

Missoula Organization of Realtors

President Shannon Hilliard at Ink Realty is in the last few months of her term, 2022 president is Mandy Snook with Montana Land and Company and the 2023 president will be Carly Kelly with Berkshire Hathaway Home Services. MOR's Association Executive is Jim Bachand.

The Missoula area has seen some very rapid commercial and infrastructure improvements, with many thanks to the federal build grant that MOR was a key part of years prior. The pace of development is picking up but ideally needs to be even quicker as Missoula's market is being almost strangled by a lack of housing supply both for sale and for rent.

This year MOR unveiled their new, online housing report. Updated quarterly with interactive charts and graphs this had moved the previously static/once per year report, to one that updates 4 times per year and provides the community with updated data on all things housing in the market. You can find it on missoularealestate.com and click "housing report". This report isn't just housing sales but rental information, development information, census data, homelessness information, financing information, affordability charts, wait lists for housing vouchers, and much more.

As of 9/20/21 in Missoula County there have been 1,199 residential sales, which is a decrease of 166 units, or a 12% drop. The median price is \$445,000 which is a \$105,100 increase over the same point last year, an almost 31% increase in median sale price. Pulling a report through the regional MLS MOR shows having 792 primary members

Bitterroot Valley Board of Realtors

The board president at BVBOR is Sherry Shipley with All Access Montana and their vice president is Sharon Deadmon with Berkshire Hathaway Home Services. BVBOR has a new Association Executive, Chris Line.

The Bitterroot Valley has been growing rapidly itself and with that comes some of the challenges associated with it. Primarily for BVBOR has been the new septic rules that Ravalli County has implemented a new regulation on septic systems across the entire county. If the bedroom count for the home is larger than what the septic system has been approved for it is considered non-conforming and failed and should not be lawfully used or altered unless granted a variance. This represents a massive change for the county where outside of a few town centers most all homes are on septic systems. With assistance from MOR, BVBOR has put together an informational presentation on their website,

bvbor.net, and has held various information sessions and run an awareness campaign to promote knowledge on this new rule.

As of 9/20/21 in Ravalli County there have been 658 residential sales, which is an increase of 62 over the prior year, a 10.4% increase. The median sales price to date is \$475,000 which is an increase of \$135,050 over the same point last year which is an increase of almost 40% in median sales. Pulling a report through the regional MLS BVBOR shows having 218 primary members

Northwest Montana Association of Realtors

NMAR's president is Jeannie Deetz with Engel & Volkers. Their 2022 president will be Robin Wallace with NextHome Northwest Real Estate, and their 2023 president will be Brenda Miller with Montana Brokers. Their Association Executive is Jeri Moon.

This summer NMAR completed their golf tournament which raised \$11,000 that they put into their charitable foundation which they then donate to charities in need around their community. They had a very unexpected loss when their legal counsel suddenly passed away. Also their CEO reported back to me that their board has seen a substantial increase in code of ethics complaints and hearings.

NMAR this year obtained a covid grant through the state of Montana that allowed them to install new audio and visual technology in their classroom. This has allowed NMAR to host hybrid classes with ease, they can host 50 in-person attendees and the rest can be virtual. If you visit NMAR's website they keep a running calendar of upcoming classes.

As of 9/20/21 in Flathead County there have been 1,831 residential sales, that is a slight increase by just 18 sales over the same point last year. The median sales price is currently \$500,000 which is an increase of \$135,000 at this same point last year, an almost 37% increase in median. Pulling a report through the regional MLS NMAR shows having 1045 primary members