



## ERA Lambros

### Ravalli County Monthly Market Update

#### LAND

- The average number of Days on Market is up 34% in August and up 30% year to date
- New Listings are up 29%
- Closed Sales are up 6%
- The Average Sales Price is down 41% and down 11% year to date
- 85% of the Original Listing Price is received at closing

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# Ravalli County

## Land

**+29%**

Change in  
New Listings

**+6%**

Change in  
Closed Sales

**+34%**

Change in  
Days on Market

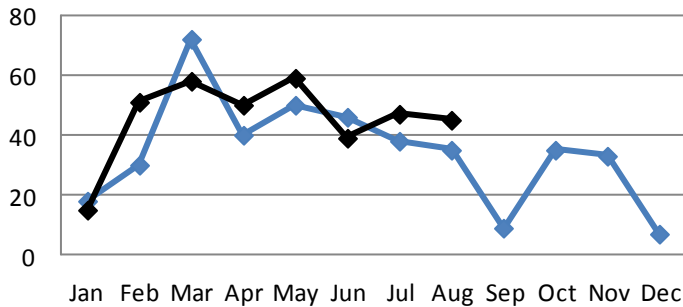
### August

### Year to Date

	2016	2017	+/-	2016	2017	+/-
New Listings	35	<b>45</b>	+29%	330	<b>367</b>	+11%
Closed Sales	18	<b>19</b>	+6%	81	<b>133</b>	+64%
Median Sales Price	\$89K	<b>\$95K</b>	+7%	\$65K	<b>\$68K</b>	+5%
Average Sales Price	\$169K	<b>\$100K</b>	-41%	\$104K	<b>\$93K</b>	-11%
Avg. % of Original List Price Received	92%	<b>85%</b>	-7%	89%	<b>88%</b>	-1%
Average Days on Market Until Sale	312	<b>418</b>	+34%	285	<b>370</b>	+30%

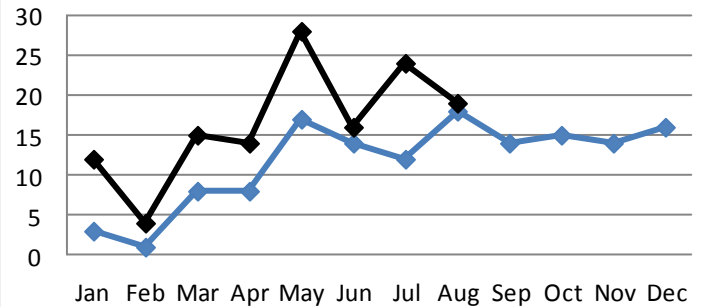
### New Listings

—◆— 2016 —◆— 2017



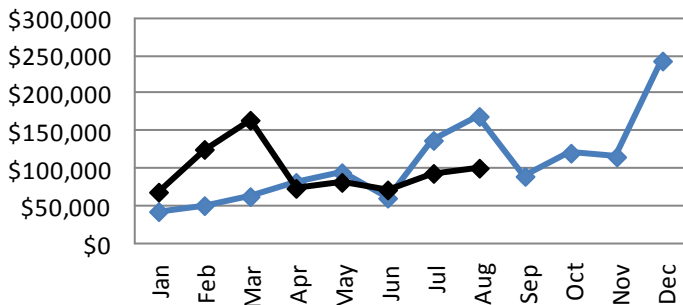
### Closed Sales

—◆— 2016 —◆— 2017



### Average Sales Price

—◆— 2016 —◆— 2017



### Average Days on Market

—◆— 2016 —◆— 2017

