

Local Market Update

Missoula County - Land

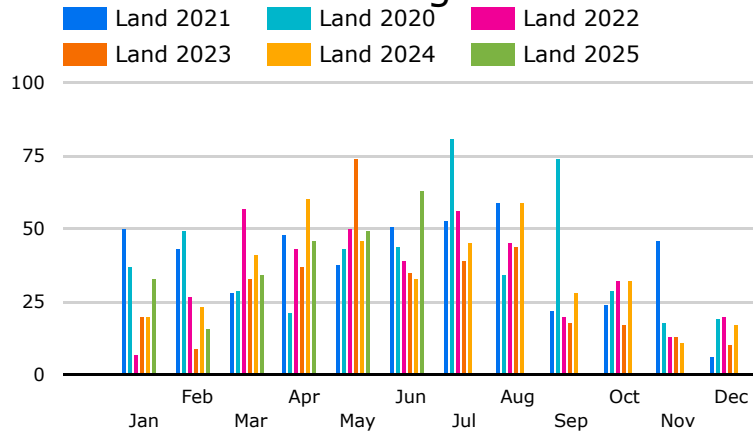
Month: Jun

(1) ▾

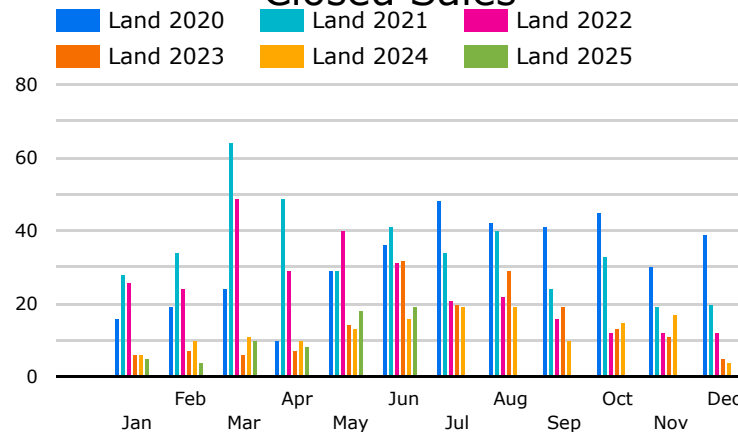
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 33	Land 2025 63	+/- 30	Land YTD 2024 223	Land YTD 2025 241	+/- 18
Closed Sales	16	19	3	68	64	-4
Median Sales Price (\$)	183.8K	235.0K	51,250	185.0K	235.0K	50.0K
Average Sales Price (\$)	210.3K	358.4K	148,114	233.8K	376.8K	143,004
Average % of Original List Price Received	96.00%	88.00%	-8%	92.00%	91.00%	-1%
Average Days on Market Until Sale	112	114	2	138	181	43

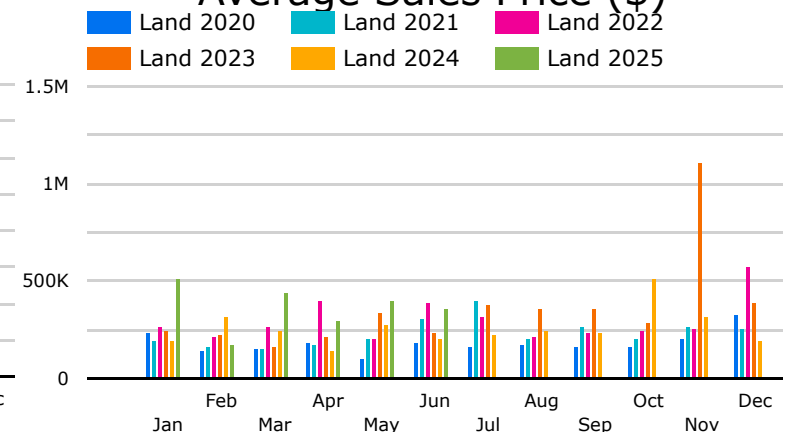
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

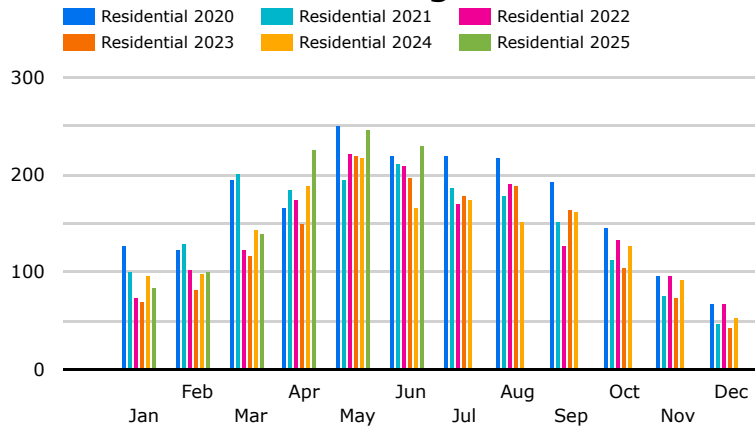
Month: Jun

(1) ▾

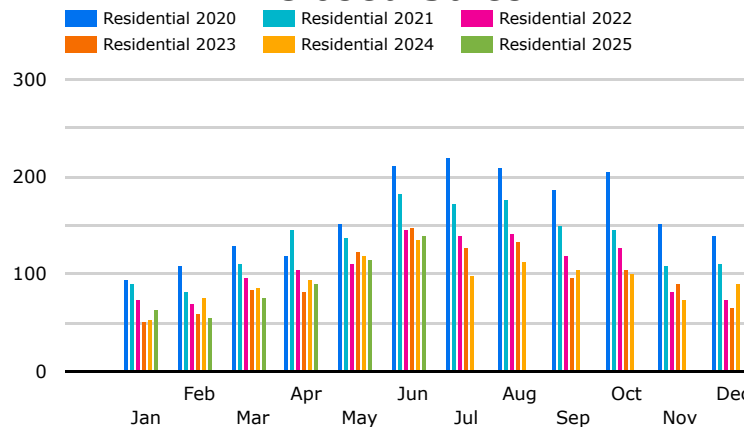
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 166	Residential 2025 231	+/- 65	Residential YTD 2024 881	Residential YTD 2025 1,034	+/- 153
Closed Sales	136	140	4	551	545	-6
Median Sales Price (\$)	555.7K	592.5K	36,755	559.0K	565.0K	6,000
Average Sales Price (\$)	661.7K	723.8K	62,112	631.7K	654.7K	22,987
Average % of Original List Price Received	98.00%	98.00%	0%	97.00%	97.00%	0%
Average Days on Market Until Sale	58	68	10	83	82	-1

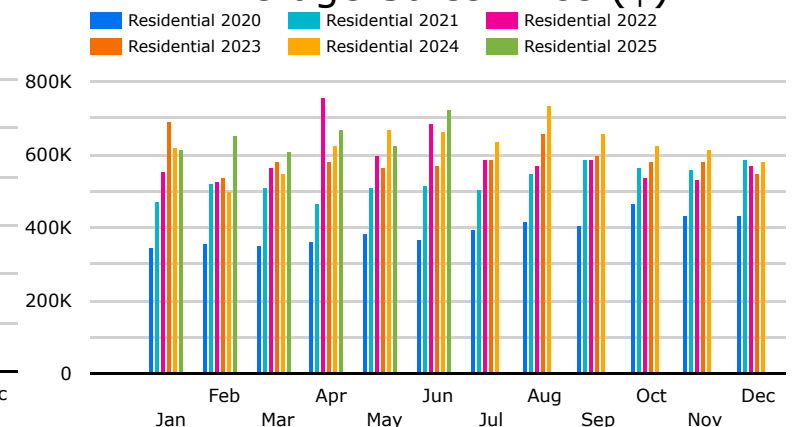
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

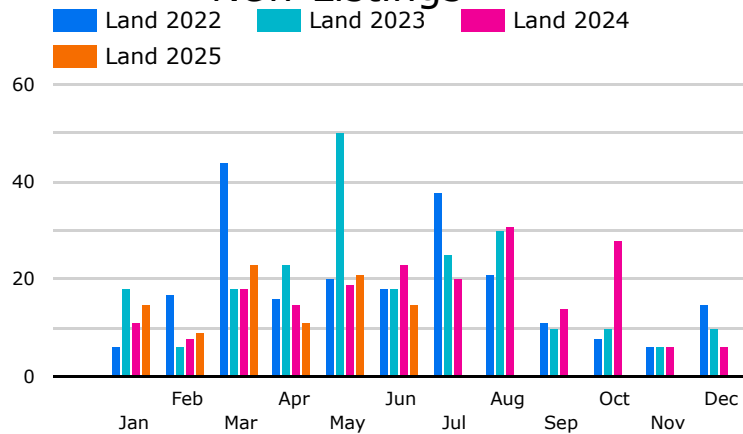
Month: Jun

(1) ▾

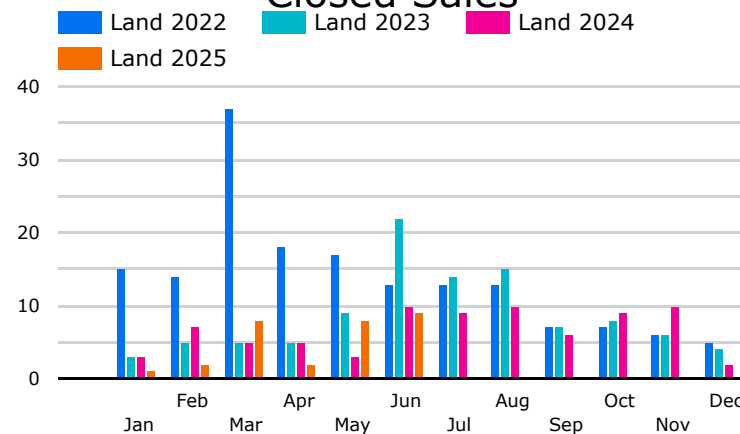
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 23	Land 2025 15	+/- -8	Land YTD 2024 94	Land YTD 2025 94	+/- 18
Closed Sales	10	9	-1	34	30	-4
Median Sales Price (\$)	183.8K	205.0K	21,250	178.8K	197.5K	50,000
Average Sales Price (\$)	218.9K	231.7K	12,817	259.7K	415.7K	143,004
Average % of Original List Price Received	95.00%	86.00%	-9%	89.00%	90.00%	-1%
Average Days on Market Until Sale	169	161	-8	178	217	43

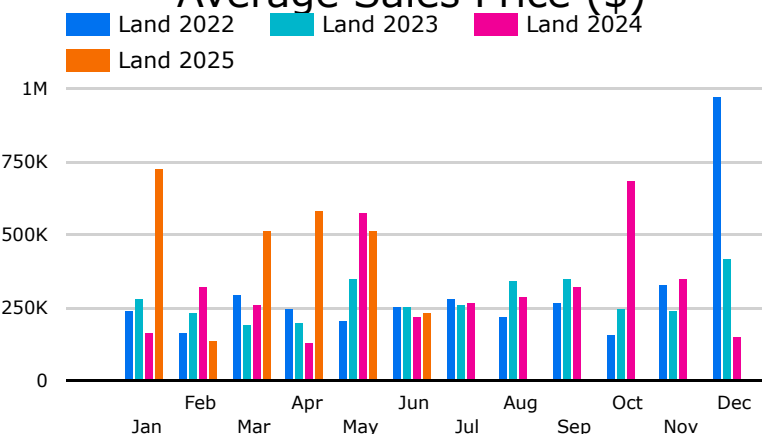
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

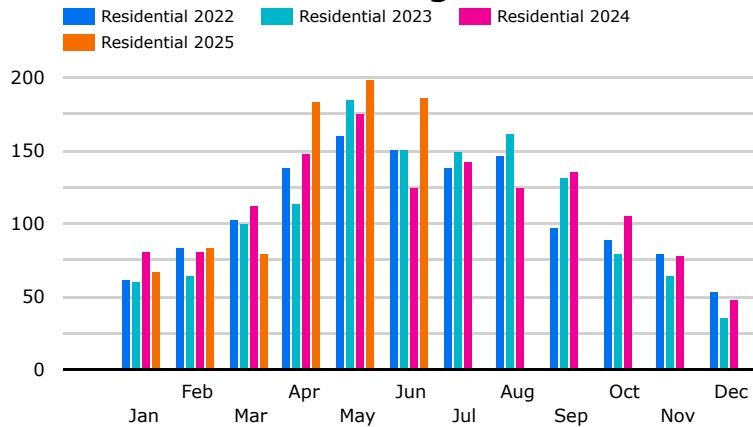
Month: Jun

(1) ▾

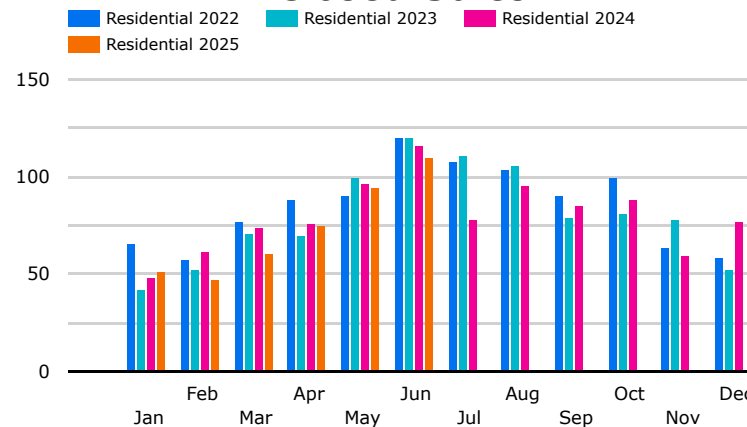
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 125	Residential 2025 186	+/- 61	Residential YTD 2024 694	Residential YTD 2025 833	+/- 139
Closed Sales	116	110	-6	456	439	-17
Median Sales Price (\$)	550.0K	616.2K	66,154	559.5K	565.0K	5,500
Average Sales Price (\$)	665.7K	741.8K	76,166	636.3K	651.3K	14,932
Average % of Original List Price Received	99.00%	99.00%	0%	97.00%	97.00%	0%
Average Days on Market Until Sale	54	60	6	79	73	-6

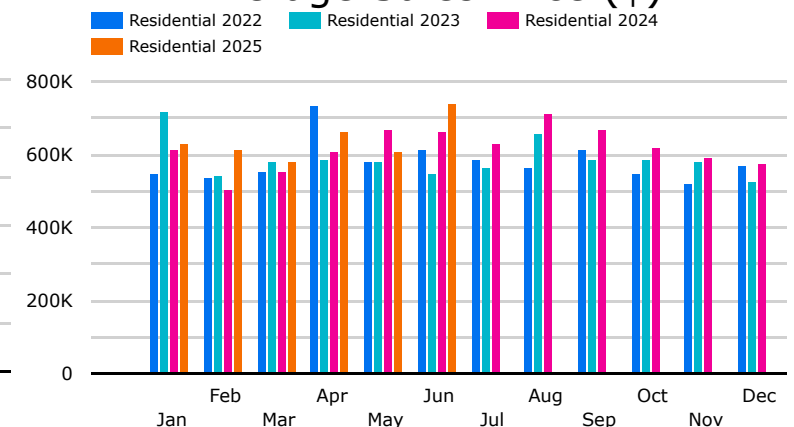
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

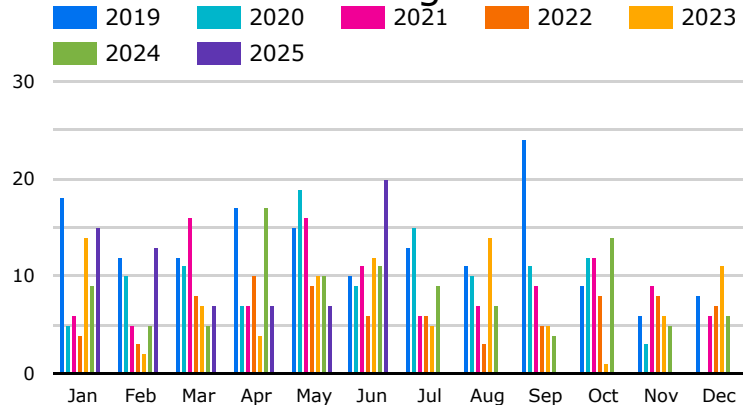
Month: Jun

(1) ▾

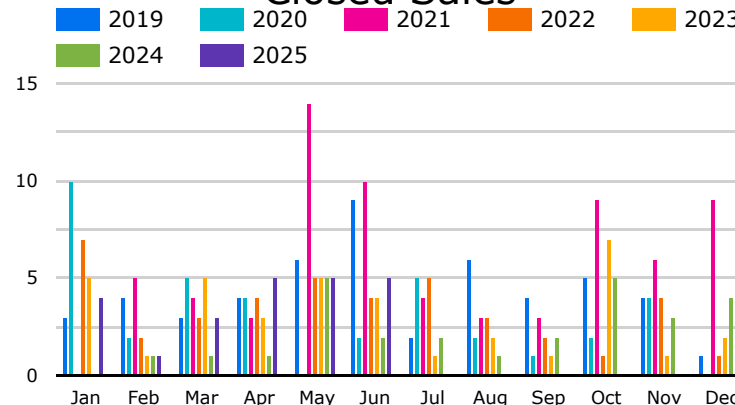
Tip: The best way to understand metrics is to only view one month at a time

New Listings	2024 11	2025 20	+/- 9	YTD 2024 57	YTD 2025 69	+/- 12
Closed Sales	2	5	3	10	23	13
Median Sales Price (\$)	520.5K	1.2M	679.6K	633.0K	775.0K	142,000
Average Sales Price (\$)	520.5K	1.1M	601.4K	908.6K	1.1M	158,887
Average % of Original List Price Received	98.00%	83.00%	-15%	90.00%	87.00%	-3%
Average Days on Market Until Sale	116	262	146	113	229	116

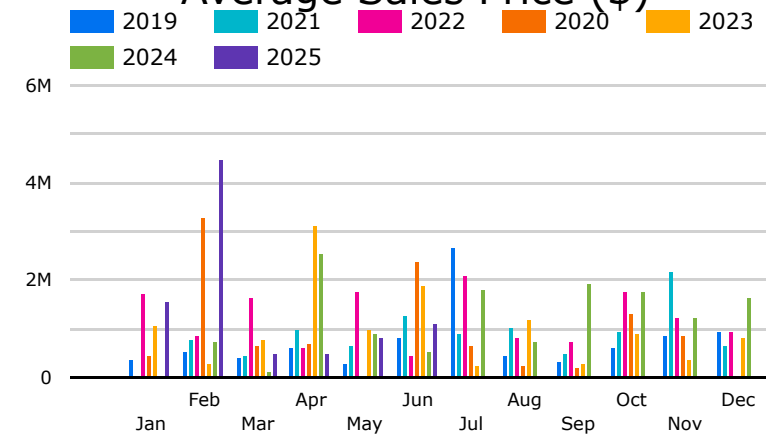
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

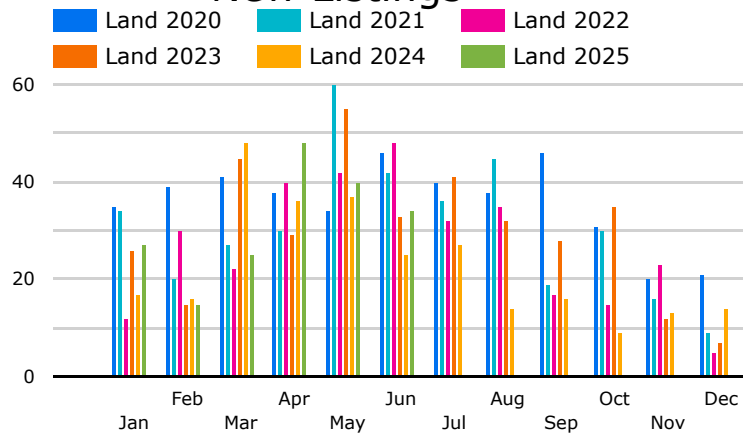
Month: Jun

(1) ▾

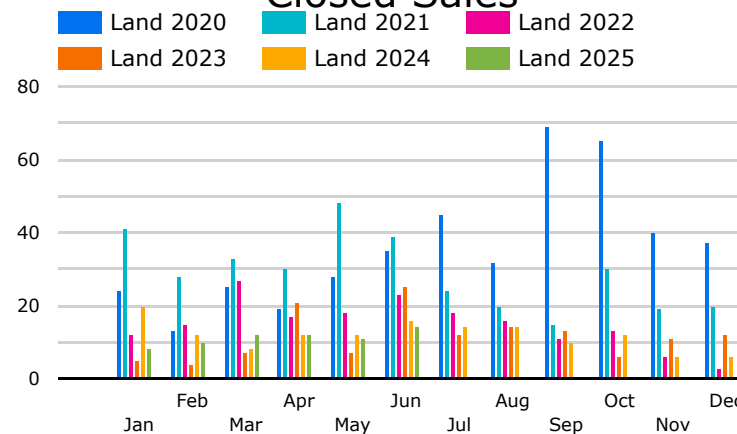
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 25	Land 2025 34	+/- 9	Land YTD 2024 180	Land YTD 2025 191	+/- 11
Closed Sales	16	14	-2	80	66	-14
Median Sales Price (\$)	273.8K	187.5K	-86,250	240.0K	218.3K	-21,750
Average Sales Price (\$)	330.8K	218.7K	-112,159	295.2K	340.9K	45,699
Average % of Original List Price Received	92.00%	93.00%	1%	92.00%	92.00%	0%
Average Days on Market Until Sale	177	75	-102	147	142	-5

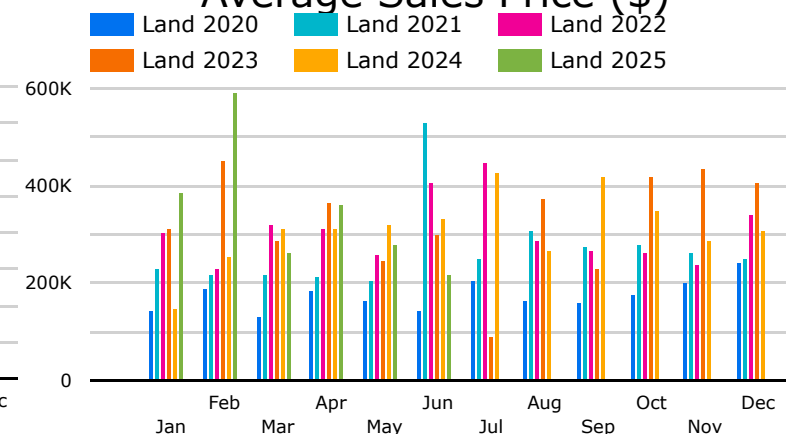
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

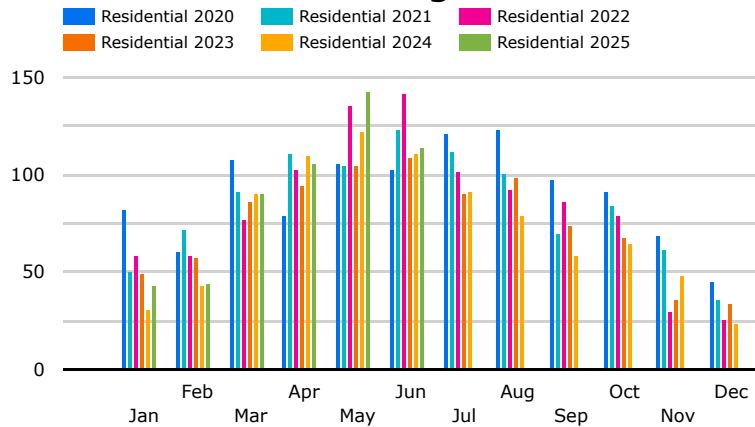
Month: Jun

(1) ▾

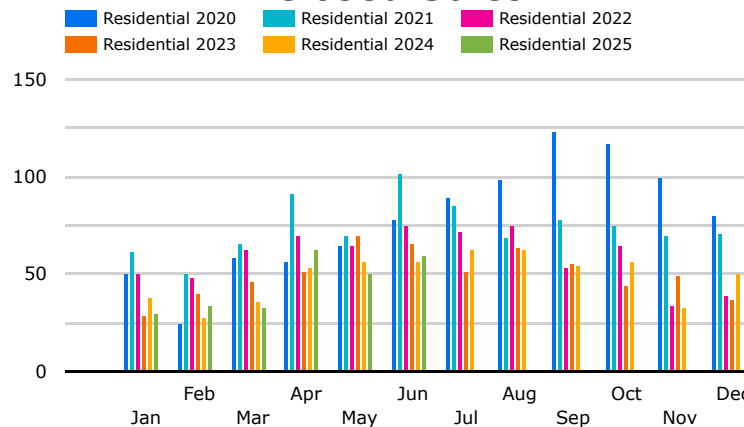
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 111	Residential 2025 114	+/- 3	Residential YTD 2024 504	Residential YTD 2025 542	+/- 38
Closed Sales	57	60	3	270	270	0
Median Sales Price (\$)	560.0K	575.0K	15,000	560.0K	560.0K	0
Average Sales Price (\$)	690.2K	656.0K	-34,218	688.3K	612.0K	-76,257
Average % of Original List Price Received	94.00%	94.00%	0%	93.00%	93.00%	0%
Average Days on Market Until Sale	83	93	10	109	101	-8

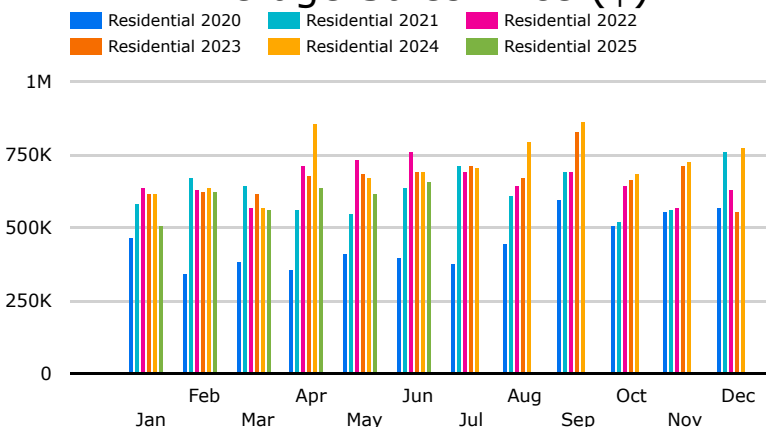
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

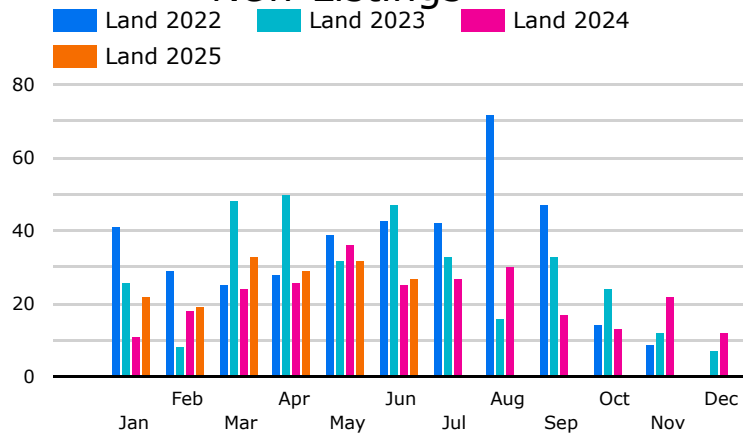
Month: Jun

(1) ▾

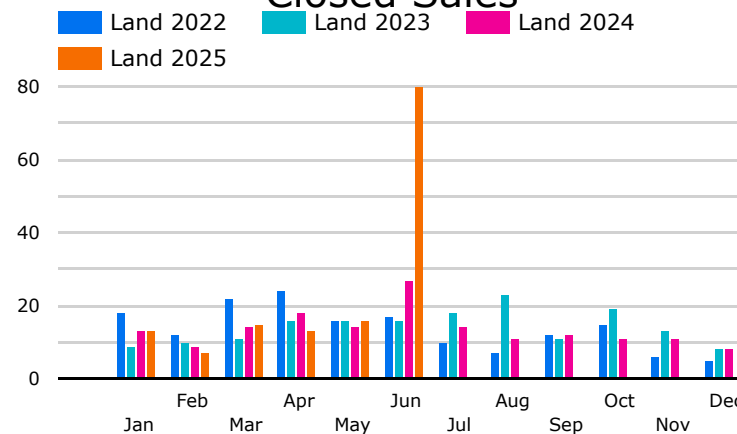
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 25	Land 2025 27	+/- 2	Land YTD 2024 141	Land YTD 2025 163	+/- 22
Closed Sales	27	80	53	95	86	-9
Median Sales Price (\$)	204.0K	240.0	-203,760	212.0K	250.5K	38,500
Average Sales Price (\$)	320.4K	328.4K	7,996	316.6K	458.0K	141,446
Average % of Original List Price Received	91.00%	95.00%	4%	92.00%	93.00%	1%
Average Days on Market Until Sale	272	142	-130	231	155	-76

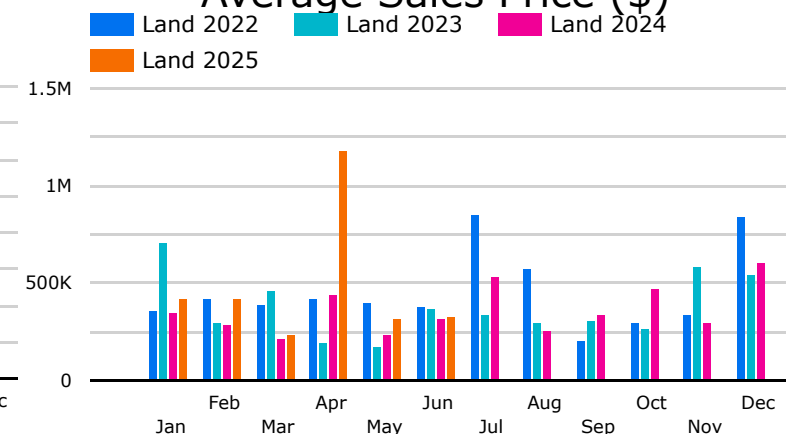
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

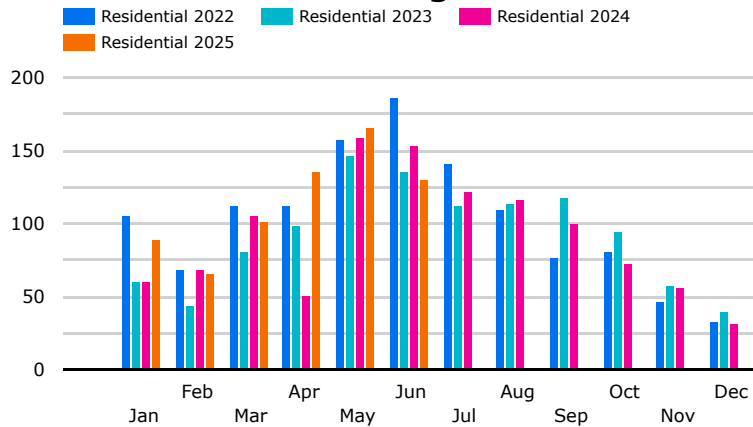
Month: Jun

(1) ▾

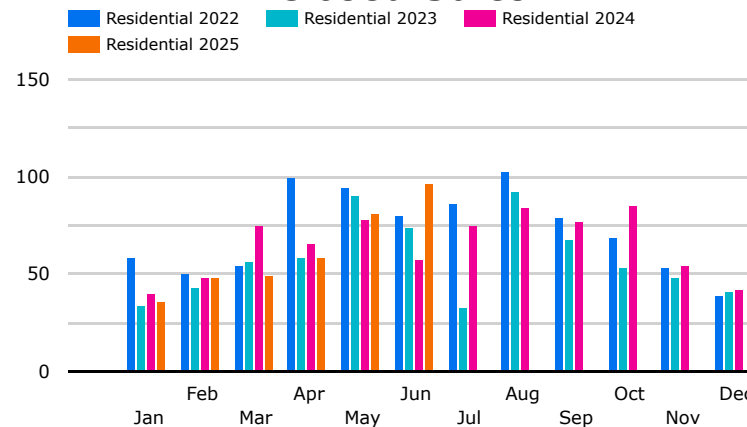
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 153	Residential 2025 130	+/- -23	Residential YTD 2024 679	Residential YTD 2025 693	+/- 14
Closed Sales	58	97	39	360	374	14
Median Sales Price (\$)	562.5K	545.0K	-17,500	539.0K	565.0K	26,000
Average Sales Price (\$)	655.0K	681.4K	26,382	639.1K	691.2K	52,053
Average % of Original List Price Received	97.00%	97.00%	0%	95.00%	95.00%	0%
Average Days on Market Until Sale	83	108	25	113	122	9

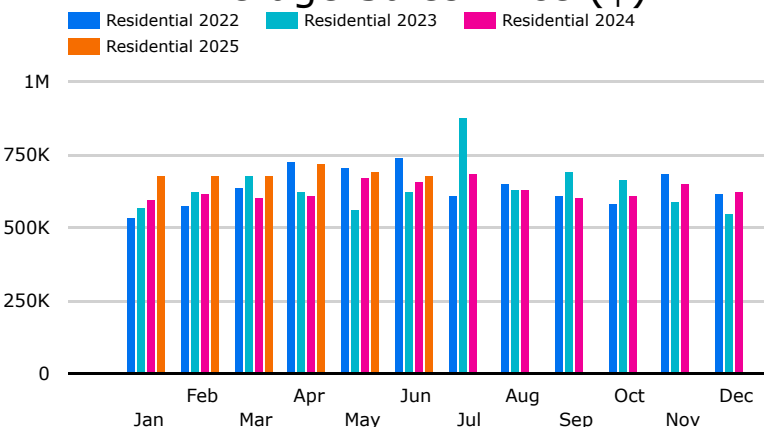
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

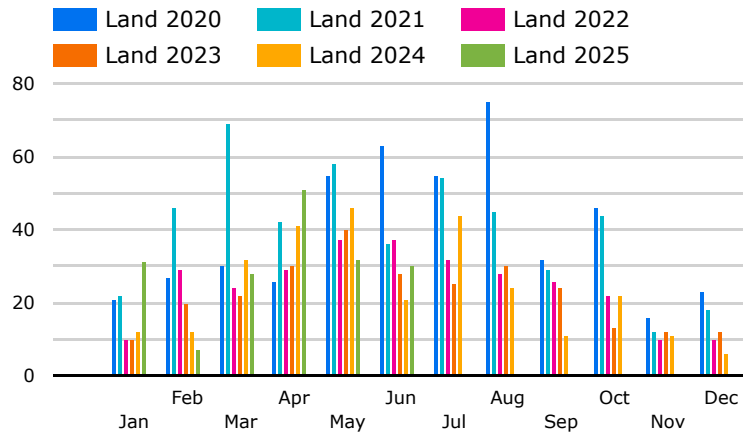
Month: Jun

(1) ▾

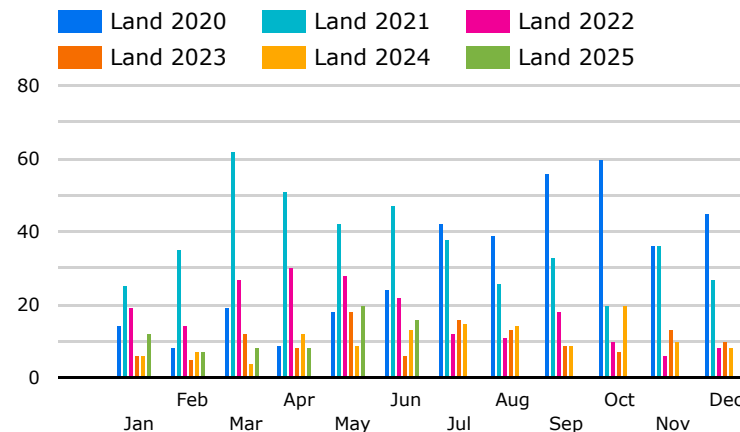
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 21	Land 2025 30	+/- 9	Land YTD 2024 171	Land YTD 2025 179	+/- 8
Closed Sales	13	16	3	52	70	18
Median Sales Price (\$)	230.0K	164.5K	-65,500	200.0K	237.5K	37,500
Average Sales Price (\$)	199.3K	487.0K	287,692	282.0K	347.7K	65,740
Average % of Original List Price Received	87.00%	91.00%	4%	89.00%	88.00%	-1%
Average Days on Market Until Sale	163	130	-33	167	201	34

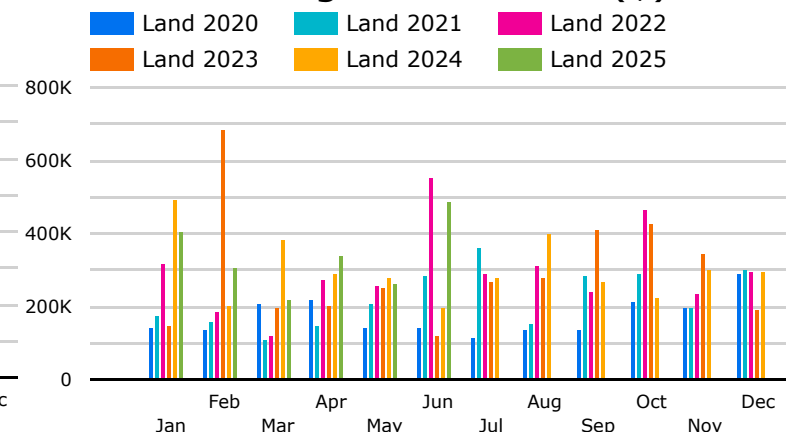
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

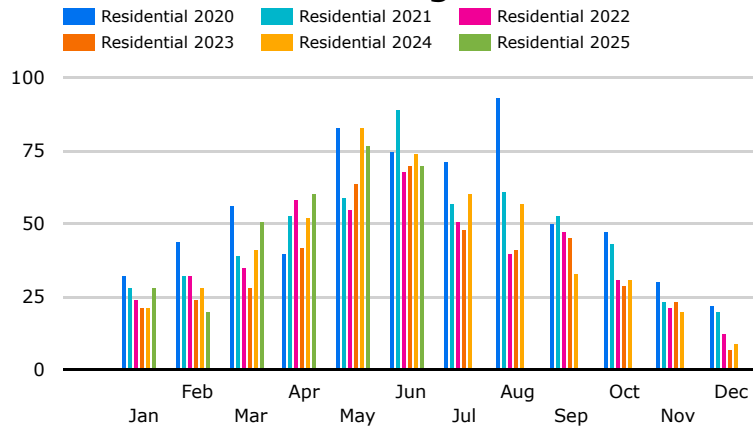
Month: Jun

(1) ▾

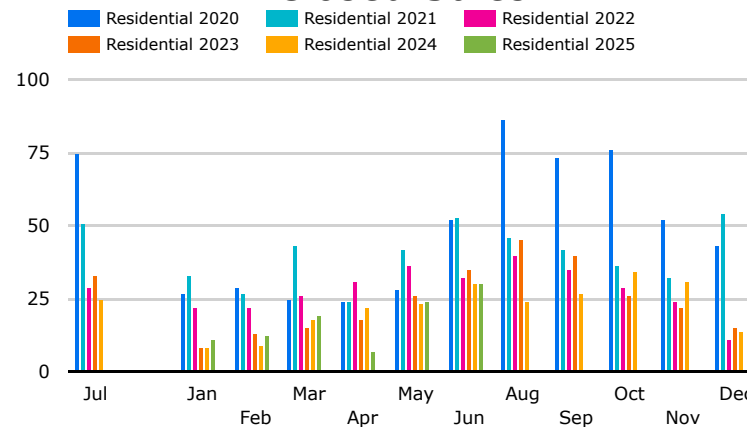
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 74	Residential 2025 70	+/- -4	Residential YTD 2024 296	Residential YTD 2025 311	+/- 15
Closed Sales	30	30	0	106	103	-3
Median Sales Price (\$)	492.5K	511.3K	18,750	200.0K	580.0K	380,000
Average Sales Price (\$)	907.8K	694.9K	-212,967	712.9K	856.1K	143,197
Average % of Original List Price Received	92.00%	93.00%	1%	93.00%	92.00%	-1%
Average Days on Market Until Sale	112	124	12	115	145	30

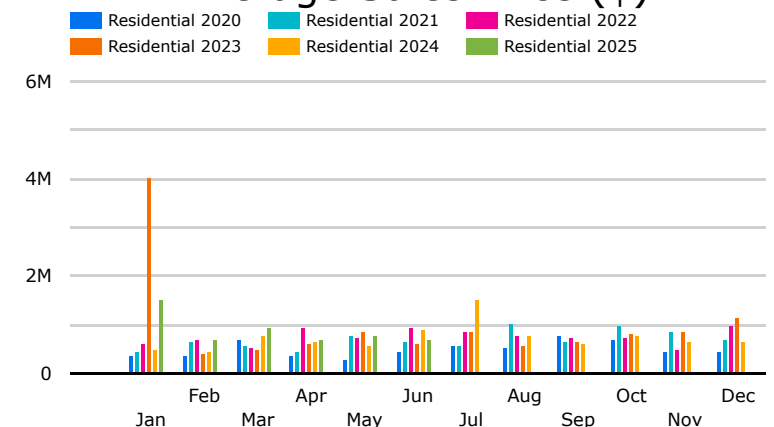
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

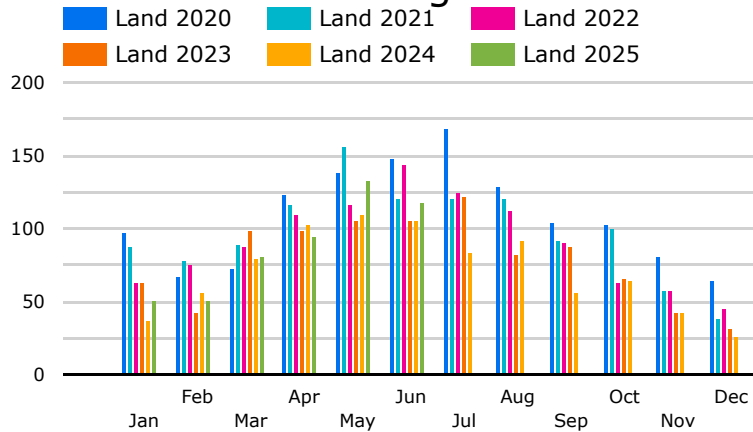
Month: Jun

(1) ▾

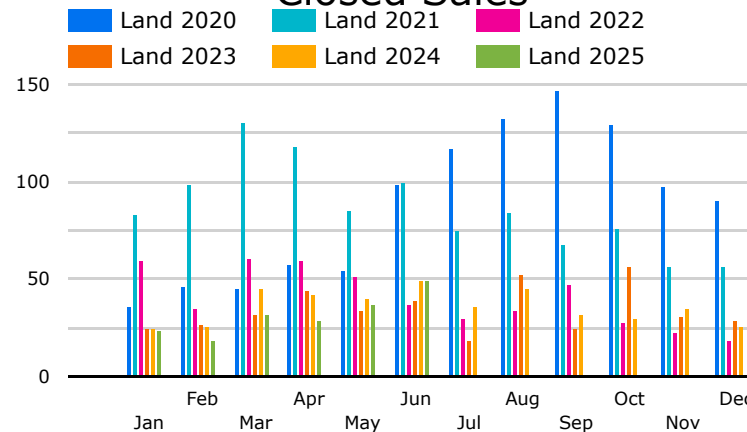
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 105	Land 2025 118	+/- 13	Land YTD 2024 519	Land YTD 2025 531	+/- 12
Closed Sales	49	49	0	227	192	-35
Median Sales Price (\$)	245.0K	241.0K	-4,000	269.5K	297.0K	27,500
Average Sales Price (\$)	314.0K	414.8K	100,835	433.8K	544.2K	110,443
Average % of Original List Price Received	91.00%	94.00%	3%	91.00%	91.00%	0%
Average Days on Market Until Sale	221	182	-39	215	172	-43

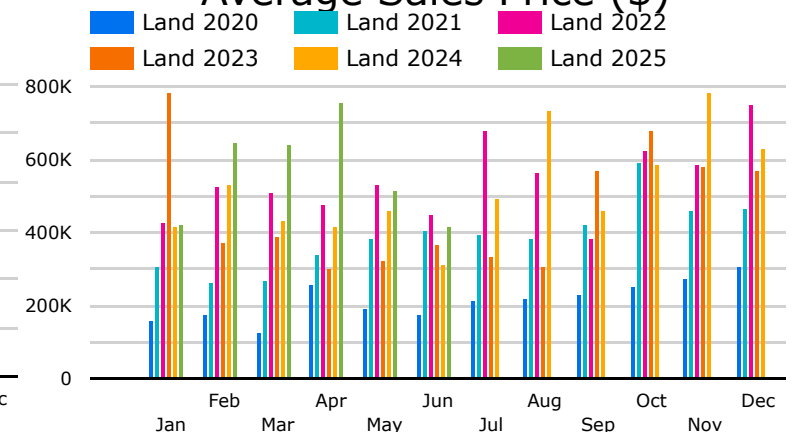
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

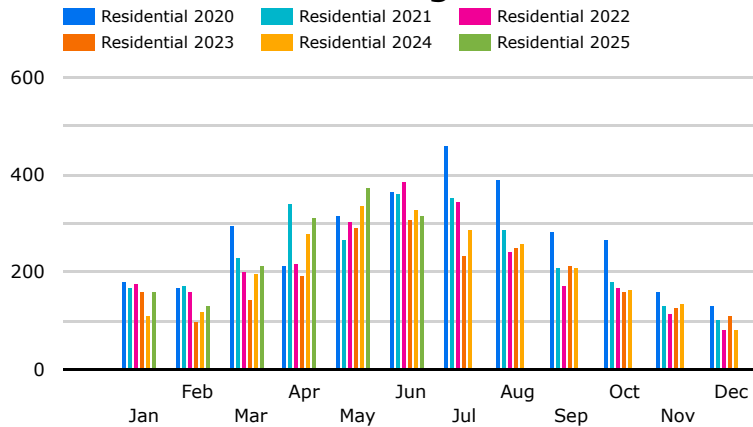
Month: Jun

(1) ▾

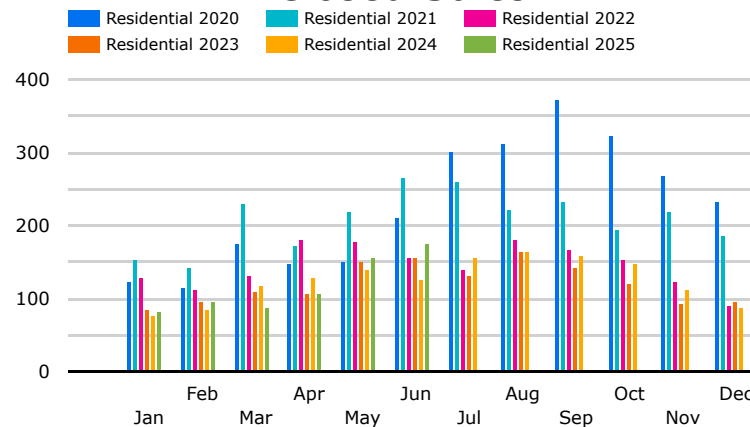
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 330	Residential 2025 316	+/- -14	Residential YTD 2024 1,417	Residential YTD 2025 1,523	+/- 106
Closed Sales	125	175	50	670	710	40
Median Sales Price (\$)	690.0K	605.0K	-85,000	615.0K	632.5K	17,500
Average Sales Price (\$)	878.7K	959.6K	80,898	842.9K	909.2K	66,254
Average % of Original List Price Received	96.00%	96.00%	0%	96.00%	94.00%	-2%
Average Days on Market Until Sale	102	103	1	120	125	5

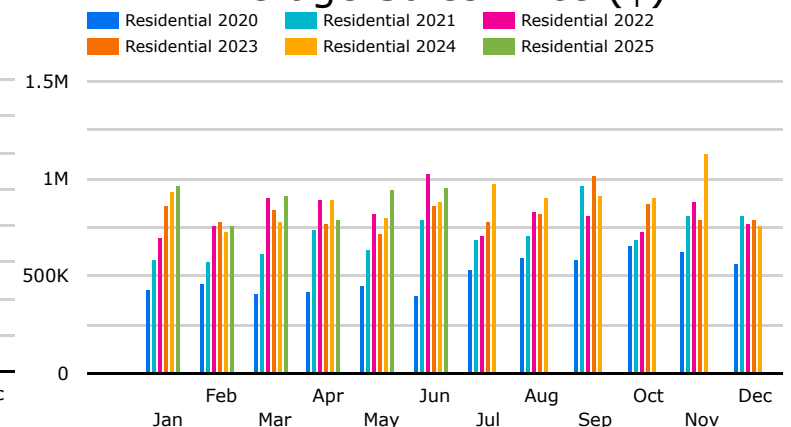
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

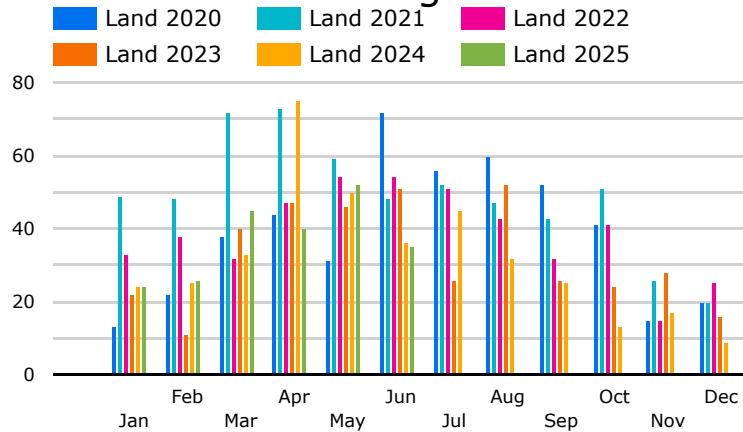
Month: Jun

(1) ▾

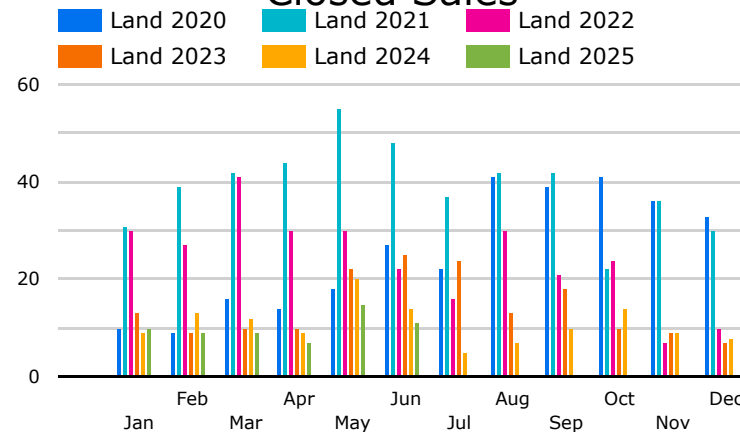
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 36	Land 2025 35	+/- -1	Land YTD 2024 235	Land YTD 2025 222	+/- -13
Closed Sales	14	11	-3	76	62	-14
Median Sales Price (\$)	210.5K	165.0K	-45,500	161.0K	150.0K	-11,000
Average Sales Price (\$)	203.4K	165.0K	-15,848	216.5K	211.3K	-5,175
Average % of Original List Price Received	93.00%	80.00%	-13%	95.00%	82.00%	-13%
Average Days on Market Until Sale	253	132	-121	205	204	-1

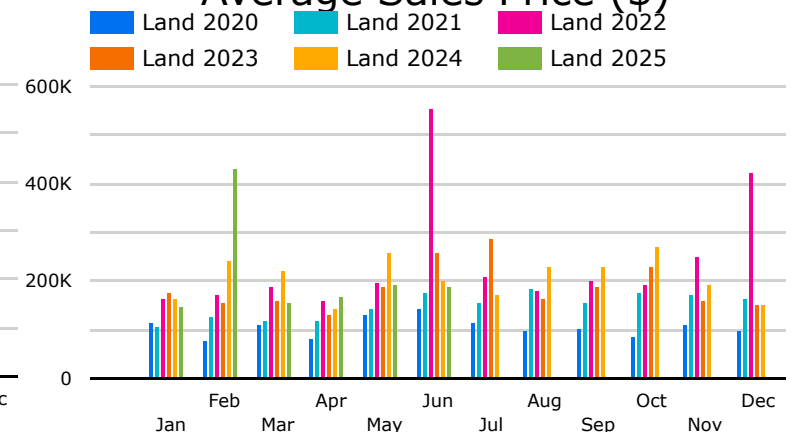
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Residential

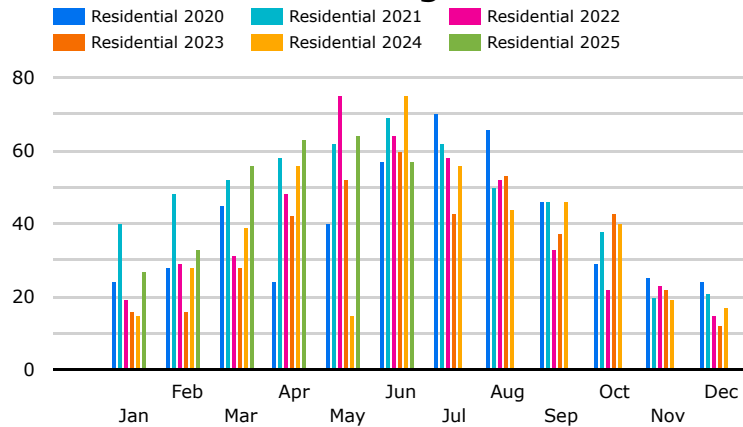
Month: Jun

(1) ▾

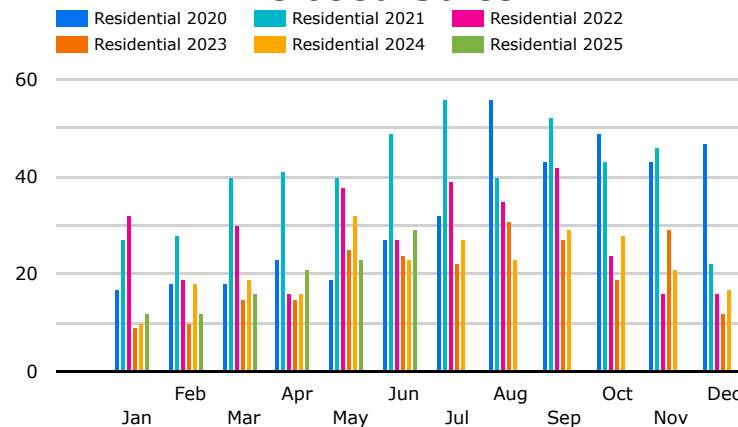
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Residential 2024 75	Residential 2025 57	+/- -18	Residential YTD 2024 302	Residential YTD 2025 303	+/- 1
Closed Sales	23	29	6	118	114	-4
Median Sales Price (\$)	372.5K	437.0K	64,500	350.0K	372.5K	22,500
Average Sales Price (\$)	414.1K	527.8K	113,773	437.4K	482.3K	44,853
Average % of Original List Price Received	95.00%	93.00%	-2%	91.00%	90.00%	-1%
Average Days on Market Until Sale	127	110	-17	143	139	-4

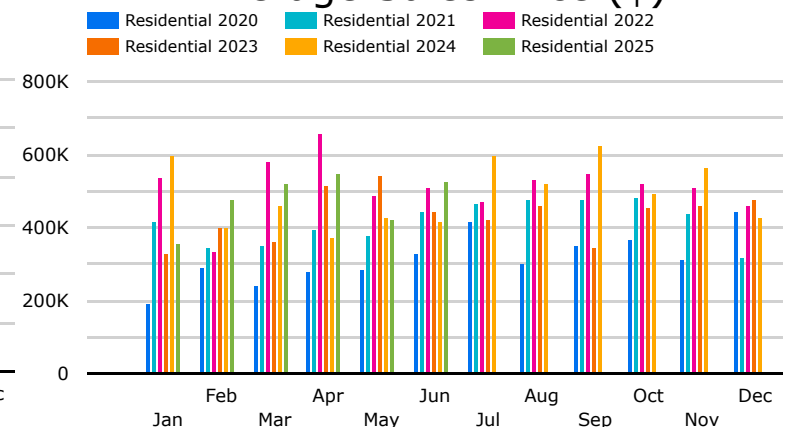
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS