

Local Market Update

Missoula County - Land

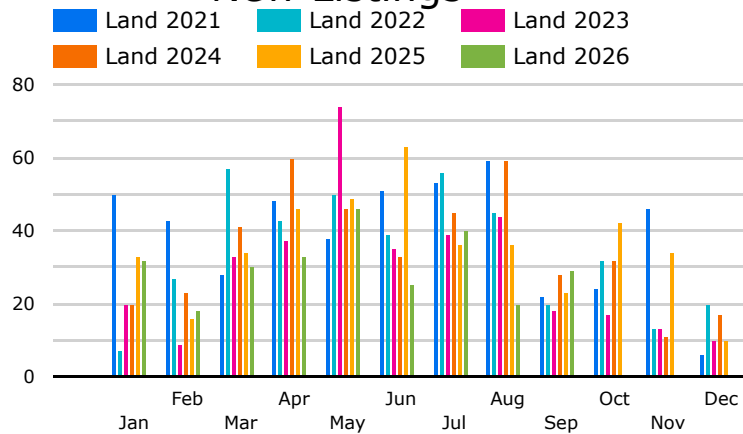
Month: Sep

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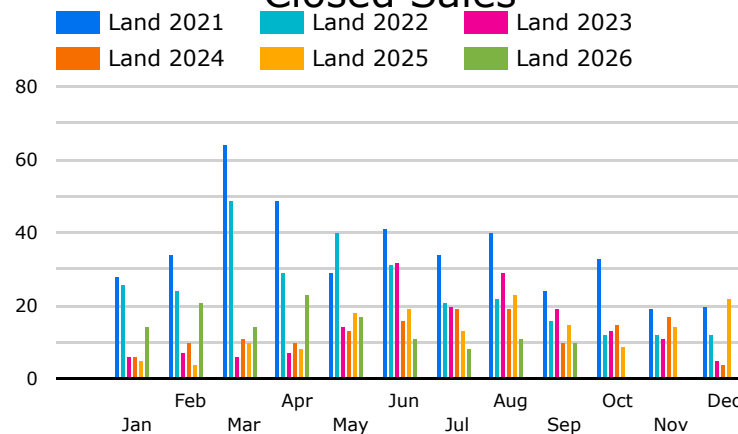
Tip: The best way to understand metrics is to only view one month at a time

New Listings	Land 2026 29	Land 2025 23	+/- 6	Land YTD 2026 271	Land YTD 2025 335	+/- -64
Closed Sales	10	15	-5	130	115	15
Median Sales Price (\$)	160.0K	230.0K	-70,000	211.8K	222.5K	-10.8K
Average Sales Price (\$)	201.9K	524.6K	-322,724	341.2K	381.5K	-40,301
Average % of Original List Price Received	0.86	0.86	0%	0.88	0.91	-3%
Average Days on Market Until Sale	278	191	87	208	170	38

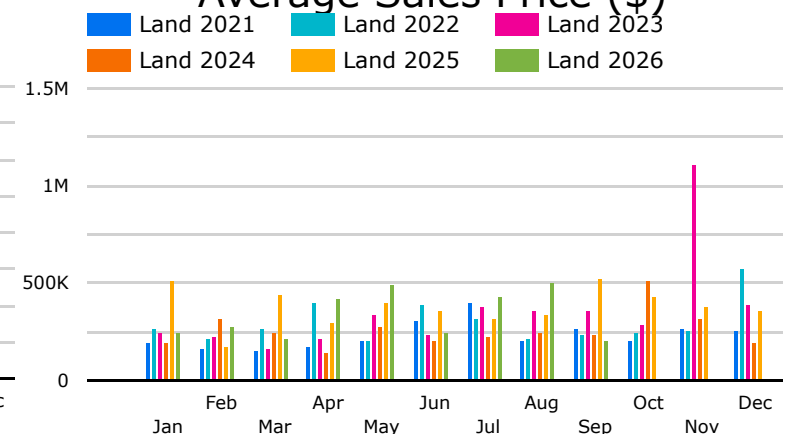
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County - Residential

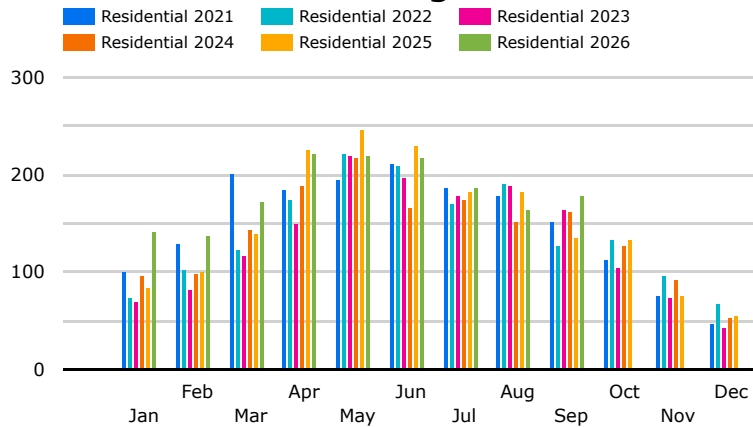
Month: Sep

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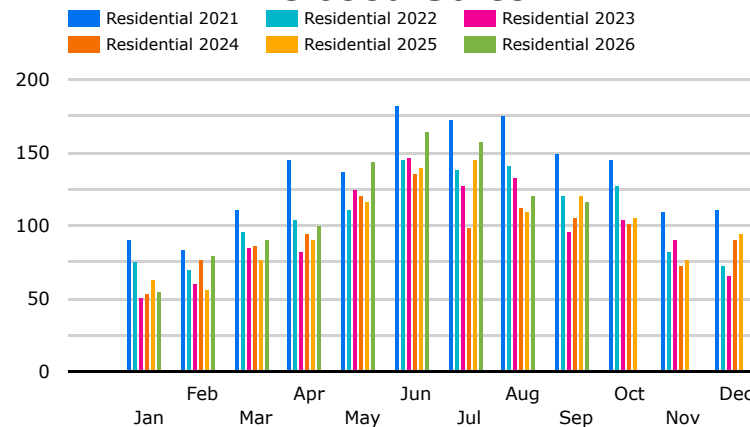
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New Listings	Residential 2026 179	Residential 2025 135	+/- 44	Residential YTD 2026 1,637	Residential YTD 2025 1,536	+/- 101
Closed Sales	116	121	-5	1,028	922	106
Median Sales Price (\$)	560.6K	574.0K	-13,421	550.0K	575.0K	-25,000
Average Sales Price (\$)	643.2K	646.3K	-3,089	634.0K	653.5K	-19,490
Average % of Original List Price Received	0.96	0.95	1%	0.95	0.96	-1%
Average Days on Market Until Sale	85	85	0	90	78	12

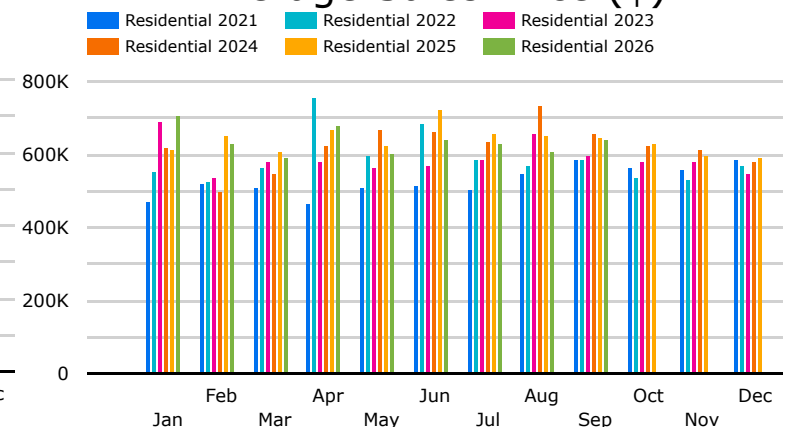
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Land

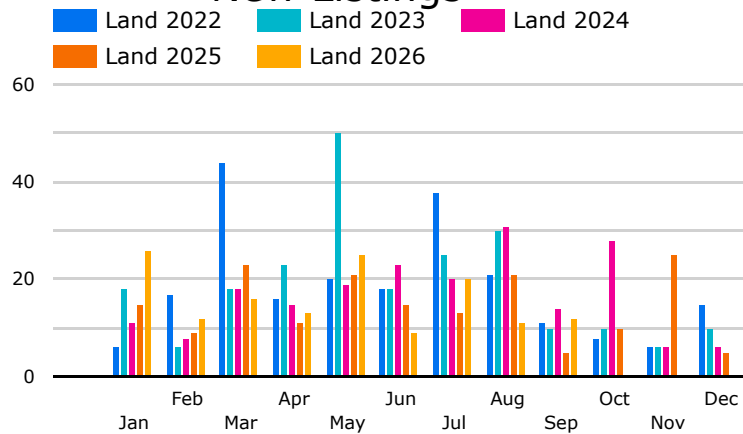
Month: Sep

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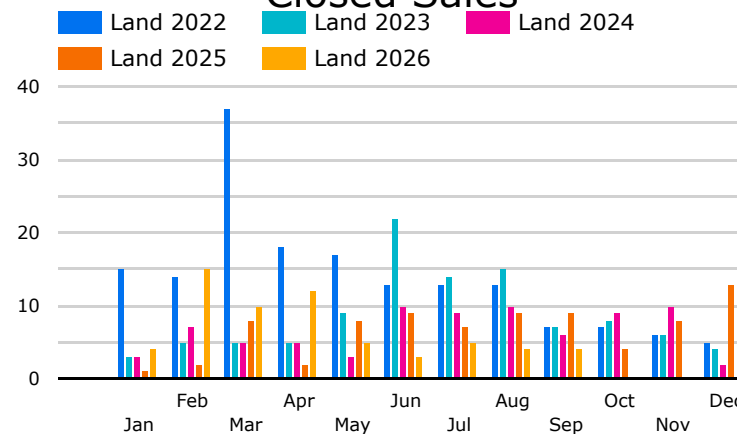
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New Listings	Land 2026 12	Land 2025 5	+/- 7	Land YTD 2026 142	Land YTD 2025 133	+/- -64
Closed Sales	4	9	-5	63	55	8
Median Sales Price (\$)	374.9K	429.0K	-54,125	221.5K	215.0K	-10,750
Average Sales Price (\$)	317.4K	751.3K	-433,837	356.7K	485.5K	-40,301
Average % of Original List Price Received	0.89	0.86	3%	0.92	0.9	-3%
Average Days on Market Until Sale	287	257	30	186	220	38

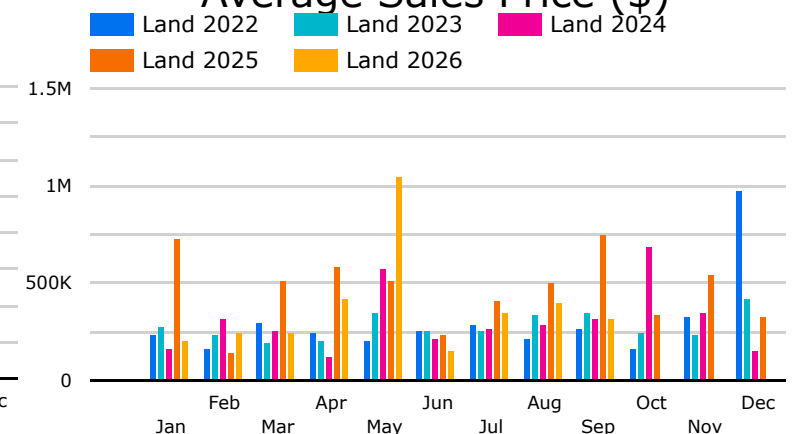
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula City - Residential

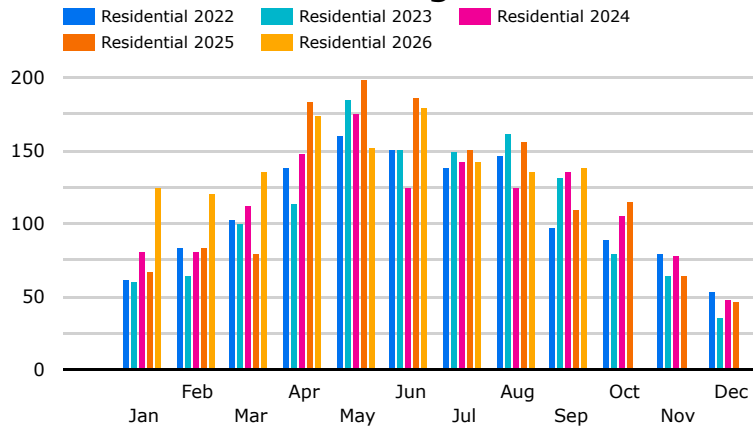
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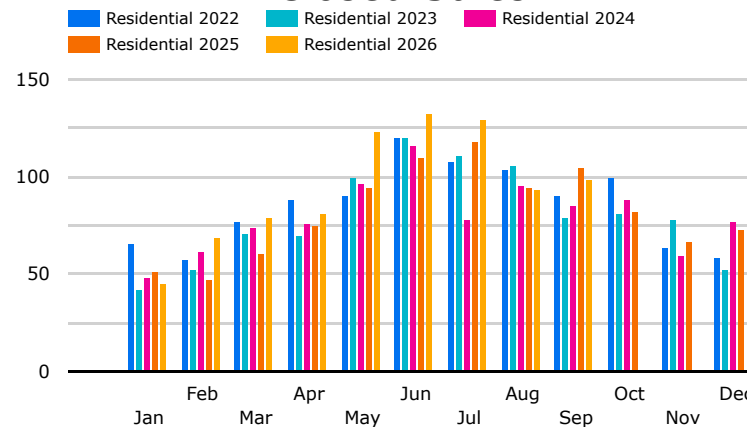
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New Listings	Residential 2026 138	Residential 2025 109	+/- 29	Residential YTD 2026 1,297	Residential YTD 2025 1,254	+/- 43
Closed Sales	99	105	-6	854	758	96
Median Sales Price (\$)	561.2K	560.0K	1,157	561.2K	565.0K	-19,805
Average Sales Price (\$)	658.4K	641.4K	17,052	658.4K	648.1K	-22,771
Average % of Original List Price Received	0.97	0.95	2%	0.92	0.97	-1%
Average Days on Market Until Sale	87	82	5	1	71	18

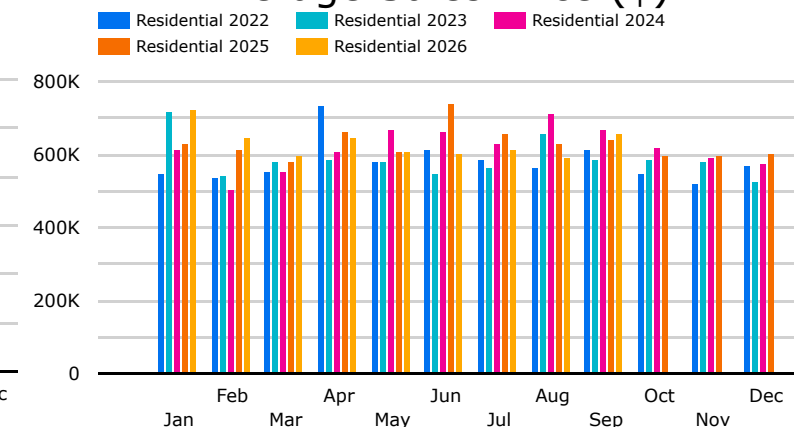
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Missoula County Commercial

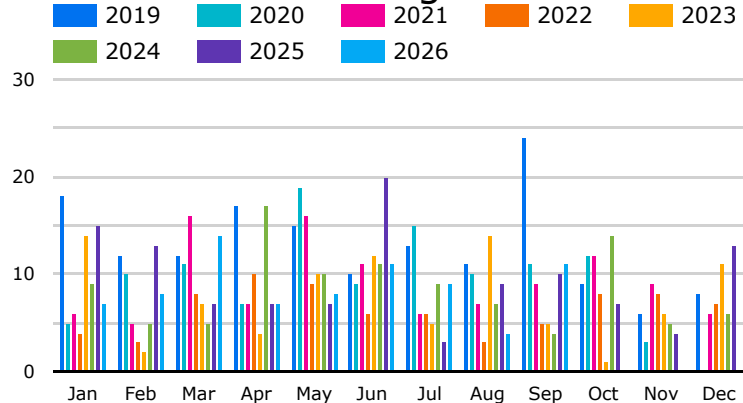
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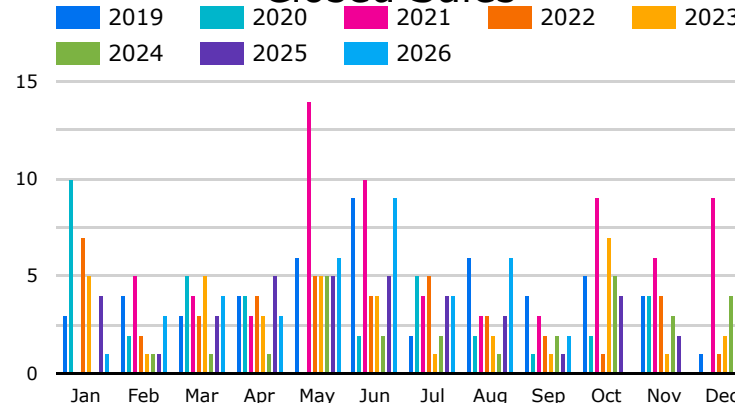
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New Listings	2026 11	2025 10	+/- 1	YTD 2026 83	YTD 2025 91	+/- -8
Closed Sales	2	1	1	38	30	8
Median Sales Price (\$)	489.5K	200.0K	289.5K	766.5K	667.5K	99,000
Average Sales Price (\$)	489.5K	200.0K	289.5K	1.1M	986.4K	148,528
Average % of Original List Price Received	0.84	0.57	27%	0.85	0.87	-2%
Average Days on Market Until Sale	158	659	-501	269	232	37

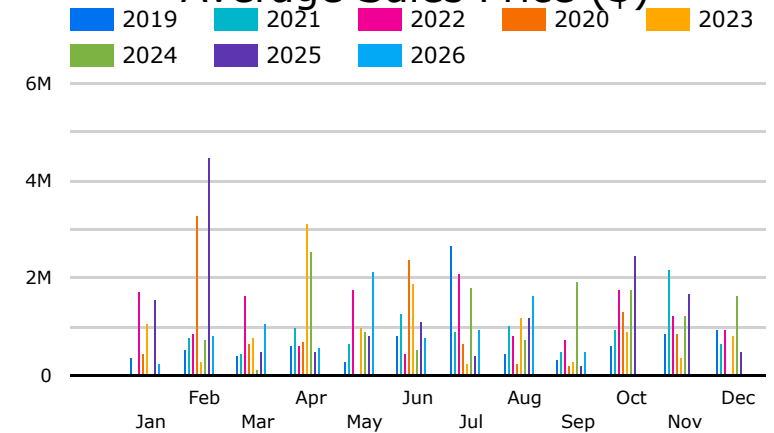
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Land

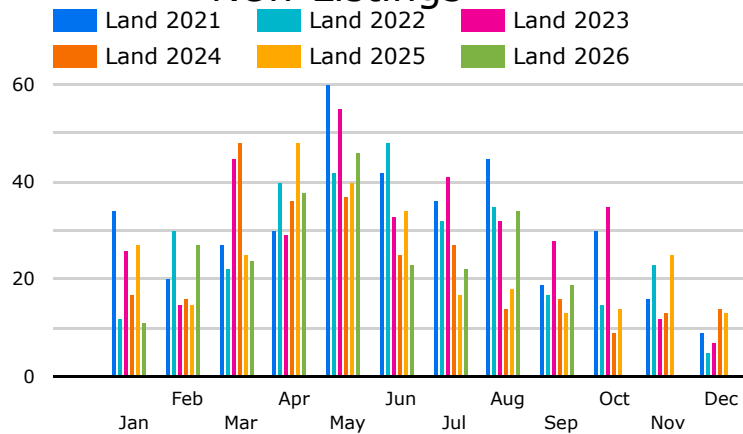
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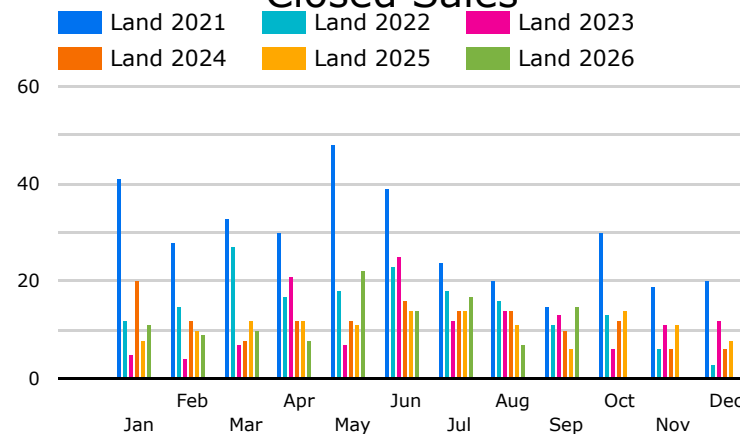
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New Listings	Land 2026 19	Land 2025 13	+/- 6	Land YTD 2026 242	Land YTD 2025 242	+/- 0
Closed Sales	15	6	9	120	97	23
Median Sales Price (\$)	225.0K	164.5K	60,500	271.5K	200.0K	71,500
Average Sales Price (\$)	284.7K	171.9K	112,783	312.6K	310.6K	1,962
Average % of Original List Price Received	0.95	0.8	15%	0.92	0.9	2%
Average Days on Market Until Sale	85	289	-204	159	149	10

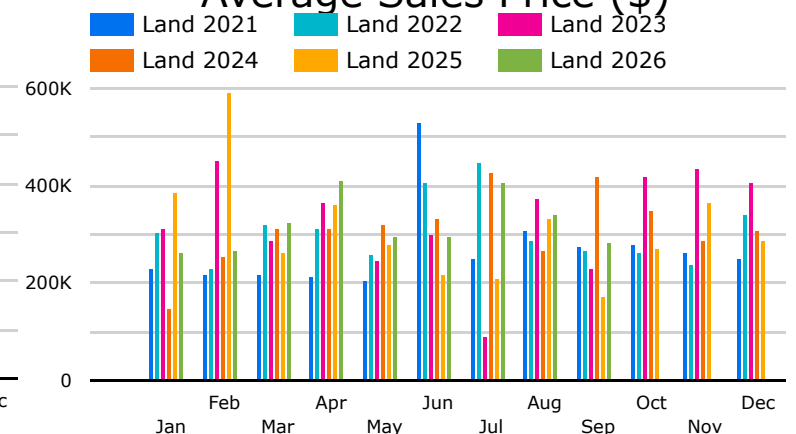
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Ravalli County - Residential

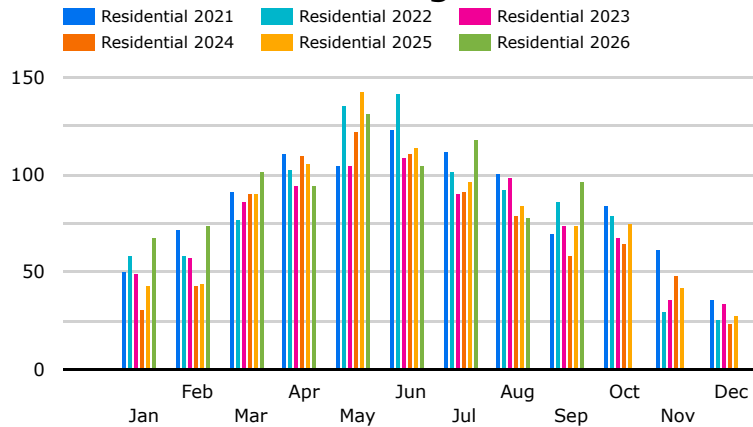
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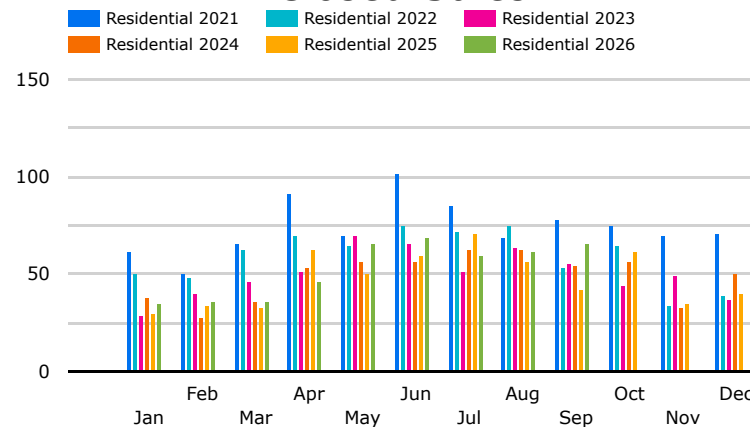
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New Listings	Residential 2026 97	Residential 2025 74	+/- 23	Residential YTD 2026 871	Residential YTD 2025 798	+/- 73
Closed Sales	66	42	24	480	440	40
Median Sales Price (\$)	652.0K	575.0K	77,000	585.0K	575.0K	10,000
Average Sales Price (\$)	778.5K	716.7K	61,861	737.6K	686.6K	51,063
Average % of Original List Price Received	0.94	0.93	1%	0.94	0.93	1%
Average Days on Market Until Sale	98	111	-13	102	97	5

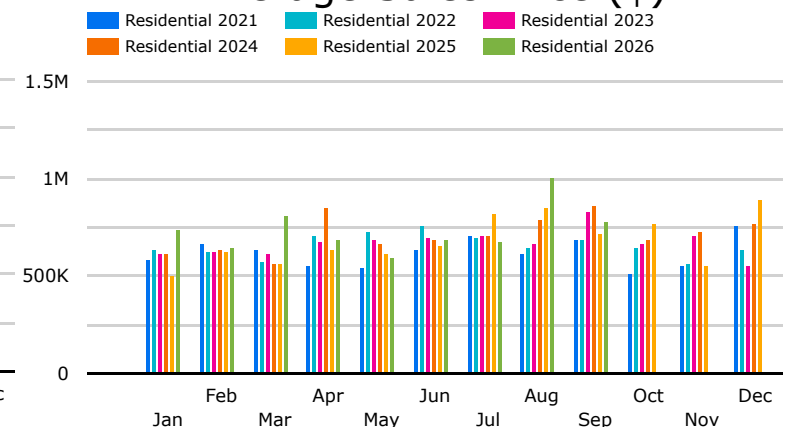
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Land

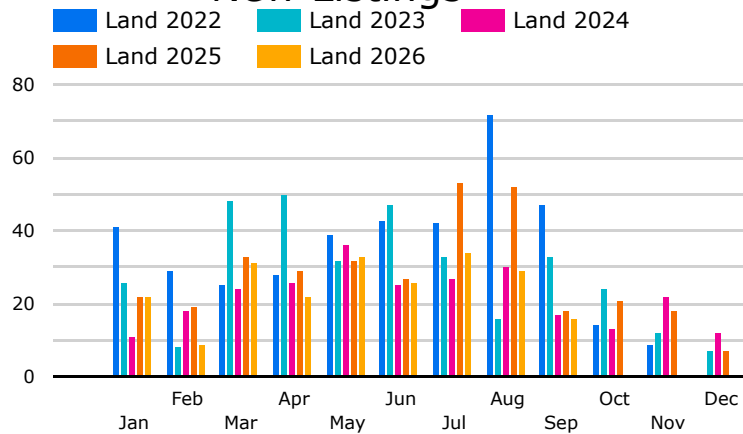
Month: Sep

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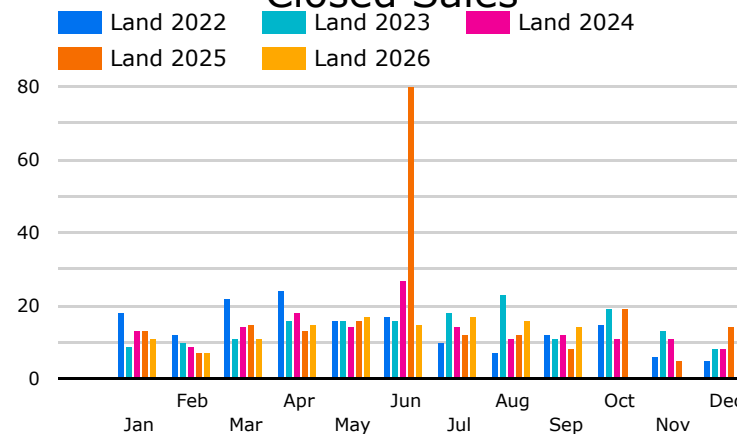
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New Listings	Land 2026 16	Land 2025 18	+/- -2	Land YTD 2026 226	Land YTD 2025 286	+/- -60
Closed Sales	14	8	6	125	118	7
Median Sales Price (\$)	323.8K	275.0K	48,750	270.0K	249.5K	20,500
Average Sales Price (\$)	411.1K	338.3K	72,807	444.3K	438.2K	6,072
Average % of Original List Price Received	0.84	0.89	-5%	0.9	0.92	-2%
Average Days on Market Until Sale	235	167	68	167	150	17

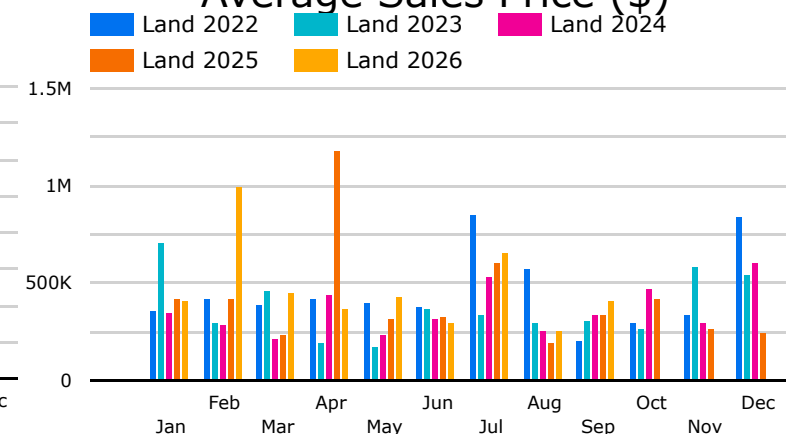
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update

Kalispell City - Residential

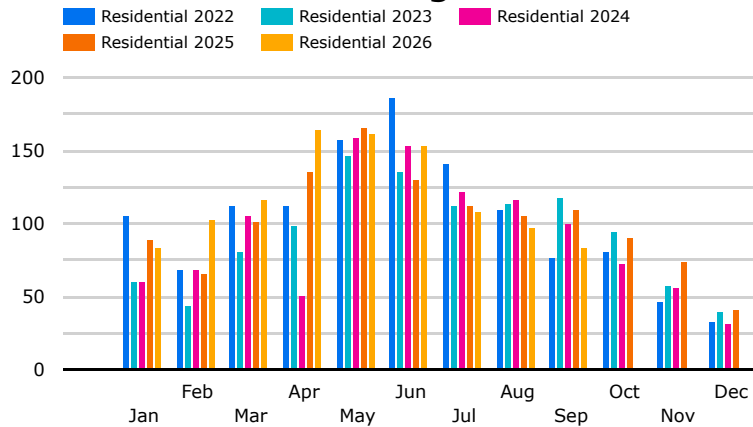
Month: Sep

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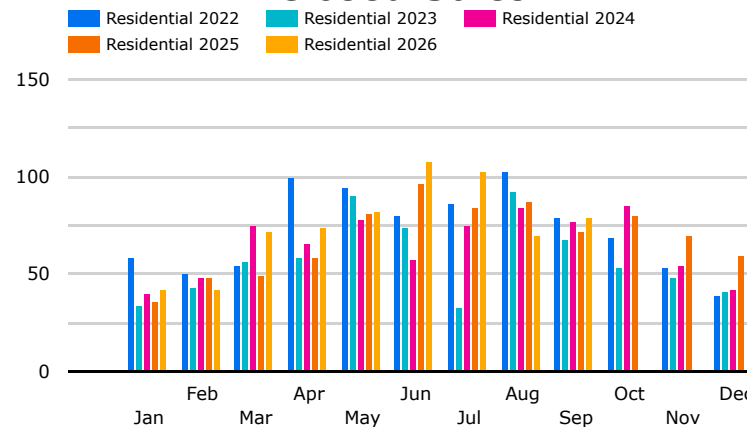
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New Listings	Residential 2026 84	Residential 2025 110	+/- 10	Residential YTD 2026 1,072	Residential YTD 2025 1,021	+/- 51
Closed Sales	79	72	-5	678	617	61
Median Sales Price (\$)	629.9K	529.5K	-5,500	565.0K	560.0K	5,000
Average Sales Price (\$)	851.3K	656.6K	52,628	700.1K	695.5K	4,591
Average % of Original List Price Received	0.95	0.93	-1%	0.95	0.94	1%
Average Days on Market Until Sale	104	102	-4	103	112	-9

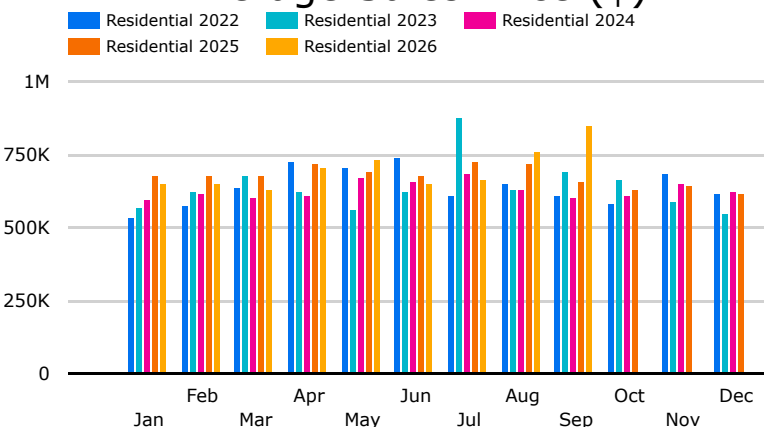
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Land

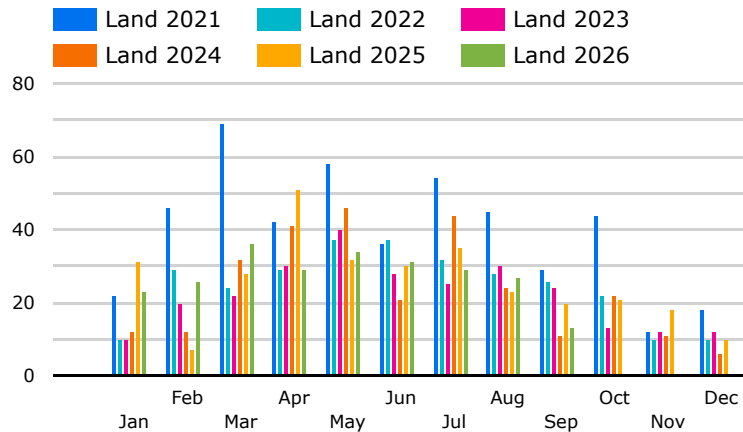
Month: Sep

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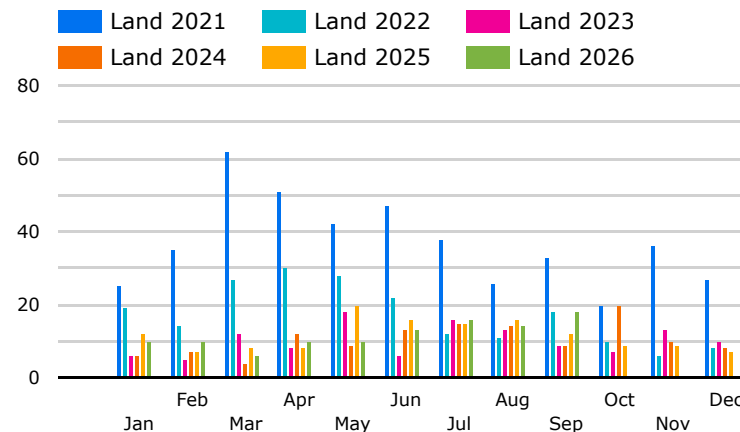
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New Listings	Land 2026 13	Land 2025 20	+/- -7	Land YTD 2026 252	Land YTD 2025 258	+/- -6
Closed Sales	18	12	6	110	113	-3
Median Sales Price (\$)	195.7K	189.0K	6,725	190.0K	185.0K	5,000
Average Sales Price (\$)	268.8K	283.6K	17,575	340.1K	308.6K	31,483
Average % of Original List Price Received	0.87	0.85	2%	0.89	0.87	2%
Average Days on Market Until Sale	241	122	119	213	189	24

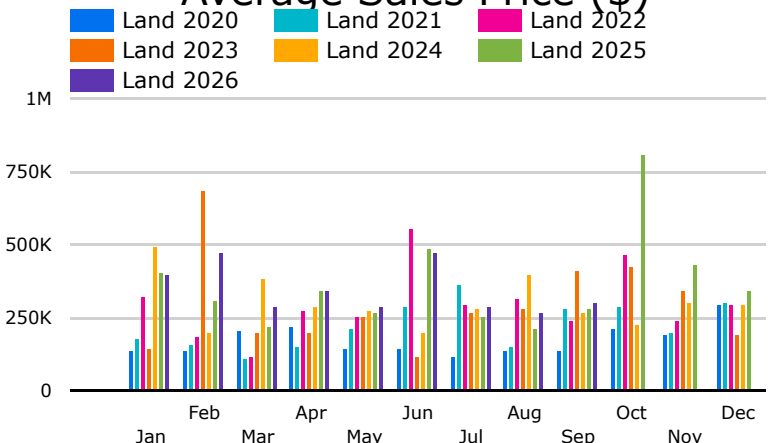
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lake County - Residential

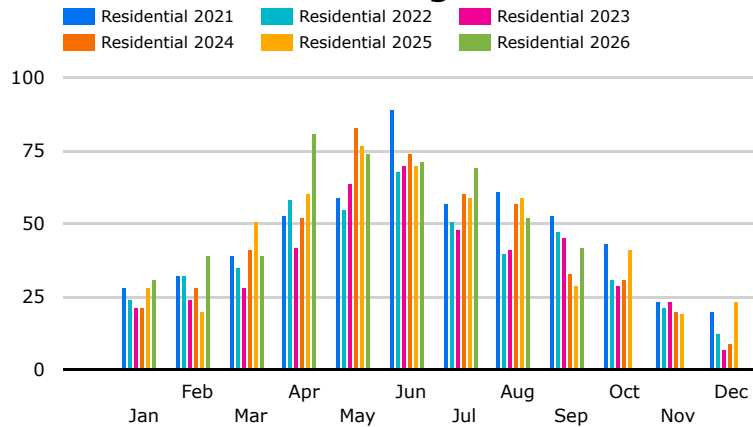
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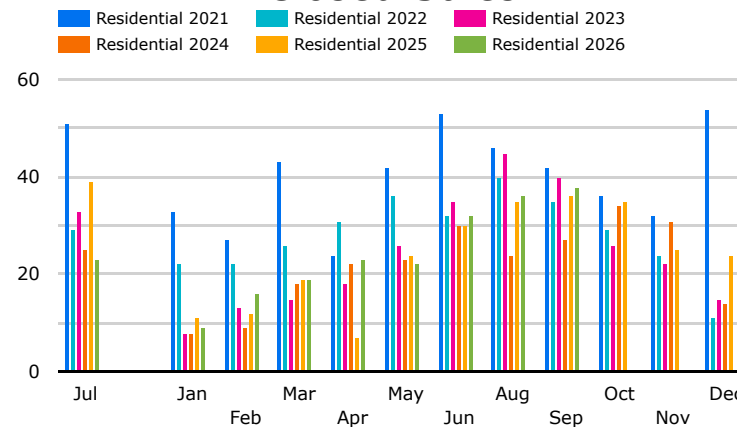
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New Listings	Residential 2026 42	Residential 2025 29	+/- 13	Residential YTD 2026 504	Residential YTD 2025 458	+/- 10
Closed Sales	38	36	2	219	212	7
Median Sales Price (\$)	497.5K	615.0K	-117,500	550.0K	600.0K	60,000
Average Sales Price (\$)	660.8K	812.4K	-151,585	834.5K	895.7K	-61,198
Average % of Original List Price Received	0.9	0.92	-2%	0.92	0.91	1%
Average Days on Market Until Sale	150	131	19	132	139	-7

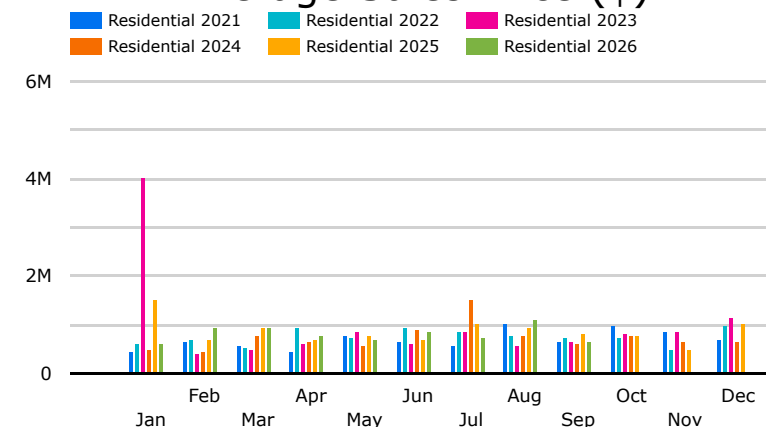
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Land

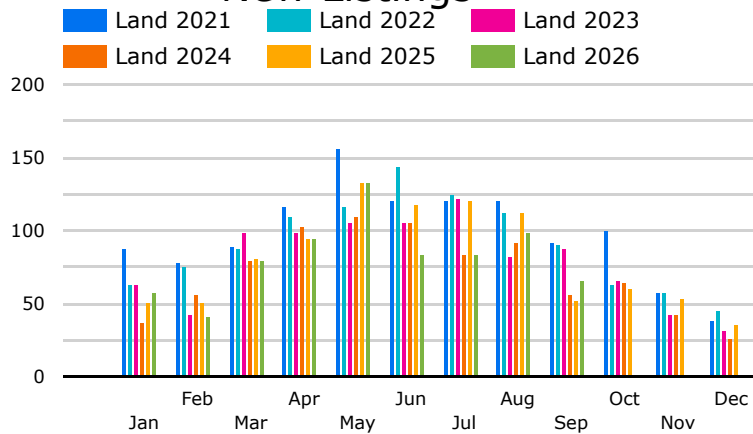
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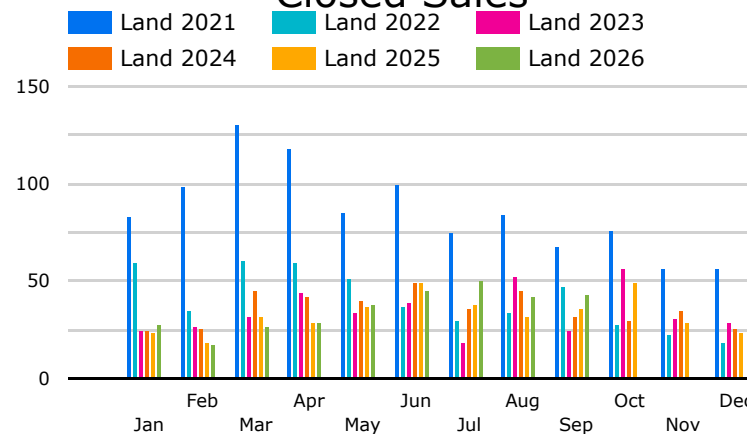
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New Listings	Land 2026 66	Land 2025 52	+/- 14	Land YTD 2026 740	Land YTD 2025 818	+/- -78
Closed Sales	43	36	7	321	298	23
Median Sales Price (\$)	375.0K	310.0K	65,000	357.5K	300.0K	57,500
Average Sales Price (\$)	658.7K	582.5K	76,270	555.4K	586.0K	-30,588
Average % of Original List Price Received	0.85	0.86	-1%	0.9	0.89	1%
Average Days on Market Until Sale	169	201	-32	162	177	-15

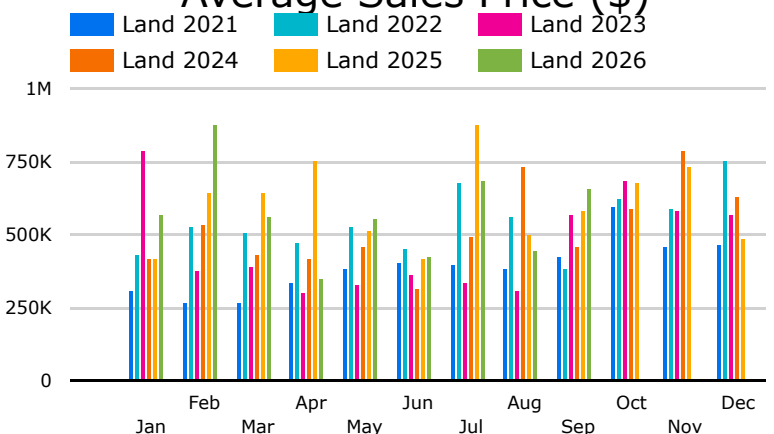
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Flathead County - Residential

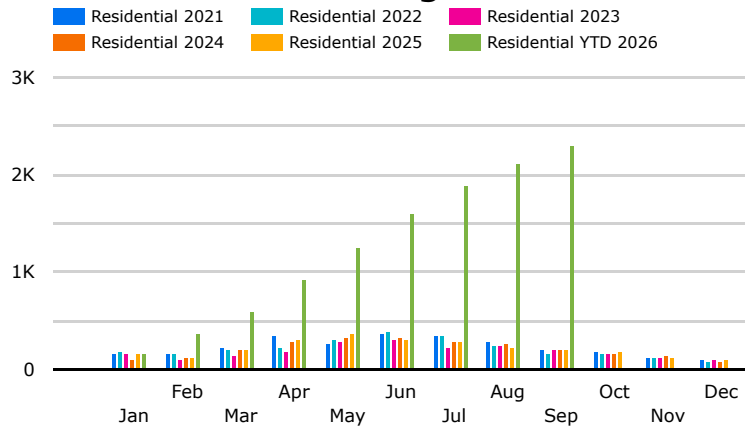
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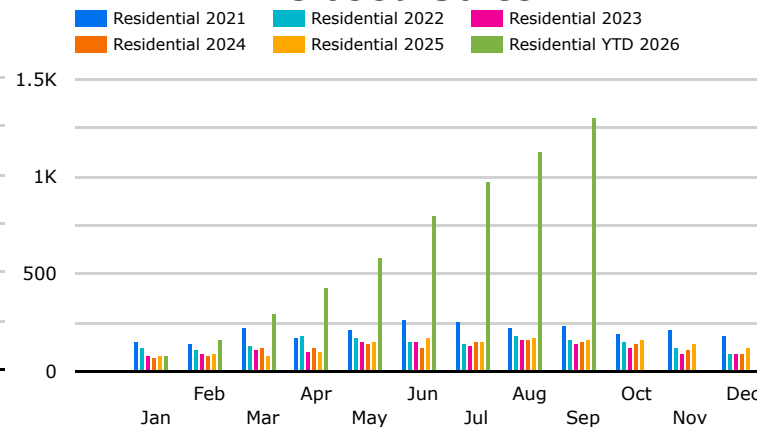
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New Listings	Residential 2026 187	Residential 2025 204	+/- -17	Residential YTD 2026 2,296	Residential YTD 2025 2,266	+/- 30
Closed Sales	171	163	8	1,305	1,200	105
Median Sales Price (\$)	720.0K	650.0K	70,000	649.9K	639.5K	10,400
Average Sales Price (\$)	1.2M	1.1M	72,118	996.9K	932.6K	64,353
Average % of Original List Price Received	0.93	0.92	0%	0.95	0.93	2%
Average Days on Market Until Sale	103	123	-20	107	117	-10

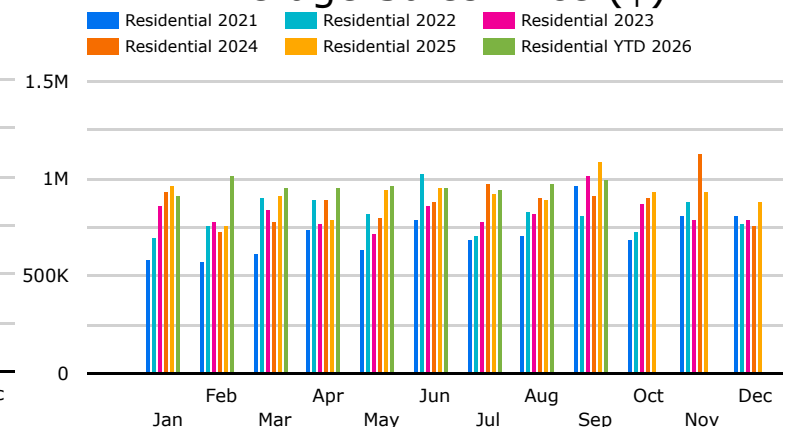
New Listings



Closed Sales



Average Sales Price (\$)



Based on information from the Montana Regional MLS

Local Market Update Lincoln County - Land

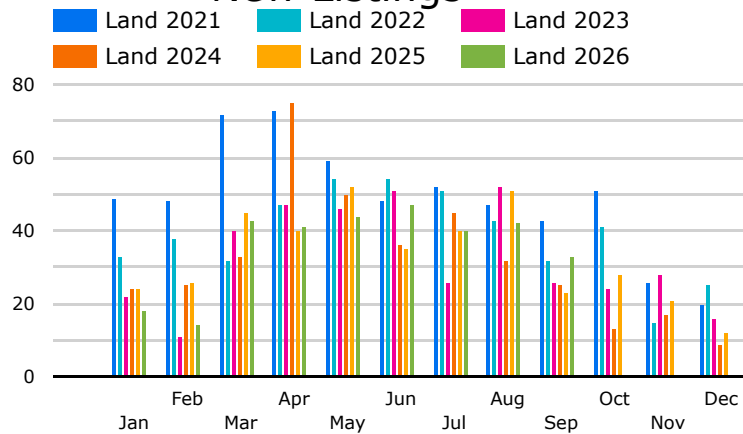
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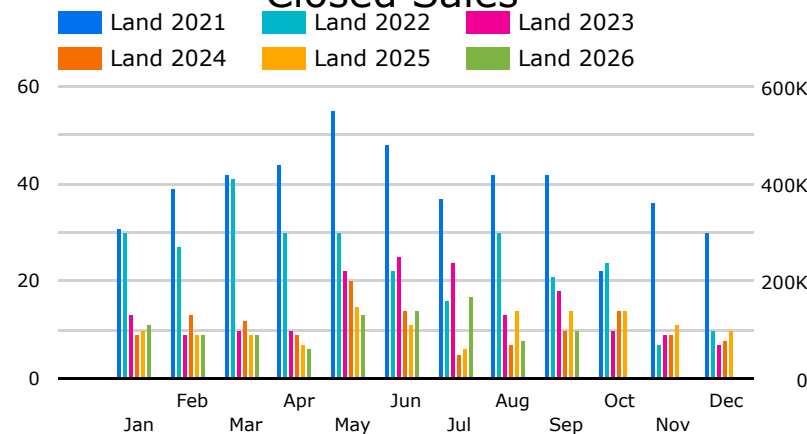
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New Listings	Land 2026 33	Land 2025 23	+/- 10	Land YTD 2026 322	Land YTD 2025 337	+/- -15
Closed Sales	10	14	-4	98	98	0
Median Sales Price (\$)	315.0K	152.5K	162,500	186.5K	153.8K	32,750
Average Sales Price (\$)	306.8K	152.5K	134,014	227.0K	206.0K	21,037
Average % of Original List Price Received	0.88	0.84	4%	0.91	0.83	8%
Average Days on Market Until Sale	210	170	124	161	193	-32

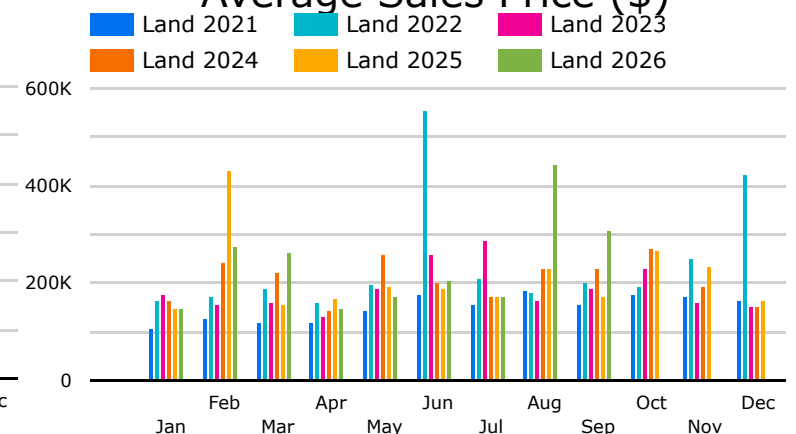
New Listings



Closed Sales



Average Sales Price (\$)



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Local Market Update

Lincoln County - Residential

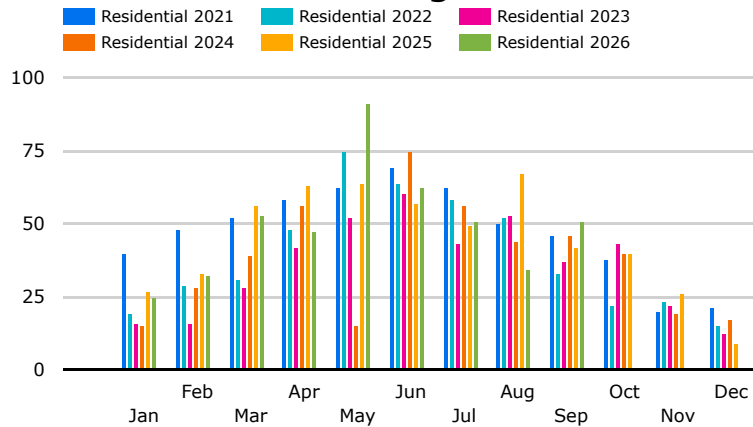
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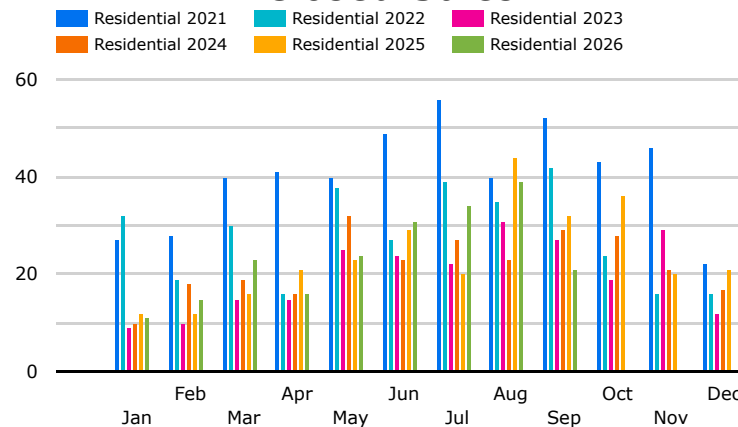
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New Listings	Residential 2026 51	Residential 2025 42	+/- 9	Residential YTD 2026 451	Residential YTD 2025 460	+/- -9
Closed Sales	21	32	-11	214	211	3
Median Sales Price (\$)	474.5K	461.3K	13,221	404.0K	390.9K	13,125
Average Sales Price (\$)	415.0K	555.6K	-140,603	488.5K	497.0K	-8,419
Average % of Original List Price Received	0.93	0.92	1%	0.92	0.91	1%
Average Days on Market Until Sale	120	129	-9	152	141	11

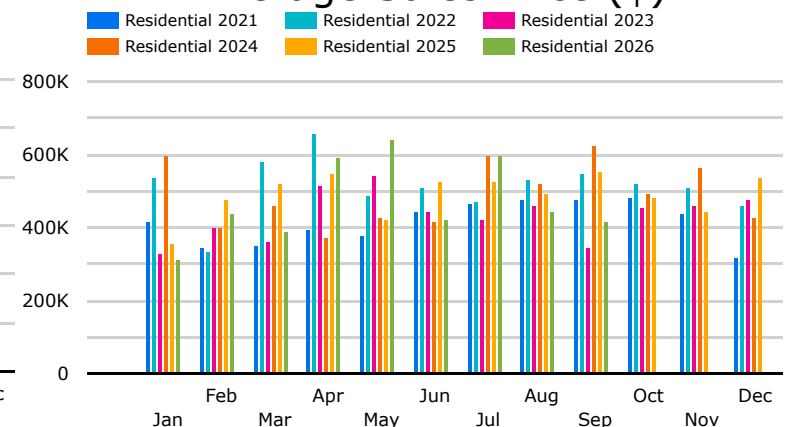
New Listings



Closed Sales



Average Sales Price (\$)



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