

Local Market Update

Missoula County - Land

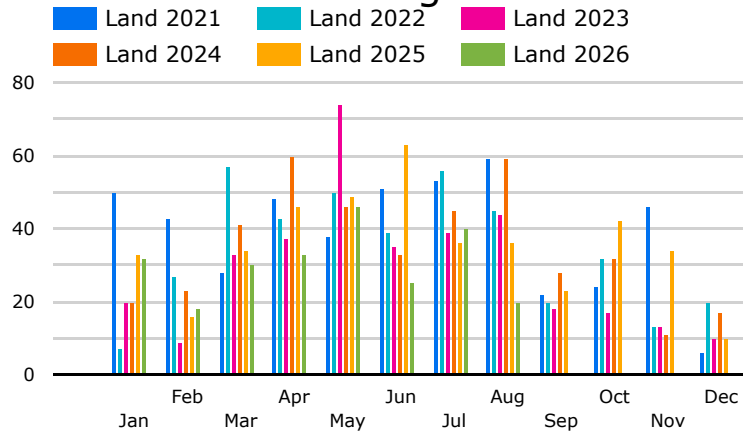
Month: Jul

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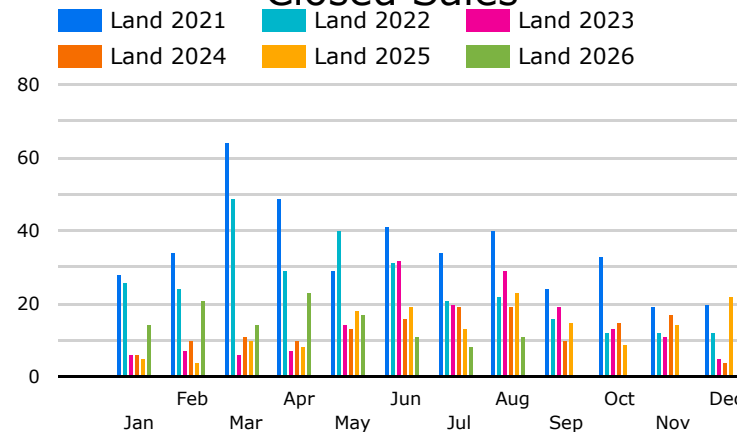
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2026 40	Land 2025 36	+/- 4	Land YTD 2026 222	Land YTD 2025 277	+/- -55
Closed Sales	8	13	-5	109	77	32
Median Sales Price (\$)	402.5K	185.0K	217,500	212.5K	225.0K	-12.5K
Average Sales Price (\$)	430.7K	319.1K	111,542	337.8K	367.1K	-29,296
Average % of Original List Price Received	0.99	0.91	8%	0.88	0.91	-3%
Average Days on Market Until Sale	118	177	-59	199	180	19

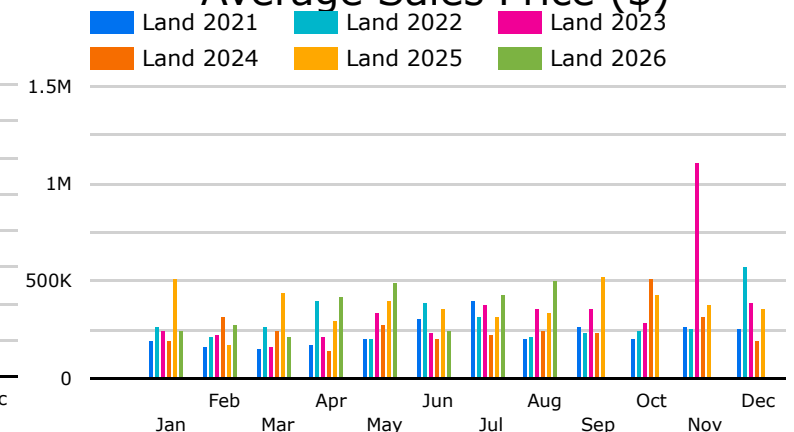
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

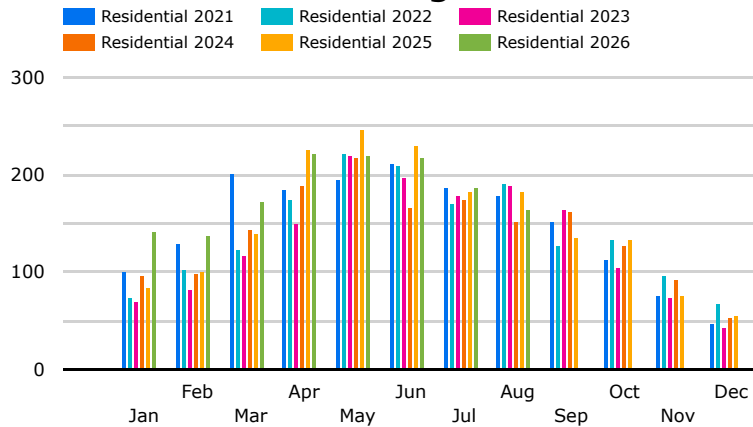
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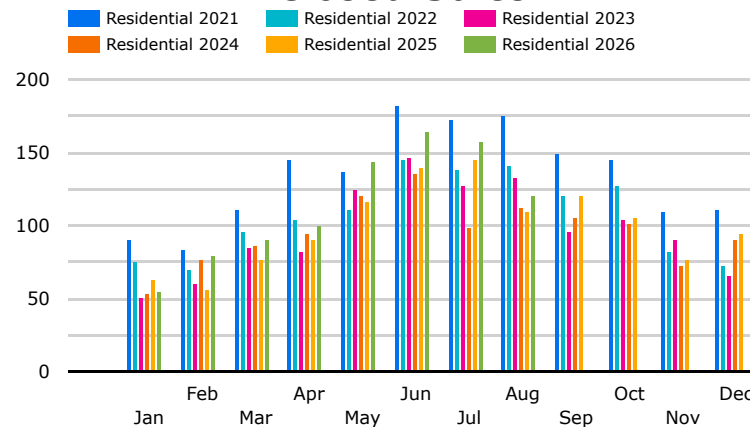
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New Listings	Residential 2026 186	Residential 2025 182	+/- 4	Residential YTD 2026 1,298	Residential YTD 2025 1,215	+/- 83
Closed Sales	158	145	13	791	690	101
Median Sales Price (\$)	527.0K	580.5K	-53,472	549.5K	574.0K	-24,500
Average Sales Price (\$)	630.7K	658.2K	-27,577	636.1K	655.5K	-19,379
Average % of Original List Price Received	0.96	0.97	-1%	0.96	0.97	-1%
Average Days on Market Until Sale	81	66	15	90	79	11

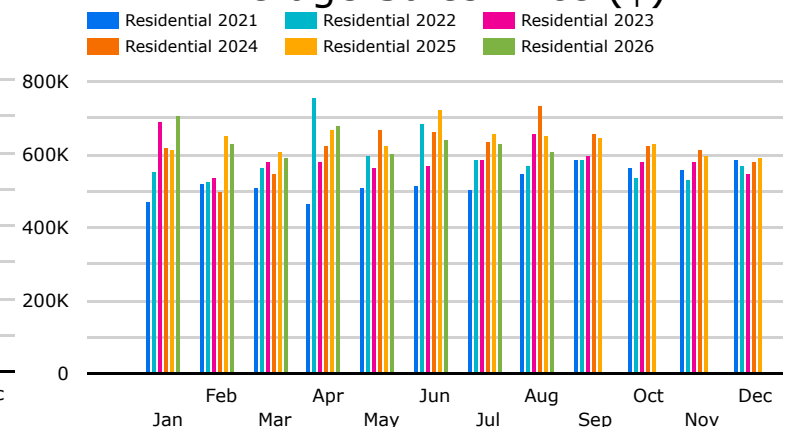
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

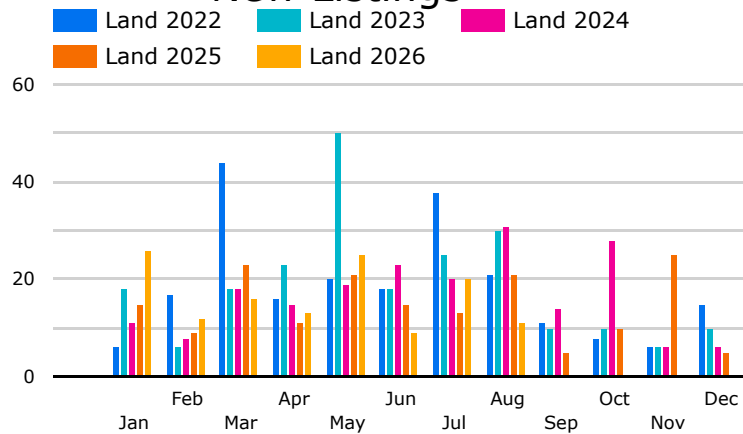
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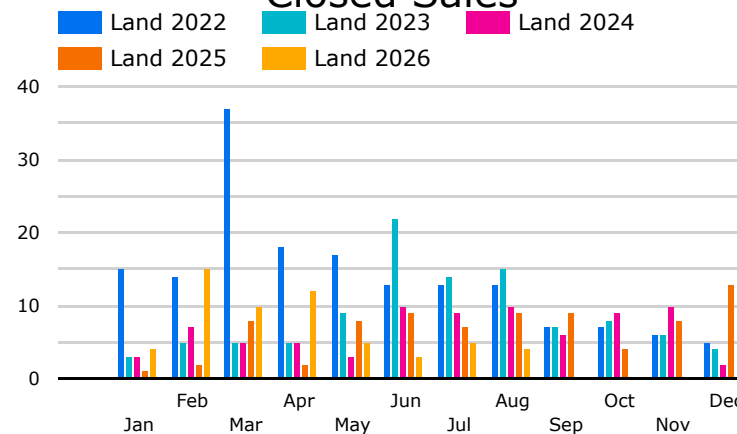
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New Listings	Land 2026 20	Land 2025 13	+/- 7	Land YTD 2026 119	Land YTD 2025 107	+/- -55
Closed Sales	5	7	-2	55	37	18
Median Sales Price (\$)	400.0K	365.0K	35,000	211.0K	205.0K	-12,500
Average Sales Price (\$)	352.1K	415.6K	-63,457	356.0K	415.6K	-29,296
Average % of Original List Price Received	1.01	0.9	11%	0.92	0.9	-3%
Average Days on Market Until Sale	72	256	-184	174	224	19

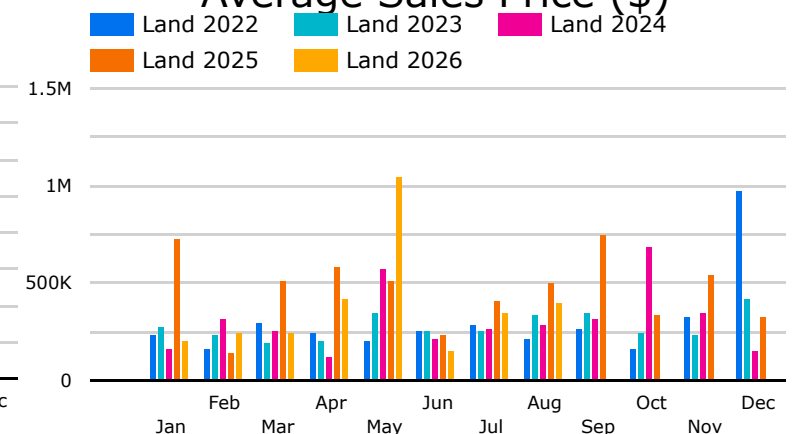
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

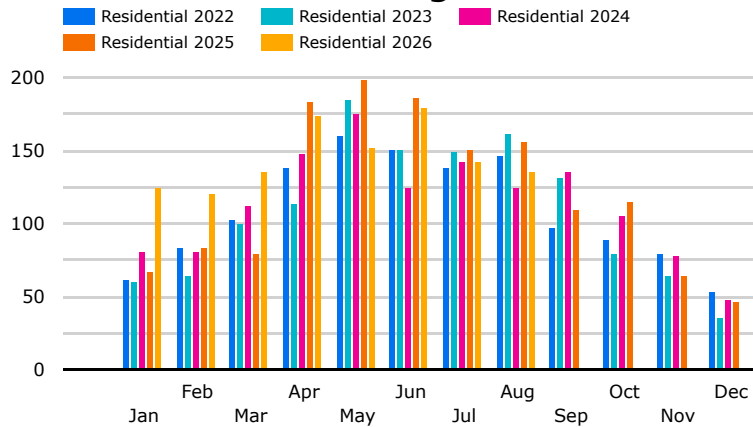
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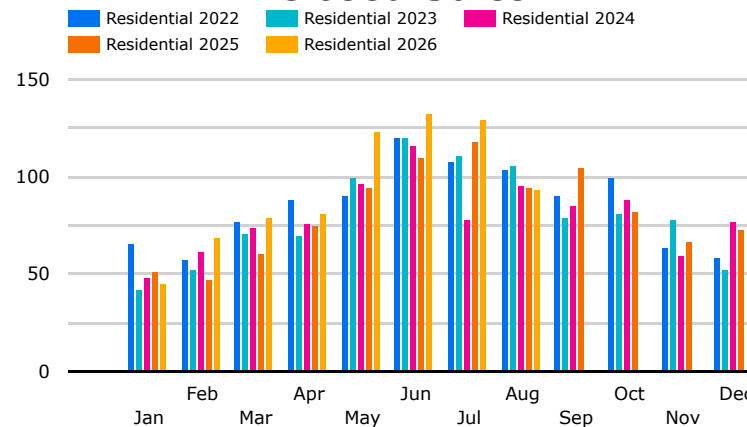
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New Listings	Residential 2026 142	Residential 2025 151	+/- -9	Residential YTD 2026 1,029	Residential YTD 2025 984	+/- 45
Closed Sales	129	118	11	661	557	104
Median Sales Price (\$)	525.0K	575.0K	-50,010	525.0K	565.0K	-20,000
Average Sales Price (\$)	614.8K	655.9K	-41,069	614.8K	652.2K	-27,778
Average % of Original List Price Received	0.97	0.97	0%	0.92	0.97	-1%
Average Days on Market Until Sale	84	61	23	1	70	20

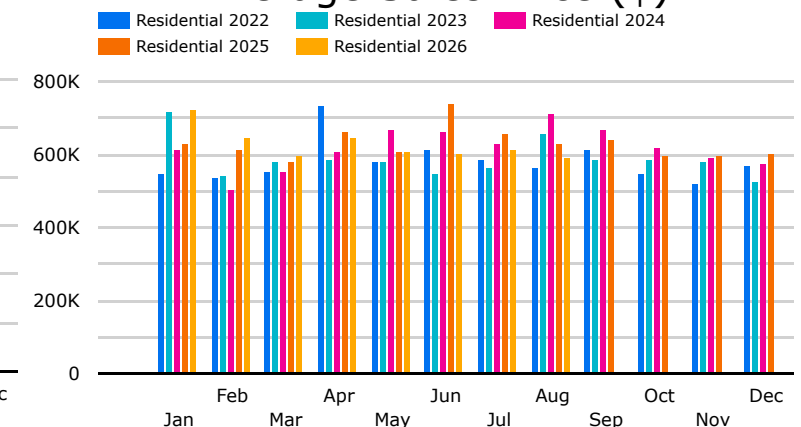
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

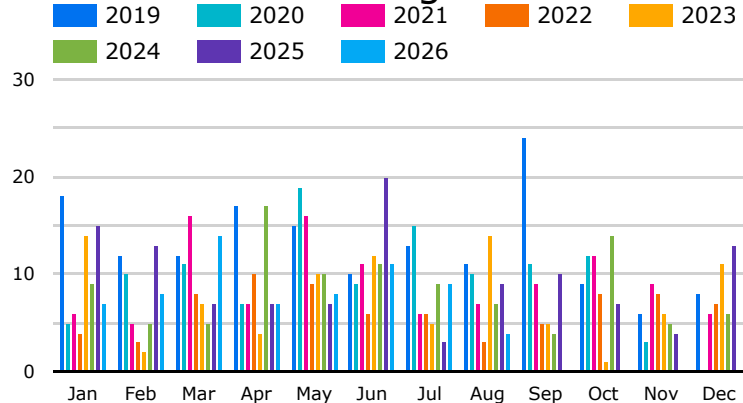
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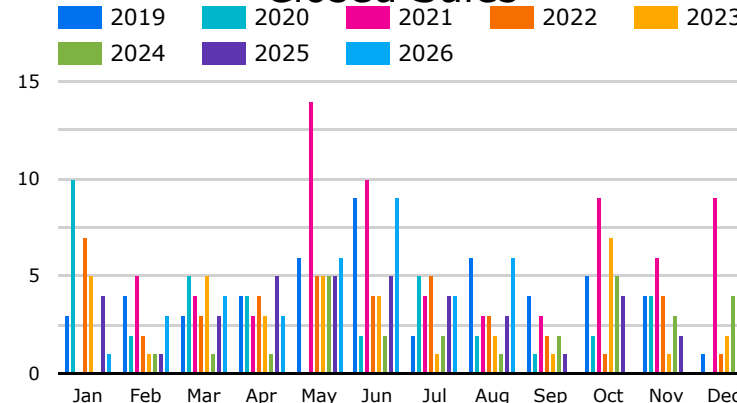
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New Listings	2026 9	2025 3	+/- 6	YTD 2026 65	YTD 2025 72	+/- -7
Closed Sales	4	4	0	30	27	3
Median Sales Price (\$)	925.0K	450.0K	475.0K	725.0K	700.0K	25,000
Average Sales Price (\$)	932.5K	422.9K	509.6K	1.1M	972.0K	104,519
Average % of Original List Price Received	0.9	0.9	0%	0.87	0.88	-1%
Average Days on Market Until Sale	324	180	144	265	222	43

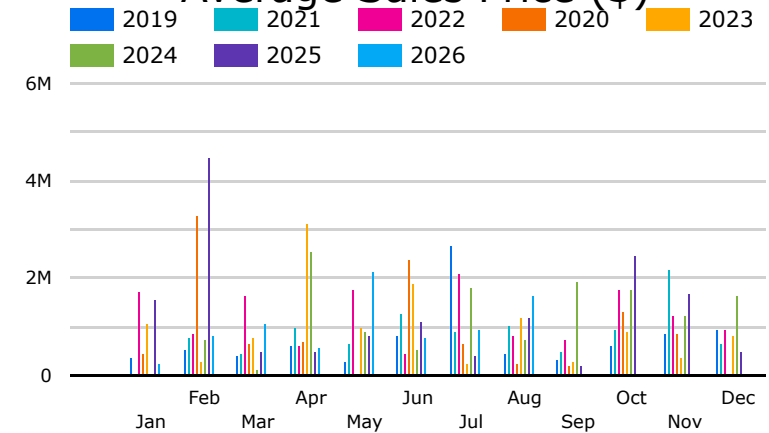
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

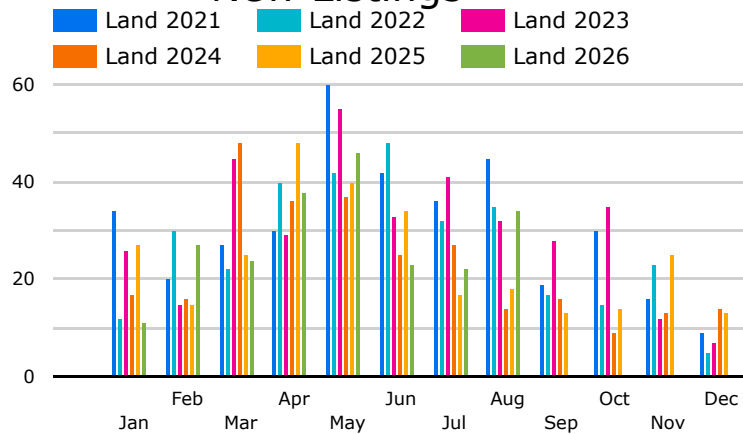
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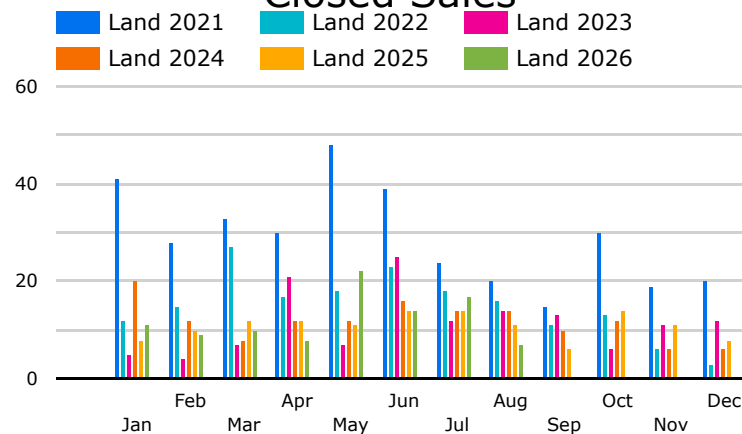
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New Listings	Land 2026 22	Land 2025 17	+/- 5	Land YTD 2026 189	Land YTD 2025 210	+/- -21
Closed Sales	17	14	3	97	80	17
Median Sales Price (\$)	375.0K	192.5K	182,500	284.9K	207.0K	77,900
Average Sales Price (\$)	408.5K	210.1K	198,408	315.2K	318.1K	-2,853
Average % of Original List Price Received	0.91	0.86	5%	0.92	0.91	1%
Average Days on Market Until Sale	116	122	-6	169	139	30

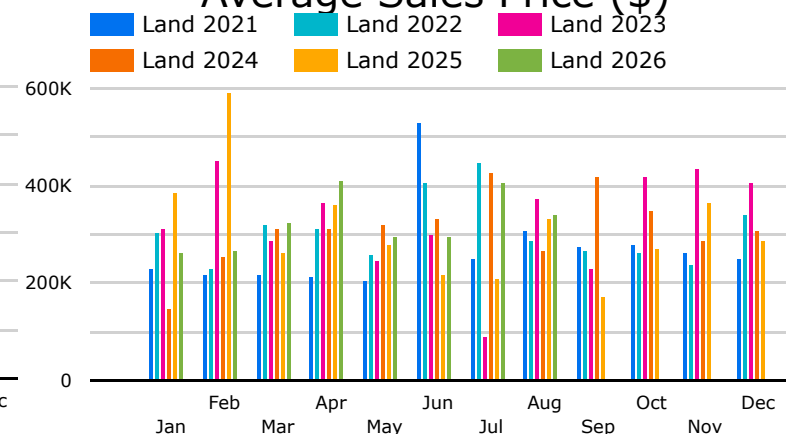
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

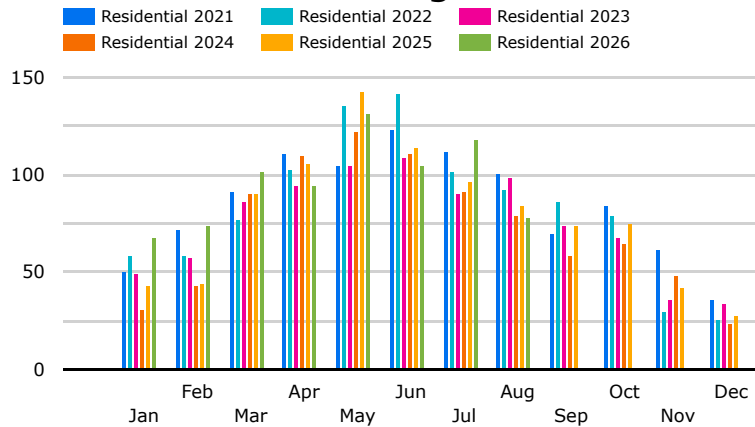
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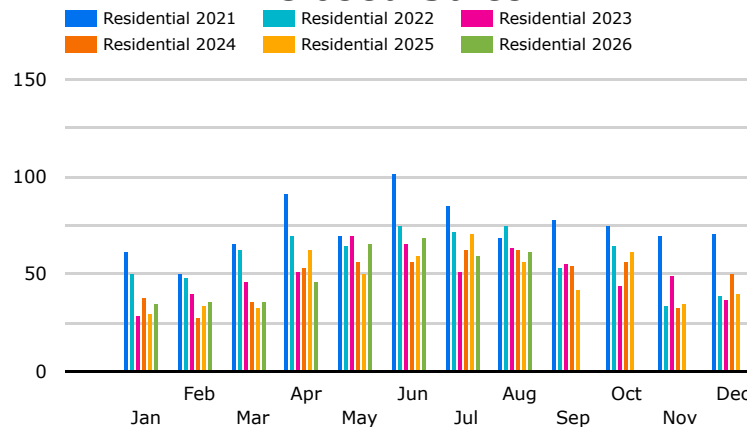
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New Listings	Residential 2026 118	Residential 2025 97	+/- 21	Residential YTD 2026 694	Residential YTD 2025 639	+/- 55
Closed Sales	60	71	-11	351	341	10
Median Sales Price (\$)	582.5K	625.0K	-42,500	580.0K	570.0K	10,000
Average Sales Price (\$)	681.0K	820.2K	-139,146	683.4K	655.4K	28,037
Average % of Original List Price Received	0.94	0.94	0%	0.94	0.94	0%
Average Days on Market Until Sale	92	78	14	106	96	10

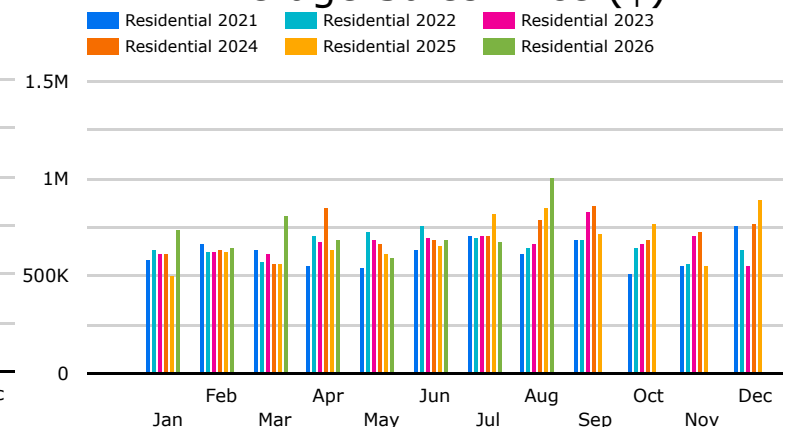
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

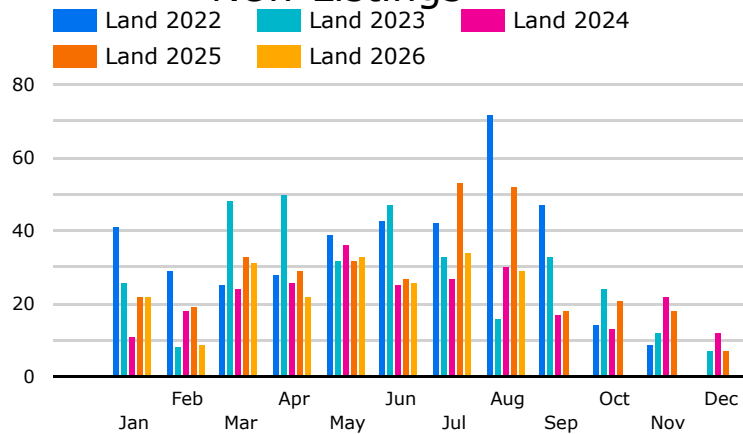
Month: Jul

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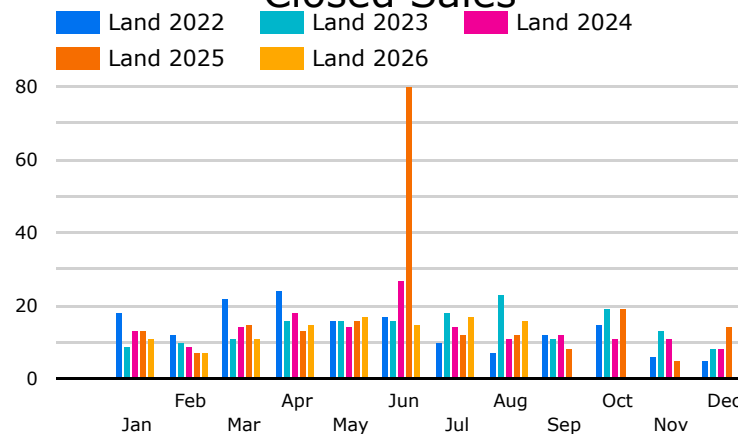
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New Listings	Land 2026 34	Land 2025 53	+/- -19	Land YTD 2026 180	Land YTD 2025 216	+/- -36
Closed Sales	17	12	5	95	98	-3
Median Sales Price (\$)	310.0K	295.0K	15,000	267.5K	250.5K	17,000
Average Sales Price (\$)	654.8K	607.3K	47,469	480.8K	476.3K	4,484
Average % of Original List Price Received	0.89	0.95	-6%	0.9	0.94	-4%
Average Days on Market Until Sale	185	140	45	165	153	12

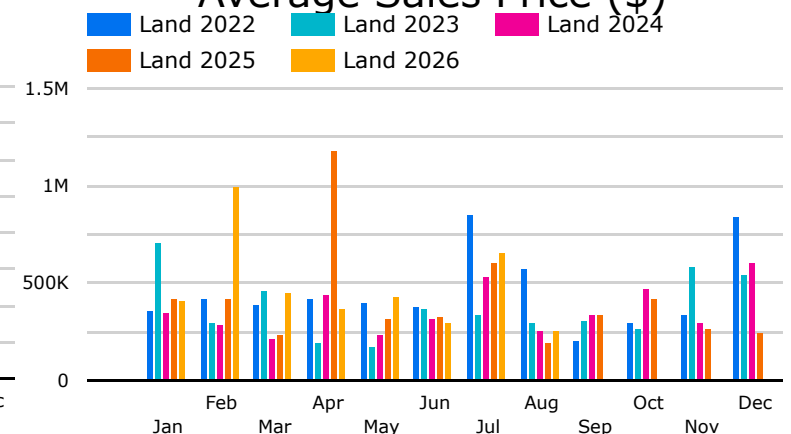
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

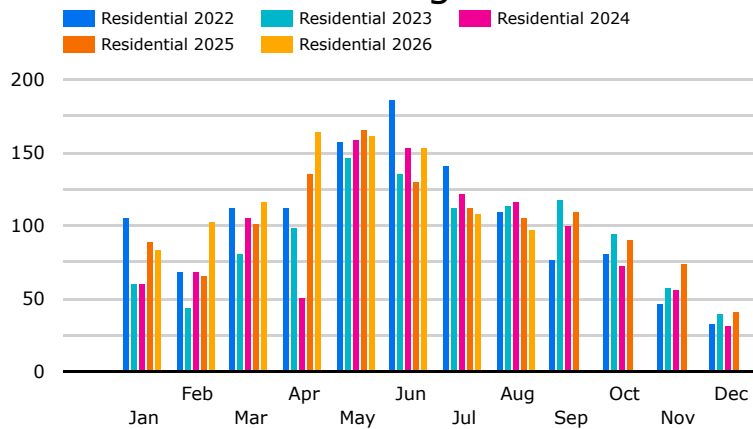
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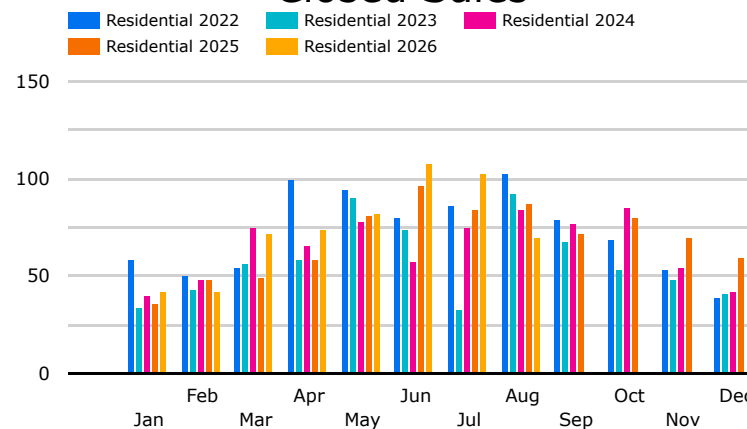
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New Listings	Residential 2026 108	Residential 2025 112	+/- -10	Residential YTD 2026 893	Residential YTD 2025 806	+/- 87
Closed Sales	103	84	9	526	458	68
Median Sales Price (\$)	576.0K	575.0K	63,000	560.0K	566.0K	-6,000
Average Sales Price (\$)	661.9K	722.7K	35,761	671.1K	697.0K	-25,837
Average % of Original List Price Received	0.96	0.93	-3%	0.95	0.95	0%
Average Days on Market Until Sale	88	87	8	105	115	-10

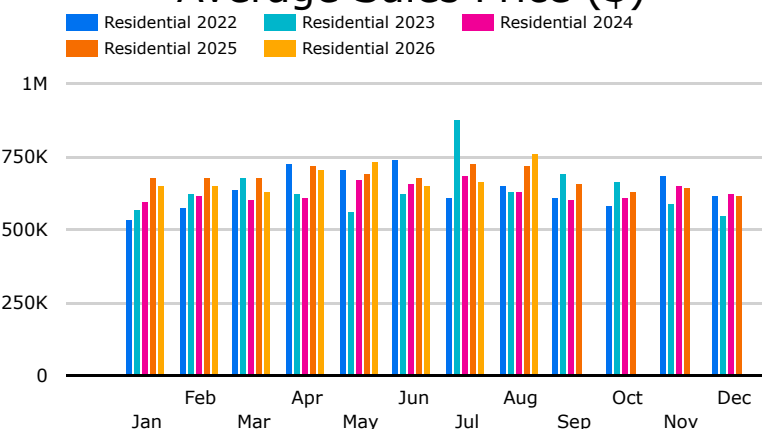
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

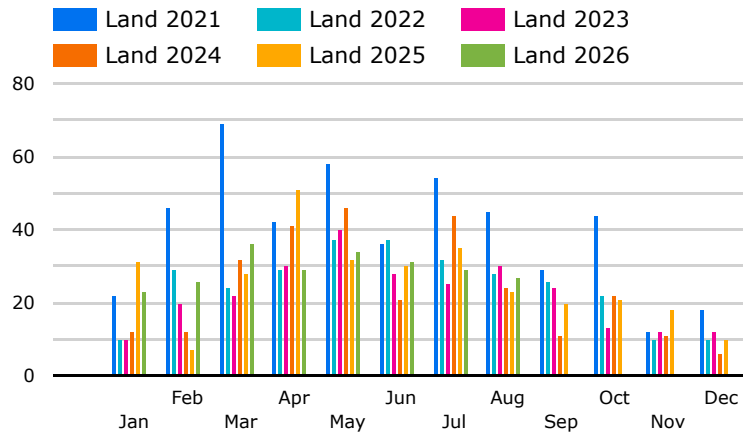
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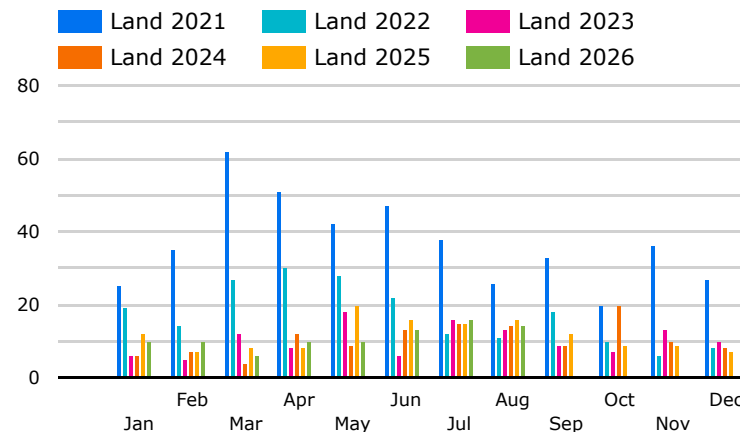
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New Listings	Land 2026 29	Land 2025 35	+/- -6	Land YTD 2026 210	Land YTD 2025 214	+/- -4
Closed Sales	16	15	1	77	85	-8
Median Sales Price (\$)	185.0K	177.5K	7,500	190.0K	210.0K	-20,000
Average Sales Price (\$)	280.2K	250.1K	38,180	365.5K	330.5K	35,007
Average % of Original List Price Received	0.91	0.89	2%	0.88	0.88	0%
Average Days on Market Until Sale	195	198	-3	214	200	14

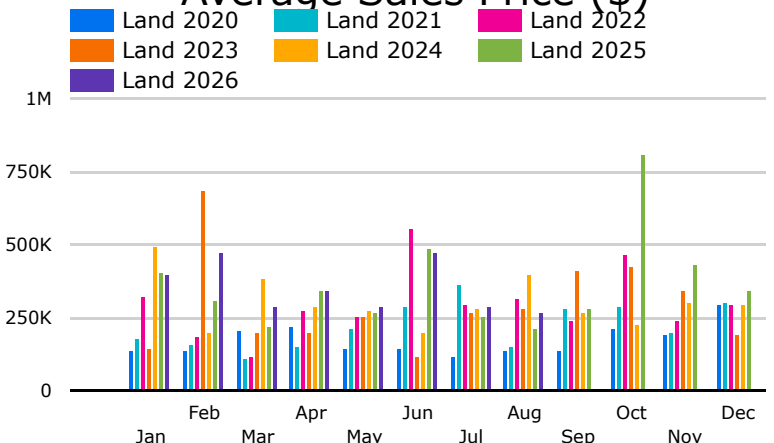
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

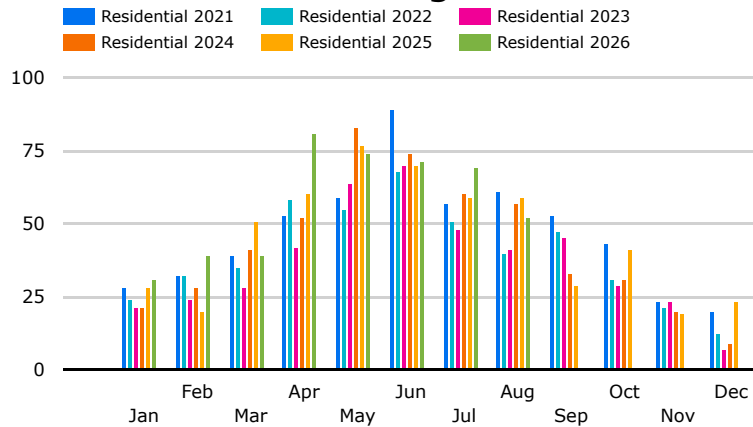
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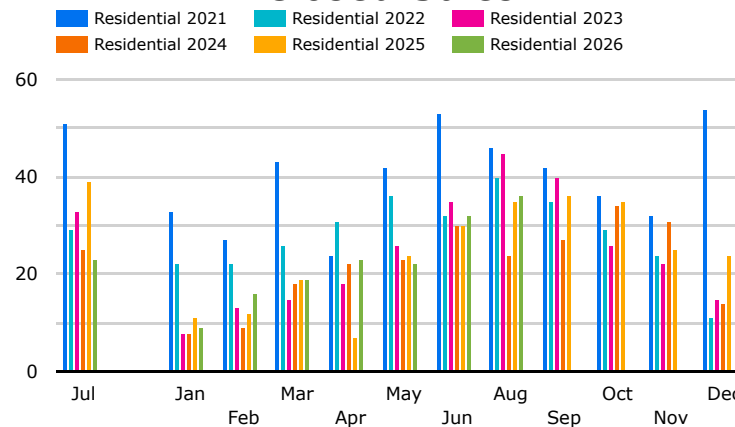
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New Listings	Residential 2026 69	Residential 2025 59	+/- 10	Residential YTD 2026 410	Residential YTD 2025 370	+/- 13
Closed Sales	23	39	-16	145	141	4
Median Sales Price (\$)	545.0K	630.0K	-85,000	565.0K	600.0K	63,500
Average Sales Price (\$)	758.7K	1.0M	-281,770	816.7K	905.7K	-88,992
Average % of Original List Price Received	0.95	0.9	5%	0.92	0.92	0%
Average Days on Market Until Sale	117	138	-21	135	141	-6

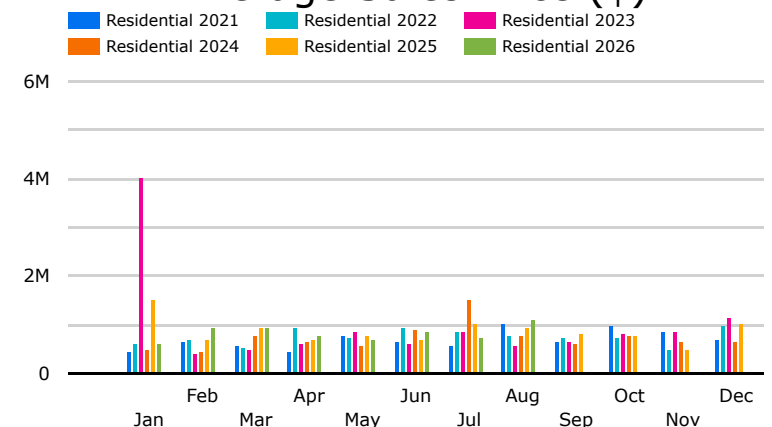
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

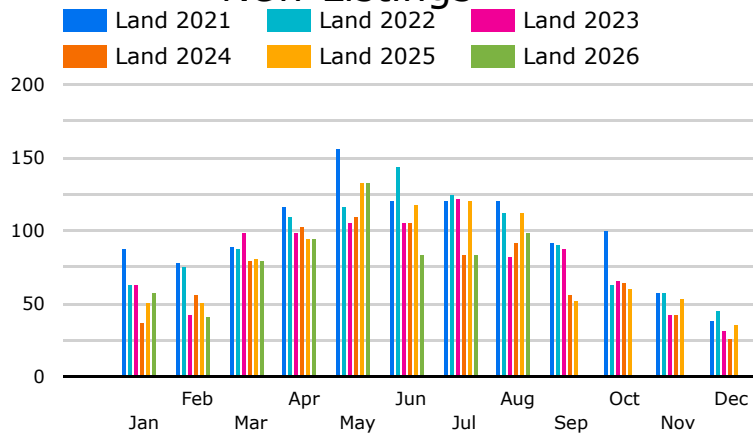
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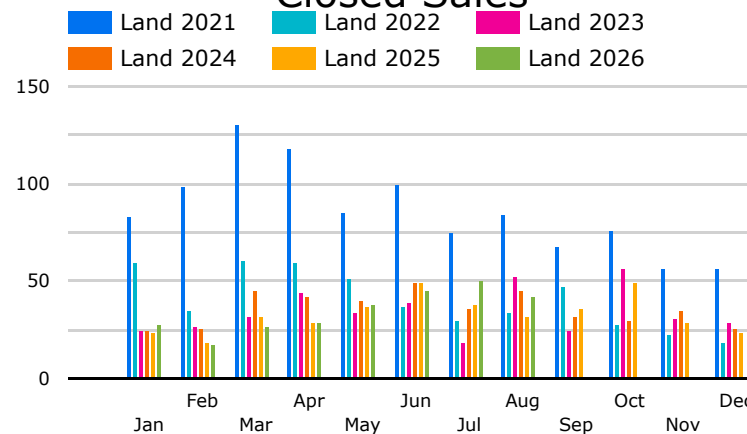
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New Listings	Land 2026 83	Land 2025 121	+/- -38	Land YTD 2026 575	Land YTD 2025 652	+/- -77
Closed Sales	50	38	12	236	230	6
Median Sales Price (\$)	422.0K	372.0K	50,000	351.0K	305.8K	45,250
Average Sales Price (\$)	682.1K	874.8K	-192,673	556.0K	598.9K	-42,840
Average % of Original List Price Received	0.88	0.91	-3%	0.9	0.92	-2%
Average Days on Market Until Sale	162	168	-6	167	171	-4

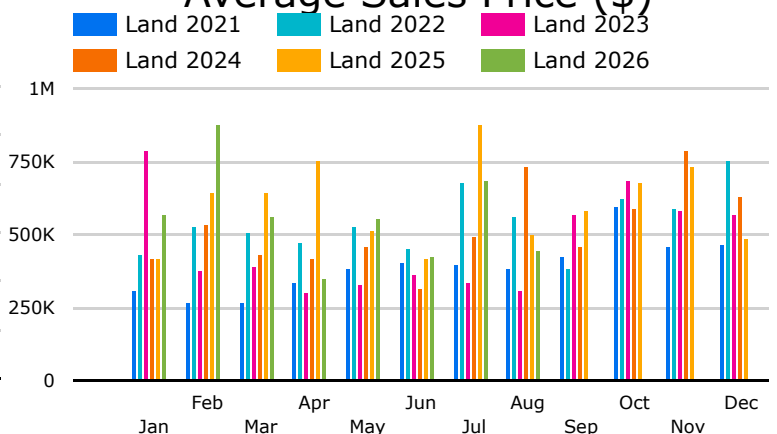
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

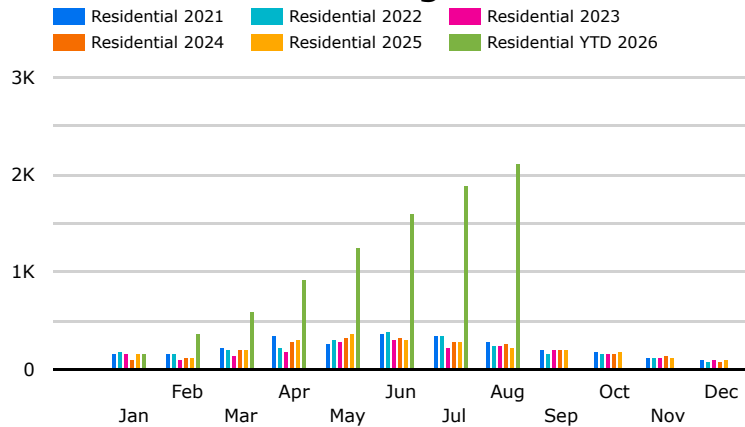
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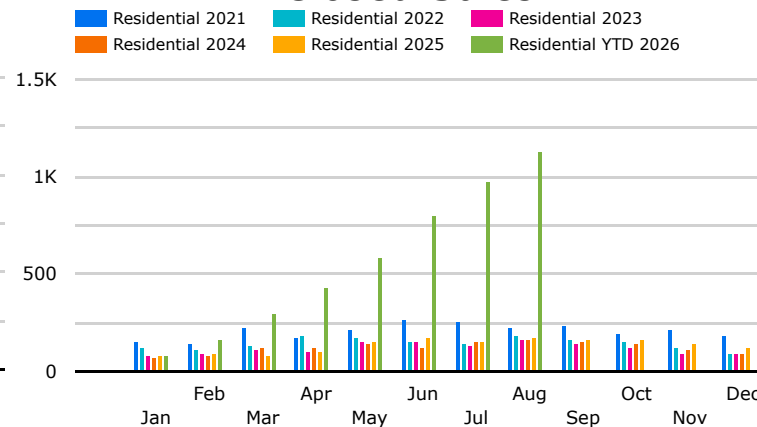
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New Listings	Residential 2026 283	Residential 2025 292	+/- -9	Residential YTD 2026 1,885	Residential YTD 2025 1,819	+/- 66
Closed Sales	181	149	32	979	859	120
Median Sales Price (\$)	620.0K	630.0K	-10,000	629.8K	630.0K	-250
Average Sales Price (\$)	890.3K	921.4K	-31,081	942.2K	911.3K	30,956
Average % of Original List Price Received	0.95	0.92	-2%	0.95	0.93	2%
Average Days on Market Until Sale	97	97	0	110	120	-10

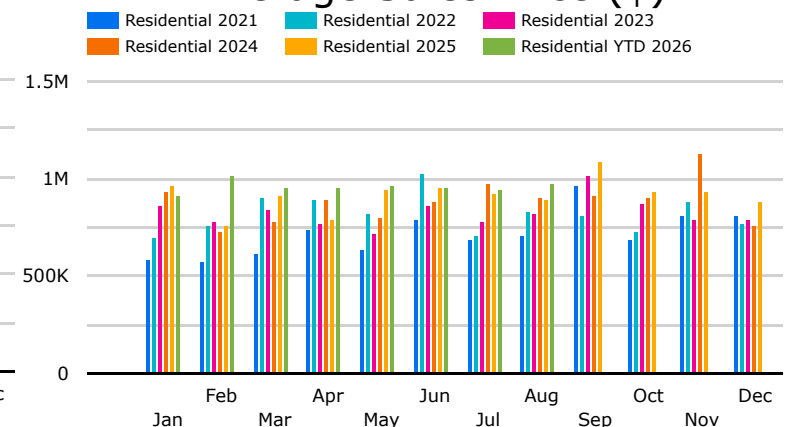
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Land

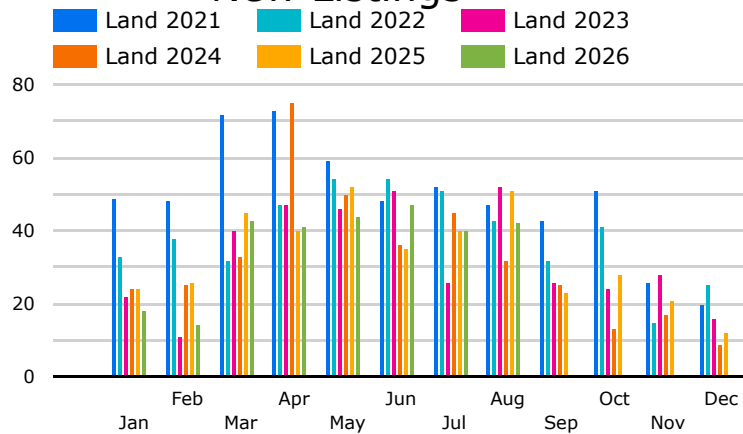
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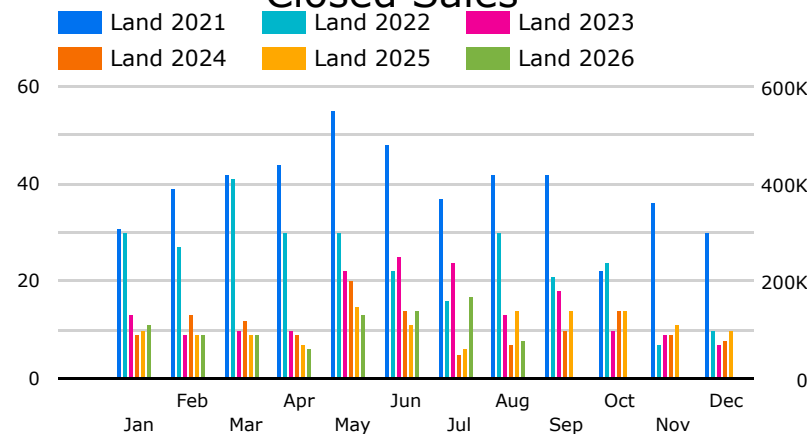
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New Listings	Land 2026 40	Land 2025 40	+/- 0	Land YTD 2026 247	Land YTD 2025 263	+/- -16
Closed Sales	17	6	11	79	68	11
Median Sales Price (\$)	130.0K	142.5K	-12,500	179.0K	150.0K	29,000
Average Sales Price (\$)	171.3K	142.5K	-2,385	195.3K	208.0K	-12,661
Average % of Original List Price Received	0.9	0.86	4%	0.91	0.82	9%
Average Days on Market Until Sale	165	149	-25	148	199	-51

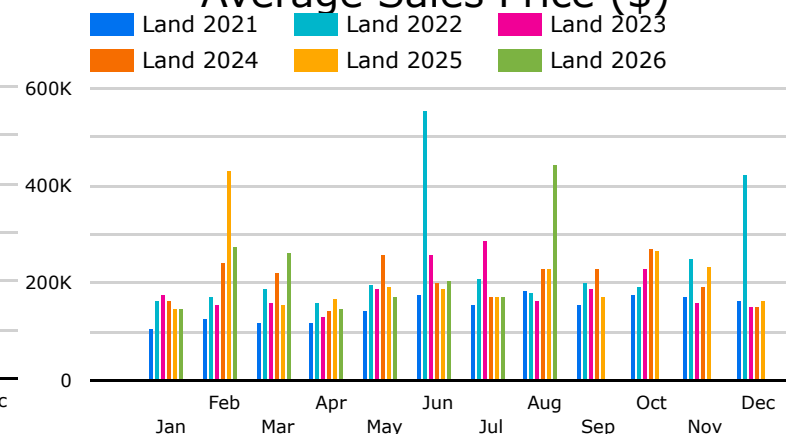
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update Lincoln County - Residential

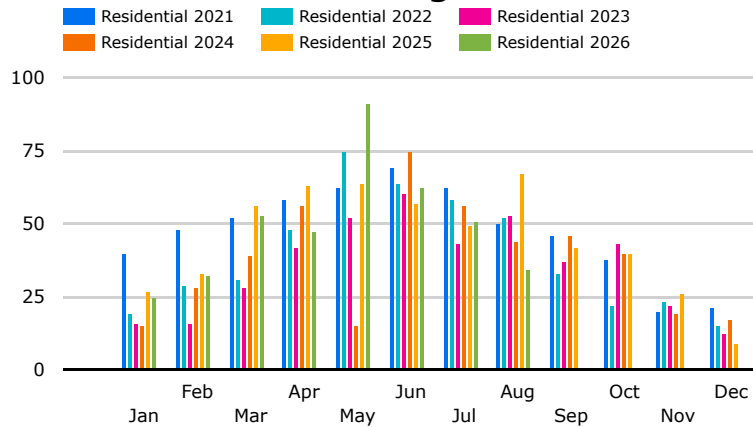
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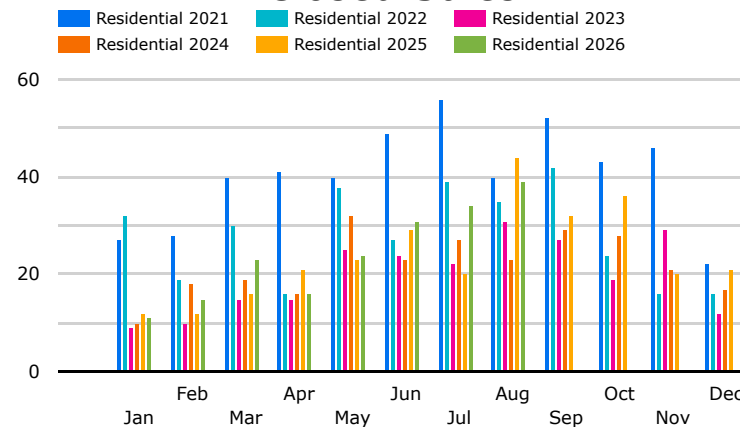
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New Listings	Residential 2026 51	Residential 2025 49	+/- 2	Residential YTD 2026 366	Residential YTD 2025 351	+/- 15
Closed Sales	34	20	14	154	134	20
Median Sales Price (\$)	492.0K	440.0K	52,000	418.6K	387.3K	31,300
Average Sales Price (\$)	597.3K	525.5K	71,763	501.4K	488.7K	12,703
Average % of Original List Price Received	0.93	0.9	3%	0.91	0.9	1%
Average Days on Market Until Sale	134	137	-3	155	138	17

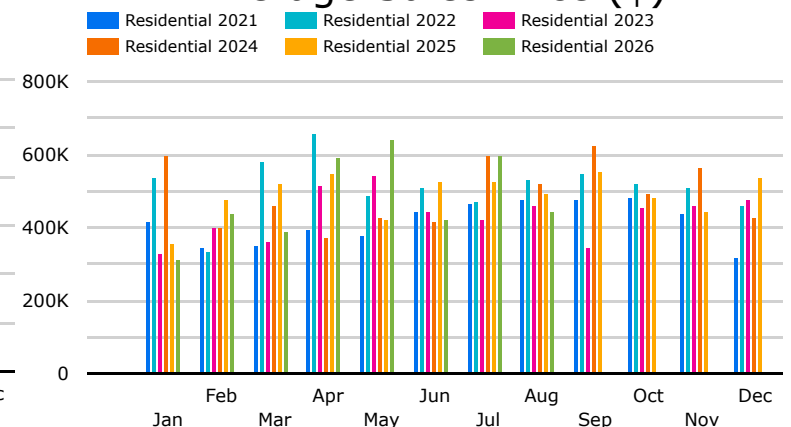
New Listings



Closed Sales



Average Sales Price (\$)



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