

Local Market Update Missoula County - Land

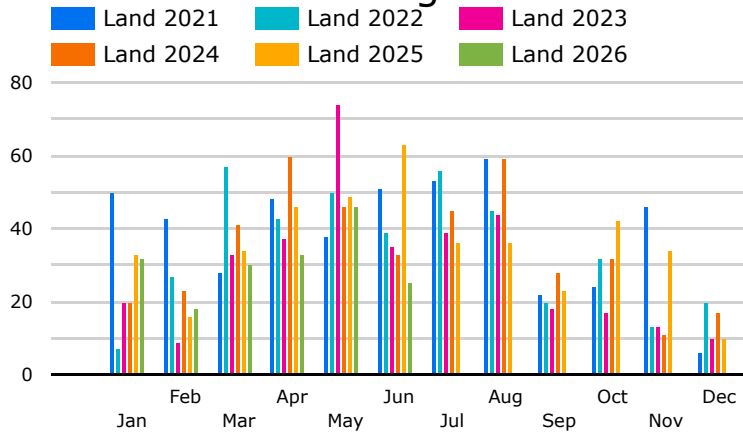
Month: May

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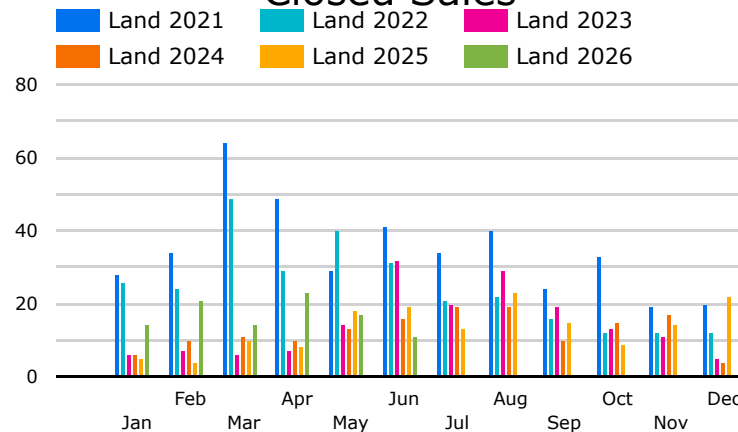
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	46	49	-3	158	178	-20
Closed Sales	17	18	-1	90	45	45
Median Sales Price (\$)	197.0K	247.0K	-50,000	208.5K	225.0K	-16.5K
Average Sales Price (\$)	497.3K	397.7K	99,576	340.5K	384.6K	-44,104
Average % of Original List Price Received	0.89	0.94	-5%	0.87	0.92	-5%
Average Days on Market Until Sale	211	263	-52	195	209	-14

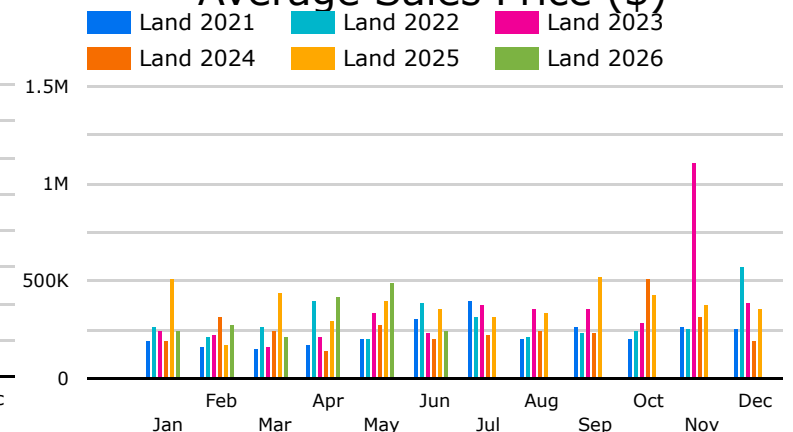
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County - Residential

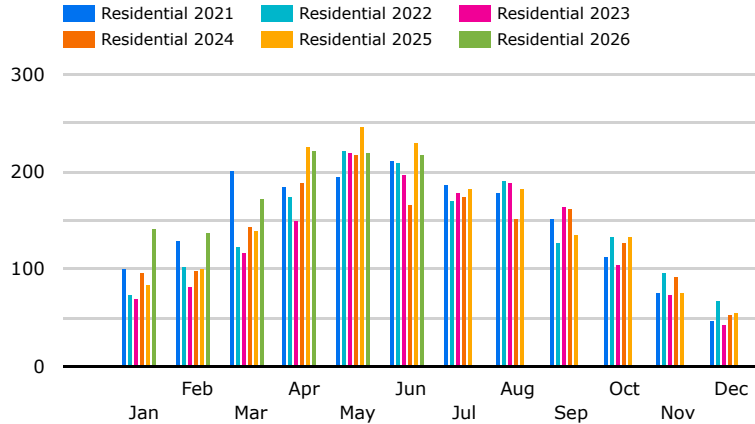
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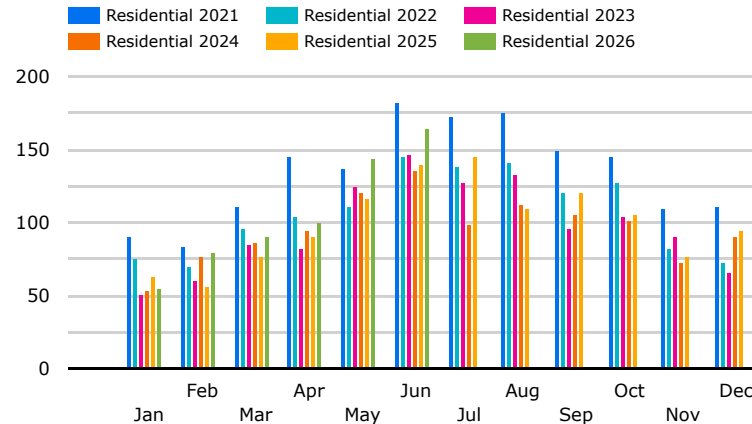
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	220	246	-26	894	799	95
Closed Sales	144	116	28	468	405	63
Median Sales Price (\$)	540.0K	565.0K	-25,005	545.0K	555.0K	-10,000
Average Sales Price (\$)	601.7K	622.0K	-20,271	634.0K	630.8K	3,168
Average % of Original List Price Received	0.97	0.98	-1%	0.95	0.96	-1%
Average Days on Market Until Sale	96	66	30	100	87	13

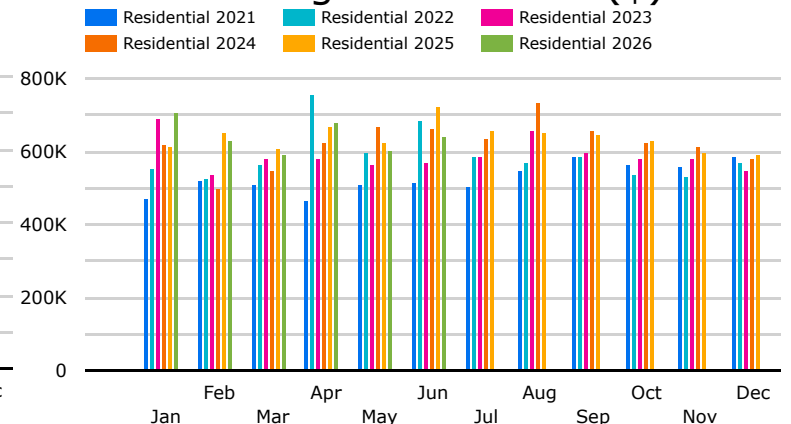
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Land

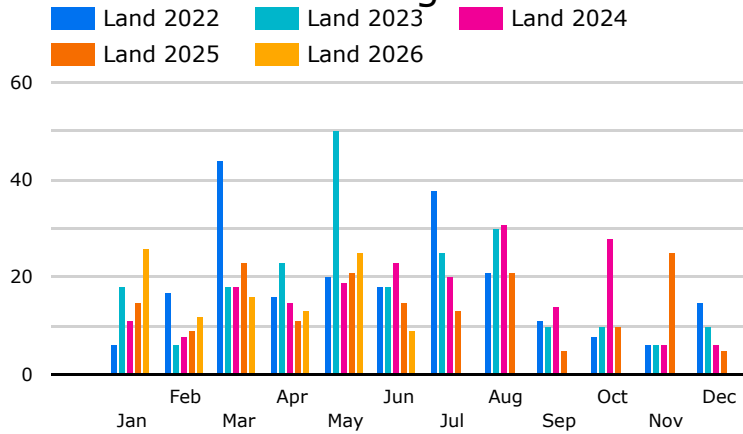
Month: May

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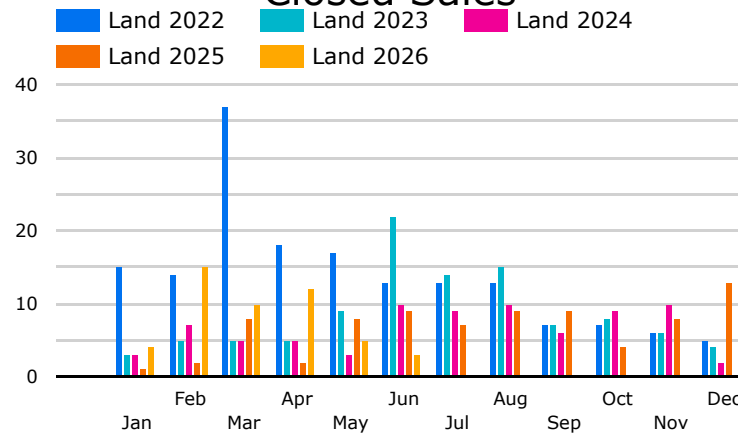
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	25	21	4	91	79	-20
Closed Sales	5	8	-3	47	21	26
Median Sales Price (\$)	197.0K	168.5K	28,500	211.0K	190.0K	-16,500
Average Sales Price (\$)	1.0M	513.8K	531,700	369.3K	494.5K	-44,104
Average % of Original List Price Received	0.87	0.94	-7%	0.9	0.92	-5%
Average Days on Market Until Sale	316	239	77	190	240	-14

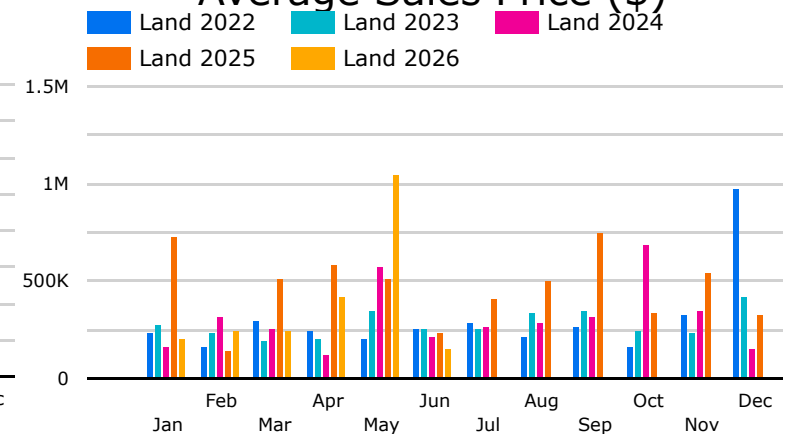
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula City - Residential

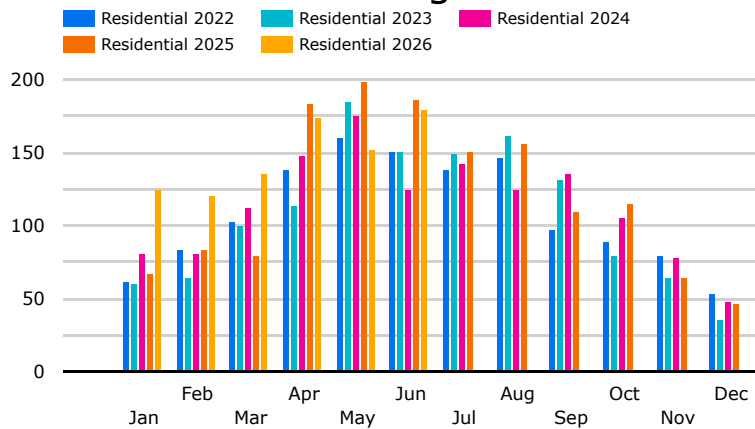
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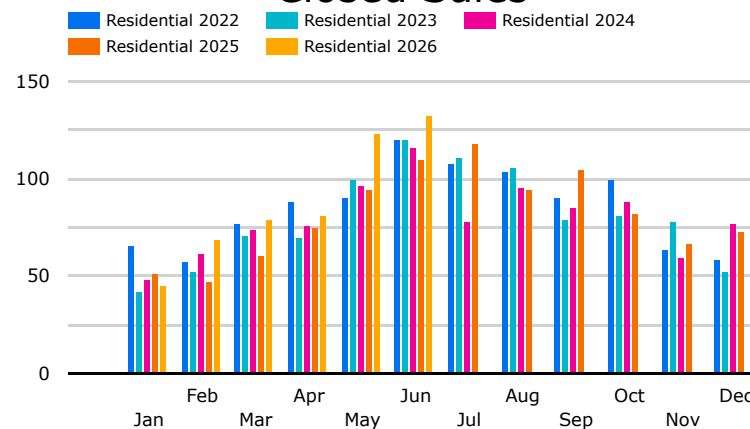
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	152	198	-46	708	645	63
Closed Sales	123	95	28	398	329	69
Median Sales Price (\$)	540.0K	539.0K	1,000	540.0K	550.0K	-5,000
Average Sales Price (\$)	606.9K	608.2K	-1,341	606.9K	621.0K	11,788
Average % of Original List Price Received	0.97	0.98	-1%	0.9	0.97	-1%
Average Days on Market Until Sale	90	54	36	1	77	22

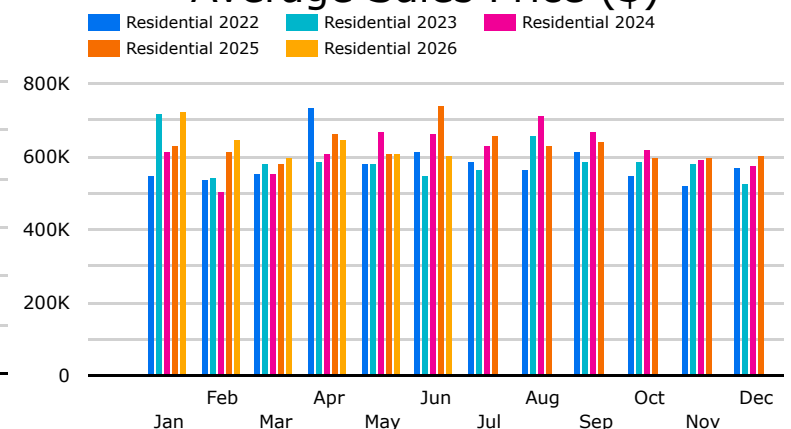
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Missoula County Commercial

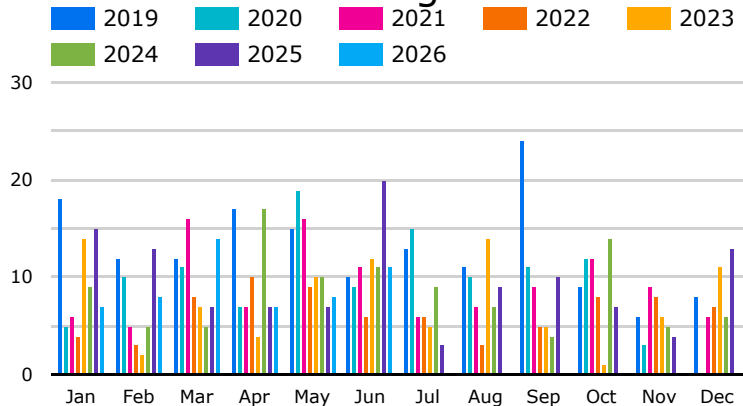
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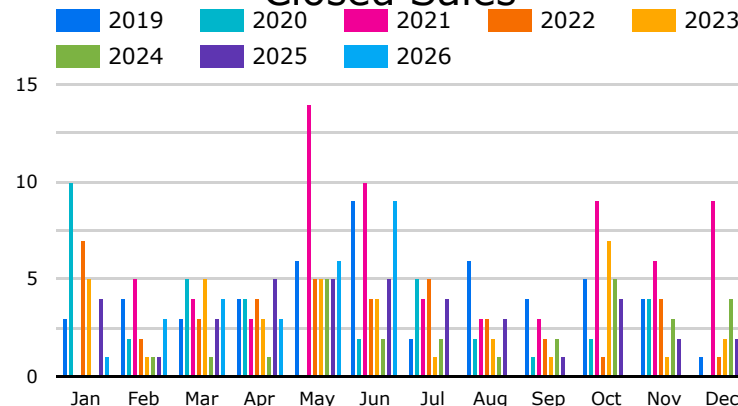
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	2026	2025	+/-	YTD 2026	YTD 2025	+/-
New Listings	8	7	1	45	49	-4
Closed Sales	6	5	1	17	18	-1
Median Sales Price (\$)	2.0M	825.0K	1.1M	783.0K	712.5K	70,500
Average Sales Price (\$)	2.1M	831.2K	1.3M	1.3M	1.1M	211,978
Average % of Original List Price Received	0.89	0.86	3%	0.86	0.89	-3%
Average Days on Market Until Sale	339	143	196	266	220	46

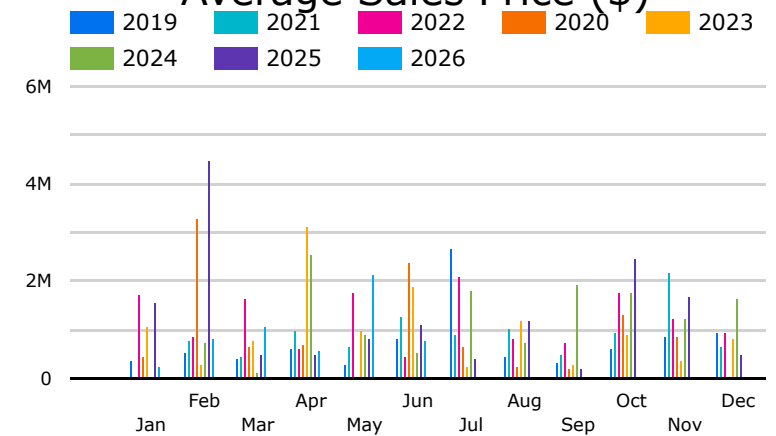
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

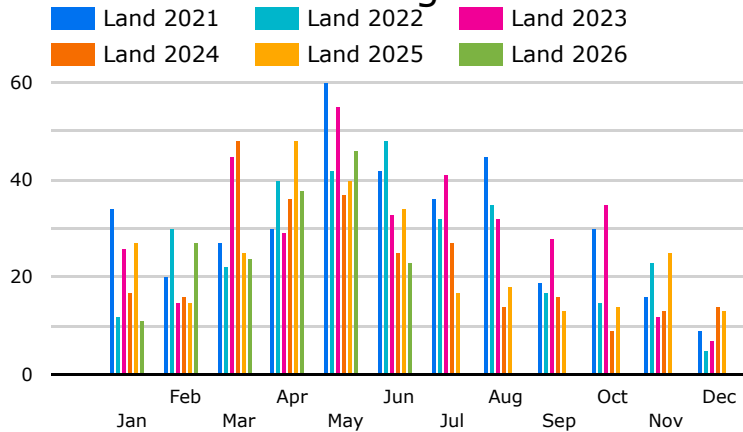
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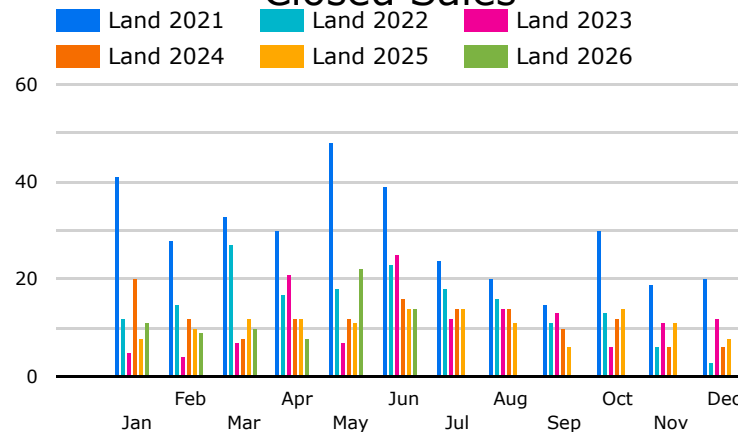
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	46	40	6	145	158	-13
Closed Sales	22	11	11	65	52	13
Median Sales Price (\$)	248.5K	200.0K	48,500	249.0K	228.0K	21,000
Average Sales Price (\$)	296.7K	278.8K	17,837	293.8K	373.9K	-80,072
Average % of Original List Price Received	0.93	0.87	6%	0.92	0.91	1%
Average Days on Market Until Sale	164	160	4	180	161	19

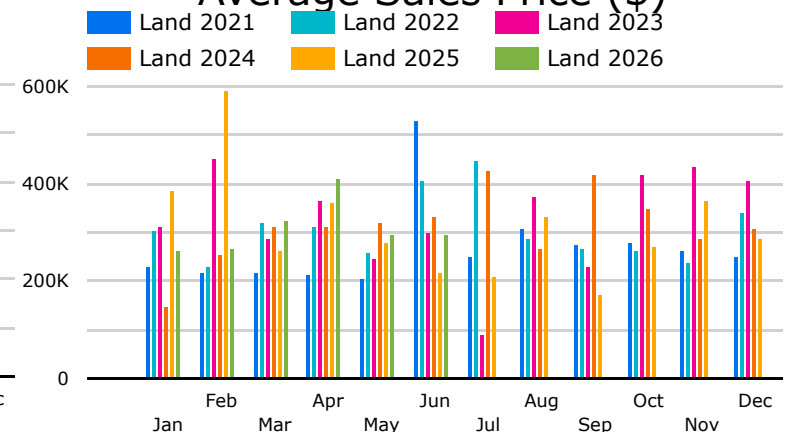
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

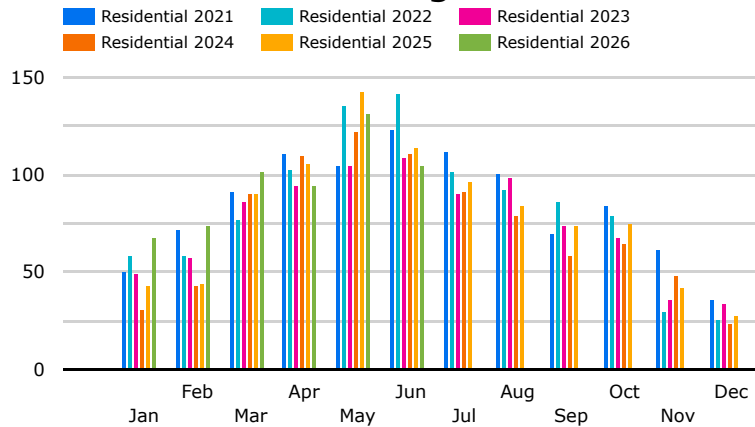
Month: May

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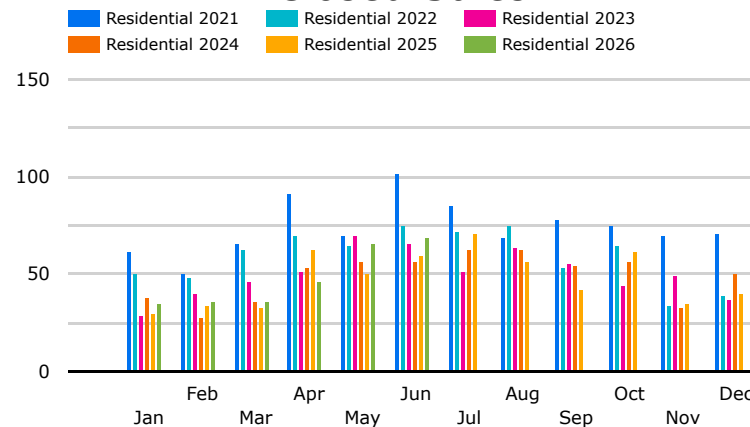
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	131	143	-12	471	429	42
Closed Sales	66	50	16	222	210	12
Median Sales Price (\$)	565.0K	572.5K	-7,550	575.0K	550.0K	25,050
Average Sales Price (\$)	597.1K	615.8K	-18,683	683.9K	599.5K	84,405
Average % of Original List Price Received	0.96	0.94	2%	0.94	0.93	1%
Average Days on Market Until Sale	101	86	15	114	104	10

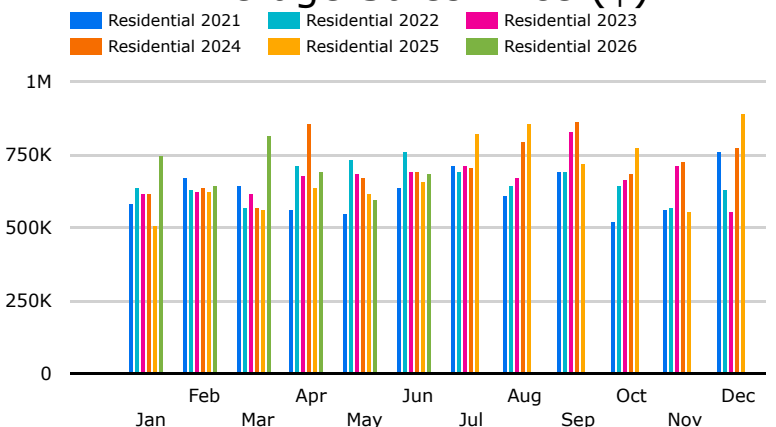
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Land

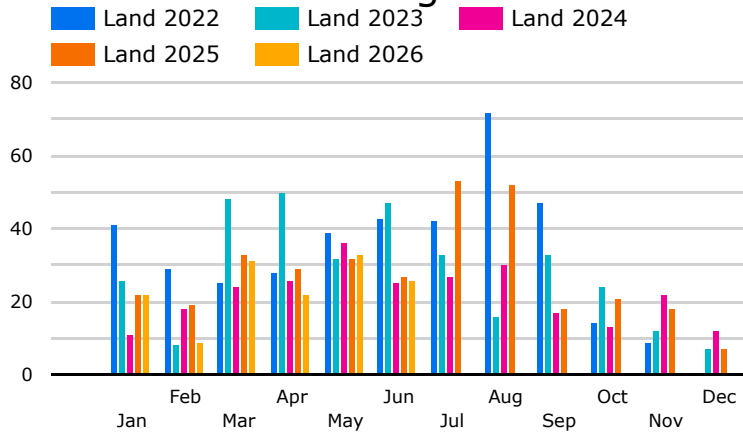
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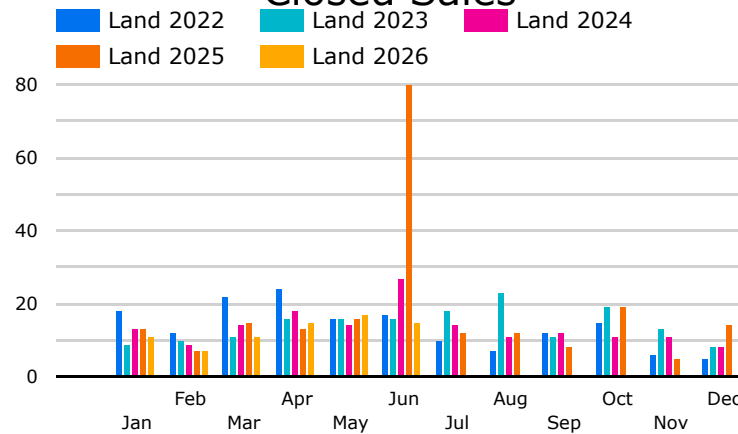
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	33	32	1	119	136	-17
Closed Sales	17	16	1	63	66	-3
Median Sales Price (\$)	333.0K	324.0K	9,000	310.0K	267.5K	42,500
Average Sales Price (\$)	435.7K	318.7K	116,962	476.9K	497.3K	-20,428
Average % of Original List Price Received	0.93	0.9	3%	0.92	0.92	0%
Average Days on Market Until Sale	147	142	5	142	159	-17

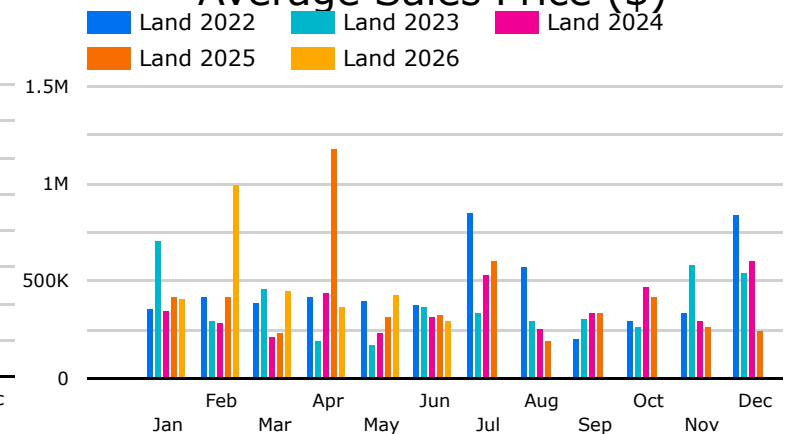
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Kalispell City - Residential

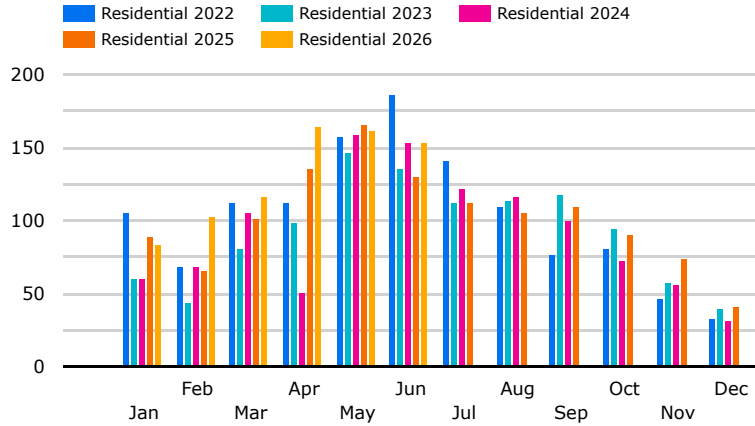
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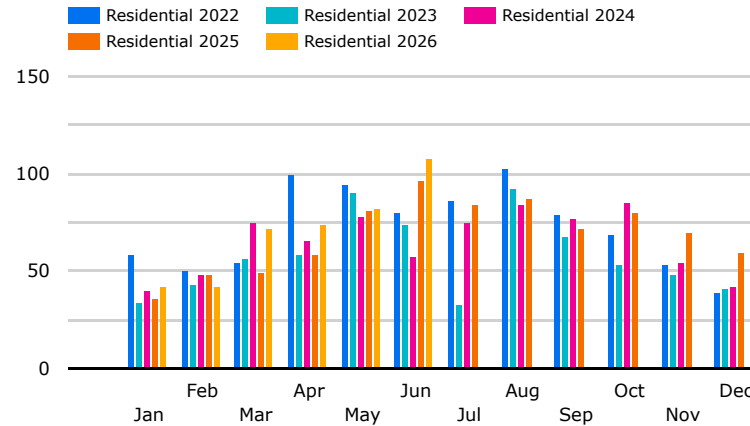
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	162	166	7	629	562	67
Closed Sales	82	81	3	314	275	39
Median Sales Price (\$)	588.5K	565.0K	2,050	552.0K	569.9K	-17,900
Average Sales Price (\$)	732.2K	690.1K	15,658	680.2K	694.7K	-14,519
Average % of Original List Price Received	0.96	0.95	-1%	0.95	0.94	1%
Average Days on Market Until Sale	118	118	15	118	127	-9

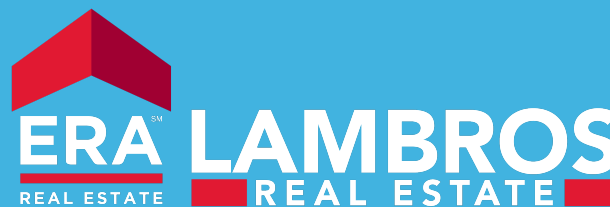
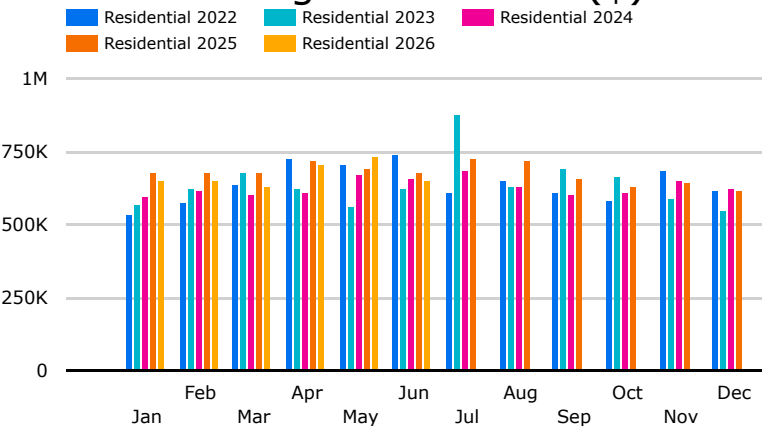
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

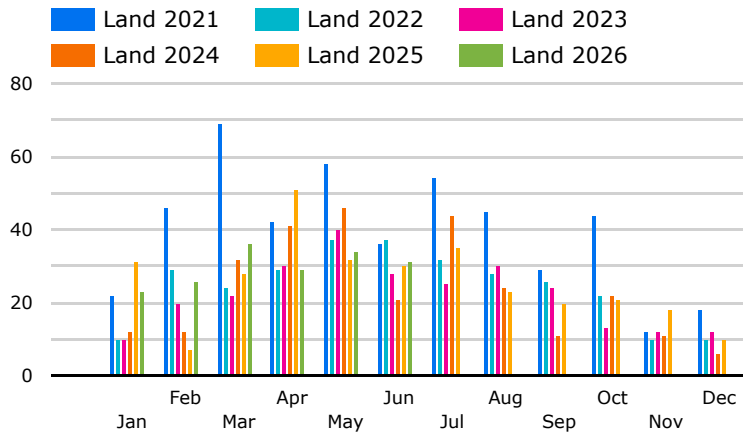
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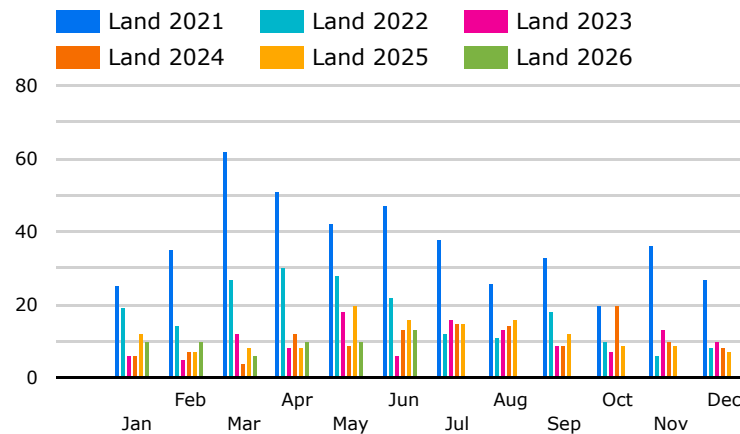
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	34	32	2	149	150	-1
Closed Sales	10	20	-10	48	55	-7
Median Sales Price (\$)	165.0K	237.5K	-72,500	177.5K	250.0K	-72,500
Average Sales Price (\$)	277.2K	265.5K	20,300	356.4K	304.9K	51,527
Average % of Original List Price Received	0.76	0.9	-14%	0.86	0.87	-1%
Average Days on Market Until Sale	241	260	-19	204	218	-14

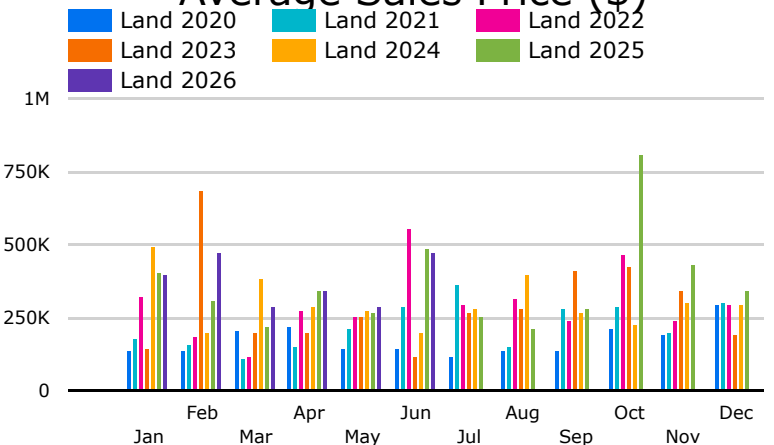
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

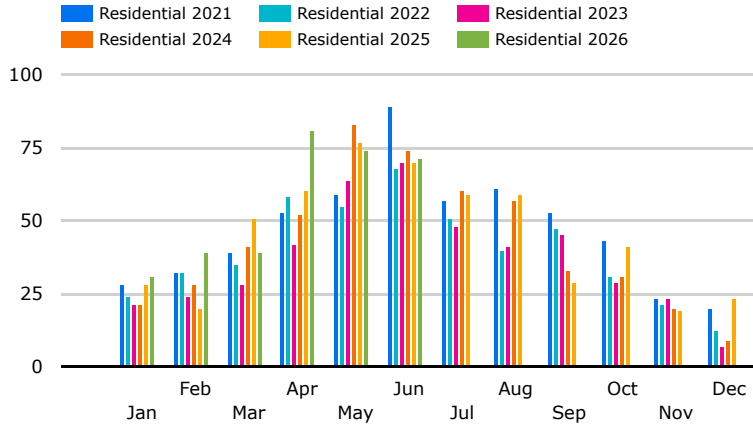
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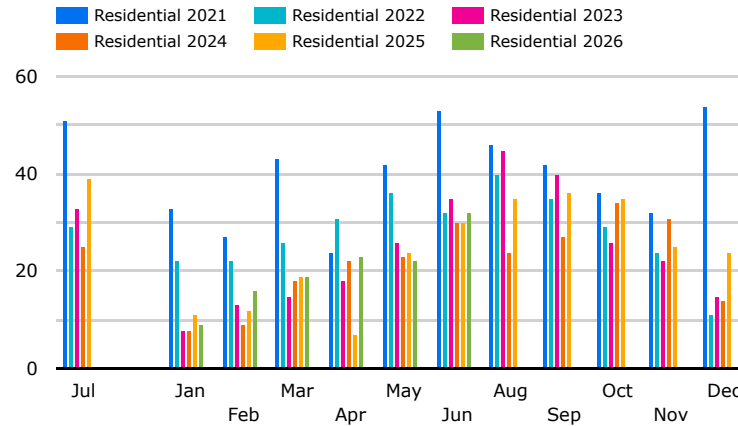
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	74	77	-3	268	239	16
Closed Sales	22	24	-2	90	73	17
Median Sales Price (\$)	557.0K	701.0K	-144,000	585.0K	630.0K	175,000
Average Sales Price (\$)	713.5K	800.8K	-87,343	810.4K	922.4K	-111,923
Average % of Original List Price Received	0.94	0.94	0%	0.91	0.91	0%
Average Days on Market Until Sale	93	106	-13	147	153	-6

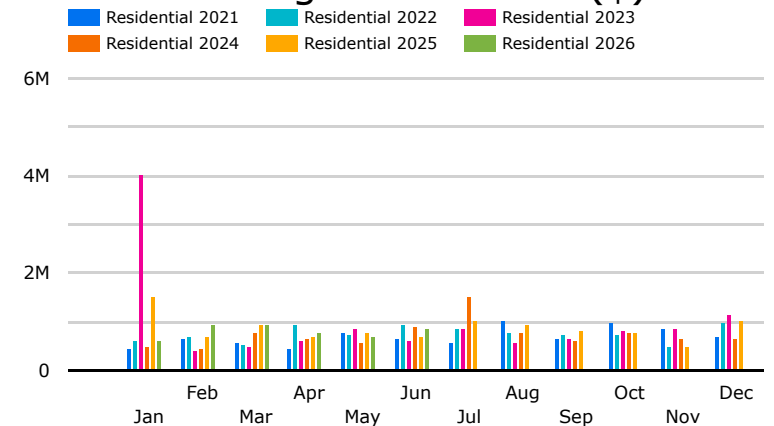
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

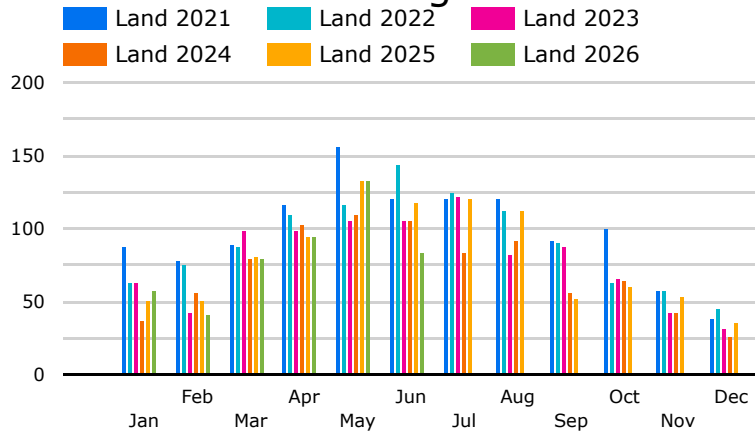
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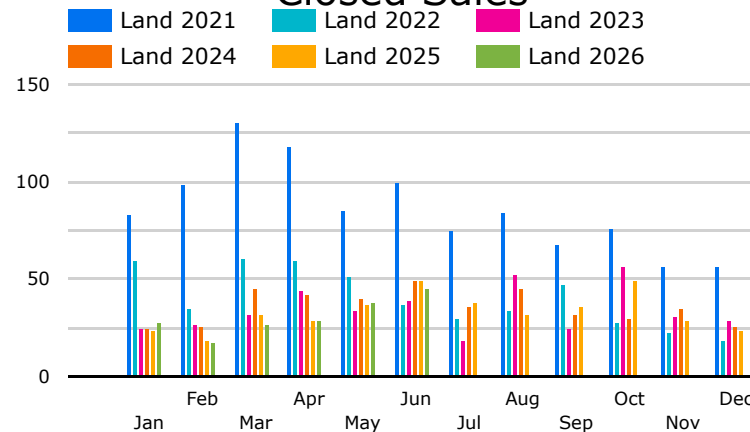
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	133	133	0	408	413	-5
Closed Sales	38	37	1	141	143	-2
Median Sales Price (\$)	340.0K	350.0K	-10,000	350.0K	325.0K	25,000
Average Sales Price (\$)	555.2K	514.6K	40,586	552.5K	588.6K	-36,102
Average % of Original List Price Received	0.92	0.91	1%	0.91	0.9	1%
Average Days on Market Until Sale	161	147	14	165	168	-3

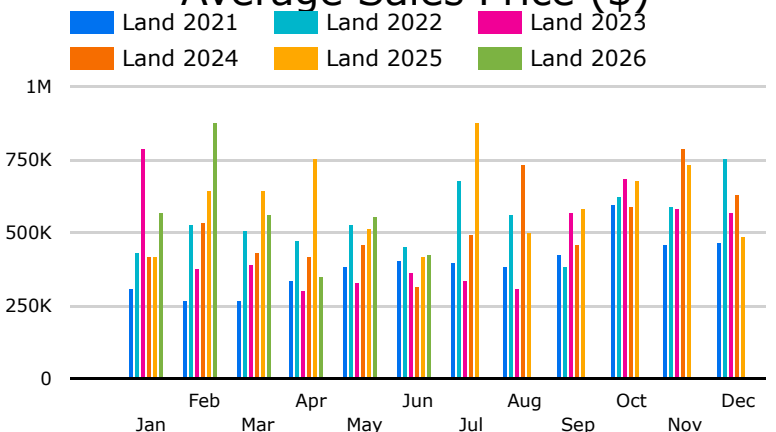
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

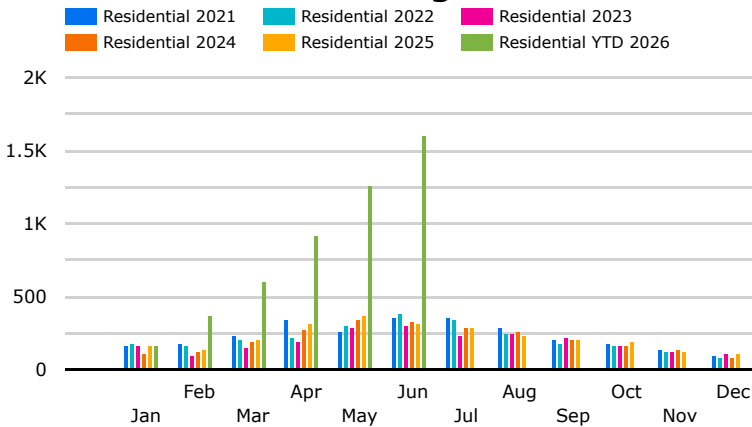
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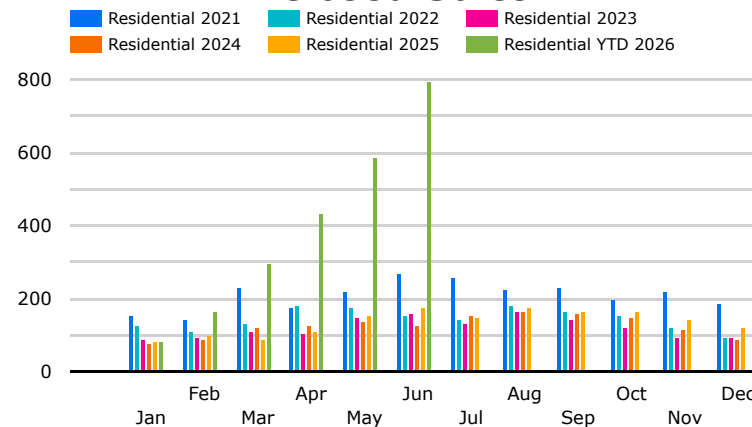
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	331	376	-45	1,259	1,206	53
Closed Sales	154	155	-1	587	533	54
Median Sales Price (\$)	632.4K	630.0K	2,375	630.0K	646.5K	-16,500
Average Sales Price (\$)	987.3K	949.8K	37,496	963.7K	893.4K	70,231
Average % of Original List Price Received	0.95	0.94	-2%	0.94	0.93	1%
Average Days on Market Until Sale	110	110	0	122	132	-10

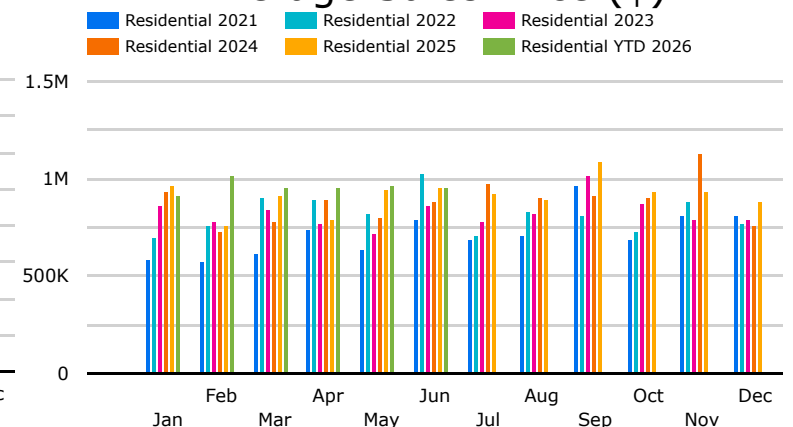
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

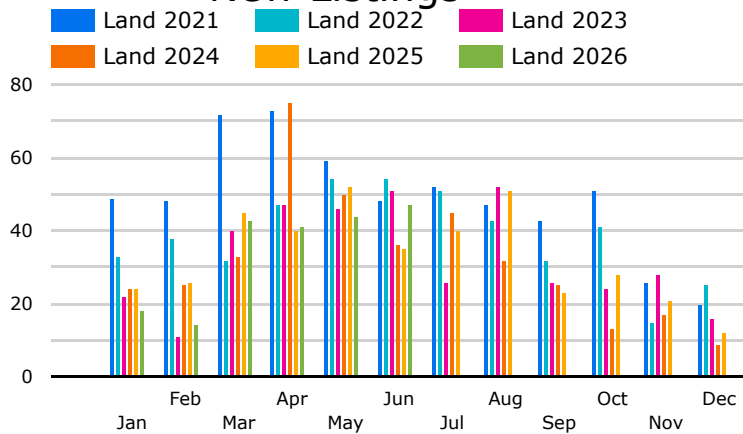
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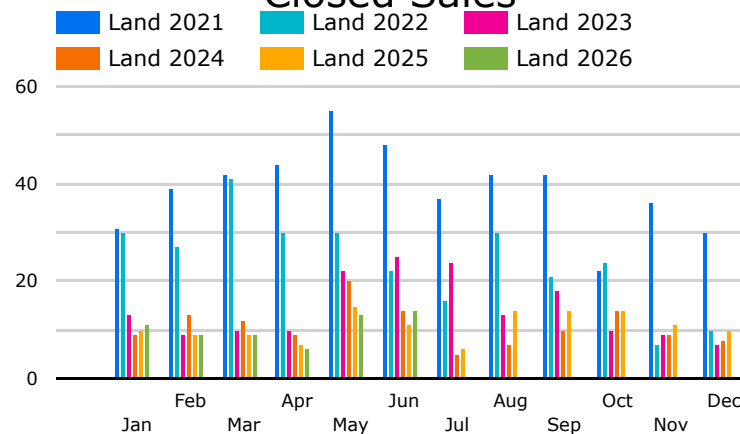
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
New Listings	44	52	-8	161	187	-26
Closed Sales	13	15	-2	48	51	-3
Median Sales Price (\$)	150.0K	185.0K	-35,000	185.0K	149.0K	36,000
Average Sales Price (\$)	173.9K	185.0K	-17,781	200.8K	216.4K	-15,600
Average % of Original List Price Received	0.86	0.81	5%	0.91	0.82	9%
Average Days on Market Until Sale	150	229	-85	164	219	-55

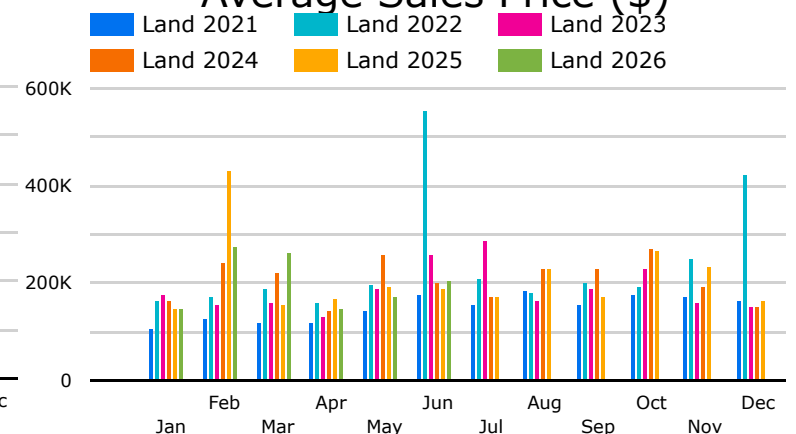
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

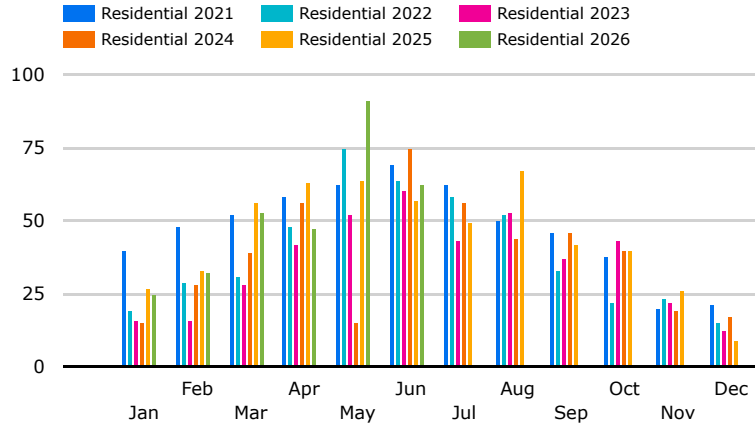
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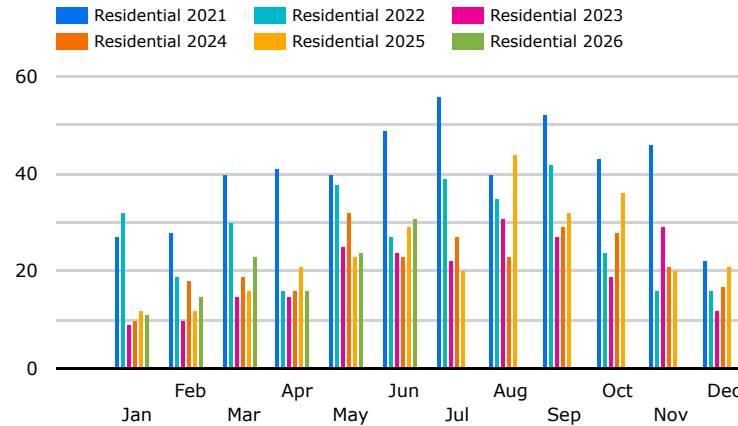
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
New Listings	91	64	27	250	245	5
Closed Sales	24	23	1	89	85	4
Median Sales Price (\$)	520.0K	425.0K	95,000	358.8K	360.0K	-1,250
Average Sales Price (\$)	639.7K	419.3K	220,395	492.4K	466.7K	25,698
Average % of Original List Price Received	0.92	0.92	0%	0.9	0.89	1%
Average Days on Market Until Sale	158	158	0	158	148	10

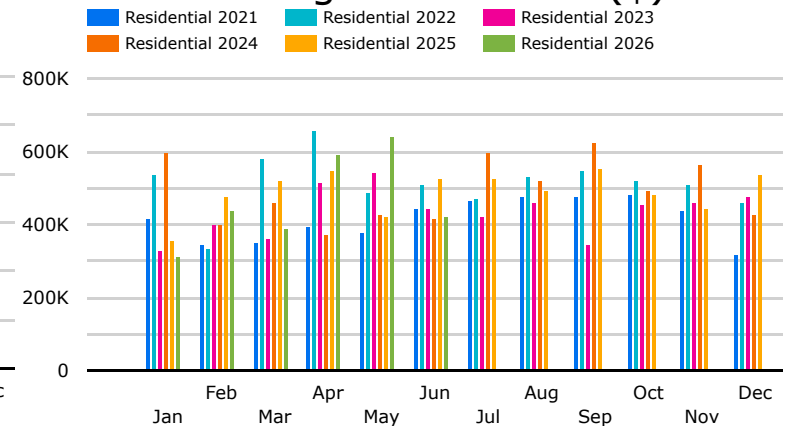
New Listings



Closed Sales



Average Sales Price (\$)



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