

Flathead Valley Market Report

January 1, 2011 through December 31, 2011



EXCLUSIVE AFFILIATE OF
CHRISTIE'S
INTERNATIONAL REAL ESTATE



The Flathead Valley Market Report is prepared for the purpose of sharing useful sales activity for the entire year of 2011. Whether you are selling a property, interested in buying a property, or just wanting to find out how the Flathead is stacking up against national markets, we hope you will find this information valuable.

These trends focus on certain neighborhoods and are broken out by residential and land sales. Take note, that all areas compare sold properties from January 1st through December 31 of this year as well as 2010. Contact your experienced and professional Trails West Real Estate agent to discuss these sales statistics or to get additional information on your neighborhood.

As always, the Trails West Real Estate professional team strives to provide clients with meaningful market information and the highest levels of service and integrity.

We invite you to call us for market information or any of your real estate needs.

www.TrailsWestRealEstate.com

If your property is currently listed with another real estate broker, please disregard. It is not our intention to solicit the clients of other real estate brokers.

NAVIGABLE LAKEFRONT PROPERTIES*

Residential-Flathead Lake

of Sales 2010: 46
of Sales 2011: 31
2010 Median Price: \$692,500
2011 Median Price: \$650,000
2010 Ttl Volume: \$40,975,200
2011 Ttl Volume: \$25,797,575
% Price Reduction 10: 30.20%
% Price Reduction 11: 21.78%
Avg. Days on Market 11: 283

Residential-Whitefish Lake

of Sales 2010: 6
of Sales 2011: 7
2010 Median Price: \$2,075,000
2011 Median Price: \$1,900,000
2010 Ttl Volume: \$13,926,500
2011 Ttl Volume: \$14,195,000
% Price Reduction 10: 30.58%
% Price Reduction 11: 15.08%
Avg. Days on Market 11: 168

Land-Flathead Lake

of Sales 2010: 4
of Sales 2011: 3
2010 Median Price: \$646,500
2011 Median Price: \$430,000
2010 Ttl Volume: \$2,317,000
2011 Ttl Volume: \$2,960,000
% Price Reduction 10: 26.22%
% Price Reduction 11: 7.81%
Avg. Days on Market 11: 215

Land-Whitefish Lake

of Sales 2010: 3
of Sales 2011: 1
2010 Median Price: \$ 300,000
2011 Median Price: \$3,000,000
2010 Ttl Volume: \$3,700,000
2011 Ttl Volume: \$3,000,000
% Price Reduction 10: 32.76%
% Price Reduction 11: 49.07%
Avg. Days on Market 11: 496

**Only includes properties with private lake frontage. Does NOT include shared access or deeded easement, condominiums or riverfront property.*

NEIGHBORHOOD STATISTICS

Residential Bigfork

of Sales 2010: 110
of Sales 2011: 93
2010 Median Price: \$302,500
2011 Median Price: \$245,000
2010 Ttl Volume: \$47,874,282
2011 Ttl Volume: \$35,517,249
% Price Reduction 10: 17.38%
% Price Reduction 11: 19.53%
Avg. Days on Market 11: 251

Residential Whitefish

of Sales 2010: 212
of Sales 2011: 211
2010 Median Price: \$225,950
2011 Median Price: \$249,900
2010 Ttl Volume: \$81,256,325
2011 Ttl Volume: \$85,051,794
% Price Reduction 10: 14.35%
% Price Reduction 11: 15.24%
Avg. Days on Market 11: 234

Residential Lakeside

of Sales 2010: 51
of Sales 2011: 54
2010 Median Price: \$239,900
2011 Median Price: \$307,500
2010 Ttl Volume: \$20,386,578
2011 Ttl Volume: \$18,383,050
% Price Reduction 10: 17.51%
% Price Reduction 11: 16.48%
Avg. Days on Market 11: 194

Residential Kalispell

of Sales 2010: 521
of Sales 2011: 508
2010 Median Price: \$175,000
2011 Median Price: \$160,900
2010 Ttl Volume: \$105,959,909
2011 Ttl Volume: \$ 95,603,616
% Price Reduction 10: 10.85%
% Price Reduction 11: 11.47%
Avg. Days on Market 11: 173

Land Bigfork

of Sales 2010: 25
of Sales 2011: 30
2010 Median Price: \$114,400
2011 Median Price: \$121,250
2010 Ttl Volume: \$5,283,900
2011 Ttl Volume: \$7,064,205
% Price Reduction 10: 17.99%
% Price Reduction 11: 27.07%
Avg. Days on Market 11: 375

Land Whitefish

of Sales 2010: 57
of Sales 2011: 95
2010 Median Price: \$150,000
2011 Median Price: \$ 95,000
2010 Ttl Volume: \$12,419,017
2011 Ttl Volume: \$17,265,999
% Price Reduction 10: 27.01%
% Price Reduction 11: 29.60%
Avg. Days on Market 11: 358

Land Lakeside

of Sales 2010: 14
of Sales 2011: 11
2010 Median Price: \$79,825
2011 Median Price: \$40,225
2010 Ttl Volume: \$1,824,179
2011 Ttl Volume: \$ 979,400
% Price Reduction 10: 35.36%
% Price Reduction 11: 33.16%
Avg. Days on Market 11: 270

Land Kalispell

of Sales 2010: 53
of Sales 2011: 44
2010 Median Price: \$75,000
2011 Median Price: \$95,250
2010 Ttl Volume: \$6,964,732
2011 Ttl Volume: \$7,475,500
% Price Reduction 10: 30.62%
% Price Reduction 11: 24.99%
Avg. Days on Market 11: 309

GREATER FLATHEAD VALLEY

Residential

of Sales 2010: 1349
of Sales 2011: 1408
2010 Median Price: \$197,000
2011 Median Price: \$177,950
2010 Ttl Volume: \$371,302,131
2011 Ttl Volume: \$353,479,385
% Price Reduction 10: 13.84%
% Price Reduction 11: 13.62%
Avg. Days on Market 11: 199

Land

of Sales 2010: 367
of Sales 2011: 274
2010 Median Price: \$85,000
2011 Median Price: \$90,000
2010 Ttl Volume: \$56,472,932
2011 Ttl Volume: \$47,952,589
% Price Reduction 10: 22.77%
% Price Reduction 11: 27.15%
Avg. Days on Market 11: 329

All statistical data based on properties reported as closed from the NMAR MLS database.