Outlook Seminar
Miles City 2013

Presentation by
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Miles City, Montana
Population Trends: Glendive & Sidney

- Glendive
  - 1990: 4822
  - 2000: 4729
  - 2010: 4935
  - 2011: 4947

- Dawson Cty
  - 1990: 9505
  - 2000: 9059
  - 2010: 9356
  - 2011: 8989

- Sidney
  - 1990: 5216
  - 2000: 4774
  - 2010: 5191
  - 2011: 5436

- Richland Cty
  - 1990: 10716
  - 2000: 9666
  - 2010: 9746
  - 2011: 10128
Miles City: Residential Permits

![Line chart showing the trend of new and remodel permits from 1995 to 2012. The y-axis represents the permit costs ranging from $0 to $5,000. The x-axis represents the years from 1995 to 2012. The chart indicates fluctuations in permit costs over the years.]
- **FIRM:**
  - Increased Costs?
  - Floodway/ Floodplain issues
- **$40-$100,000 range**
- **Highest Demand**
  - $125-$180,000 range
  - Stable prices
  - Rural tracts
- **$250,000 & above**
  - Marketing time extended 2 to 5 mos.
  - A lot being built in this range
  - Slower to sell
  - Building trends and areas
  - Prices, movement in smaller SF houses

**Miles City Residential**
• Competition with other Markets
  • Wal Mart Draw
  • Other businesses
  • Stopping Point

• Trade Areas
  • Competition with Billings, on-line
  • Sub Regional Hub
  • Medical; competition: Billings/ Glendive/ Sidney
  • Poplar/Plentywood/Wolf Point trade

• Needs: Retail Clothing???

Miles City Retail and Services
- Bakken Effects
  - “Bakkenized”

- Reality versus Perception

  Prices being paid vs. prices being asked

- What has sold and what price does owner want for property

- Services: In place or have to put in?

- Both residential and commercial properties

Glendive and Sidney Areas
Glendive Residential

- Not much for sale
  - Shortage in all price ranges
  - Super tight rental markets

- Lots: Very little available

- Rural Tract Land: Very high demand

- $135 – $100,000 prime market

- Higher prices for lower end housing than Miles City

- Listings: 23 then up to 47 and now at 28 over past six months. Short supply

- If over 3 months on market, reduction in price, then sell

- Rental: some new units coming onto the market

- Low Income Housing

- Floodway/Flood Zone Issues
• Housing tight
• Rentals tight
• Some spec. homes with season change
• Limited properties for sale at this point
• New Subdivisions

• Multi-family, currently building units
• Need continues to outstrip demand
• Service jobs: trouble with getting help

Sidney Residential
Custer County

Ag. Receipts: 2006 to 2010

Gross
Exp
Gvt Pmt

Thousand $

2006  2007  2008  2009  2010

$-

$10,000

$20,000

$30,000

$40,000

$50,000

$60,000

$70,000

$80,000
Ag. Cash Receipts (2006 to 2010)

Southeastern Montana

Year

2006
2007
2008
2009
2010

Thousand $

$350,000
$300,000
$250,000
$200,000
$150,000
$100,000
$50,000
$-

Gross
Exp
Gvt Pmt
Trends & Issues: Agriculture

- Commodity Prices
- Production Costs
  - Fuel
  - Feed
- Environmental
  - AFO/CAFO
  - Non Point Source
  - Water
- Governmental
  - 2012 Farm Bill
  - Regulations
- Fires
  - Rosebud, Powder River & Custer
  - 530,000 acres, m/l
  - Fences, Lost Grazing, Burned Timber, & Livestock Lost
  - Costs to repair
2008: Market for recreational properties started decreasing; discretionary $

Steady & Little Activity 2008-2010

Increased activity mid 2010 and on

Size of Ranches Location

- Out of State Buyers
  - North Dakota
  - Others
  - Foreign

- Inventory
  - Low listings
  - Relatively fast turnover

- Commodity Prices
  - Livestock
  - Small Grains