

Local Market Update – April 2018

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



MINNEAPOLIS AREA Association
of REALTORS®

Lake Minnetonka Area

- 12.9%

Change in
New Listings

- 4.3%

Change in
Closed Sales

+ 3.3%

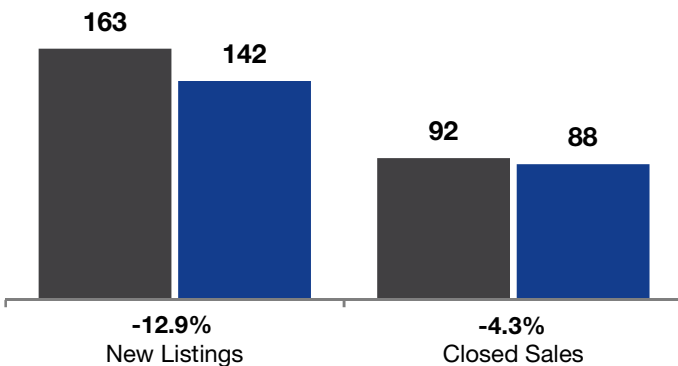
Change in
Median Sales Price

	April			Year to Date		
	2017	2018	+ / -	2017	2018	+ / -
New Listings	163	142	-12.9%	625	508	-18.7%
Closed Sales	92	88	-4.3%	263	263	0.0%
Median Sales Price*	\$395,000	\$408,000	+ 3.3%	\$399,950	\$461,925	+ 15.5%
Average Sales Price*	\$575,992	\$576,145	+ 0.0%	\$594,195	\$661,237	+ 11.3%
Price Per Square Foot*	\$188	\$213	+ 13.2%	\$185	\$211	+ 14.1%
Percent of Original List Price Received*	96.6%	97.6%	+ 1.0%	95.1%	95.9%	+ 0.8%
Days on Market Until Sale	127	85	-33.1%	138	104	-24.6%
Inventory of Homes for Sale	475	359	-24.4%	--	--	--
Months Supply of Inventory	5.1	3.9	-23.5%	--	--	--

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

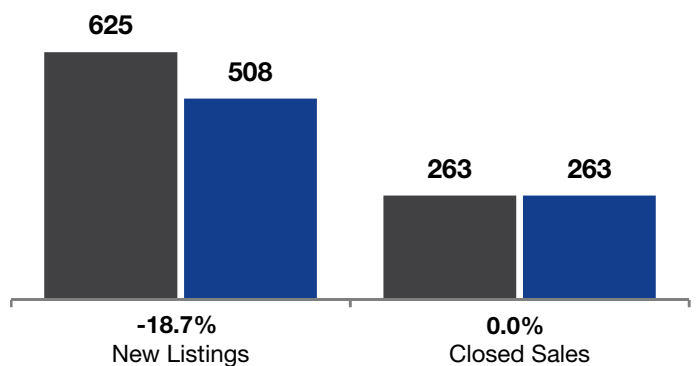
April

■ 2017 ■ 2018



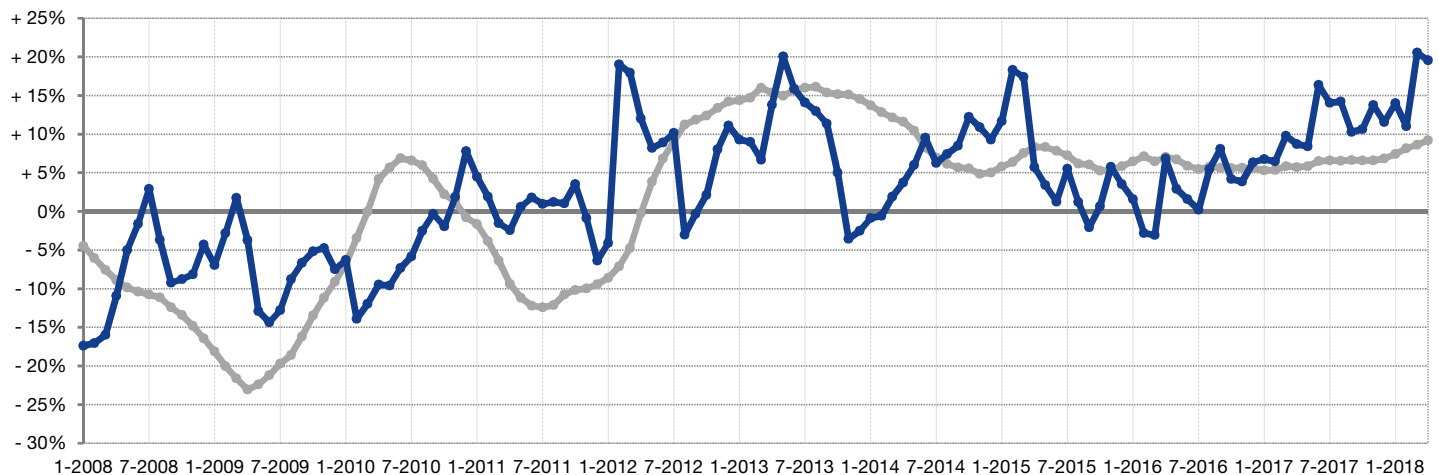
Year to Date

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

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New Listings

	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	10	13	+ 30.0%	41	40	- 2.4%
Excelsior	5	5	0.0%	20	12	- 40.0%
Greenwood	3	4	+ 33.3%	11	17	+ 54.5%
Long Lake	7	5	- 28.6%	14	10	- 28.6%
Minnetonka Beach	3	3	0.0%	10	10	0.0%
Minnetrista	28	21	- 25.0%	119	87	- 26.9%
Mound	29	30	+ 3.4%	102	92	- 9.8%
Orono	40	20	- 50.0%	138	89	- 35.5%
Shorewood	19	19	0.0%	70	67	- 4.3%
Spring Park	2	0	- 100.0%	4	4	0.0%
St. Bonifacius	3	7	+ 133.3%	20	18	- 10.0%
Tonka Bay	3	6	+ 100.0%	17	15	- 11.8%
Wayzata	13	13	0.0%	68	52	- 23.5%
Woodland	3	1	- 66.7%	11	7	- 36.4%

Closed Sales

	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	6	4	- 33.3%	13	11	- 15.4%
Excelsior	4	0	- 100.0%	14	4	- 71.4%
Greenwood	0	3	--	2	6	+ 200.0%
Long Lake	4	1	- 75.0%	6	4	- 33.3%
Minnetonka Beach	3	0	- 100.0%	4	1	- 75.0%
Minnetrista	16	11	- 31.3%	46	36	- 21.7%
Mound	27	28	+ 3.7%	67	61	- 9.0%
Orono	20	15	- 25.0%	56	55	- 1.8%
Shorewood	3	7	+ 133.3%	26	32	+ 23.1%
Spring Park	2	2	0.0%	6	2	- 66.7%
St. Bonifacius	3	4	+ 33.3%	9	8	- 11.1%
Tonka Bay	2	2	0.0%	7	7	0.0%
Wayzata	5	10	+ 100.0%	20	37	+ 85.0%
Woodland	1	1	0.0%	1	3	+ 200.0%

Median Sales Price (in thousands)

	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	\$752	\$539	- 28.4%	\$650	\$537	- 17.4%
Excelsior	\$569	\$0	- 100.0%	\$503	\$437	- 13.1%
Greenwood	\$0	\$575	--	\$1,138	\$875	- 23.1%
Long Lake	\$375	\$490	+ 30.5%	\$320	\$445	+ 38.9%
Minnetonka Beach	\$800	\$0	- 100.0%	\$761	\$1,200	+ 57.6%
Minnetrista	\$433	\$472	+ 9.1%	\$453	\$442	- 2.3%
Mound	\$255	\$245	- 3.8%	\$243	\$245	+ 0.8%
Orono	\$474	\$658	+ 38.9%	\$627	\$686	+ 9.4%
Shorewood	\$840	\$435	- 48.2%	\$637	\$551	- 13.6%
Spring Park	\$450	\$935	+ 107.8%	\$494	\$935	+ 89.2%
St. Bonifacius	\$202	\$304	+ 50.5%	\$215	\$253	+ 17.4%
Tonka Bay	\$430	\$731	+ 69.9%	\$465	\$950	+ 104.3%
Wayzata	\$900	\$394	- 56.2%	\$565	\$715	+ 26.5%
Woodland	\$1,175	\$799	- 32.0%	\$1,175	\$1,466	+ 24.7%

Days on Market Until Sale

	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	47	38	- 19.1%	95	105	+ 10.5%
Excelsior	114	0	- 100.0%	72	21	- 70.8%
Greenwood	0	115	--	296	100	- 66.2%
Long Lake	97	76	- 21.6%	78	133	+ 70.5%
Minnetonka Beach	235	0	- 100.0%	193	321	+ 66.3%
Minnetrista	151	146	- 3.3%	185	94	- 49.2%
Mound	82	55	- 32.9%	110	50	- 54.5%
Orono	142	123	- 13.4%	166	145	- 12.7%
Shorewood	90	70	- 22.2%	122	134	+ 9.8%
Spring Park	165	99	- 40.0%	104	99	- 4.8%
St. Bonifacius	69	36	- 47.8%	78	30	- 61.5%
Tonka Bay	54	54	0.0%	82	167	+ 103.7%
Wayzata	258	48	- 81.4%	122	76	- 37.7%
Woodland	635	431	- 32.1%	635	442	- 30.4%

Pct. Of Original Price Received

	4-2017	4-2018	+ / -	YTD 2017	YTD 2018	+ / -
Deephaven	98.4%	99.5%	+ 1.1%	96.7%	95.5%	- 1.2%
Excelsior	93.1%	0.0%	- 100.0%	94.5%	99.5%	+ 5.3%
Greenwood	0.0%	92.6%	--	93.2%	94.0%	+ 0.9%
Long Lake	99.5%	96.3%	- 3.2%	100.0%	97.5%	- 2.5%
Minnetonka Beach	93.2%	0.0%	- 100.0%	94.0%	88.9%	- 5.4%
Minnetrista	98.4%	99.8%	+ 1.4%	95.8%	98.2%	+ 2.5%
Mound	95.3%	98.5%	+ 3.4%	95.8%	96.8%	+ 1.0%
Orono	99.2%	93.0%	- 6.2%	94.0%	92.6%	- 1.5%
Shorewood	98.9%	98.1%	- 0.8%	96.4%	94.9%	- 1.6%
Spring Park	88.8%	97.8%	+ 10.1%	93.8%	97.8%	+ 4.3%
St. Bonifacius	91.5%	99.6%	+ 8.9%	93.1%	99.4%	+ 6.8%
Tonka Bay	96.5%	96.6%	+ 0.1%	91.6%	96.3%	+ 5.1%
Wayzata	90.2%	99.7%	+ 10.5%	93.4%	97.2%	+ 4.1%
Woodland	96.0%	95.1%	- 0.9%	96.0%	94.8%	- 1.3%

Inventory

	4-2017	4-2018	+ / -	4-2017	4-2018	+ / -
Deephaven	34	29	- 14.7%	5.7	4.6	- 19.3%
Excelsior	8	8	0.0%	2.6	5.0	+ 92.3%
Greenwood	8	12	+ 50.0%	6.2	5.5	- 11.3%
Long Lake	8	7	- 12.5%	3.1	2.3	- 25.8%
Minnetonka Beach	11	9	- 18.2%	6.6	6.0	- 9.1%
Minnetrista	78	64	- 17.9%	4.5	5.0	+ 11.1%
Mound	60	43	- 28.3%	2.7	2.1	- 22.2%
Orono	117	81	- 30.8%	8.0	4.7	- 41.3%
Shorewood	56	36	- 35.7%	5.4	3.2	- 40.7%
Spring Park	2	1	- 50.0%	0.9	0.5	- 44.4%
St. Bonifacius	7	6	- 14.3%	1.7	1.6	- 5.9%
Tonka Bay	14	15	+ 7.1%	5.8	5.9	+ 1.7%
Wayzata	65	47	- 27.7%	7.3	4.9	- 32.9%
Woodland	15	9	- 40.0%	9.4	6.0	- 36.2%

Months Supply