

# Local Market Update Missoula County - Land

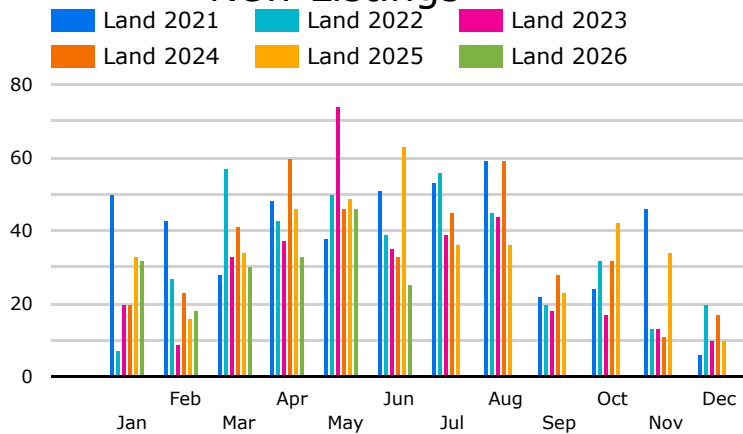
Month: Jun

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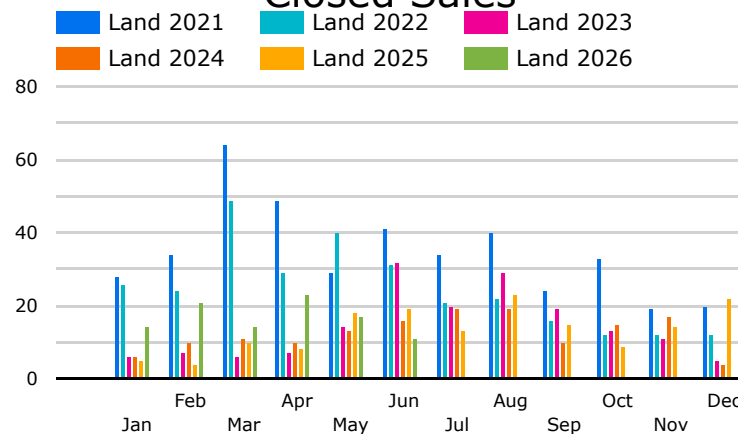
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	25	63	-38	182	241	-59
<b>Closed Sales</b>	11	19	-8	101	64	37
<b>Median Sales Price (\$)</b>	160.0K	235.0K	-75,000	200.0K	235.0K	-35.0K
<b>Average Sales Price (\$)</b>	248.1K	358.4K	-110,259	330.4K	376.8K	-46,389
<b>Average % of Original List Price Received</b>	0.88	0.88	0%	0.87	0.91	-4%
<b>Average Days on Market Until Sale</b>	291	114	177	206	181	25

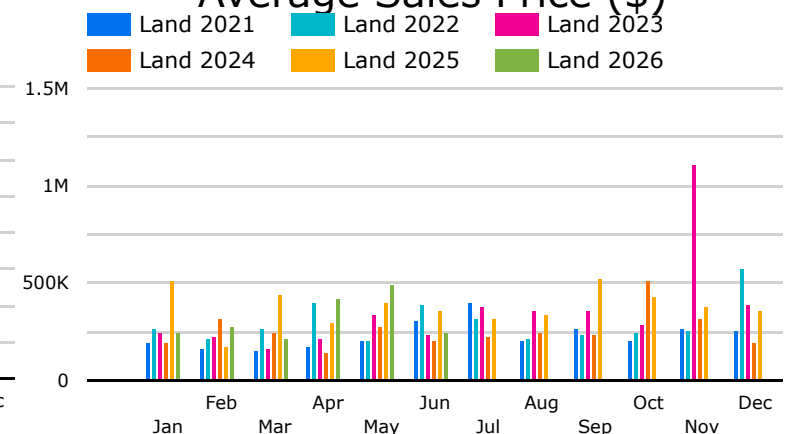
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County - Residential

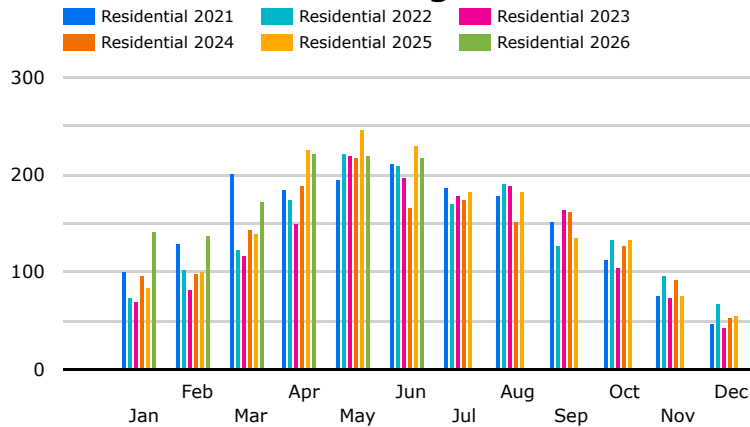
Month: Jun

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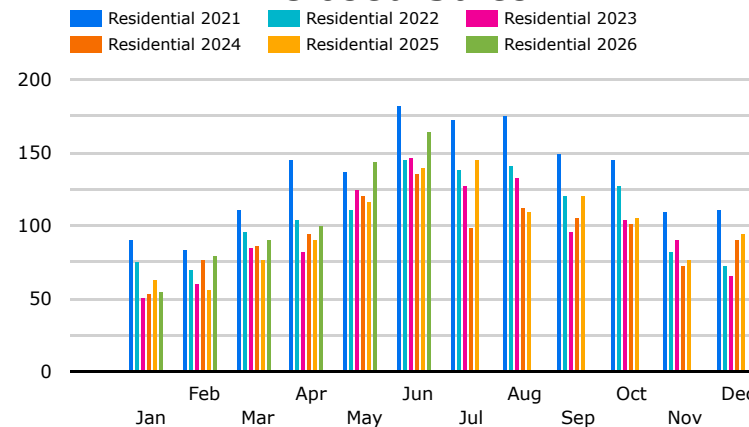
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	218	231	-13	1,112	1,034	78
<b>Closed Sales</b>	164	140	24	632	545	87
<b>Median Sales Price (\$)</b>	586.5K	592.5K	-6,000	550.0K	565.0K	-15,000
<b>Average Sales Price (\$)</b>	643.8K	723.8K	-79,995	636.5K	654.7K	-18,152
<b>Average % of Original List Price Received</b>	0.97	0.98	-1%	0.96	0.97	-1%
<b>Average Days on Market Until Sale</b>	70	68	2	92	82	10

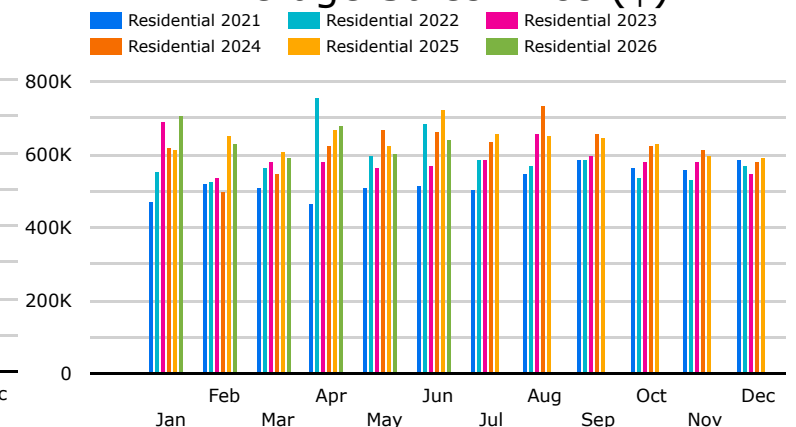
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Land

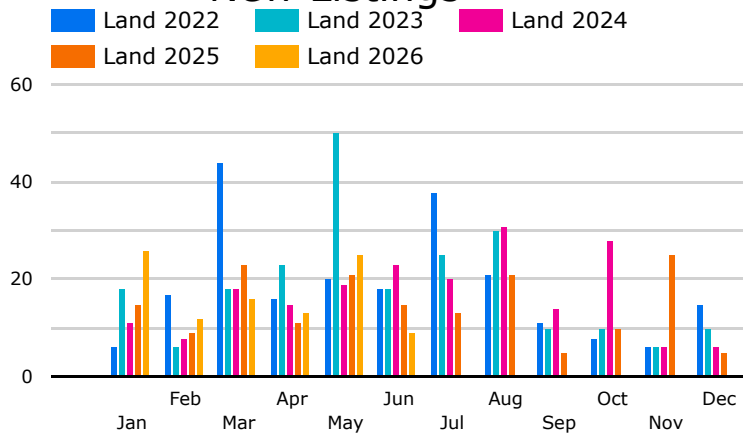
Month: Jun

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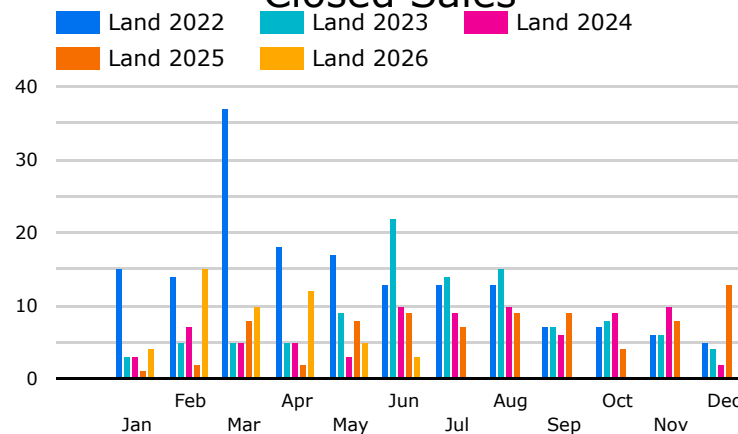
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	9	15	-6	100	94	-59
<b>Closed Sales</b>	3	9	-6	50	30	20
<b>Median Sales Price (\$)</b>	160.0K	205.0K	-45,000	201.5K	197.5K	-35,000
<b>Average Sales Price (\$)</b>	155.0K	231.7K	-76,667	356.4K	415.7K	-46,389
<b>Average % of Original List Price Received</b>	0.99	0.86	13%	0.91	0.9	-4%
<b>Average Days on Market Until Sale</b>	80	161	-81	184	217	25

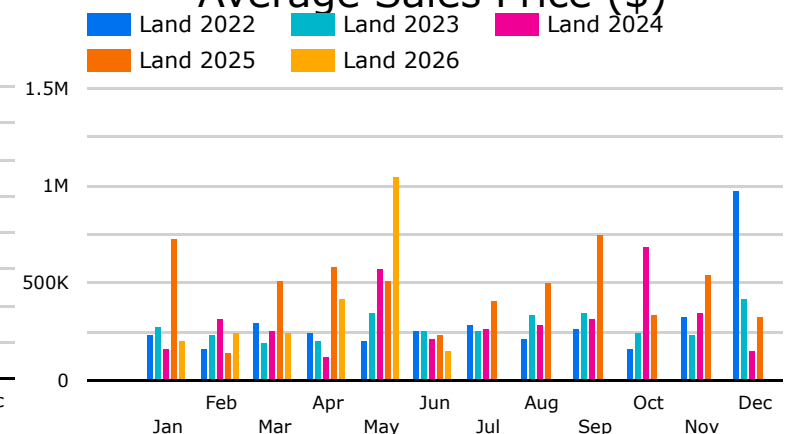
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula City - Residential

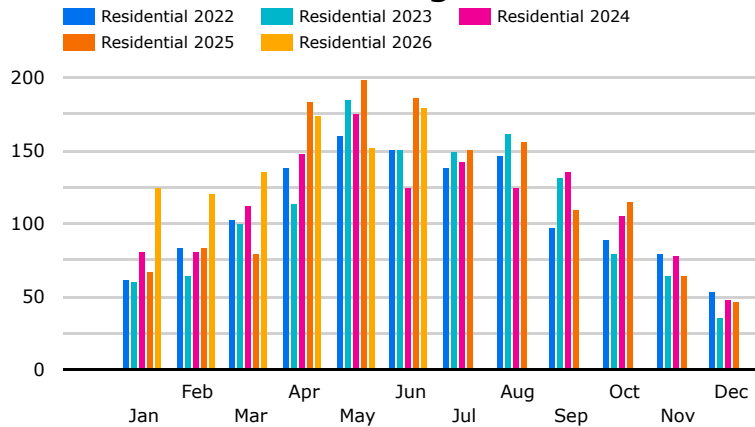
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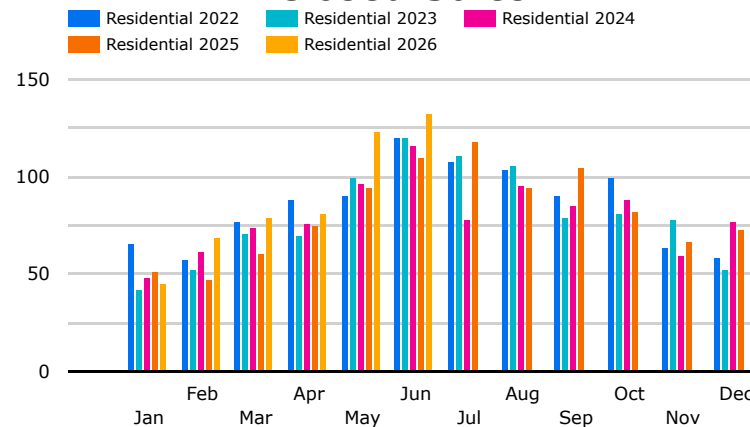
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	179	186	-7	887	833	54
<b>Closed Sales</b>	133	110	23	531	439	92
<b>Median Sales Price (\$)</b>	561.7K	616.2K	-54,464	561.7K	565.0K	-15,500
<b>Average Sales Price (\$)</b>	604.7K	741.8K	-137,126	604.7K	651.3K	-25,499
<b>Average % of Original List Price Received</b>	0.97	0.99	-2%	0.91	0.97	-1%
<b>Average Days on Market Until Sale</b>	70	60	10	1	73	19

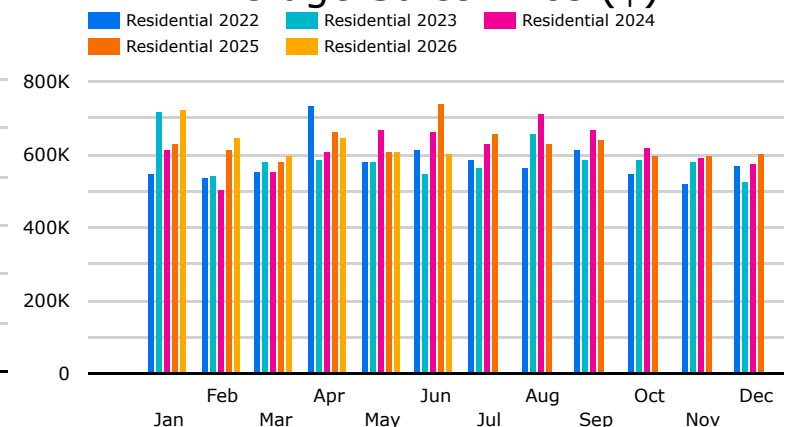
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Missoula County Commercial

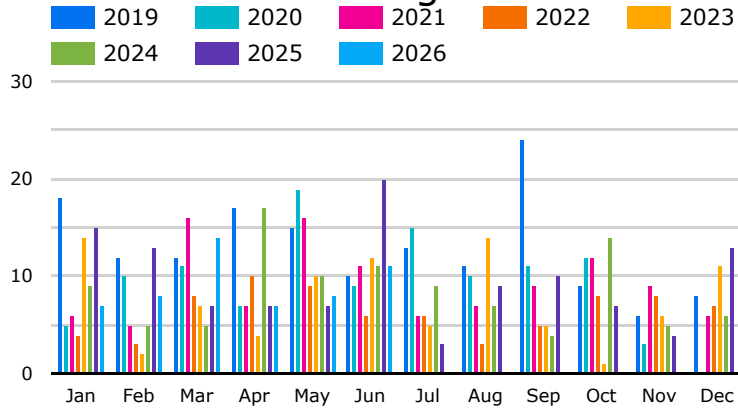
Month: Jun

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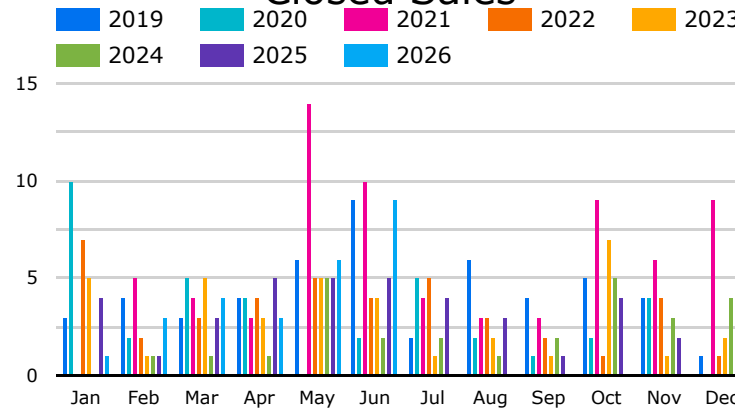
Tip: The best way to understand metrics is to only view one month at a time

<b>New Listings</b>	2026 11	2025 20	+/- -9	YTD 2026 56	YTD 2025 69	+/- -13
<b>Closed Sales</b>	9	5	4	26	23	3
<b>Median Sales Price (\$)</b>	700.0K	1.2M	-500.0K	700.0K	775.0K	-75,000
<b>Average Sales Price (\$)</b>	785.6K	1.1M	-336.2K	1.1M	1.1M	31,176
<b>Average % of Original List Price Received</b>	0.86	0.83	3%	0.86	0.87	-1%
<b>Average Days on Market Until Sale</b>	238	262	-24	256	229	27

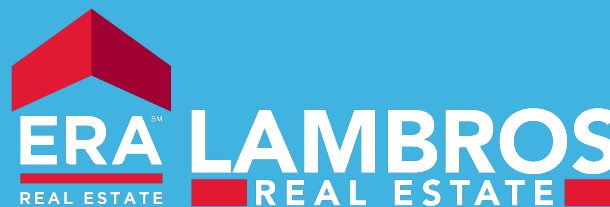
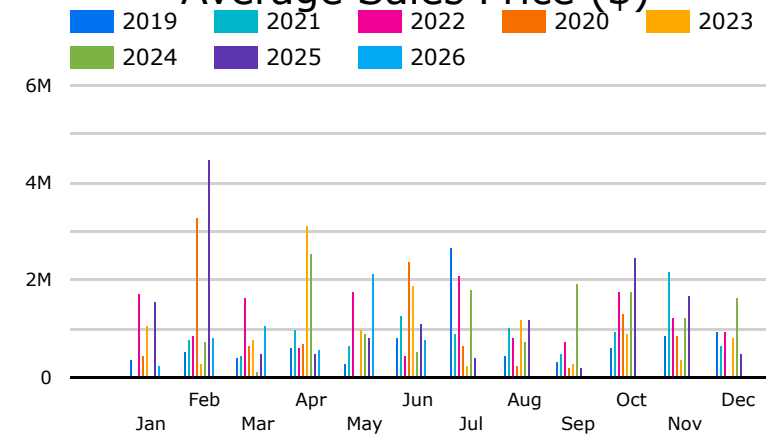
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Land

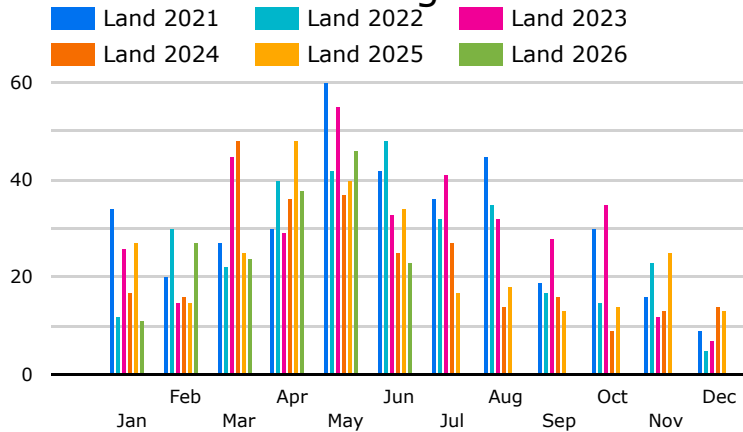
Month: Jun

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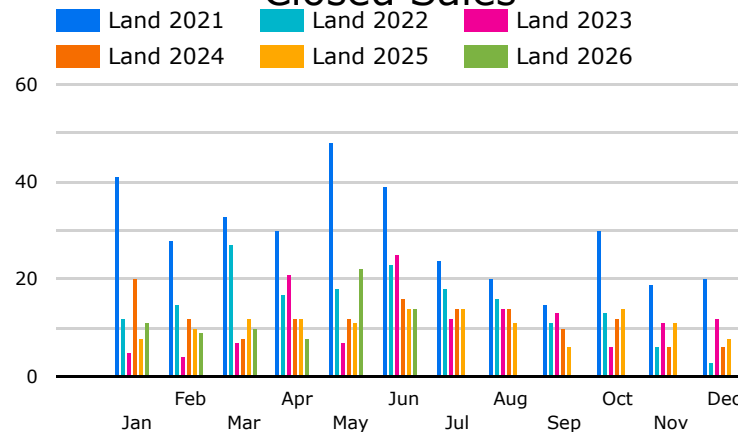
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	23	34	-11	167	191	-24
<b>Closed Sales</b>	14	14	0	79	66	13
<b>Median Sales Price (\$)</b>	277.5K	187.5K	90,000	250.0K	218.3K	31,750
<b>Average Sales Price (\$)</b>	295.2K	218.7K	76,521	294.0K	340.9K	-46,904
<b>Average % of Original List Price Received</b>	0.96	0.93	3%	0.92	0.92	0%
<b>Average Days on Market Until Sale</b>	147	75	72	174	142	32

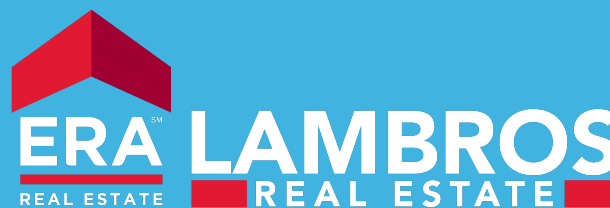
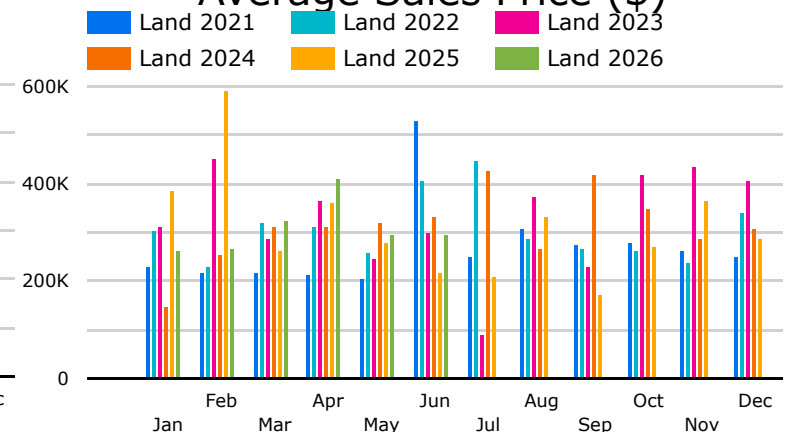
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Ravalli County - Residential

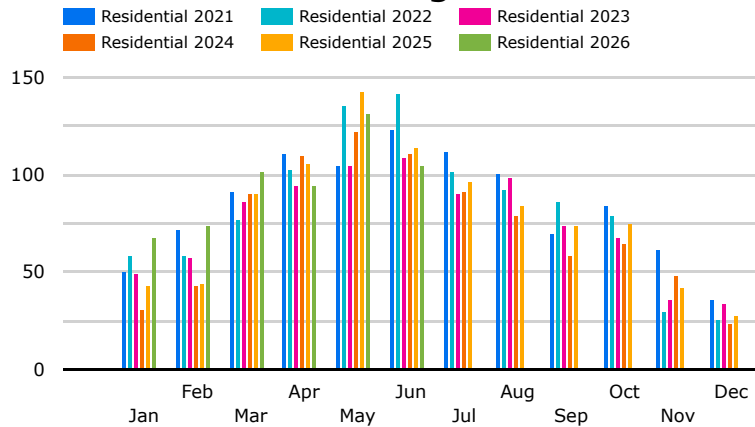
Month: Jun

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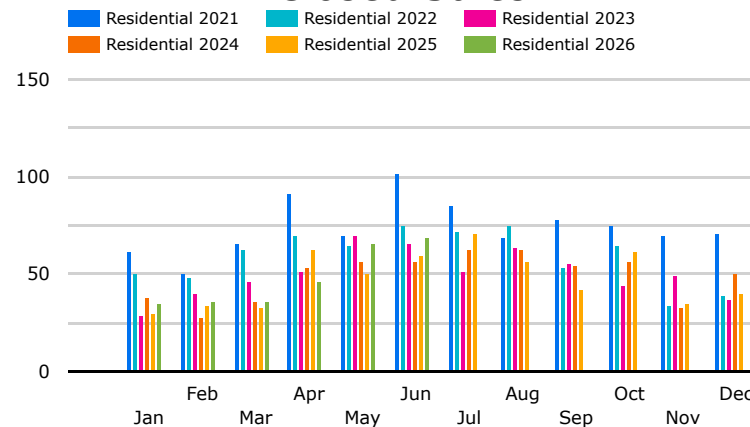
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	105	114	-9	575	542	33
<b>Closed Sales</b>	69	60	9	291	270	21
<b>Median Sales Price (\$)</b>	627.0K	575.0K	52,000	579.9K	560.0K	19,900
<b>Average Sales Price (\$)</b>	683.9K	656.0K	27,969	683.9K	612.0K	71,865
<b>Average % of Original List Price Received</b>	0.95	0.94	1%	0.94	0.93	1%
<b>Average Days on Market Until Sale</b>	91	93	-2	108	101	7

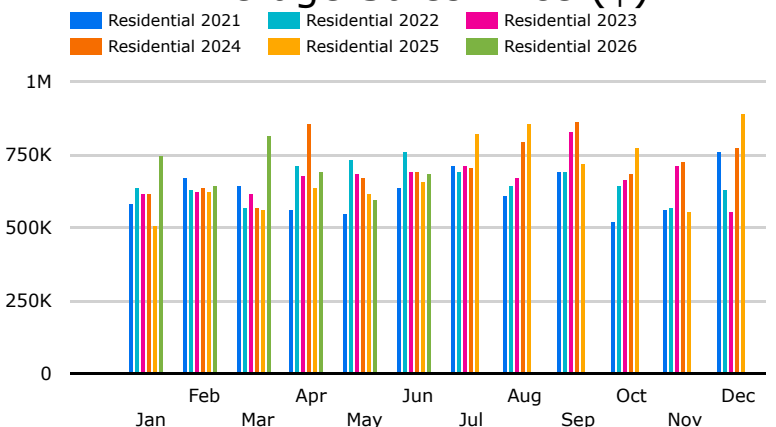
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Kalispell City - Land

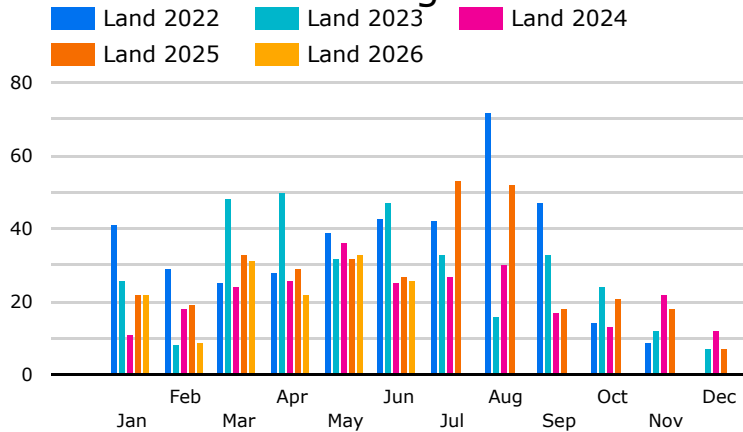
Month: Jun

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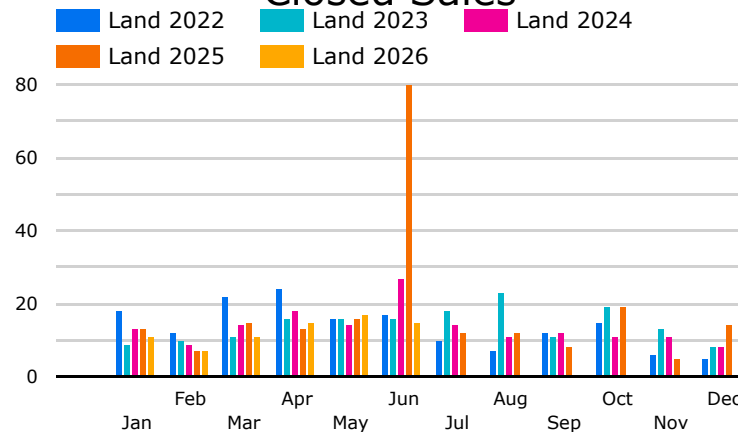
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	26	27	-1	145	163	-18
<b>Closed Sales</b>	15	80	-65	78	86	-8
<b>Median Sales Price (\$)</b>	187.5K	240.0K	-52,500	257.5K	250.5K	7,000
<b>Average Sales Price (\$)</b>	300.0K	328.4K	-28,385	442.9K	458.0K	-15,158
<b>Average % of Original List Price Received</b>	0.83	0.95	-12%	0.9	0.93	-3%
<b>Average Days on Market Until Sale</b>	237	142	95	160	155	5

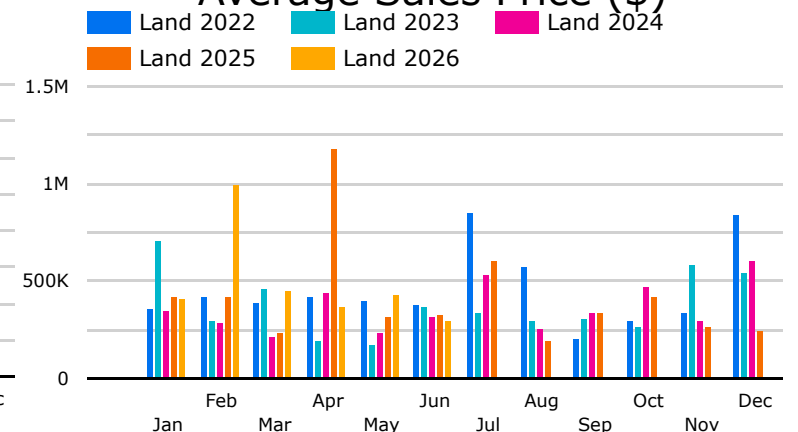
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Kalispell City - Residential

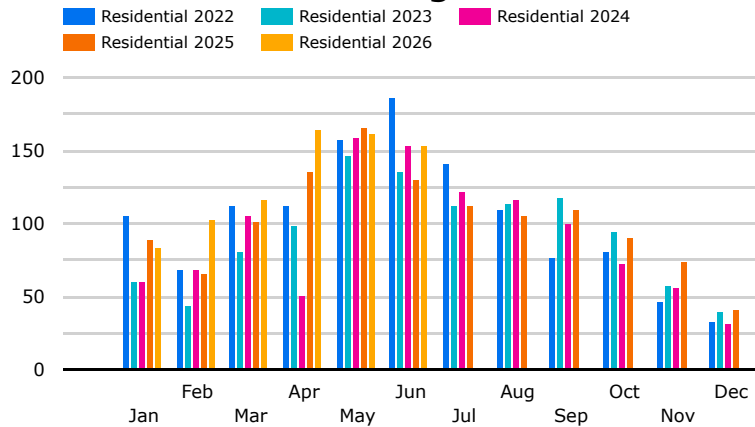
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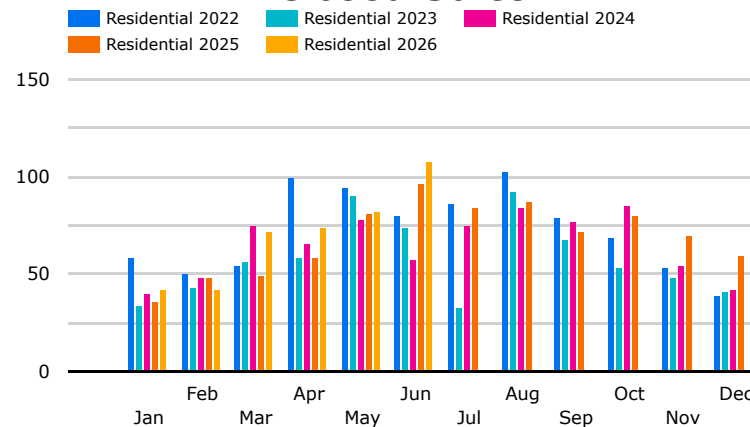
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	153	130	-23	783	693	90
<b>Closed Sales</b>	108	97	39	423	374	49
<b>Median Sales Price (\$)</b>	560.0K	545.0K	-17,500	552.0K	565.0K	-13,000
<b>Average Sales Price (\$)</b>	651.9K	681.4K	26,382	673.4K	691.2K	-17,828
<b>Average % of Original List Price Received</b>	0.97	0.97	0%	0.95	0.95	0%
<b>Average Days on Market Until Sale</b>	81	108	25	108	122	-14

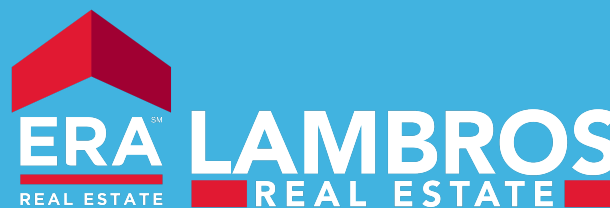
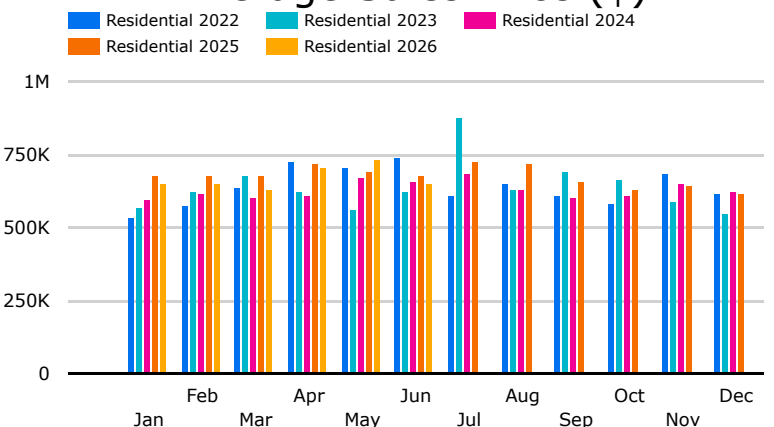
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Land

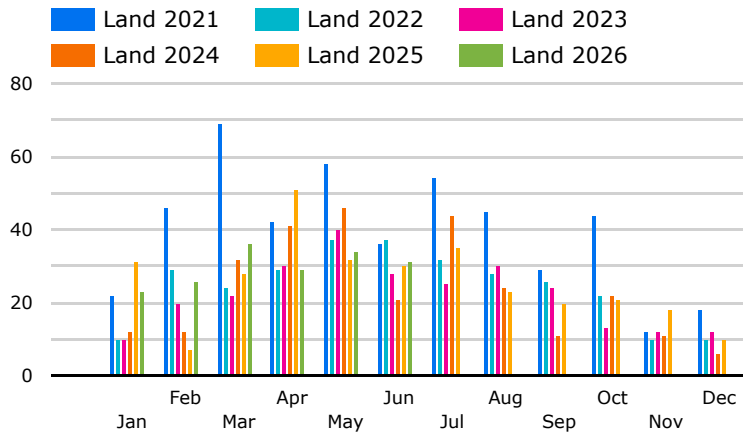
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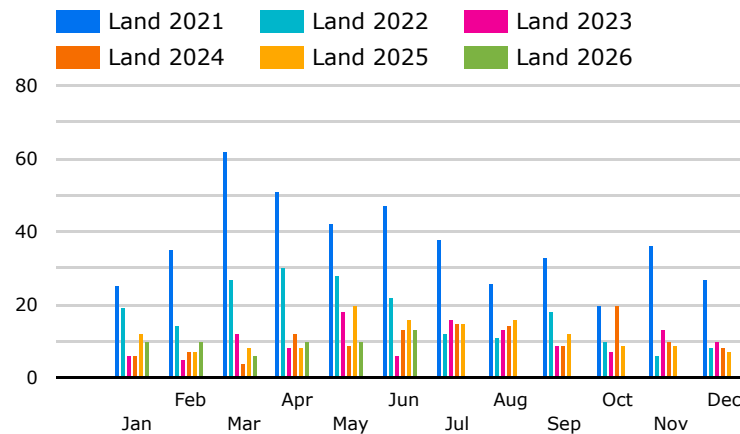
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	31	30	1	179	179	0
<b>Closed Sales</b>	13	16	-3	61	70	-9
<b>Median Sales Price (\$)</b>	190.0K	164.5K	25,500	190.0K	237.5K	-47,500
<b>Average Sales Price (\$)</b>	199.3K	487.0K	-11,346	385.8K	347.7K	38,035
<b>Average % of Original List Price Received</b>	0.84	0.91	-7%	0.87	0.88	-1%
<b>Average Days on Market Until Sale</b>	275	130	145	219	201	18

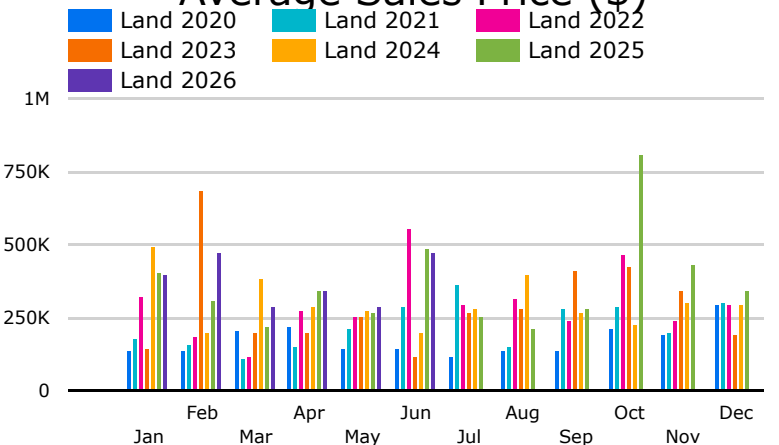
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lake County - Residential

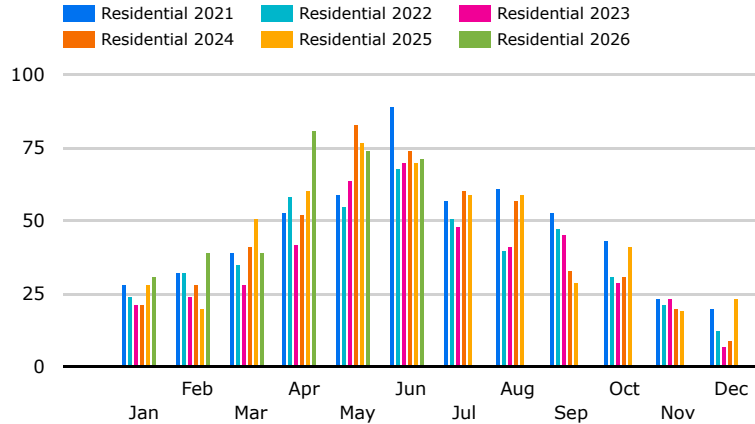
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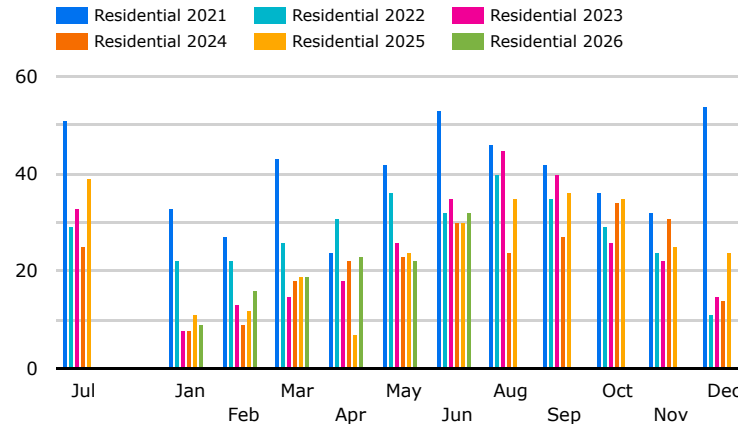
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	71	70	1	339	311	15
<b>Closed Sales</b>	32	30	2	122	103	19
<b>Median Sales Price (\$)</b>	560.0K	511.3K	48,750	577.5K	580.0K	380,000
<b>Average Sales Price (\$)</b>	876.1K	694.9K	181,259	827.7K	856.1K	-28,432
<b>Average % of Original List Price Received</b>	0.93	0.93	0%	0.92	0.92	0%
<b>Average Days on Market Until Sale</b>	114	124	-10	139	145	-6

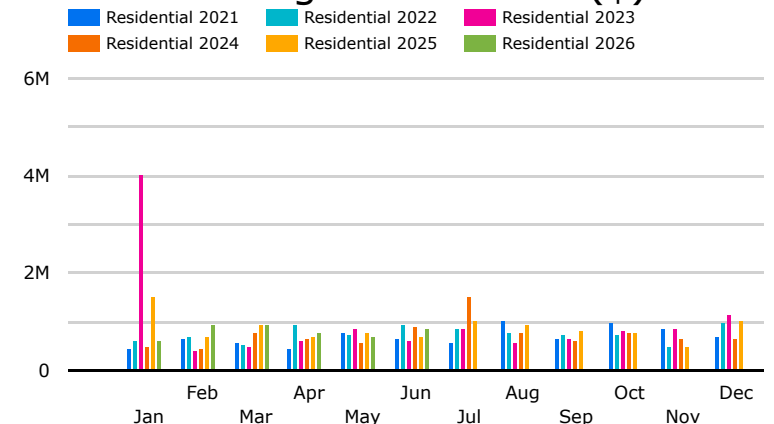
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Land

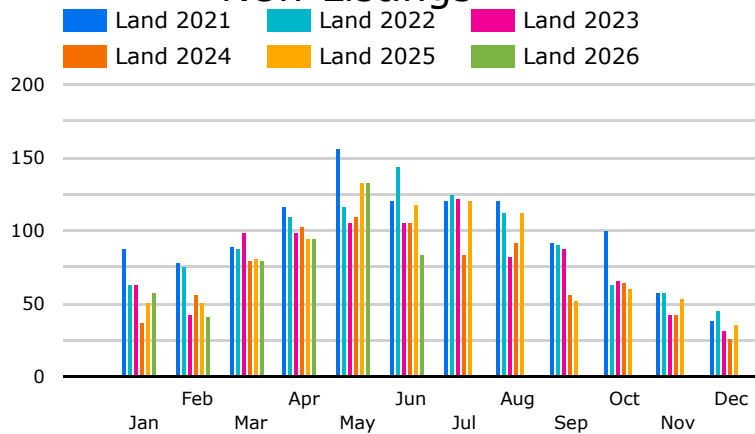
Month: Jun

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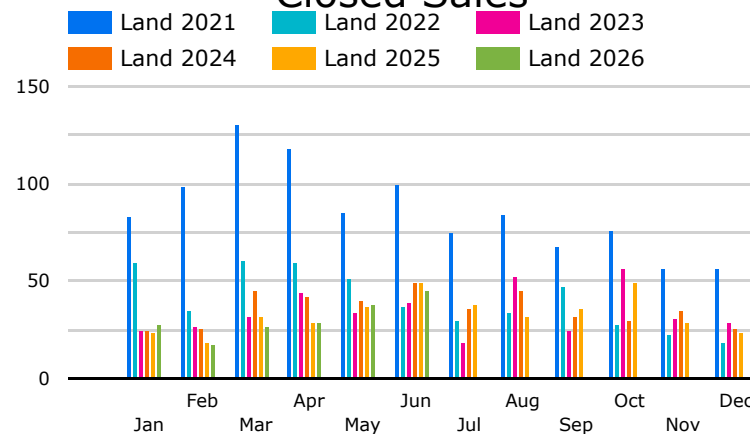
Tip: The best way to understand metrics is to only view one month at a time

	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	84	118	-34	491	531	-40
<b>Closed Sales</b>	45	49	-4	186	192	-6
<b>Median Sales Price (\$)</b>	325.0K	241.0K	84,000	345.0K	297.0K	48,000
<b>Average Sales Price (\$)</b>	426.9K	414.8K	12,132	522.1K	544.2K	-22,125
<b>Average % of Original List Price Received</b>	0.89	0.94	-5%	0.9	0.91	-1%
<b>Average Days on Market Until Sale</b>	179	182	-3	168	172	-4

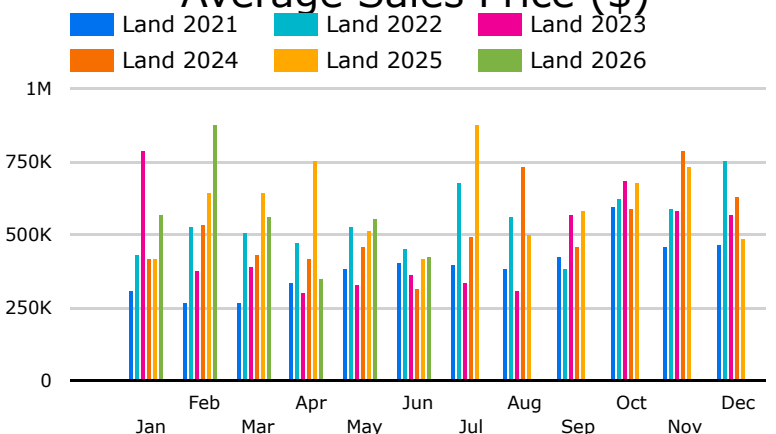
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Flathead County - Residential

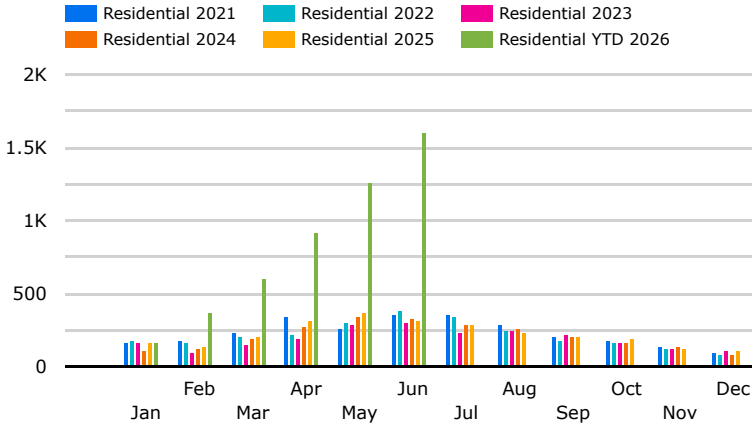
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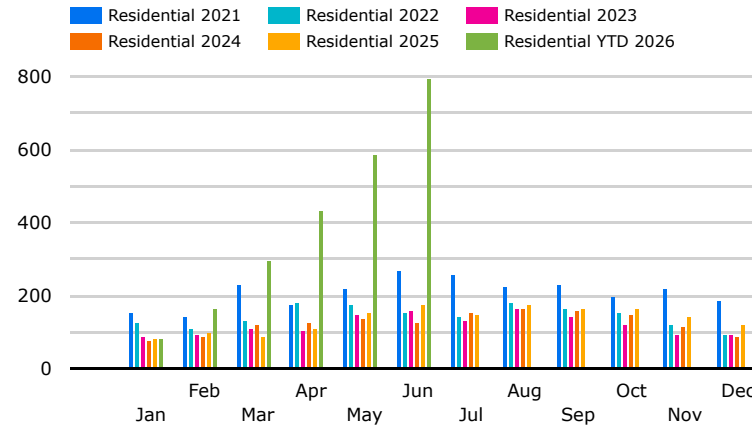
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	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	333	316	17	1,597	1,523	74
<b>Closed Sales</b>	209	175	34	797	710	87
<b>Median Sales Price (\$)</b>	640.0K	605.0K	35,000	634.9K	632.5K	2,400
<b>Average Sales Price (\$)</b>	924.7K	959.6K	-34,971	953.3K	909.2K	44,132
<b>Average % of Original List Price Received</b>	0.95	0.96	0%	0.95	0.94	1%
<b>Average Days on Market Until Sale</b>	87	103	-16	113	125	-12

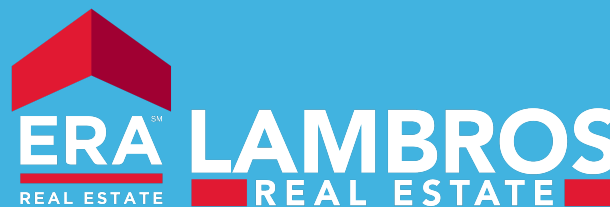
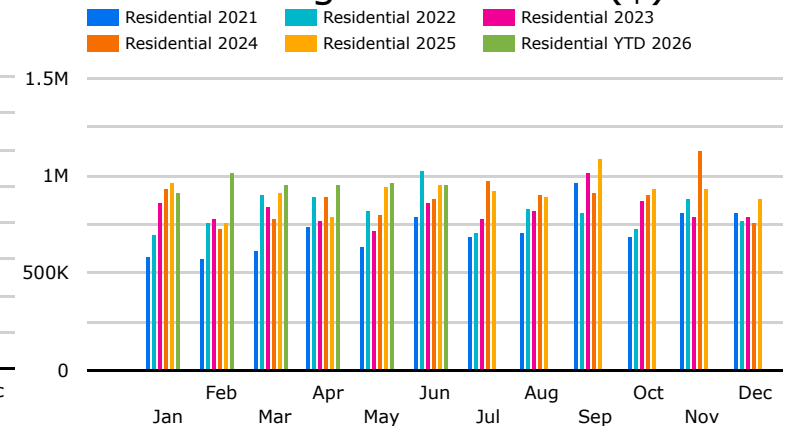
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Land

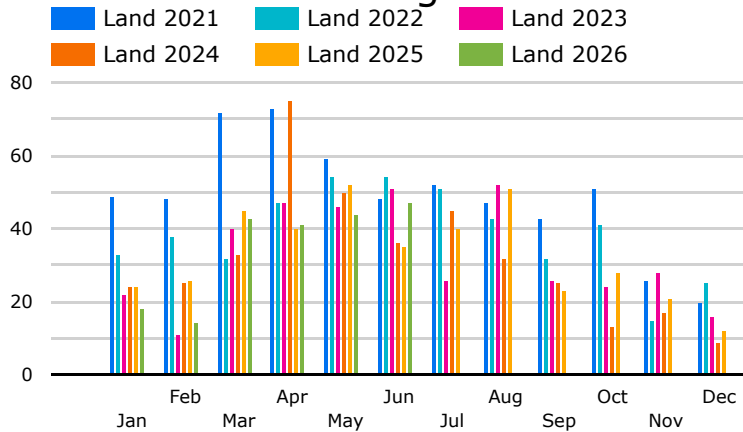
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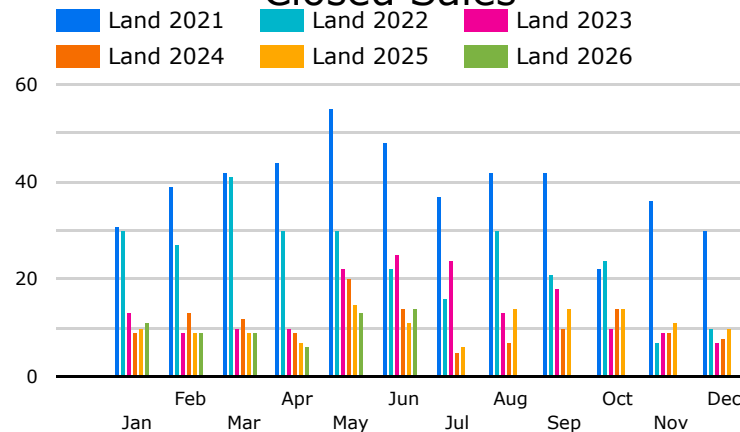
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	Land 2026	Land 2025	+/-	Land YTD 2026	Land YTD 2025	+/-
<b>New Listings</b>	47	35	12	208	222	-14
<b>Closed Sales</b>	14	11	3	62	62	0
<b>Median Sales Price (\$)</b>	215.0K	165.0K	50,000	186.5K	150.0K	36,500
<b>Average Sales Price (\$)</b>	205.6K	165.0K	18,091	201.9K	211.3K	-9,390
<b>Average % of Original List Price Received</b>	0.92	0.8	12%	0.91	0.82	9%
<b>Average Days on Market Until Sale</b>	253	132	-11	155	204	-49

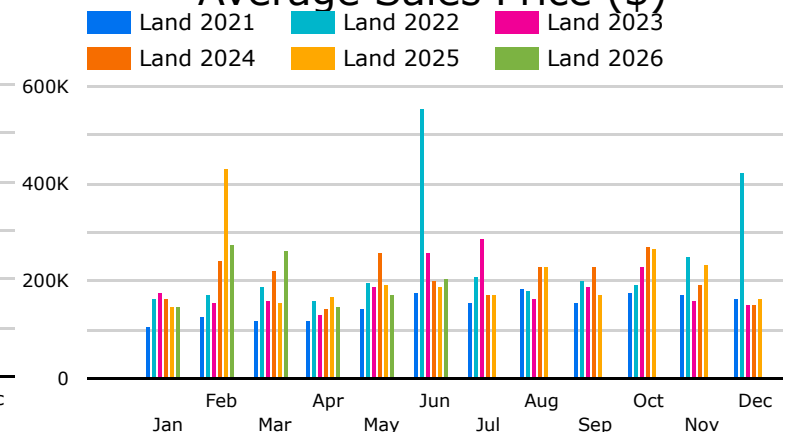
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

# Local Market Update Lincoln County - Residential

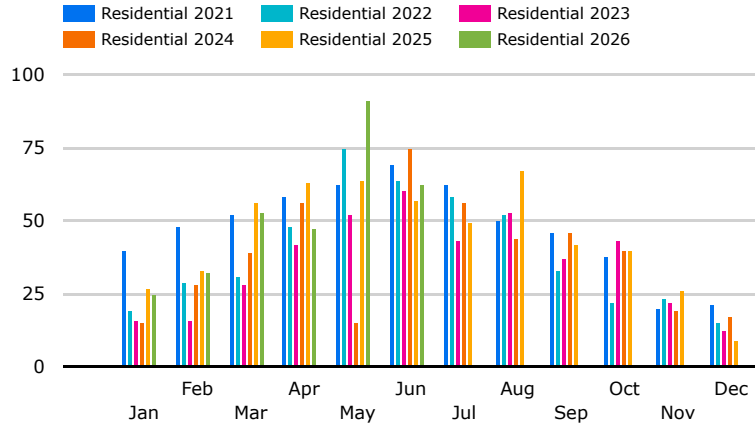
Month: Jun

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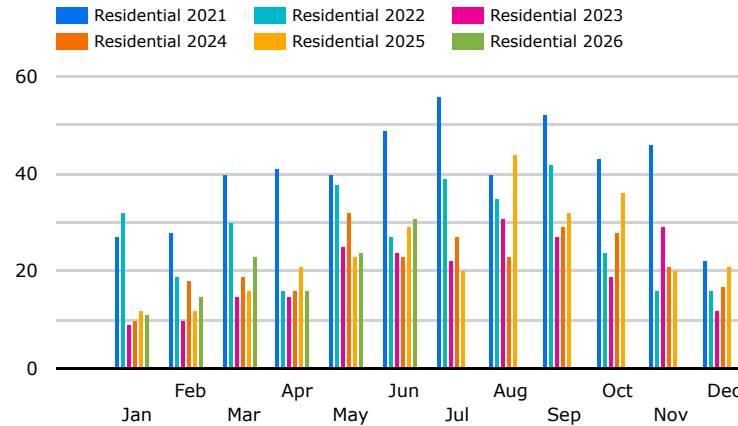
Tip: The best way to understand metrics is to only view one month at a time

	Residential 2026	Residential 2025	+/-	Residential YTD 2026	Residential YTD 2025	+/-
<b>New Listings</b>	62	57	5	314	303	11
<b>Closed Sales</b>	31	29	2	120	114	6
<b>Median Sales Price (\$)</b>	427.5K	437.0K	-9,500	384.5K	372.5K	12,000
<b>Average Sales Price (\$)</b>	422.2K	527.8K	-105,687	474.3K	482.3K	-8,001
<b>Average % of Original List Price Received</b>	0.92	0.93	-1%	0.91	0.9	1%
<b>Average Days on Market Until Sale</b>	167	110	57	160	139	21

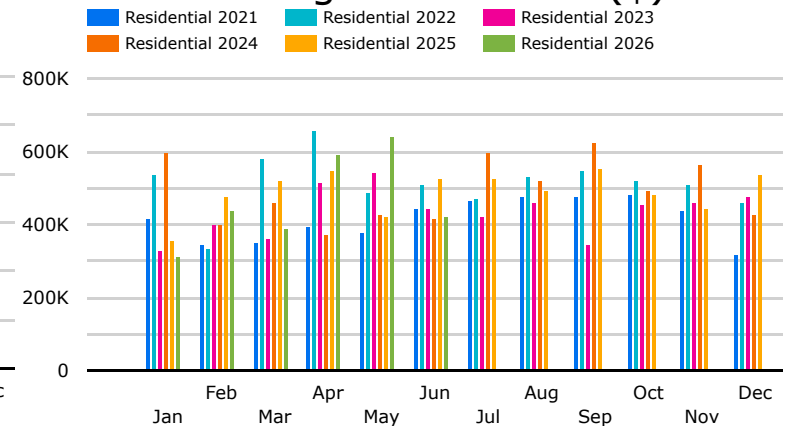
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS