

Local Market Update

Missoula County - Land

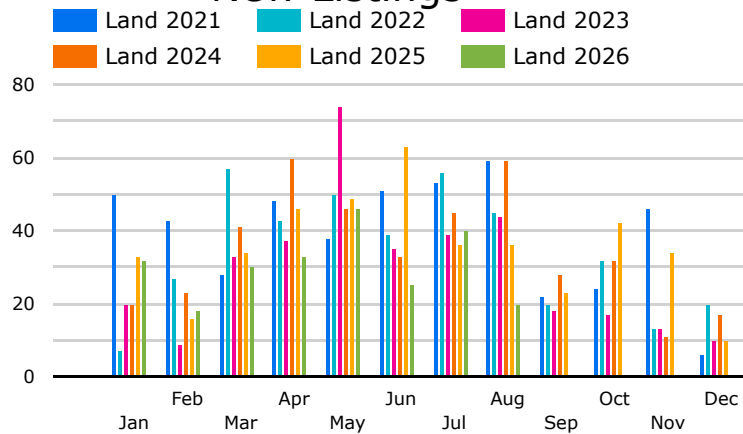
Month: Aug

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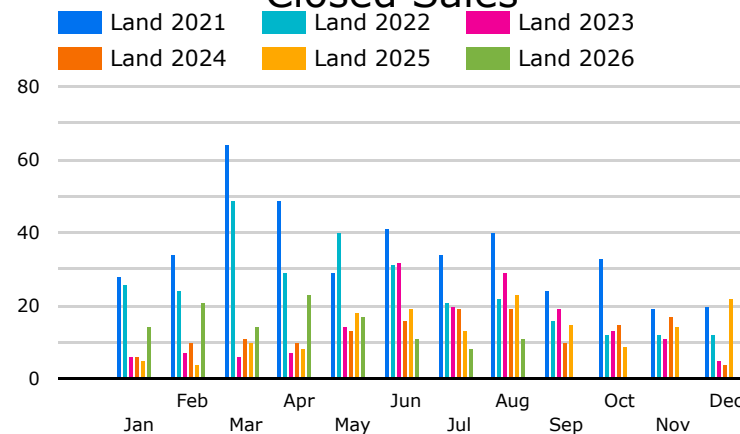
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2026 20	Land 2025 36	+/- -16	Land YTD 2026 242	Land YTD 2025 312	+/- -70
Closed Sales	11	23	-12	120	100	20
Median Sales Price (\$)	375.0K	175.0K	200,000	223.0K	221.3K	1.8K
Average Sales Price (\$)	502.0K	336.6K	165,461	352.8K	360.1K	-7,226
Average % of Original List Price Received	0.87	0.96	-9%	0.88	0.92	-4%
Average Days on Market Until Sale	230	124	106	202	167	35

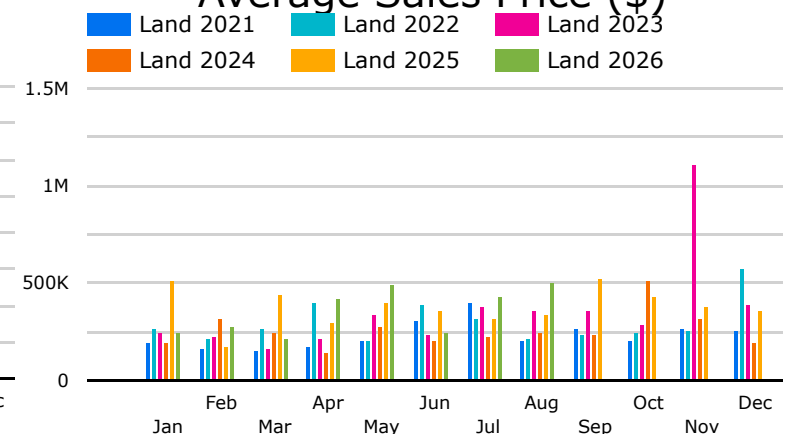
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

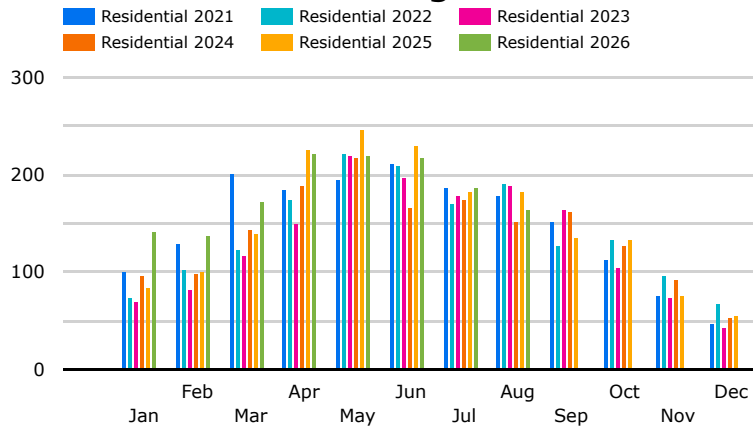
Month: Aug

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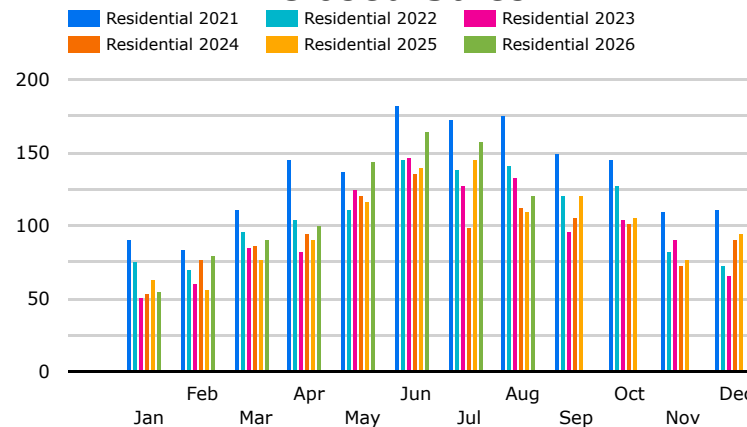
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New Listings	Residential 2026 164	Residential 2025 182	+/- -18	Residential YTD 2026 1,463	Residential YTD 2025 1,398	+/- 65
Closed Sales	121	110	11	912	800	112
Median Sales Price (\$)	549.0K	586.0K	-37,000	549.3K	575.0K	-25,750
Average Sales Price (\$)	607.9K	649.4K	-41,491	632.4K	654.7K	-22,283
Average % of Original List Price Received	0.96	0.96	0%	0.96	0.97	-1%
Average Days on Market Until Sale	91	69	22	90	78	12

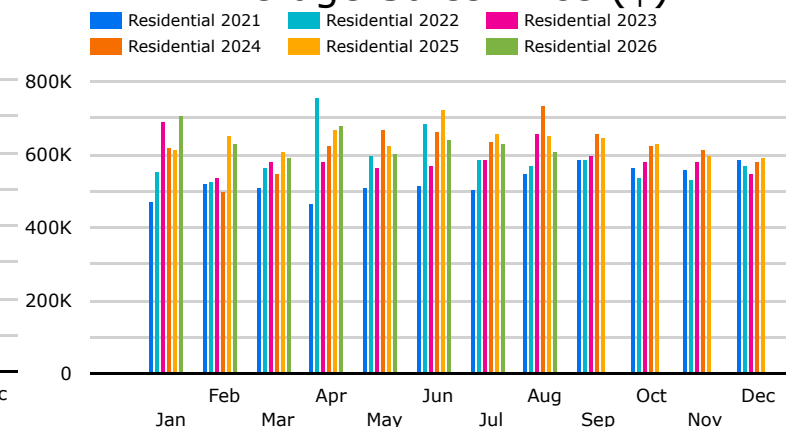
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

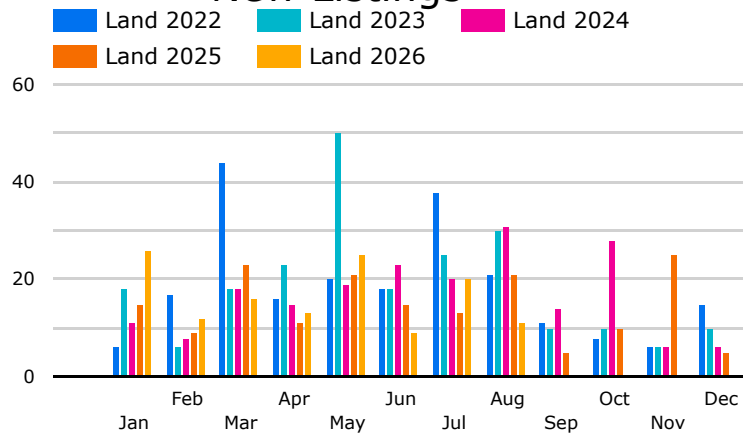
Month: Aug

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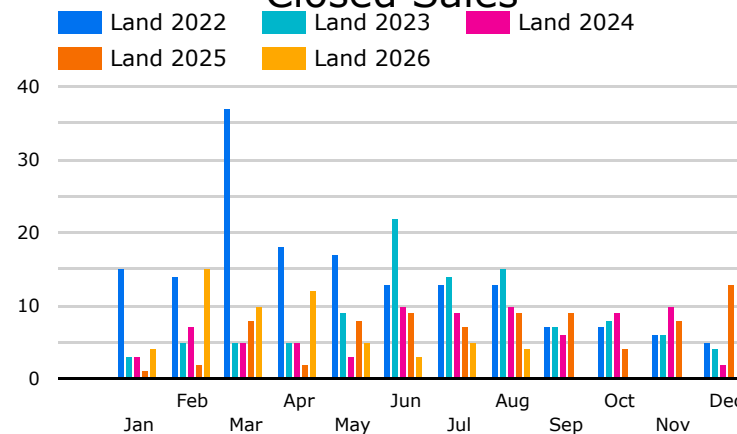
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New Listings	Land 2026 11	Land 2025 21	+/- -10	Land YTD 2026 130	Land YTD 2025 128	+/- -70
Closed Sales	4	9	-5	59	46	13
Median Sales Price (\$)	375.0K	175.0K	200,000	212.5K	197.5K	1,750
Average Sales Price (\$)	405.6K	506.9K	-101,242	359.4K	433.5K	-7,226
Average % of Original List Price Received	0.92	0.96	-4%	0.92	0.91	-4%
Average Days on Market Until Sale	257	165	92	179	212	35

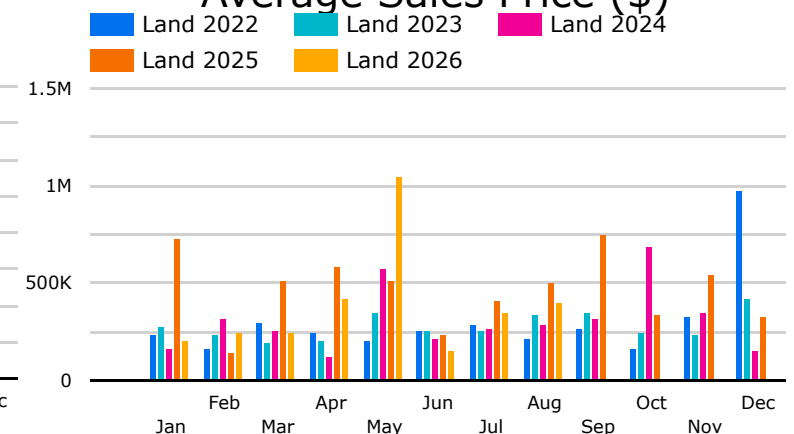
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

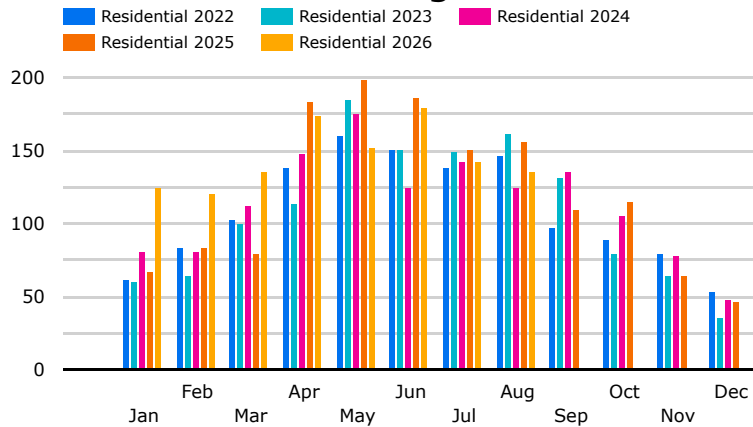
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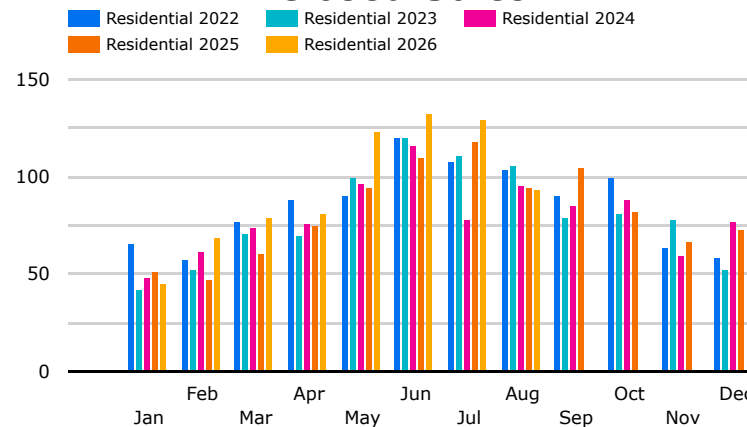
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New Listings	Residential 2026 135	Residential 2025 156	+/- -21	Residential YTD 2026 1,165	Residential YTD 2025 1,142	+/- 23
Closed Sales	94	95	-1	755	652	103
Median Sales Price (\$)	538.5K	585.0K	-46,500	538.5K	568.0K	-23,000
Average Sales Price (\$)	592.8K	632.4K	-39,645	592.8K	649.4K	-28,836
Average % of Original List Price Received	0.96	0.96	0%	0.92	0.97	-1%
Average Days on Market Until Sale	86	63	23	1	69	21

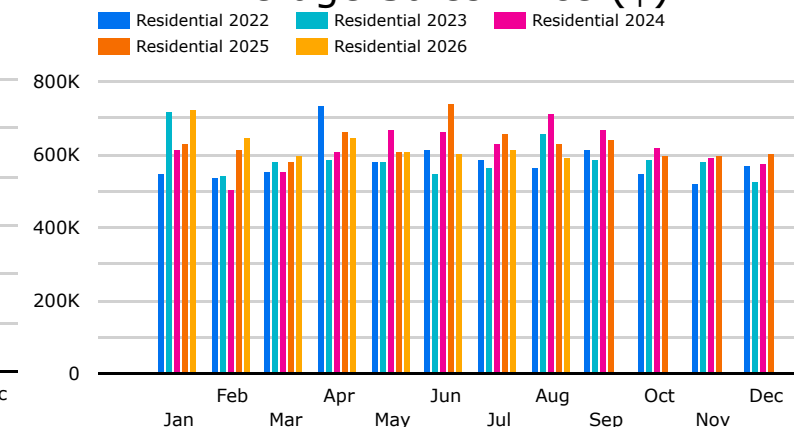
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

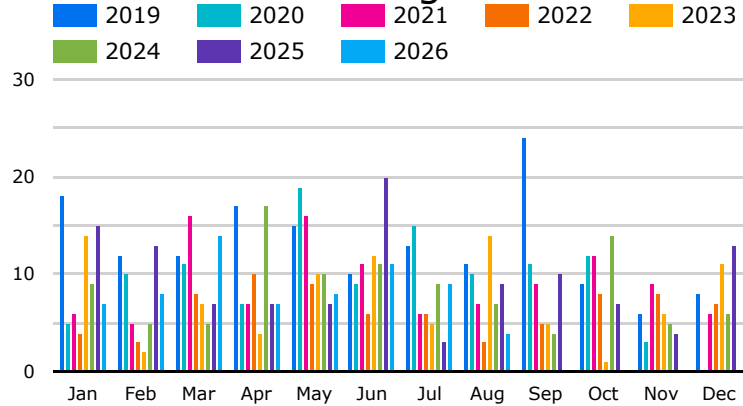
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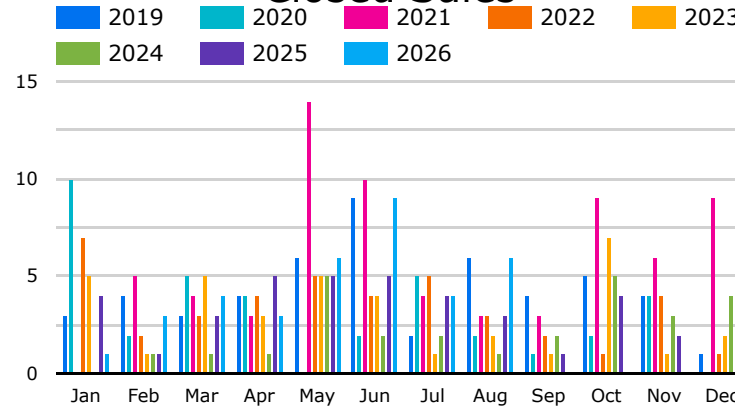
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New Listings	2026 4	2025 9	+/- -5	YTD 2026 70	YTD 2025 81	+/- -11
Closed Sales	6	3	3	36	30	6
Median Sales Price (\$)	1.5M	485.0K	1.0M	766.5K	667.5K	99,000
Average Sales Price (\$)	1.6M	1.2M	430.9K	1.2M	995.9K	174,888
Average % of Original List Price Received	0.8	0.92	-12%	0.86	0.88	-2%
Average Days on Market Until Sale	324	211	113	275	221	54

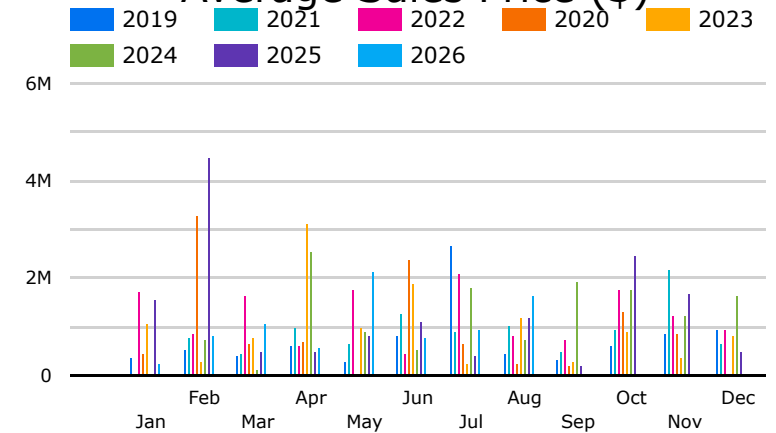
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

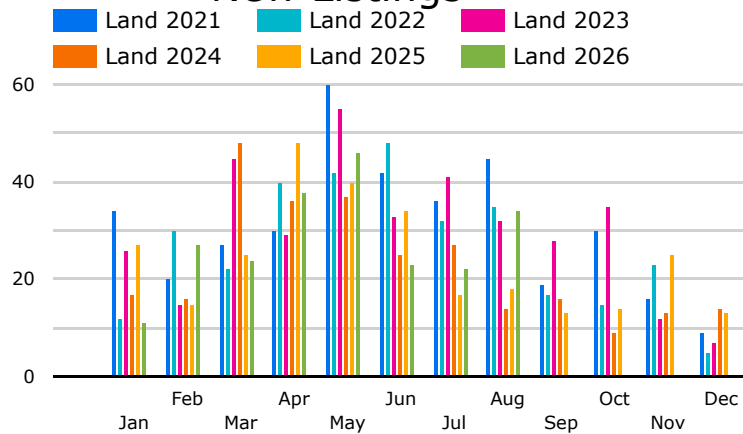
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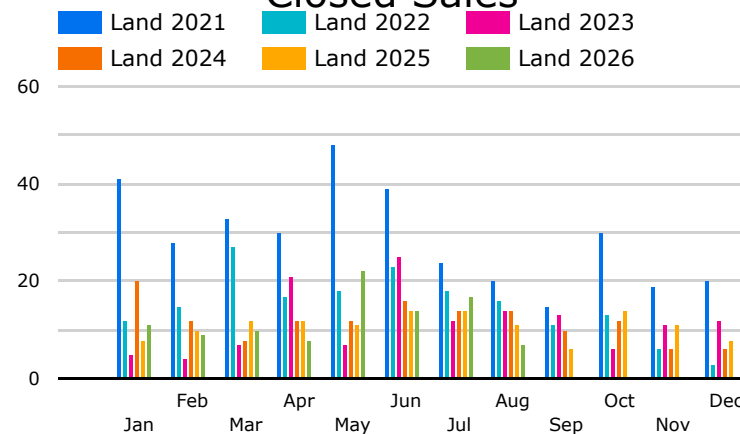
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New Listings	Land 2026 34	Land 2025 18	+/- 16	Land YTD 2026 223	Land YTD 2025 229	+/- -6
Closed Sales	7	11	-4	104	91	13
Median Sales Price (\$)	227.0K	184.5K	42,500	282.5K	204.0K	78,450
Average Sales Price (\$)	342.4K	332.2K	10,202	317.0K	319.8K	-2,734
Average % of Original List Price Received	0.9	0.91	-1%	0.92	0.91	1%
Average Days on Market Until Sale	184	148	36	170	140	30

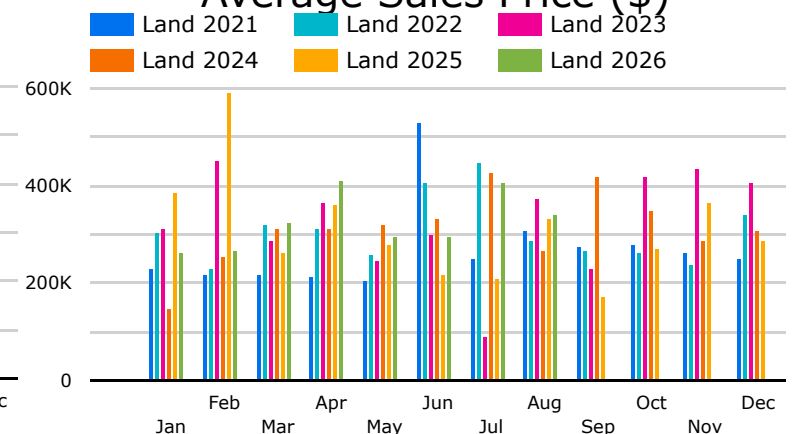
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

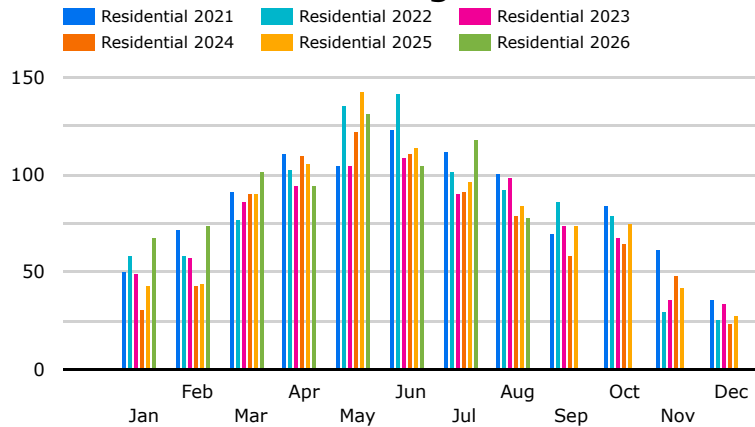
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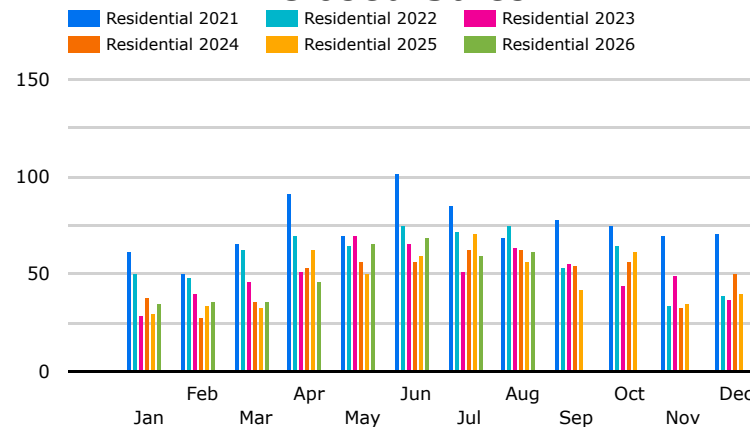
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New Listings	Residential 2026 78	Residential 2025 84	+/- -6	Residential YTD 2026 773	Residential YTD 2025 726	+/- 47
Closed Sales	62	56	6	414	398	16
Median Sales Price (\$)	640.0K	639.5K	500	583.8K	575.0K	8,750
Average Sales Price (\$)	1.0M	854.3K	148,255	731.1K	683.4K	47,718
Average % of Original List Price Received	0.94	0.92	2%	0.94	0.93	1%
Average Days on Market Until Sale	89	89	0	103	95	8

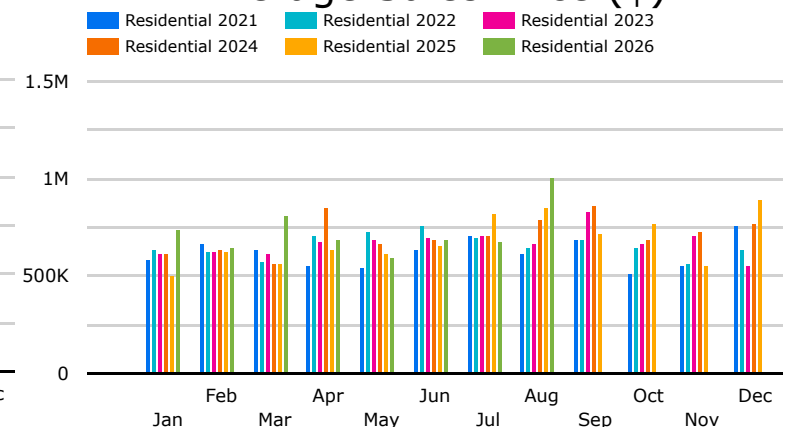
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

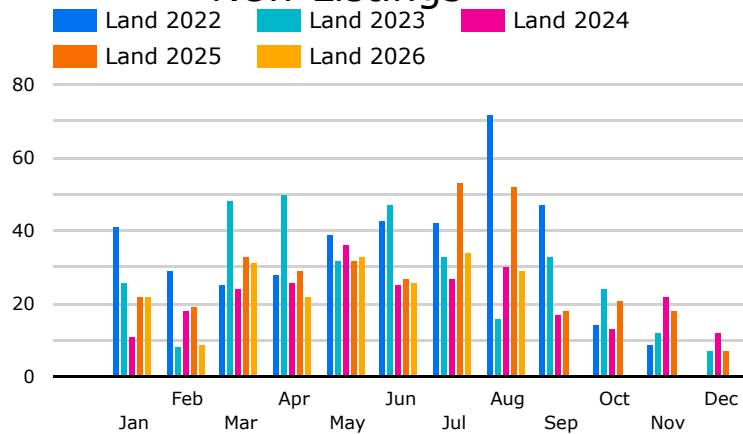
Month: Aug

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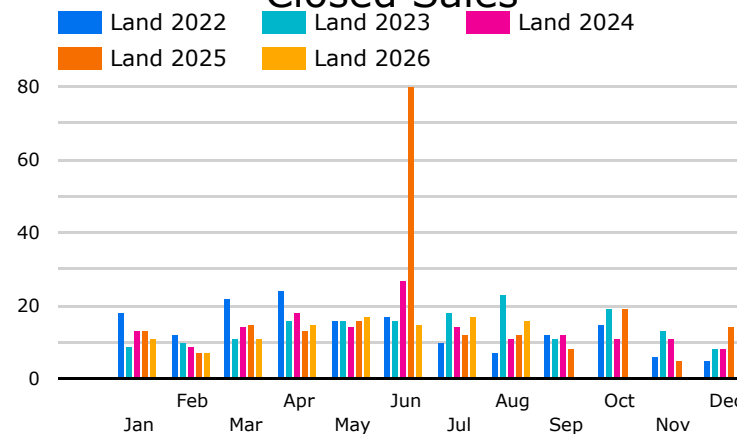
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New Listings	Land 2026 29	Land 2025 52	+/- -23	Land YTD 2026 209	Land YTD 2025 268	+/- -59
Closed Sales	16	12	4	111	110	1
Median Sales Price (\$)	215.0K	167.4K	47,625	265.0K	247.0K	18,000
Average Sales Price (\$)	256.7K	193.9K	62,840	448.5K	445.5K	2,994
Average % of Original List Price Received	0.94	0.91	3%	0.9	0.92	-2%
Average Days on Market Until Sale	118	115	3	158	149	9

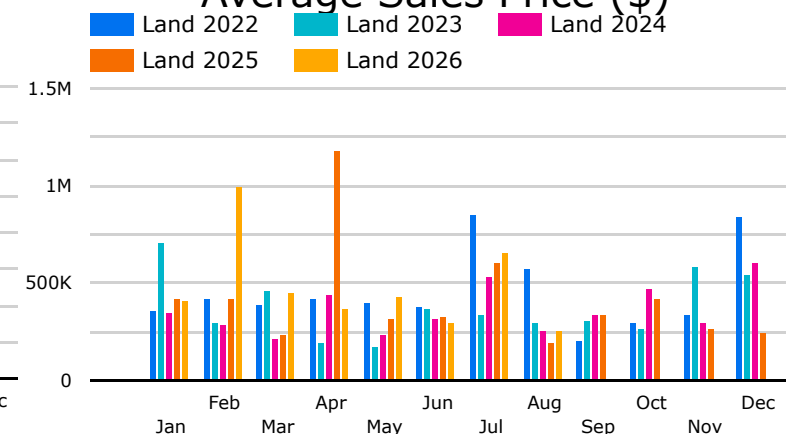
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

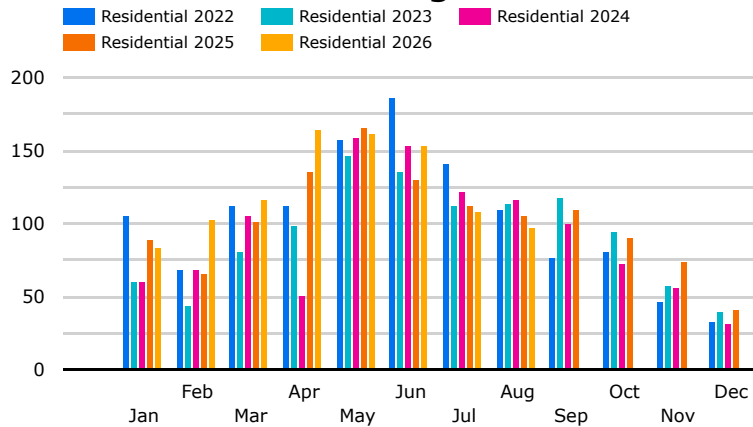
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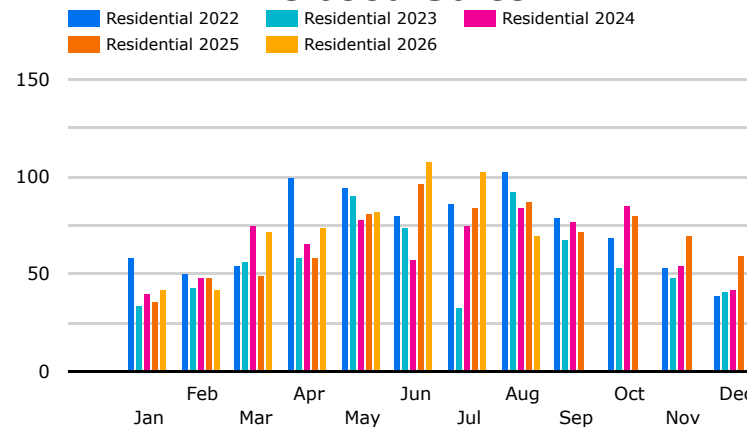
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New Listings	Residential 2026 97	Residential 2025 105	+/- -12	Residential YTD 2026 988	Residential YTD 2025 911	+/- 77
Closed Sales	70	87	3	597	545	52
Median Sales Price (\$)	563.0K	545.0K	10,000	560.0K	562.0K	-2,000
Average Sales Price (\$)	757.6K	719.8K	90,423	681.1K	700.6K	-19,533
Average % of Original List Price Received	0.95	0.93	-1%	0.95	0.94	1%
Average Days on Market Until Sale	85	99	10	102	113	-11

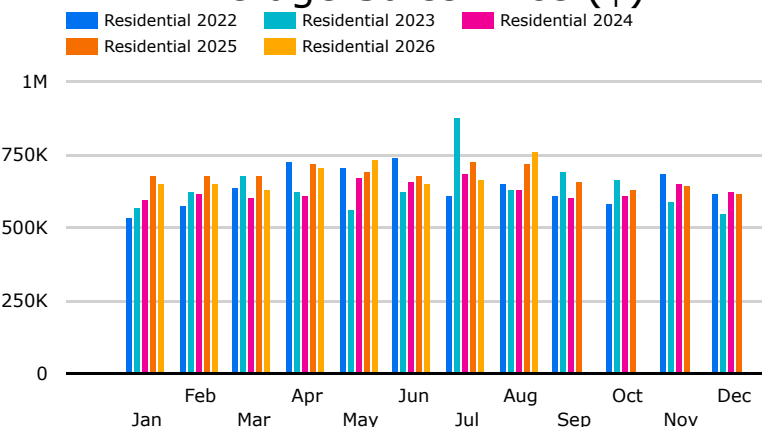
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

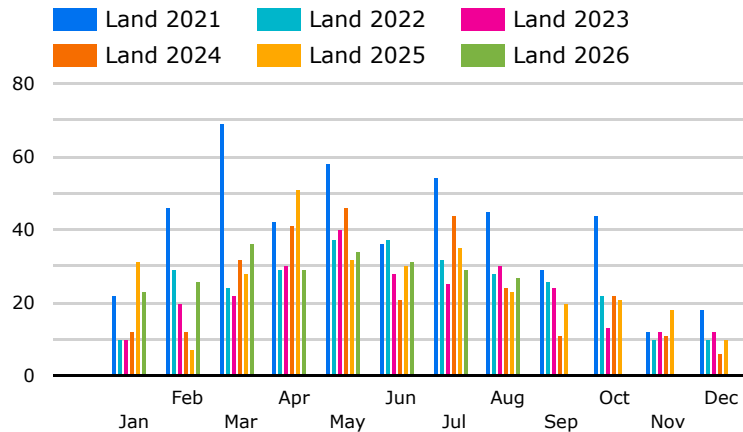
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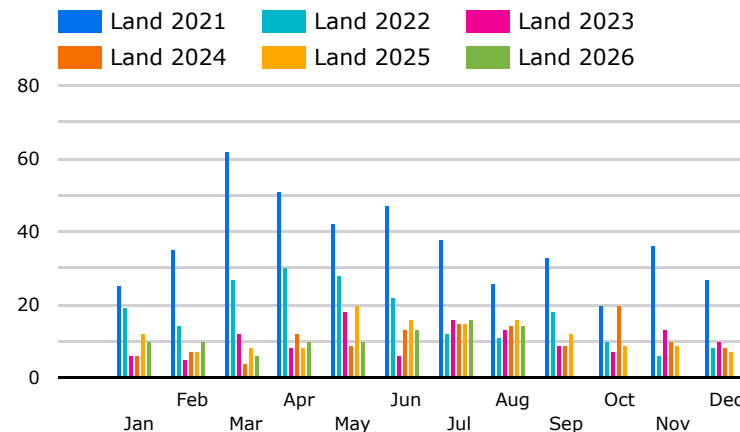
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New Listings	Land 2026 27	Land 2025 23	+/- 4	Land YTD 2026 238	Land YTD 2025 238	+/- 0
Closed Sales	14	16	-2	92	101	-9
Median Sales Price (\$)	250.8K	137.5K	113,250	190.0K	185.0K	5,000
Average Sales Price (\$)	399.1K	211.2K	53,732	347.7K	311.6K	36,129
Average % of Original List Price Received	0.94	0.86	8%	0.89	0.88	1%
Average Days on Market Until Sale	182	180	2	207	197	10

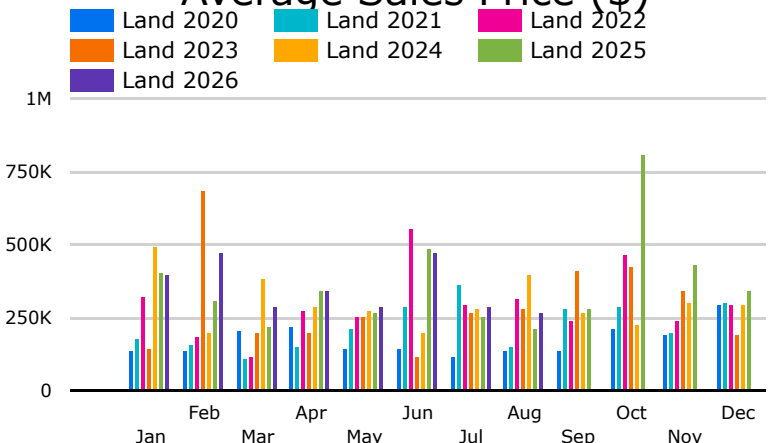
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

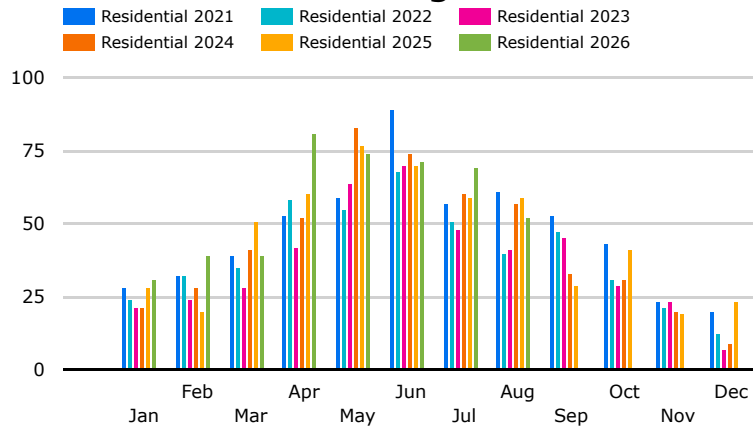
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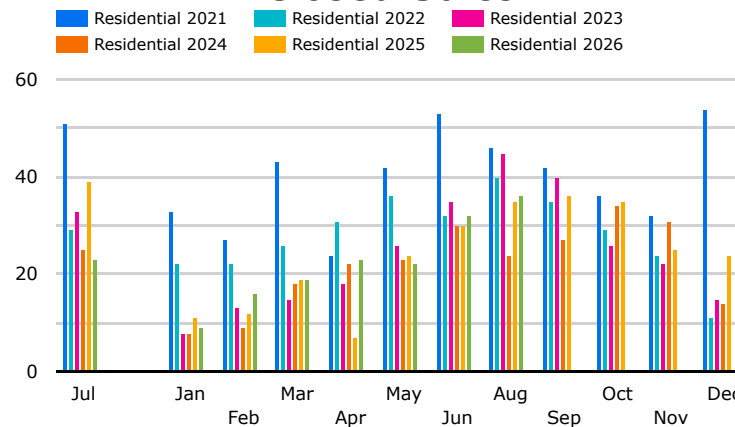
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New Listings	Residential 2026 52	Residential 2025 59	+/- -7	Residential YTD 2026 462	Residential YTD 2025 429	+/- 15
Closed Sales	36	35	1	181	176	5
Median Sales Price (\$)	513.5K	600.0K	-86,500	550.0K	600.0K	55,000
Average Sales Price (\$)	1.1M	941.0K	148,420	871.0K	912.7K	-41,771
Average % of Original List Price Received	0.94	0.87	7%	0.93	0.91	2%
Average Days on Market Until Sale	102	138	-36	129	140	-11

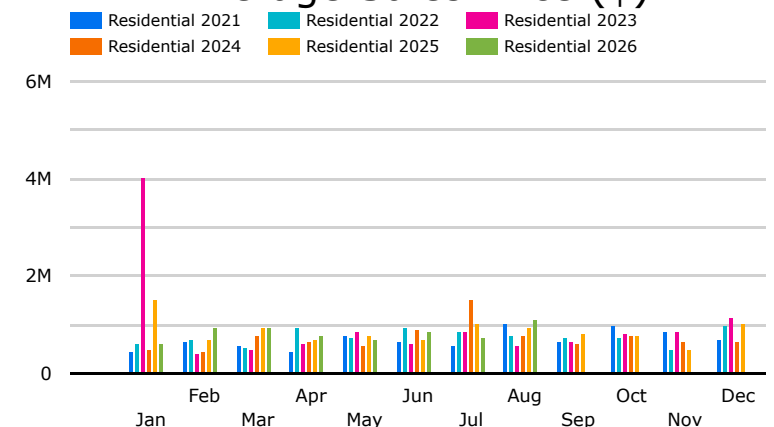
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

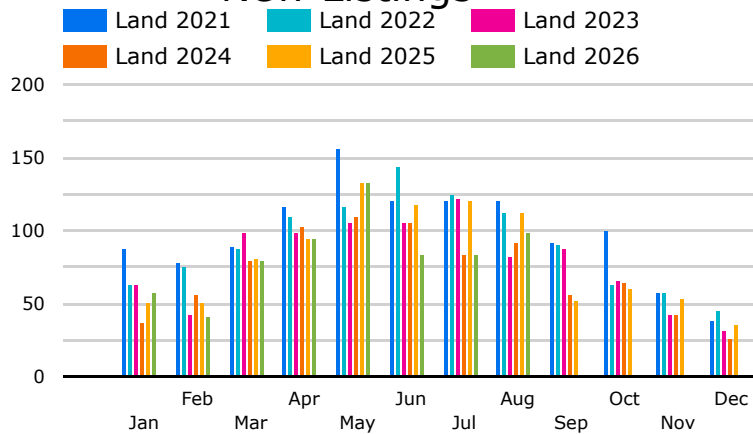
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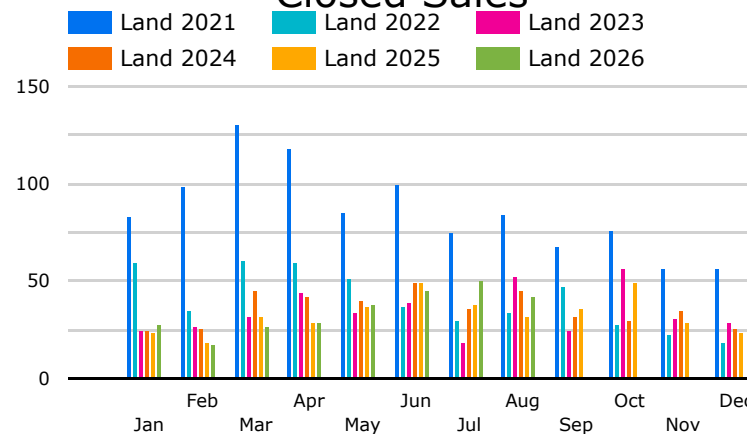
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New Listings	Land 2026 98	Land 2025 113	+/- -15	Land YTD 2026 674	Land YTD 2025 763	+/- -89
Closed Sales	42	32	10	278	262	16
Median Sales Price (\$)	321.5K	270.0K	51,500	350.0K	299.5K	50,500
Average Sales Price (\$)	446.3K	497.6K	-51,347	539.4K	586.5K	-47,055
Average % of Original List Price Received	0.93	0.9	3%	0.9	0.89	1%
Average Days on Market Until Sale	130	187	-57	161	173	-12

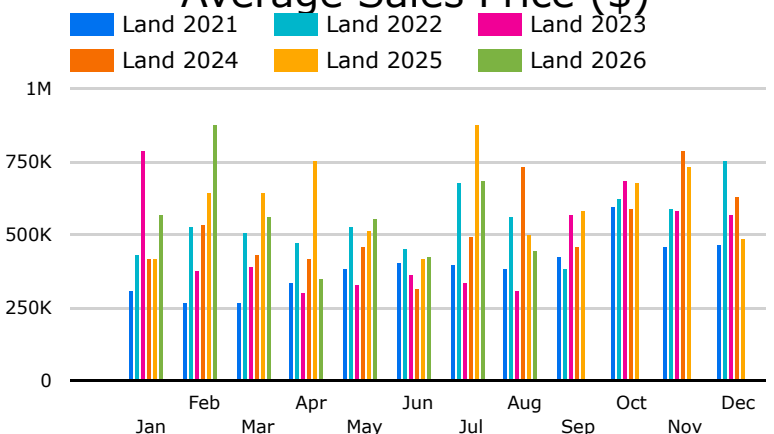
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

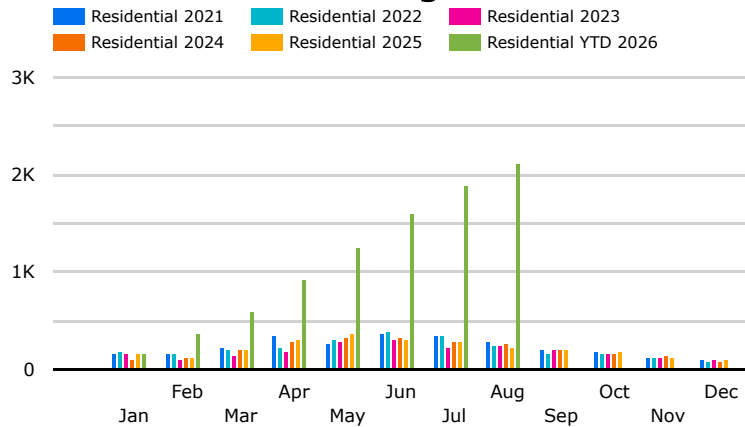
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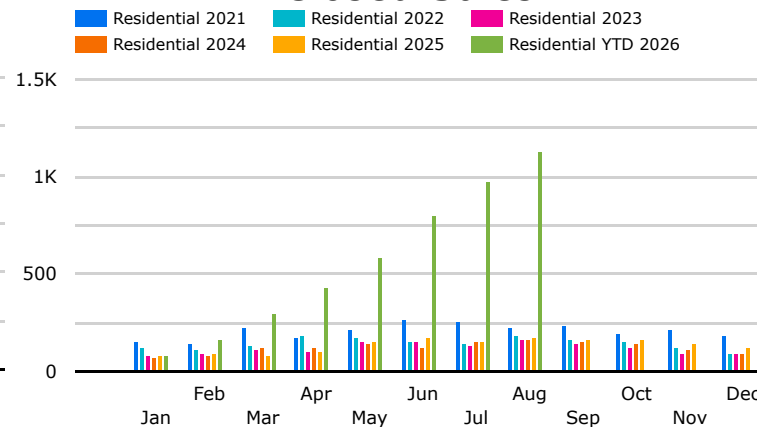
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New Listings	Residential 2026 226	Residential 2025 235	+/- -9	Residential YTD 2026 2,108	Residential YTD 2025 2,056	+/- 52
Closed Sales	152	178	-26	1,132	1,037	95
Median Sales Price (\$)	712.5K	657.5K	55,000	640.0K	635.0K	5,000
Average Sales Price (\$)	1.2M	892.4K	283,307	973.2K	908.0K	65,204
Average % of Original List Price Received	0.94	0.94	0%	0.95	0.93	2%
Average Days on Market Until Sale	93	95	-2	108	116	-8

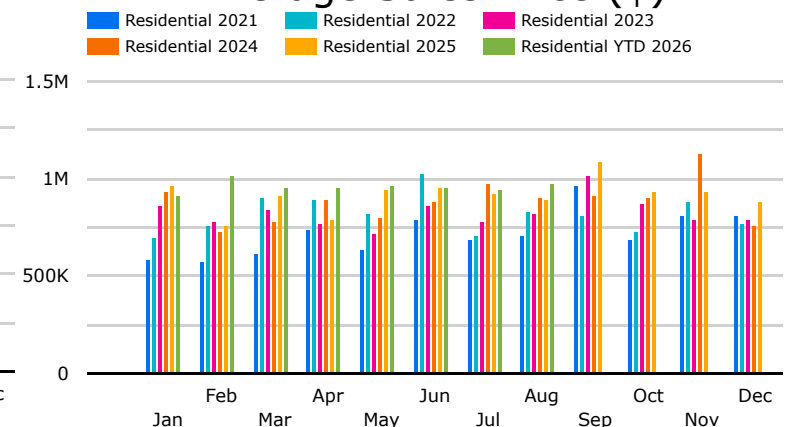
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

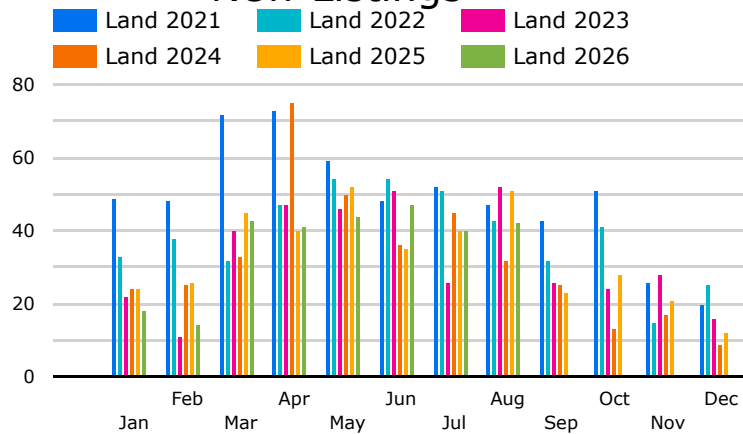
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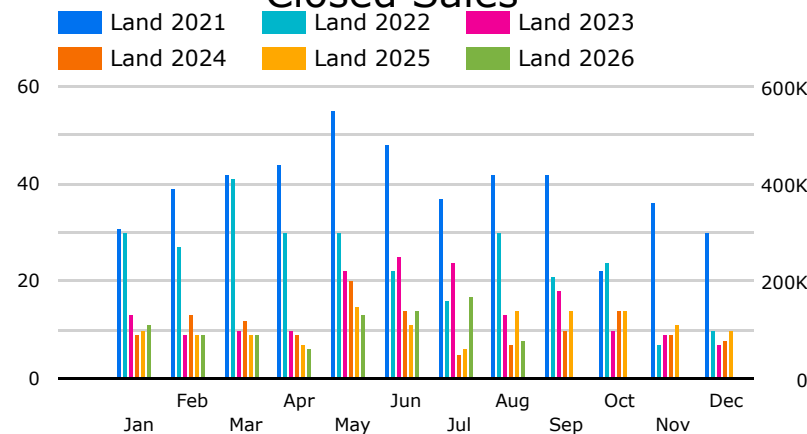
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New Listings	Land 2026 42	Land 2025 51	+/- -9	Land YTD 2026 290	Land YTD 2025 314	+/- -24
Closed Sales	8	14	-6	88	84	4
Median Sales Price (\$)	277.5K	165.0K	112,500	185.0K	153.8K	31,250
Average Sales Price (\$)	443.1K	165.0K	210,982	218.0K	211.5K	6,437
Average % of Original List Price Received	0.95	0.9	5%	0.92	0.83	9%
Average Days on Market Until Sale	76	196	-95	146	196	-50

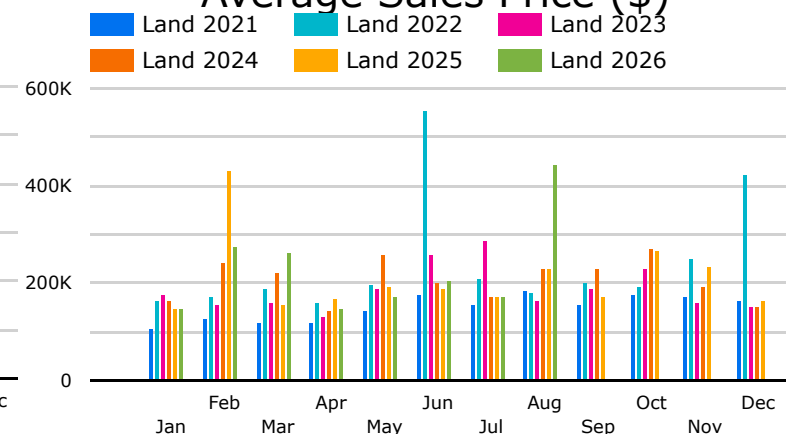
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update

Lincoln County - Residential

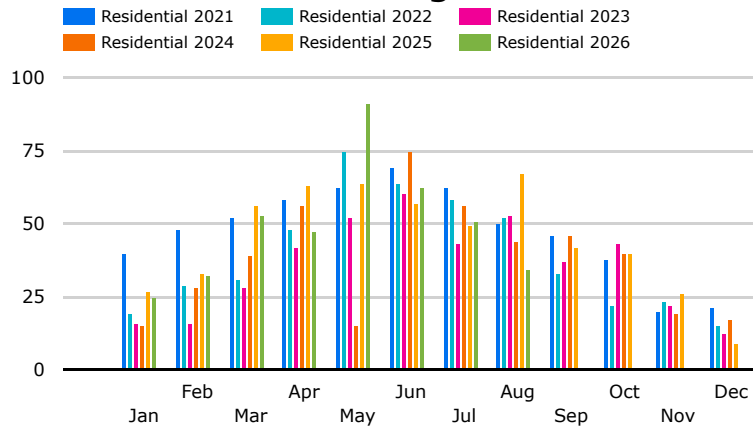
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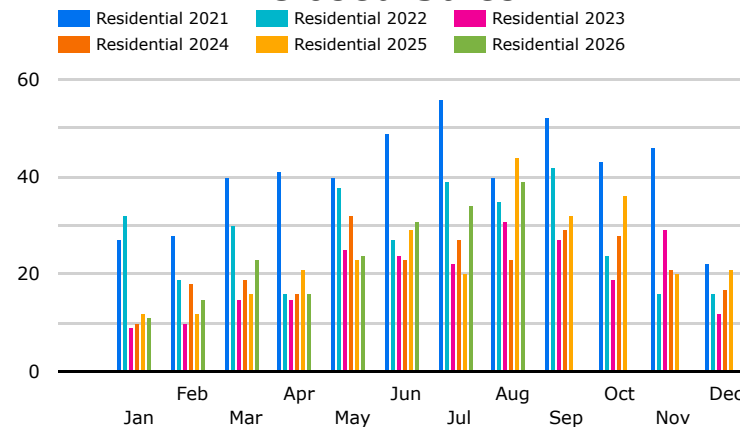
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New Listings	Residential 2026 34	Residential 2025 67	+/- -33	Residential YTD 2026 400	Residential YTD 2025 419	+/- -19
Closed Sales	39	44	-5	193	179	14
Median Sales Price (\$)	379.0K	490.7K	-111,698	400.0K	487.9K	-87,946
Average Sales Price (\$)	445.1K	490.7K	-45,562	490.1K	487.9K	2,116
Average % of Original List Price Received	0.93	0.91	2%	0.92	0.9	2%
Average Days on Market Until Sale	160	160	0	156	144	12

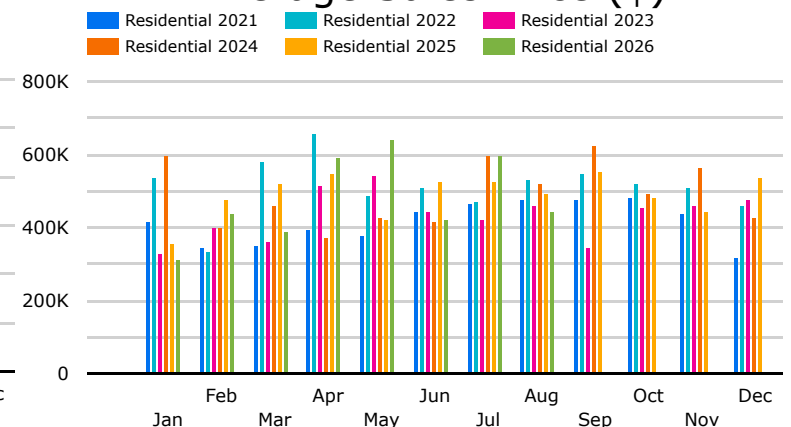
New Listings



Closed Sales



Average Sales Price (\$)



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