

# Local Market Update

## Missoula County - Land

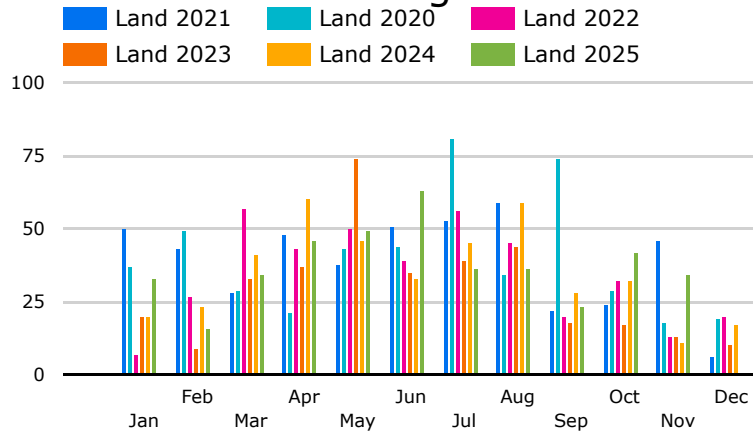
Month: Nov

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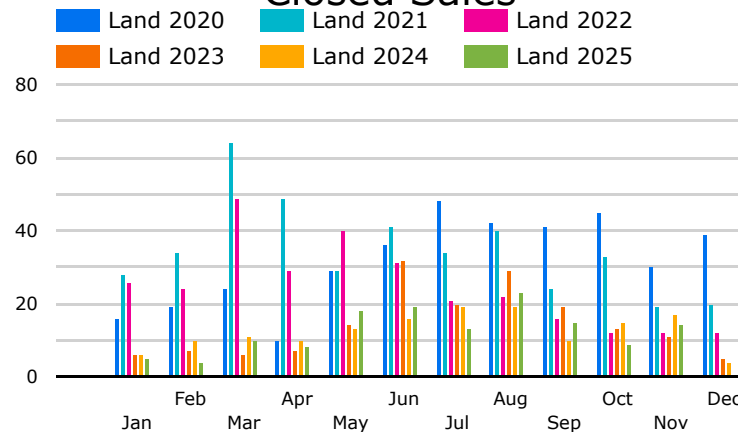
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 11	Land 2025 34	+/- 23	Land YTD 2024 396	Land YTD 2025 409	+/- 13
<b>Closed Sales</b>	17	14	-3	152	137	-15
<b>Median Sales Price (\$)</b>	199.9K	155.0K	-44,900	185.0K	210.0K	25.0K
<b>Average Sales Price (\$)</b>	317.3K	377.5K	60,162	269.8K	386.0K	116,143
<b>Average % of Original List Price Received</b>	89.00%	85.00%	-4%	91.00%	90.00%	-1%
<b>Average Days on Market Until Sale</b>	130	224	94	139	183	44

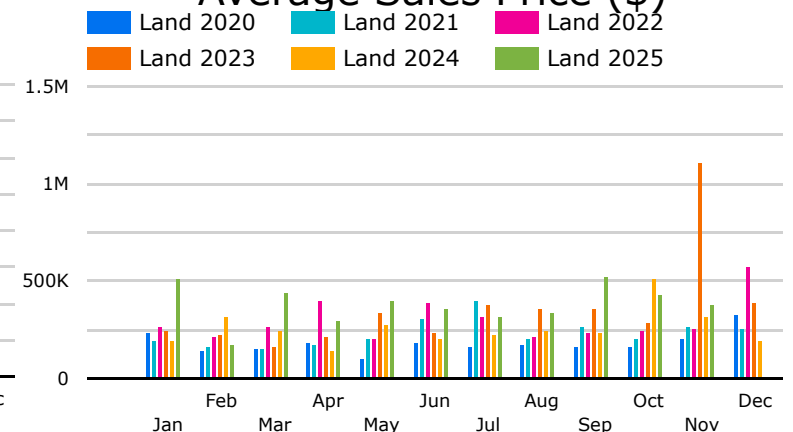
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County - Residential

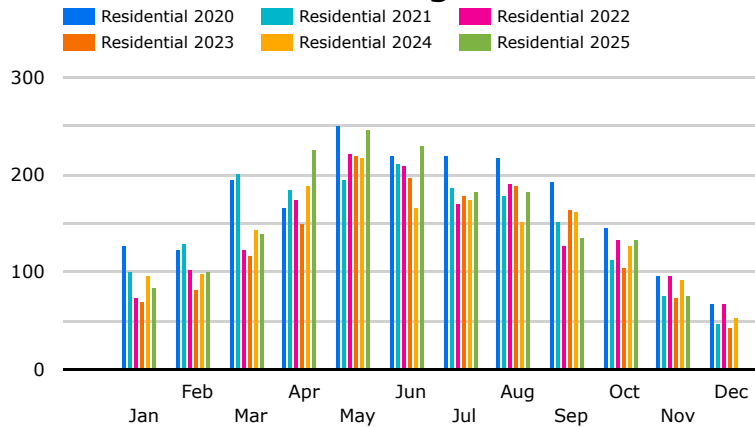
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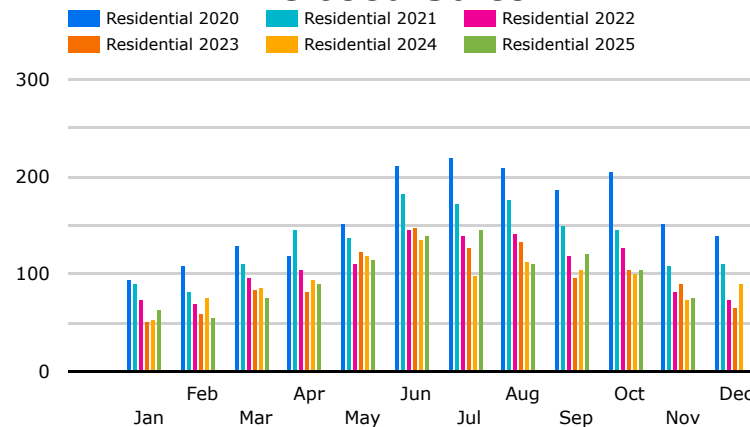
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<b>New Listings</b>	Residential 2024 92	Residential 2025 77	+/- -15	Residential YTD 2024 1,589	Residential YTD 2025 1,745	+/- 156
<b>Closed Sales</b>	73	77	4	1,054	1,104	50
<b>Median Sales Price (\$)</b>	565.0K	545.0K	-20,000	570.0K	565.5K	-4,500
<b>Average Sales Price (\$)</b>	611.4K	599.6K	-11,754	642.8K	647.2K	4,479
<b>Average % of Original List Price Received</b>	94.00%	95.00%	1%	96.00%	96.00%	0%
<b>Average Days on Market Until Sale</b>	72	94	22	74	81	7

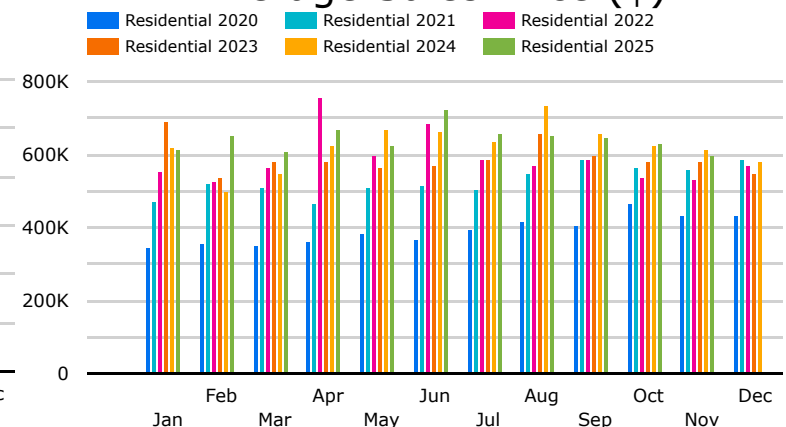
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Land

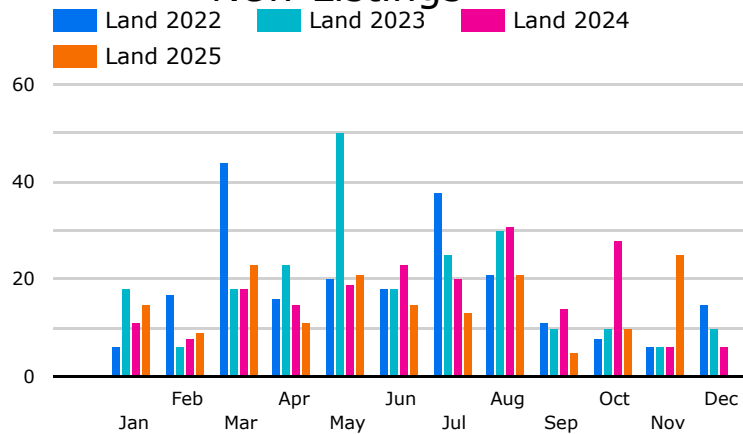
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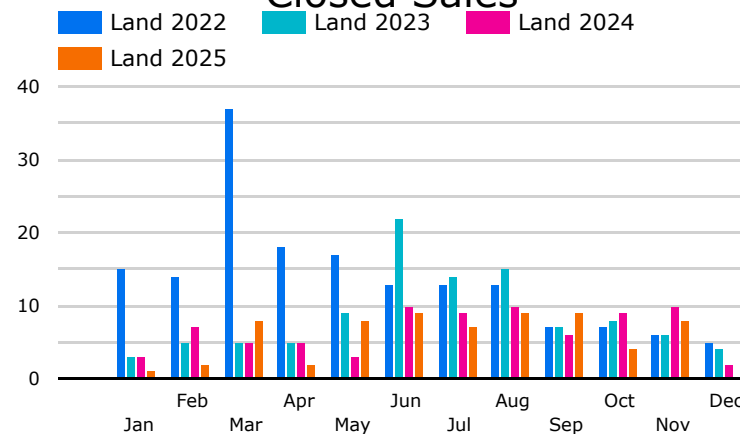
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<b>New Listings</b>	Land 2024 6	Land 2025 25	+/- 19	Land YTD 2024 192	Land YTD 2025 168	+/- 13
<b>Closed Sales</b>	10	8	-2	80	67	-13
<b>Median Sales Price (\$)</b>	225.0K	155.0K	-69,950	200.0K	200.0K	25,000
<b>Average Sales Price (\$)</b>	348.7K	539.6K	190,873	325.1K	483.4K	116,143
<b>Average % of Original List Price Received</b>	94.00%	82.00%	-12%	91.00%	89.00%	-1%
<b>Average Days on Market Until Sale</b>	123	278	155	158	237	44

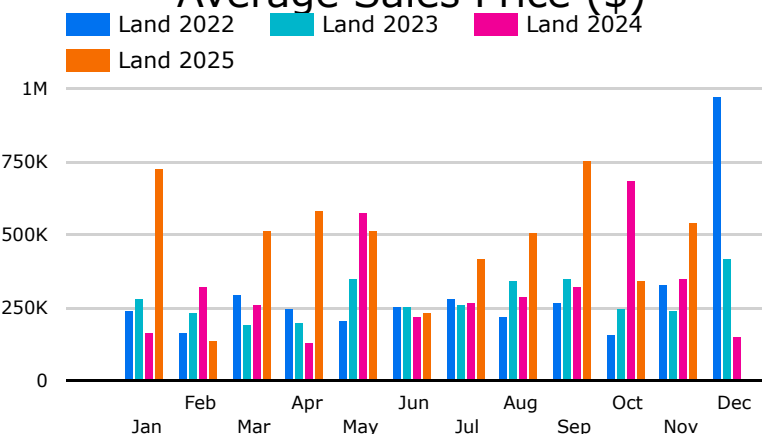
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Residential

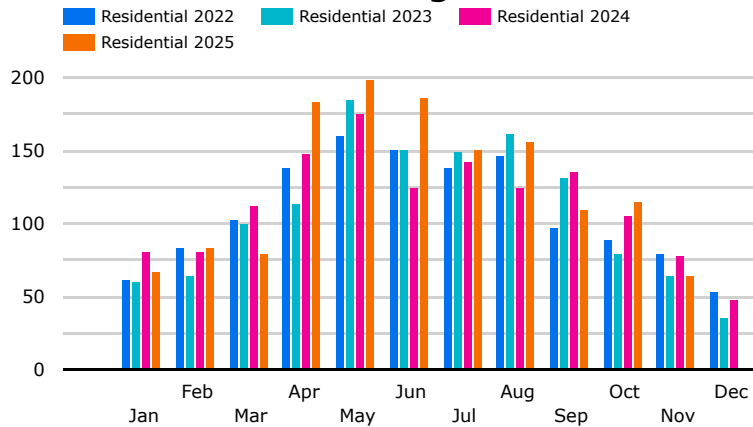
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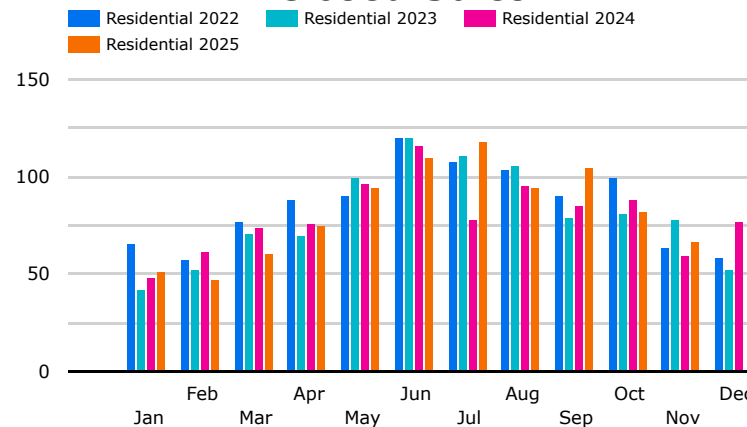
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<b>New Listings</b>	Residential 2024 78	Residential 2025 65	+/- -13	Residential YTD 2024 1,279	Residential YTD 2025 1,432	+/- 153
<b>Closed Sales</b>	60	67	7	873	907	34
<b>Median Sales Price (\$)</b>	543.2K	545.0K	1,798	565.0K	559.3K	-5,666
<b>Average Sales Price (\$)</b>	592.0K	598.8K	6,858	641.8K	639.6K	-2,195
<b>Average % of Original List Price Received</b>	95.00%	95.00%	0%	97.00%	97.00%	0%
<b>Average Days on Market Until Sale</b>	62	91	29	69	75	6

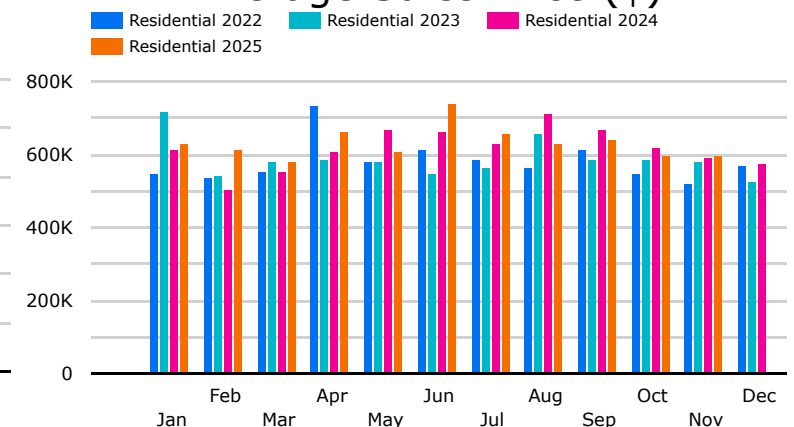
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County Commercial

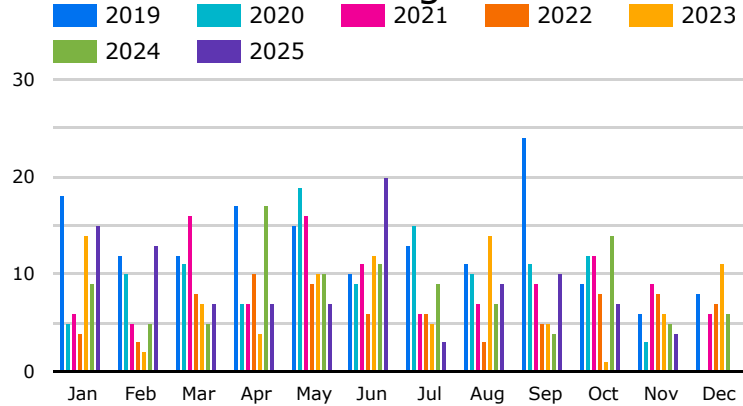
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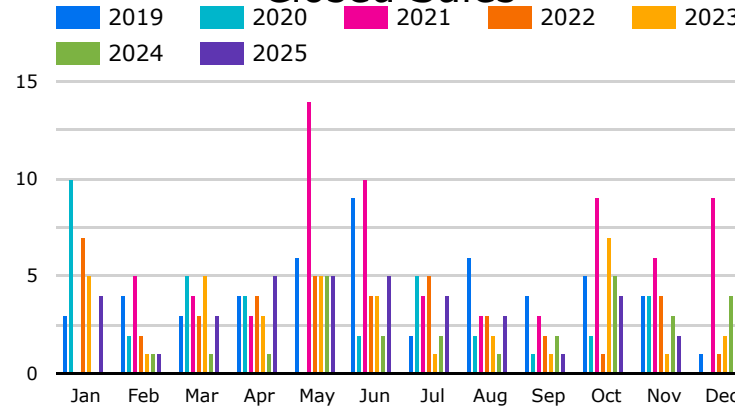
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<b>New Listings</b>	2024 5	2025 4	+/- -1	YTD 2024 97	YTD 2025 99	+/- 2
<b>Closed Sales</b>	3	2	-1	22	36	14
<b>Median Sales Price (\$)</b>	449.0K	1.7M	1.3M	950.0K	750.0K	-200,000
<b>Average Sales Price (\$)</b>	1.3M	1.7M	447.7K	1.2M	1.2M	18,040
<b>Average % of Original List Price Received</b>	81.00%	92.00%	11%	91.00%	87.00%	-4%
<b>Average Days on Market Until Sale</b>	65	410	345	153	240	87

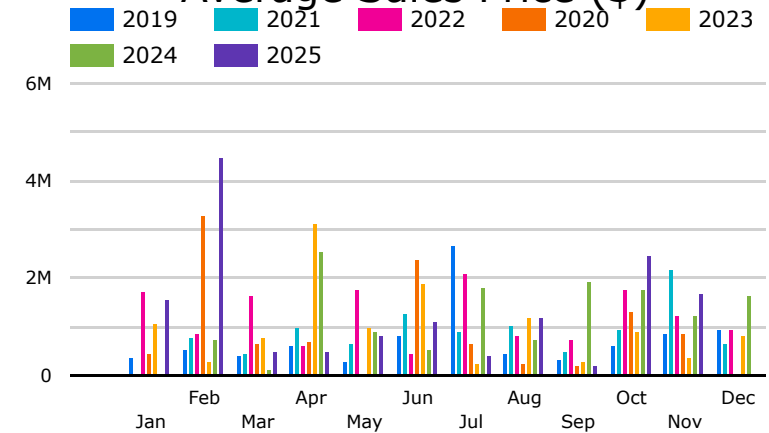
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

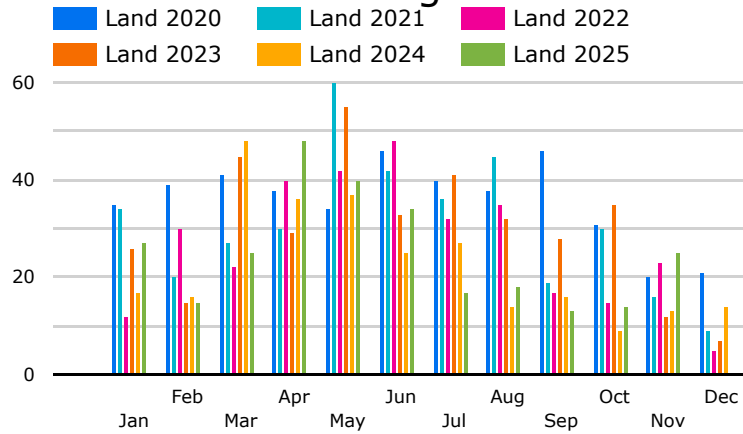
Month: Nov

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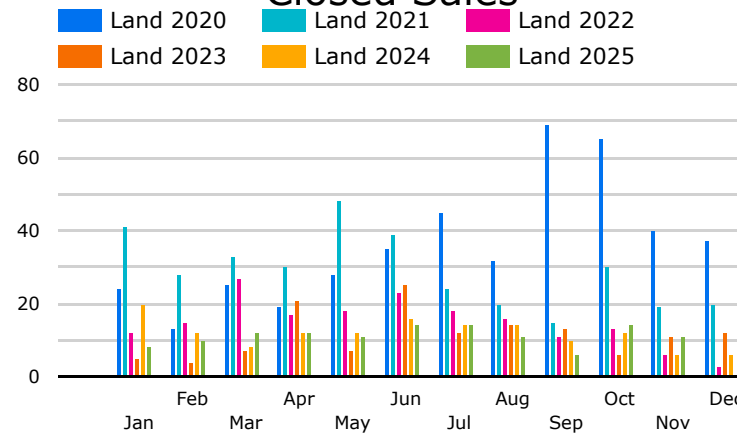
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<b>New Listings</b>	Land 2024 13	Land 2025 25	+/- 12	Land YTD 2024 260	Land YTD 2025 281	+/- 21
<b>Closed Sales</b>	6	11	5	136	122	-14
<b>Median Sales Price (\$)</b>	275.0K	350.0K	75,000	241.3K	220.0K	-21,250
<b>Average Sales Price (\$)</b>	287.5K	367.5K	80,045	319.3K	311.1K	-8,257
<b>Average % of Original List Price Received</b>	91.00%	85.00%	-6%	90.00%	89.00%	-1%
<b>Average Days on Market Until Sale</b>	232	134	-98	162	159	-3

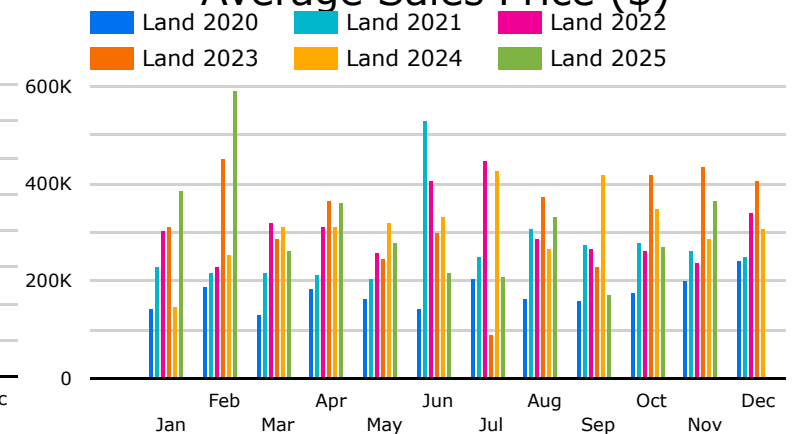
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Ravalli County - Residential

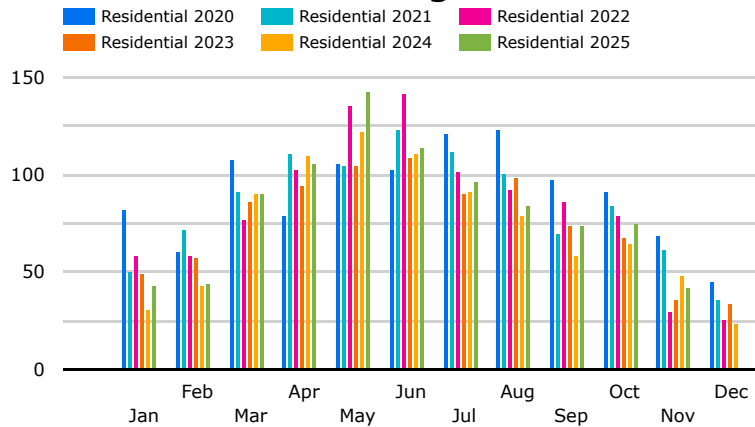
Month: Nov

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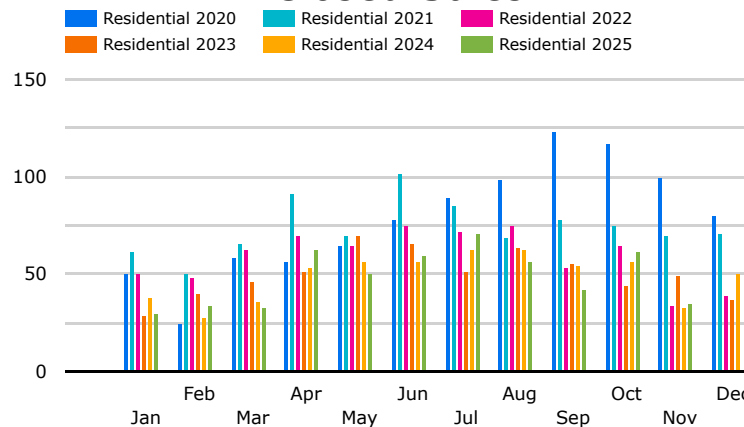
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<b>New Listings</b>	Residential 2024 48	Residential 2025 42	+/- -6	Residential YTD 2024 849	Residential YTD 2025 912	+/- 63
<b>Closed Sales</b>	33	35	2	542	538	-4
<b>Median Sales Price (\$)</b>	550.0K	492.5K	-57,500	577.3K	575.0K	-2,250
<b>Average Sales Price (\$)</b>	725.1K	557.0K	-168,050	720.8K	687.6K	-33,154
<b>Average % of Original List Price Received</b>	94.00%	92.00%	-2%	94.00%	93.00%	-1%
<b>Average Days on Market Until Sale</b>	88	115	27	98	100	2

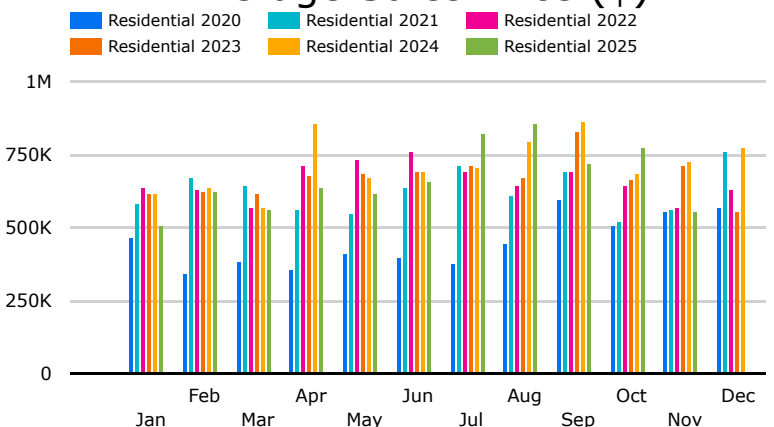
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Kalispell City - Land

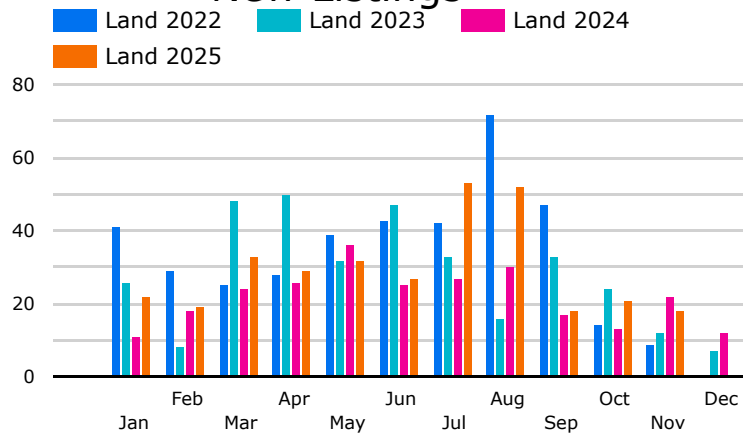
Month: Nov

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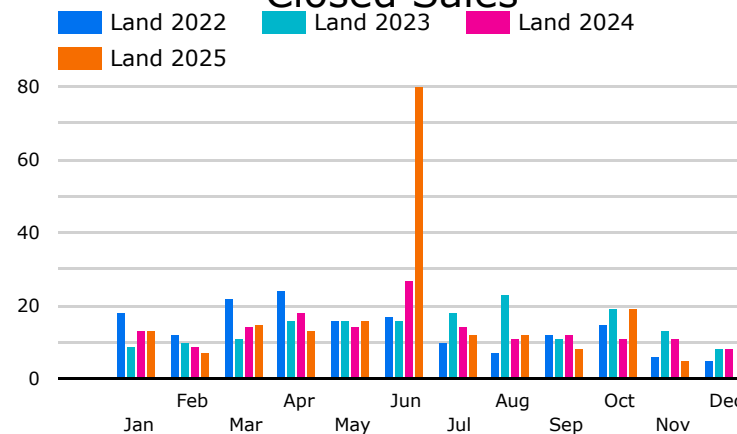
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<b>New Listings</b>	Land 2024 22	Land 2025 18	+/- -4	Land YTD 2024 251	Land YTD 2025 326	+/- 75
<b>Closed Sales</b>	11	5	-6	154	142	-12
<b>Median Sales Price (\$)</b>	190.0K	285.0K	95,000	220.0K	250.0K	30,000
<b>Average Sales Price (\$)</b>	302.3K	267.2K	-35,064	344.5K	430.1K	85,563
<b>Average % of Original List Price Received</b>	97.00%	89.00%	-8%	92.00%	91.00%	-1%
<b>Average Days on Market Until Sale</b>	86	52	-34	197	145	-52

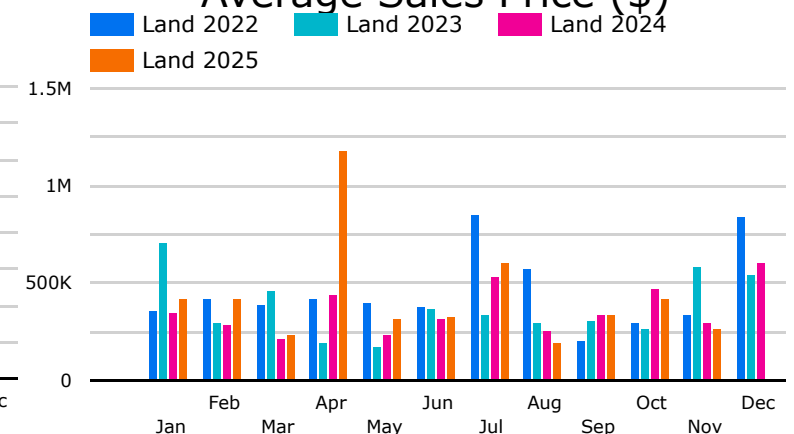
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update

## Kalispell City - Residential

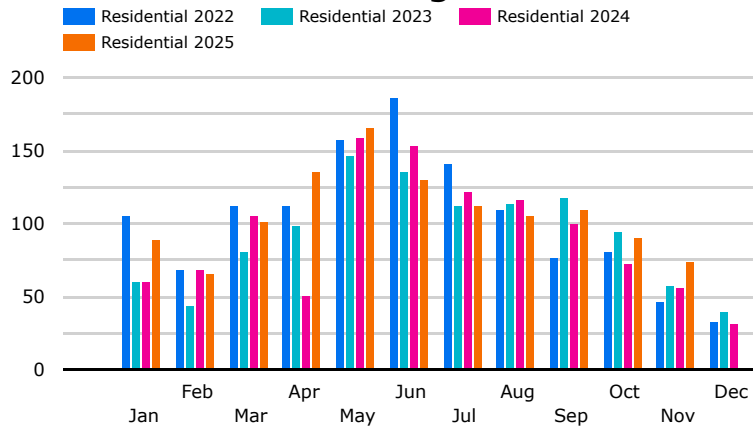
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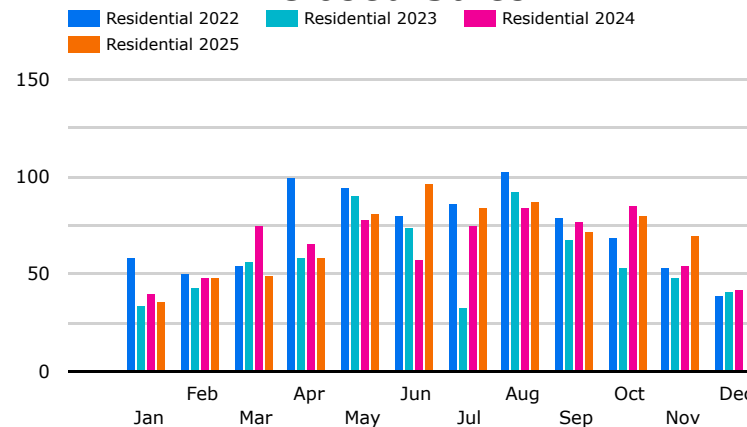
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<b>New Listings</b>	Residential 2024 56	Residential 2025 74	+/- 18	Residential YTD 2024 1,144	Residential YTD 2025 1,186	+/- 42
<b>Closed Sales</b>	54	70	16	737	767	30
<b>Median Sales Price (\$)</b>	522.8K	562.5K	39,750	535.0K	559.5K	24,500
<b>Average Sales Price (\$)</b>	652.0K	645.0K	-7,055	636.6K	684.8K	48,169
<b>Average % of Original List Price Received</b>	90.00%	93.00%	3%	95.00%	94.00%	-1%
<b>Average Days on Market Until Sale</b>	125	117	-8	107	112	5

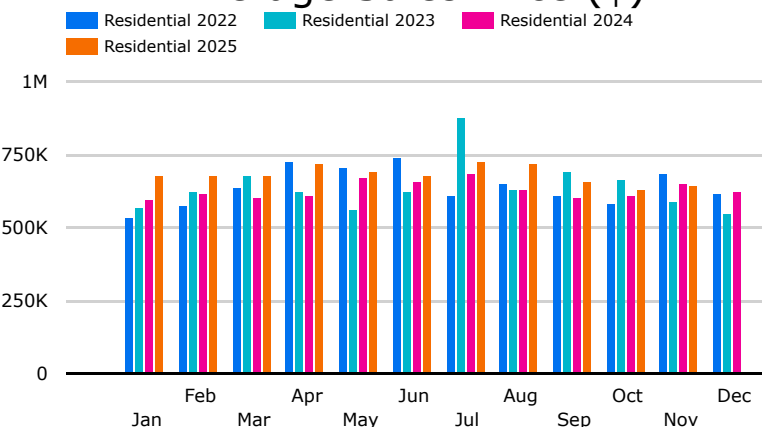
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

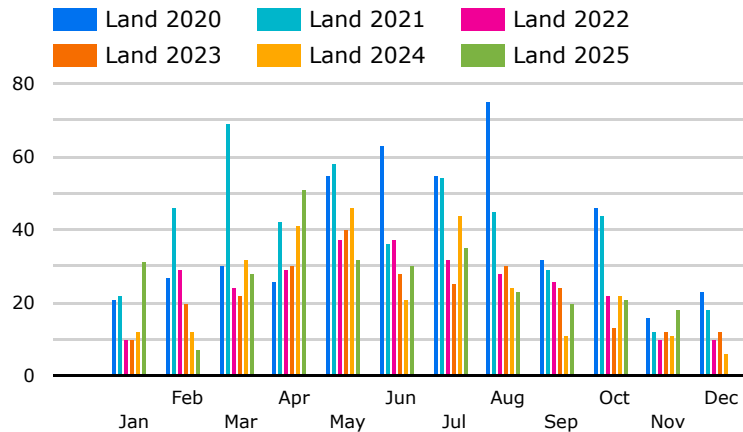
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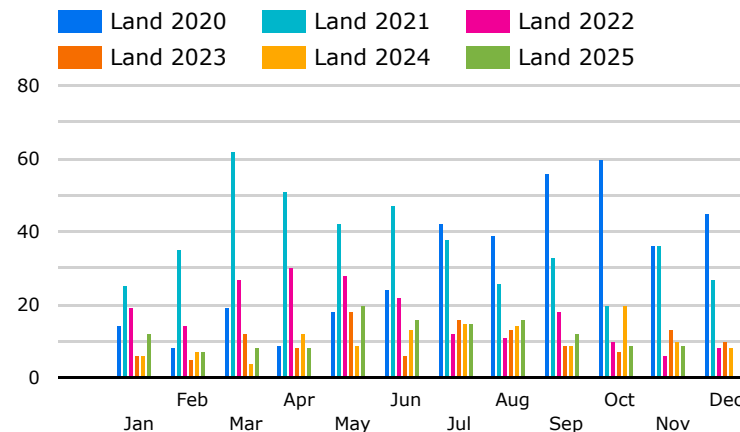
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<b>New Listings</b>	Land 2024 11	Land 2025 18	+/- 7	Land YTD 2024 285	Land YTD 2025 297	+/- 12
<b>Closed Sales</b>	10	9	-1	120	131	11
<b>Median Sales Price (\$)</b>	170.0K	300.0K	130,050	194.5K	214.3K	19,750
<b>Average Sales Price (\$)</b>	299.2K	432.4K	133,176	277.9K	351.6K	73,724
<b>Average % of Original List Price Received</b>	91.00%	88.00%	-3%	90.00%	88.00%	-2%
<b>Average Days on Market Until Sale</b>	124	317	193	152	200	48

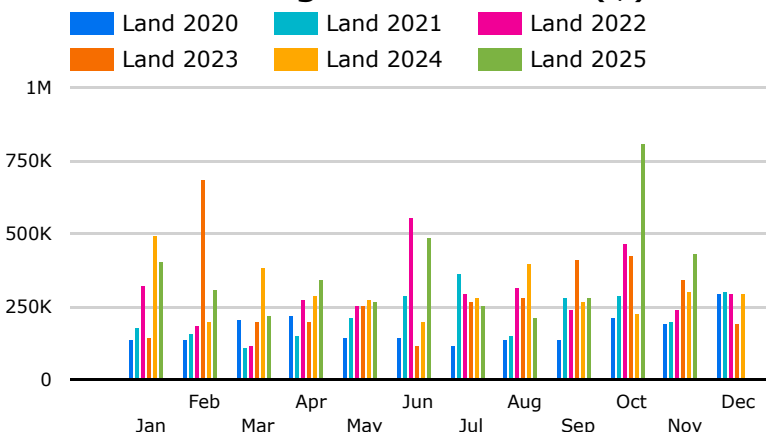
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Lake County - Residential

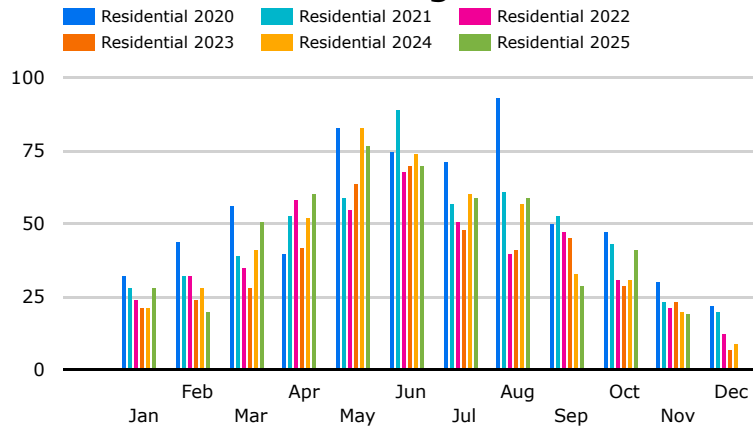
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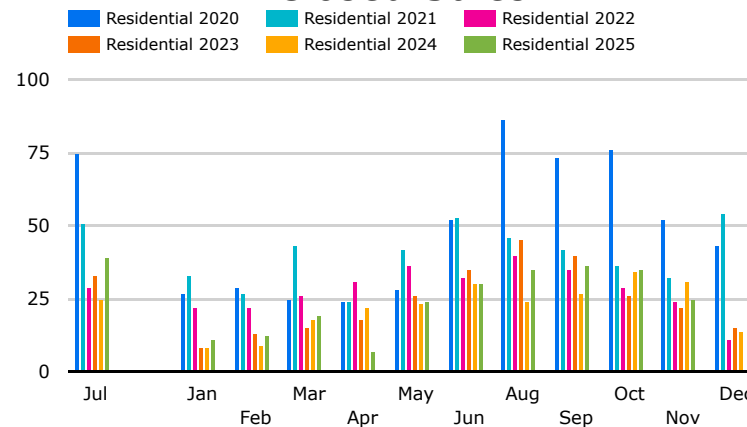
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<b>New Listings</b>	Residential 2024 20	Residential 2025 19	+/- -1	Residential YTD 2024 499	Residential YTD 2025 518	+/- 19
<b>Closed Sales</b>	31	25	-6	244	273	29
<b>Median Sales Price (\$)</b>	615.0K	419.0K	-196,000	568.0K	595.0K	27,000
<b>Average Sales Price (\$)</b>	659.4K	493.5K	-165,916	793.9K	844.0K	50,121
<b>Average % of Original List Price Received</b>	92.00%	88.00%	-4%	91.00%	90.00%	-1%
<b>Average Days on Market Until Sale</b>	119	138	19	112	142	30

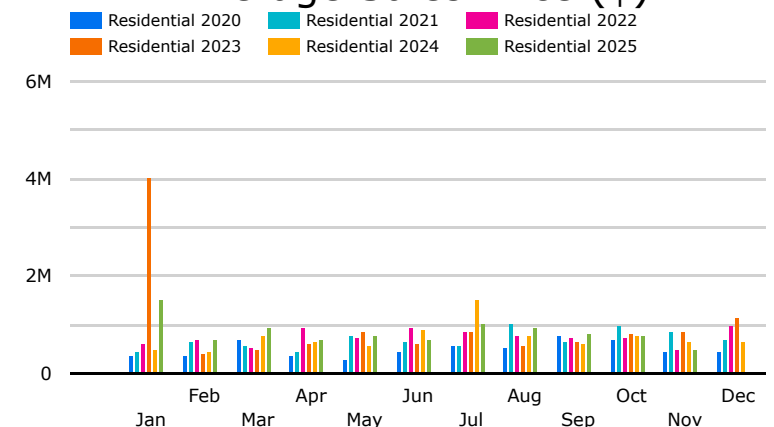
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

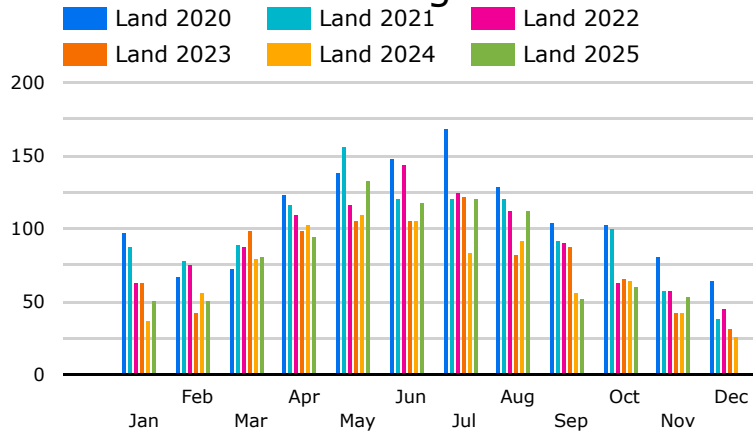
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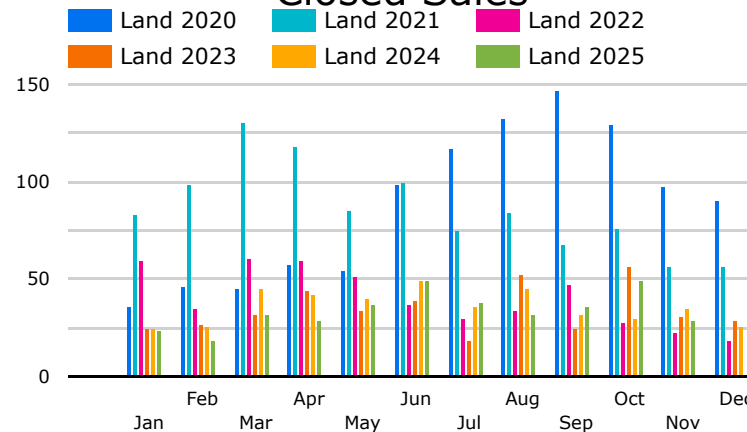
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<b>New Listings</b>	Land 2024 42	Land 2025 54	+/- 12	Land YTD 2024 861	Land YTD 2025 935	+/- 74
<b>Closed Sales</b>	35	29	-6	406	377	-29
<b>Median Sales Price (\$)</b>	335.0K	354.0K	19,000	295.0K	320.0K	25,000
<b>Average Sales Price (\$)</b>	784.9K	734.1K	-50,837	515.4K	611.6K	96,261
<b>Average % of Original List Price Received</b>	93.00%	94.00%	1%	91.00%	89.00%	-2%
<b>Average Days on Market Until Sale</b>	166	139	-27	190	171	-19

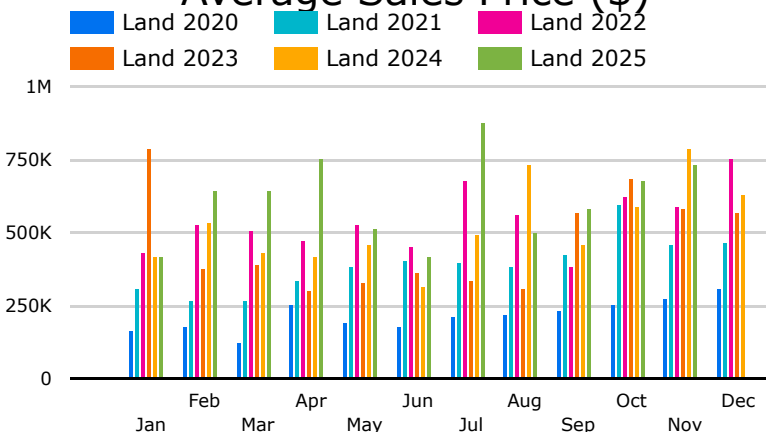
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update Flathead County - Residential

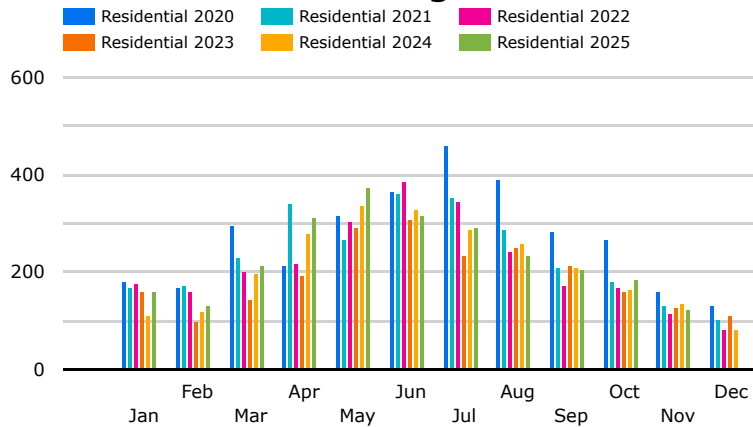
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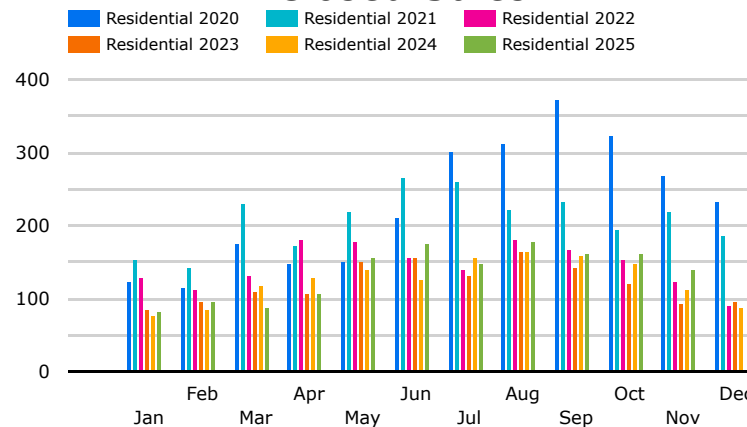
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<b>New Listings</b>	Residential 2024 134	Residential 2025 122	+/- -12	Residential YTD 2024 2,472	Residential YTD 2025 2,575	+/- 103
<b>Closed Sales</b>	113	141	28	1,417	1,503	86
<b>Median Sales Price (\$)</b>	665.0K	645.0K	-20,000	618.0K	640.0K	22,000
<b>Average Sales Price (\$)</b>	1.1M	931.5K	-203,601	901.3K	933.0K	31,693
<b>Average % of Original List Price Received</b>	91.00%	92.00%	1%	91.00%	93.00%	2%
<b>Average Days on Market Until Sale</b>	117	137	20	112	121	9

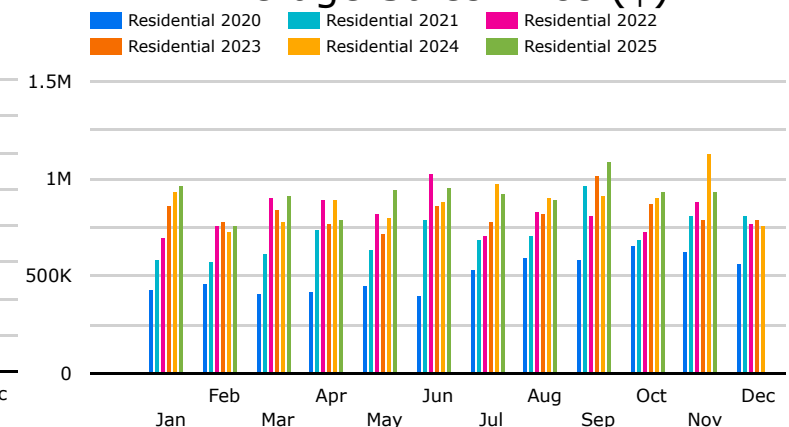
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

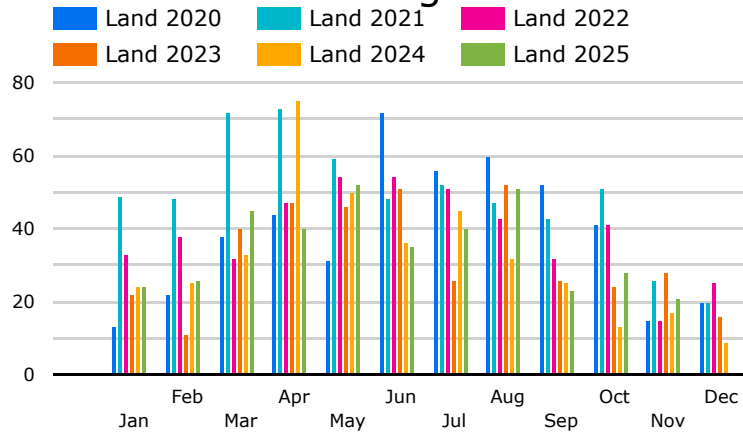
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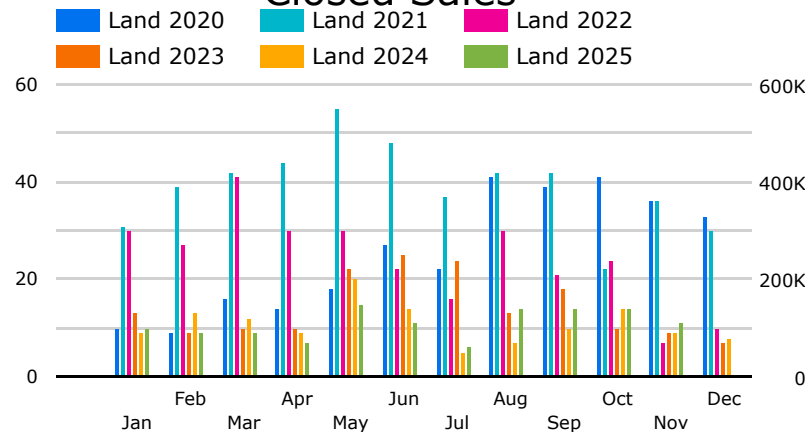
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<b>New Listings</b>	Land 2024 17	Land 2025 21	+/- 4	Land YTD 2024 366	Land YTD 2025 386	+/- 20
<b>Closed Sales</b>	9	11	2	122	123	1
<b>Median Sales Price (\$)</b>	155.0K	224.5K	69,500	170.5K	165.0K	-5,500
<b>Average Sales Price (\$)</b>	194.8K	224.5K	38,291	217.4K	215.3K	-2,053
<b>Average % of Original List Price Received</b>	88.00%	86.00%	-2%	92.00%	84.00%	-8%
<b>Average Days on Market Until Sale</b>	161	147	-14	190	180	-10

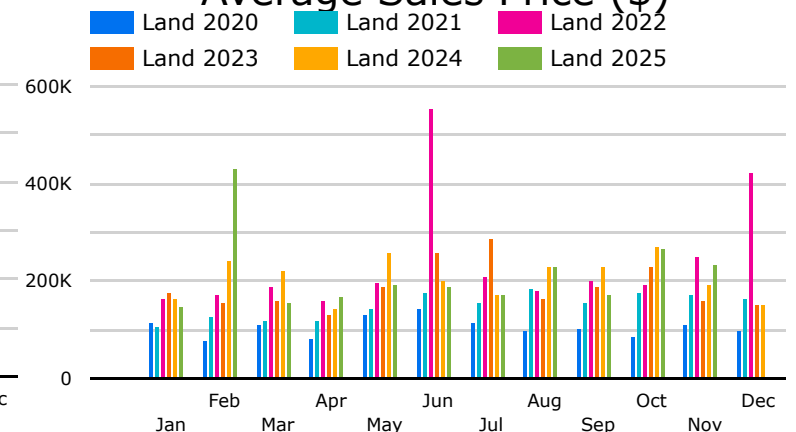
New Listings



Closed Sales



Average Sales Price (\$)



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# Local Market Update

## Lincoln County - Residential

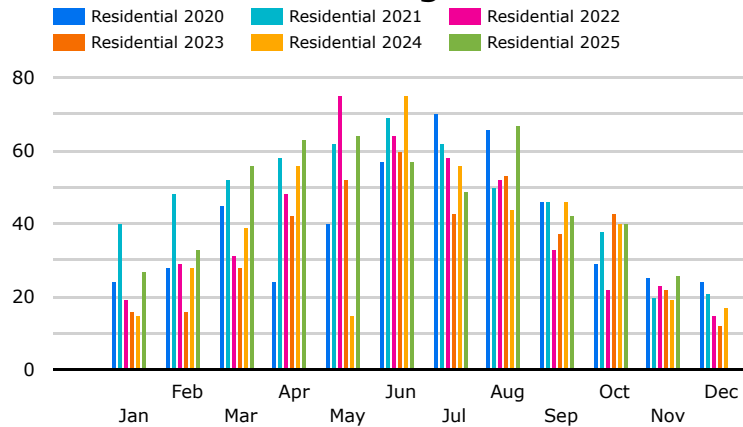
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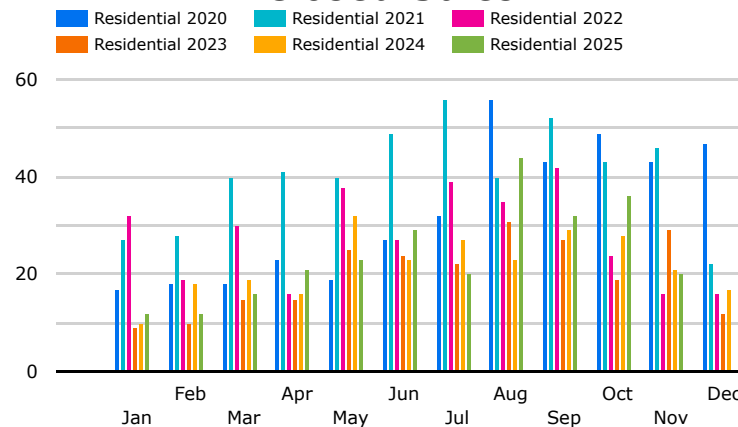
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<b>New Listings</b>	Residential 2024 19	Residential 2025 26	+/- 7	Residential YTD 2024 509	Residential YTD 2025 526	+/- 17
<b>Closed Sales</b>	21	20	-1	250	268	18
<b>Median Sales Price (\$)</b>	460.0K	384.8K	-75,250	414.3K	400.0K	-14,250
<b>Average Sales Price (\$)</b>	566.0K	445.3K	-120,651	504.7K	490.8K	-13,919
<b>Average % of Original List Price Received</b>	93.00%	92.00%	-1%	95.00%	90.00%	-5%
<b>Average Days on Market Until Sale</b>	105	87	-18	125	143	18

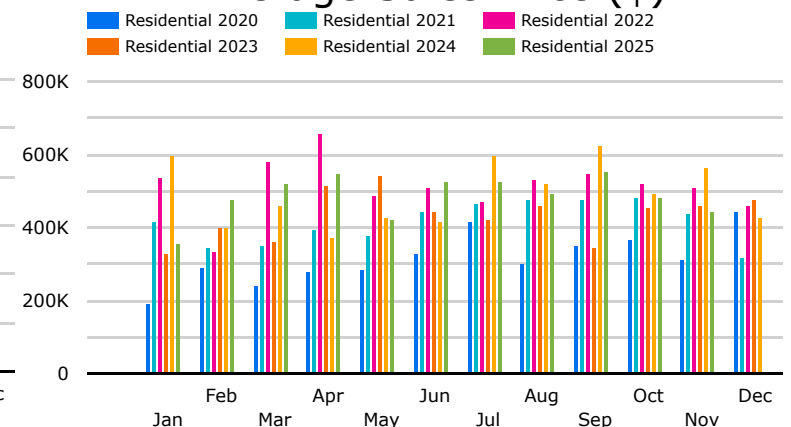
New Listings



Closed Sales



Average Sales Price (\$)



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