

THE SLIFER REPORT

SUMMIT COUNTY REAL ESTATE 2016 ANNUAL MARKET REVIEW

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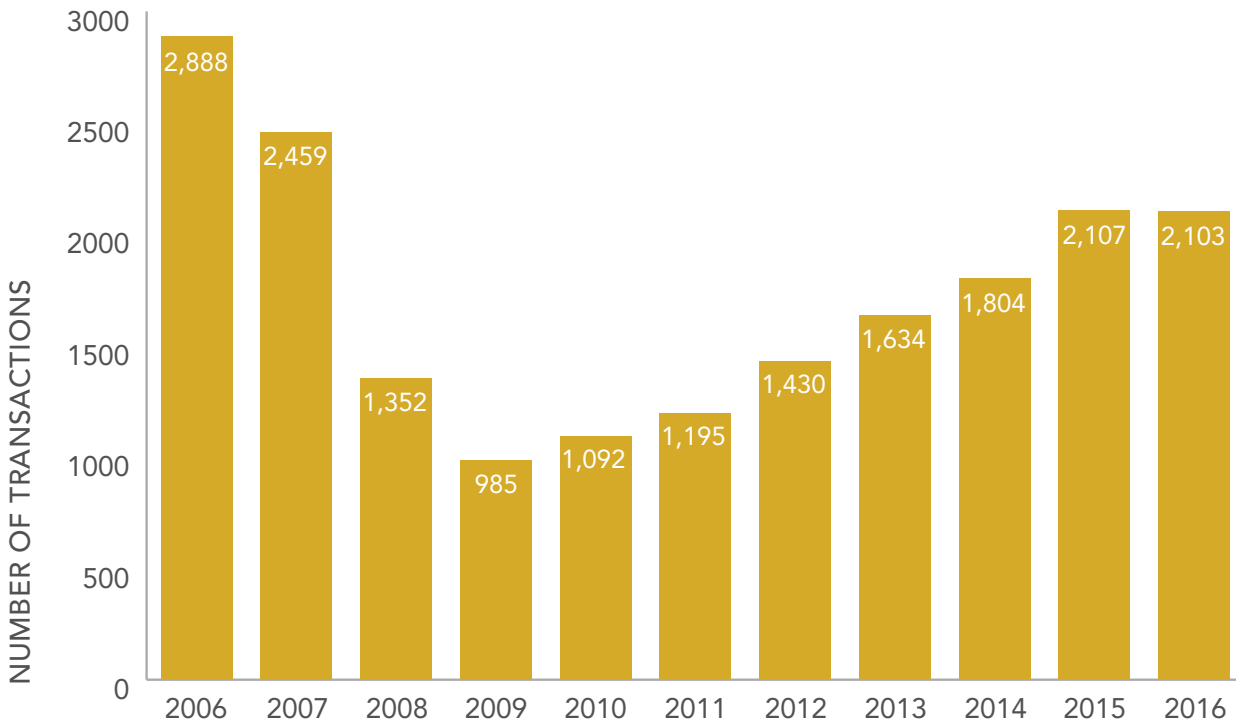
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Slifer Smith

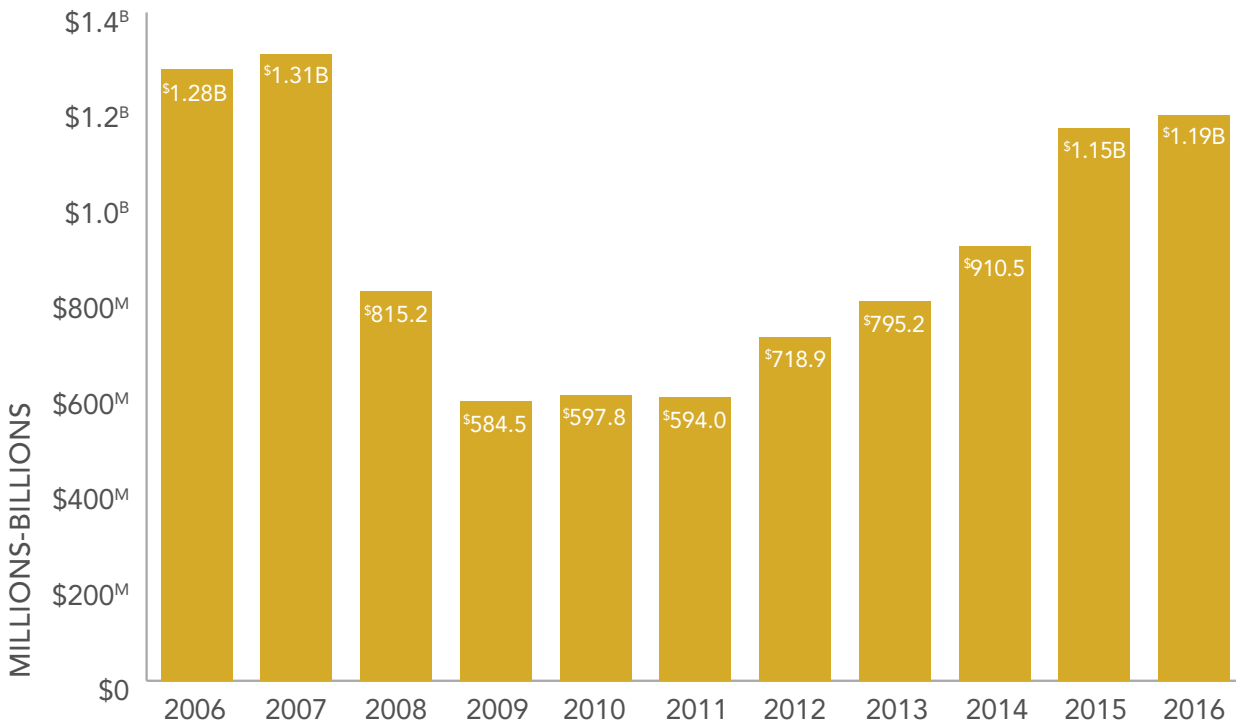
& Frampton

Real Estate

TRANSACTION VOLUME COMPARISON

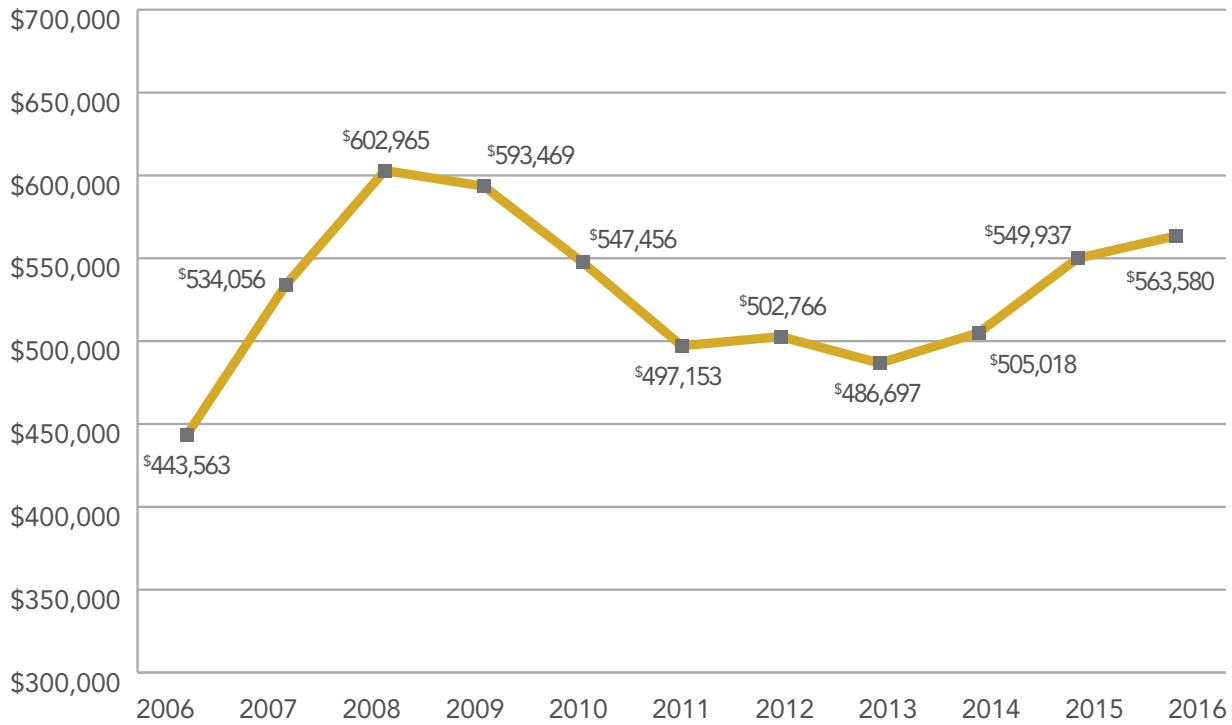


SALES VOLUME COMPARISON

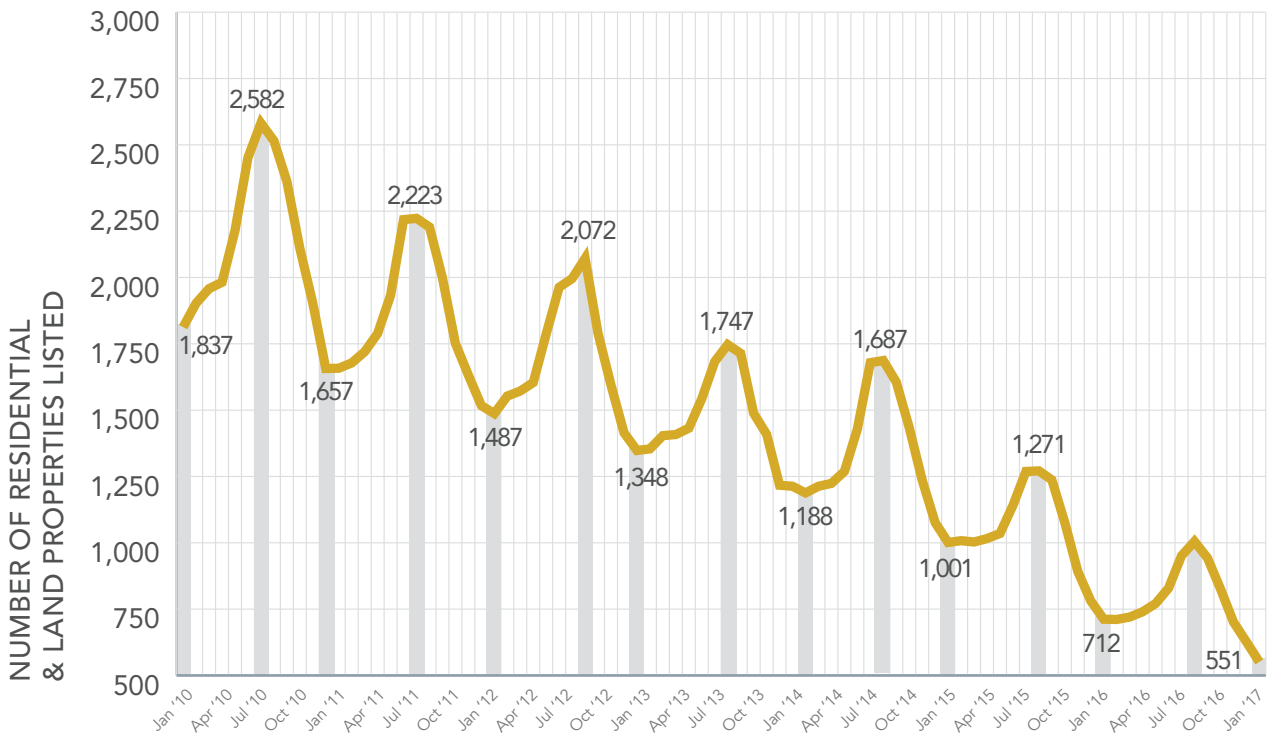


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AVERAGE SALES PRICE HISTORY



ACTIVE INVENTORY BY MONTH



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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$235,856,451	269	228	\$876,790	\$5,570,130	\$150,000	\$675,000	70
2013	\$239,480,646	293	227	\$817,340	\$3,400,000	\$195,000	\$660,000	73
2014	\$285,782,322	298	211	\$959,001	\$3,640,593	\$210,000	\$762,500	104
2015	\$313,011,605	302	209	\$1,036,462	\$3,900,000	\$239,000	\$762,000	108
2016	\$355,232,281	321	124	\$1,106,643	\$5,675,000	\$195,000	\$860,000	127

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$110,305,596	272	279	\$405,535	\$1,280,000	\$73,000	\$350,000	5
2013	\$149,433,128	344	209	\$434,399	\$1,930,000	\$110,000	\$362,500	18
2014	\$158,229,974	344	198	\$459,971	\$1,900,000	\$50,000	\$410,500	13
2015	\$227,895,222	430	182	\$529,989	\$2,665,000	\$127,900	\$426,500	37
2016	\$185,625,578	356	102	\$521,420	\$2,195,000	\$100,000	\$436,500	20

HOMESITES

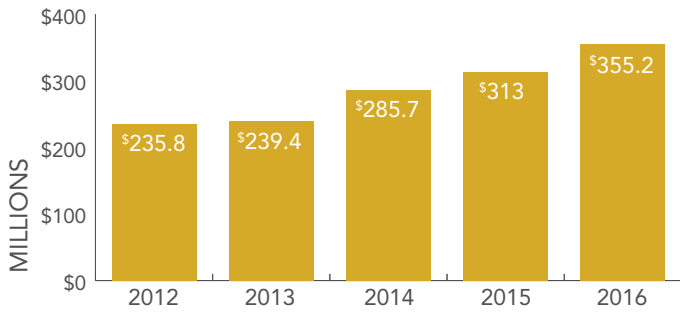
	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$26,110,000	70	427	\$373,000	\$2,550,000	\$15,000	\$177,000	6
2013	\$25,625,495	68	498	\$376,846	\$2,350,000	\$12,000	\$230,000	4
2014	\$26,603,250	72	458	\$369,490	\$1,598,000	\$35,000	\$242,000	5
2015	\$43,647,749	97	344	\$449,847	\$10,250,000	\$30,000	\$254,000	8
2016	\$31,822,750	83	310	\$383,407	\$1,800,000	\$15,000	\$297,000	5

PRICE PER SQUARE FOOT COMPARISON

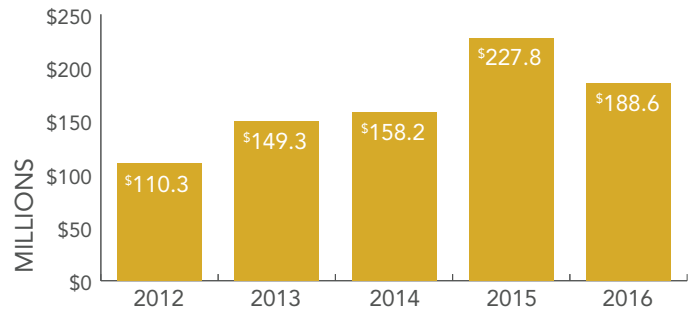
	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$790	\$779	\$833	\$942	HIGH:	\$1,124	\$1,226	\$1,220	\$1,168
LOW:	\$88	\$121	\$80	\$90	LOW:	\$126	\$182	\$157	\$229
AVERAGE:	\$294	\$331	\$346	\$358	AVERAGE:	\$416	\$344	\$475	\$505

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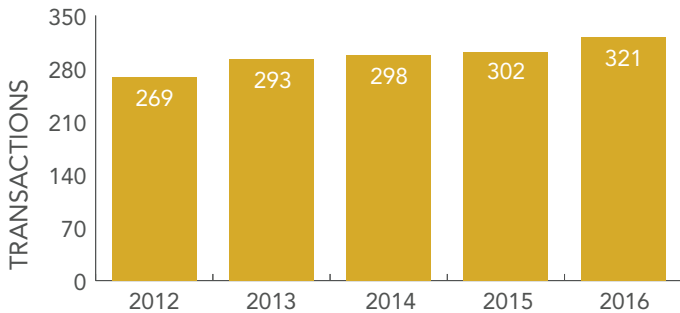
SINGLE-FAMILY/DUPLEX SALES VOLUME



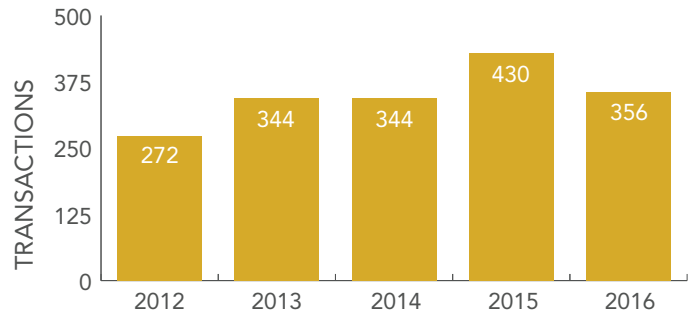
MULTI-FAMILY SALES VOLUME



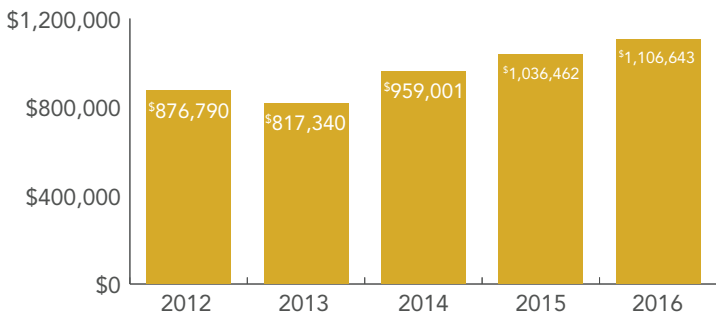
SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME



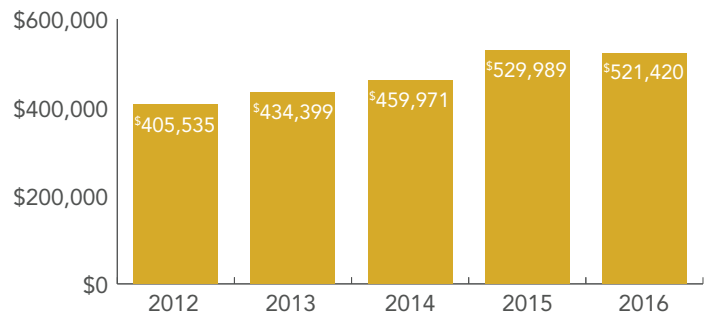
MULTI-FAMILY TRANSACTION VOLUME



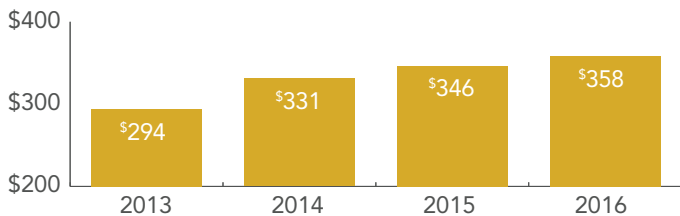
SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE



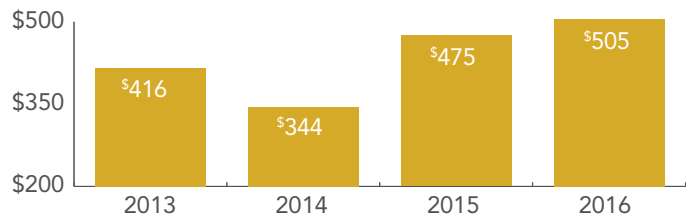
MULTI-FAMILY AVERAGE SALES PRICE



SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.



MULTI-FAMILY AVERAGE PRICE/SQ.FT.



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COPPER MOUNTAIN

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$1,700,000	1	301	\$1,700,000	\$1,700,000	\$1,700,000	\$1,700,000	1
2013	\$3,650,000	2	926	\$1,825,000	\$1,900,000	\$1,750,000	\$1,825,000	2
2014	\$3,990,000	2	646	\$1,995,000	\$2,300,000	\$1,690,000	\$1,995,000	2
2015	\$0	0	n/a	n/a	n/a	n/a	n/a	0
2016	\$1,420,000	1	1204	\$1,420,000	\$1,420,000	\$1,420,000	\$1,420,000	1

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$13,634,360	41	362	\$332,545	\$832,000	\$129,900	\$348,000	0
2013	\$18,342,100	52	370	\$352,733	\$1,125,000	\$138,000	\$303,000	2
2014	\$24,781,595	72	321	\$344,189	\$889,200	\$80,000	\$320,000	0
2015	\$34,820,250	98	328	\$355,309	\$868,150	\$100,000	\$344,000	0
2016	\$34,843,300	94	173	\$370,673	\$1,195,000	\$112,000	\$342,250	1

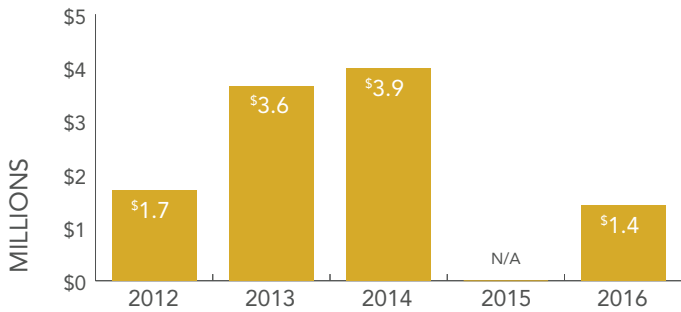
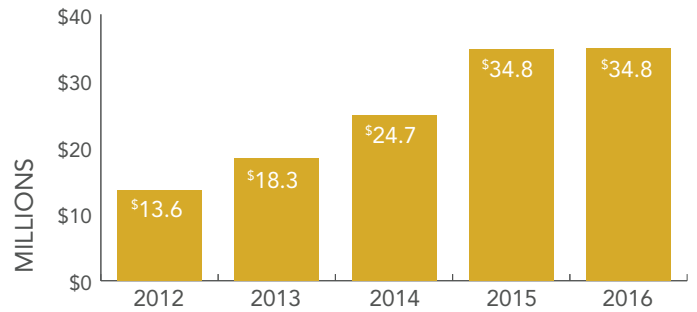
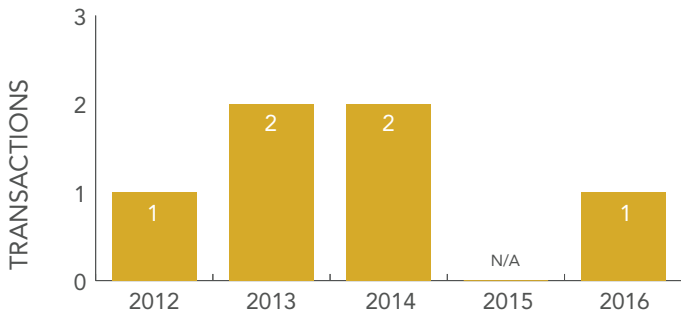
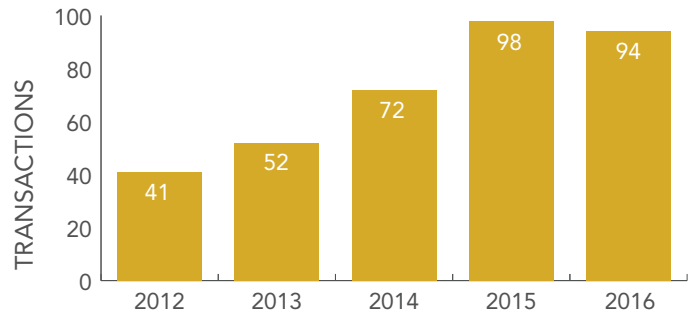
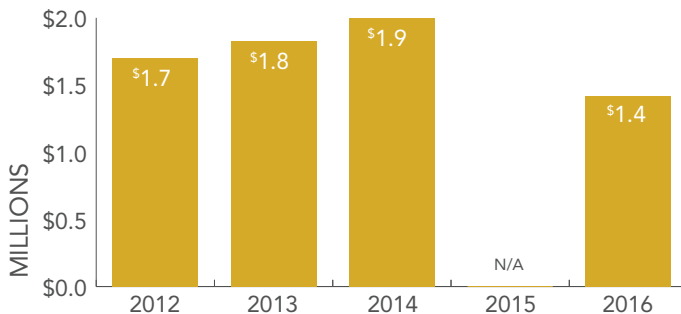
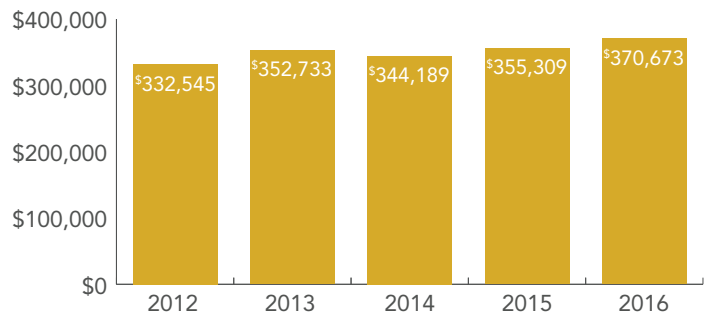
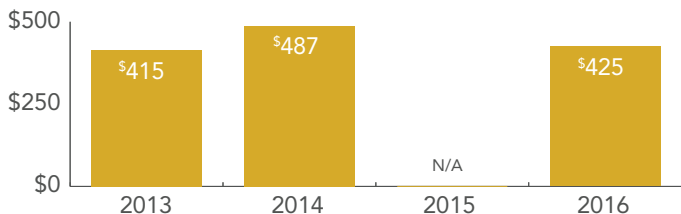
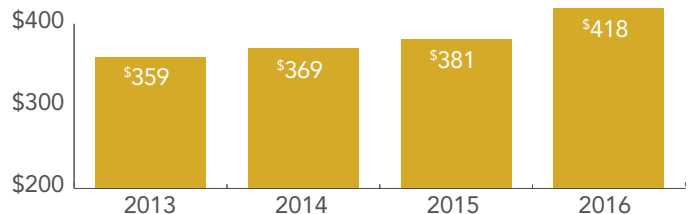
HOMESITES

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$1,850,000	2	49	\$925,000	\$1,200,000	\$650,000	\$925,000	1
2013	\$1,712,000	2	328	\$856,000	\$912,000	\$800,000	\$856,000	0
2014	\$0	0	n/a	n/a	n/a	n/a	n/a	0
2015	\$1,025,000	1	492	\$1,025,000	\$1,025,000	\$1,025,000	\$1,025,000	1
2016	\$1,920,000	2	912	\$960,000	\$970,000	\$950,000	\$960,000	0

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$479	\$514	n/a	\$425	HIGH:	\$555	\$555	\$562	\$590
LOW:	\$350	\$460	n/a	\$425	LOW:	\$170	\$197	\$198	\$218
AVERAGE:	\$415	\$487	n/a	\$425	AVERAGE:	\$359	\$369	\$381	\$418

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SINGLE-FAMILY/DUPLEX SALES VOLUME

MULTI-FAMILY SALES VOLUME

SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME

MULTI-FAMILY TRANSACTION VOLUME

SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE

MULTI-FAMILY AVERAGE SALES PRICE

SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.

MULTI-FAMILY AVERAGE PRICE/SQ.FT.


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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$35,074,040	66	160	\$531,425	\$1,475,000	\$200,000	\$445,000	3
2013	\$37,610,925	70	136	\$537,299	\$1,300,000	\$222,000	\$372,000	4
2014	\$34,598,475	65	157	\$532,284	\$1,210,000	\$275,000	\$455,000	2
2015	\$43,183,100	70	162	\$616,901	\$1,138,500	\$340,000	\$574,500	2
2016	\$41,343,317	63	64	\$656,243	\$1,650,000	\$310,000	\$630,000	6

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$19,197,450	87	176	\$220,660	\$687,500	\$78,000	\$179,000	0
2013	\$23,183,695	99	147	\$234,179	\$765,000	\$79,000	\$215,000	0
2014	\$32,327,320	122	121	\$264,978	\$728,000	\$74,000	\$250,000	0
2015	\$38,054,660	139	98	\$273,775	\$679,000	\$102,000	\$264,000	0
2016	\$39,748,146	149	25	\$266,766	\$838,500	\$116,000	\$225,000	0

HOMESITES

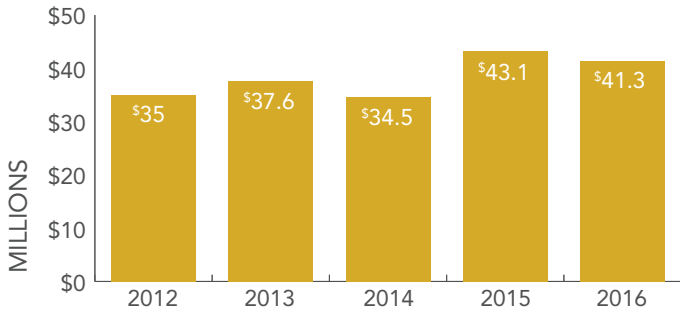
	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$1,179,900	7	339	\$168,557	\$325,000	\$96,000	\$114,900	0
2013	\$913,450	7	626	\$130,493	\$166,000	\$82,000	\$141,000	0
2014	\$687,000	5	546	\$137,400	\$155,000	\$103,000	\$145,500	0
2015	\$879,750	5	509	\$175,950	\$215,000	\$155,000	\$162,500	0
2016	\$759,000	5	116	\$1,518,000	\$189,000	\$125,000	\$145,000	0

PRICE PER SQUARE FOOT COMPARISON

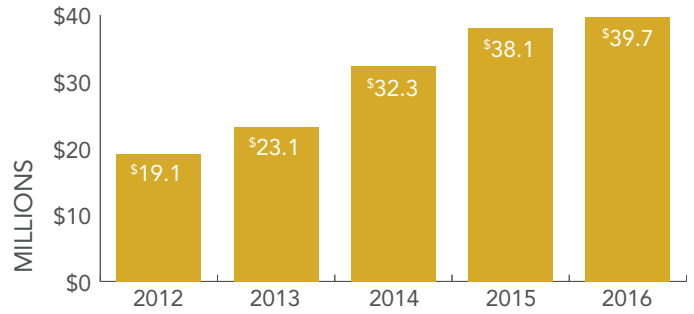
	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$332	\$337	\$368	\$445	HIGH:	\$408	\$420	\$450	\$508
LOW:	\$101	\$137	\$114	\$167	LOW:	\$122	\$144	\$155	\$200
AVERAGE:	\$228	\$227	\$234	\$263	AVERAGE:	\$236	\$252	\$271	\$303

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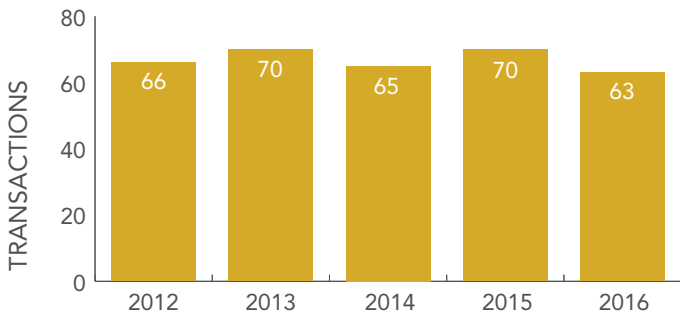
SINGLE-FAMILY/DUPLEX SALES VOLUME



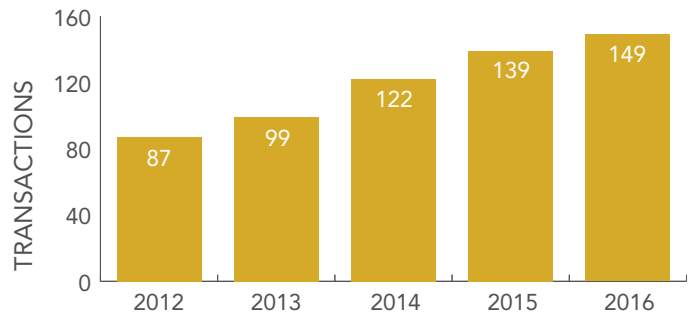
MULTI-FAMILY SALES VOLUME



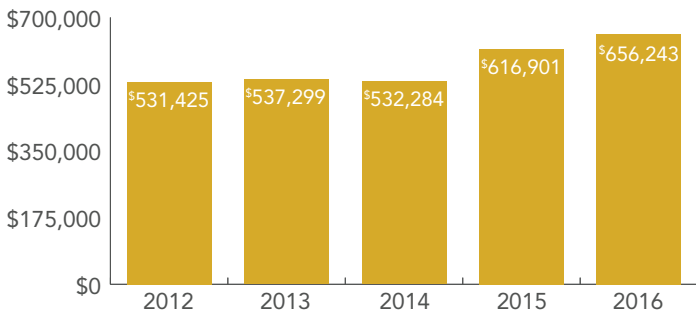
SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME



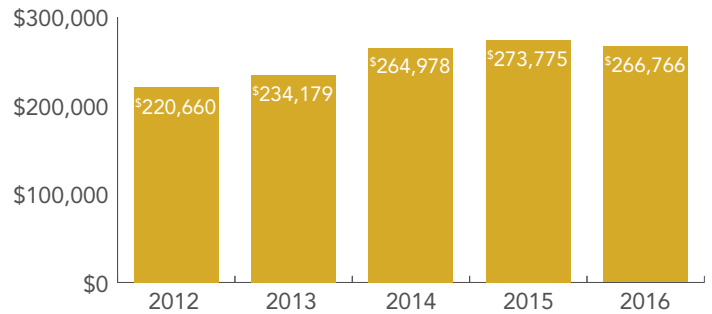
MULTI-FAMILY TRANSACTION VOLUME



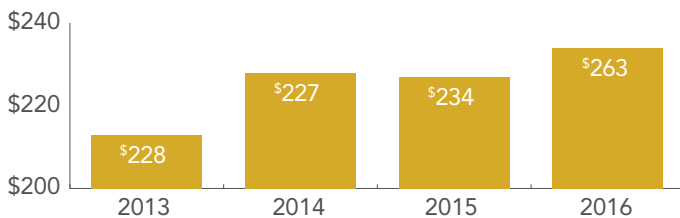
SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE



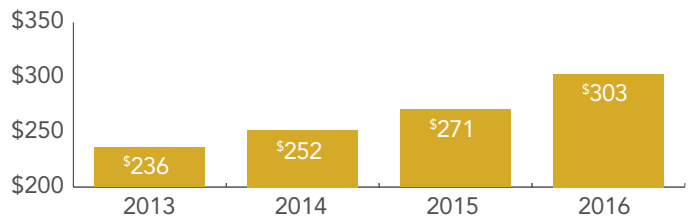
MULTI-FAMILY AVERAGE SALES PRICE



SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.



MULTI-FAMILY AVERAGE PRICE/SQ.FT.



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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$24,786,583	36	271	\$688,516	\$1,225,000	\$271,900	\$628,500	4
2013	\$34,354,711	48	186	\$715,723	\$1,435,069	\$350,000	\$713,000	4
2014	\$26,863,477	40	207	\$671,587	\$1,200,000	\$345,000	\$678,500	1
2015	\$60,712,196	71	140	\$855,101	\$2,700,000	\$315,000	\$750,000	13
2016	\$43,183,579	52	52	\$830,453	\$1,700,000	\$370,000	\$772,750	12

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$45,631,143	122	221	\$374,026	\$840,000	\$125,000	\$359,000	0
2013	\$41,357,603	112	163	\$369,264	\$854,000	\$130,000	\$349,000	0
2014	\$59,857,410	140	164	\$427,553	\$1,100,000	\$157,000	\$405,000	1
2015	\$67,452,370	152	144	\$443,766	\$1,000,000	\$162,000	\$408,250	1
2016	\$71,875,368	139	45	\$517,908	\$1,064,500	\$200,000	\$455,000	5

HOMESITES

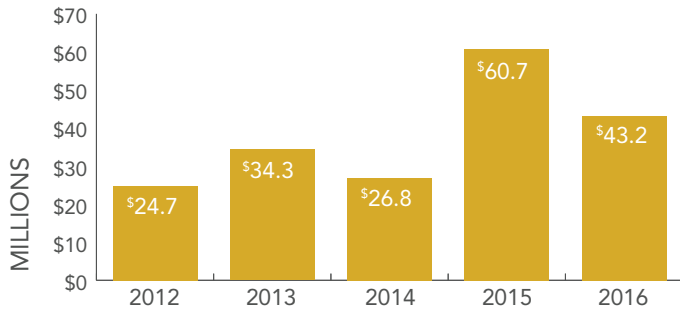
	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$2,020,000	7	494	\$288,571	\$470,000	\$165,000	\$280,000	0
2013	\$1,549,000	5	401	\$309,800	\$380,000	\$188,000	\$370,000	0
2014	\$1,183,000	5	520	\$236,600	\$299,000	\$140,000	\$250,000	0
2015	\$2,634,900	9	538	\$292,767	\$400,000	\$149,900	\$355,000	0
2016	\$2,524,900	7	352	\$360,700	\$460,000	\$180,000	\$415,000	0

PRICE PER SQUARE FOOT COMPARISON

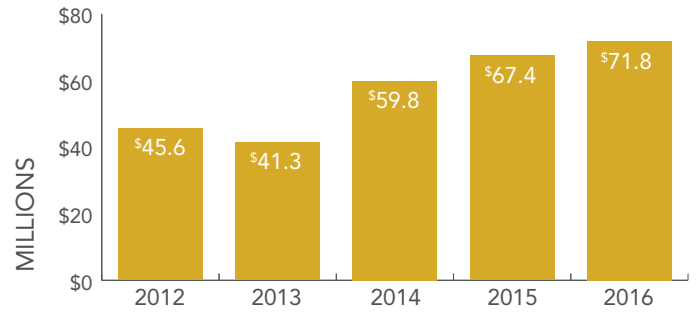
	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$833	\$605	\$938	\$572	HIGH:	\$512	\$488	\$530	\$577
LOW:	\$193	\$204	\$194	\$249	LOW:	\$188	\$206	\$211	\$238
AVERAGE:	\$319	\$308	\$349	\$364	AVERAGE:	\$298	\$332	\$359	\$404

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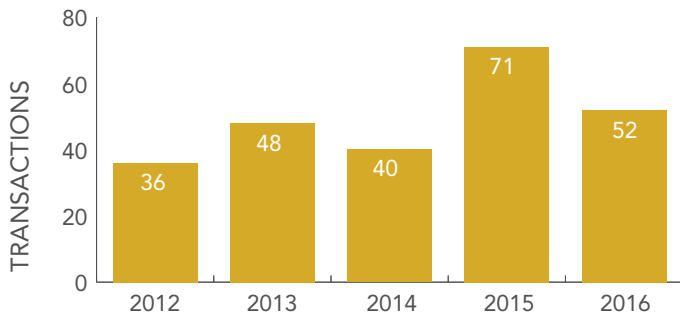
SINGLE-FAMILY/DUPLEX SALES VOLUME



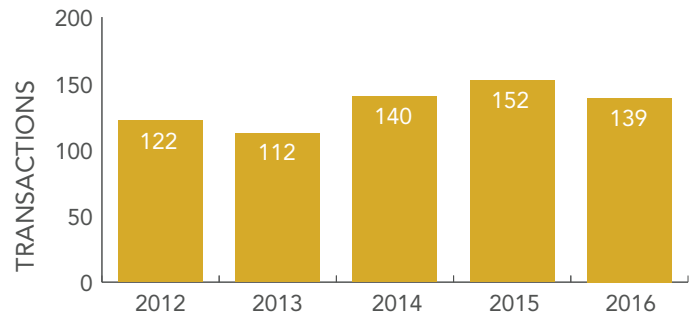
MULTI-FAMILY SALES VOLUME



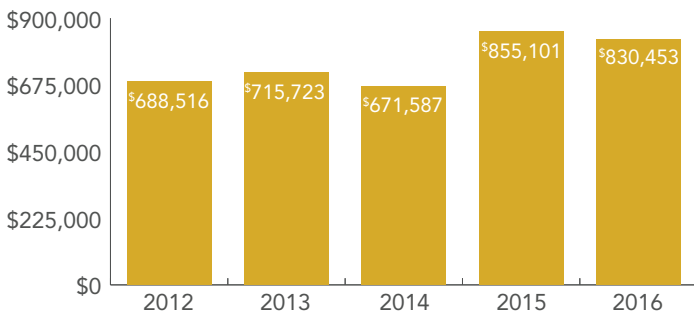
SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME



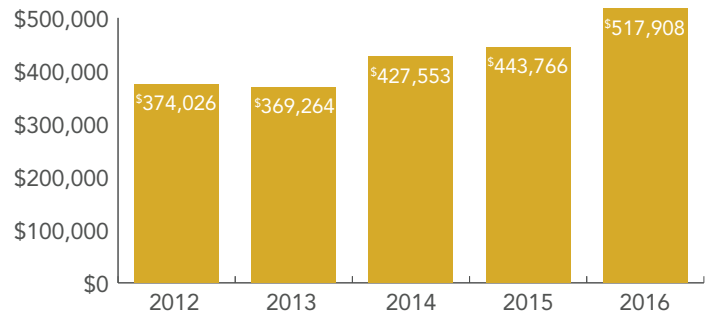
MULTI-FAMILY TRANSACTION VOLUME



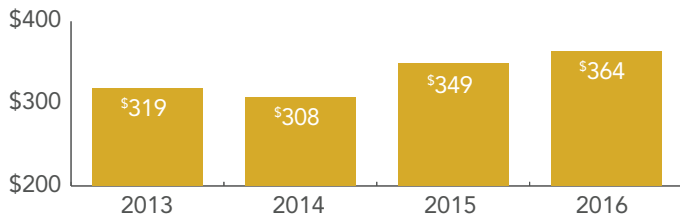
SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE



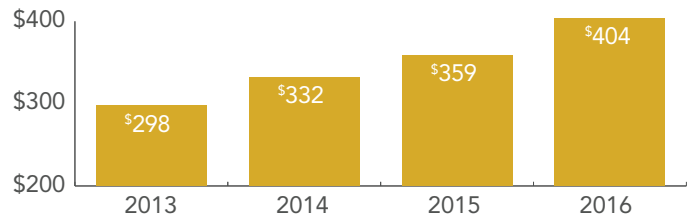
MULTI-FAMILY AVERAGE SALES PRICE



SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.



MULTI-FAMILY AVERAGE PRICE/SQ.FT.



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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$28,821,750	30	431	\$960,725	\$2,600,000	\$290,000	\$871,500	11
2013	\$21,198,749	22	265	\$963,580	\$1,899,999	\$315,000	\$995,000	10
2014	\$14,558,300	20	296	\$727,915	\$1,550,000	\$468,000	\$715,000	2
2015	\$37,055,700	37	257	\$1,001,505	\$3,050,000	\$440,000	\$875,000	14
2016	\$39,098,050	35	155	\$1,117,087	\$2,450,000	\$560,000	\$925,000	13

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$57,939,049	166	215	\$349,030	\$1,100,000	\$100,000	\$302,000	1
2013	\$64,299,000	196	216	\$328,056	\$1,049,000	\$25,100	\$290,000	1
2014	\$79,458,450	247	234	\$321,694	\$1,700,000	\$26,500	\$283,000	1
2015	\$95,913,849	269	174	\$356,557	\$1,778,800	\$28,000	\$303,000	5
2016	\$94,246,273	257	57	\$366,717	\$1,065,000	\$117,000	\$340,000	1

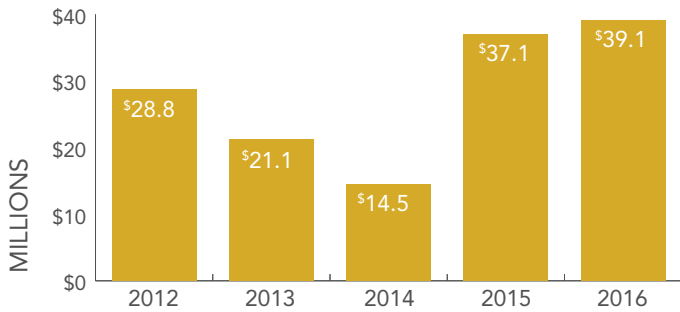
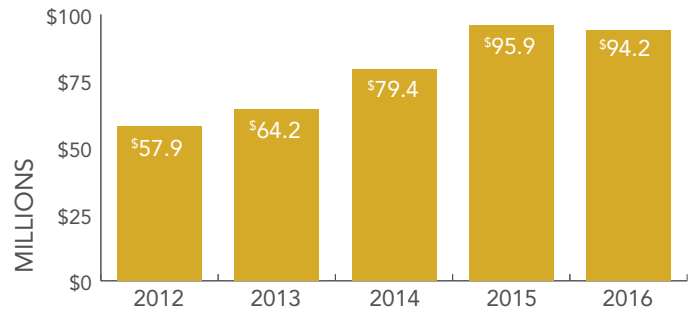
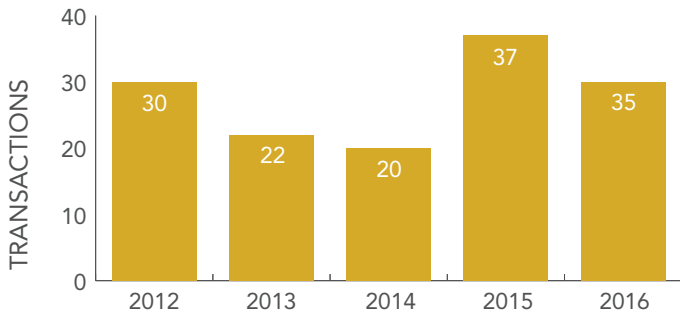
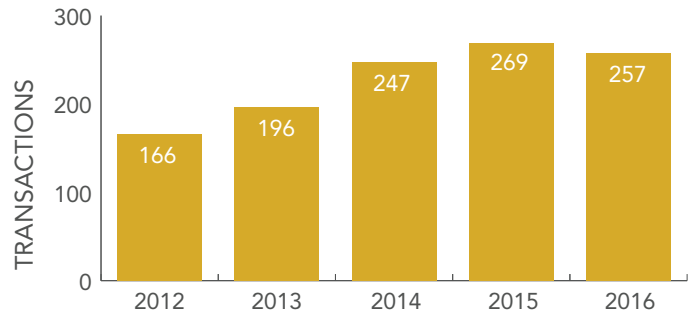
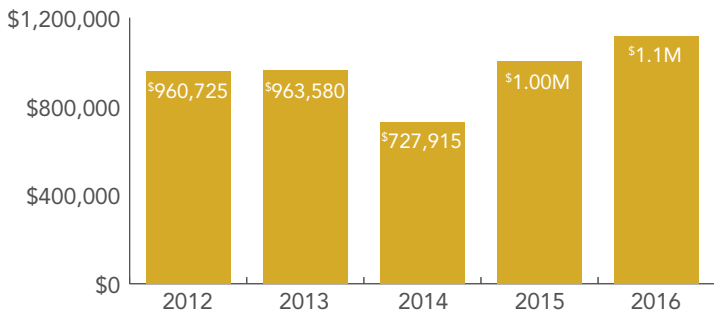
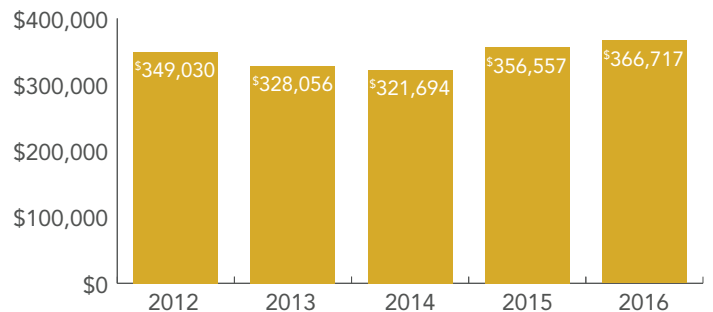
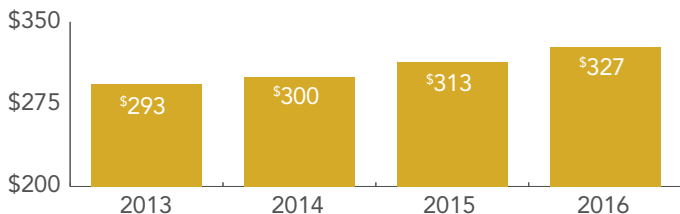
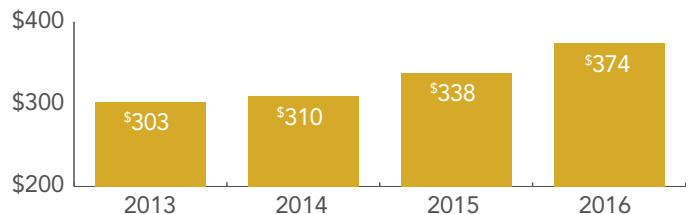
HOMESITES

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$2,296,300	10	304	\$229,630	\$375,000	\$152,100	\$209,250	0
2013	\$1,295,000	7	153	\$185,000	\$330,000	\$140,000	\$157,500	0
2014	\$2,784,000	9	744	\$309,333	\$475,000	\$110,000	\$320,000	0
2015	\$1,857,500	7	440	\$265,357	\$420,000	\$80,000	\$267,500	0
2016	\$1,775,500	5	345	\$355,100	\$569,000	\$180,000	\$335,000	0

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$445	\$398	\$606	\$517	HIGH:	\$621	\$785	\$780	\$610
LOW:	\$186	\$164	\$179	\$179	LOW:	\$126	\$132	\$140	\$79
AVERAGE:	\$293	\$300	\$313	\$327	AVERAGE:	\$303	\$310	\$338	\$374

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SINGLE-FAMILY/DUPLEX SALES VOLUME

MULTI-FAMILY SALES VOLUME

SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME

MULTI-FAMILY TRANSACTION VOLUME

SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE

MULTI-FAMILY AVERAGE SALES PRICE

SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.

MULTI-FAMILY AVERAGE PRICE/SQ.FT.


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SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$80,484,984	125	255	\$643,880	\$2,260,000	\$152,000	\$565,000	16
2013	\$82,995,164	125	188	\$663,961	\$2,650,000	\$90,000	\$620,000	17
2014	\$99,827,671	146	188	\$683,751	\$2,375,000	\$168,000	\$627,500	18
2015	\$109,063,120	157	186	\$694,670	\$1,800,000	\$195,000	\$627,500	18
2016	\$129,029,850	167	73	\$772,634	\$2,750,000	\$198,000	\$675,000	31

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$26,938,119	99	185	\$272,102	\$550,000	\$84,000	\$250,000	0
2013	\$45,392,567	167	151	\$271,812	\$590,000	\$88,000	\$245,000	0
2014	\$51,271,395	187	135	\$274,178	\$720,000	\$92,500	\$247,500	0
2015	\$67,578,552	214	92	\$315,788	\$730,000	\$95,000	\$295,700	0
2016	\$78,291,804	225	32	\$347,964	\$866,000	\$120,000	\$308,000	0

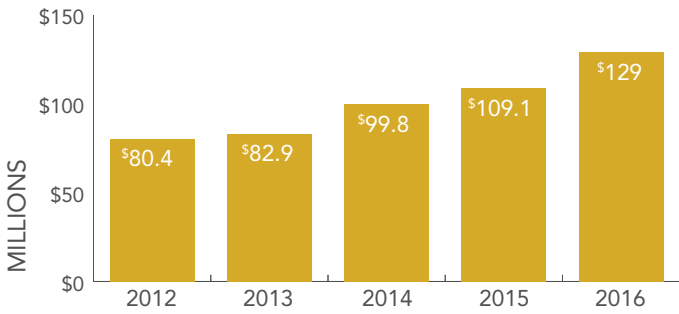
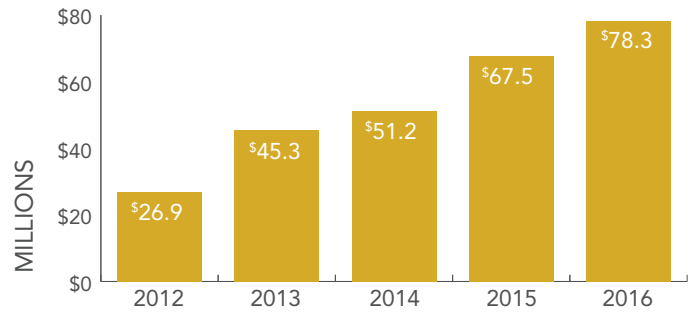
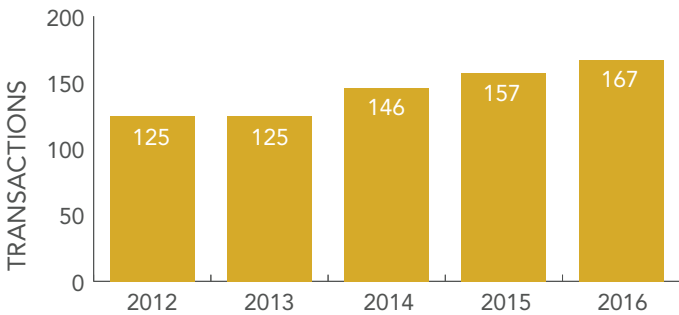
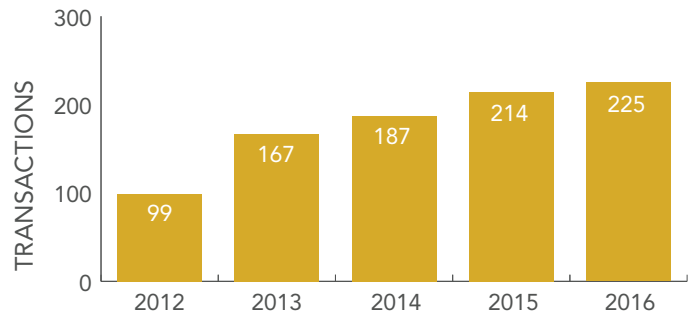
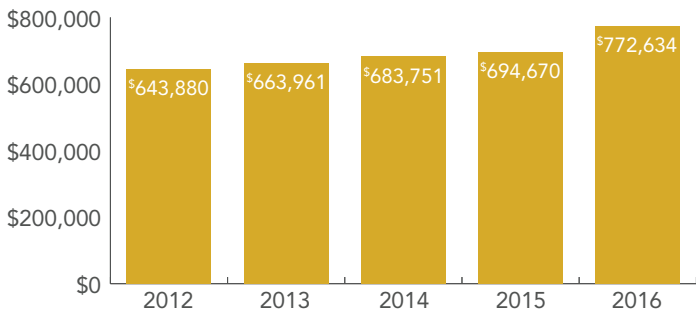
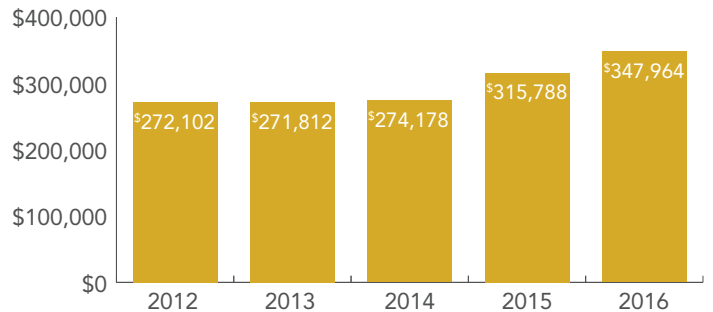
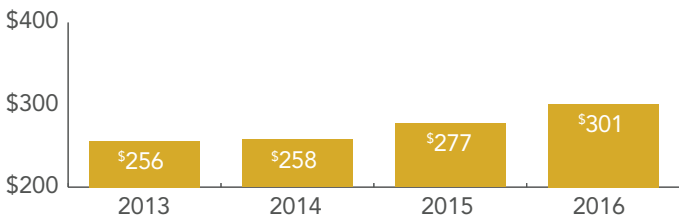
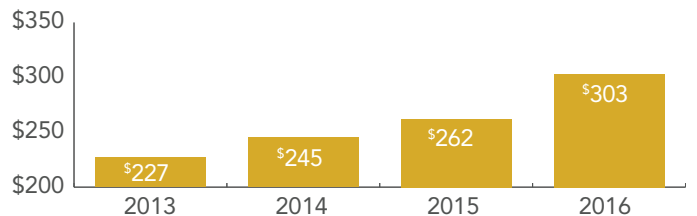
HOMESITES

	SALES VOLUME	NO. OF SALES	AVERAGE DAYS ON MARKET	AVERAGE SALE	HIGH SALE	LOW SALE	MEDIAN SALE	\$1MILLION+ SALES
2012	\$4,979,230	19	416	\$262,065	\$775,000	\$129,000	\$247,200	0
2013	\$2,869,400	15	598	\$191,293	\$265,000	\$134,900	\$186,000	0
2014	\$7,744,500	29	520	\$267,052	\$500,000	\$29,500	\$247,500	0
2015	\$8,267,250	32	493	\$258,352	\$675,000	\$149,500	\$227,500	0
2016	\$7,428,140	32	412	\$232,129	\$850,000	\$75,000	\$184,000	0

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2013	2014	2015	2016	2013	2014	2015	2016	
HIGH:	\$568	\$440	\$468	\$468	HIGH:	\$331	\$359	\$427	\$430
LOW:	\$85	\$100	\$116	\$129	LOW:	\$120	\$116	\$173	\$178
AVERAGE:	\$256	\$258	\$277	\$301	AVERAGE:	\$227	\$245	\$262	\$303

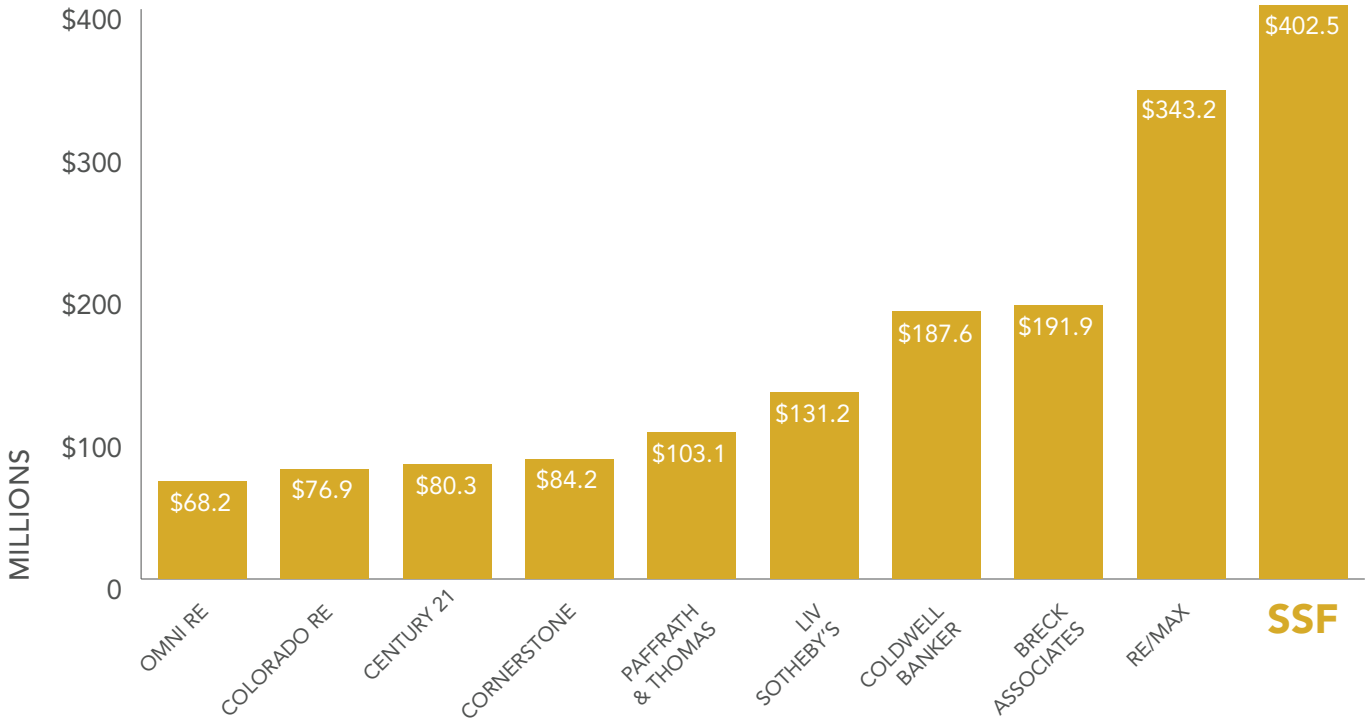
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SINGLE-FAMILY/DUPLEX SALES VOLUME

MULTI-FAMILY SALES VOLUME

SINGLE-FAMILY/DUPLEX TRANSACTION VOLUME

MULTI-FAMILY TRANSACTION VOLUME

SINGLE-FAMILY/DUPLEX AVERAGE SALES PRICE

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SINGLE-FAMILY/DUPLEX AVERAGE PRICE/SQ.FT.

MULTI-FAMILY AVERAGE PRICE/SQ.FT.


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2016 SUMMIT COUNTY MARKET SHARE

OVERALL MARKET SHARE | LAND & RESIDENTIAL, LIST & BUY SIDES



LUXURY MARKET SHARE (\$1M+) | LAND & RESIDENTIAL, LIST & BUY SIDES



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