

Local Market Update - February 2022

Flathead County- Land

-2

Change in
New Listings

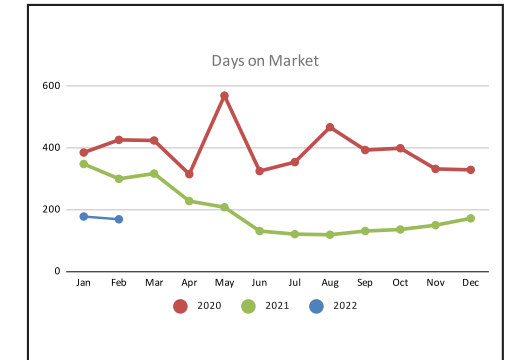
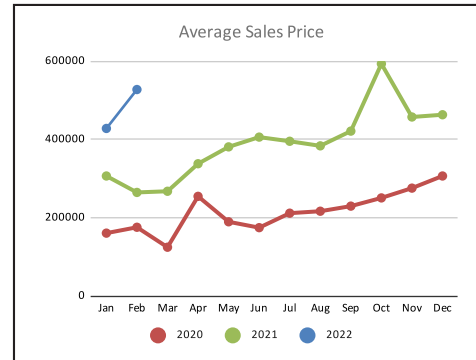
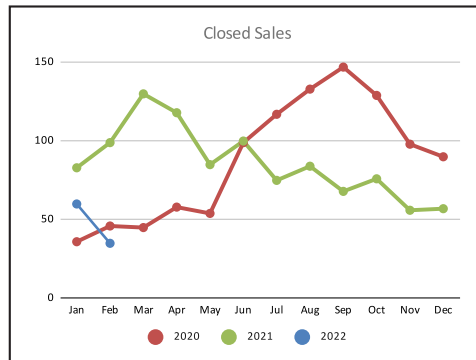
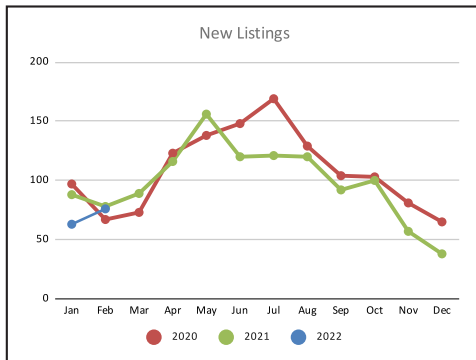
-64

Change in
Closed Sales

+\$263k

Change in
Avg. Sales Price

| | February | | | Year to Date | | |
|---|----------|--------|---------|--------------|--------|---------|
| | 2021 | 2022 | +/- | 2021 | 2022 | +/- |
| New Listings | 78 | 76 | -2 | 167 | 139 | -28 |
| Closed Sales | 99 | 35 | -64 | 192 | 95 | -97 |
| Median Sales Price | \$145k | \$290k | +\$145k | \$173k | \$290k | +\$117k |
| Average Sales Price | \$265k | \$528k | +\$263k | \$285k | \$465k | -\$180k |
| Average % of Original List Price Received | 96% | 97% | +1% | 97% | 96% | -1% |
| Average Days on Market Until Sale | 301 | 170 | -131 | 323 | 164 | -159 |



Based on information from the Missoula County Association of REALTORS®, Inc.

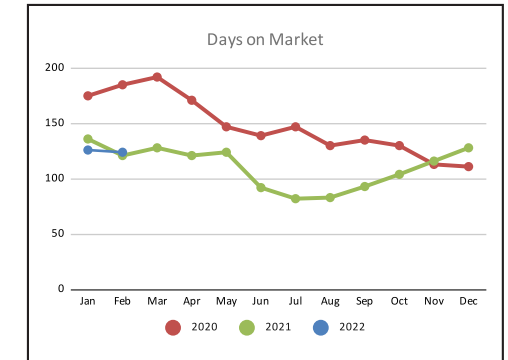
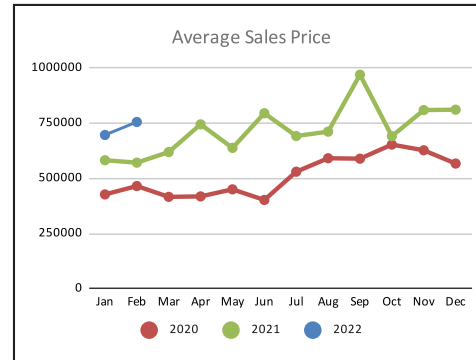
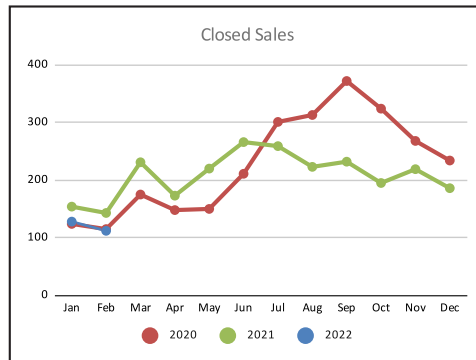
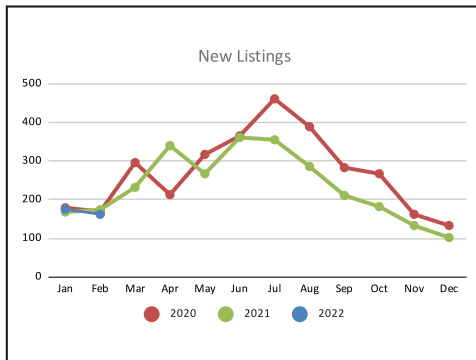
Flathead County- Residential

-7
Change in
New Listings

-31
Change in
Closed Sales

+\$184k
Change in
Avg. Sales Price

| | February | | | Year to Date | | |
|---|----------|--------|---------|--------------|--------|---------|
| | 2021 | 2022 | +/- | 2021 | 2022 | +/- |
| New Listings | 174 | 162 | -12 | 345 | 338 | -7 |
| Closed Sales | 143 | 112 | -31 | 298 | 242 | -56 |
| Median Sales Price | \$425k | \$580k | +\$155k | \$384k | \$511k | +\$144k |
| Average Sales Price | \$571k | \$755k | +\$184k | \$576k | \$724k | +\$148k |
| Average % of Original List Price Received | 99% | 98% | -1% | 98% | 98% | 0% |
| Average Days on Market Until Sale | 121 | 124 | +3 | 129 | 124 | -5 |



Local Market Update - February 2022

Lake County- Land

-17

Change in
New Listings

-20

Change in
Closed Sales

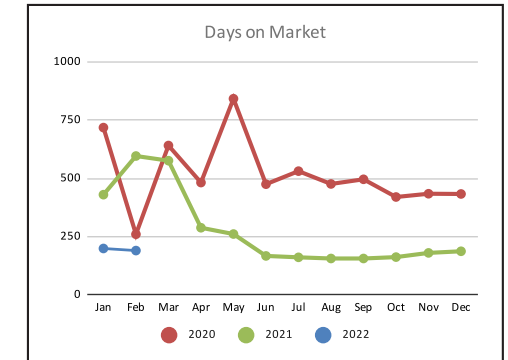
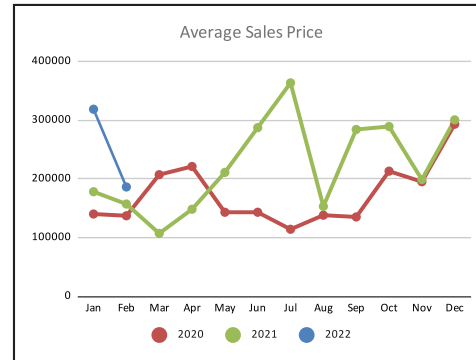
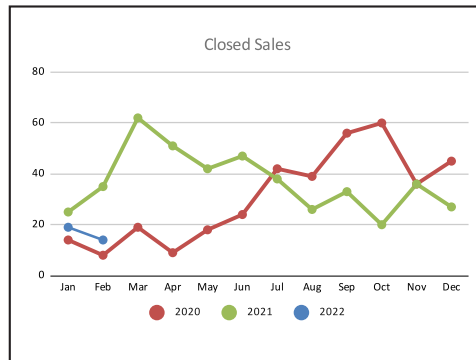
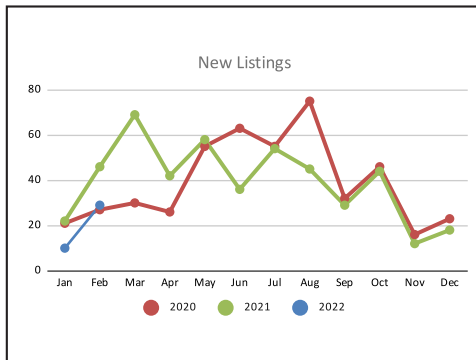
+\$29k

Change in
Avg. Sales Price

February

Year to Date

| | 2021 | 2022 | +/- | 2021 | 2022 | +/- |
|---|--------|--------|--------|--------|--------|---------|
| New Listings | 46 | 29 | -17 | 68 | 39 | -29 |
| Closed Sales | 35 | 14 | -20 | 59 | 33 | -26 |
| Median Sales Price | \$84k | \$121k | +\$37k | \$840k | \$165k | -\$675k |
| Average Sales Price | \$157k | \$186k | +\$29k | \$168k | \$262k | +\$94k |
| Average % of Original List Price Received | 89% | 102% | +13% | 92% | 99% | +7% |
| Average Days on Market Until Sale | 597 | 191 | -406 | 526 | 188 | -338 |



Based on information from the Missoula County Association of REALTORS®, Inc.

Lake County- Residential

0
Change in
New Listings

-5
Change in
Closed Sales

+\$54k
Change in
Avg. Sales Price

| | February | | | Year to Date | | |
|---|----------|--------|--------|--------------|--------|--------|
| | 2021 | 2022 | +/- | 2021 | 2022 | +/- |
| New Listings | 32 | 32 | 0 | 60 | 56 | -4 |
| Closed Sales | 27 | 22 | -5 | 60 | 44 | -16 |
| Median Sales Price | \$410k | \$430k | +\$20k | \$405k | \$468k | +\$63k |
| Average Sales Price | \$649k | \$703k | +\$54k | \$545k | \$664k | +\$99k |
| Average % of Original List Price Received | 101% | 101% | 0% | 99% | 99% | 0% |
| Average Days on Market Until Sale | 178 | 118 | -60 | 233 | 114 | -119 |

