

Western Ambassador Report- April 30,2026

Bitterroot Valley Board of Realtors(BVBOR)

President- Mike Kent

President Elect- Lori Schellenberger

Association Executive- Chris Lines

The BVBOR has its own Sentrilock lock boxes. They have been working to obtain cooperation with other boards within our MLS for access to our boxes. Of course, this is very important to MOR and their members that work in Ravalli County.

BVBOR has been working very hard to raise money for the Travis Martinez Trade Scholarship. They are in the process of collecting applications for another scholarship this year. BVBOR will be participating in the 50 mile garage sale this year and all funds raised will be for the Travis Martinez Trade Scholarship. (if you would like to donate an item to BVBOR for the garage sale contact Chris Lines.)

On July 10th the Realtor/ builder golf grudge match. The proceeds of this will also be used for the Travis Martinez Scholarship.

BVBOR has collaborated with several local organizations to for political forums for local and state government candidates. May 14th BVBOR is hosting a forum for local and state candidates at the Hamilton Elks Club.

Northwest Montana Association of Realtors (NMAR)

President- Jesse Plevel

President elect-Tricia Brisendine

First Vice President-Nancy Nicholson

Association Executive-Jerry Moon

NMAR has a charitable foundation that has been given to the following Organizations so far this year:

- Dream Adaptive Paddle Day
- Evergreen Rotary Spring Run Off
- Flathead Library Foundations Loud at the Library
- Valicity's Once Upon a Time Princess Ball
- Park Side Charitable Foundation's Run Wild Family Field Day
- Boys & Girls Club of Glacier Country's Teach Them to Fish
- Northwest Montana United Way Back to School Bash

One topic that Jesse and Jeri mentioned was work force housing. There is a huge disparity between affordability of a home and income of a buyer. I believe this to be an issue in the western part of the state.

One of the most important topics is the 2nd home tax in the area around Flathead Lake and the Whitefish area. Realtors in the area are apprehensive about how 2nd home property owner will react to the new tax. how potential buyers will

Missoula Organization of Realtors (MOR)

President- Josh Plum

Vice president- Julie Lynch

1st Vice President- Tory Dailey

Association Executive- Jeff LeRoy (Interim)

Exciting news from MOR, their commercial committee is working on events and education for commercial members.

MOR has been searching for a new CEO and I have heard they have found an excellent fit for their board.

Josh Plum, Mandy Snook, Brint Walberg (Realtors) Julie Pavlist Homeward, Matt Gehr Prime Lending, Paul Forsting IMEG, Derek Sheehan presented the 5 Valleys Housing report. Along with many other Realtor members and staff. They discussed Missoula sales by area and neighborhood, financing methods, housing affordability index, market supply, subdivisions approvals and building permits, vacancy rates and other prevalent topics.

Quick stats- - Year over year residential all types- Montana Regional MLS (infosparks)

March Median Sales Price +2.1%

March Day on Market +6.3%

March new listings +9.2%

March monthly Supply +6.5%

March home sales +12.2%

March medium list price -.2%

March Pending sales +8.8%

March Median price per square foot +1.8%

March Closed sales +7.7%

March Dollar volume +10.8%

I have also attached local market reports for Ravalli, Missoula and Flathead Counties.

Sincerely submitted,



Tim Lund, Western Ambassador MAR

Local Market Update – March 2026

A Research Tool Provided by Montana Regional MLS



Flathead County

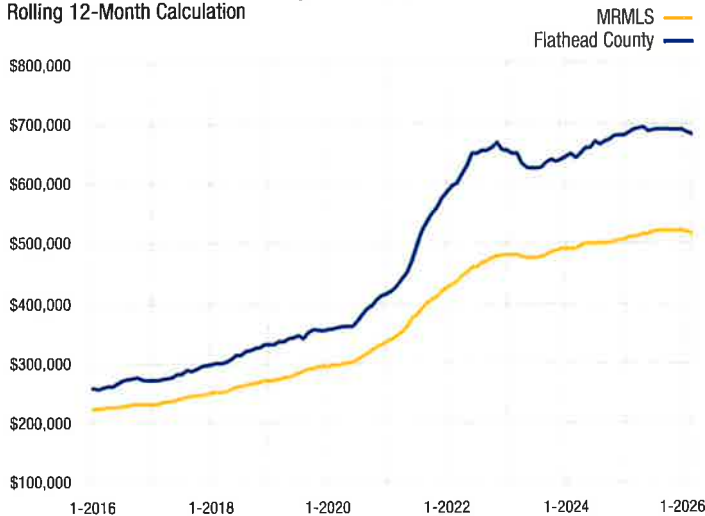
Single-Family Key Metrics	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
New Listings	167	154	- 7.8%	373	411	+ 10.2%
Pending Sales	89	86	- 3.4%	237	252	+ 6.3%
Closed Sales	72	99	+ 37.5%	208	222	+ 6.7%
Days on Market Until Sale	154	129	- 16.2%	147	130	- 11.6%
Median Sales Price*	\$695,000	\$625,000	- 10.1%	\$689,500	\$656,673	- 4.8%
Average Sales Price*	\$1,037,233	\$934,779	- 9.9%	\$963,406	\$998,058	+ 3.6%
Percent of List Price Received*	96.5%	97.3%	+ 0.8%	96.5%	97.0%	+ 0.5%
Inventory of Homes for Sale	448	494	+ 10.3%	—	—	—
Months Supply of Inventory	4.7	4.8	+ 2.1%	—	—	—

Townhouse/Condo Key Metrics	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
New Listings	46	69	+ 50.0%	122	174	+ 42.6%
Pending Sales	28	32	+ 14.3%	74	93	+ 25.7%
Closed Sales	15	30	+ 100.0%	51	70	+ 37.3%
Days on Market Until Sale	179	146	- 18.4%	159	131	- 17.6%
Median Sales Price*	\$529,900	\$520,250	- 1.8%	\$540,000	\$504,000	- 6.7%
Average Sales Price*	\$867,320	\$737,583	- 15.0%	\$749,681	\$868,609	+ 15.9%
Percent of List Price Received*	92.5%	94.9%	+ 2.6%	94.4%	95.1%	+ 0.7%
Inventory of Homes for Sale	182	237	+ 30.2%	—	—	—
Months Supply of Inventory	7.3	8.2	+ 12.3%	—	—	—

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size. | For MRMLS, the count of Pending Sales includes listings that have the status of Pending, Under Contract Taking Back-Up Offers or Under Contract with Bump Clause.

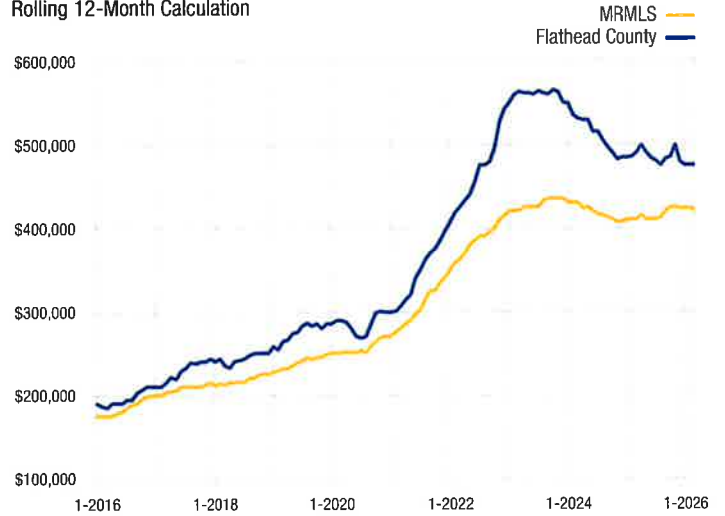
Median Sales Price - Single-Family

Rolling 12-Month Calculation



Median Sales Price - Townhouse/Condo

Rolling 12-Month Calculation



A rolling 12-month calculation represents the current month and the 11 months prior in a single data point. If no activity occurred during a month, the line extends to the next available data point. Current as of April 5, 2026. All data from Montana Regional MLS. Report © 2026 ShowingTime Plus, LLC.

Local Market Update – March 2026

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Missoula County

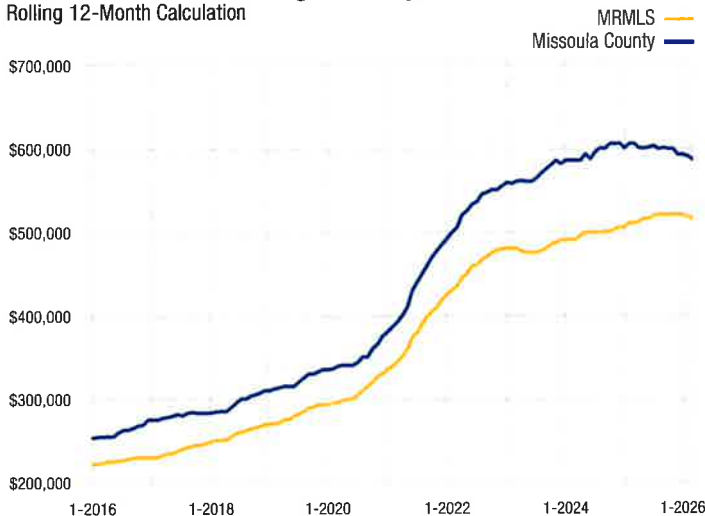
Single-Family	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
Key Metrics						
New Listings	107	138	+ 29.0%	252	335	+ 32.9%
Pending Sales	99	93	- 6.1%	226	250	+ 10.6%
Closed Sales	61	77	+ 26.2%	167	184	+ 10.2%
Days on Market Until Sale	94	107	+ 13.8%	96	108	+ 12.5%
Median Sales Price*	\$592,000	\$570,000	- 3.7%	\$580,000	\$566,500	- 2.3%
Average Sales Price*	\$648,110	\$606,087	- 6.5%	\$653,874	\$676,865	+ 3.5%
Percent of List Price Received*	98.6%	98.8%	+ 0.2%	98.2%	97.7%	- 0.5%
Inventory of Homes for Sale	208	287	+ 38.0%	—	—	—
Months Supply of Inventory	2.7	3.4	+ 25.9%	—	—	—

Townhouse/Condo	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
Key Metrics						
New Listings	32	34	+ 6.3%	64	109	+ 70.3%
Pending Sales	23	12	- 47.8%	41	38	- 7.3%
Closed Sales	14	12	- 14.3%	23	34	+ 47.8%
Days on Market Until Sale	105	111	+ 5.7%	118	100	- 15.3%
Median Sales Price*	\$422,500	\$451,000	+ 6.7%	\$418,000	\$412,500	- 1.3%
Average Sales Price*	\$459,843	\$490,250	+ 6.6%	\$440,400	\$450,713	+ 2.3%
Percent of List Price Received*	95.5%	97.6%	+ 2.2%	96.6%	97.3%	+ 0.7%
Inventory of Homes for Sale	57	120	+ 110.5%	—	—	—
Months Supply of Inventory	3.9	8.0	+ 105.1%	—	—	—

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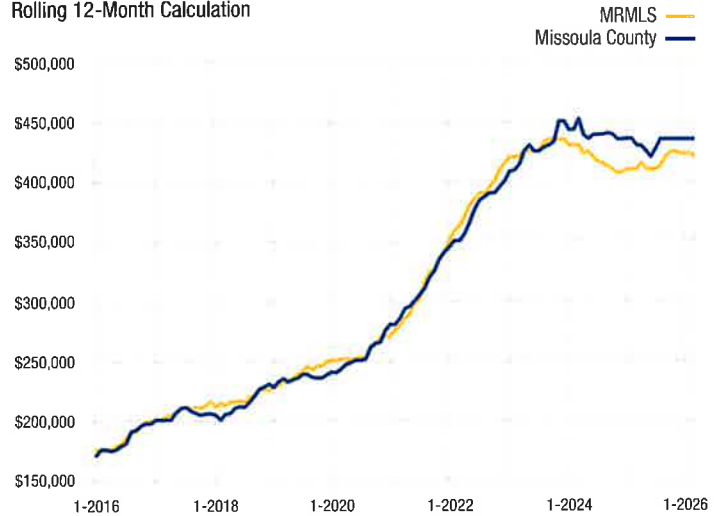
Median Sales Price - Single-Family

Rolling 12-Month Calculation



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Ravalli County

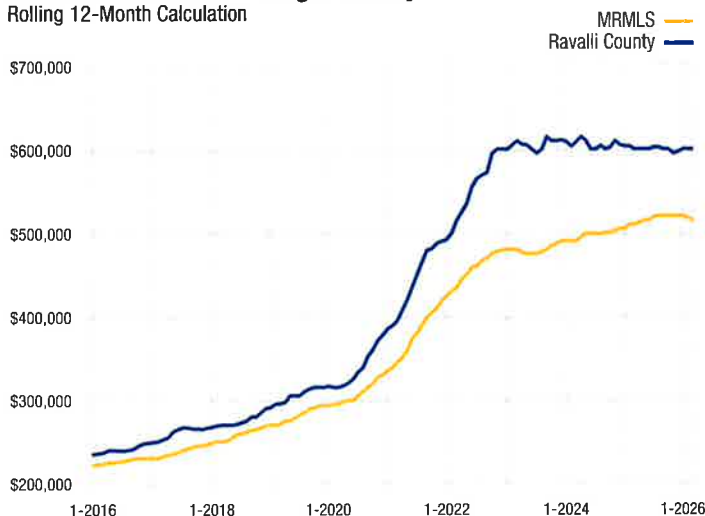
Single-Family Key Metrics	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
New Listings	87	92	+ 5.7%	165	220	+ 33.3%
Pending Sales	51	38	- 25.5%	110	100	- 9.1%
Closed Sales	31	34	+ 9.7%	79	101	+ 27.8%
Days on Market Until Sale	84	118	+ 40.5%	97	115	+ 18.6%
Median Sales Price*	\$551,300	\$585,000	+ 6.1%	\$539,999	\$604,535	+ 12.0%
Average Sales Price*	\$582,420	\$765,548	+ 31.4%	\$607,454	\$727,756	+ 19.8%
Percent of List Price Received*	96.3%	98.0%	+ 1.8%	96.3%	97.0%	+ 0.7%
Inventory of Homes for Sale	188	298	+ 58.5%	—	—	—
Months Supply of Inventory	4.5	7.1	+ 57.8%	—	—	—

Townhouse/Condo Key Metrics	March			Year to Date		
	2025	2026	% Change	Thru 3-2025	Thru 3-2026	% Change
New Listings	3	2	- 33.3%	9	9	0.0%
Pending Sales	2	1	- 50.0%	6	2	- 66.7%
Closed Sales	1	0	- 100.0%	8	4	- 50.0%
Days on Market Until Sale	130	—	—	130	134	+ 3.1%
Median Sales Price*	\$340,000	—	—	\$375,000	\$400,738	+ 6.9%
Average Sales Price*	\$340,000	—	—	\$371,800	\$390,444	+ 5.0%
Percent of List Price Received*	94.7%	—	—	97.3%	99.5%	+ 2.3%
Inventory of Homes for Sale	9	10	+ 11.1%	—	—	—
Months Supply of Inventory	2.3	3.8	+ 65.2%	—	—	—

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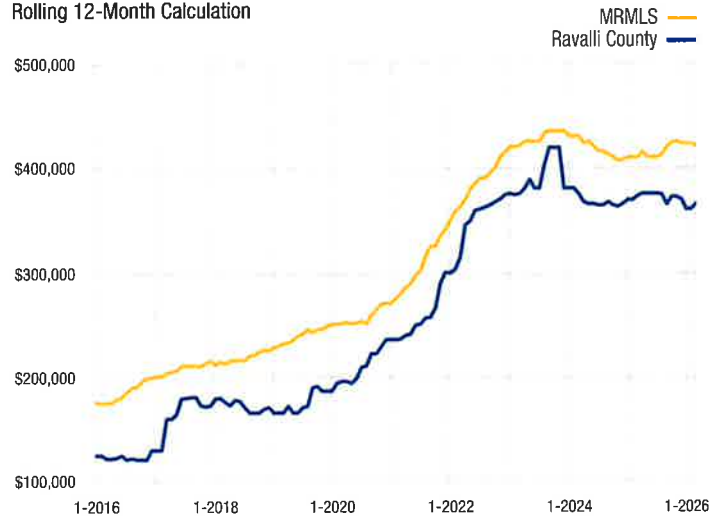
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