

THE SLIFER REPORT

SUMMIT COUNTY REAL ESTATE
2017 SIX-MONTH MARKET REVIEW



Slifer Smith

& Frampton

Real Estate

SUMMITCOUNTYREALESTATE.COM

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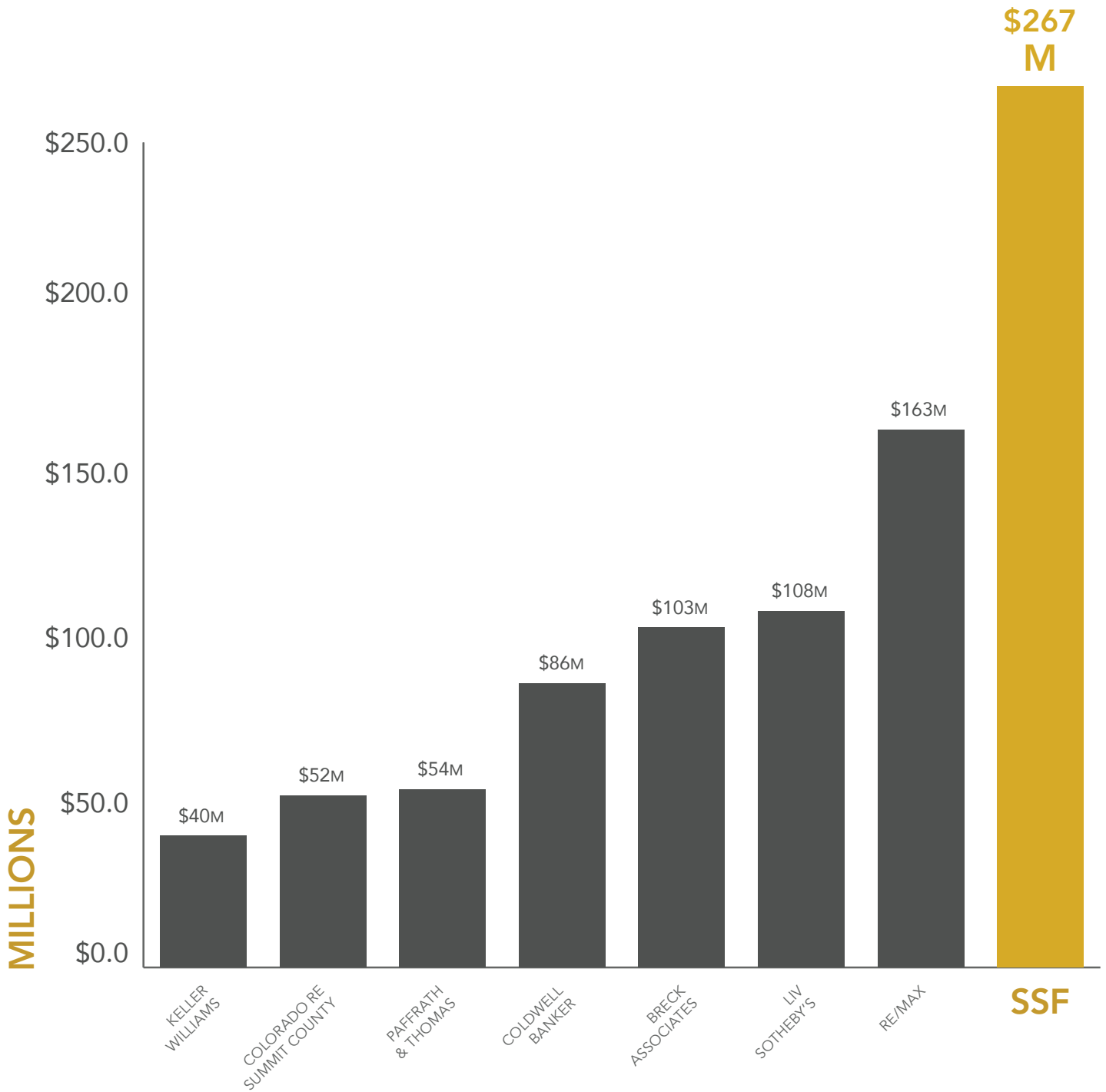


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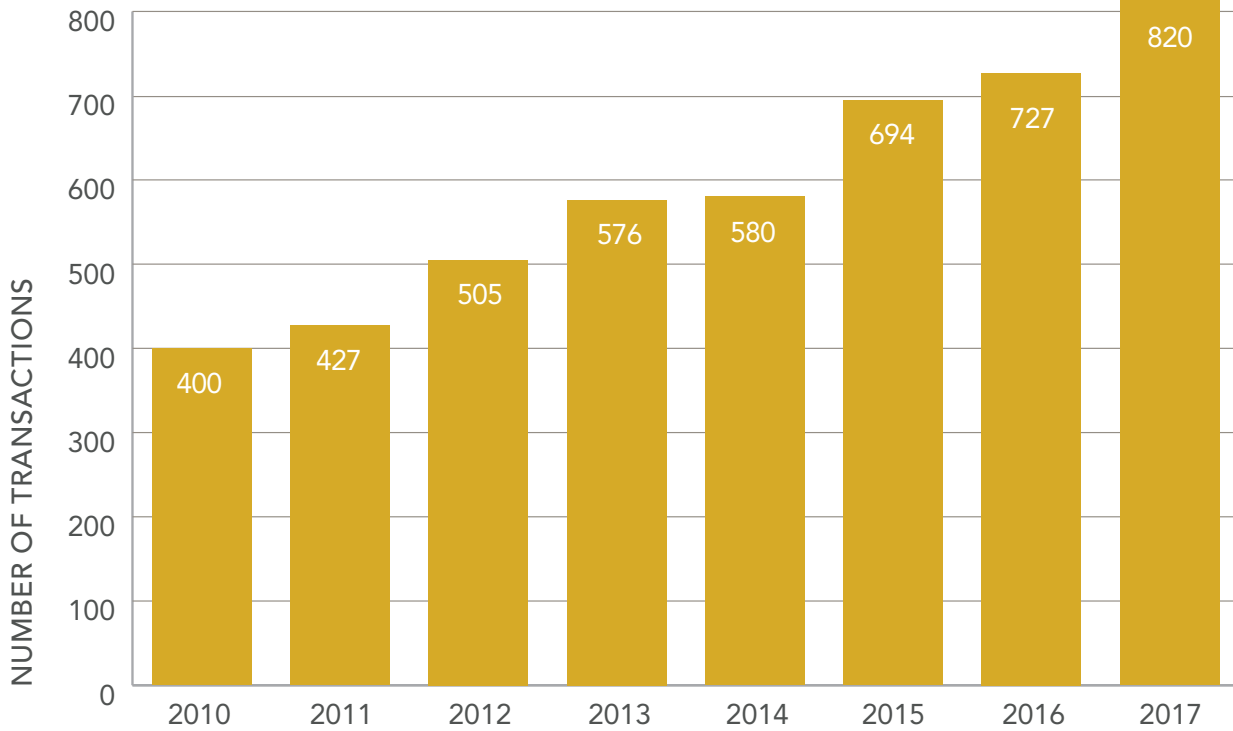


SUMMIT COUNTY OVERALL MARKET SHARE

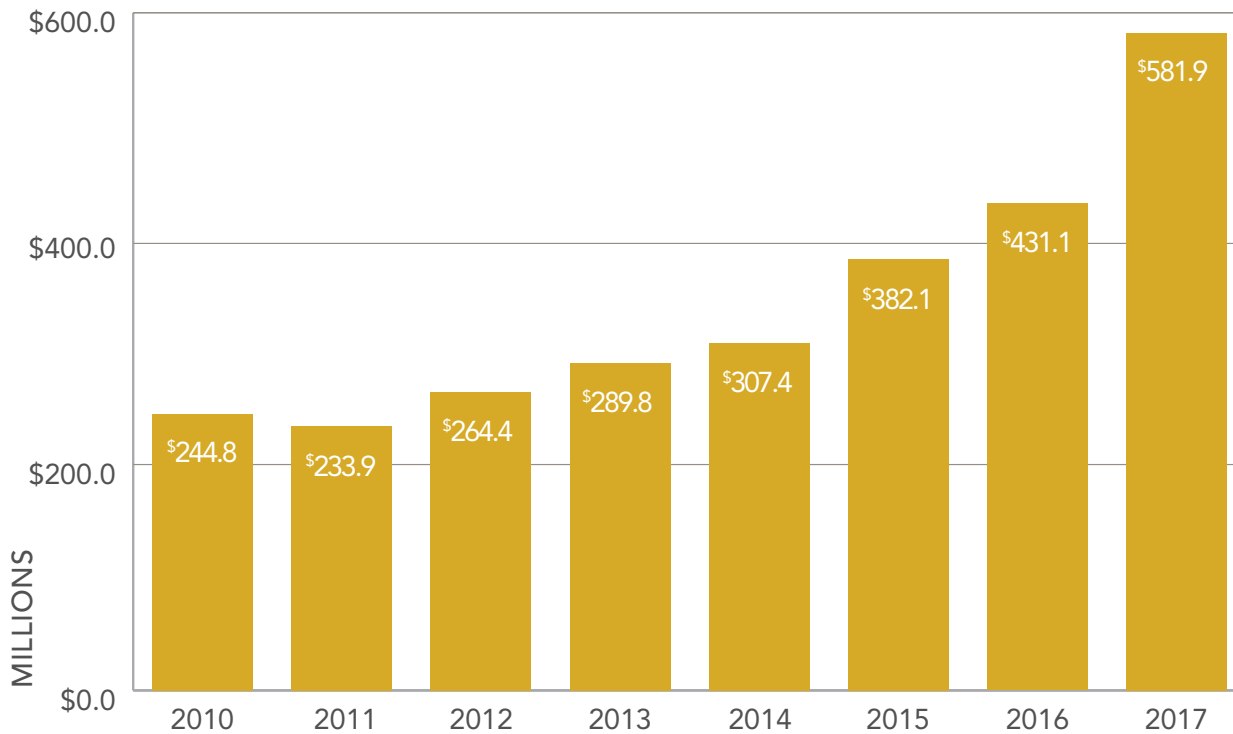


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RESIDENTIAL TRANSACTION VOLUME COMPARISON

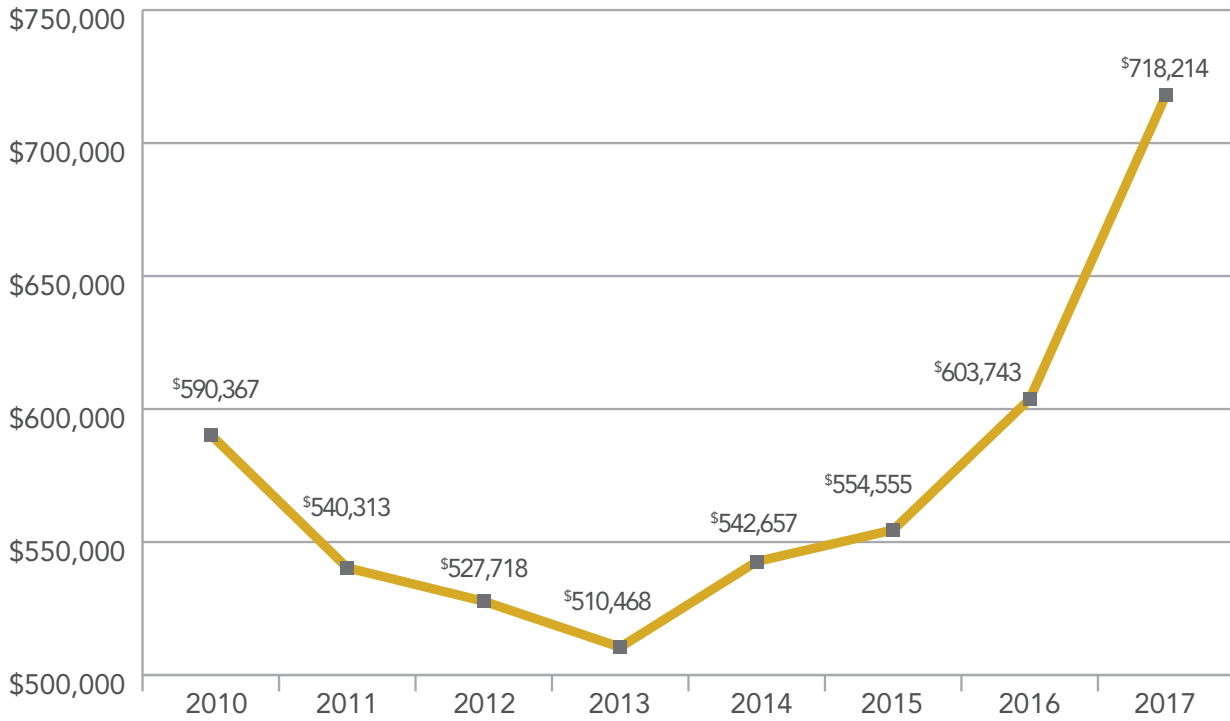


RESIDENTIAL SALES VOLUME COMPARISON

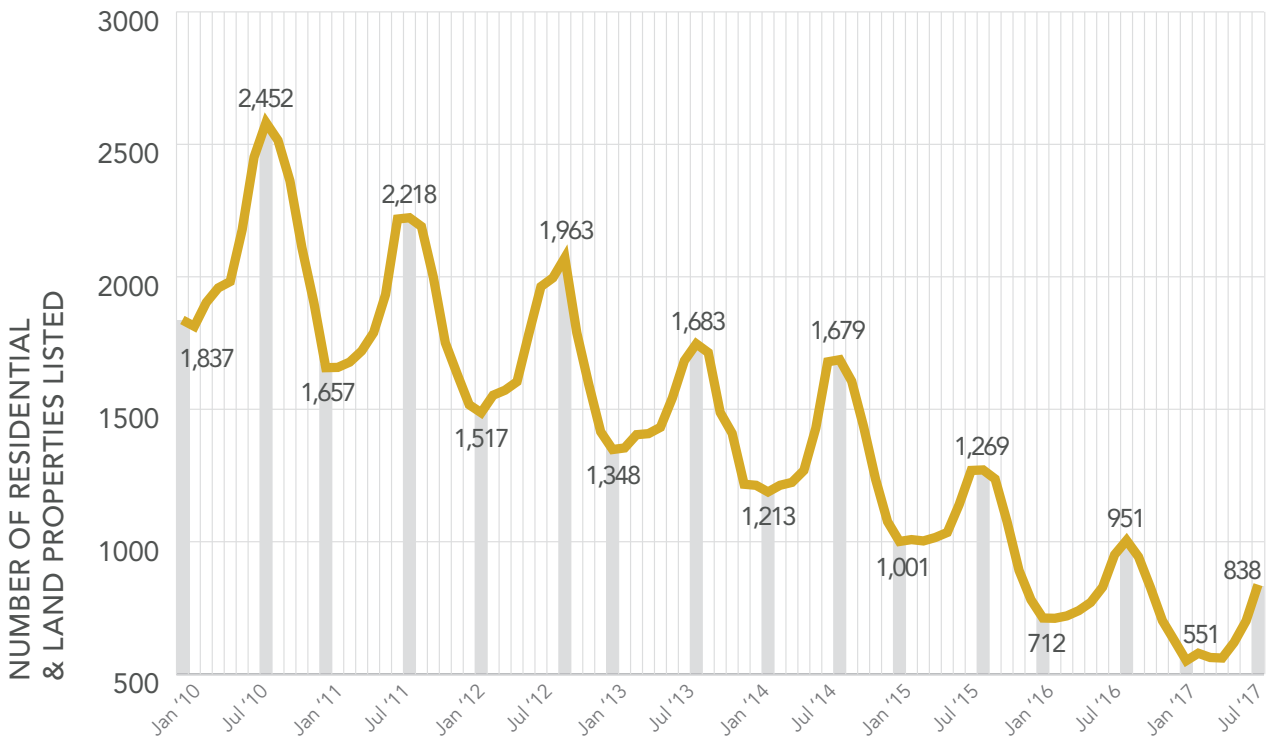


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RESIDENTIAL AVERAGE SALES PRICE HISTORY



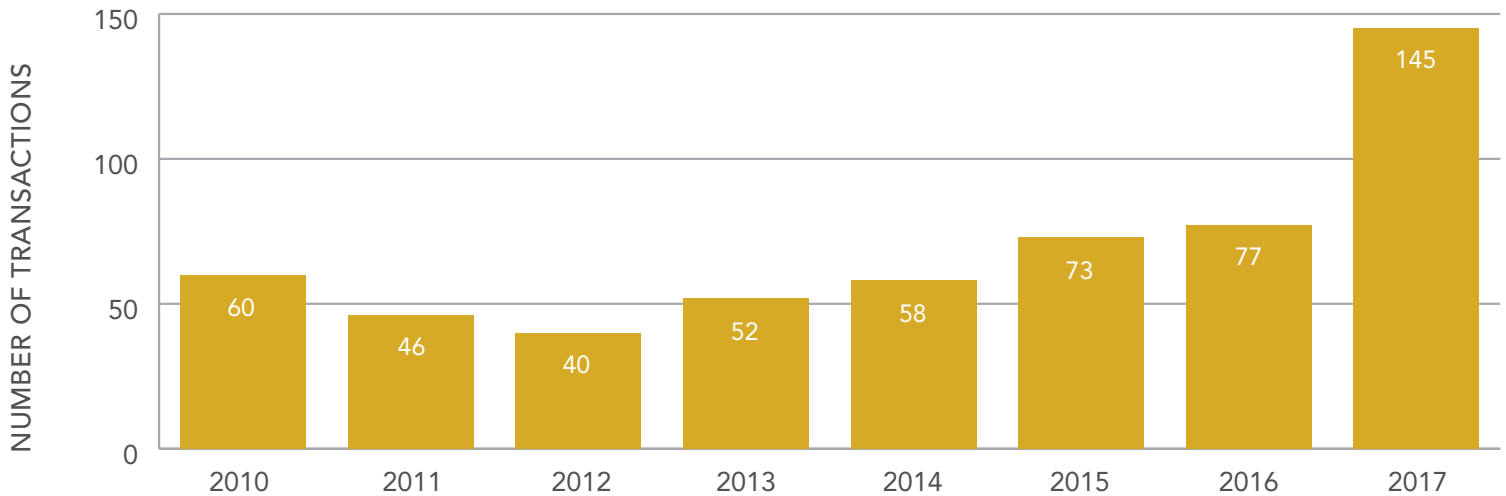
ACTIVE INVENTORY BY MONTH



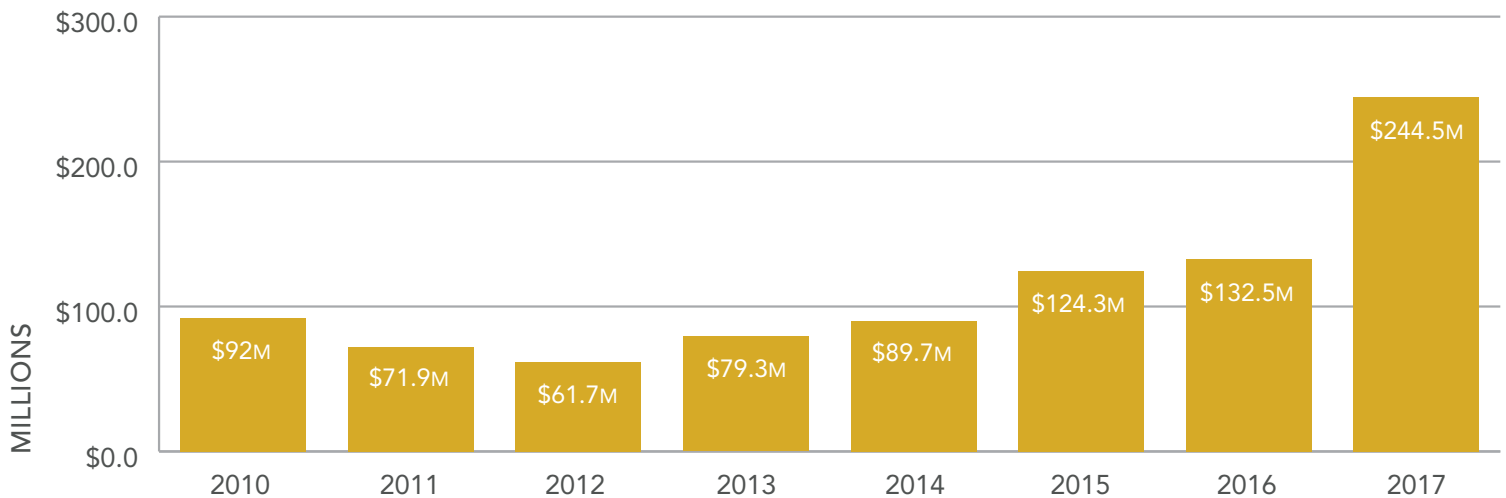
*Inventory data taken on the 1st of the month and includes residential and land properties only. Source of all data contained in this report is the Summit Association of Realtors Multiple Listing Service. Information is deemed reliable but not guaranteed. Consult your Slifer Smith & Frampton Broker for more information. ©2017 Slifer Smith & Frampton Real Estate

THE LUXURY COLLECTION

TRANSACTION VOLUME COMPARISON-
\$1M+ RESIDENTIAL SALES YEAR TO DATE (JANUARY-JUNE)



SALES VOLUME COMPARISON-
\$1M+ RESIDENTIAL SALES YEAR TO DATE (JANUARY-JUNE)

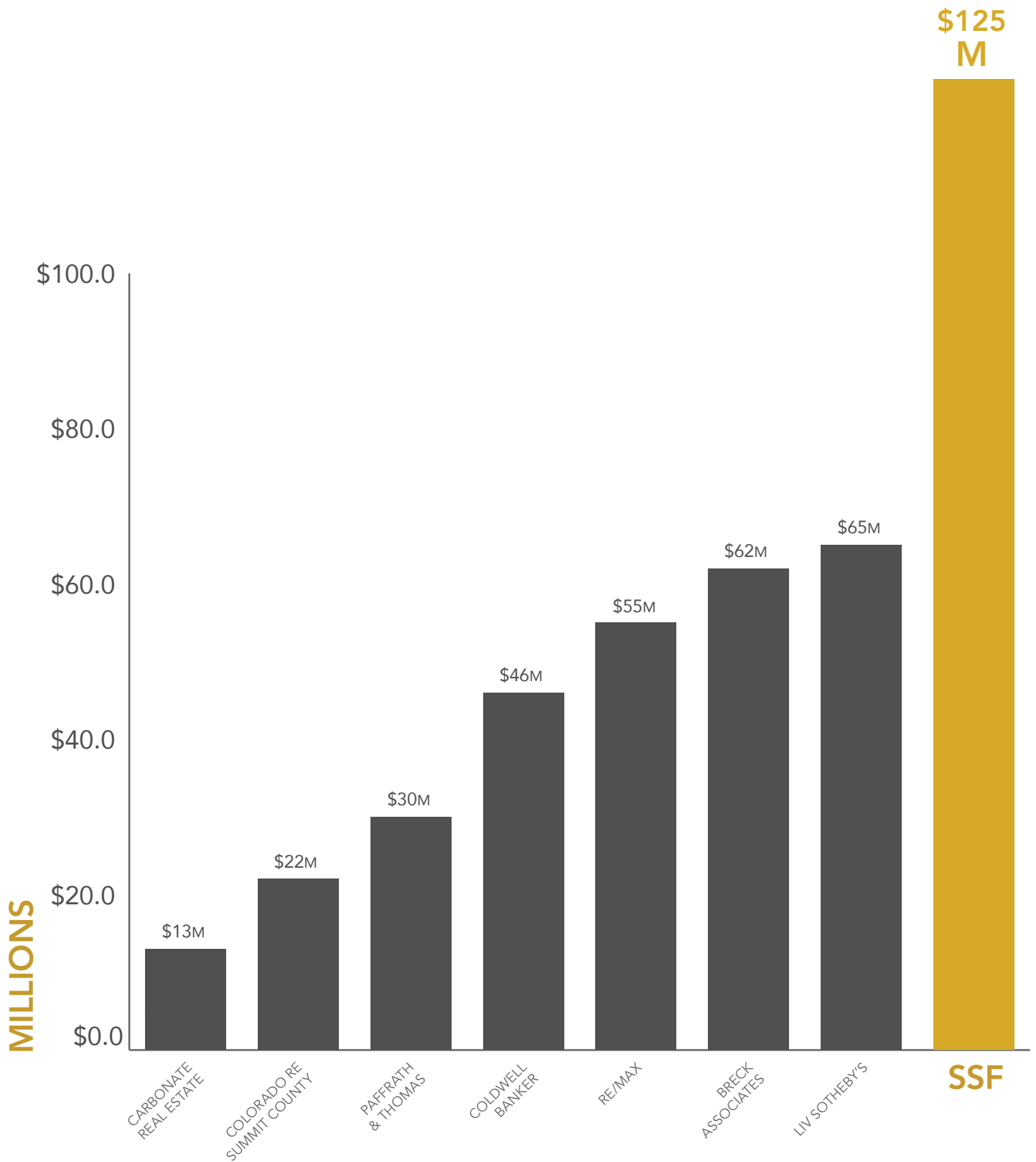


SUMMITCOUNTYLUXURYSUMMITCOUNTYLUXURYCOLLECTION.COM

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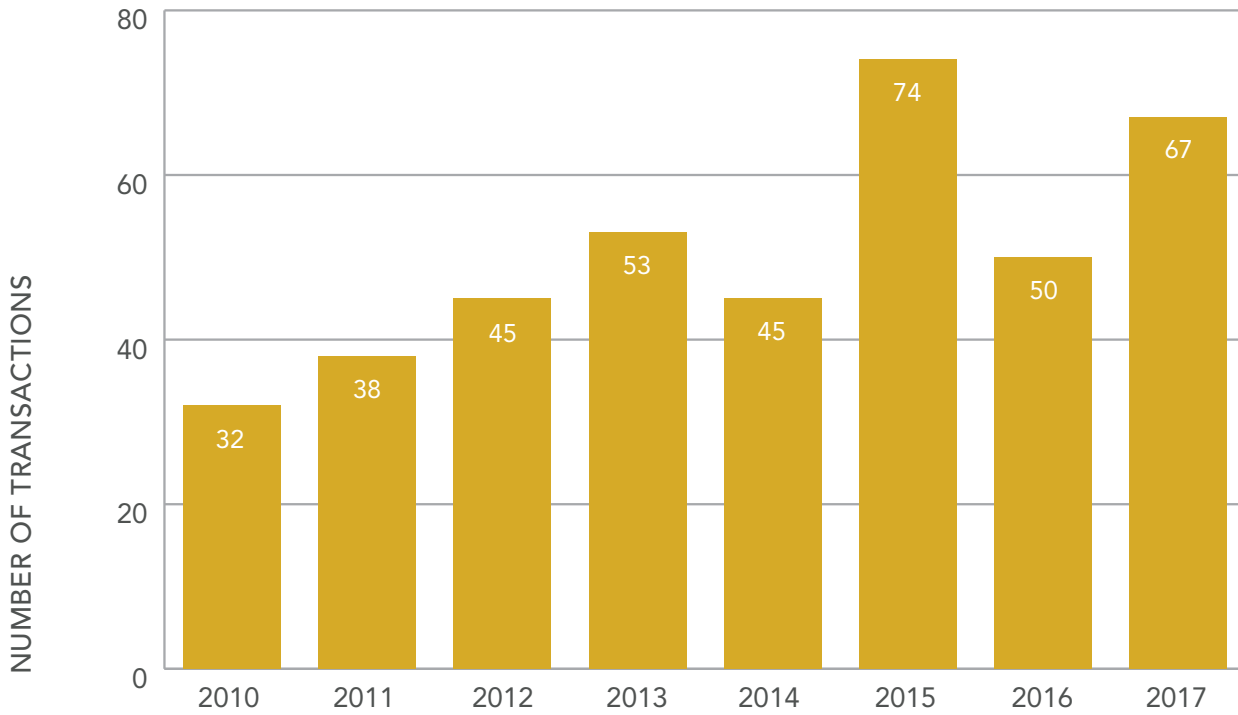
SUMMIT COUNTY LUXURY MARKET SHARE



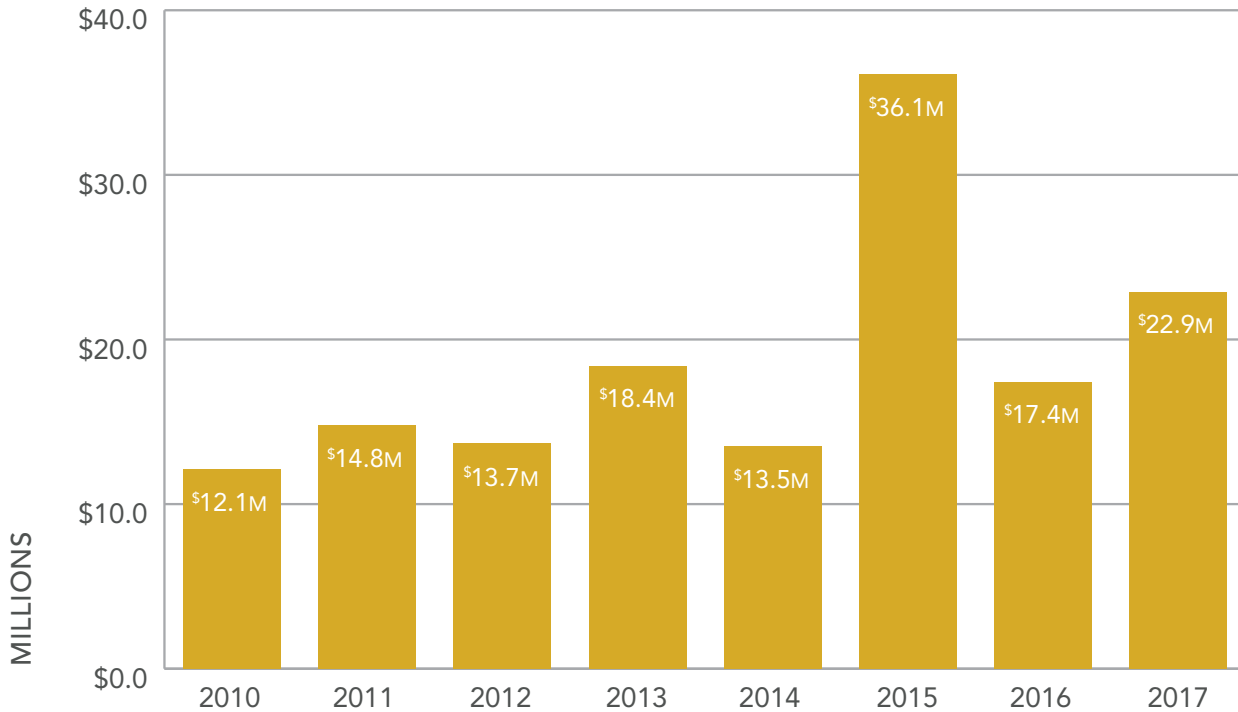
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SUMMIT COUNTY LAND OVERVIEW

TRANSACTION VOLUME COMPARISON
LAND SALES YEAR TO DATE (JANUARY-JUNE)



SALES VOLUME COMPARISON
LAND SALES YEAR TO DATE (JANUARY-JUNE)

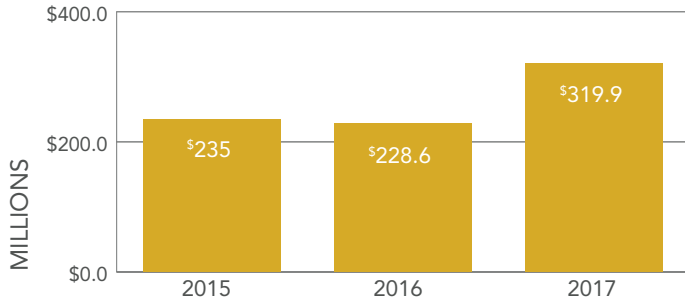


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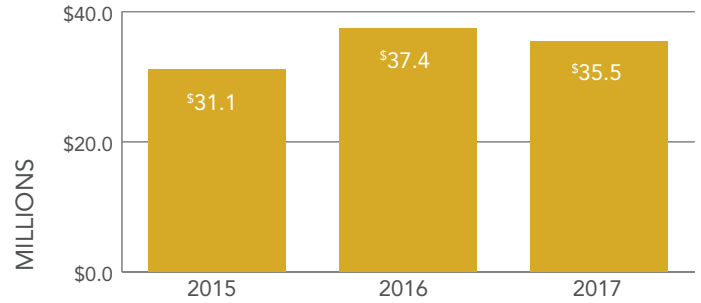
SALES VOLUME BY AREA

RESIDENTIAL AND LAND (JANUARY-JUNE)

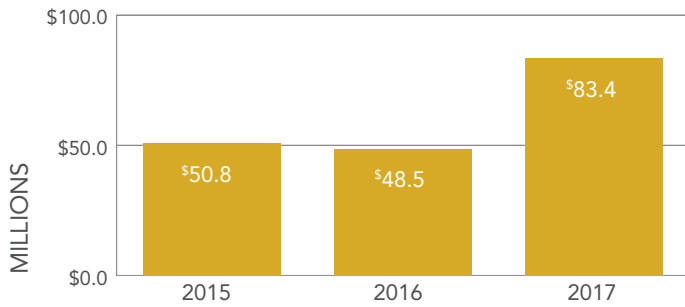
BRECKENRIDGE



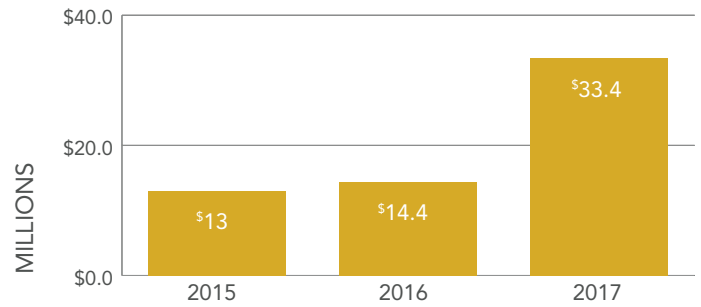
DILLON



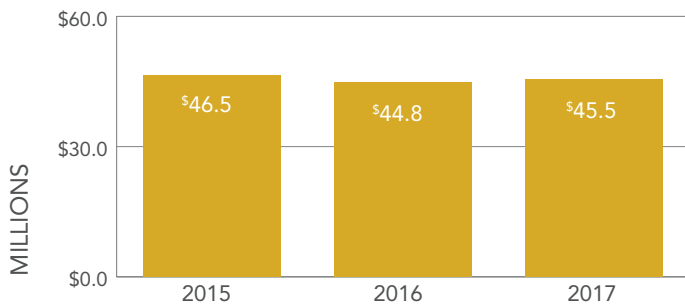
KEYSTONE



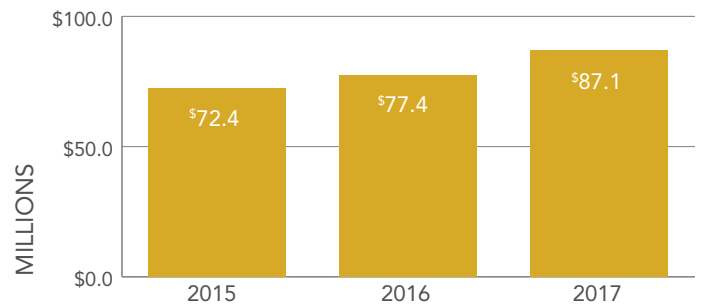
COPPER



FRISCO



SILVERTHORNE



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29.4%

**INCREASE IN
HOMES SOLD**
(2016-2017)

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$109,766,196	130	269	\$620,000
2014	\$113,181,843	119	211	\$765,000
2015	\$126,978,276	120	250	\$757,250
2016	\$141,689,983	126	190	\$832,500
2017	\$214,355,945	163	124	\$1,056,500

55.9%

**LESS TIME SPENT
ON THE MARKET**
(COMPARED TO
2016 AVERAGE)

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$57,956,099	130	212	\$403,000
2014	\$66,209,906	140	222	\$409,950
2015	\$78,092,030	148	174	\$425,090
2016	\$74,937,999	150	118	\$396,450
2017	\$85,690,572	152	52	\$436,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
AVERAGE:	\$283	\$317	\$342	\$353	\$415	\$425	\$432	\$463	\$492	\$595

SALE PRICE VS LIST PRICE

	SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE:	97.01%	98.11%

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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$1,750,000	1	1116	\$1,750,000
2014	\$0	0	n/a	n/a
2015	\$0	0	n/a	n/a
2016	\$0	0	n/a	n/a
2017	\$10,850,000	5	333	\$1,925,000

100%

ALL SINGLE FAMILY HOMES SOLD SO FAR IN 2017 WERE PRICED \$1M+

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$6,862,400	22	270	\$280,000
2014	\$11,253,750	30	307	\$337,500
2015	\$12,583,250	38	420	\$312,500
2016	\$14,417,500	39	226	\$366,000
2017	\$22,558,000	54	117	\$367,000

70%

INCREASE IN # OF SALES

(OVER THE 2013-2016 AVERAGE)

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	
AVERAGE:	\$479	n/a	n/a	n/a	\$568	AVERAGE:	\$350	\$387	\$338	\$394	\$453

SALE PRICE VS LIST PRICE

SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE: 94.78%	AVERAGE OF SALE PRICE/LAST LISTED PRICE: 96.99%

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44.8%

GROWTH IN
MEDIAN SALES
PRICE SINCE 2013

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$13,858,100	28	178	\$437,500
2014	\$10,024,050	17	177	\$500,000
2015	\$14,525,300	25	227	\$529,000
2016	\$19,360,177	29	94	\$640,000
2017	\$19,846,141	28	31	\$633,614

63.3%

LESS TIME SPENT
ON THE MARKET

(COMPARED TO 2013-
2016 AVERAGE)

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$9,782,050	44	169	\$211,250
2014	\$8,787,200	37	134	\$202,000
2015	\$16,133,861	61	123	\$249,000
2016	\$17,014,825	60	33	\$227,000
2017	\$14,362,930	54	8	\$228,760

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
AVERAGE:	\$215	\$228	\$226	\$268	\$297	\$227	\$233	\$257	\$298	\$331

SALE PRICE VS LIST PRICE

SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE: 97.51%	AVERAGE OF SALE PRICE/LAST LISTED PRICE: 98.92%

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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$8,753,884	13	174	\$580,000
2014	\$12,772,697	19	211	\$680,000
2015	\$22,536,375	29	114	\$710,000
2016	\$16,736,664	21	89	\$811,000
2017	\$15,236,500	15	55	\$840,000

14%

**INCREASE IN
AVERAGE PRICE
PER SQUARE FOOT**
(2016-2017)

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$14,911,998	41	193	\$425,000
2014	\$15,726,499	36	183	\$405,500
2015	\$22,713,280	56	167	\$361,500
2016	\$26,401,545	55	47	\$439,000
2017	\$29,488,300	55	38	\$515,000

17.3%

**INCREASE IN
MEDIAN SALES
PRICE**
(2016-2017)

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	
AVERAGE:	\$269	\$298	\$362	\$356	\$406	AVERAGE:	\$281	\$342	\$323	\$400	\$431

SALE PRICE VS LIST PRICE

SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE: 97.45%	AVERAGE OF SALE PRICE/LAST LISTED PRICE: 98.29%

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9.2%

**CHANGE IN
AVERAGE PRICE
PER SQUARE FOOT**
(2016-2017)

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$5,888,750	6	310	\$1,039,375
2014	\$5,224,500	6	502	\$766,500
2015	\$12,912,500	11	329	\$975,000
2016	\$13,024,800	11	140	\$975,000
2017	\$15,476,500	11	254	\$1,189,000

33.3%

**INCREASE IN
NUMBER OF SALES**
(2016-2017)

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2012	\$21,864,000	57	207	\$330,000
2013	\$25,189,400	71	261	\$312,000
2014	\$29,556,750	88	251	\$298,500
2015	\$34,120,449	102	211	\$285,100
2017	\$67,599,300	136	40	\$424,500

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017
AVERAGE:	\$251	\$280	\$293	\$315	\$344	\$310	\$306	\$327	\$351	\$436

SALE PRICE VS LIST PRICE

	SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE:	94.98%	98.32%

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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$27,501,015	42	220	\$626,200
2014	\$29,236,200	45	214	\$562,500
2015	\$39,261,005	62	233	\$581,500
2016	\$50,053,303	62	81	\$681,250
2017	\$53,915,065	60	114	\$788,000

14%

INCREASE IN HOMES SOLD

(COMPARED TO 2013-2016 AVERAGE)

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	MEDIAN SALE
2013	\$14,905,099	47	219	\$234,000
2014	\$19,663,850	70	148	\$250,250
2015	\$29,630,067	92	106	\$306,500
2016	\$21,702,204	71	30	\$290,000
2017	\$30,629,580	81	32	\$332,000

74.6%

LESS TIME SPENT ON THE MARKET

(COMPARED TO 2013-2016 AVERAGE)

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2013	2014	2015	2016	2017	2013	2014	2015	2016	2017	
AVERAGE:	\$247	\$254	\$269	\$301	\$321	AVERAGE:	\$220	\$238	\$252	\$289	\$344

SALE PRICE VS LIST PRICE

SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE: 96.68%	AVERAGE OF SALE PRICE/LAST LISTED PRICE: 98.95%

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