

Monthly Indicators

December 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

+ 32.1% **+ 7.9%** **- 10.8%**

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.



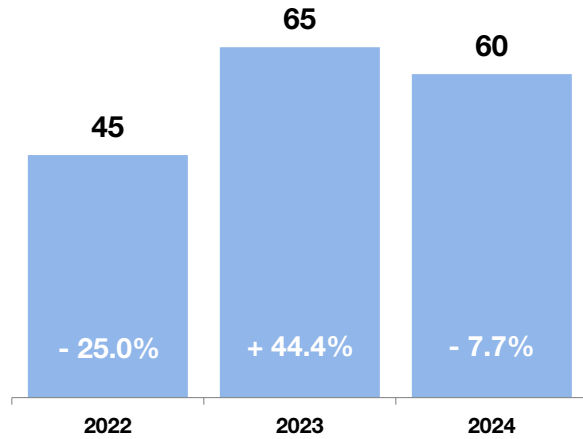
Key Metrics	Historical Sparkbars	12-2023	12-2024	Percent Change	YTD 2023	YTD 2024	Percent Change
New Listings		65	60	- 7.7%	1,525	1,634	+ 7.1%
Pending Sales		85	82	- 3.5%	1,288	1,357	+ 5.4%
Closed Sales		78	103	+ 32.1%	1,277	1,361	+ 6.6%
Days on Market		44	49	+ 11.4%	33	38	+ 15.2%
Median Sales Price		\$250,250	\$269,900	+ 7.9%	\$260,000	\$275,000	+ 5.8%
Avg. Sales Price		\$256,010	\$274,623	+ 7.3%	\$284,391	\$291,270	+ 2.4%
Pct. of Orig. Price Received		95.6%	96.0%	+ 0.4%	99.3%	98.3%	- 1.0%
Affordability Index		107	98	- 8.4%	103	96	- 6.8%
Homes for Sale		203	181	- 10.8%	--	--	--
Months Supply		1.9	1.6	- 15.8%	--	--	--

New Listings

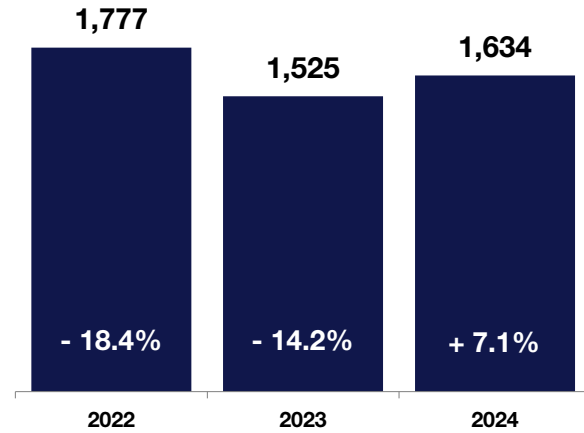
A count of the properties that have been newly listed on the market in a given month.



December

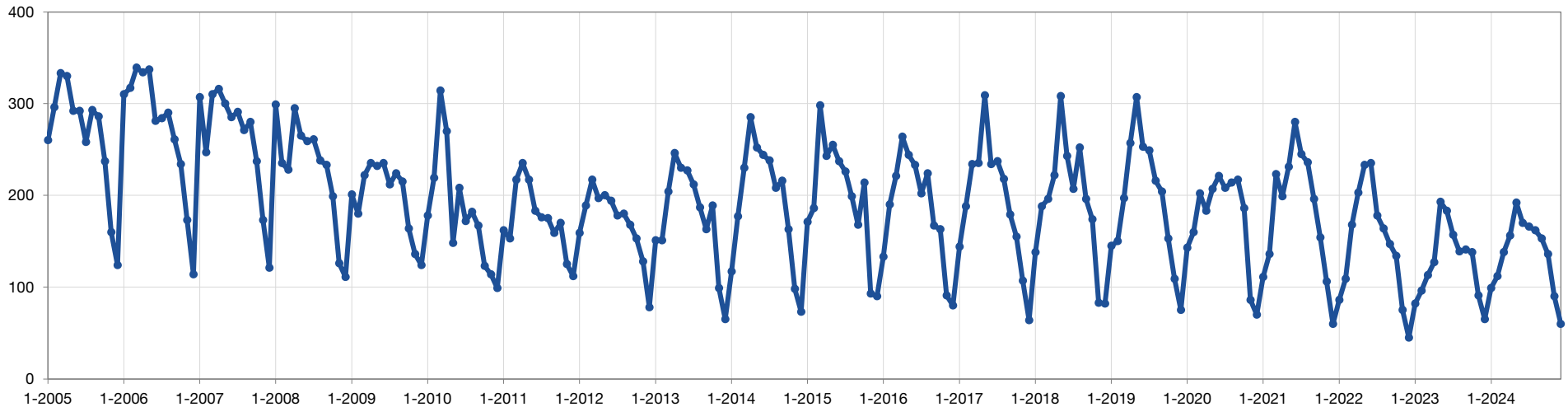


Year to Date



	New Listings	Prior Year	Percent Change
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%
November 2024	90	91	-1.1%
December 2024	60	65	-7.7%
12-Month Avg	136	127	+7.1%

Historical New Listings by Month

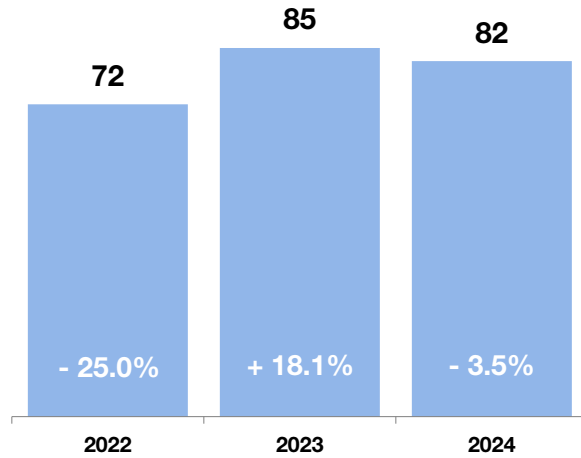


Pending Sales

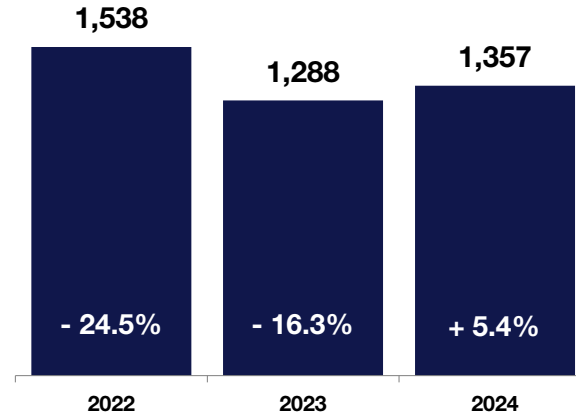
A count of the properties on which offers have been accepted in a given month.



December

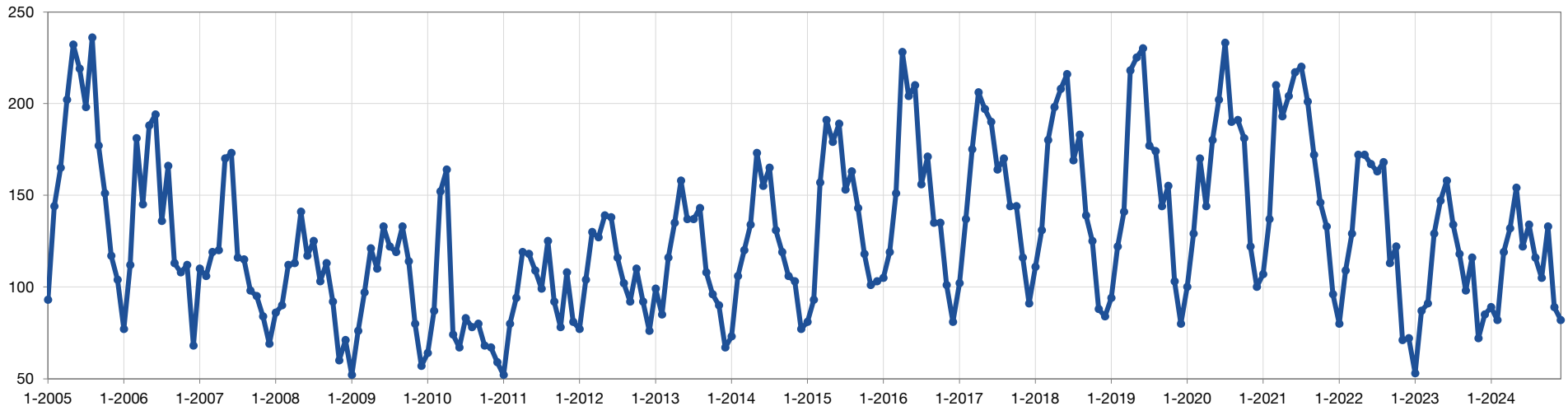


Year to Date



	Pending Sales	Prior Year	Percent Change
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	133	116	+14.7%
November 2024	89	72	+23.6%
December 2024	82	85	-3.5%
12-Month Avg	113	107	+5.6%

Historical Pending Sales by Month

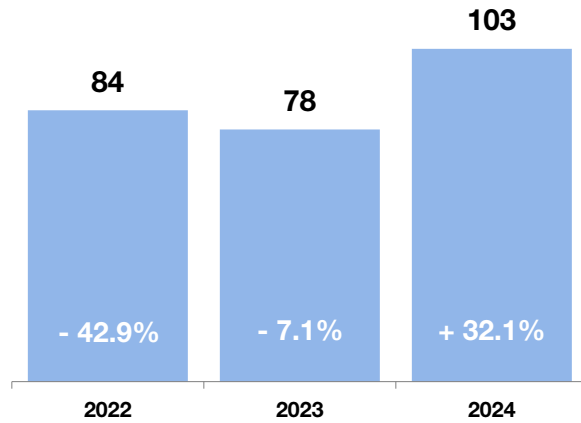


Closed Sales

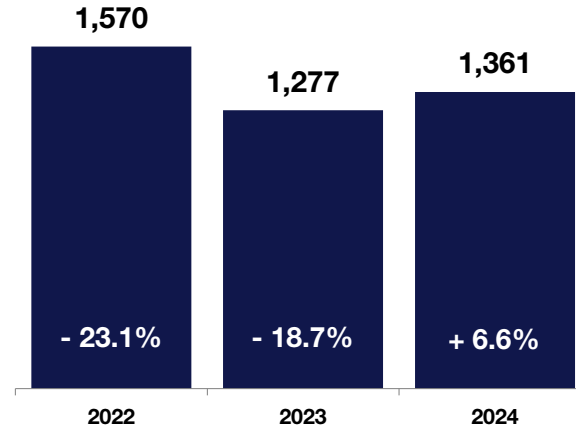
A count of the actual sales that closed in a given month.



December

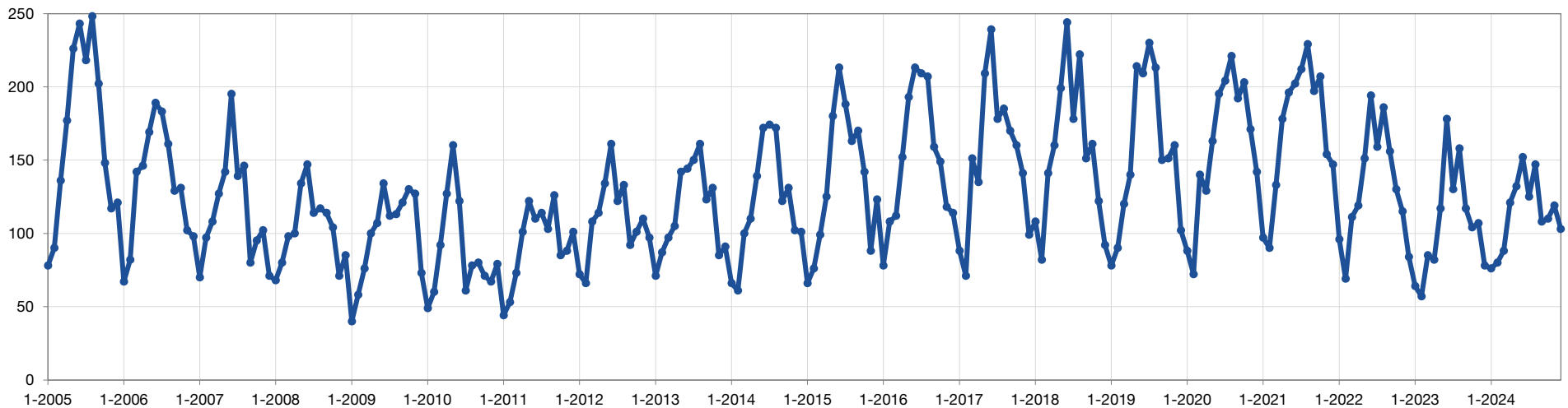


Year to Date



Closed Sales	Prior Year	Percent Change
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	-7.7%
October 2024	104	+5.8%
November 2024	107	+11.2%
December 2024	78	+32.1%
12-Month Avg	113	+6.6%

Historical Closed Sales by Month

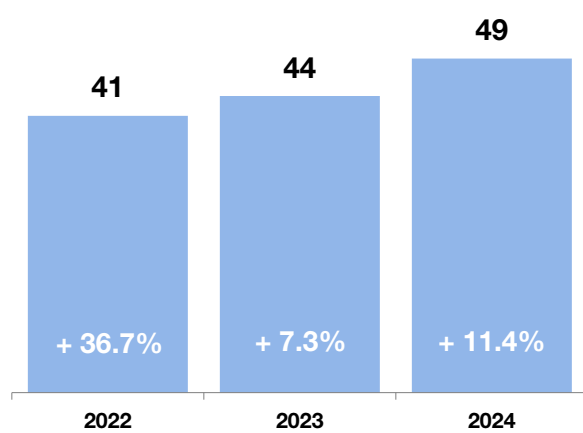


Days on Market Until Sale

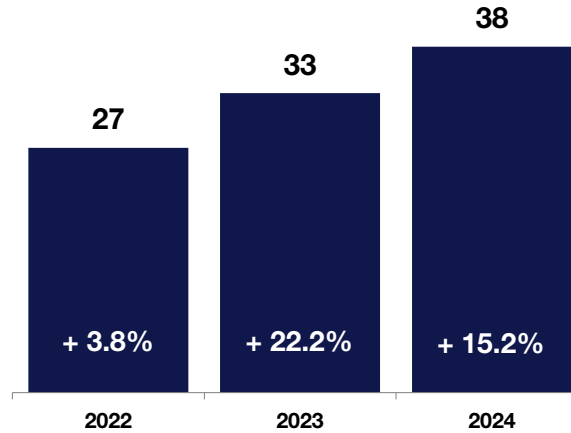
Average number of days between when a property is listed and when an offer is accepted in a given month.



December

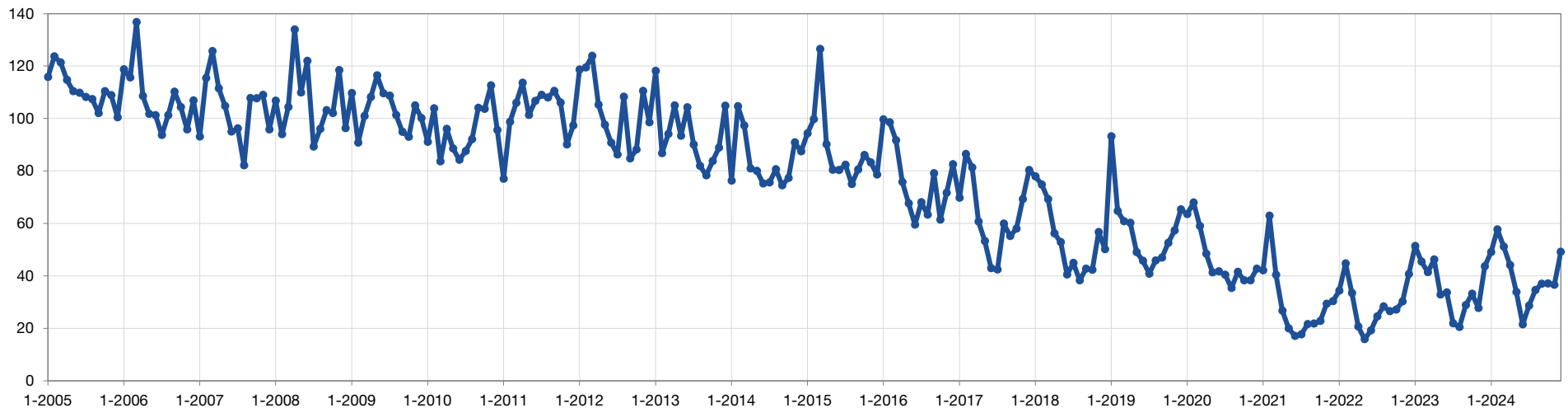


Year to Date



Days on Market	Prior Year	Percent Change
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%
September 2024	29	+27.6%
October 2024	33	+12.1%
November 2024	28	+32.1%
December 2024	44	+11.4%
12-Month Avg	40	+11.1%

Historical Days on Market Until Sale by Month

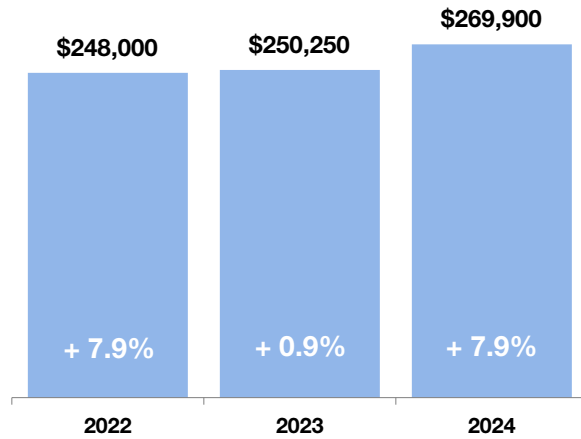


Median Sales Price

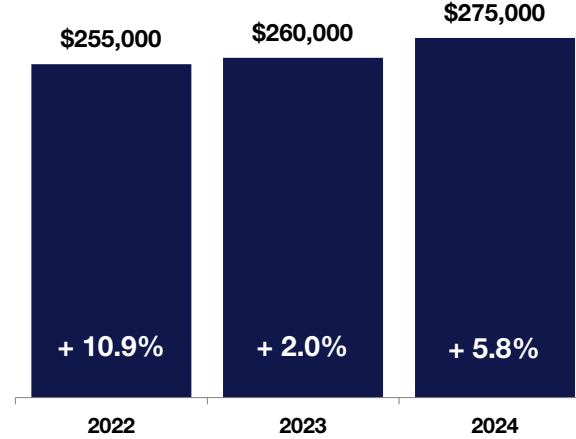
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



December



Year to Date



	Median Sales Price	Prior Year	Percent Change
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	\$305,250	\$280,000	+9.0%
October 2024	\$255,000	\$252,450	+1.0%
November 2024	\$260,000	\$250,000	+4.0%
December 2024	\$269,900	\$250,250	+7.9%
12-Month Avg	\$271,750	\$257,092	+5.7%

Historical Median Sales Price by Month

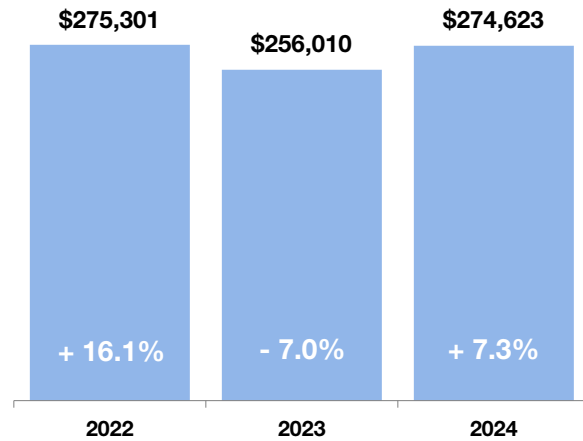


Average Sales Price

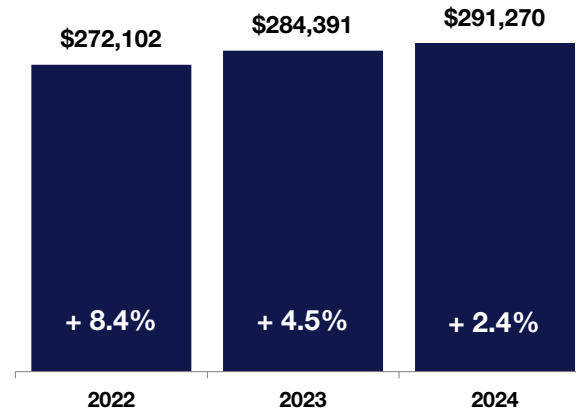
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



December

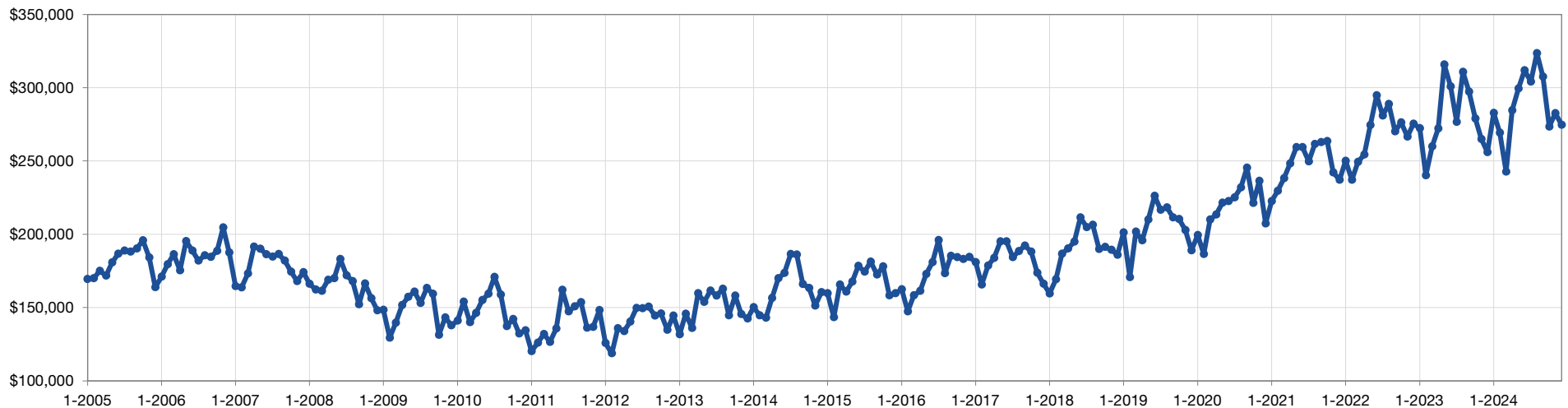


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$307,543	\$297,225	+3.5%
October 2024	\$273,354	\$278,930	-2.0%
November 2024	\$282,494	\$264,985	+6.6%
December 2024	\$274,623	\$256,010	+7.3%
12-Month Avg	\$287,974	\$278,784	+3.3%

Historical Average Sales Price by Month

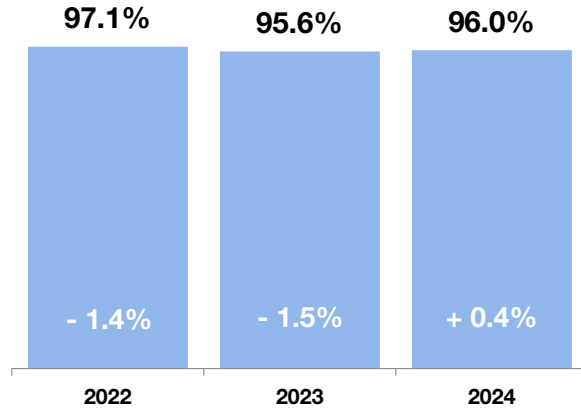


Percent of Original List Price Received

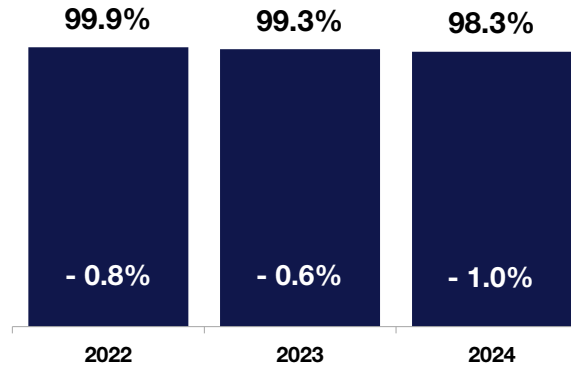


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

December

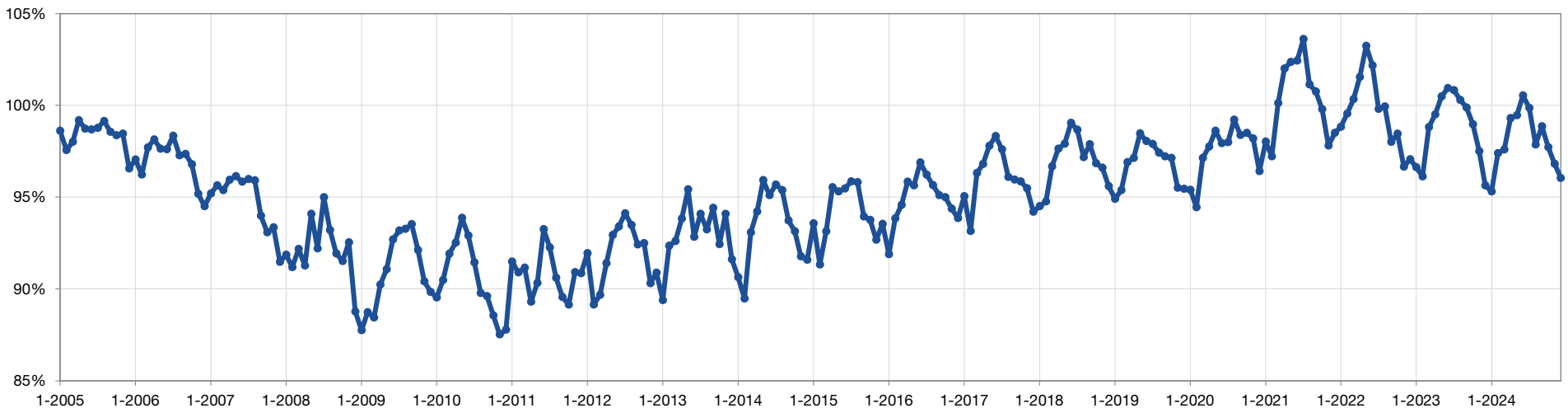


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	98.9%	99.9%	-1.0%
October 2024	97.7%	99.0%	-1.3%
November 2024	96.8%	97.5%	-0.7%
December 2024	96.0%	95.6%	+0.4%
12-Month Avg	98.1%	98.8%	-0.7%

Historical Percent of Original List Price Received by Month

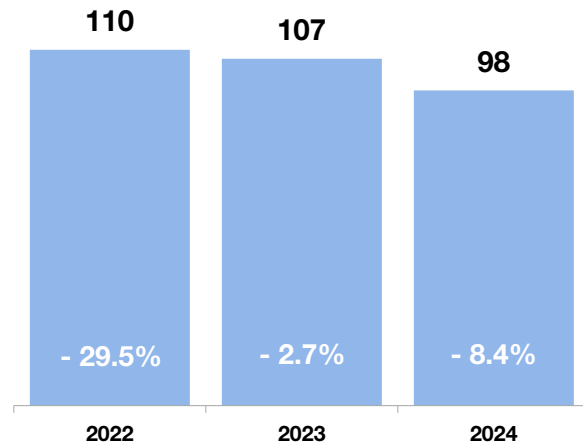


Housing Affordability Index

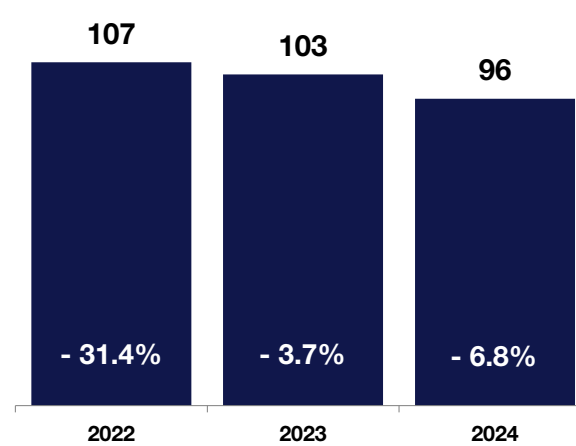


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

December



Year to Date



	Affordability Index	Prior Year	Percent Change
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	92	91	+1.1%
October 2024	106	97	+9.3%
November 2024	102	102	0.0%
December 2024	98	107	-8.4%
12-Month Avg	98	104	-5.8%

Historical Housing Affordability Index by Month

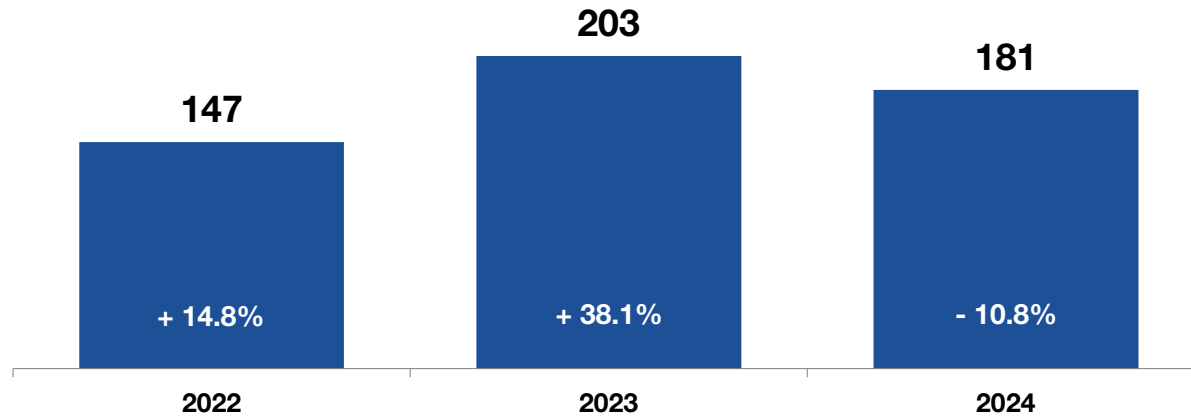


Inventory of Homes for Sale

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

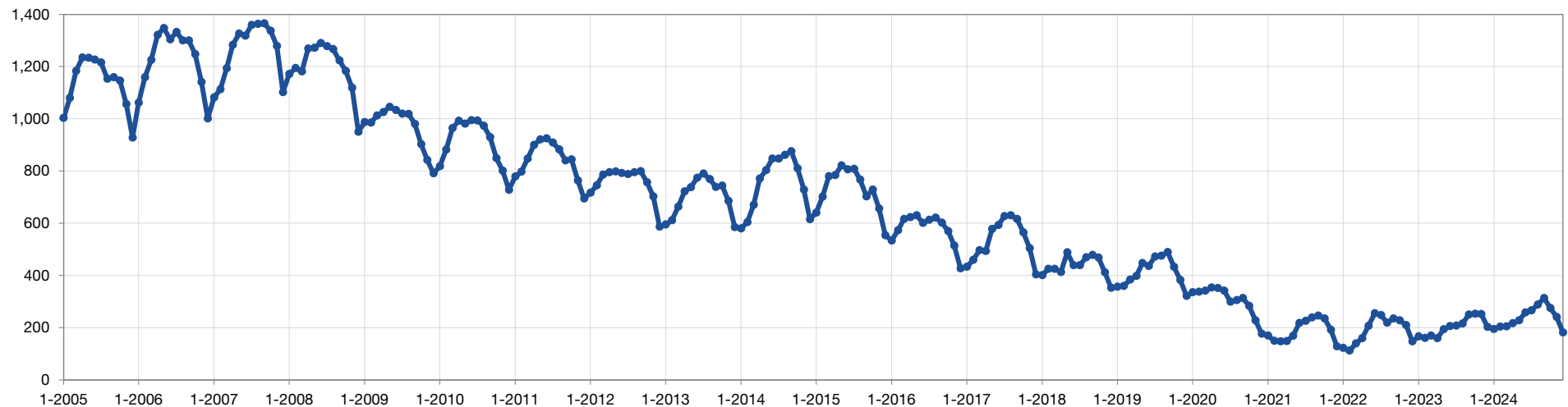


December



Homes for Sale	Prior Year	Percent Change
January 2024	166	+16.9%
February 2024	160	+27.5%
March 2024	169	+21.3%
April 2024	159	+36.5%
May 2024	193	+18.1%
June 2024	206	+25.2%
July 2024	208	+27.9%
August 2024	216	+33.3%
September 2024	250	+25.2%
October 2024	253	+8.7%
November 2024	252	-4.4%
December 2024	181	-10.8%
12-Month Avg	239	+17.7%

Historical Inventory of Homes for Sale by Month

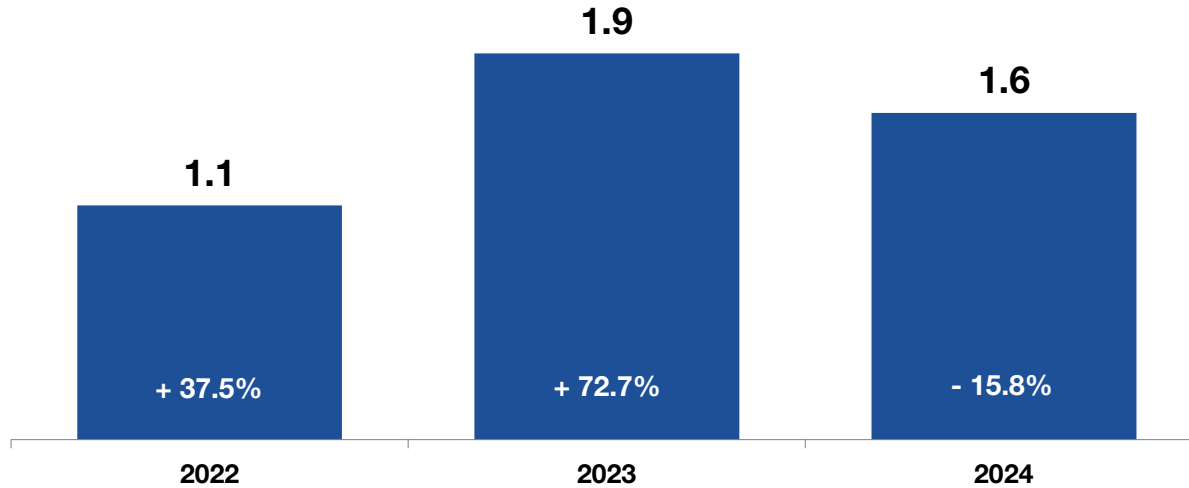


Months Supply of Inventory

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.



December



Months Supply		Prior Year	Percent Change
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	2.5	2.4	+4.2%
November 2024	2.1	2.4	-12.5%
December 2024	1.6	1.9	-15.8%
12-Month Avg	2.1	1.8	+16.7%

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	+ / -	12-2023	12-2024	+ / -	12-2023	12-2024	+ / -
Albany	34	31	-8.8%	31	26	-16.1%	\$250,000	\$269,950	+8.0%	4	6	+50.0%	1.5	2.0	+36.4%
Avon	49	44	-10.2%	39	35	-10.3%	\$320,000	\$313,000	-2.2%	8	8	0.0%	2.5	2.4	-5.4%
Clearwater	64	58	-9.4%	47	51	+8.5%	\$315,000	\$325,000	+3.2%	7	10	+42.9%	1.6	2.5	+60.7%
Cold Spring	99	103	+4.0%	82	87	+6.1%	\$337,500	\$322,500	-4.4%	21	14	-33.3%	3.1	1.9	-39.3%
Eden Lake Twp	9	10	+11.1%	8	10	+25.0%	\$352,500	\$310,000	-12.1%	0	1	--	0.0	0.8	--
Eden Valley	16	21	+31.3%	14	18	+28.6%	\$255,000	\$240,500	-5.7%	2	1	-50.0%	1.4	0.5	-67.5%
Fair Haven Twp	8	4	-50.0%	8	4	-50.0%	\$323,750	\$548,000	+69.3%	0	0	--	0.0	0.0	--
Foley	50	64	+28.0%	43	51	+18.6%	\$255,000	\$285,000	+11.8%	7	7	0.0%	1.8	1.5	-14.7%
Freeport	6	11	+83.3%	8	11	+37.5%	\$316,000	\$270,000	-14.6%	0	0	--	0.0	0.0	--
Holdingford	15	18	+20.0%	12	18	+50.0%	\$179,000	\$243,500	+36.0%	1	2	+100.0%	0.6	0.9	+52.4%
Kimball	61	49	-19.7%	43	35	-18.6%	\$277,900	\$305,000	+9.8%	9	7	-22.2%	2.4	2.3	-2.8%
Maine Prairie Twp	2	1	-50.0%	3	0	-100.0%	\$360,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	38	59	+55.3%	36	39	+8.3%	\$230,700	\$247,000	+7.1%	7	12	+71.4%	2.4	2.8	+15.4%
Paynesville	45	82	+82.2%	42	52	+23.8%	\$222,450	\$263,700	+18.5%	5	13	+160.0%	1.4	2.6	+85.7%
Rice	70	65	-7.1%	63	51	-19.0%	\$295,000	\$309,000	+4.7%	9	10	+11.1%	1.8	2.2	+24.3%
Richmond	78	73	-6.4%	64	54	-15.6%	\$319,950	\$342,000	+6.9%	6	7	+16.7%	1.1	1.5	+33.0%
Rockville	21	20	-4.8%	18	16	-11.1%	\$315,000	\$326,700	+3.7%	8	1	-87.5%	3.6	0.6	-81.8%
Sartell	262	286	+9.2%	210	222	+5.7%	\$330,000	\$325,000	-1.5%	35	33	-5.7%	2.0	1.8	-12.0%
Sauk Centre	77	105	+36.4%	69	88	+27.5%	\$233,000	\$275,000	+18.0%	9	8	-11.1%	1.5	1.1	-27.3%
Sauk Rapids	175	206	+17.7%	166	176	+6.0%	\$282,250	\$289,950	+2.7%	18	14	-22.2%	1.3	1.0	-25.0%
Saint Cloud	938	953	+1.6%	781	796	+1.9%	\$236,000	\$247,000	+4.7%	129	111	-14.0%	2.0	1.7	-14.5%
Saint Joseph	67	87	+29.9%	48	85	+77.1%	\$290,194	\$282,000	-2.8%	10	10	0.0%	2.3	1.5	-32.9%
Saint Augusta	64	69	+7.8%	43	43	0.0%	\$360,000	\$332,000	-7.8%	12	14	+16.7%	3.3	3.4	+4.6%
Waite Park	83	102	+22.9%	72	82	+13.9%	\$232,500	\$237,500	+2.2%	11	13	+18.2%	1.9	1.8	-5.5%
Wakefield Twp	5	8	+60.0%	4	2	-50.0%	\$443,750	\$539,500	+21.6%	0	2	--	0.0	2.0	--