

# Local Market Update – October 2021

A Research Tool Provided by Montana Regional MLS



## Great Falls

Cascade County

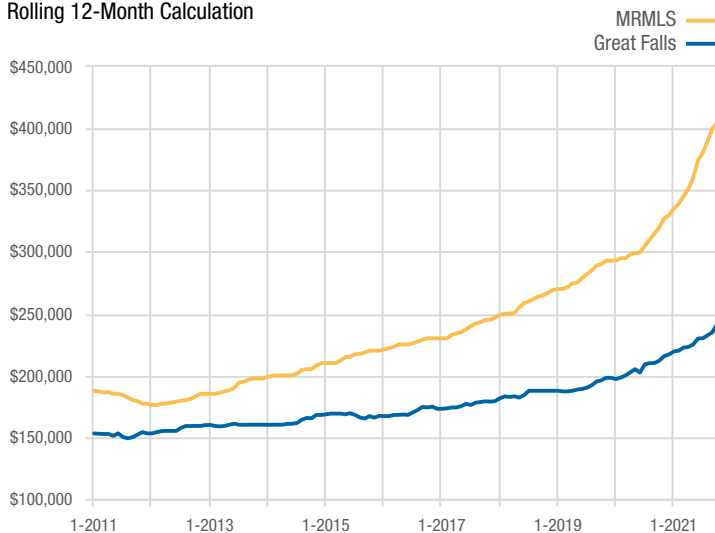
Single-Family	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	78	97	+ 24.4%	1,014	1,014	0.0%
Pending Sales	89	105	+ 18.0%	962	950	- 1.2%
Closed Sales	134	93	- 30.6%	918	872	- 5.0%
Days on Market Until Sale	30	22	- 26.7%	41	19	- 53.7%
Median Sales Price*	\$217,950	\$255,000	+ 17.0%	\$216,000	\$245,000	+ 13.4%
Average Sales Price*	\$234,421	\$295,513	+ 26.1%	\$239,304	\$280,683	+ 17.3%
Percent of List Price Received*	99.8%	99.7%	- 0.1%	99.2%	101.0%	+ 1.8%
Inventory of Homes for Sale	86	52	- 39.5%	—	—	—
Months Supply of Inventory	0.9	0.6	- 33.3%	—	—	—

Townhouse/Condo	October			Year to Date		
Key Metrics	2020	2021	% Change	Thru 10-2020	Thru 10-2021	% Change
New Listings	12	7	- 41.7%	113	107	- 5.3%
Pending Sales	12	8	- 33.3%	106	101	- 4.7%
Closed Sales	17	11	- 35.3%	97	90	- 7.2%
Days on Market Until Sale	53	7	- 86.8%	69	16	- 76.8%
Median Sales Price*	\$169,900	\$282,400	+ 66.2%	\$185,000	\$215,000	+ 16.2%
Average Sales Price*	\$209,271	\$290,211	+ 38.7%	\$204,554	\$229,448	+ 12.2%
Percent of List Price Received*	98.9%	102.3%	+ 3.4%	98.6%	101.2%	+ 2.6%
Inventory of Homes for Sale	10	5	- 50.0%	—	—	—
Months Supply of Inventory	1.0	0.5	- 50.0%	—	—	—

\* 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.

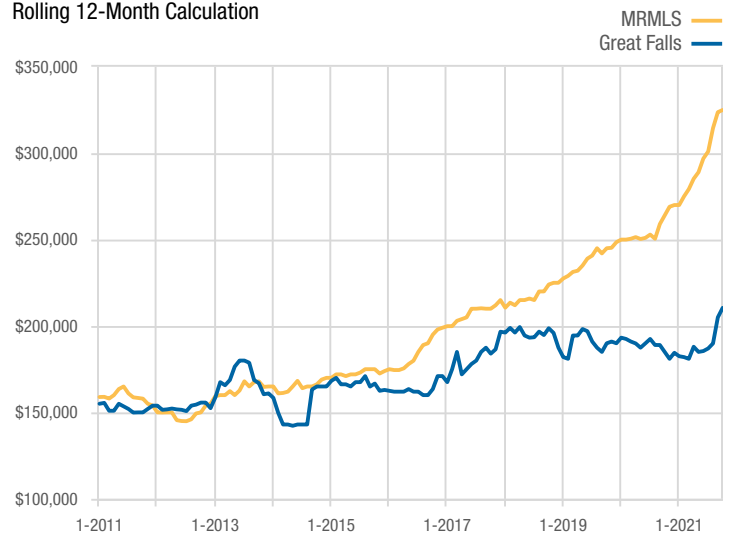
### Median Sales Price - Single-Family

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 5, 2021. All data from Montana Regional MLS. Report © 2021 ShowingTime.