YOUR CASTLE
SUMMIT

2nd QUARTER 2022 MOUNTAIN TRENDS

WHO IS YOUR CASTLE REAL ESTATE?

Your Castle Real Estate and Your Castle Realty, established in 2004, has grown to become the largest independent and 6th largest overall real estate company on the Front Range, according to the Denver Business Journal. With over 750 agents in 6 offices, we sold over $2 billion of real estate in both 2019 and 2020, and over $3 billion in 2021. We have also appeared in local and national publications, including recent awards from the D.B.J. and Inc. 5000 (See below).

Our staff and agents are passionate about delivering exceptional consumer experiences. We offer services from residential sales to corporate relocation and beyond, so that we can meet our clients' every need. We have experts in every field to guide clients skillfully from the beginning to the end of their real estate journeys. We believe that access to the best and most timely information can dramatically shape decisions, and no one does more research on the local housing market than Your Castle.

In addition, from 2018 to 2021, Your Castle Real Estate gave $175,000 in charitable donations annually. We're a proud sponsor of the Ronald McDonald House and Boys and Girls Clubs of Denver.

Awards and Honors...

America's Fastest-Growing Private Company
2014: #2951
2015: #2163
2016: #2313

Denver's Fastest-Growing Private Company
2014: #5
2016: #10
2018: #5

Top Ranked Non-Franchise Firms in Colorado 2019: #1

Top Ranked Brokerage Firms in Colorado by Transactions
2019: #4

Best of Colorado 2017
Best Residential Real Estate Agency

As Seen In...

1. Comparison of all resort markets
2. Summit (Dillon, Frisco, Keystone, Breckenridge, Copper, Silverthorne)
3. Economics of renting a unit

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

YOUR CASTLE SUMMIT

HOW THE MARKETS COMPARE

Grand County (e.g., Winter Park) and Durango are a lot more affordable than Summit or Vail/Beaver Creek. “Choice” properties find buyers much faster than the inventory numbers suggest – in ALL areas.

Analysis for ATTACHED homes, Jul ‘20 – Jun ’21 vs Jul ‘21 – Jun ‘22

	AVERAGE CONDO PRICE ($000)	PRICE CHANGE TTM	MOI
Durango-Mtn	571	38%	3.0
Durango-Twn	475	24%	1.4
Vail Village	4,500	8%	3.8
Lionshead	4,655	72%	4.9
East Vail	1,129	18%	2.1
Beaver Creek	2,320	36%	1.4
Bachelor Gulch	3,567	52%	0.8
Avon	990	16%	3.9
Arrowhead	2,069	26%	1.2
	Avg = $2.4M		Avg = 2.9
Silv'thn	817	29%	2.7
Keystone	867	42%	2.2
Frisco	989	31%	1.6
Dillon	671	22%	1.9
Copper	802	12%	1.8
Breck	1,124	26%	2.9
	Avg = $920K		Avg = 2.4
Winter Park	782	27%	2.1
Grand Lake	495	68%	4.3
Granby	474	32%	0.8
	Avg = $653K		Avg = 2.3

MARKET SUMMARY

Durango’s appreciation continues in the double-digits.

Prices continues to soar. Yet, stale, overpriced and/ or less desirable properties stagnate on market. Buyers should actively look for their dream property. Be ready to act fast when it finally becomes available. New construction can also bias results in some sub-markets.

All Summit County sub-markets appreciated in 2016-2022. Copper historically lagged the other resort markets, but suddenly caught up.

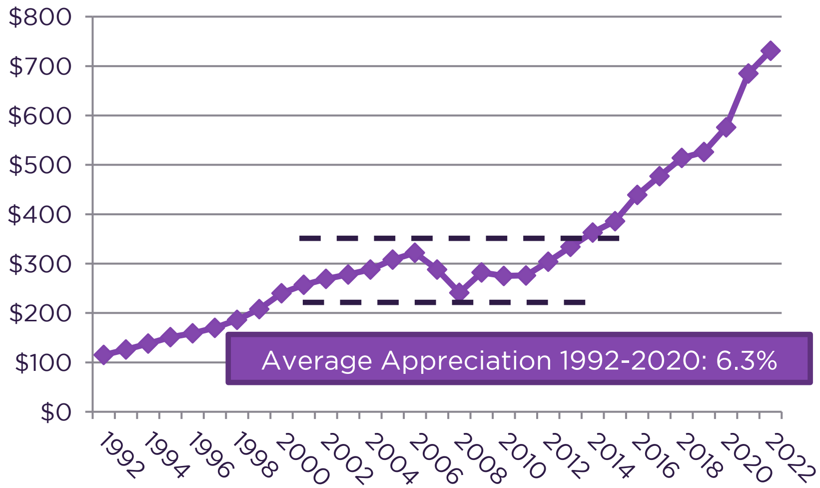
The Grand County markets are good values, historically; Granby having the most affordable attached homes in the mountains. Winter Park values are quickly rising to meet those of Summit.

MOI = Months of Inventory. Under 4 months is a sellers’ market. Over 6 months is buyers’ market. 4-6 MOI is a “balanced” market.
TTM = Trailing twelve months.

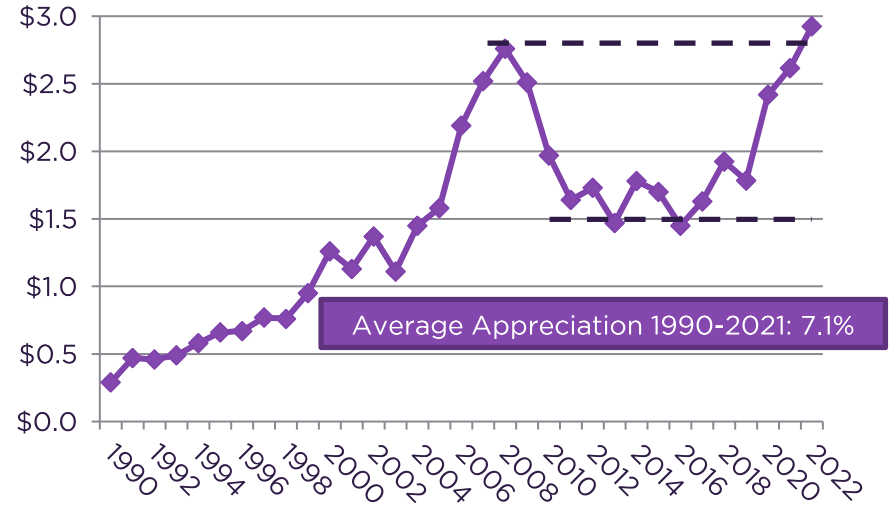
Historically, Denver leads the resorts in the market recovery. Denver took seven years to recover all losses from the Great Recession. Vail's prices took a decade. All of the markets have had great appreciation in recent years.

*Data includes **DSF and ASF**, unless otherwise noted. Prices are in thousands, unless otherwise noted.*

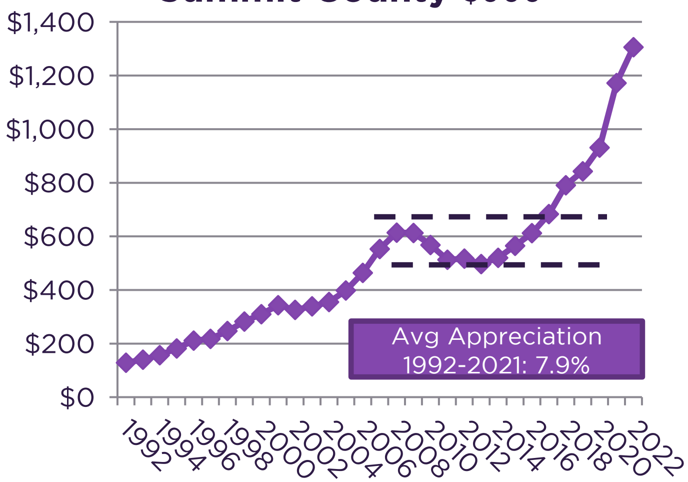
Denver Metro (DSF* only) $000



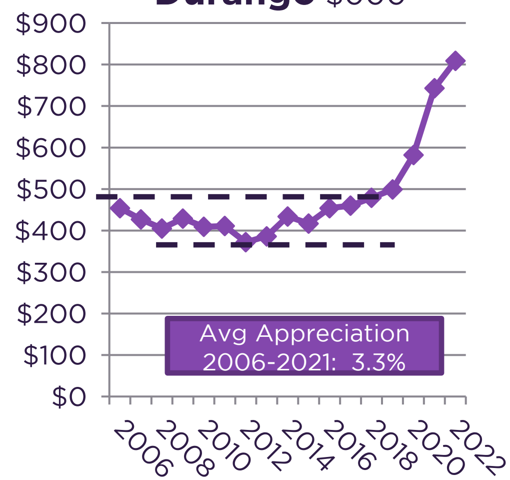
Vail Valley Sales Prices in $000,000



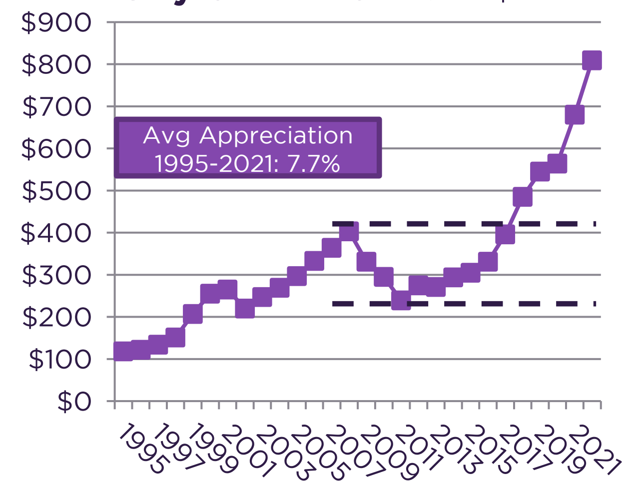
Summit County $000



Durango $000



City of Winter Park $000

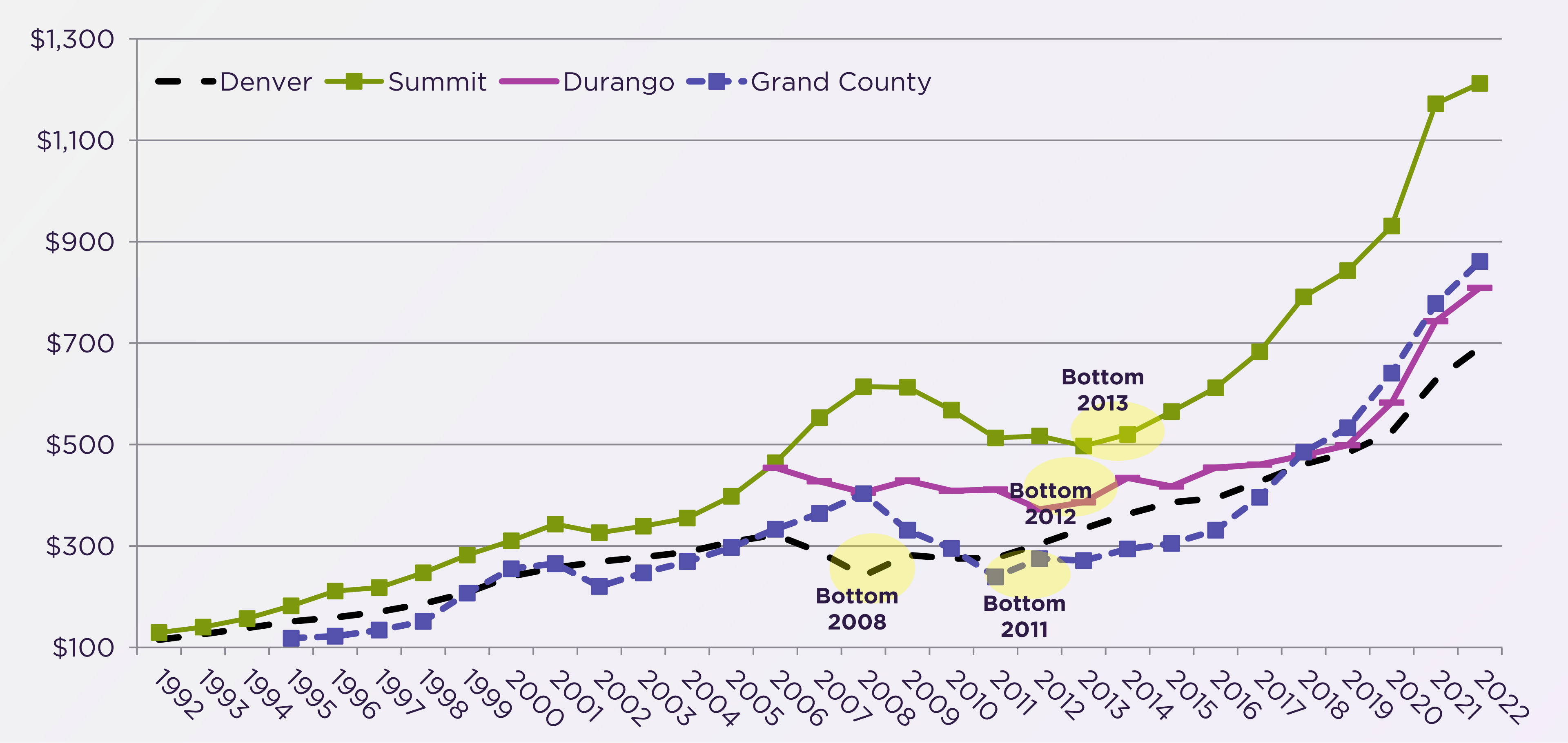


Data Source: YCRE analysis, Rapattoni MLS, Summit County MLS, RE Colorado, Flex MLS. *Note: DSF = Detached Single-Family Home

Summit is pulling away from the pack in a big way. Grand and Summit trend lines are the most similar, with Summit selling at an average of 60% higher than Grand. Durango has more subtle market swings. Durango's prices were the closest to Denver of the mountain towns but is pulling ahead quickly.

**Vail was not included here as the higher rates would skew remaining data series.*

AVERAGE PROPERTY PRICE (HOMES AND CONDOS COMBINED)



Data Source: YCRE analysis, Summit County MLS, RE Colorado, Flex MLS.

1. Comparison of all resort markets
2. Summit (Dillon, Frisco, Keystone, Breckenridge, Copper, Silverthorne)
3. Economics of renting a unit

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

SUMMIT COUNTY: SUMMARY OF MARKET CONDITIONS

The average price for a property in Summit County now exceeds $1.3 million! There are fewer bidding wars, as inventory is building. The number of units sold is slowing down.

Analysis for Jul '20 – Jun '21 v Jul '21 – Jun '22
Data includes both attached and detached properties.

Worse for sellers … Better for sellers

MARKET	AVG PRICE	# SOLD	MOI	OBSERVATIONS
Breck	$1.32M to $1.70M +29%	889 to 639 -28%	3.8	Prices continue their 10yr growth trend. Breckenridge MOI has begun to increase from extremely low levels. Sellers took advantage of incredible buyer demand in 2020 and 2021. Short Term Rental regulation has and will continue to influence this market in 2022.
Copper	$782k to $968k +24%	143 to 77 -46%	1.9	Copper has the least inventory. It is the smallest market with the fewest properties. Its statistics are susceptible to large fluctuations based on the mix of what sells. Note that Copper's sales almost tripled from 2020-2021. Copper sales have dropped almost 50% so far in 2022.
Dillon	$690k to $838k +22%	253 to 190 -25%	2.3	Last three years have continued to appreciate at record levels. Properties on the lake are one of the hottest commodities in the Summit County market.
Frisco	$921k to $1.19MM +29%	229 to 173 -24%	2.1	Continued strong price gains. Sale count decreased a little less than the rest of the county. Frisco is one of the most coveted locations in Summit County, making demand very high for limited inventory in this small and very popular town.
Keystone	$744k to $1.01MM +36%	409 to 248 -39%	2.0	Prices are up 36% and sales volume is down by nearly 40%. New construction releases are bringing some new inventory to the marketplace, but accounting for less than 50 new units in the last year. Watch for the new Kindred project to bring a new price level to Keystone priced at over $1,000 a SF.
Silverthorne/ Wildernest	$909k to $1.20MM +32%	549 to 388 -29%	2.9	Prices continue to appreciate while units sold are down almost 30%. Many large luxury single family homes sold in the last year (~$3m) contributing to the higher average sales price. Silverthorne closed two new construction projects in 2020 and 2021 - Blue River Flats and River West Townhomes. Multiple other new projects will add a considerable amount of new construction product in 2022 and 2023.
Summit Total	$1.00MM to $1.31MM +31%	2472 to 1715 -34%	2.9	Summit County experienced continued increase in sales price while units sold dropped more than 33%. Appreciation continues while inventory is loosening a bit from record low levels. Short Term Rental restrictions bring a new and yet unknown variable to sales and pricing.

Data Source: Summit County MLS; YCRE analysis

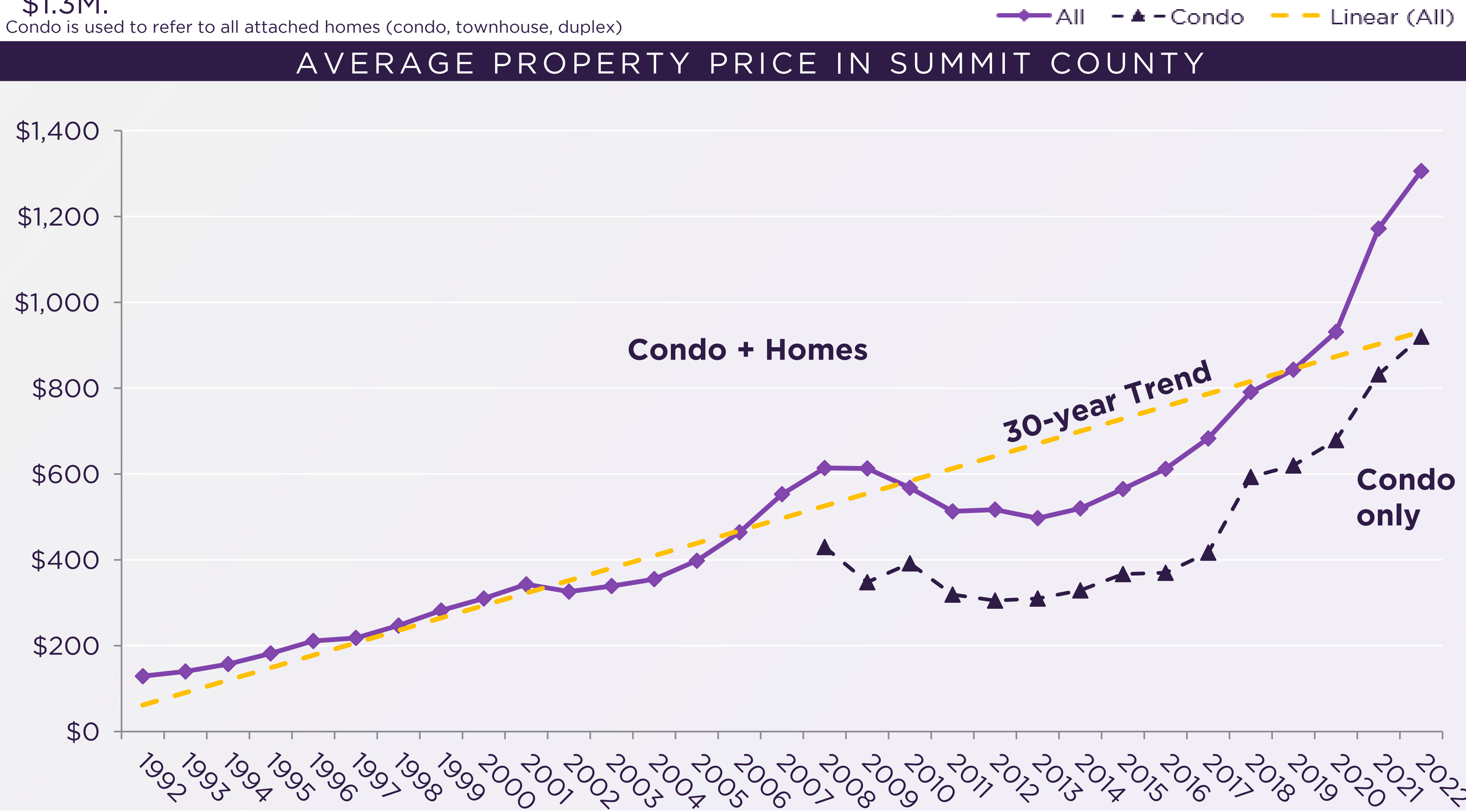
Note: Includes Breck, Copper, Dillon, Frisco, Keystone, Wildernest. Does NOT include Grand County, Park County, Leadville.

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

The average price in Summit County has gone up dramatically in the last twenty years. Prices dropped 18%, on average, between the 2009 and 2013 (vs. -25% in Denver in that time period). By 2016 the market regained all its recession price losses. Recent price growth has again surpassed the 25yr-trend line. 2021 gains of over 25% have brought the average price in Summit to over $1.3M.

Condo is used to refer to all attached homes (condo, townhouse, duplex)

AVERAGE PROPERTY PRICE IN SUMMIT COUNTY



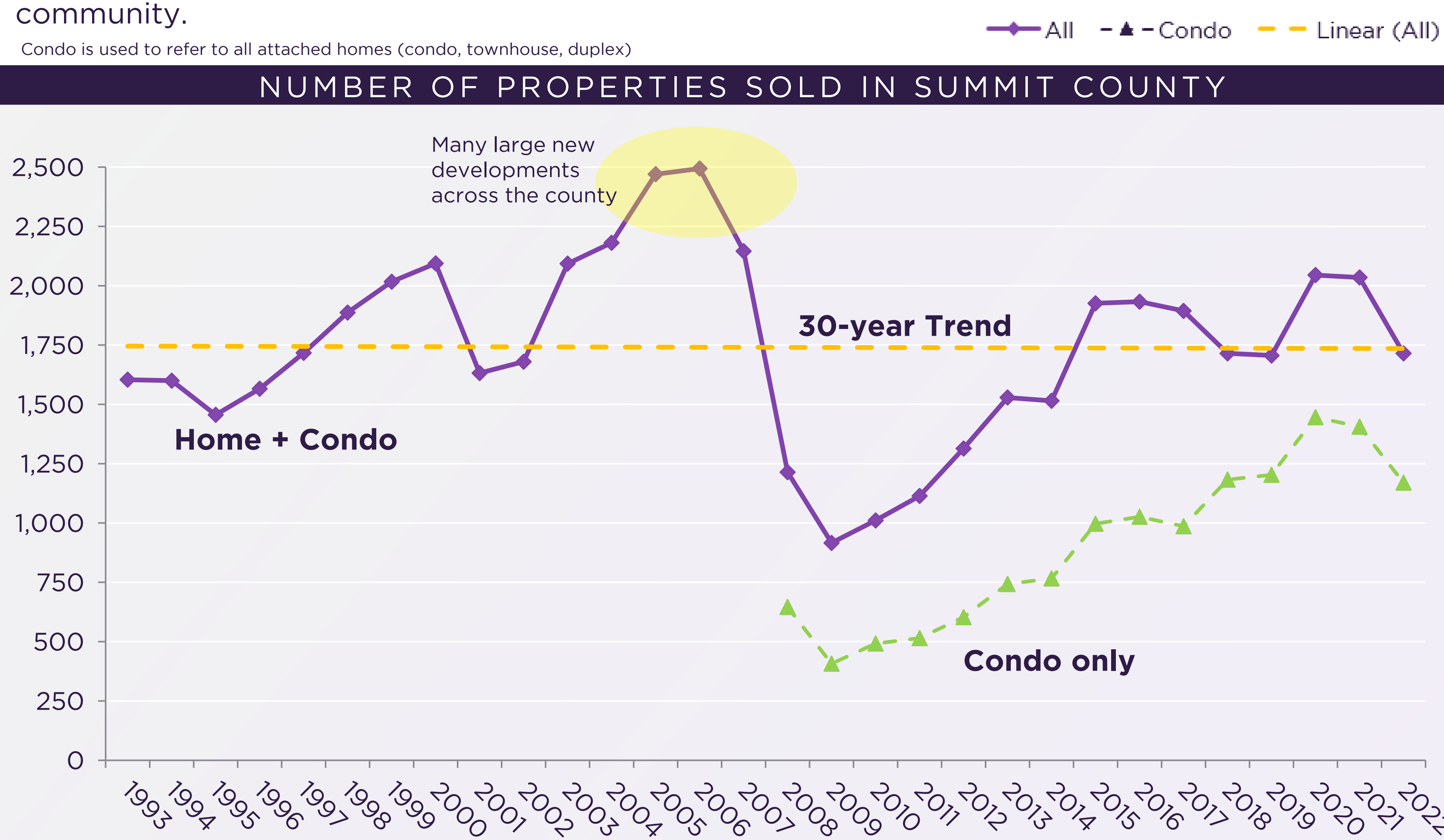
Data Source: Summit County MLS; YCRE analysis

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

Sales volume in 2010 was off 63% from the peak sales volume year of 2006 to 2009. Sales counts have been relatively stable in the past eight years. Pandemic sales frenzy has quieted down and sales are moving back to pre-pandemic levels. Condos make up 70% of this mountain community.

Condo is used to refer to all attached homes (condo, townhouse, duplex)

NUMBER OF PROPERTIES SOLD IN SUMMIT COUNTY

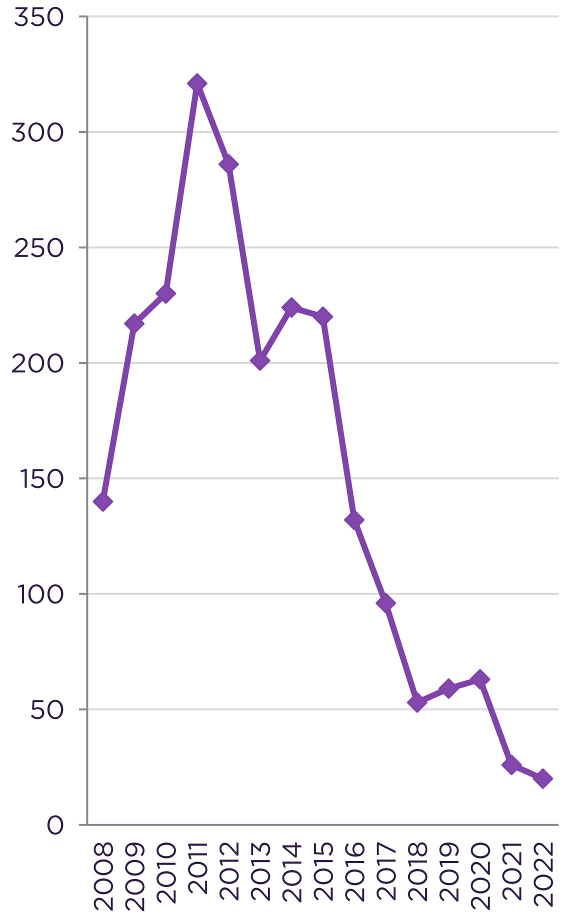


Data Source: Summit County MLS; YCRE analysis

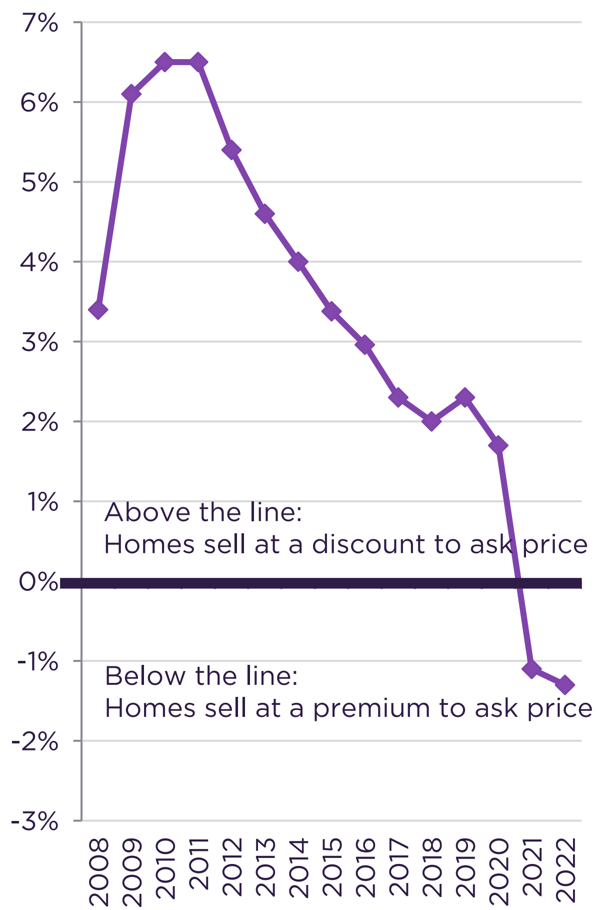
SUMMIT COUNTY DOM, DISCOUNT AND MOI TRENDS

Three leading indicators can help to see the future direction of the market. All three had been improving (for sellers) for several years. Things started to turn a *bit* in the buyer's favor in 2018 but returned to a tightening sellers' market in 2020. MOI has begun to increase again from extremely low levels. Properties were selling at a premium, but that should be over soon, now that inventory is building.

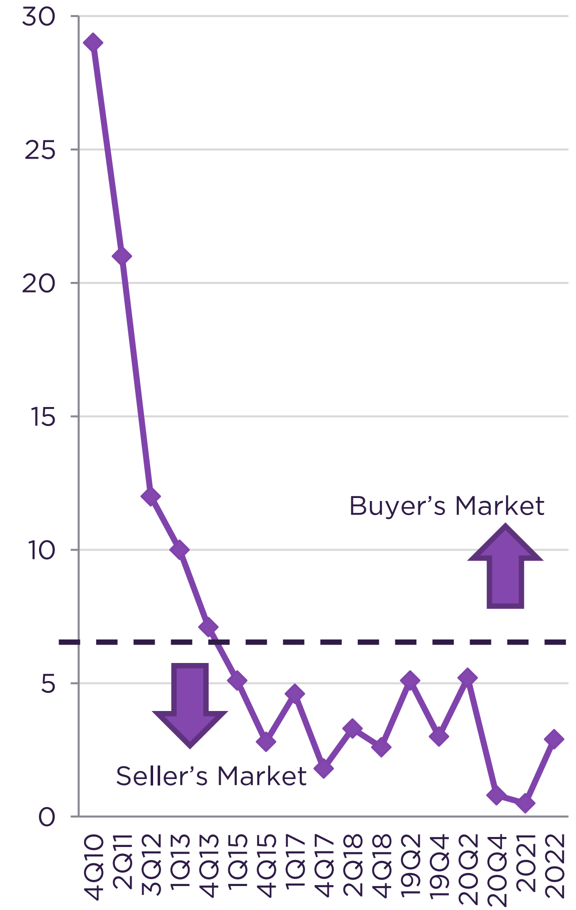
AVERAGE DOM (DAYS ON MARKET)



AVERAGE DISCOUNT



AVERAGE MOI (MONTHS OF INVENTORY)



Data Source: Summit County MLS; YCRE analysis

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

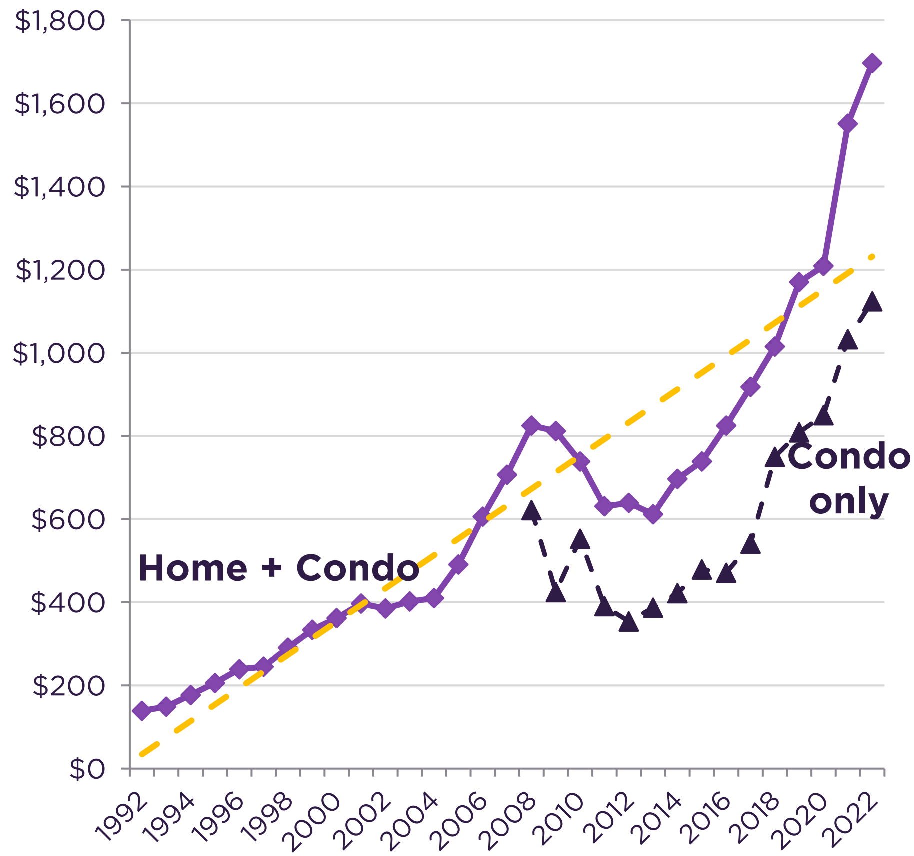
BRECKENRIDGE PRICE AND VOLUME TRENDS

Breckenridge is the most expensive geographic area in Summit County. In 2013, prices dropped -24% from the peak, but have been on the rise since 2014. Homes make up a larger percentage of Breckenridge than a lot of other resort areas. Homes are currently about 50% more expensive than attached properties. Premier luxury properties on the ski resort will always push Breckenridge's average prices to the top. Short Term Rental regulations caused the market to change quickly.

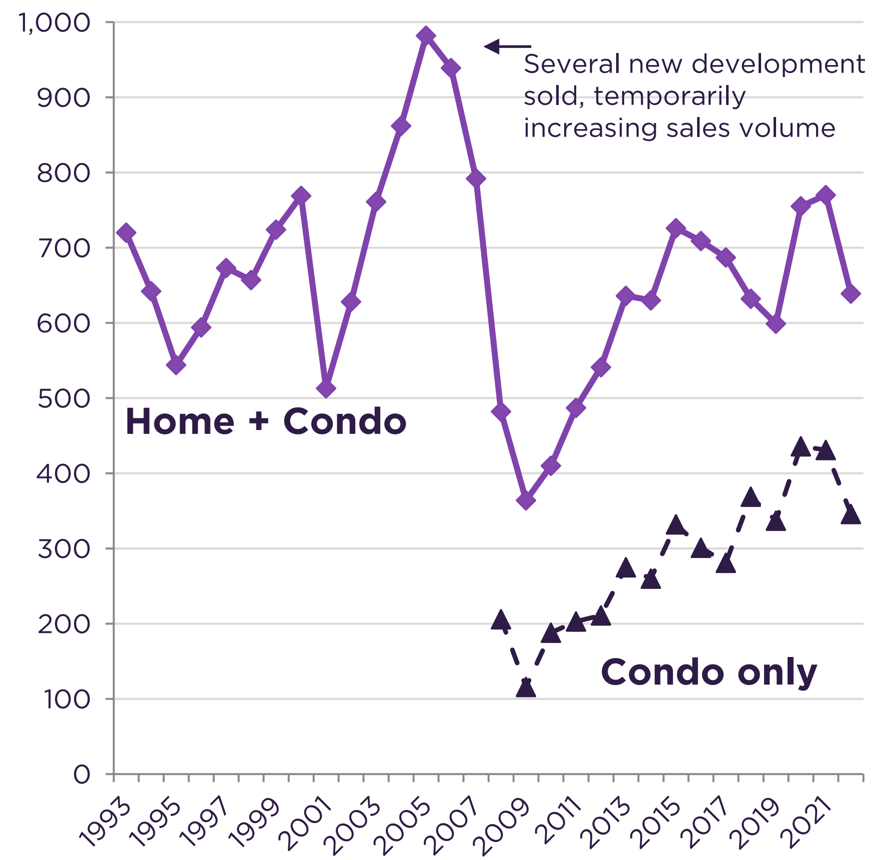
Condo is used to refer to all attached homes (condo, townhouse, duplex)

All | Condo | Linear (All)

AVERAGE PRICE IN BRECKENRIDGE $000



OF PROPERTIES SOLD IN BRECKENRIDGE



Note: Breckenridge area also covers Blue River, Breck Golf Course, and Farmers Corner

Data Source: Summit County MLS; YCRE analysis

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

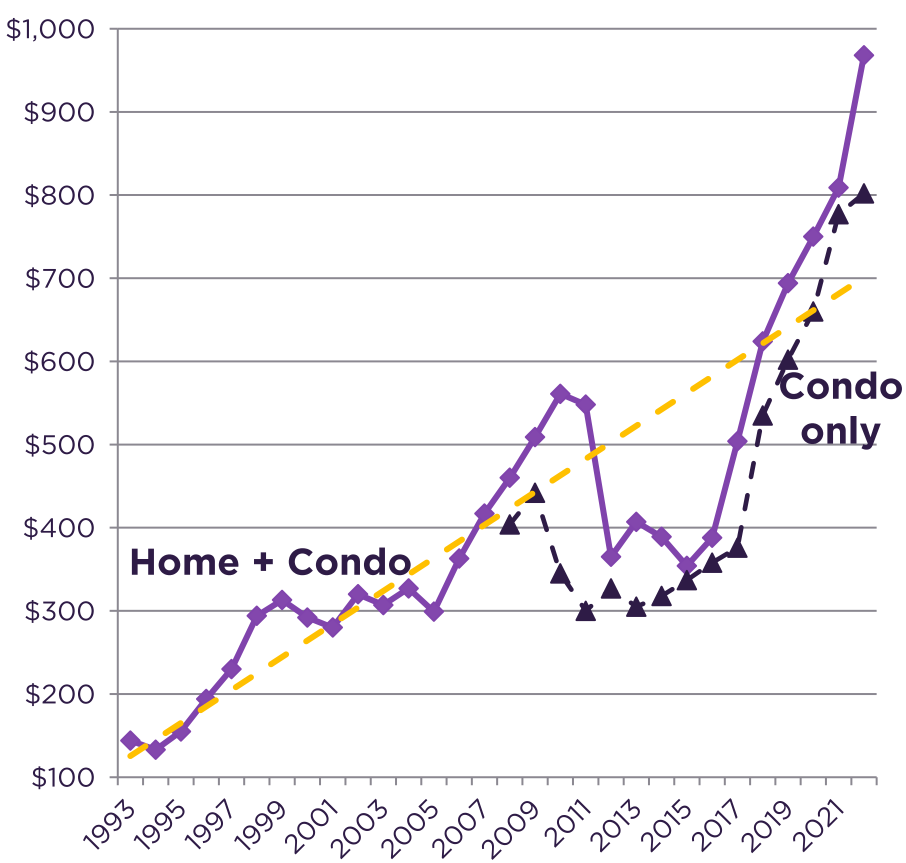
COPPER PRICE AND VOLUME TRENDS

Copper - The current volume drop is due sheer to lack of inventory. Prices continue to rise straight up. Condos and town homes make up over 90% of this sub-market. The new Born Mountain Club development on the east side of the resort will set record breaking pricing in the next few years.

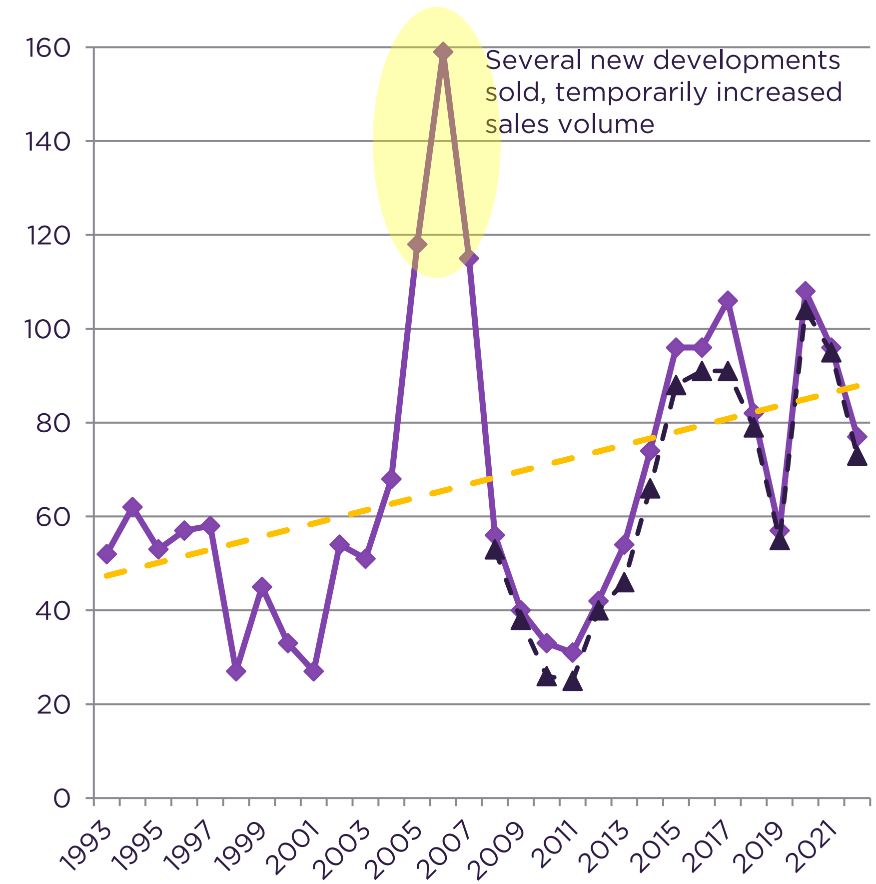
Condo is used to refer to all attached homes (condo, townhouse, duplex)

All | Condo | Linear (All)

AVERAGE PRICE IN COPPER $000



OF PROPERTIES SOLD IN COPPER



Data Source: Summit County MLS; YCRE analysis

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

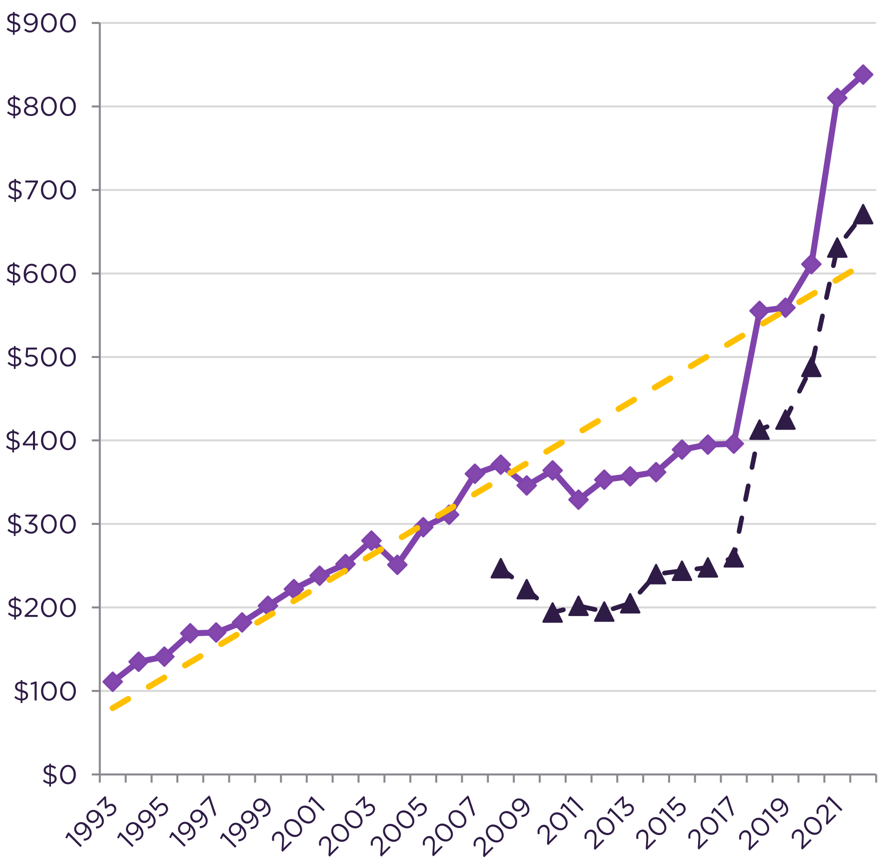
DILLON PRICE AND VOLUME TRENDS

Like all of Summit County, Dillon has experienced a dramatic increase in average price and 2022 continues the record-breaking trend. Sales volume was flat in 2020. Sales have started to pull back in the first half of 2022. Much of Dillon's MLS coverage is in a STR moratorium changing sales activity.

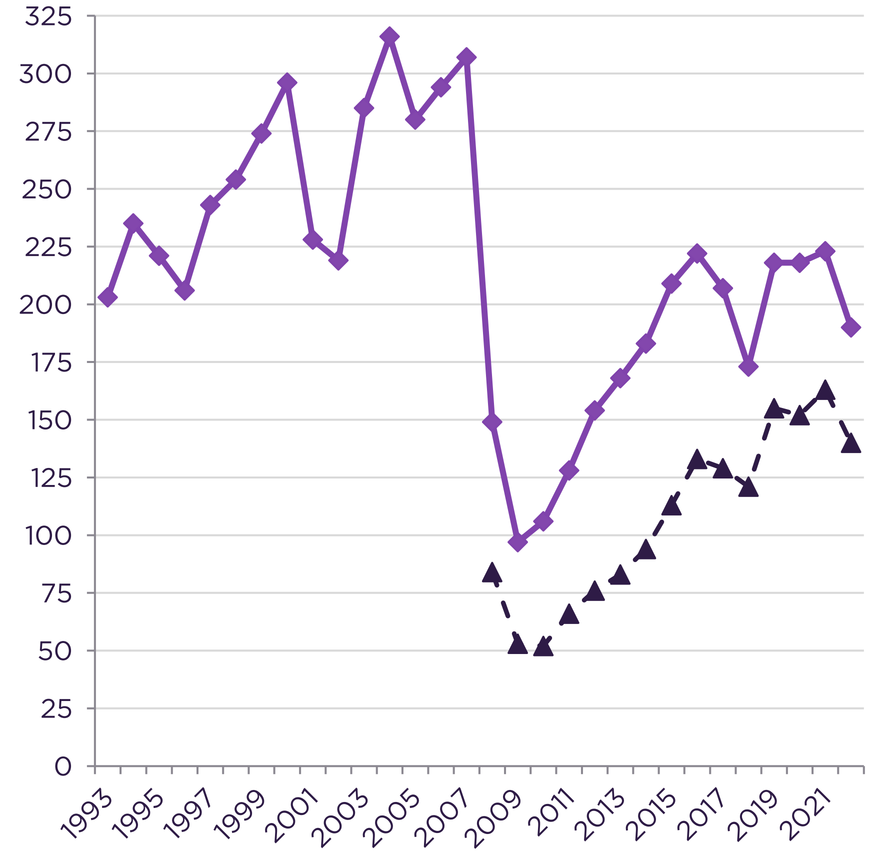
Condo is used to refer to all attached homes (condo, townhouse, duplex)

All — Condo — Linear (All)

AVERAGE PRICE IN DILLON $000



OF PROPERTIES SOLD IN DILLON

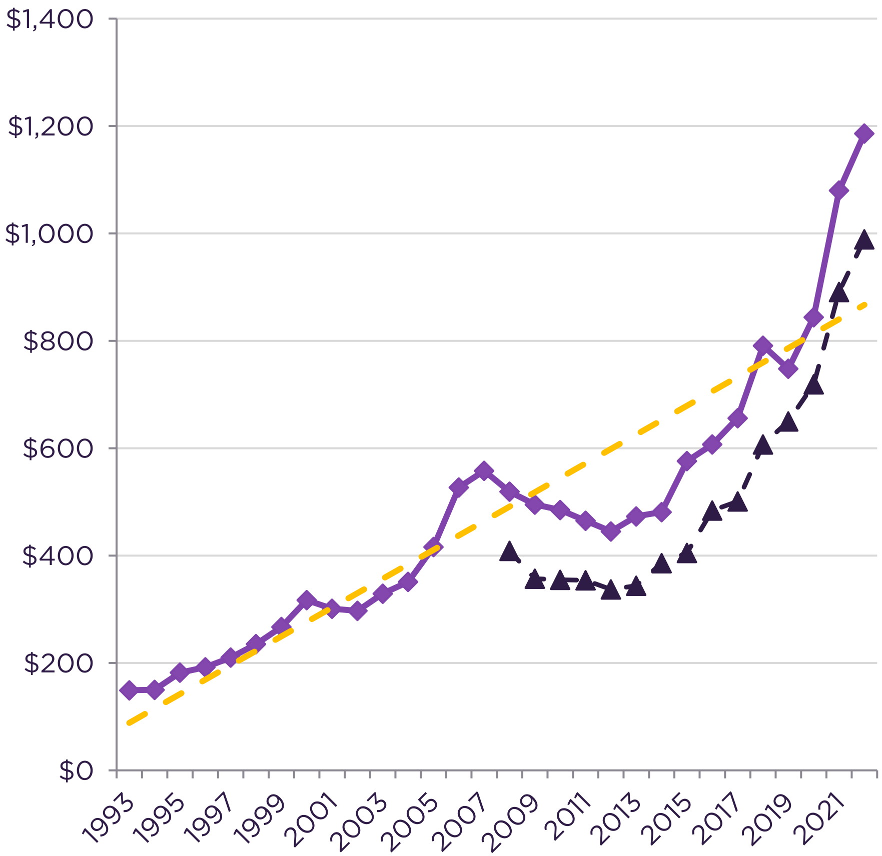


Data Source: Summit County MLS; YCRE analysis

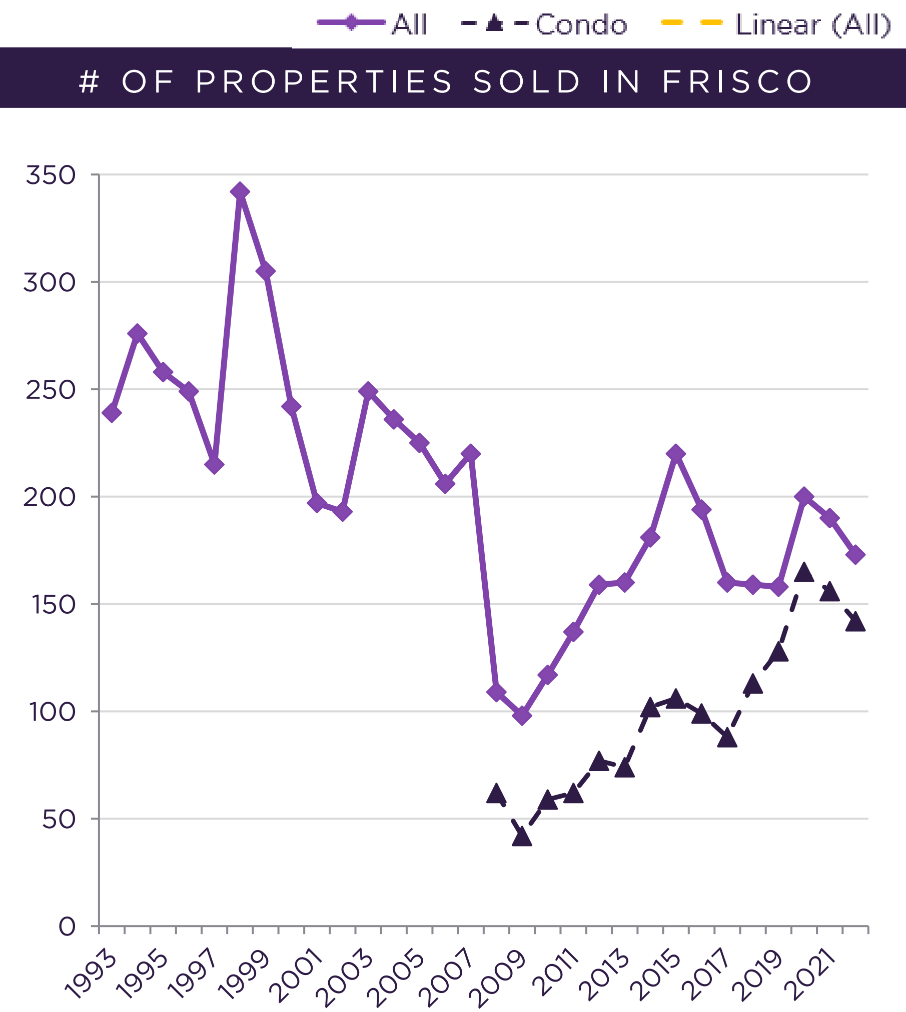
In Frisco, average prices have increased for the overall market and for condos since 2013. Sales volume slightly pulled back lately. Single family homes in Frisco are rare (and expensive). Price per square foot for Frisco new construction is now almost $1,000 / SF.

Condo is used to refer to all attached homes (condo, townhouse, duplex)

AVERAGE PRICE IN FRISCO $000



OF PROPERTIES SOLD IN FRISCO



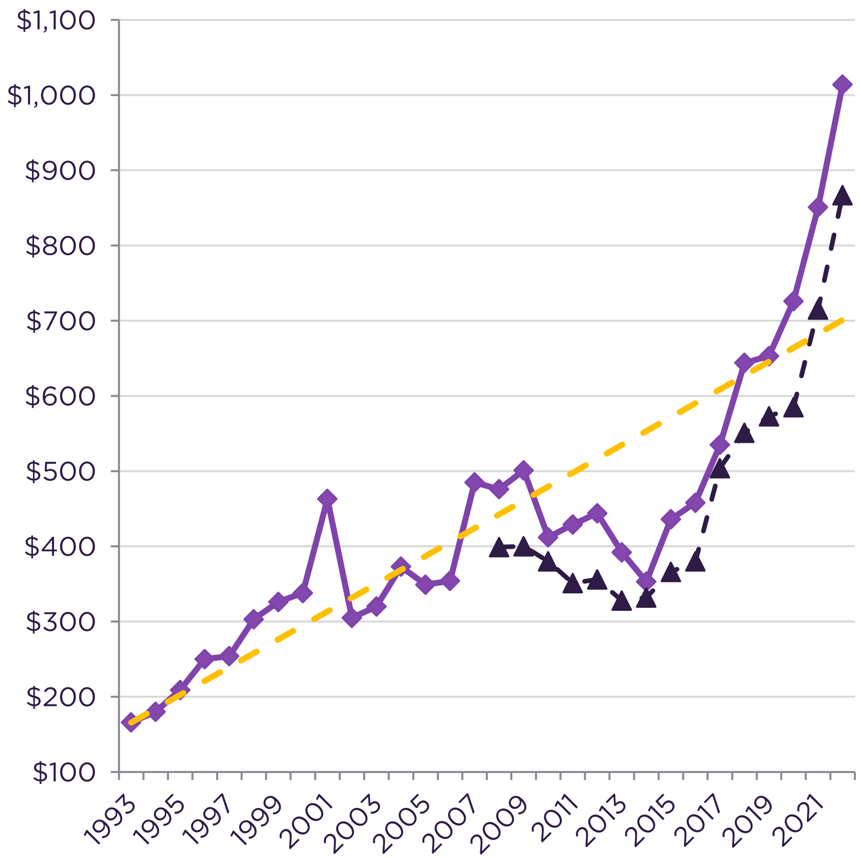
Data Source: Summit County MLS; YCRE analysis

Keystone: No end in sight for the large price increases that began in 2014. Sales volumes had dipped a bit for both homes and condos, bounced back in 2020, and took another small dip in 2022. New development has been underway in Keystone - product being released this year and for the next several years. Condos make up over 90% of this mountain community.

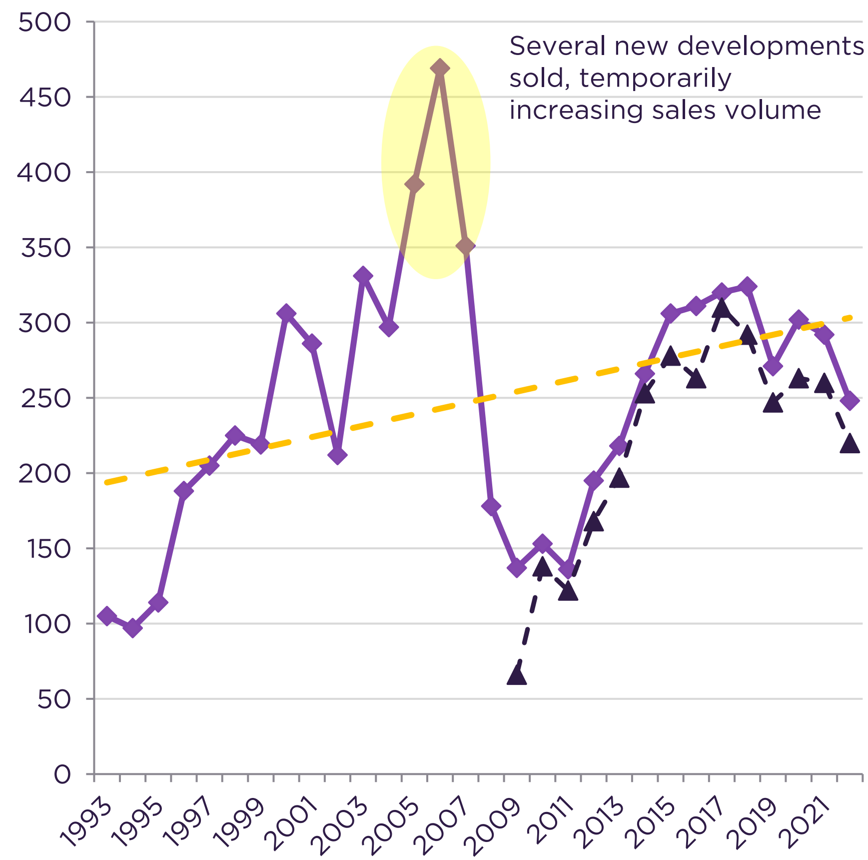
Condo is used to refer to all attached homes (condo, townhouse, duplex)

All — Condo — Linear (All)

AVERAGE PRICE IN KEYSTONE $000



OF PROPERTIES SOLD IN KEYSTONE



Data Source: Summit County MLS; YCRE analysis

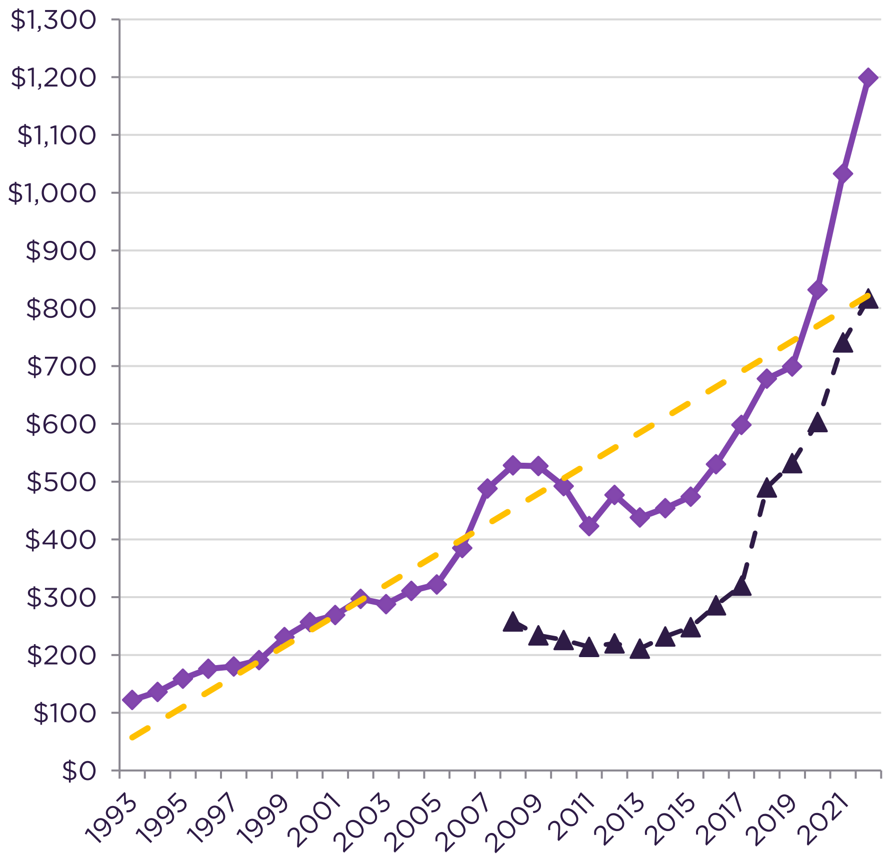
Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

Silverthorne: Average prices have been increasing for years. Home sales had slightly declined in 2018 but rebounded the following year. Expect prices to continue to rise given that this geographical area has a large amount of new construction units with future units planned in 2022 - 2023. Sales count hit an all time high in 2020 and have dipped since.

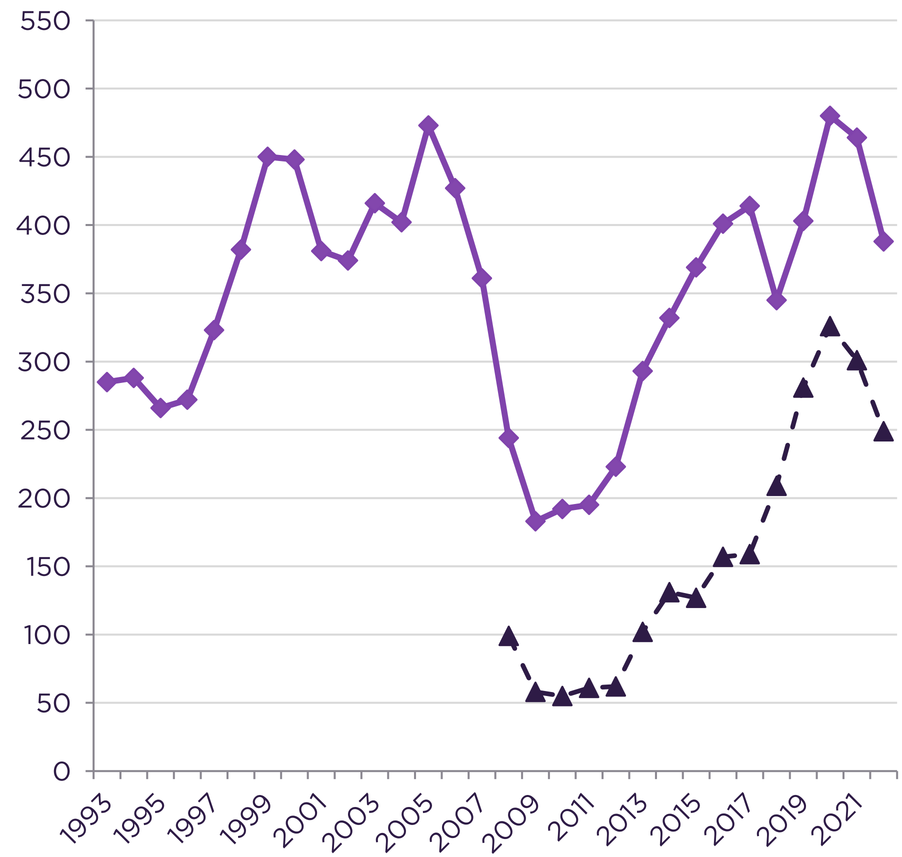
Condo is used to refer to all attached homes (condo, townhouse, duplex)

All — Condo — Linear (All)

AVERAGE PRICE IN SILVERTHORNE $000



OF PROPERTIES SOLD IN SILVERTHORNE



Data Source: Summit County MLS; YCRE analysis

1. Comparison of all resort markets
2. Summit (Dillon, Frisco, Keystone, Breckenridge, Copper)
3. Economics of renting a unit

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

Mountain Property: Cost of monthly ownership analysis

	Keystone	Breckenridge
Size (bedrooms)	1 bed/1 bath	2 bed/2 bath
Square Feet	562	1,090
Location	Silver Mill	One Ski Hill,
Price	615,000	1,999,999
Down %	25%	25%
Down $	153,750	500,000
Rate	4.90%	4.90%
P+I (30 year)	2,448	7,961
Tax + Ins (est'd)	(487)	(1,592)
PITI (est'd)	1,961	6,369
HOA/mo	620	859
Total cost /mo	2,581	7,228
Total cost/yr	**30,967**	**86,736**
Interest paid	22,601	73,500
Mortgage bal paid off	6,774	22,031
Net rental after mgmt fees	29,000	53,000
Cash subsididy required annua	**(1,967)**	**(33,736)**
Cash per day	(5.39)	(92.43)
Average net rent / day	290	530
Owner use days	20	20
Paid rental days	100	100
Paid use %	83%	83%
Marginal tax rate	35%	35%
Tax write off	**7,055**	**18,873**
Annual appreciation est %	4%	4%
Annual appreciation est $	**24,600**	**80,000**
Total economic impact yr	**29,688**	**65,137**
Total return on investment	19.3%	13.0%

Note: this is a conservative estimate with 4% appreciation; the 20-year average is 6.5%.

Based on actual client experience or market estimates and current market prices. Your results may vary.

A property in the mountains is more affordable than you might think. You'll likely make around 12-20% on your investment per year (with appreciation). Slightly more expensive options are nicer and have better returns. These estimates assume you use the unit 20-25 nights a year and rent 100 +/- nights (with a property manager handling ALL details).

Source: Summit MLS, Vail MLS, interviews with owners and property managers; YCRE analysis. Numbers are net of property management fees.

Short Term Rental Scenarios - Keystone Colorado 2/2

Address:	**General 2/2 Keystone**	**Annual Assumptions:**	
Purchase Price:	**$1,000,000**	**Rental Income**	**$60,000**
Square Footage	1,105	**Taxes**	-$2,500
Bed/Bath	2 bed, 2 bath	**Insurance**	-$500
Amenties	Common hot tub, bus line	**Incidentals**	-$1,000
Monthly Hoa Dues	$900	**Utilities**	-$250
Loan Amount	$800,000	**HOA**	-$10,800
Interest Rate	4.90%		
Monthly Mortgage	**-$4,246**	**Total annual expenses before mortgage:**	**-$15,050**

Proft/Loss Options Based on Financing and Management Type

Cash Purchase No Property Manager	
Annual Income	$60,000
Annual Expense	-$15,050
Annual Profit/Loss:	**$44,950**
Monthly Profit/Loss:	**$3,746**

Loan Purchase, No Property Manager	
Monthly Mortgage Pmt:	-$4,246
Annual Income	$60,000
Annual Expense	-$15,050
Annual Mortgage Expense	-$50,950
Annual Profit/Loss:	**-$6,000**
Monthly Profit/Loss:	**-$500**

Cash Purhcase with Property Manager	
Annual Income	$60,000
Annual Expense	-$15,050
Income	$44,950
PM fee (30% of gross)	-$18,000
Annual Profit/Loss:	**$26,950**
Monthly Profit/Loss:	**$2,246**

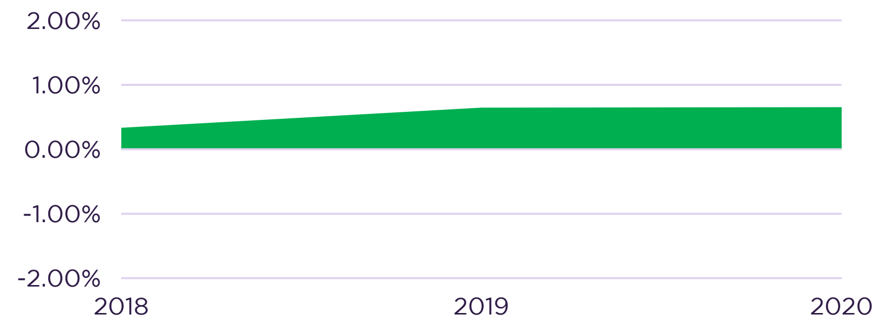
Loan Purchase with Property Manager	
Annual Income	$60,000
Annual Expense	-$15,050
Annual Mortgage Expense	-$50,950
Income	-$6,000
PM fee (30% of Gross)	-$18,000
Annual Profit/Loss:	**-$24,000**
Monthly Profit/Loss:	**-$2,000**

NET MIGRATION – MOUNTAIN AREAS

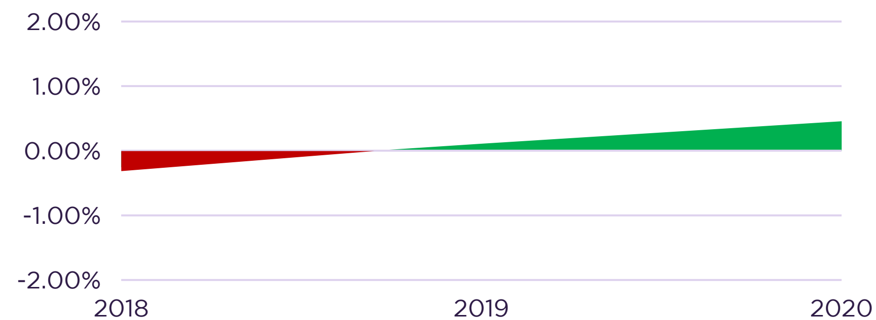
Grand and Summit Counties Experienced incredible growth

Pitkin County had significantly more exits than inbound moves.

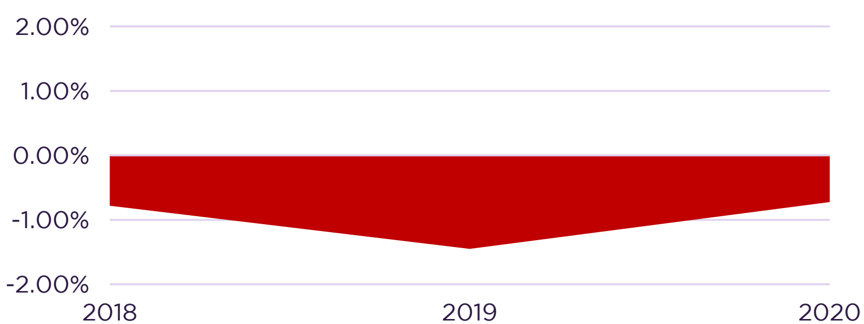
GRAND NET MIGRATION



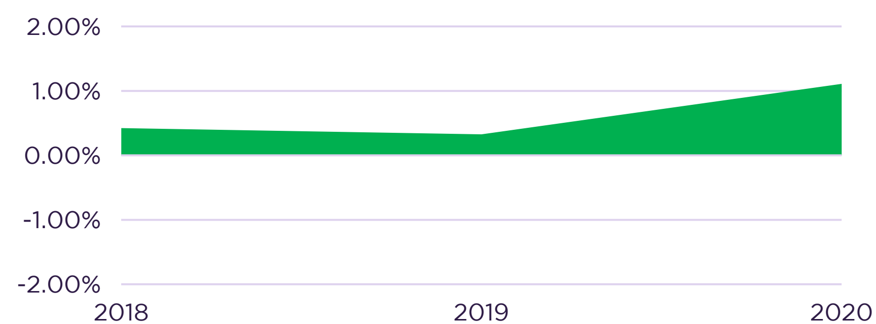
EAGLE NET MIGRATION



PITKIN NET MIGRATION



SUMMIT NET MIGRATION



Sources: Your Castle Real Estate Analysis, Wall Street Journal, FreeVectorMaps.com.

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

THANK YOU TO OUR SPONSORS!

Castle & Cooke MORTGAGE, LLC

Joe Massey
303.809.7769
jmassey@castlecookemortgage.com
www.castlecookemortgage.com

ecospace PROPERTY MANAGEMENT

Jason Lewis (303) 949-8662 jason@ecospace.com
Eric Ross (720) 518-9951 Eric@ecospace.com
www.ecospace.com

Notes from the attorneys…

Source: Your Castle Real Estate analysis. Based on information from REColorado, Flex MLS, Rapattoni MLS, and Summit County MLS. Not all properties were listed and/or sold by Company. This representation is based in whole or in part on content supplied by the MLS. The MLS does not guarantee nor is it in any way responsible for its accuracy. Content maintained by the MLS may not reflect all real estate activity in the market. Does NOT include time share, mobile homes, or commercial.

Amy Nakos | 970.389.8388 | Amy@AmyNakos.com

YOUR CASTLE
SUMMIT