

Local Market Update

Missoula County - Land

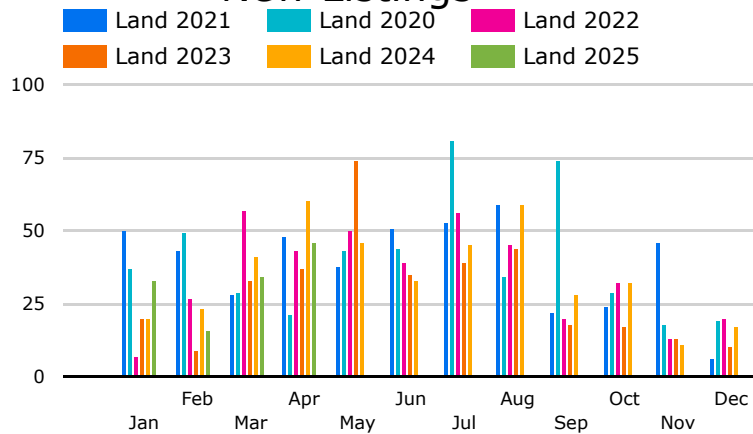
Month: Apr

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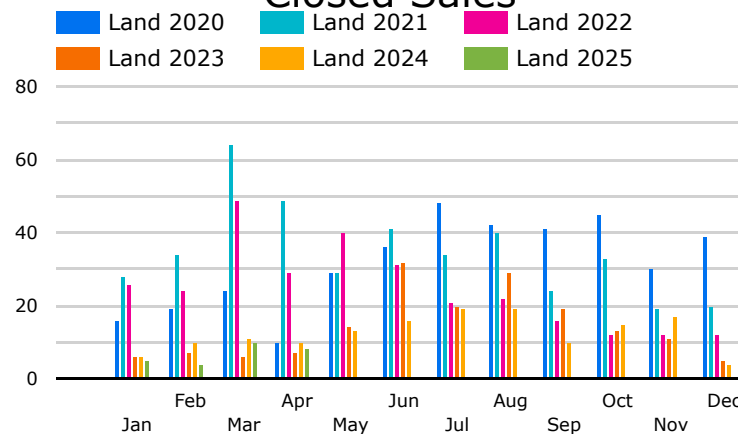
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 60	Land 2025 46	+/- -14	Land YTD 2024 144	Land YTD 2025 129	+/- -15
Closed Sales	10	8	-2	37	27	-10
Median Sales Price (\$)	146.5K	227.5K	81,000	185.0K	222.5K	37.5K
Average Sales Price (\$)	140.7K	301.3K	160,550	229.0K	375.8K	146,865
Average % of Original List Price Received	98.00%	86.00%	-12%	92.00%	90.00%	-2%
Average Days on Market Until Sale	128	207	79	154	173	19

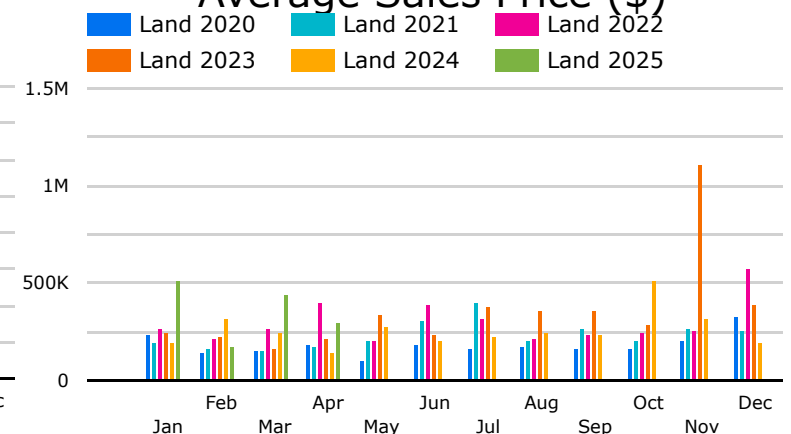
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

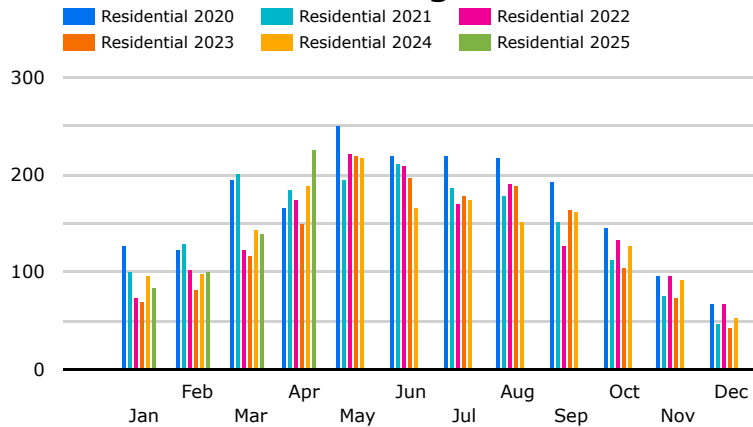
Month: Apr

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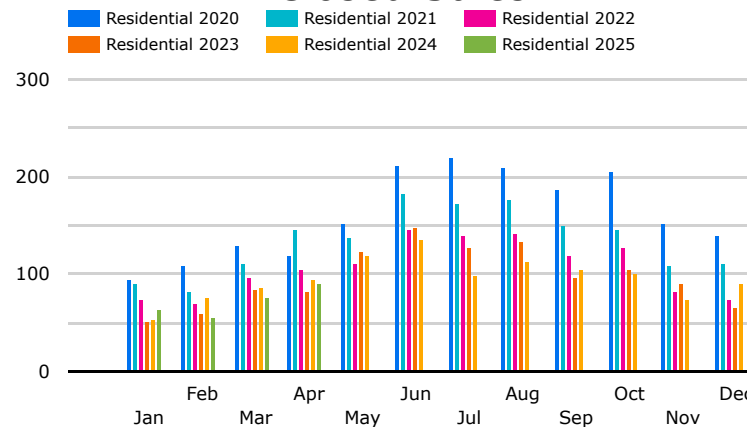
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New Listings	Residential 2024 190	Residential 2025 226	+/- 36	Residential YTD 2024 533	Residential YTD 2025 550	+/- 17
Closed Sales	95	91	-4	312	289	-23
Median Sales Price (\$)	575.0K	555.0K	-20,000	540.0K	555.0K	15,000
Average Sales Price (\$)	625.8K	666.1K	40,224	573.5K	634.4K	60,837
Average % of Original List Price Received	97.00%	96.00%	-1%	95.00%	96.00%	1%
Average Days on Market Until Sale	89	90	1	98	96	-2

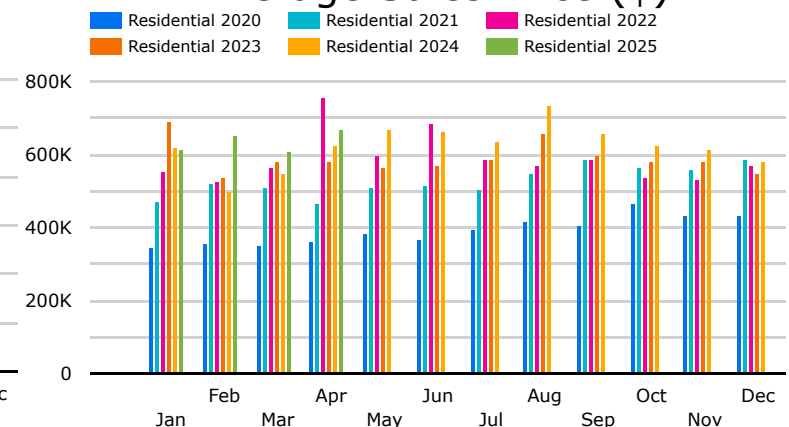
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

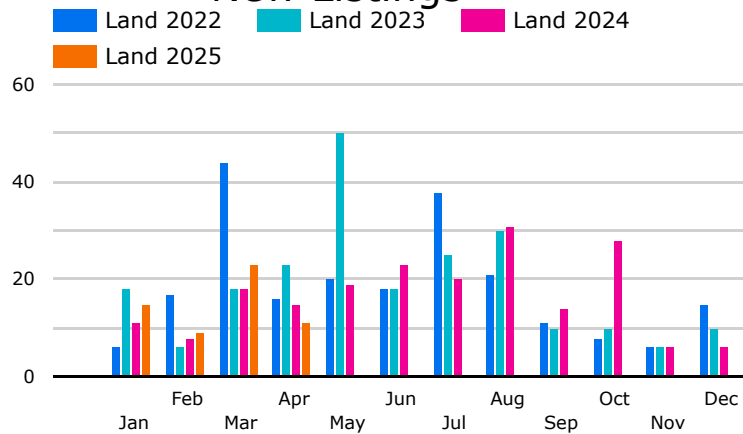
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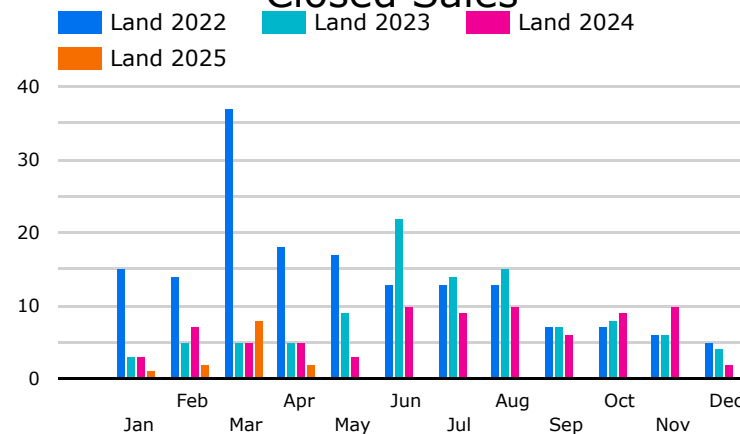
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New Listings	Land 2024 15	Land 2025 11	+/- -4	Land YTD 2024 52	Land YTD 2025 58	+/- -15
Closed Sales	5	2	-3	20	13	-7
Median Sales Price (\$)	148.0K	585.0K	437,000	175.0K	285.0K	37,500
Average Sales Price (\$)	127.6K	585.0K	457,400	233.3K	482.7K	146,865
Average % of Original List Price Received	96.00%	71.00%	-25%	90.00%	90.00%	-2%
Average Days on Market Until Sale	193	708	515	178	241	19

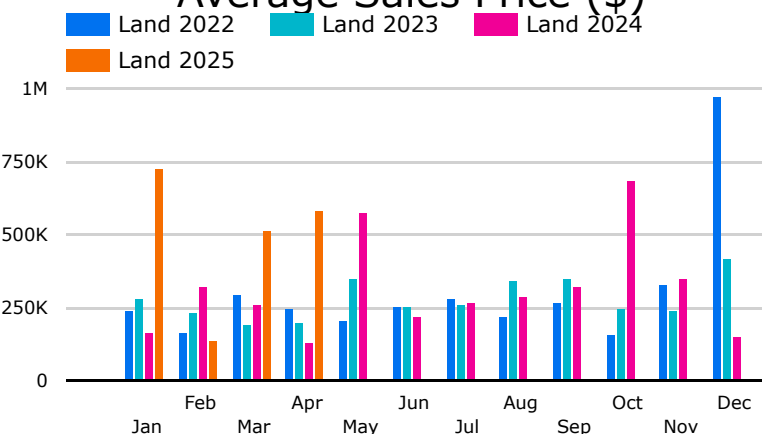
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

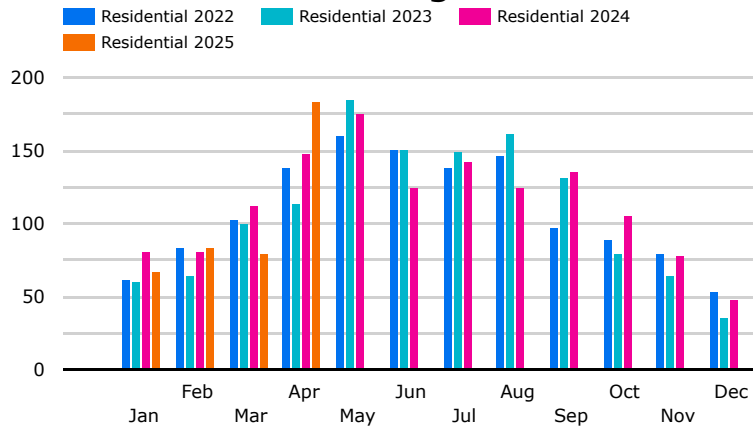
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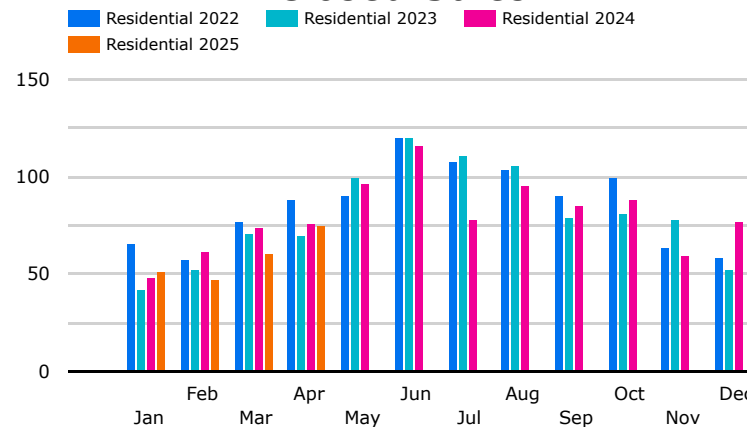
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New Listings	Residential 2024 148	Residential 2025 184	+/- 36	Residential YTD 2024 427	Residential YTD 2025 445	+/- 18
Closed Sales	76	75	-1	260	234	-26
Median Sales Price (\$)	575.9K	560.0K	-15,853	540.0K	550.0K	10,000
Average Sales Price (\$)	610.2K	665.1K	54,979	571.9K	626.2K	54,312
Average % of Original List Price Received	97.00%	96.00%	-1%	95.00%	96.00%	1%
Average Days on Market Until Sale	88	84	-4	97	86	-11

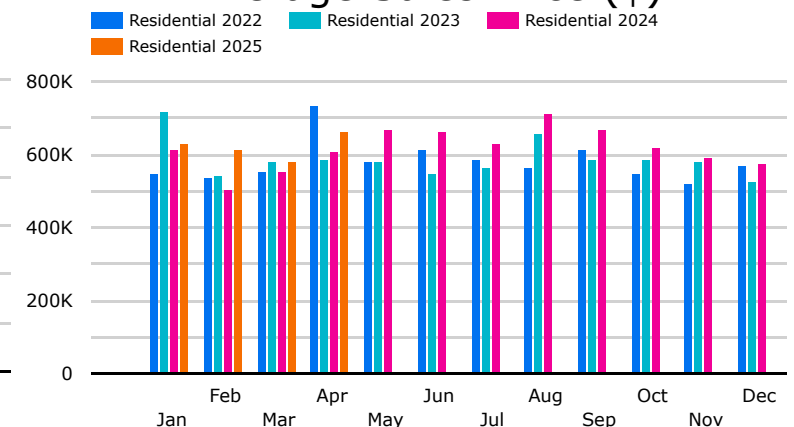
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

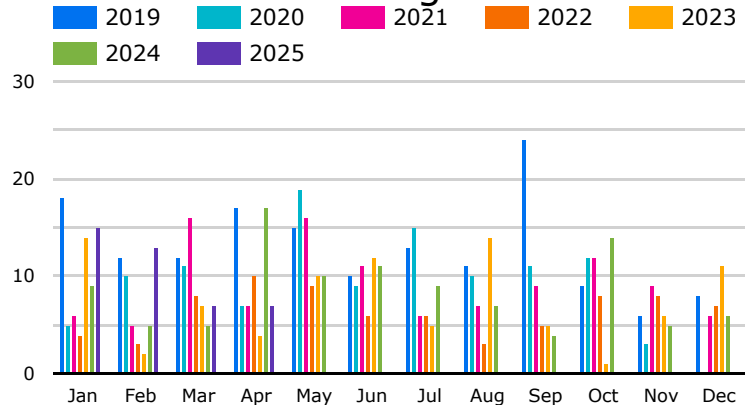
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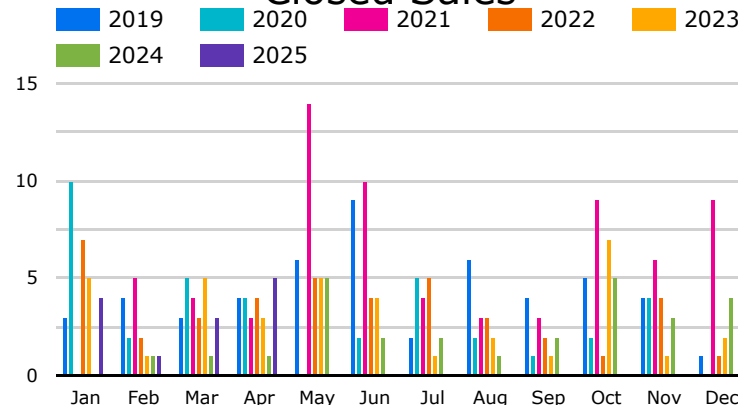
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New Listings	2024 17	2025 7	+/- -10	YTD 2024 35	YTD 2025 42	+/- 7
Closed Sales	1	5	4	3	13	10
Median Sales Price (\$)	2.6M	389.0K	-2.2M	760.0K	700.0K	-60,000
Average Sales Price (\$)	2.6M	506.8K	-2.1M	1.1M	1.1M	-6,205
Average % of Original List Price Received	73.00%	95.00%	22%	86.00%	89.00%	3%
Average Days on Market Until Sale	84	54	-30	137	249	112

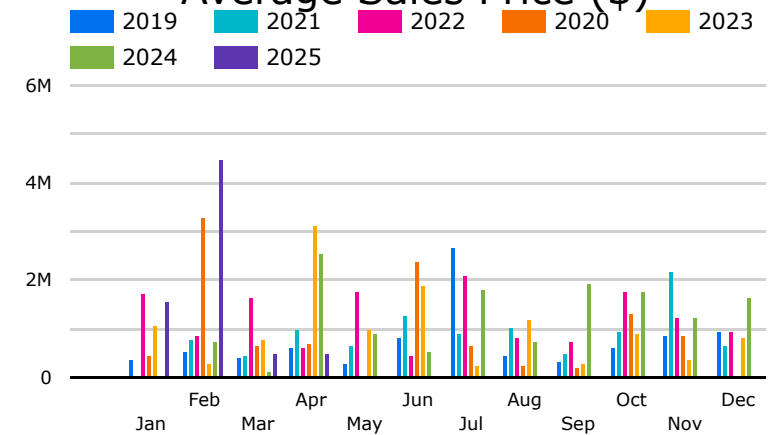
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

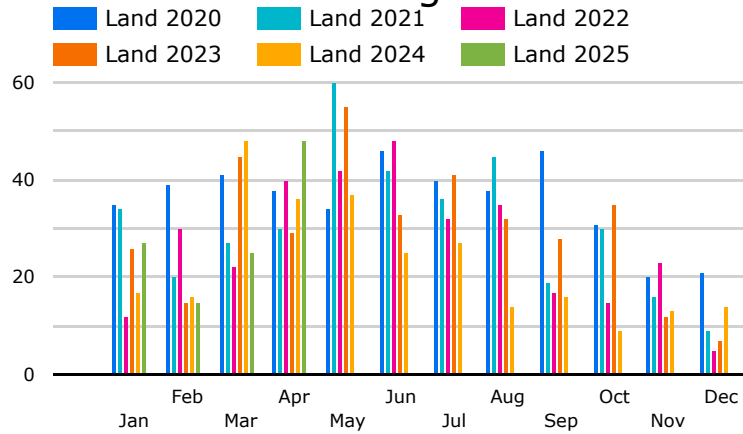
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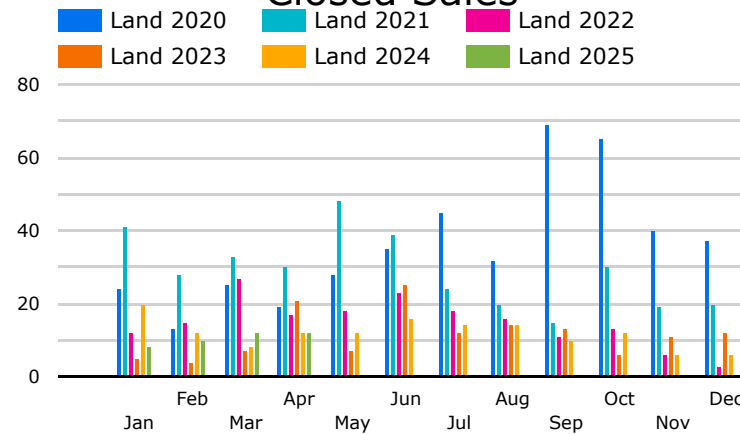
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New Listings	Land 2024 36	Land 2025 48	+/- 12	Land YTD 2024 118	Land YTD 2025 117	+/- -1
Closed Sales	12	12	0	52	41	-11
Median Sales Price (\$)	320.0K	301.5K	-18,500	240.0K	250.0K	10,000
Average Sales Price (\$)	311.4K	363.6K	52,200	278.1K	399.4K	121,240
Average % of Original List Price Received	96.00%	97.00%	1%	91.00%	93.00%	2%
Average Days on Market Until Sale	98	182	84	141	161	20

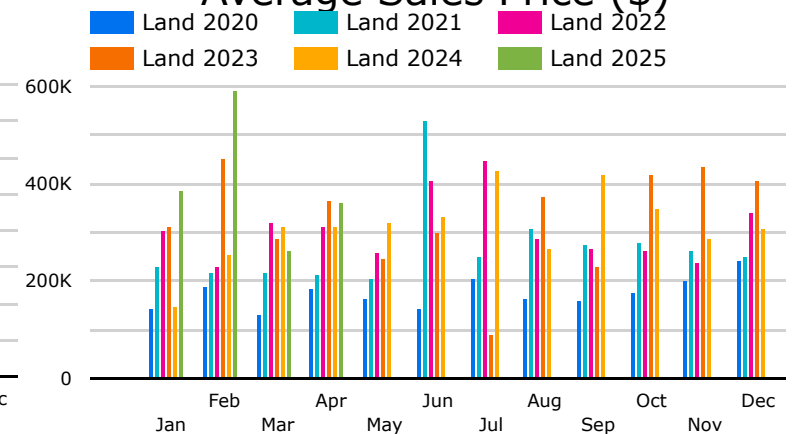
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

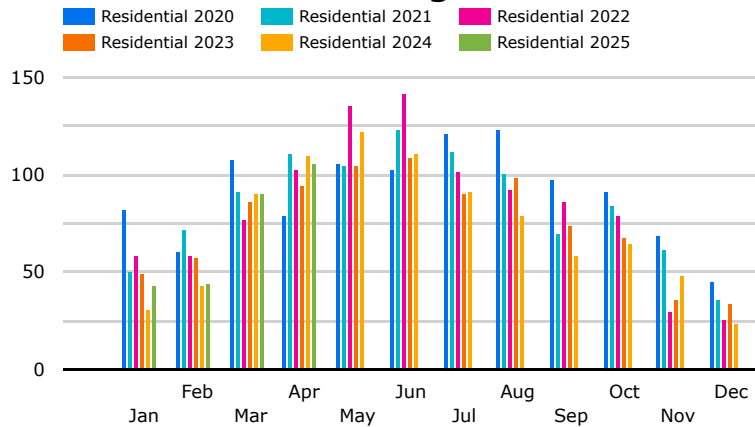
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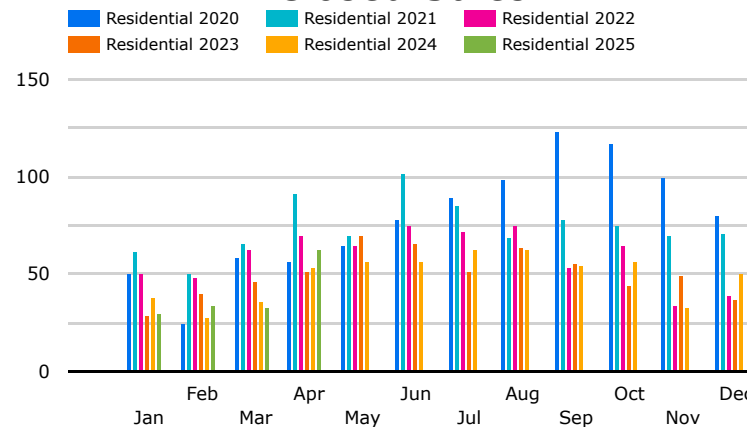
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New Listings	Residential 2024 110	Residential 2025 106	+/- -4	Residential YTD 2024 275	Residential YTD 2025 286	+/- 11
Closed Sales	53	63	10	157	160	3
Median Sales Price (\$)	603.5K	625.0K	21,500	560.0K	544.5K	-15,500
Average Sales Price (\$)	855.6K	637.1K	-218,542	683.1K	594.2K	-88,973
Average % of Original List Price Received	90.00%	94.00%	4%	93.00%	93.00%	0%
Average Days on Market Until Sale	163	99	-64	123	109	-14

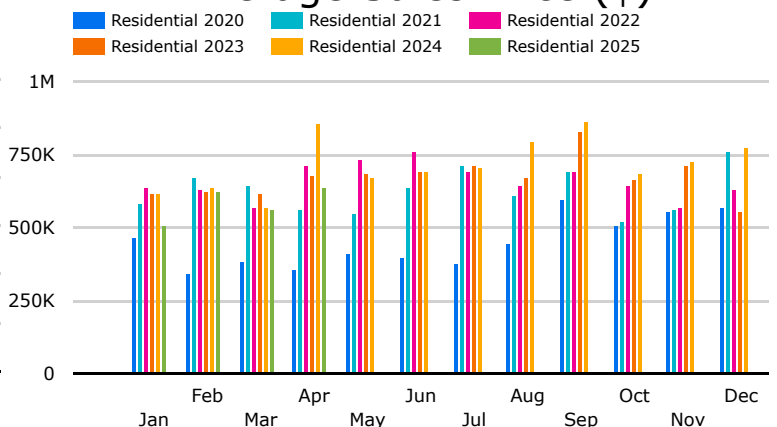
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

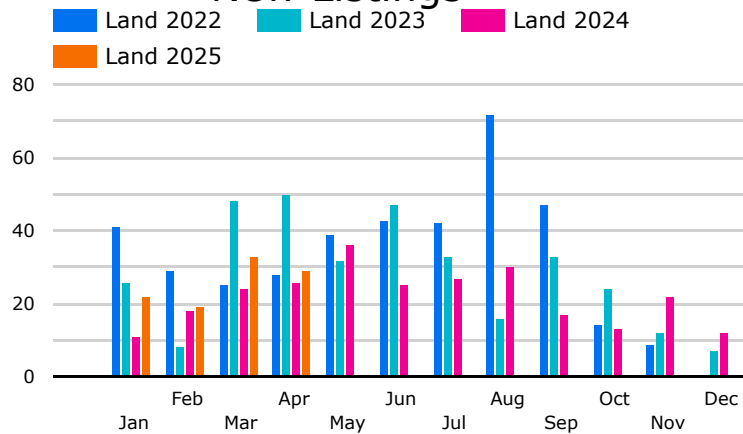
Month: Apr

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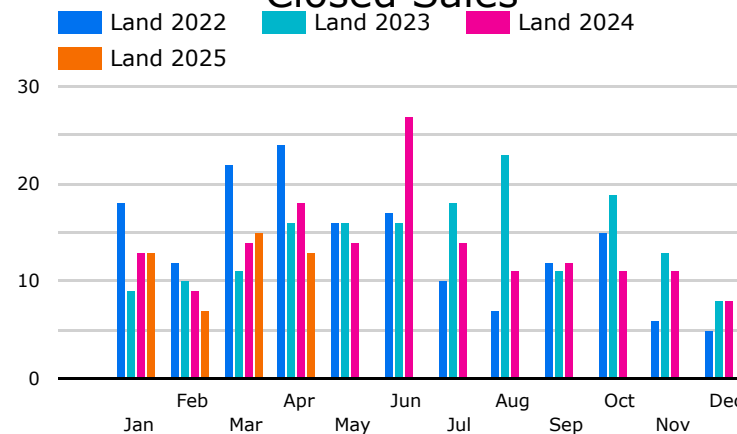
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 26	Land 2025 29	+/- 3	Land YTD 2024 79	Land YTD 2025 104	+/- 25
Closed Sales	18	13	-5	54	50	-4
Median Sales Price (\$)	272.5K	380.0K	107,500	208.5K	245.0K	36,500
Average Sales Price (\$)	439.2K	1.2M	746,340	335.3K	554.5K	219,126
Average % of Original List Price Received	93.00%	93.00%	0%	93.00%	92.00%	-1%
Average Days on Market Until Sale	124	124	0	202	165	-37

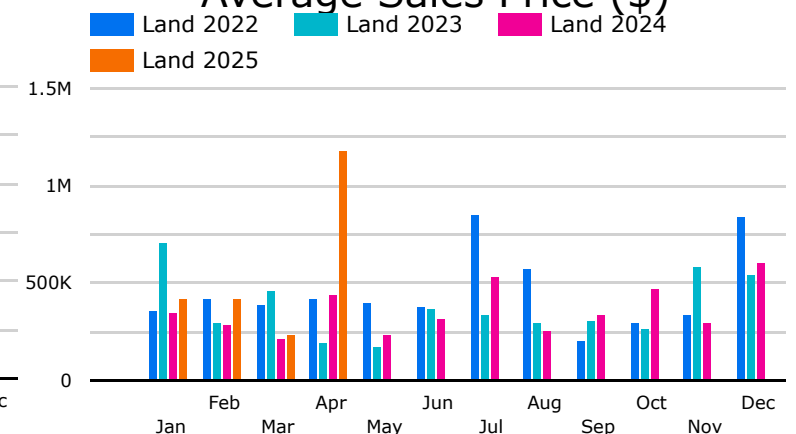
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

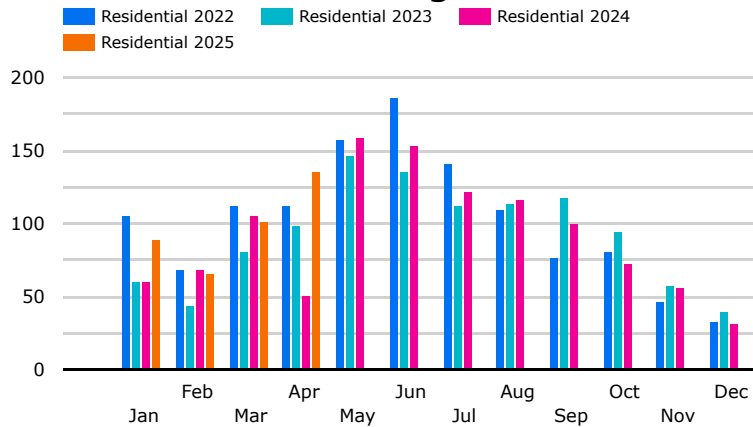
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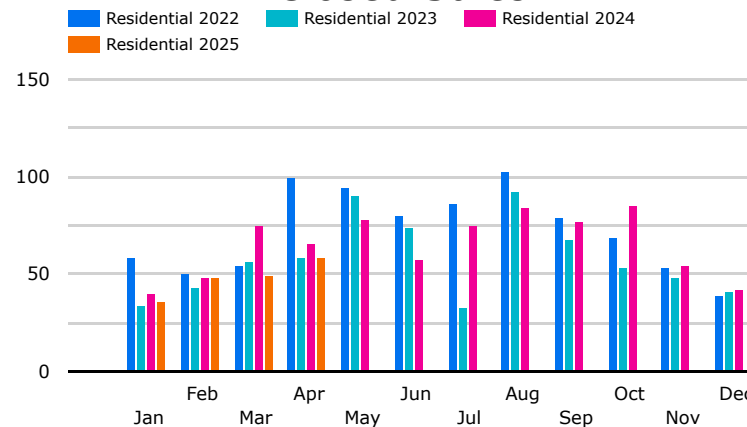
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New Listings	Residential 2024 51	Residential 2025 136	+/- 85	Residential YTD 2024 137	Residential YTD 2025 395	+/- 258
Closed Sales	66	59	-7	230	194	-36
Median Sales Price (\$)	538.5K	575.0K	36,500	530.0K	572.2K	42,200
Average Sales Price (\$)	607.1K	717.4K	110,311	608.8K	696.6K	87,824
Average % of Original List Price Received	95.00%	95.00%	0%	94.00%	94.00%	0%
Average Days on Market Until Sale	120	121	1	123	130	7

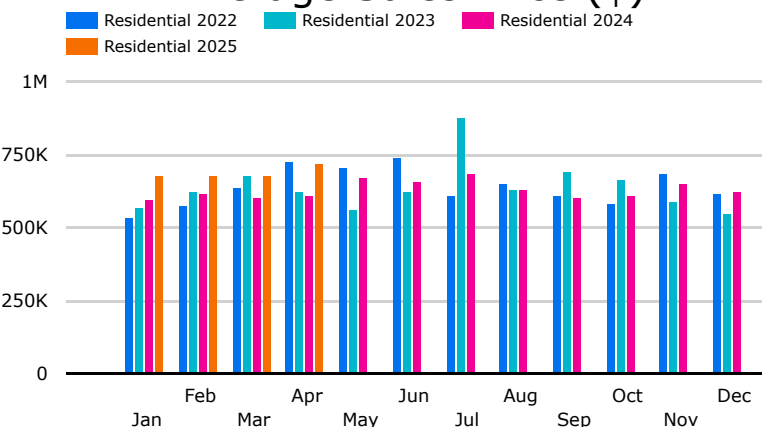
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

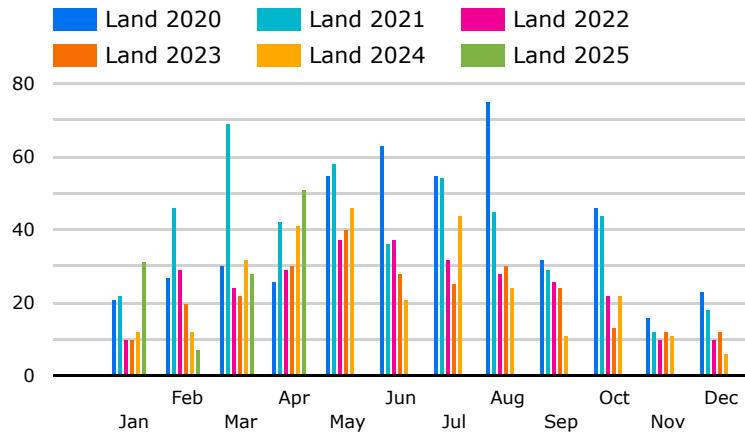
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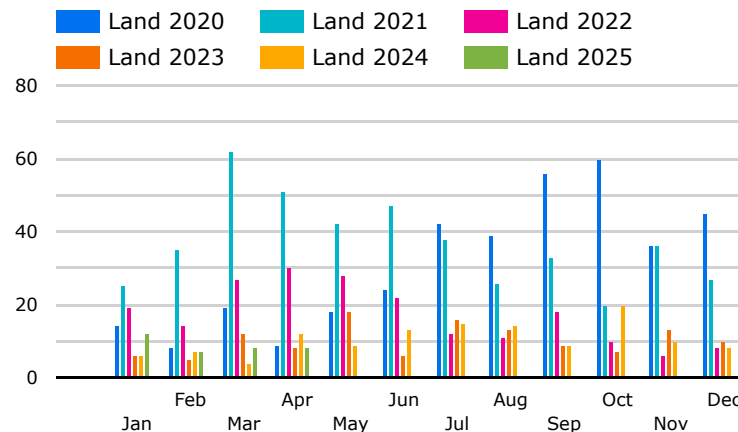
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 41	Land 2025 51	+/- 10	Land YTD 2024 102	Land YTD 2025 117	+/- 15
Closed Sales	12	8	-4	29	35	6
Median Sales Price (\$)	227.5K	247.5K	20,000	200.0K	250.0K	50,000
Average Sales Price (\$)	288.2K	341.8K	53,646	323.4K	327.4K	4,081
Average % of Original List Price Received	93.00%	86.00%	-7%	89.00%	85.00%	-4%
Average Days on Market Until Sale	126	186	60	159	195	36

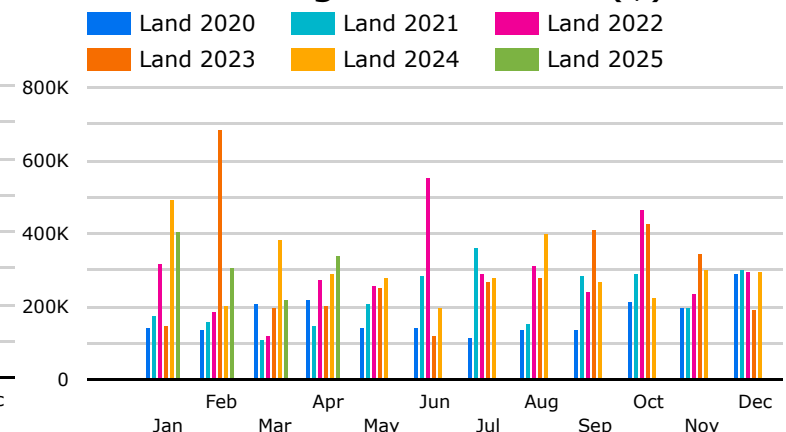
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

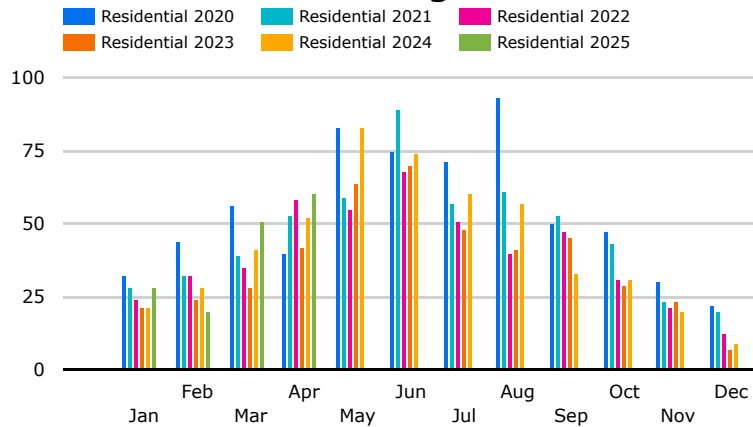
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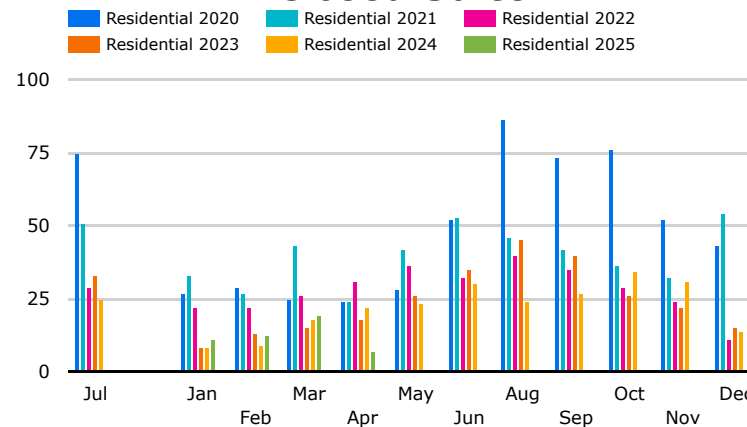
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New Listings	Residential 2024 52	Residential 2025 60	+/- 8	Residential YTD 2024 147	Residential YTD 2025 160	+/- 13
Closed Sales	22	7	-15	57	49	-8
Median Sales Price (\$)	452.5K	605.0K	152,550	455.0K	600.0K	145,000
Average Sales Price (\$)	638.3K	694.3K	56,011	628.7K	981.9K	353,230
Average % of Original List Price Received	97.00%	91.00%	-6%	93.00%	90.00%	-3%
Average Days on Market Until Sale	96	258	162	125	177	52

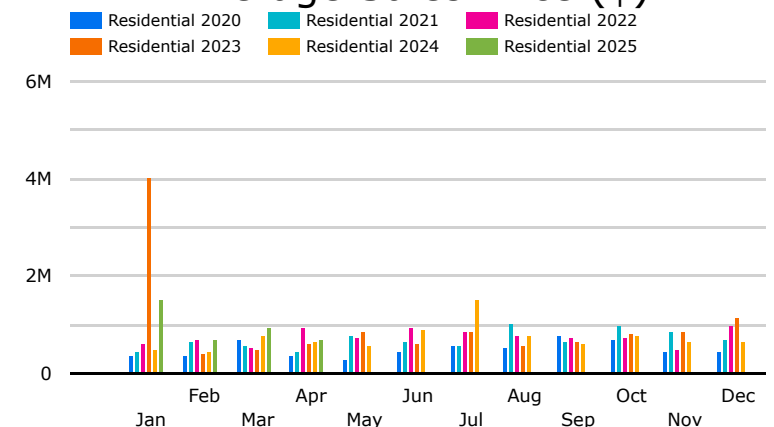
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

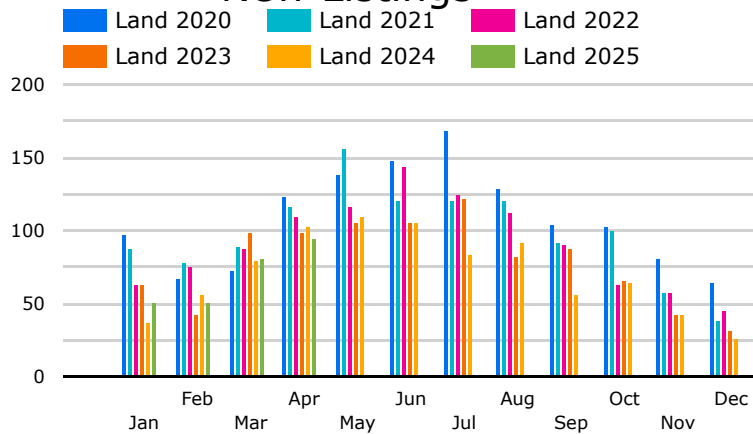
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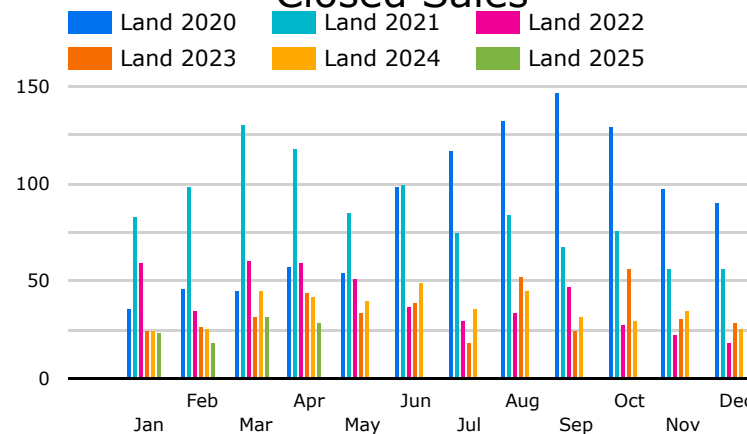
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New Listings	Land 2024 103	Land 2025 95	+/- -8	Land YTD 2024 303	Land YTD 2025 280	+/- -23
Closed Sales	42	29	-13	140	106	-34
Median Sales Price (\$)	295.0K	340.0K	45,000	300.0K	309.0K	9,000
Average Sales Price (\$)	416.5K	754.4K	337,817	467.4K	614.5K	147,071
Average % of Original List Price Received	93.00%	91.00%	-2%	91.00%	90.00%	-1%
Average Days on Market Until Sale	132	121	-11	227	176	-51

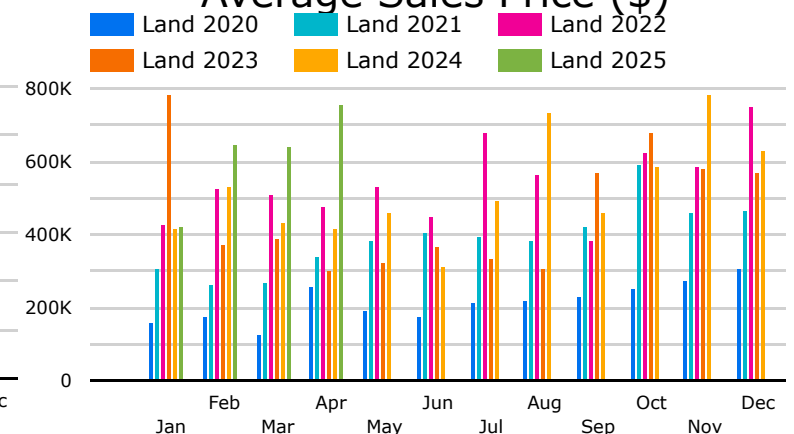
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

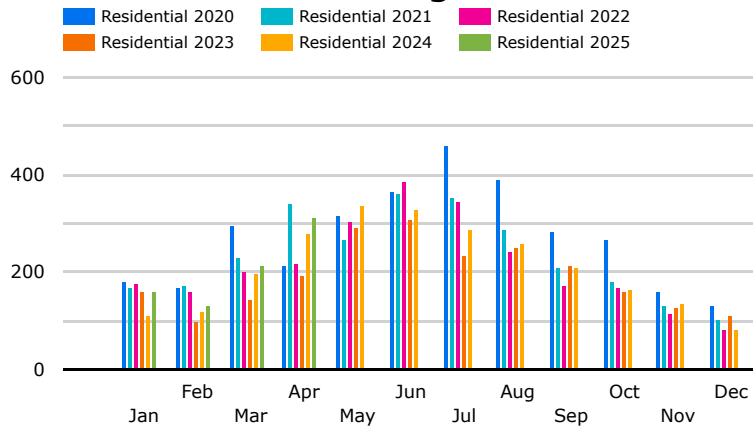
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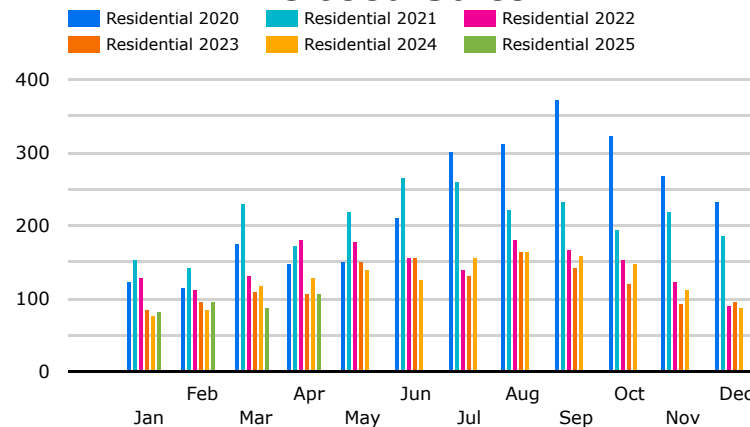
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New Listings	Residential 2024 280	Residential 2025 312	+/- 32	Residential YTD 2024 750	Residential YTD 2025 826	+/- 76
Closed Sales	128	107	-21	411	378	-33
Median Sales Price (\$)	603.0K	625.0K	22,000	583.0K	649.5K	66,500
Average Sales Price (\$)	893.6K	792.9K	-100,724	833.8K	870.3K	36,528
Average % of Original List Price Received	93.00%	94.00%	1%	93.00%	92.00%	-1%
Average Days on Market Until Sale	124	119	-5	125	141	16

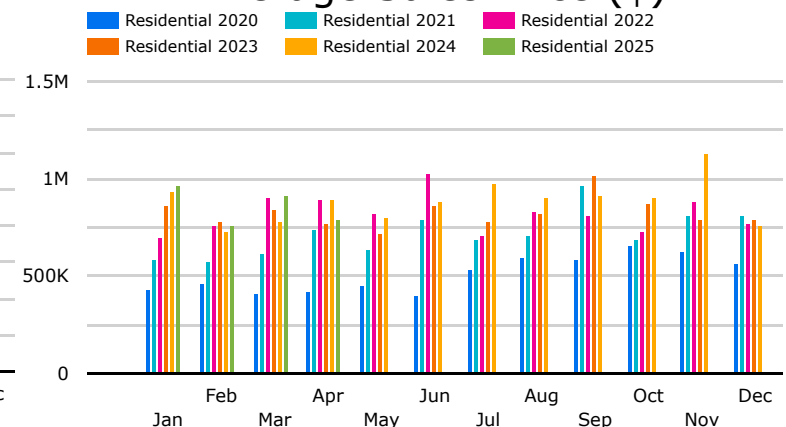
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

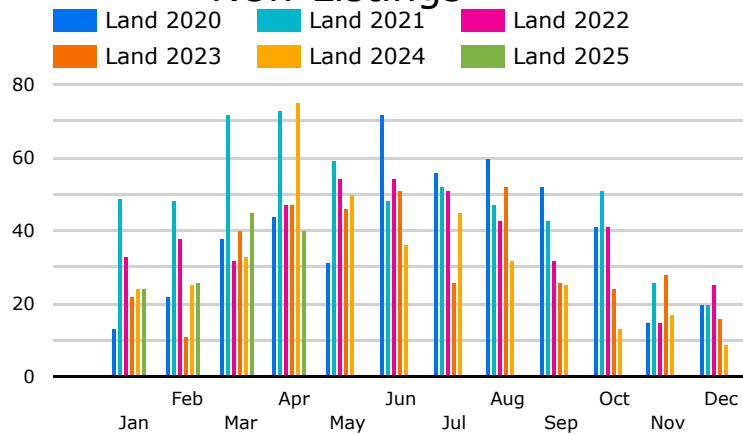
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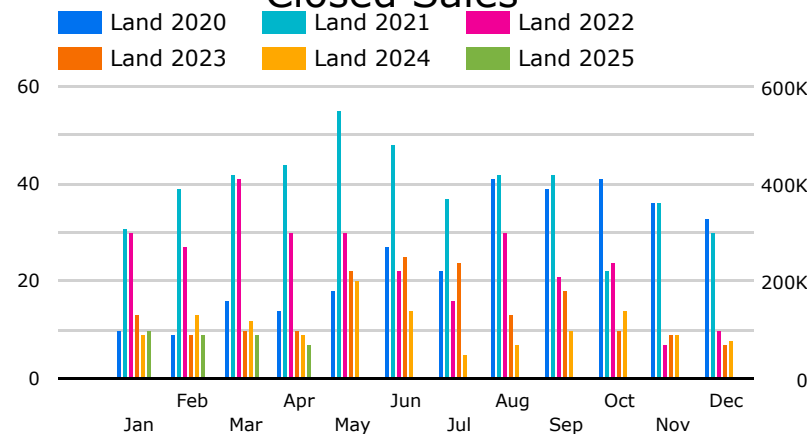
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New Listings	Land 2024 75	Land 2025 40	+/- -35	Land YTD 2024 148	Land YTD 2025 135	+/- -13
Closed Sales	9	7	-2	43	36	-7
Median Sales Price (\$)	145.0K	170.0K	25,000	155.0K	142.5K	-12,500
Average Sales Price (\$)	145.8K	170.0K	20,936	199.4K	226.8K	27,366
Average % of Original List Price Received	91.00%	83.00%	-8%	87.00%	83.00%	-4%
Average Days on Market Until Sale	196	214	18	219	215	-4

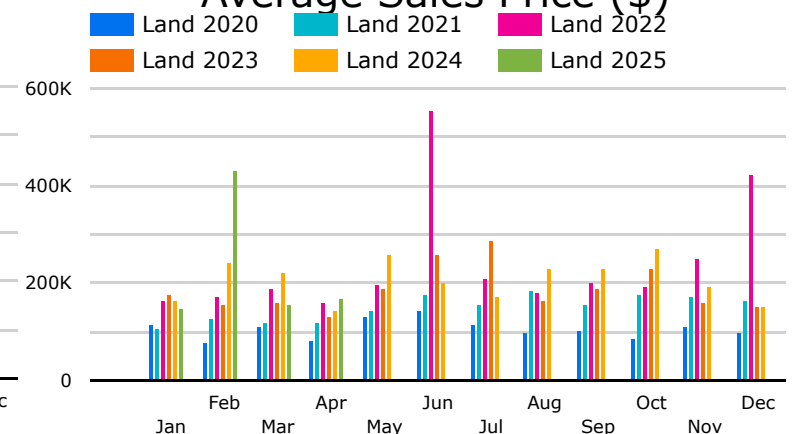
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

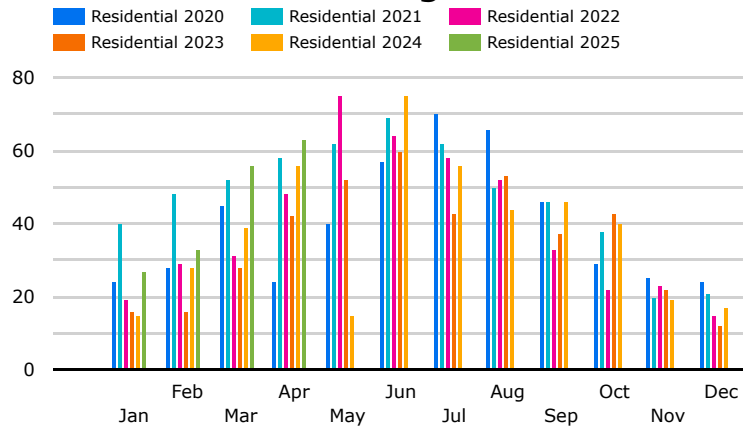
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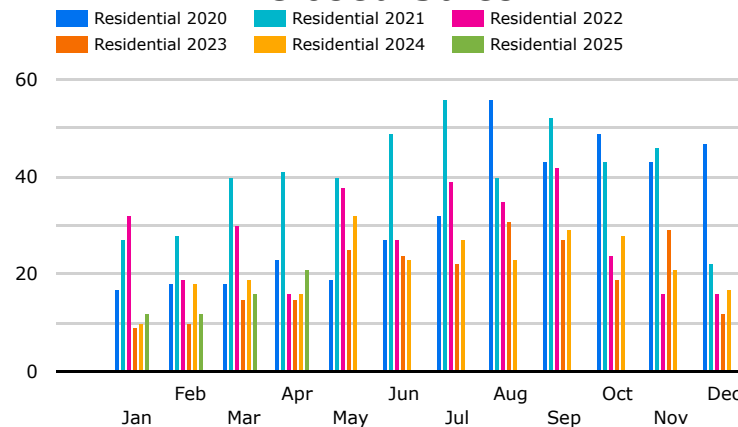
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New Listings	Residential 2024 56	Residential 2025 63	+/- 7	Residential YTD 2024 150	Residential YTD 2025 181	+/- 31
Closed Sales	16	21	5	64	62	-2
Median Sales Price (\$)	338.5K	350.0K	11,500	346.0K	350.0K	4,000
Average Sales Price (\$)	373.2K	546.0K	172,819	445.2K	484.3K	39,145
Average % of Original List Price Received	90.00%	91.00%	1%	89.00%	88.00%	-1%
Average Days on Market Until Sale	152	141	-11	147	145	-2

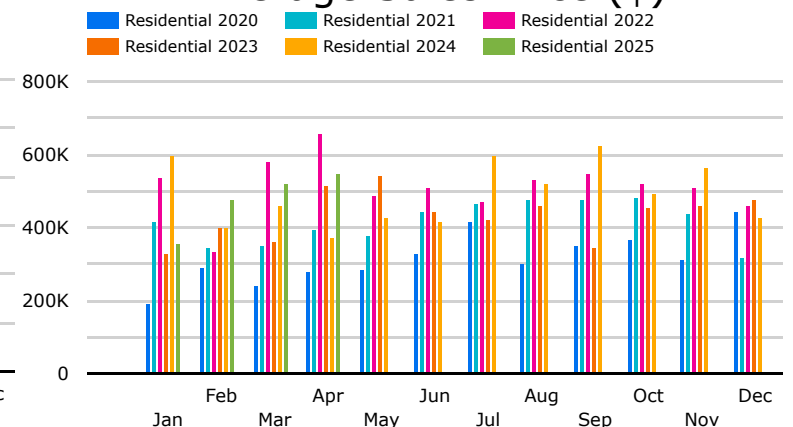
New Listings



Closed Sales



Average Sales Price (\$)



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