

# Local Market Update Missoula County - Land

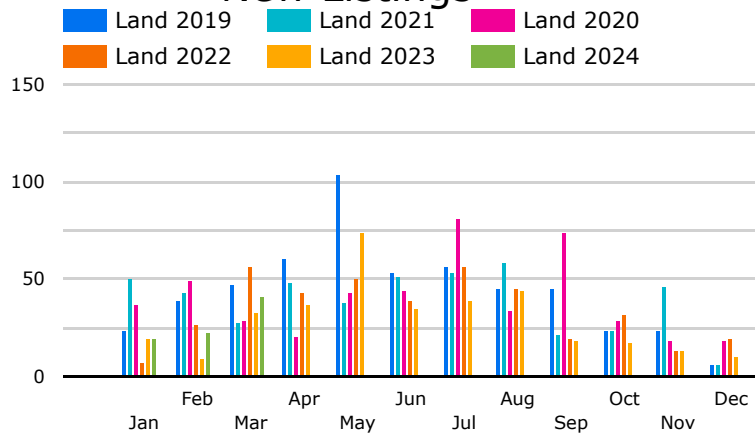
Month: Jan

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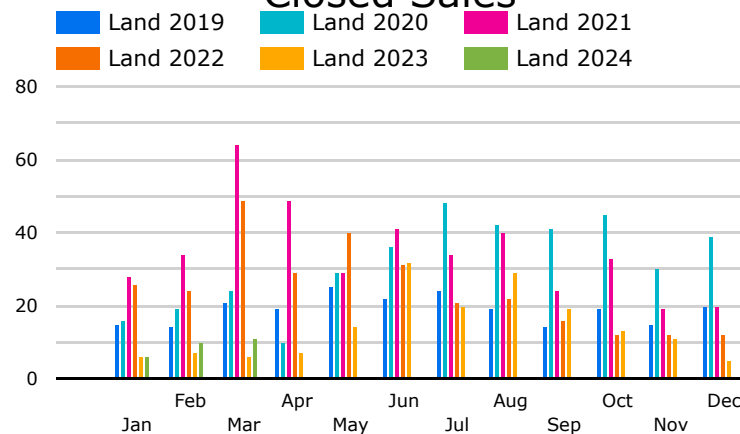
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	20	20	0	20	20	0
<b>Closed Sales</b>	6	6	0	6	6	0
<b>Median Sales Price (\$)</b>	207.5K	220.0K	-12,500	207.5K	220.0K	70.0K
<b>Average Sales Price (\$)</b>	195.8K	242.5K	-46,667	195.8K	242.5K	-46,667
<b>Average % of Original List Price Received</b>	81.00%	95.00%	-14%	81.00%	95.00%	-14%
<b>Average Days on Market Until Sale</b>	264	96	168	264	96	168

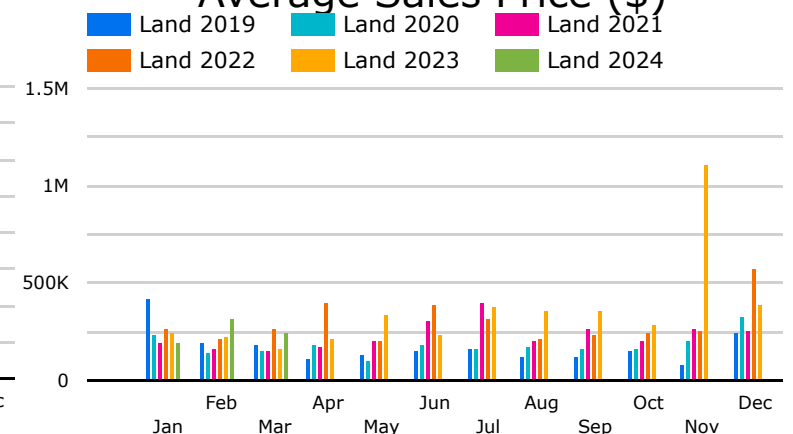
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County - Residential

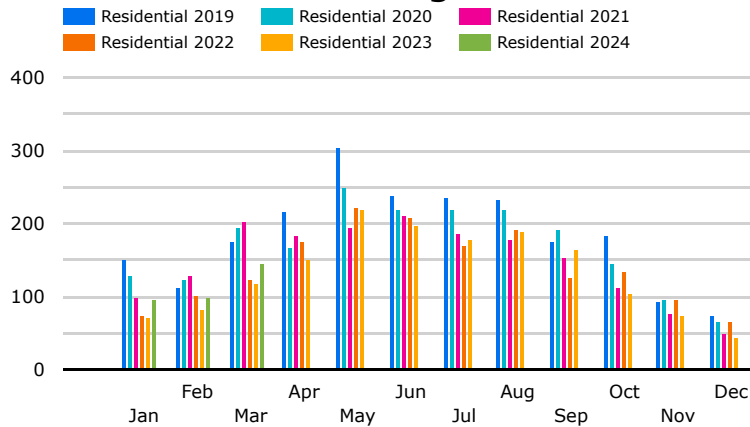
Month: Jan

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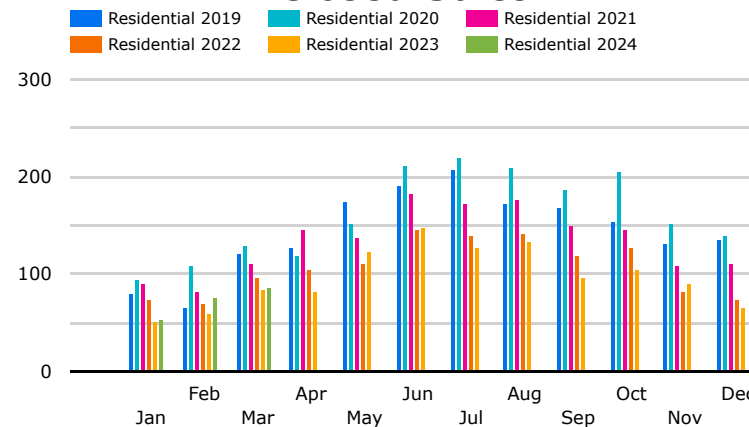
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	96	70	26	96	70	26
<b>Closed Sales</b>	54	51	3	54	51	3
<b>Median Sales Price (\$)</b>	598.5K	585.0K	13,450	598.5K	585.0K	13,450
<b>Average Sales Price (\$)</b>	617.2K	692.4K	-75,208	617.2K	692.4K	-75,208
<b>Average % of Original List Price Received</b>	94.00%	94.00%	0%	0.94	0.94	0%
<b>Average Days on Market Until Sale</b>	84	128	-44	84	128	-44

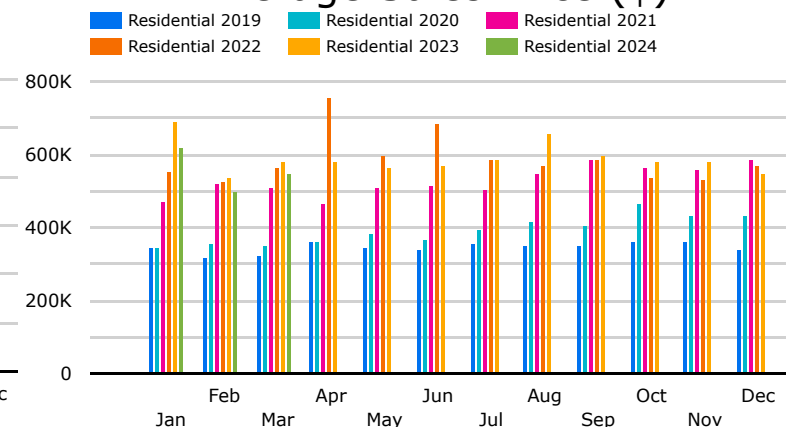
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Land

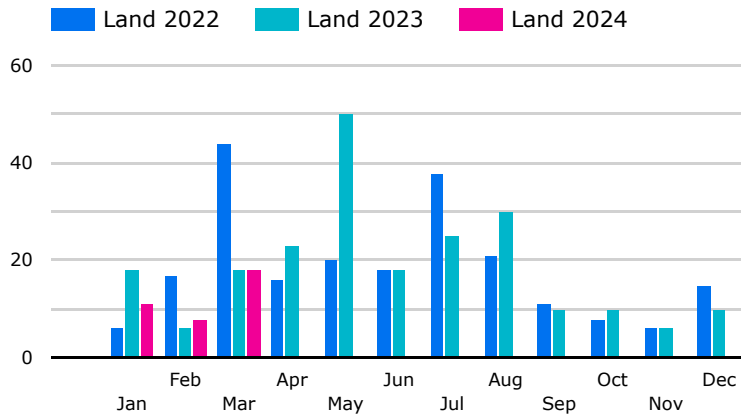
Month: Jan

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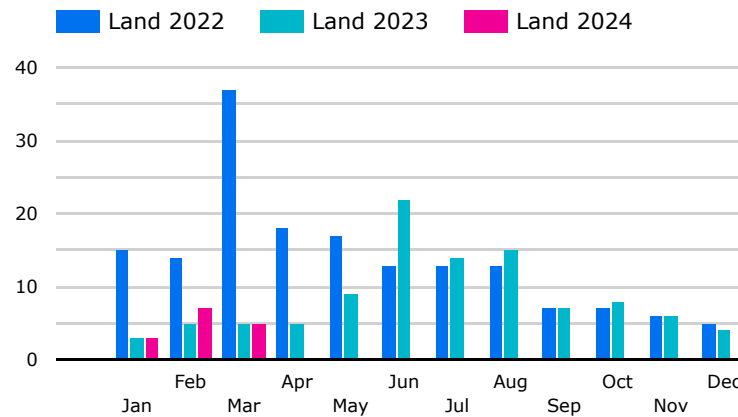
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	1	18	-7	11	18	0
<b>Closed Sales</b>	3	3	0	3	3	0
<b>Median Sales Price (\$)</b>	160.0K	280.0K	-120,000	160.0K	280.0K	-12,500
<b>Average Sales Price (\$)</b>	161.7K	280.0K	-118,333	161.7K	280.0K	-46,667
<b>Average % of Original List Price Received</b>	67.00%	94.00%	-27%	67.00%	94.00%	-14%
<b>Average Days on Market Until Sale</b>	370	126	244	370	126	168

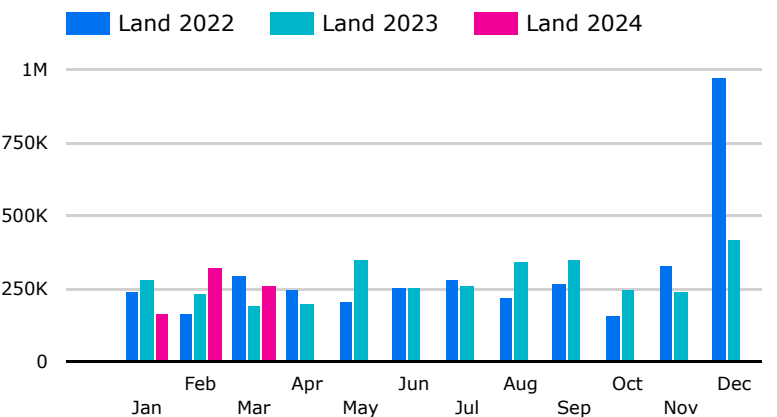
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Residential

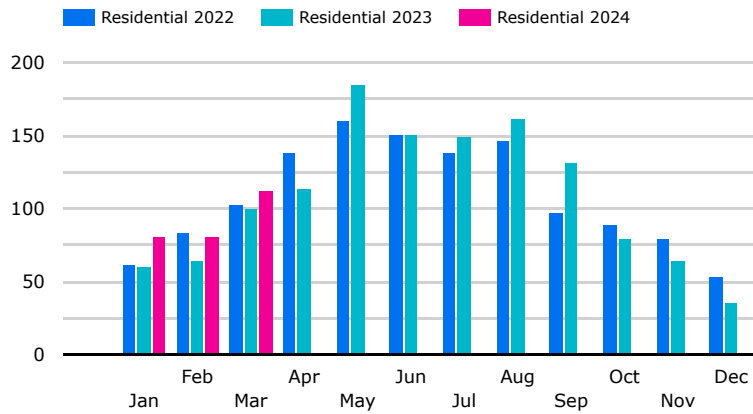
Month: Jan

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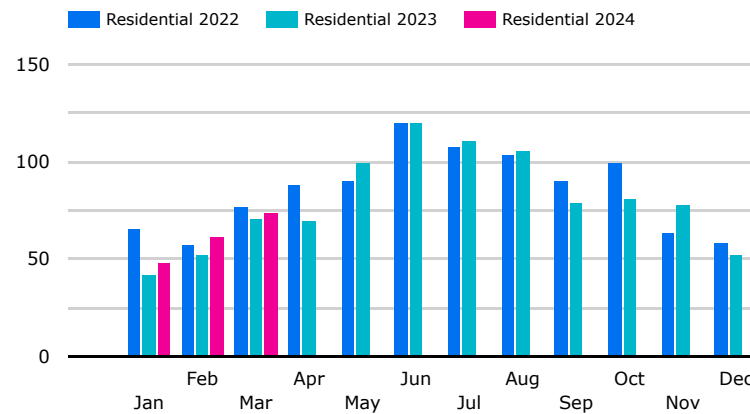
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	81	60	21	81	60	21
<b>Closed Sales</b>	48	42	6	48	42	6
<b>Median Sales Price (\$)</b>	587.0K	582.5K	4,550	587.0K	582.5K	4,550
<b>Average Sales Price (\$)</b>	611.9K	716.3K	-104,412	611.9K	716.3K	-104,412
<b>Average % of Original List Price Received</b>	95.00%	95.00%	0%	95.00%	95.00%	0%
<b>Average Days on Market Until Sale</b>	86	126	-40	86	126	-40

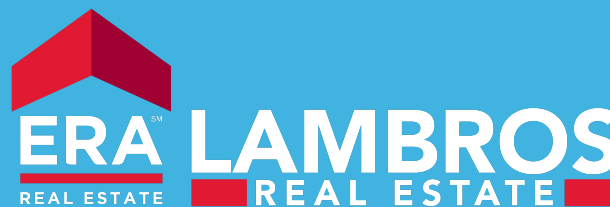
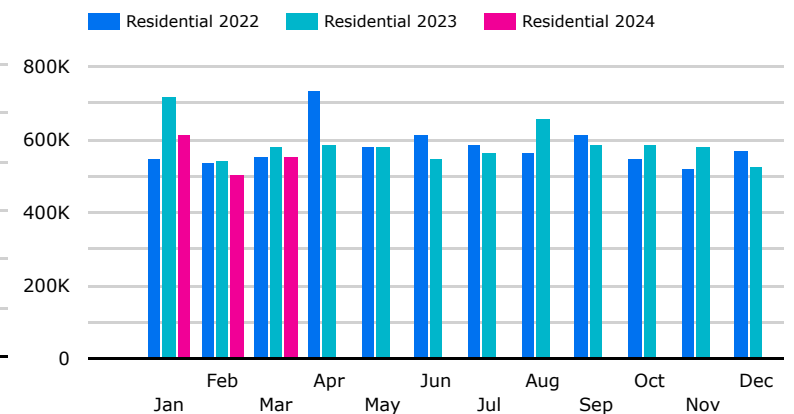
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

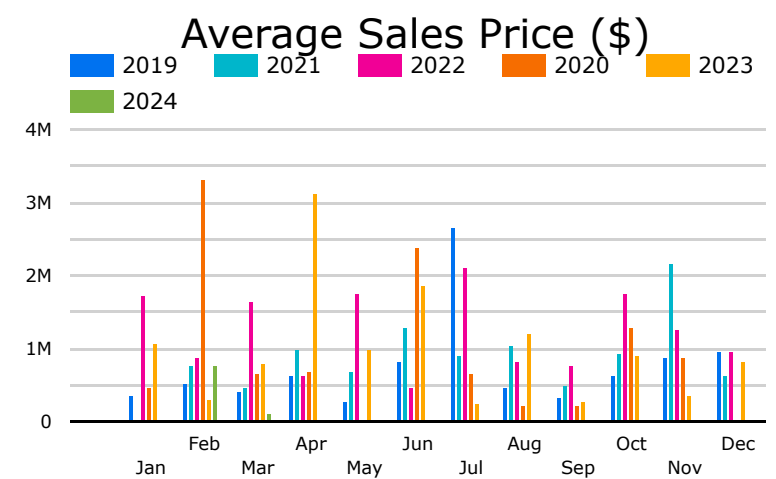
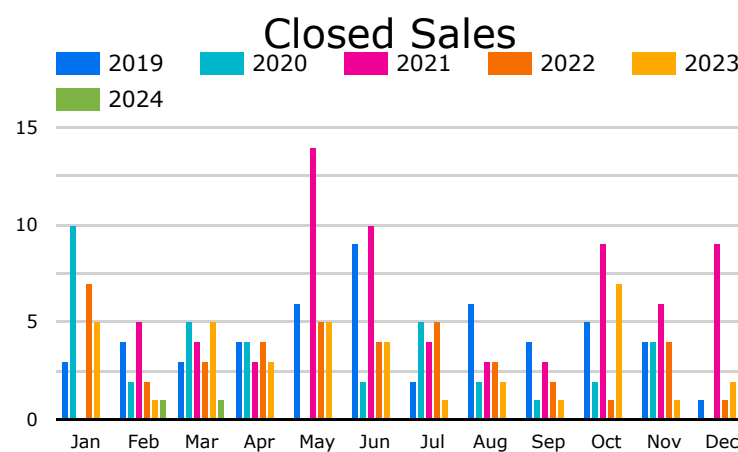
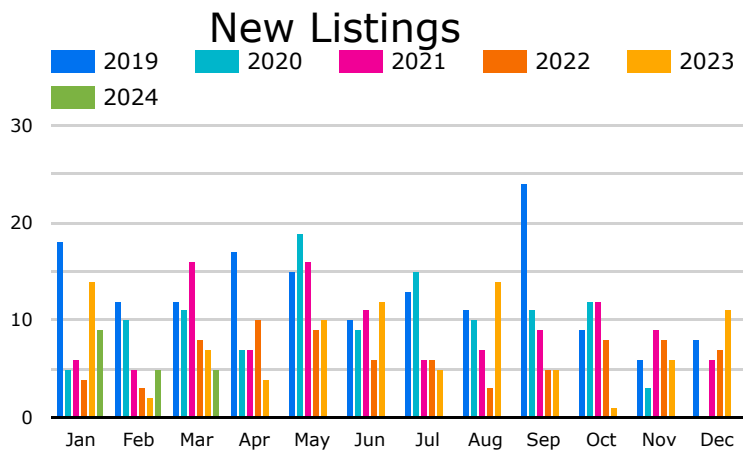
# Local Market Update Missoula County Commercial

Month: Jan

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

	2024	2023	+/-	YTD 2024	YTD 2023	+/-
<b>New Listings</b>	9	14	-5	9	14	-5
<b>Closed Sales</b>	0	5	-5	0	5	-5
<b>Median Sales Price (\$)</b>	0.0	765.0K	86.0K	0.0	765.0K	-765,000
<b>Average Sales Price (\$)</b>	0.0	1.1M	-666.4K	0.0	1.1M	-1,067,000
<b>Average % of Original List Price Received</b>	0.00%	79.00%	-79%	0.00%	79.00%	-79%
<b>Average Days on Market Until Sale</b>	0	219	-219	0	219	-219



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

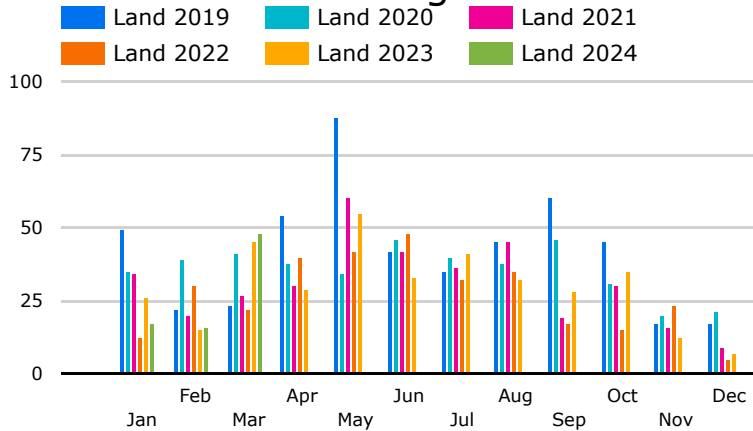
Month: Jan

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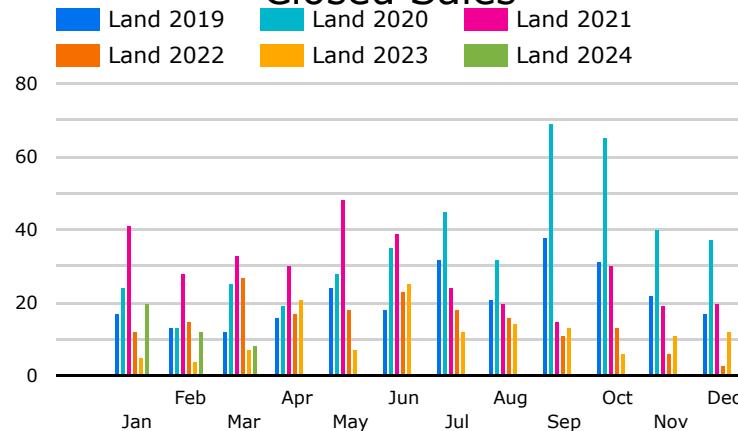
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	17	26	-9	17	26	-9
<b>Closed Sales</b>	20	5	15	20	5	15
<b>Median Sales Price (\$)</b>	No data	199.0K	No data	No data	199.0K	No data
<b>Average Sales Price (\$)</b>	150.0K	312.4K	-162,400	150.0K	312.4K	-162,400
<b>Average % of Original List Price Received</b>	88.00%	89.00%	-1%	88.00%	89.00%	-1%
<b>Average Days on Market Until Sale</b>	150	105	45	150	105	45

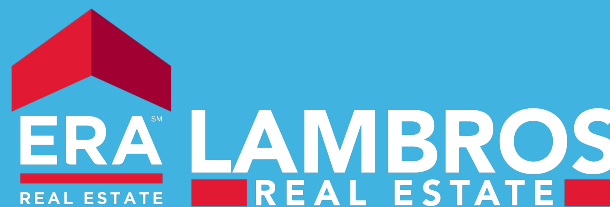
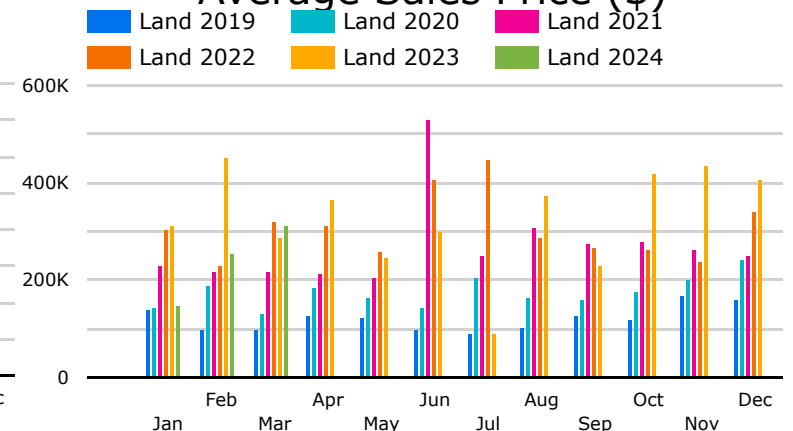
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

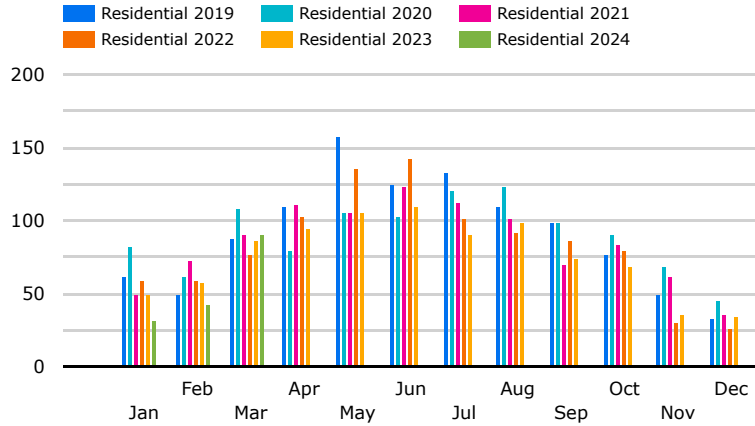
Month: Jan

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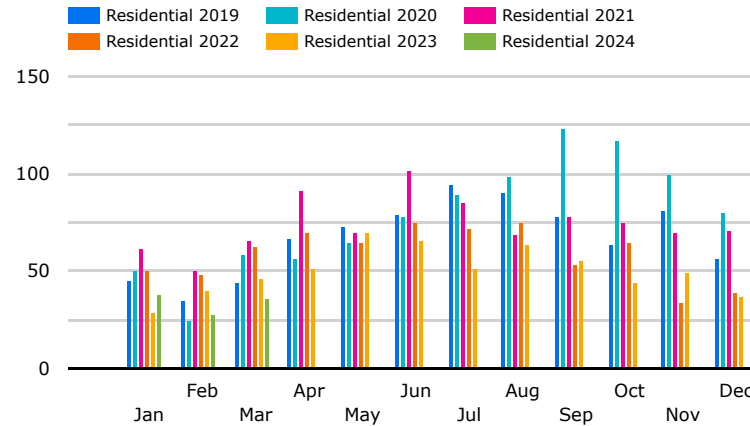
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	31	49	-18	31	49	-18
<b>Closed Sales</b>	38	29	9	38	29	9
<b>Median Sales Price (\$)</b>	570.0K	525.0K	45,000	570.0K	525.0K	45,000
<b>Average Sales Price (\$)</b>	616.5K	614.7K	1,750	616.5K	614.7K	1,750
<b>Average % of Original List Price Received</b>	94.00%	90.00%	4%	94.00%	90.00%	4%
<b>Average Days on Market Until Sale</b>	97	97	0	97	97	0

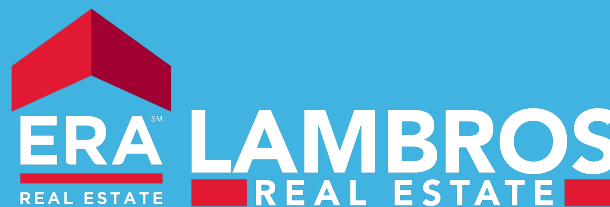
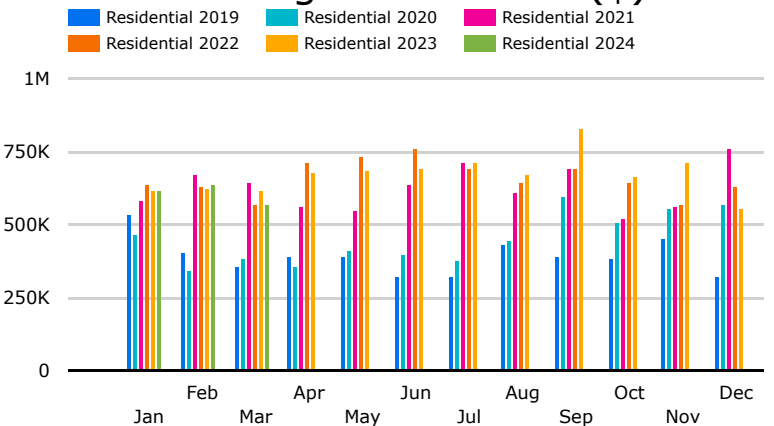
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Kalispell City - Land

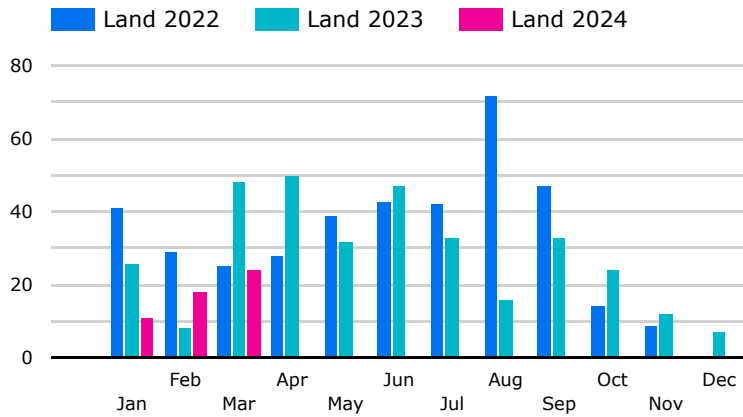
Month: Jan

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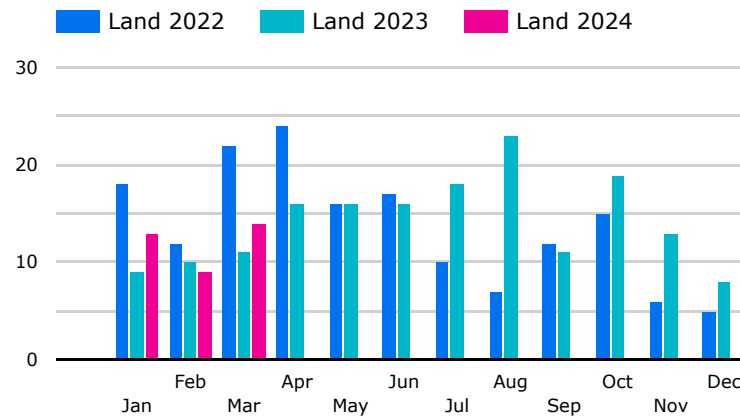
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	11	26	-15	11	26	-15
<b>Closed Sales</b>	13	9	4	13	9	4
<b>Median Sales Price (\$)</b>	280.0K	325.0K	-45,000	280.0K	325.0K	-45,000
<b>Average Sales Price (\$)</b>	352.7K	706.1K	-353,419	352.7K	82.0%	-353,419
<b>Average % of Original List Price Received</b>	91.00%	82.00%	9%	91.00%	82.00%	9%
<b>Average Days on Market Until Sale</b>	256	244	12	256	244	12

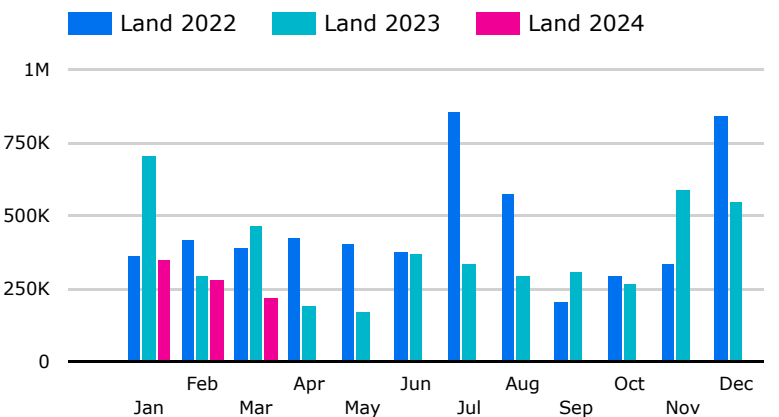
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update Kalispell City - Residential

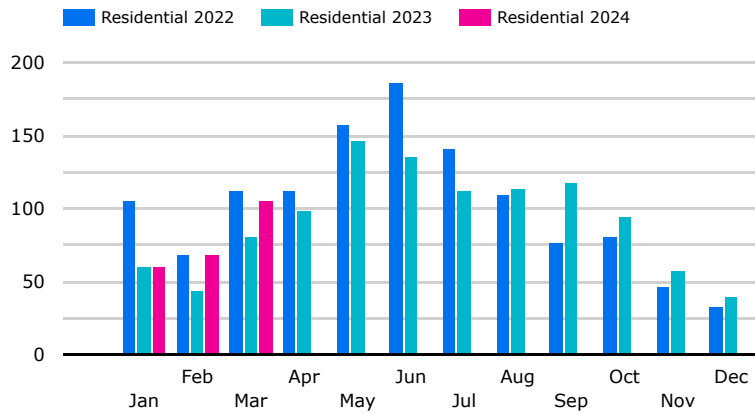
Month: Jan

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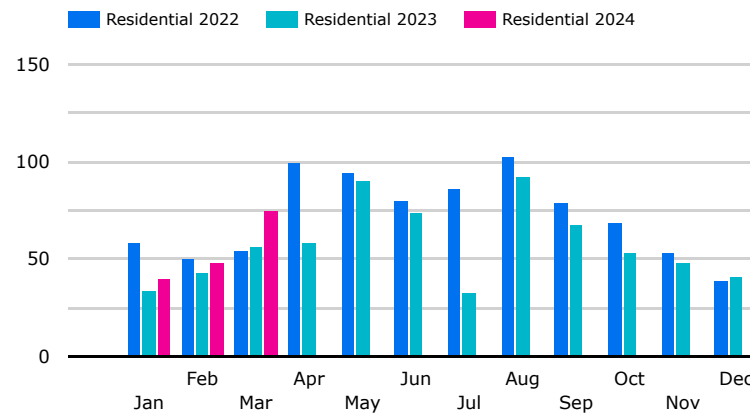
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	60	60	0	60	60	0
<b>Closed Sales</b>	40	34	6	40	34	6
<b>Median Sales Price (\$)</b>	510.0K	493.0K	17,000	510.0K	493.0K	17,000
<b>Average Sales Price (\$)</b>	598.2K	570.5K	27,717	598.2K	570.5K	27,717
<b>Average % of Original List Price Received</b>	94.00%	91.00%	3%	94.00%	91.00%	3%
<b>Average Days on Market Until Sale</b>	105	108	-3	105	108	-3

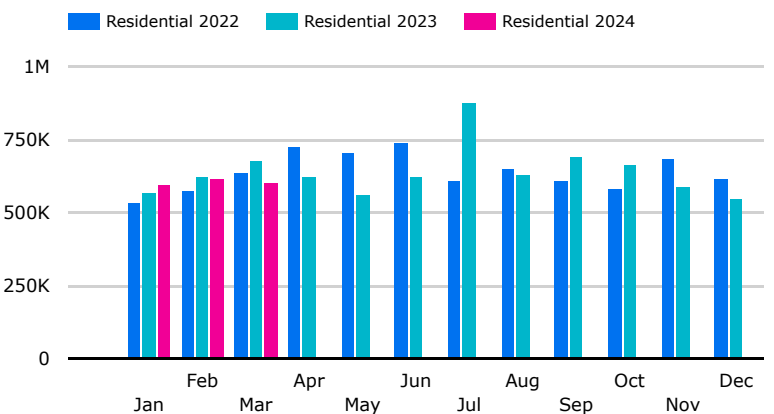
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

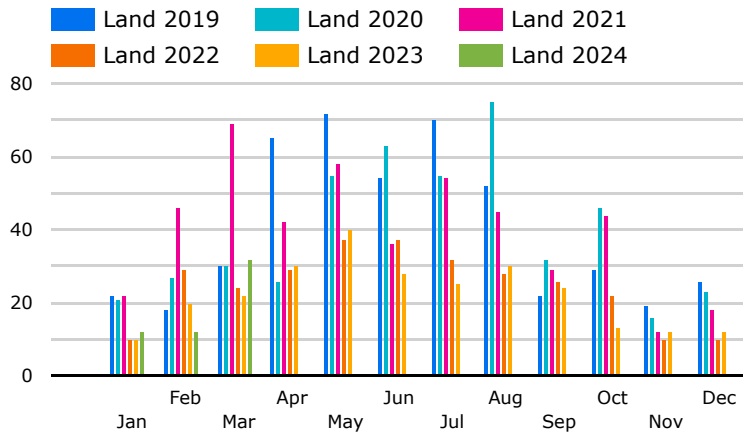
Month: Jan

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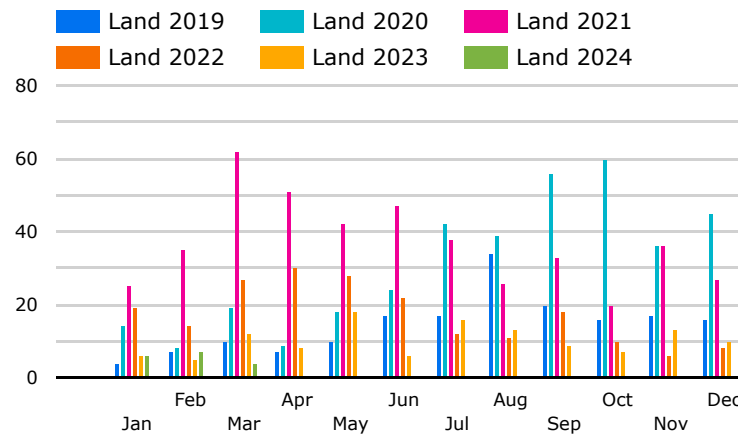
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	12	10	2	12	10	2
<b>Closed Sales</b>	6	6	0	6	6	0
<b>Median Sales Price (\$)</b>	291.5K	138.5K	153,000	291.5K	138.5K	153,000
<b>Average Sales Price (\$)</b>	495.3K	146.0K	349,333	495.3K	146.0K	349,333
<b>Average % of Original List Price Received</b>	97.00%	78.00%	19%	97.00%	78.00%	19%
<b>Average Days on Market Until Sale</b>	185	177	8	185	177	8

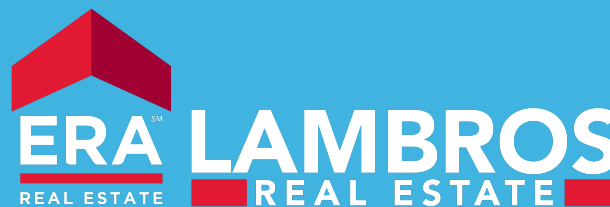
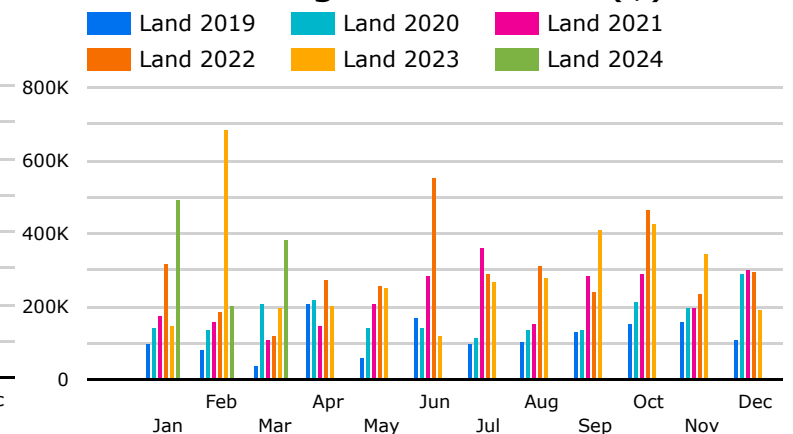
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

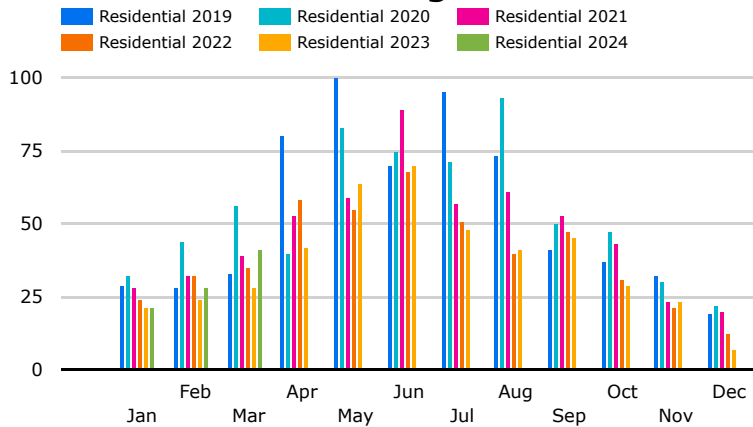
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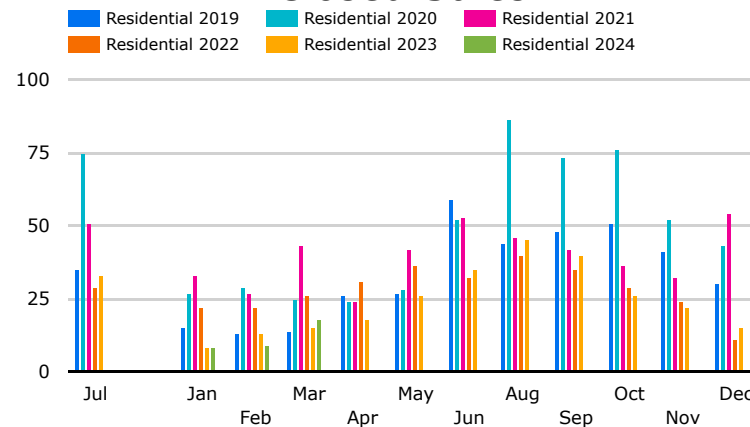
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	21	21	0	21	21	0
<b>Closed Sales</b>	8	8	0	8	8	0
<b>Median Sales Price (\$)</b>	491.5K	397.5K	94,000	491.5K	397.5K	94,000
<b>Average Sales Price (\$)</b>	482.4K	4.0M	-3,561,375	482.4K	4.0M	-3,561,375
<b>Average % of Original List Price Received</b>	94.00%	90.00%	4%	94.00%	90.00%	4%
<b>Average Days on Market Until Sale</b>	96	109	-13	96	109	-13

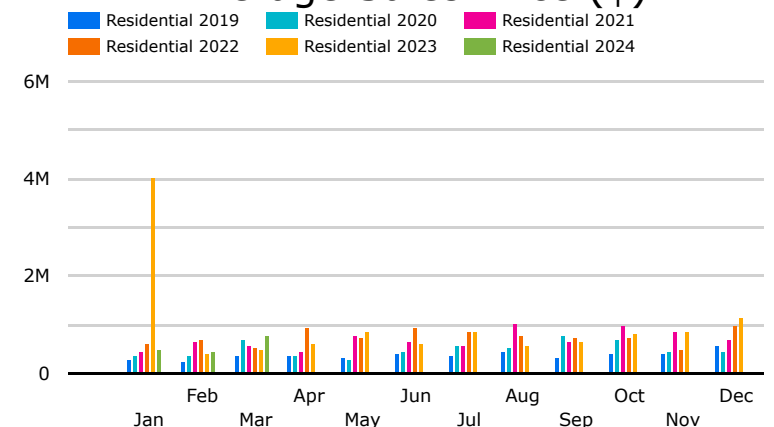
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

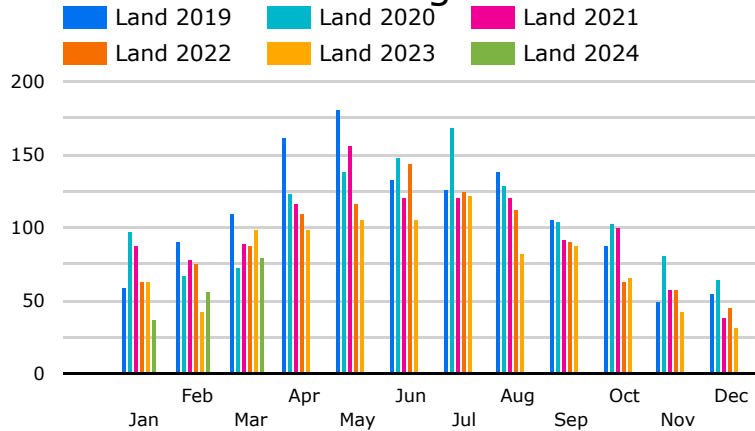
Month: Jan

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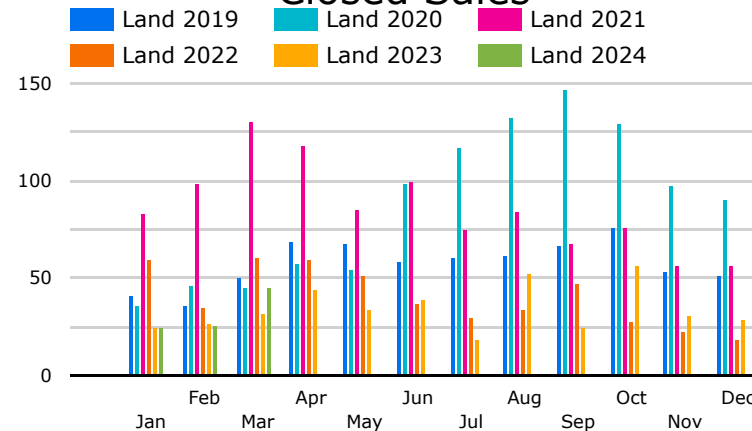
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 37	Land 2023 63	+/- -26	Land YTD 2024 37	Land YTD 2023 63	+/- -26
<b>Closed Sales</b>	25	25	0	25	25	0
<b>Median Sales Price (\$)</b>	280.0K	355.0K	-75,000	280.0K	355.0K	-75,000
<b>Average Sales Price (\$)</b>	416.6K	786.2K	-369,588	416.6K	786.2K	-369,588
<b>Average % of Original List Price Received</b>	87.00%	86.00%	1%	87.00%	86.00%	1%
<b>Average Days on Market Until Sale</b>	210	158	52	210	158	52

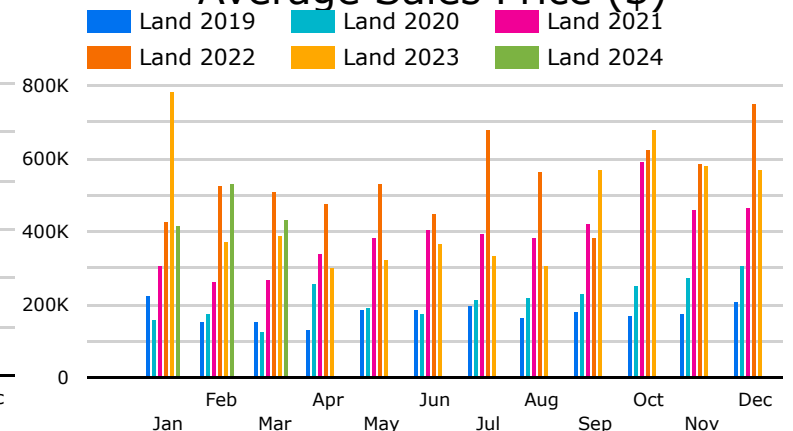
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Residential

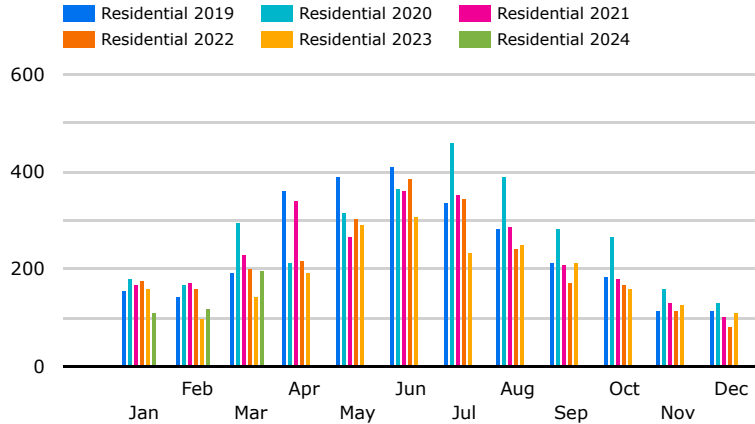
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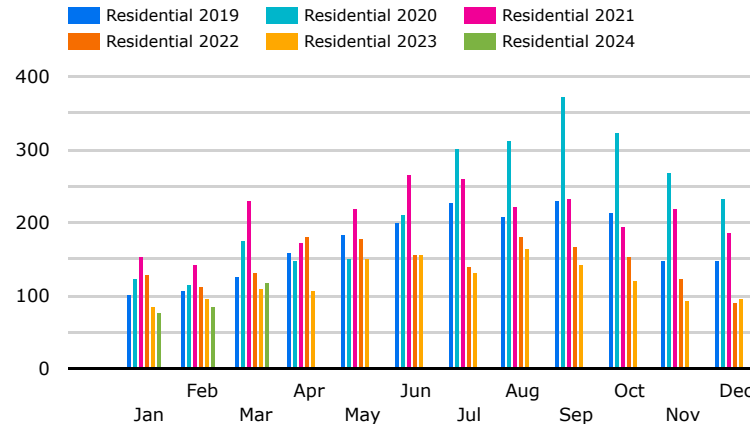
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	113	159	-46	113	159	-46
<b>Closed Sales</b>	76	86	-10	76	86	-10
<b>Median Sales Price (\$)</b>	580.0K	566.3K	13,700	580.0K	566.3K	13,700
<b>Average Sales Price (\$)</b>	936.5K	865.1K	71,414	936.5K	865.1K	71,414
<b>Average % of Original List Price Received</b>	91.00%	89.00%	2%	91.00%	89.00%	2%
<b>Average Days on Market Until Sale</b>	127	145	-18	127	145	-18

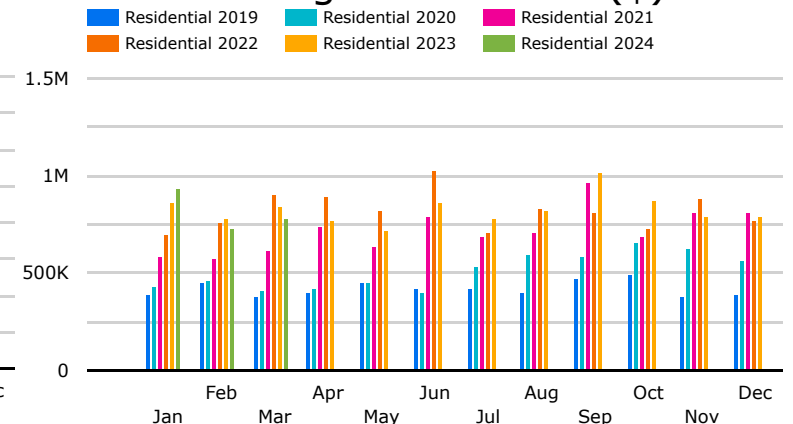
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

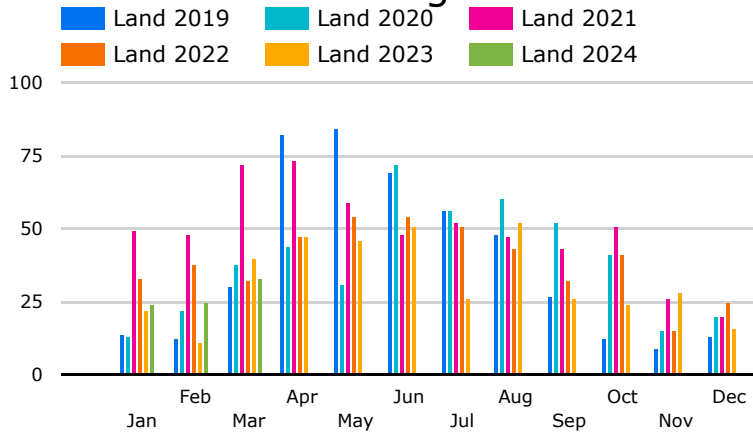
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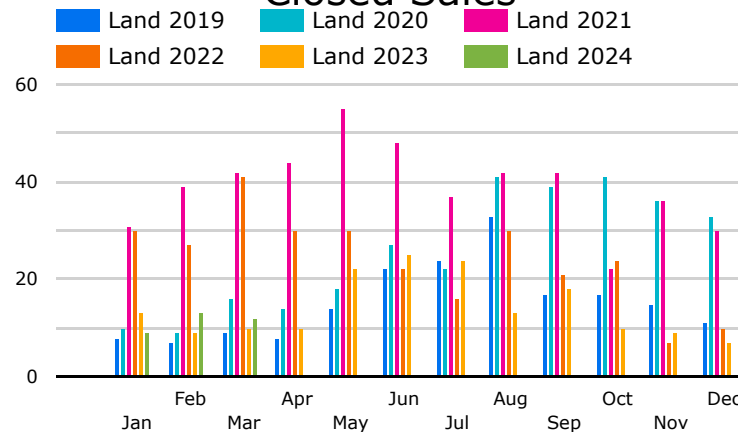
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	24	22	2	24	22	2
<b>Closed Sales</b>	9	13	-4	9	13	-4
<b>Median Sales Price (\$)</b>	139.5K	140.7K	-1,240	139.5K	140.7K	-1,240
<b>Average Sales Price (\$)</b>	164.8K	140.7K	-13,769	164.8K	178.6K	-13,769
<b>Average % of Original List Price Received</b>	90.00%	101.00%	-11%	90.00%	101.00%	-11%
<b>Average Days on Market Until Sale</b>	275	256	19	275	256	19

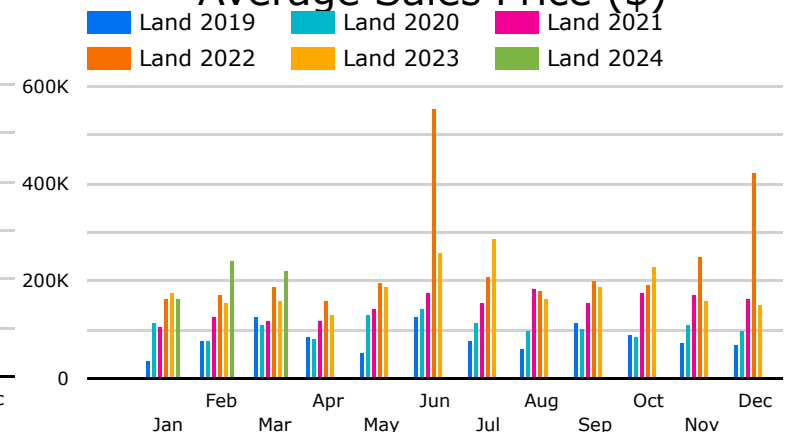
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Residential

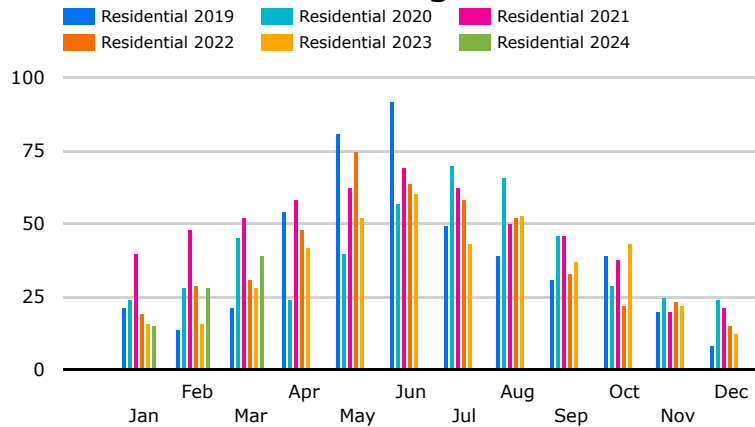
Month: Jan

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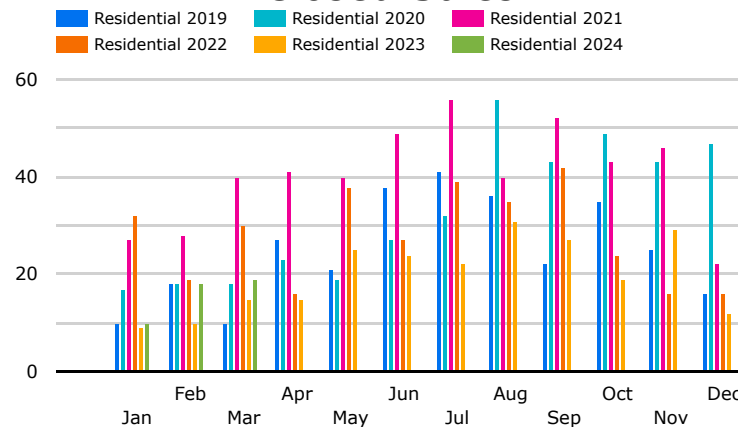
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	15	16	-1	15	16	-1
<b>Closed Sales</b>	10	9	1	10	9	1
<b>Median Sales Price (\$)</b>	419.0K	380.0K	39,000	419.0K	380.0K	39,000
<b>Average Sales Price (\$)</b>	599.1K	330.8K	268,272	599.1K	330.8K	268,272
<b>Average % of Original List Price Received</b>	91.00%	87.00%	4%	91.00%	87.00%	4%
<b>Average Days on Market Until Sale</b>	93	256	-163	93	256	-163

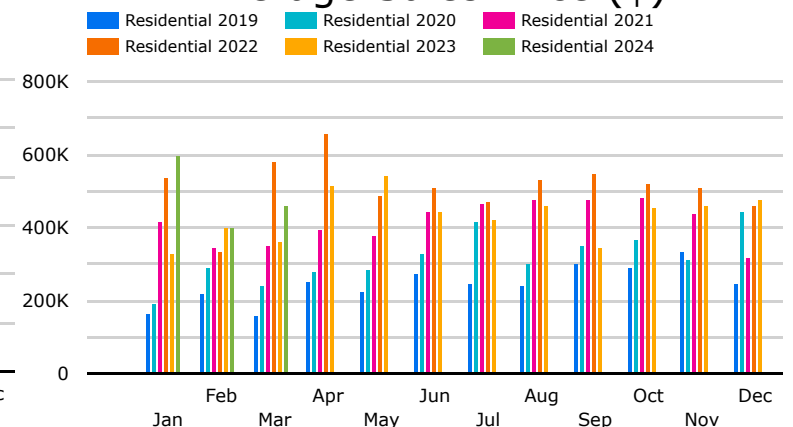
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS