

Local Market Update - January 2022

Flathead County- Land

-25

Change in
New Listings

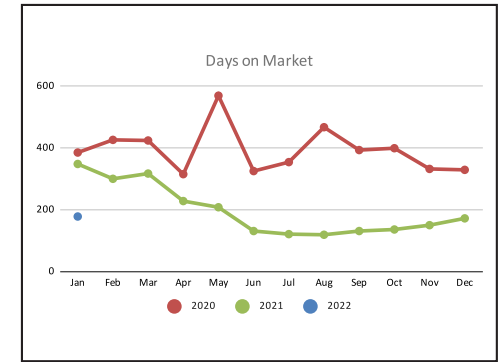
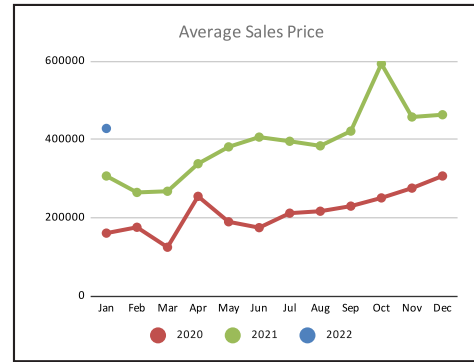
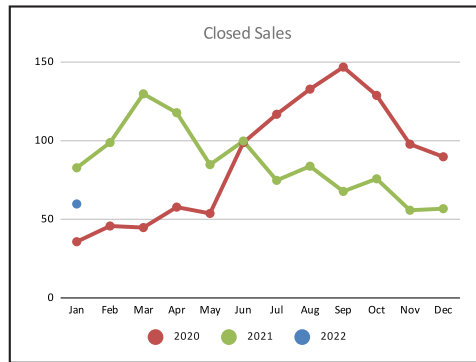
-23

Change in
Closed Sales

+\$121k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	88	63	-25	88	63	+/-25
Closed Sales	83	60	-23	83	60	-23
Median Sales Price	\$198k	\$305k	+\$107k	\$198k	\$305k	-\$107k
Average Sales Price	\$307k	\$428k	+\$121k	\$307k	\$428k	+\$121k
Average % of Original List Price Received	97%	95%	-2%	97%	95%	-2%
Average Days on Market Until Sale	349	126	-223	349	126	-223



Based on information from the Missoula County Association of REALTORS®, Inc.

Local Market Update - January 2022

Flathead County- Residential

+7

Change in
New Listings

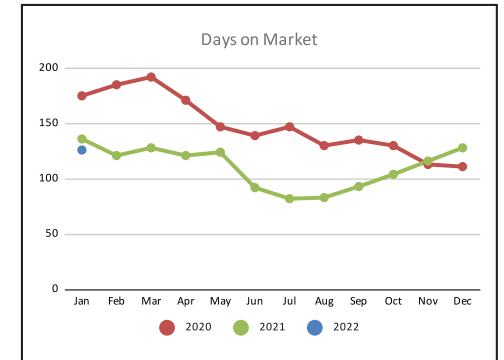
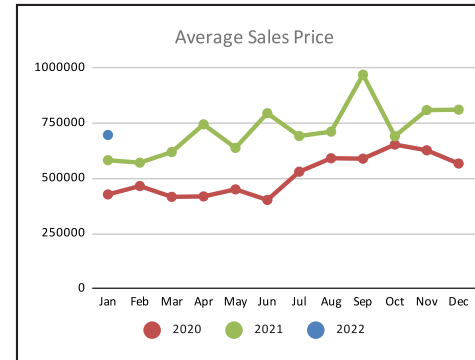
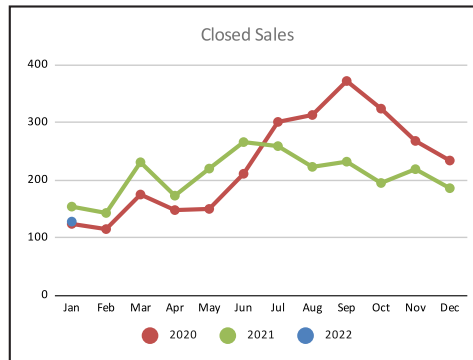
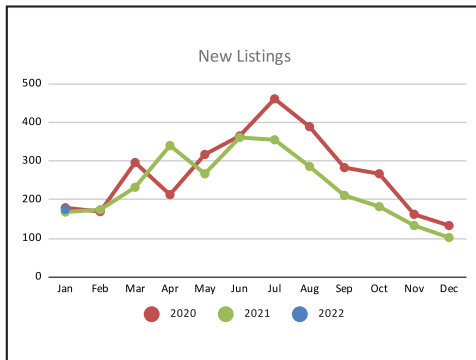
-26

Change in
Closed Sales

+\$114k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	168	175	+7	168	175	+7
Closed Sales	154	128	-26	154	128	-26
Median Sales Price	\$384k	\$511k	+\$127k	\$384k	\$511k	-\$127k
Average Sales Price	\$582k	\$696k	+\$114k	\$582k	\$696k	+\$114k
Average % of Original List Price Received	98%	98%	0%	98%	98%	0%
Average Days on Market Until Sale	136	126	-10	136	126	-10



Based on information from the Missoula County Association of REALTORS®, Inc.

Local Market Update - January 2022

Lake County- Land

-12

Change in
New Listings

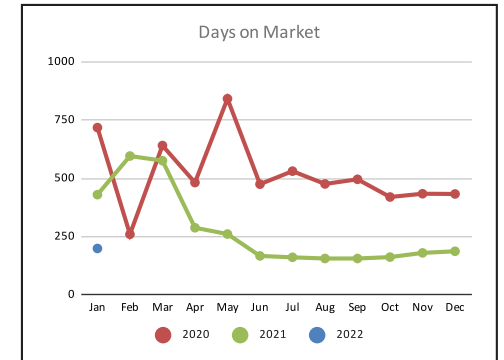
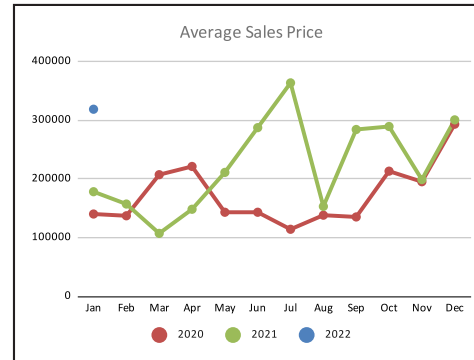
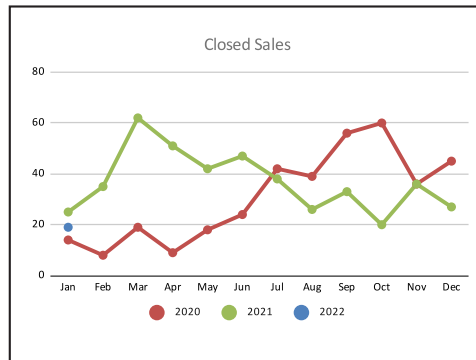
-6

Change in
Closed Sales

+\$137k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	22	10	-12	22	10	-12
Closed Sales	25	19	-6	25	19	-6
Median Sales Price	\$80k	\$215k	-\$135k	\$80k	\$215k	-\$135k
Average Sales Price	\$178k	\$318k	+\$137k	\$178k	\$318k	+\$137k
Average % of Original List Price Received	95%	98%	+3%	95%	98%	+3%
Average Days on Market Until Sale	431	200	-231	431	200	-231



Based on information from the Missoula County Association of REALTORS®, Inc.

Lake County- Residential

-4

Change in
New Listings

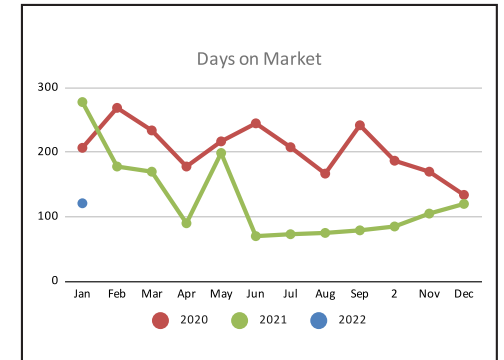
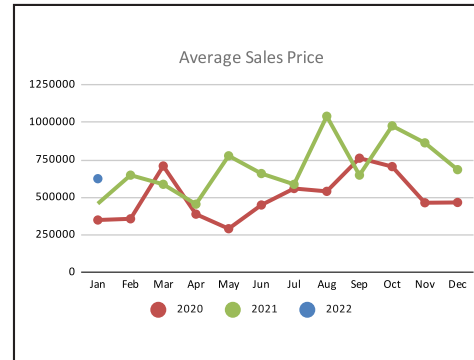
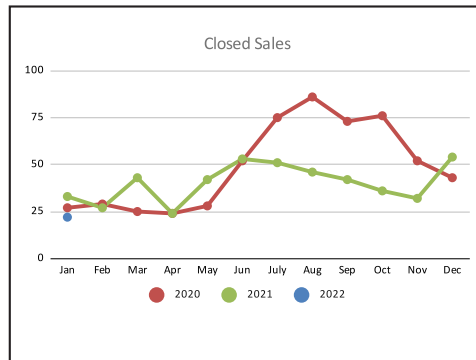
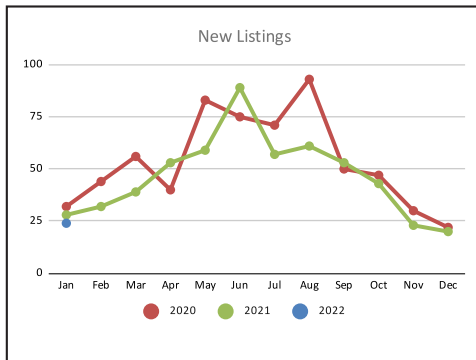
-11

Change in
Closed Sales

+\$166k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	28	24	-4	28	24	-4
Closed Sales	33	22	-11	33	22	-11
Median Sales Price	\$399k	\$515k	+\$116k	\$399k	\$515k	+\$116k
Average Sales Price	\$459k	\$625k	+\$166k	\$459k	\$625k	+\$166k
Average % of Original List Price Received	97%	98%	+1%	97%	98%	+1%
Average Days on Market Until Sale	278	121	-157	278	121	-157



Local Market Update - January 2022

Lincoln County- Land

-16

Change in
New Listings

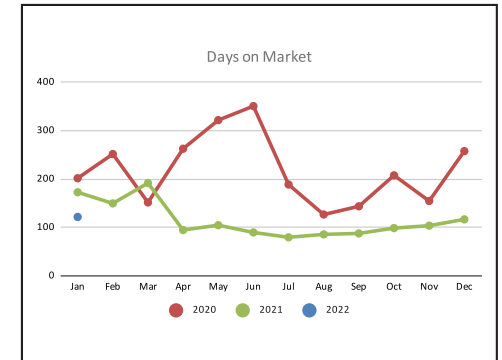
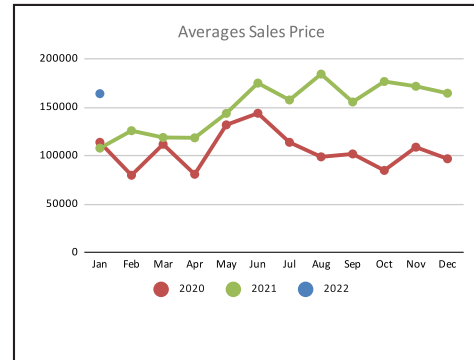
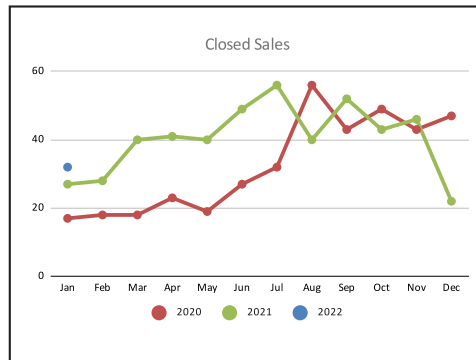
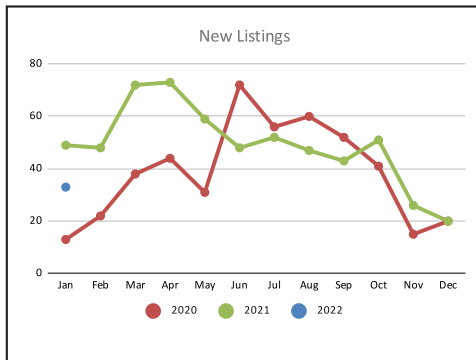
-1

Change in
Closed Sales

+\$57k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	49	33	-16	49	33	-16
Closed Sales	31	30	-1	31	30	-1
Median Sales Price	\$80k	\$151k	+\$71k	\$80k	\$151k	+\$71k
Average Sales Price	\$108k	\$165k	+\$57k	\$108k	\$165k	+\$57k
Average % of Original List Price Received	97%	97%	0%	95%	95%	0%
Average Days on Market Until Sale	311	236	-75	311	236	-75



Based on information from the Missoula County Association of REALTORS®, Inc.

Local Market Update - January 2022

Lincoln County- Residential

-21

Change in
New Listings

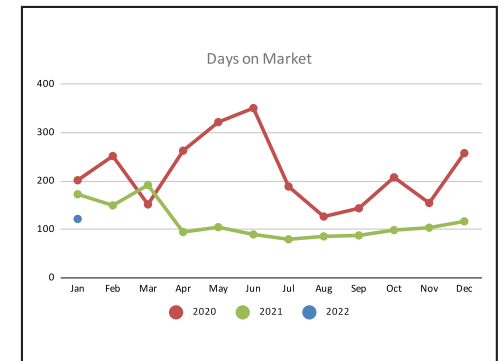
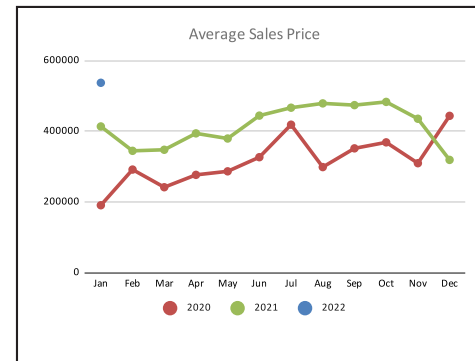
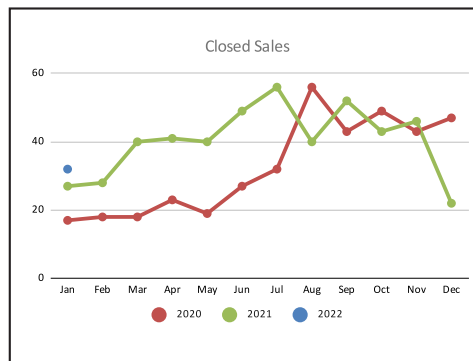
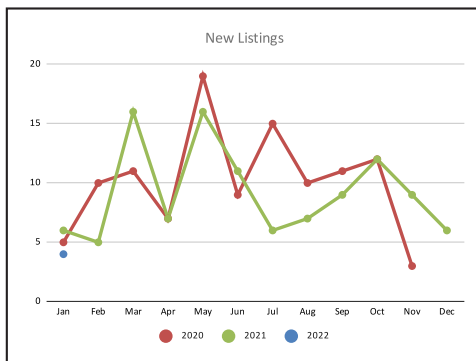
+5

Change in
Closed Sales

+\$124k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	40	19	-21	40	19	-21
Closed Sales	27	32	+5	27	32	+5
Median Sales Price	\$310k	\$498k	+\$188k	\$310k	\$498k	+\$188k
Average Sales Price	\$414k	\$538k	+\$124k	\$414k	\$538k	+\$124k
Average % of Original List Price Received	97%	95%	-2%	97%	95%	-2%
Average Days on Market Until Sale	173	122	-109	173	122	-109



Based on information from the Missoula County Association of REALTORS®, Inc.

Missoula County- Commercial

-2

Change in
New Listings

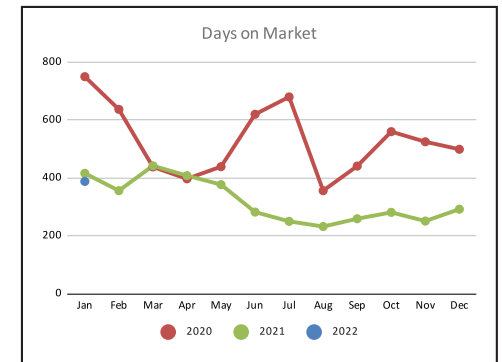
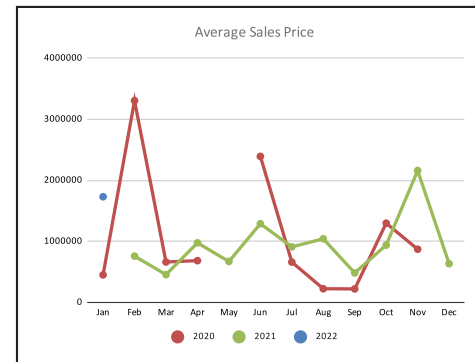
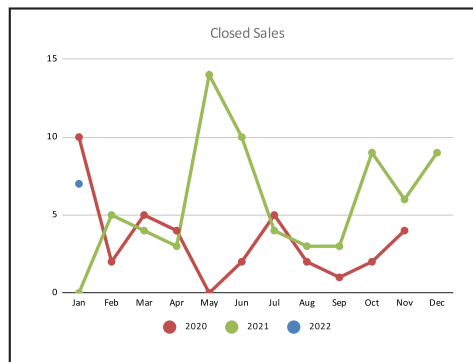
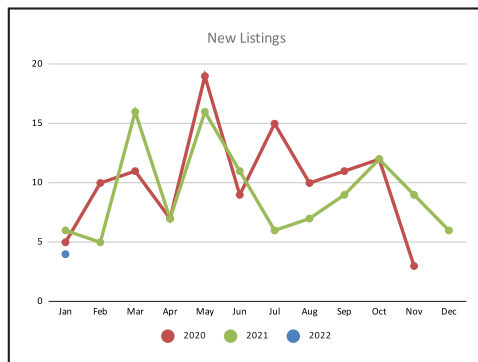
+7

Change in
Closed Sales

N/A

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	6	4	-2	6	4	-2
Closed Sales	0	7	+7	0	7	+7
Median Sales Price	N/A	\$679k	N/A	N/A	\$679k	N/A
Average Sales Price	N/A	\$1.73m	N/A	N/A	\$1.73m	N/A
Average % of Original List Price Received	N/A	94%	N/A	N/A	94%	N/A
Average Days on Market Until Sale	N/A	277	N/A	N/A	277	N/A



Local Market Update - January 2022

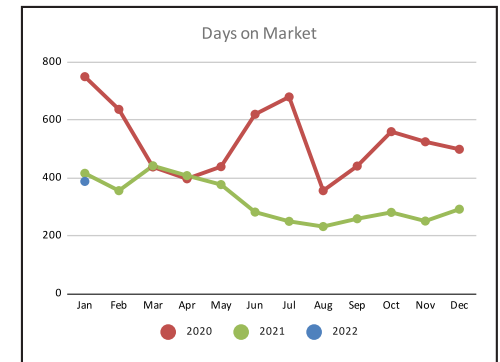
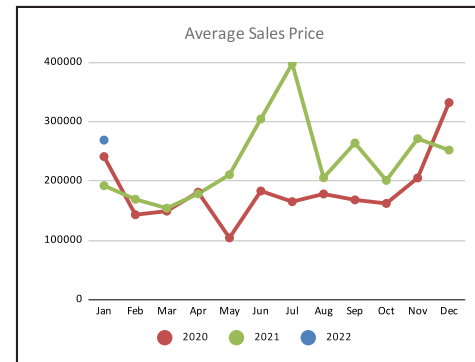
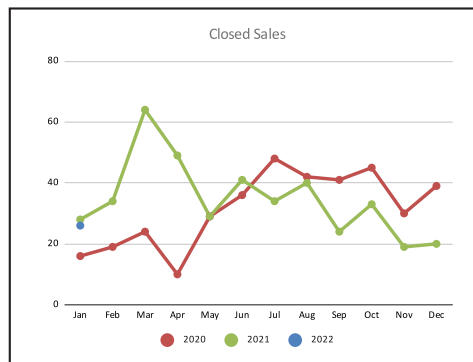
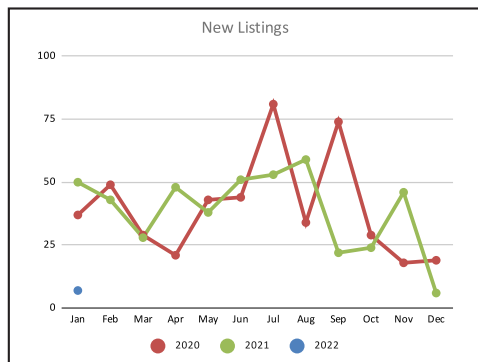
Missoula County- Land

-43
Change in
New Listings

-2
Change in
Closed Sales

+\$77k
Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	50	7	-43	50	7	-43
Closed Sales	28	26	-2	28	26	-2
Median Sales Price	\$153k	\$150k	-\$3k	\$153k	\$150k	-\$3k
Average Sales Price	\$192k	\$269k	+\$77k	\$192k	\$269k	+\$77k
Average % of Original List Price Received	96%	100%	+4%	96%	100%	+4%
Average Days on Market Until Sale	416	388	-28	416	388	-28



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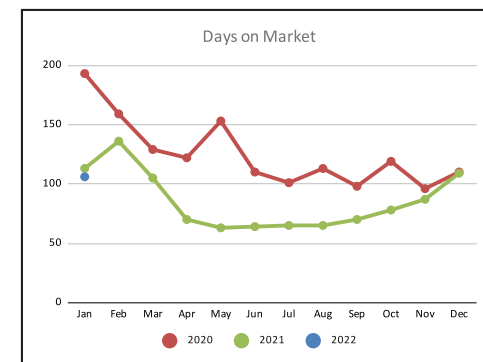
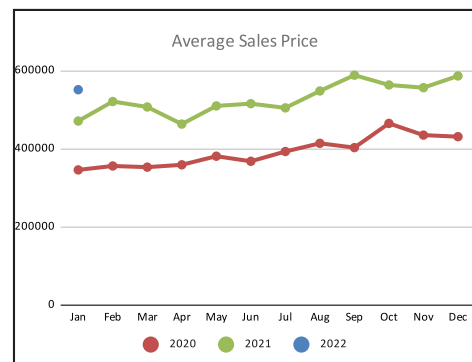
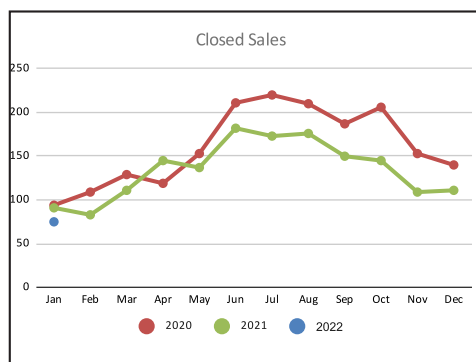
Missoula County- Residential

-25
Change in
New Listings

-16
Change in
Closed Sales

+\$80k
Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	100	75	-25	100	75	-25
Closed Sales	91	75	-16	91	75	-16
Median Sales Price	\$420k	\$486k	+\$66k	\$420k	\$486k	+\$66k
Average Sales Price	\$471k	\$551k	+\$80k	\$471k	\$551k	+\$80k
Average % of Original List Price Received	99%	102%	+3%	99%	102%	+3%
Average Days on Market Until Sale	113	106	-7	113	106	-7



Local Market Update - January 2022

Ravalli County- Land

-22

Change in
New Listings

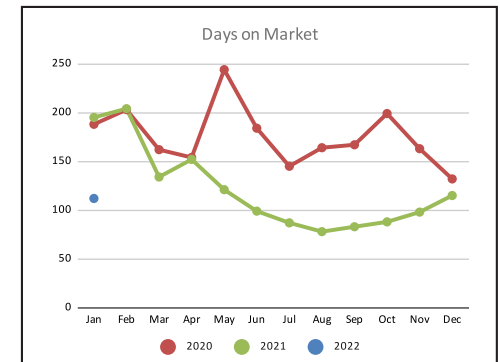
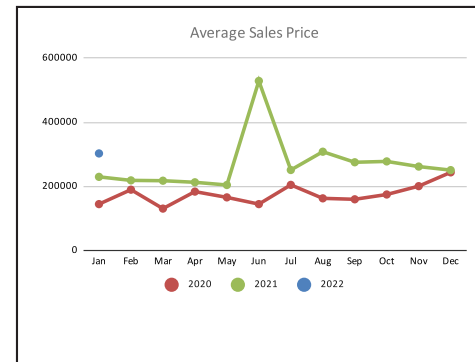
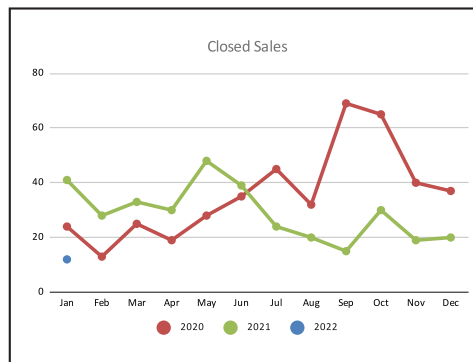
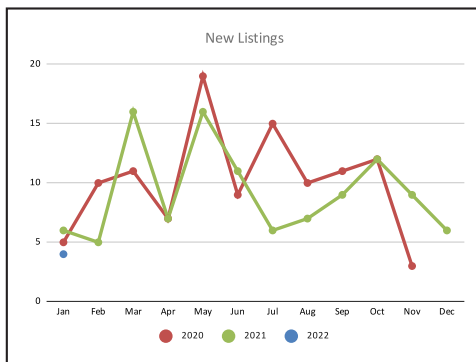
-29

Change in
Closed Sales

+\$73k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	34	12	-22	34	12	-22
Closed Sales	41	12	-29	41	12	-29
Median Sales Price	\$189k	\$325k	-\$136k	\$189k	\$325k	-\$136k
Average Sales Price	\$230k	\$303k	+\$73k	\$230k	\$303k	+\$73k
Average % of Original List Price Received	92%	94%	+2%	92%	94%	+2%
Average Days on Market Until Sale	322	182	-140	322	182	-140



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Local Market Update - January 2022

Ravalli County- Residential

+9

Change in
New Listings

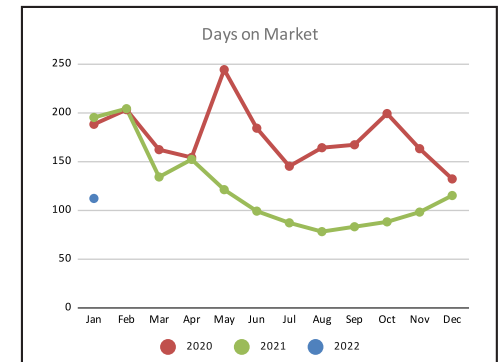
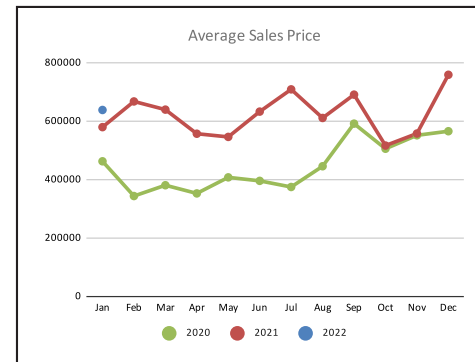
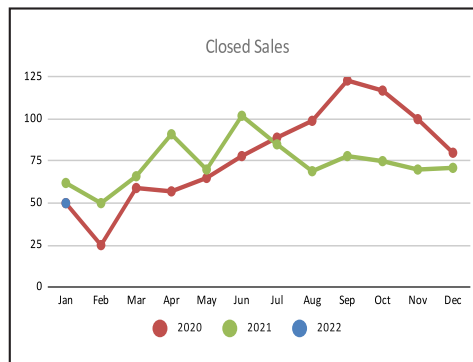
-12

Change in
Closed Sales

+\$59k

Change in
Avg. Sales Price

	January			Year to Date		
	2021	2022	+/-	2021	2022	+/-
New Listings	50	59	+9	50	59	+9
Closed Sales	62	50	-12	62	50	-12
Median Sales Price	\$476k	\$534k	-\$58k	\$476k	\$534k	-\$58k
Average Sales Price	\$581k	\$640k	+\$59k	\$581k	\$640k	+\$59k
Average % of Original List Price Received	97%	98%	+1%	97%	98%	+1%
Average Days on Market Until Sale	195	112	83	195	112	83



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