



# Monthly Indicators

## November 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

**+ 6.5%**      **+ 5.0%**      **- 8.7%**

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.



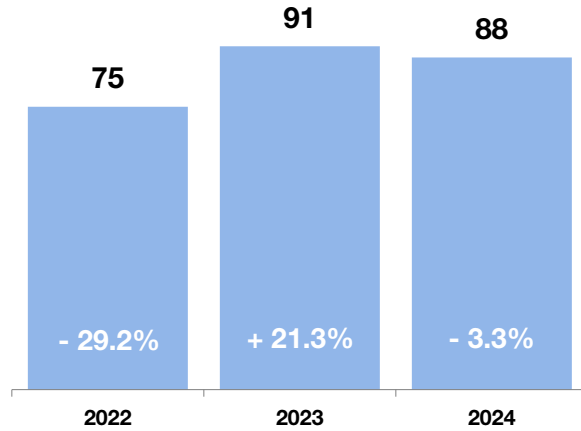
Key Metrics	Historical Sparkbars	11-2023	11-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
<b>New Listings</b>		91	88	- 3.3%	1,460	1,572	+ 7.7%
<b>Pending Sales</b>		72	90	+ 25.0%	1,203	1,277	+ 6.2%
<b>Closed Sales</b>		107	114	+ 6.5%	1,199	1,251	+ 4.3%
<b>Days on Market</b>		28	37	+ 32.1%	32	37	+ 15.6%
<b>Median Sales Price</b>		\$250,000	\$262,500	+ 5.0%	\$262,000	\$275,000	+ 5.0%
<b>Avg. Sales Price</b>		\$264,985	\$285,060	+ 7.6%	\$286,237	\$292,855	+ 2.3%
<b>Pct. of Orig. Price Received</b>		97.5%	96.9%	- 0.6%	99.5%	98.5%	- 1.0%
<b>Affordability Index</b>		102	101	- 1.0%	97	96	- 1.0%
<b>Homes for Sale</b>		252	230	- 8.7%	--	--	--
<b>Months Supply</b>		2.4	2.0	- 16.7%	--	--	--

# New Listings

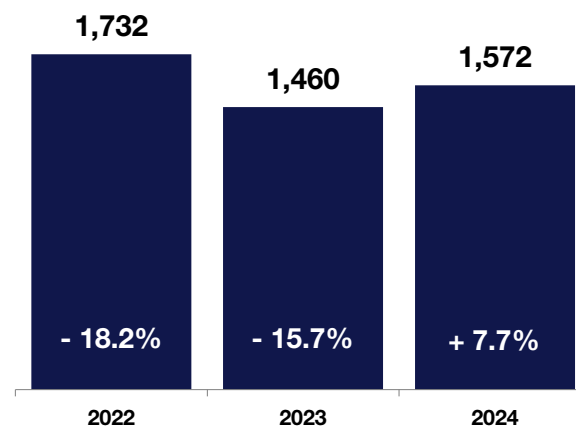
A count of the properties that have been newly listed on the market in a given month.



## November

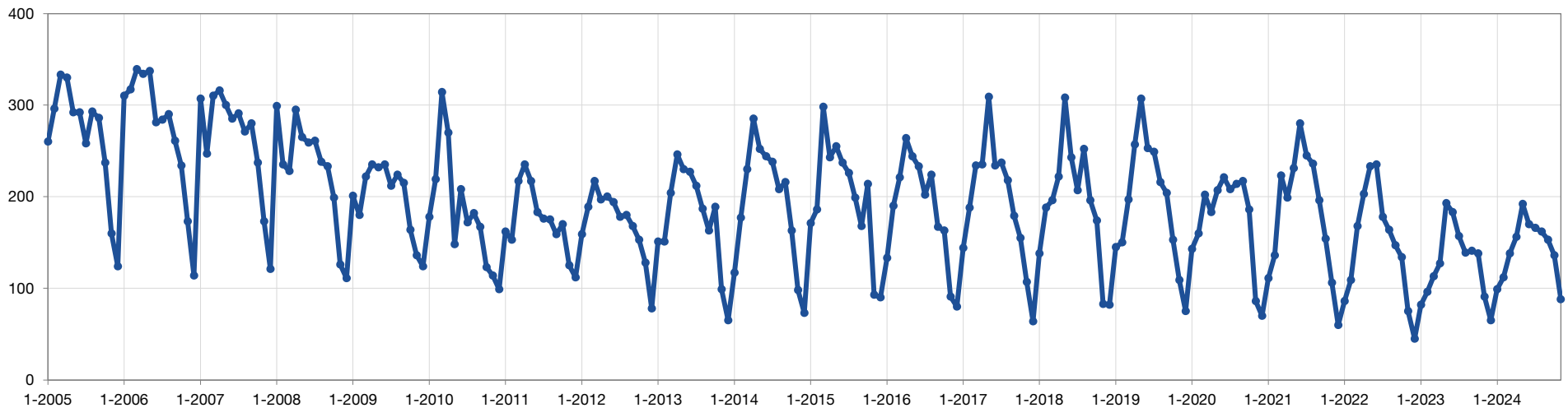


## Year to Date



	New Listings	Prior Year	Percent Change
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	153	141	+8.5%
October 2024	136	138	-1.4%
<b>November 2024</b>	<b>88</b>	<b>91</b>	<b>-3.3%</b>
12-Month Avg	136	125	+8.8%

## Historical New Listings by Month

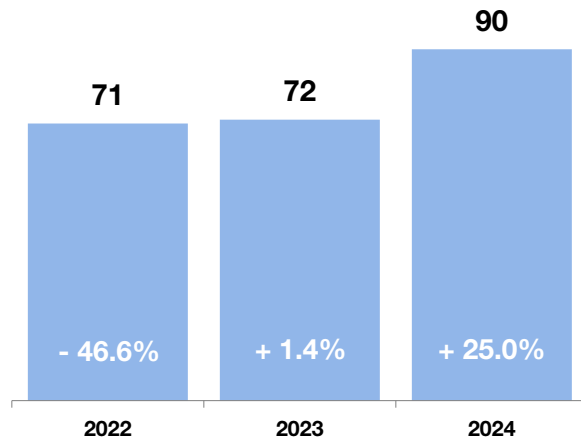


# Pending Sales

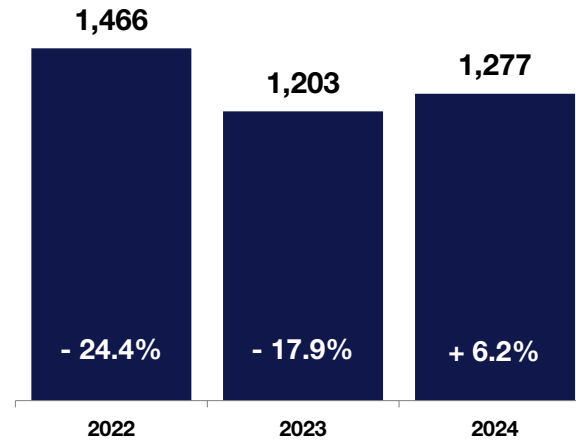
A count of the properties on which offers have been accepted in a given month.



## November

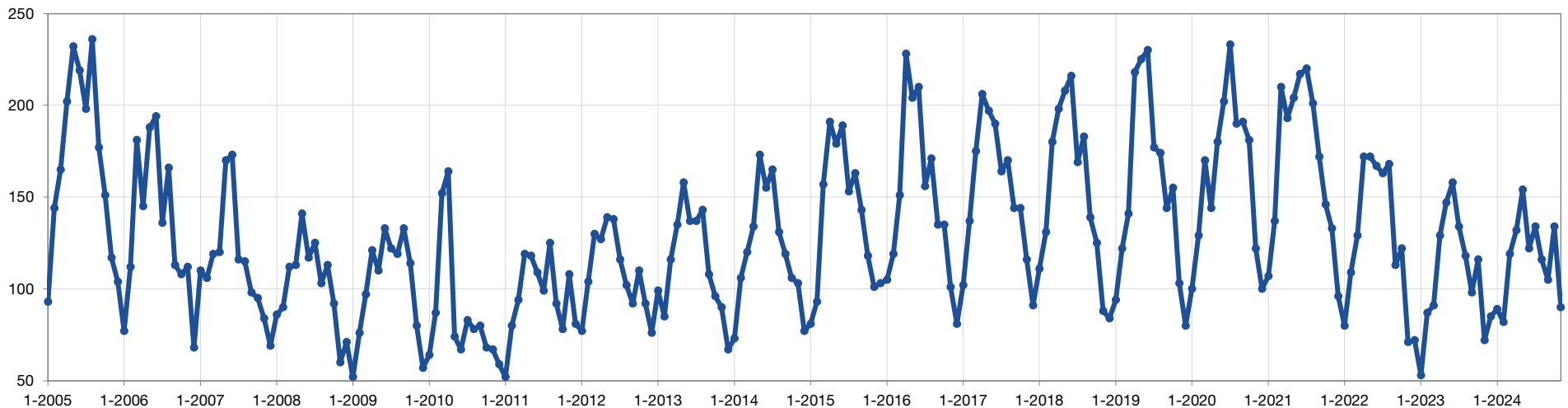


## Year to Date



Pending Sales	Prior Year	Percent Change	
December 2023	85	72	+18.1%
January 2024	89	53	+67.9%
February 2024	82	87	-5.7%
March 2024	119	91	+30.8%
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	105	98	+7.1%
October 2024	134	116	+15.5%
<b>November 2024</b>	<b>90</b>	<b>72</b>	<b>+25.0%</b>
12-Month Avg	114	106	+7.5%

## Historical Pending Sales by Month

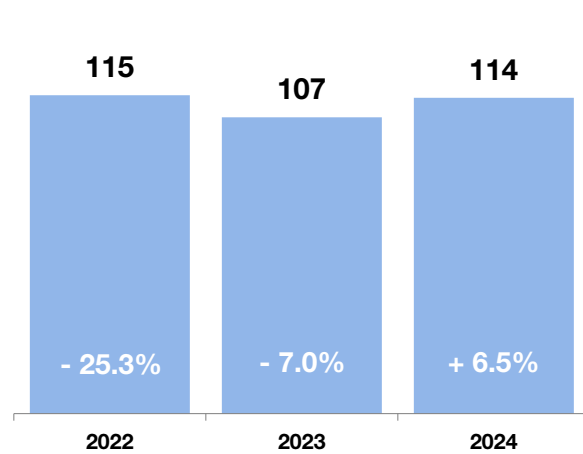


# Closed Sales

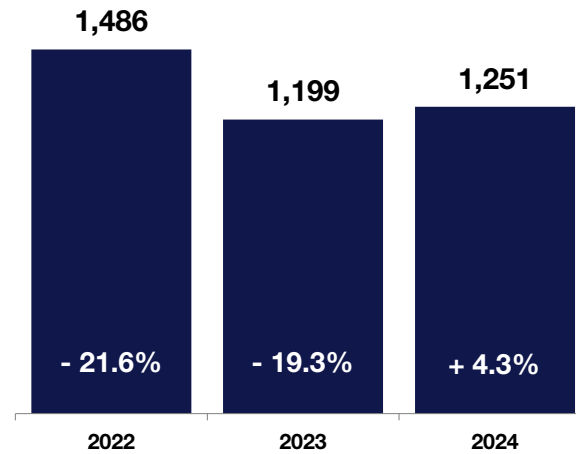
A count of the actual sales that closed in a given month.



## November

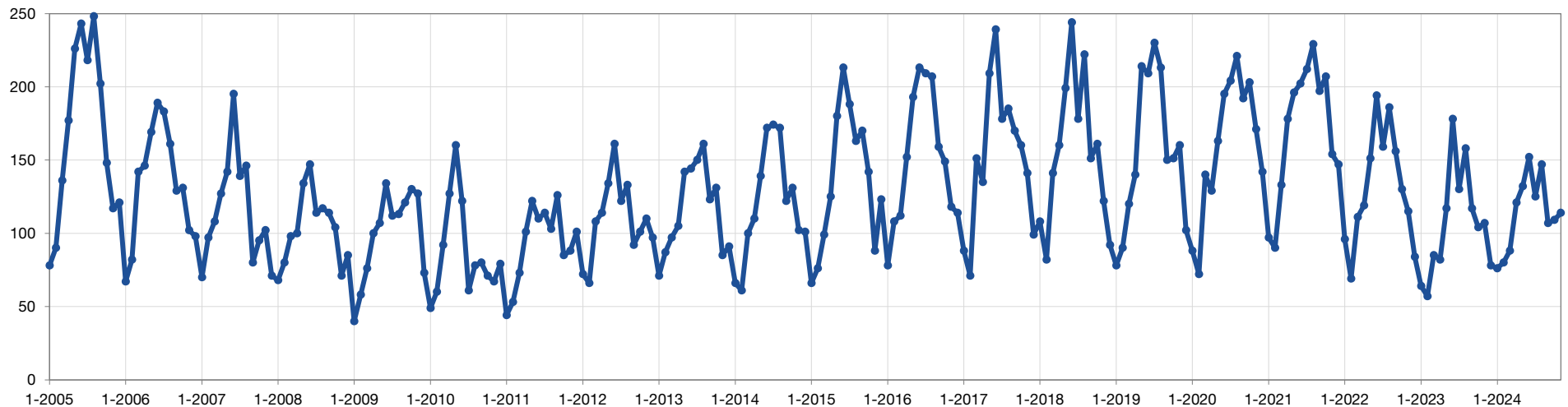


## Year to Date



Closed Sales	Prior Year	Percent Change
December 2023	84	-7.1%
January 2024	64	+18.8%
February 2024	57	+40.4%
March 2024	85	+3.5%
April 2024	82	+47.6%
May 2024	117	+12.8%
June 2024	178	-14.6%
July 2024	130	-3.8%
August 2024	158	-7.0%
September 2024	117	-8.5%
October 2024	104	+4.8%
<b>November 2024</b>	<b>107</b>	<b>+6.5%</b>
12-Month Avg	111	+3.7%

## Historical Closed Sales by Month

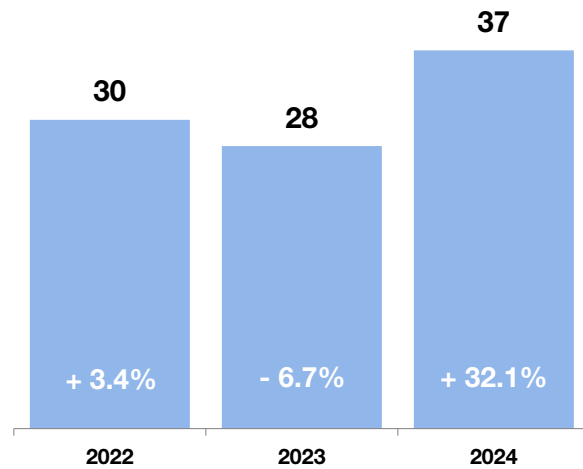


# Days on Market Until Sale

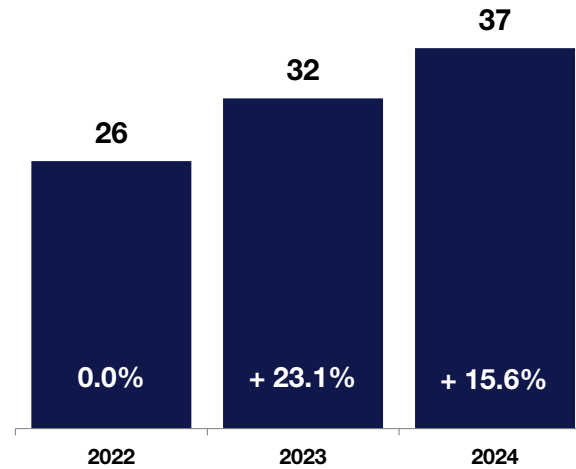
Average number of days between when a property is listed and when an offer is accepted in a given month.



## November

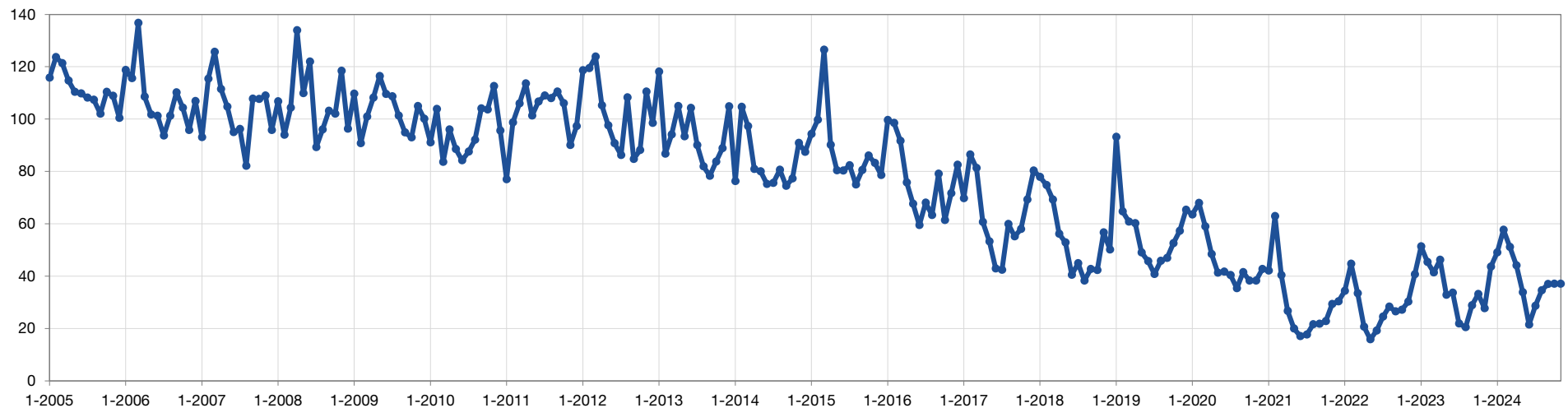


## Year to Date



Days on Market		Prior Year	Percent Change
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%
<b>November 2024</b>	<b>37</b>	<b>28</b>	<b>+32.1%</b>
12-Month Avg	40	35	+14.3%

## Historical Days on Market Until Sale by Month

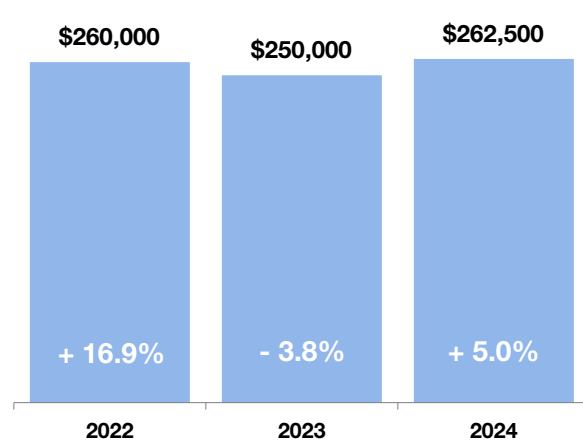


# Median Sales Price

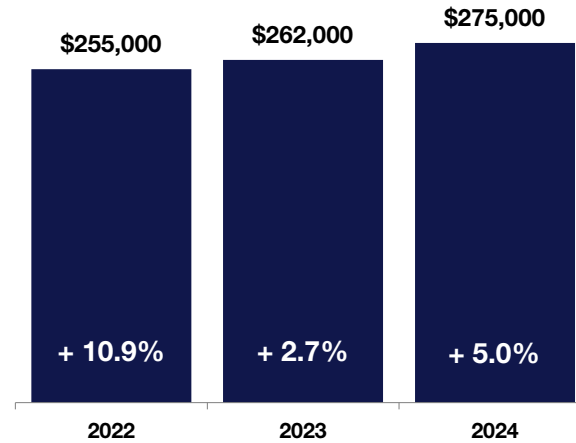
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## November



## Year to Date



	Median Sales Price	Prior Year	Percent Change
December 2023	\$250,250	\$248,000	+0.9%
January 2024	\$269,000	\$235,500	+14.2%
February 2024	\$248,450	\$229,000	+8.5%
March 2024	\$231,500	\$252,000	-8.1%
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%
<b>November 2024</b>	<b>\$262,500</b>	<b>\$250,000</b>	<b>+5.0%</b>
12-Month Avg	\$270,175	\$256,904	+5.2%

## Historical Median Sales Price by Month

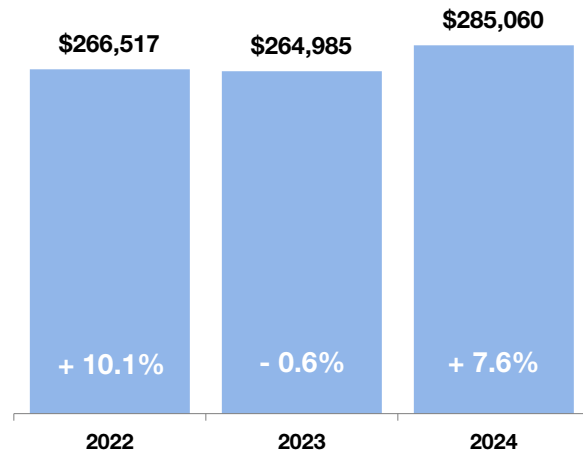


# Average Sales Price

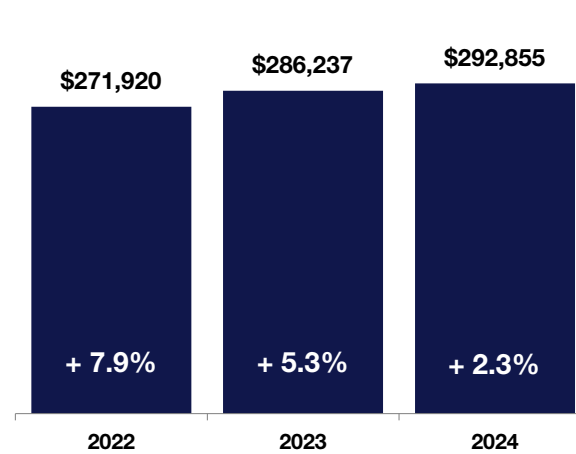
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## November

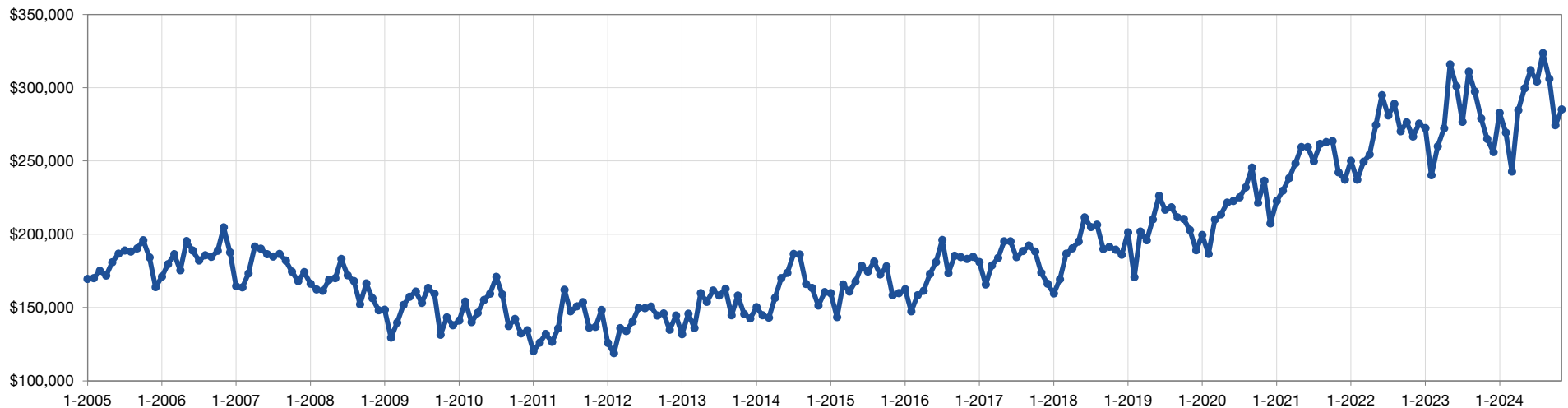


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
December 2023	\$256,010	\$275,301	-7.0%
January 2024	\$282,678	\$272,193	+3.9%
February 2024	\$269,238	\$240,081	+12.1%
March 2024	\$242,656	\$259,884	-6.6%
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%
<b>November 2024</b>	<b>\$285,060</b>	<b>\$264,985</b>	<b>+7.6%</b>
12-Month Avg	\$286,575	\$280,392	+2.2%

## Historical Average Sales Price by Month

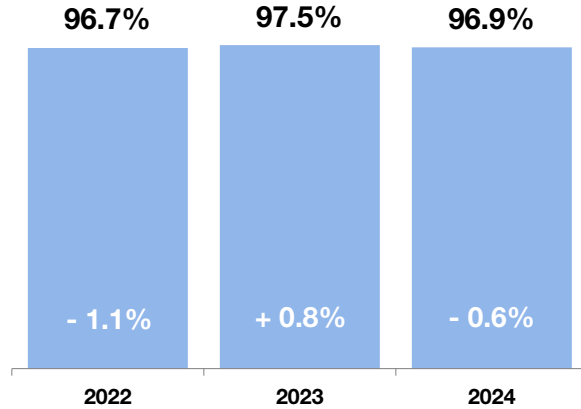


# Percent of Original List Price Received

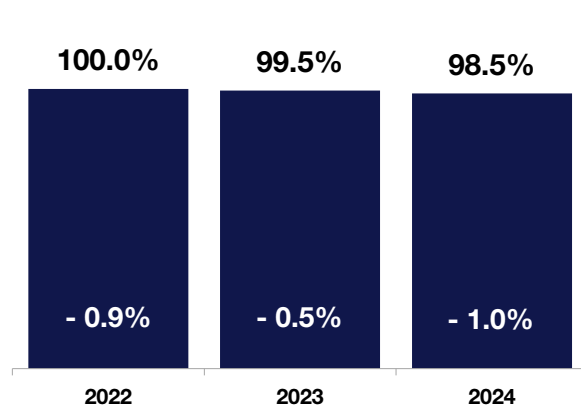


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## November

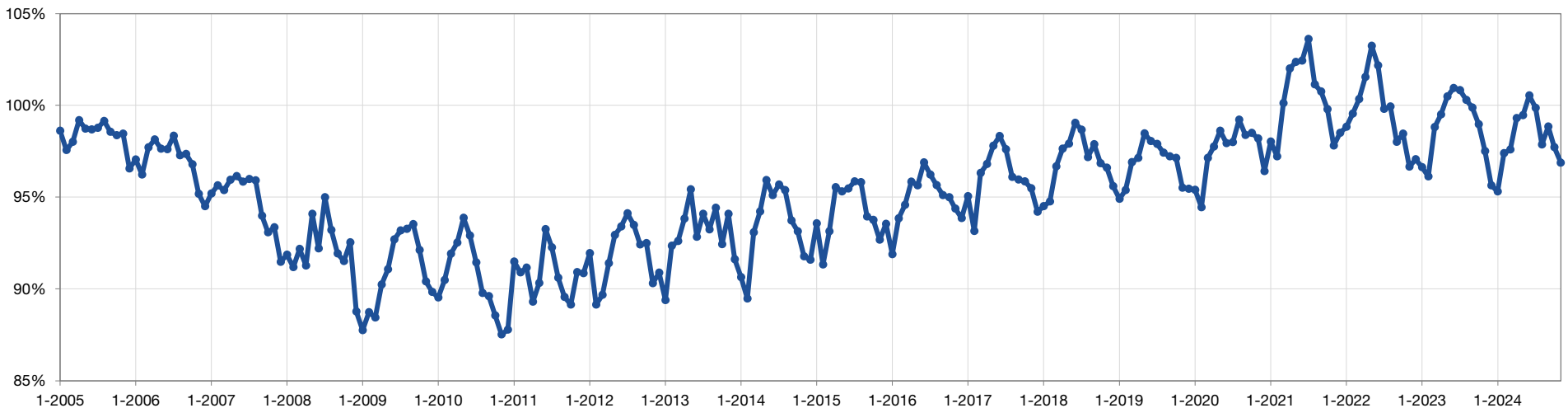


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
<b>November 2024</b>	<b>96.9%</b>	<b>97.5%</b>	<b>-0.6%</b>
12-Month Avg	98.0%	98.9%	-0.9%

## Historical Percent of Original List Price Received by Month

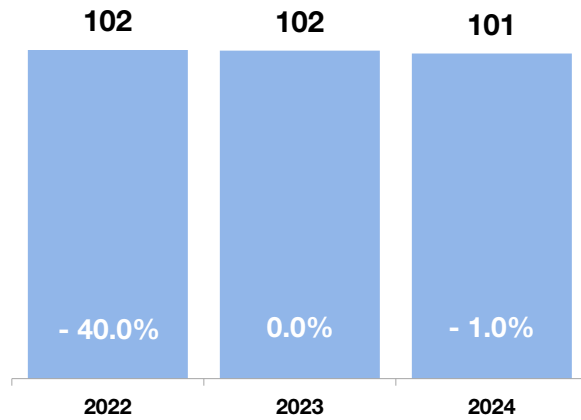


# Housing Affordability Index

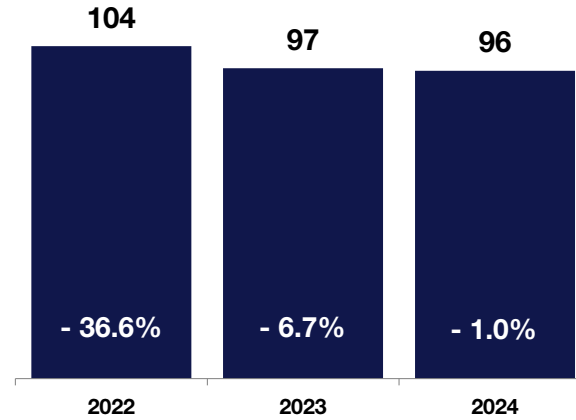


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## November

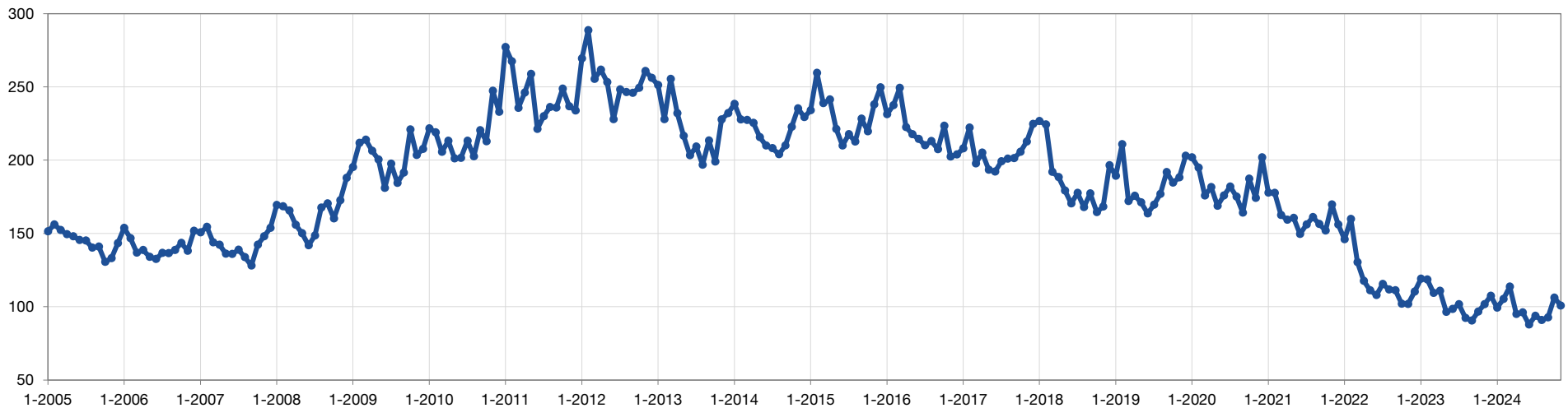


## Year to Date



	Affordability Index	Prior Year	Percent Change
December 2023	107	110	-2.7%
January 2024	99	119	-16.8%
February 2024	105	118	-11.0%
March 2024	114	109	+4.6%
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%
September 2024	93	91	+2.2%
October 2024	106	97	+9.3%
<b>November 2024</b>	<b>101</b>	<b>102</b>	<b>-1.0%</b>
12-Month Avg	99	104	-4.8%

## Historical Housing Affordability Index by Month

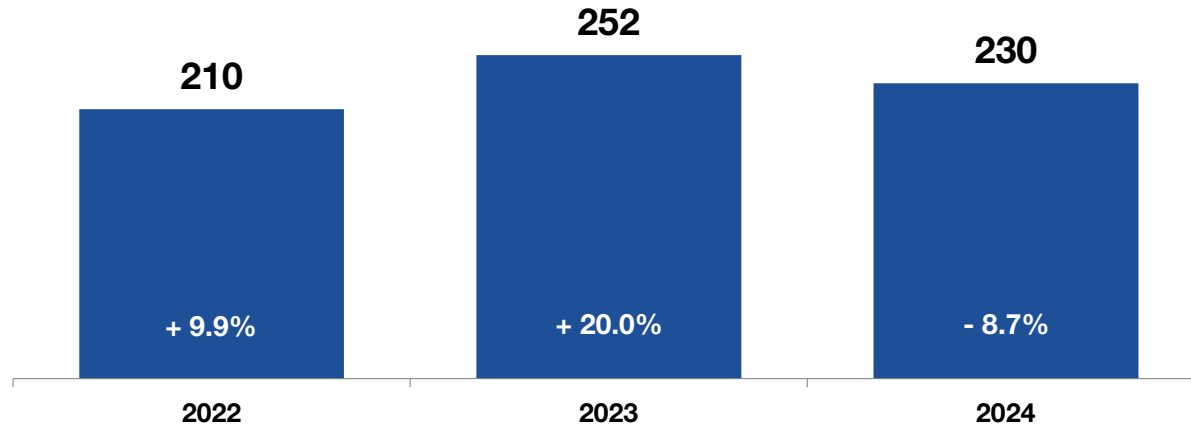


# Inventory of Homes for Sale

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

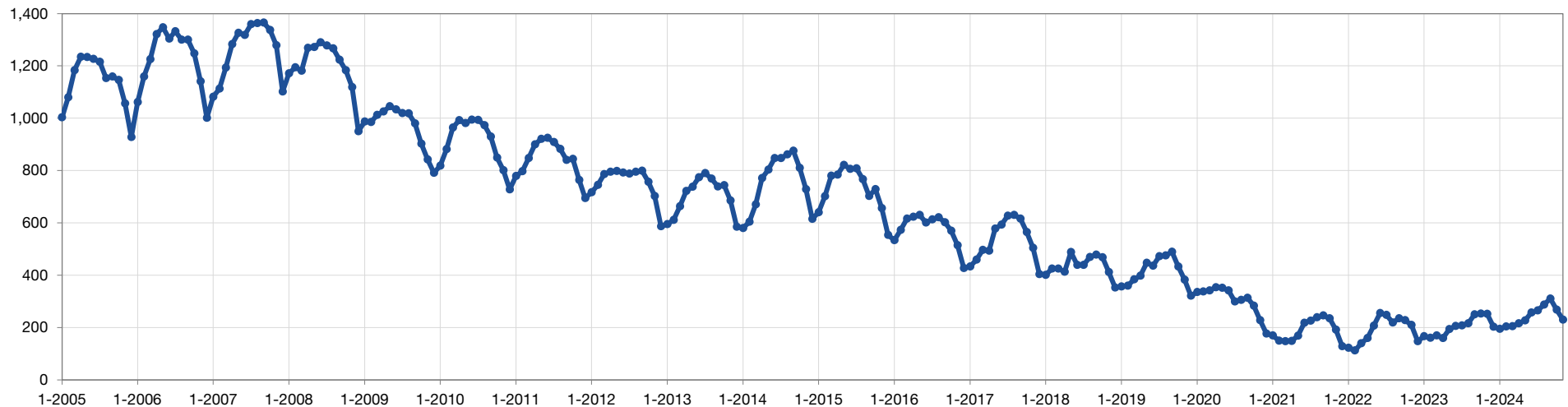


## November



Homes for Sale	Prior Year	Percent Change
December 2023	147	+38.1%
January 2024	166	+16.9%
February 2024	160	+27.5%
March 2024	169	+21.3%
April 2024	159	+35.8%
May 2024	193	+17.6%
June 2024	206	+24.8%
July 2024	208	+27.4%
August 2024	216	+32.9%
September 2024	250	+24.0%
October 2024	253	+5.9%
<b>November 2024</b>	<b>230</b>	<b>-8.7%</b>
12-Month Avg	239	+20.7%

## Historical Inventory of Homes for Sale by Month

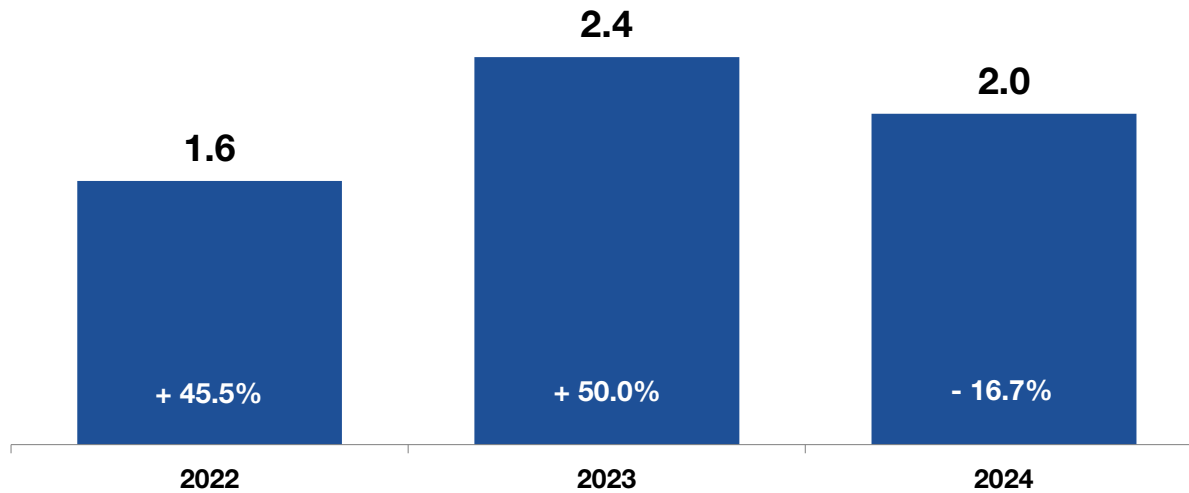


# Months Supply of Inventory

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.



## November



	Months Supply	Prior Year	Percent Change
December 2023	1.9	1.1	+72.7%
January 2024	1.8	1.3	+38.5%
February 2024	1.9	1.3	+46.2%
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	2.4	2.4	0.0%
<b>November 2024</b>	<b>2.0</b>	<b>2.4</b>	<b>-16.7%</b>
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	+ / -	11-2023	11-2024	+ / -	11-2023	11-2024	+ / -
Albany	32	27	-15.6%	30	24	-20.0%	\$248,750	\$269,950	+8.5%	3	3	0.0%	1.0	1.1	+4.7%
Avon	45	41	-8.9%	39	33	-15.4%	\$320,000	\$313,000	-2.2%	6	8	+33.3%	1.9	2.3	+17.5%
Clearwater	61	56	-8.2%	44	47	+6.8%	\$317,500	\$325,000	+2.4%	15	11	-26.7%	3.9	2.5	-36.4%
Cold Spring	95	99	+4.2%	78	82	+5.1%	\$325,450	\$321,250	-1.3%	21	20	-4.8%	2.9	2.9	-2.5%
Eden Lake Twp	9	10	+11.1%	8	9	+12.5%	\$352,500	\$310,000	-12.1%	0	1	--	0.0	0.8	--
Eden Valley	16	20	+25.0%	12	16	+33.3%	\$255,000	\$240,500	-5.7%	2	2	0.0%	1.4	0.8	-41.1%
Fair Haven Twp	8	4	-50.0%	7	3	-57.1%	\$327,500	\$266,000	-18.8%	0	0	--	0.0	0.0	--
Foley	49	58	+18.4%	41	48	+17.1%	\$245,000	\$289,250	+18.1%	7	7	0.0%	1.9	1.5	-20.9%
Freeport	6	11	+83.3%	8	11	+37.5%	\$316,000	\$270,000	-14.6%	2	1	-50.0%	1.4	0.5	-68.2%
Holdingford	15	18	+20.0%	7	16	+128.6%	\$180,000	\$251,000	+39.4%	2	2	0.0%	1.2	0.9	-23.8%
Kimball	60	46	-23.3%	39	31	-20.5%	\$277,900	\$315,000	+13.4%	12	11	-8.3%	3.1	3.8	+20.0%
Maine Prairie Twp	2	1	-50.0%	3	0	-100.0%	\$360,000	\$0	-100.0%	0	1	--	0.0	0.0	--
Melrose	37	57	+54.1%	33	34	+3.0%	\$232,900	\$251,000	+7.8%	9	11	+22.2%	3.2	2.6	-17.5%
Paynesville	45	78	+73.3%	38	50	+31.6%	\$222,450	\$261,250	+17.4%	5	16	+220.0%	1.3	3.1	+130.8%
Rice	70	63	-10.0%	59	48	-18.6%	\$295,000	\$309,450	+4.9%	11	12	+9.1%	2.0	2.7	+34.7%
Richmond	76	73	-3.9%	60	52	-13.3%	\$319,950	\$347,500	+8.6%	9	16	+77.8%	1.7	3.5	+106.9%
Rockville	21	19	-9.5%	18	16	-11.1%	\$315,000	\$326,700	+3.7%	8	3	-62.5%	3.6	1.9	-45.4%
Sartell	253	279	+10.3%	195	208	+6.7%	\$339,900	\$328,450	-3.4%	47	48	+2.1%	2.7	2.6	-5.6%
Sauk Centre	75	102	+36.0%	59	82	+39.0%	\$228,000	\$273,500	+20.0%	10	10	0.0%	1.7	1.4	-20.5%
Sauk Rapids	171	199	+16.4%	158	164	+3.8%	\$284,075	\$289,950	+2.1%	27	16	-40.7%	2.0	1.1	-44.4%
Saint Cloud	892	914	+2.5%	731	726	-0.7%	\$237,000	\$247,000	+4.2%	152	141	-7.2%	2.3	2.1	-9.6%
Saint Joseph	63	85	+34.9%	45	82	+82.2%	\$293,000	\$283,500	-3.2%	16	12	-25.0%	4.0	1.7	-57.1%
Saint Augusta	60	67	+11.7%	43	41	-4.7%	\$360,000	\$332,000	-7.8%	11	19	+72.7%	2.8	5.1	+81.2%
Waite Park	81	95	+17.3%	70	71	+1.4%	\$235,000	\$235,000	0.0%	10	13	+30.0%	1.6	2.0	+25.1%
Wakefield Twp	5	8	+60.0%	4	2	-50.0%	\$443,750	\$539,500	+21.6%	0	3	--	0.0	3.0	--