Local Market Update – September 2026

A RESEARCH TOOL PROVIDED BY **MINNEAPOLIS AREA REALTORS®**

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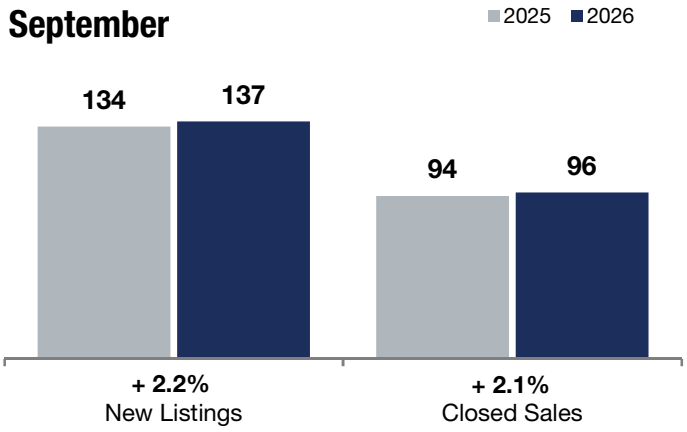
Lake Minnetonka Area

+ 2.2%	+ 2.1%	- 5.6%
Change in **New Listings**	Change in **Closed Sales**	Change in **Median Sales Price**

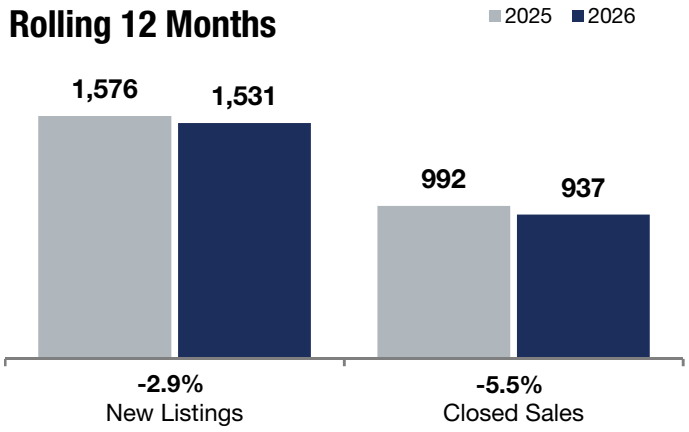
	September			Rolling 12 Months		
	2025	2026	+ / –	2025	2026	+ / –
New Listings	134	**137**	+ 2.2%	1,576	**1,531**	-2.9%
Closed Sales	94	**96**	+ 2.1%	992	**937**	-5.5%
Median Sales Price*	$848,500	**$801,000**	-5.6%	$749,843	**$762,500**	+ 1.7%
Average Sales Price*	$1,219,795	**$1,362,330**	+ 11.7%	$1,060,273	**$1,169,278**	+ 10.3%
Price Per Square Foot*	$374	**$388**	+ 3.6%	$337	**$359**	+ 6.5%
Percent of Original List Price Received*	97.5%	**95.7%**	-1.8%	96.8%	**96.3%**	-0.5%
Days on Market Until Sale	55	**66**	+ 20.0%	65	**68**	+ 4.6%
Inventory of Homes for Sale	350	**350**	0.0%	--	--	--
Months Supply of Inventory	4.2	**4.4**	+ 4.8%	--	--	--

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

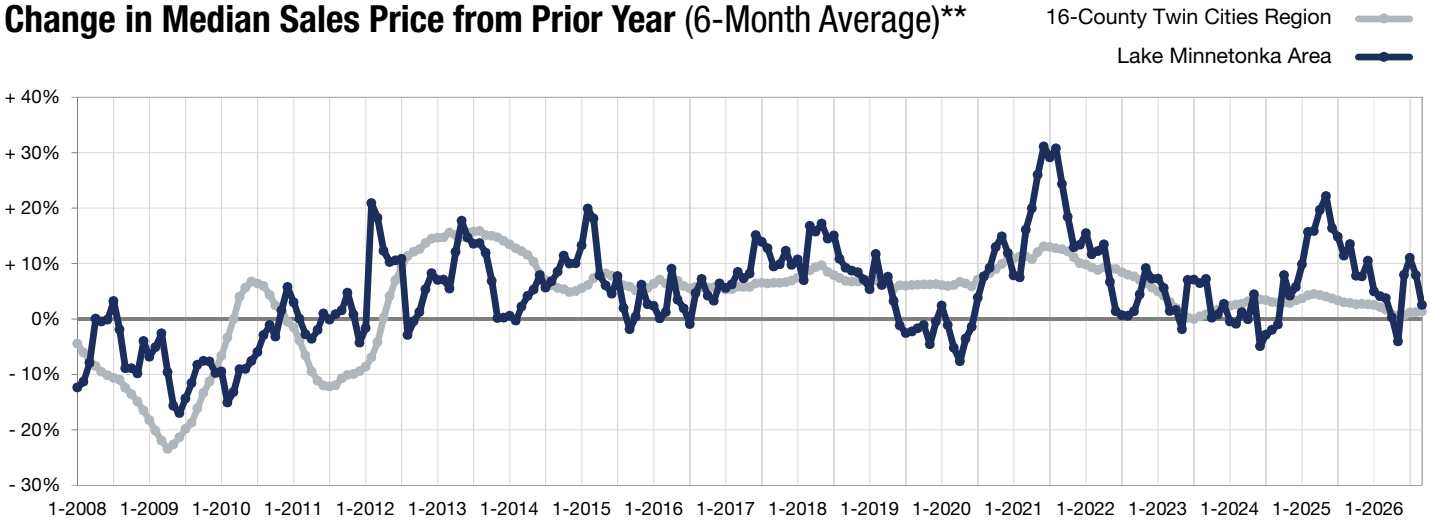
September



Rolling 12 Months



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



** 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.

Current as of October 7, 2026. All data from NorthstarMLS. | Copyright ShowingTime Plus, LLC.

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New Listings

	9-2025	9-2026	+ / –	Prior Year R12*	Current R12*	+ / –
Deephaven	8	4	- 50.0%	71	93	+ 31.0%
Excelsior	8	5	- 37.5%	98	98	0.0%
Greenwood	0	3	--	13	20	+ 53.8%
Long Lake	5	2	- 60.0%	55	32	- 41.8%
Minnetonka Beach	1	3	+ 200.0%	17	20	+ 17.6%
Minnetrista	24	19	- 20.8%	354	274	- 22.6%
Mound	19	28	+ 47.4%	283	273	- 3.5%
Orono	26	18	- 30.8%	256	222	- 13.3%
Shorewood	15	19	+ 26.7%	149	154	+ 3.4%
Spring Park	5	3	- 40.0%	29	44	+ 51.7%
St. Bonifacius	6	4	- 33.3%	45	40	- 11.1%
Tonka Bay	3	5	+ 66.7%	30	39	+ 30.0%
Wayzata	14	24	+ 71.4%	165	200	+ 21.2%
Woodland	0	0	--	11	22	+ 100.0%

Closed Sales

	9-2025	9-2026	+ / –	Prior Year R12*	Current R12*	+ / –
Deephaven	1	8	+ 700.0%	39	50	+ 28.2%
Excelsior	11	3	- 72.7%	70	57	- 18.6%
Greenwood	2	3	+ 50.0%	7	13	+ 85.7%
Long Lake	4	3	- 25.0%	37	26	- 29.7%
Minnetonka Beach	1	0	- 100.0%	10	13	+ 30.0%
Minnetrista	16	20	+ 25.0%	219	193	- 11.9%
Mound	13	20	+ 53.8%	184	166	- 9.8%
Orono	15	6	- 60.0%	163	131	- 19.6%
Shorewood	10	9	- 10.0%	95	114	+ 20.0%
Spring Park	2	5	+ 150.0%	11	30	+ 172.7%
St. Bonifacius	6	5	- 16.7%	35	31	- 11.4%
Tonka Bay	6	1	- 83.3%	28	19	- 32.1%
Wayzata	7	12	+ 71.4%	89	87	- 2.2%
Woodland	0	1	--	5	7	+ 40.0%

Median Sales Price (in thousands)

	9-2025	9-2026	+ / –	Prior Year R12*	Current R12*	+ / –
Deephaven	$1,000	$950	- 5.0%	$1,015	$1,208	+ 19.0%
Excelsior	$1,005	$1,300	+ 29.4%	$937	$725	- 22.6%
Greenwood	$1,418	$3,925	+ 176.8%	$2,150	$3,000	+ 39.5%
Long Lake	$474	$535	+ 12.9%	$584	$498	- 14.7%
Minnetonka Beach	$1,188	$0	- 100.0%	$2,219	$2,700	+ 21.7%
Minnetrista	$700	$825	+ 17.8%	$677	$720	+ 6.4%
Mound	$383	$360	- 5.9%	$397	$416	+ 4.8%
Orono	$1,575	$1,488	- 5.6%	$1,175	$1,225	+ 4.3%
Shorewood	$1,460	$855	- 41.4%	$880	$931	+ 5.7%
Spring Park	$815	$585	- 28.2%	$790	$689	- 12.8%
St. Bonifacius	$300	$380	+ 26.7%	$340	$375	+ 10.3%
Tonka Bay	$1,188	$560	- 52.8%	$1,263	$1,085	- 14.1%
Wayzata	$1,361	$2,508	+ 84.2%	$1,100	$1,137	+ 3.4%
Woodland	$0	$4,500	--	$863	$1,075	+ 24.6%

Days on Market Until Sale

	9-2025	9-2026	+ / –	Prior Year R12*	Current R12*	+ / –
Deephaven	129	80	- 38.0%	94	54	- 42.6%
Excelsior	41	54	+ 31.7%	65	46	- 29.2%
Greenwood	22	41	+ 86.4%	35	56	+ 60.0%
Long Lake	36	101	+ 180.6%	63	89	+ 41.3%
Minnetonka Beach	44	0	- 100.0%	93	128	+ 37.6%
Minnetrista	66	49	- 25.8%	64	59	- 7.8%
Mound	43	58	+ 34.9%	48	69	+ 43.8%
Orono	78	43	- 44.9%	89	76	- 14.6%
Shorewood	62	111	+ 79.0%	60	63	+ 5.0%
Spring Park	23	66	+ 187.0%	33	92	+ 178.8%
St. Bonifacius	42	29	- 31.0%	32	37	+ 15.6%
Tonka Bay	27	10	- 63.0%	31	41	+ 32.3%
Wayzata	72	70	- 2.8%	80	99	+ 23.8%
Woodland	0	368	--	30	85	+ 183.3%

Pct. Of Original Price Received

	9-2025	9-2026	+ / –	Prior Year R12*	Current R12*	+ / –
Deephaven	89.3%	96.9%	+ 8.5%	95.3%	93.8%	- 1.6%
Excelsior	102.5%	97.9%	- 4.5%	97.2%	97.9%	+ 0.7%
Greenwood	119.2%	99.2%	- 16.8%	102.5%	98.2%	- 4.2%
Long Lake	96.3%	96.8%	+ 0.5%	95.9%	95.0%	- 0.9%
Minnetonka Beach	0.0%	0.0%	--	86.2%	91.8%	+ 6.5%
Minnetrista	97.0%	96.1%	- 0.9%	97.5%	96.8%	- 0.7%
Mound	96.9%	96.8%	- 0.1%	97.2%	96.7%	- 0.5%
Orono	93.3%	88.2%	- 5.5%	94.7%	95.9%	+ 1.3%
Shorewood	98.4%	97.0%	- 1.4%	98.9%	97.6%	- 1.3%
Spring Park	101.3%	95.3%	- 5.9%	99.2%	93.7%	- 5.5%
St. Bonifacius	97.2%	94.1%	- 3.2%	99.4%	98.3%	- 1.1%
Tonka Bay	95.4%	97.4%	+ 2.1%	94.8%	96.1%	+ 1.4%
Wayzata	96.1%	93.4%	- 2.8%	95.9%	95.1%	- 0.8%
Woodland	0.0%	100.0%	--	99.3%	96.2%	- 3.1%

Inventory

	9-2025	9-2026	+ / –
Deephaven	17	20	+ 17.6%
Excelsior	13	24	+ 84.6%
Greenwood	4	3	- 25.0%
Long Lake	6	4	- 33.3%
Minnetonka Beach	6	6	0.0%
Minnetrista	65	47	- 27.7%
Mound	59	60	+ 1.7%
Orono	62	53	- 14.5%
Shorewood	33	32	- 3.0%
Spring Park	15	18	+ 20.0%
St. Bonifacius	9	4	- 55.6%
Tonka Bay	7	10	+ 42.9%
Wayzata	47	60	+ 27.7%
Woodland	7	9	+ 28.6%

Months Supply

	9-2025	9-2026	+ / –
Deephaven	4.3	5.3	+ 23.3%
Excelsior	2.0	5.1	+ 155.0%
Greenwood	2.3	1.4	- 39.1%
Long Lake	1.8	1.7	- 5.6%
Minnetonka Beach	3.3	3.0	- 9.1%
Minnetrista	3.6	2.9	- 19.4%
Mound	3.7	4.5	+ 21.6%
Orono	4.7	4.7	0.0%
Shorewood	4.1	3.3	- 19.5%
Spring Park	7.5	6.6	- 12.0%
St. Bonifacius	2.6	1.2	- 53.8%
Tonka Bay	2.6	4.8	+ 84.6%
Wayzata	6.5	6.7	+ 3.1%
Woodland	5.6	6.0	+ 7.1%

* R12 = Rolling 12 Months. This means 12 months of data, combining the report month's total and the 11 months prior.

Current as of October 7, 2026. All data from NorthstarMLS. | Copyright ShowingTime Plus, LLC.