

Local Market Update Missoula County - Land

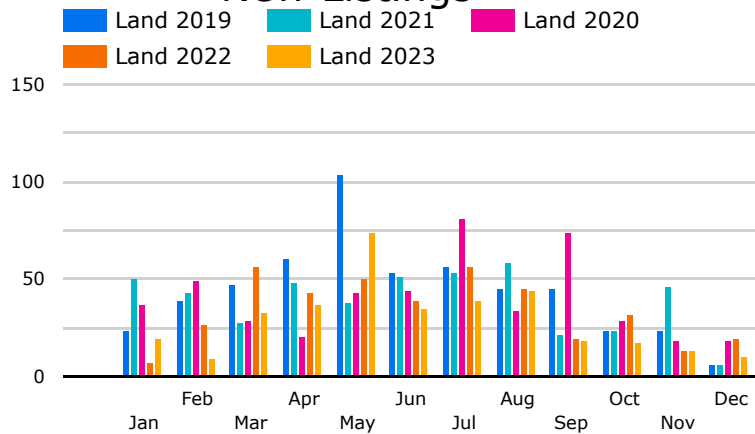
Month: Dec

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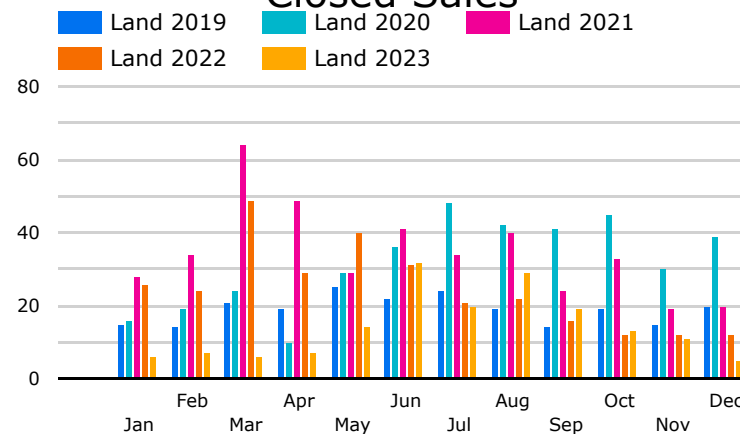
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	20	10	-10	420	349	-71
Closed Sales	12	5	-7	183	170	-13
Median Sales Price (\$)	227.6K	192.0K	-35.6K	255.0K	200.0K	-55.0K
Average Sales Price (\$)	572.8K	392.4K	-180.4K	289.7K	354.5K	64.7K
Average % of Original List Price Received	90.00%	92.00%	2.00%	94.00%	91.00%	-3.00%
Average Days on Market Until Sale	159	168	9	131	153	22

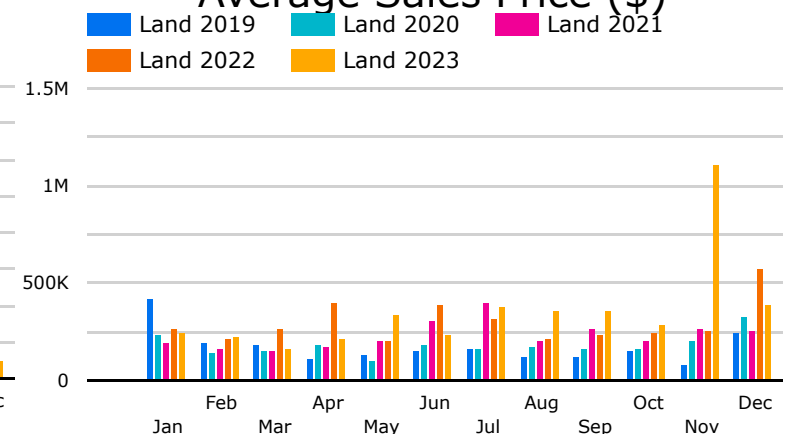
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

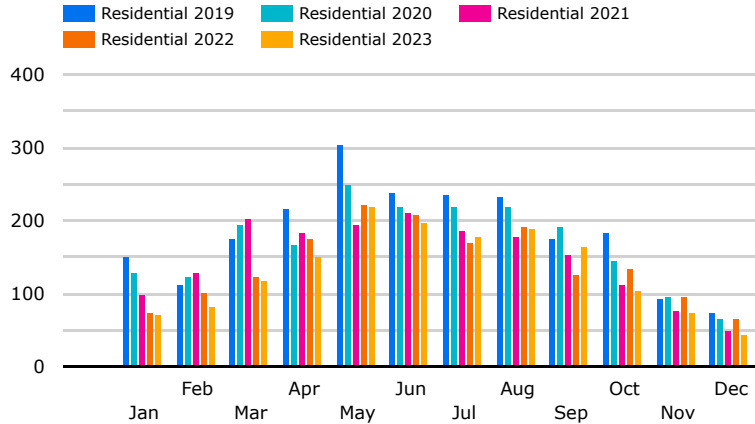
Month: Dec

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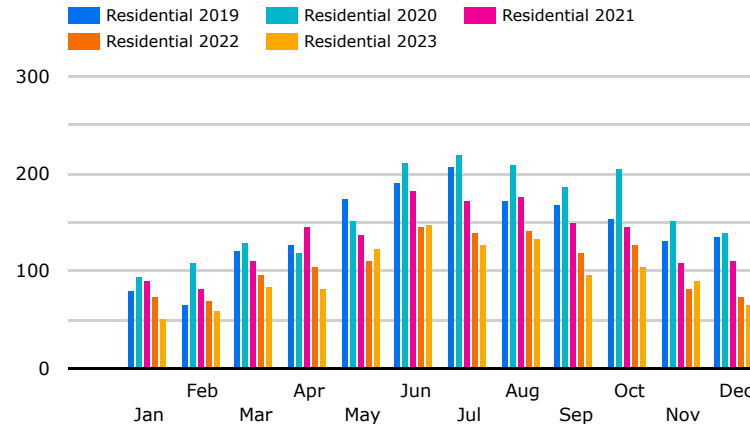
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	67	44	-23	1,709	1,616	-93
Closed Sales	73	66	-7	1,357	1,195	-162
Median Sales Price (\$)	545.0K	498.8K	-46.2K	530.0K	535.0K	5.0K
Average Sales Price (\$)	567.3K	546.0K	-21.3K	595.6K	581.1K	-14.6K
Average % of Original List Price Received	96.00%	93.00%	-3.00%	101.00%	96.00%	-5.00%
Average Days on Market Until Sale	92	73	-19	71	77	6

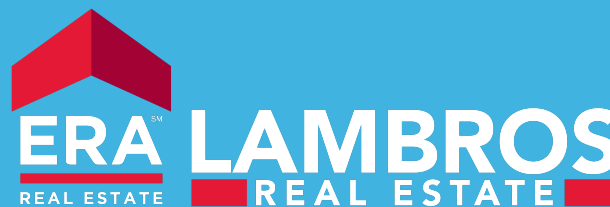
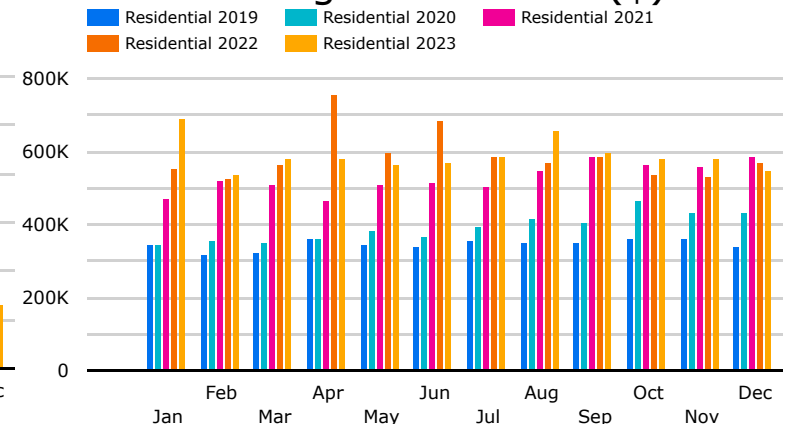
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

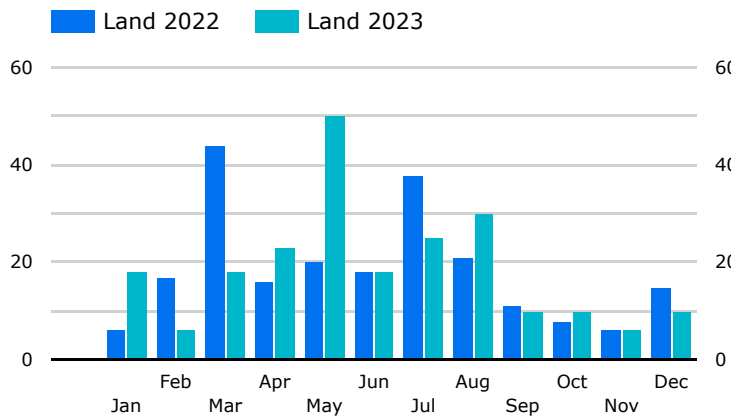
Month: Dec

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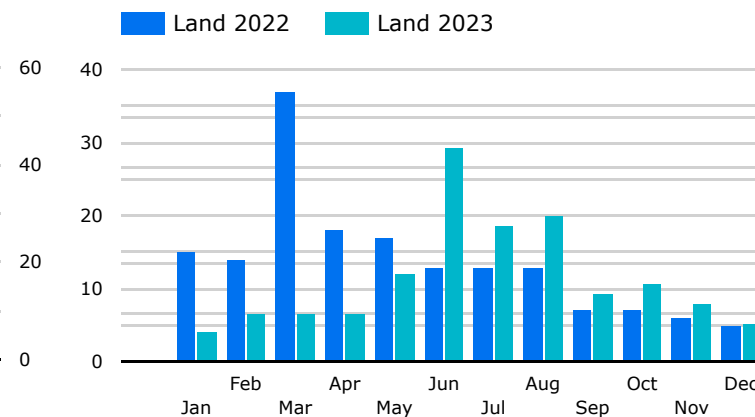
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	15	10	-5	239	226	-71
Closed Sales	5	4	-1	165	103	-13
Median Sales Price (\$)	205.0K	171.0K	-34.0K	175.0K	192.0K	-55.0K
Average Sales Price (\$)	973.0K	418.0K	-555.0K	268.3K	275.9K	64.7K
Average % of Original List Price Received	96.00%	90.00%	-6.00%	98.00%	94.00%	-3.00%
Average Days on Market Until Sale	212	210	-2	270	159	22

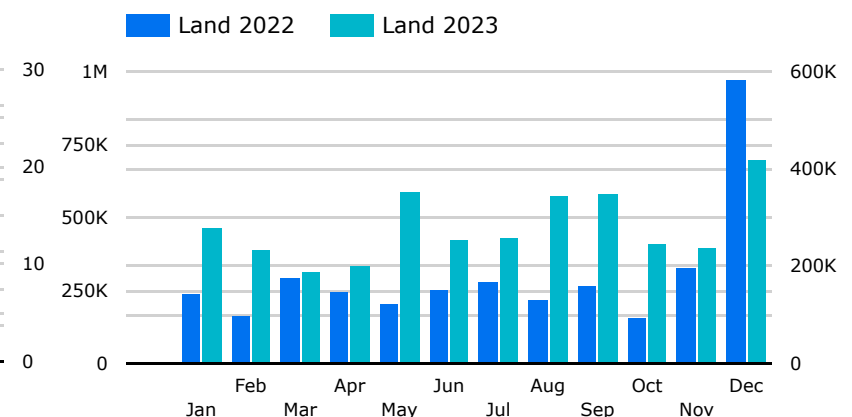
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

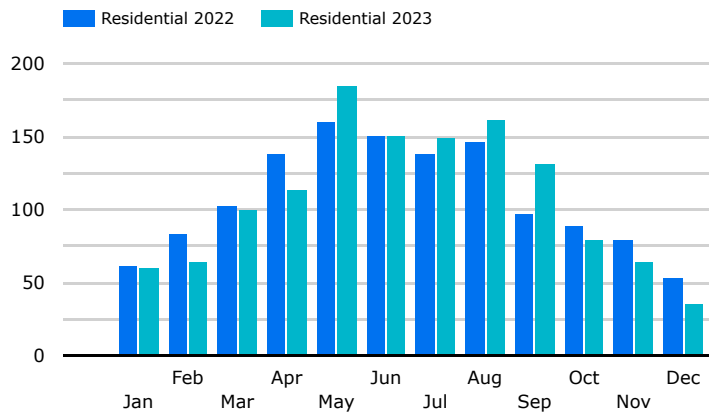
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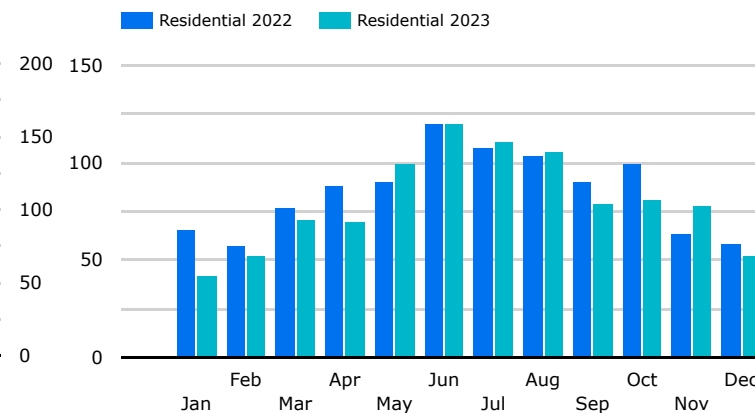
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	54	36	-18	1,312	1,316	4
Closed Sales	59	52	-7	1,087	990	-97
Median Sales Price (\$)	545.0K	498.8K	-46.2K	517.0K	532.5K	15.5K
Average Sales Price (\$)	572.2K	526.9K	-45.4K	559.8K	578.4K	18.6K
Average % of Original List Price Received	97.00%	94.00%	-3.00%	97.00%	97.00%	-5.00%
Average Days on Market Until Sale	93	70	-23	68	76	8

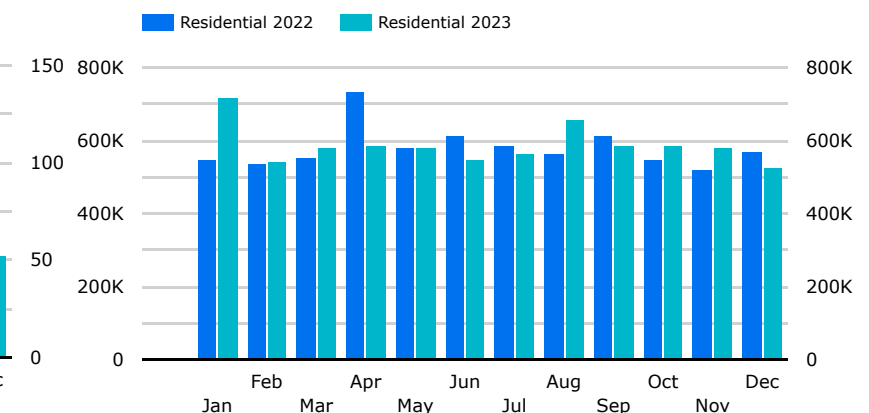
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

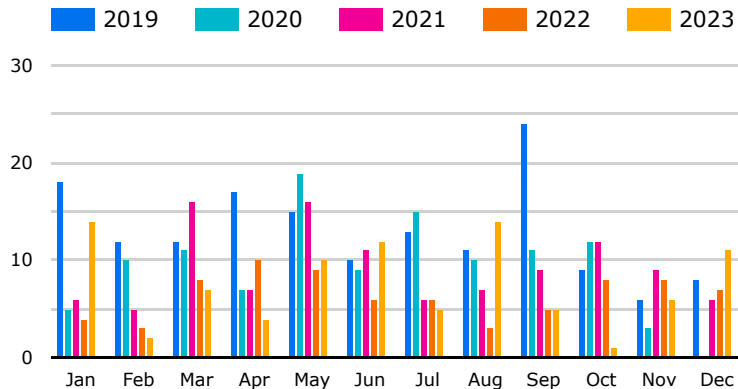
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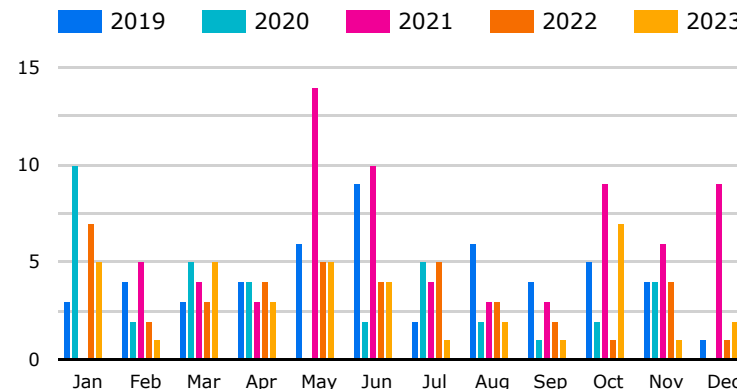
Tip: The best way to understand metrics is to only view one month at a time

	2022	2023	+/-	YTD 2022	YTD 2023	+/-
New Listings	7	11	4	86	88	2
Closed Sales	1	2	1	43	37	-6
Median Sales Price (\$)	950.0K	819.6K	-130.4K	665.0K	765.0K	100.0K
Average Sales Price (\$)	950.0K	819.6K	-130.4K	1.3M	1.1M	-203.1K
Average % of Original List Price Received	0.95	0.91	-4.00%	0.93	0.86	-7.00%
Average Days on Market Until Sale	273	364	91	219	220	1

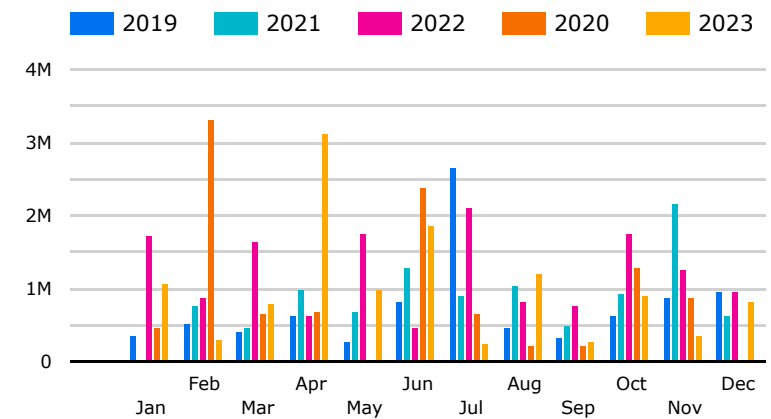
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

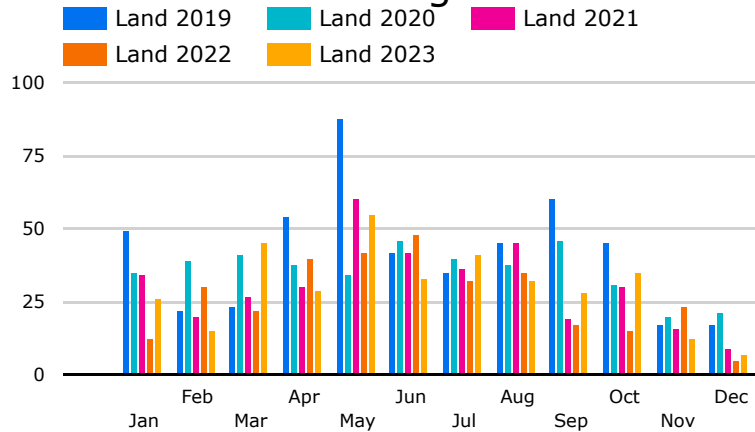
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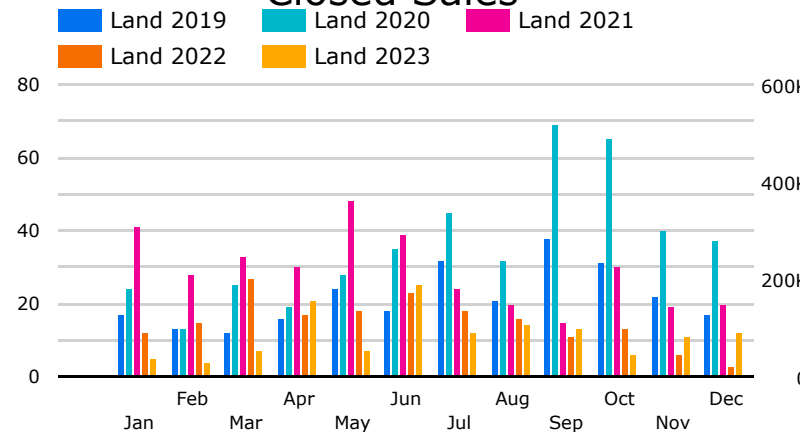
Tip: The best way to understand metrics is to only view one month at a time

	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	5	7	2	332	353	21
Closed Sales	3	12	9	183	146	-37
Median Sales Price (\$)	280.0K	250.0K	-30.0K	255.0K	250.0K	-5.0K
Average Sales Price (\$)	340.0K	408.5K	68.5K	315.2K	376.3K	61.1K
Average % of Original List Price Received	89.00%	92.00%	3.00%	94.00%	92.00%	-2.00%
Average Days on Market Until Sale	113	134	21	131	123	-8

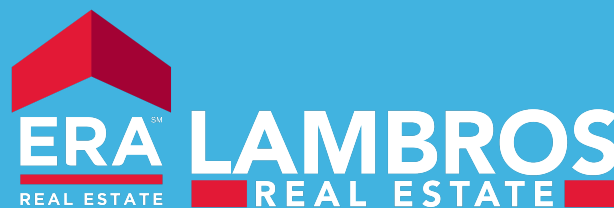
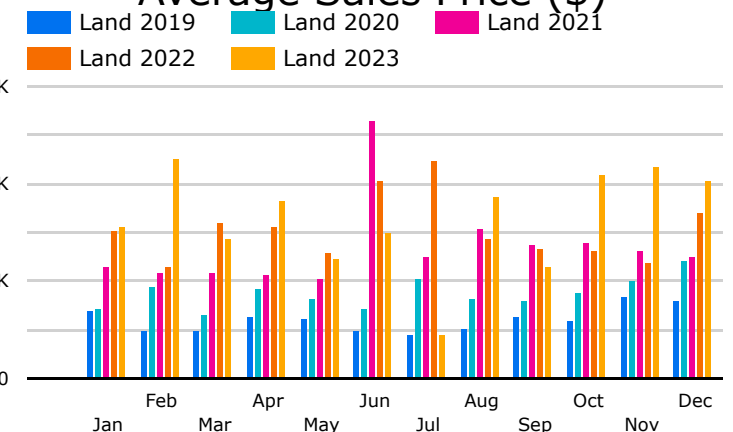
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

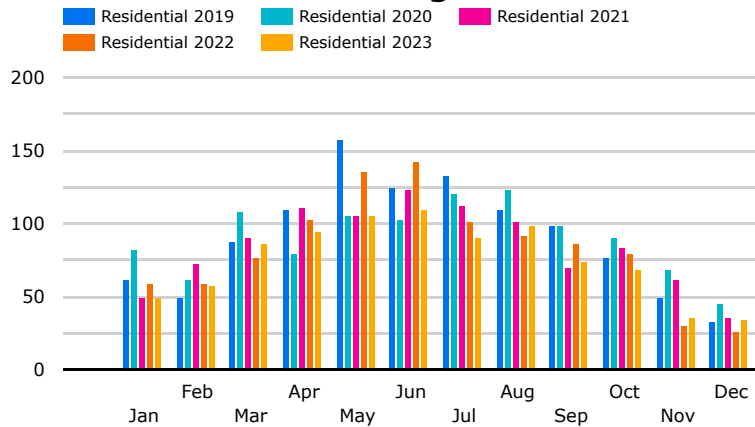
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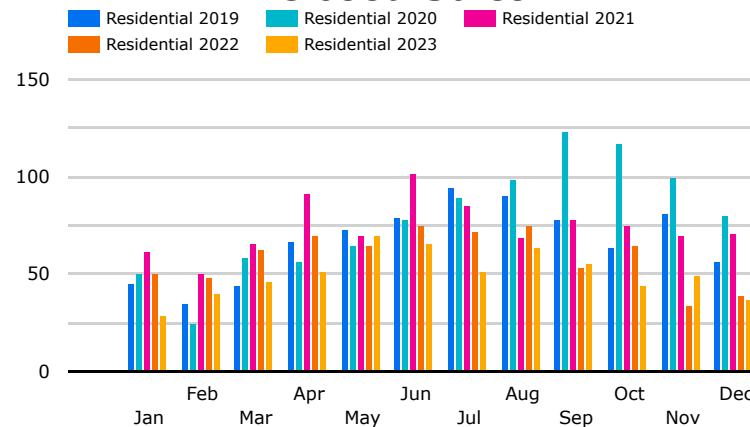
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	26	34	8	1,008	909	-99
Closed Sales	39	37	-2	718	611	-107
Median Sales Price (\$)	467.0K	485.0K	18.0K	566.5K	560.0K	-6.5K
Average Sales Price (\$)	632.5K	553.2K	-79.3K	666.4K	666.9K	505.0
Average % of Original List Price Received	92.00%	91.00%	-1.00%	96.00%	93.00%	-3.00%
Average Days on Market Until Sale	104	89	-15	85	95	10

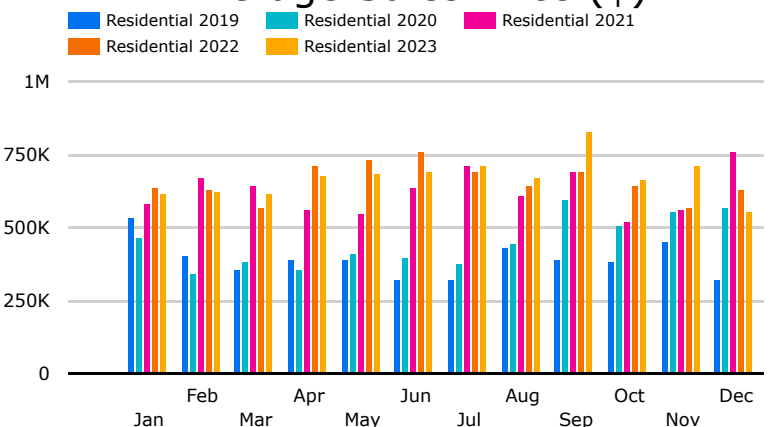
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

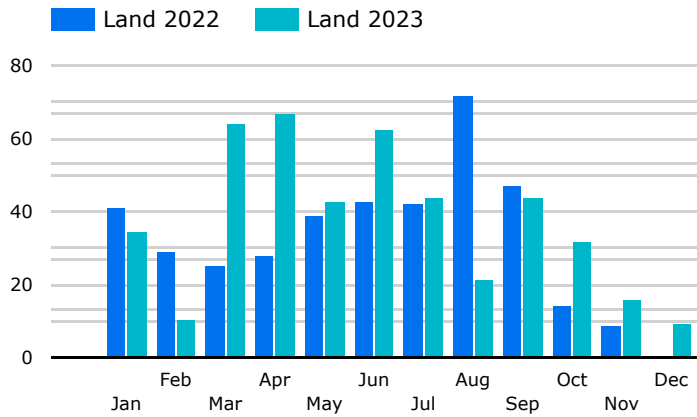
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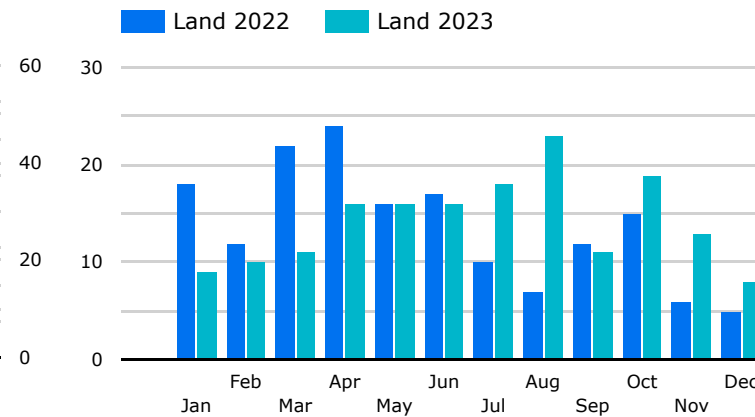
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	No data	7	No data	No data	333	No data
Closed Sales	5	8	3	166	172	6
Median Sales Price (\$)	295.0K	347.5K	52.5K	292.5K	215.0K	-77.5K
Average Sales Price (\$)	845.8K	546.4K	-299.4K	419.3K	94.0%	-70.9K
Average % of Original List Price Received	90.00%	87.00%	-3.00%	95.00%	94.00%	-1.00%
Average Days on Market Until Sale	249	155	-94	160	199	39

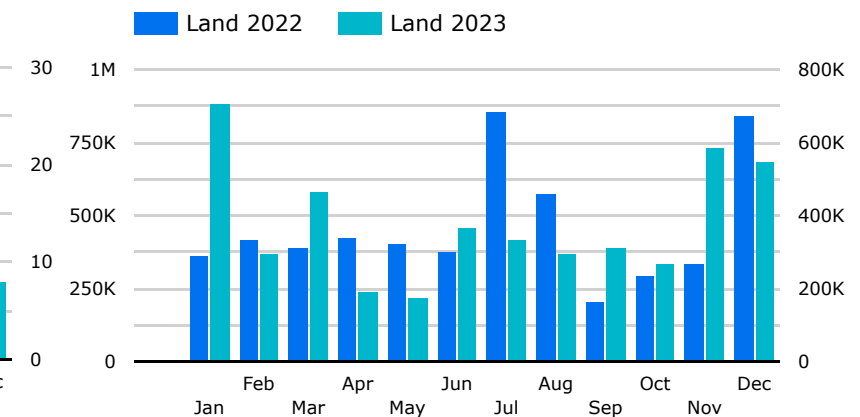
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

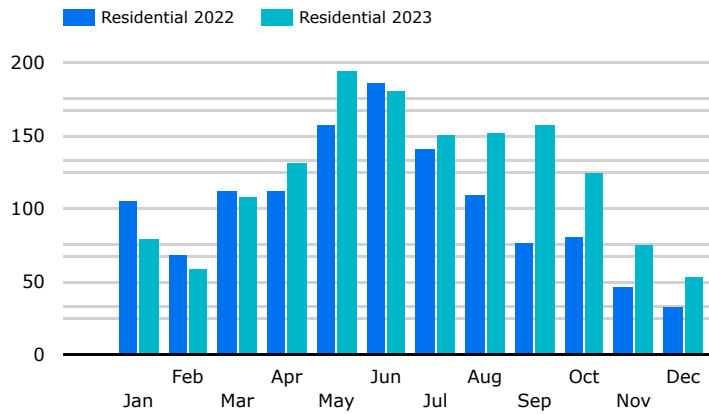
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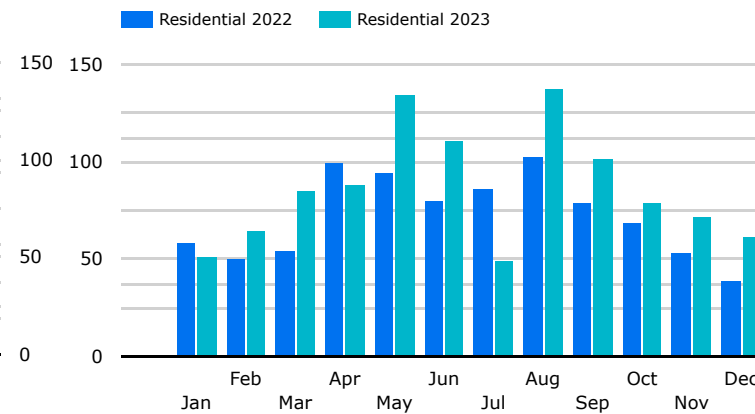
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	33	40	7	1,265	1,104	-161
Closed Sales	39	41	2	878	748	-130
Median Sales Price (\$)	469.0K	480.0K	11.0K	538.5K	535.0K	-3.5K
Average Sales Price (\$)	618.8K	544.7K	-74.1K	647.7K	618.3K	-29.4K
Average % of Original List Price Received	93.00%	92.00%	-1.00%	93.00%	92.00%	-2.00%
Average Days on Market Until Sale	115	120	5	86	101	15

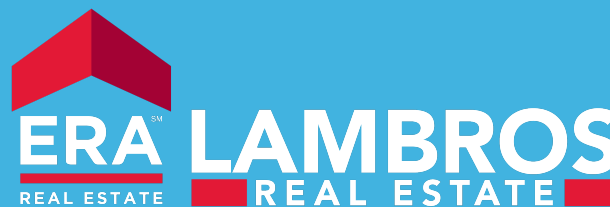
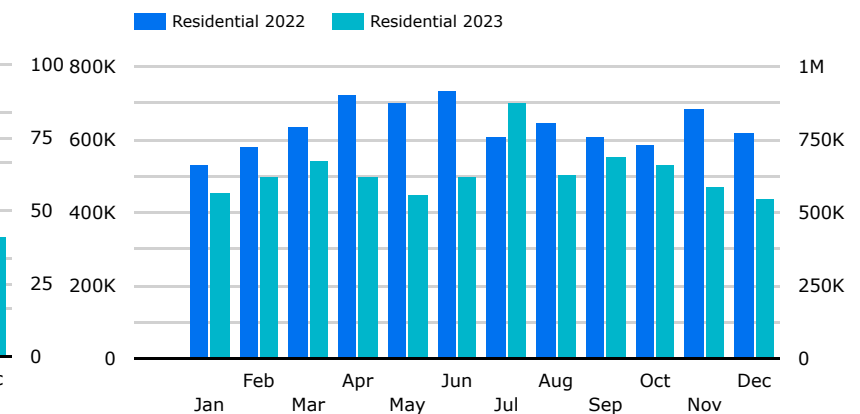
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

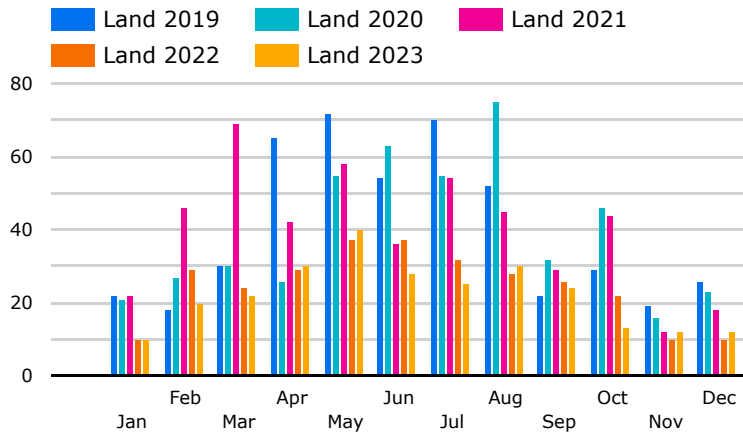
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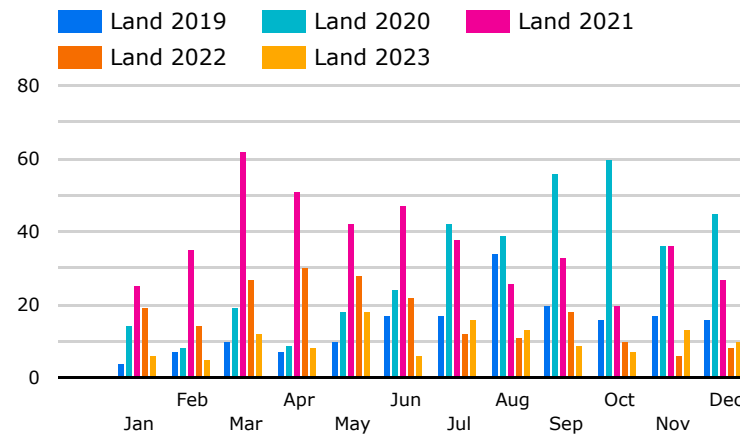
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	10	12	2	305	267	-38
Closed Sales	8	10	2	211	125	-86
Median Sales Price (\$)	233.5K	174.5K	-59.0K	156.0K	180.0K	24.0K
Average Sales Price (\$)	295.5K	193.8K	-101.7K	286.0K	273.1K	-12.9K
Average % of Original List Price Received	92.00%	85.00%	-7.00%	101.00%	89.00%	-12.00%
Average Days on Market Until Sale	113	180	67	159	144	-15

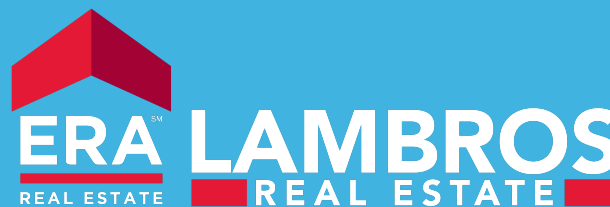
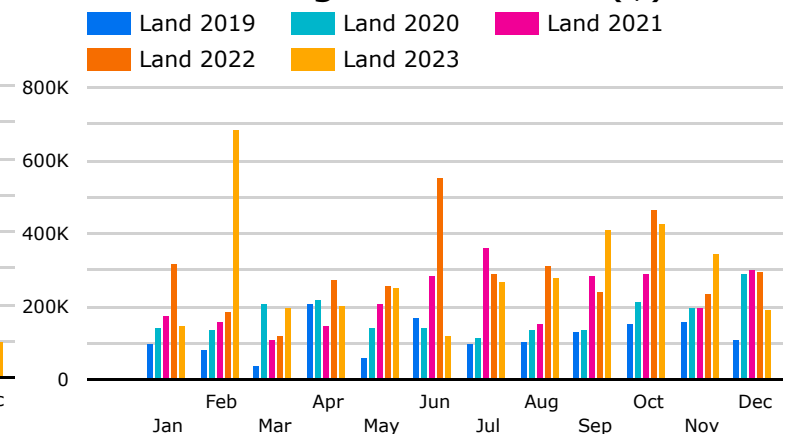
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

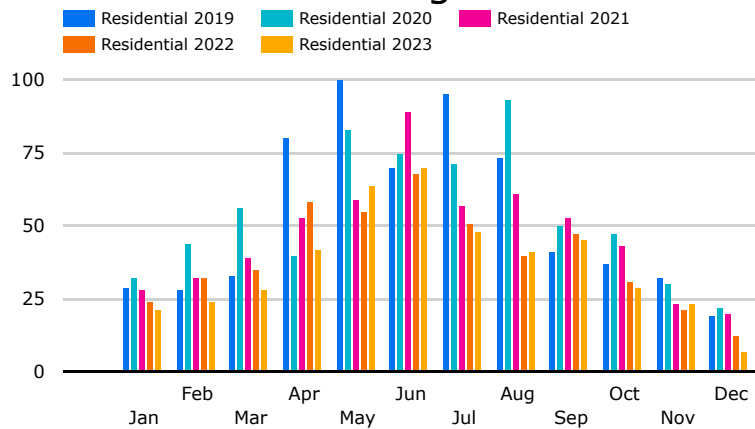
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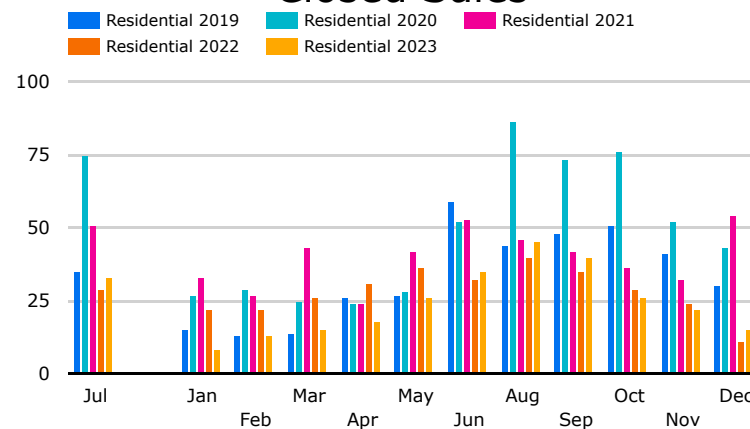
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	12	7	-5	481	441	-40
Closed Sales	11	15	4	340	298	-42
Median Sales Price (\$)	430.0K	472.5K	42.5K	525.0K	536.8K	11.8K
Average Sales Price (\$)	1.0M	1.1M	140.7K	758.8K	803.1K	44.3K
Average % of Original List Price Received	93.00%	90.00%	-3.00%	93.00%	93.00%	-3.00%
Average Days on Market Until Sale	76	148	72	86	103	17

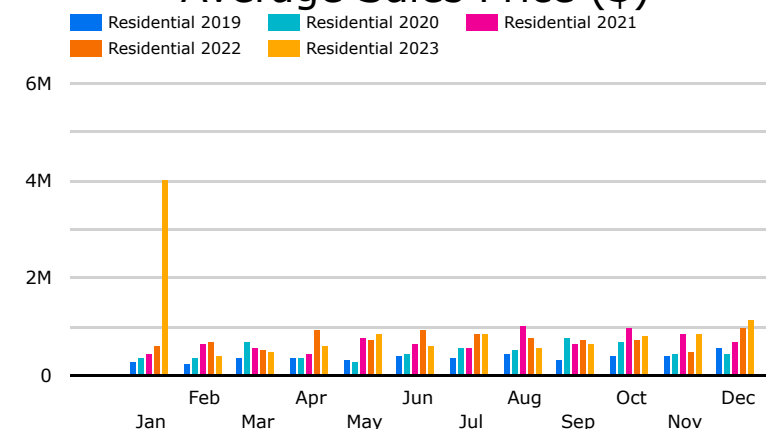
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

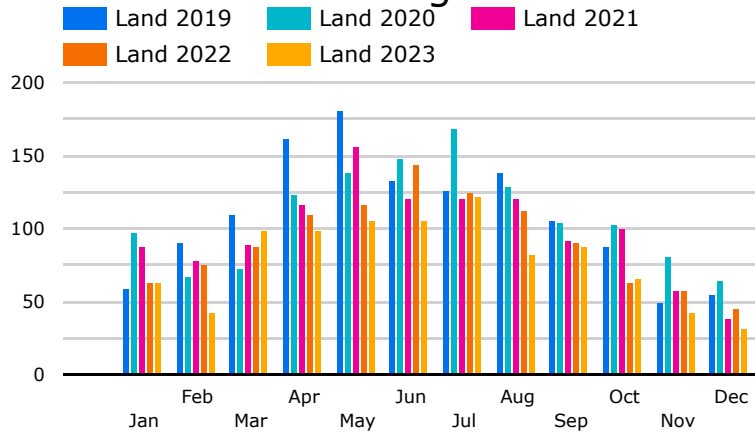
Month: Dec

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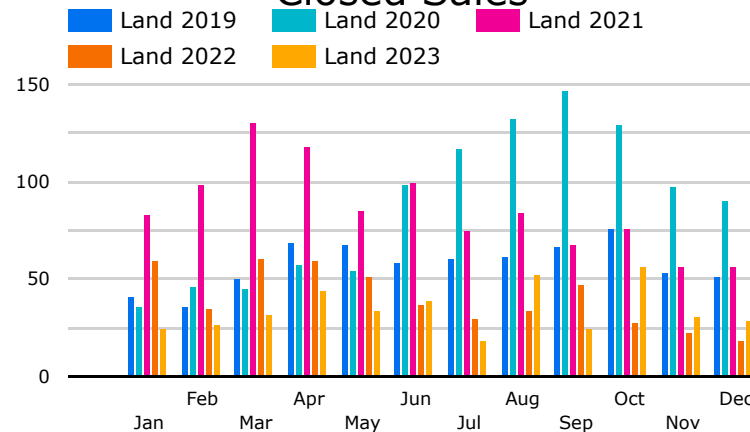
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	45	31	-14	1,122	933	-189
Closed Sales	18	29	11	491	436	-55
Median Sales Price (\$)	372.5K	299.0K	-73.5K	324.9K	285.0K	-39.9K
Average Sales Price (\$)	750.0K	568.1K	-182.0K	527.4K	458.3K	-69.2K
Average % of Original List Price Received	92.00%	88.00%	-4.00%	97.00%	91.00%	-6.00%
Average Days on Market Until Sale	178	239	61	132	179	47

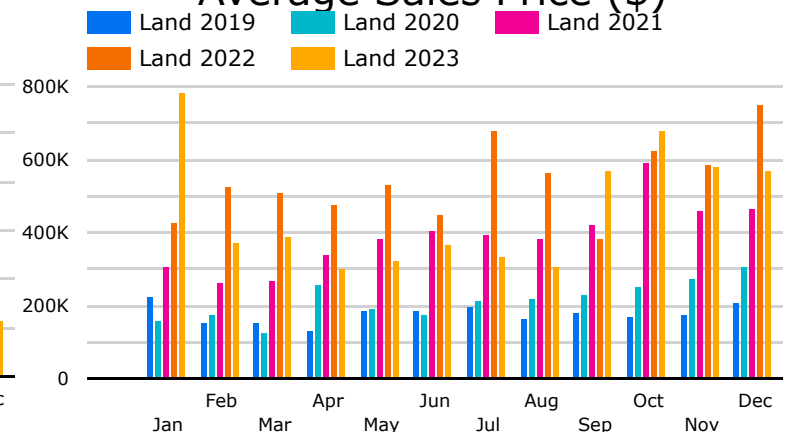
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

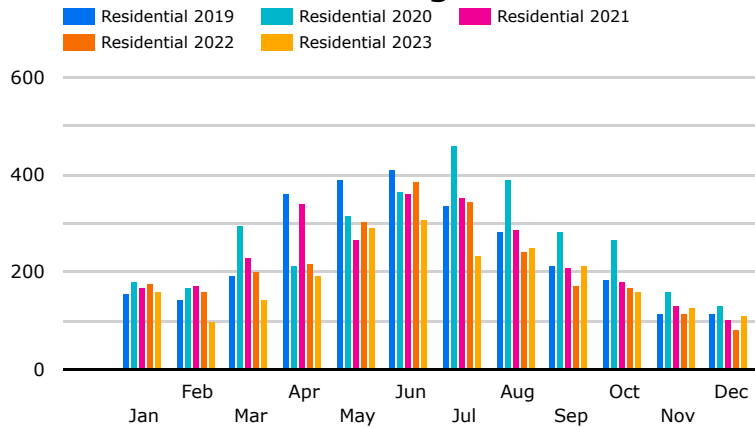
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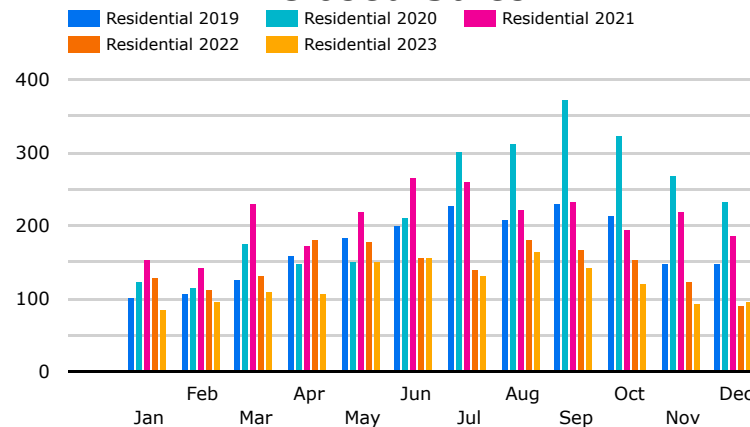
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	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	84	113	29	2,636	2,311	-325
Closed Sales	91	95	4	1,772	1,482	-290
Median Sales Price (\$)	569.0K	575.0K	6.0K	605.0K	600.5K	-4.5K
Average Sales Price (\$)	772.0K	792.3K	20.3K	824.5K	824.9K	459.0
Average % of Original List Price Received	92.00%	91.00%	-1.00%	92.00%	93.00%	-3.00%
Average Days on Market Until Sale	151	116	-35	101	114	13

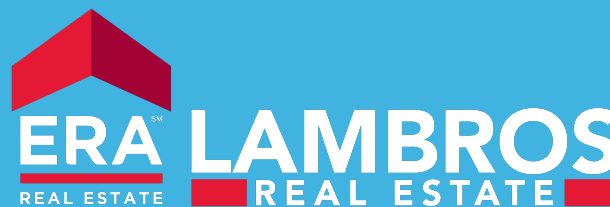
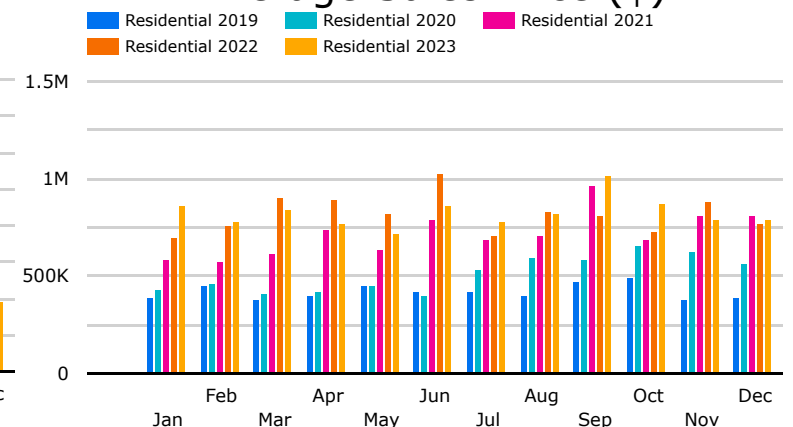
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

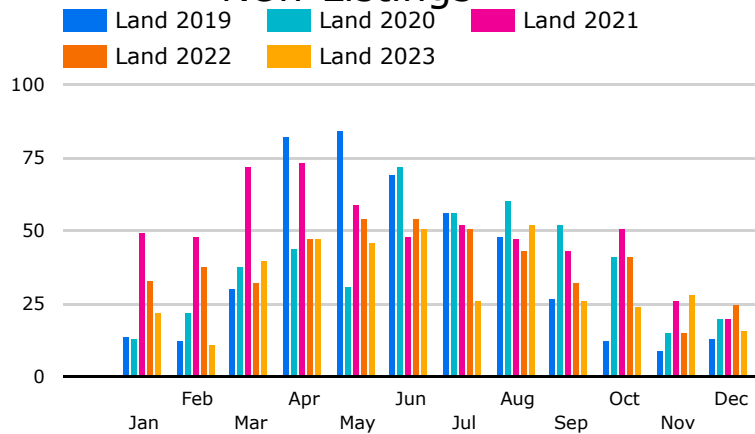
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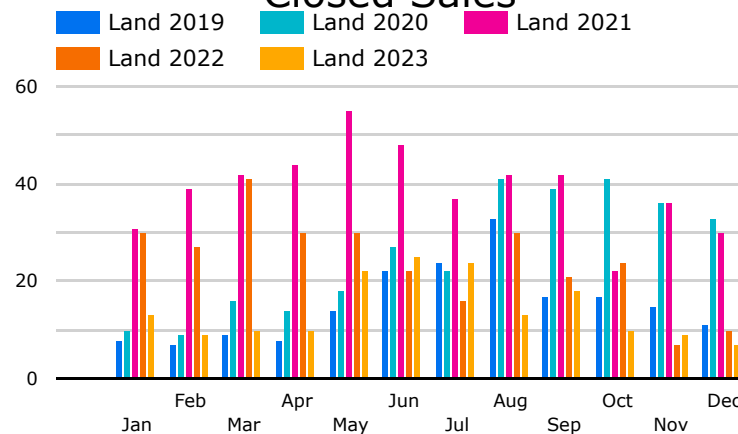
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	Land 2022	Land 2023	+/-	Land YTD 2022	Land YTD 2023	+/-
New Listings	25	16	-9	469	393	-76
Closed Sales	10	7	-3	296	172	-124
Median Sales Price (\$)	152.5K	155.0K	2.5K	150.0K	152.5K	2.5K
Average Sales Price (\$)	422.8K	155.0K	-271.5K	198.9K	204.2K	5.4K
Average % of Original List Price Received	90.00%	84.00%	-6.00%	98.00%	96.00%	-2.00%
Average Days on Market Until Sale	263	116	-147	177	180	3

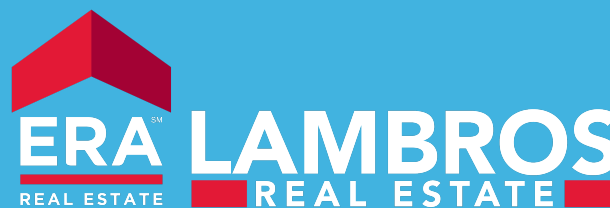
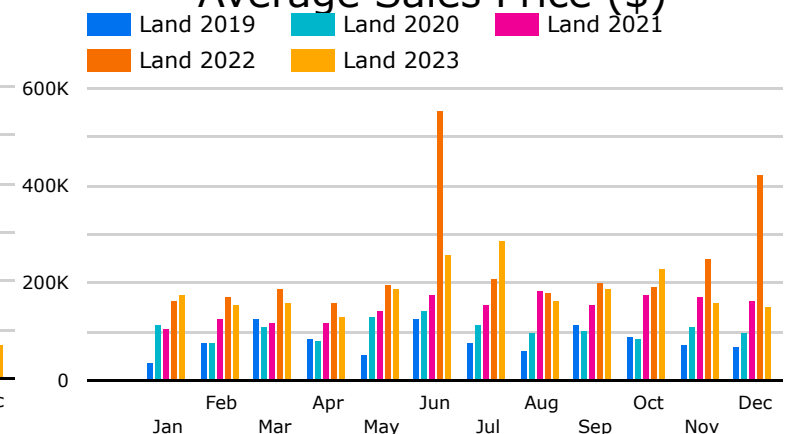
New Listings



Closed Sales



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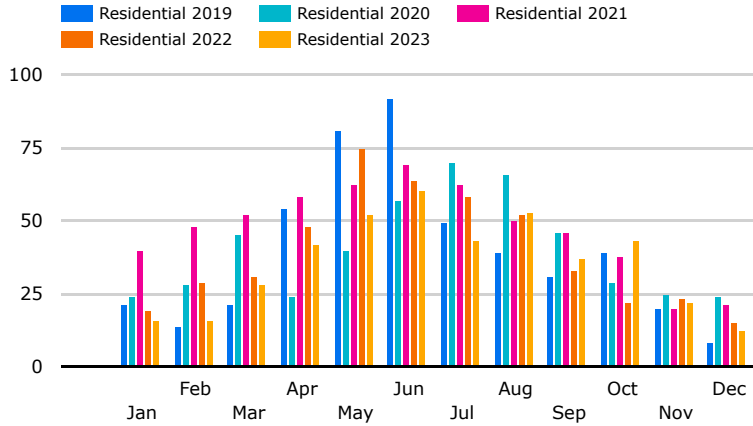
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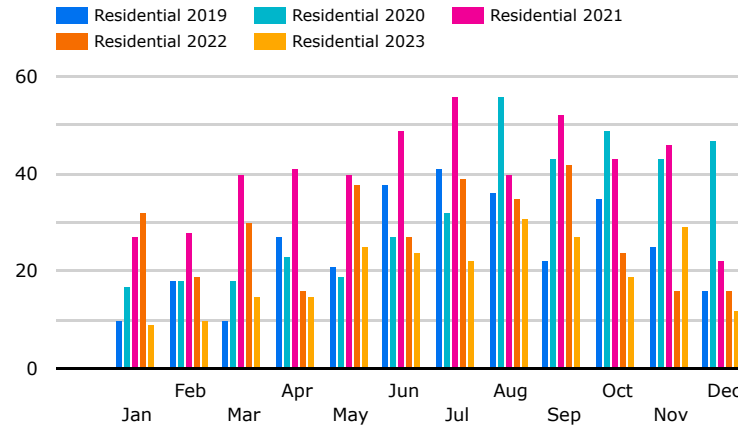
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2022	Residential 2023	+/-	Residential YTD 2022	Residential YTD 2023	+/-
New Listings	15	12	-3	478	429	-49
Closed Sales	16	12	-4	340	243	-97
Median Sales Price (\$)	387.5K	348.8K	-38.8K	425.0K	345.0K	-80.0K
Average Sales Price (\$)	459.9K	475.1K	15.3K	512.1K	434.7K	-77.3K
Average % of Original List Price Received	90.00%	93.00%	3.00%	90.00%	91.00%	-3.00%
Average Days on Market Until Sale	263	86	-177	100	114	14

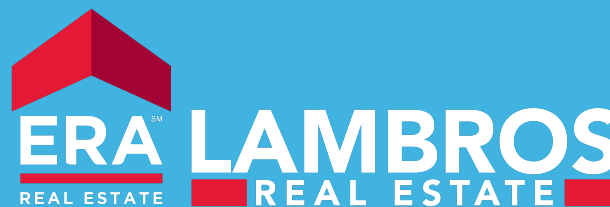
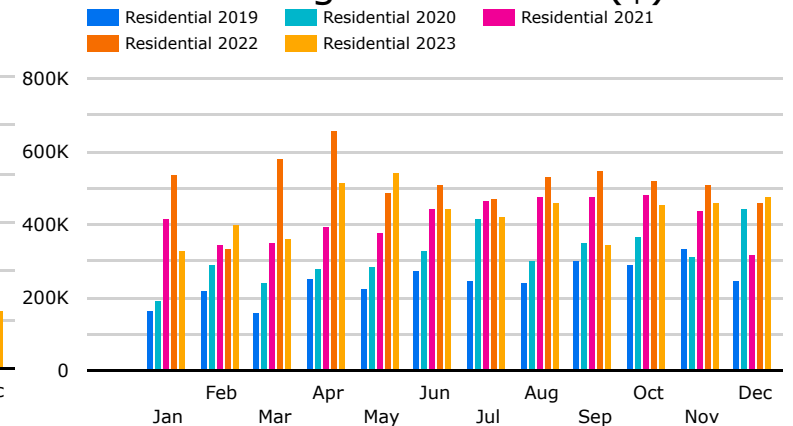
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS