



COLDWELL BANKER
MOUNTAINSIDE
REALTY

2024 Q4

REAL ESTATE **NEWSLETTER**



ABOUT COLDWELL BANKER MOUNTAINSIDE

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.

Whether you are looking to buy or sell residential real estate, Coldwell Banker Mountainside Realty is your ideal resource. Mountainside Realty is a locally owned and operated company and is part of a greater network of more than 100,000 real estate agents throughout 40 countries. This combination of local Montana community knowledge and unsurpassed resources enables Mountainside Realty to provide clients with the most comprehensive and professional service.

From Helena's downtown historic district to endless outdoor opportunities on the region's numerous lakes, streams, trails, and ski slopes, the "Best Small Art Town in America", ranks below national cost-of-living averages for goods, services, utilities, and housing. We provide services to the greater Helena, Montana real estate market including the surrounding communities of Boulder, East Helena, Clancy, Montana City, Jefferson City, Lincoln, Townsend, Winston, Wolf Creek, Avon and Elliston.

Our Coldwell Banker Mountainside Realty agents look forward to offering you exceptional expertise along with an inspiring approach and consistent communication to ensure the most extraordinary buying and selling experience possible. People with a passion for finding the best way of living. People who make every effort to help you live who you are. This philosophy guides everything we do at our Company to help our clients find homes where they can come to life.



from

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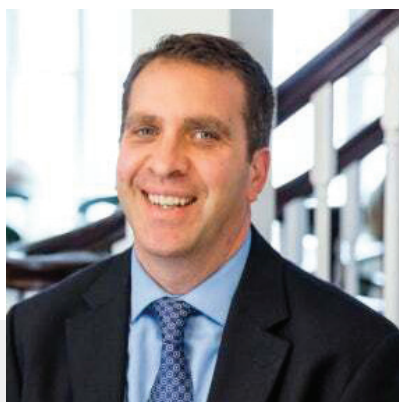
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2024 REAL ESTATE NEWSLETTER

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
AUGUST	\$470,778	256	48	\$244
SEPTEMBER	\$470,000	270	54	\$270
OCTOBER	\$454,500	339	64	\$267

Lewis and Clark County Area MLS Stats, All Property Types. Between 1/1/2024 and 11/1/2024

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	\$217
2023	\$429,700	141	65	\$237
2024 (Jan - Oct)	\$454,500	339	64	\$267

Lewis and Clark County Area MLS Stats, All Property Types. Between 1/1/2022 and 11/1/2024



LET US CHAT ABOUT THE HIGHLAND MEADOWS

NEW COMMUNITY IN EAST HELENA

Williams Homes is building a community in East Helena, MT at Highland Meadows. With 60+ homes already sold in popular 1 and 2-story layouts, Highland Meadows is quickly growing into one of the most desirable communities in Helena. More homes are available today, ranging from 3 to 5 bedrooms, starting in the low \$400,000s.

This new neighborhood features walkable streetscapes connecting to nearby schools as well as the Prickly Pear Greenway and Creek, which serve as a gateway to Montana's natural beauty. Nearby interstates offer a quick path to local year-round recreation including hiking, camping, boating, fishing, and much more, as well as to Helena's urban center with plenty of shopping, dining, and entertainment options.

PHASE 2

Construction of phase 2 is expected to wrap up in the Summer of 2025, making it a great time to buy at Highland Meadows this Fall! Special incentives are available now on homes closing by December 31st, 2024. Community Manager Cameron Hahn offers years of experience guiding future homeowners along each step of the buying process, and looks forward to helping you find your new home at this one of a kind community. Don't miss your opportunity to call Highland Meadows home!

INTERESTED TO LEARN MORE?

Reach out to the Highland Meadows Community Manager and real estate agent Cameron Hahn to learn more about the Highland Meadows homes!



by
CAMERON HAHN
AGENT



TIPS FOR BUYING A VACATION PROPERTY

Picture yourself escaping reality now and then? Whether you're just dreaming about a vacation home or ready to start shopping, it's crucial to consider a variety of factors before jumping into such a big investment of your time and resources. Weigh Financial Implications. Be clear on your why. Are you searching for a personal retreat, strictly an investment property, or will it be a mix of both? Once you know your goal, establish a realistic...

[READ FULL ARTICLE](#)

www.cbmountainside.com/2024/10/11/tips-for-buying-a-vacation-property

6 REASONS TO LIST YOUR HOME DURING THE HOLIDAYS

Sellers, take note and embrace the holiday joy! If you're planning to list your home this season, early fall is the perfect time to prepare your home for the market. You'll face less competition and buyers will be highly motivated to settle into new digs in time to ring in the new year. Less Competition. During spring and summer, there are historically more homes on the market....

[READ FULL ARTICLE](#)

www.cbmountainside.com/2024/09/12/6-reasons-to-list-your-home-during-the-holidays

'TIS THE SEASON FOR WINTER HOME MAINTENANCE

Whether the snow is piling up or you're enjoying a much milder season, winter maintenance is a must-do no matter where you live. We've rounded up some tips on how to keep your home in peak condition and prevent costly problems down the road. Safety first! With wintry winds come more closed windows and indoor...

[READ FULL ARTICLE](#)

www.cbmountainside.com/2024/11/6/tis-the-season-for-winter-home-maintenance



OUR LISTINGS

Active properties listed on MLS as of 11/5/2024.
Please view our website for the most accurate property information.



50 N Washington Ave EAST HELENA, MT

\$460,000
3 BEDS | 3 BATHS
2,748 SQFT

listed by
HEIDI LAGERQUIST



107 E Lewis Street EAST HELENA, MT

\$460,000
3 BEDS | 2 BATHS
2,120 SQFT

listed by
**JAKE DOUBEK &
JOSH AHMANN**



804 Phoenix Ave, Unit #3W HELENA, MT

\$42,000
2 BEDS | 1 BATHS
672 SQFT

listed by
LAURIE EVANS



2822 Sarah Avenue EAST HELENA, MT

\$564,900
3 BEDS | 2 BATHS
3,288 SQFT

listed by
SARAH GEBHARDT



338 Meadow View Loop EAST HELENA, MT

\$499,000
3 BEDS | 3 BATHS
2,015 SQFT

listed by
HEIDI LAGERQUIST



219 Kinross Court EAST HELENA, MT

\$510,000
5 BEDS | 3 BATHS
2,666 SQFT

listed by
CAMERON HAHN



211 Kinross Court EAST HELENA, MT

\$461,900
3 BEDS | 3 BATHS
1,999 SQFT

listed by
CAMERON HAHN



804 Phoenix Ave, Unit #1C HELENA, MT

\$54,000
3 BEDS | 1 BATHS
924 SQFT

listed by
SARAH GEBHARDT



OUR LISTINGS

*Active properties listed on MLS as of 11/5/2024.
Please view our website for the most accurate property information.*



283 Meadow View Loop EAST HELENA, MT

\$410,900
3 BEDS | 2 BATHS
1,339 SQFT

listed by
CAMERON HAHN



279 Meadow View Loop EAST HELENA, MT

\$465,000
3 BEDS | 2 BATHS
2,239 SQFT

listed by
CAMERON HAHN



416 W Custer Ave HELENA, MT

\$500,000
2 UNITS
2,272 SQFT

listed by
LAURIE EVANS



2113 9th Avenue HELENA, MT

\$525,000
4 BEDS | 2 BATHS

listed by
ASHLEY LUCAS



35 Crossfire Drive CLANCY, MT

\$330,000
3.11 AC

listed by
CAMERON HAHN



2830 Valley Drive EAST HELENA, MT

\$650,000
2 UNITS
1,596 SQFT | 1 AC

listed by
LAURIE EVANS



3 Action Court JEFFERSON CITY, MT

\$800,000
5 BEDS | 4 BATHS
4,978 SQFT | 1.5 AC

listed by
**JOSH AHMANN &
JAKE DOUBEK**



4025 Lake Point Drive HELENA, MT

\$984,500
5 BEDS | 4 BATHS
3,654 SQFT

listed by
ASHLEY LUCAS



OUR LISTINGS

*Active properties listed on MLS as of 11/5/2024.
Please view our website for the most accurate property information.*



207 Meadow View Loop EAST HELENA, MT

\$454,900
3 BEDS | 2 BATHS
1,619 SQFT

listed by
SARAH GEBHARDT



1801 Choteau Street HELENA, MT

\$498,000
4 BEDS | 2 BATHS
2,829 SQFT

listed by
HEIDI LAGERQUIST



1522 Winne Avenue HELENA, MT

\$535,000
4 BEDS | 2 BATHS
2,944 SQFT

listed by
HEIDI LAGERQUIST



31 Bridle Bit Loop CLANCY, MT

\$3,200,000
6 BEDS | 5 BATHS
7,528 SQFT | 7.3 AC

listed by
CAMERON HAHN



6325 Vista Grande Road HELENA, MT

\$1,700,000
5 BEDS | 4 BATHS
4,767 SQFT | 53.5 AC

listed by
SARAH GEBHARDT



285 Mt Highway 55 WHITEHALL, MT

\$765,000
3 BEDS | 2 BATHS
2,985 SQFT | 20.3 AC

listed by
**HEIDI LAGERQUIST &
SARAH GEBHARDT**



4861 Iron Horse Road HELENA, MT

\$325,000
10.2 AC

listed by
SARAH GEBHARDT



204 Kinross Court EAST HELENA, MT

\$449,900
3 BEDS | 3 BATHS
1,754 SQFT

listed by
CAMERON HAHN



OUR LISTINGS

*Active properties listed on MLS as of 11/5/2024.
Please view our website for the most accurate property information.*



**1816 Hauser Blvd
HELENA, MT**

\$84,000
0.082 AC

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



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

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

listed by
ASHLEY LUCAS



**8130 Diamond Springs Dr
HELENA, MT**

\$595,000
4 BEDS | 3 BATHS
2,784 SQFT | 21.17 AC

listed by
**JOSH AHMANN &
JAKE DOUBEK**



**1816 Hauser Blvd
HELENA, MT**

\$499,000
5 BEDS | 3 BATHS
3 UNITS

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



**3 Action Court
JEFFERSON CITY, MT**

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

listed by
**JOSH AHMANN &
JAKE DOUBEK**



**349 Seclusion Point
SEELEY LAKE, MT**

\$139,000
0.63 AC

listed by
SARAH GEBHARDT



**1196 MT Hwy 282
CLANCY, MT**

\$900,000
3.57 AC

listed by
**JOSH AHMANN &
JAKE DOUBEK**



**3 Action Court
JEFFERSON CITY, MT**

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

listed by
JOSH AHMANN



OUR LISTINGS

Active properties listed on MLS as of 11/5/2024.
Please view our website for the most accurate property information.



121 Wild Rose Rd JEFFERSON CITY, MT

\$925,000
4 BEDS | 4 BATHS
4,068 SQFT | 3.97 AC

listed by
HEIDI LAGERQUIST



6275 Elkhorn Rd HELENA, MT

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

listed by
JOSHUA KOFFLER

YOUR GUIDE FROM START TO SOLD

Owning a home is one of the biggest financial commitments of your life, so when it comes time to sell your property, it's important to have a trusted advisor. We will help you determine a pricing strategy and expertly market your home to attract the right buyers.

You can depend on us to guide you through the selling process with confidence.

WHEN TO SELL

Timing is everything when it comes to selling. Luckily, we have the market insights and expertise needed to sell quickly and for the highest price. We will keep you informed about the transaction process and the current state of the housing market. When using Coldwell Banker Mountainside Realty as your partner, you'll always know when it's the right time to make your move.

PREPARING TO SELL

Now that you've made the decision to sell your house, we can help you put your best foot forward in the preparation process — from walking you through the appraisal and providing staging tips, to advising you on possible renovations or necessary repairs. With our assistance, you'll be armed with the crucial information you need to attract buyers and get the best price possible.

ATTRACTING BUYERS

We market your home to the right buyers with a comprehensive marketing strategy, including exposure on the most popular real estate websites, and hosting open houses and individual tours for qualified buyers.

CLOSING

Congratulations! You've received an offer on your house. But now what? Before completing your transaction, there will be a few last-minute tasks to deal with — our agents will be there to make sure you're ready for everything that comes next, including offering guidance on whether you should accept that offer or not.



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



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