



ERA Lambros

Missoula County Monthly Market Update

LAND

- The average number of Days on Market is up 40% in August and up 77% year to date
- New Listings are up 81%
- Closed Sales are down 27%
- The Average Sales Price is up 9% and up 3% year to date
- 112% of the Original Listing Price is received at closing

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Missoula County

Land

+81%

Change in
New Listings

-27%

Change in
Closed Sales

+40%

Change in
Days on Market

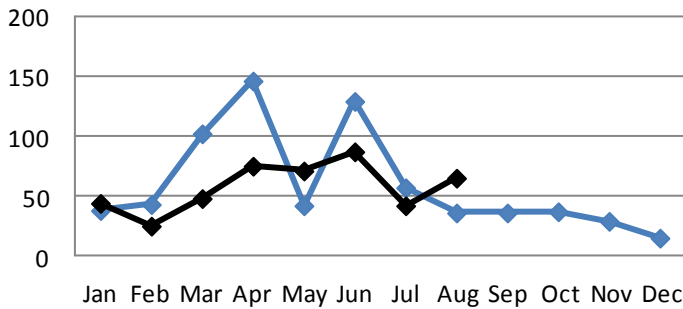
August

Year to Date

	2016	2017	+/-	2016	2017	+/-
New Listings	36	65	+81%	594	460	-23%
Pending Sales	36	21	-42%	197	205	+4%
Closed Sales	41	30	-27%	177	171	-3%
Median Sales Price	\$79K	\$77K	-3%	\$87K	\$85K	-2%
Average Sales Price	\$117K	\$128K	+9%	\$136K	\$140K	+3%
Avg. % of Original List Price Received	96%	112%	+16%	89%	93%	+4%
Average Days on Market Until Sale	301	422	+40%	362	640	+77%

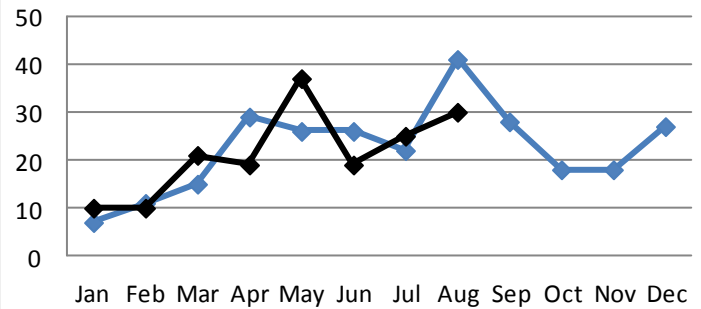
New Listings

—◆— 2016 —◆— 2017



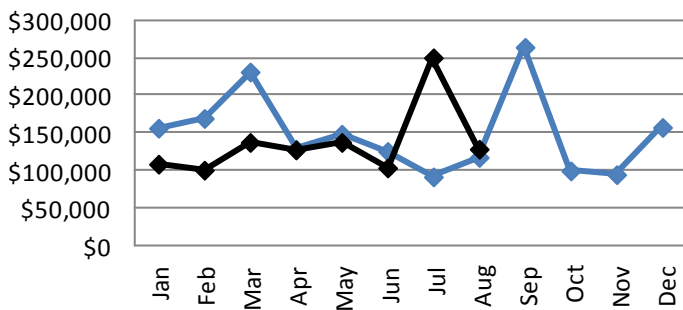
Closed Sales

—◆— 2016 —◆— 2017



Average Sales Price

—◆— 2016 —◆— 2017



Average Days on Market

—◆— 2016 —◆— 2017

