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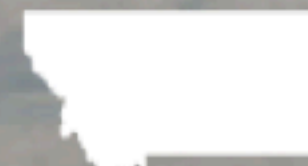
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WELCOME TO
Montana Land Source

FOR LAND'S SAKE

MONTANA LAND MARKET
VALUES, STATISTICS & TRENDS

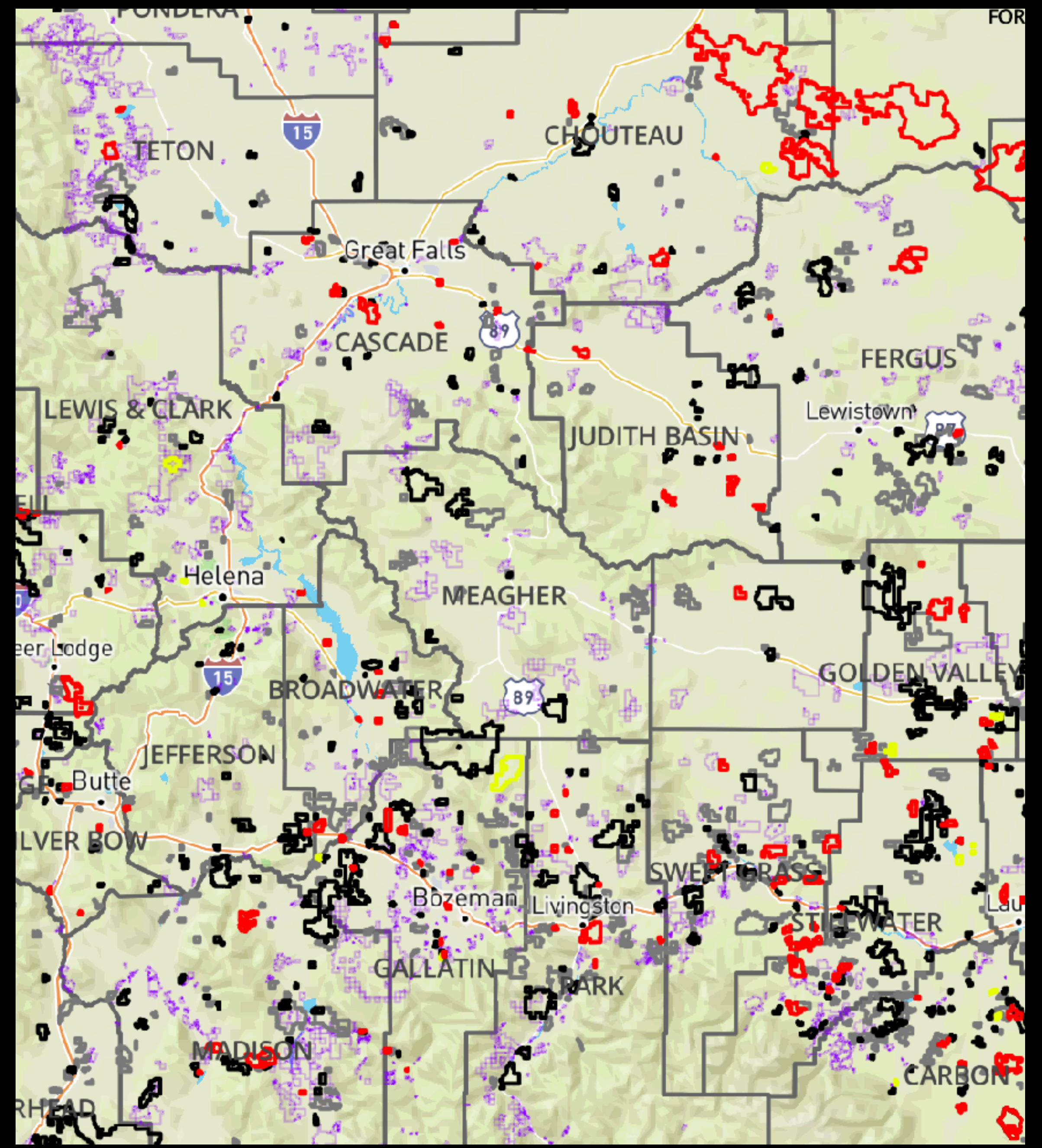
MARCH 7, 2023
BOZEMAN, MT





WHAT WE DO:

- Comb all available sources for land listings and sales - daily
- Map all properties
- Publish live Montana land market statistics



MONTANA LAND SOURCE PRODUCTS:



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.



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

MONTANA LAND SOURCE LISTING & SALES DATA:



- All Montana
- 200 acres and larger
- Include smaller acreages when advertised





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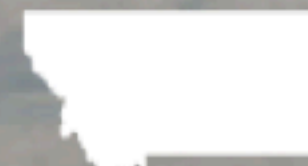
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WELCOME TO
Montana Land Source

THE ONLY SOURCE FOR ALL LARGE-ACREAGE
LAND LISTINGS AND SALES

WEBSITE DEMONSTRATION:
WWW.MTLANDSOURCE.COM



OFF MARKET TRANSACTIONS



Land Sales

Appraisers



2022 MONTANA LAND MARKET

THE TOILET PAPER NEVER GOT RE-STOCKED



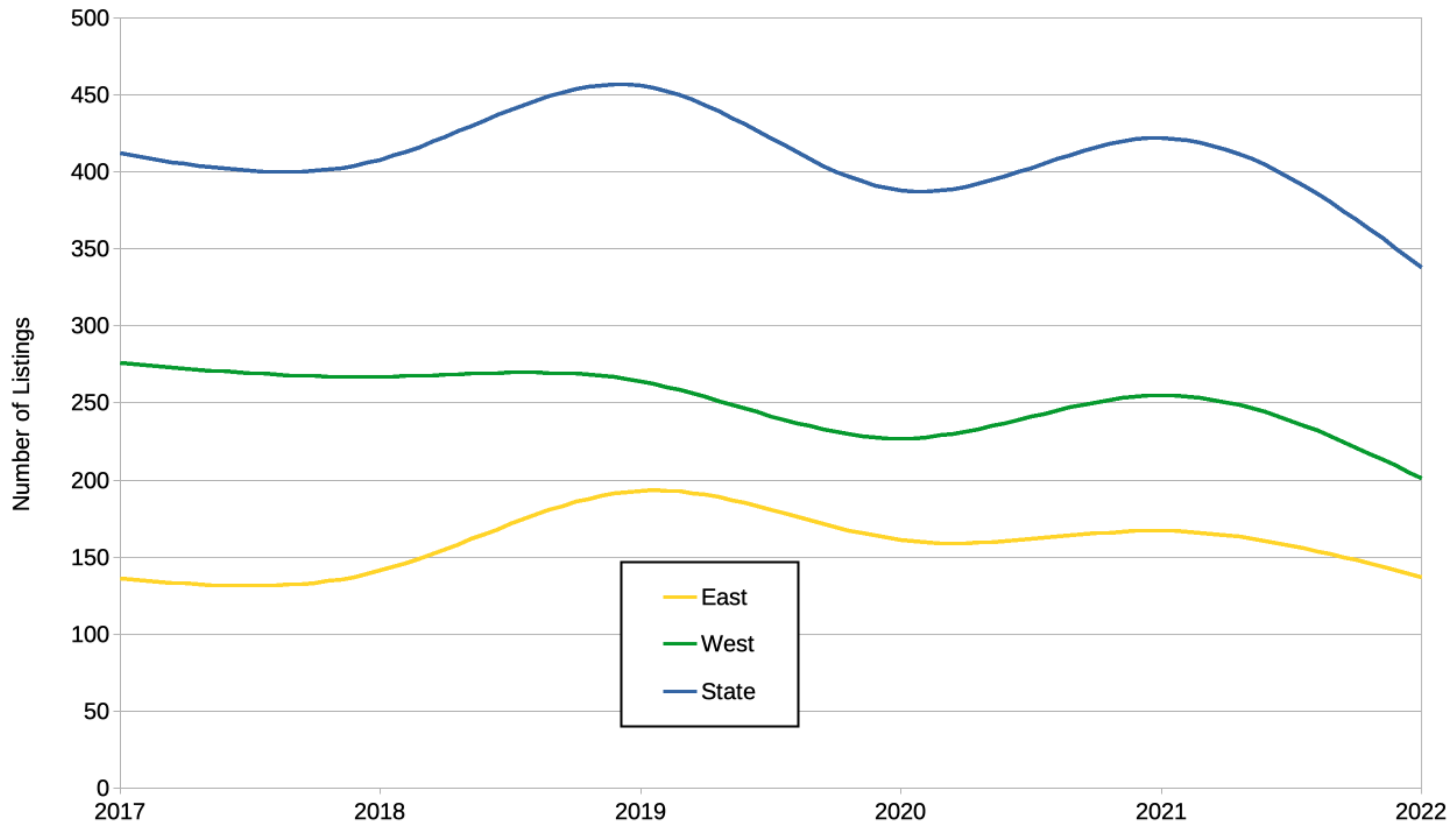
BUYERS IN 2023



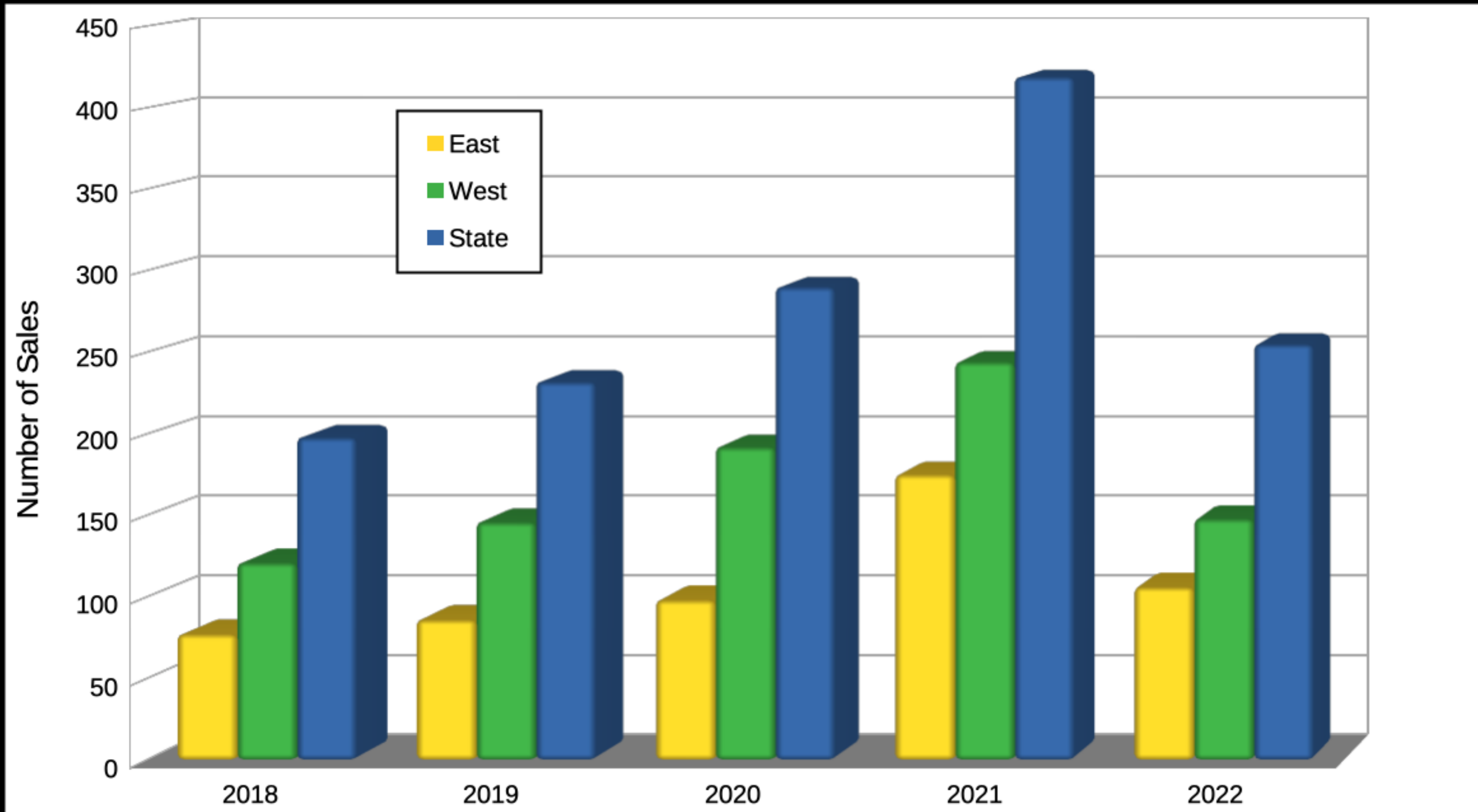
ACTIVE LISTINGS VOLUME BY MONTH



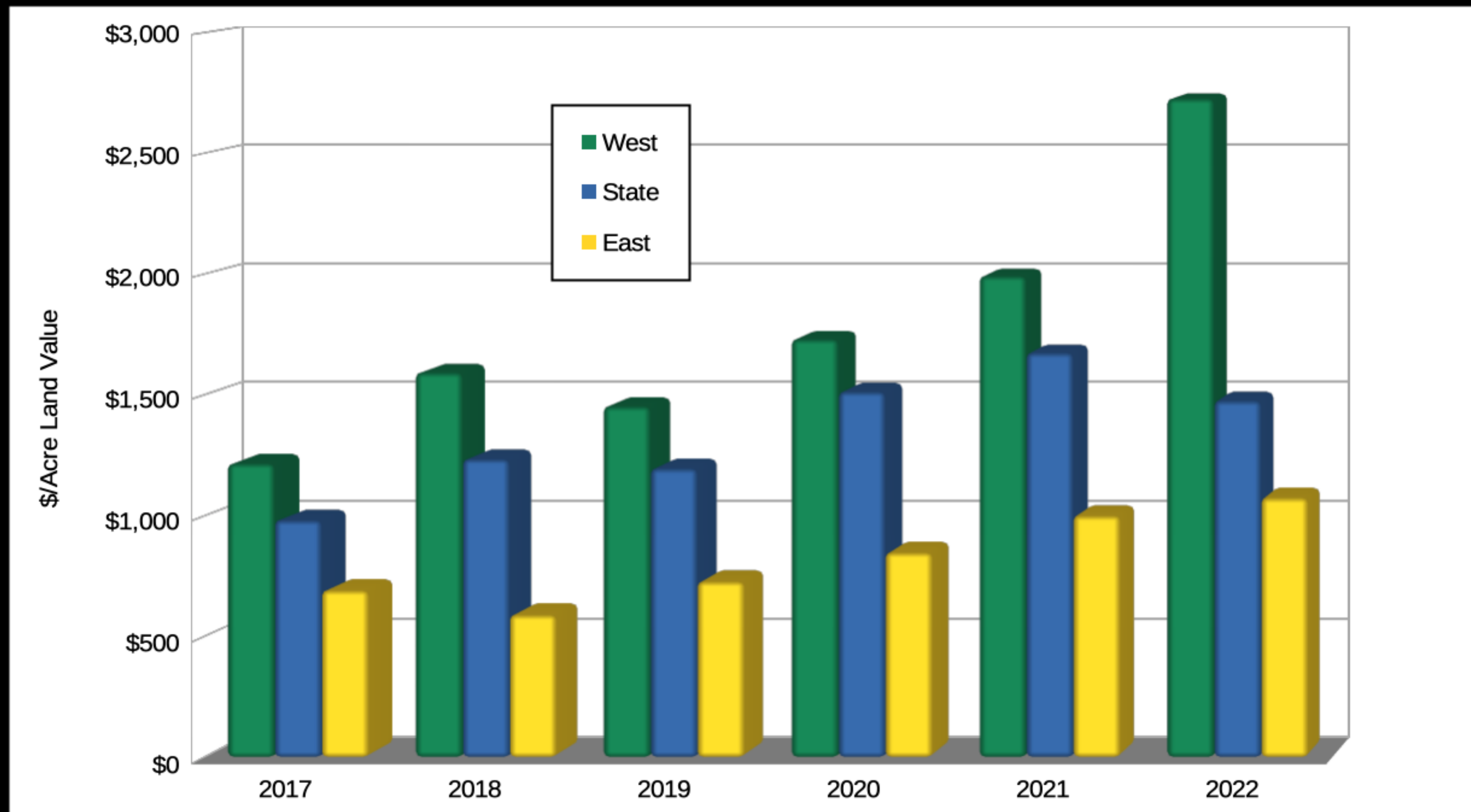
NEW LISTINGS BY YEAR



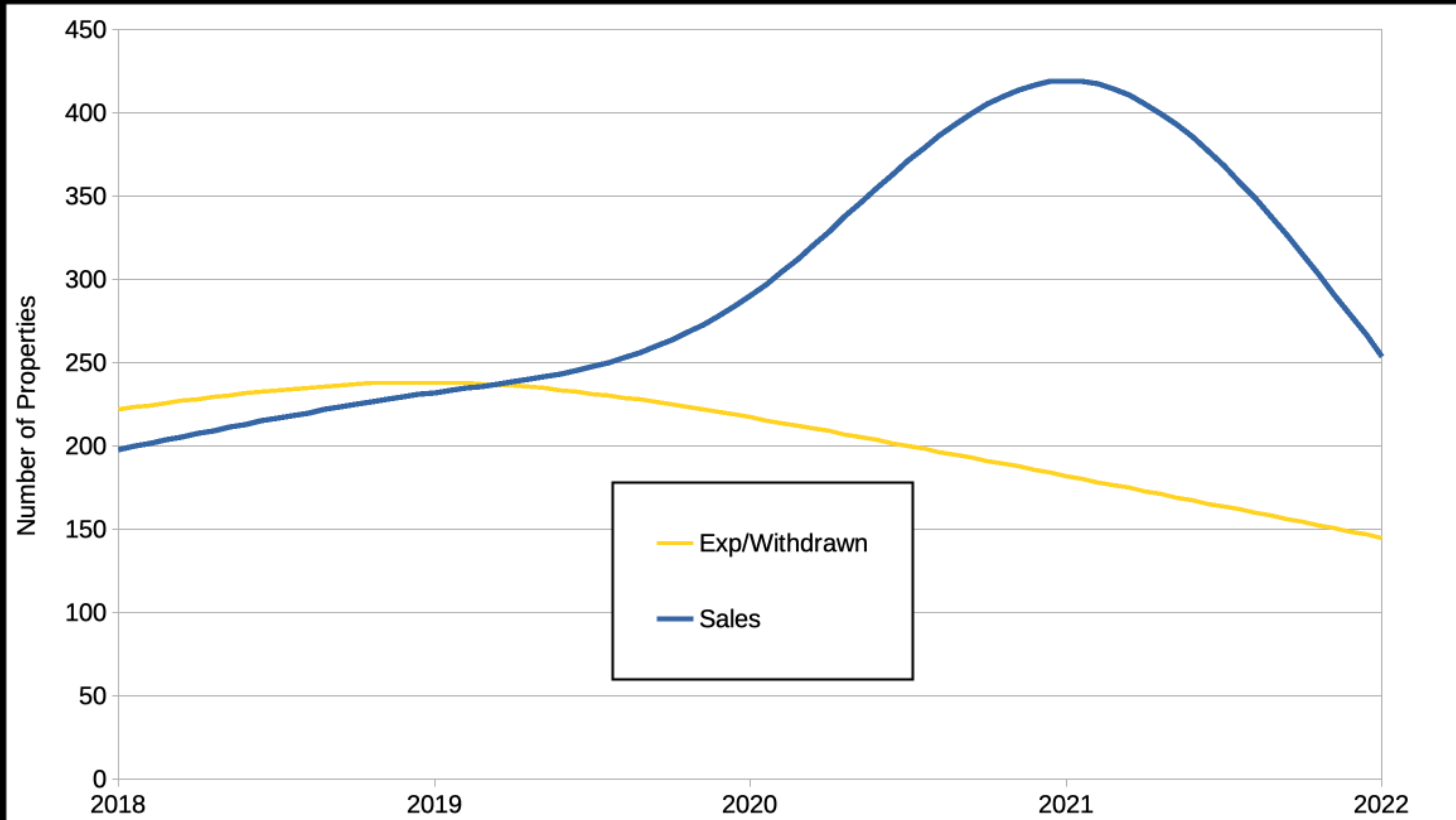
SALES VOLUME BY YEAR



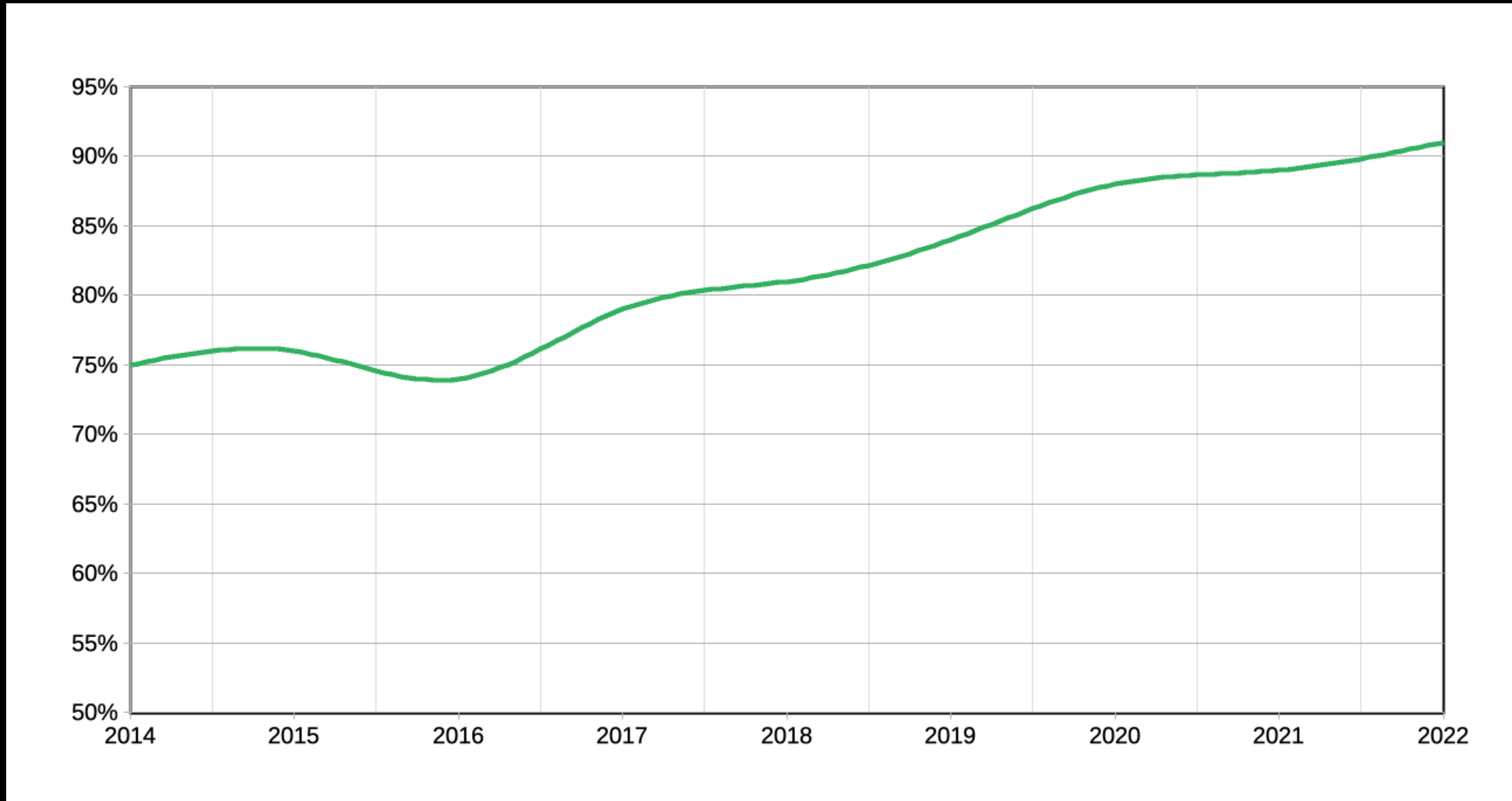
MEDIAN SALES PRICE \$/ACRE LAND VALUE BY YEAR



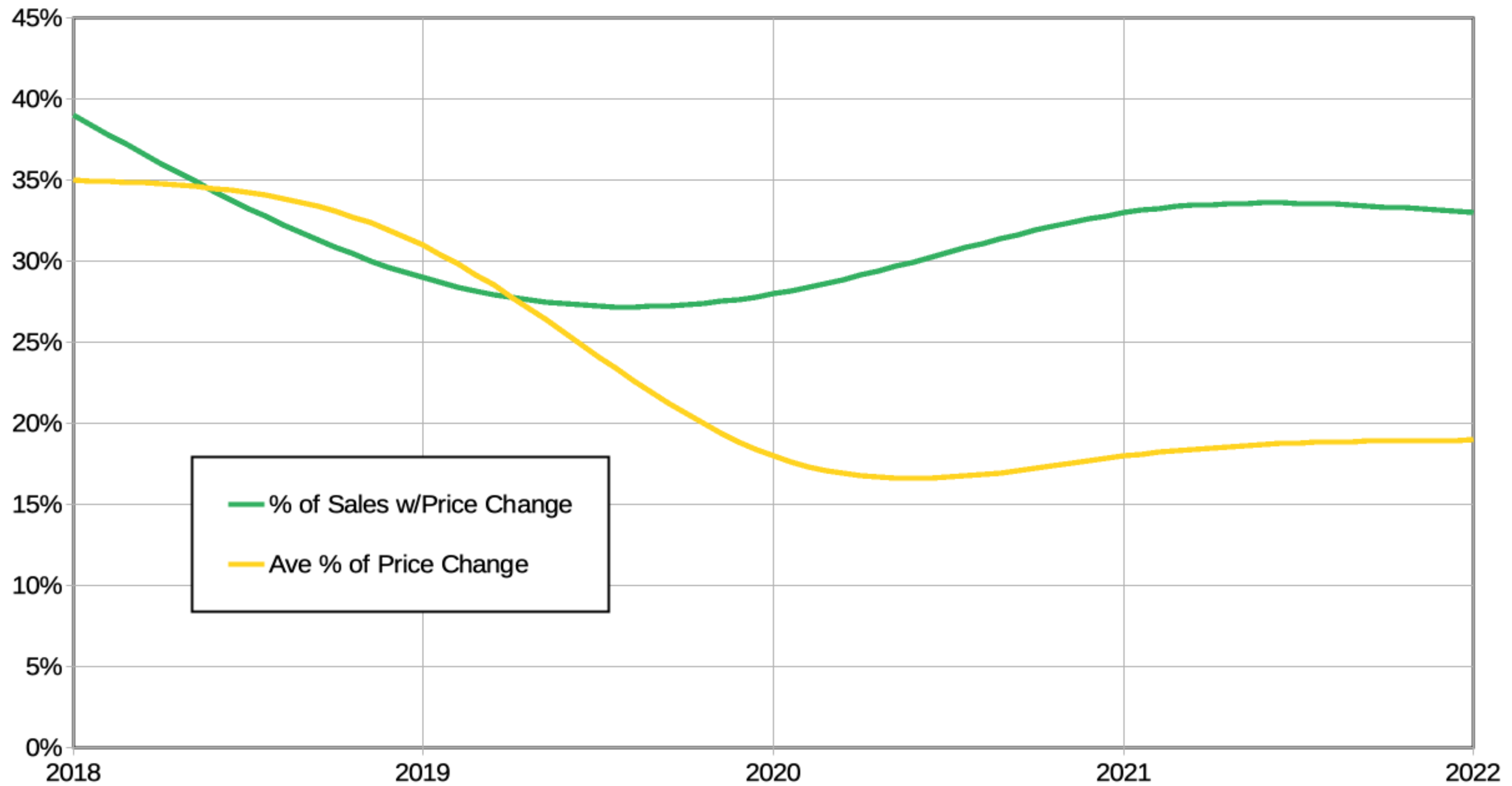
SALES VS EXPIRED/WITHDRAWN LISTINGS BY YEAR



AVERAGE % OF SALES PRICE TO LISTING PRICE BY YEAR



% OF SALES WITH PRICE CHANGES AND AVERAGE % OF LISTING PRICE CHANGE





- Where is new inventory going to come from?
 - Disenchanted immigrants/buyer's regret?
- If demand remains strong... will this pressure more land owners to sell?