



MONTANA  
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*Know the Market*

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Thank you  
Brokers and Appraisers  
for your support!





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# Montana Land Source Mission:

*Be the ultimate resource  
for the  
Montana land market*





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## What we do:

- Track the large-acreage land market - daily
- Map all listings and sales  $\geq$  200 acres
- Publish live market stats and information





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Resources at  
*mtlandsource.com:*

- Most complete source of listings & sales
- Map App
- Montana Land Report
- Live Market Stats





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## Services:

- Free and *Market Expert* subscriptions
- Property Advertising





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# For Lands Sake

## presentation data

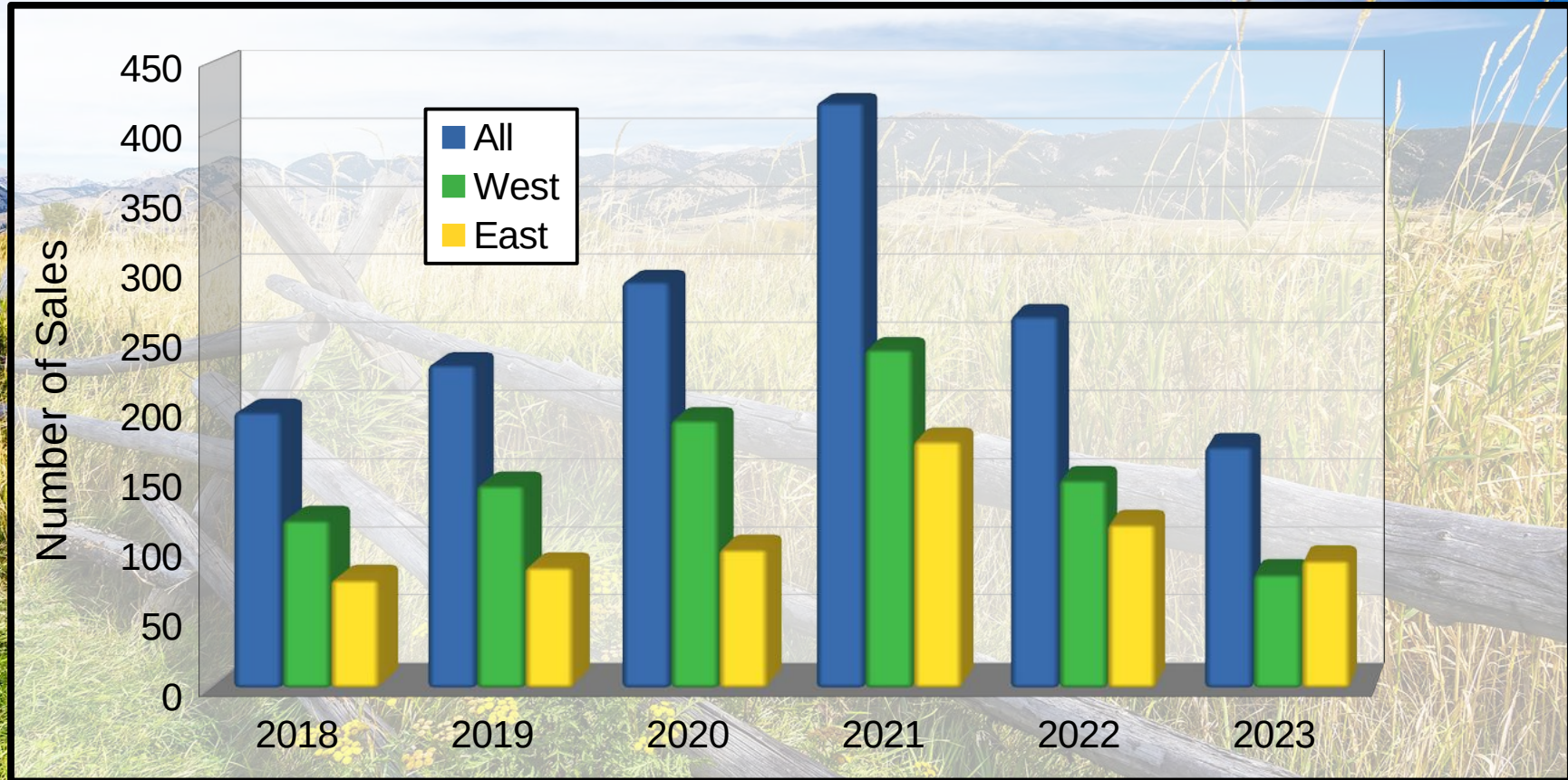
- Broad – statewide overview
- 200 acres and larger
- Focus on listing data





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# Sales Volume

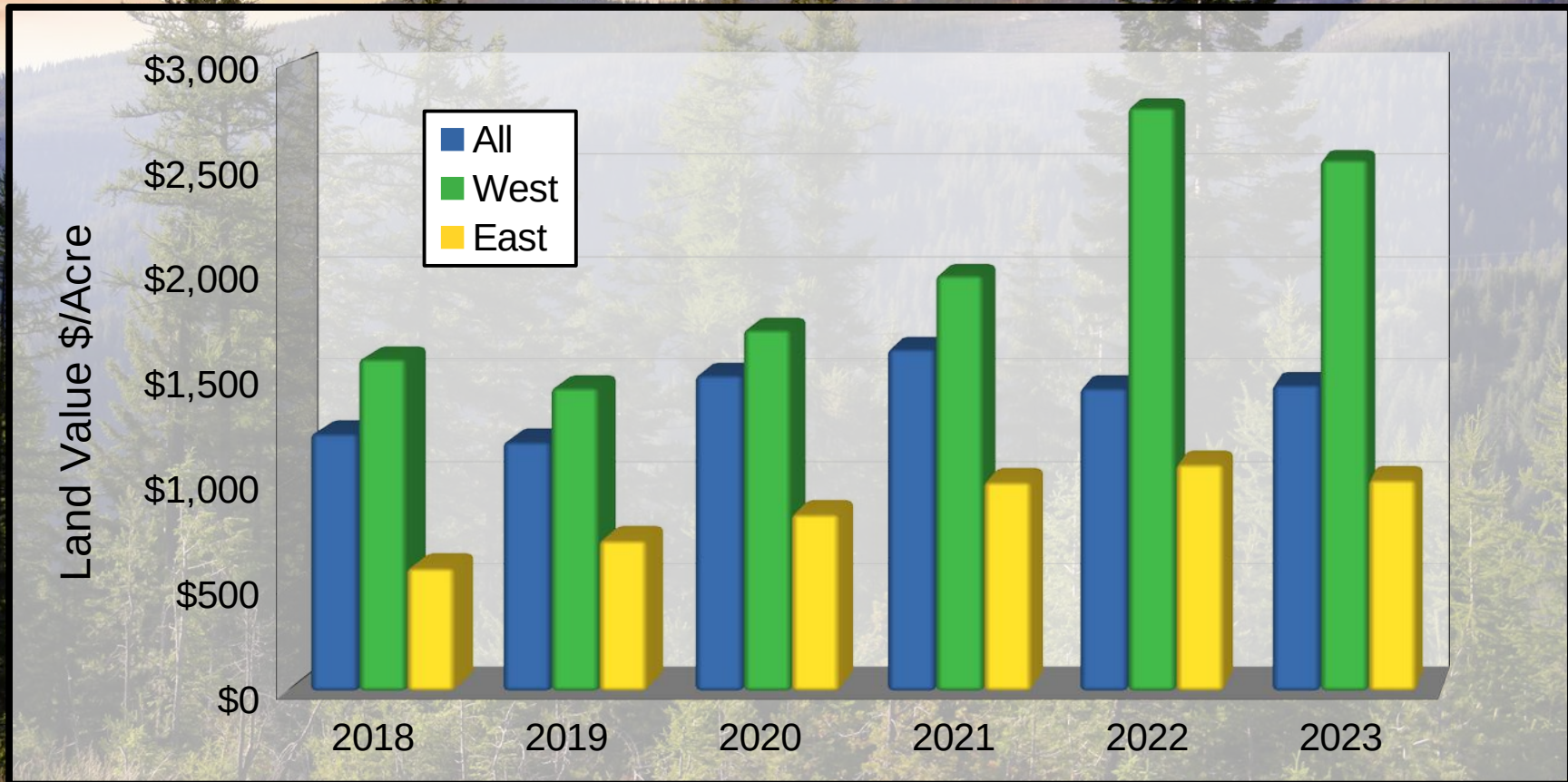






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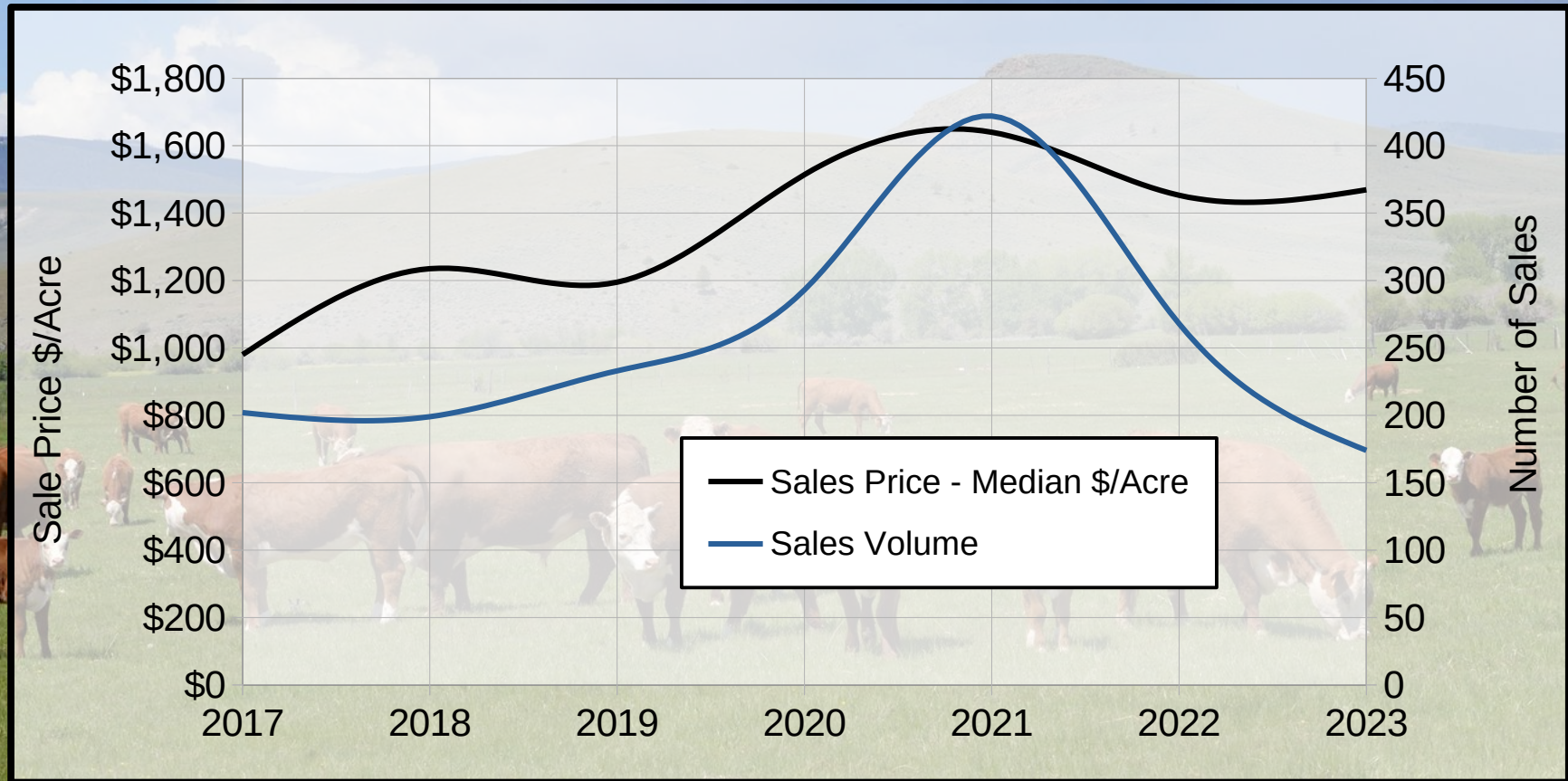
# Land Values







# Sales Prices & Volume

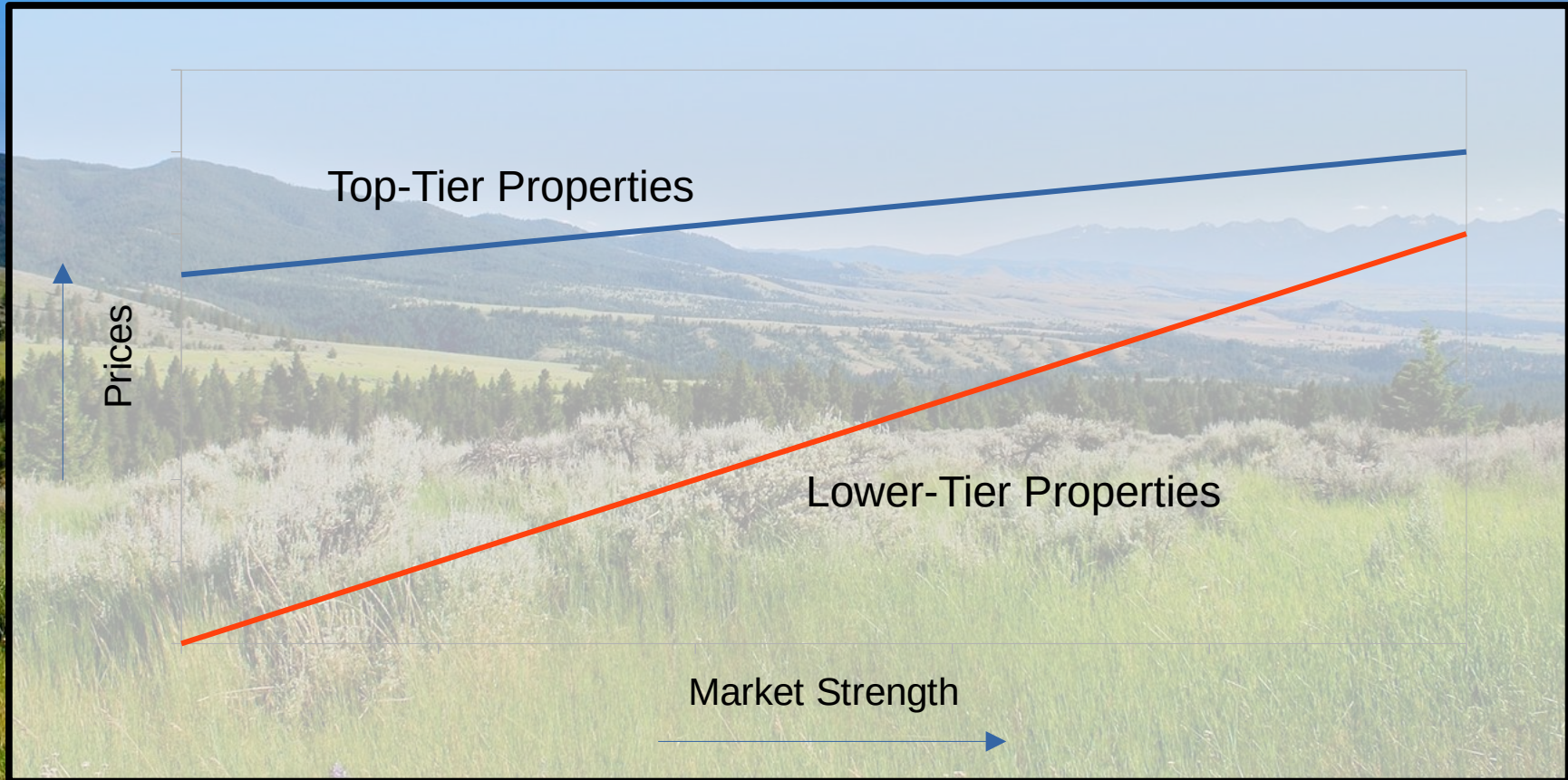






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# Property Tiers & Prices

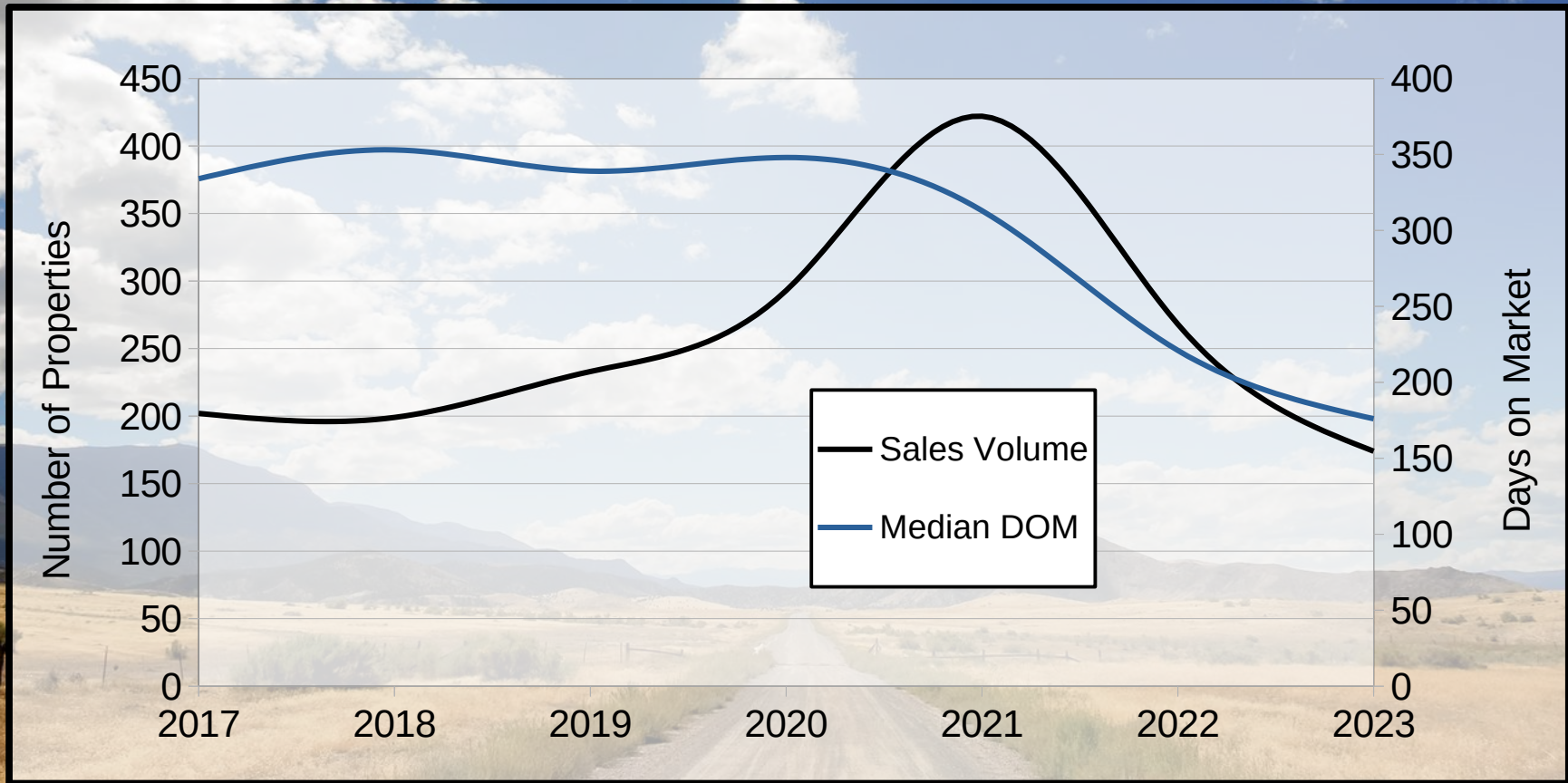






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# Sales Volume & DOM

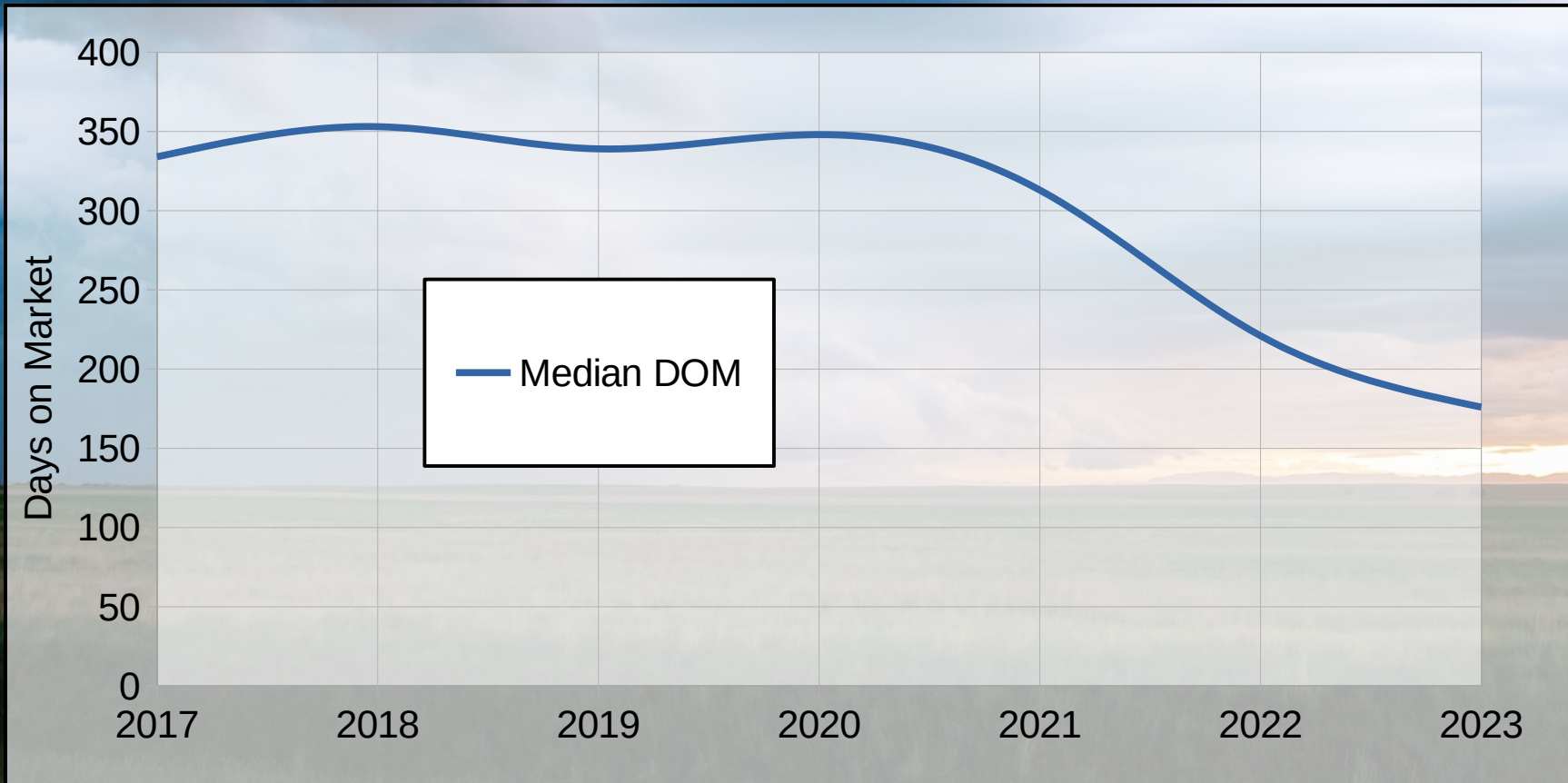






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# Sales DOM

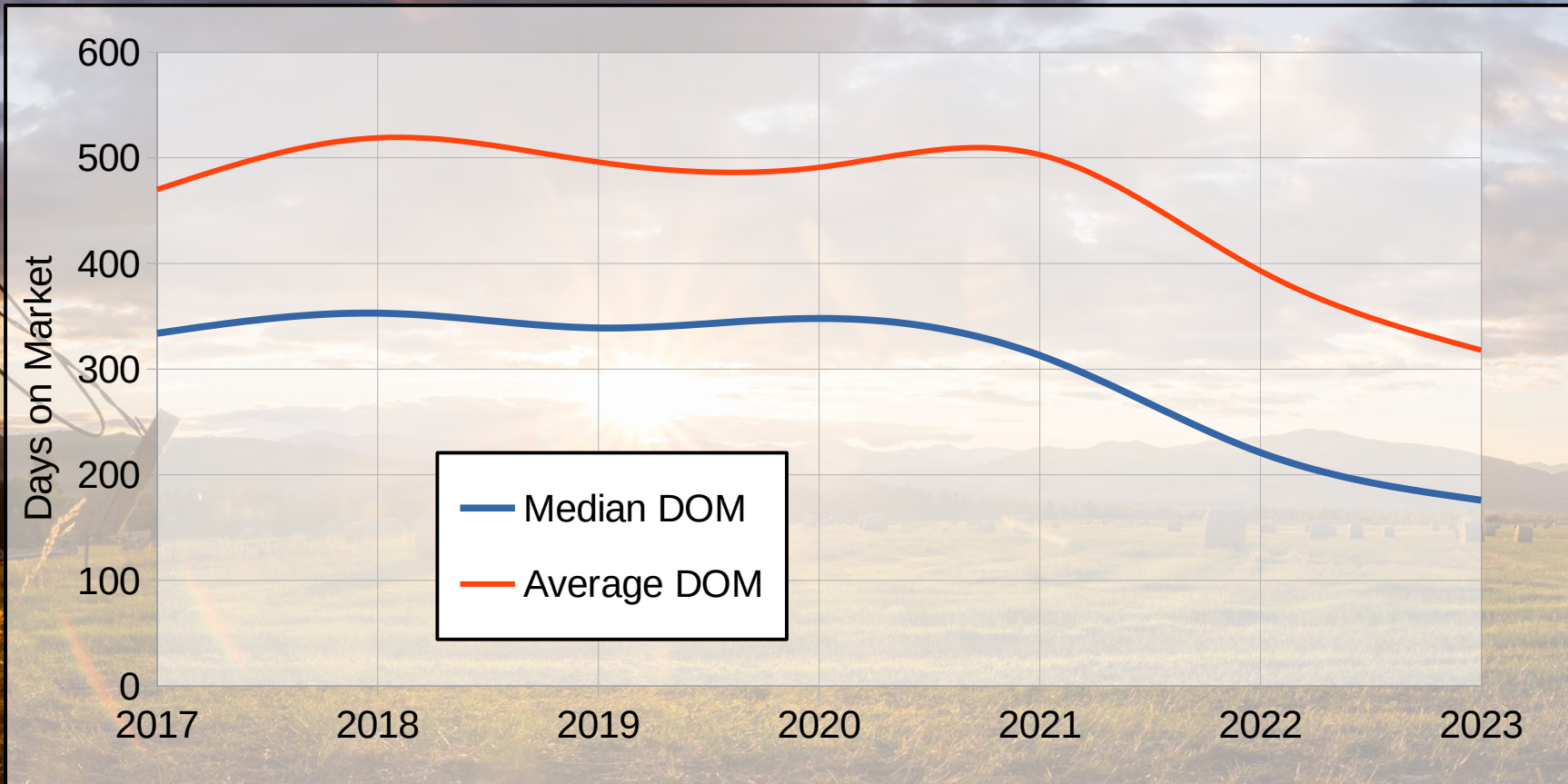






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# Sales DOM

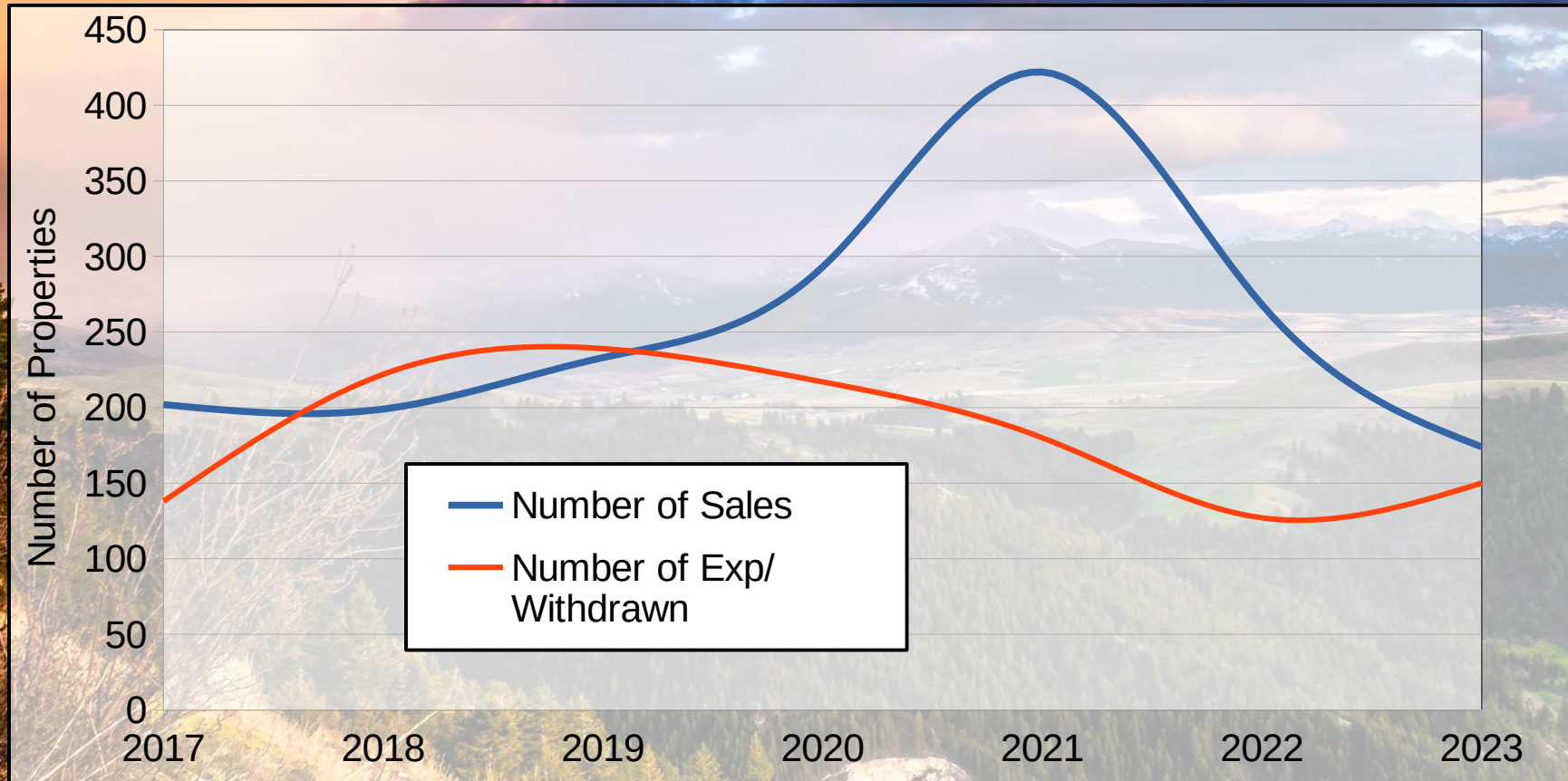






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# Sales & Exp/Withdrawn

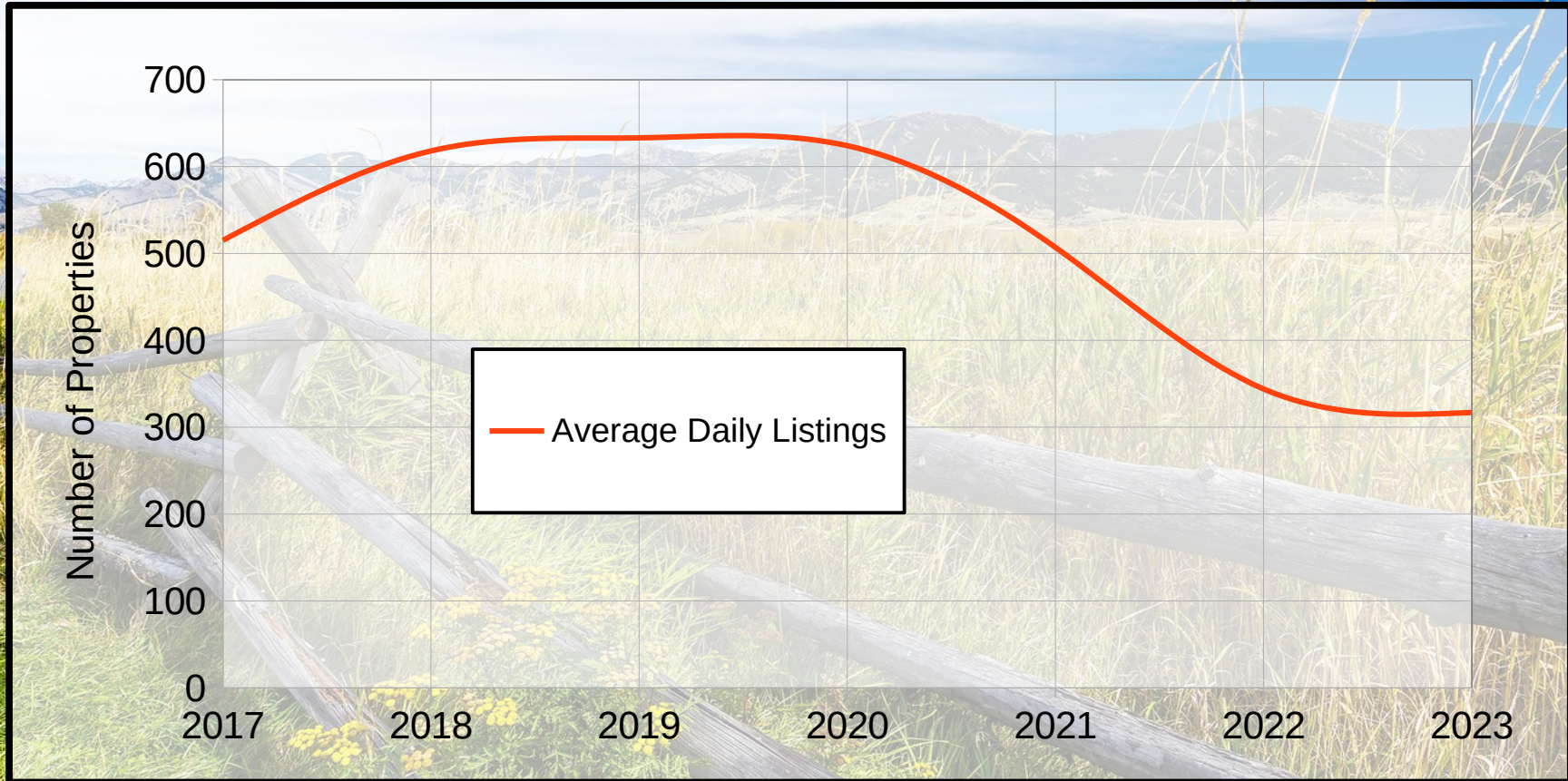






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# Listings Volume

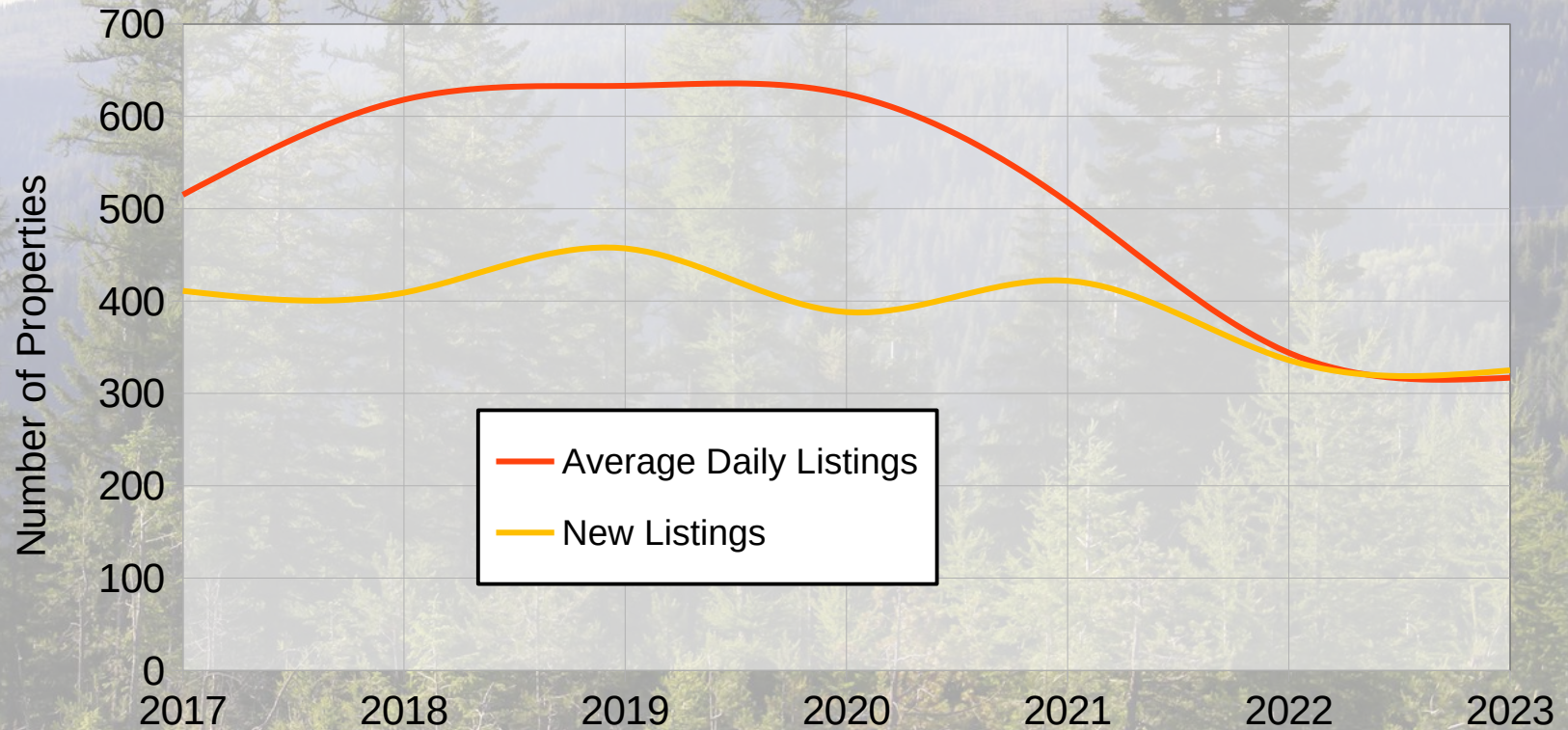






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# Listings Volume

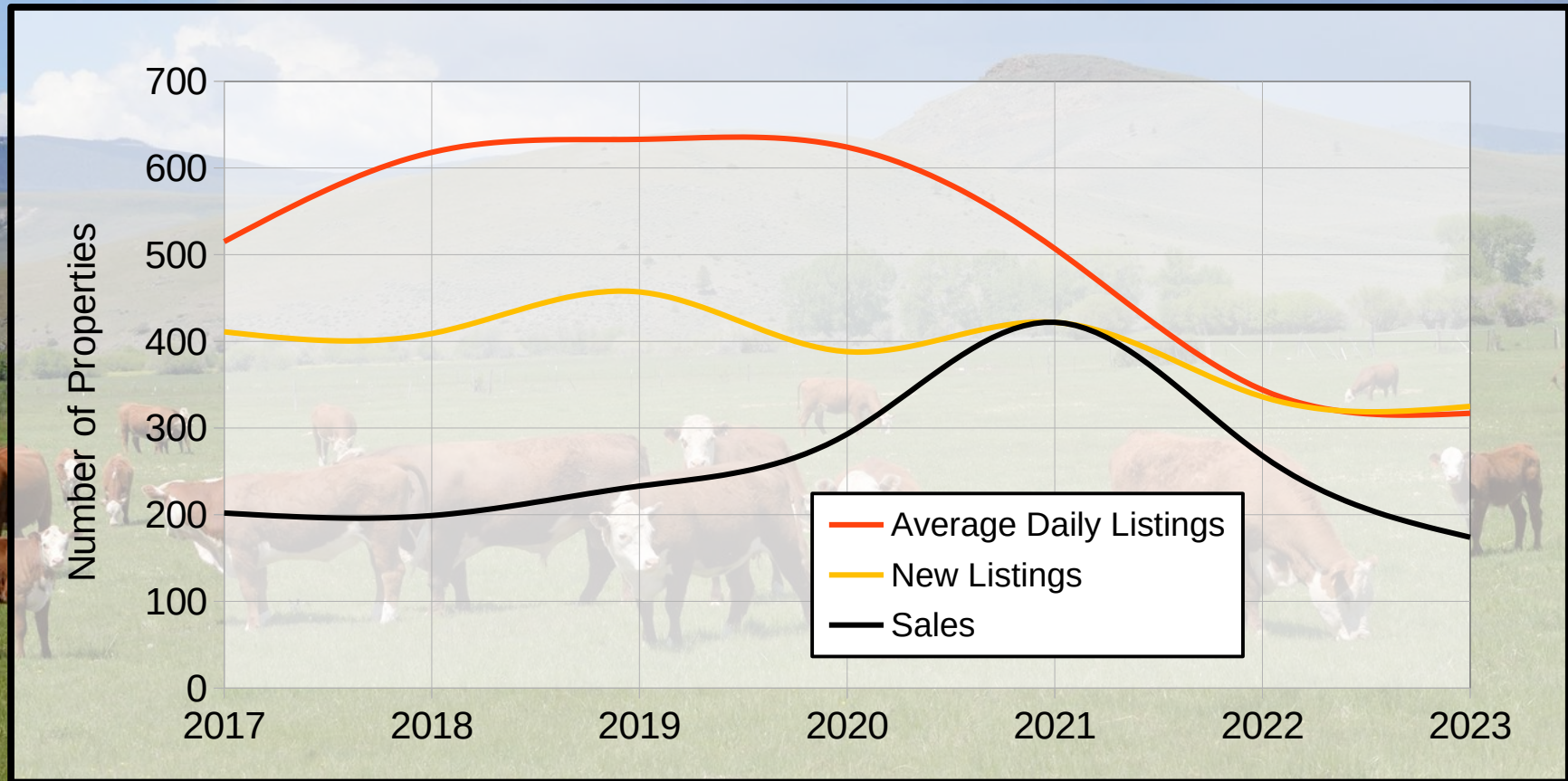






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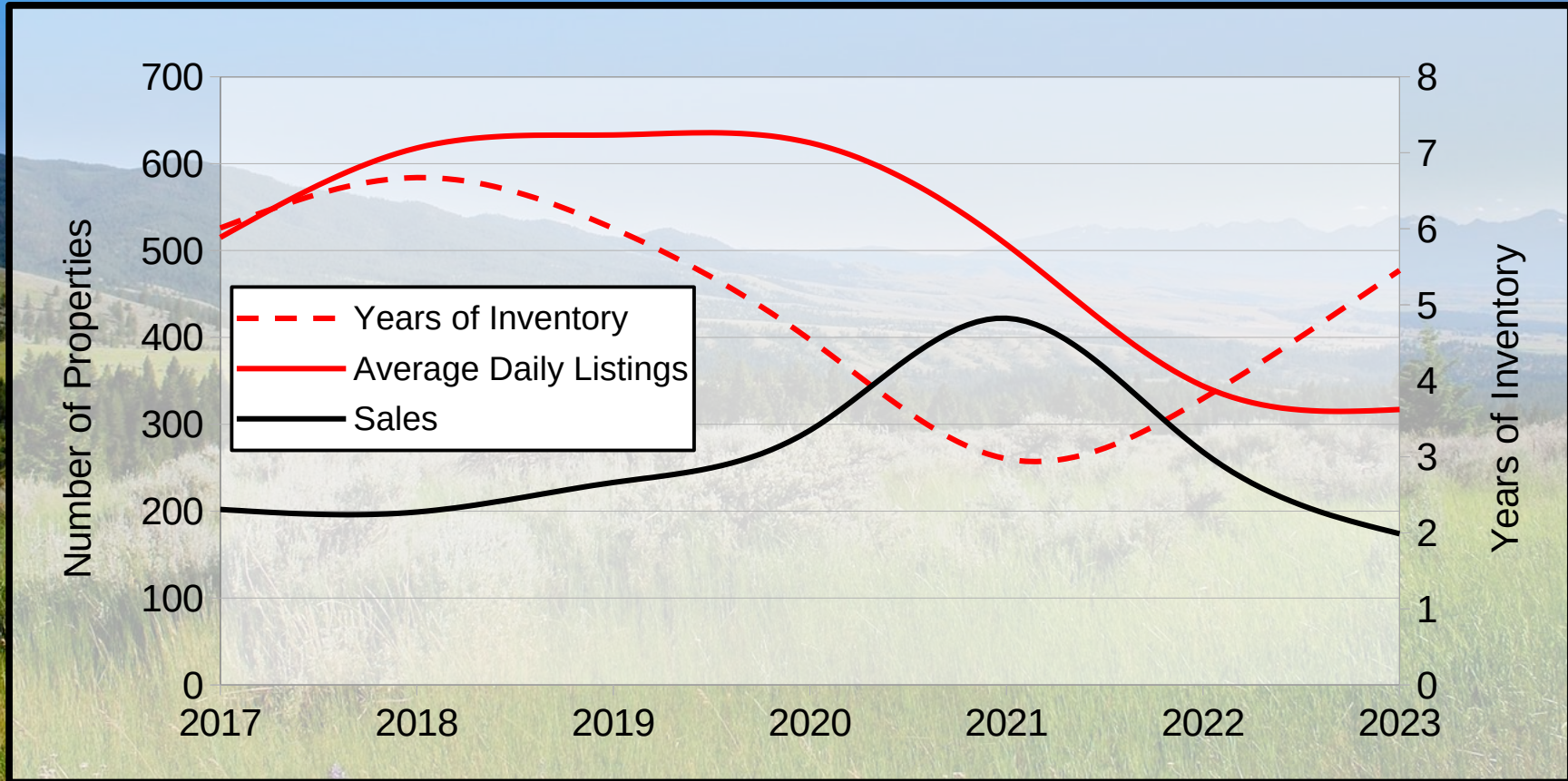
# Listings & Sales Volume







# Inventory

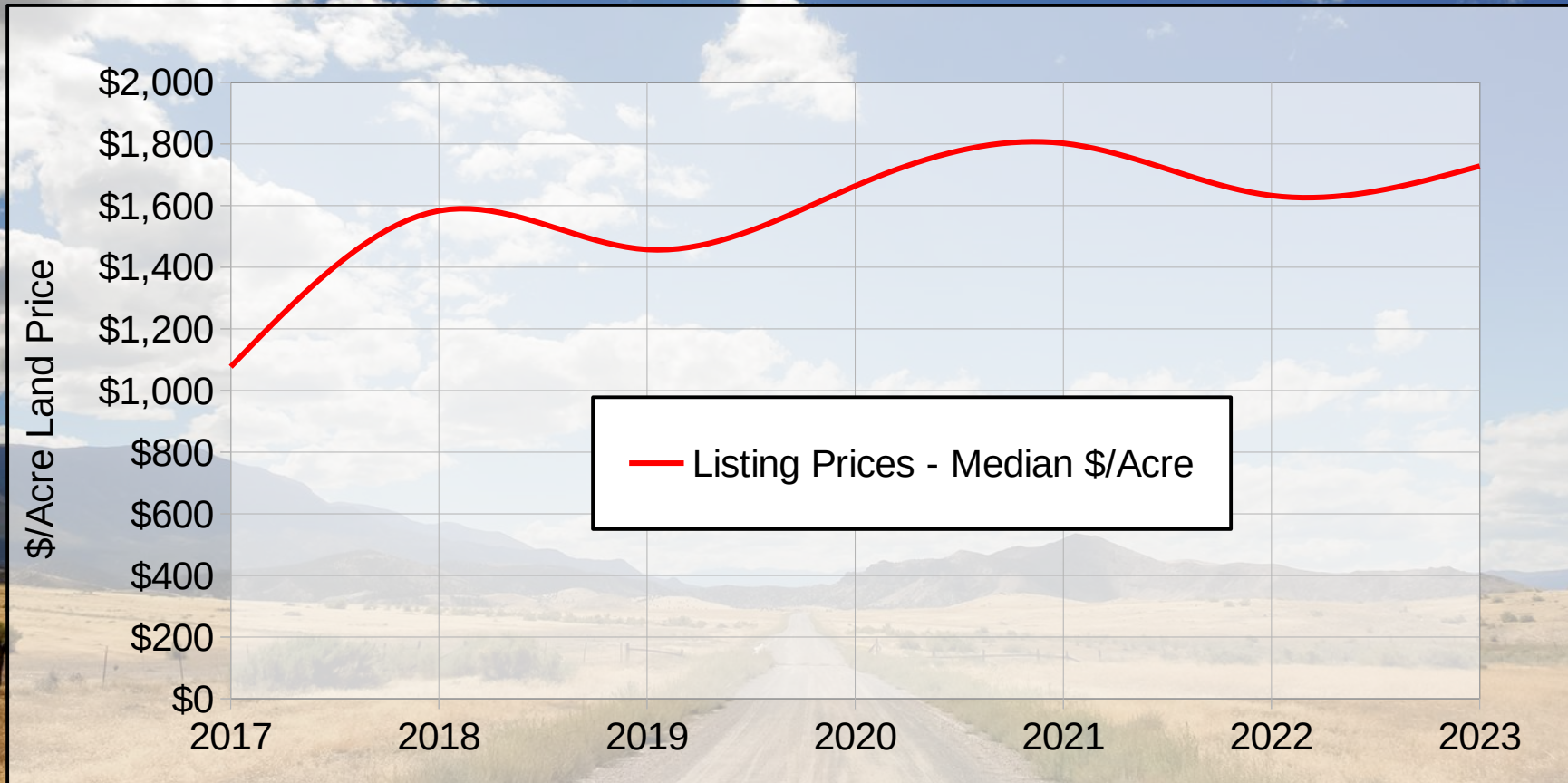






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# Listing Prices over Time

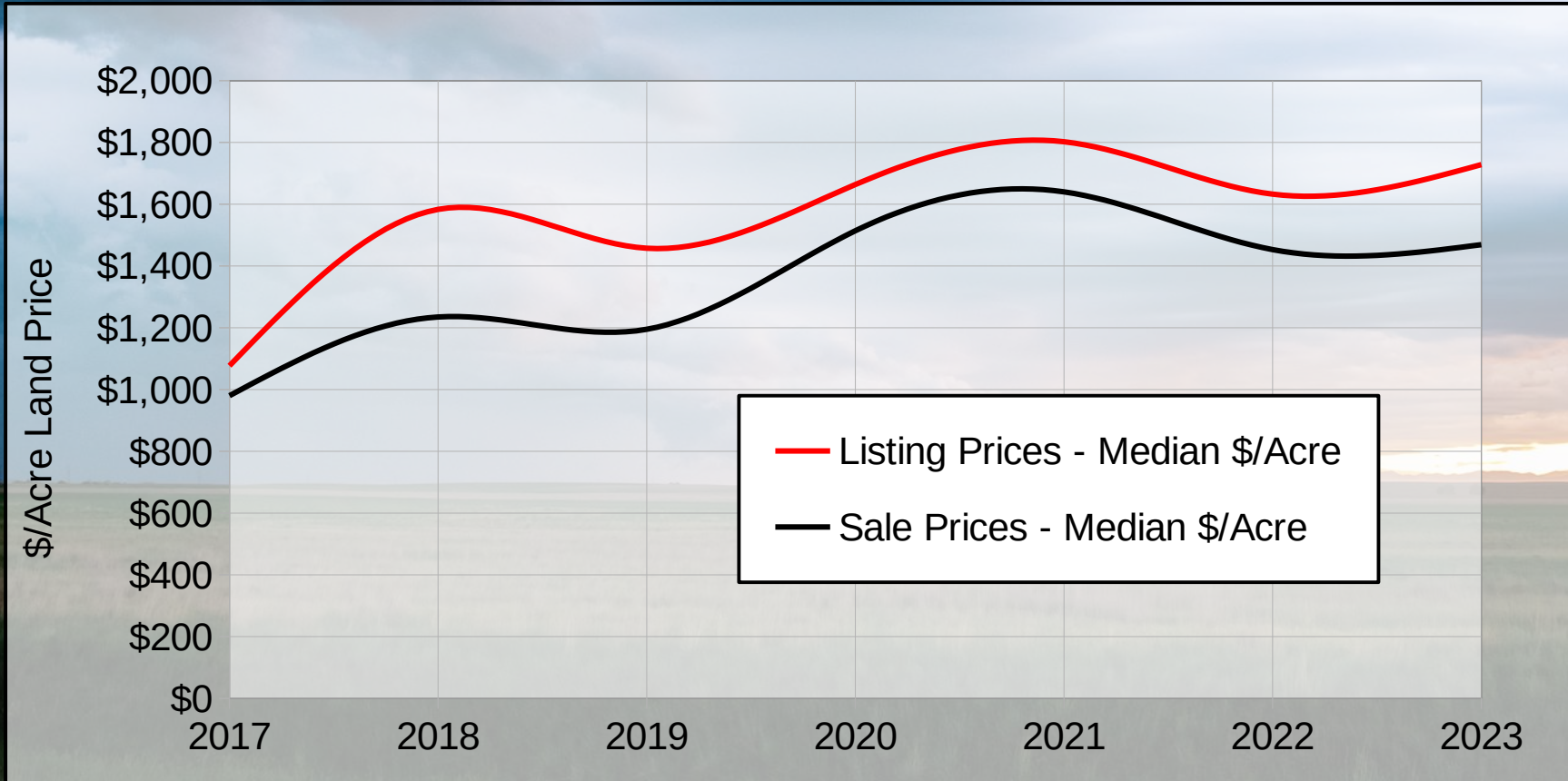






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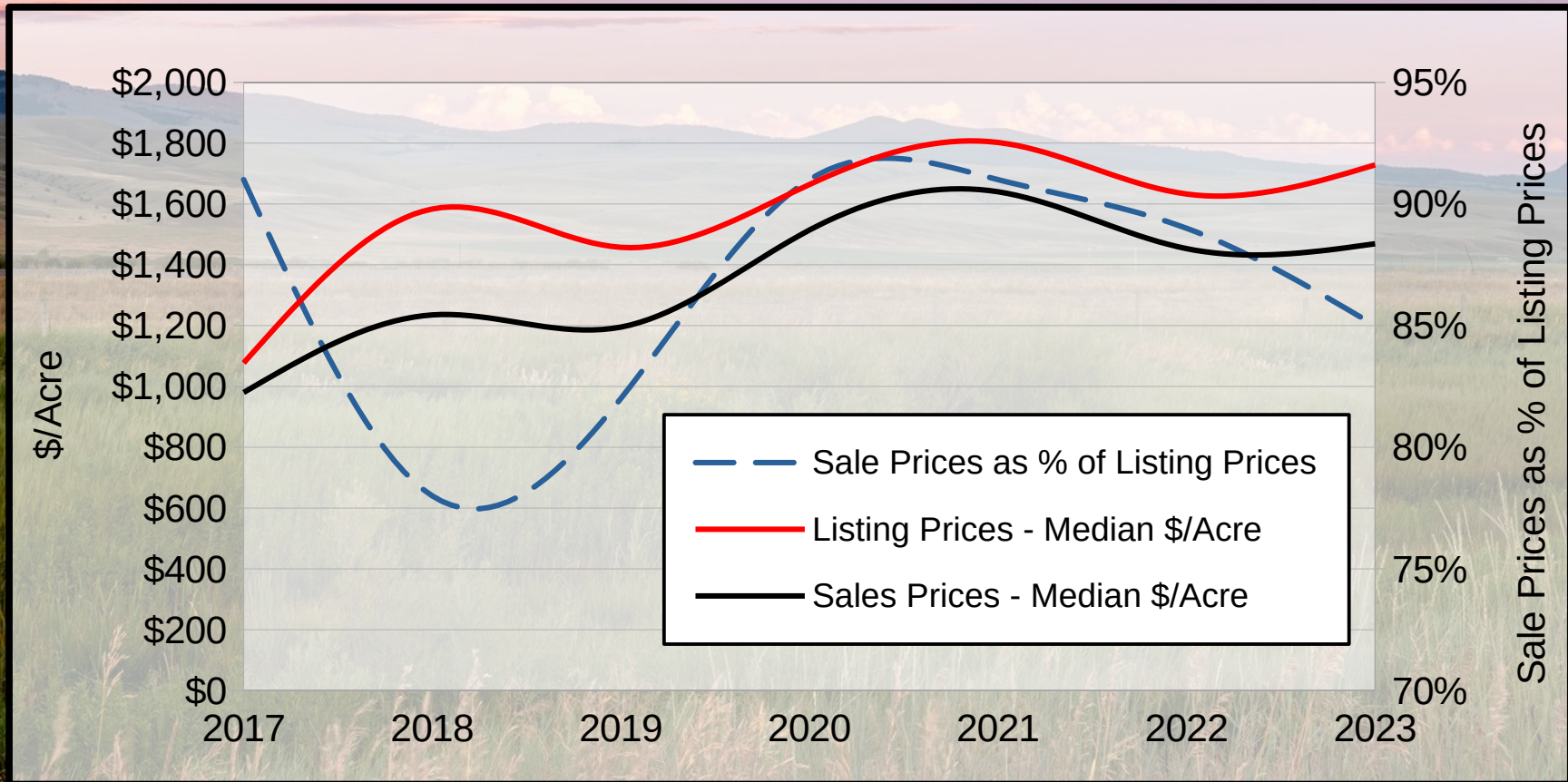
# Listing & Sale Prices







# Sale \$ as % of Listing \$

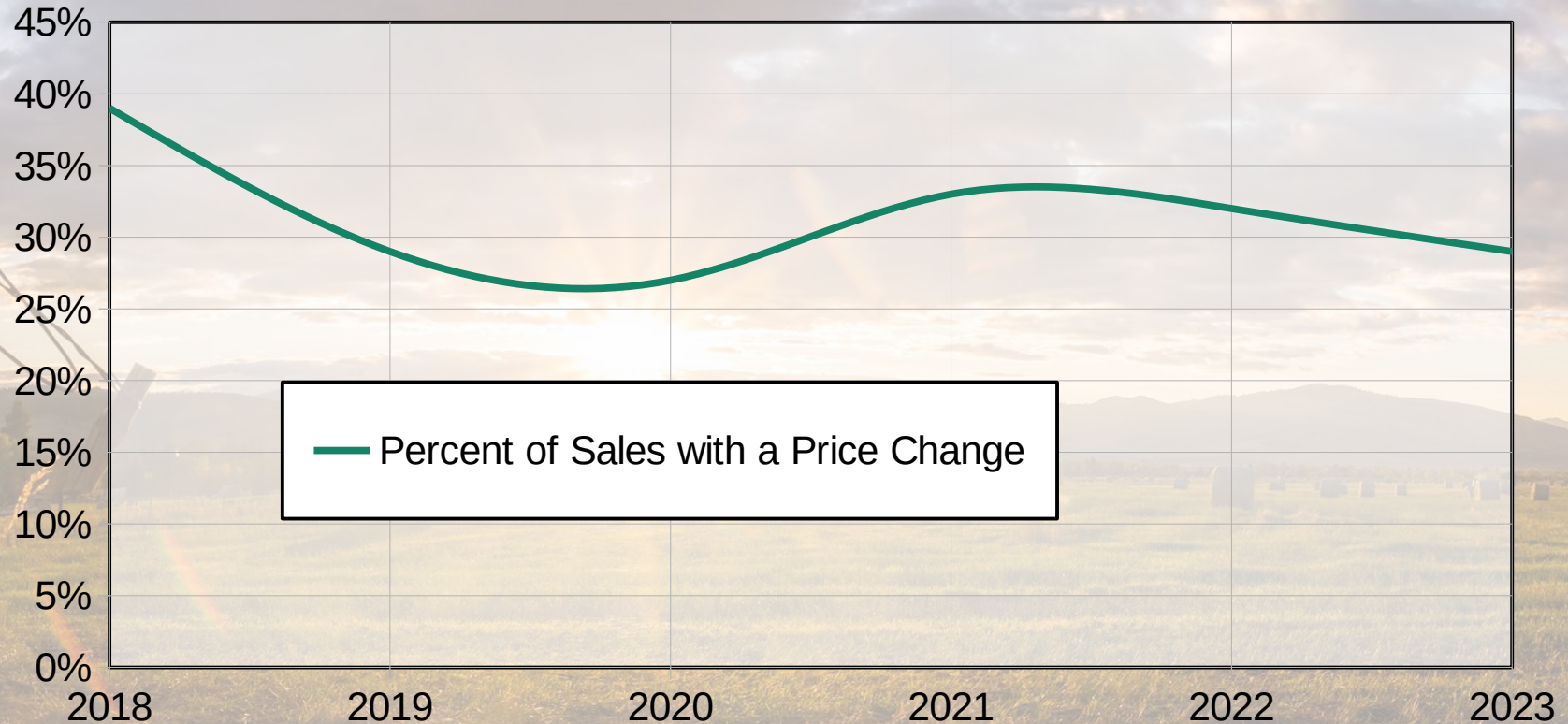






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# Price Changes

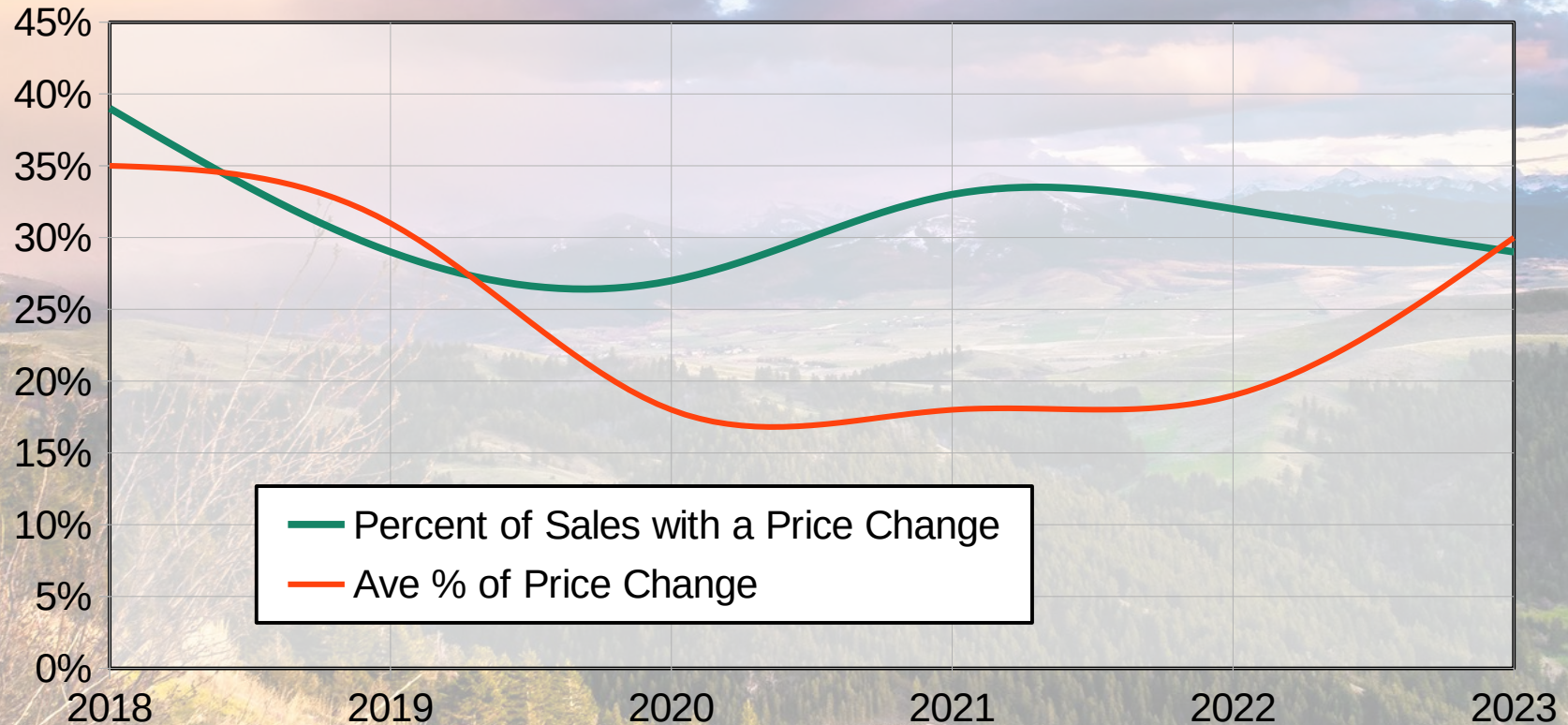






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# Price Changes







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## ?’s for 2024 and Beyond:

- New low-inventory normal?
- New low transaction volume normal?
- Land Values?





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