

# Local Market Update – November 2023

A Research Tool Provided by Montana Regional MLS



## Great Falls

Cascade County

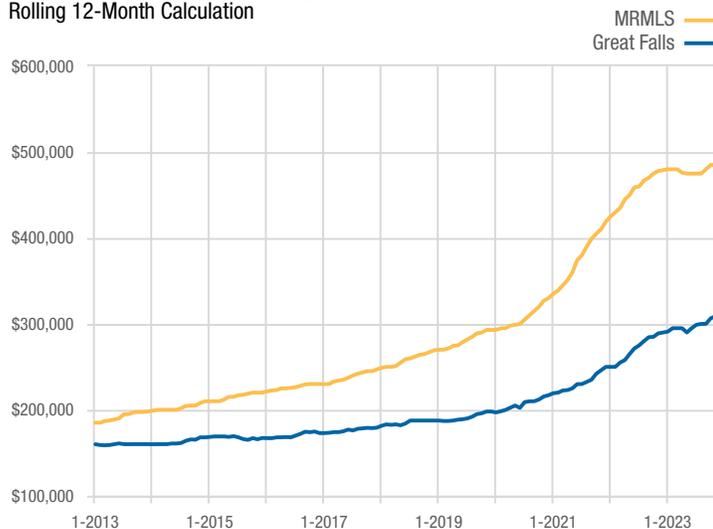
Single-Family Key Metrics	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	39	64	+ 64.1%	934	843	- 9.7%
Pending Sales	43	10	- 76.7%	844	650	- 23.0%
Closed Sales	71	48	- 32.4%	867	684	- 21.1%
Days on Market Until Sale	65	42	- 35.4%	56	45	- 19.6%
Median Sales Price*	\$295,000	<b>\$310,500</b>	+ 5.3%	\$290,000	<b>\$312,000</b>	+ 7.6%
Average Sales Price*	\$316,562	<b>\$333,031</b>	+ 5.2%	\$328,586	<b>\$350,707</b>	+ 6.7%
Percent of List Price Received*	99.3%	<b>99.7%</b>	+ 0.4%	101.3%	<b>99.4%</b>	- 1.9%
Inventory of Homes for Sale	48	<b>157</b>	+ 227.1%	—	—	—
Months Supply of Inventory	0.6	<b>2.7</b>	+ 350.0%	—	—	—

Townhouse/Condo Key Metrics	November			Year to Date		
	2022	2023	% Change	Thru 11-2022	Thru 11-2023	% Change
New Listings	8	4	- 50.0%	120	103	- 14.2%
Pending Sales	4	2	- 50.0%	94	94	0.0%
Closed Sales	13	12	- 7.7%	98	96	- 2.0%
Days on Market Until Sale	175	54	- 69.1%	120	80	- 33.3%
Median Sales Price*	\$325,000	<b>\$295,250</b>	- 9.2%	\$280,000	<b>\$332,500</b>	+ 18.8%
Average Sales Price*	\$286,806	<b>\$270,301</b>	- 5.8%	\$266,739	<b>\$306,950</b>	+ 15.1%
Percent of List Price Received*	100.9%	<b>100.9%</b>	0.0%	103.4%	<b>100.8%</b>	- 2.5%
Inventory of Homes for Sale	16	11	- 31.3%	—	—	—
Months Supply of Inventory	1.9	<b>1.3</b>	- 31.6%	—	—	—

\* 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.

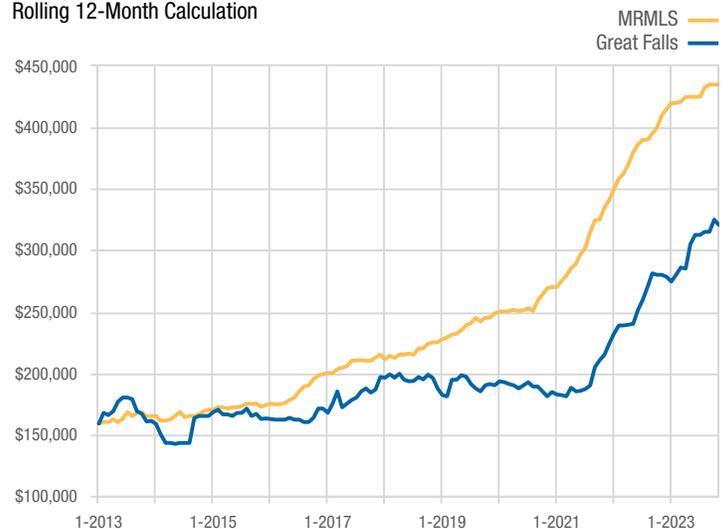
### Median Sales Price - Single-Family

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 December 5, 2023. All data from Montana Regional MLS. Report © 2023 ShowingTime.