

Monthly Indicators



September 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

+ 23.1%	- 9.1%	+ 4.4%
One-Year Change in Closed Sales All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Homes for Sale All Properties

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Activity Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



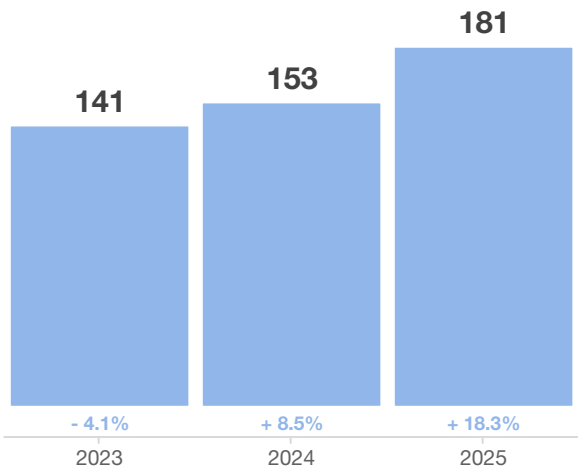
Key Metrics	Historical Sparkbars	9-2024	9-2025	% Change	YTD 2024	YTD 2025	% Change
New Listings		153	181	+ 18.3%	1,349	1,444	+ 7.0%
Pending Sales		105	158	+ 50.5%	1,053	1,057	+ 0.4%
Closed Sales		108	133	+ 23.1%	1,029	997	- 3.1%
Days on Market Until Sale		37	41	+ 10.8%	37	42	+ 13.5%
Median Sales Price		\$308,000	\$280,000	- 9.1%	\$279,000	\$280,000	+ 0.4%
Average Sales Price		\$309,554	\$295,757	- 4.5%	\$296,114	\$300,487	+ 1.5%
Percent of Original List Price Received		98.9%	97.3%	- 1.6%	98.7%	97.8%	- 0.9%
Housing Affordability Index		140	151	+ 7.9%	154	151	- 1.9%
Inventory of Homes for Sale		316	330	+ 4.4%	—	—	—
Months Supply of Inventory		2.9	2.9	0.0%	—	—	—

New Listings

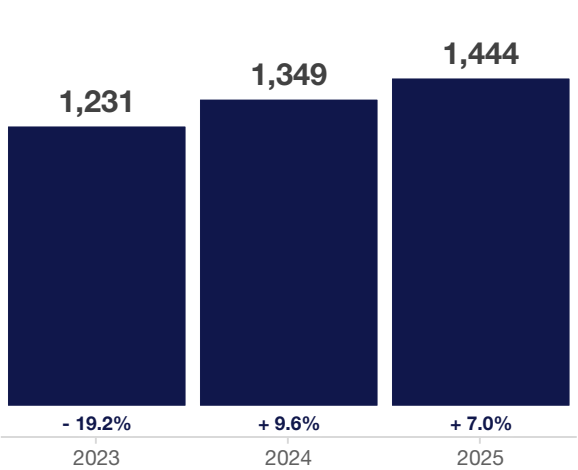
A count of the properties that have been newly listed on the market in a given month.



September

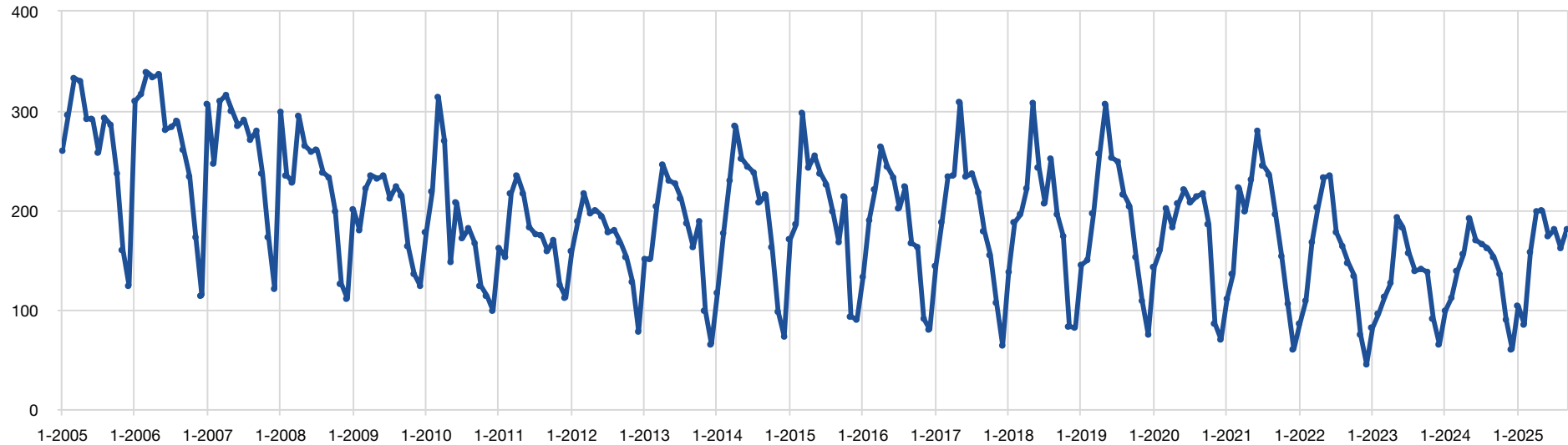


Year to Date



New Listings		Prior Year	Percent Change
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	181	166	+ 9.0%
August 2025	162	162	0.0%
September 2025	181	153	+ 18.3%
12-Month Avg	144	137	+ 5.1%

Historical New Listings by Month

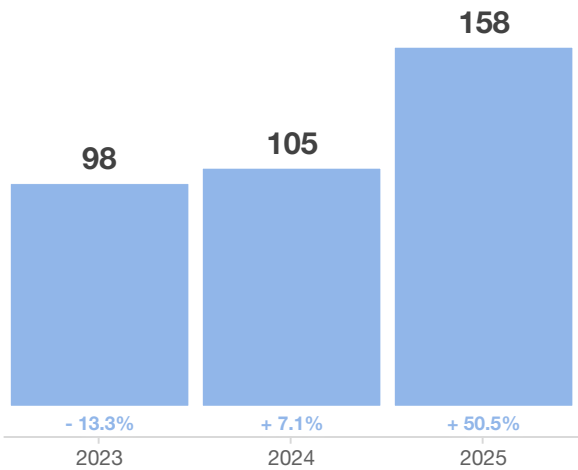


Pending Sales

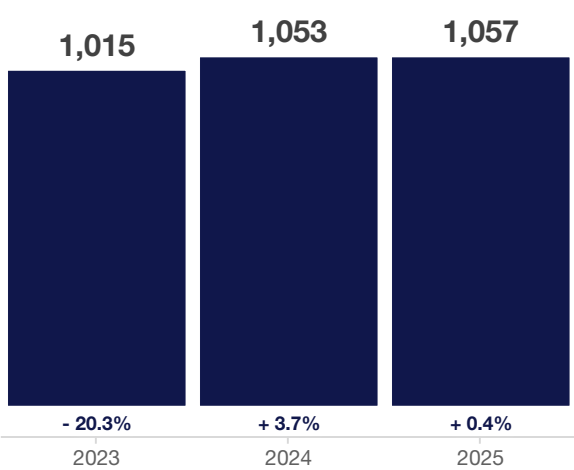
A count of the properties on which offers have been accepted in a given month.



September

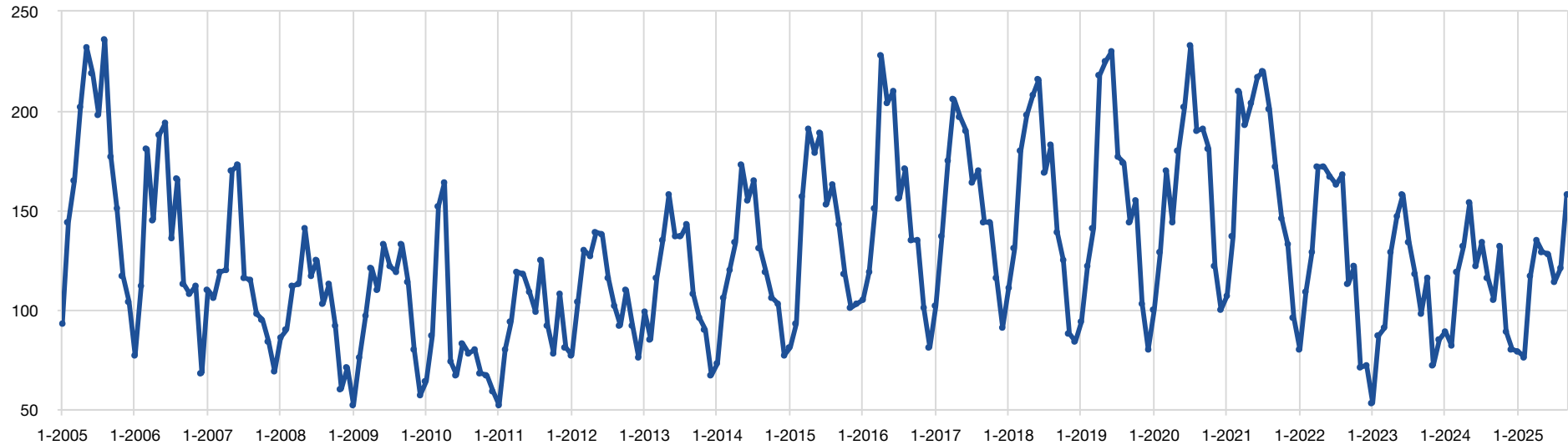


Year to Date



Pending Sales		Prior Year	Percent Change
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	76	82	- 7.3%
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	121	116	+ 4.3%
September 2025	158	105	+ 50.5%
12-Month Avg	113	111	+ 1.8%

Historical Pending Sales by Month

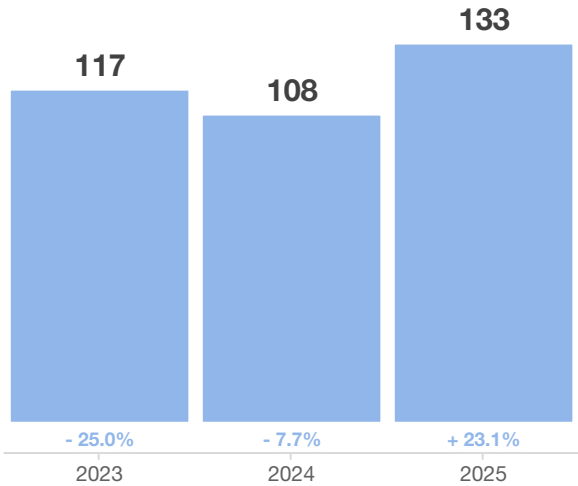


Closed Sales

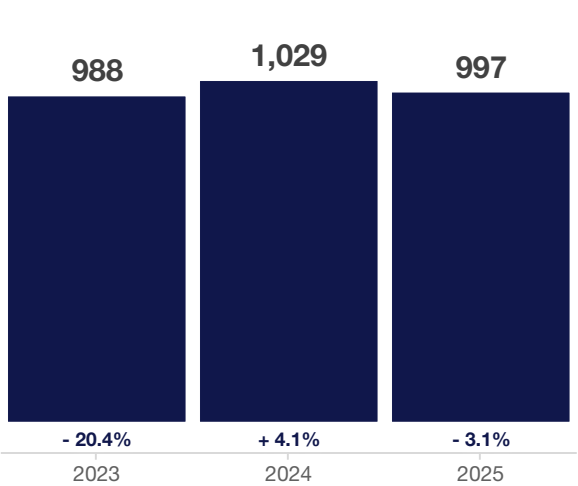
A count of the actual sales that closed in a given month.



September

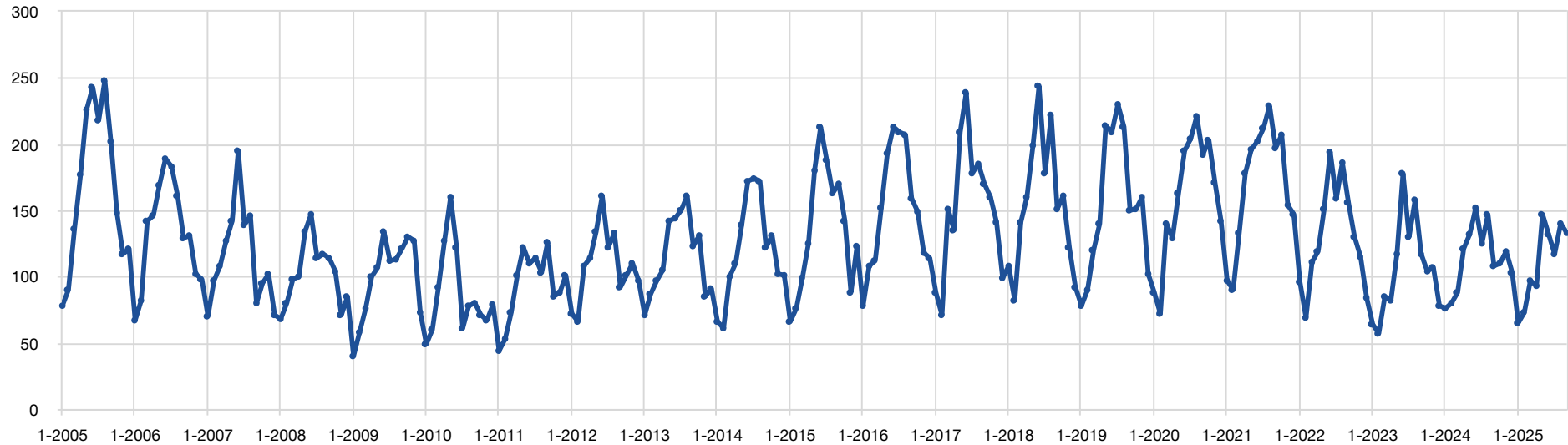


Year to Date



Closed Sales		Prior Year	Percent Change
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	73	80	- 8.8%
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%
September 2025	133	108	+ 23.1%
12-Month Avg	111	110	+ 0.9%

Historical Closed Sales by Month

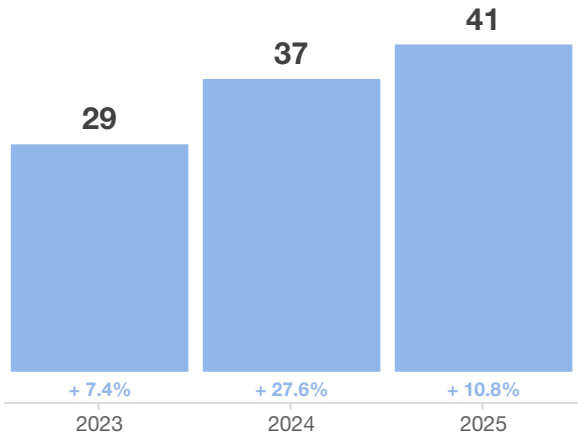


Days on Market Until Sale

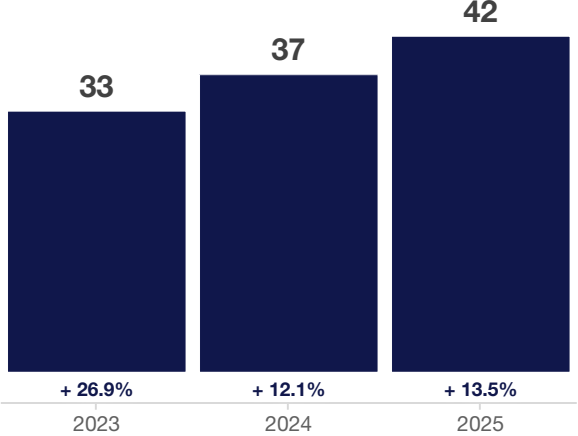
Average number of days between when a property is listed and when an offer is accepted in a given month.



September



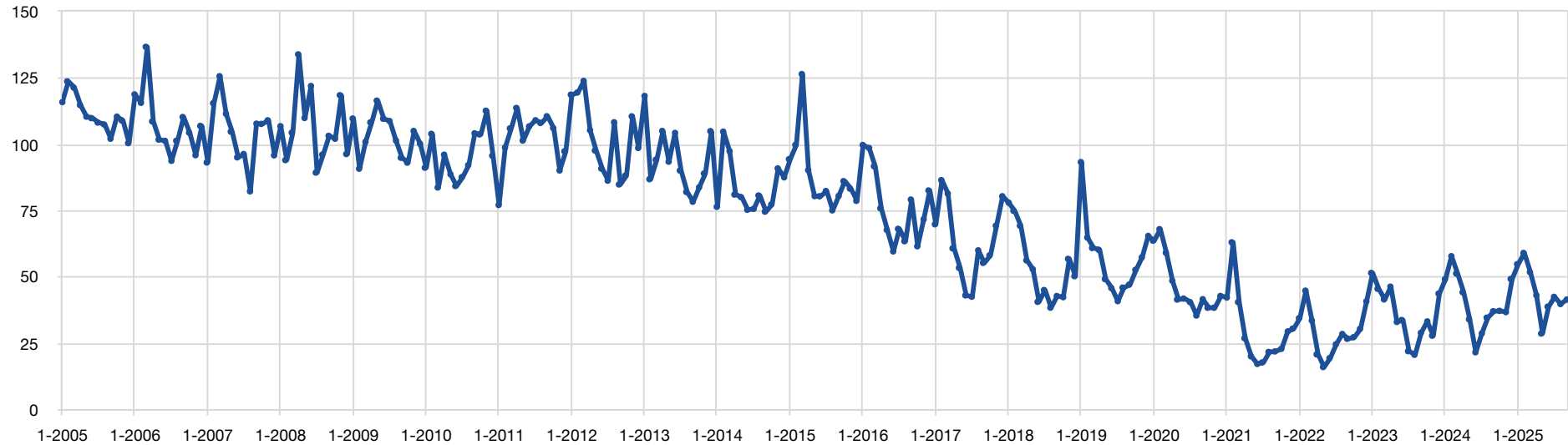
Year to Date



Days on Market		Prior Year	Percent Change
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%
July 2025	42	29	+ 44.8%
August 2025	40	34	+ 17.6%
September 2025	41	37	+ 10.8%
12-Month Avg	42	37	+ 13.5%

* Days on Market for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month

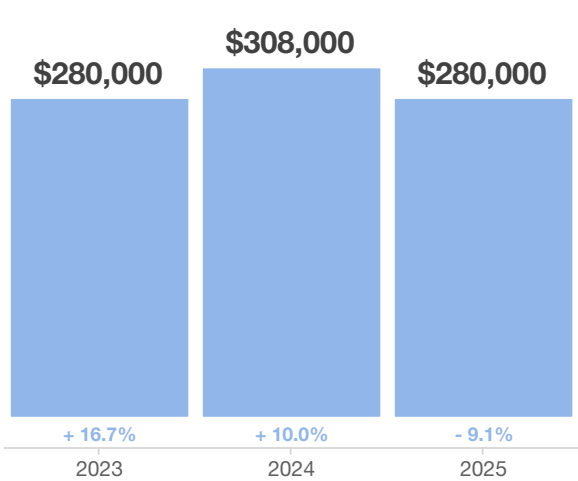


Median Sales Price

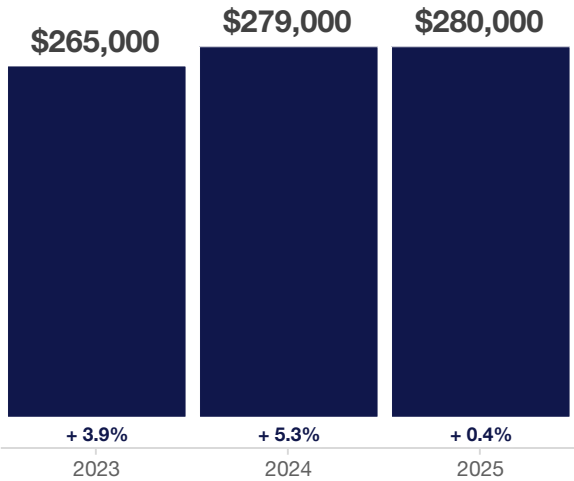
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



September



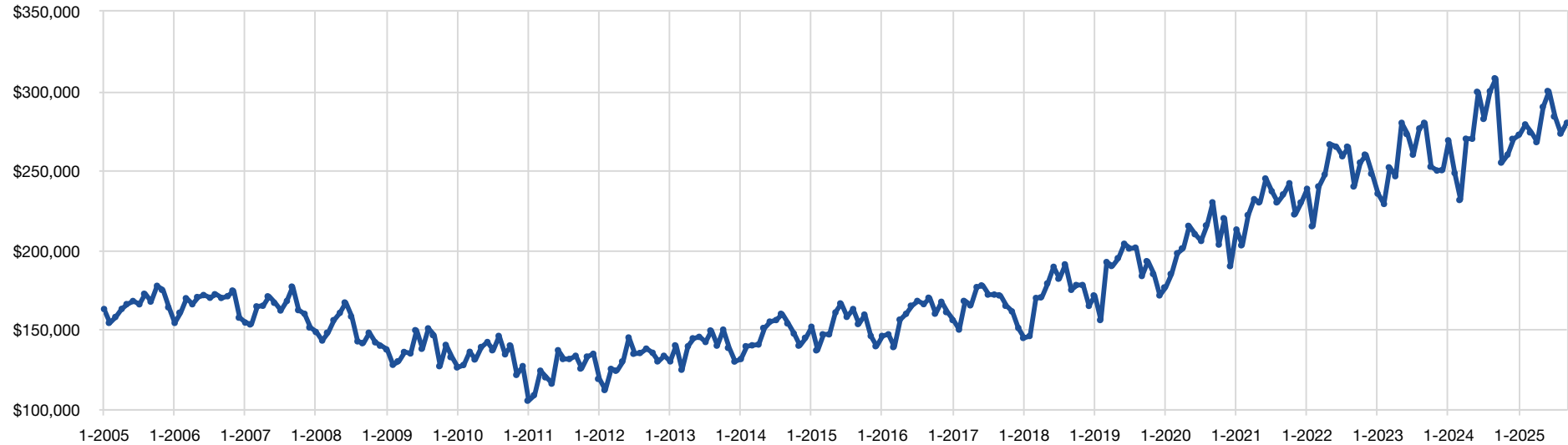
Year to Date



Median Sales Price		Prior Year	Percent Change
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	\$279,000	\$248,450	+ 12.3%
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%
September 2025	\$280,000	\$308,000	- 9.1%
12-Month Avg	\$275,000	\$270,000	+ 1.9%

* Median Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Median Sales Price by Month

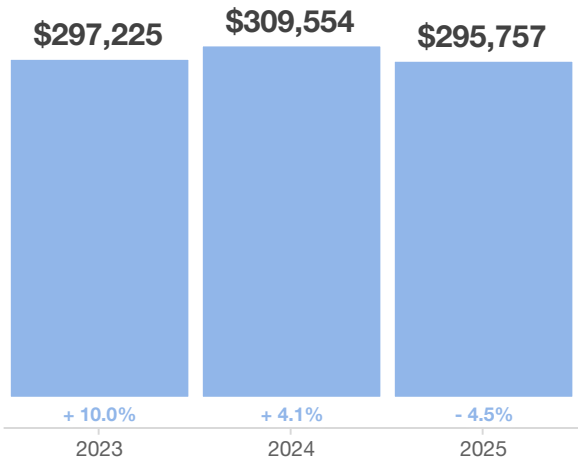


Average Sales Price

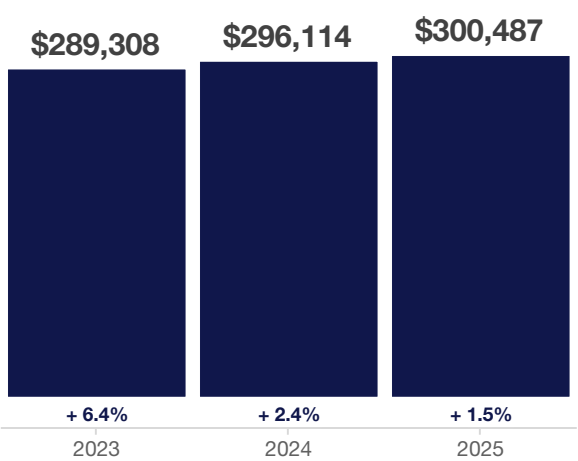
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



September



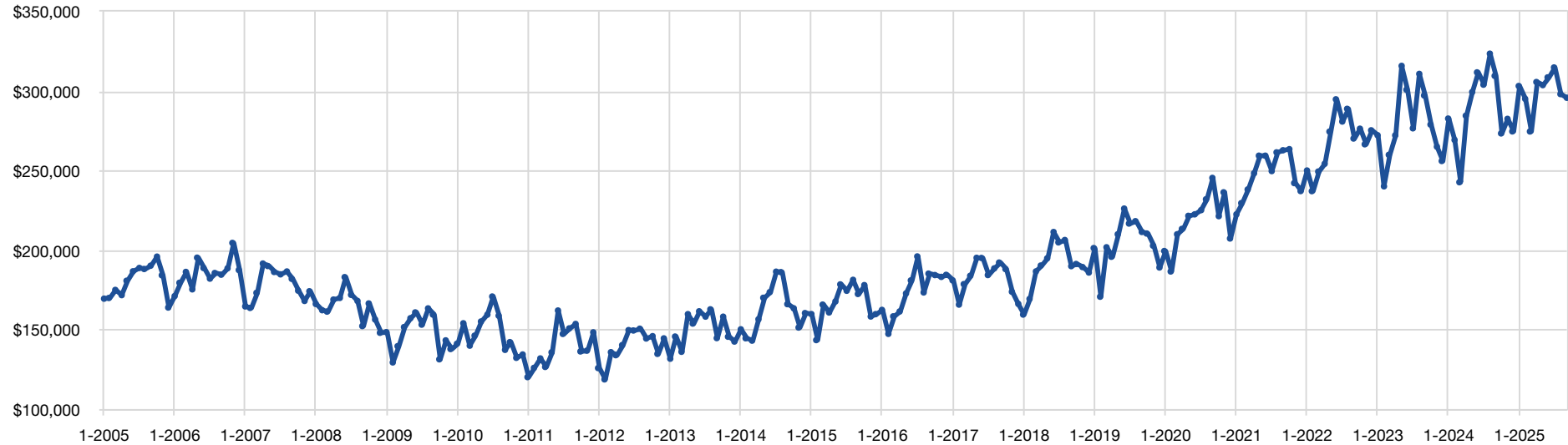
Year to Date



Avg. Sales Price		Prior Year	Percent Change
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	\$295,108	\$269,238	+ 9.6%
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	\$298,082	\$323,494	- 7.9%
September 2025	\$295,757	\$309,554	- 4.5%
12-Month Avg	\$294,626	\$289,853	+ 1.6%

* Avg. Sales Price for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Average Sales Price by Month

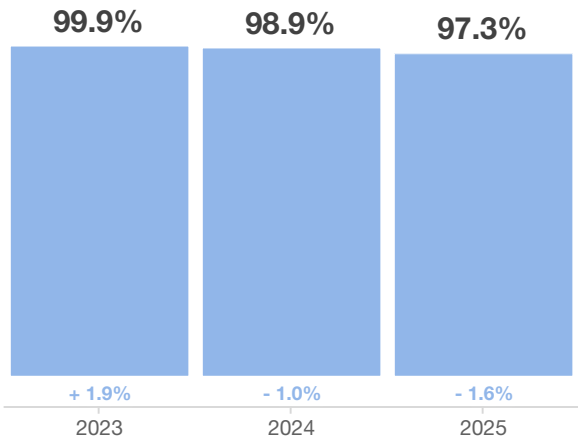


Percent of Original List Price Received

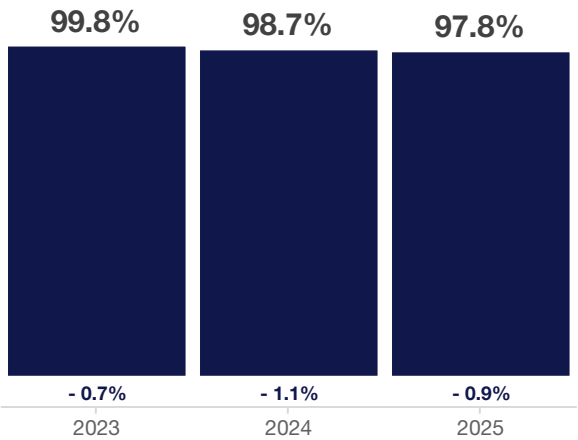
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



September



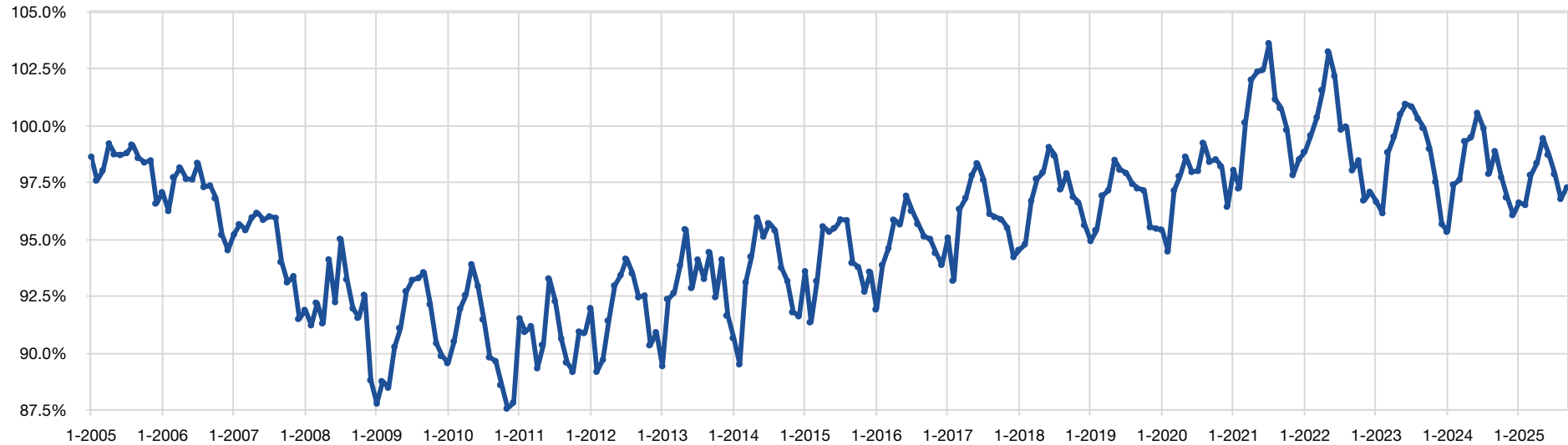
Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
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	96.8%	97.9%	- 1.1%
September 2025	97.3%	98.9%	- 1.6%
12-Month Avg	97.6%	98.5%	- 0.9%

* Pct. of Orig. Price Received for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Percent of Original List Price Received by Month

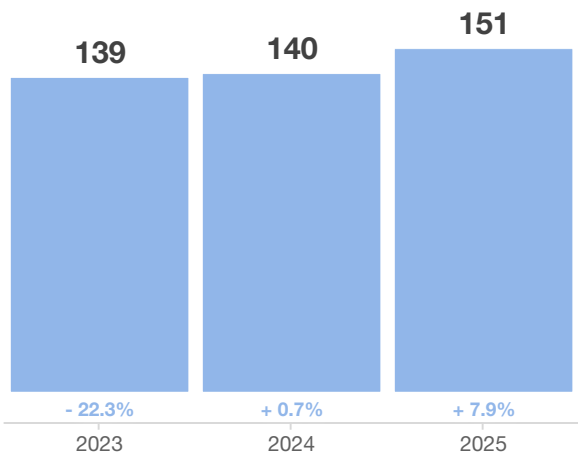


Housing Affordability Index

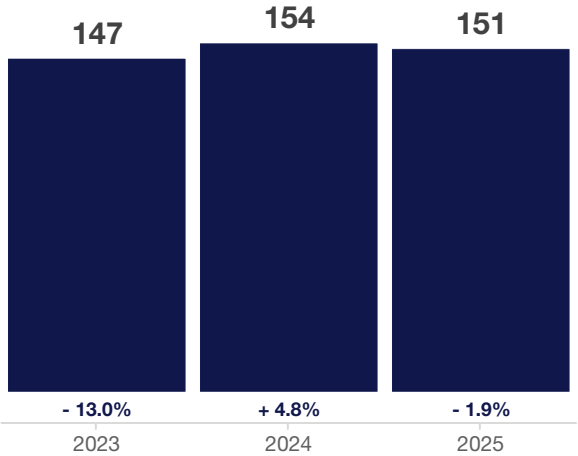
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



September

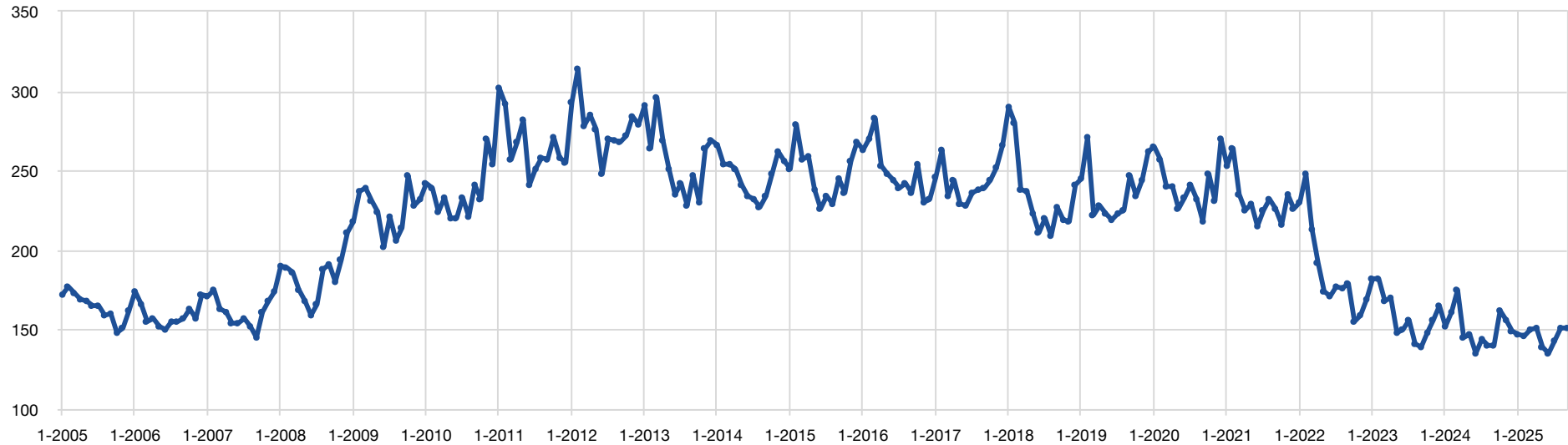


Year to Date



Affordability Index		Prior Year	Percent Change
October 2024	162	148	+ 9.5%
November 2024	156	156	0.0%
December 2024	149	165	- 9.7%
January 2025	147	152	- 3.3%
February 2025	146	161	- 9.3%
March 2025	150	175	- 14.3%
April 2025	151	145	+ 4.1%
May 2025	139	147	- 5.4%
June 2025	135	135	0.0%
July 2025	143	144	- 0.7%
August 2025	151	140	+ 7.9%
September 2025	151	140	+ 7.9%
12-Month Avg	148	151	- 2.0%

Historical Housing Affordability Index by Month

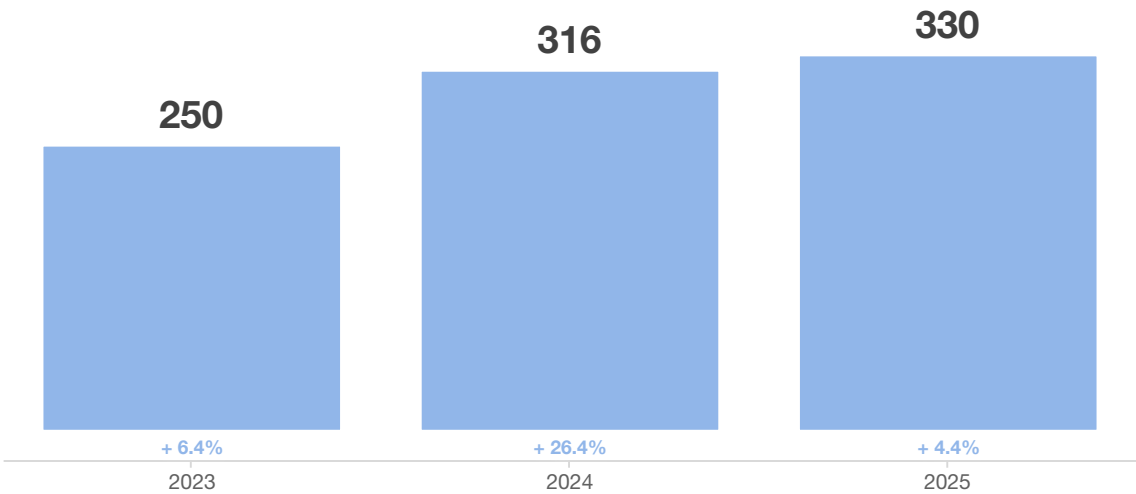


Inventory of Homes for Sale

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

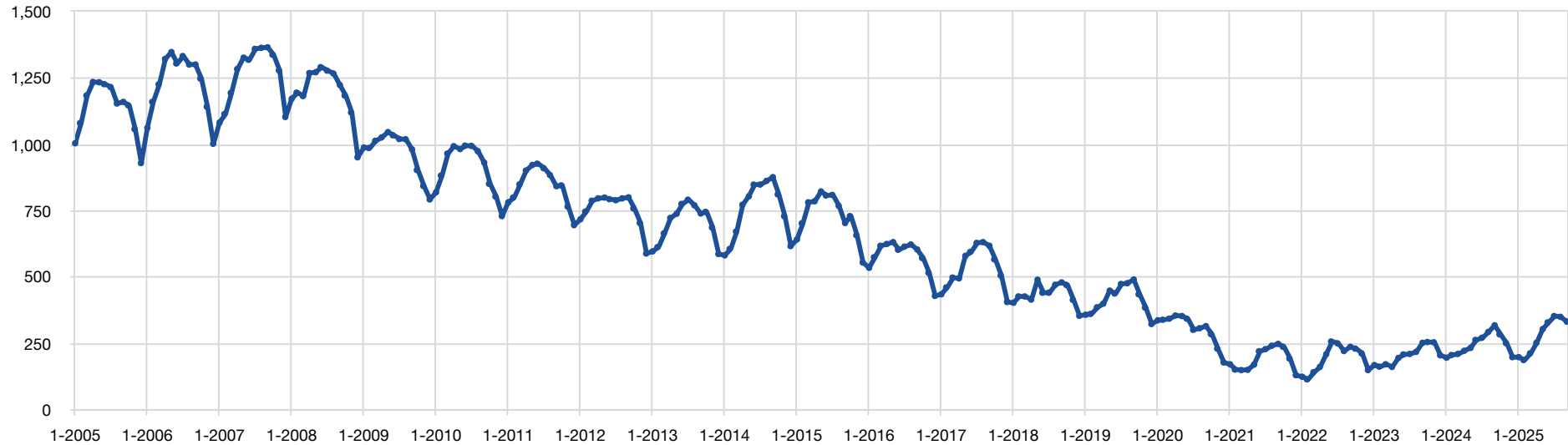


September



Homes for Sale	Prior Year	Percent Change
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	302	231 + 30.7%
June 2025	327	261 + 25.3%
July 2025	351	269 + 30.5%
August 2025	348	291 + 19.6%
September 2025	330	316 + 4.4%
12-Month Avg	269	242 + 11.2%

Historical Inventory of Homes for Sale by Month

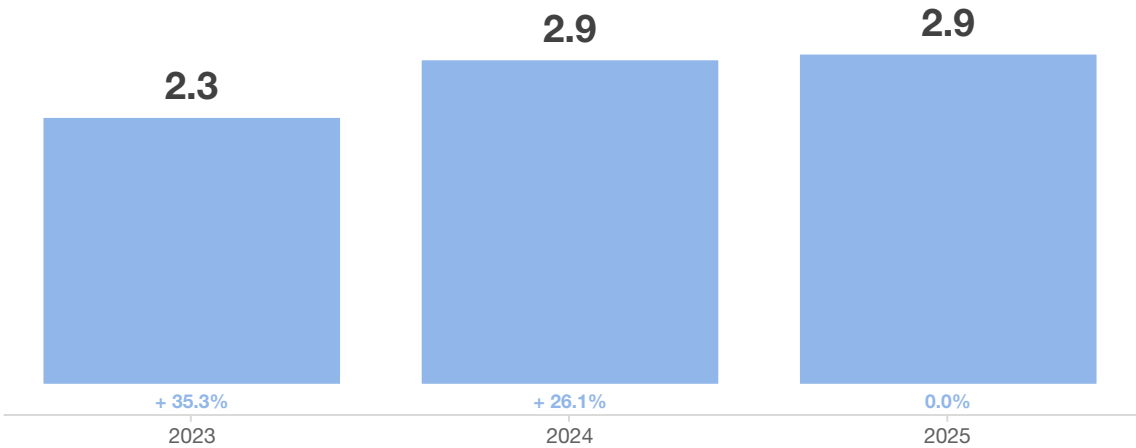


Months Supply of Inventory

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.



September



Months Supply		Prior Year	Percent Change
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	3.2	2.6	+ 23.1%
September 2025	2.9	2.9	0.0%
12-Month Avg	2.4	2.2	+ 9.1%

* Months Supply for all properties from October 2024 through September 2025. This is not the average of the individual figures above.

Historical Months Supply of Inventory by Month



Area Overviews

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	+ / -	9-2024	9-2025	+ / -	9-2024	9-2025	+ / -
Albany	24	29	+ 20.8%	20	17	- 15.0%	\$239,100	\$299,900	+ 25.4%	4	10	+ 150.0%	1.5	3.8	+ 153.3%
Avon	36	44	+ 22.2%	27	39	+ 44.4%	\$313,000	\$350,000	+ 11.8%	10	7	- 30.0%	3.0	1.6	- 46.7%
Clearwater	49	55	+ 12.2%	38	38	0.0%	\$326,000	\$324,000	- 0.6%	12	13	+ 8.3%	2.7	3.0	+ 11.1%
Cold Spring	87	105	+ 20.7%	68	76	+ 11.8%	\$322,750	\$339,629	+ 5.2%	24	30	+ 25.0%	3.3	4.0	+ 21.2%
Eden Lake Twp	10	12	+ 20.0%	6	5	- 16.7%	\$310,000	\$325,000	+ 4.8%	3	3	0.0%	2.1	1.9	- 9.5%
Eden Valley	18	26	+ 44.4%	12	17	+ 41.7%	\$240,500	\$275,000	+ 14.3%	5	8	+ 60.0%	2.4	4.2	+ 75.0%
Fair Haven Twp	3	7	+ 133.3%	2	3	+ 50.0%	\$253,000	\$432,500	+ 70.9%	—	1	—	—	1.0	—
Foley	47	58	+ 23.4%	35	51	+ 45.7%	\$305,000	\$298,400	- 2.2%	6	11	+ 83.3%	1.3	2.2	+ 69.2%
Freeport	10	17	+ 70.0%	9	5	- 44.4%	\$270,000	\$302,000	+ 11.9%	2	7	+ 250.0%	1.0	4.7	+ 370.0%
Holdingford	15	17	+ 13.3%	13	12	- 7.7%	\$305,000	\$309,000	+ 1.3%	1	3	+ 200.0%	0.4	1.8	+ 350.0%
Kimball	34	44	+ 29.4%	25	25	0.0%	\$342,000	\$312,000	- 8.8%	9	15	+ 66.7%	3.2	4.7	+ 46.9%
Maine Prairie Twp	1	3	+ 200.0%	—	3	—	—	\$355,000	—	1	—	—	—	—	—
Melrose	45	32	- 28.9%	25	28	+ 12.0%	\$244,900	\$222,700	- 9.1%	14	12	- 14.3%	3.9	3.3	- 15.4%
Paynesville	68	51	- 25.0%	38	50	+ 31.6%	\$259,913	\$264,700	+ 1.8%	20	9	- 55.0%	3.9	1.8	- 53.8%
Rice	49	62	+ 26.5%	39	43	+ 10.3%	\$309,000	\$299,000	- 3.2%	9	16	+ 77.8%	1.9	3.4	+ 78.9%
Richmond	63	68	+ 7.9%	46	49	+ 6.5%	\$342,000	\$350,000	+ 2.3%	14	19	+ 35.7%	2.8	4.1	+ 46.4%
Rockville	17	17	0.0%	14	10	- 28.6%	\$326,700	\$315,850	- 3.3%	3	7	+ 133.3%	1.9	4.3	+ 126.3%
Sartell	246	263	+ 6.9%	177	162	- 8.5%	\$330,000	\$333,000	+ 0.9%	61	69	+ 13.1%	3.3	3.7	+ 12.1%
Sauk Centre	86	77	- 10.5%	63	52	- 17.5%	\$272,000	\$267,000	- 1.8%	19	17	- 10.5%	2.7	2.6	- 3.7%
Sauk Rapids	184	163	- 11.4%	130	111	- 14.6%	\$291,000	\$283,900	- 2.4%	48	35	- 27.1%	3.5	2.7	- 22.9%
Saint Cloud	760	861	+ 13.3%	593	607	+ 2.4%	\$250,000	\$254,000	+ 1.6%	175	188	+ 7.4%	2.7	2.7	0.0%
Saint Joseph	75	84	+ 12.0%	65	59	- 9.2%	\$286,000	\$300,000	+ 4.9%	14	21	+ 50.0%	2.0	3.4	+ 70.0%
Saint Augusta	57	42	- 26.3%	34	30	- 11.8%	\$335,000	\$344,950	+ 3.0%	16	16	0.0%	4.3	5.1	+ 18.6%
Waite Park	84	73	- 13.1%	64	58	- 9.4%	\$240,000	\$243,500	+ 1.5%	18	17	- 5.6%	2.9	2.6	- 10.3%
Wakefield Twp	6	7	+ 16.7%	1	6	+ 500.0%	\$700,000	\$490,000	- 30.0%	3	2	- 33.3%	3.0	1.7	- 43.3%