

Local Market Update – March 2020

A Research Tool Provided by Montana Regional MLS



Great Falls

Cascade County

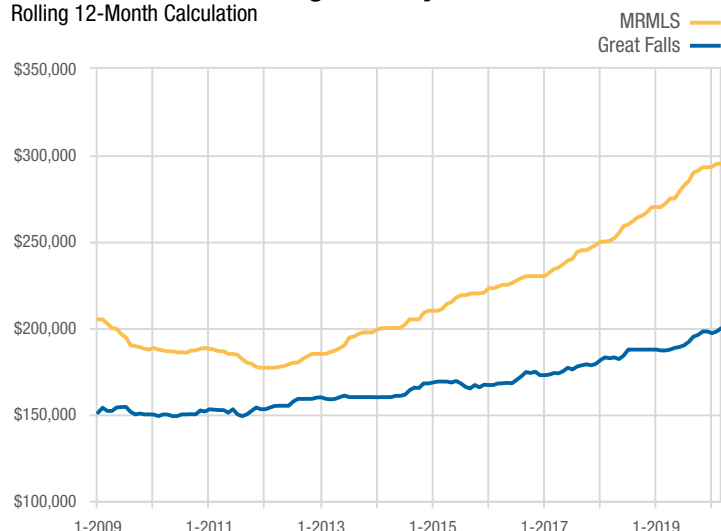
Single-Family	March			Year to Date		
Key Metrics	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	71	95	+ 33.8%	222	268	+ 20.7%
Pending Sales	62	45	- 27.4%	188	189	+ 0.5%
Closed Sales	74	92	+ 24.3%	161	225	+ 39.8%
Days on Market until Sale	76	38	- 50.0%	65	52	- 20.0%
Median Sales Price*	\$187,750	\$199,700	+ 6.4%	\$186,725	\$198,000	+ 6.0%
Average Sales Price*	\$196,664	\$217,829	+ 10.8%	\$200,159	\$220,522	+ 10.2%
Percent of List Price Received*	97.6%	99.4%	+ 1.8%	97.6%	98.9%	+ 1.3%
Inventory of Homes for Sale	178	196	+ 10.1%	—	—	—
Months Supply of Inventory	2.4	2.4	0.0%	—	—	—

Townhouse/Condo	March			Year to Date		
Key Metrics	2019	2020	% Change	Thru 3-2019	Thru 3-2020	% Change
New Listings	6	13	+ 116.7%	20	32	+ 60.0%
Pending Sales	9	9	0.0%	22	17	- 22.7%
Closed Sales	9	4	- 55.6%	21	15	- 28.6%
Days on Market until Sale	47	50	+ 6.4%	77	69	- 10.4%
Median Sales Price*	\$251,000	\$164,500	- 34.5%	\$173,000	\$192,500	+ 11.3%
Average Sales Price*	\$206,554	\$171,000	- 17.2%	\$175,964	\$206,286	+ 17.2%
Percent of List Price Received*	100.3%	98.5%	- 1.8%	98.5%	101.8%	+ 3.4%
Inventory of Homes for Sale	22	28	+ 27.3%	—	—	—
Months Supply of Inventory	2.9	3.7	+ 27.6%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

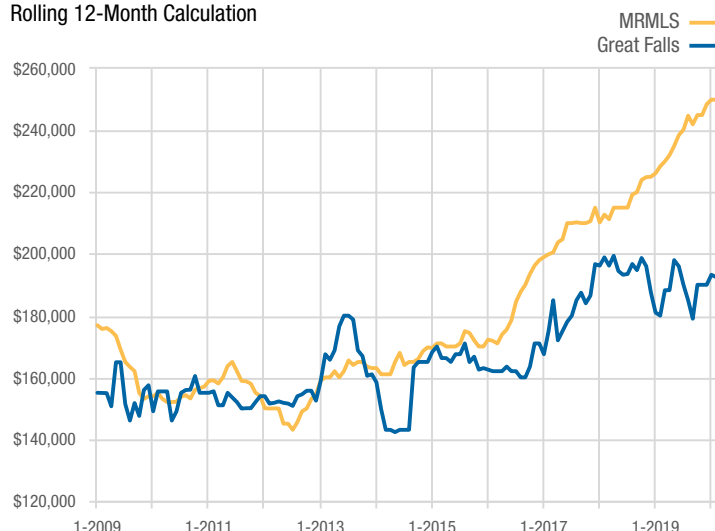
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point.

Current as of April 5, 2020. All data from Montana Regional MLS. Report © 2020 ShowingTime.