

# AN INSIDER'S LOOK AT BOZEMAN

**BOZEMAN HAS BEEN IN A STRONG "SELLER'S MARKET" FOR THE PAST FEW YEARS.**

## WHY?

When the number of homes available for sale is below a 6-month supply, it's considered a seller's market – meaning there are more buyers than homes available to purchase.

### IN BOZEMAN,

the number of homes for sale has been mostly **BELOW** a 3-month supply since 2016.



Buyers



Available Homes



Rising Prices

## WHAT ARE BOZEMAN REALTORS® SEEING IN THE CURRENT MARKET?

Lower priced homes are in shorter supply than higher priced homes.



1.8 month supply



5+ month supply

Buyers from high-cost markets like California, Colorado, and Washington are attracted to Bozeman because:



Cost relative to their home markets



Natural splendor and cultural amenities



Good schools and safe streets



Cash advantage\*

### Who's Buying Homes in Bozeman?



In Migration: up to 50%



Local Residents: 30-40%

\*Buyers from high-cost markets are more frequently able to make cash purchase offers, giving them a competitive advantage over many local buyers, who require financing.

Local resident buyers are increasingly priced out of the Bozeman market and choose to seek options in the surrounding area.

They are predominantly first-time homebuyers and move-up buyers, with a few move-down/senior buyers.



**In the last few years, there has been a lack of people selling their homes.**



A lack of inventory makes it difficult to "move up" or "move down."



Rising interest rates decrease purchasing power.

A stagnant housing market discourages people entering the market and limits the ability of local residents at different stages of life to find suitable housing options.



Homeowners in the City are feeling financial pressure from increased property taxes and special assessments to make infrastructure improvements.

Too much of the tax burden is being shouldered by local homeowners and residents.

Tourists and other visitors to Bozeman are benefiting from services paid for by local property owners.

## MORE HOUSING – AND MORE HOUSING OPTIONS – ARE NEEDED

estimated

**Catch up & Keep up** housing needs:

Units Needed by 2025:

5,405 to 6,340

Units Needed Per Year:

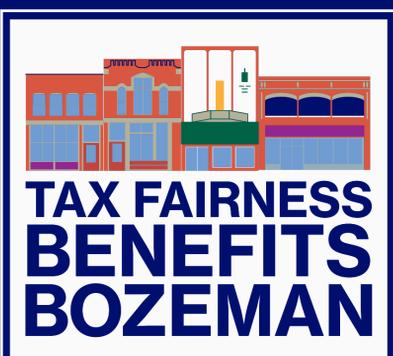
770 to 905

Affordable Housing\* Units Needed:

3,210 to 3,765

\*Housing priced below \$350,000 and rentals below \$1,000/mo

Source: Bozeman, Montana Community Housing Needs Assessment 2019. Study presented to the Bozeman City Commission and conducted by Navigate, LLC. <https://www.bozeman.net/Home/ShowDocument?id=8773>



**Let's keep homeownership in Bozeman affordable.**

**We need smart growth strategies and smarter tax policies.**

# REALTORS® Can Help

As trusted community partners, REALTORS® support healthy, sustainable growth.

Visit [KnowYourBozeman.com](https://www.knowyourbozeman.com) for more information about securing a brighter future for Bozeman.