



## Lake Minnetonka Area

**+ 15.4%**

Change in  
New Listings

**+ 21.1%**

Change in  
Closed Sales

**- 2.9%**

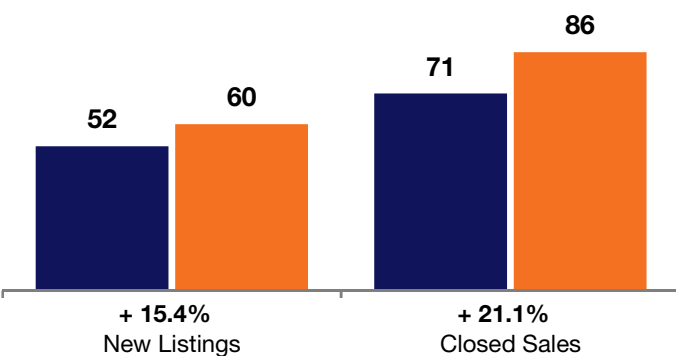
Change in  
Median Sales Price

	December			Year to Date		
	2018	2019	+ / -	2018	2019	+ / -
New Listings	52	60	+ 15.4%	1,631	1,643	+ 0.7%
Closed Sales	71	86	+ 21.1%	1,047	1,066	+ 1.8%
Median Sales Price*	\$514,375	\$499,653	-2.9%	\$498,281	\$489,000	-1.9%
Average Sales Price*	\$755,801	\$709,479	-6.1%	\$747,239	\$690,807	-7.6%
Price Per Square Foot*	\$244	\$216	-11.6%	\$227	\$226	-0.4%
Percent of Original List Price Received*	95.2%	95.6%	+ 0.4%	96.1%	95.6%	-0.5%
Days on Market Until Sale	79	104	+ 31.6%	96	89	-7.3%
Inventory of Homes for Sale	357	258	-27.7%	--	--	--
Months Supply of Inventory	4.2	2.9	-31.0%	--	--	--

\* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

### December

■ 2018 ■ 2019



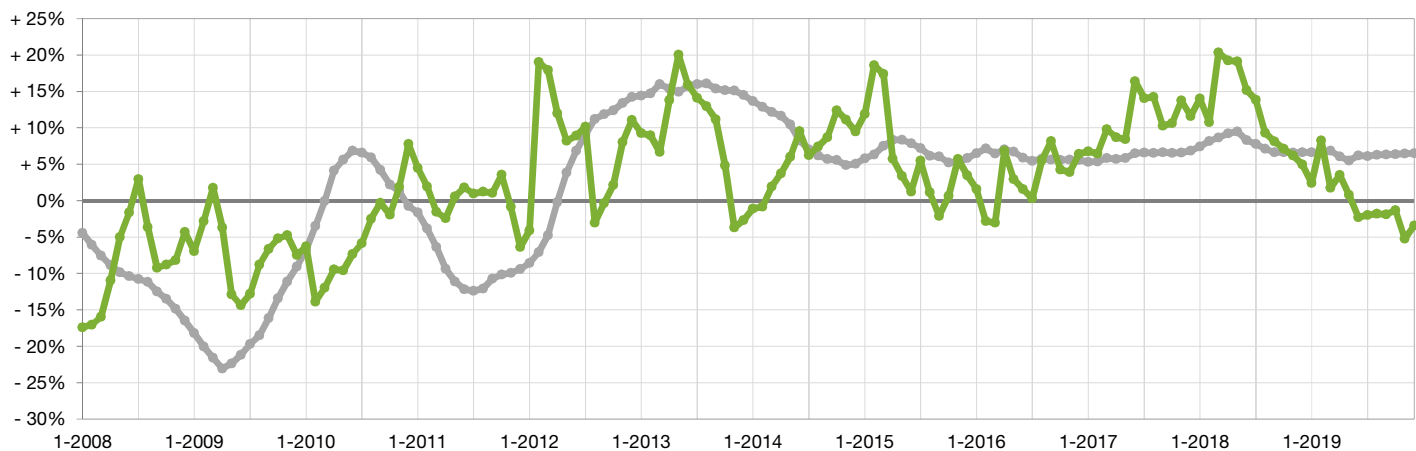
### Year to Date

■ 2018 ■ 2019



### Change in Median Sales Price from Prior Year (6-Month Average)\*\*

16-County Twin Cities Region —  
Lake Minnetonka Area —



\*\* Each dot represents the change in median sales price from the prior year using a 6-month weighted average. This means that each of the 6 months used in a dot are proportioned according to their share of sales during that period.

# Local Market Update – December 2019

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®



## New Listings

	12-2018	12-2019	+ / -	YTD 2018	YTD 2019	+ / -
Deephaven	4	8	+ 100.0%	117	114	- 2.6%
Excelsior	1	1	0.0%	40	69	+ 72.5%
Greenwood	1	0	- 100.0%	31	21	- 32.3%
Long Lake	2	0	- 100.0%	38	42	+ 10.5%
Minnetonka Beach	2	1	- 50.0%	35	24	- 31.4%
Minnetrista	7	18	+ 157.1%	268	327	+ 22.0%
Mound	7	9	+ 28.6%	303	292	- 3.6%
Orono	10	10	0.0%	289	286	- 1.0%
Shorewood	11	9	- 18.2%	234	228	- 2.6%
Spring Park	1	1	0.0%	18	24	+ 33.3%
St. Bonifacius	1	0	- 100.0%	64	52	- 18.8%
Tonka Bay	2	0	- 100.0%	51	51	0.0%
Wayzata	4	4	0.0%	158	164	+ 3.8%
Woodland	0	0	--	25	18	- 28.0%

## Closed Sales

	12-2018	12-2019	+ / -	YTD 2018	YTD 2019	+ / -
Deephaven	4	7	+ 75.0%	65	68	+ 4.6%
Excelsior	2	6	+ 200.0%	21	39	+ 85.7%
Greenwood	2	0	- 100.0%	19	14	- 26.3%
Long Lake	2	3	+ 50.0%	24	33	+ 37.5%
Minnetonka Beach	2	2	0.0%	20	10	- 50.0%
Minnetrista	14	22	+ 57.1%	161	182	+ 13.0%
Mound	13	15	+ 15.4%	226	219	- 3.1%
Orono	9	9	0.0%	190	178	- 6.3%
Shorewood	11	12	+ 9.1%	139	168	+ 20.9%
Spring Park	0	1	--	9	18	+ 100.0%
St. Bonifacius	2	6	+ 200.0%	52	49	- 5.8%
Tonka Bay	3	1	- 66.7%	30	20	- 33.3%
Wayzata	6	8	+ 33.3%	101	97	- 4.0%
Woodland	3	0	- 100.0%	11	10	- 9.1%

## Median Sales Price (in thousands)

	12-2018	12-2019	+ / -	YTD 2018	YTD 2019	+ / -
Deephaven	\$900	\$1,265	+ 40.5%	\$910	\$780	- 14.3%
Excelsior	\$620	\$673	+ 8.5%	\$605	\$600	- 0.8%
Greenwood	\$1,095	\$0	- 100.0%	\$1,250	\$1,013	- 19.0%
Long Lake	\$369	\$360	- 2.4%	\$383	\$350	- 8.5%
Minnetonka Beach	\$2,085	\$1,300	- 37.7%	\$1,288	\$1,618	+ 25.6%
Minnetrista	\$530	\$565	+ 6.6%	\$492	\$500	+ 1.5%
Mound	\$325	\$233	- 28.3%	\$248	\$265	+ 7.1%
Orono	\$990	\$829	- 16.3%	\$728	\$720	- 1.1%
Shorewood	\$440	\$411	- 6.7%	\$548	\$630	+ 14.9%
Spring Park	\$0	\$840	--	\$315	\$471	+ 49.7%
St. Bonifacius	\$147	\$304	+ 107.5%	\$255	\$280	+ 9.8%
Tonka Bay	\$325	\$281	- 13.4%	\$862	\$680	- 21.1%
Wayzata	\$454	\$595	+ 31.1%	\$741	\$645	- 13.0%
Woodland	\$925	\$0	- 100.0%	\$1,300	\$1,175	- 9.6%

## Days on Market Until Sale

	12-2018	12-2019	+ / -	YTD 2018	YTD 2019	+ / -
Deephaven	75	16	- 78.7%	158	118	- 25.3%
Excelsior	97	53	- 45.4%	60	71	+ 18.3%
Greenwood	67	0	- 100.0%	120	121	+ 0.8%
Long Lake	3	28	+ 833.3%	71	63	- 11.3%
Minnetonka Beach	71	303	+ 326.8%	144	161	+ 11.8%
Minnetrista	46	96	+ 108.7%	99	82	- 17.2%
Mound	86	83	- 3.5%	60	61	+ 1.7%
Orono	118	140	+ 18.6%	125	118	- 5.6%
Shorewood	64	201	+ 214.1%	91	84	- 7.7%
Spring Park	0	80	--	31	65	+ 109.7%
St. Bonifacius	46	55	+ 19.6%	24	55	+ 129.2%
Tonka Bay	67	64	- 4.5%	119	156	+ 31.1%
Wayzata	132	79	- 40.2%	90	101	+ 12.2%
Woodland	154	0	- 100.0%	265	148	- 44.2%

## Pct. Of Original Price Received

	12-2018	12-2019	+ / -	YTD 2018	YTD 2019	+ / -
Deephaven	94.3%	96.5%	+ 2.3%	92.9%	94.7%	+ 1.9%
Excelsior	87.8%	95.5%	+ 8.8%	95.4%	93.6%	- 1.9%
Greenwood	92.7%	0.0%	- 100.0%	93.5%	96.0%	+ 2.7%
Long Lake	97.3%	98.6%	+ 1.3%	97.5%	95.4%	- 2.2%
Minnetonka Beach	91.7%	90.9%	- 0.9%	91.9%	93.1%	+ 1.3%
Minnetrista	99.1%	97.0%	- 2.1%	96.6%	96.6%	0.0%
Mound	94.6%	94.8%	+ 0.2%	97.2%	97.3%	+ 0.1%
Orono	95.3%	93.4%	- 2.0%	95.5%	94.7%	- 0.8%
Shorewood	98.8%	94.2%	- 4.7%	96.6%	96.5%	- 0.1%
Spring Park	0.0%	90.8%	--	98.4%	94.2%	- 4.3%
St. Bonifacius	91.5%	97.9%	+ 7.0%	100.2%	97.2%	- 3.0%
Tonka Bay	94.1%	86.5%	- 8.1%	94.0%	93.4%	- 0.6%
Wayzata	91.1%	96.7%	+ 6.1%	95.0%	91.5%	- 3.7%
Woodland	83.6%	0.0%	- 100.0%	91.1%	92.3%	+ 1.3%

## Inventory

	12-2018	12-2019	+ / -
Deephaven	30	16	- 46.7%
Excelsior	12	11	- 8.3%
Greenwood	3	1	- 66.7%
Long Lake	6	6	0.0%
Minnetonka Beach	3	4	+ 33.3%
Minnetrista	64	58	- 9.4%
Mound	46	28	- 39.1%
Orono	70	52	- 25.7%
Shorewood	56	34	- 39.3%
Spring Park	4	2	- 50.0%
St. Bonifacius	9	2	- 77.8%
Tonka Bay	13	10	- 23.1%
Wayzata	47	41	- 12.8%
Woodland	6	4	- 33.3%

## Months Supply

	12-2018	12-2019	+ / -
Deephaven	5.6	2.6	- 53.6%
Excelsior	5.5	3.4	- 38.2%
Greenwood	1.6	0.6	- 62.5%
Long Lake	2.5	1.9	- 24.0%
Minnetonka Beach	1.4	2.2	+ 57.1%
Minnetrista	4.7	3.7	- 21.3%
Mound	2.5	1.5	- 40.0%
Orono	4.8	3.6	- 25.0%
Shorewood	4.5	2.5	- 44.4%
Spring Park	2.7	1.1	- 59.3%
St. Bonifacius	2.1	0.4	- 81.0%
Tonka Bay	4.6	4.5	- 2.2%
Wayzata	6.1	4.9	- 19.7%
Woodland	4.4	2.8	- 36.4%