

# THE SLIFER REPORT

VAIL VALLEY REAL ESTATE  
2019 FIRST QUARTER MARKET REVIEW

Slifer Smith

& Frampton

Real Estate

Q1 2019 | VAIL VALLEY, COLORADO

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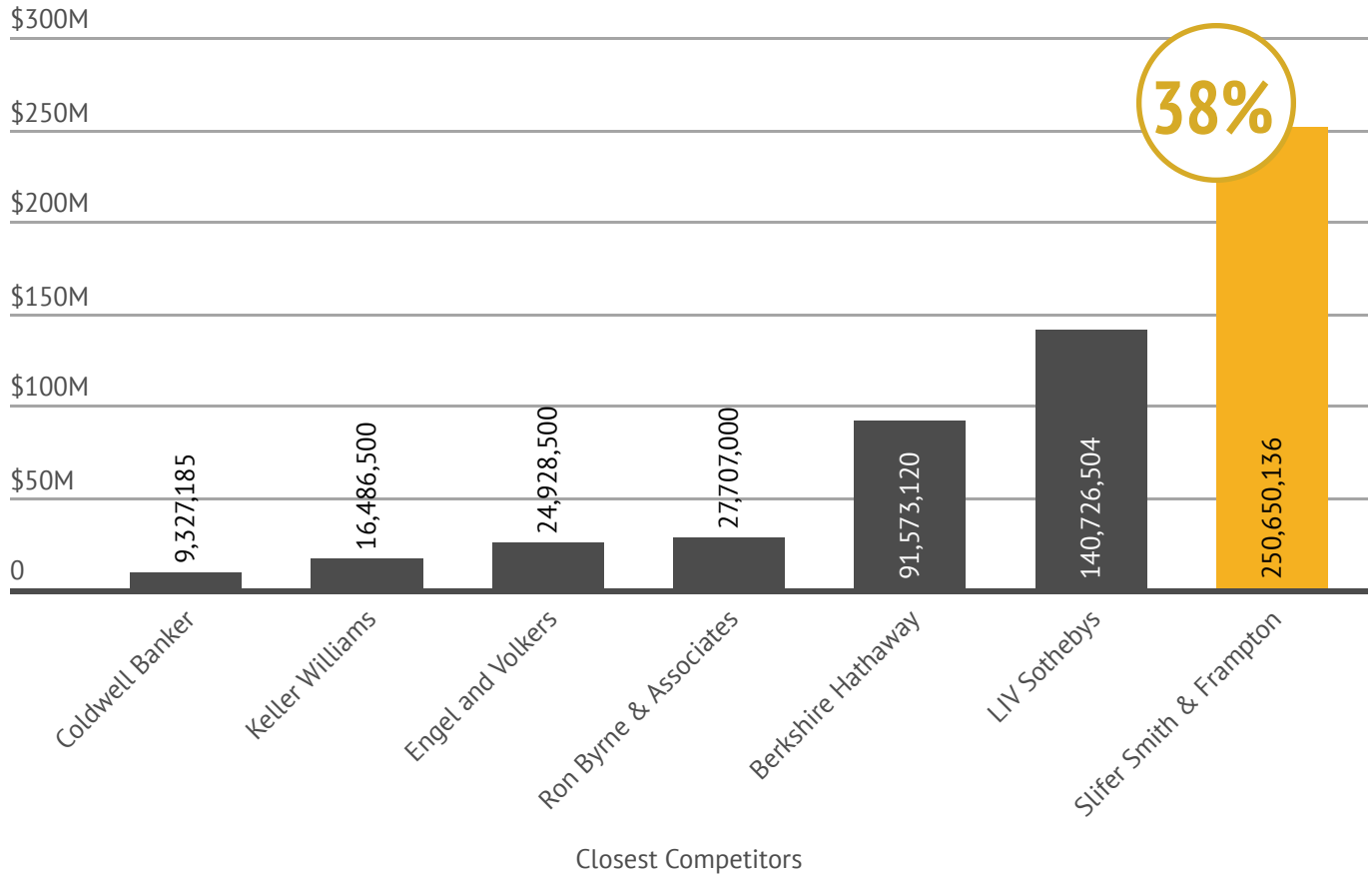
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# LOCAL BRAND, LOCAL LEADERS

## SLIFER SMITH & FRAMPTON MARKET SHARE



Slifer Smith & Frampton Real Estate has a 54-year local perspective and over 120 seasoned Vail Valley real estate brokers. Whether you are maximizing exposure to sell your home or seeking the best values in our resort market, clients across the globe trust the Vail Valley's leading real estate company.

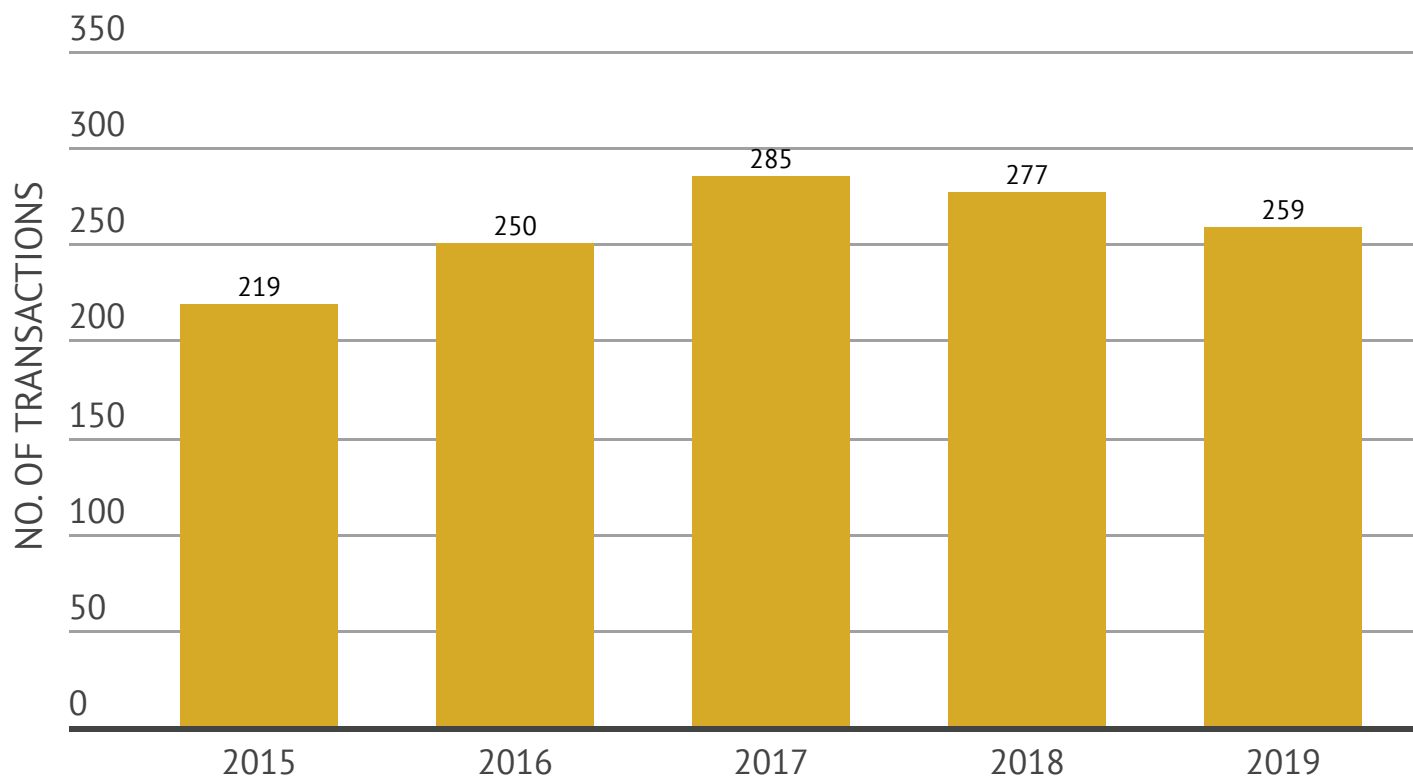
*\*Data gathered is from Land and Residential sales from 1.1.19 through 3.31.2019.*

*Source of all data is the Vail Board of Realtors, Multiple Listing Service. Information is deemed reliable but not guaranteed.*

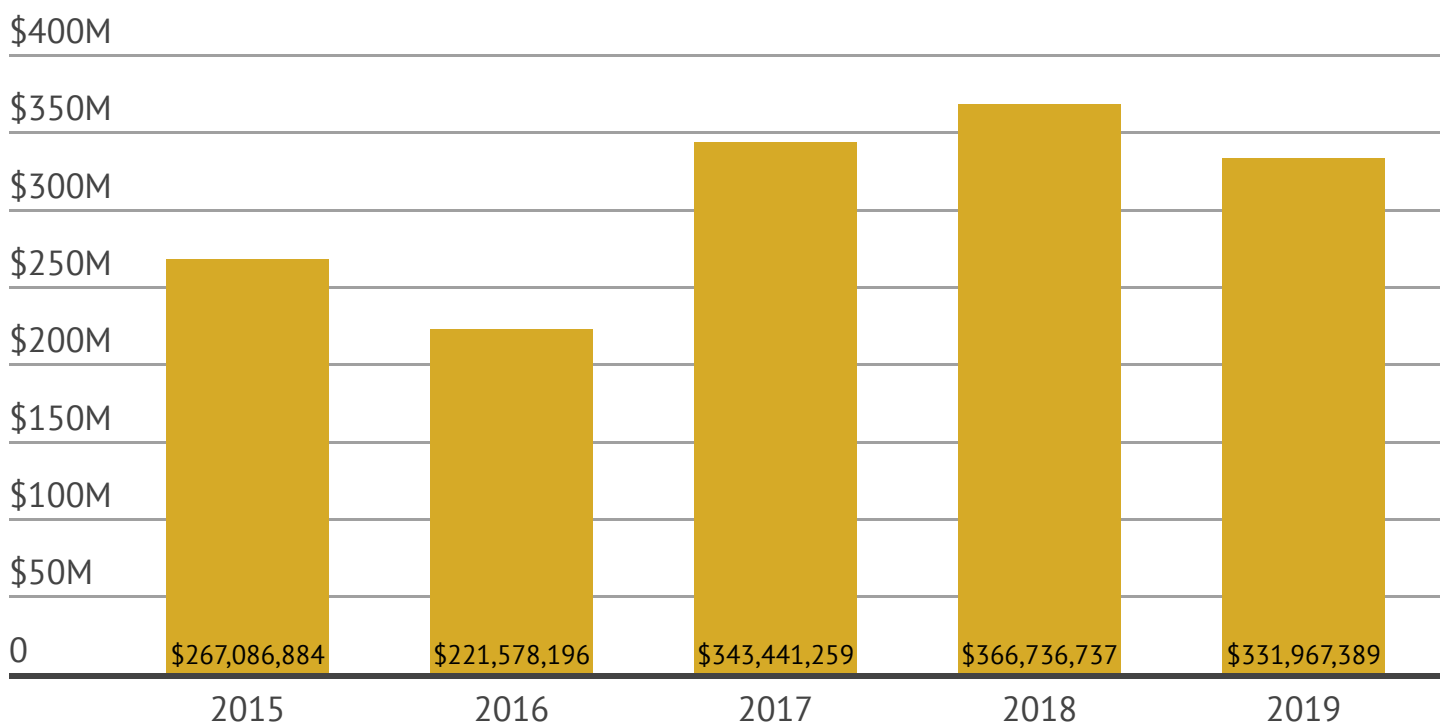
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## TRANSACTION VOLUME COMPARISON



## SALES VOLUME COMPARISON



*\*Data gathered is from Land and Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$9,400,000	1	350	\$9,400,000	\$9,400,000
2016	\$0	0	N/A	N/A	N/A
2017	\$35,425,000	2	538	\$17,712,500	\$17,712,500
2018	\$22,550,000	2	493	\$11,275,000	\$11,275,000
2019	\$7,137,500	1	1,416	\$7,137,500	\$7,137,500

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$58,862,140	27	250	\$2,180,079	\$1,700,000
2016	\$33,027,500	15	503	\$2,201,833	\$2,150,000
2017	\$39,502,500	15	473	\$2,633,500	\$2,200,000
2018	\$69,943,000	27	291	\$2,590,481	\$1,975,000
2019	\$69,576,500	21	236	\$3,313,167	\$2,100,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
AVERAGE	\$1,510	N/A	\$2,177	\$2,504	\$1,798	\$1,344	\$1,505	\$1,568	\$1,556	\$1,837

## SALE PRICE VS LIST PRICE COMPARISON

	SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE	89.78%	94.87%

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,900,000	1	1667	\$2,900,000	\$2,900,000
2016	\$7,495,000	2	528	\$3,747,500	\$3,747,500
2017	\$11,957,500	4	198	\$2,989,250	\$2,603,500
2018	\$12,193,750	2	5	\$6,096,875	\$6,096,875
2019	\$40,251,000	5	268	\$8,050,200	\$5,151,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,837,500	3	38	\$1,279,167	\$1,612,500
2016	\$14,005,000	9	316	\$1,556,111	\$1,550,000
2017	\$4,617,000	3	112	\$1,539,000	\$1,900,000
2018	\$0	0	N/A	N/A	N/A
2019	\$3,555,000	4	105	\$888,750	\$717,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$743	\$929	\$1,030	\$1,319	\$1,570	AVERAGE	\$771	\$765	\$804	N/A	\$777

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	84.95%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.71%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,499,000	6	75	\$583,167	\$595,000
2016	\$3,972,500	2	48	\$1,986,250	\$1,986,250
2017	\$13,700,000	7	232	\$1,957,143	\$1,945,000
2018	\$9,480,000	4	207	\$2,370,000	\$2,015,000
2019	\$8,017,359	7	116	\$1,145,337	\$1,075,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$6,303,500	11	119	\$573,045	\$575,000
2016	\$4,631,700	11	79	\$421,064	\$415,000
2017	\$6,198,000	9	102	\$688,667	\$652,000
2018	\$4,072,000	6	70	\$678,667	\$618,500
2019	\$6,864,770	10	32	\$686,477	\$656,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$456	\$464	\$600	\$682	\$522	AVERAGE	\$472	\$439	\$525	\$567	\$546

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.97%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.42%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,100,000	4	83	\$1,275,000	\$1,112,500
2016	\$6,937,000	6	275	\$1,156,167	\$1,000,000
2017	\$5,082,550	3	129	\$1,695,183	\$1,175,000
2018	\$2,550,000	1	750	\$2,550,000	\$2,550,000
2019	\$6,125,000	3	94	\$2,041,667	\$2,275,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,804,500	5	109	\$560,900	\$575,000
2016	\$5,165,750	9	181	\$573,972	\$521,250
2017	\$4,832,000	11	82	\$439,273	\$405,000
2018	\$1,749,000	3	53	\$583,000	\$555,000
2019	\$5,247,500	7	132	\$749,643	\$695,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$420	\$420	\$563	\$581	\$626	AVERAGE	\$421	\$482	\$486	\$493	\$526

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.88%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.24%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*





## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$86,000	1	95	\$86,000	\$86,000
2016	\$3,343,000	4	161	\$835,750	\$594,000
2017	\$2,402,000	4	282	\$600,500	\$500,000
2018	\$2,935,650	6	120	\$489,275	\$489,825
2019	\$1,400,000	1	234	\$1,400,000	\$1,400,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$0	0	N/A	N/A	N/A
2016	\$0	0	N/A	N/A	N/A
2017	\$1,242,000	2	5	\$621,000	\$621,000
2018	\$0	0	N/A	N/A	N/A
2019	\$775,000	1	75	\$775,000	\$775,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$270	\$188	\$357	\$300	\$467	AVERAGE	\$271	\$302	\$382	N/A	\$367

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.39%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	\$94.51%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$500,000	1	117	\$500,000	\$500,000
2016	\$1,250,000	2	65	\$625,000	\$625,000
2017	\$4,753,500	5	106	\$950,700	\$750,000
2018	\$4,626,350	5	60	\$925,270	\$760,000
2019	\$6,135,000	6	90	\$1,022,500	\$835,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,495,500	5	109	\$299,100	\$336,500
2016	\$5,355,000	11	47	\$486,818	\$469,000
2017	\$2,623,000	5	42	\$524,600	\$487,500
2018	\$3,920,400	7	50	\$560,057	\$599,500
2019	\$2,029,000	3	131	\$676,333	\$611,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$286	\$269	\$331	\$362	\$425	AVERAGE	\$297	\$316	\$302	\$304	\$382

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.43%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.26%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,567,250	5	252	\$713,450	\$619,000
2016	\$1,050,000	1	350	\$1,050,000	\$1,050,000
2017	\$7,820,750	5	128	\$1,564,150	\$875,000
2018	\$6,969,000	8	118	\$871,125	\$797,000
2019	\$3,910,000	4	150	\$977,500	\$950,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,563,000	13	64	\$427,923	\$378,500
2016	\$23,219,481	37	107	\$627,554	\$600,000
2017	\$12,294,625	25	164	\$491,785	\$392,500
2018	\$12,473,950	24	97	\$519,748	\$462,500
2019	\$16,457,763	31	64	\$530,896	\$519,500

 Avon condos and townhomes had the most transactions of all Vail Valley areas

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$259	\$371	\$336	\$330	\$353	AVERAGE	\$376	\$466	\$445	\$502	\$386

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.31%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.82%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY

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	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$0	0	N/A	N/A	N/A
2016	\$3,450,000	1	250	\$3,450,000	\$3,450,000
2017	\$0	0	N/A	N/A	N/A
2018	\$0	0	N/A	N/A	N/A
2019	\$0	0	N/A	N/A	N/A

## PRICE PER SQUARE FOOT COMPARISON

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### SINGLE-FAMILY

	2015	2016	2017	2018	2019
AVERAGE	N/A	\$521	N/A	N/A	N/A

## SALE PRICE VS LIST PRICE COMPARISON

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### SINGLE-FAMILY

AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A
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*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$28,345,000	6	258	\$4,724,167	\$4,185,000
2016	\$1,475,000	1	16	\$1,475,000	\$1,475,000
2017	\$10,640,000	2	433	\$5,320,000	\$5,320,000
2018	\$38,720,000	8	162	\$4,840,000	\$4,325,000
2019	\$18,541,500	5	430	\$3,708,300	\$2,325,000



The 5-year average sale for single/family duplex sales in Q1 is \$4,013,493

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$29,128,000	18	258	\$1,618,222	\$1,195,000
2016	\$33,253,500	17	203	\$1,956,088	\$977,000
2017	\$25,991,900	16	237	\$1,624,494	\$1,082,500
2018	\$35,323,850	23	169	\$1,535,820	\$1,047,500
2019	\$23,250,775	19	124	\$1,223,725	\$899,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$833	\$601	\$925	\$682	\$679	AVERAGE	\$698	\$782	\$786	\$827	\$819

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.20%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.91%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,250,000	1	1074	\$10,250,000	\$10,250,000
2016	\$6,175,000	1	413	\$6,175,000	\$6,175,000
2017	\$32,220,000	4	118	\$8,305,000	\$7,335,000
2018	\$0	0	N/A	N/A	N/A
2019	\$7,500,000	1	75	\$7,500,000	\$7,500,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$14,194,300	11	105	\$1,290,391	\$1,124,900
2016	\$9,629,900	5	223	\$1,925,980	\$2,000,000
2017	\$6,600,000	3	216	\$2,200,000	\$2,300,000
2018	\$11,400,000	4	224	\$2,850,000	\$2,250,000
2019	\$7,400,000	4	144	\$1,850,000	\$1,625,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$990	\$634	\$1,068	N/A	\$968	AVERAGE	\$853	\$890	\$864	\$961	\$1,099

## SALE PRICE VS LIST PRICE COMPARISON

	SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.15%		AVERAGE OF SALE PRICE/LAST LISTED PRICE	90.92%


*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,223,750	4	312	\$2,555,938	\$2,431,875
2016	\$7,355,000	3	229	\$2,451,667	\$1,950,000
2017	\$10,956,875	6	132	\$1,826,146	\$1,762,500
2018	\$3,650,000	2	10	\$1,825,000	\$1,825,000
2019	\$9,690,000	4	4	\$2,422,500	\$2,562,500

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,462,500	6	325	\$910,417	\$646,250
2016	\$3,749,200	4	84	\$937,300	\$832,100
2017	\$4,075,000	5	82	\$815,000	\$675,000
2018	\$2,945,000	3	26	\$981,667	\$955,000
2019	\$5,004,000	5	205	\$1,000,800	\$950,000

 Arrowhead condos/townhomes have seen a 70% increase compared 1st quarter of 2018

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$535	\$573	\$499	\$614	\$465	AVERAGE	\$540	\$520	\$616	\$546	\$663

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.74%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.53%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

**SINGLE-FAMILY/DUPLEX**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$4,251,366	3	370	\$1,417,122	\$1,309,866
2016	\$1,210,000	2	213	\$605,000	\$605,000
2017	\$8,380,000	5	163	\$1,676,000	\$1,645,000
2018	\$3,065,000	3	91	\$1,021,667	\$1,150,000
2019	\$4,803,000	6	160	\$800,500	\$809,000

**CONDOMINIUM/TOWNHOME**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,679,500	9	85	\$408,833	\$425,000
2016	\$4,426,000	10	92	\$442,600	\$368,500
2017	\$6,043,500	15	31	\$402,900	\$395,000
2018	\$7,198,295	15	53	\$479,886	\$470,000
2019	\$3,370,075	7	38	\$481,439	\$467,500

**PRICE PER SQUARE FOOT COMPARISON**

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$270	\$188	\$357	\$292	\$338	AVERAGE	\$271	\$302	\$382	\$386	\$347

**SALE PRICE VS LIST PRICE COMPARISON**

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.90%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.80%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,814,250	5	152	\$762,850	\$700,000
2016	\$5,072,000	4	208	\$1,268,000	\$1,277,500
2017	\$7,643,000	7	397	\$1,091,857	\$1,050,000
2018	\$8,026,375	9	96	\$891,819	\$955,000
2019	\$4,706,000	4	131	\$1,776,500	\$1,122,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$377,500	1	32	\$377,500	\$377,500
2016	\$0	0	N/A	N/A	N/A
2017	\$465,000	1	115	\$465,000	\$465,000
2018	\$1,430,000	2	8	\$715,000	\$715,000
2019	\$920,000	1	3	\$920,000	\$920,000

**#** There is currently only 1 condo/townhome on the market in Singletree (as of 4.8.19)

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019
AVERAGE	\$316	\$316	\$371	\$315	\$383	AVERAGE \$283	N/A	\$327	\$458	\$501

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.63%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	100%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$13,167,900	8	434	\$1,645,988	\$1,575,000
2016	\$2,730,000	2	68	\$1,365,000	\$1,365,000
2017	\$14,794,500	10	349	\$1,479,450	\$1,627,500
2018	\$12,869,000	7	222	\$1,838,429	\$1,850,000
2019	\$11,523,760	7	299	\$1,646,251	\$1,894,760

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				
	2015	2016	2017	2018	2019
AVERAGE	\$327	\$325	\$332	\$348	\$331

## SALE PRICE VS LIST PRICE COMPARISON

	SINGLE-FAMILY/DUPLEX
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.04%

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*



## SINGLE-FAMILY/DUPLEX

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	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,965,000	1	315	\$1,965,000	\$1,965,000
2016	\$680,000	1	80	\$680,000	\$680,000
2017	\$895,000	1	243	\$895,000	\$895,000
2018	\$4,760,000	3	245	\$1,586,667	\$1,340,000
2019	\$1,489,150	2	4	\$744,575	\$744,575

## PRICE PER SQUARE FOOT COMPARISON

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### SINGLE-FAMILY/DUPLEX

	2015	2016	2017	2018	2019
AVERAGE	\$214	\$169	\$313	\$306	\$350

## SALE PRICE VS LIST PRICE COMPARISON

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### SINGLE-FAMILY/DUPLEX

AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.97%
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*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$8,379,500	11	222	\$761,773	\$630,000
2016	\$7,160,000	11	141	\$650,909	\$590,000
2017	\$9,532,250	16	82	\$595,766	\$567,500
2018	\$9,585,250	15	119	\$639,017	\$595,000
2019	\$9,529,207	14	110	\$680,658	\$693,375

## CONDOMINIUM/TOWNHOME


	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,295,200	4	149	\$323,800	\$339,600
2016	\$3,443,000	12	54	\$286,917	\$287,500
2017	\$1,751,309	6	88	\$291,885	\$281,000
2018	\$1,430,500	4	43	\$357,625	\$357,750
2019	\$4,659,198	13	82	\$358,400	\$370,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$235	\$200	\$201	\$211	\$249	AVERAGE	\$198	\$214	\$270	\$222	\$281

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	98.01%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	99.93%

Eagle/Eagle Ranch single-family/duplex had the  highest sale to list price % of all areas

*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*



**SINGLE-FAMILY/DUPLEX**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$4,773,085	14	57	\$340,935	\$342,000
2016	\$3,574,623	9	125	\$397,180	\$395,000
2017	\$10,301,892	24	67	\$429,246	\$421,000
2018	\$14,515,400	31	76	\$468,239	\$464,500
2019	\$8,726,000	16	93	\$545,375	\$482,250

**CONDOMINIUM/TOWNHOME**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$237,000	1	13	\$237,000	\$237,000
2016	\$1,283,326	5	88	\$256,665	\$165,000
2017	\$1,563,000	7	44	\$223,286	\$225,000
2018	\$939,442	2	184	\$469,721	\$469,721
2019	\$2,455,350	8	103	\$306,919	\$288,000

**PRICE PER SQUARE FOOT COMPARISON**

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$166	\$181	\$211	\$213	\$229	AVERAGE	\$151	\$197	\$178	\$249	\$253

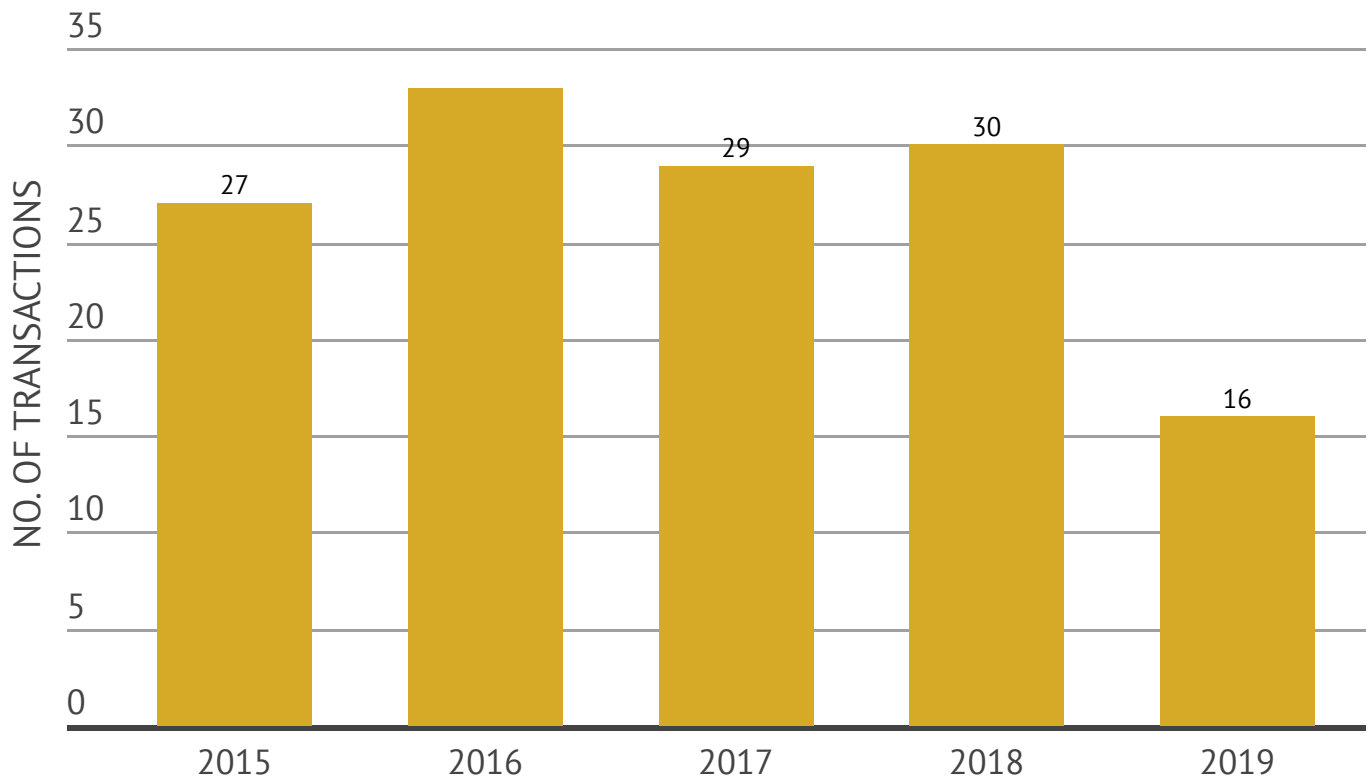
**SALE PRICE VS LIST PRICE COMPARISON**

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.28%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.93%

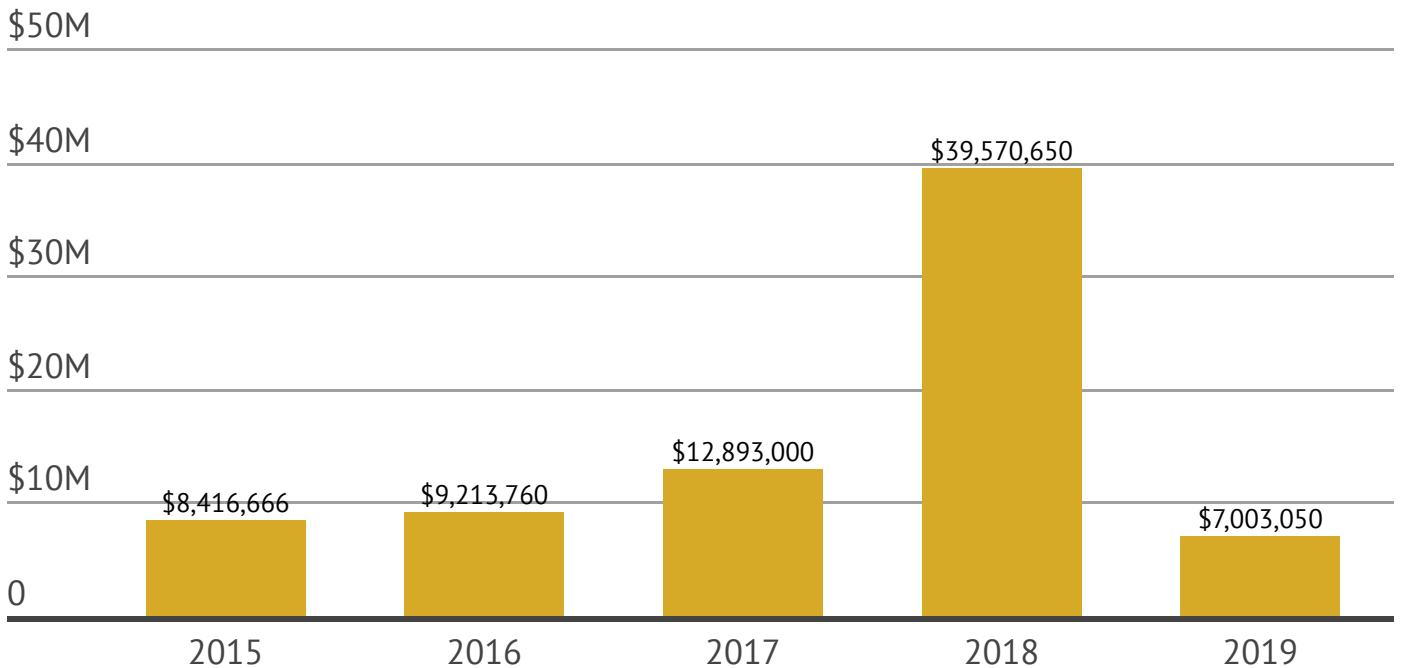
*\*Data gathered is from Residential sales from 1.1.19 through 3.31.2019.*



## TRANSACTION VOLUME COMPARISON



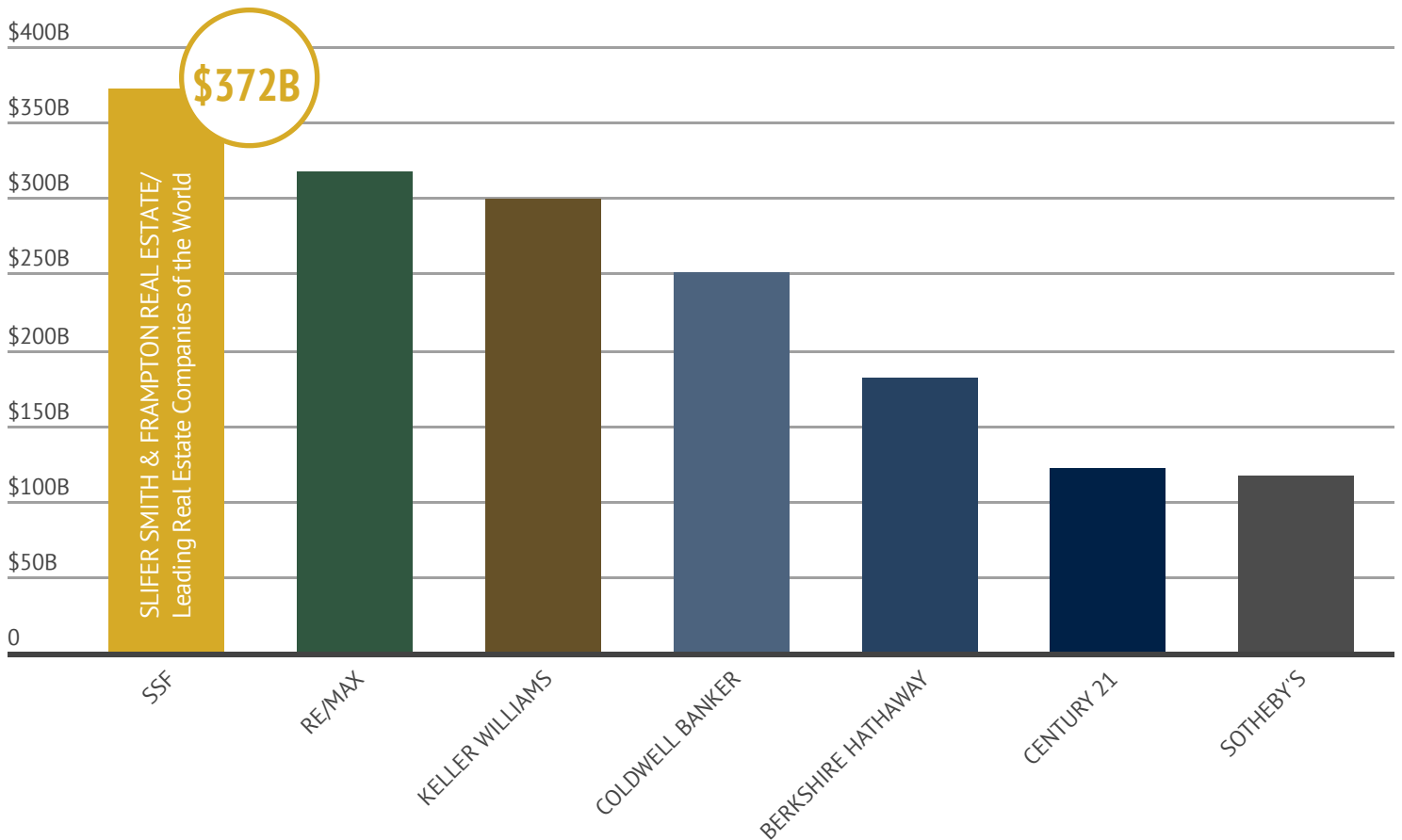
## SALES VOLUME COMPARISON



*\*Data gathered is from Land sales from 1.1.19 through 3.31.2019.*

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