

- 20.8% + 27.8% - 28.3%

Lake Minnetonka Area

	Change in New Listings	Change in Closed Sales	Change in Median Sales Price
	January		Rolling 12 Months
	2025	2026	+ / -
New Listings	96	76	-20.8%
Closed Sales	36	46	+ 27.8%
Median Sales Price*	\$784,950	\$562,500	-28.3%
Average Sales Price*	\$932,614	\$1,013,456	+ 8.7%
Price Per Square Foot*	\$322	\$305	-5.3%
Percent of Original List Price Received*	96.7%	95.4%	-1.3%
Days on Market Until Sale	105	75	-28.6%
Inventory of Homes for Sale	227	211	-7.0%
Months Supply of Inventory	3.0	2.6	-13.3%

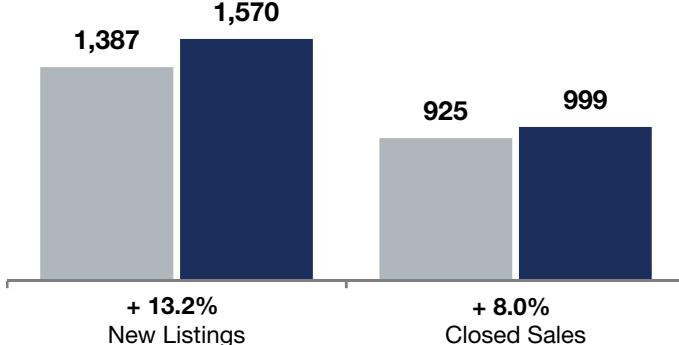
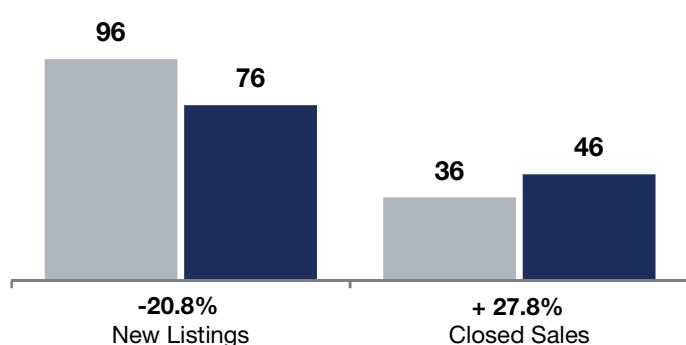
* Does not account for seller concessions. | Activity for one month can sometimes look extreme due to small sample size.

January

■ 2025 ■ 2026

Rolling 12 Months

■ 2025 ■ 2026



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 – January 2026

A RESEARCH TOOL PROVIDED BY MINNEAPOLIS AREA REALTORS®



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New Listings

	1-2025	1-2026	+ / -	Prior Year R12*	Current R12*	+ / -
Deephaven	2	7	+ 250.0%	65	92	+ 41.5%
Excelsior	4	2	- 50.0%	73	99	+ 35.6%
Greenwood	0	2	--	11	18	+ 63.6%
Long Lake	4	2	- 50.0%	46	46	0.0%
Minnetonka Beach	1	0	- 100.0%	13	19	+ 46.2%
Minnetrista	30	13	- 56.7%	317	326	+ 2.8%
Mound	17	14	- 17.6%	231	291	+ 26.0%
Orono	19	11	- 42.1%	247	240	- 2.8%
Shorewood	5	11	+ 120.0%	137	156	+ 13.9%
Spring Park	2	1	- 50.0%	26	29	+ 11.5%
St. Bonifacius	0	0	--	41	40	- 2.4%
Tonka Bay	1	1	0.0%	21	34	+ 61.9%
Wayzata	10	8	- 20.0%	146	167	+ 14.4%
Woodland	1	4	+ 300.0%	13	13	0.0%

Closed Sales

	1-2025	1-2026	+ / -	Prior Year R12*	Current R12*	+ / -
Deephaven	2	3	+ 50.0%	43	48	+ 11.6%
Excelsior	1	2	+ 100.0%	43	71	+ 65.1%
Greenwood	0	1	--	6	11	+ 83.3%
Long Lake	1	0	- 100.0%	29	40	+ 37.9%
Minnetonka Beach	0	0	--	9	11	+ 22.2%
Minnetrista	11	14	+ 27.3%	197	222	+ 12.7%
Mound	4	8	+ 100.0%	184	190	+ 3.3%
Orono	9	7	- 22.2%	149	148	- 0.7%
Shorewood	6	6	0.0%	107	94	- 12.1%
Spring Park	0	0	--	14	14	0.0%
St. Bonifacius	0	2	--	38	35	- 7.9%
Tonka Bay	1	2	+ 100.0%	21	26	+ 23.8%
Wayzata	1	0	- 100.0%	77	85	+ 10.4%
Woodland	0	1	--	8	4	- 50.0%

Median Sales Price (in thousands)

	1-2025	1-2026	+ / -	Prior Year R12*	Current R12*	+ / -
Deephaven	\$2,968	\$730	- 75.4%	\$1,060	\$1,086	+ 2.5%
Excelsior	\$1,185	\$879	- 25.8%	\$850	\$874	+ 2.8%
Greenwood	\$0	\$1,975	--	\$2,973	\$2,150	- 27.7%
Long Lake	\$357	\$0	- 100.0%	\$510	\$543	+ 6.4%
Minnetonka Beach	\$0	\$0	--	\$2,294	\$2,500	+ 9.0%
Minnetrista	\$610	\$465	- 23.8%	\$650	\$663	+ 1.9%
Mound	\$243	\$458	+ 88.9%	\$381	\$421	+ 10.4%
Orono	\$790	\$1,000	+ 26.6%	\$1,135	\$1,300	+ 14.5%
Shorewood	\$978	\$1,163	+ 18.9%	\$730	\$983	+ 34.6%
Spring Park	\$0	\$0	--	\$693	\$678	- 2.2%
St. Bonifacius	\$0	\$333	--	\$370	\$340	- 8.1%
Tonka Bay	\$1,745	\$565	- 67.6%	\$1,900	\$1,225	- 35.5%
Wayzata	\$1,050	\$0	- 100.0%	\$1,085	\$1,200	+ 10.6%
Woodland	\$0	\$1,075	--	\$1,010	\$1,138	+ 12.6%

Days on Market Until Sale

	1-2025	1-2026	+ / -	Prior Year R12*	Current R12*	+ / -
Deephaven	42	57	+ 35.7%	60	82	+ 36.7%
Excelsior	136	27	- 80.1%	58	60	+ 3.4%
Greenwood	0	0	--	57	46	- 19.3%
Long Lake	38	0	- 100.0%	34	71	+ 108.8%
Minnetonka Beach	0	0	--	79	122	+ 54.4%
Minnetrista	108	72	- 33.3%	54	65	+ 20.4%
Mound	80	78	- 2.5%	48	48	0.0%
Orono	103	141	+ 36.9%	78	85	+ 9.0%
Shorewood	151	47	- 68.9%	66	56	- 15.2%
Spring Park	0	0	--	32	80	+ 150.0%
St. Bonifacius	0	117	--	27	46	+ 70.4%
Tonka Bay	2	29	+ 1350.0%	70	27	- 61.4%
Wayzata	192	0	- 100.0%	71	87	+ 22.5%
Woodland	0	52	--	31	30	- 3.2%

Pct. Of Original Price Received

	1-2025	1-2026	+ / -	Prior Year R12*	Current R12*	+ / -
Deephaven	98.7%	86.2%	- 12.7%	95.7%	94.5%	- 1.3%
Excelsior	99.2%	102.9%	+ 3.7%	97.4%	97.6%	+ 0.2%
Greenwood	0.0%	98.8%	--	98.4%	100.6%	+ 2.2%
Long Lake	95.2%	0.0%	- 100.0%	98.1%	95.5%	- 2.7%
Minnetonka Beach	0.0%	0.0%	--	92.4%	82.5%	- 10.7%
Minnetrista	97.2%	95.6%	- 1.6%	97.6%	97.5%	- 0.1%
Mound	100.4%	94.8%	- 5.6%	97.2%	97.6%	+ 0.4%
Orono	95.5%	97.3%	+ 1.9%	94.6%	95.7%	+ 1.2%
Shorewood	96.1%	95.7%	- 0.4%	96.4%	98.6%	+ 2.3%
Spring Park	0.0%	0.0%	--	104.8%	93.1%	- 11.2%
St. Bonifacius	0.0%	92.9%	--	100.0%	98.6%	- 1.4%
Tonka Bay	100.6%	95.2%	- 5.4%	93.4%	94.8%	+ 1.5%
Wayzata	81.1%	0.0%	- 100.0%	96.7%	96.2%	- 0.5%
Woodland	0.0%	95.6%	--	98.5%	99.0%	+ 0.5%

Inventory

	1-2025	1-2026	+ / -
Deephaven	10	18	+ 80.0%
Excelsior	12	8	- 33.3%
Greenwood	1	1	0.0%
Long Lake	12	6	- 50.0%
Minnetonka Beach	2	1	- 50.0%
Minnetrista	47	30	- 36.2%
Mound	25	34	+ 36.0%
Orono	50	33	- 34.0%
Shorewood	17	23	+ 35.3%
Spring Park	5	12	+ 140.0%
St. Bonifacius	1	0	- 100.0%
Tonka Bay	4	4	0.0%
Wayzata	37	36	- 2.7%
Woodland	4	5	+ 25.0%

Months Supply

	1-2025	1-2026	+ / -
Deephaven	2.0	4.4	+ 120.0%
Excelsior	3.0	1.3	- 56.7%
Greenwood	0.6	0.6	0.0%
Long Lake	4.4	1.8	- 59.1%
Minnetonka Beach	1.3	0.5	- 61.5%
Minnetrista	2.8	1.8	- 35.7%
Mound	1.7	2.2	+ 29.4%
Orono	4.0	2.7	- 32.5%
Shorewood	2.0	2.7	+ 35.0%
Spring Park	2.1	6.8	+ 223.8%
St. Bonifacius	0.3	0.0	- 100.0%
Tonka Bay	1.8	1.5	- 16.7%
Wayzata	5.8	4.8	- 17.2%
Woodland	2.5	5.0	+ 100.0%

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