

# Monthly Indicators

## October 2021

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

**- 0.5%**    **+ 19.1%**    **- 25.8%**

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	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days on Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>
Area Overview	<b>13</b>

# Activity Overview

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



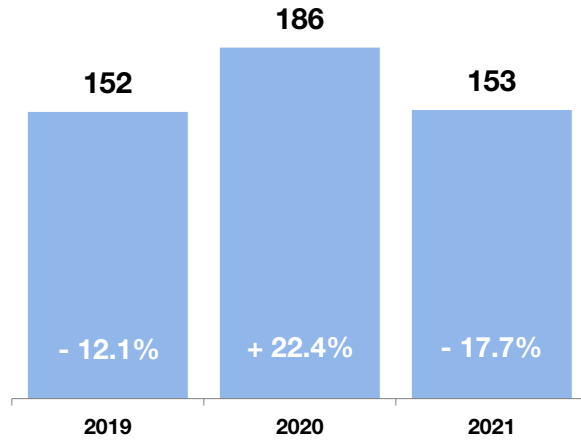
Key Metrics	Historical Sparkbars	10-2020	10-2021	Percent Change	YTD 2020	YTD 2021	Percent Change
<b>New Listings</b>		186	<b>153</b>	- 17.7%	1,933	<b>2,009</b>	+ 3.9%
<b>Pending Sales</b>		181	<b>153</b>	- 15.5%	1,713	<b>1,809</b>	+ 5.6%
<b>Closed Sales</b>		203	<b>202</b>	- 0.5%	1,599	<b>1,729</b>	+ 8.1%
<b>Days on Market</b>		38	<b>23</b>	- 39.5%	45	<b>26</b>	- 42.2%
<b>Median Sales Price</b>		\$203,450	<b>\$242,250</b>	+ 19.1%	\$207,500	<b>\$232,150</b>	+ 11.9%
<b>Avg. Sales Price</b>		\$221,315	<b>\$263,227</b>	+ 18.9%	\$221,151	<b>\$252,963</b>	+ 14.4%
<b>Pct. of Orig. Price Received</b>		98.5%	<b>99.8%</b>	+ 1.3%	97.9%	<b>101.2%</b>	+ 3.4%
<b>Affordability Index</b>		187	<b>152</b>	- 18.7%	184	<b>158</b>	- 14.1%
<b>Homes for Sale</b>		279	<b>207</b>	- 25.8%	--	--	--
<b>Months Supply</b>		1.8	<b>1.2</b>	- 33.3%	--	--	--

# New Listings

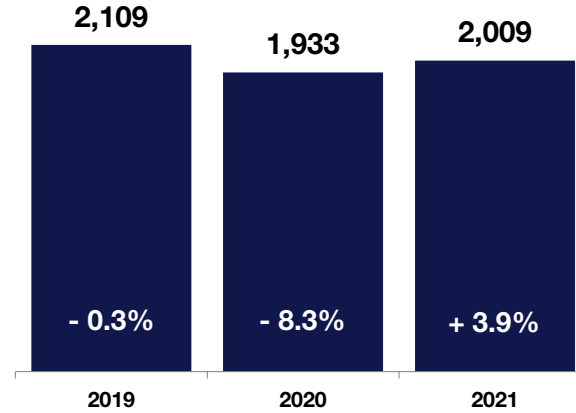
A count of the properties that have been newly listed on the market in a given month.



## October

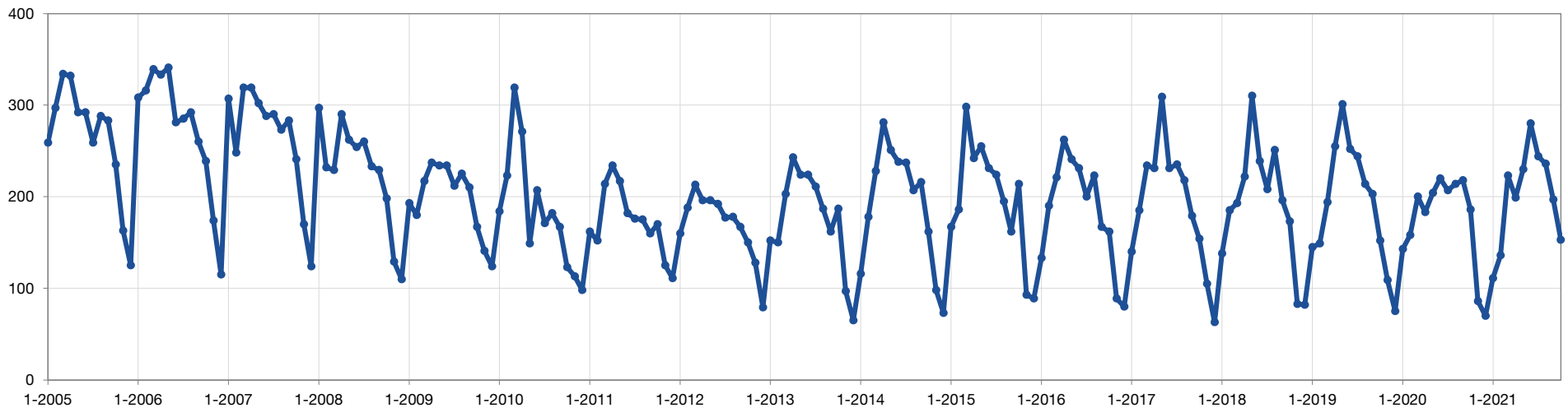


## Year to Date



	New Listings	Prior Year	Percent Change
November 2020	86	109	-21.1%
December 2020	70	75	-6.7%
January 2021	111	143	-22.4%
February 2021	136	158	-13.9%
March 2021	223	200	+11.5%
April 2021	199	183	+8.7%
May 2021	230	204	+12.7%
June 2021	280	220	+27.3%
July 2021	244	207	+17.9%
August 2021	236	214	+10.3%
September 2021	197	218	-9.6%
<b>October 2021</b>	<b>153</b>	<b>186</b>	<b>-17.7%</b>
12-Month Avg	180	176	+2.3%

## Historical New Listings by Month

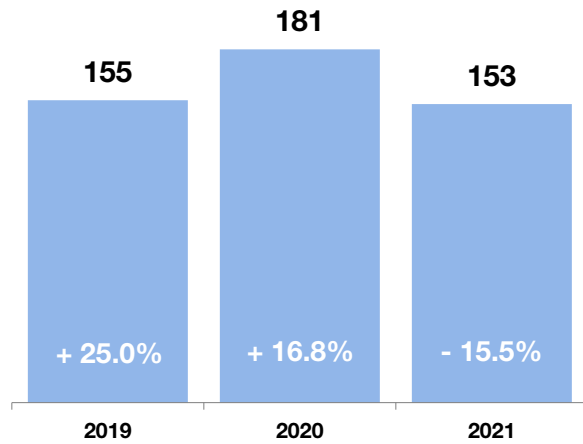


# Pending Sales

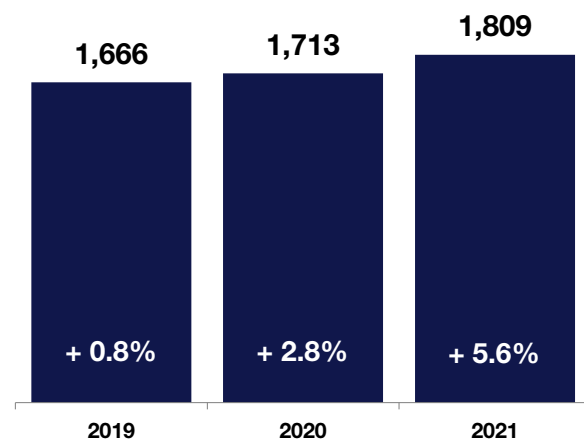
A count of the properties on which offers have been accepted in a given month.



## October

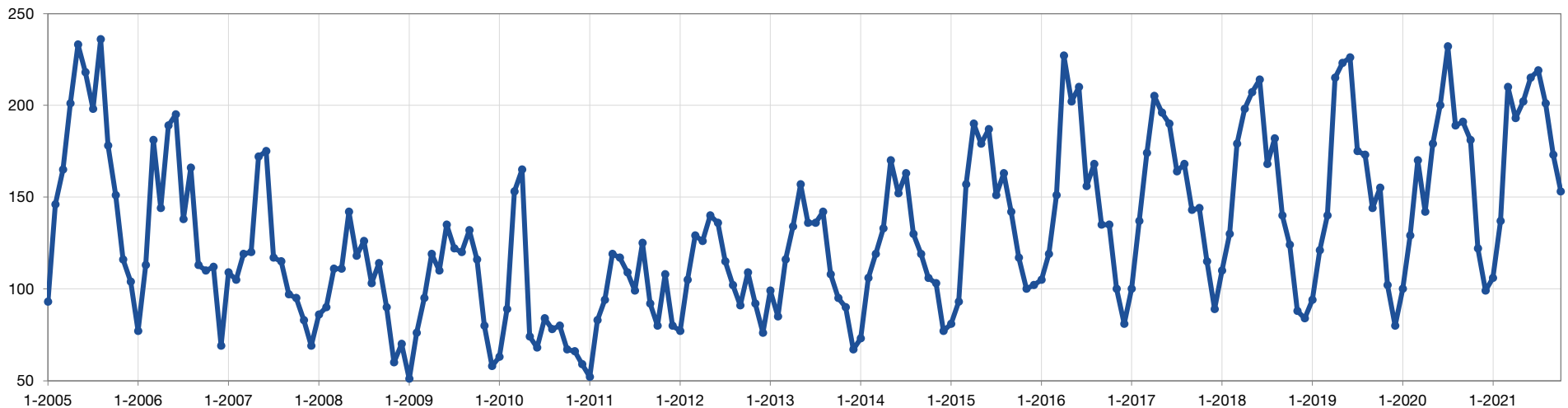


## Year to Date



	Pending Sales	Prior Year	Percent Change
November 2020	122	102	+19.6%
December 2020	99	80	+23.8%
January 2021	106	100	+6.0%
February 2021	137	129	+6.2%
March 2021	210	170	+23.5%
April 2021	193	142	+35.9%
May 2021	202	179	+12.8%
June 2021	215	200	+7.5%
July 2021	219	232	-5.6%
August 2021	201	189	+6.3%
September 2021	173	191	-9.4%
<b>October 2021</b>	<b>153</b>	<b>181</b>	<b>-15.5%</b>
12-Month Avg	169	158	+7.0%

## Historical Pending Sales by Month

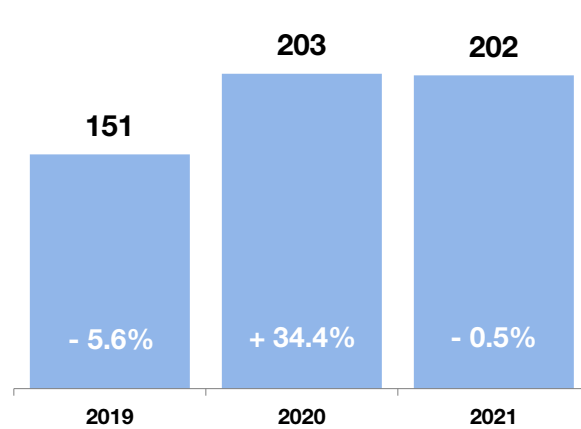


# Closed Sales

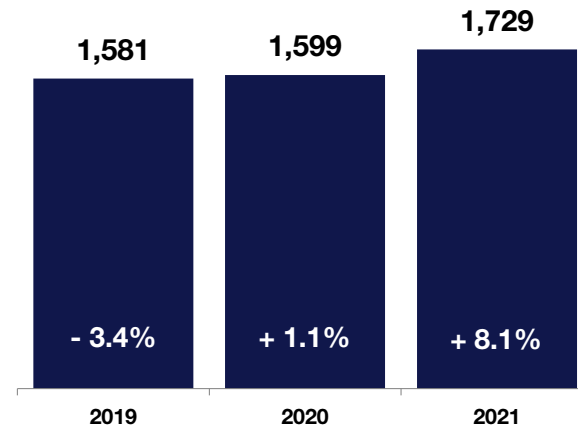
A count of the actual sales that closed in a given month.



## October

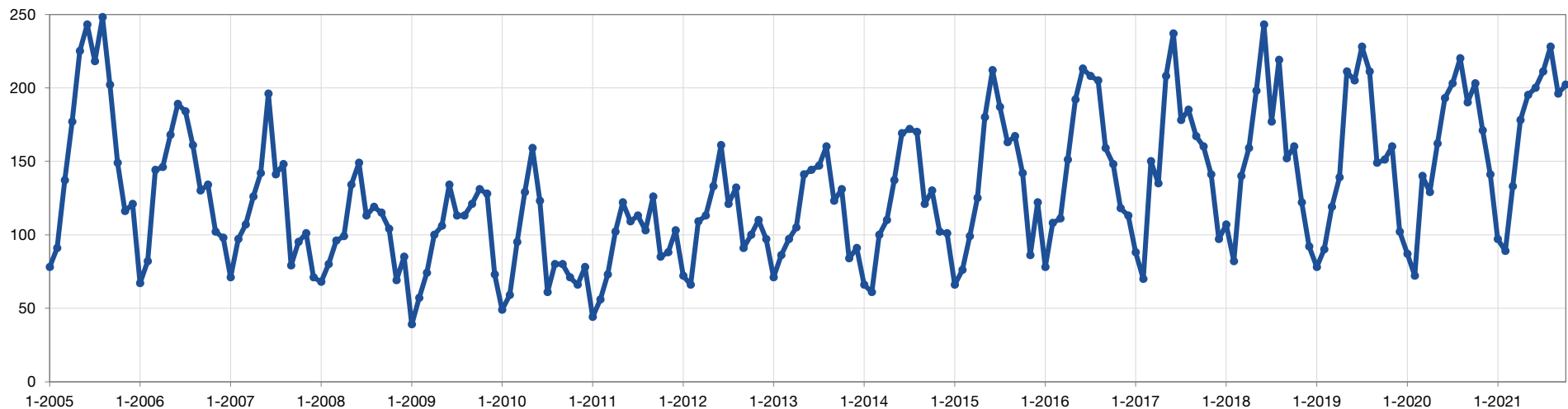


## Year to Date



Closed Sales	Prior Year	Percent Change
November 2020	171	+6.9%
December 2020	141	+38.2%
January 2021	97	+11.5%
February 2021	89	+23.6%
March 2021	133	-5.0%
April 2021	178	+38.0%
May 2021	195	+20.4%
June 2021	200	+3.6%
July 2021	211	+3.9%
August 2021	228	+3.6%
September 2021	196	+3.2%
<b>October 2021</b>	<b>202</b>	<b>-0.5%</b>
12-Month Avg	170	+9.7%

## Historical Closed Sales by Month

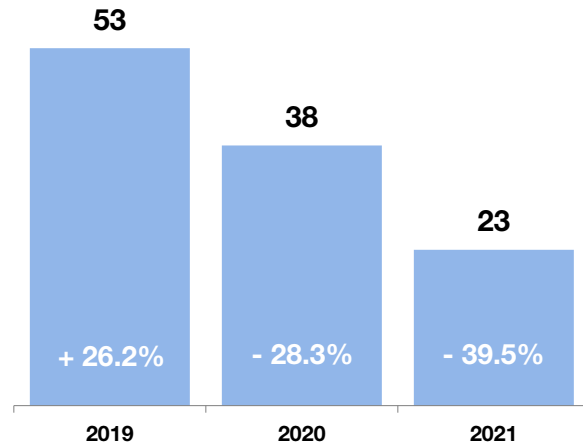


# Days on Market Until Sale

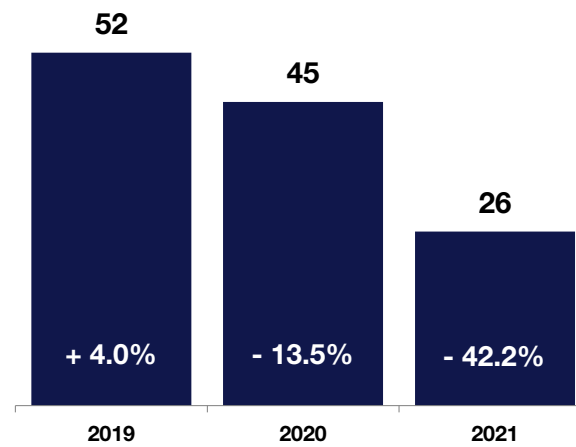
Average number of days between when a property is listed and when an offer is accepted in a given month.



## October

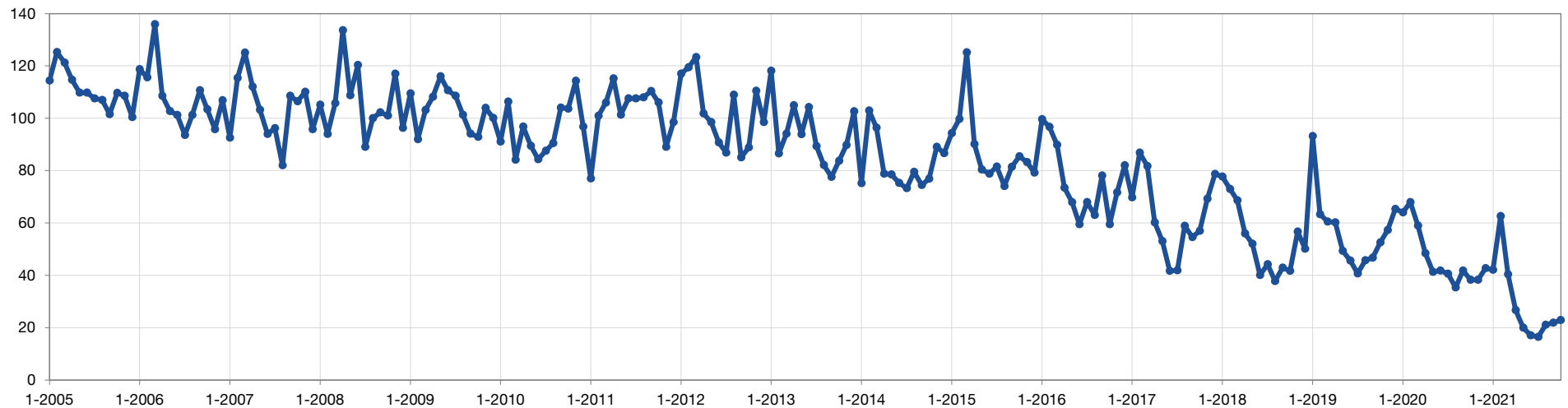


## Year to Date



Days on Market		Prior Year	Percent Change
November 2020	38	57	-33.3%
December 2020	43	65	-33.8%
January 2021	42	64	-34.4%
February 2021	63	68	-7.4%
March 2021	40	59	-32.2%
April 2021	27	48	-43.8%
May 2021	20	41	-51.2%
June 2021	17	42	-59.5%
July 2021	16	41	-61.0%
August 2021	21	35	-40.0%
September 2021	22	42	-47.6%
<b>October 2021</b>	<b>23</b>	<b>38</b>	<b>-39.5%</b>
12-Month Avg	31	50	-38.0%

## Historical Days on Market Until Sale by Month

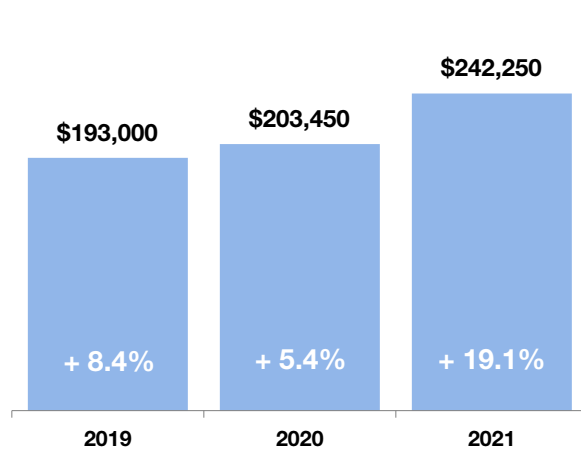


# Median Sales Price

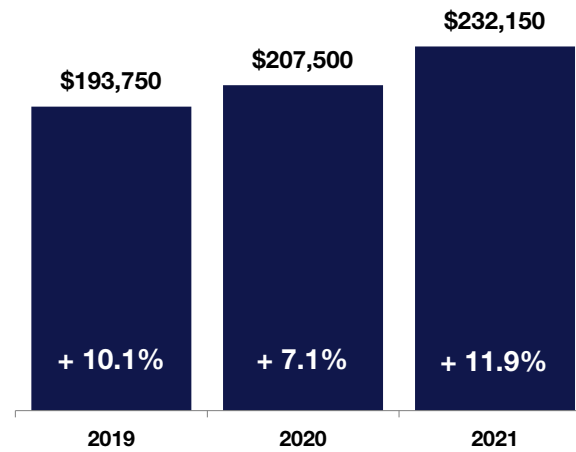
Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



## October

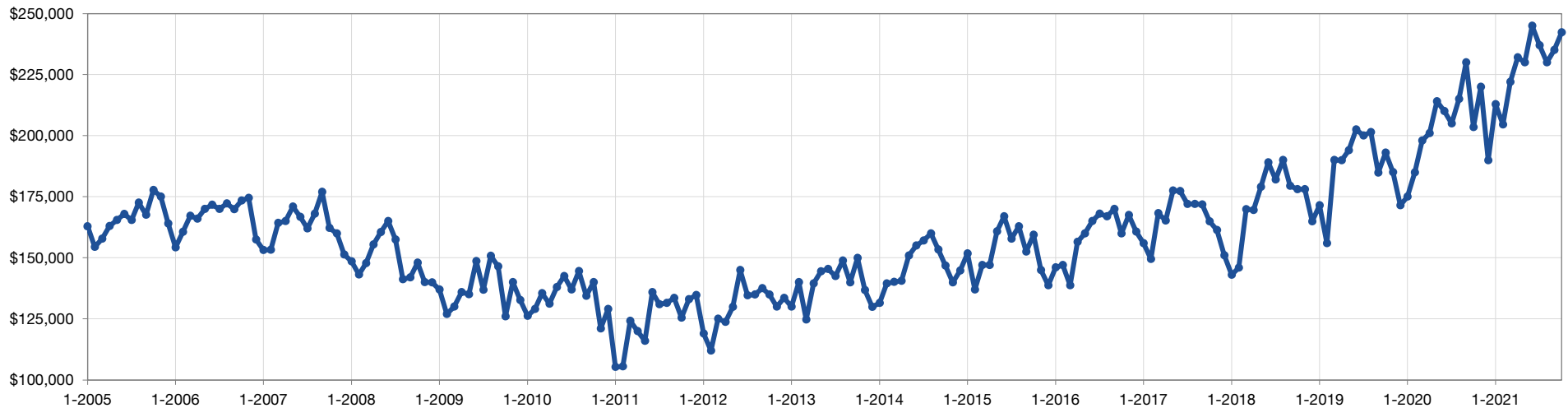


## Year to Date



	Median Sales Price	Prior Year	Percent Change
November 2020	\$220,000	\$185,000	+18.9%
December 2020	\$189,900	\$171,500	+10.7%
January 2021	\$212,900	\$175,000	+21.7%
February 2021	\$204,500	\$184,950	+10.6%
March 2021	\$222,000	\$198,000	+12.1%
April 2021	\$232,000	\$201,000	+15.4%
May 2021	\$230,000	\$214,000	+7.5%
June 2021	\$245,000	\$210,000	+16.7%
July 2021	\$237,000	\$205,000	+15.6%
August 2021	\$230,000	\$215,000	+7.0%
September 2021	\$235,000	\$230,000	+2.2%
<b>October 2021</b>	<b>\$242,250</b>	<b>\$203,450</b>	<b>+19.1%</b>
12-Month Avg	\$225,046	\$199,408	+12.9%

## Historical Median Sales Price by Month

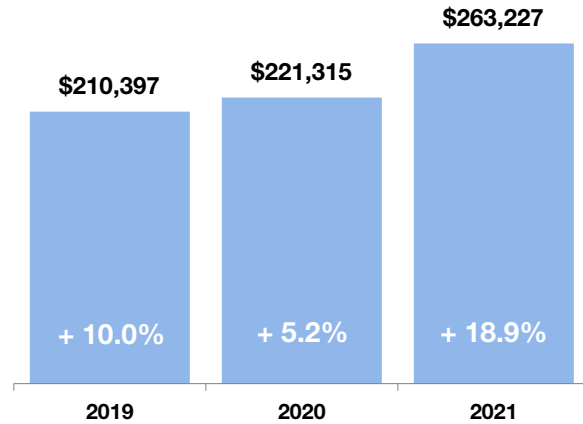


# Average Sales Price

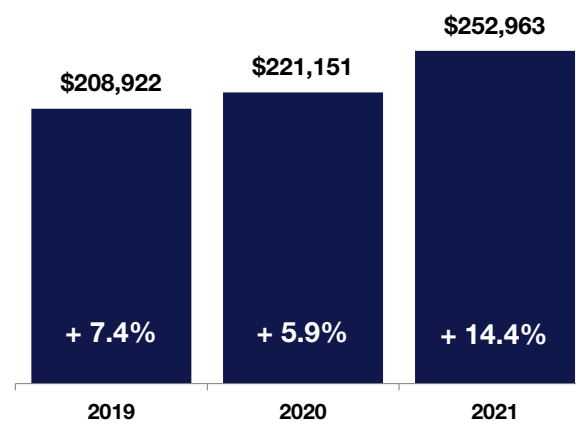
Average sales price for all closed sales, not accounting for seller concessions, in a given month.



## October

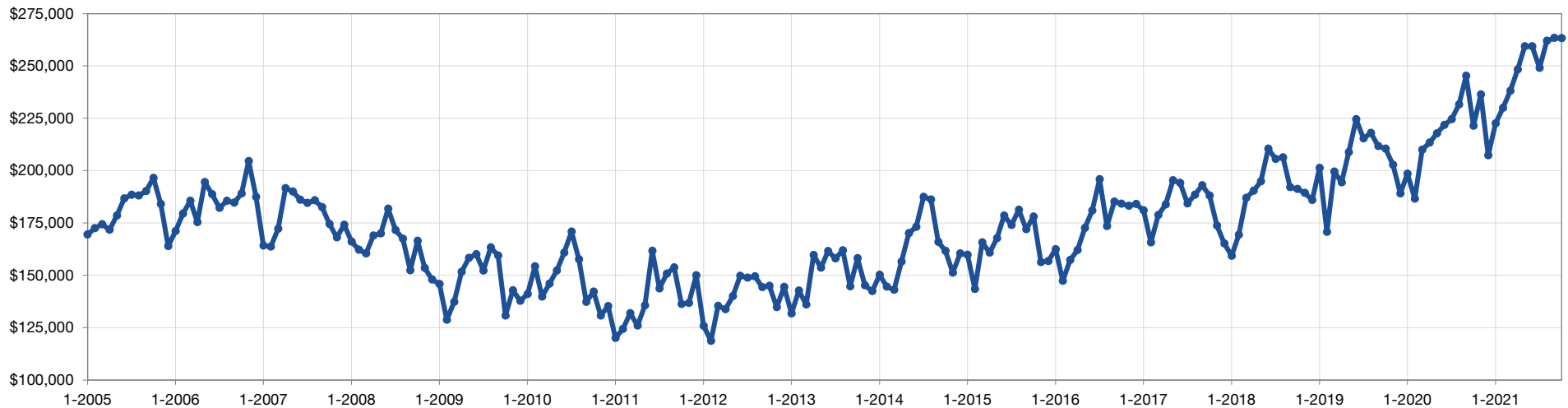


## Year to Date



	Avg. Sales Price	Prior Year	Percent Change
November 2020	\$236,301	\$202,745	+16.6%
December 2020	\$207,269	\$189,036	+9.6%
January 2021	\$222,477	\$198,515	+12.1%
February 2021	\$229,860	\$186,530	+23.2%
March 2021	\$238,083	\$209,918	+13.4%
April 2021	\$248,302	\$213,298	+16.4%
May 2021	\$259,337	\$217,729	+19.1%
June 2021	\$259,335	\$221,740	+17.0%
July 2021	\$248,948	\$224,542	+10.9%
August 2021	\$261,937	\$231,538	+13.1%
September 2021	\$263,324	\$245,198	+7.4%
<b>October 2021</b>	<b>\$263,227</b>	<b>\$221,315</b>	<b>+18.9%</b>
12-Month Avg	\$244,867	\$213,509	+14.7%

## Historical Average Sales Price by Month



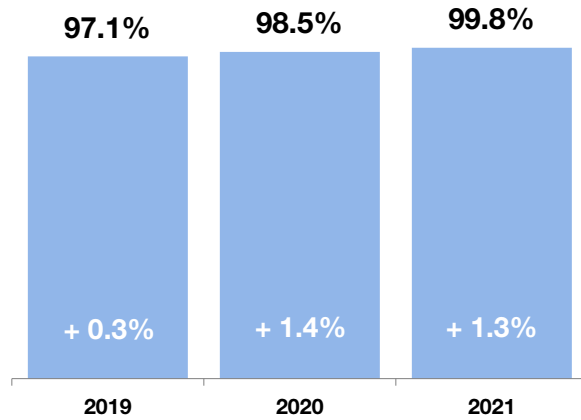


# Percent of Original List Price Received

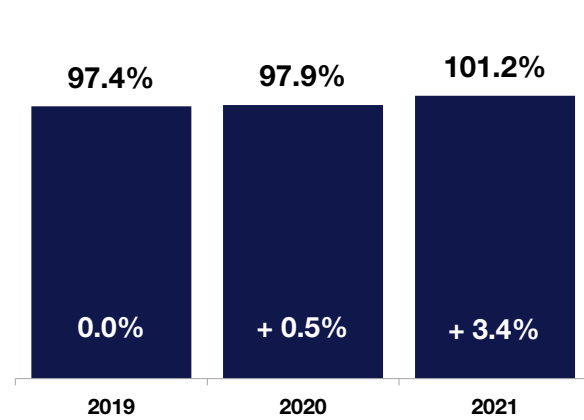


Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

## October

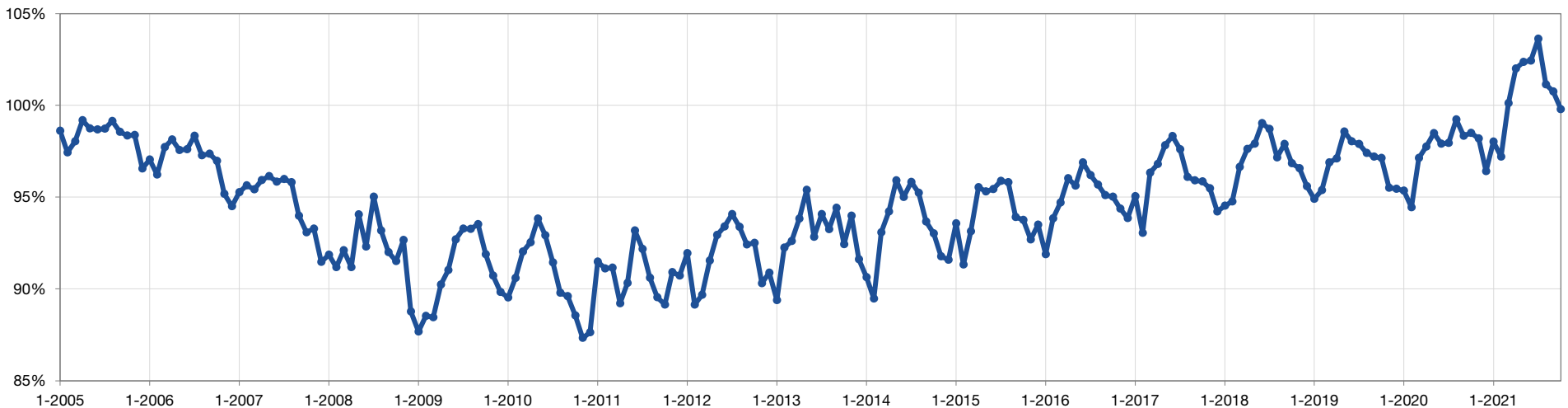


## Year to Date



	Pct. of Orig. Price Received	Prior Year	Percent Change
November 2020	98.2%	95.5%	+2.8%
December 2020	96.4%	95.4%	+1.0%
January 2021	98.0%	95.3%	+2.8%
February 2021	97.2%	94.4%	+3.0%
March 2021	100.1%	97.1%	+3.1%
April 2021	102.0%	97.8%	+4.3%
May 2021	102.4%	98.5%	+4.0%
June 2021	102.4%	97.9%	+4.6%
July 2021	103.6%	98.0%	+5.7%
August 2021	101.1%	99.2%	+1.9%
September 2021	100.8%	98.3%	+2.5%
<b>October 2021</b>	<b>99.8%</b>	<b>98.5%</b>	<b>+1.3%</b>
12-Month Avg	100.2%	97.2%	+3.1%

## Historical Percent of Original List Price Received by Month

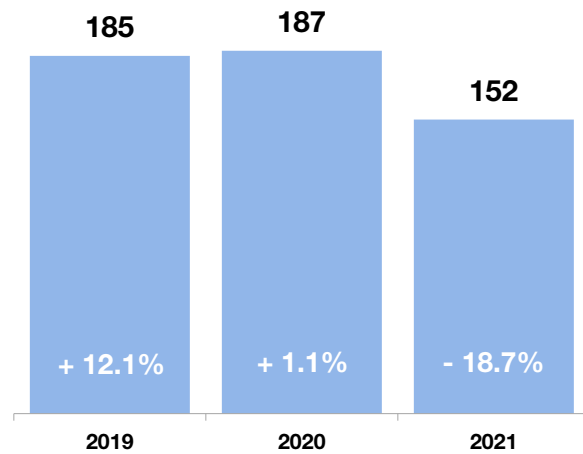


# Housing Affordability Index

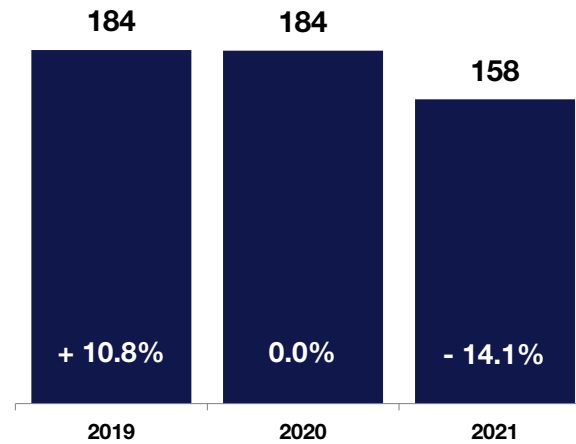


This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

## October

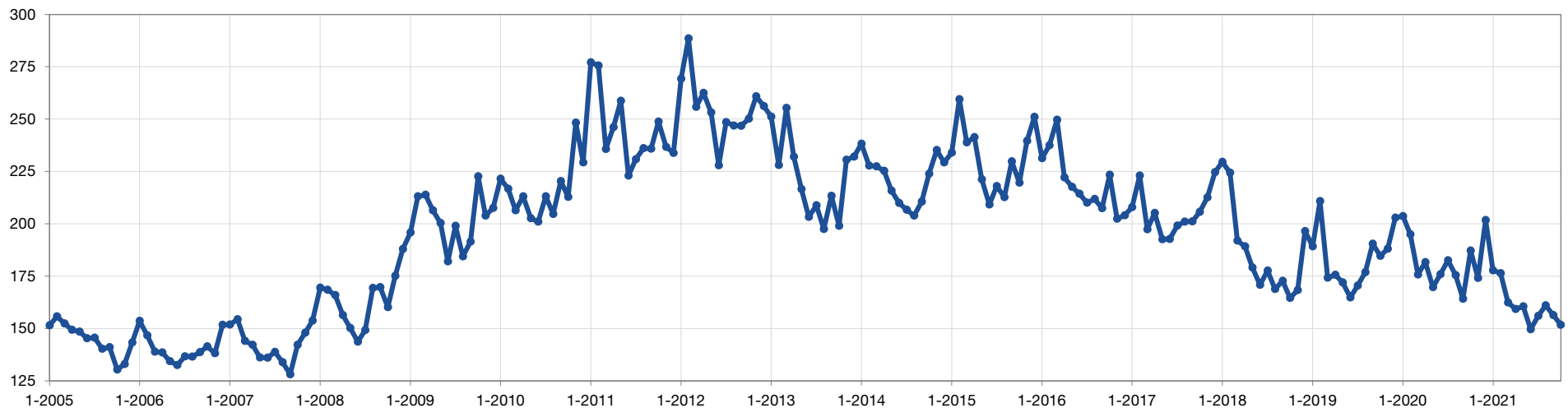


## Year to Date



	Affordability Index	Prior Year	Percent Change
November 2020	174	188	-7.4%
December 2020	202	203	-0.5%
January 2021	178	204	-12.7%
February 2021	176	195	-9.7%
March 2021	162	176	-8.0%
April 2021	159	182	-12.6%
May 2021	161	170	-5.3%
June 2021	150	176	-14.8%
July 2021	156	183	-14.8%
August 2021	161	175	-8.0%
September 2021	156	164	-4.9%
<b>October 2021</b>	<b>152</b>	<b>187</b>	<b>-18.7%</b>
12-Month Avg	166	183	-9.3%

## Historical Housing Affordability Index by Month

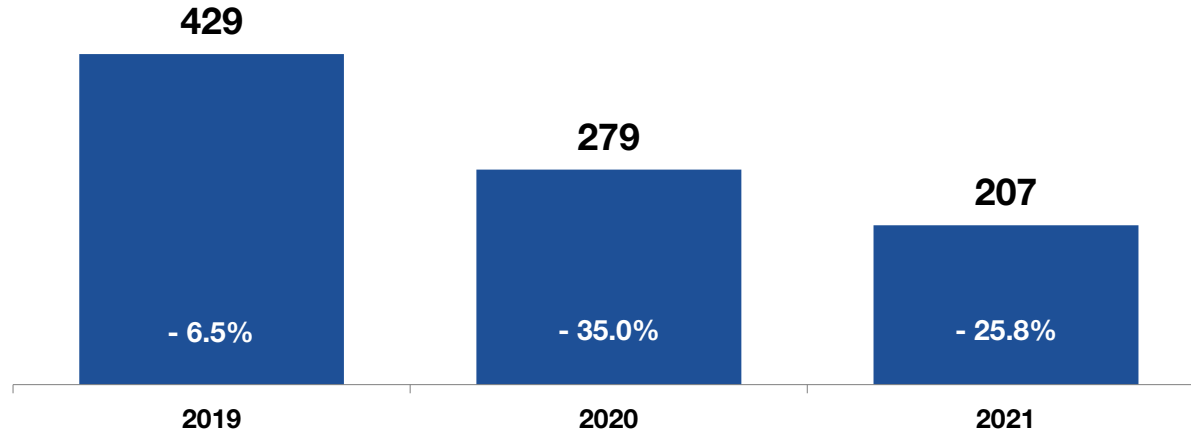


# Inventory of Homes for Sale

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

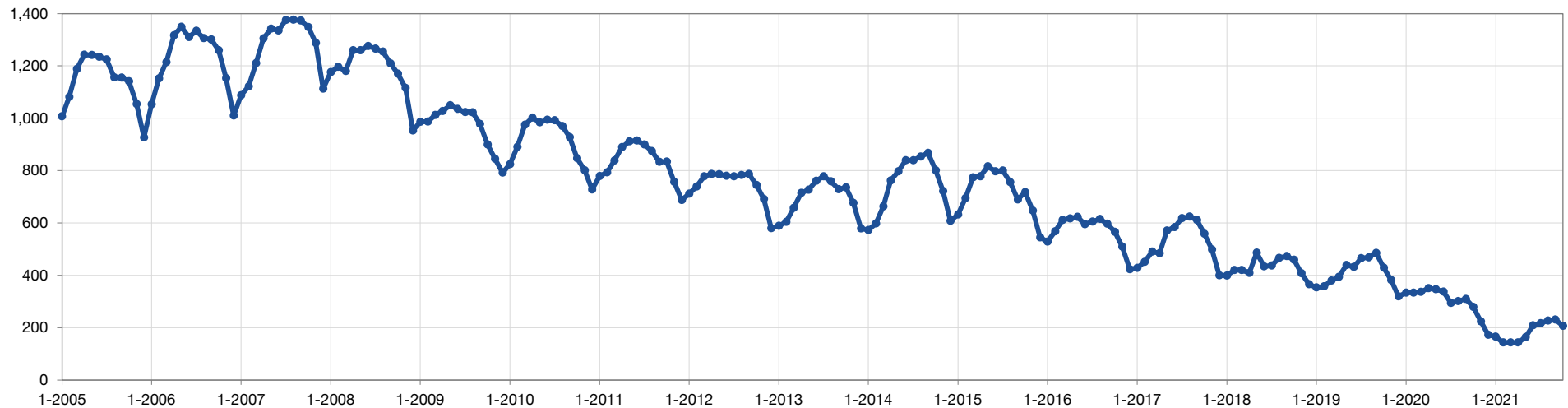


## October



Homes for Sale		Prior Year	Percent Change
November 2020	224	382	-41.4%
December 2020	172	319	-46.1%
January 2021	165	333	-50.5%
February 2021	143	333	-57.1%
March 2021	143	336	-57.4%
April 2021	143	350	-59.1%
May 2021	163	346	-52.9%
June 2021	209	337	-38.0%
July 2021	217	294	-26.2%
August 2021	227	301	-24.6%
September 2021	231	309	-25.2%
<b>October 2021</b>	<b>207</b>	<b>279</b>	<b>-25.8%</b>
12-Month Avg	187	327	-42.8%

## Historical Inventory of Homes for Sale by Month

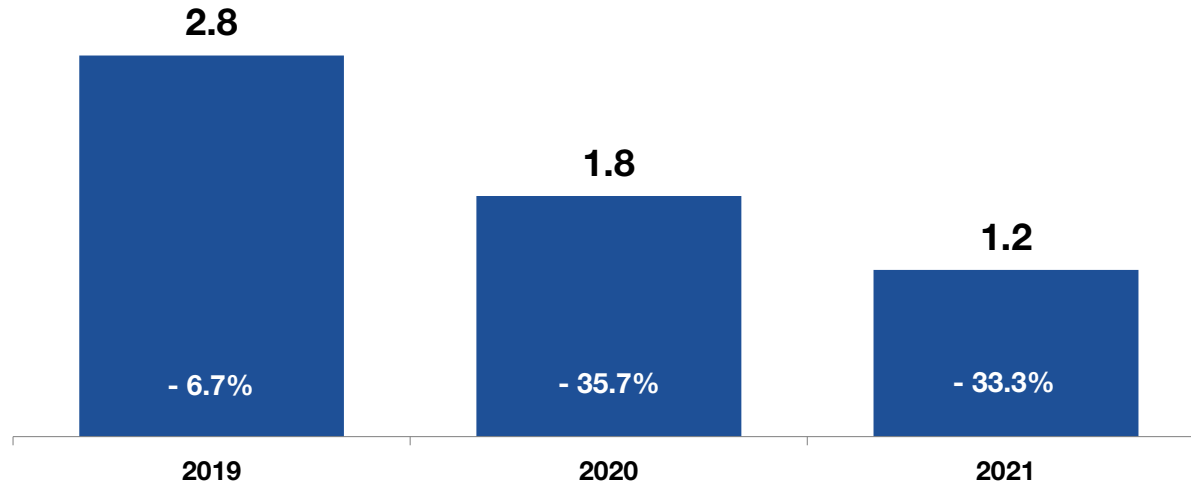


# Months Supply of Inventory

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.



## October



Months Supply		Prior Year	Percent Change
November 2020	1.4	2.5	-44.0%
December 2020	1.1	2.1	-47.6%
January 2021	1.0	2.2	-54.5%
February 2021	0.9	2.1	-57.1%
March 2021	0.9	2.1	-57.1%
April 2021	0.8	2.3	-65.2%
May 2021	0.9	2.3	-60.9%
June 2021	1.2	2.3	-47.8%
July 2021	1.3	2.0	-35.0%
August 2021	1.3	2.0	-35.0%
September 2021	1.3	2.0	-35.0%
<b>October 2021</b>	<b>1.2</b>	<b>1.8</b>	<b>-33.3%</b>
12-Month Avg	1.1	2.1	-47.6%

## 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 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	YTD 2020	YTD 2021	+ / -	10-2020	10-2021	+ / -	10-2020	10-2021	+ / -
Albany	65	58	-10.8%	54	45	-16.7%	\$209,900	\$194,500	-7.3%	9	6	-33.3%	1.7	1.2	-29.7%
Avon	54	59	+9.3%	34	34	0.0%	\$222,450	\$298,750	+34.3%	12	12	0.0%	3.1	3.1	-2.5%
Clearwater	90	83	-7.8%	73	71	-2.7%	\$255,000	\$281,200	+10.3%	11	9	-18.2%	1.4	1.3	-10.6%
Cold Spring	105	129	+22.9%	101	91	-9.9%	\$235,000	\$277,450	+18.1%	17	30	+76.5%	1.7	3.3	+94.1%
Eden Lake Twp	0	0	--	1	0	-100.0%	\$140,000	\$0	-100.0%	0	0	--	0.0	0.0	--
Eden Valley	19	9	-52.6%	16	6	-62.5%	\$165,500	\$220,000	+32.9%	3	3	0.0%	1.4	1.6	+15.9%
Fair Haven Twp	2	1	-50.0%	3	0	-100.0%	\$168,900	\$0	-100.0%	0	0	--	0.0	0.0	--
Foley	103	79	-23.3%	72	73	+1.4%	\$187,500	\$241,189	+28.6%	14	5	-64.3%	1.8	0.7	-61.4%
Freeport	22	7	-68.2%	16	11	-31.3%	\$200,750	\$299,000	+48.9%	4	2	-50.0%	1.7	1.2	-29.2%
Holdingford	26	17	-34.6%	19	19	0.0%	\$164,900	\$280,000	+69.8%	7	1	-85.7%	2.8	0.4	-85.4%
Kimball	40	44	+10.0%	30	31	+3.3%	\$239,500	\$242,000	+1.0%	7	10	+42.9%	2.0	3.1	+53.4%
Maine Prairie Twp	1	0	-100.0%	1	0	-100.0%	\$307,500	\$0	-100.0%	0	0	--	0.0	0.0	--
Melrose	43	52	+20.9%	46	42	-8.7%	\$203,000	\$212,500	+4.7%	6	7	+16.7%	1.2	1.8	+43.5%
Paynesville	90	91	+1.1%	84	88	+4.8%	\$197,900	\$205,750	+4.0%	11	8	-27.3%	1.5	1.0	-34.5%
Rice	131	123	-6.1%	100	99	-1.0%	\$230,900	\$258,000	+11.7%	17	17	0.0%	1.7	1.8	+8.0%
Richmond	102	58	-43.1%	85	50	-41.2%	\$241,000	\$282,000	+17.0%	11	6	-45.5%	1.3	1.1	-13.8%
Rockville	18	25	+38.9%	14	22	+57.1%	\$277,450	\$288,000	+3.8%	2	1	-50.0%	0.9	0.4	-54.2%
Sartell	361	353	-2.2%	320	291	-9.1%	\$250,000	\$285,000	+14.0%	44	42	-4.5%	1.5	1.5	+0.9%
Sauk Centre	120	104	-13.3%	103	84	-18.4%	\$193,500	\$240,750	+24.4%	17	13	-23.5%	1.7	1.5	-8.5%
Sauk Rapids	255	226	-11.4%	204	205	+0.5%	\$216,000	\$238,500	+10.4%	29	15	-48.3%	1.4	0.7	-48.1%
Saint Cloud	1,109	1,206	+8.7%	892	1,035	+16.0%	\$176,500	\$205,000	+16.1%	178	130	-27.0%	2.0	1.3	-36.3%
Saint Joseph	126	123	-2.4%	109	111	+1.8%	\$214,500	\$235,000	+9.6%	13	11	-15.4%	1.2	1.1	-5.5%
Saint Augusta	62	72	+16.1%	47	54	+14.9%	\$237,500	\$317,450	+33.7%	16	9	-43.8%	3.5	1.5	-55.9%
Waite Park	82	101	+23.2%	74	87	+17.6%	\$170,000	\$178,450	+5.0%	15	9	-40.0%	2.0	1.0	-47.6%
Wakefield Twp	0	1	--	1	1	0.0%	\$287,000	\$380,000	+32.4%	0	0	--	0.0	0.0	--