

Local Market Update

Missoula County - Land

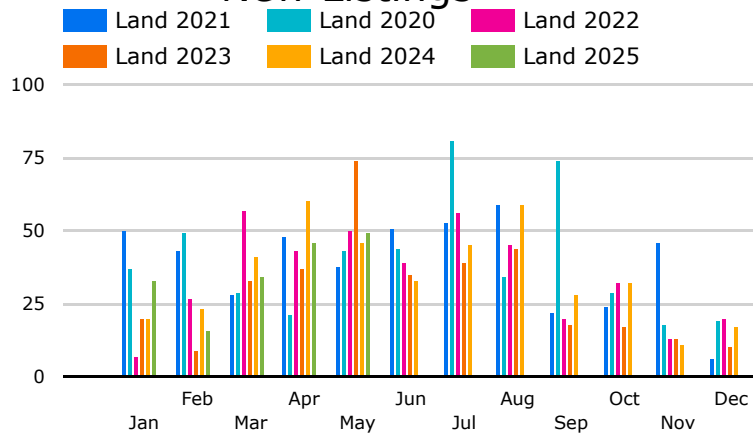
Month: May

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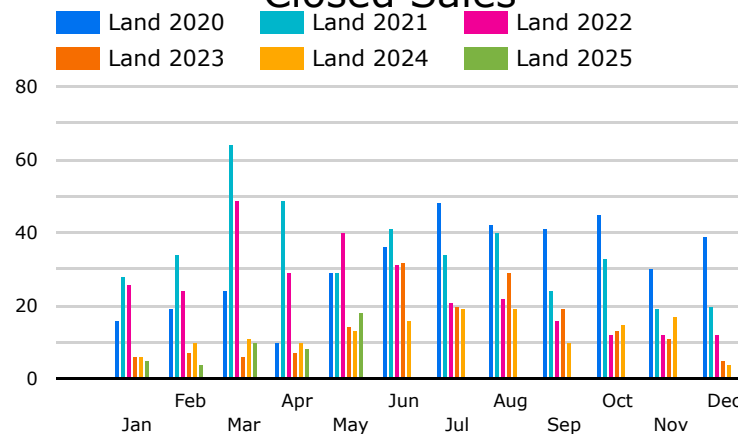
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 46	Land 2025 49	+/- 3	Land YTD 2024 190	Land YTD 2025 178	+/- -12
Closed Sales	13	18	5	50	45	-5
Median Sales Price (\$)	175.0K	247.0K	72,000	183.8K	225.0K	41.3K
Average Sales Price (\$)	278.0K	397.7K	119,689	241.7K	384.6K	142,861
Average % of Original List Price Received	88.00%	94.00%	6%	91.00%	92.00%	1%
Average Days on Market Until Sale	119	263	144	145	209	64

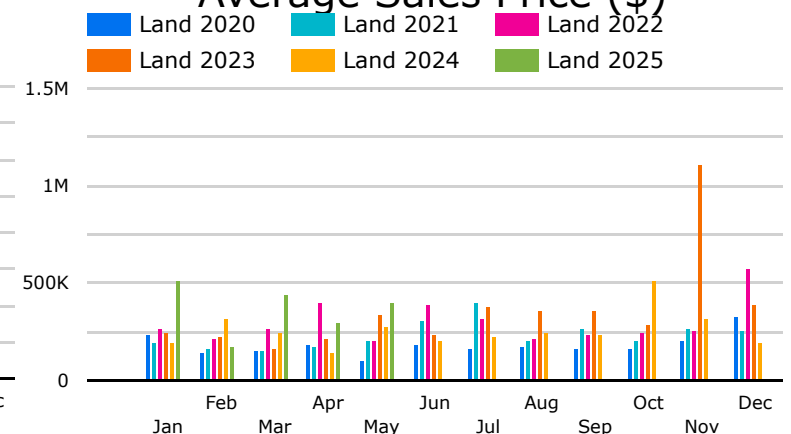
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

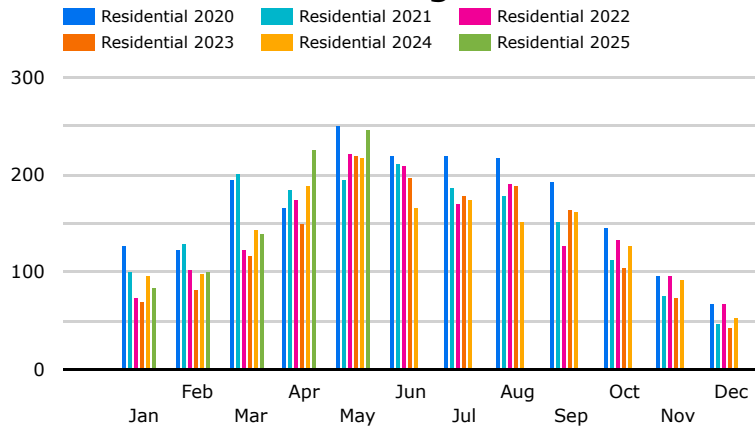
Month: May

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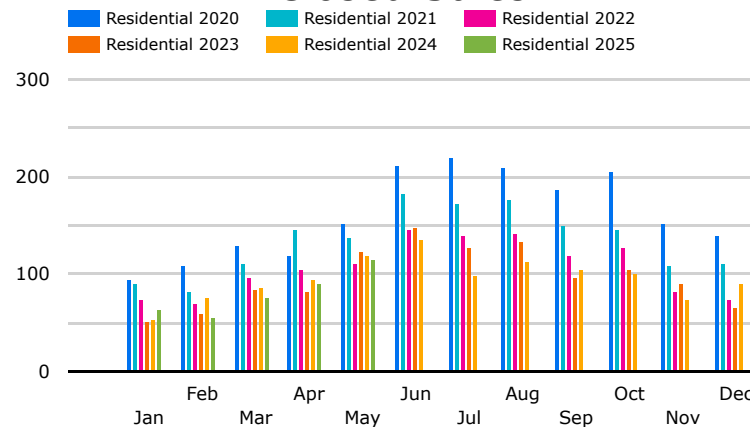
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New Listings	Residential 2024 218	Residential 2025 246	+/- 28	Residential YTD 2024 715	Residential YTD 2025 799	+/- 84
Closed Sales	120	116	-4	411	405	-6
Median Sales Price (\$)	556.5K	565.0K	8,500	560.0K	555.0K	-5,000
Average Sales Price (\$)	668.5K	622.0K	-46,493	621.9K	630.8K	8,966
Average % of Original List Price Received	98.00%	98.00%	0%	96.00%	96.00%	0%
Average Days on Market Until Sale	73	66	-7	92	87	-5

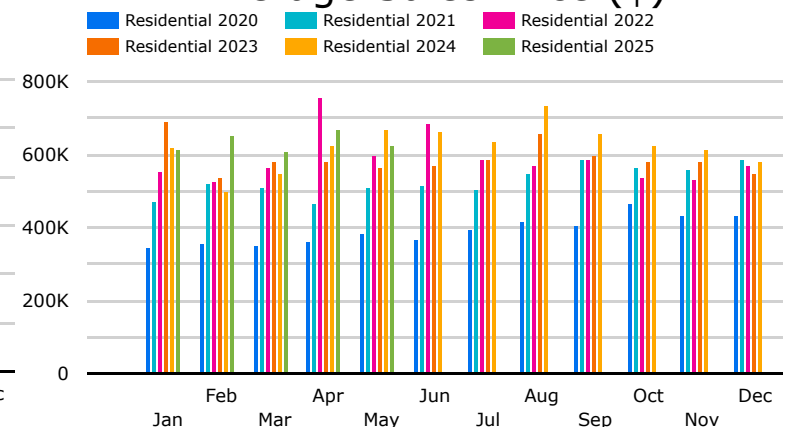
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

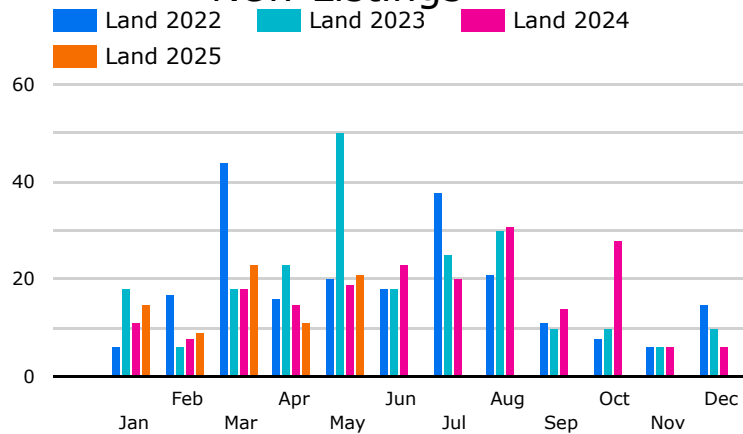
Month: May

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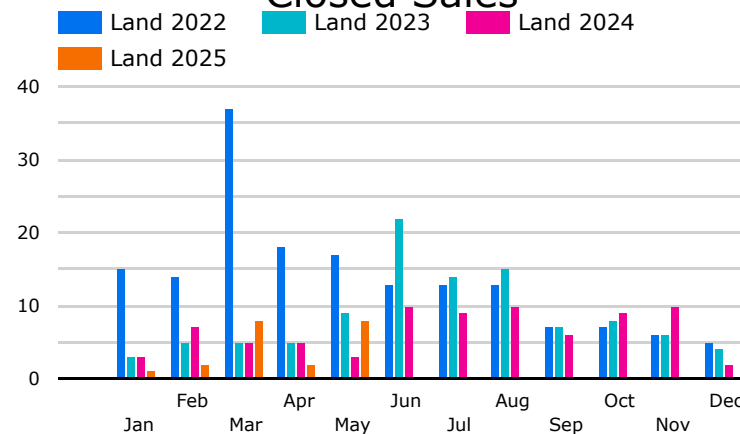
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New Listings	Land 2024 19	Land 2025 21	+/- 2	Land YTD 2024 71	Land YTD 2025 79	+/- -12
Closed Sales	3	8	5	23	21	-2
Median Sales Price (\$)	450.0K	168.5K	-281,500	175.0K	190.0K	41,250
Average Sales Price (\$)	576.7K	513.8K	-62,867	278.1K	494.5K	142,861
Average % of Original List Price Received	66.00%	94.00%	28%	87.00%	92.00%	1%
Average Days on Market Until Sale	187	239	52	179	240	64

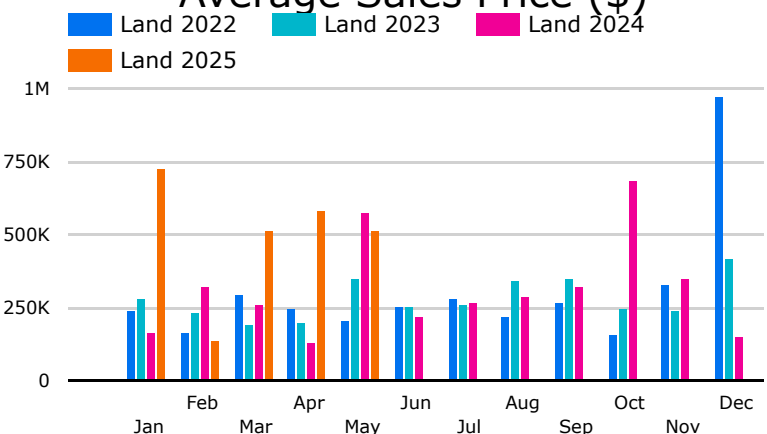
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

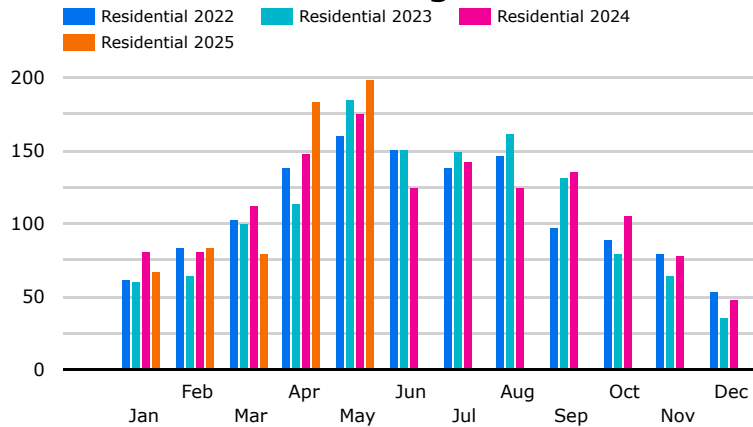
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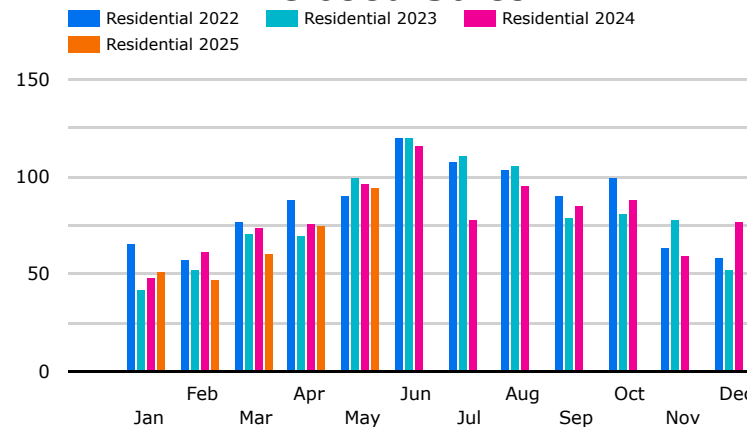
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New Listings	Residential 2024 176	Residential 2025 198	+/- 22	Residential YTD 2024 570	Residential YTD 2025 645	+/- 75
Closed Sales	97	95	-2	338	329	-9
Median Sales Price (\$)	592.0K	539.0K	-53,000	562.0K	550.0K	-12,000
Average Sales Price (\$)	668.5K	608.2K	-60,292	626.5K	621.0K	-5,466
Average % of Original List Price Received	99.00%	98.00%	-1%	97.00%	97.00%	0%
Average Days on Market Until Sale	63	54	-9	88	77	-11

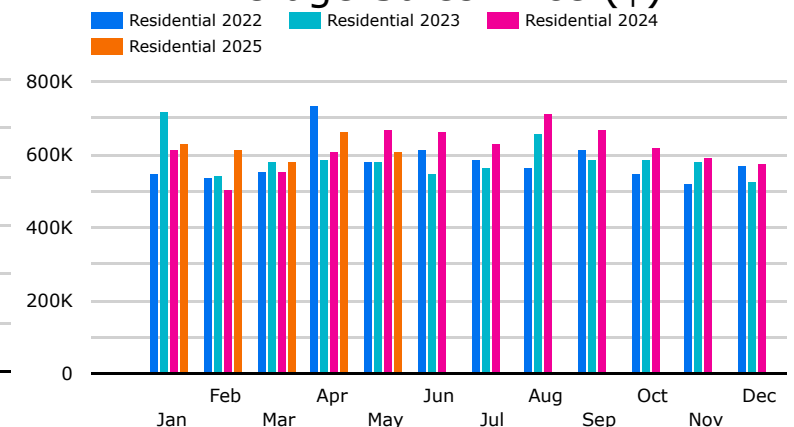
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

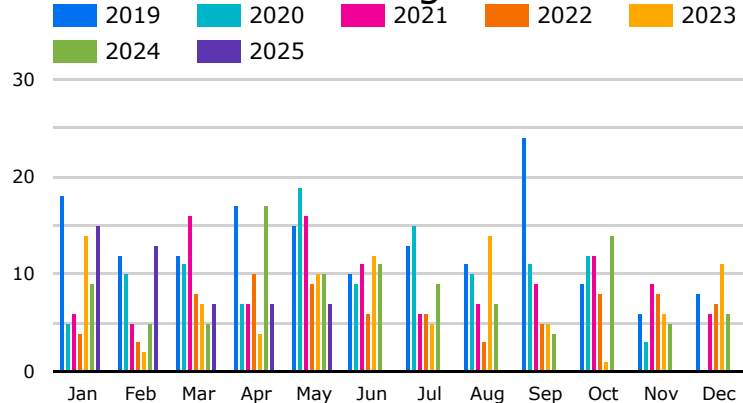
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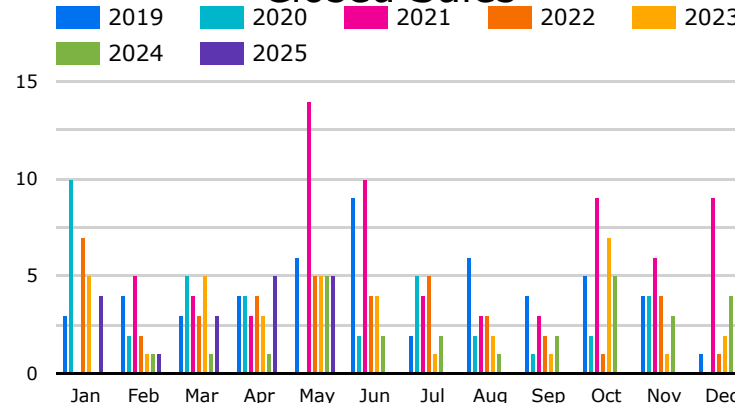
Tip: The best way to understand metrics is to only view one month at a time

New Listings	2024 10	2025 7	+/- -3	YTD 2024 45	YTD 2025 49	+/- 4
Closed Sales	5	5	0	8	18	10
Median Sales Price (\$)	675.0K	825.0K	150.0K	717.5K	712.5K	-5,000
Average Sales Price (\$)	922.8K	831.2K	-91.6K	1.0M	1.1M	46,762
Average % of Original List Price Received	90.00%	86.00%	-4%	88.00%	89.00%	1%
Average Days on Market Until Sale	97	143	46	112	220	108

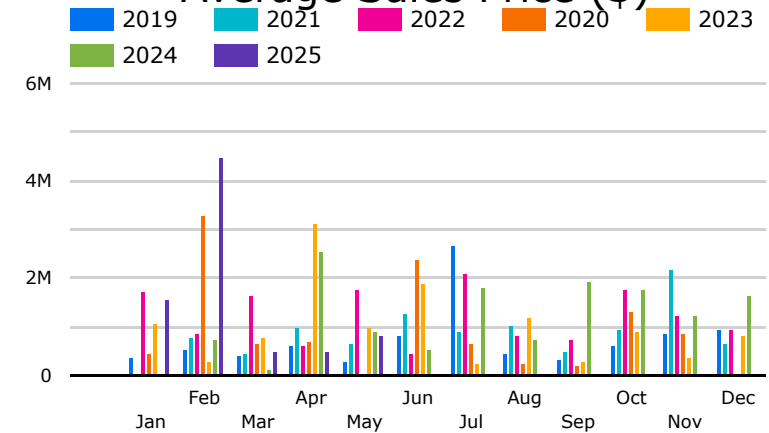
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

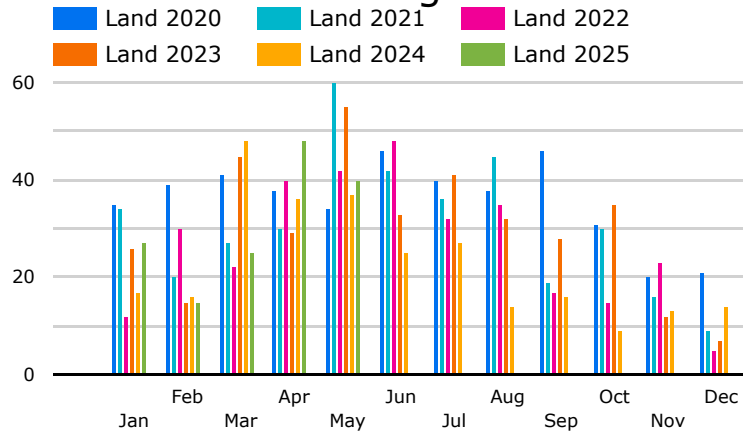
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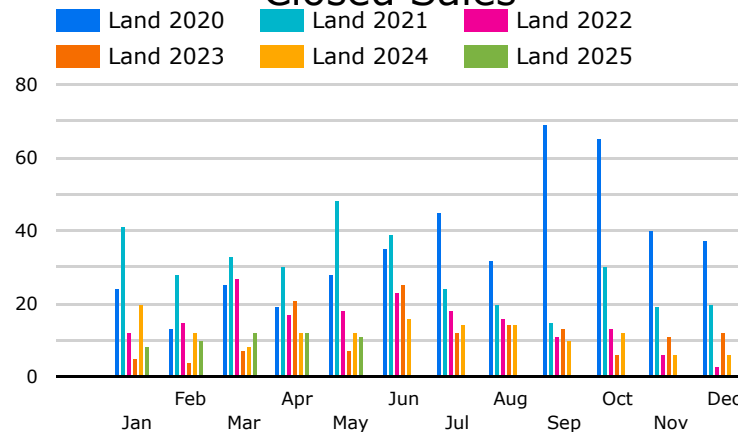
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New Listings	Land 2024 37	Land 2025 40	+/- 3	Land YTD 2024 156	Land YTD 2025 158	+/- 2
Closed Sales	12	11	-1	64	52	-12
Median Sales Price (\$)	22.8K	200.0K	177,250	239.5K	228.0K	-11,500
Average Sales Price (\$)	322.0K	278.8K	-43,170	286.4K	373.9K	87,515
Average % of Original List Price Received	98.00%	87.00%	-11%	92.00%	91.00%	-1%
Average Days on Market Until Sale	134	160	26	140	161	21

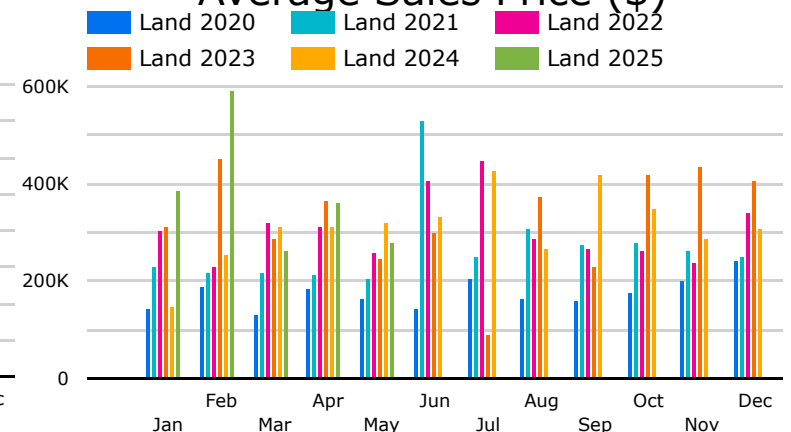
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

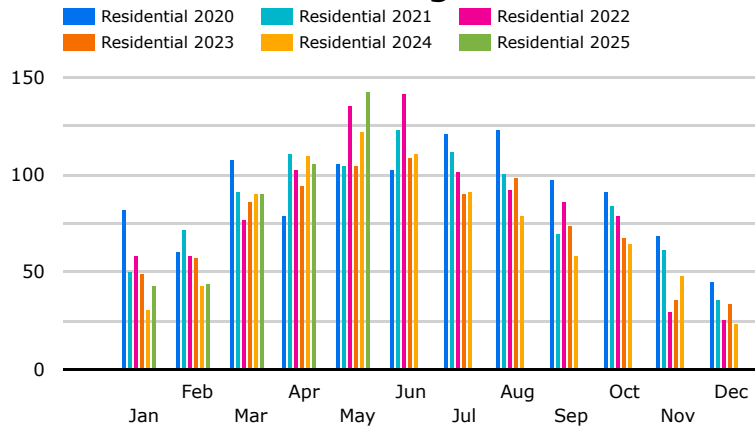
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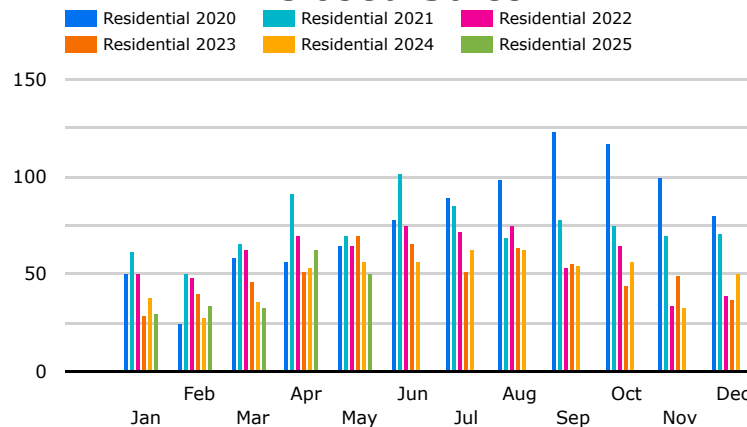
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New Listings	Residential 2024 122	Residential 2025 143	+/- 21	Residential YTD 2024 393	Residential YTD 2025 429	+/- 36
Closed Sales	57	50	-7	210	210	0
Median Sales Price (\$)	513.5K	572.5K	59,000	564.5K	550.0K	-14,550
Average Sales Price (\$)	669.7K	615.8K	-53,892	686.8K	599.5K	-87,323
Average % of Original List Price Received	93.00%	94.00%	1%	93.00%	93.00%	0%
Average Days on Market Until Sale	96	86	-10	117	104	-13

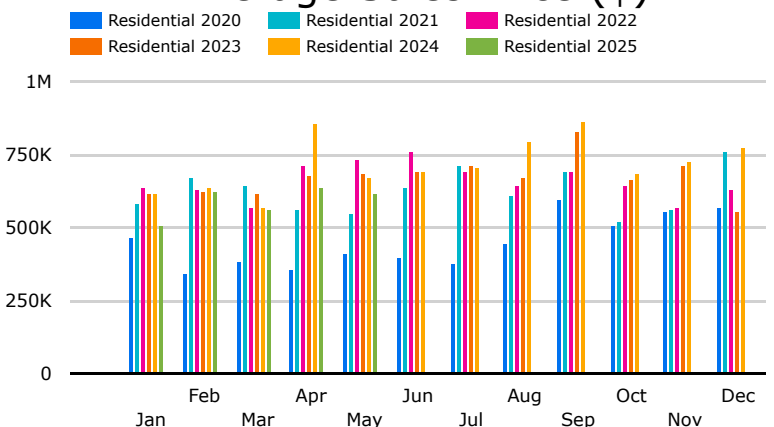
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

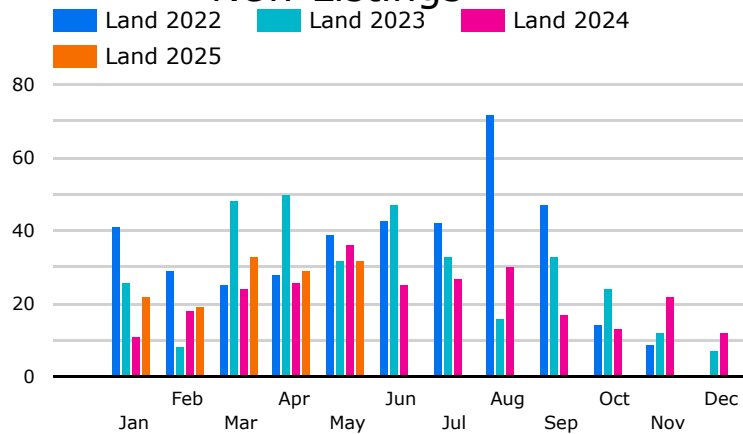
Month: May

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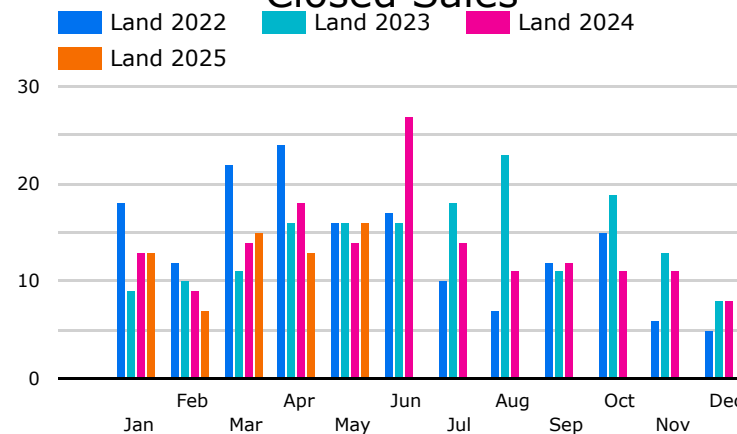
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New Listings	Land 2024 36	Land 2025 32	+/- -4	Land YTD 2024 116	Land YTD 2025 136	+/- 20
Closed Sales	14	16	2	68	66	-2
Median Sales Price (\$)	224.5K	324.0K	99,500	218.5K	267.5K	49,000
Average Sales Price (\$)	236.9K	318.7K	81,823	315.1K	497.3K	182,244
Average % of Original List Price Received	86.00%	90.00%	4%	92.00%	92.00%	0%
Average Days on Market Until Sale	268	142	-126	215	159	-56

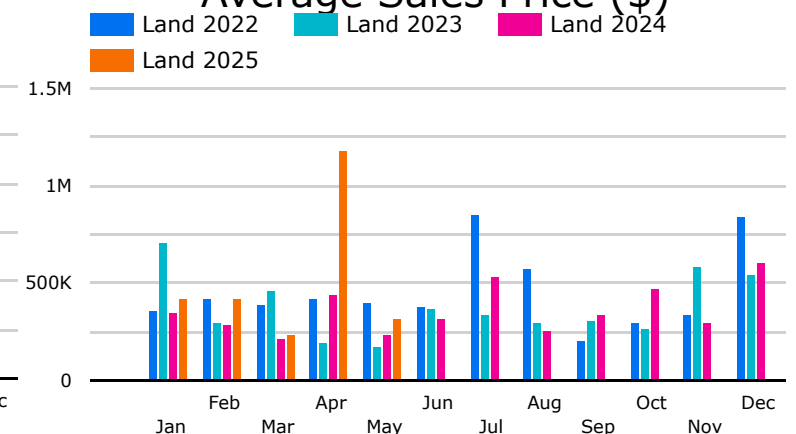
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

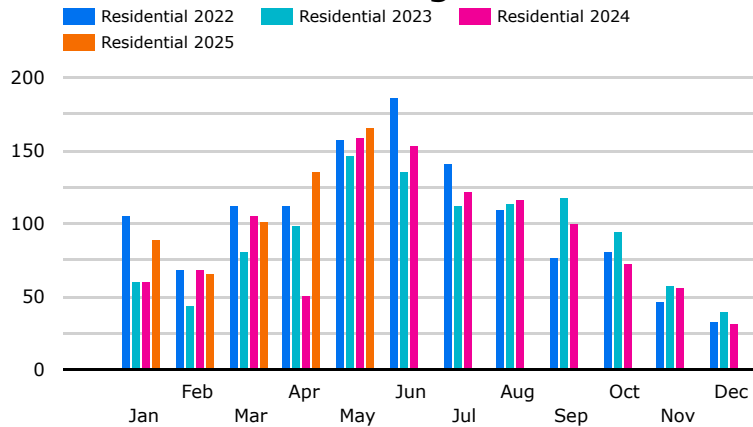
Month: May

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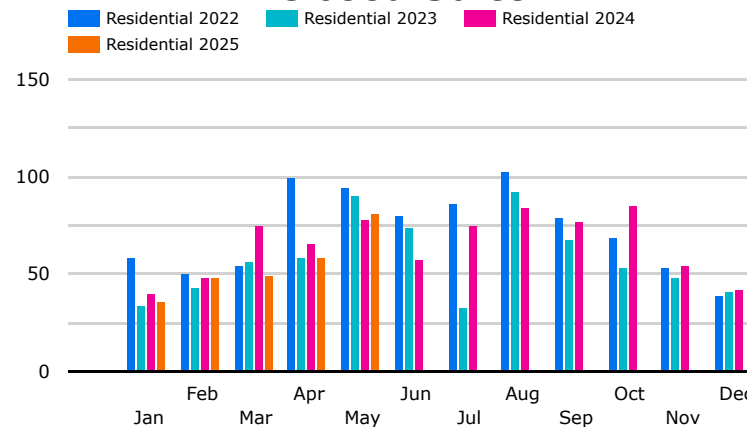
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New Listings	Residential 2024 159	Residential 2025 166	+/- 7	Residential YTD 2024 526	Residential YTD 2025 562	+/- 36
Closed Sales	78	81	3	302	275	-27
Median Sales Price (\$)	563.0K	565.0K	2,050	538.5K	569.9K	31,400
Average Sales Price (\$)	674.5K	690.1K	15,658	636.1K	694.7K	58,625
Average % of Original List Price Received	96.00%	95.00%	-1%	95.00%	94.00%	-1%
Average Days on Market Until Sale	103	118	15	119	127	8

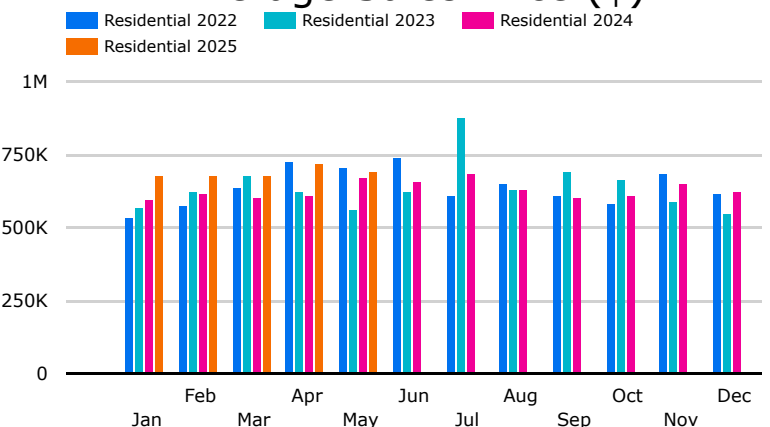
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

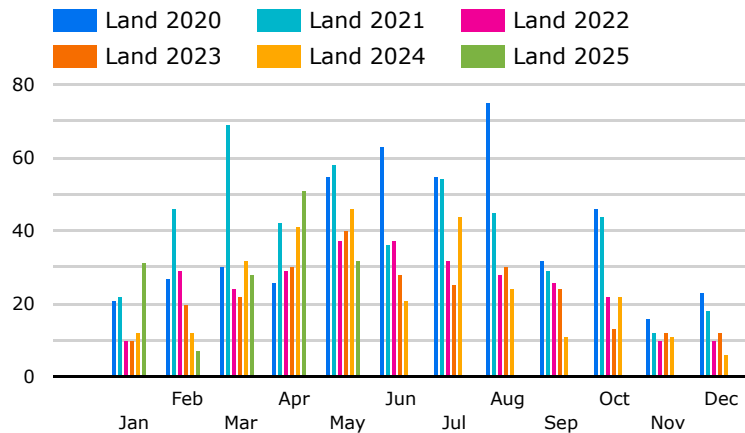
Month: May

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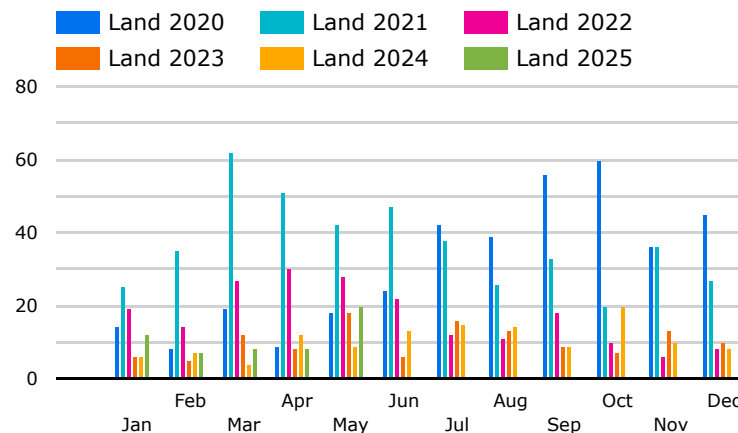
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New Listings	Land 2024 46	Land 2025 32	+/- -14	Land YTD 2024 148	Land YTD 2025 150	+/- 2
Closed Sales	9	20	11	38	55	17
Median Sales Price (\$)	150.0K	237.5K	87,500	193.3K	250.0K	56,750
Average Sales Price (\$)	277.2K	265.5K	-11,794	312.4K	304.9K	-7,539
Average % of Original List Price Received	90.00%	90.00%	0%	89.00%	87.00%	-2%
Average Days on Market Until Sale	214	260	46	173	218	45

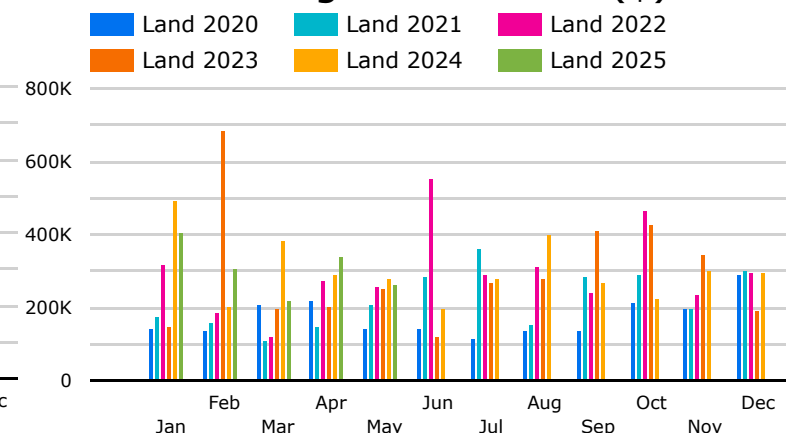
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

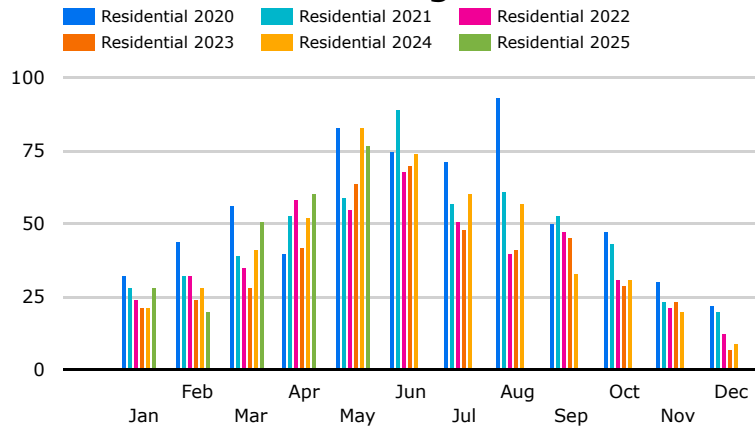
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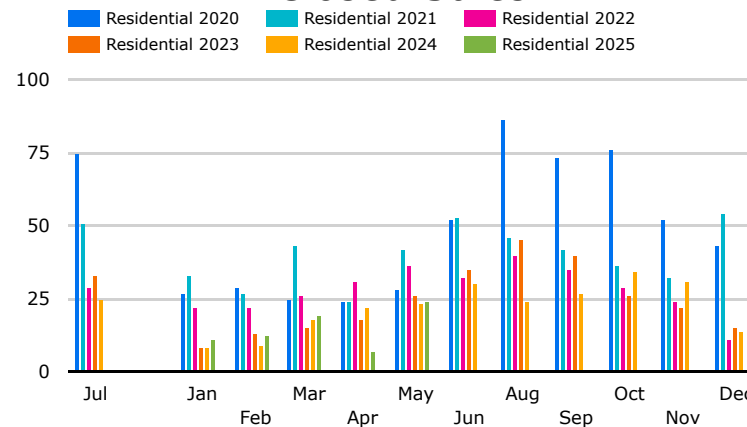
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New Listings	Residential 2024 83	Residential 2025 77	+/- -6	Residential YTD 2024 223	Residential YTD 2025 239	+/- 16
Closed Sales	23	24	1	77	73	-4
Median Sales Price (\$)	455.0K	701.0K	246,000	455.0K	630.0K	175,000
Average Sales Price (\$)	560.1K	800.8K	240,733	629.5K	922.4K	292,845
Average % of Original List Price Received	96.00%	94.00%	-2%	94.00%	91.00%	-3%
Average Days on Market Until Sale	88	106	18	116	153	37

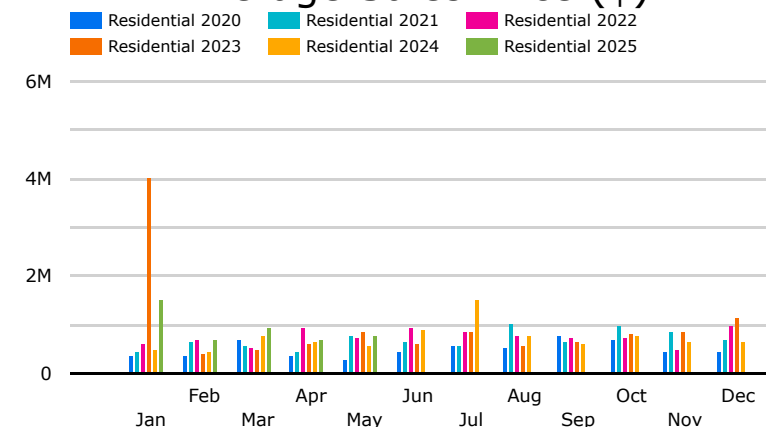
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

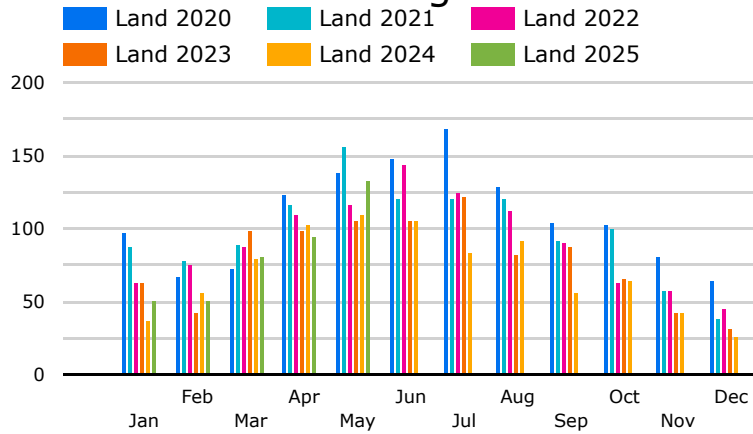
Month: May

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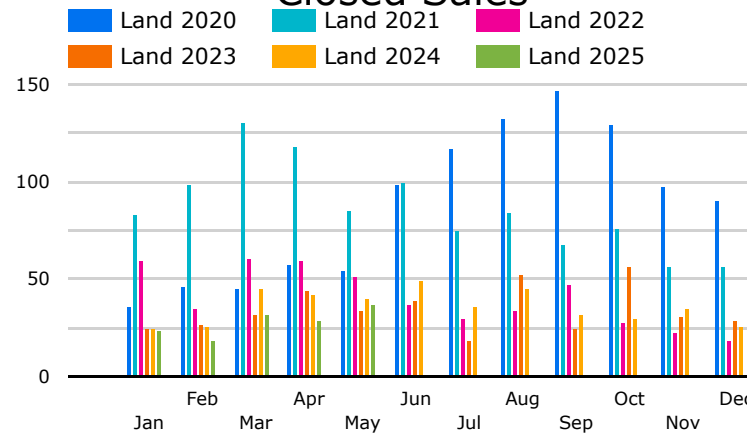
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New Listings	Land 2024 109	Land 2025 133	+/- 24	Land YTD 2024 414	Land YTD 2025 413	+/- -1
Closed Sales	40	37	-3	179	143	-36
Median Sales Price (\$)	259.8K	350.0K	90,250	280.0K	325.0K	45,000
Average Sales Price (\$)	457.9K	514.6K	56,655	465.7K	588.6K	122,910
Average % of Original List Price Received	91.00%	91.00%	0%	91.00%	90.00%	-1%
Average Days on Market Until Sale	168	147	-21	214	168	-46

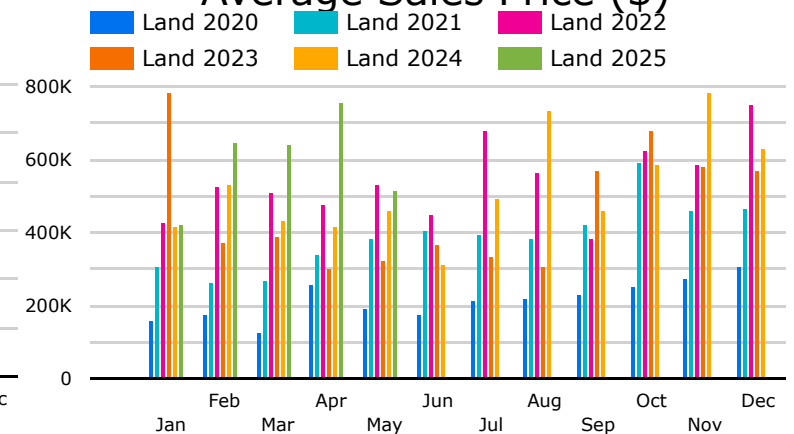
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Flathead County - Residential

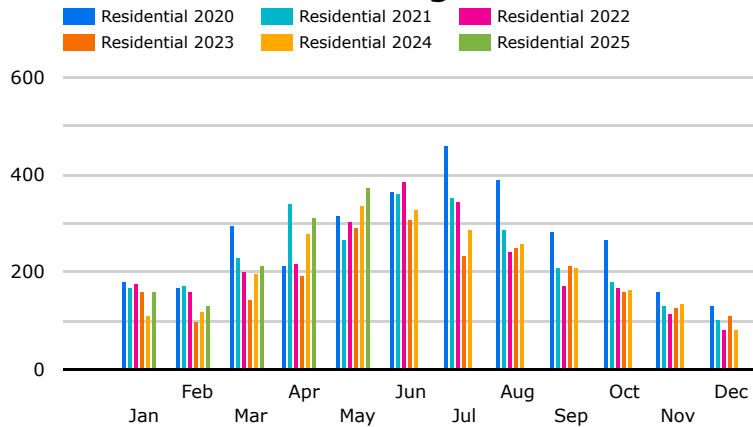
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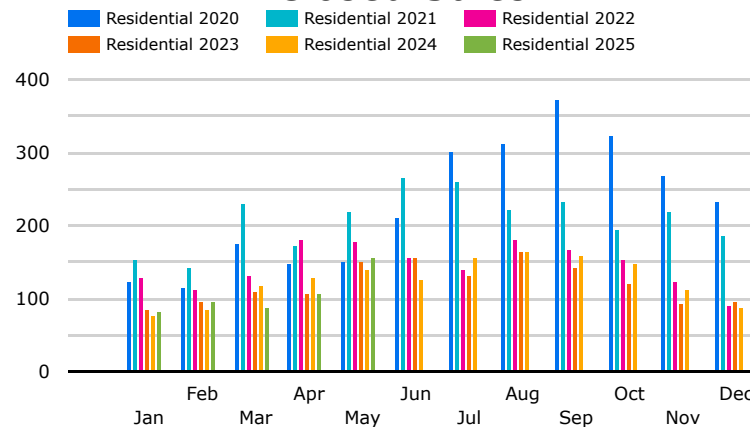
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New Listings	Residential 2024 336	Residential 2025 376	+/- 40	Residential YTD 2024 1,083	Residential YTD 2025 1,206	+/- 123
Closed Sales	139	155	16	544	533	-11
Median Sales Price (\$)	675.0K	630.0K	-45,000	604.4K	646.5K	42,075
Average Sales Price (\$)	806.2K	949.8K	143,555	835.0K	893.4K	58,466
Average % of Original List Price Received	96.00%	94.00%	-2%	94.00%	93.00%	-1%
Average Days on Market Until Sale	120	110	-10	124	132	8

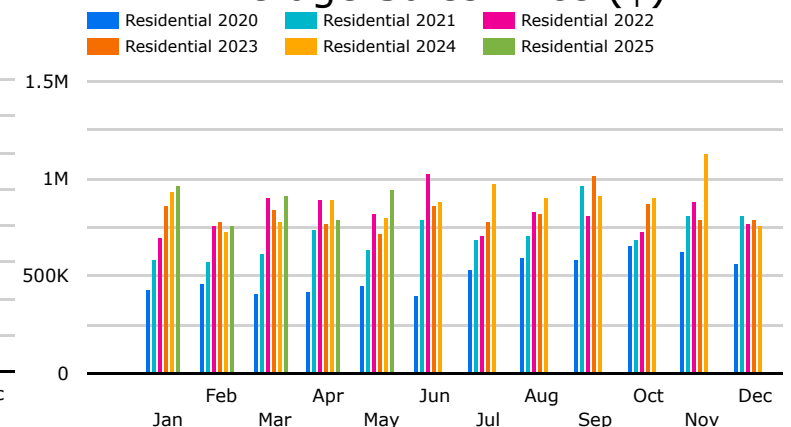
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

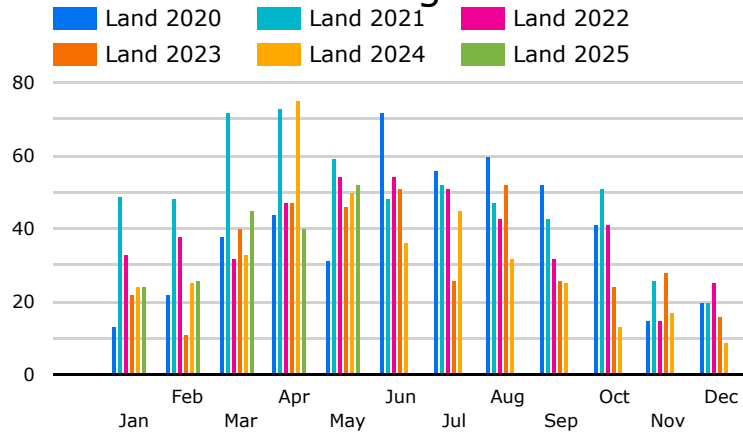
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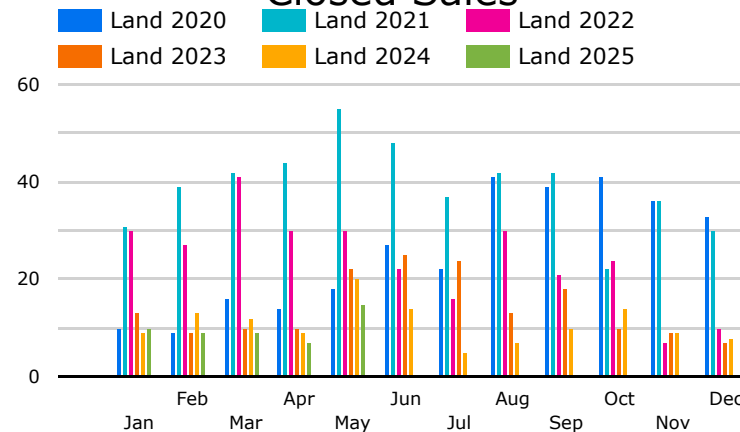
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New Listings	Land 2024 50	Land 2025 52	+/- 2	Land YTD 2024 199	Land YTD 2025 187	+/- -12
Closed Sales	20	15	-5	63	51	-12
Median Sales Price (\$)	183.8K	185.0K	1,250	160.0K	149.0K	-11,000
Average Sales Price (\$)	260.7K	185.0K	-69,041	218.8K	216.4K	-2,420
Average % of Original List Price Received	100.00%	81.00%	-19%	96.00%	82.00%	-14%
Average Days on Market Until Sale	150	229	79	197	219	22

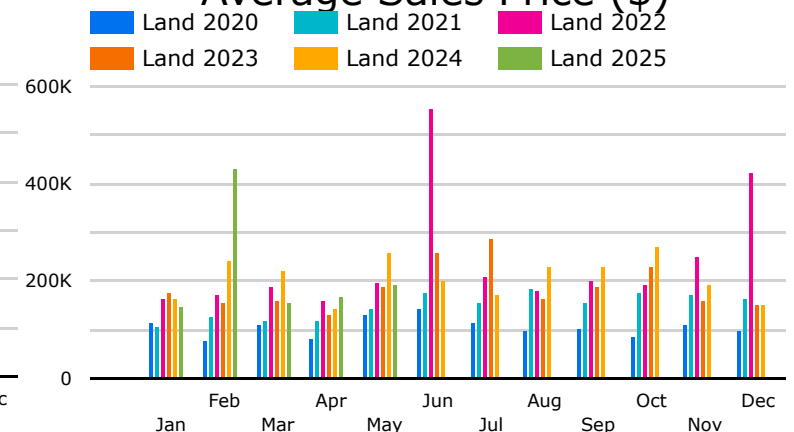
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

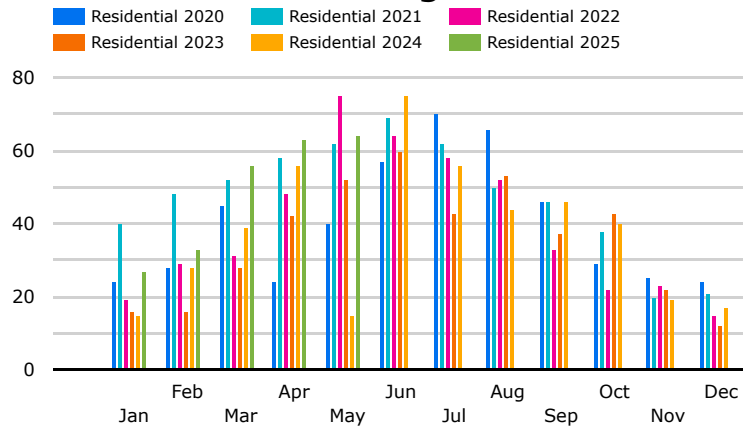
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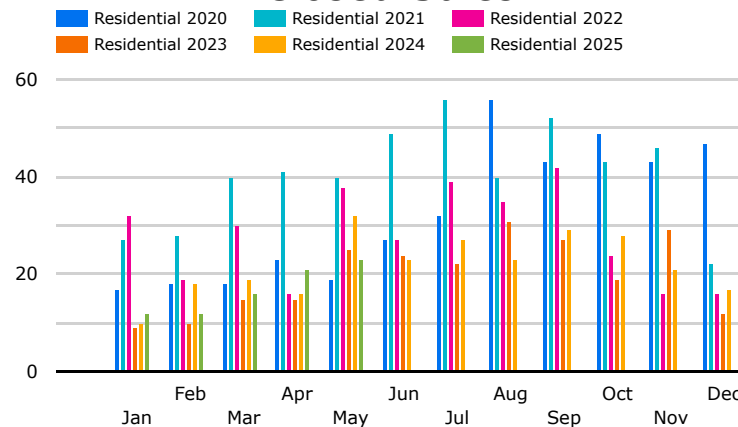
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New Listings	Residential 2024 15	Residential 2025 64	+/- 49	Residential YTD 2024 226	Residential YTD 2025 245	+/- 19
Closed Sales	32	23	-9	95	85	-10
Median Sales Price (\$)	342.0K	425.0K	83,000	345.0K	360.0K	15,000
Average Sales Price (\$)	426.9K	419.3K	-7,675	443.1K	466.7K	23,653
Average % of Original List Price Received	92.00%	92.00%	0%	90.00%	89.00%	-1%
Average Days on Market Until Sale	143	158	15	147	148	1

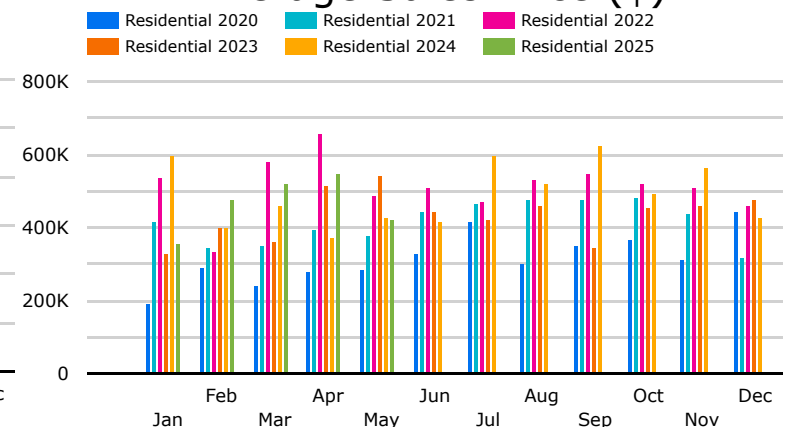
New Listings



Closed Sales



Average Sales Price (\$)



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