

Local Market Update Missoula County - Land

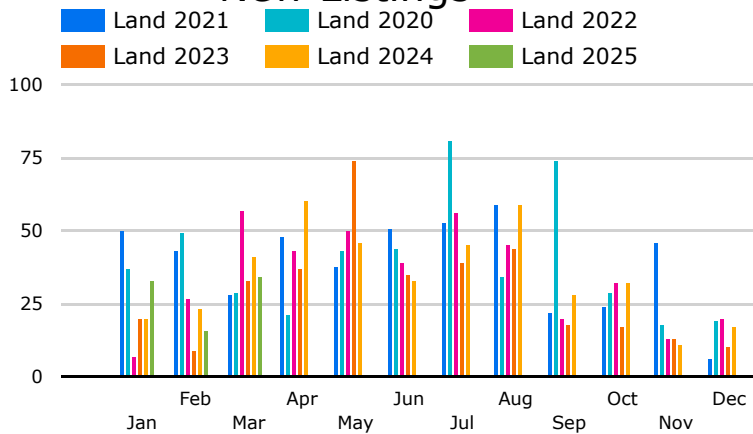
Month: Mar

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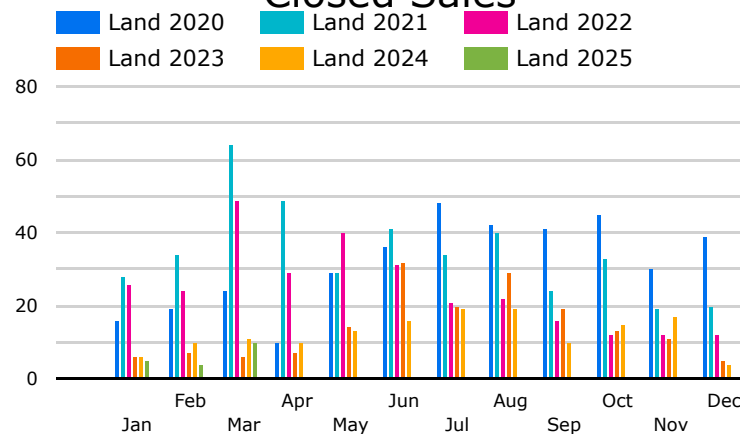
Tip: The best way to understand metrics is to only view one month at a time

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	41	34	-7	84	83	-1
Closed Sales	11	10	-1	27	19	-8
Median Sales Price (\$)	182.5K	206.3K	23,750	235.0K	222.5K	-12.5K
Average Sales Price (\$)	248.8K	445.7K	196,921	261.6K	407.2K	145,575
Average % of Original List Price Received	92.00%	96.00%	4%	90.00%	92.00%	2%
Average Days on Market Until Sale	164	87	-77	164	159	-5

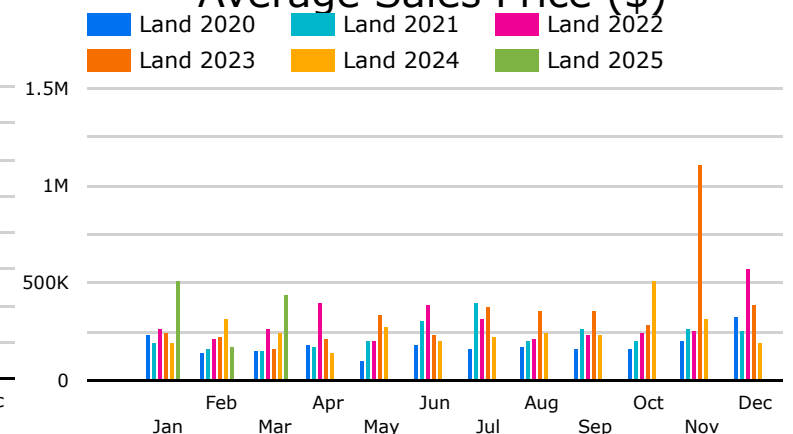
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

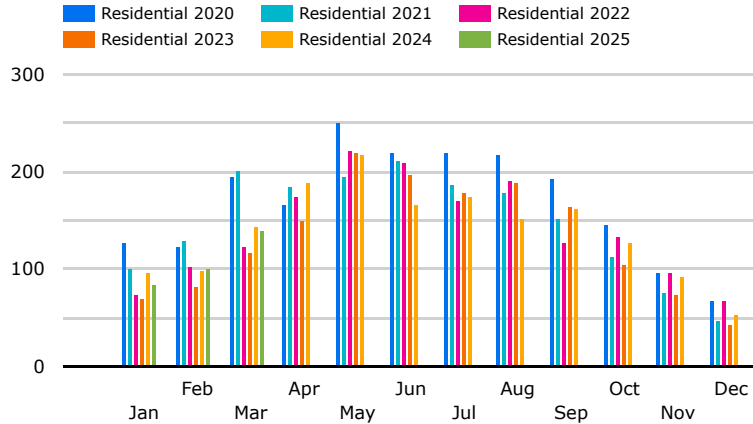
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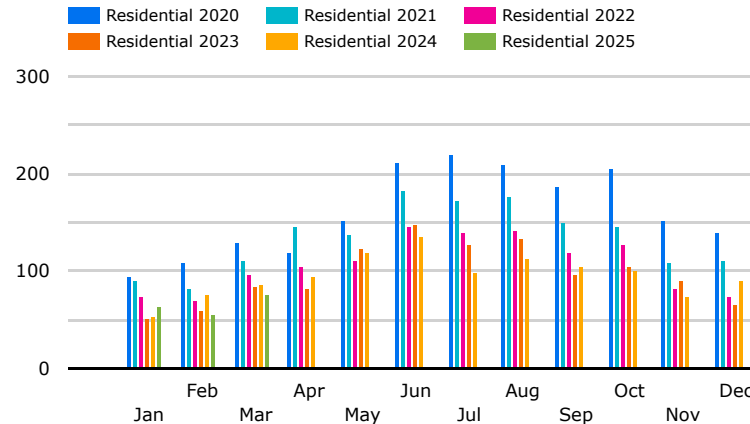
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	144	139	-5	342	323	-19
Closed Sales	86	77	-9	217	196	-21
Median Sales Price (\$)	540.0K	580.0K	40,050	530.0K	549.5K	19,500
Average Sales Price (\$)	546.3K	607.2K	60,856	550.6K	619.8K	69,143
Average % of Original List Price Received	94.00%	96.00%	2%	94.00%	95.00%	1%
Average Days on Market Until Sale	121	97	-24	102	99	-3

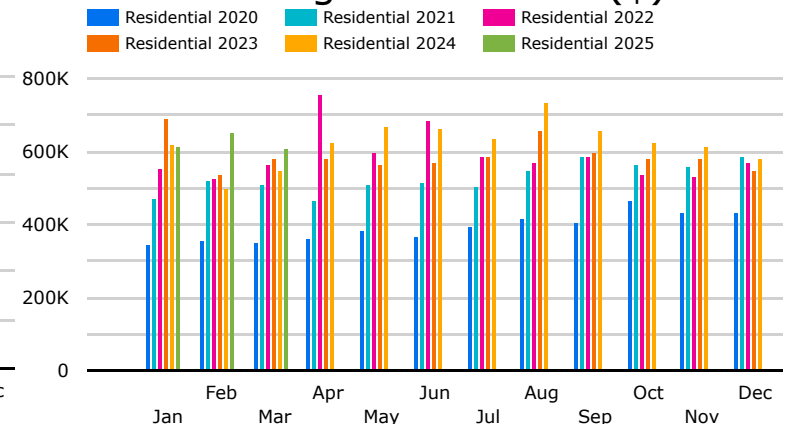
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

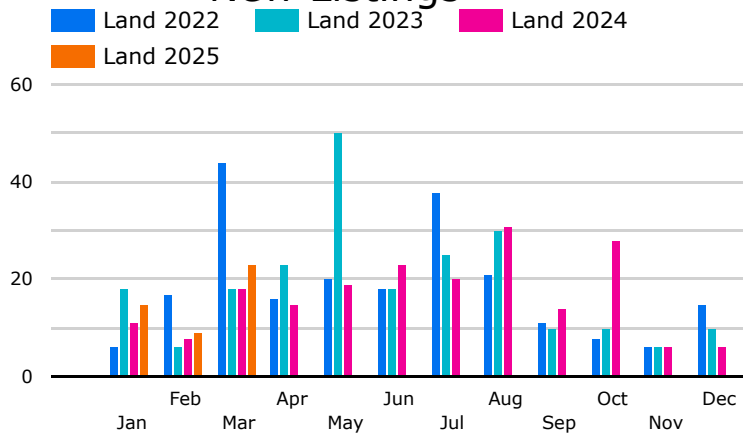
Month: Mar

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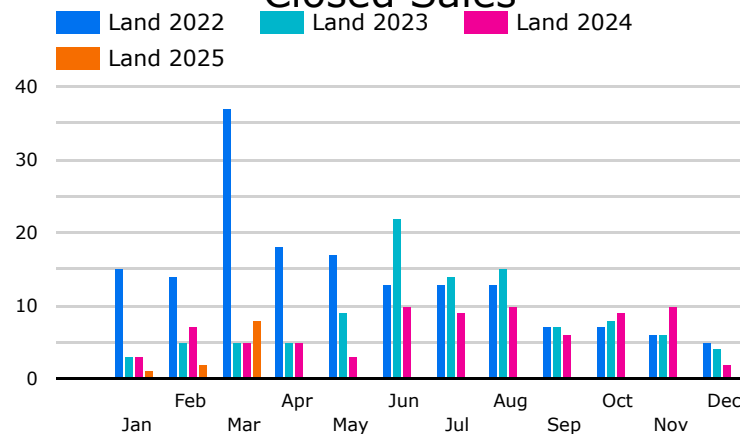
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	18	23	5	37	47	-1
Closed Sales	5	8	3	15	11	-4
Median Sales Price (\$)	175.0K	237.5K	62,500	235.0K	190.0K	-12,500
Average Sales Price (\$)	262.0K	512.5K	250,495	268.5K	464.1K	145,575
Average % of Original List Price Received	93.00%	97.00%	4%	88.00%	94.00%	2%
Average Days on Market Until Sale	174	105	-69	172	156	-5

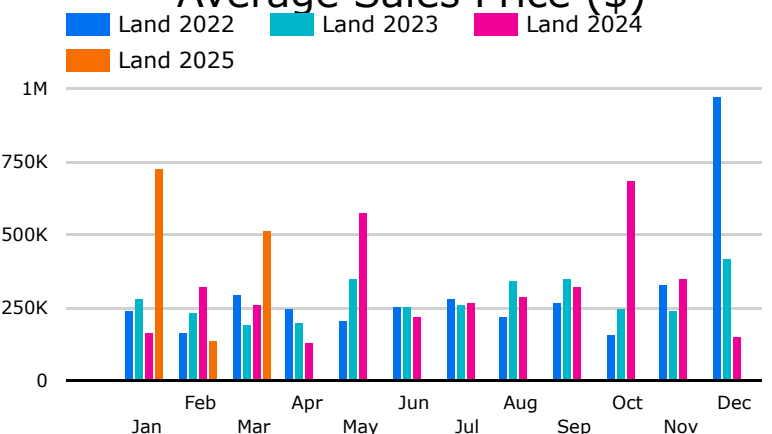
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

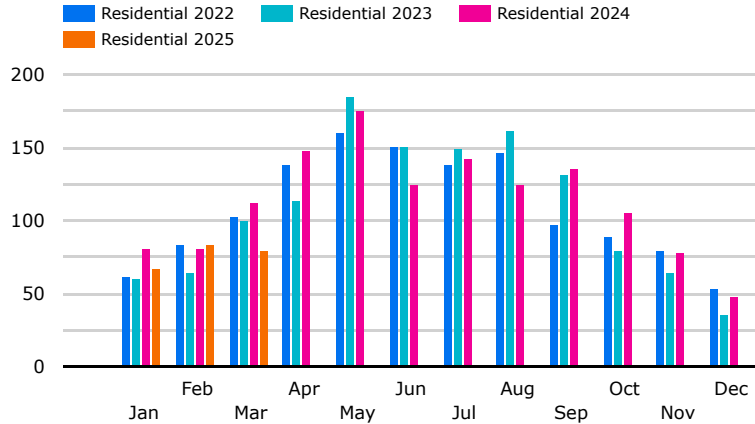
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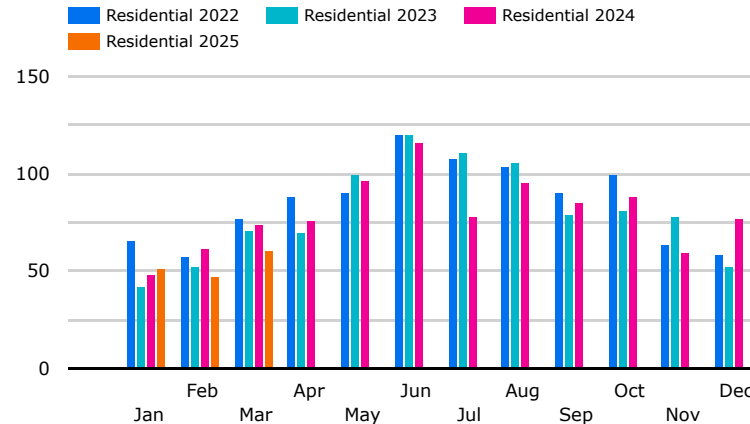
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	112	80	-32	278	260	-18
Closed Sales	74	61	-13	184	158	-26
Median Sales Price (\$)	548.9K	525.0K	-23,883	532.4K	543.0K	10,582
Average Sales Price (\$)	551.3K	583.5K	32,250	556.1K	608.2K	52,151
Average % of Original List Price Received	94.00%	97.00%	3%	94.00%	97.00%	3%
Average Days on Market Until Sale	120	88	-32	101	88	-13

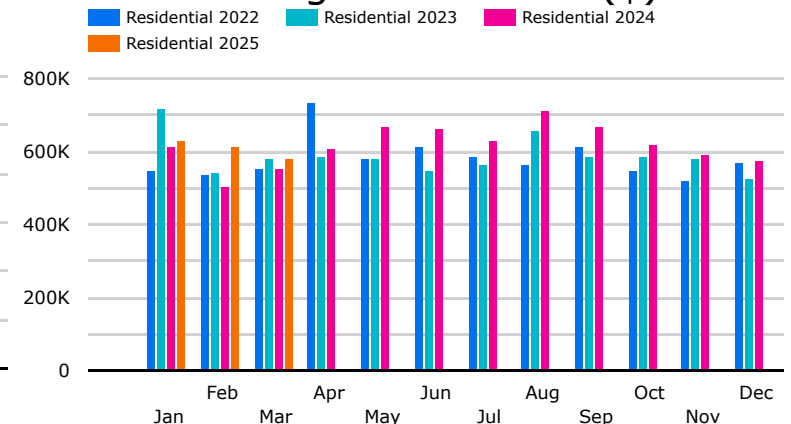
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

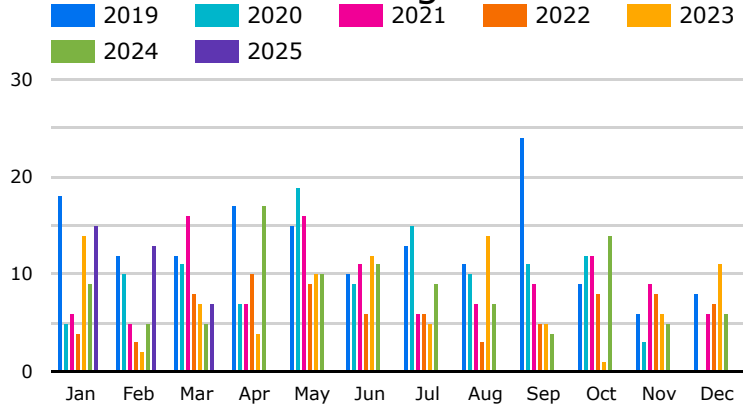
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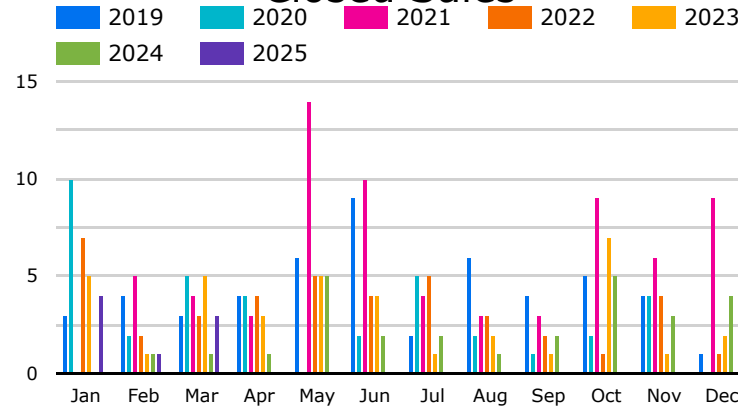
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	2024	2025	+/-	YTD 2024	YTD 2025	+/-
New Listings	5	7	2	18	35	17
Closed Sales	1	3	2	2	8	6
Median Sales Price (\$)	110.0K	480.0K	370.0K	435.0K	800.0K	365,000
Average Sales Price (\$)	110.0K	499.3K	389.3K	435.0K	1.5M	1,096,625
Average % of Original List Price Received	92.00%	95.00%	3%	92.00%	86.00%	-6%
Average Days on Market Until Sale	31	65	34	164	371	207

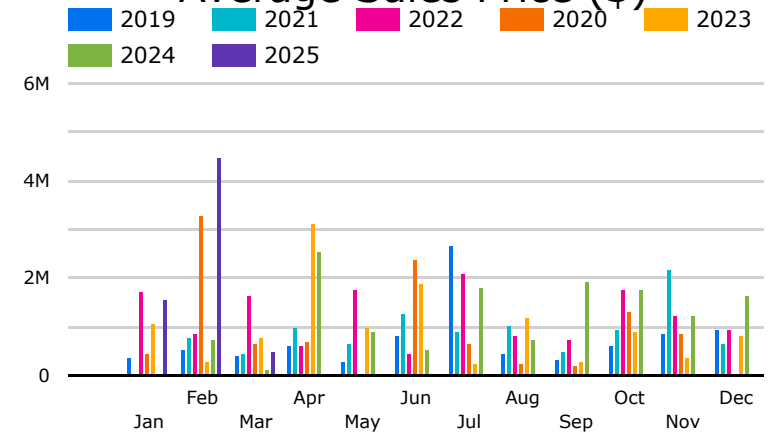
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

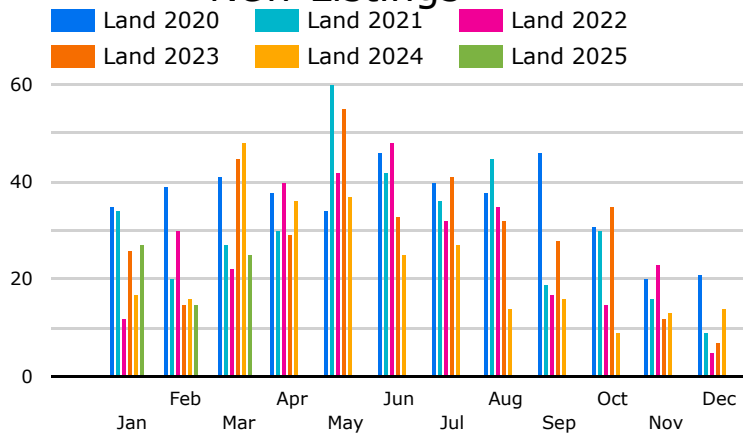
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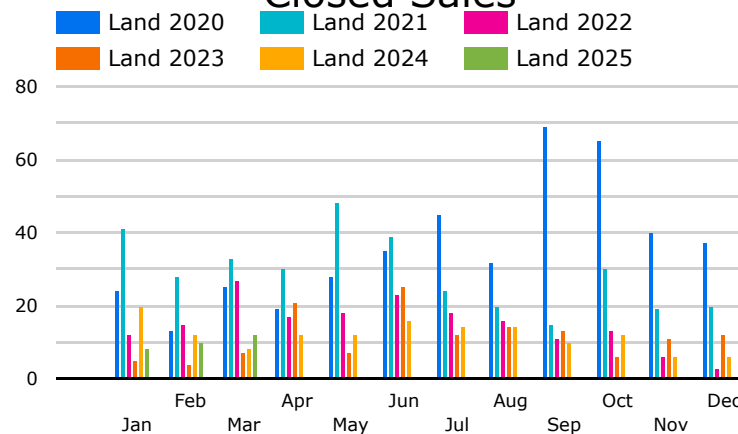
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	48	25	-23	82	69	-13
Closed Sales	8	12	4	40	30	-10
Median Sales Price (\$)	207.5K	193.8K	-13,750	233.8K	211.0K	-22,750
Average Sales Price (\$)	310.7K	262.9K	-47,758	268.2K	405.4K	137,220
Average % of Original List Price Received	93.00%	91.00%	-2%	90.00%	90.00%	0%
Average Days on Market Until Sale	142	115	-27	154	147	-7

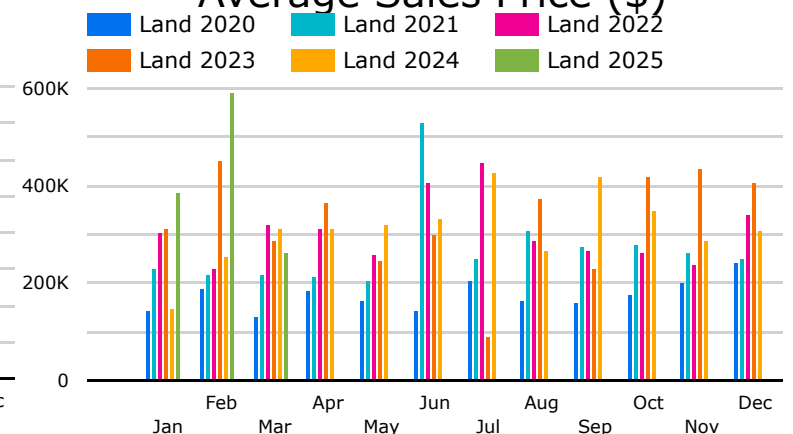
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

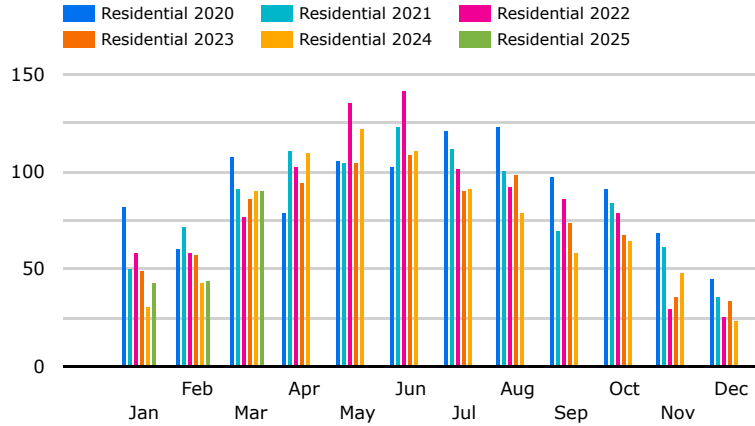
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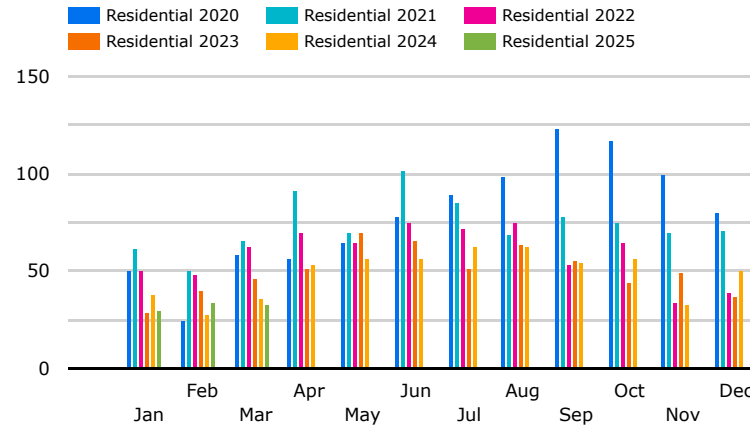
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	90	90	0	164	177	13
Closed Sales	36	33	-3	104	97	-7
Median Sales Price (\$)	542.5K	549.0K	6,500	557.5K	515.0K	-42,500
Average Sales Price (\$)	566.3K	563.4K	-2,969	596.2K	566.3K	-29,904
Average % of Original List Price Received	94.00%	92.00%	-2%	94.00%	92.00%	-2%
Average Days on Market Until Sale	112	93	-19	102	115	13

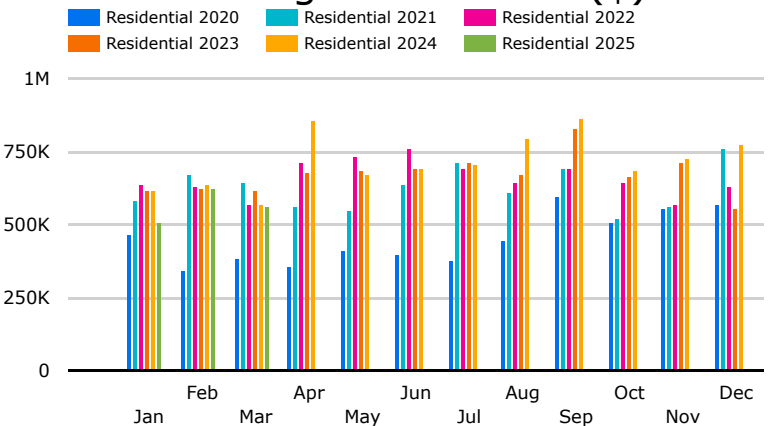
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

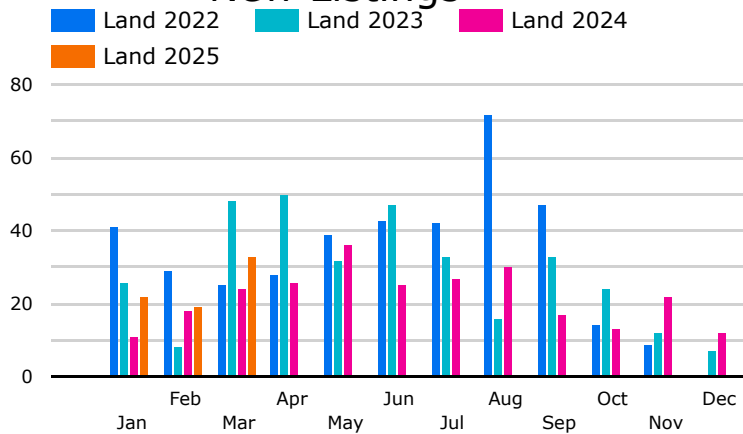
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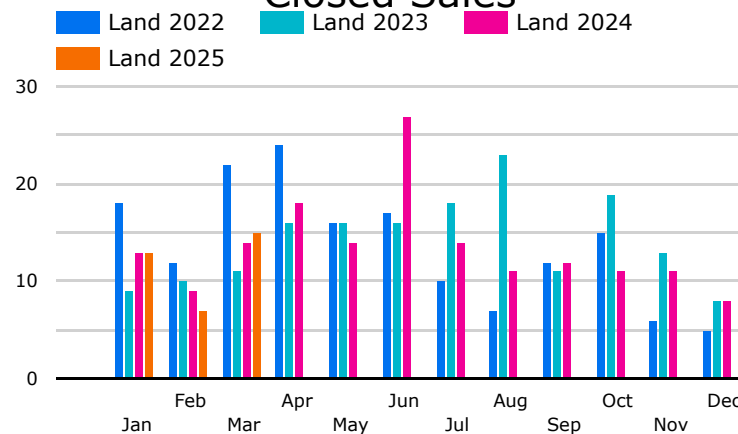
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	24	33	9	53	74	21
Closed Sales	14	15	1	36	35	-1
Median Sales Price (\$)	180.0K	189.9K	9,900	185.0K	225.0K	40,000
Average Sales Price (\$)	219.0K	241.4K	22,398	283.4K	341.9K	58,486
Average % of Original List Price Received	94.00%	94.00%	0%	94.00%	92.00%	-2%
Average Days on Market Until Sale	285	159	-126	241	184	-57

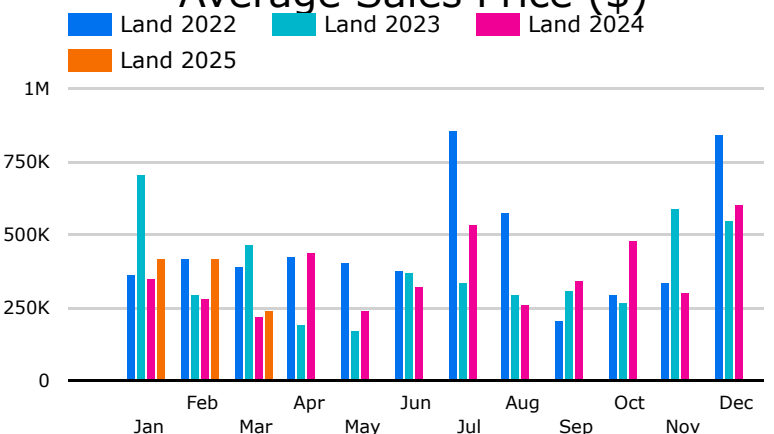
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

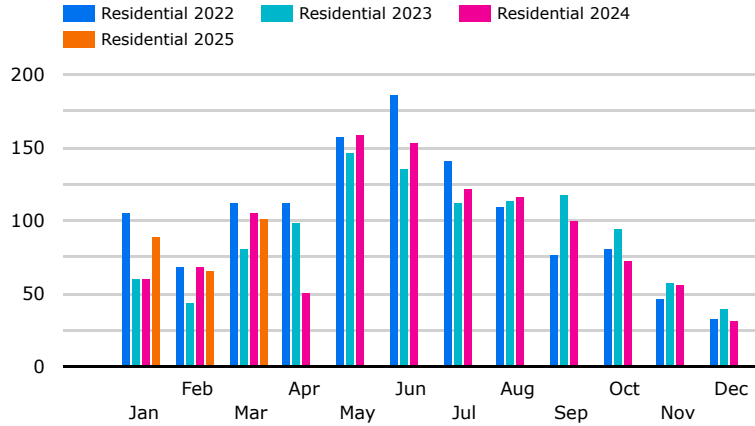
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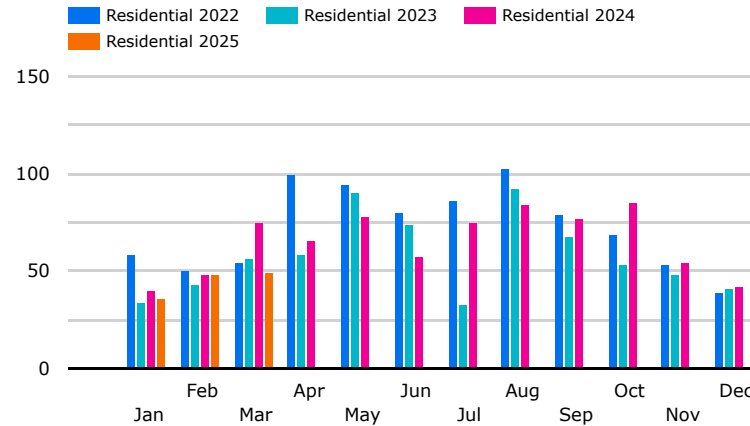
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	106	102	-4	235	258	23
Closed Sales	75	49	-26	164	134	-30
Median Sales Price (\$)	524.0K	579.0K	55,000	524.5K	567.5K	42,950
Average Sales Price (\$)	604.8K	678.4K	73,583	609.5K	680.7K	71,236
Average % of Original List Price Received	95.00%	94.00%	-1%	94.00%	93.00%	-1%
Average Days on Market Until Sale	134	135	1	124	135	11

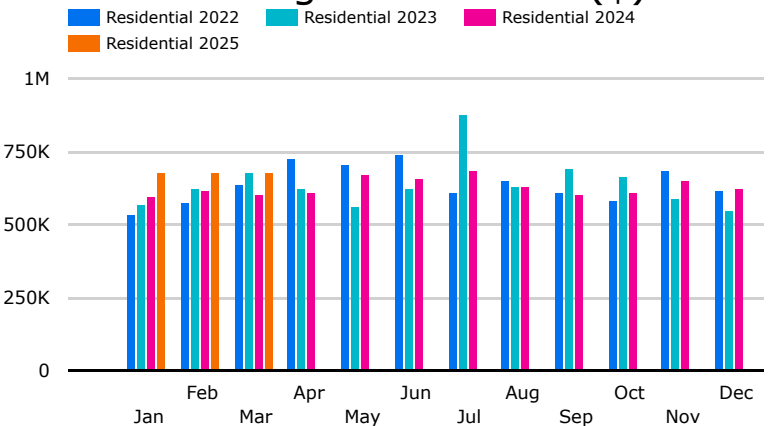
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

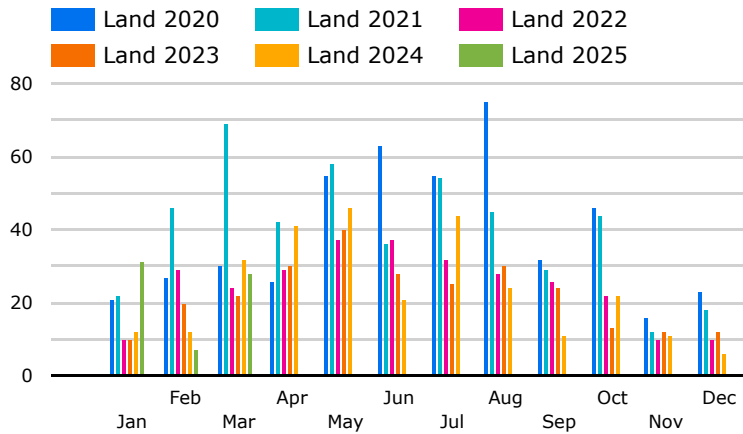
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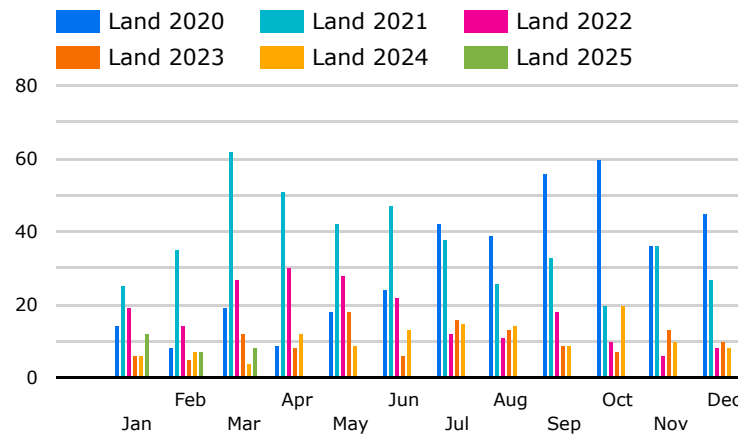
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	32	28	-4	61	66	5
Closed Sales	4	8	4	17	27	10
Median Sales Price (\$)	192.5K	169.5K	-23,000	200.0K	250.0K	50,000
Average Sales Price (\$)	383.8K	217.4K	-166,375	348.2K	323.2K	-25,021
Average % of Original List Price Received	86.00%	84.00%	-2%	86.00%	85.00%	-1%
Average Days on Market Until Sale	178	162	-16	183	197	14

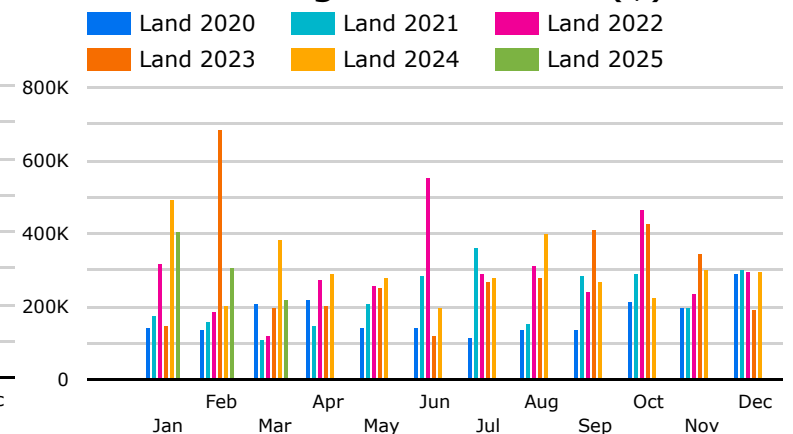
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

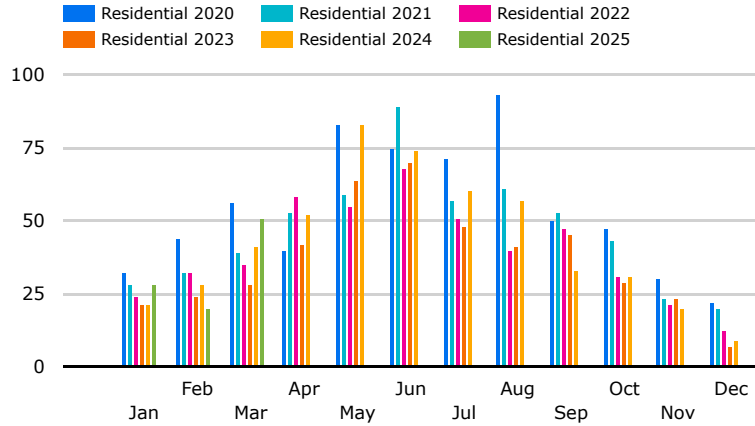
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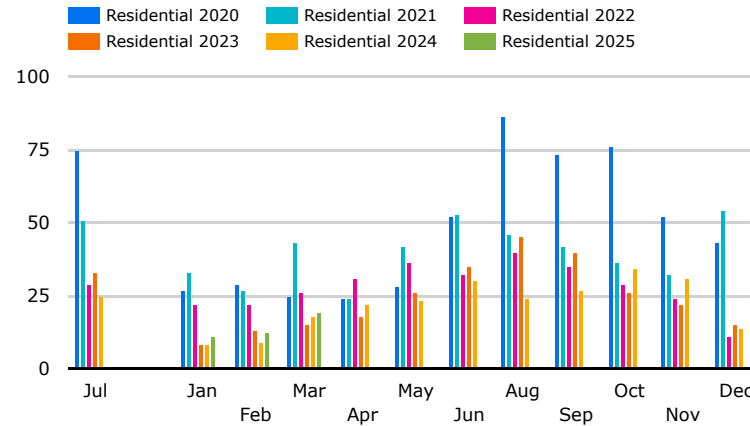
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	41	51	10	95	99	4
Closed Sales	18	19	1	35	42	7
Median Sales Price (\$)	495.0K	565.0K	70,000	455.0K	587.5K	132,500
Average Sales Price (\$)	768.6K	935.6K	167,021	622.6K	1.0M	407,210
Average % of Original List Price Received	90.00%	91.00%	1%	90.00%	90.00%	0%
Average Days on Market Until Sale	150	155	5	143	163	20

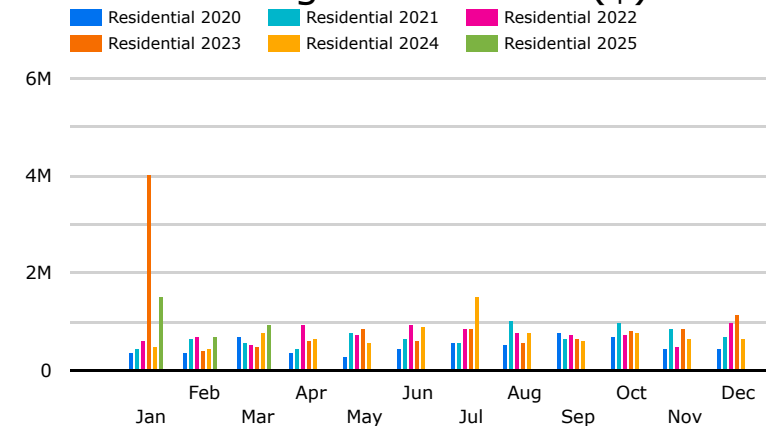
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

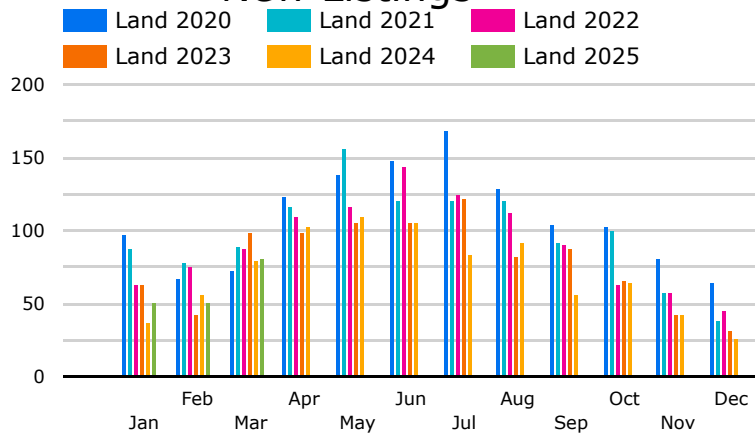
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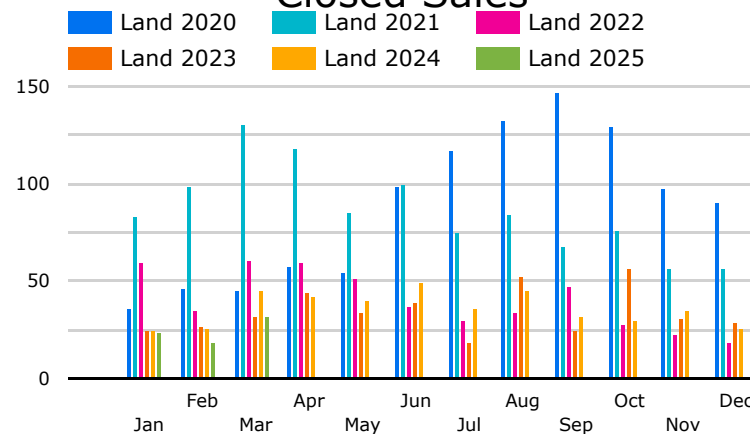
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	79	81	2	199	183	-16
Closed Sales	45	32	-13	98	75	-23
Median Sales Price (\$)	300.0K	220.0K	-80,000	300.0K	290.0K	-10,000
Average Sales Price (\$)	431.2K	642.3K	211,078	481.2K	572.1K	90,944
Average % of Original List Price Received	91.00%	90.00%	-1%	90.00%	90.00%	0%
Average Days on Market Until Sale	285	176	-109	241	200	-41

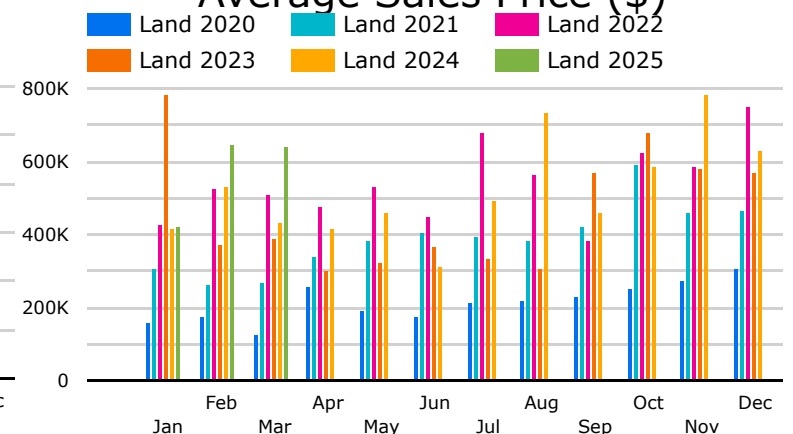
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

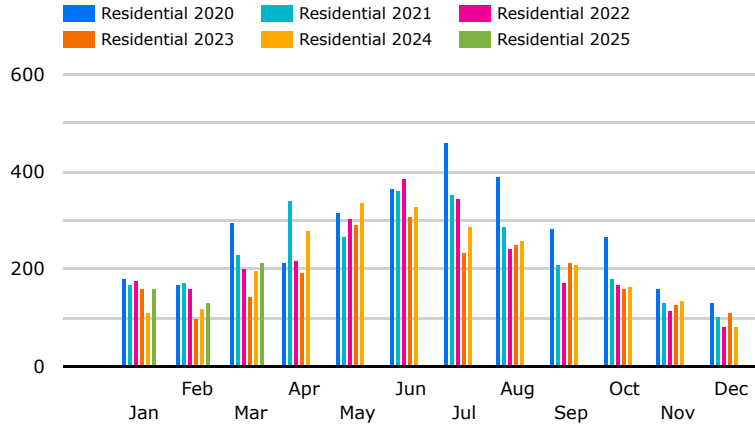
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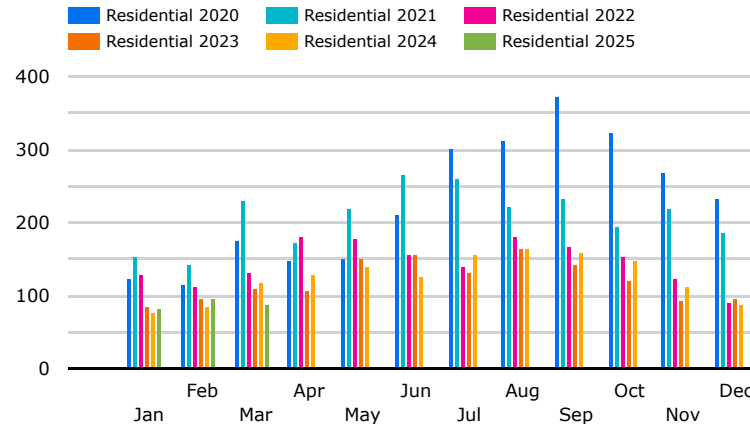
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	198	212	14	468	507	39
Closed Sales	119	87	-32	283	266	-17
Median Sales Price (\$)	575.0K	685.0K	110,000	574.9K	660.0K	85,100
Average Sales Price (\$)	784.2K	915.6K	131,363	806.7K	878.1K	71,335
Average % of Original List Price Received	94.00%	90.00%	-4%	93.00%	91.00%	-2%
Average Days on Market Until Sale	131	161	30	126	152	26

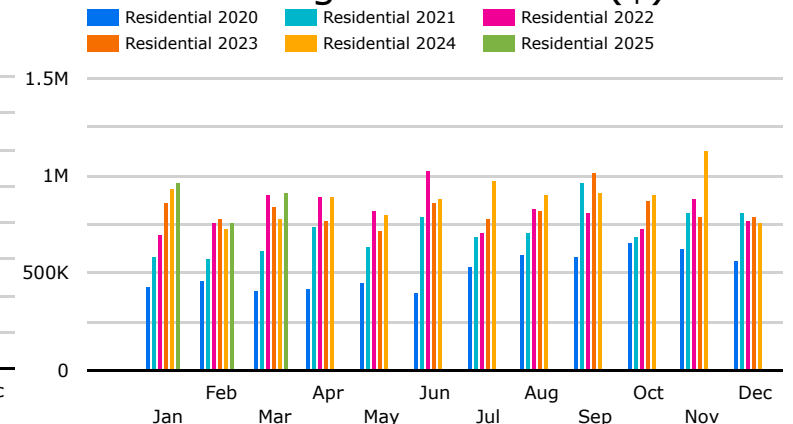
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

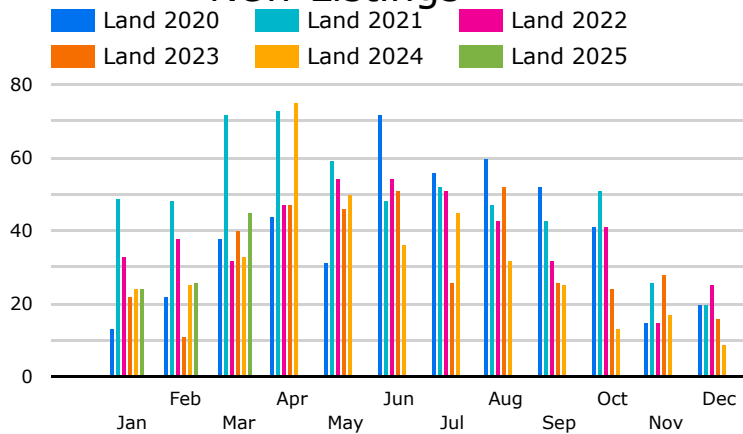
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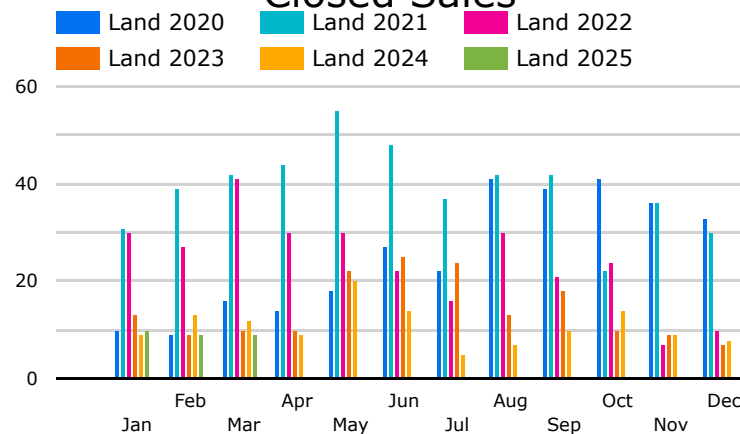
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	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
New Listings	33	45	12	73	95	22
Closed Sales	12	9	-3	34	28	-6
Median Sales Price (\$)	210.0K	140.0K	-70,000	155.0K	135.6K	-19,375
Average Sales Price (\$)	220.8K	140.0K	-66,039	213.6K	241.3K	27,713
Average % of Original List Price Received	88.00%	85.00%	-3%	86.00%	83.00%	-3%
Average Days on Market Until Sale	226	157	-69	225	209	-16

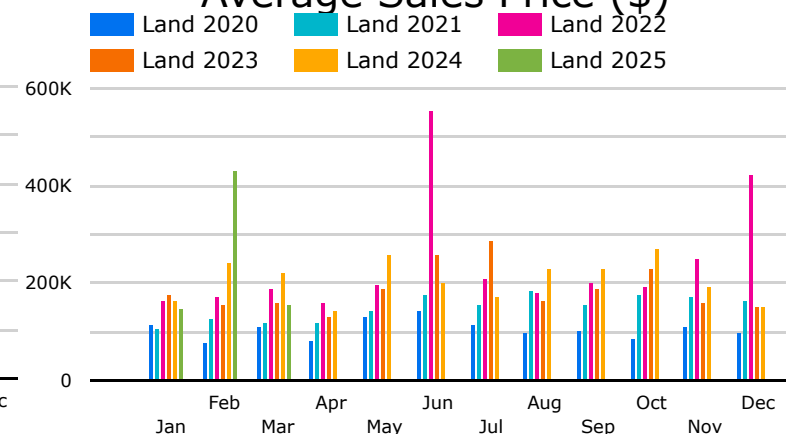
New Listings



Closed Sales



Average Sales Price (\$)



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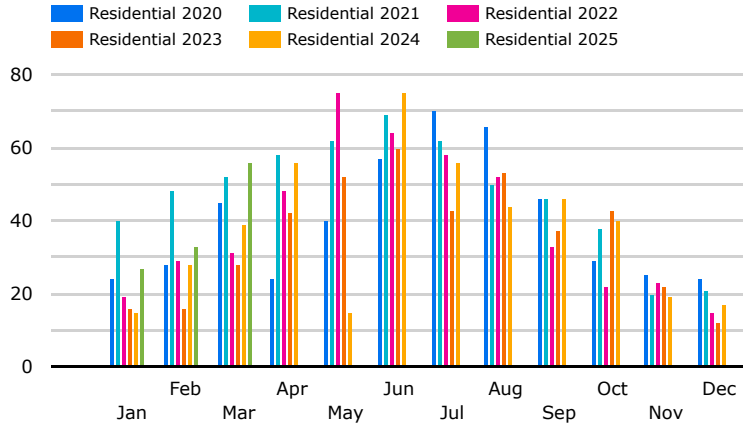
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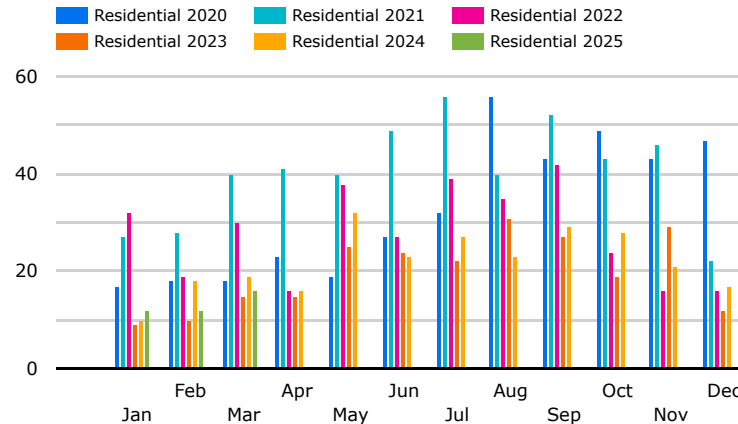
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	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
New Listings	39	56	17	93	116	23
Closed Sales	19	16	-3	48	40	-8
Median Sales Price (\$)	340.0K	387.3K	47,275	366.3K	357.0K	-9,250
Average Sales Price (\$)	462.6K	520.5K	57,924	469.2K	457.8K	-11,422
Average % of Original List Price Received	87.00%	90.00%	3%	89.00%	87.00%	-2%
Average Days on Market Until Sale	189	137	-52	145	149	4

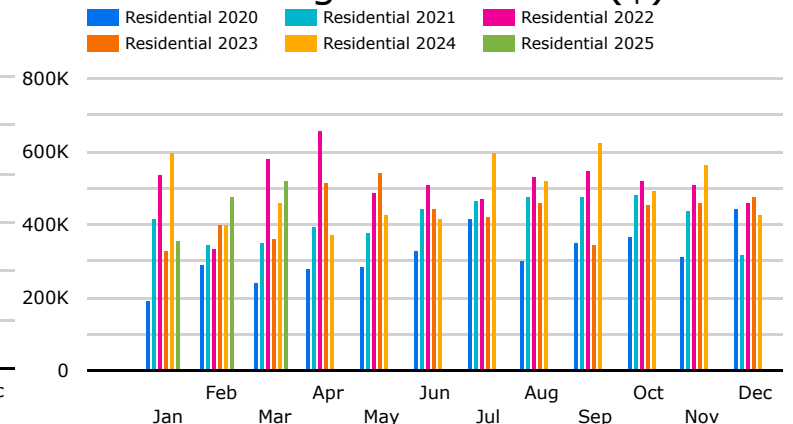
New Listings



Closed Sales



Average Sales Price (\$)



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