



Summit County Colorado Long and Short-Term Rental Market Report – June 2025

One of the most common questions we receive is, “How is the rental market?” The honest answer: it depends. Rental income is influenced by a range of factors including property size, location, condition, guest reviews, short term vs. long term rent, and more. To provide broader insights about the rental market, we've compiled a high-level analysis of long- and short-term rental performance across different property types and submarkets within Summit County, Colorado. For individualized estimates, we can provide detailed property-specific evaluations.

The tables below represent recent data as well as a summary of prices, rentability (long term and short term), and overall investment potential.

Average Sales Price by Property Type (Year to Date April 2025)

Location	Avg SFH Price	Avg TH Price	Avg Condo Price	\$/ SF	# Sales	Summary of Sales
Frisco	\$2,202,659	\$1,299,286	\$740,020	\$824	43	Smaller market, medium prices
Silverthorne	\$2,525,626	\$965,844	\$530,863	\$660	77	Medium market, lower prices
Dillon	\$1,447,600	\$990,400	\$689,365	\$643	41	Smaller market, lower prices
Keystone	\$3,075,000	\$2,184,590	\$851,782	\$870	48	Smaller market, medium prices
Breckenridge	\$2,772,849	\$1,117,031	\$940,655	\$840	132	Larger market, higher prices
Average	\$2,337,223	\$1,426,230	\$792,781	\$767		



Executive Summary of Long Term Rental Market

Town	Summary of Long Term Rentals
Frisco	Smaller LT market, but higher prices
Silverthorne	Largest LT Rental Market likely due to STR limitations
Dillon	Smallest LT Rental Market likely due to no STR limitations
Keystone	Medium LT condo market with medium pricing, supply limited by STRs
Breckenridge	Largest LT rental market and higher price ranges

Executive Summary of Short Term Rental Market

- Good snow at Copper, Breckenridge and Keystone ski resorts in 2025 drove up rates this ski season, but generally our trends are similar across our rental markets for the last 3 years.
- Seasonality remains consistent with the majority of rental income trends during ski season. Off season and away from resort, the numbers remain flat over the last 3 years.
- Frisco, Breckenridge, and Silverthorne are the top areas for short term rentability.

Location	Avg Sales Price (All Types)	Annual STR Gross Revenue	Gross Rent Multiplier (GRM)	Submarket Score	Summary of STRs
Frisco	\$1,408,982	\$67,600	20.8	62	GOOD: Average GRM (time to recoup purchase price), high submarket score from AirDNA – overall a good STR market (when STR licenses become available off the waitlist)
Silverthorne	\$1,354,923	\$73,500	18.4	58	BETTER: Highest rentability (lowest GRM – time to recoup purchase price), it will take the least amount of time to make back your purchase price, and high AirDNA score, need to make sure licenses are available as it varies in Silverthorne area.
Dillon	\$1,037,643	\$47,100	22.0	45	OKAY: Medium GRM and Lower Submarket score, despite licenses available, rental income is lower with smaller units and outdated amenities (other than Lake Dillon).
Keystone	\$2,008,206	\$60,900	33.0	46	HARDEST: High prices due to new construction are driving down the rentability (takes longer to recoup)



Location	Avg Sales Price (All Types)	Annual STR Gross Revenue	Gross Rent Multiplier (GRM)	Submarket Score	Summary of STRs
					purchase price), some units are great but difficult on average, higher HOAs mean higher costs, AirDNA score is below average as there is a lot of competition and lower rentability outside of ski season.
Breckenridge	\$1,611,802	\$89,600	18.0	57	BEST: Highest rentability (lowest GRM, lowest time to recoup purchase price), high AirDNA score – highest rental potential.

Here are a few client personas that may help you narrow in on your search:

If you are an investor focused on financials....

- Frisco and Silverthorne provide good rentability and access to the lifestyle that Summit County offers at a lower price

If you are a family focused on use and offsetting your costs...

- Breckenridge provides easy access to the resort and good rental revenue minimizing your costs
- Copper (in the Frisco Area) provides a slightly lower entry price, good access to the resort, and ability to offset costs

If you are a retired couple looking to spend time in Summit during off peak times....

- Breckenridge provides flexibility for long term or short term rentals (where regulations allow) which allow for optimizing through seasonal rentals or whenever you aren't there. Breckenridge is more expensive, but is consistently desirable for the resort and the town amenities.

If you are looking to invest in Summit for the long term but may not be able to be up for a year or so (think: just had a baby or relocated for work)...

- Dillon has lower prices today with a lot of potential for future appreciation and revenue generation as it gets further developed.

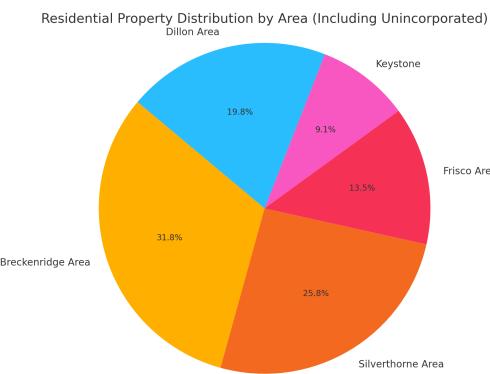
If you don't care about financials but want luxury:

- Breckenridge has some large luxury properties, some that can be rented and others that can't, offering some value potential.
- Keystone is adding Kindred at the base of the Gondola, leveling up the amenities in Keystone.

Sales

First, we want to look at the size of our markets and how many properties there are, how many sell each month, and the price of properties.

Area	Total Residential Units
Breckenridge Area	12,618
Silverthorne Area	10,221
Frisco Area	5,360
Keystone	3,589
Dillon Area	7,851



🏡 Average Sales Price by Property Type (Year to Date April 2025)

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Silverthorne	\$2,525,626*	\$965,844*	\$530,863*	\$660*	77	Medium market, lower prices
Wilderness	(see Silverthorne)	(see Silverthorne)	(see Silverthorne)	(see Silverthorne)		
Dillon	\$1,447,600	\$990,400	\$689,365	\$643	41	Smaller market, lower prices
Keystone	\$3,075,000	\$2,184,590	\$851,782	\$870	48	Smaller market, medium prices
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Long Term Rentals

This is a summary of long term rental numbers in Summit County Colorado markets. AI helped us summarize the market statistics as of June 5, 2025. You can see the variability in pricing, but this provides ranges of rental values by property type and by size.

Rental Listings by Property Type and Town

Town	Single-Family Homes (Listings / \$ Range)	Townhouses (Listings / \$ Range)	Condos/Apartments (Listings / \$ Range)
Frisco	9 / \$3,800–\$12,000	5 / \$3,800–\$8,500	17 / \$2,200–\$3,900
Silverthorne	26 / \$3,500–\$9,500	3 / \$2,800–\$5,000	58 / \$2,100–\$4,800
Dillon	5 / \$3,200–\$5,800	0	6 / \$1,675–\$3,200
Keystone	0	0	45 / \$2,000–\$3,300
Breckenridge	23 / \$4,000–\$12,000+	8 / \$4,000–\$7,500	32 / \$1,875–\$6,000

Rental Listings by Bedrooms and Town

Town	Studio (Listings / \$ Range)	1 Bedroom (Listings / \$ Range)	2 Bedrooms (Listings / \$ Range)	3 Bedrooms (Listings / \$ Range)	4+ Bedrooms (Listings / \$ Range)	Unknown (Listings / \$ Range)
Frisco	1 / \$1,800– \$2,395	1 / \$2,300	6 / \$2,250– \$4,500	5 / \$3,500– \$5,500	5 / \$5,500– \$12,750	13 / \$2,500– \$6,500
Silverthorne	0	10 / \$1,825– \$3,000	20 / \$2,600– \$3,850	15 / \$3,700– \$5,500	5 / \$4,500– \$6,000	37 / \$2,500– \$6,500
Dillon	0	2 / \$2,127– \$2,500	3 / \$2,700– \$2,900	1 / \$3,500	0	5 / \$2,000– \$4,000
Keystone	0	10 / \$2,200– \$2,800	20 / \$2,700– \$3,800	15 / \$3,000– \$5,500	0	0 / -
Breckenridge	1 / \$2,200– \$2,350	7 / \$2,200– \$3,000	23 / \$2,650– \$4,300	15 / \$3,800– \$4,475	3 / \$4,300+	14 / \$3,000– \$10,000

Summary of Long Term Rental Market

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Breckenridge	Largest LT rental market and higher price ranges



Short Term Rentals

For this Short-Term Rental analysis, we used Air DNA data. There are several detailed charts for each of our markets in the subsequent pages and they are summarized below. Short term rental data varies widely based on condition of the property and specific location, but these charts provide overall comparisons of our markets.

Short-Term Rental Performance Summary (May 2025)

Location	Submarket Score	Annual Revenue	Occupancy Rate	Avg Daily Rate	RevPAR (Total Revenue/ Active Listings)	# of Rentals Active
Frisco	62	\$67.6K	55%	\$446.72	\$244.93	1358
Silverthorne	58	\$73.5K	57%	\$443.05	\$252.98	289
Wildernest	45	\$49.5K	55%	\$331.03	\$180.82	301
Dillon	45	\$47.1K	56%	\$294.42	\$164.54	363
Keystone	46	\$60.9K	51%	\$415.37	\$210.32	1373
Breckenridge	57	\$89.6K	58%	\$537.14	\$312.66	3120
Average	52.2	\$64.7K	55.3%	\$411.29	\$227.38	

Average Sales Price by Property Type (Year to Date May 2025)

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Frisco	\$2,202,659	\$1,290,020	\$734,267	24
Silverthorne	\$2,418,273	\$939,770	\$706,726	63
Dillon	\$1,418,273	\$990,400	\$704,256	10
Keystone	\$2,957,143	\$2,147,134	\$920,340	14
Breckenridge	\$2,791,115	\$1,109,029	\$935,261	72



Summary of Short Term Rental Market

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General Market Summary

- Good snow at Copper, Breck and Keystone in 2025 drove up rates this ski season, but generally our trends are similar across our rental markets for the last 3 years.
- Seasonality remains consistent with majority of rental income coming during ski season. Off season and away from resort, the numbers remain flat over the last 3 years.
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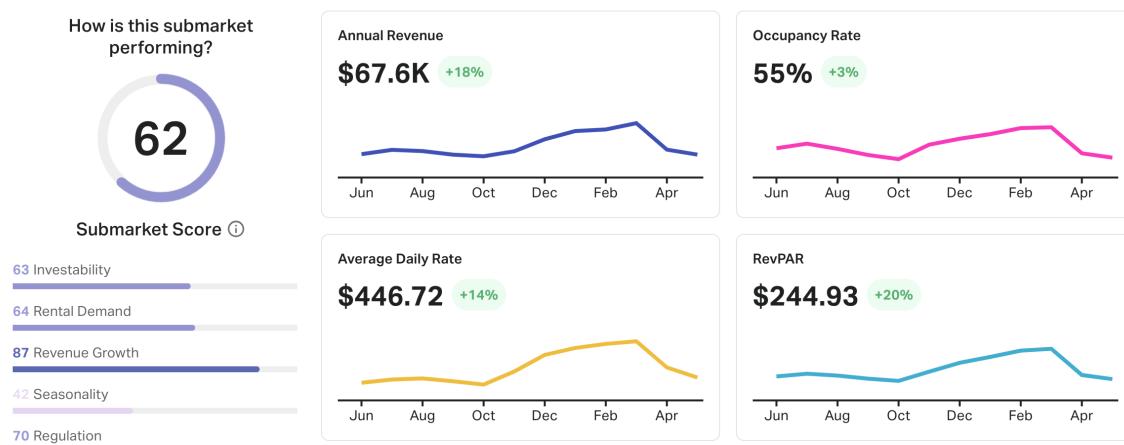


Frisco

Submarket Overview: Frisco

Save

Submarket Performance 2K STR Listings 72 For Sale Properties



Submarket Performance Details: Frisco

Total Active Listings: 1358





Submarket Performance Details: Frisco

Listings Occupancy Revenue Rates RevPAR

Total Active Listings: 1358

↑ Scroll To Top

Revenue ⓘ

Average Revenue

\$67.6K

per year

+18%

Entire Place

\$68K

per year

+18%

House

\$106.5K

per year

+12%

Apartment

\$61.7K

per year

+19%

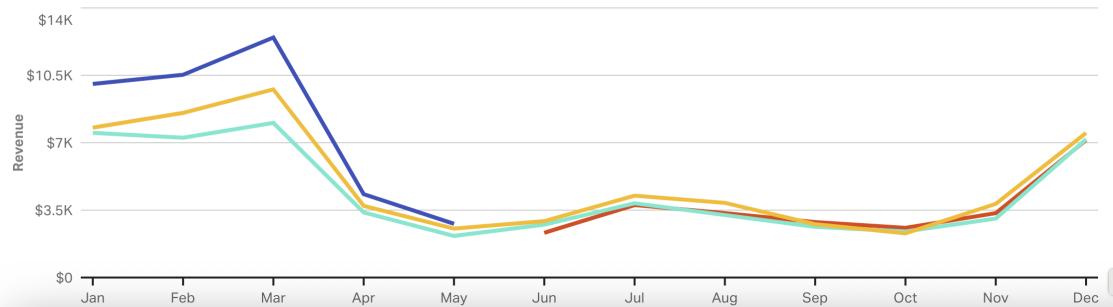
How much revenue did listings earn per month?

2022 2023 2024 2025

Export

Average revenue over the last 3 years ▾

+10%



Submarket Performance Details: Frisco

Listings Occupancy Revenue Rates RevPAR

Total Active Listings: 1358

↑ Scroll To Top

Rates ⓘ

Average Daily Rate

\$446.72

per night

+14%

Entire Place

\$448.82

per night

+14%

Professionally Managed

\$463.73

per night

+18%

Luxury

\$684.15

per night

+15%

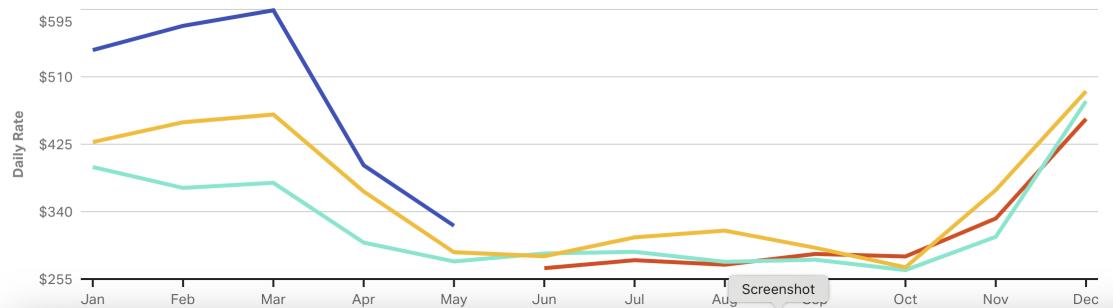
What was the average daily rate?

2022 2023 2024 2025

Export

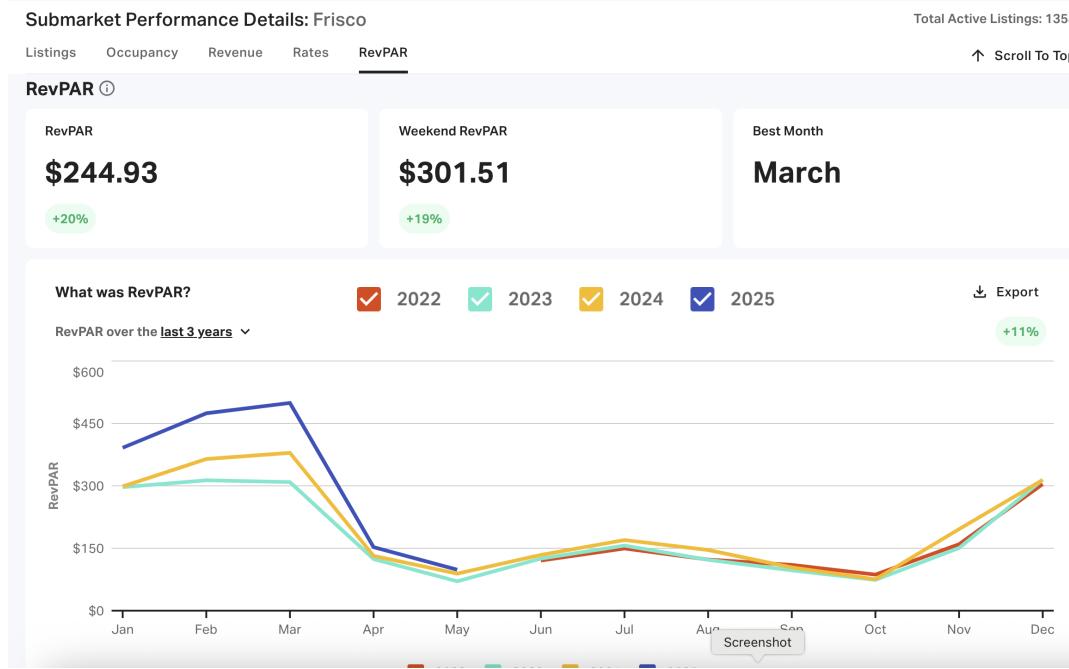
Average daily rate over the last 3 years ▾

+12%





RevPAR is revenue generated divided by total available properties in the market





Silverthorne

Submarket Overview: Silverthorne

Save

See AirDNA in action with a quick walkthrough!
Submarket Performance 484 STR Listings 54 For Sale Properties

How is this submarket performing?

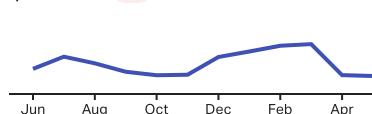


Submarket Score



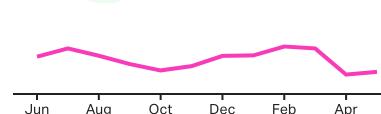
Annual Revenue

\$73.5K



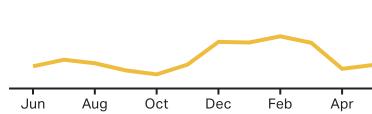
Occupancy Rate

57%



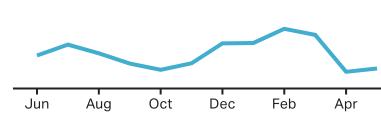
Average Daily Rate

\$443.05



RevPAR

\$252.98



Submarket Performance Details: Silverthorne

Total Active Listings: 289

Listings Occupancy Revenue Rates RevPAR

Scroll To Top

Occupancy

Occupancy Rate

57%



Length of Stay
3.6 Days



Booking Lead Time

56 Days

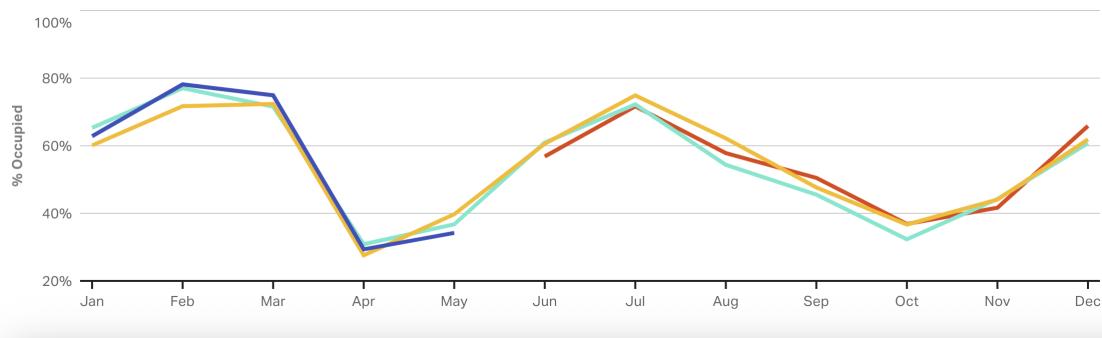


What percentage of the month was occupied?

Export

Average monthly occupancy over the last 3 years

2022 2023 2024 2025





Submarket Performance Details: Silverthorne

Total Active Listings: 289

Listings Occupancy Revenue Rates RevPAR

↑ Scroll To Top

Revenue ⓘ

Average Revenue

\$73.5K

per year

-2%

Entire Place

\$74.3K

per year

-1%

House

\$87.7K

per year

-3%

Apartment

\$55K

per year

+11%

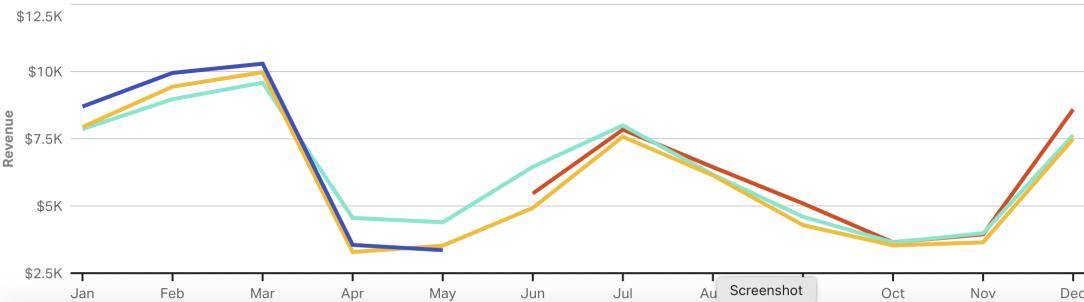
How much revenue did listings earn per month?

2022 2023 2024 2025

↓ Export

Average revenue over the last 3 years ▼

-5%



Submarket Performance Details: Silverthorne

Total Active Listings: 289

Listings Occupancy Revenue Rates RevPAR

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Rates ⓘ

Average Daily Rate

\$443.05

per night

-6%

Entire Place

\$448.01

per night

-6%

Professionally Managed

\$444.37

per night

-9%

Luxury

\$750.53

per night

-1%

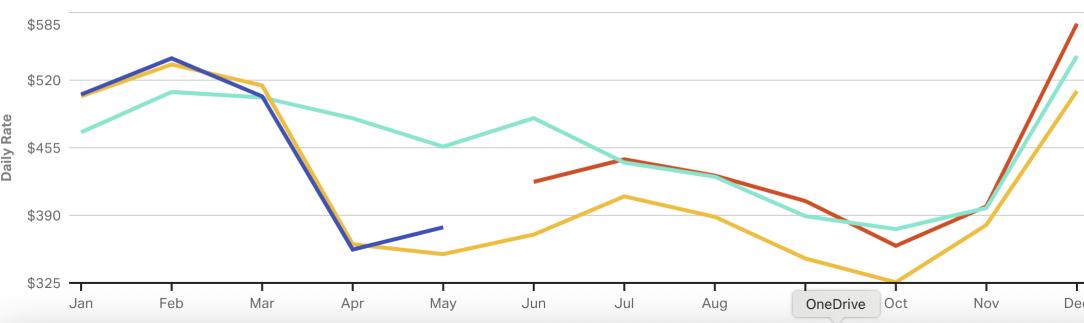
What was the average daily rate?

2022 2023 2024 2025

↓ Export

Average daily rate over the last 3 years ▼

+7%





Submarket Performance Details: Silverthorne

Total Active Listings: 289

Listings Occupancy Revenue Rates **RevPAR**

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RevPAR ⓘ

RevPAR

\$252.98

-2%

Weekend RevPAR

\$314.29

-1%

Best Month

February

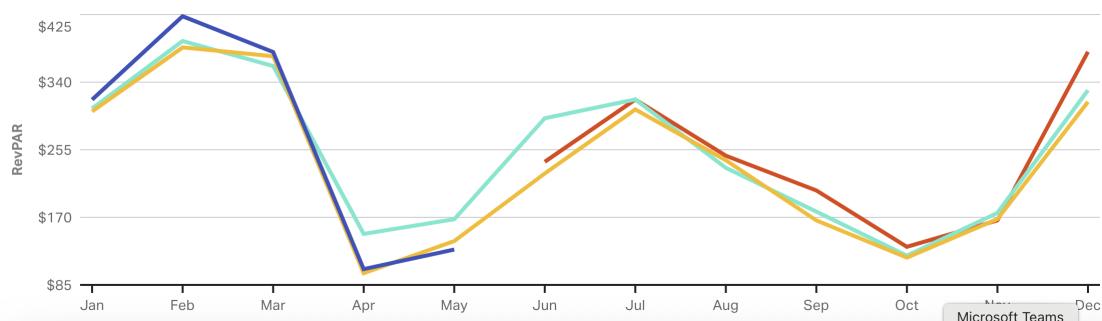
Export

-8%

What was RevPAR?

2022 2023 2024 2025

RevPAR over the last 3 years ▾





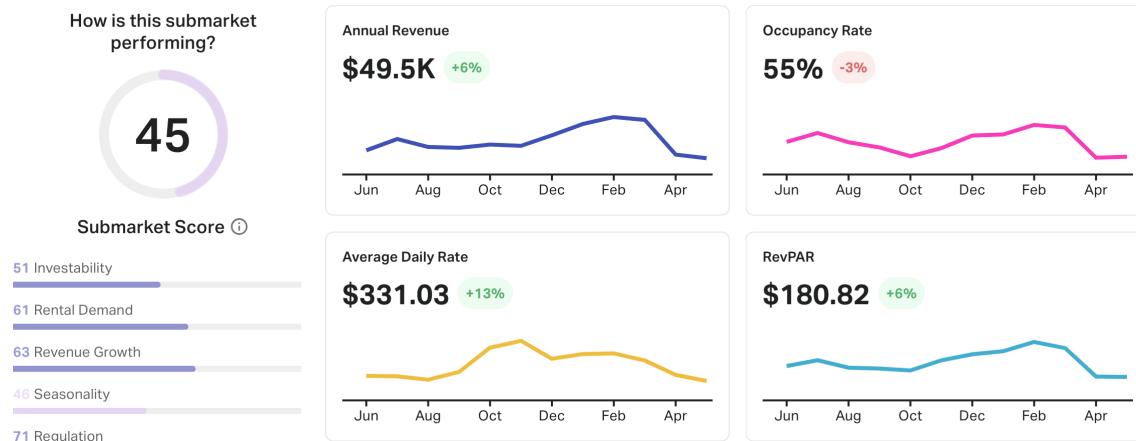
Wildernest

Submarket Overview: Wildernest

[Save](#)

[See AirDNA in action with a quick walkthrough!](#)

Submarket Performance 564 STR Listings 40 For Sale Properties



Submarket Performance Details: Wildernest

Total Active Listings: 301





Submarket Performance Details: Wildernest

Total Active Listings: 301

Listings Occupancy Revenue Rates RevPAR

↑ Scroll To Top

Revenue ⓘ

Average Revenue

\$49.5K

per year

Entire Place

\$50K

per year

House

\$90.8K

per year

Apartment

\$39.1K

per year

+6%

+5%

+21%

-3%

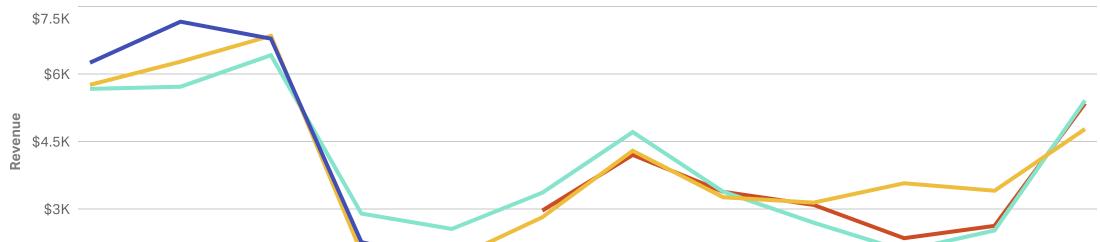
How much revenue did listings earn per month?

2022 2023 2024 2025

Export

Average revenue over the last 3 years ▾

-4%



Submarket Performance Details: Wildernest

Total Active Listings: 301

Listings Occupancy Revenue Rates RevPAR

↑ Scroll To Top

Rates ⓘ

Average Daily Rate

\$331.03

per night

Entire Place

\$335.20

per night

Professionally Managed

\$347.55

per night

Luxury

\$1.9K

per night

+13%

+13%

+19%

+211%

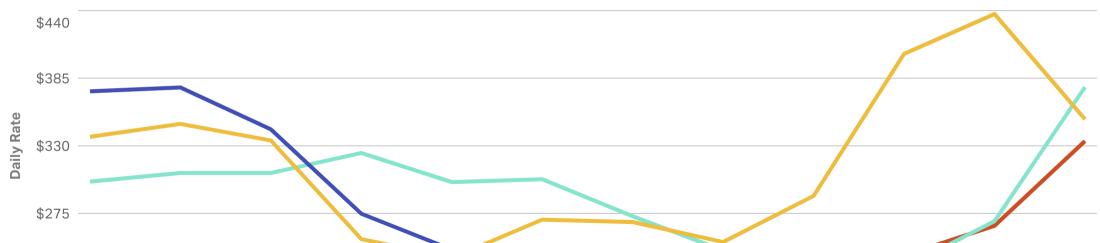
What was the average daily rate?

2022 2023 2024 2025

Export

Average daily rate over the last 3 years ▾

+3%





Submarket Performance Details: Wildernest

Total Active Listings: 301

Listings Occupancy Revenue Rates **RevPAR**

↑ Scroll To Top

RevPAR ⓘ

RevPAR

\$180.82

+6%

Weekend RevPAR

\$222.16

+4%

Best Month

February

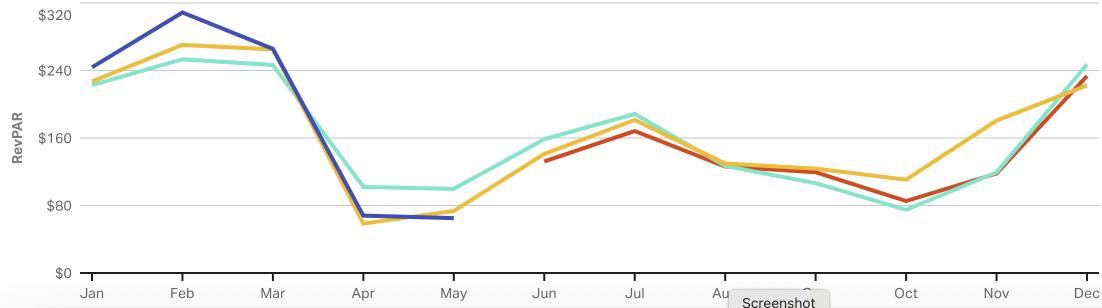
What was RevPAR?

RevPAR over the last 3 years ▾

2022 2023 2024 2025

Export

-12%



Screenshot



Keystone

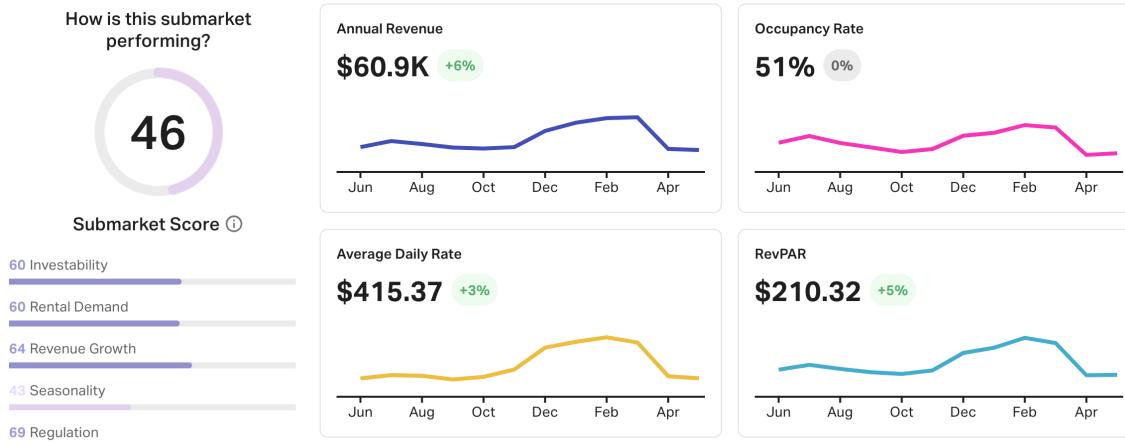
← Back

Submarket Overview: Keystone

Save

See AirDNA in action with a quick walkthrough!

Submarket Performance 2.3K STR Listings 203 For Sale Properties



Submarket Performance Details: Keystone

Total Active Listings: 1373





Submarket Performance Details: Keystone

Total Active Listings: 1373

Listings Occupancy Revenue Rates RevPAR

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Revenue ⓘ

Average Revenue

\$60.9K

per year

+6%

Entire Place

\$60.9K

per year

+6%

House

\$96.9K

per year

-14%

Apartment

\$55.9K

per year

+10%

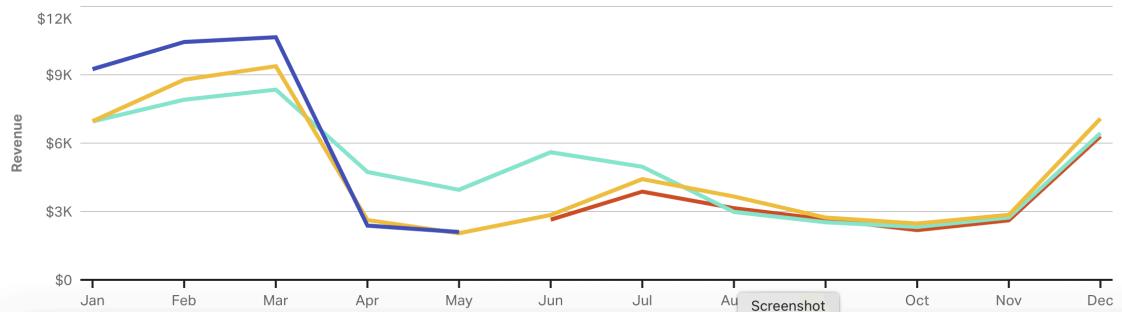
How much revenue did listings earn per month?

2022 2023 2024 2025

↓ Export

Average revenue over the last 3 years ▾

+3%



Submarket Performance Details: Keystone

Total Active Listings: 1373

Listings Occupancy Revenue Rates RevPAR

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Rates ⓘ

Average Daily Rate

\$415.37

per night

+3%

Entire Place

\$415.65

per night

+3%

Professionally Managed

\$428.08

per night

+3%

Luxury

\$698.32

per night

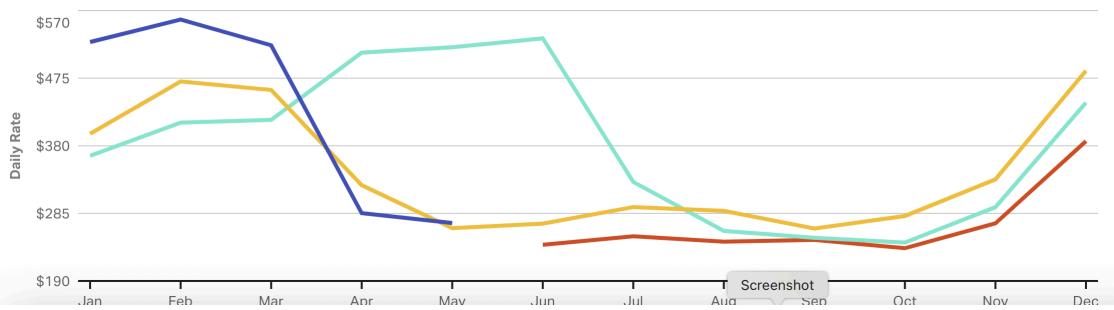
+12%

What was the average daily rate?

↓ Export

Average daily rate over the last 3 years ▾

+3%





Submarket Performance Details: Keystone

Total Active Listings: 1373

Listings Occupancy Revenue Rates **RevPAR**

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RevPAR ⓘ

RevPAR

\$210.32

+5%

Weekend RevPAR

\$265.35

+7%

Best Month

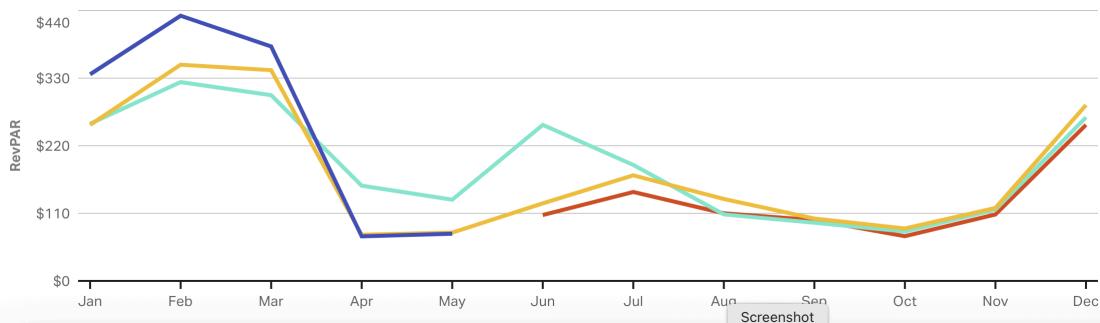
February

What was RevPAR?

Export

RevPAR over the **last 3 years** ▾

-2%





Dillon

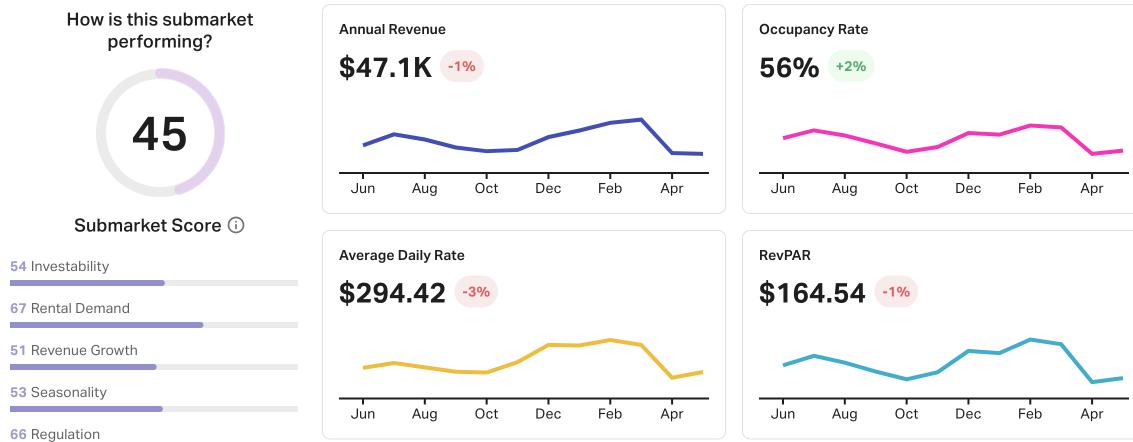
← Back

Submarket Overview: Dillon

Save

See AirDNA in action with a quick walkthrough!

Submarket Performance 652 STR Listings 31 For Sale Properties



Submarket Performance Details: Dillon

Total Active Listings: 363

Listings Occupancy Revenue Rates RevPAR

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Submarket Performance Details: Dillon

Total Active Listings: 363

Listings Occupancy Revenue Rates RevPAR

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Revenue ⓘ

Average Revenue

\$47.1K

per year

-1%

Entire Place

\$47.6K

per year

-2%

House

\$72.6K

per year

-6%

Apartment

\$40.1K

per year

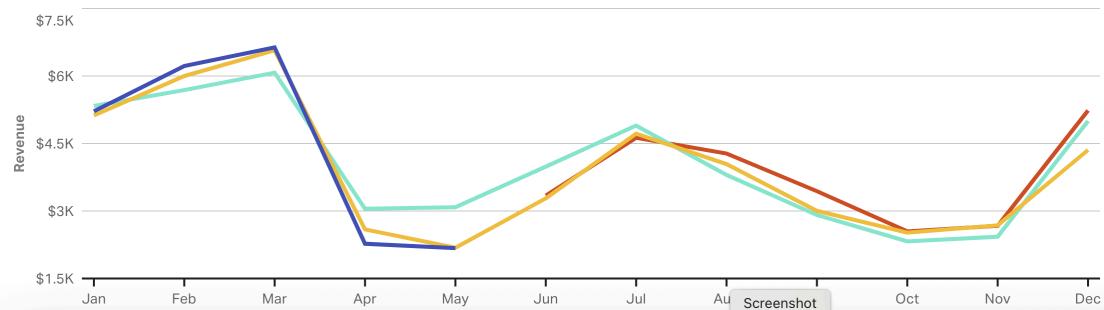
+3%

How much revenue did listings earn per month?

↓ Export

Average revenue over the last 3 years ▾

0%



Submarket Performance Details: Dillon

Total Active Listings: 363

Listings Occupancy Revenue Rates RevPAR

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Rates ⓘ

Average Daily Rate

\$294.42

per night

-3%

Entire Place

\$297.18

per night

-3%

Professionally Managed

\$323.46

per night

-6%

Luxury

\$1K

per night

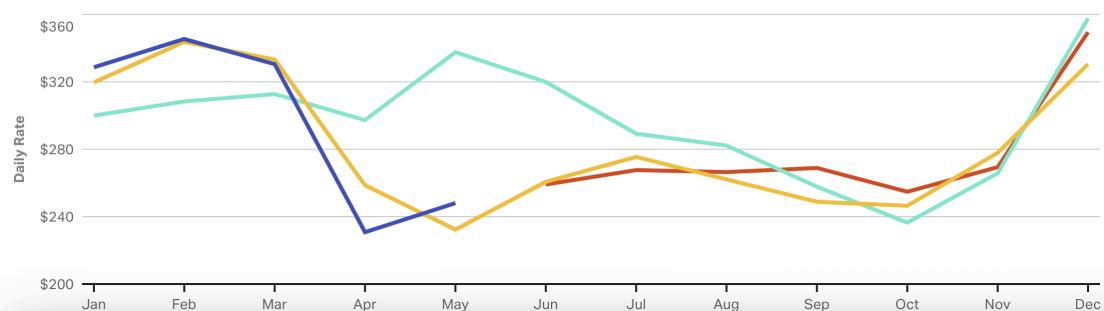
-11%

What was the average daily rate?

↓ Export

Average daily rate over the last 3 years ▾

+7%





Submarket Performance Details: Dillon

Total Active Listings: 363

Listings Occupancy Revenue Rates **RevPAR**

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RevPAR ⓘ

RevPAR

\$164.54

-1%

Weekend RevPAR

\$208.17

-1%

Best Month

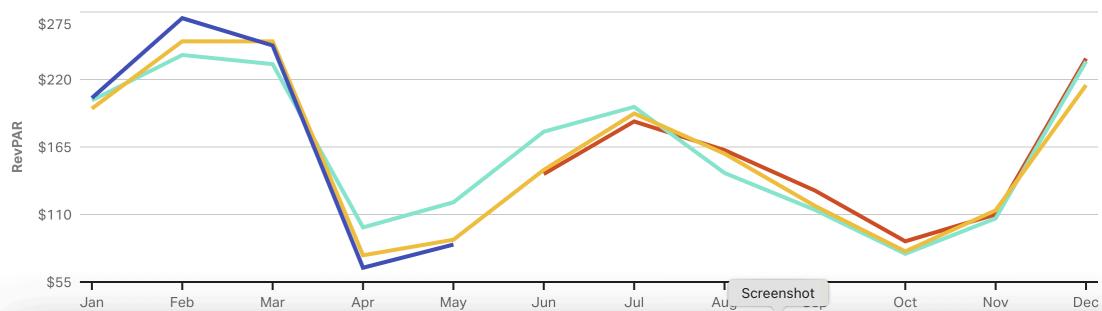
February

What was RevPAR?

Export

RevPAR over the last 3 years ▾

-4%





Breckenridge

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Market Overview: Breckenridge

Save

See AirDNA in action with a quick walkthrough!

Market Performance 3 Submarkets 5.4K STR Listings 161 For Sale Properties

How is this market performing?

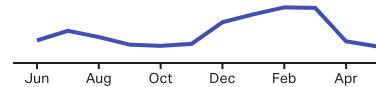


Market Score ⓘ



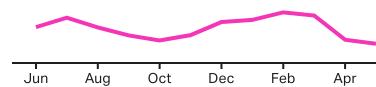
Annual Revenue

\$89.6K +15%



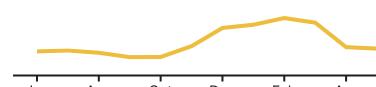
Occupancy Rate

58% +3%



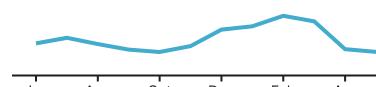
Average Daily Rate

\$537.14 +12%



RevPAR

\$312.66 +17%



Market Performance Details: Breckenridge

Total Active Listings: 3120

Listings Occupancy Revenue Rates RevPAR

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Occupancy ⓘ

Occupancy Rate

58%

+3%



Length of Stay

3.6 Days

-4%



Booking Lead Time

61 Days

-7%

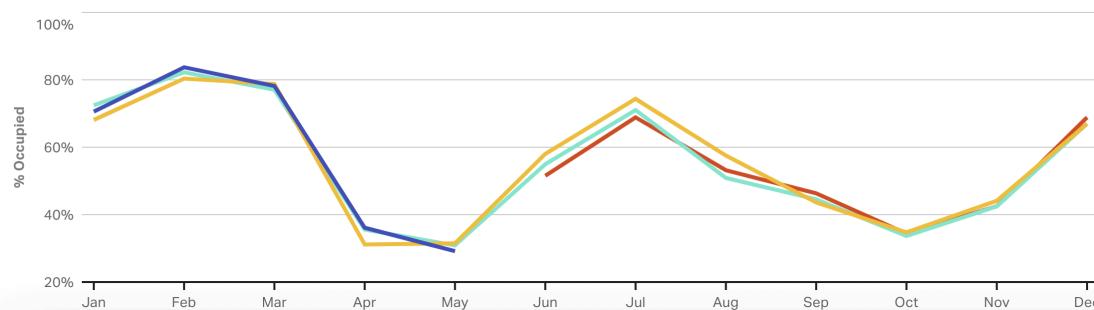


What percentage of the month was occupied?

Export

Average monthly occupancy over the last 3 years ▾

-7%





Market Performance Details: Breckenridge

Listings Occupancy Revenue Rates RevPAR

Total Active Listings: 3120

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Revenue ⓘ

Average Revenue

\$89.6K

per year

+15%

Entire Place

\$90.5K

per year

+15%

House

\$129.6K

per year

+14%

Apartment

\$66.6K

per year

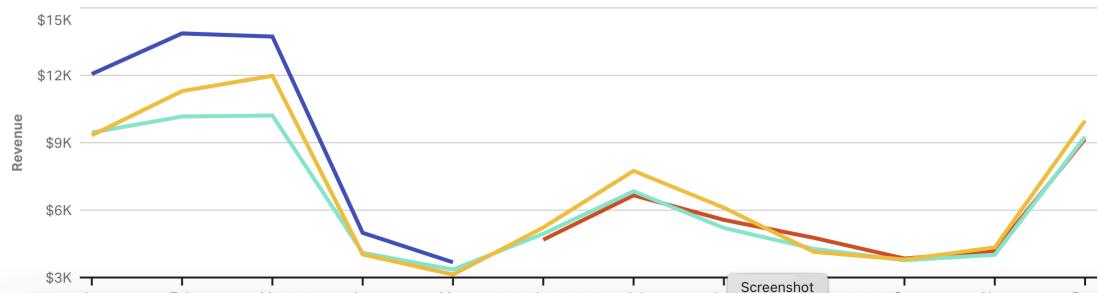
+15%

How much revenue did listings earn per month?

Export

Average revenue over the last 3 years ▾

+17%



Market Performance Details: Breckenridge

Listings Occupancy Revenue Rates RevPAR

Total Active Listings: 3120

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Rates ⓘ

Average Daily Rate

\$537.14

per night

+12%

Entire Place

\$540.95

per night

+12%

Professionally Managed

\$553.35

per night

+16%

Luxury

\$1.3K

per night

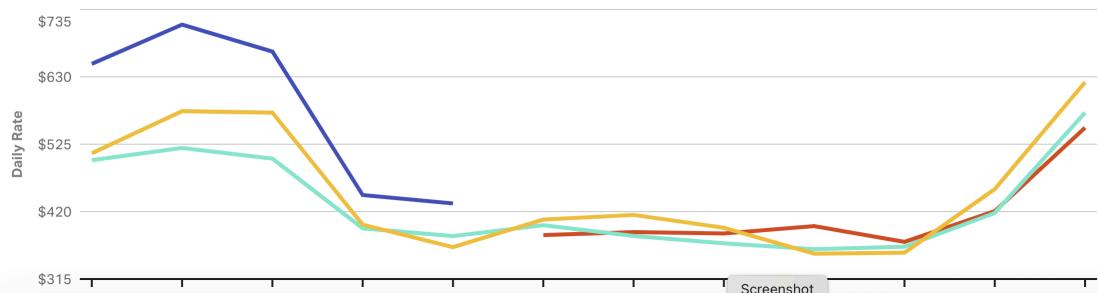
+17%

What was the average daily rate?

Export

Average daily rate over the last 3 years ▾

+19%





Market Performance Details: Breckenridge

Listings Occupancy Revenue Rates **RevPAR**

Total Active Listings: 3120

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RevPAR ⓘ

RevPAR

\$312.66

+17%

Weekend RevPAR

\$376.94

+16%

Best Month

February

What was RevPAR?

Export

RevPAR over the last 3 years ▾

+10%

