

Monthly Indicators

April 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

- 25.6% **- 0.9%** **+ 7.8%**

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.



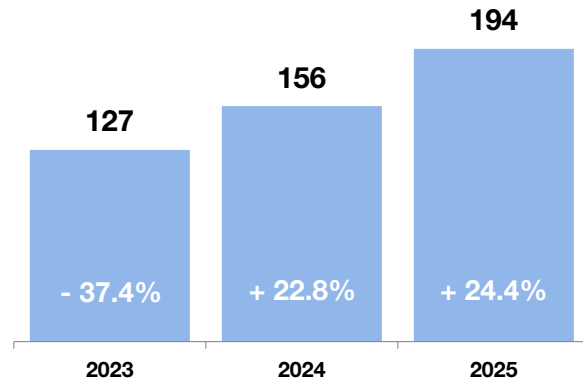
Key Metrics	Historical Sparkbars	4-2024	4-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		156	194	+ 24.4%	506	541	+ 6.9%
Pending Sales		132	138	+ 4.5%	422	409	- 3.1%
Closed Sales		121	90	- 25.6%	365	324	- 11.2%
Days on Market		44	42	- 4.5%	50	51	+ 2.0%
Median Sales Price		\$270,000	\$267,450	- 0.9%	\$253,450	\$271,750	+ 7.2%
Avg. Sales Price		\$284,497	\$302,459	+ 6.3%	\$270,653	\$292,832	+ 8.2%
Pct. of Orig. Price Received		99.3%	98.3%	- 1.0%	97.7%	97.4%	- 0.3%
Affordability Index		95	99	+ 4.2%	101	97	- 4.0%
Homes for Sale		219	236	+ 7.8%	--	--	--
Months Supply		1.9	2.1	+ 10.5%	--	--	--

New Listings

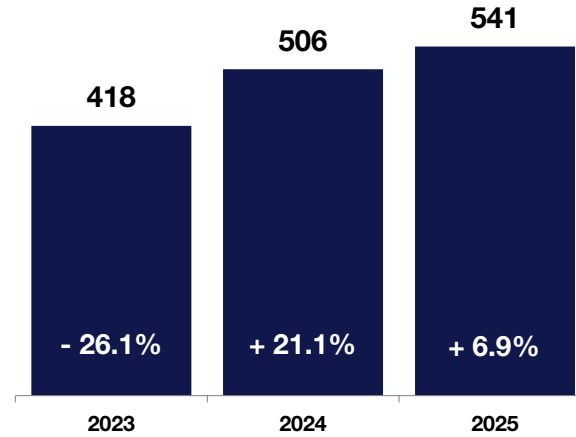
A count of the properties that have been newly listed on the market in a given month.



April

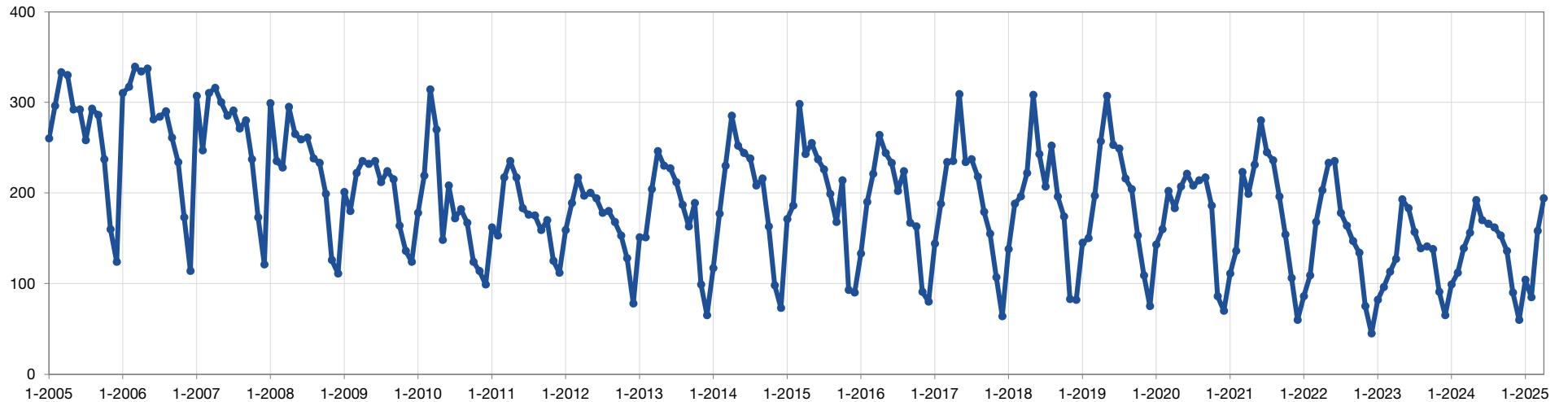


Year to Date



	New Listings	Prior Year	Percent Change
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	158	139	+13.7%
April 2025	194	156	+24.4%
12-Month Avg	139	134	+3.7%

Historical New Listings by Month

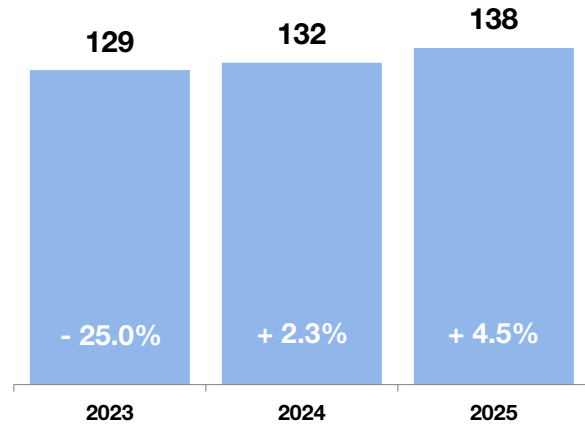


Pending Sales

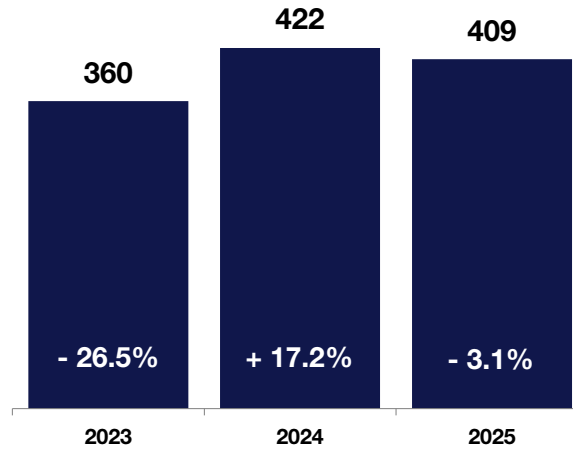
A count of the properties on which offers have been accepted in a given month.



April

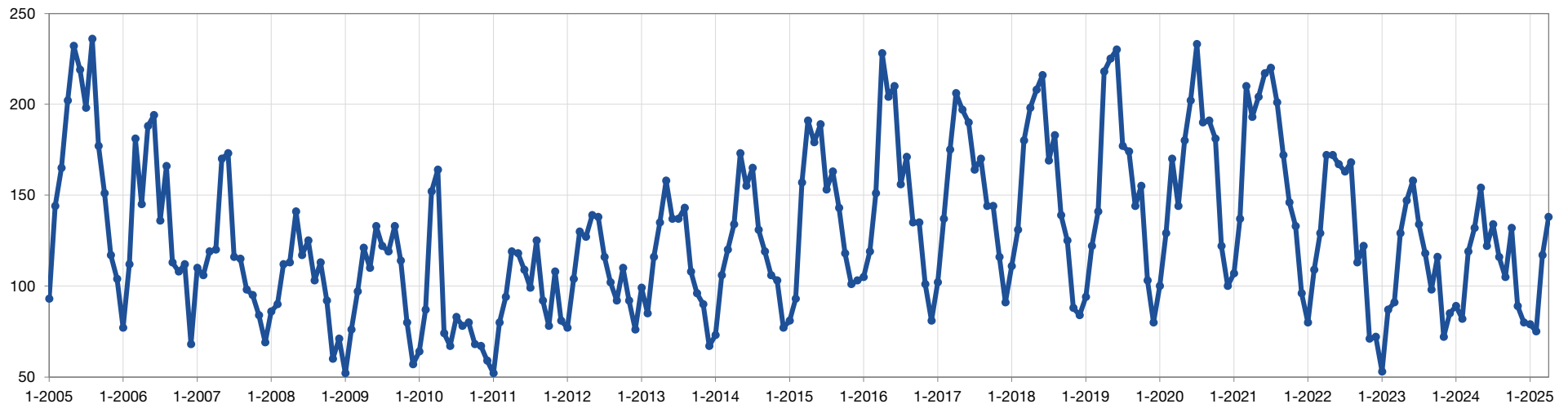


Year to Date



Pending Sales	Pending Sales	Prior Year	Percent Change
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	117	119	-1.7%
April 2025	138	132	+4.5%
12-Month Avg	112	113	-0.9%

Historical Pending Sales by Month

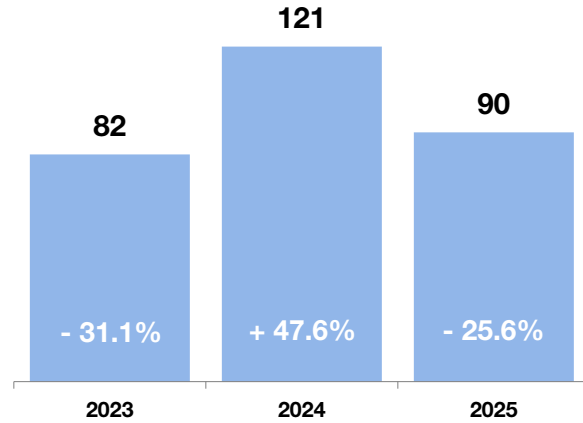


Closed Sales

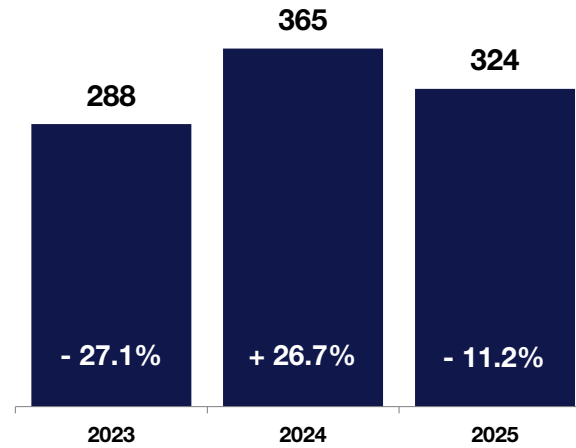
A count of the actual sales that closed in a given month.



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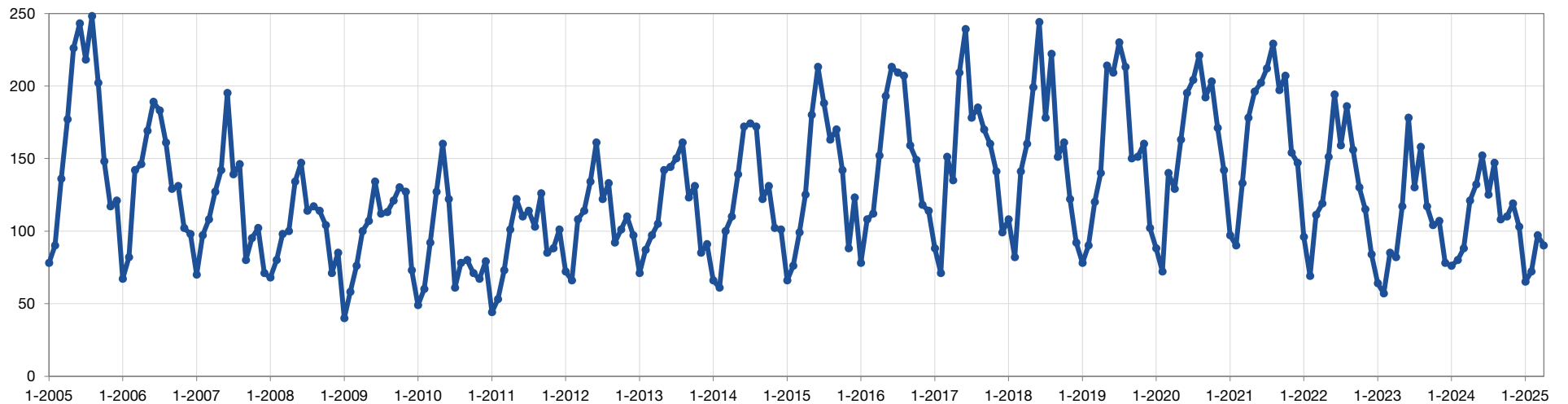


Year to Date



	Closed Sales	Prior Year	Percent Change
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	72	80	-10.0%
March 2025	97	88	+10.2%
April 2025	90	121	-25.6%
12-Month Avg	110	113	-2.7%

Historical Closed Sales by Month

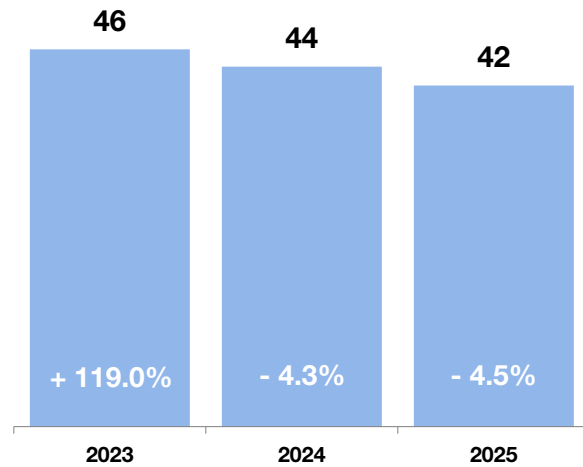


Days on Market Until Sale

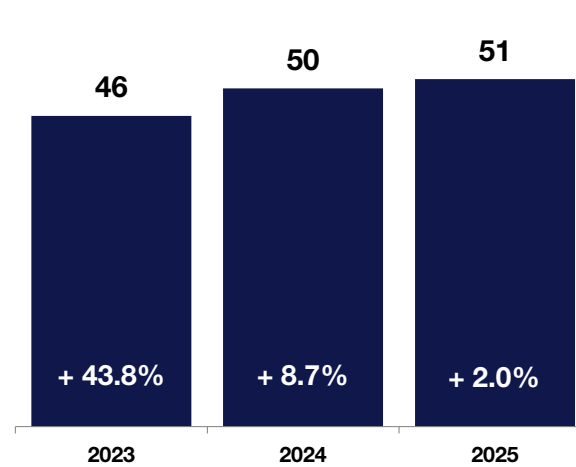
Average number of days between when a property is listed and when an offer is accepted in a given month.



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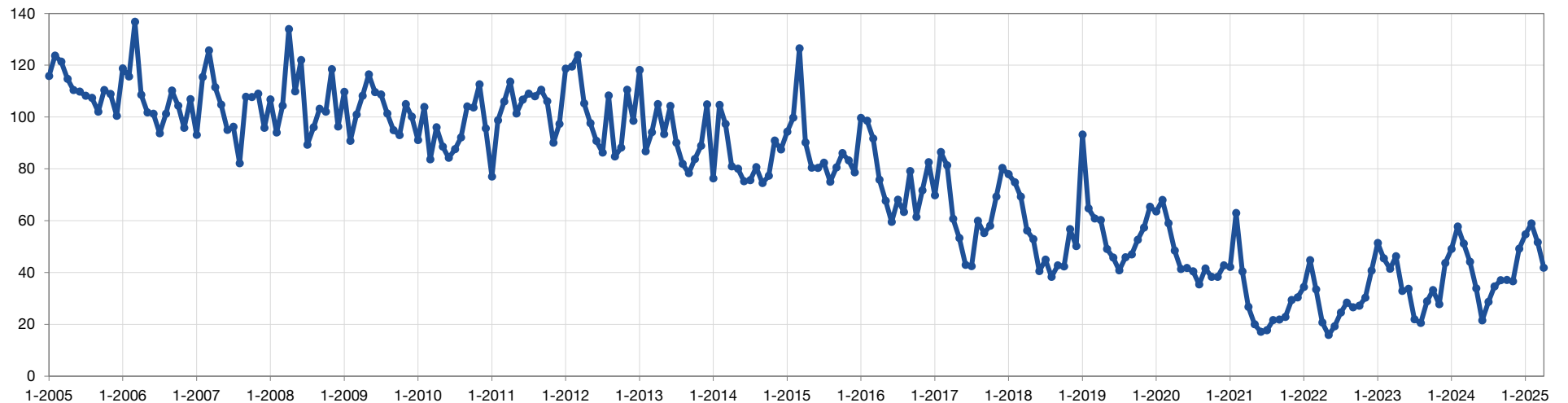


Year to Date



Days on Market	Prior Year	Percent Change
May 2024	34	+3.0%
June 2024	21	-38.2%
July 2024	29	+31.8%
August 2024	34	+70.0%
September 2024	37	+27.6%
October 2024	37	+12.1%
November 2024	37	+32.1%
December 2024	49	+11.4%
January 2025	55	+12.2%
February 2025	59	+1.7%
March 2025	52	+2.0%
April 2025	42	-4.5%
12-Month Avg	40	+8.1%

Historical Days on Market Until Sale by Month

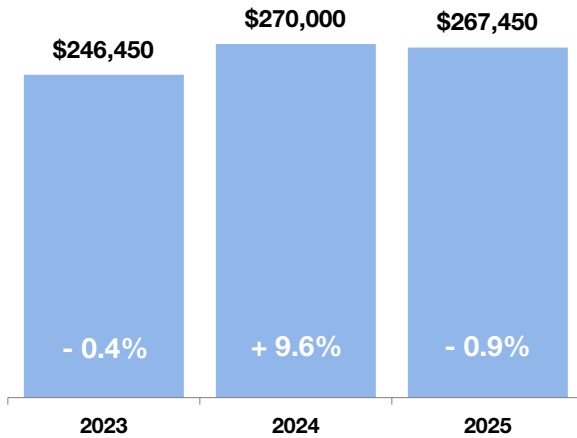


Median Sales Price

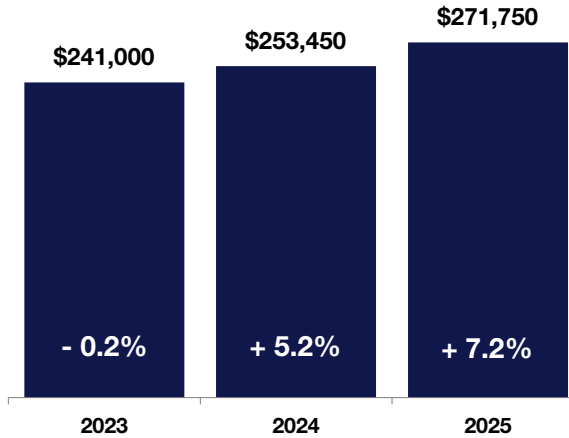
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



April



Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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%
April 2025	\$267,450	\$270,000	-0.9%
12-Month Avg	\$278,188	\$261,758	+6.3%

Historical Median Sales Price by Month

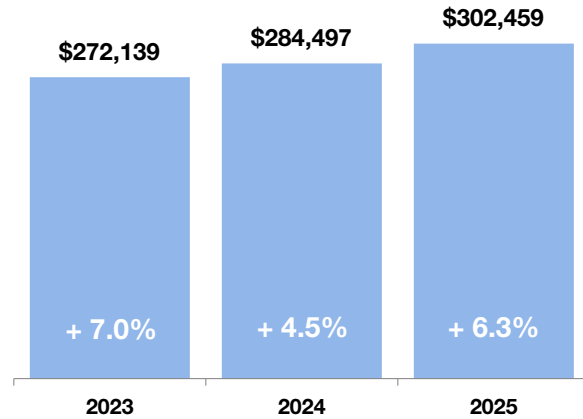


Average Sales Price

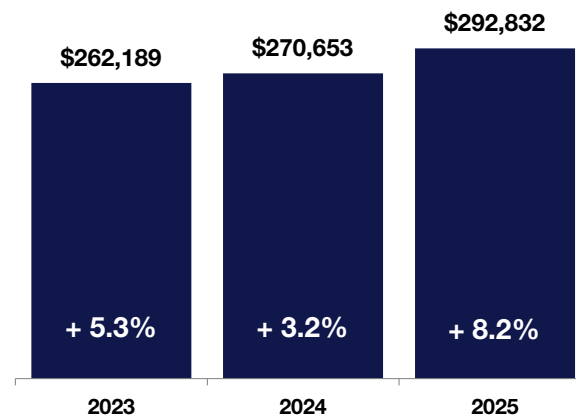
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



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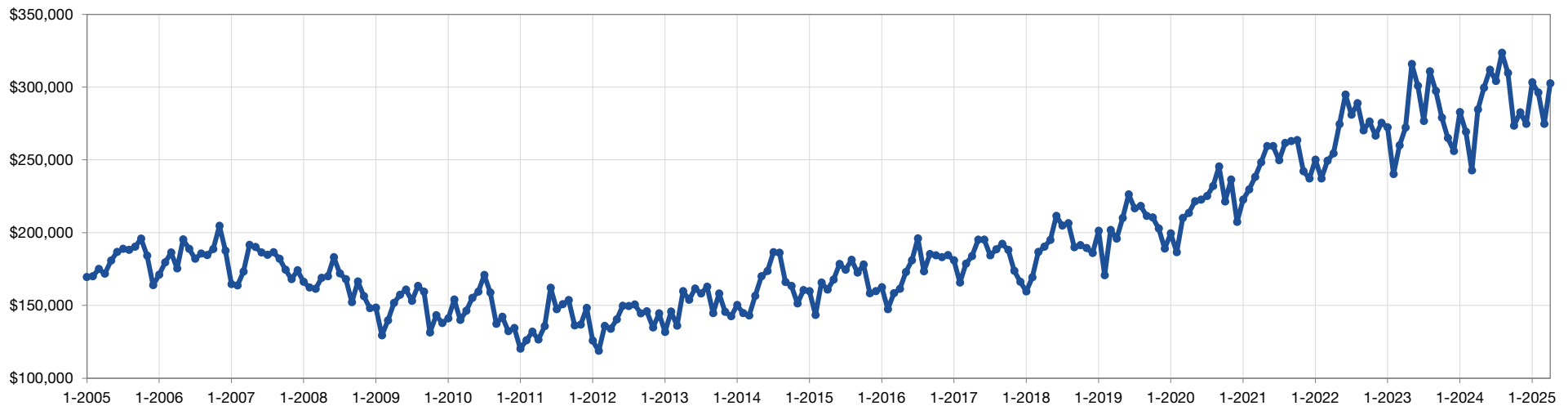


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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%
April 2025	\$302,459	\$284,497	+6.3%
12-Month Avg	\$296,242	\$281,682	+5.2%

Historical Average Sales Price by Month

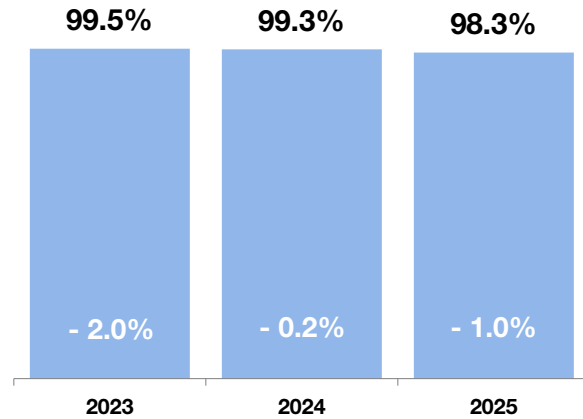


Percent of Original List Price Received

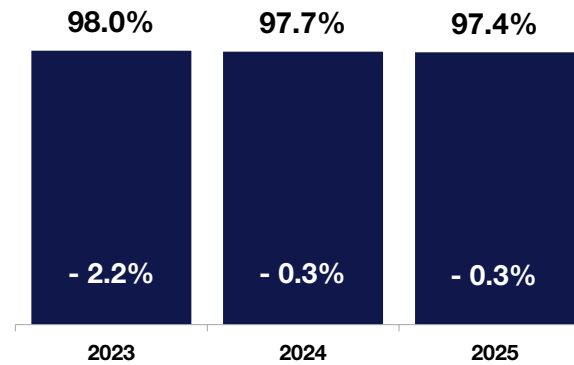


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

April

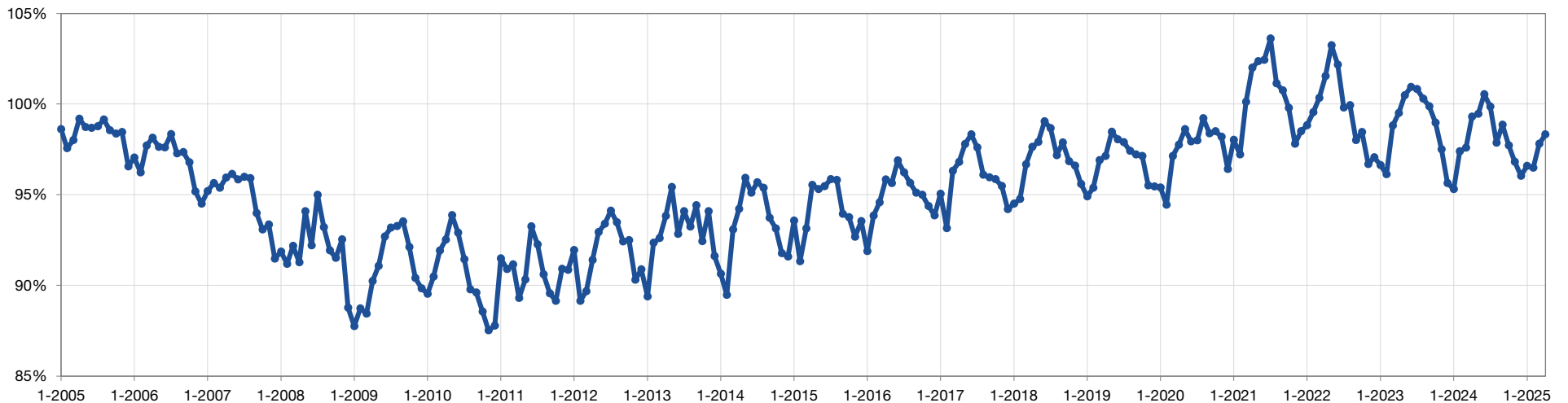


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
April 2025	98.3%	99.3%	-1.0%
12-Month Avg	98.0%	98.7%	-0.7%

Historical Percent of Original List Price Received by Month

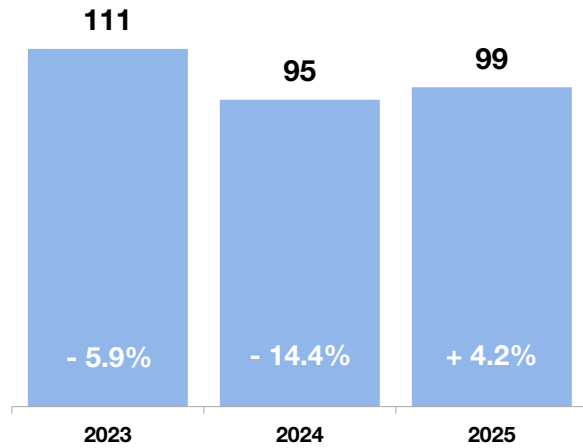


Housing Affordability Index

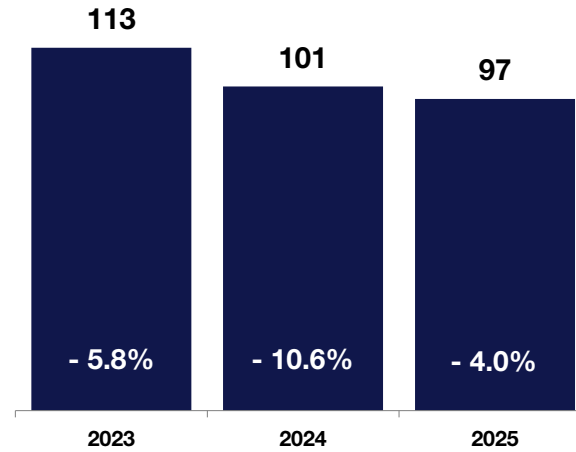


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

April



Year to Date



	Affordability Index	Prior Year	Percent Change
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%
April 2025	99	95	+4.2%
12-Month Avg	96	100	-4.0%

Historical Housing Affordability Index by Month

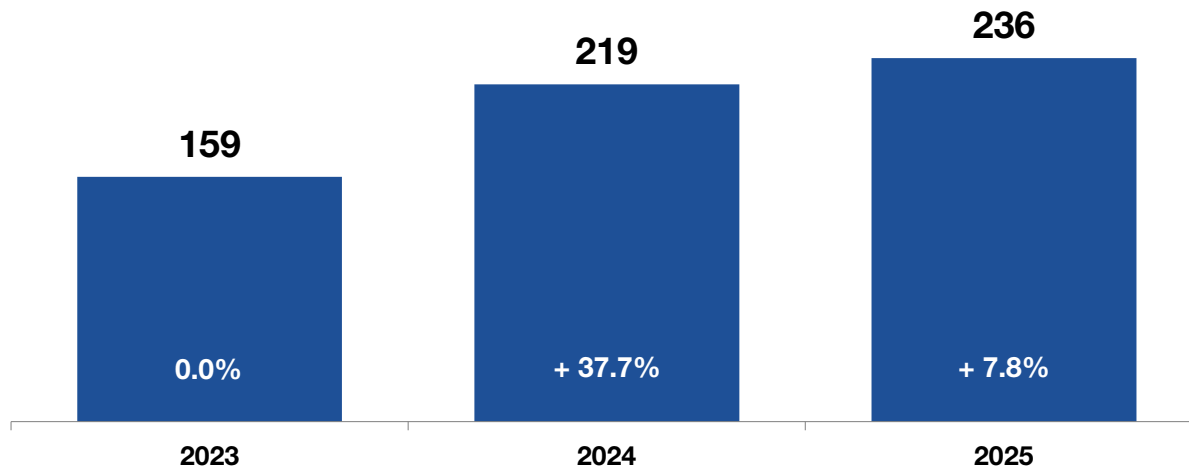


Inventory of Homes for Sale

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

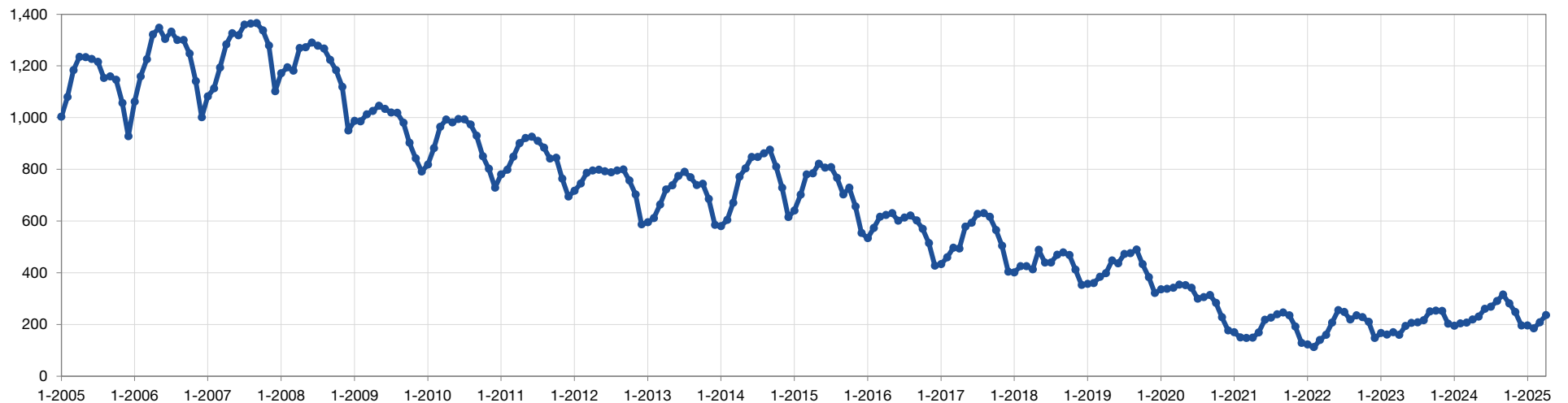


April



Homes for Sale		Prior Year	Percent Change
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	281	253	+11.1%
November 2024	248	252	-1.6%
December 2024	195	203	-3.9%
January 2025	195	194	+0.5%
February 2025	184	204	-9.8%
March 2025	208	207	+0.5%
April 2025	236	219	+7.8%
12-Month Avg	243	217	+12.0%

Historical Inventory of Homes for Sale by Month

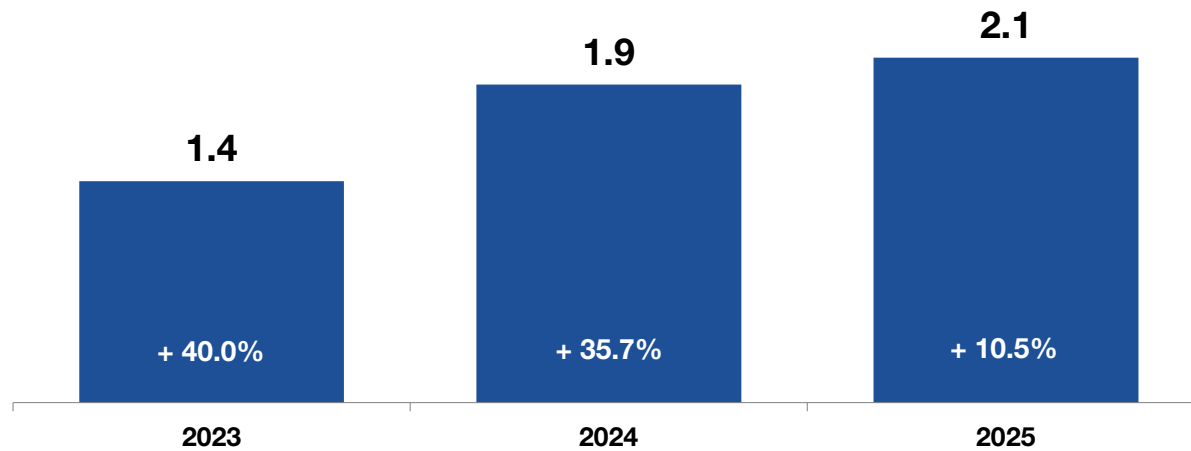


Months Supply of Inventory

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.



April



Months Supply		Prior Year	Percent Change
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	1.7	1.9	-10.5%
March 2025	1.9	1.8	+5.6%
April 2025	2.1	1.9	+10.5%
12-Month Avg	2.2	2.0	+10.0%

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	+ / -	4-2024	4-2025	+ / -	4-2024	4-2025	+ / -
Albany	10	11	+10.0%	11	9	-18.2%	\$210,000	\$300,000	+42.9%	3	5	+66.7%	1.1	1.6	+51.1%
Avon	16	19	+18.8%	7	11	+57.1%	\$279,900	\$325,750	+16.4%	8	12	+50.0%	2.4	3.5	+49.3%
Clearwater	14	22	+57.1%	12	14	+16.7%	\$347,000	\$311,500	-10.2%	6	11	+83.3%	1.3	2.5	+95.5%
Cold Spring	32	38	+18.8%	20	18	-10.0%	\$302,500	\$307,450	+1.6%	25	22	-12.0%	3.7	2.8	-24.2%
Eden Lake Twp	2	5	+150.0%	1	1	0.0%	\$415,000	\$312,000	-24.8%	1	3	+200.0%	0.8	2.1	+180.0%
Eden Valley	2	13	+550.0%	1	7	+600.0%	\$181,500	\$300,000	+65.3%	2	4	+100.0%	1.6	1.4	-10.7%
Fair Haven Twp	1	2	+100.0%	0	0	--	\$0	\$0	--	1	2	+100.0%	0.6	2.0	+250.0%
Foley	18	27	+50.0%	12	14	+16.7%	\$324,500	\$302,500	-6.8%	5	14	+180.0%	1.1	3.1	+177.7%
Freeport	3	1	-66.7%	2	1	-50.0%	\$341,900	\$309,000	-9.6%	2	0	-100.0%	1.6	0.0	-100.0%
Holdingford	4	10	+150.0%	2	6	+200.0%	\$256,000	\$310,000	+21.1%	1	4	+300.0%	0.6	1.7	+185.7%
Kimball	13	15	+15.4%	13	9	-30.8%	\$324,500	\$340,000	+4.8%	6	7	+16.7%	1.5	2.6	+78.6%
Maine Prairie Twp	0	2	--	0	0	--	\$0	\$0	--	0	1	--	0.0	1.0	--
Melrose	14	10	-28.6%	3	8	+166.7%	\$185,000	\$220,250	+19.1%	11	12	+9.1%	3.5	3.1	-13.5%
Paynesville	20	25	+25.0%	5	15	+200.0%	\$265,000	\$264,400	-0.2%	15	15	0.0%	4.2	2.7	-35.5%
Rice	24	28	+16.7%	9	14	+55.6%	\$294,000	\$299,950	+2.0%	15	18	+20.0%	2.9	4.0	+38.2%
Richmond	23	28	+21.7%	12	14	+16.7%	\$342,000	\$315,000	-7.9%	11	14	+27.3%	1.9	2.8	+46.4%
Rockville	8	6	-25.0%	3	2	-33.3%	\$439,900	\$301,800	-31.4%	9	3	-66.7%	5.1	1.8	-65.1%
Sartell	91	104	+14.3%	49	56	+14.3%	\$308,000	\$314,950	+2.3%	51	49	-3.9%	2.8	2.5	-10.2%
Sauk Centre	39	28	-28.2%	23	11	-52.2%	\$260,000	\$240,000	-7.7%	17	22	+29.4%	2.3	3.7	+58.2%
Sauk Rapids	67	63	-6.0%	42	35	-16.7%	\$277,500	\$267,500	-3.6%	28	19	-32.1%	2.1	1.3	-37.2%
Saint Cloud	298	317	+6.4%	233	196	-15.9%	\$235,000	\$243,500	+3.6%	118	138	+16.9%	1.7	2.1	+25.9%
Saint Joseph	27	28	+3.7%	27	18	-33.3%	\$267,800	\$312,450	+16.7%	11	18	+63.6%	1.9	2.9	+52.6%
Saint Augusta	26	14	-46.2%	10	13	+30.0%	\$309,300	\$318,000	+2.8%	19	11	-42.1%	5.1	2.8	-44.9%
Waite Park	23	29	+26.1%	14	19	+35.7%	\$227,500	\$285,900	+25.7%	11	12	+9.1%	1.9	1.6	-12.0%
Wakefield Twp	3	3	0.0%	0	2	--	\$0	\$550,000	--	3	1	-66.7%	2.3	0.8	-63.0%