

Local Market Update

Missoula County - Land

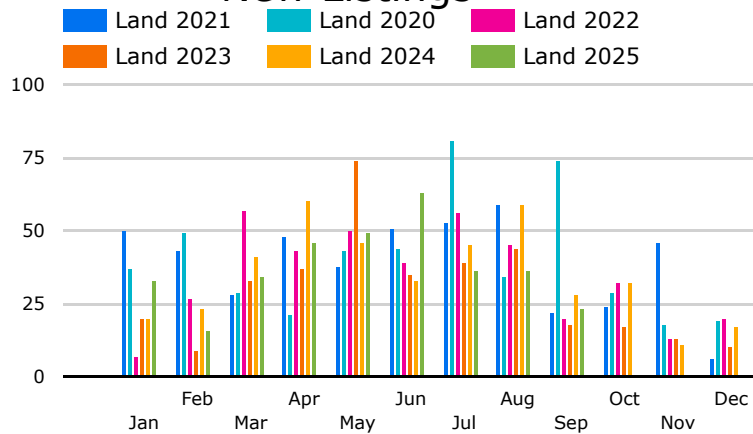
Month: Sep

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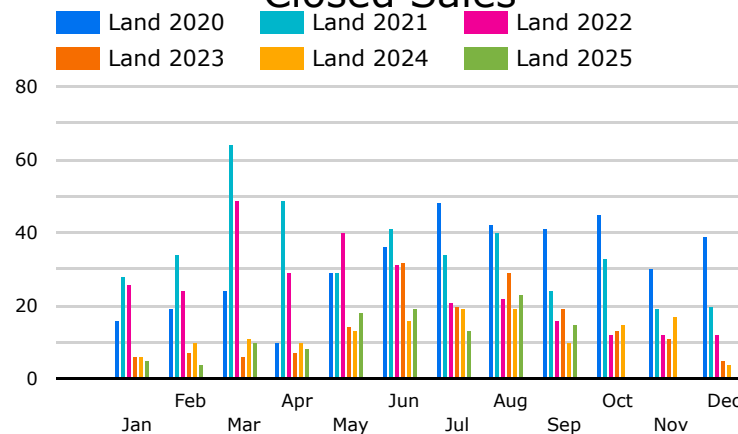
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2024 28	Land 2025 23	+/- -5	Land YTD 2024 354	Land YTD 2025 335	+/- -19
Closed Sales	10	15	5	120	115	-5
Median Sales Price (\$)	152.5K	230.0K	77,500	185.0K	222.5K	37.5K
Average Sales Price (\$)	231.8K	524.6K	292,799	233.1K	381.5K	148,461
Average % of Original List Price Received	91.00%	86.00%	-5%	92.00%	91.00%	-1%
Average Days on Market Until Sale	68	191	123	129	170	41

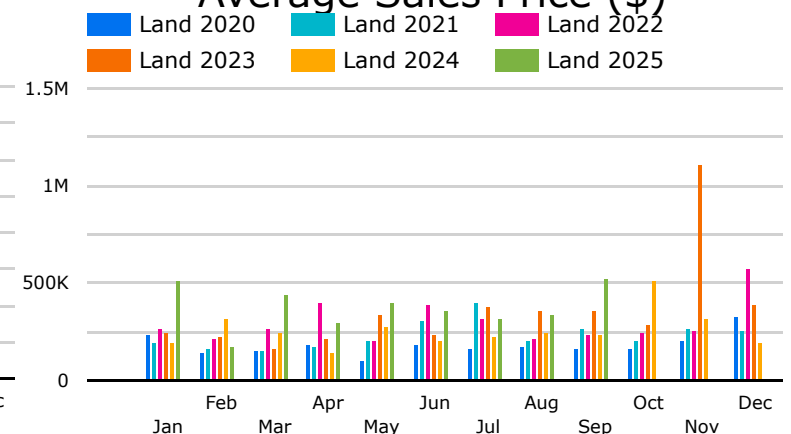
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

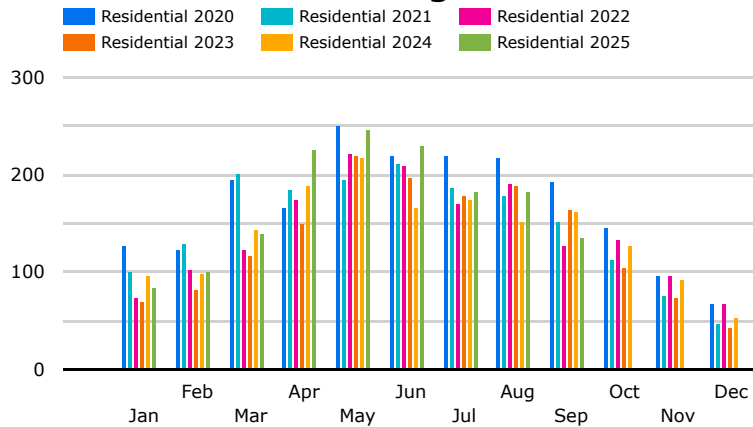
Month: Sep

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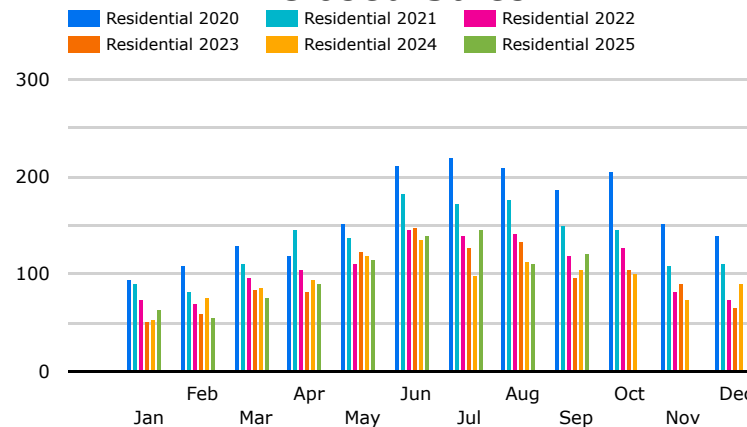
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New Listings	Residential 2024 162	Residential 2025 135	+/- -27	Residential YTD 2024 1,370	Residential YTD 2025 1,536	+/- 166
Closed Sales	105	121	16	874	922	48
Median Sales Price (\$)	579.0K	574.0K	-5,000	575.0K	575.0K	0
Average Sales Price (\$)	655.4K	646.3K	-9,031	646.9K	653.5K	6,556
Average % of Original List Price Received	96.00%	95.00%	-1%	97.00%	96.00%	-1%
Average Days on Market Until Sale	58	85	27	75	78	3

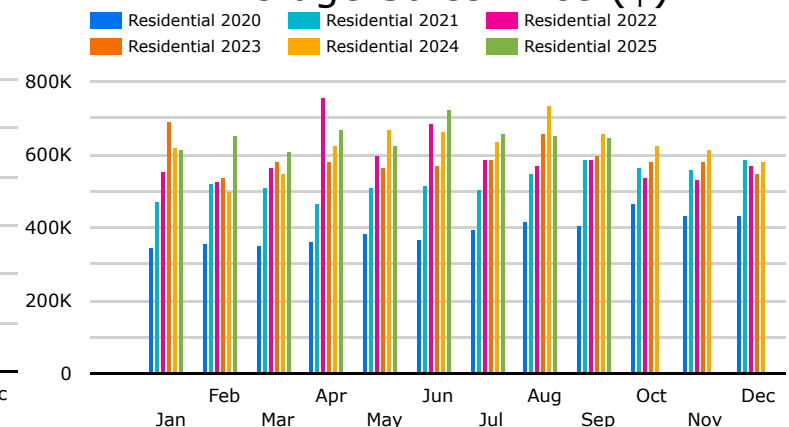
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

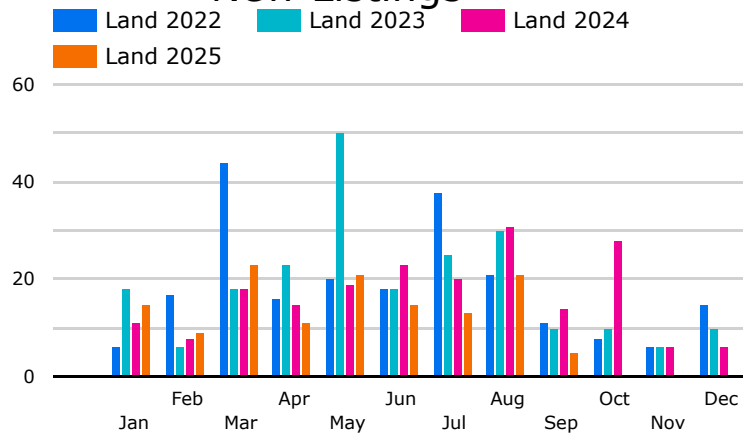
Month: Sep

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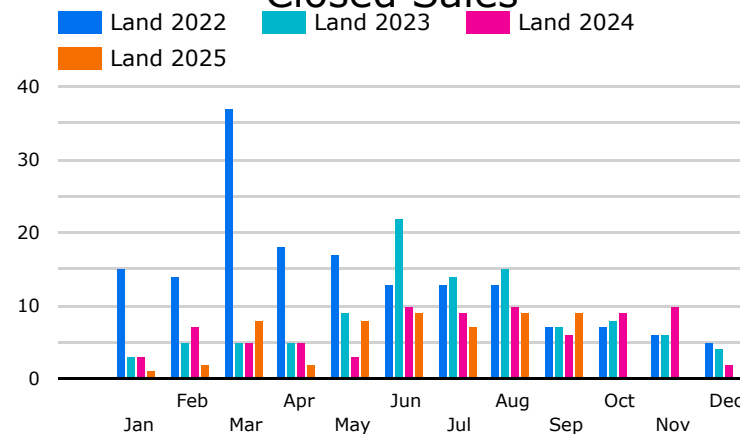
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New Listings	Land 2024 14	Land 2025 5	+/- -9	Land YTD 2024 159	Land YTD 2025 133	+/- -19
Closed Sales	6	9	3	61	55	-6
Median Sales Price (\$)	215.0K	429.0K	214,000	200.0K	215.0K	37,500
Average Sales Price (\$)	323.0K	751.3K	428,275	268.2K	485.5K	148,461
Average % of Original List Price Received	93.00%	86.00%	-7%	91.00%	90.00%	-1%
Average Days on Market Until Sale	84	257	173	149	220	41

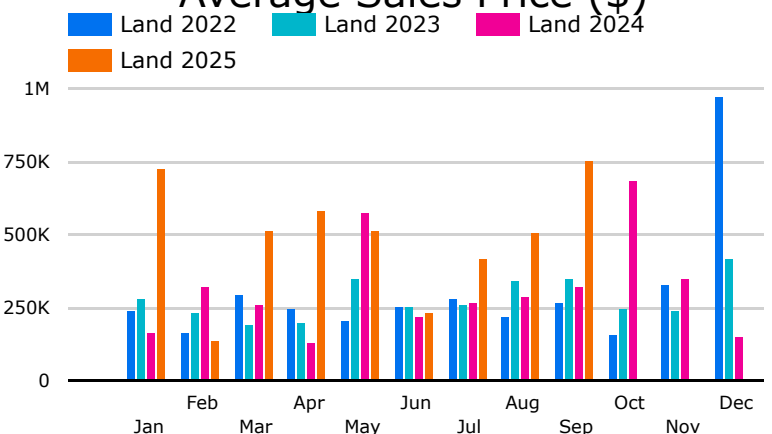
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

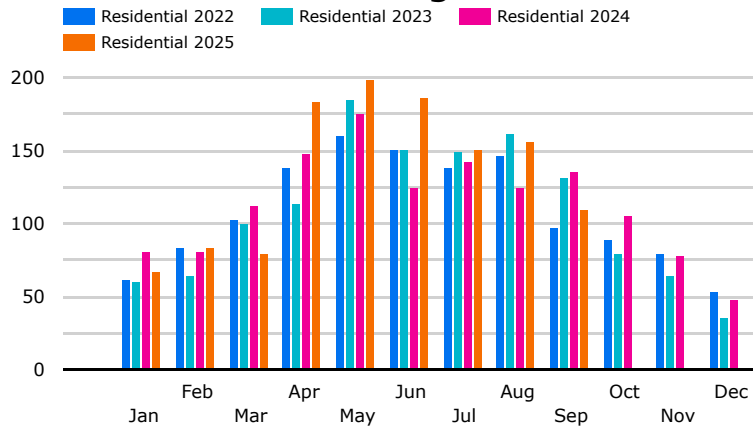
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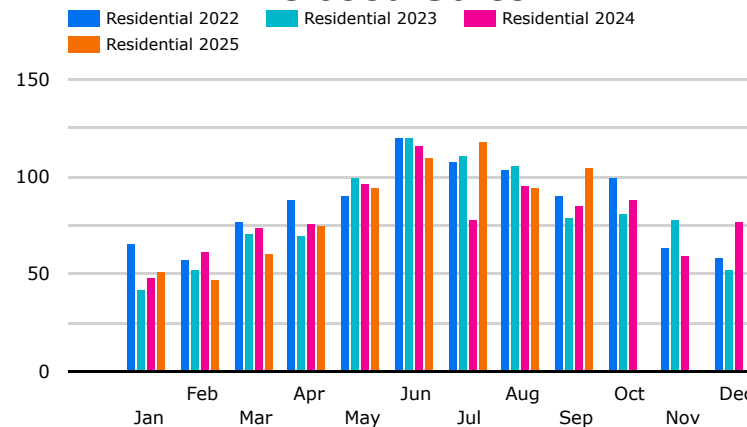
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New Listings	Residential 2024 136	Residential 2025 109	+/- -27	Residential YTD 2024 1,096	Residential YTD 2025 1,254	+/- 158
Closed Sales	85	105	20	720	758	38
Median Sales Price (\$)	572.5K	560.0K	-12,500	569.6K	565.0K	-4,632
Average Sales Price (\$)	670.1K	641.4K	-28,690	648.6K	648.1K	-471
Average % of Original List Price Received	96.00%	95.00%	-1%	97.00%	97.00%	0%
Average Days on Market Until Sale	57	82	25	71	71	0

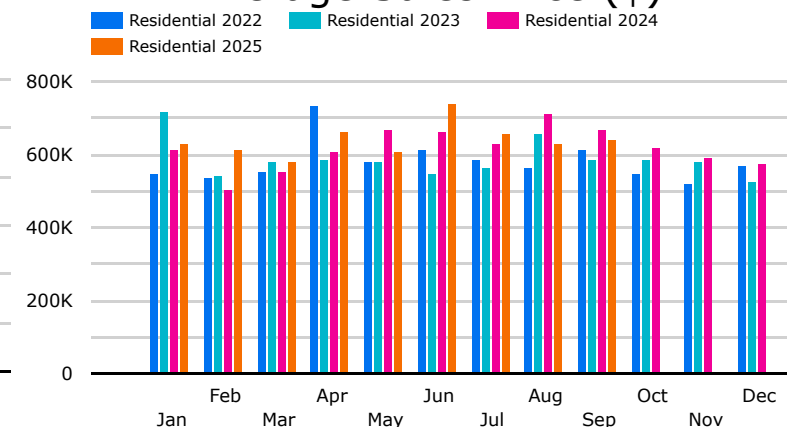
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

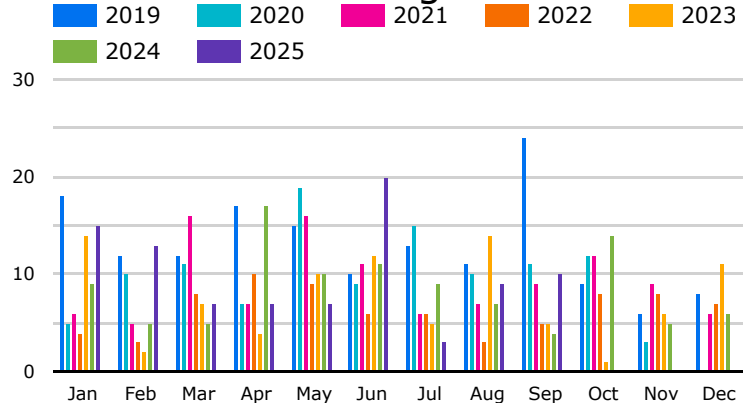
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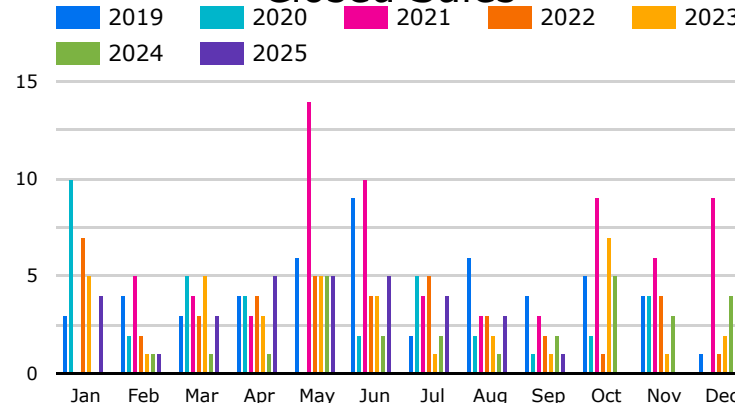
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New Listings	2024 4	2025 10	+/- 6	YTD 2024 78	YTD 2025 91	+/- 13
Closed Sales	2	1	-1	15	30	15
Median Sales Price (\$)	1.9M	200.0K	-1.7M	760.0K	667.5K	-92,500
Average Sales Price (\$)	1.9M	200.0K	-1.7M	1.2M	986.4K	-164,609
Average % of Original List Price Received	87.00%	57.00%	-30%	90.00%	87.00%	-3%
Average Days on Market Until Sale	149	659	510	137	232	95

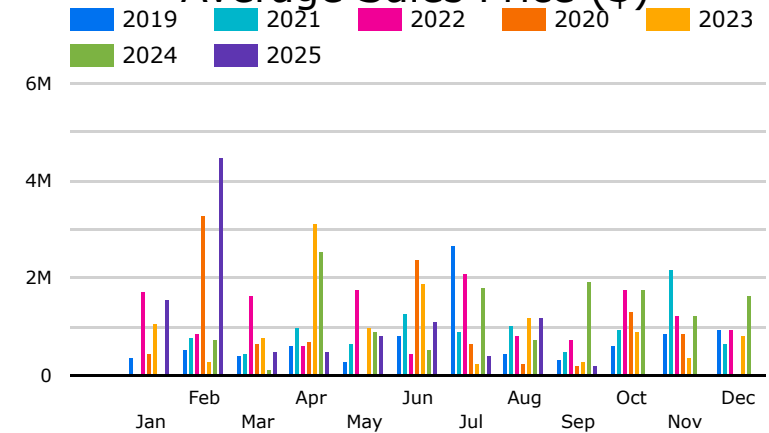
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

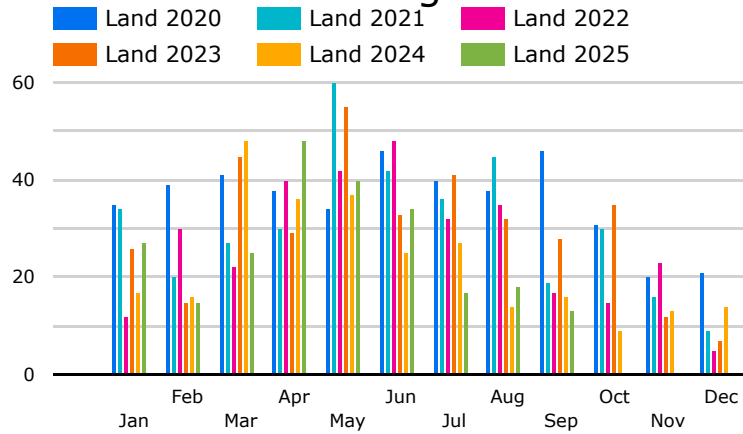
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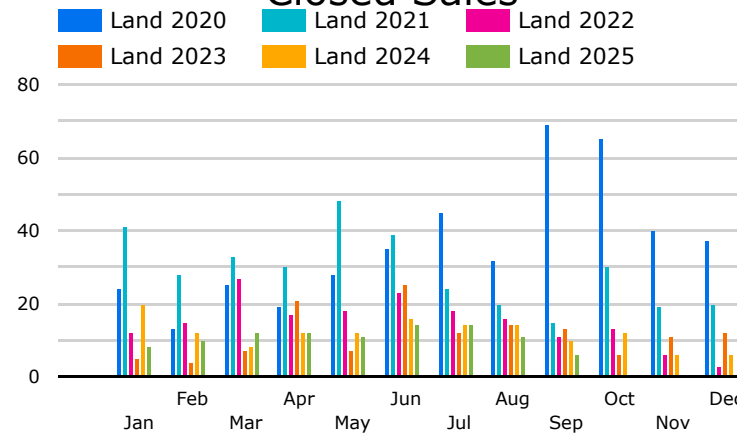
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New Listings	Land 2024 16	Land 2025 13	+/- -3	Land YTD 2024 238	Land YTD 2025 242	+/- 4
Closed Sales	10	6	-4	119	97	-22
Median Sales Price (\$)	232.0K	164.5K	-67,500	240.0K	200.0K	-40,000
Average Sales Price (\$)	418.7K	171.9K	-246,786	316.2K	310.6K	-5,618
Average % of Original List Price Received	93.00%	80.00%	-13%	90.00%	90.00%	0%
Average Days on Market Until Sale	187	289	102	157	149	-8

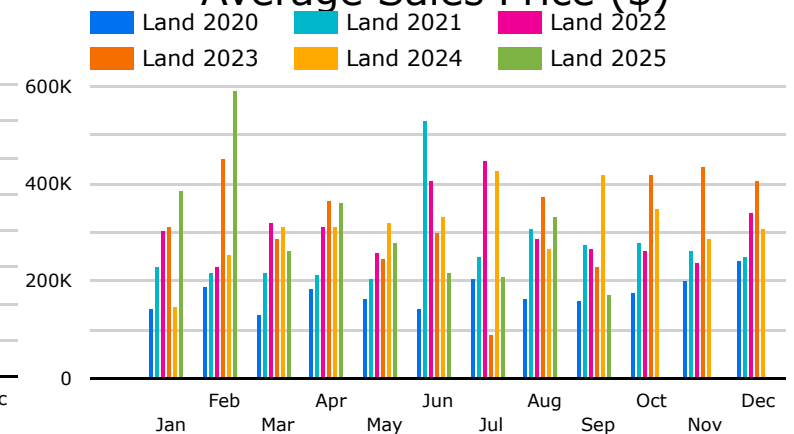
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

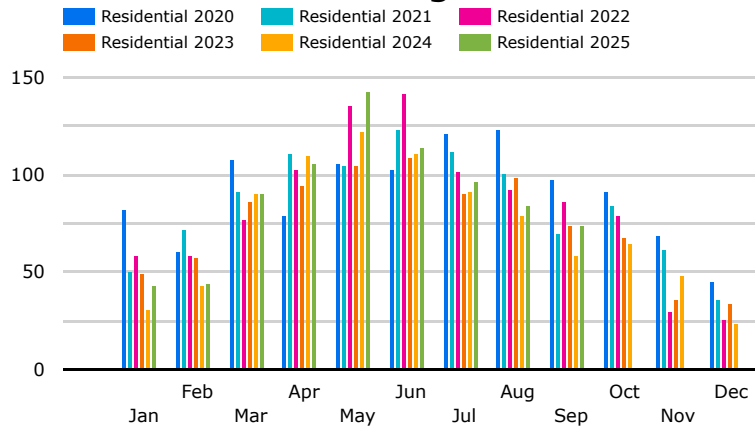
Month: Sep

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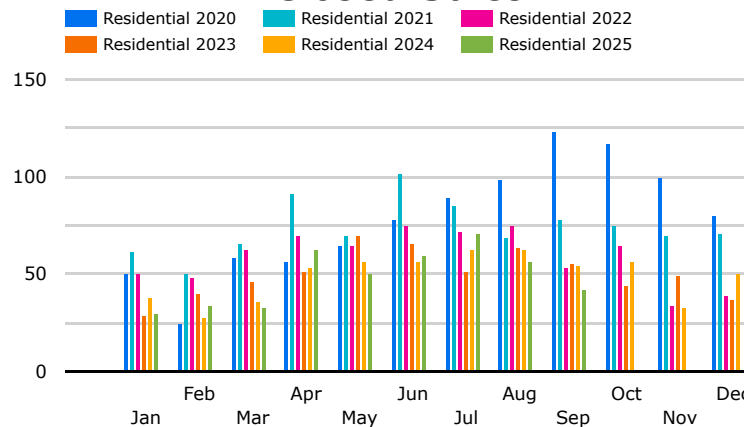
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New Listings	Residential 2024 59	Residential 2025 74	+/- 15	Residential YTD 2024 734	Residential YTD 2025 798	+/- 64
Closed Sales	54	42	-12	451	440	-11
Median Sales Price (\$)	863.6K	575.0K	-288,593	578.0K	575.0K	-3,000
Average Sales Price (\$)	863.6K	716.7K	-146,907	726.2K	686.6K	-39,621
Average % of Original List Price Received	93.00%	93.00%	0%	94.00%	93.00%	-1%
Average Days on Market Until Sale	102	111	9	100	97	-3

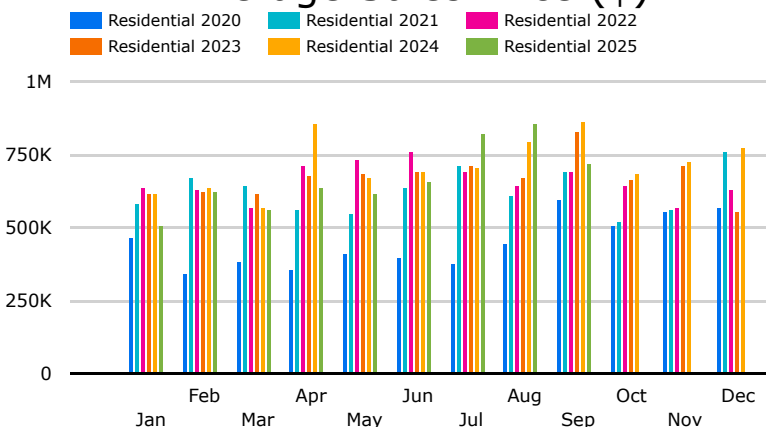
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

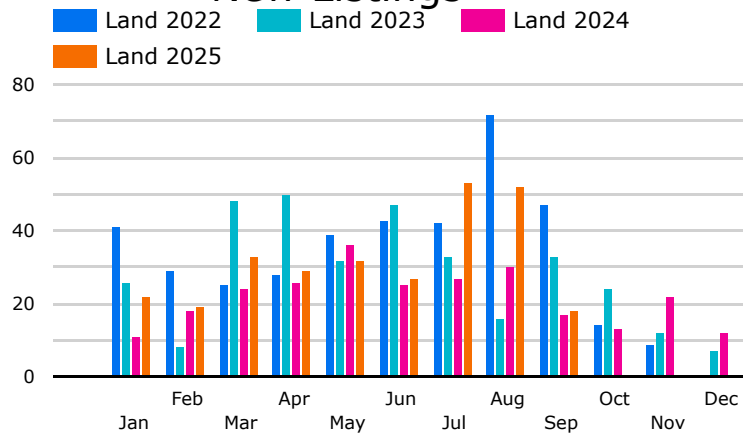
Month: Sep

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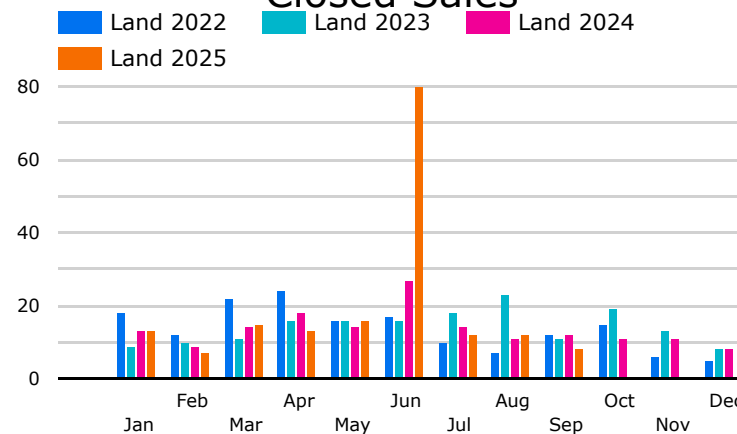
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New Listings	Land 2024 17	Land 2025 18	+/- 1	Land YTD 2024 215	Land YTD 2025 286	+/- 71
Closed Sales	12	8	-4	132	118	-14
Median Sales Price (\$)	204.5K	275.0K	70,500	218.5K	249.5K	31,000
Average Sales Price (\$)	341.4K	338.3K	-3,192	337.0K	438.2K	101,244
Average % of Original List Price Received	94.00%	89.00%	-5%	92.00%	92.00%	0%
Average Days on Market Until Sale	231	167	-64	209	150	-59

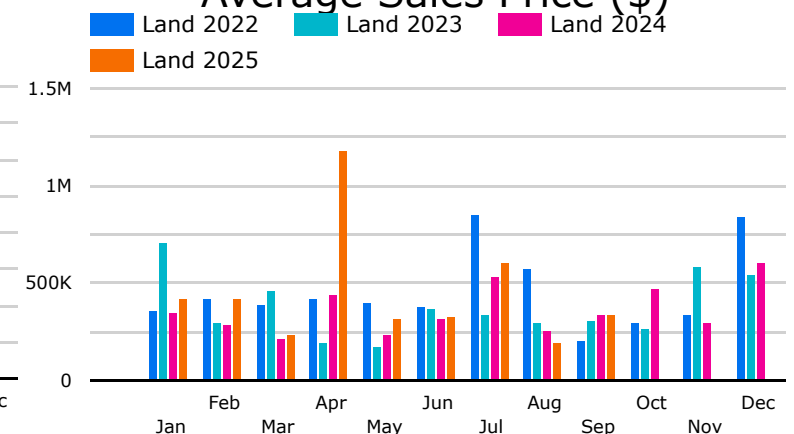
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

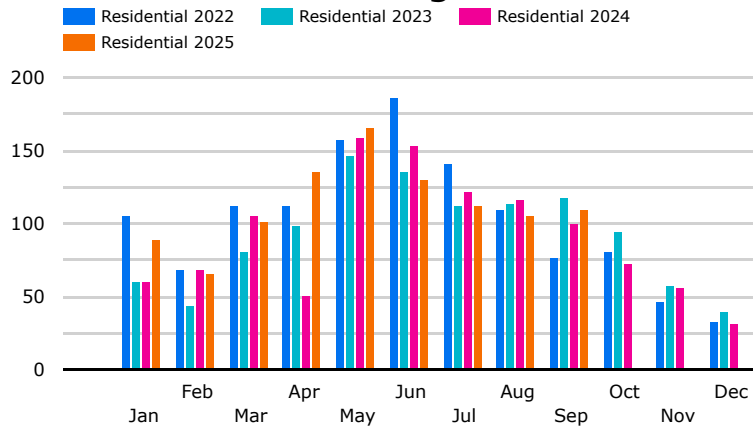
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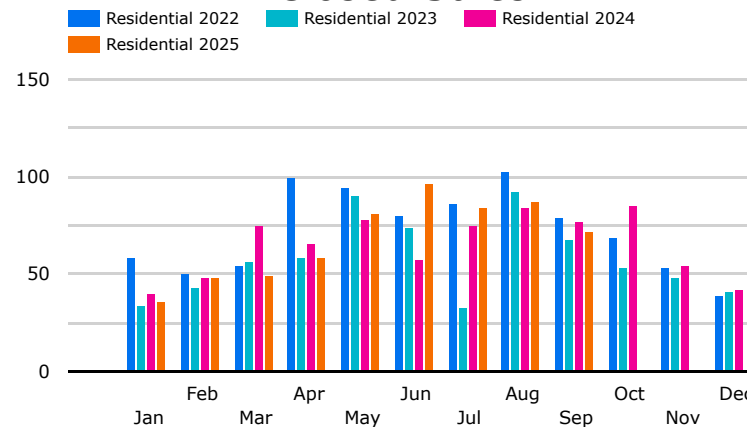
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New Listings	Residential 2024 100	Residential 2025 110	+/- 10	Residential YTD 2024 1,015	Residential YTD 2025 1,021	+/- 6
Closed Sales	77	72	-5	598	617	19
Median Sales Price (\$)	535.0K	529.5K	-5,500	539.0K	560.0K	21,000
Average Sales Price (\$)	604.0K	656.6K	52,628	639.3K	695.5K	56,187
Average % of Original List Price Received	94.00%	93.00%	-1%	95.00%	94.00%	-1%
Average Days on Market Until Sale	106	102	-4	104	112	8

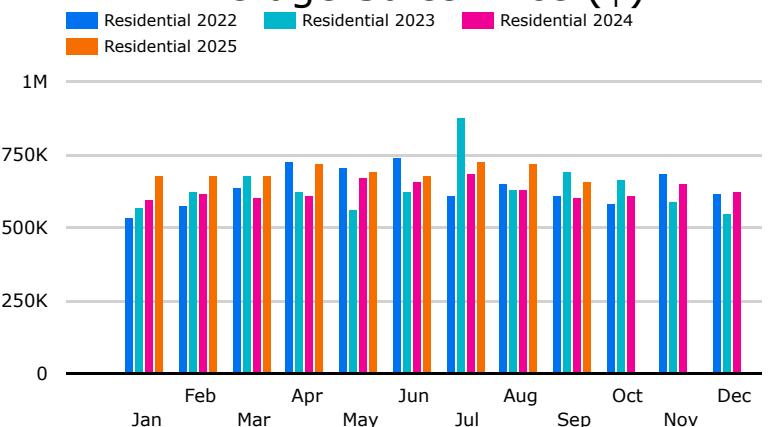
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

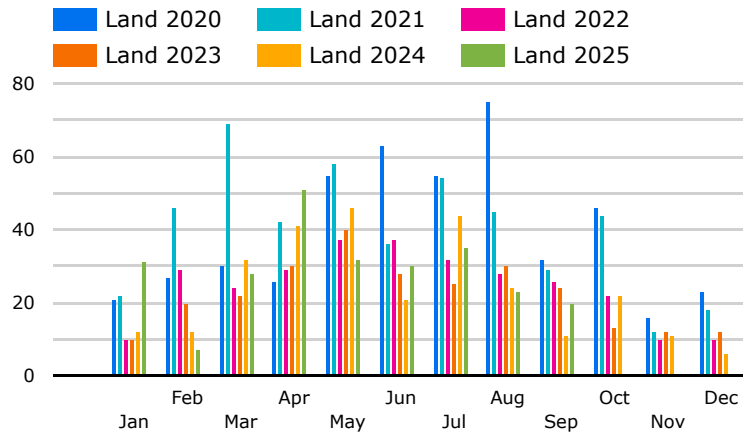
Month: Sep

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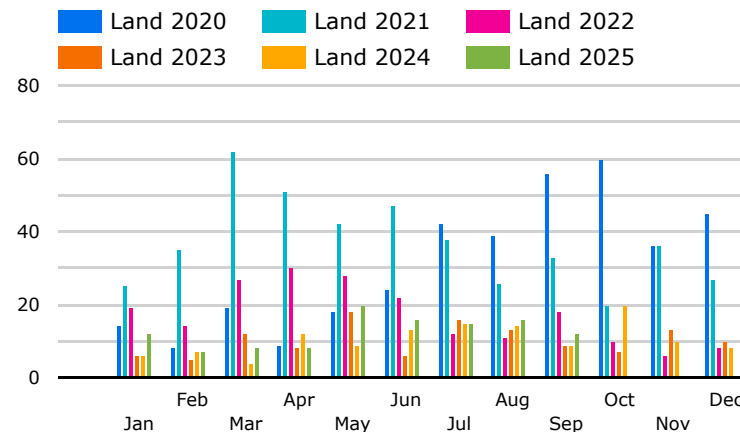
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New Listings	Land 2024 11	Land 2025 20	+/- 9	Land YTD 2024 252	Land YTD 2025 258	+/- 6
Closed Sales	9	12	3	89	113	24
Median Sales Price (\$)	165.0K	189.0K	24,000	200.0K	185.0K	-15,000
Average Sales Price (\$)	268.8K	283.6K	14,770	288.4K	308.6K	20,215
Average % of Original List Price Received	87.00%	85.00%	-2%	91.00%	87.00%	-4%
Average Days on Market Until Sale	174	122	-52	158	189	31

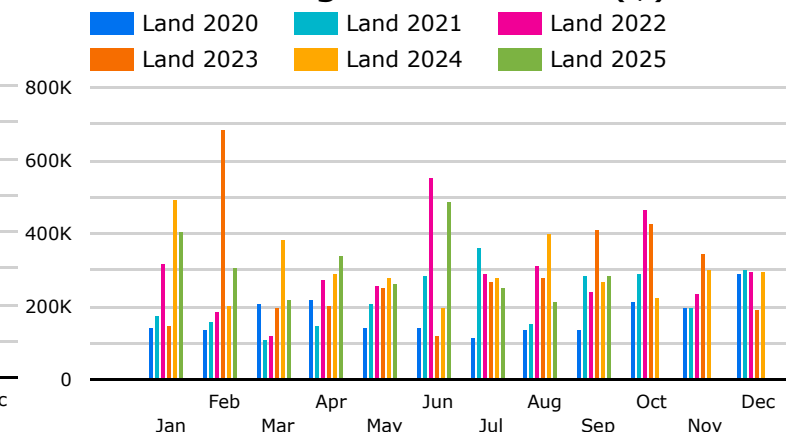
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

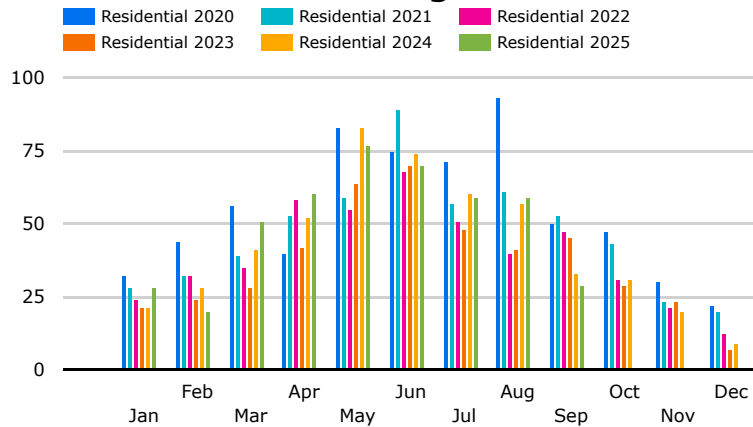
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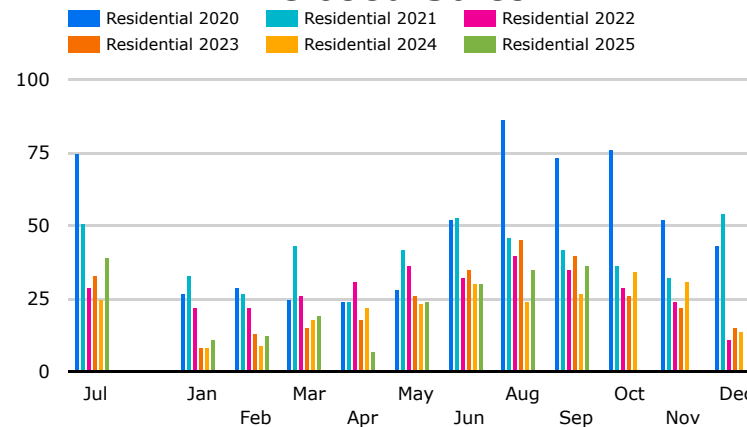
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New Listings	Residential 2024 33	Residential 2025 29	+/- -4	Residential YTD 2024 448	Residential YTD 2025 458	+/- 10
Closed Sales	27	36	9	179	212	33
Median Sales Price (\$)	508.3K	615.0K	106,750	540.0K	600.0K	60,000
Average Sales Price (\$)	609.2K	812.4K	203,178	821.7K	895.7K	74,005
Average % of Original List Price Received	90.00%	92.00%	2%	92.00%	91.00%	-1%
Average Days on Market Until Sale	101	131	30	114	139	25

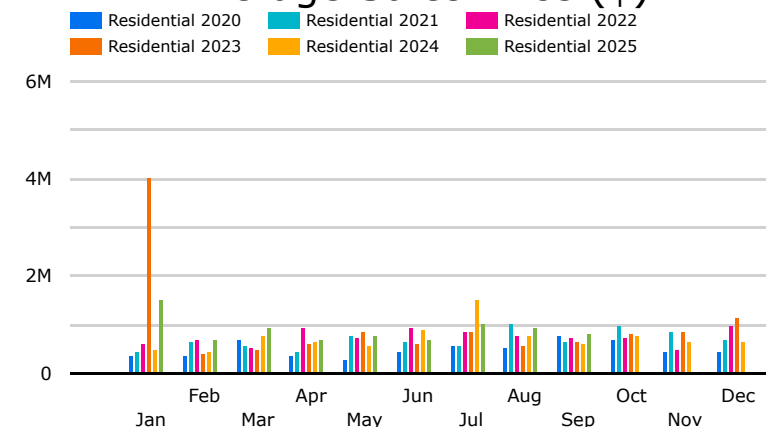
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

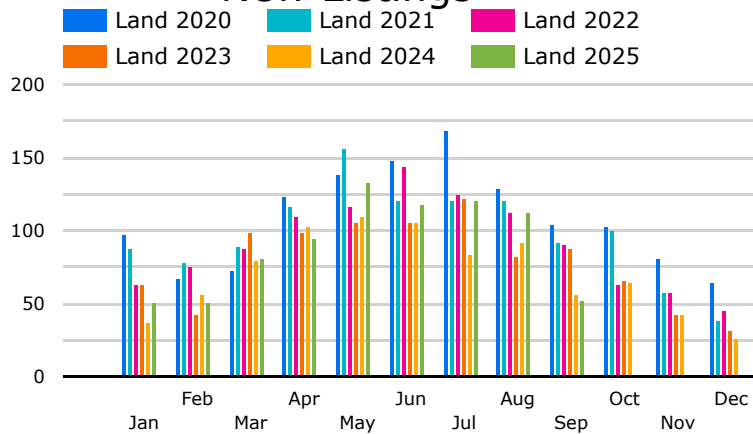
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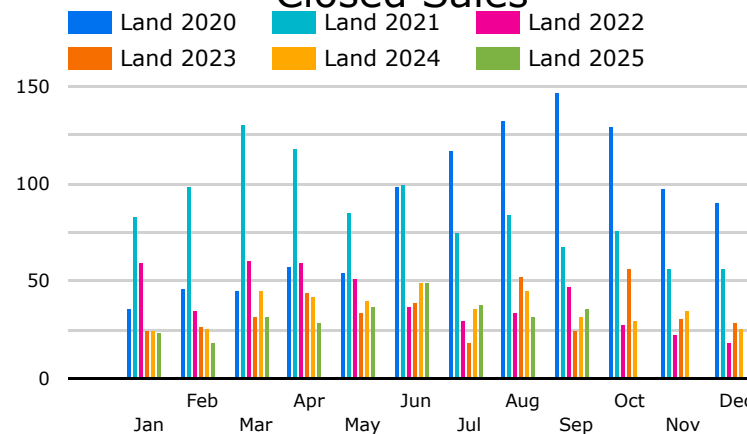
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New Listings	Land 2024 56	Land 2025 52	+/- -4	Land YTD 2024 753	Land YTD 2025 818	+/- 65
Closed Sales	32	36	4	340	298	-42
Median Sales Price (\$)	287.5K	310.0K	22,500	280.0K	300.0K	20,000
Average Sales Price (\$)	461.8K	582.5K	120,667	482.3K	586.0K	103,716
Average % of Original List Price Received	91.00%	86.00%	-5%	91.00%	89.00%	-2%
Average Days on Market Until Sale	175	201	26	194	177	-17

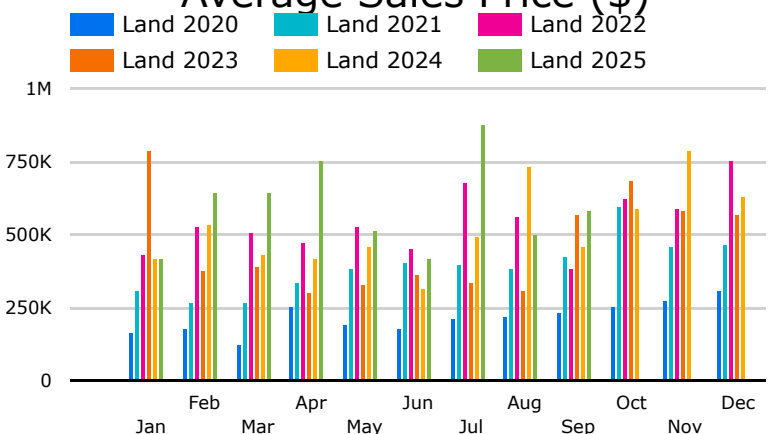
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

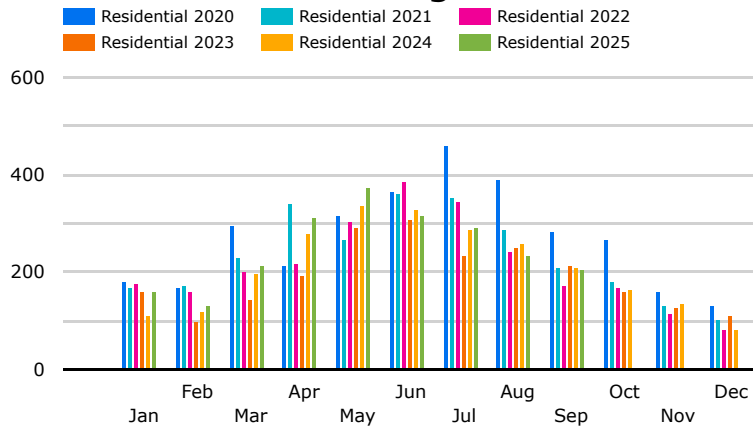
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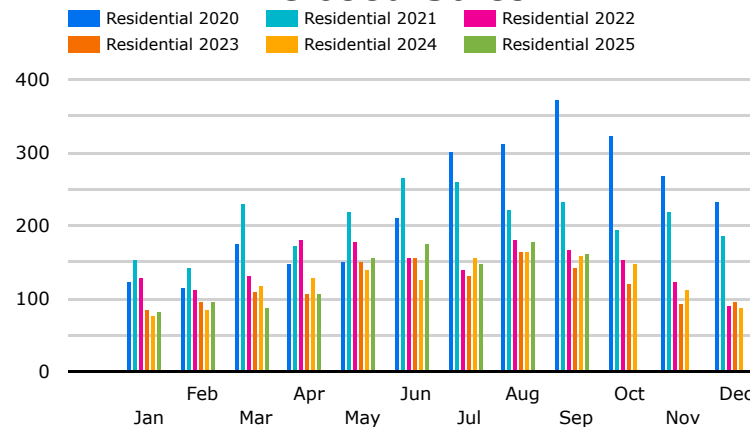
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New Listings	Residential 2024 208	Residential 2025 204	+/- -4	Residential YTD 2024 2,172	Residential YTD 2025 2,266	+/- 94
Closed Sales	159	163	4	1,154	1,200	46
Median Sales Price (\$)	655.0K	650.0K	-5,000	615.0K	639.5K	24,500
Average Sales Price (\$)	913.4K	1.1M	175,224	879.0K	932.6K	53,583
Average % of Original List Price Received	92.00%	92.00%	0%	96.00%	93.00%	-3%
Average Days on Market Until Sale	106	123	17	112	117	5

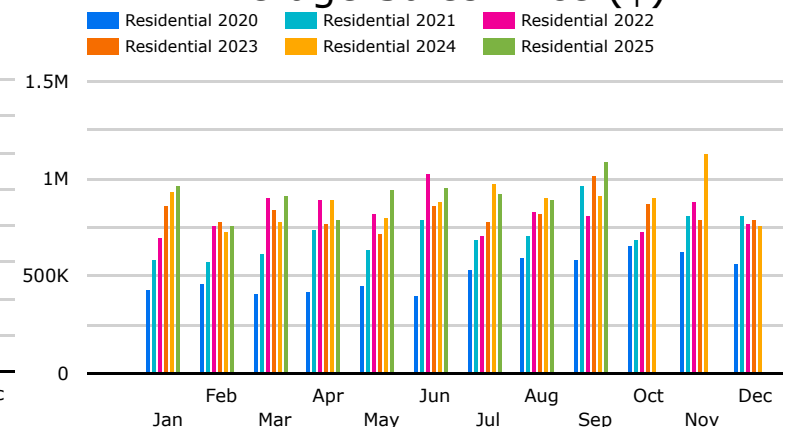
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

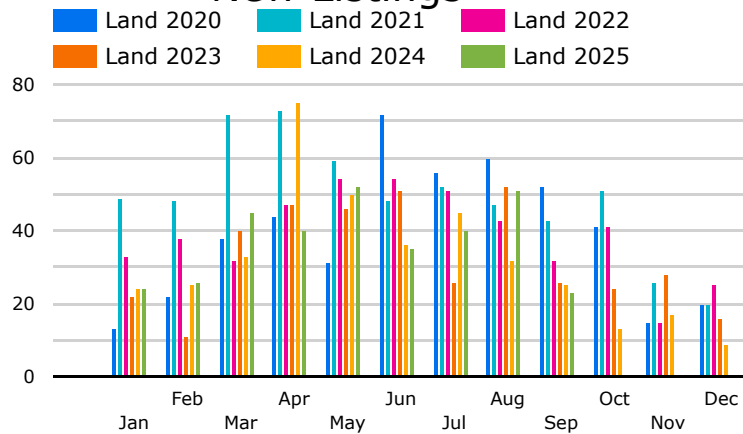
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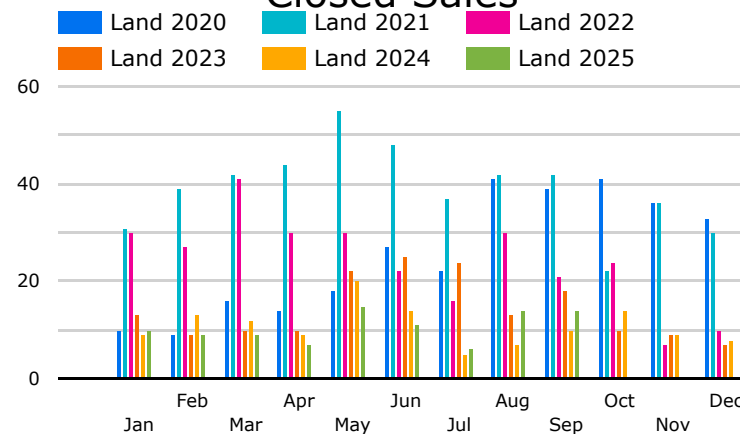
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New Listings	Land 2024 25	Land 2025 23	+/- -2	Land YTD 2024 335	Land YTD 2025 337	+/- 2
Closed Sales	10	14	4	98	98	0
Median Sales Price (\$)	241.0K	152.5K	-88,500	163.5K	153.8K	-9,750
Average Sales Price (\$)	228.4K	152.5K	-55,614	212.3K	206.0K	-6,348
Average % of Original List Price Received	96.00%	84.00%	-12%	92.00%	83.00%	-9%
Average Days on Market Until Sale	210	170	-40	195	193	-2

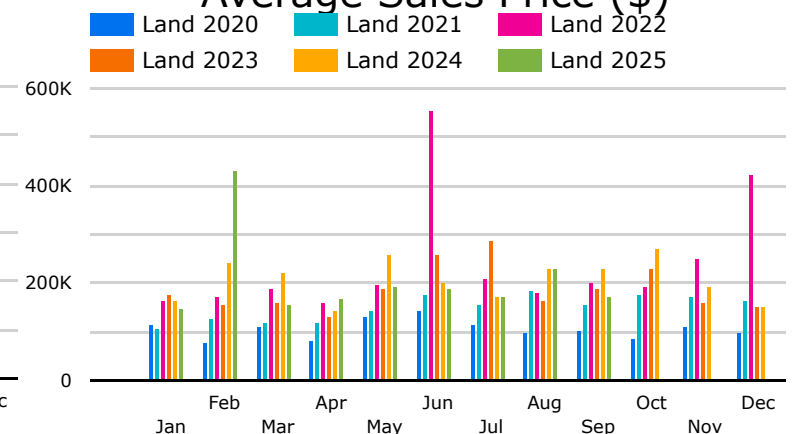
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

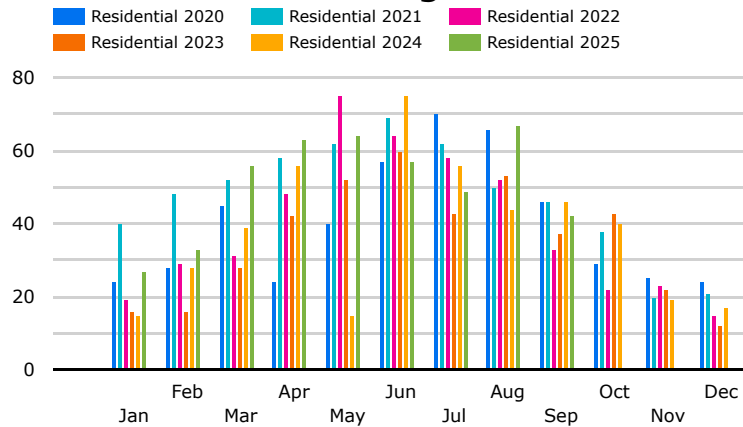
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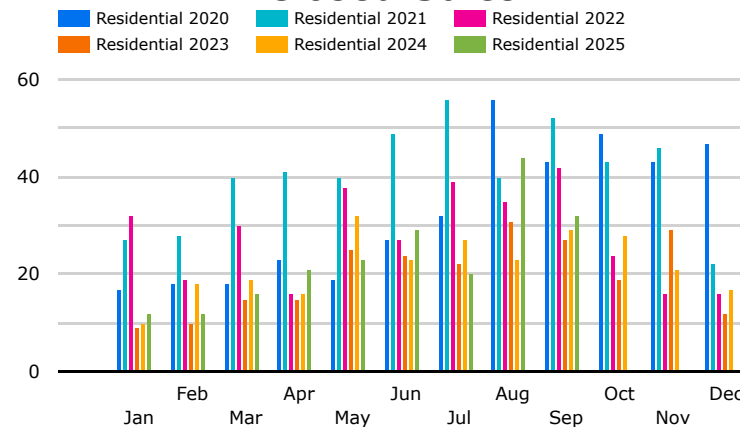
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New Listings	Residential 2024 46	Residential 2025 42	+/- -4	Residential YTD 2024 450	Residential YTD 2025 460	+/- 10
Closed Sales	29	32	3	200	211	11
Median Sales Price (\$)	560.0K	461.3K	-98,750	397.5K	390.9K	-6,625
Average Sales Price (\$)	623.9K	555.6K	-68,328	500.9K	497.0K	-3,899
Average % of Original List Price Received	90.00%	92.00%	2%	96.00%	91.00%	-5%
Average Days on Market Until Sale	127	129	2	126	141	15

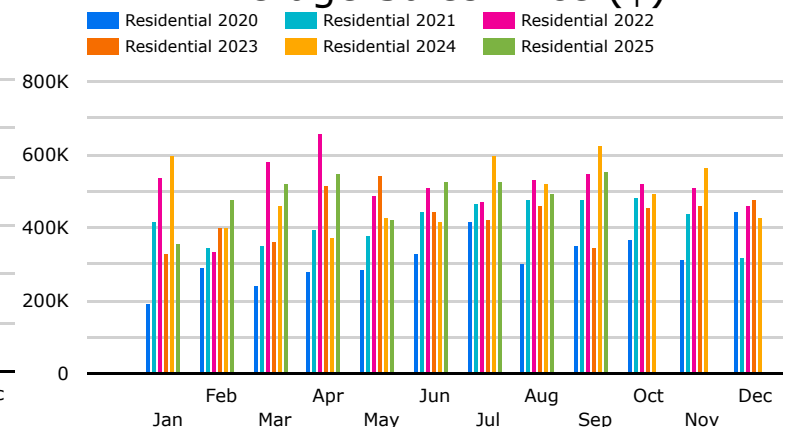
New Listings



Closed Sales



Average Sales Price (\$)



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