



## Lake Minnetonka Area

**- 16.6%**

Change in  
New Listings

**+ 5.1%**

Change in  
Closed Sales

**+ 9.5%**

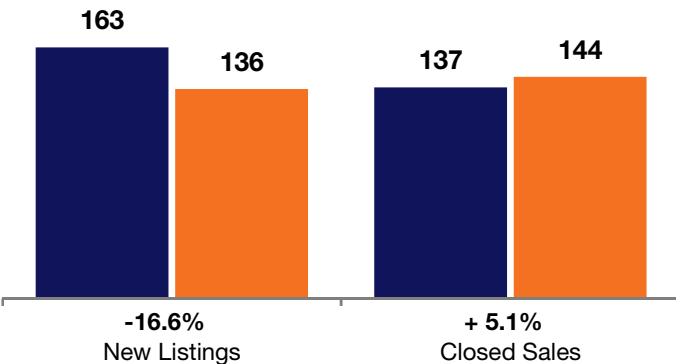
Change in  
Median Sales Price

	August			Year to Date		
	2019	2020	+ / -	2019	2020	+ / -
New Listings	163	136	-16.6%	1,230	1,106	-10.1%
Closed Sales	137	144	+ 5.1%	696	745	+ 7.0%
Median Sales Price*	\$475,000	\$520,000	+ 9.5%	\$486,750	\$481,000	-1.2%
Average Sales Price*	\$659,122	\$723,297	+ 9.7%	\$682,748	\$698,883	+ 2.4%
Price Per Square Foot*	\$224	\$236	+ 5.5%	\$223	\$233	+ 4.2%
Percent of Original List Price Received*	95.7%	96.8%	+ 1.1%	96.0%	96.7%	+ 0.7%
Days on Market Until Sale	75	73	-2.7%	89	88	-1.1%
Inventory of Homes for Sale	466	258	-44.6%	--	--	--
Months Supply of Inventory	5.3	2.6	-50.9%	--	--	--

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

### August

■ 2019 ■ 2020



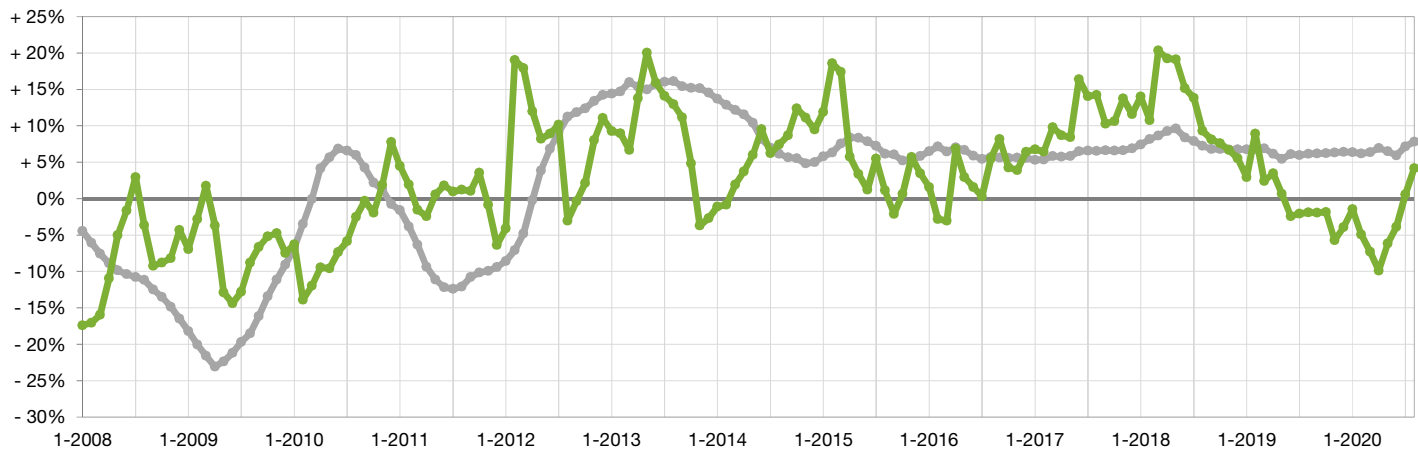
### Year to Date

■ 2019 ■ 2020



### 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 – August 2020

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



## New Listings

	8-2019	8-2020	+ / -	YTD 2019	YTD 2020	+ / -
Deephaven	9	10	+ 11.1%	84	76	- 9.5%
Excelsior	9	6	- 33.3%	49	48	- 2.0%
Greenwood	2	1	- 50.0%	19	7	- 63.2%
Long Lake	5	5	0.0%	32	29	- 9.4%
Minnetonka Beach	2	0	- 100.0%	19	14	- 26.3%
Minnetrista	39	24	- 38.5%	228	213	- 6.6%
Mound	34	24	- 29.4%	214	199	- 7.0%
Orono	29	23	- 20.7%	232	194	- 16.4%
Shorewood	17	11	- 35.3%	173	152	- 12.1%
Spring Park	1	3	+ 200.0%	17	16	- 5.9%
St. Bonifacius	2	11	+ 450.0%	39	45	+ 15.4%
Tonka Bay	4	8	+ 100.0%	39	36	- 7.7%
Wayzata	19	13	- 31.6%	121	109	- 9.9%
Woodland	0	3	--	13	16	+ 23.1%

## Closed Sales

	8-2019	8-2020	+ / -	YTD 2019	YTD 2020	+ / -
Deephaven	10	12	+ 20.0%	43	54	+ 25.6%
Excelsior	2	5	+ 150.0%	24	24	0.0%
Greenwood	2	3	+ 50.0%	11	6	- 45.5%
Long Lake	7	3	- 57.1%	21	22	+ 4.8%
Minnetonka Beach	1	1	0.0%	4	7	+ 75.0%
Minnetrista	21	31	+ 47.6%	109	142	+ 30.3%
Mound	23	24	+ 4.3%	150	160	+ 6.7%
Orono	26	23	- 11.5%	127	109	- 14.2%
Shorewood	24	26	+ 8.3%	111	117	+ 5.4%
Spring Park	0	2	--	8	9	+ 12.5%
St. Bonifacius	7	4	- 42.9%	34	29	- 14.7%
Tonka Bay	4	4	0.0%	15	21	+ 40.0%
Wayzata	11	11	0.0%	54	63	+ 16.7%
Woodland	1	0	- 100.0%	9	6	- 33.3%

## Median Sales Price (in thousands)

	8-2019	8-2020	+ / -	YTD 2019	YTD 2020	+ / -
Deephaven	\$816	\$590	- 27.7%	\$780	\$704	- 9.8%
Excelsior	\$583	\$680	+ 16.7%	\$549	\$795	+ 44.8%
Greenwood	\$955	\$980	+ 2.6%	\$960	\$1,003	+ 4.4%
Long Lake	\$445	\$340	- 23.6%	\$345	\$335	- 3.0%
Minnetonka Beach	\$1,610	\$2,432	+ 51.1%	\$1,780	\$910	- 48.9%
Minnetrista	\$444	\$489	+ 10.1%	\$520	\$480	- 7.7%
Mound	\$243	\$305	+ 25.8%	\$261	\$286	+ 9.6%
Orono	\$754	\$920	+ 22.0%	\$731	\$703	- 3.9%
Shorewood	\$525	\$528	+ 0.5%	\$655	\$535	- 18.3%
Spring Park	\$0	\$360	--	\$315	\$365	+ 15.9%
St. Bonifacius	\$260	\$255	- 2.1%	\$277	\$290	+ 4.7%
Tonka Bay	\$1,337	\$717	- 46.4%	\$844	\$648	- 23.2%
Wayzata	\$747	\$690	- 7.6%	\$645	\$770	+ 19.4%
Woodland	\$1,175	\$0	- 100.0%	\$1,113	\$1,612	+ 44.9%

## Days on Market Until Sale

	8-2019	8-2020	+ / -	YTD 2019	YTD 2020	+ / -
Deephaven	108	23	- 78.7%	139	96	- 30.9%
Excelsior	110	188	+ 70.9%	76	100	+ 31.6%
Greenwood	11	101	+ 818.2%	71	87	+ 22.5%
Long Lake	65	12	- 81.5%	62	92	+ 48.4%
Minnetonka Beach	30	10	- 66.7%	172	49	- 71.5%
Minnetrista	92	134	+ 45.7%	90	115	+ 27.8%
Mound	50	32	- 36.0%	61	56	- 8.2%
Orono	101	107	+ 5.9%	128	105	- 18.0%
Shorewood	48	43	- 10.4%	66	69	+ 4.5%
Spring Park	0	10	--	88	29	- 67.0%
St. Bonifacius	42	8	- 81.0%	48	33	- 31.3%
Tonka Bay	225	26	- 88.4%	157	102	- 35.0%
Wayzata	53	109	+ 105.7%	92	136	+ 47.8%
Woodland	78	0	- 100.0%	87	167	+ 92.0%

## Pct. Of Original Price Received

	8-2019	8-2020	+ / -	YTD 2019	YTD 2020	+ / -
Deephaven	93.7%	97.6%	+ 4.2%	95.2%	93.9%	- 1.4%
Excelsior	94.0%	96.2%	+ 2.3%	93.0%	96.7%	+ 4.0%
Greenwood	98.3%	97.2%	- 1.1%	96.7%	95.2%	- 1.6%
Long Lake	93.8%	100.6%	+ 7.2%	95.2%	97.4%	+ 2.3%
Minnetonka Beach	107.3%	99.3%	- 7.5%	91.2%	100.5%	+ 10.2%
Minnetrista	96.3%	96.2%	- 0.1%	96.1%	96.7%	+ 0.6%
Mound	97.3%	99.6%	+ 2.4%	97.1%	98.3%	+ 1.2%
Orono	93.2%	95.9%	+ 2.9%	95.1%	95.8%	+ 0.7%
Shorewood	98.1%	96.3%	- 1.8%	97.6%	96.9%	- 0.7%
Spring Park	0.0%	102.5%	--	93.2%	96.9%	+ 4.0%
St. Bonifacius	100.5%	101.9%	+ 1.4%	98.1%	99.4%	+ 1.3%
Tonka Bay	87.2%	87.9%	+ 0.8%	94.2%	94.6%	+ 0.4%
Wayzata	93.6%	93.2%	- 0.4%	93.1%	96.1%	+ 3.2%
Woodland	90.5%	0.0%	- 100.0%	92.5%	90.6%	- 2.1%

## Inventory

	8-2019	8-2020	+ / -	8-2019	8-2020	+ / -
Deephaven	32	15	- 53.1%	5.6	2.0	- 64.3%
Excelsior	19	16	- 15.8%	6.5	4.9	- 24.6%
Greenwood	4	1	- 75.0%	2.8	0.8	- 71.4%
Long Lake	12	5	- 58.3%	4.0	1.7	- 57.5%
Minnetonka Beach	6	3	- 50.0%	2.7	1.6	- 40.7%
Minnetrista	102	48	- 52.9%	7.4	2.4	- 67.6%
Mound	53	27	- 49.1%	2.8	1.4	- 50.0%
Orono	95	65	- 31.6%	6.0	4.6	- 23.3%
Shorewood	68	27	- 60.3%	5.3	1.8	- 66.0%
Spring Park	3	4	+ 33.3%	1.8	1.8	0.0%
St. Bonifacius	5	6	+ 20.0%	1.1	1.3	+ 18.2%
Tonka Bay	14	8	- 42.9%	6.2	2.5	- 59.7%
Wayzata	65	42	- 35.4%	8.9	4.9	- 44.9%
Woodland	7	7	0.0%	4.2	4.4	+ 4.8%

## Months Supply