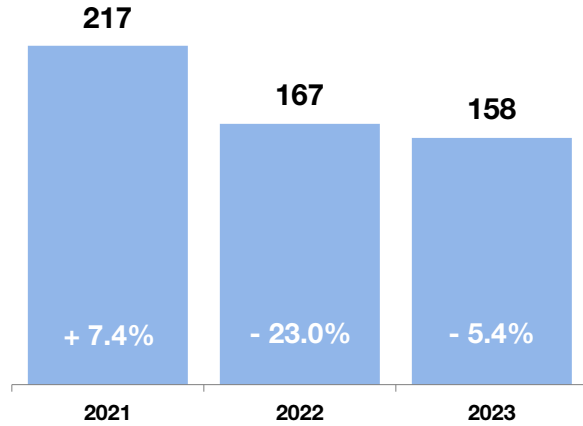


Pending Sales

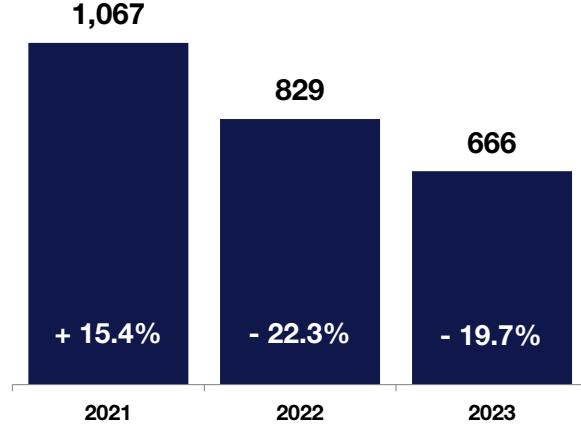
A count of the properties on which offers have been accepted in a given month.



June

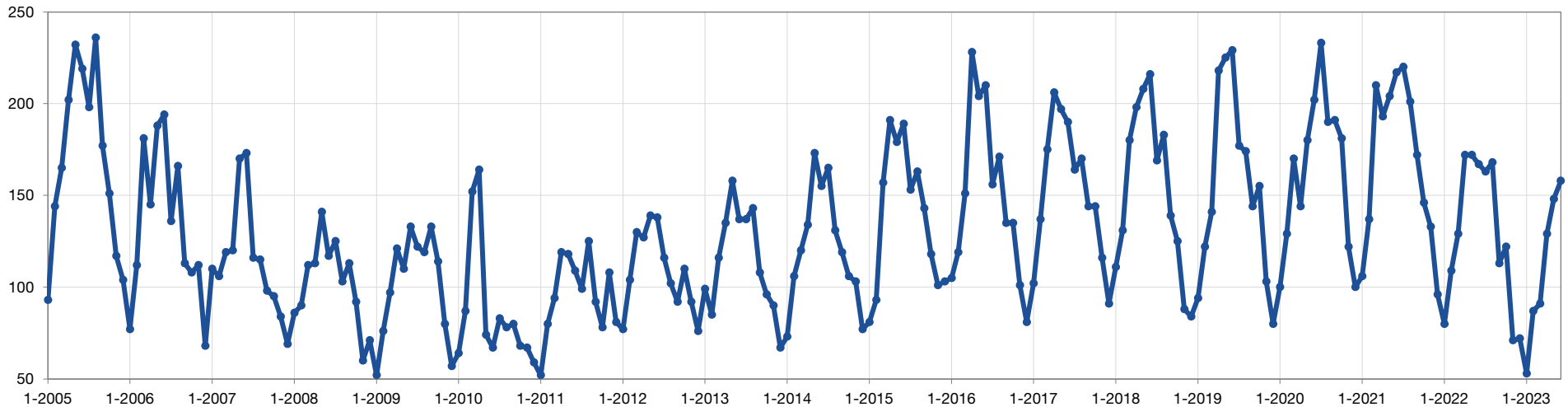


Year to Date



	Pending Sales	Prior Year	Percent Change
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	53	80	-33.8%
February 2023	87	109	-20.2%
March 2023	91	129	-29.5%
April 2023	129	172	-25.0%
May 2023	148	172	-14.0%
June 2023	158	167	-5.4%
12-Month Avg	115	150	-23.3%

Historical Pending Sales by Month

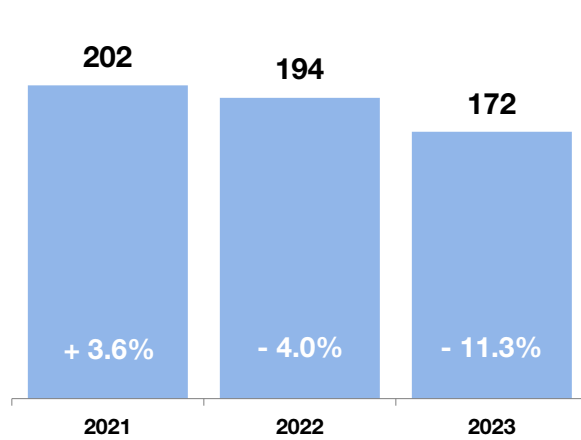


Closed Sales

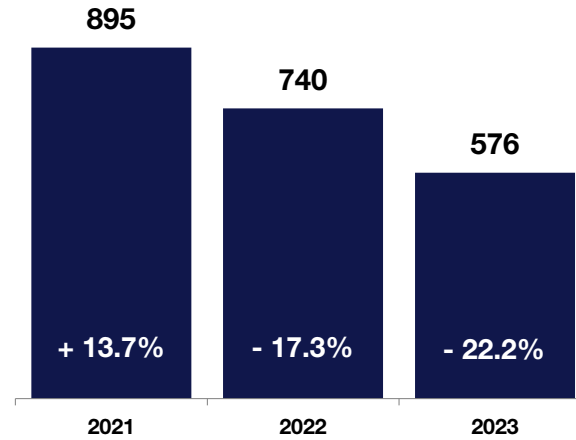
A count of the actual sales that closed in a given month.



June

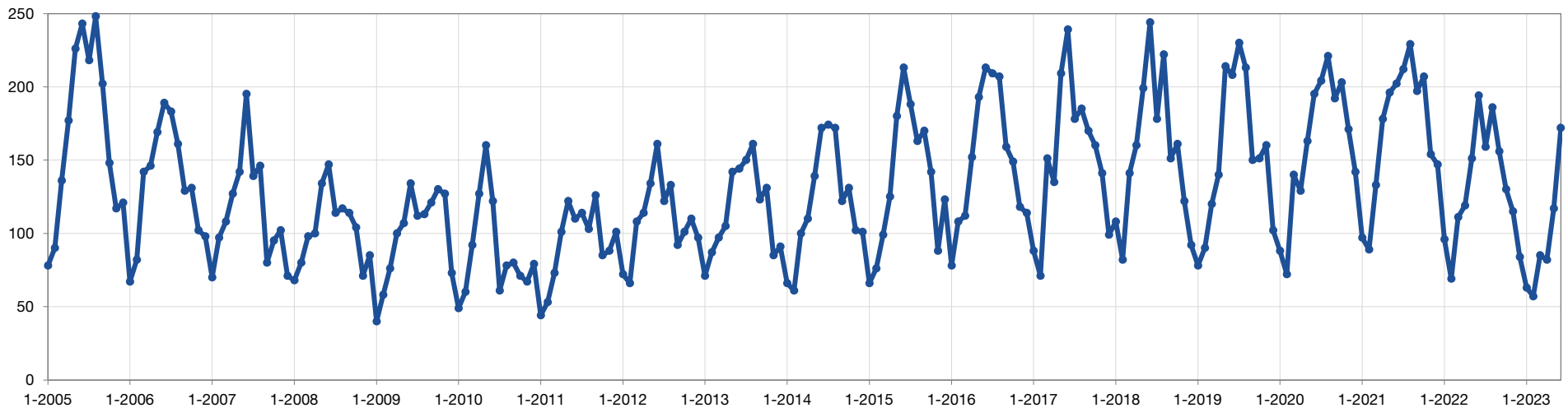


Year to Date



	Closed Sales	Prior Year	Percent Change
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	82	119	-31.1%
May 2023	117	151	-22.5%
June 2023	172	194	-11.3%
12-Month Avg	117	157	-25.5%

Historical Closed Sales by Month

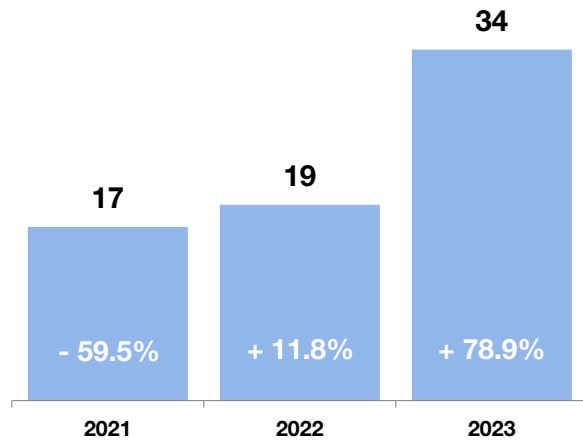


Days on Market Until Sale

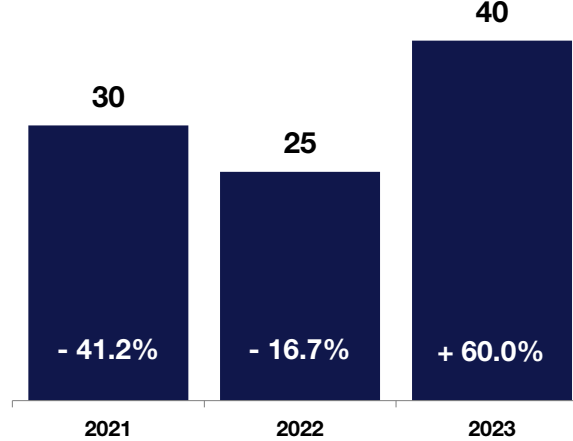
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

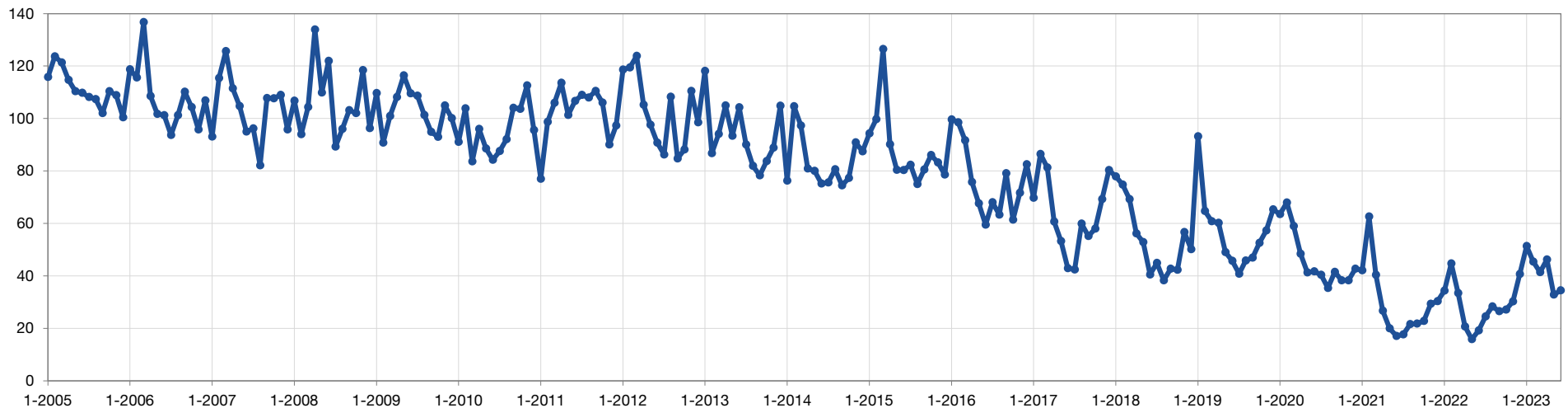


Year to Date



Days on Market	Prior Year	Percent Change	
July 2022	24	18	+33.3%
August 2022	28	22	+27.3%
September 2022	27	22	+22.7%
October 2022	27	23	+17.4%
November 2022	30	29	+3.4%
December 2022	41	30	+36.7%
January 2023	51	34	+50.0%
February 2023	45	45	0.0%
March 2023	41	33	+24.2%
April 2023	46	21	+119.0%
May 2023	33	16	+106.3%
June 2023	34	19	+78.9%
12-Month Avg	36	26	+38.5%

Historical Days on Market Until Sale by Month

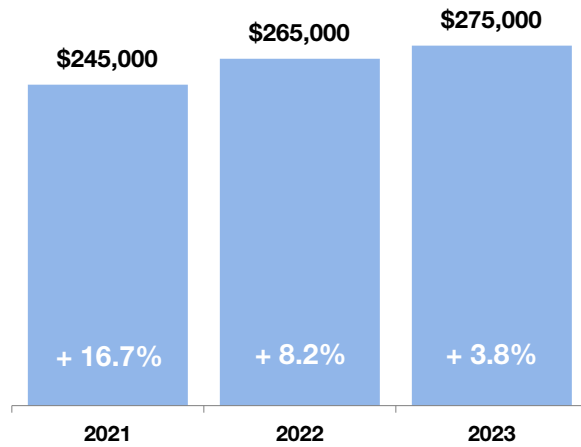


Median Sales Price

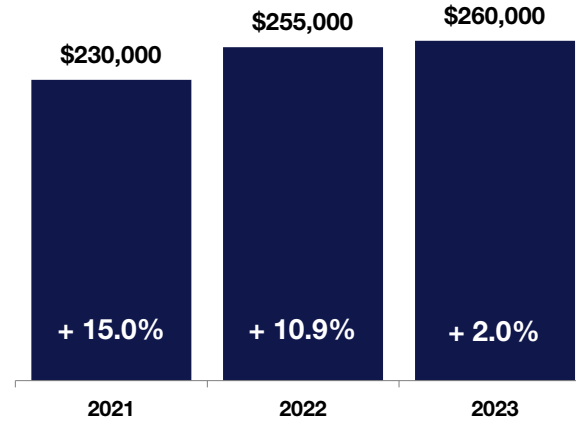
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

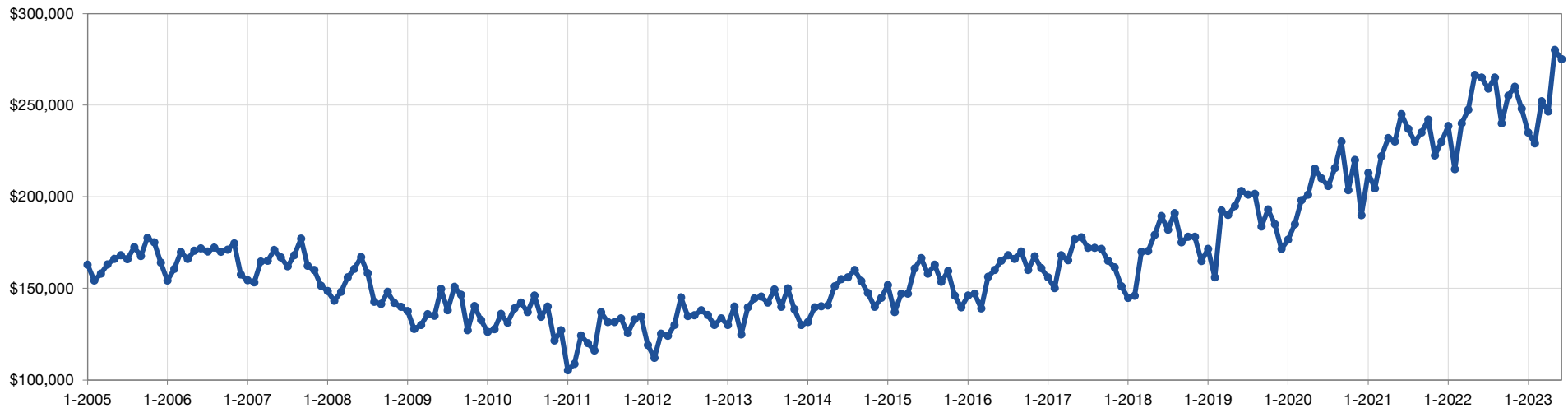


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$246,450	\$247,500	-0.4%
May 2023	\$280,000	\$266,450	+5.1%
June 2023	\$275,000	\$265,000	+3.8%
12-Month Avg	\$253,704	\$239,067	+6.1%

Historical Median Sales Price by Month

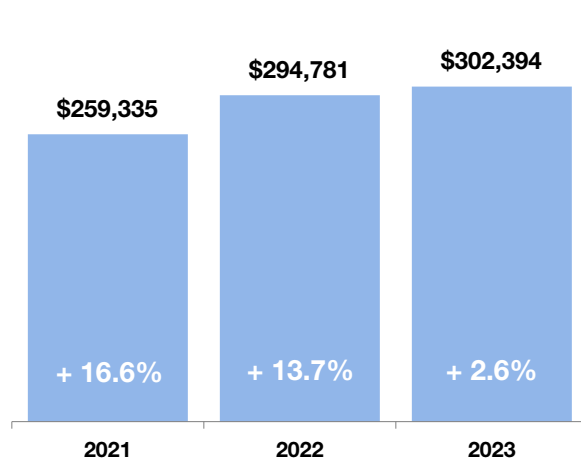


Average Sales Price

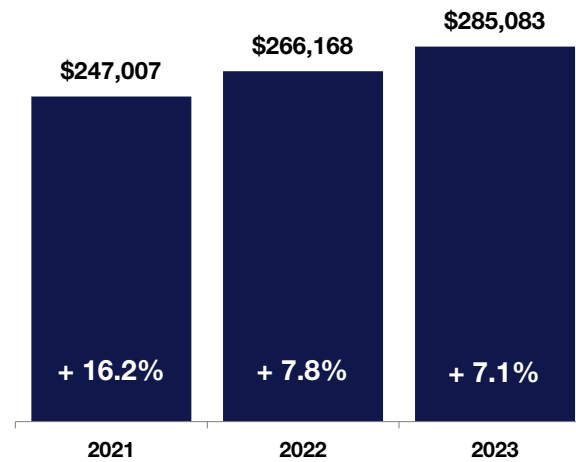
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

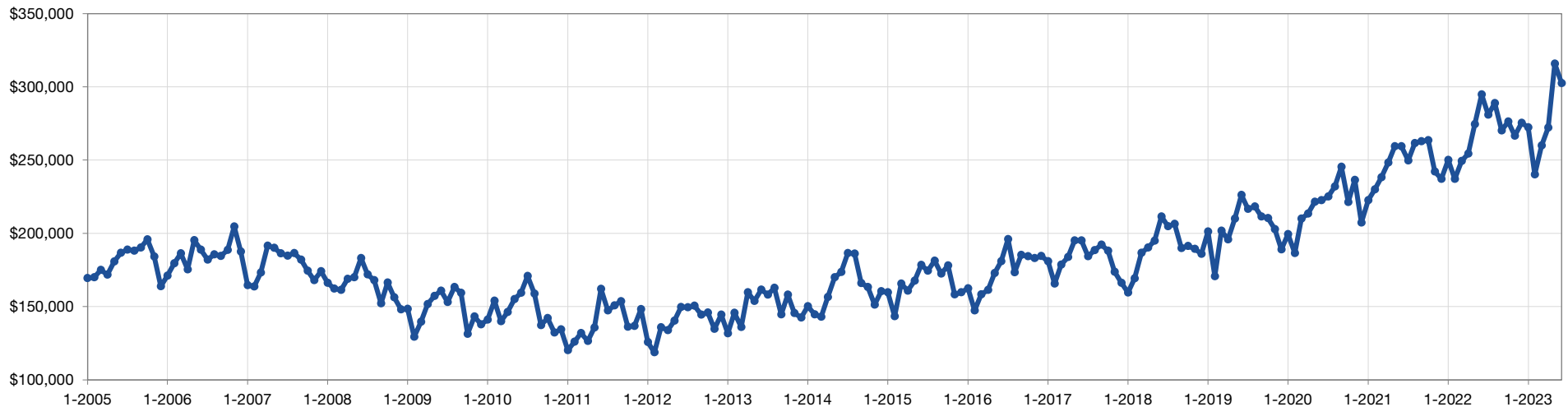


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$272,139	\$254,235	+7.0%
May 2023	\$315,816	\$274,493	+15.1%
June 2023	\$302,394	\$294,781	+2.6%
12-Month Avg	\$276,709	\$256,367	+7.9%

Historical Average Sales Price by Month

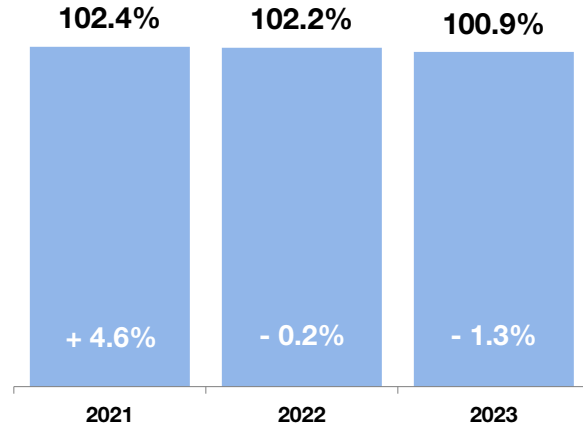


Percent of Original List Price Received

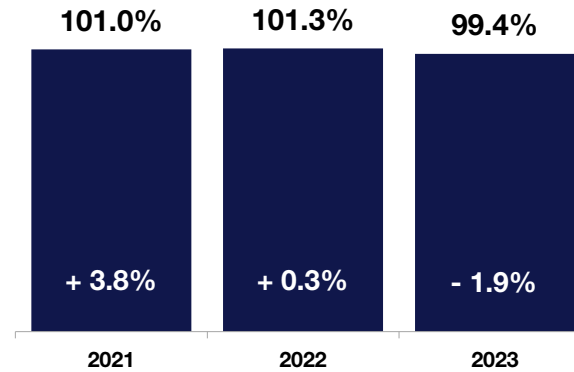


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

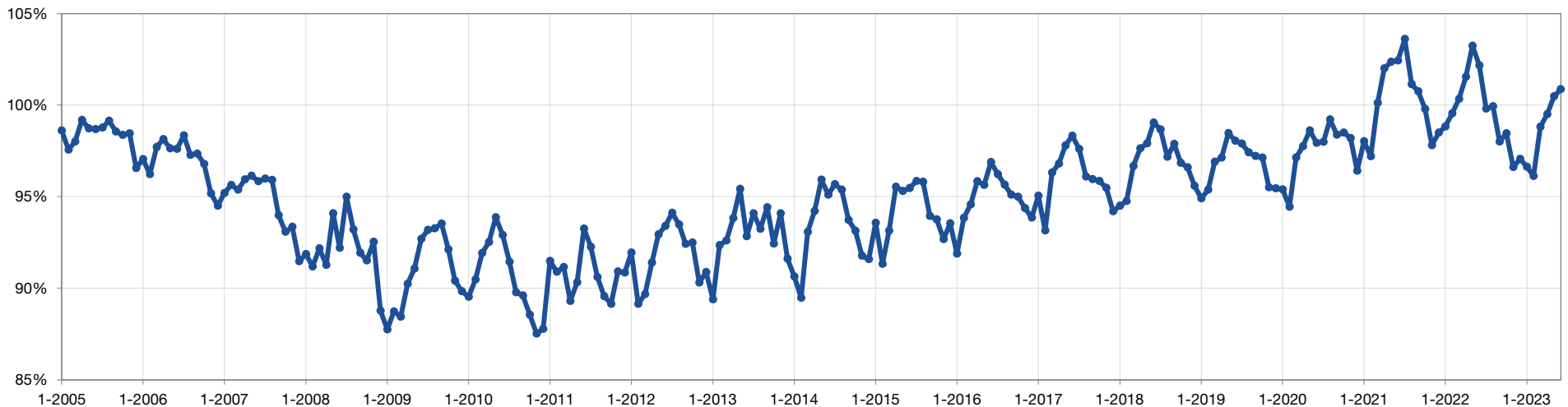


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
May 2023	100.5%	103.2%	-2.6%
June 2023	100.9%	102.2%	-1.3%
12-Month Avg	98.5%	100.6%	-2.1%

Historical Percent of Original List Price Received by Month

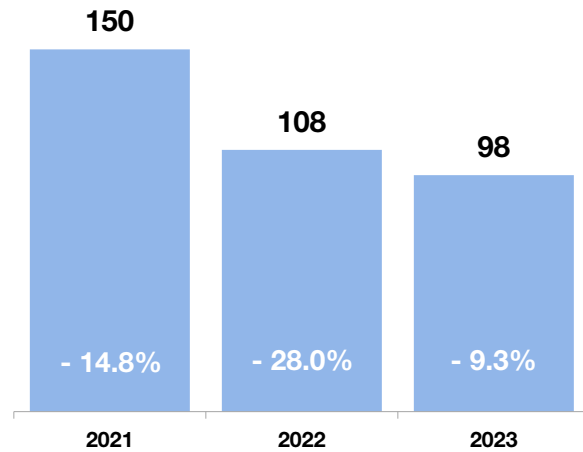


Housing Affordability Index

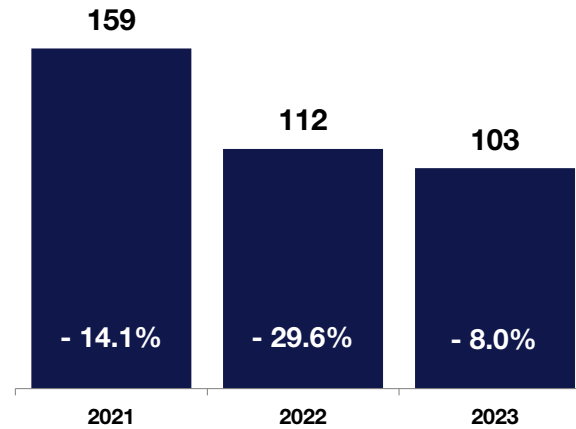


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June



Year to Date



	Affordability Index	Prior Year	Percent Change
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	111	118	-5.9%
May 2023	96	111	-13.5%
June 2023	98	108	-9.3%
12-Month Avg	109	144	-24.3%

Historical Housing Affordability Index by Month

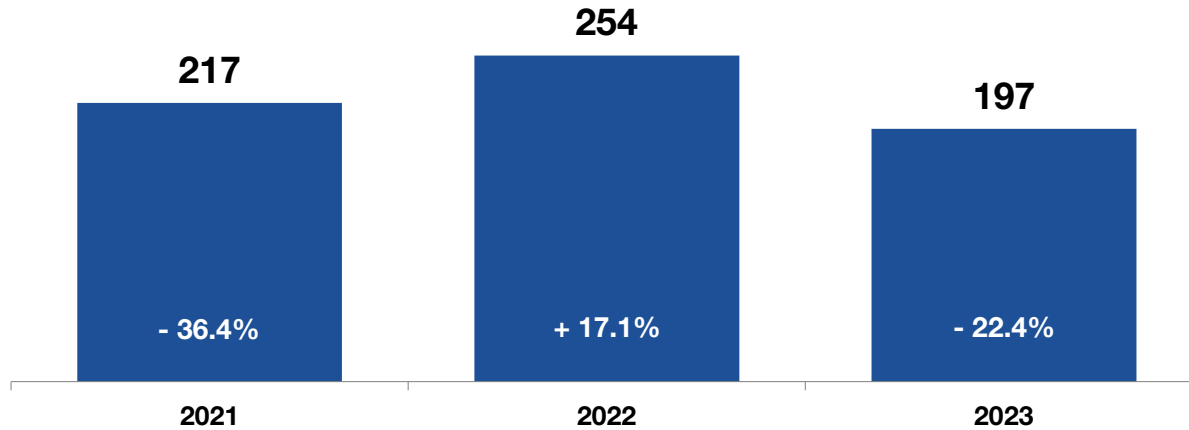


Inventory of Homes for Sale

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

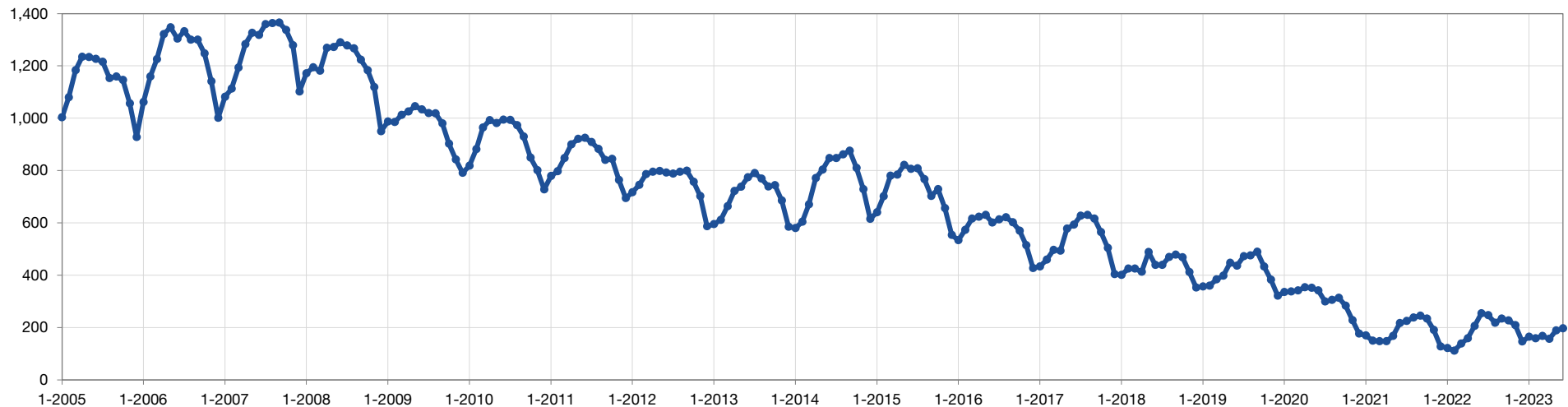


June



Homes for Sale		Prior Year	Percent Change
July 2022	247	225	+9.8%
August 2022	218	238	-8.4%
September 2022	234	245	-4.5%
October 2022	227	234	-3.0%
November 2022	209	190	+10.0%
December 2022	146	127	+15.0%
January 2023	164	121	+35.5%
February 2023	158	111	+42.3%
March 2023	167	138	+21.0%
April 2023	156	158	-1.3%
May 2023	188	206	-8.7%
June 2023	197	254	-22.4%
12-Month Avg	193	187	+3.2%

Historical Inventory of Homes for Sale by Month

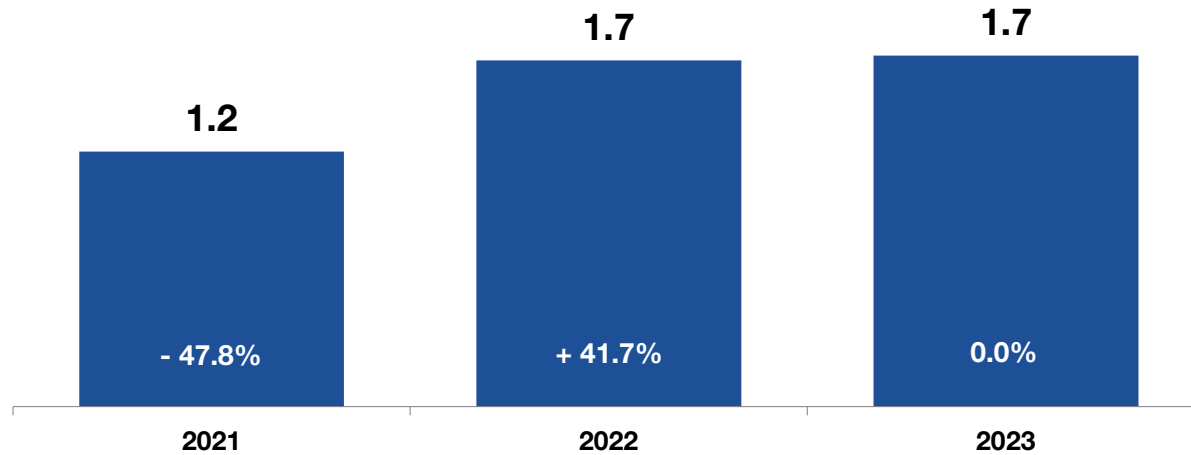


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	1.3	0.7	+85.7%
March 2023	1.4	0.9	+55.6%
April 2023	1.3	1.0	+30.0%
May 2023	1.6	1.3	+23.1%
June 2023	1.7	1.7	0.0%
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	+ / -	6-2022	6-2023	+ / -	6-2022	6-2023	+ / -
Albany	26	16	-38.5%	16	14	-12.5%	\$245,000	\$255,000	+4.1%	10	5	-50.0%	2.5	2.0	-21.4%
Avon	33	24	-27.3%	25	16	-36.0%	\$330,000	\$273,750	-17.0%	9	6	-33.3%	1.8	1.7	-4.8%
Clearwater	43	27	-37.2%	39	13	-66.7%	\$318,900	\$275,000	-13.8%	11	12	+9.1%	1.7	2.8	+71.1%
Cold Spring	48	48	0.0%	46	33	-28.3%	\$315,500	\$347,000	+10.0%	17	18	+5.9%	2.0	2.4	+21.2%
Eden Lake Twp	0	5	--	0	3	--	\$0	\$360,000	--	0	2	--	0.0	1.3	--
Eden Valley	10	8	-20.0%	7	6	-14.3%	\$245,000	\$243,500	-0.6%	4	0	-100.0%	2.6	0.0	-100.0%
Fair Haven Twp	1	1	0.0%	1	1	0.0%	\$220,000	\$320,000	+45.5%	0	1	--	0.0	1.0	--
Foley	52	20	-61.5%	35	12	-65.7%	\$260,000	\$254,750	-2.0%	15	5	-66.7%	2.1	1.0	-51.7%
Freeport	4	2	-50.0%	6	4	-33.3%	\$399,950	\$295,500	-26.1%	1	1	0.0%	0.3	0.6	+90.9%
Holdingford	9	8	-11.1%	7	1	-85.7%	\$261,000	\$269,900	+3.4%	0	4	--	0.0	2.9	--
Kimball	36	31	-13.9%	28	14	-50.0%	\$299,450	\$280,425	-6.4%	11	12	+9.1%	2.4	3.6	+51.5%
Maine Prairie Twp	0	1	--	0	2	--	\$0	\$485,000	--	0	0	--	0.0	0.0	--
Melrose	29	22	-24.1%	22	13	-40.9%	\$248,450	\$215,500	-13.3%	9	7	-22.2%	2.0	2.0	+3.5%
Paynesville	37	25	-32.4%	23	22	-4.3%	\$234,750	\$208,500	-11.2%	8	3	-62.5%	1.2	0.6	-51.6%
Rice	59	40	-32.2%	42	27	-35.7%	\$282,450	\$299,900	+6.2%	21	16	-23.8%	2.6	2.7	+6.7%
Richmond	49	45	-8.2%	22	23	+4.5%	\$423,250	\$305,000	-27.9%	15	12	-20.0%	2.7	2.1	-20.4%
Rockville	17	11	-35.3%	8	11	+37.5%	\$276,000	\$302,500	+9.6%	7	5	-28.6%	3.3	2.3	-32.1%
Sartell	161	154	-4.3%	105	96	-8.6%	\$336,000	\$352,500	+4.9%	58	37	-36.2%	2.6	1.9	-27.1%
Sauk Centre	64	39	-39.1%	44	20	-54.5%	\$241,000	\$237,500	-1.5%	13	12	-7.7%	1.5	2.1	+41.9%
Sauk Rapids	151	95	-37.1%	99	83	-16.2%	\$262,450	\$270,000	+2.9%	33	22	-33.3%	1.7	1.5	-15.2%
Saint Cloud	610	468	-23.3%	449	347	-22.7%	\$220,000	\$235,000	+6.8%	144	118	-18.1%	1.6	1.7	+6.6%
Saint Joseph	56	26	-53.6%	45	18	-60.0%	\$290,000	\$284,944	-1.7%	7	7	0.0%	0.7	1.9	+157.8%
Saint Augusta	38	37	-2.6%	31	19	-38.7%	\$332,000	\$359,900	+8.4%	15	14	-6.7%	2.8	3.3	+19.0%
Waite Park	56	49	-12.5%	42	32	-23.8%	\$203,950	\$222,450	+9.1%	12	13	+8.3%	1.4	1.9	+31.5%
Wakefield Twp	0	5	--	0	0	--	\$0	\$0	--	0	3	--	0.0	3.0	--