

Local Market Update Missoula County - Land

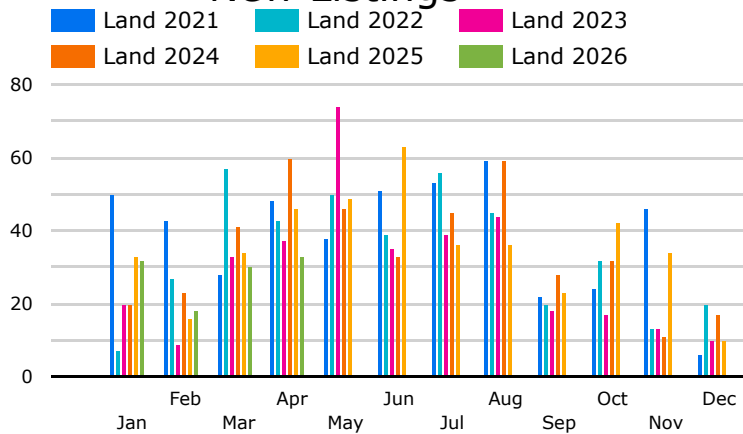
Month: Mar

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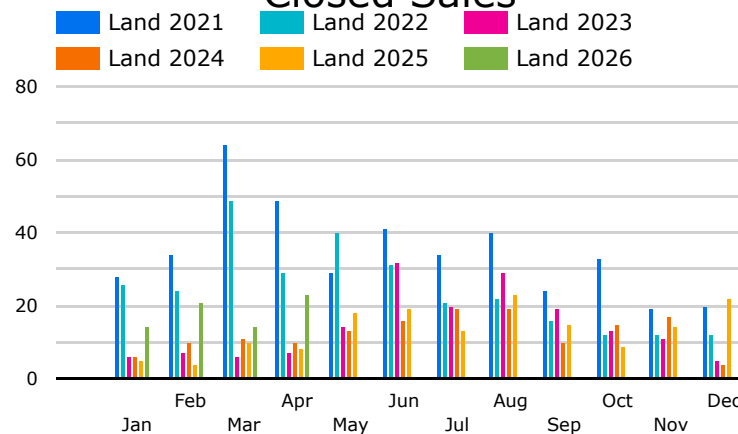
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	30	34	-4	81	83	-2
Closed Sales	14	10	4	49	19	30
Median Sales Price (\$)	228.2K	206.3K	21,950	180.0K	222.5K	-42.5K
Average Sales Price (\$)	217.9K	445.7K	-227,880	250.9K	407.2K	-156,332
Average % of Original List Price Received	0.85	0.96	-11%	0.86	0.92	-6%
Average Days on Market Until Sale	252	87	165	206	159	47

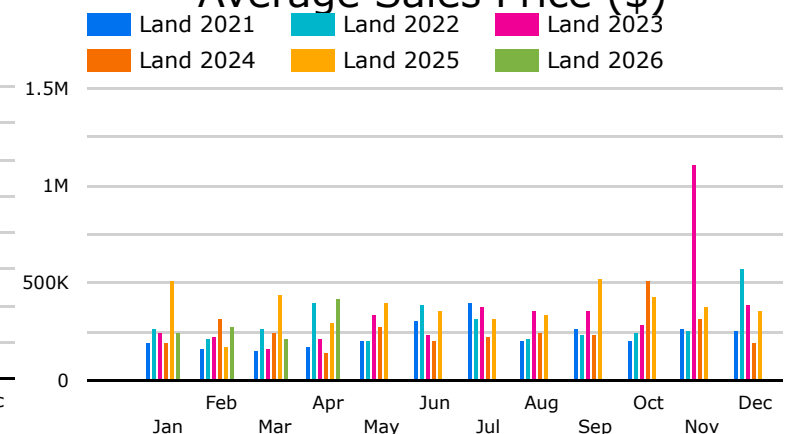
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

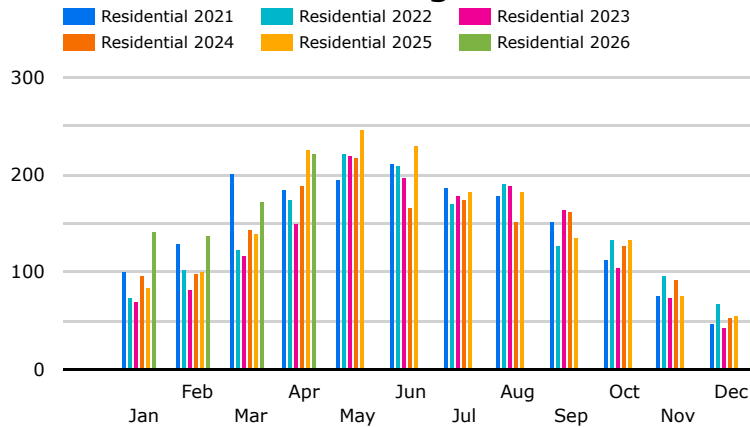
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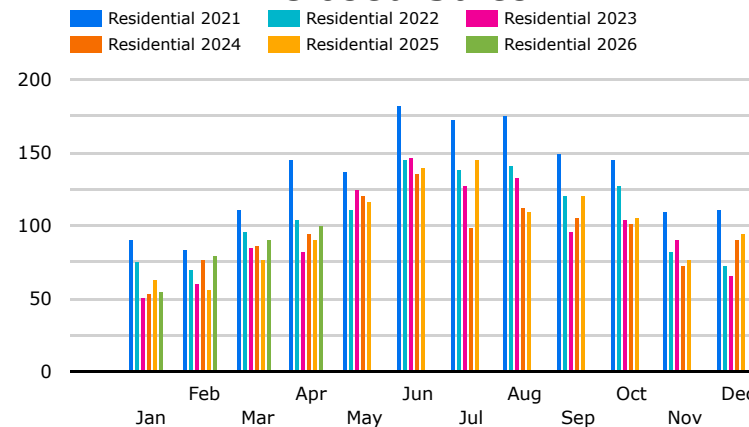
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	172	139	33	449	323	126
Closed Sales	90	77	13	223	196	27
Median Sales Price (\$)	543.8K	580.0K	-36,187	543.0K	549.5K	-6,500
Average Sales Price (\$)	589.5K	607.2K	-17,739	634.3K	619.8K	14,490
Average % of Original List Price Received	0.96	0.96	0%	0.94	0.95	-1%
Average Days on Market Until Sale	107	97	10	107	99	8

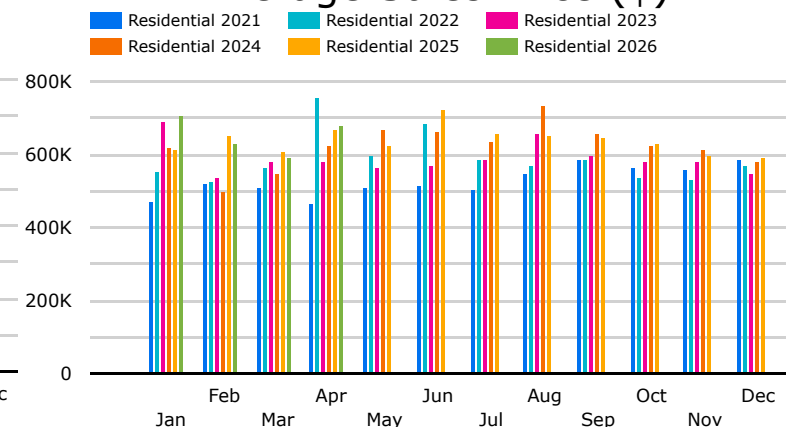
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

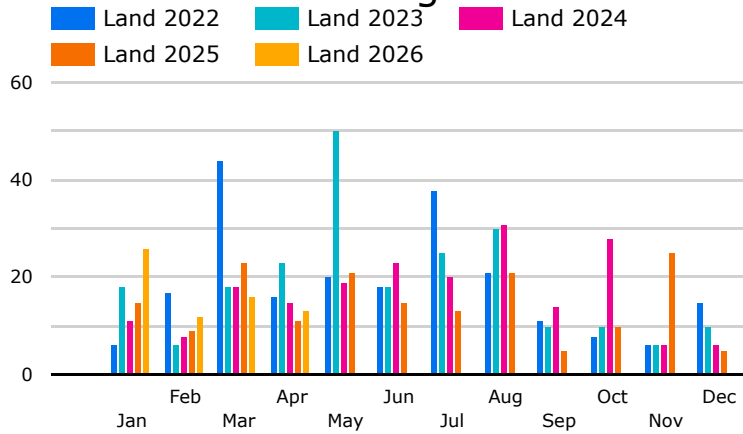
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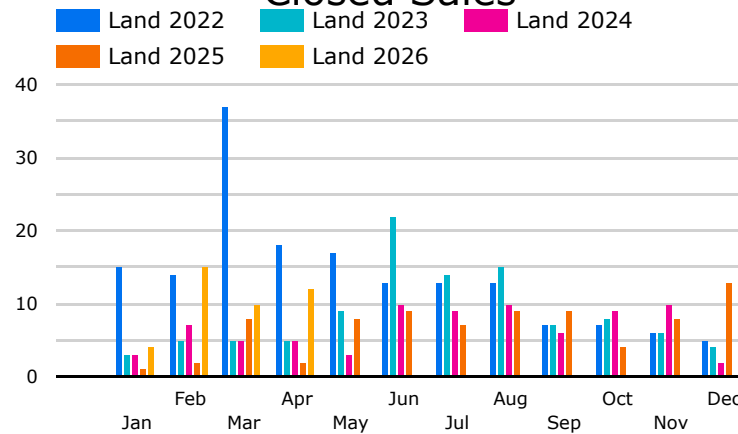
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	16	23	-7	55	47	-2
Closed Sales	10	8	2	29	11	18
Median Sales Price (\$)	237.5K	237.5K	-50	180.0K	190.0K	-42,500
Average Sales Price (\$)	244.2K	512.5K	-268,235	237.6K	464.1K	-156,332
Average % of Original List Price Received	0.87	0.97	-10%	0.9	0.94	-6%
Average Days on Market Until Sale	223	105	118	188	156	47

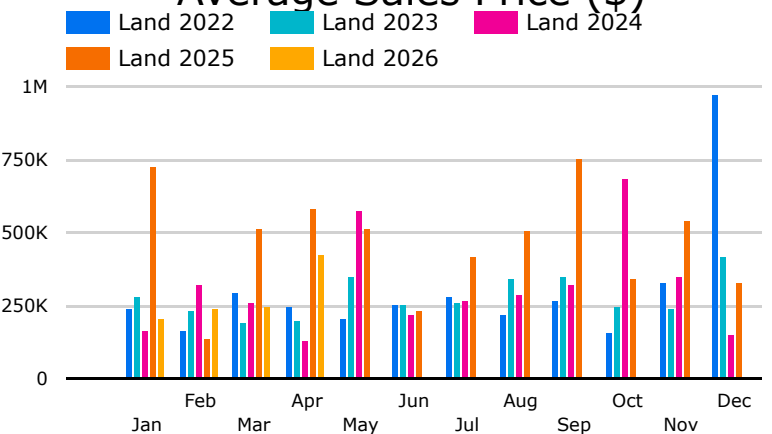
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

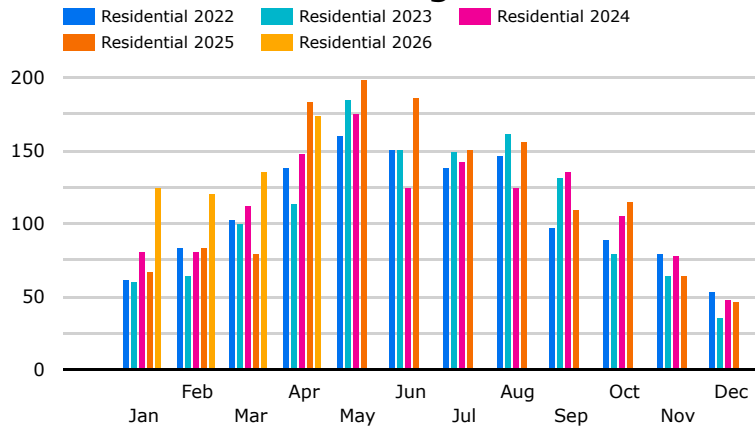
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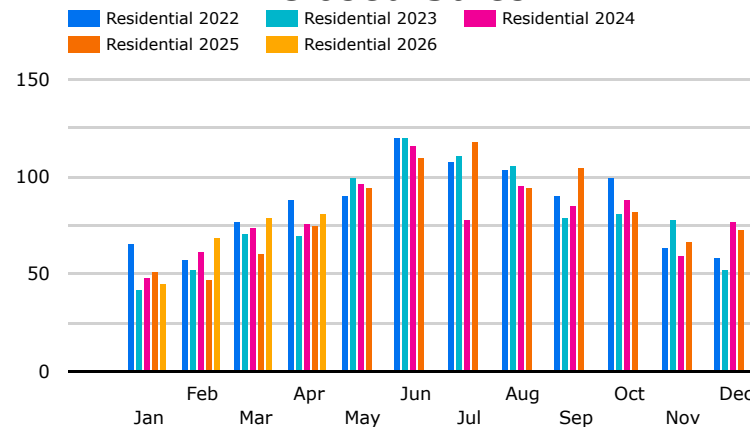
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	136	80	56	381	260	121
Closed Sales	79	61	18	193	158	35
Median Sales Price (\$)	543.0K	525.0K	18,000	543.0K	543.0K	0
Average Sales Price (\$)	597.0K	583.5K	13,522	597.0K	608.2K	36,803
Average % of Original List Price Received	0.96	0.97	-1%	0.9	0.97	-2%
Average Days on Market Until Sale	110	88	22	1	88	18

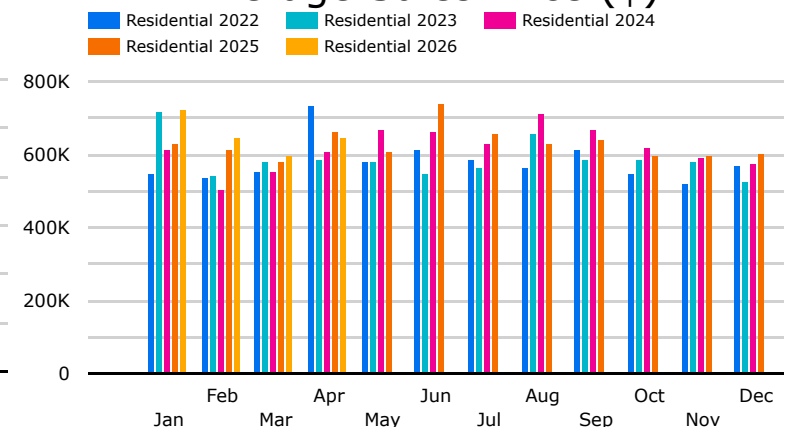
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

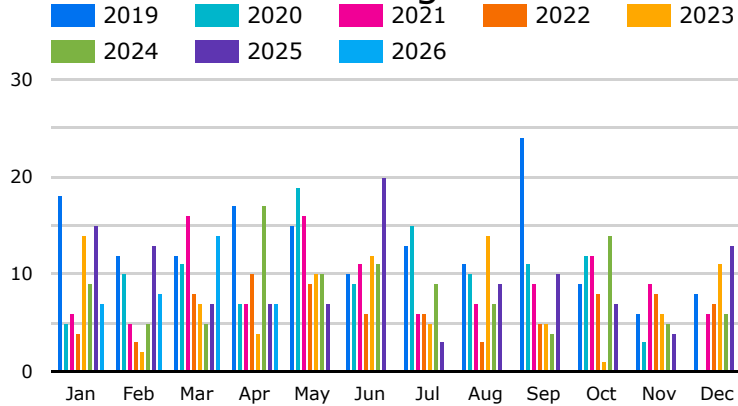
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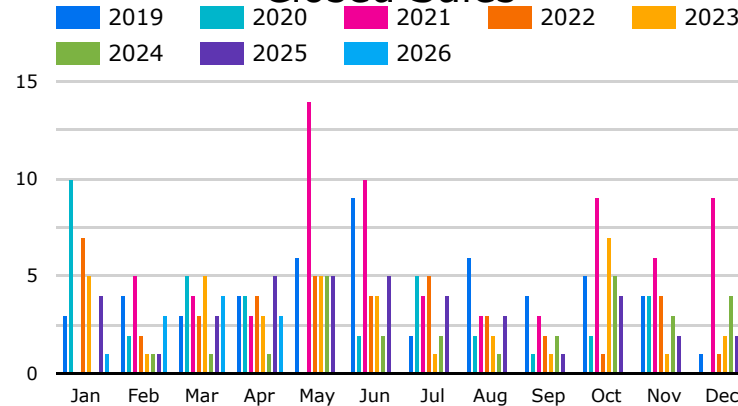
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	2026	2025	+/-	YTD 2026	YTD 2025	+/-
New Listings	14	7	7	29	35	-6
Closed Sales	4	3	1	8	8	0
Median Sales Price (\$)	809.5K	480.0K	329.5K	675.0K	800.0K	-125,000
Average Sales Price (\$)	1.1M	499.3K	557.2K	867.6K	1.5M	-664,000
Average % of Original List Price Received	0.83	0.95	-12%	0.81	0.86	-5%
Average Days on Market Until Sale	122	65	57	210	371	-161

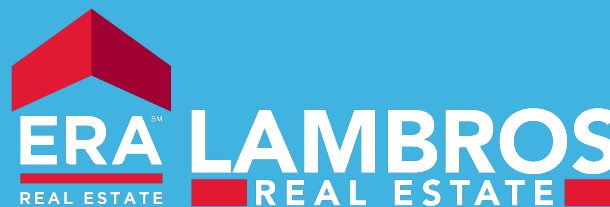
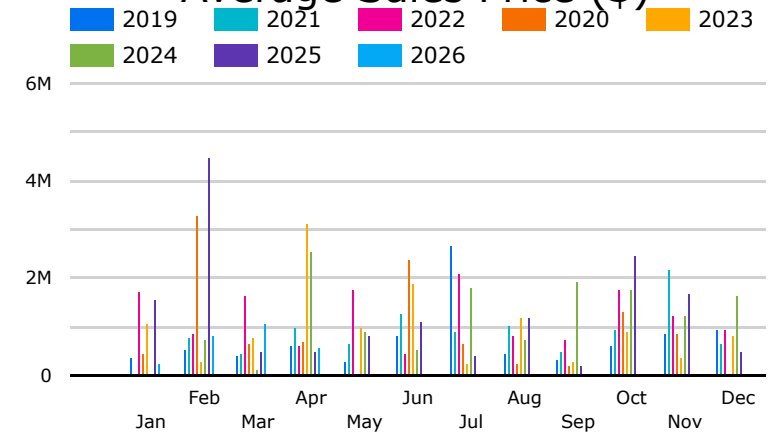
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

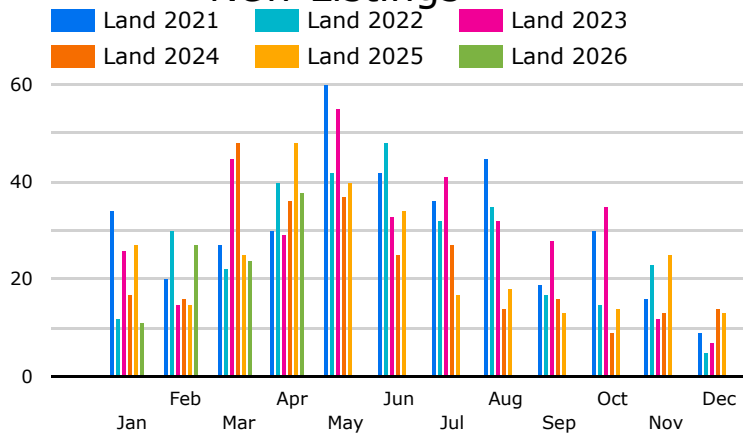
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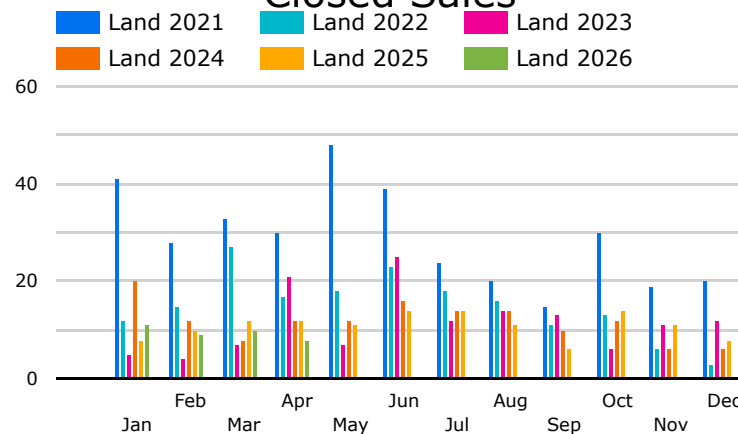
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	24	25	-1	62	69	-7
Closed Sales	10	12	-2	35	30	5
Median Sales Price (\$)	314.5K	193.8K	120,750	250.0K	211.0K	39,000
Average Sales Price (\$)	325.8K	262.9K	62,908	265.3K	405.4K	-140,083
Average % of Original List Price Received	0.87	0.91	-4%	0.91	0.9	1%
Average Days on Market Until Sale	183	115	68	193	147	46

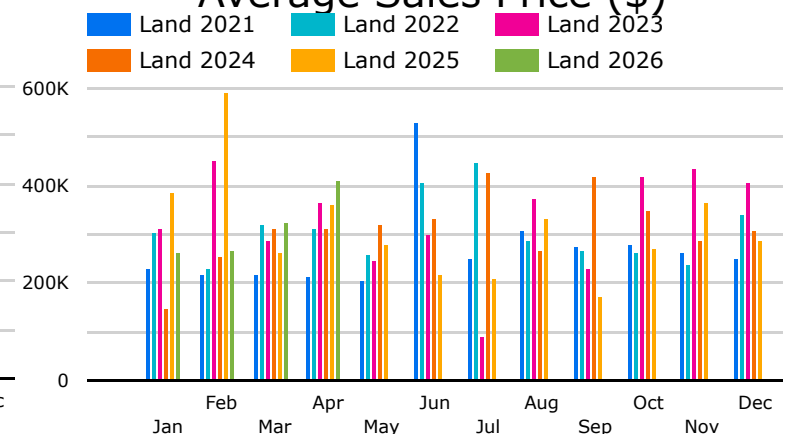
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

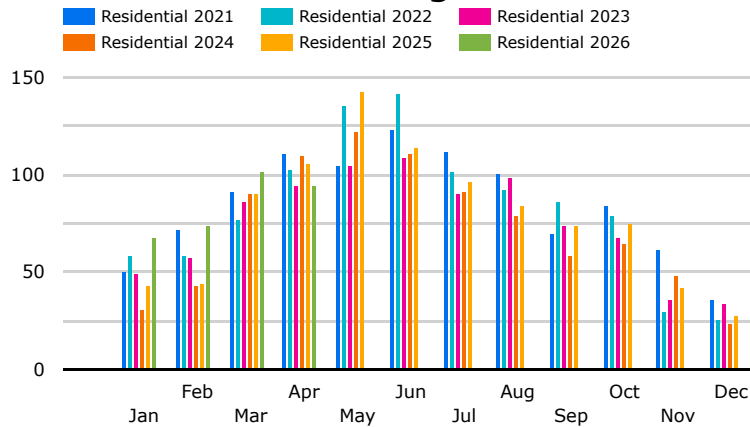
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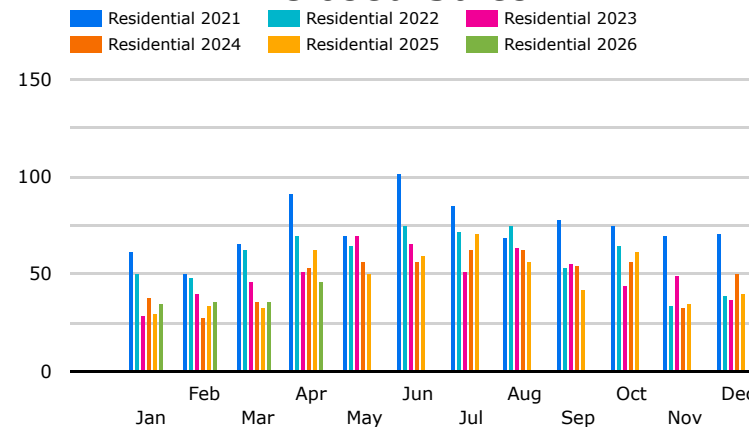
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	102	90	12	244	177	67
Closed Sales	36	33	3	108	97	11
Median Sales Price (\$)	582.5K	549.0K	33,500	583.5K	515.0K	68,500
Average Sales Price (\$)	814.3K	563.4K	250,899	730.6K	566.3K	164,331
Average % of Original List Price Received	0.94	0.92	2%	0.93	0.92	1%
Average Days on Market Until Sale	113	93	20	123	115	8

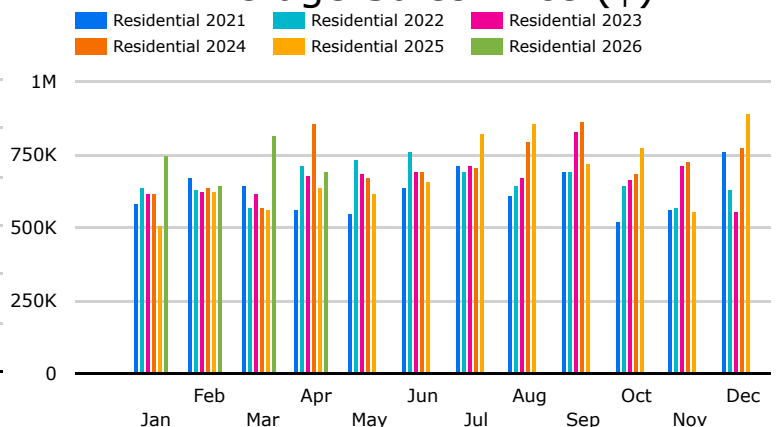
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

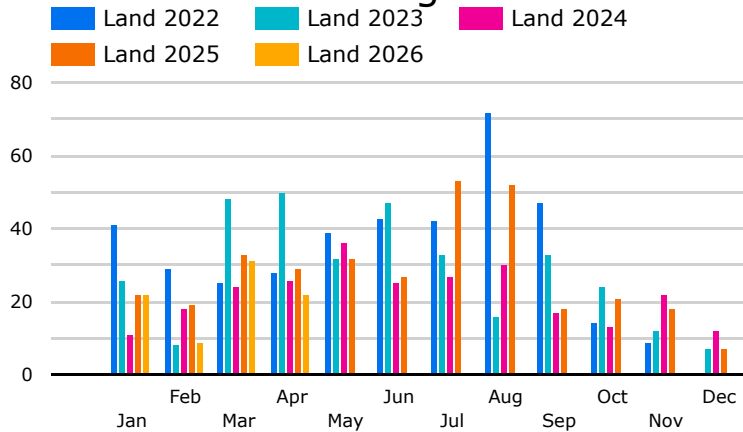
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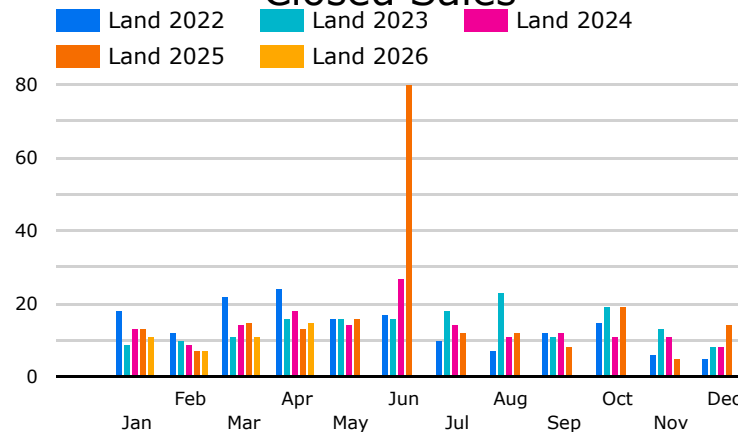
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	31	33	-2	63	74	-11
Closed Sales	11	15	-4	29	35	-6
Median Sales Price (\$)	235.0K	189.9K	45,100	365.0K	225.0K	140,000
Average Sales Price (\$)	447.2K	241.4K	205,795	564.1K	341.9K	222,178
Average % of Original List Price Received	0.82	0.94	-12%	0.9	0.92	-2%
Average Days on Market Until Sale	190	159	31	148	184	-36

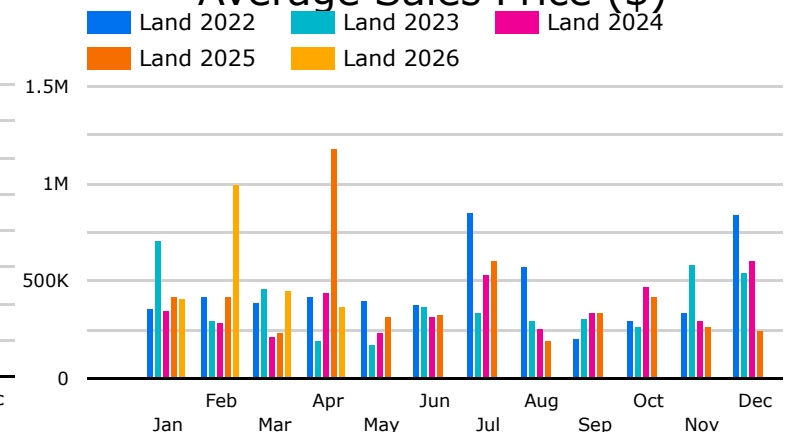
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

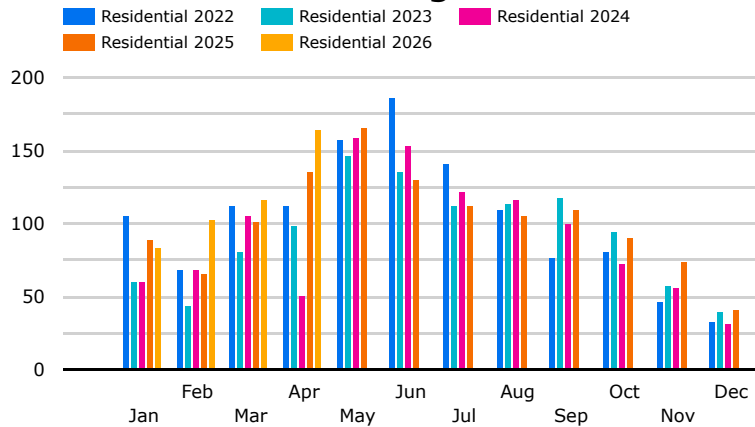
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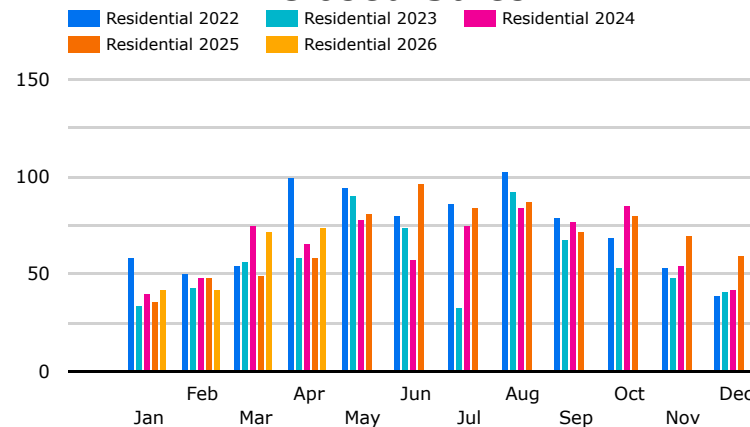
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	116	102	-4	302	258	44
Closed Sales	72	49	-26	156	134	22
Median Sales Price (\$)	524.8K	579.0K	55,000	530.0K	567.5K	-37,450
Average Sales Price (\$)	633.3K	678.4K	73,583	643.1K	680.7K	-37,686
Average % of Original List Price Received	0.94	0.94	-1%	0.94	0.93	1%
Average Days on Market Until Sale	136	135	1	126	135	-9

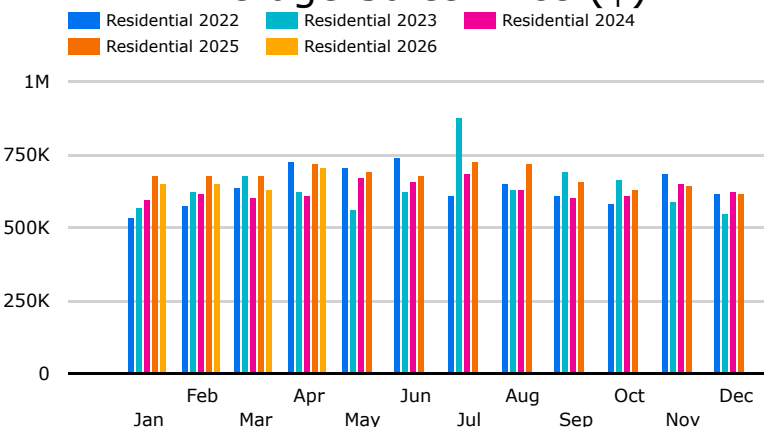
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

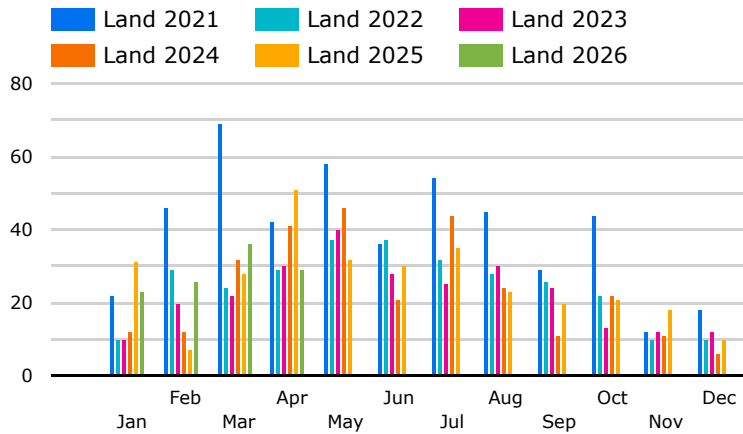
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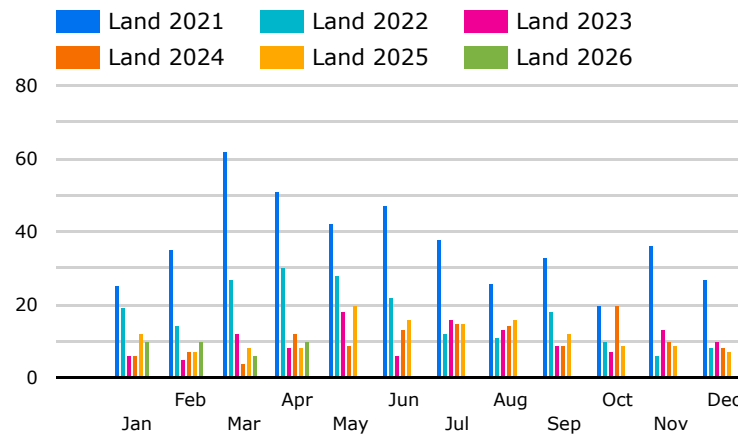
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	36	28	8	86	66	20
Closed Sales	6	8	-2	27	27	0
Median Sales Price (\$)	239.0K	169.5K	69,500	212.0K	250.0K	-38,000
Average Sales Price (\$)	383.8K	217.4K	68,125	397.7K	323.2K	74,519
Average % of Original List Price Received	0.89	0.84	5%	0.88	0.85	3%
Average Days on Market Until Sale	105	162	-57	201	197	4

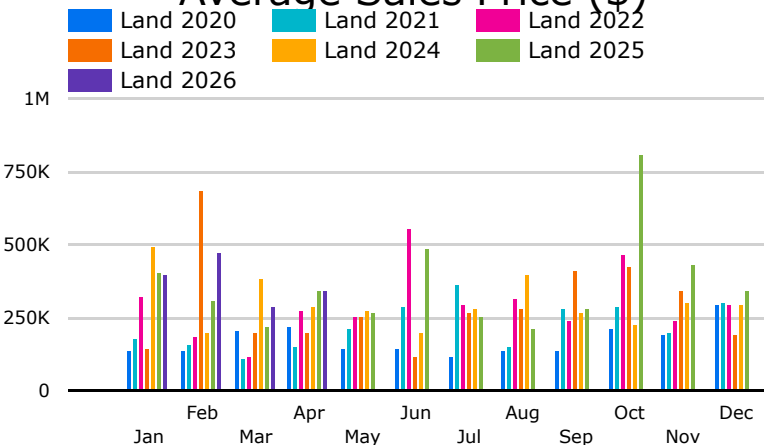
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

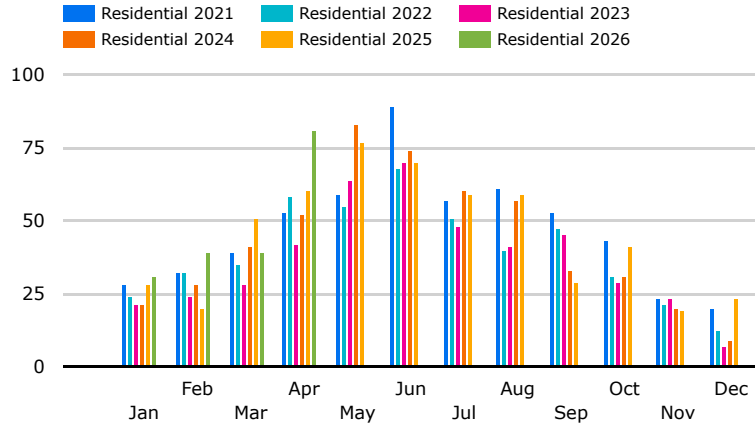
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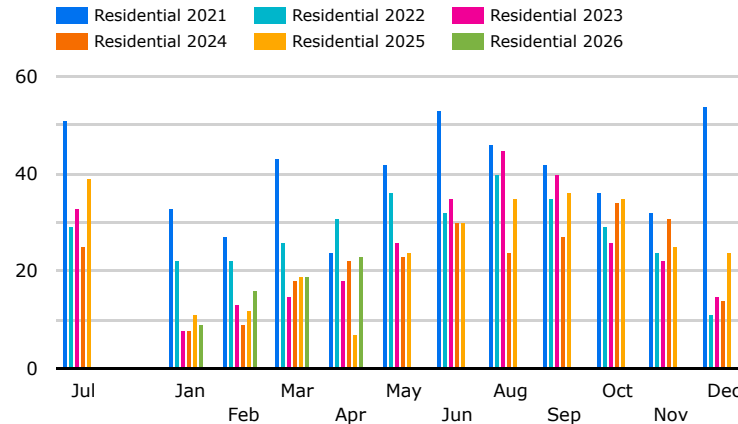
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	39	51	-12	111	99	4
Closed Sales	19	19	0	44	42	2
Median Sales Price (\$)	670.0K	565.0K	105,000	627.1K	587.5K	132,500
Average Sales Price (\$)	943.2K	935.6K	7,566	879.6K	1.0M	-150,265
Average % of Original List Price Received	0.86	0.91	-5%	0.88	0.9	-2%
Average Days on Market Until Sale	220	155	65	195	163	32

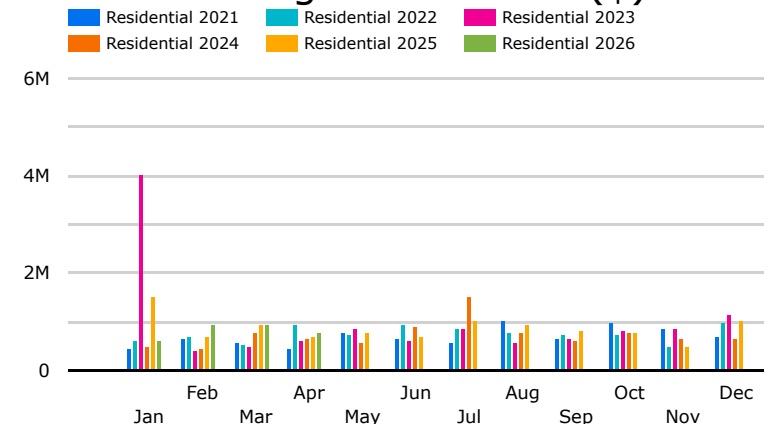
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

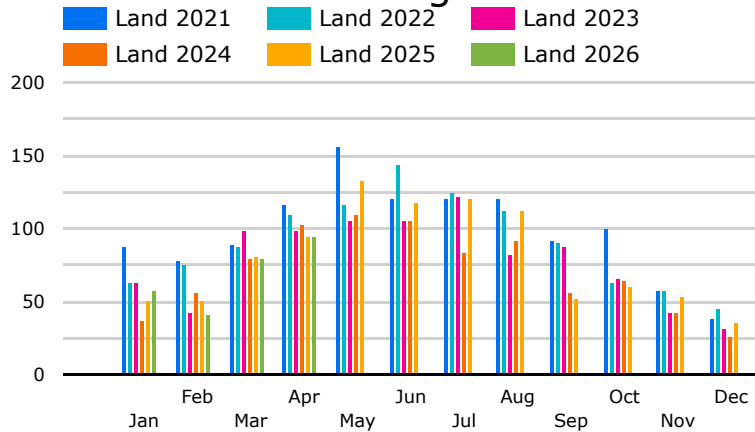
Month: Mar

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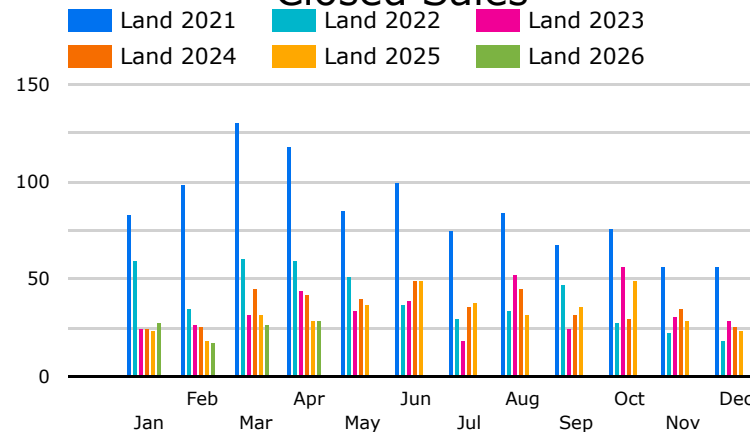
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	79	81	-2	178	183	-5
Closed Sales	27	32	-5	72	75	-3
Median Sales Price (\$)	320.0K	220.0K	100,000	412.5K	290.0K	122,500
Average Sales Price (\$)	561.6K	642.3K	-80,719	638.5K	572.1K	66,380
Average % of Original List Price Received	0.85	0.9	-5%	0.88	0.9	-2%
Average Days on Market Until Sale	192	176	16	182	200	-18

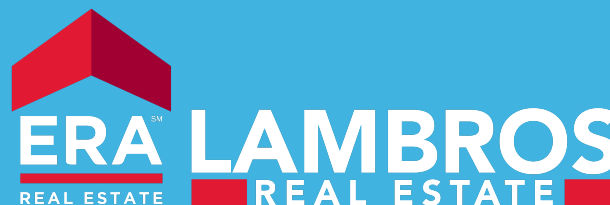
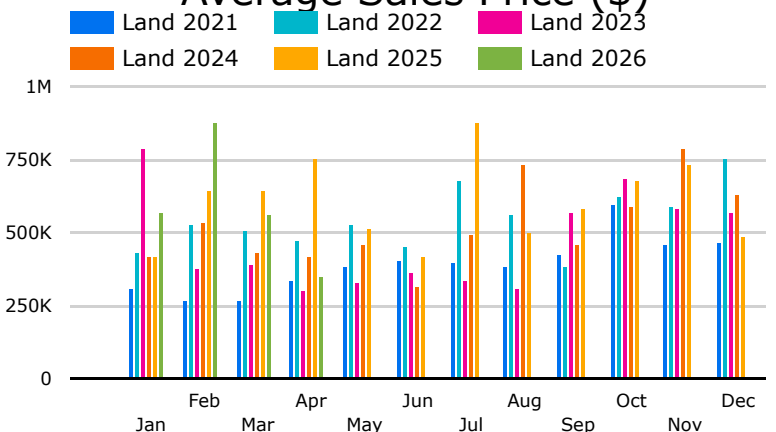
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

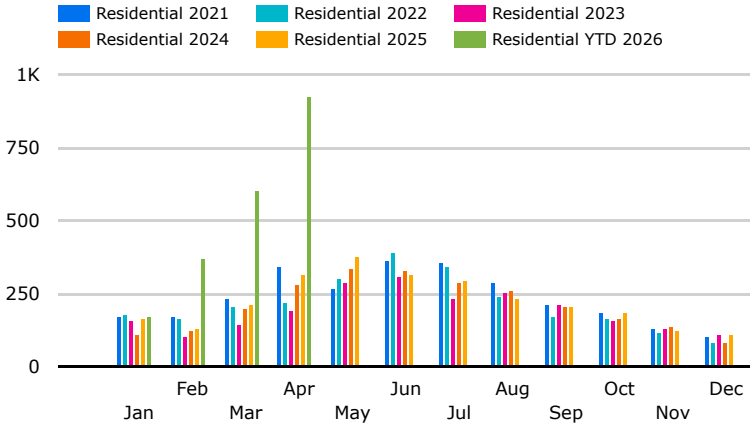
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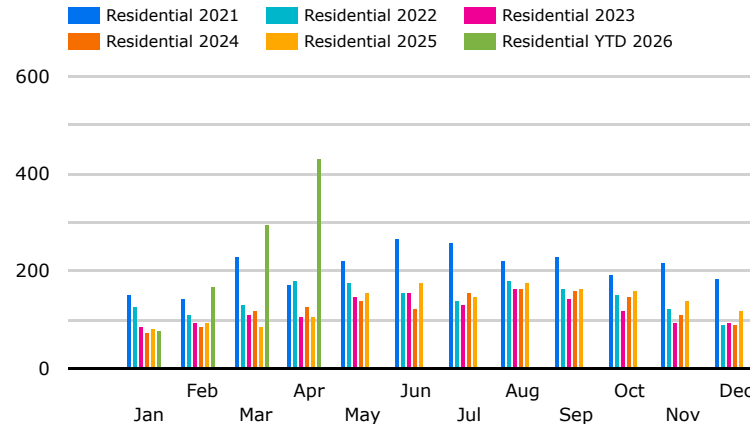
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	231	212	19	606	507	99
Closed Sales	130	87	43	297	266	31
Median Sales Price (\$)	581.5K	685.0K	-103,500	617.5K	660.0K	-42,500
Average Sales Price (\$)	884.1K	915.6K	-31,432	958.2K	878.1K	80,121
Average % of Original List Price Received	0.93	0.9	-4%	0.93	0.91	2%
Average Days on Market Until Sale	143	161	-18	134	152	-18

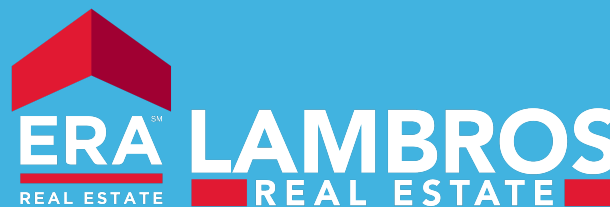
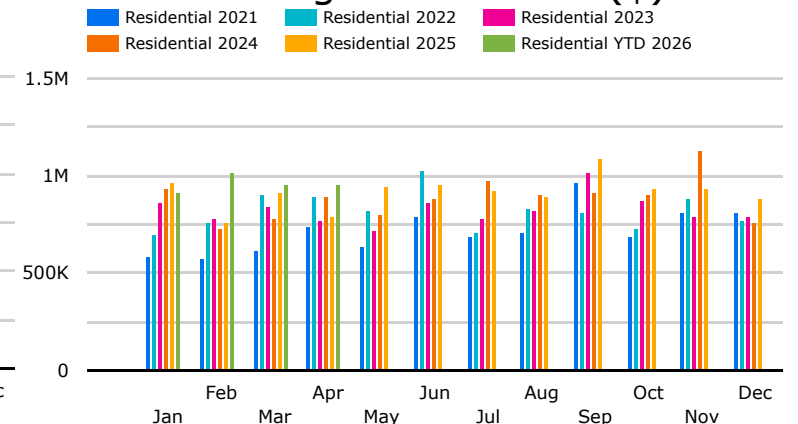
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

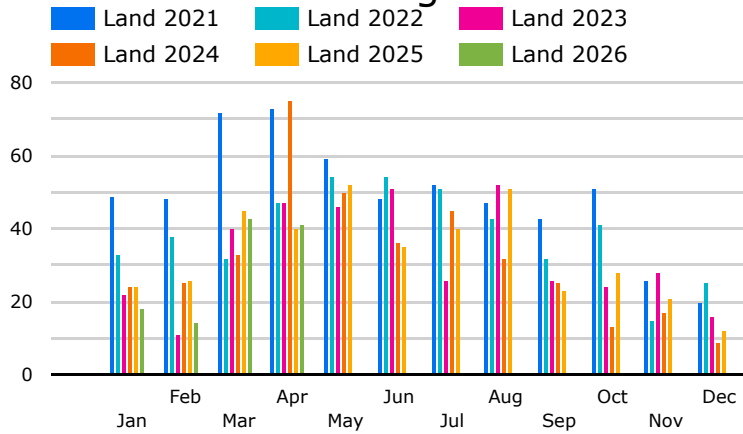
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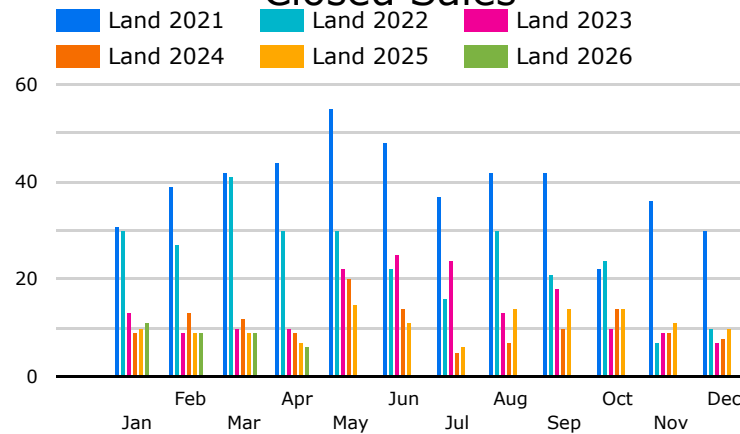
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	43	45	-2	75	95	-20
Closed Sales	9	9	0	29	28	1
Median Sales Price (\$)	250.0K	140.0K	110,000	200.0K	135.6K	64,375
Average Sales Price (\$)	264.1K	140.0K	109,283	223.6K	241.3K	-17,724
Average % of Original List Price Received	0.88	0.85	3%	0.95	0.83	12%
Average Days on Market Until Sale	226	157	-27	171	209	-38

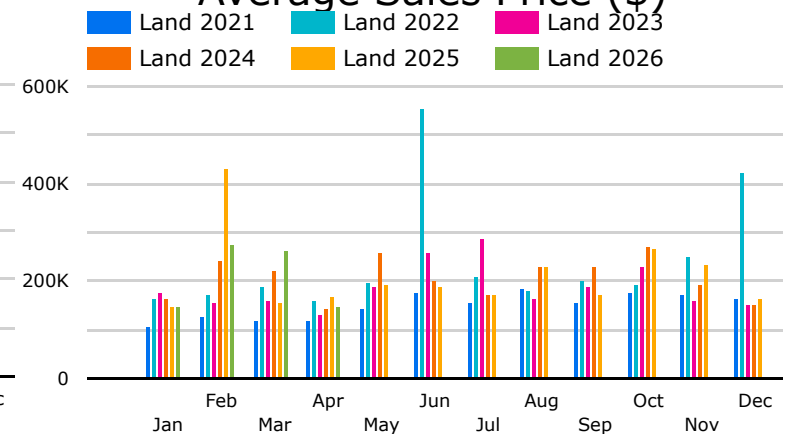
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

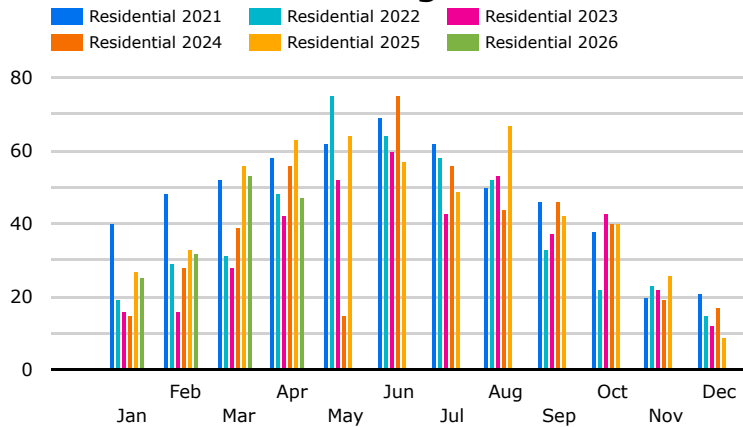
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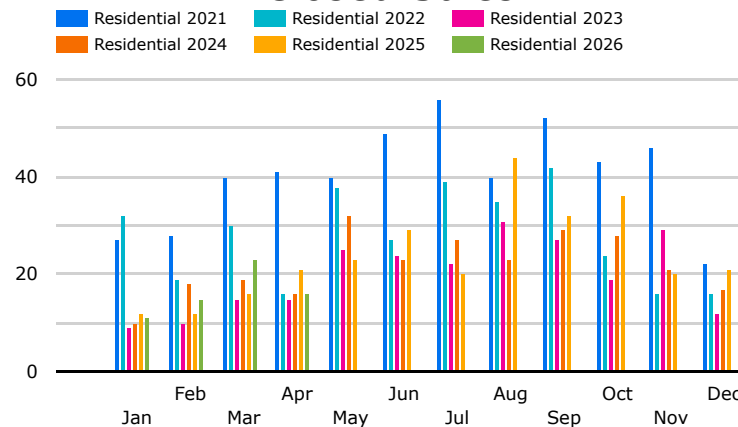
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	53	56	-3	112	116	-4
Closed Sales	23	16	7	49	40	9
Median Sales Price (\$)	285.0K	387.3K	-102,275	330.0K	357.0K	-27,000
Average Sales Price (\$)	390.1K	520.5K	-130,373	387.2K	457.8K	-70,575
Average % of Original List Price Received	0.9	0.9	0%	0.9	0.87	3%
Average Days on Market Until Sale	197	137	60	170	149	21

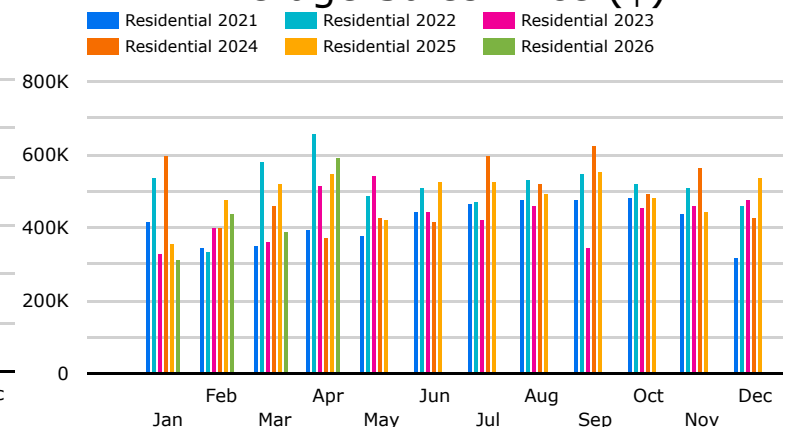
New Listings



Closed Sales



Average Sales Price (\$)



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