

Local Market Update Missoula County - Land

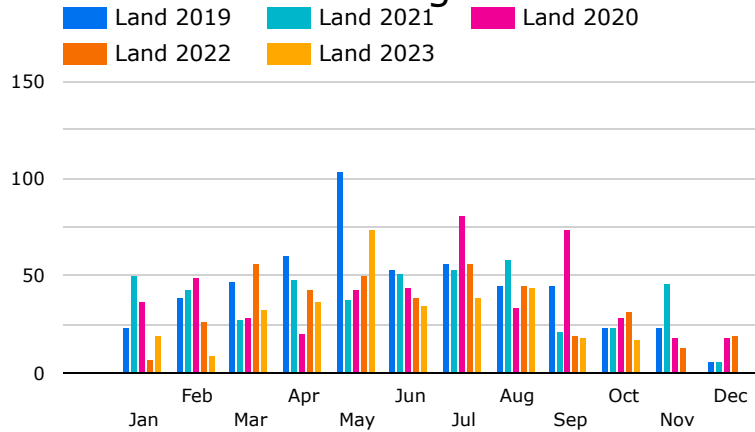
Month: Oct

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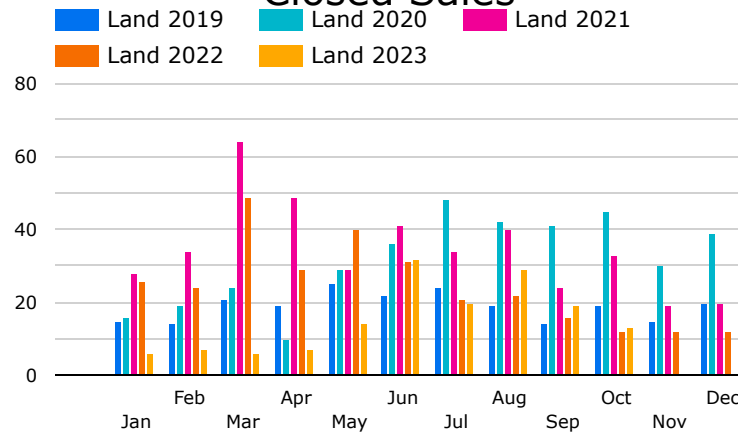
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	32	17	-15	386	326	-60
Closed Sales	12	13	1	272	154	-118
Median Sales Price (\$)	197.5K	220.0K	22.5K	179.0K	199.5K	20.5K
Average Sales Price (\$)	244.6K	287.4K	42.8K	279.0K	299.0K	20.0K
Average % of Original List Price Received	97.00%	88.00%	-9.00%	97.00%	93.00%	-4.00%
Average Days on Market Until Sale	194	143	-51	213	150	-63

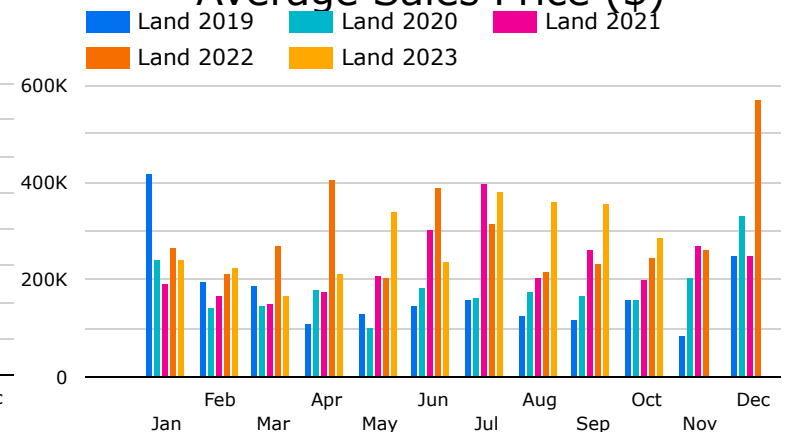
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

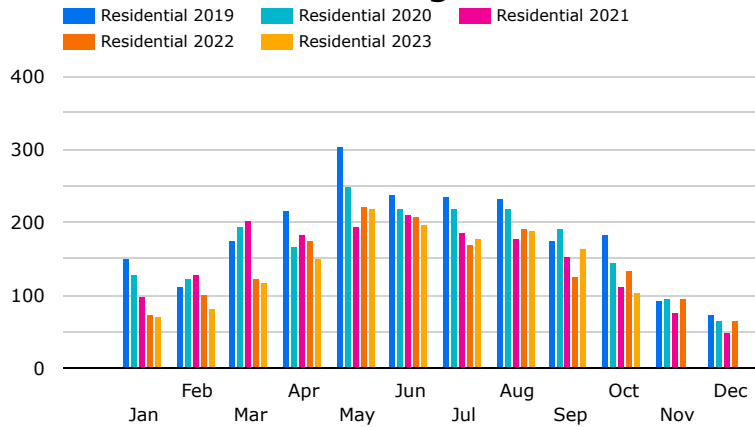
Month: Oct

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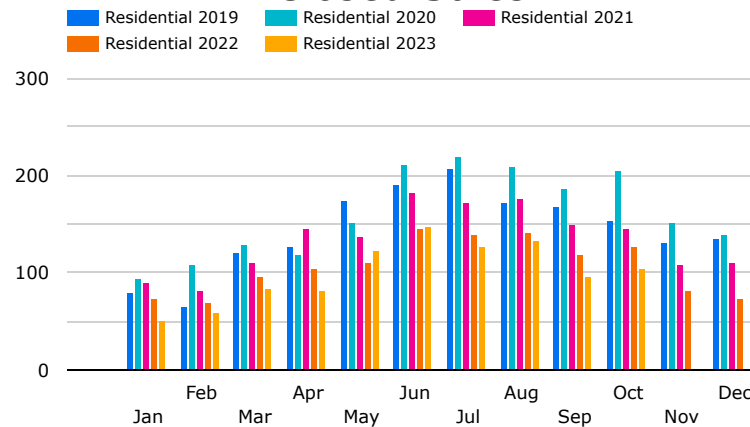
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	134	105	-29	1,535	1,497	-38
Closed Sales	127	104	-23	1,131	1,036	-95
Median Sales Price (\$)	515.0K	550.0K	35.0K	535.0K	540.0K	5.0K
Average Sales Price (\$)	539.2K	583.2K	43.9K	602.5K	584.1K	-18.3K
Average % of Original List Price Received	100.00%	94.00%	-6.00%	103.00%	97.00%	-6.00%
Average Days on Market Until Sale	92	61	-31	76	78	2

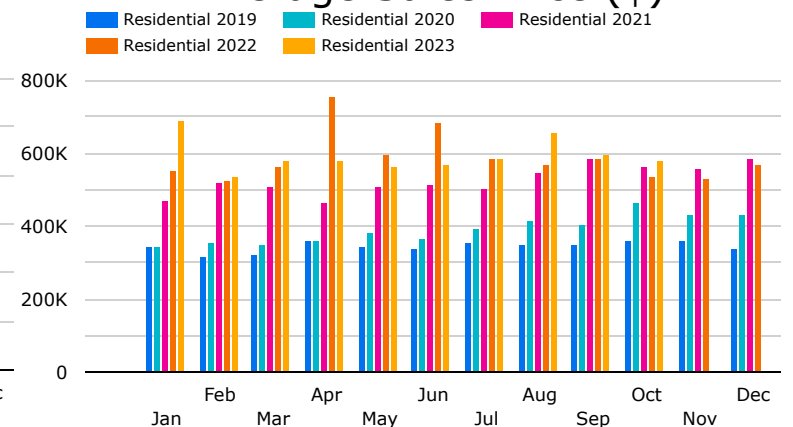
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

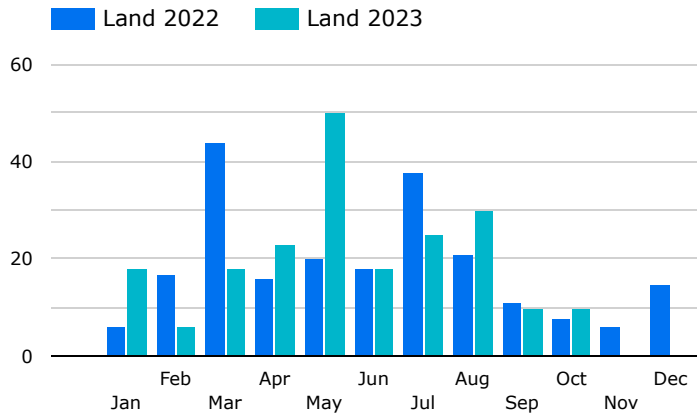
Month: Oct

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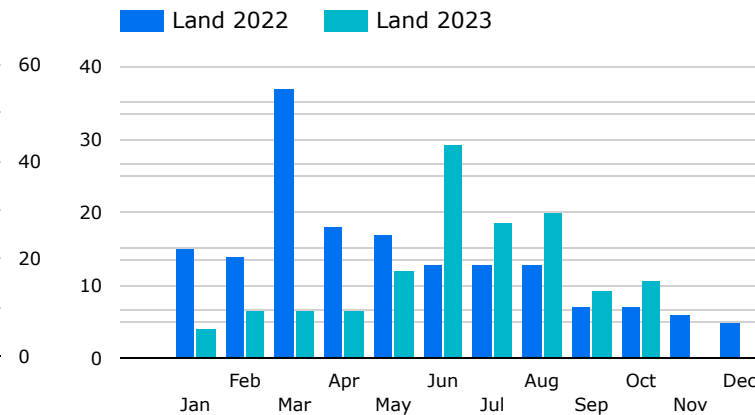
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	8	10	2	209	210	-60
Closed Sales	7	8	1	154	93	-118
Median Sales Price (\$)	145.0K	192.5K	47.5K	167.5K	194.0K	20.5K
Average Sales Price (\$)	159.3K	245.6K	86.3K	243.0K	272.1K	20.0K
Average % of Original List Price Received	97.00%	90.00%	-7.00%	98.00%	94.00%	-4.00%
Average Days on Market Until Sale	231	122	-109	251	159	-63

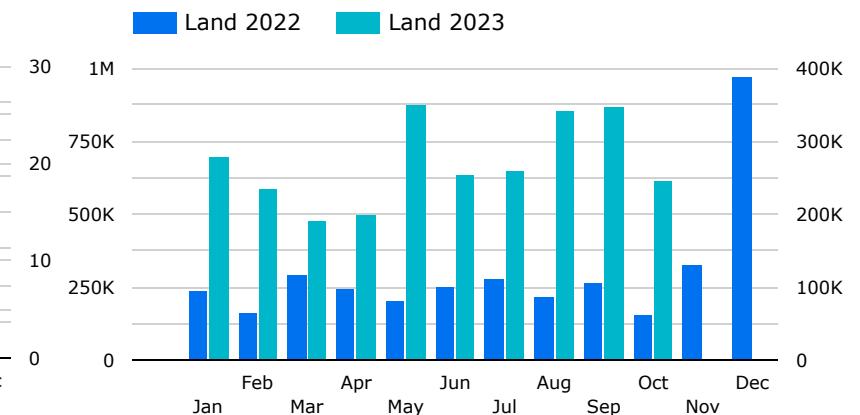
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

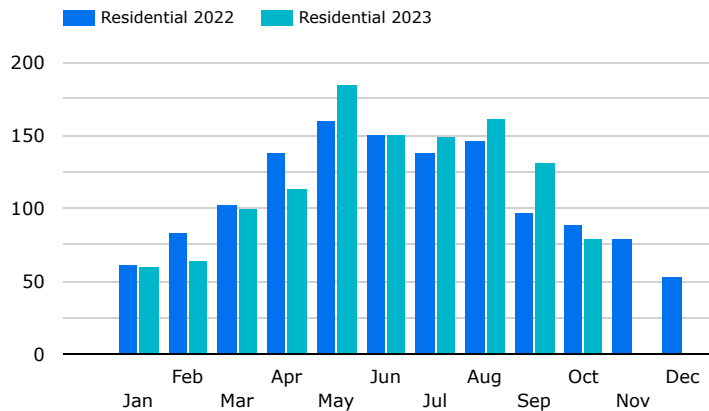
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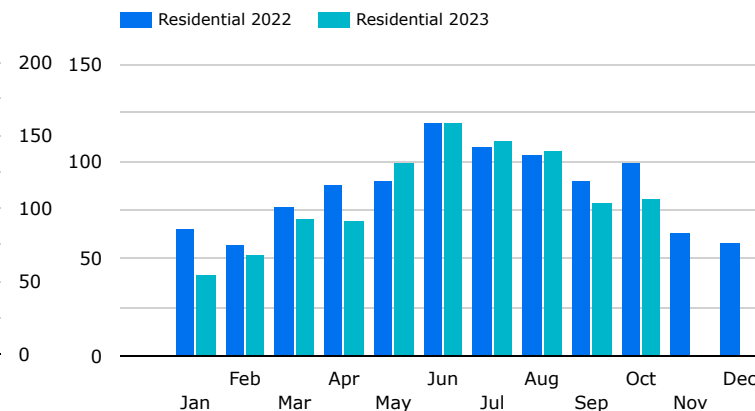
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	89	80	-9	1,172	1,216	44
Closed Sales	100	81	-19	902	857	-45
Median Sales Price (\$)	525.0K	550.0K	25.0K	535.0K	535.0K	0.0
Average Sales Price (\$)	548.8K	588.7K	39.9K	592.8K	582.2K	-10.6K
Average % of Original List Price Received	100.00%	95.00%	-5.00%	100.00%	98.00%	-5.00%
Average Days on Market Until Sale	93	57	-36	73	77	4

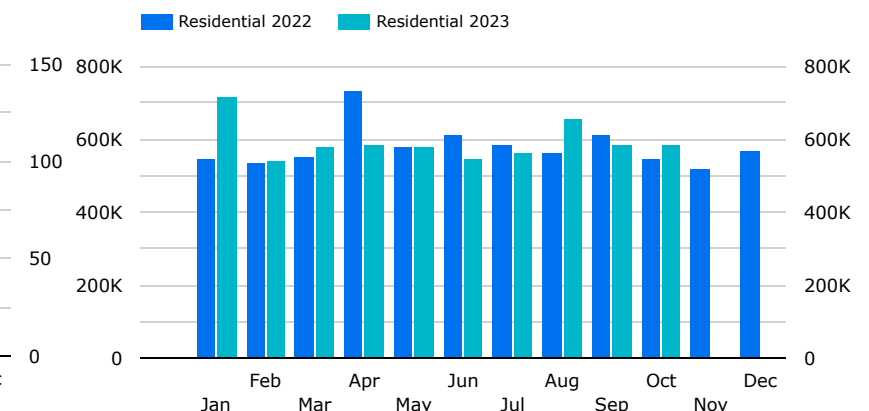
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

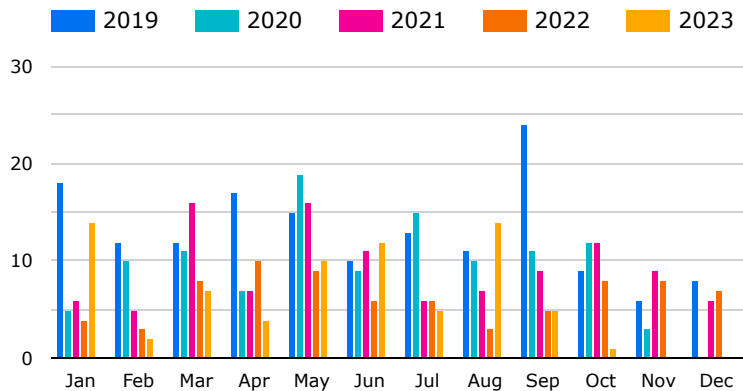
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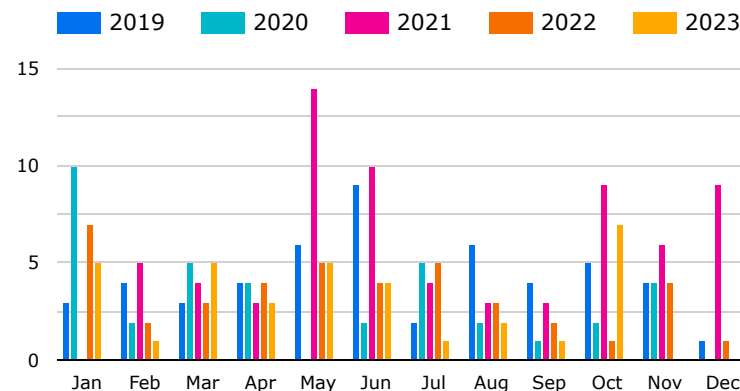
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	2022	2023	+/-	YTD 2022	YTD 2023	+/-
New Listings	8	1	-7	70	72	2
Closed Sales	1	7	6	38	35	-3
Median Sales Price (\$)	1.8M	830.0K	-920.0K	672.0K	765.0K	93.0K
Average Sales Price (\$)	1.8M	908.6K	-841.4K	1.4M	1.2M	-201.6K
Average % of Original List Price Received	1	0.83	-17.00%	0.98	0.86	-12.00%
Average Days on Market Until Sale	179	207	28	201	211	10

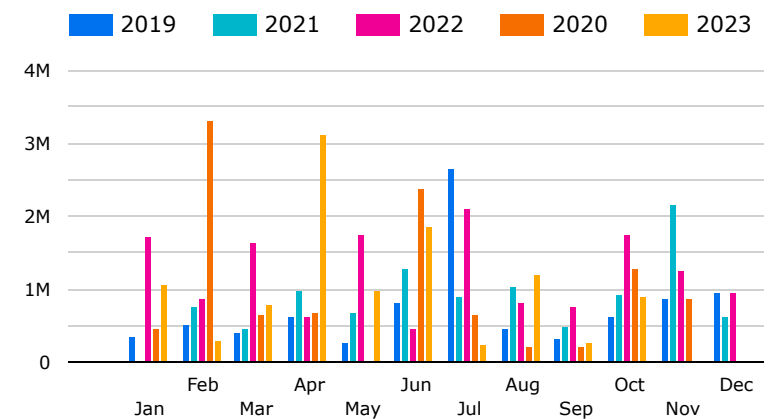
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

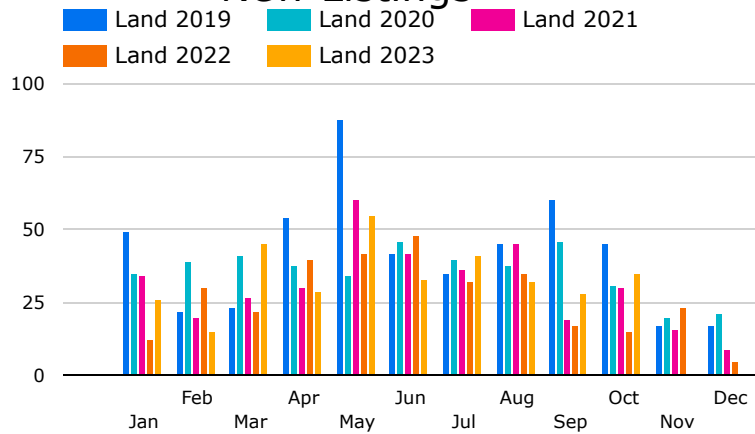
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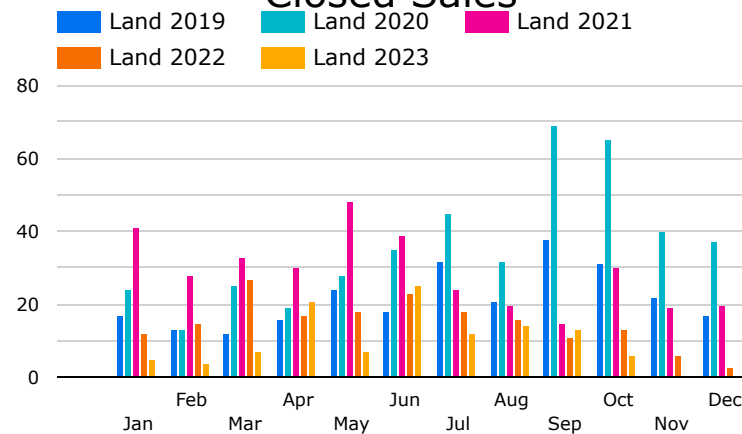
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	15	35	20	303	336	33
Closed Sales	13	6	-7	174	124	-50
Median Sales Price (\$)	230.0K	288.5K	58.5K	255.0K	249.5K	-5.5K
Average Sales Price (\$)	262.5K	417.3K	154.9K	317.4K	366.2K	48.8K
Average % of Original List Price Received	94.00%	89.00%	-5.00%	96.00%	92.00%	-4.00%
Average Days on Market Until Sale	140	89	-51	135	121	-14

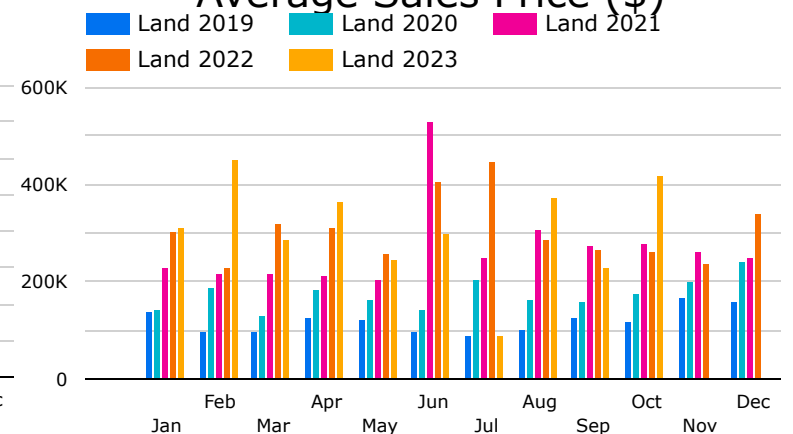
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

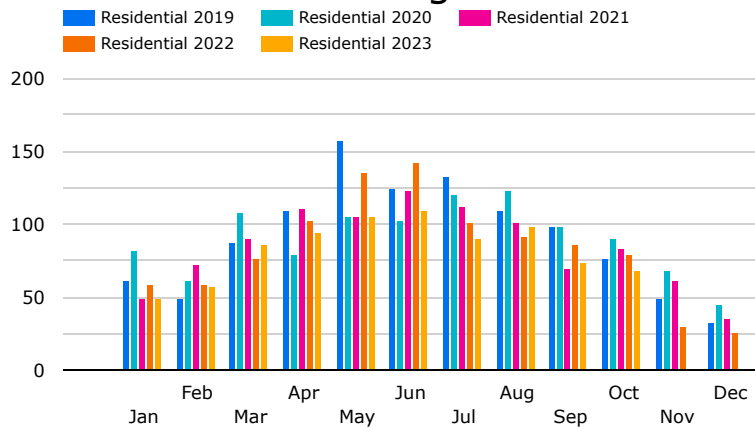
Month: Oct

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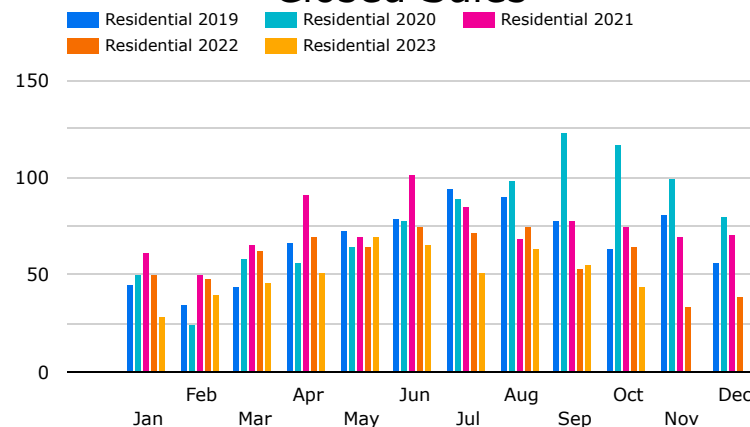
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	79	68	-11	941	841	-100
Closed Sales	65	44	-21	645	524	-121
Median Sales Price (\$)	600.0K	566.0K	-34.0K	572.3K	571.0K	-1.3K
Average Sales Price (\$)	645.7K	663.9K	18.2K	673.5K	669.1K	-4.4K
Average % of Original List Price Received	97.00%	91.00%	-6.00%	99.00%	94.00%	-5.00%
Average Days on Market Until Sale	97	98	1	89	93	4

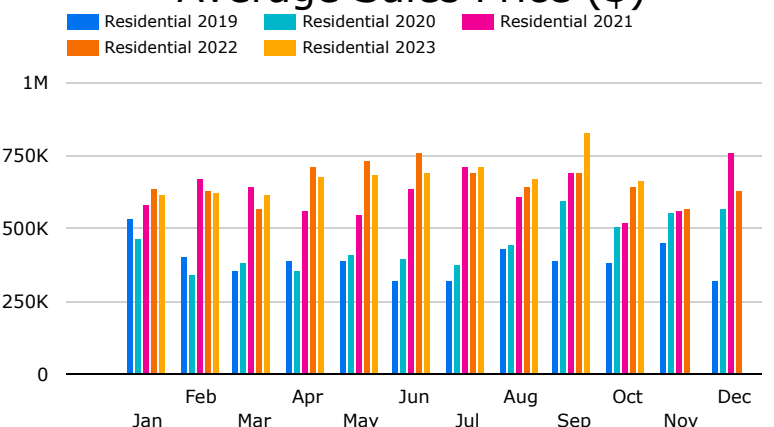
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

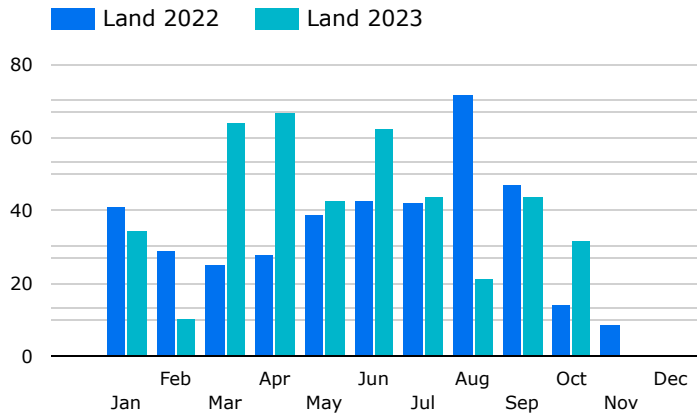
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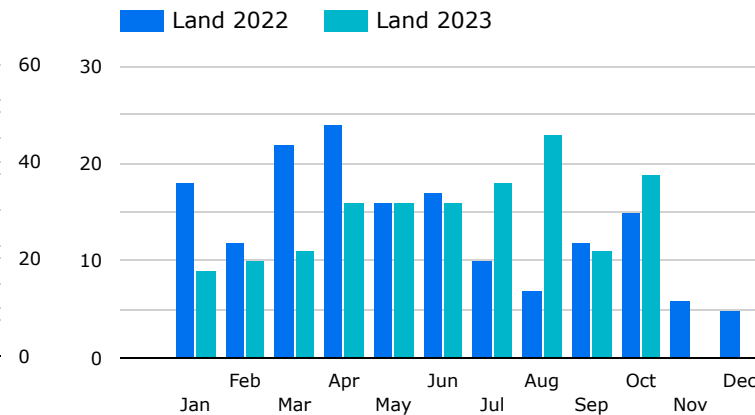
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	14	24	10	385	314	-71
Closed Sales	15	19	4	155	150	-5
Median Sales Price (\$)	268.7K	225.0K	-43.7K	285.0K	209.9K	-75.2K
Average Sales Price (\$)	297.9K	268.7K	-29.2K	408.7K	95.0%	-90.5K
Average % of Original List Price Received	92.00%	90.00%	-2.00%	97.00%	95.00%	-2.00%
Average Days on Market Until Sale	136	142	6	142	201	59

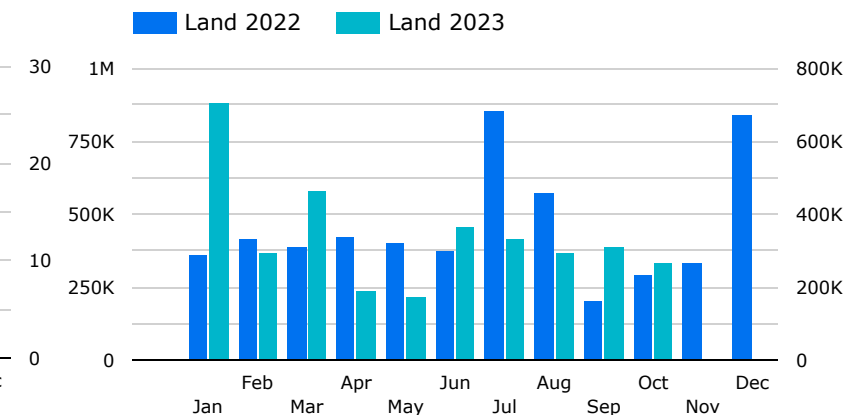
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

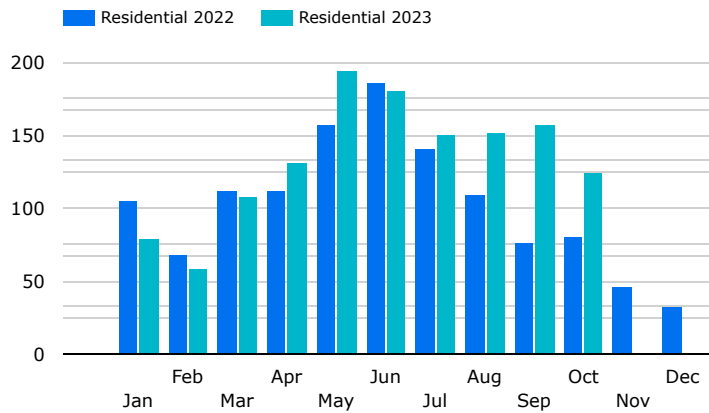
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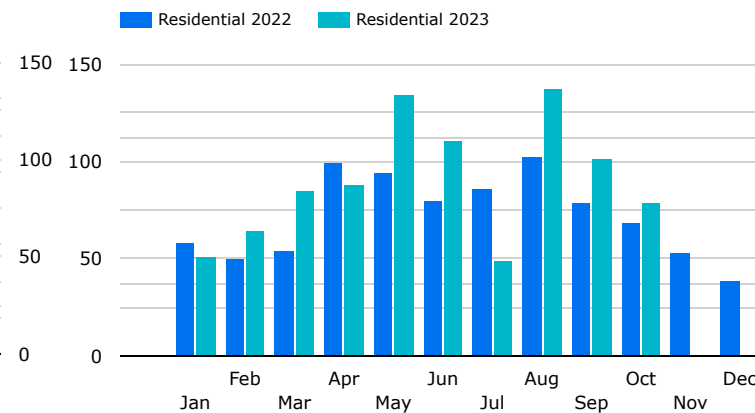
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	81	94	13	1,162	1,008	-154
Closed Sales	69	53	-16	785	654	-131
Median Sales Price (\$)	519.0K	599.0K	80.0K	540.0K	540.0K	0.0
Average Sales Price (\$)	584.7K	665.0K	80.3K	647.5K	624.1K	-23.4K
Average % of Original List Price Received	97.00%	94.00%	-3.00%	97.00%	94.00%	-5.00%
Average Days on Market Until Sale	105	67	-38	89	102	13

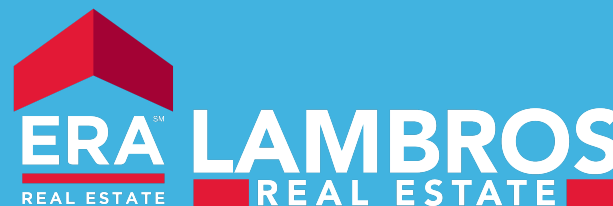
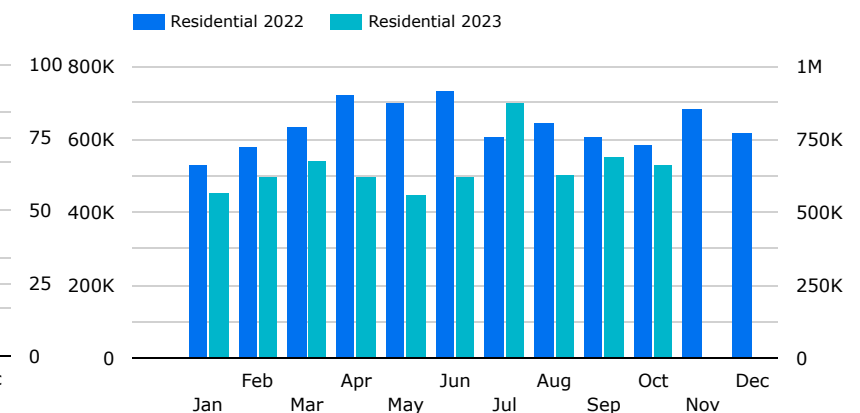
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

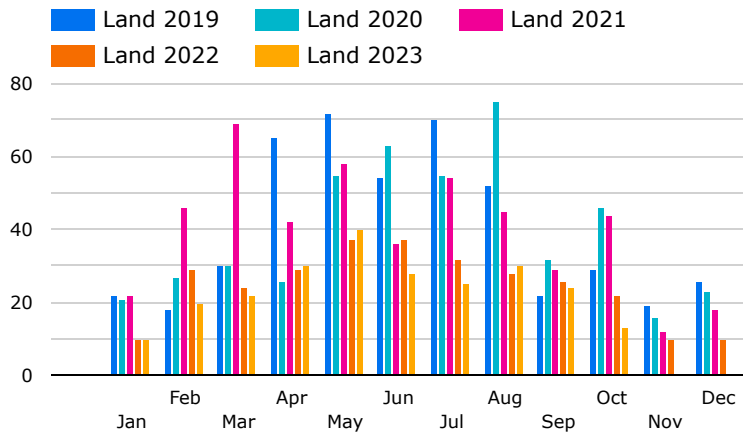
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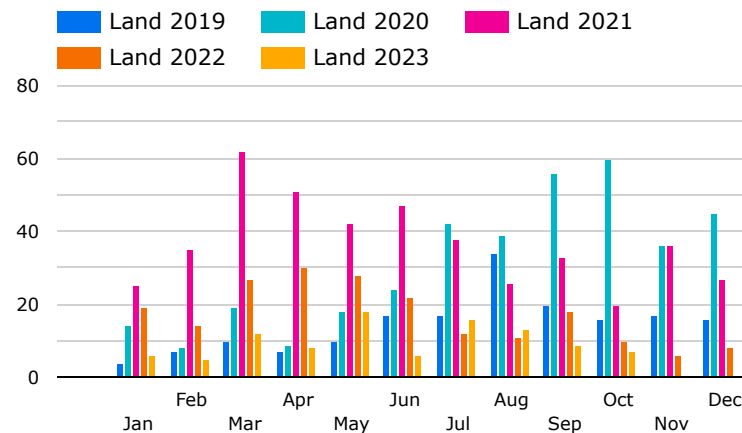
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	22	13	-9	278	244	-34
Closed Sales	10	7	-3	195	102	-93
Median Sales Price (\$)	155.0K	209.0K	54.0K	155.0K	175.0K	20.0K
Average Sales Price (\$)	466.5K	425.9K	-40.6K	289.0K	284.3K	-4.7K
Average % of Original List Price Received	94.00%	95.00%	1.00%	98.00%	89.00%	-9.00%
Average Days on Market Until Sale	128	72	-56	149	138	-11

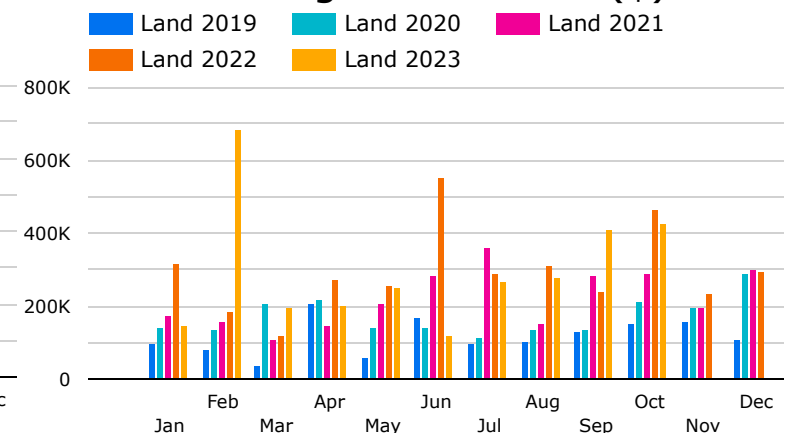
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

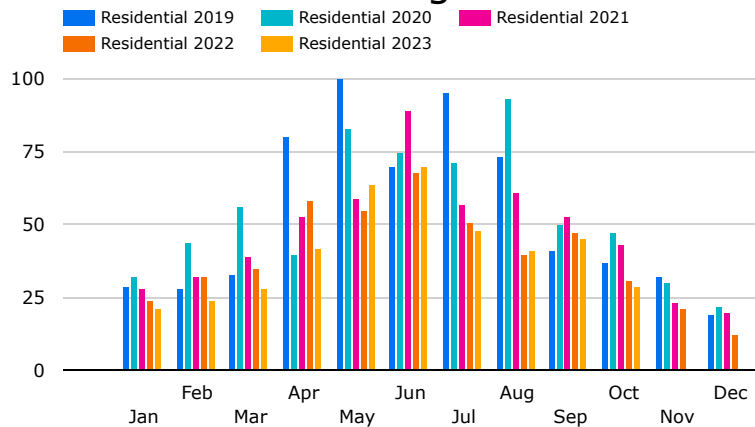
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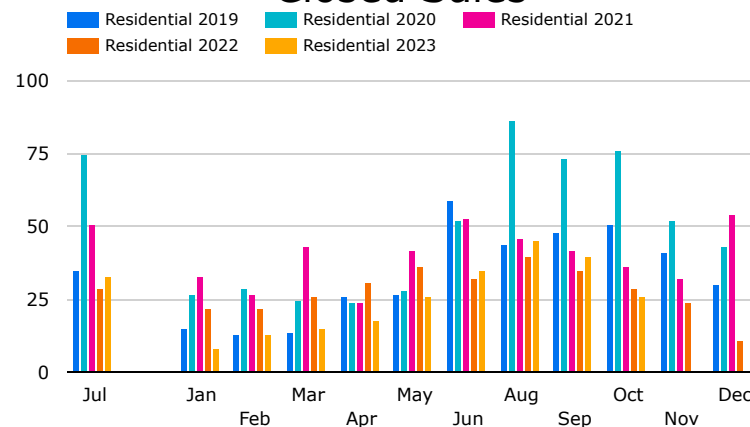
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	31	29	-2	442	412	-30
Closed Sales	29	26	-3	305	262	-43
Median Sales Price (\$)	635.0K	595.0K	-40.0K	555.0K	536.8K	-18.3K
Average Sales Price (\$)	733.2K	821.3K	88.2K	769.4K	781.4K	12.0K
Average % of Original List Price Received	97.00%	91.00%	-6.00%	97.00%	93.00%	-6.00%
Average Days on Market Until Sale	109	111	2	95	95	0

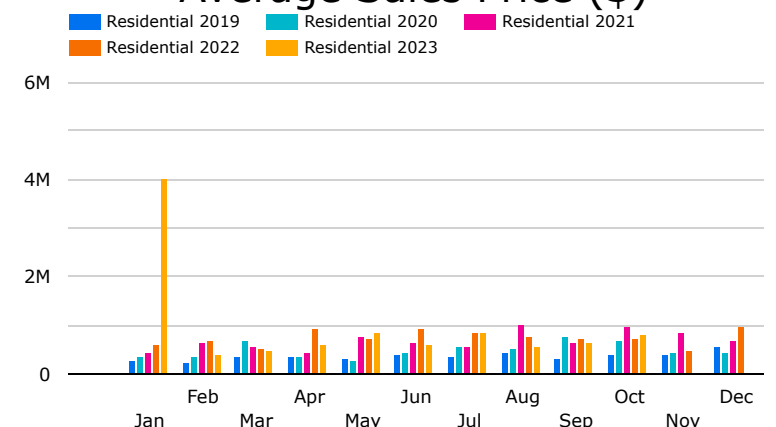
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

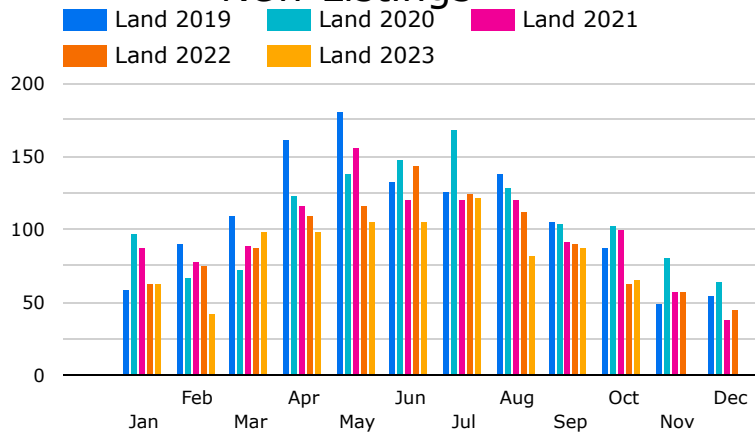
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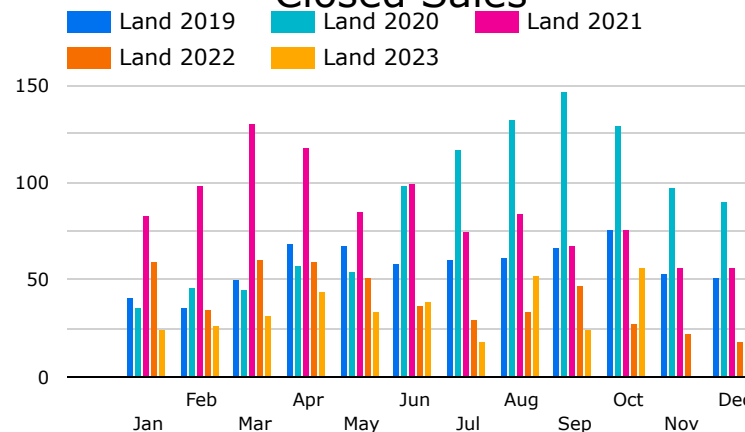
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	63	66	3	995	861	-134
Closed Sales	28	57	29	448	373	-75
Median Sales Price (\$)	300.0K	310.0K	10.0K	320.0K	280.0K	-40.0K
Average Sales Price (\$)	623.9K	682.1K	58.2K	500.4K	439.2K	-61.2K
Average % of Original List Price Received	93.00%	89.00%	-4.00%	95.00%	92.00%	-3.00%
Average Days on Market Until Sale	149	141	-8	139	170	31

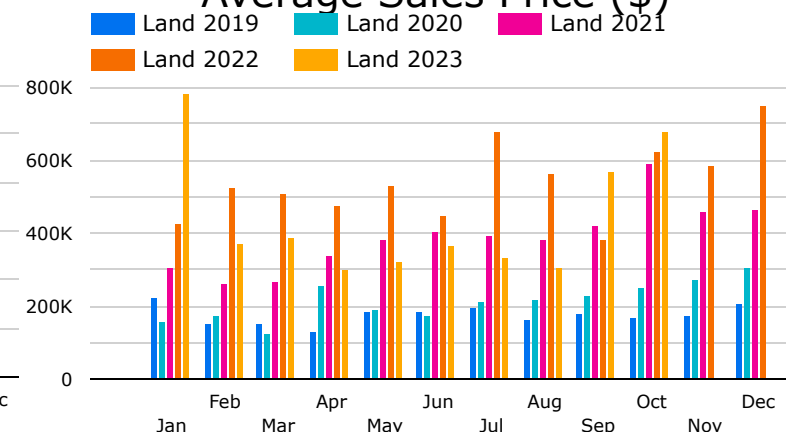
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Flathead County - Residential

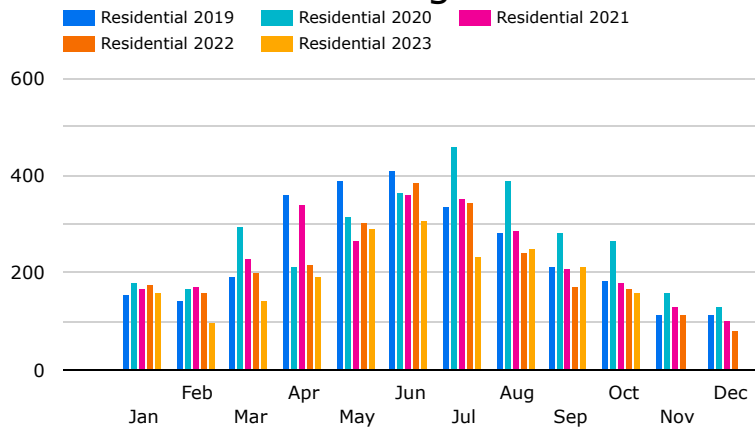
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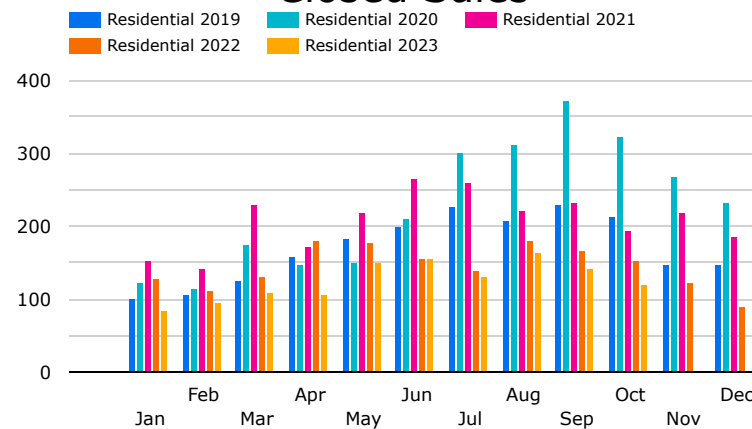
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	167	159	-8	2,398	2,072	-326
Closed Sales	153	121	-32	1,555	1,287	-268
Median Sales Price (\$)	570.0K	630.0K	60.0K	605.0K	609.0K	4.0K
Average Sales Price (\$)	727.9K	873.6K	145.7K	823.3K	830.2K	6.9K
Average % of Original List Price Received	96.00%	94.00%	-2.00%	96.00%	94.00%	-5.00%
Average Days on Market Until Sale	126	92	-34	107	116	9

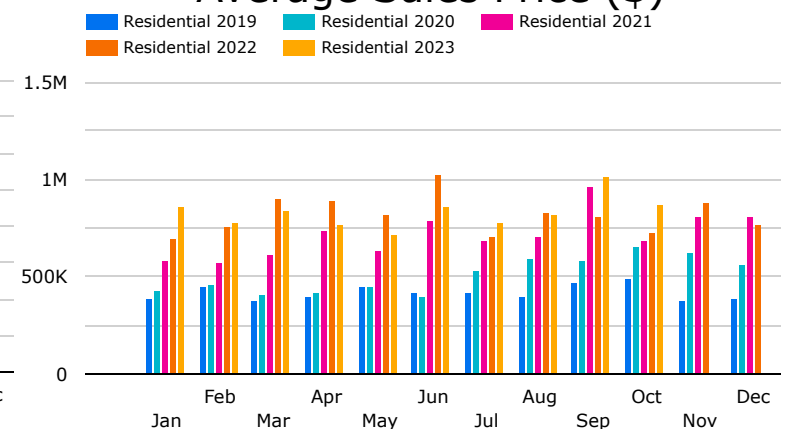
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

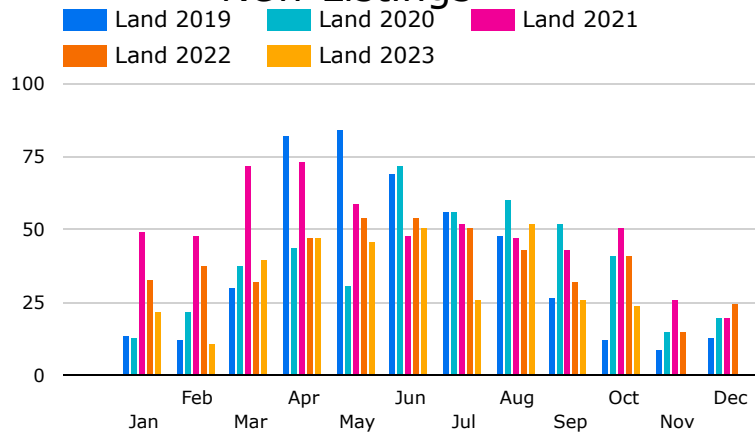
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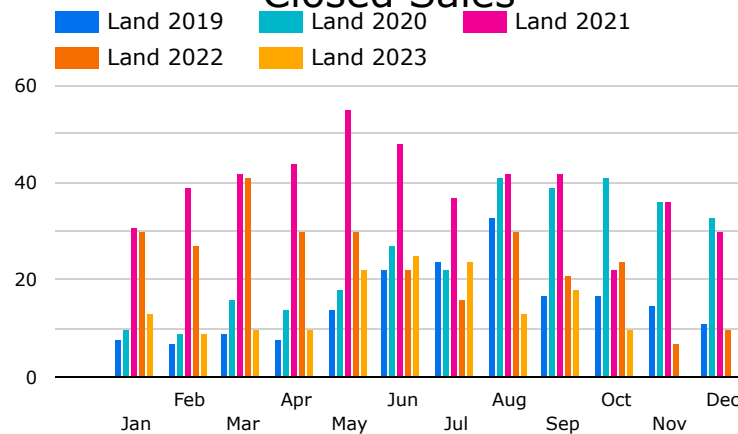
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	41	24	-17	428	349	-79
Closed Sales	24	10	-14	279	156	-123
Median Sales Price (\$)	140.6K	235.0K	94.4K	150.0K	156.0K	6.0K
Average Sales Price (\$)	195.0K	235.0K	33.2K	189.5K	209.1K	19.6K
Average % of Original List Price Received	92.00%	93.00%	1.00%	96.00%	97.00%	1.00%
Average Days on Market Until Sale	190	161	-29	180	186	6

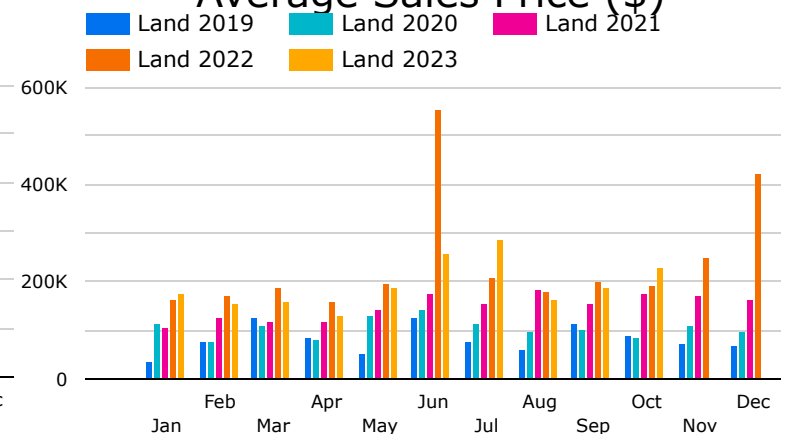
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Residential

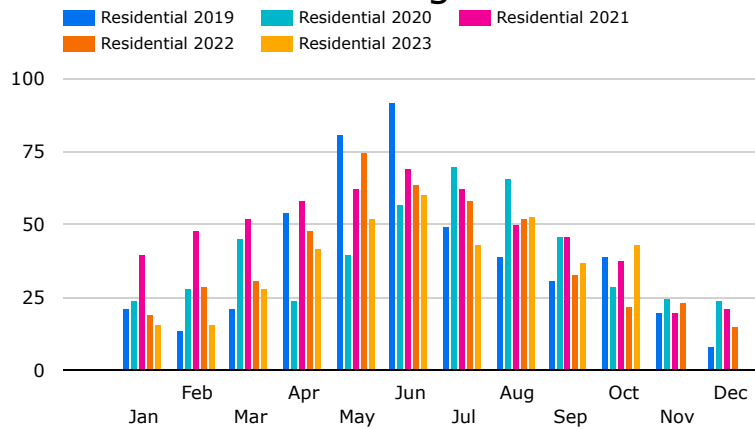
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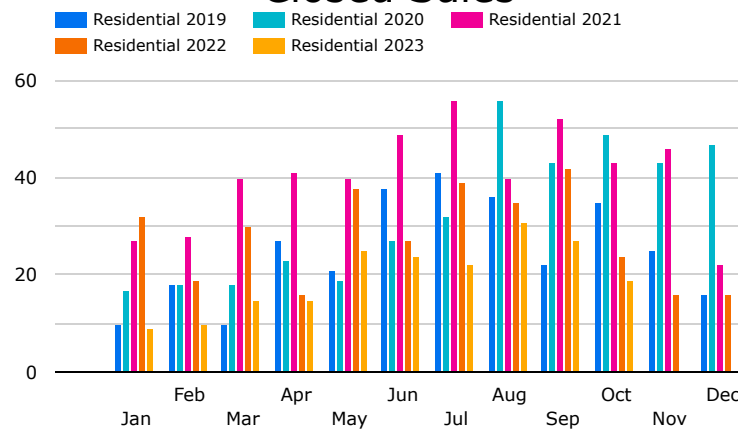
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	22	43	21	434	393	-41
Closed Sales	24	19	-5	307	201	-106
Median Sales Price (\$)	337.0K	350.0K	13.0K	425.0K	349.0K	-76.0K
Average Sales Price (\$)	521.4K	456.0K	-65.4K	515.7K	428.7K	-87.0K
Average % of Original List Price Received	94.00%	88.00%	-6.00%	94.00%	91.00%	-5.00%
Average Days on Market Until Sale	103	131	28	99	119	20

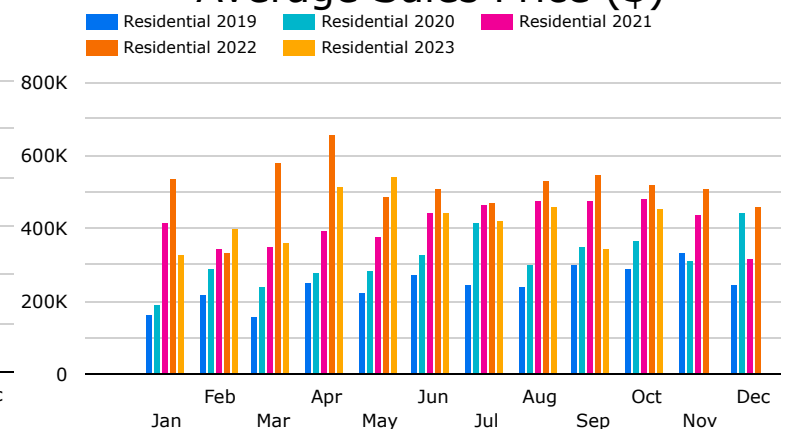
New Listings



Closed Sales



Average Sales Price (\$)



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