

# Local Market Update Missoula County - Land

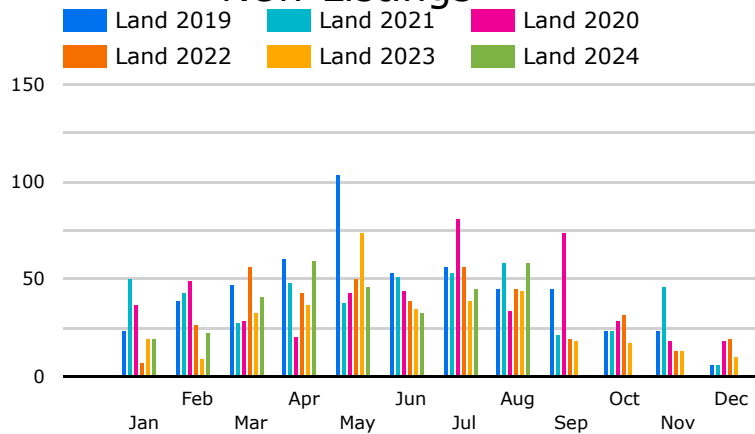
Month: Aug

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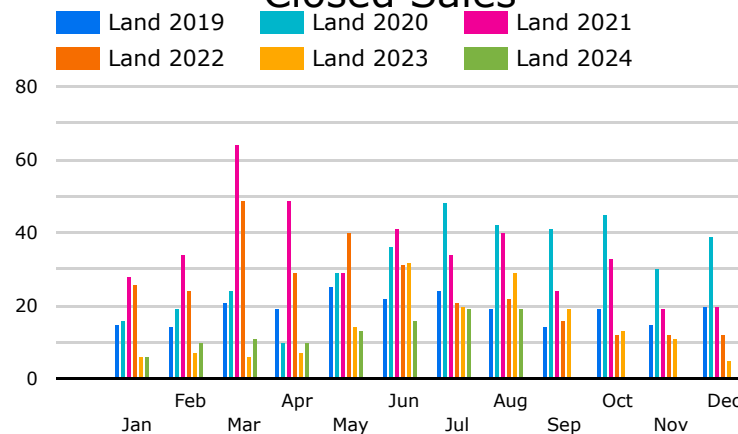
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	59	44	15	326	292	34
<b>Closed Sales</b>	19	29	-10	110	123	-13
<b>Median Sales Price (\$)</b>	250.0K	215.0K	35,000	185.0K	199.0K	29.0K
<b>Average Sales Price (\$)</b>	251.1K	361.1K	-109,934	233.2K	296.2K	-63,007
<b>Average % of Original List Price Received</b>	92.00%	118.00%	-26%	92.00%	96.00%	-4%
<b>Average Days on Market Until Sale</b>	150	132	18	135	157	-22

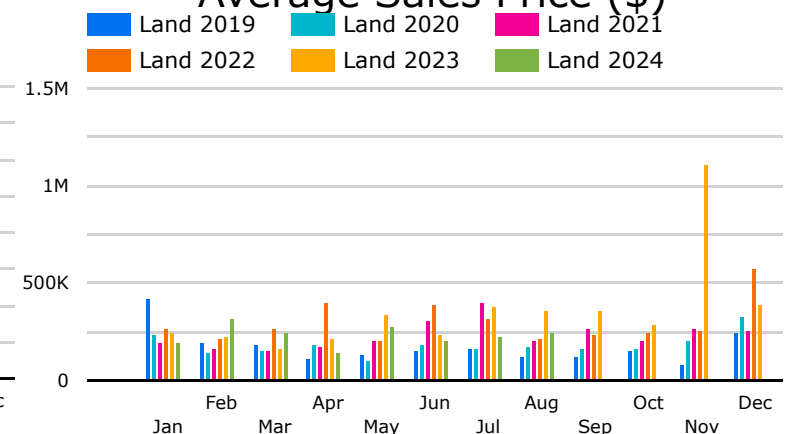
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County - Residential

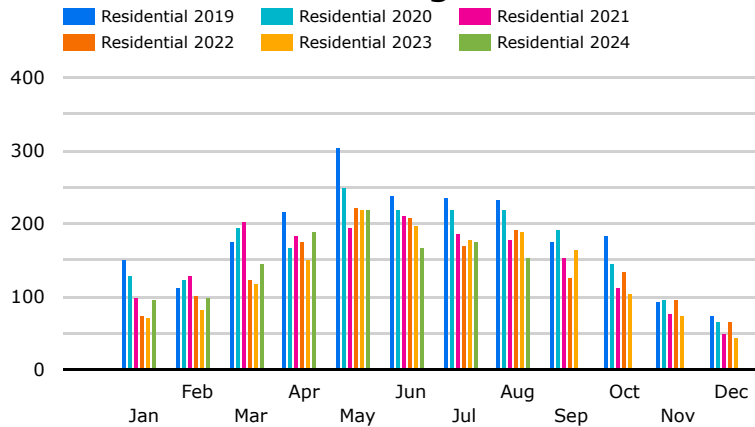
Month: Aug

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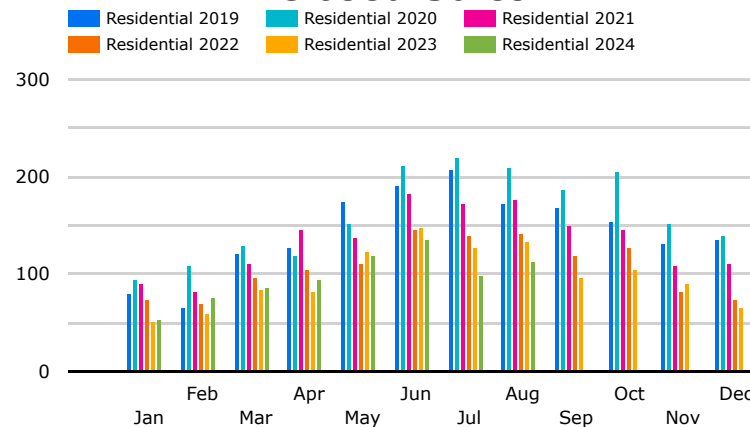
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	153	190	-37	1,205	1,225	-20
<b>Closed Sales</b>	113	133	-20	768	827	-59
<b>Median Sales Price (\$)</b>	612.0K	555.0K	57,000	572.5K	534.9K	37,600
<b>Average Sales Price (\$)</b>	733.2K	654.9K	78,364	646.3K	583.8K	62,467
<b>Average % of Original List Price Received</b>	96.00%	97.00%	-1%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	66	65	1	77	81	-4

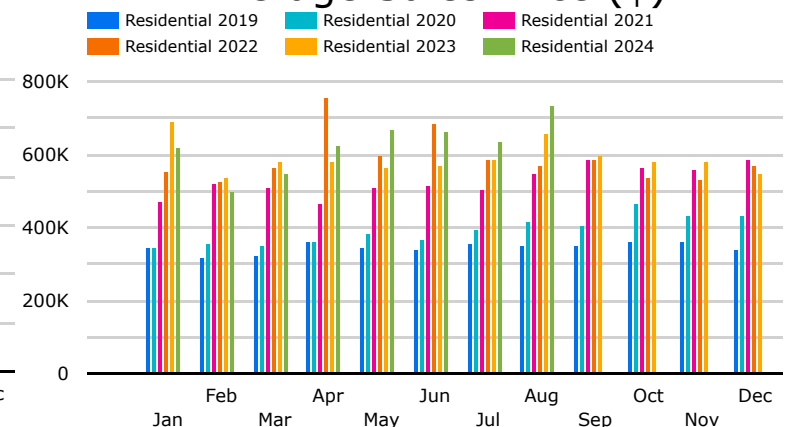
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Land

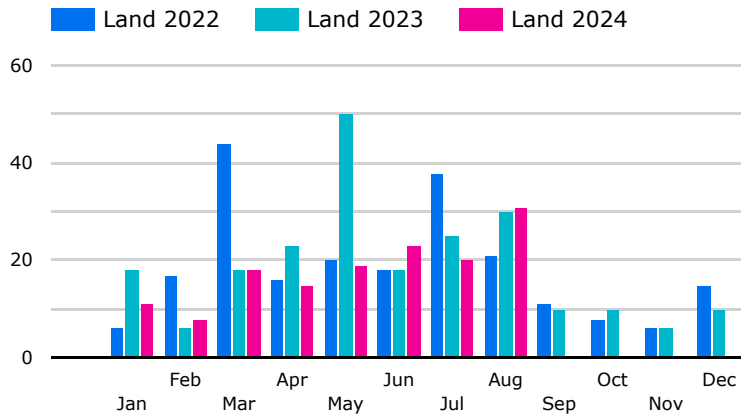
Month: Aug

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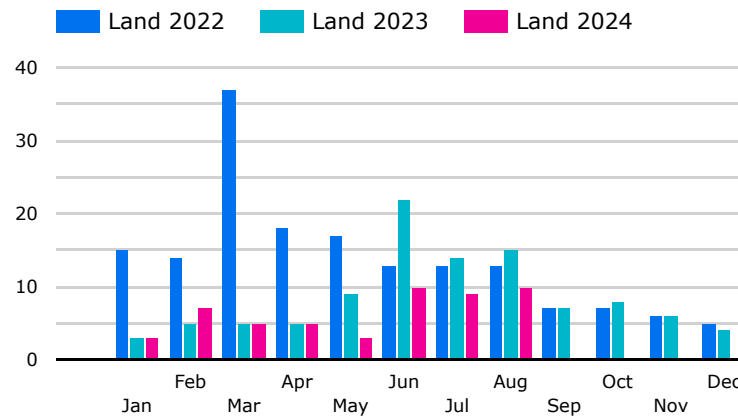
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	1	30	1	144	191	34
<b>Closed Sales</b>	10	15	-5	55	78	-23
<b>Median Sales Price (\$)</b>	250.0K	245.0K	5,000	200.0K	196.0K	-14,000
<b>Average Sales Price (\$)</b>	290.4K	343.3K	-52,933	262.3K	276.0K	-63,007
<b>Average % of Original List Price Received</b>	92.00%	91.00%	1%	91.00%	93.00%	-4%
<b>Average Days on Market Until Sale</b>	138	142	-4	156	171	-22

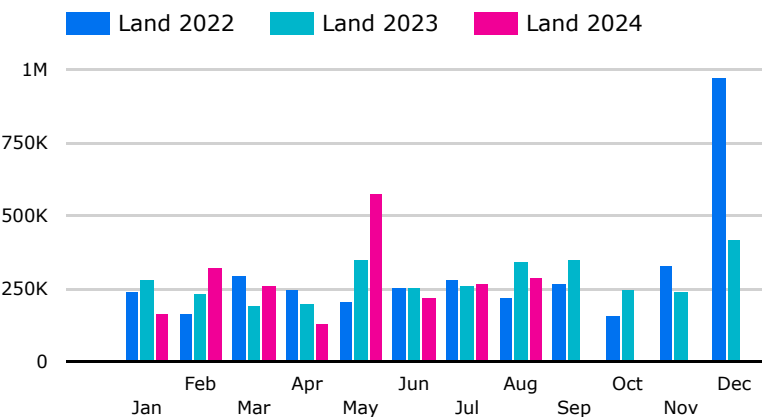
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Residential

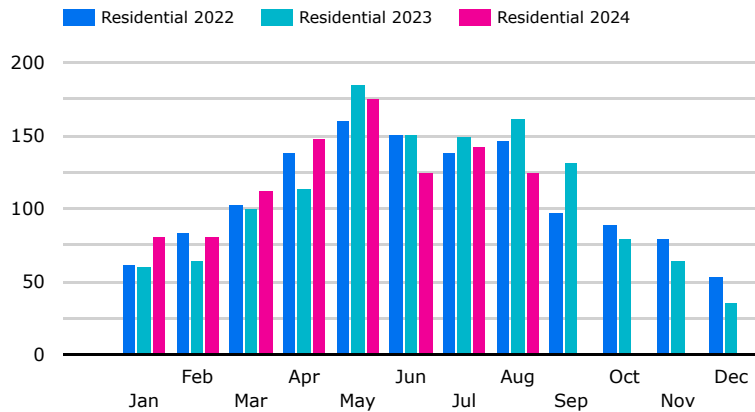
Month: Aug

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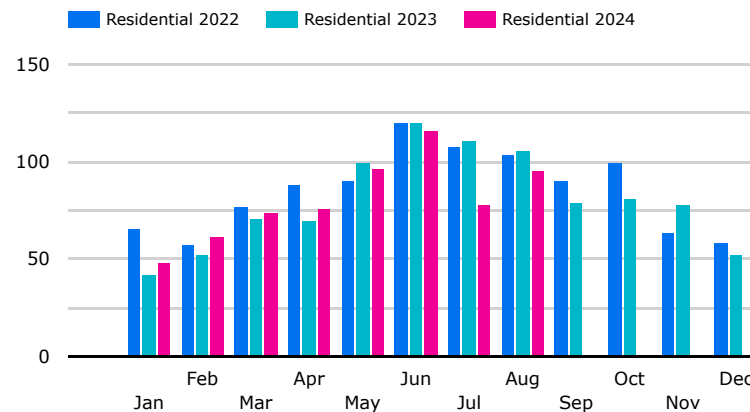
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	124	162	-38	958	1,002	-44
<b>Closed Sales</b>	96	106	-10	635	688	-53
<b>Median Sales Price (\$)</b>	616.0K	555.0K	61,000	569.3K	532.5K	36,763
<b>Average Sales Price (\$)</b>	712.0K	659.8K	52,135	645.7K	581.9K	63,771
<b>Average % of Original List Price Received</b>	96.00%	98.00%	-2%	97.00%	98.00%	-1%
<b>Average Days on Market Until Sale</b>	62	59	3	73	81	-8

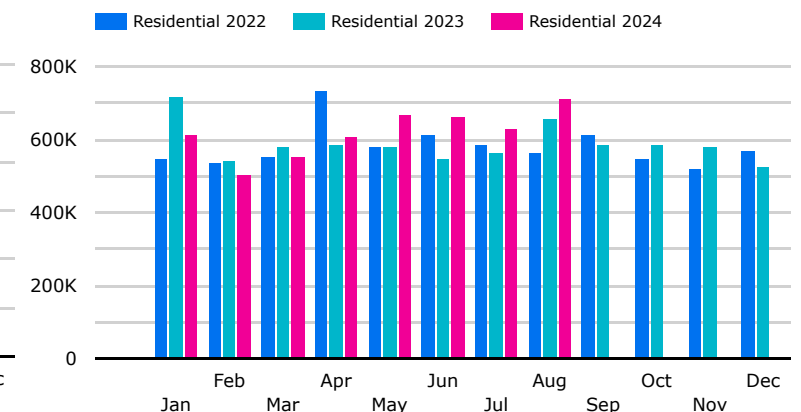
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County Commercial

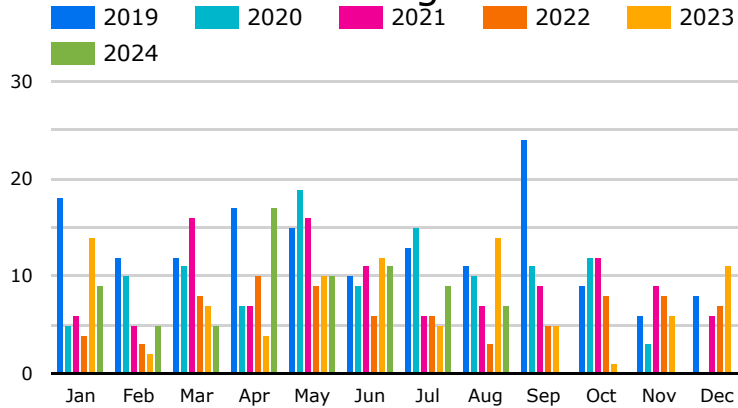
Month: Aug

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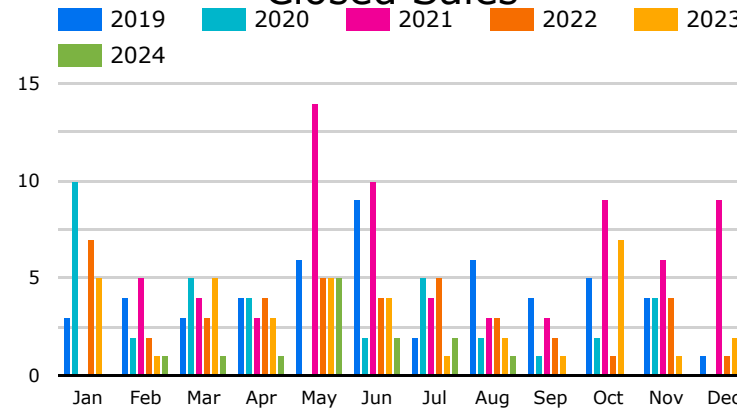
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	2024 7	2023 14	+/- -7	YTD 2024 73	YTD 2023 66	+/- 7
<b>Closed Sales</b>	1	2	-1	13	27	-14
<b>Median Sales Price (\$)</b>	730.0K	1.2M	557.1K	730.0K	765.0K	-35,000
<b>Average Sales Price (\$)</b>	730.0K	1.2M	370.7K	1.0M	1.3M	-233,881
<b>Average % of Original List Price Received</b>	92.00%	88.00%	4%	90.00%	86.00%	4%
<b>Average Days on Market Until Sale</b>	19	177	-158	136	220	-84

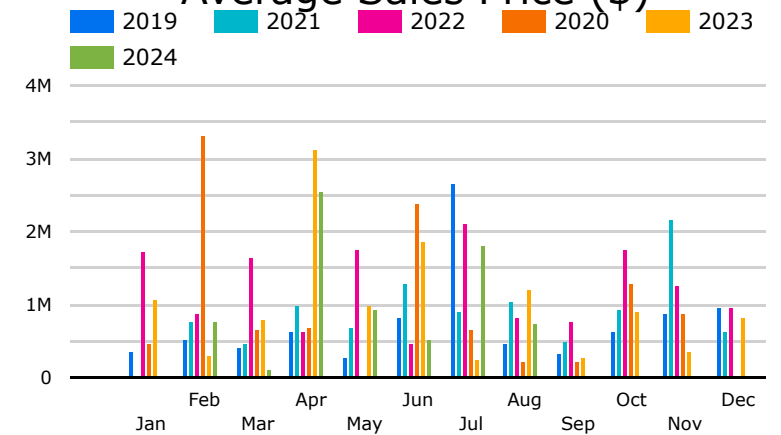
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

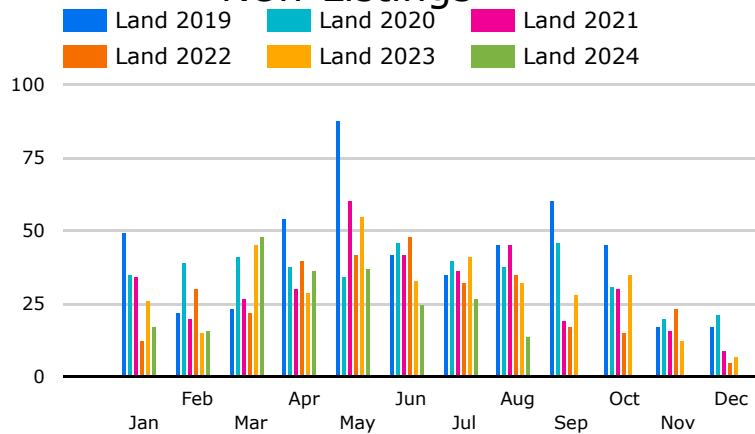
Month: Aug

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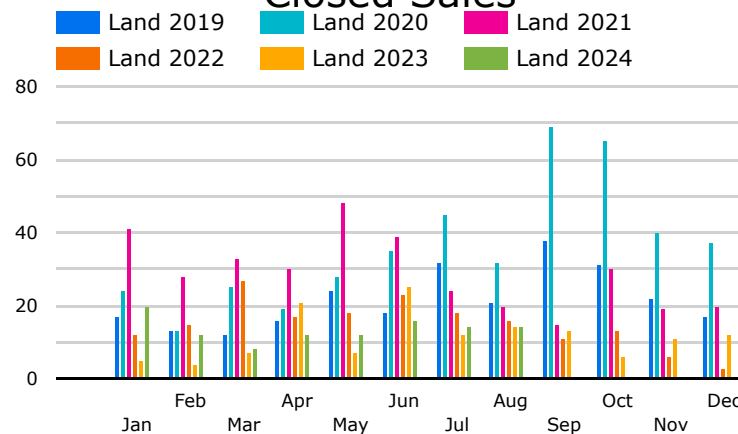
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	14	32	-18	222	275	-53
<b>Closed Sales</b>	14	14	0	109	99	10
<b>Median Sales Price (\$)</b>	237.5K	306.9K	-69,375	240.0K	250.0K	-10,000
<b>Average Sales Price (\$)</b>	266.5K	375.9K	-109,410	306.8K	389.4K	-82,608
<b>Average % of Original List Price Received</b>	83.00%	97.00%	-14%	89.00%	93.00%	-4%
<b>Average Days on Market Until Sale</b>	151	168	-17	154	130	24

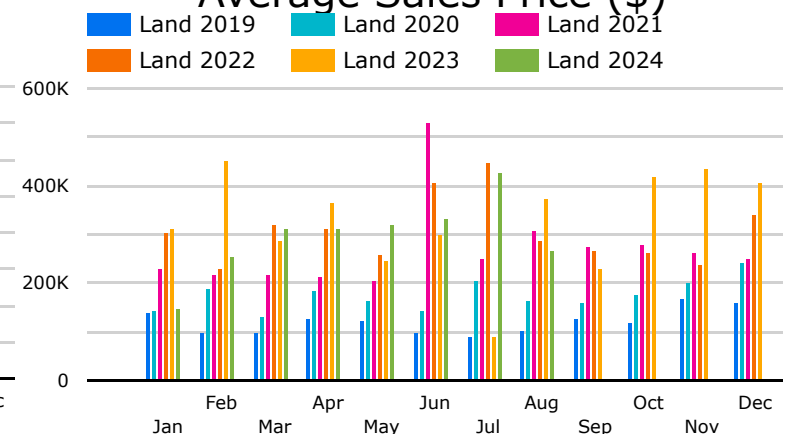
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

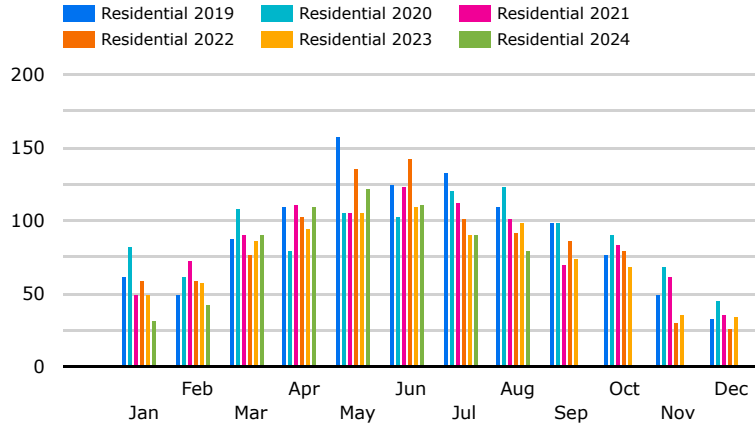
Month: Aug

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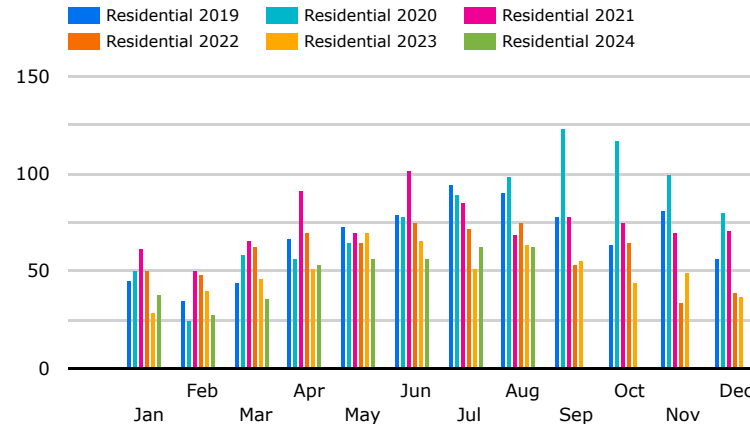
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	79	99	-20	676	698	-22
<b>Closed Sales</b>	63	64	-1	297	424	-127
<b>Median Sales Price (\$)</b>	608.5K	586.0K	22,500	575.0K	562.2K	12,786
<b>Average Sales Price (\$)</b>	792.2K	668.8K	123,355	707.5K	648.9K	58,620
<b>Average % of Original List Price Received</b>	95.00%	93.00%	2%	94.00%	94.00%	0%
<b>Average Days on Market Until Sale</b>	78	82	-4	100	91	9

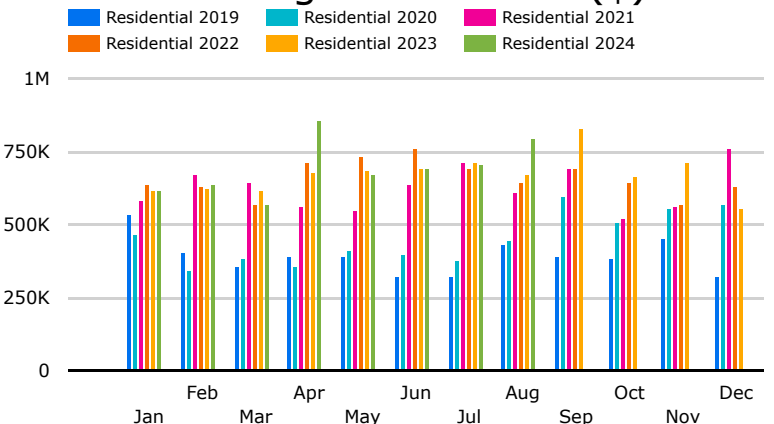
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Kalispell City - Land

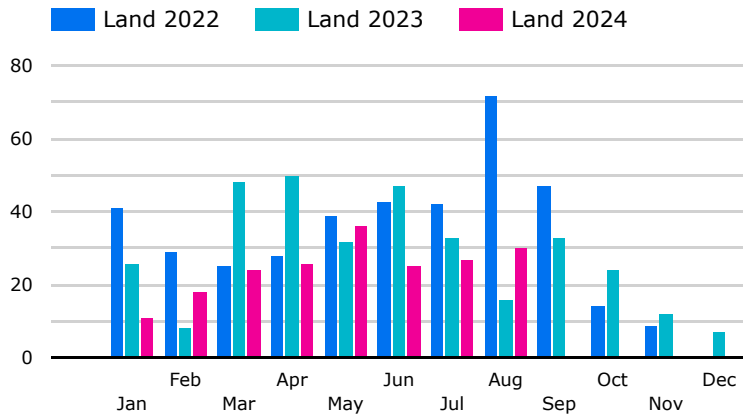
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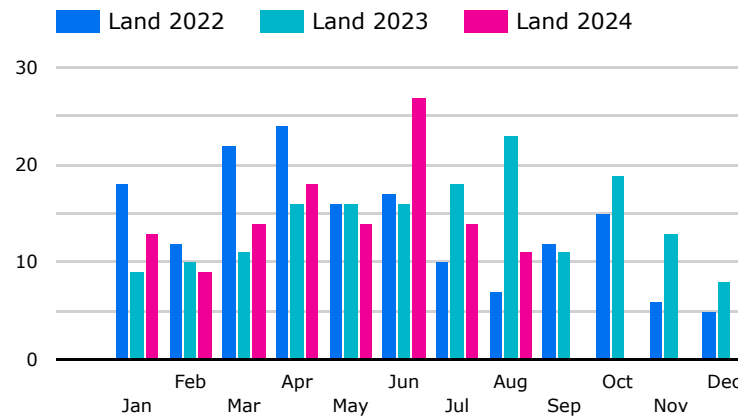
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	30	16	14	198	257	-59
<b>Closed Sales</b>	11	23	-12	120	119	1
<b>Median Sales Price (\$)</b>	220.0K	240.0K	-20,000	219.5K	204.0K	15,500
<b>Average Sales Price (\$)</b>	260.8K	293.4K	-32,575	336.5K	96.0%	9,301
<b>Average % of Original List Price Received</b>	89.00%	88.00%	1%	92.00%	96.00%	-4%
<b>Average Days on Market Until Sale</b>	124	195	-71	207	212	-5

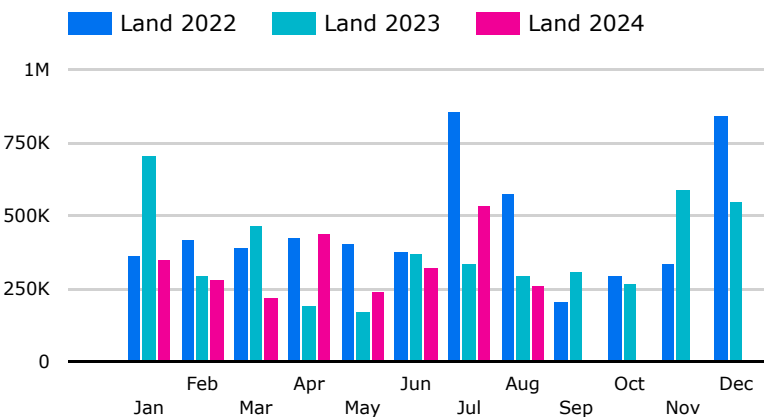
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update Kalispell City - Residential

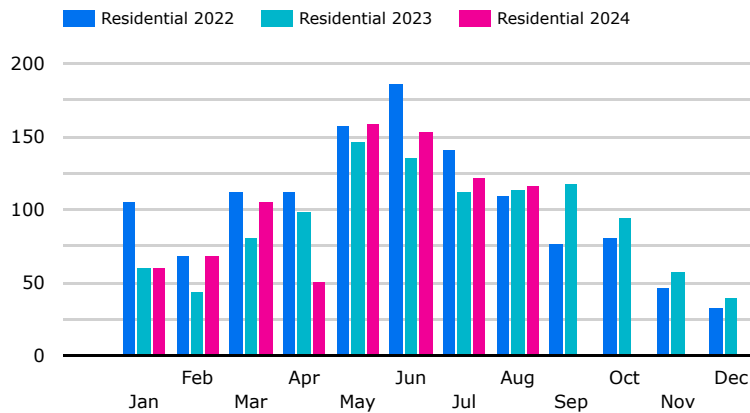
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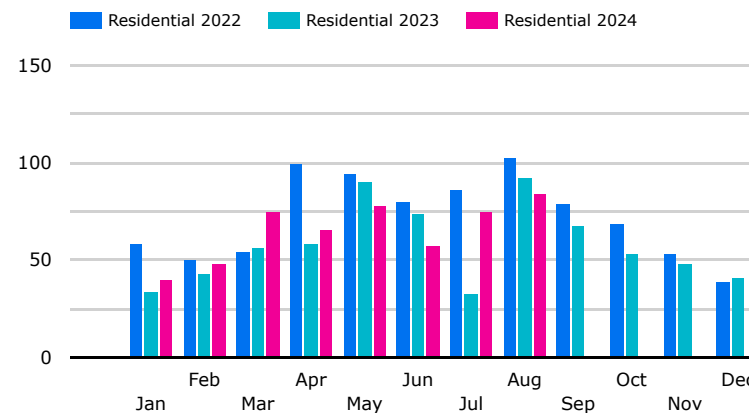
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	117	114	3	917	796	121
<b>Closed Sales</b>	84	92	-8	520	528	-8
<b>Median Sales Price (\$)</b>	535.0K	545.0K	-10,000	539.0K	532.8K	6,250
<b>Average Sales Price (\$)</b>	629.3K	628.4K	903	644.5K	610.9K	33,561
<b>Average % of Original List Price Received</b>	94.00%	95.00%	-1%	95.00%	95.00%	0%
<b>Average Days on Market Until Sale</b>	89	96	-7	104	105	-1

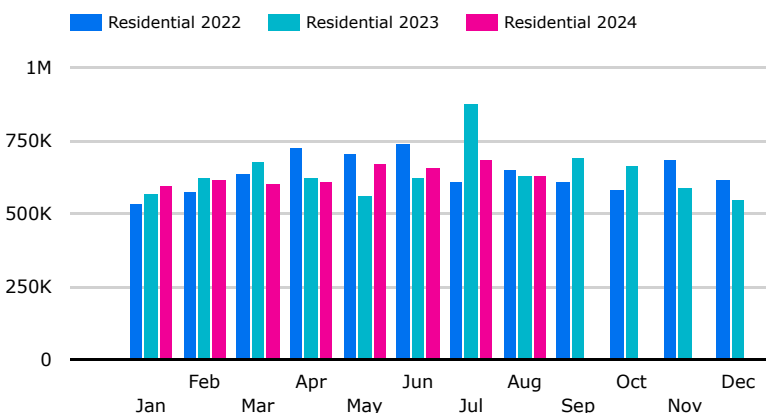
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

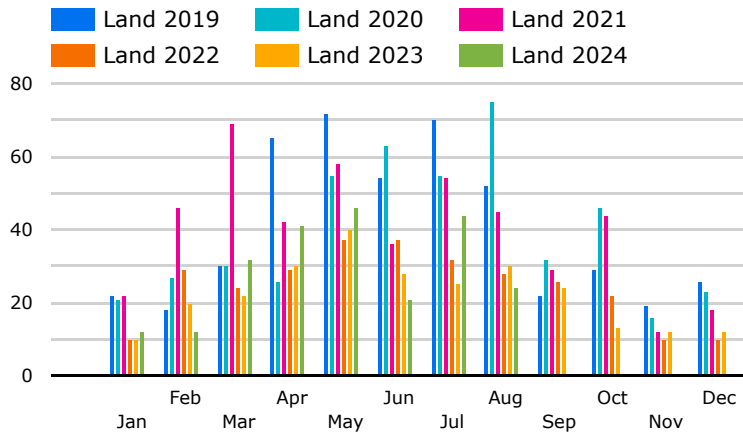
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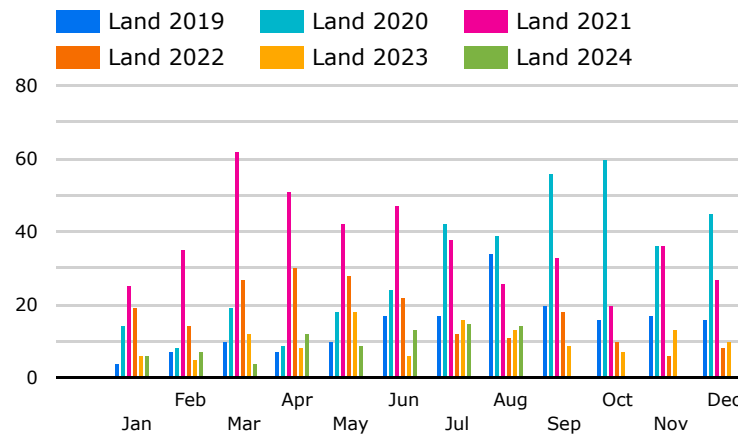
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	24	30	-6	241	207	34
<b>Closed Sales</b>	14	13	1	80	185	-105
<b>Median Sales Price (\$)</b>	278.7K	169.0K	109,700	200.0K	165.0K	35,000
<b>Average Sales Price (\$)</b>	399.1K	280.5K	118,558	290.6K	261.0K	29,626
<b>Average % of Original List Price Received</b>	92.00%	92.00%	0%	90.00%	88.00%	2%
<b>Average Days on Market Until Sale</b>	144	147	-3	156	150	6

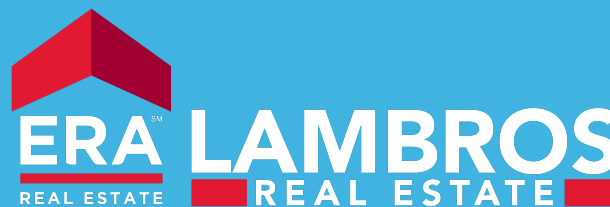
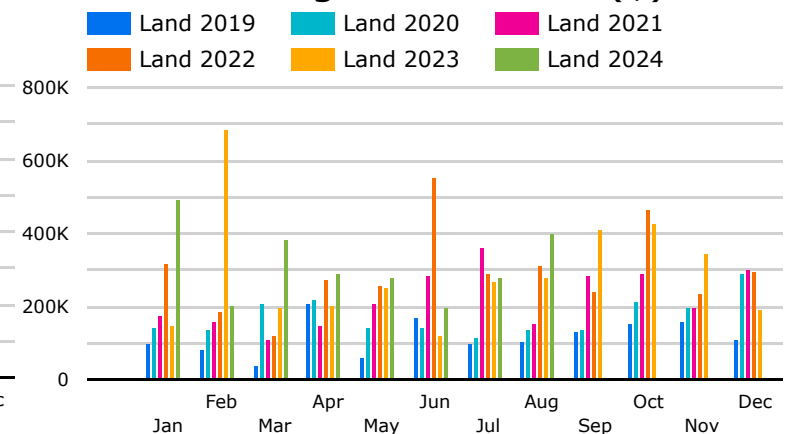
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

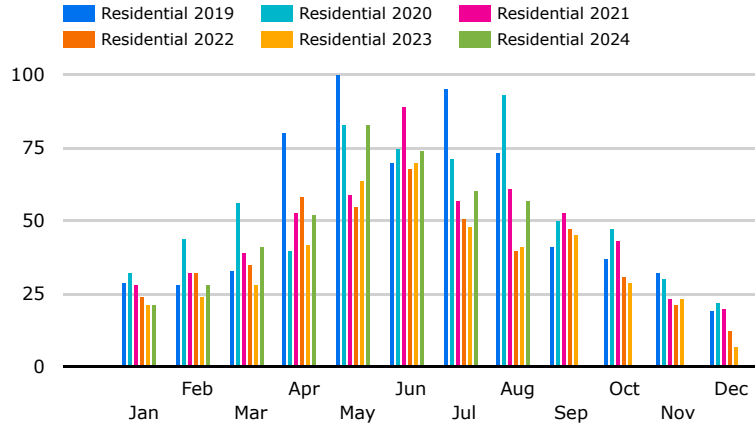
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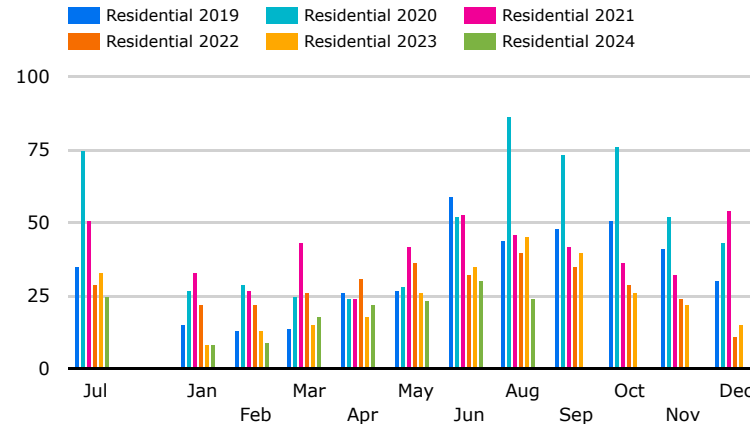
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	57	41	16	414	338	76
<b>Closed Sales</b>	24	45	-21	155	195	-40
<b>Median Sales Price (\$)</b>	612.5K	570.0K	42,500	545.0K	505.0K	40,000
<b>Average Sales Price (\$)</b>	776.1K	557.4K	218,641	854.6K	799.2K	55,351
<b>Average % of Original List Price Received</b>	88.00%	94.00%	-6%	92.00%	95.00%	-3%
<b>Average Days on Market Until Sale</b>	78	104	-26	116	89	27

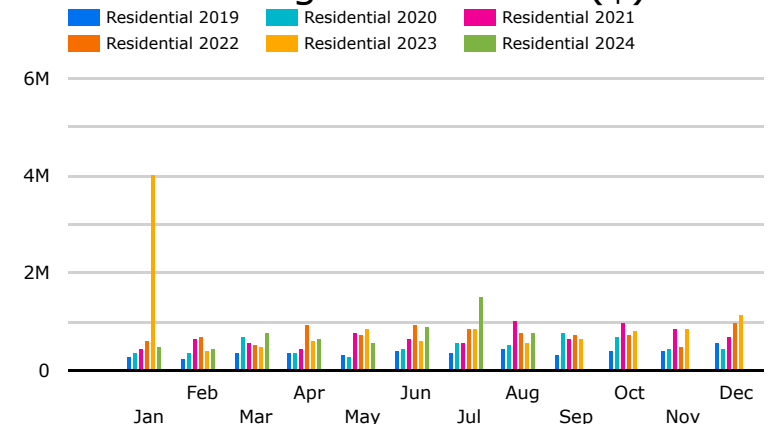
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

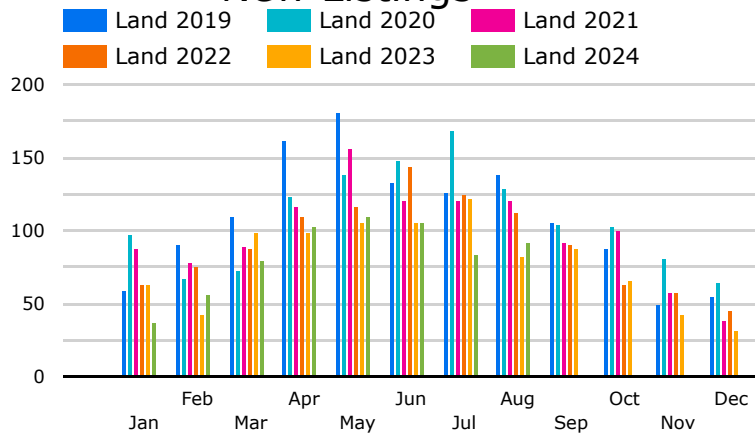
Month: Aug

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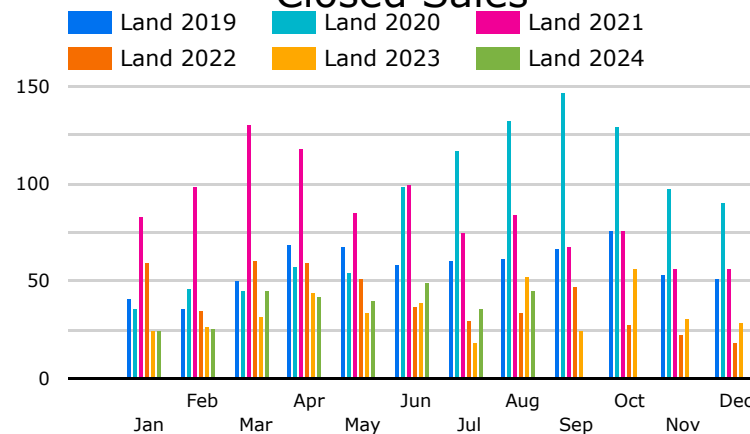
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	92	82	10	698	708	-10
<b>Closed Sales</b>	45	52	-7	308	287	21
<b>Median Sales Price (\$)</b>	275.0K	273.8K	1,250	277.5K	275.0K	2,500
<b>Average Sales Price (\$)</b>	732.1K	308.5K	423,517	484.4K	381.5K	102,897
<b>Average % of Original List Price Received</b>	89.00%	88.00%	1%	91.00%	92.00%	-1%
<b>Average Days on Market Until Sale</b>	153	178	-25	196	177	19

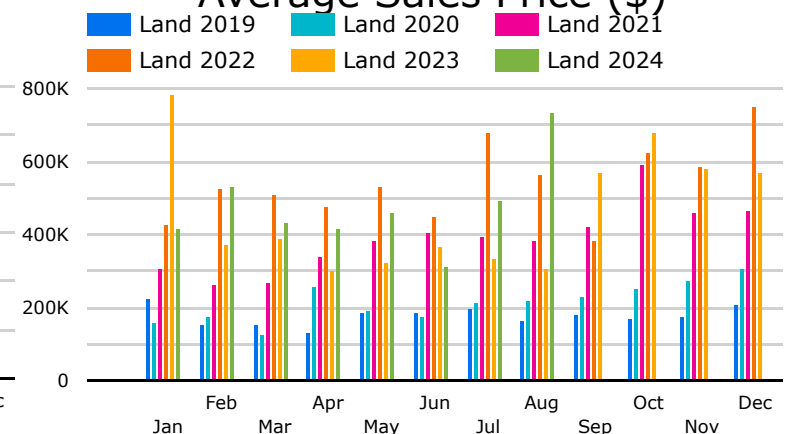
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Flathead County - Residential

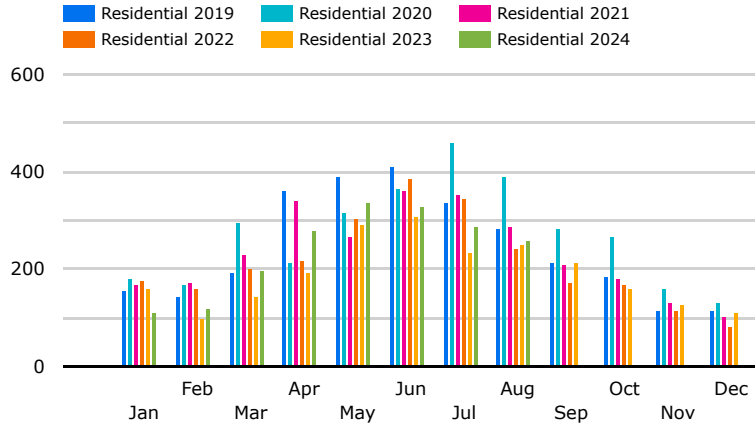
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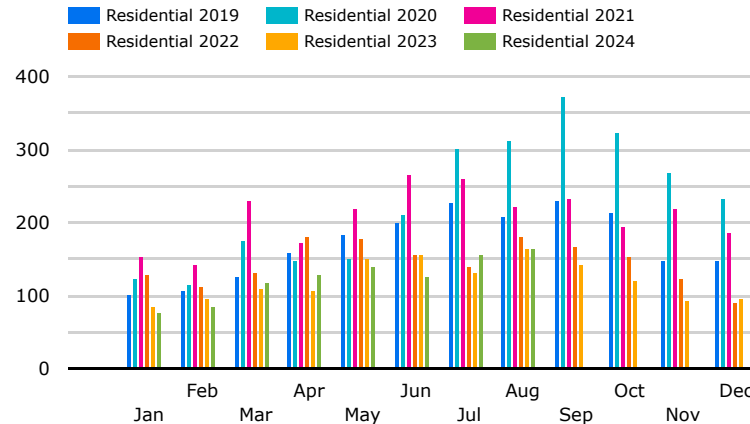
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	258	251	7	1,965	1,695	270
<b>Closed Sales</b>	164	165	-1	993	1,015	-22
<b>Median Sales Price (\$)</b>	579.2K	605.0K	-25,825	610.0K	600.0K	10,000
<b>Average Sales Price (\$)</b>	902.5K	823.3K	79,180	874.0K	800.5K	73,479
<b>Average % of Original List Price Received</b>	94.00%	94.00%	0%	96.00%	94.00%	2%
<b>Average Days on Market Until Sale</b>	99	102	-3	113	119	-6

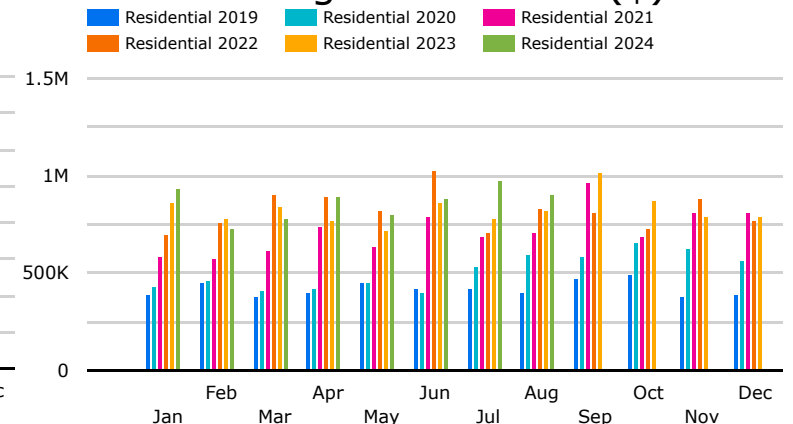
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

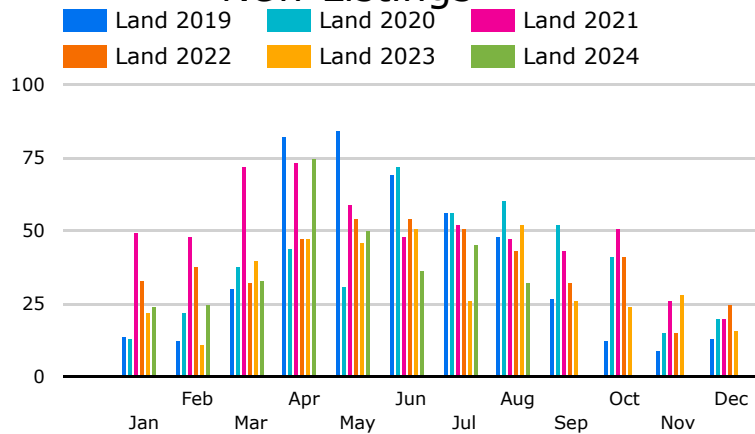
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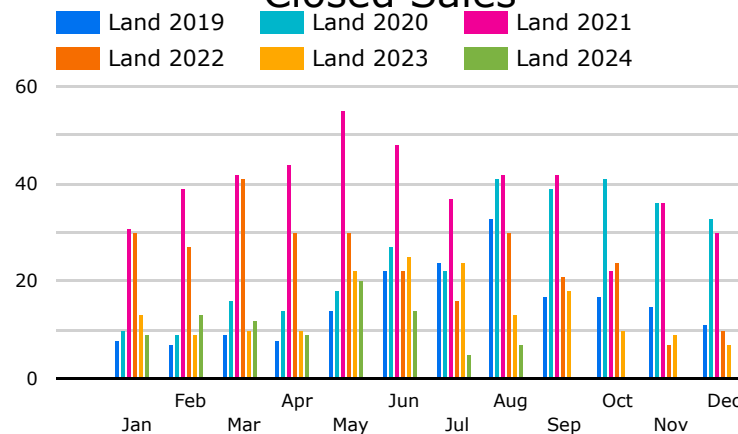
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
<b>New Listings</b>	32	52	-20	310	296	14
<b>Closed Sales</b>	7	13	-6	88	128	-40
<b>Median Sales Price (\$)</b>	212.0K	140.0K	72,000	160.0K	156.0K	4,050
<b>Average Sales Price (\$)</b>	229.4K	140.0K	64,975	210.5K	210.8K	-260
<b>Average % of Original List Price Received</b>	93.00%	92.00%	1%	92.00%	99.00%	-7%
<b>Average Days on Market Until Sale</b>	76	85	-9	193	192	1

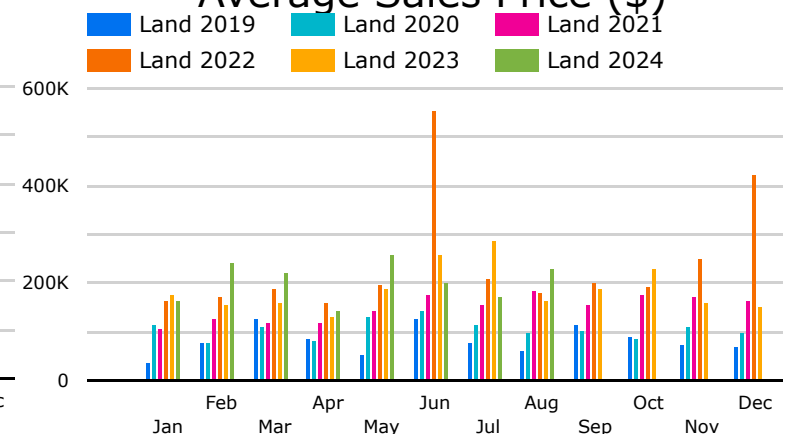
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lincoln County - Residential

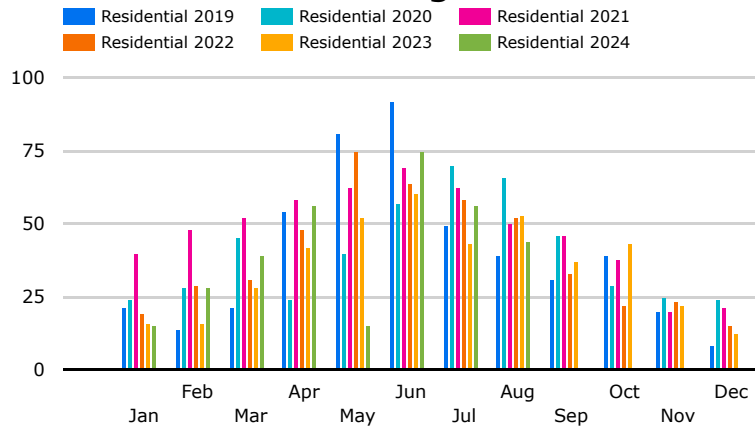
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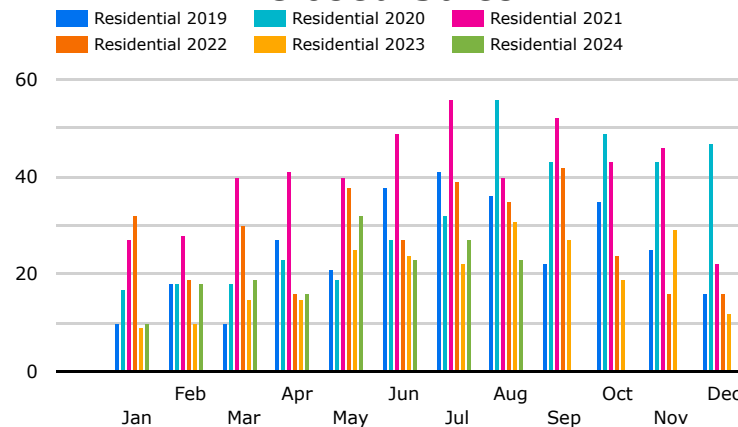
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
<b>New Listings</b>	44	53	-9	404	312	92
<b>Closed Sales</b>	23	31	-8	169	155	14
<b>Median Sales Price (\$)</b>	363.0K	375.0K	-12,000	365.0K	355.0K	10,000
<b>Average Sales Price (\$)</b>	521.2K	462.8K	58,426	475.7K	439.4K	36,236
<b>Average % of Original List Price Received</b>	93.00%	92.00%	1%	97.00%	91.00%	6%
<b>Average Days on Market Until Sale</b>	99	101	-2	126	120	6

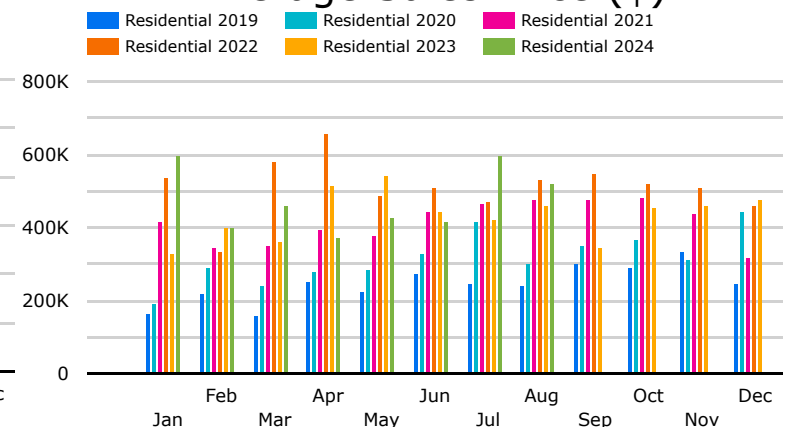
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS