

Local Market Update Missoula County - Land

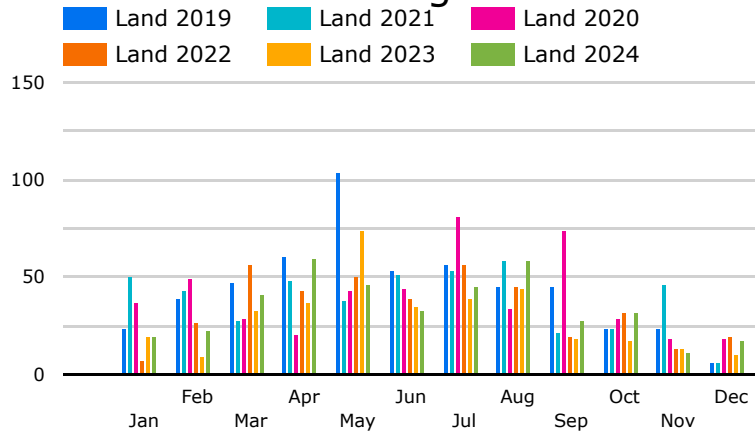
Month: Dec

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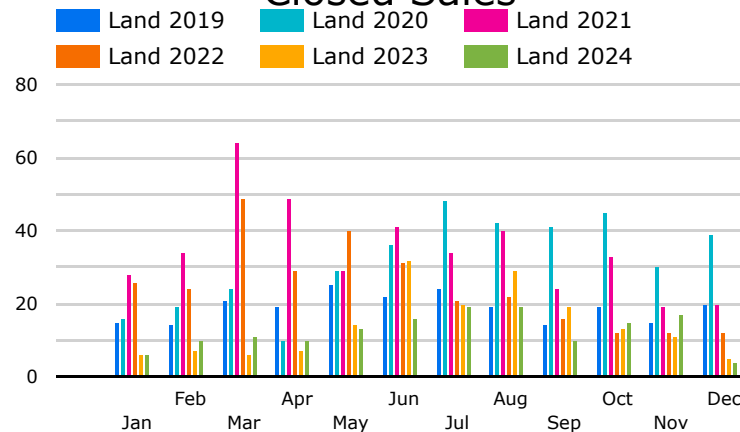
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	17	10	7	413	349	64
Closed Sales	4	5	-1	156	170	-14
Median Sales Price (\$)	150.0K	192.0K	-42,050	185.0K	200.0K	-55.0K
Average Sales Price (\$)	197.5K	392.4K	-194,925	268.0K	354.5K	-86,491
Average % of Original List Price Received	95.00%	92.00%	3%	91.00%	91.00%	0%
Average Days on Market Until Sale	70	168	-98	137	153	-16

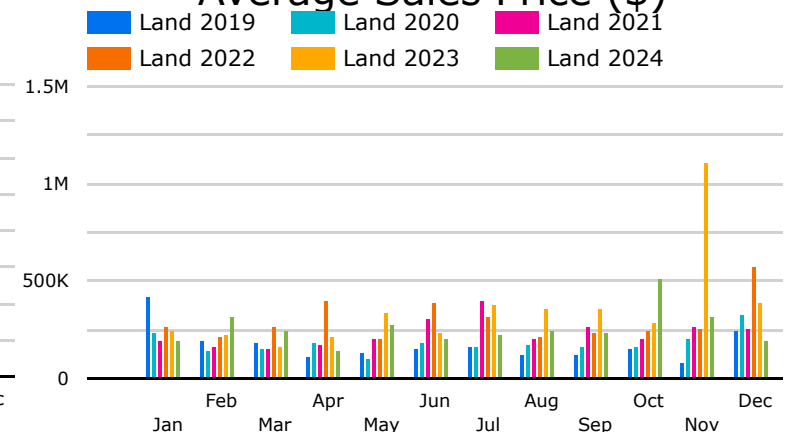
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

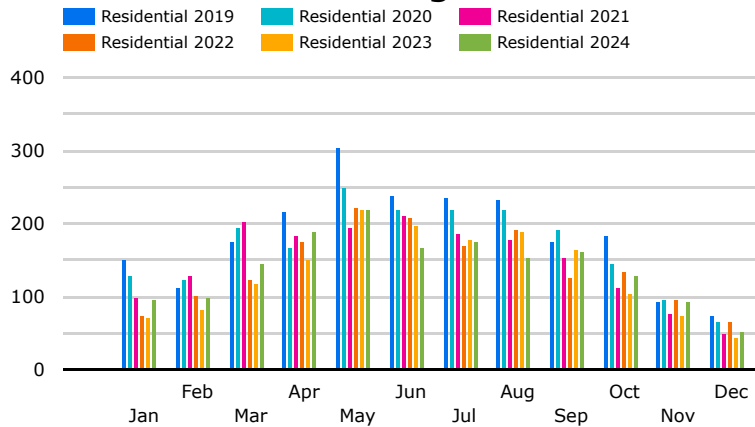
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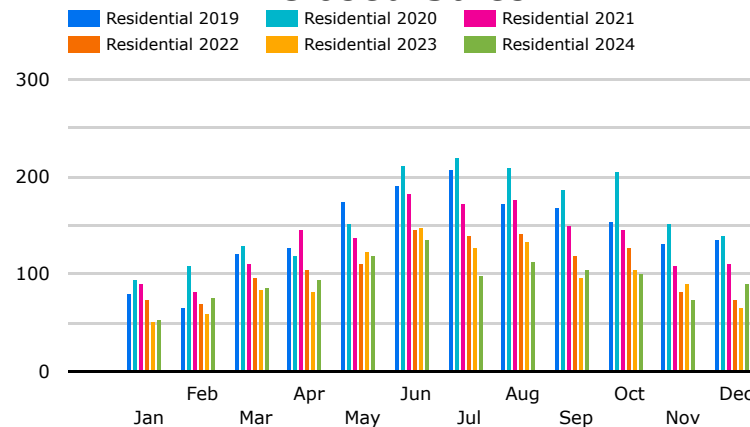
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	53	44	9	1,642	1,616	26
Closed Sales	90	66	24	1,144	1,195	-51
Median Sales Price (\$)	572.3K	498.8K	73,410	570.0K	535.0K	35,000
Average Sales Price (\$)	582.7K	546.0K	36,691	683.0K	581.1K	101,975
Average % of Original List Price Received	94.00%	93.00%	1%	96.00%	96.00%	0%
Average Days on Market Until Sale	92	73	19	75	77	-2

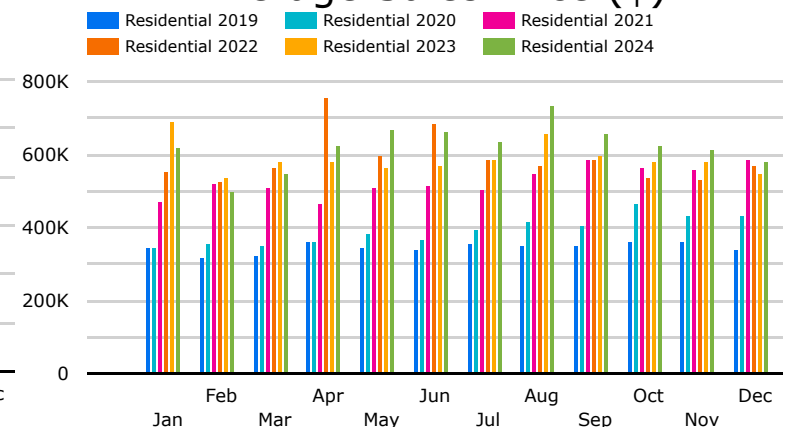
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

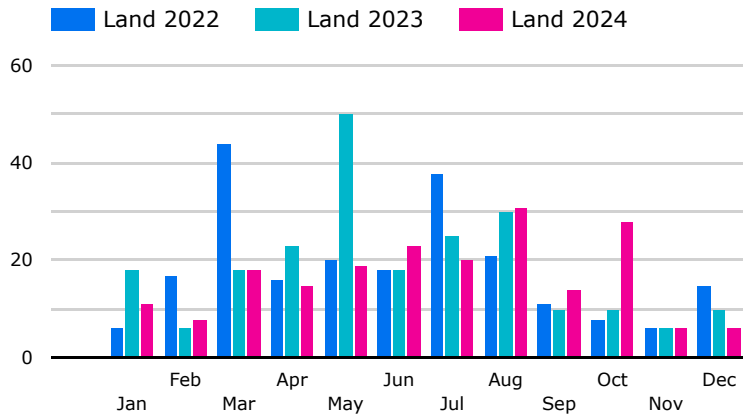
Month: Dec

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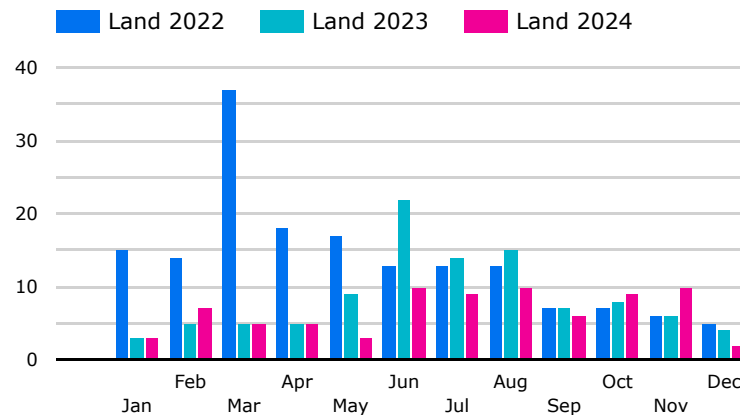
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	1	10	-4	198	226	64
Closed Sales	2	4	-2	82	103	-21
Median Sales Price (\$)	150.0K	171.0K	-21,050	197.5K	192.0K	-15,000
Average Sales Price (\$)	150.0K	418.0K	-268,050	320.8K	275.9K	-86,491
Average % of Original List Price Received	98.00%	90.00%	8%	91.00%	94.00%	0%
Average Days on Market Until Sale	55	210	-155	155	159	-16

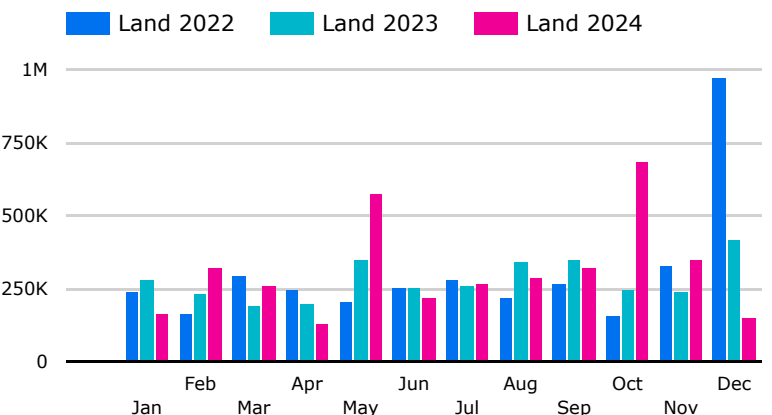
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

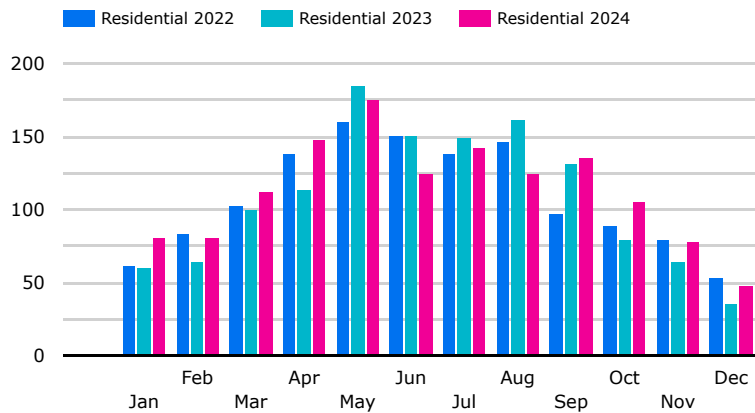
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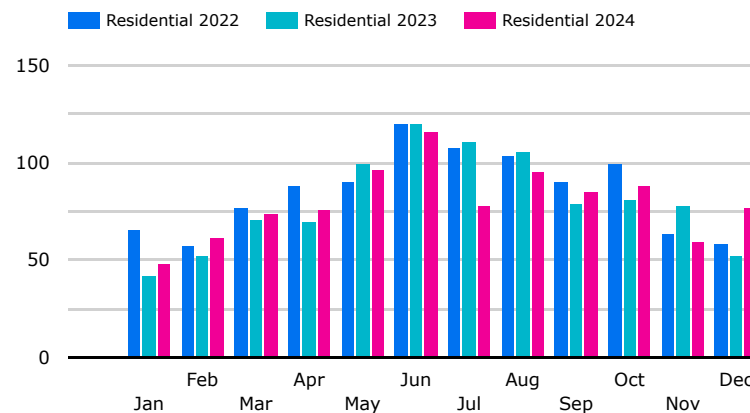
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	48	36	12	1,327	1,316	11
Closed Sales	77	52	25	950	990	-40
Median Sales Price (\$)	556.7K	498.8K	57,905	565.0K	532.5K	32,450
Average Sales Price (\$)	576.6K	526.9K	49,686	636.5K	578.4K	58,122
Average % of Original List Price Received	95.00%	94.00%	1%	97.00%	97.00%	0%
Average Days on Market Until Sale	79	70	9	70	76	-6

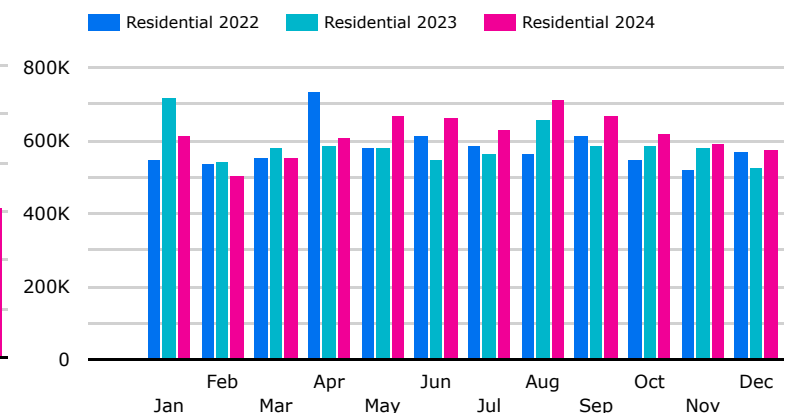
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

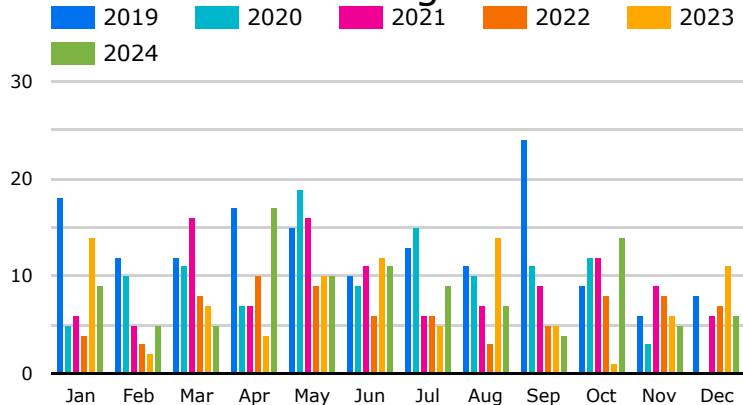
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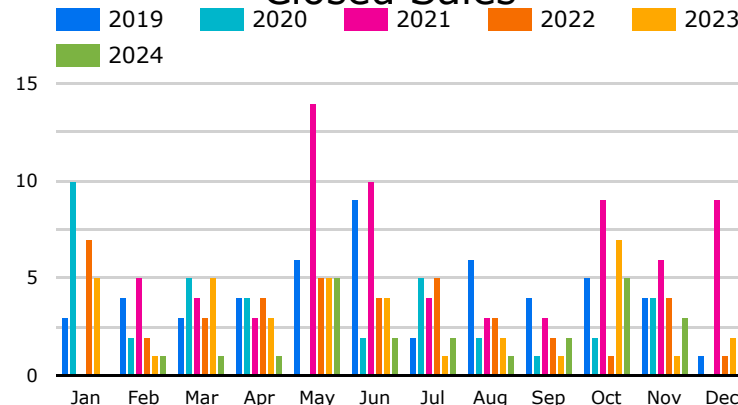
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	2024	2023	+/-	YTD 2024	YTD 2023	+/-
New Listings	6	11	-5	103	88	15
Closed Sales	4	2	2	26	37	-11
Median Sales Price (\$)	1.0M	819.6K	-130.4K	950.0K	765.0K	185,000
Average Sales Price (\$)	1.6M	819.6K	-130.4K	1.2M	1.1M	102,075
Average % of Original List Price Received	96.00%	91.00%	5%	91.00%	86.00%	5%
Average Days on Market Until Sale	73	364	-291	141	220	-79

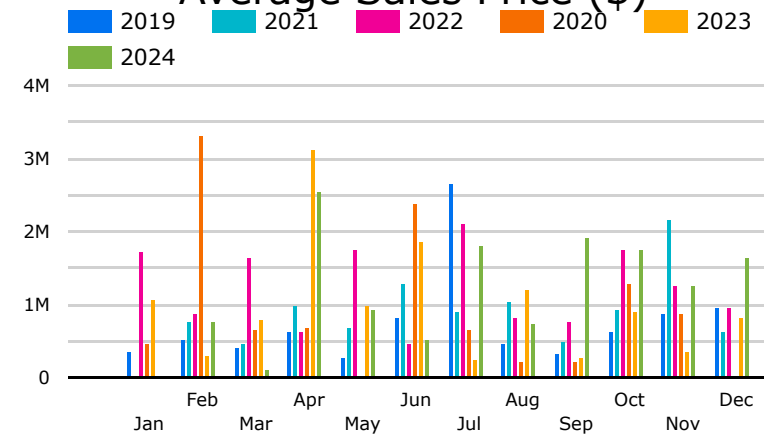
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

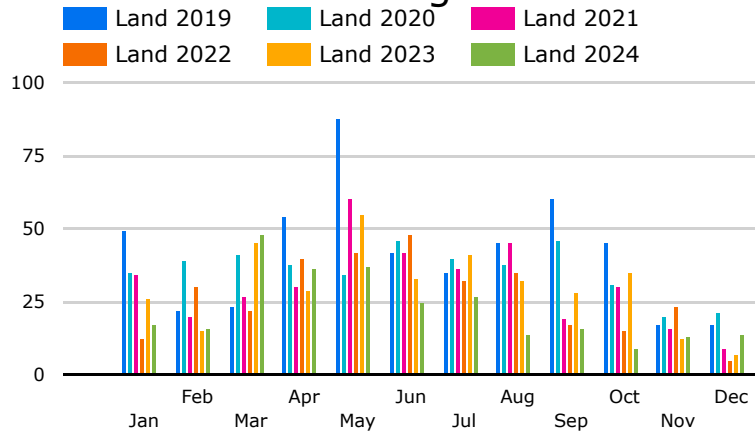
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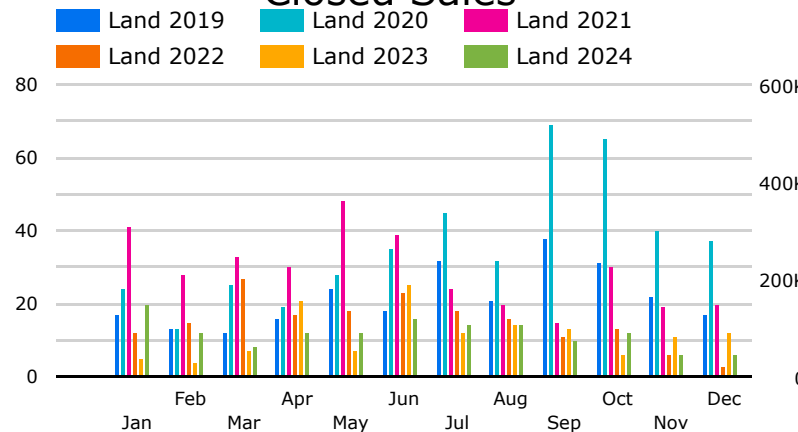
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	14	7	7	273	353	-80
Closed Sales	6	12	-6	142	146	-4
Median Sales Price (\$)	315.0K	250.0K	65,000	246.3K	250.0K	-3,750
Average Sales Price (\$)	307.5K	408.5K	-101,000	318.8K	376.3K	-57,488
Average % of Original List Price Received	88.00%	92.00%	-4%	90.00%	92.00%	-2%
Average Days on Market Until Sale	156	134	22	162	123	39

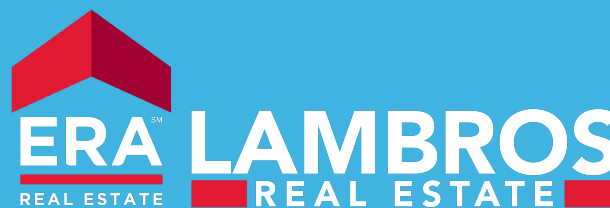
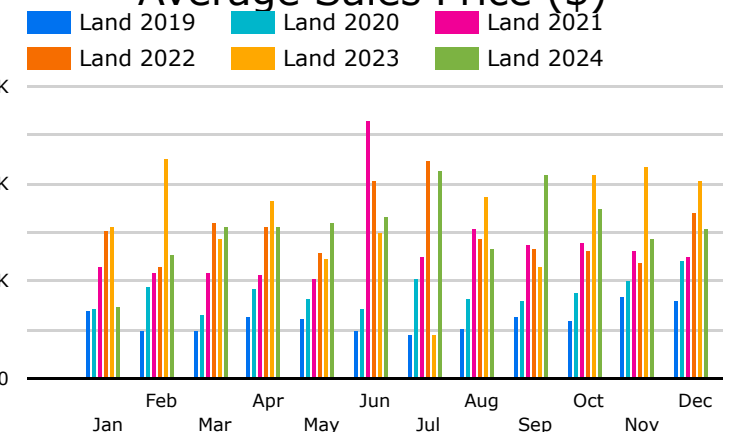
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

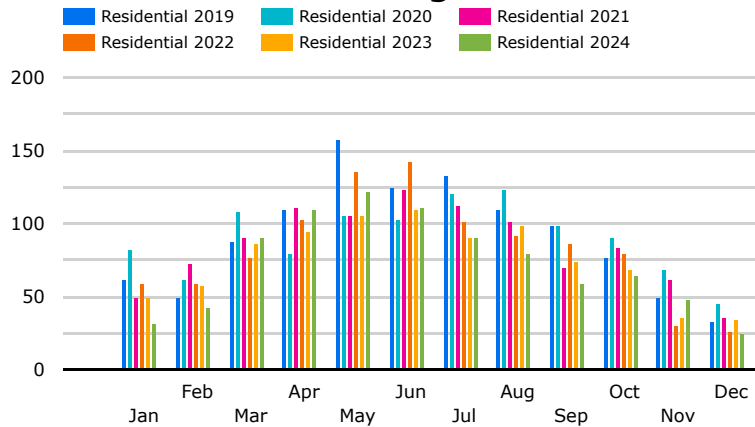
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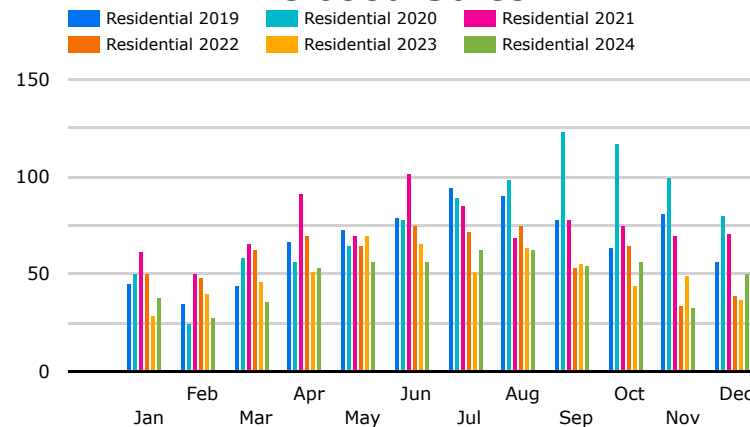
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	24	34	-10	872	909	-37
Closed Sales	50	37	13	592	611	-19
Median Sales Price (\$)	495.0K	485.0K	10,000	572.5K	560.0K	12,500
Average Sales Price (\$)	770.9K	553.2K	217,756	725.0K	666.9K	58,128
Average % of Original List Price Received	92.00%	91.00%	1%	93.00%	93.00%	0%
Average Days on Market Until Sale	118	89	29	100	95	5

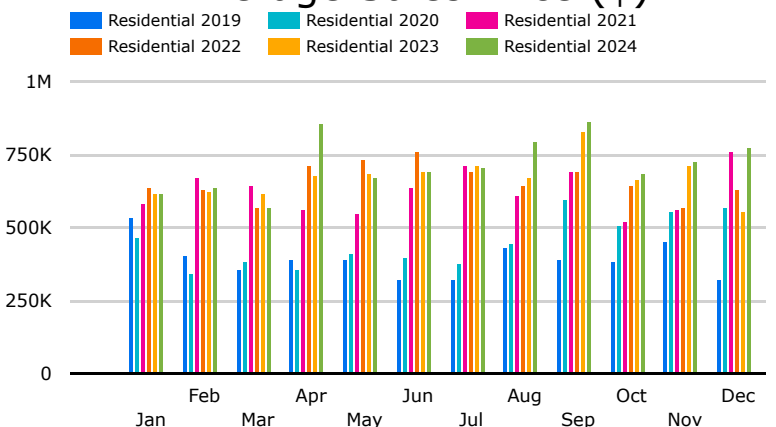
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

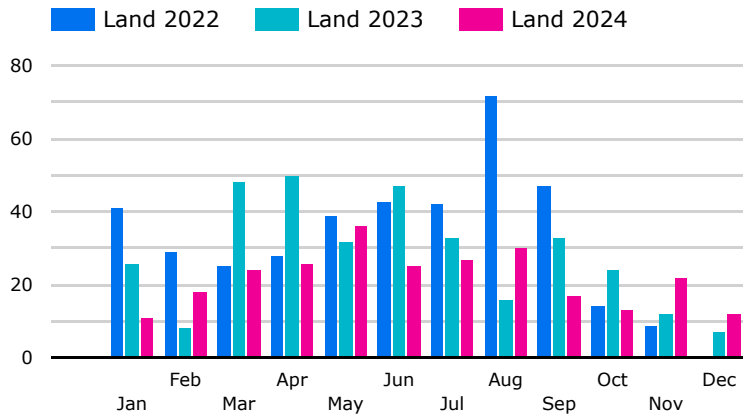
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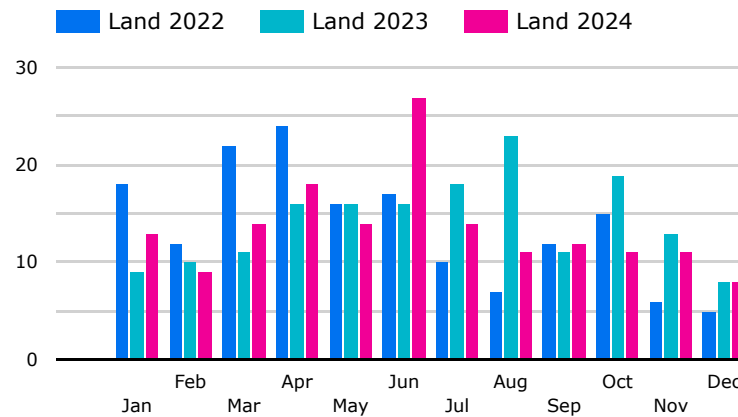
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	12	7	5	263	333	-70
Closed Sales	8	8	0	162	172	-10
Median Sales Price (\$)	362.5K	347.5K	15,000	222.5K	215.0K	7,500
Average Sales Price (\$)	602.9K	546.4K	56,575	357.3K	94.0%	8,849
Average % of Original List Price Received	90.00%	87.00%	3%	92.00%	94.00%	-2%
Average Days on Market Until Sale	163	155	8	195	199	-4

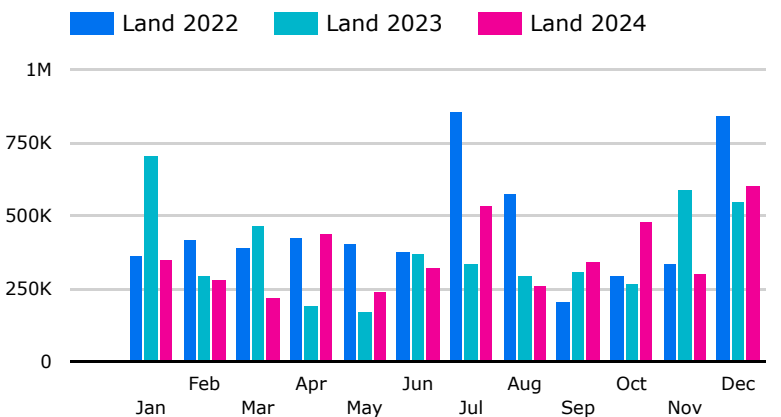
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

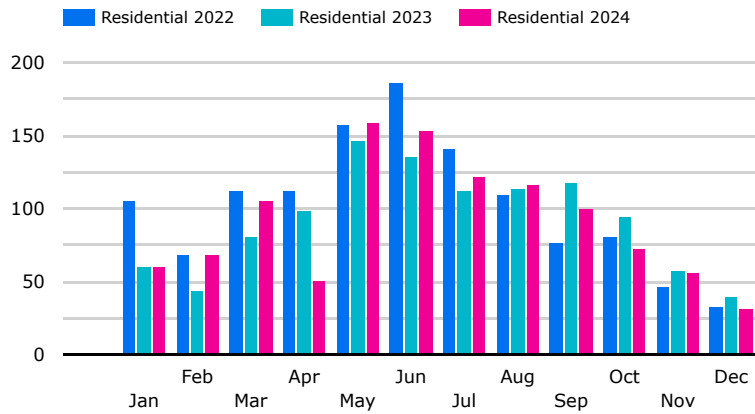
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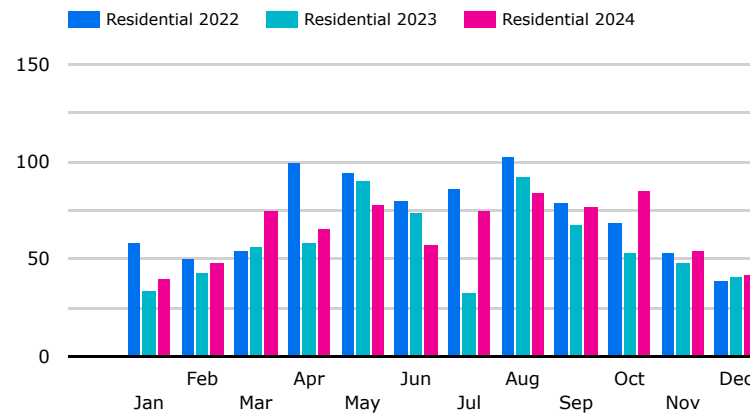
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	31	40	-9	1,175	1,104	71
Closed Sales	42	41	1	779	748	31
Median Sales Price (\$)	532.5K	480.0K	52,500	535.0K	535.0K	0
Average Sales Price (\$)	625.6K	544.7K	80,927	636.0K	618.3K	17,662
Average % of Original List Price Received	90.00%	92.00%	-2%	94.00%	95.00%	-1%
Average Days on Market Until Sale	110	120	-10	107	101	6

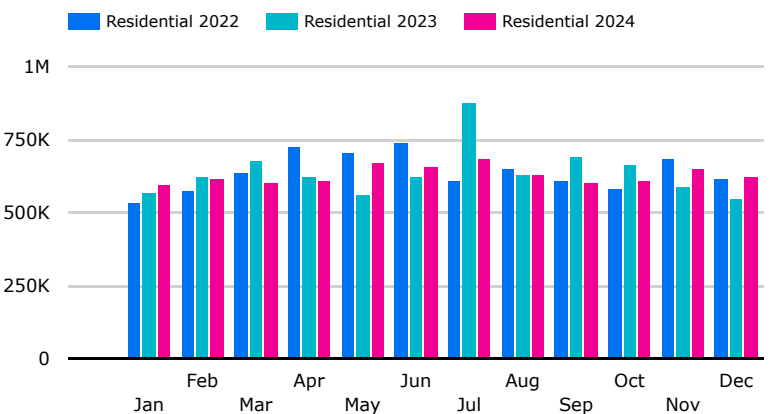
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

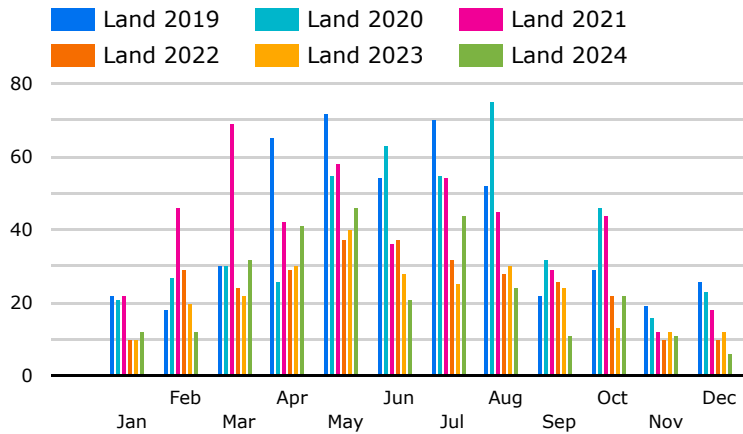
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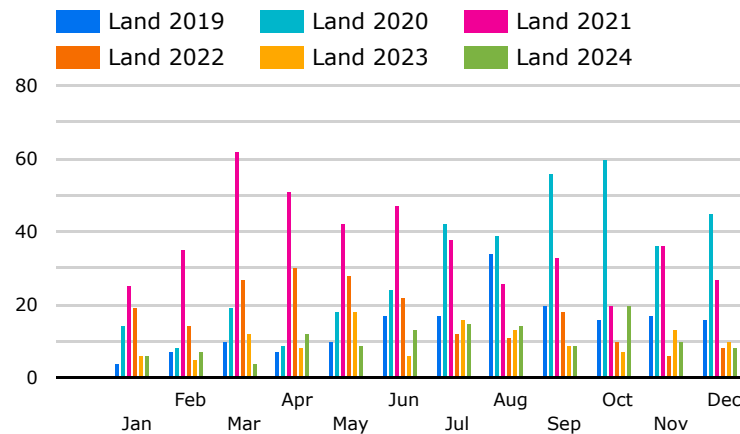
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	6	12	-6	291	267	24
Closed Sales	8	10	-2	128	125	3
Median Sales Price (\$)	167.5K	174.5K	-7,000	190.0K	180.0K	10,000
Average Sales Price (\$)	293.8K	193.8K	99,963	278.9K	273.1K	5,745
Average % of Original List Price Received	79.00%	85.00%	-6%	89.00%	89.00%	0%
Average Days on Market Until Sale	239	180	59	157	144	13

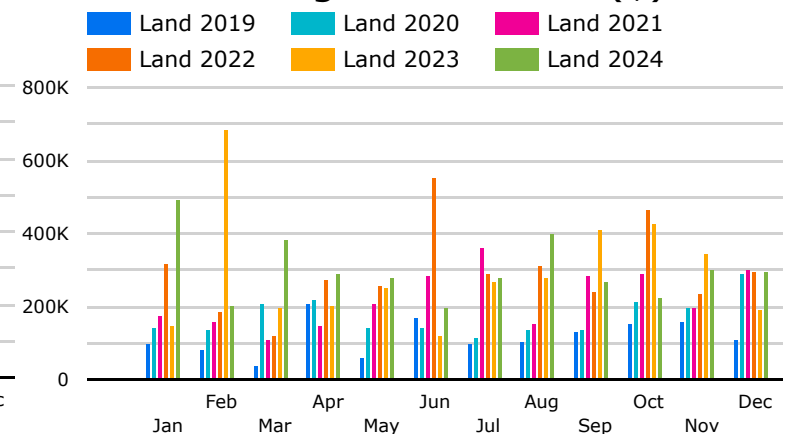
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

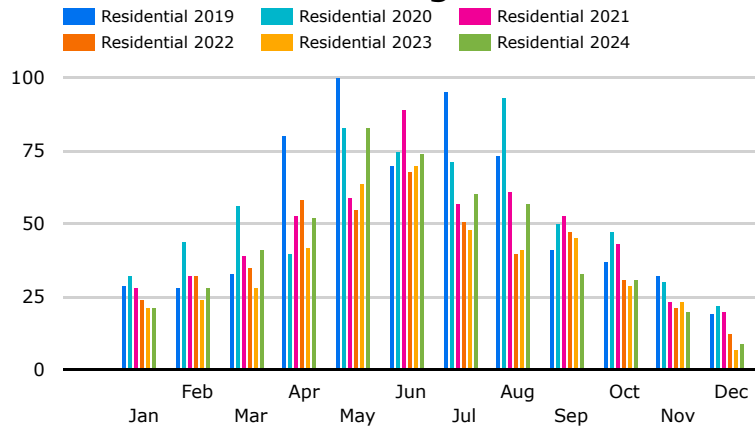
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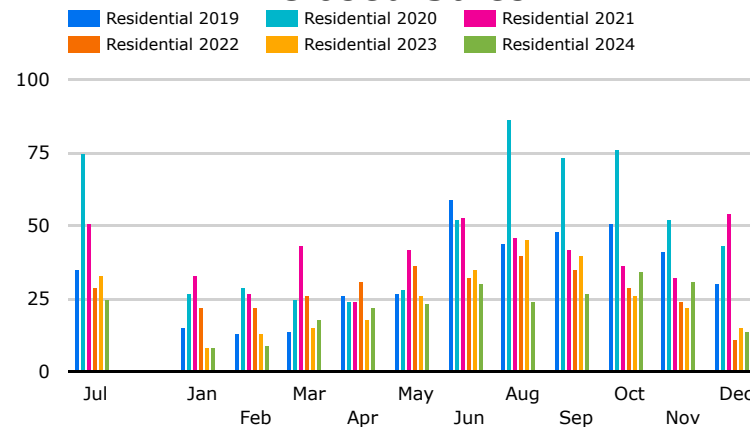
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	9	7	2	507	441	66
Closed Sales	14	15	-1	257	298	-41
Median Sales Price (\$)	580.0K	472.5K	107,500	575.0K	536.8K	38,250
Average Sales Price (\$)	670.9K	1.1M	-472,598	787.7K	803.1K	-15,375
Average % of Original List Price Received	91.00%	90.00%	1%	91.00%	93.00%	-2%
Average Days on Market Until Sale	119	148	-29	113	103	10

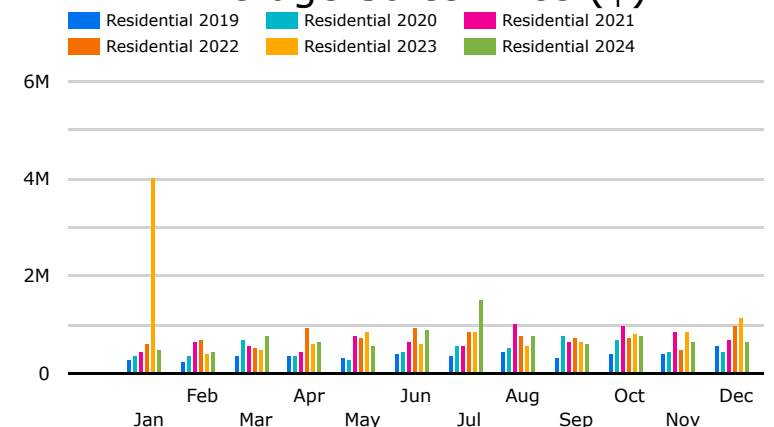
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

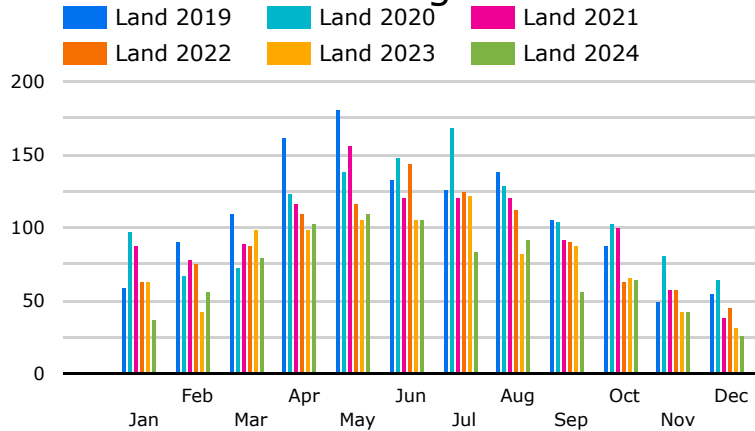
Month: Dec

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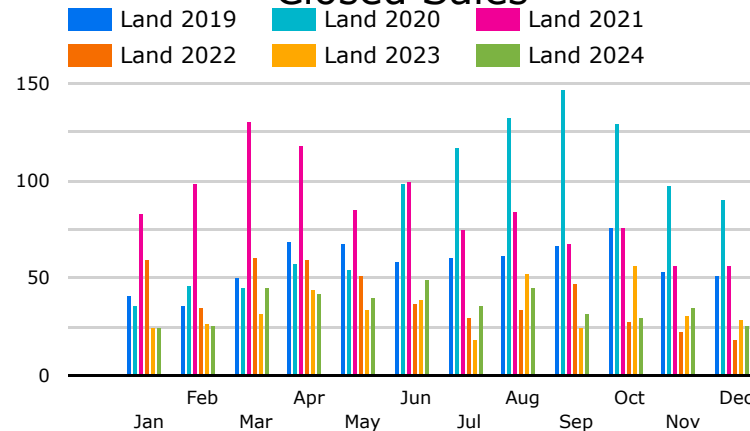
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	26	31	-5	888	933	-45
Closed Sales	26	29	-3	432	436	-4
Median Sales Price (\$)	387.5K	299.0K	88,500	300.0K	285.0K	15,000
Average Sales Price (\$)	627.9K	568.1K	59,799	522.1K	458.3K	63,865
Average % of Original List Price Received	88.00%	88.00%	0%	91.00%	91.00%	0%
Average Days on Market Until Sale	137	239	-102	187	179	8

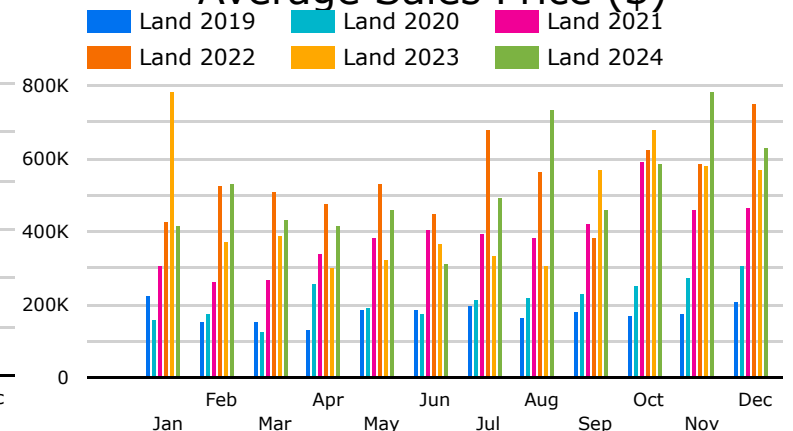
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

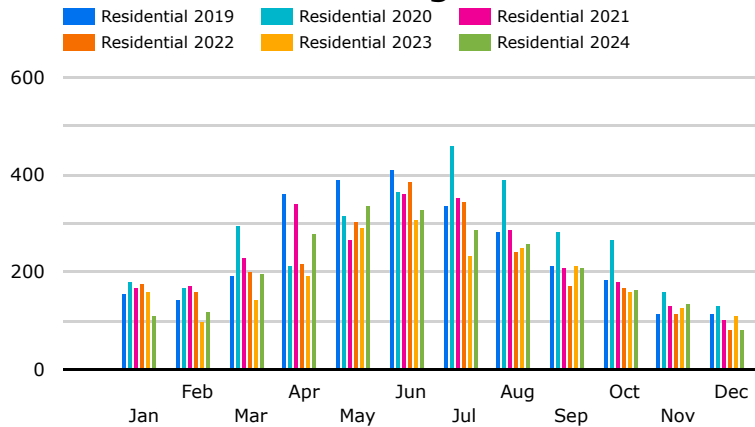
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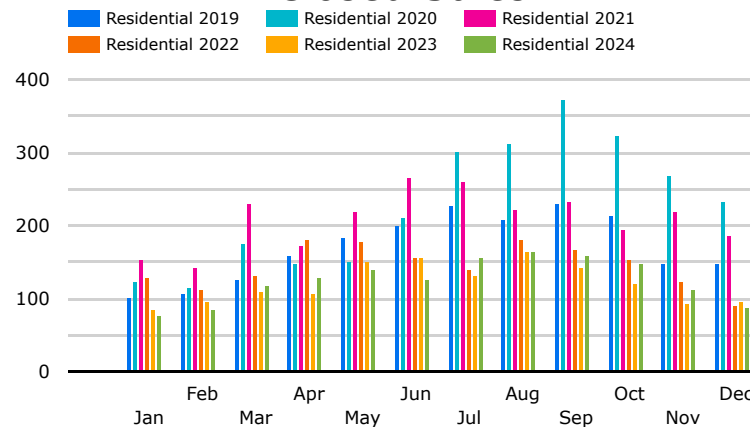
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	82	113	-31	2,553	2,311	242
Closed Sales	89	95	-6	1,506	1,482	24
Median Sales Price (\$)	625.0K	575.0K	50,000	618.5K	600.5K	18,000
Average Sales Price (\$)	760.0K	792.3K	-32,324	893.0K	824.9K	68,029
Average % of Original List Price Received	90.00%	91.00%	-1%	53.00%	93.00%	-40%
Average Days on Market Until Sale	123	116	7	113	114	-1

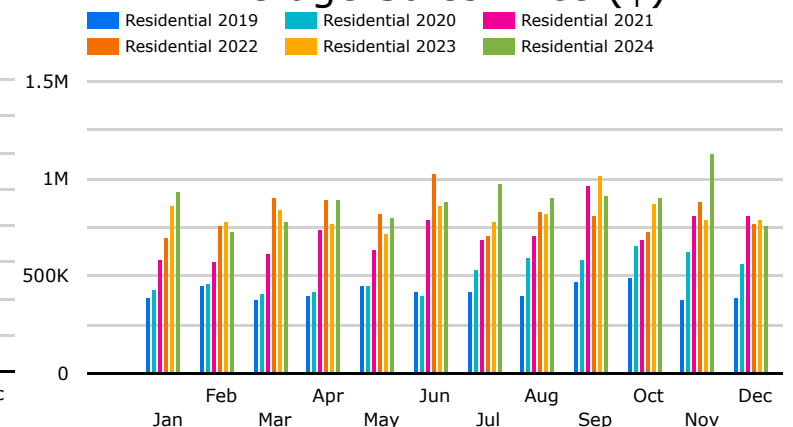
New Listings



Closed Sales



Average Sales Price (\$)



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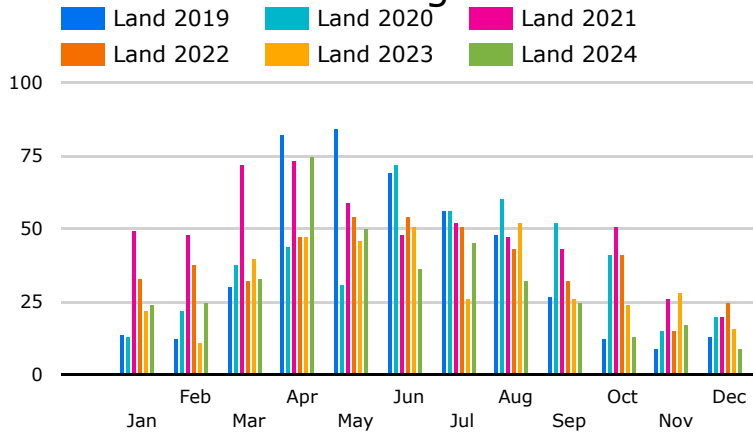
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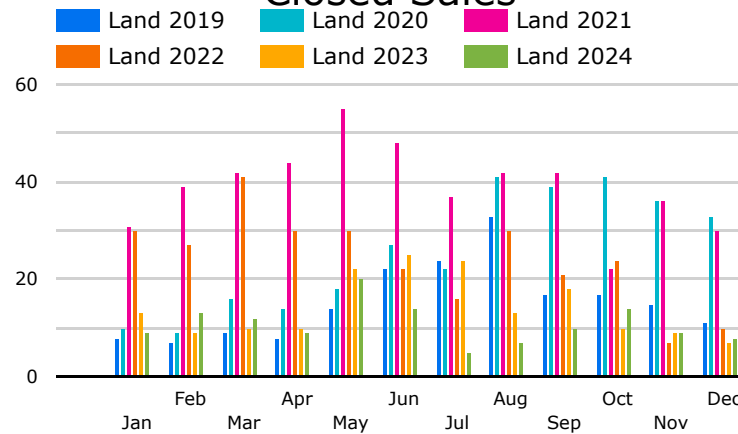
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	Land 2024	Land 2023	+/-	Land YTD 2024	Land YTD 2023	+/-
New Listings	9	16	-7	374	393	-19
Closed Sales	8	7	1	130	172	-42
Median Sales Price (\$)	122.5K	155.0K	-32,500	167.5K	152.5K	15,000
Average Sales Price (\$)	152.2K	155.0K	831	213.4K	204.2K	9,129
Average % of Original List Price Received	89.00%	84.00%	5%	92.00%	96.00%	-4%
Average Days on Market Until Sale	205	116	89	191	180	11

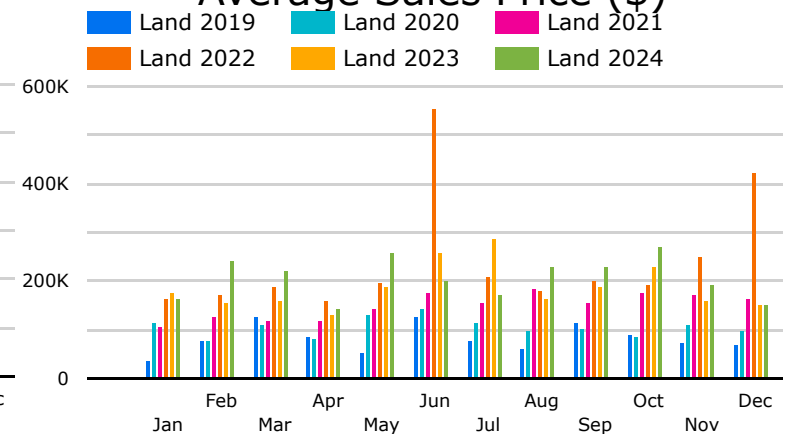
New Listings



Closed Sales



Average Sales Price (\$)



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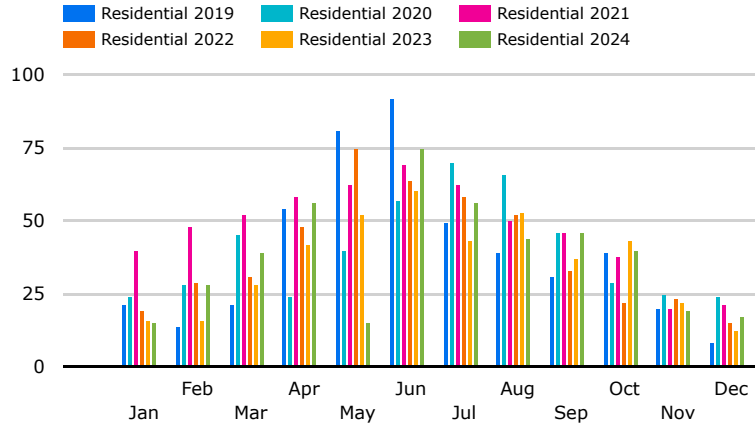
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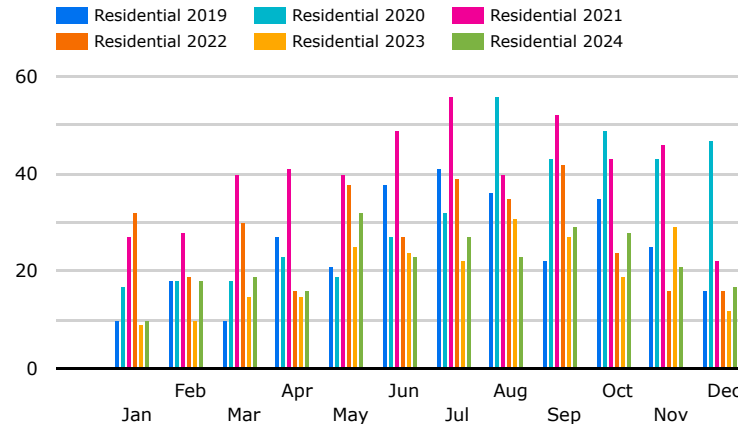
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	Residential 2024	Residential 2023	+/-	Residential YTD 2024	Residential YTD 2023	+/-
New Listings	17	12	5	526	429	97
Closed Sales	17	12	5	267	243	24
Median Sales Price (\$)	310.0K	348.8K	-38,750	400.0K	345.0K	55,000
Average Sales Price (\$)	424.7K	475.1K	-50,396	499.6K	434.7K	64,919
Average % of Original List Price Received	93.00%	93.00%	0%	95.00%	91.00%	4%
Average Days on Market Until Sale	109	86	23	124	114	10

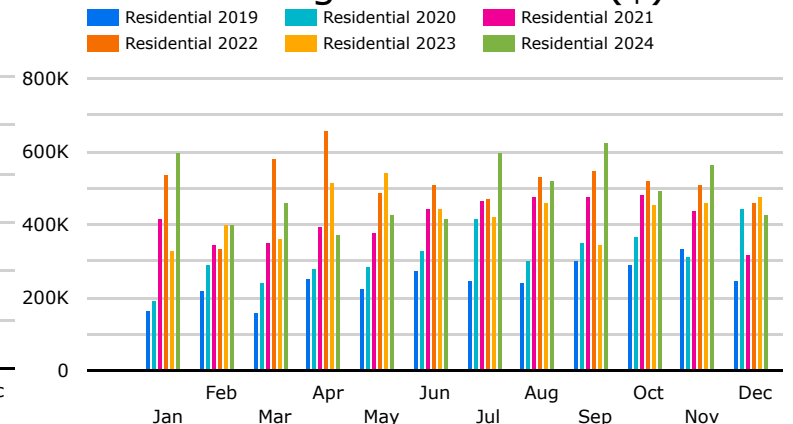
New Listings



Closed Sales



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