

Local Market Update Missoula County - Land

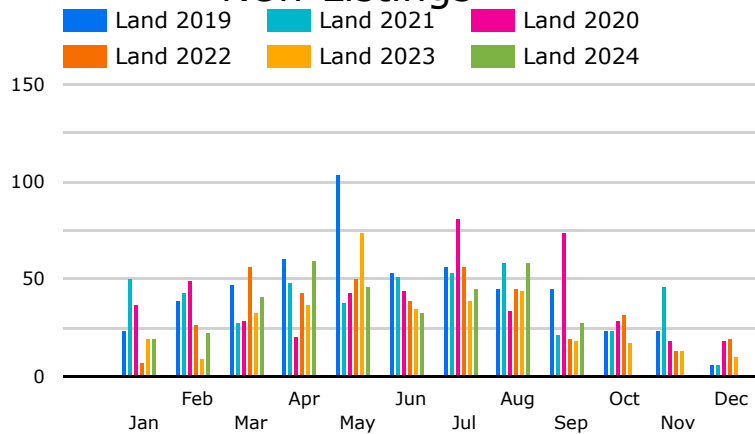
Month: Sep

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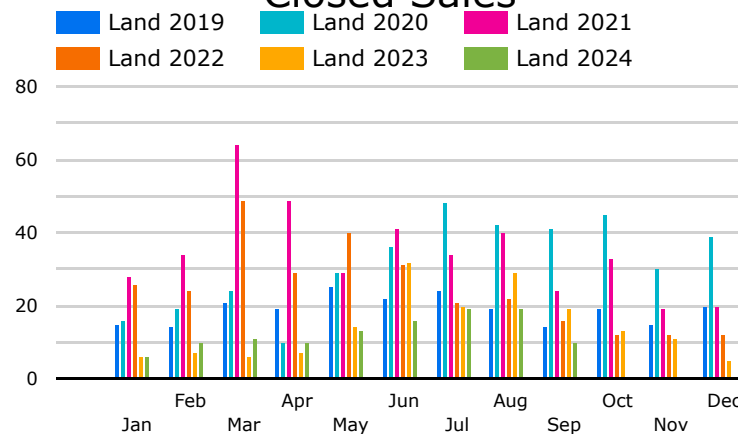
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	28	18	10	354	309	45
Closed Sales	10	19	-9	120	141	-21
Median Sales Price (\$)	152.5K	210.0K	-57,500	185.0K	199.0K	22.0K
Average Sales Price (\$)	231.8K	356.1K	-124,279	233.1K	300.1K	-67,052
Average % of Original List Price Received	91.00%	93.00%	-2%	92.00%	94.00%	-2%
Average Days on Market Until Sale	68	111	-43	129	150	-21

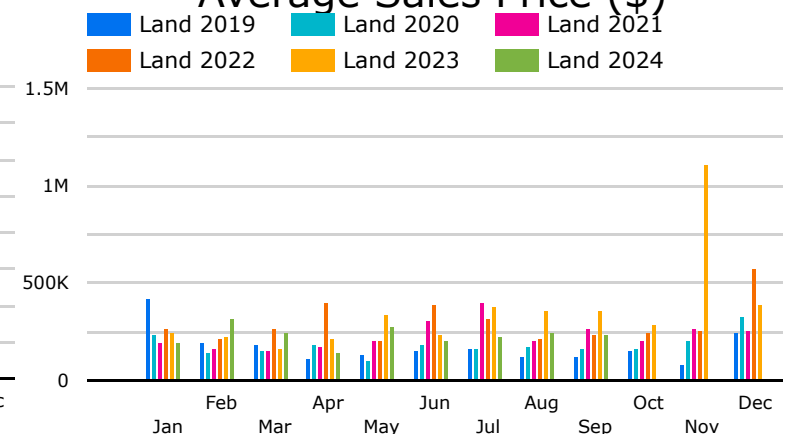
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

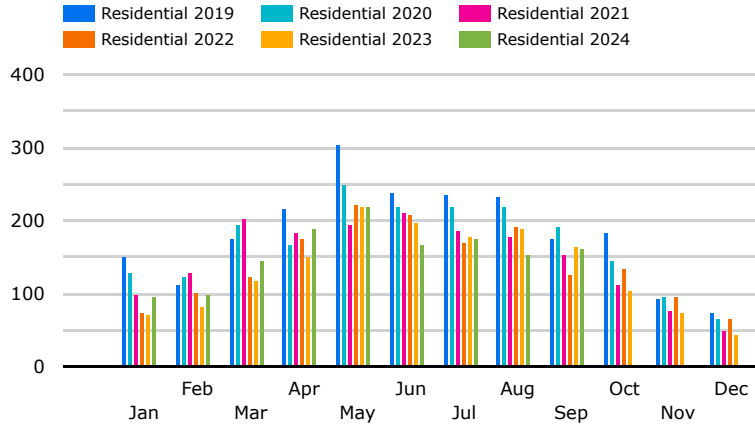
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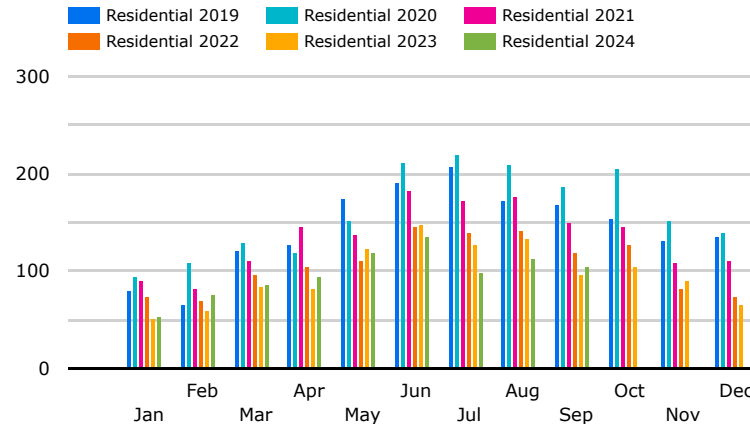
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	162	165	-3	1,370	1,392	-22
Closed Sales	105	96	9	874	928	-54
Median Sales Price (\$)	579.0K	550.0K	29,000	575.0K	540.0K	35,050
Average Sales Price (\$)	655.4K	596.9K	58,486	646.9K	585.8K	61,150
Average % of Original List Price Received	96.00%	96.00%	0%	97.00%	97.00%	0%
Average Days on Market Until Sale	58	66	-8	75	80	-5

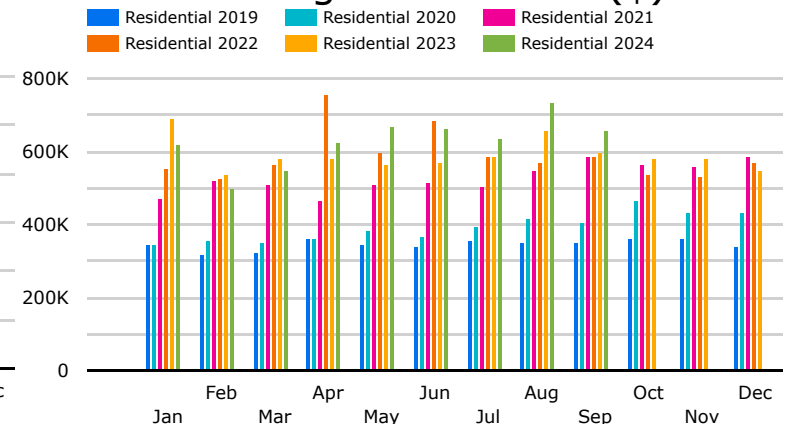
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

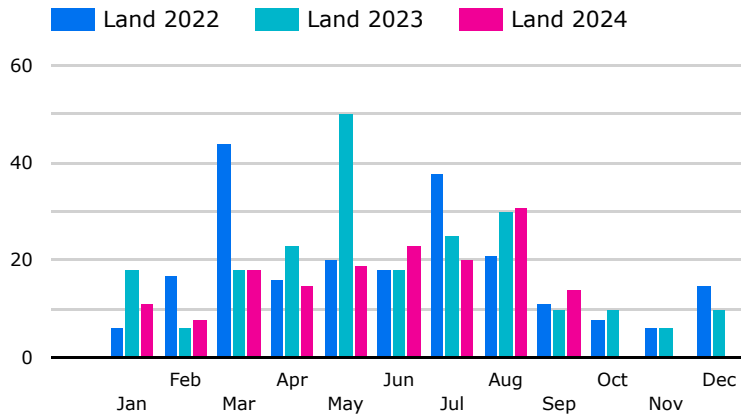
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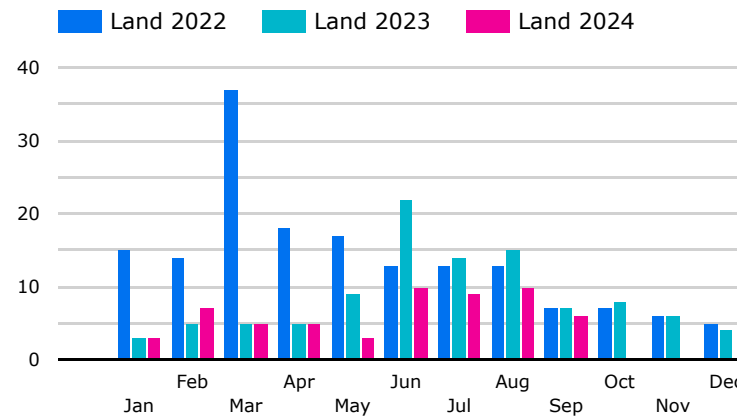
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	1	10	4	159	200	45
Closed Sales	6	7	-1	61	85	-24
Median Sales Price (\$)	215.0K	210.0K	5,000	200.0K	194.0K	-14,000
Average Sales Price (\$)	323.0K	349.0K	-26,000	268.2K	274.6K	-67,052
Average % of Original List Price Received	93.00%	88.00%	5%	91.00%	94.00%	-2%
Average Days on Market Until Sale	84	70	14	149	163	-21

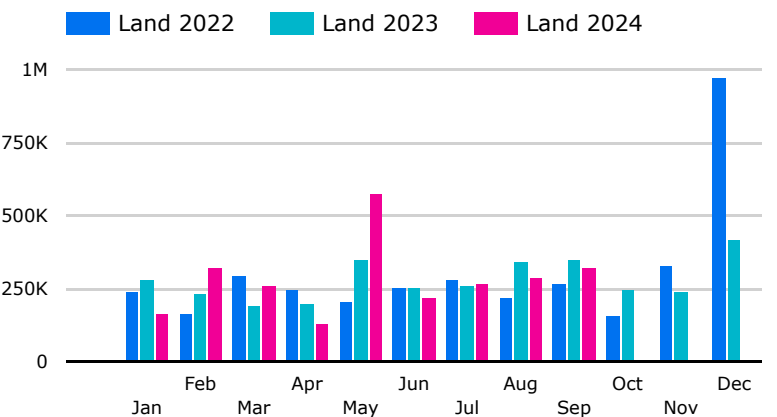
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

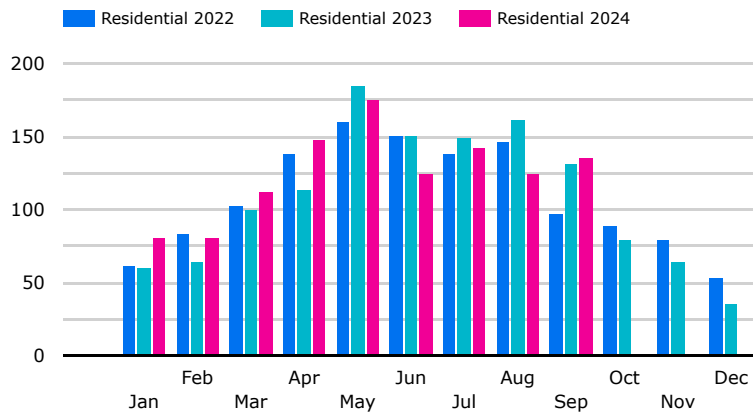
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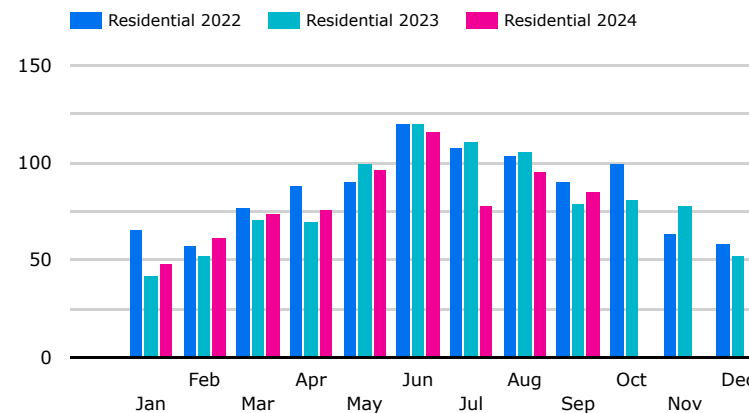
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	136	132	4	1,096	1,136	-40
Closed Sales	85	79	6	720	772	-52
Median Sales Price (\$)	572.5K	540.0K	32,500	569.6K	535.0K	34,632
Average Sales Price (\$)	670.1K	588.2K	81,838	648.6K	583.3K	65,265
Average % of Original List Price Received	96.00%	96.00%	0%	97.00%	98.00%	-1%
Average Days on Market Until Sale	57	59	-2	71	79	-8

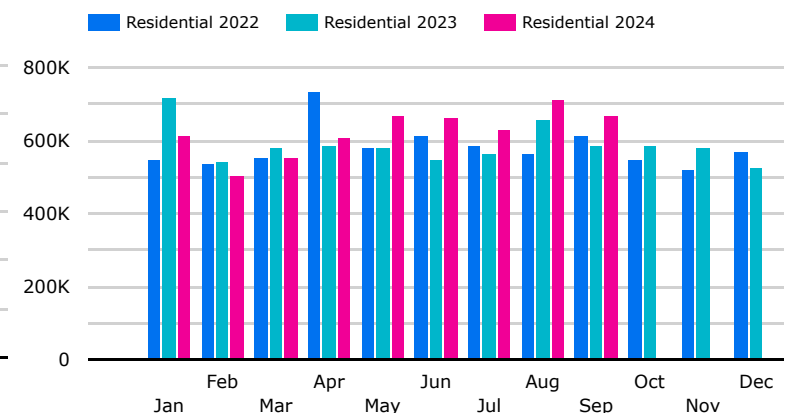
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

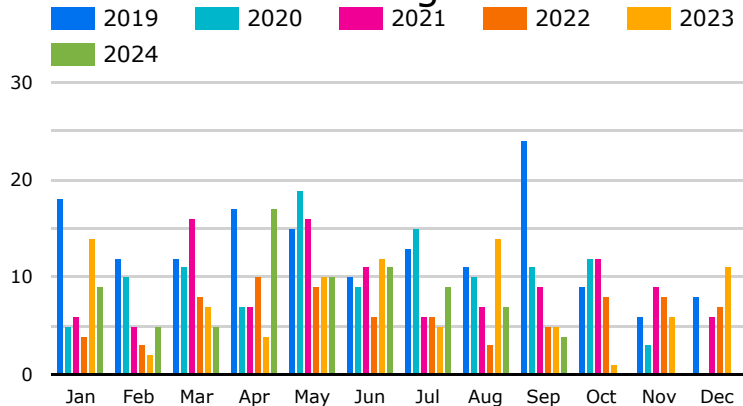
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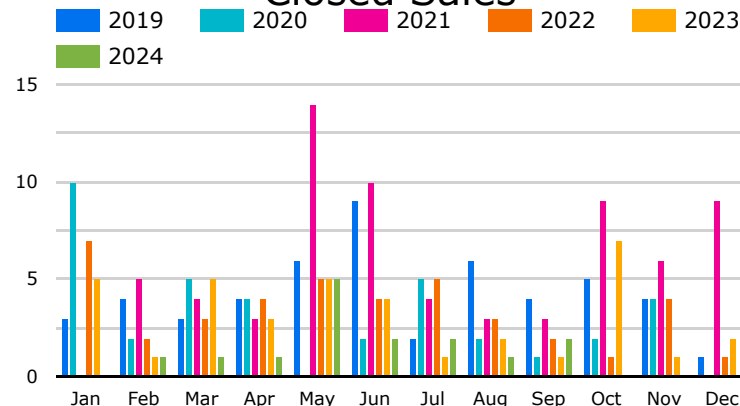
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	2024	2023	+/-	YTD 2024	YTD 2023	+/-
New Listings	4	5	-1	78	71	7
Closed Sales	2	1	1	15	28	-13
Median Sales Price (\$)	1.9M	275.0K	-480.0K	760.0K	745.0K	15,000
Average Sales Price (\$)	1.9M	275.0K	-480.0K	1.2M	1.2M	-79,431
Average % of Original List Price Received	87.00%	92.00%	-5%	90.00%	87.00%	3%
Average Days on Market Until Sale	149	15	134	137	212	-75

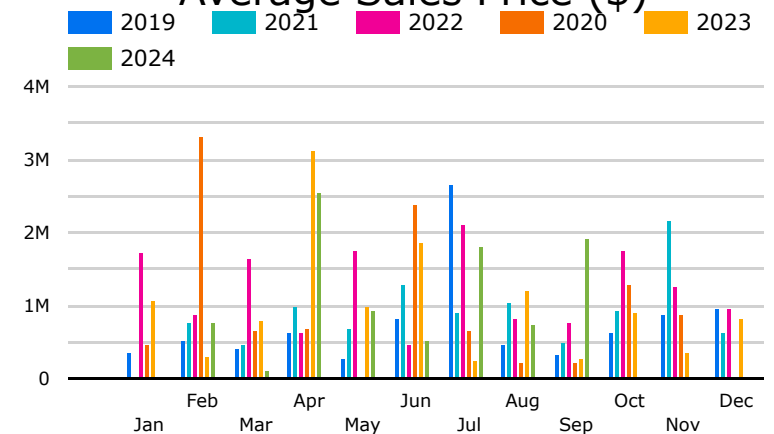
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

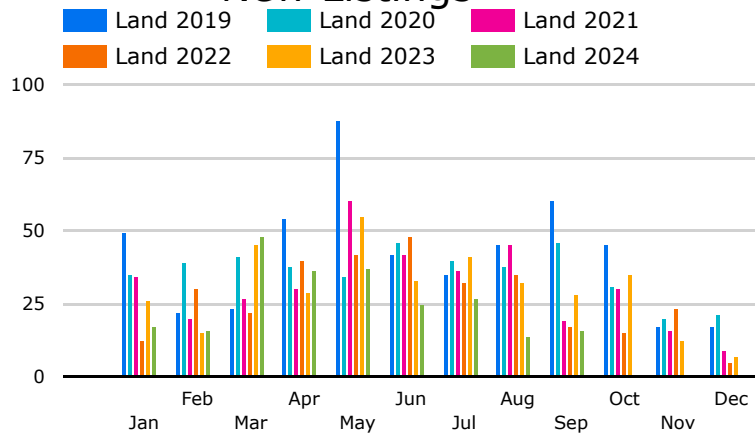
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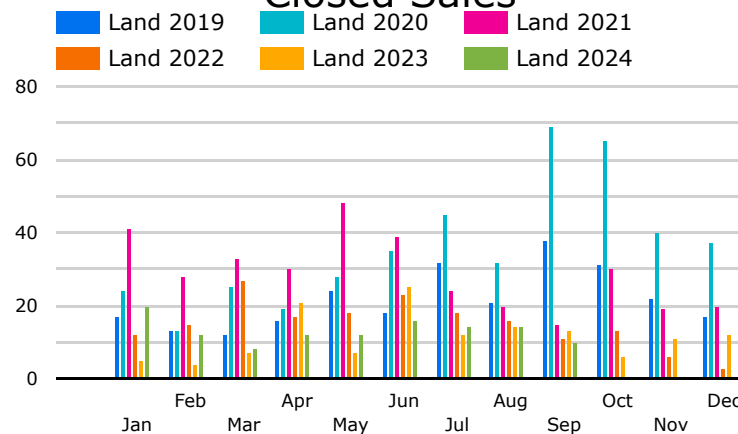
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	16	28	-12	238	302	-64
Closed Sales	10	13	-3	119	95	24
Median Sales Price (\$)	232.0K	395.0K	-163,000	240.0K	335.0K	-95,000
Average Sales Price (\$)	418.7K	228.8K	189,887	316.2K	363.6K	-47,344
Average % of Original List Price Received	93.00%	90.00%	3%	90.00%	92.00%	-2%
Average Days on Market Until Sale	187	86	101	157	123	34

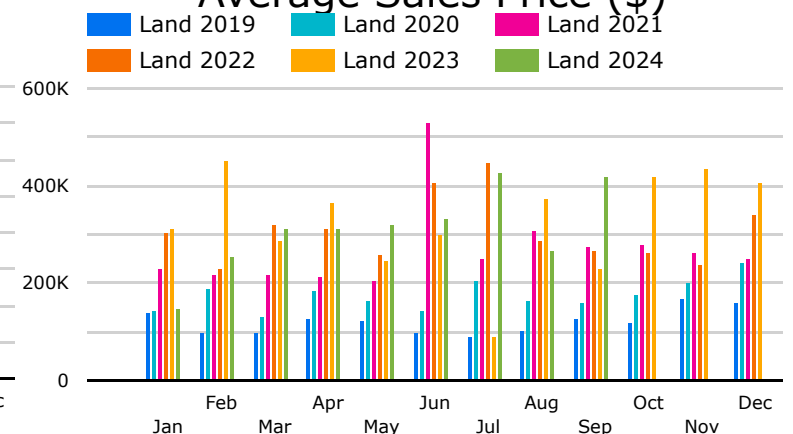
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

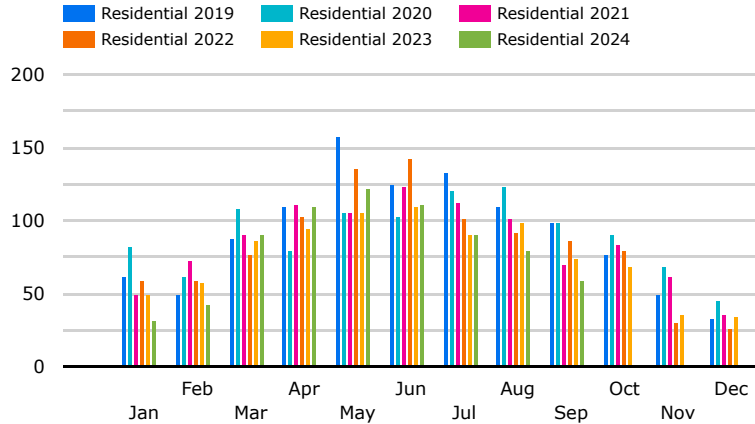
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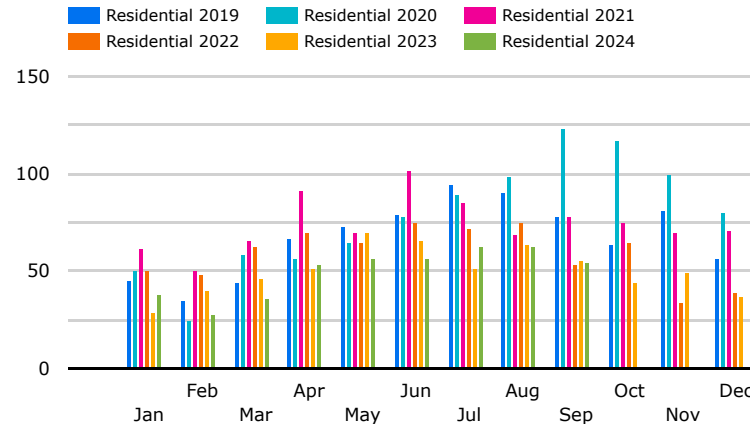
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	59	74	-15	734	772	-38
Closed Sales	54	55	-1	451	479	-28
Median Sales Price (\$)	863.6K	660.0K	203,593	578.0K	569.0K	9,000
Average Sales Price (\$)	863.6K	828.0K	35,614	726.2K	669.5K	56,744
Average % of Original List Price Received	93.00%	95.00%	-2%	94.00%	94.00%	0%
Average Days on Market Until Sale	102	105	-3	100	93	7

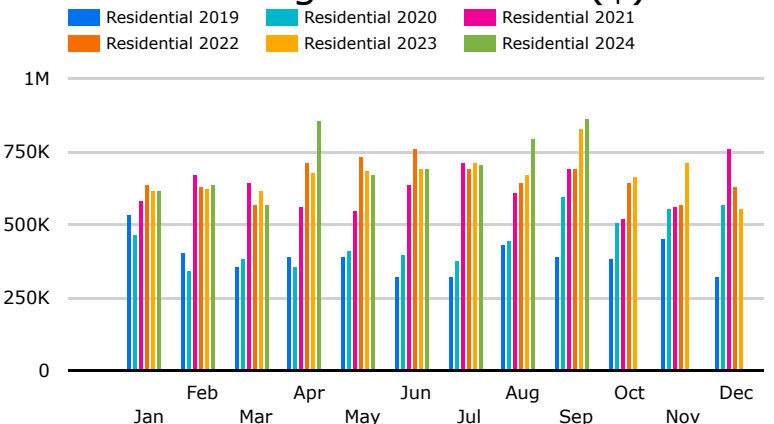
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

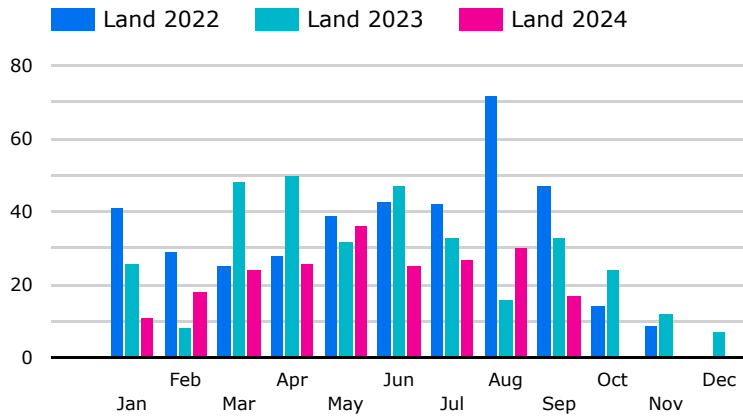
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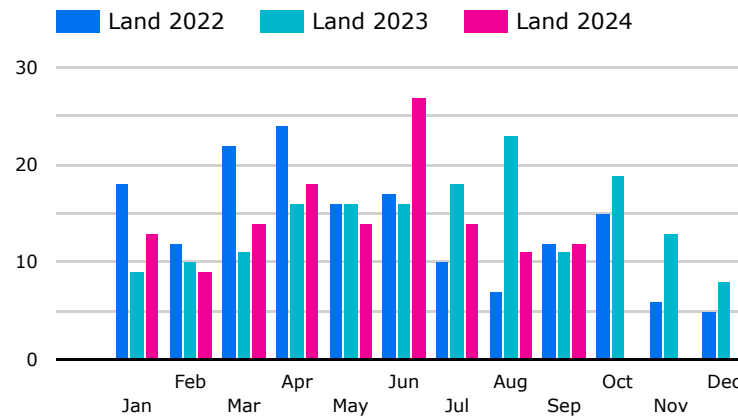
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	17	33	-16	215	290	-75
Closed Sales	12	11	1	132	130	2
Median Sales Price (\$)	204.5K	180.0K	24,500	218.5K	202.0K	16,500
Average Sales Price (\$)	341.4K	309.9K	31,533	337.0K	96.0%	11,213
Average % of Original List Price Received	94.00%	96.00%	-2%	92.00%	96.00%	-4%
Average Days on Market Until Sale	231	182	49	209	210	-1

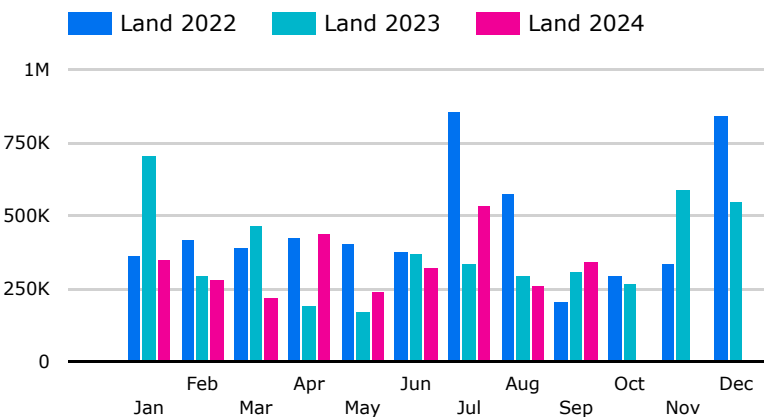
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

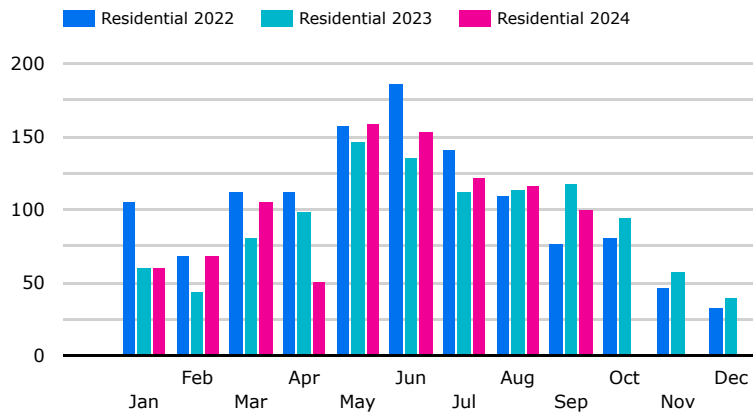
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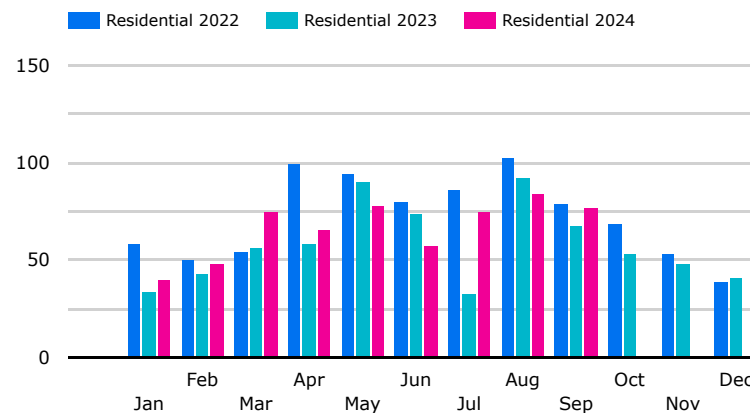
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	100	118	-18	1,015	912	103
Closed Sales	77	68	9	598	598	0
Median Sales Price (\$)	535.0K	572.5K	-37,500	539.0K	535.5K	3,500
Average Sales Price (\$)	604.0K	690.4K	-86,479	639.3K	620.0K	19,289
Average % of Original List Price Received	94.00%	96.00%	-2%	95.00%	95.00%	0%
Average Days on Market Until Sale	106	112	-6	104	106	-2

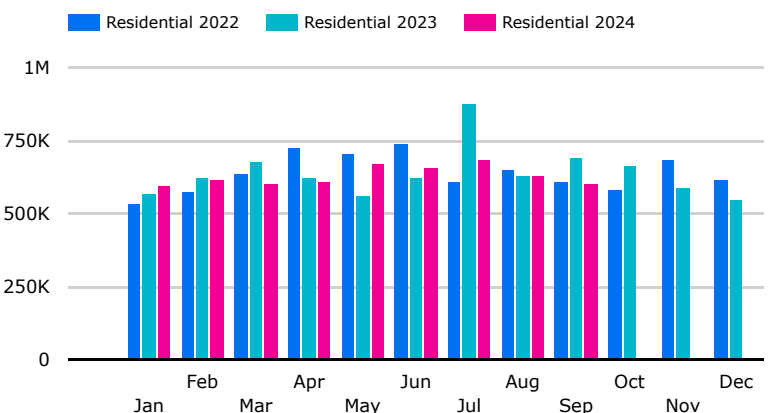
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

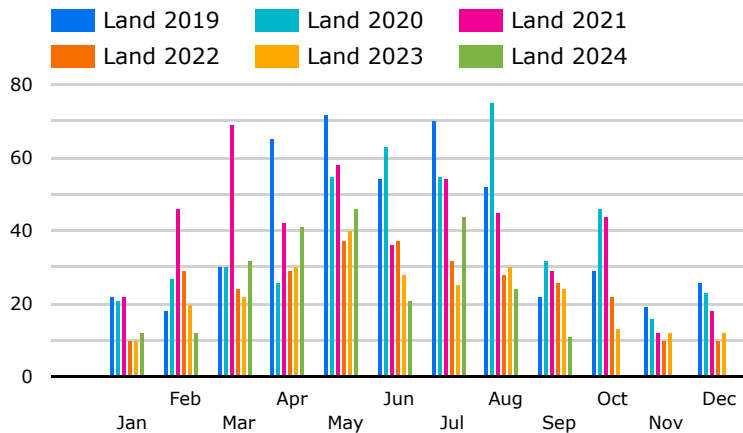
Month: Sep

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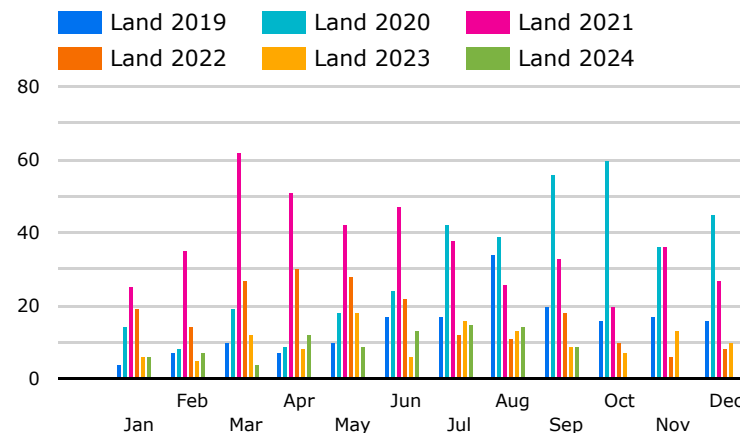
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	11	24	-13	252	231	21
Closed Sales	9	9	0	89	95	-6
Median Sales Price (\$)	165.0K	249.0K	-84,000	200.0K	169.0K	31,000
Average Sales Price (\$)	268.8K	409.0K	-140,222	288.4K	273.9K	14,564
Average % of Original List Price Received	87.00%	89.00%	-2%	91.00%	88.00%	3%
Average Days on Market Until Sale	174	87	87	158	142	16

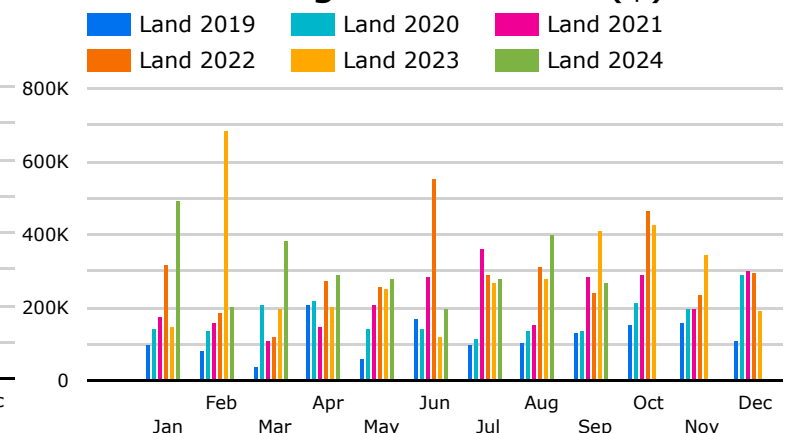
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

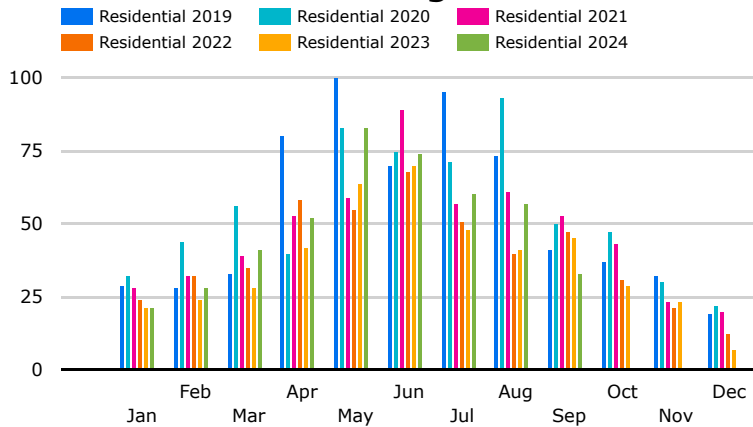
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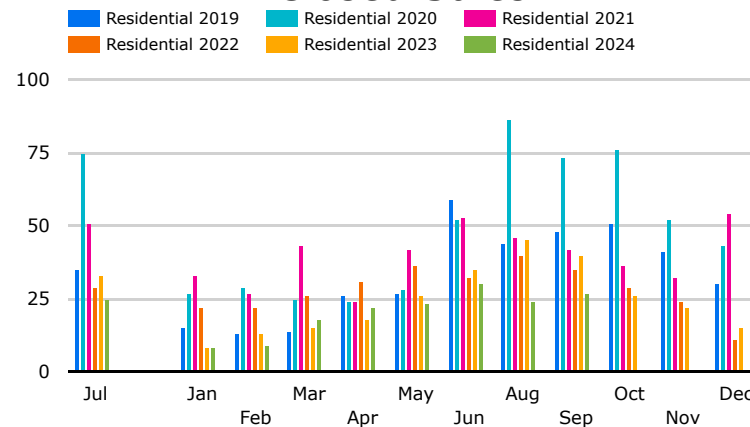
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	33	45	-12	448	383	65
Closed Sales	27	40	-13	179	235	-56
Median Sales Price (\$)	508.3K	582.0K	-73,750	540.0K	517.0K	23,000
Average Sales Price (\$)	609.2K	671.5K	-62,271	821.7K	777.5K	44,198
Average % of Original List Price Received	90.00%	88.00%	2%	92.00%	94.00%	-2%
Average Days on Market Until Sale	101	116	-15	114	94	20

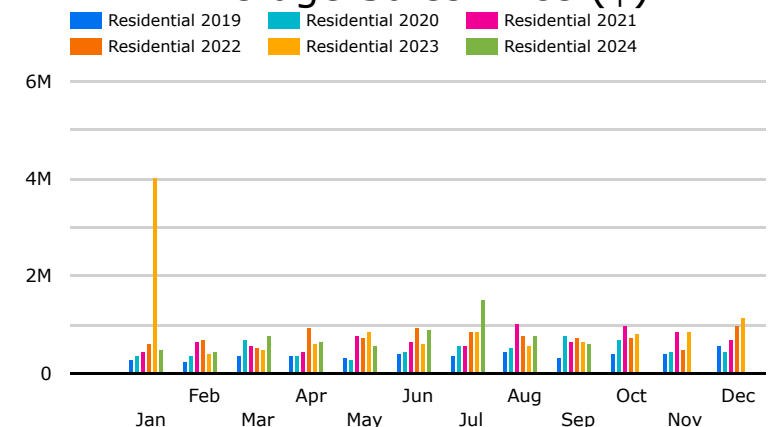
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

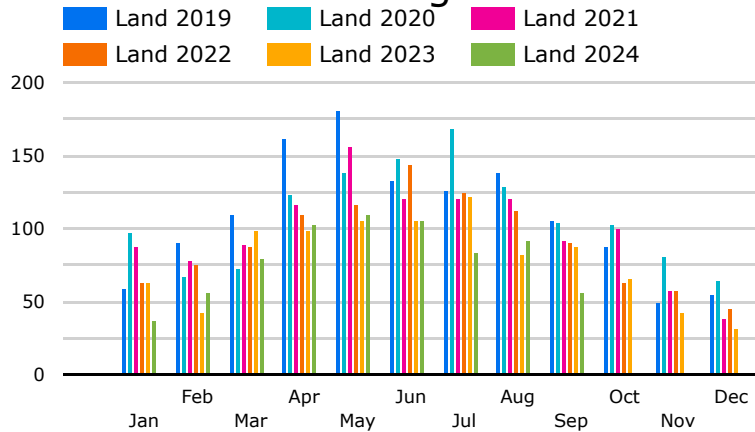
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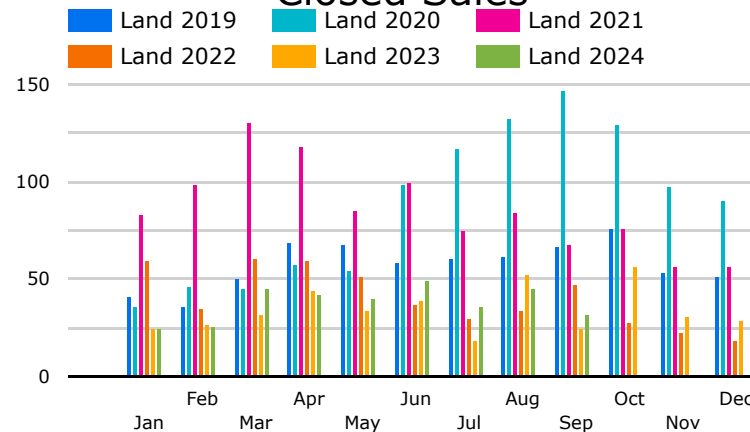
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	56	88	-32	753	795	-42
Closed Sales	32	25	7	340	313	27
Median Sales Price (\$)	287.5K	310.0K	-22,500	280.0K	279.0K	1,000
Average Sales Price (\$)	461.8K	570.5K	-108,731	482.3K	395.8K	86,539
Average % of Original List Price Received	91.00%	92.00%	-1%	91.00%	92.00%	-1%
Average Days on Market Until Sale	175	168	7	194	176	18

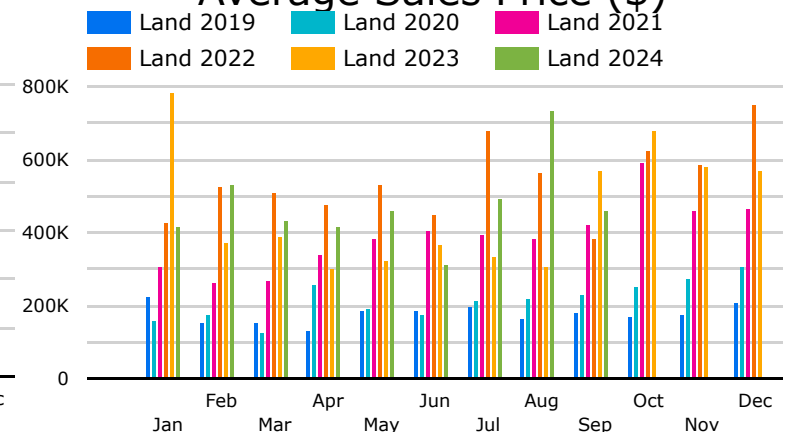
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Flathead County - Residential

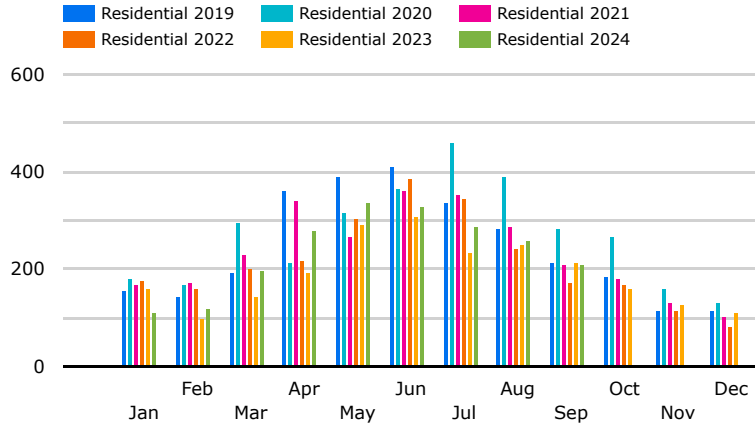
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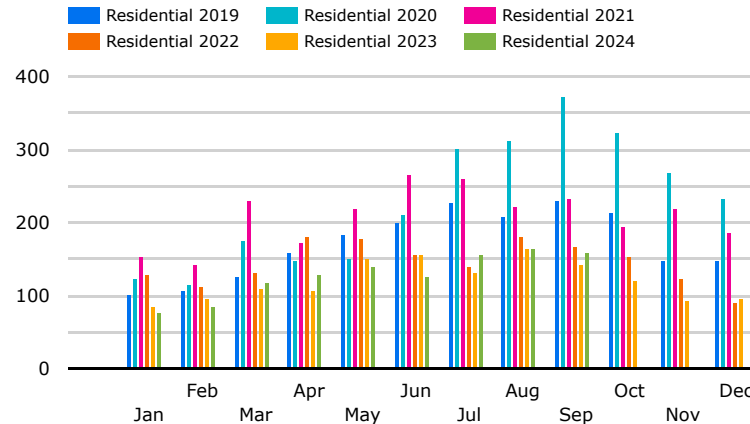
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	208	215	-7	2,172	1,909	263
Closed Sales	159	143	16	1,154	1,161	-7
Median Sales Price (\$)	655.0K	625.5K	29,500	615.0K	600.0K	15,000
Average Sales Price (\$)	913.4K	1.0M	-102,680	879.0K	826.3K	52,638
Average % of Original List Price Received	92.00%	94.00%	-2%	96.00%	94.00%	2%
Average Days on Market Until Sale	106	117	-11	112	118	-6

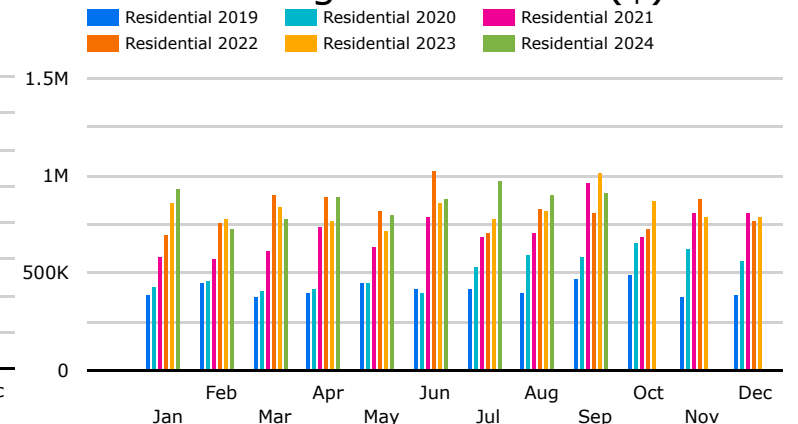
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

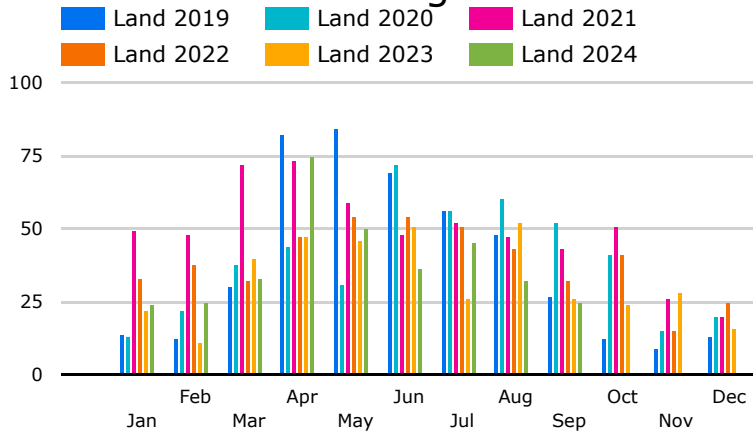
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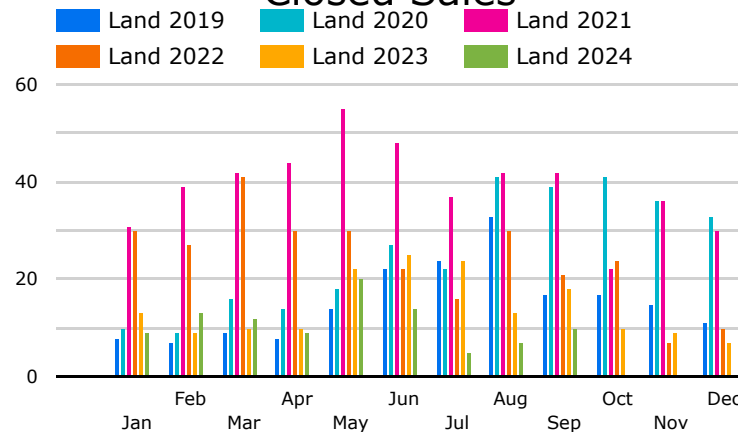
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	25	26	-1	335	322	13
Closed Sales	10	18	-8	98	146	-48
Median Sales Price (\$)	241.0K	130.0K	111,000	163.5K	152.5K	11,000
Average Sales Price (\$)	228.4K	130.0K	37,456	212.3K	208.3K	4,010
Average % of Original List Price Received	96.00%	84.00%	12%	92.00%	98.00%	-6%
Average Days on Market Until Sale	210	117	93	195	183	12

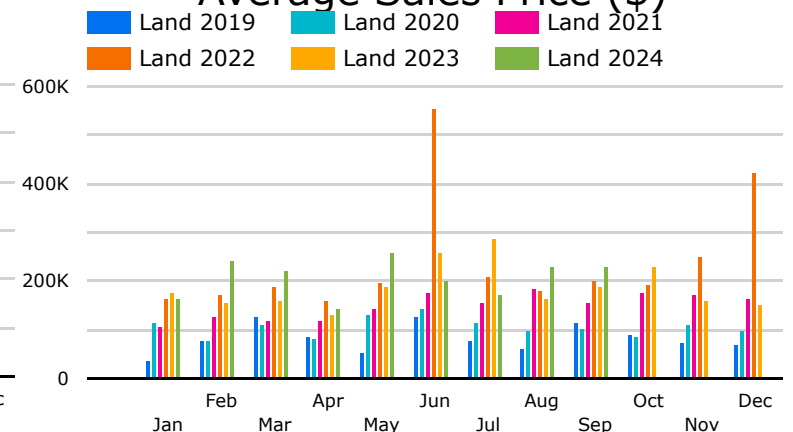
New Listings



Closed Sales



Average Sales Price (\$)



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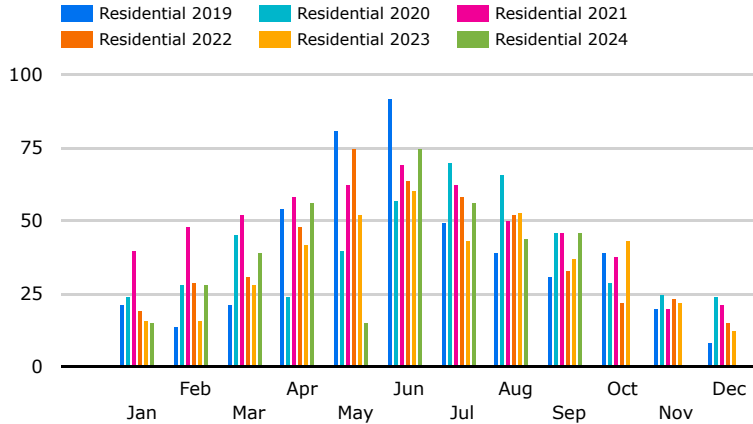
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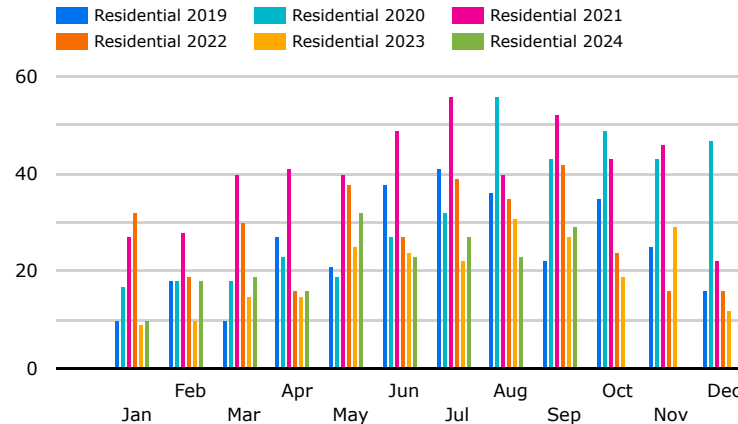
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	46	37	9	450	349	101
Closed Sales	29	27	2	200	182	18
Median Sales Price (\$)	560.0K	330.0K	230,000	397.5K	347.0K	50,500
Average Sales Price (\$)	623.9K	347.9K	276,035	500.9K	425.9K	74,992
Average % of Original List Price Received	90.00%	93.00%	-3%	96.00%	91.00%	5%
Average Days on Market Until Sale	127	105	22	126	117	9

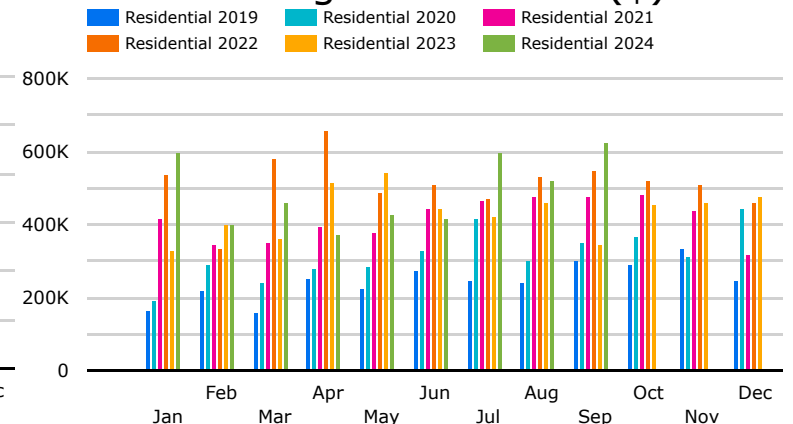
New Listings



Closed Sales



Average Sales Price (\$)



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