

Local Market Update – September 2025

A RESEARCH TOOL PROVIDED BY THE SAINT PAUL AREA ASSOCIATION OF REALTORS®



Waconia

0.0%

Change in
New Listings

+ 15.0%

Change in
Closed Sales

+ 18.4%

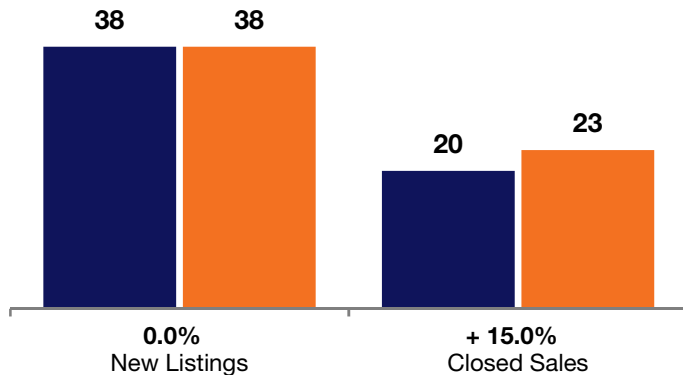
Change in
Median Sales Price

	September			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
New Listings	38	38	0.0%	345	403	+ 16.8%
Closed Sales	20	23	+ 15.0%	196	206	+ 5.1%
Median Sales Price*	\$460,000	\$544,685	+ 18.4%	\$443,265	\$484,990	+ 9.4%
Average Sales Price*	\$461,357	\$619,662	+ 34.3%	\$465,717	\$514,451	+ 10.5%
Price Per Square Foot*	\$210	\$216	+ 3.0%	\$207	\$216	+ 4.1%
Percent of Original List Price Received*	97.9%	96.5%	-1.4%	98.0%	98.4%	+ 0.4%
Days on Market Until Sale	49	45	-8.2%	37	43	+ 16.2%
Inventory of Homes for Sale	65	63	-3.1%	--	--	--
Months Supply of Inventory	3.1	2.8	-9.7%	--	--	--

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

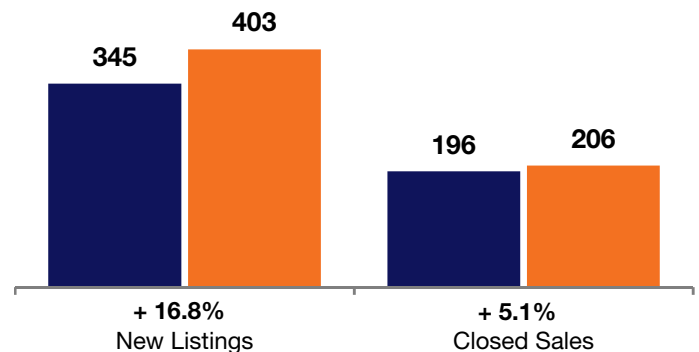
September

■ 2024 ■ 2025



Year to Date

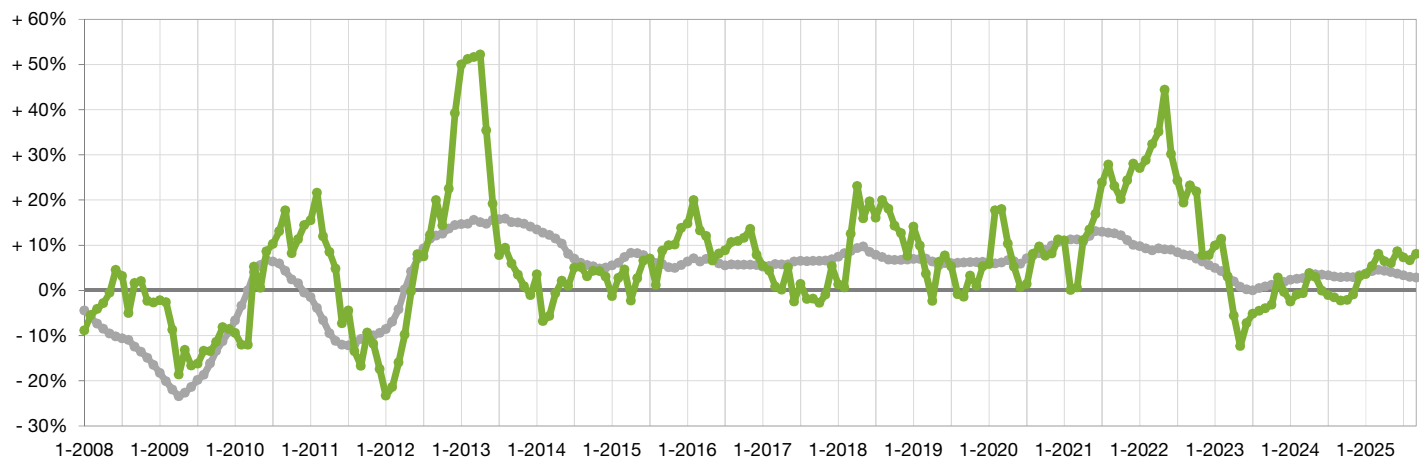
■ 2024 ■ 2025



Change in Median Sales Price from Prior Year (6-Month Average)**

16-County Twin Cities Region

Waconia



** 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.