

Regional Ambassador - Western Region

January Business Meeting Report by Brint Wahlberg

I wanted to take a look at the amount of sales activity that has occurred in each county that the local boards are in for 2020, and how that reflects compared to 2019. Additionally I've reported here on how many current active listings there are across the MLS in that same county. As you can see the 2020 market for each local association showed a big bounce in sales activity and median sales price, all while available options sat at record lows.

Ravalli County, the Bitterroot Valley Board of Realtors in 2020 - MLS reported 947 residential sales, which is a 12% increase from 2019. The year-end median for Ravalli County was \$365,000 which is an 18% increase over 2019's. As of the time of this report there were just 99 active properties across all price points. The current BVBOR board president is Sherry Shipley. And while still serving as their association executive Brittany Cuzick will be relocating, the BVBOR has begun a search for a new AE.

Missoula County, the Missoula Organization of Realtors in 2020 - MLS reported 1938 residential sales, which is an 11.5% increase from 2019. The year-end median in Missoula ended at \$350,000 which is an 11% increase over 2019's. As of the time of this report there were just 107 active properties in Missoula. The current MOR board president is Shannon Hilliard and MOR's AE is Jim Bachand.

Flathead County, the Northwest Montana Association of Realtors in 2020 - MLS reported 2766 residential sales, which is a whopping 33% increase from 2019. The year-end median in Flathead County ended at \$380,000 which is a 15% increase over 2019's. As of the time of this report I returned 254 active properties. The current NMAR board president is Jeannie Deetz and NMAR's AE is Jeri Moon.