



Montana Land Source

2022 Winter Real Estate Roundup

Montana Land Market
Values, Statistics & Trends

February 8, 2022
Bozeman, MT

www.MTLandSource.com



Montana Land Source

The most complete source of Montana land listings and sales

Comprehensive:

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

Live Land Market Stats – Updated Daily!

- # of Active Listings
- Median Listing Prices
- Median Sale Prices
- Median DOM – Listings & Sales
- # of Expired and Withdrawn Listings



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Free Subscription

Free Subscribers receive *The Montana Land Report* weekly email, and have access to all public content on **Montana Land Source**.

FREE



Market Expert Subscription

Our **Market Expert Subscription** is designed for industry professionals and serious land market participants. In addition to receiving *The Montana Land Report* weekly email, **Market Experts** have full access to ALL Property data including sales information.

50 \$/MONTH
500 \$/YEAR

Multi-seat Subscriber licenses are available for larger agencies.

MULTI-SEAT



Property Advertising

Promote your listings on **Montana Land Source** to reach the highest quality, most targeted pool of buyers and brokers focused on Montana land.

Single listing	\$50/month
Up to 3 listings	\$75/month
Up to 5 listings	\$100/month
Up to 10 listings	\$150/month
Up to 30 listings	\$300/month
Up to 50 listings	\$400/month

ADVERTISE

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MOST VIEWED PROPERTIES

PAST WEEK

PAST MONTH

PAST YEAR



Chief Joseph Cattle Ranch

Offered by: Live Water Properties

List Price \$10,400,000
Acres 2,505 acres
Location SW of Wisdom
County Beaverhead

Price Change

Updated: December 3rd 2021



Climbing Arrow Ranch

Offered by: Swan Land Company

List Price \$136,250,000
Acres 73,180 acres
Location North and west of Bozeman
County Broadwater, Gallatin, Madison, Meagher

Sold

Updated: September 14th 2021



Matador - Beaverhead Ranch

Offered by: Hall & Hall

List Price \$230,000,000
Acres 113,024 acres
Location SE of Dillon
County Beaverhead

Sold

Updated: December 9th 2021



IX Ranch

Offered by: Hall & Hall

List Price \$66,000,000
Acres 66,896 acres
Location SE of Big Sandy
County Chouteau

Revised Listing

Updated: June 24th 2021

[SEE ALL MARKET UPDATES »](#)



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Mid-2020 thru 2021 Market Cycle:

The “Refugee” Market

- 1) COVID refugees
- 2) Social/Political refugees – a tipping point
- 3) New remote workers
- 4) Safe Harbor - wealth preservation



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2021 Montana Land Market:

“Hottest” Land Market in Montana History

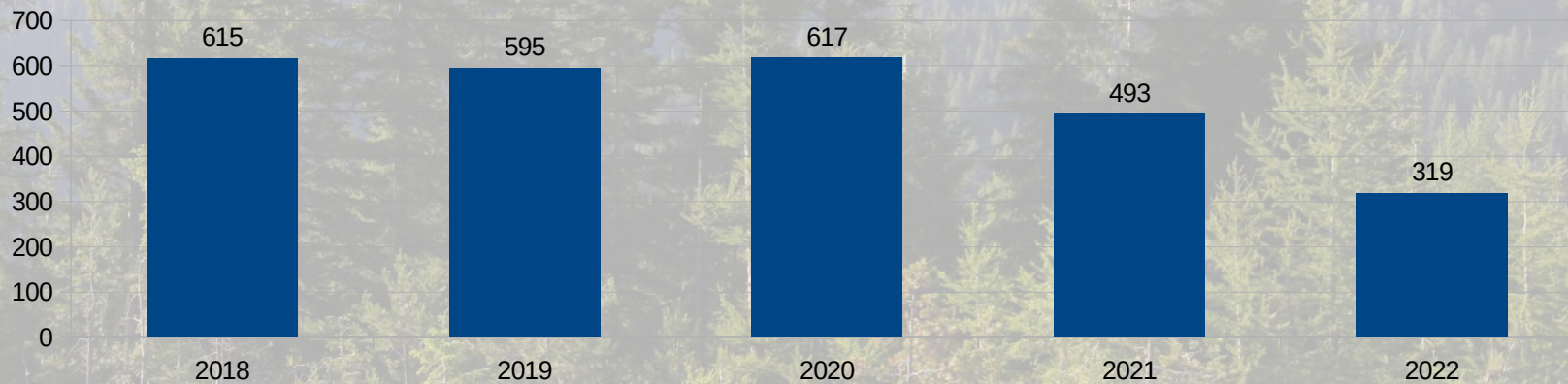
- Record volume of Sales – up 34%
- Record low inventory – down nearly 50%
 - Older inventory was sold off
 - High land values
- Improved properties suddenly in demand
- Record broken for highest price paid for a ranch – twice!
- Dramatic increase of off market transactions of “Legacy” Ranches



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of Active Montana Land Listings by Year

Beginning of the year - 200 acres and larger

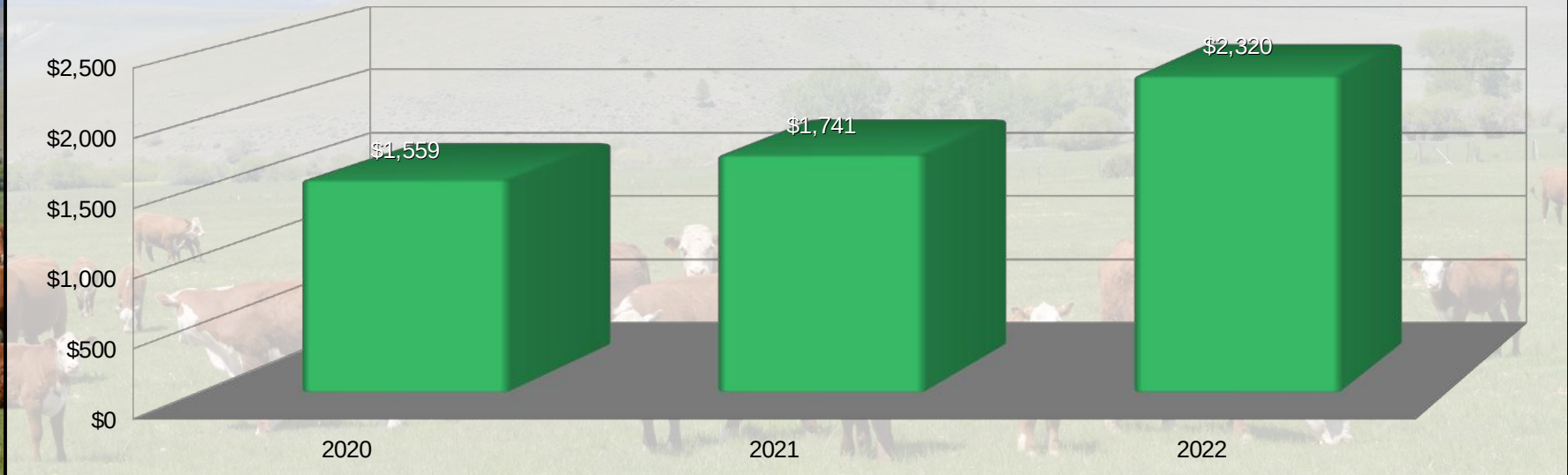




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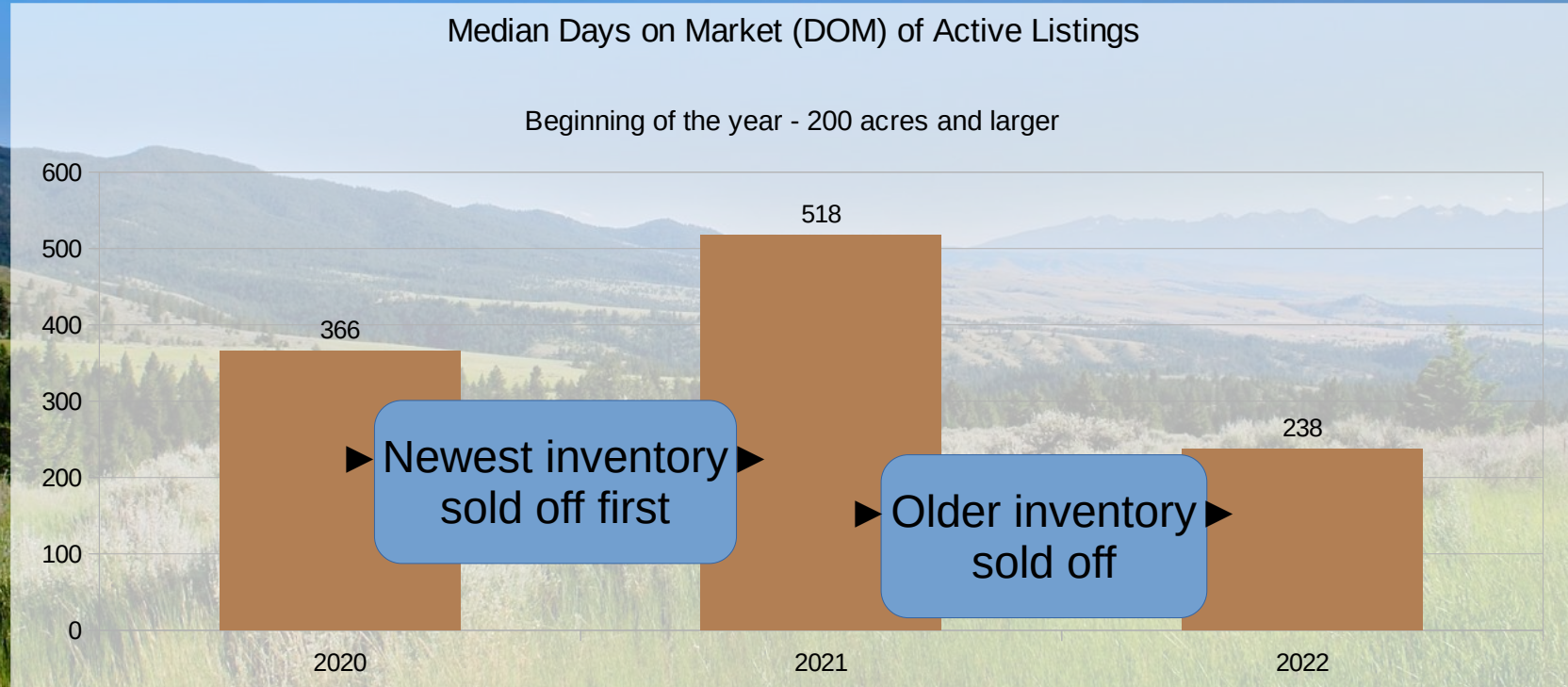
Median Listing Price \$/Acre by Year

Beginning of the year - 200 acres and larger



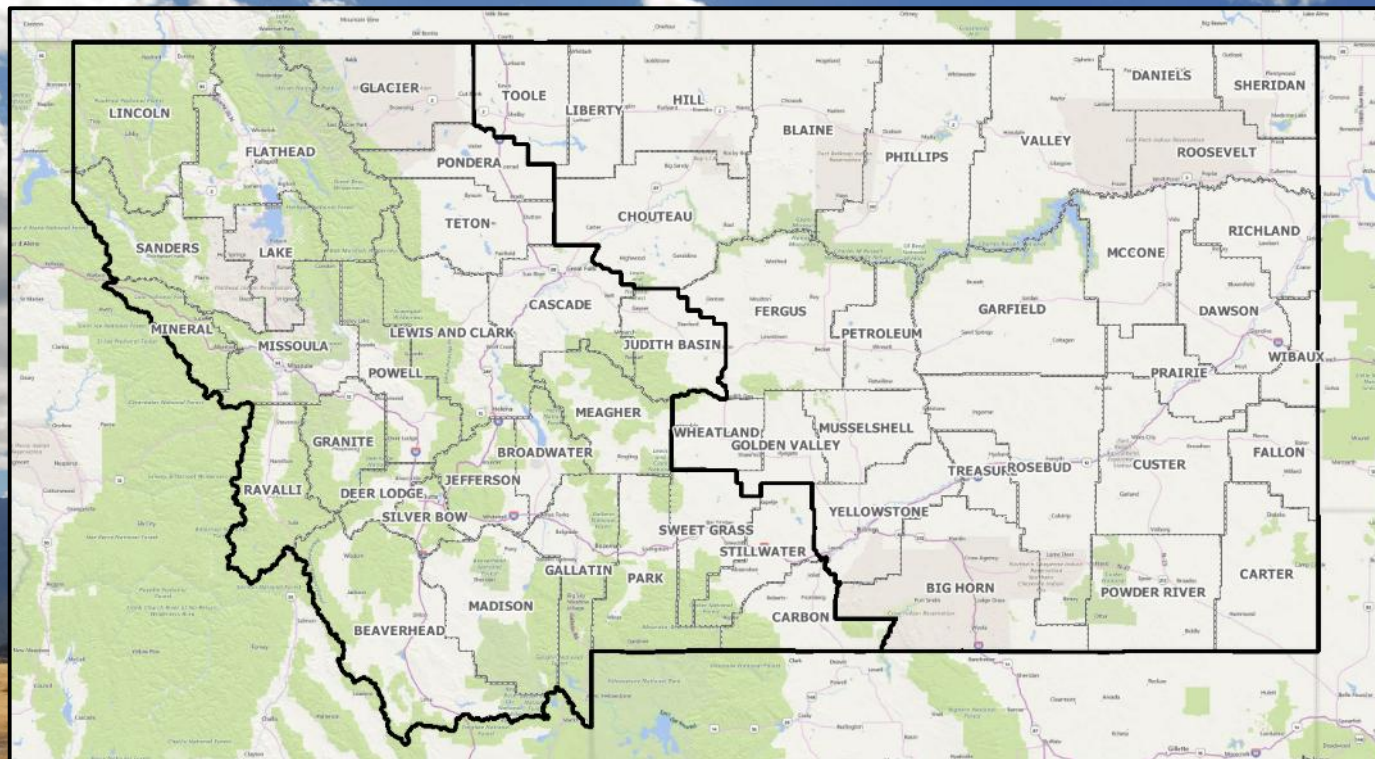


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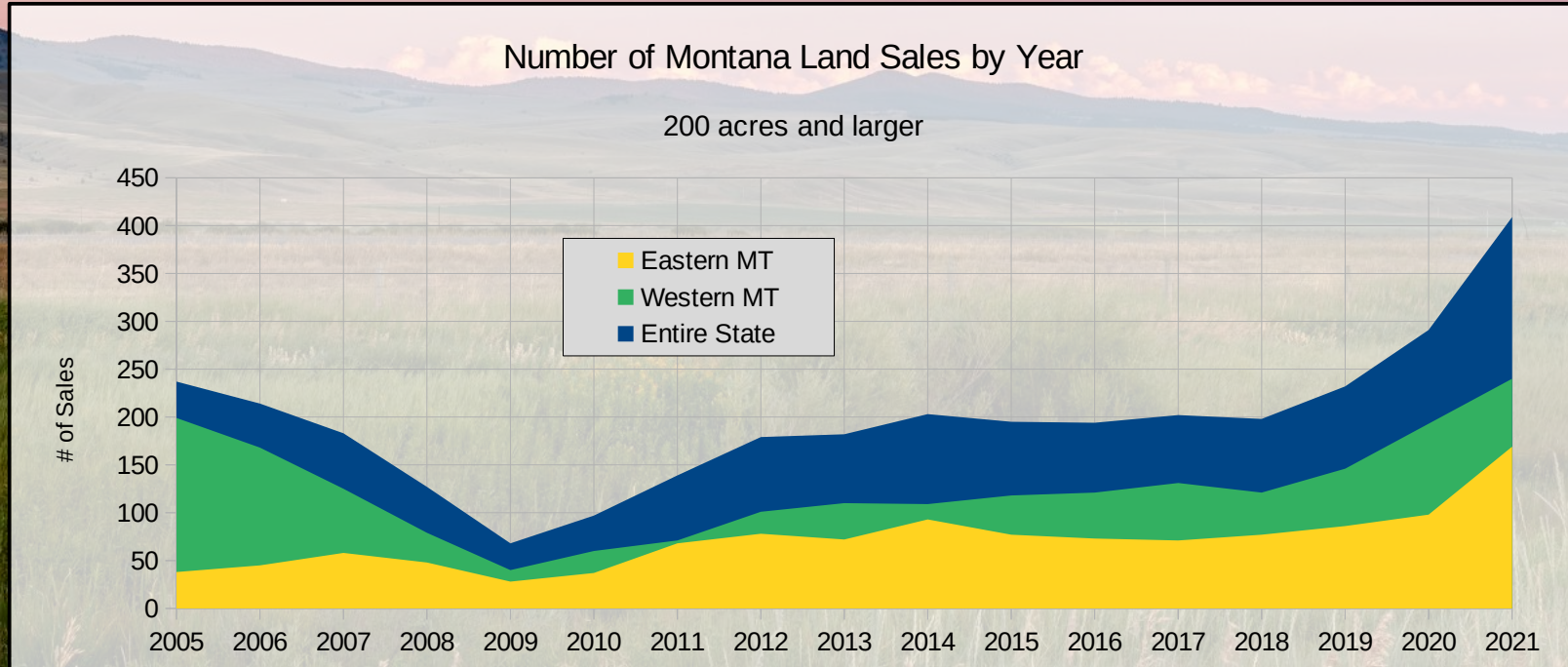
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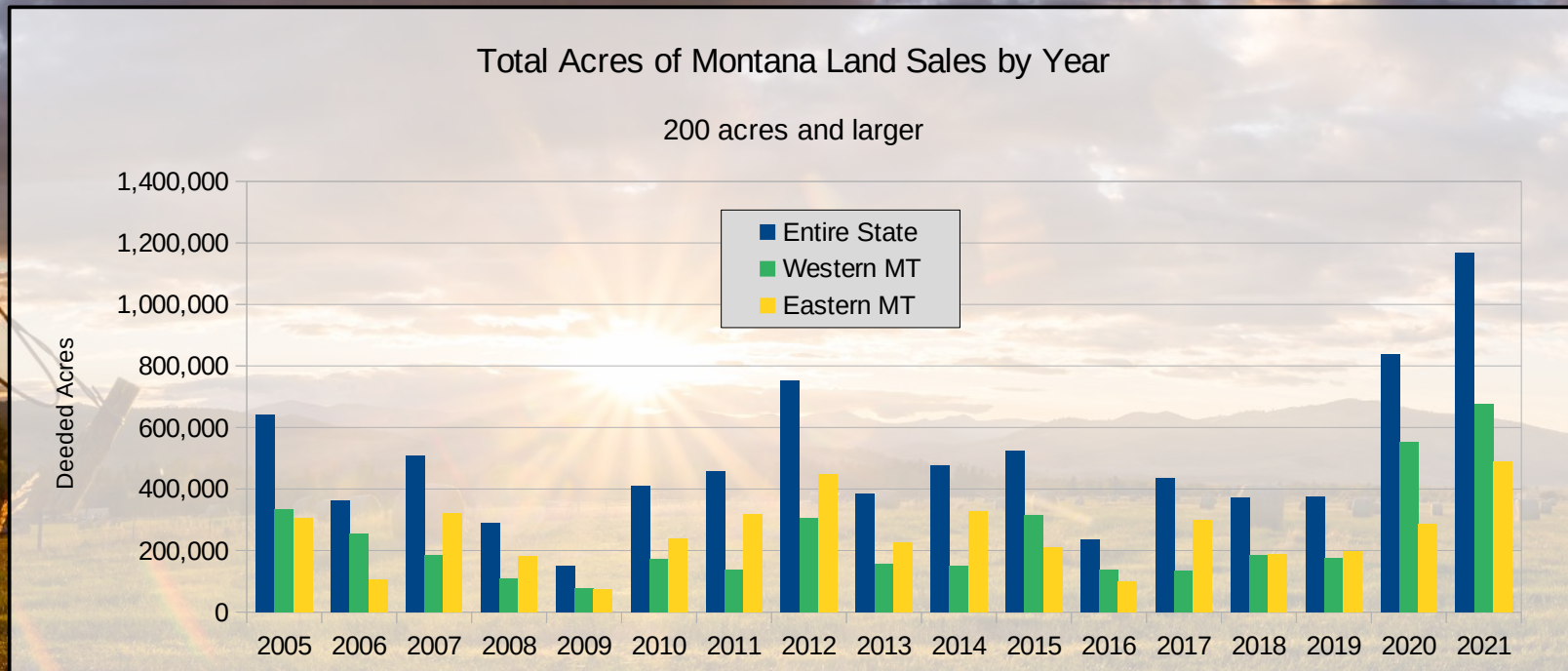


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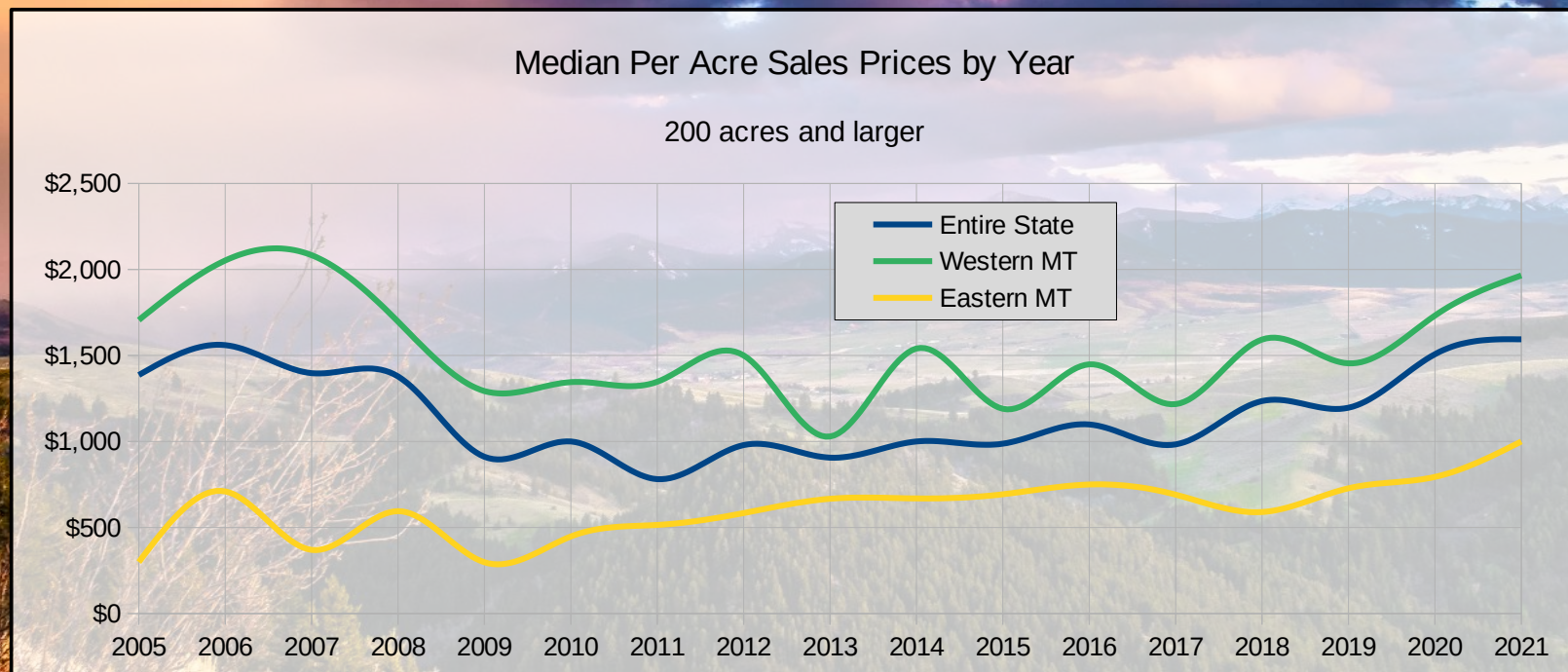


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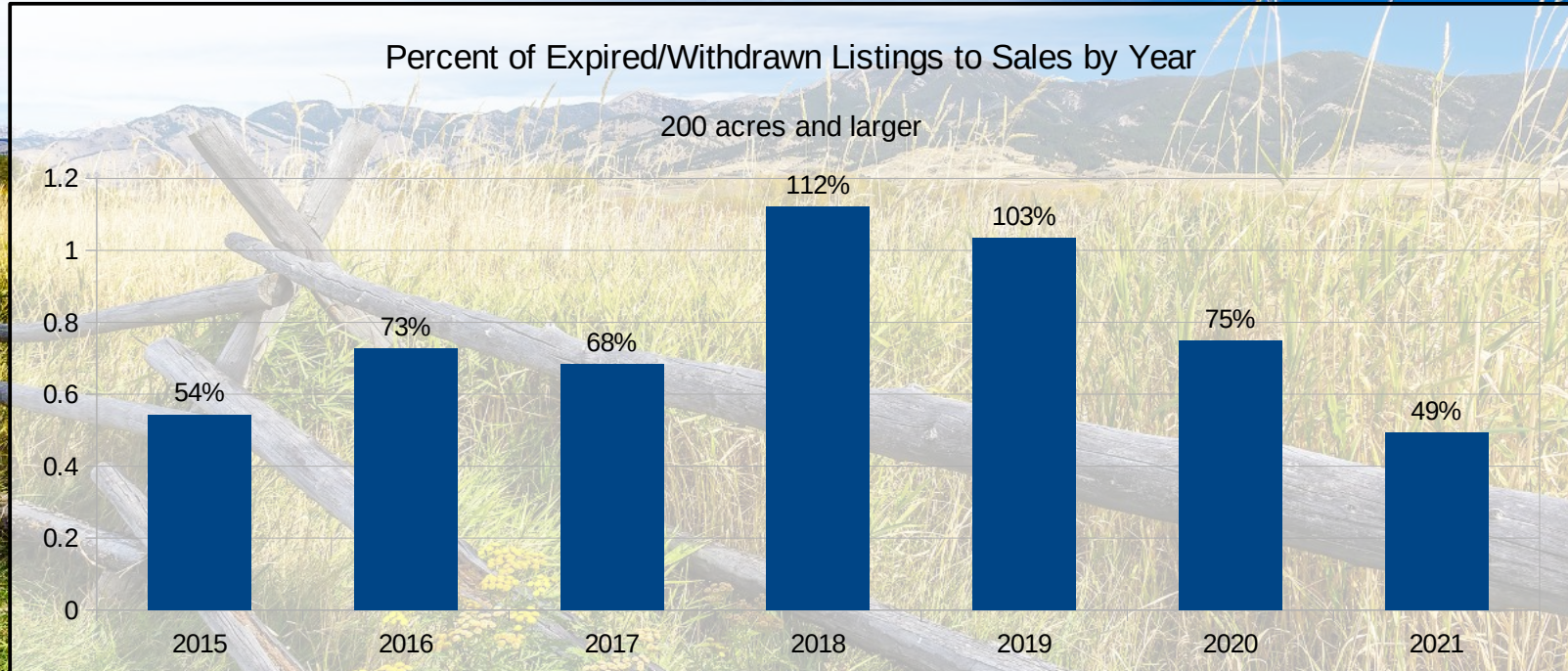


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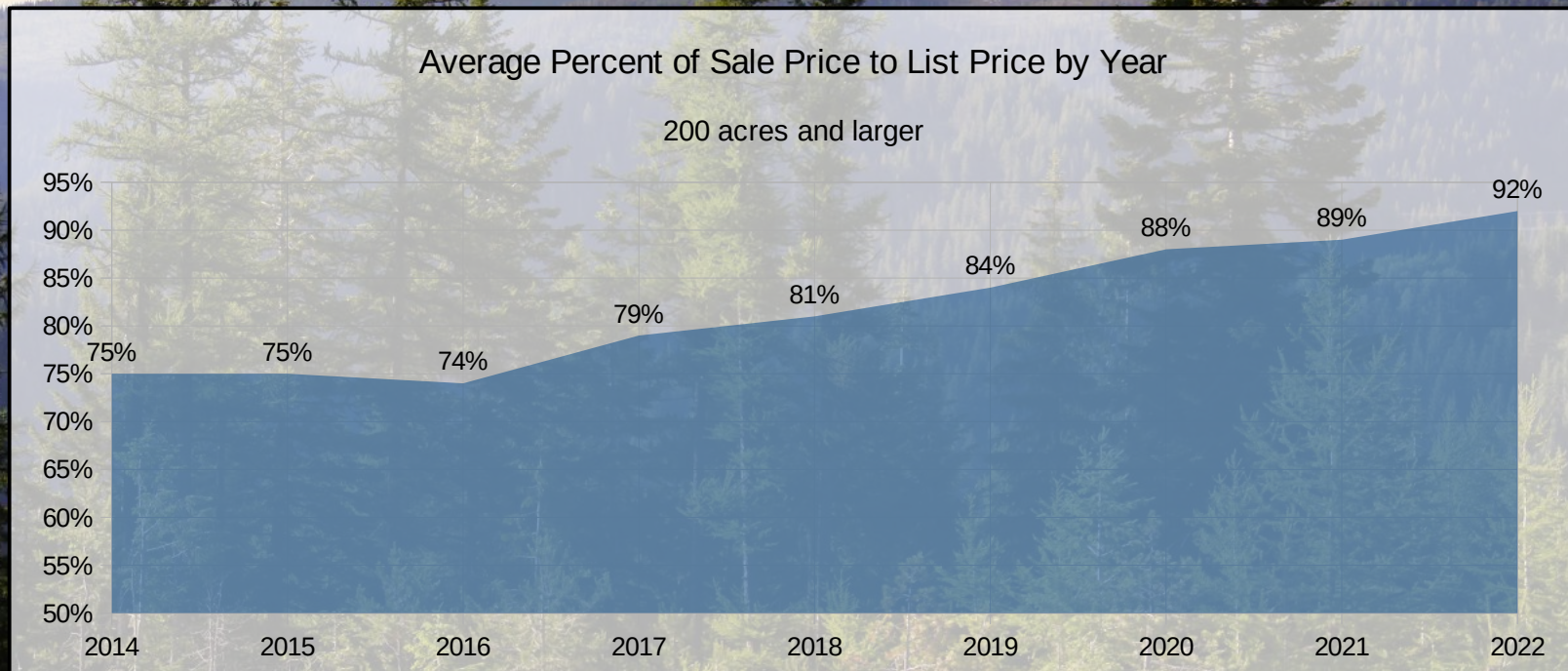


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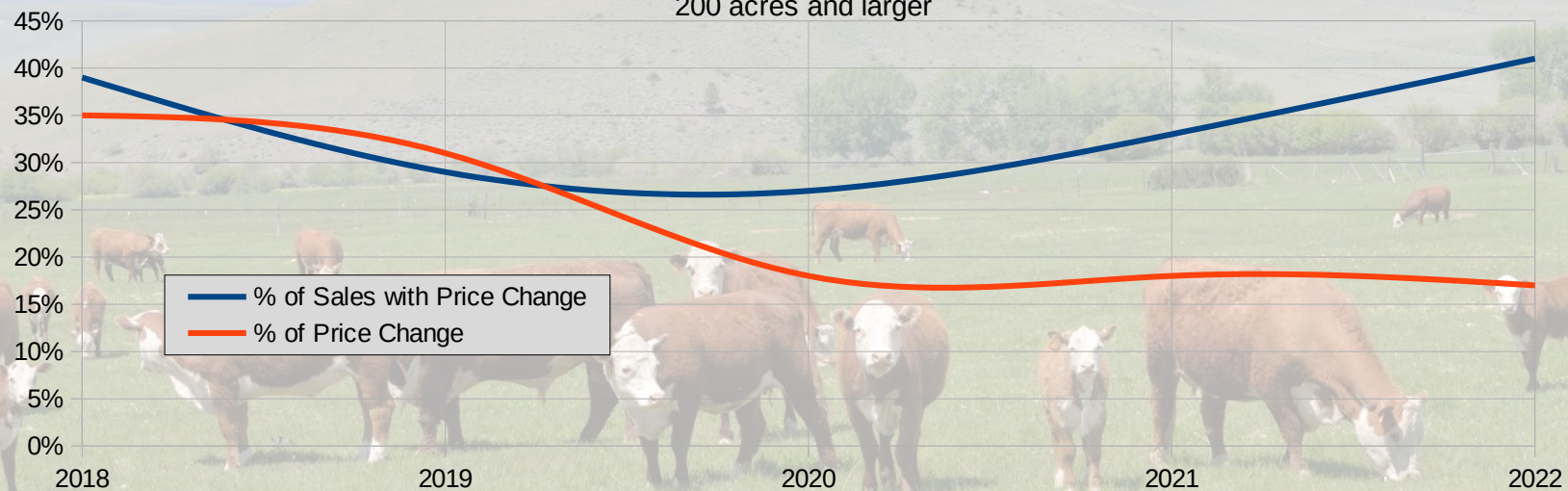




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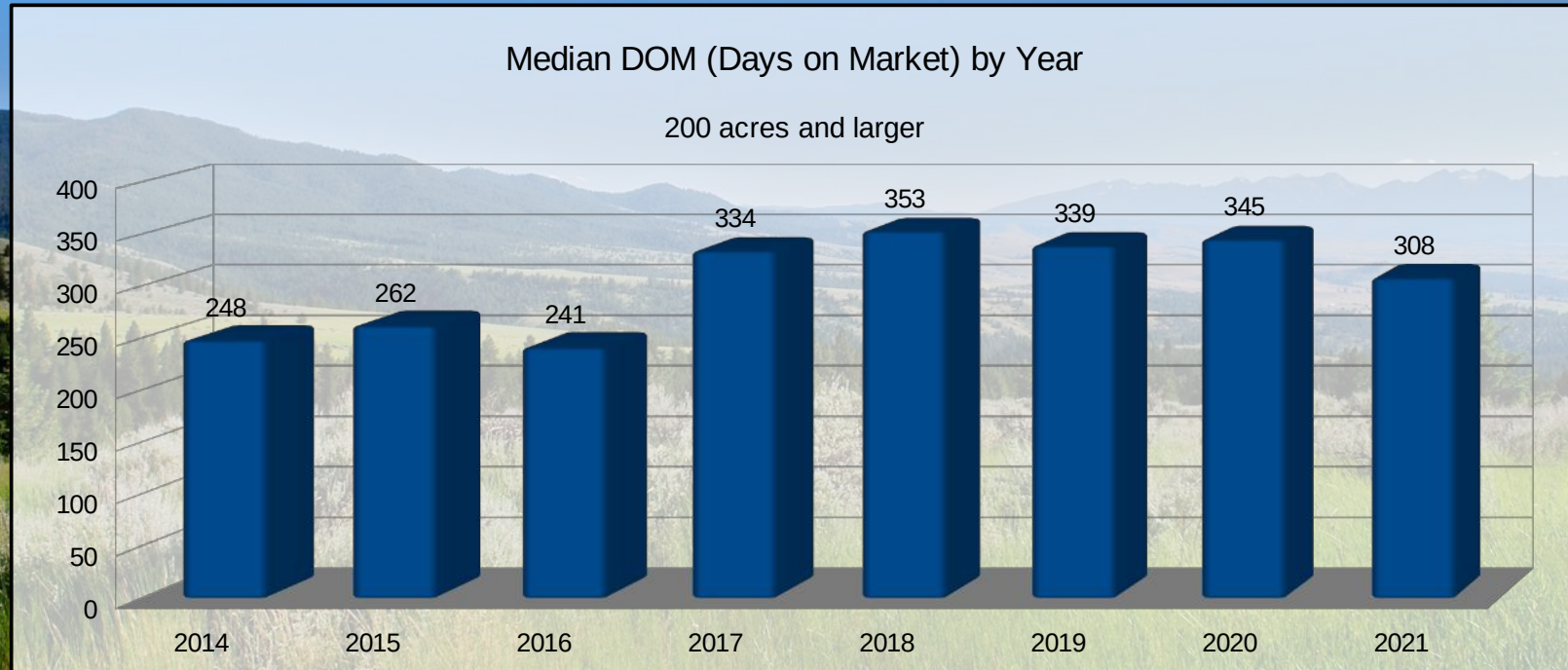
Average Percent of Sales with Listing Price Changes
and Average Percent of Price Changes by Year

200 acres and larger





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2022 Montana Land Market Predictions:

- Market constrained by low inventory
 - Lower sales volume
- Lack of supply will put upward pressure on prices
 - Buyers will resist higher pricing
- More off market transactions of “Legacy” ranches



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Summary:

- Sellers in Montana are very strong - and will continue to be
- Buyers are discerning – only willing to buy the “right” property for them
- Less buyers and sellers coming together in 2022



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Thank you!!!

Montana Chapter of the ASFMRA
&

Montana Farm & Ranch Brokers Association

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