

Local Market Update

Missoula County - Land

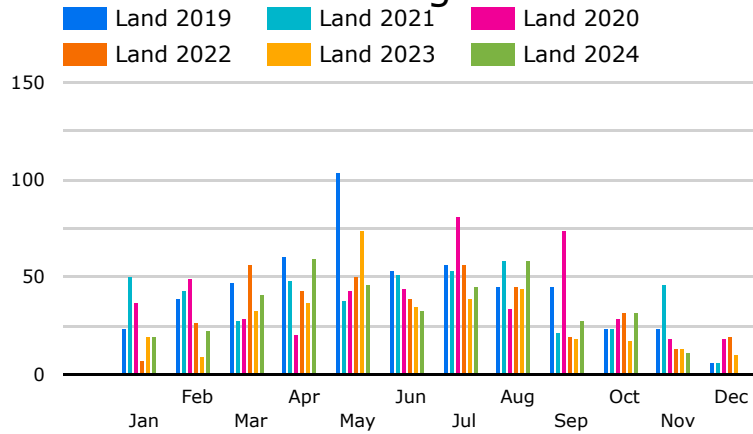
Month: Nov

(1) ▾

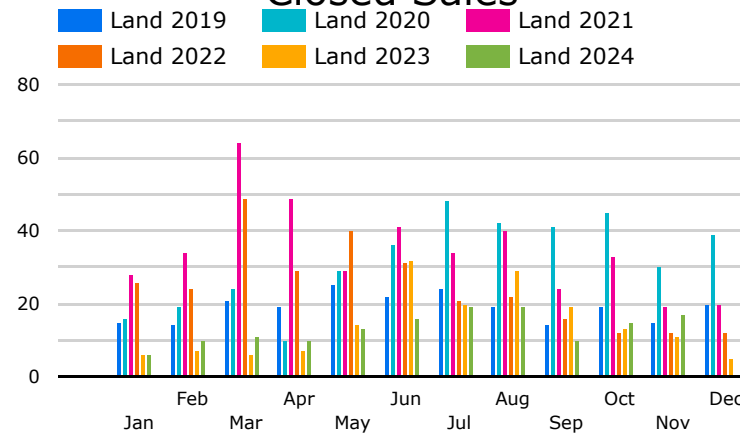
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|-----------|----------------------|----------------------|-----------|
| New Listings | Land 2024 11 | Land 2023 13 | +/- -2 | Land YTD 2024 396 | Land YTD 2023 339 | +/- 57 |
| Closed Sales | 17 | 11 | 6 | 152 | 165 | -13 |
| Median Sales Price (\$) | 199.9K | 250.0K | -50,100 | 185.0K | 200.0K | 20.5K |
| Average Sales Price (\$) | 317.3K | 1.1M | -796,185 | 269.8K | 353.3K | -83,487 |
| Average % of Original List Price Received | 89.00% | 88.00% | 1% | 91.00% | 91.00% | 0% |
| Average Days on Market Until Sale | 130 | 187 | -57 | 139 | 152 | -13 |

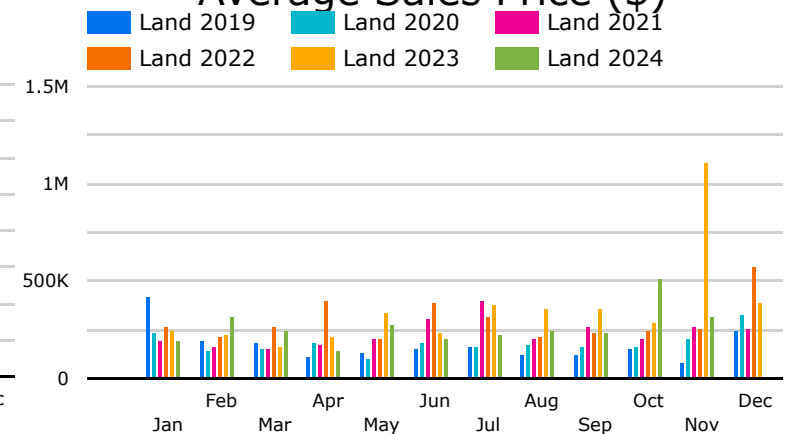
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

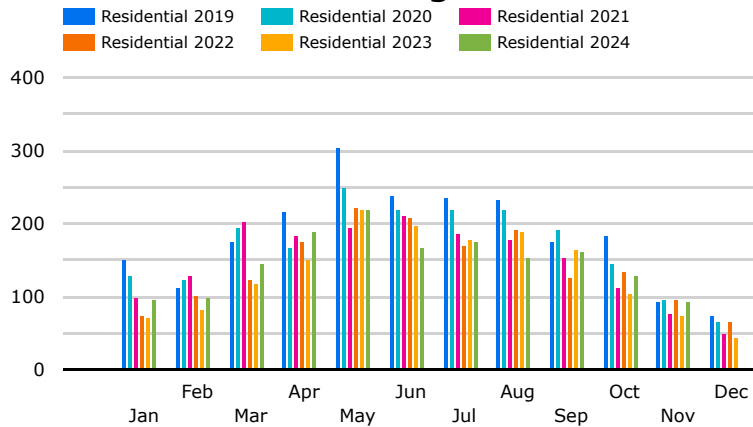
Month: Nov

(1) ▾

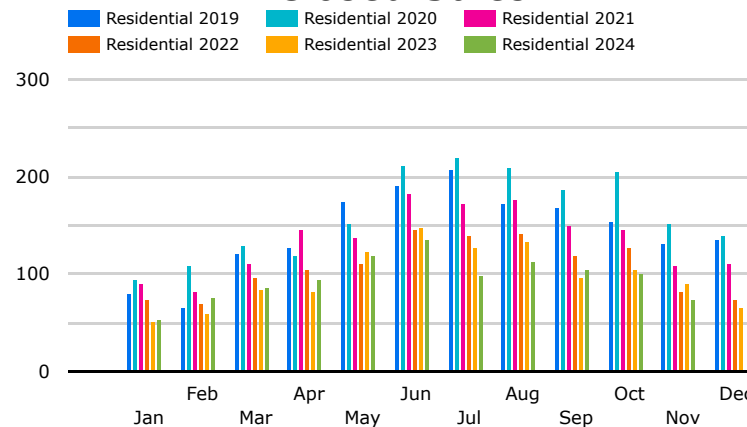
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-------------------------------|-------------------------------|-----------|
| New Listings | Residential 2024 92 | Residential 2023 75 | +/- 17 | Residential YTD 2024 1,589 | Residential YTD 2023 1,571 | +/- 18 |
| Closed Sales | 73 | 90 | -17 | 1,054 | 1,127 | -73 |
| Median Sales Price (\$) | 565.0K | 535.8K | 29,250 | 570.0K | 539.9K | 30,100 |
| Average Sales Price (\$) | 611.4K | 578.5K | 32,877 | 642.8K | 583.4K | 59,321 |
| Average % of Original List Price Received | 94.00% | 95.00% | -1% | 96.00% | 97.00% | -1% |
| Average Days on Market Until Sale | 72 | 70 | 2 | 74 | 77 | -3 |

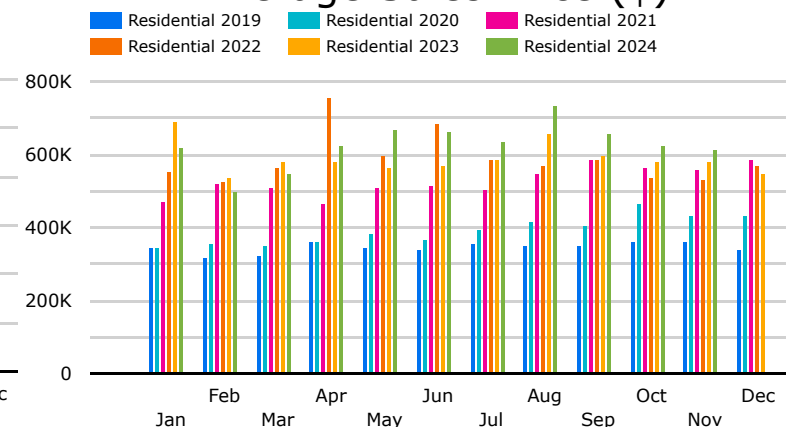
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

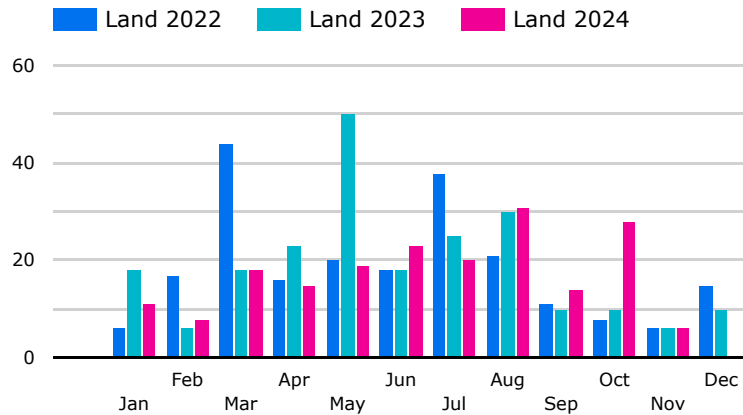
Month: Nov

(1) ▾

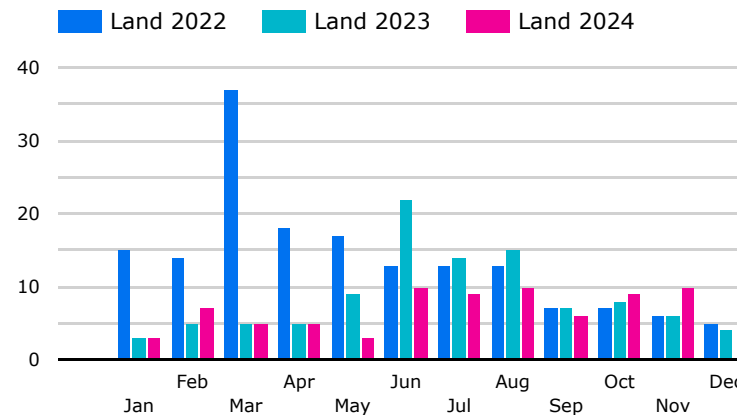
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|----------------|----------------|----------|----------------------|----------------------|-----------|
| New Listings | Land 2024 1 | Land 2023 6 | +/- 0 | Land YTD 2024 192 | Land YTD 2023 216 | +/- 57 |
| Closed Sales | 10 | 6 | 4 | 80 | 99 | -19 |
| Median Sales Price (\$) | 225.0K | 198.0K | 26,950 | 200.0K | 194.0K | -15,000 |
| Average Sales Price (\$) | 348.7K | 239.8K | 108,940 | 325.1K | 270.2K | -83,487 |
| Average % of Original List Price Received | 94.00% | 94.00% | 0% | 91.00% | 94.00% | 0% |
| Average Days on Market Until Sale | 123 | 118 | 5 | 158 | 157 | -13 |

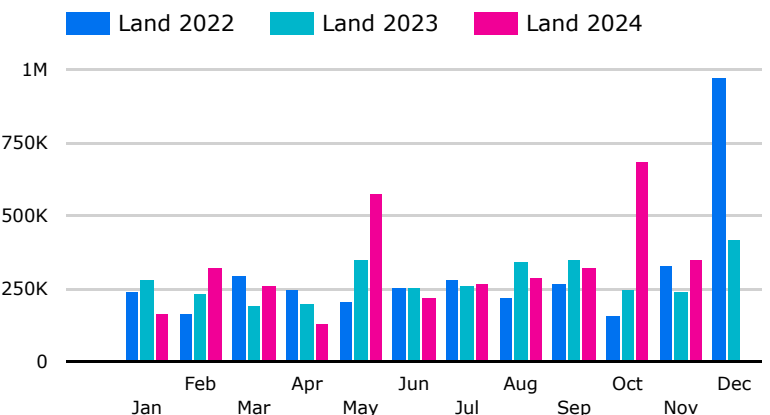
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

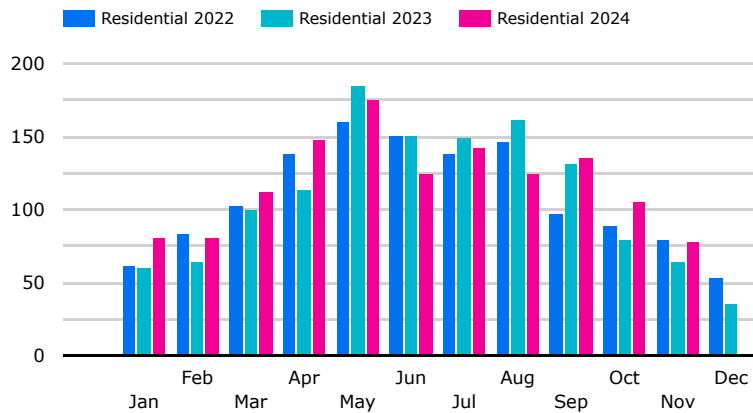
Month: Nov

(1) ▾

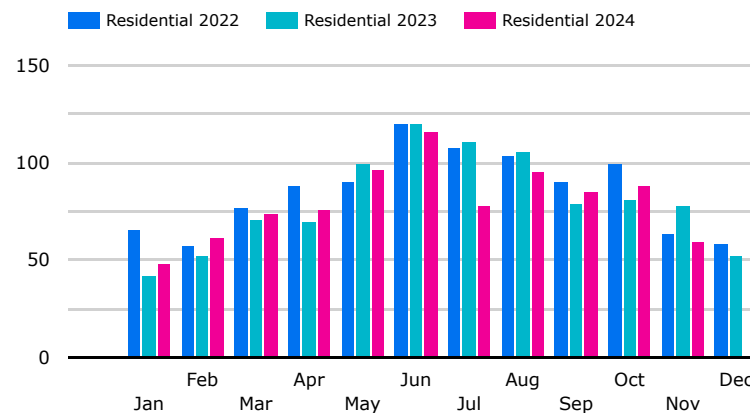
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-------------------------------|-------------------------------|----------|
| New Listings | Residential 2024 78 | Residential 2023 65 | +/- 13 | Residential YTD 2024 1,279 | Residential YTD 2023 1,279 | +/- 0 |
| Closed Sales | 60 | 78 | -18 | 873 | 936 | -63 |
| Median Sales Price (\$) | 543.2K | 539.5K | 3,702 | 565.0K | 535.0K | 30,000 |
| Average Sales Price (\$) | 592.0K | 579.7K | 12,281 | 641.8K | 581.7K | 60,163 |
| Average % of Original List Price Received | 95.00% | 95.00% | 0% | 97.00% | 97.00% | 0% |
| Average Days on Market Until Sale | 62 | 68 | -6 | 69 | 76 | -7 |

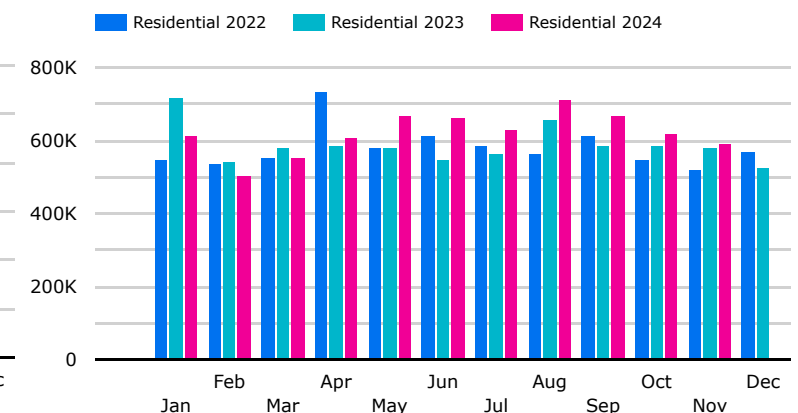
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

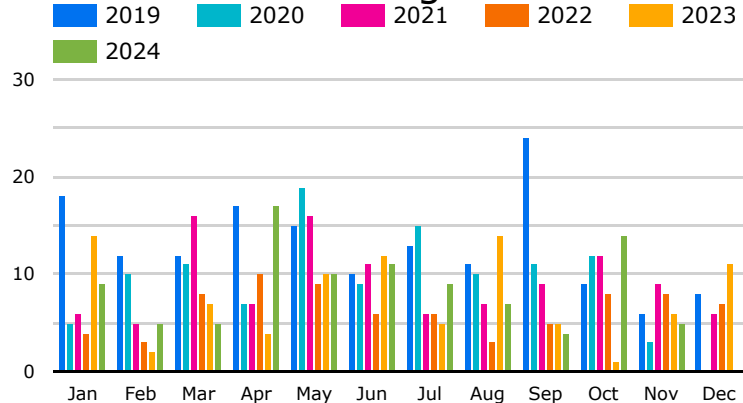
Month: Nov

(1) ▾

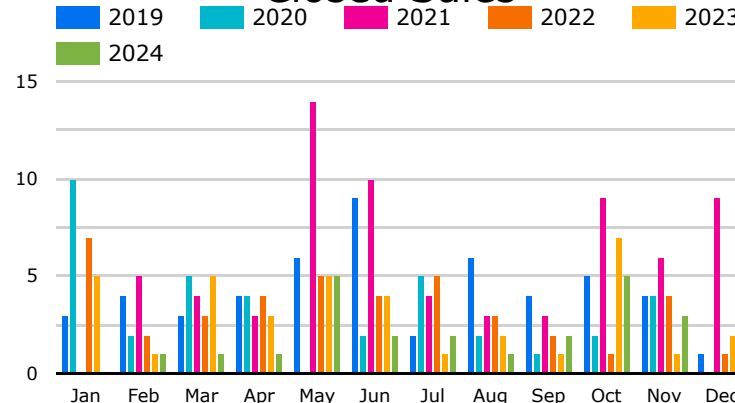
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------|-----------|-----------|----------------|----------------|-----------|
| New Listings | 2024 5 | 2023 6 | +/- -1 | YTD 2024 97 | YTD 2023 77 | +/- 20 |
| Closed Sales | 3 | 1 | 2 | 22 | 35 | -13 |
| Median Sales Price (\$) | 449.0K | 365.0K | -90.0K | 950.0K | 765.0K | 185,000 |
| Average Sales Price (\$) | 1.3M | 365.0K | -887.5K | 1.2M | 1.2M | 11,046 |
| Average % of Original List Price Received | 81.00% | 86.00% | -5% | 91.00% | 86.00% | 5% |
| Average Days on Market Until Sale | 65 | 47 | 18 | 153 | 211 | -58 |

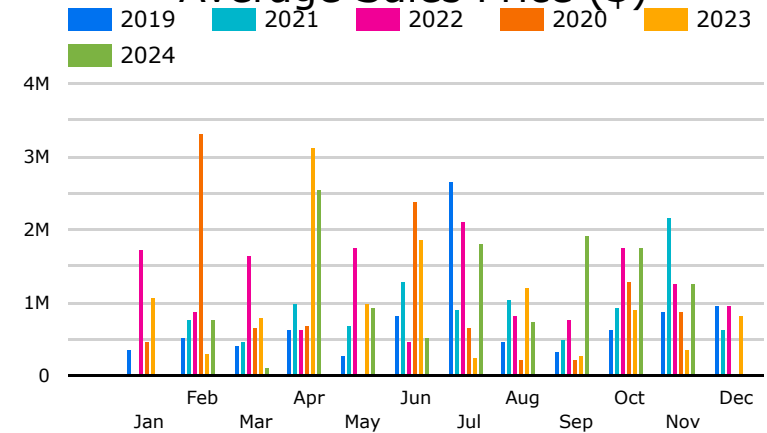
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

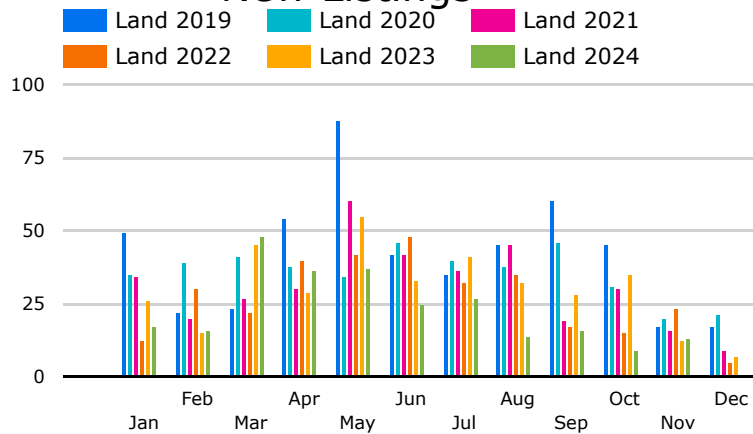
Month: Nov

(1) ▾

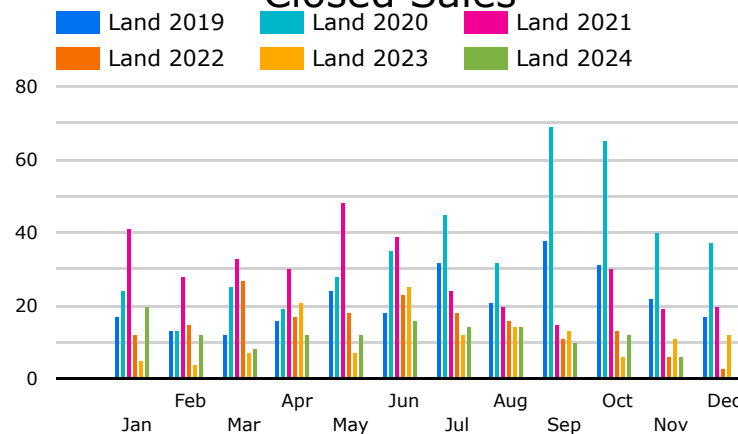
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|----------|----------------------|----------------------|------------|
| New Listings | Land 2024 13 | Land 2023 12 | +/- 1 | Land YTD 2024 260 | Land YTD 2023 348 | +/- -88 |
| Closed Sales | 6 | 11 | -5 | 136 | 135 | 1 |
| Median Sales Price (\$) | 275.0K | 312.5K | -37,500 | 241.3K | 250.0K | -8,750 |
| Average Sales Price (\$) | 287.5K | 436.4K | -148,923 | 319.3K | 371.9K | -52,598 |
| Average % of Original List Price Received | 91.00% | 86.00% | 5% | 90.00% | 92.00% | -2% |
| Average Days on Market Until Sale | 232 | 130 | 102 | 162 | 122 | 40 |

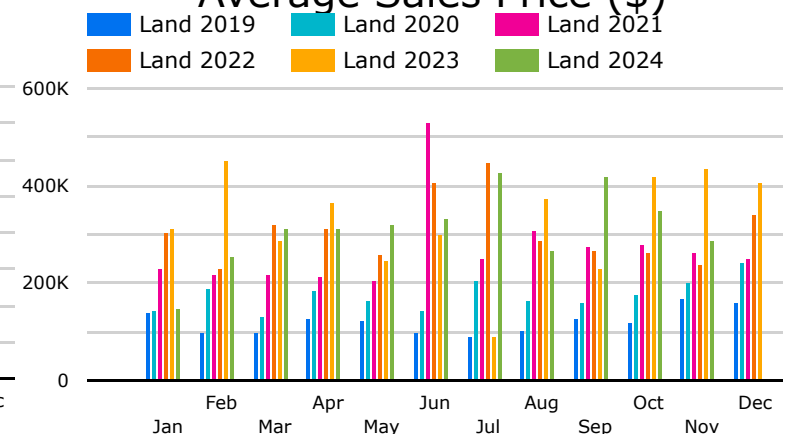
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

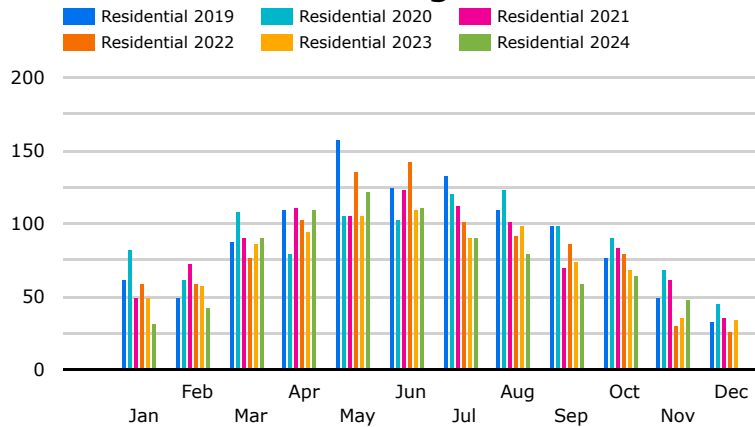
Month: Nov

(1) ▾

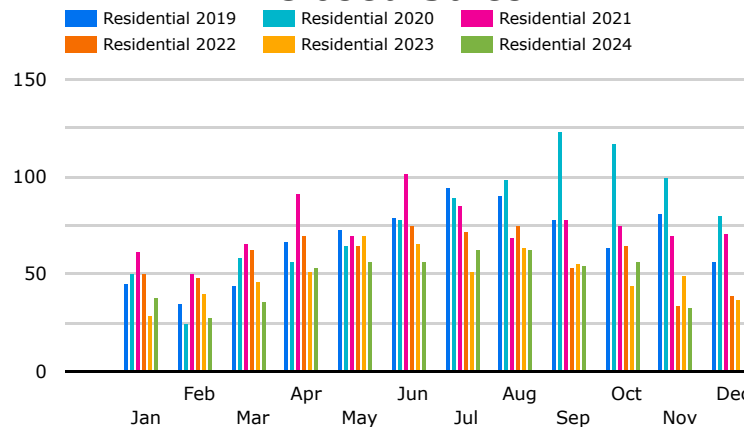
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-----------------------------|-----------------------------|------------|
| New Listings | Residential 2024 48 | Residential 2023 36 | +/- 12 | Residential YTD 2024 849 | Residential YTD 2023 877 | +/- -28 |
| Closed Sales | 33 | 49 | -16 | 542 | 573 | -31 |
| Median Sales Price (\$) | 550.0K | 534.0K | 16,000 | 577.3K | 565.0K | 12,250 |
| Average Sales Price (\$) | 725.1K | 712.9K | 12,203 | 720.8K | 673.4K | 47,355 |
| Average % of Original List Price Received | 94.00% | 90.00% | 4% | 94.00% | 94.00% | 0% |
| Average Days on Market Until Sale | 88 | 113 | -25 | 98 | 95 | 3 |

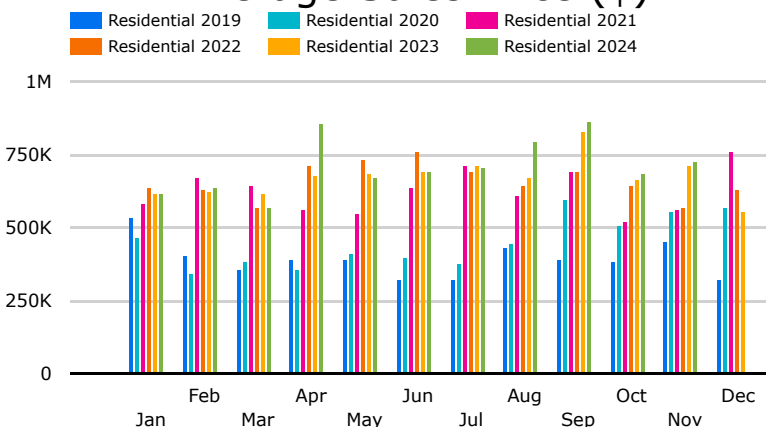
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

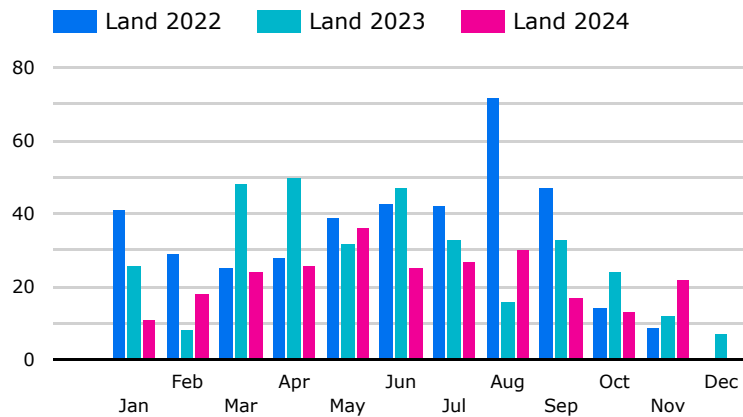
Month: Nov

(1) ▾

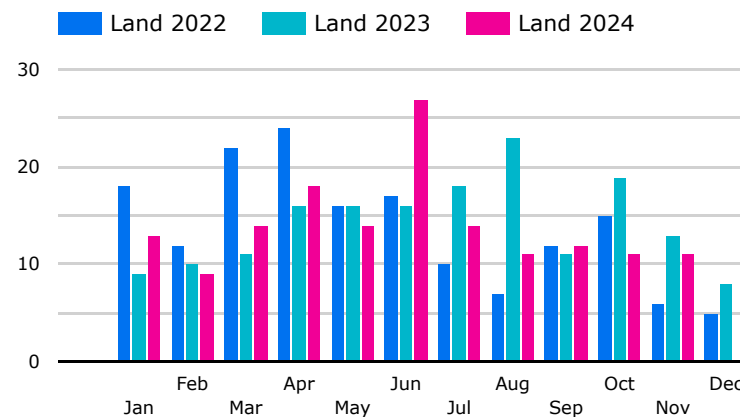
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|-----------|----------------------|----------------------|------------|
| New Listings | Land 2024 22 | Land 2023 12 | +/- 10 | Land YTD 2024 251 | Land YTD 2023 327 | +/- -76 |
| Closed Sales | 11 | 13 | -2 | 154 | 163 | -9 |
| Median Sales Price (\$) | 190.0K | 270.0K | -80,000 | 220.0K | 214.7K | 5,300 |
| Average Sales Price (\$) | 302.3K | 587.2K | -284,890 | 344.5K | 94.0% | 4,862 |
| Average % of Original List Price Received | 97.00% | 84.00% | 13% | 92.00% | 94.00% | -2% |
| Average Days on Market Until Sale | 86 | 185 | -99 | 197 | 199 | -2 |

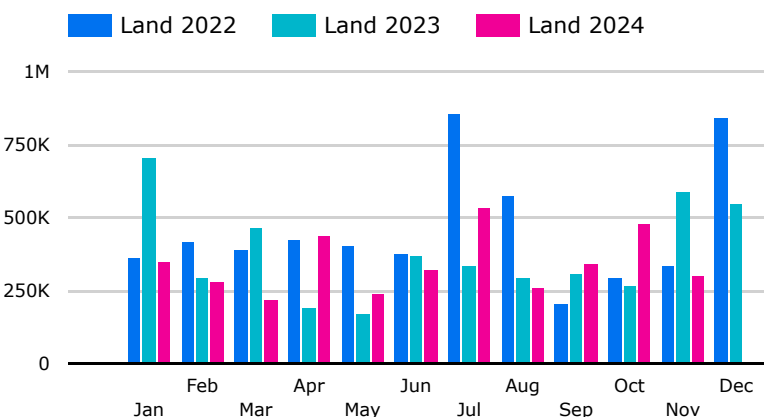
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

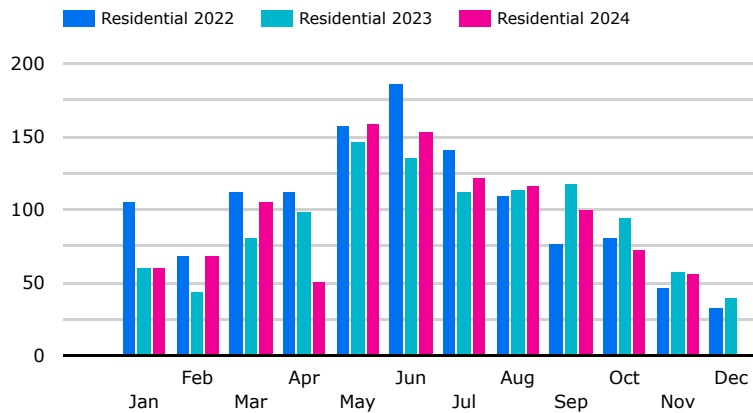
Month: Nov

(1) ▾

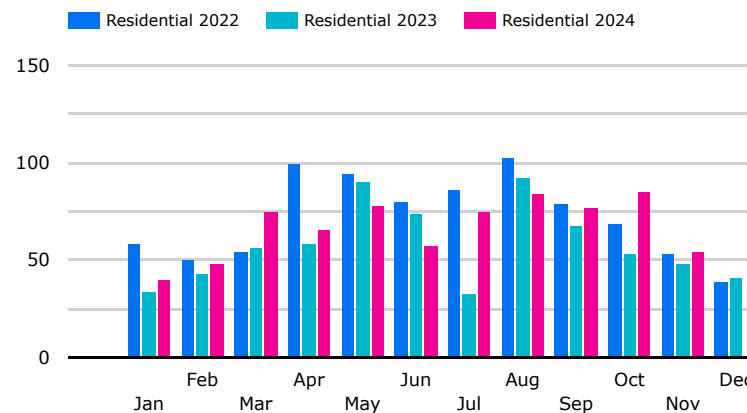
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-------------------------------|-------------------------------|-----------|
| New Listings | Residential 2024 56 | Residential 2023 57 | +/- -1 | Residential YTD 2024 1,144 | Residential YTD 2023 1,065 | +/- 79 |
| Closed Sales | 54 | 48 | 6 | 737 | 705 | 32 |
| Median Sales Price (\$) | 522.8K | 507.5K | 15,250 | 535.0K | 539.0K | -4,000 |
| Average Sales Price (\$) | 652.0K | 588.9K | 63,096 | 636.6K | 622.7K | 13,933 |
| Average % of Original List Price Received | 90.00% | 95.00% | -5% | 95.00% | 95.00% | 0% |
| Average Days on Market Until Sale | 125 | 78 | 47 | 107 | 101 | 6 |

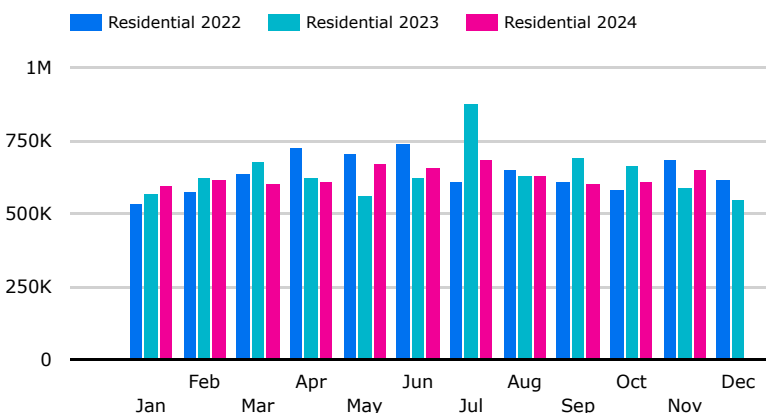
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

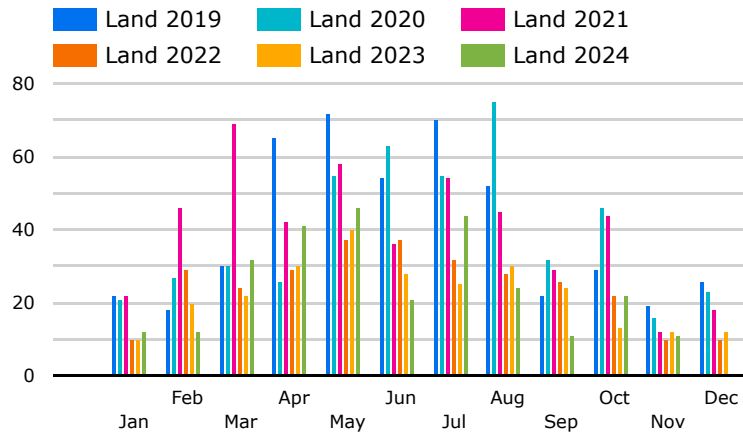
Month: Nov

(1) ▾

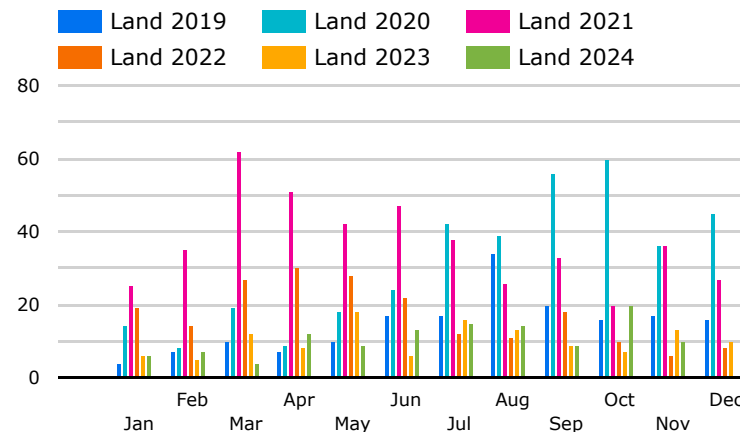
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|-----------|----------------------|----------------------|-----------|
| New Listings | Land 2024 11 | Land 2023 12 | +/- -1 | Land YTD 2024 285 | Land YTD 2023 256 | +/- 29 |
| Closed Sales | 10 | 13 | -3 | 120 | 116 | 4 |
| Median Sales Price (\$) | 170.0K | 229.0K | -59,050 | 194.5K | 182.5K | 12,000 |
| Average Sales Price (\$) | 299.2K | 345.7K | -46,462 | 277.9K | 290.4K | -12,577 |
| Average % of Original List Price Received | 91.00% | 90.00% | 1% | 90.00% | 89.00% | 1% |
| Average Days on Market Until Sale | 124 | 174 | -50 | 152 | 141 | 11 |

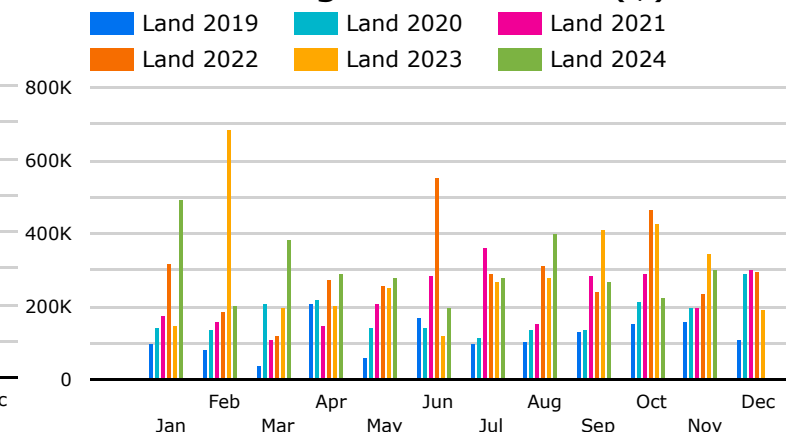
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

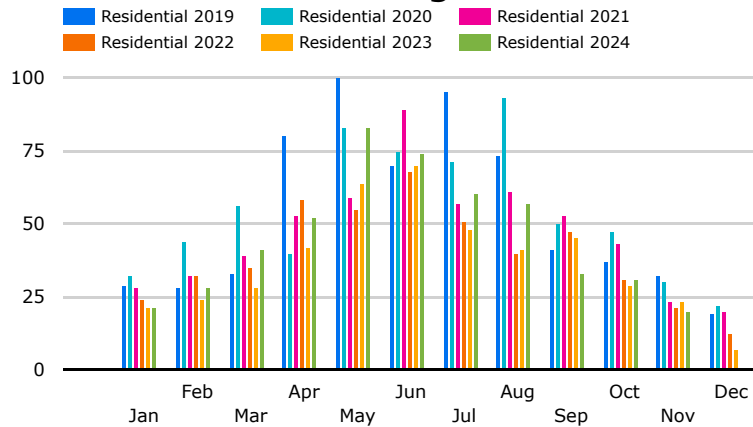
Month: Nov

(1) ▾

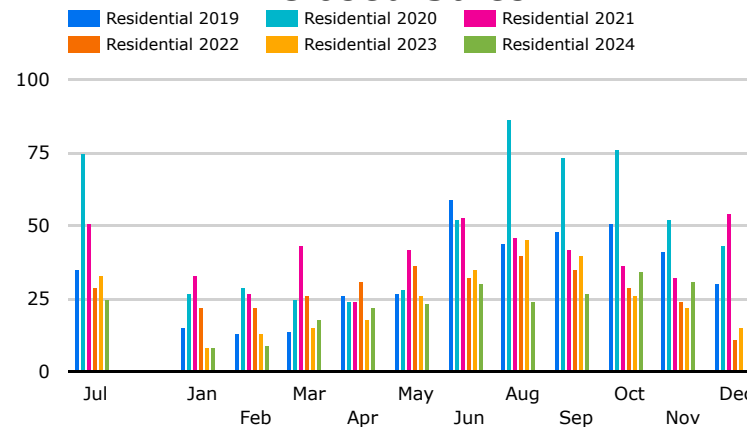
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-----------------------------|-----------------------------|-----------|
| New Listings | Residential 2024 20 | Residential 2023 23 | +/- -3 | Residential YTD 2024 499 | Residential YTD 2023 435 | +/- 64 |
| Closed Sales | 31 | 22 | 9 | 244 | 284 | -40 |
| Median Sales Price (\$) | 615.0K | 614.5K | 500 | 568.0K | 538.8K | 29,250 |
| Average Sales Price (\$) | 659.4K | 843.4K | -183,992 | 793.9K | 786.2K | 7,688 |
| Average % of Original List Price Received | 92.00% | 90.00% | 2% | 91.00% | 93.00% | -2% |
| Average Days on Market Until Sale | 119 | 161 | -42 | 112 | 101 | 11 |

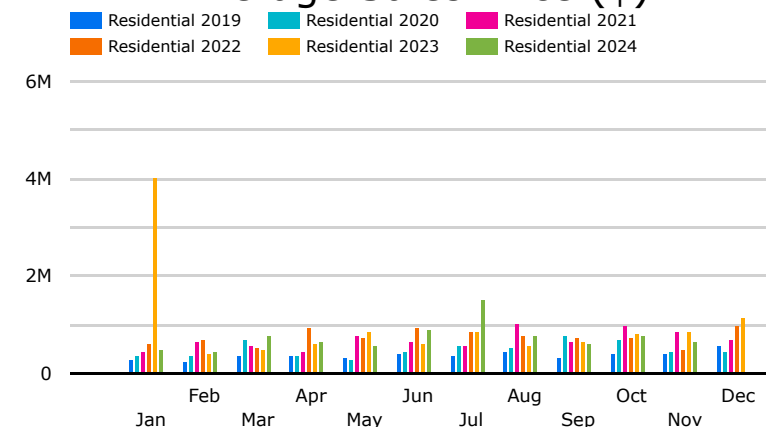
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

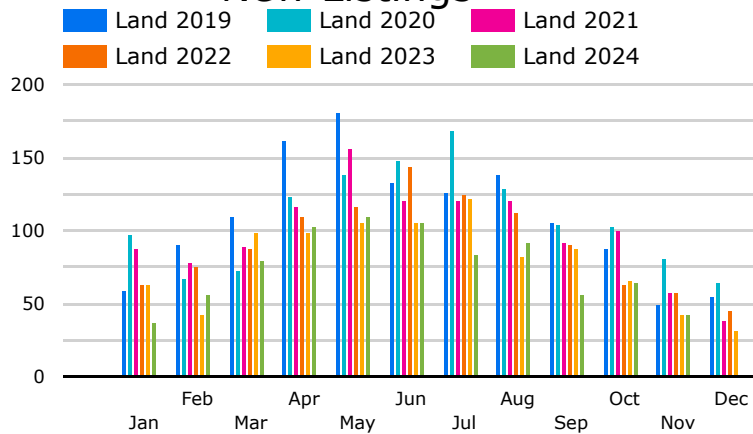
Month: Nov

(1) ▾

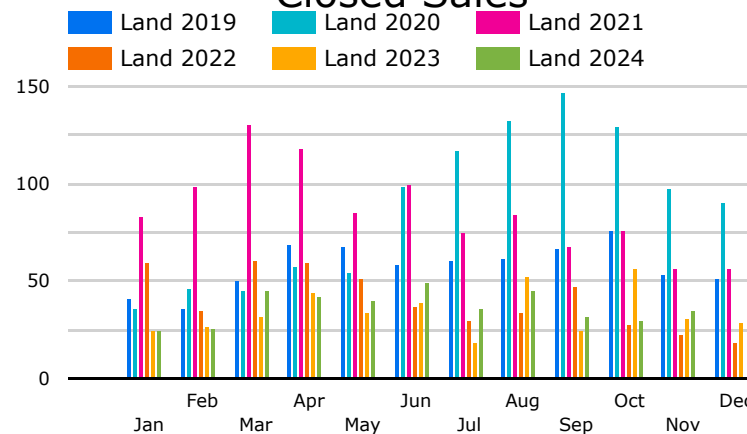
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|-----------|----------------------|----------------------|------------|
| New Listings | Land 2024 42 | Land 2023 43 | +/- -1 | Land YTD 2024 861 | Land YTD 2023 904 | +/- -43 |
| Closed Sales | 35 | 31 | 4 | 406 | 406 | 0 |
| Median Sales Price (\$) | 335.0K | 450.0K | -115,000 | 295.0K | 285.0K | 10,000 |
| Average Sales Price (\$) | 784.9K | 581.1K | 203,838 | 515.4K | 451.1K | 64,288 |
| Average % of Original List Price Received | 93.00% | 84.00% | 9% | 91.00% | 91.00% | 0% |
| Average Days on Market Until Sale | 166 | 215 | -49 | 190 | 174 | 16 |

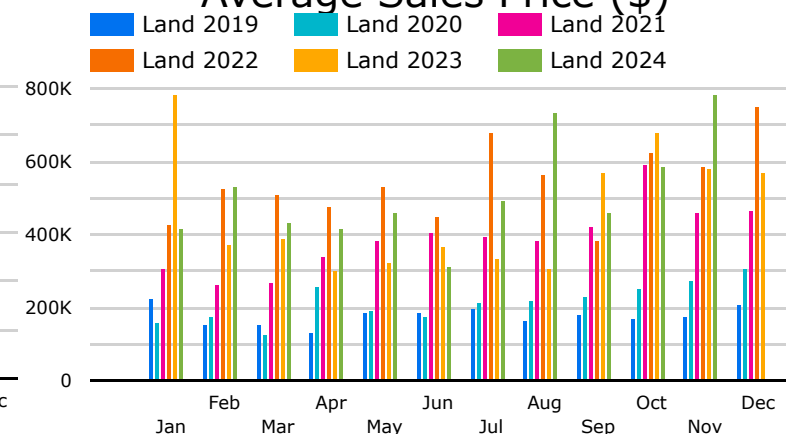
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

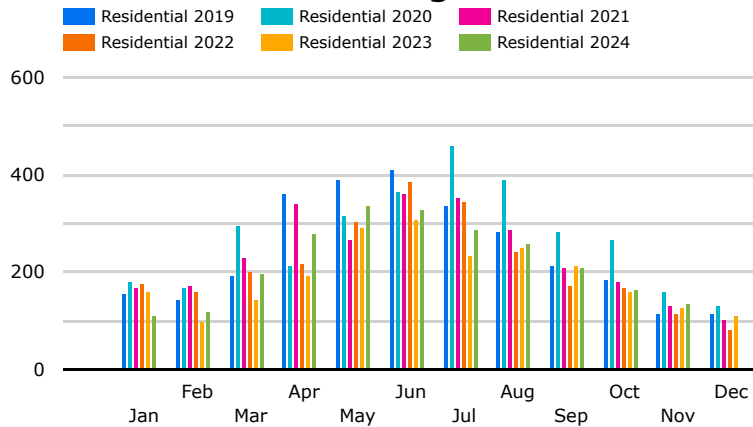
Month: Nov

(1) ▾

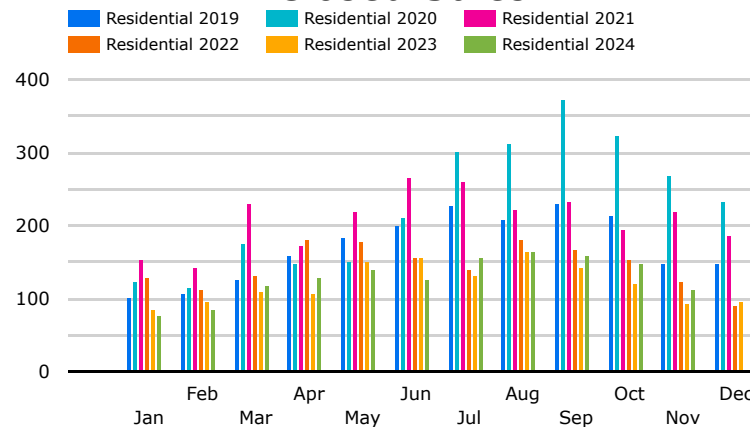
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-------------------------|-------------------------|----------|-------------------------------|-------------------------------|------------|
| New Listings | Residential 2024 134 | Residential 2023 129 | +/- 5 | Residential YTD 2024 2,472 | Residential YTD 2023 2,200 | +/- 272 |
| Closed Sales | 113 | 94 | 19 | 1,417 | 1,385 | 32 |
| Median Sales Price (\$) | 665.0K | 600.5K | 64,500 | 618.0K | 605.0K | 13,000 |
| Average Sales Price (\$) | 1.1M | 792.6K | 342,521 | 901.3K | 827.5K | 73,790 |
| Average % of Original List Price Received | 91.00% | 92.00% | -1% | 91.00% | 93.00% | -2% |
| Average Days on Market Until Sale | 117 | 89 | 28 | 112 | 114 | -2 |

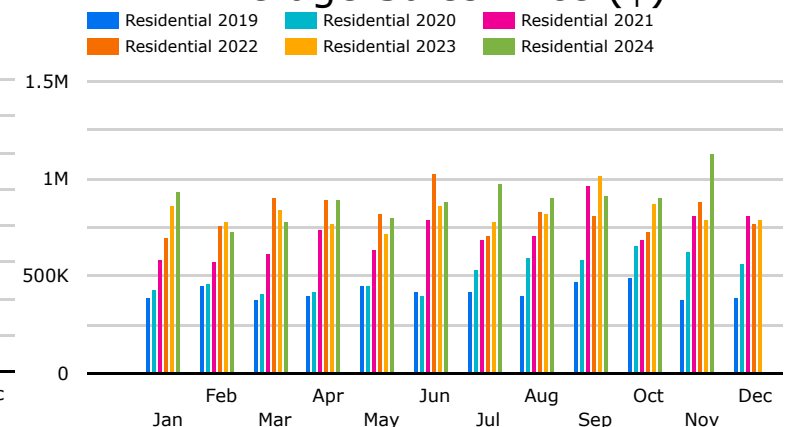
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

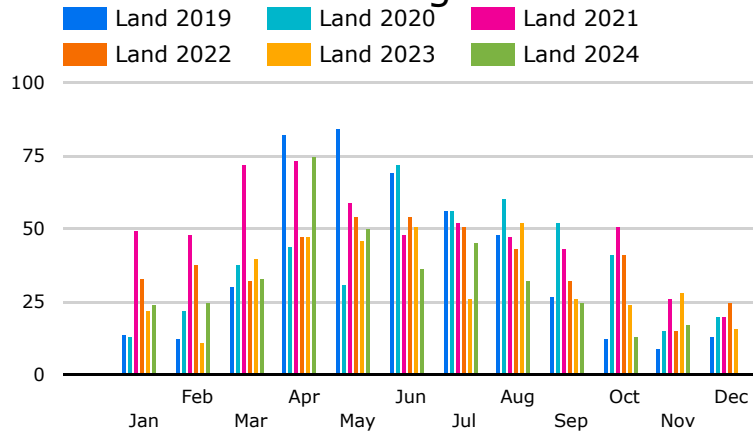
Month: Nov

(1) ▾

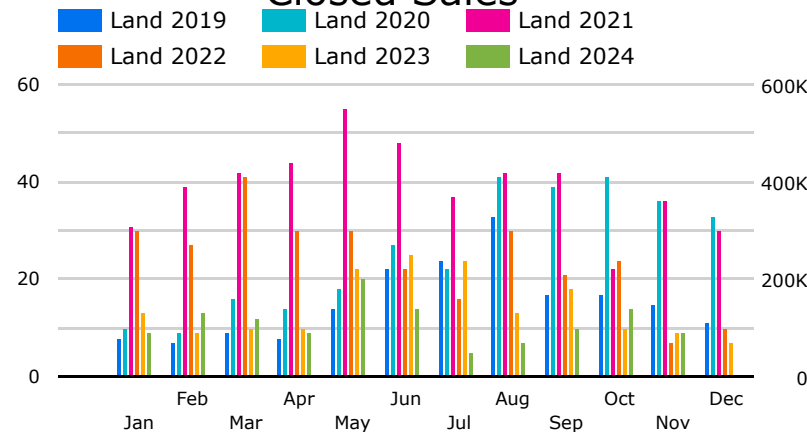
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|-----------------|-----------------|------------|----------------------|----------------------|------------|
| New Listings | Land 2024 17 | Land 2023 28 | +/- -11 | Land YTD 2024 366 | Land YTD 2023 377 | +/- -11 |
| Closed Sales | 9 | 9 | 0 | 122 | 165 | -43 |
| Median Sales Price (\$) | 155.0K | 149.9K | 5,100 | 170.5K | 150.0K | 20,500 |
| Average Sales Price (\$) | 194.8K | 149.9K | 33,321 | 217.4K | 206.5K | 10,898 |
| Average % of Original List Price Received | 88.00% | 87.00% | 1% | 92.00% | 97.00% | -5% |
| Average Days on Market Until Sale | 161 | 116 | 45 | 190 | 182 | 8 |

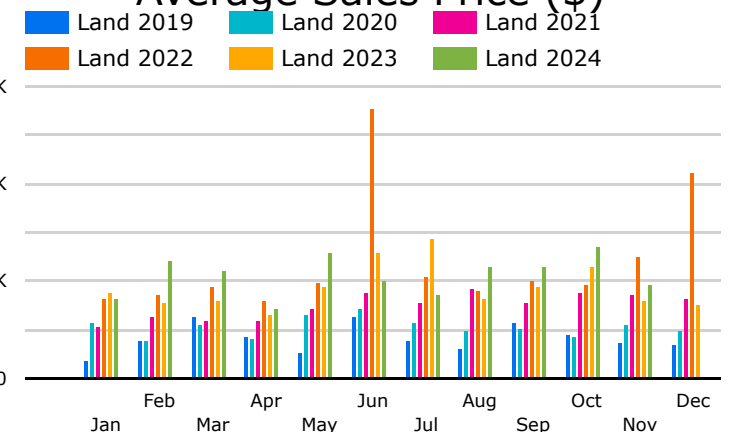
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Residential

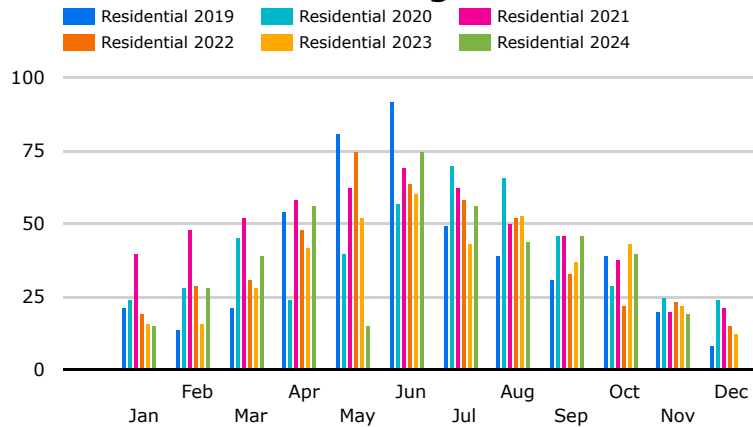
Month: Nov

(1) ▾

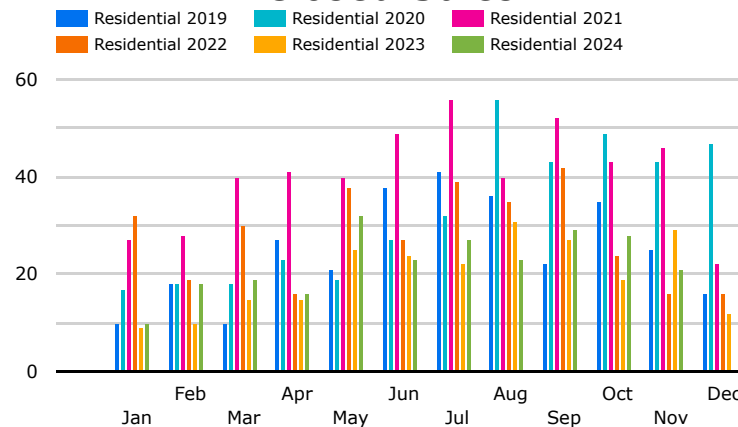
Tip: The best way to understand metrics is to only view one month at a time

| | | | | | | |
|--|------------------------|------------------------|-----------|-----------------------------|-----------------------------|-----------|
| New Listings | Residential 2024 19 | Residential 2023 22 | +/- -3 | Residential YTD 2024 509 | Residential YTD 2023 416 | +/- 93 |
| Closed Sales | 21 | 29 | -8 | 250 | 230 | 20 |
| Median Sales Price (\$) | 460.0K | 299.0K | 161,000 | 414.3K | 345.0K | 69,250 |
| Average Sales Price (\$) | 566.0K | 460.9K | 105,074 | 504.7K | 432.8K | 71,970 |
| Average % of Original List Price Received | 93.00% | 91.00% | 2% | 95.00% | 91.00% | 4% |
| Average Days on Market Until Sale | 105 | 174 | -69 | 125 | 141 | -16 |

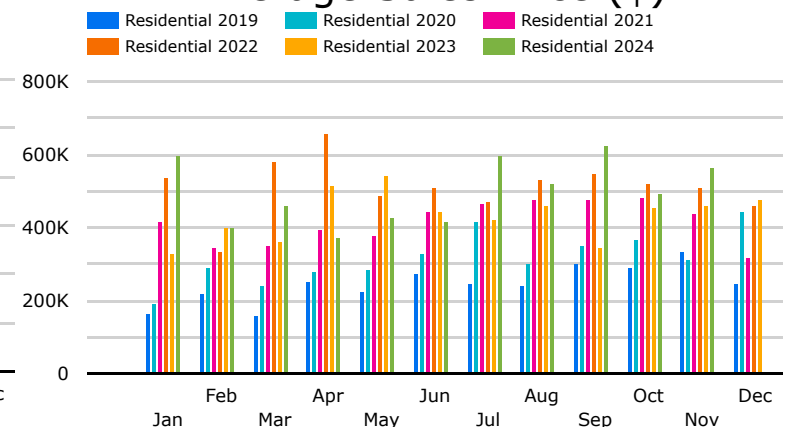
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS