



Monthly Indicators

October 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

+ 4.8% **+ 1.0%** **+ 2.0%**

One-Year Change in **Closed Sales** One-Year Change in **Median Sales Price** One-Year Change in **Homes for Sale**

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.



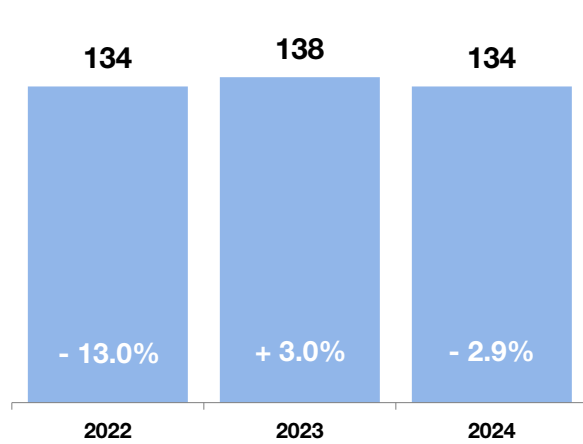
Key Metrics	Historical Sparkbars	10-2023	10-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		138	134	- 2.9%	1,369	1,481	+ 8.2%
Pending Sales		116	135	+ 16.4%	1,131	1,187	+ 5.0%
Closed Sales		104	109	+ 4.8%	1,092	1,134	+ 3.8%
Days on Market		33	37	+ 12.1%	33	37	+ 12.1%
Median Sales Price		\$252,450	\$255,000	+ 1.0%	\$264,000	\$275,000	+ 4.2%
Avg. Sales Price		\$278,930	\$274,339	- 1.6%	\$288,319	\$294,064	+ 2.0%
Pct. of Orig. Price Received		99.0%	97.7%	- 1.3%	99.7%	98.6%	- 1.1%
Affordability Index		97	106	+ 9.3%	92	98	+ 6.5%
Homes for Sale		252	257	+ 2.0%	--	--	--
Months Supply		2.4	2.3	- 4.2%	--	--	--

New Listings

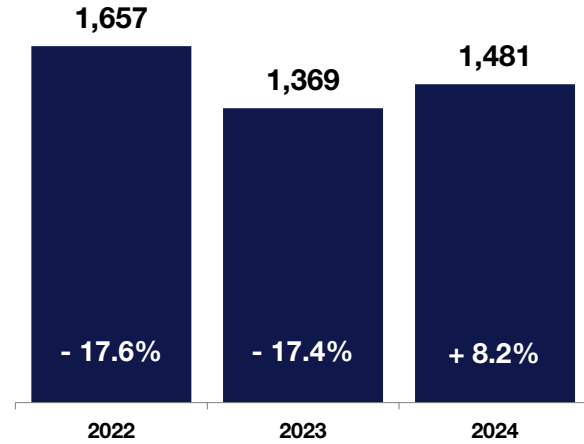
A count of the properties that have been newly listed on the market in a given month.



October

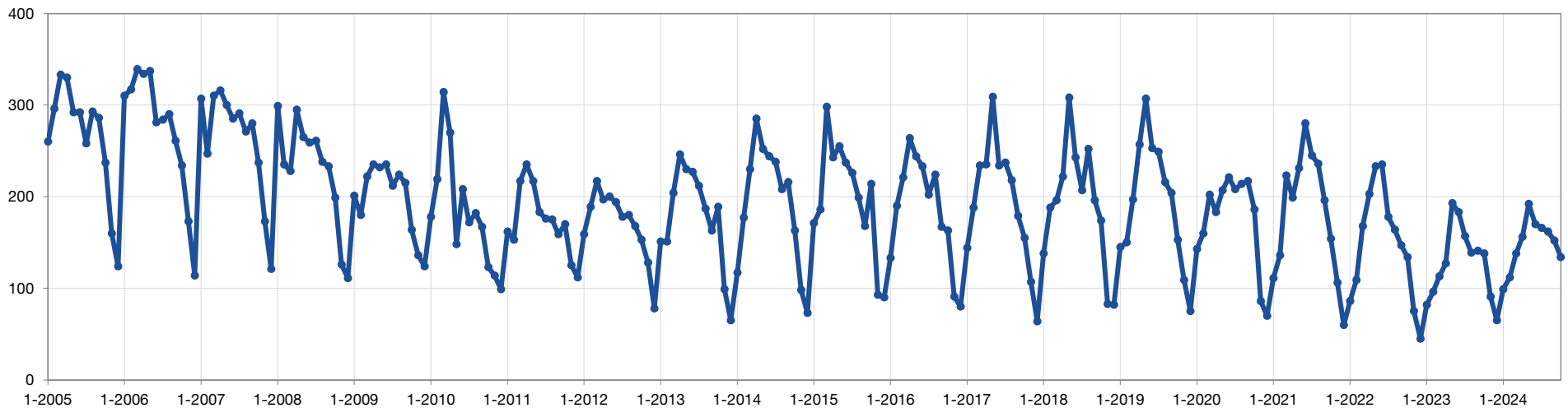


Year to Date



New Listings		Prior Year	Percent Change
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%
September 2024	152	141	+7.8%
October 2024	134	138	-2.9%
12-Month Avg	136	124	+9.7%

Historical New Listings by Month

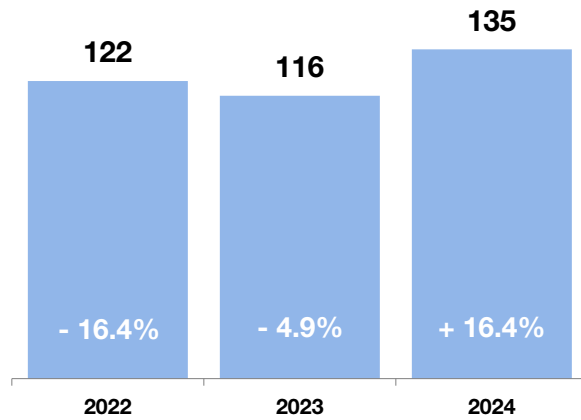


Pending Sales

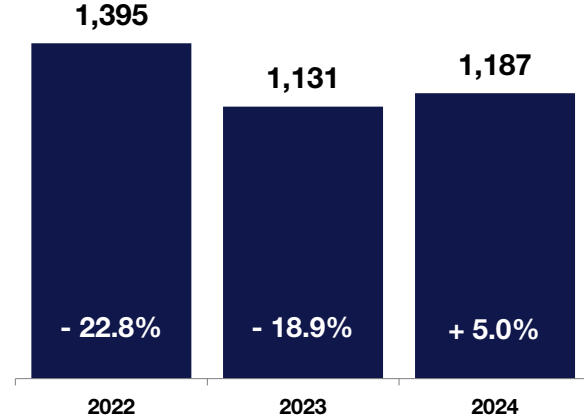
A count of the properties on which offers have been accepted in a given month.



October

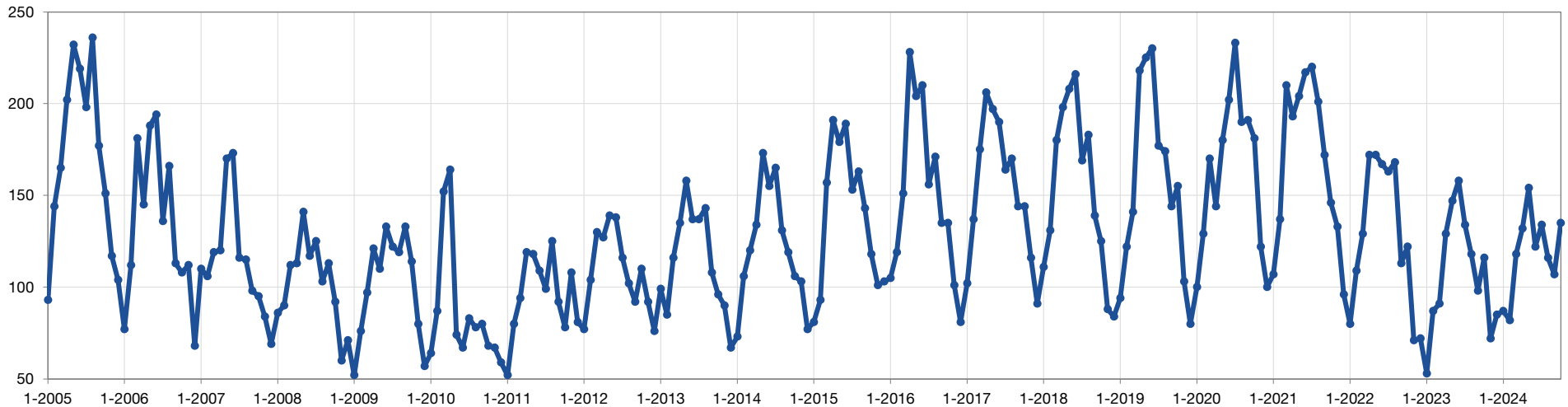


Year to Date



	Pending Sales	Prior Year	Percent Change
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	122	158	-22.8%
July 2024	134	134	0.0%
August 2024	116	118	-1.7%
September 2024	107	98	+9.2%
October 2024	135	116	+16.4%
12-Month Avg	112	106	+5.7%

Historical Pending Sales by Month

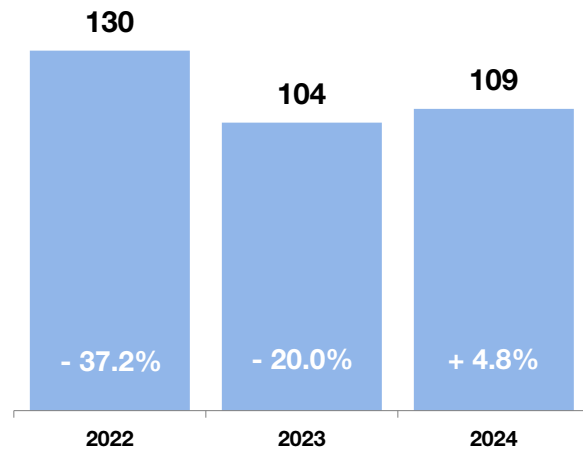


Closed Sales

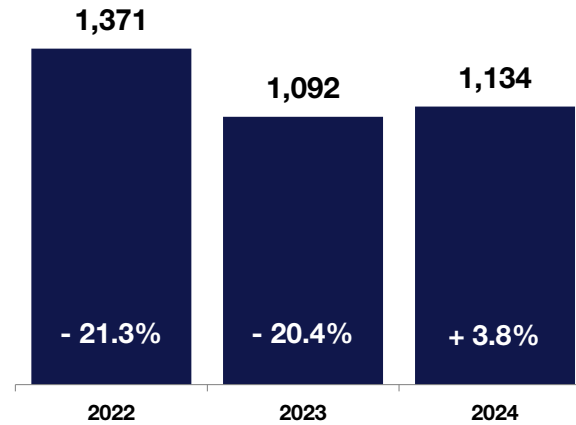
A count of the actual sales that closed in a given month.



October

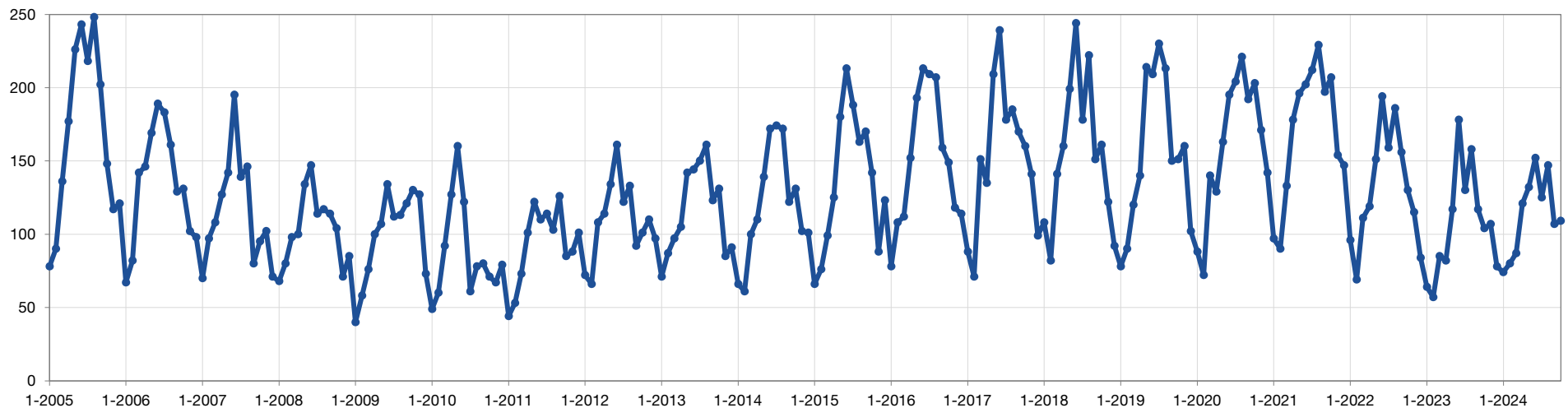


Year to Date



	Closed Sales	Prior Year	Percent Change
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%
September 2024	107	117	-8.5%
October 2024	109	104	+4.8%
12-Month Avg	110	108	+1.9%

Historical Closed Sales by Month

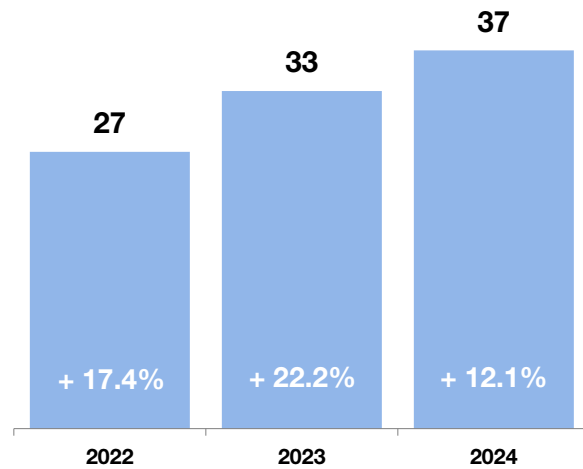


Days on Market Until Sale

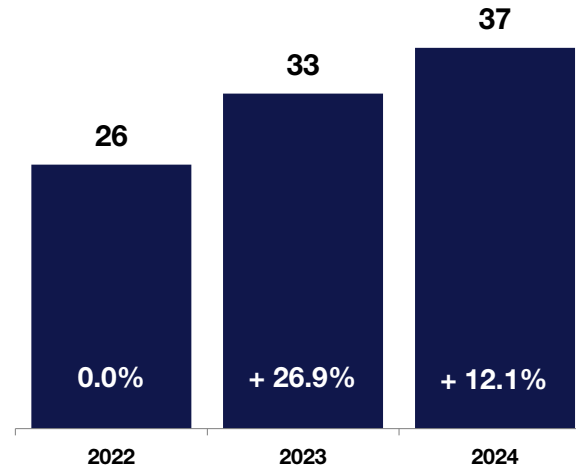
Average number of days between when a property is listed and when an offer is accepted in a given month.



October

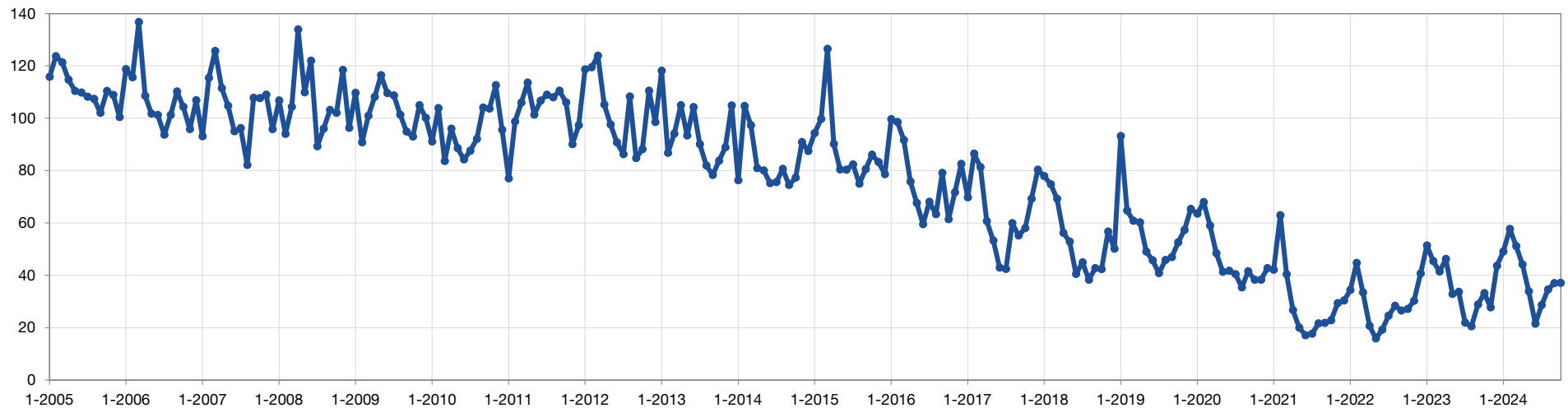


Year to Date



Days on Market	Prior Year	Percent Change	
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%
September 2024	37	29	+27.6%
October 2024	37	33	+12.1%
12-Month Avg	39	35	+11.4%

Historical Days on Market Until Sale by Month

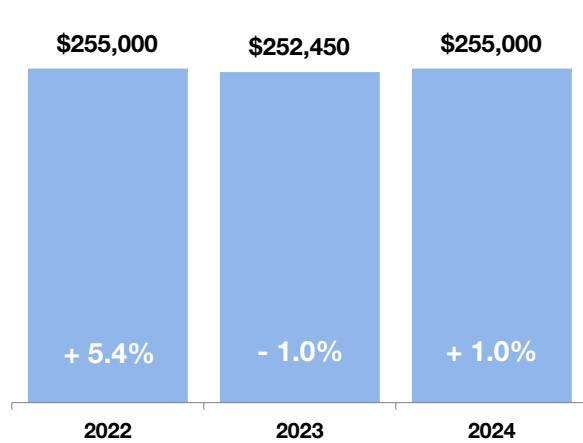


Median Sales Price

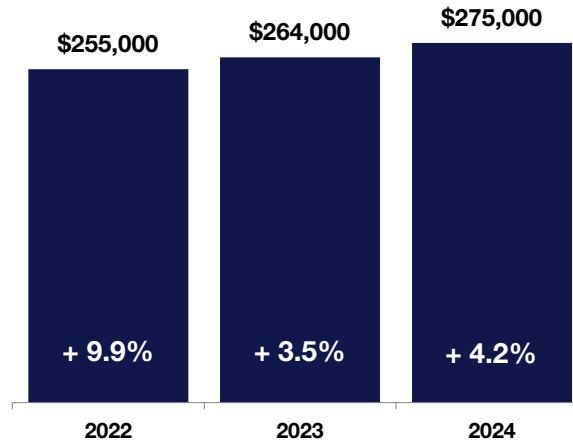
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



October

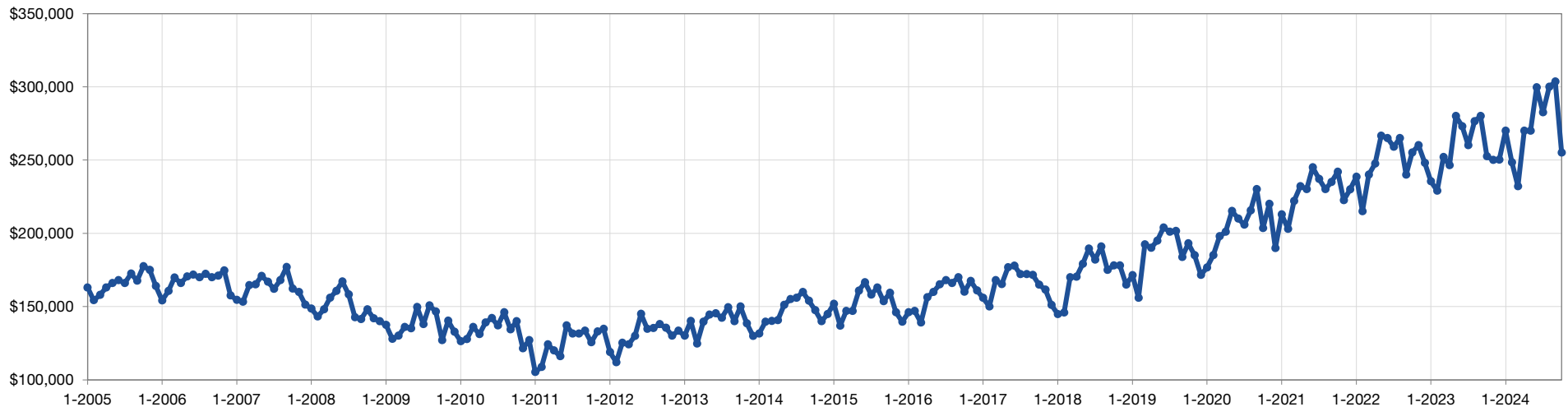


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
September 2024	\$303,500	\$280,000	+8.4%
October 2024	\$255,000	\$252,450	+1.0%
12-Month Avg	\$269,258	\$257,738	+4.5%

Historical Median Sales Price by Month

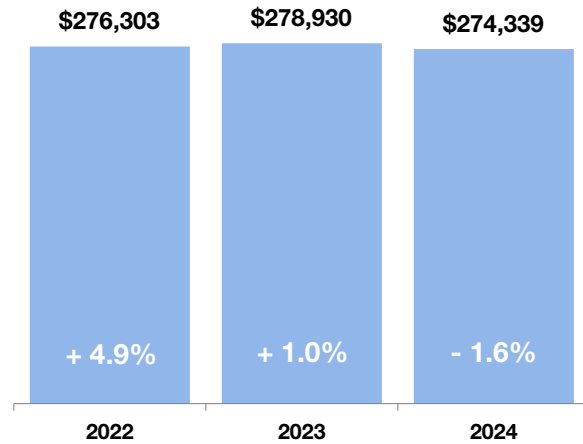


Average Sales Price

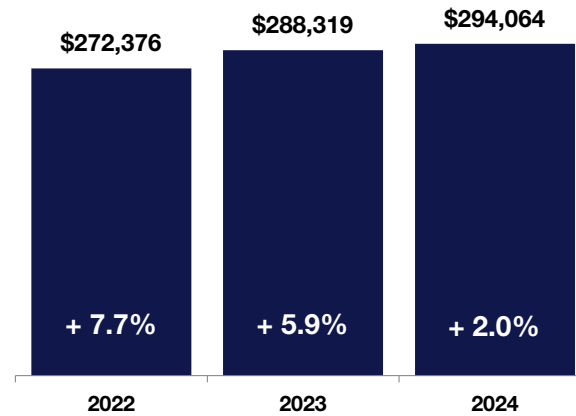
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



October

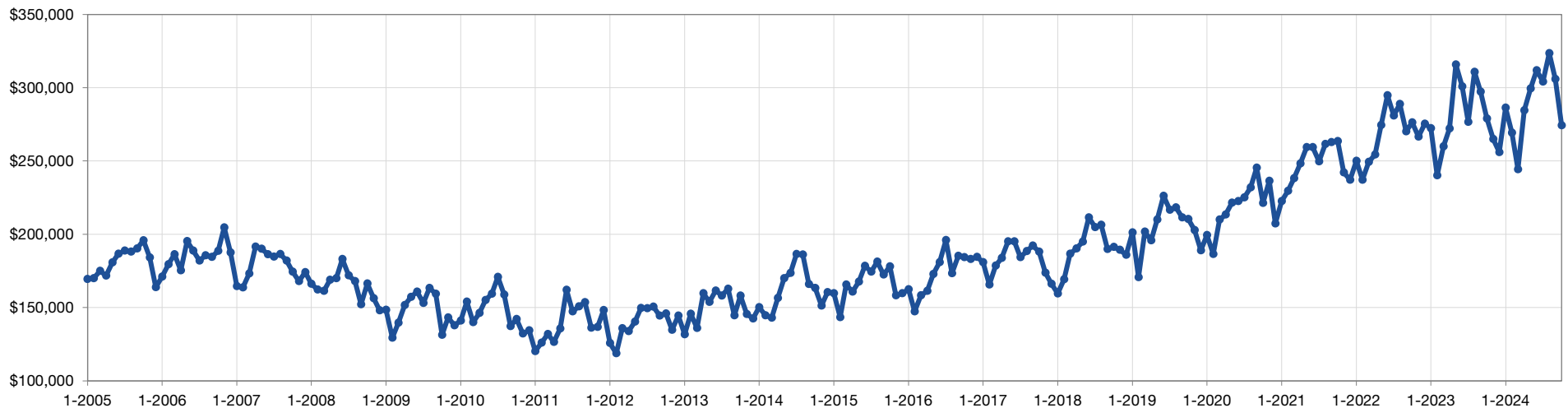


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
September 2024	\$305,816	\$297,225	+2.9%
October 2024	\$274,339	\$278,930	-1.6%
12-Month Avg	\$285,341	\$280,519	+1.7%

Historical Average Sales Price by Month

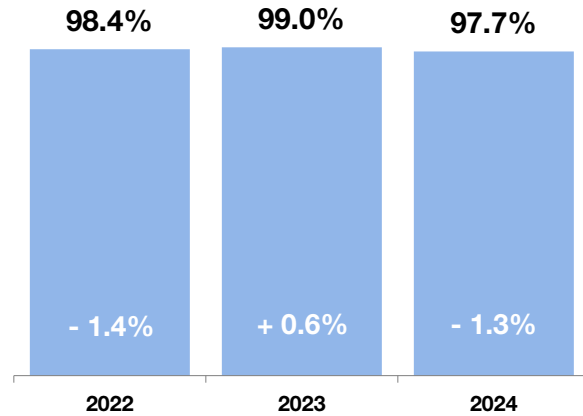


Percent of Original List Price Received

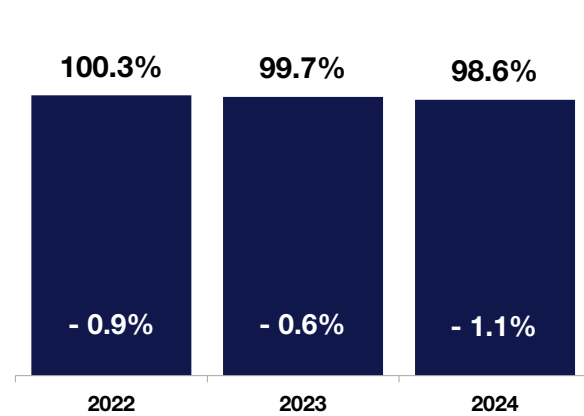


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

October

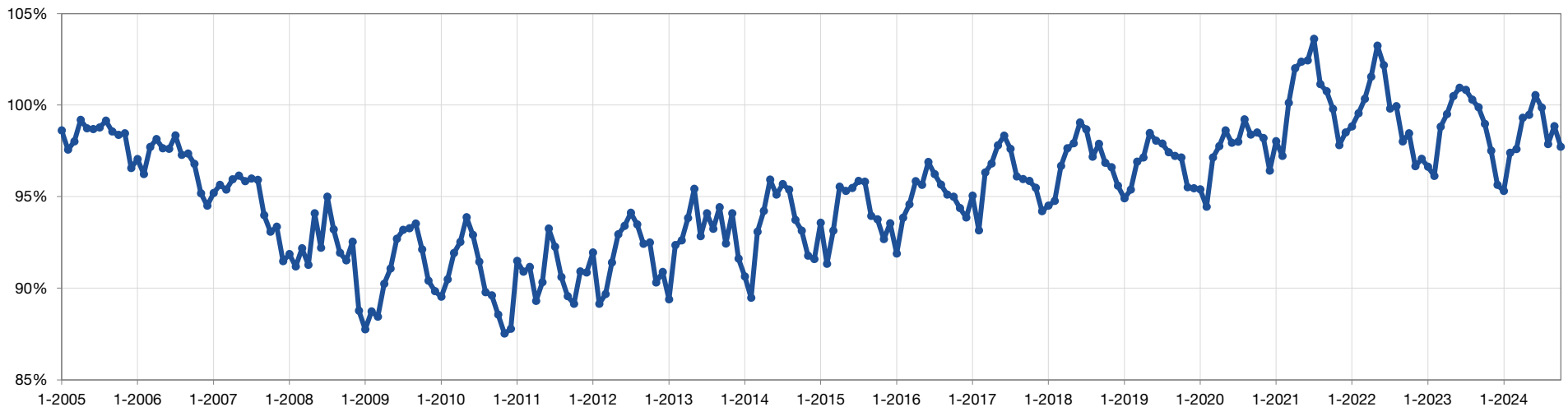


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
September 2024	98.8%	99.9%	-1.1%
October 2024	97.7%	99.0%	-1.3%
12-Month Avg	98.1%	98.8%	-0.7%

Historical Percent of Original List Price Received by Month

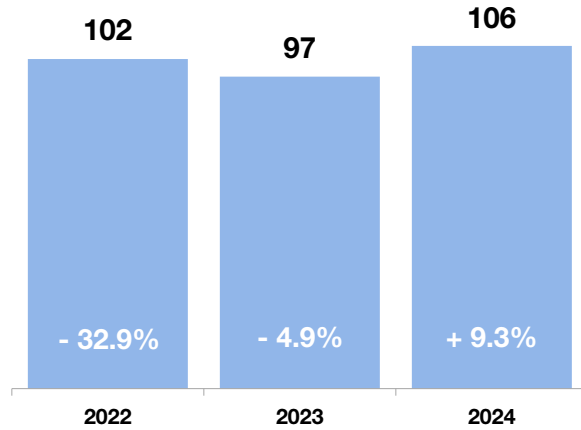


Housing Affordability Index

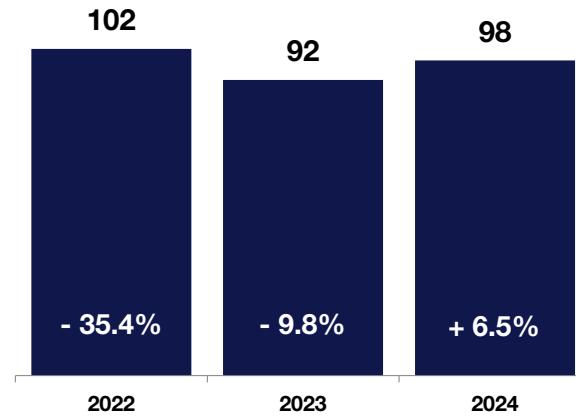


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

October

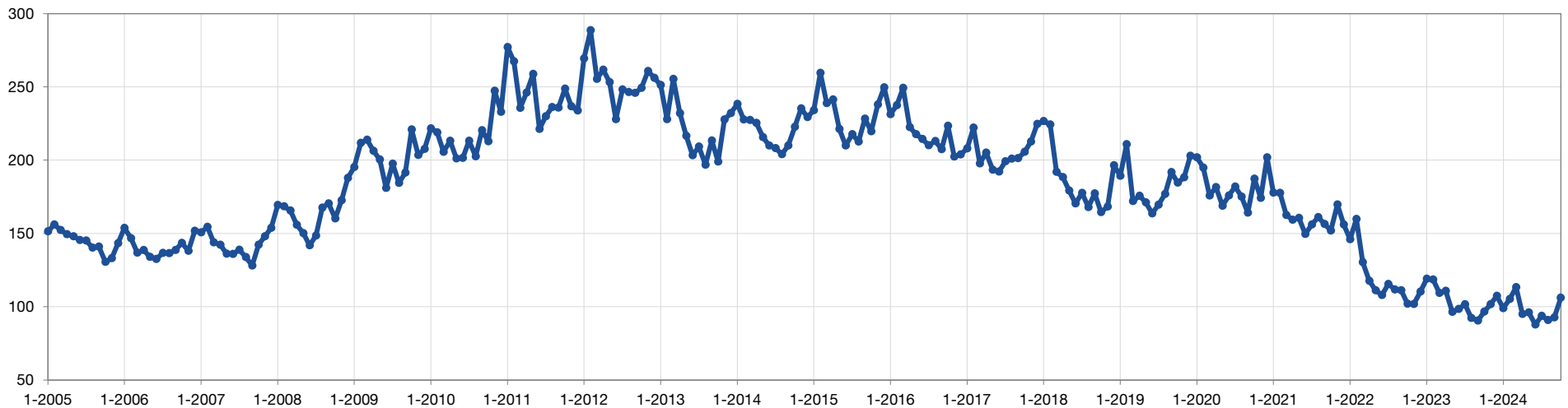


Year to Date



Affordability Index	Prior Year	Percent Change
November 2023	102	0.0%
December 2023	110	-2.7%
January 2024	119	-16.8%
February 2024	118	-11.0%
March 2024	109	+3.7%
April 2024	111	-14.4%
May 2024	96	0.0%
June 2024	98	-10.2%
July 2024	102	-7.8%
August 2024	92	-1.1%
September 2024	91	+2.2%
October 2024	97	+9.3%
12-Month Avg	99	-4.8%

Historical Housing Affordability Index by Month

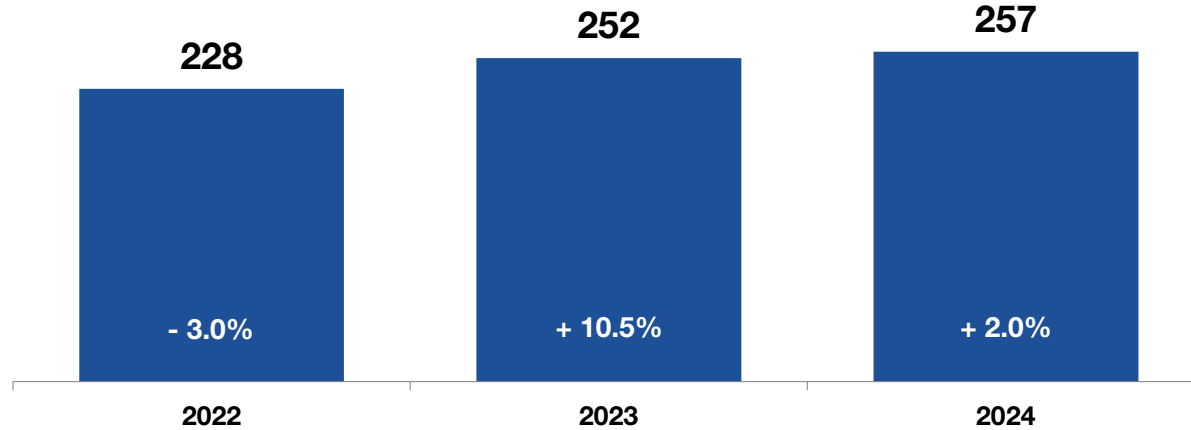


Inventory of Homes for Sale

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



October



	Homes for Sale	Prior Year	Percent Change
November 2023	251	210	+19.5%
December 2023	201	147	+36.7%
January 2024	192	166	+15.7%
February 2024	202	160	+26.3%
March 2024	203	169	+20.1%
April 2024	214	159	+34.6%
May 2024	225	193	+16.6%
June 2024	255	206	+23.8%
July 2024	263	208	+26.4%
August 2024	285	216	+31.9%
September 2024	305	250	+22.0%
October 2024	257	252	+2.0%
12-Month Avg	238	195	+22.1%

Historical Inventory of Homes for Sale by Month

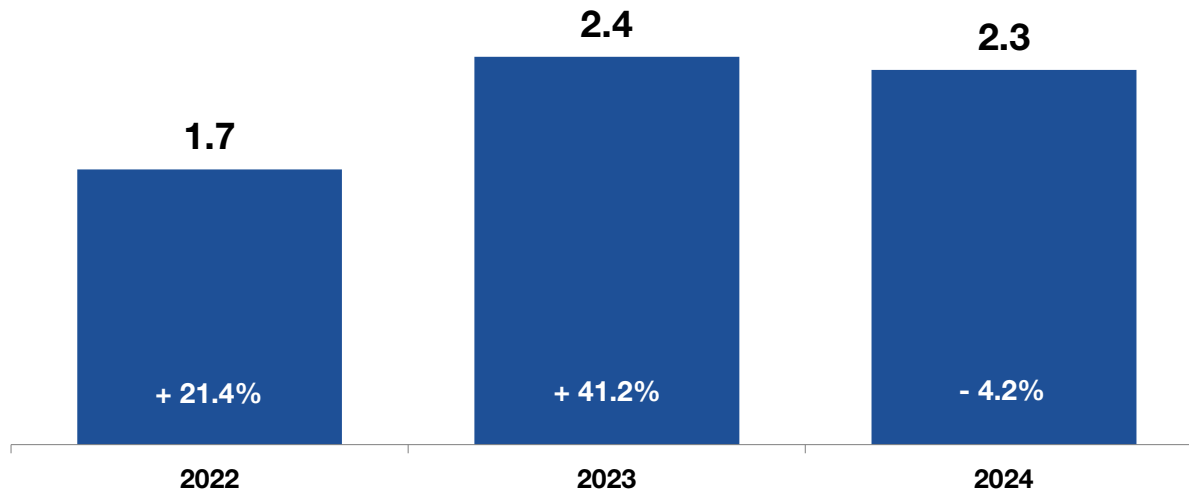


Months Supply of Inventory

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.



October



	Months Supply	Prior Year	Percent Change
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	1.9	+26.3%
August 2024	2.6	2.0	+30.0%
September 2024	2.8	2.3	+21.7%
October 2024	2.3	2.4	-4.2%
12-Month Avg	2.2	1.7	+29.4%

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 2023	YTD 2024	+ / -	YTD 2023	YTD 2024	+ / -	YTD 2023	YTD 2024	+ / -	10-2023	10-2024	+ / -	10-2023	10-2024	+ / -
Albany	30	27	-10.0%	26	22	-15.4%	\$248,750	\$252,100	+1.3%	3	3	0.0%	1.0	1.2	+11.9%
Avon	43	40	-7.0%	35	30	-14.3%	\$320,000	\$314,000	-1.9%	6	9	+50.0%	1.8	2.6	+43.4%
Clearwater	56	52	-7.1%	41	45	+9.8%	\$311,000	\$327,000	+5.1%	12	11	-8.3%	2.9	2.6	-10.2%
Cold Spring	86	95	+10.5%	73	74	+1.4%	\$322,900	\$321,250	-0.5%	21	25	+19.0%	3.0	3.5	+16.3%
Eden Lake Twp	8	10	+25.0%	7	9	+28.6%	\$350,000	\$310,000	-11.4%	0	2	--	0.0	1.6	--
Eden Valley	15	18	+20.0%	12	15	+25.0%	\$255,000	\$236,000	-7.5%	2	4	+100.0%	1.4	1.9	+31.8%
Fair Haven Twp	8	4	-50.0%	6	2	-66.7%	\$323,750	\$253,000	-21.9%	2	0	-100.0%	1.1	0.0	-100.0%
Foley	46	52	+13.0%	39	44	+12.8%	\$244,500	\$299,250	+22.4%	7	7	0.0%	1.9	1.5	-19.3%
Freeport	6	10	+66.7%	7	9	+28.6%	\$320,500	\$270,000	-15.8%	2	0	-100.0%	1.2	0.0	-100.0%
Holdingford	13	16	+23.1%	6	15	+150.0%	\$182,313	\$247,000	+35.5%	5	1	-80.0%	4.3	0.4	-90.5%
Kimball	58	41	-29.3%	31	28	-9.7%	\$275,400	\$323,200	+17.4%	13	12	-7.7%	3.5	4.5	+29.0%
Maine Prairie Twp	2	1	-50.0%	3	0	-100.0%	\$360,000	\$0	-100.0%	0	1	--	0.0	0.0	--
Melrose	35	51	+45.7%	28	32	+14.3%	\$227,750	\$256,000	+12.4%	8	11	+37.5%	2.8	2.8	-0.1%
Paynesville	39	75	+92.3%	34	47	+38.2%	\$227,450	\$262,500	+15.4%	2	19	+850.0%	0.5	3.7	+614.1%
Rice	70	61	-12.9%	54	42	-22.2%	\$295,500	\$309,450	+4.7%	16	13	-18.8%	3.0	2.8	-5.1%
Richmond	75	70	-6.7%	56	50	-10.7%	\$319,950	\$347,500	+8.6%	13	18	+38.5%	2.5	3.9	+55.8%
Rockville	19	18	-5.3%	16	15	-6.3%	\$309,500	\$323,900	+4.7%	8	3	-62.5%	3.6	1.9	-47.9%
Sartell	236	268	+13.6%	178	191	+7.3%	\$342,500	\$334,900	-2.2%	47	53	+12.8%	2.7	2.8	+3.3%
Sauk Centre	71	97	+36.6%	55	71	+29.1%	\$228,000	\$272,000	+19.3%	16	15	-6.3%	2.9	2.0	-31.3%
Sauk Rapids	163	191	+17.2%	142	145	+2.1%	\$284,950	\$290,000	+1.8%	28	21	-25.0%	2.0	1.4	-28.9%
Saint Cloud	840	849	+1.1%	666	658	-1.2%	\$240,000	\$249,900	+4.1%	156	154	-1.3%	2.4	2.4	-1.7%
Saint Joseph	52	82	+57.7%	41	74	+80.5%	\$291,500	\$283,500	-2.7%	12	11	-8.3%	3.2	1.5	-52.6%
Saint Augusta	59	62	+5.1%	38	37	-2.6%	\$360,091	\$335,000	-7.0%	11	17	+54.5%	2.8	4.6	+62.1%
Waite Park	78	91	+16.7%	65	66	+1.5%	\$235,000	\$237,500	+1.1%	9	18	+100.0%	1.4	2.9	+108.1%
Wakefield Twp	5	6	+20.0%	4	1	-75.0%	\$443,750	\$700,000	+57.7%	0	2	--	0.0	2.0	--