

# Local Market Update

## Missoula County - Land

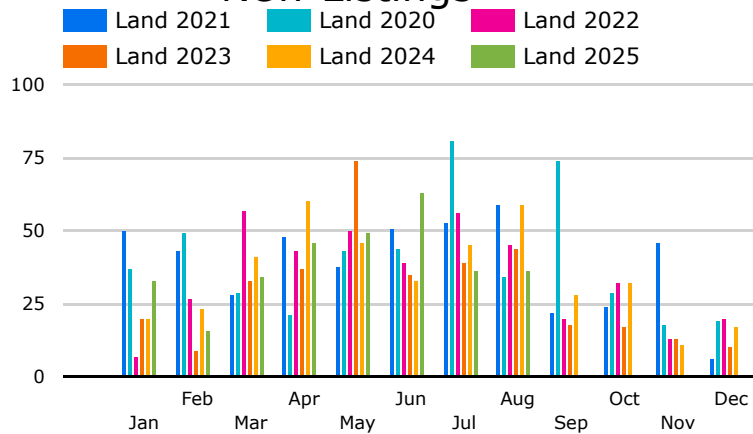
Month: Aug

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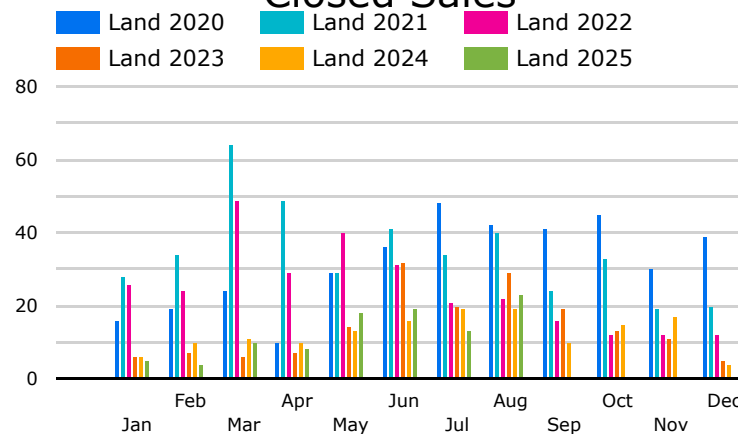
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 59	Land 2025 36	+/- -23	Land YTD 2024 326	Land YTD 2025 312	+/- -14
<b>Closed Sales</b>	19	23	4	110	100	-10
<b>Median Sales Price (\$)</b>	250.0K	175.0K	-75,000	185.0K	221.3K	36.3K
<b>Average Sales Price (\$)</b>	251.1K	336.6K	85,452	233.2K	360.1K	126,884
<b>Average % of Original List Price Received</b>	92.00%	96.00%	4%	92.00%	92.00%	0%
<b>Average Days on Market Until Sale</b>	150	124	-26	135	167	32

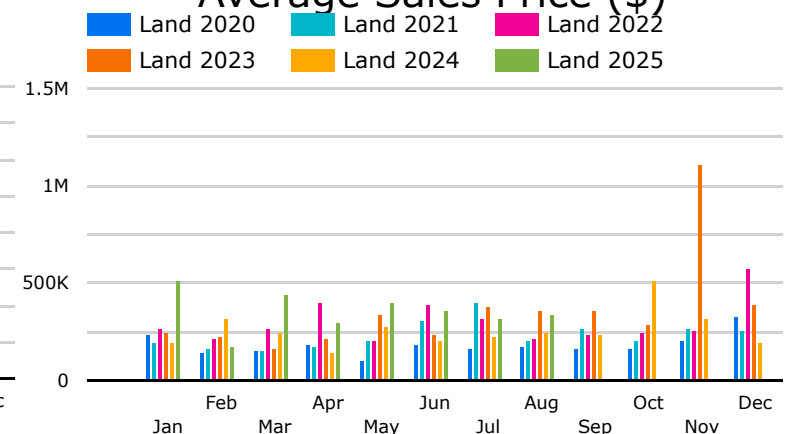
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County - Residential

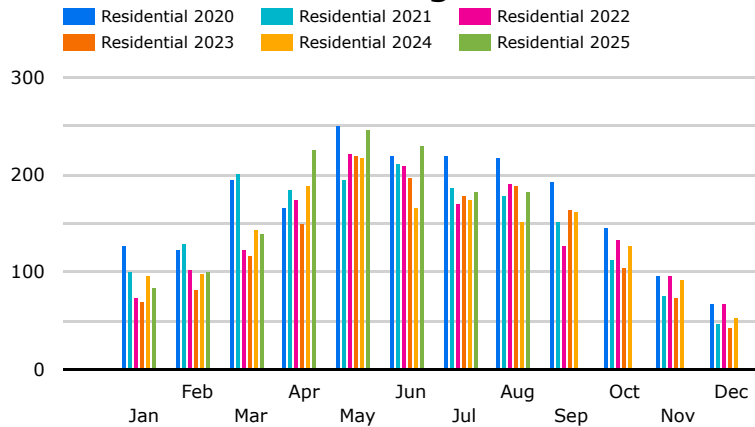
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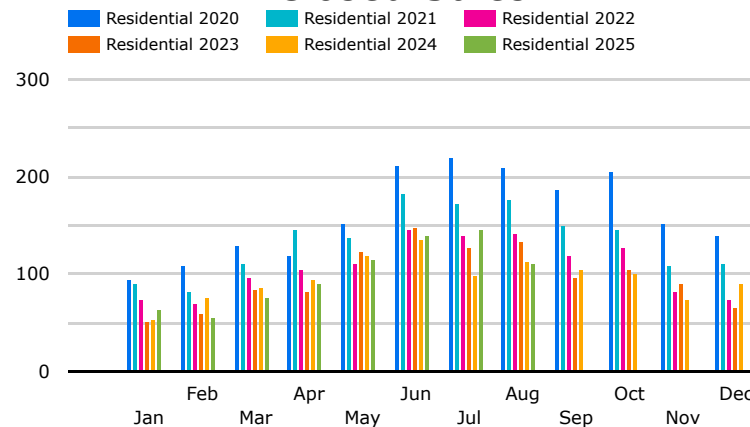
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<b>New Listings</b>	Residential 2024 153	Residential 2025 182	+/- 29	Residential YTD 2024 1,205	Residential YTD 2025 1,398	+/- 193
<b>Closed Sales</b>	113	110	-3	768	800	32
<b>Median Sales Price (\$)</b>	612.0K	586.0K	-26,000	572.5K	575.0K	2,500
<b>Average Sales Price (\$)</b>	733.2K	649.4K	-83,810	646.3K	654.7K	8,415
<b>Average % of Original List Price Received</b>	96.00%	96.00%	0%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	66	69	3	77	78	1

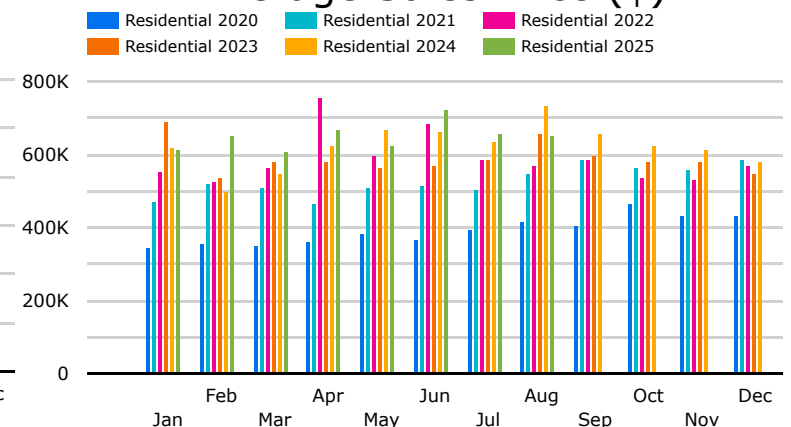
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Land

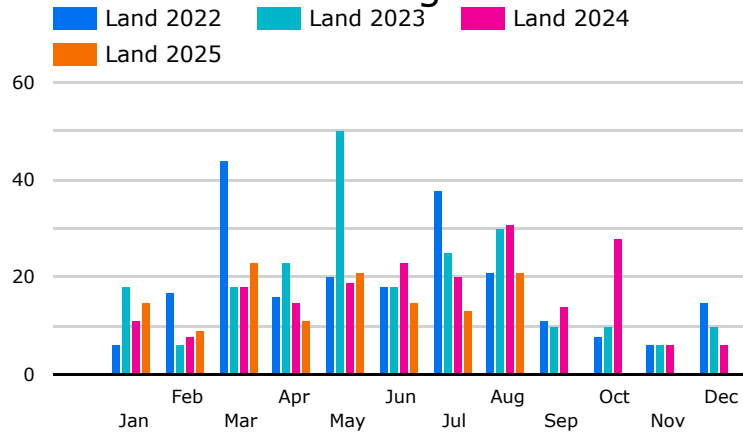
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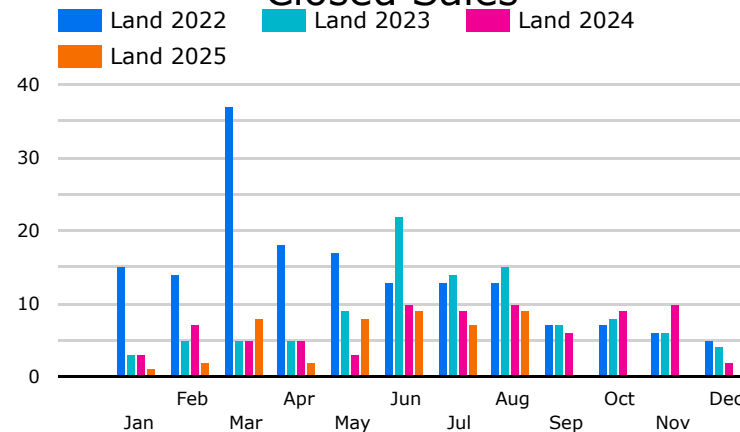
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<b>New Listings</b>	Land 2024 31	Land 2025 21	+/- -10	Land YTD 2024 144	Land YTD 2025 128	+/- -14
<b>Closed Sales</b>	10	9	-1	55	46	-9
<b>Median Sales Price (\$)</b>	250.0K	175.0K	-75,000	200.0K	197.5K	36,250
<b>Average Sales Price (\$)</b>	290.4K	506.9K	216,467	262.3K	433.5K	126,884
<b>Average % of Original List Price Received</b>	92.00%	96.00%	4%	91.00%	91.00%	0%
<b>Average Days on Market Until Sale</b>	138	165	27	156	212	32

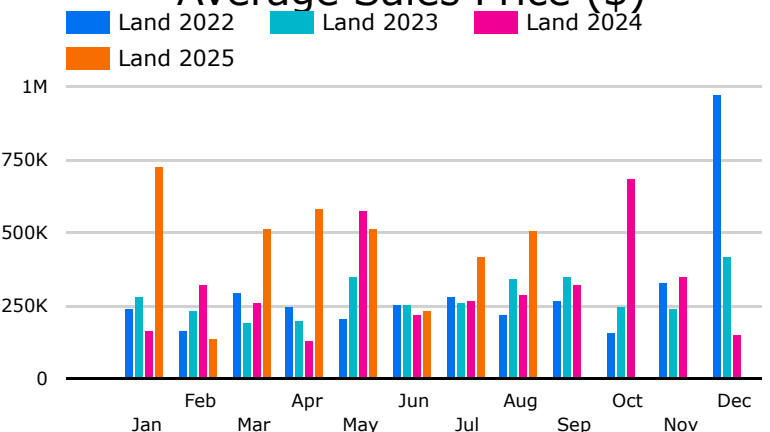
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Residential

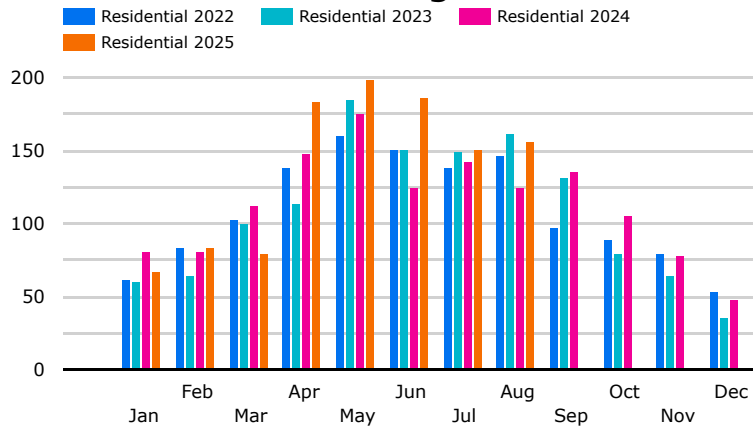
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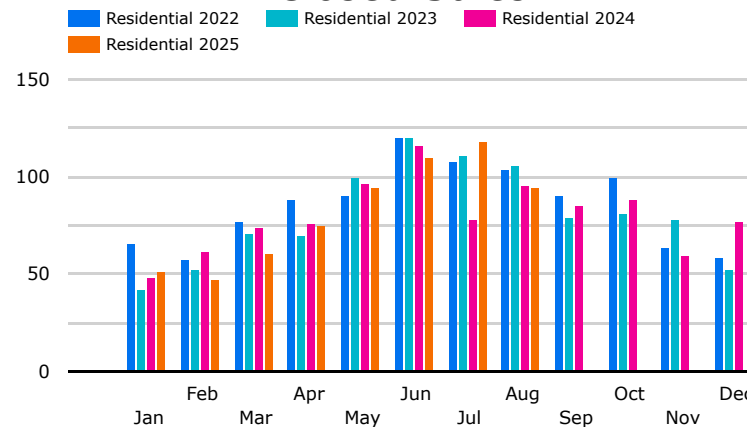
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<b>New Listings</b>	Residential 2024 124	Residential 2025 156	+/- 32	Residential YTD 2024 958	Residential YTD 2025 1,142	+/- 184
<b>Closed Sales</b>	96	95	-1	635	652	17
<b>Median Sales Price (\$)</b>	616.0K	585.0K	-31,000	569.3K	568.0K	-1,263
<b>Average Sales Price (\$)</b>	712.0K	632.4K	-79,549	645.7K	649.4K	3,655
<b>Average % of Original List Price Received</b>	96.00%	96.00%	0%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	62	63	1	73	69	-4

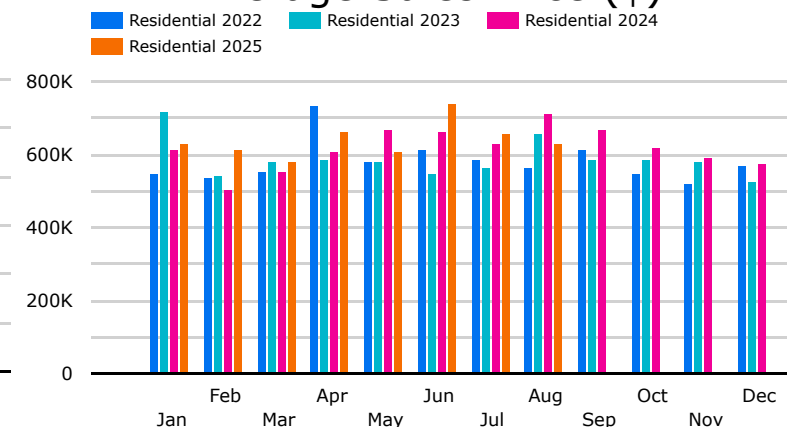
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County Commercial

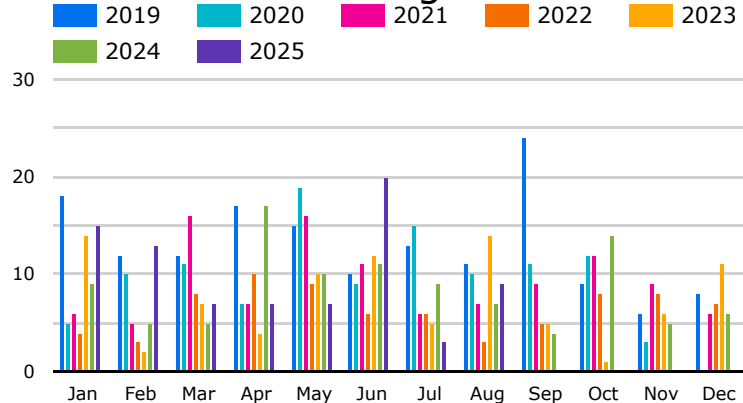
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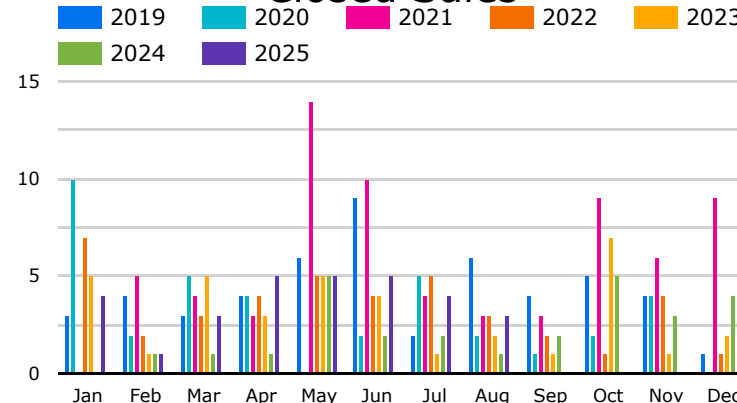
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<b>New Listings</b>	2024 7	2025 9	+/- 2	YTD 2024 73	YTD 2025 81	+/- 8
<b>Closed Sales</b>	1	3	2	13	30	17
<b>Median Sales Price (\$)</b>	730.0K	485.0K	-245.0K	730.0K	667.5K	-62,500
<b>Average Sales Price (\$)</b>	730.0K	1.2M	481.6K	1.0M	995.9K	-36,047
<b>Average % of Original List Price Received</b>	92.00%	92.00%	0%	90.00%	88.00%	-2%
<b>Average Days on Market Until Sale</b>	19	211	192	136	221	85

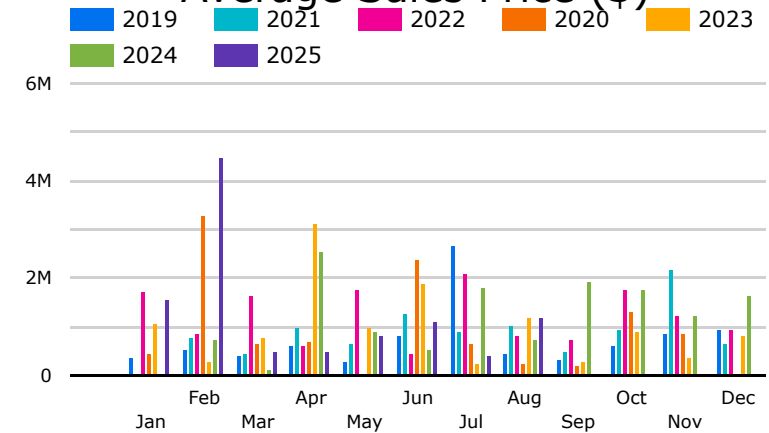
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

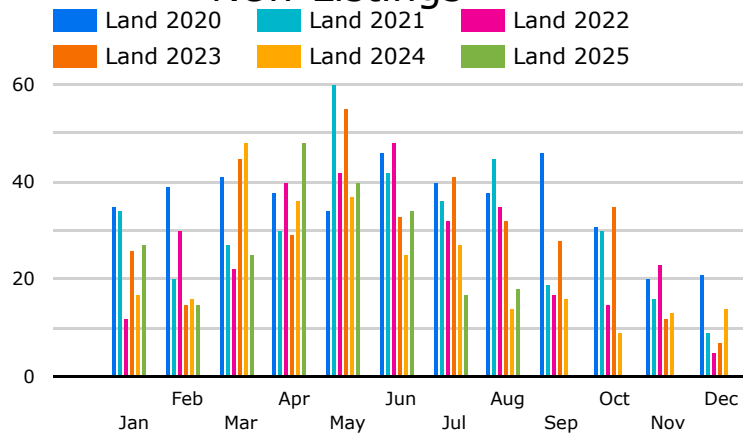
Month: Aug

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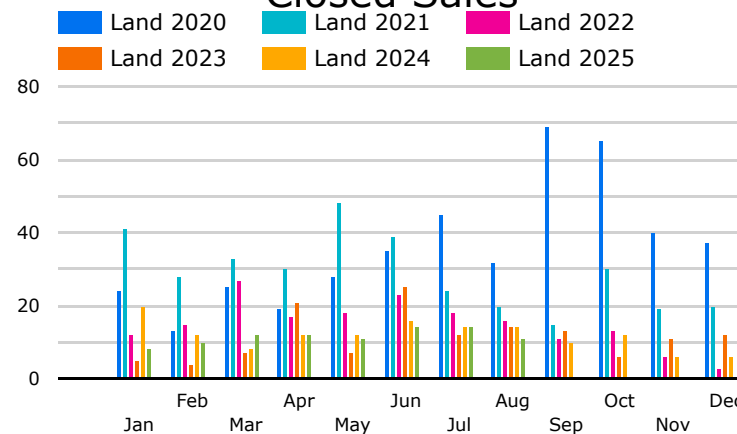
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<b>New Listings</b>	Land 2024 14	Land 2025 18	+/- 4	Land YTD 2024 222	Land YTD 2025 229	+/- 7
<b>Closed Sales</b>	14	11	-3	109	91	-18
<b>Median Sales Price (\$)</b>	237.5K	184.5K	-53,000	240.0K	204.0K	-36,000
<b>Average Sales Price (\$)</b>	266.5K	332.2K	65,691	306.8K	319.8K	12,929
<b>Average % of Original List Price Received</b>	83.00%	91.00%	8%	89.00%	91.00%	2%
<b>Average Days on Market Until Sale</b>	151	148	-3	154	140	-14

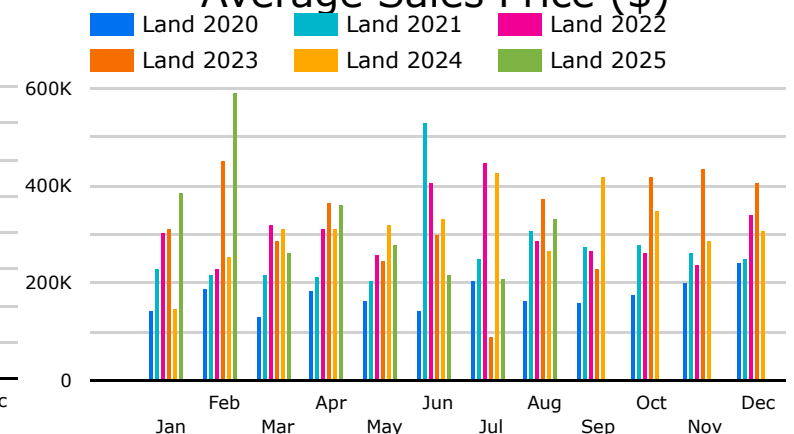
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

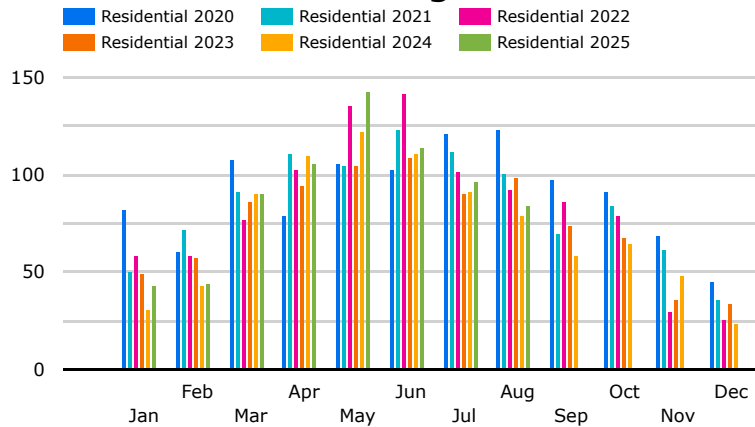
Month: Aug

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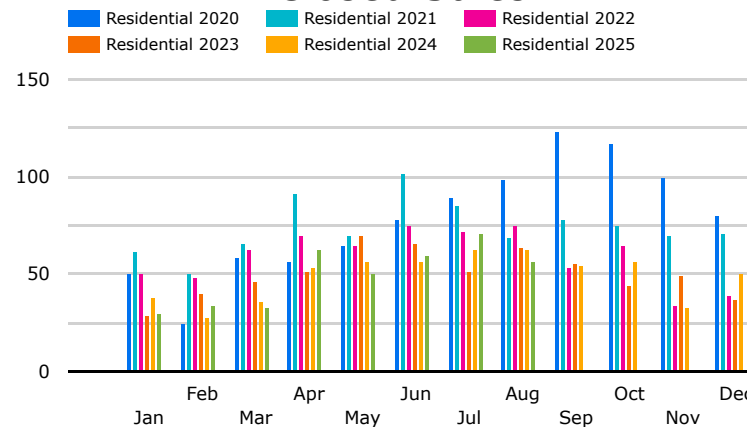
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<b>New Listings</b>	Residential 2024 79	Residential 2025 84	+/- 5	Residential YTD 2024 676	Residential YTD 2025 726	+/- 50
<b>Closed Sales</b>	63	56	-7	297	398	101
<b>Median Sales Price (\$)</b>	608.5K	639.5K	31,000	575.0K	575.0K	0
<b>Average Sales Price (\$)</b>	792.2K	854.3K	62,088	707.5K	683.4K	-24,110
<b>Average % of Original List Price Received</b>	95.00%	92.00%	-3%	94.00%	93.00%	-1%
<b>Average Days on Market Until Sale</b>	78	89	11	100	95	-5

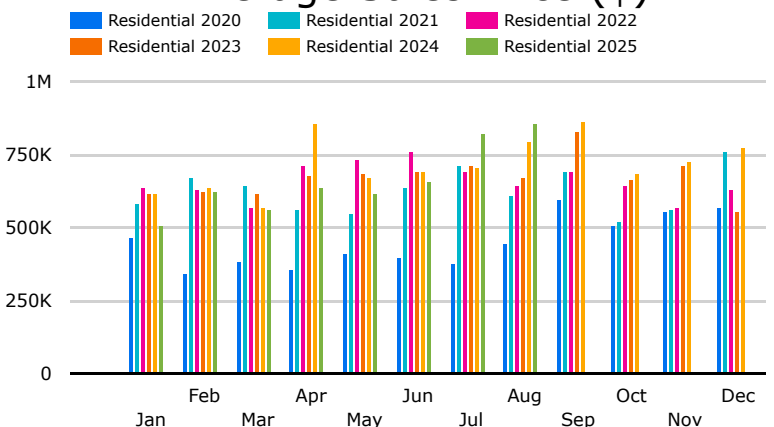
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Kalispell City - Land

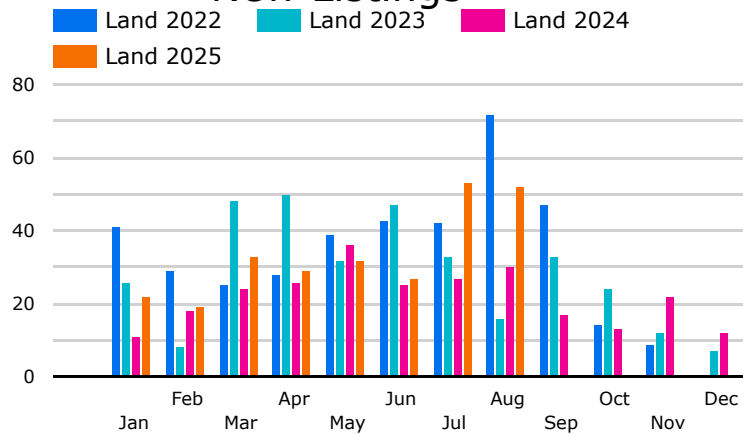
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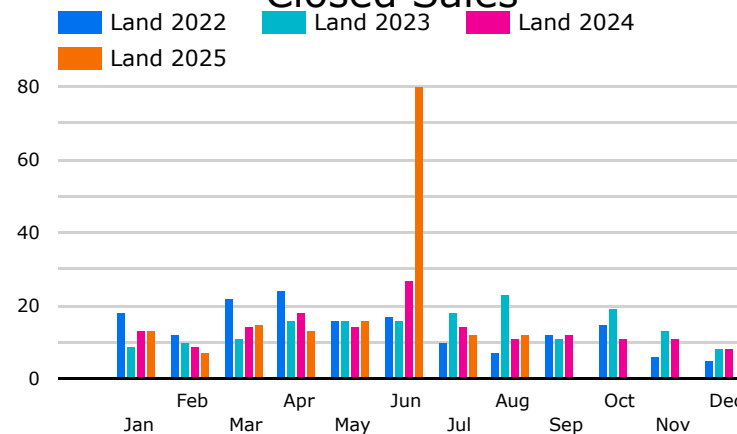
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<b>New Listings</b>	Land 2024 30	Land 2025 52	+/- 22	Land YTD 2024 198	Land YTD 2025 268	+/- 70
<b>Closed Sales</b>	11	12	1	120	110	-10
<b>Median Sales Price (\$)</b>	220.0K	167.4K	-52,625	219.5K	247.0K	27,500
<b>Average Sales Price (\$)</b>	260.8K	193.9K	-66,962	336.5K	445.5K	108,961
<b>Average % of Original List Price Received</b>	89.00%	91.00%	2%	92.00%	92.00%	0%
<b>Average Days on Market Until Sale</b>	124	115	-9	207	149	-58

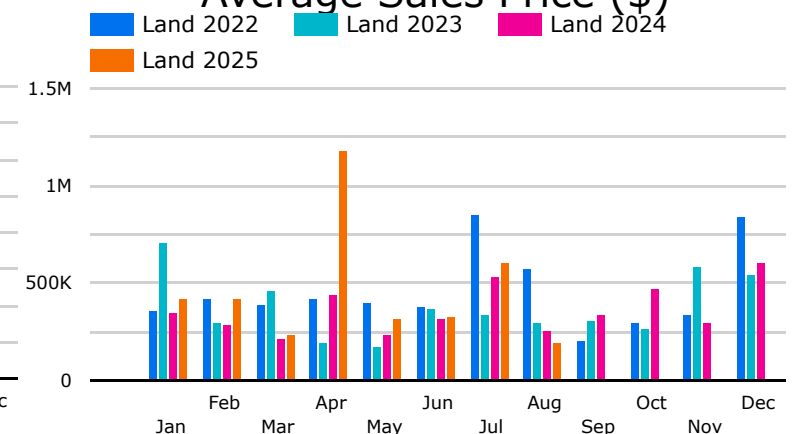
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS



# Local Market Update

## Kalispell City - Residential

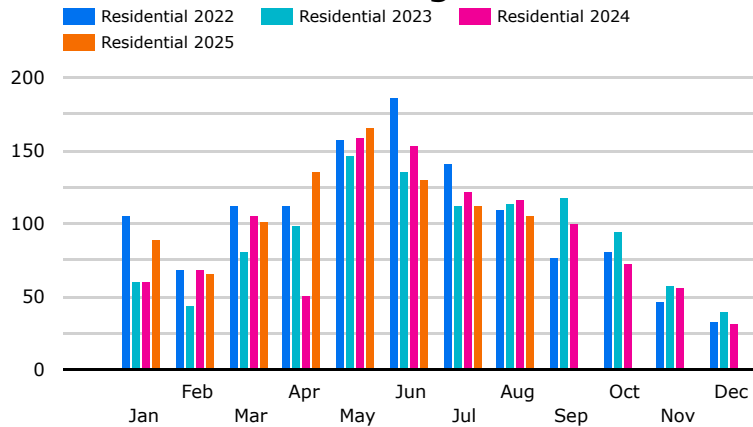
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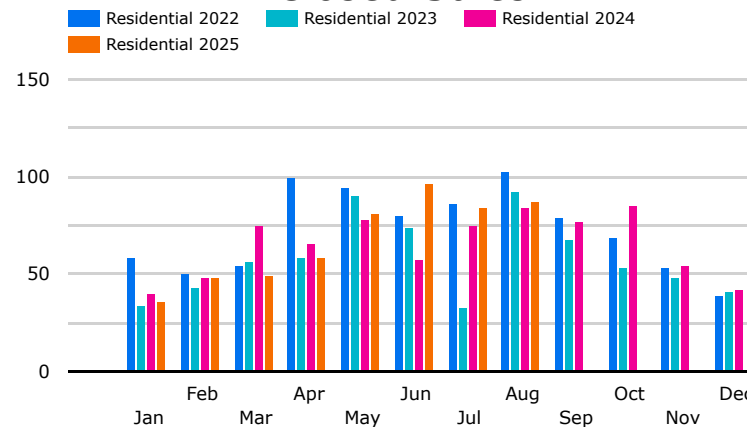
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<b>New Listings</b>	Residential 2024 117	Residential 2025 105	+/- -12	Residential YTD 2024 917	Residential YTD 2025 911	+/- -6
<b>Closed Sales</b>	84	87	3	520	545	25
<b>Median Sales Price (\$)</b>	535.0K	545.0K	10,000	539.0K	562.0K	23,000
<b>Average Sales Price (\$)</b>	629.3K	719.8K	90,423	644.5K	700.6K	56,120
<b>Average % of Original List Price Received</b>	94.00%	93.00%	-1%	95.00%	94.00%	-1%
<b>Average Days on Market Until Sale</b>	89	99	10	104	113	9

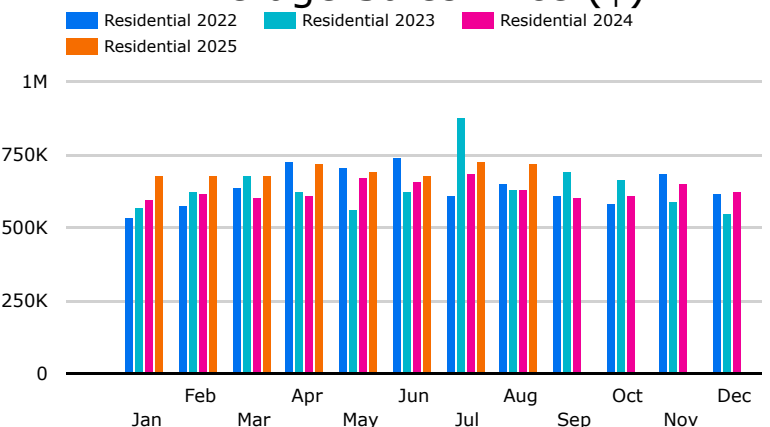
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

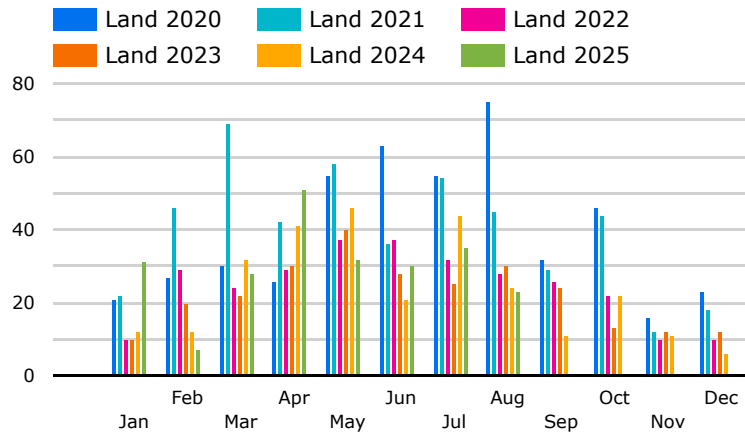
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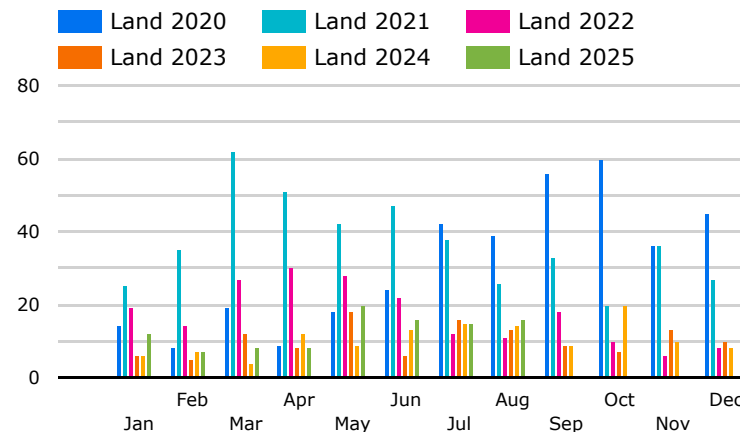
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<b>New Listings</b>	Land 2024 24	Land 2025 23	+/- -1	Land YTD 2024 241	Land YTD 2025 238	+/- -3
<b>Closed Sales</b>	14	16	2	80	101	21
<b>Median Sales Price (\$)</b>	278.7K	137.5K	-141,200	200.0K	185.0K	-15,000
<b>Average Sales Price (\$)</b>	399.1K	211.2K	-187,899	290.6K	311.6K	20,985
<b>Average % of Original List Price Received</b>	92.00%	86.00%	-6%	90.00%	88.00%	-2%
<b>Average Days on Market Until Sale</b>	144	180	36	156	197	41

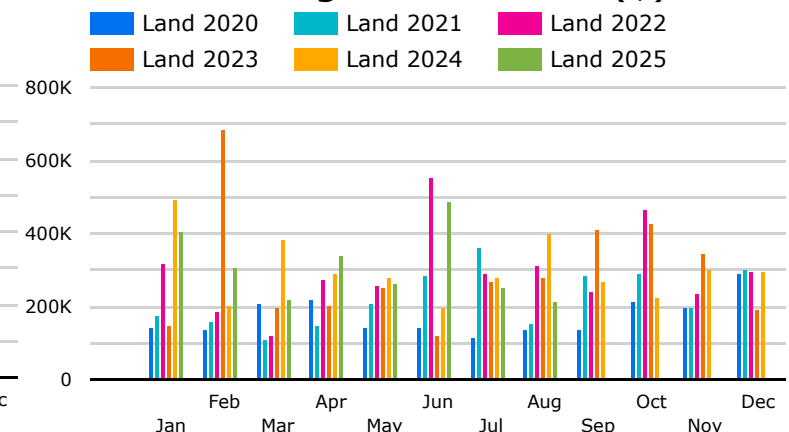
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lake County - Residential

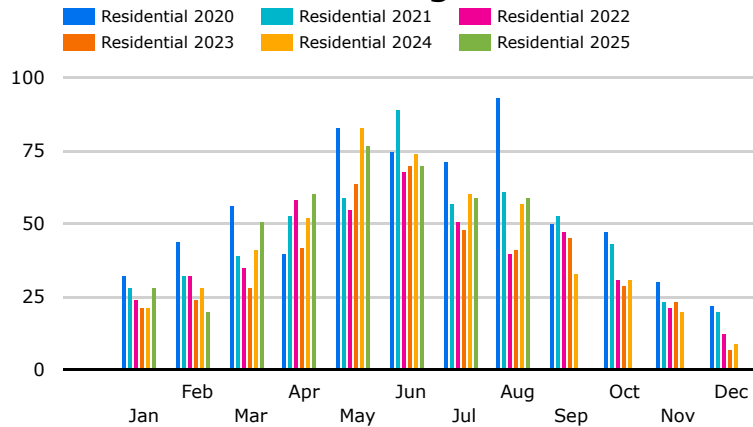
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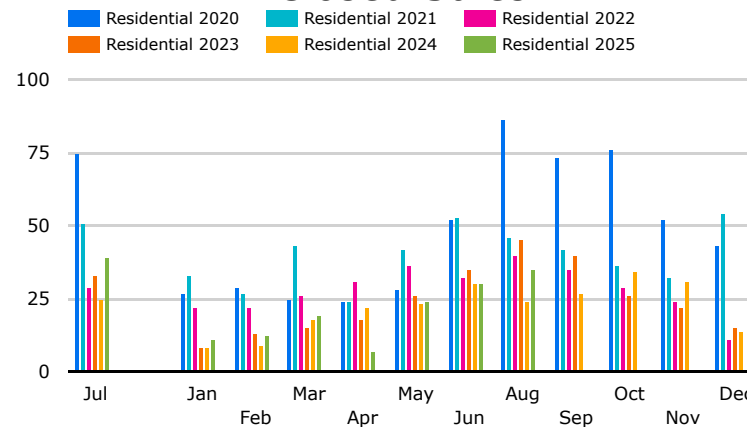
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<b>New Listings</b>	Residential 2024 57	Residential 2025 59	+/- 2	Residential YTD 2024 414	Residential YTD 2025 429	+/- 15
<b>Closed Sales</b>	24	35	11	155	176	21
<b>Median Sales Price (\$)</b>	612.5K	600.0K	-12,500	545.0K	600.0K	55,000
<b>Average Sales Price (\$)</b>	776.1K	941.0K	164,947	854.6K	912.7K	58,146
<b>Average % of Original List Price Received</b>	88.00%	87.00%	-1%	92.00%	91.00%	-1%
<b>Average Days on Market Until Sale</b>	78	138	60	116	140	24

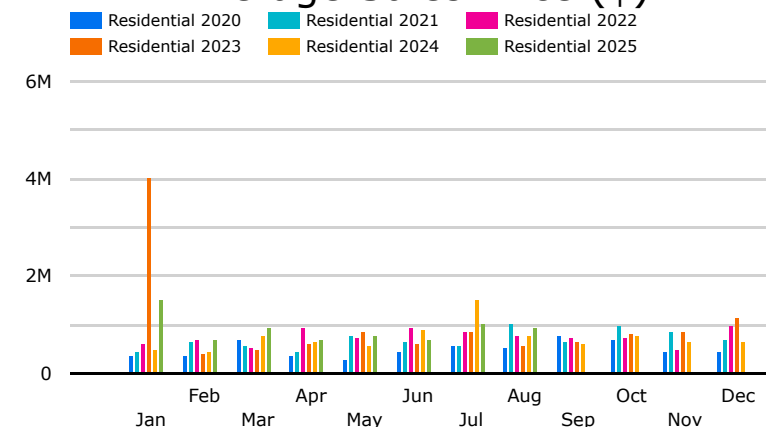
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

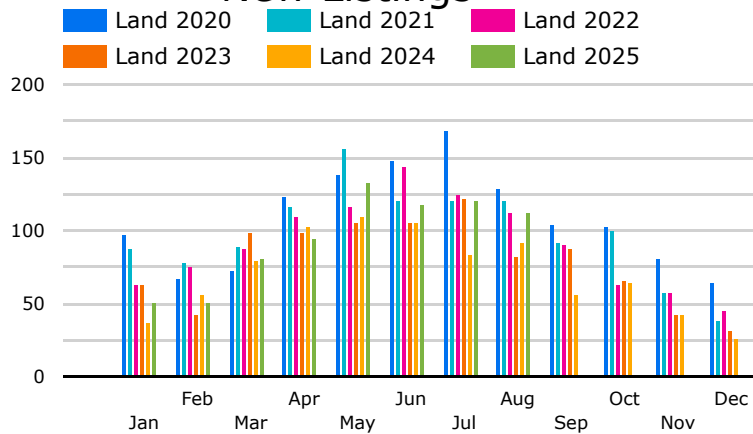
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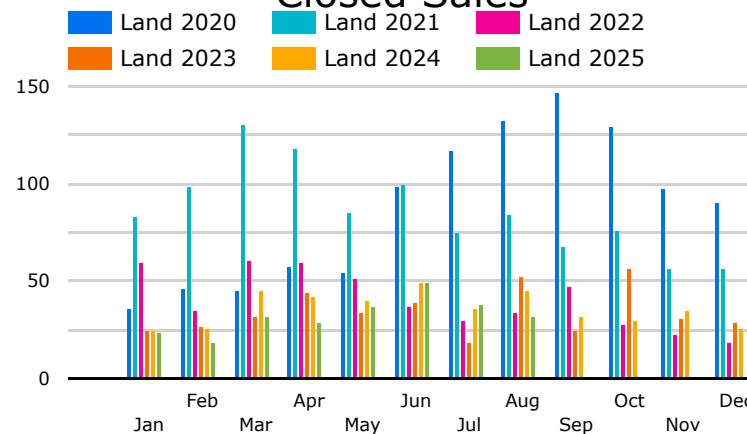
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<b>New Listings</b>	Land 2024 92	Land 2025 113	+/- 21	Land YTD 2024 698	Land YTD 2025 763	+/- 65
<b>Closed Sales</b>	45	32	-13	308	262	-46
<b>Median Sales Price (\$)</b>	275.0K	270.0K	-5,000	277.5K	299.5K	22,000
<b>Average Sales Price (\$)</b>	732.1K	497.6K	-234,422	484.4K	586.5K	102,074
<b>Average % of Original List Price Received</b>	89.00%	90.00%	1%	91.00%	89.00%	-2%
<b>Average Days on Market Until Sale</b>	153	187	34	196	173	-23

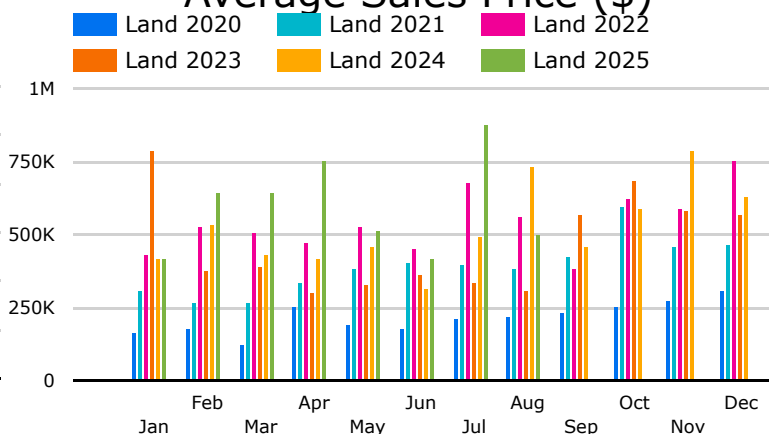
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Residential

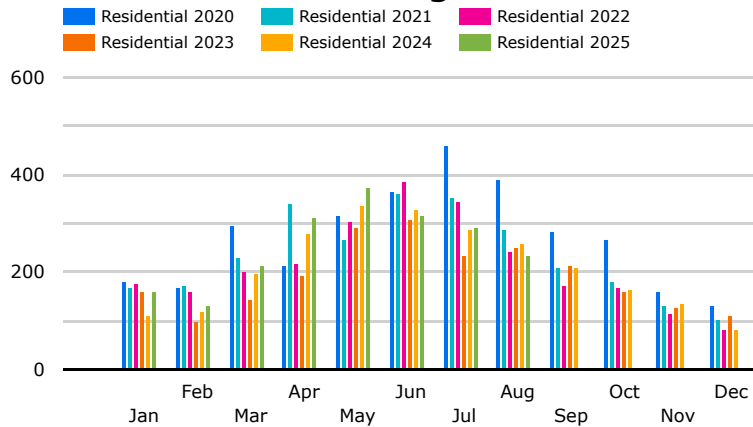
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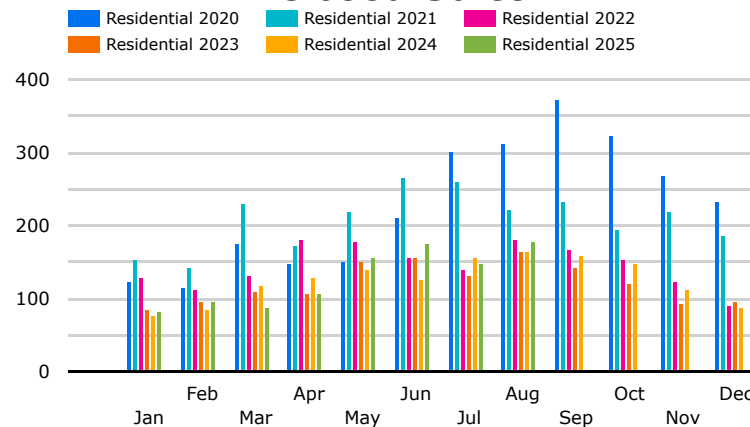
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<b>New Listings</b>	Residential 2024 258	Residential 2025 235	+/- -23	Residential YTD 2024 1,965	Residential YTD 2025 2,056	+/- 91
<b>Closed Sales</b>	164	178	14	993	1,037	44
<b>Median Sales Price (\$)</b>	579.2K	657.5K	78,325	610.0K	635.0K	25,000
<b>Average Sales Price (\$)</b>	902.5K	892.4K	-10,111	874.0K	908.0K	34,021
<b>Average % of Original List Price Received</b>	94.00%	94.00%	0%	96.00%	93.00%	-3%
<b>Average Days on Market Until Sale</b>	99	95	-4	113	116	3

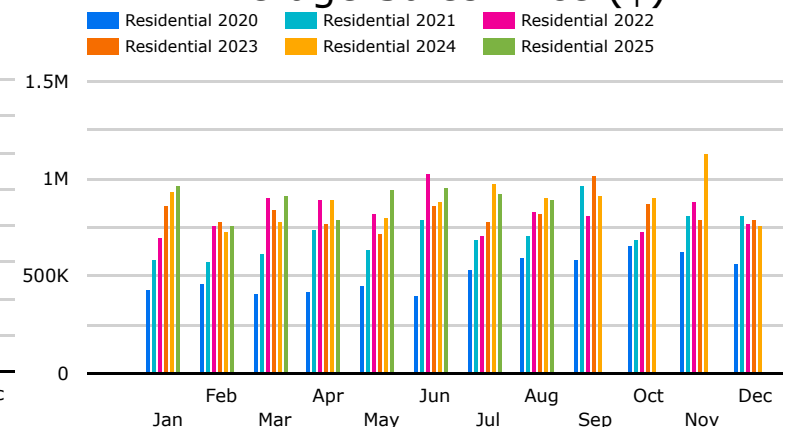
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

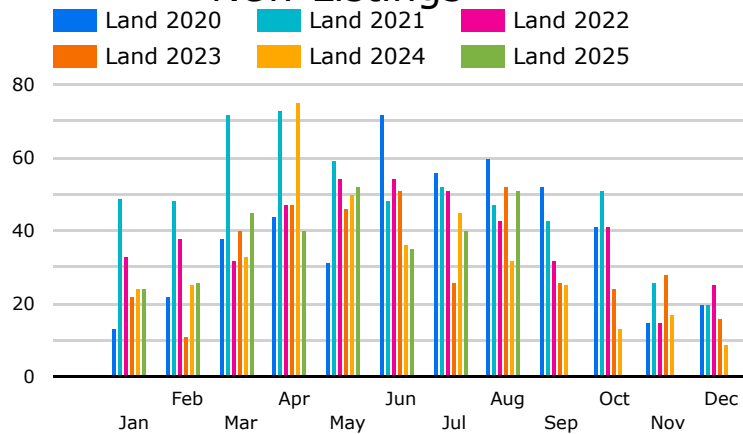
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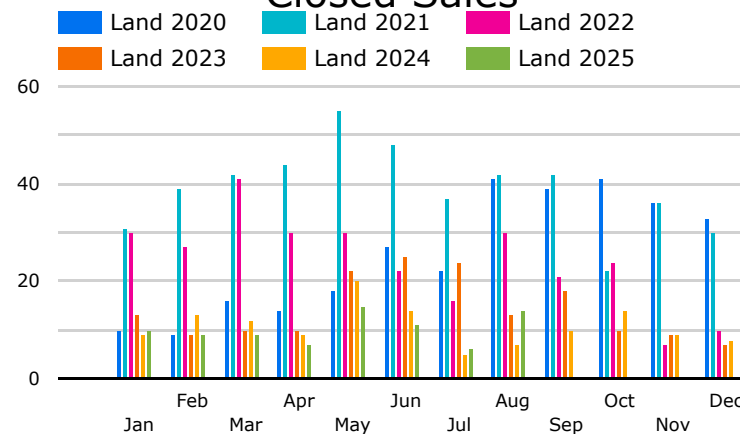
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<b>New Listings</b>	Land 2024 32	Land 2025 51	+/- 19	Land YTD 2024 310	Land YTD 2025 314	+/- 4
<b>Closed Sales</b>	7	14	7	88	84	-4
<b>Median Sales Price (\$)</b>	212.0K	165.0K	-47,000	160.0K	153.8K	-6,250
<b>Average Sales Price (\$)</b>	229.4K	165.0K	2,714	210.5K	211.5K	1,011
<b>Average % of Original List Price Received</b>	93.00%	90.00%	-3%	92.00%	83.00%	-9%
<b>Average Days on Market Until Sale</b>	76	196	120	193	196	3

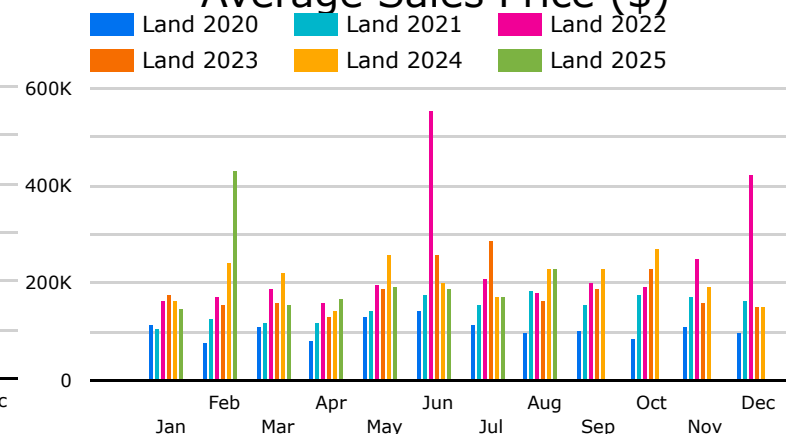
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lincoln County - Residential

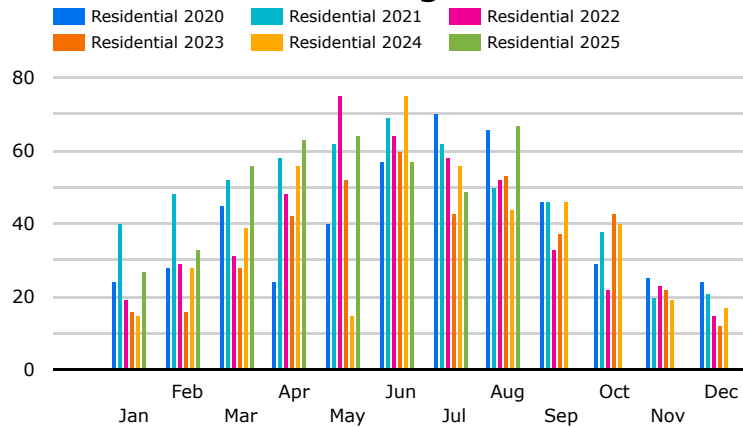
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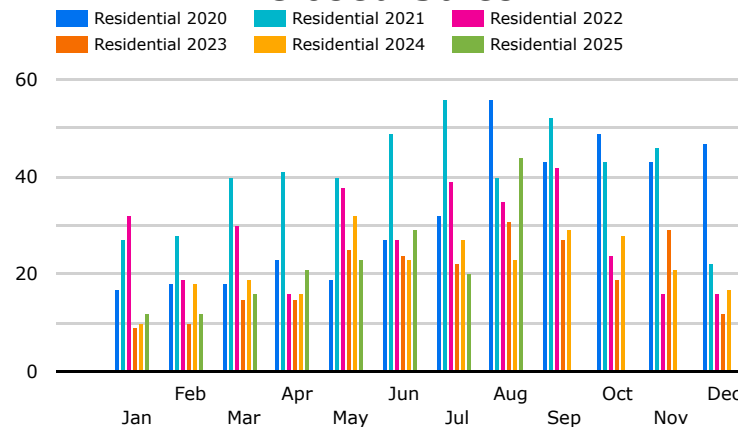
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<b>New Listings</b>	Residential 2024 44	Residential 2025 67	+/- 23	Residential YTD 2024 404	Residential YTD 2025 419	+/- 15
<b>Closed Sales</b>	23	44	21	169	179	10
<b>Median Sales Price (\$)</b>	363.0K	490.7K	127,698	365.0K	487.9K	122,946
<b>Average Sales Price (\$)</b>	521.2K	490.7K	-30,509	475.7K	487.9K	12,271
<b>Average % of Original List Price Received</b>	93.00%	91.00%	-2%	97.00%	90.00%	-7%
<b>Average Days on Market Until Sale</b>	99	160	61	126	144	18

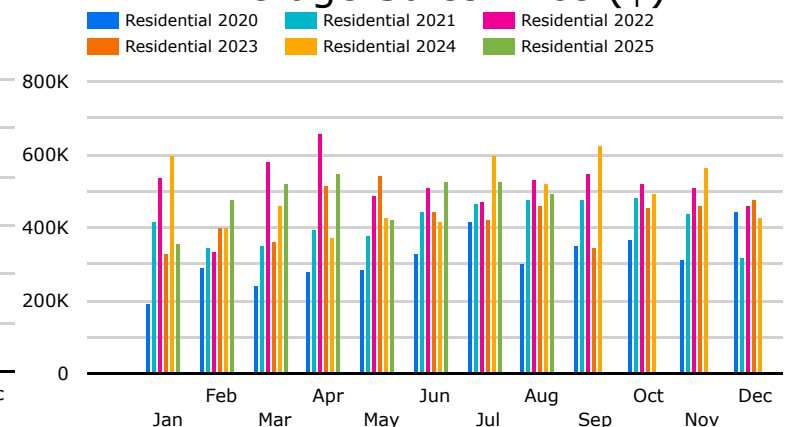
New Listings



Closed Sales



Average Sales Price (\$)



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