

Monthly Indicators

February 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

- 13.8% **+ 12.7%** **- 15.7%**

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.



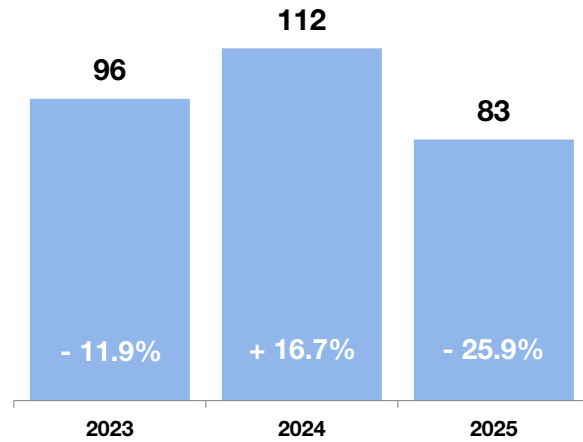
Key Metrics	Historical Sparkbars	2-2024	2-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		112	83	- 25.9%	211	187	- 11.4%
Pending Sales		82	74	- 9.8%	171	155	- 9.4%
Closed Sales		80	69	- 13.8%	156	134	- 14.1%
Days on Market		58	59	+ 1.7%	54	57	+ 5.6%
Median Sales Price		\$248,450	\$280,000	+ 12.7%	\$256,000	\$279,500	+ 9.2%
Avg. Sales Price		\$269,238	\$296,737	+ 10.2%	\$275,742	\$299,854	+ 8.7%
Pct. of Orig. Price Received		97.4%	96.3%	- 1.1%	96.4%	96.4%	0.0%
Affordability Index		105	95	- 9.5%	102	95	- 6.9%
Homes for Sale		204	172	- 15.7%	--	--	--
Months Supply		1.9	1.5	- 21.1%	--	--	--

New Listings

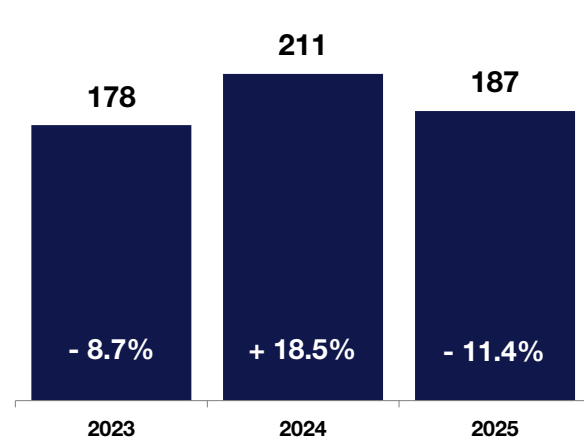
A count of the properties that have been newly listed on the market in a given month.



February

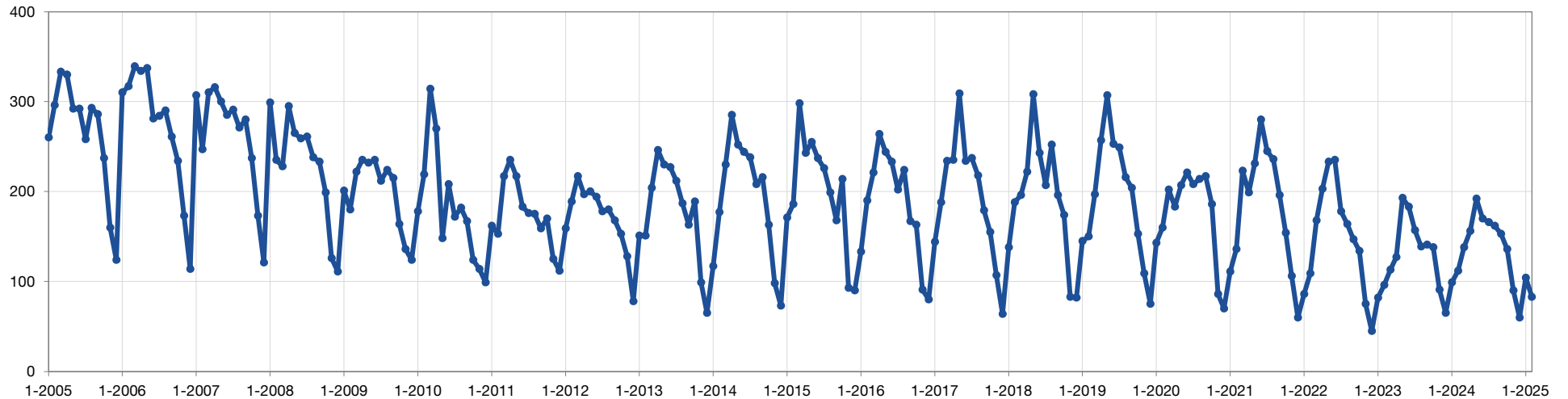


Year to Date



	New Listings	Prior Year	Percent Change
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%
February 2025	83	112	-25.9%
12-Month Avg	134	130	+3.1%

Historical New Listings by Month

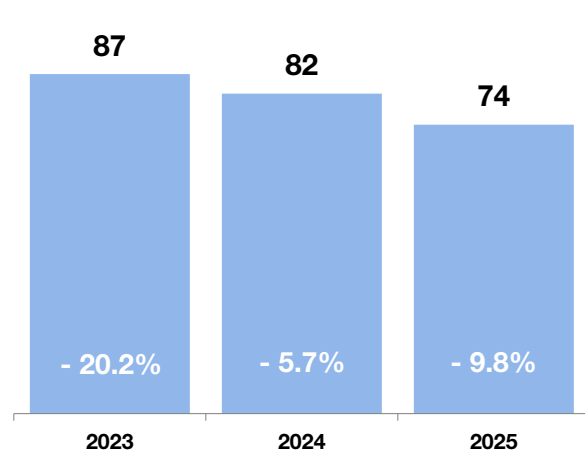


Pending Sales

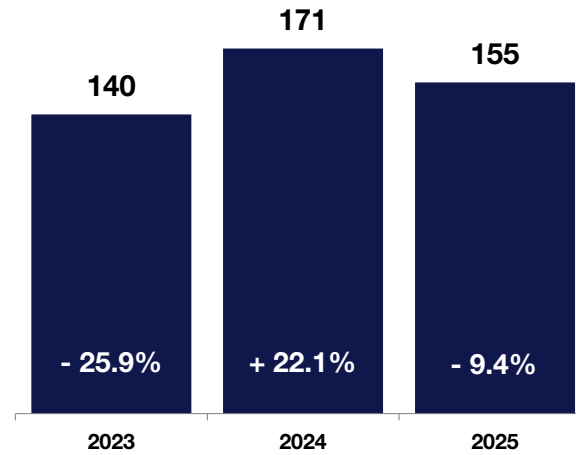
A count of the properties on which offers have been accepted in a given month.



February

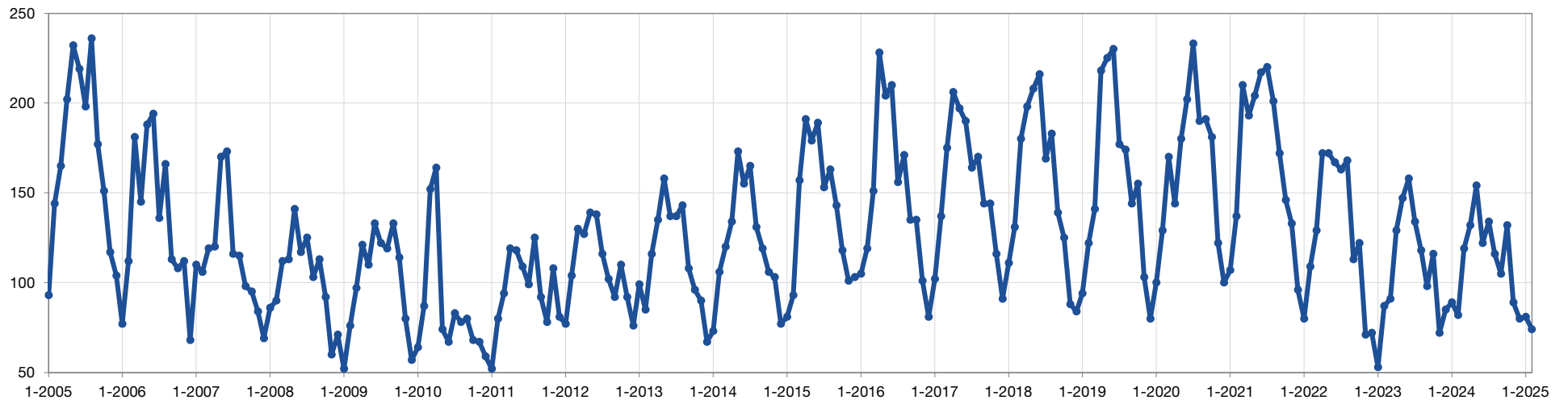


Year to Date



	Pending Sales	Prior Year	Percent Change
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	80	85	-5.9%
January 2025	81	89	-9.0%
February 2025	74	82	-9.8%
12-Month Avg	112	110	+1.8%

Historical Pending Sales by Month

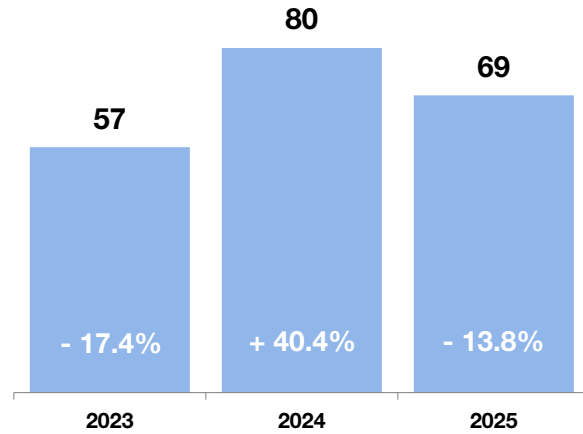


Closed Sales

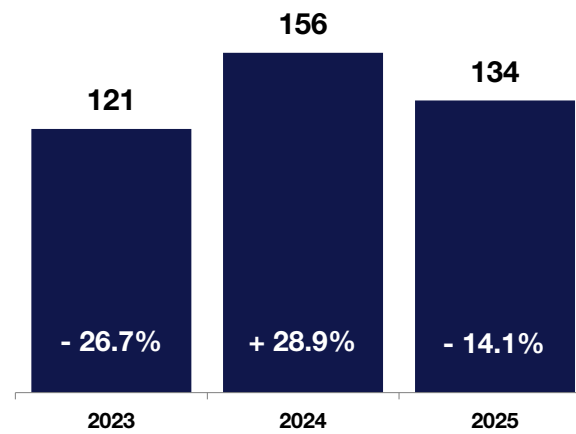
A count of the actual sales that closed in a given month.



February

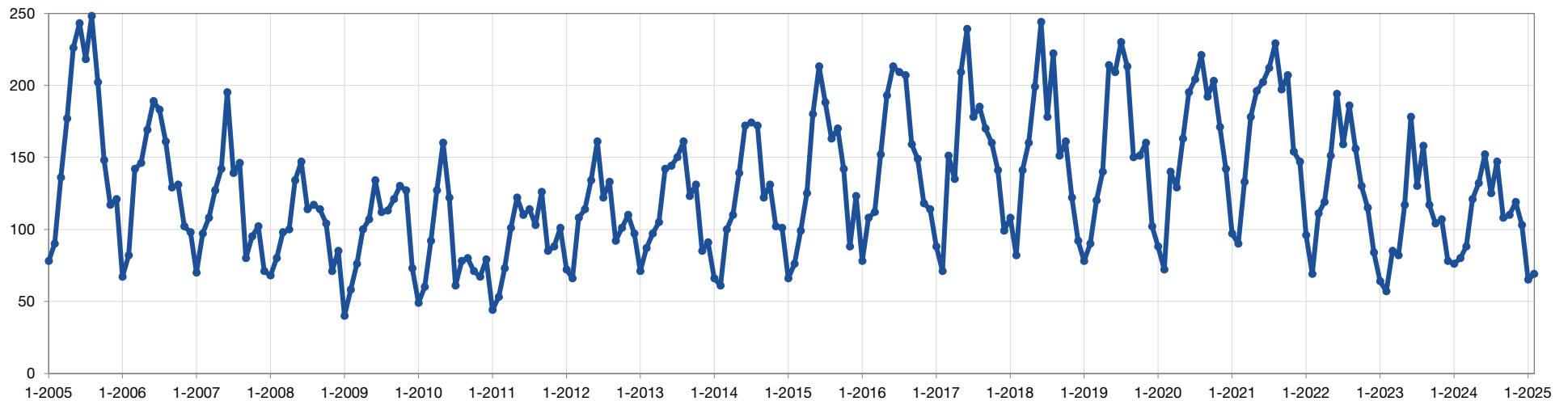


Year to Date



	Closed Sales	Prior Year	Percent Change
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	65	76	-14.5%
February 2025	69	80	-13.8%
12-Month Avg	112	109	+2.8%

Historical Closed Sales by Month

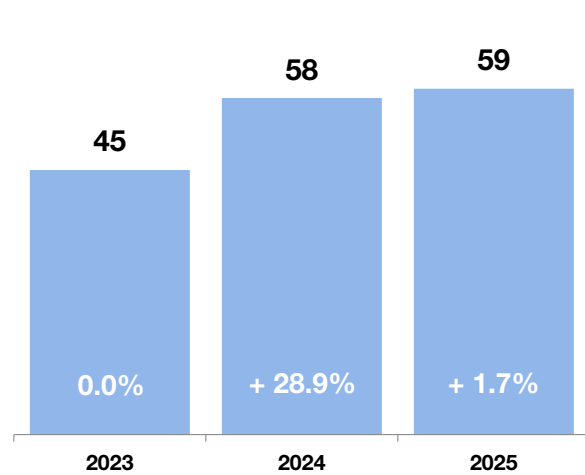


Days on Market Until Sale

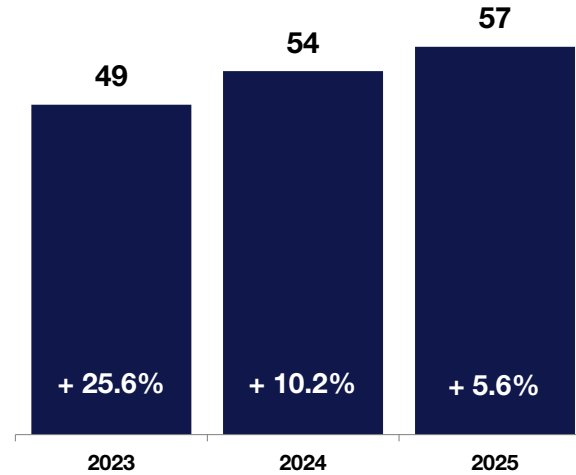
Average number of days between when a property is listed and when an offer is accepted in a given month.



February

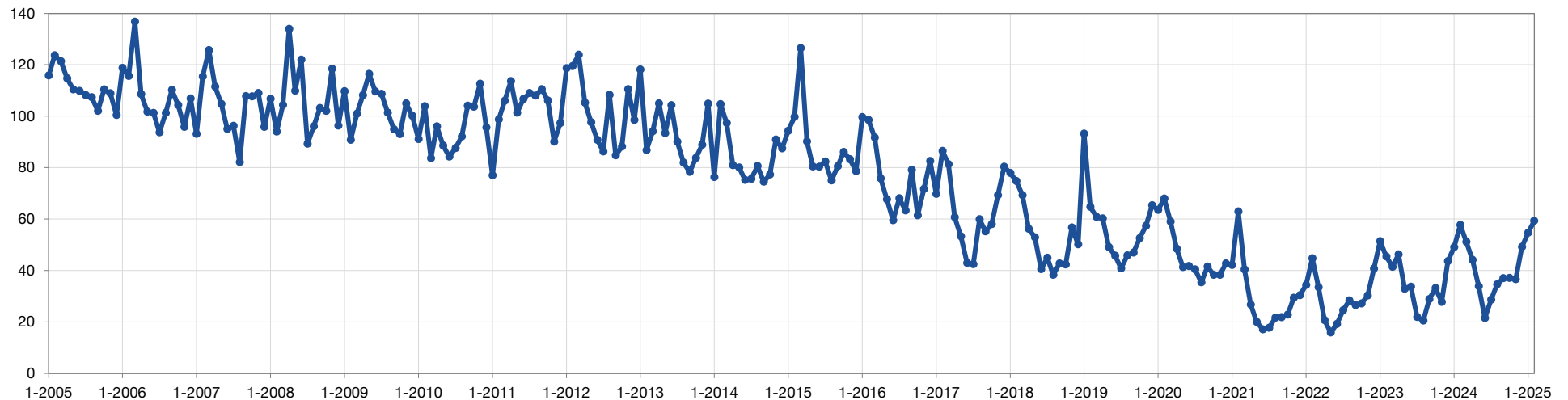


Year to Date



Days on Market		Prior Year	Percent Change
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%
February 2025	59	58	+1.7%
12-Month Avg	41	36	+13.9%

Historical Days on Market Until Sale by Month

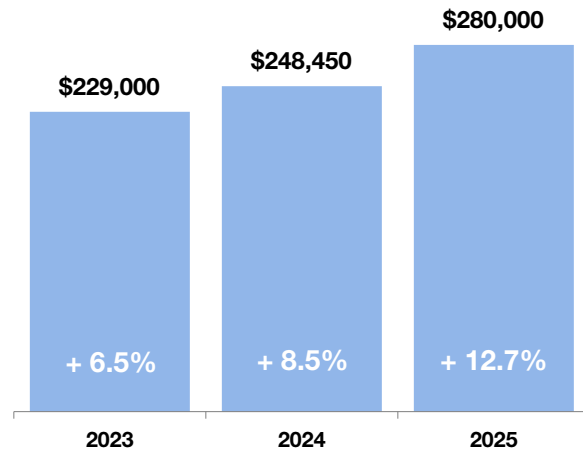


Median Sales Price

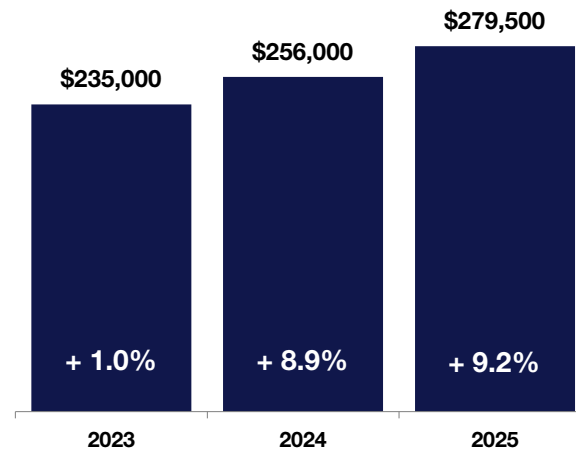
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



February

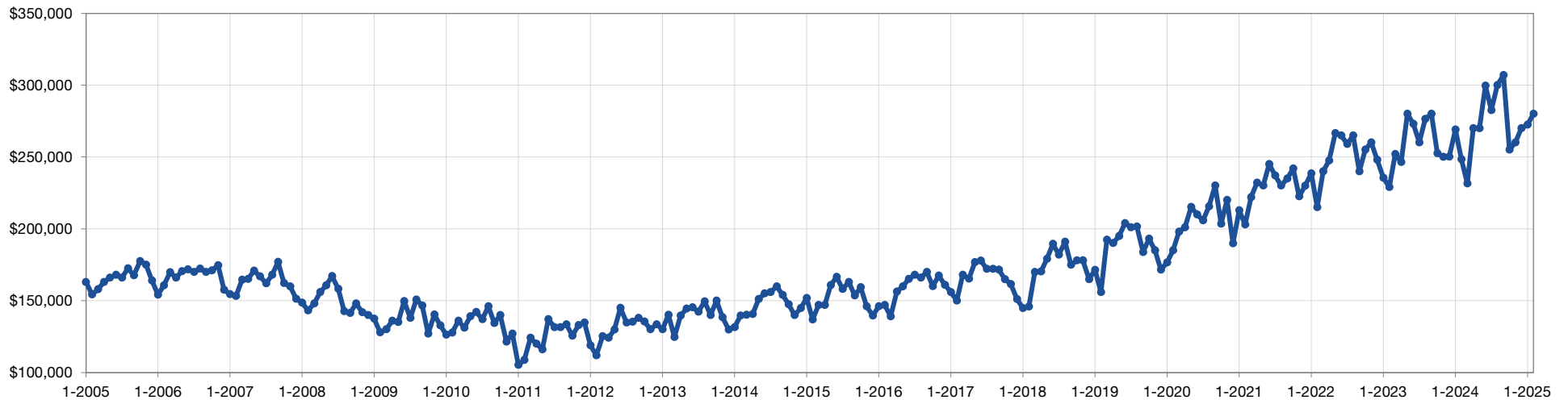


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$307,000	\$280,000	+9.6%
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	\$272,500	\$269,000	+1.3%
February 2025	\$280,000	\$248,450	+12.7%
12-Month Avg	\$274,817	\$261,504	+5.1%

Historical Median Sales Price by Month

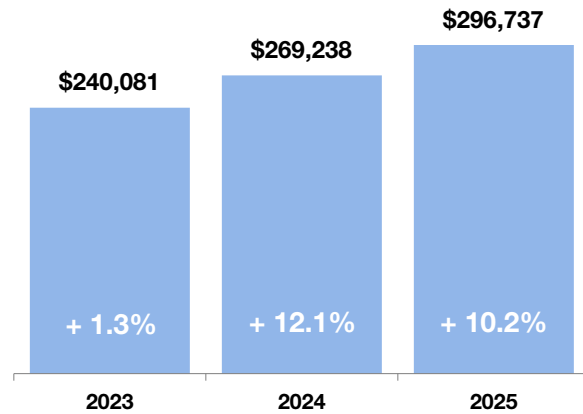


Average Sales Price

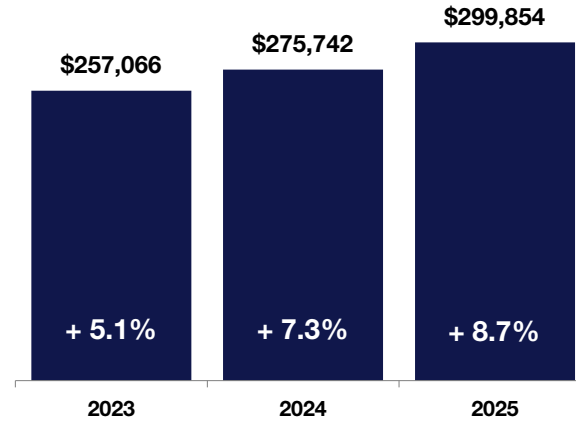
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



February

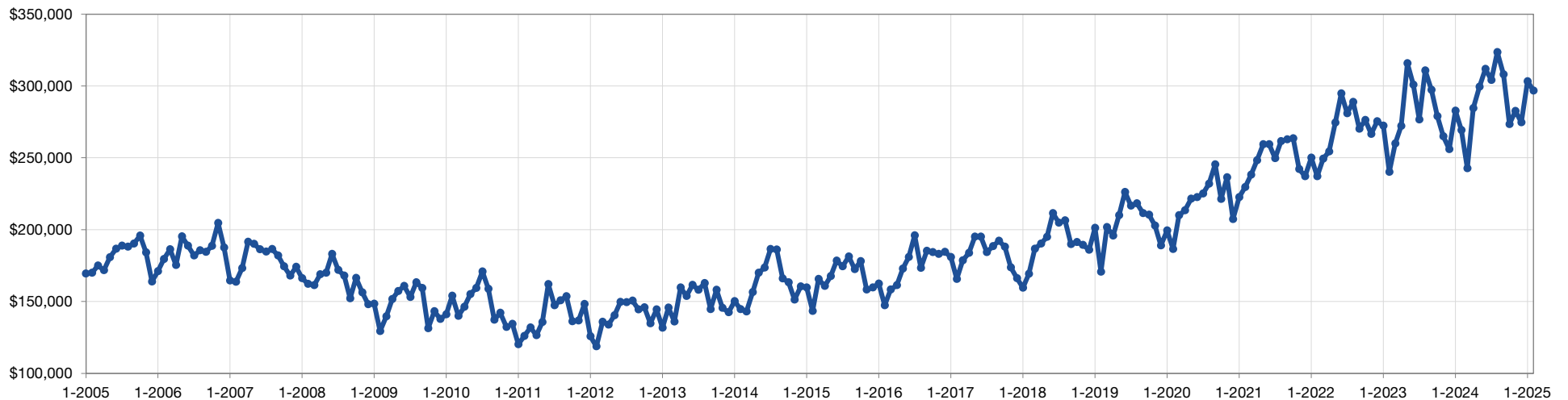


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$307,987	\$297,225	+3.6%
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	\$303,163	\$282,678	+7.2%
February 2025	\$296,737	\$269,238	+10.2%
12-Month Avg	\$292,010	\$282,088	+3.5%

Historical Average Sales Price by Month

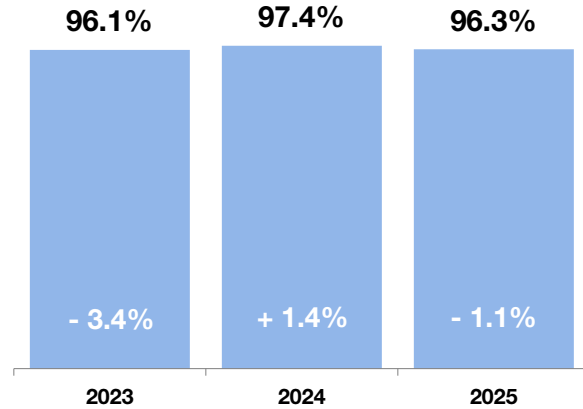


Percent of Original List Price Received

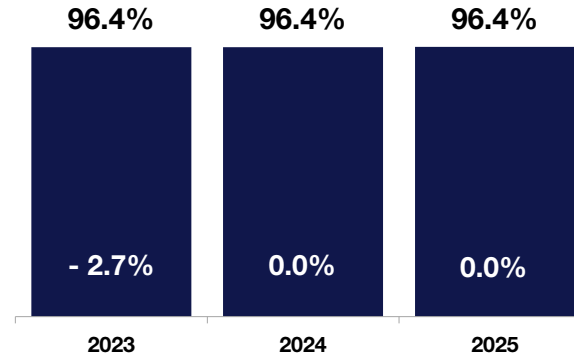


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

February

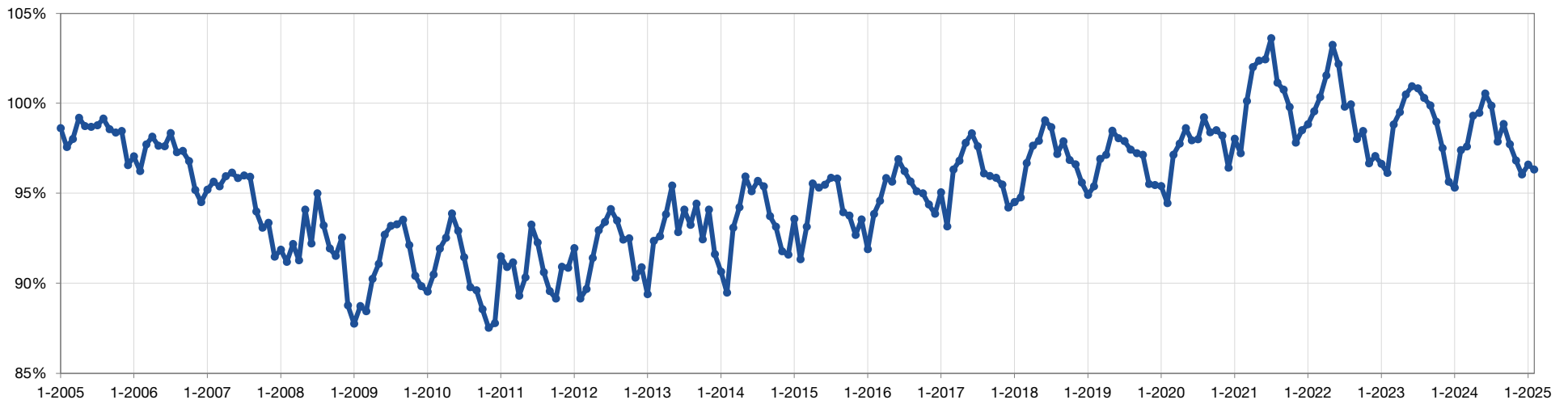


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
November 2024	96.8%	97.5%	-0.7%
December 2024	96.0%	95.6%	+0.4%
January 2025	96.6%	95.3%	+1.4%
February 2025	96.3%	97.4%	-1.1%
12-Month Avg	98.1%	98.8%	-0.7%

Historical Percent of Original List Price Received by Month

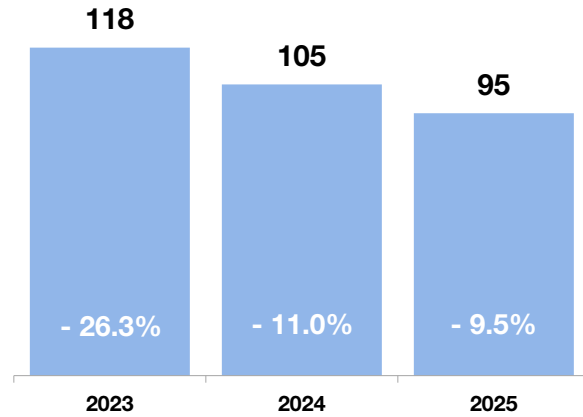


Housing Affordability Index

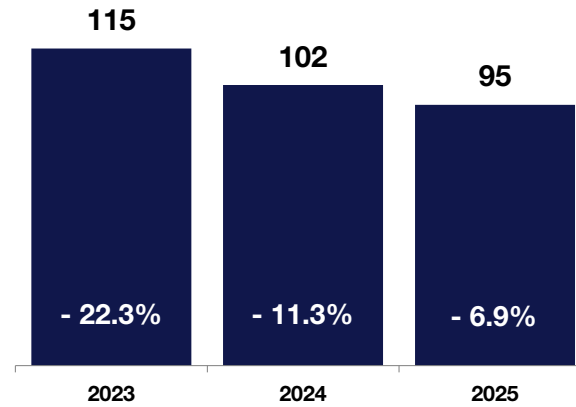


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

February

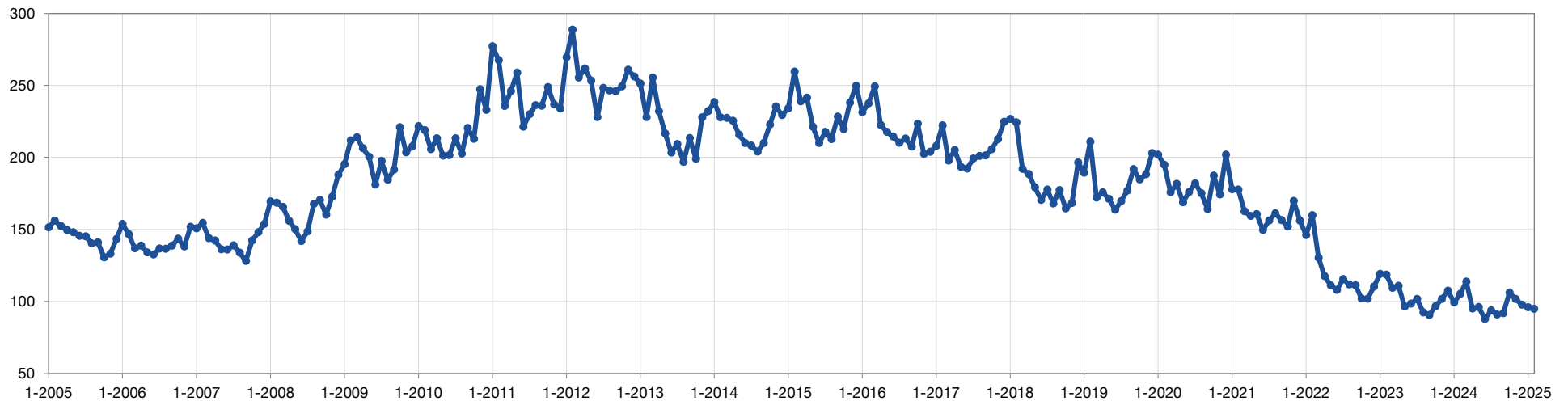


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
February 2025	95	105	-9.5%
12-Month Avg	97	101	-4.0%

Historical Housing Affordability Index by Month

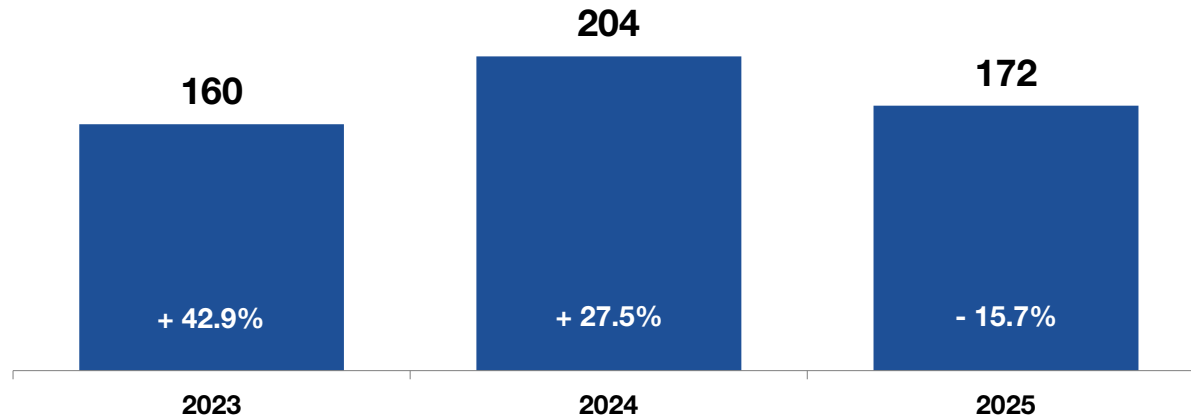


Inventory of Homes for Sale

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



February



Homes for Sale		Prior Year	Percent Change
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	279	253	+10.3%
November 2024	246	252	-2.4%
December 2024	191	203	-5.9%
January 2025	188	194	-3.1%
February 2025	172	204	-15.7%
12-Month Avg	238	209	+13.9%

Historical Inventory of Homes for Sale by Month

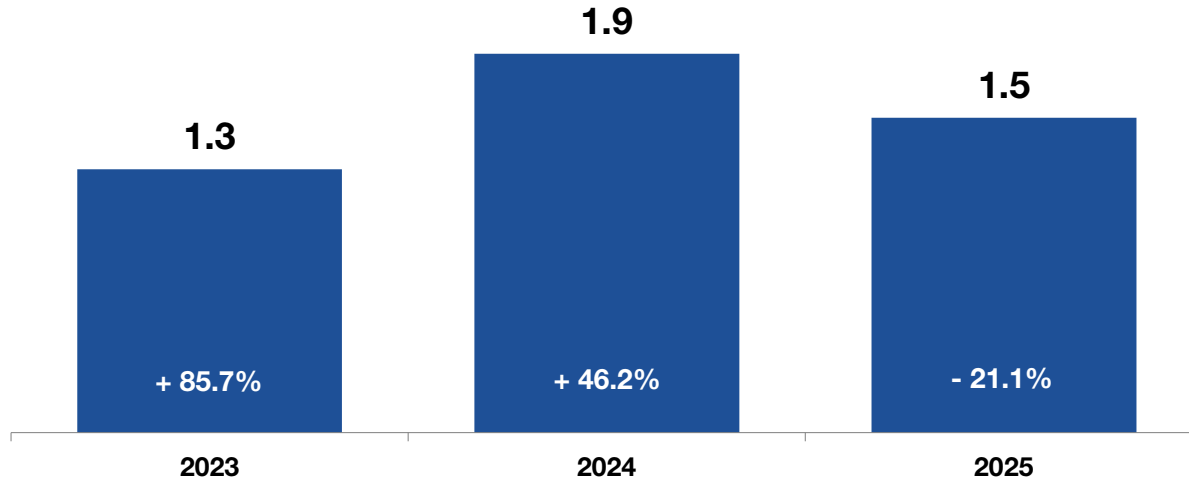


Months Supply of Inventory

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.



February



Months Supply	Prior Year	Percent Change
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	2.2	2.4 -8.3%
December 2024	1.7	1.9 -10.5%
January 2025	1.7	1.8 -5.6%
February 2025	1.5	1.9 -21.1%
12-Month Avg	2.1	1.9 +10.5%

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	+ / -	2-2024	2-2025	+ / -	2-2024	2-2025	+ / -
Albany	6	5	-16.7%	3	3	0.0%	\$152,000	\$229,900	+51.3%	3	4	+33.3%	1.1	1.3	+22.2%
Avon	6	7	+16.7%	0	5	--	\$0	\$350,000	--	9	9	0.0%	2.8	2.7	-4.0%
Clearwater	7	9	+28.6%	7	4	-42.9%	\$290,000	\$315,450	+8.8%	10	9	-10.0%	2.4	2.0	-15.9%
Cold Spring	10	11	+10.0%	8	8	0.0%	\$269,963	\$324,579	+20.2%	18	19	+5.6%	2.5	2.7	+6.8%
Eden Lake Twp	0	1	--	1	0	-100.0%	\$415,000	\$0	-100.0%	0	1	--	0.0	0.8	--
Eden Valley	1	3	+200.0%	0	3	--	\$0	\$339,500	--	2	3	+50.0%	1.5	1.4	-10.0%
Fair Haven Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Foley	7	11	+57.1%	3	6	+100.0%	\$329,000	\$275,000	-16.4%	7	10	+42.9%	1.7	2.1	+23.0%
Freeport	1	0	-100.0%	2	0	-100.0%	\$341,900	\$0	-100.0%	0	1	--	0.0	0.3	--
Holdingford	3	5	+66.7%	0	1	--	\$0	\$214,000	--	3	2	-33.3%	1.8	0.8	-55.7%
Kimball	3	8	+166.7%	6	6	0.0%	\$385,900	\$292,500	-24.2%	3	6	+100.0%	0.7	2.3	+218.8%
Maine Prairie Twp	0	0	--	0	0	--	\$0	\$0	--	0	0	--	0.0	0.0	--
Melrose	2	2	0.0%	2	1	-50.0%	\$193,877	\$209,900	+8.3%	6	9	+50.0%	2.0	2.1	+7.1%
Paynesville	5	13	+160.0%	4	9	+125.0%	\$296,500	\$258,000	-13.0%	6	14	+133.3%	1.7	2.6	+55.6%
Rice	5	11	+120.0%	2	2	0.0%	\$259,185	\$327,500	+26.4%	7	14	+100.0%	1.4	3.4	+148.7%
Richmond	11	6	-45.5%	3	8	+166.7%	\$259,900	\$272,500	+4.8%	7	5	-28.6%	1.2	1.1	-11.7%
Rockville	3	3	0.0%	0	1	--	\$0	\$313,700	--	7	3	-57.1%	3.5	1.9	-46.4%
Sartell	43	32	-25.6%	23	21	-8.7%	\$311,000	\$319,900	+2.9%	42	32	-23.8%	2.3	1.7	-24.2%
Sauk Centre	12	8	-33.3%	4	4	0.0%	\$275,000	\$257,000	-6.5%	12	10	-16.7%	2.0	1.4	-31.2%
Sauk Rapids	21	19	-9.5%	18	15	-16.7%	\$269,450	\$265,000	-1.7%	20	11	-45.0%	1.5	0.8	-49.8%
Saint Cloud	127	118	-7.1%	93	85	-8.6%	\$239,750	\$252,000	+5.1%	124	111	-10.5%	1.8	1.7	-7.9%
Saint Joseph	12	8	-33.3%	14	5	-64.3%	\$266,400	\$339,900	+27.6%	10	10	0.0%	2.0	1.6	-16.4%
Saint Augusta	12	5	-58.3%	3	8	+166.7%	\$298,600	\$344,000	+15.2%	14	9	-35.7%	3.5	2.3	-34.3%
Waite Park	8	10	+25.0%	8	8	0.0%	\$212,500	\$274,950	+29.4%	8	8	0.0%	1.4	1.1	-16.5%
Wakefield Twp	1	0	-100.0%	0	2	--	\$0	\$550,000	--	1	1	0.0%	0.8	1.0	+33.3%