

# Flathead Valley 3rd Quarter Market Report

July 1, 2011 - September 30, 2011



EXCLUSIVE AFFILIATE OF

**CHRISTIE'S**  
INTERNATIONAL REAL ESTATE

The Flathead Valley Market Report is prepared for the purpose of sharing useful sales activity from the 3rd quarter 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, this 3rd Quarter report compares sold properties from July 1st through September 30th of this year compared to the same period in 2010. Contact your experienced Trails West professional agent to discuss these sales statistics or to get additional information on your neighborhood.

Visit [www.TrailsWestRealEstate.com](http://www.TrailsWestRealEstate.com)  
for all Valley Listings.

## NAVIGABLE WATERFRONT PROPERTIES

LAKE PROPERTIES ARE NAVIGABLE SINGLE PROPERTIES WITH PRIVATE FRONTAGE  
(NO SHARED WATERFRONT, NO RIVER PROPERTY, NO CONDOS)

### Residential - Flathead Lake

# of Sales 2011: 11  
# of Sales 2010: 10  
2011 Median Price: \$600,000  
2010 Median Price: \$662,500  
2011 Total Volume: \$8,081,625  
2010 Total Volume: \$8,992,000  
Avg. Days on Market: 358  
% Price Reduction 2011: 26.13%  
% Price Reduction 2010: 32.38%

### Residential - Whitefish Lake

# of Sales 2011: 3  
# of Sales 2010: 2  
2011 Median Price: \$2,200,000  
2010 Median Price: \$1,888,250  
2011 Total Volume: \$7,300,000  
2010 Total Volume: \$3,776,500  
Avg. Days on Market: 153  
% Price Reduction 2011: 7.51%  
% Price Reduction 2010: 45.33%

## GREATER FLATHEAD VALLEY

### Residential

# of Sales 2011: 192  
# of Sales 2010: 343  
2011 Median Price: \$174,450  
2010 Median Price: \$205,000  
2011 Total Volume: \$103,027,234  
2010 Total Volume: \$96,781,859  
Avg. Days on Market: 192  
% Price Reduction 2011: 14.29%  
% Price Reduction 2010: 14.11%

### Land

# of Sales 2011: 89  
# of Sales 2010: 102  
2011 Median Price: \$90,000  
2010 Median Price: \$79,875  
2011 Total Volume: \$11,788,272  
2010 Total Volume: \$14,944,541  
Avg. Days on Market: 266  
% Price Reduction 2011: 19.30%  
% Price Reduction 2010: 21.79%

## NEIGHBORHOOD STATISTICS

### Residential Bigfork

# of Sales 2011: 30  
# of Sales 2010: 42  
2011 Median Price: \$261,250  
2010 Median Price: \$344,250  
2011 Total Volume: \$11,947,349  
2010 Total Volume: \$17,195,757  
Avg. Days on Market: 246  
% Price Reduction 2011: 21.35%  
% Price Reduction 2010: 16.02%

### Residential Whitefish

# of Sales 2011: 58  
# of Sales 2010: 55  
2011 Median Price: \$249,750  
2010 Median Price: \$222,500  
2011 Total Volume: \$23,405,175  
2010 Total Volume: \$23,747,300  
Avg. Days on Market: 177  
% Price Reduction 2011: 11.93%  
% Price Reduction 2010: 15.47%

### Res. Lakeside/Somers

# of Sales 2011: 11  
# of Sales 2010: 8  
2011 Median Price: \$285,000  
2010 Median Price: \$234,000  
2011 Total Volume: \$3,631,000  
2010 Total Volume: \$2,133,000  
Avg. Days on Market: 302  
% Price Reduction 2011: 16.52%  
% Price Reduction 2010: 14.31%

### Residential Kalispell

# of Sales 2011: 156  
# of Sales 2010: 119  
2011 Median Price: \$158,250  
2010 Median Price: \$187,000  
2011 Total Volume: \$29,168,591  
2010 Total Volume: \$24,199,452  
Avg. Days on Market: 172  
% Price Reduction 2011: 10.57%  
% Price Reduction 2010: 11.30%

### Land Bigfork

# of Sales 2011: 7  
# of Sales 2010: 6  
2011 Median Price: \$155,000  
2010 Median Price: \$92,000  
2011 Total Volume: \$1,121,500  
2010 Total Volume: \$876,500  
Avg. Days on Market: 313  
% Price Reduction 2011: 20.73%  
% Price Reduction 2010: 20.53%

### Land Whitefish

# of Sales 2011: 15  
# of Sales 2010: 16  
2011 Median Price: \$72,500  
2010 Median Price: \$142,250  
2011 Total Volume: \$1,864,500  
2010 Total Volume: \$5,422,200  
Avg. Days on Market: 367  
% Price Reduction 2011: 27.06%  
% Price Reduction 2010: 23.51%

### Land Lakeside/Somers

# of Sales 2011: 3  
# of Sales 2010: 5  
2011 Median Price: \$60,000  
2010 Median Price: \$60,000  
2011 Total Volume: \$355,900  
2010 Total Volume: \$301,750  
Avg. Days on Market: 129  
% Price Reduction 2011: 21.44%  
% Price Reduction 2010: 45.51%

### Land Kalispell

# of Sales 2011: 13  
# of Sales 2010: 10  
2011 Median Price: \$92,500  
2010 Median Price: \$52,500  
2011 Total Volume: \$1,400,500  
2010 Total Volume: \$1,050,641  
Avg. Days on Market: 276  
% Price Reduction 2011: 21.38%  
% Price Reduction 2010: 34.99%

### Residential - Polson

# of Sales 2011: 29  
# of Sales 2010: 20  
2011 Median Price: \$187,000  
2010 Median Price: \$189,450  
2011 Total Volume: \$8,246,475  
2010 Total Volume: \$6,193,400  
Avg. Days on Market: 246  
% Price Reduction 2011: 18.04%  
% Price Reduction 2010: 15.50%

### Land - Polson

# of Sales 2011: 3  
# of Sales 2010: 4  
2011 Median Price: \$29,500  
2010 Median Price: \$62,250  
2011 Total Volume: \$128,500  
2010 Total Volume: \$244,500  
Avg. Days on Market: 223  
% Price Reduction 2011: 19.61%  
% Price Reduction 2010: 22.99%

**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 information specific to your neighborhood or for any other real estate needs.**

*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.*

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