

THE SLIFER REPORT

VAIL VALLEY REAL ESTATE
2019 SIX MONTH MARKET REVIEW

Slifer Smith

& Frampton

Real Estate

Q2 2019 | VAIL VALLEY, COLORADO

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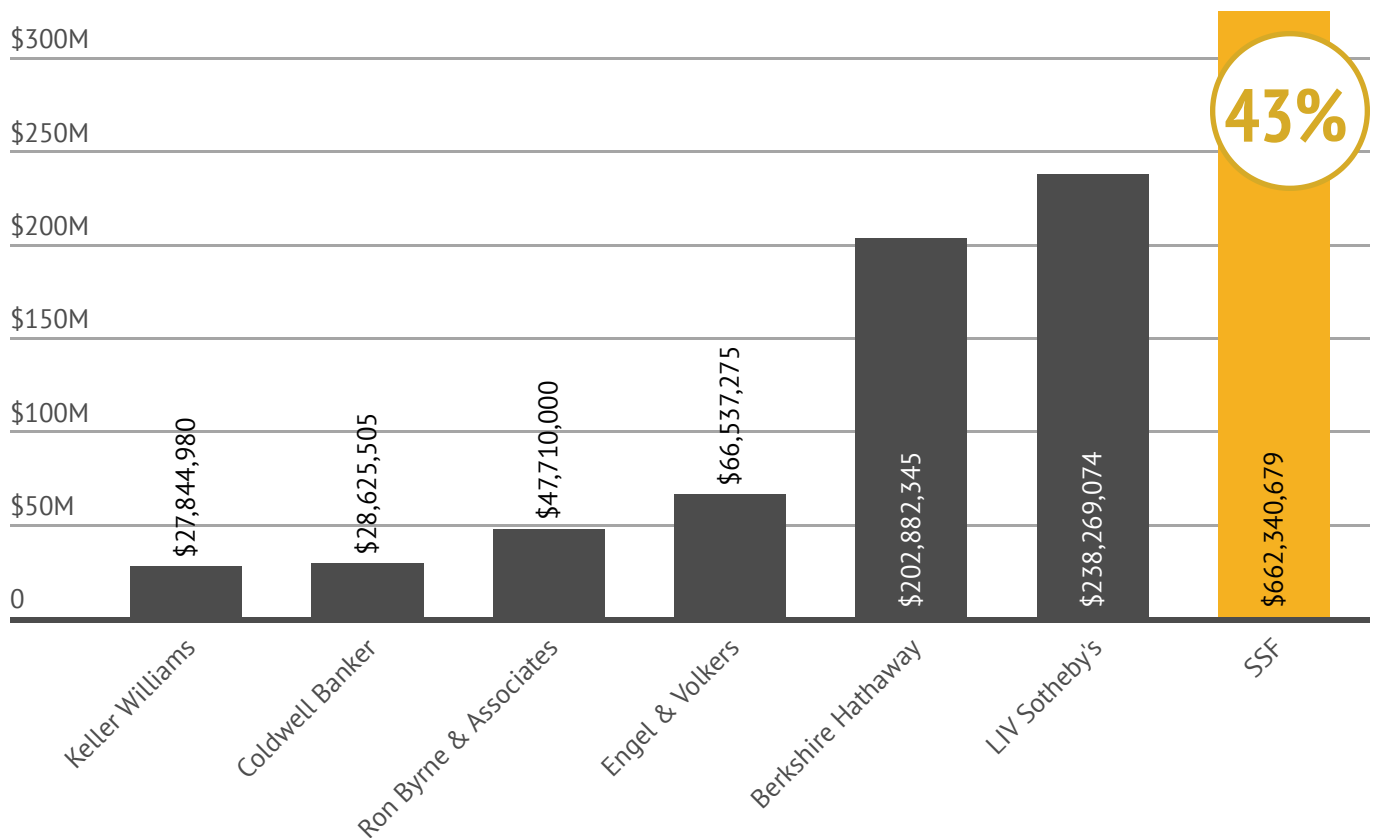
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LOCAL BRAND, LOCAL LEADERS

SLIFER SMITH & FRAMPTON MARKET SHARE



Closest Competitors

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.

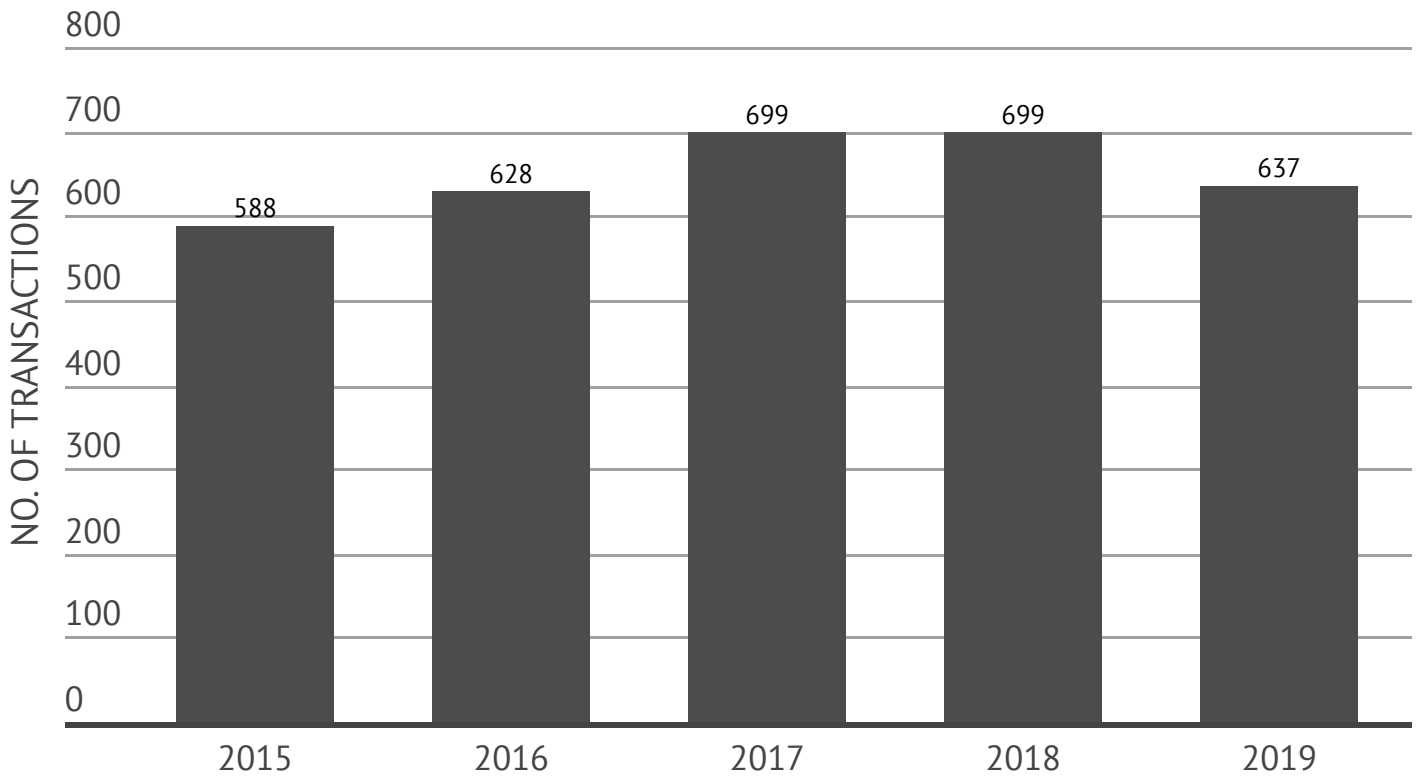
**Data gathered is from Land and Residential sales from 1.1.19 - 6.30.19*

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

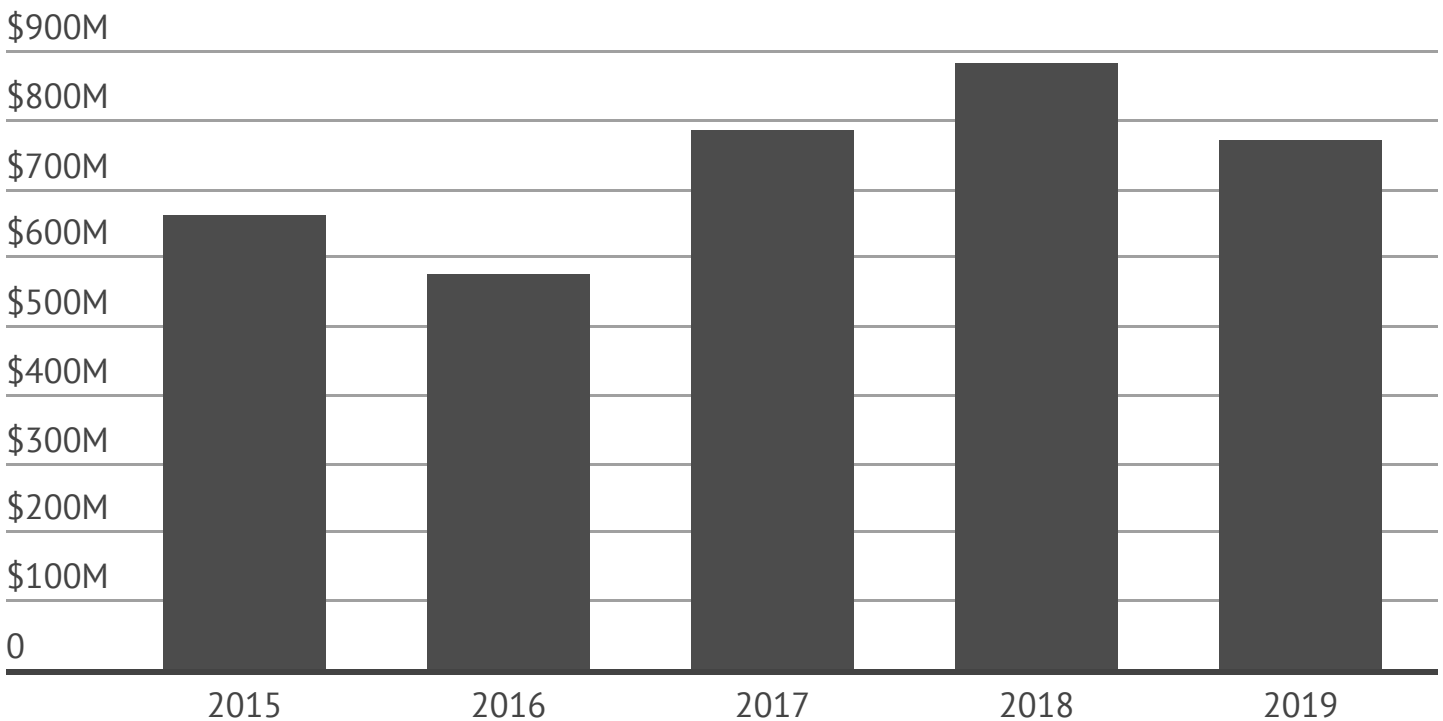




TRANSACTION VOLUME COMPARISON



SALES VOLUME COMPARISON



**Data gathered is from Land and Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$69,095,000	7	317	\$9,870,714	\$9,400,000
2016	\$0	0	0	\$0	\$0
2017	\$48,925,000	3	551	\$16,308,333	\$13,500,000
2018	\$42,640,000	4	382	\$10,660,000	\$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	\$114,472,208	47	388	\$2,435,579	\$1,760,000
2016	\$77,636,467	32	504	\$2,426,140	\$2,150,000
2017	\$117,777,998	39	456	\$3,019,949	\$2,300,000
2018	\$176,516,750	56	297	\$3,152,085	\$2,262,500
2019	\$113,625,300	42	275	\$2,705,364	\$1,912,500

PRICE PER SQUARE FOOT COMPARISON

SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$1,759	\$0	\$2,178	\$2,525	\$1,798	AVERAGE	\$1,550	\$1,464	\$1,557	\$1,682	\$1,711

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	89.78%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.75%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$4,600,000	2	895	\$2,300,000	\$2,300,000
2016	\$13,545,000	4	649	\$3,386,250	\$3,622,500
2017	\$31,497,000	9	220	\$3,499,667	\$3,200,000
2018	\$46,293,750	5	170	\$9,258,750	\$7,600,000
2019	\$61,486,000	8	256	\$7,685,750	\$6,425,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$7,390,000	6	53	\$1,231,667	\$1,442,500
2016	\$15,713,000	11	300	\$1,428,455	\$1,360,000
2017	\$12,662,000	8	195	\$1,582,750	\$1,915,000
2018	\$2,670,000	2	137	\$1,335,000	\$1,335,000
2019	\$10,480,000	7	82	\$1,497,143	\$1,630,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$643	\$949	\$963	\$1,381	\$1,612	AVERAGE	\$697	\$770	\$843	\$758	\$840

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	87.49%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.41%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

**SINGLE-FAMILY/DUPLEX**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$17,719,300	11	201	\$1,610,845	\$1,534,300
2016	\$21,689,500	14	142	\$1,549,250	\$1,321,500
2017	\$22,925,000	13	157	\$1,763,462	\$1,425,000
2018	\$31,717,500	14	121	\$2,265,536	\$1,900,000
2019	\$16,567,359	11	146	\$1,506,124	\$1,190,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,235,000	19	54	\$538,684	\$550,000
2016	\$9,385,900	20	121	\$469,295	\$477,500
2017	\$15,439,800	22	64	\$701,809	\$631,000
2018	\$12,135,000	20	49	\$606,750	\$540,000
2019	\$14,537,260	23	36	\$632,055	\$620,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$475	\$533	\$564	\$643	\$577	AVERAGE	\$476	\$447	\$509	\$583	\$564

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.44%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.20%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$25,392,000	14	168	\$1,813,714	\$1,591,000
2016	\$23,396,875	18	201	\$1,299,826	\$1,200,000
2017	\$26,430,050	11	151	\$2,402,732	\$2,200,000
2018	\$20,010,500	11	131	\$1,819,136	\$1,460,000
2019	\$14,269,500	7	147	\$2,038,500	\$2,275,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$8,680,500	15	98	\$578,700	\$575,000
2016	\$10,480,480	17	109	\$616,499	\$590,000
2017	\$11,919,875	23	82	\$518,255	\$475,000
2018	\$14,279,500	21	50	\$679,976	\$555,000
2019	\$15,820,320	24	103	\$659,180	\$658,750

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$531	\$484	\$656	\$614	\$615	AVERAGE	\$454	\$464	\$462	\$527	\$527

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.90%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.68%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,688,800	7	152	\$526,971	\$510,000
2016	\$6,694,350	10	196	\$669,435	\$560,000
2017	\$5,243,000	8	207	\$655,375	\$500,000
2018	\$4,263,150	8	93	\$532,894	\$522,500
2019	\$2,160,000	2	155	\$1,080,000	\$1,080,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,145,000	2	87	\$572,500	\$572,500
2016	N/A	N/A	N/A	N/A	N/A
2017	\$1,812,000	3	15	\$604,000	\$617,000
2018	\$1,450,000	2	20	\$725,000	\$725,000
2019	\$1,879,250	3	173	\$626,417	\$564,250

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX						CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2019		2015	2016	2017	2018	2019
AVERAGE	\$346	\$264	\$294	\$302	\$452	AVERAGE	\$394	N/A	\$358	\$415	\$323

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.59%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.08%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$6,652,000	9	143	\$739,111	\$750,000
2016	\$7,030,375	9	47	\$781,153	\$682,375
2017	\$13,458,000	15	107	\$897,200	\$740,000
2018	\$11,236,350	14	29	\$802,596	\$766,000
2019	\$12,870,000	12	143	\$1,072,500	\$905,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$6,195,950	16	70	\$387,247	\$351,250
2016	\$10,391,900	23	40	\$451,822	\$440,000
2017	\$7,586,000	17	33	\$446,235	\$445,000
2018	\$11,757,750	23	25	\$511,207	\$490,000
2019	\$6,703,575	12	89	\$558,631	\$502,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$247	\$299	\$336	\$367	\$371	AVERAGE	\$299	\$318	\$310	\$325	\$356

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.79%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.65%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$11,159,750	12	221	\$929,979	\$761,000
2016	\$7,238,500	8	189	\$904,813	\$765,000
2017	\$15,893,750	12	156	\$1,324,479	\$915,625
2018	\$22,070,750	22	140	\$1,003,216	\$980,000
2019	\$8,319,500	9	96	\$924,389	\$905,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$16,343,370	39	102	\$419,061	\$335,000
2016	\$37,584,131	69	128	\$544,698	\$435,000
2017	\$27,677,453	61	102	\$453,729	\$355,000
2018	\$33,397,950	59	94	\$566,067	\$450,000
2019	\$34,483,113	62	90	\$556,179	\$482,500

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$280	\$322	\$327	\$307	\$331	AVERAGE	\$351	\$433	\$446	\$501	\$420

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.22%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.45%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,795,000	2	487	\$5,397,500	\$5,379,500
2016	\$3,450,000	1	250	\$3,450,000	\$3,450,000
2017	\$0	0	0	\$0	\$0
2018	\$0	0	0	\$0	\$0
2019	\$3,045,000	1	613	\$3,045,000	\$3,045,000

PRICE PER SQUARE FOOT COMPARISON

SINGLE-FAMILY

	2015	2016	2017	2018	2019
AVERAGE	\$694	\$521	N/A	N/A	\$538

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY

AVERAGE OF SALE PRICE/LAST LISTED PRICE	87.12%
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**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$46,500,000	9	405	\$5,166,667	\$5,120,000
2016	\$13,820,000	4	236	\$3,455,000	\$1,935,000
2017	\$38,855,000	7	265	\$5,550,714	\$5,300,000
2018	\$89,779,000	17	247	\$5,281,118	\$4,150,000
2019	\$36,908,166	10	346	\$3,690,817	\$3,137,500

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$46,394,900	36	233	\$1,288,747	\$975,000
2016	\$52,332,500	32	283	\$1,635,391	\$1,168,750
2017	\$62,661,900	40	253	\$1,566,548	\$1,162,500
2018	\$65,798,350	45	133	\$1,462,186	\$1,195,000
2019	\$56,623,275	43	147	\$1,316,820	\$1,025,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$750	\$661	\$887	\$781	\$733	AVERAGE	\$679	\$733	\$767	\$807	\$789

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.01%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.81%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$19,697,500	2	622	\$9,848,750	\$9,848,750
2016	\$26,570,375	5	393	\$5,314,075	\$4,800,000
2017	\$49,720,000	6	174	\$8,286,667	\$7,947,500
2018	\$2,200,000	1	389	\$2,200,000	\$2,200,000
2019	\$22,695,000	3	148	\$7,565,000	\$7,500,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$22,463,900	17	97	\$1,321,406	\$1,179,900
2016	\$18,083,600	10	273	\$1,808,360	\$1,900,000
2017	\$18,912,500	9	426	\$2,101,389	\$1,950,000
2018	\$16,725,000	7	197	\$2,389,286	\$2,000,000
2019	\$17,565,000	10	210	\$1,756,500	\$1,527,500

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$974	\$838	\$1,049	\$608	\$965	AVERAGE	\$864	\$858	\$919	\$907	\$925

SALE PRICE VS LIST PRICE COMPARISON

	SINGLE-FAMILY/DUPLEX	CONDOMINIUM/TOWNHOME
AVERAGE OF SALE PRICE/LAST LISTED PRICE	98.70%	93.34%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$30,867,500	13	207	\$2,374,423	\$1,950,000
2016	\$21,430,000	9	163	\$2,381,111	\$2,150,000
2017	\$20,731,875	10	173	\$2,073,188	\$1,965,500
2018	\$13,497,500	6	127	\$2,249,583	\$2,306,250
2019	\$41,605,000	14	377	\$2,971,786	\$2,385,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$14,531,075	16	168	\$908,192	\$770,000
2016	\$11,464,200	10	140	\$1,146,420	\$1,142,100
2017	\$9,695,000	11	66	\$881,364	\$695,000
2018	\$8,142,500	8	24	\$1,017,813	\$1,002,500
2019	\$13,616,000	12	187	\$1,134,667	\$1,130,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$505	\$556	\$521	\$595	\$609	AVERAGE	\$570	\$549	\$580	\$576	\$644

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	95.30%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,880,866	6	319	\$980,144	\$857,250
2016	\$5,545,100	6	187	\$924,183	\$801,050
2017	\$10,757,500	10	94	\$1,075,750	\$877,000
2018	\$11,670,500	11	131	\$1,060,955	\$960,000
2019	\$15,273,005	12	176	\$1,272,750	\$911,250

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,743,500	27	62	\$397,907	\$400,000
2016	\$16,964,500	40	68	\$424,113	\$391,000
2017	\$15,140,900	36	26	\$420,581	\$395,000
2018	\$16,432,894	35	42	\$469,511	\$462,000
2019	\$10,836,075	24	103	\$451,503	\$426,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$254	\$269	\$349	\$314	\$404	AVERAGE	\$264	\$294	\$344	\$366	\$345

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	102.86%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.98%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$15,173,725	17	149	\$892,572	\$799,000
2016	\$25,139,500	22	177	\$1,142,705	\$1,020,000
2017	\$17,741,000	16	159	\$1,108,812	\$967,500
2018	\$16,916,375	17	119	\$995,081	\$975,000
2019	\$17,044,000	16	154	\$1,065,250	\$945,000

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	\$3,011,500	5	59	\$602,300	\$590,000
2017	\$924,000	2	63	\$462,000	\$462,000
2018	\$1,970,000	3	9	\$656,667	\$560,000
2019	\$1,505,000	2	20	\$752,500	\$752,500

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$305	\$319	\$373	\$346	\$348	AVERAGE	\$283	\$338	\$374	\$442	\$462

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.84%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	100%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,400,000	1	463	\$2,400,000	\$2,400,000
2016	\$5,500,000	1	585	\$5,500,000	\$5,500,000
2017	\$11,025,000	5	312	\$2,205,000	\$2,225,000
2018	\$3,225,000	2	177	\$1,612,500	\$1,612,500
2019	\$24,979,000	4	220	\$6,244,750	\$24,979,000



The highest priced sale outside of Vail sold in Squaw Creek for \$15,454,000

PRICE PER SQUARE FOOT COMPARISON

SINGLE-FAMILY/DUPLEX

	2015	2016	2017	2018	2019
AVERAGE	\$285	\$458	\$435	\$256	\$764

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX

AVERAGE OF SALE PRICE/LAST LISTED PRICE	84.15%
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**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*

SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$29,707,900	16	405	\$1,856,744	\$1,650,000
2016	\$21,334,800	13	268	\$1,641,138	\$1,480,000
2017	\$40,837,000	24	378	\$1,701,542	\$1,725,000
2018	\$28,124,500	16	228	\$1,757,781	\$1,500,000
2019	\$64,489,183	32	217	\$2,015,287	\$2,050,000

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				
	2015	2016	2017	2018	2019
AVERAGE	\$282	\$311	\$326	\$350	\$410

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.46%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,845,000	2	387	\$1,422,500	\$1,422,500
2016	\$5,801,000	4	184	\$1,450,250	\$1,183,750
2017	\$4,427,000	4	218	\$1,106,750	\$920,000
2018	\$8,377,000	5	261	\$1,675,400	\$1,340,000
2019	\$2,861,650	3	59	\$953,883	\$755,000

PRICE PER SQUARE FOOT COMPARISON

SINGLE-FAMILY/DUPLEX

	2015	2016	2017	2018	2019
AVERAGE	\$227	\$301	\$328	\$311	\$362

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX

AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.91%
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**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$27,847,440	43	152	\$647,615	\$573,000
2016	\$26,631,134	39	86	\$682,850	\$615,000
2017	\$28,982,451	45	102	\$644,054	\$580,000
2018	\$36,784,898	50	123	\$735,698	\$642,000
2019	\$27,208,887	38	108	\$716,023	\$693,575

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$6,854,700	23	51	\$298,030	\$285,000
2016	\$12,101,534	38	75	\$318,461	\$295,500
2017	\$10,153,309	28	44	\$362,618	\$345,000
2018	\$9,674,996	25	50	\$387,000	\$380,000
2019	\$12,722,198	32	57	\$397,569	\$394,500

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$188	\$196	\$220	\$236	\$243	AVERAGE	\$196	\$220	\$248	\$233	\$270

SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	98.24%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	99.65%

**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$18,136,885	45	66	\$403,042	\$385,000
2016	\$16,030,373	40	78	\$400,759	\$400,750
2017	\$22,339,892	51	68	\$438,037	\$415,000
2018	\$48,129,722	94	61	\$512,018	\$425,000
2019	\$23,301,465	43	65	\$541,895	\$485,000

CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,262,000	5	22	\$252,400	\$255,000
2016	\$2,719,327	11	61	\$247,212	\$239,000
2017	\$3,535,500	15	34	\$235,700	\$238,000
2018	\$2,017,442	6	86	\$336,240	\$304,000
2019	\$7,915,646	24	106	\$329,819	\$330,413

PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME					
	2015	2016	2017	2018	2019	2015	2016	2017	2018	2019	
AVERAGE	\$177	\$198	\$219	\$240	\$219	AVERAGE	\$161	\$186	\$184	\$226	\$272

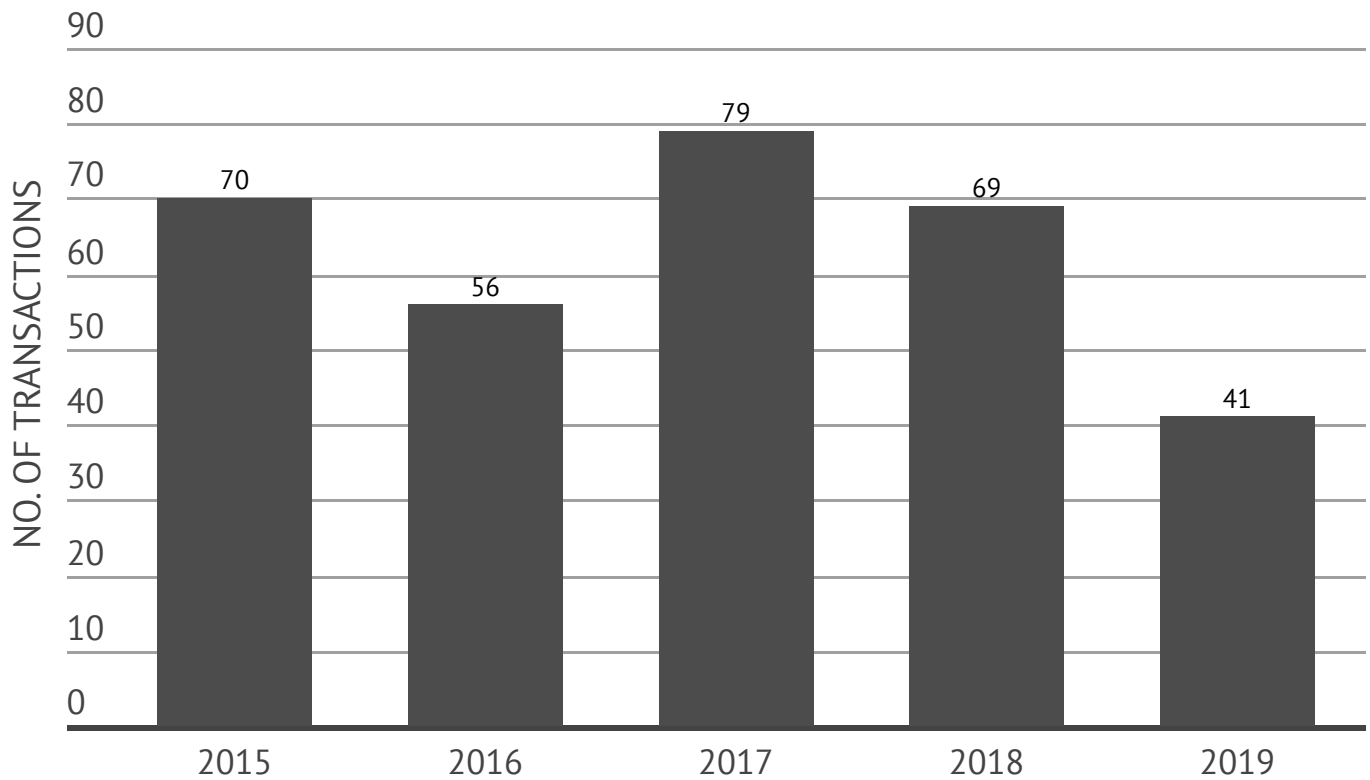
SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	98.26%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	99.82%

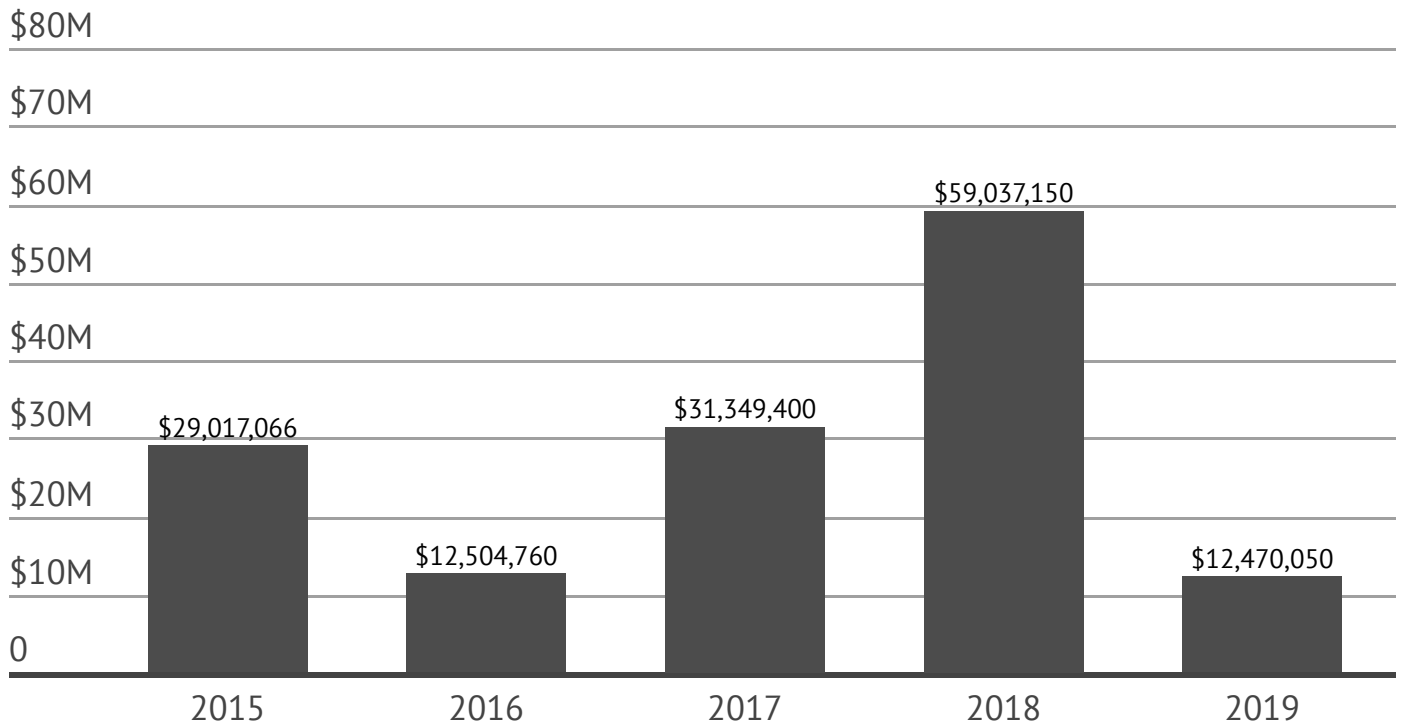
**Data gathered is from Residential sales from 1.1 through 6.30 of each year.*



TRANSACTION VOLUME COMPARISON



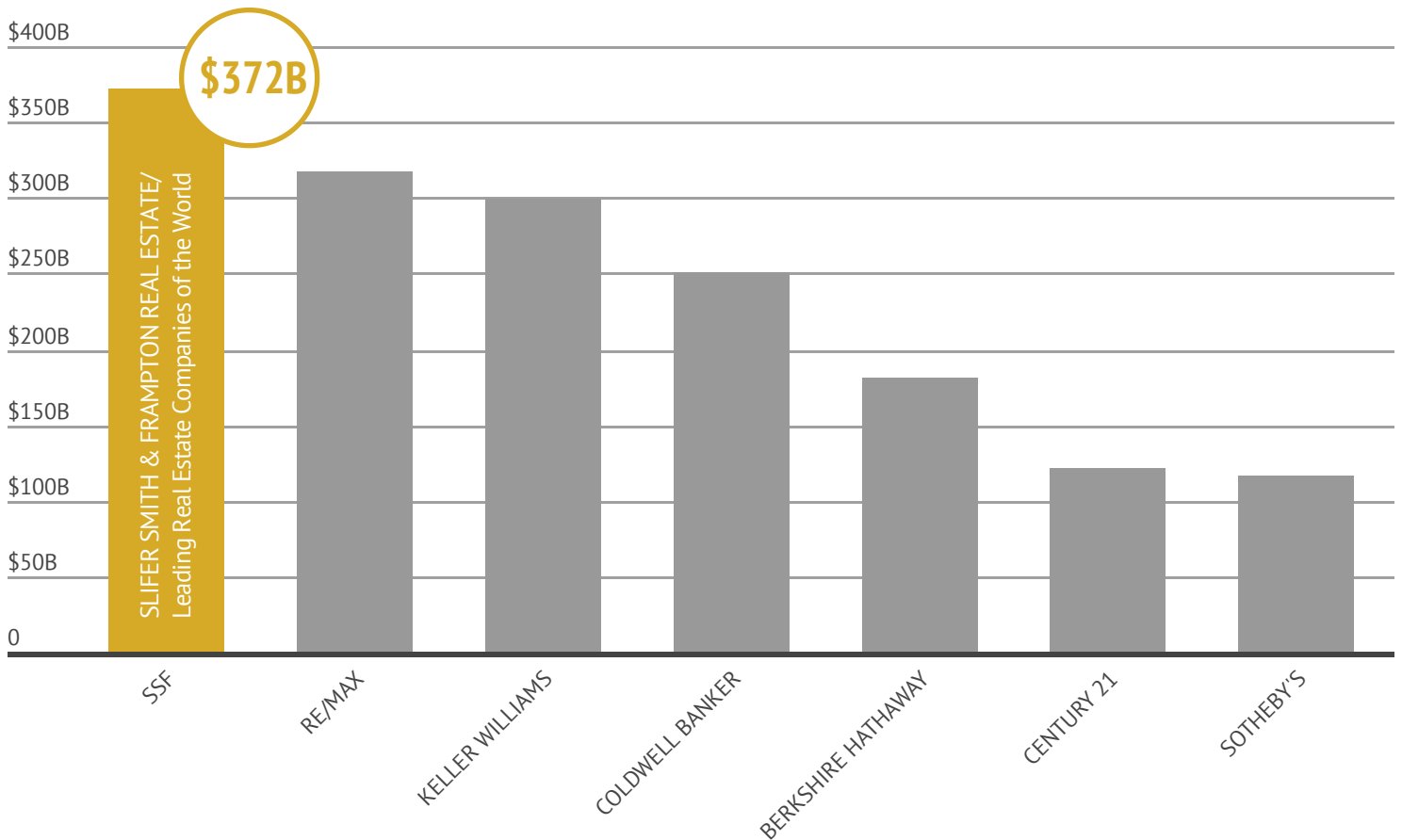
SALES VOLUME COMPARISON



**Data gathered is from Land sales from 1.1 through 6.30 of each year.*

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