

# Local Market Update Missoula County - Land

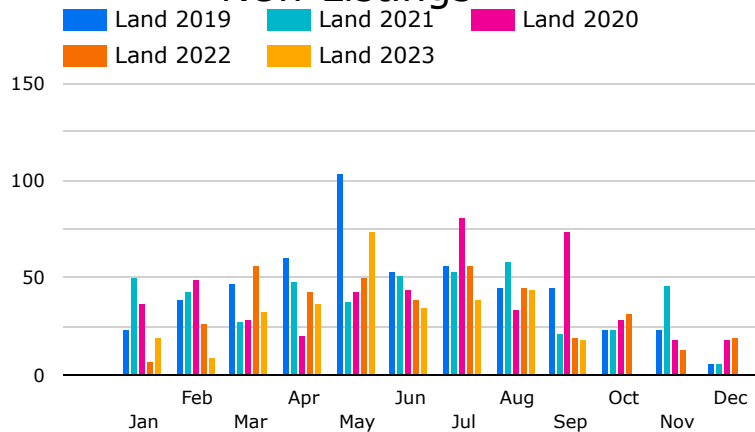
Month: Sep

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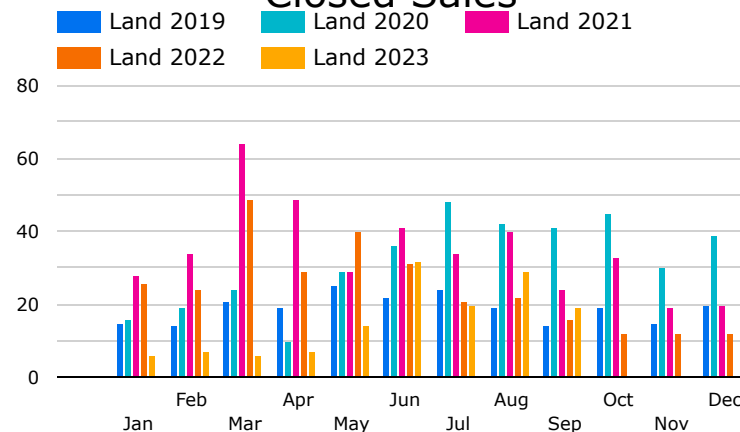
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	20	18	-2	354	309	-45
<b>Closed Sales</b>	16	19	3	260	141	-119
<b>Median Sales Price (\$)</b>	207.5K	210.0K	2.5K	177.0K	199.0K	22.0K
<b>Average Sales Price (\$)</b>	233.3K	356.1K	122.8K	280.6K	300.1K	19.5K
<b>Average % of Original List Price Received</b>	93.00%	93.00%	0.00%	97.00%	94.00%	-3.00%
<b>Average Days on Market Until Sale</b>	186	111	-75	214	150	-64

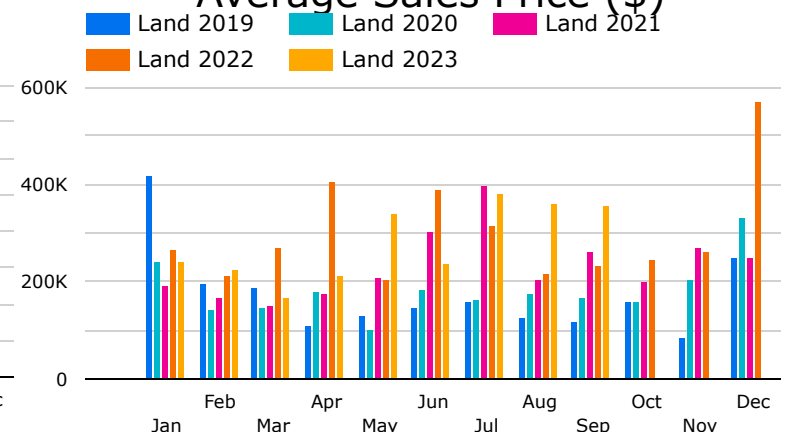
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County - Residential

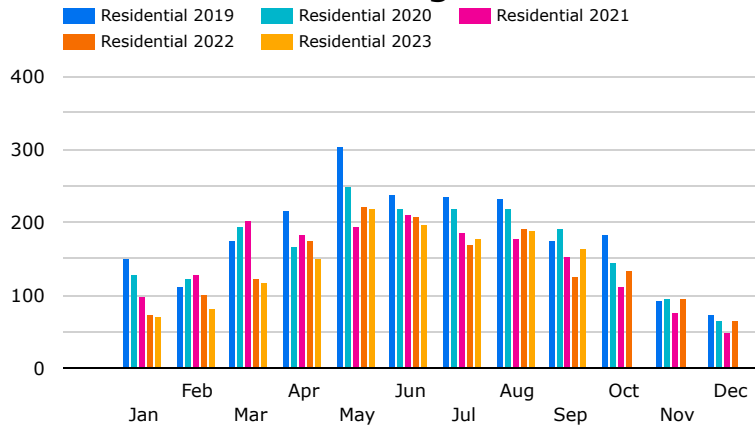
Month: Sep

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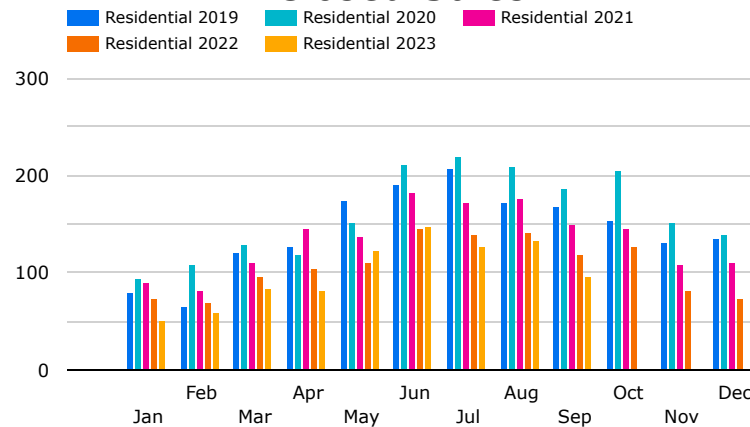
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	127	165	38	1,401	1,392	-9
<b>Closed Sales</b>	120	96	-24	1,004	928	-76
<b>Median Sales Price (\$)</b>	539.2K	550.0K	10.8K	535.5K	540.0K	4.5K
<b>Average Sales Price (\$)</b>	587.5K	596.9K	9.4K	610.5K	585.8K	-24.7K
<b>Average % of Original List Price Received</b>	99.00%	96.00%	-3.00%	103.00%	97.00%	-6.00%
<b>Average Days on Market Until Sale</b>	97	66	-31	77	80	3

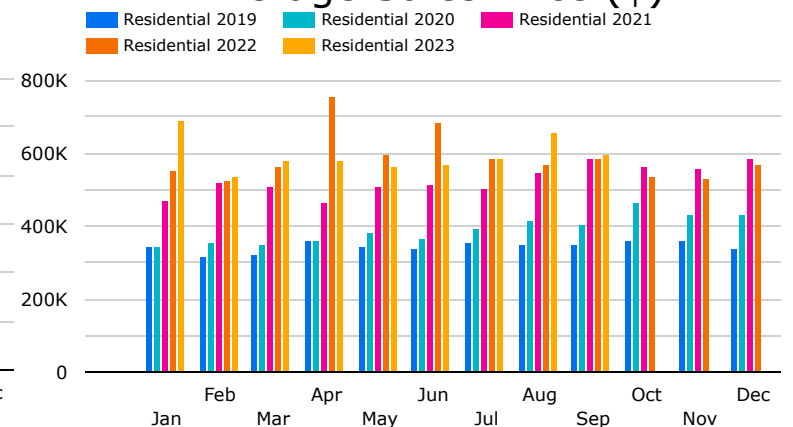
### New Listings



### Closed Sales



### Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Land

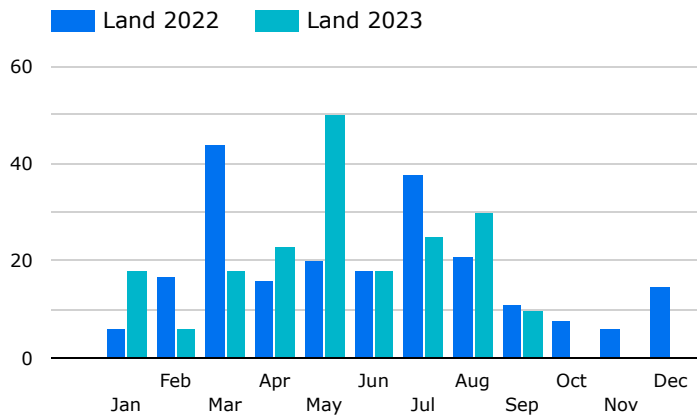
Month: Sep

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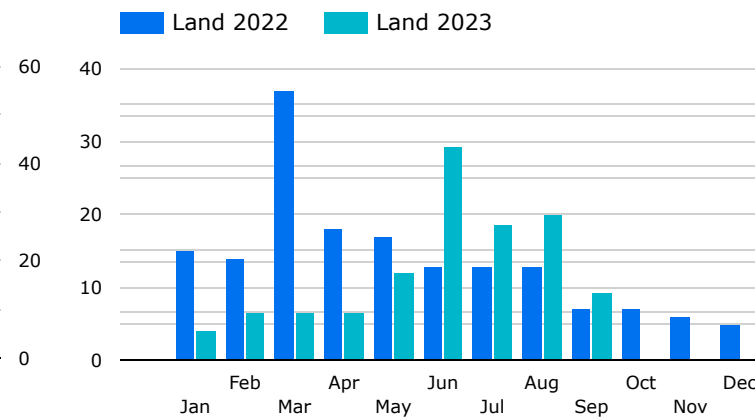
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	11	10	-1	201	200	-45
<b>Closed Sales</b>	7	7	0	147	85	-119
<b>Median Sales Price (\$)</b>	250.0K	210.0K	-40.0K	170.0K	194.0K	22.0K
<b>Average Sales Price (\$)</b>	269.3K	349.0K	79.7K	247.0K	274.6K	19.5K
<b>Average % of Original List Price Received</b>	95.00%	88.00%	-7.00%	98.00%	94.00%	-3.00%
<b>Average Days on Market Until Sale</b>	219	70	-149	251	163	-64

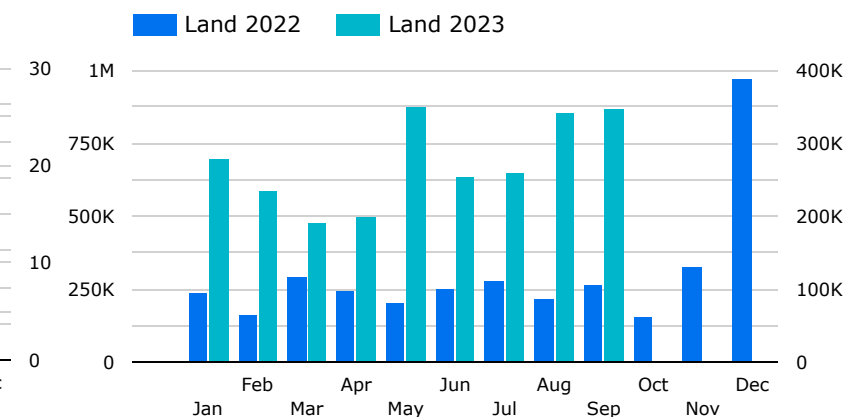
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Residential

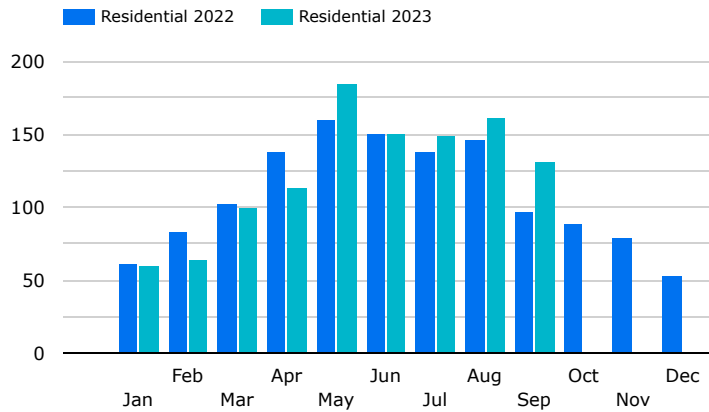
Month: Sep

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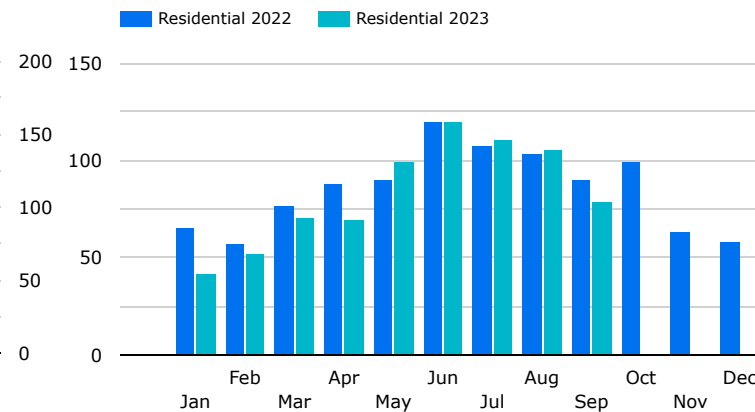
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	97	132	35	1,083	1,136	53
<b>Closed Sales</b>	90	79	-11	802	772	-30
<b>Median Sales Price (\$)</b>	560.0K	540.0K	-20.0K	535.0K	535.0K	0.0
<b>Average Sales Price (\$)</b>	611.6K	588.2K	-23.4K	598.3K	583.3K	-15.0K
<b>Average % of Original List Price Received</b>	100.00%	96.00%	-4.00%	100.00%	98.00%	-6.00%
<b>Average Days on Market Until Sale</b>	99	59	-40	74	79	5

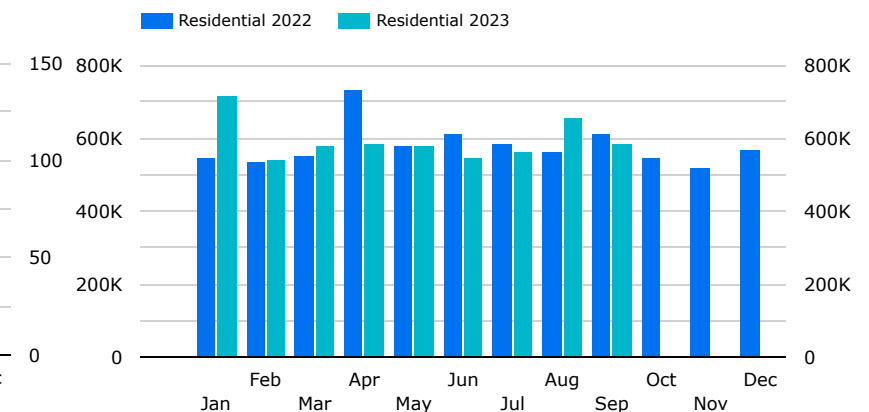
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County Commercial

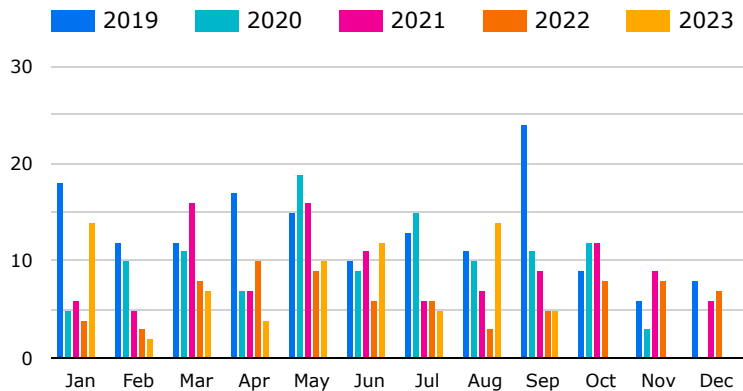
Month: Sep

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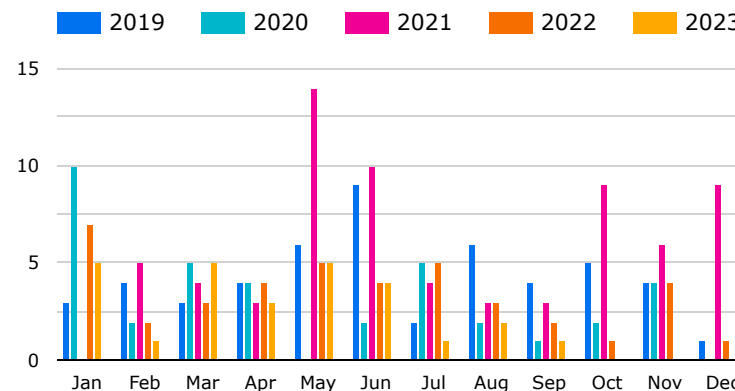
Tip: The best way to understand metrics is to only view one month at a time

	2022	2023	+/-	YTD 2022	YTD 2023	+/-
<b>New Listings</b>	5	5	0	62	71	9
<b>Closed Sales</b>	2	1	-1	37	28	-9
<b>Median Sales Price (\$)</b>	755.0K	275.0K	-480.0K	665.0K	745.0K	80.0K
<b>Average Sales Price (\$)</b>	755.0K	275.0K	-480.0K	1.4M	1.2M	-126.9K
<b>Average % of Original List Price Received</b>	0.87	0.92	5.00%	0.98	0.87	-11.00%
<b>Average Days on Market Until Sale</b>	187	15	-172	203	212	9

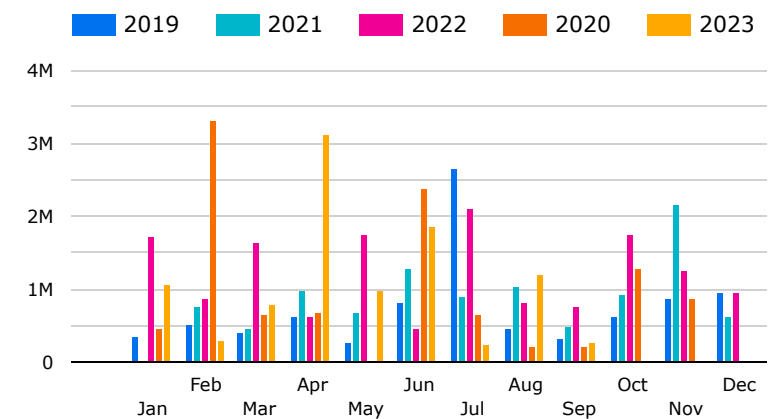
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

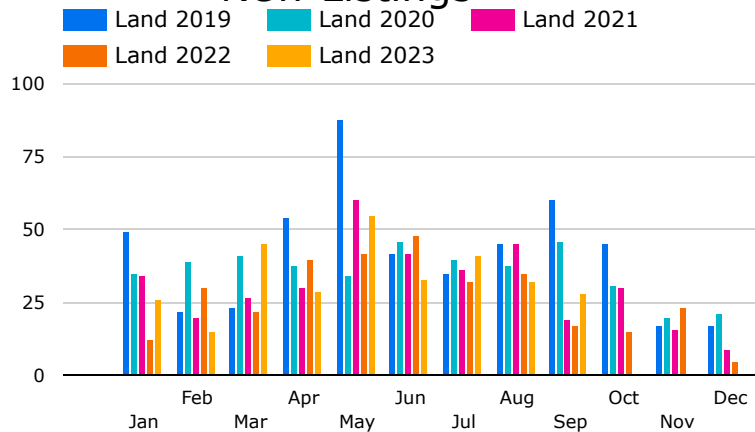
Month: Sep

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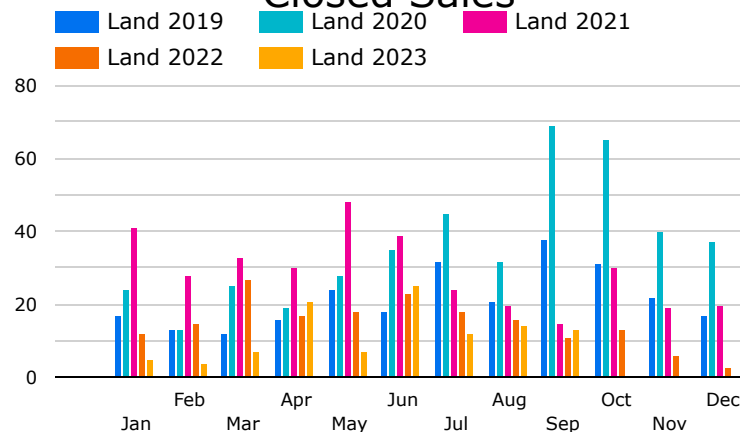
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	17	28	11	288	302	14
<b>Closed Sales</b>	11	13	2	161	95	-66
<b>Median Sales Price (\$)</b>	225.0K	395.0K	170.0K	262.3K	335.0K	72.7K
<b>Average Sales Price (\$)</b>	266.8K	228.8K	-38.0K	321.8K	363.6K	41.8K
<b>Average % of Original List Price Received</b>	94.00%	90.00%	-4.00%	96.00%	92.00%	-4.00%
<b>Average Days on Market Until Sale</b>	138	86	-52	135	123	-12

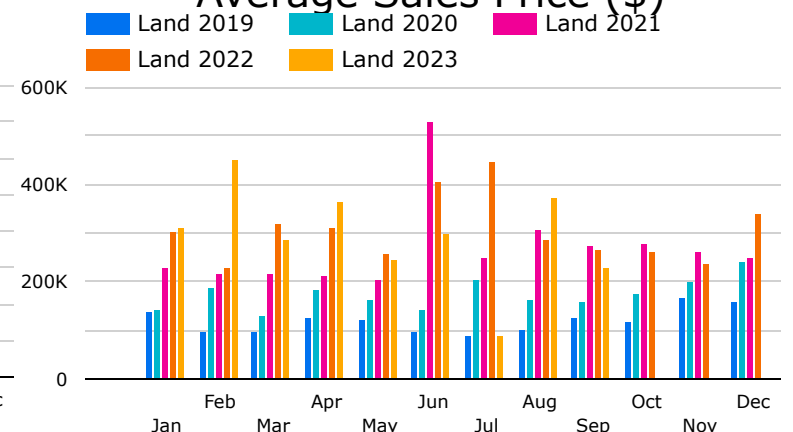
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

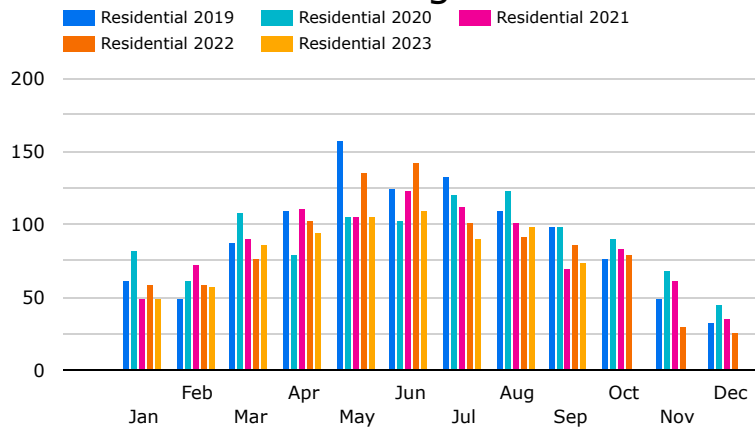
Month: Sep

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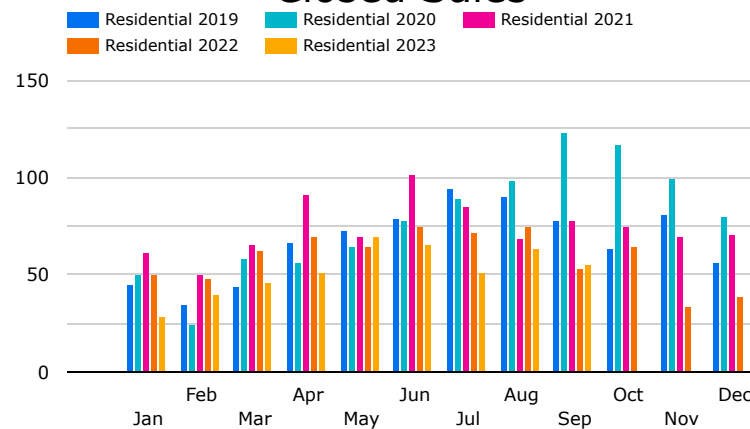
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	86	74	-12	862	772	-90
<b>Closed Sales</b>	53	55	2	586	479	-107
<b>Median Sales Price (\$)</b>	545.0K	660.0K	115.0K	566.5K	569.0K	2.5K
<b>Average Sales Price (\$)</b>	692.9K	828.0K	135.0K	676.7K	669.5K	-7.2K
<b>Average % of Original List Price Received</b>	98.00%	95.00%	-3.00%	99.00%	94.00%	-5.00%
<b>Average Days on Market Until Sale</b>	98	105	7	90	93	3

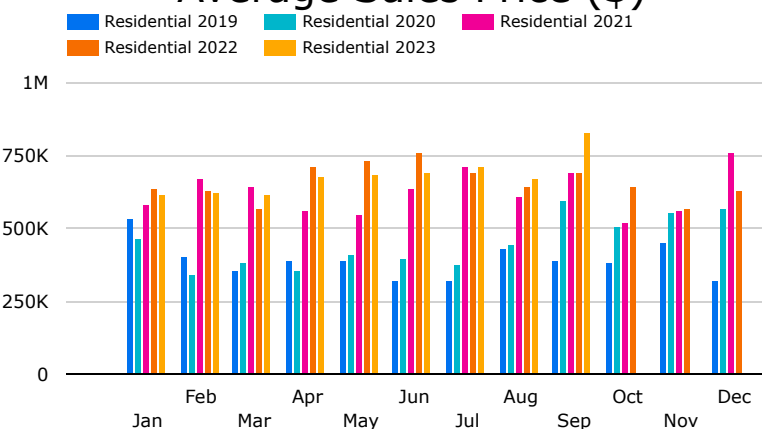
### New Listings



### Closed Sales



### Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Kalispell City - Land

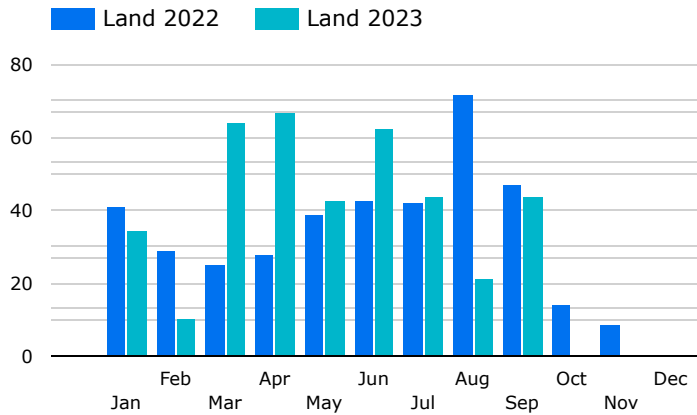
Month: Sep

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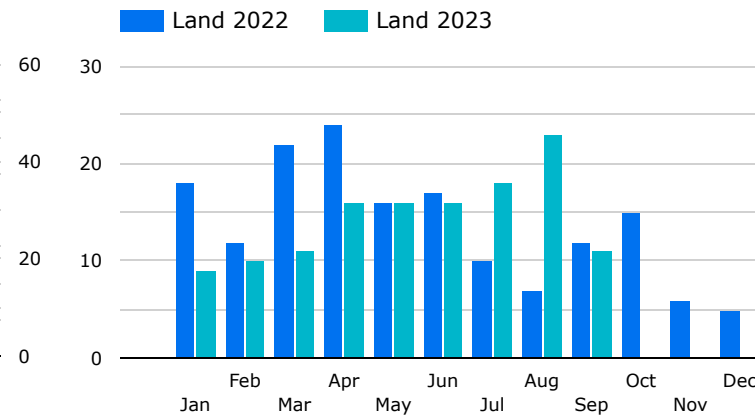
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	47	33	-14	371	290	-81
<b>Closed Sales</b>	12	11	-1	140	130	-10
<b>Median Sales Price (\$)</b>	187.0K	180.0K	-7.0K	290.0K	202.0K	-88.0K
<b>Average Sales Price (\$)</b>	207.7K	309.9K	102.2K	420.6K	96.0%	-94.8K
<b>Average % of Original List Price Received</b>	88.00%	96.00%	8.00%	97.00%	96.00%	-1.00%
<b>Average Days on Market Until Sale</b>	133	182	49	141	210	69

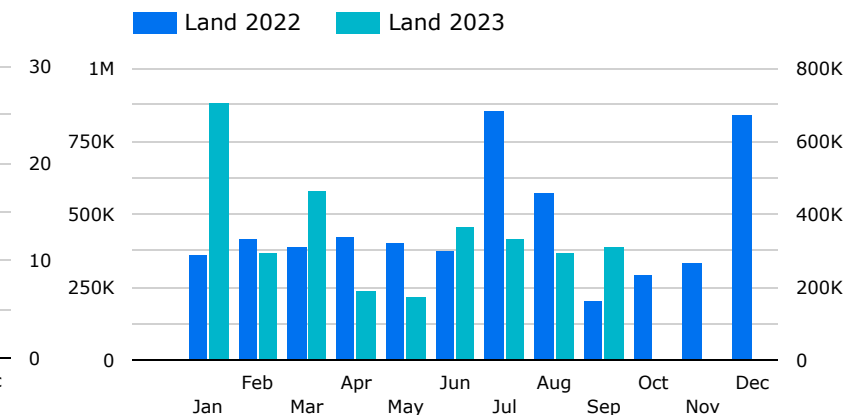
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update Kalispell City - Residential

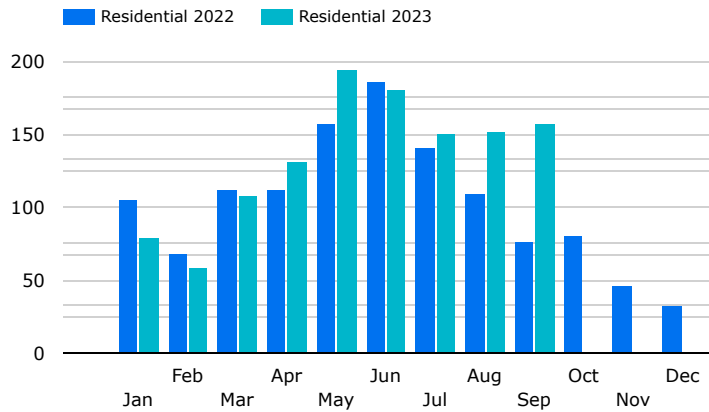
Month: Sep

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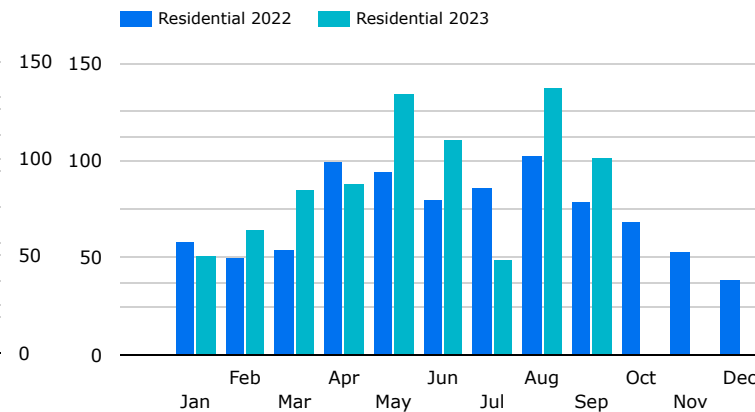
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	77	118	41	1,081	912	-169
<b>Closed Sales</b>	79	68	-11	716	598	-118
<b>Median Sales Price (\$)</b>	530.0K	572.5K	42.5K	540.0K	535.5K	-4.5K
<b>Average Sales Price (\$)</b>	606.7K	690.4K	83.8K	653.5K	620.0K	-33.5K
<b>Average % of Original List Price Received</b>	97.00%	96.00%	-1.00%	97.00%	96.00%	-5.00%
<b>Average Days on Market Until Sale</b>	100	112	12	88	106	18

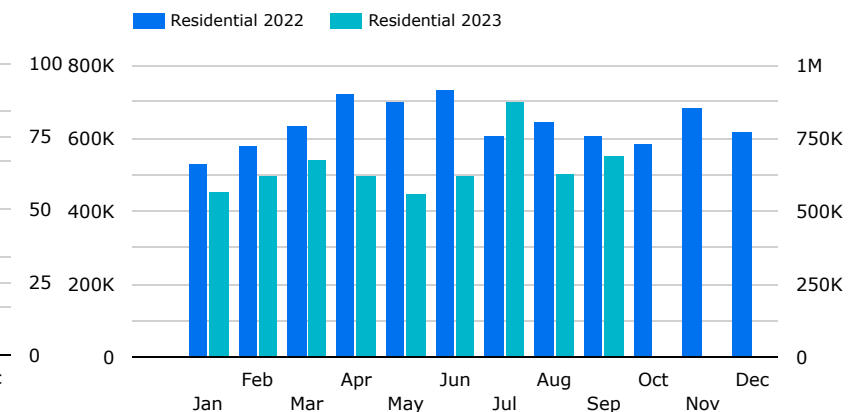
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

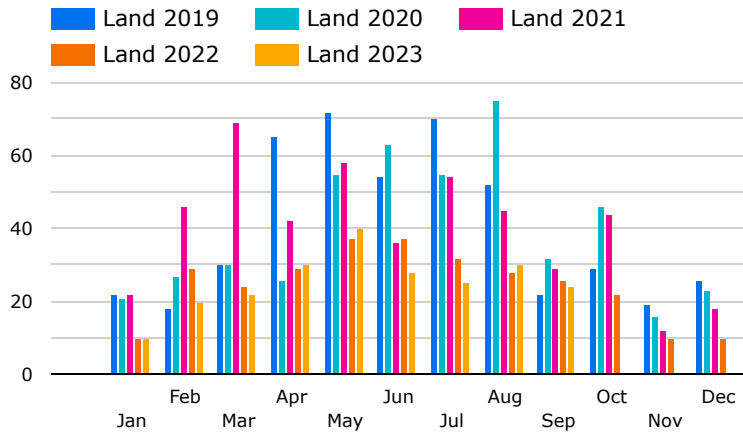
Month: Sep

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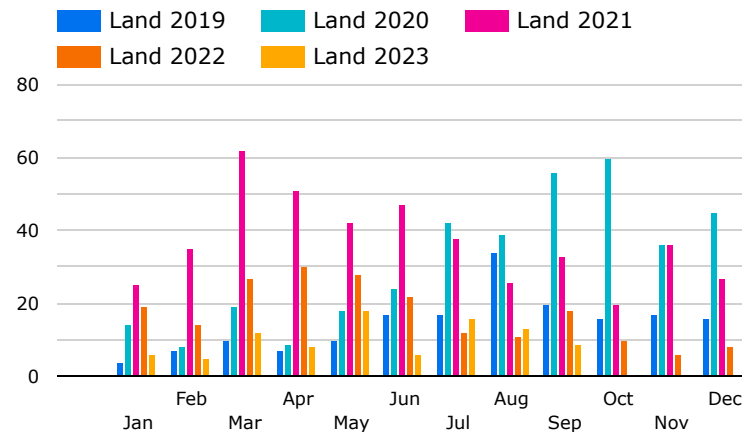
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	26	24	-2	256	231	-25
<b>Closed Sales</b>	18	9	-9	185	95	-90
<b>Median Sales Price (\$)</b>	166.3K	249.0K	82.8K	155.0K	169.0K	14.0K
<b>Average Sales Price (\$)</b>	238.4K	409.0K	170.6K	279.4K	273.9K	-5.5K
<b>Average % of Original List Price Received</b>	95.00%	89.00%	-6.00%	98.00%	88.00%	-10.00%
<b>Average Days on Market Until Sale</b>	134	87	-47	153	142	-11

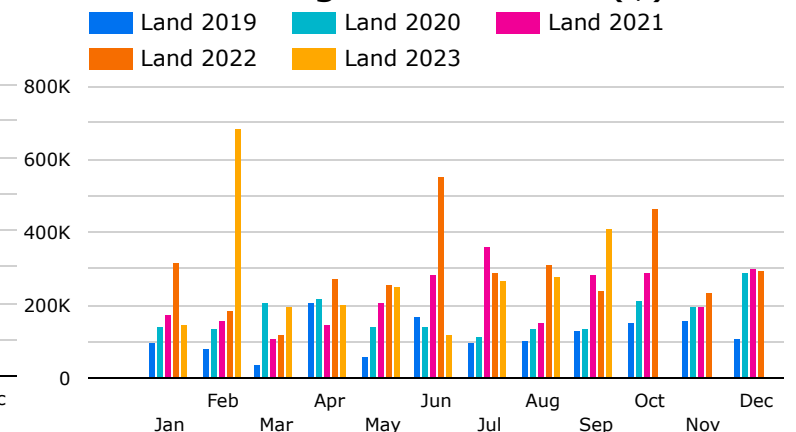
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

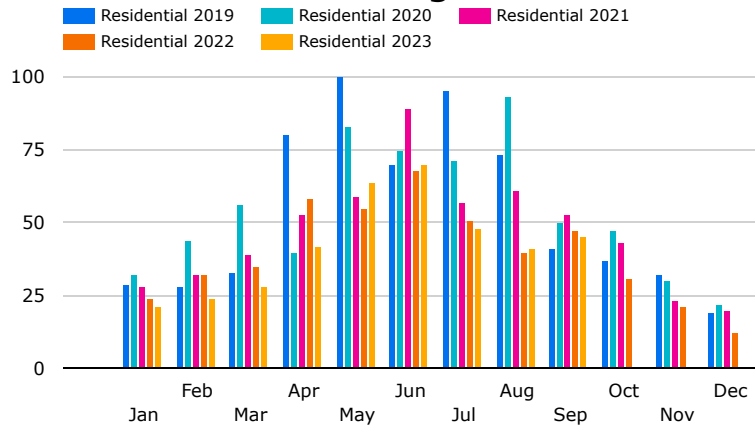
Month: Sep

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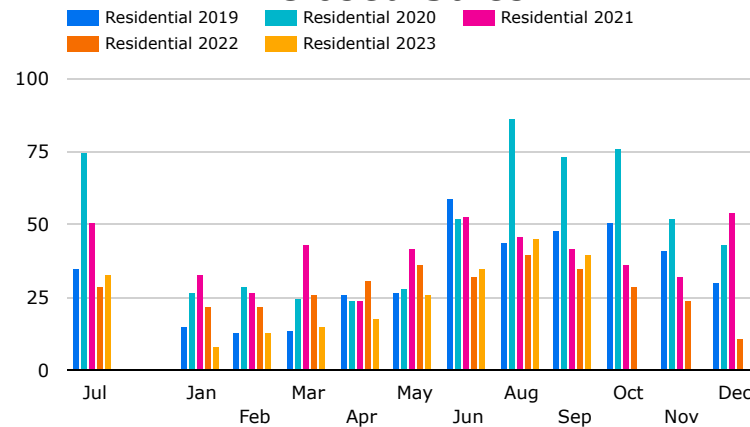
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	47	45	-2	411	383	-28
<b>Closed Sales</b>	35	40	5	276	235	-41
<b>Median Sales Price (\$)</b>	479.0K	582.0K	103.0K	547.5K	517.0K	-30.5K
<b>Average Sales Price (\$)</b>	735.8K	671.5K	-64.4K	773.2K	777.5K	4.3K
<b>Average % of Original List Price Received</b>	96.00%	88.00%	-8.00%	96.00%	94.00%	-5.00%
<b>Average Days on Market Until Sale</b>	109	116	7	95	94	-1

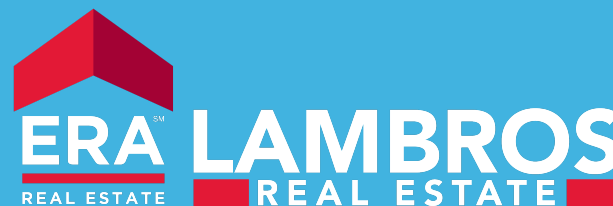
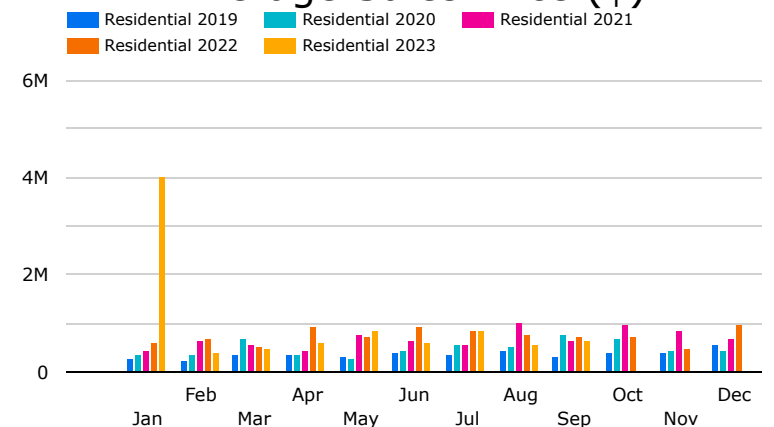
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

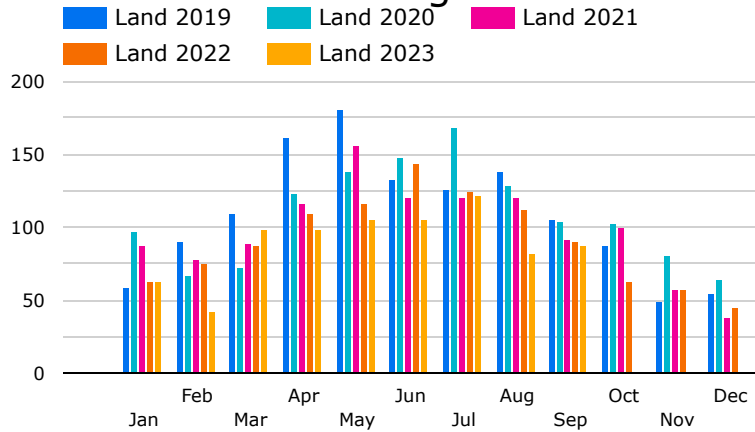
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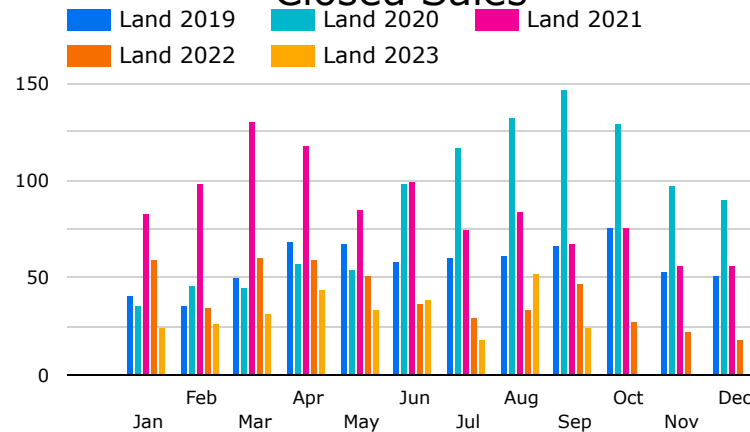
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	91	88	-3	932	795	-137
<b>Closed Sales</b>	47	25	-22	420	313	-107
<b>Median Sales Price (\$)</b>	279.0K	310.0K	31.0K	320.1K	279.0K	-41.1K
<b>Average Sales Price (\$)</b>	385.8K	570.5K	184.7K	492.2K	395.8K	-96.4K
<b>Average % of Original List Price Received</b>	94.00%	92.00%	-2.00%	97.00%	92.00%	-5.00%
<b>Average Days on Market Until Sale</b>	145	168	23	137	176	39

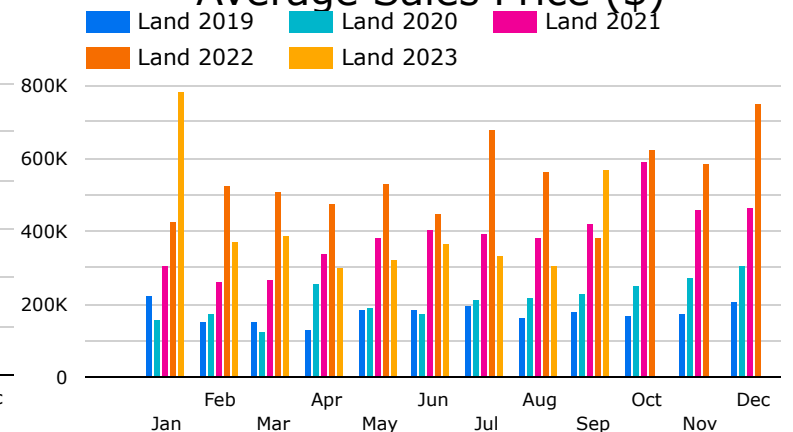
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Residential

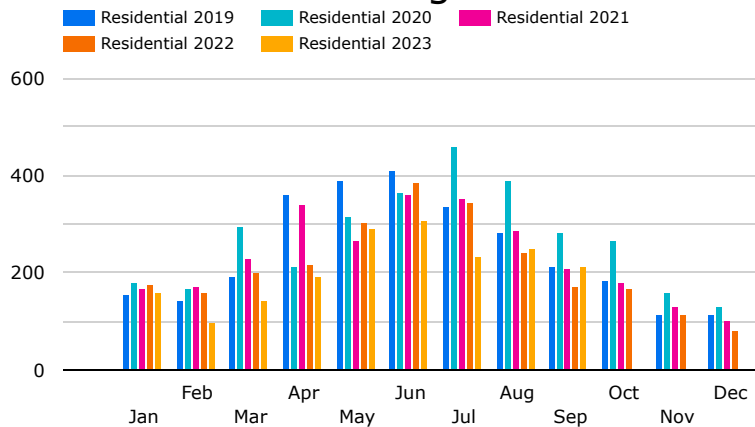
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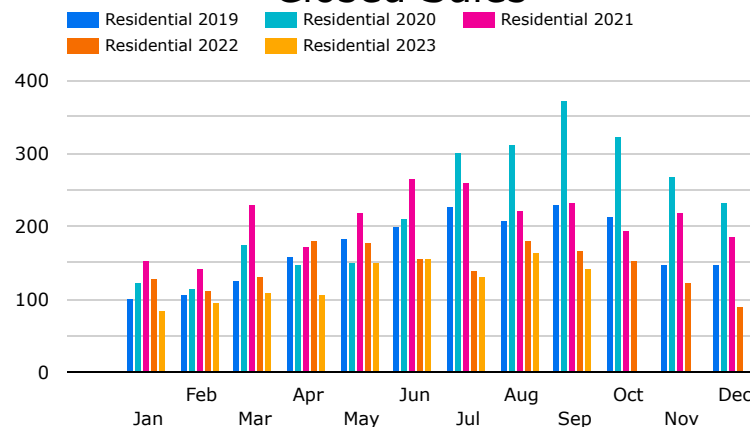
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	174	215	41	2,231	1,909	-322
<b>Closed Sales</b>	166	143	-23	1,402	1,161	-241
<b>Median Sales Price (\$)</b>	582.0K	625.5K	43.5K	608.0K	600.0K	-8.0K
<b>Average Sales Price (\$)</b>	813.2K	1.0M	202.8K	833.7K	826.3K	-7.4K
<b>Average % of Original List Price Received</b>	96.00%	94.00%	-2.00%	96.00%	94.00%	-6.00%
<b>Average Days on Market Until Sale</b>	121	117	-4	107	118	11

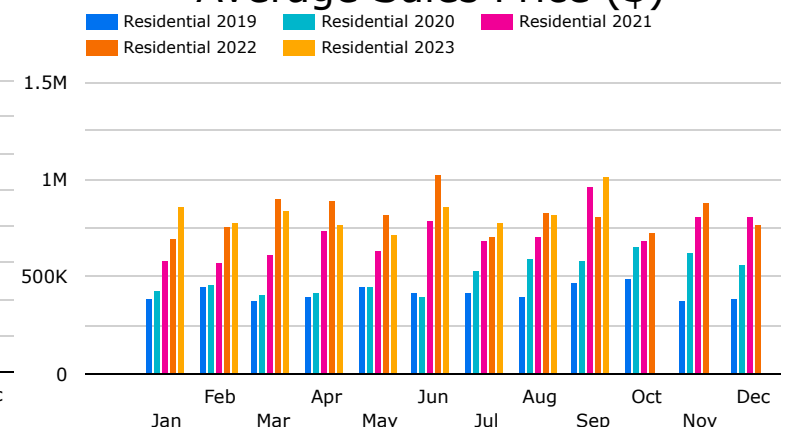
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

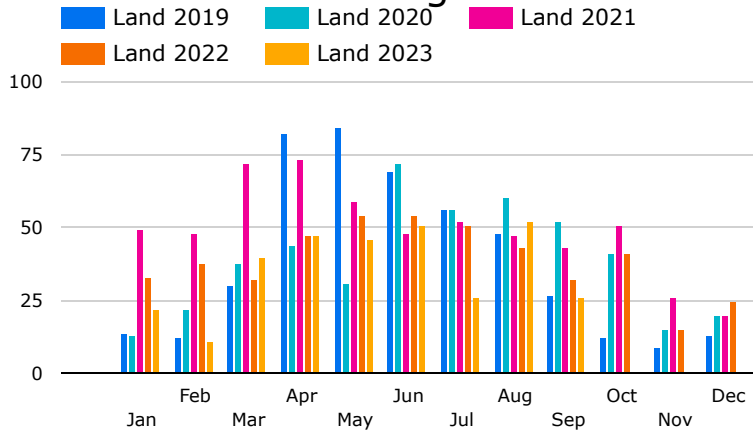
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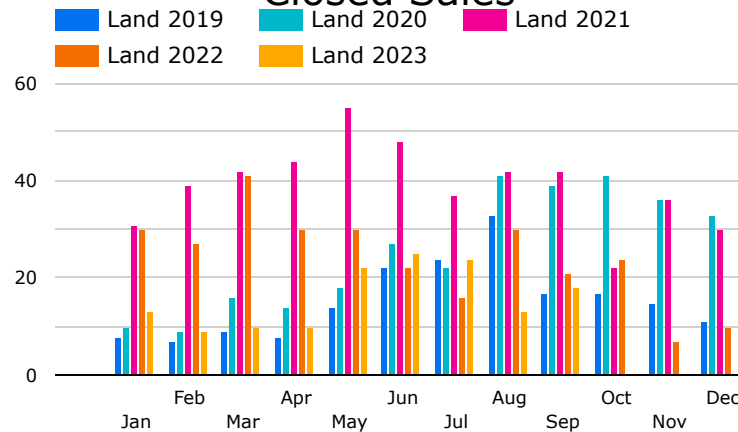
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
<b>New Listings</b>	32	26	-6	387	322	-65
<b>Closed Sales</b>	21	18	-3	255	146	-109
<b>Median Sales Price (\$)</b>	190.0K	130.0K	-60.0K	150.0K	152.5K	2.5K
<b>Average Sales Price (\$)</b>	200.9K	130.0K	-9.9K	189.0K	208.3K	19.3K
<b>Average % of Original List Price Received</b>	95.00%	84.00%	-11.00%	96.00%	98.00%	2.00%
<b>Average Days on Market Until Sale</b>	186	117	-69	180	183	3

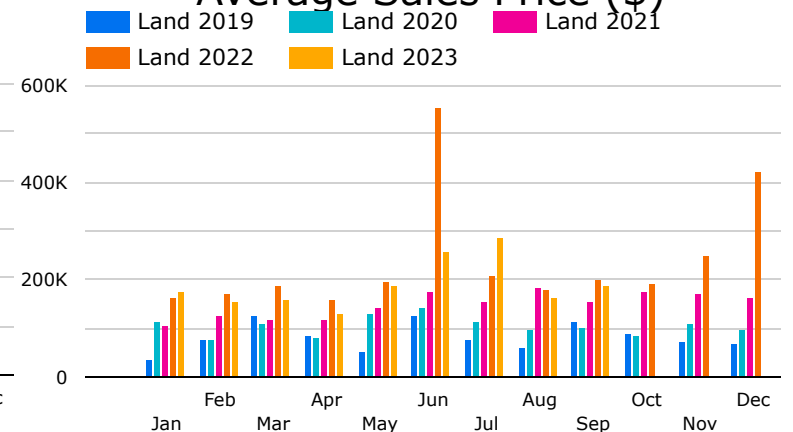
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Residential

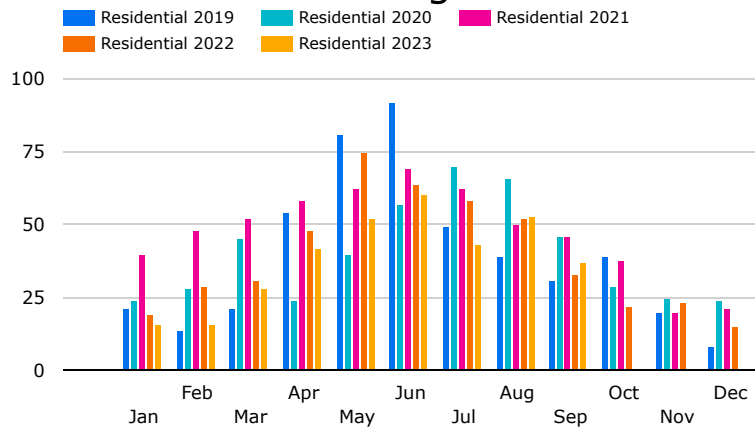
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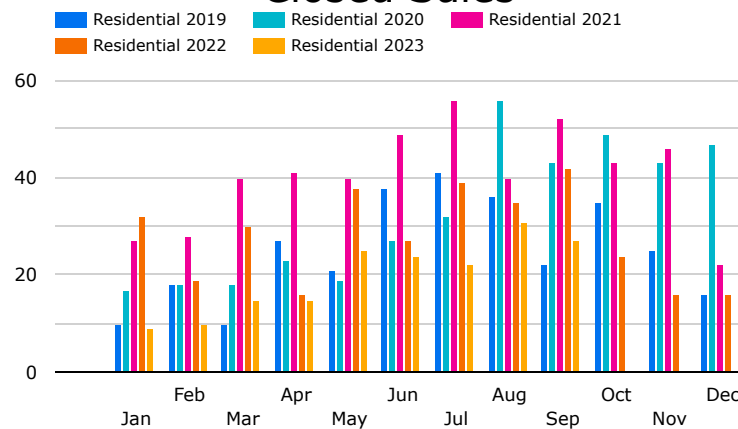
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
<b>New Listings</b>	33	37	4	412	349	-63
<b>Closed Sales</b>	42	27	-15	283	182	-101
<b>Median Sales Price (\$)</b>	443.8K	330.0K	-113.8K	430.0K	347.0K	-83.0K
<b>Average Sales Price (\$)</b>	550.1K	347.9K	-202.2K	515.2K	425.9K	-89.3K
<b>Average % of Original List Price Received</b>	97.00%	93.00%	-4.00%	97.00%	91.00%	-7.00%
<b>Average Days on Market Until Sale</b>	101	105	4	99	117	18

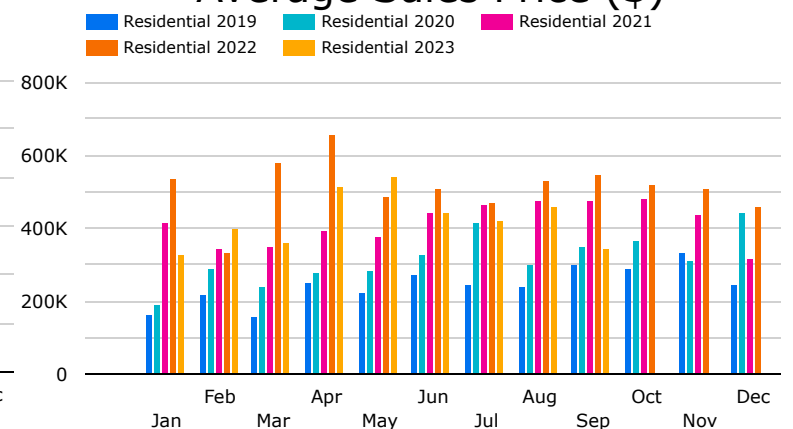
### New Listings



### Closed Sales



### Average Sales Price (\$)



Based on information from the Montana Regional MLS