

Missoula Real Estate Market Report

August 2020

| MISSOULA | | Single Family | Condos | Townhomes |
|---------------------|------|---------------|-----------|-----------|
| Median Sales Price | 2020 | \$385,000 | \$234,500 | \$342,000 |
| | 2019 | \$339,950 | \$159,450 | \$280,400 |
| Average Sales Price | 2020 | \$436,770 | \$259,890 | \$357,936 |
| | 2019 | \$371,760 | \$238,630 | \$274,494 |
| % of List Price | 2020 | 101 | 99 | 99 |
| | 2019 | 99 | 99 | 100 |
| # of Closed Sales | 2020 | 137 | 20 | 11 |
| | 2019 | 112 | 10 | 10 |
| New Listings | 2020 | 134 | 17 | 10 |
| | 2019 | 161 | 7 | 17 |
| Active Listings | 2020 | 286 | 36 | 27 |
| | 2019 | 428 | 51 | 39 |
| Under Contract | 2020 | 164 | 19 | 17 |
| | 2019 | 129 | 14 | 14 |

Missoula Year to Date 2020 Market Report (January - August 31, 2020)

| MISSOULA | YTD | Single Family | Condos | Townhomes |
|---------------------|------|---------------|-----------|-----------|
| Median Sales Price | 2020 | \$353,500 | \$222,750 | \$304,500 |
| | 2019 | \$330,000 | \$177,500 | \$271,950 |
| Average Sales Price | 2020 | \$397,203 | \$242,045 | \$350,080 |
| | 2019 | \$366,294 | \$233,002 | \$283,123 |
| % of List Price | 2020 | 100 | 99 | 102 |
| | 2019 | 99 | 99 | 99 |
| # of Closed Sales | 2020 | 779 | 92 | 96 |
| | 2019 | 713 | 96 | 100 |
| New Listings | 2020 | 952 | 103 | 92 |
| | 2019 | 1,017 | 120 | 121 |

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Single Family Residential Real Estate Market Report

August 2020

| | | Bonner | Clinton | Florence | Frenchtown | Huson | Lolo | Stevensville |
|----------------------------|------|-----------|-----------|-----------|------------|-----------|-----------|--------------|
| Median Sales Price | 2020 | \$347,000 | \$270,625 | \$405,000 | \$554,500 | \$410,000 | \$434,900 | \$387,500 |
| | 2019 | \$350,000 | \$212,090 | \$372,500 | \$298,000 | \$346,000 | \$329,550 | \$343,000 |
| Average Sales Price | 2020 | \$347,000 | \$270,625 | \$408,083 | \$577,242 | \$410,000 | \$460,150 | \$483,172 |
| | 2019 | \$350,000 | \$212,090 | \$384,972 | \$298,000 | \$641,250 | \$347,283 | \$394,048 |
| % of List Price | 2020 | 105 | 95 | 98 | 99 | 98 | 99 | 99 |
| | 2019 | 100 | 98 | 97 | 99 | 98 | 100 | 98 |
| # of Closed Sales | 2020 | 2 | 2 | 12 | 4 | 2 | 12 | 20 |
| | 2019 | 1 | 2 | 9 | 1 | 4 | 12 | 27 |
| New Listings | 2020 | 0 | 5 | 19 | 3 | 4 | 19 | 23 |
| | 2019 | 2 | 1 | 15 | 1 | 3 | 12 | 36 |
| Active Listings | 2020 | 6 | 15 | 37 | 12 | 12 | 27 | 75 |
| | 2019 | 9 | 18 | 59 | 15 | 22 | 34 | 129 |
| Under Contract | 2020 | 0 | 5 | 9 | 4 | 2 | 8 | 35 |
| | 2019 | 1 | 1 | 8 | 2 | 1 | 6 | 18 |

Year to Date 2020 Single Family Real Estate Market Report (January 1 - August 31, 2020)

| YTD | | Bonner | Clinton | Florence | Frenchtown | Huson | Lolo | Stevensville |
|----------------------------|------|-----------|-----------|-----------|------------|-----------|-----------|--------------|
| Median Sales Price | 2020 | \$330,000 | \$345,000 | \$389,000 | \$405,000 | \$450,000 | \$345,000 | \$360,000 |
| | 2019 | \$350,000 | \$260,000 | \$335,000 | \$357,000 | \$377,500 | \$302,500 | \$306,876 |
| Average Sales Price | 2020 | \$340,333 | \$382,332 | \$411,844 | \$426,748 | \$543,818 | \$365,920 | \$396,677 |
| | 2019 | \$415,100 | \$264,748 | \$374,603 | \$401,343 | \$475,679 | \$329,569 | \$339,434 |
| % of List Price | 2020 | 100 | 100 | 98 | 98 | 97 | 100 | 99 |
| | 2019 | 99 | 102 | 98 | 100 | 97 | 99 | 98 |
| # of Closed Sales | 2020 | 9 | 20 | 73 | 23 | 11 | 95 | 115 |
| | 2019 | 5 | 13 | 66 | 21 | 14 | 84 | 152 |
| New Listings | 2020 | 13 | 32 | 110 | 31 | 23 | 106 | 163 |
| | 2019 | 13 | 25 | 101 | 37 | 30 | 106 | 228 |

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