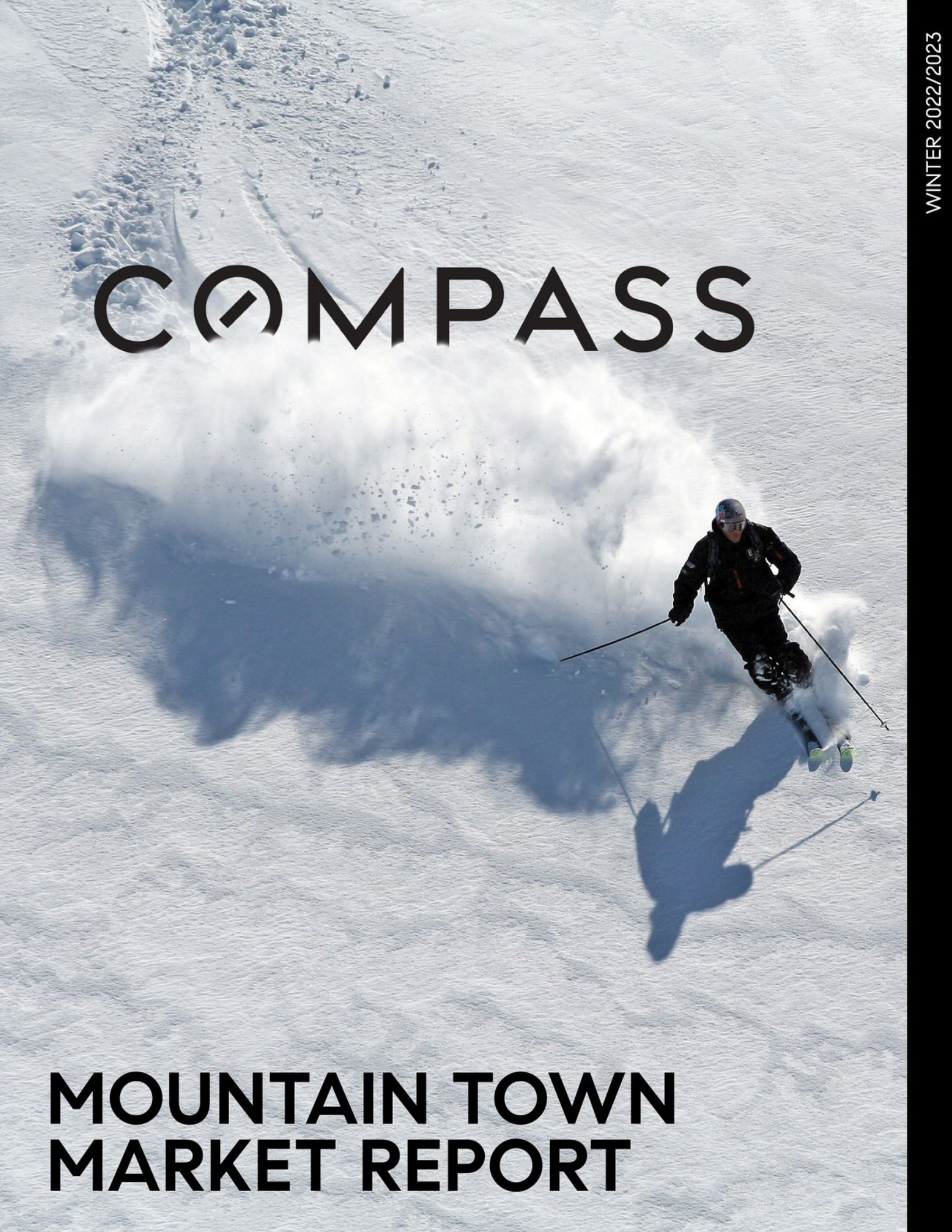
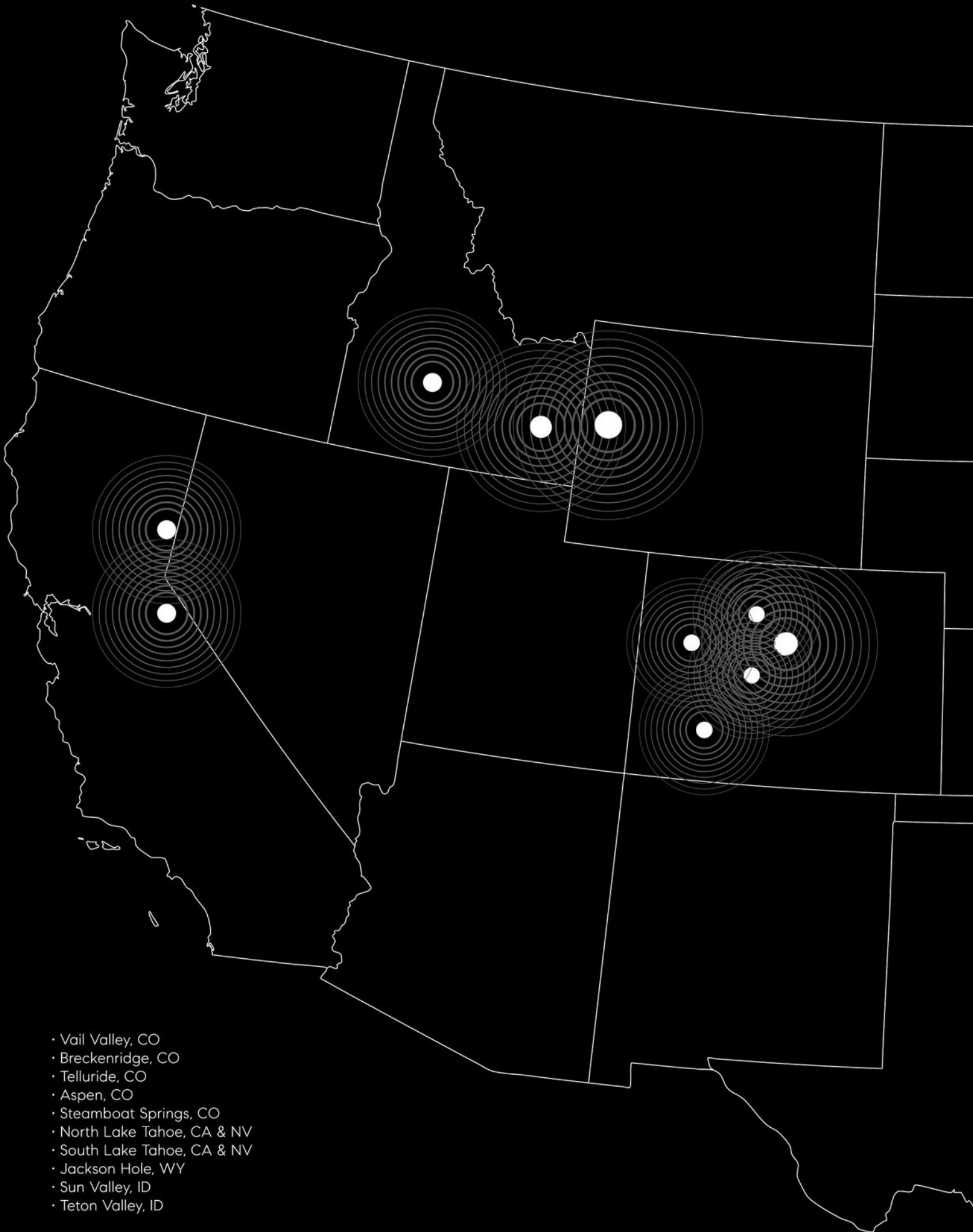


COMPASS

MOUNTAIN TOWN MARKET REPORT





- Vail Valley, CO
- Breckenridge, CO
- Telluride, CO
- Aspen, CO
- Steamboat Springs, CO
- North Lake Tahoe, CA & NV
- South Lake Tahoe, CA & NV
- Jackson Hole, WY
- Sun Valley, ID
- Teton Valley, ID

MOUNTAIN TOWN MARKET REPORT

Winter 2022/2023

Living in a resort community offers a unique and appealing lifestyle, scenic views that seem to go on endlessly, abundant recreational opportunities; and an unparalleled sense of community. The real estate market in resort communities is vastly different than most markets across the country. In effort to help educate consumers who are looking to buy, sell, or just curious about how similar markets stack up, the Mountain Town Market Report is a resource that compiles real estate statistics from the resort towns across the Mountain West. This report carefully analyzes market data for each of the following locations: Vail, Breckenridge, Telluride, Aspen, Steamboat Springs, Colorado; North and South Lake Tahoe, California/Nevada; Sun Valley and Teton Valley, Idaho; Jackson Hole, Wyoming.

While each of the featured markets within this report has similar lifestyle benefits; each community, and their respective real estate market is different. Seasonality, location, inventory, and various other factors affect the real estate market in these communities, fueling the constantly growing resort luxury home market.

A solid understanding of the market is critical to real estate success for both Buyers and Sellers. The Mountain Town Market Report is your resource to making informed decisions. As you flip through the following pages and learn more about these impeccable mountain town communities, consider the data and consult your Compass real estate expert.

Compass is the #1 brokerage in the country providing unparalleled service from your hometown to your ski town.

PRESENTED BY

Resort Collective



We know the Vail Valley

\$310M+

Total Office Sales Volume in 2021*

105

Total Transaction Sides in 2021*

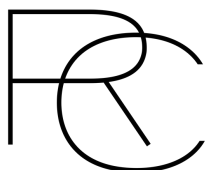
4.5%

Market Share in Inaugural Year Based on Closed Volume*

About

With more than 60 years of collective real estate experience and over \$1 billion in combined sales, The Resort Collective is a high-performance team for luxury buyers and sellers seeking a concierge-level and professional real estate experience. An intimate knowledge of the area with commitment to excellence and proven results, makes The Resort Collective Vail Valley's go-to team of brokers.

All of The Resort Collective's brokers are long-time locals of over 20 years providing an intimate knowledge of the area. With The Resort Collective, they are ready to help you achieve your real estate goals and welcome you into the community where you will make priceless memories. This, coupled with the team's commitment to excellence, professionalism and innovation creates a proven approach and unparalleled level of service that delivers desired results — each and every time.



RESORT COLLECTIVE

VAIL • BEAVER CREEK

NOTABLE SALES



259 Elk Horn
5 BD 7 BA 8131 SF \$8,925,000



387 Pilgrim Drive
6 BD 10 BA 12818 SF \$7,250,000



110 Bear Paw, Unit A
5 BD 6 BA 5293 SF \$7,120,000



89 Hummingbird
5 BD 5 BA 5297 SF \$6,575,000



246 Aspen Bluff Lane
5 BD 7 BA 8041 SF \$6,050,000



82 Turnberry Place
7 BD 9 BA 8014 SF \$5,250,000

TESTIMONIALS

"David Adkins was incredibly professional, and very attentive, to the needs of our growing family. He searched, he negotiated fairly on our behalf, and we are very satisfied with the results. We are lucky to have worked with David Adkins."

Dan & Amy

"Jill is the reason we were able to find and close on our ideal home. She is a hard working competitive and ethical professional who gets the job done. She has what it takes to overcome the unforeseen challenges that come with home buying and she also has the finesse to make sure all parties are on the same page. A HUGE THANKS to Jill for helping us persevere through what had been a long challenging process. You're the best in the biz and we wouldn't be here without you!"

Dennis & Heather McMahan



VAIL VALLEY

Colorado

East Vail-Edwards

Population: 5,479

Elevation: 8,150

Temperatures:

- Winter: 25° - 35° F
- Summer: 70° - 85° F

Median Household Income:
\$80,987

* Source: U.S. Census Bureau

Vail is home to one of the most popular and iconic ski resorts. The town is surrounded by stunning views of the Gore Range, allowing an incredible atmosphere and wonderful experience.

There are two modern villages located at the base of the slopes, Vail Village and Lionshead Village. Both are full of wonderful shops, exquisite restaurants, and lodging.

The towns are filled with events for almost every season; during winter the town hosts free concerts and festivals, and spring and summer are filled with art and music festivals.

	Q3 2021	Q3 2022	% Change
Median Sale Price	\$3,125,000	\$3,637,500	16
Average Sale Price per Sq. Ft.	\$765	\$866	13
Average Days on Market	74	44	-41
Highest Price Sold	\$30,500,000	\$11,000,000	-64
Lowest Price Sold	\$475,000	\$1,025,000	116
Number of Properties Sold	71	36	-49
% Sold Price to Original List Price	96.76%	91.11%	-6
Total Dollar Volume Sold	\$272,549,626	\$157,515,000	-42

Source: VBRMLS Res SF: Vail, Eagle-Vail, Beaver Creek, Edwards, 7/2022-9/2022 compared to 7/2021-9/2021



ASPEN Colorado

Includes: Aspen, Brush Creek Village, Old Snowmass, Woody Creek

Population: 6,949

Elevation: 7,908

Temperatures:

- Winter: 7° - 28° F
- Summer: 44° - 73° F

Median Household Income:

\$77,669

* Source: U.S. Census Bureau

Located in the Rocky Mountains, Aspen is home to countless outdoor activities, exceptional cuisine and world-class accommodations. Since skiing was brought to the area in the 1940s, Aspen has gained recognition as a premiere ski destination.

Aspen is one of the most elevated cities in the U.S. and typically receives 300 days of sunshine per year. The high alpine climate of Aspen allows for a multitude of outdoor activities year-round.

Downtown Aspen is the perfect place to find local boutiques, restaurants, art galleries or catch the Silver Queen Gondola to the top of Ajax Peak.

	Q3 2021	Q3 2022	% Change
Median Sale Price	\$8,287,500	\$11,155,000	35
Average Sale Price per Sq. Ft.	\$1,737	\$2,344	35
Average Days on Market	189	79	-58
Highest Price Sold	\$28,500,000	\$30,000,000	5
Lowest Price Sold	\$670,000	\$499,000	-26
Number of Properties Sold	46	14	-70
% Sold Price to Original List Price	90.06%	96.53%	7
Total Dollar Volume Sold	\$424,705,820	\$138,532,000	-67

Source: AGSMLS Res SF: Aspen, Brush Creek Village, Old Snowmass, Woody Creek, 7/2022-9/2022 compared to 7/2021-9/2021



BRECKENRIDGE

Colorado

Population: 5,024

Elevation: 9,603

Temperatures:

- Winter: 14° - 29°
- Summer: 51° - 76°

Median Household Income:
\$91,299

* Source: U.S. Census Bureau

On average, Breckenridge receives 353 inches of snowfall yearly and 300 days of sunshine making it one of the most popular ski towns in America.

Another popular ski destination, Breckenridge has 43 chair lifts, one of which is the highest in North America. Breckenridge Film Festival, International Snow Sculpture Championship and Breckenridge Food and Wine Festival are just a few of the amazing yearly events Breckenridge offers.

Getting around town is easy and free through public transportation. The town is full of shops, arts and culture, restaurants and breweries.

	Q3 2021	Q3 2022	% Change
Median Sale Price	\$1,700,945	\$1,685,000	-1
Average Sale Price per Sq. Ft.	\$646	\$759	17
Average Days on Market	32	34	6
Highest Price Sold	\$6,750,000	\$8,200,000	21
Lowest Price Sold	\$600,000	\$600,000	-
Number of Properties Sold	137	81	-41
% Sold Price to Original List Price	100.00%	93.50%	-7
Total Dollar Volume Sold	\$295,667,361	\$167,772,488	-43

Source: SARMLS Res SF: Breckenridge, Dillon, Frisco, 7/2022-9/2022 compared to 7/2021-9/2021



TELLURIDE

Colorado

Population: 2,595

Elevation: 8,750

Temperatures:

- Winter: 15° - 35° F
- Summer: 40° - 76° F

Median Household Income:
\$68,878

* Source: U.S. Census Bureau

While the town itself is just eight blocks long and twelve blocks wide, Telluride is full of history. The center of town is a National Historic Landmark District; the highest level of historic status granted by the United States Secretary of the Interior.

Telluride is full of Victorian-era houses, clapboard storefronts, boutiques, fantastic restaurants, art galleries and historic buildings. The citizens of Telluride are dedicated to preserving the history of the town, architecture and open space.

The gondola runs year-round, connecting Telluride with the town of Mountain Village with only a 13-minute ride. Take your skis or your bike, depending on the season.

	Q3 2021	Q3 2022	% Change
Median Sale Price	\$3,175,000	\$5,397,500	70
Average Sale Price per Sq. Ft.	\$1,552	\$1,402	-10
Average Days on Market	155	66	-57
Highest Price Sold	\$14,389,455	\$15,000,000	4
Lowest Price Sold	\$720,000	\$294,108	-59
Number of Properties Sold	30	16	-47
% Sold Price to Original List Price	90.47%	97.31%	8
Total Dollar Volume Sold	\$135,072,455	\$96,477,512	-29

Source: TELMLS Res SF: Telluride, Mountain Village, 7/2022-9/2022 compared to 7/2021-9/2021



STEAMBOAT SPRINGS

Colorado

Population: 13,390

Elevation: 6,732

Temperatures:

- Winter: 10° - 34° F
- Summer: 44° - 78° F

Median Household Income:
\$74,351

* Source: U.S. Census Bureau

Steamboat Springs is a laid back ski town known for its Champagne Powder and world-famous skiing; and while originally a summer resort, Steamboat Springs is the best of both seasons. Steamboat Springs is located in the Yampa Valley and is 160 miles from Denver. The natural hot springs, hunting, fishing, biking and hiking prove Steamboat Springs is much more than just a ski town.

There is plenty of exploring and activities to do while visiting. Steamboat Springs hosts a winter carnival, Cowboy Downhill, the Steamboat Marathon, Art in the Park, Pro Rodeo Series, OktoberWest and free summer concerts annually.

	Q3 2021	Q3 2022	% Change
Median Sale Price	\$1,580,000	\$1,705,000	8
Average Sale Price per Sq. Ft.	\$565	\$629	11
Average Days on Market	65	37	-43
Highest Price Sold	\$5,950,000	\$7,500,000	26
Lowest Price Sold	\$447,500	\$150,000	-66
Number of Properties Sold	86	59	-31
% Sold Price to Original List Price	98.00%	97.60%	-0.41
Total Dollar Volume Sold	\$170,838,880	\$132,505,609	-22

Source: REcolorado Res SF: Steamboat Springs, 7/2022-9/2022 compared to 7/2021-9/2021



NORTH LAKE TAHOE California/Nevada

Population: 16,000

Elevation: 6,222

Temperatures:

- Winter: 19° - 38° F
- Summer: 40° - 79° F

Median Household Income:

\$84,648

* Source: U.S. Census Bureau

North Lake Tahoe sits along the borders of Nevada and California, the majority being in California. In the summer, there are plenty of water activities, hiking, biking and boating to do along the Truckee River. Summertime visitors can hike a portion of the 165-mile-long Tahoe Rim Trail and look down at Lake Tahoe.

In the Winter, there are several ski resorts along the North Shore: Palisades Tahoe, Sugar Bowl and North Star California are the largest. There are smaller and equally as fun ski resorts worth visiting: Homewood, Granlibakken, Donner Ski Ranch.

Year To Date	2021	2022	% Change
Median Sale Price	\$996,500	\$1,099,000	10%
Average Sale Price per Sq. Ft.	\$707	\$726	3%
Average Days on Market	30	46	53%
Highest Price Sold	\$32,500,000	\$11,400,000	-65%
Lowest Price Sold	\$2,500	\$2,000	-20%
Number of Properties Sold	611	420	-31%
% Sold Price to Original List Price	54.73%	94.10%	72%
Total Dollar Volume Sold	\$1,018,255,778	\$656,048,506	-36%

*Data includes SFH, Condominiums, Townhomes, and off market sales

*Source: TSMLS, IVRMLS, REMETROLIST, NNRMLS, CRMLS, CLAW, and EBRD



SOUTH LAKE TAHOE California/Nevada

Population: 21,414

Elevation: 6,237

Temperatures:

- Winter: 20° - 43° F
- Summer: 45° - 76° F

Median Household Income:
\$52,871

* Source: U.S. Census Bureau

The town of South Lake Tahoe offers a bit of everything to its visitors. Known for its hustle and bustle energy, South Lake Tahoe has a liveliness other Tahoe spots don't have. South Lake is a perfect combination of nature and high-energy. Cave Rock, Tallac Historic Site and Emerald Bay State Park are a few of the most historic attractions in the area.

South Lake Tahoe has a plethora of resorts for skiers of all experience levels: Edgewood Tahoe Resort, Heavenly Mountain Resort and Kirkwood Mountain Resort are the most popular. On average, the area receives 400 inches of snowfall per year, making it an extremely desirable winter destination.

During the summers there are plenty of things to do, concerts, night life, hiking, water activities and more.

Year To Date	2021	2022	% Change
Median Sale Price	\$759,000	\$702,500	-7.4%
Average Sale Price per Sq. Ft.	\$641	\$571	-10.9%
Average Days on Market	60	66	10.0%
Highest Price Sold	\$19,750,000	\$8,000,000	-59.5%
Lowest Price Sold	\$50,000	\$49,000	-2.0%
Number of Properties Sold	278	244	-12.2%
% Sold Price to Original List Price	98.33%	91.64%	-6.8%
Total Dollar Volume Sold	\$348,582,302	\$241,315,498	-30.8%

*Data includes SFH, Condominiums, Townhomes, and off market sales

*Source: CLAW, CRMLS, EBRD, NNRMLS, REBAREIS, REMETROLIST, STMLS, and TSMLS



SUN VALLEY Idaho

Population: 1,814

Elevation: 5,945

- Temperatures:
- Winter: 17° - 34° F
 - Summer: 49° - 78° F

Median Household Income:
\$56,503

* Source: U.S. Census Bureau

Sun Valley is America’s first destination resort and is one of the best kept secrets - there are hardly any liftlines! There are two mountains at Sun Valley: Dollar and Bald. Dollar Mountain is the home of the first chairlift and the perfect place for beginners. Bald is the bigger mountain with no flats or plateaus, just downhill skiing.

Sun Valley sees the sun shining above for 80% of the year. There’s plenty to do year-round while visiting Sun Valley: sleigh rides, golfing, nordic skiing, snowshoeing, biking, horseback riding, fly fishing and more!

Year To Date	2021	2022	% Change
Median Sale Price	\$707,500	\$860,000	22
Average Sale Price per Sq. Ft.	\$660	\$625	-5
Average Days on Market	84	66	-21
Highest Price Sold	\$11,995,000	\$6,795,000	-43
Lowest Price Sold	\$165,000	\$25,000	-85
Number of Properties Sold	225	103	-54
% Sold Price to Original List Price	101.30%	96.40%	-5
Total Dollar Volume Sold	\$301,120,000	\$125,340,000	-58

*Data includes SFH, Condominiums, Townhomes, and off market sales
*Source: SVBOR: Sun Valley



TETON VALLEY

Idaho

Population: 6,399

Elevation: 6,200

Temperatures:

- Winter: 15° - 28° F
- Summer: 54° - 77° F

Median Household Income:
\$73,274

* Source: U.S. Census Bureau

Teton Valley runs along the eastern border of Idaho and backs up against the peaks of the Grand Teton range. Teton Valley is made up of the charming towns: Alta, Victor, Driggs and Teton. The activities offered in Teton Valley are endless and full of adventure.

Teton Valley is also home to Grand Targhee Resort, nestled on the western slopes of Tetons in the Caribou-Targhee National Forest. Grand Targhee is a popular skiing hotspot due to the average snowfall, wide-open terrain and views. While popular in the winter with skiers, it's also popular in the summer with bikers.

Year To Date	2021	2022	% Change
Median Sale Price	\$700,000	\$902,500	29
Average Sale Price per Sq. Ft.	\$434	\$554	28
Average Days on Market	65	100	54
Highest Price Sold	\$3,825,000	\$7,000,000	-76
Lowest Price Sold	\$219,000	\$320,000	46
Number of Properties Sold	111	68	-39
% Sold Price to Original List Price	99	91.00	-8
Total Dollar Volume Sold	\$110,944,700	\$73,987,085	-33

*Data includes SFH, Condominiums, Townhomes, and off market sales. July1-Sept30.
*Source: TBOR: Victor, Driggs, Teton, Alta



JACKSON HOLE Wyoming

Population: 10,849

Elevation: 6,237

Temperatures:

- Winter: 25° - 35° F
- Summer: 70° - 85° F

Median Household Income:

\$76,518

* Source: U.S. Census Bureau

Jackson is a town in Wyoming's Jackson Hole valley, home to 3 ski areas: Jackson Hole Mountain Resort, Snow King Mountain Resort and Grand Targhee Resort.

The Town Square features arches made of shed antlers from the nearby National Elk Refuge. The National Museum of Wildlife Art has works by Andy Warhol and Georgia O'Keeffe.

North of Jackson lie the peaks of Grand Teton National Park, as well as the gateway to Yellowstone National Park

Year To Date	2021	2022	% Change
Median Sale Price	\$1,900,000	\$2,200,000	16
Average Sale Price per Sq. Ft.	\$1,158	\$1,514	31
Average Days on Market	96	97	1
Highest Price Sold	\$65,000,000	\$35,000,000	-46
Lowest Price Sold	\$400,000	\$595,000	49
Number of Properties Sold	120	61	-49
% Sold Price to Original List Price	97	95	-2
Total Dollar Volume Sold	\$381,930,370	\$210,019,111	-45

*Data includes SFH, Condominiums, Townhomes, and off market sales. July1-Sept30.

*Source: TBOR: Teton County (Areas 1-10)

MOUNTAIN TOWN MARKET REPORT

WINTER 2022/2023

COMPASS