

Monthly Indicators

March 2026

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

- 10.3% **+ 9.5%** **+ 32.5%**

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.



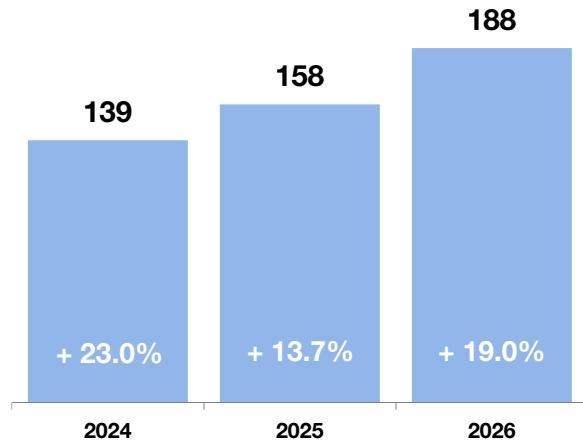
Key Metrics	Historical Sparkbars	3-2025	3-2026	Percent Change	YTD 2025	YTD 2026	Percent Change
New Listings		158	188	+ 19.0%	347	384	+ 10.7%
Pending Sales		117	137	+ 17.1%	272	295	+ 8.5%
Closed Sales		97	87	- 10.3%	235	222	- 5.5%
Days on Market		52	59	+ 13.5%	55	61	+ 10.9%
Median Sales Price		\$274,000	\$300,000	+ 9.5%	\$274,500	\$295,000	+ 7.5%
Avg. Sales Price		\$274,566	\$304,845	+ 11.0%	\$288,857	\$308,896	+ 6.9%
Pct. of Orig. Price Received		97.8%	97.8%	0.0%	97.1%	96.8%	- 0.3%
Affordability Index		98	91	- 7.1%	98	93	- 5.1%
Homes for Sale		212	281	+ 32.5%	--	--	--
Months Supply		1.9	2.5	+ 31.6%	--	--	--

New Listings

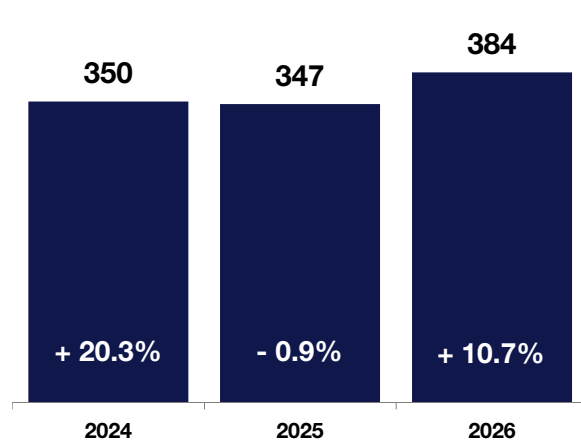
A count of the properties that have been newly listed on the market in a given month.



March

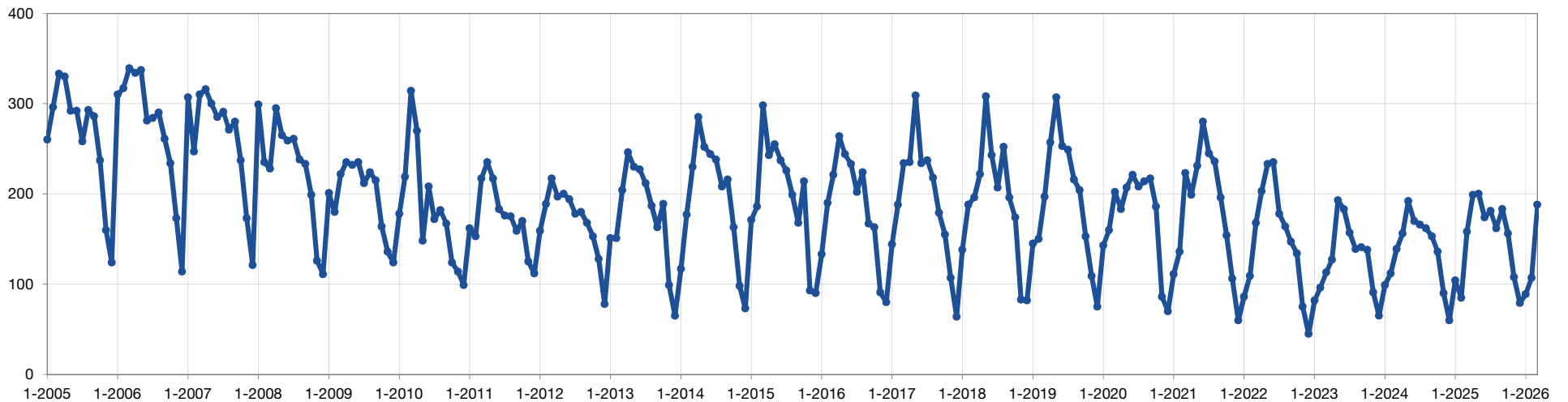


Year to Date



	New Listings	Prior Year	Percent Change
April 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	183	153	+19.6%
October 2025	156	136	+14.7%
November 2025	108	90	+20.0%
December 2025	79	60	+31.7%
January 2026	89	104	-14.4%
February 2026	107	85	+25.9%
March 2026	188	158	+19.0%
12-Month Avg	152	136	+11.8%

Historical New Listings by Month

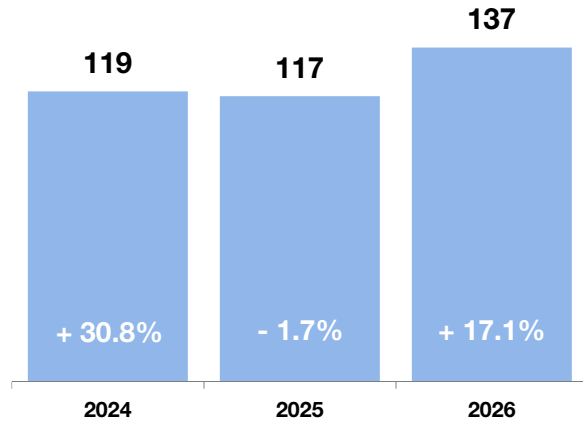


Pending Sales

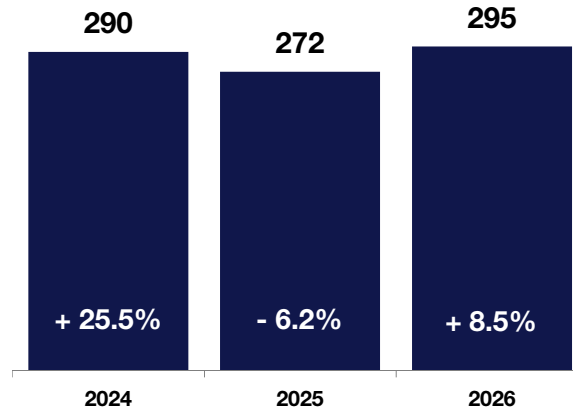
A count of the properties on which offers have been accepted in a given month.



March

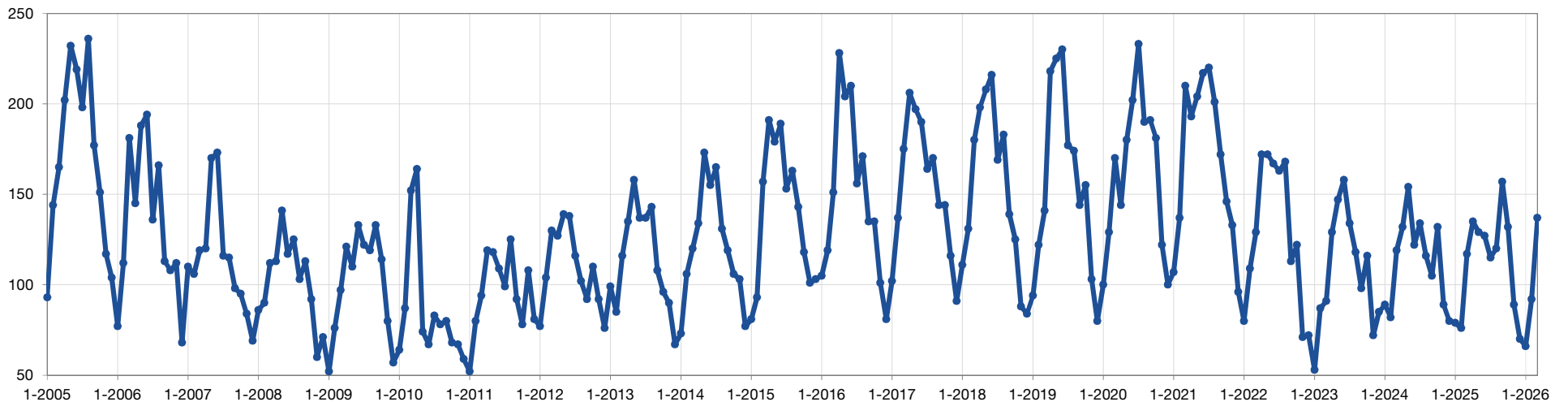


Year to Date



Pending Sales	Prior Year	Percent Change
April 2025	135	132 +2.3%
May 2025	129	154 -16.2%
June 2025	127	122 +4.1%
July 2025	115	134 -14.2%
August 2025	120	116 +3.4%
September 2025	157	105 +49.5%
October 2025	132	132 0.0%
November 2025	89	89 0.0%
December 2025	70	80 -12.5%
January 2026	66	79 -16.5%
February 2026	92	76 +21.1%
March 2026	137	117 +17.1%
12-Month Avg	114	111 +2.7%

Historical Pending Sales by Month

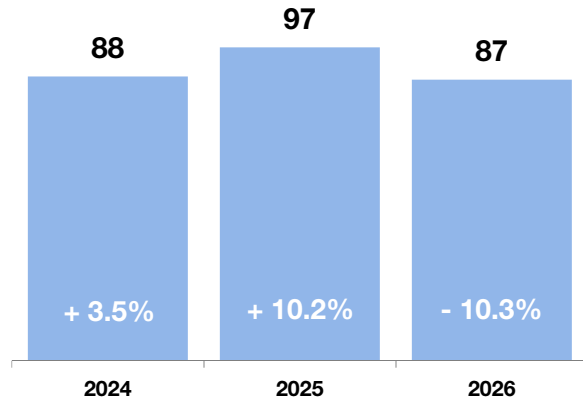


Closed Sales

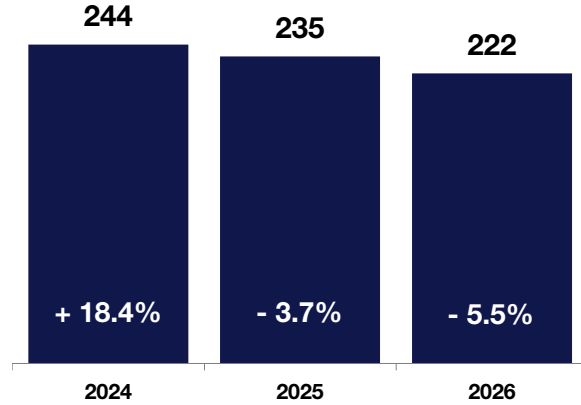
A count of the actual sales that closed in a given month.



March

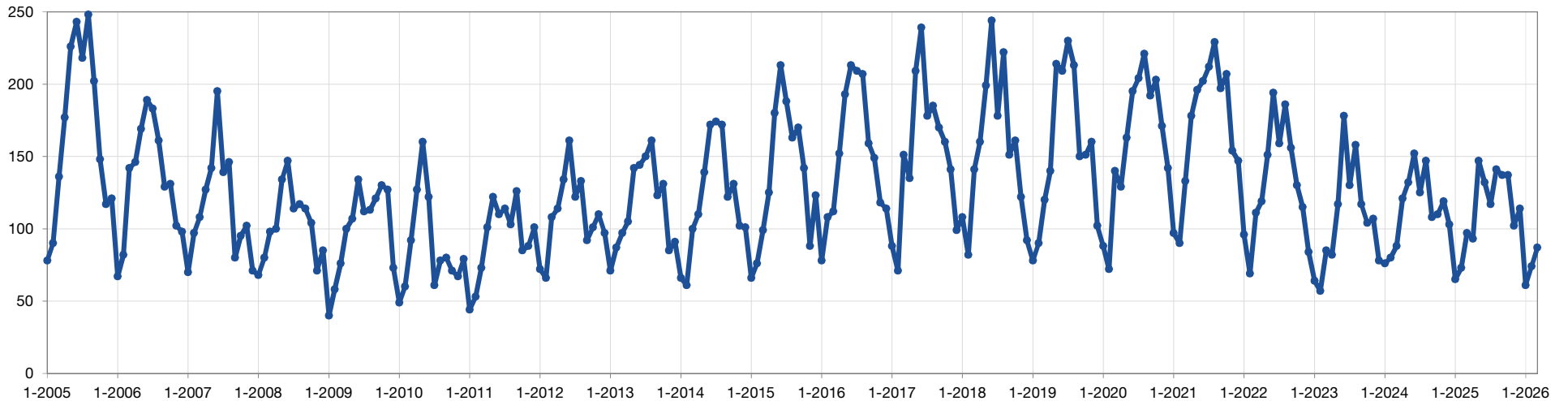


Year to Date



	Closed Sales	Prior Year	Percent Change
April 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	141	147	-4.1%
September 2025	137	108	+26.9%
October 2025	137	110	+24.5%
November 2025	102	119	-14.3%
December 2025	114	103	+10.7%
January 2026	61	65	-6.2%
February 2026	74	73	+1.4%
March 2026	87	97	-10.3%
12-Month Avg	112	113	-0.9%

Historical Closed Sales by Month

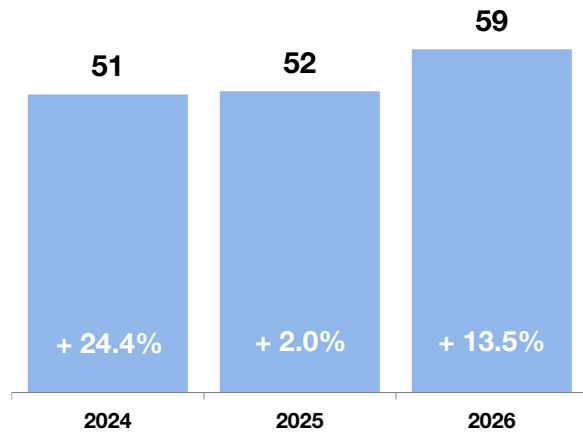


Days on Market Until Sale

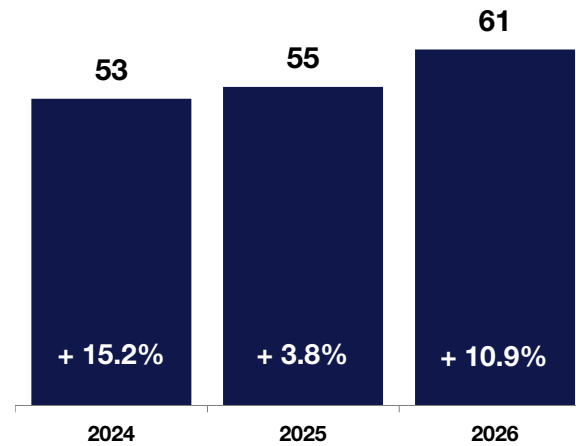
Average number of days between when a property is listed and when an offer is accepted in a given month.



March

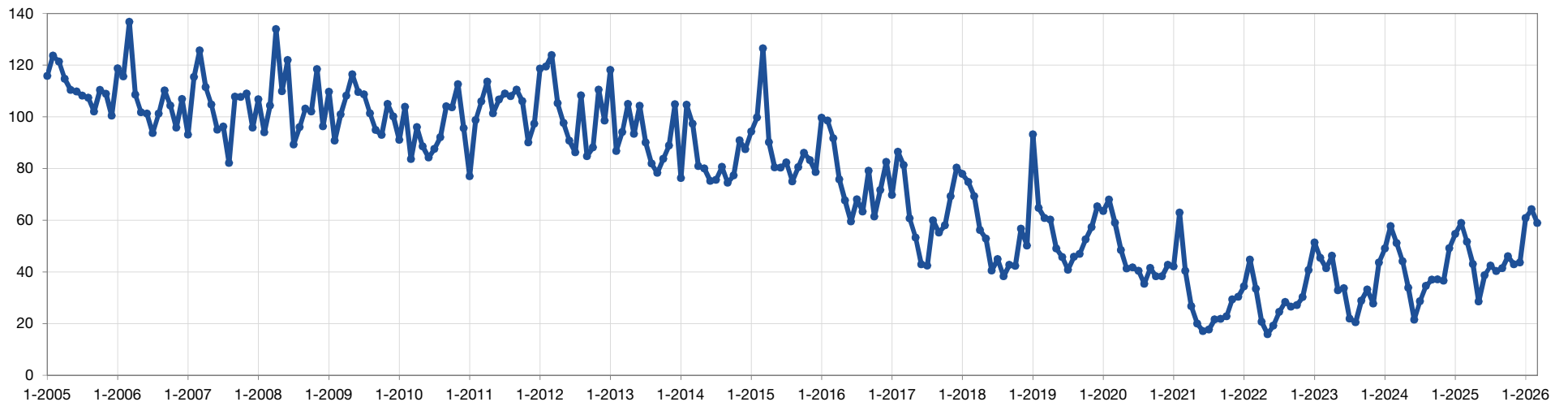


Year to Date



Days on Market	Prior Year	Percent Change	
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%
October 2025	46	37	+24.3%
November 2025	43	37	+16.2%
December 2025	44	49	-10.2%
January 2026	61	55	+10.9%
February 2026	64	59	+8.5%
March 2026	59	52	+13.5%
12-Month Avg	46	41	+12.2%

Historical Days on Market Until Sale by Month

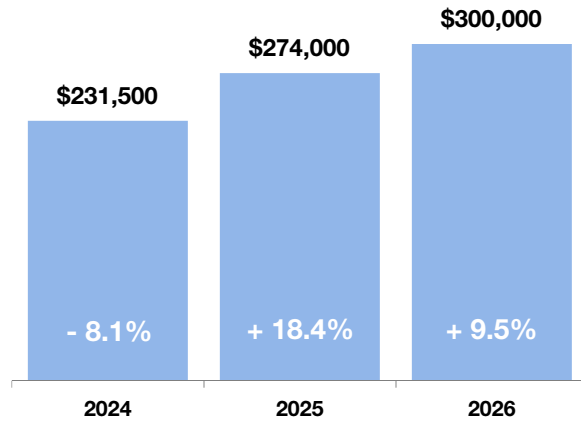


Median Sales Price

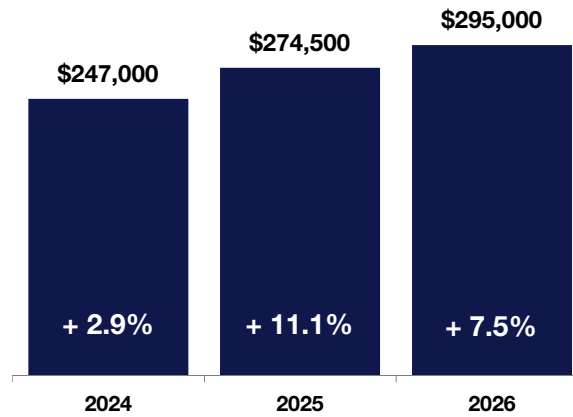
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



March

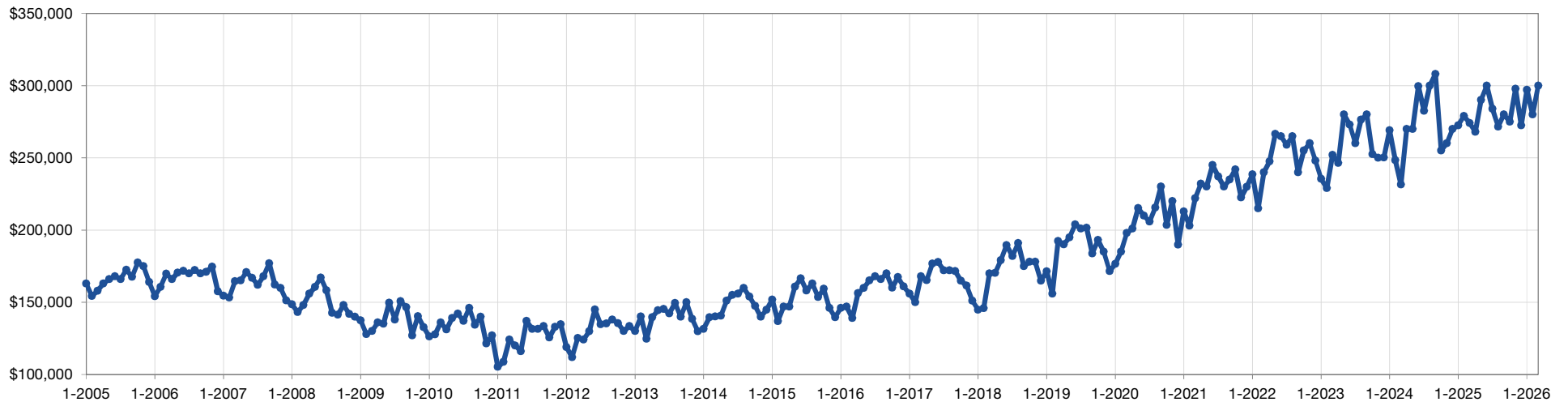


Year to Date



Month	Median Sales Price	Prior Year	Percent Change
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	\$271,500	\$299,900	-9.5%
September 2025	\$280,000	\$308,000	-9.1%
October 2025	\$275,000	\$255,000	+7.8%
November 2025	\$297,725	\$260,000	+14.5%
December 2025	\$272,500	\$269,900	+1.0%
January 2026	\$297,000	\$272,500	+9.0%
February 2026	\$279,950	\$279,000	+0.3%
March 2026	\$300,000	\$274,000	+9.5%
12-Month Avg	\$284,631	\$278,358	+2.3%

Historical Median Sales Price by Month

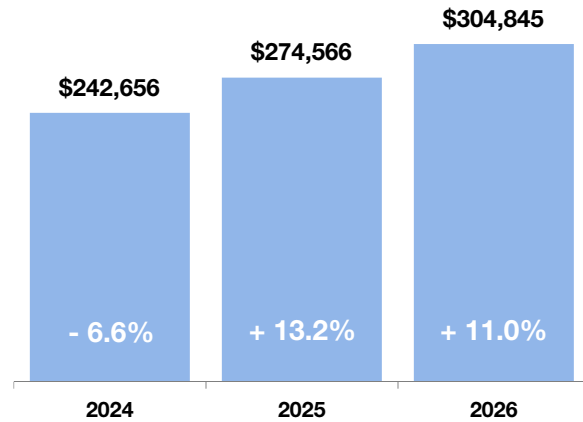


Average Sales Price

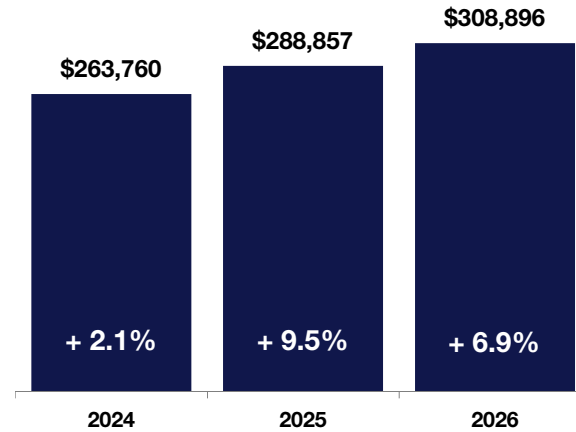
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



March

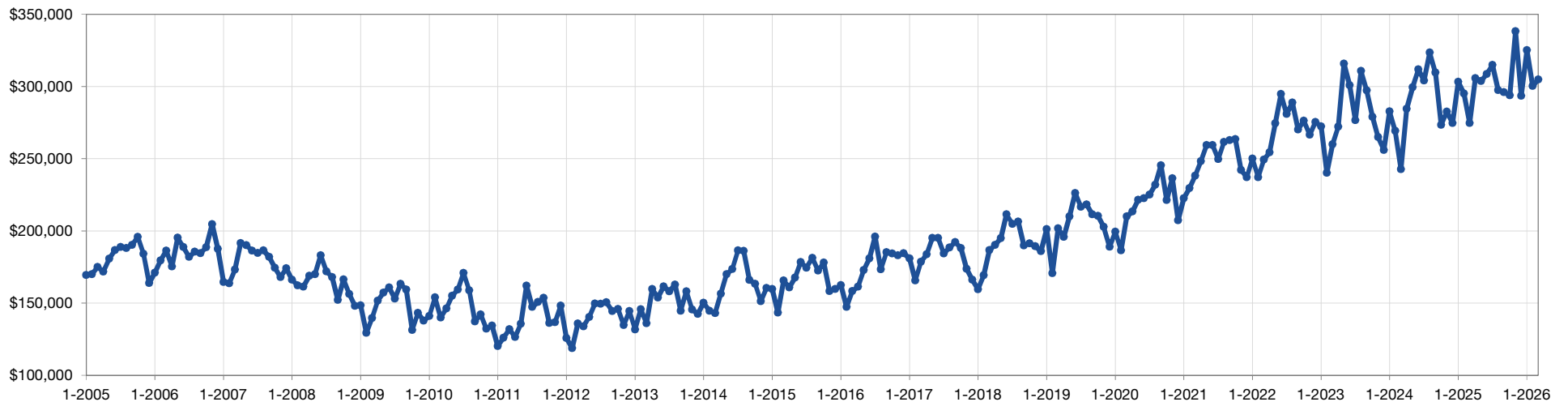


Year to Date



	Avg. Sales Price	Prior Year	Percent Change
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	\$297,372	\$323,494	-8.1%
September 2025	\$296,036	\$309,554	-4.4%
October 2025	\$293,838	\$273,354	+7.5%
November 2025	\$338,154	\$282,494	+19.7%
December 2025	\$293,409	\$274,623	+6.8%
January 2026	\$325,064	\$303,163	+7.2%
February 2026	\$300,330	\$295,108	+1.8%
March 2026	\$304,845	\$274,566	+11.0%
12-Month Avg	\$306,817	\$294,664	+4.1%

Historical Average Sales Price by Month

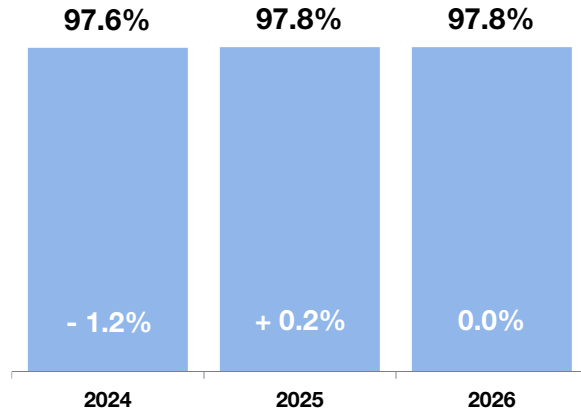


Percent of Original List Price Received

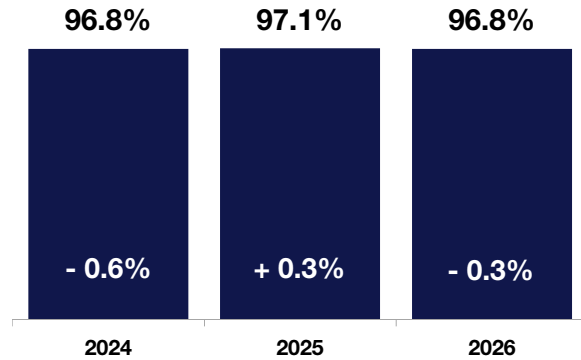


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

March

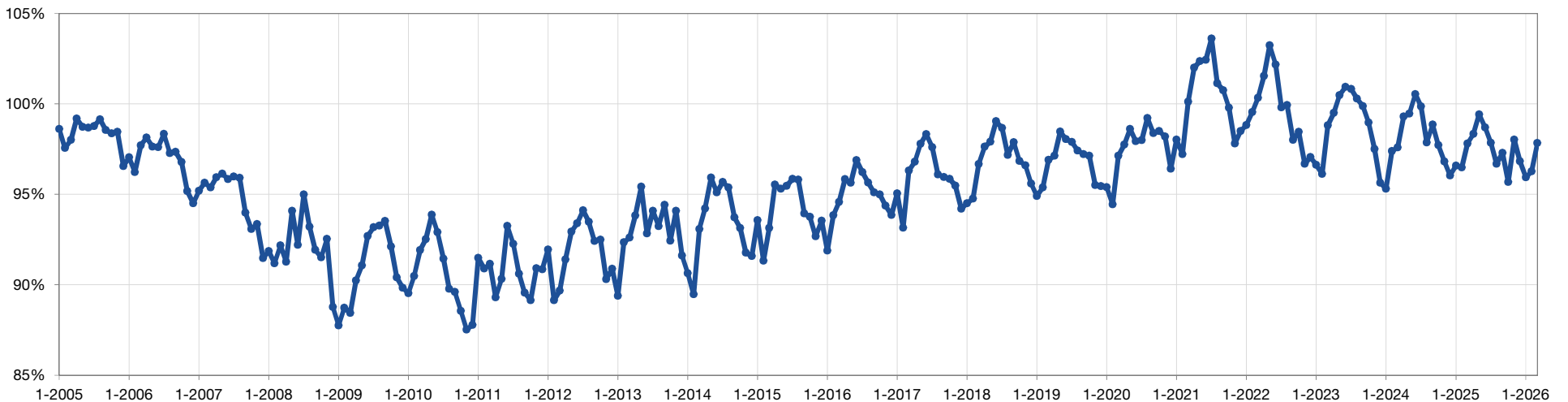


Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
April 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%
September 2025	97.3%	98.9%	-1.6%
October 2025	95.7%	97.7%	-2.0%
November 2025	98.0%	96.8%	+1.2%
December 2025	96.8%	96.0%	+0.8%
January 2026	95.9%	96.6%	-0.7%
February 2026	96.3%	96.5%	-0.2%
March 2026	97.8%	97.8%	0.0%
12-Month Avg	97.4%	98.1%	-0.7%

Historical Percent of Original List Price Received by Month

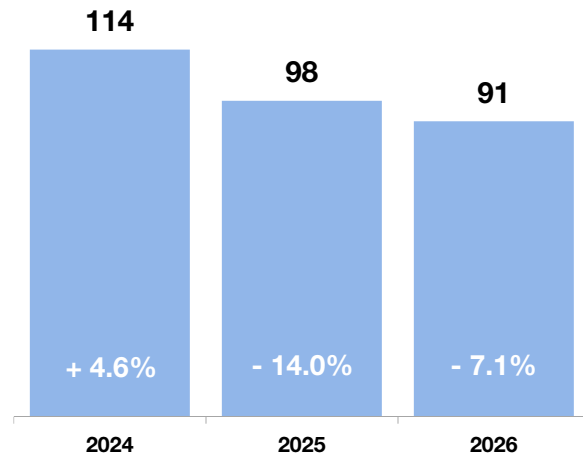


Housing Affordability Index

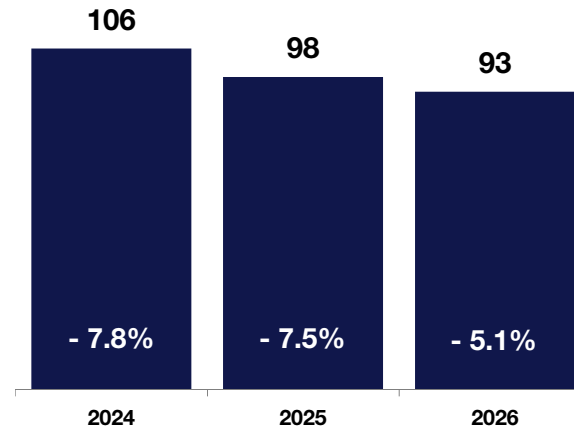


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

March

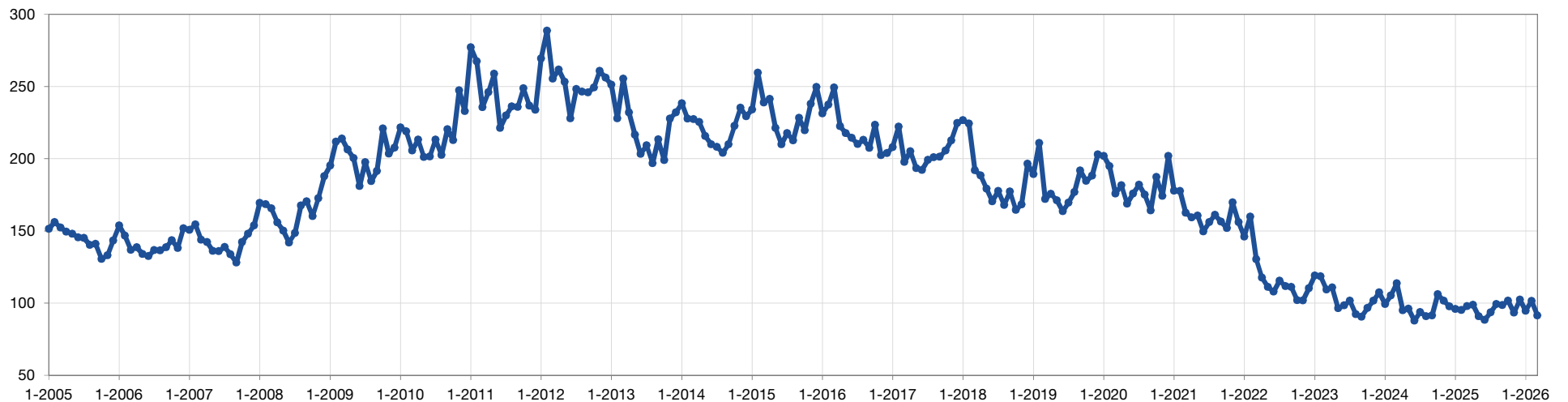


Year to Date



	Affordability Index	Prior Year	Percent Change
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%
September 2025	99	91	+8.8%
October 2025	102	106	-3.8%
November 2025	93	102	-8.8%
December 2025	102	98	+4.1%
January 2026	95	96	-1.0%
February 2026	101	95	+6.3%
March 2026	91	98	-7.1%
12-Month Avg	96	96	0.0%

Historical Housing Affordability Index by Month

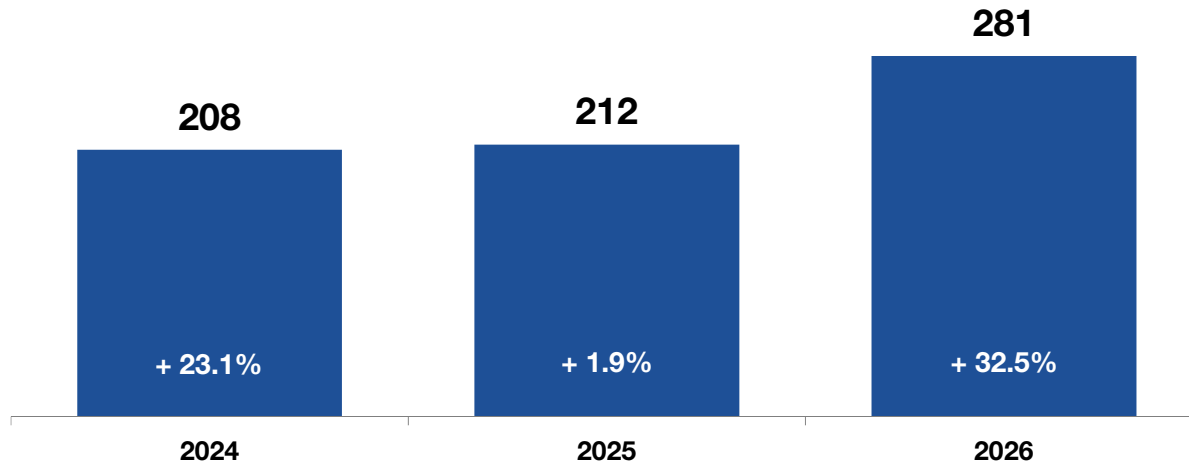


Inventory of Homes for Sale

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

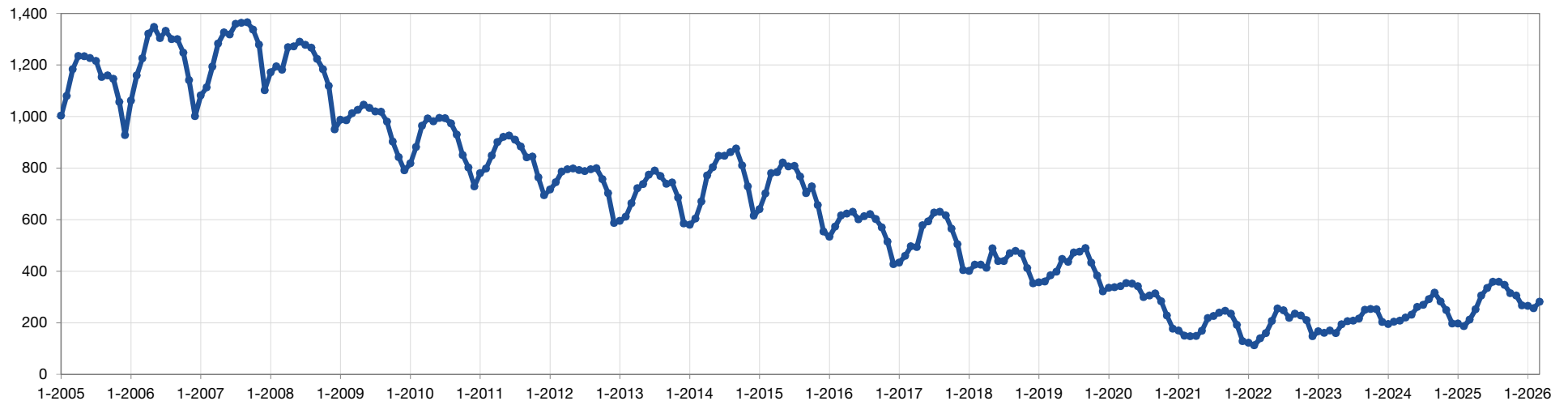


March



Homes for Sale	Prior Year	Percent Change
April 2025	220	+14.5%
May 2025	231	+32.0%
June 2025	261	+28.0%
July 2025	269	+33.1%
August 2025	291	+23.0%
September 2025	316	+9.5%
October 2025	282	+11.3%
November 2025	249	+22.5%
December 2025	196	+36.2%
January 2026	196	+35.2%
February 2026	186	+37.6%
March 2026	212	+32.5%
12-Month Avg	303	+25.2%

Historical Inventory of Homes for Sale by Month

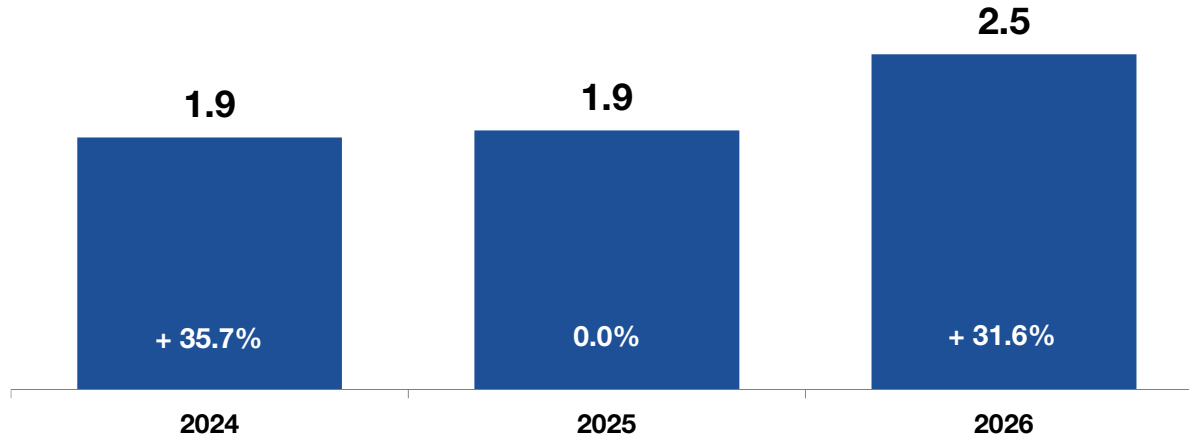


Months Supply of Inventory

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 2025	2.3	2.0	+15.0%
May 2025	2.8	2.0	+40.0%
June 2025	3.0	2.4	+25.0%
July 2025	3.3	2.4	+37.5%
August 2025	3.3	2.6	+26.9%
September 2025	3.1	2.9	+6.9%
October 2025	2.8	2.5	+12.0%
November 2025	2.7	2.2	+22.7%
December 2025	2.4	1.7	+41.2%
January 2026	2.4	1.8	+33.3%
February 2026	2.3	1.7	+35.3%
March 2026	2.5	1.9	+31.6%
12-Month Avg	2.7	2.2	+22.7%

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 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	YTD 2025	YTD 2026	+ / -	3-2025	3-2026	+ / -	3-2025	3-2026	+ / -
Albany	8	11	+37.5%	5	6	+20.0%	\$299,900	\$298,000	-0.6%	6	9	+50.0%	2.0	3.3	+65.0%
Avon	12	13	+8.3%	9	4	-55.6%	\$319,900	\$357,500	+11.8%	7	13	+85.7%	2.0	3.3	+62.5%
Clearwater	16	17	+6.3%	8	5	-37.5%	\$308,000	\$400,000	+29.9%	9	10	+11.1%	1.9	2.7	+40.1%
Cold Spring	27	23	-14.8%	11	16	+45.5%	\$309,900	\$332,750	+7.4%	28	19	-32.1%	3.9	2.3	-40.4%
Eden Lake Twp	3	1	-66.7%	1	0	-100.0%	\$312,000	\$0	-100.0%	2	2	0.0%	1.5	1.2	-17.5%
Eden Valley	11	5	-54.5%	4	5	+25.0%	\$319,750	\$255,000	-20.3%	7	5	-28.6%	2.9	2.5	-14.3%
Fair Haven Twp	2	3	+50.0%	0	0	--	\$0	\$0	--	2	4	+100.0%	2.0	4.0	+100.0%
Foley	18	10	-44.4%	8	4	-50.0%	\$272,500	\$185,000	-32.1%	13	11	-15.4%	2.8	2.6	-7.1%
Freeport	1	4	+300.0%	0	2	--	\$0	\$185,000	--	2	5	+150.0%	0.7	3.2	+382.1%
Holdingford	8	4	-50.0%	3	2	-33.3%	\$312,000	\$271,500	-13.0%	3	3	0.0%	1.2	2.2	+77.8%
Kimball	13	7	-46.2%	7	3	-57.1%	\$340,000	\$305,000	-10.3%	10	9	-10.0%	3.9	2.6	-33.6%
Maine Prairie Twp	1	2	+100.0%	0	1	--	\$0	\$387,000	--	1	1	0.0%	0.0	1.0	--
Melrose	5	7	+40.0%	5	4	-20.0%	\$209,900	\$311,000	+48.2%	10	4	-60.0%	2.5	1.2	-51.1%
Paynesville	17	15	-11.8%	10	11	+10.0%	\$261,200	\$253,575	-2.9%	18	16	-11.1%	3.5	3.5	+0.2%
Rice	17	18	+5.9%	9	11	+22.2%	\$305,000	\$302,000	-1.0%	13	15	+15.4%	2.9	2.8	-4.4%
Richmond	18	11	-38.9%	11	3	-72.7%	\$310,000	\$210,000	-32.3%	11	10	-9.1%	2.2	1.7	-21.3%
Rockville	5	3	-40.0%	2	2	0.0%	\$301,800	\$645,000	+113.7%	4	4	0.0%	2.5	2.3	-8.6%
Sartell	70	71	+1.4%	41	32	-22.0%	\$329,900	\$338,750	+2.7%	52	59	+13.5%	2.8	3.2	+14.0%
Sauk Centre	20	10	-50.0%	8	8	0.0%	\$220,000	\$308,000	+40.0%	19	12	-36.8%	2.9	1.9	-33.4%
Sauk Rapids	39	53	+35.9%	28	24	-14.3%	\$273,750	\$330,000	+20.5%	18	26	+44.4%	1.3	1.9	+53.4%
Saint Cloud	204	212	+3.9%	140	133	-5.0%	\$241,500	\$284,000	+17.6%	120	161	+34.2%	1.9	2.4	+27.8%
Saint Joseph	16	28	+75.0%	10	17	+70.0%	\$312,450	\$315,000	+0.8%	13	22	+69.2%	2.1	2.8	+33.2%
Saint Augusta	10	18	+80.0%	10	9	-10.0%	\$351,500	\$335,000	-4.7%	10	13	+30.0%	2.6	3.2	+22.0%
Waite Park	18	20	+11.1%	16	16	0.0%	\$287,900	\$271,950	-5.5%	9	13	+44.4%	1.2	2.1	+74.1%
Wakefield Twp	0	1	--	2	0	-100.0%	\$550,000	\$0	-100.0%	1	1	0.0%	1.0	0.8	-20.0%