

Monthly Indicators



January 2025

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

- 15.8% **+ 0.8%** **- 7.2%**

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.



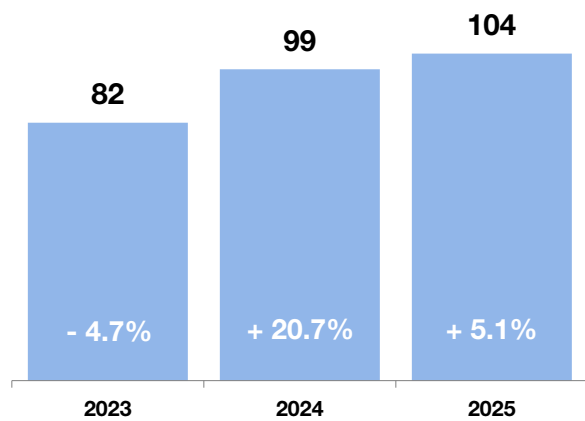
Key Metrics	Historical Sparkbars	1-2024	1-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		99	104	+ 5.1%	99	104	+ 5.1%
Pending Sales		89	79	- 11.2%	89	79	- 11.2%
Closed Sales		76	64	- 15.8%	76	64	- 15.8%
Days on Market		49	55	+ 12.2%	49	55	+ 12.2%
Median Sales Price		\$269,000	\$271,250	+ 0.8%	\$269,000	\$271,250	+ 0.8%
Avg. Sales Price		\$282,678	\$302,509	+ 7.0%	\$282,678	\$302,509	+ 7.0%
Pct. of Orig. Price Received		95.3%	96.6%	+ 1.4%	95.3%	96.6%	+ 1.4%
Affordability Index		99	96	- 3.0%	99	96	- 3.0%
Homes for Sale		194	180	- 7.2%	--	--	--
Months Supply		1.8	1.6	- 11.1%	--	--	--

New Listings

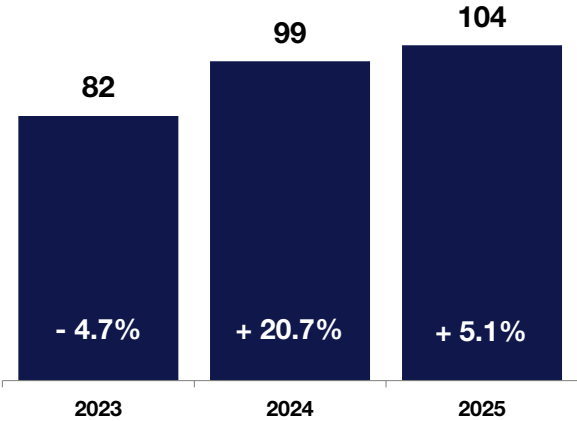
A count of the properties that have been newly listed on the market in a given month.



January

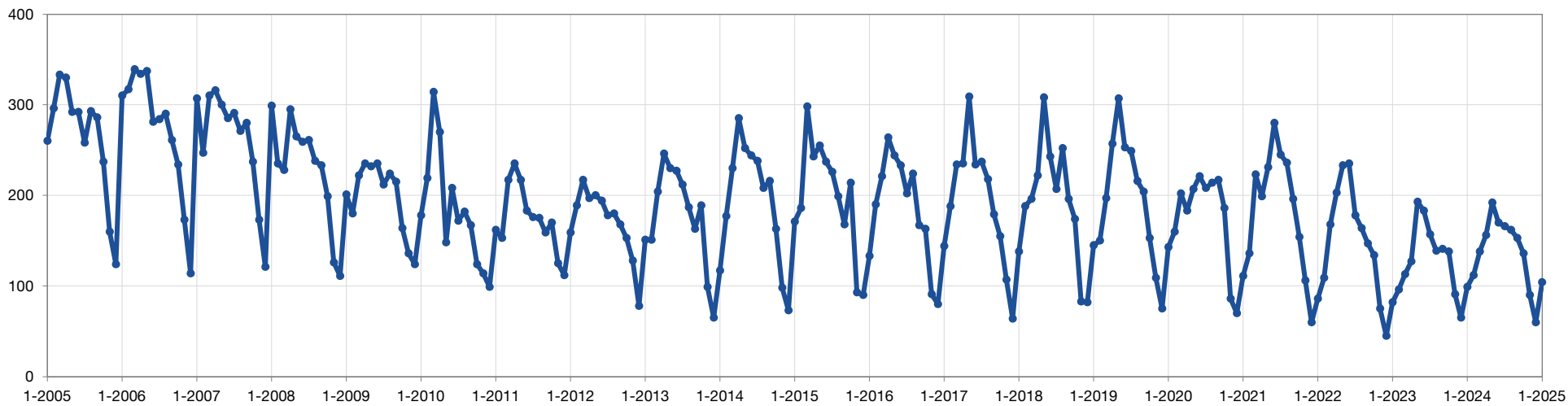


Year to Date



New Listings		Prior Year	Percent Change
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%
January 2025	104	99	+5.1%
12-Month Avg	137	129	+6.2%

Historical New Listings by Month

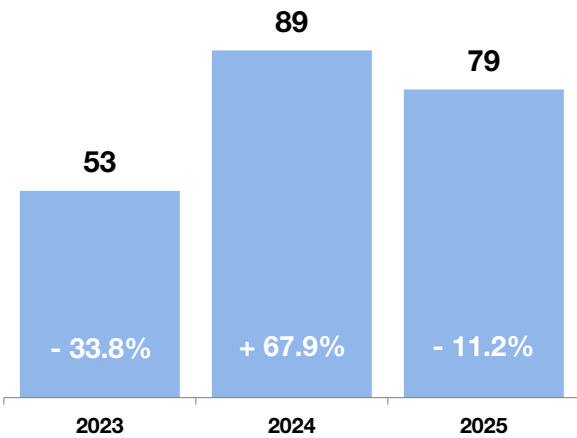


Pending Sales

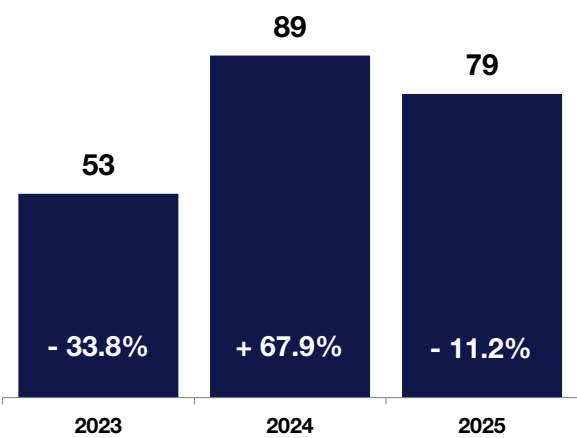
A count of the properties on which offers have been accepted in a given month.



January

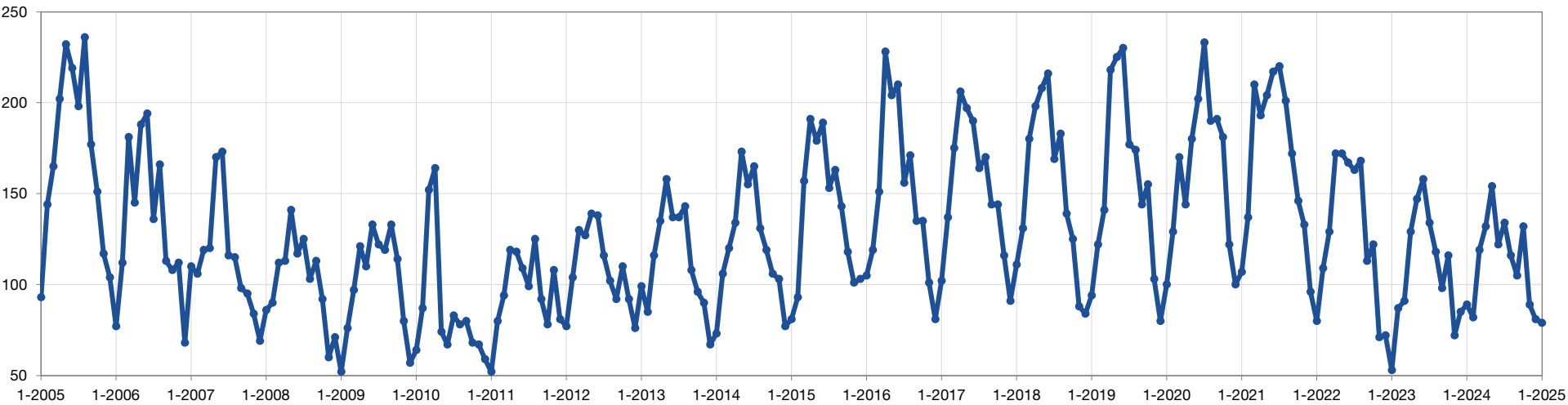


Year to Date



Pending Sales		Prior Year	Percent Change
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	132	116	+13.8%
November 2024	89	72	+23.6%
December 2024	81	85	-4.7%
January 2025	79	89	-11.2%
12-Month Avg	112	110	+1.8%

Historical Pending Sales by Month

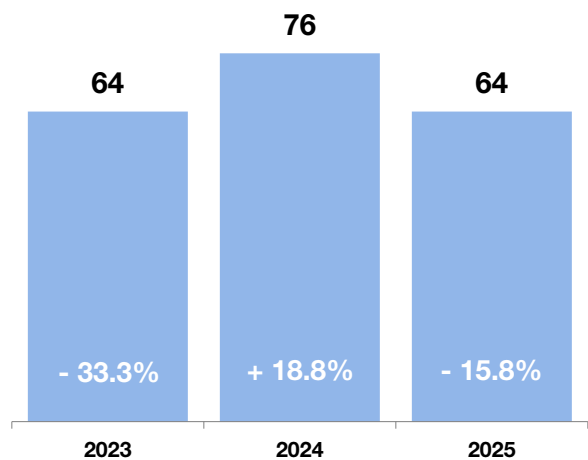


Closed Sales

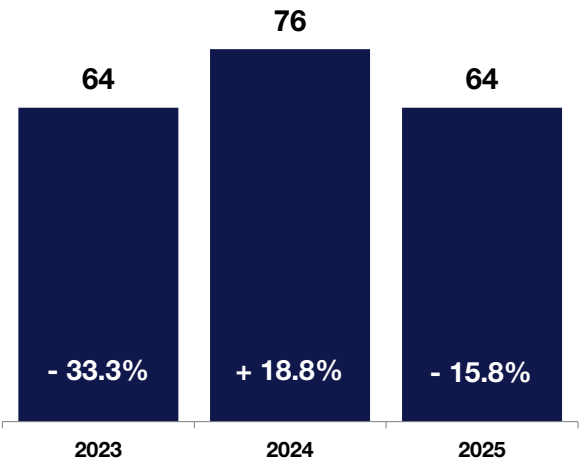
A count of the actual sales that closed in a given month.



January

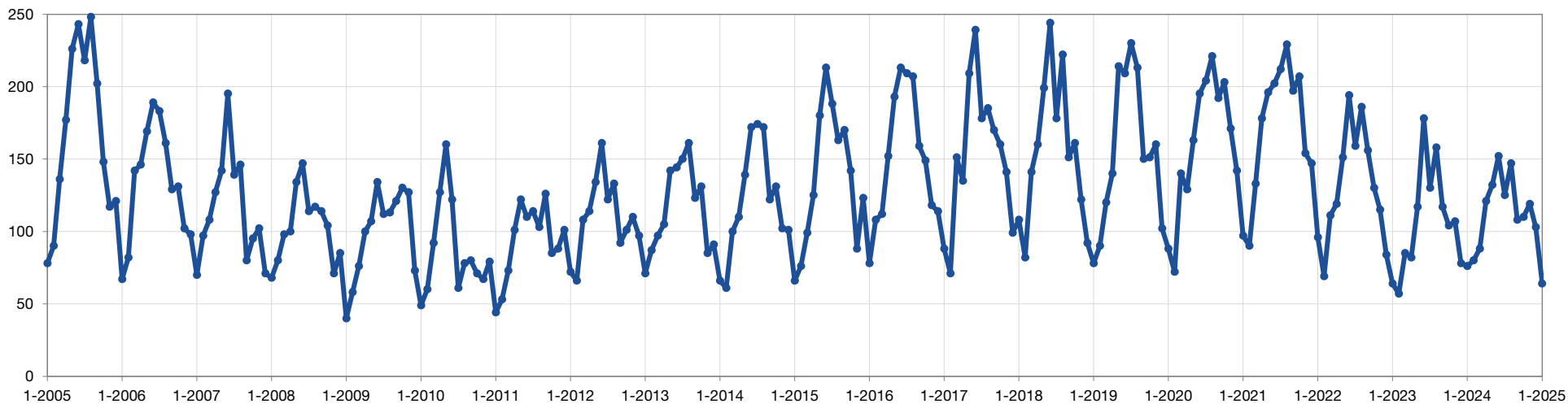


Year to Date



Closed Sales		Prior Year	Percent Change
February 2024	80	57	+40.4%
March 2024	88	85	+3.5%
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	108	117	-7.7%
October 2024	110	104	+5.8%
November 2024	119	107	+11.2%
December 2024	103	78	+32.1%
January 2025	64	76	-15.8%
12-Month Avg	112	107	+4.7%

Historical Closed Sales by Month

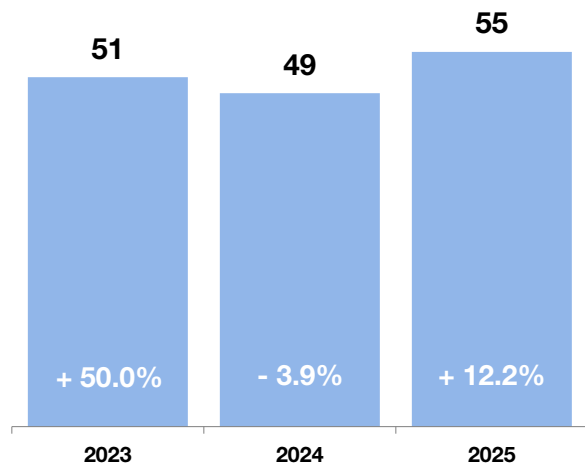


Days on Market Until Sale

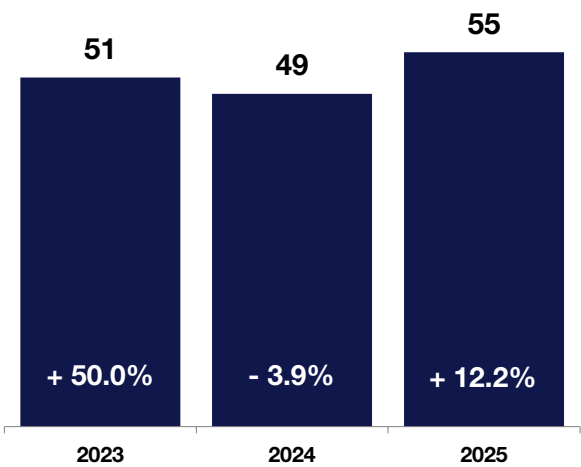
Average number of days between when a property is listed and when an offer is accepted in a given month.



January

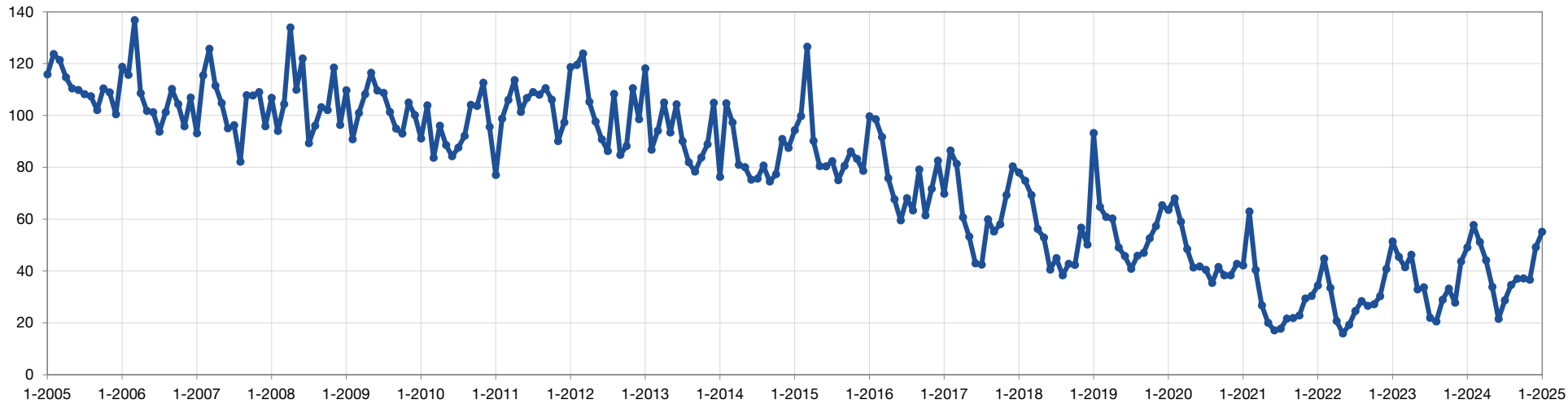


Year to Date



Days on Market		Prior Year	Percent Change
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%
November 2024	37	28	+32.1%
December 2024	49	44	+11.4%
January 2025	55	49	+12.2%
12-Month Avg	40	35	+14.3%

Historical Days on Market Until Sale by Month

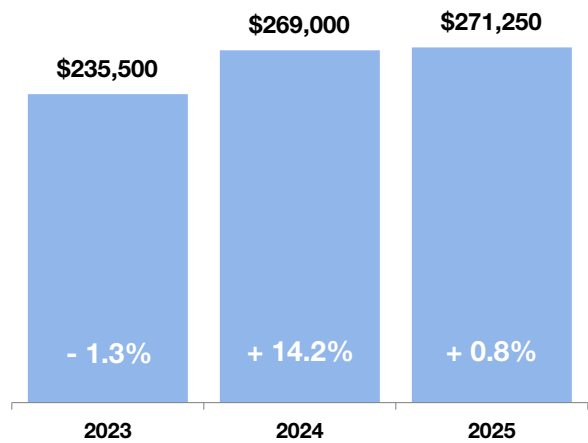


Median Sales Price

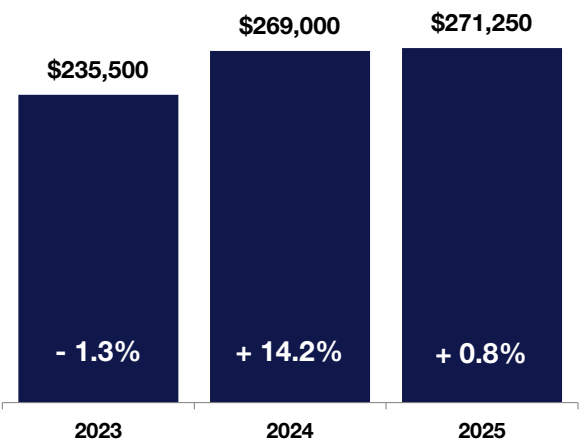
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



January

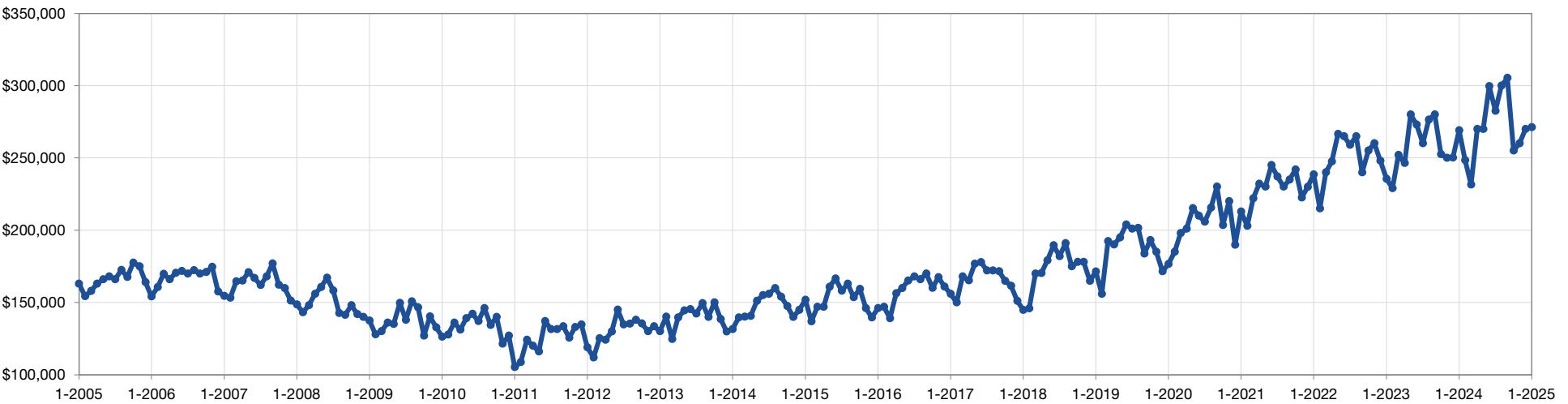


Year to Date



Median Sales Price		Prior Year	Percent Change
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%
January 2025	\$271,250	\$269,000	+0.8%
12-Month Avg	\$271,938	\$259,883	+4.6%

Historical Median Sales Price by Month

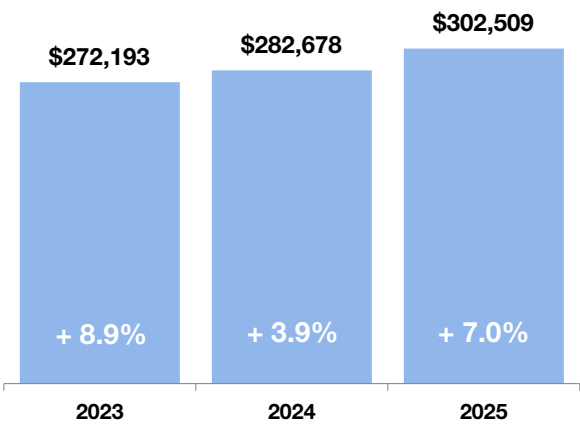


Average Sales Price

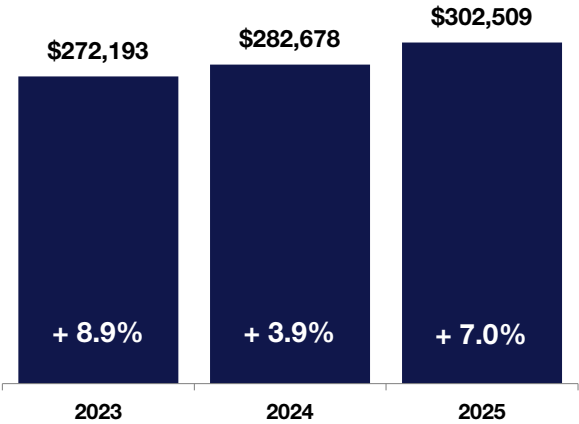
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



January

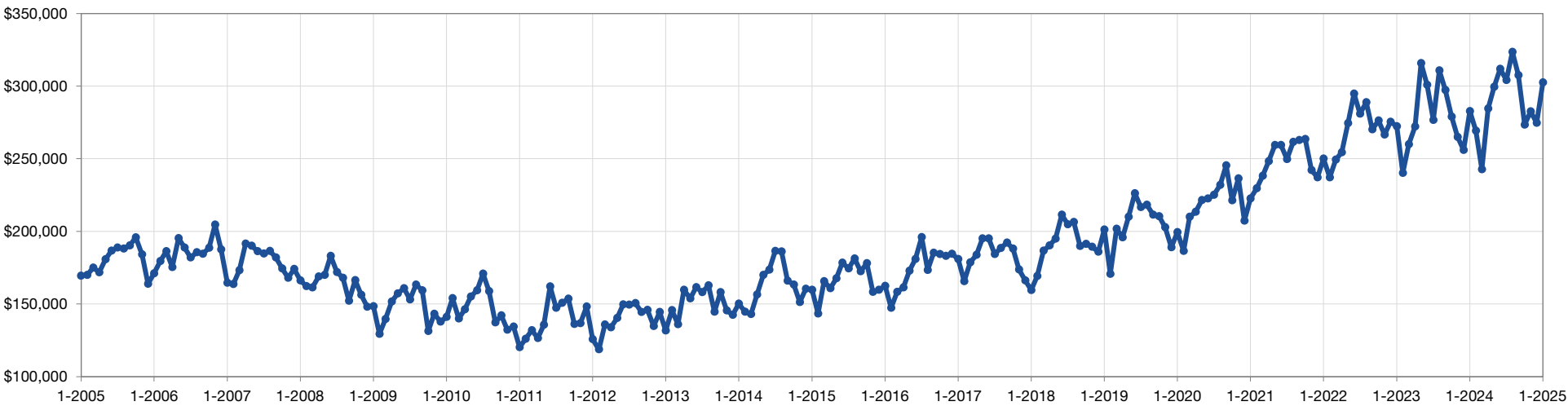


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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%
January 2025	\$302,509	\$282,678	+7.0%
12-Month Avg	\$289,627	\$279,658	+3.6%

Historical Average Sales Price by Month

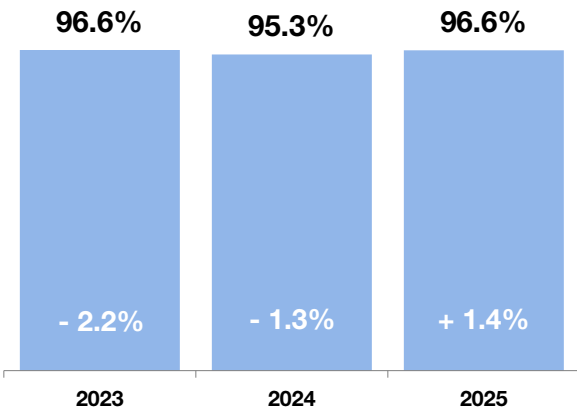


Percent of Original List Price Received

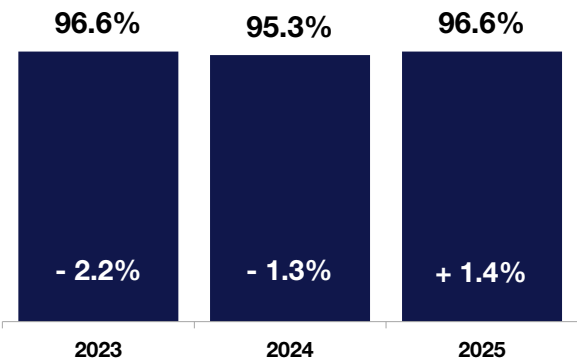


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

January

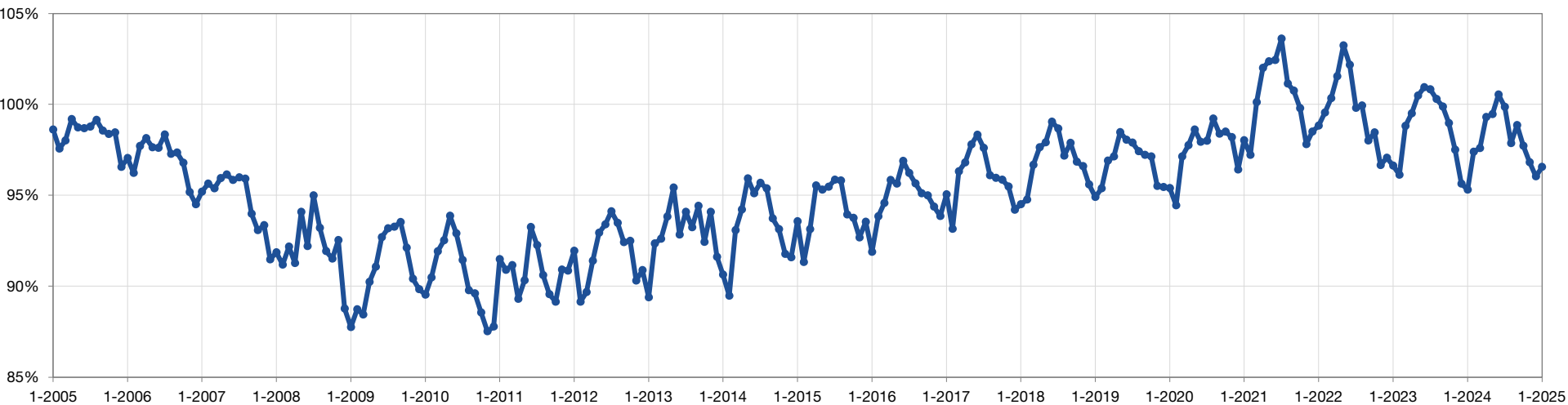


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
January 2025	96.6%	95.3%	+1.4%
12-Month Avg	98.2%	98.7%	-0.5%

Historical Percent of Original List Price Received by Month

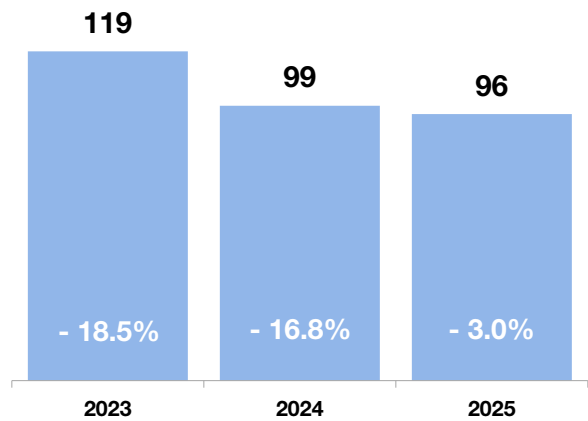


Housing Affordability Index

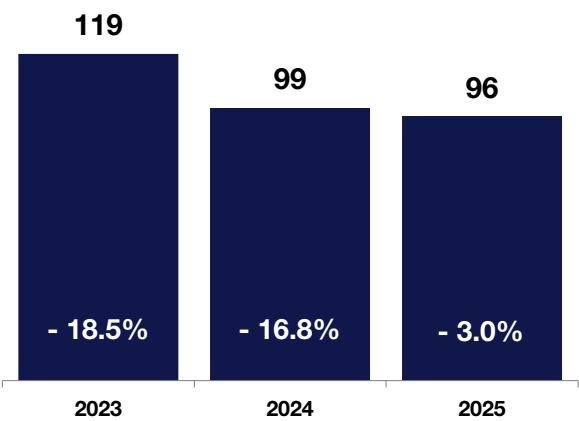


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

January



Year to Date



Affordability Index		Prior Year	Percent Change
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%
January 2025	96	99	-3.0%
12-Month Avg	98	102	-3.9%

Historical Housing Affordability Index by Month

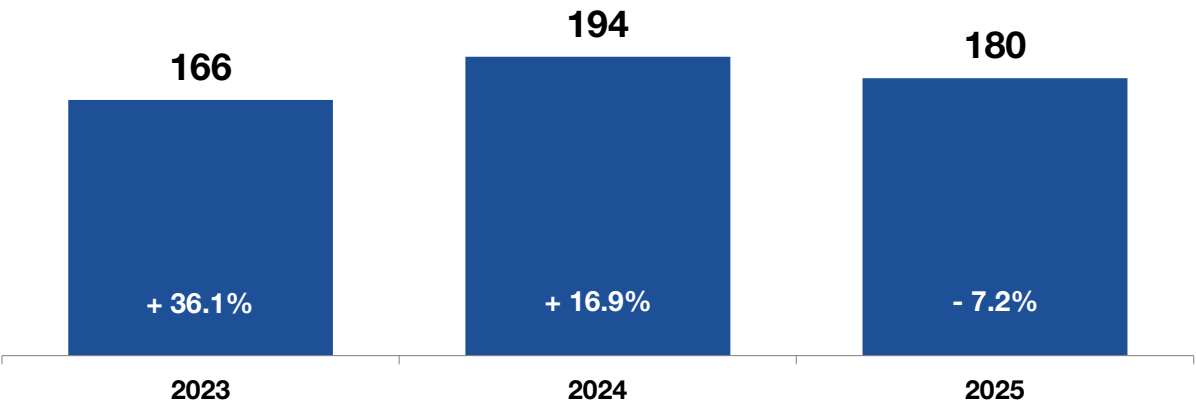


Inventory of Homes for Sale

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



January



Homes for Sale		Prior Year	Percent Change
February 2024	204	160	+27.5%
March 2024	206	169	+21.9%
April 2024	218	159	+37.1%
May 2024	229	193	+18.7%
June 2024	259	206	+25.7%
July 2024	267	208	+28.4%
August 2024	289	216	+33.8%
September 2024	314	250	+25.6%
October 2024	277	253	+9.5%
November 2024	243	252	-3.6%
December 2024	184	203	-9.4%
January 2025	180	194	-7.2%
12-Month Avg	239	205	+16.6%

Historical Inventory of Homes for Sale by Month

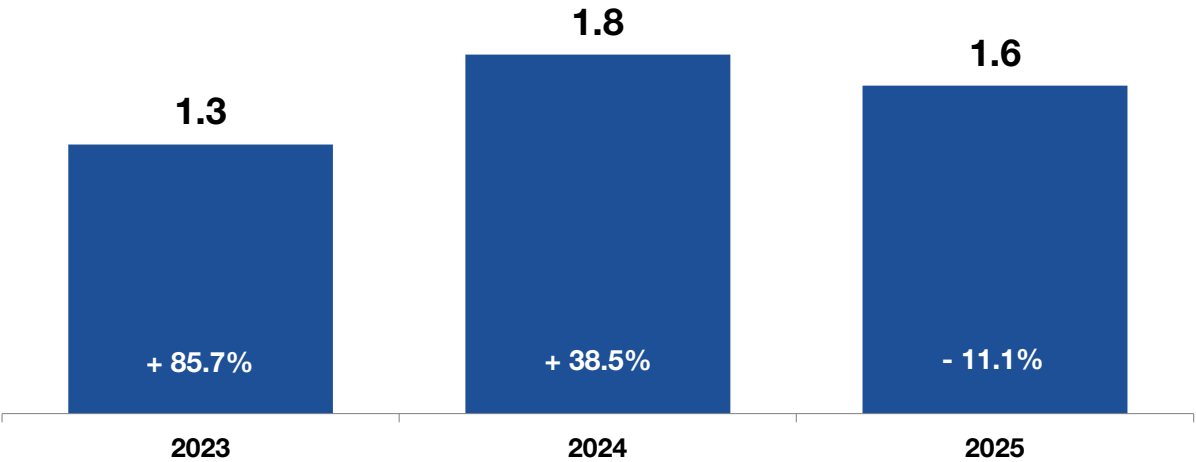


Months Supply of Inventory

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.



January



Months Supply		Prior Year	Percent Change
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	2.4	1.8	+33.3%
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%
January 2025	1.6	1.8	-11.1%
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 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	YTD 2024	YTD 2025	+ / -	1-2024	1-2025	+ / -	1-2024	1-2025	+ / -
Albany	3	2	-33.3%	2	0	-100.0%	\$159,000	\$0	-100.0%	2	5	+150.0%	0.7	1.8	+156.2%
Avon	2	4	+100.0%	0	3	--	\$0	\$350,000	--	8	8	0.0%	2.4	2.5	+1.5%
Clearwater	3	3	0.0%	6	1	-83.3%	\$336,000	\$319,900	-4.8%	8	8	0.0%	1.9	1.9	-0.5%
Cold Spring	5	3	-40.0%	4	7	+75.0%	\$279,963	\$339,258	+21.2%	21	16	-23.8%	3.1	2.2	-30.7%
Eden Lake Twp	0	0	--	1	0	-100.0%	\$415,000	\$0	-100.0%	0	1	--	0.0	0.8	--
Eden Valley	0	1	--	0	2	--	\$0	\$285,000	--	2	1	-50.0%	1.4	0.5	-65.6%
Fair Haven Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Foley	1	6	+500.0%	0	5	--	\$0	\$305,000	--	3	9	+200.0%	0.7	2.0	+167.8%
Freeport	1	0	-100.0%	1	0	-100.0%	\$152,800	\$0	-100.0%	0	1	--	0.0	0.3	--
Holdingford	1	2	+100.0%	0	0	--	\$0	\$0	--	2	3	+50.0%	1.2	1.4	+21.8%
Kimball	2	4	+100.0%	2	2	0.0%	\$324,743	\$200,000	-38.4%	5	6	+20.0%	1.2	2.1	+72.9%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	2	1	-50.0%	1	1	0.0%	\$182,754	\$209,900	+14.9%	9	10	+11.1%	3.1	2.4	-23.0%
Paynesville	0	4	--	1	6	+500.0%	\$328,000	\$264,700	-19.3%	4	12	+200.0%	1.1	2.3	+101.7%
Rice	2	4	+100.0%	0	2	--	\$0	\$327,500	--	9	11	+22.2%	1.8	2.5	+41.0%
Richmond	6	4	-33.3%	2	5	+150.0%	\$379,950	\$245,000	-35.5%	7	7	0.0%	1.3	1.5	+14.0%
Rockville	0	3	--	0	1	--	\$0	\$313,700	--	7	3	-57.1%	3.3	1.9	-41.1%
Sartell	24	16	-33.3%	10	13	+30.0%	\$323,800	\$305,000	-5.8%	41	34	-17.1%	2.3	1.8	-18.6%
Sauk Centre	4	4	0.0%	4	3	-25.0%	\$275,000	\$299,000	+8.7%	10	10	0.0%	1.7	1.4	-19.5%
Sauk Rapids	10	11	+10.0%	10	4	-60.0%	\$278,000	\$280,950	+1.1%	21	14	-33.3%	1.5	1.0	-37.2%
Saint Cloud	56	66	+17.9%	45	43	-4.4%	\$234,950	\$240,000	+2.1%	113	113	0.0%	1.7	1.7	+3.8%
Saint Joseph	3	3	0.0%	7	1	-85.7%	\$310,000	\$430,000	+38.7%	6	8	+33.3%	1.2	1.2	+0.4%
Saint Augusta	5	4	-20.0%	1	4	+300.0%	\$233,000	\$412,500	+77.0%	13	8	-38.5%	3.5	1.8	-47.1%
Waite Park	6	8	+33.3%	4	3	-25.0%	\$184,750	\$324,000	+75.4%	13	11	-15.4%	2.3	1.5	-32.9%
Wakefield Twp	0	0	--	0	1	--	\$0	\$900,000	--	0	2	--	0.0	2.0	--