

Local Market Update – October 2020

A Research Tool Provided by Montana Regional MLS



Great Falls

Cascade County

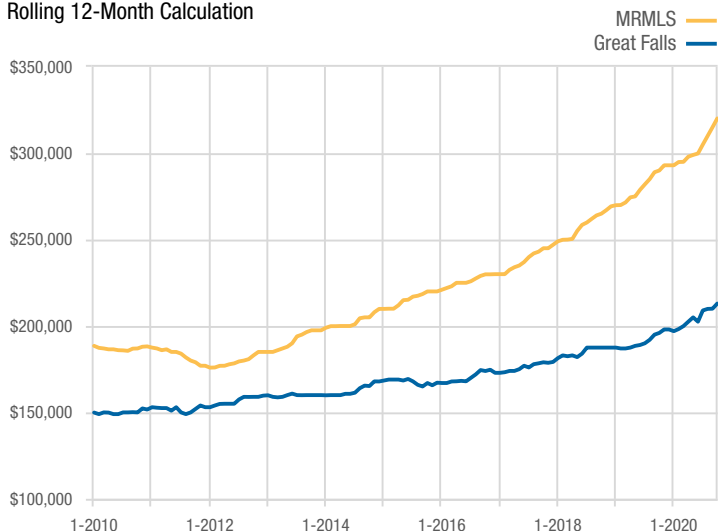
Single-Family	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	95	78	- 17.9%	1,119	1,013	- 9.5%
Pending Sales	79	94	+ 19.0%	850	969	+ 14.0%
Closed Sales	95	133	+ 40.0%	786	917	+ 16.7%
Days on Market Until Sale	44	30	- 31.8%	47	41	- 12.8%
Median Sales Price*	\$207,500	\$218,000	+ 5.1%	\$199,000	\$216,000	+ 8.5%
Average Sales Price*	\$223,013	\$235,010	+ 5.4%	\$221,523	\$239,457	+ 8.1%
Percent of List Price Received*	97.9%	99.8%	+ 1.9%	98.2%	99.2%	+ 1.0%
Inventory of Homes for Sale	250	76	- 69.6%	—	—	—
Months Supply of Inventory	3.2	0.8	- 75.0%	—	—	—

Townhouse/Condo	October			Year to Date		
Key Metrics	2019	2020	% Change	Thru 10-2019	Thru 10-2020	% Change
New Listings	8	12	+ 50.0%	96	112	+ 16.7%
Pending Sales	6	13	+ 116.7%	86	106	+ 23.3%
Closed Sales	9	17	+ 88.9%	87	97	+ 11.5%
Days on Market Until Sale	74	53	- 28.4%	70	69	- 1.4%
Median Sales Price*	\$284,500	\$169,900	- 40.3%	\$192,000	\$185,000	- 3.6%
Average Sales Price*	\$259,311	\$209,271	- 19.3%	\$197,897	\$204,554	+ 3.4%
Percent of List Price Received*	98.6%	98.9%	+ 0.3%	98.6%	98.6%	0.0%
Inventory of Homes for Sale	20	9	- 55.0%	—	—	—
Months Supply of Inventory	2.4	0.9	- 62.5%	—	—	—

* 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.

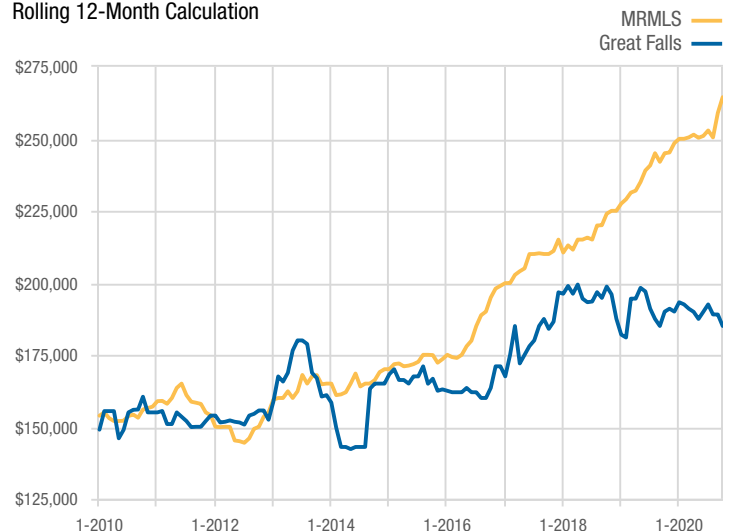
Median Sales Price - Single-Family

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 November 16, 2020. All data from Montana Regional MLS. Report © 2020 ShowingTime.