

# Local Market Update

## Missoula County - Land

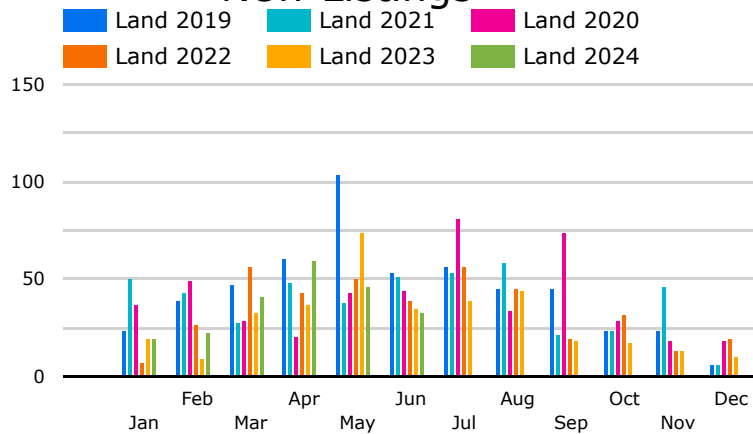
Month: Jun

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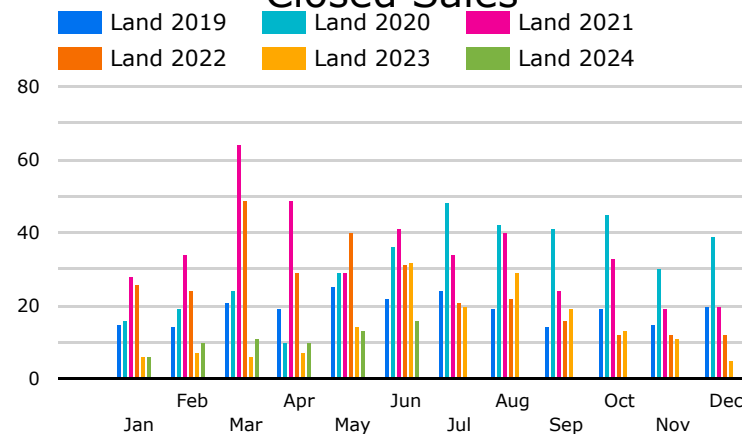
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 33	Land 2023 35	+/- -2	Land YTD 2024 223	Land YTD 2023 208	+/- 15
<b>Closed Sales</b>	16	32	-16	68	72	-4
<b>Median Sales Price (\$)</b>	183.8K	150.0K	33,750	185.0K	173.5K	6.8K
<b>Average Sales Price (\$)</b>	210.3K	238.7K	-28,407	233.8K	249.5K	-15,703
<b>Average % of Original List Price Received</b>	96.00%	95.00%	1%	92.00%	95.00%	-3%
<b>Average Days on Market Until Sale</b>	112	138	-26	138	190	-52

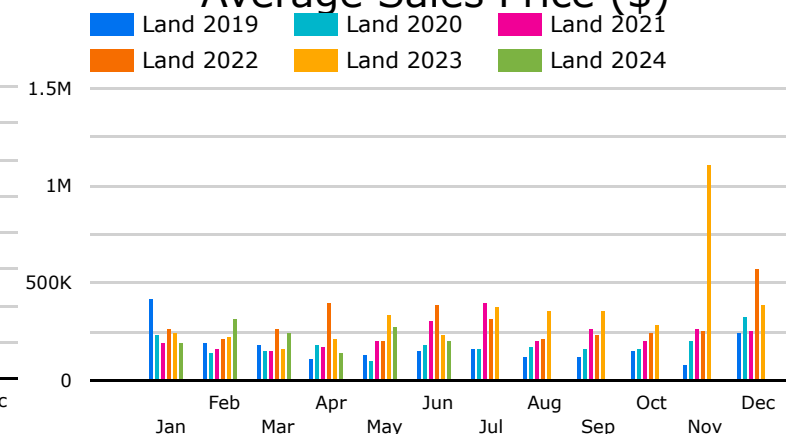
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County - Residential

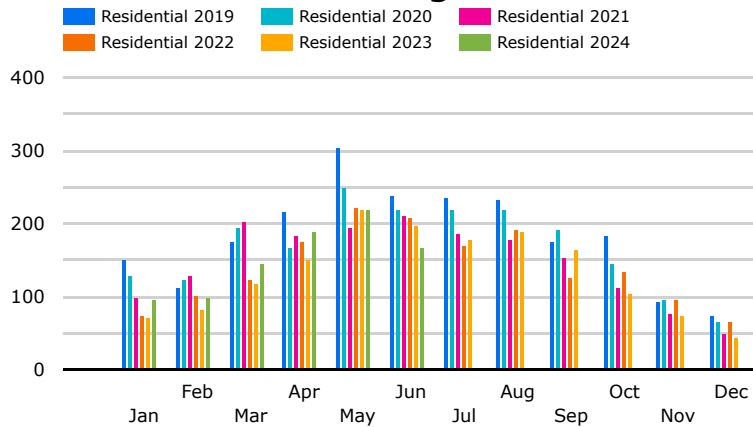
Month: Jun

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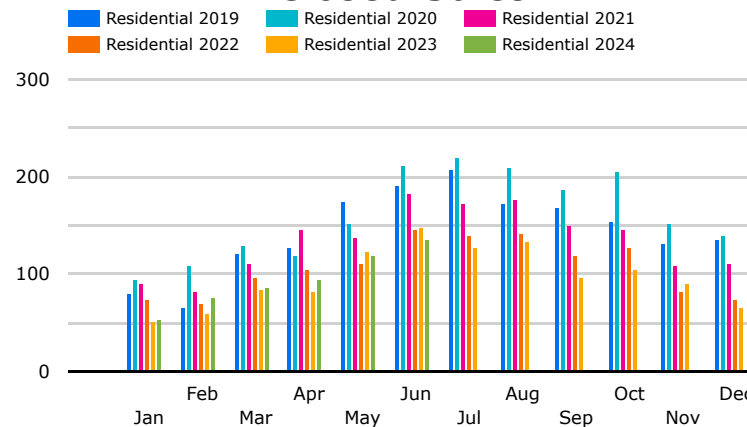
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<b>New Listings</b>	Residential 2024 166	Residential 2023 197	+/- -31	Residential YTD 2024 881	Residential YTD 2023 851	+/- 30
<b>Closed Sales</b>	136	147	-11	551	562	-11
<b>Median Sales Price (\$)</b>	555.7K	530.0K	25,745	559.0K	535.0K	24,000
<b>Average Sales Price (\$)</b>	661.7K	568.7K	93,041	631.7K	567.4K	64,346
<b>Average % of Original List Price Received</b>	98.00%	99.00%	-1%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	58	57	1	83	94	-11

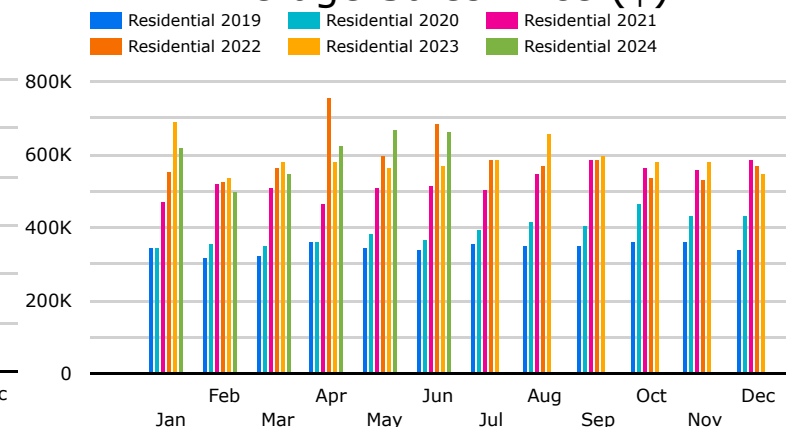
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Land

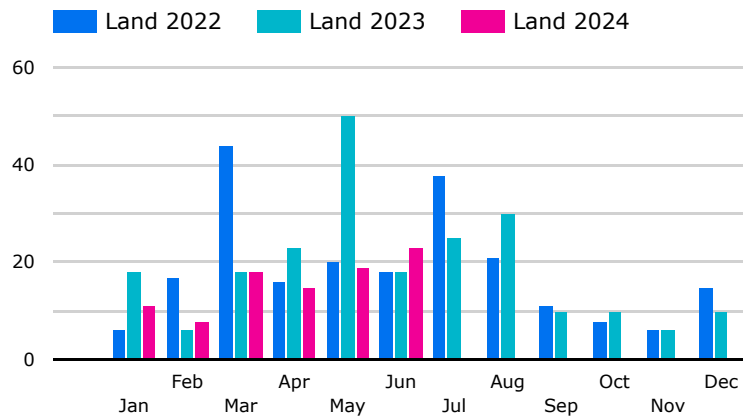
Month: Jun

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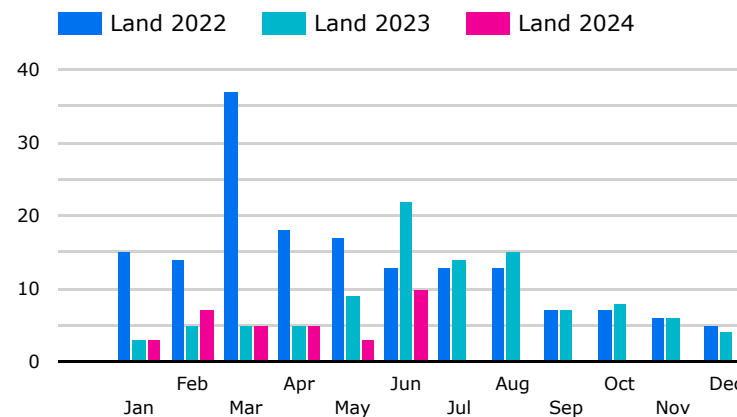
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<b>New Listings</b>	Land 2024 1	Land 2023 18	+/- 5	Land YTD 2024 94	Land YTD 2023 136	+/- 15
<b>Closed Sales</b>	10	22	-12	34	49	-15
<b>Median Sales Price (\$)</b>	183.8K	150.0K	33,750	178.8K	160.0K	11,500
<b>Average Sales Price (\$)</b>	218.9K	254.8K	-35,945	259.7K	260.1K	-15,703
<b>Average % of Original List Price Received</b>	95.00%	97.00%	-2%	89.00%	97.00%	-3%
<b>Average Days on Market Until Sale</b>	169	104	65	178	204	-52

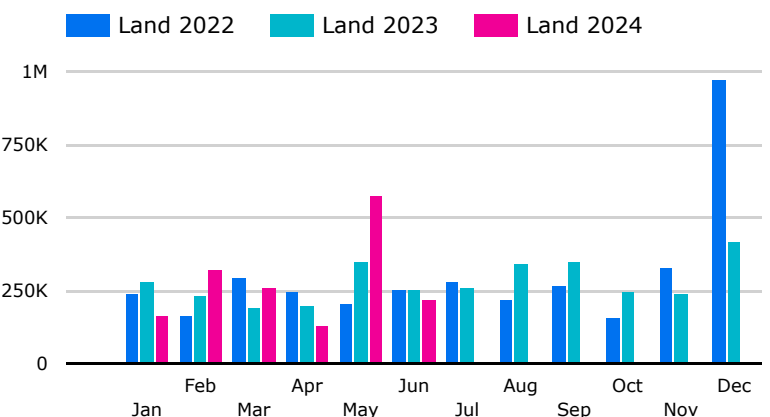
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Residential

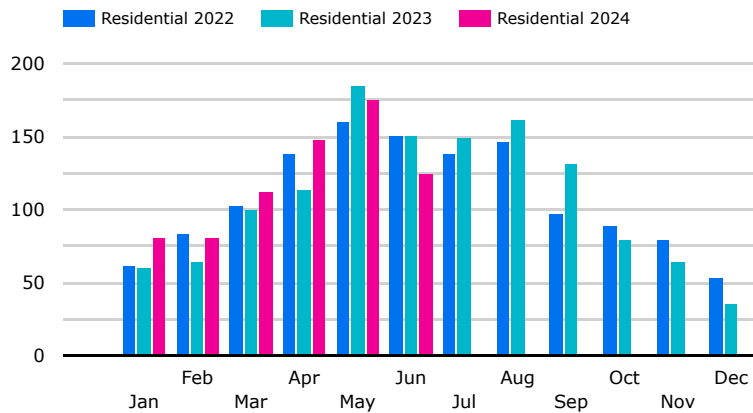
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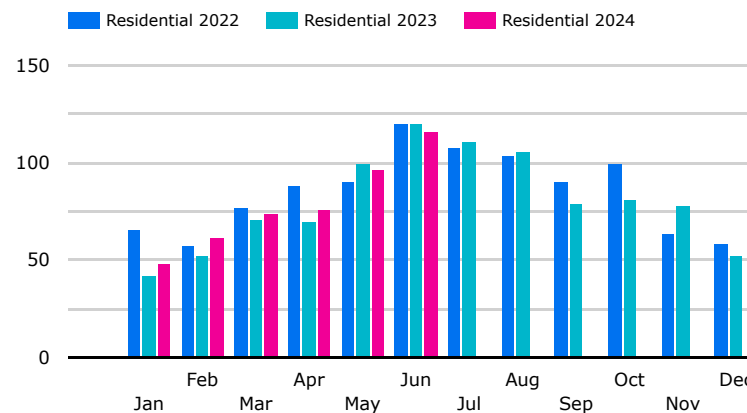
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<b>New Listings</b>	Residential 2024 125	Residential 2023 151	+/- -26	Residential YTD 2024 694	Residential YTD 2023 684	+/- 10
<b>Closed Sales</b>	116	120	-4	456	467	-11
<b>Median Sales Price (\$)</b>	550.0K	522.4K	27,650	559.5K	533.7K	25,775
<b>Average Sales Price (\$)</b>	665.7K	549.0K	116,705	636.3K	568.1K	68,221
<b>Average % of Original List Price Received</b>	99.00%	100.00%	-1%	97.00%	98.00%	-1%
<b>Average Days on Market Until Sale</b>	54	52	2	79	95	-16

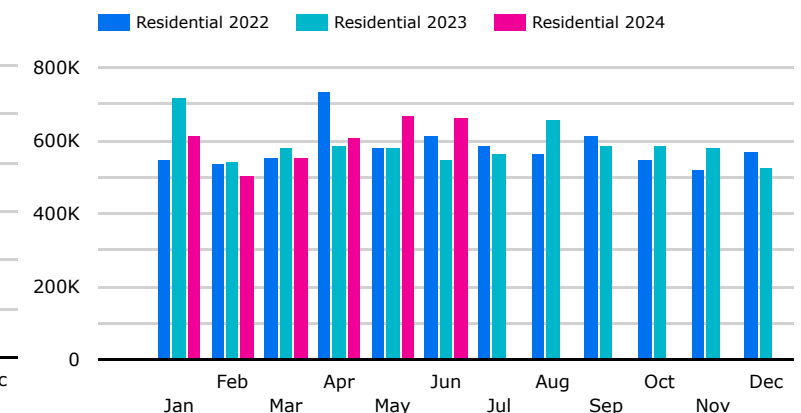
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County Commercial

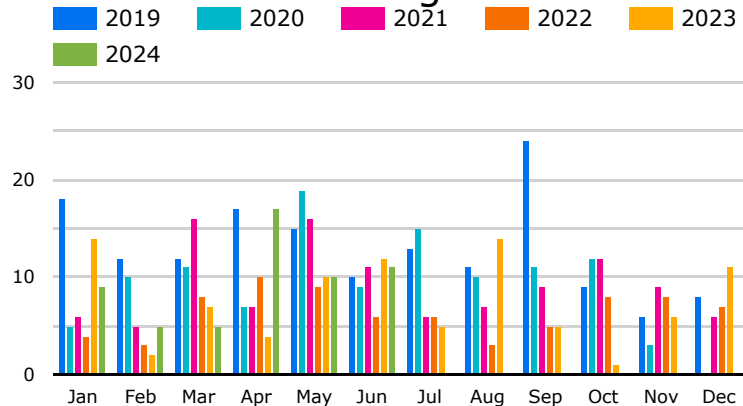
Month: Jun

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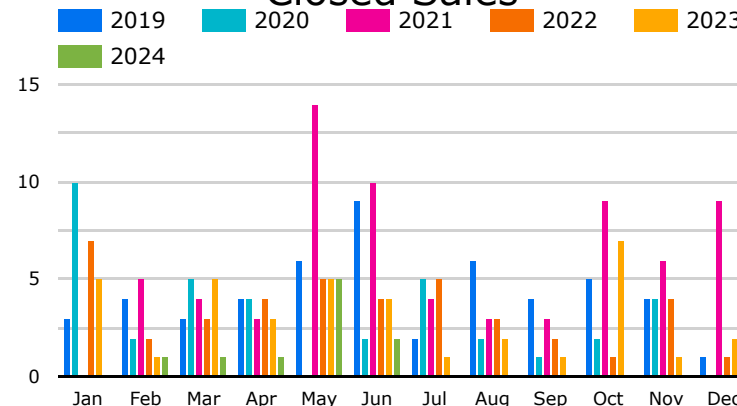
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<b>New Listings</b>	2024 11	2023 12	+/- -1	YTD 2024 57	YTD 2023 48	+/- 9
<b>Closed Sales</b>	2	4	-2	10	23	-13
<b>Median Sales Price (\$)</b>	520.5K	1.7M	1.3M	633.0K	765.0K	-132,000
<b>Average Sales Price (\$)</b>	520.5K	1.9M	1.4M	908.6K	1.4M	-455,693
<b>Average % of Original List Price Received</b>	98.00%	93.00%	5%	90.00%	87.00%	3%
<b>Average Days on Market Until Sale</b>	116	377	-261	113	205	-92

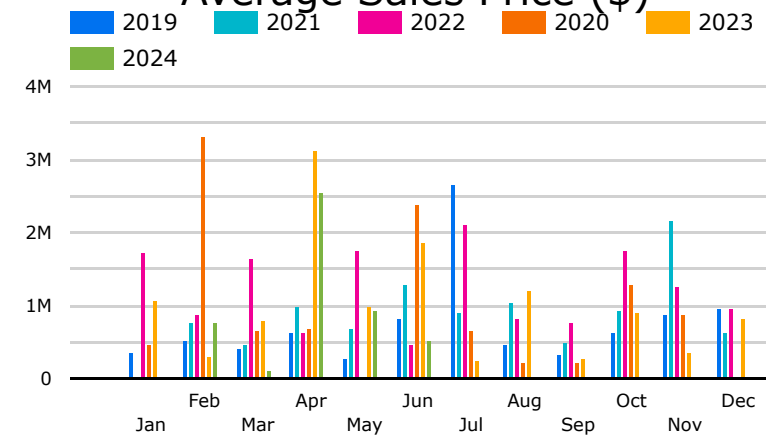
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

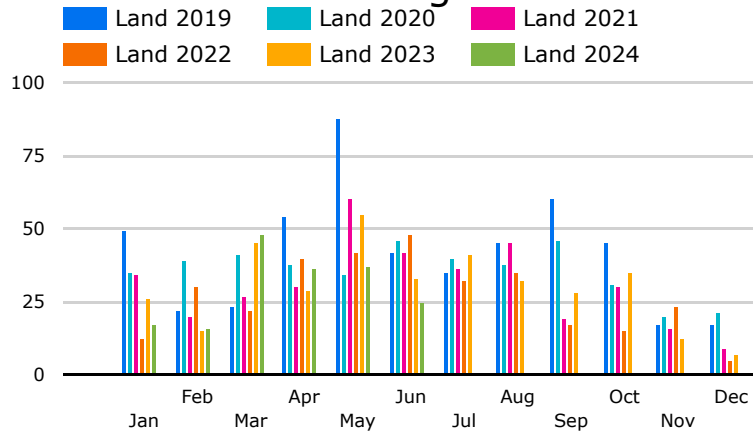
Month: Jun

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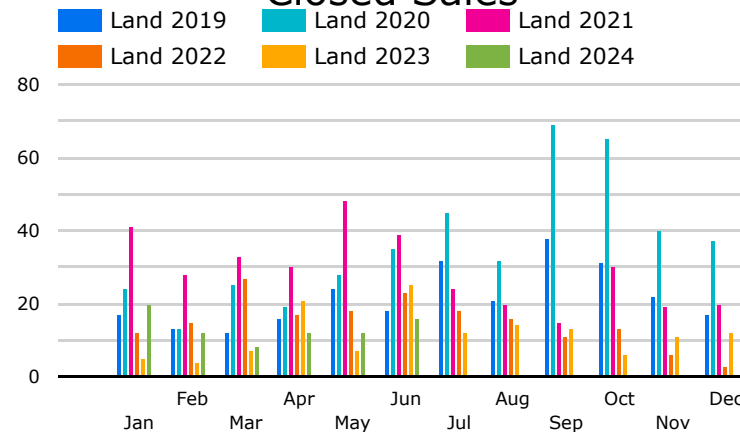
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<b>New Listings</b>	Land 2024 25	Land 2023 33	+/- -8	Land YTD 2024 180	Land YTD 2023 202	+/- -22
<b>Closed Sales</b>	16	25	-9	80	72	8
<b>Median Sales Price (\$)</b>	273.8K	275.0K	-1,250	240.0K	221.5K	18,500
<b>Average Sales Price (\$)</b>	330.8K	300.3K	30,522	295.2K	309.8K	-14,588
<b>Average % of Original List Price Received</b>	92.00%	92.00%	0%	92.00%	91.00%	1%
<b>Average Days on Market Until Sale</b>	177	97	80	147	130	17

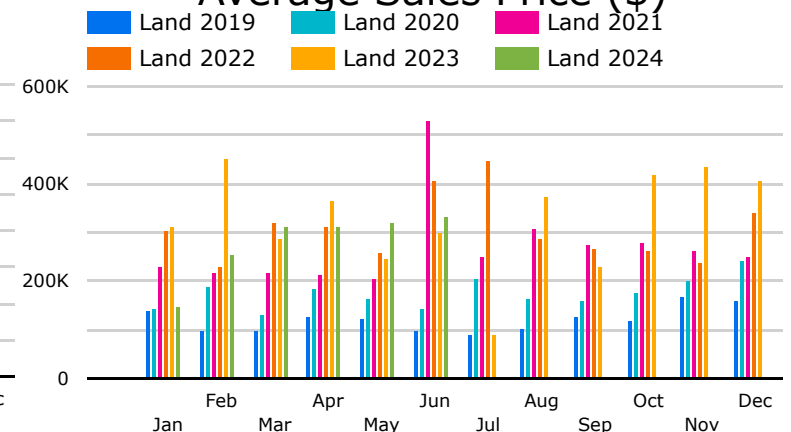
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

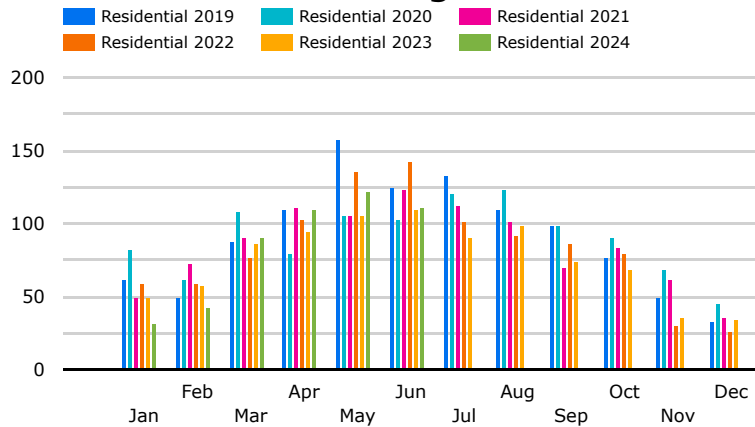
Month: Jun

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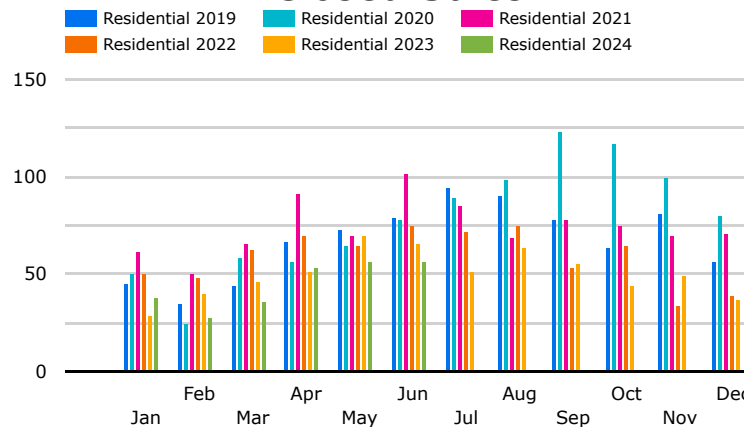
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<b>New Listings</b>	Residential 2024 111	Residential 2023 109	+/- 2	Residential YTD 2024 504	Residential YTD 2023 505	+/- -1
<b>Closed Sales</b>	57	66	-9	270	306	-36
<b>Median Sales Price (\$)</b>	560.0K	614.5K	-54,500	560.0K	560.0K	0
<b>Average Sales Price (\$)</b>	690.2K	695.1K	-4,874	688.3K	631.1K	57,149
<b>Average % of Original List Price Received</b>	94.00%	94.00%	0%	93.00%	94.00%	-1%
<b>Average Days on Market Until Sale</b>	83	101	-18	109	96	13

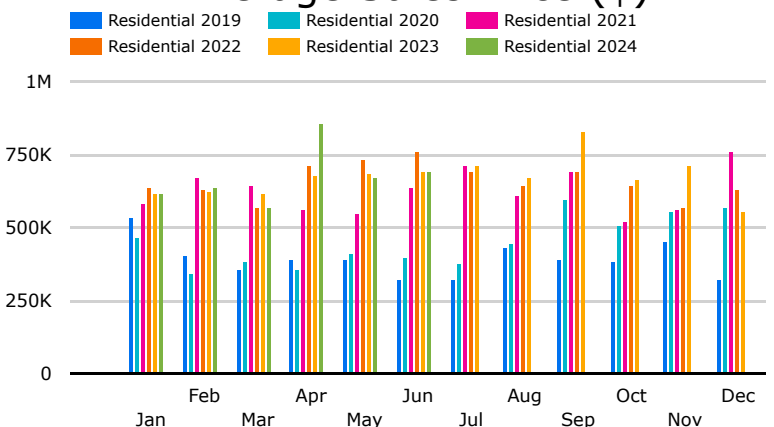
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Kalispell City - Land

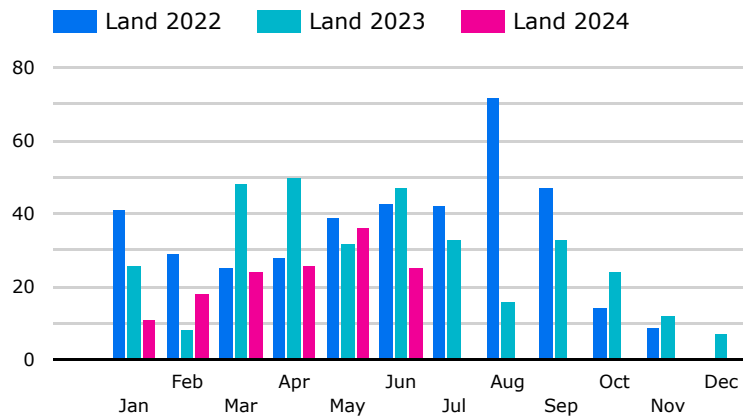
Month: Jun

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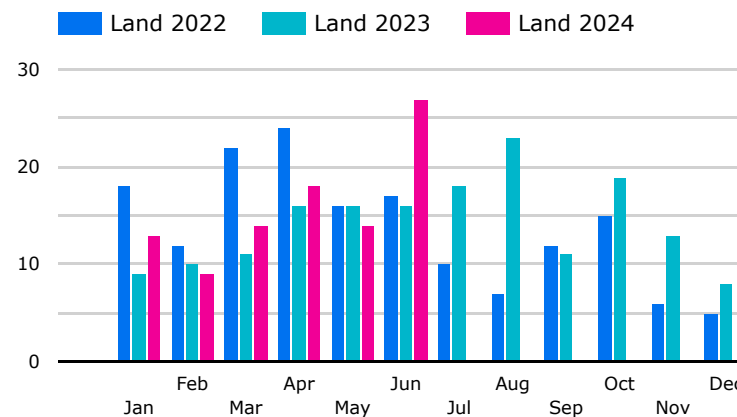
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 25	Land 2023 47	+/- -22	Land YTD 2024 141	Land YTD 2023 208	+/- -67
<b>Closed Sales</b>	27	16	11	95	78	17
<b>Median Sales Price (\$)</b>	204.0K	277.5K	-73,500	212.0K	197.5K	14,500
<b>Average Sales Price (\$)</b>	320.4K	367.7K	-47,299	316.6K	99.0%	-18,655
<b>Average % of Original List Price Received</b>	91.00%	92.00%	-1%	92.00%	99.00%	-7%
<b>Average Days on Market Until Sale</b>	272	224	48	231	212	19

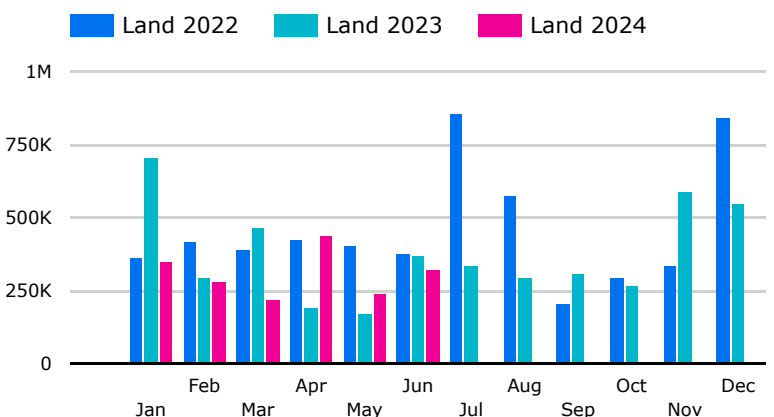
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update

## Kalispell City - Residential

Month: Jun

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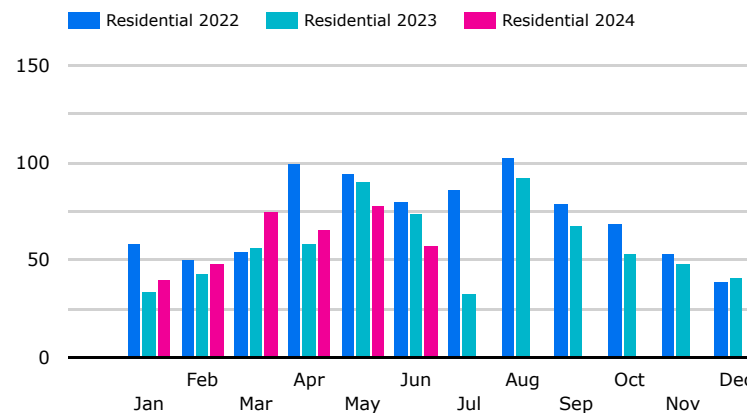
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<b>New Listings</b>	Residential 2024 153	Residential 2023 136	+/- 17	Residential YTD 2024 679	Residential YTD 2023 572	+/- 107
<b>Closed Sales</b>	58	74	-16	360	363	-3
<b>Median Sales Price (\$)</b>	562.5K	551.8K	10,750	539.0K	532.0K	7,000
<b>Average Sales Price (\$)</b>	655.0K	624.3K	30,757	639.1K	603.6K	35,541
<b>Average % of Original List Price Received</b>	97.00%	96.00%	1%	95.00%	94.00%	1%
<b>Average Days on Market Until Sale</b>	83	95	-12	113	111	2

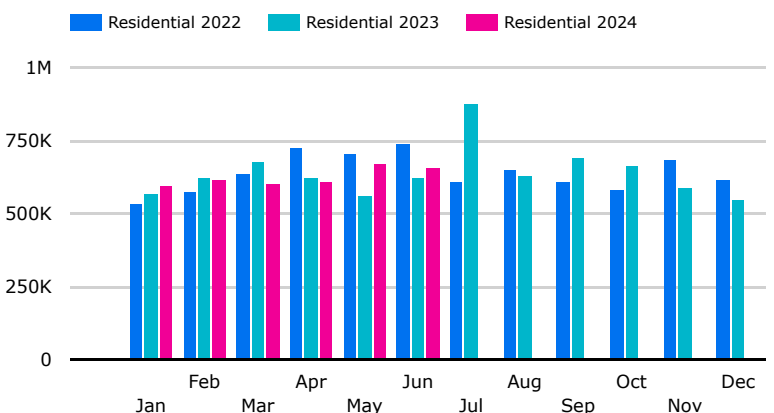
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

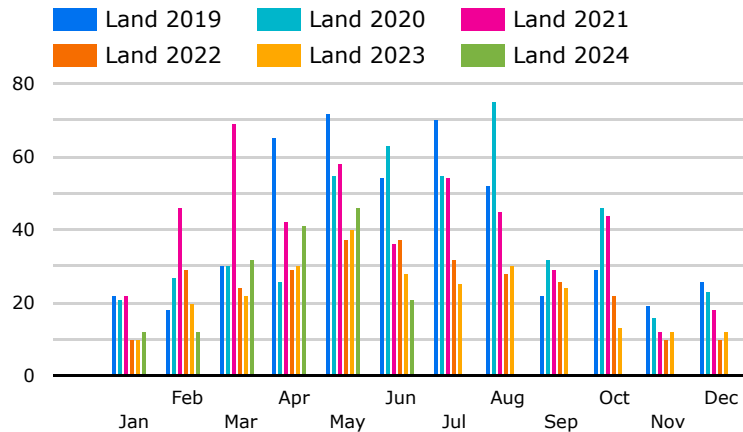
Month: Jun

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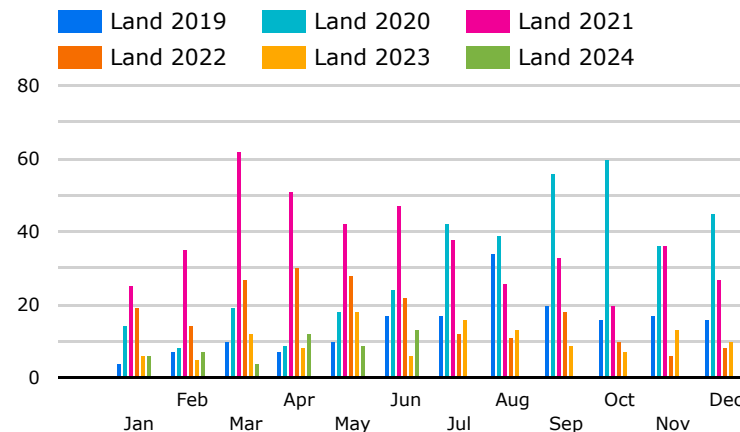
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<b>New Listings</b>	Land 2024 21	Land 2023 28	+/- -7	Land YTD 2024 171	Land YTD 2023 150	+/- 21
<b>Closed Sales</b>	13	6	7	52	17	35
<b>Median Sales Price (\$)</b>	230.0K	117.0K	113,000	200.0K	153.0K	47,000
<b>Average Sales Price (\$)</b>	199.3K	118.0K	81,346	282.0K	157.7K	124,328
<b>Average % of Original List Price Received</b>	87.00%	93.00%	-6%	89.00%	93.00%	-4%
<b>Average Days on Market Until Sale</b>	163	53	110	167	133	34

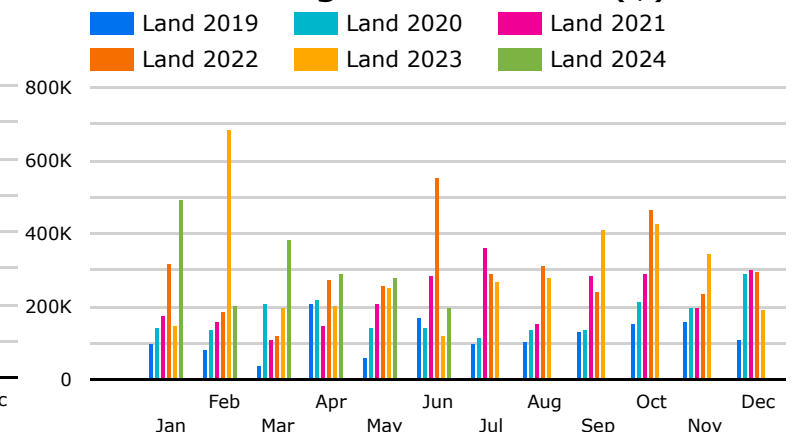
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

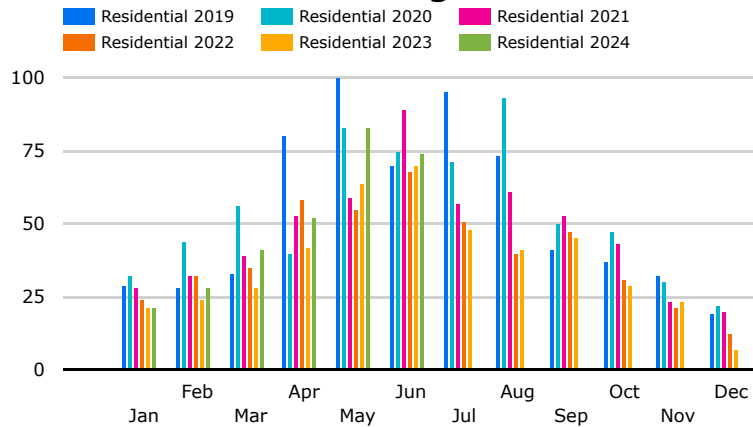
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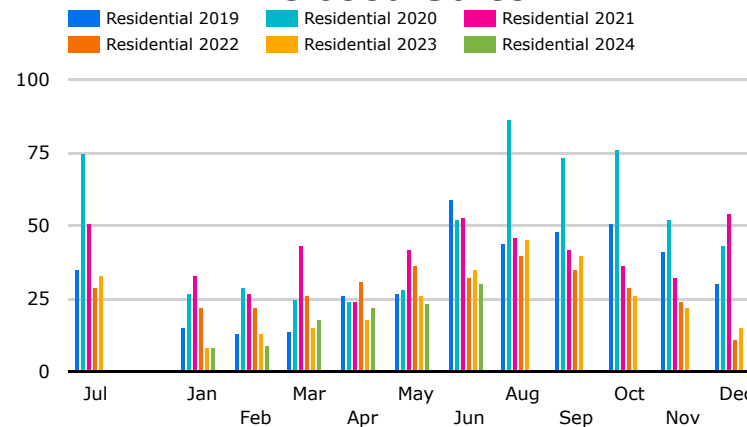
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<b>New Listings</b>	Residential 2024 74	Residential 2023 70	+/- 4	Residential YTD 2024 296	Residential YTD 2023 248	+/- 48
<b>Closed Sales</b>	30	35	-5	106	116	-10
<b>Median Sales Price (\$)</b>	492.5K	525.0K	-32,500	200.0K	489.5K	-289,500
<b>Average Sales Price (\$)</b>	907.8K	634.3K	273,553	712.9K	869.6K	-156,661
<b>Average % of Original List Price Received</b>	92.00%	97.00%	-5%	93.00%	95.00%	-2%
<b>Average Days on Market Until Sale</b>	112	87	25	115	96	19

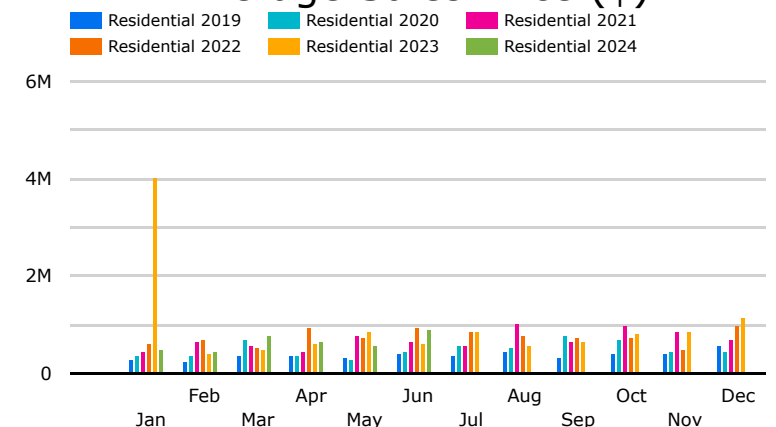
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

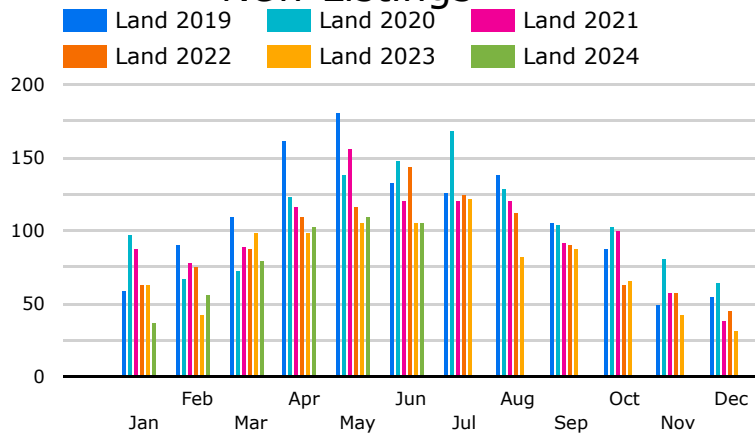
Month: Jun

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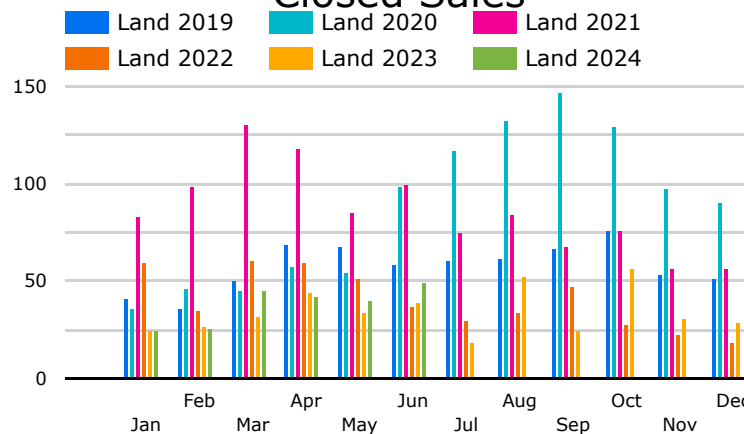
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 105	Land 2023 105	+/- 0	Land YTD 2024 519	Land YTD 2023 502	+/- 17
<b>Closed Sales</b>	49	39	10	227	201	26
<b>Median Sales Price (\$)</b>	245.0K	290.0K	-45,000	269.5K	270.0K	-500
<b>Average Sales Price (\$)</b>	314.0K	364.6K	-50,631	433.8K	401.8K	32,006
<b>Average % of Original List Price Received</b>	91.00%	92.00%	-1%	91.00%	94.00%	-3%
<b>Average Days on Market Until Sale</b>	221	167	54	215	174	41

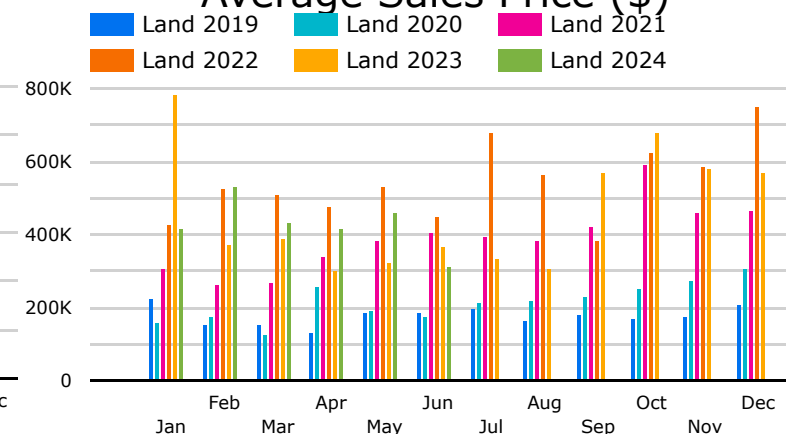
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Residential

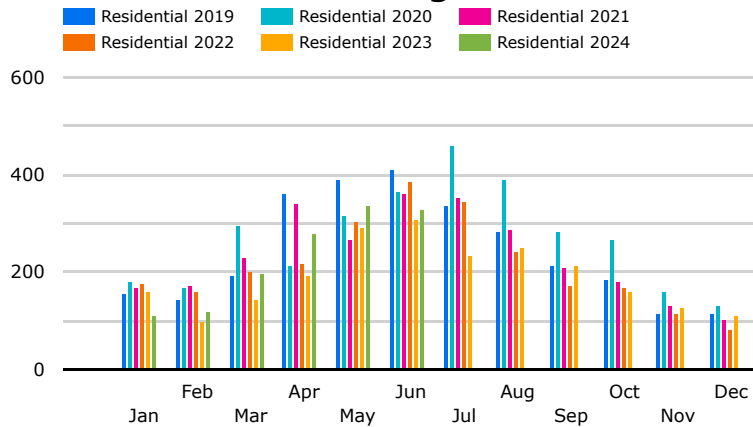
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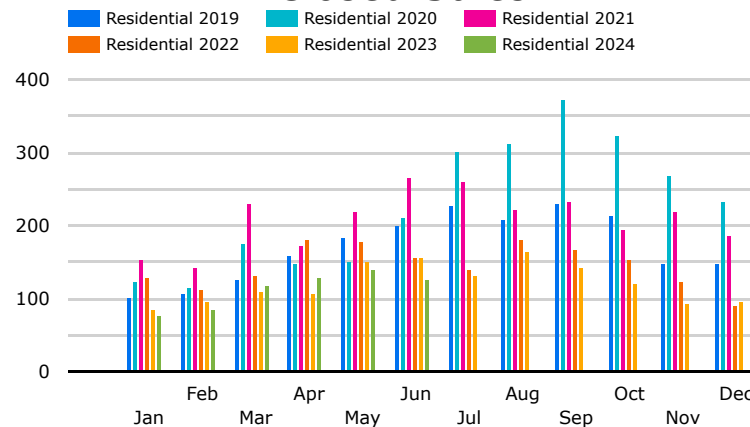
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<b>New Listings</b>	Residential 2024 330	Residential 2023 308	+/- 22	Residential YTD 2024 1,417	Residential YTD 2023 1,212	+/- 205
<b>Closed Sales</b>	125	157	-32	670	713	-43
<b>Median Sales Price (\$)</b>	690.0K	645.0K	45,000	615.0K	596.8K	18,250
<b>Average Sales Price (\$)</b>	878.7K	860.1K	18,611	842.9K	799.9K	42,988
<b>Average % of Original List Price Received</b>	96.00%	95.00%	1%	96.00%	93.00%	3%
<b>Average Days on Market Until Sale</b>	102	123	-21	120	126	-6

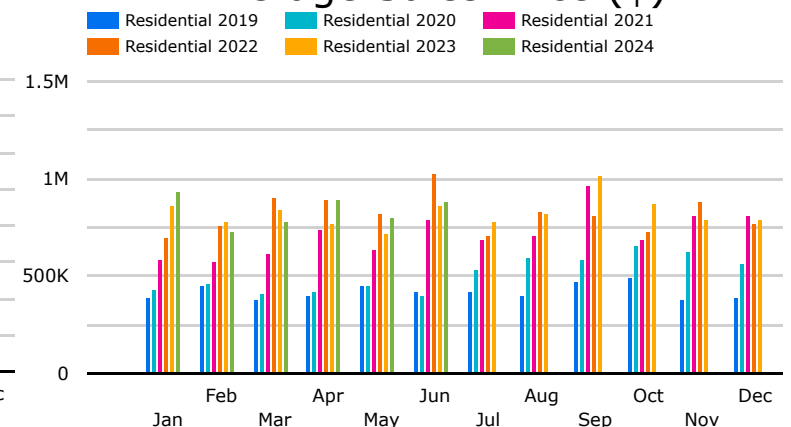
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lincoln County - Land

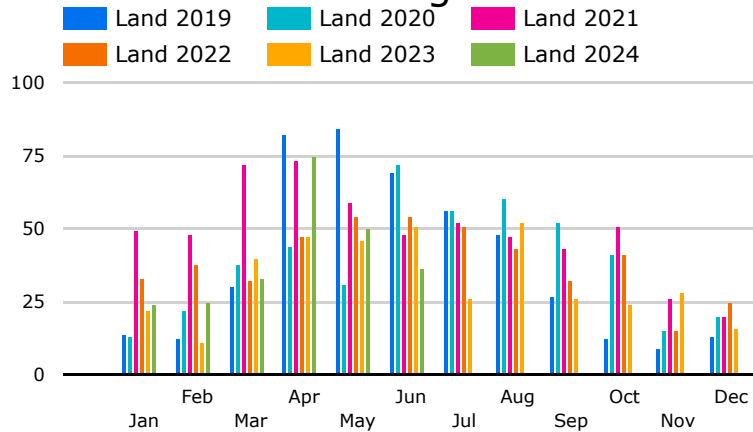
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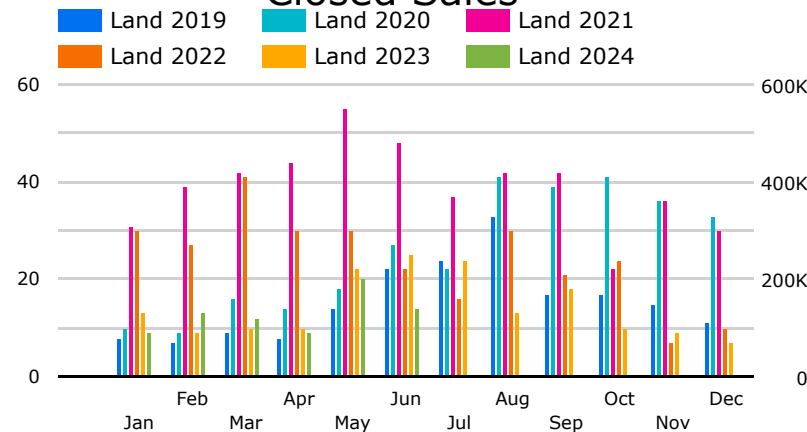
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<b>New Listings</b>	Land 2024 36	Land 2023 51	+/- -15	Land YTD 2024 235	Land YTD 2023 216	+/- 19
<b>Closed Sales</b>	14	25	-11	76	90	-14
<b>Median Sales Price (\$)</b>	210.5K	175.0K	35,500	161.0K	159.5K	1,500
<b>Average Sales Price (\$)</b>	203.4K	175.0K	-54,783	216.5K	195.0K	21,466
<b>Average % of Original List Price Received</b>	93.00%	132.00%	-39%	95.00%	103.00%	-8%
<b>Average Days on Market Until Sale</b>	253	203	50	205	209	-4

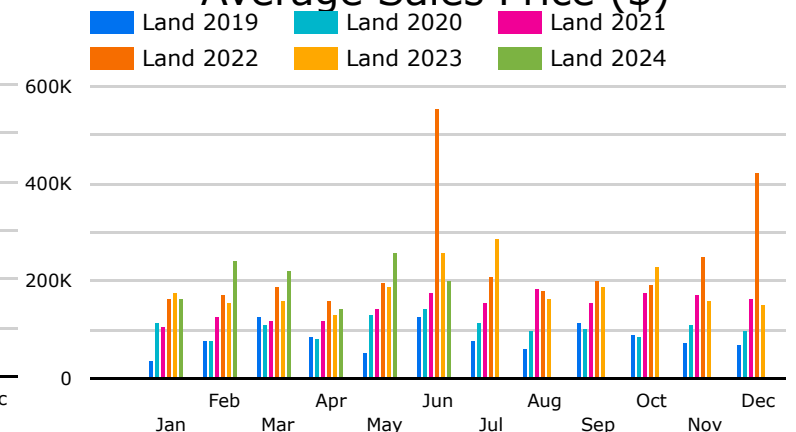
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Residential

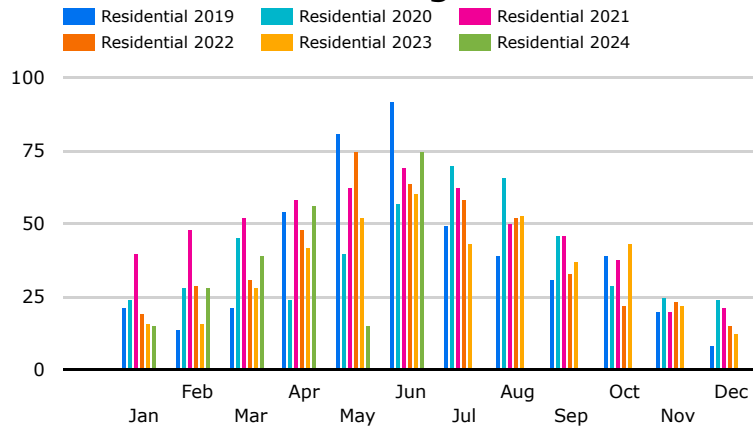
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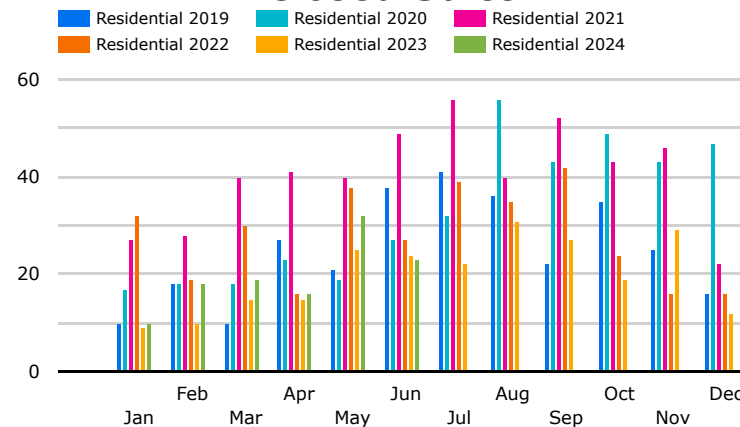
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<b>New Listings</b>	Residential 2024 75	Residential 2023 60	+/- 15	Residential YTD 2024 302	Residential YTD 2023 216	+/- 86
<b>Closed Sales</b>	23	24	-1	118	100	18
<b>Median Sales Price (\$)</b>	372.5K	404.2K	-31,700	350.0K	356.0K	-6,000
<b>Average Sales Price (\$)</b>	414.1K	443.7K	-29,676	437.4K	435.9K	1,568
<b>Average % of Original List Price Received</b>	95.00%	94.00%	1%	91.00%	91.00%	0%
<b>Average Days on Market Until Sale</b>	127	124	3	143	126	17

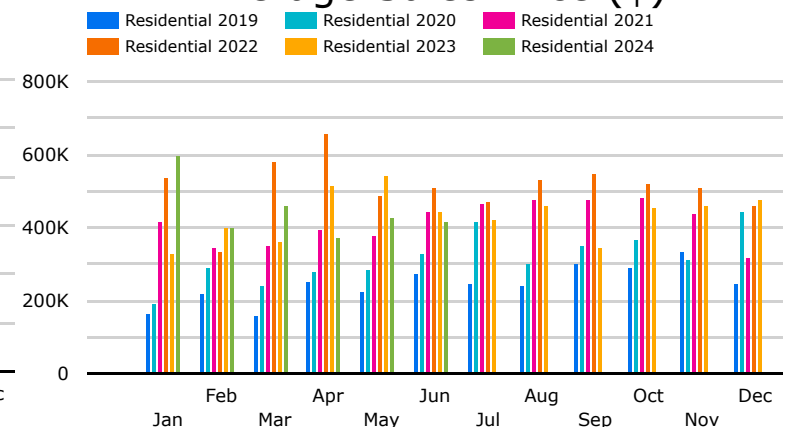
New Listings



Closed Sales



Average Sales Price (\$)



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