

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

Lake Minnetonka Area

+ 30.8%

- 32.1%

+ 35.9%

Change in
New Listings

Change in
Closed Sales

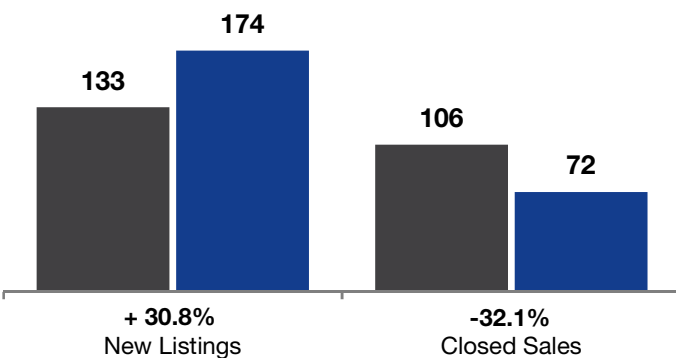
Change in
Median Sales Price

	September			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	133	174	+ 30.8%	1,444	1,363	-5.6%
Closed Sales	106	72	-32.1%	848	766	-9.7%
Median Sales Price*	\$405,500	\$551,250	+ 35.9%	\$440,000	\$487,395	+ 10.8%
Average Sales Price*	\$722,238	\$742,998	+ 2.9%	\$675,027	\$723,194	+ 7.1%
Price Per Square Foot*	\$239	\$240	+ 0.4%	\$215	\$223	+ 3.7%
Percent of Original List Price Received*	95.9%	94.4%	-1.6%	95.9%	96.3%	+ 0.4%
Days on Market Until Sale	68	102	+ 50.0%	104	96	-7.7%
Inventory of Homes for Sale	472	440	-6.8%	--	--	--
Months Supply of Inventory	5.2	5.1	-1.9%	--	--	--

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

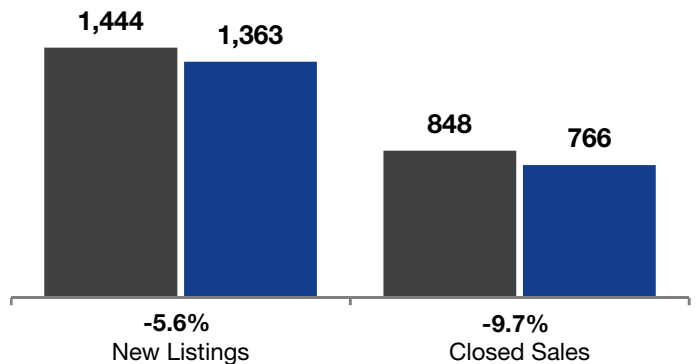
September

■ 2017 ■ 2018



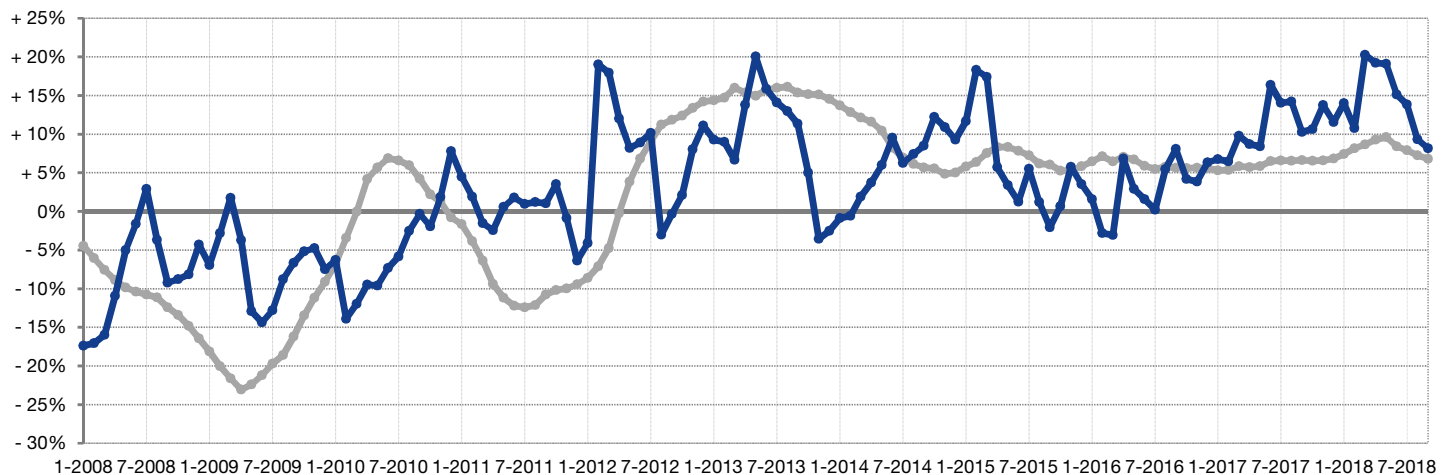
Year to Date

■ 2017 ■ 2018



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. | Current as of October 8, 2018. All data from NorthstarMLS. | Powered by ShowingTime.

Local Market Update – September 2018

A RESEARCH TOOL PROVIDED BY THE MINNEAPOLIS AREA ASSOCIATION OF REALTORS®



MINNEAPOLIS AREA Association
of REALTORS®

New Listings

	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	5	14	+ 180.0%	99	98	- 1.0%
Excelsior	1	4	+ 300.0%	34	31	- 8.8%
Greenwood	1	2	+ 100.0%	20	28	+ 40.0%
Long Lake	3	2	- 33.3%	36	31	- 13.9%
Minnetonka Beach	1	1	0.0%	17	27	+ 58.8%
Minnetrista	18	37	+ 105.6%	247	224	- 9.3%
Mound	23	28	+ 21.7%	254	252	- 0.8%
Orono	32	39	+ 21.9%	320	249	- 22.2%
Shorewood	24	24	0.0%	182	193	+ 6.0%
Spring Park	2	0	- 100.0%	22	13	- 40.9%
St. Bonifacius	4	6	+ 50.0%	46	51	+ 10.9%
Tonka Bay	3	4	+ 33.3%	40	40	0.0%
Wayzata	17	15	- 11.8%	138	136	- 1.4%
Woodland	0	2	--	23	21	- 8.7%

Closed Sales

	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	9	5	- 44.4%	55	40	- 27.3%
Excelsior	1	0	- 100.0%	25	14	- 44.0%
Greenwood	0	2	--	10	15	+ 50.0%
Long Lake	2	0	- 100.0%	25	17	- 32.0%
Minnetonka Beach	0	1	--	10	13	+ 30.0%
Minnetrista	14	10	- 28.6%	136	120	- 11.8%
Mound	26	15	- 42.3%	195	169	- 13.3%
Orono	19	14	- 26.3%	159	142	- 10.7%
Shorewood	5	10	+ 100.0%	89	101	+ 13.5%
Spring Park	4	0	- 100.0%	17	7	- 58.8%
St. Bonifacius	5	7	+ 40.0%	43	39	- 9.3%
Tonka Bay	5	2	- 60.0%	24	21	- 12.5%
Wayzata	16	5	- 68.8%	75	76	+ 1.3%
Woodland	1	1	0.0%	10	6	- 40.0%

Median Sales Price (in thousands)

	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	\$550	\$910	+ 65.5%	\$689	\$843	+ 22.3%
Excelsior	\$365	\$0	- 100.0%	\$530	\$664	+ 25.4%
Greenwood	\$0	\$2,009	--	\$1,227	\$1,020	- 16.9%
Long Lake	\$335	\$0	- 100.0%	\$351	\$400	+ 14.0%
Minnetonka Beach	\$0	\$1,367	--	\$1,348	\$1,209	- 10.3%
Minnetrista	\$413	\$496	+ 20.2%	\$459	\$482	+ 5.1%
Mound	\$218	\$230	+ 5.7%	\$250	\$245	- 2.0%
Orono	\$636	\$860	+ 35.2%	\$638	\$728	+ 14.2%
Shorewood	\$403	\$503	+ 24.7%	\$499	\$546	+ 9.5%
Spring Park	\$511	\$0	- 100.0%	\$442	\$315	- 28.7%
St. Bonifacius	\$259	\$229	- 11.6%	\$245	\$254	+ 4.0%
Tonka Bay	\$1,075	\$983	- 8.6%	\$538	\$950	+ 76.5%
Wayzata	\$1,267	\$650	- 48.7%	\$890	\$724	- 18.7%
Woodland	\$5,400	\$1,300	- 75.9%	\$1,106	\$1,383	+ 25.0%

Days on Market Until Sale

	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	56	97	+ 73.2%	65	165	+ 153.8%
Excelsior	2	0	- 100.0%	59	57	- 3.4%
Greenwood	0	254	--	189	120	- 36.5%
Long Lake	30	0	- 100.0%	43	71	+ 65.1%
Minnetonka Beach	0	80	--	162	188	+ 16.0%
Minnetrista	86	109	+ 26.7%	124	102	- 17.7%
Mound	28	61	+ 117.9%	78	57	- 26.9%
Orono	103	193	+ 87.4%	136	129	- 5.1%
Shorewood	63	44	- 30.2%	100	92	- 8.0%
Spring Park	44	0	- 100.0%	92	38	- 58.7%
St. Bonifacius	12	9	- 25.0%	47	23	- 51.1%
Tonka Bay	60	25	- 58.3%	123	126	+ 2.4%
Wayzata	132	134	+ 1.5%	117	86	- 26.5%
Woodland	330	319	- 3.3%	252	331	+ 31.3%

Pct. Of Original Price Received

	9-2017	9-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	93.9%	87.8%	- 6.5%	95.8%	93.6%	- 2.3%
Excelsior	100.0%	0.0%	- 100.0%	95.7%	97.6%	+ 2.0%
Greenwood	0.0%	92.6%	--	88.1%	93.7%	+ 6.4%
Long Lake	86.1%	0.0%	- 100.0%	99.4%	97.0%	- 2.4%
Minnetonka Beach	0.0%	91.4%	--	95.1%	90.7%	- 4.6%
Minnetrista	96.8%	94.0%	- 2.9%	96.0%	96.6%	+ 0.6%
Mound	97.2%	95.0%	- 2.3%	96.7%	97.7%	+ 1.0%
Orono	94.4%	92.8%	- 1.7%	94.4%	95.4%	+ 1.1%
Shorewood	94.7%	95.9%	+ 1.3%	96.0%	96.3%	+ 0.3%
Spring Park	91.4%	0.0%	- 100.0%	93.9%	98.4%	+ 4.8%
St. Bonifacius	99.1%	102.4%	+ 3.3%	96.2%	100.7%	+ 4.7%
Tonka Bay	96.1%	90.8%	- 5.5%	94.7%	94.8%	+ 0.1%
Wayzata	98.1%	93.4%	- 4.8%	97.4%	95.7%	- 1.7%
Woodland	90.1%	93.2%	+ 3.4%	93.8%	95.3%	+ 1.6%

Inventory

	9-2017	9-2018	+ / -	9-2017	9-2018	+ / -
Deephaven	34	38	+ 11.8%	5.5	7.6	+ 38.2%
Excelsior	9	15	+ 66.7%	3.3	7.9	+ 139.4%
Greenwood	7	6	- 14.3%	4.5	2.6	- 42.2%
Long Lake	7	6	- 14.3%	2.2	2.9	+ 31.8%
Minnetonka Beach	9	5	- 44.4%	4.5	2.6	- 42.2%
Minnetrista	76	79	+ 3.9%	5.2	6.0	+ 15.4%
Mound	58	53	- 8.6%	2.8	2.7	- 3.6%
Orono	118	96	- 18.6%	6.9	6.3	- 8.7%
Shorewood	67	65	- 3.0%	6.8	5.0	- 26.5%
Spring Park	6	2	- 66.7%	2.9	1.3	- 55.2%
St. Bonifacius	6	8	+ 33.3%	1.4	2.0	+ 42.9%
Tonka Bay	14	15	+ 7.1%	5.8	5.6	- 3.4%
Wayzata	60	57	- 5.0%	6.9	6.8	- 1.4%
Woodland	10	10	0.0%	5.0	10.0	+ 100.0%

Months Supply