

APRIL 2022 - LOCAL MARKET UPDATE

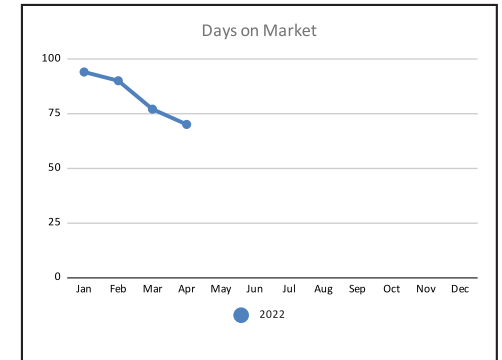
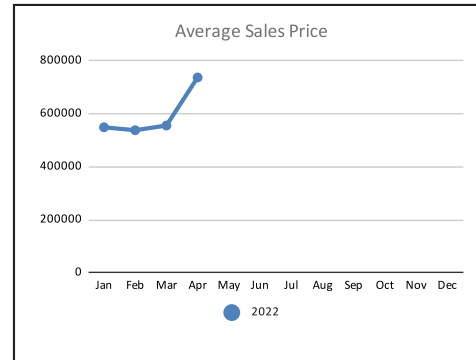
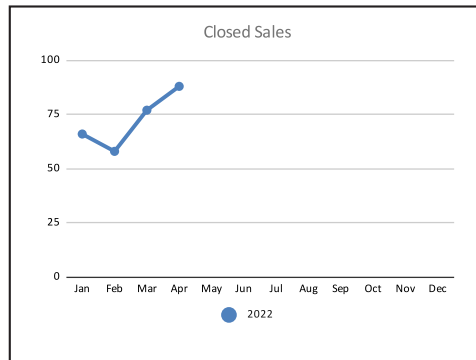
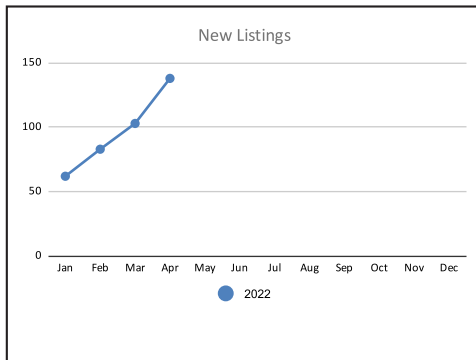
# Missoula City - Residential

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	138	-	-	388	-
Closed Sales	-	88	-	-	290	-
Median Sales Price	-	\$525k	-	-	\$514k	-
Average Sales Price	-	\$737k	-	-	\$606k	-
Average % of Original List Price Received	-	105%	-	-	\$104	-
Average Days on Market Until Sale	-	70	-	-	71	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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

# Missoula County - Commercial

**+3**

Change in  
New Listings

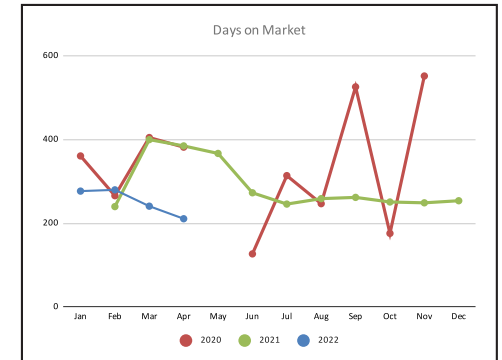
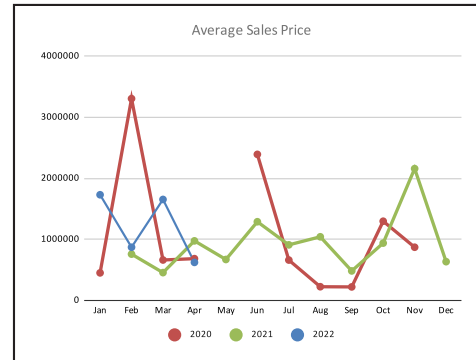
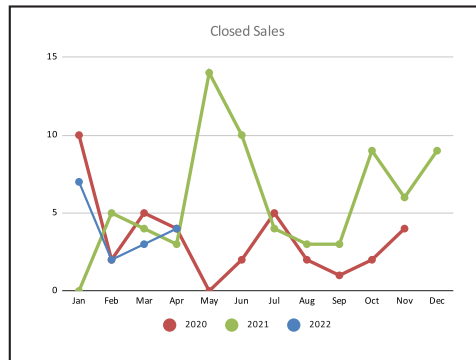
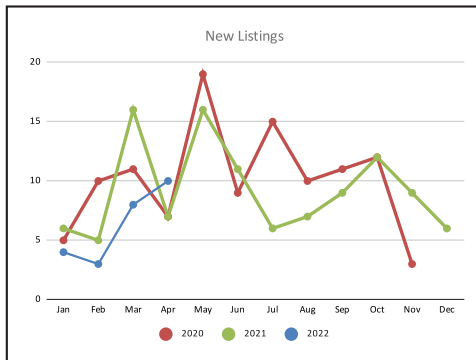
**+1**

Change in  
Closed Sales

**-\$352k**

Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	7	10	+3	31	25	+7
Closed Sales	3	4	+1	11	17	+6
Median Sales Price	\$1.025m	\$625k	-\$400k	\$580k	\$679k	+\$99
Average Sales Price	\$978k	\$626m	-\$352k	\$779k	\$1.34m	-\$561k
Average % of Original List Price Received	103%	95%	-8%	95%	95%	0%
Average Days on Market Until Sale	385	211	-126	381	197	184



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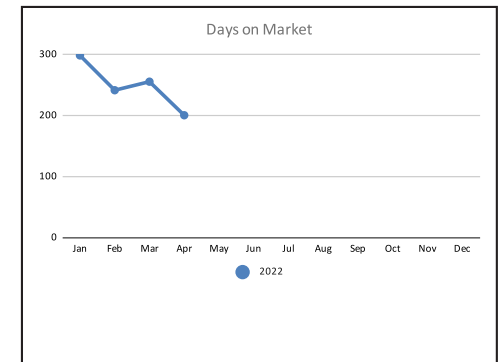
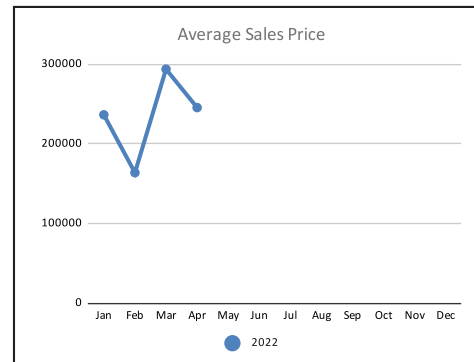
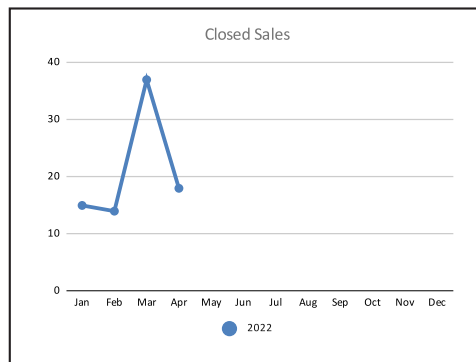
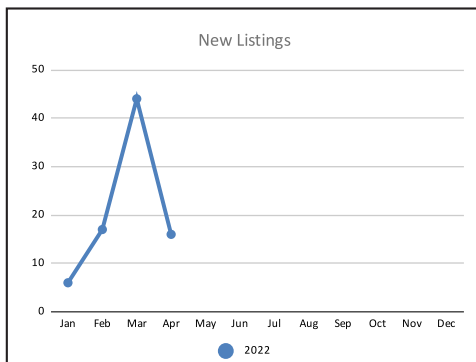
## Missoula City - Land

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	16	-	-	91	-
Closed Sales	-	18	-	-	84	-
Median Sales Price	-	\$180k	-	-	\$150k	-
Average Sales Price	-	\$245k	-	-	\$252k	-
Average % of Original List Price Received	-	98%	-	-	100%	-
Average Days on Market Until Sale	-	201	-	-	272	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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

# Missoula County - Land

**-5**

Change in  
**New Listings**

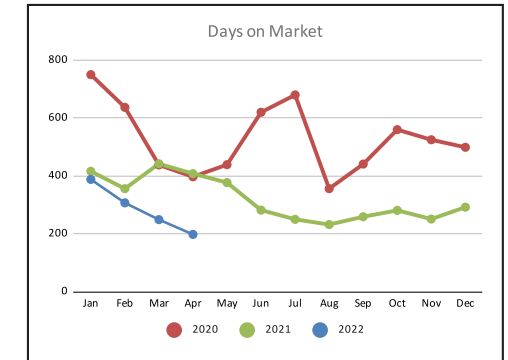
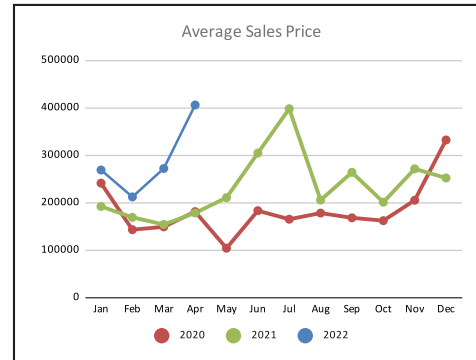
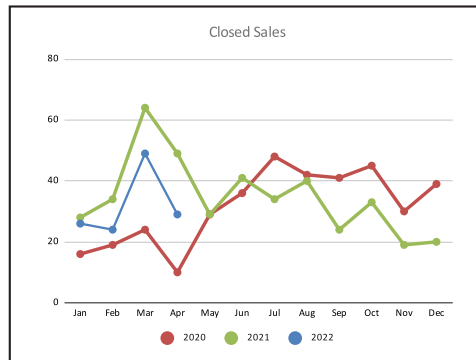
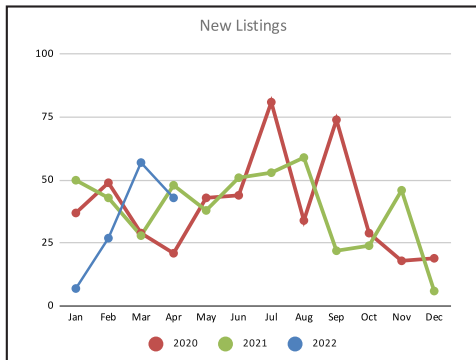
**-20**

Change in  
**Closed Sales**

**+\$228k**

Change in  
**Avg. Sales Price**

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	48	43	-5	168	144	-24
Closed Sales	49	29	-20	174	129	-45
Median Sales Price	\$105k	\$200k	+\$95k	\$119k	\$155k	+\$36k
Average Sales Price	\$178k	\$406k	+\$228k	\$170k	\$289k	+\$119k
Average % of Original List Price Received	97%	97%	0%	98%	99%	+1%
Average Days on Market Until Sale	408	198	-210	416	277	-139



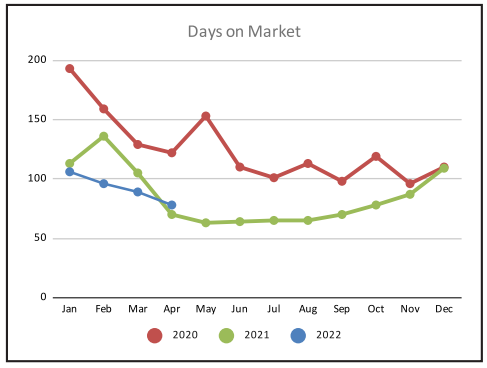
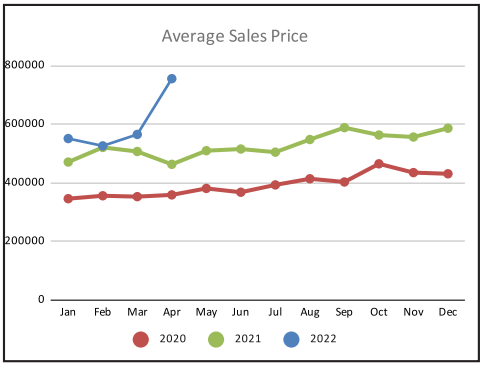
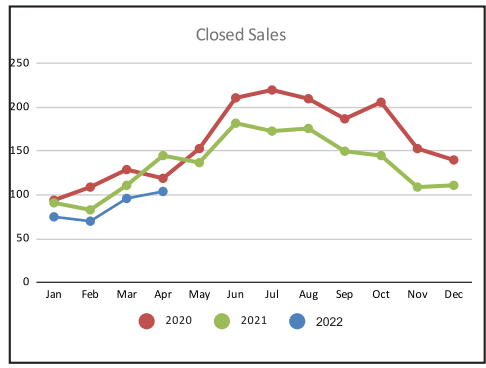
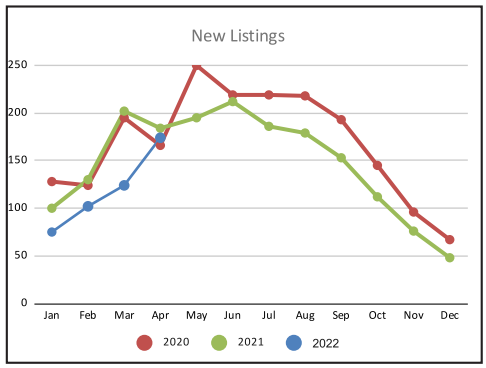
# Missoula County- Residential

**-10**  
Change in  
**New Listings**

**-41**  
Change in  
**Closed Sales**

**+\$292k**  
Change in  
**Avg. Sales Price**

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	184	174	-10	634	478	-156
Closed Sales	145	104	-41	431	347	-84
Median Sales Price	\$405k	\$535k	+\$130k	\$419k	\$522k	+\$103k
Average Sales Price	\$463k	\$755k	+\$292k	\$487k	\$613k	+\$126k
Average % of Original List Price Received	104%	105%	+1%	103%	103%	0%
Average Days on Market Until Sale	70	78	+8	98	78	-20



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# APRIL 2022 - LOCAL MARKET UPDATE

## Flathead County - Land

**-6**

Change in  
New Listings

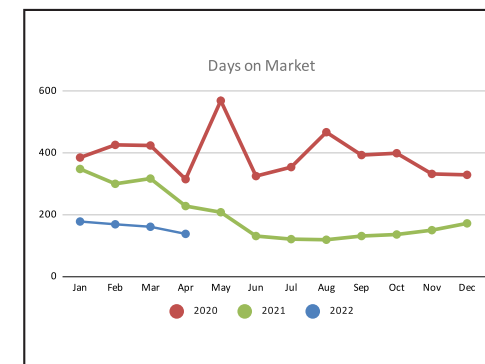
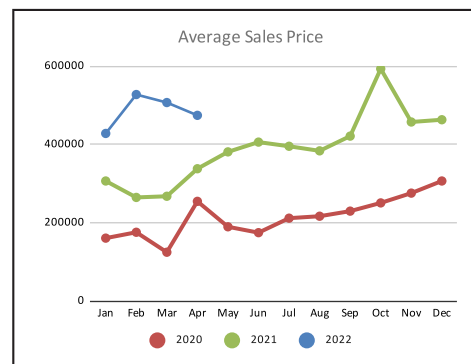
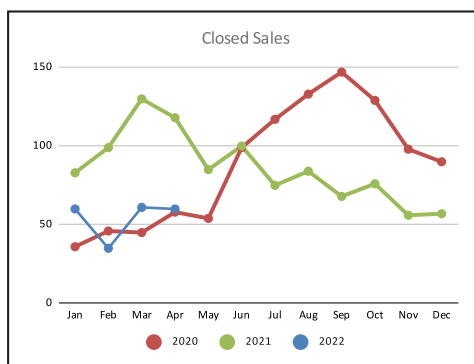
**-58**

Change in  
Closed Sales

**+\$83k**

Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	116	110	-6	372	334	-38
Closed Sales	118	60	-58	432	217	-215
Median Sales Price	\$570k	\$675k	+\$95k	\$450k	\$600k	+\$150k
Average Sales Price	\$255k	\$338k	+\$83k	\$292k	\$479k	+\$187k
Average % of Original List Price Received	98%	100%	+2%	97%	96%	-1%
Average Days on Market Until Sale	318	162	-156	318	153	-165



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# APRIL 2022 - LOCAL MARKET UPDATE

# Flathead County - Residential

**-123**

Change in  
New Listings

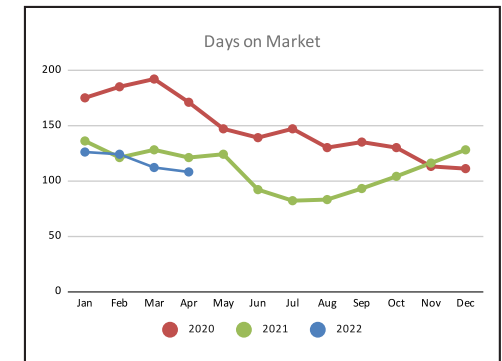
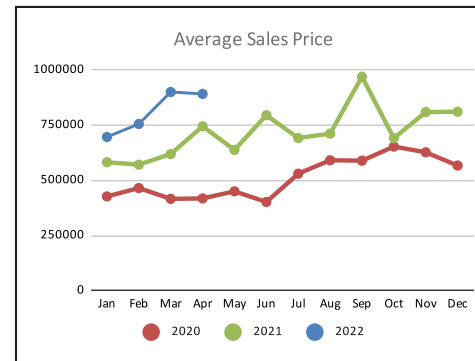
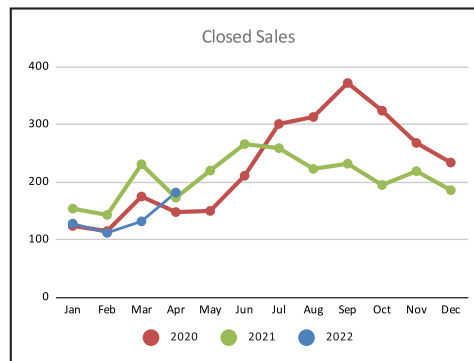
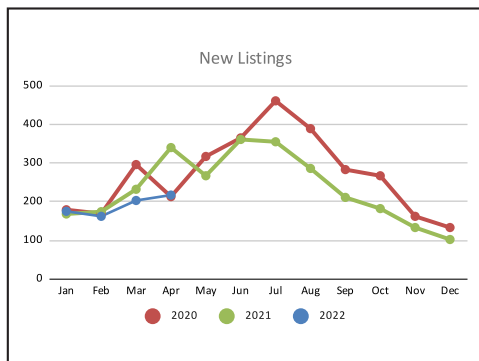
**+9**

Change in  
Closed Sales

**+\$147k**

Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	340	217	-123	917	763	-154
Closed Sales	173	182	+9	705	559	-146
Median Sales Price	\$570k	\$675k	+\$105k	\$450k	\$600k	+\$150k
Average Sales Price	\$745k	\$892k	+\$147k	\$631k	\$820k	+\$189k
Average % of Original List Price Received	102%	101%	-1%	100%	99%	-1%
Average Days on Market Until Sale	121	108	-13	124	108	-16



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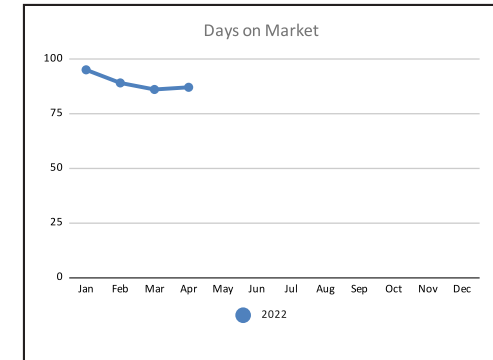
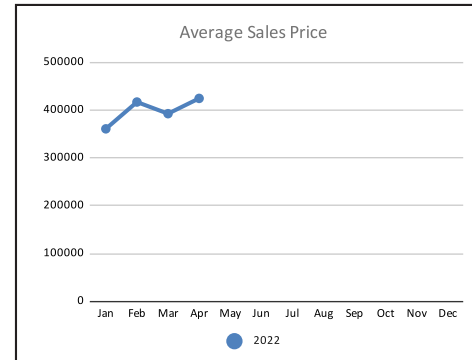
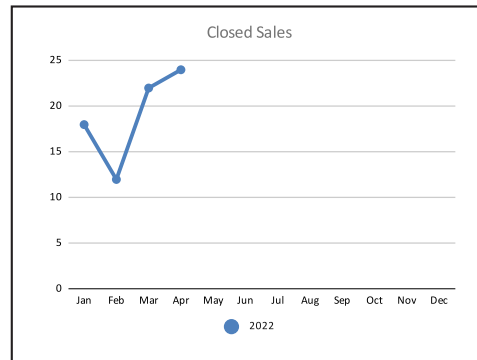
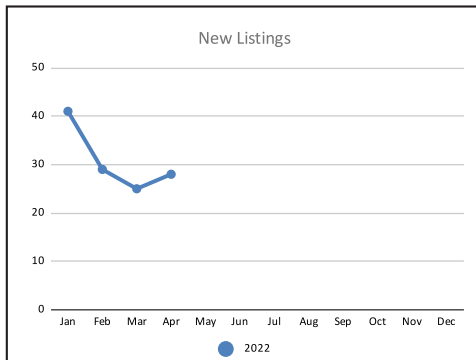
## Kalispell City - Land

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	28	-	-	123	-
Closed Sales	-	24	-	-	76	-
Median Sales Price	-	\$302k	-	-	\$273k	-
Average Sales Price	-	\$424k	-	-	\$399k	-
Average % of Original List Price Received	-	101%	-	-	98%	-
Average Days on Market Until Sale	-	87	-	-	89	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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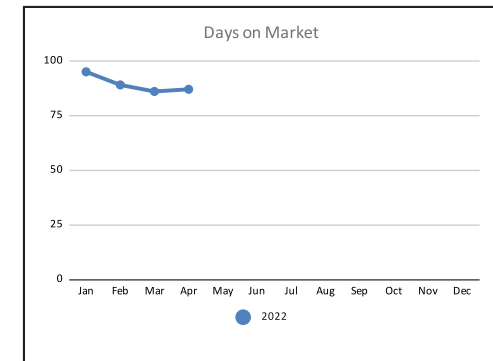
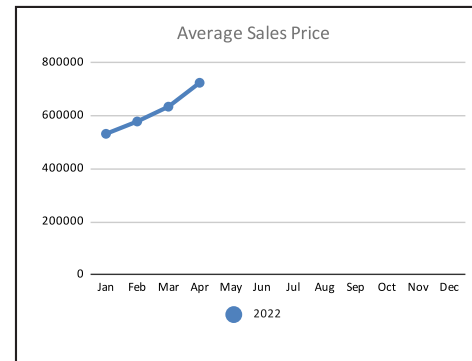
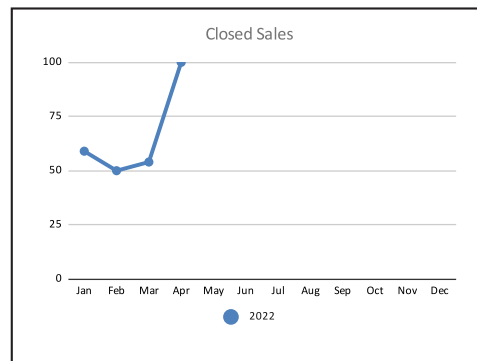
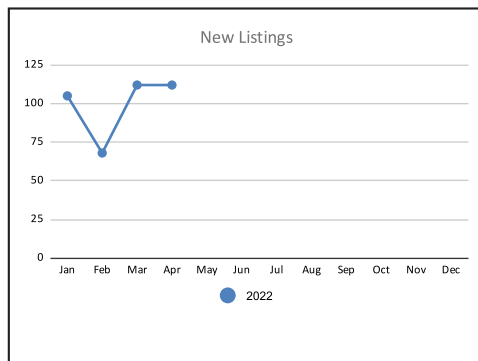
## Kalispell City - Residential

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	112	-	-	397	-
Closed Sales	-	100	-	-	264	-
Median Sales Price	-	\$572k	-	-	\$515k	-
Average Sales Price	-	\$724k	-	-	\$636k	-
Average % of Original List Price Received	-	101%	-	-	101%	-
Average Days on Market Until Sale	-	87	-	-	89	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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# APRIL 2022 - LOCAL MARKET UPDATE

## Lake County - Land

**-13**

Change in  
New Listings

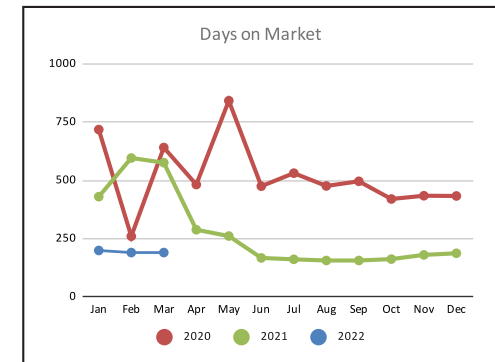
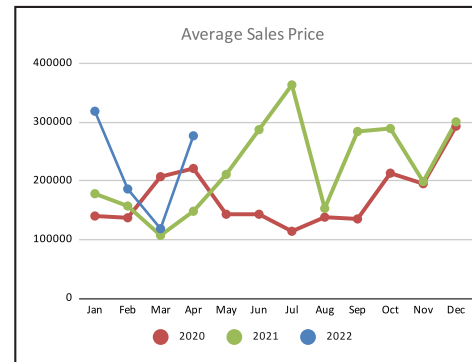
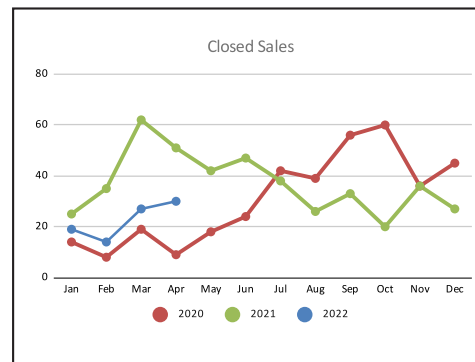
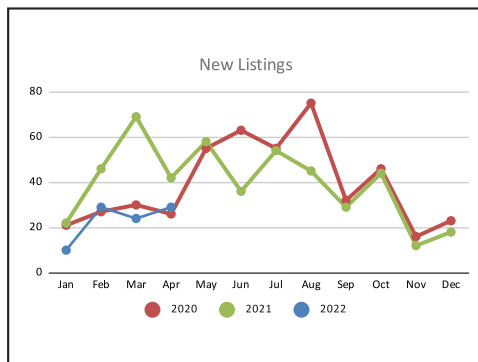
**-21**

Change in  
Closed Sales

**+\$129k**

Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	42	29	-13	138	63	-75
Closed Sales	51	30	-21	174	92	-83
Median Sales Price	\$95k	\$133k	+\$38k	\$85k	\$121k	+\$36k
Average Sales Price	\$148k	\$277k	+\$129k	\$140k	\$225k	+\$85k
Average % of Original List Price Received	97%	97%	0%	97%	98%	+1%
Average Days on Market Until Sale	289	177	-112	371	172	-199



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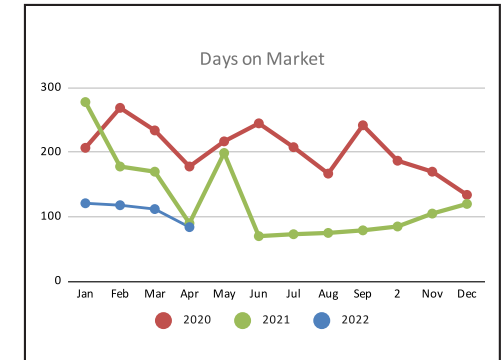
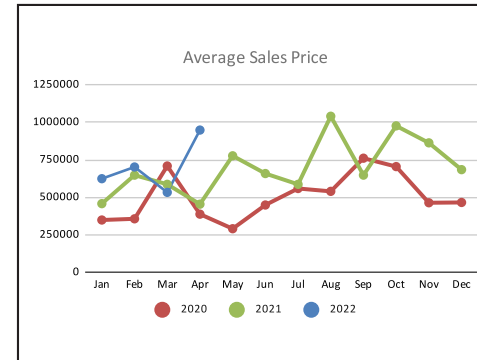
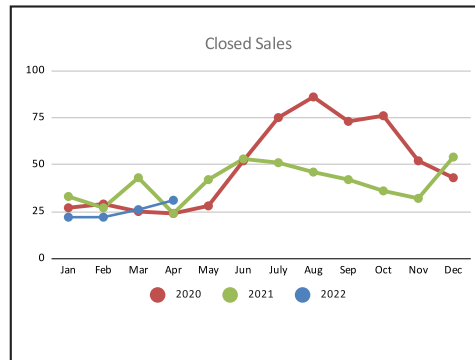
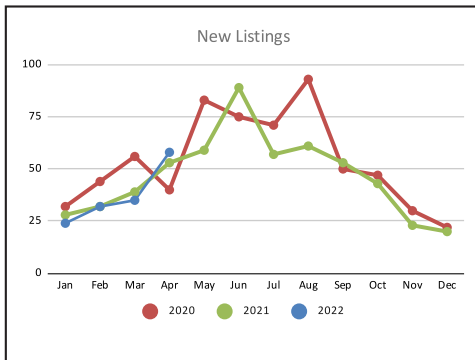
## Lake County - Residential

**+3**  
Change in  
New Listings

**+7**  
Change in  
Closed Sales

**+\$493k**  
Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	53	58	+3	155	149	-6
Closed Sales	24	31	+7	127	101	26
Median Sales Price	\$355k	\$590k	+\$235k	\$415k	\$520k	+\$105k
Average Sales Price	\$456k	\$949k	+\$493k	\$543k	\$718k	+\$175k
Average % of Original List Price Received	99%	101%	+2%	99%	101%	2%
Average Days on Market Until Sale	90	84	-6	132	90	-42



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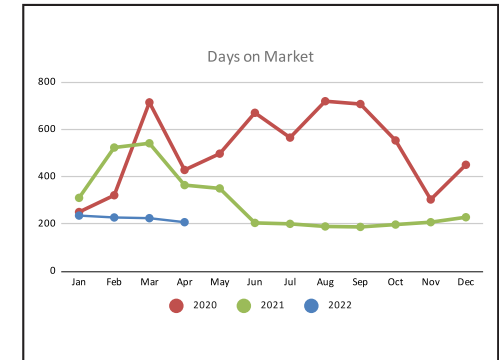
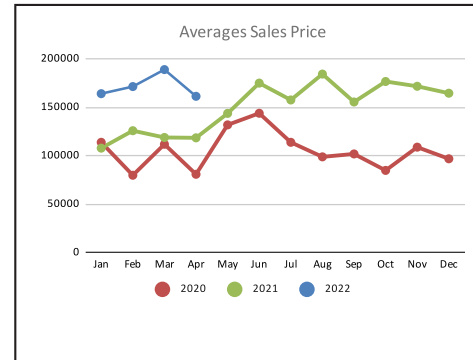
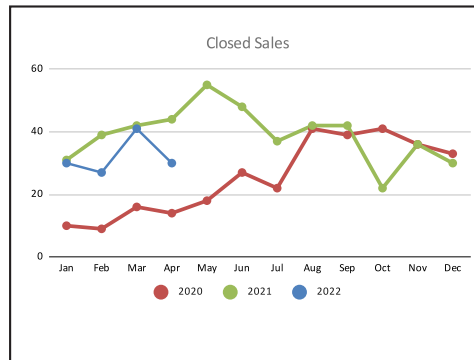
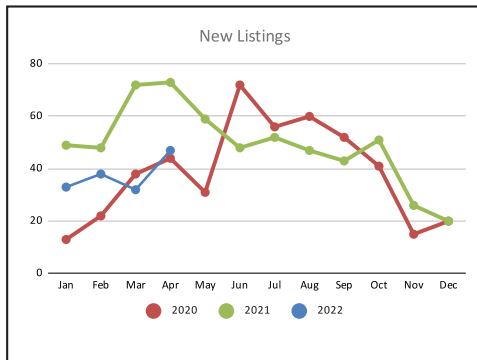
## Lincoln County - Land

**-26**  
Change in  
New Listings

**-14**  
Change in  
Closed Sales

**+\$42k**  
Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	73	47	-26	241	153	-88
Closed Sales	44	30	-14	156	128	-28
Median Sales Price	\$86k	\$126k	+\$40k	\$85k	\$140k	+\$55k
Average Sales Price	\$119k	\$161k	+\$42k	\$119k	\$173k	+\$54k
Average % of Original List Price Received	96%	96%	0%	94%	97%	+3%
Average Days on Market Until Sale	365	208	-157	392	204	-188



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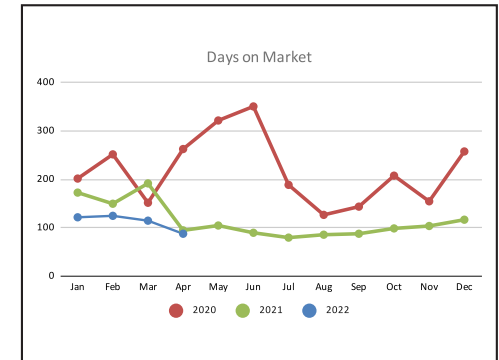
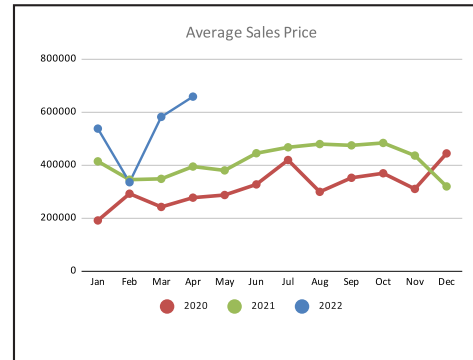
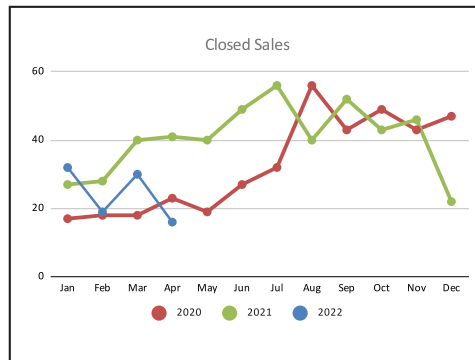
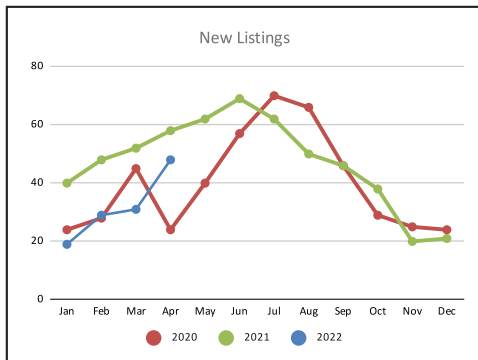
# Lincoln County - Residential

**-10**  
Change in  
New Listings

**-25**  
Change in  
Closed Sales

**+\$264k**  
Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	58	48	-10	197	127	-70
Closed Sales	41	16	-25	138	99	-39
Median Sales Price	\$320k	\$614	+\$294k	\$287k	\$435k	+\$148k
Average Sales Price	\$394k	\$658k	+\$264k	\$374k	\$526k	+\$152k
Average % of Original List Price Received	100%	98%	-2%	98%	94%	-4%
Average Days on Market Until Sale	95	88	-7	119	101	-18



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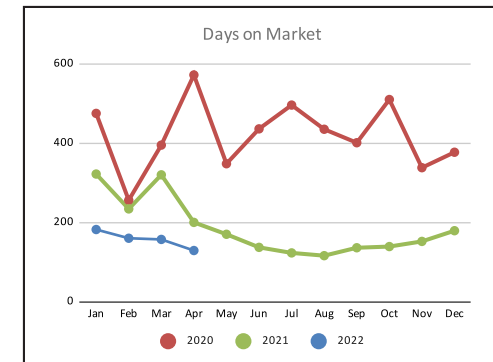
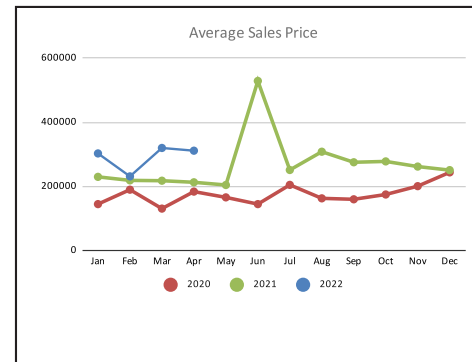
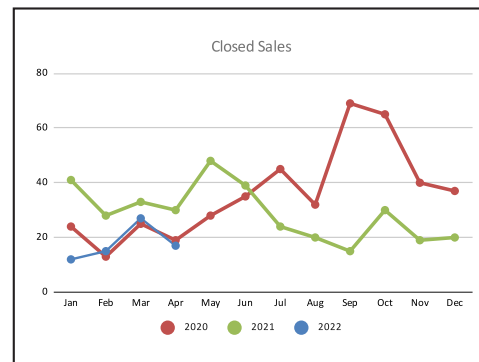
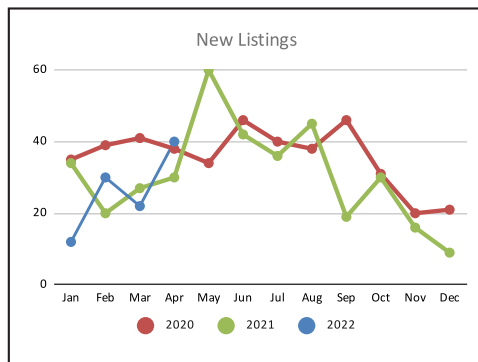
## Ravalli County - Land

**+10**  
Change in  
New Listings

**-13**  
Change in  
Closed Sales

**+\$99k**  
Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	30	40	+10	110	107	-3
Closed Sales	30	17	-13	133	73	-60
Median Sales Price	\$140k	\$269k	+\$129k	\$160k	\$253k	+\$93k
Average Sales Price	\$213k	\$312k	+\$99k	\$220k	\$297k	+\$77k
Average % of Original List Price Received	96%	95%	-1%	97%	96%	-1%
Average Days on Market Until Sale	200	129	-71	245	132	-113



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

# APRIL 2022 - LOCAL MARKET UPDATE

# Ravalli County - Residential

**-8**

Change in  
New Listings

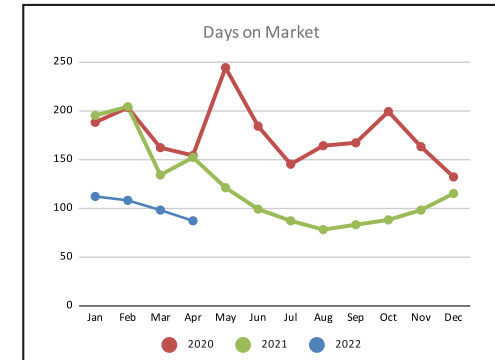
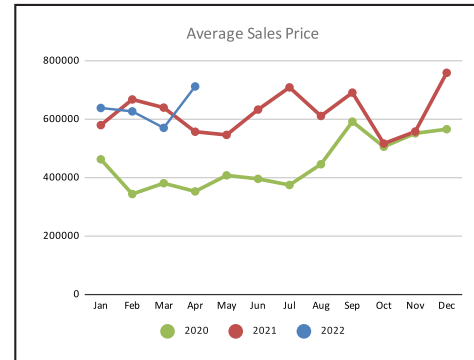
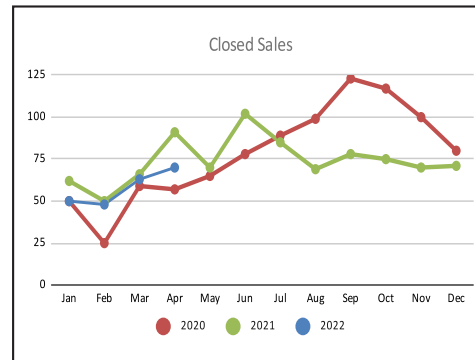
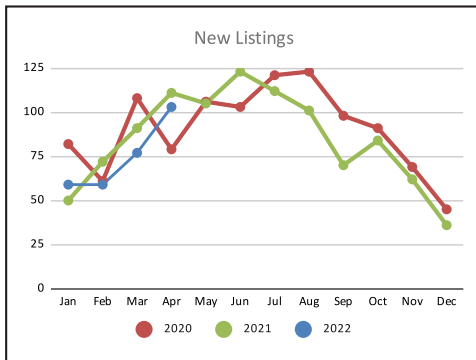
**21**

Change in  
Closed Sales

**+\$156k**

Change in  
Avg. Sales Price

	April			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	111	103	-8	325	300	-25
Closed Sales	91	70	-21	270	232	-38
Median Sales Price	\$440k	\$582k	+\$142k	\$440k	\$549k	+\$109k
Average Sales Price	\$558k	\$714k	+\$156k	\$588k	\$642k	+\$54k
Average % of Original List Price Received	100%	100%	0%	99%	99%	0%
Average Days on Market Until Sale	152	87	-75	158	90	-68



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