



Mid Year Roundup



Cover photo by Erick Robbins

AUGUST / 2025

1 South Montana Avenue, Suite M-1, Helena, MT 59601
Info@MontanaRealtors.org 406-443-4032

What's inside?

MT Legislative Recap	3
MAR Forms Updates	4
MAR Regional Ambassadors	5
Local Market Stats	6
YPN Advance	10
MAR Fall Convention	10
MAR Member Benefits	12
Graduate, REALTOR® Institute Preview	13
Real Estate Technology Institute	13
Lawrence Yun (NAR) Update	14
NAR's Window to the Law	14

This publication is created and produced by the Montana Association of REALTORS®. Byline articles and columns express the opinions of the writers and do not necessarily reflect MAR policies or sentiments.



2025 Legislative Session Recap

The 69th Montana Legislative Session adjourned on April 29th and throughout the session Montana Association of REALTORS® (MAR) was at the forefront of key debates affecting housing, property rights, and the real estate industry, actively advocating on behalf of our members and communities across the state.

During the Session MAR tracked hundreds of bills and with your continued engagement and outreach, we helped shape outcomes on major issues — from water rights to zoning and permitting reform and housing investment — while staying vigilant on tax and regulatory policies that impact the business of real estate.



Photo from MAR's 2025 REALTOR® Day at the Capitol.

Thank you for answering our Calls to Action this session when we needed your help! You quickly responded and reached out to legislators to help us fend off water rights legislation that was detrimental to our industry and to the future of Montana. You also took the time to engage with your legislators at our REALTOR® Day at the Capitol.

Thank you for being a vital part of our efforts this session. When MAR members speak up, policymakers listen—and it's your voice that helps protect property rights and promote homeownership across our state!

[View MAR's Final Bill Tracker](#)

MAR Forms Updates

Due to the NAR practice changes that took effect on August 17, 2024, last summer the MAR Forms Subcommittee amended some of the MAR forms. In meetings last fall, the MAR Forms Subcommittee approved further changes to some of the forms to address additional information concerning the NAR practice changes and to make the forms more “user friendly” for both MAR members and the clients served by these members. MAR also approved some new forms and made some form changes not directly related to the NAR practice changes.

The following forms are ones that were updated last summer and are currently available with all MAR Forms vendors:

- Buy-Sell Agreements
- Inspection Notice (Results Remedies)
- Inspection Notice (Buyer's Withdrawal)
- Seller Compensation Addendum **(NEW FORM)**
- Solar Panel Addendum **(NEW FORM)**
- Buyer Representation Agreement
- Buyer Representation Agreement (Limited Service)
- Buyer Representation Agreement (Seller Paid Compensation)
- Cooperating Broker Compensation Agreement
- Listing Agreements
- Relationships/Consent in Real Estate Transactions - Leasing **(NEW FORM)**
- Letter of Intent for Lease **(NEW FORM)**
- Statement of Non-Foreign Status

We have taken great care to create new and revised forms that are easy to understand.

Standard forms are evolving documents, and we believe that these revisions not only meet the needs of the current moment but also equip our members with the best possible tools to ensure their ongoing success.

You can find a detailed description of the changes that were made to all of these forms [here](#).

Further information on MAR forms changes can also be found on the [Legal Updates page](#) of MAR's website.

You will need to use your MAR Member Portal credentials to login and view the information. Your username is your 9 digit NRDS/M1 number and your password is your last name.

If you experience any issues logging in, please contact the MAR office at 406-443-4032 or at info@MontanaRealtors.org.

MAR needs feedback from members on our forms, so if you have an idea to improve a form or would like to see a new form in the library, please [provide your suggestion here](#).

Regional Ambassadors

Montana Association of REALTORS® Regional Ambassadors provide a critical connection between local associations and MAR. RA's relay needs and concerns from the local associations and offices directly to MAR so that offices and communities have resources they need.

Montana is divided up into three regions, Eastern, Central and Western.



Rochelle Houghton

Eastern Region

Rochelle serves the Eastern half of Montana and is the Regional Ambassador for the largest region based on geography. Rochelle is a Broker with REAL Broker out of Billings and is excited to get out and meet other agents in the Eastern Region and see how MAR can better serve our smaller communities.



Krista Shaffer

Central Region

Krista represents the Central Region, all the way from the east side of Glacier National Park down to Yellowstone National Park. Krista is an Associate Broker at Macek Companies, Inc. and specializes in all aspects of Commercial Real Estate (sales, leasing, and property management).



Brenda Miller

Western Region

Brenda's territory is Western Montana and is a Broker with Montana Brokers, Inc. in Kalispell. Brenda most recently served as the chair of Association Management and has also served on numerous other MAR committees.

Regional Ambassadors welcome communication from MAR Members. Ambassadors provide reports to the Board of Directors during MAR Business Meetings.

These reports and a map of the three regions can be found online at MontanaRealtors.org



BAR Champions Community through Quality of Life

The Billings Association of REALTORS® is once again demonstrating how REALTORS® give back to the communities in which they live and work through its impactful Quality of Life program. This year's efforts include the upcoming Quality of Life Run on September 20, which will directly benefit Domestic and Sexual Violence Services, a non-profit organization based in Red Lodge that offers a range of services for individuals and families affected by domestic violence, sexual assault and stalking.

Earlier this year, Quality of Life Casino Night raised more than \$20,000 for Love and SONshine Ministries, continuing the association's tradition of making meaningful contributions to local causes. Love and SONshine provides a safe haven in Billings for homeless teens and young moms. From supporting essential services to uplifting families, these initiatives highlight how REALTORS® support their communities beyond just real estate.

"Quality of Life is a cornerstone of our association," said Billie Parrott, President of the Billings Association of REALTORS®. "We're proud to rally together to support non-profits that make a real difference in people's lives."

Whether it's through fundraising events or hands-on volunteer work, the Billings Association of REALTORS® remains dedicated to strengthening the fabric of the communities they call home. By focusing on causes that matter most to their neighbors, they continue to embody the true spirit of giving back.

Stats are for Yellowstone County

Single Family	January - June 2025
Total Sales	825
Median Sales Price	\$381,800
Average Days on Market	55
Condo	January - June 2025
Total Sales	73
Median Sales Price	\$219,800
Average Days on Market	25
Townhouse	January - June 2025
Total Sales	27
Median Sales Price	\$225,000
Average Days on Market	31

2025 Accomplishments So Far

The Bitterroot Valley Board of Realtors continued its forward progress in 2025. Through careful financial management the organization BVBOR was able to pay off its headquarters office in Hamilton and improve its property value with new paint and guttering.

As an unmistakable demonstration of its support for young people in the Bitterroot Valley, the BVBOR Torch Awards were created. BVBOR Members worked with every public high school in the Valley to identify one student who had overcome tremendous obstacles to graduate this year. BVBOR also awarded three scholarships to graduates going into the Trades through the Travis Martinez Memorial Trades Scholarship program. These education initiatives are positive ways to put REALTOR® members before large groups of people by way of celebrations at year's end and to show our support of our local youth.

In addition, BVBOR Members were vigilant and alerted their colleagues whenever a scam was uncovered in the Valley. In keeping with the commitment to hold meaningful CE classes, BVBOR offered more than 40 CE credits free of charge to members.

BVBOR Members performed Road Clean-Up along Highway 93 and held a River Clean-Up day along the Bitterroot River. YPN coordinated with the American Red Cross for a successful Realtor Blood Drive and they continue to offer Realtors time outside of work to come together and relax.

Stats are for Ravalli County

Single Family	January - June 2025
Total Sales	100
Median Sales Price	\$580,000
Average Days on Market	231
Condo	January - June 2025
Total Sales	9
Median Sales Price	\$345,900
Average Days on Market	98
Townhouse	January - June 2025
Total Sales	9
Median Sales Price	\$375,000
Average Days on Market	103



Association Highlights

We introduced a Leadership Development and Board Member Grooming Program, designed to support members interested in serving in leadership roles.

GFAR launched our first ever REALTOR® Education Expo and had over 100 attendees. So far GFAR has hosted 46 hours of CE courses.

We proudly continued our REALTOR® Flag Project this summer, with enhanced visibility and participation across the city. It remains a great symbol of our pride in both the Great Falls community and the REALTOR® profession.

Our leadership team delivered a special presentation to local high school students about:

- The role of REALTORS® in the community
- How to start saving early for homeownership
- The long-term benefits of investing in real estate

This outreach helps plant the seeds for future homebuyers and possibly even future REALTORS®.

Our association launched media and radio campaigns this year so we can share our information on various media platforms regarding "Why Use a REALTOR®" and REALTOR® Advocacy.

We are proud of the work accomplished so far and excited about what's ahead. Thank you to every member who has contributed time, expertise, and energy this year. Together, we are building a stronger REALTOR® community and making a lasting impact.

Stats are for Cascade County

Single Family	January - June 2025
Total Sales	354
Median Sales Price	\$340,000
Average Days on Market	68
Condo	January - June 2025
Total Sales	28
Median Sales Price	\$322,750
Average Days on Market	60
Townhouse	January - June 2025
Total Sales	22
Median Sales Price	\$428,527
Average Days on Market	37



HAR Kicked Off 2025 Ready to Roll

We kicked off 2025 with a leadership training in January that brought board members and committee chairs together for a day of vision, planning, and just the right amount of caffeine. Fueled by good intentions, we left ready to conquer the year—and maybe even our inboxes.

At the MAR Business Meetings in Helena, HAR snagged the highest RPAC participation statewide! We also gave a (mostly figurative) standing ovation to Cortney Blum and Steve Youde, who graduated from MARLA.

HAR events so far:

February: Joined the Helena Building Industry Association for a networking night where guest speakers broke down key legislative bills—and yes, people actually paid attention.

March: Music BINGO for the Helena Indian Alliance—because nothing says community spirit like yelling "FREE SPACE!" for charity.

April: YPN led an Earth Day Cleanup—green, clean, and at least three people learned what "biodegradable" means.

May: The 15th Annual IMF Bowling Fundraiser, complete with punny team names and fierce competition.

This education year, HAR has offered 38 hours of Continuing Education, hosted 548 agents in classes, and welcomed 35 new REALTOR® members and 4 new Affiliate Offices since January. The rest of 2025? More classes, events, and yes—more snacks. Let's do this!

Stats are for Lewis and Clark County

Single Family	January - June 2025
Total Sales	342
Median Sales Price	\$487,250
Average Days on Market	87
Condo	January - June 2025
Total Sales	28
Median Sales Price	\$325,000
Average Days on Market	52
Townhouse	January - June 2025
Total Sales	1
Median Sales Price	\$670,000
Average Days on Market	145



The MOR You Know!

With closings trending slightly upward toward their highest level in three or four years, it's a good time for real estate in Missoula. For the Missoula Organization of REALTORS®, an exciting change is the incorporation of our Commercial Real Estate program. This new component of MOR offers educational, networking and business opportunities for Missoula area REALTORS® working in commercial real estate. The program kicked off with a networking event July 31st!

This year is also an election year in Missoula, with half of City Council and the Mayor up for re-election. Rather than offer political candidate endorsements in 2025, MOR introduced its new Candidate Real Estate Scorecard to evaluate those running for office.

The scorecard assesses candidates based on their alignment with real estate position statements and priorities, ensuring informed decision-making for members and the community. Candidates were sent on-line questionnaires focused on six categories: Private Property Rights; Housing Affordability, Availability & Non-discrimination; Infrastructure & Transportation; Economic Development; Taxation & Fiscal Responsibility; and Community Engagement & Governance. Every candidate who completed the questionnaire received an in-person interview with a panel of members for final assessment and scoring with each candidate ultimately receiving a subjective score from 0-100, with those scoring 70 or above considered "supportive" or "champions" of the real estate industry. Of the 23 candidates who filed to run this fall, 13 completed the questionnaire and were interviewed the week of July 14. Final scorecard results will be posted on MOR's website August 4.

Stats are for Missoula County

Single Family	January - June 2025
Total Sales	455
Median Sales Price	\$592,000
Average Days on Market	80
Condo	January - June 2025
Total Sales	41
Median Sales Price	\$344,000
Average Days on Market	85
Townhouse	January - June 2025
Total Sales	31
Median Sales Price	\$474,900
Average Days on Market	94



Northwest Montana versus the rest of the world...

The people who live in Northwest Montana surround themselves with snowy mountains, clear blue lakes, forested trails and extremely high home prices.

The cost of these amenities is paid through disproportionately high taxes, home prices that exceed those in surrounding areas and longer days on market than in other parts of the state.

The effects of HB 542 will bite harder and deeper here than in most other areas, while the services provided through our taxes are not any different. There are still gravel roads with potholes, schools that need new roofs, libraries, sheriffs and landfills that need funds just as they do elsewhere.

While the Northwest corner of Montana's population is still increasing, the overall number of people arriving on our state's doorstep is declining. Some are buying second homes or working from Montana and having another state claim the income tax. Some new residents are buying expensive homes that they might stay in for a week at Christmas and a week in July.

But we also have Montanans who own the family cabin in the woods or on the lake who will have to carry this extra tax burden or may be forced to sell. The second home market in Northwest Montana is rivaled only by those in the Gallatin area, and a growing concern amongst NMAR's Members is that this tax increase on second homes and short term rentals might have significant impacts on their client base and community.

Stats are for Flathead County

Single Family	January - June 2025
Total Sales	532
Median Sales Price	\$687,000
Average Days on Market	118
Condo	January - June 2025
Total Sales	64
Median Sales Price	\$585,000
Average Days on Market	219
Townhouse	January - June 2025
Total Sales	85
Median Sales Price	\$440,000
Average Days on Market	108



Crushing 2025!

We've had an exciting year filled with member-favorite events, including the Robyn Erlenbush Real Estate Recap, the always-popular REALTOR® Appreciation Breakfast, and the lively Trivia Night hosted by the Partners Committee.

The YPN Committee brought the energy with two fantastic events—the March Madness & Bracket Challenge and a vibrant Summer Social held at Jerry Askin Park in Belgrade. It was a beautiful June day, perfect for networking and fun, and featured an RPAC Cornhole Tournament.

Our Charitable Foundation hosted its first-ever Sporting Clays Tournament fundraiser in May at Gallatin Sporting Clays. Despite the chilly, rainy weather, spirits were high, and the event was a great success. Prizes were awarded to the Top Team, Runner-Up Team, Top Individual, and Runner-Up Individual. Meanwhile, our Golf Task Force is hard at work preparing for the 3rd Annual Golf Invitational, taking place on September 11th.

In honor of National REALTOR® Volunteer Days in June, members gave back to the community by volunteering at the Food Bank and helping with gardening efforts at the Story Mill Learning Garden.

Finally, after a full year of hard work and collaboration, we're thrilled to announce that we are now officially Southwest Montana REALTORS® - a name that proudly reflects our representation of members in all six counties in our local board's jurisdiction.

Stats are for Gallatin County

Single Family	January - June 2025
Total Sales	494
Median Sales Price	\$750,000
Average Days on Market	66
Condo	January - June 2025
Total Sales	191
Median Sales Price	\$515,000
Average Days on Market	94
Townhouse	January - June 2025
Total Sales	84
Median Sales Price	\$514,750
Average Days on Market	47



2025 So Far

RMAR has been buzzing with activity in the first part of the year!

We've delivered countless hours of continuing education on a multitude of topics, featuring some of our perennial favorite instructors. And guess what? There are still some fantastic courses lined up before October wraps up!

April marked Fair Housing Month, and on Thursday, April 3rd, Silver Bow County proudly proclaimed it as Fair Housing Month during a special ceremony at the Silver Bow County Courthouse. RMAR takes immense pride in our dedicated members who champion this declaration every year, showcasing our professionalism and commitment to our community.

Our incredible YPN committee rolled up their sleeves on Earth Day, volunteering at Butte Family YMCA's Sunshine Camp. Their focus? Cleaning, organizing, and prepping for exciting summer day camps and regular camps – a true testament to their community spirit and involvement.

We've kicked off 2025 with a strong start, and there's so much more to come!

Stats are for Silver Bow County

Single Family	January - June 2025
Total Sales	138
Median Sales Price	\$301,250
Average Days on Market	89
Condo	January - June 2025
Total Sales	8
Median Sales Price	\$249,189
Average Days on Market	146
Townhouse	January - June 2025
Total Sales	1
Median Sales Price	\$375,000
Average Days on Market	93

YPN Advance! + MAR

Fall Convention in Butte

Sept. 23-26

Get ready to ADVANCE! with us in Butte, MT — where ideas ignite, connections spark, and your career levels up!

Kick off MAR's Fall Convention with ADVANCE! on Tuesday, September 23rd with an energetic and inspiring event hosted by MAR YPN (Young Professionals Network).

Designed to elevate your business and leadership potential, ADVANCE! brings together REALTORS® of all experience levels for a high-impact session full of insight, motivation, and connection.

Whether you're a new agent or a seasoned pro, you'll leave this event with actionable ideas and a stronger network.

It's a new topic this year and we'll be talking all about artificial intelligence.

This session will help you harness the power of AI in real estate and strategically build and engage your sphere.

Whether you're just getting started with AI or looking to learn more about what AI can do for your business, Advance! will equip you with practical tools, insights, and connections to help you get noticed, thrive, and work smarter in your business endeavors.

This course is in-person only and is open to all MAR members.

Join REALTORS® from across the state for three days of business, education, connection, and celebration at the 2025 MAR Fall Convention.

Held in historic Butte, this annual event offers valuable industry insights and networking opportunities you won't want to miss!

Wednesday and Thursday is MAR Business Meetings with our Gala celebration and MAR Officer induction on Thursday night. Then Friday is our Board of Directors Meeting. Don't miss the great opportunities with YPN Advance! and MAR's [Fall Convention!](#)



YPN Advance! is Tuesday, September 23rd.
MAR Fall Convention is September 24th - 26th.
All events are at the Copper King Inn.



MAR Member Benefits

The Montana Association of REALTORS® member benefits are numerous and helpful in your day to day business. Some of the benefits seem obvious.

Your real estate transaction forms that are provided on Transaction Desk and Zip Form in addition to being licensed to Dot Loop, Docusign, and Skyslope.

Others, like MAR's advocacy work, may sound simple enough, but that work is more than just 4 months during the Legislative session. Our advocacy work is year round effort!

MAR provides education opportunities with our Graduate, REALTOR® Institute (GRI) program, along with our Supervising Broker Enhancement course.

Our business meetings and REALTOR® Day at the Capitol provide member outreach, where you can connect, network, grow, and learn from other industry professionals.

Professional growth opportunities abound for MAR members, with our Leadership Academy, Committee, and Leadership roles that need filling every year.

MAR offers many resources to our members, such as the reMARKs e-newsletter, the MAR website, our annual REALTOR® Digest magazine and this mid year publication! So much information can be found on our website, including a [reMARKs e-newsletter archive](#).

Another great member benefit is online education platforms, including [Real Estate Technology Institute \(RETI\)](#). A free account to RETI has been set up for all MAR



Montana
Association of REALTORS®

MEMBER BENEFITS INCLUDE:

- Advocacy
- Education
- Legal Hotline
- Member Outreach
- Professional Growth
- Resources
- Technology

Learn more about your Member Benefits at
MontanaRealtors.org

[Click to Discover Your NAR Member Benefits](#)

members so all you need to do is login and start exploring today! RETI offers videos, tutorials, webinars, articles, and more to help you work smarter.

In addition to RETI, you will find links to other online education courses from NAR, [Residential Real Estate Council \(RRC\)](#), [The CE Shop](#), and [McKissock](#).

All of these member benefits are yours, so look further into what interests you and get the most out of your member dues.

You can find more detailed information about all of [MAR's Member Benefits](#) on our website.

Graduate, REALTOR® Institute (GRI)

WHAT IS GRI?

The Graduate, REALTOR® Institute (GRI) designation is the mark of a real estate professional who has made the commitment to provide a high level of professional services by securing a strong educational foundation. New technology, laws, procedures and the increasing sophistication of buyers and sellers requires real estate practitioners to perform at an ever-increasing level of professionalism. The Montana GRI program is NAR approved and a powerful tool to attract and build new business.

CHANGES FOR 2025 AND BEYOND

The goal of the GRI redesign is to make the designation more accessible and flexible for all members. In 2025, we are collaborating with Local Associations, incorporating select NAR Certification & Designation courses, and utilizing relevant NAR affiliate programs (e.g., RRC/CRS, Commercial), to make sure there are relevant courses for those currently on their GRI track and even for those just getting started.

We are excited to have a condensed in-person GRI Conference in October 2026 in a condensed format (two 6-hour days), designed to better accommodate member schedules while maintaining the opportunity for networking and celebrating our graduates.

GRI APPROVED COURSES

MAR has designated select Local Association courses as **GRI Approved**. Identified as either Required Core or Optional Elective in alignment with NAR GRI Curriculum Standards. Local Associations across Montana offer some of the highest-quality education, and we are thrilled to collaborate with them to provide members with alternative, more convenient learning opportunities.

Learn more about Montana's GRI program for 2025 and beyond on our [GRI webpage](#). We hope to see you start your GRI designation in 2025 or 2026!

Real Estate Technology Institute (RETI)

WHAT IS RETI?

RETI is a new Montana Association of REALTORS member benefit.

This online learning platform is teeming with instructional videos, webinars, tutorials, articles, and more to help you understand today's real estate technology.

HOW DO I GET STARTED?

A free account has already been established for you at <https://montana.reti.us/login>. Just and click the "Forgot Password" link just below the login box and reset your password. If that doesn't work, you may send an email to info@reti.us and request they resend your welcome email.

WHAT THE RETI SITE OFFERS

This site includes over 2500 free instructional videos, product reviews, webinars (including new ones added each week), articles, the CRM Generator tool to help you research CRM Vendors (the first in the industry), and more on

topics including AI, Canva, social media, video, apps, software, cybersecurity, and much, much more! Content changes frequently so it's a good idea to login regularly to see if there is something that you can't miss!


Do YOU Need Help Learning Real Estate Technology?


Then check out [Montana.RETI.us](https://montana.reti.us) with Access to Over 2500:

- Video Tutorials, Articles & Product Reviews
- Webinars (including new ones each week)
- The RETI CRM Generator - Pick your best match in minutes
- And More!






A Technology Education Partner & New FREE Member Benefit of

Use Your *FREE* Montana.RETI.us Account Now!

NAR Resources



*NAR Chief Economist
Dr. Lawrence Yun*

Lawrence Yun is Chief Economist) and oversees the Research group at the NATIONAL ASSOCIATION OF REALTORS® (NAR). He supervises and is responsible for a wide range of research activities for the association, including NAR's Existing Home Sales statistics, Affordability Index, and Home Buyers and Sellers Profile Report. He regularly provides commentary on real estate market trends. Dr. Yun creates NAR's forecasts and participates in many economic forecasting panels and is a frequent speaker at real estate conferences throughout the country. Much of his information and the NAR Research team's work is available on the [NAR Research website](#).



NAR's Window to the Law is a monthly video series that provides valuable risk management tips and information to help real estate professionals navigate legal issues facing the real estate industry. The video series is more than just videos of the NAR Settlement, and there's good information about the NAR Settlement, but you can find information regarding the latest cryptocurrency scam, social media best practices, plus a ["new member" watch list](#) which includes videos that address some of the fundamental legal issues real estate professionals face today. Access the entire library of [Window to the Law](#) videos, and watch for new episodes released at the beginning of each month.

YOUR MEMBERSHIP TRIFECTA

THE

THREE-WAY

AGREEMENT

The value of partnership at every level.



YOUR DYNAMIC THREE-TIERED STRUCTURE:

- Ecosystem of support, resources and advocacy
- The right to use the REALTOR® brand
- Shared Code of Ethics
- Amplified influence and political impact
- Unmatched benefits at every level
- Access to NAR insurance for associations, affiliates and MLSs

TAP INTO YOUR POWER
@nar.realtor



REALTORS® are members of the National Association of REALTORS®