

Local Market Update

Missoula County - Land

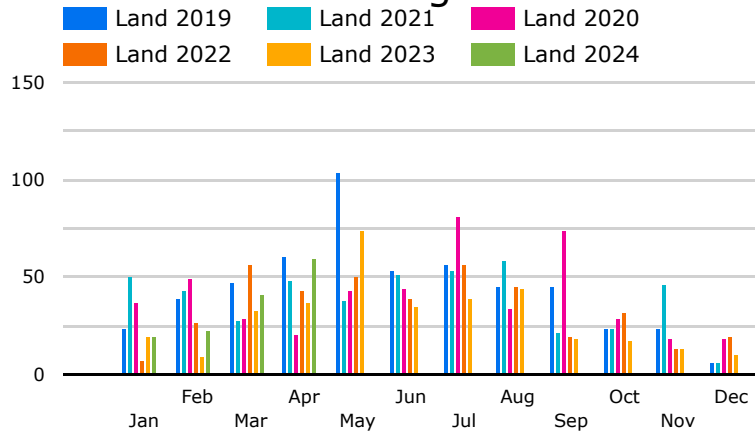
Month: Apr

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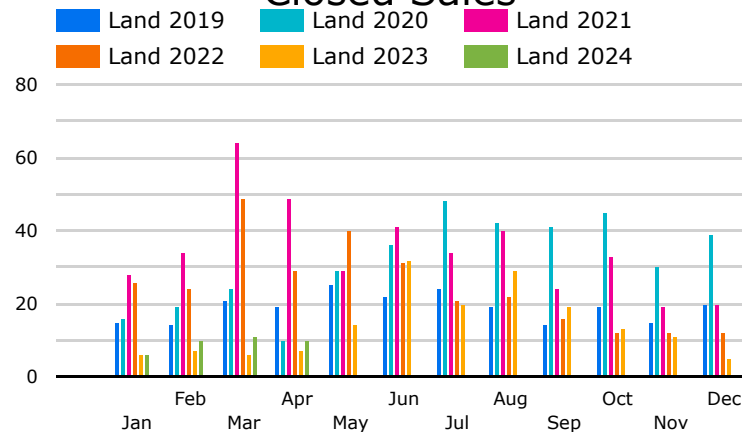
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 60	Land 2023 37	+/- 23	Land YTD 2024 144	Land YTD 2023 99	+/- 45
Closed Sales	10	7	3	37	26	11
Median Sales Price (\$)	146.5K	160.0K	-13,500	185.0K	160.0K	5.0K
Average Sales Price (\$)	140.7K	215.3K	-74,586	229.0K	213.6K	15,312
Average % of Original List Price Received	98.00%	97.00%	1%	92.00%	96.00%	-4%
Average Days on Market Until Sale	128	397	-269	154	261	-107

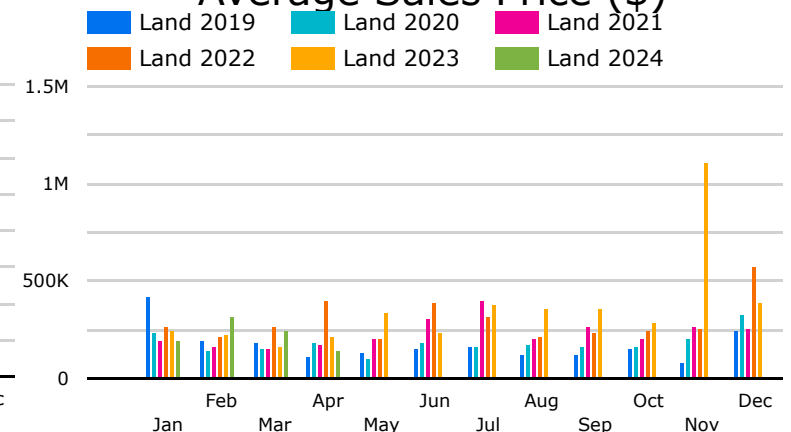
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

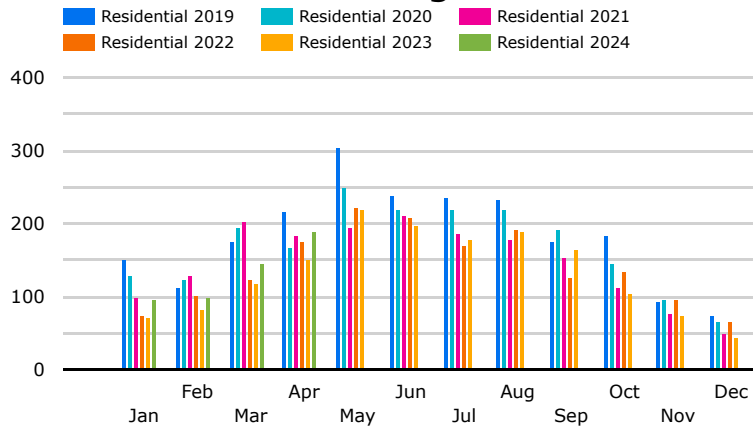
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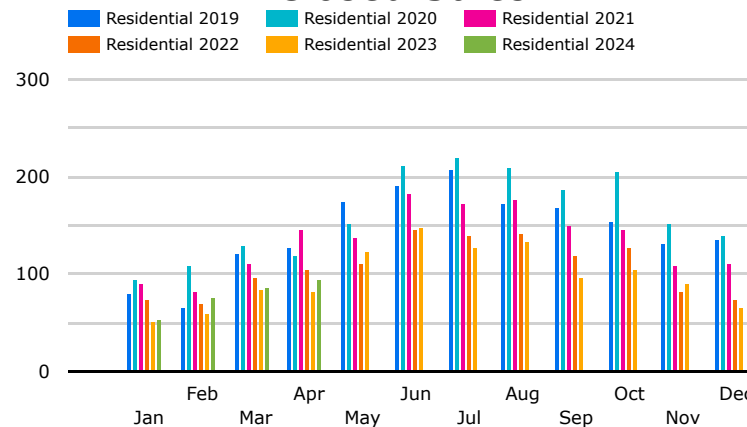
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New Listings	Residential 2024 190	Residential 2023 151	+/- 39	Residential YTD 2024 533	Residential YTD 2023 431	+/- 102
Closed Sales	95	82	13	312	291	21
Median Sales Price (\$)	575.0K	557.0K	18,000	540.0K	533.0K	7,000
Average Sales Price (\$)	625.8K	580.3K	45,568	573.5K	567.7K	5,853
Average % of Original List Price Received	97.00%	98.00%	-1%	95.00%	95.00%	0%
Average Days on Market Until Sale	89	180	-91	98	118	-20

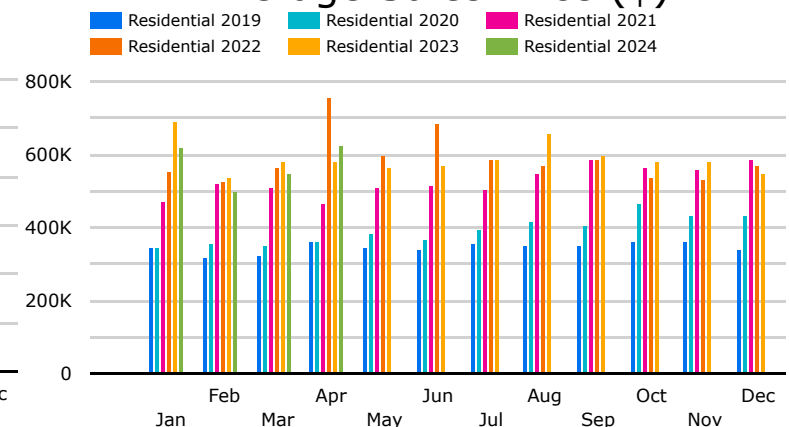
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

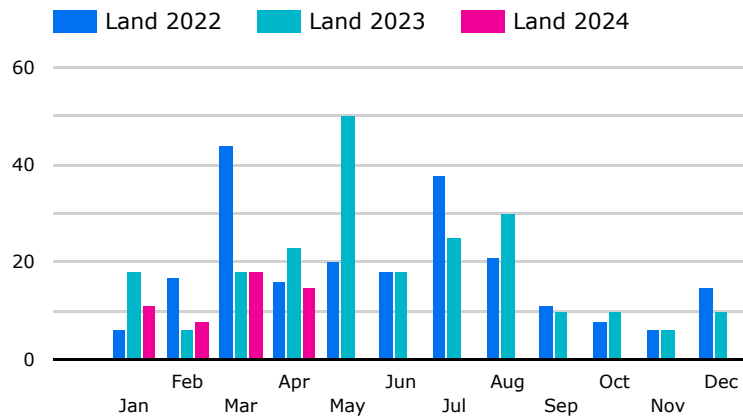
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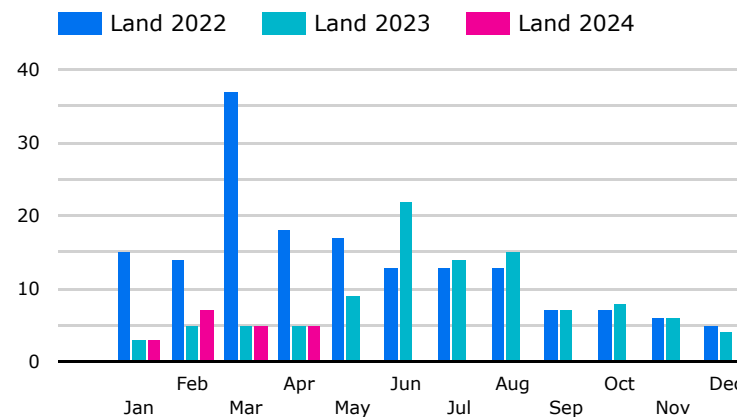
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New Listings	Land 2024 1	Land 2023 23	+/- -8	Land YTD 2024 52	Land YTD 2023 65	+/- 45
Closed Sales	5	5	0	20	18	11
Median Sales Price (\$)	148.0K	140.0K	8,000	175.0K	150.0K	25,000
Average Sales Price (\$)	127.6K	200.6K	-73,000	233.3K	220.7K	15,312
Average % of Original List Price Received	96.00%	96.00%	0%	90.00%	97.00%	-4%
Average Days on Market Until Sale	193	471	-278	178	341	-107

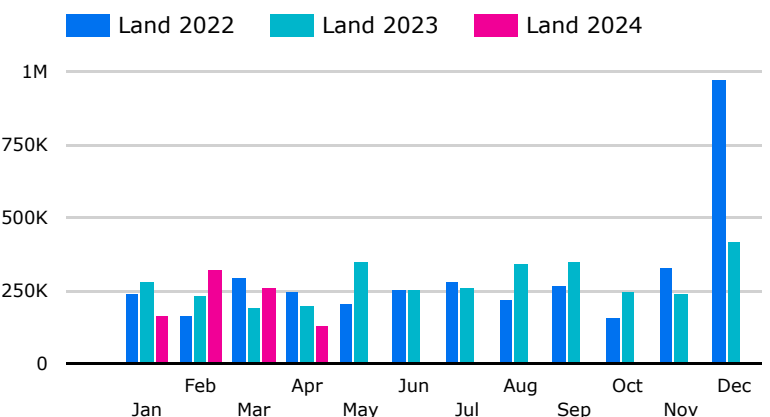
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

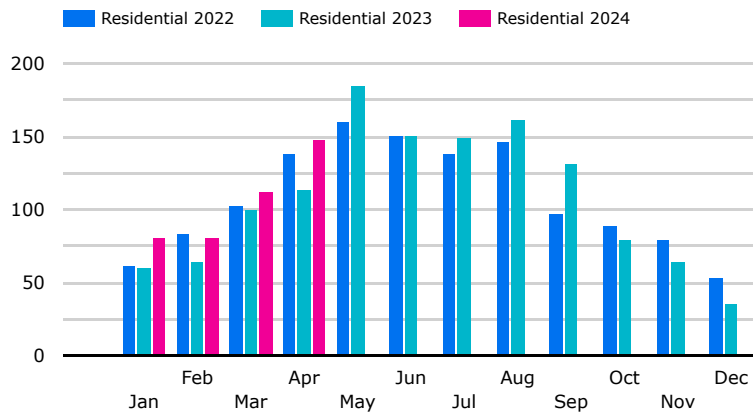
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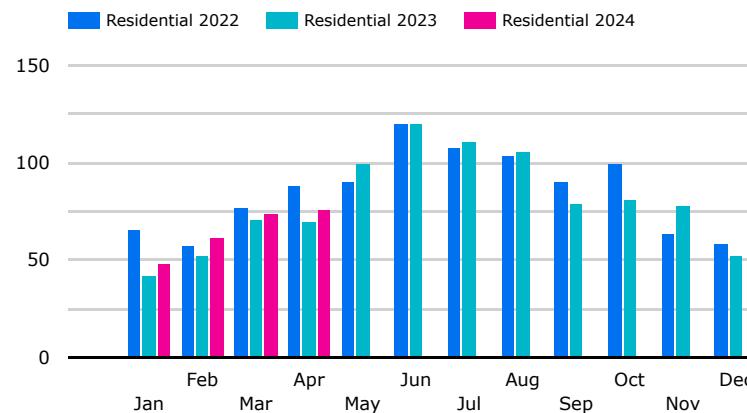
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New Listings	Residential 2024 148	Residential 2023 114	+/- 34	Residential YTD 2024 427	Residential YTD 2023 348	+/- 79
Closed Sales	76	70	6	260	248	12
Median Sales Price (\$)	575.9K	564.5K	11,353	540.0K	532.5K	7,500
Average Sales Price (\$)	610.2K	584.7K	25,430	571.9K	570.6K	1,261
Average % of Original List Price Received	97.00%	98.00%	-1%	95.00%	96.00%	-1%
Average Days on Market Until Sale	88	197	-109	97	122	-25

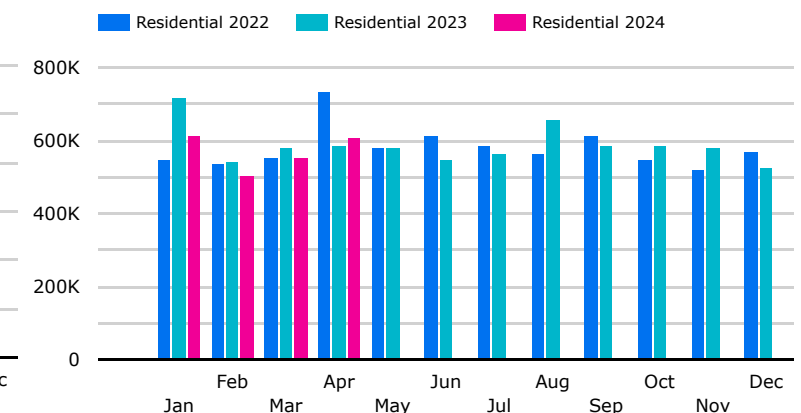
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

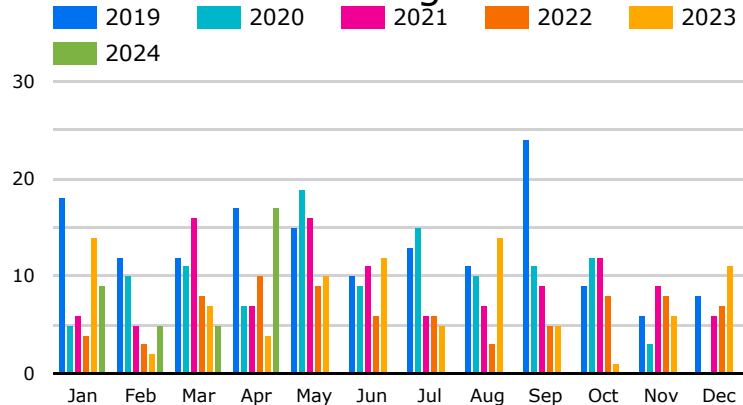
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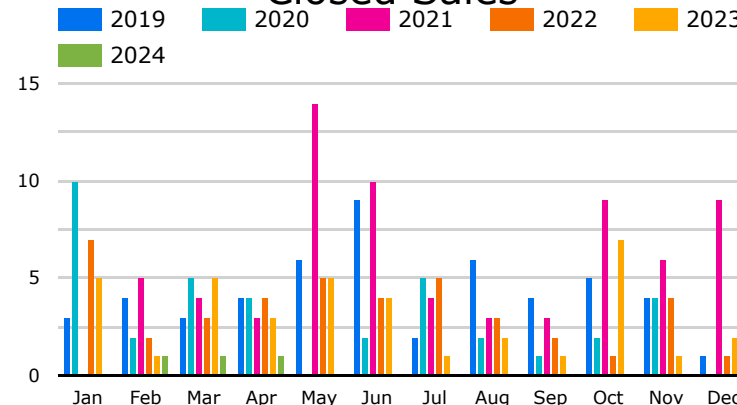
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New Listings	2024 17	2023 4	+/- 13	YTD 2024 35	YTD 2023 27	+/- 8
Closed Sales	1	3	-2	3	14	-11
Median Sales Price (\$)	2.6M	1.9M	1.3M	760.0K	647.0K	113,000
Average Sales Price (\$)	2.6M	3.1M	2.5M	1.1M	1.4M	-210,762
Average % of Original List Price Received	73.00%	80.00%	-7%	86.00%	85.00%	1%
Average Days on Market Until Sale	84	211	-127	137	169	-32

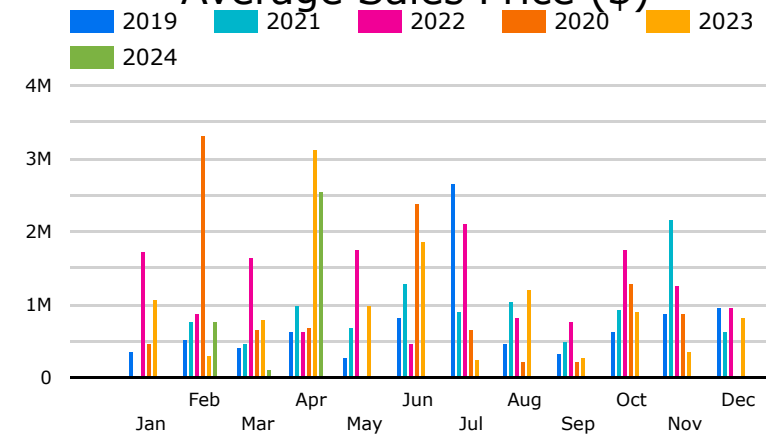
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

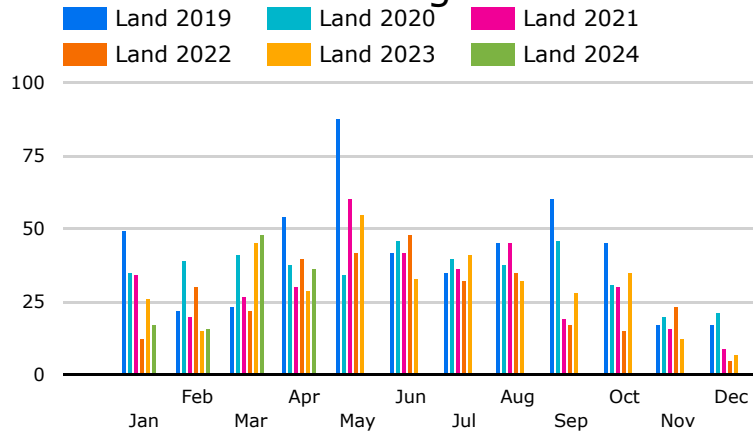
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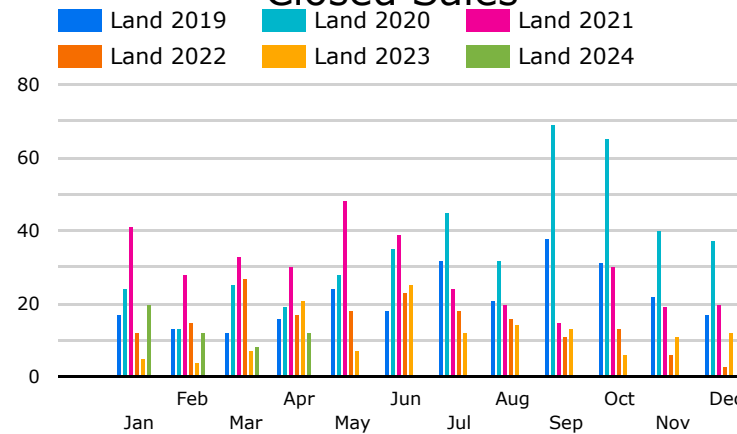
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New Listings	Land 2024 36	Land 2023 29	+/- 7	Land YTD 2024 118	Land YTD 2023 115	+/- 3
Closed Sales	12	21	-9	52	37	15
Median Sales Price (\$)	320.0K	165.0K	155,000	240.0K	215.0K	25,000
Average Sales Price (\$)	311.4K	365.7K	-54,316	278.1K	353.2K	-75,071
Average % of Original List Price Received	96.00%	91.00%	5%	91.00%	90.00%	1%
Average Days on Market Until Sale	98	166	-68	141	147	-6

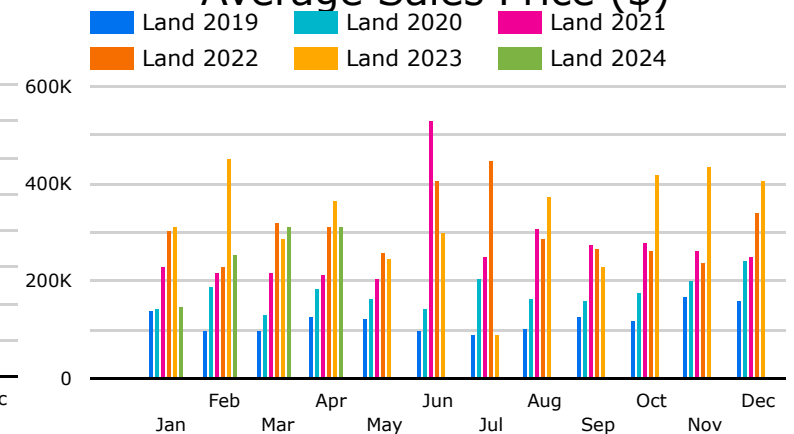
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

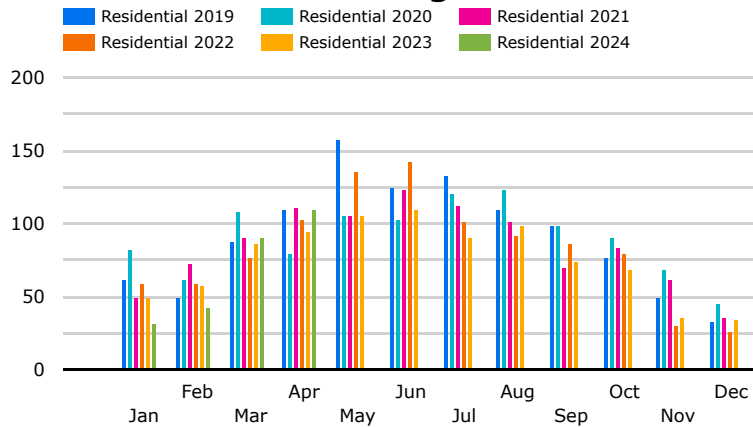
Month: Apr

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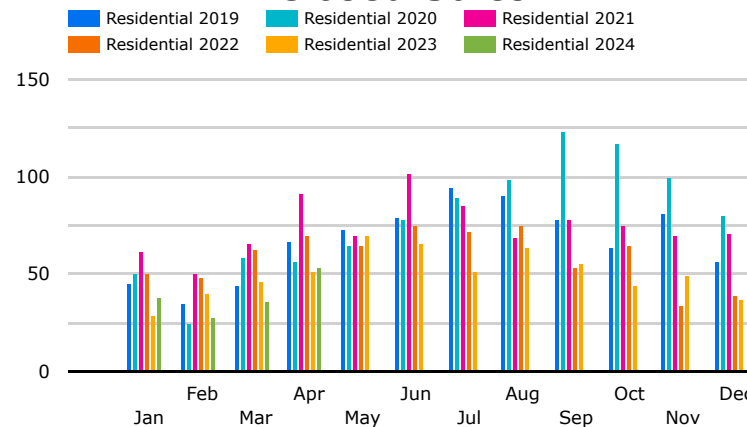
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New Listings	Residential 2024 110	Residential 2023 95	+/- 15	Residential YTD 2024 275	Residential YTD 2023 290	+/- -15
Closed Sales	53	51	2	157	169	-12
Median Sales Price (\$)	603.5K	607.9K	-4,400	560.0K	555.0K	5,000
Average Sales Price (\$)	855.6K	678.1K	177,495	683.1K	627.0K	56,099
Average % of Original List Price Received	90.00%	96.00%	-6%	93.00%	93.00%	0%
Average Days on Market Until Sale	163	90	73	123	104	19

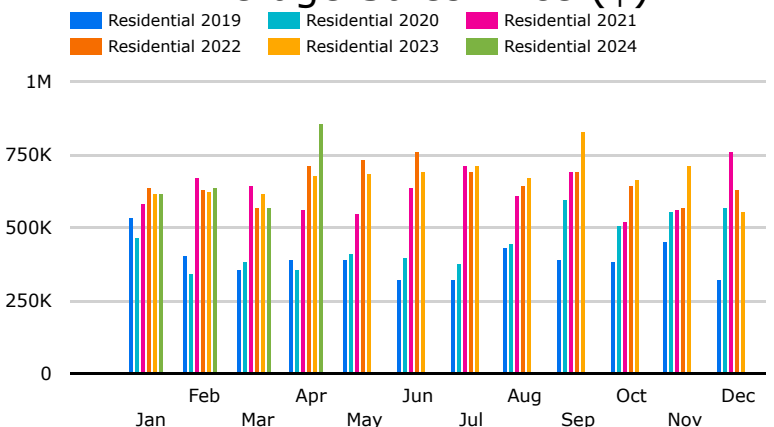
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

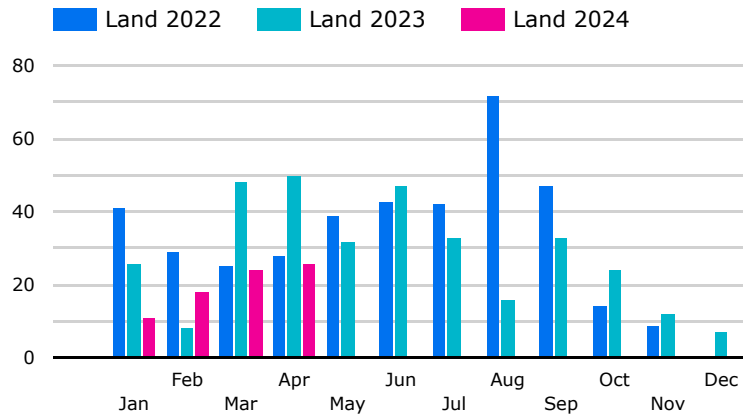
Month: Apr

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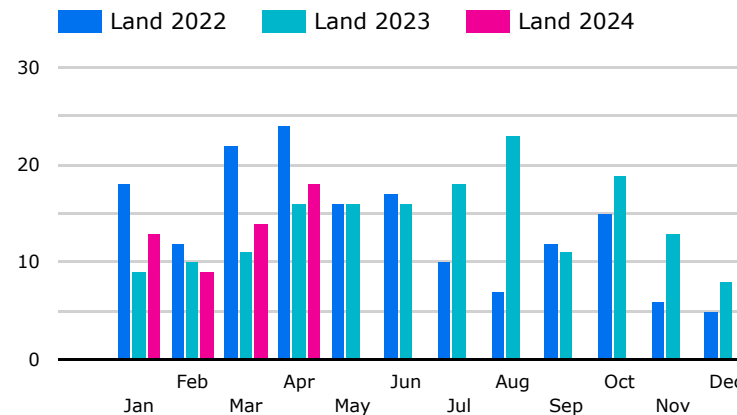
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New Listings	Land 2024 26	Land 2023 50	+/- -24	Land YTD 2024 79	Land YTD 2023 132	+/- -53
Closed Sales	18	16	2	54	46	8
Median Sales Price (\$)	272.5K	159.5K	113,050	208.5K	214.9K	-6,350
Average Sales Price (\$)	439.2K	192.0K	247,184	335.3K	103.00%	-45,179
Average % of Original List Price Received	93.00%	97.00%	-4%	93.00%	103.00%	-10%
Average Days on Market Until Sale	124	191	-67	202	207	-5

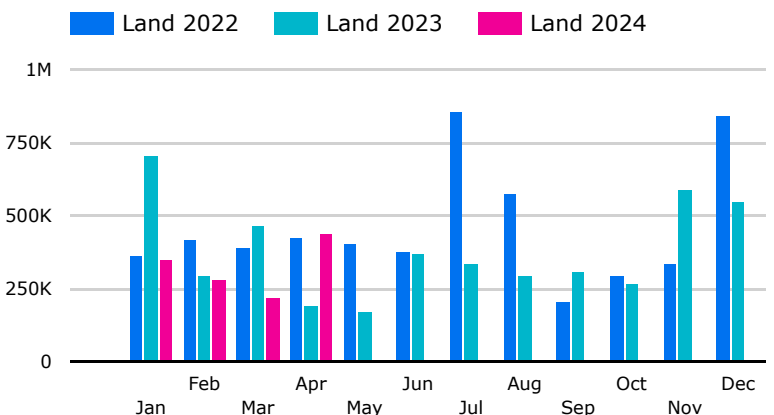
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

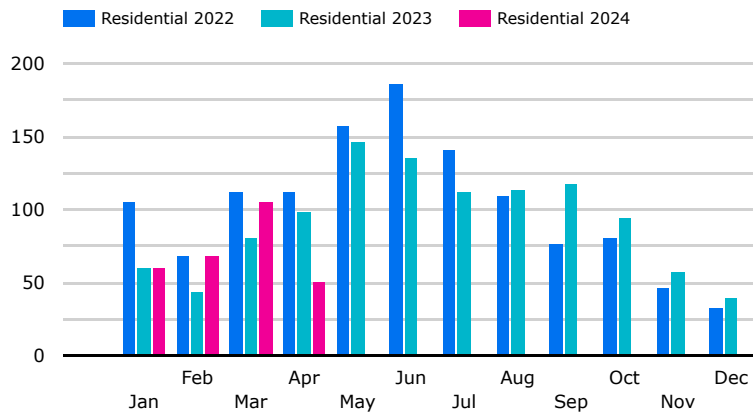
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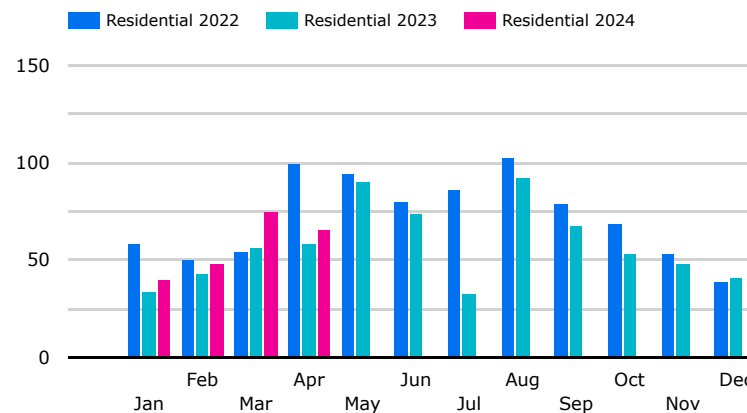
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New Listings	Residential 2024 51	Residential 2023 99	+/- -48	Residential YTD 2024 137	Residential YTD 2023 287	+/- -150
Closed Sales	66	59	7	230	198	32
Median Sales Price (\$)	538.5K	535.0K	3,500	530.0K	531.0K	-1,000
Average Sales Price (\$)	607.1K	620.2K	-13,082	608.8K	614.5K	-5,674
Average % of Original List Price Received	95.00%	94.00%	1%	94.00%	93.00%	1%
Average Days on Market Until Sale	120	107	13	123	111	12

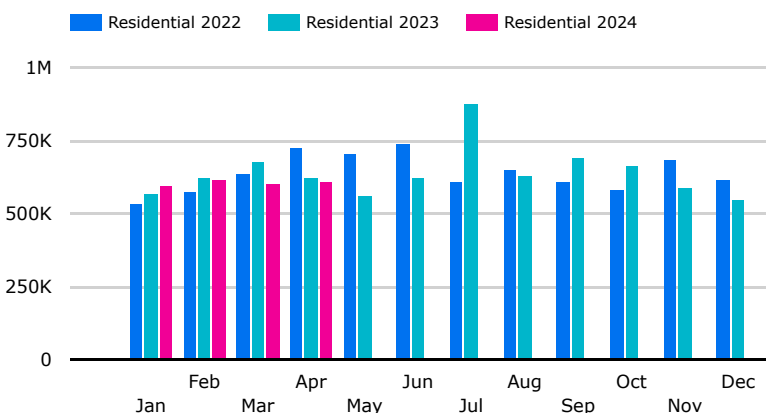
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

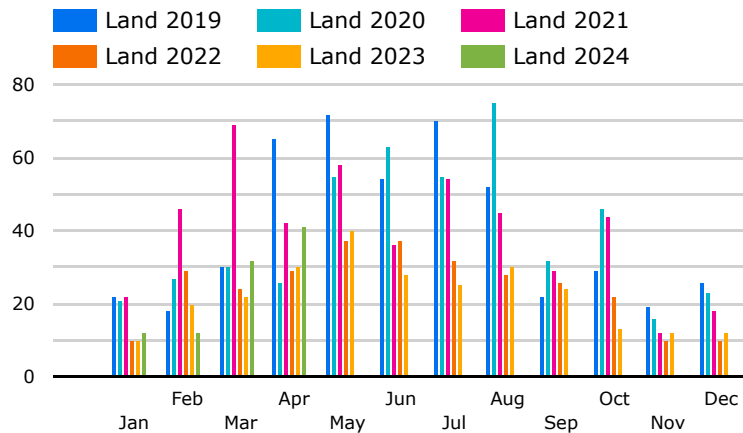
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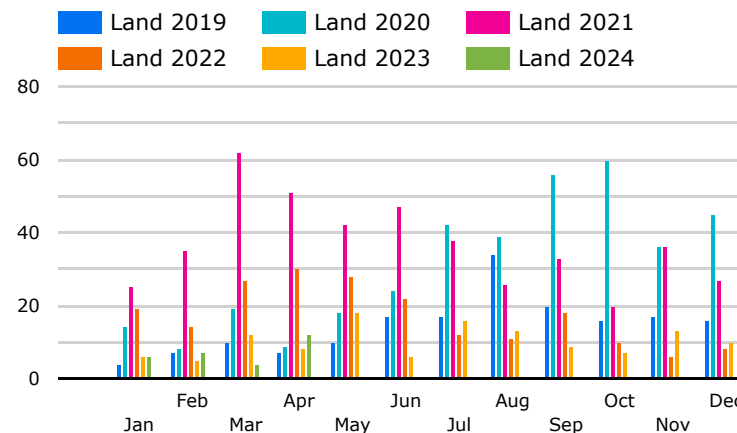
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New Listings	Land 2024 41	Land 2023 30	+/- 11	Land YTD 2024 102	Land YTD 2023 82	+/- 20
Closed Sales	12	8	4	29	31	-2
Median Sales Price (\$)	227.5K	201.3K	26,250	200.0K	162.0K	38,000
Average Sales Price (\$)	288.2K	201.3K	86,917	323.4K	276.4K	46,991
Average % of Original List Price Received	93.00%	91.00%	2%	89.00%	85.00%	4%
Average Days on Market Until Sale	126	129	-3	159	175	-16

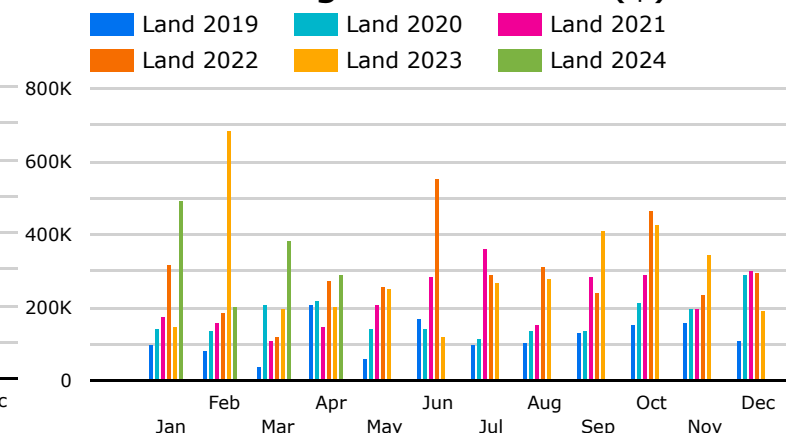
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

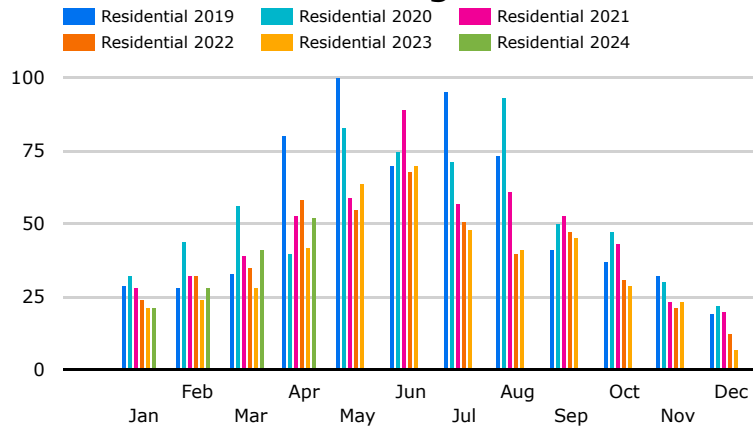
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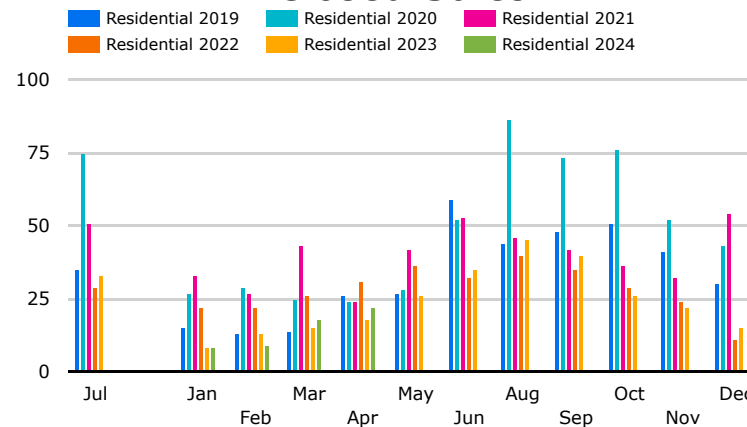
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New Listings	Residential 2024 52	Residential 2023 42	+/- 10	Residential YTD 2024 147	Residential YTD 2023 104	+/- 43
Closed Sales	22	18	4	57	55	2
Median Sales Price (\$)	452.5K	373.0K	79,450	455.0K	410.0K	45,000
Average Sales Price (\$)	638.3K	600.6K	37,723	628.7K	1.0M	-387,174
Average % of Original List Price Received	97.00%	93.00%	4%	93.00%	92.00%	1%
Average Days on Market Until Sale	96	90	6	125	99	26

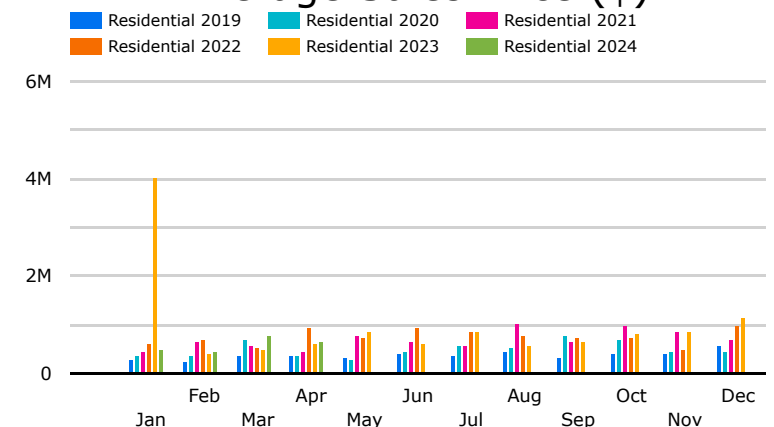
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

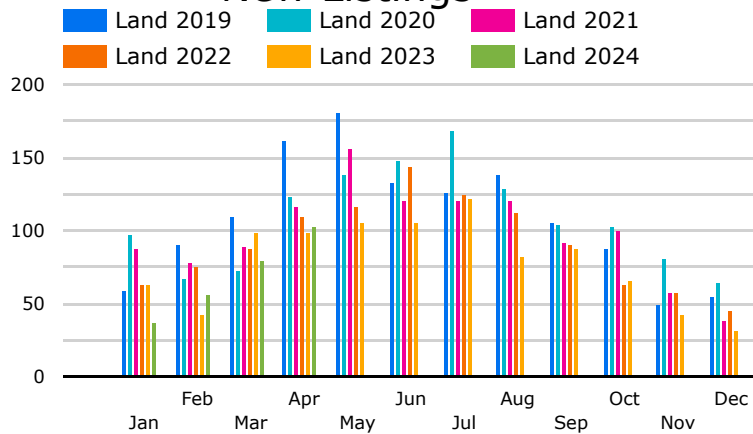
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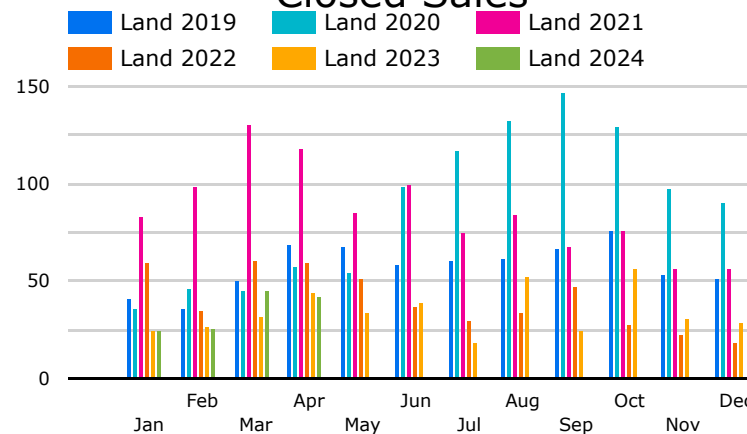
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New Listings	Land 2024 103	Land 2023 98	+/- 5	Land YTD 2024 303	Land YTD 2023 301	+/- 2
Closed Sales	42	44	-2	140	128	12
Median Sales Price (\$)	295.0K	223.5K	71,500	300.0K	276.5K	23,500
Average Sales Price (\$)	416.5K	301.0K	115,493	467.4K	433.4K	34,029
Average % of Original List Price Received	93.00%	92.00%	1%	91.00%	95.00%	-4%
Average Days on Market Until Sale	132	173	-41	227	174	53

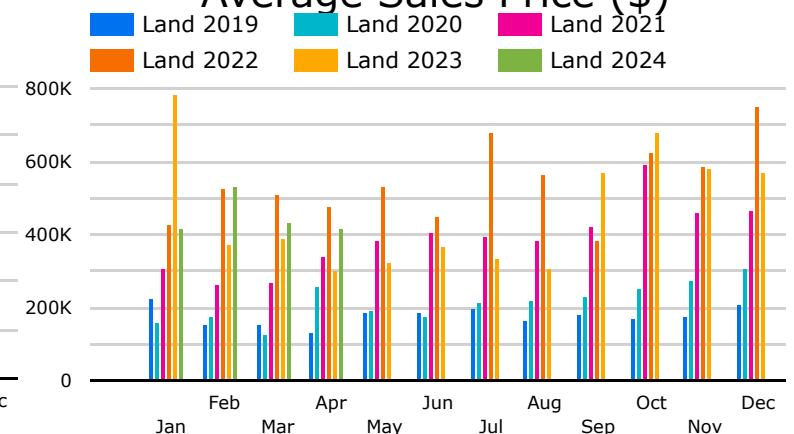
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

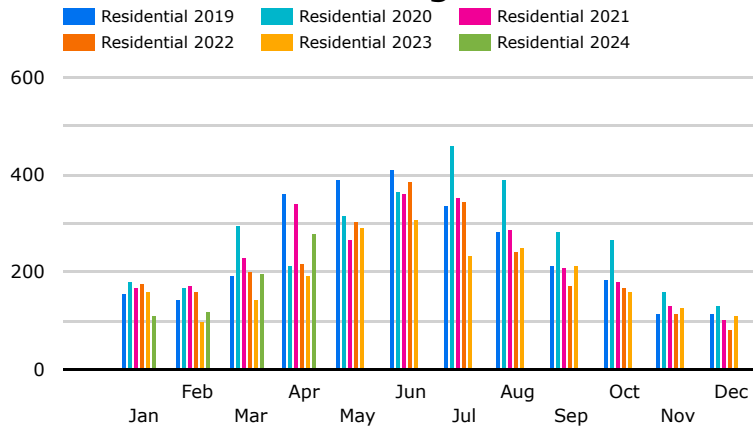
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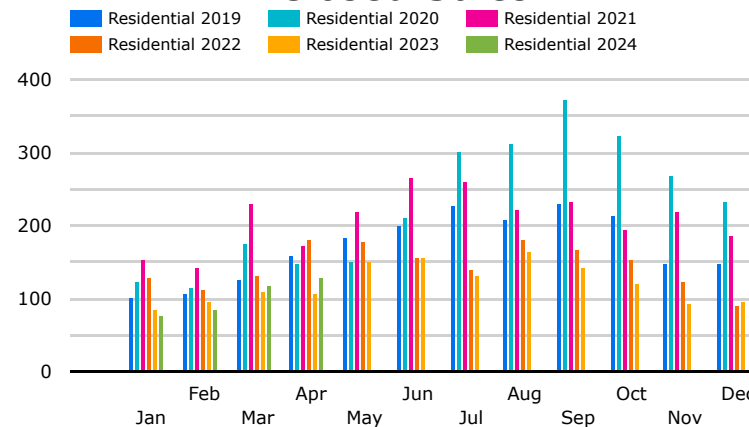
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New Listings	Residential 2024 280	Residential 2023 194	+/- 86	Residential YTD 2024 750	Residential YTD 2023 601	+/- 149
Closed Sales	128	106	22	411	400	11
Median Sales Price (\$)	603.0K	580.0K	23,000	583.0K	580.5K	2,500
Average Sales Price (\$)	893.6K	772.3K	121,370	833.8K	807.9K	25,902
Average % of Original List Price Received	93.00%	96.00%	-3%	93.00%	91.00%	2%
Average Days on Market Until Sale	124	126	-2	125	131	-6

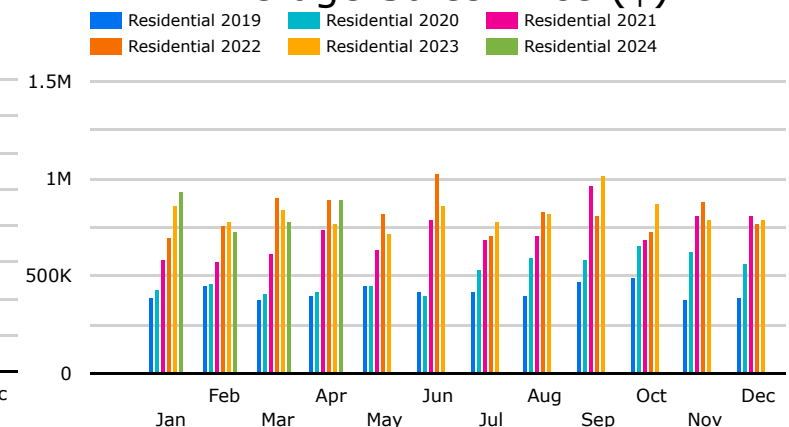
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

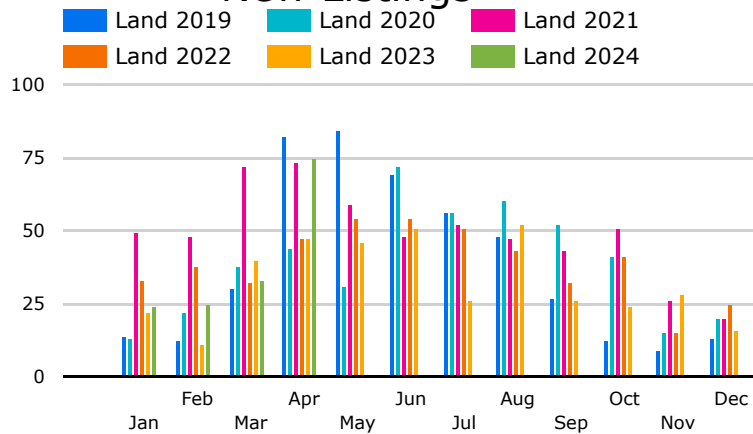
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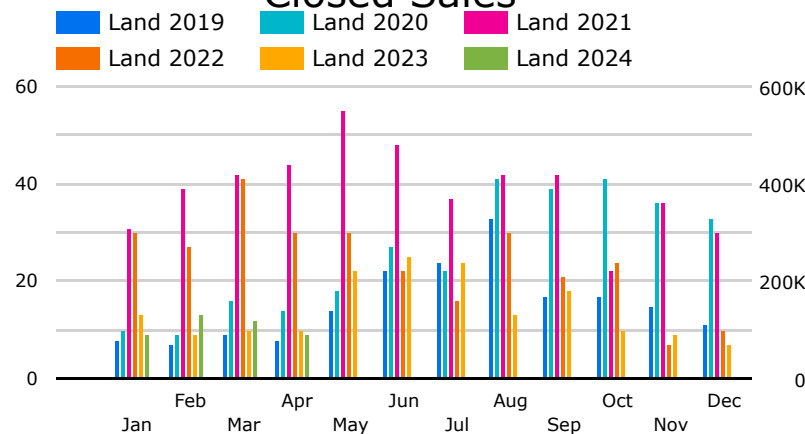
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New Listings	Land 2024 75	Land 2023 47	+/- 28	Land YTD 2024 148	Land YTD 2023 120	+/- 28
Closed Sales	9	10	-1	43	42	1
Median Sales Price (\$)	145.0K	132.5K	12,500	155.0K	139.4K	15,630
Average Sales Price (\$)	145.8K	132.5K	15,538	199.4K	158.0K	41,433
Average % of Original List Price Received	91.00%	85.00%	6%	87.00%	91.00%	-4%
Average Days on Market Until Sale	196	295	-99	219	233	-14

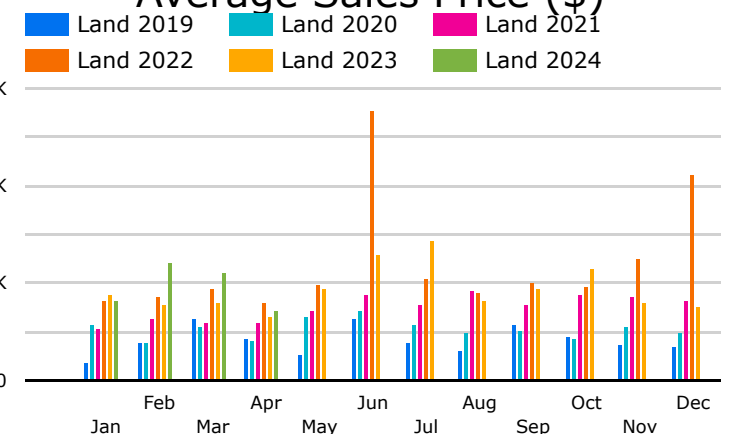
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

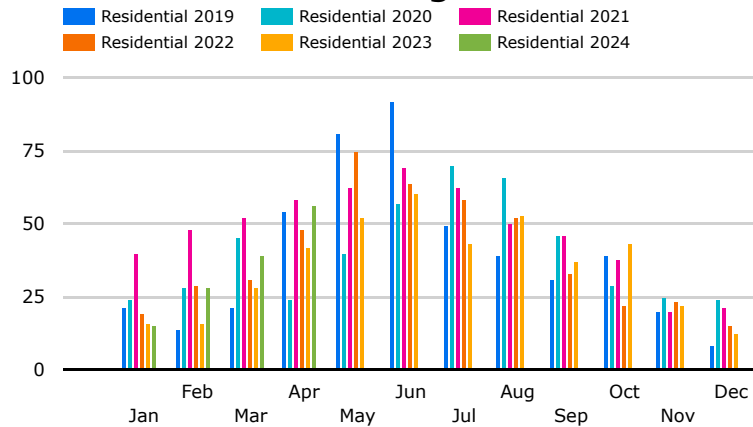
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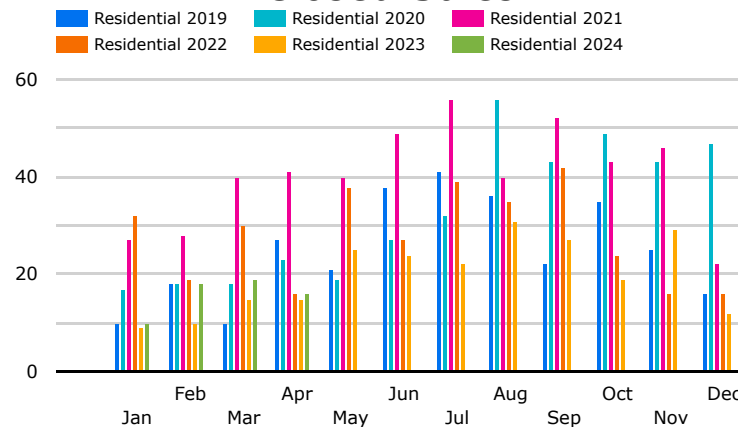
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New Listings	Residential 2024 56	Residential 2023 42	+/- 14	Residential YTD 2024 150	Residential YTD 2023 104	+/- 46
Closed Sales	16	15	1	64	50	14
Median Sales Price (\$)	338.5K	415.0K	-76,500	346.0K	325.5K	20,500
Average Sales Price (\$)	373.2K	515.1K	-141,919	445.2K	402.1K	43,097
Average % of Original List Price Received	90.00%	94.00%	-4%	89.00%	90.00%	-1%
Average Days on Market Until Sale	152	159	-7	147	139	8

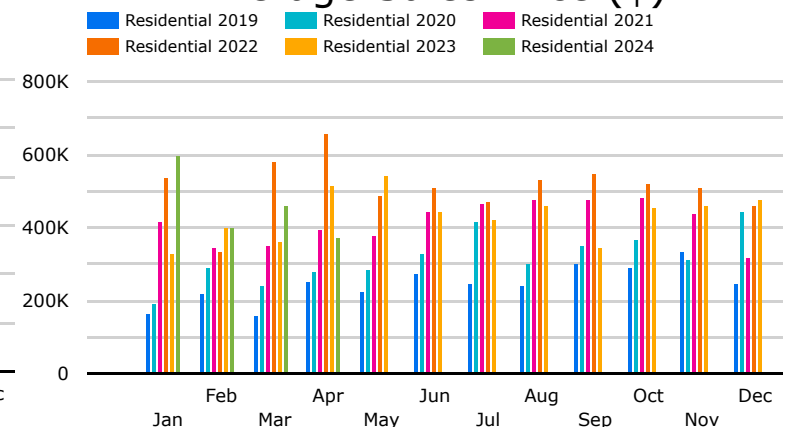
New Listings



Closed Sales



Average Sales Price (\$)



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