

Local Market Update – January 2018

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



MINNEAPOLIS AREA Association
of REALTORS®

Lake Minnetonka Area

- 24.8%

Change in
New Listings

- 7.4%

Change in
Closed Sales

+ 15.2%

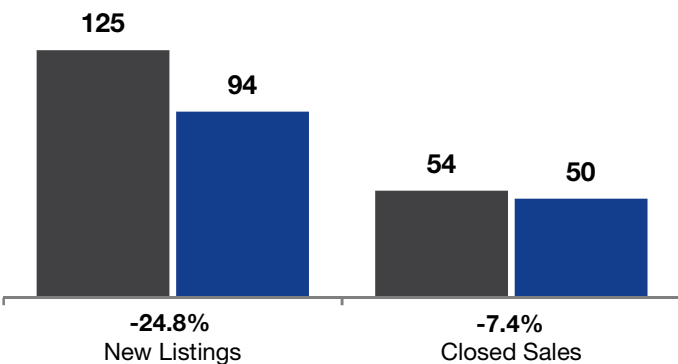
Change in
Median Sales Price

	January			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	125	94	-24.8%	125	94	-24.8%
Closed Sales	54	50	-7.4%	54	50	-7.4%
Median Sales Price*	\$462,000	\$532,408	+ 15.2%	\$462,000	\$532,408	+ 15.2%
Average Sales Price*	\$682,626	\$807,183	+ 18.2%	\$682,626	\$807,183	+ 18.2%
Price Per Square Foot*	\$200	\$217	+ 8.7%	\$200	\$217	+ 8.7%
Percent of Original List Price Received*	92.6%	95.0%	+ 2.6%	92.6%	95.0%	+ 2.6%
Days on Market Until Sale	151	129	-14.6%	151	129	-14.6%
Inventory of Homes for Sale	378	248	-34.4%	--	--	--
Months Supply of Inventory	4.1	2.6	-36.6%	--	--	--

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

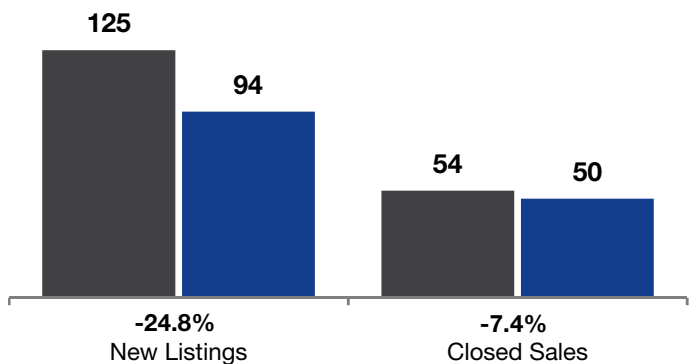
January

■ 2017 ■ 2018



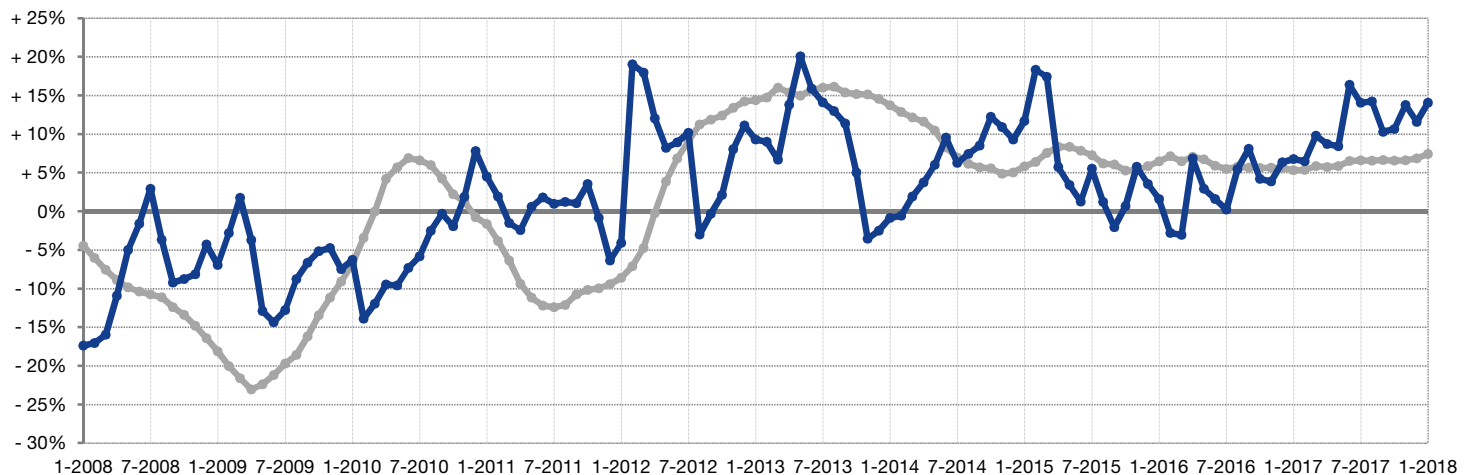
Year to Date

■ 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 February 8, 2018. All data from NorthstarMLS. | Powered by ShowingTime.

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New Listings

	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	2	8	+ 300.0%	2	8	+ 300.0%
Excelsior	4	2	- 50.0%	4	2	- 50.0%
Greenwood	4	3	- 25.0%	4	3	- 25.0%
Long Lake	4	0	- 100.0%	4	0	- 100.0%
Minnetonka Beach	0	1	--	0	1	--
Minnetrista	31	25	- 19.4%	31	25	- 19.4%
Mound	15	16	+ 6.7%	15	16	+ 6.7%
Orono	24	19	- 20.8%	24	19	- 20.8%
Shorewood	16	11	- 31.3%	16	11	- 31.3%
Spring Park	0	0	--	0	0	--
St. Bonifacius	0	3	--	0	3	--
Tonka Bay	5	1	- 80.0%	5	1	- 80.0%
Wayzata	20	7	- 65.0%	20	7	- 65.0%
Woodland	4	0	- 100.0%	4	0	- 100.0%

Closed Sales

	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	2	2	0.0%	2	2	0.0%
Excelsior	3	2	- 33.3%	3	2	- 33.3%
Greenwood	0	0	--	0	0	--
Long Lake	0	0	--	0	0	--
Minnetonka Beach	1	1	0.0%	1	1	0.0%
Minnetrista	9	2	- 77.8%	9	2	- 77.8%
Mound	14	11	- 21.4%	14	11	- 21.4%
Orono	14	13	- 7.1%	14	13	- 7.1%
Shorewood	3	9	+ 200.0%	3	9	+ 200.0%
Spring Park	2	0	- 100.0%	2	0	- 100.0%
St. Bonifacius	2	1	- 50.0%	2	1	- 50.0%
Tonka Bay	3	1	- 66.7%	3	1	- 66.7%
Wayzata	4	9	+ 125.0%	4	9	+ 125.0%
Woodland	0	1	--	0	1	--

Median Sales Price (in thousands)

	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	\$549	\$420	- 23.5%	\$549	\$420	- 23.5%
Excelsior	\$564	\$334	- 40.8%	\$564	\$334	- 40.8%
Greenwood	\$0	\$0	--	\$0	\$0	--
Long Lake	\$0	\$0	--	\$0	\$0	--
Minnetonka Beach	\$723	\$1,200	+ 66.0%	\$723	\$1,200	+ 66.0%
Minnetrista	\$560	\$384	- 31.4%	\$560	\$384	- 31.4%
Mound	\$163	\$224	+ 37.8%	\$163	\$224	+ 37.8%
Orono	\$925	\$600	- 35.1%	\$925	\$600	- 35.1%
Shorewood	\$415	\$550	+ 32.5%	\$415	\$550	+ 32.5%
Spring Park	\$875	\$0	- 100.0%	\$875	\$0	- 100.0%
St. Bonifacius	\$221	\$255	+ 15.6%	\$221	\$255	+ 15.6%
Tonka Bay	\$479	\$561	+ 17.1%	\$479	\$561	+ 17.1%
Wayzata	\$382	\$795	+ 107.9%	\$382	\$795	+ 107.9%
Woodland	\$0	\$6,400	--	\$0	\$6,400	--

Days on Market Until Sale

	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	83	87	+ 4.8%	83	87	+ 4.8%
Excelsior	119	23	- 80.7%	119	23	- 80.7%
Greenwood	0	0	--	0	0	--
Long Lake	0	0	--	0	0	--
Minnetonka Beach	65	321	+ 393.8%	65	321	+ 393.8%
Minnetrista	248	26	- 89.5%	248	26	- 89.5%
Mound	153	73	- 52.3%	153	73	- 52.3%
Orono	138	173	+ 25.4%	138	173	+ 25.4%
Shorewood	206	157	- 23.8%	206	157	- 23.8%
Spring Park	90	0	- 100.0%	90	0	- 100.0%
St. Bonifacius	89	64	- 28.1%	89	64	- 28.1%
Tonka Bay	64	159	+ 148.4%	64	159	+ 148.4%
Wayzata	109	47	- 56.9%	109	47	- 56.9%
Woodland	0	645	--	0	645	--

Pct. Of Original Price Received

	1-2017	1-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	97.9%	94.8%	- 3.2%	97.9%	94.8%	- 3.2%
Excelsior	95.8%	102.6%	+ 7.1%	95.8%	102.6%	+ 7.1%
Greenwood	0.0%	0.0%	--	0.0%	0.0%	--
Long Lake	0.0%	0.0%	--	0.0%	0.0%	--
Minnetonka Beach	96.4%	88.9%	- 7.8%	96.4%	88.9%	- 7.8%
Minnetrista	91.5%	106.4%	+ 16.3%	91.5%	106.4%	+ 16.3%
Mound	92.8%	94.0%	+ 1.3%	92.8%	94.0%	+ 1.3%
Orono	91.4%	93.5%	+ 2.3%	91.4%	93.5%	+ 2.3%
Shorewood	93.8%	92.8%	- 1.1%	93.8%	92.8%	- 1.1%
Spring Park	95.6%	0.0%	- 100.0%	95.6%	0.0%	- 100.0%
St. Bonifacius	97.4%	92.8%	- 4.7%	97.4%	92.8%	- 4.7%
Tonka Bay	91.0%	97.6%	+ 7.3%	91.0%	97.6%	+ 7.3%
Wayzata	92.1%	99.2%	+ 7.7%	92.1%	99.2%	+ 7.7%
Woodland	0.0%	91.6%	--	0.0%	91.6%	--

Inventory

	1-2017	1-2018	+ / -	1-2017	1-2018	+ / -
Deephaven	18	23	+ 27.8%	3.3	3.8	+ 15.2%
Excelsior	6	5	- 16.7%	2.3	2.1	- 8.7%
Greenwood	6	8	+ 33.3%	5.3	5.0	- 5.7%
Long Lake	7	3	- 57.1%	2.6	1.0	- 61.5%
Minnetonka Beach	7	3	- 57.1%	5.1	1.4	- 72.5%
Minnetrista	71	49	- 31.0%	4.4	3.3	- 25.0%
Mound	41	28	- 31.7%	1.8	1.3	- 27.8%
Orono	91	67	- 26.4%	6.3	3.6	- 42.9%
Shorewood	47	19	- 59.6%	4.1	1.7	- 58.5%
Spring Park	5	0	- 100.0%	2.3	0.0	- 100.0%
St. Bonifacius	2	3	+ 50.0%	0.4	0.8	+ 100.0%
Tonka Bay	9	10	+ 11.1%	3.2	4.6	+ 43.8%
Wayzata	57	30	- 47.4%	6.5	3.1	- 52.3%
Woodland	17	5	- 70.6%	11.3	2.7	- 76.1%

Months Supply