



Monthly Indicators

June 2024

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

- 14.6% **+ 9.7%** **+ 13.2%**

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.



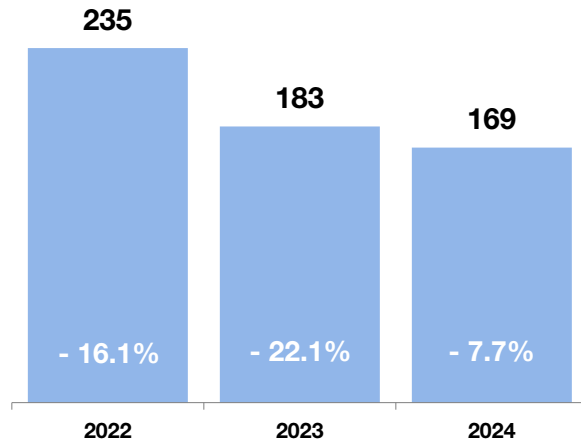
Key Metrics	Historical Sparkbars	6-2023	6-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		183	169	- 7.7%	794	866	+ 9.1%
Pending Sales		158	130	- 17.7%	665	704	+ 5.9%
Closed Sales		178	152	- 14.6%	583	646	+ 10.8%
Days on Market		34	21	- 38.2%	39	40	+ 2.6%
Median Sales Price		\$273,000	\$299,500	+ 9.7%	\$260,000	\$269,900	+ 3.8%
Avg. Sales Price		\$300,819	\$311,727	+ 3.6%	\$284,746	\$286,851	+ 0.7%
Pct. of Orig. Price Received		100.9%	100.5%	- 0.4%	99.4%	98.7%	- 0.7%
Affordability Index		98	88	- 10.2%	103	97	- 5.8%
Homes for Sale		205	232	+ 13.2%	--	--	--
Months Supply		1.8	2.1	+ 16.7%	--	--	--

New Listings

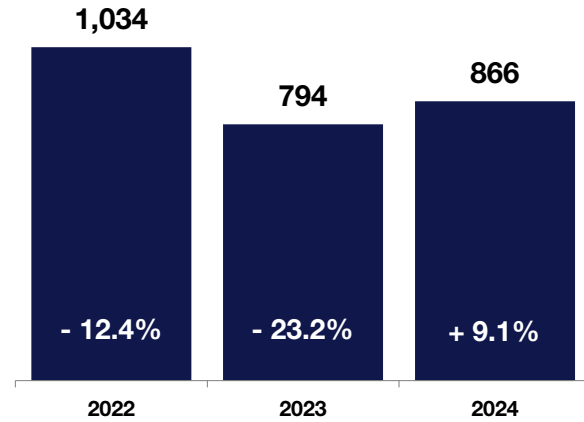
A count of the properties that have been newly listed on the market in a given month.



June

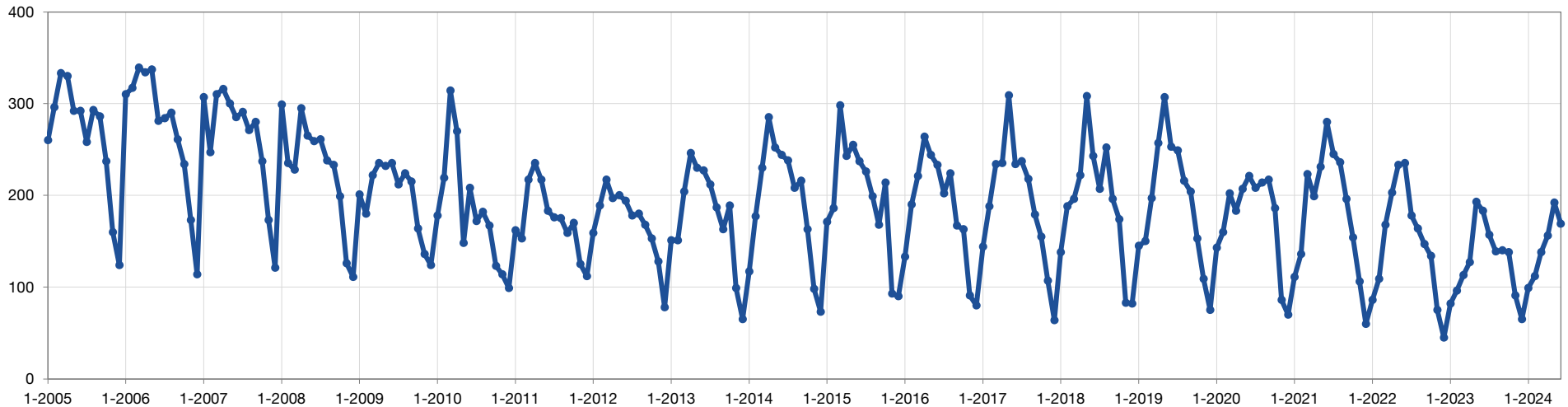


Year to Date



	New Listings	Prior Year	Percent Change
July 2023	157	178	-11.8%
August 2023	139	164	-15.2%
September 2023	140	147	-4.8%
October 2023	138	134	+3.0%
November 2023	91	75	+21.3%
December 2023	65	45	+44.4%
January 2024	99	82	+20.7%
February 2024	112	96	+16.7%
March 2024	138	113	+22.1%
April 2024	156	127	+22.8%
May 2024	192	193	-0.5%
June 2024	169	183	-7.7%
12-Month Avg	133	128	+3.9%

Historical New Listings by Month

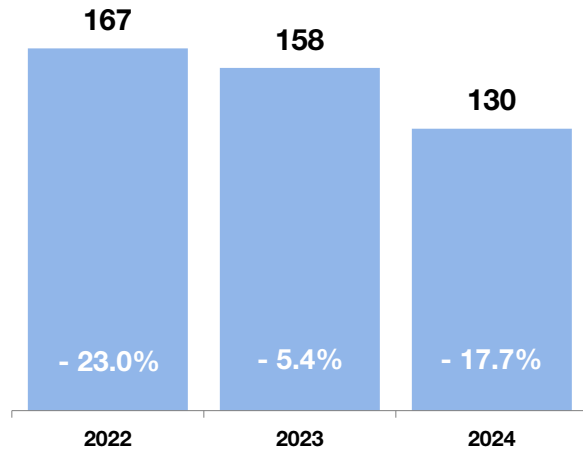


Pending Sales

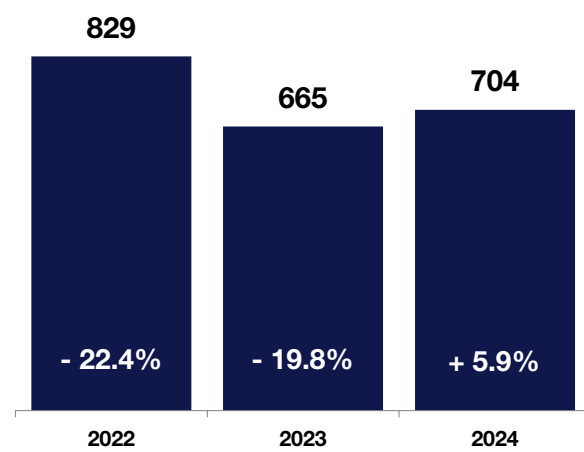
A count of the properties on which offers have been accepted in a given month.



June

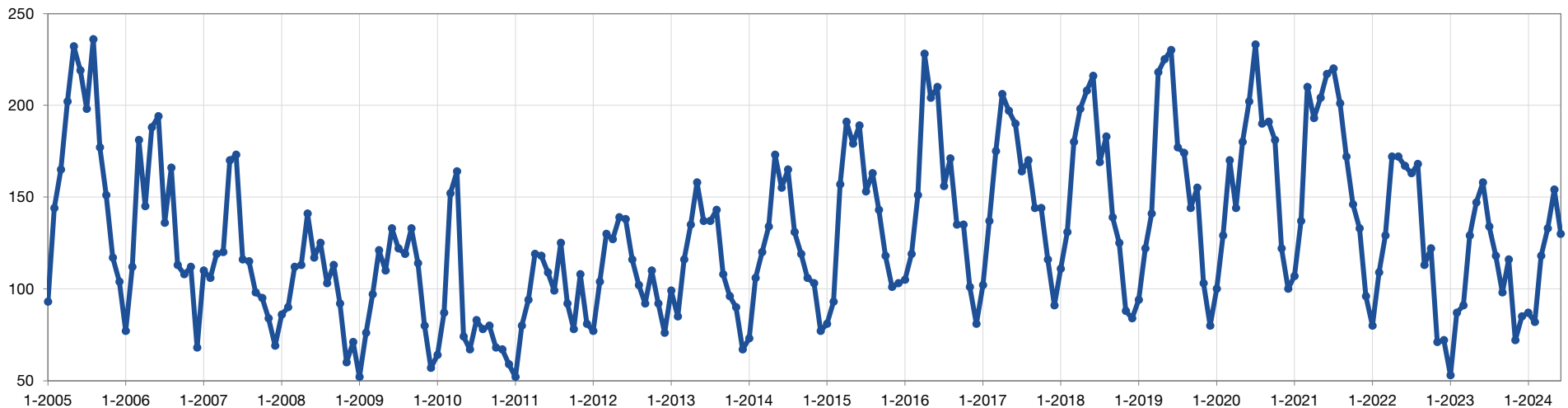


Year to Date



Pending Sales	Prior Year	Percent Change	
July 2023	134	163	-17.8%
August 2023	118	168	-29.8%
September 2023	98	113	-13.3%
October 2023	116	122	-4.9%
November 2023	72	71	+1.4%
December 2023	85	72	+18.1%
January 2024	87	53	+64.2%
February 2024	82	87	-5.7%
March 2024	118	91	+29.7%
April 2024	133	129	+3.1%
May 2024	154	147	+4.8%
June 2024	130	158	-17.7%
12-Month Avg	111	115	-3.5%

Historical Pending Sales by Month

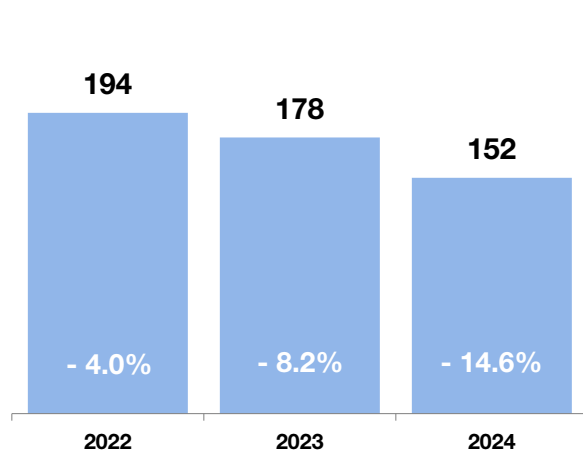


Closed Sales

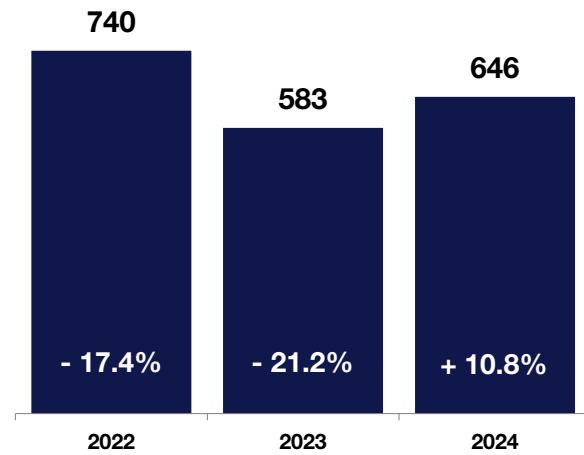
A count of the actual sales that closed in a given month.



June

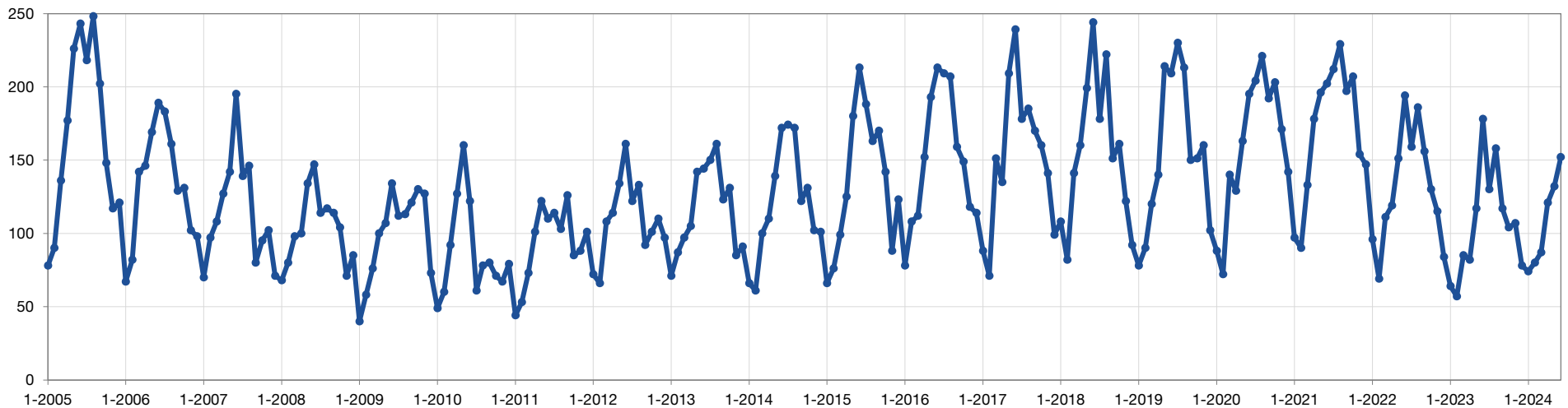


Year to Date



	Closed Sales	Prior Year	Percent Change
July 2023	130	159	-18.2%
August 2023	158	186	-15.1%
September 2023	117	156	-25.0%
October 2023	104	130	-20.0%
November 2023	107	115	-7.0%
December 2023	78	84	-7.1%
January 2024	74	64	+15.6%
February 2024	80	57	+40.4%
March 2024	87	85	+2.4%
April 2024	121	82	+47.6%
May 2024	132	117	+12.8%
June 2024	152	178	-14.6%
12-Month Avg	112	118	-5.1%

Historical Closed Sales by Month

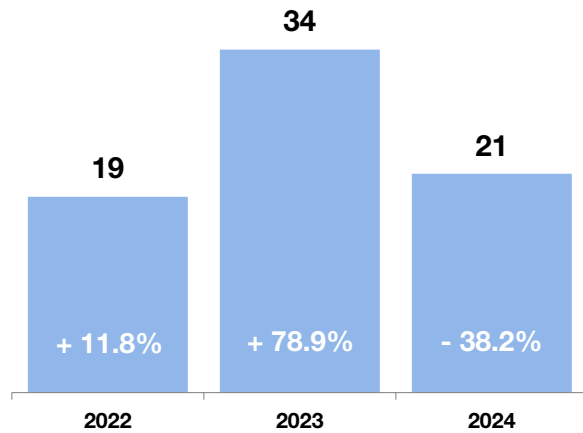


Days on Market Until Sale

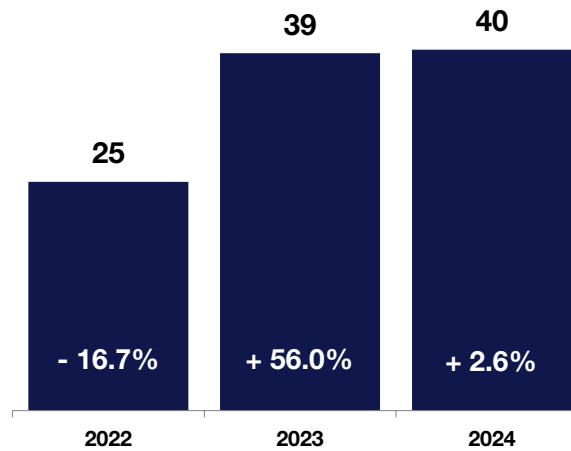
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

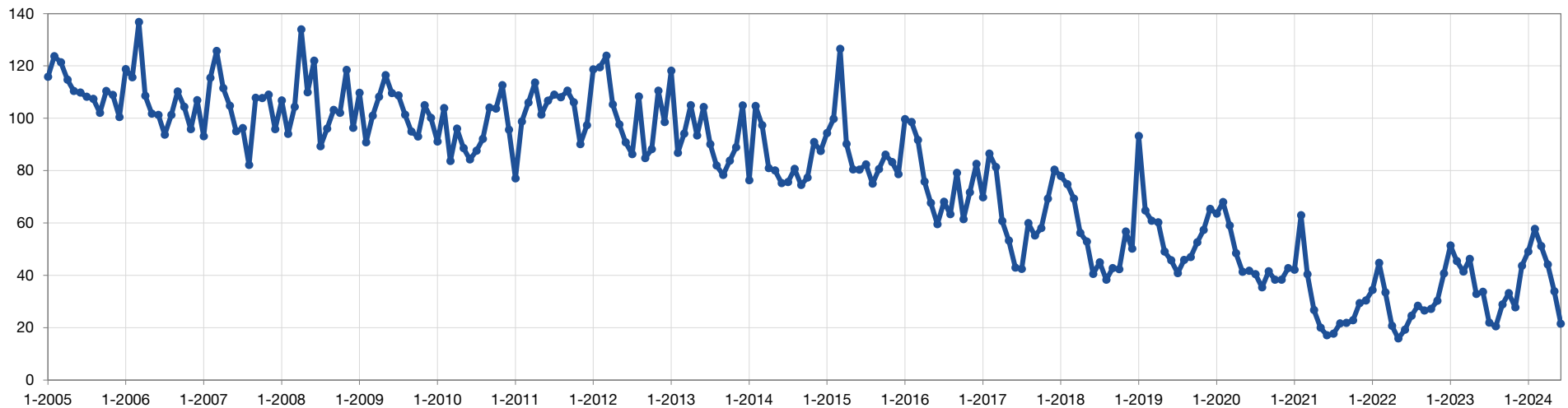


Year to Date



Days on Market	Prior Year	Percent Change	
July 2023	22	24	-8.3%
August 2023	20	28	-28.6%
September 2023	29	27	+7.4%
October 2023	33	27	+22.2%
November 2023	28	30	-6.7%
December 2023	44	41	+7.3%
January 2024	49	51	-3.9%
February 2024	58	45	+28.9%
March 2024	51	41	+24.4%
April 2024	44	46	-4.3%
May 2024	34	33	+3.0%
June 2024	21	34	-38.2%
12-Month Avg	36	36	0.0%

Historical Days on Market Until Sale by Month

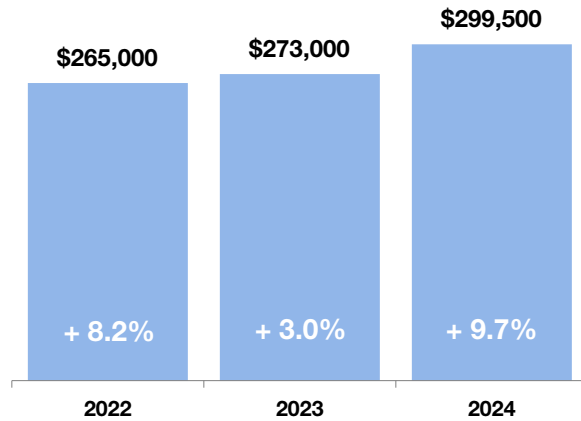


Median Sales Price

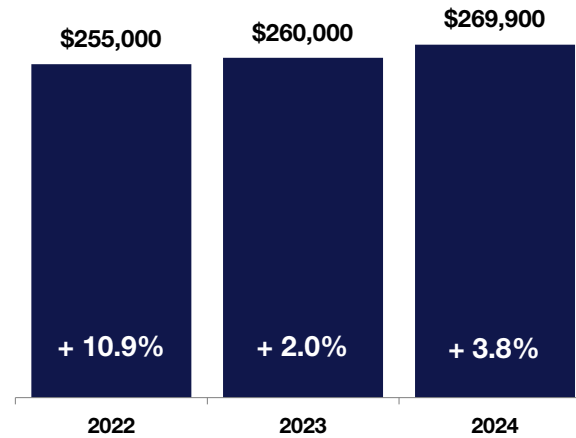
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June

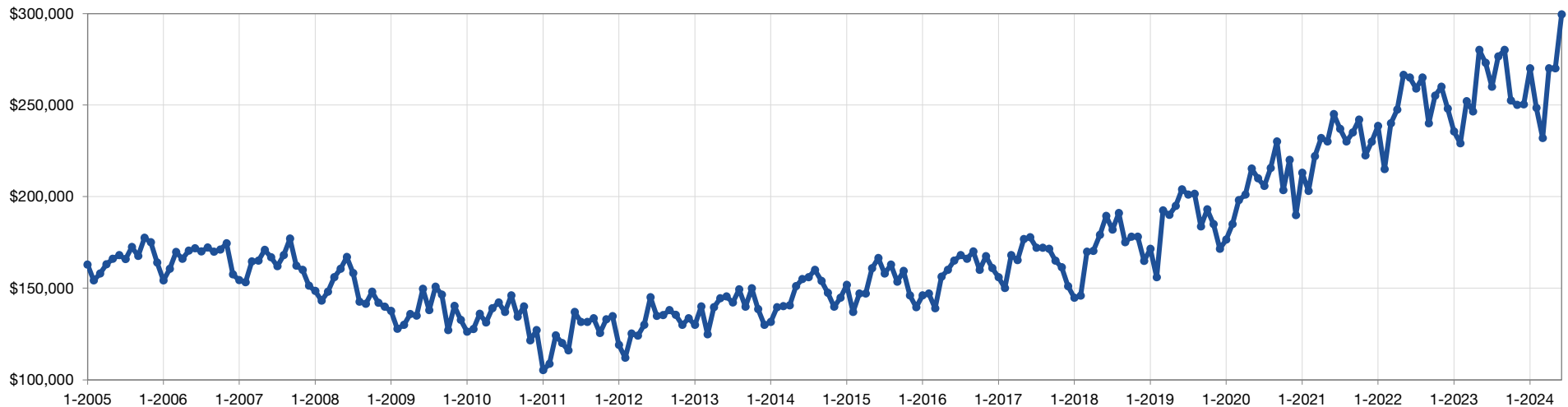


Year to Date



	Median Sales Price	Prior Year	Percent Change
July 2023	\$260,000	\$259,000	+0.4%
August 2023	\$276,450	\$265,000	+4.3%
September 2023	\$280,000	\$240,000	+16.7%
October 2023	\$252,450	\$255,000	-1.0%
November 2023	\$250,000	\$260,000	-3.8%
December 2023	\$250,250	\$248,000	+0.9%
January 2024	\$270,000	\$235,500	+14.6%
February 2024	\$248,450	\$229,000	+8.5%
March 2024	\$232,000	\$252,000	-7.9%
April 2024	\$270,000	\$246,450	+9.6%
May 2024	\$270,000	\$280,000	-3.6%
June 2024	\$299,500	\$273,000	+9.7%
12-Month Avg	\$263,258	\$253,579	+3.8%

Historical Median Sales Price by Month

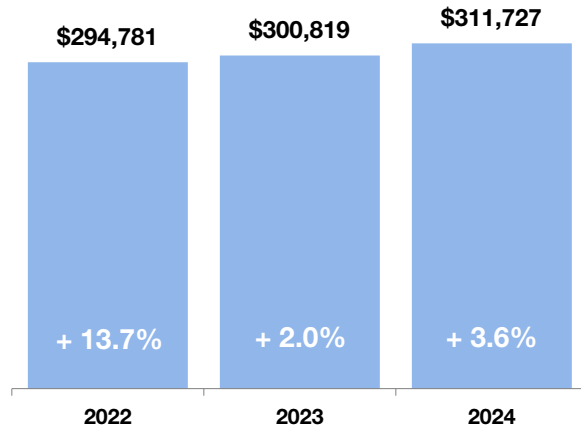


Average Sales Price

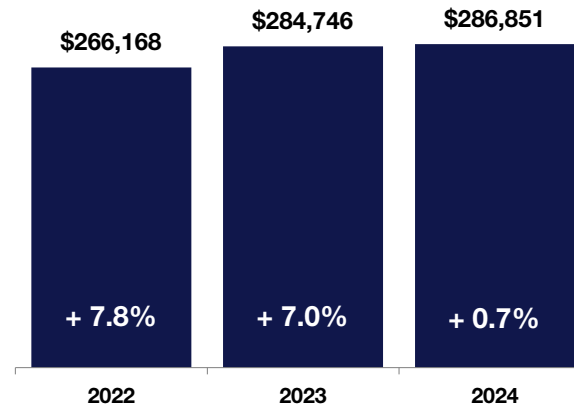
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

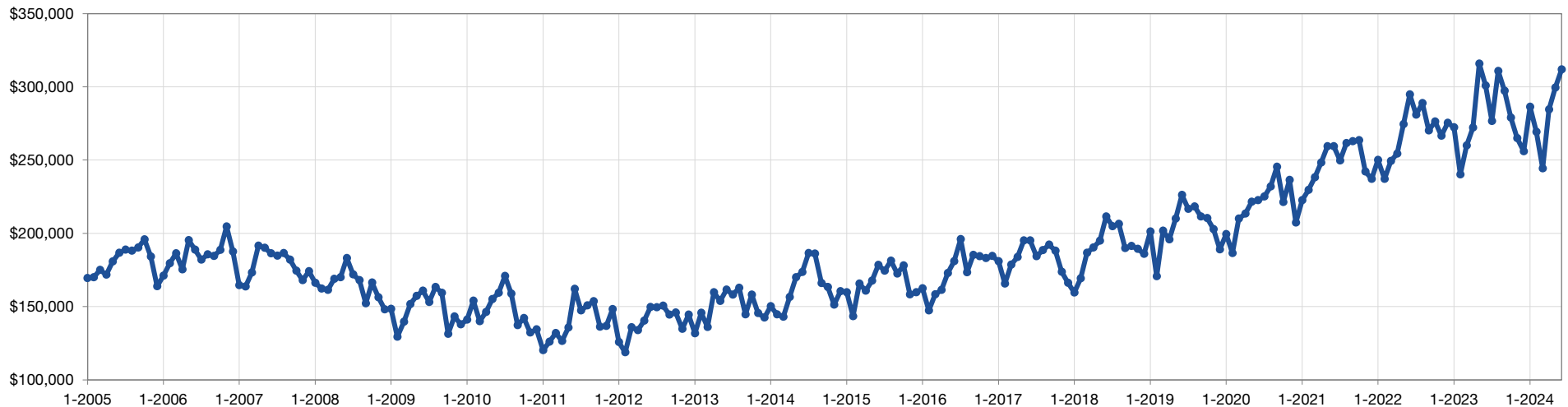


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
July 2023	\$276,555	\$280,821	-1.5%
August 2023	\$310,770	\$288,804	+7.6%
September 2023	\$297,225	\$270,142	+10.0%
October 2023	\$278,930	\$276,303	+1.0%
November 2023	\$264,985	\$266,517	-0.6%
December 2023	\$256,010	\$275,301	-7.0%
January 2024	\$286,245	\$272,193	+5.2%
February 2024	\$269,238	\$240,081	+12.1%
March 2024	\$244,347	\$259,884	-6.0%
April 2024	\$284,497	\$272,139	+4.5%
May 2024	\$299,386	\$315,816	-5.2%
June 2024	\$311,727	\$300,819	+3.6%
12-Month Avg	\$281,660	\$276,569	+1.8%

Historical Average Sales Price by Month

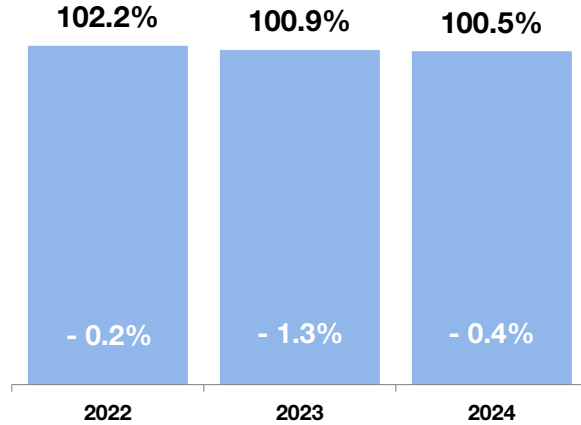


Percent of Original List Price Received

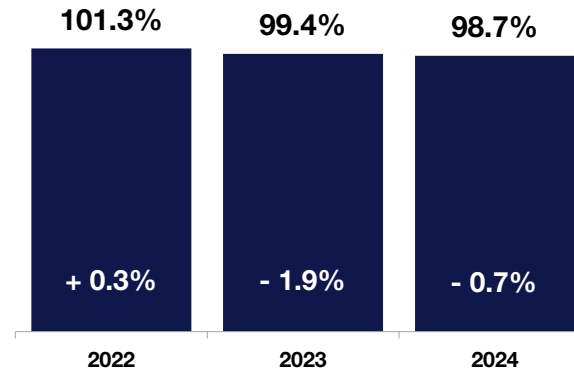


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

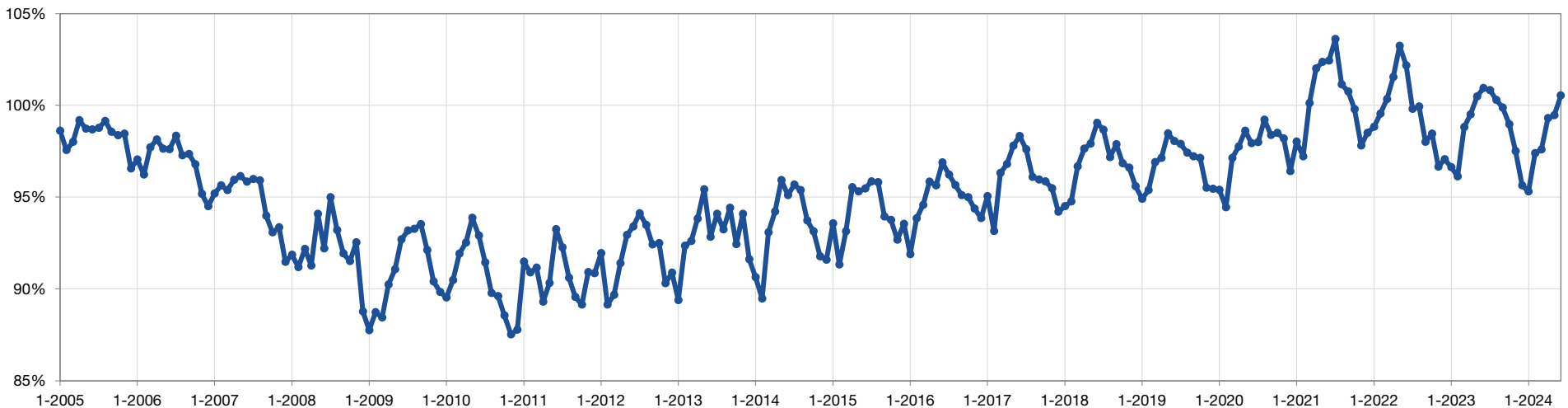


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
July 2023	100.8%	99.8%	+1.0%
August 2023	100.3%	99.9%	+0.4%
September 2023	99.9%	98.0%	+1.9%
October 2023	99.0%	98.4%	+0.6%
November 2023	97.5%	96.7%	+0.8%
December 2023	95.6%	97.1%	-1.5%
January 2024	95.3%	96.6%	-1.3%
February 2024	97.4%	96.1%	+1.4%
March 2024	97.6%	98.8%	-1.2%
April 2024	99.3%	99.5%	-0.2%
May 2024	99.5%	100.5%	-1.0%
June 2024	100.5%	100.9%	-0.4%
12-Month Avg	98.6%	98.5%	+0.1%

Historical Percent of Original List Price Received by Month

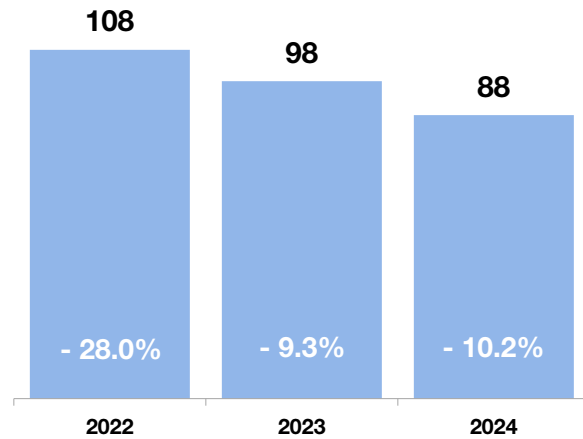


Housing Affordability Index

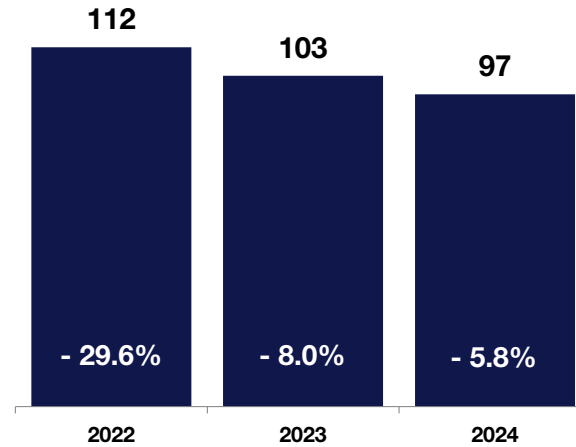


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

June

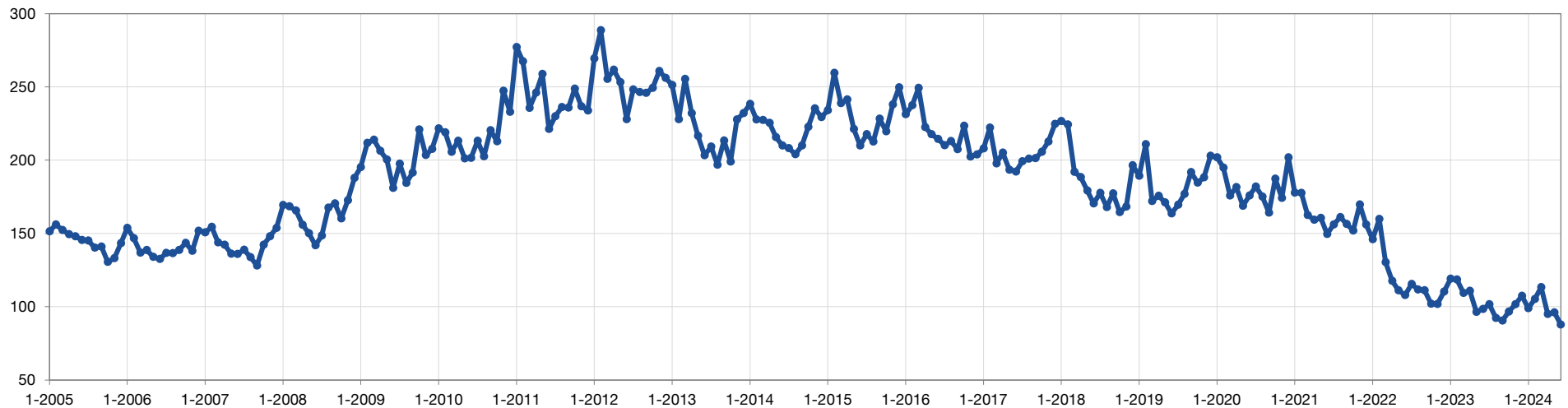


Year to Date



	Affordability Index	Prior Year	Percent Change
July 2023	102	115	-11.3%
August 2023	92	112	-17.9%
September 2023	91	111	-18.0%
October 2023	97	102	-4.9%
November 2023	102	102	0.0%
December 2023	107	110	-2.7%
January 2024	99	119	-16.8%
February 2024	105	118	-11.0%
March 2024	113	109	+3.7%
April 2024	95	111	-14.4%
May 2024	96	96	0.0%
June 2024	88	98	-10.2%
12-Month Avg	99	109	-9.2%

Historical Housing Affordability Index by Month

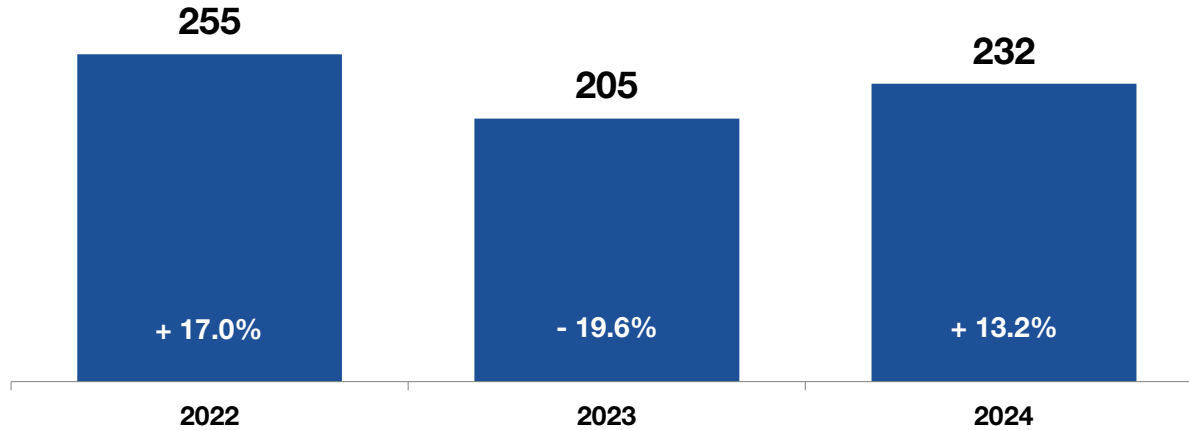


Inventory of Homes for Sale

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

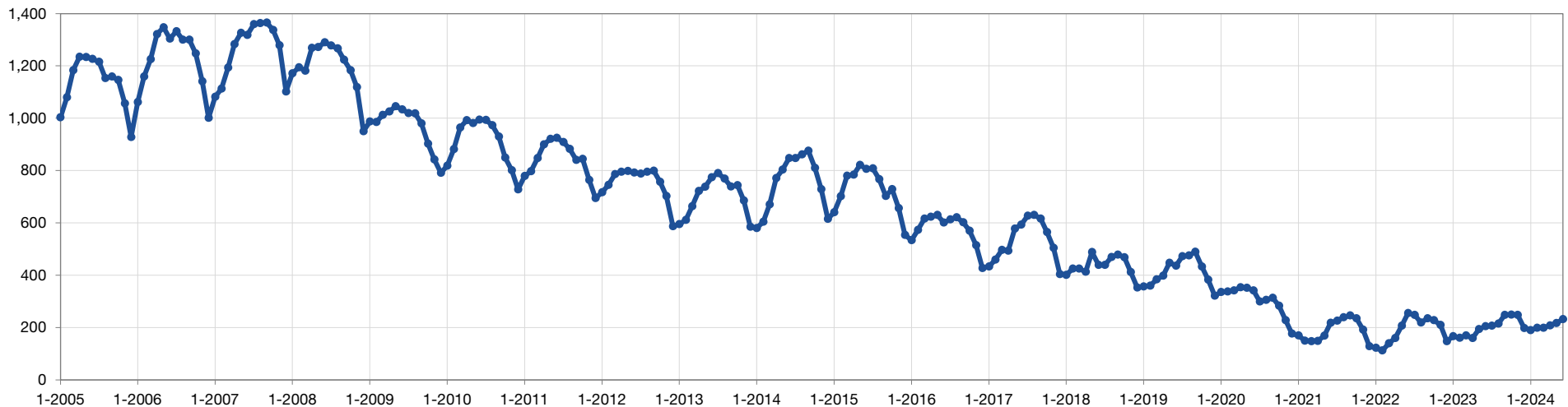


June



Homes for Sale		Prior Year	Percent Change
July 2023	207	248	-16.5%
August 2023	215	219	-1.8%
September 2023	248	235	+5.5%
October 2023	249	228	+9.2%
November 2023	248	210	+18.1%
December 2023	198	147	+34.7%
January 2024	189	166	+13.9%
February 2024	199	160	+24.4%
March 2024	199	169	+17.8%
April 2024	208	159	+30.8%
May 2024	217	193	+12.4%
June 2024	232	205	+13.2%
12-Month Avg	217	195	+11.3%

Historical Inventory of Homes for Sale by Month

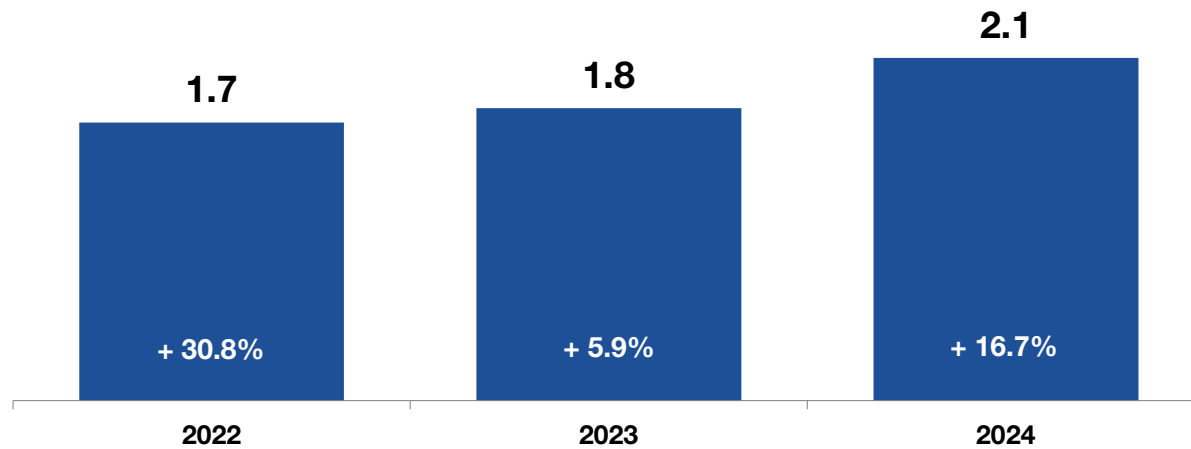


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
July 2023	1.8	1.7	+5.9%
August 2023	2.0	1.5	+33.3%
September 2023	2.3	1.7	+35.3%
October 2023	2.3	1.7	+35.3%
November 2023	2.3	1.6	+43.8%
December 2023	1.8	1.1	+63.6%
January 2024	1.7	1.3	+30.8%
February 2024	1.8	1.3	+38.5%
March 2024	1.8	1.4	+28.6%
April 2024	1.9	1.4	+35.7%
May 2024	1.9	1.7	+11.8%
June 2024	2.1	1.8	+16.7%
12-Month Avg	2.0	1.5	+33.3%

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 2023	YTD 2024	+ / -	YTD 2023	YTD 2024	+ / -	YTD 2023	YTD 2024	+ / -	6-2023	6-2024	+ / -	6-2023	6-2024	+ / -
Albany	17	18	+5.9%	14	13	-7.1%	\$255,000	\$232,000	-9.0%	6	4	-33.3%	2.4	1.5	-36.4%
Avon	24	21	-12.5%	16	16	0.0%	\$273,750	\$326,450	+19.3%	6	6	0.0%	1.7	1.8	+6.1%
Clearwater	27	29	+7.4%	14	23	+64.3%	\$270,000	\$327,000	+21.1%	12	10	-16.7%	2.8	2.1	-22.6%
Cold Spring	50	60	+20.0%	33	43	+30.3%	\$347,000	\$320,000	-7.8%	20	22	+10.0%	2.7	2.9	+8.8%
Eden Lake Twp	5	3	-40.0%	3	2	-33.3%	\$360,000	\$282,500	-21.5%	2	1	-50.0%	1.3	0.8	-43.8%
Eden Valley	8	7	-12.5%	6	3	-50.0%	\$243,500	\$320,000	+31.4%	1	6	+500.0%	0.6	6.0	+827.3%
Fair Haven Twp	1	2	+100.0%	1	0	-100.0%	\$320,000	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
Foley	21	26	+23.8%	13	20	+53.8%	\$260,000	\$294,950	+13.4%	6	5	-16.7%	1.2	1.1	-7.7%
Freeport	2	8	+300.0%	4	6	+50.0%	\$295,500	\$266,250	-9.9%	1	0	-100.0%	0.6	0.0	-100.0%
Holdingford	8	8	0.0%	1	4	+300.0%	\$269,900	\$256,000	-5.2%	4	2	-50.0%	2.9	1.1	-62.7%
Kimball	32	19	-40.6%	15	20	+33.3%	\$289,900	\$347,250	+19.8%	13	6	-53.8%	3.9	1.7	-57.5%
Maine Prairie Twp	1	0	-100.0%	2	0	-100.0%	\$485,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	22	26	+18.2%	13	12	-7.7%	\$215,500	\$224,000	+3.9%	7	11	+57.1%	2.0	3.5	+73.2%
Paynesville	25	35	+40.0%	22	18	-18.2%	\$208,500	\$262,500	+25.9%	3	13	+333.3%	0.6	3.4	+489.2%
Rice	40	35	-12.5%	27	26	-3.7%	\$299,900	\$309,450	+3.2%	15	10	-33.3%	2.5	1.9	-25.2%
Richmond	46	42	-8.7%	23	24	+4.3%	\$305,000	\$342,000	+12.1%	15	15	0.0%	2.7	2.9	+4.8%
Rockville	11	12	+9.1%	11	6	-45.5%	\$302,500	\$439,900	+45.4%	6	6	0.0%	2.5	3.9	+52.7%
Sartell	155	163	+5.2%	96	99	+3.1%	\$352,500	\$325,000	-7.8%	39	50	+28.2%	2.0	2.9	+42.4%
Sauk Centre	40	60	+50.0%	20	36	+80.0%	\$237,500	\$239,950	+1.0%	14	16	+14.3%	2.5	2.2	-14.3%
Sauk Rapids	96	113	+17.7%	83	84	+1.2%	\$270,000	\$289,950	+7.4%	24	30	+25.0%	1.6	2.2	+37.2%
Saint Cloud	468	487	+4.1%	354	389	+9.9%	\$235,500	\$239,950	+1.9%	121	120	-0.8%	1.7	1.8	+2.5%
Saint Joseph	26	48	+84.6%	18	39	+116.7%	\$284,944	\$280,000	-1.7%	8	16	+100.0%	2.2	2.6	+20.5%
Saint Augusta	37	39	+5.4%	19	19	0.0%	\$359,900	\$313,900	-12.8%	14	17	+21.4%	3.3	4.5	+33.0%
Waite Park	49	55	+12.2%	32	35	+9.4%	\$222,450	\$247,000	+11.0%	13	16	+23.1%	1.9	2.6	+39.7%
Wakefield Twp	4	3	-25.0%	0	1	--	\$0	\$700,000	--	2	2	0.0%	2.0	1.5	-25.0%