



Monthly Indicators

August 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

- 4.8%

- 8.9%

+ 15.5%

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.



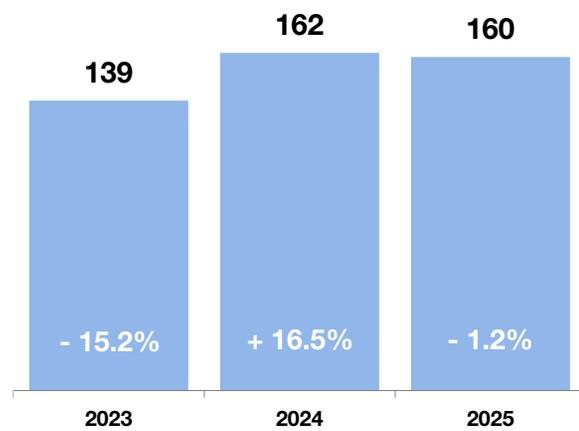
Key Metrics	Historical Sparkbars	8-2024	8-2025	Percent Change	YTD 2024	YTD 2025	Percent Change
New Listings		162	160	- 1.2%	1,196	1,259	+ 5.3%
Pending Sales		116	125	+ 7.8%	948	902	- 4.9%
Closed Sales		147	140	- 4.8%	921	863	- 6.3%
Days on Market		34	40	+ 17.6%	37	42	+ 13.5%
Median Sales Price		\$299,900	\$273,250	- 8.9%	\$275,000	\$280,000	+ 1.8%
Avg. Sales Price		\$323,494	\$298,064	- 7.9%	\$294,536	\$301,301	+ 2.3%
Pct. of Orig. Price Received		97.9%	96.7%	- 1.2%	98.7%	97.9%	- 0.8%
Affordability Index		91	99	+ 8.8%	99	96	- 3.0%
Homes for Sale		291	336	+ 15.5%	--	--	--
Months Supply		2.6	3.1	+ 19.2%	--	--	--

New Listings

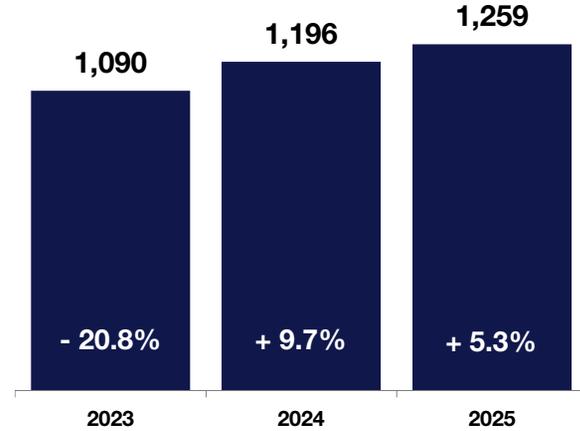
A count of the properties that have been newly listed on the market in a given month.



August

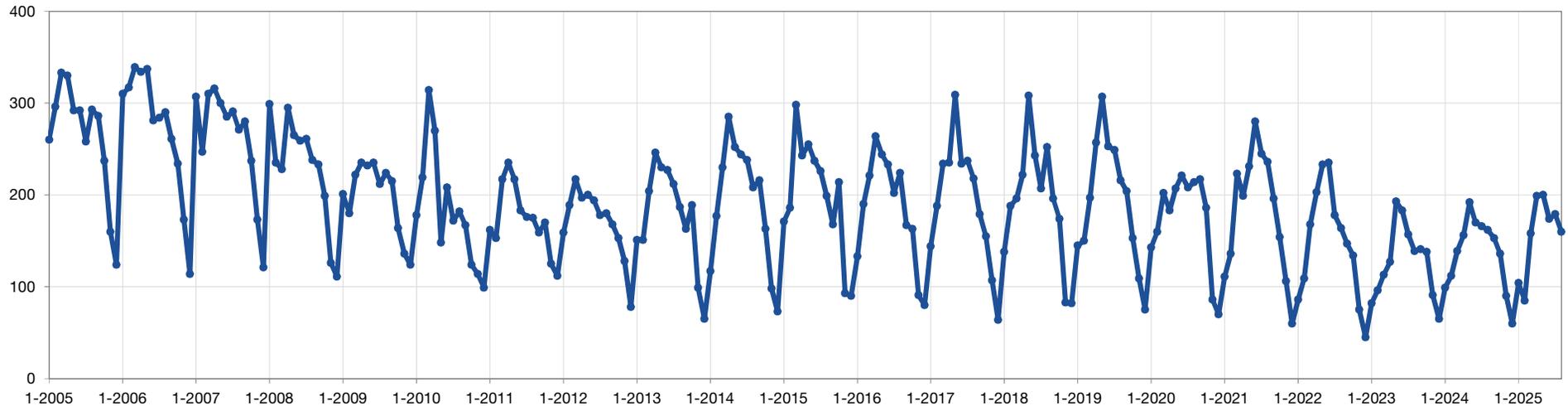


Year to Date



	New Listings	Prior Year	Percent Change
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	174	170	+2.4%
July 2025	179	166	+7.8%
August 2025	160	162	-1.2%
12-Month Avg	142	136	+4.4%

Historical New Listings by Month

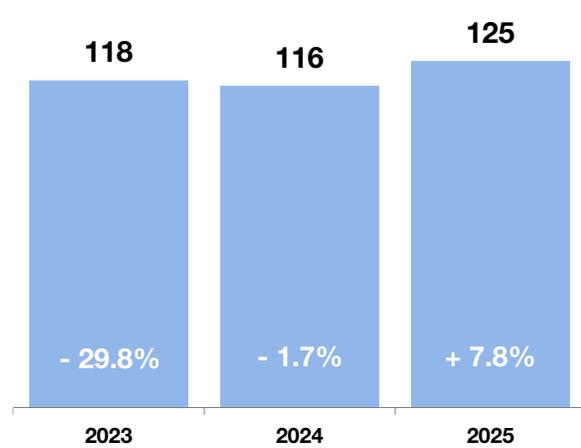


Pending Sales

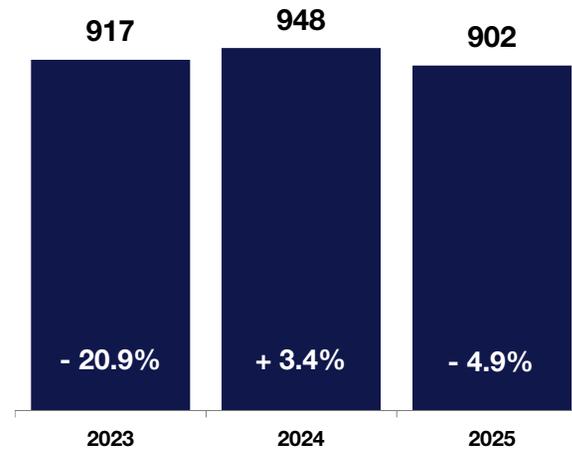
A count of the properties on which offers have been accepted in a given month.



August

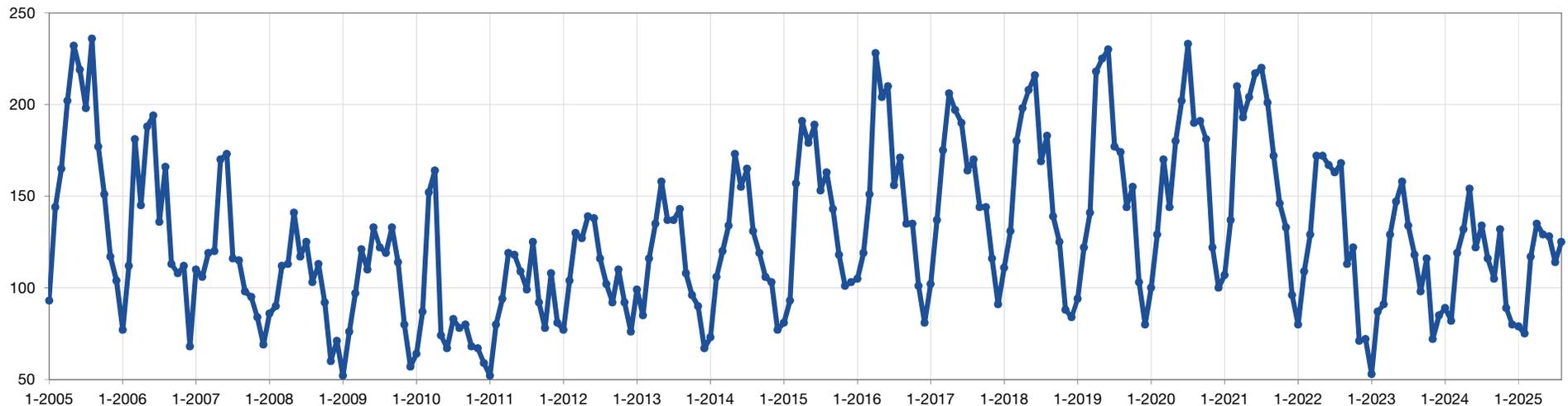


Year to Date



Pending Sales		Prior Year	Percent Change
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	135	132	+2.3%
May 2025	129	154	-16.2%
June 2025	128	122	+4.9%
July 2025	114	134	-14.9%
August 2025	125	116	+7.8%
12-Month Avg	109	110	-0.9%

Historical Pending Sales by Month

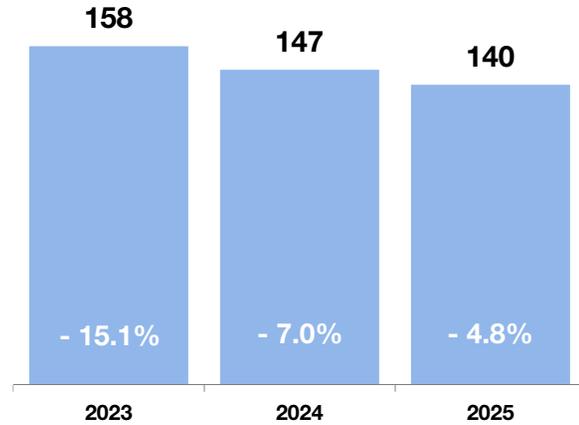


Closed Sales

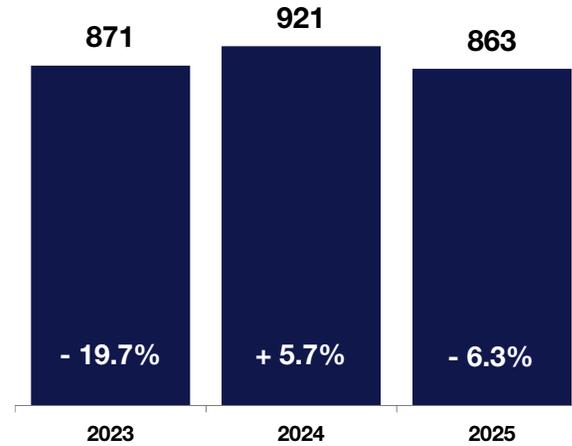
A count of the actual sales that closed in a given month.



August

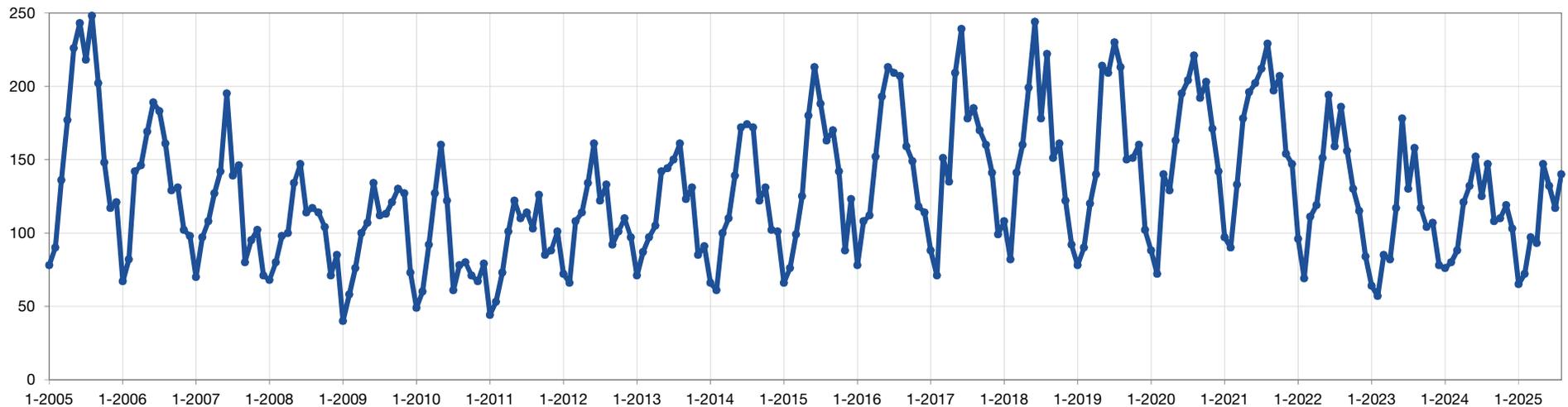


Year to Date



	Closed Sales	Prior Year	Percent Change
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	132	152	-13.2%
July 2025	117	125	-6.4%
August 2025	140	147	-4.8%
12-Month Avg	109	111	-1.8%

Historical Closed Sales by Month

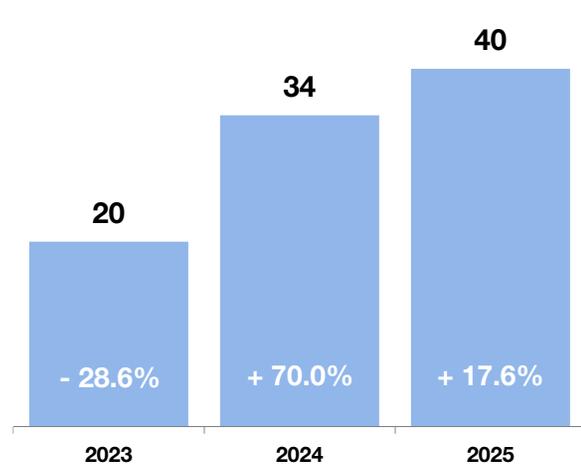


Days on Market Until Sale

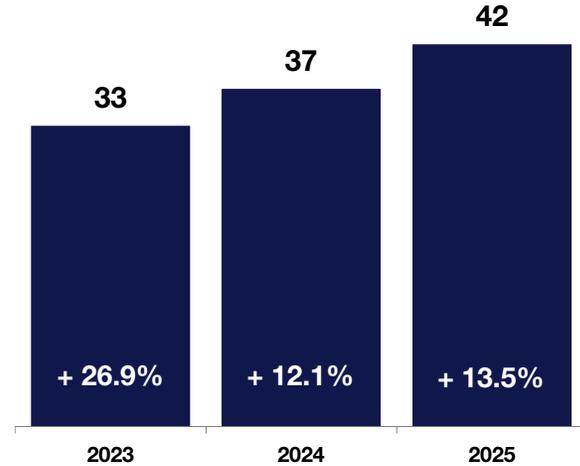
Average number of days between when a property is listed and when an offer is accepted in a given month.



August

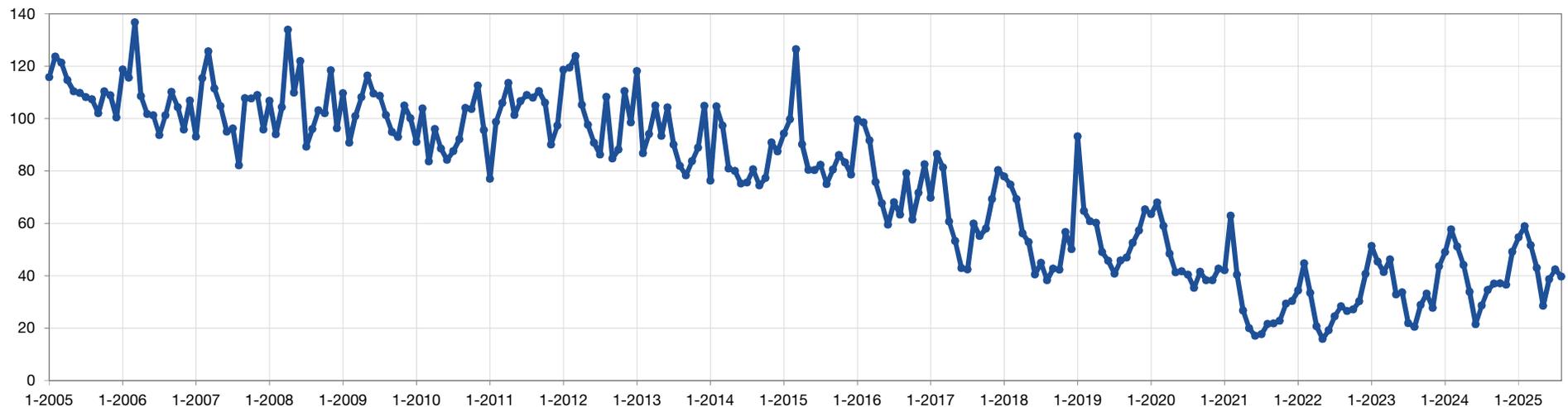


Year to Date



Days on Market	Prior Year	Percent Change
September 2024	29	+27.6%
October 2024	33	+12.1%
November 2024	28	+32.1%
December 2024	44	+11.4%
January 2025	49	+12.2%
February 2025	58	+1.7%
March 2025	51	+2.0%
April 2025	44	-2.3%
May 2025	34	-14.7%
June 2025	21	+85.7%
July 2025	29	+44.8%
August 2025	34	+17.6%
12-Month Avg	43	+13.2%

Historical Days on Market Until Sale by Month

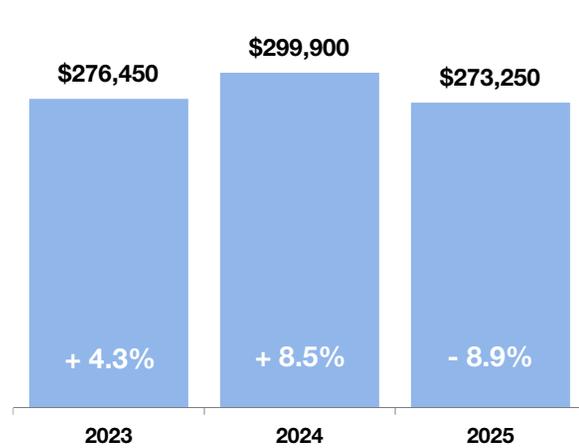


Median Sales Price

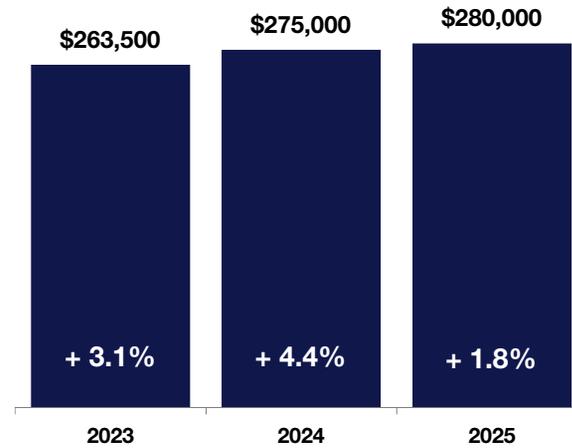
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



August

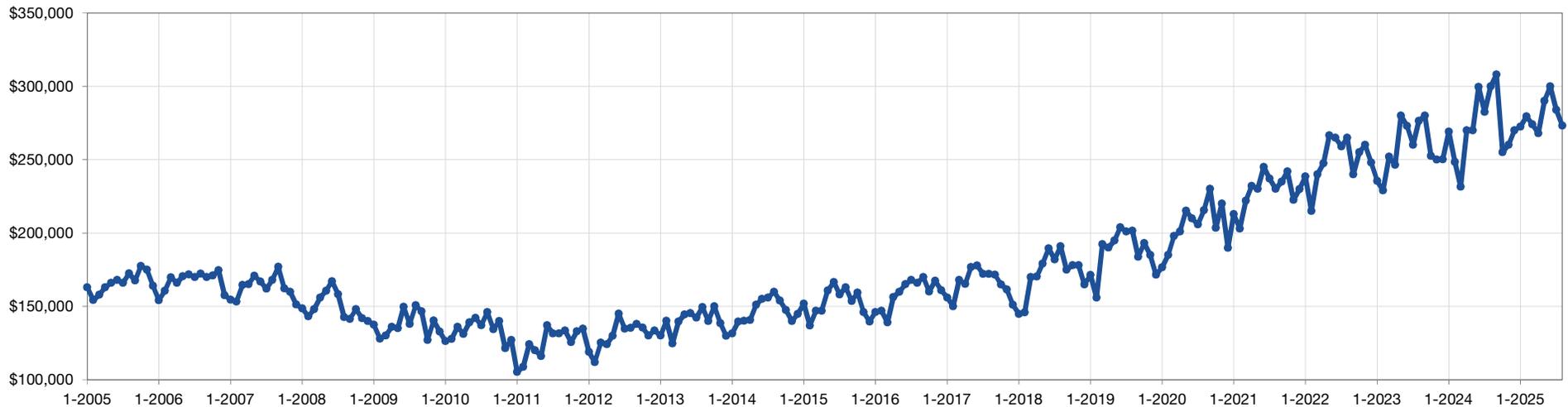


Year to Date



	Median Sales Price	Prior Year	Percent Change
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%
July 2025	\$284,000	\$282,500	+0.5%
August 2025	\$273,250	\$299,900	-8.9%
12-Month Avg	\$277,838	\$266,963	+4.1%

Historical Median Sales Price by Month

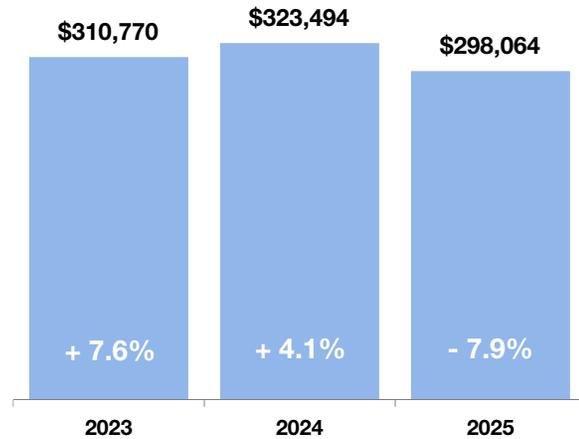


Average Sales Price

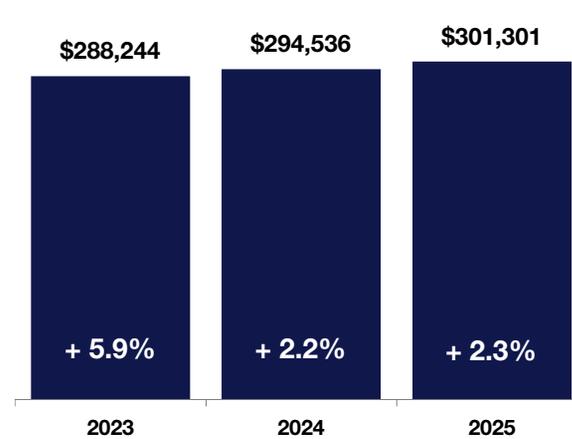
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



August



Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$308,566	\$311,727	-1.0%
July 2025	\$314,813	\$304,002	+3.6%
August 2025	\$298,064	\$323,494	-7.9%
12-Month Avg	\$295,388	\$284,569	+3.8%

Historical Average Sales Price by Month

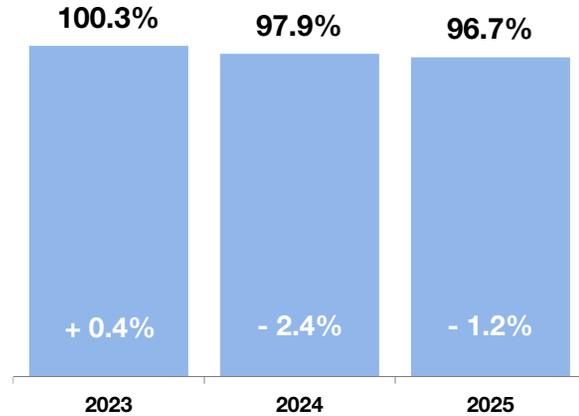


Percent of Original List Price Received

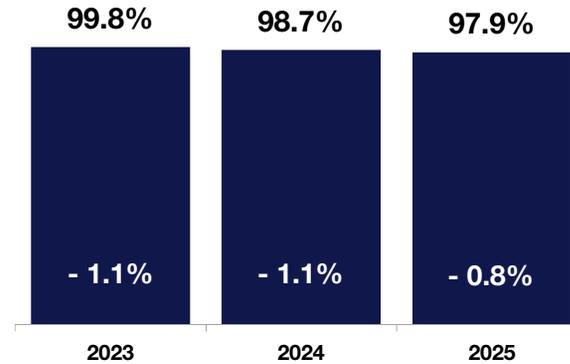


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

August

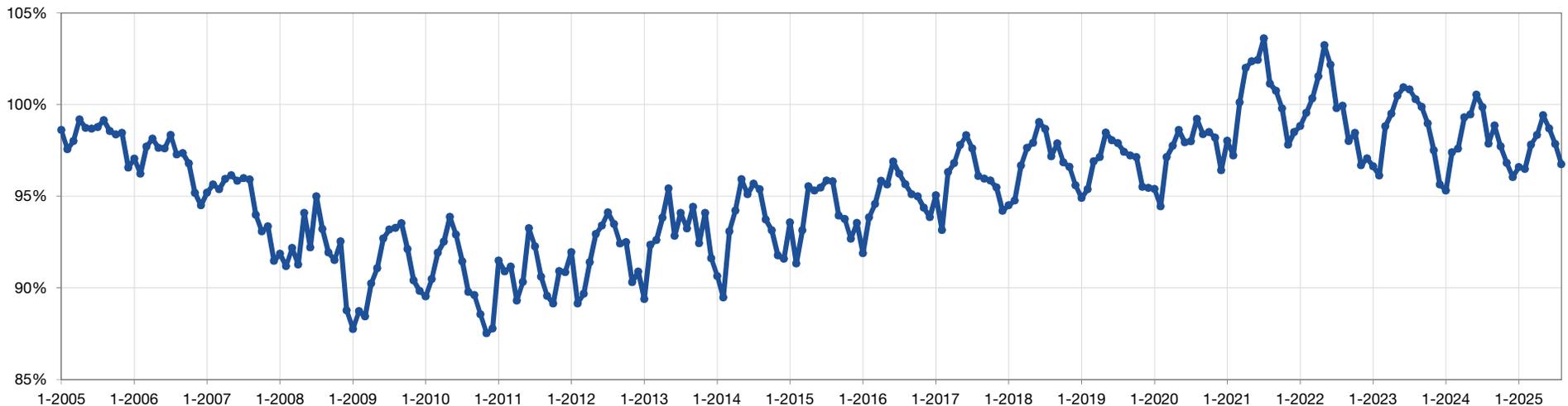


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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%
July 2025	97.8%	99.9%	-2.1%
August 2025	96.7%	97.9%	-1.2%
12-Month Avg	97.6%	98.3%	-0.7%

Historical Percent of Original List Price Received by Month

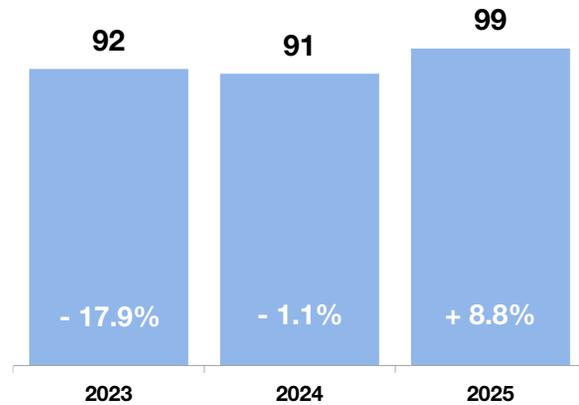


Housing Affordability Index

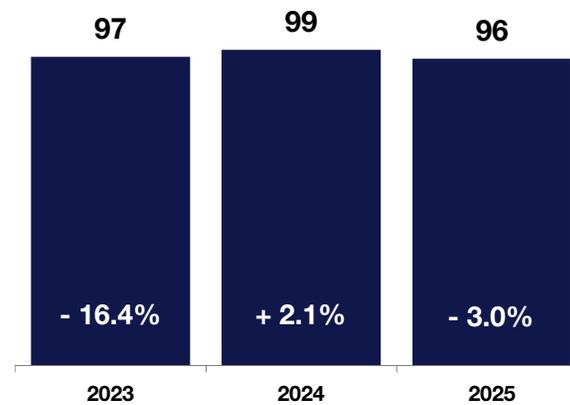


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

August

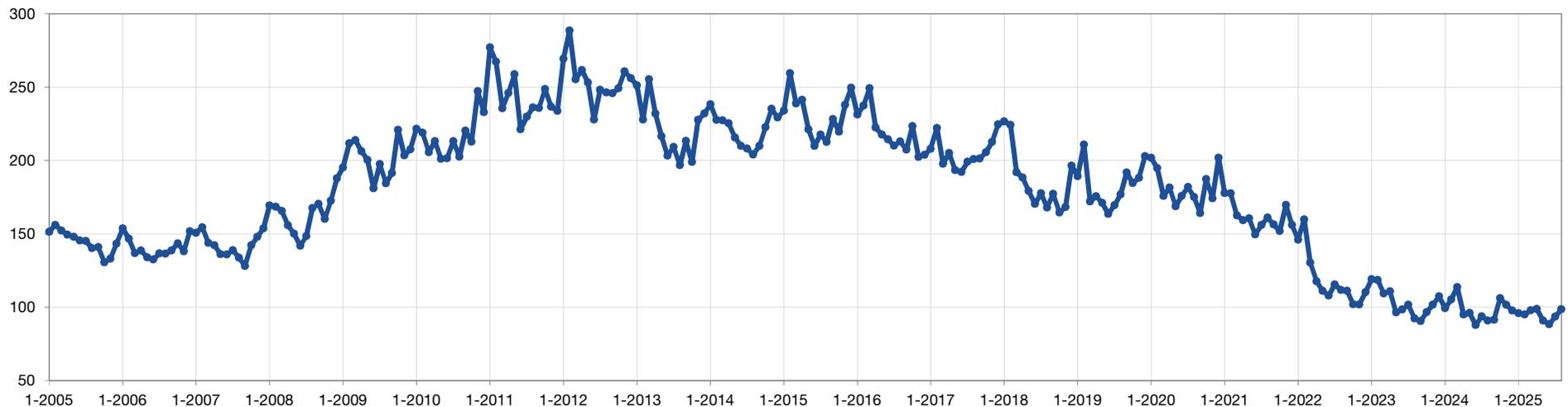


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
July 2025	94	94	0.0%
August 2025	99	91	+8.8%
12-Month Avg	96	98	-2.0%

Historical Housing Affordability Index by Month

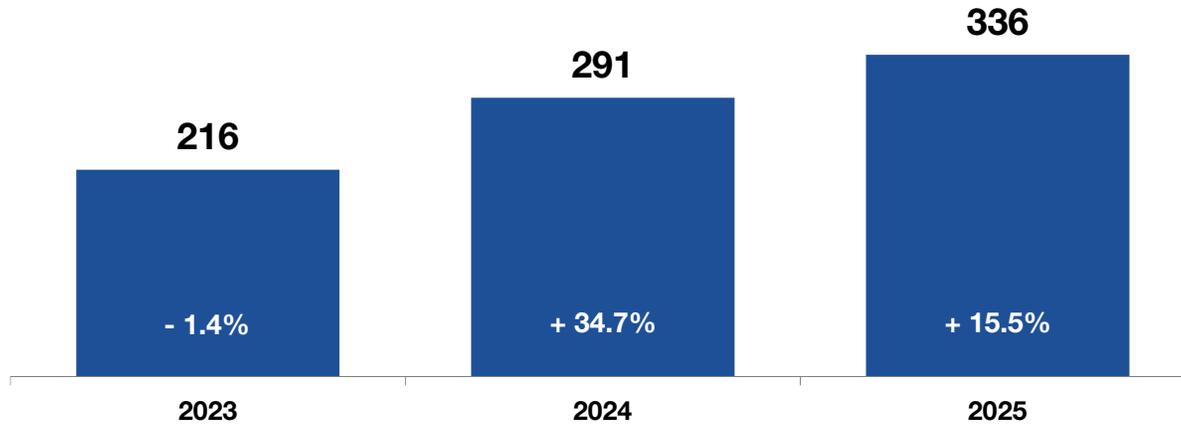


Inventory of Homes for Sale

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



August



Homes for Sale		Prior Year	Percent Change
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	250	220	+13.6%
May 2025	301	231	+30.3%
June 2025	326	261	+24.9%
July 2025	347	269	+29.0%
August 2025	336	291	+15.5%
12-Month Avg	266	236	+12.7%

Historical Inventory of Homes for Sale by Month

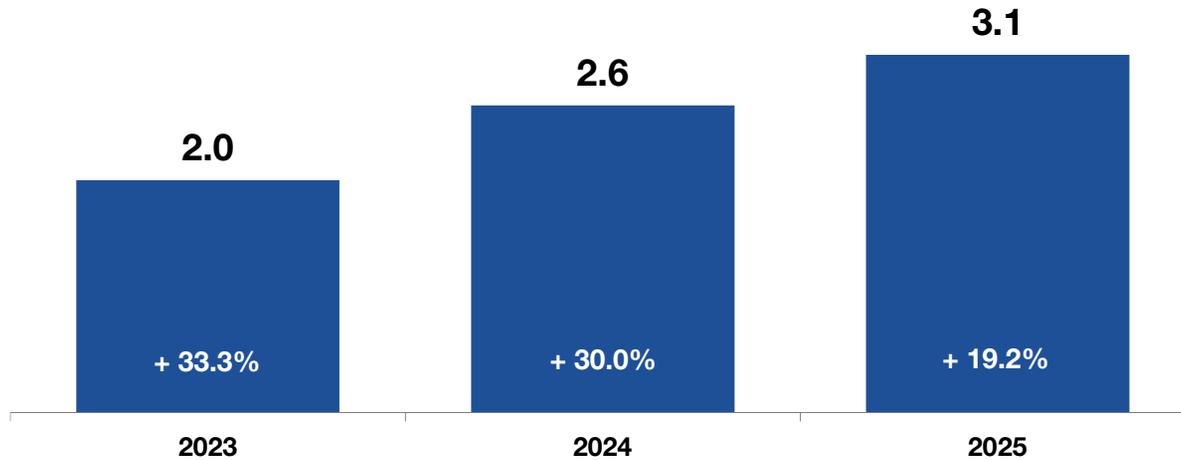


Months Supply of Inventory

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.

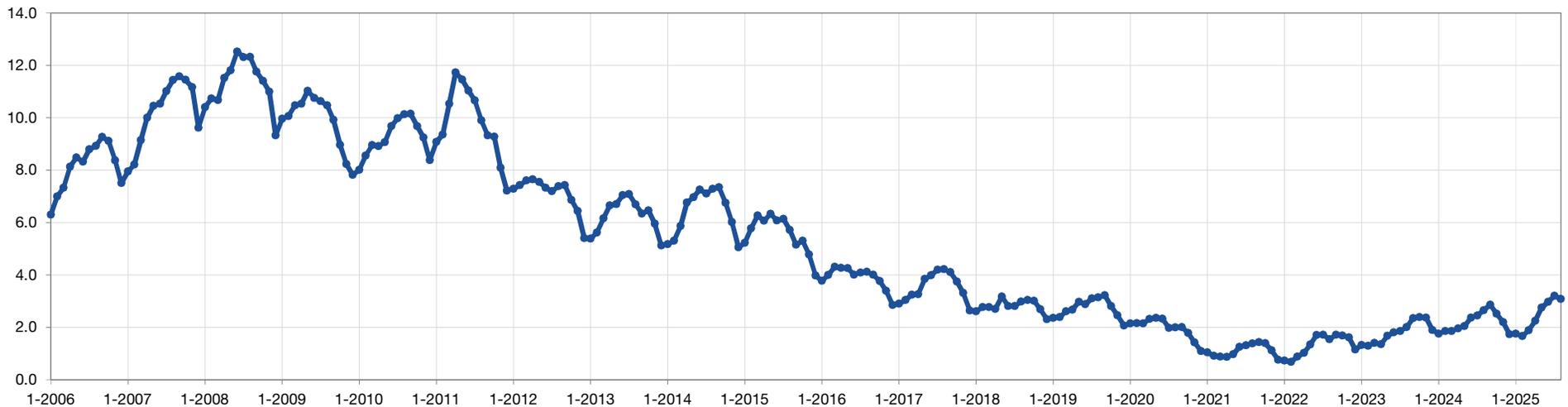


August



	Months Supply	Prior Year	Percent Change
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	2.8	2.0	+40.0%
June 2025	3.0	2.4	+25.0%
July 2025	3.2	2.4	+33.3%
August 2025	3.1	2.6	+19.2%
12-Month Avg	2.4	2.2	+9.1%

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	+ / -	8-2024	8-2025	+ / -	8-2024	8-2025	+ / -
Albany	21	25	+19.0%	18	16	-11.1%	\$235,500	\$278,450	+18.2%	2	9	+350.0%	0.8	3.3	+331.4%
Avon	33	40	+21.2%	22	34	+54.5%	\$319,108	\$354,950	+11.2%	9	7	-22.2%	2.6	1.6	-39.4%
Clearwater	43	46	+7.0%	36	36	0.0%	\$326,000	\$324,000	-0.6%	10	10	0.0%	2.2	2.3	+3.1%
Cold Spring	77	96	+24.7%	63	68	+7.9%	\$322,500	\$339,629	+5.3%	25	32	+28.0%	3.6	4.1	+13.0%
Eden Lake Twp	8	10	+25.0%	5	4	-20.0%	\$310,000	\$318,500	+2.7%	2	2	0.0%	1.3	1.3	-6.3%
Eden Valley	15	23	+53.3%	6	16	+166.7%	\$246,250	\$287,500	+16.8%	5	6	+20.0%	2.7	2.9	+7.6%
Fair Haven Twp	3	6	+100.0%	2	3	+50.0%	\$253,000	\$432,500	+70.9%	1	2	+100.0%	0.8	2.0	+150.0%
Foley	40	53	+32.5%	29	42	+44.8%	\$305,000	\$296,700	-2.7%	7	9	+28.6%	1.7	1.7	-0.7%
Freeport	9	16	+77.8%	9	4	-55.6%	\$270,000	\$305,500	+13.1%	1	8	+700.0%	0.5	5.0	+900.0%
Holdingford	12	16	+33.3%	10	12	+20.0%	\$256,000	\$309,000	+20.7%	2	3	+50.0%	0.9	1.5	+68.8%
Kimball	30	37	+23.3%	24	22	-8.3%	\$333,250	\$309,000	-7.3%	8	16	+100.0%	2.7	5.5	+105.7%
Maine Prairie Twp	0	3	--	0	2	--	\$0	\$358,750	--	0	0	--	0.0	0.0	--
Melrose	35	29	-17.1%	20	23	+15.0%	\$254,950	\$235,045	-7.8%	11	11	0.0%	3.4	2.8	-20.0%
Paynesville	59	47	-20.3%	32	46	+43.8%	\$262,450	\$265,450	+1.1%	20	9	-55.0%	4.4	1.7	-62.6%
Rice	45	51	+13.3%	36	38	+5.6%	\$309,450	\$299,000	-3.4%	9	10	+11.1%	2.0	2.2	+10.2%
Richmond	59	59	0.0%	39	45	+15.4%	\$325,000	\$350,000	+7.7%	15	20	+33.3%	2.9	4.4	+53.1%
Rockville	15	13	-13.3%	13	9	-30.8%	\$329,500	\$318,000	-3.5%	4	6	+50.0%	2.5	4.4	+74.5%
Sartell	224	227	+1.3%	156	143	-8.3%	\$330,500	\$335,000	+1.4%	57	69	+21.1%	3.1	4.0	+28.7%
Sauk Centre	79	67	-15.2%	56	44	-21.4%	\$262,500	\$247,000	-5.9%	17	18	+5.9%	2.4	2.9	+20.0%
Sauk Rapids	157	142	-9.6%	115	97	-15.7%	\$289,900	\$290,000	+0.0%	41	34	-17.1%	3.0	2.6	-11.7%
Saint Cloud	670	749	+11.8%	533	526	-1.3%	\$249,000	\$252,000	+1.2%	158	191	+20.9%	2.4	2.9	+18.6%
Saint Joseph	67	73	+9.0%	58	48	-17.2%	\$288,000	\$300,000	+4.2%	15	23	+53.3%	2.3	3.7	+61.5%
Saint Augusta	52	37	-28.8%	29	27	-6.9%	\$335,000	\$340,000	+1.5%	14	13	-7.1%	3.5	4.0	+14.3%
Waite Park	78	68	-12.8%	59	49	-16.9%	\$240,000	\$250,000	+4.2%	20	19	-5.0%	3.2	3.0	-6.3%
Wakefield Twp	5	7	+40.0%	1	6	+500.0%	\$700,000	\$490,000	-30.0%	2	2	0.0%	1.5	1.7	+11.1%