

# Local Market Update

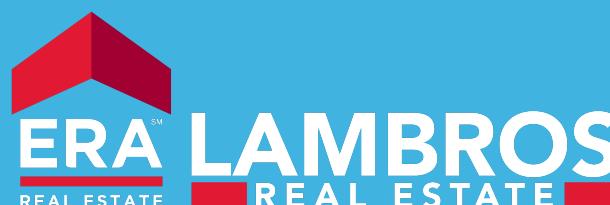
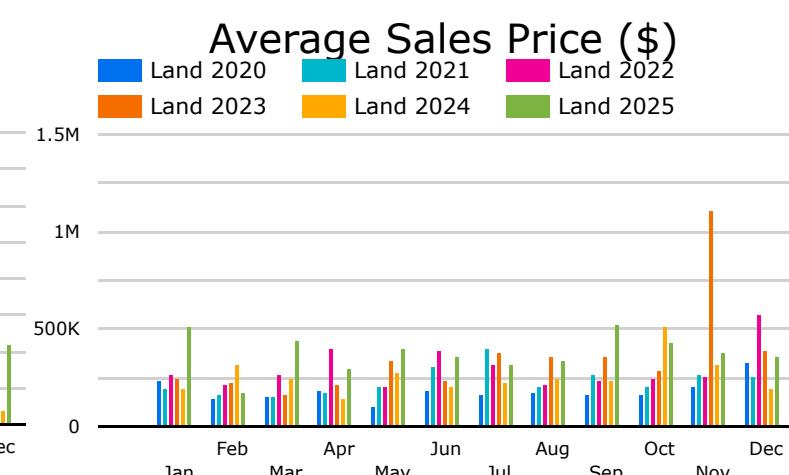
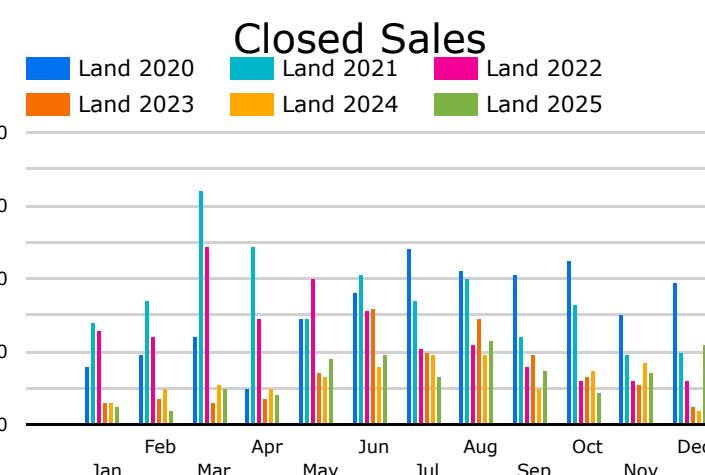
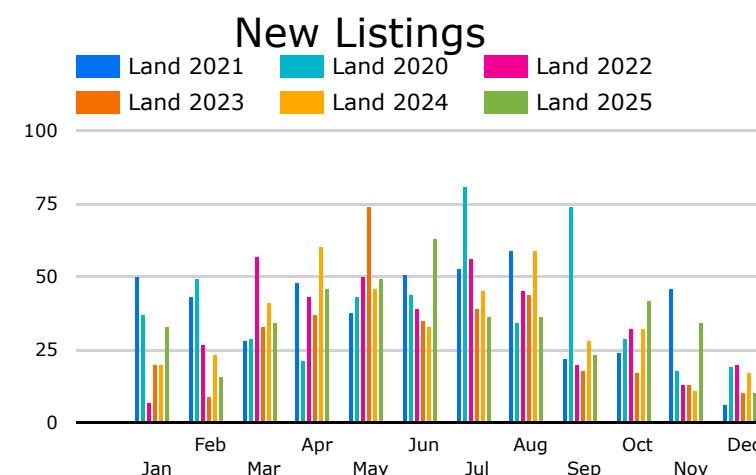
## Missoula County - Land

Month: Dec

(1) ▾

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

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
<b>New Listings</b>	17	10	-7	413	418	5
<b>Closed Sales</b>	4	22	18	156	159	3
<b>Median Sales Price (\$)</b>	150.0K	172.5K	22,550	185.0K	210.0K	25.0K
<b>Average Sales Price (\$)</b>	197.5K	357.9K	160,470	268.0K	382.1K	114,118
<b>Average % of Original List Price Received</b>	95.00%	89.00%	-6%	91.00%	90.00%	-1%
<b>Average Days on Market Until Sale</b>	70	194	124	137	185	48



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula County - Residential

Month: Dec

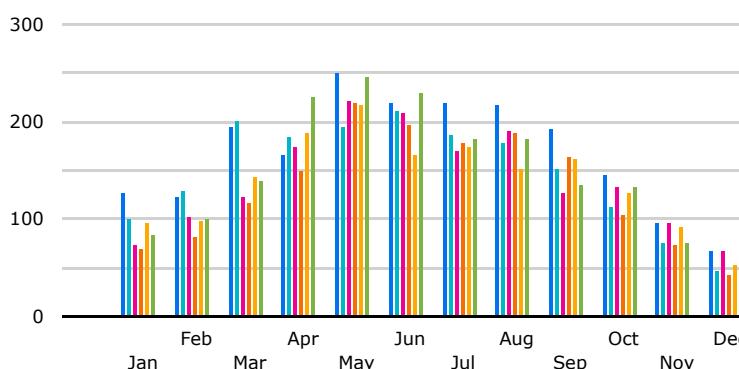
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	53	56	3	1,642	1,803	161
<b>Closed Sales</b>	90	94	4	1,144	1,198	54
<b>Median Sales Price (\$)</b>	572.3K	512.1K	-60,137	570.0K	560.0K	-10,000
<b>Average Sales Price (\$)</b>	582.7K	592.0K	9,287	683.0K	642.9K	-40,131
<b>Average % of Original List Price Received</b>	94.00%	93.00%	-1%	96.00%	96.00%	0%
<b>Average Days on Market Until Sale</b>	92	117	25	75	84	9

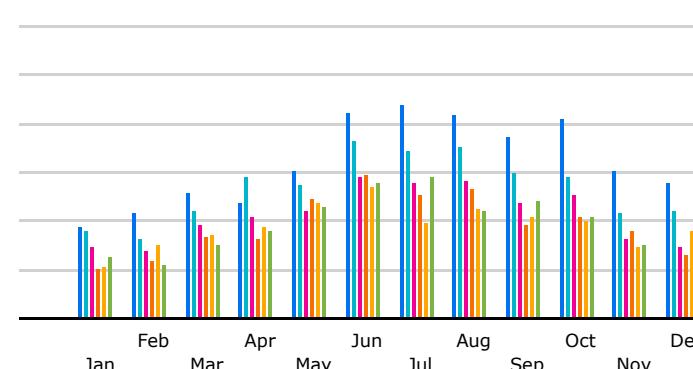
### New Listings

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



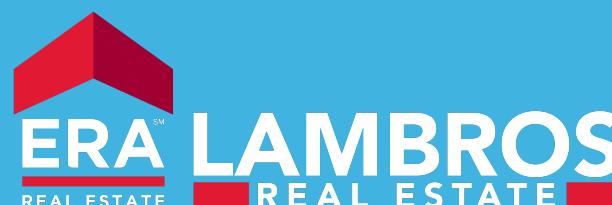
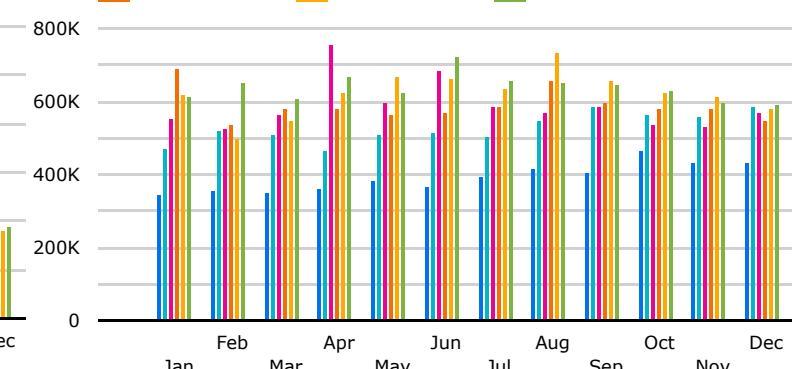
### Closed Sales

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



### Average Sales Price (\$)

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

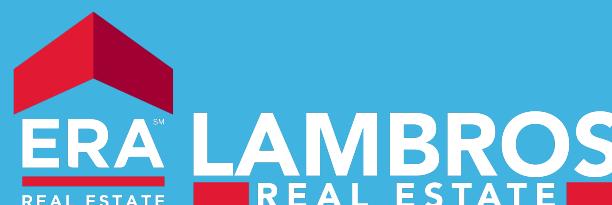
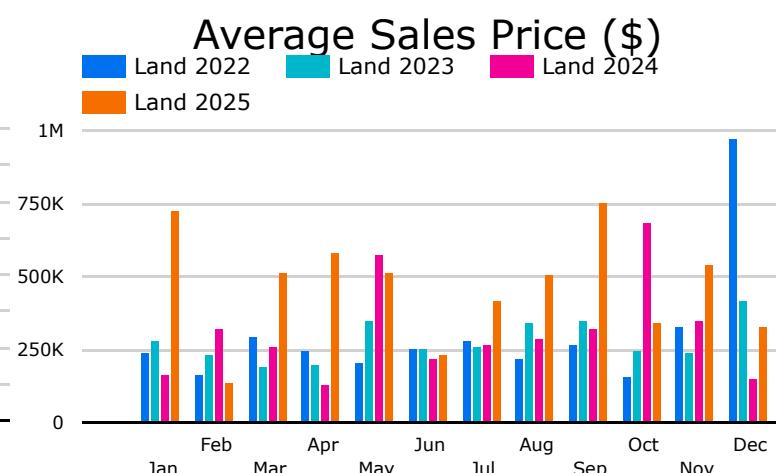
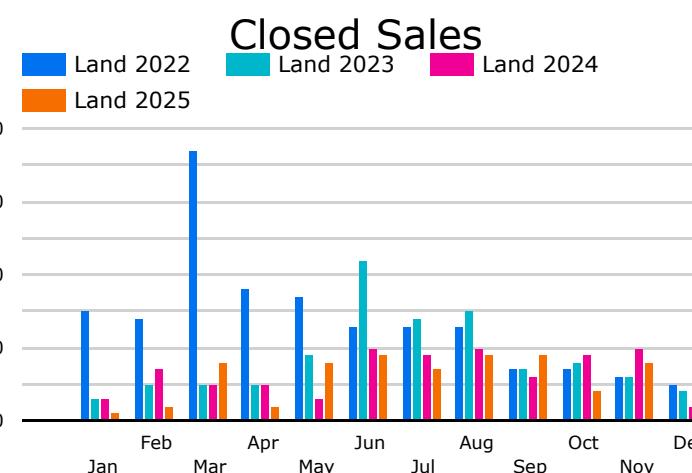
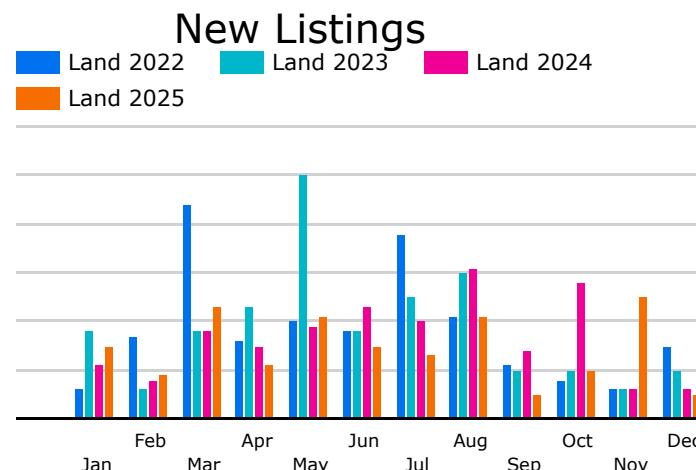
## Missoula City - Land

Month: Dec

(1) ▾

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

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
<b>New Listings</b>	6	5	-1	198	172	5
<b>Closed Sales</b>	2	13	11	82	80	-2
<b>Median Sales Price (\$)</b>	150.0K	159.9K	9,950	197.5K	190.0K	25,000
<b>Average Sales Price (\$)</b>	150.0K	331.5K	181,573	320.8K	458.7K	114,118
<b>Average % of Original List Price Received</b>	98.00%	92.00%	-6%	91.00%	90.00%	-1%
<b>Average Days on Market Until Sale</b>	55	244	189	155	238	48



Based on information from the Montana Regional MLS

# Local Market Update

## Missoula City - Residential

Month: Dec

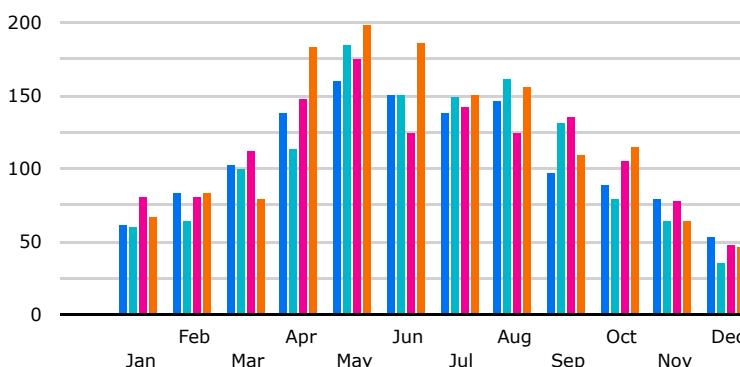
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	48	46	-2	1,327	1,480	153
<b>Closed Sales</b>	77	73	-4	950	980	30
<b>Median Sales Price (\$)</b>	556.7K	519.0K	-37,745	565.0K	550.0K	-14,950
<b>Average Sales Price (\$)</b>	576.6K	604.2K	27,635	636.5K	637.0K	455
<b>Average % of Original List Price Received</b>	95.00%	93.00%	-2%	97.00%	96.00%	-1%
<b>Average Days on Market Until Sale</b>	79	108	29	70	77	7

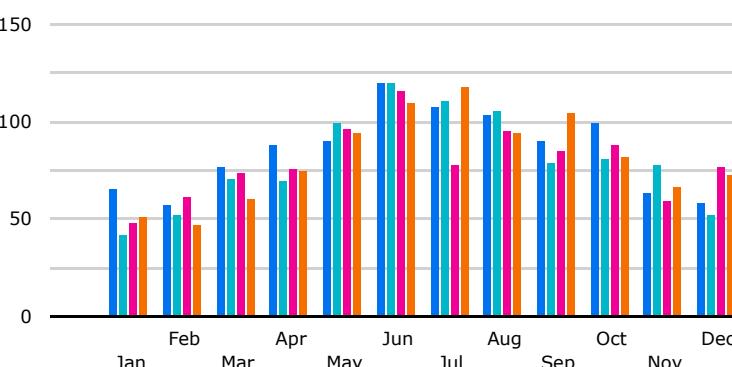
### New Listings

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



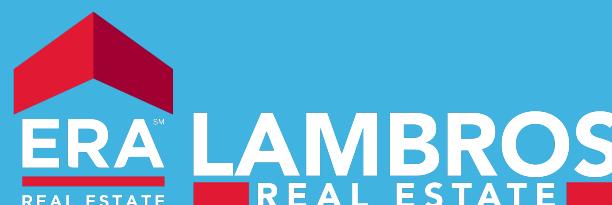
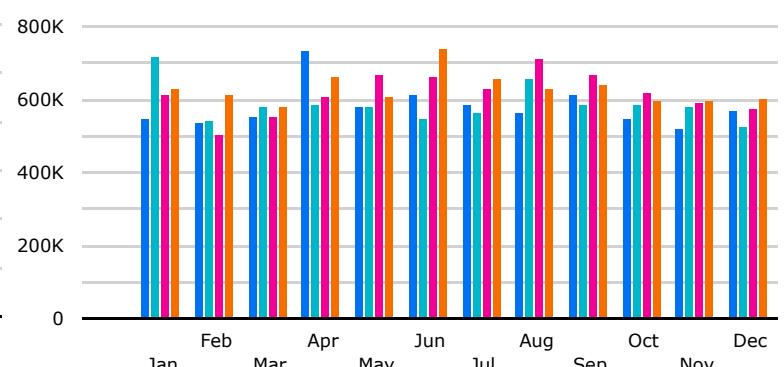
### Closed Sales

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



### Average Sales Price (\$)

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

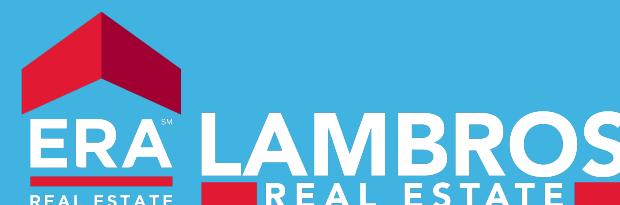
## Missoula County Commercial

Month: Dec

(1) ▾

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

	2024	2025	+/-	YTD 2024	YTD 2025	+/-
<b>New Listings</b>	6	13	7	103	112	9
<b>Closed Sales</b>	4	2	-2	26	38	12
<b>Median Sales Price (\$)</b>	1.0M	507.5K	-508.8K	950.0K	750.0K	-200,000
<b>Average Sales Price (\$)</b>	1.6M	507.5K	-1.1M	1.2M	1.2M	-90,459
<b>Average % of Original List Price Received</b>	96.00%	80.00%	-16%	91.00%	87.00%	-4%
<b>Average Days on Market Until Sale</b>	73	307	234	141	243	102



Based on information from the Montana Regional MLS

# Local Market Update

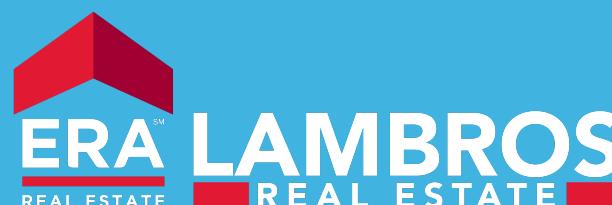
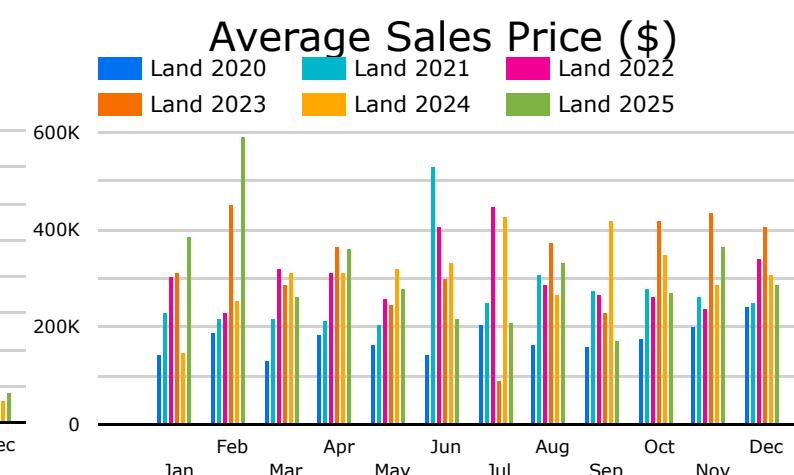
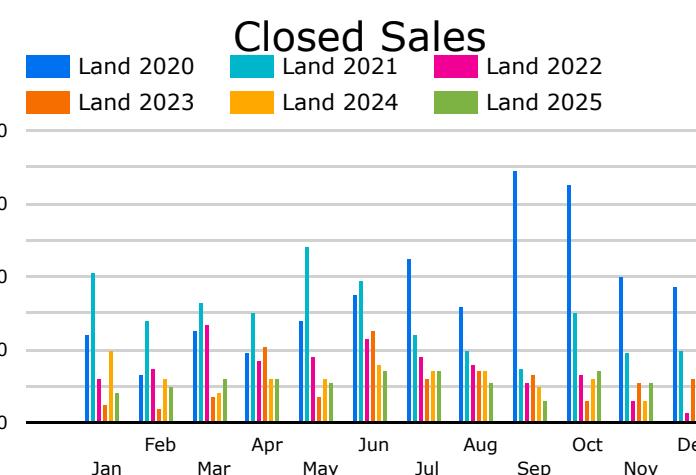
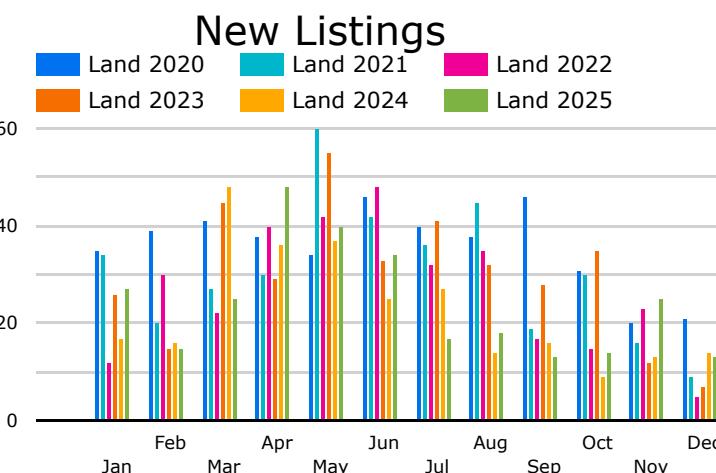
## Ravalli County - Land

Month: Dec

(1) ▾

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

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
<b>New Listings</b>	14	13	-1	273	294	21
<b>Closed Sales</b>	6	8	2	142	130	-12
<b>Median Sales Price (\$)</b>	315.0K	262.5K	-52,500	246.3K	228.0K	-18,250
<b>Average Sales Price (\$)</b>	307.5K	287.1K	-20,437	318.8K	309.6K	-9,234
<b>Average % of Original List Price Received</b>	88.00%	82.00%	-6%	90.00%	89.00%	-1%
<b>Average Days on Market Until Sale</b>	156	292	136	162	167	5



Based on information from the Montana Regional MLS

# Local Market Update

## Ravalli County - Residential

Month: Dec

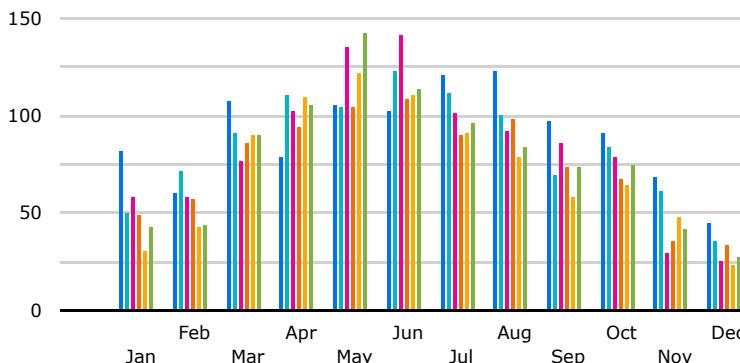
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	24	28	4	872	940	68
<b>Closed Sales</b>	50	40	-10	592	579	-13
<b>Median Sales Price (\$)</b>	495.0K	517.5K	22,500	572.5K	569.0K	-3,500
<b>Average Sales Price (\$)</b>	770.9K	888.7K	117,805	725.0K	701.8K	-23,175
<b>Average % of Original List Price Received</b>	92.00%	91.00%	-1%	93.00%	93.00%	0%
<b>Average Days on Market Until Sale</b>	118	137	19	100	103	3

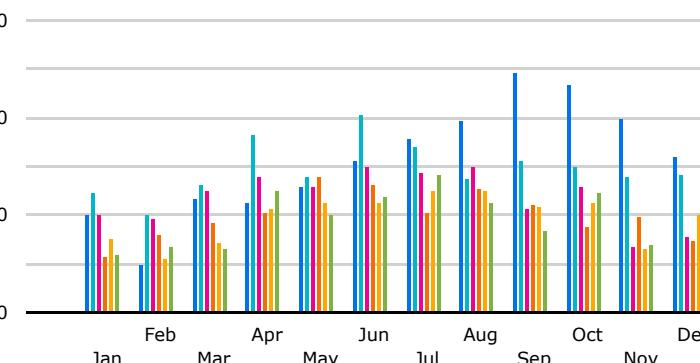
### New Listings

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



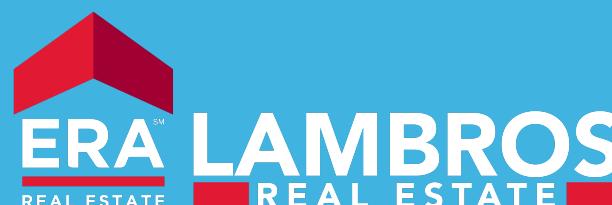
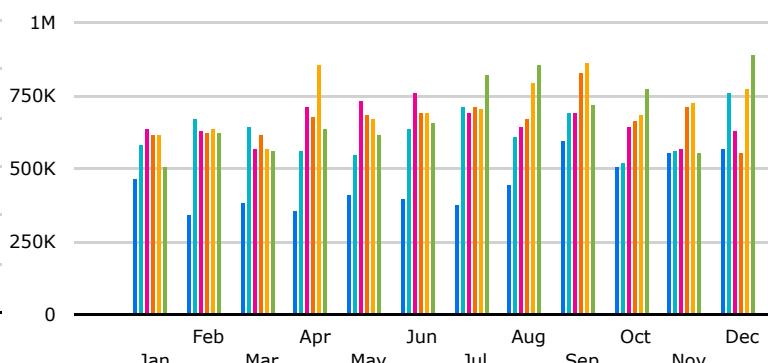
### Closed Sales

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



### Average Sales Price (\$)

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

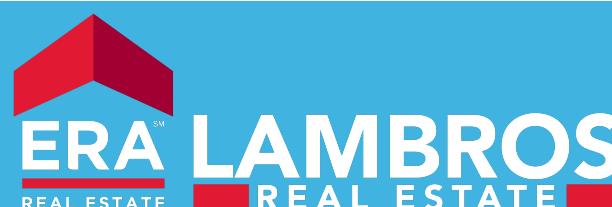
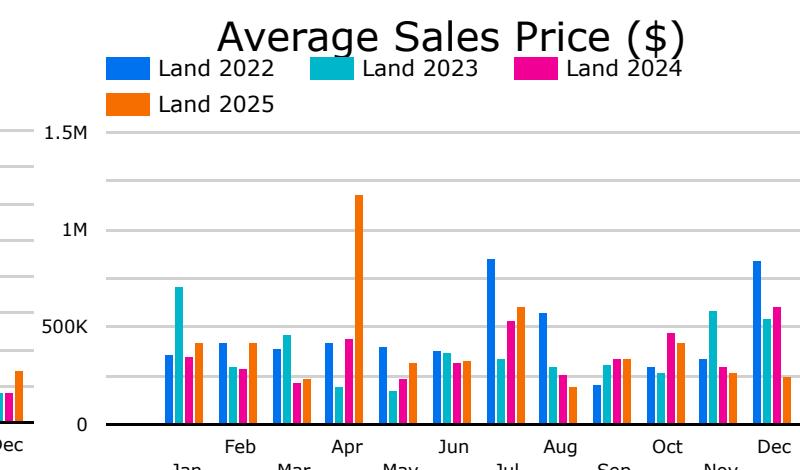
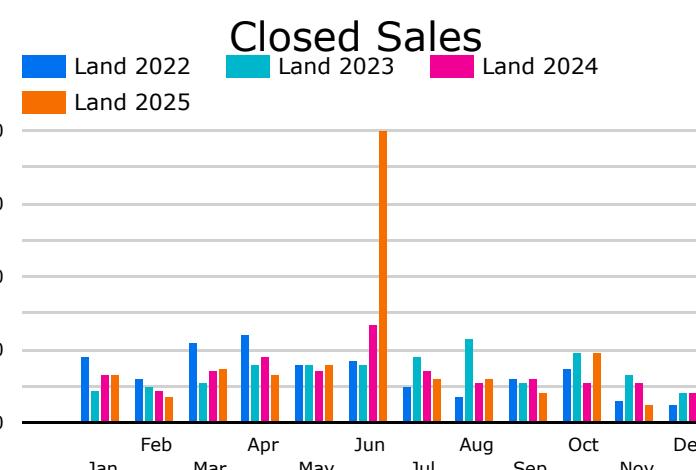
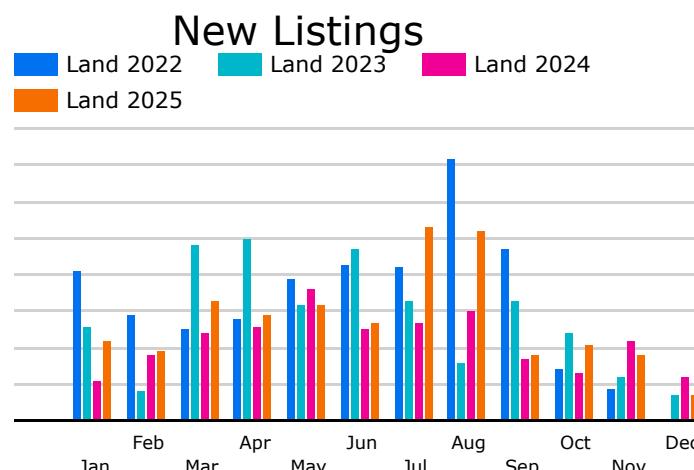
## Kalispell City - Land

Month: Dec

(1) ▾

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

<b>New Listings</b>	Land 2024 12	Land 2025 7	+/- -5	Land YTD 2024 263	Land YTD 2025 332	+/- 69
<b>Closed Sales</b>	8	14	6	162	156	-6
<b>Median Sales Price (\$)</b>	362.5K	215.0K	-147,500	222.5K	245.0K	22,500
<b>Average Sales Price (\$)</b>	602.9K	247.1K	-355,795	357.3K	413.7K	56,385
<b>Average % of Original List Price Received</b>	90.00%	85.00%	-5%	92.00%	91.00%	-1%
<b>Average Days on Market Until Sale</b>	163	121	-42	195	143	-52



Based on information from the Montana Regional MLS

# Local Market Update

## Kalispell City - Residential

Month: Dec

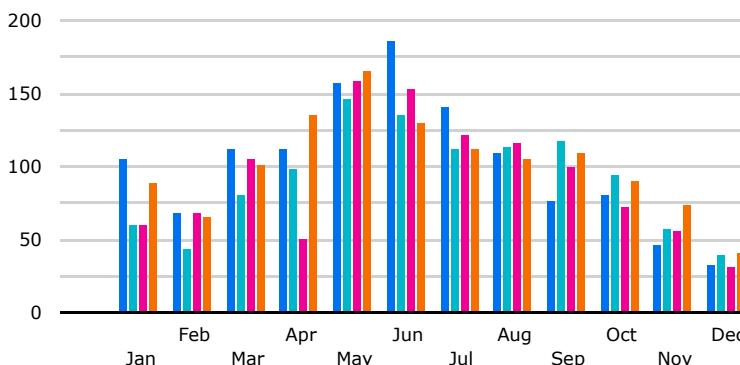
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	31	41	10	1,175	1,226	51
<b>Closed Sales</b>	42	60	18	779	827	48
<b>Median Sales Price (\$)</b>	532.5K	575.0K	42,450	535.0K	560.0K	25,000
<b>Average Sales Price (\$)</b>	625.6K	619.7K	-5,928	636.0K	680.0K	44,040
<b>Average % of Original List Price Received</b>	90.00%	92.00%	2%	94.00%	94.00%	0%
<b>Average Days on Market Until Sale</b>	110	130	20	107	113	6

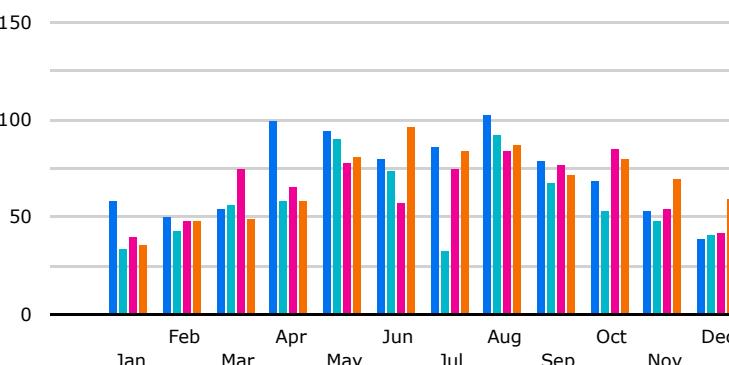
### New Listings

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



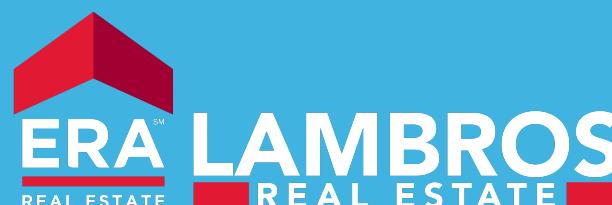
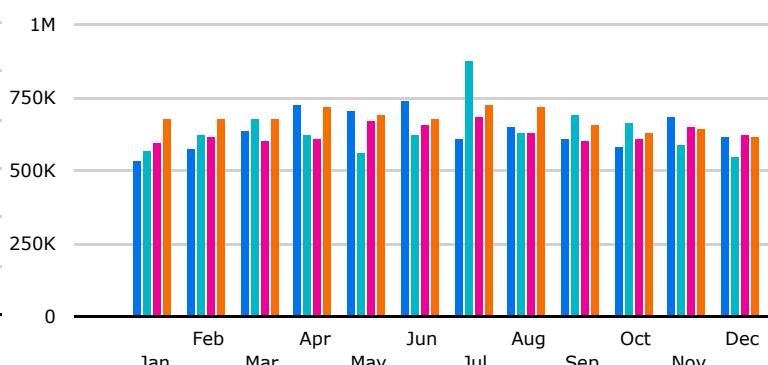
### Closed Sales

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



### Average Sales Price (\$)

Residential 2022 Residential 2023 Residential 2024  
Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

## Lake County - Land

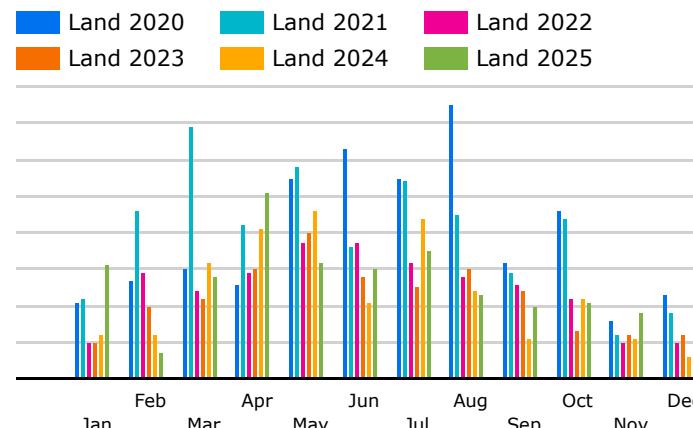
Month: Dec

(1) ▾

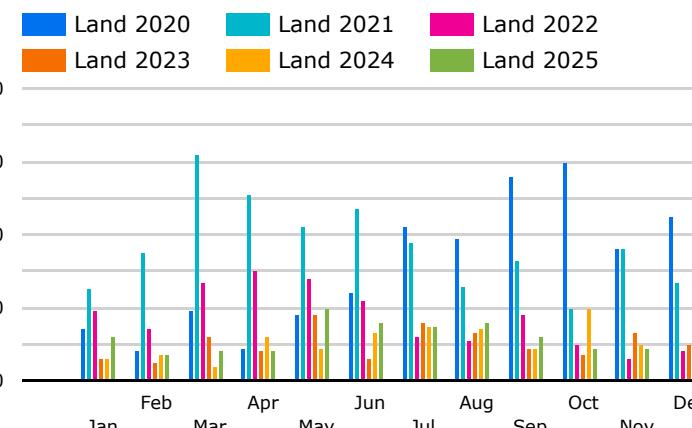
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	Land 2024 6	Land 2025 10	+/- 4	Land YTD 2024 291	Land YTD 2025 307	+/- 16
<b>Closed Sales</b>	8	7	-1	128	139	11
<b>Median Sales Price (\$)</b>	167.5K	261.0K	93,500	190.0K	225.0K	35,000
<b>Average Sales Price (\$)</b>	293.8K	344.9K	51,179	278.9K	357.7K	78,859
<b>Average % of Original List Price Received</b>	79.00%	73.00%	-6%	89.00%	89.00%	0%
<b>Average Days on Market Until Sale</b>	239	170	-69	157	197	40

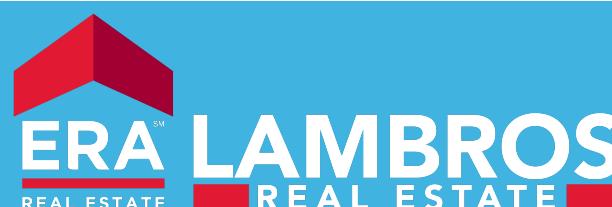
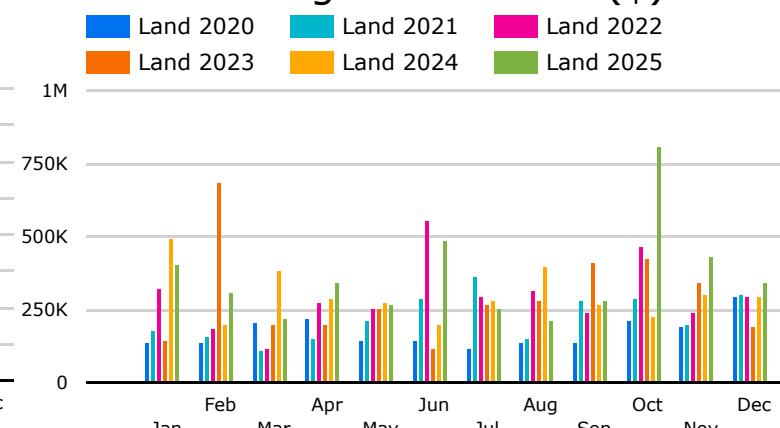
### New Listings



### Closed Sales



### Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update

## Lake County - Residential

Month: Dec

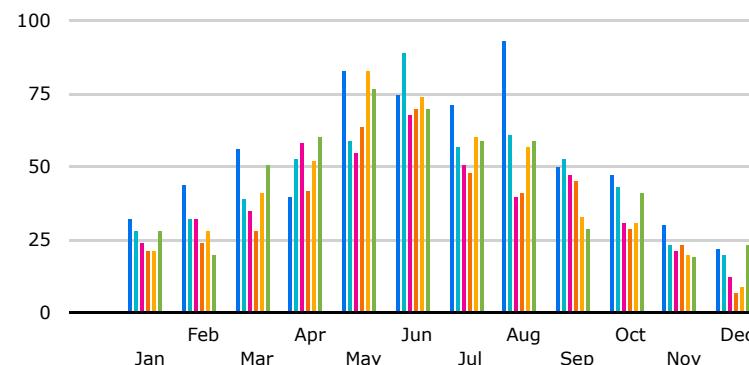
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	9	23	14	507	541	34
<b>Closed Sales</b>	14	24	10	257	297	40
<b>Median Sales Price (\$)</b>	580.0K	567.5K	-12,500	575.0K	590.0K	15,000
<b>Average Sales Price (\$)</b>	670.9K	1.0M	341,863	787.7K	857.7K	69,956
<b>Average % of Original List Price Received</b>	91.00%	87.00%	-4%	91.00%	90.00%	-1%
<b>Average Days on Market Until Sale</b>	119	186	67	113	145	32

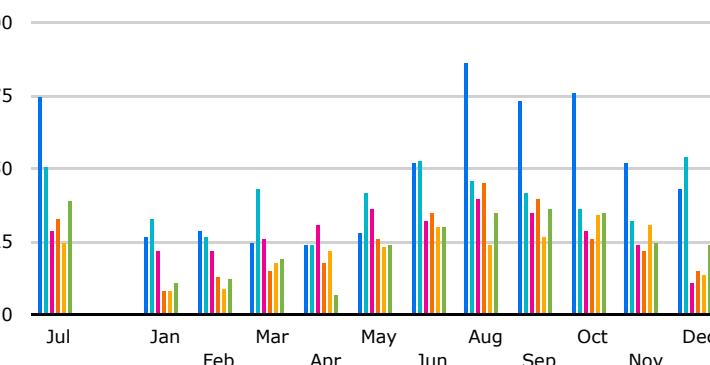
### New Listings

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



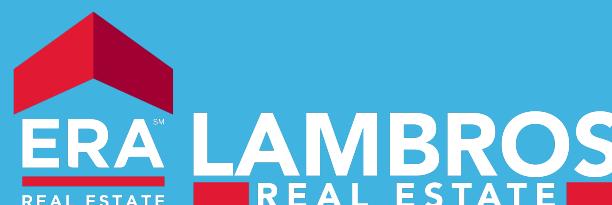
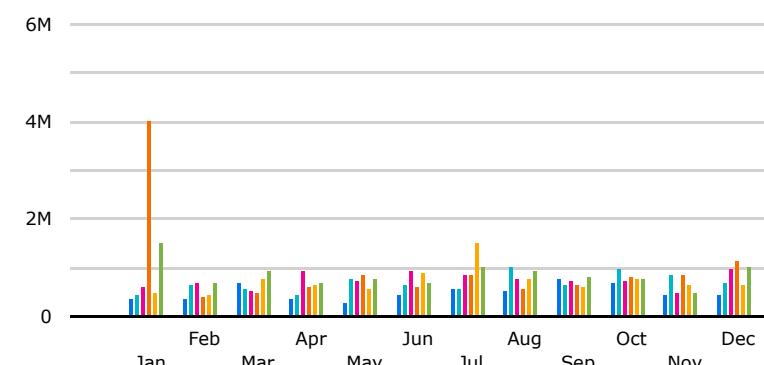
### Closed Sales

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



### Average Sales Price (\$)

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

## Flathead County - Land

Month: Dec

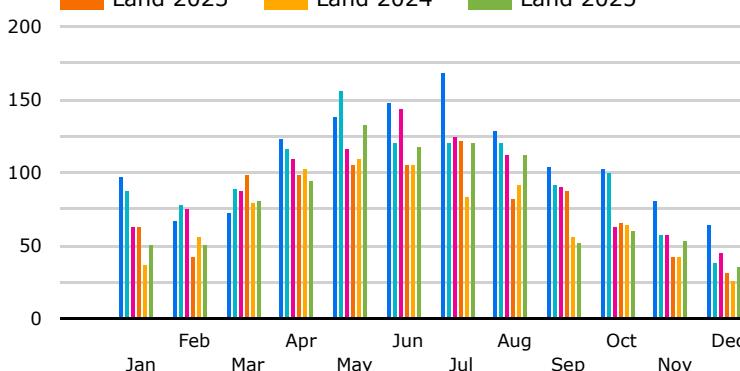
(1) ▾

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

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
<b>New Listings</b>	26	36	10	888	970	82
<b>Closed Sales</b>	26	24	-2	432	402	-30
<b>Median Sales Price (\$)</b>	387.5K	252.5K	-135,000	300.0K	314.5K	14,500
<b>Average Sales Price (\$)</b>	627.9K	488.5K	-139,369	522.1K	603.8K	81,650
<b>Average % of Original List Price Received</b>	88.00%	83.00%	-5%	91.00%	89.00%	-2%
<b>Average Days on Market Until Sale</b>	137	150	13	187	170	-17

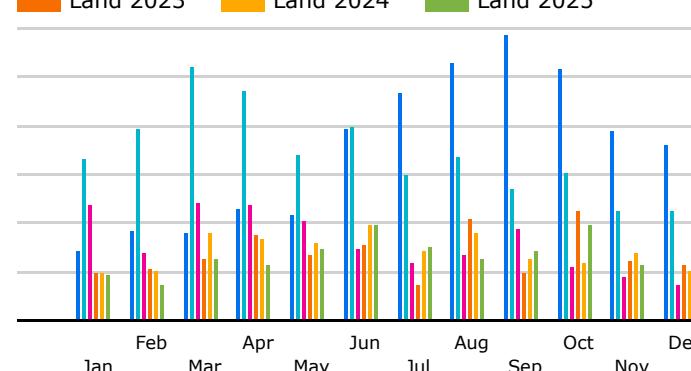
**New Listings**

Land 2020 Land 2021 Land 2022  
Land 2023 Land 2024 Land 2025



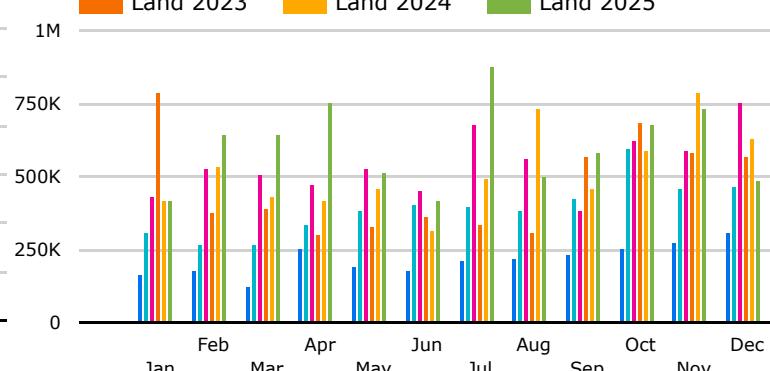
**Closed Sales**

Land 2020 Land 2021 Land 2022  
Land 2023 Land 2024 Land 2025



**Average Sales Price (\$)**

Land 2020 Land 2021 Land 2022  
Land 2023 Land 2024 Land 2025



Based on information from the Montana Regional MLS

# Local Market Update

## Flathead County - Residential

Month: Dec

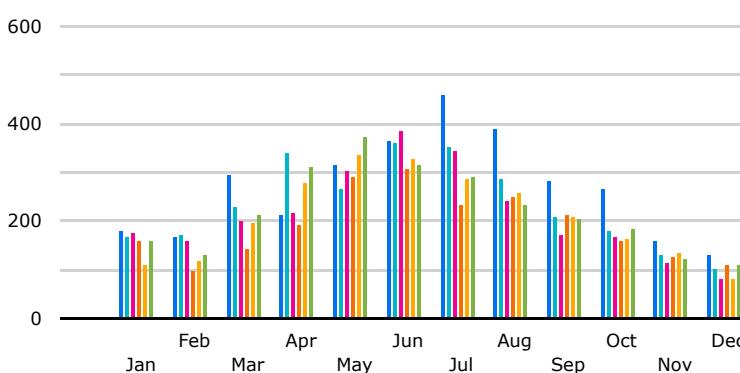
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	82	112	30	2,553	2,686	133
<b>Closed Sales</b>	89	120	31	1,506	1,623	117
<b>Median Sales Price (\$)</b>	625.0K	643.0K	17,969	618.5K	640.0K	21,500
<b>Average Sales Price (\$)</b>	760.0K	880.0K	119,969	893.0K	929.1K	36,090
<b>Average % of Original List Price Received</b>	90.00%	90.00%	0%	53.00%	93.00%	40%
<b>Average Days on Market Until Sale</b>	123	136	13	113	122	9

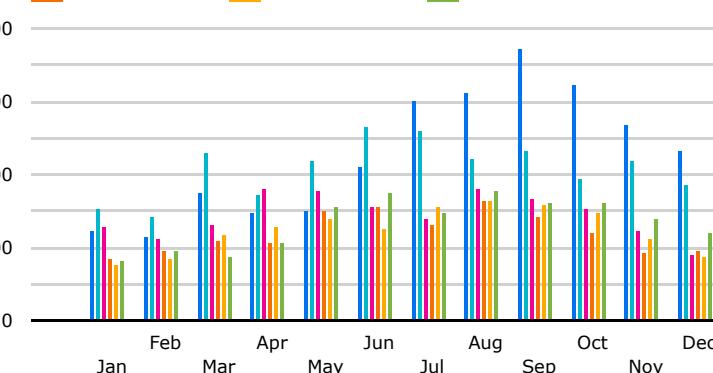
### New Listings

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



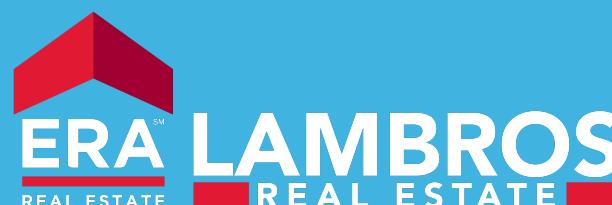
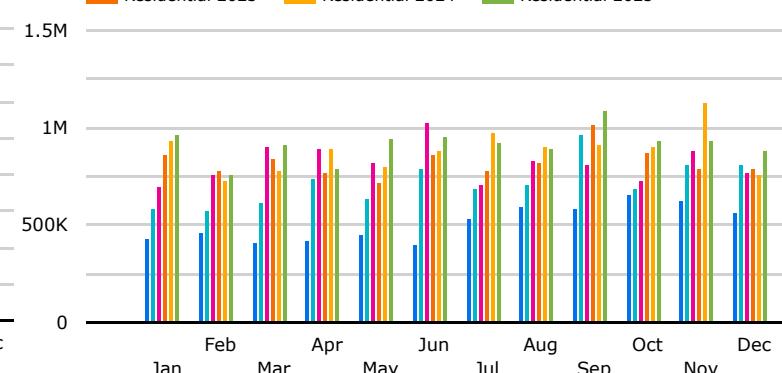
### Closed Sales

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



### Average Sales Price (\$)

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



Based on information from the Montana Regional MLS

# Local Market Update

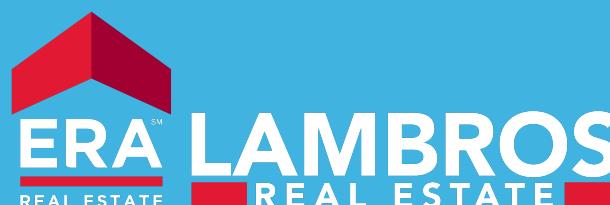
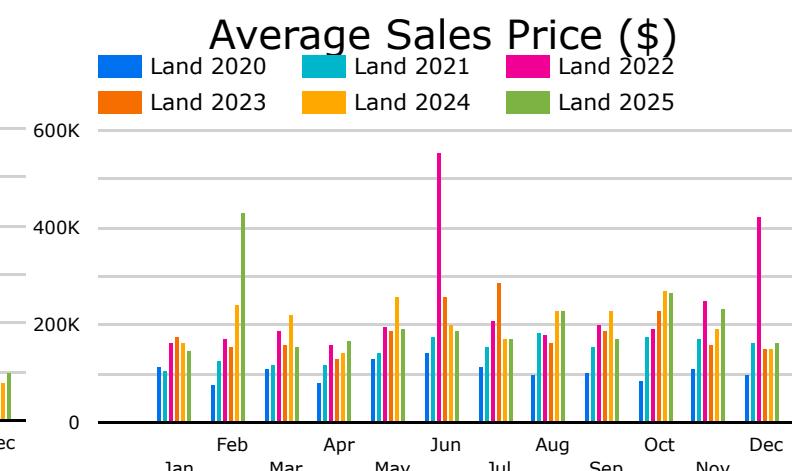
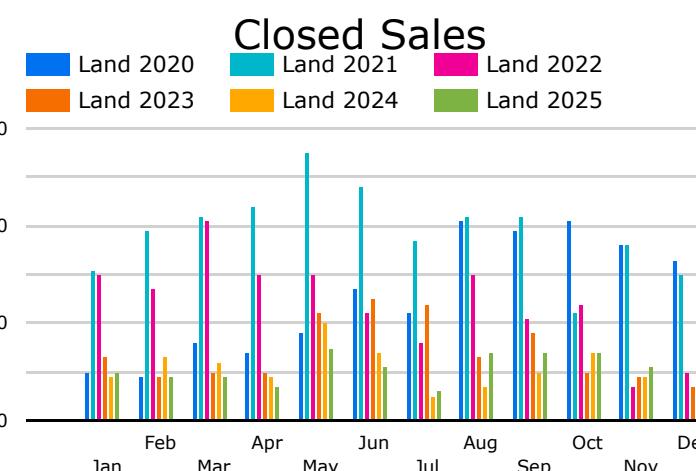
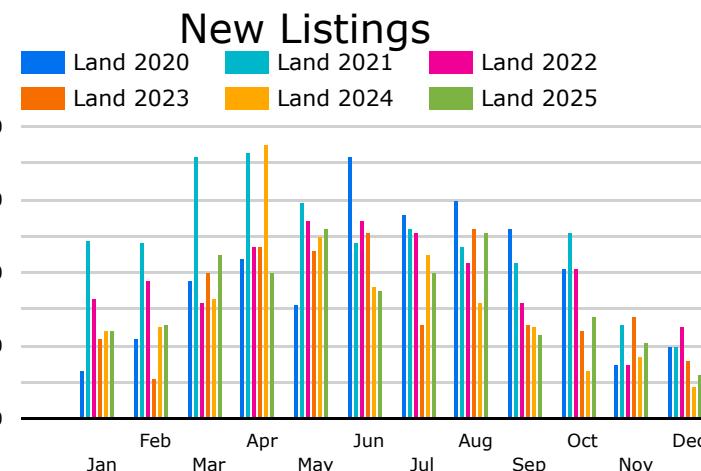
## Lincoln County - Land

Month: Dec

(1) ▾

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

	Land 2024	Land 2025	+/-	Land YTD 2024	Land YTD 2025	+/-
<b>New Listings</b>	9	12	3	374	398	24
<b>Closed Sales</b>	8	10	2	130	133	3
<b>Median Sales Price (\$)</b>	122.5K	145.0K	22,500	167.5K	165.0K	-2,500
<b>Average Sales Price (\$)</b>	152.2K	145.0K	10,187	213.4K	211.3K	-2,022
<b>Average % of Original List Price Received</b>	89.00%	88.00%	-1%	92.00%	86.00%	-6%
<b>Average Days on Market Until Sale</b>	205	95	-110	191	173	-18



Based on information from the Montana Regional MLS

# Local Market Update

## Lincoln County - Residential

Month: Dec

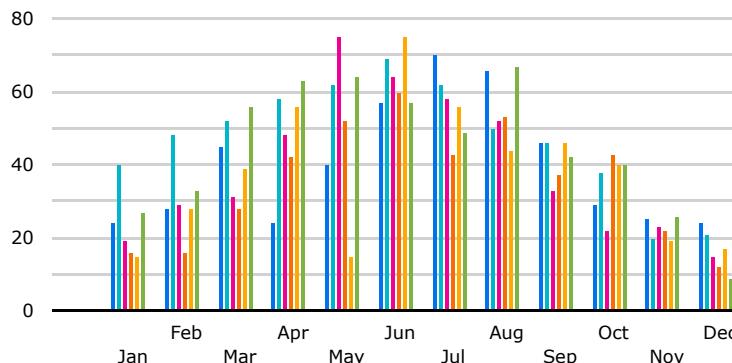
(1) ▾

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

	Residential 2024	Residential 2025	+/-	Residential YTD 2024	Residential YTD 2025	+/-
<b>New Listings</b>	17	9	-8	526	535	9
<b>Closed Sales</b>	17	21	4	267	289	22
<b>Median Sales Price (\$)</b>	310.0K	415.0K	105,000	400.0K	400.0K	0
<b>Average Sales Price (\$)</b>	424.7K	535.8K	111,075	499.6K	494.1K	-5,556
<b>Average % of Original List Price Received</b>	93.00%	91.00%	-2%	95.00%	90.00%	-5%
<b>Average Days on Market Until Sale</b>	109	172	63	124	145	21

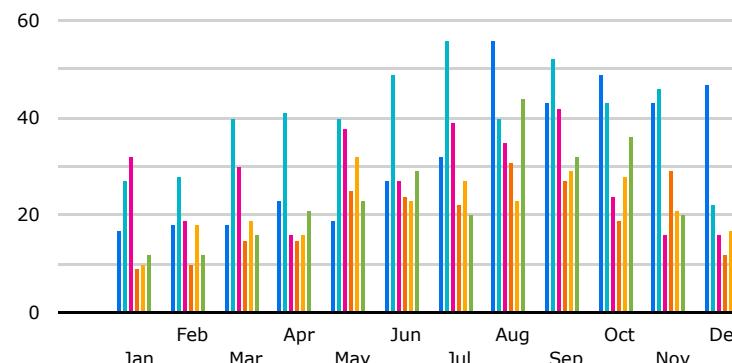
### New Listings

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



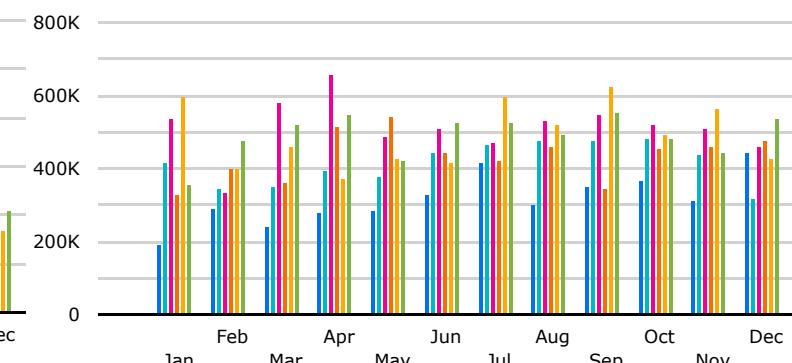
### Closed Sales

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



### Average Sales Price (\$)

Residential 2020 Residential 2021 Residential 2022  
Residential 2023 Residential 2024 Residential 2025



Based on information from the Montana Regional MLS