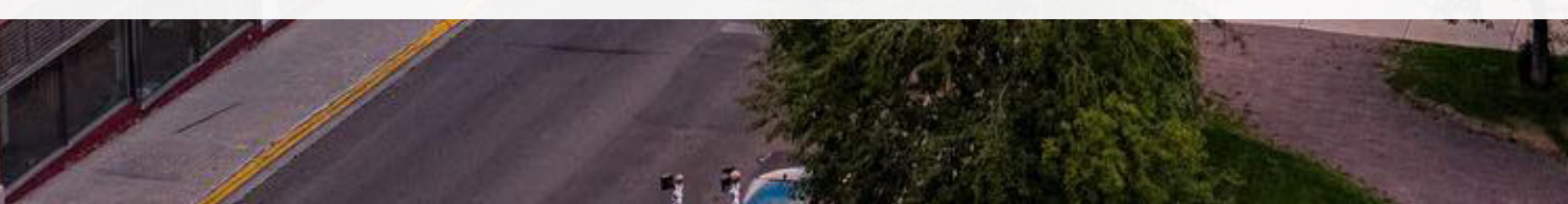




**COLDWELL BANKER**  
MOUNTAINSIDE  
REALTY

2024 Q3

# REAL ESTATE **NEWSLETTER**







**HEIDI LAGERQUIST**  
BROKER, OWNER

406.431.5413 | heidi@cbmountainside.com

**WELCOMING HEIDI  
TO OWNERSHIP**

Helena is my hometown and I am proud to call this community my foundation! As a Carroll College graduate I started my teaching career and adored working with my little “clients” and their families. After 20 years of teaching, I wanted to start a second career. This change happened when I realized that I would love to nurture relationships with families in our community in a different way. Helping clients transition into a new phase in their lives is a profound experience. I am honored to walk through this process, and to stay connected to clients beyond their real estate venture. You might be downsizing, investing, buying your dream home, or just entering a new phase in your life and need a change. No matter what that looks like for you, I look forward to sharing this transition into the next phase of your life with a feeling of excitement for what is to come next!



**TYLER WARNE**  
BROKER, OWNER

406.465.9936 | tyler@cbcmt.com

Tyler Warne is a Montana native that calls Helena his home. He loves the outdoors and the lifestyle that comes with this great state. He has a passion for investments, from residential to commercial, and believes he can help anyone find an investment that exceeds their goals. His investing experience is crucial in helping buyers and sellers navigate the actual returns they can expect in the market.



**JOSH AHMANN**  
BROKER

(406) 461-0466  
josh@cbmountainside.com



**JAKE DOUBEK**  
AGENT

(406) 465-5506  
jake@cbmountainside.com



**LAURIE EVANS**  
AGENT

(406) 781-0504  
laurie@cbmountainside.com



**SARAH GEBHARDT**  
BROKER

(406) 551-3629  
sarah@cbmountainside.com



**CAMERON HAHN**  
AGENT

(406) 219-1248  
cam@cbmountainside.com



**MARY HULSE**  
AGENT

(406) 459-7433  
mary@cbmountainside.com



**JACOB KNIGHT**  
AGENT

(406) 438-7572  
jake@jakeknightrealestate.com



**JOSHUA KOFFLER**  
BROKER

(406) 589-3110  
joshuak@cbmountainside.com



**ERICKA KUSER**  
AGENT

(406) 422-2140  
ericka@cbmountainside.com





**DANYELLE LOWRY**  
AGENT

(406) 459-3114  
dany@cbmountainside.com



**ASHLEY LUCAS**  
BROKER

(406) 880-1512  
ashley@cbmountainside.com



**CASSIE PARR**  
BROKER

(406) 422-9621  
cassie@cbmountainside.com



**KEVIN REED**  
AGENT

(406) 438-2927  
kevin@cbmountainside.com



**JEFF SWINGLEY**  
BROKER

(406) 461-0852  
jswingley@cbmountainside.com



**SAMANTHA YEARRY**  
AGENT

(406) 202-4022  
sam@cbmountainside.com



**GREG ZELLER**  
BROKER

(406) 439-2939  
zman@cbmountainside.com

**REACH OUT**

GIVE US A CALL  
(406) 442-1578

STOP BY OUR OFFICE  
55 W 14th St  
Suite 103  
Helena, MT 59601





2024

# REAL ESTATE NEWSLETTER

## 2024 HELENA AREA MARKET STATS

MONTH	MEDIAN SALES PRICE	HOMES FOR SALE	AVERAGE DAYS ON MARKET	MEDIAN PRICE PER SQ FT
JANUARY	\$425,680	144	93	\$239
FEBRUARY	\$449,000	154	82	\$258
MARCH	\$480,000	143	78	\$285
APRIL	\$461,900	172	81	\$268
MAY	\$475,000	202	77	\$273
JUNE	\$459,900	268	63	\$270
JULY	\$435,000	362	56	\$268

Lewis and Clark County Area MLS Stats, All Property Types. Between 1/1/2024 and 8/1/2024

## YEAR OVER YEAR COMPARISON

YEAR	MEDIAN SALES PRICE	HOMES FOR SALE	AVERAGE DAYS ON MARKET	MEDIAN PRICE PER SQ FT
2022	\$413,900	93	68	\$17
2023	\$429,700	141	65	\$237
2024 (Jan - July)	\$448,000	181	68	\$264

Lewis and Clark County Area MLS Stats, All Property Types. Between 1/1/2022 and 8/1/2024





## HELENA MONTANA REAL ESTATE MARKET

The real estate market in Helena, Montana, reflects a balance between the charm of a small city and the appeal of the great outdoors. Situated in the picturesque Rocky Mountains, Helena offers a blend of historical architecture, outdoor recreational opportunities, and a strong sense of community, all of which influence its real estate dynamics.

### MARKET TRENDS AND PROPERTY TYPES:

Helena's real estate market typically features a variety of property types catering to different preferences. Single-family homes are prevalent, ranging from historic residences in the downtown area to newer developments in suburban neighborhoods. Condominiums and townhouses also provide options for those seeking low-maintenance living or investment opportunities.

In recent years, Helena has experienced a stable real estate market with moderate price appreciation. While not as volatile as some larger metropolitan areas, demand for homes in Helena remains steady due to its quality of life, outdoor amenities, and the relative affordability compared to larger cities.

### ECONOMIC AND DEMOGRAPHIC INFLUENCES:

Economically, Helena benefits from a diverse base including government employment, healthcare, education, and tourism. The presence of state government offices and agencies contributes to a stable employment sector. Additionally, Helena's appeal to retirees and telecommuters seeking a quieter lifestyle amidst natural beauty has bolstered its real estate market.

Demographically, Helena attracts a mix of families, retirees, and outdoor enthusiasts. Its population growth has been gradual, supporting a sustainable real estate market without the rapid fluctuations seen in larger urban centers.





### LOCAL AMENITIES AND ATTRACTIONS:

Helena's real estate attractiveness is bolstered by its rich amenities. The city boasts extensive outdoor recreation opportunities, including hiking, fishing, skiing, and biking. Helena National Forest and nearby lakes offer year-round activities that appeal to both residents and visitors.

Culturally, Helena's downtown area features historic buildings, a vibrant local arts scene, locally owned businesses, well loved and new restaurants, bars, breweries and more. The community values its historical heritage, reflected in well-preserved neighborhoods and architectural diversity.

### CHALLENGES AND OPPORTUNITIES:

Despite its appeal, Helena faces challenges common to many small cities, such as limited housing inventory in certain price ranges and potential infrastructure needs. However, these challenges present opportunities for developers and investors looking to meet the demand for diverse housing options or improve existing infrastructure.

### REGULATORY ENVIRONMENT AND FUTURE OUTLOOK:

Helena's regulatory environment focuses on sustainable growth and preserving its natural surroundings. Zoning regulations aim to maintain the city's character while accommodating new development.

Looking forward, Helena's real estate market is poised for continued stability and gradual growth. The city's quality of life, outdoor recreational opportunities, and strong community spirit will likely attract newcomers seeking a balanced lifestyle in the heart of Montana's natural beauty.

In summary, Helena, Montana's real estate market reflects a blend of historical charm, outdoor adventure, and community values that contribute to its enduring appeal and steady market conditions.



by  
**MOUNTAINSIDE**  
STAFF



## SIMPLE STEPS FOR A GREENER HOME LIFESTYLE

Ready to channel your inner eco-warrior? Give your home lifestyle a green makeover with a few simple tweaks and turn your humble abode into a sustainability superstar. Set the Tone With Lighting. To begin transforming your home to a green lifestyle, start by examining the way your home is lit. Embrace natural light whenever possible by adding curtains that let you control the brightness. And when it comes to light bulbs, switch to energy-efficient LEDs...

[READ FULL ARTICLE](#)

[www.cbmountainside.com/2024/07/18/simple-steps-for-a-greener-home-lifestyle](http://www.cbmountainside.com/2024/07/18/simple-steps-for-a-greener-home-lifestyle)

## WHAT IS AN HOA?

It's important to learn more about the neighborhood HOA, such as annual dues, community amenities, and restrictions when looking to buy a new home. The goal of the HOA is to help maintain home values and the overall aesthetics of a neighborhood. When looking for a house, many buyers tend to take into account costs associated with owning...

[READ FULL ARTICLE](#)

[www.cbmountainside.com/2024/07/01/what-is-an-hoa](http://www.cbmountainside.com/2024/07/01/what-is-an-hoa)

## A BUYER'S AGENT CAN HELP YOU FIND YOUR DREAM HOME

Finding your dream home in today's market needs to go beyond casual searches, checking out a few open houses and hoping for the best. You need a buyer's agent – a real estate professional focused on your wants and requirements. They can bring a wealth of experience and resources that can be game-changing...

[READ FULL ARTICLE](#)

[www.cbmountainside.com/2024/07/31/a-buyers-agent-can-help-you-find-your-dream-home](http://www.cbmountainside.com/2024/07/31/a-buyers-agent-can-help-you-find-your-dream-home)





# OUR LISTINGS

Active properties listed on MLS as of 8/26/2024.  
Please view our website for the most accurate property information.



**867 Antares  
HELENA, MT**

\$419,000  
3 BEDS | 2 BATHS  
1,776 SQFT

listed by  
**ASHLEY LUCAS**



**204 Kinross Court  
EAST HELENA, MT**

\$469,000  
3 BEDS | 3 BATHS  
1,754 SQFT

listed by  
**CAMERON HAHN**



**4855 Iron Horse Rd  
HELENA, MT**

\$719,900  
4 BEDS | 2 BATHS  
2,160 SQFT | 13.23 AC

listed by  
**SARAH GEBHARDT**



**2113 9th Avenue  
HELENA, MT**

\$519,000  
4 BEDS | 2 BATHS  
2,160 SQFT

listed by  
**ASHLEY LUCAS**



**4855/4861 Iron Horse Rd  
HELENA, MT**

\$1,050,000  
4 BEDS | 2 BATHS  
2,160 SQFT | 23.25 AC

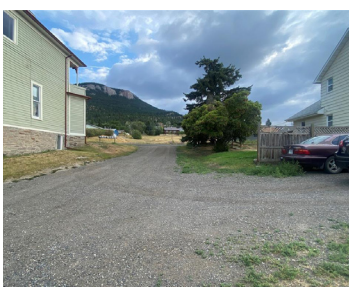
listed by  
**SARAH GEBHARDT**



**4861 Iron Horse Rd  
HELENA, MT**

\$350,000  
10.02 AC

listed by  
**SARAH GEBHARDT**



**1816 Hauser Blvd  
HELENA, MT**

\$84,000  
0.082 AC

listed by  
**LAURIE EVANS &  
TYLER D WARNE**



**1816 Hauser Blvd  
HELENA, MT**

\$549,000  
5 BEDS | 3 BATHS  
3 UNITS

listed by  
**LAURIE EVANS &  
TYLER D WARNE**



# OUR LISTINGS

Active properties listed on MLS as of 8/26/2024.  
Please view our website for the most accurate property information.



**338 Meadow View Loop  
EAST HELENA, MT**

\$519,900  
3 BEDS | 3 BATHS  
2,175 SQFT

listed by  
**HEIDI LAGERQUIST**



**4 Powder House Rd  
JEFFERSON CITY, MT**

\$590,000  
3 BEDS | 3 BATHS  
2,848 SQFT | 1.82 AC

listed by  
**ASHLEY LUCAS**



**317 Sutherland Court  
EAST HELENA, MT**

\$515,000  
3 BEDS | 3 BATHS  
2,065 SQFT

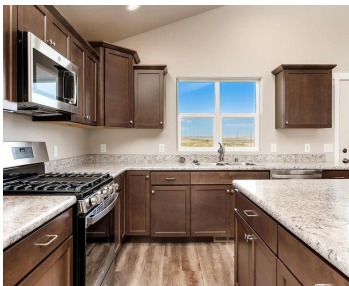
listed by  
**SARAH GEBHARDT**



**8130 Diamond Springs Dr  
HELENA, MT**

\$727,500  
4 BEDS | 3 BATHS  
2,784 SQFT | 21.17 AC

listed by  
**JOSH AHMANN**



**287 Meadow View Loop  
EAST HELENA, MT**

\$460,900  
3 BEDS | 2 BATHS  
2,239 SQFT

listed by  
**CAMERON HAHN**



**225 Kinross Court  
EAST HELENA, MT**

\$557,900  
4 BEDS | 2 BATHS  
2,666 SQFT

listed by  
**CAMERON HAHN**



**6220 Collins Drive  
HELENA, MT**

\$119,900  
3 BEDS | 1 BATHS  
1,120 SQFT

listed by  
**ASHLEY LUCAS**



**820 Idaho Avenue  
HELENA, MT**

\$519,000  
4 BEDS | 2 BATHS  
2,884 SQFT

listed by  
**ERICKA KUSER &  
TYLER D WARNE**





# OUR LISTINGS

Active properties listed on MLS as of 8/26/2024.  
Please view our website for the most accurate property information.



**296 Willowbrook Dr  
HELENA, MT**

\$777,000  
5 BEDS | 3 BATHS  
4,132 SQFT

listed by  
**ASHLEY LUCAS**



**804 Phoenix Ave, Unit #9E  
HELENA, MT**

\$25,000  
2 BEDS | 1 BATHS  
576 SQFT

listed by  
**LAURIE EVANS**



**91 Upper Hawk Valley Rd  
COLUMBUS, MT**

\$575,000  
1 BEDS | 1 BATHS  
1,302 SQFT | 10 AC

listed by  
**KEVIN REED**



**349 Seclusion Point  
SEELEY LAKE, MT**

\$139,000  
0.63 AC

listed by  
**SARAH GEBHARDT**



**1801 Chateau Street  
HELENA, MT**

\$597,000  
4 BEDS | 2 BATHS  
2,829 SQFT

listed by  
**HEIDI LAGERQUIST**



**216 Kinross Court  
EAST HELENA, MT**

\$472,900  
3 BEDS | 3 BATHS  
2,015 SQFT

listed by  
**CAMERON HAHN**



**TBD Action Court  
JEFFERSON CITY, MT**

\$900,000  
5 BEDS | 4 BATHS  
4,978 SQFT | 3 AC

listed by  
**JOSH AHMANN &  
JAKE DOUBEK**



**1196 MT Hwy 282  
CLANCY, MT**

\$900,000  
3.57 AC

listed by  
**JOSH AHMANN &  
JAKE DOUBEK**



# OUR LISTINGS

Active properties listed on MLS as of 8/26/2024.  
Please view our website for the most accurate property information.



### 3 Action Court JEFFERSON CITY, MT

\$1,300,000  
5 BEDS | 4 BATHS  
4,978 SQFT | 7.96 AC

listed by  
**JOSH AHMANN**



### 121 Wild Rose Rd JEFFERSON CITY, MT

\$999,990  
4 BEDS | 4 BATHS  
4,068 SQFT | 3.97 AC

listed by  
**HEIDI LAGERQUIST**



### 103 E Garfield St WHITE SULPHUR SPRINGS, MT

\$548,000  
Commercial Building  
4,236 SQFT

listed by  
**JAKE DOUBEK &  
TYLER D WARNE**



### 286 Meadow View Loop EAST HELENA, MT

\$464,900  
3 BEDS | 3 BATHS  
1,754 SQFT

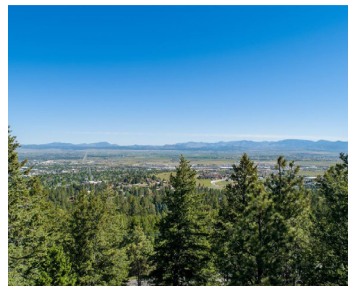
listed by  
**CAMERON HAHN**



### 6275 Elkhorn Rd HELENA, MT

\$805,000  
4 BEDS | 3 BATHS  
2,861 SQFT | 5.15 AC

listed by  
**JOSHUA KOFFLER**



### 299 South Hills Rd CLANCY, MT

\$319,000  
10.2 AC

listed by  
**GREG ZELLER**





**WE ARE HERE TO SERVE YOU**

At Coldwell Banker Mountainside Realty we offer premium Montana real estate services to the Helena community and region. Home is a place that represents unparalleled love and emotion. It’s our mission to bring the dream of home ownership to every one of our clients with unrivaled expertise, passion and energy.

**BUY EASIER**

Whether it’s your first home or if you’re an experienced buyer, purchasing a home is a complex process. You need a partner who knows the neighborhoods, the market and the process. Who can advise you when to think on it, sleep on it or go all in on it. Because this is about much more than bricks and sticks. This is about your future home. And you don’t want to live with it. You want to love it.

**SELL FASTER**

Helping find a buyer for your home is only one facet of a real estate professional’s job. There are many more aspects including helping to prepare your home for sale, listing your home, marketing your home, keeping you informed throughout the process. When the sale begins, it’s important to work with someone who will assist you with the paperwork, negotiate on your behalf, make sure deadlines are met, and work with the escrow company.

**REACH OUT**

STOP BY OUR OFFICE  
55 W 14th St. Suite 103

GIVE US A CALL  
406.442.1578

CHECK OUT OUR WEBSITE  
[www.cbmountainside.com](http://www.cbmountainside.com)



**COLDWELL BANKER**  
MOUNTAINSIDE  
REALTY