

Lake Minnetonka Area

+ 28.7%

- 4.5%

+ 3.0%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

| | June | | | Rolling 12 Months | | |
|--|-----------|--------------------|---------|-------------------|------------------|---------|
| | 2021 | 2022 | + / - | 2021 | 2022 | + / - |
| New Listings | 136 | 175 | + 28.7% | 1,424 | 1,347 | -5.4% |
| Closed Sales | 132 | 126 | -4.5% | 1,313 | 1,111 | -15.4% |
| Median Sales Price* | \$660,000 | \$680,000 | + 3.0% | \$590,000 | \$618,750 | + 4.9% |
| Average Sales Price* | \$894,299 | \$1,067,334 | + 19.3% | \$849,742 | \$939,754 | + 10.6% |
| Price Per Square Foot* | \$285 | \$334 | + 17.1% | \$266 | \$303 | + 14.2% |
| Percent of Original List Price Received* | 101.0% | 102.2% | + 1.2% | 98.0% | 100.4% | + 2.4% |
| Days on Market Until Sale | 32 | 20 | -37.5% | 68 | 36 | -47.1% |
| Inventory of Homes for Sale | 165 | 216 | + 30.9% | -- | -- | -- |
| Months Supply of Inventory | 1.5 | 2.5 | + 66.7% | -- | -- | -- |

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

June

■ 2021 ■ 2022



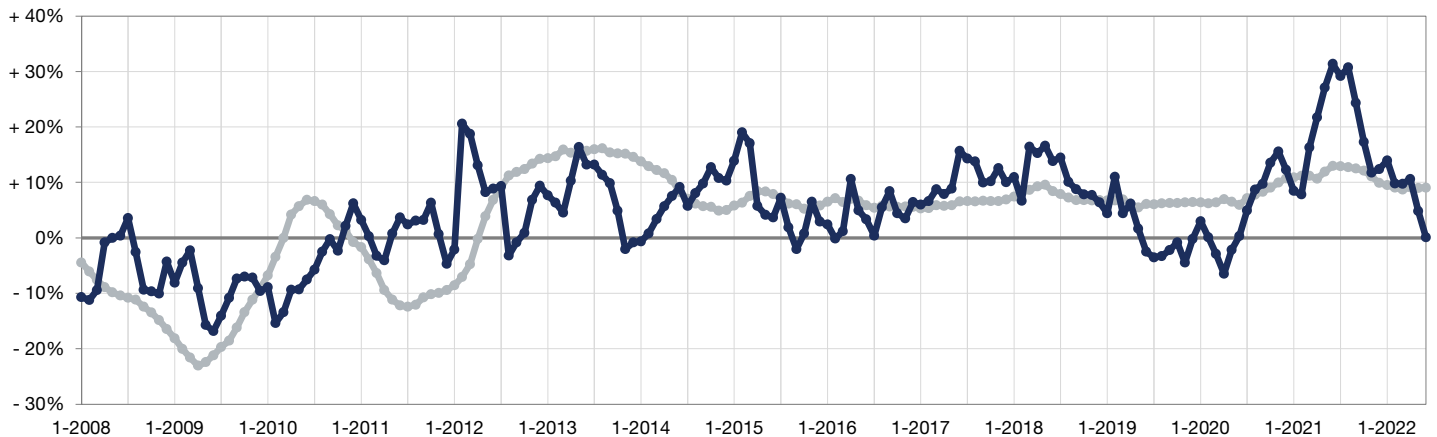
Rolling 12 Months

■ 2021 ■ 2022



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.

New Listings

| | 6-2021 | 6-2022 | + / - | Prior Year R12* | Current R12* | + / - |
|------------------|--------|--------|----------|-----------------|--------------|---------|
| Deephaven | 10 | 8 | - 20.0% | 90 | 70 | - 22.2% |
| Excelsior | 8 | 6 | - 25.0% | 60 | 45 | - 25.0% |
| Greenwood | 2 | 1 | - 50.0% | 15 | 17 | + 13.3% |
| Long Lake | 6 | 2 | - 66.7% | 41 | 31 | - 24.4% |
| Minnetonka Beach | 1 | 1 | 0.0% | 24 | 17 | - 29.2% |
| Minnetrasta | 18 | 41 | + 127.8% | 298 | 291 | - 2.3% |
| Mound | 33 | 28 | - 15.2% | 260 | 252 | - 3.1% |
| Orono | 16 | 31 | + 93.8% | 226 | 215 | - 4.9% |
| Shorewood | 19 | 17 | - 10.5% | 159 | 161 | + 1.3% |
| Spring Park | 4 | 5 | + 25.0% | 24 | 17 | - 29.2% |
| St. Bonifacius | 6 | 7 | + 16.7% | 48 | 51 | + 6.3% |
| Tonka Bay | 2 | 6 | + 200.0% | 36 | 38 | + 5.6% |
| Wayzata | 11 | 18 | + 63.6% | 127 | 133 | + 4.7% |
| Woodland | 0 | 4 | -- | 16 | 9 | - 43.8% |

Closed Sales

| | 6-2021 | 6-2022 | + / - | Prior Year R12* | Current R12* | + / - |
|------------------|--------|--------|----------|-----------------|--------------|---------|
| Deephaven | 7 | 6 | - 14.3% | 85 | 59 | - 30.6% |
| Excelsior | 6 | 4 | - 33.3% | 44 | 37 | - 15.9% |
| Greenwood | 2 | 1 | - 50.0% | 14 | 13 | - 7.1% |
| Long Lake | 2 | 4 | + 100.0% | 34 | 30 | - 11.8% |
| Minnetonka Beach | 4 | 2 | - 50.0% | 19 | 12 | - 36.8% |
| Minnetrasta | 23 | 35 | + 52.2% | 259 | 236 | - 8.9% |
| Mound | 32 | 21 | - 34.4% | 244 | 236 | - 3.3% |
| Orono | 17 | 21 | + 23.5% | 216 | 164 | - 24.1% |
| Shorewood | 19 | 9 | - 52.6% | 160 | 141 | - 11.9% |
| Spring Park | 4 | 3 | - 25.0% | 21 | 17 | - 19.0% |
| St. Bonifacius | 0 | 4 | -- | 43 | 44 | + 2.3% |
| Tonka Bay | 2 | 2 | 0.0% | 41 | 25 | - 39.0% |
| Wayzata | 12 | 13 | + 8.3% | 117 | 92 | - 21.4% |
| Woodland | 2 | 1 | - 50.0% | 16 | 5 | - 68.8% |

Median Sales Price (in thousands)

| | 6-2021 | 6-2022 | + / - | Prior Year R12* | Current R12* | + / - |
|------------------|---------|---------|----------|-----------------|--------------|----------|
| Deephaven | \$1,225 | \$725 | - 40.8% | \$885 | \$922 | + 4.2% |
| Excelsior | \$710 | \$1,014 | + 42.8% | \$763 | \$649 | - 14.9% |
| Greenwood | \$1,150 | \$551 | - 52.1% | \$1,040 | \$1,350 | + 29.8% |
| Long Lake | \$362 | \$285 | - 21.5% | \$338 | \$479 | + 41.9% |
| Minnetonka Beach | \$1,960 | \$2,523 | + 28.7% | \$1,888 | \$2,081 | + 10.2% |
| Minnetrasta | \$641 | \$573 | - 10.7% | \$545 | \$620 | + 13.8% |
| Mound | \$350 | \$352 | + 0.6% | \$325 | \$346 | + 6.3% |
| Orono | \$950 | \$1,200 | + 26.3% | \$892 | \$1,150 | + 29.0% |
| Shorewood | \$671 | \$1,185 | + 76.7% | \$650 | \$760 | + 16.9% |
| Spring Park | \$692 | \$810 | + 17.1% | \$375 | \$725 | + 93.6% |
| St. Bonifacius | \$0 | \$264 | -- | \$337 | \$325 | - 3.4% |
| Tonka Bay | \$1,025 | \$3,225 | + 214.8% | \$1,105 | \$1,050 | - 5.0% |
| Wayzata | \$760 | \$1,300 | + 71.1% | \$880 | \$1,030 | + 17.0% |
| Woodland | \$1,063 | \$8,715 | + 720.2% | \$1,062 | \$2,350 | + 121.4% |

Days on Market Until Sale

| | 6-2021 | 6-2022 | + / - | Prior Year R12* | Current R12* | + / - |
|------------------|--------|--------|-----------|-----------------|--------------|---------|
| Deephaven | 29 | 19 | - 34.5% | 89 | 40 | - 55.1% |
| Excelsior | 24 | 56 | + 133.3% | 104 | 48 | - 53.8% |
| Greenwood | 32 | 1 | - 96.9% | 50 | 29 | - 42.0% |
| Long Lake | 24 | 10 | - 58.3% | 25 | 24 | - 4.0% |
| Minnetonka Beach | 3 | 0 | - 100.0% | 85 | 26 | - 69.4% |
| Minnetrasta | 4 | 15 | + 275.0% | 61 | 41 | - 32.8% |
| Mound | 21 | 12 | - 42.9% | 37 | 19 | - 48.6% |
| Orono | 41 | 12 | - 70.7% | 90 | 44 | - 51.1% |
| Shorewood | 17 | 8 | - 52.9% | 52 | 37 | - 28.8% |
| Spring Park | 5 | 13 | + 160.0% | 49 | 23 | - 53.1% |
| St. Bonifacius | 0 | 24 | -- | 17 | 21 | + 23.5% |
| Tonka Bay | 110 | 108 | - 1.8% | 94 | 44 | - 53.2% |
| Wayzata | 131 | 24 | - 81.7% | 113 | 52 | - 54.0% |
| Woodland | 10 | 244 | + 2340.0% | 152 | 125 | - 17.8% |

Pct. Of Original Price Received

| | 6-2021 | 6-2022 | + / - | Prior Year R12* | Current R12* | + / - |
|------------------|--------|--------|---------|-----------------|--------------|--------|
| Deephaven | 97.1% | 101.7% | + 4.7% | 95.3% | 99.6% | + 4.5% |
| Excelsior | 97.0% | 97.4% | + 0.4% | 97.0% | 97.1% | + 0.1% |
| Greenwood | 100.1% | 110.2% | + 10.1% | 98.9% | 98.4% | - 0.5% |
| Long Lake | 97.8% | 99.2% | + 1.4% | 101.6% | 102.7% | + 1.1% |
| Minnetonka Beach | 95.9% | 103.4% | + 7.8% | 93.9% | 98.9% | + 5.3% |
| Minnetrasta | 103.4% | 102.0% | - 1.4% | 99.0% | 100.8% | + 1.8% |
| Mound | 106.9% | 101.8% | - 4.8% | 100.5% | 101.5% | + 1.0% |
| Orono | 97.4% | 103.0% | + 5.7% | 96.1% | 99.7% | + 3.7% |
| Shorewood | 101.8% | 102.4% | + 0.6% | 98.4% | 100.3% | + 1.9% |
| Spring Park | 95.2% | 107.6% | + 13.0% | 99.1% | 99.3% | + 0.2% |
| St. Bonifacius | 0.0% | 105.4% | -- | 102.1% | 102.0% | - 0.1% |
| Tonka Bay | 94.9% | 93.2% | - 1.8% | 95.9% | 100.5% | + 4.8% |
| Wayzata | 95.7% | 103.0% | + 7.6% | 94.9% | 98.1% | + 3.4% |
| Woodland | 99.4% | 96.9% | - 2.5% | 94.5% | 100.8% | + 6.7% |

Inventory

| | 6-2021 | 6-2022 | + / - | 6-2021 | 6-2022 | + / - |
|------------------|--------|--------|----------|--------|--------|----------|
| Deephaven | 14 | 10 | - 28.6% | 2.1 | 2.0 | - 4.8% |
| Excelsior | 7 | 12 | + 71.4% | 1.7 | 4.0 | + 135.3% |
| Greenwood | 4 | 2 | - 50.0% | 2.3 | 0.9 | - 60.9% |
| Long Lake | 4 | 3 | - 25.0% | 1.3 | 1.3 | 0.0% |
| Minnetonka Beach | 4 | 3 | - 25.0% | 1.8 | 1.8 | 0.0% |
| Minnetrasta | 28 | 44 | + 57.1% | 1.2 | 2.3 | + 91.7% |
| Mound | 20 | 27 | + 35.0% | 0.9 | 1.5 | + 66.7% |
| Orono | 40 | 33 | - 17.5% | 2.2 | 2.3 | + 4.5% |
| Shorewood | 19 | 31 | + 63.2% | 1.4 | 3.2 | + 128.6% |
| Spring Park | 3 | 3 | 0.0% | 1.4 | 1.5 | + 7.1% |
| St. Bonifacius | 4 | 8 | + 100.0% | 1.1 | 2.3 | + 109.1% |
| Tonka Bay | 0 | 10 | -- | 0.0 | 4.2 | -- |
| Wayzata | 17 | 25 | + 47.1% | 1.7 | 3.1 | + 82.4% |
| Woodland | 1 | 5 | + 400.0% | 0.6 | 5.0 | + 733.3% |

Months Supply

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