

Monthly Indicators



June 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% **+ 0.2%** **+ 20.7%**

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.



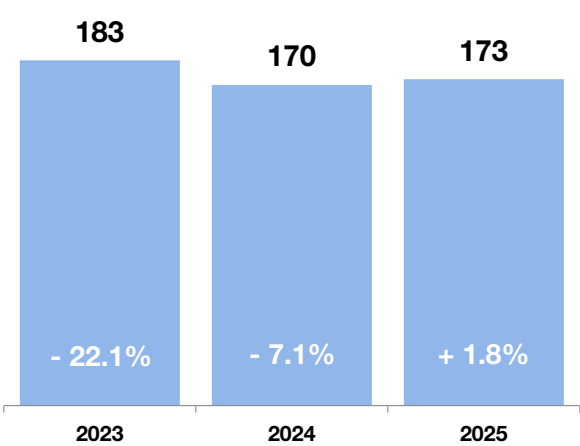
Key Metrics	Historical Sparkbars	6-2024	6-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		170	173	+ 1.8%	868	919	+ 5.9%
Pending Sales		122	128	+ 4.9%	698	664	- 4.9%
Closed Sales		152	131	- 13.8%	649	605	- 6.8%
Days on Market		21	39	+ 85.7%	40	43	+ 7.5%
Median Sales Price		\$299,500	\$300,000	+ 0.2%	\$269,450	\$283,900	+ 5.4%
Avg. Sales Price		\$311,727	\$309,345	- 0.8%	\$286,141	\$299,594	+ 4.7%
Pct. of Orig. Price Received		100.5%	98.7%	- 1.8%	98.7%	98.2%	- 0.5%
Affordability Index		88	88	0.0%	98	93	- 5.1%
Homes for Sale		261	315	+ 20.7%	--	--	--
Months Supply		2.4	2.9	+ 20.8%	--	--	--

New Listings

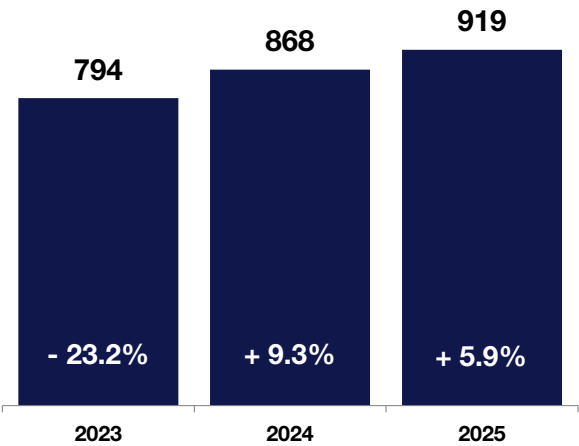
A count of the properties that have been newly listed on the market in a given month.



June

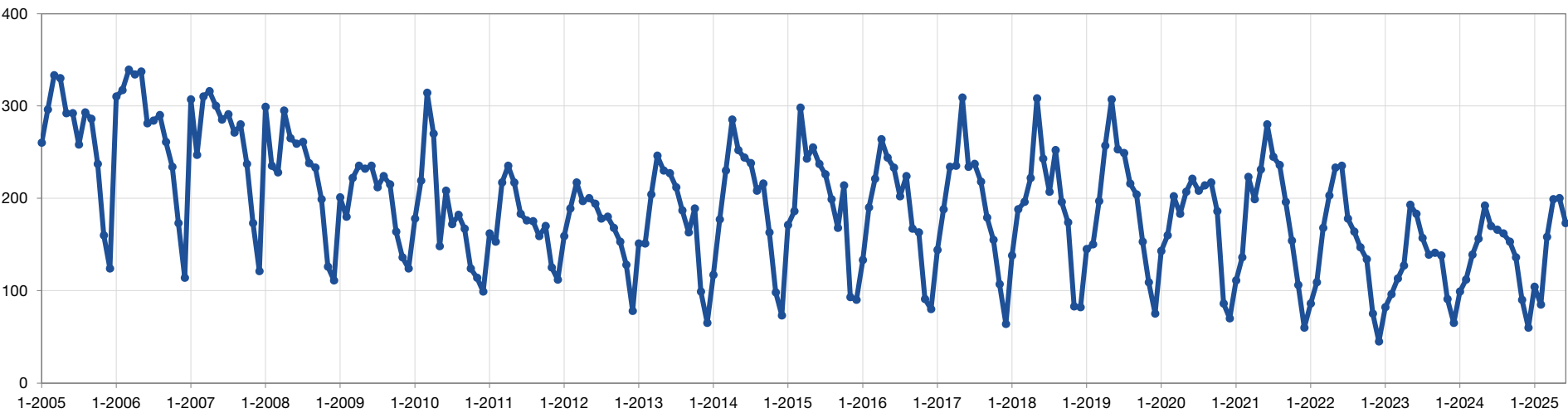


Year to Date



New Listings		Prior Year	Percent Change
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	199	156	+27.6%
May 2025	200	192	+4.2%
June 2025	173	170	+1.8%
12-Month Avg	141	133	+6.0%

Historical New Listings by Month

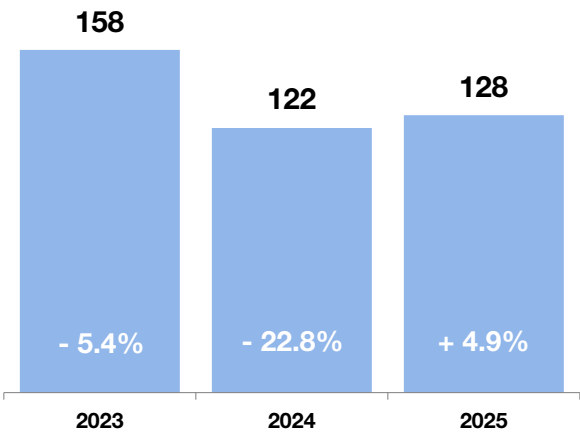


Pending Sales

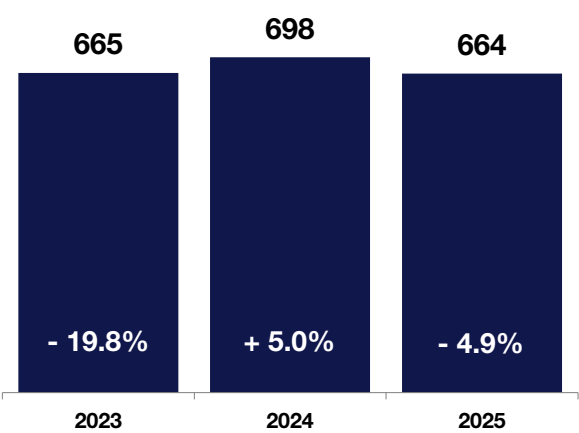
A count of the properties on which offers have been accepted in a given month.



June

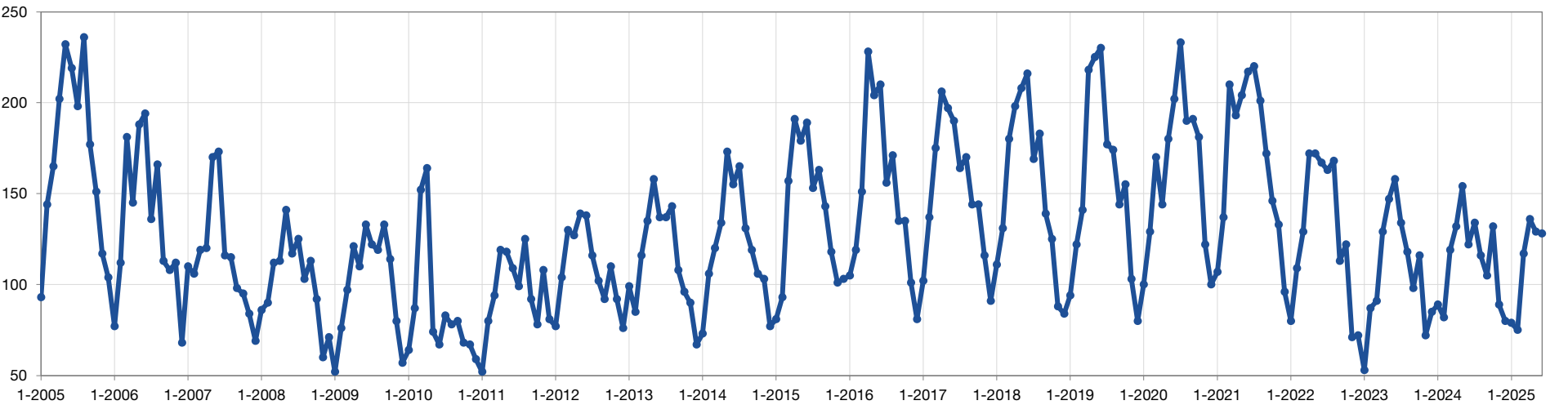


Year to Date



Pending Sales		Prior Year	Percent Change
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	136	132	+3.0%
May 2025	129	154	-16.2%
June 2025	128	122	+4.9%
12-Month Avg	110	110	0.0%

Historical Pending Sales by Month

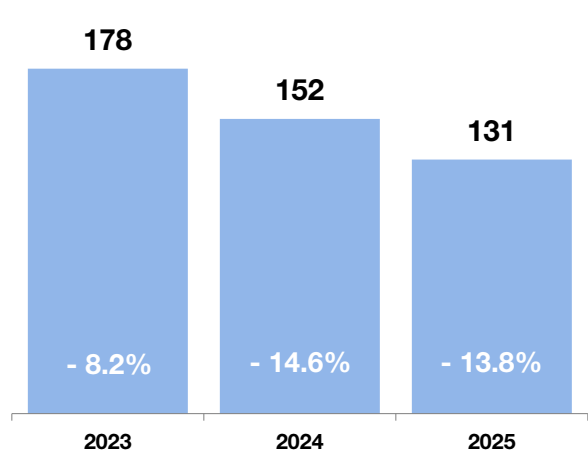


Closed Sales

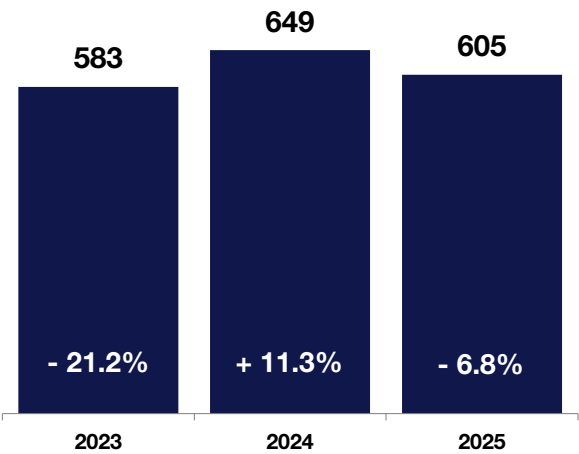
A count of the actual sales that closed in a given month.



June

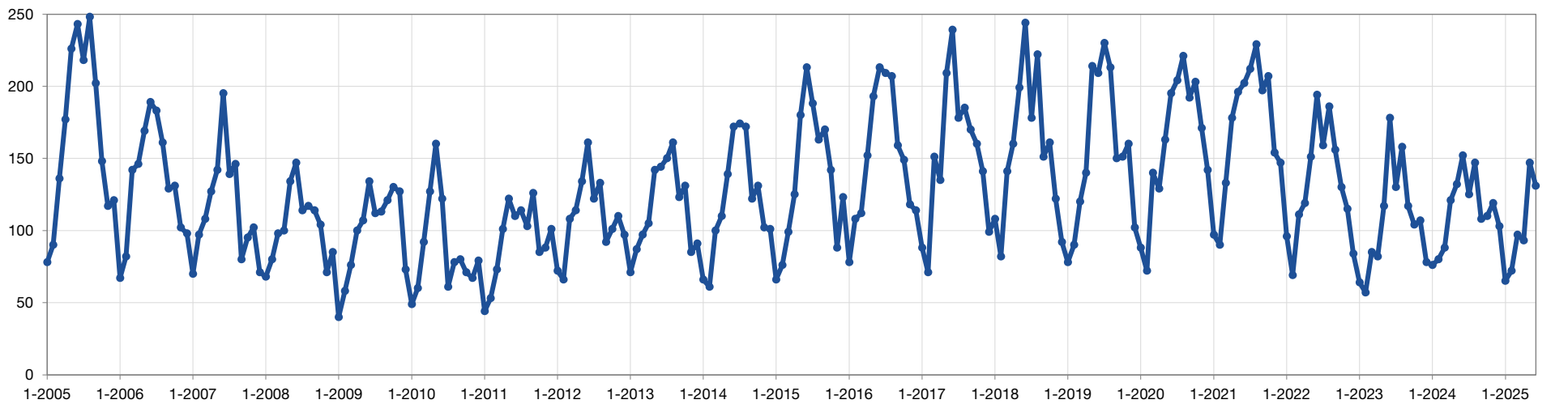


Year to Date



Closed Sales		Prior Year	Percent Change
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	93	121	-23.1%
May 2025	147	132	+11.4%
June 2025	131	152	-13.8%
12-Month Avg	110	112	-1.8%

Historical Closed Sales by Month

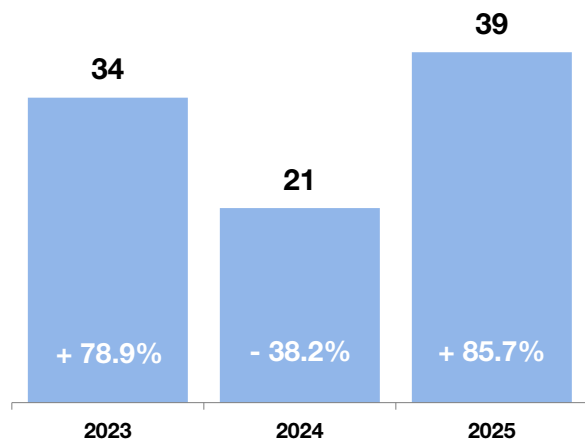


Days on Market Until Sale

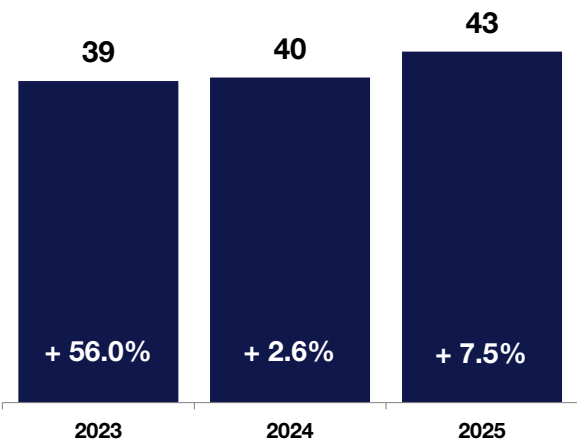
Average number of days between when a property is listed and when an offer is accepted in a given month.



June

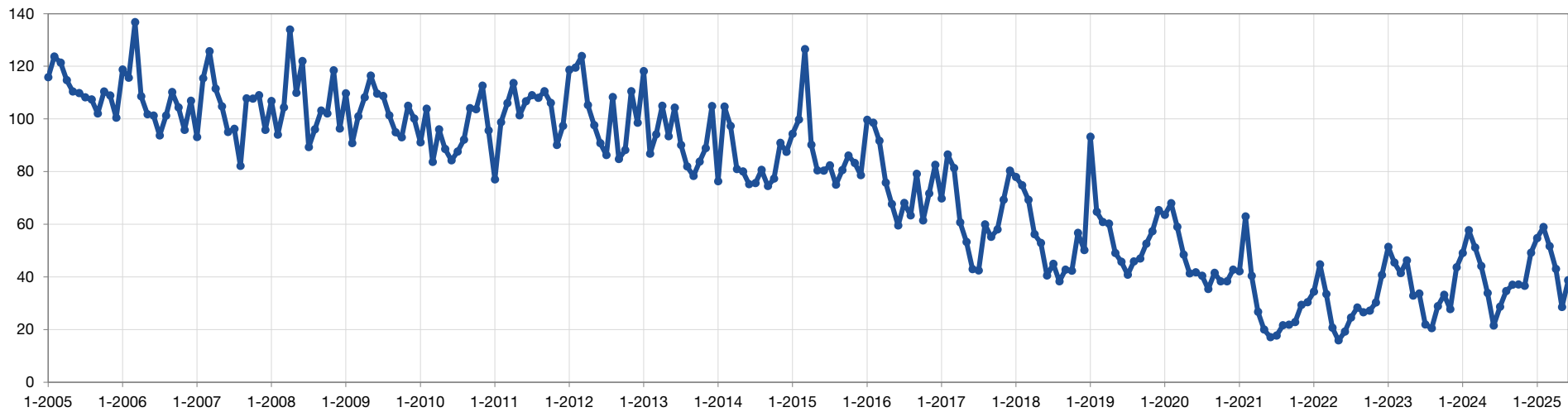


Year to Date



Days on Market		Prior Year	Percent Change
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%
April 2025	43	44	-2.3%
May 2025	29	34	-14.7%
June 2025	39	21	+85.7%
12-Month Avg	42	36	+16.7%

Historical Days on Market Until Sale by Month

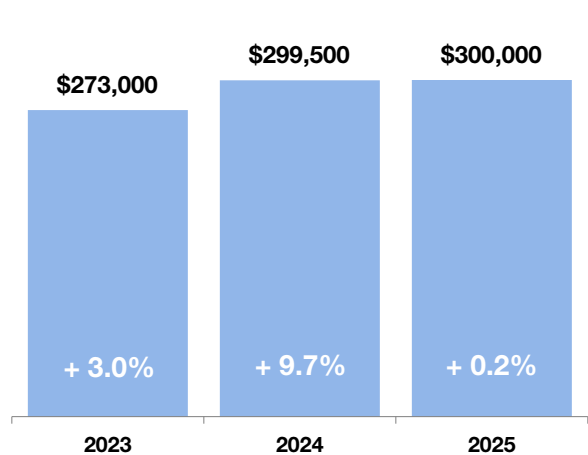


Median Sales Price

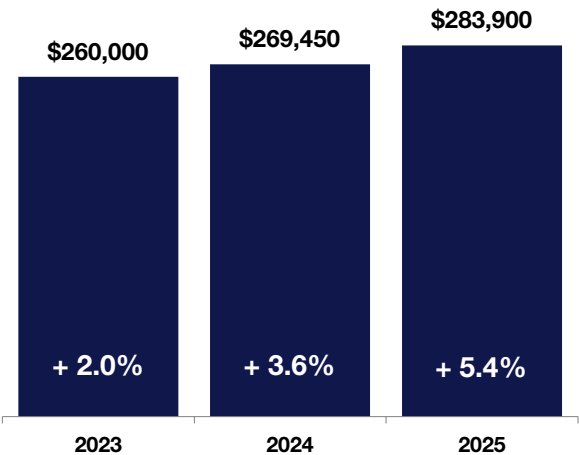
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



June



Year to Date



Median Sales Price	Prior Year	Percent Change
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	\$267,900	\$270,000 -0.8%
May 2025	\$290,000	\$270,000 +7.4%
June 2025	\$300,000	\$299,500 +0.2%
12-Month Avg	\$279,933	\$263,133 +6.4%

Historical Median Sales Price by Month

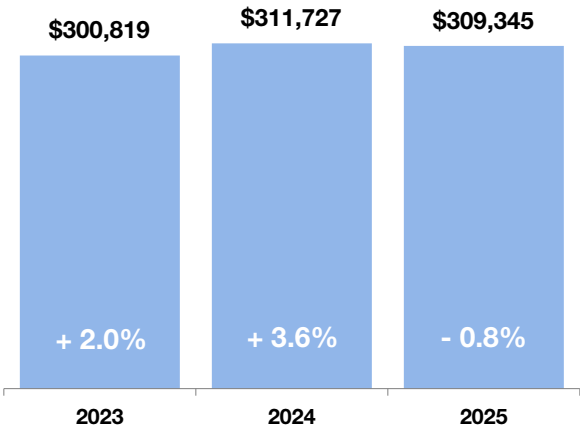


Average Sales Price

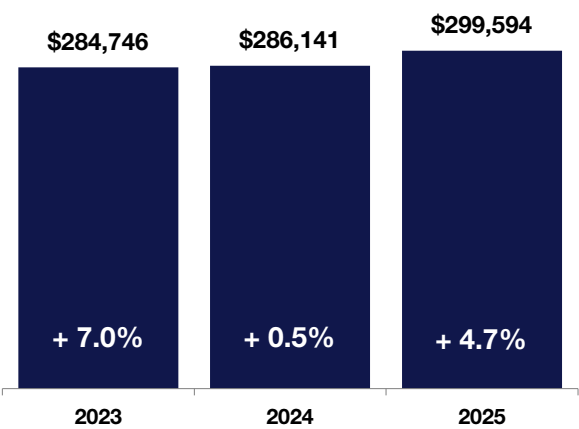
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



June

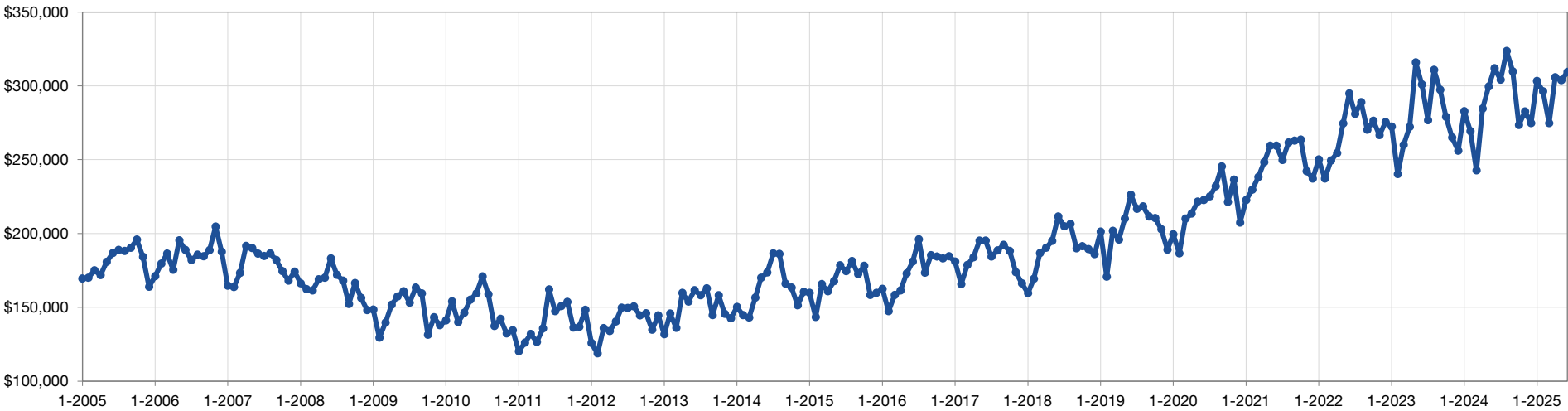


Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$305,659	\$284,497	+7.4%
May 2025	\$303,723	\$299,386	+1.4%
June 2025	\$309,345	\$311,727	-0.8%
12-Month Avg	\$296,672	\$281,222	+5.5%

Historical Average Sales Price by Month

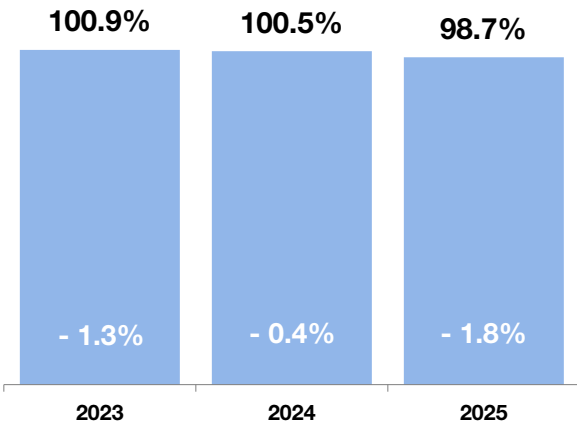


Percent of Original List Price Received

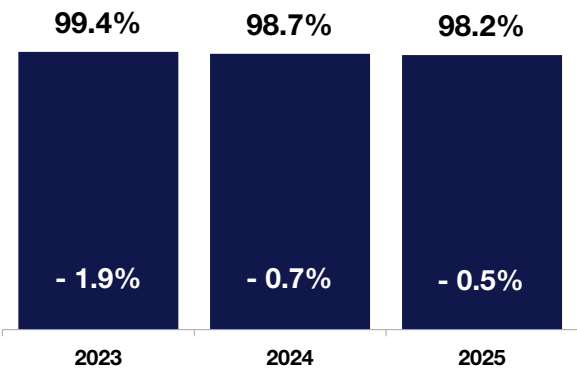


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

June

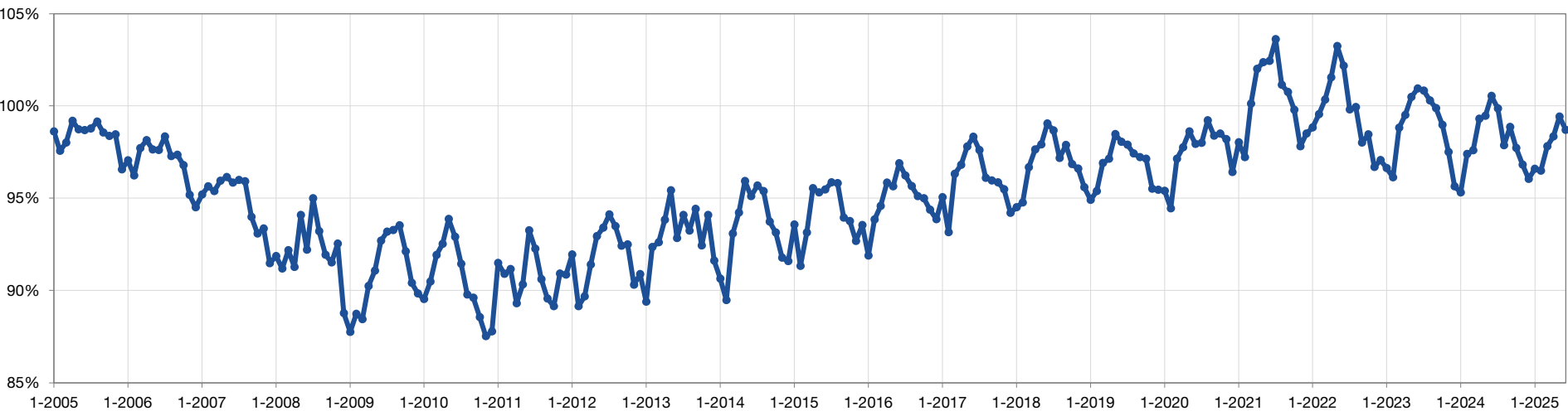


Year to Date



Pct. of Orig. Price Received		Prior Year	Percent Change
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%
May 2025	99.4%	99.5%	-0.1%
June 2025	98.7%	100.5%	-1.8%
12-Month Avg	97.9%	98.6%	-0.7%

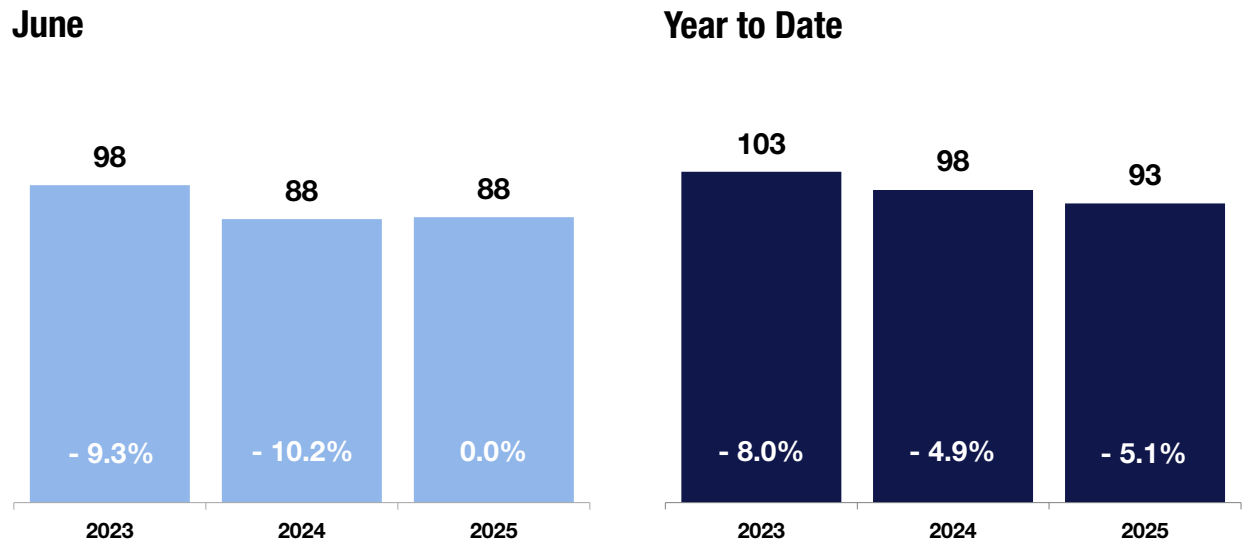
Historical Percent of Original List Price Received by Month



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.



Affordability Index		Prior Year	Percent Change
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%
May 2025	91	96	-5.2%
June 2025	88	88	0.0%
12-Month Avg	96	99	-3.0%

Historical Housing Affordability Index by Month

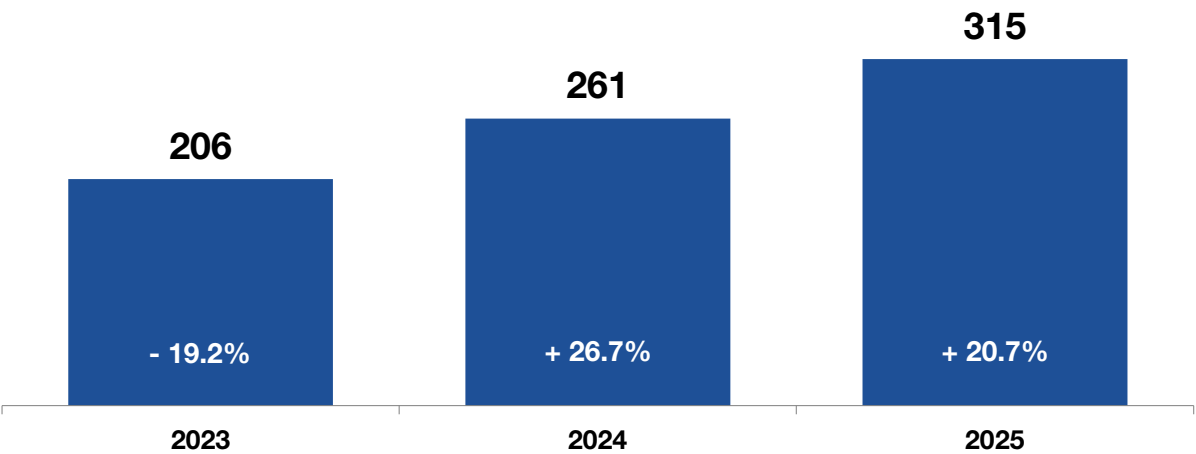


Inventory of Homes for Sale

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

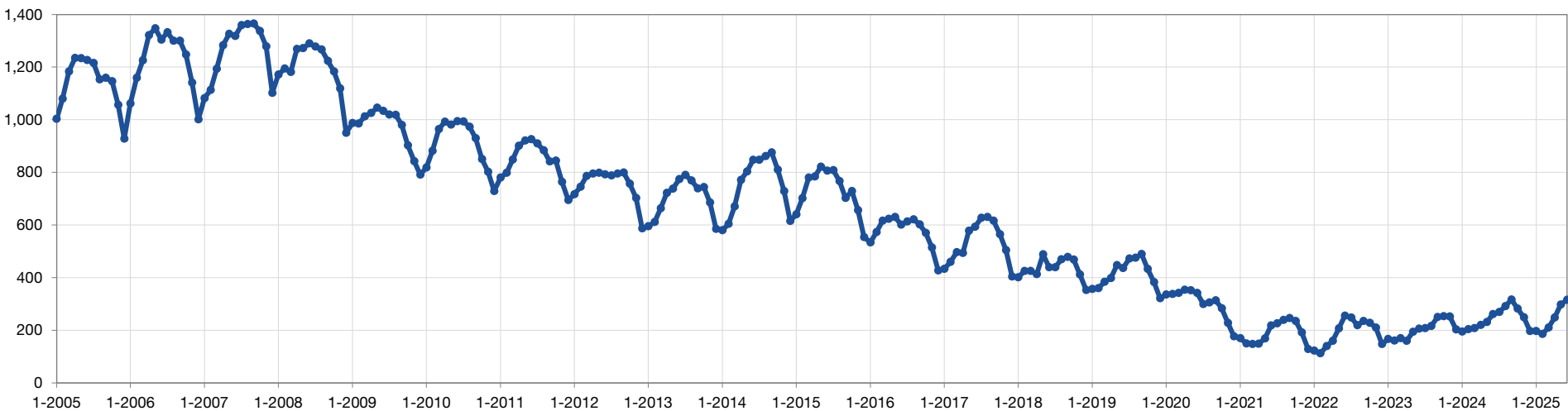


June



Homes for Sale		Prior Year	Percent Change
July 2024	269	208	+29.3%
August 2024	291	216	+34.7%
September 2024	316	250	+26.4%
October 2024	282	253	+11.5%
November 2024	249	252	-1.2%
December 2024	196	203	-3.4%
January 2025	196	194	+1.0%
February 2025	185	204	-9.3%
March 2025	210	208	+1.0%
April 2025	248	220	+12.7%
May 2025	297	231	+28.6%
June 2025	315	261	+20.7%
12-Month Avg	255	225	+13.3%

Historical Inventory of Homes for Sale by Month

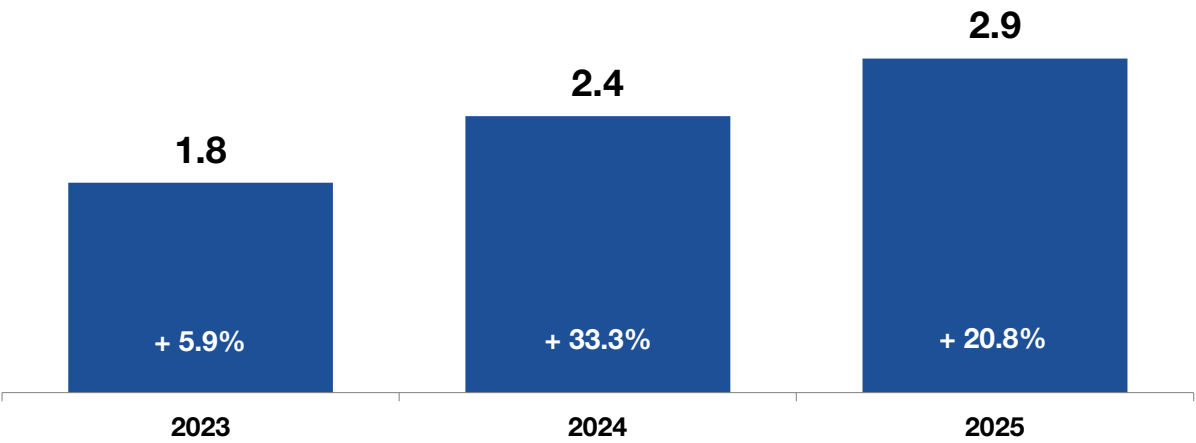


Months Supply of Inventory

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.



June



Months Supply		Prior Year	Percent Change
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	1.8	1.8	0.0%
February 2025	1.7	1.9	-10.5%
March 2025	1.9	1.9	0.0%
April 2025	2.2	2.0	+10.0%
May 2025	2.7	2.0	+35.0%
June 2025	2.9	2.4	+20.8%
12-Month Avg	2.3	2.1	+9.5%

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	+ / -	6-2024	6-2025	+ / -	6-2024	6-2025	+ / -
Albany	18	20	+11.1%	13	12	-7.7%	\$232,000	\$299,950	+29.3%	3	13	+333.3%	1.1	4.6	+317.1%
Avon	21	31	+47.6%	16	22	+37.5%	\$326,450	\$357,500	+9.5%	5	14	+180.0%	1.5	3.8	+155.4%
Clearwater	29	37	+27.6%	23	24	+4.3%	\$327,000	\$322,500	-1.4%	9	9	0.0%	1.9	1.9	+0.5%
Cold Spring	60	72	+20.0%	44	48	+9.1%	\$319,500	\$331,250	+3.7%	24	30	+25.0%	3.2	4.2	+32.4%
Eden Lake Twp	3	9	+200.0%	2	2	0.0%	\$282,500	\$303,500	+7.4%	1	7	+600.0%	0.8	4.7	+522.2%
Eden Valley	7	17	+142.9%	3	14	+366.7%	\$320,000	\$267,500	-16.4%	6	4	-33.3%	6.0	1.5	-75.6%
Fair Haven Twp	2	5	+150.0%	0	0	--	\$0	\$0	--	0	2	--	0.0	1.5	--
Foley	26	41	+57.7%	20	28	+40.0%	\$294,950	\$297,450	+0.8%	6	10	+66.7%	1.4	1.8	+34.3%
Freeport	8	7	-12.5%	6	2	-66.7%	\$266,250	\$305,500	+14.7%	0	3	--	0.0	2.0	--
Holdingford	8	14	+75.0%	4	10	+150.0%	\$256,000	\$309,000	+20.7%	2	3	+50.0%	1.1	1.4	+27.8%
Kimball	19	26	+36.8%	20	15	-25.0%	\$347,250	\$325,000	-6.4%	6	11	+83.3%	1.7	4.0	+138.9%
Maine Prairie Twp	0	3	--	0	1	--	\$0	\$362,500	--	0	1	--	0.0	1.0	--
Melrose	27	18	-33.3%	12	21	+75.0%	\$224,000	\$224,900	+0.4%	12	7	-41.7%	3.9	1.8	-54.8%
Paynesville	36	40	+11.1%	18	36	+100.0%	\$262,500	\$264,700	+0.8%	14	13	-7.1%	3.7	2.3	-36.8%
Rice	35	43	+22.9%	26	27	+3.8%	\$309,450	\$299,000	-3.4%	10	20	+100.0%	1.9	4.8	+153.1%
Richmond	43	48	+11.6%	24	31	+29.2%	\$342,000	\$324,900	-5.0%	16	20	+25.0%	3.0	4.1	+33.5%
Rockville	12	11	-8.3%	6	6	0.0%	\$439,900	\$301,800	-31.4%	6	4	-33.3%	3.9	2.5	-35.2%
Sartell	163	164	+0.6%	99	105	+6.1%	\$325,000	\$330,000	+1.5%	55	58	+5.5%	3.2	3.2	-0.8%
Sauk Centre	61	53	-13.1%	36	25	-30.6%	\$239,950	\$267,000	+11.3%	17	22	+29.4%	2.3	3.5	+51.8%
Sauk Rapids	114	107	-6.1%	85	67	-21.2%	\$289,900	\$283,900	-2.1%	34	36	+5.9%	2.5	2.7	+7.2%
Saint Cloud	487	551	+13.1%	390	365	-6.4%	\$239,900	\$252,000	+5.0%	138	184	+33.3%	2.1	2.8	+36.4%
Saint Joseph	49	51	+4.1%	39	32	-17.9%	\$280,000	\$286,000	+2.1%	18	22	+22.2%	3.0	3.5	+17.4%
Saint Augusta	39	23	-41.0%	19	17	-10.5%	\$313,900	\$340,000	+8.3%	17	15	-11.8%	4.5	5.0	+12.3%
Waite Park	55	46	-16.4%	36	36	0.0%	\$246,000	\$262,250	+6.6%	16	15	-6.3%	2.6	2.3	-9.9%
Wakefield Twp	3	5	+66.7%	1	5	+400.0%	\$700,000	\$470,000	-32.9%	2	1	-50.0%	1.5	0.8	-44.4%