

Local Market Update

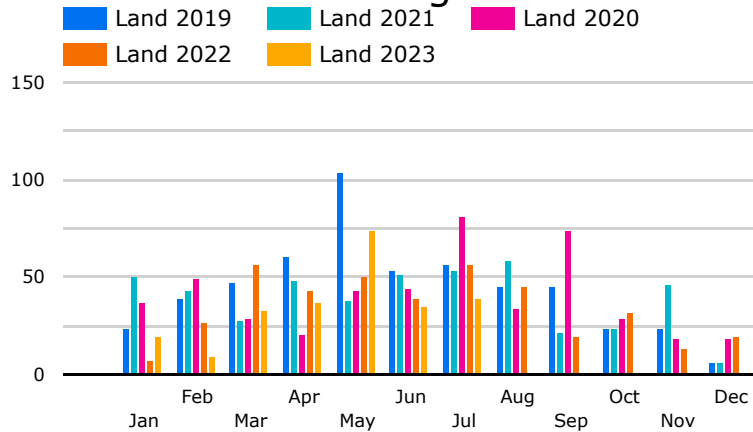
Missoula County - Land

Month: Apr

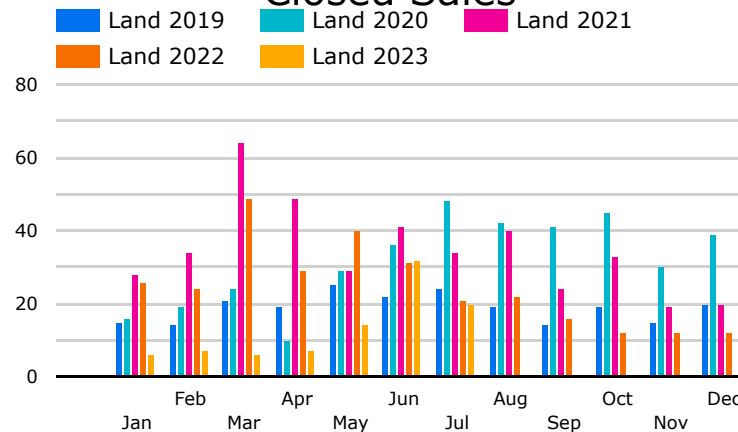
(1) ▾

New Listings	Land 2022 43	Land 2023 37	+/- -6	Land YTD 2022 144	Land YTD 2023 99	+/- -45
Closed Sales	29	7	-22	129	26	-103
Median Sales Price (\$)	200.0K	160.0K	-40.0K	155.0K	160.0K	5.0K
Average Sales Price (\$)	405.8K	215.3K	-190.5K	289.1K	213.6K	-75.5K
Average % of Original List Price Received	97.00%	97.00%	0.00%	99.00%	96.00%	-3.00%
Average Days on Market Until Sale	198	397	199	245	261	16

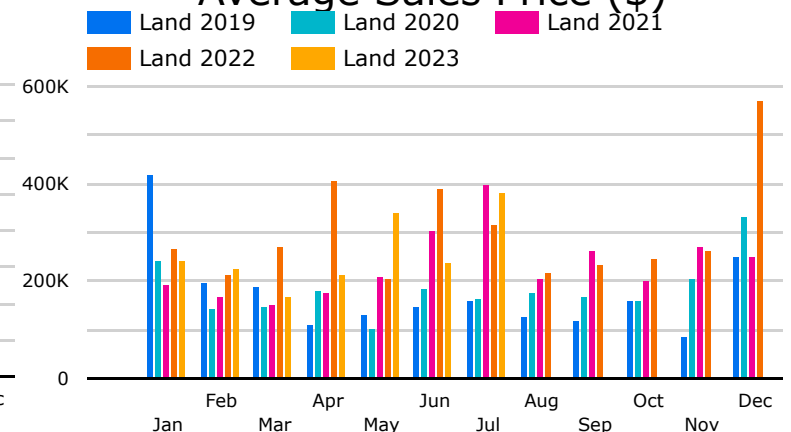
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

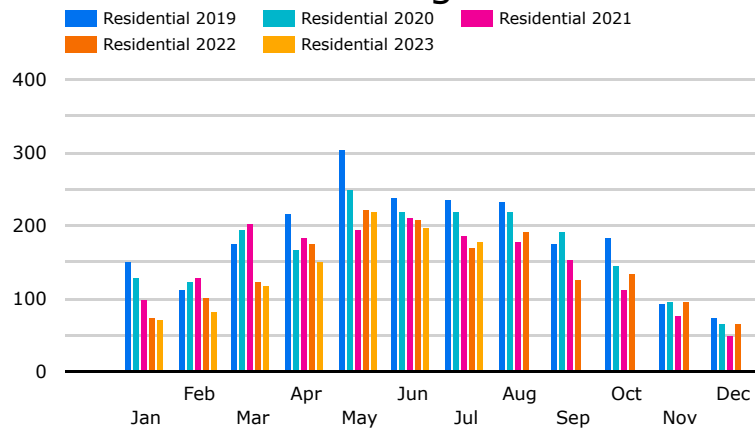
Local Market Update Missoula County - Residential

Month: Apr

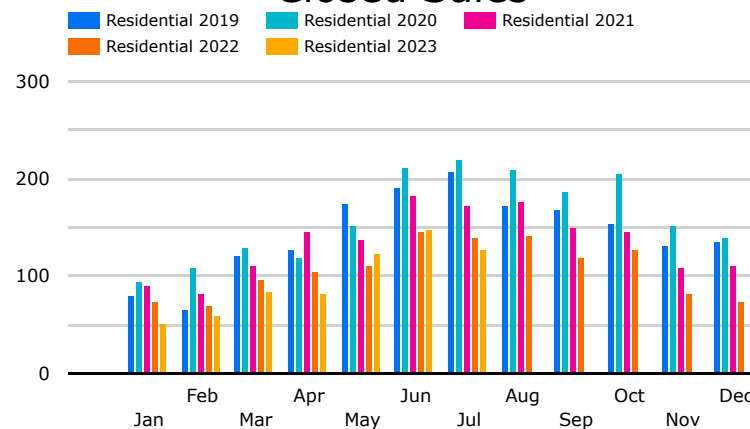
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New Listings	Residential 2022 174	Residential 2023 151	+/- -23	Residential YTD 2022 478	Residential YTD 2023 431	+/- -47
Closed Sales	104	82	-22	347	291	-56
Median Sales Price (\$)	535.0K	557.0K	22.1K	522.0K	533.0K	11.0K
Average Sales Price (\$)	755.4K	580.3K	-175.2K	613.1K	567.7K	-45.4K
Average % of Original List Price Received	105.00%	98.00%	-7.00%	105.00%	95.00%	-8.00%
Average Days on Market Until Sale	78	180	102	78	118	40

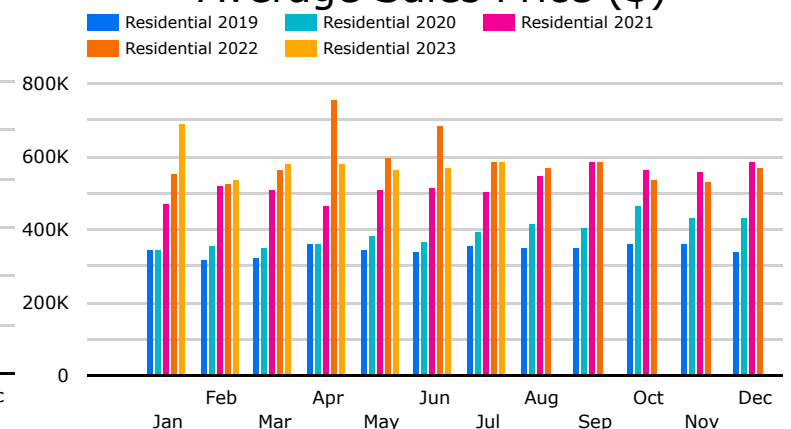
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

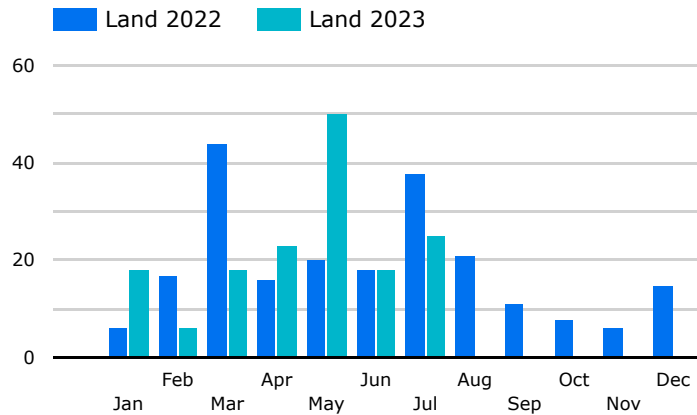
Missoula City - Land

Month: Apr

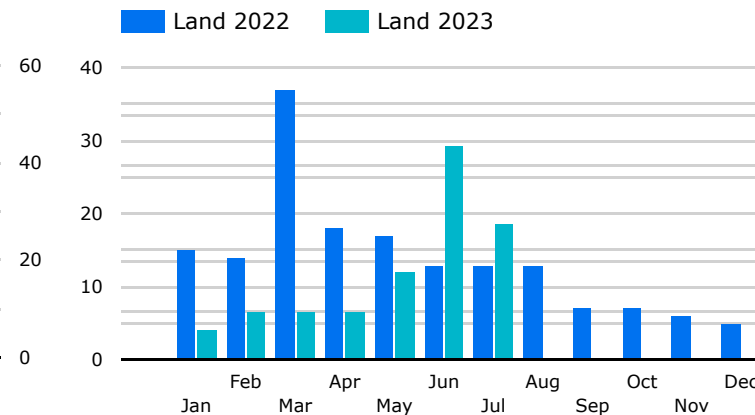
(1) ▾

New Listings	Land 2022 16	Land 2023 23	+/- 7	Land YTD 2022 91	Land YTD 2023 65	+/- -45
Closed Sales	18	5	-13	84	18	-103
Median Sales Price (\$)	180.0K	140.0K	-40.0K	150.0K	150.0K	5.0K
Average Sales Price (\$)	245.7K	200.6K	-45.1K	251.7K	220.7K	-75.5K
Average % of Original List Price Received	98.00%	96.00%	-2.00%	100.00%	97.00%	-3.00%
Average Days on Market Until Sale	201	471	270	272	341	16

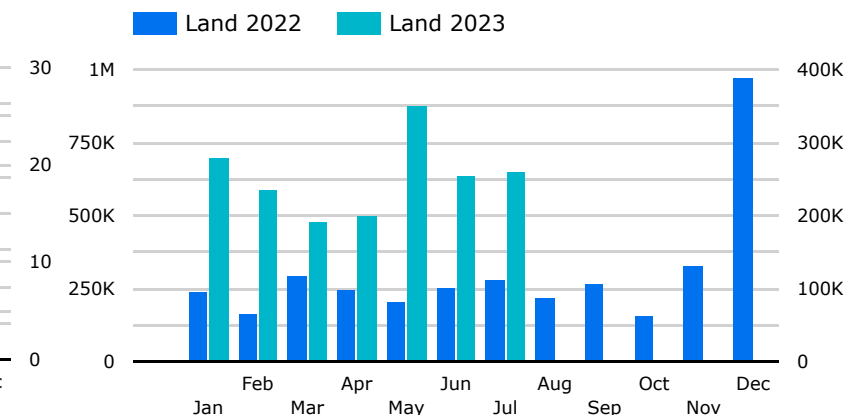
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

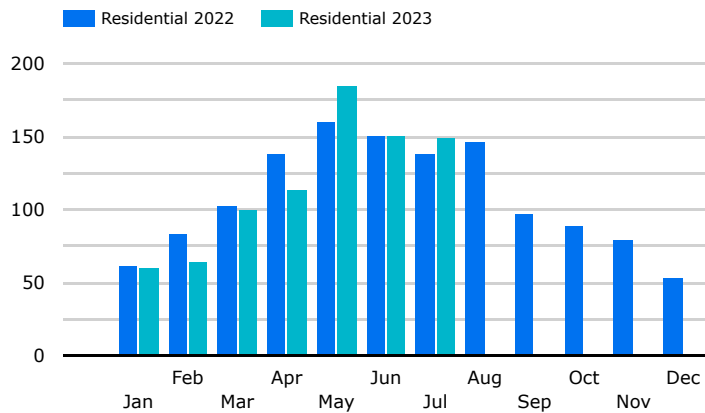
Missoula City - Residential

Month: Apr

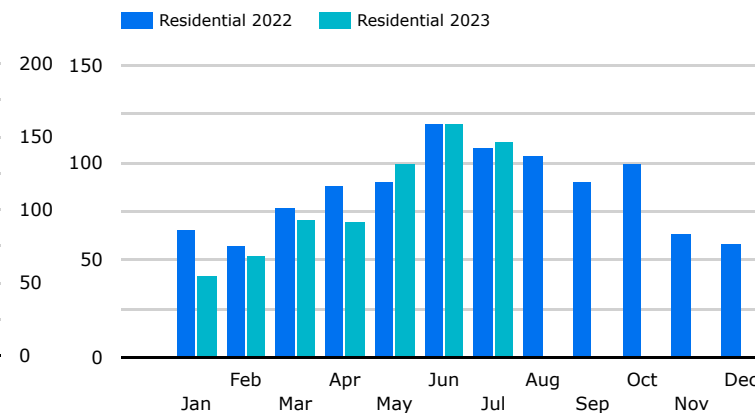
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New Listings	Residential 2022 138	Residential 2023 114	+/- -24	Residential YTD 2022 388	Residential YTD 2023 348	+/- -40
Closed Sales	88	70	-18	290	248	-42
Median Sales Price (\$)	525.0K	564.5K	39.5K	513.5K	532.5K	19.0K
Average Sales Price (\$)	736.8K	584.7K	-152.1K	605.6K	570.6K	-35.0K
Average % of Original List Price Received	105.00%	98.00%	-7.00%	105.00%	96.00%	-8.00%
Average Days on Market Until Sale	70	197	127	71	122	51

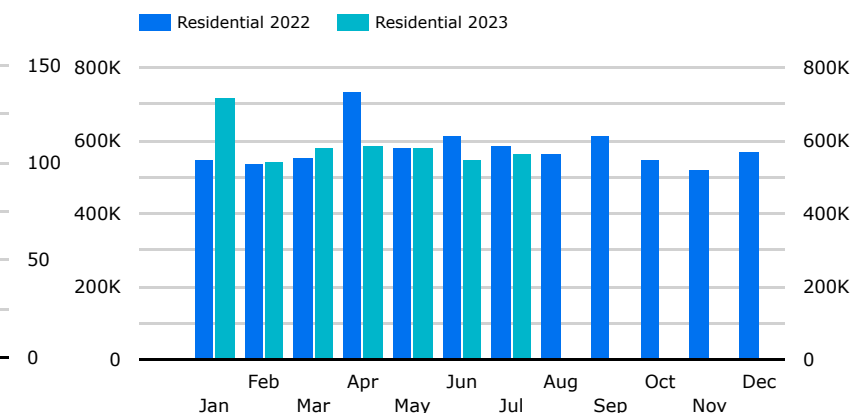
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

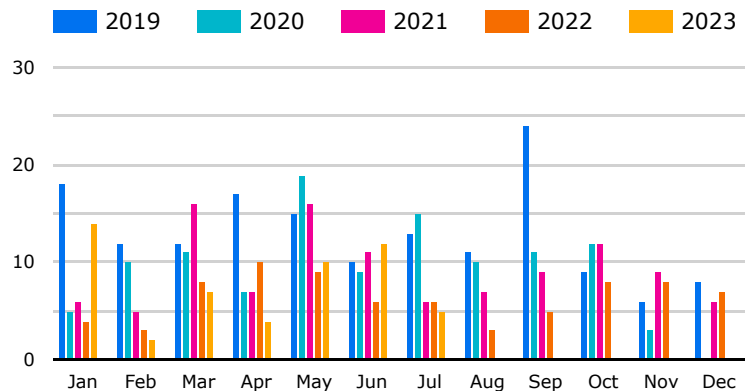
Local Market Update Missoula County Commercial

Month: Apr

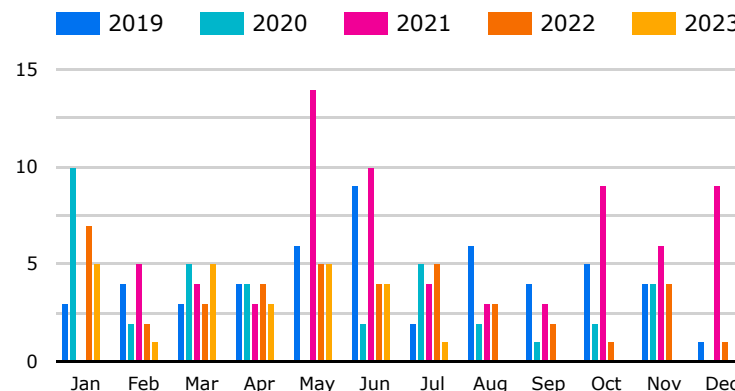
(1) ▾

New Listings	2022 10	2023 4	+/- -6	YTD 2022 25	YTD 2023 27	+/- 2
Closed Sales	4	3	-1	17	14	-3
Median Sales Price (\$)	625.0K	1.9M	1.3M	679.0K	647.0K	-32.0K
Average Sales Price (\$)	625.8K	3.1M	2.5M	1.3M	1.4M	30.6K
Average % of Original List Price Received	0.95	0.8	-15.00%	0.95	0.85	-10.00%
Average Days on Market Until Sale	211	211	0	197	169	-28

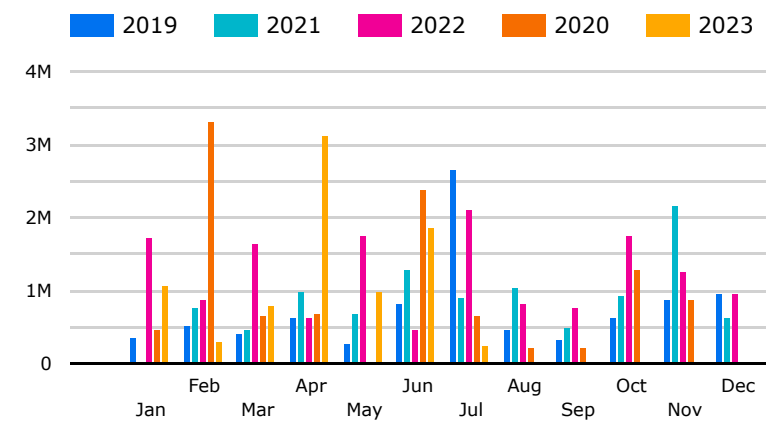
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

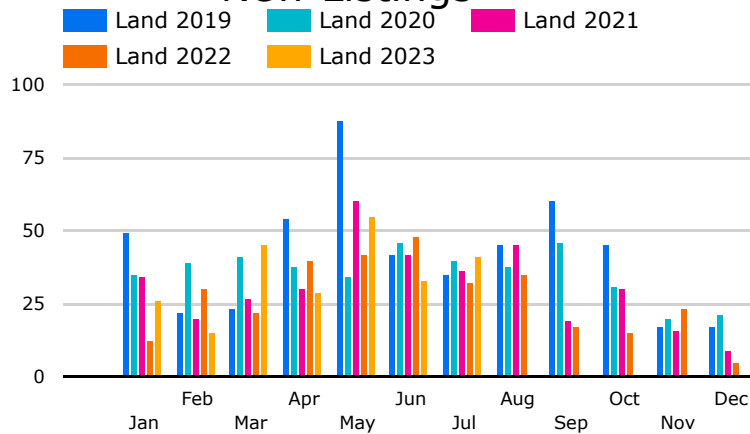
Local Market Update Ravalli County - Land

Month: Apr

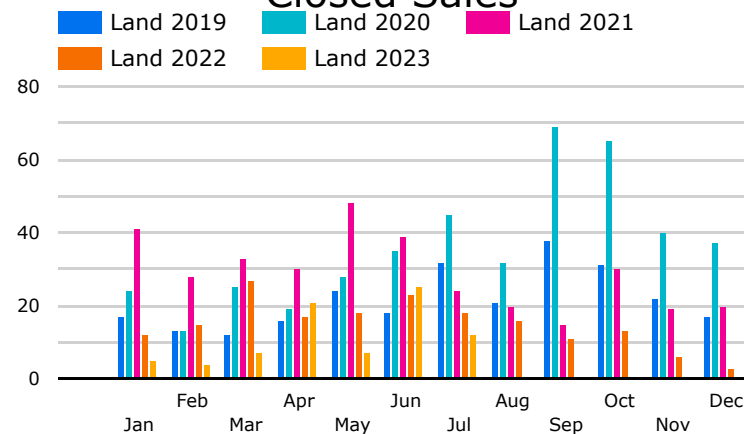
(1) ▾

New Listings	Land 2022 40	Land 2023 29	+/- -11	Land YTD 2022 107	Land YTD 2023 115	+/- 8
Closed Sales	17	21	4	73	37	-36
Median Sales Price (\$)	269.0K	165.0K	-104.0K	253.0K	215.0K	-38.0K
Average Sales Price (\$)	311.6K	365.7K	54.1K	296.6K	353.2K	56.6K
Average % of Original List Price Received	95.00%	91.00%	-4.00%	96.00%	90.00%	-6.00%
Average Days on Market Until Sale	129	166	37	132	147	15

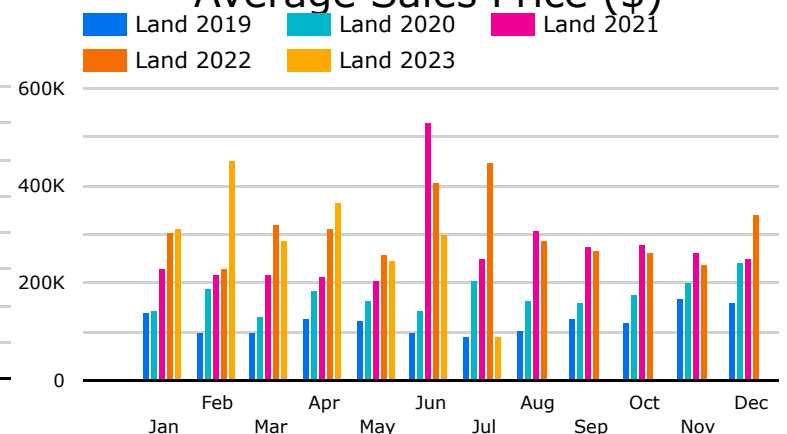
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

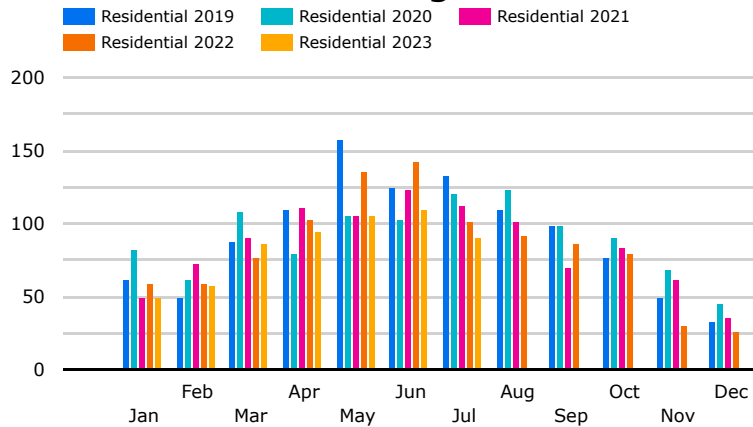
Local Market Update Ravalli County - Residential

Month: Apr

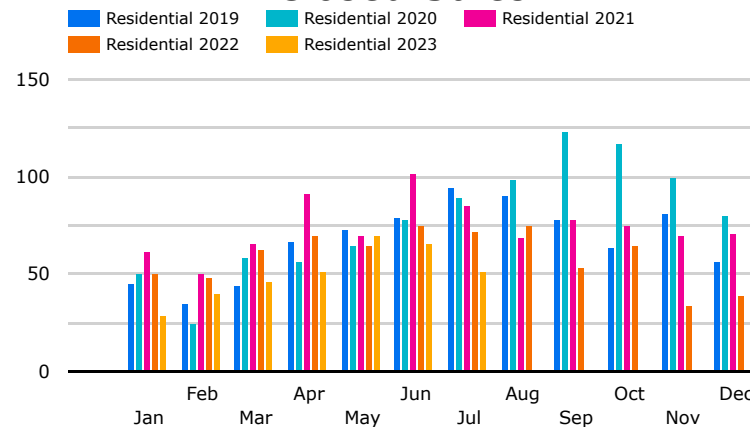
(1) ▾

New Listings	Residential 2022 103	Residential 2023 95	+/- -8	Residential YTD 2022 300	Residential YTD 2023 290	+/- -10
Closed Sales	70	51	-19	232	169	-63
Median Sales Price (\$)	581.5K	607.9K	26.4K	549.0K	555.0K	6.0K
Average Sales Price (\$)	713.5K	678.1K	-35.4K	641.6K	627.0K	-14.5K
Average % of Original List Price Received	100.00%	96.00%	-4.00%	99.00%	93.00%	-6.00%
Average Days on Market Until Sale	87	90	3	90	104	14

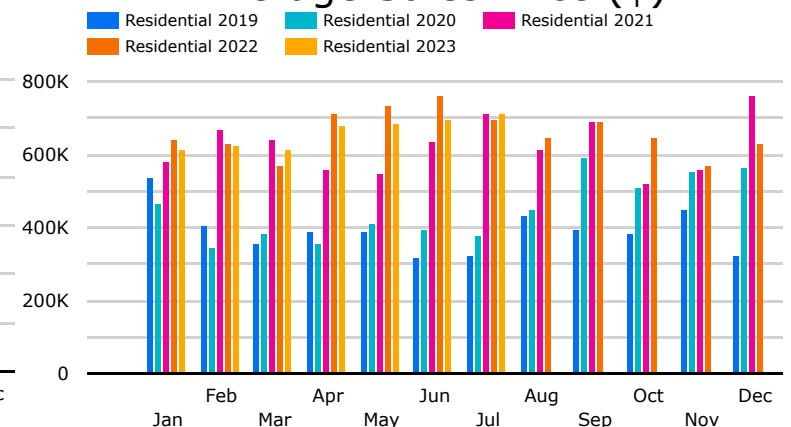
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

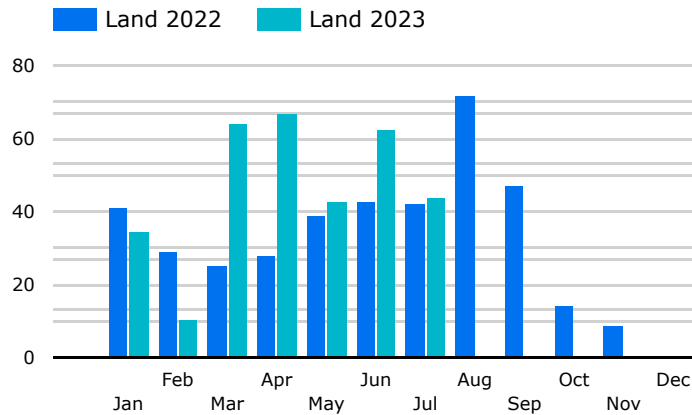
Local Market Update Kalispell City - Land

Month: Apr

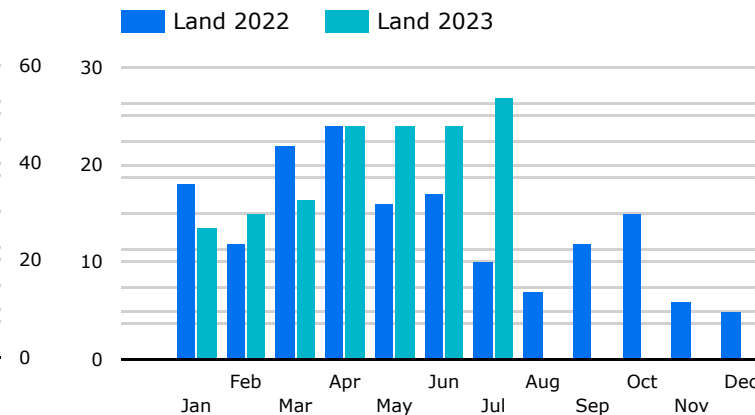
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New Listings	Land 2022 28	Land 2023 50	+/- 22	Land YTD 2022 123	Land YTD 2023 132	+/- 9
Closed Sales	24	16	-8	76	46	-30
Median Sales Price (\$)	302.5K	159.5K	-143.1K	272.5K	214.9K	-57.7K
Average Sales Price (\$)	424.5K	192.0K	-232.4K	398.9K	103.00%	-18.4K
Average % of Original List Price Received	101.00%	97.00%	-4.00%	98.00%	103.00%	5.00%
Average Days on Market Until Sale	146	191	45	149	207	58

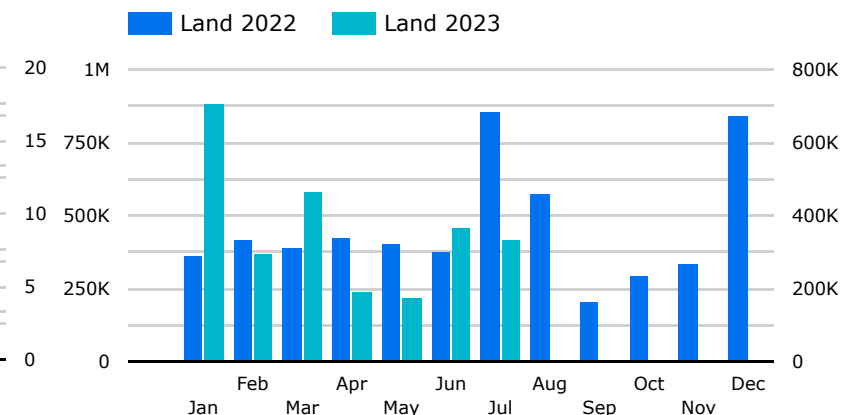
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

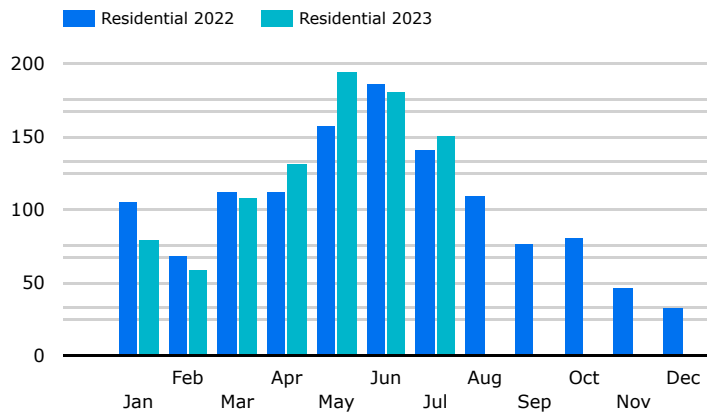
Local Market Update Kalispell City - Residential

Month: Apr

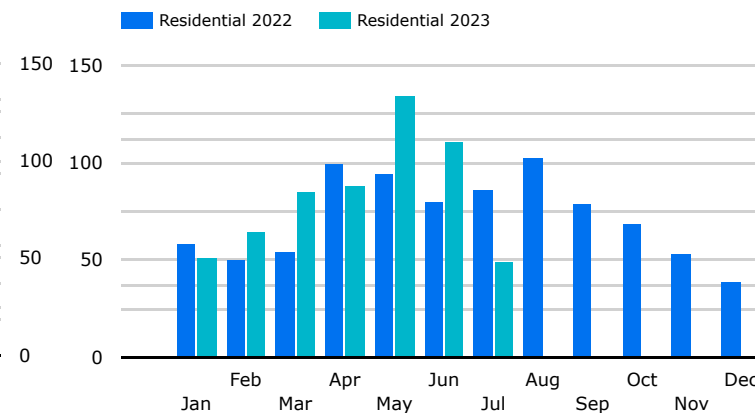
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New Listings	Residential 2022 112	Residential 2023 99	+/- -13	Residential YTD 2022 397	Residential YTD 2023 287	+/- -110
Closed Sales	100	59	-41	264	198	-66
Median Sales Price (\$)	572.3K	535.0K	-37.3K	515.3K	531.0K	15.8K
Average Sales Price (\$)	724.3K	620.2K	-104.1K	635.9K	614.5K	-21.4K
Average % of Original List Price Received	0.00%	94.00%	94.00%	0.00%	94.00%	-8.00%
Average Days on Market Until Sale	87	107	20	89	111	22

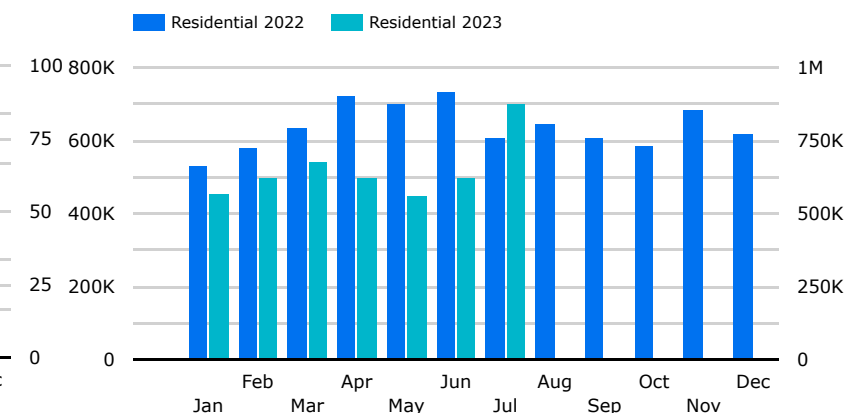
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

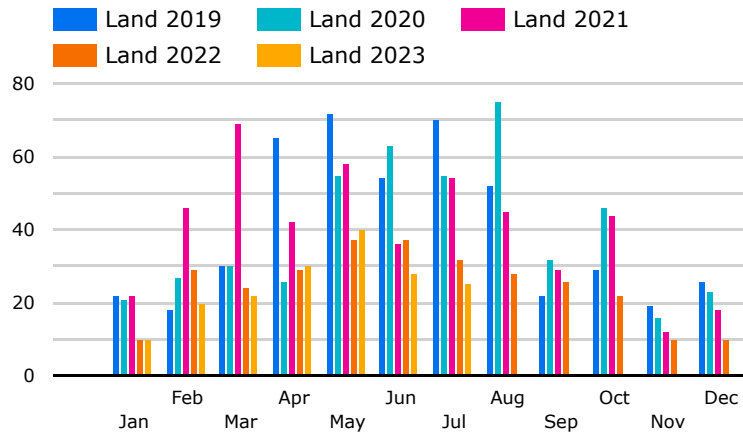
Local Market Update Lake County - Land

Month: Apr

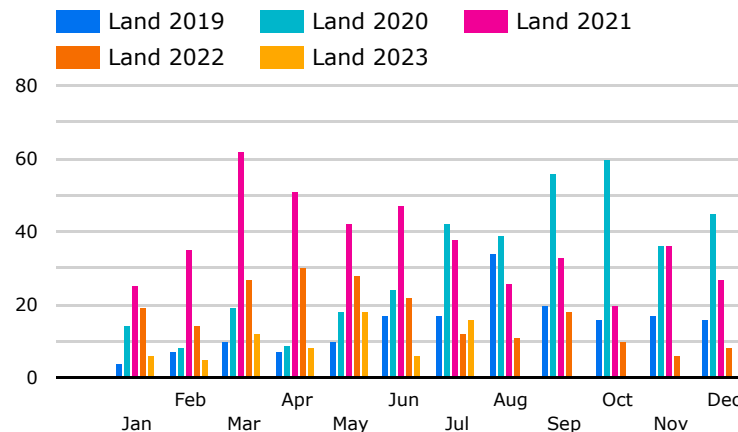
(1) ▾

New Listings	Land 2022 29	Land 2023 30	+/- 1	Land YTD 2022 95	Land YTD 2023 82	+/- -13
Closed Sales	30	8	-22	92	31	-61
Median Sales Price (\$)	132.5K	201.3K	68.8K	121.0K	162.0K	41.0K
Average Sales Price (\$)	276.6K	201.3K	-75.4K	224.9K	276.4K	51.5K
Average % of Original List Price Received	97.00%	91.00%	-6.00%	98.00%	85.00%	-13.00%
Average Days on Market Until Sale	177	129	-48	172	175	3

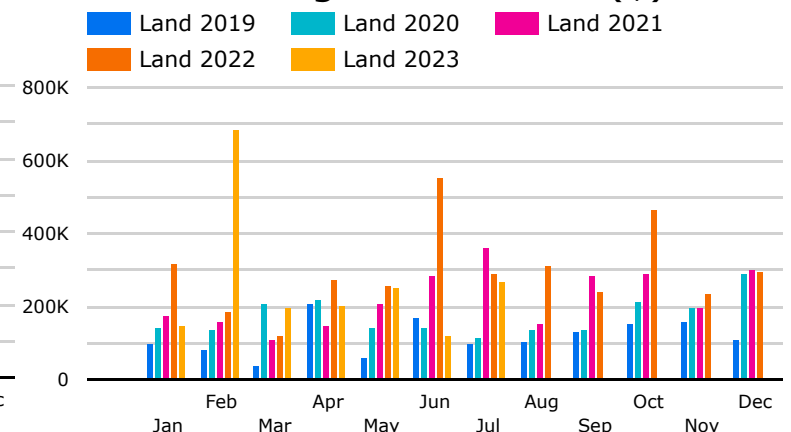
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

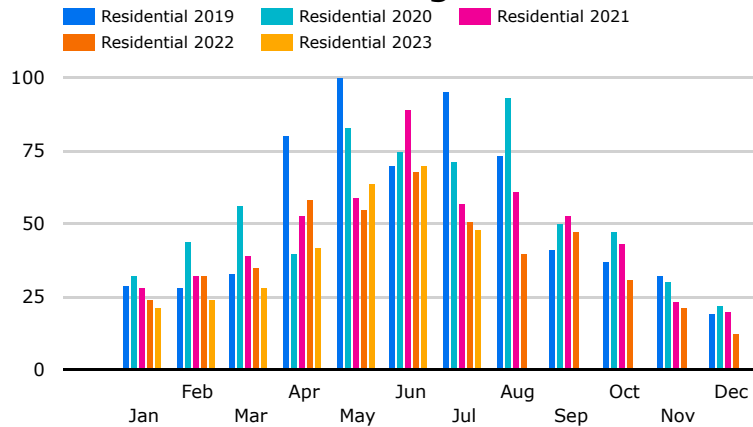
Local Market Update Lake County - Residential

Month: Apr

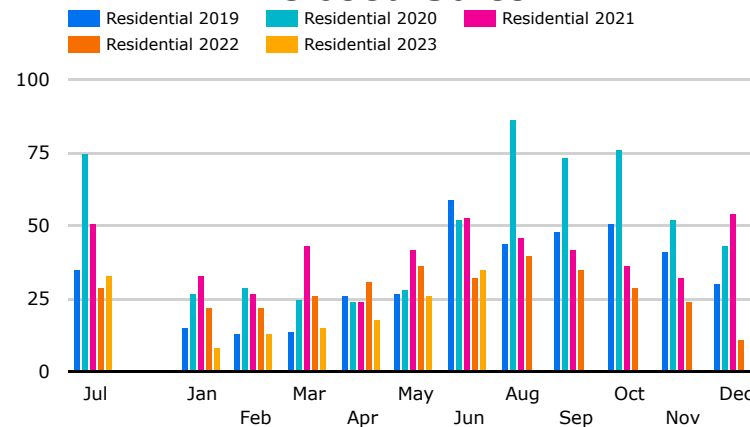
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New Listings	Residential 2022 58	Residential 2023 42	+/- -16	Residential YTD 2022 149	Residential YTD 2023 104	+/- -45
Closed Sales	31	18	-13	101	55	-46
Median Sales Price (\$)	590.0K	373.0K	-217.0K	520.0K	410.0K	-110.0K
Average Sales Price (\$)	949.4K	600.6K	-348.8K	718.3K	1.0M	297.5K
Average % of Original List Price Received	101.00%	93.00%	-8.00%	101.00%	92.00%	-9.00%
Average Days on Market Until Sale	84	90	6	90	99	9

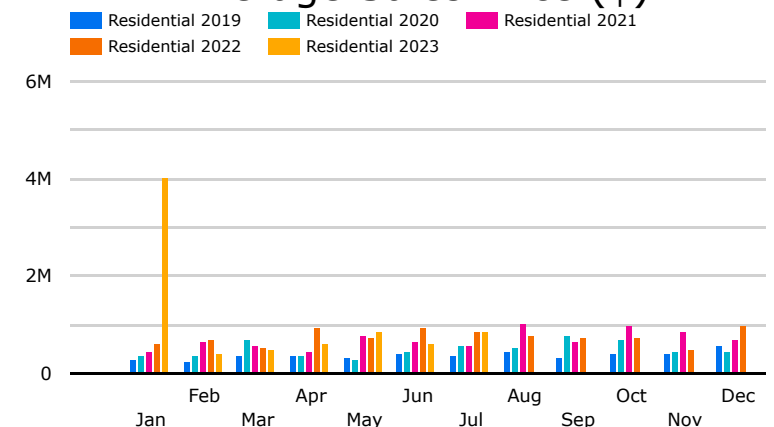
New Listings



Closed Sales



Average Sales Price (\$)



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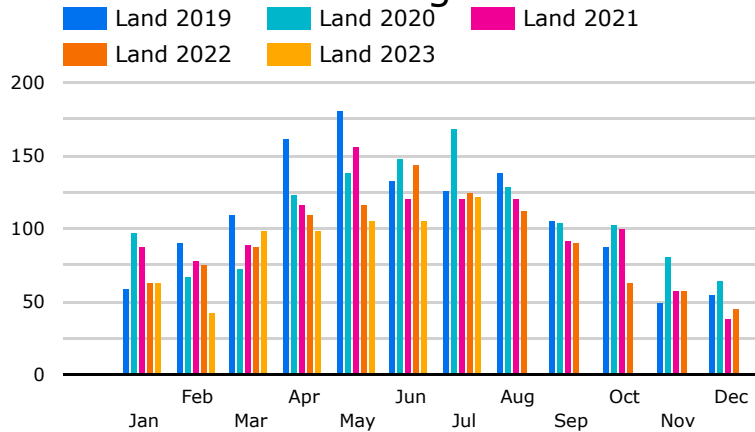
Local Market Update Flathead County - Land

Month: Apr

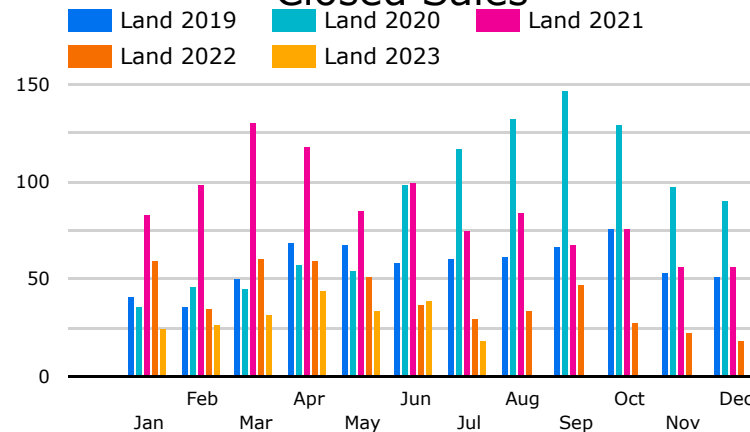
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New Listings	Land 2022 110	Land 2023 98	+/- -12	Land YTD 2022 334	Land YTD 2023 301	+/- -33
Closed Sales	60	44	-16	217	128	-89
Median Sales Price (\$)	327.5K	223.5K	-104.0K	295.0K	276.5K	-18.5K
Average Sales Price (\$)	474.7K	301.0K	-173.7K	479.3K	433.4K	-45.9K
Average % of Original List Price Received	100.00%	92.00%	-8.00%	97.00%	95.00%	-2.00%
Average Days on Market Until Sale	139	173	34	136	174	38

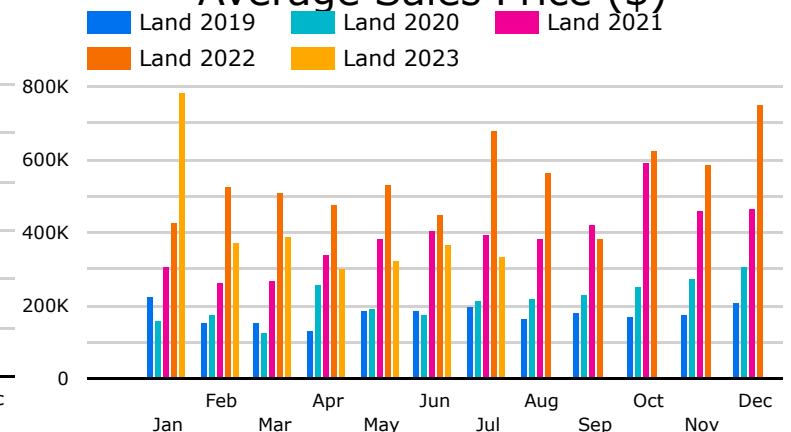
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

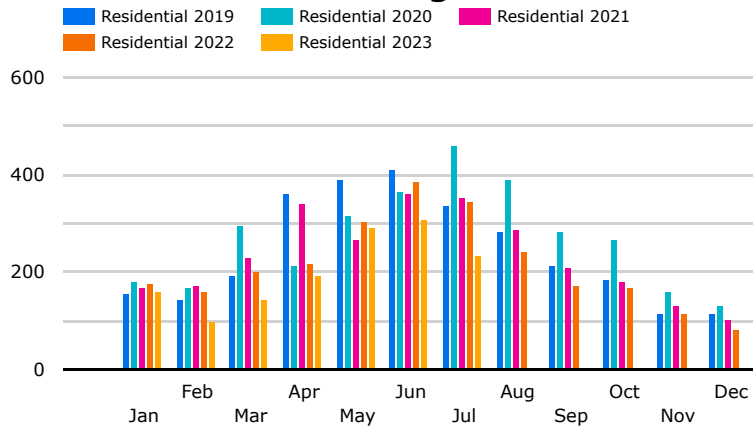
Local Market Update Flathead County - Residential

Month: Apr

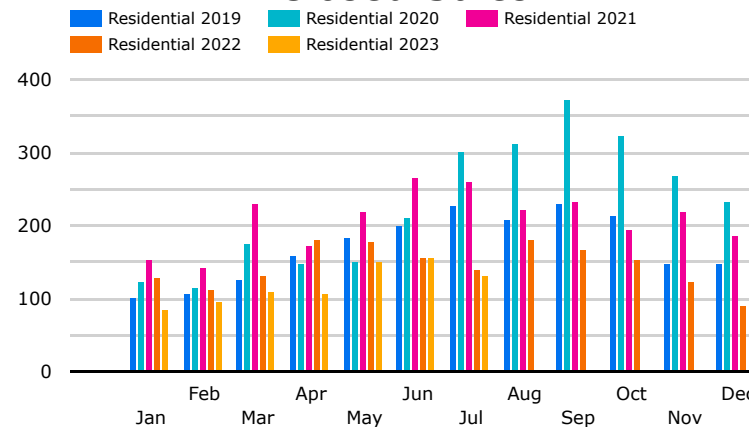
(1) ▾

New Listings	Residential 2022 217	Residential 2023 194	+/- -23	Residential YTD 2022 763	Residential YTD 2023 601	+/- -162
Closed Sales	182	106	-76	559	400	-159
Median Sales Price (\$)	675.0K	580.0K	-95.0K	600.0K	580.5K	-19.5K
Average Sales Price (\$)	891.6K	772.3K	-119.3K	819.8K	807.9K	-12.0K
Average % of Original List Price Received	101.00%	96.00%	-5.00%	101.00%	91.00%	-8.00%
Average Days on Market Until Sale	108	126	18	108	131	23

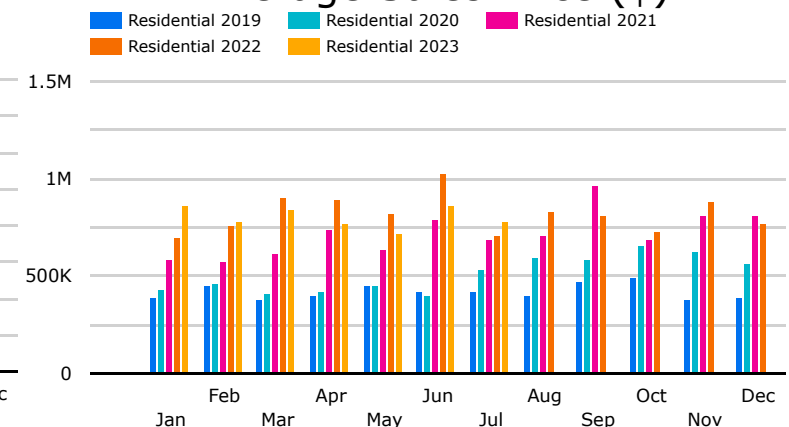
New Listings



Closed Sales



Average Sales Price (\$)



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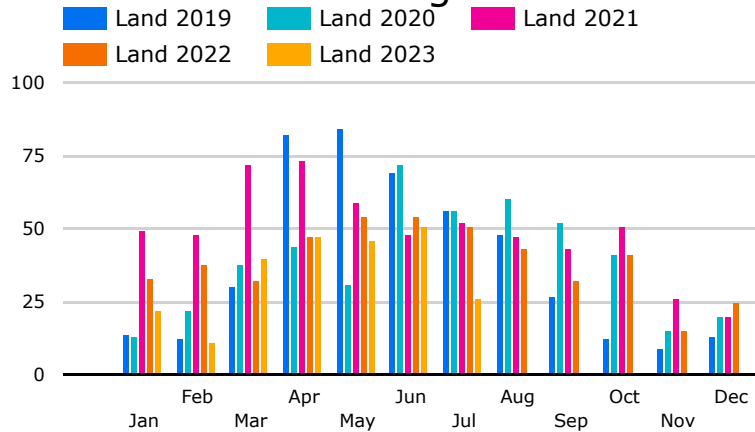
Local Market Update Lincoln County - Land

Month: Apr

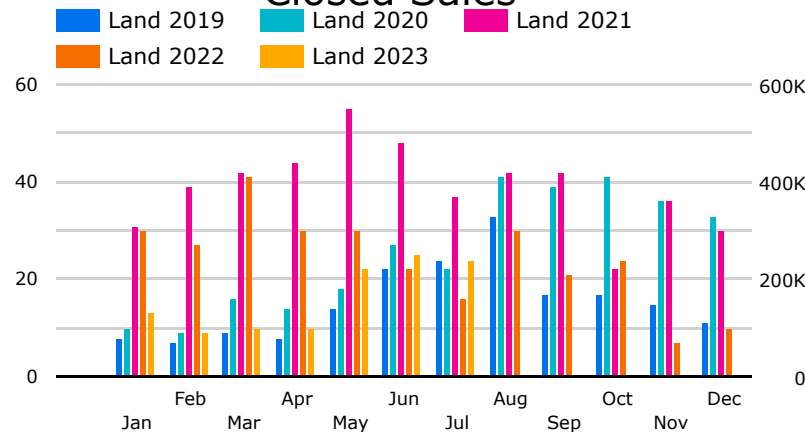
(1) ▾

New Listings	Land 2022 47	Land 2023 47	+/- 0	Land YTD 2022 153	Land YTD 2023 120	+/- -33
Closed Sales	30	10	-20	128	42	-86
Median Sales Price (\$)	126.0K	132.5K	6.5K	140.0K	139.4K	-630.0
Average Sales Price (\$)	161.5K	132.5K	-31.3K	173.1K	158.0K	-15.1K
Average % of Original List Price Received	96.00%	85.00%	-11.00%	97.00%	91.00%	-6.00%
Average Days on Market Until Sale	208	295	87	204	233	29

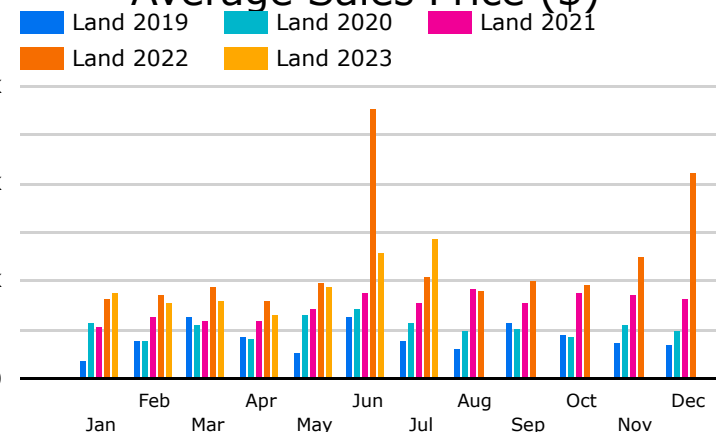
New Listings



Closed Sales



Average Sales Price (\$)



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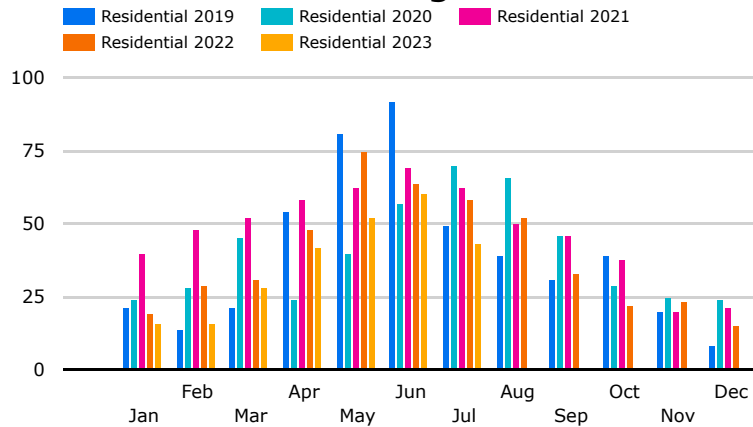
Local Market Update Lincoln County - Residential

Month: Apr

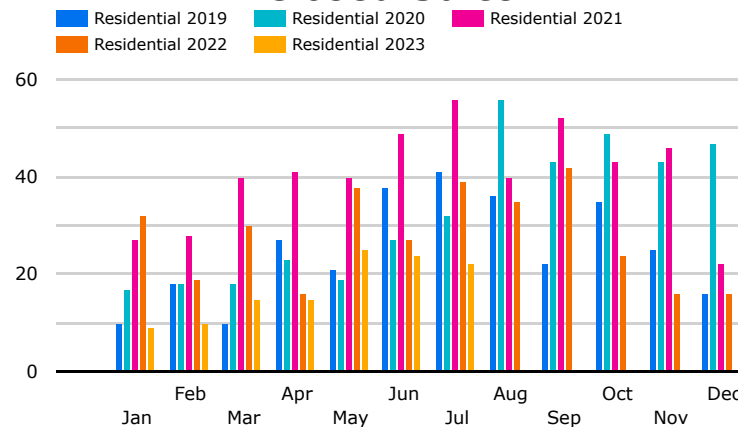
(1) ▾

New Listings	Residential 2022 48	Residential 2023 42	+/- -6	Residential YTD 2022 127	Residential YTD 2023 104	+/- -23
Closed Sales	16	15	-1	99	50	-49
Median Sales Price (\$)	613.5K	415.0K	-198.5K	435.0K	325.5K	-109.5K
Average Sales Price (\$)	658.2K	515.1K	-143.1K	526.4K	402.1K	-124.3K
Average % of Original List Price Received	98.00%	94.00%	-4.00%	98.00%	90.00%	-4.00%
Average Days on Market Until Sale	88	159	71	101	139	38

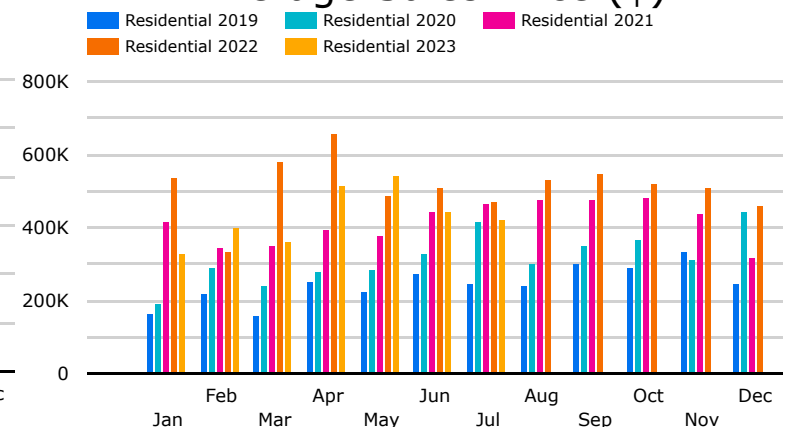
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS