

# Local Market Update – September 2023

A Research Tool Provided by Montana Regional MLS



## Great Falls

Cascade County

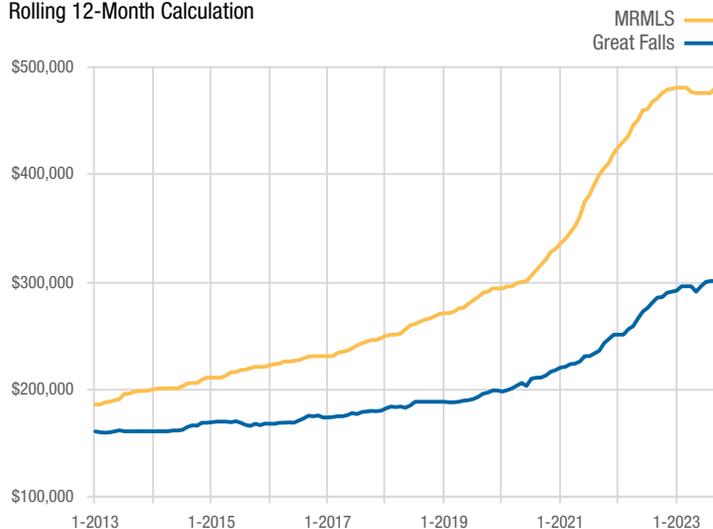
Single-Family Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	72	<b>72</b>	0.0%	829	<b>707</b>	- 14.7%
Pending Sales	86	<b>22</b>	- 74.4%	735	<b>545</b>	- 25.9%
Closed Sales	92	<b>77</b>	- 16.3%	717	<b>561</b>	- 21.8%
Days on Market Until Sale	55	<b>48</b>	- 12.7%	55	<b>45</b>	- 18.2%
Median Sales Price*	\$286,000	<b>\$302,000</b>	+ 5.6%	\$290,000	<b>\$307,250</b>	+ 5.9%
Average Sales Price*	\$314,063	<b>\$346,229</b>	+ 10.2%	\$326,927	<b>\$345,961</b>	+ 5.8%
Percent of List Price Received*	100.1%	<b>99.0%</b>	- 1.1%	101.8%	<b>99.4%</b>	- 2.4%
Inventory of Homes for Sale	63	<b>142</b>	+ 125.4%	—	—	—
Months Supply of Inventory	0.8	<b>2.5</b>	+ 212.5%	—	—	—

Townhouse/Condo Key Metrics	September			Year to Date		
	2022	2023	% Change	Thru 9-2022	Thru 9-2023	% Change
New Listings	15	<b>8</b>	- 46.7%	101	<b>87</b>	- 13.9%
Pending Sales	14	<b>5</b>	- 64.3%	85	<b>79</b>	- 7.1%
Closed Sales	11	<b>7</b>	- 36.4%	75	<b>75</b>	0.0%
Days on Market Until Sale	87	<b>91</b>	+ 4.6%	112	<b>80</b>	- 28.6%
Median Sales Price*	\$328,000	<b>\$400,459</b>	+ 22.1%	\$280,000	<b>\$325,636</b>	+ 16.3%
Average Sales Price*	\$292,465	<b>\$357,485</b>	+ 22.2%	\$262,815	<b>\$308,308</b>	+ 17.3%
Percent of List Price Received*	101.9%	<b>102.2%</b>	+ 0.3%	103.7%	<b>100.7%</b>	- 2.9%
Inventory of Homes for Sale	10	<b>13</b>	+ 30.0%	—	—	—
Months Supply of Inventory	1.0	<b>1.7</b>	+ 70.0%	—	—	—

\* 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.

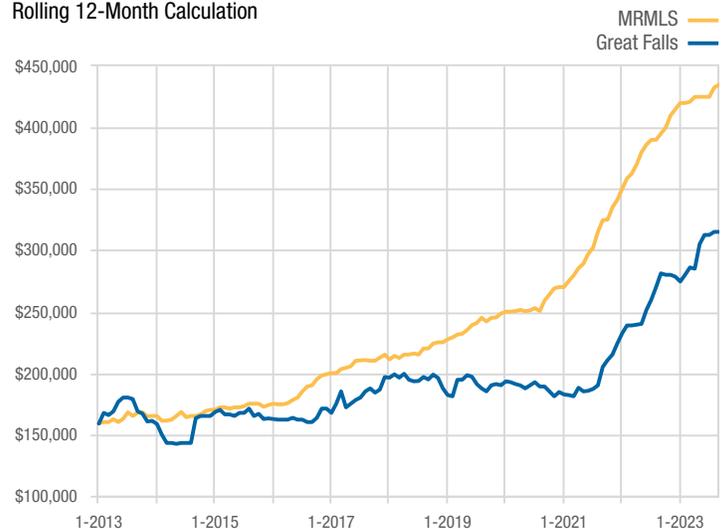
### Median Sales Price - Single-Family

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