

Monthly Indicators

March 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

+ 10.2% **+ 18.4%** **- 3.4%**

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.



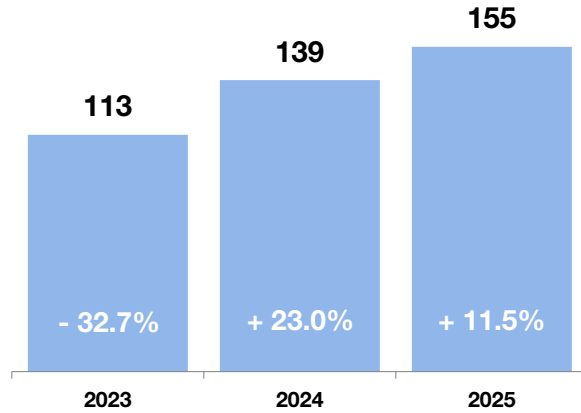
Key Metrics	Historical Sparkbars	3-2024	3-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		139	155	+ 11.5%	350	344	- 1.7%
Pending Sales		119	119	0.0%	290	273	- 5.9%
Closed Sales		88	97	+ 10.2%	244	234	- 4.1%
Days on Market		51	52	+ 2.0%	53	55	+ 3.8%
Median Sales Price		\$231,500	\$274,000	+ 18.4%	\$247,000	\$274,700	+ 11.2%
Avg. Sales Price		\$242,656	\$274,566	+ 13.2%	\$263,760	\$289,130	+ 9.6%
Pct. of Orig. Price Received		97.6%	97.8%	+ 0.2%	96.8%	97.1%	+ 0.3%
Affordability Index		114	98	- 14.0%	106	98	- 7.5%
Homes for Sale		207	200	- 3.4%	--	--	--
Months Supply		1.8	1.8	0.0%	--	--	--

New Listings

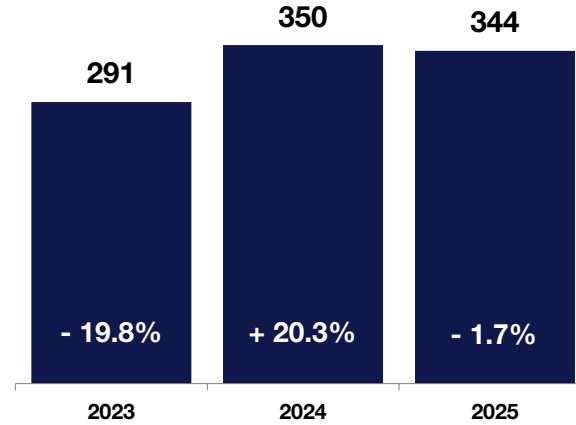
A count of the properties that have been newly listed on the market in a given month.



March

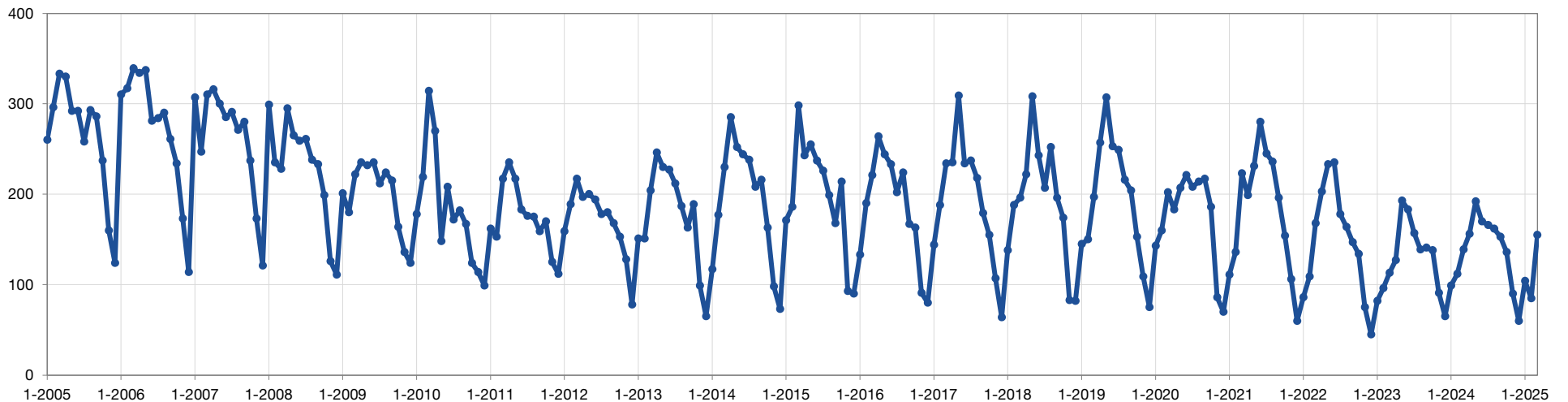


Year to Date



	New Listings	Prior Year	Percent Change
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	85	112	-24.1%
March 2025	155	139	+11.5%
12-Month Avg	136	132	+3.0%

Historical New Listings by Month

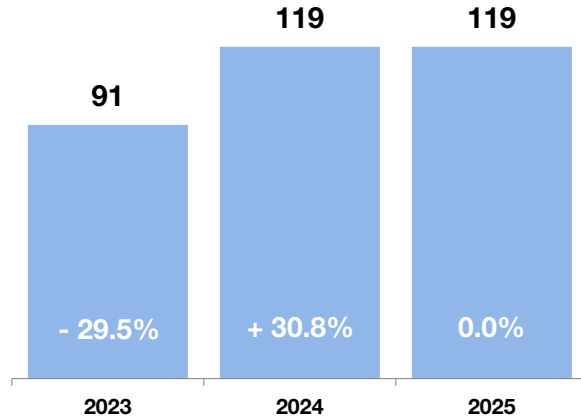


Pending Sales

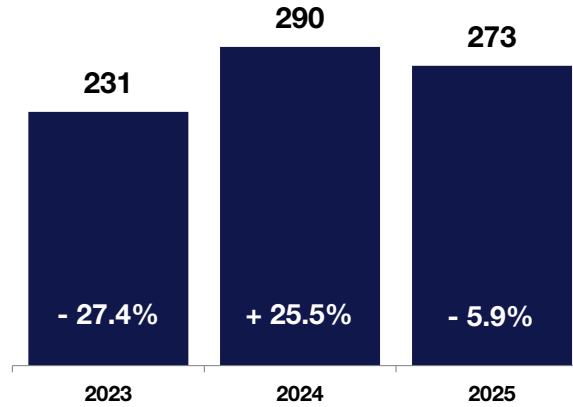
A count of the properties on which offers have been accepted in a given month.



March

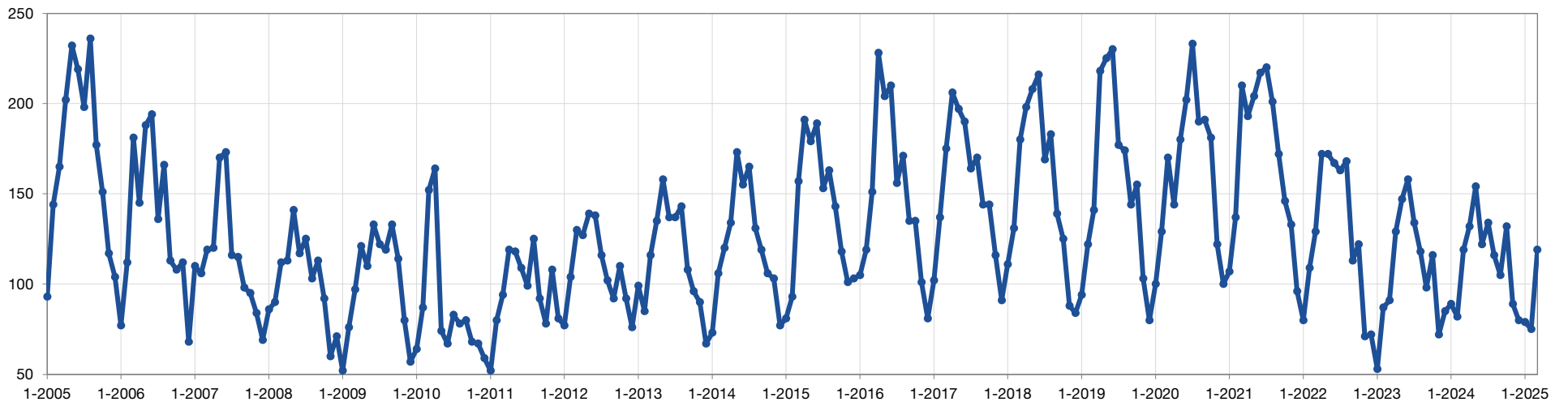


Year to Date



	Pending Sales	Prior Year	Percent Change
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	79	89	-11.2%
February 2025	75	82	-8.5%
March 2025	119	119	0.0%
12-Month Avg	111	112	-0.9%

Historical Pending Sales by Month

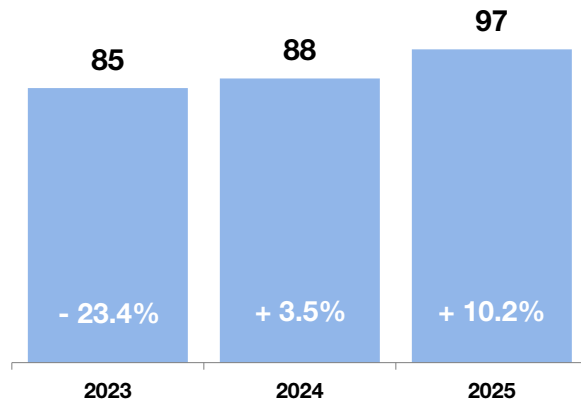


Closed Sales

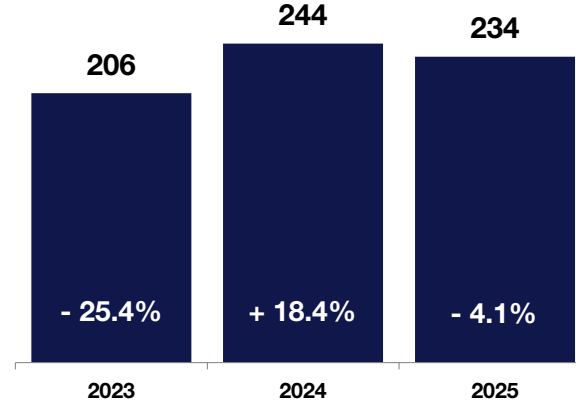
A count of the actual sales that closed in a given month.



March

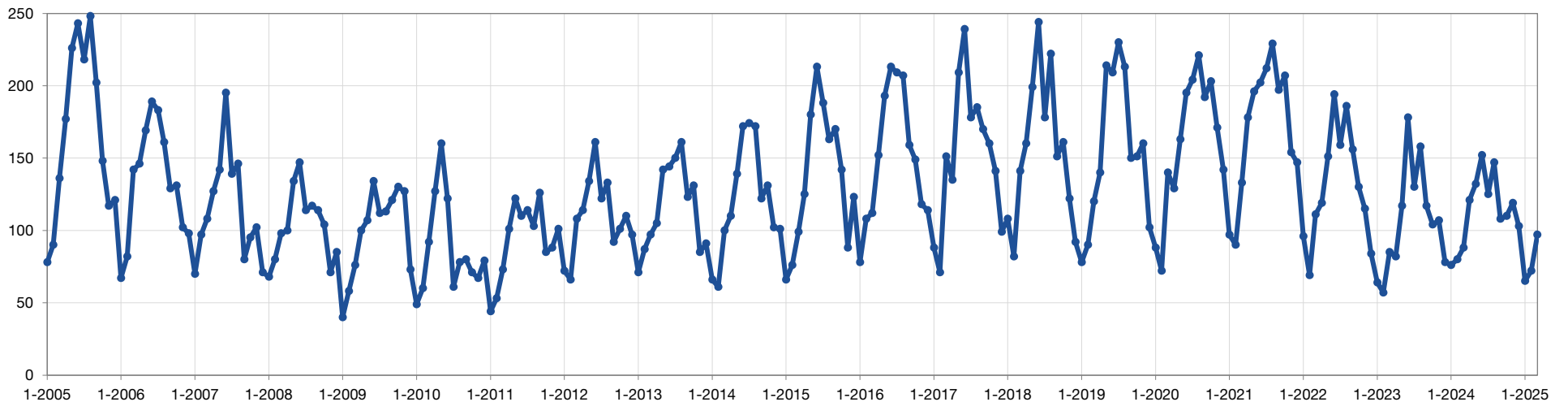


Year to Date



Closed Sales	Prior Year	Percent Change
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%
January 2025	76	-14.5%
February 2025	80	-10.0%
March 2025	97	+10.2%
12-Month Avg	113	+2.7%

Historical Closed Sales by Month

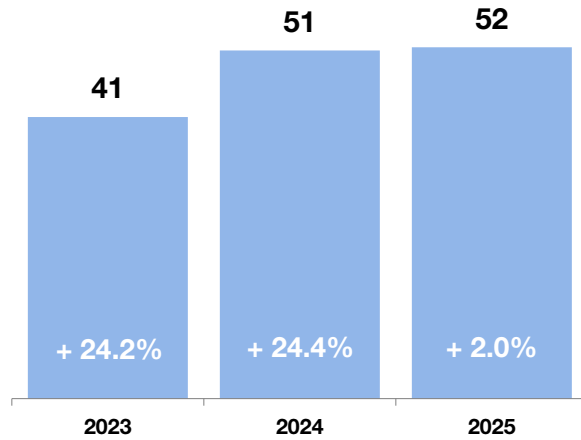


Days on Market Until Sale

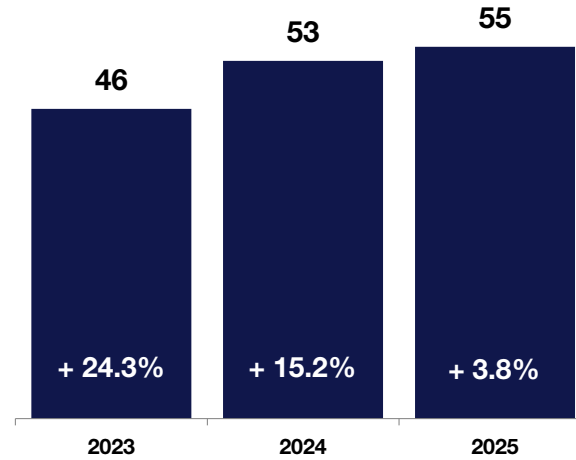
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

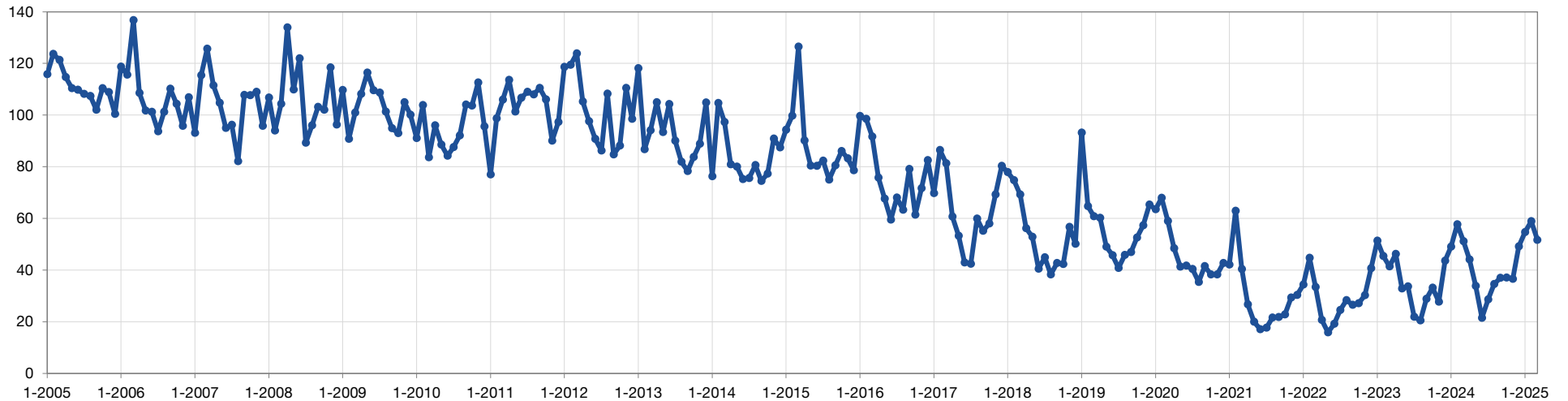


Year to Date



Days on Market	Prior Year	Percent Change	
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%
March 2025	52	51	+2.0%
12-Month Avg	41	37	+10.8%

Historical Days on Market Until Sale by Month

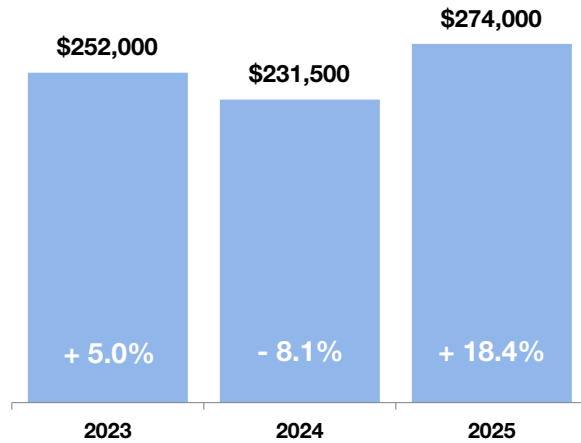


Median Sales Price

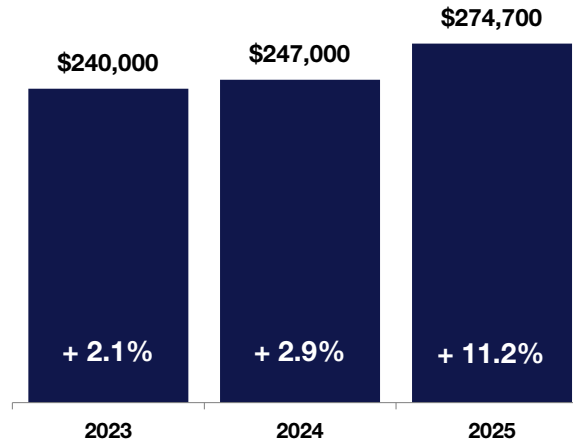
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

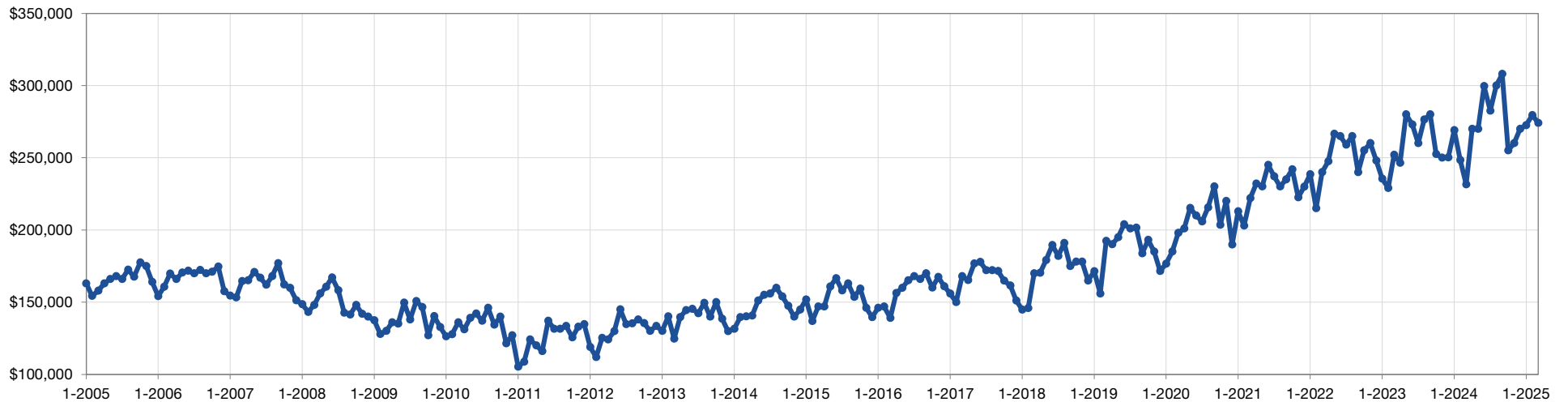


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$308,000	\$280,000	+10.0%
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	\$272,500	\$269,000	+1.3%
February 2025	\$279,500	\$248,450	+12.5%
March 2025	\$274,000	\$231,500	+18.4%
12-Month Avg	\$278,400	\$259,796	+7.2%

Historical Median Sales Price by Month

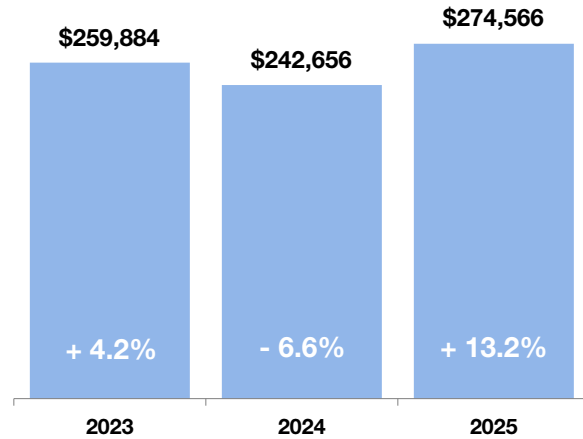


Average Sales Price

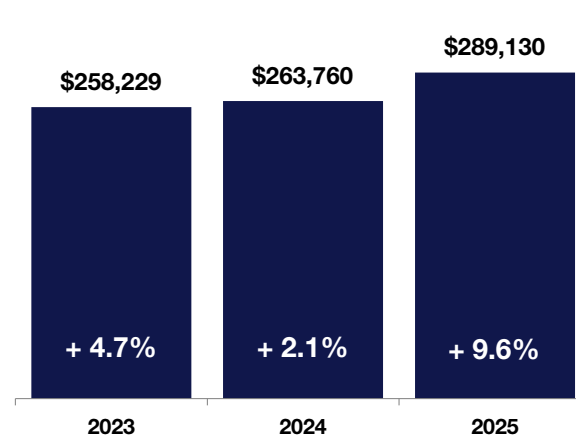
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

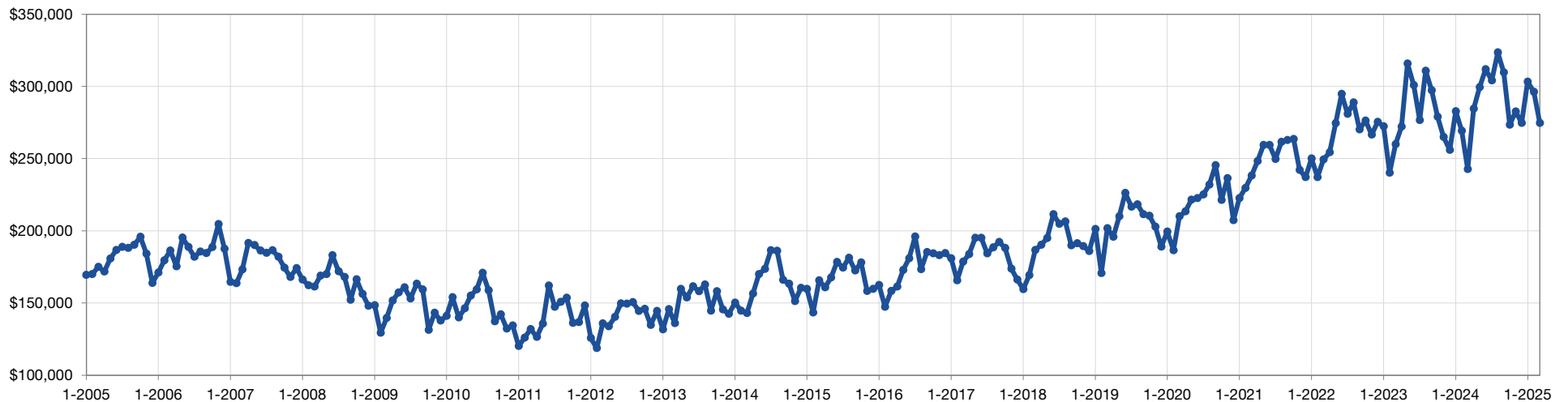


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$309,554	\$297,225	+4.1%
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	\$296,081	\$269,238	+10.0%
March 2025	\$274,566	\$242,656	+13.2%
12-Month Avg	\$294,745	\$280,652	+5.0%

Historical Average Sales Price by Month

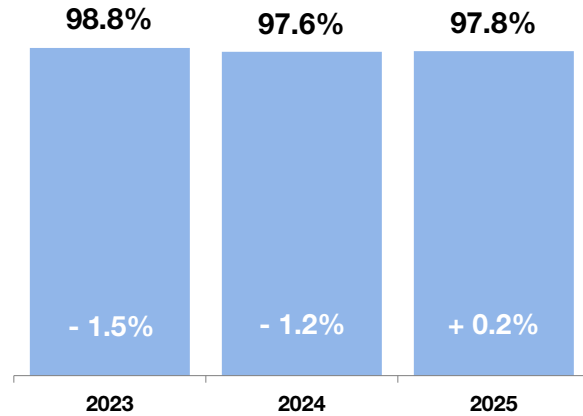


Percent of Original List Price Received

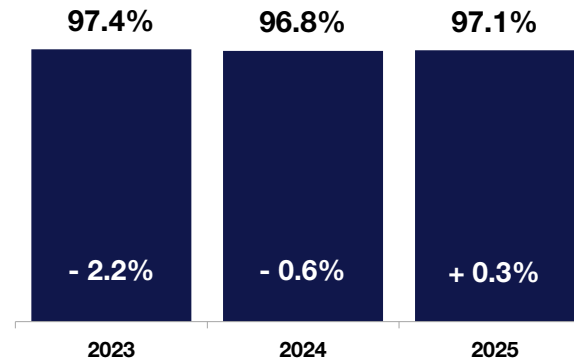


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

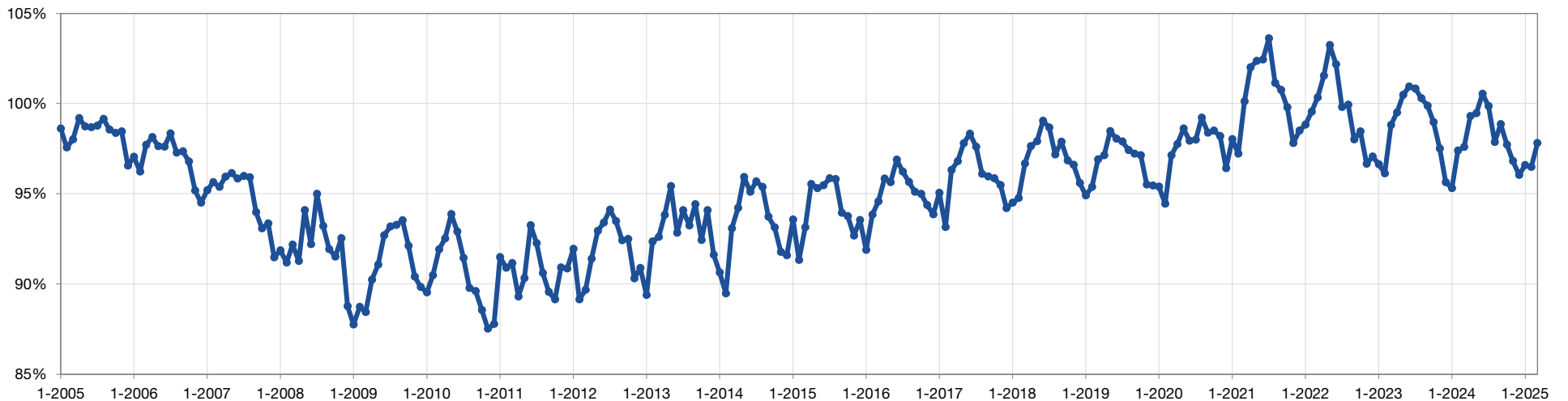


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
February 2025	96.5%	97.4%	-0.9%
March 2025	97.8%	97.6%	+0.2%
12-Month Avg	98.1%	98.7%	-0.6%

Historical Percent of Original List Price Received by Month

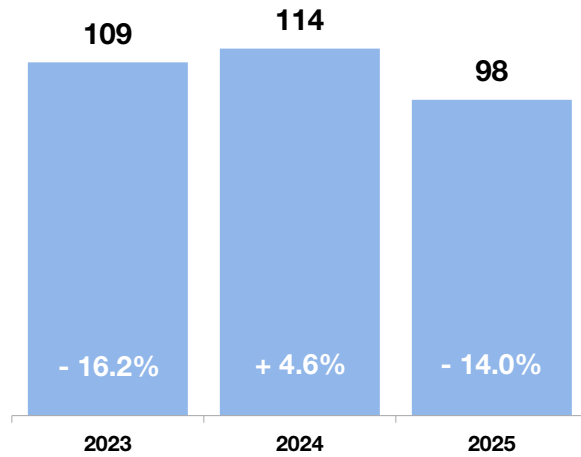


Housing Affordability Index

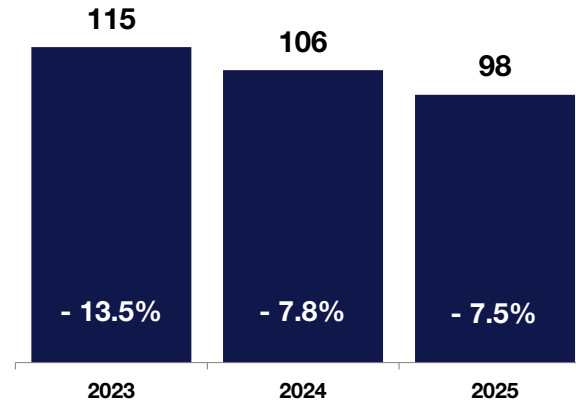


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

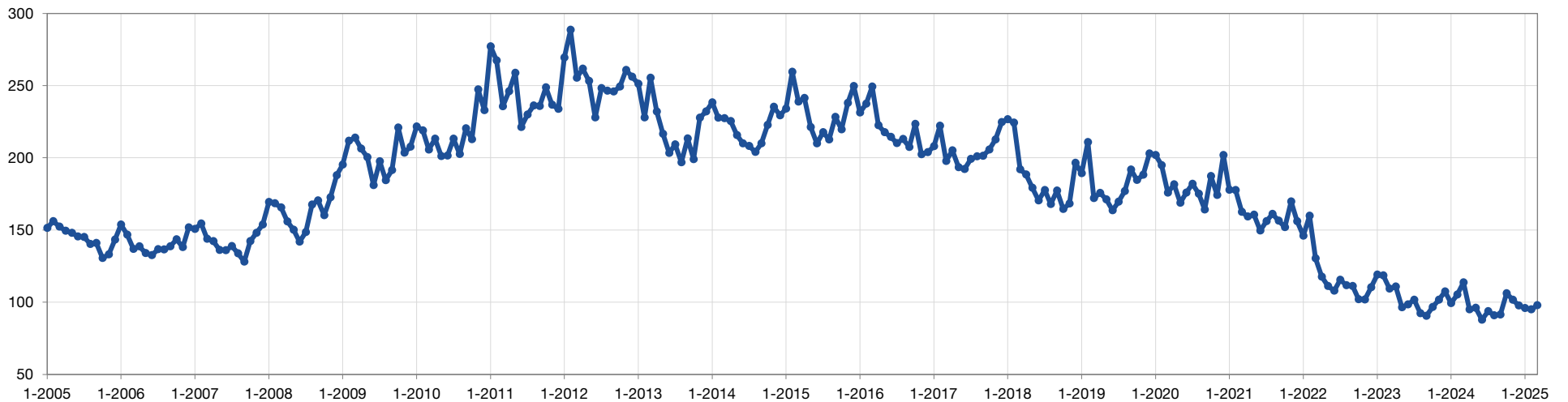


Year to Date



	Affordability Index	Prior Year	Percent Change
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	91	91	0.0%
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%
March 2025	98	114	-14.0%
12-Month Avg	96	101	-5.0%

Historical Housing Affordability Index by Month

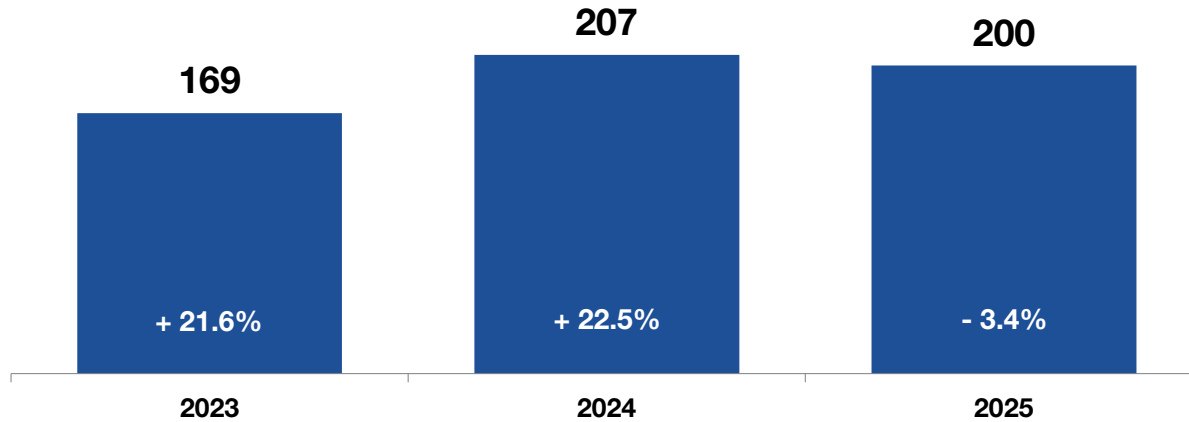


Inventory of Homes for Sale

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

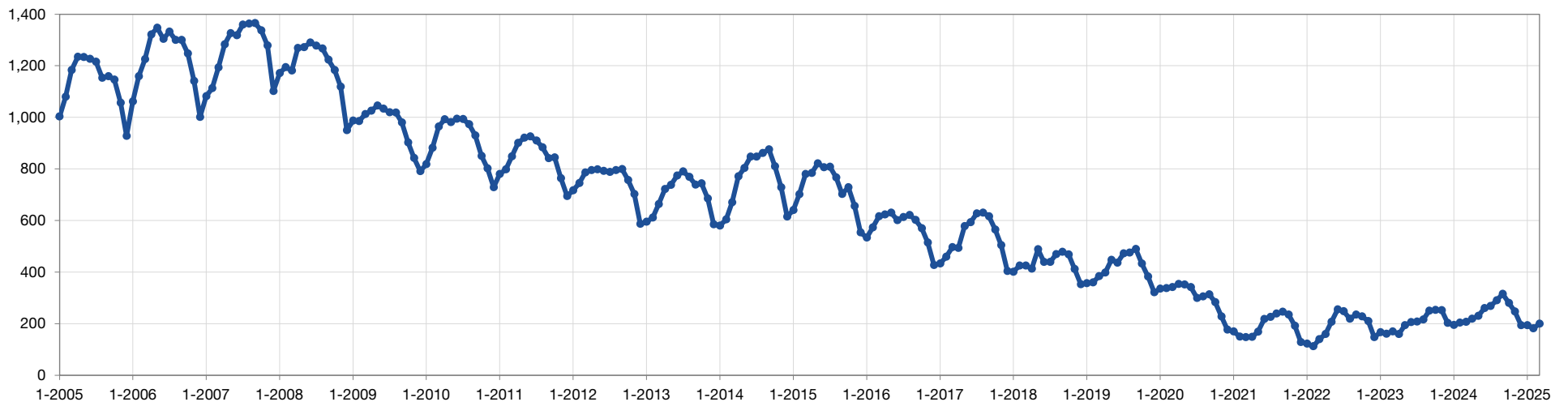


March



Homes for Sale		Prior Year	Percent Change
April 2024	219	159	+37.7%
May 2024	230	193	+19.2%
June 2024	260	206	+26.2%
July 2024	268	208	+28.8%
August 2024	290	216	+34.3%
September 2024	315	250	+26.0%
October 2024	280	253	+10.7%
November 2024	247	252	-2.0%
December 2024	193	203	-4.9%
January 2025	193	194	-0.5%
February 2025	181	204	-11.3%
March 2025	200	207	-3.4%
12-Month Avg	240	212	+13.2%

Historical Inventory of Homes for Sale by Month

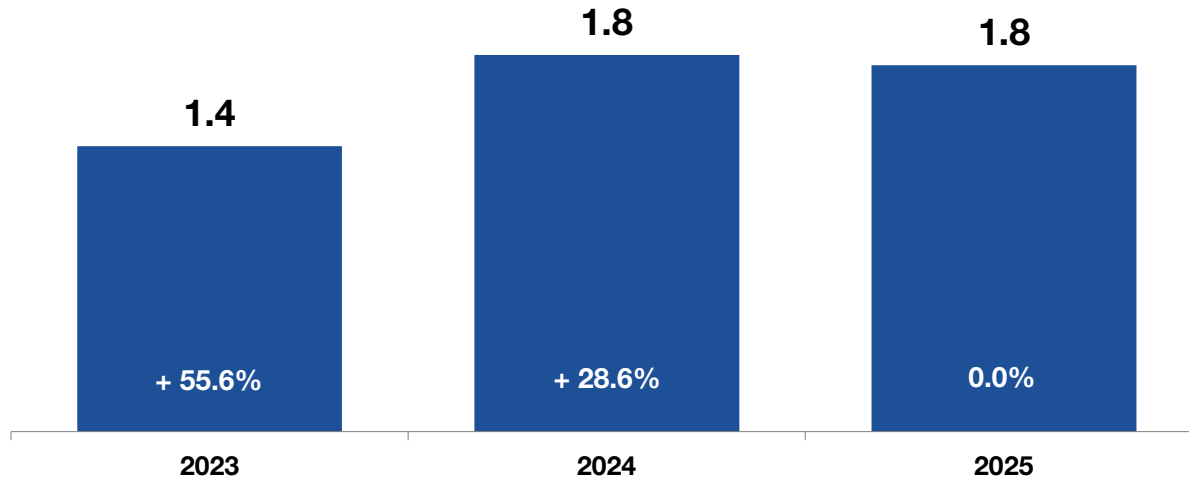


Months Supply of Inventory

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.



March



Months Supply	Prior Year	Percent Change	
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	2.9	2.3	+26.1%
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	1.6	1.9	-15.8%
March 2025	1.8	1.8	0.0%
12-Month Avg	2.2	1.9	+15.8%

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	+ / -	3-2024	3-2025	+ / -	3-2024	3-2025	+ / -
Albany	9	8	-11.1%	8	5	-37.5%	\$221,000	\$299,900	+35.7%	5	6	+20.0%	1.9	2.0	+6.7%
Avon	13	12	-7.7%	2	9	+350.0%	\$277,900	\$319,900	+15.1%	10	5	-50.0%	2.9	1.4	-52.6%
Clearwater	13	15	+15.4%	7	8	+14.3%	\$290,000	\$308,000	+6.2%	11	7	-36.4%	2.4	1.5	-39.4%
Cold Spring	15	27	+80.0%	16	11	-31.3%	\$305,000	\$309,900	+1.6%	19	28	+47.4%	2.9	3.9	+32.1%
Eden Lake Twp	0	3	--	1	1	0.0%	\$415,000	\$312,000	-24.8%	0	1	--	0.0	0.7	--
Eden Valley	1	11	+1000.0%	0	4	--	\$0	\$319,750	--	2	6	+200.0%	1.5	2.4	+65.0%
Fair Haven Twp	0	2	--	0	0	--	\$0	\$0	--	0	2	--	0.0	2.0	--
Foley	11	18	+63.6%	6	8	+33.3%	\$324,500	\$272,500	-16.0%	6	9	+50.0%	1.4	1.9	+34.9%
Freeport	1	1	0.0%	2	0	-100.0%	\$341,900	\$0	-100.0%	0	2	--	0.0	0.7	--
Holdingford	3	8	+166.7%	1	3	+200.0%	\$305,000	\$312,000	+2.3%	2	3	+50.0%	1.2	1.2	-0.3%
Kimball	10	13	+30.0%	10	7	-30.0%	\$343,250	\$340,000	-0.9%	7	10	+42.9%	1.7	3.9	+125.8%
Maine Prairie Twp	0	1	--	0	0	--	\$0	\$0	--	0	1	--	0.0	0.0	--
Melrose	4	5	+25.0%	3	5	+66.7%	\$185,000	\$209,900	+13.5%	6	10	+66.7%	1.9	2.5	+33.3%
Paynesville	9	16	+77.8%	4	10	+150.0%	\$296,500	\$261,200	-11.9%	9	15	+66.7%	2.5	2.9	+16.1%
Rice	11	17	+54.5%	5	9	+80.0%	\$262,040	\$305,000	+16.4%	9	13	+44.4%	1.7	2.9	+69.5%
Richmond	16	18	+12.5%	7	11	+57.1%	\$259,900	\$310,000	+19.3%	11	11	0.0%	2.0	2.2	+11.7%
Rockville	6	5	-16.7%	2	2	0.0%	\$505,000	\$301,800	-40.2%	8	4	-50.0%	4.0	2.5	-37.5%
Sartell	63	68	+7.9%	32	41	+28.1%	\$295,125	\$329,900	+11.8%	45	50	+11.1%	2.5	2.7	+9.1%
Sauk Centre	22	20	-9.1%	9	8	-11.1%	\$275,000	\$220,000	-20.0%	12	19	+58.3%	1.8	2.9	+62.4%
Sauk Rapids	44	39	-11.4%	28	28	0.0%	\$269,450	\$273,750	+1.6%	22	18	-18.2%	1.6	1.3	-22.0%
Saint Cloud	207	204	-1.4%	153	140	-8.5%	\$222,450	\$241,500	+8.6%	118	112	-5.1%	1.7	1.7	+0.9%
Saint Joseph	20	16	-20.0%	20	9	-55.0%	\$266,400	\$324,900	+22.0%	9	12	+33.3%	1.7	2.0	+18.7%
Saint Augusta	20	10	-50.0%	6	10	+66.7%	\$298,800	\$351,500	+17.6%	17	11	-35.3%	4.3	2.9	-31.0%
Waite Park	16	17	+6.3%	11	16	+45.5%	\$220,000	\$287,900	+30.9%	13	8	-38.5%	2.3	1.1	-51.7%
Wakefield Twp	1	0	-100.0%	0	2	--	\$0	\$550,000	--	1	1	0.0%	0.8	1.0	+33.3%