

Local Market Update – December 2025

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



Waconia

+ 16.7%

Change in
New Listings

+ 7.1%

Change in
Closed Sales

- 18.5%

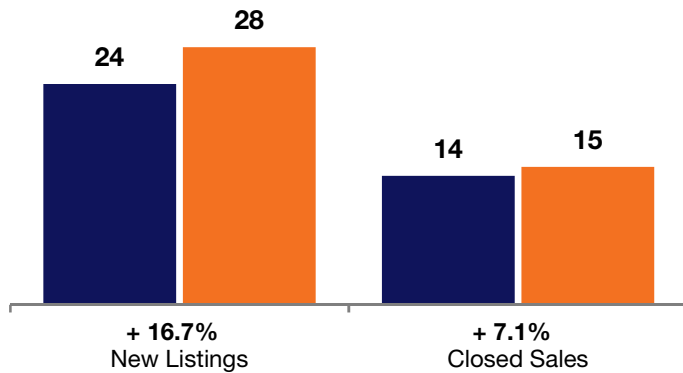
Change in
Median Sales Price

	December			Year to Date		
	2024	2025	+ / -	2024	2025	+ / -
New Listings	24	28	+ 16.7%	445	500	+ 12.4%
Closed Sales	14	15	+ 7.1%	253	265	+ 4.7%
Median Sales Price*	\$472,468	\$385,000	-18.5%	\$464,990	\$469,900	+ 1.1%
Average Sales Price*	\$501,876	\$462,175	-7.9%	\$471,223	\$505,914	+ 7.4%
Price Per Square Foot*	\$212	\$204	-3.6%	\$207	\$215	+ 4.0%
Percent of Original List Price Received*	96.2%	96.3%	+ 0.1%	98.0%	98.1%	+ 0.1%
Days on Market Until Sale	67	28	-58.2%	39	43	+ 10.3%
Inventory of Homes for Sale	53	57	+ 7.5%	--	--	--
Months Supply of Inventory	2.4	2.6	+ 8.3%	--	--	--

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

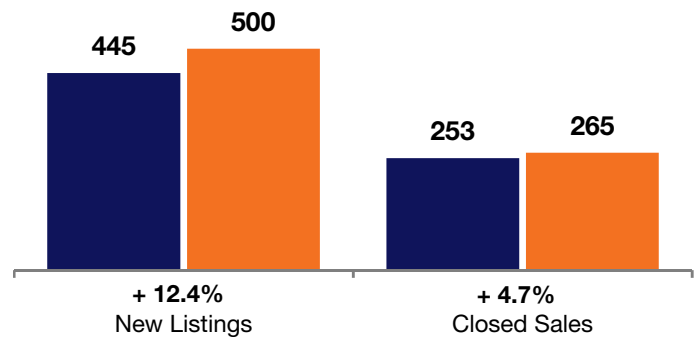
December

■ 2024 ■ 2025



Year to Date

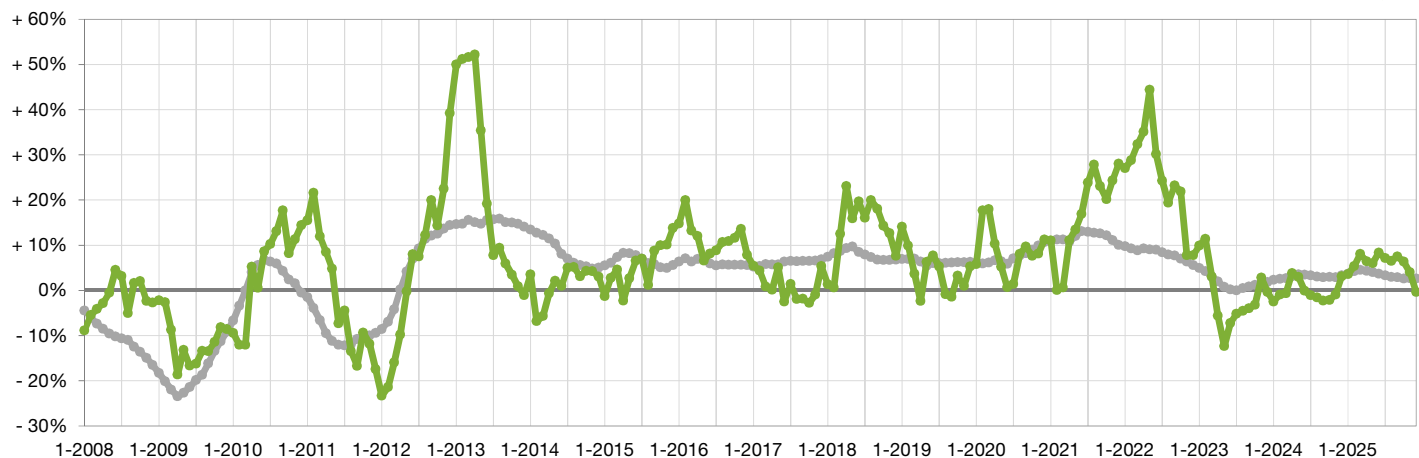
■ 2024 ■ 2025



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.