

## Local Market Update - February 2022

# Flathead County- Land

**-2**

Change in  
New Listings

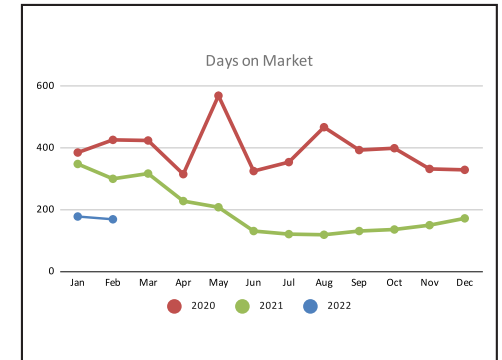
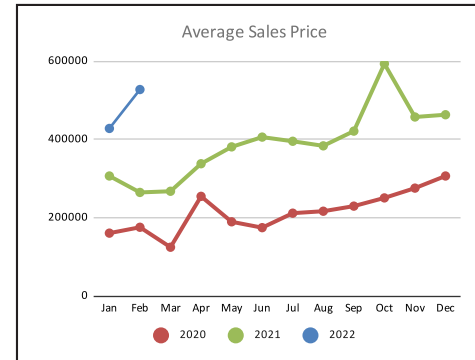
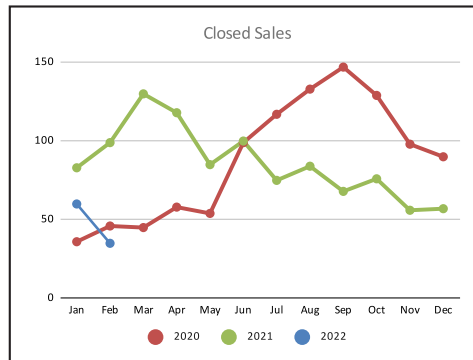
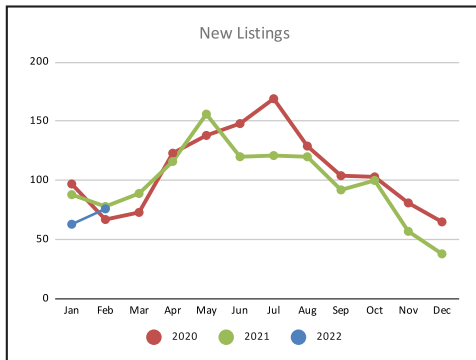
**-64**

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.

## Local Market Update - February 2022

# Flathead County- Residential

**-7**

Change in  
New Listings

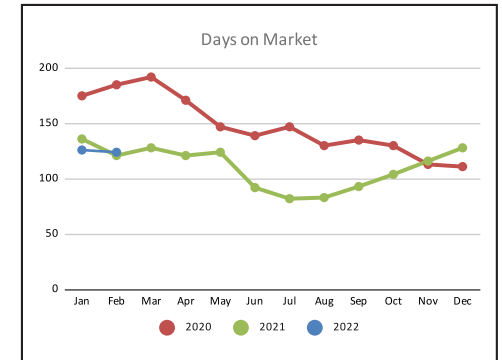
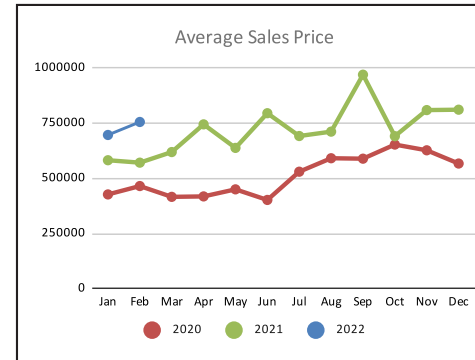
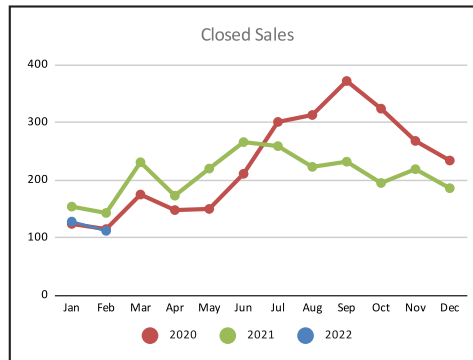
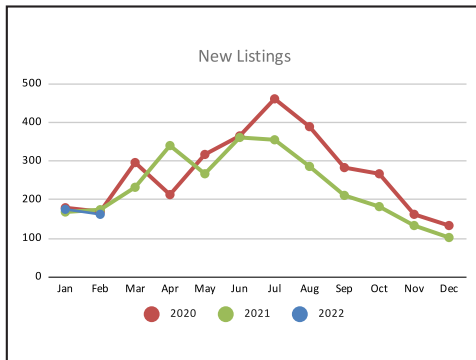
**-31**

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



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# Local Market Update - February 2022

## Lake County- Land

**-17**

Change in  
New Listings

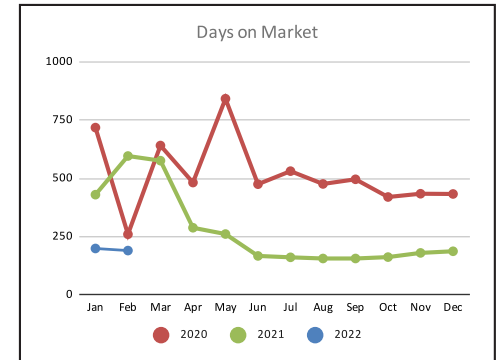
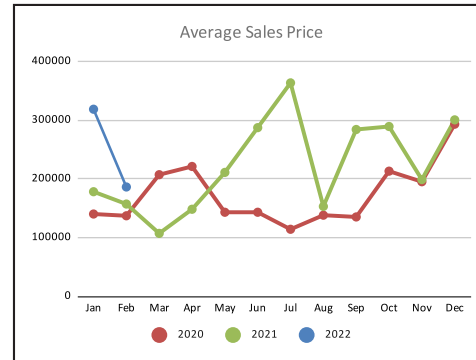
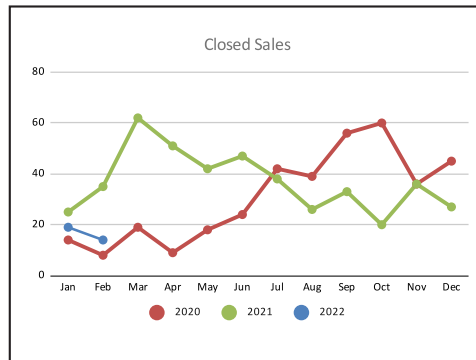
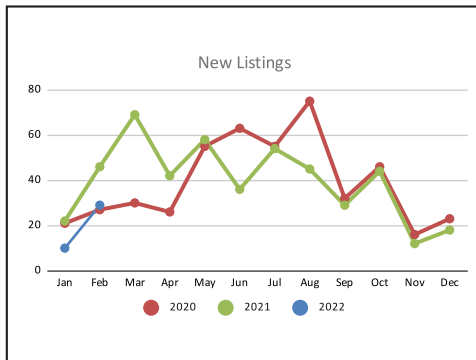
**-20**

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.

## Local Market Update - February 2022

# Lake County- Residential

0

Change in  
New Listings

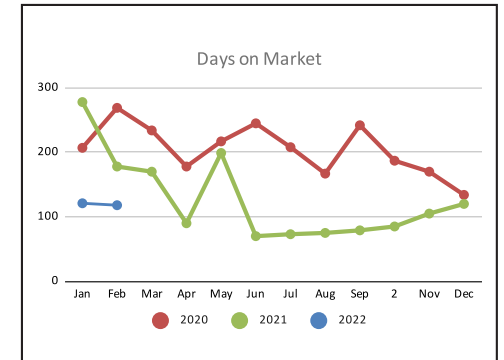
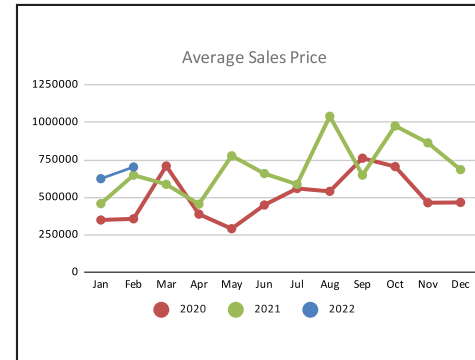
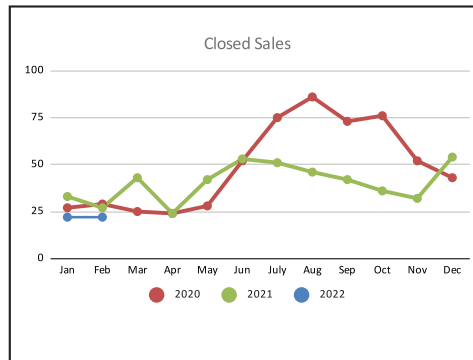
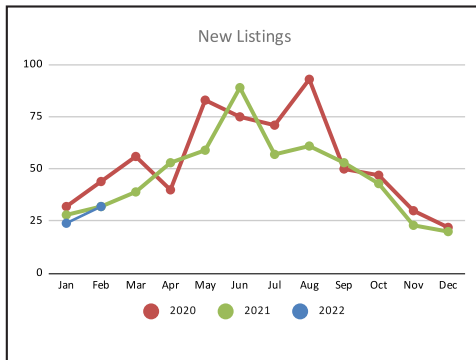
-5

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



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## Local Market Update - February 2022

# Lincoln County- Land

**-10**

Change in  
New Listings

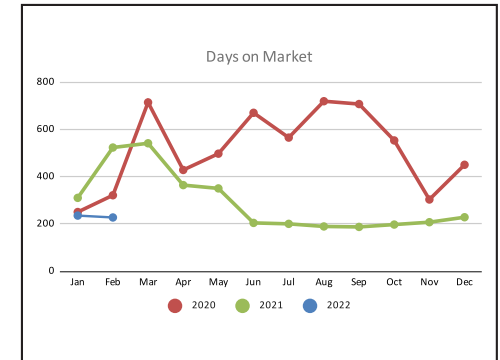
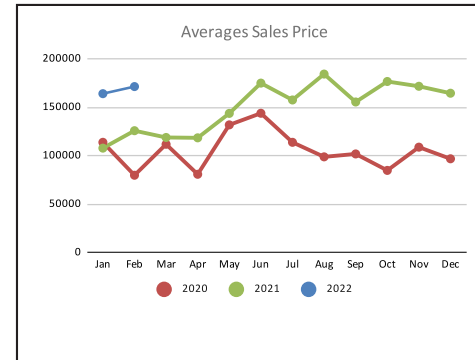
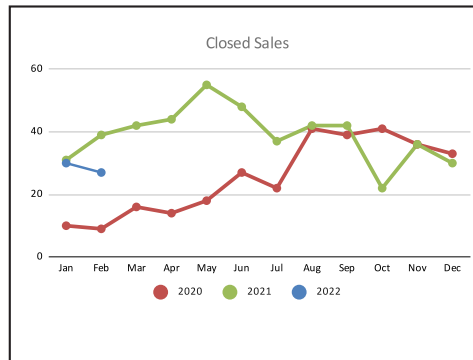
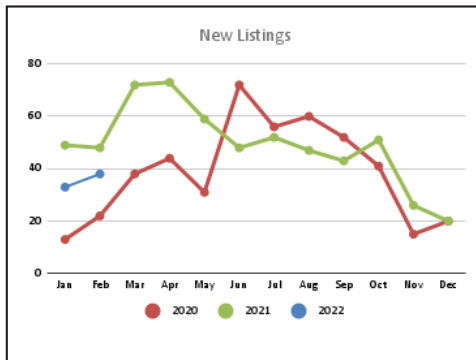
**-12**

Change in  
Closed Sales

**+\$61k**

Change in  
Avg. Sales Price

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	48	38	-10	97	71	-28
Closed Sales	39	27	-12	70	57	-13
Median Sales Price	\$85k	\$146k	+\$61k	\$80k	\$146k	+\$71k
Average Sales Price	\$126k	\$172k	+\$46k	\$119k	\$168k	+\$49k
Average % of Original List Price Received	90%	97%	+7%	92%	96%	+4%
Average Days on Market Until Sale	524	228	-296	430	224	-206



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

# Lincoln County- Residential

**-16**

Change in  
New Listings

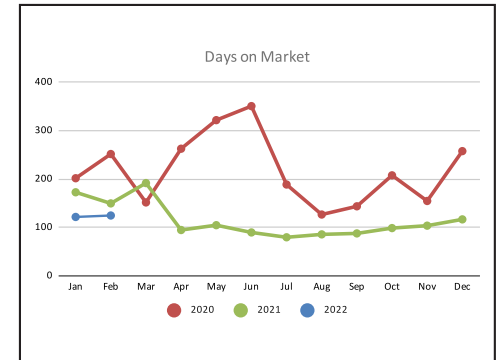
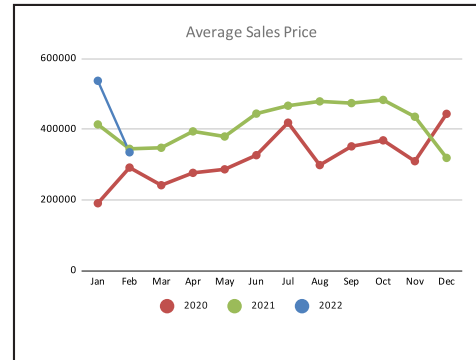
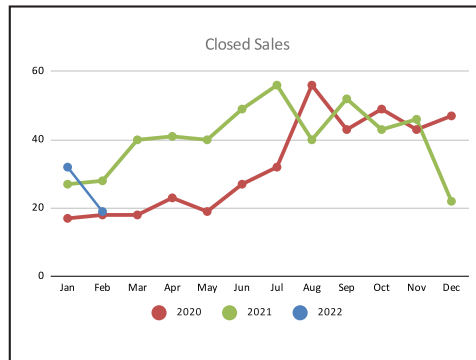
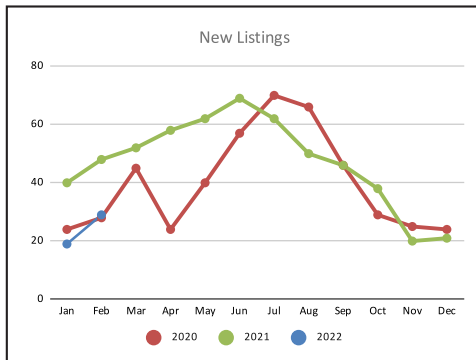
**-9**

Change in  
Closed Sales

**+\$136k**

Change in  
Avg. Sales Price

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	48	33	-16	88	48	-40
Closed Sales	28	19	-9	55	52	-3
Median Sales Price	\$269k	\$265k	-\$4k	\$275k	\$425k	+\$150k
Average Sales Price	\$243k	\$379k	+\$136k	\$96k	\$194k	+\$98k
Average % of Original List Price Received	96%	94%	-2%	96%	94%	-2%
Average Days on Market Until Sale	150	125	-25	162	122	-40



# Missoula County- Commercial

**-2**

Change in  
New Listings

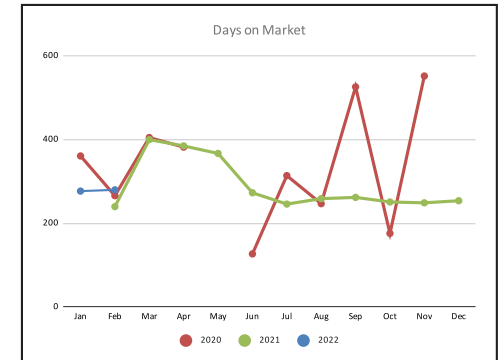
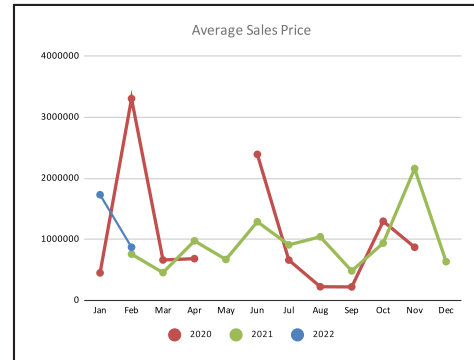
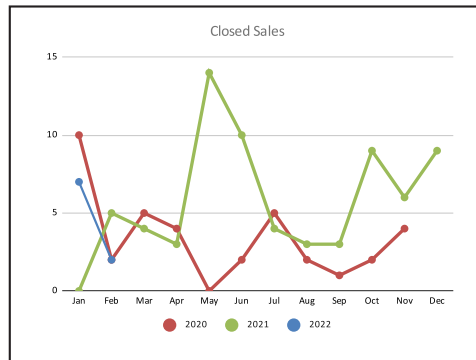
**-3**

Change in  
Closed Sales

**+\$103k**

Change in  
Avg. Sales Price

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	5	3	-2	11	7	-4
Closed Sales	5	2	-3	5	9	+4
Median Sales Price	\$225k	\$874k	-\$649k	\$225k	\$679k	+\$454
Average Sales Price	\$771k	\$874m	+\$103k	\$761k	\$1.5m	+\$760k
Average % of Original List Price Received	94%	87%	-7%	94%	93%	-1%
Average Days on Market Until Sale	240	280	+40	240	252	+12



# Local Market Update - February 2022

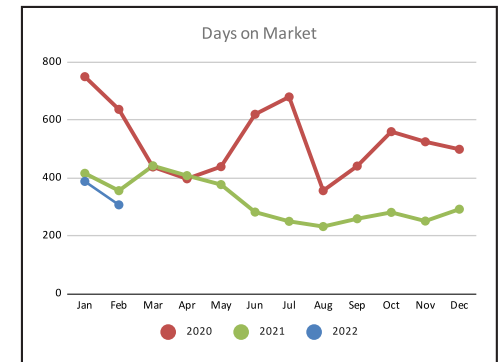
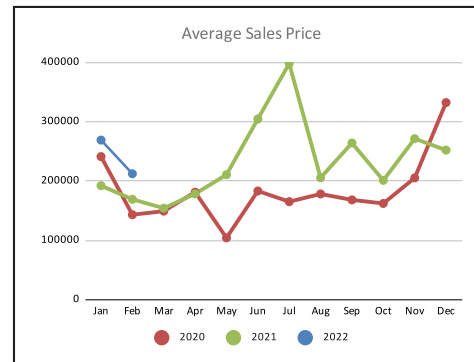
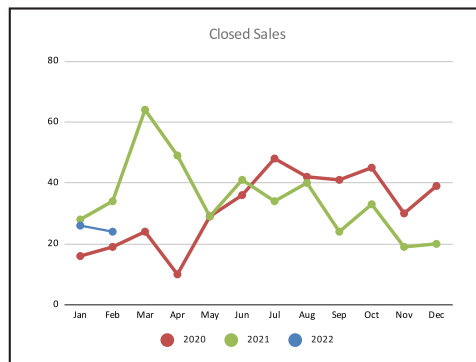
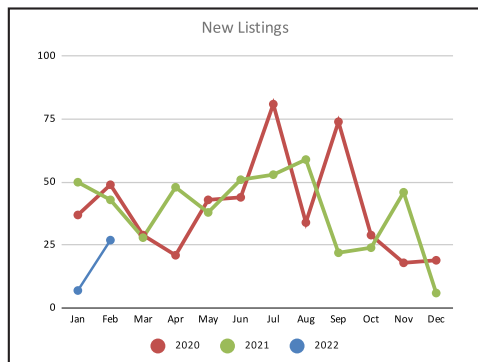
## Missoula County- Land

**-16**  
Change in  
**New Listings**

**-10**  
Change in  
**Closed Sales**

**+\$43k**  
Change in  
**Avg. Sales Price**

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	43	27	-16	93	36	-57
Closed Sales	34	24	-10	62	51	-11
Median Sales Price	\$118k	\$113k	-\$5k	\$179k	\$130k	-\$49k
Average Sales Price	\$169k	\$212k	+\$43k	\$179k	\$239k	+\$60k
Average % of Original List Price Received	99%	100%	+1%	97%	100%	+3%
Average Days on Market Until Sale	356	307	-49	383	326	-57



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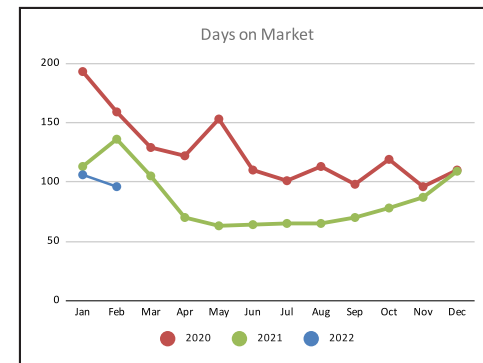
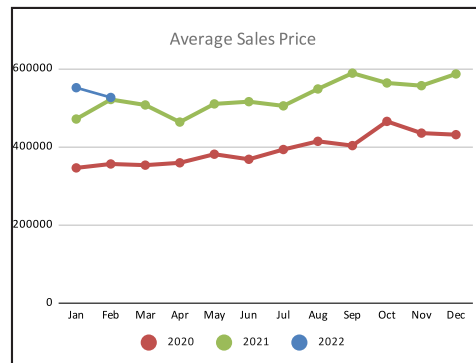
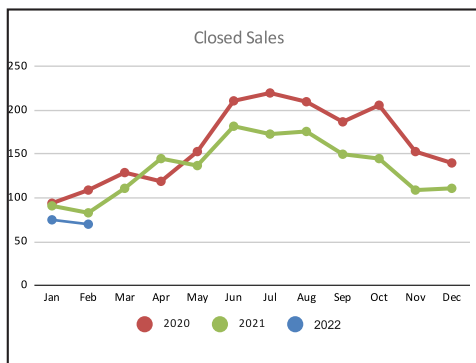
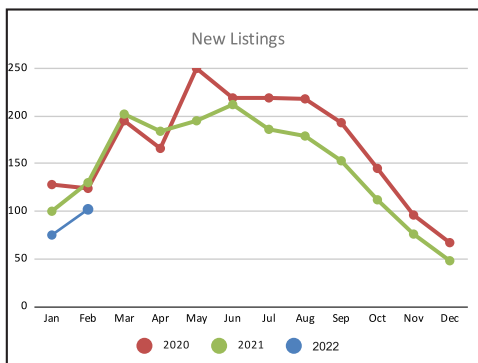
# Missoula County- Residential

**-28**  
Change in  
**New Listings**

**-13**  
Change in  
**Closed Sales**

**+\$30k**  
Change in  
**Avg. Sales Price**

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	130	102	-28	231	177	-64
Closed Sales	83	70	-13	174	147	-27
Median Sales Price	\$439k	\$501k	+\$62k	\$425k	\$500k	+\$75k
Average Sales Price	\$521k	\$551k	+\$30k	\$495k	\$539k	+\$44k
Average % of Original List Price Received	100%	102%	+2%	100%	102%	+2%
Average Days on Market Until Sale	136	96	-40	124	95	-29



# Local Market Update - February 2022

## Ravalli County- Land

**+10**

Change in  
New Listings

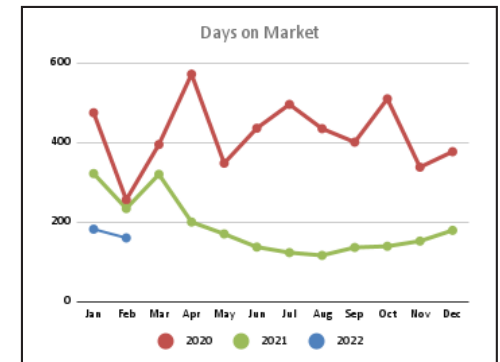
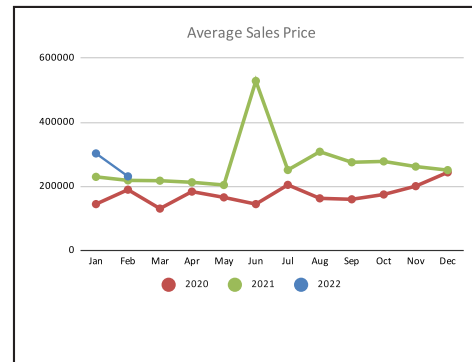
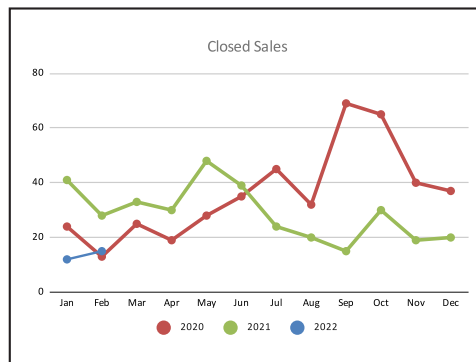
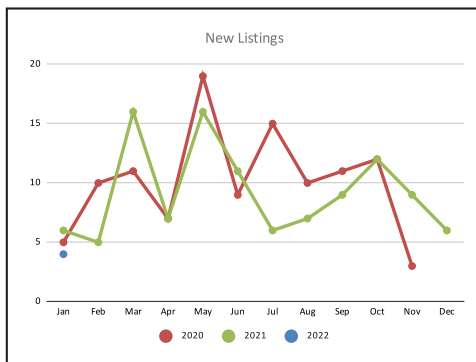
**-13**

Change in  
Closed Sales

**+\$13k**

Change in  
Avg. Sales Price

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	20	30	+10	55	43	-12
Closed Sales	28	15	-13	69	28	-41
Median Sales Price	\$198k	\$195k	-\$3k	\$189k	\$242k	-\$53k
Average Sales Price	\$219k	\$232k	+\$13k	\$225k	\$266k	+\$36k
Average % of Original List Price Received	96%	97%	+1%	93%	96%	+3%
Average Days on Market Until Sale	234	160	-74	286	158	-128



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# Local Market Update - February 2022

## Ravalli County- Residential

**-13**

Change in  
New Listings

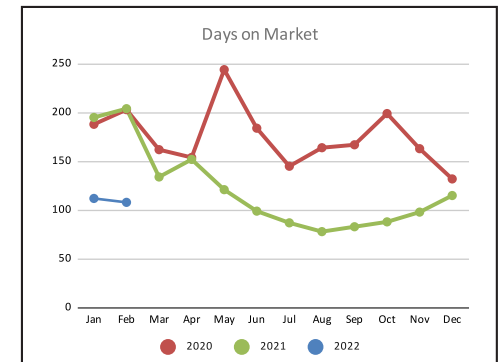
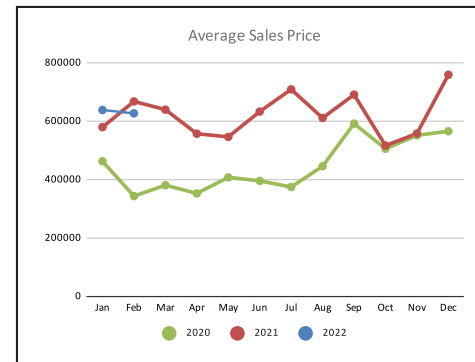
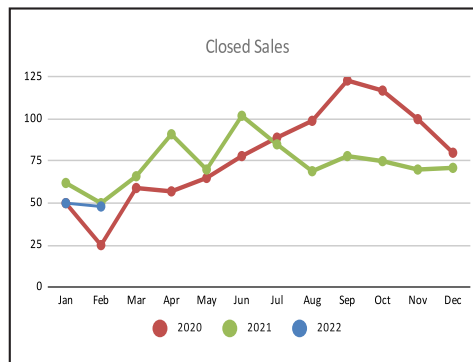
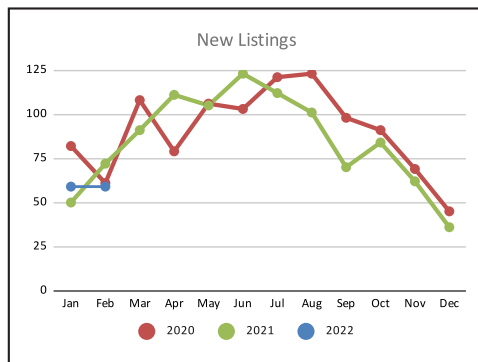
**-2**

Change in  
Closed Sales

**-\$41k**

Change in  
Avg. Sales Price

	February			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	72	59	-13	122	119	-3
Closed Sales	50	48	-2	114	98	-16
Median Sales Price	\$447k	\$549k	+\$102k	\$460k	\$544k	+\$84k
Average Sales Price	\$669k	\$628k	-\$41k	\$619k	\$634k	+\$15k
Average % of Original List Price Received	98%	99%	+1%	97%	98%	+1%
Average Days on Market Until Sale	234	160	-74	286	158	-128



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