

2018 Year-End

# NW MONTANA Market Insights



Whitefish ↑  
Columbia Falls  
Kalispell  
Bigfork  
Lakeside  
Eureka ↓

Gross Sales | Days On Market | Average Price  
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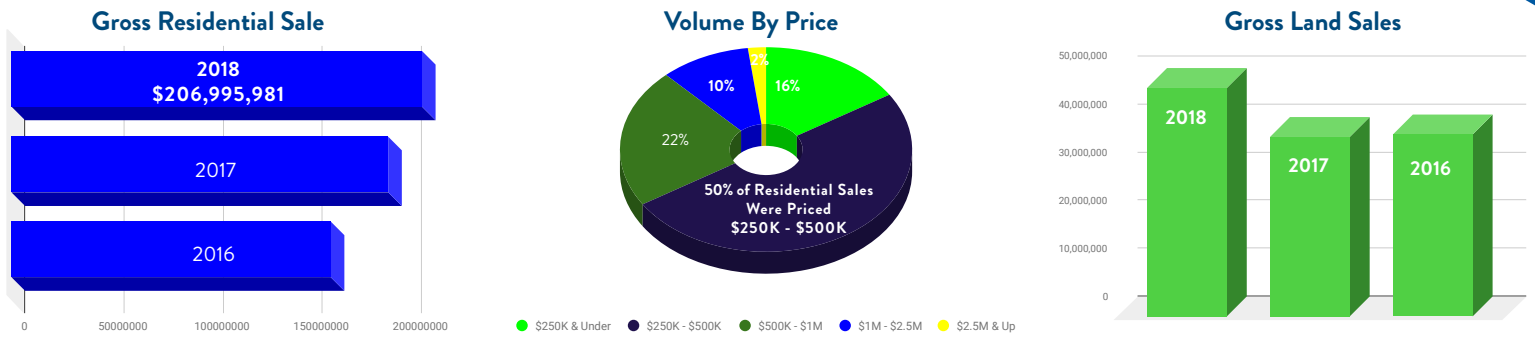


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# WHITEFISH Market Insights

In 2018 Whitefish residential sales reached \$206,995,981 up 8% from 2017, with average days on market of only 157. The average sale price was \$551,989 up 13%. Most homes sold in Whitefish in 2018 were priced \$250K - \$500K.



## Whitefish Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	375 ↓	\$206,995,981 ↑	157 ↓	\$551,989 ↑	\$385,000 ↑
2017	390	\$190,237,853	172	\$487,789	\$340,000
2016	321	\$160,927,244	179	\$501,331	\$330,000

In 2018 Whitefish land gross sales were \$4,484,200 up over \$10 million from 2017. Total sales were up 14% and the average price for land was up 13%.

## Whitefish Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	197 ↑	\$47,484,200 ↑	298 ↑	\$241,037 ↑	\$142,000 ↑
2017	173	\$37,192,450	266	\$214,985	\$125,000
2016	126	\$37,781,950	363	\$299,857	\$149,450

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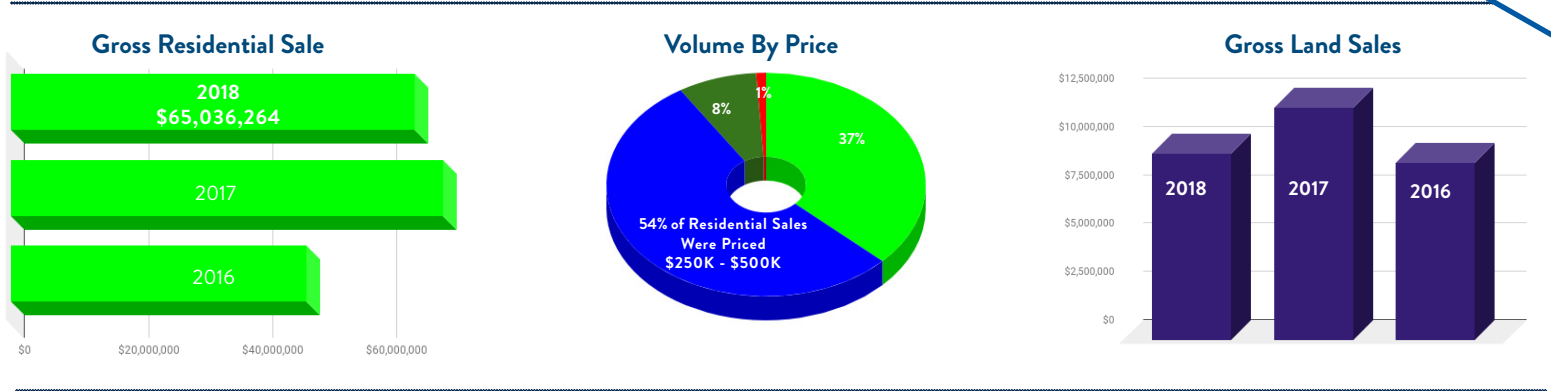
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# COLUMBIA FALLS

## Market Insights

In 2018 Columbia Falls real estate sales were down 6% from 2017 with an average days on market of 111. The average price per transaction was \$320,376.



### Columbia Falls Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	203 ↓	\$65,036,264 ↓	111 ↓	\$320,376 ↑	\$280,000 ↑
2017	216	\$69,607,261	124	\$322,256	\$276,500
2016	188	\$47,569,554	116	\$253,030	\$225,250

In 2018 Columbia Falls land sales were on the market 233 days and down by 17%, with an average price per transaction of \$114,266.

### Columbia Falls Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	84 ↓	\$9,598,350 ↓	233 ↓	\$114,266 ↓	\$83,500 ↑
2017	102	\$11,976,400	255	\$117,416	\$80,750
2016	78	\$9,136,000	354	\$117,128	\$70,000

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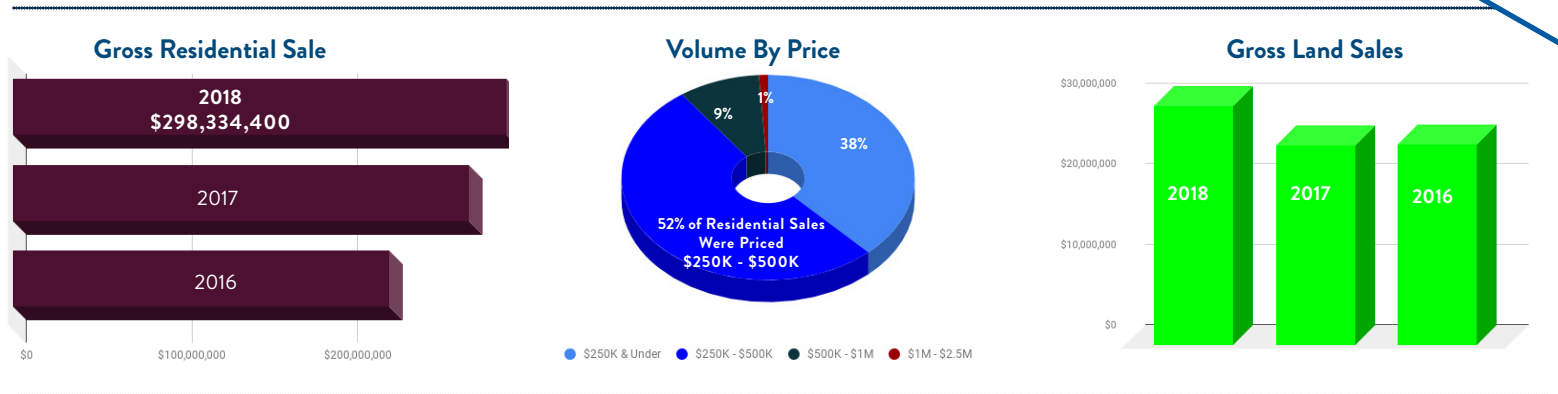
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# KALISPELL Market Insights

In 2018 Kalispell residential real estate sales were down but the gross sales volume was up 8% with an average days on market of just 106.



## Kalispell Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	934 ↓	\$298,334,400 ↑	106 ↓	\$319,416 ↑	\$275,000 ↑
2017	937	275,364,281	109	\$293,879	\$250,000
2016	865	\$227,440,398	122	\$262,937	\$227,500

In 2018 Kalispell land sales were on the market for an average of 250 days with total sales increasing 3% with a median price of \$95,000, and average price of \$145,527.

## Kalispell Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	203 ↑	\$29,542,050 ↑	250 ↓	\$145,527 ↑	\$95,000 ↑
2017	197	\$24,738,292	272	\$125,575	\$85,500
2016	201	\$24,868,805	290	\$123,725	\$74,900

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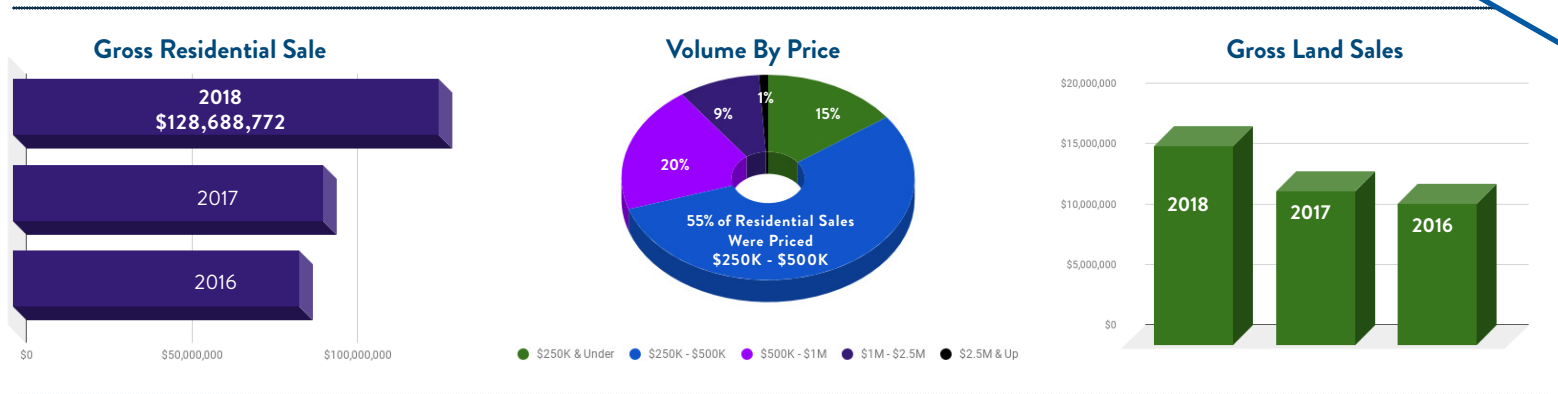
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# BIGFORK Market Insights

In 2018 Bigfork residential real estate sales were up 13% with \$128,688,772 in gross sales. The average transaction was only on the market 159 days with an average price of \$538,447.



## Bigfork Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	239 ↑	\$128,688,772 ↑	159 ↓	\$538,447 ↑	\$385,000 ↑
2017	211	\$93,581,650	207	\$443,515	\$340,000
2016	192	\$86,422,009	231	\$450,115	\$315,000

In 2018 Bigfork saw a 14% increase in land sales with gross sales of over \$16,000,000. The average price per transaction was \$143,738.

## Bigfork Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	114 ↑	\$16,386,100 ↑	445 ↑	\$143,738 ↑	\$80,000 ↑
2017	100	\$12,678,775	392	\$126,788	\$78,500
2016	87	\$11,658,000	304	\$134,000	\$70,000

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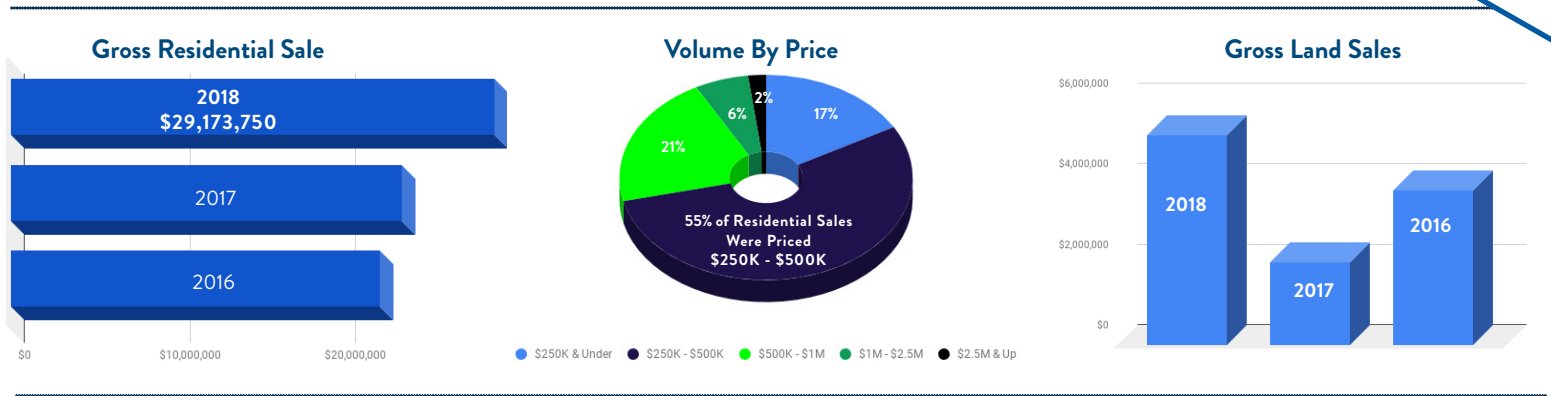
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# LAKE SIDE Market Insights

In 2018 Lakeside gross residential sales increased 24% with the median price increasing to \$371,000. The average transaction was on the market 216 days.



## Lakeside Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	52	\$29,173,750 ↑	216 ↑	\$561,034 ↑	\$371,000 ↑
2017	52	\$23,595,300	188	\$453,756	\$292,500
2016	59	\$22,295,351	191	\$377,887	\$298,000

In 2018 Lakeside land sales increased by an astounding 89%, with over \$5,000,000 in gross land sales. The average price per transaction was \$144,019 while the median price was \$80,500.

## Lakeside Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	36 ↑	\$5,184,700 ↑	449 ↑	\$144,019 ↑	\$80,500 ↓
2017	19	\$2,057,250	317	\$108,276	\$115,000
2016	30	\$3,827,500	378	\$127,583	\$83,750

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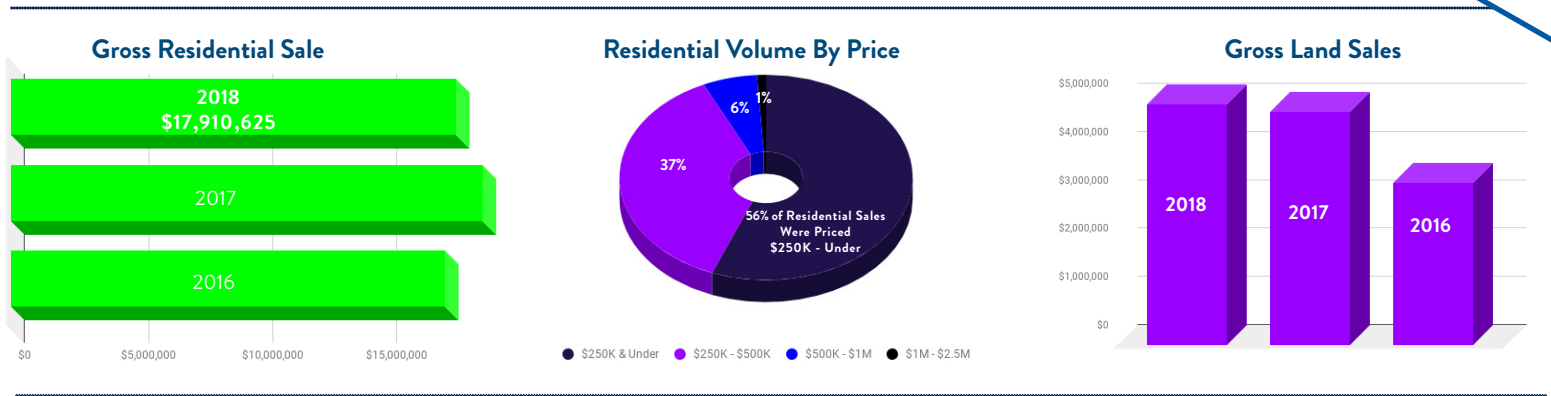
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# EUREKA Market Insights

In 2018 Eureka saw a 11% decrease in total sales with the average price per transaction at \$271,373 and a median price of \$230,250.



## Eureka Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	66 ↓	\$17,910,625 ↓	206 ↑	\$271,373 ↑	\$230,250 ↑
2017	74	\$18,981,861	161	\$256,512	\$204,450
2016	58	\$17,492,109	227	\$301,588	\$215,000

In 2018 Eureka had \$4,967,649 gross land sales with an average days on market of 214. Both the average and median price rose from 2017.

## Eureka Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	53 ↓	\$4,967,649 ↑	214 ↑	\$93,729 ↑	\$67,500 ↑
2017	54	\$4,808,700	186	\$89,050	\$58,750
2016	43	\$3,339,650	405	\$77,666	\$59,900

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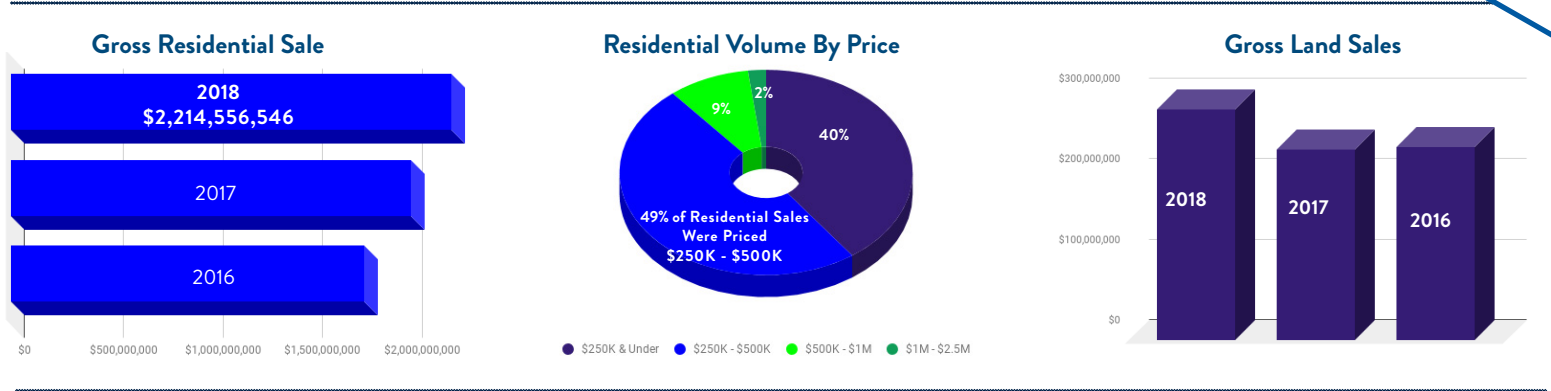
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# NW Montana Market Insights

Includes: Kalispell, Whitefish, Missoula, Columbia Falls, Bigfork, Lakeside, Eureka, Lake County, Lincoln County, Missoula County, Ravalli County, Sanders County.



## NW Montana Residential Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	6765	\$2,214,556,546 ↑	130 ↓	\$327,355 ↑	\$275,000 ↑
2017	6765	\$2,012,988,706	136	\$297,559	\$255,000
2016	6302	\$1,780,423,337	152	\$282,517	\$240,000

In 2018 NW Montana saw over \$2.2 billion in gross residential sales with an average days on market of only 130. The median price and average price per transaction were up from 2017 for both residential and land sales.

## NW Montana Land Sales

YEAR	TOTAL SALES	GROSS SALES	DAYS ON MARKET	AVERAGE PRICE	MEDIAN PRICE
2018	2116 ↑	\$285,433,696 ↑	309 ↓	\$134,893 ↑	\$85,000 ↑
2017	1909	\$235,901,424	313	\$123,573	\$79,000
2016	1854	\$238,873,209	333	\$128,842	\$75,000

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