

Quarterly Indicators

Gallatin County, Montana



Q3-2018

Some economy observers are pointing to 2018 as the final period in a long string of sentences touting several happy years of buyer demand and sales excitement for the housing industry. Although residential real estate should continue along a mostly positive line for the rest of the year, rising prices and interest rates coupled with salary stagnation and a generational trend toward home purchase delay or even disinterest could create an environment of declining sales.

Closed Sales decreased 4.0 percent for Single Family homes but increased 12.1 percent for Condo/Townhouse homes. Pending Sales increased 4.1 percent for Single Family homes and 4.6 percent for Condo/Townhouse homes. Inventory decreased 7.9 percent for Single Family homes and 20.3 percent for Condo/Townhouse homes.

The Median Sales Price increased 13.8 percent to \$431,250 for Single Family homes and 12.9 percent to \$297,000 for Condo/Townhouse homes. Days on Market decreased 10.2 percent for Single Family homes but increased 12.2 percent for Condo/Townhouse homes. Months Supply of Inventory decreased 11.4 percent for Single Family homes and 23.7 percent for Condo/Townhouse homes.

Tracking reputable news sources for housing market predictions makes good sense, as does observing trends based on meaningful statistics. By the numbers, we continue to see pockets of unprecedented price heights combined with low days on market and an economic backdrop conducive to consistent demand. We were reminded by Hurricane Florence of how quickly a situation can change. Rather than dwelling on predictions of a somber future, it is worth the effort to manage the fundamentals that will lead to an ongoing display of healthy balance.

Quick Facts

- 0.6%

+ 14.6%

- 11.0%

| | | |
|--|--|--|
| Year-Over-Year Change in Closed Sales All Properties | Year-Over-Year Change in Median Sales Price All Properties | Year-Over-Year Change in Homes for Sale All Properties |
|--|--|--|

This is a research tool provided by the Big Sky Country MLS for Gallatin County, Montana. Percent changes are calculated using rounded figures.

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Single Family Market Overview



Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Single Family properties only.

| Key Metrics | Historical Sparkbars | Q3-2017 | Q3-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 546 | 535 | - 2.0% | 1,628 | 1,644 | + 1.0% |
| Pending Sales | | 412 | 429 | + 4.1% | 1,240 | 1,276 | + 2.9% |
| Closed Sales | | 452 | 434 | - 4.0% | 1,167 | 1,189 | + 1.9% |
| Days on Market Until Sale | | 59 | 53 | - 10.2% | 68 | 58 | - 14.7% |
| Median Sales Price | | \$379,000 | \$431,250 | + 13.8% | \$369,950 | \$414,000 | + 11.9% |
| Average Sales Price | | \$505,916 | \$569,649 | + 12.6% | \$484,886 | \$545,680 | + 12.5% |
| Percent of List Price Received | | 98.7% | 98.1% | - 0.6% | 98.5% | 98.6% | + 0.1% |
| Housing Affordability Index | | 80 | 66 | - 17.5% | 82 | 69 | - 15.9% |
| Inventory of Homes for Sale | | 554 | 510 | - 7.9% | -- | -- | -- |
| Months Supply of Inventory | | 4.4 | 3.9 | - 11.4% | -- | -- | -- |

Condo/Townhouse Market Overview



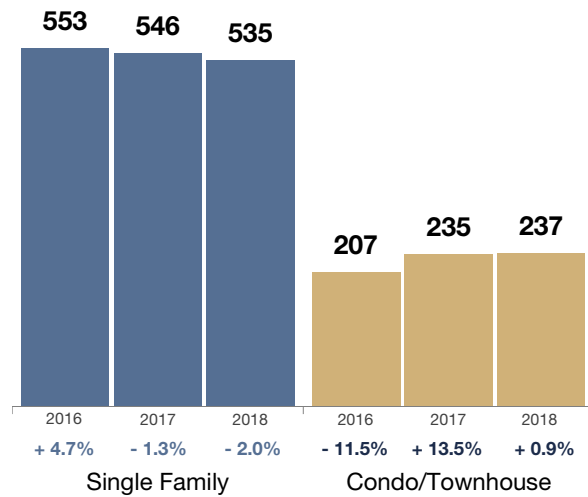
Key metrics by report month and for year-to-date (YTD) starting from the first of the year. Condo/Townhouse properties only.

| Key Metrics | Historical Sparkbars | Q3-2017 | Q3-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 235 | 237 | + 0.9% | 777 | 704 | - 9.4% |
| Pending Sales | | 194 | 203 | + 4.6% | 647 | 662 | + 2.3% |
| Closed Sales | | 215 | 241 | + 12.1% | 561 | 632 | + 12.7% |
| Days on Market Until Sale | | 49 | 55 | + 12.2% | 76 | 63 | - 17.1% |
| Median Sales Price | | \$263,000 | \$297,000 | + 12.9% | \$260,500 | \$292,603 | + 12.3% |
| Average Sales Price | | \$310,748 | \$352,397 | + 13.4% | \$321,588 | \$362,255 | + 12.6% |
| Percent of List Price Received | | 99.0% | 98.7% | - 0.3% | 98.9% | 98.7% | - 0.2% |
| Housing Affordability Index | | 115 | 96 | - 16.5% | 117 | 97 | - 17.1% |
| Inventory of Homes for Sale | | 246 | 196 | - 20.3% | -- | -- | -- |
| Months Supply of Inventory | | 3.8 | 2.9 | - 23.7% | -- | -- | -- |

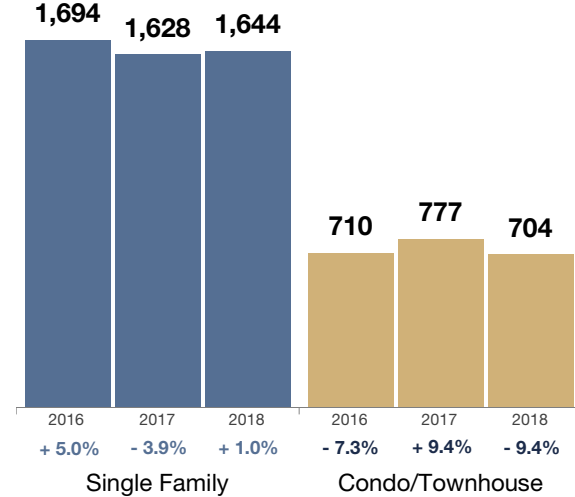
New Listings

A count of the properties that have been newly listed on the market in a given month.

Q3-2018

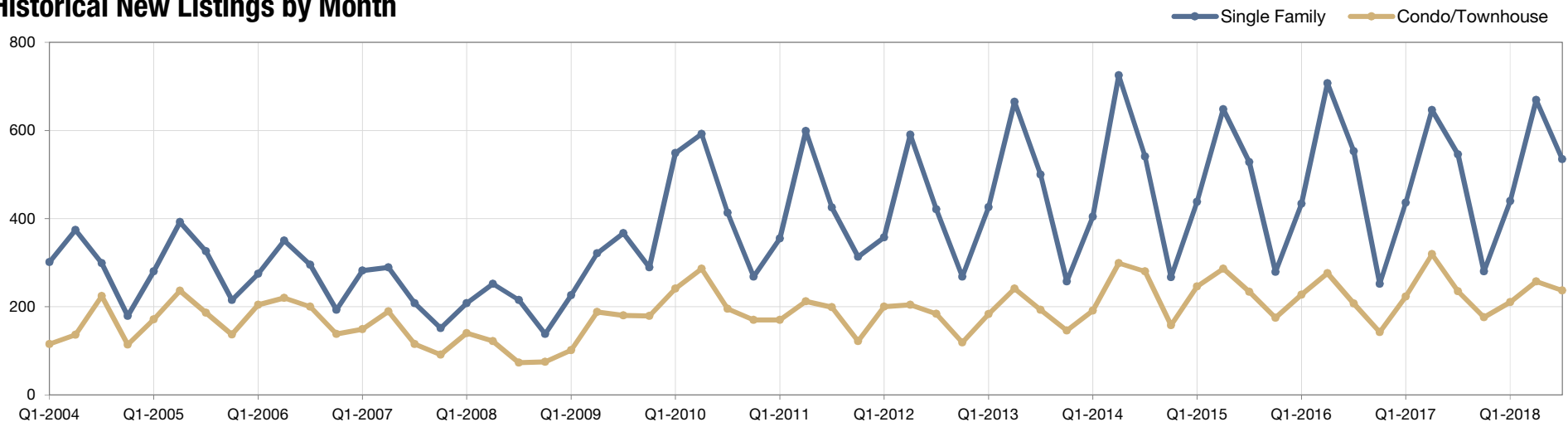


Year to Date



| New Listings | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 279 | +4.5% | 175 | +10.8% |
| Q1-2016 | 434 | -0.9% | 227 | -7.7% |
| Q2-2016 | 707 | +9.1% | 276 | -3.5% |
| Q3-2016 | 553 | +4.7% | 207 | -11.5% |
| Q4-2016 | 252 | -9.7% | 142 | -18.9% |
| Q1-2017 | 436 | +0.5% | 223 | -1.8% |
| Q2-2017 | 646 | -8.6% | 319 | +15.6% |
| Q3-2017 | 546 | -1.3% | 235 | +13.5% |
| Q4-2017 | 280 | +11.1% | 176 | +23.9% |
| Q1-2018 | 440 | +0.9% | 210 | -5.8% |
| Q2-2018 | 669 | +3.6% | 257 | -19.4% |
| Q3-2018 | 535 | -2.0% | 237 | +0.9% |
| 12-Month Avg | 481 | -0.1% | 224 | -1.5% |

Historical New Listings by Month

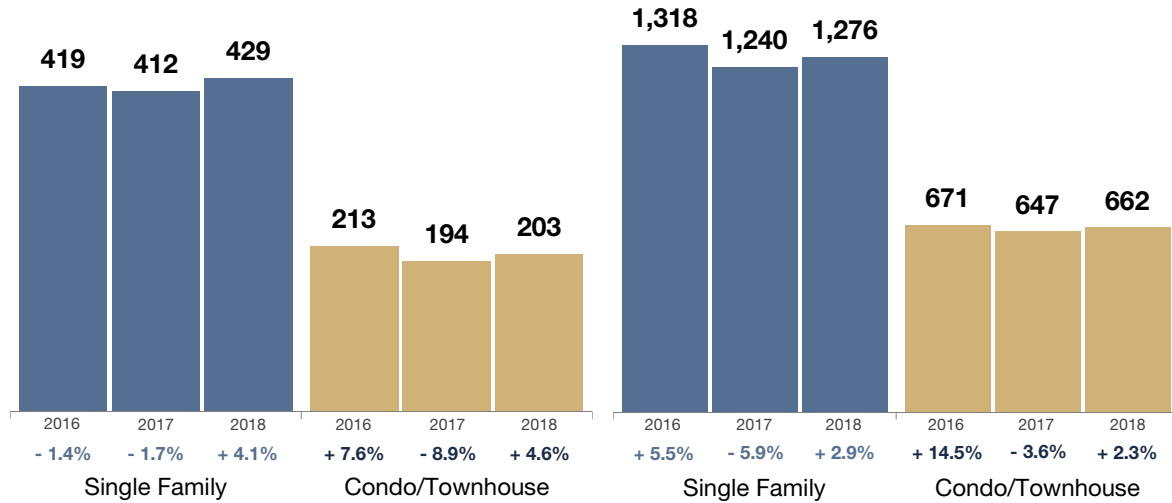


Pending Sales

A count of the properties on which offers have been accepted in a given month.

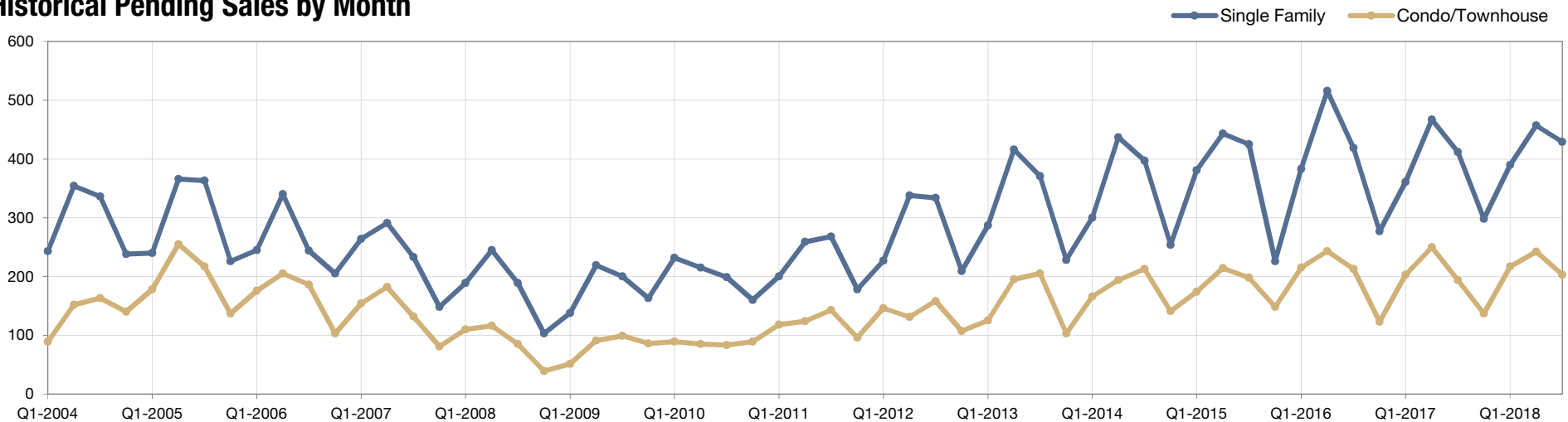
Q3-2018

Year to Date



| Pending Sales | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 226 | -11.0% | 148 | +5.0% |
| Q1-2016 | 383 | +0.5% | 215 | +23.6% |
| Q2-2016 | 516 | +16.5% | 243 | +13.6% |
| Q3-2016 | 419 | -1.4% | 213 | +7.6% |
| Q4-2016 | 277 | +22.6% | 123 | -16.9% |
| Q1-2017 | 361 | -5.7% | 203 | -5.6% |
| Q2-2017 | 467 | -9.5% | 250 | +2.9% |
| Q3-2017 | 412 | -1.7% | 194 | -8.9% |
| Q4-2017 | 298 | +7.6% | 137 | +11.4% |
| Q1-2018 | 390 | +8.0% | 217 | +6.9% |
| Q2-2018 | 457 | -2.1% | 242 | -3.2% |
| Q3-2018 | 429 | +4.1% | 203 | +4.6% |
| 12-Month Avg | 386 | +5.1% | 199 | +7.5% |

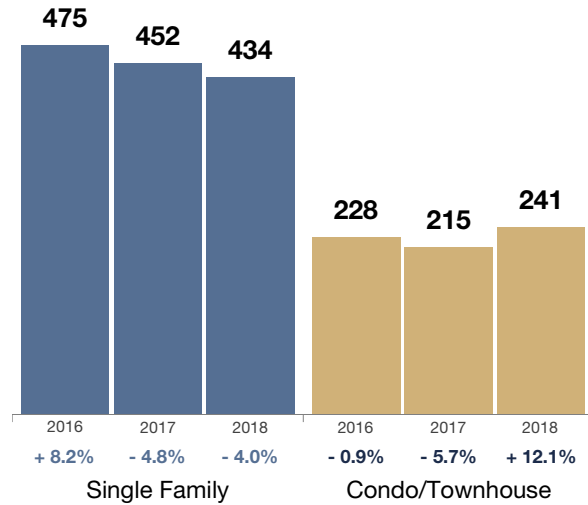
Historical Pending Sales by Month



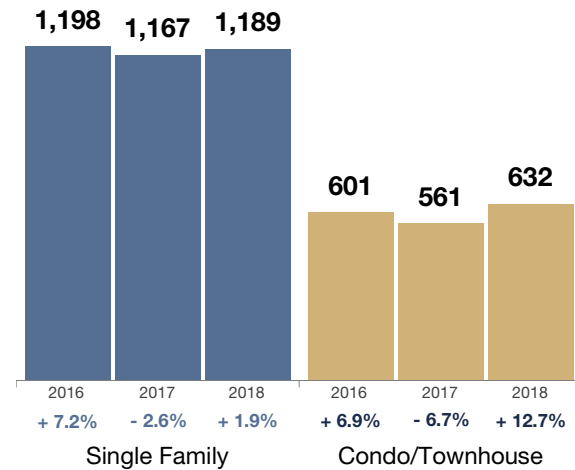
Closed Sales

A count of the actual sales that closed in a given month.

Q3-2018

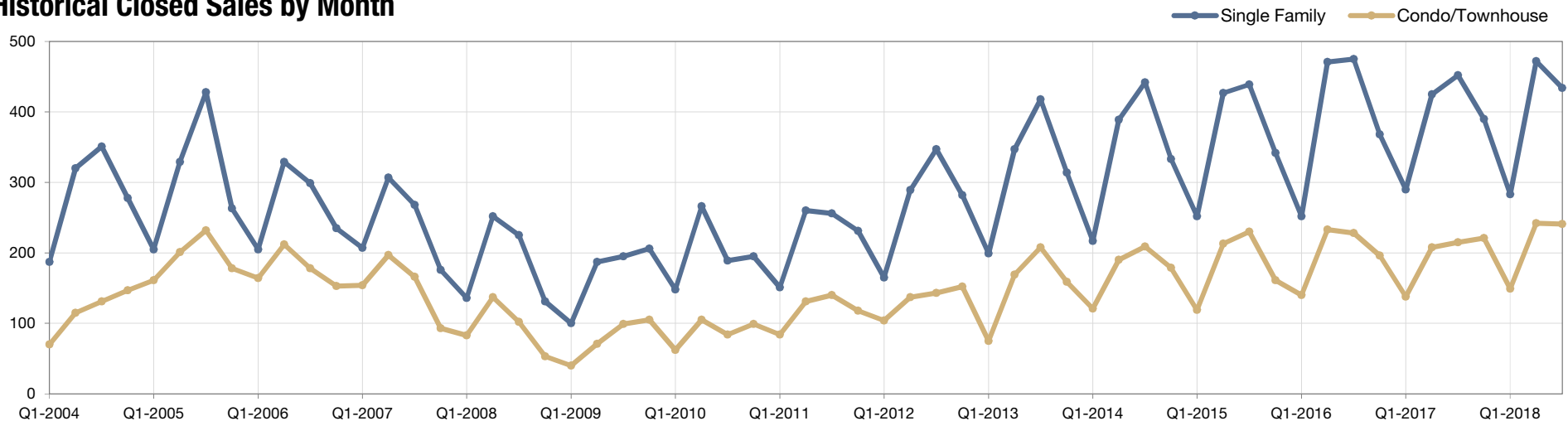


Year to Date



| Closed Sales | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 342 | +2.7% | 161 | -10.1% |
| Q1-2016 | 252 | 0.0% | 140 | +17.6% |
| Q2-2016 | 471 | +10.3% | 233 | +9.4% |
| Q3-2016 | 475 | +8.2% | 228 | -0.9% |
| Q4-2016 | 368 | +7.6% | 196 | +21.7% |
| Q1-2017 | 290 | +15.1% | 138 | -1.4% |
| Q2-2017 | 425 | -9.8% | 208 | -10.7% |
| Q3-2017 | 452 | -4.8% | 215 | -5.7% |
| Q4-2017 | 390 | +6.0% | 221 | +12.8% |
| Q1-2018 | 283 | -2.4% | 149 | +8.0% |
| Q2-2018 | 472 | +11.1% | 242 | +16.3% |
| Q3-2018 | 434 | -4.0% | 241 | +12.1% |
| 12-Month Avg | 388 | +6.9% | 198 | +8.7% |

Historical Closed Sales by Month



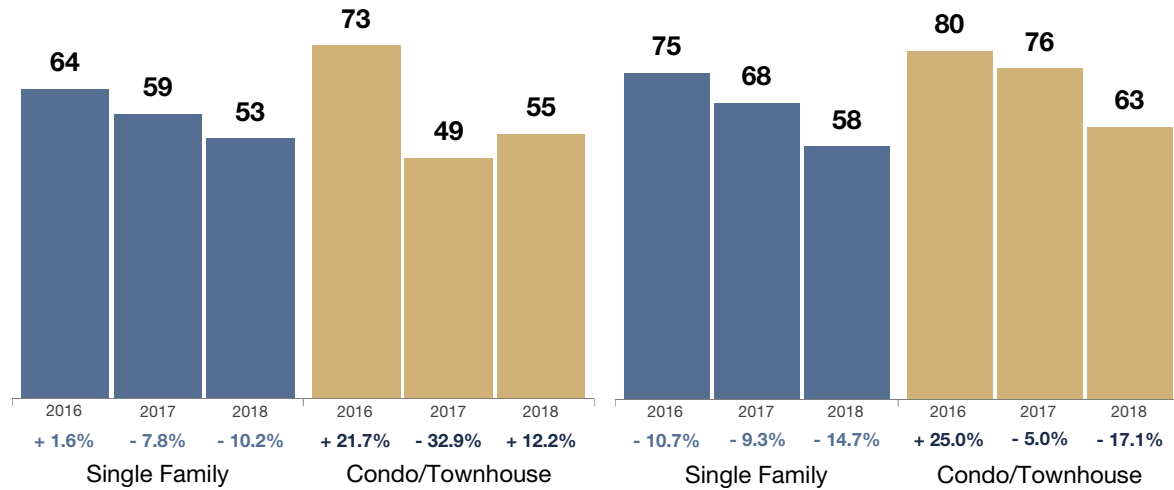
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.



Q3-2018

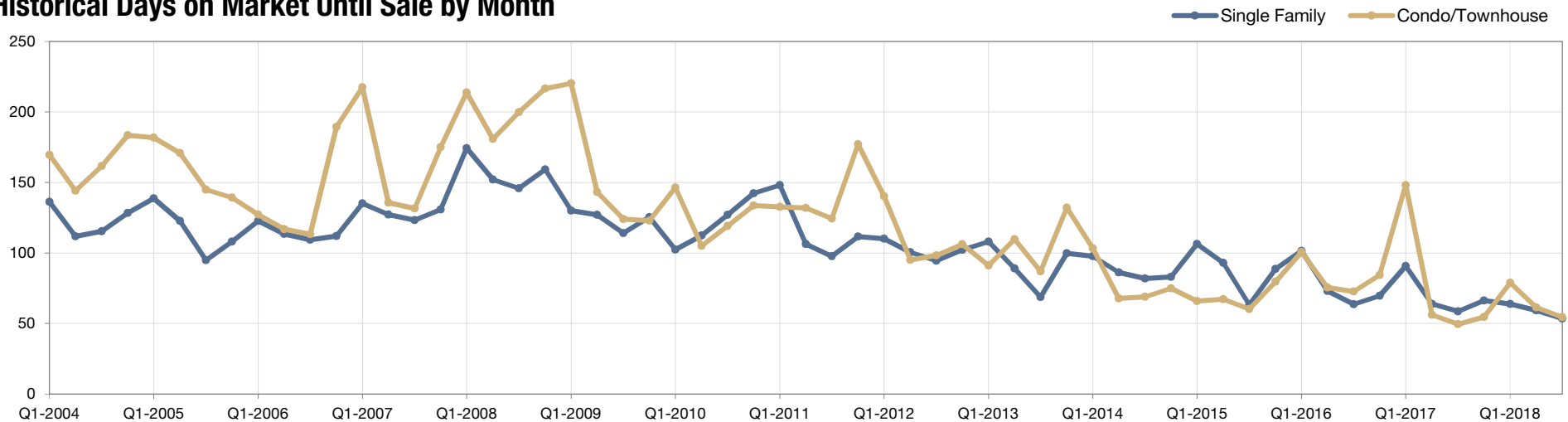
Year to Date



| Days on Market | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 89 | +7.2% | 80 | +6.7% |
| Q1-2016 | 102 | -3.8% | 101 | +53.0% |
| Q2-2016 | 73 | -21.5% | 76 | +13.4% |
| Q3-2016 | 64 | +1.6% | 73 | +21.7% |
| Q4-2016 | 70 | -21.3% | 84 | +5.0% |
| Q1-2017 | 91 | -10.8% | 148 | +46.5% |
| Q2-2017 | 64 | -12.3% | 56 | -26.3% |
| Q3-2017 | 59 | -7.8% | 49 | -32.9% |
| Q4-2017 | 66 | -5.7% | 55 | -34.5% |
| Q1-2018 | 64 | -29.7% | 79 | -46.6% |
| Q2-2018 | 59 | -7.8% | 61 | +8.9% |
| Q3-2018 | 53 | -10.2% | 55 | +12.2% |
| 12-Month Avg* | 60 | -17.9% | 61 | -5.5% |

* Days on Market for all properties from Q4-2015 through Q3-2018. This is not the average of the individual figures above.

Historical Days on Market Until Sale by Month



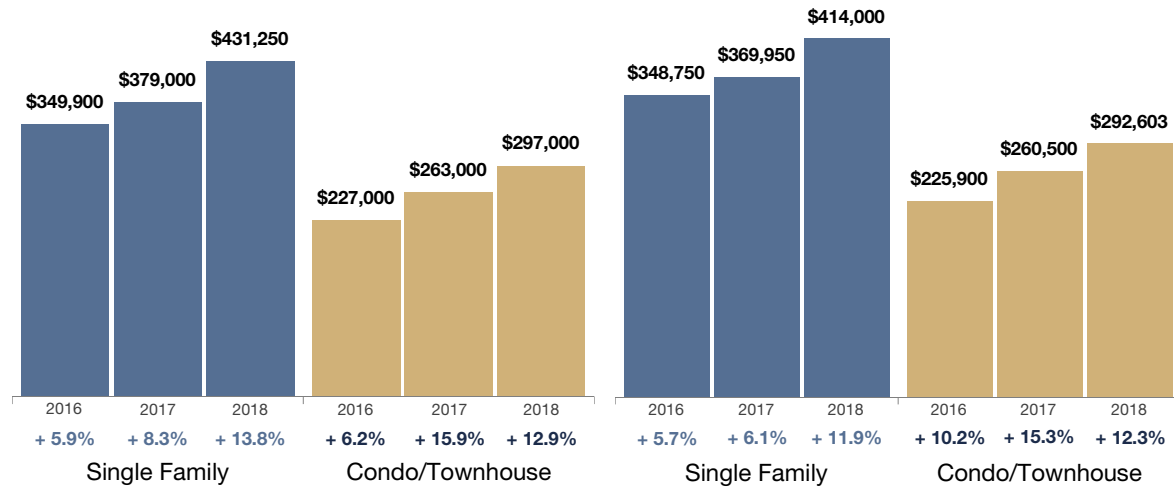
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.



Q3-2018

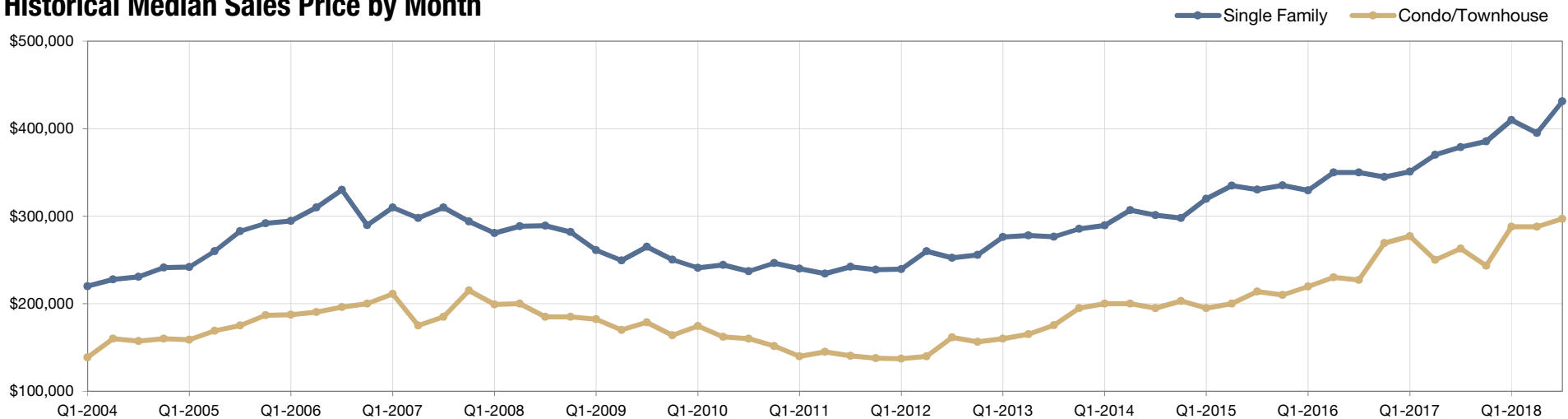
Year to Date



| Median Sales Price | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|--------------------|------------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | \$335,250 | +12.5% | \$210,000 | +3.4% |
| Q1-2016 | \$329,500 | +3.0% | \$219,500 | +12.6% |
| Q2-2016 | \$350,000 | +4.5% | \$230,000 | +15.1% |
| Q3-2016 | \$349,900 | +5.9% | \$227,000 | +6.2% |
| Q4-2016 | \$345,000 | +2.9% | \$269,360 | +28.3% |
| Q1-2017 | \$350,993 | +6.5% | \$277,140 | +26.3% |
| Q2-2017 | \$370,300 | +5.8% | \$250,000 | +8.7% |
| Q3-2017 | \$379,000 | +8.3% | \$263,000 | +15.9% |
| Q4-2017 | \$385,500 | +11.7% | \$243,450 | -9.6% |
| Q1-2018 | \$410,000 | +16.8% | \$288,000 | +3.9% |
| Q2-2018 | \$395,000 | +6.7% | \$287,900 | +15.2% |
| Q3-2018 | \$431,250 | +13.8% | \$297,000 | +12.9% |
| 12-Month Avg* | \$408,000 | +15.7% | \$280,000 | +23.1% |

* Median Sales Price for all properties from Q4-2015 through Q3-2018. This is not the average of the individual figures above.

Historical Median Sales Price by Month



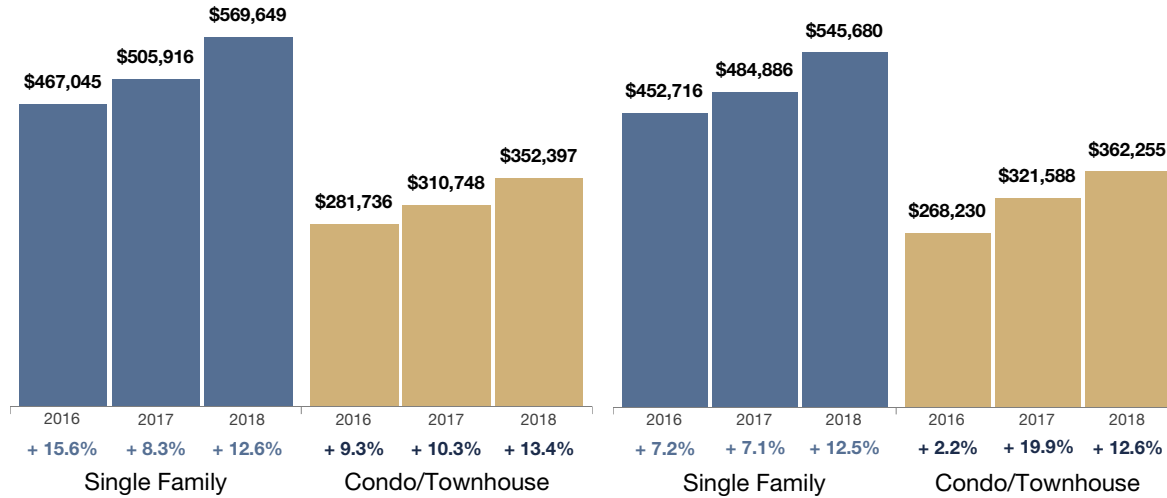
Average Sales Price

Average sales price for all closed sales, not accounting for seller concessions, in a given month.



Q3-2018

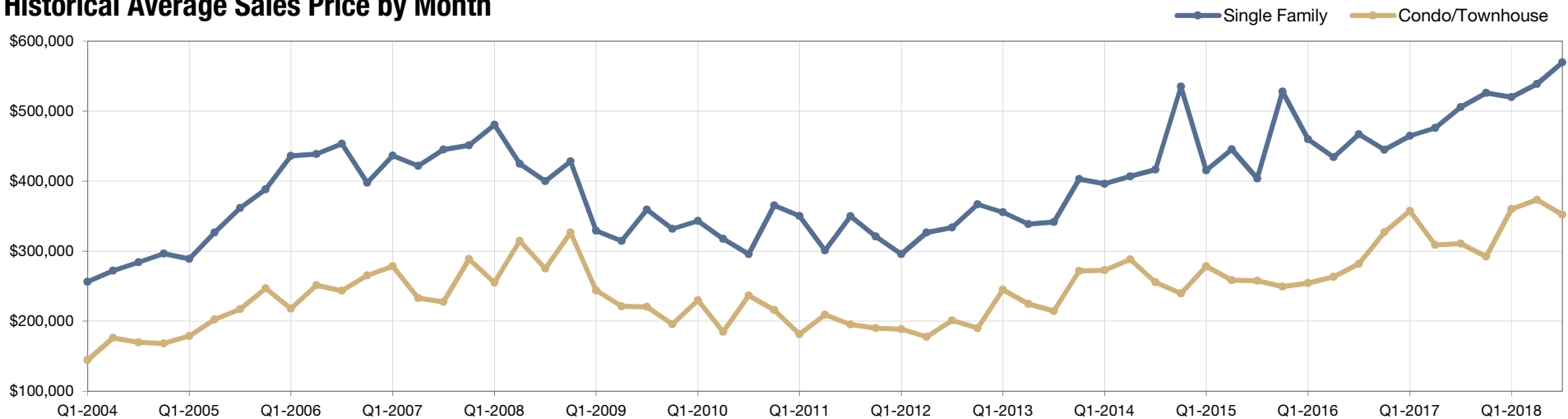
Year to Date



| Avg. Sales Price | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|------------------|------------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | \$528,148 | -1.3% | \$249,662 | +4.1% |
| Q1-2016 | \$460,023 | +10.7% | \$254,376 | -8.6% |
| Q2-2016 | \$434,356 | -2.5% | \$263,339 | +1.8% |
| Q3-2016 | \$467,045 | +15.6% | \$281,736 | +9.3% |
| Q4-2016 | \$444,874 | -15.8% | \$326,990 | +31.0% |
| Q1-2017 | \$464,918 | +1.1% | \$357,455 | +40.5% |
| Q2-2017 | \$476,195 | +9.6% | \$308,997 | +17.3% |
| Q3-2017 | \$505,916 | +8.3% | \$310,748 | +10.3% |
| Q4-2017 | \$525,977 | +18.2% | \$292,564 | -10.5% |
| Q1-2018 | \$520,246 | +11.9% | \$360,015 | +0.7% |
| Q2-2018 | \$538,862 | +13.2% | \$373,452 | +20.9% |
| Q3-2018 | \$569,649 | +12.6% | \$352,397 | +13.4% |
| 12-Month Avg* | \$540,808 | +11.7% | \$344,199 | +17.6% |

* Avg. Sales Price for all properties from Q4-2015 through Q3-2018. This is not the average of the individual figures above.

Historical Average Sales Price by Month



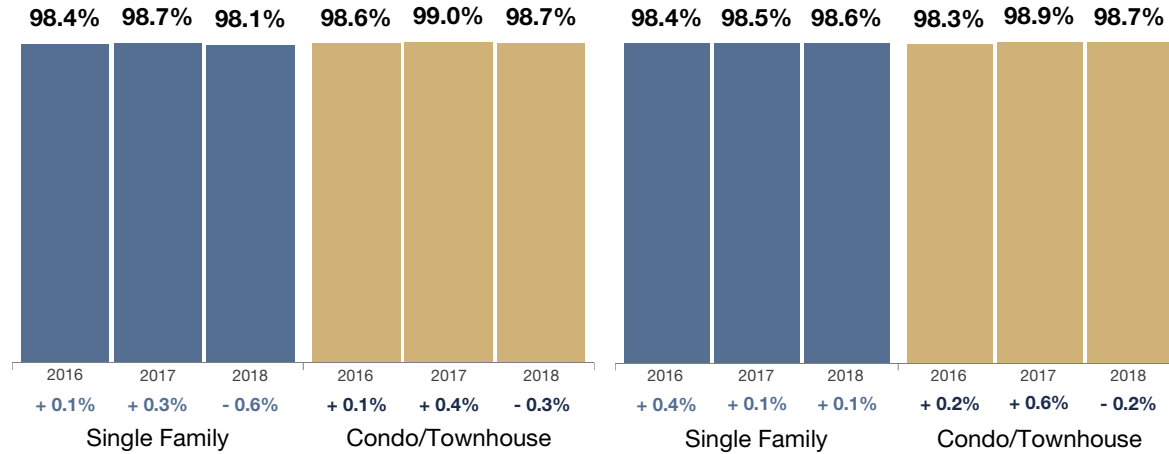
Percent of List Price Received



Percentage found when dividing a property's sales price by its most recent list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.

Q3-2018

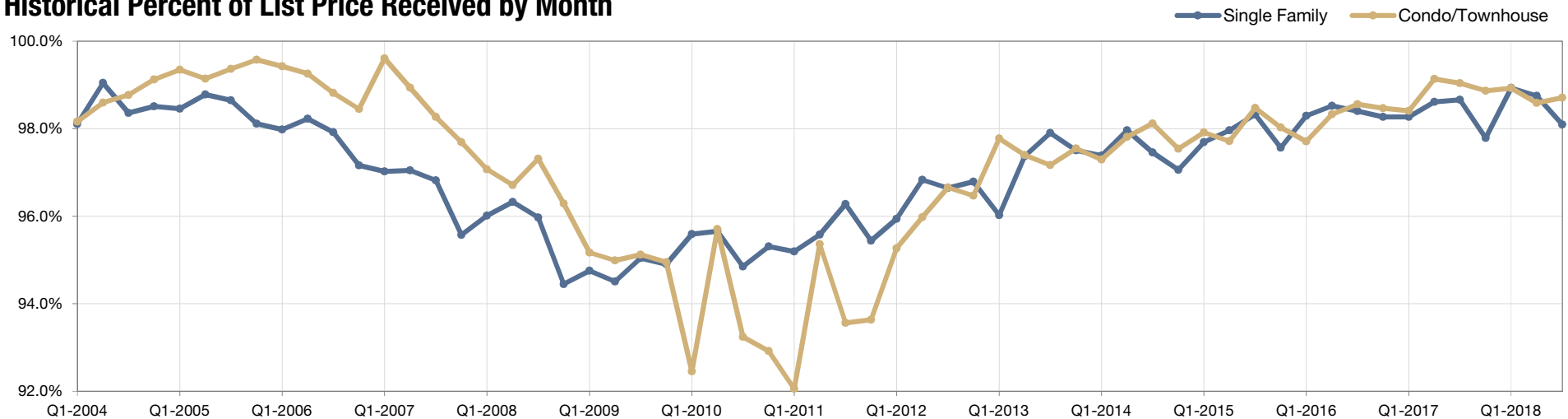
Year to Date



| Pct. of List Price Received | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|-----------------------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 97.6% | +0.5% | 98.0% | +0.5% |
| Q1-2016 | 98.3% | +0.6% | 97.7% | -0.2% |
| Q2-2016 | 98.5% | +0.5% | 98.3% | +0.6% |
| Q3-2016 | 98.4% | +0.1% | 98.6% | +0.1% |
| Q4-2016 | 98.3% | +0.7% | 98.5% | +0.5% |
| Q1-2017 | 98.3% | 0.0% | 98.4% | +0.7% |
| Q2-2017 | 98.6% | +0.1% | 99.1% | +0.8% |
| Q3-2017 | 98.7% | +0.3% | 99.0% | +0.4% |
| Q4-2017 | 97.8% | -0.5% | 98.9% | +0.4% |
| Q1-2018 | 98.9% | +0.6% | 98.9% | +0.5% |
| Q2-2018 | 98.7% | +0.1% | 98.6% | -0.5% |
| Q3-2018 | 98.1% | -0.6% | 98.7% | -0.3% |
| 12-Month Avg* | 98.4% | +0.5% | 98.8% | +0.7% |

* Pct. of List Price Received for all properties from Q4-2015 through Q3-2018. This is not the average of the individual figures above.

Historical Percent of List Price Received by Month



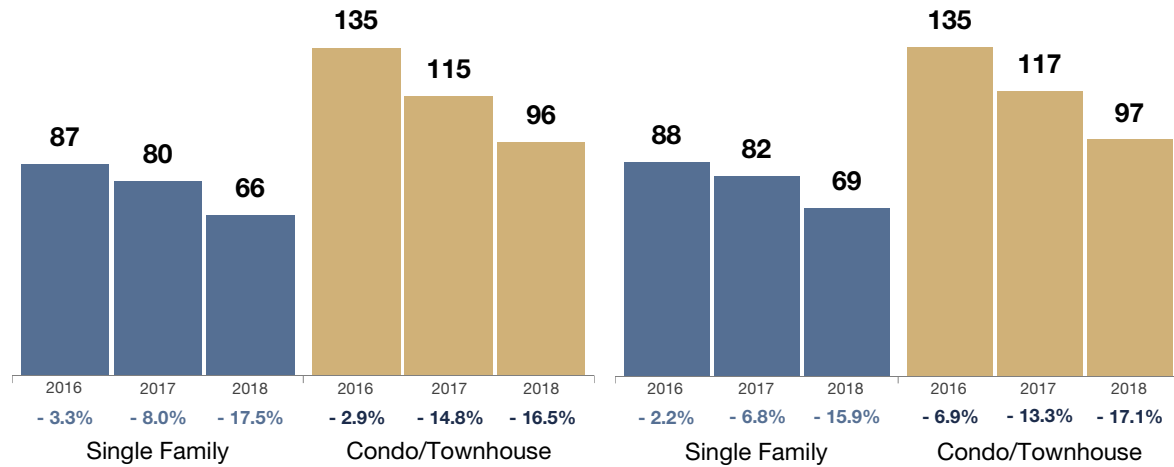
Housing Affordability Index



This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.

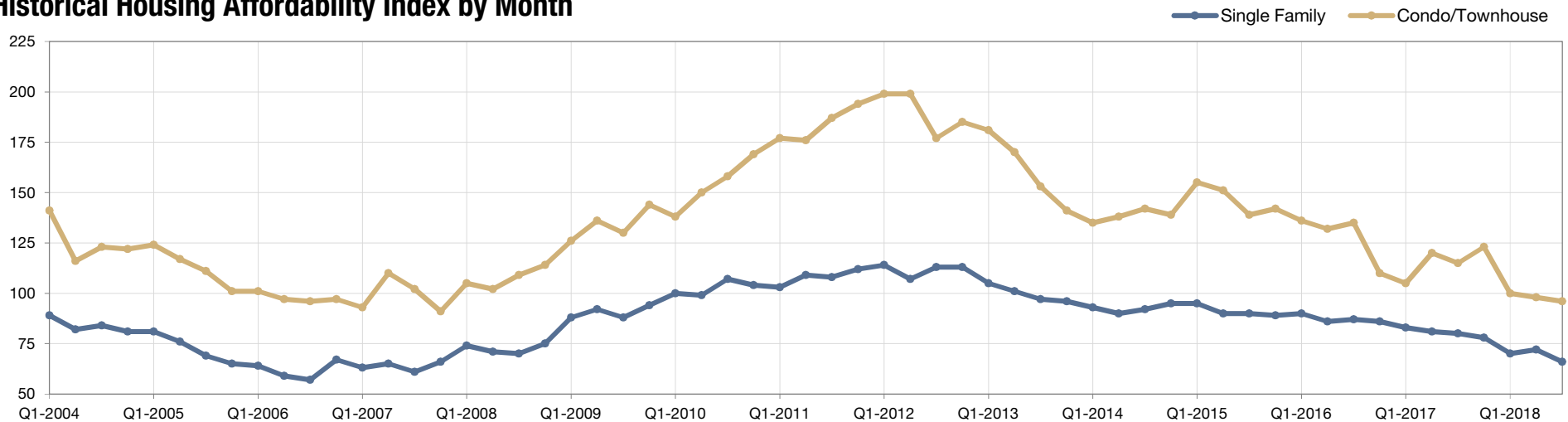
Q3-2018

Year to Date



| Affordability Index | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|---------------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 89 | -6.3% | 142 | +2.2% |
| Q1-2016 | 90 | -5.3% | 136 | -12.3% |
| Q2-2016 | 86 | -4.4% | 132 | -12.6% |
| Q3-2016 | 87 | -3.3% | 135 | -2.9% |
| Q4-2016 | 86 | -3.4% | 110 | -22.5% |
| Q1-2017 | 83 | -7.8% | 105 | -22.8% |
| Q2-2017 | 81 | -5.8% | 120 | -9.1% |
| Q3-2017 | 80 | -8.0% | 115 | -14.8% |
| Q4-2017 | 78 | -9.3% | 123 | +11.8% |
| Q1-2018 | 70 | -15.7% | 100 | -4.8% |
| Q2-2018 | 72 | -11.1% | 98 | -18.3% |
| Q3-2018 | 66 | -17.5% | 96 | -16.5% |
| 12-Month Avg | 70 | -11.4% | 102 | -16.2% |

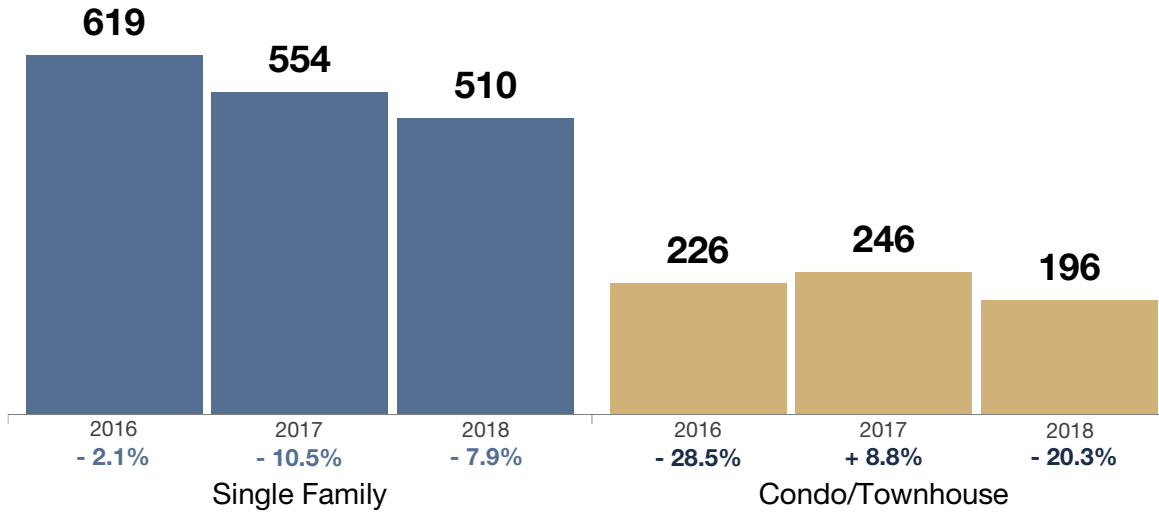
Historical Housing Affordability Index by Month



Inventory of Homes for Sale

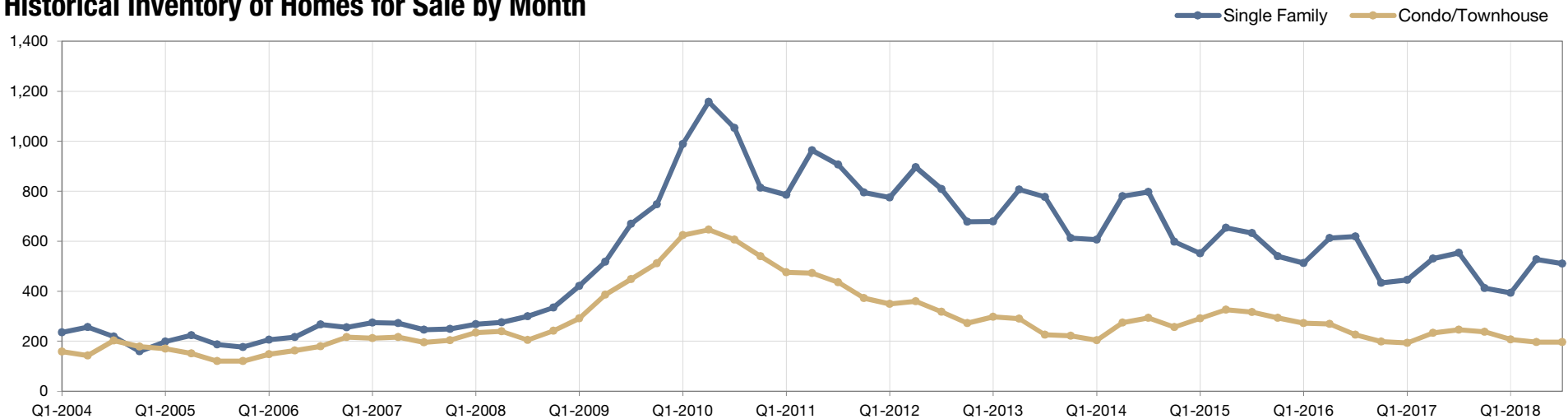
The number of properties available for sale in active status at the end of a given month.

Q3-2018



| Homes for Sale | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 540 | -9.7% | 293 | +14.5% |
| Q1-2016 | 512 | -7.1% | 272 | -6.5% |
| Q2-2016 | 613 | -6.3% | 269 | -17.5% |
| Q3-2016 | 619 | -2.1% | 226 | -28.5% |
| Q4-2016 | 433 | -19.8% | 198 | -32.4% |
| Q1-2017 | 445 | -13.1% | 193 | -29.0% |
| Q2-2017 | 530 | -13.5% | 233 | -13.4% |
| Q3-2017 | 554 | -10.5% | 246 | +8.8% |
| Q4-2017 | 412 | -4.8% | 237 | +19.7% |
| Q1-2018 | 393 | -11.7% | 207 | +7.3% |
| Q2-2018 | 527 | -0.6% | 196 | -15.9% |
| Q3-2018 | 510 | -7.9% | 196 | -20.3% |

Historical Inventory of Homes for Sale by Month

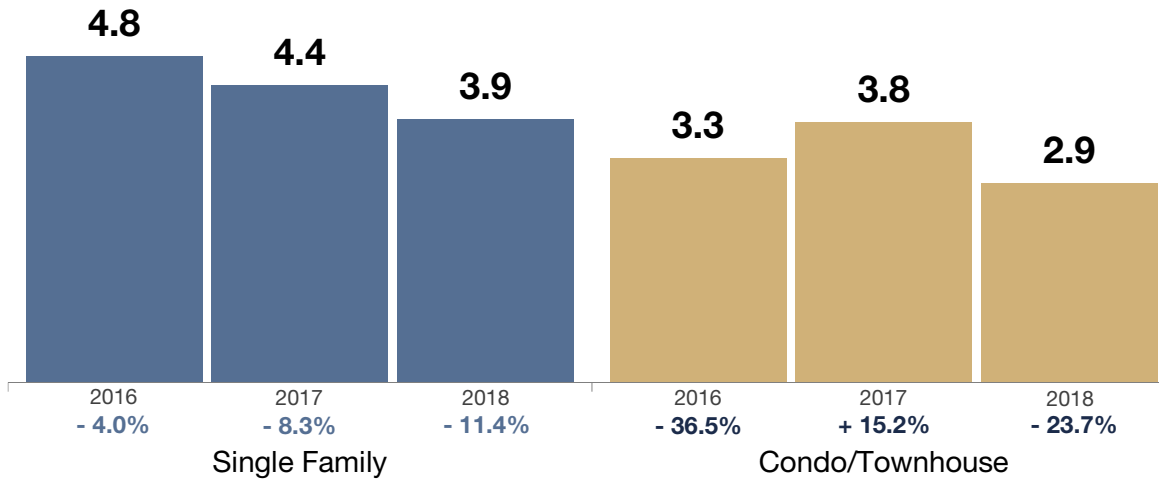


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months.

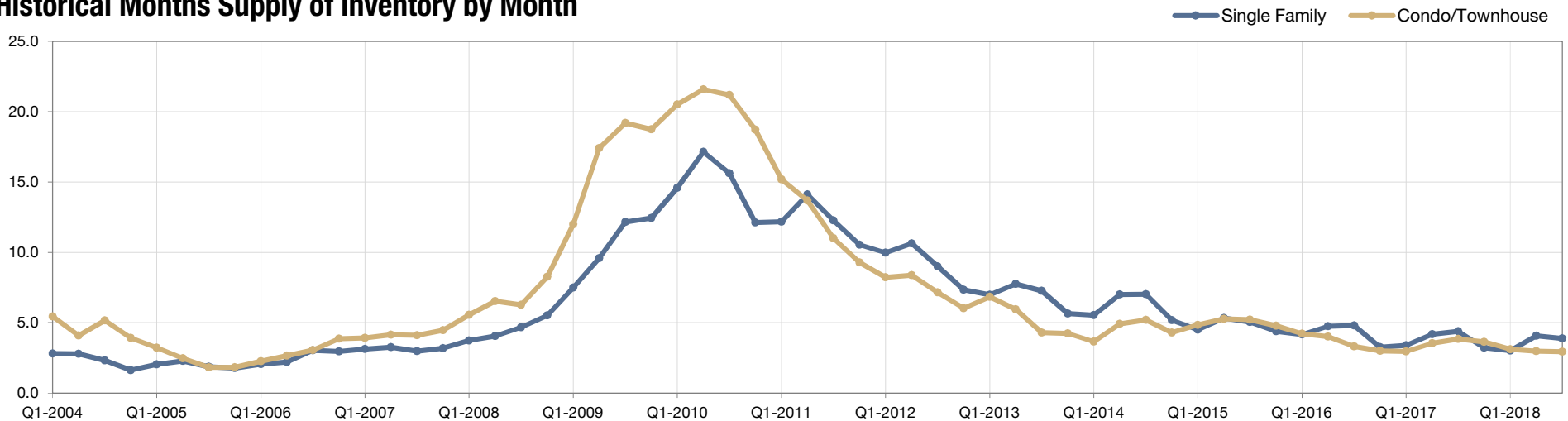


Q3-2018



| Months Supply | Single Family | Year-Over-Year Change | Condo / Townhouse | Year-Over-Year Change |
|----------------|---------------|-----------------------|-------------------|-----------------------|
| Q4-2015 | 4.4 | -15.4% | 4.8 | +11.6% |
| Q1-2016 | 4.2 | -6.7% | 4.2 | -12.5% |
| Q2-2016 | 4.7 | -11.3% | 4.0 | -24.5% |
| Q3-2016 | 4.8 | -4.0% | 3.3 | -36.5% |
| Q4-2016 | 3.3 | -25.0% | 3.0 | -37.5% |
| Q1-2017 | 3.4 | -19.0% | 3.0 | -28.6% |
| Q2-2017 | 4.2 | -10.6% | 3.5 | -12.5% |
| Q3-2017 | 4.4 | -8.3% | 3.8 | +15.2% |
| Q4-2017 | 3.2 | -3.0% | 3.6 | +20.0% |
| Q1-2018 | 3.0 | -11.8% | 3.1 | +3.3% |
| Q2-2018 | 4.1 | -2.4% | 3.0 | -14.3% |
| Q3-2018 | 3.9 | -11.4% | 2.9 | -23.7% |

Historical Months Supply of Inventory by Month



All Properties Combined Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



| Key Metrics | Historical Sparkbars | Q3-2017 | Q3-2018 | Percent Change | YTD 2017 | YTD 2018 | Percent Change |
|---------------------------------------|----------------------|-----------|------------------|----------------|-----------|------------------|----------------|
| New Listings | | 818 | 812 | - 0.7% | 2,518 | 2,450 | - 2.7% |
| Pending Sales | | 643 | 661 | + 2.8% | 1,981 | 2,007 | + 1.3% |
| Closed Sales | | 704 | 700 | - 0.6% | 1,809 | 1,888 | + 4.4% |
| Days on Market Until Sale | | 55 | 53 | - 3.6% | 72 | 60 | - 16.7% |
| Median Sales Price | | \$332,500 | \$381,000 | + 14.6% | \$329,825 | \$369,900 | + 12.2% |
| Average Sales Price | | \$440,469 | \$491,117 | + 11.5% | \$433,092 | \$485,100 | + 12.0% |
| Percent of List Price Received | | 98.7% | 98.3% | - 0.4% | 98.6% | 98.6% | 0.0% |
| Housing Affordability Index | | 91 | 75 | - 17.6% | 92 | 77 | - 16.3% |
| Inventory of Homes for Sale | | 838 | 746 | - 11.0% | -- | -- | -- |
| Months Supply of Inventory | | 4.2 | 3.6 | - 14.3% | -- | -- | -- |