

# MAY 2022 - LOCAL MARKET UPDATE

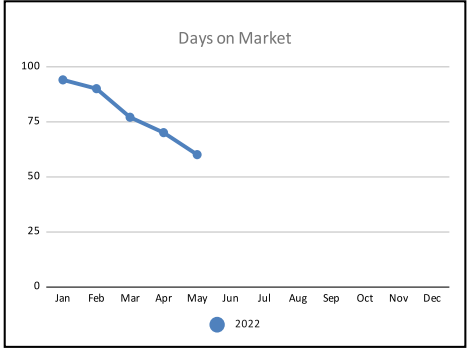
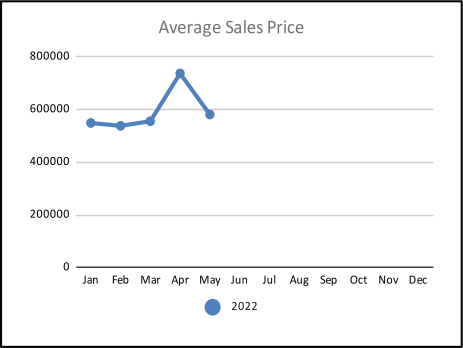
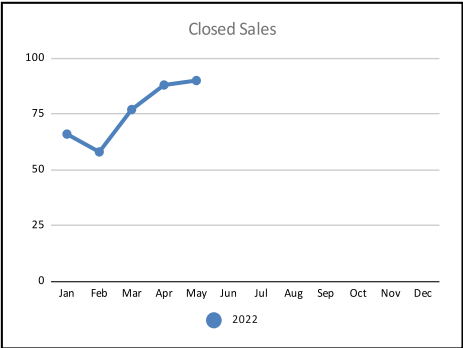
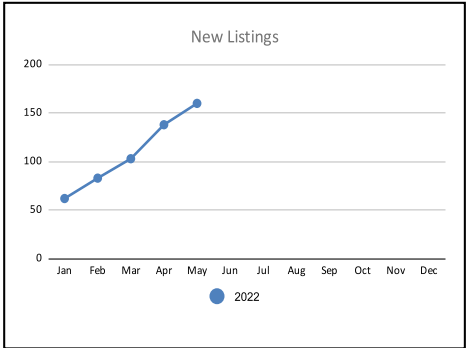
## Missoula City - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	160	-	-	549	-
Closed Sales	-	90	-	-	380	-
Median Sales Price	-	\$544k	-	-	\$525k	-
Average Sales Price	-	\$581k	-	-	\$600k	-
Average % of Original List Price Received	-	108%	-	-	105%	-
Average Days on Market Until Sale	-	60	-	-	65	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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

# MAY 2022 - LOCAL MARKET UPDATE

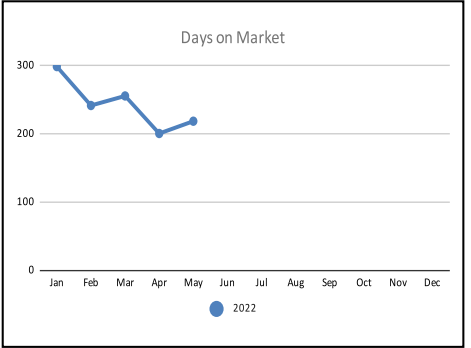
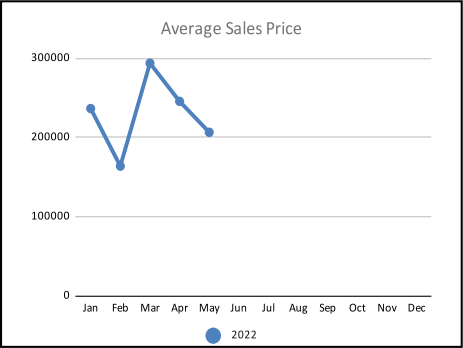
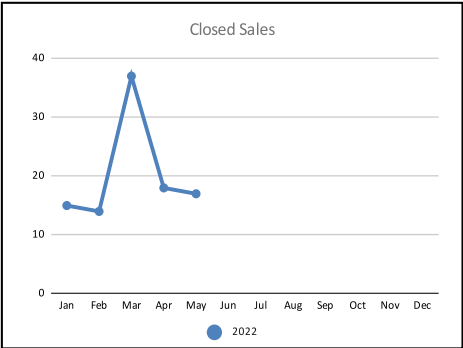
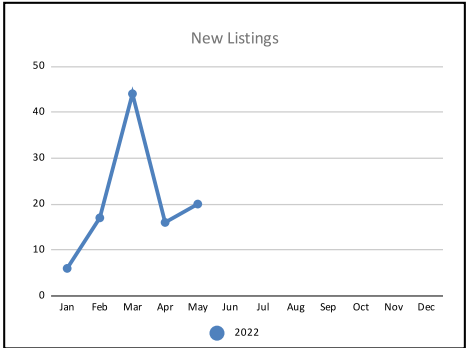
## Missoula City - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	20	-	-	111	-
Closed Sales	-	17	-	-	101	-
Median Sales Price	-	\$165k	-	-	\$155k	-
Average Sales Price	-	\$207k	-	-	\$244k	-
Average % of Original List Price Received	-	100%	-	-	99%	-
Average Days on Market Until Sale	-	219	-	-	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.

# MAY 2022 - LOCAL MARKET UPDATE

## Missoula County - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	195	222	+27	829	700	-129
Closed Sales	137	111	-26	568	458	-110
Median Sales Price	\$449k	\$551k	+\$102k	\$425k	\$530k	+\$105k
Average Sales Price	\$510k	\$598k	+\$88k	\$492k	\$609k	+\$117k
Average % of Original List Price Received	104%	106%	+2%	103%	104%	+1%
Average Days on Market Until Sale	63	65	+2	75	70	-5

**+27**

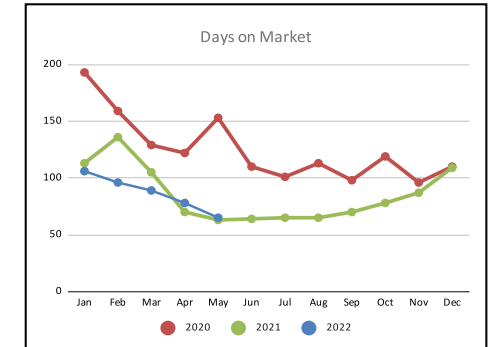
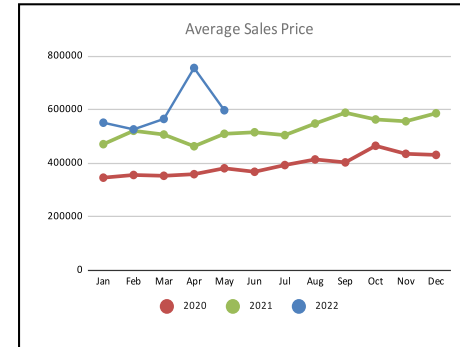
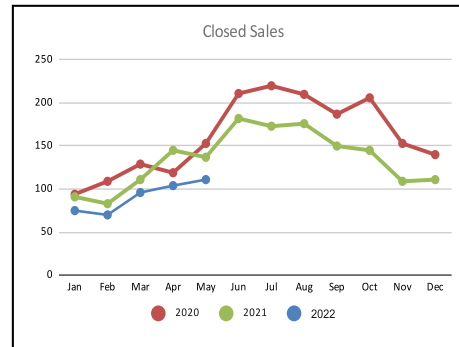
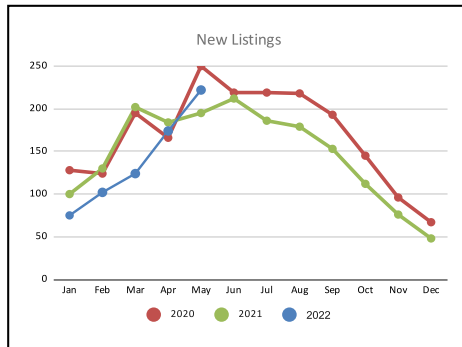
Change in  
New Listings

**-26**

Change in  
Closed Sales

**+\$88k**

Change in  
Avg. Sales Price



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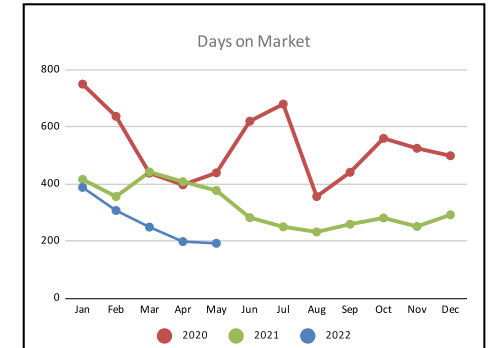
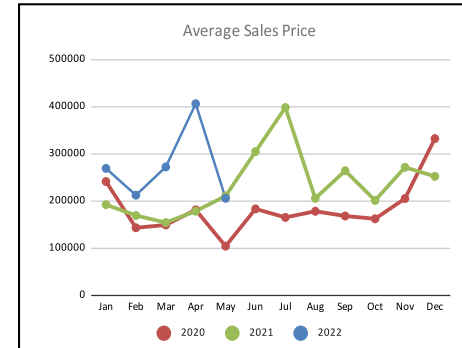
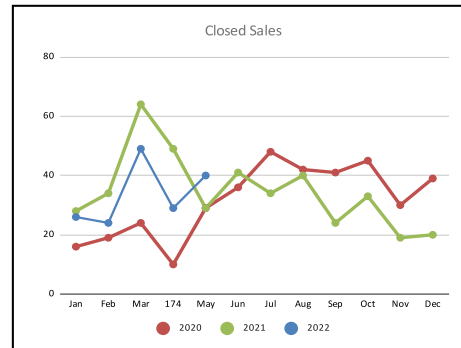
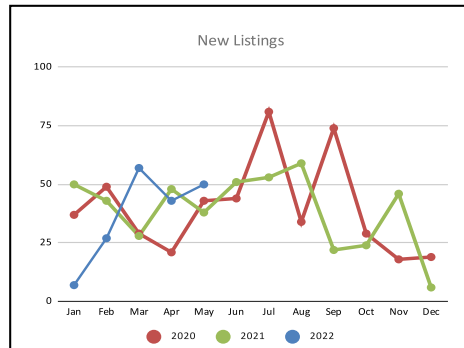
## Missoula County - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	38	50	+12	206	194	-12
Closed Sales	29	40	+11	203	169	-34
Median Sales Price	\$135k	\$160k	+\$25k	\$120k	\$155k	+\$35k
Average Sales Price	\$211k	\$207k	-\$4k	+\$176k	\$269k	+\$93k
Average % of Original List Price Received	98%	99%	+1%	98%	100%	+2%
Average Days on Market Until Sale	377	192	-185	395	231	-136

**+12**  
Change in  
New Listings

**+11**  
Change in  
Closed Sales

**-\$4k**  
Change in  
Avg. Sales Price



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# MAY 2022 - LOCAL MARKET UPDATE

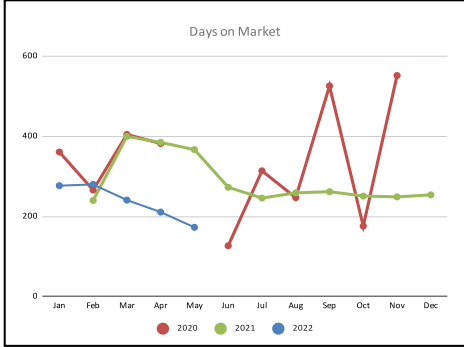
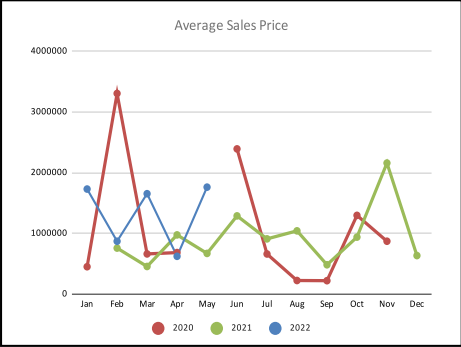
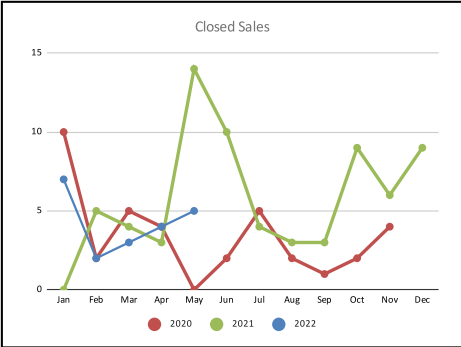
## Missoula County - Commercial

**-7**  
Change in  
New Listings

**-9**  
Change in  
Closed Sales

**+\$1.1M**  
Change in  
Avg. Sales Price

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	16	9	-7	47	34	-13
Closed Sales	14	5	-9	25	22	-3
Median Sales Price	\$482k	\$1.7M	+\$1.2M	\$513k	\$826k	+\$313k
Average Sales Price	\$673k	\$1.8M	+\$1.1M	\$720k	\$1.4M	+\$680k
Average % of Original List Price Received	98%	95%	-3%	97%	98%	+1%
Average Days on Market Until Sale	367	173	-194	368	180	-178



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# MAY 2022 - LOCAL MARKET UPDATE

## Flathead County - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	156	116	-40	528	450	-78
Closed Sales	85	51	-34	517	268	-249
Median Sales Price	\$220k	\$335k	+\$115k	\$182k	\$300k	+\$118k
Average Sales Price	\$381k	\$530k	+\$149k	\$307k	\$489k	+\$182k
Average % of Original List Price Received	99%	102%	+3%	98%	98%	+0%
Average Days on Market Until Sale	209	124	-85	267	126	-99

**-40**

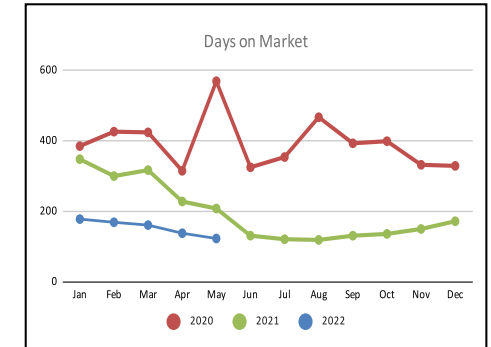
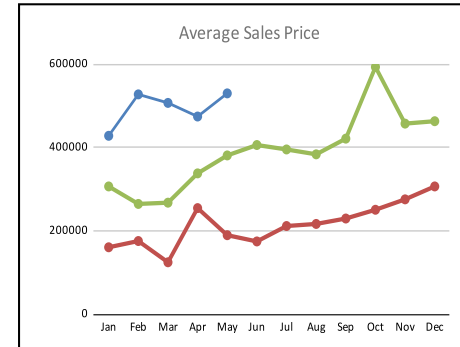
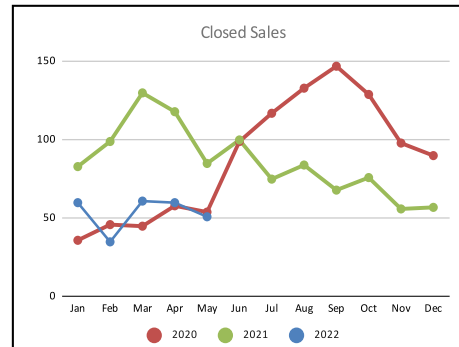
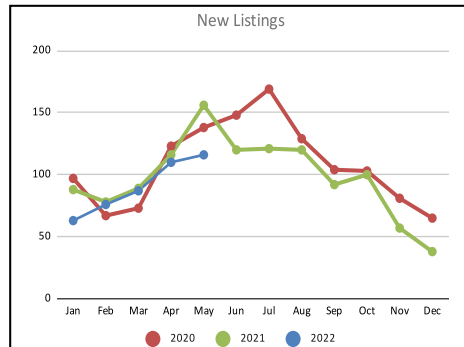
Change in  
New Listings

**-34**

Change in  
Closed Sales

**+\$149k**

Change in  
Avg. Sales Price



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

# MAY 2022 - LOCAL MARKET UPDATE

## Flathead County - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	267	303	+36	1,184	1,066	-118
Closed Sales	220	178	-42	925	737	-188
Median Sales Price	\$477k	\$625k	+\$148k	\$458k	\$605k	+\$147k
Average Sales Price	\$638k	\$826k	+\$188k	\$633k	\$822k	+\$189k
Average % of Original List Price Received	102%	102%	-0%	100%	101%	+1%
Average Days on Market Until Sale	124	102	-22	125	102	-23

**+36**

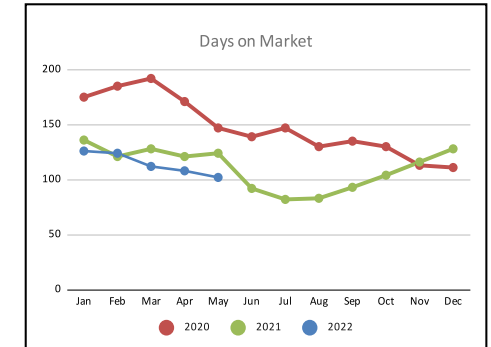
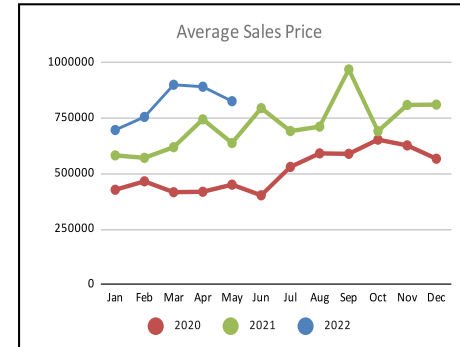
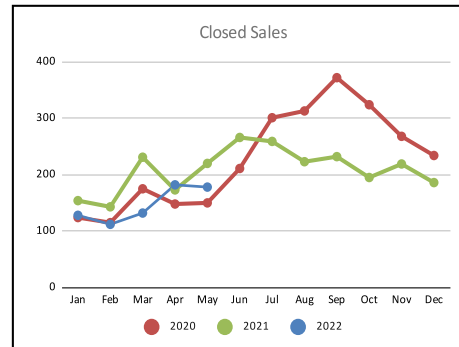
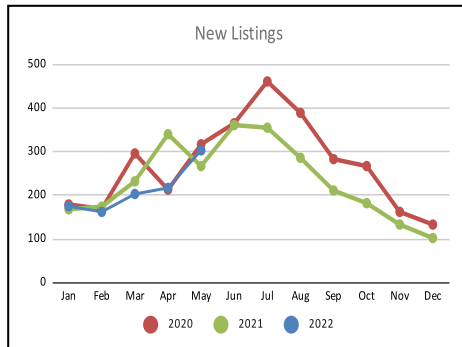
Change in  
New Listings

**-42**

Change in  
Closed Sales

**+\$188k**

Change in  
Avg. Sales Price



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# MAY 2022 - LOCAL MARKET UPDATE

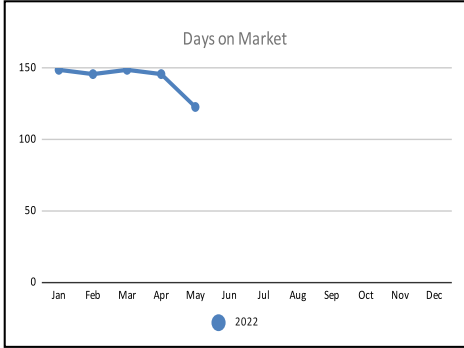
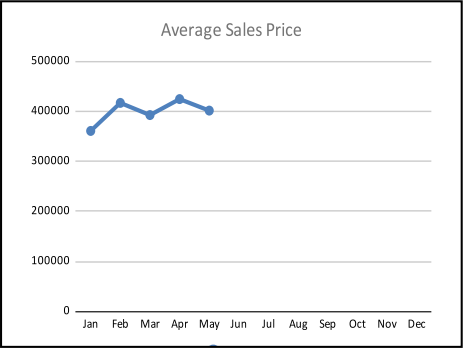
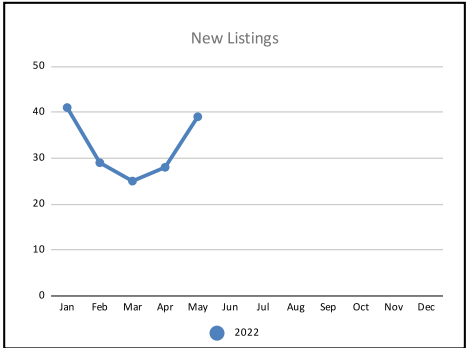
## Kalispell City - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	38	-	-	160	-
Closed Sales	-	16	-	-	92	-
Median Sales Price	-	\$300k	-	-	\$280k	-
Average Sales Price	-	\$401k	-	-	\$399k	-
Average % of Original List Price Received	-	102%	-	-	99%	-
Average Days on Market Until Sale	-	123	-	-	136	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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# MAY 2022 - LOCAL MARKET UPDATE

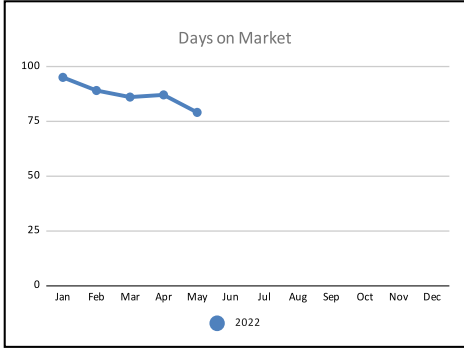
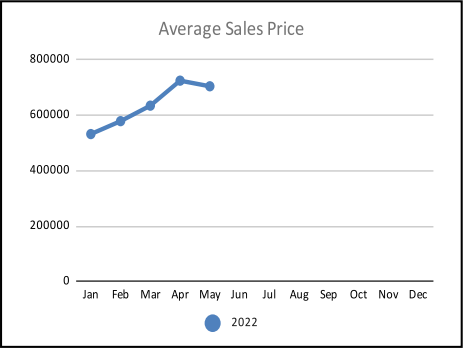
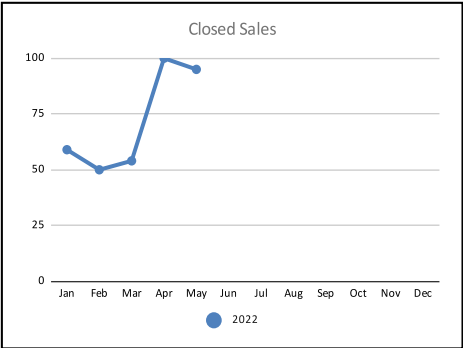
## Kalispell City - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	-	157	-	-	554	-
Closed Sales	-	95	-	-	359	-
Median Sales Price	-	\$590k	-	-	\$540k	-
Average Sales Price	-	\$704k	-	-	\$654k	-
Average % of Original List Price Received	-	102%	-	-	101%	-
Average Days on Market Until Sale	-	79	-	-	83	-

—  
Change in  
New Listings

—  
Change in  
Closed Sales

—  
Change in  
Avg. Sales Price



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# MAY 2022 - LOCAL MARKET UPDATE

## Lake County - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	58	37	-21	236	133	-103
Closed Sales	42	28	-14	216	120	-96
Median Sales Price	\$112k	\$195k	+\$83k	\$89k	\$135k	+\$46k
Average Sales Price	\$211k	\$256k	+\$45k	\$154k	\$232k	+\$78k
Average % of Original List Price Received	98%	101%	+3%	99%	101%	+2%
Average Days on Market Until Sale	262	125	-137	367	159	-1208

**-21**

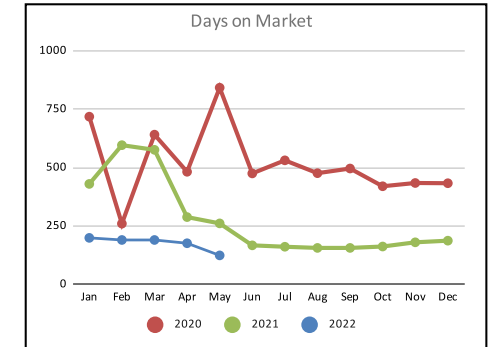
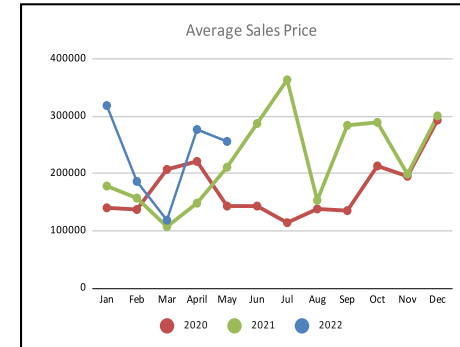
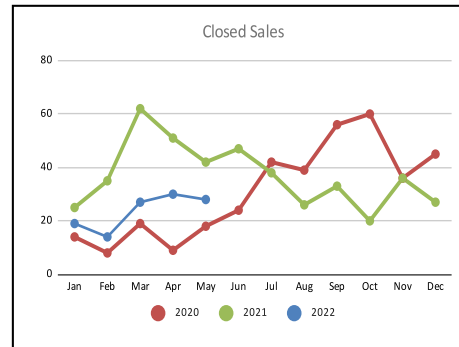
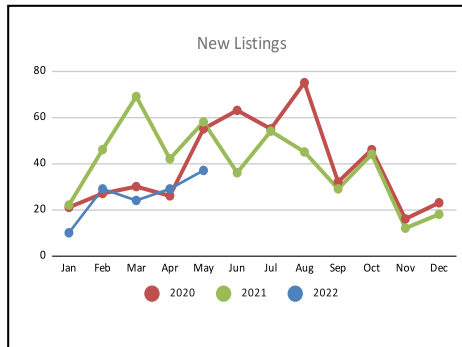
Change in  
New Listings

**-14**

Change in  
Closed Sales

**+\$45k**

Change in  
Avg. Sales Price



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

MAY 2022 - LOCAL MARKET UPDATE

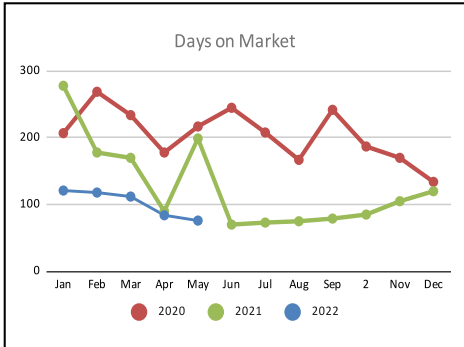
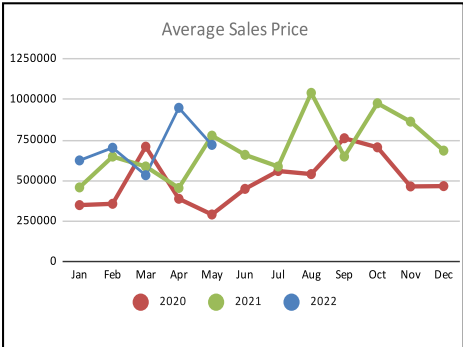
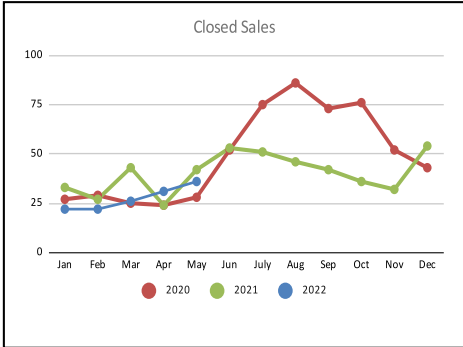
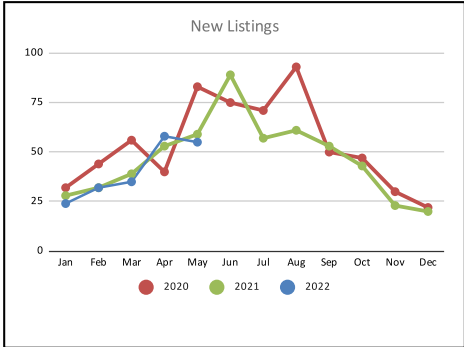
Lake County - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	59	55	-4	214	205	-9
Closed Sales	42	36	-6	169	137	-32
Median Sales Price	\$548k	\$557k	+\$9k	\$430k	\$525k	+\$95k
Average Sales Price	\$778k	\$721k	-\$57k	\$601k	\$719k	+\$118k
Average % of Original List Price Received	98%	101%	+3%	99%	101%	+2%
Average Days on Market Until Sale	199	76	-123	131	84	-47

-4  
Change in  
New Listings

-6  
Change in  
Closed Sales

-\$57k  
Change in  
Avg. Sales Price



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MAY 2022 - LOCAL MARKET UPDATE

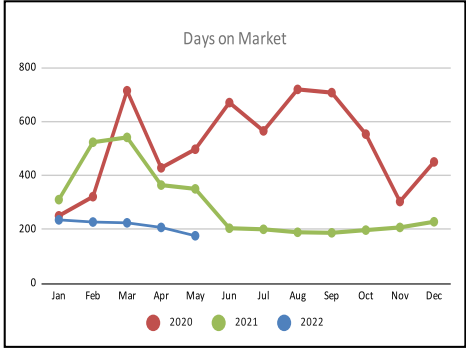
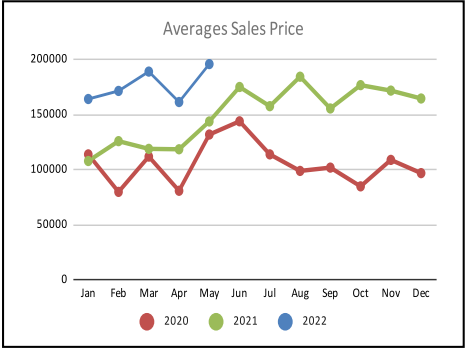
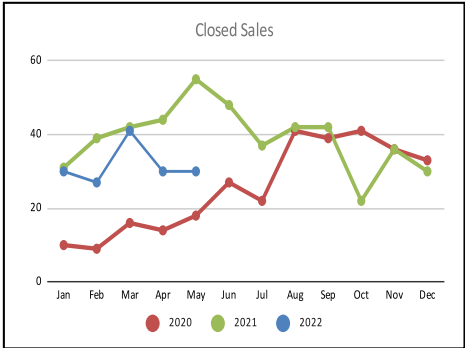
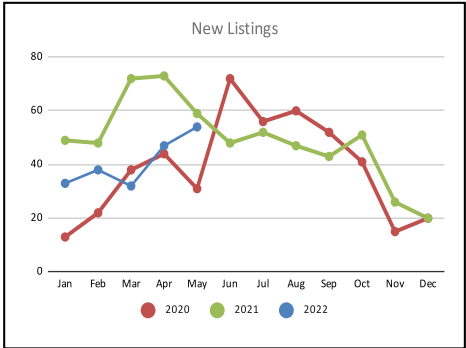
Lincoln County - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	59	54	-5	300	207	-93
Closed Sales	55	30	-25	211	159	-52
Median Sales Price	\$110k	\$163k	+\$53k	\$90k	\$145k	+\$55k
Average Sales Price	\$144k	\$196k	+\$52k	\$125k	\$177k	+\$52k
Average % of Original List Price Received	97%	95%	-2%	95%	96%	+1%
Average Days on Market Until Sale	351	177	-174	393	182	-211

-5  
Change in  
New Listings

-25  
Change in  
Closed Sales

+\$52k  
Change in  
Avg. Sales Price



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

# MAY 2022 - LOCAL MARKET UPDATE

## Lincoln County - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	62	75	+13	259	203	-56
Closed Sales	40	38	-2	178	137	-41
Median Sales Price	\$324k	\$430k	+\$96k	\$300k	\$430k	+\$130k
Average Sales Price	\$380k	\$489k	+\$109k	\$375k	\$516k	+\$141k
Average % of Original List Price Received	99%	98%	-1%	99%	98%	-1%
Average Days on Market Until Sale	105	79	-26	126	94	-32

**+13**

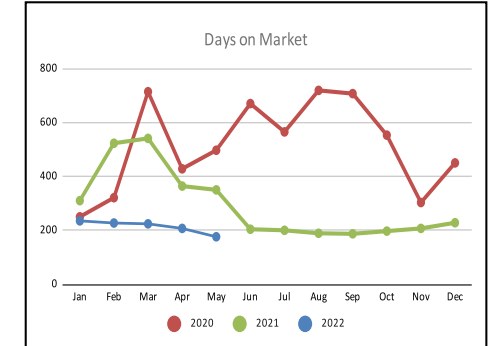
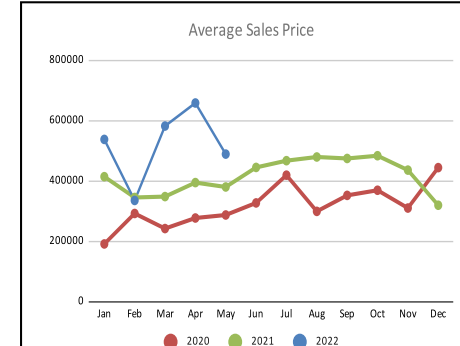
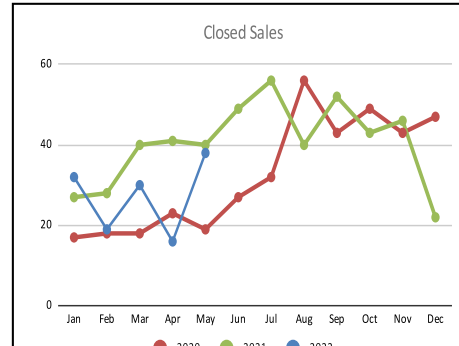
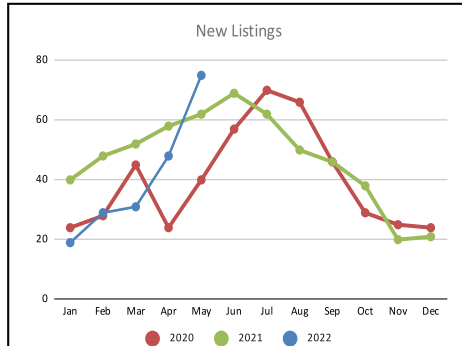
Change in  
New Listings

**-2**

Change in  
Closed Sales

**+\$109k**

Change in  
Avg. Sales Price



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

# MAY 2022 - LOCAL MARKET UPDATE

## Ravalli County - Land

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	60	42	-18	170	149	-21
Closed Sales	48	18	-30	181	91	-90
Median Sales Price	\$165k	\$232k	+\$167k	\$160k	\$250k	+\$90k
Average Sales Price	\$205k	\$260k	+\$55k	\$216k	\$289k	+\$73k
Average % of Original List Price Received	99%	98%	-1%	97%	97%	0%
Average Days on Market Until Sale	170	95	-75	223	114	-109

**-18**

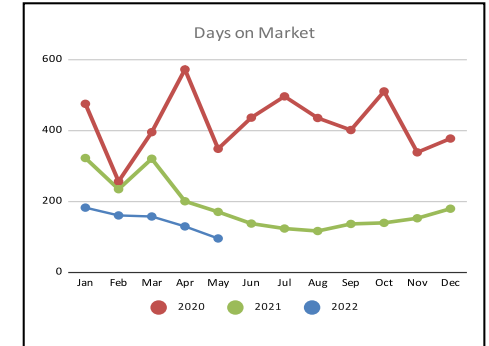
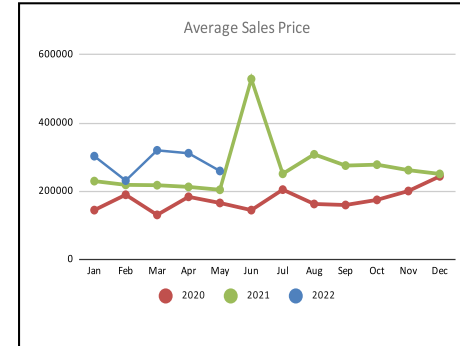
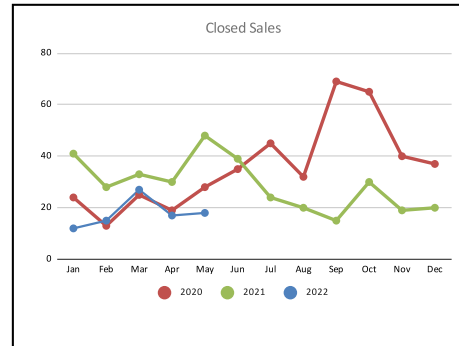
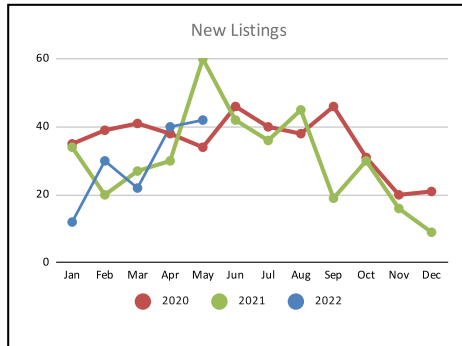
Change in  
New Listings

**-30**

Change in  
Closed Sales

**+\$55k**

Change in  
Avg. Sales Price



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

# MAY 2022 - LOCAL MARKET UPDATE

## Ravalli County - Residential

	May			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	105	136	+21	430	437	+7
Closed Sales	70	65	-5	340	300	-40
Median Sales Price	\$450k	\$570k	+\$120k	\$444k	\$550k	+\$106k
Average Sales Price	\$548k	\$734k	+\$186k	\$580k	\$659k	+\$79k
Average % of Original List Price Received	102%	101%	-1%	100%	100%	0%
Average Days on Market Until Sale	121	75	-46	143	80	-63

**+21**

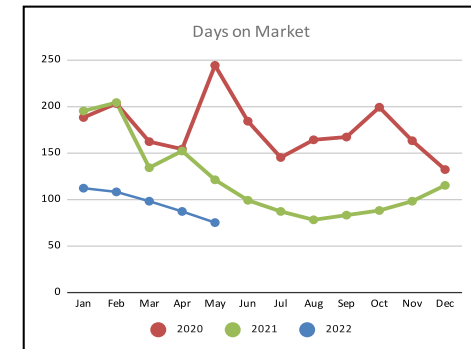
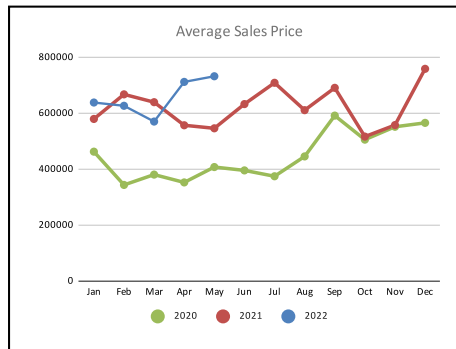
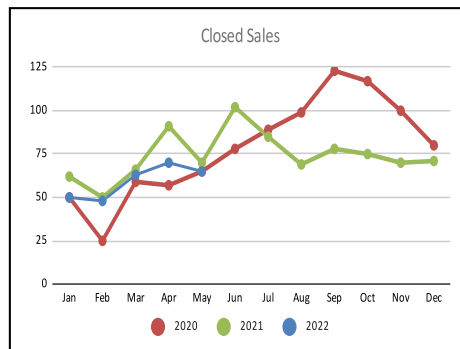
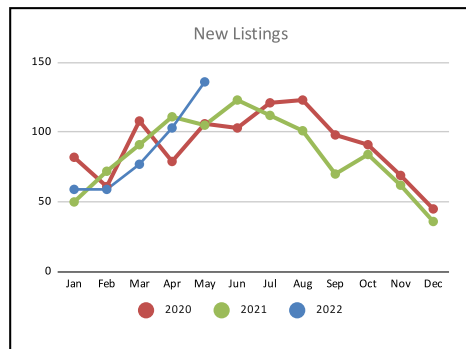
Change in  
New Listings

**-5**

Change in  
Closed Sales

**+\$186k**

Change in  
Avg. Sales Price



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