

# Local Market Update – November 2020

A Research Tool Provided by Montana Regional MLS



## Lake County

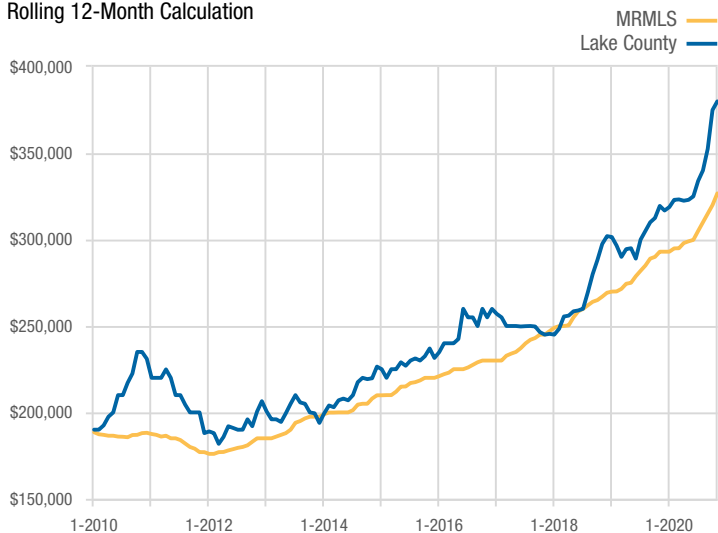
| Single-Family<br>Key Metrics    | November  |                  |          | Year to Date |                  |          |
|---------------------------------|-----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019      | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 29        | 30               | + 3.4%   | 558          | 563              | + 0.9%   |
| Pending Sales                   | 28        | 34               | + 21.4%  | 347          | 526              | + 51.6%  |
| Closed Sales                    | 36        | 44               | + 22.2%  | 328          | 493              | + 50.3%  |
| Days on Market Until Sale       | 120       | 79               | - 34.2%  | 113          | 112              | - 0.9%   |
| Median Sales Price*             | \$360,484 | <b>\$413,000</b> | + 14.6%  | \$316,825    | <b>\$383,700</b> | + 21.1%  |
| Average Sales Price*            | \$422,526 | <b>\$494,617</b> | + 17.1%  | \$393,167    | <b>\$578,662</b> | + 47.2%  |
| Percent of List Price Received* | 95.2%     | <b>97.9%</b>     | + 2.8%   | 95.8%        | <b>97.2%</b>     | + 1.5%   |
| Inventory of Homes for Sale     | 251       | 94               | - 62.5%  | —            | —                | —        |
| Months Supply of Inventory      | 8.5       | 2.0              | - 76.5%  | —            | —                | —        |

| Townhouse/Condo<br>Key Metrics  | November |                  |          | Year to Date |                  |          |
|---------------------------------|----------|------------------|----------|--------------|------------------|----------|
|                                 | 2019     | 2020             | % Change | Thru 11-2019 | Thru 11-2020     | % Change |
| New Listings                    | 2        | 0                | - 100.0% | 17           | 22               | + 29.4%  |
| Pending Sales                   | 2        | 1                | - 50.0%  | 17           | 23               | + 35.3%  |
| Closed Sales                    | 0        | 2                | —        | 17           | 22               | + 29.4%  |
| Days on Market Until Sale       | —        | 7                | —        | 143          | 95               | - 33.6%  |
| Median Sales Price*             | —        | <b>\$469,000</b> | —        | \$335,000    | <b>\$456,150</b> | + 36.2%  |
| Average Sales Price*            | —        | <b>\$469,000</b> | —        | \$356,376    | <b>\$450,468</b> | + 26.4%  |
| Percent of List Price Received* | —        | <b>97.6%</b>     | —        | 96.9%        | <b>97.8%</b>     | + 0.9%   |
| Inventory of Homes for Sale     | 7        | 2                | - 71.4%  | —            | —                | —        |
| Months Supply of Inventory      | 4.1      | 0.9              | - 78.0%  | —            | —                | —        |

\* 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.

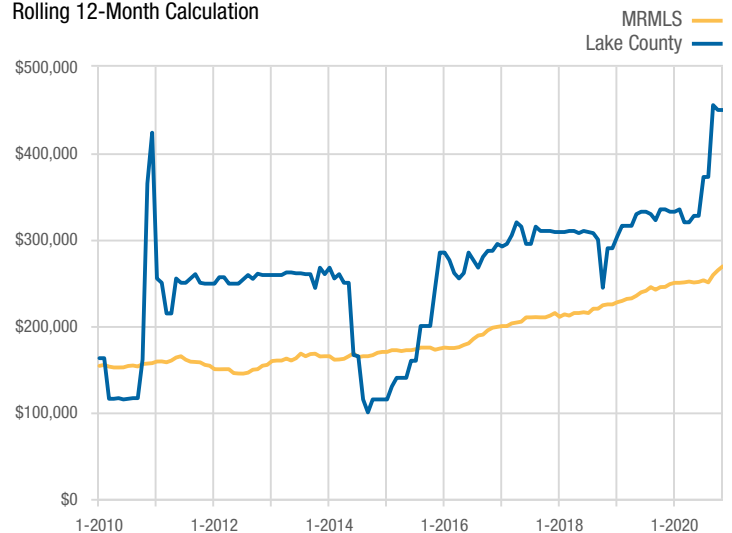
### Median Sales Price - Single-Family

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 December 5, 2020. All data from Montana Regional MLS. Report © 2020 ShowingTime.