

# Local Market Update Missoula County - Land

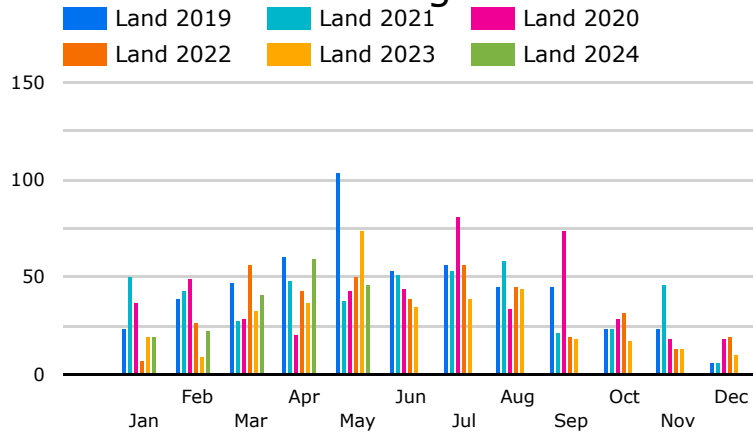
Month: May

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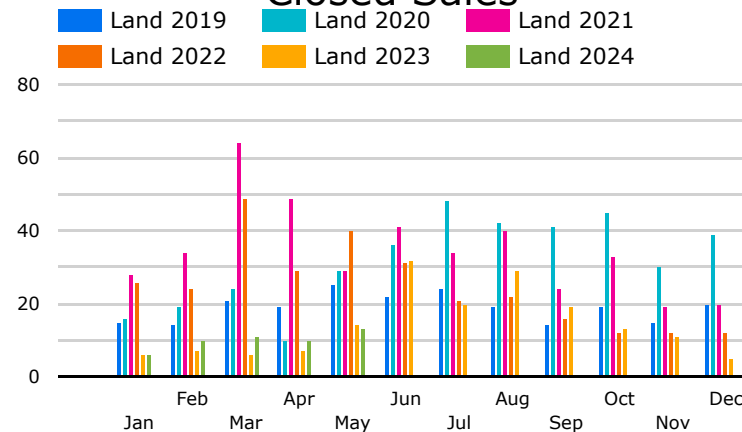
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 46	Land 2023 74	+/- -28	Land YTD 2024 190	Land YTD 2023 173	+/- 17
<b>Closed Sales</b>	13	14	-1	50	40	10
<b>Median Sales Price (\$)</b>	175.0K	303.5K	-128,500	183.8K	197.0K	42.0K
<b>Average Sales Price (\$)</b>	278.0K	340.8K	-62,786	241.7K	258.1K	-16,437
<b>Average % of Original List Price Received</b>	88.00%	94.00%	-6%	91.00%	96.00%	-5%
<b>Average Days on Market Until Sale</b>	119	178	-59	145	232	-87

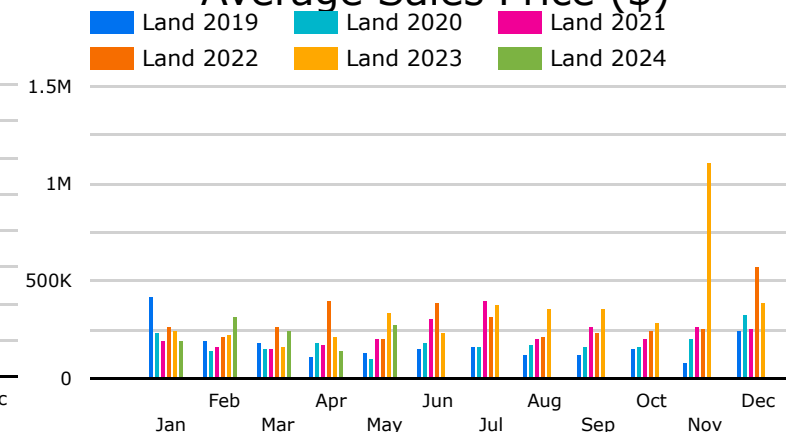
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County - Residential

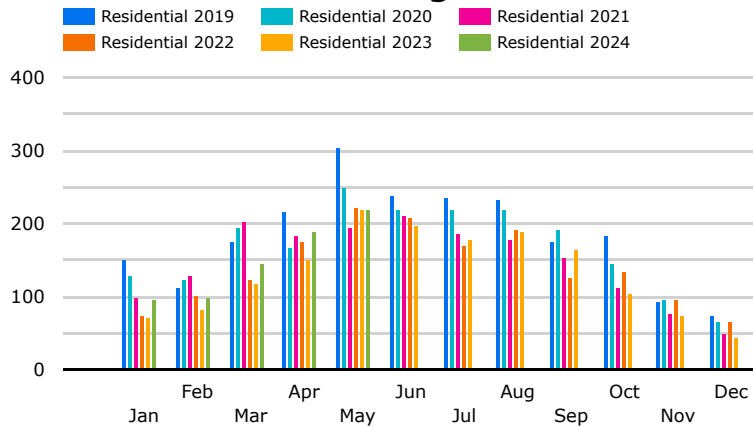
Month: May

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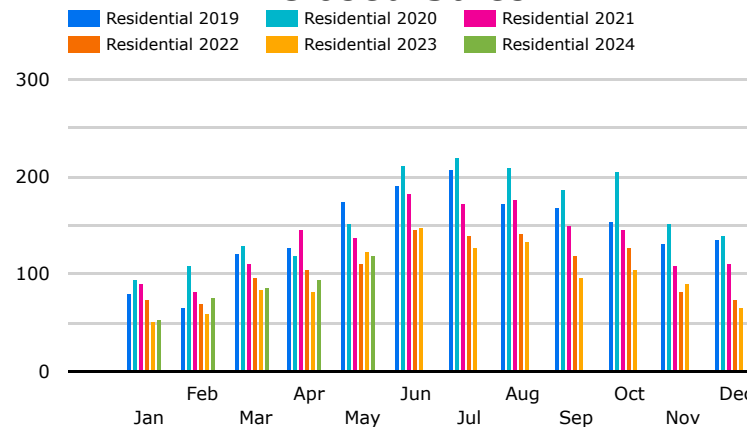
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<b>New Listings</b>	Residential 2024 218	Residential 2023 219	+/- -1	Residential YTD 2024 715	Residential YTD 2023 653	+/- 62
<b>Closed Sales</b>	120	124	-4	411	414	-3
<b>Median Sales Price (\$)</b>	556.5K	553.5K	3,000	560.0K	537.5K	22,500
<b>Average Sales Price (\$)</b>	668.5K	564.4K	104,093	621.9K	567.1K	54,723
<b>Average % of Original List Price Received</b>	98.00%	98.00%	0%	96.00%	96.00%	0%
<b>Average Days on Market Until Sale</b>	73	79	-6	92	107	-15

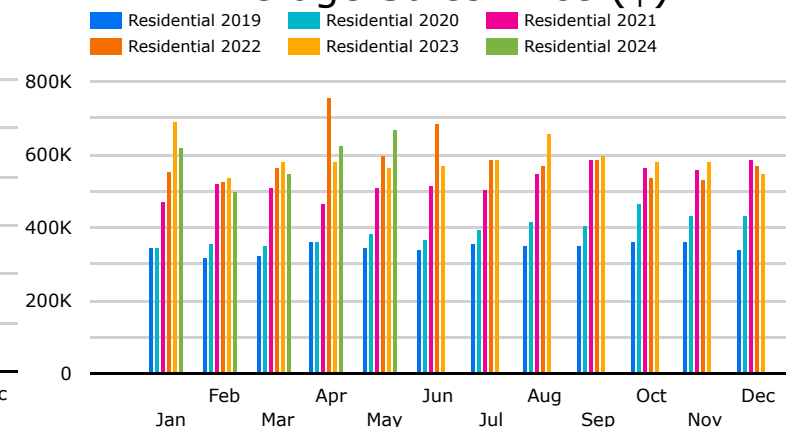
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Land

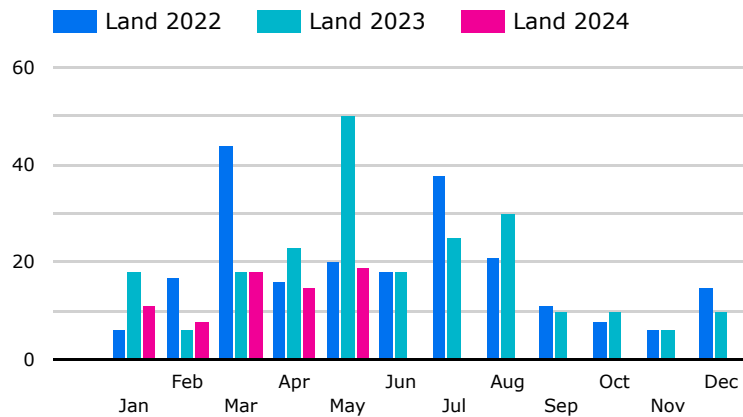
Month: May

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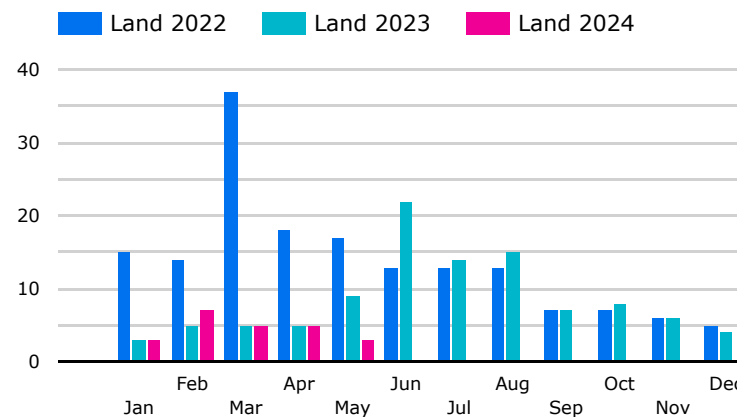
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<b>New Listings</b>	Land 2024 1	Land 2023 50	+/- -31	Land YTD 2024 71	Land YTD 2023 115	+/- 17
<b>Closed Sales</b>	3	9	-6	23	27	-4
<b>Median Sales Price (\$)</b>	450.0K	285.0K	165,000	175.0K	177.0K	-13,250
<b>Average Sales Price (\$)</b>	576.7K	351.8K	224,889	278.1K	264.4K	-16,437
<b>Average % of Original List Price Received</b>	66.00%	96.00%	-30%	87.00%	96.00%	-5%
<b>Average Days on Market Until Sale</b>	187	174	13	179	286	-87

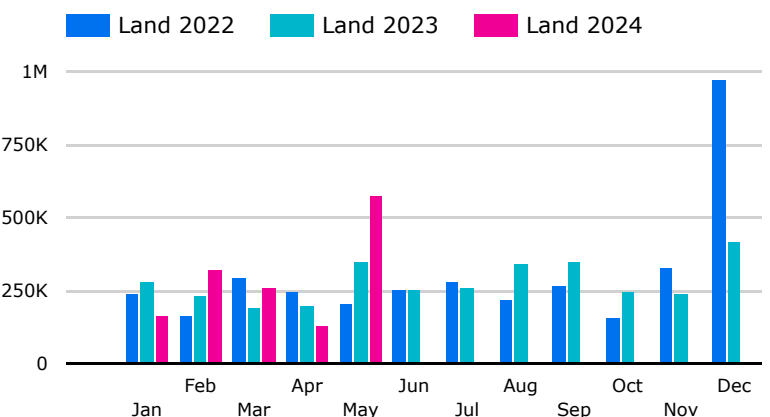
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Residential

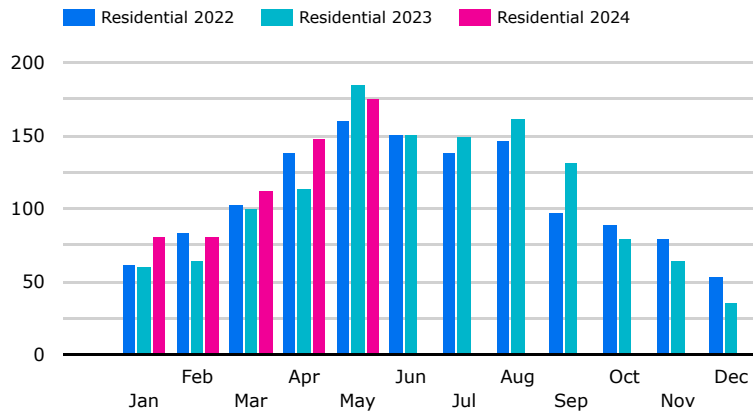
Month: May

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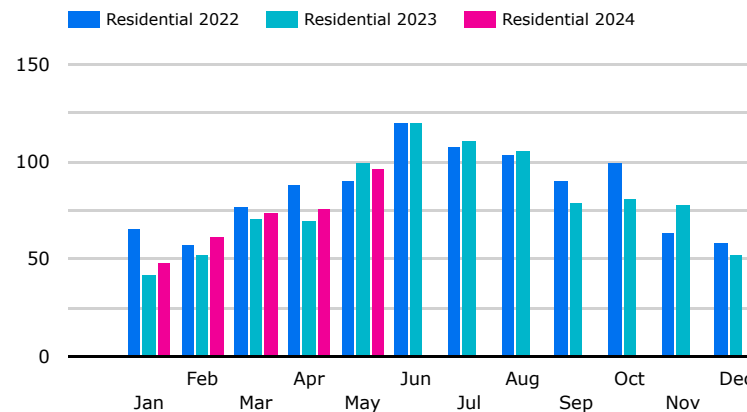
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<b>New Listings</b>	Residential 2024 176	Residential 2023 185	+/- -9	Residential YTD 2024 570	Residential YTD 2023 535	+/- 35
<b>Closed Sales</b>	97	100	-3	338	347	-9
<b>Median Sales Price (\$)</b>	592.0K	564.2K	27,787	562.0K	545.0K	17,000
<b>Average Sales Price (\$)</b>	668.5K	583.0K	85,507	626.5K	574.7K	51,746
<b>Average % of Original List Price Received</b>	99.00%	99.00%	0%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	63	81	-18	88	110	-22

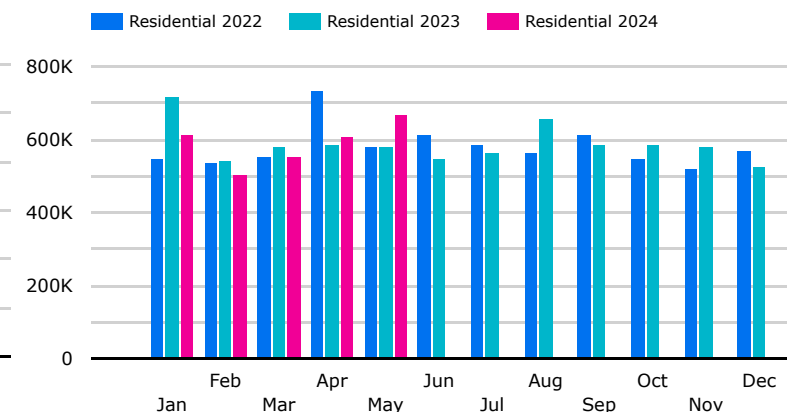
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County Commercial

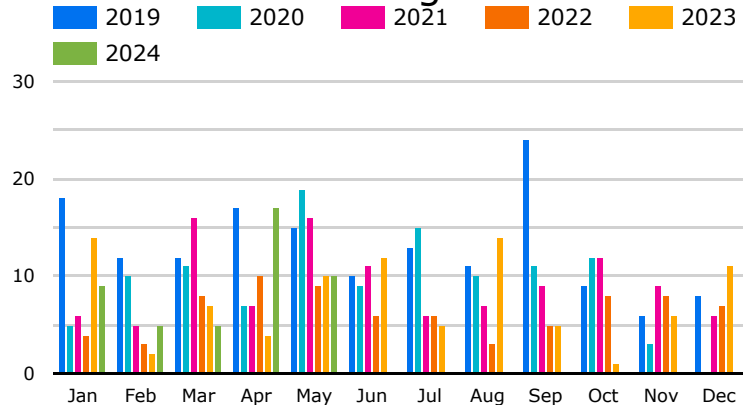
Month: May

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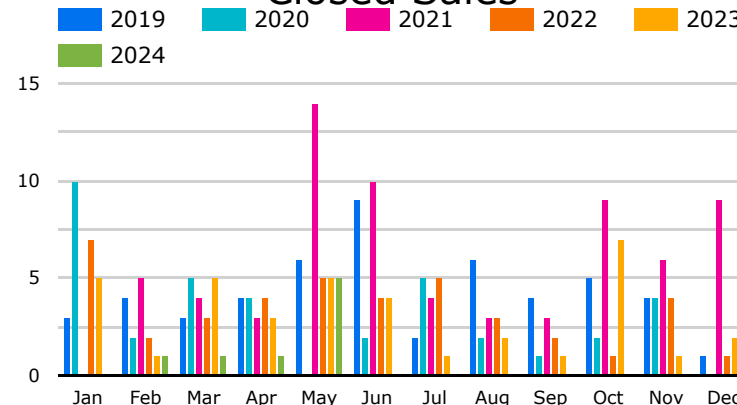
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<b>New Listings</b>	2024 10	2023 10	+/- 0	YTD 2024 45	YTD 2023 37	+/- 8
<b>Closed Sales</b>	5	5	0	8	19	-11
<b>Median Sales Price (\$)</b>	675.0K	851.0K	-849.0K	717.5K	765.0K	-47,500
<b>Average Sales Price (\$)</b>	922.8K	982.2K	-782.6K	1.0M	1.3M	-250,861
<b>Average % of Original List Price Received</b>	90.00%	88.00%	2%	88.00%	86.00%	2%
<b>Average Days on Market Until Sale</b>	97	167	-70	112	169	-57

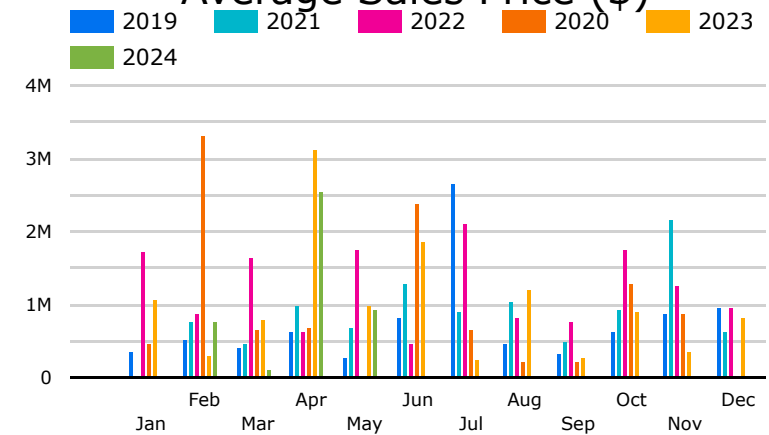
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

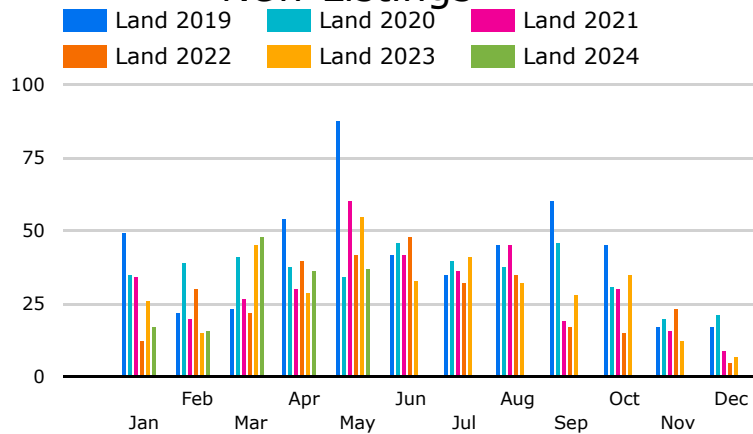
Month: May

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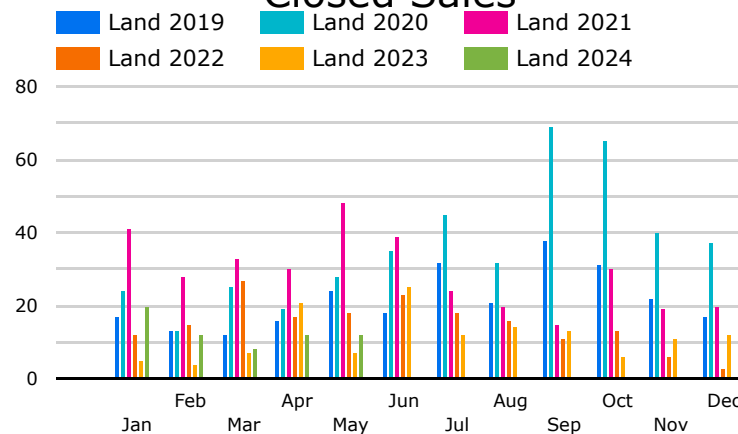
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<b>New Listings</b>	Land 2024 37	Land 2023 55	+/- -18	Land YTD 2024 156	Land YTD 2023 170	+/- -14
<b>Closed Sales</b>	12	7	5	64	11	53
<b>Median Sales Price (\$)</b>	22.8K	185.0K	-162,250	239.5K	199.0K	40,500
<b>Average Sales Price (\$)</b>	322.0K	247.7K	74,288	286.4K	314.9K	-28,549
<b>Average % of Original List Price Received</b>	98.00%	95.00%	3%	92.00%	91.00%	1%
<b>Average Days on Market Until Sale</b>	134	137	-3	140	147	-7

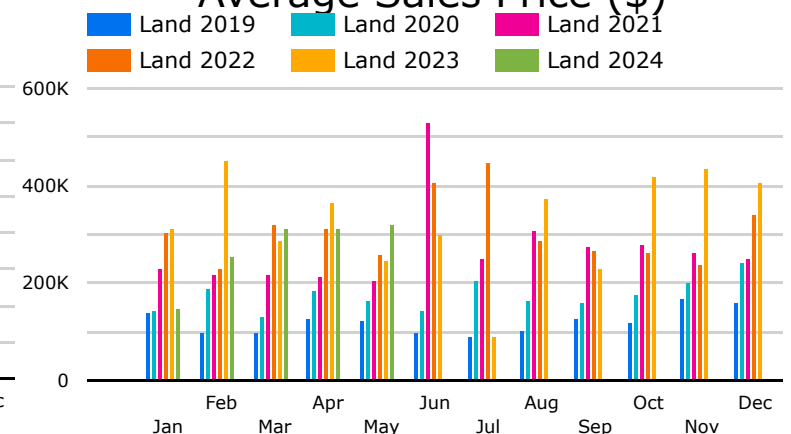
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

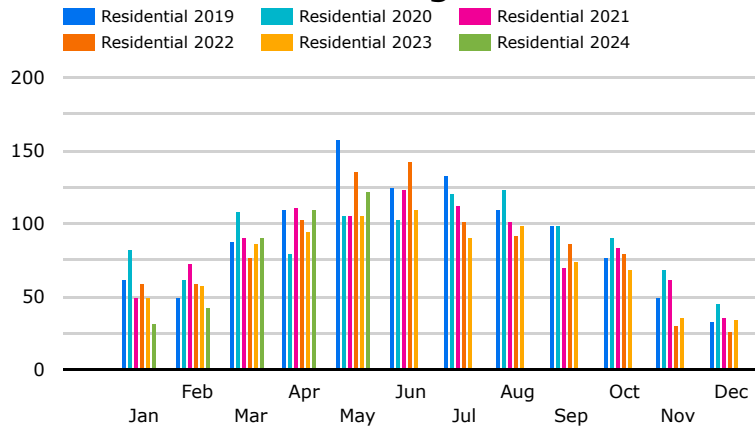
Month: May

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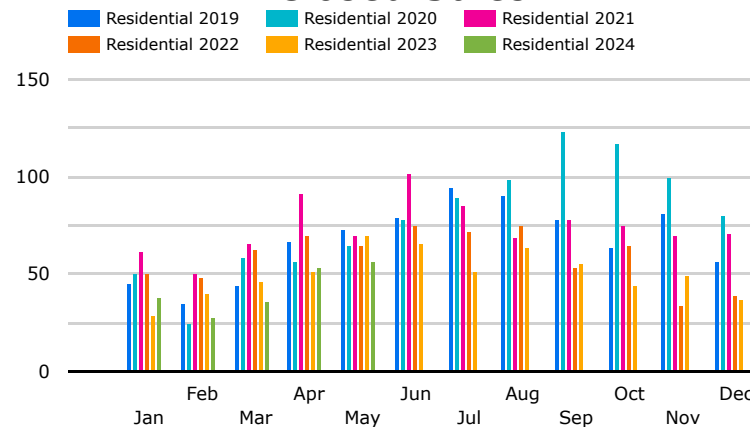
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<b>New Listings</b>	Residential 2024 122	Residential 2023 105	+/- 17	Residential YTD 2024 393	Residential YTD 2023 396	+/- -3
<b>Closed Sales</b>	57	70	-13	210	239	-29
<b>Median Sales Price (\$)</b>	513.5K	511.0K	2,500	564.5K	550.0K	14,500
<b>Average Sales Price (\$)</b>	669.7K	684.1K	-14,451	686.8K	614.5K	72,346
<b>Average % of Original List Price Received</b>	93.00%	95.00%	-2%	93.00%	93.00%	0%
<b>Average Days on Market Until Sale</b>	96	95	1	117	93	24

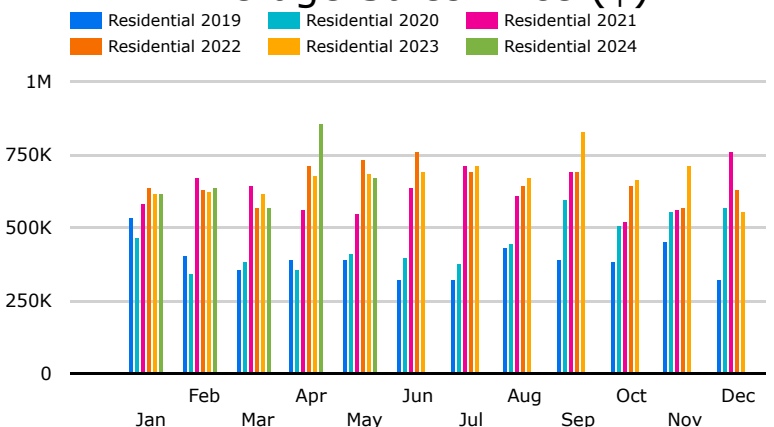
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Kalispell City - Land

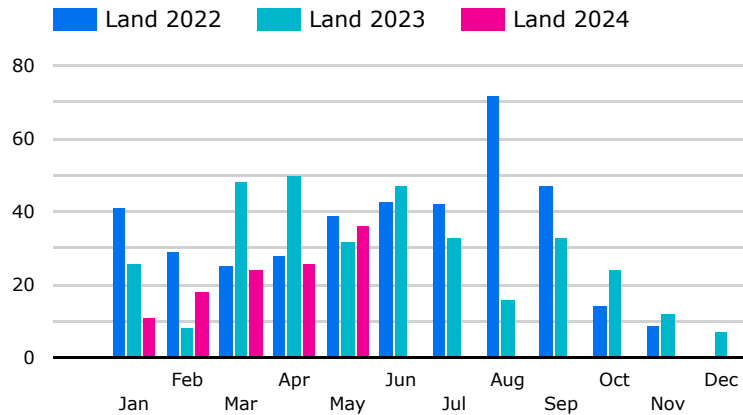
Month: May

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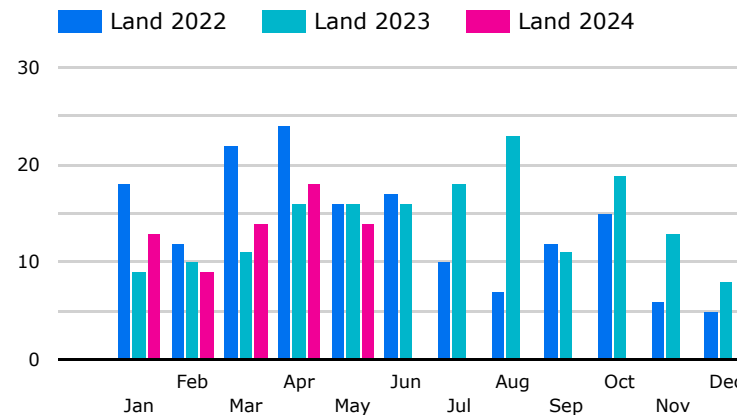
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<b>New Listings</b>	Land 2024 36	Land 2023 32	+/- 4	Land YTD 2024 116	Land YTD 2023 164	+/- -48
<b>Closed Sales</b>	14	16	-2	68	62	6
<b>Median Sales Price (\$)</b>	224.5K	157.5K	67,000	218.5K	195.0K	23,500
<b>Average Sales Price (\$)</b>	236.9K	172.6K	64,290	315.1K	101.00%	-11,794
<b>Average % of Original List Price Received</b>	86.00%	94.00%	-8%	92.00%	101.00%	-9%
<b>Average Days on Market Until Sale</b>	268	213	55	215	208	7

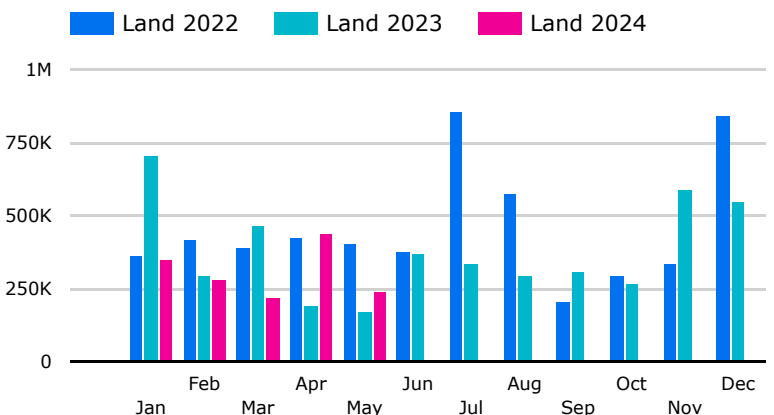
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update

## Kalispell City - Residential

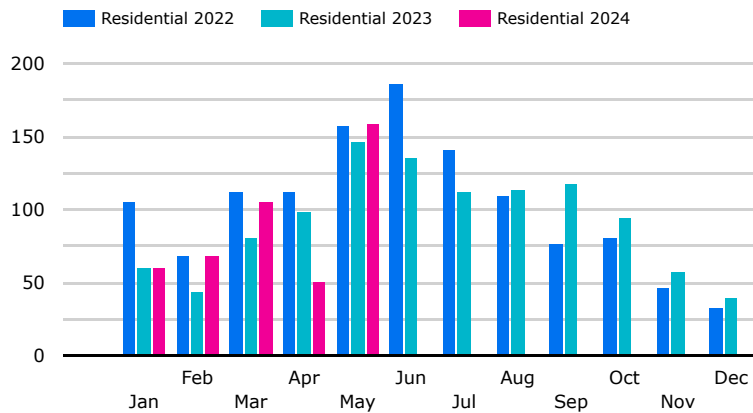
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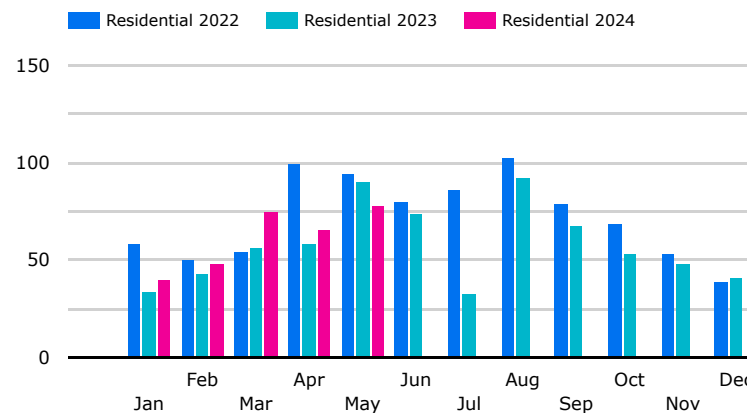
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<b>New Listings</b>	Residential 2024 159	Residential 2023 146	+/- 13	Residential YTD 2024 526	Residential YTD 2023 434	+/- 92
<b>Closed Sales</b>	78	90	-12	302	289	13
<b>Median Sales Price (\$)</b>	563.0K	499.0K	63,950	538.5K	525.0K	13,500
<b>Average Sales Price (\$)</b>	674.5K	560.7K	113,810	636.1K	598.3K	37,781
<b>Average % of Original List Price Received</b>	96.00%	97.00%	-1%	95.00%	94.00%	1%
<b>Average Days on Market Until Sale</b>	103	121	-18	119	115	4

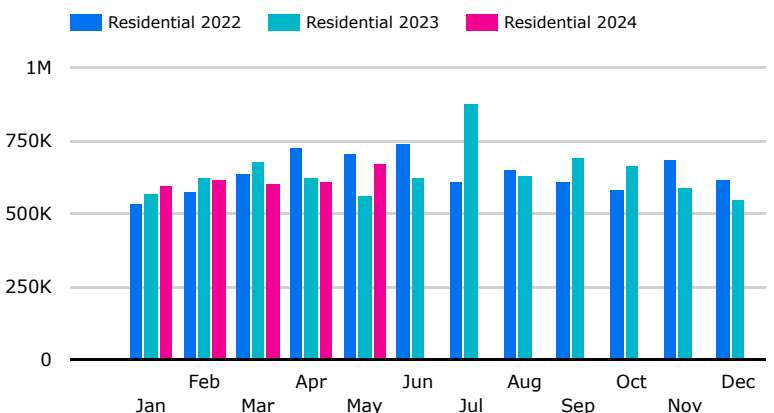
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

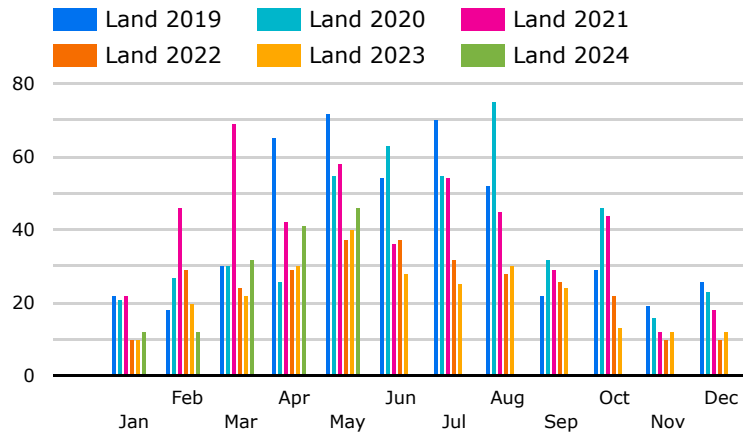
Month: May

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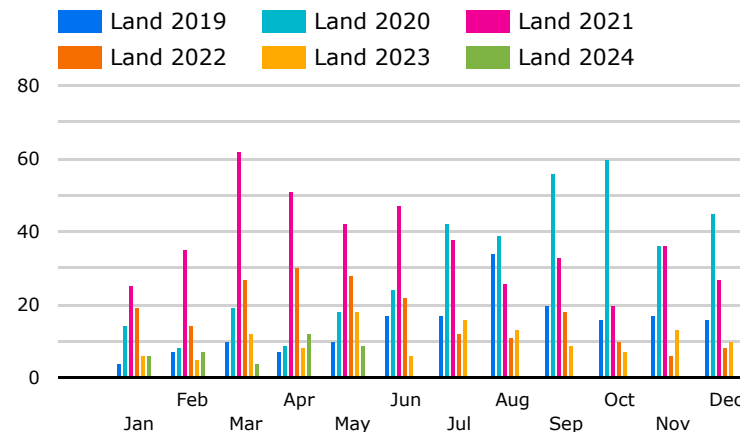
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<b>New Listings</b>	Land 2024 46	Land 2023 40	+/- 6	Land YTD 2024 148	Land YTD 2023 122	+/- 26
<b>Closed Sales</b>	9	18	-9	38	49	-11
<b>Median Sales Price (\$)</b>	150.0K	155.3K	-5,250	193.3K	162.0K	31,250
<b>Average Sales Price (\$)</b>	277.2K	254.8K	22,494	312.4K	268.4K	44,011
<b>Average % of Original List Price Received</b>	90.00%	89.00%	1%	89.00%	87.00%	2%
<b>Average Days on Market Until Sale</b>	214	180	34	173	177	-4

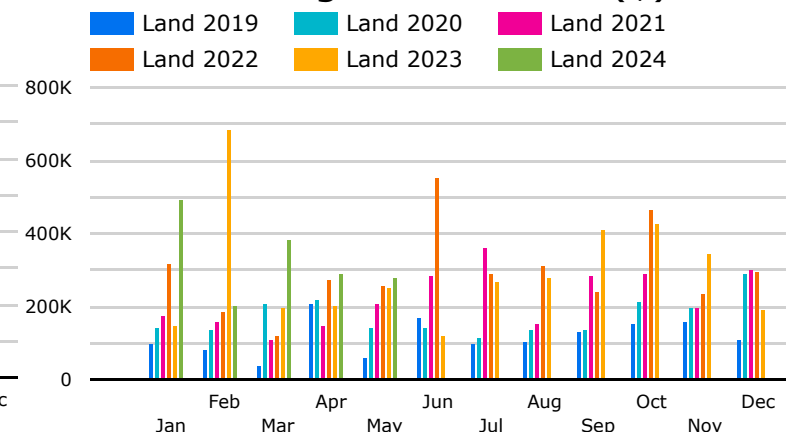
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

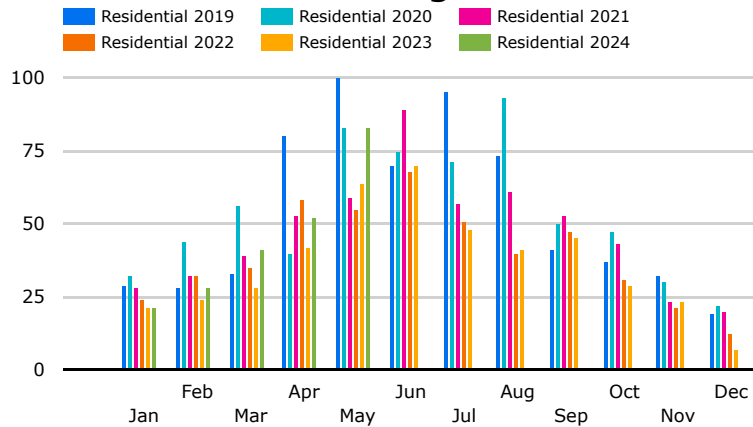
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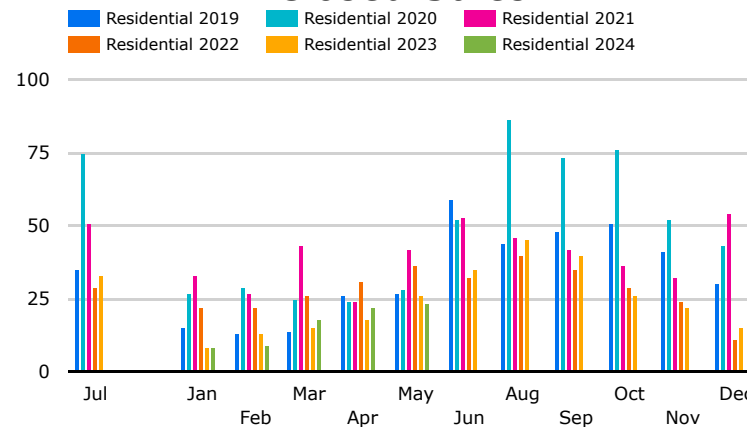
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<b>New Listings</b>	Residential 2024 83	Residential 2023 64	+/- 19	Residential YTD 2024 223	Residential YTD 2023 179	+/- 44
<b>Closed Sales</b>	23	26	-3	77	81	-4
<b>Median Sales Price (\$)</b>	455.0K	577.5K	-122,500	455.0K	450.0K	5,000
<b>Average Sales Price (\$)</b>	560.1K	876.9K	-316,789	629.5K	971.2K	-341,715
<b>Average % of Original List Price Received</b>	96.00%	96.00%	0%	94.00%	94.00%	0%
<b>Average Days on Market Until Sale</b>	88	102	-14	116	100	16

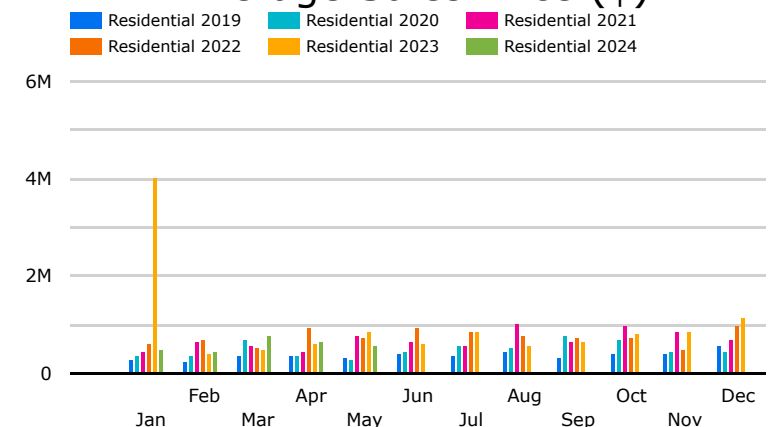
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

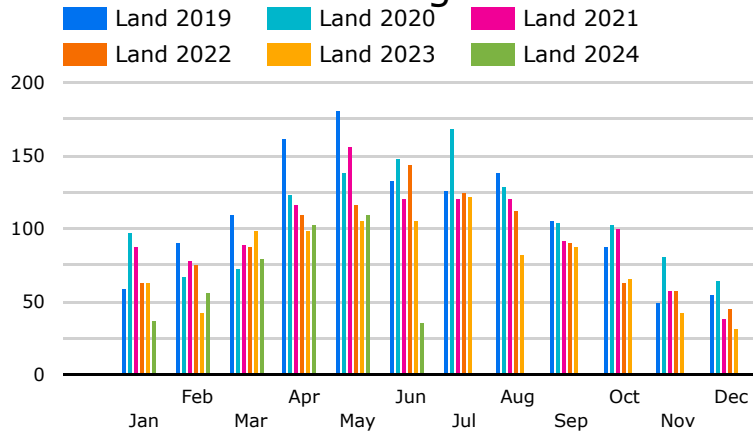
Month: May

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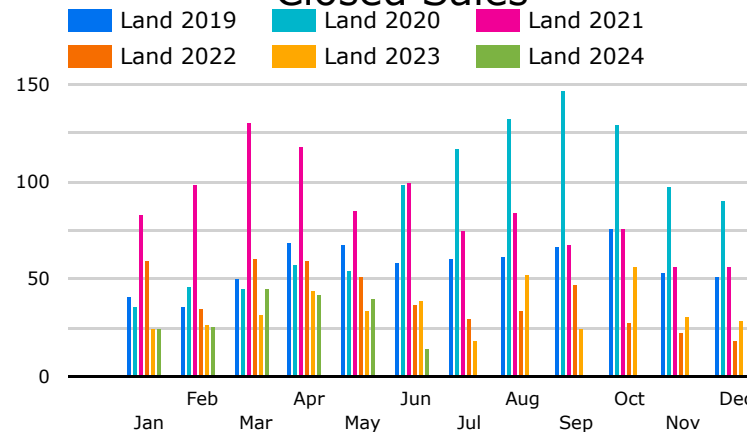
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 109	Land 2023 105	+/- 4	Land YTD 2024 414	Land YTD 2023 407	+/- 7
<b>Closed Sales</b>	40	34	6	179	162	17
<b>Median Sales Price (\$)</b>	259.8K	200.0K	59,750	280.0K	269.5K	10,500
<b>Average Sales Price (\$)</b>	457.9K	325.7K	132,219	465.7K	410.8K	54,940
<b>Average % of Original List Price Received</b>	91.00%	93.00%	-2%	91.00%	94.00%	-3%
<b>Average Days on Market Until Sale</b>	168	182	-14	214	176	38

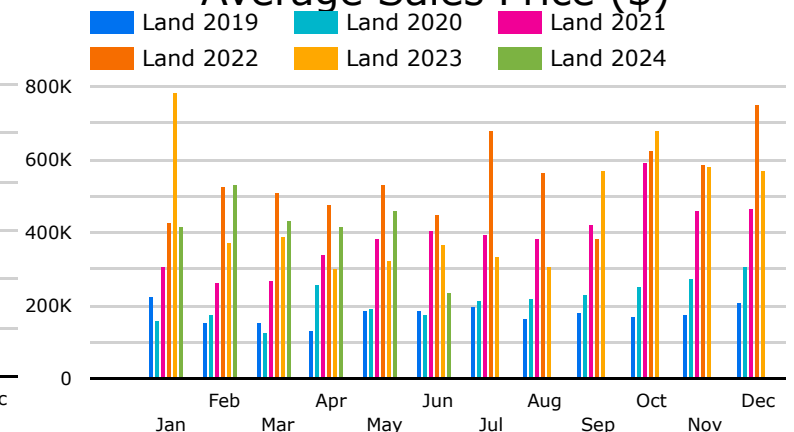
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Flathead County - Residential

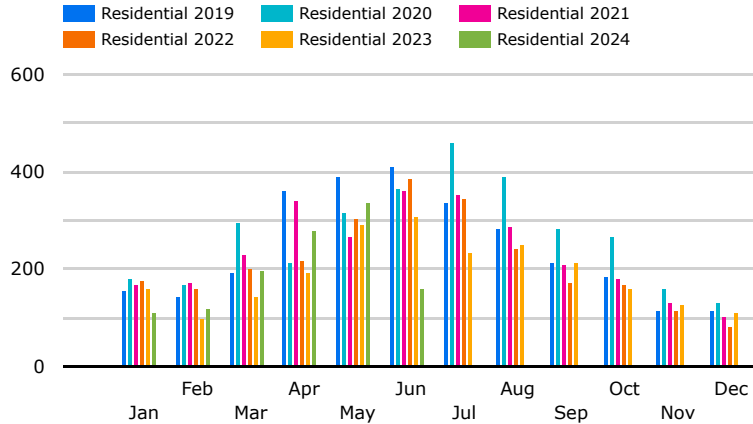
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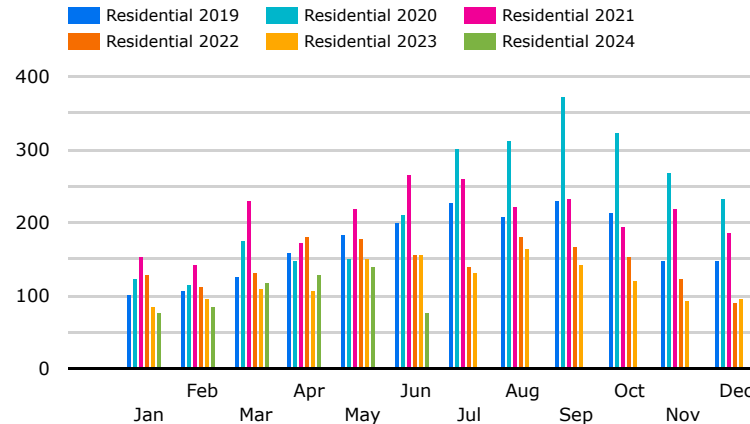
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<b>New Listings</b>	Residential 2024 336	Residential 2023 291	+/- 45	Residential YTD 2024 1,083	Residential YTD 2023 897	+/- 186
<b>Closed Sales</b>	139	150	-11	544	552	-8
<b>Median Sales Price (\$)</b>	675.0K	582.5K	92,500	604.4K	580.5K	23,925
<b>Average Sales Price (\$)</b>	806.2K	716.1K	90,099	835.0K	782.5K	52,489
<b>Average % of Original List Price Received</b>	96.00%	96.00%	0%	94.00%	92.00%	2%
<b>Average Days on Market Until Sale</b>	120	115	5	124	127	-3

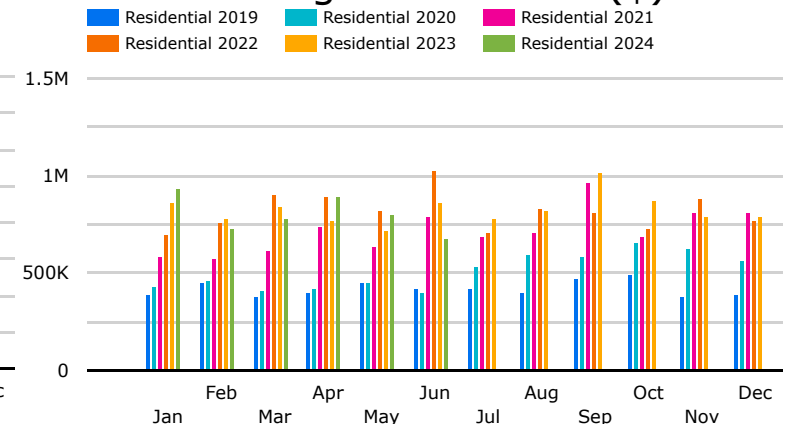
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

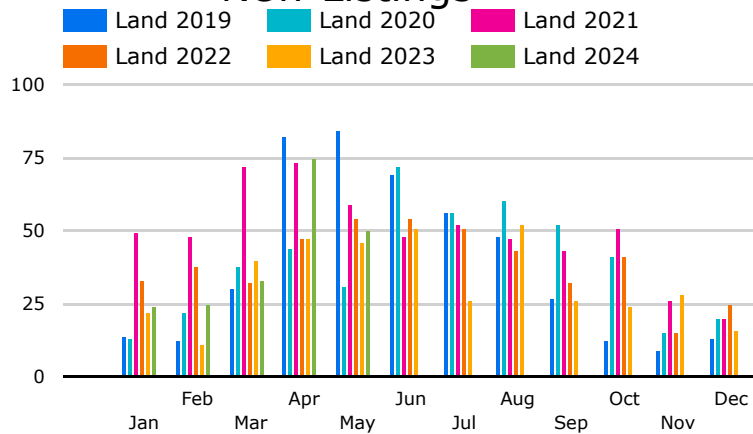
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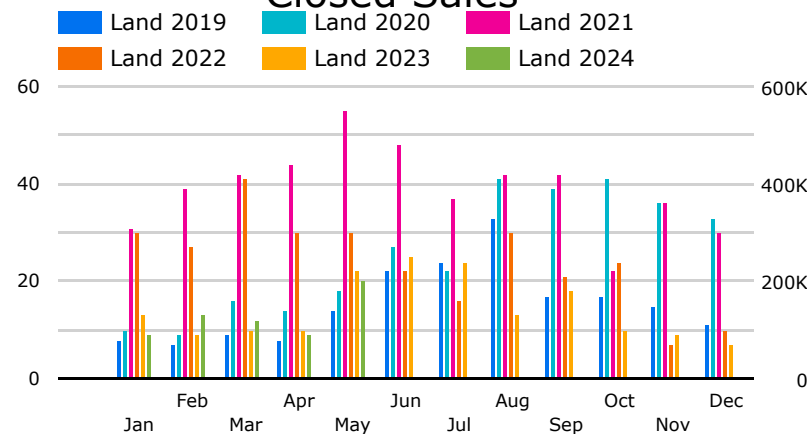
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<b>New Listings</b>	Land 2024 50	Land 2023 46	+/- 4	Land YTD 2024 199	Land YTD 2023 166	+/- 33
<b>Closed Sales</b>	20	22	-2	63	64	-1
<b>Median Sales Price (\$)</b>	183.8K	162.5K	21,250	160.0K	145.0K	15,000
<b>Average Sales Price (\$)</b>	260.7K	162.5K	71,475	218.8K	168.7K	50,149
<b>Average % of Original List Price Received</b>	100.00%	92.00%	8%	96.00%	91.00%	5%
<b>Average Days on Market Until Sale</b>	150	173	-23	197	212	-15

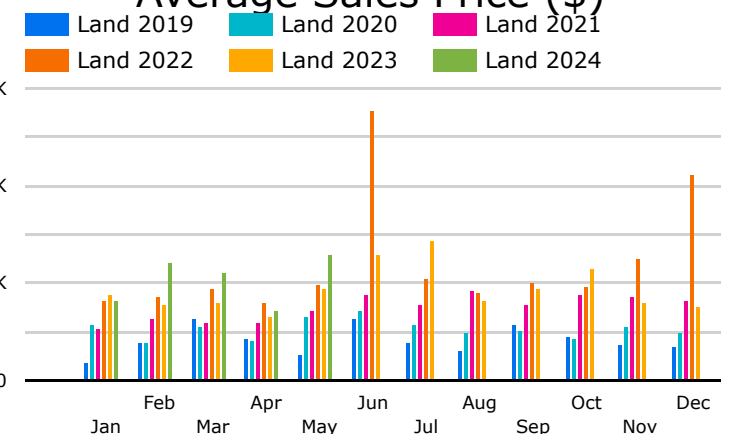
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lincoln County - Residential

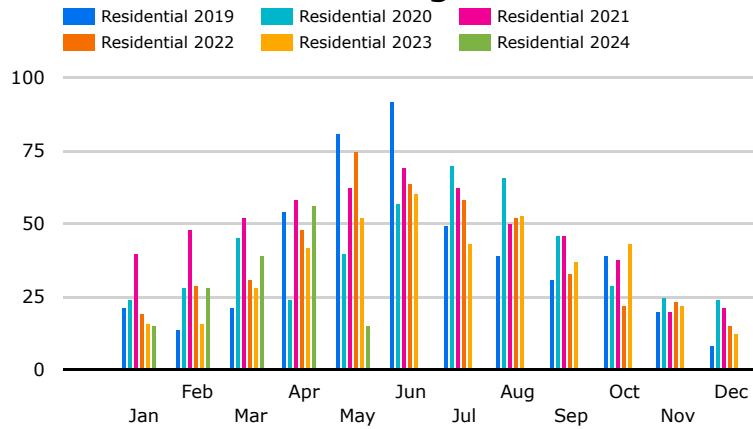
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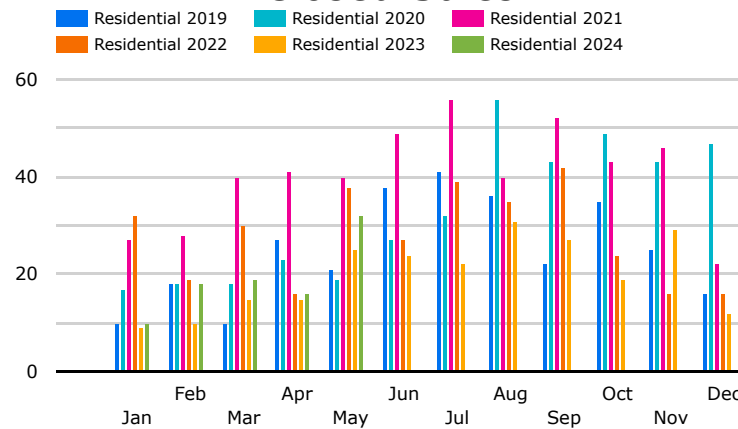
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<b>New Listings</b>	Residential 2024 15	Residential 2023 52	+/- -37	Residential YTD 2024 226	Residential YTD 2023 157	+/- 69
<b>Closed Sales</b>	32	25	7	95	75	20
<b>Median Sales Price (\$)</b>	342.0K	450.0K	-108,000	345.0K	352.0K	-7,000
<b>Average Sales Price (\$)</b>	426.9K	540.8K	-113,892	443.1K	438.3K	4,737
<b>Average % of Original List Price Received</b>	92.00%	92.00%	0%	90.00%	90.00%	0%
<b>Average Days on Market Until Sale</b>	143	106	37	147	128	19

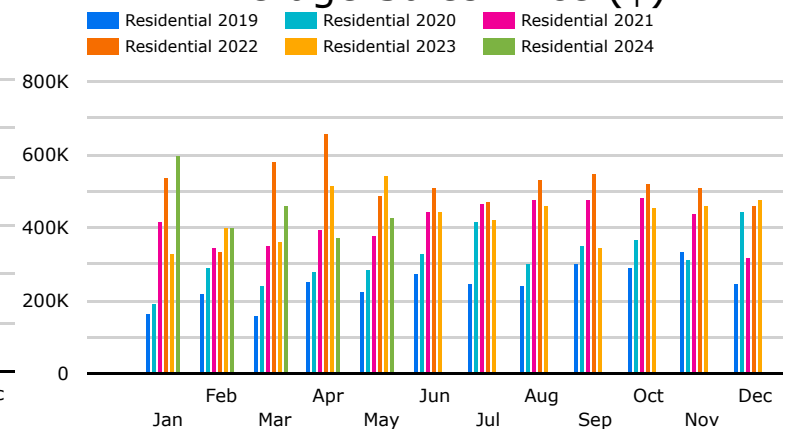
New Listings



Closed Sales



Average Sales Price (\$)



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