

# MONTANA LAND SOURCE

## The Source for the Montana Land Market



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The Source for the Montana Land Market

## Welcome to Montana Land Source

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As of today, *November 6th 2019*,  
**658 properties for sale**  
**1,248,579 total acres for sale**  
**Total of \$2,115,621,865 in listing prices on the market**

Only Montana Land Source tracks and maps all large-acreage Montana land listings and sales... including farm, ranch and recreational properties. Property data is updated daily, and we currently have over 2,100 mapped listings and sales.

See the most recent [property updates](#), view our [online map](#), use our [property search](#), or review Montana land [news and events](#). Or... [learn more](#) about Montana Land Source.

Available now... [property advertising](#) for land brokers and sellers. Montana Land Source is the #1 source for the Montana land market, and is the most effective online venue available for property advertising. Montana land buyers and brokers rely on Montana Land Source, make sure your property listings are seen.

### Recent Market Updates

Montana Market Updates: [Viewing](#) [most recent land updates](#). *Listings updated daily.*

Snowy Mountain Springs Ranch	Arbuth Ranch	Toston Farm	Lower Sweet Grass Ranch
use Price: 32,000,000 Acres: 811 acres use type: 50% of low use + 50% crops	use Price: 31,340,000 Acres: 317 acres use type: 91 of Pasture & 26 Forest	use Price: 32,000,000 Acres: 404 acres use type: 91 of Pasture & 9 Forest	use Price: 31,000,000 Acres: 404 acres use type: 100 of Pasture + 20 Sweet Grass
Price Change updated: November 04 2019	Sold updated: November 04 2019	New listing updated: November 04 2019	Pending updated: November 04 2019

777 Ranch	Arrow Creek Divide Properties - Parcel 1	Arrow Creek Divide Properties - Parcel 3	255+ - Acres, Parcel 1
use Price: 32,000,000 Acres: 320 acres use type: 40% of Old + 60% Cattle +	use Price: 31,000,000 Acres: 320 acres use type: 100 of Pasture + 20 Yellow + 20	use Price: 30,000,000 Acres: 740 acres use type: 100 of Pasture + 20 Yellow + 20	use Price: 30,000,000 Acres: 255 acres use type: 100 of Pasture + 20 Yellow + 20
New listing updated: November 04 2019	Sold updated: November 04 2019	Sold updated: November 04 2019	Pending updated: November 04 2019

Your trusted source.

Real Estate Financing  
Operating Lines of Credit  
Country Home & Lot Loans  
Crop Insurance

[Learn More](#)

Montana Land Search

Search Properties

[By property title, brokerage or detail](#)

Go to Montana Land Source Map

94 Market Updates in 30 days

- New Listings
- Price-Adjusted
- Price Change
- Revised
- Pending
- Sold

Latest Land News

[Silver Spur Ranch Auction Update](#)

The Silver Spur Ranch has gone under contract with the purchaser of the property being a real land owner. Purchase negotiations took place between the buyer and seller at the auction, with the...

[read >](#) [more land news >](#)

Contact us

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phone: (406) 880-6822

mail: Montana Land Source  
PO Box 875  
Billings, MT 59103

Agents or Sellers  
Submit your listings  
for free or low cost.

# MONTANA LAND SOURCE



## What we do:

- Track the rural Montana land market
- Provide online resources:
  - Property Updates w/Maps
  - Weekly Market Update Email
  - News & Events
  - Market Stats
- Enhanced data for subscribers
- Property advertising



# MONTANA LAND SOURCE



## Who uses MT Land Source?

- Land buyers
- Land Sellers
- Rural real estate professionals:
  - Land Brokers and Agents
  - Appraisers
  - Lenders
  - Attorneys
  - Land Trusts
  - Land Consultants
  - Government Agencies



# MONTANA LAND SOURCE



## New Developments:

- Real Time Market Statistics
- Property advertising

# MONTANA LAND SOURCE



**Sign up now. Receive 2 months free!**

<b>Ad Plans for 1 Listing or More</b>		<b>First-time advertisers</b>
Single Listing	\$50/month	<b>\$17/month</b>
Up to 3 Listings	\$75/Month	<b>\$25/month</b>
Up to 5 Listings	\$100/Month	<b>\$33/month</b>
Up to 10 Listings	\$150/Month	<b>\$50/month</b>
Up to 30 Listings	\$300/Month	<b>\$100/month</b>
Up to 50 Listings	\$400/Month	<b>\$133/month</b>

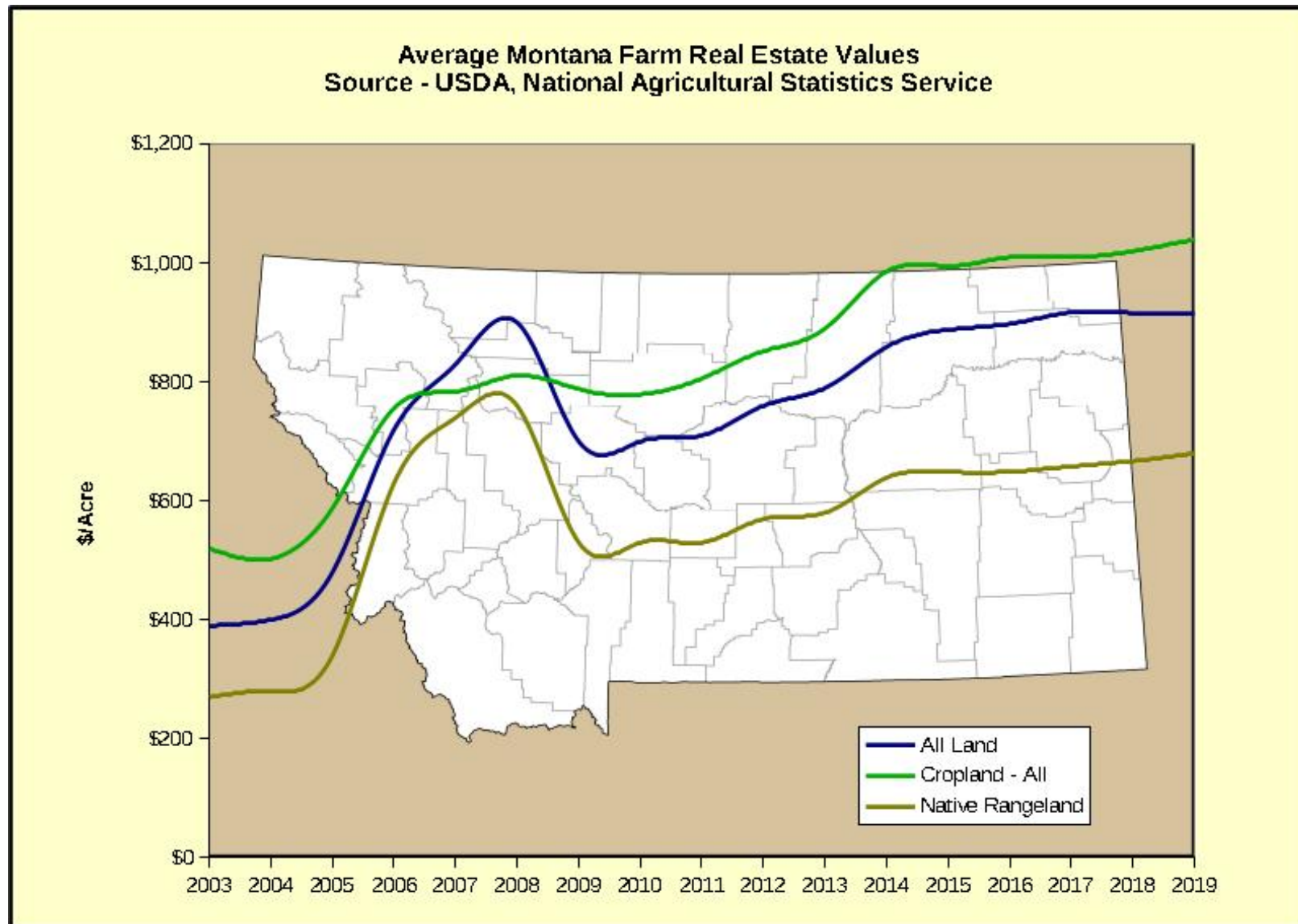
# Listing Statistics



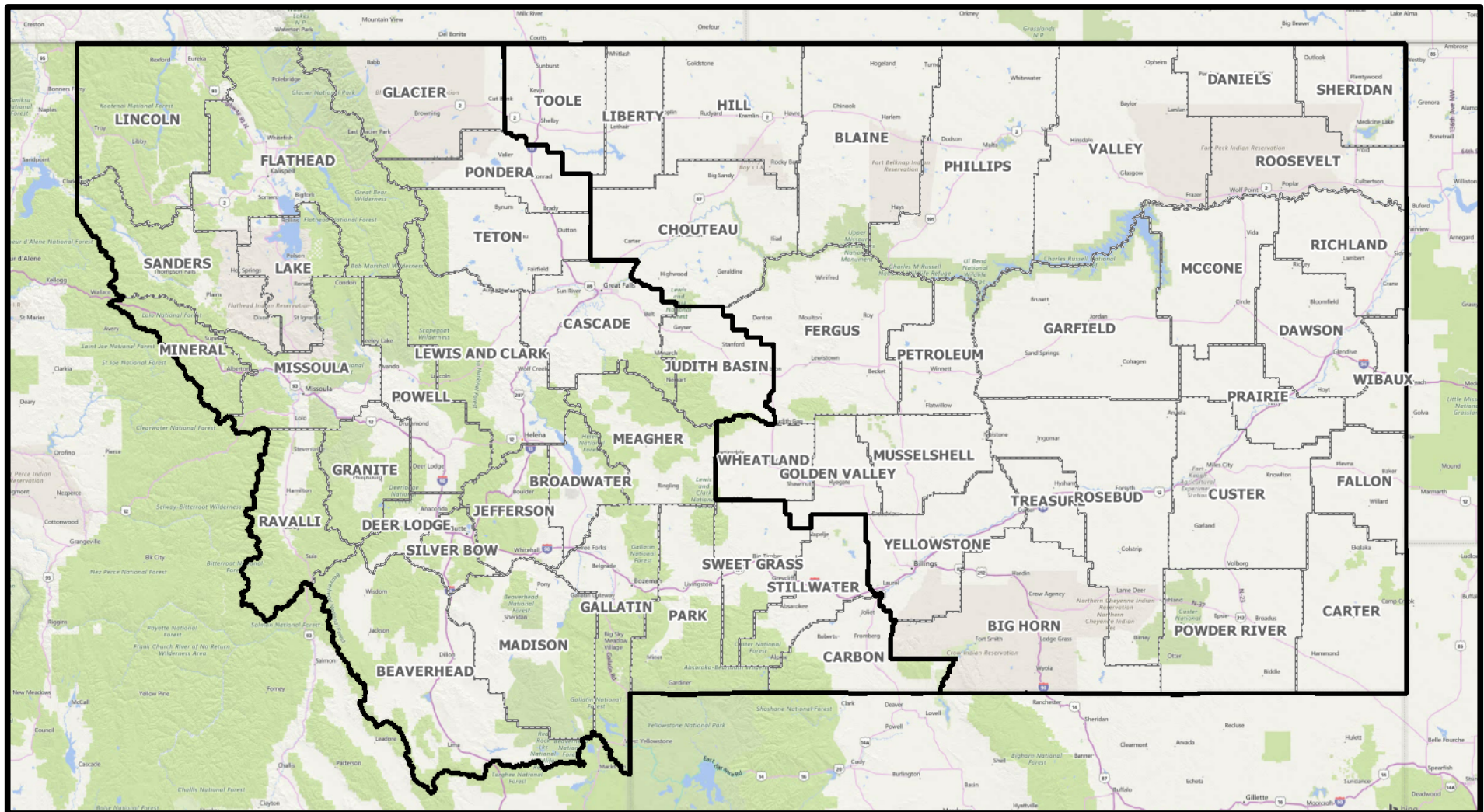
All of Montana – 200 Acres and Greater

	Early 2019	Current	Change
Total Number of Active Listings	595	654	+10%
Percent of Listings with Price Changes	31%	32%	+3%
Average Percent Price Change	- 23%	-20%	+3%
Average DOM	572	516	-10%
Total Number of Acres Listed	1,222,825	1,375,763	+13%
Average Acreage	2,103	2,019	-1%
Average Land Price Per Acre	\$3,077	\$3,390	+10%
Total Sum of Listing Prices	\$2,064,700,000	\$2,218,150,000	+7%

# USDA Data



# East MT / West MT Split





# Listing Statistics



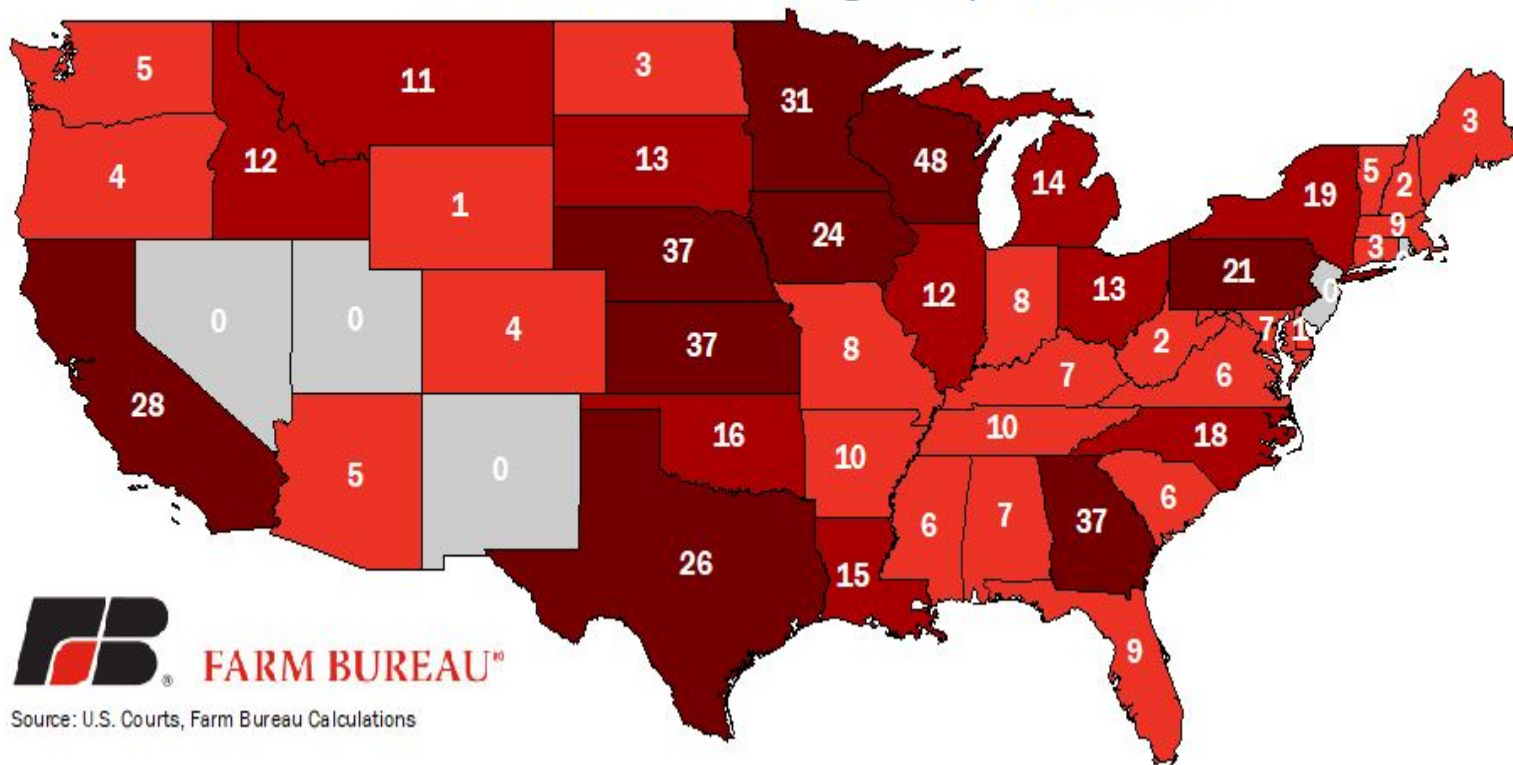
Eastern Montana – 200 Acres and Greater

	2018	2019 YTD	Change
New Listings	146	171	+17%
Sales	74	62	
Expired/Withdrawn	66	67	
Percent of Sales with Price Changes	30%	21%	-30%
Sale Price as % of Original List Price	79%	84%	+6%

# More Farms and Ranches to be put on the market end of 2019?



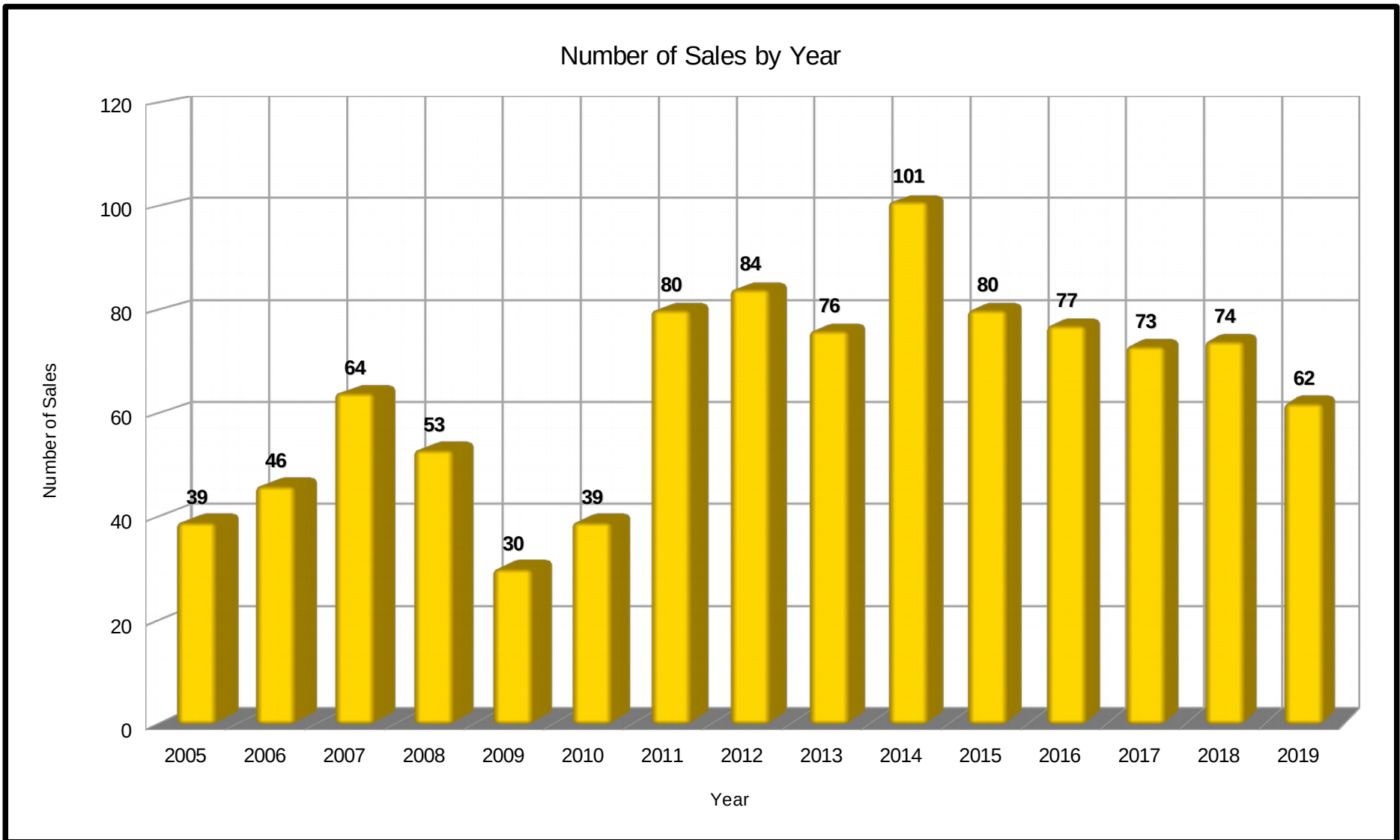
**Figure 2. Total Chapter 12 Farm Bankruptcies by State**  
12-Month Period Ending in September 2019



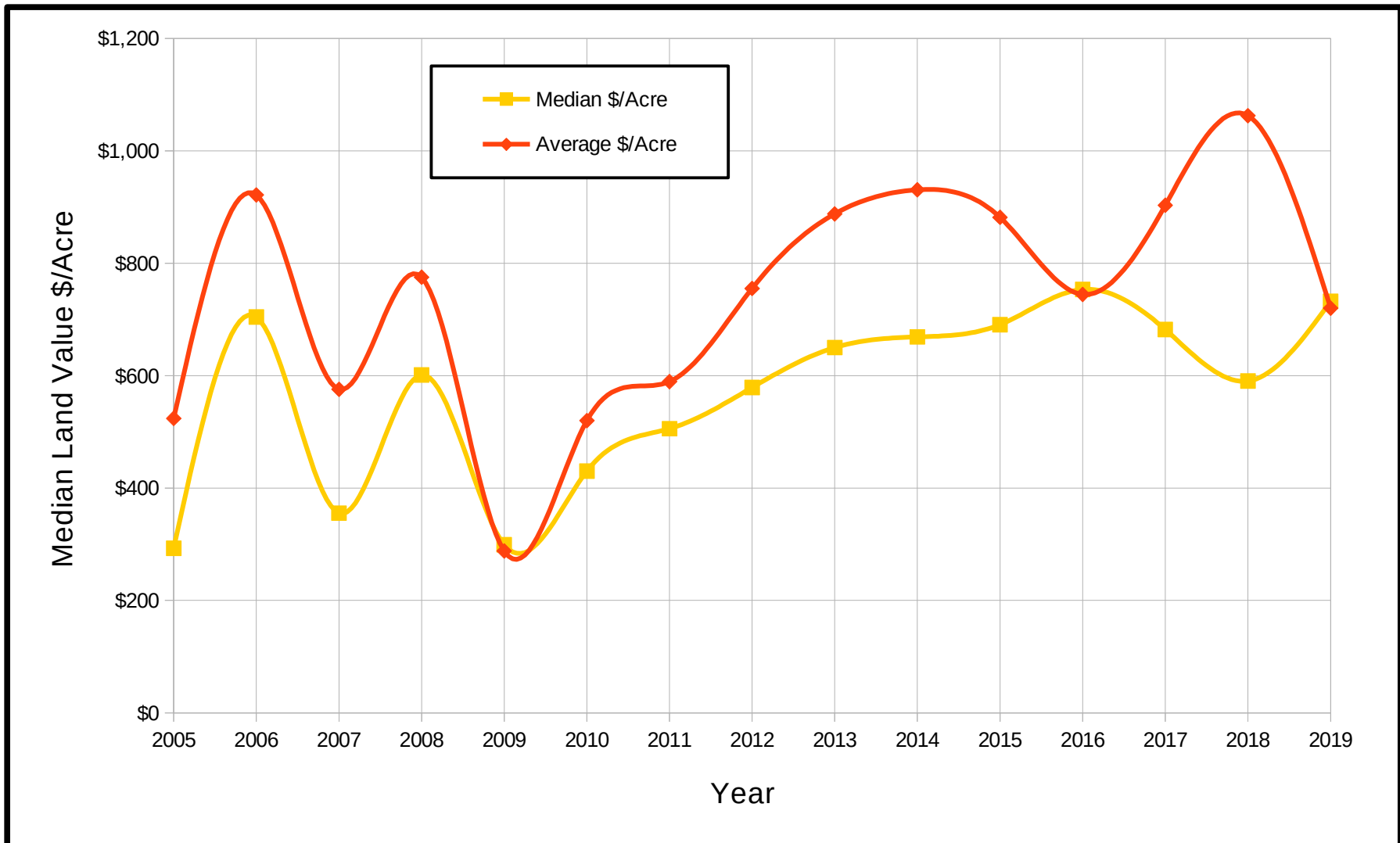
Source: U.S. Courts, Farm Bureau Calculations

# Eastern Montana

## Number of Sales by Year

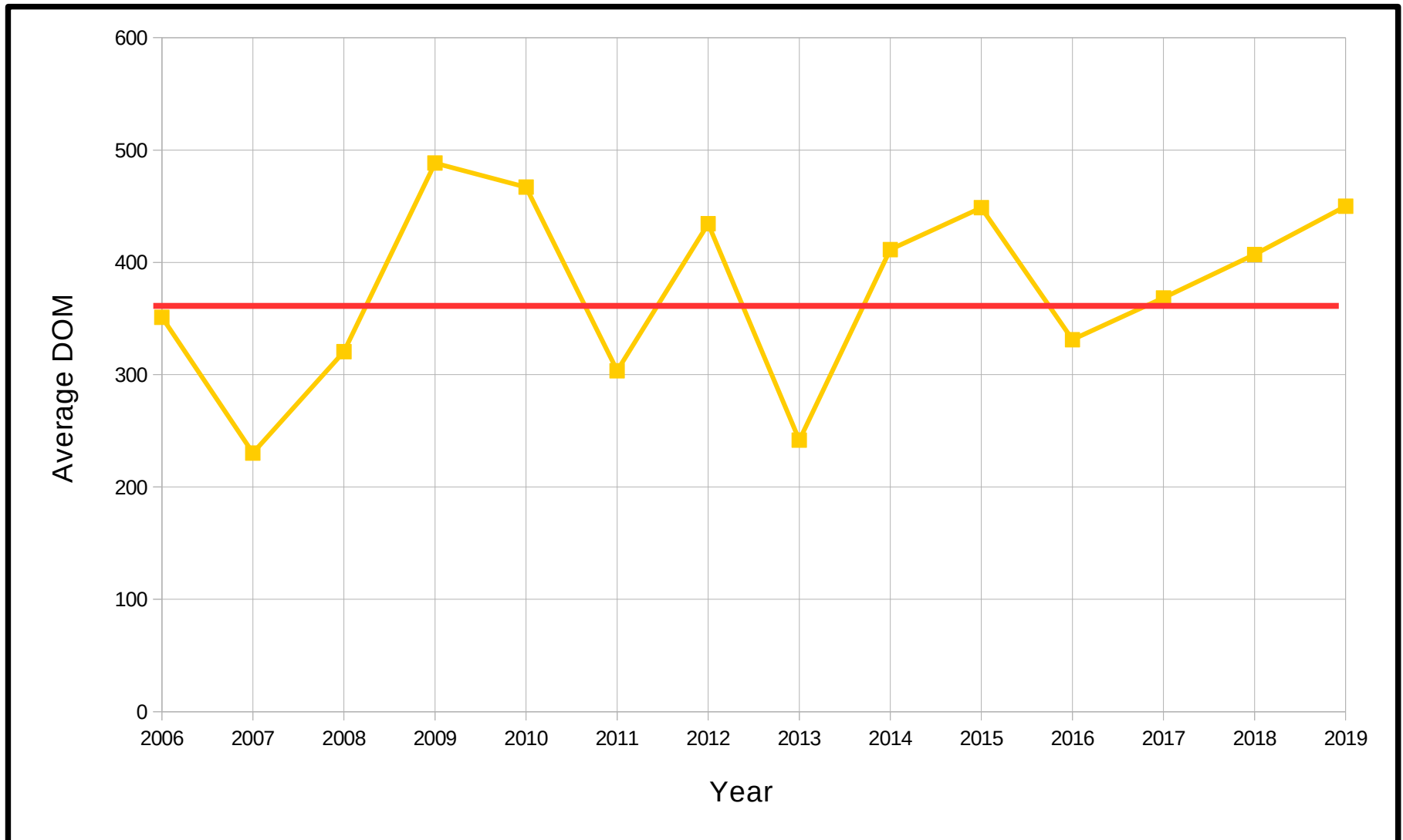


# Eastern Montana Land Values by Year



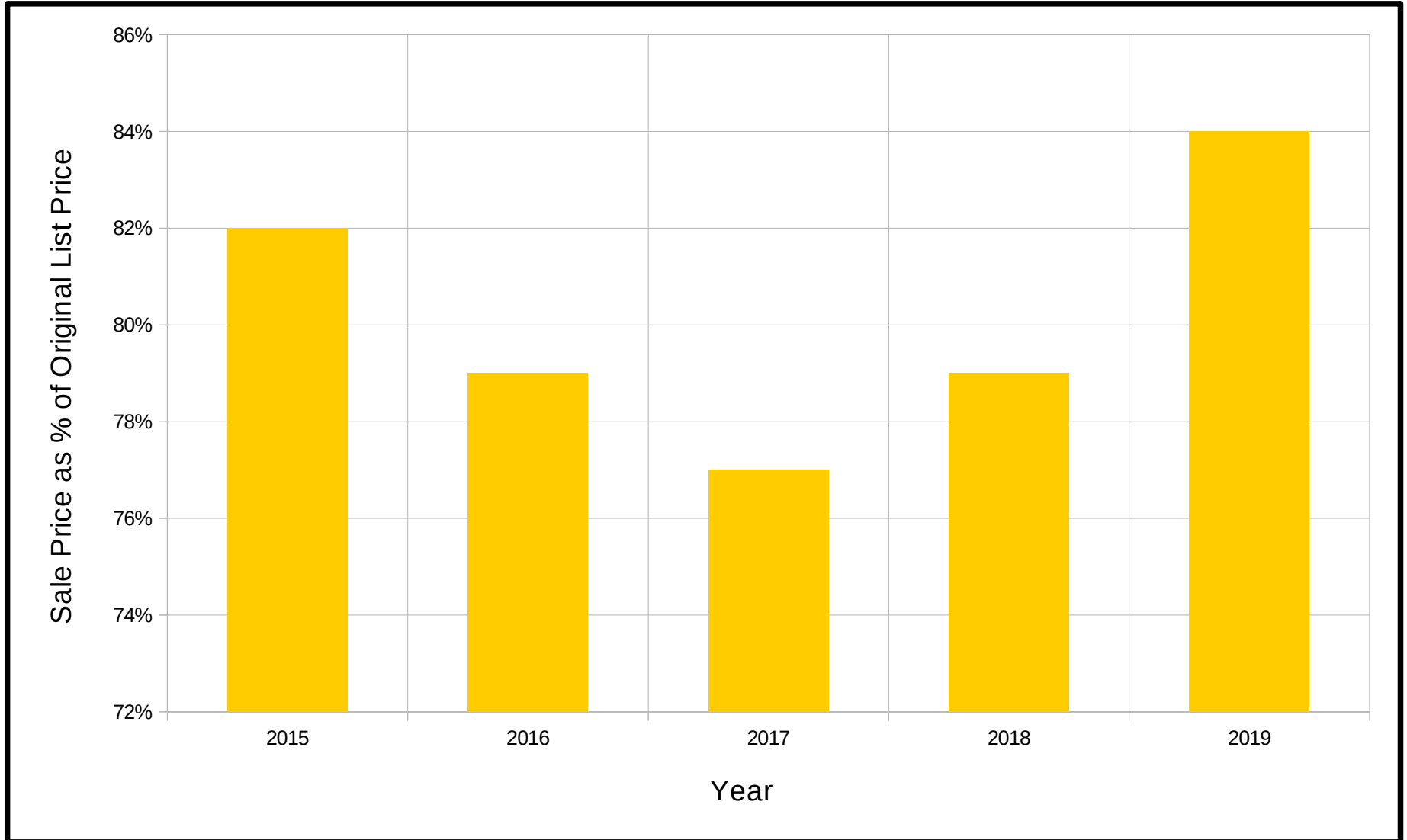
# Eastern Montana

## Average Days on Market (DOM) by Year



# Eastern Montana

## Sale Price as % of Original List Price by Year





Thank you Land Brokers  
and other Rural Real Estate Professionals  
for your support!!!

The more data you share,  
the better analysis we can provide!!!

[www.MTLandSource.com](http://www.MTLandSource.com)