

# Local Market Update – December 2017

This is a research tool provided by the Big Sky Country MLS



## Bozeman City Limits

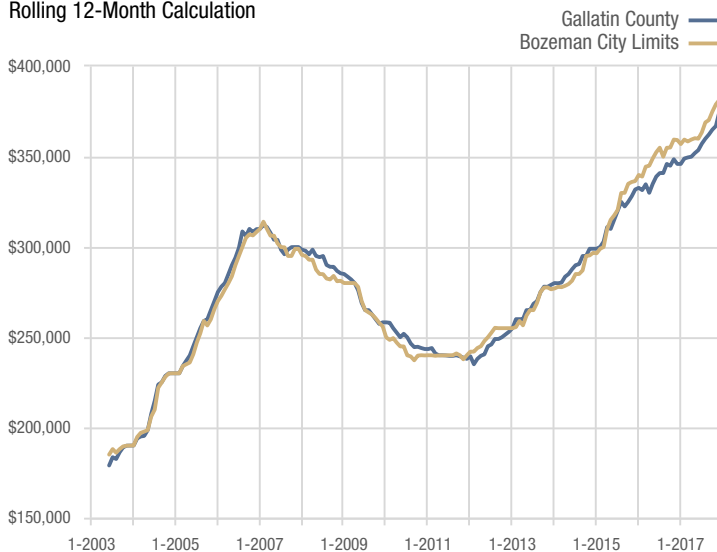
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	21	<b>21</b>	0.0%	669	<b>638</b>	- 4.6%
Pending Sales	26	<b>25</b>	- 3.8%	600	<b>564</b>	- 6.0%
Closed Sales	39	<b>39</b>	0.0%	588	<b>565</b>	- 3.9%
Days on Market Until Sale	50	<b>75</b>	+ 50.0%	64	<b>58</b>	- 9.4%
Median Sales Price*	\$330,000	<b>\$390,000</b>	+ 18.2%	\$359,250	<b>\$381,500</b>	+ 6.2%
Average Sales Price*	\$349,198	<b>\$433,783</b>	+ 24.2%	\$399,724	<b>\$425,992</b>	+ 6.6%
Percent of List Price Received*	98.8%	<b>99.2%</b>	+ 0.4%	99.0%	<b>99.2%</b>	+ 0.2%
Inventory of Homes for Sale	101	<b>87</b>	- 13.9%	—	—	—
Months Supply of Inventory	2.0	<b>1.9</b>	- 5.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	20	<b>20</b>	0.0%	458	<b>533</b>	+ 16.4%
Pending Sales	22	<b>19</b>	- 13.6%	459	<b>440</b>	- 4.1%
Closed Sales	31	<b>50</b>	+ 61.3%	448	<b>447</b>	- 0.2%
Days on Market Until Sale	79	<b>39</b>	- 50.6%	60	<b>59</b>	- 1.7%
Median Sales Price*	\$268,025	<b>\$227,795</b>	- 15.0%	\$240,000	<b>\$260,000</b>	+ 8.3%
Average Sales Price*	\$291,851	<b>\$269,745</b>	- 7.6%	\$261,915	<b>\$297,958</b>	+ 13.8%
Percent of List Price Received*	98.2%	<b>99.4%</b>	+ 1.2%	98.9%	<b>99.6%</b>	+ 0.7%
Inventory of Homes for Sale	52	<b>88</b>	+ 69.2%	—	—	—
Months Supply of Inventory	1.4	<b>2.4</b>	+ 71.4%	—	—	—

\* 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.

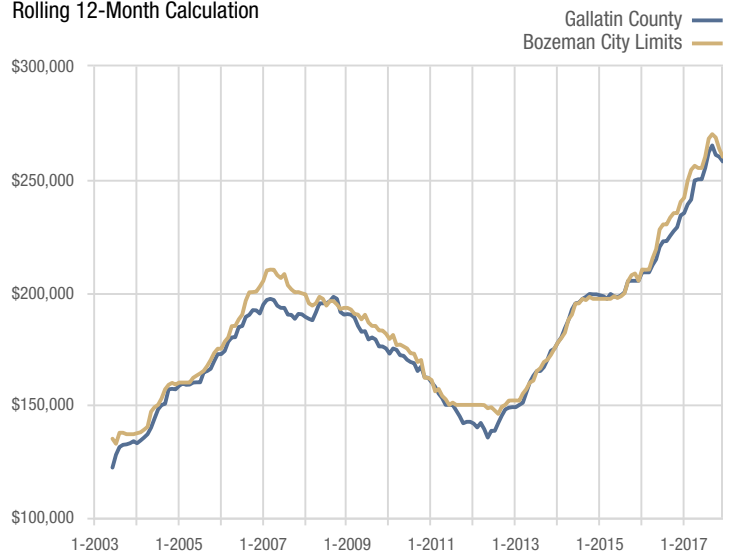
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Bozeman Areas Outside City Limits

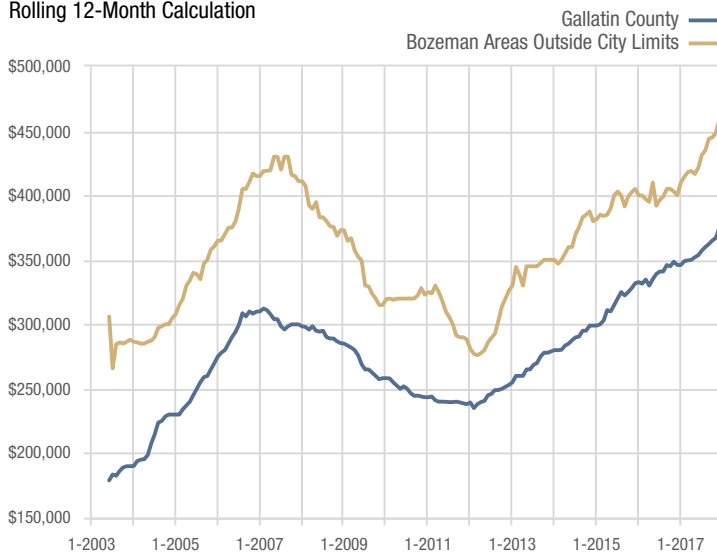
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	16	16	0.0%	629	540	- 14.1%
Pending Sales	22	27	+ 22.7%	504	414	- 17.9%
Closed Sales	37	42	+ 13.5%	492	435	- 11.6%
Days on Market Until Sale	98	119	+ 21.4%	82	78	- 4.9%
Median Sales Price*	\$358,606	\$583,800	+ 62.8%	\$400,000	\$459,000	+ 14.8%
Average Sales Price*	\$538,314	\$844,680	+ 56.9%	\$521,282	\$607,804	+ 16.6%
Percent of List Price Received*	97.9%	95.0%	- 3.0%	98.0%	97.8%	- 0.2%
Inventory of Homes for Sale	142	116	- 18.3%	—	—	—
Months Supply of Inventory	3.4	3.4	0.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	64	76	+ 18.8%
Pending Sales	3	1	- 66.7%	58	68	+ 17.2%
Closed Sales	7	8	+ 14.3%	63	62	- 1.6%
Days on Market Until Sale	75	28	- 62.7%	41	35	- 14.6%
Median Sales Price*	\$298,000	\$277,975	- 6.7%	\$227,000	\$259,900	+ 14.5%
Average Sales Price*	\$298,340	\$311,338	+ 4.4%	\$241,404	\$271,343	+ 12.4%
Percent of List Price Received*	101.1%	100.0%	- 1.1%	99.3%	99.6%	+ 0.3%
Inventory of Homes for Sale	4	3	- 25.0%	—	—	—
Months Supply of Inventory	0.8	0.5	- 37.5%	—	—	—

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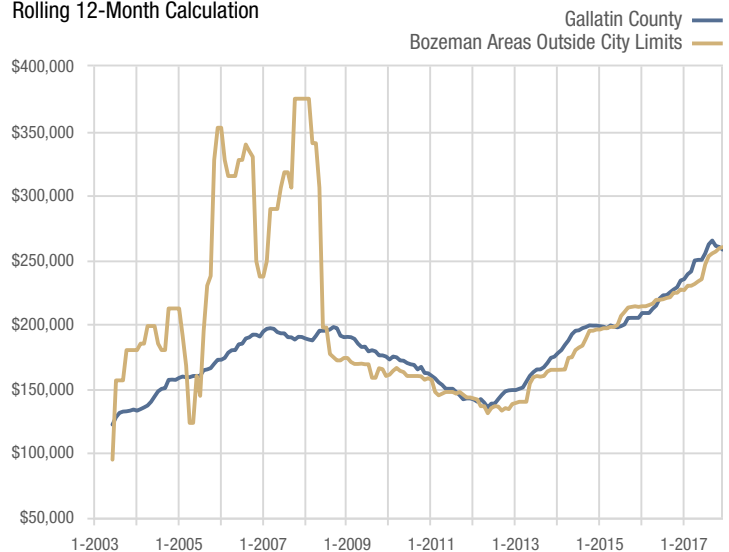
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Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Belgrade

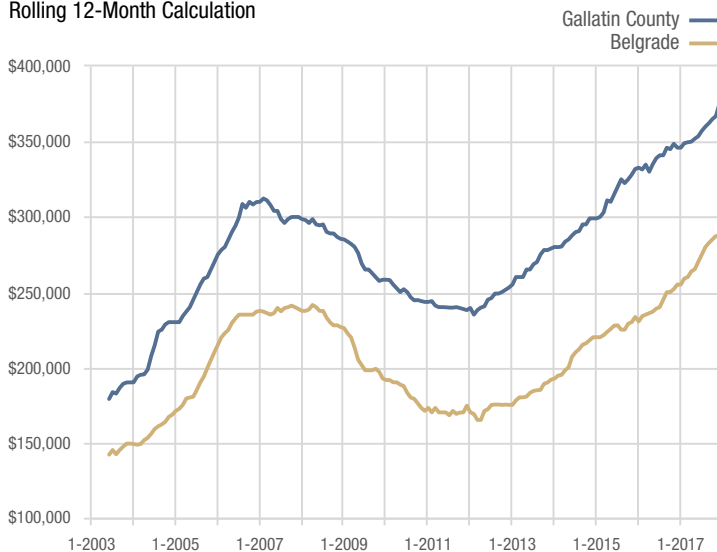
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	12	17	+ 41.7%	358	405	+ 13.1%
Pending Sales	20	16	- 20.0%	303	358	+ 18.2%
Closed Sales	28	24	- 14.3%	299	358	+ 19.7%
Days on Market Until Sale	61	24	- 60.7%	41	37	- 9.8%
Median Sales Price*	\$291,525	<b>\$288,300</b>	- 1.1%	\$255,000	<b>\$287,250</b>	+ 12.6%
Average Sales Price*	\$292,145	<b>\$345,131</b>	+ 18.1%	\$284,281	<b>\$322,039</b>	+ 13.3%
Percent of List Price Received*	97.4%	<b>98.7%</b>	+ 1.3%	99.1%	<b>99.0%</b>	- 0.1%
Inventory of Homes for Sale	50	49	- 2.0%	—	—	—
Months Supply of Inventory	2.0	1.6	- 20.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	2	2	0.0%	83	91	+ 9.6%
Pending Sales	1	1	0.0%	87	84	- 3.4%
Closed Sales	5	6	+ 20.0%	92	84	- 8.7%
Days on Market Until Sale	35	24	- 31.4%	45	26	- 42.2%
Median Sales Price*	\$159,000	<b>\$190,950</b>	+ 20.1%	\$167,750	<b>\$189,450</b>	+ 12.9%
Average Sales Price*	\$162,080	<b>\$202,050</b>	+ 24.7%	\$165,962	<b>\$187,290</b>	+ 12.9%
Percent of List Price Received*	99.5%	<b>99.5%</b>	0.0%	99.5%	<b>99.5%</b>	0.0%
Inventory of Homes for Sale	8	10	+ 25.0%	—	—	—
Months Supply of Inventory	1.1	1.4	+ 27.3%	—	—	—

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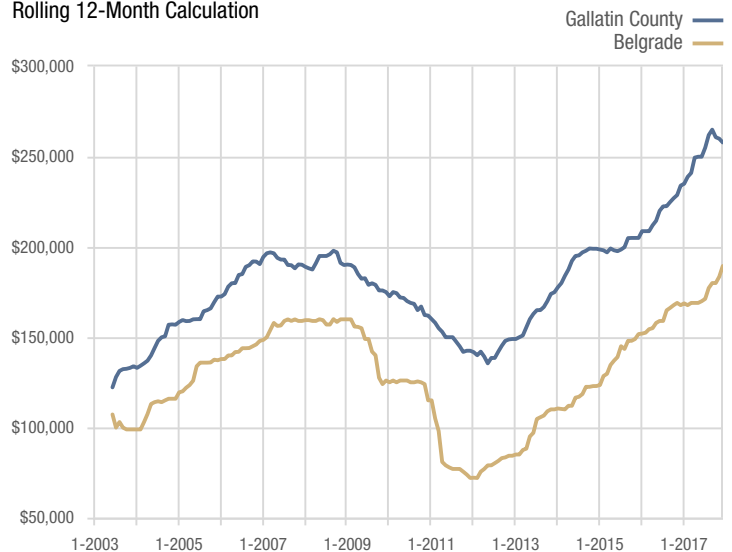
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Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Greater Manhattan

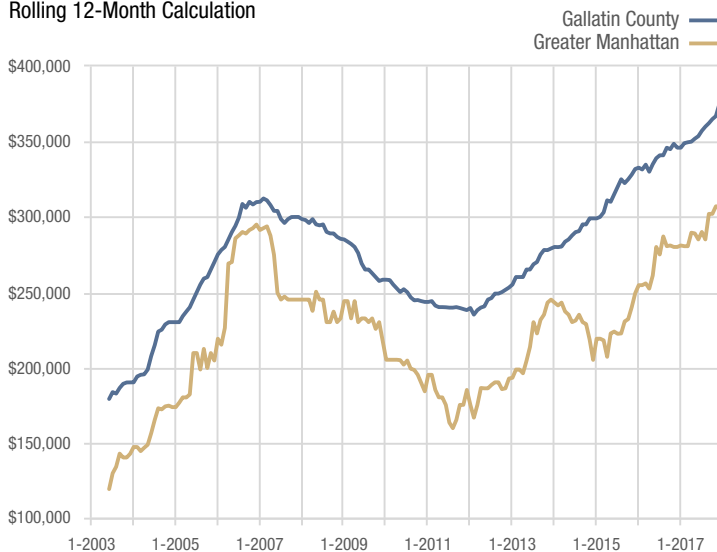
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	2	7	+ 250.0%	105	88	- 16.2%
Pending Sales	3	3	0.0%	68	60	- 11.8%
Closed Sales	9	3	- 66.7%	69	59	- 14.5%
Days on Market Until Sale	105	25	- 76.2%	70	63	- 10.0%
Median Sales Price*	\$285,000	<b>\$259,900</b>	- 8.8%	\$280,000	<b>\$307,000</b>	+ 9.6%
Average Sales Price*	\$446,882	<b>\$292,467</b>	- 34.6%	\$338,831	<b>\$373,322</b>	+ 10.2%
Percent of List Price Received*	97.4%	<b>98.6%</b>	+ 1.2%	98.3%	<b>98.4%</b>	+ 0.1%
Inventory of Homes for Sale	24	26	+ 8.3%	—	—	—
Months Supply of Inventory	4.2	5.2	+ 23.8%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	8	10	+ 25.0%
Pending Sales	0	0	—	11	9	- 18.2%
Closed Sales	0	1	—	13	9	- 30.8%
Days on Market Until Sale	—	8	—	84	8	- 90.5%
Median Sales Price*	—	<b>\$105,000</b>	—	\$175,000	<b>\$129,000</b>	- 26.3%
Average Sales Price*	—	<b>\$105,000</b>	—	\$164,338	<b>\$140,056</b>	- 14.8%
Percent of List Price Received*	—	<b>88.2%</b>	—	99.6%	<b>97.8%</b>	- 1.8%
Inventory of Homes for Sale	0	1	—	—	—	—
Months Supply of Inventory	—	0.8	—	—	—	—

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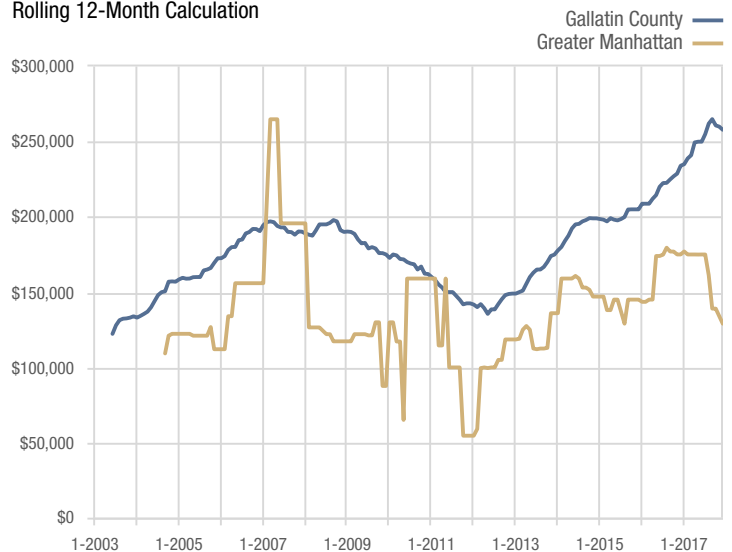
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Greater Three Forks

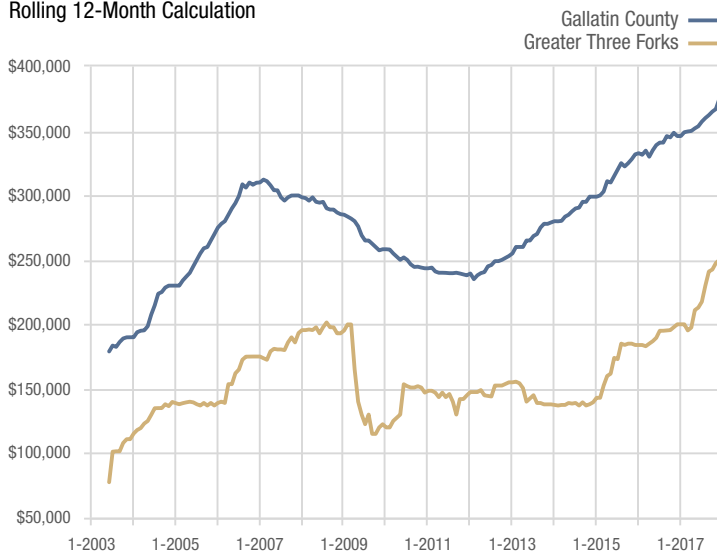
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	2	—	46	61	+ 32.6%
Pending Sales	0	2	—	39	42	+ 7.7%
Closed Sales	1	2	+ 100.0%	37	39	+ 5.4%
Days on Market Until Sale	30	66	+ 120.0%	61	66	+ 8.2%
Median Sales Price*	\$160,000	<b>\$259,950</b>	+ 62.5%	\$200,000	<b>\$250,000</b>	+ 25.0%
Average Sales Price*	\$160,000	<b>\$259,950</b>	+ 62.5%	\$237,558	<b>\$254,501</b>	+ 7.1%
Percent of List Price Received*	87.5%	<b>98.6%</b>	+ 12.7%	96.0%	<b>97.2%</b>	+ 1.3%
Inventory of Homes for Sale	8	10	+ 25.0%	—	—	—
Months Supply of Inventory	1.6	2.9	+ 81.3%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	1	—	10	1	- 90.0%
Pending Sales	0	2	—	1	5	+ 400.0%
Closed Sales	0	2	—	0	4	—
Days on Market Until Sale	—	428	—	—	291	—
Median Sales Price*	—	<b>\$215,000</b>	—	—	<b>\$225,000</b>	—
Average Sales Price*	—	<b>\$215,000</b>	—	—	<b>\$226,684</b>	—
Percent of List Price Received*	—	<b>100.0%</b>	—	—	<b>100.7%</b>	—
Inventory of Homes for Sale	9	2	- 77.8%	—	—	—
Months Supply of Inventory	9.0	1.2	- 86.7%	—	—	—

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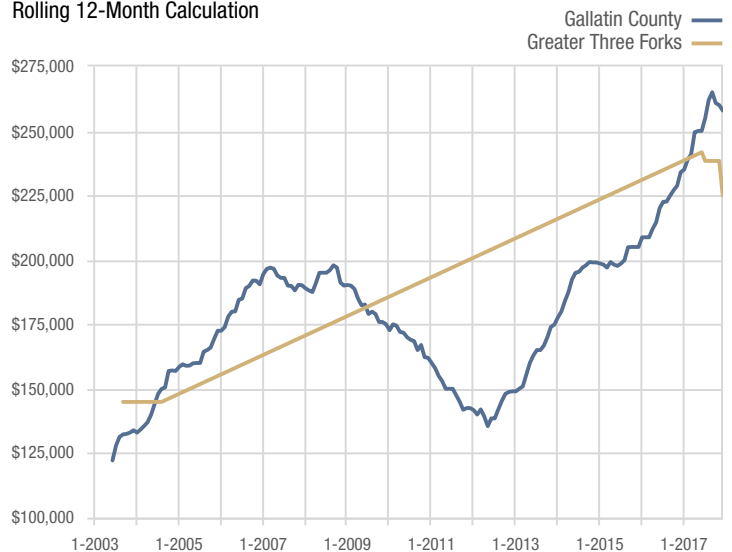
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Greater Big Sky

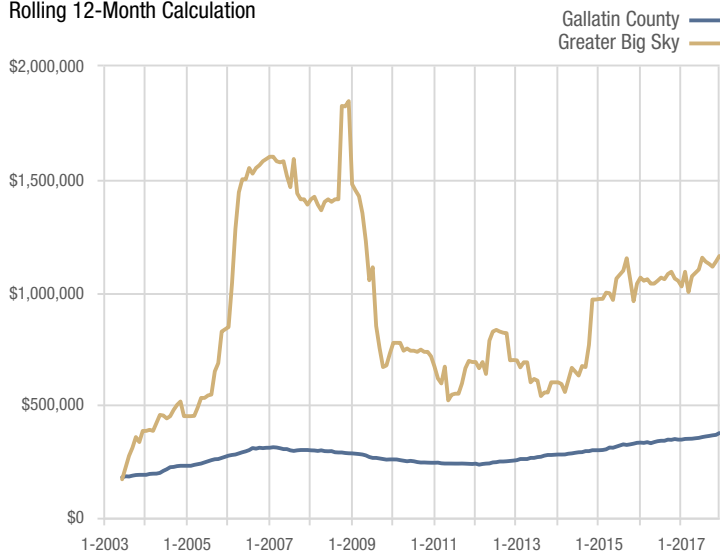
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	5	<b>11</b>	+ 120.0%	108	<b>118</b>	+ 9.3%
Pending Sales	7	<b>2</b>	- 71.4%	63	<b>79</b>	+ 25.4%
Closed Sales	4	<b>10</b>	+ 150.0%	63	<b>80</b>	+ 27.0%
Days on Market Until Sale	158	<b>215</b>	+ 36.1%	228	<b>207</b>	- 9.2%
Median Sales Price*	\$920,000	<b>\$1,437,500</b>	+ 56.3%	\$1,050,000	<b>\$1,160,000</b>	+ 10.5%
Average Sales Price*	\$885,000	<b>\$1,584,814</b>	+ 79.1%	\$1,486,482	<b>\$1,381,248</b>	- 7.1%
Percent of List Price Received*	93.1%	<b>94.2%</b>	+ 1.2%	95.3%	<b>94.6%</b>	- 0.7%
Inventory of Homes for Sale	81	<b>72</b>	- 11.1%	—	—	—
Months Supply of Inventory	14.1	<b>10.9</b>	- 22.7%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	7	<b>31</b>	+ 342.9%	223	<b>226</b>	+ 1.3%
Pending Sales	9	<b>7</b>	- 22.2%	171	<b>174</b>	+ 1.8%
Closed Sales	13	<b>10</b>	- 23.1%	174	<b>167</b>	- 4.0%
Days on Market Until Sale	119	<b>107</b>	- 10.1%	171	<b>136</b>	- 20.5%
Median Sales Price*	\$525,000	<b>\$379,750</b>	- 27.7%	\$335,000	<b>\$365,000</b>	+ 9.0%
Average Sales Price*	\$658,370	<b>\$487,130</b>	- 26.0%	\$421,239	<b>\$450,943</b>	+ 7.1%
Percent of List Price Received*	98.1%	<b>96.7%</b>	- 1.4%	95.8%	<b>96.5%</b>	+ 0.7%
Inventory of Homes for Sale	123	<b>120</b>	- 2.4%	—	—	—
Months Supply of Inventory	8.6	<b>8.3</b>	- 3.5%	—	—	—

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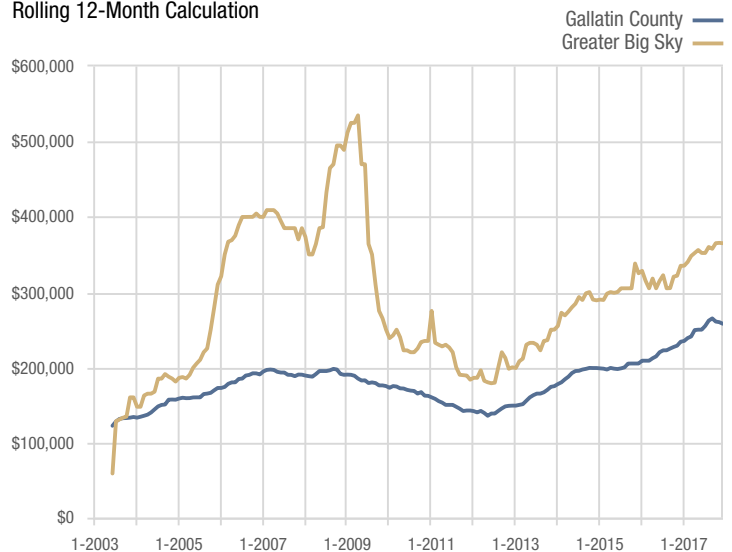
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## West Yellowstone

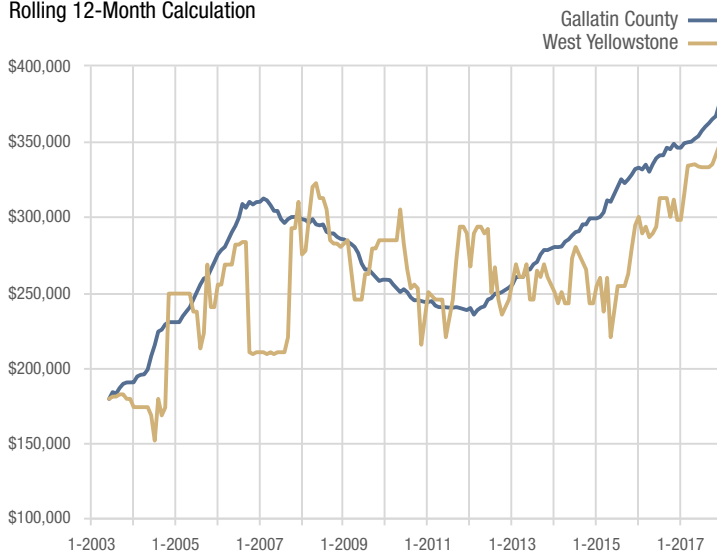
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	42	49	+ 16.7%
Pending Sales	1	1	0.0%	25	31	+ 24.0%
Closed Sales	1	2	+ 100.0%	25	29	+ 16.0%
Days on Market Until Sale	43	90	+ 109.3%	177	133	- 24.9%
Median Sales Price*	\$375,000	<b>\$414,500</b>	+ 10.5%	\$297,950	<b>\$347,500</b>	+ 16.6%
Average Sales Price*	\$375,000	<b>\$414,500</b>	+ 10.5%	\$314,638	<b>\$482,621</b>	+ 53.4%
Percent of List Price Received*	97.4%	<b>93.3%</b>	- 4.2%	94.1%	<b>94.3%</b>	+ 0.2%
Inventory of Homes for Sale	28	24	- 14.3%	—	—	—
Months Supply of Inventory	12.3	7.7	- 37.4%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	6	9	+ 50.0%
Pending Sales	1	1	0.0%	8	9	+ 12.5%
Closed Sales	0	1	—	7	7	0.0%
Days on Market Until Sale	—	51	—	87	25	- 71.3%
Median Sales Price*	—	<b>\$190,000</b>	—	\$137,500	<b>\$195,000</b>	+ 41.8%
Average Sales Price*	—	<b>\$190,000</b>	—	\$292,786	<b>\$176,057</b>	- 39.9%
Percent of List Price Received*	—	<b>89.4%</b>	—	96.2%	<b>97.9%</b>	+ 1.8%
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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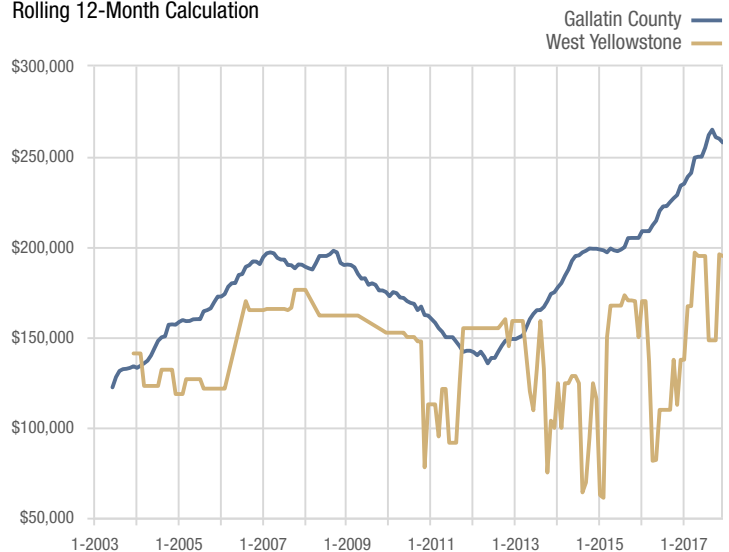
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Livingston City Limits

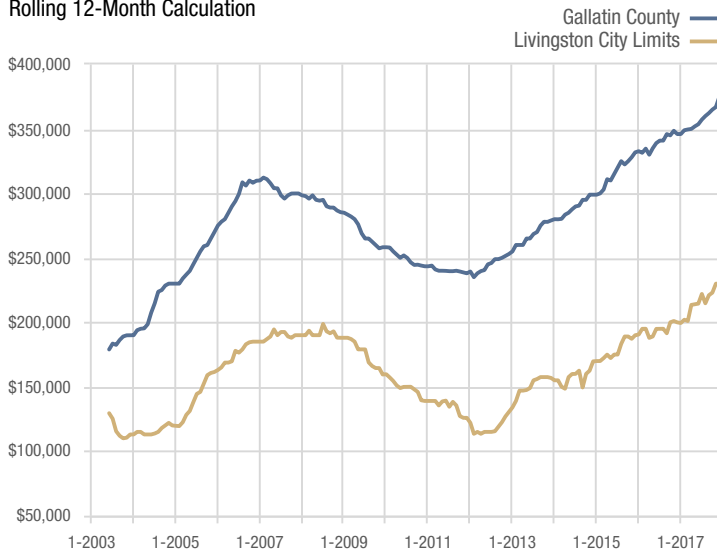
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	4	5	+ 25.0%	176	169	- 4.0%
Pending Sales	4	5	+ 25.0%	129	157	+ 21.7%
Closed Sales	9	8	- 11.1%	136	153	+ 12.5%
Days on Market Until Sale	51	24	- 52.9%	62	50	- 19.4%
Median Sales Price*	\$223,000	<b>\$274,500</b>	+ 23.1%	\$199,950	<b>\$230,000</b>	+ 15.0%
Average Sales Price*	\$204,944	<b>\$270,648</b>	+ 32.1%	\$206,064	<b>\$235,252</b>	+ 14.2%
Percent of List Price Received*	95.4%	<b>96.5%</b>	+ 1.2%	96.3%	<b>97.2%</b>	+ 0.9%
Inventory of Homes for Sale	45	27	- 40.0%	—	—	—
Months Supply of Inventory	4.2	2.1	- 50.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	19	31	+ 63.2%
Pending Sales	0	0	—	10	25	+ 150.0%
Closed Sales	1	3	+ 200.0%	12	22	+ 83.3%
Days on Market Until Sale	13	44	+ 238.5%	26	26	0.0%
Median Sales Price*	\$115,000	<b>\$219,000</b>	+ 90.4%	\$163,250	<b>\$176,000</b>	+ 7.8%
Average Sales Price*	\$115,000	<b>\$219,333</b>	+ 90.7%	\$154,463	<b>\$197,112</b>	+ 27.6%
Percent of List Price Received*	96.6%	<b>96.9%</b>	+ 0.3%	97.9%	<b>97.0%</b>	- 0.9%
Inventory of Homes for Sale	7	6	- 14.3%	—	—	—
Months Supply of Inventory	4.2	1.9	- 54.8%	—	—	—

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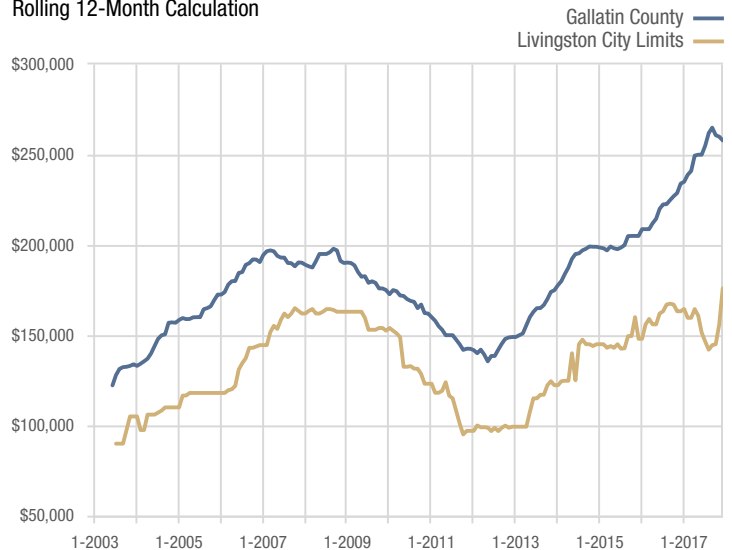
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Rolling 12-Month Calculation



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## Park County

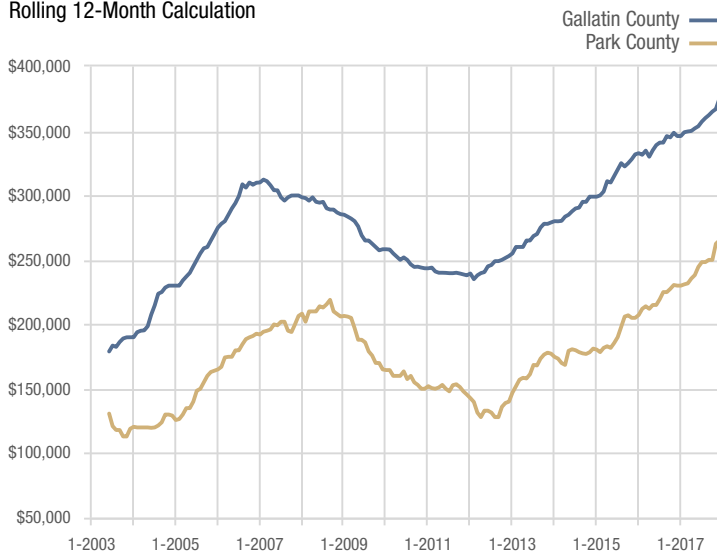
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	4	7	+ 75.0%	265	256	- 3.4%
Pending Sales	10	8	- 20.0%	185	221	+ 19.5%
Closed Sales	15	10	- 33.3%	187	216	+ 15.5%
Days on Market Until Sale	104	46	- 55.8%	84	71	- 15.5%
Median Sales Price*	\$234,000	<b>\$283,403</b>	+ 21.1%	\$230,000	<b>\$265,000</b>	+ 15.2%
Average Sales Price*	\$265,633	<b>\$306,713</b>	+ 15.5%	\$261,676	<b>\$299,416</b>	+ 14.4%
Percent of List Price Received*	93.3%	<b>96.0%</b>	+ 2.9%	95.9%	<b>96.6%</b>	+ 0.7%
Inventory of Homes for Sale	83	60	- 27.7%	—	—	—
Months Supply of Inventory	5.4	3.3	- 38.9%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	20	34	+ 70.0%
Pending Sales	0	0	—	10	26	+ 160.0%
Closed Sales	1	3	+ 200.0%	13	23	+ 76.9%
Days on Market Until Sale	13	44	+ 238.5%	30	35	+ 16.7%
Median Sales Price*	\$115,000	<b>\$219,000</b>	+ 90.4%	\$164,500	<b>\$179,000</b>	+ 8.8%
Average Sales Price*	\$115,000	<b>\$219,333</b>	+ 90.7%	\$162,965	<b>\$201,585</b>	+ 23.7%
Percent of List Price Received*	96.6%	<b>96.9%</b>	+ 0.3%	98.1%	<b>96.6%</b>	- 1.5%
Inventory of Homes for Sale	8	6	- 25.0%	—	—	—
Months Supply of Inventory	4.8	1.8	- 62.5%	—	—	—

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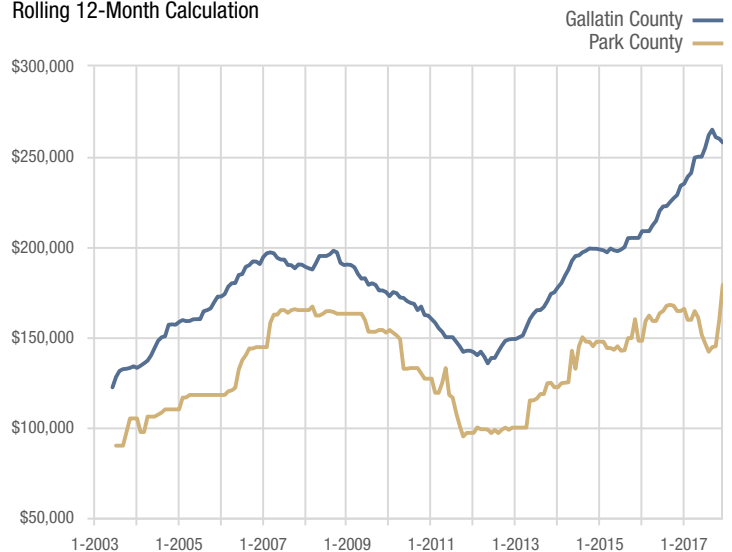
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – December 2017

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## Beaverhead County

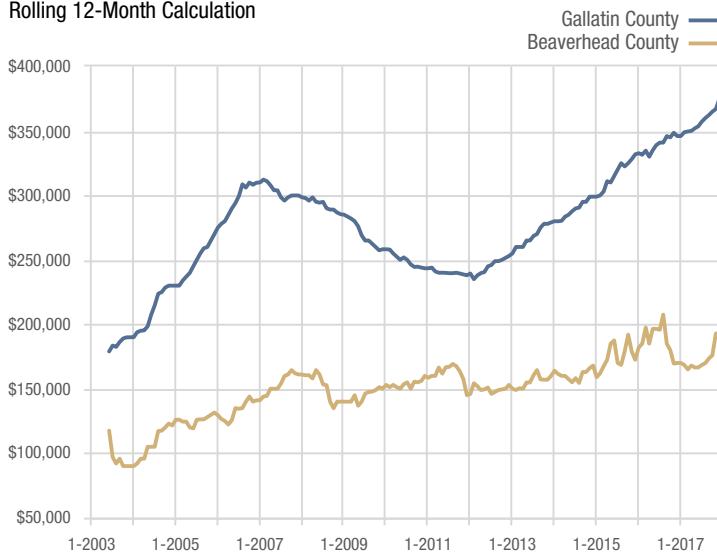
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	6	5	- 16.7%	149	128	- 14.1%
Pending Sales	8	5	- 37.5%	99	86	- 13.1%
Closed Sales	3	7	+ 133.3%	95	90	- 5.3%
Days on Market Until Sale	209	44	- 78.9%	132	92	- 30.3%
Median Sales Price*	\$350,000	<b>\$240,000</b>	- 31.4%	\$170,000	<b>\$192,850</b>	+ 13.4%
Average Sales Price*	\$748,333	<b>\$242,687</b>	- 67.6%	\$220,391	<b>\$213,695</b>	- 3.0%
Percent of List Price Received*	90.6%	<b>97.4%</b>	+ 7.5%	95.1%	<b>94.6%</b>	- 0.5%
Inventory of Homes for Sale	54	<b>46</b>	- 14.8%	—	—	—
Months Supply of Inventory	6.5	<b>6.4</b>	- 1.5%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	4	6	+ 50.0%
Pending Sales	0	0	—	5	2	- 60.0%
Closed Sales	0	0	—	5	2	- 60.0%
Days on Market Until Sale	—	—	—	115	43	- 62.6%
Median Sales Price*	—	—	—	\$135,000	<b>\$139,000</b>	+ 3.0%
Average Sales Price*	—	—	—	\$134,400	<b>\$139,000</b>	+ 3.4%
Percent of List Price Received*	—	—	—	95.6%	<b>99.0%</b>	+ 3.6%
Inventory of Homes for Sale	0	4	—	—	—	—
Months Supply of Inventory	—	<b>4.0</b>	—	—	—	—

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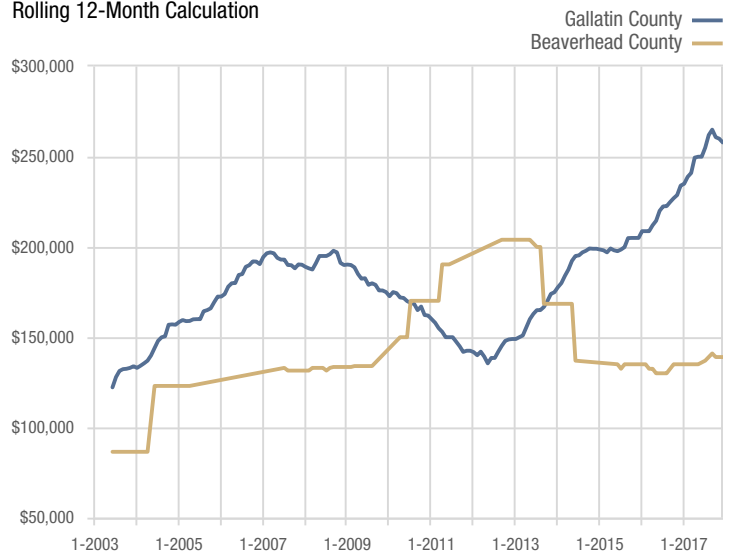
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – December 2017

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## Madison County

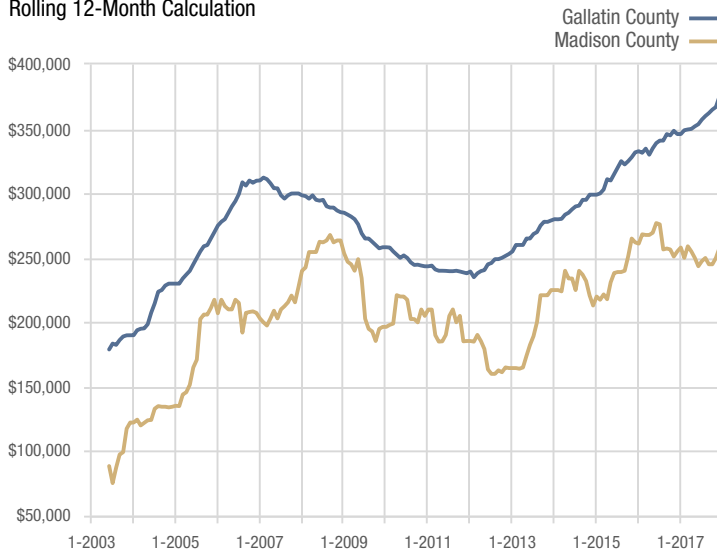
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	4	5	+ 25.0%	186	179	- 3.8%
Pending Sales	4	7	+ 75.0%	117	115	- 1.7%
Closed Sales	13	13	0.0%	119	110	- 7.6%
Days on Market Until Sale	182	176	- 3.3%	163	154	- 5.5%
Median Sales Price*	\$250,000	<b>\$400,000</b>	+ 60.0%	\$255,000	<b>\$257,500</b>	+ 1.0%
Average Sales Price*	\$369,727	<b>\$402,885</b>	+ 9.0%	\$306,022	<b>\$327,371</b>	+ 7.0%
Percent of List Price Received*	94.8%	<b>92.8%</b>	- 2.1%	94.2%	<b>94.6%</b>	+ 0.4%
Inventory of Homes for Sale	110	<b>95</b>	- 13.6%	—	—	—
Months Supply of Inventory	11.3	<b>9.9</b>	- 12.4%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	1	9	+ 800.0%
Pending Sales	0	0	—	0	7	—
Closed Sales	0	0	—	0	7	—
Days on Market Until Sale	—	—	—	—	93	—
Median Sales Price*	—	—	—	—	<b>\$190,000</b>	—
Average Sales Price*	—	—	—	—	<b>\$189,300</b>	—
Percent of List Price Received*	—	—	—	—	<b>96.2%</b>	—
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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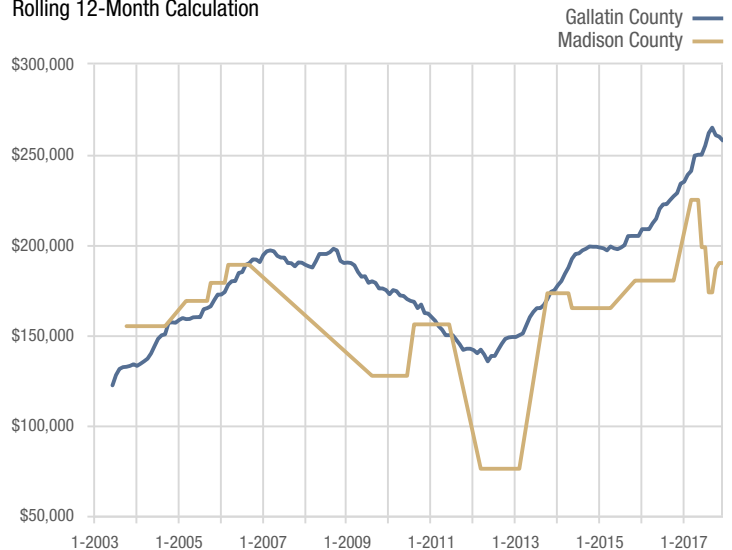
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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## Jefferson County

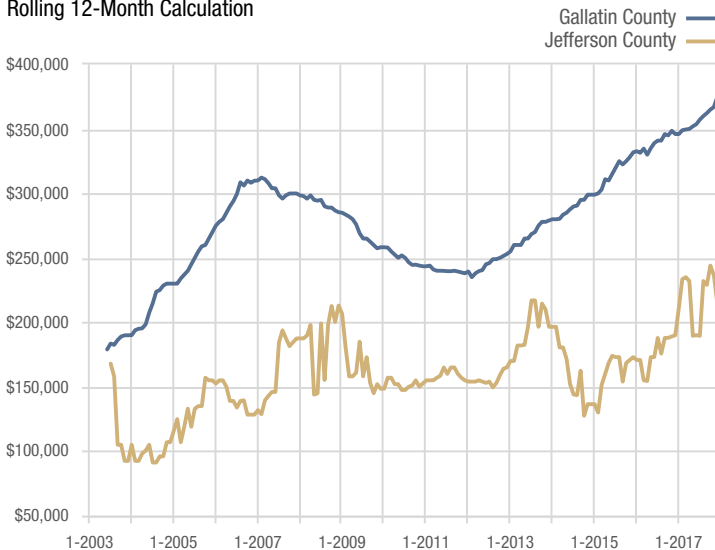
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	1	3	+ 200.0%	56	59	+ 5.4%
Pending Sales	2	0	- 100.0%	35	38	+ 8.6%
Closed Sales	4	4	0.0%	33	37	+ 12.1%
Days on Market Until Sale	38	76	+ 100.0%	155	142	- 8.4%
Median Sales Price*	\$258,000	\$191,000	- 26.0%	\$190,000	\$214,000	+ 12.6%
Average Sales Price*	\$248,750	\$270,250	+ 8.6%	\$250,845	\$257,040	+ 2.5%
Percent of List Price Received*	98.6%	95.0%	- 3.7%	95.9%	95.3%	- 0.6%
Inventory of Homes for Sale	25	21	- 16.0%	—	—	—
Months Supply of Inventory	8.6	5.5	- 36.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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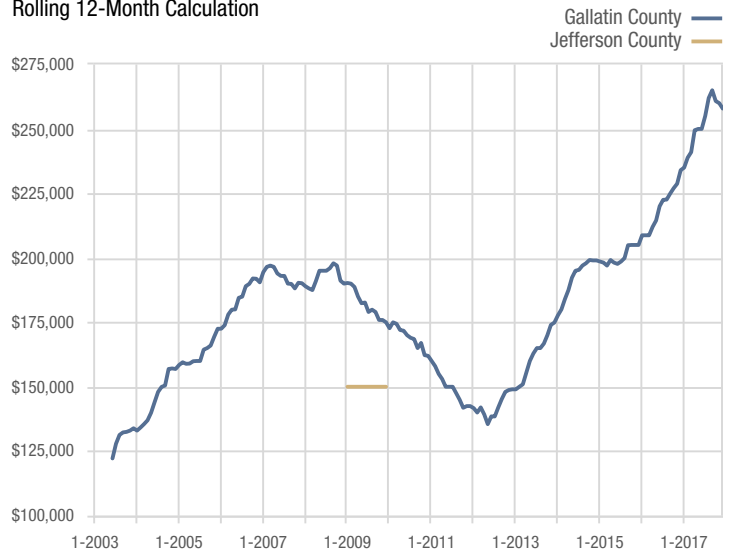
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

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## Broadwater County

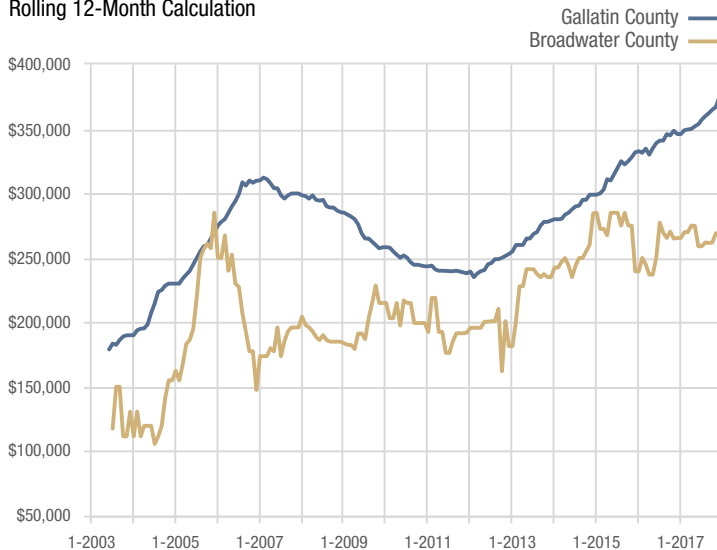
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	2	1	- 50.0%	72	63	- 12.5%
Pending Sales	1	1	0.0%	41	47	+ 14.6%
Closed Sales	0	4	—	42	45	+ 7.1%
Days on Market Until Sale	—	113	—	100	99	- 1.0%
Median Sales Price*	—	\$278,250	—	\$265,400	\$269,000	+ 1.4%
Average Sales Price*	—	\$308,625	—	\$264,225	\$286,396	+ 8.4%
Percent of List Price Received*	—	93.5%	—	96.7%	97.7%	+ 1.0%
Inventory of Homes for Sale	16	12	- 25.0%	—	—	—
Months Supply of Inventory	4.7	3.1	- 34.0%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	0	0	—
Pending Sales	0	0	—	0	0	—
Closed Sales	0	0	—	0	0	—
Days on Market Until Sale	—	—	—	—	—	—
Median Sales Price*	—	—	—	—	—	—
Average Sales Price*	—	—	—	—	—	—
Percent of List Price Received*	—	—	—	—	—	—
Inventory of Homes for Sale	0	0	—	—	—	—
Months Supply of Inventory	—	—	—	—	—	—

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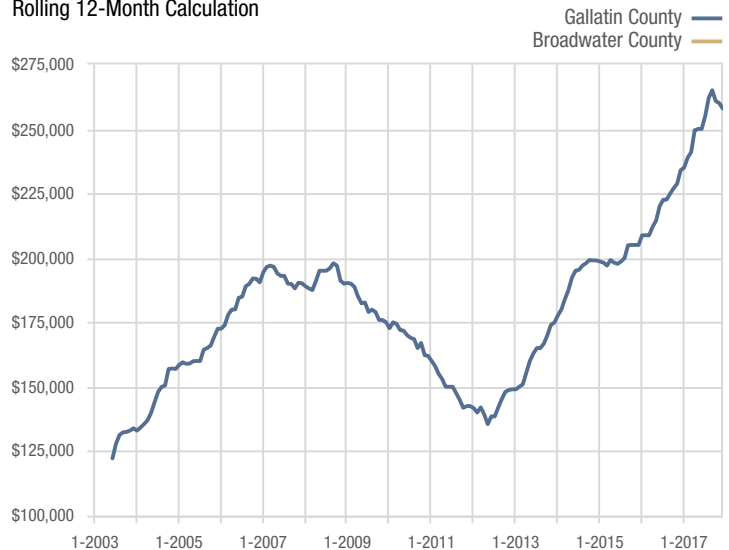
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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# Local Market Update – December 2017

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## Sweet Grass County

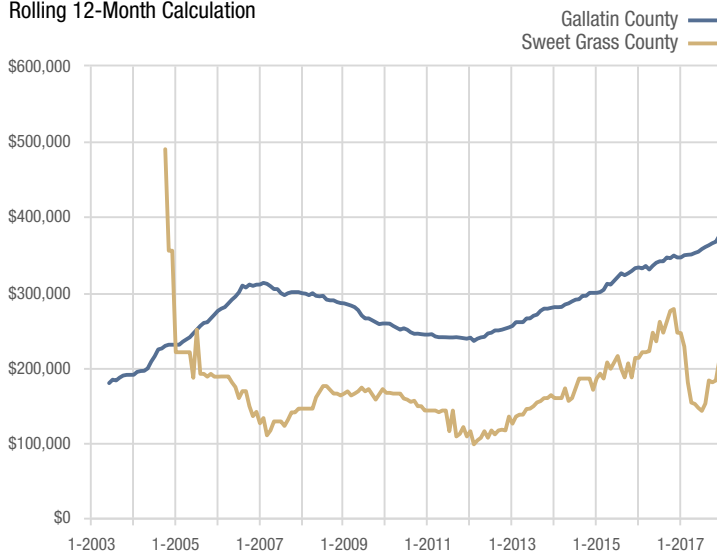
Single Family	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	3	1	- 66.7%	68	53	- 22.1%
Pending Sales	2	1	- 50.0%	39	37	- 5.1%
Closed Sales	1	2	+ 100.0%	37	37	0.0%
Days on Market Until Sale	95	131	+ 37.9%	111	139	+ 25.2%
Median Sales Price*	\$153,500	<b>\$286,000</b>	+ 86.3%	\$246,000	<b>\$210,000</b>	- 14.6%
Average Sales Price*	\$153,500	<b>\$286,000</b>	+ 86.3%	\$232,822	<b>\$222,012</b>	- 4.6%
Percent of List Price Received*	90.8%	<b>94.1%</b>	+ 3.6%	92.5%	<b>93.0%</b>	+ 0.5%
Inventory of Homes for Sale	33	<b>22</b>	- 33.3%	—	—	—
Months Supply of Inventory	9.3	<b>7.1</b>	- 23.7%	—	—	—

Condo/Townhouse	December			Year to Date		
	2016	2017	% Change	Thru 12-2016	Thru 12-2017	% Change
<b>Key Metrics</b>						
New Listings	0	0	—	5	2	- 60.0%
Pending Sales	1	0	- 100.0%	4	2	- 50.0%
Closed Sales	0	0	—	3	3	0.0%
Days on Market Until Sale	—	—	—	103	38	- 63.1%
Median Sales Price*	—	—	—	\$112,000	<b>\$108,500</b>	- 3.1%
Average Sales Price*	—	—	—	\$132,333	<b>\$112,500</b>	- 15.0%
Percent of List Price Received*	—	—	—	95.6%	<b>96.4%</b>	+ 0.8%
Inventory of Homes for Sale	1	0	- 100.0%	—	—	—
Months Supply of Inventory	1.0	—	—	—	—	—

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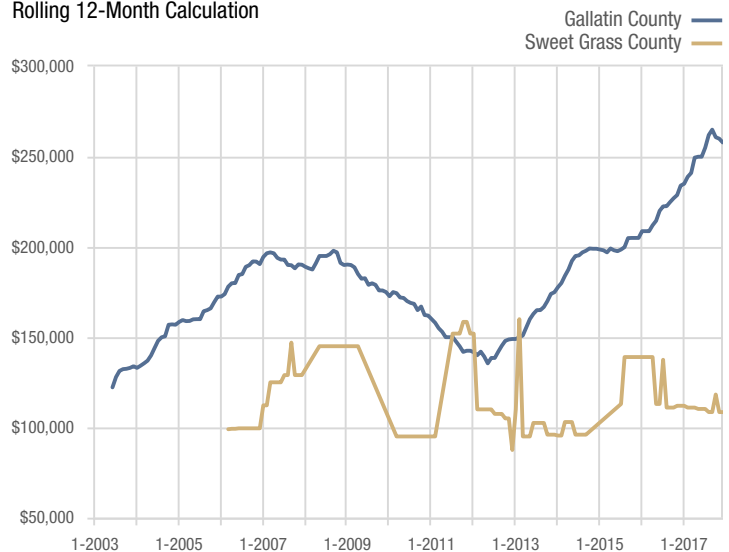
### Median Sales Price - Single Family

Rolling 12-Month Calculation



### Median Sales Price - Condo

Rolling 12-Month Calculation



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