

# Monthly Indicators

## September 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

**- 9.4%**      **+ 9.0%**      **+ 20.5%**

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

# Activity Overview

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



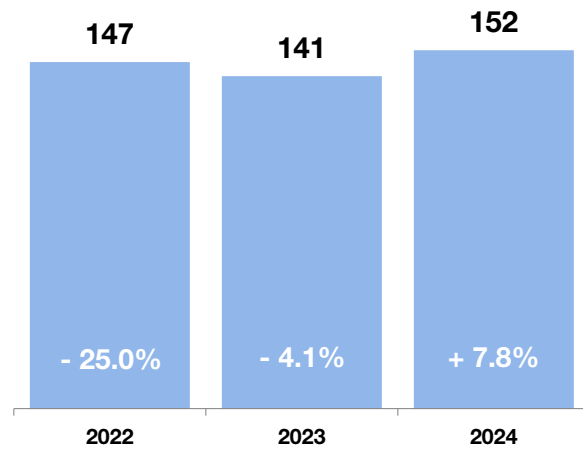
Key Metrics	Historical Sparkbars	9-2023	9-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		141	<b>152</b>	+ 7.8%	1,231	<b>1,347</b>	+ 9.4%
<b>Pending Sales</b>		98	<b>107</b>	+ 9.2%	1,015	<b>1,054</b>	+ 3.8%
<b>Closed Sales</b>		117	<b>106</b>	- 9.4%	988	<b>1,024</b>	+ 3.6%
<b>Days on Market</b>		29	<b>37</b>	+ 27.6%	33	<b>37</b>	+ 12.1%
<b>Median Sales Price</b>		\$280,000	<b>\$305,250</b>	+ 9.0%	\$265,000	<b>\$279,000</b>	+ 5.3%
<b>Avg. Sales Price</b>		\$297,225	<b>\$306,526</b>	+ 3.1%	\$289,308	<b>\$296,231</b>	+ 2.4%
<b>Pct. of Orig. Price Received</b>		99.9%	<b>98.8%</b>	- 1.1%	99.8%	<b>98.7%</b>	- 1.1%
<b>Affordability Index</b>		91	<b>92</b>	+ 1.1%	96	<b>101</b>	+ 5.2%
<b>Homes for Sale</b>		249	<b>300</b>	+ 20.5%	--	--	--
<b>Months Supply</b>		2.3	<b>2.7</b>	+ 17.4%	--	--	--

# New Listings

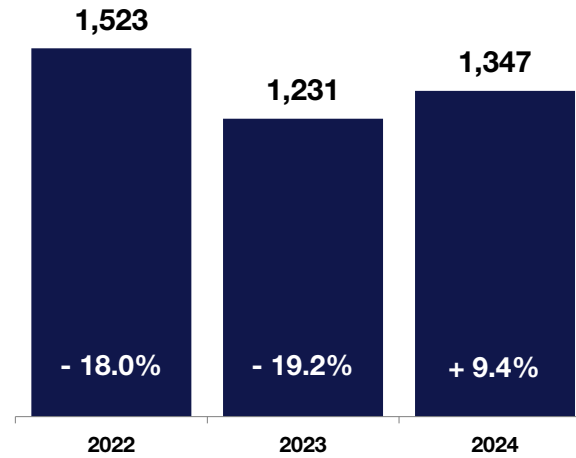
A count of the properties that have been newly listed on the market in a given month.



## September

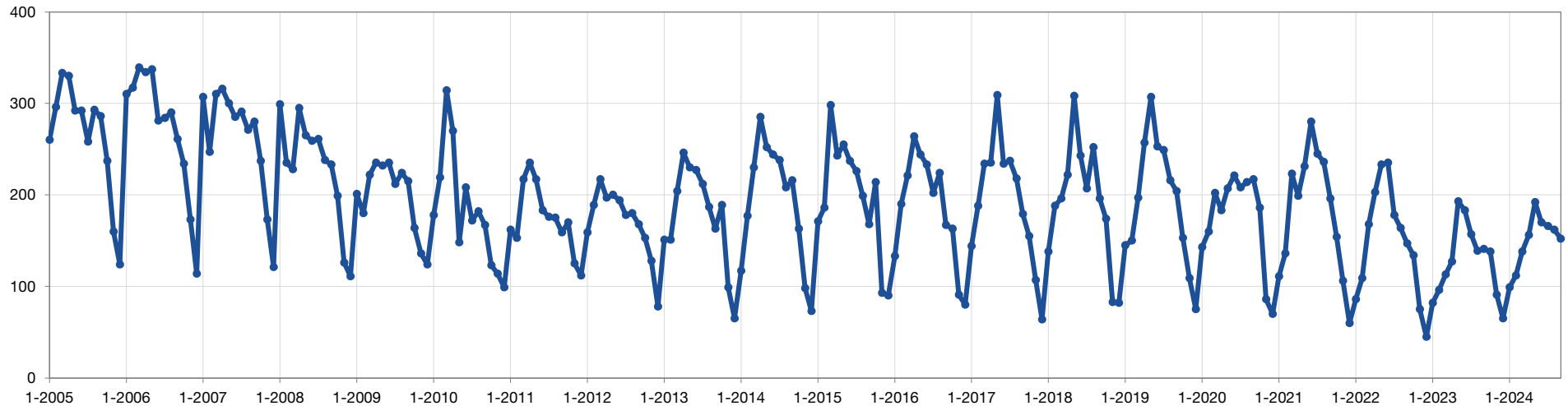


## Year to Date



	New Listings	Prior Year	Percent Change
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%
July 2024	166	157	+5.7%
August 2024	162	139	+16.5%
<b>September 2024</b>	<b>152</b>	<b>141</b>	<b>+7.8%</b>
12-Month Avg	137	124	+10.5%

## Historical New Listings by Month

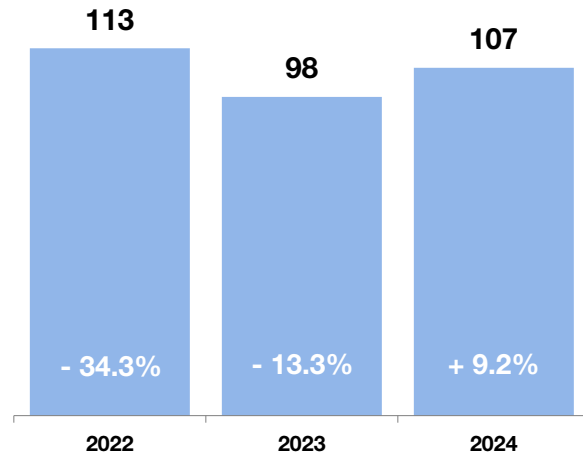


# Pending Sales

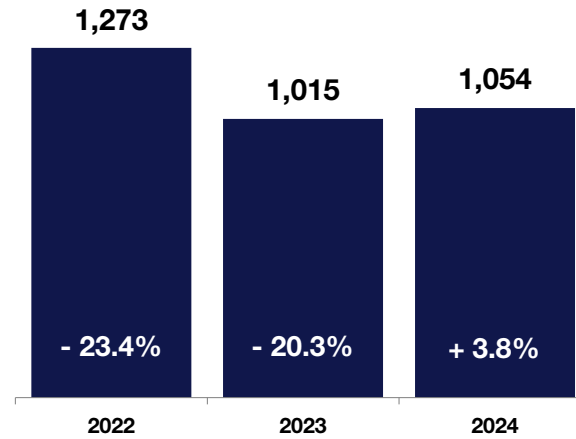
A count of the properties on which offers have been accepted in a given month.



## September

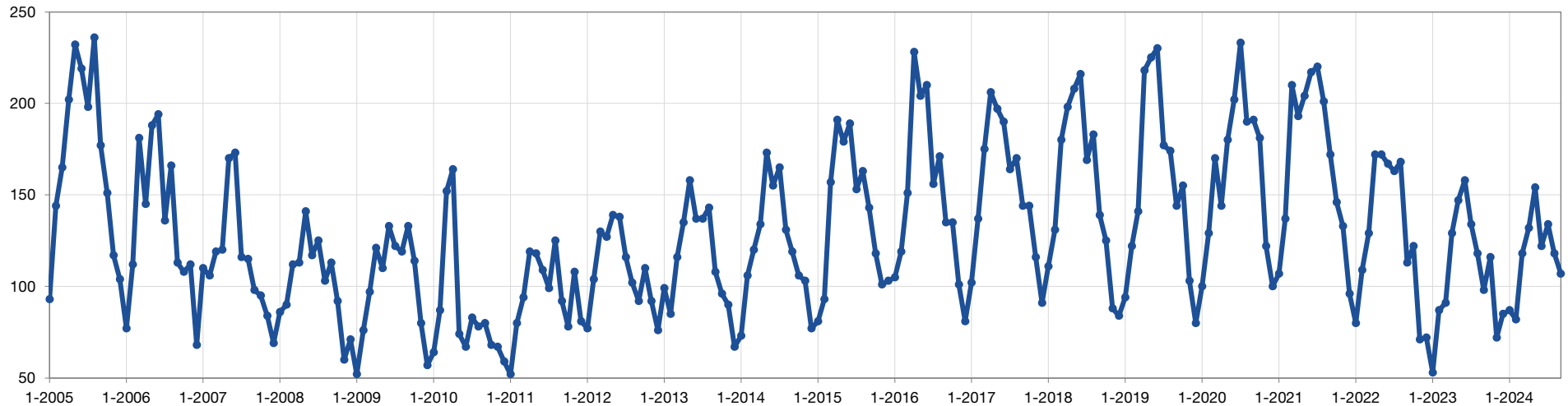


## Year to Date



Pending Sales	Prior Year	Percent Change
October 2023	122	-4.9%
November 2023	71	+1.4%
December 2023	72	+18.1%
January 2024	53	+64.2%
February 2024	87	-5.7%
March 2024	91	+29.7%
April 2024	129	+2.3%
May 2024	147	+4.8%
June 2024	158	-22.8%
July 2024	134	0.0%
August 2024	118	0.0%
<b>September 2024</b>	<b>107</b>	<b>+9.2%</b>
12-Month Avg	111	+3.7%

## Historical Pending Sales by Month

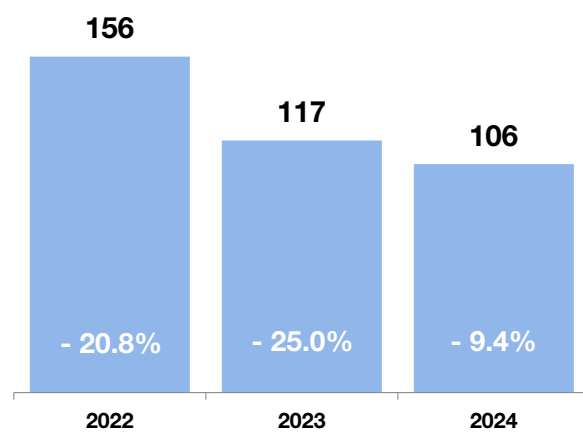


# Closed Sales

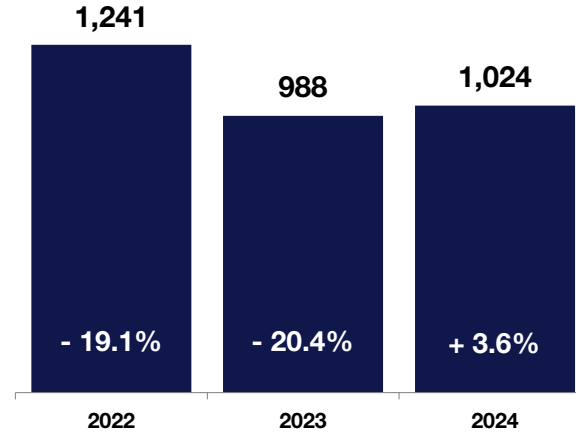
A count of the actual sales that closed in a given month.



## September

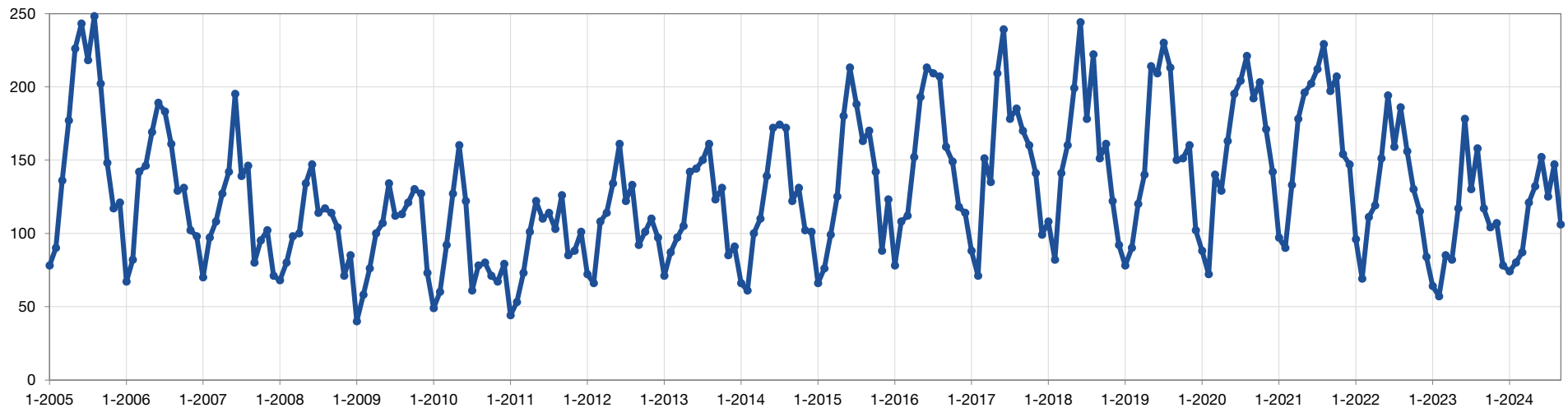


## Year to Date



	Closed Sales	Prior Year	Percent Change
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%
July 2024	125	130	-3.8%
August 2024	147	158	-7.0%
<b>September 2024</b>	<b>106</b>	<b>117</b>	<b>-9.4%</b>
12-Month Avg	109	110	-0.9%

## Historical Closed Sales by Month

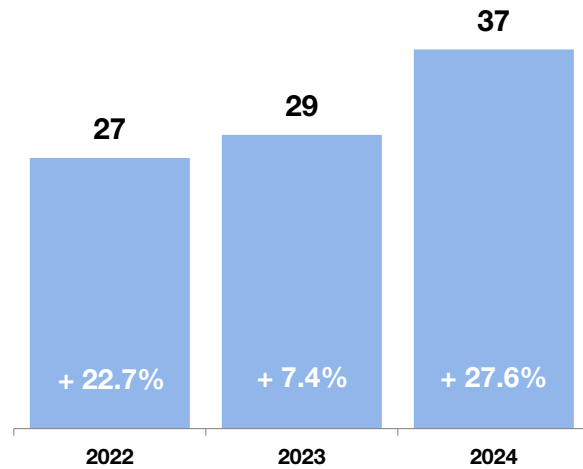


# Days on Market Until Sale

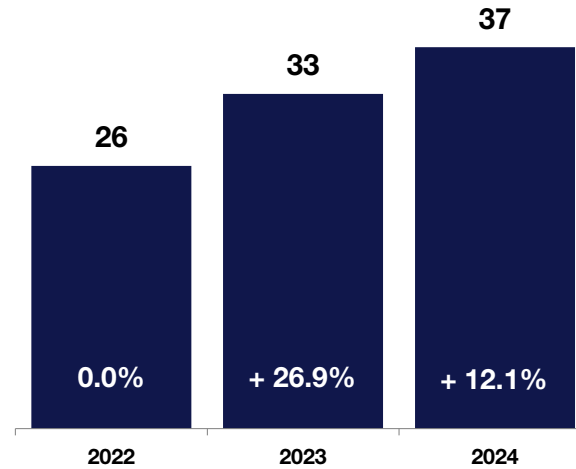
Average number of days between when a property is listed and when an offer is accepted in a given month.



## September

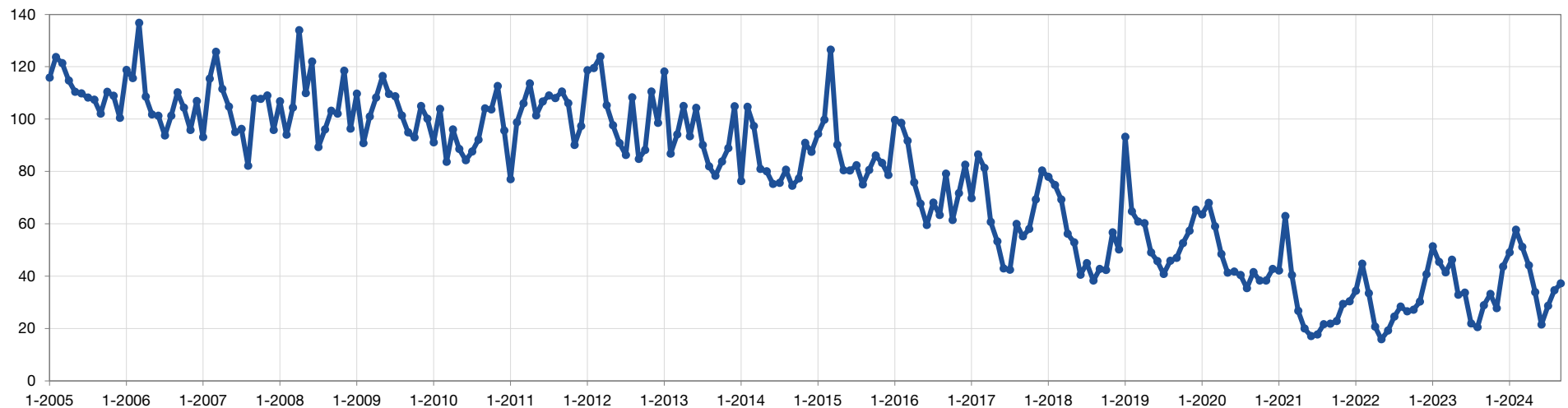


## Year to Date



Days on Market	Prior Year	Percent Change
October 2023	27	+22.2%
November 2023	30	-6.7%
December 2023	41	+7.3%
January 2024	51	-3.9%
February 2024	45	+28.9%
March 2024	41	+24.4%
April 2024	46	-4.3%
May 2024	33	+3.0%
June 2024	34	-38.2%
July 2024	22	+31.8%
August 2024	20	+70.0%
<b>September 2024</b>	<b>29</b>	<b>+27.6%</b>
12-Month Avg	35	+8.6%

## Historical Days on Market Until Sale by Month

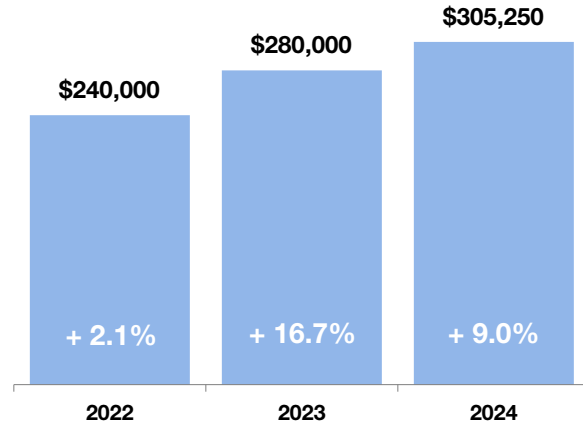


# Median Sales Price

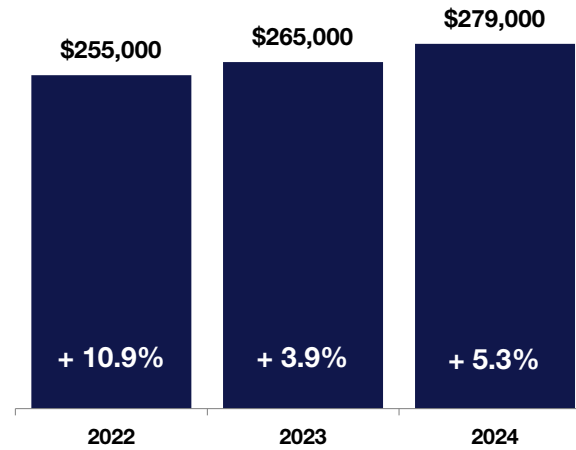
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## September

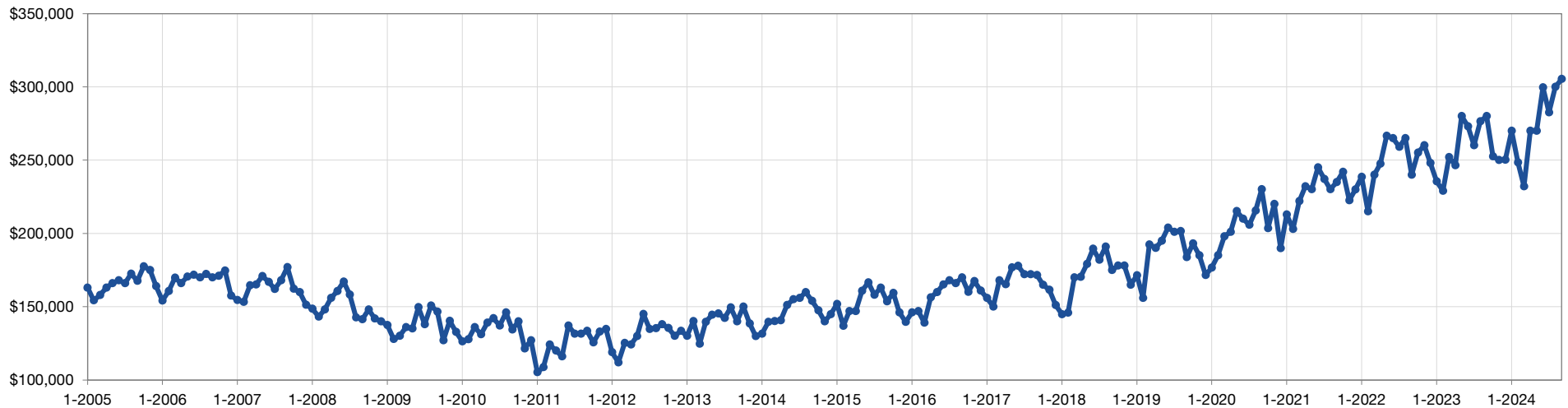


## Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
<b>September 2024</b>	<b>\$305,250</b>	<b>\$280,000</b>	<b>+9.0%</b>
12-Month Avg	\$269,192	\$257,950	+4.4%

## Historical Median Sales Price by Month

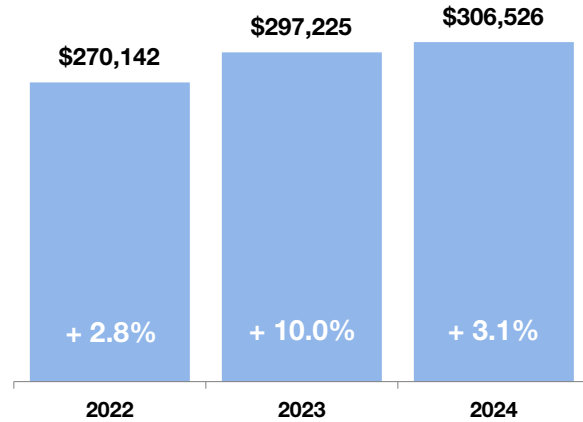


# Average Sales Price

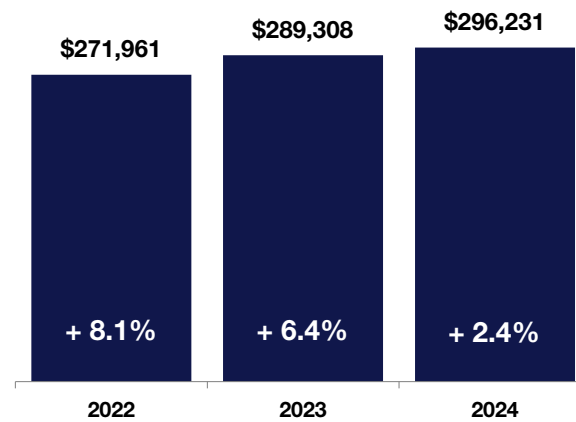
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## September

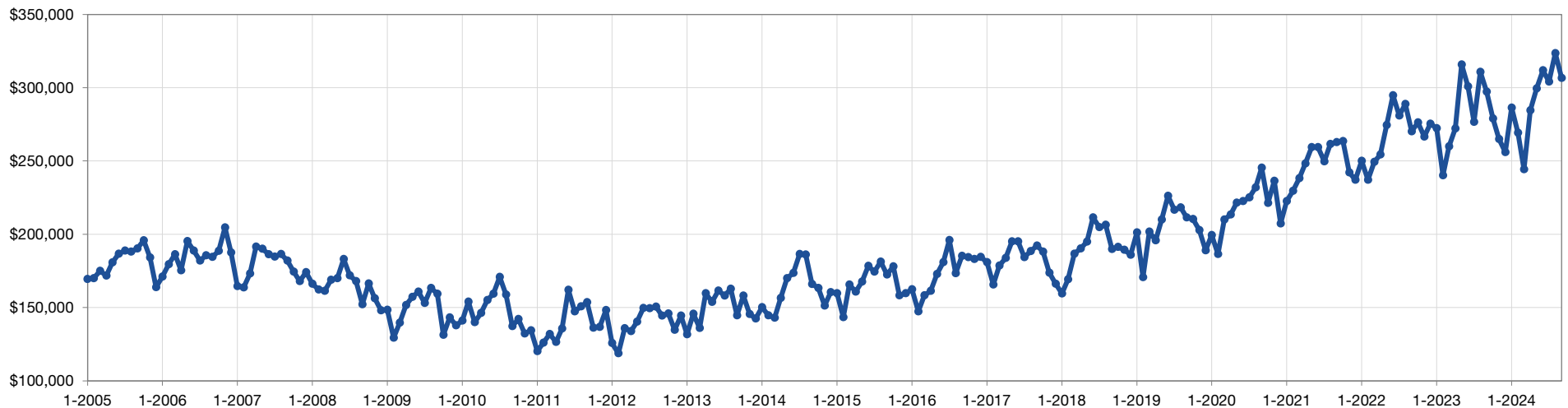


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
<b>September 2024</b>	<b>\$306,526</b>	<b>\$297,225</b>	<b>+3.1%</b>
12-Month Avg	\$285,782	\$280,300	+2.0%

## Historical Average Sales Price by Month

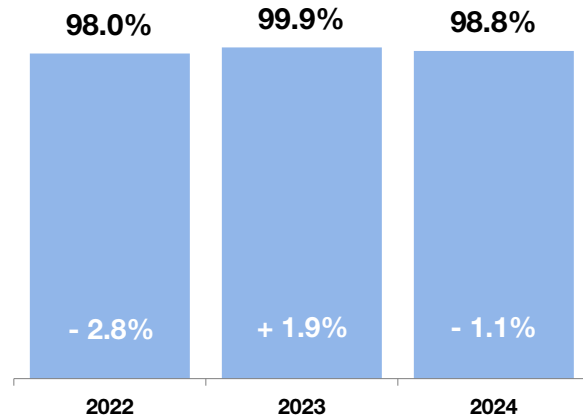


# Percent of Original List Price Received

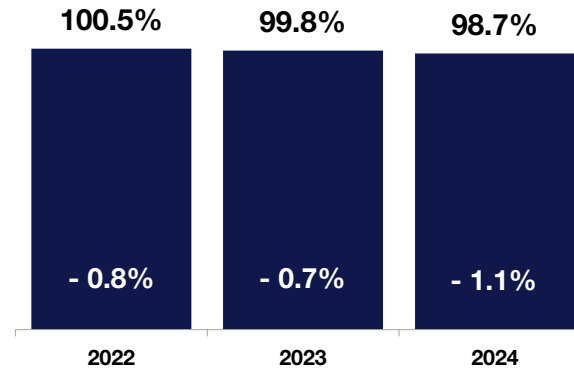


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## September

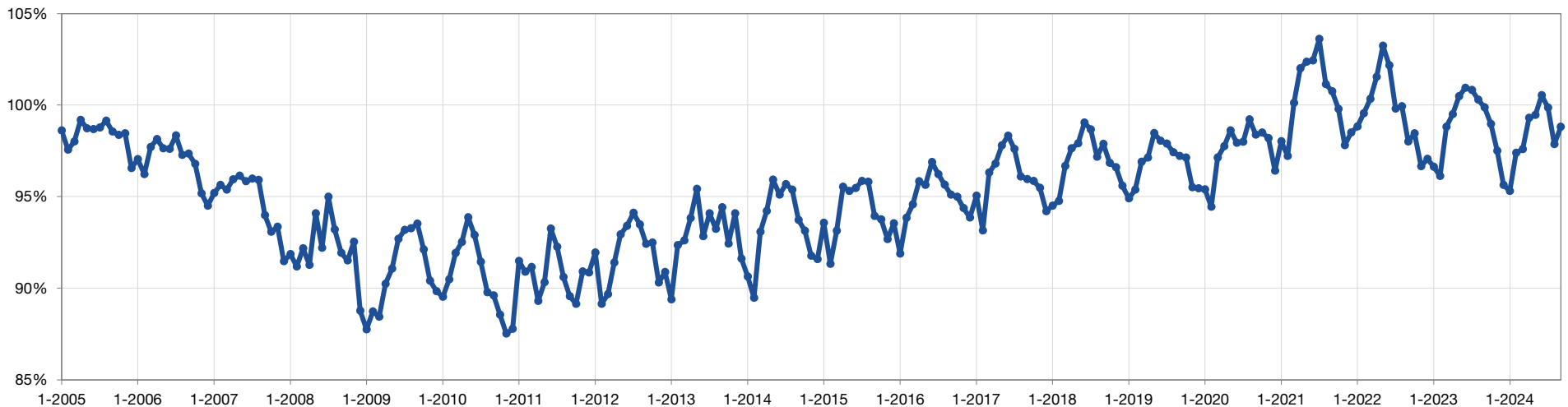


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>September 2024</b>	<b>98.8%</b>	<b>99.9%</b>	<b>-1.1%</b>
12-Month Avg	98.2%	98.8%	-0.6%

## Historical Percent of Original List Price Received by Month

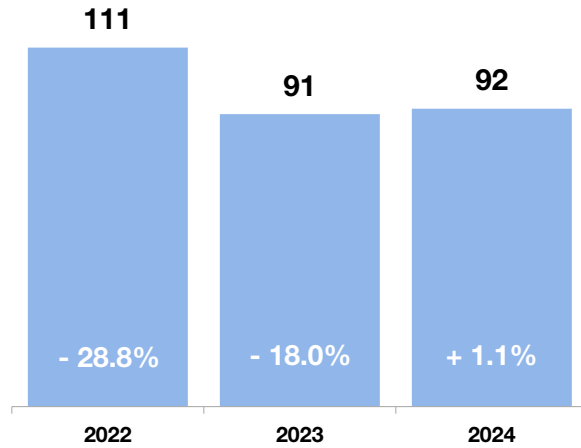


# Housing Affordability Index

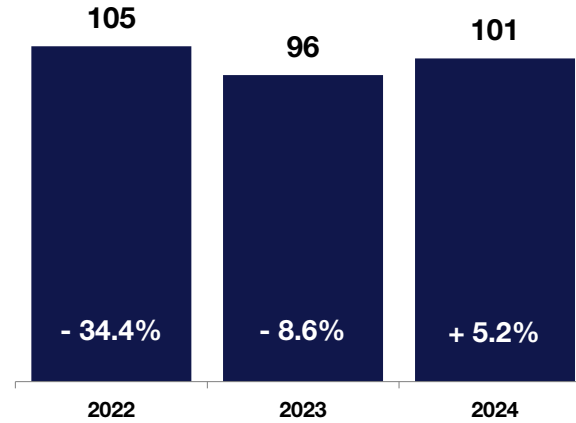


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## September

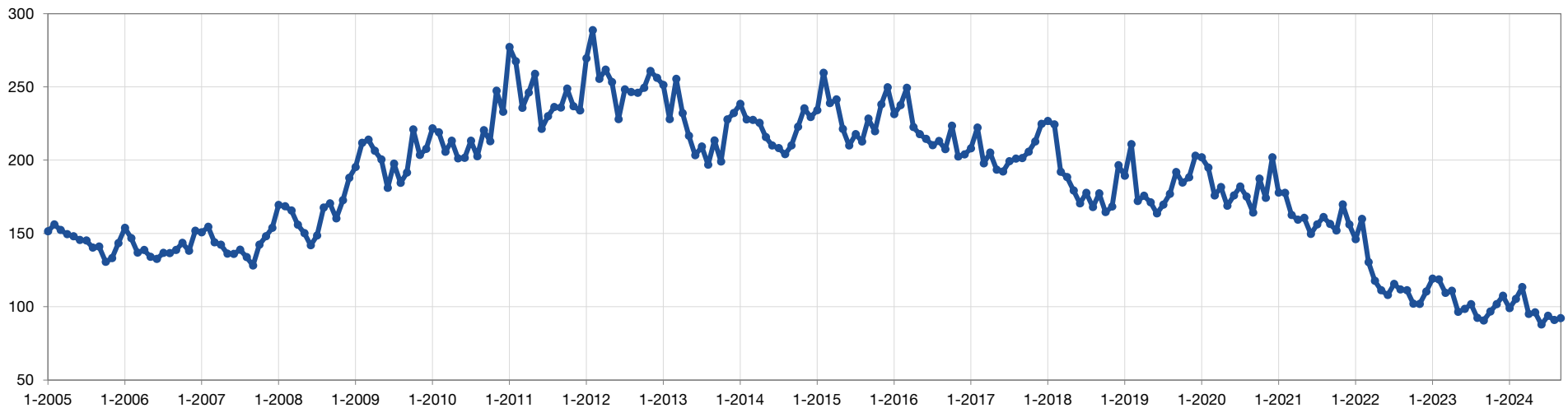


## Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2024	94	102	-7.8%
August 2024	91	92	-1.1%
<b>September 2024</b>	<b>92</b>	<b>91</b>	<b>+1.1%</b>
12-Month Avg	98	104	-5.8%

## Historical Housing Affordability Index by Month

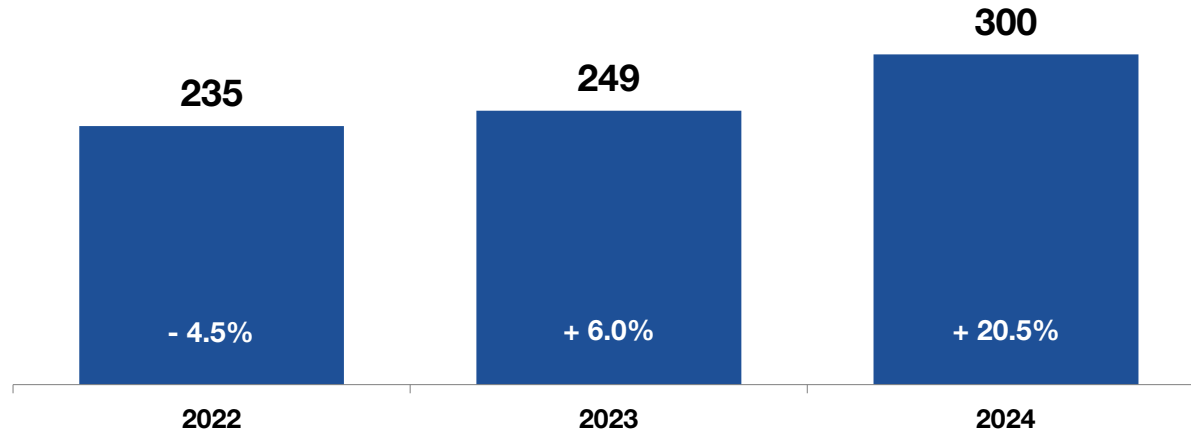


# Inventory of Homes for Sale

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

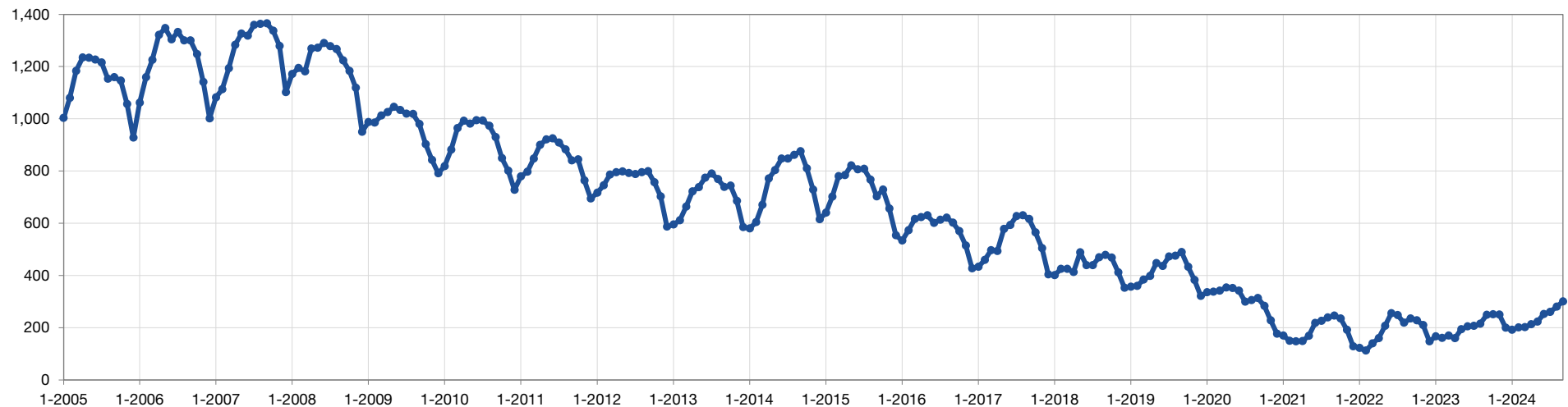


## September



Homes for Sale		Prior Year	Percent Change
October 2023	251	228	+10.1%
November 2023	250	210	+19.0%
December 2023	200	147	+36.1%
January 2024	191	166	+15.1%
February 2024	201	160	+25.6%
March 2024	202	169	+19.5%
April 2024	213	159	+34.0%
May 2024	223	193	+15.5%
June 2024	252	205	+22.9%
July 2024	260	207	+25.6%
August 2024	280	215	+30.2%
<b>September 2024</b>	<b>300</b>	<b>249</b>	<b>+20.5%</b>
12-Month Avg	235	192	+22.4%

## Historical Inventory of Homes for Sale by Month

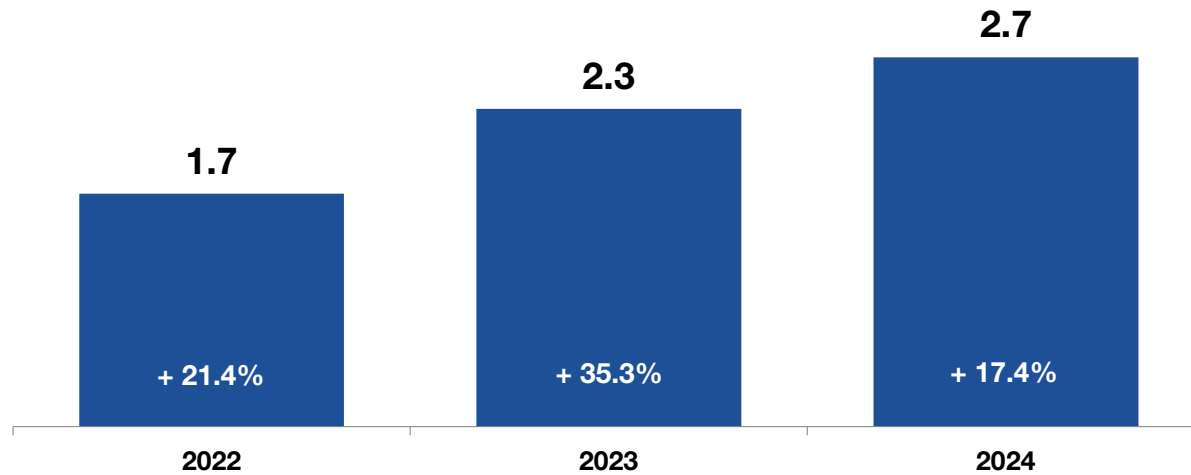


# Months Supply of Inventory

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.



## September



Months Supply		Prior Year	Percent Change
October 2023	2.4	1.7	+41.2%
November 2023	2.4	1.6	+50.0%
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	2.4	1.8	+33.3%
August 2024	2.5	2.0	+25.0%
<b>September 2024</b>	<b>2.7</b>	<b>2.3</b>	<b>+17.4%</b>
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	+ / -	9-2023	9-2024	+ / -	9-2023	9-2024	+ / -
Albany	28	24	-14.3%	23	20	-13.0%	\$245,000	\$239,100	-2.4%	6	4	-33.3%	2.3	1.5	-32.4%
Avon	39	36	-7.7%	32	27	-15.6%	\$325,000	\$313,000	-3.7%	6	10	+66.7%	1.8	3.0	+64.1%
Clearwater	48	48	0.0%	34	38	+11.8%	\$322,500	\$326,000	+1.1%	11	11	0.0%	2.5	2.5	0.0%
Cold Spring	82	87	+6.1%	66	67	+1.5%	\$325,450	\$323,000	-0.8%	26	23	-11.5%	3.6	3.2	-11.5%
Eden Lake Twp	8	10	+25.0%	6	6	0.0%	\$335,000	\$310,000	-7.5%	2	3	+50.0%	1.3	2.1	+57.5%
Eden Valley	11	18	+63.6%	11	12	+9.1%	\$250,000	\$240,500	-3.8%	0	5	--	0.0	2.4	--
Fair Haven Twp	7	3	-57.1%	6	2	-66.7%	\$323,750	\$253,000	-21.9%	1	0	-100.0%	0.6	0.0	-100.0%
Foley	44	47	+6.8%	31	35	+12.9%	\$244,500	\$305,000	+24.7%	9	6	-33.3%	2.3	1.3	-40.1%
Freeport	5	10	+100.0%	5	9	+80.0%	\$316,000	\$270,000	-14.6%	2	2	0.0%	1.2	1.0	-16.7%
Holdingford	10	15	+50.0%	5	13	+160.0%	\$184,625	\$305,000	+65.2%	3	1	-66.7%	2.6	0.4	-85.2%
Kimball	56	34	-39.3%	25	25	0.0%	\$277,900	\$342,000	+23.1%	17	9	-47.1%	4.8	3.2	-33.8%
Maine Prairie Twp	2	1	-50.0%	3	0	-100.0%	\$360,000	\$0	-100.0%	0	1	--	0.0	0.0	--
Melrose	35	45	+28.6%	28	25	-10.7%	\$227,750	\$244,900	+7.5%	11	14	+27.3%	4.1	3.9	-5.7%
Paynesville	36	68	+88.9%	33	38	+15.2%	\$230,000	\$259,913	+13.0%	5	19	+280.0%	1.4	3.7	+167.0%
Rice	61	49	-19.7%	51	39	-23.5%	\$295,000	\$309,000	+4.7%	15	9	-40.0%	2.7	1.9	-27.7%
Richmond	68	63	-7.4%	48	46	-4.2%	\$329,950	\$342,000	+3.7%	12	13	+8.3%	2.3	2.6	+11.9%
Rockville	16	17	+6.3%	15	14	-6.7%	\$304,000	\$326,700	+7.5%	6	3	-50.0%	2.5	1.9	-23.6%
Sartell	220	246	+11.8%	167	177	+6.0%	\$349,900	\$330,000	-5.7%	51	61	+19.6%	3.0	3.3	+7.9%
Sauk Centre	63	86	+36.5%	51	63	+23.5%	\$228,000	\$272,000	+19.3%	15	19	+26.7%	2.8	2.7	-2.0%
Sauk Rapids	142	184	+29.6%	133	128	-3.8%	\$284,900	\$292,500	+2.7%	20	44	+120.0%	1.4	3.2	+125.3%
Saint Cloud	753	759	+0.8%	593	591	-0.3%	\$240,000	\$250,000	+4.2%	159	165	+3.8%	2.4	2.5	+5.1%
Saint Joseph	41	74	+80.5%	37	65	+75.7%	\$293,000	\$286,000	-2.4%	5	12	+140.0%	1.3	1.7	+27.1%
Saint Augusta	57	57	0.0%	35	34	-2.9%	\$360,182	\$335,000	-7.0%	11	16	+45.5%	2.6	4.3	+63.2%
Waite Park	75	84	+12.0%	58	63	+8.6%	\$235,000	\$240,000	+2.1%	14	18	+28.6%	2.2	2.9	+30.3%
Wakefield Twp	5	6	+20.0%	2	1	-50.0%	\$443,750	\$700,000	+57.7%	0	2	--	0.0	2.0	--