2025 THE SLIFER REPORT

SUMMIT COUNTY REAL ESTATE

SLIFER SMITH & FRAMPTON

Forbes GLOBAL PROPERTIES

CONTENTS

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Our team of market experts updates The Slifer Report biannually. To explore the latest numbers from Summit County and across Colorado in greater detail, scan the code or visit:

SummitCountyRealEstate.com/Market-Reports

SOURCE
Sold residential and land properties within Summit County from January 1 - December 31, 2020 - 2024. Source of all data in this report is the Altitude Realtors Multiple Listing Service. Information deemed reliable but not guaranteed. Consult your Slifer Smith & Frampton Broker for more information.

A LETTER FROM
OUR PRESIDENT

In 2024, Slifer Smith & Frampton navigated a challenging market shaped by significant industry changes, limited inventory, and elevated interest rates. Despite these obstacles, Slifer Smith & Frampton rose to the occasion, achieving growth in nearly every market and demonstrating the dedication, expertise, and resilience of our brokers, as well as their ability to overcome challenges for our buyers and sellers. Our commitment to the communities we serve has solidified our position as market share leaders, not only in Summit County but across the state of Colorado.

Summit County's real estate market in 2024 saw more transactions, greater volume, and higher prices compared to 2023. This outcome likely surprised many and highlights the continued strength of the market in Summit County. A standout segment of the 2024 market was the luxury sector. There were 21 sales of single-family homes priced above $5 million and seven sales of condominium or townhome properties exceeding $4 million.

As we look to 2025, the key takeaway from the real estate market remains the timeless principle: location, location, location. Real estate in the Rocky Mountains, particularly in resort areas, continues to hold its appeal. These extraordinary places where we live, work, and play attract people from around the globe, keeping Summit County vibrant and ensuring it remains an outstanding investment. We should see the market beginning to normalize, including modest declines in interest rates and an improved local inventory supply, creating a more balanced environment for both buyers and sellers. While the best properties will continue to move quickly, buyers will also have more opportunities to negotiate.

2024 was also the year we lost Rod Slifer, one of our esteemed co-founders who was also the first realtor in the Vail Valley. While we miss Rod dearly, we are proud to continue to carry on the legacy of integrity and service to our community in his honor. We are proud to serve our communities through the Slifer Foundation which supports a myriad of nonprofit entities. In Summit County in particular, the 2024 grant cycle awarded $30,000 in grants to local nonprofits. We also hosted our fifth annual SSF Foundation Concert Fundraiser with proceeds benefiting five local Summit County nonprofit organizations.

SSF also expanded its footprint in Colorado with the opening of a new office in downtown Steamboat Springs. In addition, our relationships with Luxury Portfolio International, Leading Real Estate Companies of the World, and Forbes Global Properties continued to allow our highly local teams to still have global reach and thus be a highly competitive option for buyers and sellers in Colorado's luxury real estate market.

As we close out 2024, we reaffirm our commitment to being constant stewards of our Colorado communities and look forward to being an invaluable partner to our buyers and sellers in 2025.

CHRIS
LANKHORST
Summit County
Market President

Colorado real estate.
By Colorado people.

As Summit County's leading independent, locally owned and operated real estate company, we are deeply invested in our communities and fully committed to building up this incredible place. When you work with us you not only get best-in-class service, you can know that your business and support stays local creating a bright future for the benefit of all.

100%	$12B+	#1
Colorado owned & operated	Sales volume since 2020	Colorado's leading, independent real estate company

VISIT US

Across Summit County for the best in local insights, real estate and otherwise.

KEYSTONE

140 Ida Belle Dr, F12 | Keystone, CO
970.496.4522

FRISCO

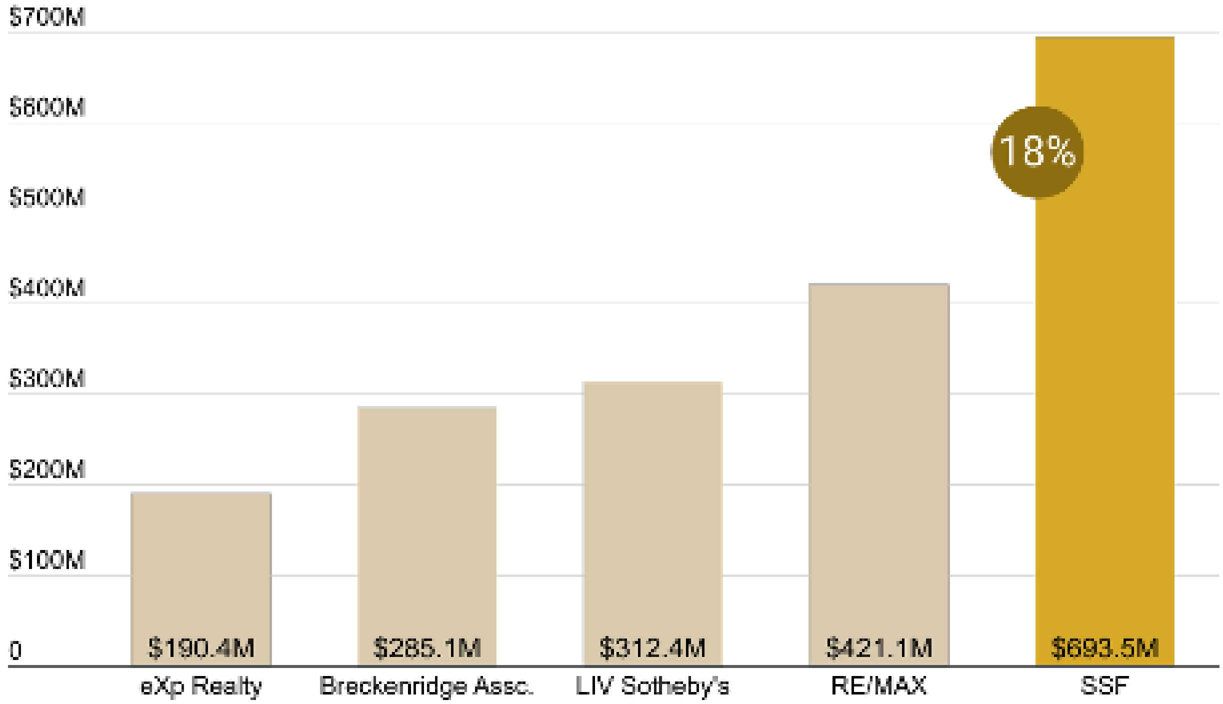
400 Main St | Frisco, CO
970.668.1550

BRECKENRIDGE

117 S Main St | Breckenridge, CO
970.453.9090

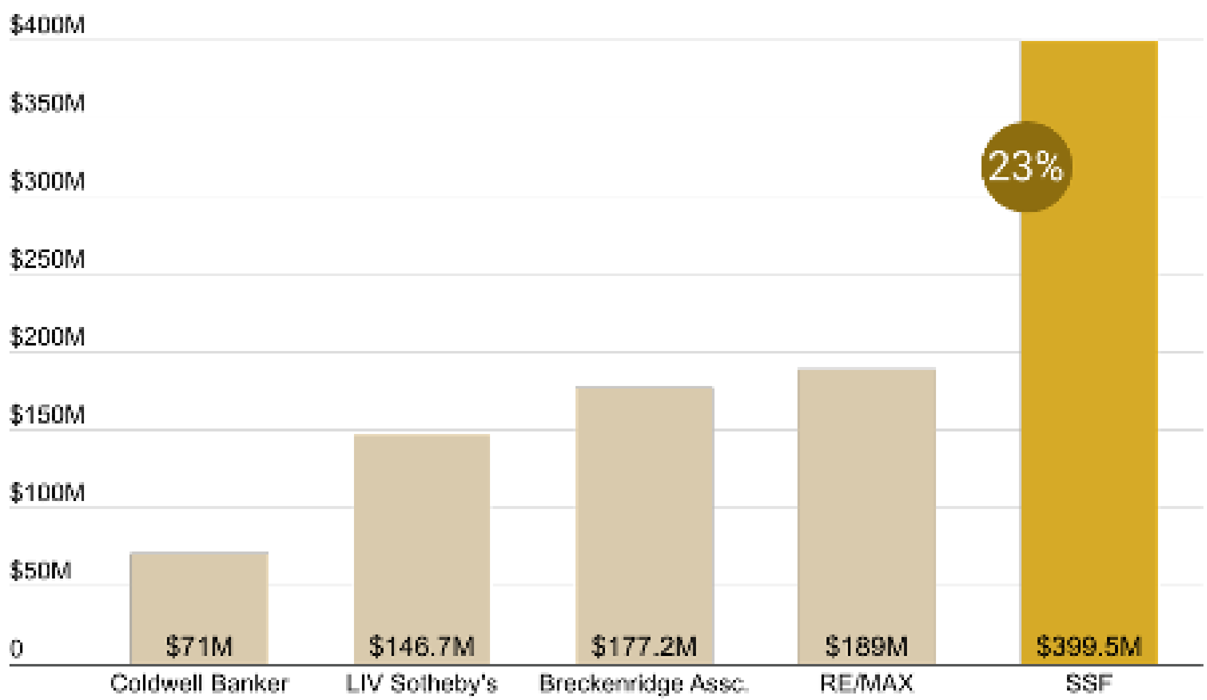
OUR SUMMIT COUNTY MARKET SHARE

SALES VOLUME COMPARISON | SSF MARKET SHARE



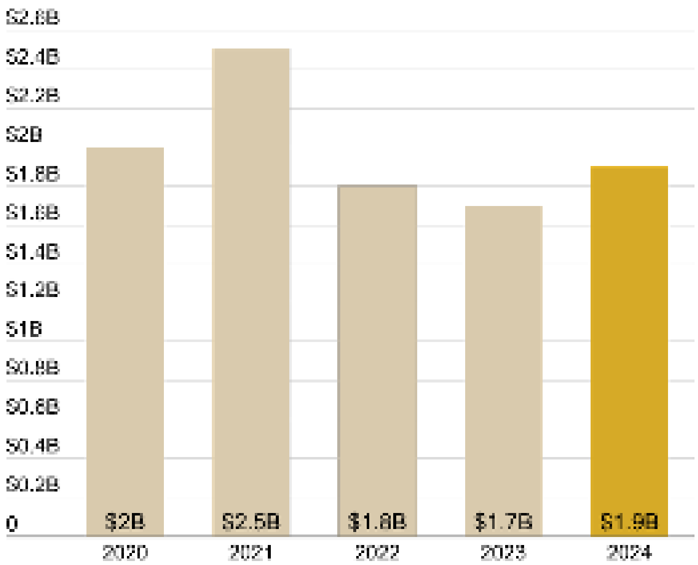
LUXURY SALES VOLUME COMPARISON | SSF MARKET SHARE

Residential Sales Over $2 Million

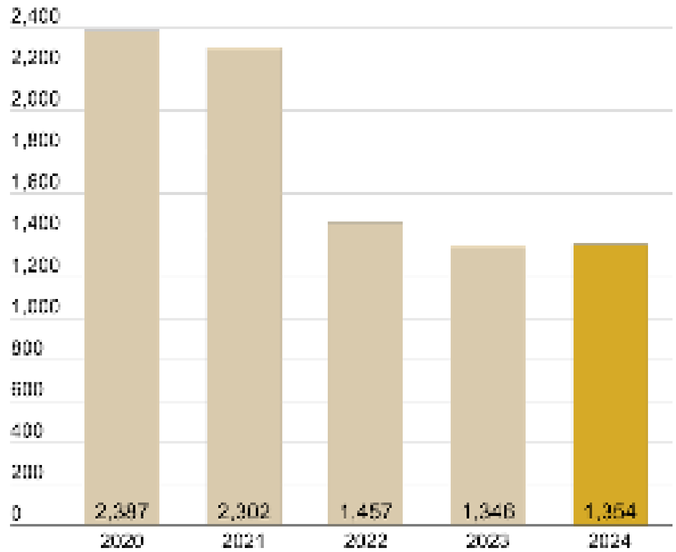


MARKET OVERVIEW

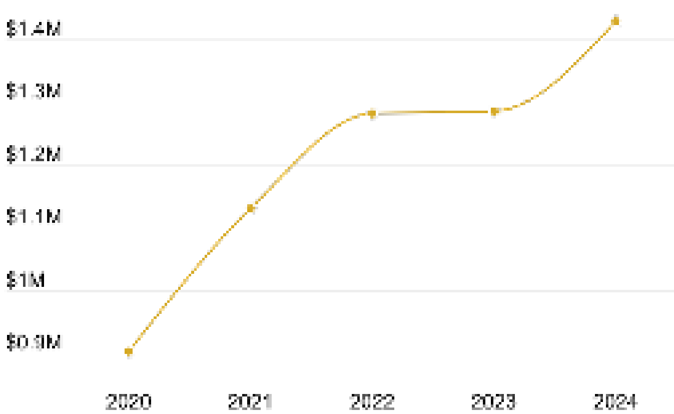
SALES VOLUME COMPARISON



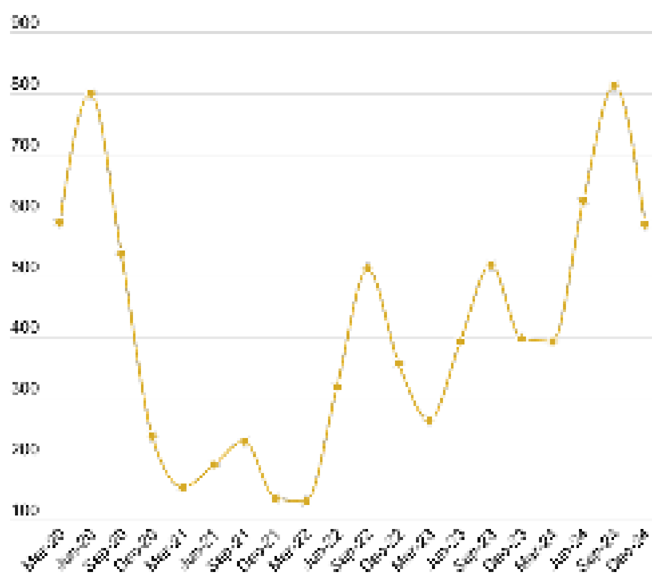
TRANSACTION COMPARISON



RESIDENTIAL AVERAGE SALES PRICE COMPARISON



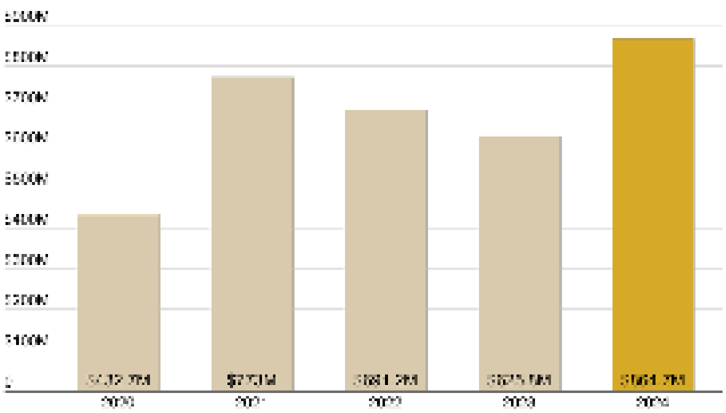
ACTIVE INVENTORY BY MONTH



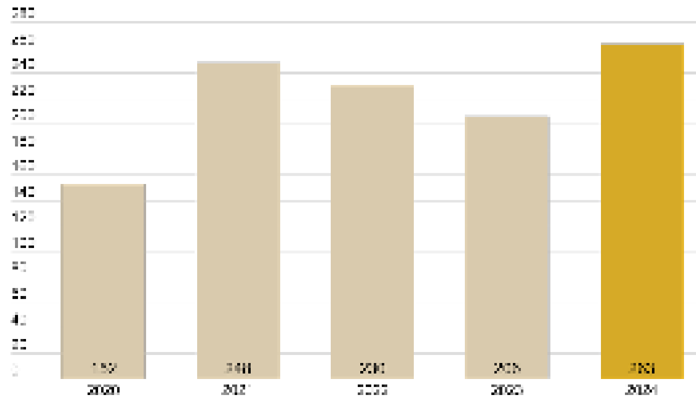
LUXURY OVERVIEW

Residential Sales Over $2 Million

LUXURY SALES VOLUME COMPARISON

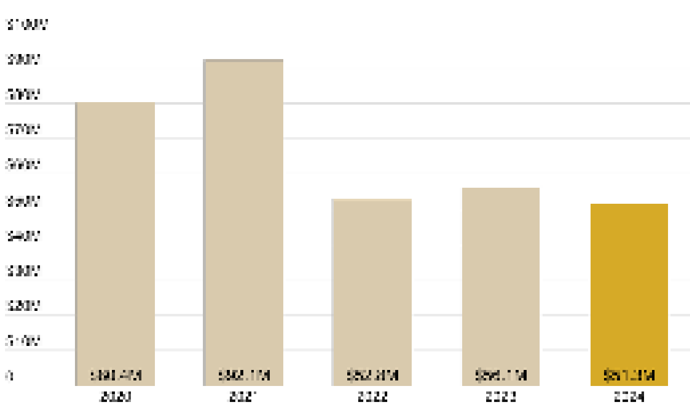


LUXURY TRANSACTION COMPARISON

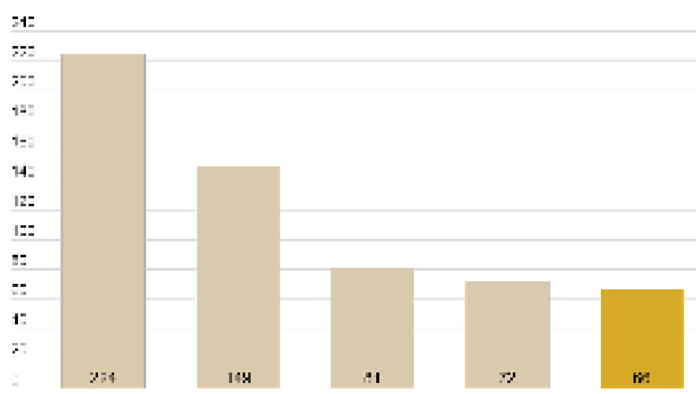


LAND OVERVIEW

LAND SALES VOLUME COMPARISON



LAND TRANSACTION VOLUME COMPARISON



BRECKENRIDGE

Breckenridge offers prospective homeowners far more than a world-renowned ski destination—it's a vibrant, year-round mountain community with a rich historical fabric and contemporary residential appeal. The town seamlessly blends its 19th-century mining heritage with sophisticated mountain living, creating a unique residential environment that attracts diverse homeowners.

The residential landscape spans multiple neighborhoods, from historic Victorian-era homes in the downtown core to modern ski-access properties and expansive mountain estates. Each neighborhood within the community offers a distinctive living experience.

Beyond recreational opportunities, Breckenridge has cultivated a robust year-round community infrastructure. World-class skiing and snowboarding in winter transition to mountain biking, hiking, and cultural festivals in summer, ensuring a dynamic lifestyle for full-time residents and second-home owners. The town's commitment to preservation—both historical and environmental—creates a residential experience that feels both timeless and forward-looking.

OUR NOTABLE SALES

166 GOLDEN AGE DRIVE
Sold for $10,900,000

491 LONG RIDGE DRIVE
Sold for $8,600,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$641,750,882	390	85	$1,645,515	$1,350,000
2021	$851,490,193	396	39	$2,150,228	$1,695,000
2022	$532,756,761	228	39	$2,336,652	$1,997,000
2023	$442,574,374	190	69	$2,329,339	$1,912,500
2024	$573,729,434	215	72	$2,668,509	$2,300,000

$574M
sales volume for single family & duplex, a 30% increase over 2023

$2,668,509
average sold price for single family & duplex, a 15% increase over 2023

$1,008
average sold price per square foot for condo & townhome, a 4% increase over 2023

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$281,095,121	388	54	$724,472	$655,000
2021	$354,997,982	401	24	$885,282	$755,000
2022	$196,190,421	204	30	$961,718	$810,000
2023	$214,627,378	211	49	$1,017,191	$890,000
2024	$213,816,005	200	52	$1,069,080	$849,495

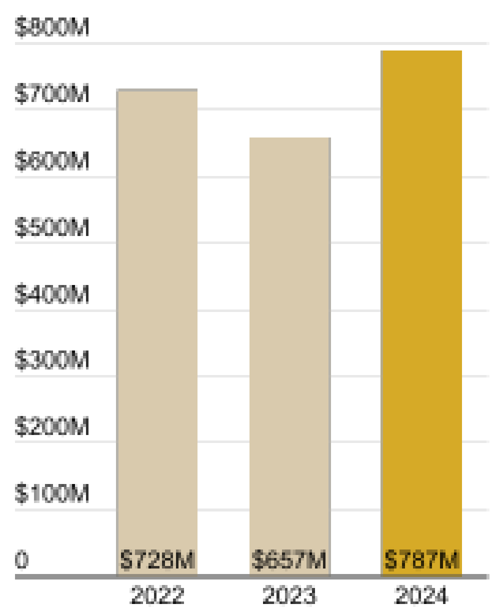
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$515	$668	$767	$733	$777
Condominium & Townhome	$684	$867	$991	$967	$1,008

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	96%
Condominium & Townhome	98%

SALES VOLUME COMPARISON



COPPER

Copper Mountain transcends its identity as a ski resort, offering a distinctive residential community that prioritizes direct mountain access and a year-round recreational lifestyle. It provides a more purposeful approach to mountain living, with residential options that range from slope-side condominiums to stand-alone mountain homes.

Unlike many resorts, Copper Mountain's layout naturally divides its terrain, a philosophy that extends to its residential planning. Neighborhoods like East Village, Center Village, and West Village offer varied living experiences, each providing unique perspectives on mountain community design and direct access to world-class skiing and mountain infrastructure.

Beyond winter recreation, Copper has developed robust summer offerings, including mountain biking trails, hiking routes, and outdoor adventure programming. For homeowners seeking a true mountain lifestyle with comprehensive recreational access, Copper Mountain represents a compelling residential environment that balances natural beauty, athletic opportunity, and thoughtful community design.

OUR NOTABLE SALES

1102 BEELER PLACE
Sold for $5,974,000

882 BEELER PLACE
Sold for $3,100,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$22,503,000	10	258	$2,250,300	$1,902,500
2021	$3,850,000	1	4	$3,850,000	$3,850,000
2022	$20,587,574	6	12	$3,431,262	$3,203,250
2023	$12,700,000	4	20	$3,175,000	$3,100,000
2024	$14,712,013	3	103	$4,904,004	$5,638,013

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$58,356,570	100	69	$583,566	$552,500
2021	$76,669,522	105	14	$730,186	$730,000
2022	$43,928,862	54	17	$813,497	$737,000
2023	$40,622,038	47	40	$864,299	$869,000
2024	$50,909,559	54	79	$942,770	$835,000

$4,904,004
average sold price for single family & duplex, a 54% increase over 2023

$942,770
average sold price for condo & townhome, a 9% increase over 2023

$986
average sold price per square foot for condo & townhome, almost no change over 2023

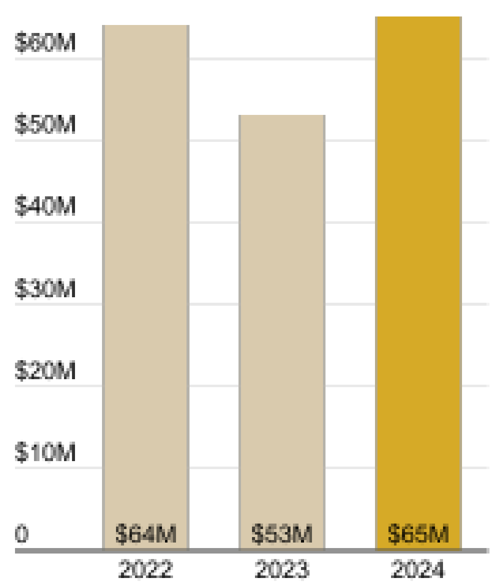
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$554	$605	$803	$841	$853
Condominium & Townhome	$614	$730	$888	$988	$986

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	100%
Condominium & Townhome	97%

SALES VOLUME COMPARISON



DILLON

Dillon represents Summit County's most strategically positioned community, offering a unique mountain living experience that balances appealing price points, accessibility, and recreational opportunities. Located on the shores of Lake Dillon Reservoir, the town provides unparalleled access to multiple world-class ski resorts while maintaining its own distinctive residential character.

The town's unique waterfront location along Lake Dillon creates an attractive residential landscape, with properties offering panoramic views of surrounding mountain ranges and direct access to extensive water and recreational activities. Neighborhoods range from affordable condominiums to custom mountain homes, providing diverse housing options.

The town's residential appeal extends beyond its physical location. The community offers a more affordable entry point to mountain living compared to more premium resort towns, while still providing immediate access to Keystone, Breckenridge, and Copper Mountain ski resorts. For homeowners seeking a practical, connected mountain lifestyle, Dillon delivers a comprehensive and approachable residential experience.

OUR NOTABLE SALES

273 ENSIGN DRIVE
Sold for $2,999,500

33 CANYON VIEW COURT
Sold for $2,650,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$57,883,525	60	47	$964,725	$860,000
2021	$97,874,891	81	18	$1,208,332	$1,140,000
2022	$59,967,205	44	20	$1,362,891	$1,292,500
2023	$75,523,750	54	29	$1,398,588	$1,207,500
2024	$78,551,509	55	51	$1,428,209	$1,300,000

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$68,201,392	150	70	$454,676	$416,500
2021	$80,894,474	142	10	$569,679	$505,500
2022	$60,888,066	90	18	$676,534	$545,000
2023	$60,646,901	92	22	$659,205	$625,500
2024	$67,526,911	96	43	$703,405	$628,500

$703,405
average sold price for condo & townhome, a 7% increase over 2023

$67.5M
sales volume for condo & townhome, an 11% increase over 2023

$723
average sold price per square foot for condo & townhome, a 5% decrease over 2023

SSF **#1** market share

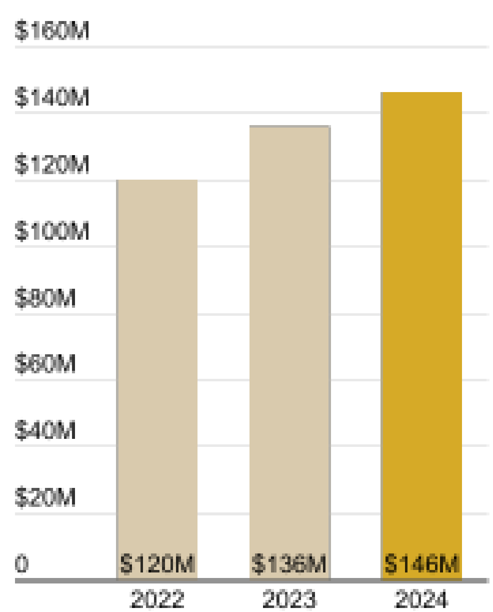
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$371	$488	$575	$554	$593
Condominium & Townhome	$470	$602	$740	$761	$723

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	97%
Condominium & Townhome	98%

SALES VOLUME COMPARISON



FRISCO

Frisco embodies the ideal of a classic Colorado mountain community, offering a residential experience that balances small-town charm with exceptional recreational accessibility. Nestled along the shores of Lake Dillon and surrounded by Summit County's dramatic peaks, the town provides a genuine mountain living environment beyond typical resort destinations.

The town's historic Main Street and preserved architectural character create a distinctive residential backdrop, with housing options ranging from restored historic homes to contemporary mountain properties. Neighborhoods offer diverse living experiences, from walkable downtown locations to secluded mountain-facing properties with expansive views.

Frisco's strategic location serves as a hub for mountain recreation, providing quick access to nearby ski resorts while maintaining its own unique community identity. For homeowners seeking an authentic mountain town experience with comprehensive recreational opportunities, Frisco represents a compelling residential destination that celebrates the genuine spirit of Colorado mountain living.

OUR NOTABLE SALES

567 WATER DANCE DRIVE
Sold for $3,644,000

208 CHIMING BELLS COURT
Sold for $2,800,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$76,014,151	60	60	$1,266,903	$1,285,000
2021	$96,648,521	59	10	$1,638,111	$1,595,000
2022	$68,642,090	40	31	$1,716,052	$1,650,000
2023	$67,151,684	39	48	$1,721,838	$1,614,000
2024	$77,451,987	39	27	$1,985,948	$1,875,000

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$96,073,897	147	28	$653,564	$600,000
2021	$112,662,563	141	10	$799,025	$740,000
2022	$99,460,414	93	15	$1,069,467	$975,000
2023	$101,116,394	103	32	$981,713	$915,000
2024	$104,212,270	92	50	$1,132,742	$960,000

$1,985,948
average sold price for single family & duplex, a 15% increase over 2023

$1,132,742
average sold price for condo & townhome, a 15% increase over 2023

$750
average sold price per square foot for single family & duplex, an 8% increase over 2023

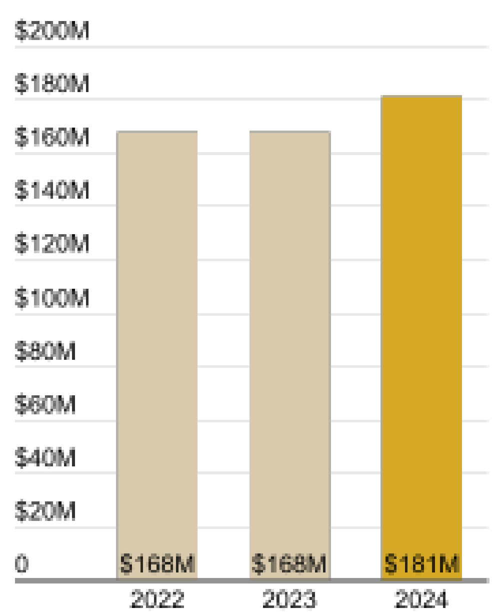
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$485	$647	$726	$692	$750
Condominium & Townhome	$560	$706	$813	$808	$817

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	100%
Condominium & Townhome	99%

SALES VOLUME COMPARISON



KEYSTONE

Keystone, a meticulously planned mountain resort community that goes far beyond traditional ski destination living. Designed with intentionality, the area offers a comprehensive residential environment that integrates world-class skiing, year-round recreational opportunities, and carefully crafted neighborhood infrastructure.

The community's residential landscape spans multiple distinct areas, from the River Run Village's walkable, European-inspired design to the more secluded mountain neighborhoods like The Keystone Ranch and Settlers Creek. Each area provides unique living experiences, with properties ranging from slope-side condominiums to expansive mountain homes that capitalize on dramatic alpine views and direct recreational access.

Keystone's appeal extends well beyond winter skiing, with robust summer programming including mountain biking, golf, hiking, and extensive family-oriented festivals. For homeowners seeking a purposefully designed mountain community that offers both recreational excellence and thoughtful residential planning, Keystone delivers a living experience that is simultaneously sophisticated and genuinely connected to its alpine environment.

OUR NOTABLE SALES

20 ALCOVE COURT, 24
Sold for $4,506,500

16 WOLF ROCK ROAD
Sold for $3,200,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$66,587,000	40	73	$1,664,675	$1,534,500
2021	$74,519,401	41	42	$1,817,546	$1,582,500
2022	$57,065,145	24	25	$2,377,714	$2,387,500
2023	$60,888,191	24	93	$2,537,008	$2,363,346
2024	$46,740,975	21	49	$2,225,761	$1,950,000

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$154,701,924	265	68	$583,781	$545,000
2021	$176,082,684	256	38	$687,823	$637,000
2022	$187,546,551	218	18	$860,305	$776,500
2023	$115,520,287	127	45	$909,609	$845,000
2024	$204,998,924	179	72	$1,145,245	$875,000

$2,225,761
average sold price for single family & duplex, a 12% decrease over 2023

49
average days on the market for single family & duplex, a 47% decrease over 2023

179
sales for condo & townhome, a 41% increase over 2023

SSF #1 market share

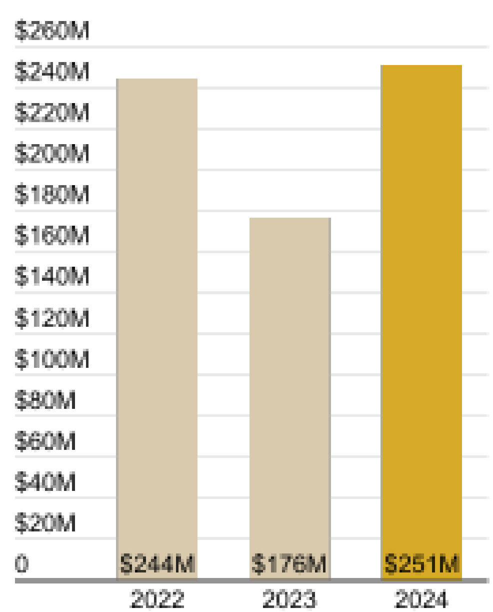
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$429	$540	$731	$686	$715
Condominium & Townhome	$547	$683	$822	$865	$888

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	95%
Condominium & Townhome	98%

SALES VOLUME COMPARISON



SILVERTHORNE

Silverthorne represents Summit County's most pragmatic and accessible mountain community, offering a residential experience that prioritizes accessibility, convenience, and strategic location. Positioned at the confluence of major mountain roadways, the town provides an ideal base for those seeking central mountain living.

The community's residential landscape features a diverse range of housing options, from budget-friendly condominiums to emerging planned neighborhoods. Silverthorne's proximity to Lake Dillon and surrounding ski resorts creates a unique living environment that balances practicality with exceptional recreational access.

More than just a gateway community, Silverthorne has developed its own distinct character, with growing commercial infrastructure, comprehensive services, and a strategic approach to mountain town development with a unique focus on arts and culture. For homeowners seeking an affordable entry point to Summit County living, with immediate access to world-class skiing, outdoor recreation, and mountain lifestyle, Silverthorne offers a compelling and pragmatic residential proposition.

OUR NOTABLE SALES

881 ANTLER ROAD
Sold for $3,500,000

525 TWO CABINS DRIVE
Sold for $3,194,000

SINGLE FAMILY & DUPLEX

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$284,789,182	261	61	$1,091,146	$1,000,179
2021	$335,979,217	245	32	$1,371,344	$1,275,000
2022	$298,967,200	179	37	$1,670,208	$1,600,000
2023	$275,475,503	168	57	$1,639,735	$1,594,500
2024	$233,470,137	118	52	$1,978,560	$1,870,500

CONDOMINIUM & TOWNHOME

YEAR	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2020	$136,986,159	272	46	$503,626	$450,000
2021	$167,053,471	269	30	$621,017	$581,000
2022	$131,509,194	182	26	$722,578	$679,875
2023	$164,086,954	204	31	$804,348	$733,500
2024	$163,346,713	199	55	$820,838	$765,000

$1,978,560
average sold price for single family & duplex, a 21% increase over 2023

52
average days on market for single family & duplex, a 9% decrease over 2023

$721
average sold price per square foot for condo & townhome, a 10% increase over 2023

SSF #1 market share

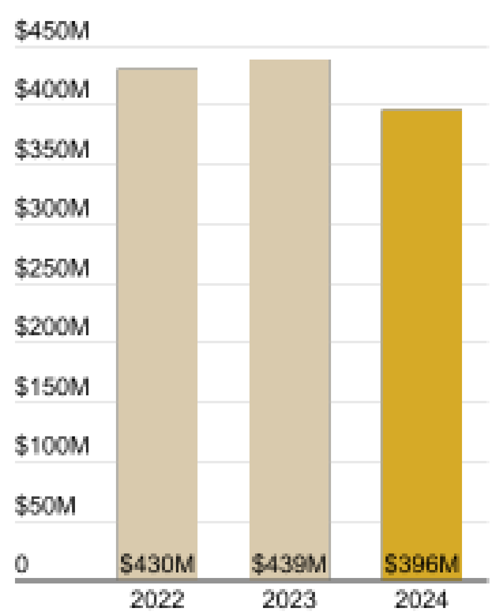
AVERAGE PRICE PER SQUARE FOOT

	2020	2021	2022	2023	2024
Single Family & Duplex	$419	$528	$589	$644	$715
Condominium & Townhome	$448	$573	$645	$658	$721

SALE VS. LIST PRICE COMPARISON

	AVERAGE SALE / LAST LISTED PRICE
Single Family & Duplex	97%
Condominium & Townhome	99%

SALES VOLUME COMPARISON



NEW DEVELOPMENTS

We are proud to be the only brokerage in Colorado with a full division dedicated to bringing new developments to market. Our dedicated new development team has been instrumental in bringing several key projects to market, leveraging deep local knowledge and long-standing relationships to navigate an ever-shifting market. Our recent development projects focus on creating more diverse housing options that balance environmental sensitivity with contemporary living needs. By prioritizing thoughtful design, community integration, and market responsiveness, these developments are not just creating housing—they're shaping the future of mountain living in Summit County and across Colorado.

AREA	CLOSED VOLUME	CONTRACTS CLOSED	PENDING VOLUME	PENDING CONTRACTS	TOTAL VOLUME	TOTAL CONTRACTS
Summit County	$110,373,136	39	$138,147,504	68	$248,520,640	107
Roaring Fork Valley	$557,546,730	71	-	-	$557,546,730	71
Vail Valley	$146,655,000	40	$13,144,000	2	$159,799,000	42
Steamboat Springs	-	-	$51,075,500	13	$51,075,500	13
Total	**$814,574,866**	**150**	**$202,367,004**	**83**	**$1,016,941,870**	**233**

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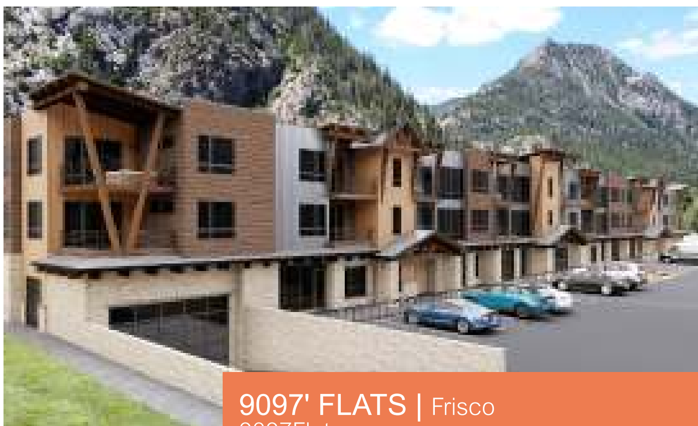
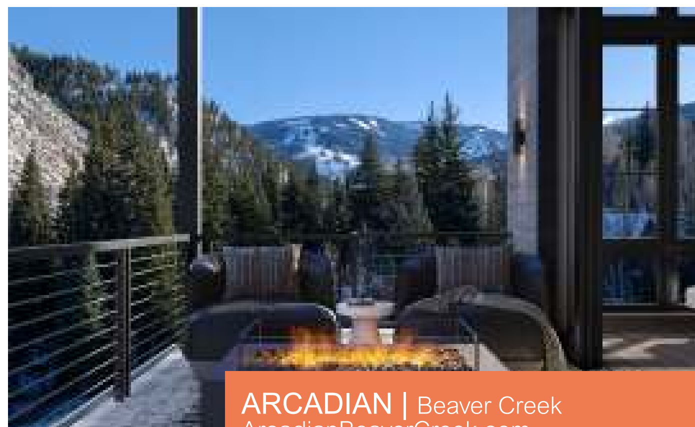
BRIGHTWOOD | Keystone
BrightwoodAtKeystone.com

SOLITUDE | Breckenridge
SolitudeBreckenridge.com



9097' FLATS | Frisco
9097Flats.com



ARCADIAN | Beaver Creek
ArcadianBeaverCreek.com

THE AMBLE | Steamboat
TheAmble.com

STRATOS | Snowmass
StratosSnowmass.com

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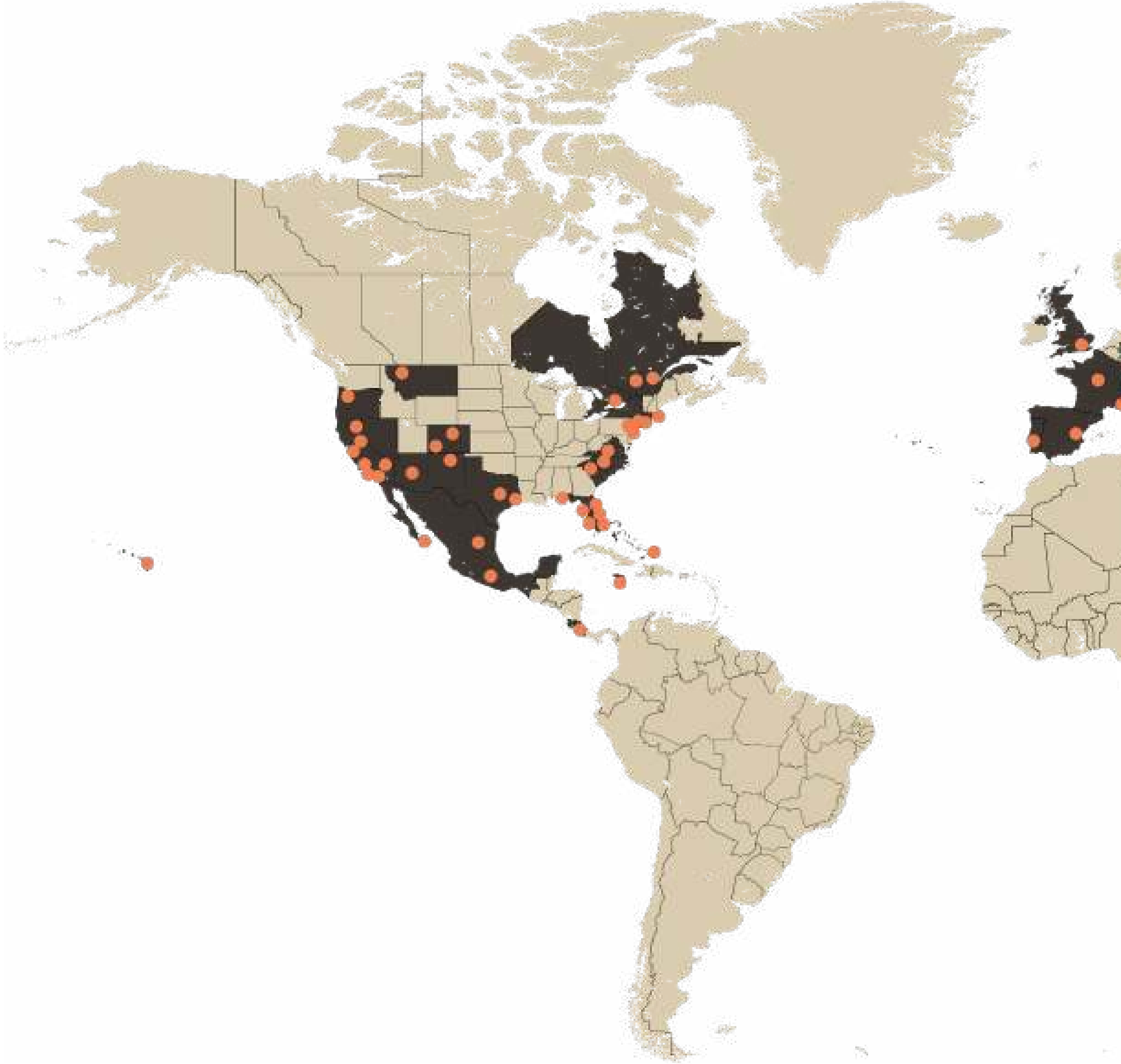

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