

Local Market Update – April 2026

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



+ 74.3%

- 52.8%

- 13.8%

Change in
New Listings

Change in
Closed Sales

Change in
Median Sales Price

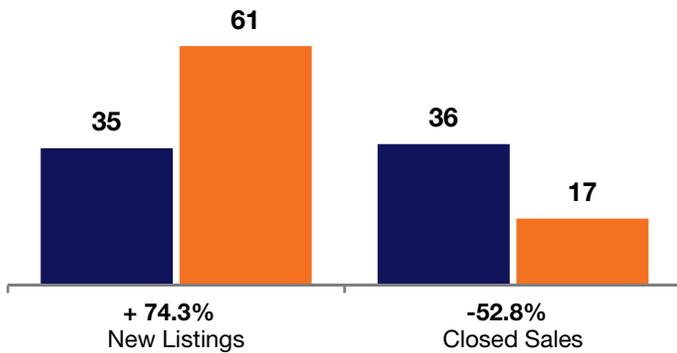
Waconia

	April			Year to Date		
	2025	2026	+ / -	2025	2026	+ / -
New Listings	35	61	+ 74.3%	178	201	+ 12.9%
Closed Sales	36	17	-52.8%	86	57	-33.7%
Median Sales Price*	\$452,450	\$389,900	-13.8%	\$462,740	\$490,000	+ 5.9%
Average Sales Price*	\$484,061	\$392,342	-18.9%	\$475,139	\$525,086	+ 10.5%
Price Per Square Foot*	\$242	\$203	-16.1%	\$219	\$211	-3.6%
Percent of Original List Price Received*	100.0%	101.0%	+ 1.0%	99.3%	97.8%	-1.5%
Days on Market Until Sale	32	31	-3.1%	41	63	+ 53.7%
Inventory of Homes for Sale	69	81	+ 17.4%	--	--	--
Months Supply of Inventory	3.2	3.8	+ 18.8%	--	--	--

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

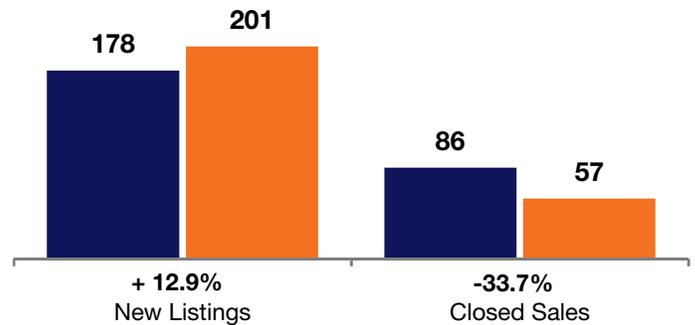
April

■ 2025 ■ 2026



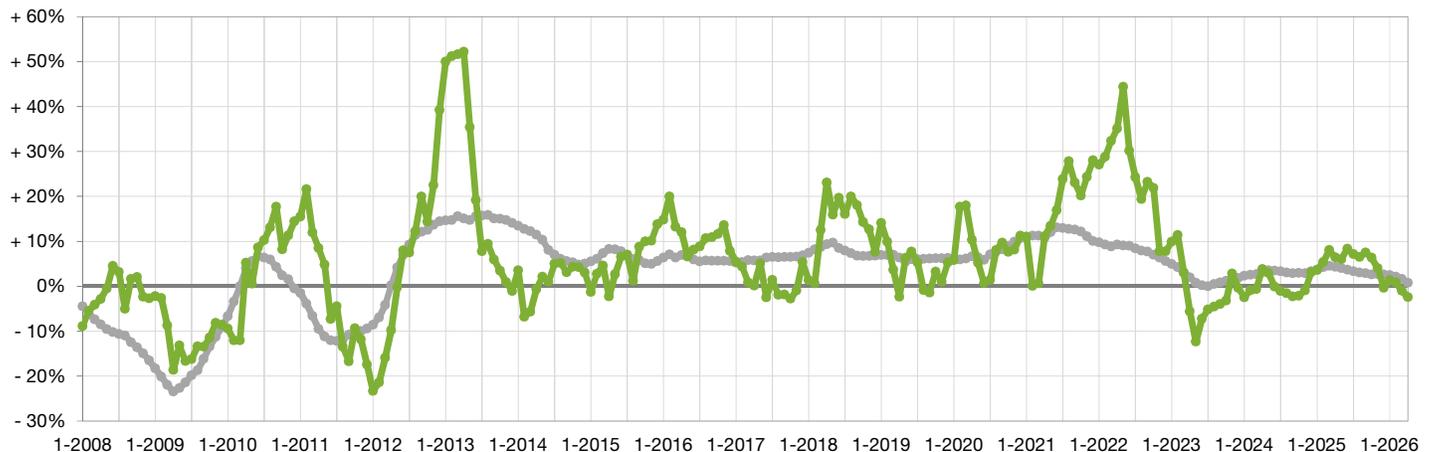
Year to Date

■ 2025 ■ 2026



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.