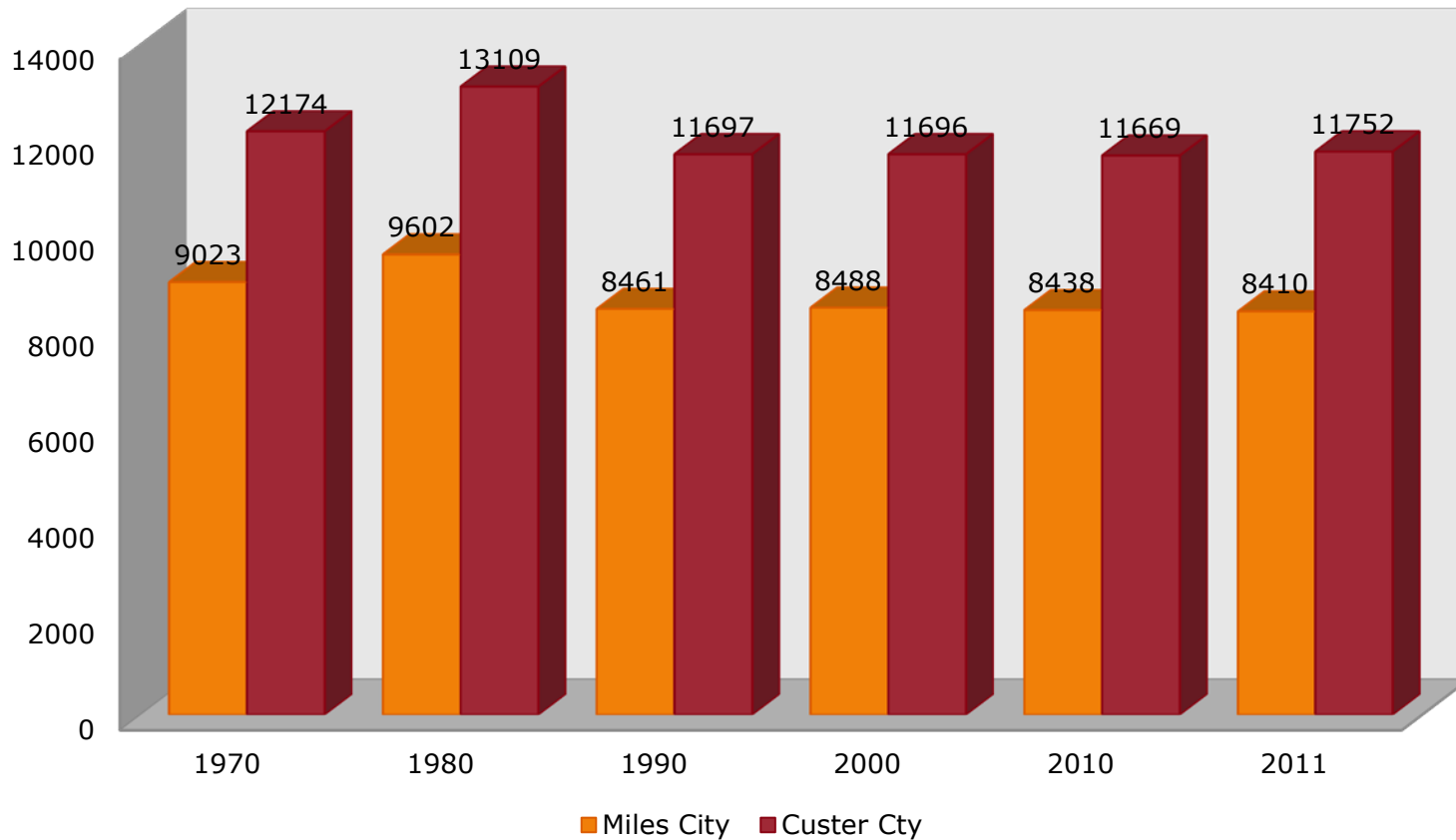


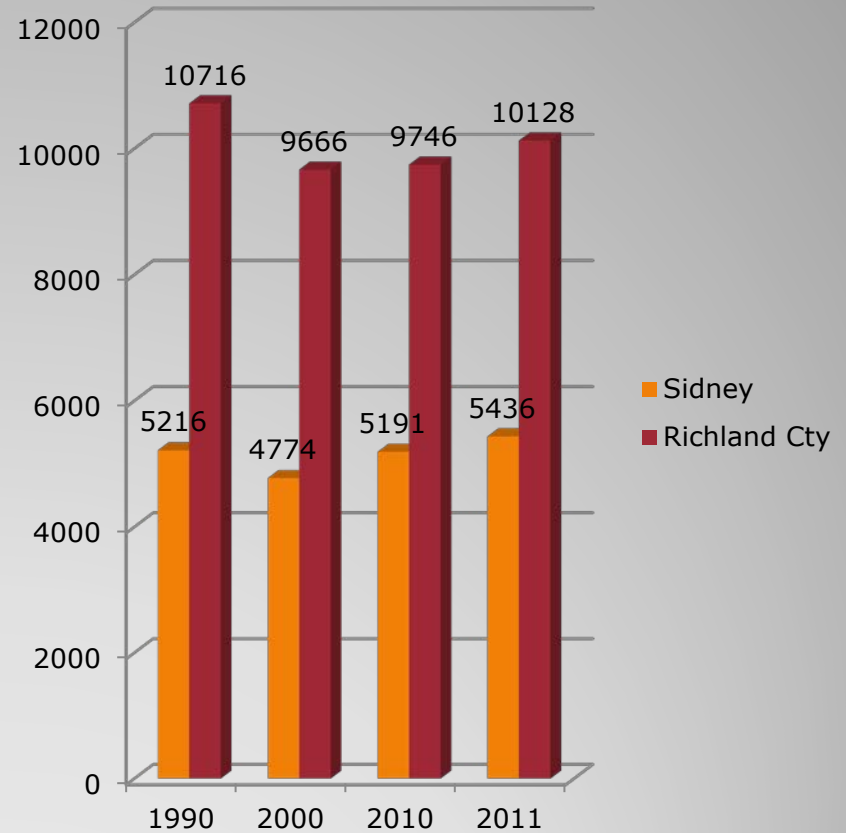
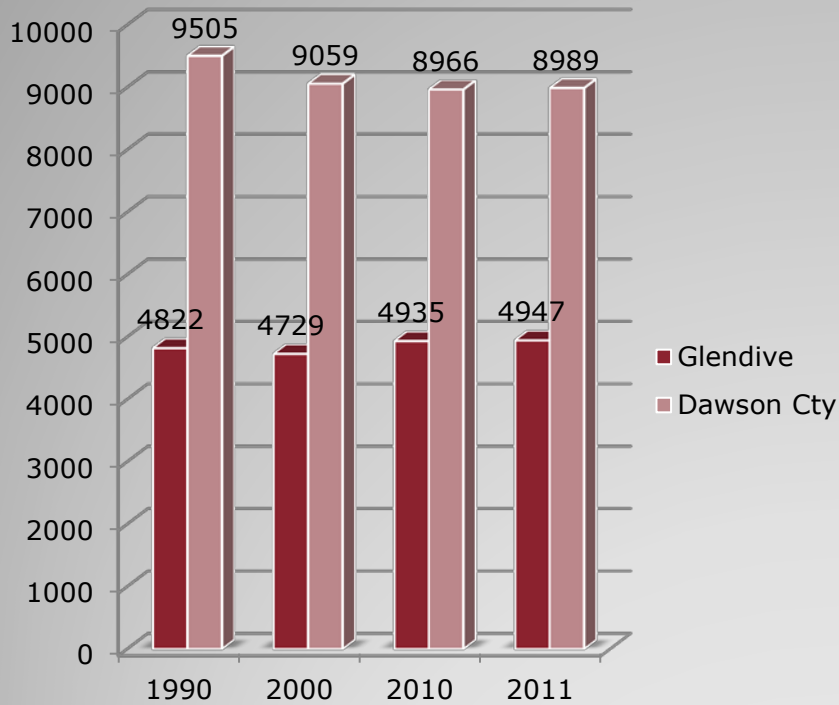
# Outlook Seminar Miles City 2013

Presentation by

George Luther, Jr.  
Luther Appraisal Services, Inc.  
Miles City, Montana

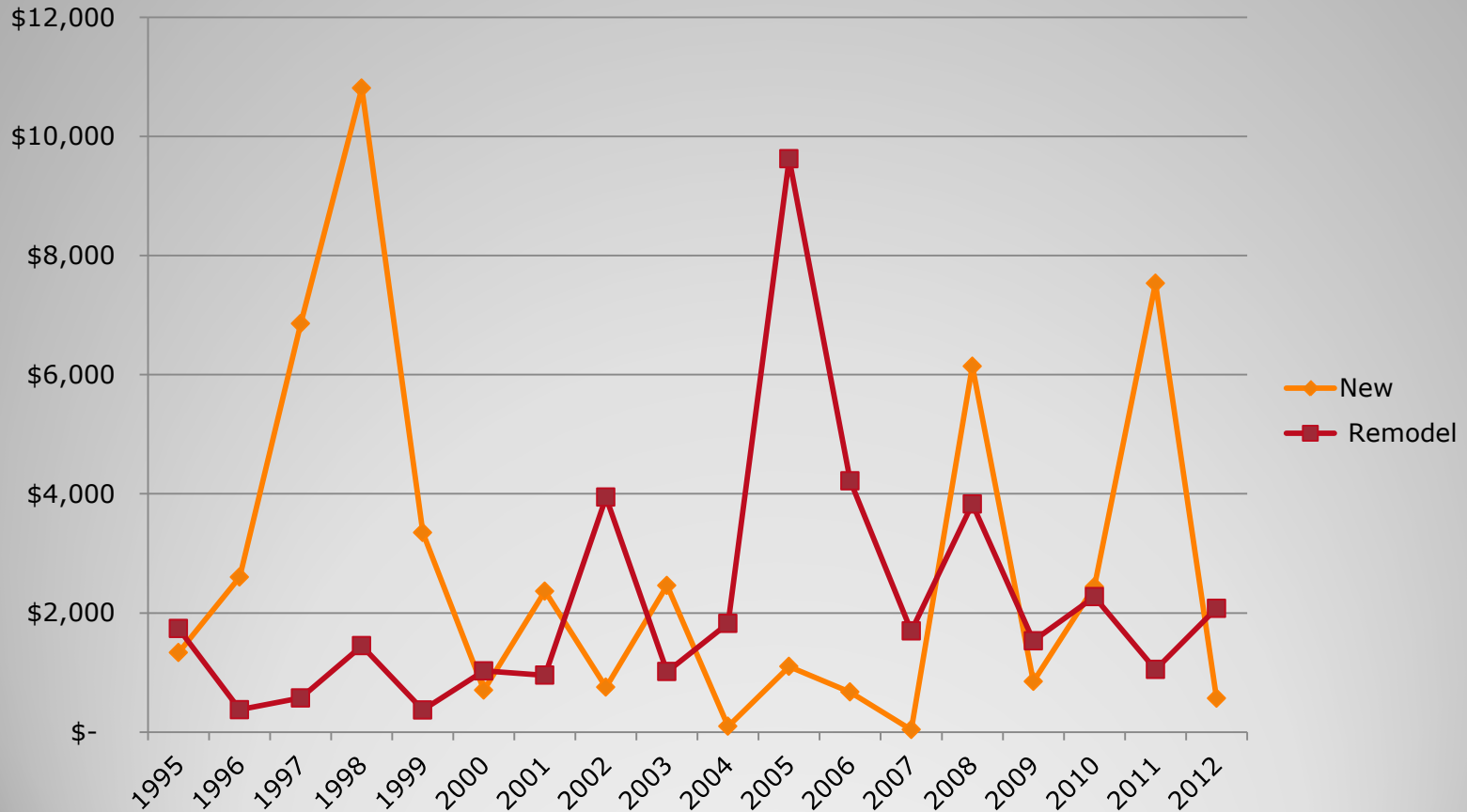
# Population Trends: Miles City & Custer County



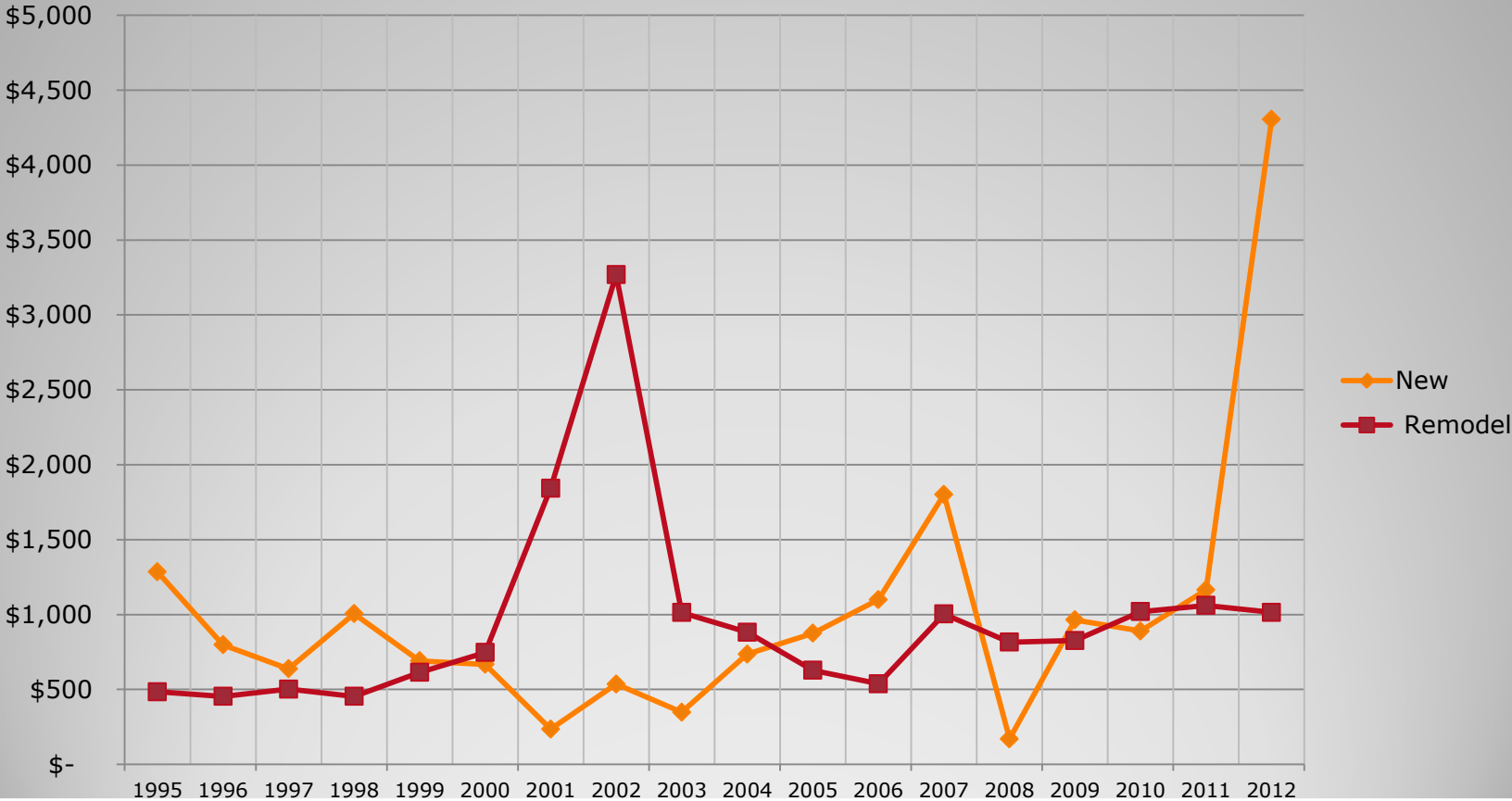


# Population Trends: Glendive & Sidney

# Miles City: Commercial Permits



# Miles City: Residential Permits



- 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**



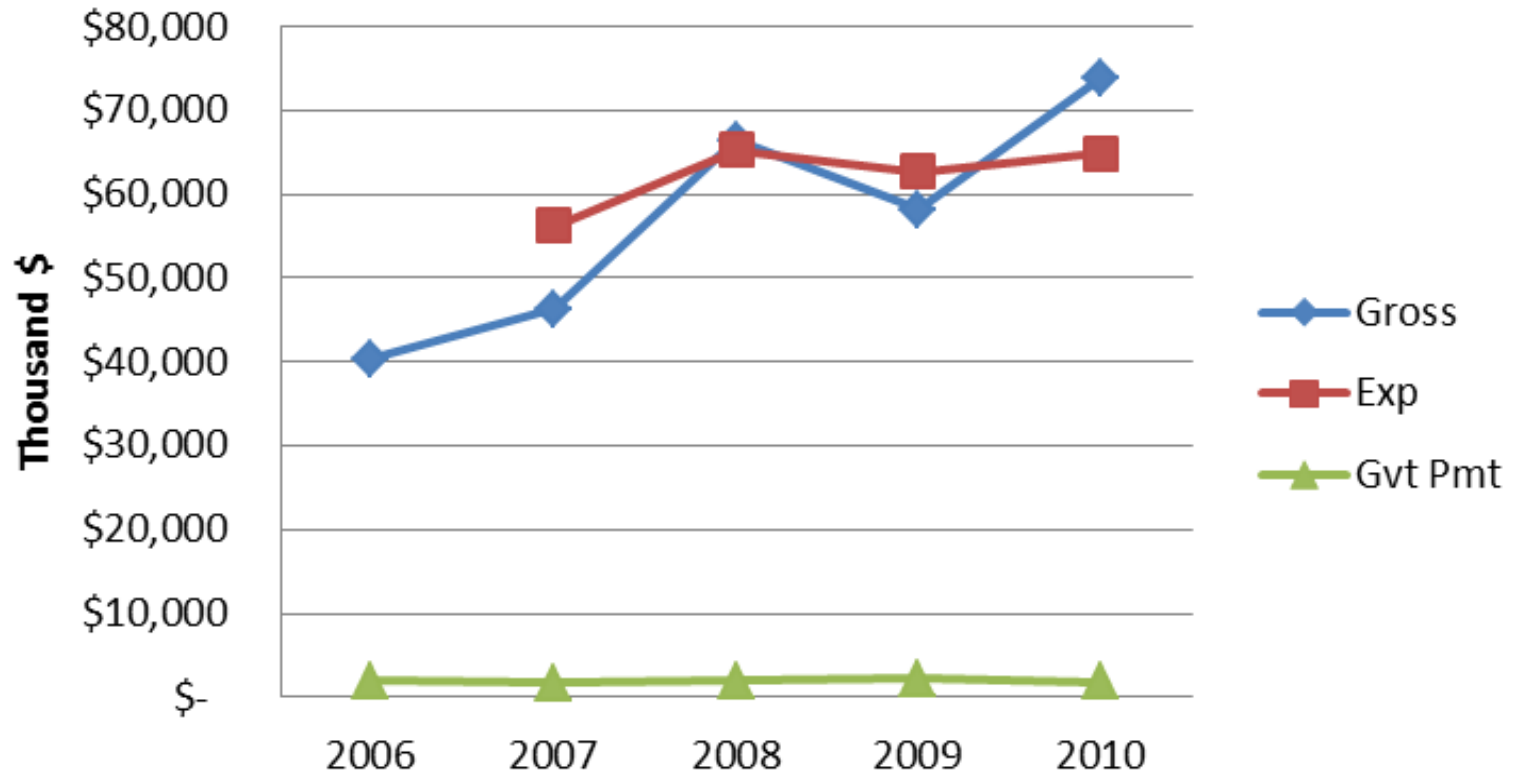
- Not much for sale
  - Shortage in all price ranges
  - Super tight rental markets
- Lots: Very little available
- Rural Tract Land: Very high demand
- \$135 – \$100,000 prime market
- Higher prices for lower end housing than Miles City
- Listings: 23 then up to 47 and now at 28 over past six months. 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

## Glendive Residential

- 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

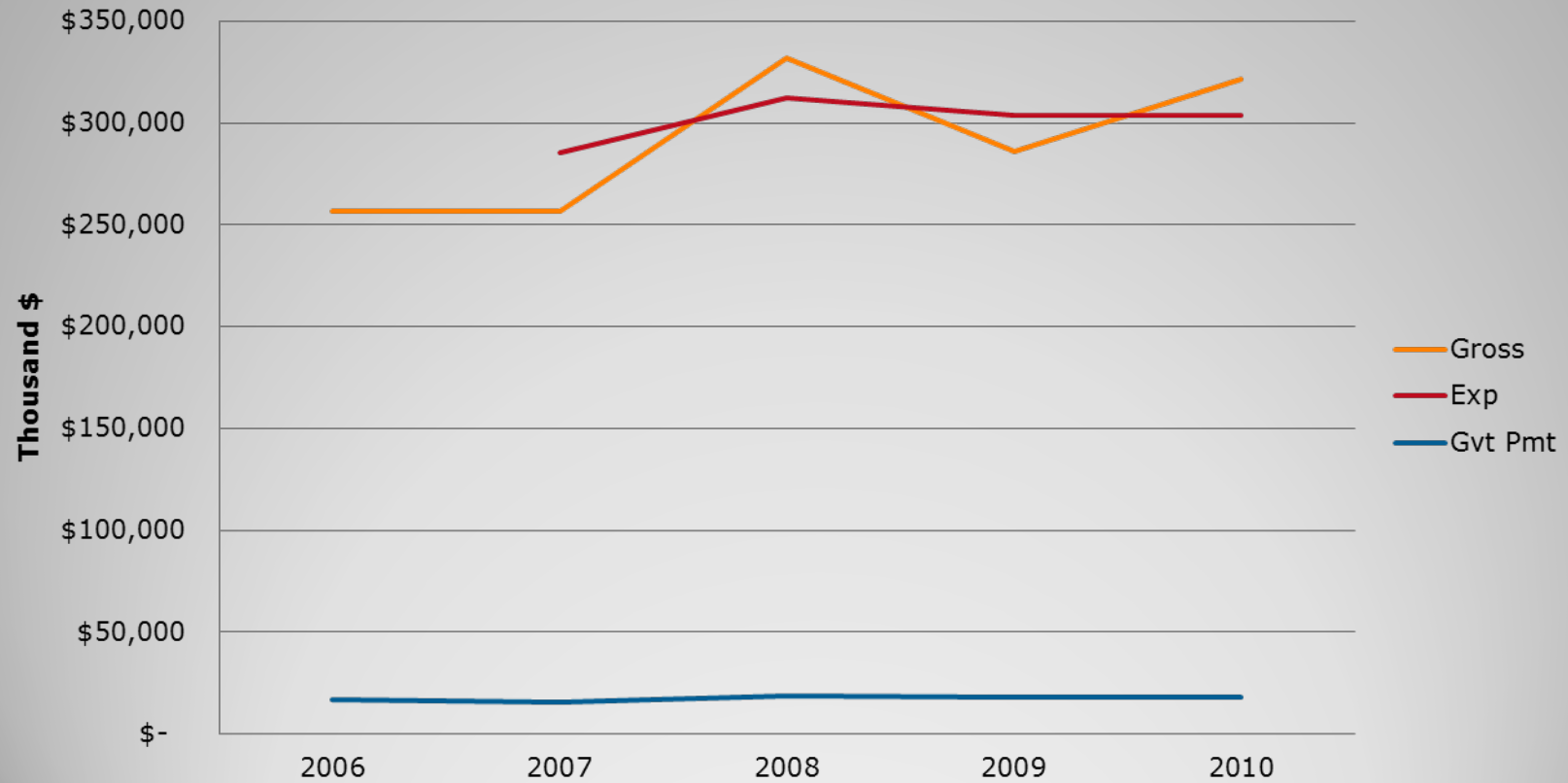
## Custer County



**Ag. Receipts: 2006 to 2010**

# Ag. Cash Receipts (2006 to 2010)

## Southeastern Montana



- 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

## Trends & Issues: Agriculture

2008: Market for recreational properties started decreasing; discretionary \$

Steady & Little Activity 2008-2010

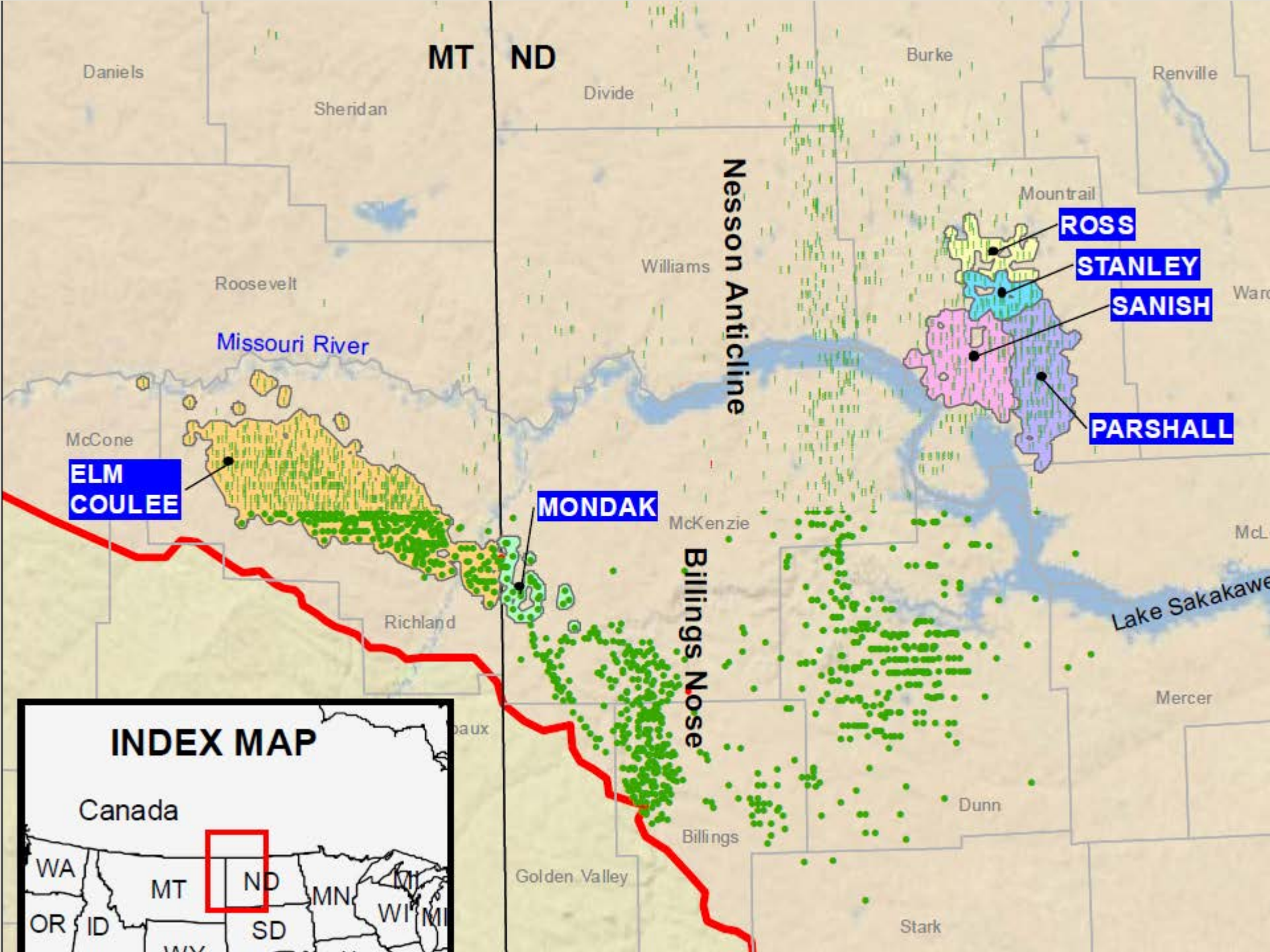
Increased activity mid 2010 and on

Size of Ranches  
Location

- **Out of State Buyers**
  - North Dakota
  - Others
  - Foreign
- **Inventory**
  - Low listings
  - Relatively fast turnover
- **Commodity Prices**
  - Livestock
  - Small Grains

# Ag Real Estate Market

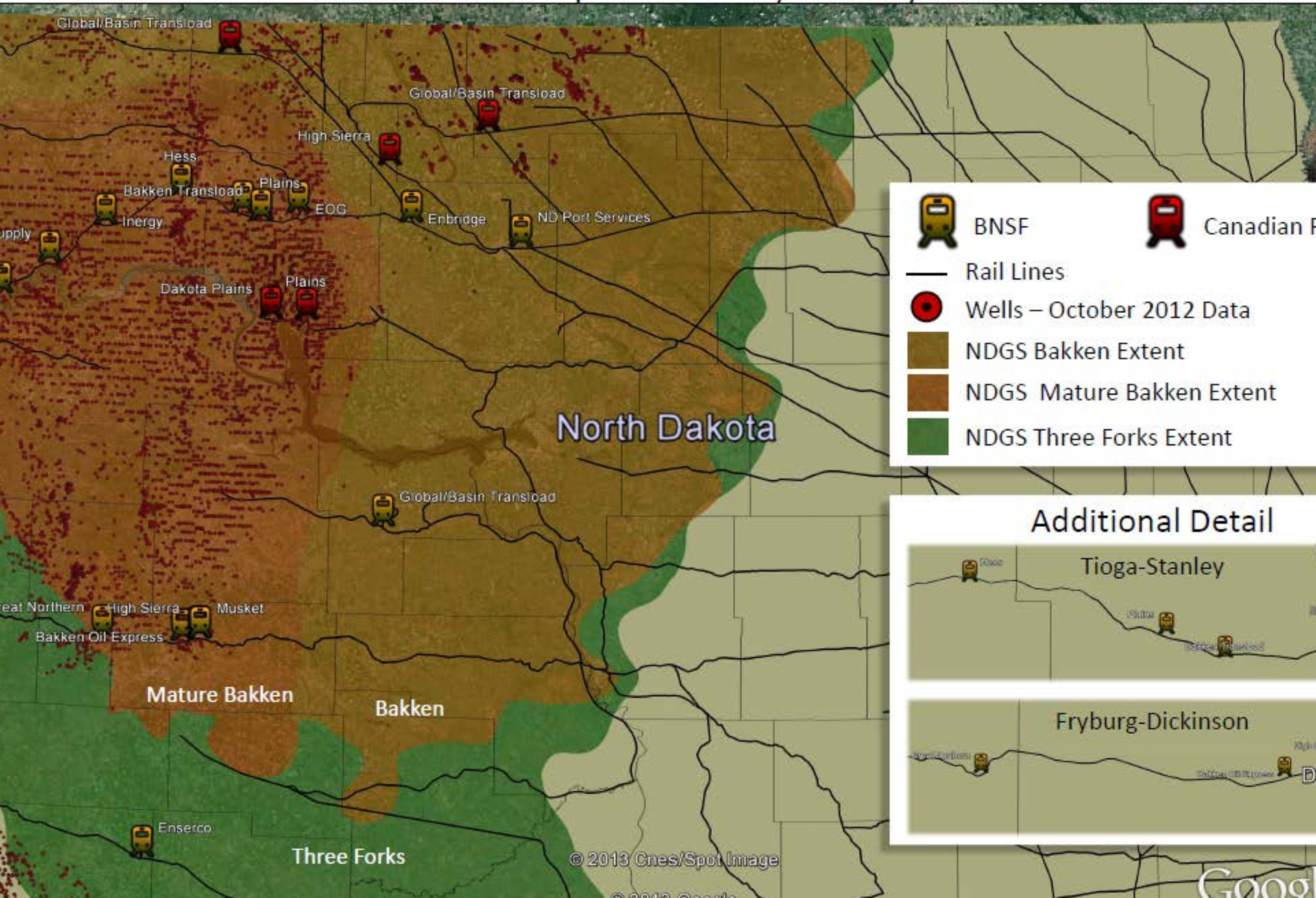






# North Dakota Crude Oil Rail Loading Facilities


North Dakota Pipeline Authority – January 2013



-  BNSF
-  Canadian
-  Rail Lines
-  Wells – October 2012 Data
-  NDGS Bakken Extent
-  NDGS Mature Bakken Extent
-  NDGS Three Forks Extent

### Additional Detail

**Tioga-Stanley**



**Fryburg-Dickinson**

