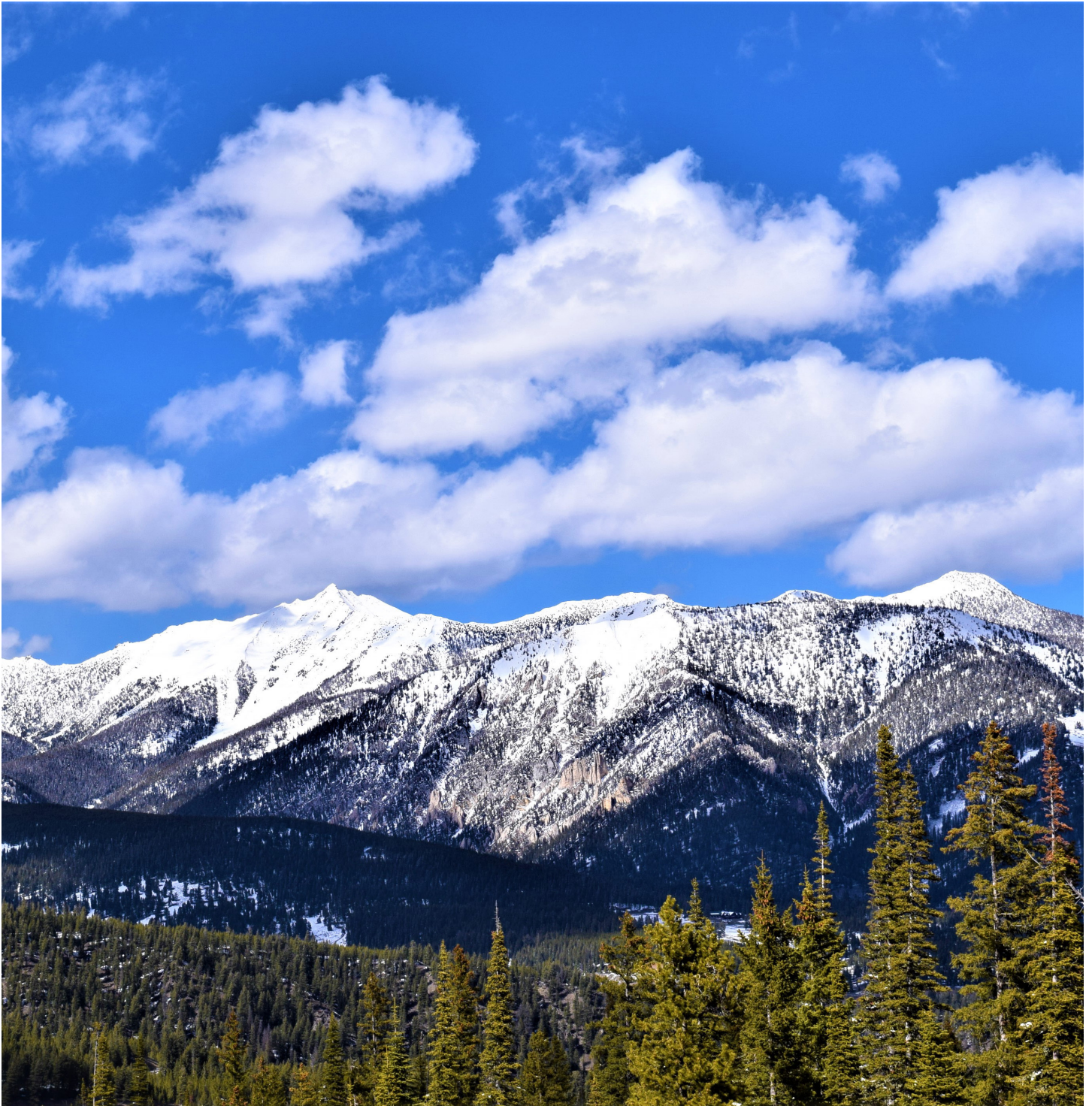


ANNUAL MARKET REPORT

——— 2021 • *Big Sky, Montana* ———



CHRISTIE'S
INTERNATIONAL REAL ESTATE



THANK YOU TO OUR CLIENTS





CONTENTS

- 02** Big Sky Real Estate Trends
- 04** Closed Transactions
- 05** Closed Sales: Moonlight Basin
- 06** Closed Sales: SPMC
- 07** Closed Sales: Mountain
- 08** Closed Sales: Meadow
- 09** Closed Sales: Canyon
- 10** Closed Sales by Neighborhood
- 12** Historical Active Listing Volume
- 13** Our Real Estate Professionals



PureWest

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The foregoing information was obtained from the Big Sky Country MLS and while deemed reliable is not guaranteed. Independent investigation before purchase is recommended. Price and availability are subject to change without notice. Statistics do not include Yellowstone Club sales.

2021 BIG SKY real estate trends



OUR TAKE ON THE MARKET

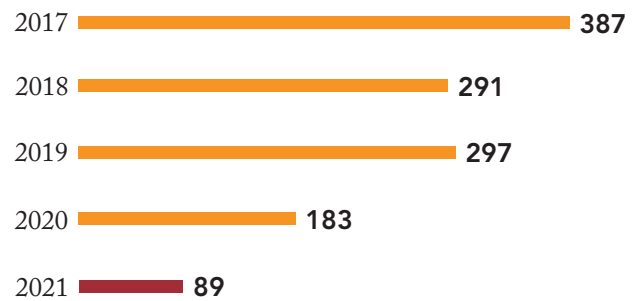
Big Sky saw another record-breaking year as people from all over the globe looked to obtain their slice of The Last Best Place. Inventory has remained low spurring continued price growth resulting in over \$900 million in annual sales volume. Land sales across all neighborhoods have seen a substantial uptick as more folks look to build with the lack of residential inventory. If you're thinking of selling your Big Sky property, now is the time! This is one of the strongest sellers' markets we've seen in years and we have buyers ready and waiting to buy. The numbers contained within this report speak for themselves but we are always here to answer any questions you may have.

*All statistics exclude Yellowstone Club and Commercial sales

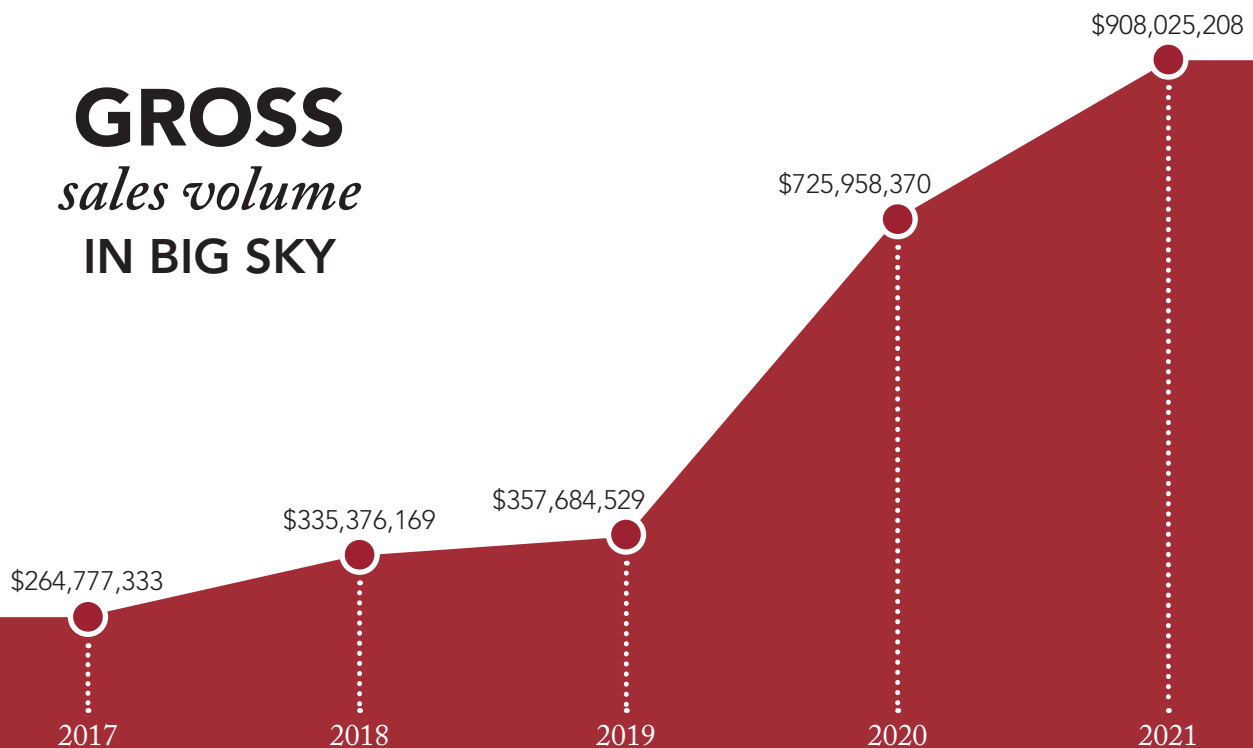
UNITS sold



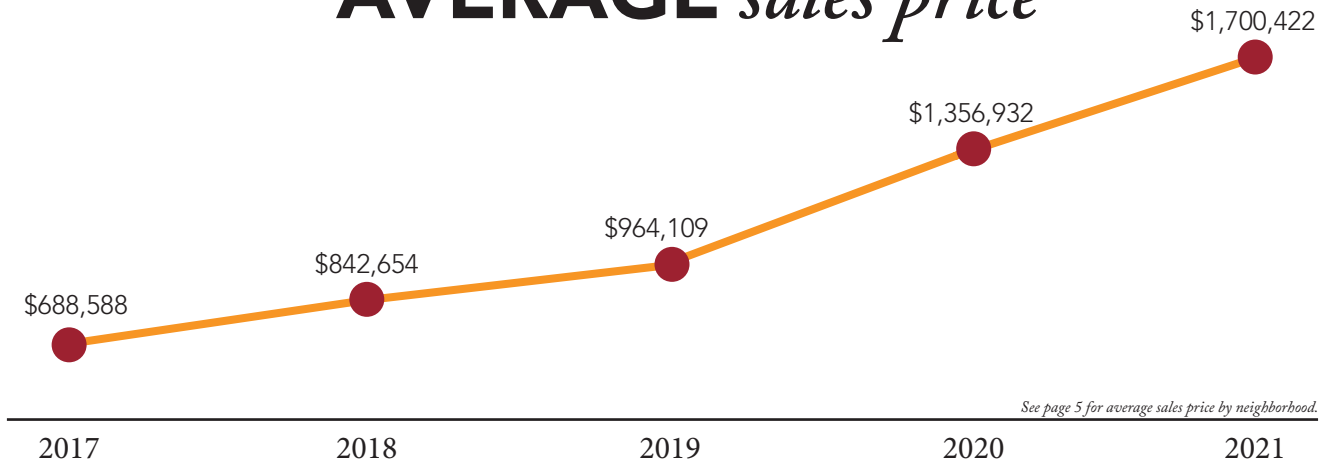
ACTIVE listings



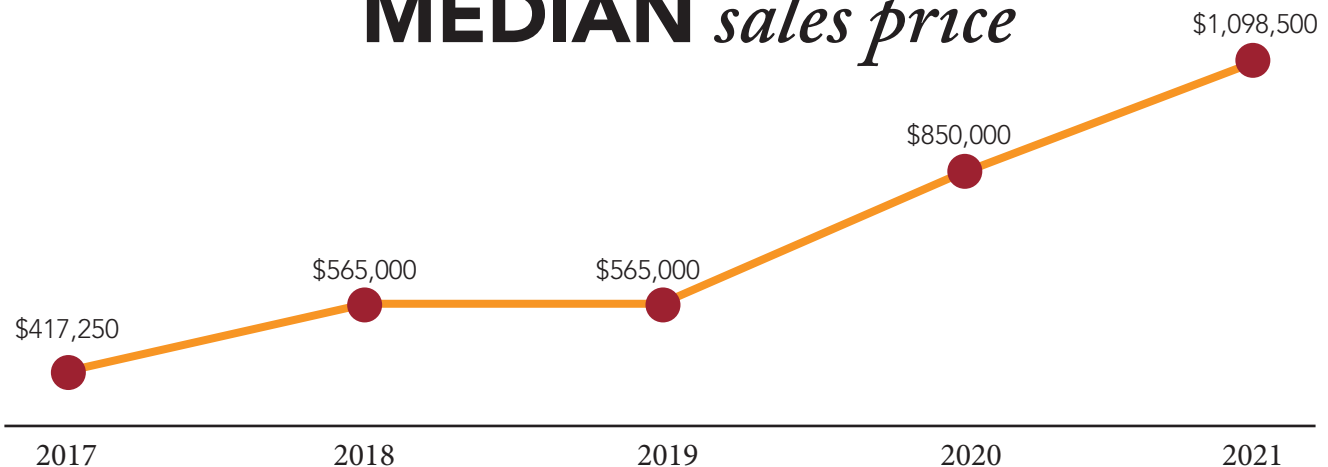
GROSS sales volume IN BIG SKY



AVERAGE *sales price*



MEDIAN *sales price*



AVERAGE *days on the market*

homes
**102
DAYS**

condos/townhomes
**147
DAYS**

land
**206
DAYS**

Neighborhoods of Big Sky

MOONLIGHT BASIN

The vacation community you will want to call home or your home away from home. With two gorgeous, private lodges and limitless recreational opportunities, Moonlight Basin is the ideal location for adventure-seekers and respite-searchers alike.

SPANISH PEAKS MOUNTAIN CLUB

Summertime golf access becomes winter ski access at the Spanish Peaks Mountain Club. This private ski and golf community offers you the perfect mountain lifestyle with endless amenities at the new, five-star Montage Hotel.

MOUNTAIN

Own on the Mountain and be at the beck and call of all things recreational. From hiking to skiing to mountain biking, the activities are abundant. In the summer take an expedition to the top of Lone Peak with the Big Sky Resort or, in the winter months, access their 5,800± acres of terrain by hopping on their newest lift, Swift Current 6 - the fastest six-person chairlift in North America.

MEADOW

If you love year-round Big Sky activities, the Meadow may be the perfect place for you. From the Gallatin River to the newly establish Len Park to the Big Sky Resort, endless activities are right outside your door. Make sure to check out the new community center, BASE, in Town Center opening this summer.

CANYON

Gallatin Canyon's defining feature is the magnificent Gallatin River. Scenic and tranquil yet offering many recreational activities, canyon area real estate speaks to those seeking the quintessential Montana property.

CLOSED
transactions

by price point

2% (4%) Under \$199,000

14% (18%) \$200,000 - \$399,000

12% (17%) \$400,000 - \$599,000

9% (9%) \$600,000 - \$799,000

11% (8%) \$800,000 - \$999,000

16% (14%) \$1,000,000 - \$1,499,000

11% (9%) \$1,500,000 - \$1,999,000

7% (9%) \$2,000,000 - \$2,999,999

7% (7%) \$3,000,000 - \$3,999,999

11% (5%) \$4,000,000 and Above

2020 percentages in parenthesis.

by neighborhood

14% (10%) Canyon

39% (39%) Meadow

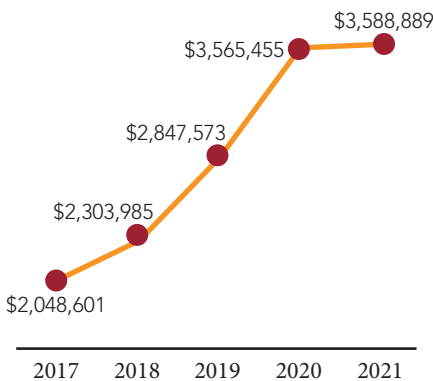
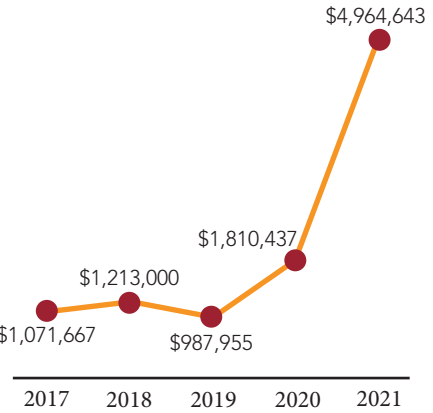
10% (13%) Spanish Peaks Mountain Club

10% (17%) Moonlight Basin

27% (21%) Mountain

2020 percentages in parenthesis.

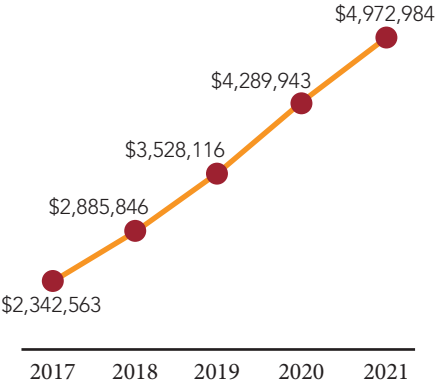
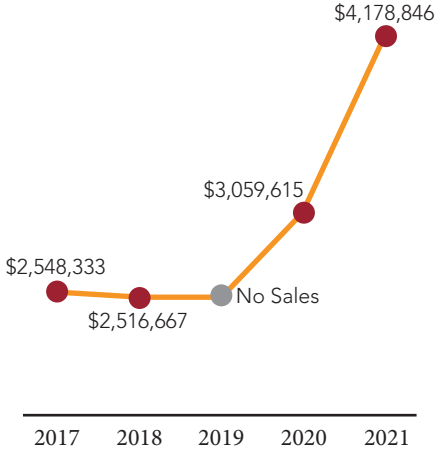
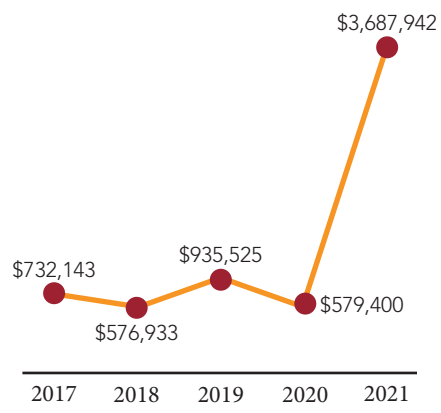
*All statistics have been taken from the Big Sky Country MLS and while deemed reliable, are not guaranteed.
**If you are currently working with another agent, this review is not intended to be a solicitation.

	AVERAGE SALES PRICE	MEDIAN SALES PRICE	NUMBER OF TRANSACTIONS	SALES VOLUME	PPSF OR PPA
HOMES	 \$2,048,601 \$2,303,985 \$2,847,573 \$3,565,455 \$3,588,889 2017 2018 2019 2020 2021	\$3,175,000 (\$2,637,500)	9 (22)	\$32,300,000 (\$78,440,000)	\$1,247.61 (\$954.86)
CONDOS/TOWNHOMES	 \$1,264,961 \$1,047,798 \$1,900,333 \$2,147,251 \$2,712,281 2017 2018 2019 2020 2021	\$2,778,240 (\$2,012,500)	32 (50)	\$86,793,800 (\$107,362,539)	\$1,429.94 (\$859.42)
LAND	 \$1,071,667 \$1,213,000 \$987,955 \$1,810,437 \$4,964,643 2017 2018 2019 2020 2021	\$3,850,000 (\$1,150,000)	14 (17)	\$69,505,000 (\$30,777,252)	\$1,543,000 (\$779,148)

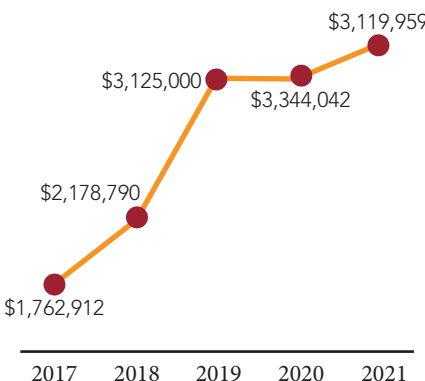
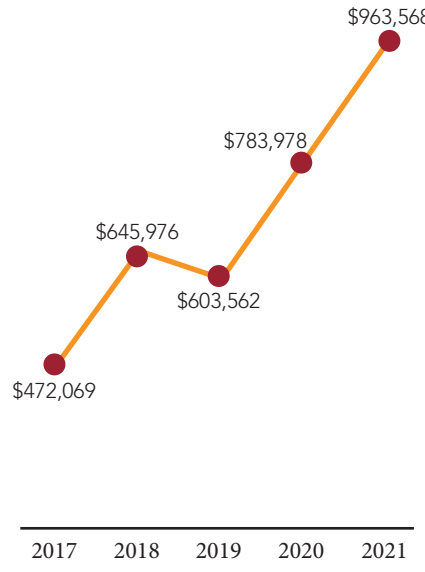
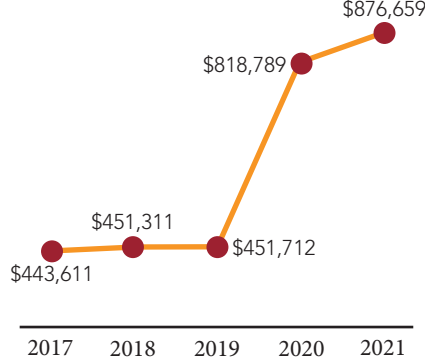
2020 percentages in parenthesis.

SPANISH PEAKS

mountain club

	AVERAGE SALES PRICE	MEDIAN SALES PRICE	NUMBER OF TRANSACTIONS	SALES VOLUME	PPSF OR PPA
HOMES	 \$2,342,563 \$2,885,846 \$3,528,116 \$4,289,943 \$4,972,984 2017 2018 2019 2020 2021	\$4,475,000 (\$3,927,500)	16 (26)	\$79,567,750 (\$111,538,522)	\$1,166.37 (\$1,000.68)
CONDOS/TOWNHOMES	 \$2,548,333 \$2,516,667 No Sales \$3,059,615 \$4,178,846 2017 2018 2019 2020 2021	\$4,150,000 (\$2,850,000)	13 (13)	\$54,325,000 (\$39,775,000)	\$1,023.09 (\$944.32)
LAND	 \$732,143 \$576,933 \$935,525 \$579,400 \$3,687,942 2017 2018 2019 2020 2021	\$2,099,500 (\$583,000)	26 (25)	\$95,886,500 (\$32,255,000)	\$724,646 (\$306,682)

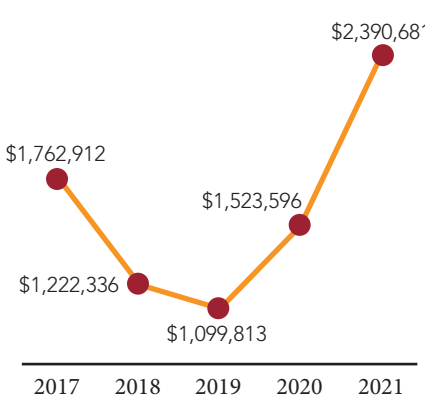
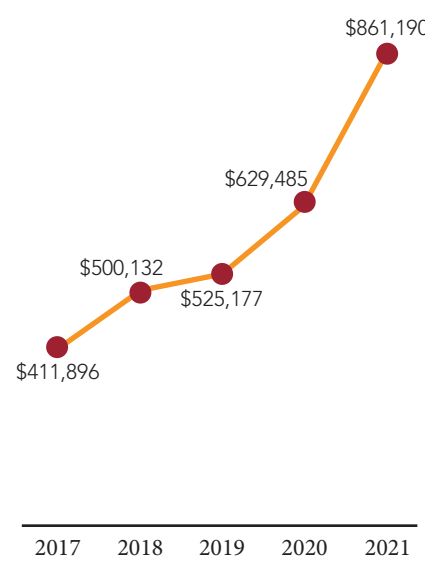
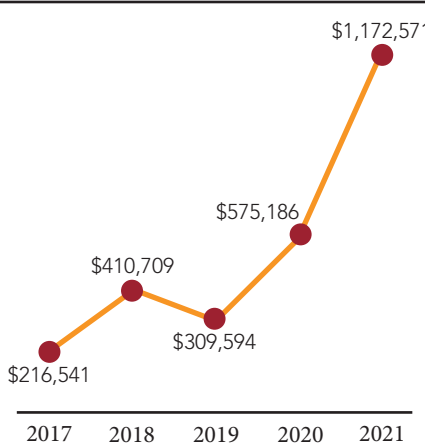
2020 percentages in parenthesis.

	AVERAGE SALES PRICE	MEDIAN SALES PRICE	NUMBER OF TRANSACTIONS	SALES VOLUME	PPSF OR PPA
HOMES	 2017 2018 2019 2020 2021	\$3,049,500 (\$2,750,000)	12 (13)	\$40,128,499 (\$37,439,512)	\$749.02 (\$609.45)
CONDOS/TOWNHOMES	 2017 2018 2019 2020 2021	\$690,000 (\$485,000)	101 (82)	\$97,320,333 (\$62,547,245)	\$629.38 (\$459.29)
LAND	 2017 2018 2019 2020 2021	\$685,000 (\$625,000)	29 (19)	\$25,423,100 (\$15,557,000)	\$601,280 (\$821,895)

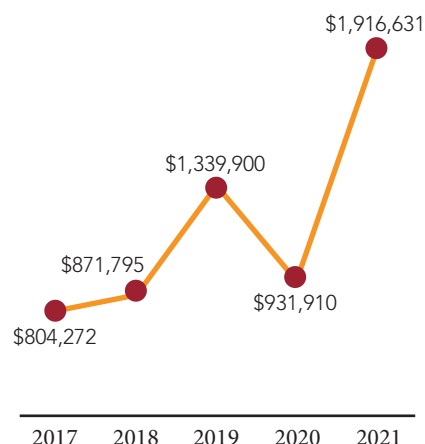
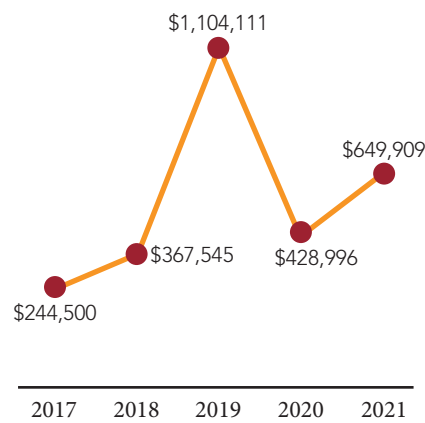
2020 percentages in parenthesis.

MEADOW

village

	AVERAGE SALES PRICE	MEDIAN SALES PRICE	NUMBER OF TRANSACTIONS	SALES VOLUME	PPSF OR PPA
HOMES	 2017 2018 2019 2020 2021	\$1,800,000 (\$1,275,000)	27 (53)	\$64,545,700 (\$80,750,607)	\$657.54 (\$431.94)
CONDOS/TOWNHOMES	 2017 2018 2019 2020 2021	\$810,000 (\$560,000)	130 (101)	\$111,954,751 (\$63,577,950)	\$460.38 (\$334.55)
LAND	 2017 2018 2019 2020 2021	\$700,000 (\$360,000)	42 (43)	\$49,248,000 (\$24,733,000)	\$470,254 (\$491,213)

2020 percentages in parenthesis.

	AVERAGE SALES PRICE	MEDIAN SALES PRICE	NUMBER OF TRANSACTIONS	SALES VOLUME	PPSF OR PPA
HOMES	 \$804,272 \$871,795 \$1,339,900 \$931,910 \$1,916,631 2017 2018 2019 2020 2021	\$1,350,000 (\$967,500)	31 (24)	\$59,415,575 (\$22,365,845)	\$563.42 (\$340.73)
LAND	 \$244,500 \$367,545 \$1,104,111 \$428,996 \$649,909 2017 2018 2019 2020 2021	\$601,500 (\$425,000)	44 (28)	\$28,596,000 (\$12,011,900)	\$139,815 (\$72,573)

2020 percentages in parenthesis.

CLOSED
SALES *by*
neighborhood
call for pricing

MOONLIGHT
BASIN

HOMES

Alpine Chalets: 1
Cowboy Heaven Cabins: 1
Moonlight Mountain Homes: 5
Ulery's Lakes: 2

SPANISH PEAKS
MOUNTAIN CLUB

Elkridge: 2
Highlands: 10
Ranches: 1
Wildridge: 2
Wilderness Ridge: 1

MOUNTAIN

Beehive: 1
Summit View: 1
Whipple Minor: 1
Cascade: 9

MEADOW

Antler Ridge: 5	Northfork: 1
Aspen Groves: 1	Ousel Falls: 1
Big Pine: 1	Pinewood Hills: 1
Gallatin Highlands: 1	South Fork: 4
Meadow Village: 9	Sweetgrass Hills: 1
Moondance: 1	Westfork: 1

CANYON

Beavercreek: 1	Misc. Canyon Homes: 11
Blackfoot Hills: 2	Parkview West: 1
Buck Ridge Ranch: 2	Porcupine Park: 1
Cliff Manor: 1	Rainbow Ranch: 1
Dudley Creek: 1	Ramshorn Estates: 4
Forest Service Cabins: 2	Riverview Ranch: 1
Karst: 1	Towering Pines: 1

CONDOS/TOWNHOMES

Gateway: 1
 Lake Lodge: 16
 Lakeview Townhomes: 1
 Lodgeside: 3
 Saddle Ridge: 7
 Ulery's Lakes Cabins: 4

Homestead Cabins: 1
 Inspiration Point: 12

Alpenglow: 5	Pinnacles: 1
Arrowhead: 1	Mountain Lakes: 8
Beaverhead: 8	Powder Ridge: 7
Black Eagle: 1	Shoshone: 10
Cascade Ridge: 1	Skycrest: 4
Cedar Creek: 5	Stillwater: 2
Hill: 15	Summit Hotel: 14
Lone Moose Meadows: 2	Village Center: 8
The Lodges at Elkhorn Creek: 9	

MEADOW VILLAGE

45° North: 2	Glacier: 5
Aspen Court: 2	Grey Wolf: 2
Blue Grouse: 2	Hidden Village: 18
Broadwater: 1	Jefferson Building: 1
Brownstone Condos: 1	Lone Peak Townhomes: 1
Copper John: 13	Madison Court: 1
Cottonwood Crossing: 2	MeadowView: 29
Crail Ranch: 2	Moose Ridge: 1
Deer Run: 6	Park: 1
Elevation 6000: 2	Pines: 4
Essentia: 2	Silverbow: 1
The Fairways: 2	Spanish Peaks Club Condos: 4
Firelight Chalets: 9	Tamarack: 1
Firelight Condos: 8	Under Par: 3
Gallatin Building: 1	Yellowstone: 2

LAND

Cowboy Heaven: 3
 Crimmins Ranch: 1
 Moonlight Territory: 3
 Overlook: 4
 Timber Ridge: 1
 Ulery's Lakes: 2

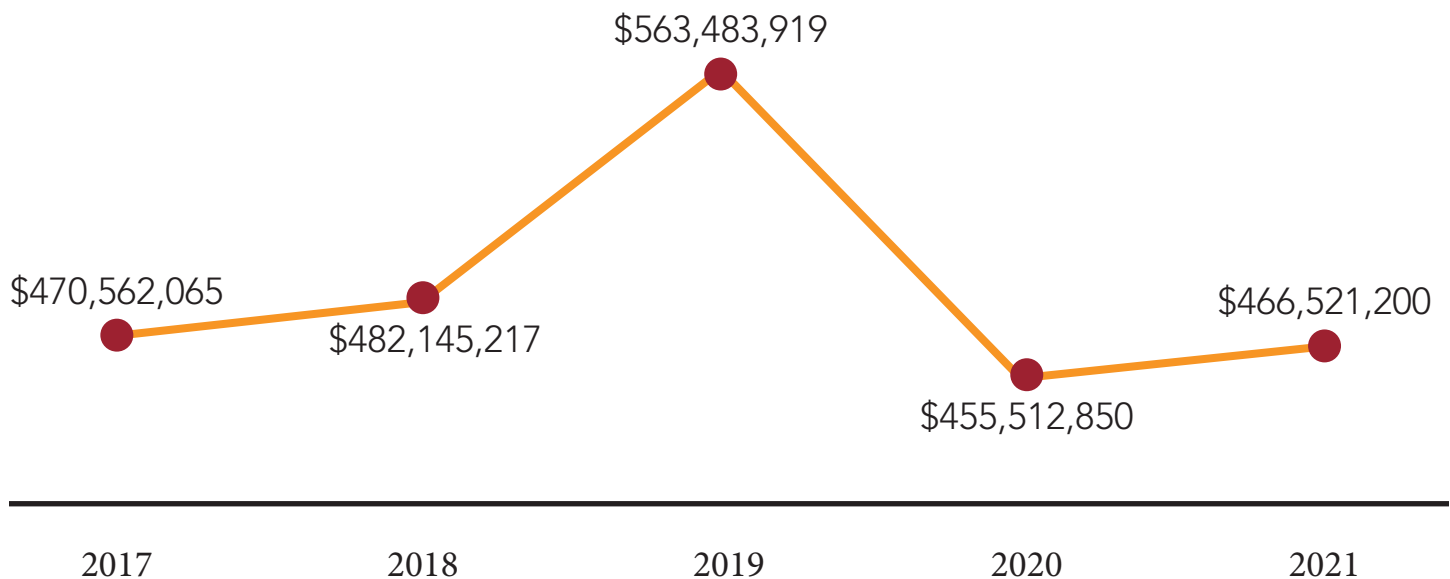
Elk Ridge: 2
 Gallatin Preserve: 7
 Ranches: 4
 Ski Tip Glade: 2
 Spring Creek: 2
 Wildridge: 4
 Wilderness Ridge: 5

Beehive: 5
 Cascade: 15
 Ciel Drive: 2
 Montana Club: 4
 Summit View: 3
 Whipple Minor: 1

Antler Ridge: 5	Northfork: 2
Aspen Groves: 2	Northfork Creek: 1
Big Pine: 1	Ousel Falls: 3
Blue Grouse: 1	Skywood Preserve: 2
Grey Drake: 2	South Fork:
Lost Trails: 1	Spanish Peaks North: 1
Meadow Village: 5	Sweetgrass Hills: 3
Misc. Meadow Land: 5	Yellow Mountain: 3
Moondance: 3	

Bear Paw Ponds: 1	Dudley Creek: 1
Beavercreek: 6	Elk Ridge Ranch: 1
Beavercreek South: 1	Karst: 1
Beavercreek West: 1	Misc. Canyon Land: 8
Big EZ: 4	Porcupine Park: 3
Blackfoot Hills: 5	Ramshorn Estates: 3
Buck Ridge Ranch: 8	Riverview Ranch: 1
Danza Estates: 1	

HISTORICAL *active listing volume*



The average sales price of land in Moonlight Basin, Spanish Peaks Mountain Club, and the Meadow Village all **more than doubled** in the past year!

2021
list to sold
100%

YOUR TRUSTED EXPERTS FOR *Big Sky* REAL ESTATE.



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CHRISTIE'S
INTERNATIONAL REAL ESTATE



LOCATIONS

Town Center
88 Ousel Falls Road, Suite B
Big Sky, MT 59716

Big Sky Resort
The Exchange
(Formerly the Mountain Mall)

406.995.4009

www.bigskypurewest.com