

FIRST QUARTER ~ 2016

the Missoula

Residential Real Estate Market Update

Williams & Associates | Keller Williams Realty



Spring has sprung and buyers are out looking to BUY!

Missoula residential real estate remains a Seller's market this quarter, with homes selling for about 98 percent of asking price, garnering an overall median sales price of \$232,117. Inventory has remained low, overall, with the majority of listings/sales in the under \$300,000 range. It is in this range where buyers are running into difficulty finding a home; the good quality, well-maintained homes that are competitively priced sell quickly and there are not enough new listings in that price range coming on the market to meet buyer demand.

Inventory, Homes Sold, Median Price

Median Price YTD March

Median home sale prices averaged \$232,117 for the quarter.

Homes Sold YTD March

There were 194 homes sold in the first quarter, selling in 112 days, on average.

Inventory At end of March

There were 398 homes on the market at the end of the quarter, approximately 6.2 months of inventory.

SNAPSHOT

JANUARY through MARCH 2016

HOMES SOLD: **194**

AVERAGE DOM: **112**

LIST-TO-SALE PRICE: **98%**

MEDIAN SOLD PRICE: **\$232,117**

% OF HOMES SOLD UNDER
\$300,000: **76%**

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HOMES LISTED FOR SALE AT
END OF MARCH: **398**

MONTHS OF INVENTORY: **6.2**

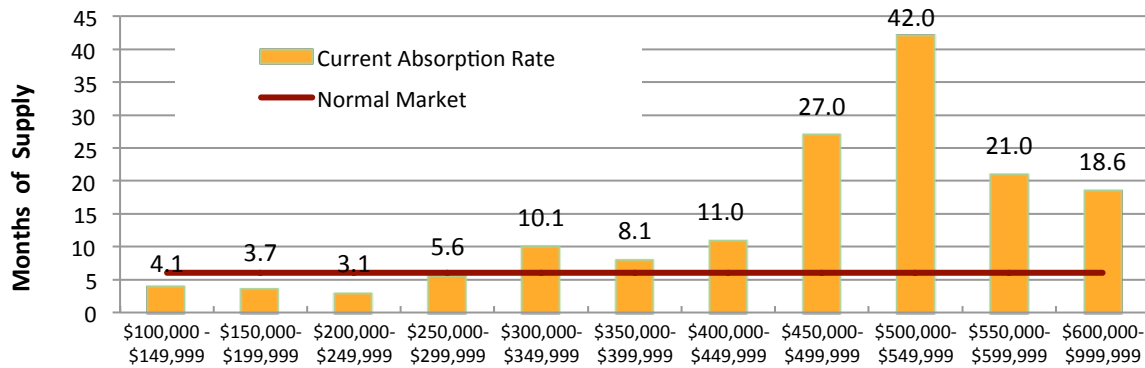


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Absorption by Price Range

According to the National Association of Realtors a “normal” market has approximately six months of inventory at any given time. This means it should take approximately six months to sell all of the homes currently listed for sale, with no new listings coming on the market during that time. Homes in Missoula priced below \$300,000 are being absorbed at a much faster rate than higher priced homes, leaving less than six months of inventory and fewer options for buyers to choose from. Demand for the more affordable homes outpaces supply, creating a seller’s market for most price points under \$300,000.

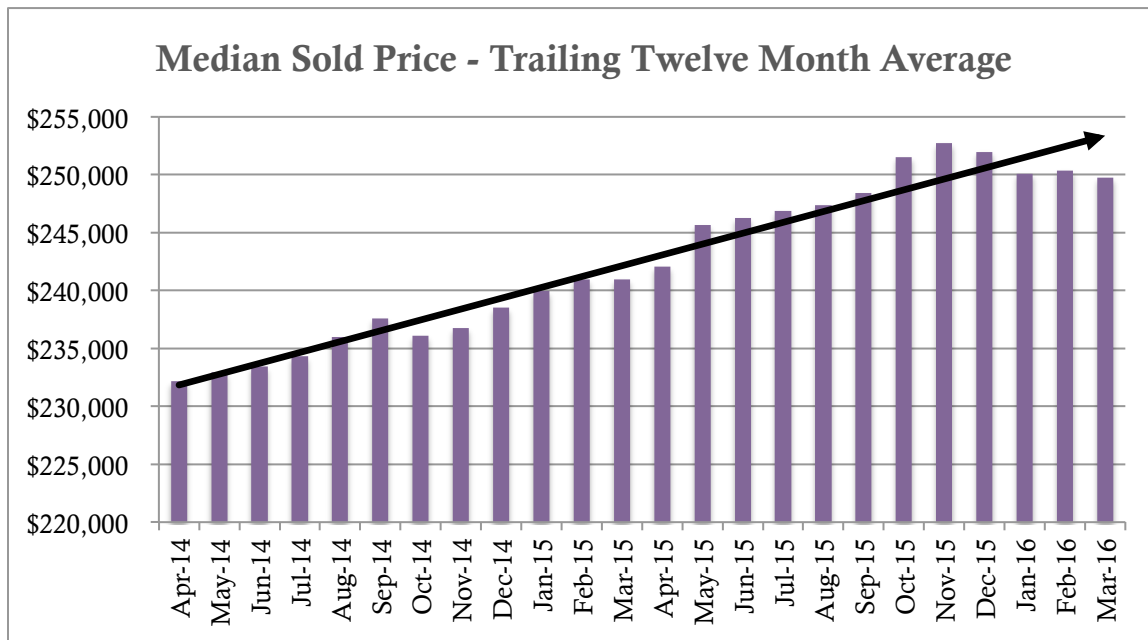
Conversely, there is between 11 and 42 months of inventory of homes priced at \$450,000 and higher. Summer months usually bring more buyers to the market and, unless more new listings priced below \$300,000 come on the market in the next couple of months, we anticipate it will remain a seller’s market throughout the summer in Missoula. Buyers who are seriously looking should be prepared with a pre-approval letter from a lender and be ready to make an offer, especially if shopping for a home priced under \$300,000.



TOTAL SINGLE FAMILY HOMES	SOLD Last 3 Months	Average SOLD per Month	% SOLD Every 30 Days	SOLD This Month	UNDER CONTRACT	ACTIVE Homes	MONTHS OF SUPPLY
under \$100,000	9	3.0	75.0%	0	0	4	1.3
\$100,000 - \$149,999	19	6.3	24.4%	7	8	26	4.1
\$150,000 - \$199,999	38	12.7	27.0%	14	29	47	3.7
\$200,000 - \$249,999	48	16.0	32.7%	18	28	49	3.1
\$250,000 - \$299,999	33	11.0	17.7%	10	23	62	5.6
\$300,000 - \$349,999	19	6.3	9.9%	9	16	64	10.1
\$350,000 - \$399,999	13	4.3	12.4%	4	5	35	8.1
\$400,000 - \$449,999	6	2.0	9.1%	2	9	22	11.0
\$450,000 - \$499,999	2	0.7	3.7%	1	3	18	27.0
\$500,000 - \$549,999	1	0.3	2.4%	0	0	14	42.0
\$550,000 - \$599,999	1	0.3	4.8%	1	1	7	21.0
\$600,000 - \$999,999	5	1.7	5.4%	2	3	31	18.6
\$1,000,000 and over	0	0.0	0.0%	0	1	19	0.0
Total	194	64.7	16.2%	68	126	398	6.2

Median Home Price

Median is the amount at which exactly half of the values or numbers being reported are lower and half are higher. Just over three quarters of Missoula home sales in the last three months occurred in the under \$300,000 range, with most homes (32.7 percent) selling between \$200,000 and \$249,999. Overall, the median price for homes sold in the first quarter was \$232,117.



Active Homes & Months of Supply

At the end of the first quarter of the year there were 398 residential properties for sale, including single-family homes, condominiums, townhouses and manufactured homes. Based on sales over the last three months, it is estimated that there is approximately 6.2 months of homes inventory in Missoula.

Sold Homes History

HOMES SOLD					
MONTH	2016	% change		2015	2014
		(last month)	(last year)		
Jan	72	28.6%	63.6%	44	37
Feb	54	(25.0%)	28.6%	42	26
Mar	68	25.9%	(10.5%)	76	52
Apr				92	71
May				89	75
Jun				143	125
Jul				130	120
Aug				104	100
Sep				94	80
Oct				92	75
Nov				90	70
Dec				56	76
YTD	194			162	115

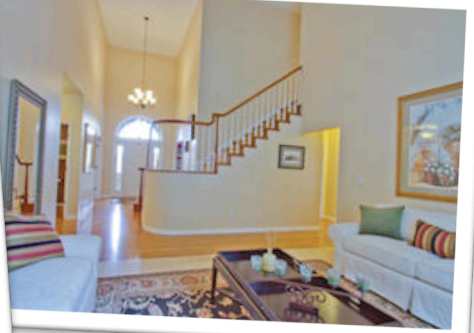
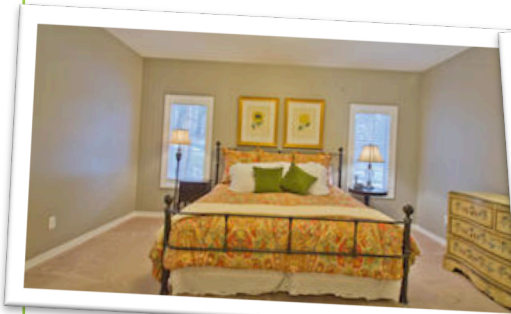
% change from prior year
19.8%

40.9%

MEDIAN SOLD PRICE				
2016	% change		2015	2014
	(last month)	(last year)		
\$227,500	1.2%	(9.7%)	\$251,900	\$230,000
\$234,500	3.1%	2.0%	\$230,000	\$215,000
\$235,113	0.3%	(2.0%)	\$240,000	\$239,950
			\$244,000	\$230,900
			\$272,500	\$230,000
			\$251,700	\$245,000
			\$258,000	\$251,000
			\$261,845	\$254,862
			\$256,000	\$244,500
			\$263,950	\$227,450
			\$256,000	\$240,550
			\$224,750	\$239,250
\$232,117			\$240,640	\$231,108

-3.5%

4.1%



AVG DOM			
Month	2016	2015	2014
Jan	120	143	113
Feb	105	137	192
Mar	111	110	98
Apr		97	150
May		97	102
Jun		99	104
Jul		96	86
Aug		87	101
Sep		101	99
Oct		104	113
Nov		120	119
Dec		119	121

LIST-TO-SALE PRICE		
2016	2015	2014
98%	96%	97%
98%	96%	97%
98%	98%	97%
	96%	98%
	98%	98%
	98%	98%
	98%	98%
	98%	97%
	98%	97%
	97%	97%
	97%	97%
	98%	96%

Disclaimer



Beginning January 1, 2016, for the purposes of this report, the Missoula market area is comprised of the Missoula City area as defined by the NW Montana Regional MLS and now includes single-family homes, condominiums, townhouses and manufactured homes. Prior to January 1st, only single-family homes comprised the market report figures.

This report was prepared based on information obtained from the NW Montana Regional MLS, combined with assumptions and other information developed by

Williams & Associates from its independent research effort and general knowledge of the Missoula real estate market. We make no guarantee to the accuracy of the MLS data and shall not be responsible for any anomalies or inaccuracies in any data source used in the preparation of this report. Williams & Associates has made every reasonable effort to ensure that the data and information contained in this report reflect the most accurate and timely information possible.

It is important to note that this is a snapshot of information, where/how/when various realtors enter information into the system can affect the overall results, albeit only slightly. Other factors which influence the results of this report are primarily related to factors that are unquantifiable and unpredictable – including, but not limited to, economic, governmental, managerial and regulatory changes, and acts of nature – which are qualitative by nature, and cannot be readily used in any quantitative projections. This report is qualified in its entirety by, and should be considered in light of, these limitations, conditions and considerations.

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Spring has Sprung!

In the Spring, I have counted 136 different kinds of weather inside of 24 hours.
~Mark Twain~