

# Monthly Indicators

## July 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

**- 5.4%**      **+ 8.7%**      **+ 19.8%**

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.



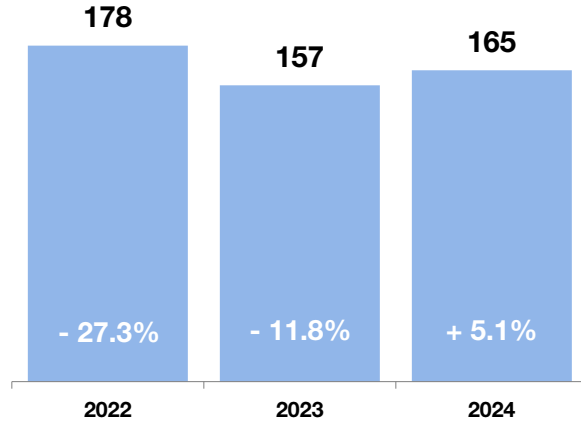
Key Metrics	Historical Sparkbars	7-2023	7-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		157	<b>165</b>	+ 5.1%	951	<b>1,032</b>	+ 8.5%
<b>Pending Sales</b>		134	<b>136</b>	+ 1.5%	799	<b>834</b>	+ 4.4%
<b>Closed Sales</b>		130	<b>123</b>	- 5.4%	713	<b>769</b>	+ 7.9%
<b>Days on Market</b>		22	<b>29</b>	+ 31.8%	36	<b>38</b>	+ 5.6%
<b>Median Sales Price</b>		\$260,000	<b>\$282,500</b>	+ 8.7%	\$260,000	<b>\$270,000</b>	+ 3.8%
<b>Avg. Sales Price</b>		\$276,555	<b>\$305,271</b>	+ 10.4%	\$283,253	<b>\$289,801</b>	+ 2.3%
<b>Pct. of Orig. Price Received</b>		100.8%	<b>99.8%</b>	- 1.0%	99.7%	<b>98.9%</b>	- 0.8%
<b>Affordability Index</b>		102	<b>94</b>	- 7.8%	102	<b>98</b>	- 3.9%
<b>Homes for Sale</b>		207	<b>248</b>	+ 19.8%	--	<b>--</b>	--
<b>Months Supply</b>		1.8	<b>2.2</b>	+ 22.2%	--	<b>--</b>	--

# New Listings

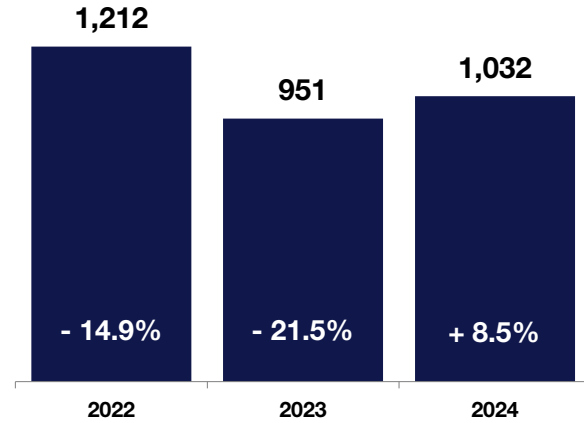
A count of the properties that have been newly listed on the market in a given month.



## July

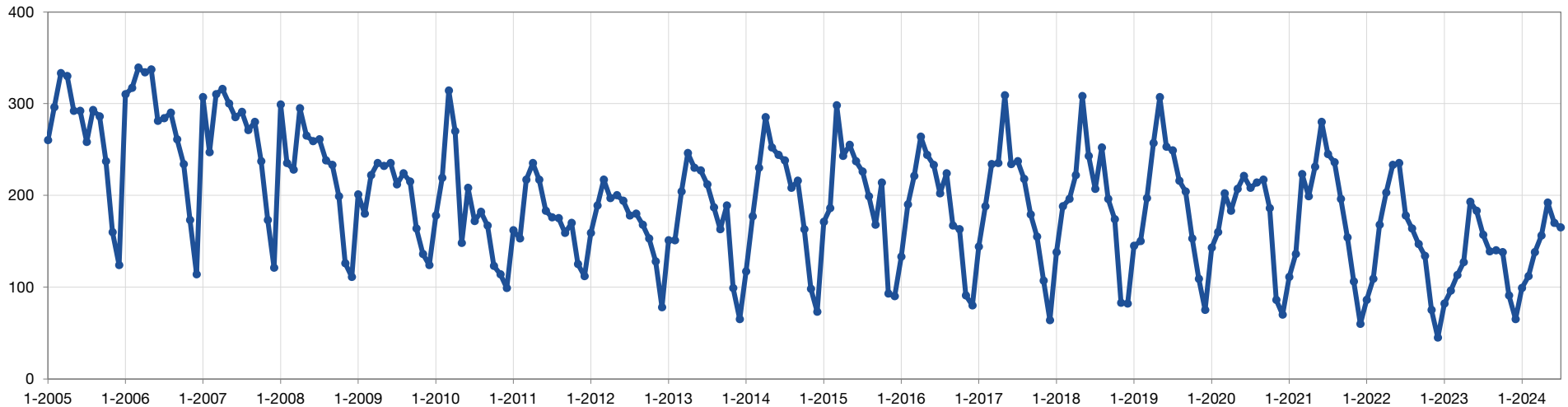


## Year to Date



	New Listings	Prior Year	Percent Change
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	170	183	-7.1%
<b>July 2024</b>	<b>165</b>	<b>157</b>	<b>+5.1%</b>
12-Month Avg	134	126	+6.3%

## Historical New Listings by Month

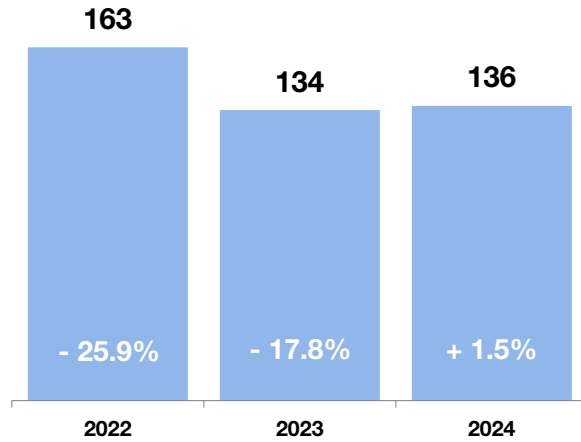


# Pending Sales

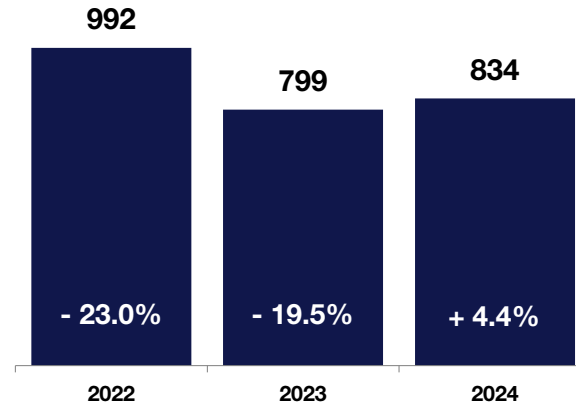
A count of the properties on which offers have been accepted in a given month.



## July

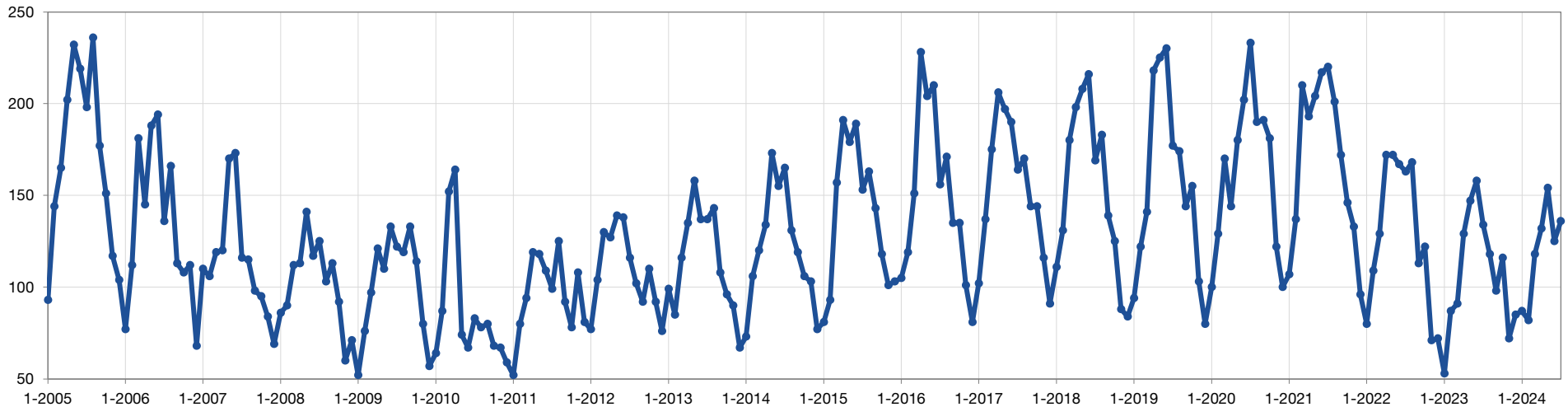


## Year to Date



	Pending Sales	Prior Year	Percent Change
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	132	129	+2.3%
May 2024	154	147	+4.8%
June 2024	125	158	-20.9%
<b>July 2024</b>	<b>136</b>	<b>134</b>	<b>+1.5%</b>
12-Month Avg	110	112	-1.8%

## Historical Pending Sales by Month

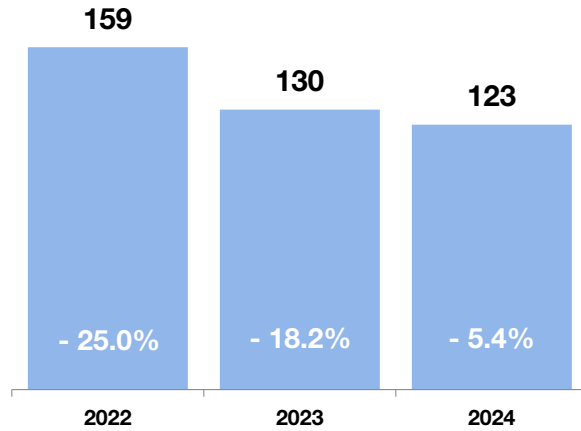


# Closed Sales

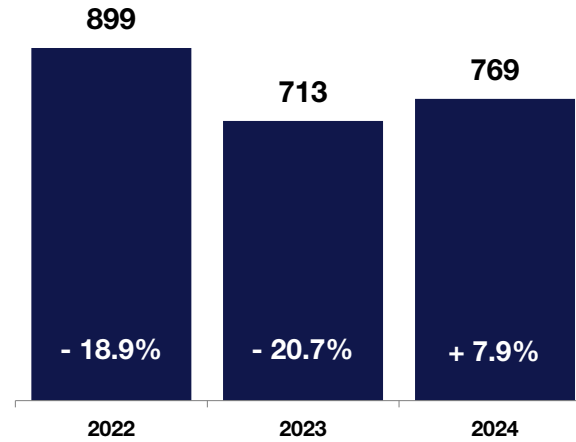
A count of the actual sales that closed in a given month.



## July

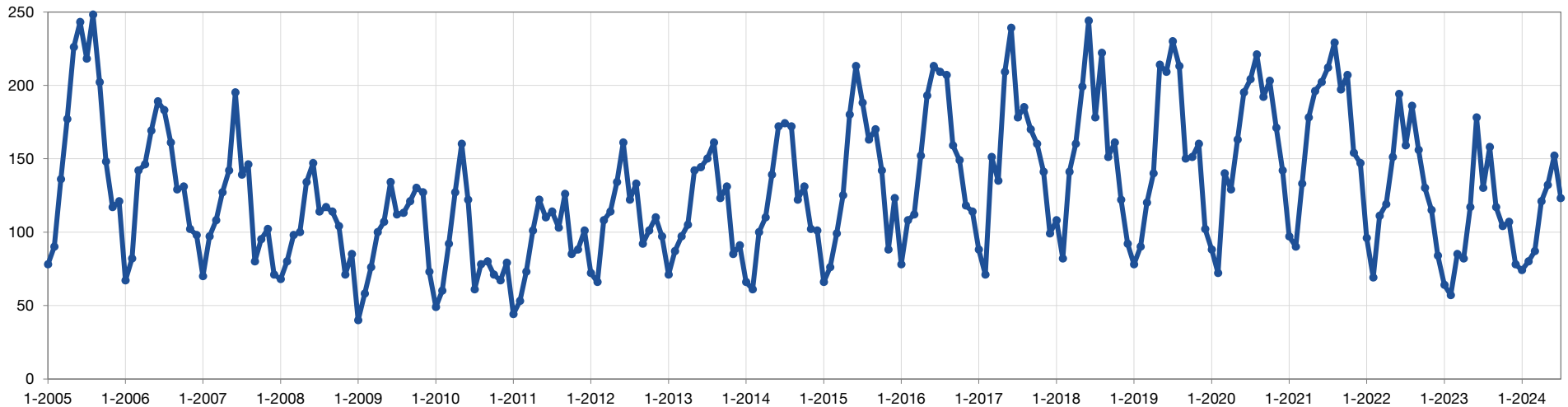


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
<b>July 2024</b>	<b>123</b>	<b>130</b>	<b>-5.4%</b>
12-Month Avg	111	115	-3.5%

## Historical Closed Sales by Month

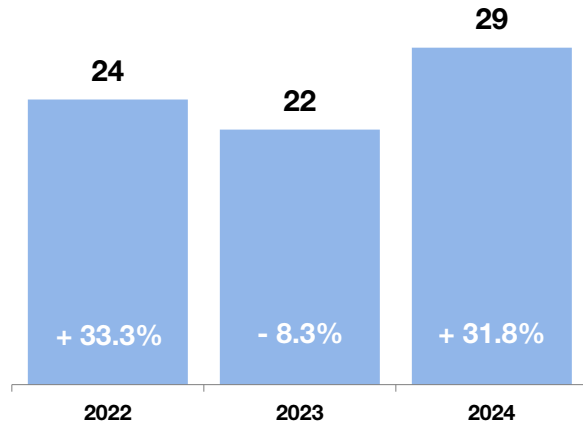


# Days on Market Until Sale

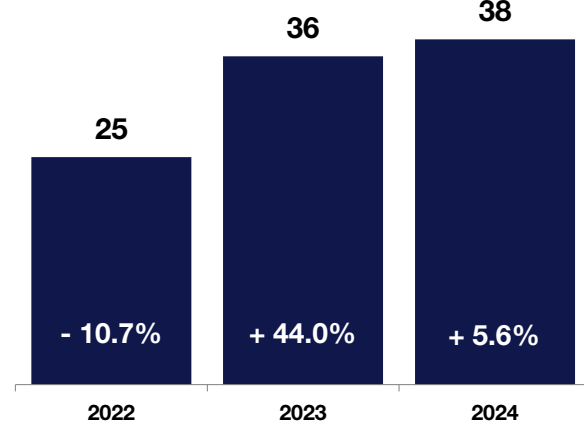
Average number of days between when a property is listed and when an offer is accepted in a given month.



## July

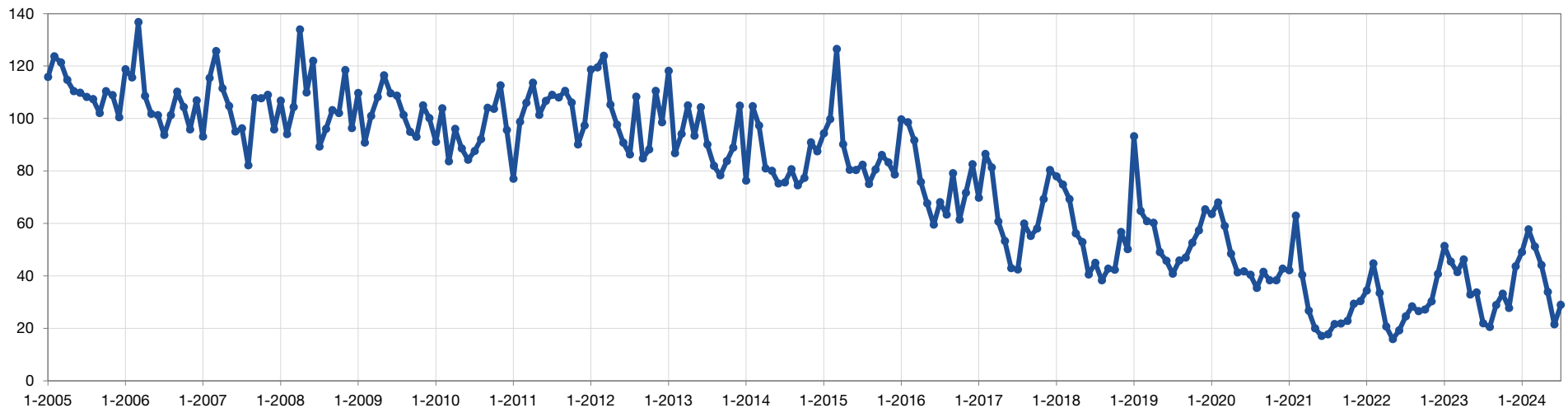


## Year to Date



Days on Market	Prior Year	Percent Change	
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%
<b>July 2024</b>	<b>29</b>	<b>22</b>	<b>+31.8%</b>
12-Month Avg	37	35	+5.7%

## Historical Days on Market Until Sale by Month

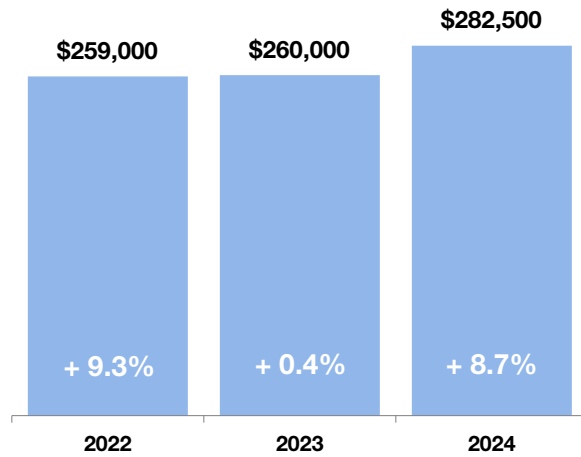


# Median Sales Price

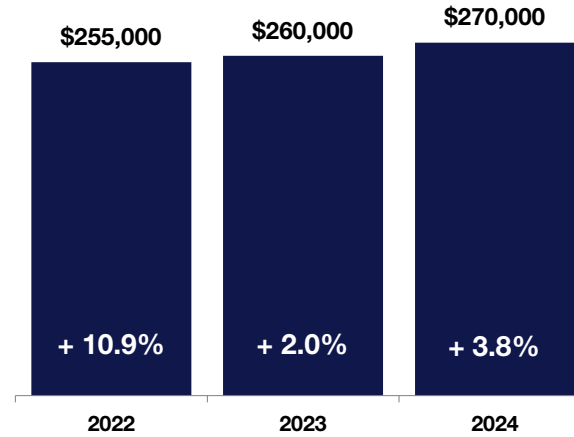
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## July

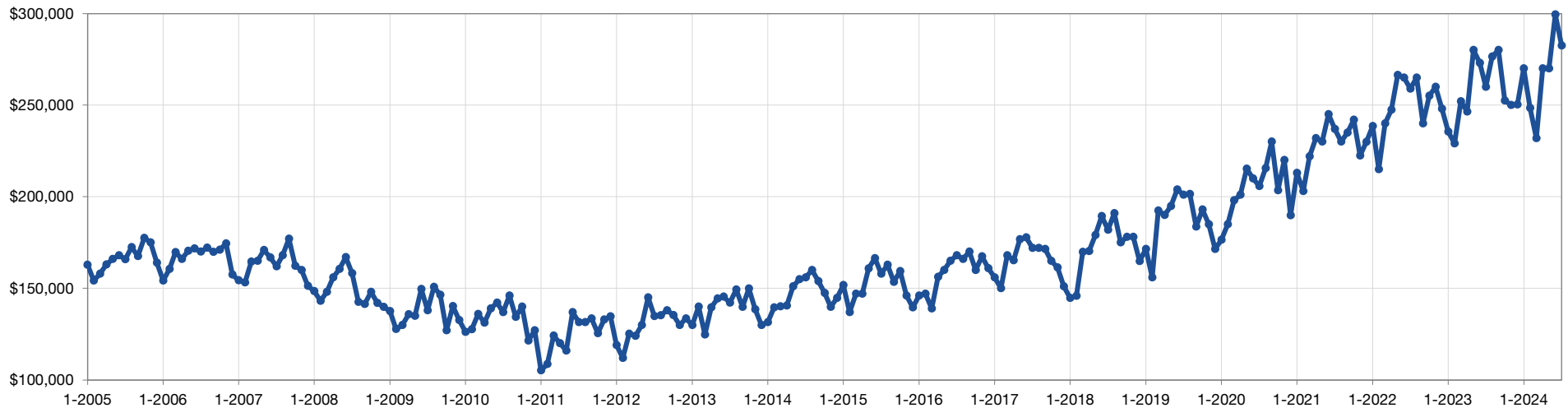


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>July 2024</b>	<b>\$282,500</b>	<b>\$260,000</b>	<b>+8.7%</b>
12-Month Avg	\$265,133	\$253,663	+4.5%

## Historical Median Sales Price by Month

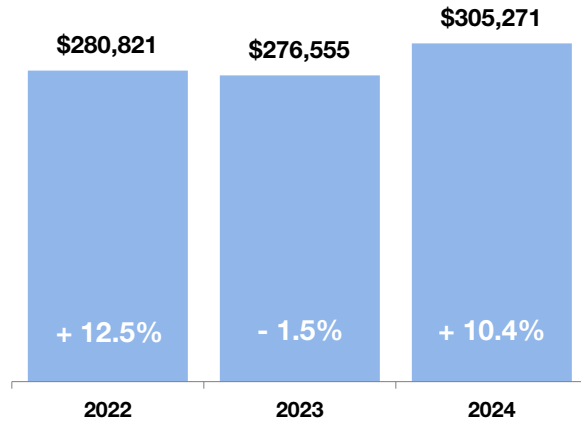


# Average Sales Price

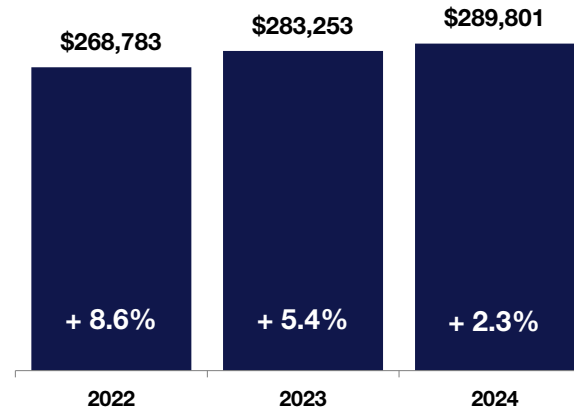
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## July



## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
<b>July 2024</b>	<b>\$305,271</b>	<b>\$276,555</b>	<b>+10.4%</b>
12-Month Avg	\$284,053	\$276,213	+2.8%

## Historical Average Sales Price by Month

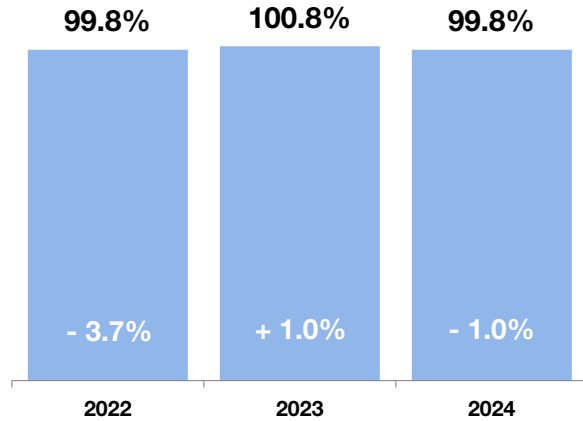


# Percent of Original List Price Received

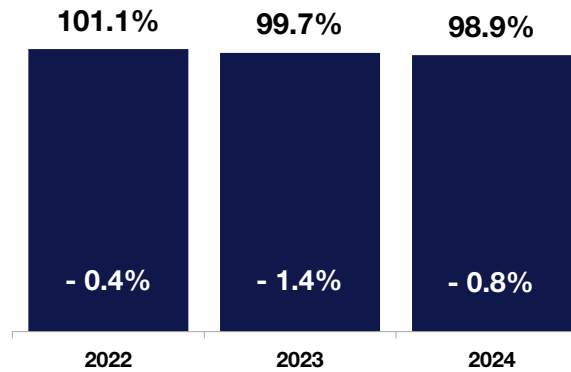


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## July

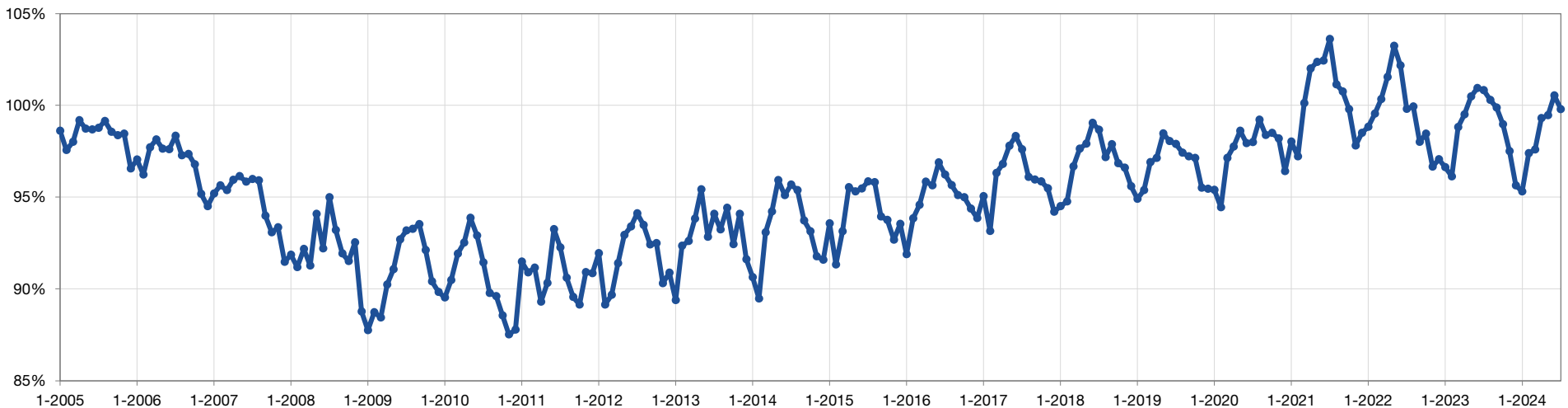


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>July 2024</b>	<b>99.8%</b>	<b>100.8%</b>	<b>-1.0%</b>
12-Month Avg	98.5%	98.6%	-0.1%

## Historical Percent of Original List Price Received by Month

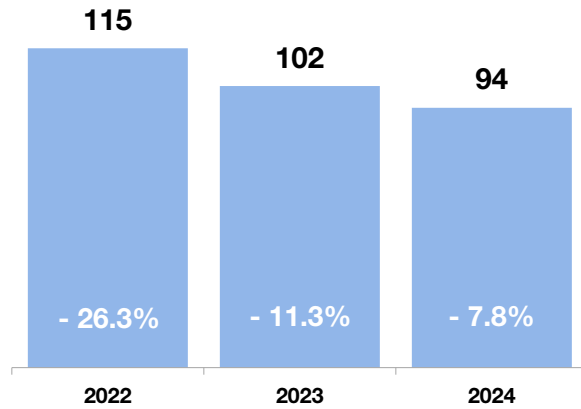


# Housing Affordability Index

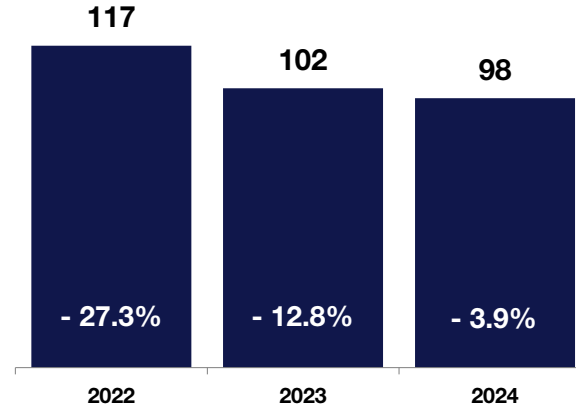


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## July

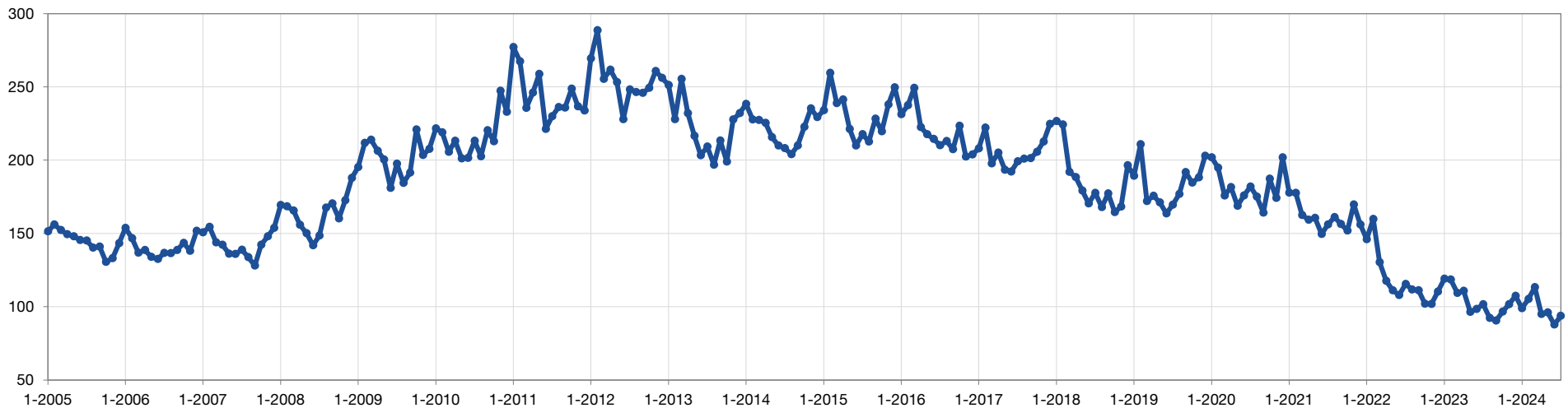


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
<b>July 2024</b>	<b>94</b>	<b>102</b>	<b>-7.8%</b>
12-Month Avg	98	108	-9.3%

## Historical Housing Affordability Index by Month

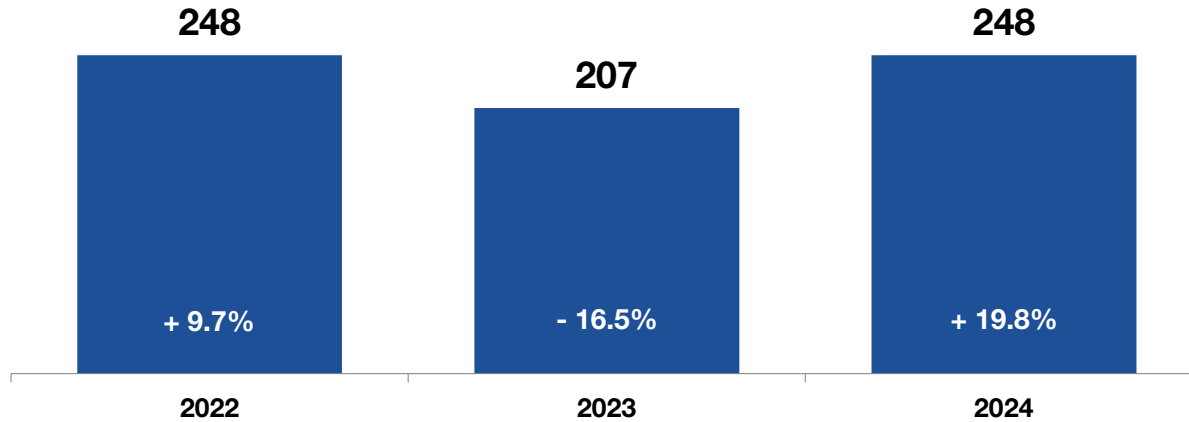


# Inventory of Homes for Sale

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



## July



Homes for Sale		Prior Year	Percent Change
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	209	159	+31.4%
May 2024	219	193	+13.5%
June 2024	243	205	+18.5%
<b>July 2024</b>	<b>248</b>	<b>207</b>	<b>+19.8%</b>
12-Month Avg	222	192	+15.6%

## Historical Inventory of Homes for Sale by Month

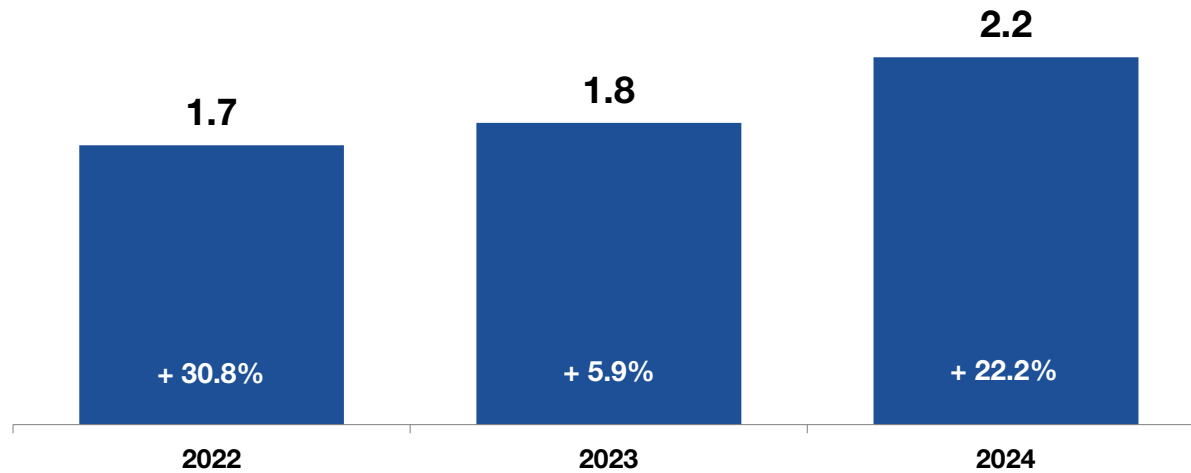


# Months Supply of Inventory

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.



## July



Months Supply		Prior Year	Percent Change
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	2.2	1.8	+22.2%
<b>July 2024</b>	<b>2.2</b>	<b>1.8</b>	<b>+22.2%</b>
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	+ / -	7-2023	7-2024	+ / -	7-2023	7-2024	+ / -
Albany	20	20	0.0%	16	14	-12.5%	\$266,250	\$235,500	-11.5%	7	5	-28.6%	2.9	1.8	-37.8%
Avon	28	27	-3.6%	19	17	-10.5%	\$277,500	\$313,000	+12.8%	7	8	+14.3%	2.3	2.4	+0.8%
Clearwater	38	37	-2.6%	17	29	+70.6%	\$275,000	\$327,000	+18.9%	15	13	-13.3%	3.3	2.9	-13.3%
Cold Spring	62	65	+4.8%	43	53	+23.3%	\$328,000	\$323,000	-1.5%	23	20	-13.0%	3.2	2.8	-13.0%
Eden Lake Twp	6	6	0.0%	3	3	0.0%	\$360,000	\$415,000	+15.3%	1	3	+200.0%	0.6	2.6	+328.6%
Eden Valley	10	11	+10.0%	6	3	-50.0%	\$243,500	\$320,000	+31.4%	3	9	+200.0%	2.0	9.0	+350.0%
Fair Haven Twp	3	2	-33.3%	1	2	+100.0%	\$320,000	\$253,000	-20.9%	2	0	-100.0%	2.0	0.0	-100.0%
Foley	31	35	+12.9%	18	23	+27.8%	\$252,250	\$305,000	+20.9%	7	8	+14.3%	1.7	1.9	+11.6%
Freeport	2	9	+350.0%	4	9	+125.0%	\$295,500	\$270,000	-8.6%	1	1	0.0%	0.6	0.5	-21.4%
Holdingford	8	9	+12.5%	5	8	+60.0%	\$184,625	\$256,000	+38.7%	3	2	-33.3%	2.3	1.1	-52.6%
Kimball	40	23	-42.5%	18	20	+11.1%	\$297,800	\$347,250	+16.6%	15	6	-60.0%	4.5	1.8	-61.4%
Maine Prairie Twp	2	0	-100.0%	2	0	-100.0%	\$485,000	\$0	-100.0%	1	0	-100.0%	1.0	0.0	-100.0%
Melrose	25	29	+16.0%	22	18	-18.2%	\$222,000	\$262,450	+18.2%	4	11	+175.0%	1.3	3.8	+192.4%
Paynesville	28	52	+85.7%	25	25	0.0%	\$220,000	\$259,825	+18.1%	2	22	+1000.0%	0.4	5.5	+1275.0%
Rice	43	39	-9.3%	31	31	0.0%	\$289,900	\$309,900	+6.9%	8	6	-25.0%	1.3	1.2	-5.3%
Richmond	52	54	+3.8%	30	31	+3.3%	\$307,500	\$325,000	+5.7%	13	19	+46.2%	2.6	3.6	+39.2%
Rockville	13	15	+15.4%	13	9	-30.8%	\$302,500	\$439,900	+45.4%	8	5	-37.5%	3.1	2.8	-10.7%
Sartell	176	197	+11.9%	123	128	+4.1%	\$345,000	\$333,050	-3.5%	35	56	+60.0%	1.9	3.2	+69.9%
Sauk Centre	47	70	+48.9%	30	46	+53.3%	\$245,000	\$252,500	+3.1%	11	16	+45.5%	1.9	2.2	+13.7%
Sauk Rapids	110	137	+24.5%	99	94	-5.1%	\$270,296	\$288,700	+6.8%	25	35	+40.0%	1.8	2.5	+40.8%
Saint Cloud	577	574	-0.5%	427	458	+7.3%	\$235,000	\$241,400	+2.7%	128	127	-0.8%	1.9	1.9	+3.9%
Saint Joseph	31	59	+90.3%	20	46	+130.0%	\$284,944	\$283,500	-0.5%	8	17	+112.5%	2.1	2.6	+24.2%
Saint Augusta	45	45	0.0%	23	24	+4.3%	\$360,000	\$329,950	-8.3%	15	14	-6.7%	3.8	3.4	-8.7%
Waite Park	57	65	+14.0%	44	43	-2.3%	\$237,500	\$245,000	+3.2%	11	13	+18.2%	1.7	2.0	+22.8%
Wakefield Twp	5	4	-20.0%	1	1	0.0%	\$462,500	\$700,000	+51.4%	3	1	-66.7%	3.0	0.8	-75.0%