

# Monthly Indicators



## August 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

**- 7.0%**      **+ 8.5%**      **+ 24.7%**

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

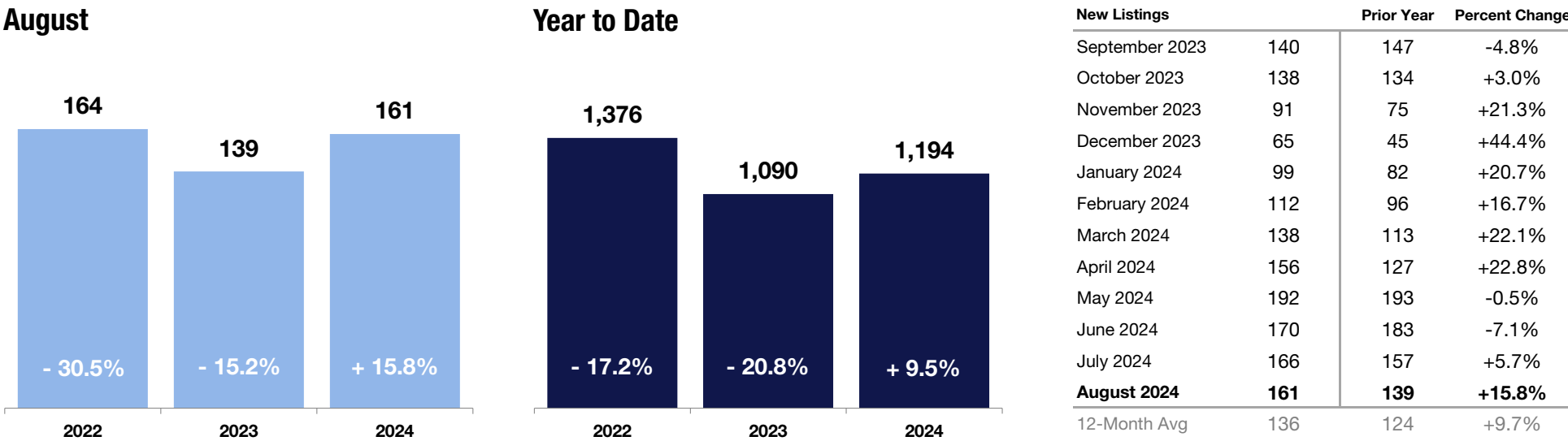
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



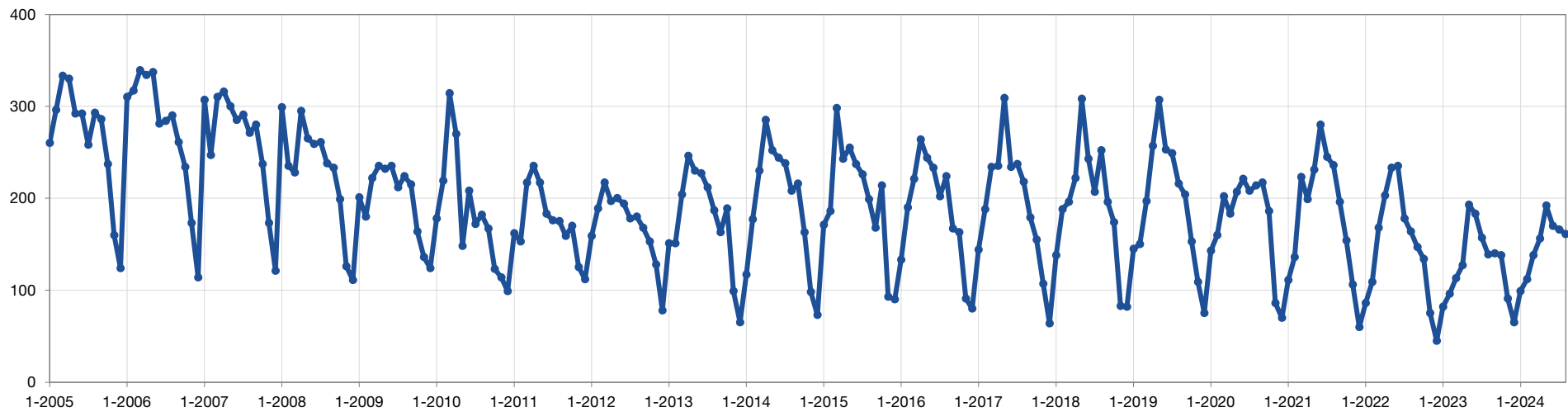
Key Metrics	Historical Sparkbars	8-2023	8-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		139	161	+ 15.8%	1,090	1,194	+ 9.5%
Pending Sales		118	123	+ 4.2%	917	953	+ 3.9%
Closed Sales		158	147	- 7.0%	871	918	+ 5.4%
Days on Market		20	34	+ 70.0%	33	37	+ 12.1%
Median Sales Price		\$276,450	\$299,900	+ 8.5%	\$263,500	\$275,000	+ 4.4%
Avg. Sales Price		\$310,770	\$323,494	+ 4.1%	\$288,244	\$295,063	+ 2.4%
Pct. of Orig. Price Received		100.3%	97.9%	- 2.4%	99.8%	98.7%	- 1.1%
Affordability Index		92	91	- 1.1%	97	99	+ 2.1%
Homes for Sale		215	268	+ 24.7%	--	--	--
Months Supply		2.0	2.4	+ 20.0%	--	--	--

# New Listings

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

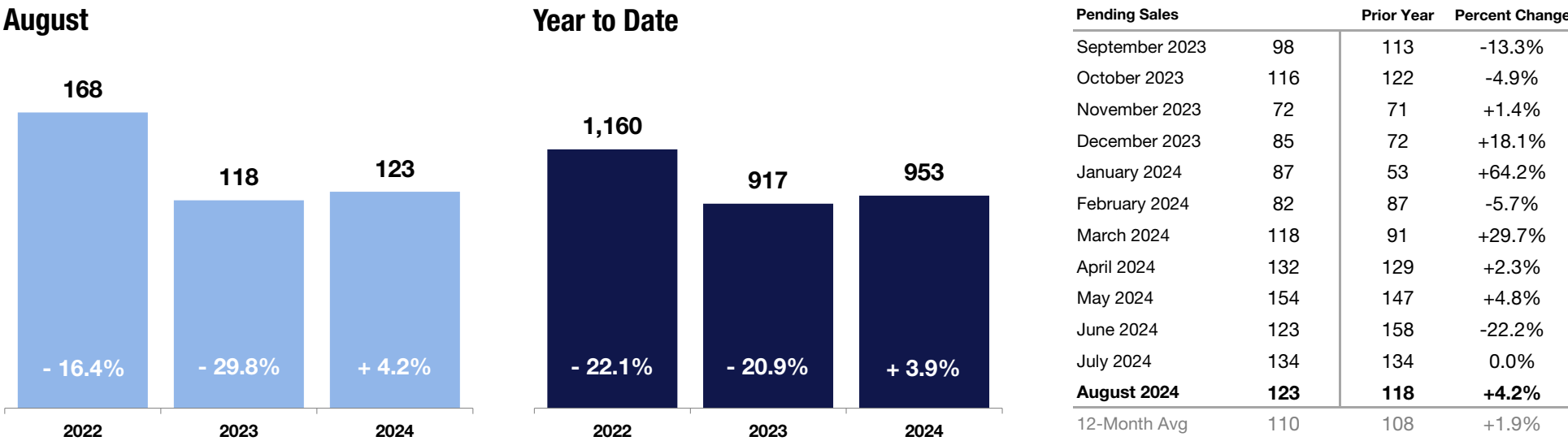


## Historical New Listings by Month

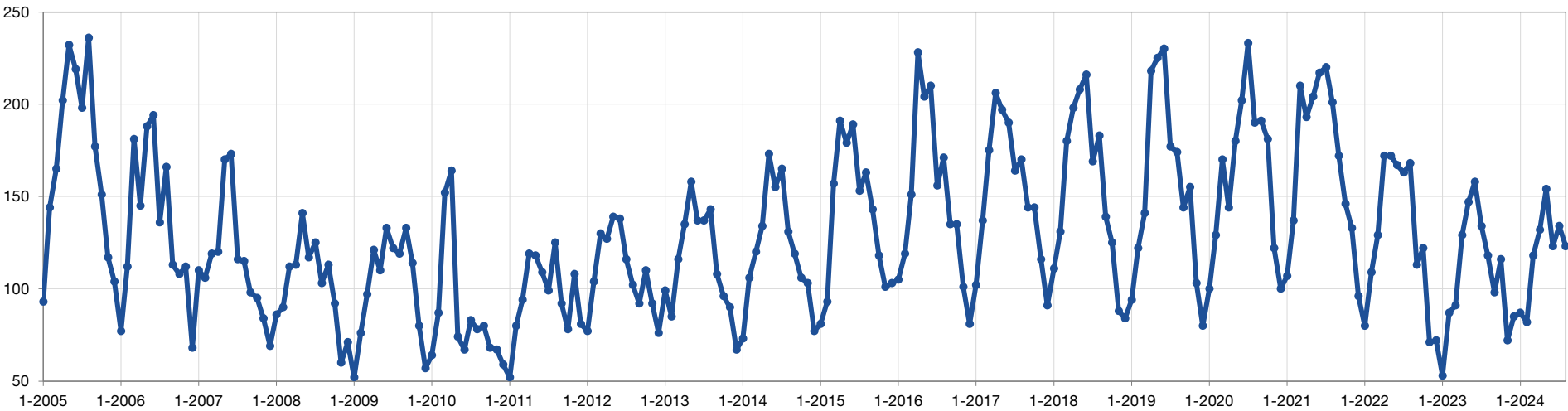


# Pending Sales

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

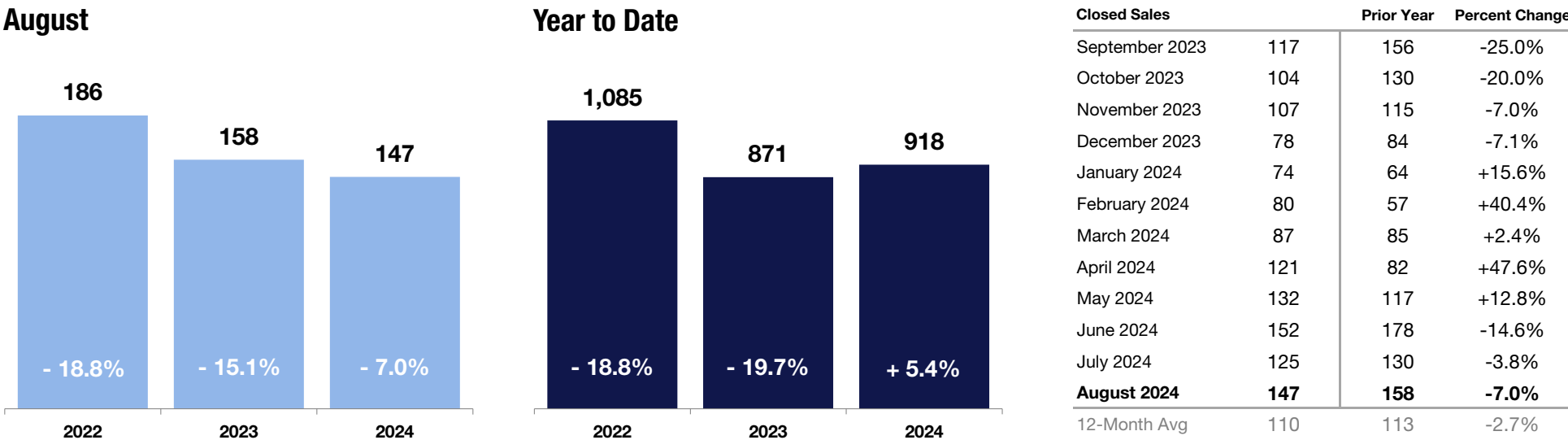


## Historical Pending Sales by Month

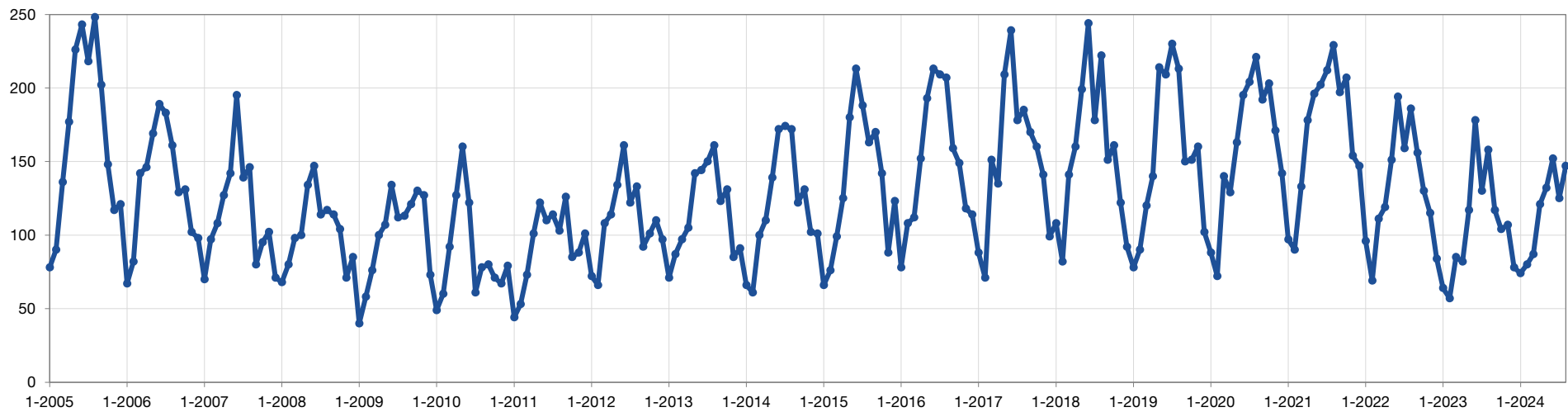


# Closed Sales

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



## Historical Closed Sales by Month

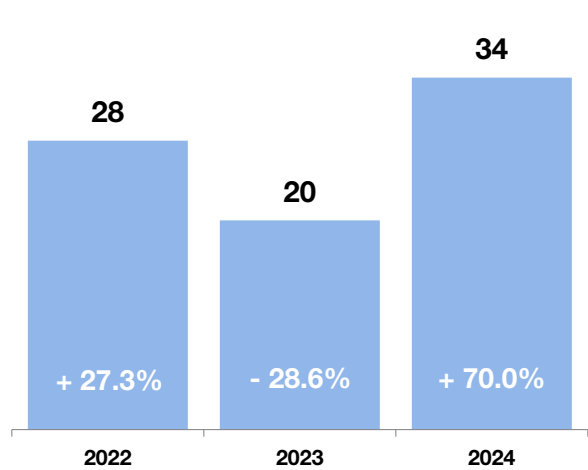


# Days on Market Until Sale

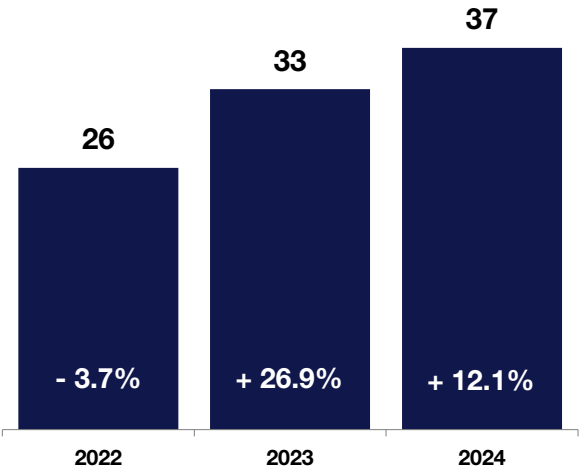
Average number of days between when a property is listed and when an offer is accepted in a given month.



## August

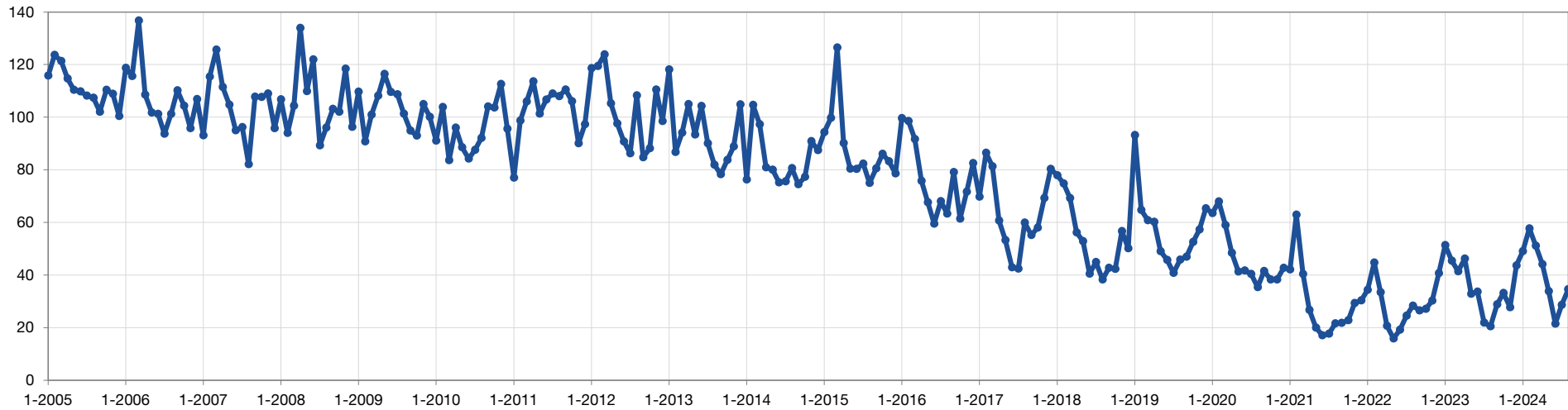


## Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2024	29	22	+31.8%
August 2024	34	20	+70.0%
12-Month Avg	38	35	+8.6%

## Historical Days on Market Until Sale by Month

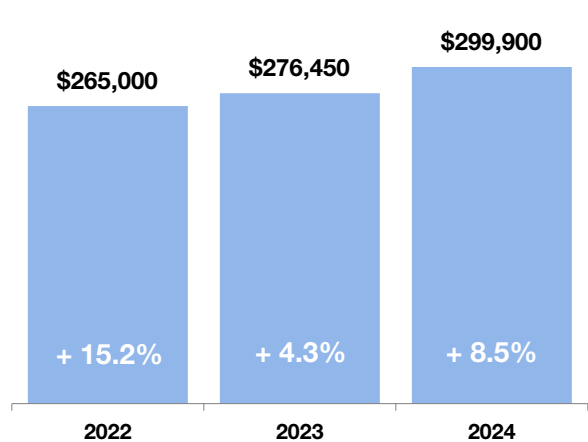


# Median Sales Price

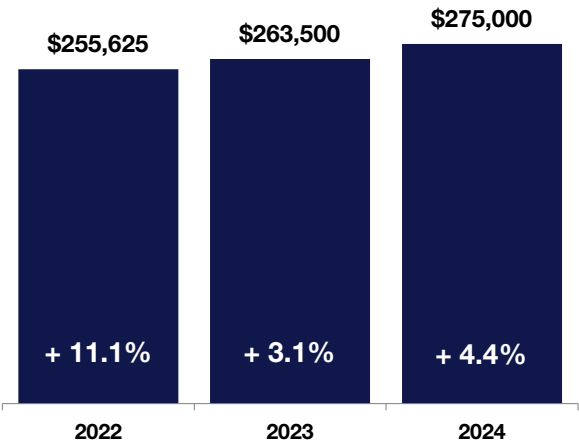
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## August

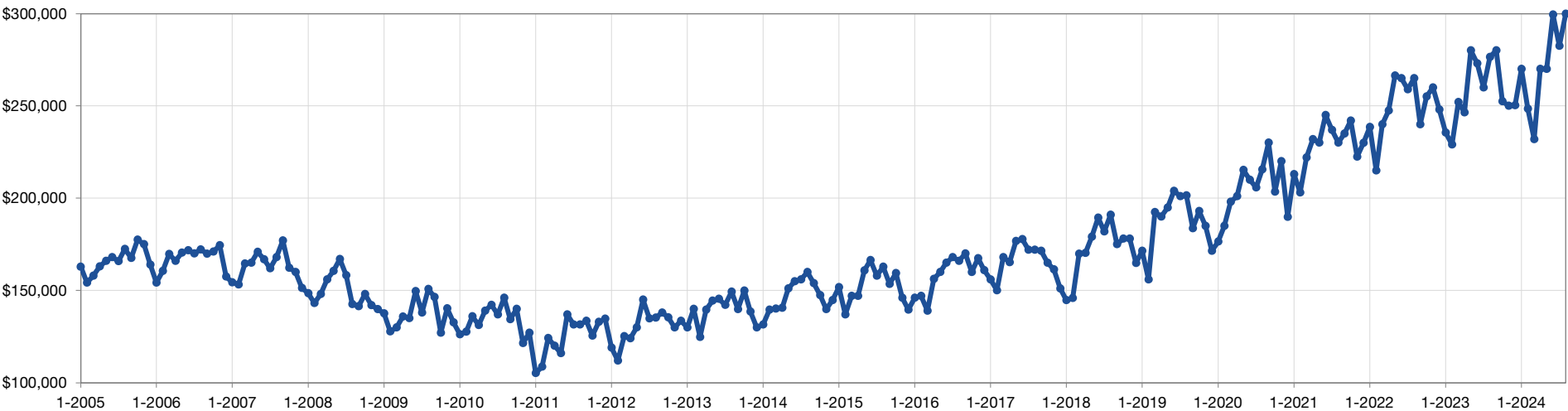


## Year to Date



Median Sales Price		Prior Year	Percent Change
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%
July 2024	\$282,500	\$260,000	+8.7%
August 2024	\$299,900	\$276,450	+8.5%
12-Month Avg	\$267,088	\$254,617	+4.9%

## Historical Median Sales Price by Month

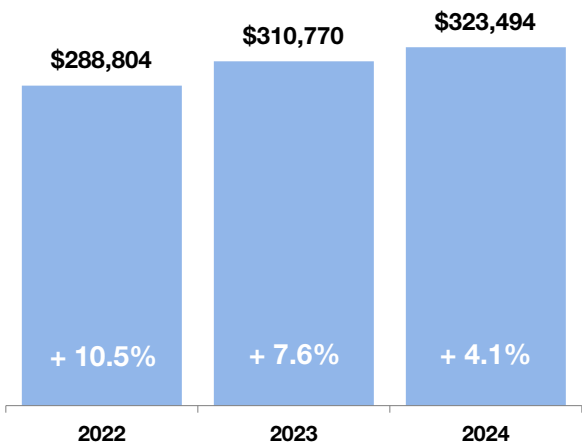


# Average Sales Price

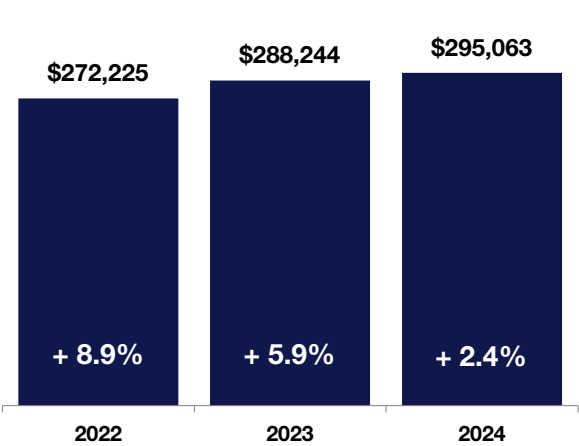
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## August

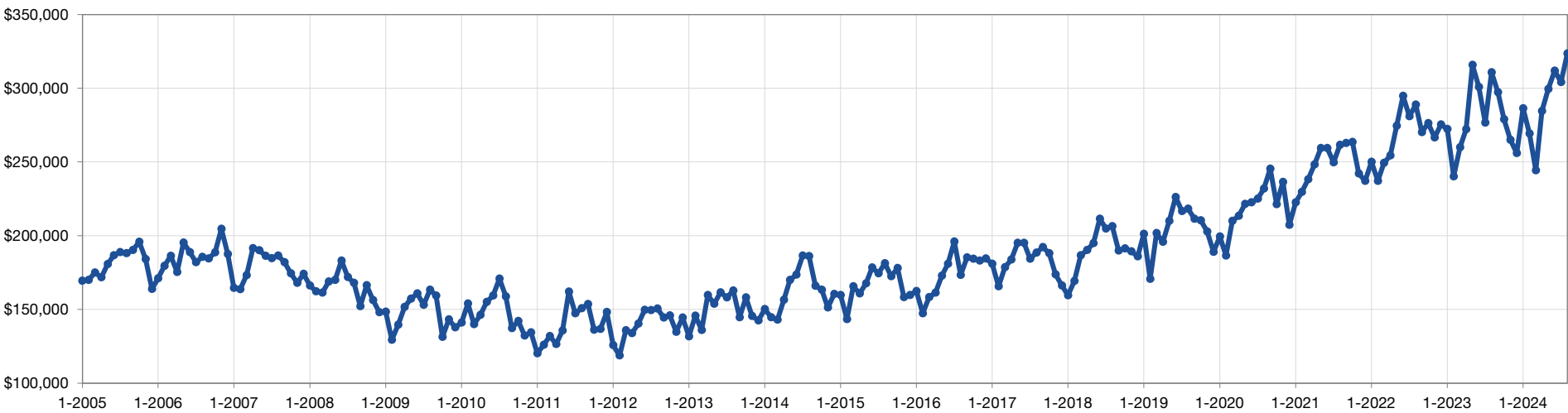


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
July 2024	\$304,002	\$276,555	+9.9%
August 2024	\$323,494	\$310,770	+4.1%
12-Month Avg	\$285,007	\$278,044	+2.5%

## Historical Average Sales Price by Month



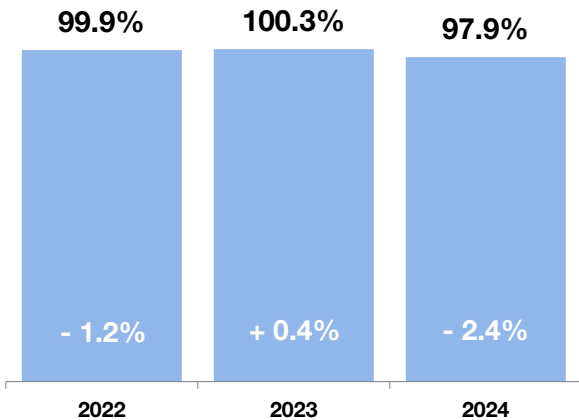


# Percent of Original List Price Received

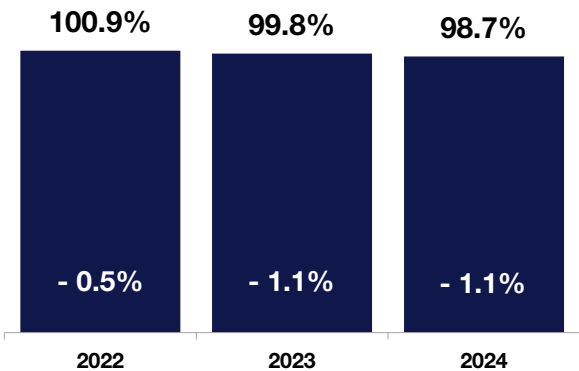


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## August

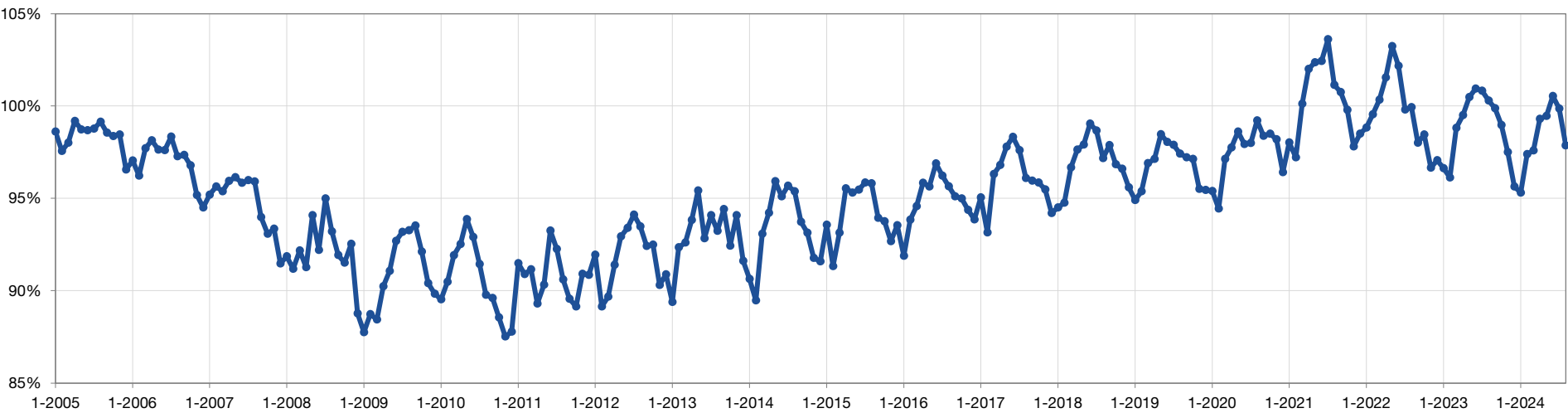


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2024	99.9%	100.8%	-0.9%
August 2024	97.9%	100.3%	-2.4%
12-Month Avg	98.3%	98.6%	-0.3%

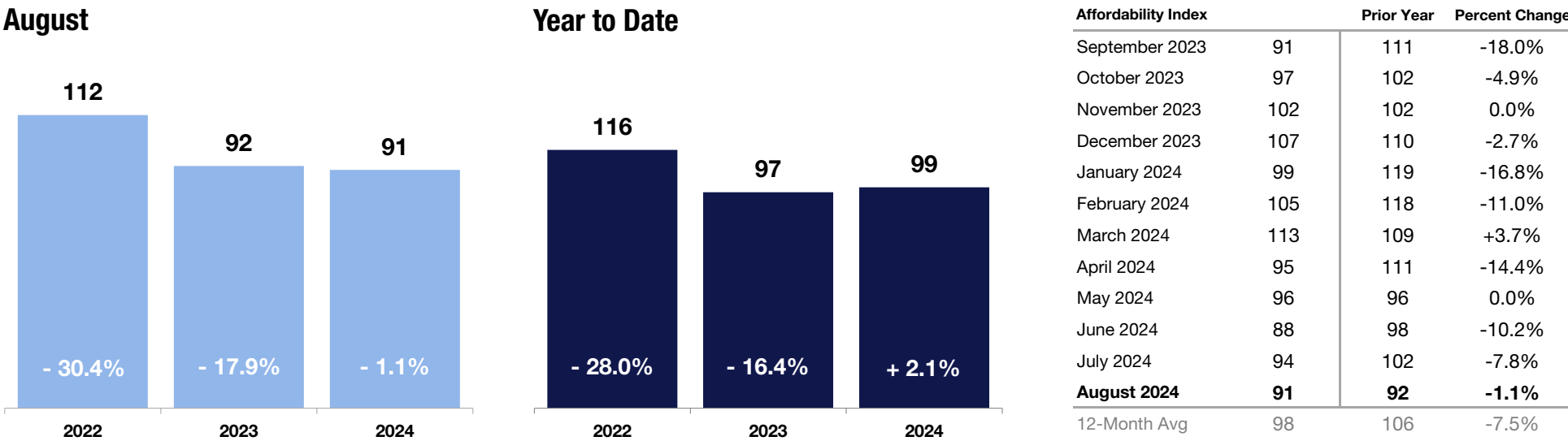
## Historical Percent of Original List Price Received by Month



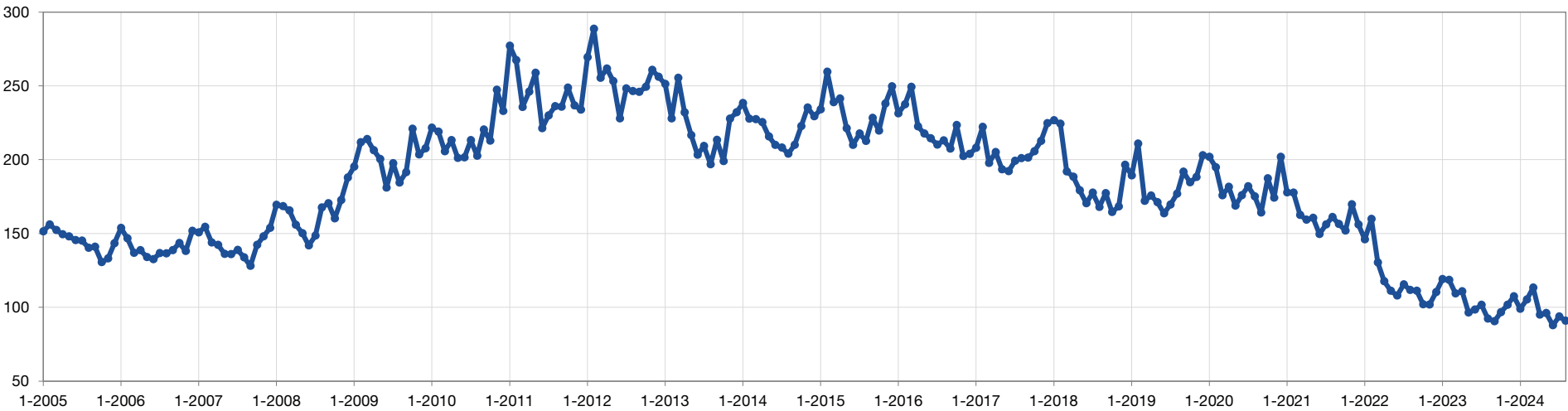
# Housing Affordability Index



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.



## Historical Housing Affordability Index by Month

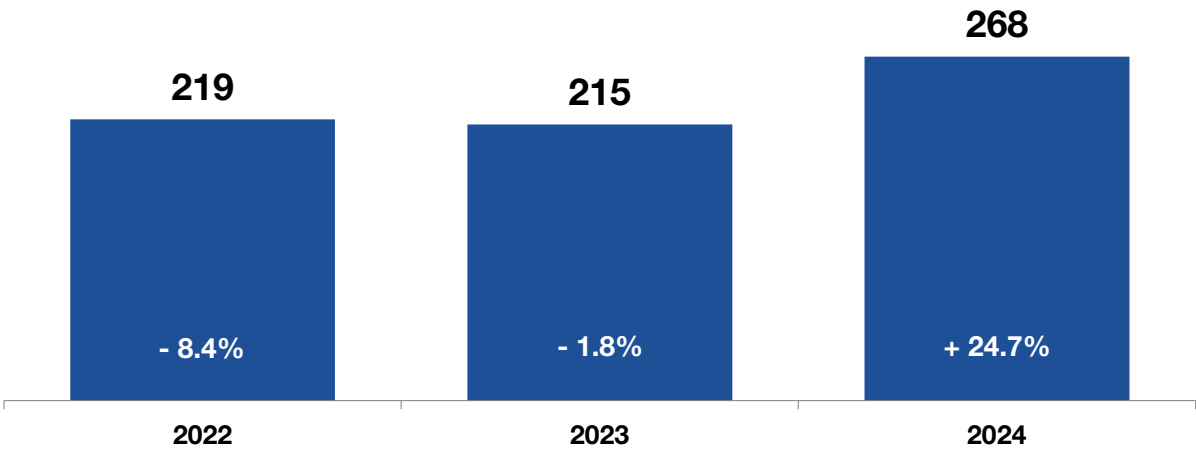


# Inventory of Homes for Sale

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

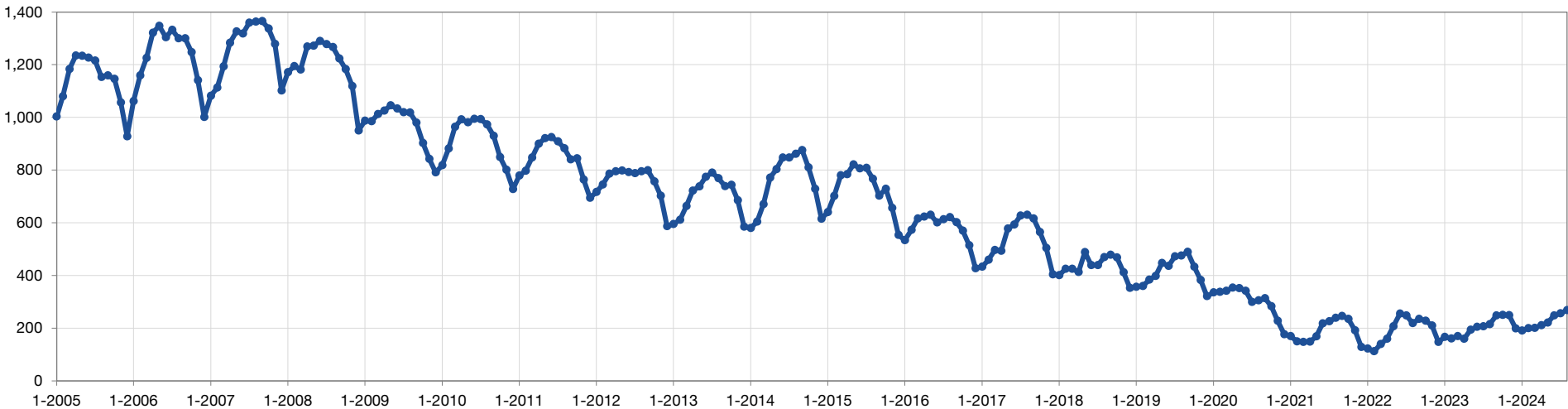


## August



Homes for Sale		Prior Year	Percent Change
September 2023	248	235	+5.5%
October 2023	250	228	+9.6%
November 2023	249	210	+18.6%
December 2023	199	147	+35.4%
January 2024	190	166	+14.5%
February 2024	200	160	+25.0%
March 2024	201	169	+18.9%
April 2024	211	159	+32.7%
May 2024	221	193	+14.5%
June 2024	248	205	+21.0%
July 2024	256	207	+23.7%
August 2024	268	215	+24.7%
12-Month Avg	228	191	+19.4%

## Historical Inventory of Homes for Sale by Month

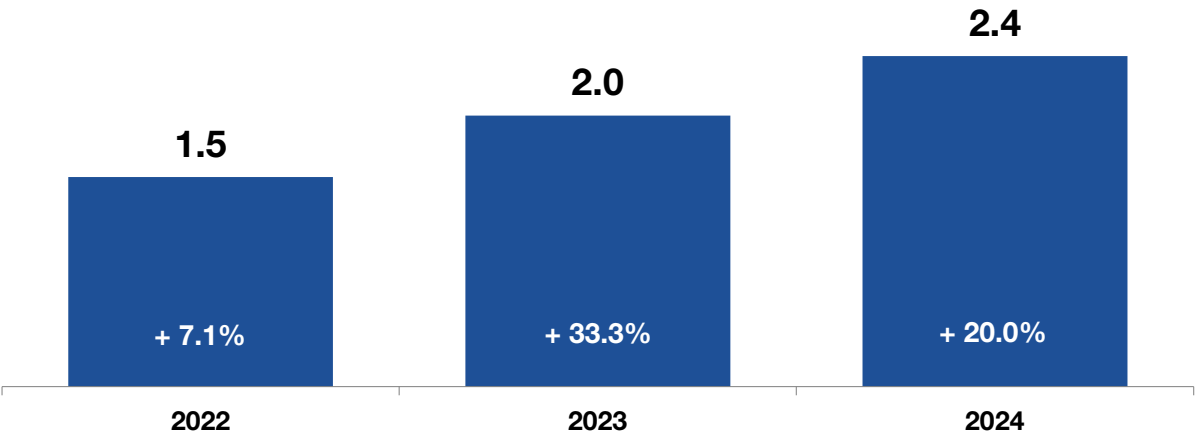


# Months Supply of Inventory

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.



## August



Months Supply		Prior Year	Percent Change
September 2023	2.3	1.7	+35.3%
October 2023	2.4	1.7	+41.2%
November 2023	2.3	1.6	+43.8%
December 2023	1.9	1.1	+72.7%
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	2.0	1.7	+17.6%
June 2024	2.3	1.8	+27.8%
July 2024	2.3	1.8	+27.8%
August 2024	2.4	2.0	+20.0%
12-Month Avg	2.1	1.6	+31.3%

## 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	+ / -	8-2023	8-2024	+ / -	8-2023	8-2024	+ / -
Albany	26	21	-19.2%	19	18	-5.3%	\$245,000	\$235,500	-3.9%	7	2	-71.4%	2.8	0.8	-72.4%
Avon	35	33	-5.7%	26	22	-15.4%	\$287,500	\$319,108	+11.0%	9	9	0.0%	2.7	2.6	-2.0%
Clearwater	45	43	-4.4%	27	36	+33.3%	\$315,000	\$326,000	+3.5%	14	10	-28.6%	3.1	2.2	-27.2%
Cold Spring	71	77	+8.5%	57	62	+8.8%	\$347,000	\$322,750	-7.0%	22	24	+9.1%	3.1	3.5	+11.8%
Eden Lake Twp	6	8	+33.3%	5	5	0.0%	\$360,000	\$310,000	-13.9%	0	2	--	0.0	1.3	--
Eden Valley	11	15	+36.4%	11	6	-45.5%	\$250,000	\$246,250	-1.5%	2	5	+150.0%	1.4	2.7	+86.7%
Fair Haven Twp	7	3	-57.1%	3	2	-33.3%	\$320,000	\$253,000	-20.9%	3	1	-66.7%	1.8	0.8	-55.6%
Foley	41	40	-2.4%	27	29	+7.4%	\$235,000	\$305,000	+29.8%	11	7	-36.4%	2.8	1.7	-40.4%
Freeport	5	9	+80.0%	4	9	+125.0%	\$295,500	\$270,000	-8.6%	2	1	-50.0%	1.3	0.5	-60.7%
Holdingford	8	12	+50.0%	5	10	+100.0%	\$184,625	\$256,000	+38.7%	2	2	0.0%	1.7	0.9	-48.1%
Kimball	52	30	-42.3%	23	24	+4.3%	\$270,950	\$333,250	+23.0%	18	7	-61.1%	5.1	2.3	-54.6%
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	30	35	+16.7%	25	20	-20.0%	\$228,500	\$254,950	+11.6%	8	11	+37.5%	2.7	3.4	+25.3%
Paynesville	34	59	+73.5%	28	32	+14.3%	\$227,450	\$262,450	+15.4%	6	19	+216.7%	1.4	4.2	+193.2%
Rice	53	45	-15.1%	45	36	-20.0%	\$299,900	\$309,450	+3.2%	12	9	-25.0%	2.0	2.0	-1.0%
Richmond	63	59	-6.3%	40	39	-2.5%	\$319,950	\$325,000	+1.6%	14	14	0.0%	2.7	2.7	0.0%
Rockville	15	15	0.0%	13	13	0.0%	\$302,500	\$329,500	+8.9%	6	4	-33.3%	2.3	2.5	+9.4%
Sartell	195	224	+14.9%	152	156	+2.6%	\$352,500	\$330,500	-6.2%	37	53	+43.2%	2.1	2.9	+37.4%
Sauk Centre	54	78	+44.4%	37	56	+51.4%	\$240,000	\$262,500	+9.4%	11	16	+45.5%	1.9	2.3	+16.4%
Sauk Rapids	129	157	+21.7%	117	114	-2.6%	\$282,500	\$289,950	+2.6%	22	39	+77.3%	1.5	2.9	+84.8%
Saint Cloud	664	669	+0.8%	520	532	+2.3%	\$235,000	\$249,000	+6.0%	141	145	+2.8%	2.1	2.2	+3.5%
Saint Joseph	37	66	+78.4%	29	58	+100.0%	\$295,000	\$288,000	-2.4%	4	12	+200.0%	1.0	1.8	+76.3%
Saint Augusta	54	52	-3.7%	27	29	+7.4%	\$359,900	\$335,000	-6.9%	15	14	-6.7%	3.8	3.5	-8.8%
Waite Park	65	78	+20.0%	53	58	+9.4%	\$238,000	\$242,500	+1.9%	11	19	+72.7%	1.7	3.0	+75.0%
Wakefield Twp	5	5	0.0%	1	1	0.0%	\$462,500	\$700,000	+51.4%	2	1	-50.0%	2.0	0.8	-62.5%