



# Montana Land Source

## 2019 Montana Land Market Values, Statistics & Trends

Southwest Montana Farm & Ranch Brokers

January 28, 2020

Bozeman, Montana



# Montana Land Source

*THE SOURCE* for the Montana Land Market

## Comprehensive:

- **ALL Available Sources Monitored Daily:**
  - Four MLS's
  - Broker Websites
  - Direct from Brokers & Agents
  - Advertisement Venues
  - Cadastral
  - Social Media





# Montana Land Source

*THE SOURCE* for the Montana Land Market

## Impartial & Unbiased:

- Created and Owned by a Local Accredited Rural Appraiser
- We Are *NOT* Real Estate Brokers or Agents





# Montana Land Source

## Available Resources:

- 1) Montana Land Market Updates
- 2) Montana Land Map
- 3) Montana Land Report
- 4) Montana Land Property Search
- 5) Montana Land News
- 6) Montana Land Events
- 7) Montana Land Property Advertising

A collage of various website resources from Montana Land Source. It includes a "Recent Market Updates" section, a map of Montana with "BLACKFEET Indian Reservation" highlighted, a search bar with a "Search" button, a "Montana Land News" section, an "Event Calendar" for January 2020, and a featured property listing for "Gooch Hill Farm" by Don Vaniman, priced at \$3,500,000 for 192 acres in Gallatin County. The featured listing also notes it was updated on January 7th, 2020.



# Montana Land Source

## Subscriptions:

### 1) Free Subscriptions – New in 2019:

- Access to Free Content
- 364 Subscribers

### 2) “Market Expert” Paid Subscriptions:

- Full Access to All Data
- 166 Subscribers



## Free Subscription

Montana Land Source now provides **Free Subscriptions** to **The Montana Land Report** weekly email, land listings data, property updates, property searches and our online map.

**FREE**



## Market Expert

**Market Expert Subscribers** have access to ALL property data on listings and sales back to 2012. Market Experts also have full access to property searches, market updates and the full version of our map-app. **Montana's top land professionals use Montana Land Source.**

**50** <sup>S/MONTH</sup>  
**500** <sup>S/YEAR</sup>

**Multi-seat Subscriber licenses** are available for larger agencies.

**MULTI-SEAT**



# Montana Land Source

## Who Are Our Subscribers?

- Brokers/Agents = 36%
- Buyers = 26%
- Other = 22%
- Appraisers = 6%
- Non-Profits = 5%
- Sellers = 5%

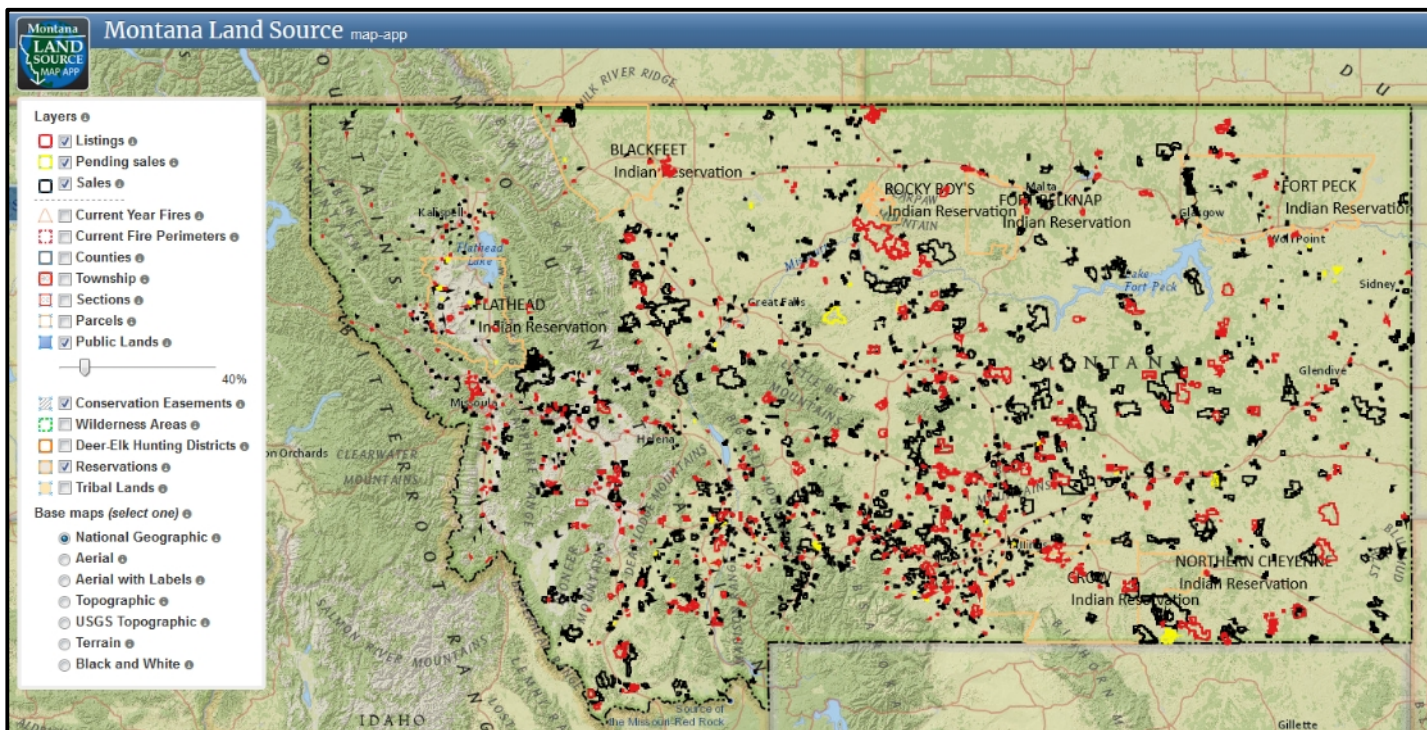




# Montana Land Source

## Map App Includes:

- Listings, Pending Sales & Sales
- Wildfires
- Township, Range, & Sections
- Cadastral Parcels
- Public Lands
- Conservation Easements
- Wilderness Areas
- Hunting Districts
- Tribal Lands
- Aerial, Topo & Terrain Maps





# Montana Land Source

## Cadastral:

- Real Time Cadastral Parcel Data
- Links Directly to Property Cards

**Parcel | 06101005101020000**

**PARCELID:** 06101005101020000  
**MT Cadastral:** [Property card](#)  
**Primary Owner:** SPAULDING BROOK RANCH LLC  
66.67% INT  
PO BOX 3111  
BOZEMAN MT, 59772-3111

**PropertyAddress:** 3811 W DRY CREEK RD  
MANHATTAN, MT 59741

**COUNTYCD:** 6  
**GISAcres:** 161 acres  
**AssessmentCode:** 0000REF916  
**Township:** 01 N  
**Section:** 05  
**LegalDescriptionShort:** S05, T01 N, R04 E, C.O.S. 2263A, ACRES 160.0958, TRACT A1  
**CertificateOfSurvey:** 2263A  
**LevyDistrict:** 06-234740-3R 40  
**PropType:** VAC\_R - Vacant Land - Rural  
**Acreeage:** 160 Grazing acres,  
**TotalAcres:** 160 acres  
**Values:** Land: \$18,913  
**TotalValue:** \$18,913

[Close](#)

**Property Record Card**  
Tax Year: 2019  
[Print](#)

**Summary**

**Primary Information**

**Property Category:** RP  
**Geocode:** 06-1010-05-1-01-02-0000  
**Subcategory:** Agricultural and Timber Properties  
**Assessment Code:** 0000REF916  
**PropertyAddress:** 3811 W DRY CREEK RD  
**Primary Owner:** SPAULDING BROOK RANCH LLC 66.67% INT  
BOZEMAN, MT 59772-3111  
**MANHATTAN, MT 59741**  
PO BOX 3111  
**COS Parcel:**  
**NOTE:** See the Owner tab for all owner information  
**Certificate of Survey:** 2263A

**Legal Description:**  
S05, T01 N, R04 E, C.O.S. 2263A, ACRES 160.0958, TRACT A1  
**Last Modified:** 7/11/2019 1:28:25 PM

**General Property Information**

**Neighborhood:** 206.006  
**Property Type:** VAC\_R - Vacant Land - Rural  
**Living Units:** 0  
**Levy District:** 06-234740-3R 40  
**Zoning:** Ownership %: 100

**Linked Property:**

Linked Property	Link Type	
06-1010-05-1-02-01-0000	S - Split	<a href="#">View</a>
06-1010-05-4-01-01-0000	S - Split	<a href="#">View</a>

**Exemptions:** No exemptions exist for this property

**Condo Ownership:** Limited: 0

**Property Factors**

**Topography:** **Fronting:**  
**Utilities:** **Parking Type:**  
**Access:** **Parking Quantity:**  
**Location:** **Parking Proximity:**

**Land Summary**

Land Type	Acres	Value
Ag/Forest Land	160.0958	\$18,913.00

**Owners**  
**Appraisals**  
**Market Land Info**  
**Dwellings**  
**Other Buildings/Improvements**  
**Commercial**  
**Ag/Forest Land**





# Montana Land Source

## Property Advertising:

In 2019:

- Over 30,000 Unique Users
- Over 115,000 Total Pageviews
- Over 33,000 Property Page Views
- Nearly 20,000 Map Opens


The screenshot displays the Montana Land Source website. At the top, there is a navigation bar with links for Home, Market Tools, Advertise, The Map, News & Events, About, and Contact. A login and ads section is also present. The main heading reads "Welcome to Montana Land Source". Below this is a large map with a central overlay box containing the following statistics: "As of today, January 24th 2020, 575 properties for sale, 1,206,398 total acres for sale, Total of \$1,935,376,940 in listing prices on the market". To the right of the map is a "Sign-up for the Montana Land Report" section with a "Sign up for FREE" button. Below the map is a "Your trusted source" logo for Northwest Ag Planning, Real Estate & Land Sales. A search bar for "Montana Land Search" is located below the logo. The main content area includes a "Go to Montana Land Source Map" button, a "Recent Market Updates" section with a "See All Market Updates" link, and a grid of property listings. Each listing includes a thumbnail image, a title, and key details such as List Price, Acres, Location, and Listing Date. A "Latest Land News" section is also visible on the right side of the page.



# Montana Land Source

## Top Five Properties Viewed in 2019:


- 1) Ellis Ranch
  - Mason & Morse Ranch Company
- 2) Horsethief Basin Ranch
  - Western Ranch Brokers
- 3) Evans Homestead
  - Don Vaniman Ranch Broker
- 4) 63 Ranch
  - Swan Land Company
- 5) Cloud Peak Arrowhead Lands (CX Ranch)
  - Powers Land Brokerage



**Ellis Ranch in Montana**

List Price: \$20,500,000  
Acres: 36,405 acres  
Location: SE of Miles City  
County: Custer, Carter

**Price Change**  
Updated: August 15th 2019



**Horsethief Basin Ranch**

List Price: \$22,500,000  
Acres: 6,171 acres  
Location: SE of Lewistown  
County: Fergus

**Revised Listing**  
Updated: June 25th 2019




**Evans Homestead**

**Don Vaniman**

List Price: \$250,000  
Acres: 160 acres  
Location: North of Harlowton  
County: Gallatin


**Sold**  
Updated: November 19th 2019



**63 Ranch**

List Price: \$7,350,000  
Acres: 2,014 acres  
Location: SE of Livingston  
County: Park

**Sold**  
Updated: August 6th 2019



**Cloud Peak Bankruptcy Arrowhead Lands Sale (CX Ranch)**

List Price:  
Acres: 29,695 acres  
Location: SE of Lodge Grass  
County: Big Horn

**Sold**  
Updated: December 17th 2019



# Montana Land Source

## Current Land Listing Statistics:

200 acres and larger

- Total Number of Active Listings: 605
  - Up 2% from 2018
- Total Number of Acres Listed: 1,292,000 acres
  - Up 6% from 2018
- Average Acreage: 2,212 acres
  - Up 5% from 2018
- Average DOM: 563 days
  - Down 2% from 2018



# Montana Land Source

## Current Land Listing Statistics:

200 acres and larger

- Average List Price of Land Per Acre: \$3,705
  - Up 20% from 2018
- Percent of Listings with Price Reductions: 32%
  - Same as 2018
- Average Percent Price Reduction: - 18%
  - Down 22% from 2018
- Total Sum of Listing Prices: \$2,024,717,600 (\$121MM in commissions)
  - Down 2% from 2018

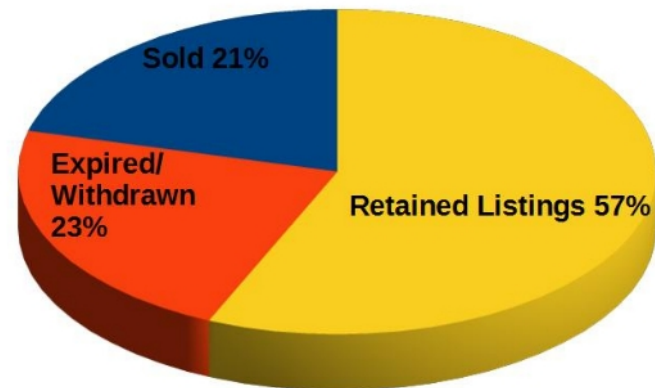


# Montana Land Source

## 2019 Listing & Sale Statistics:

200 acres and larger

- Number of Listings at Beginning of 2019: 595
- Number of New Listings During the Year: 487
- Total Number of Listings on Market During 2019: 1,082
  - Properties Sold:
    - 224 (21%)
  - Expired/Withdrawn Properties:
    - 240 (23%)
  - Active Listings at the End of 2019:
    - 618 (57%)





# Montana Land Source

## 2019 Listing & Sale Statistics:

200 acres and larger

- Total 2019 Sales = 224 (up 15% from 2018)
- Percent of Sales with Price Change: 30% (down 25%)
- Average Percent of Price Change: - 29% (down 17%)
- Median Land Value Per Acre: \$1,196/acre (down 3%)
- Average DOM: 488 (down 5%)



# Montana Land Source

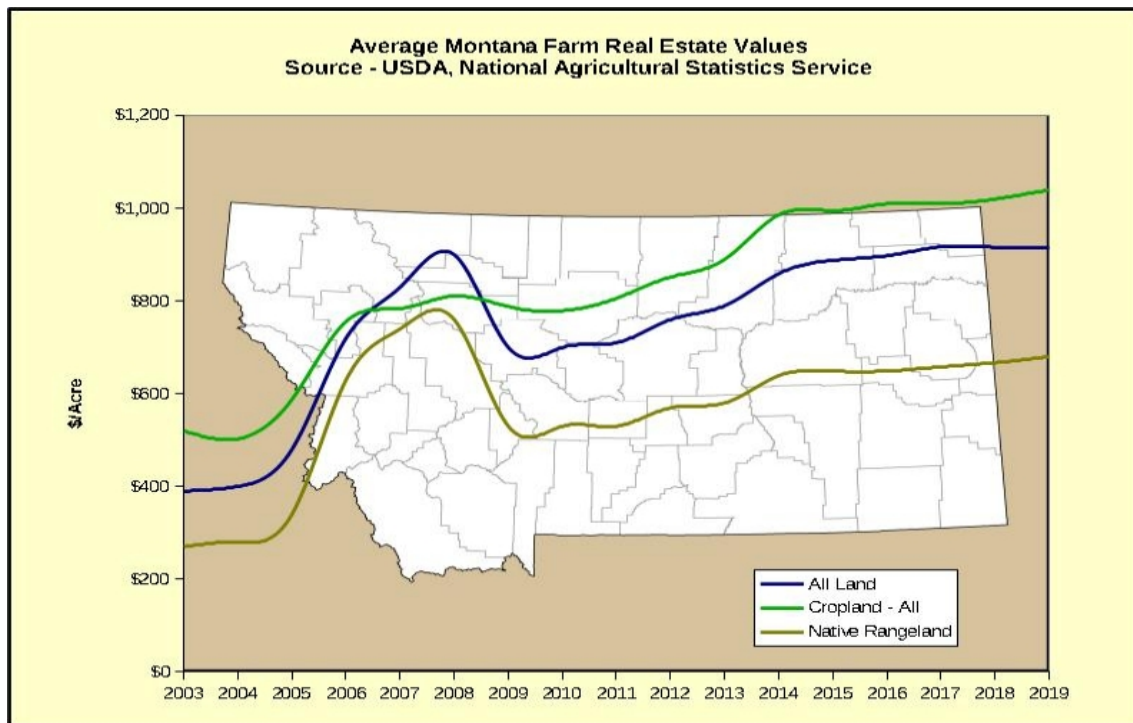
## 2019 Listing Take-Aways:

200 acres and larger

- About 20% of Listings Sold
- Over 20% of Listings Expired or Withdrawn
  - 57% of Listings Carryover
- More Properties Are Taken Off the Market Than Sell
  - Sales Volume Up
  - Price Changes Down
    - DOM Down



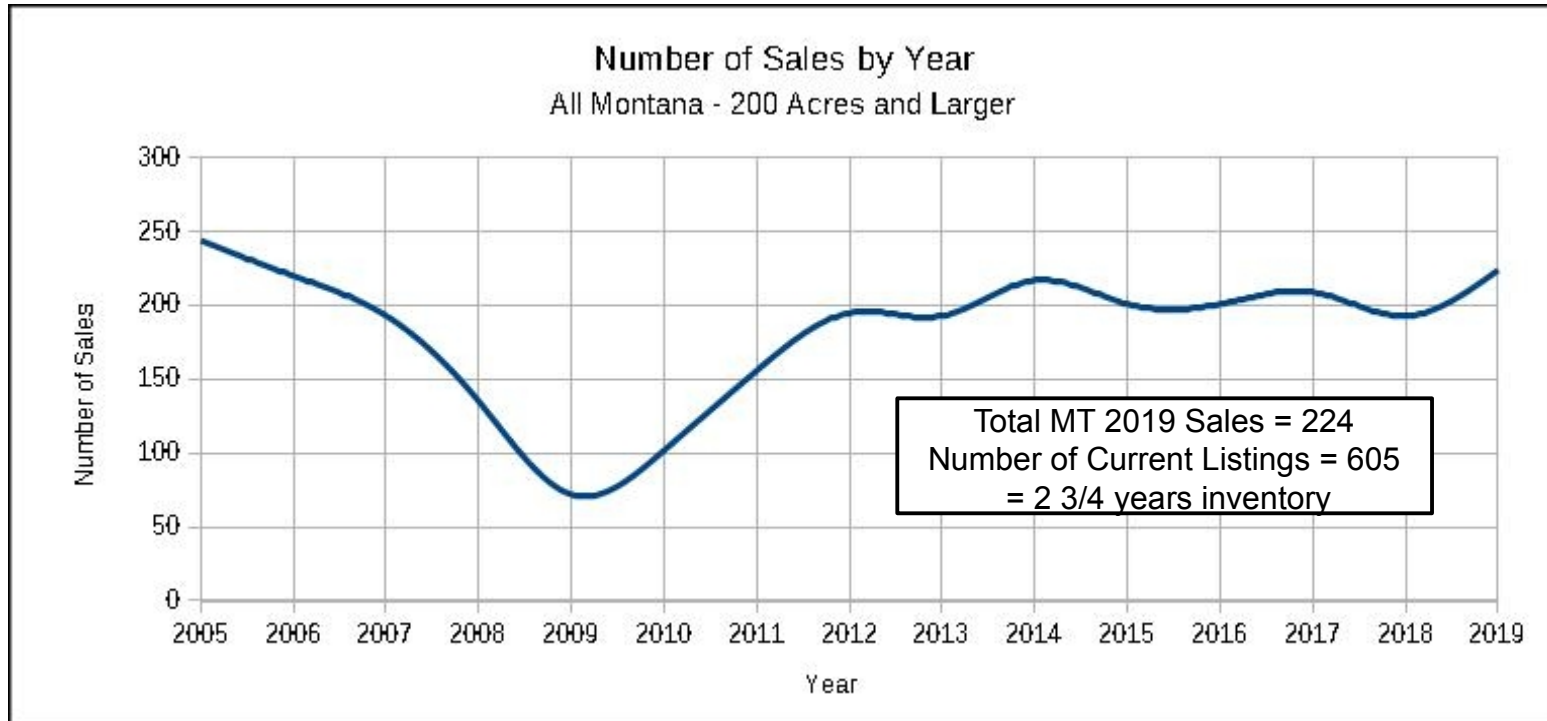
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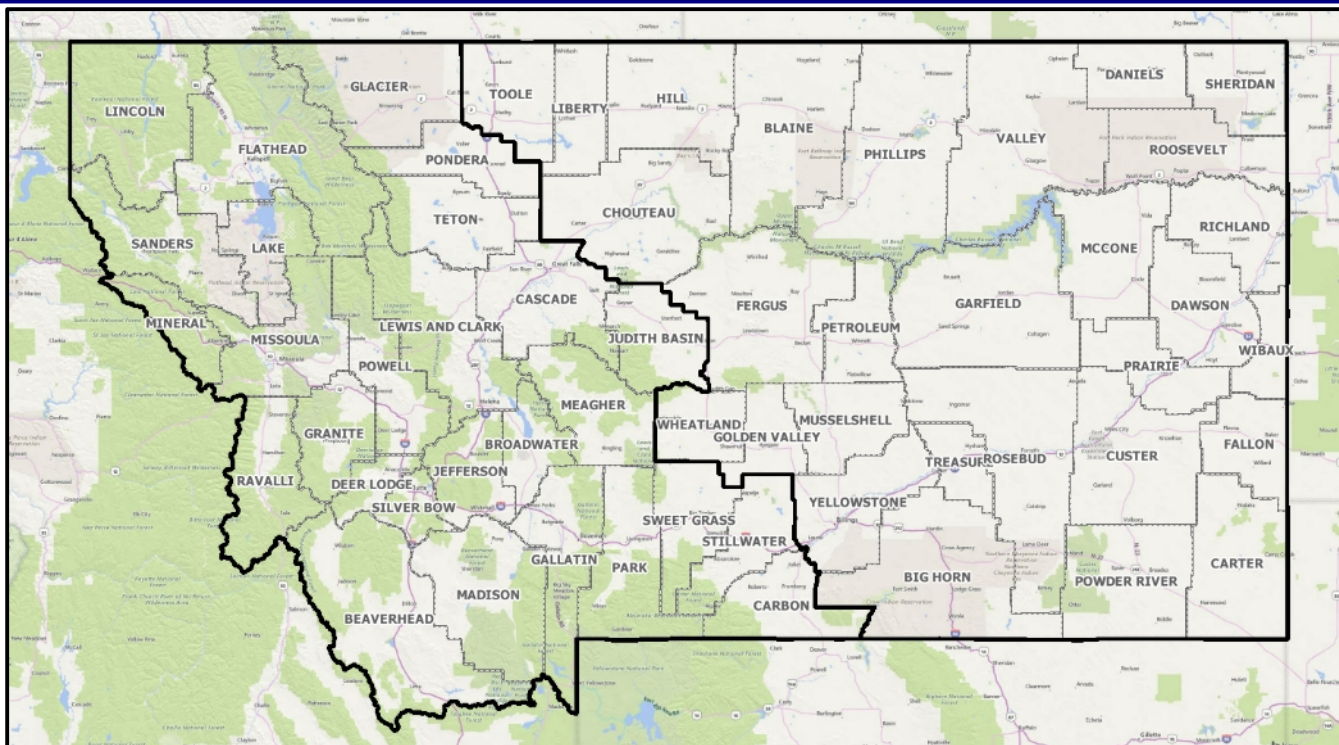
# Montana Land Source





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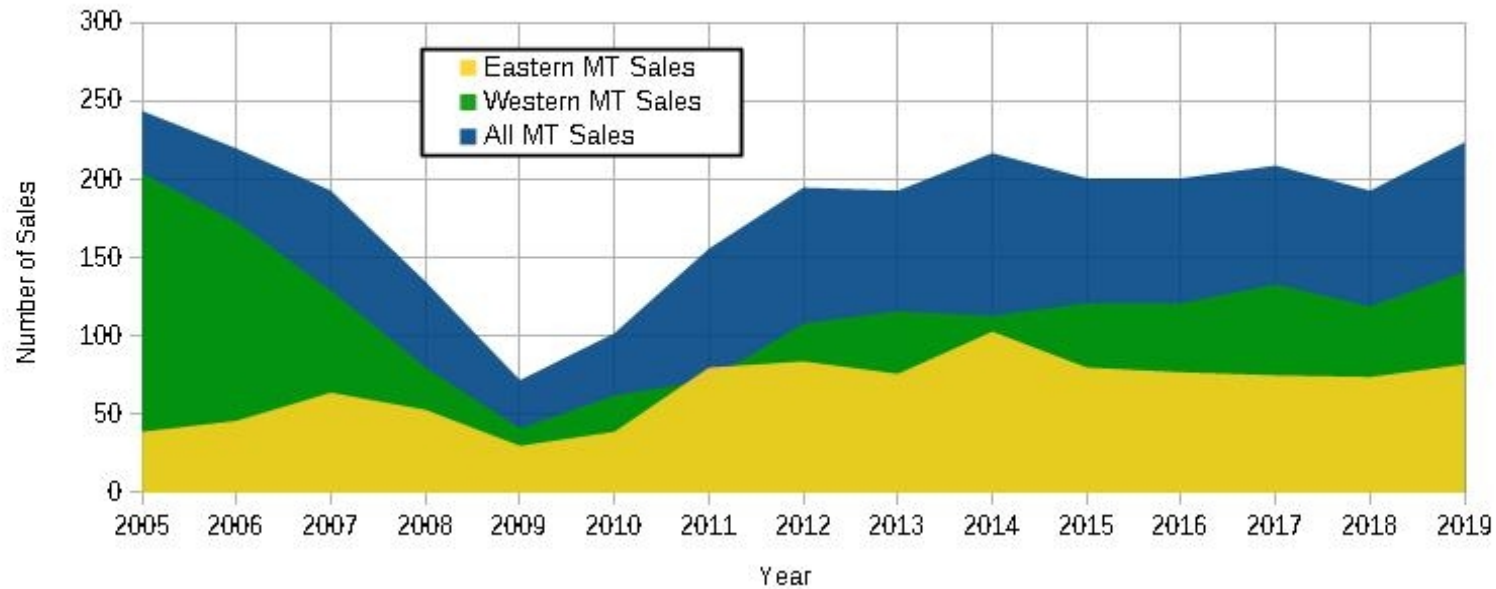
East/West  
Montana  
Counties Split





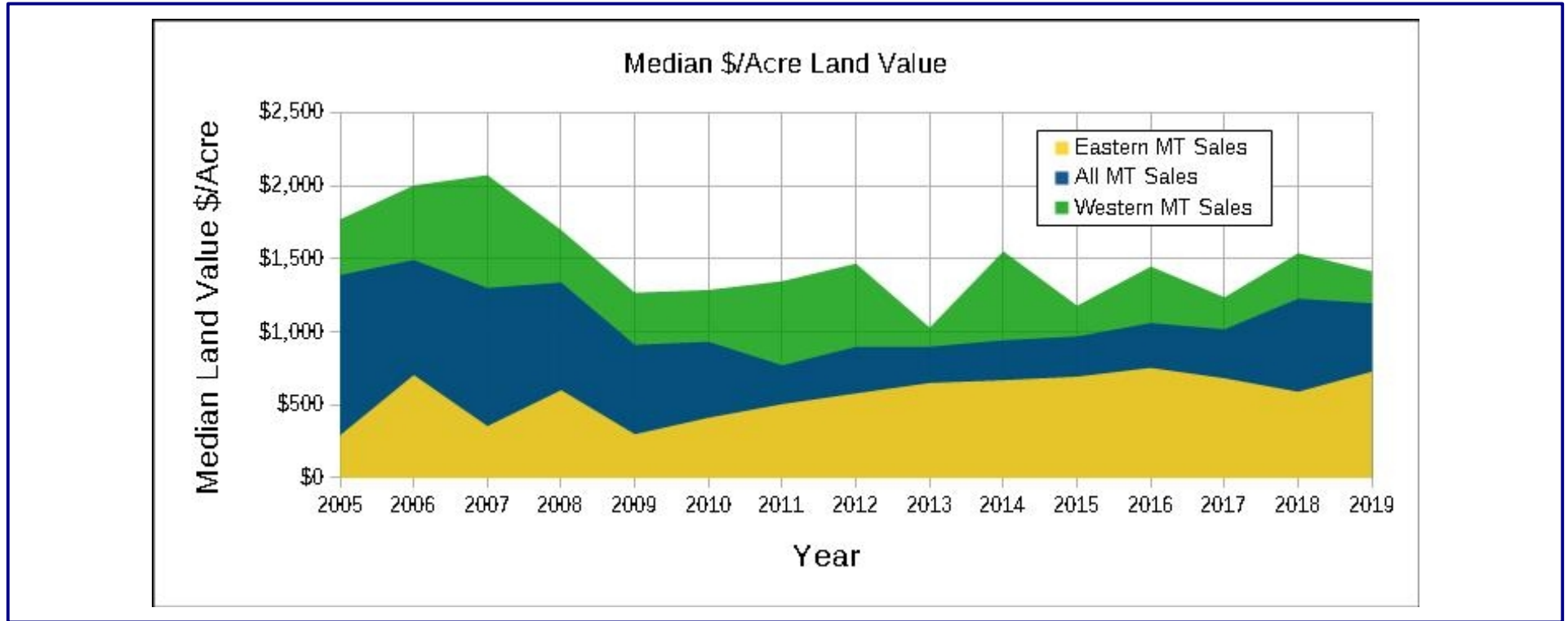
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Number of Sales by Year



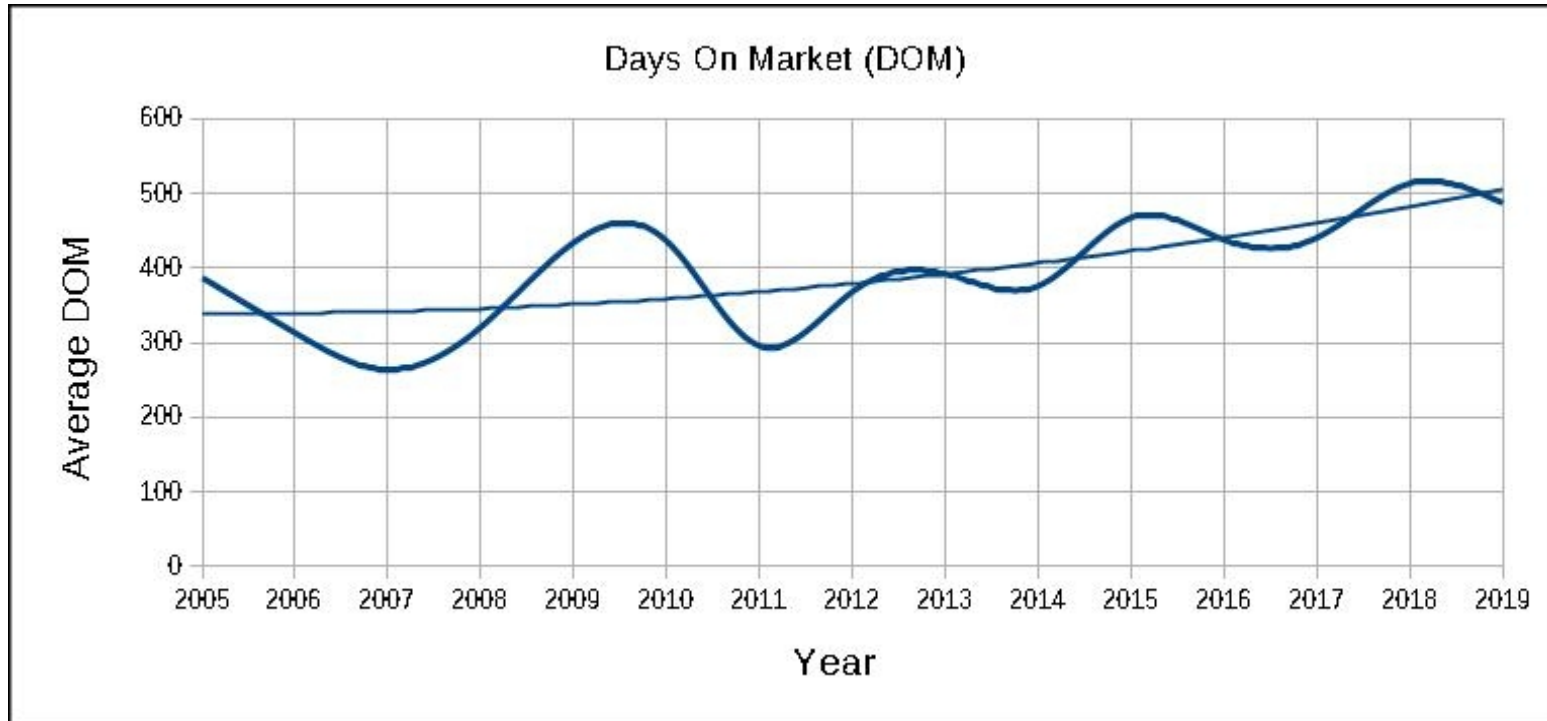


# Montana Land Source





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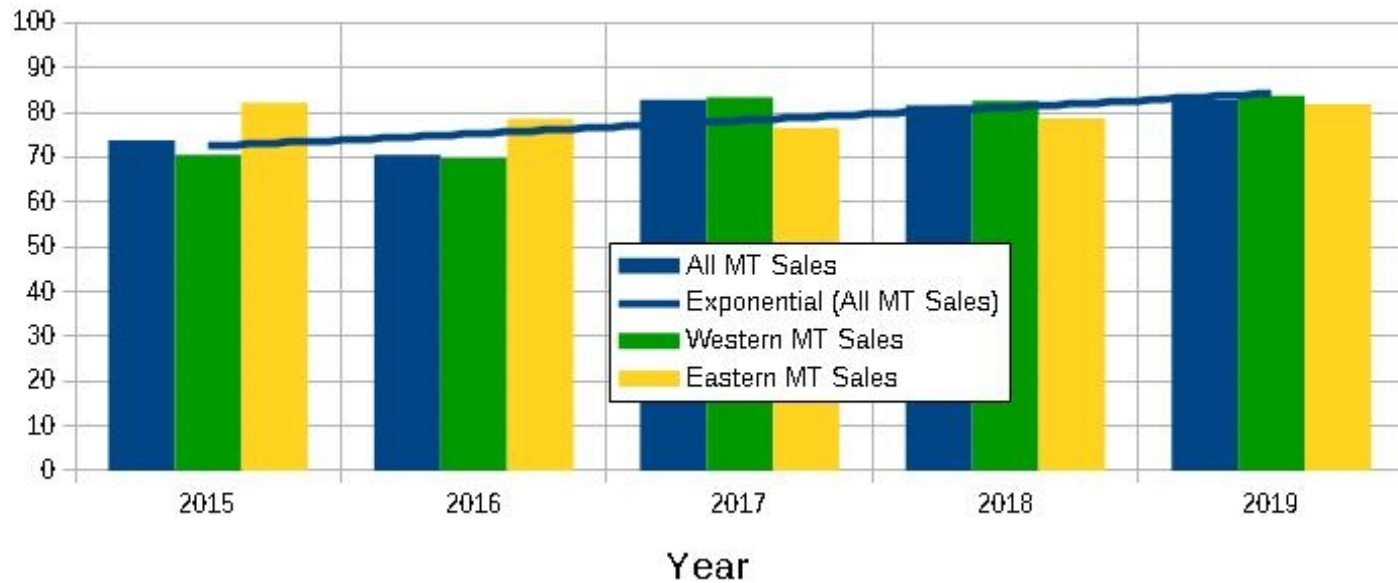




# Montana Land Source

Sale Price as % of Original List Price

Sale Price as a Percent of Original List Price by Year





# Montana Land Source

## 2019 Sales Take-Aways:

200 acres and larger

- Sale Volume Up
- Land Values Down Slightly Overall – Up in Eastern Montana
- DOM Trending Upward
- Sale Prices as Percent of Listing Prices Trending Upward