



Your Castle Real Estate was started in 2004 and has grown to become the largest independent brokerage on the Front Range, according to the Denver Business Journal (DBJ). We have over 700 agents in 5 offices. We have also appeared in local and national publications, including recent awards from the DBJ and the 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.

Your Castle Real Estate has given over \$510,000 in charitable donations. 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 2022: #1**

**Top Ranked Brokerage
Firms in Colorado by
Transactions
2022: #6**



**Best of Colorado 2017
Best Residential Real Estate
Agency**



As Seen In...
Money

5280
MAGAZINE



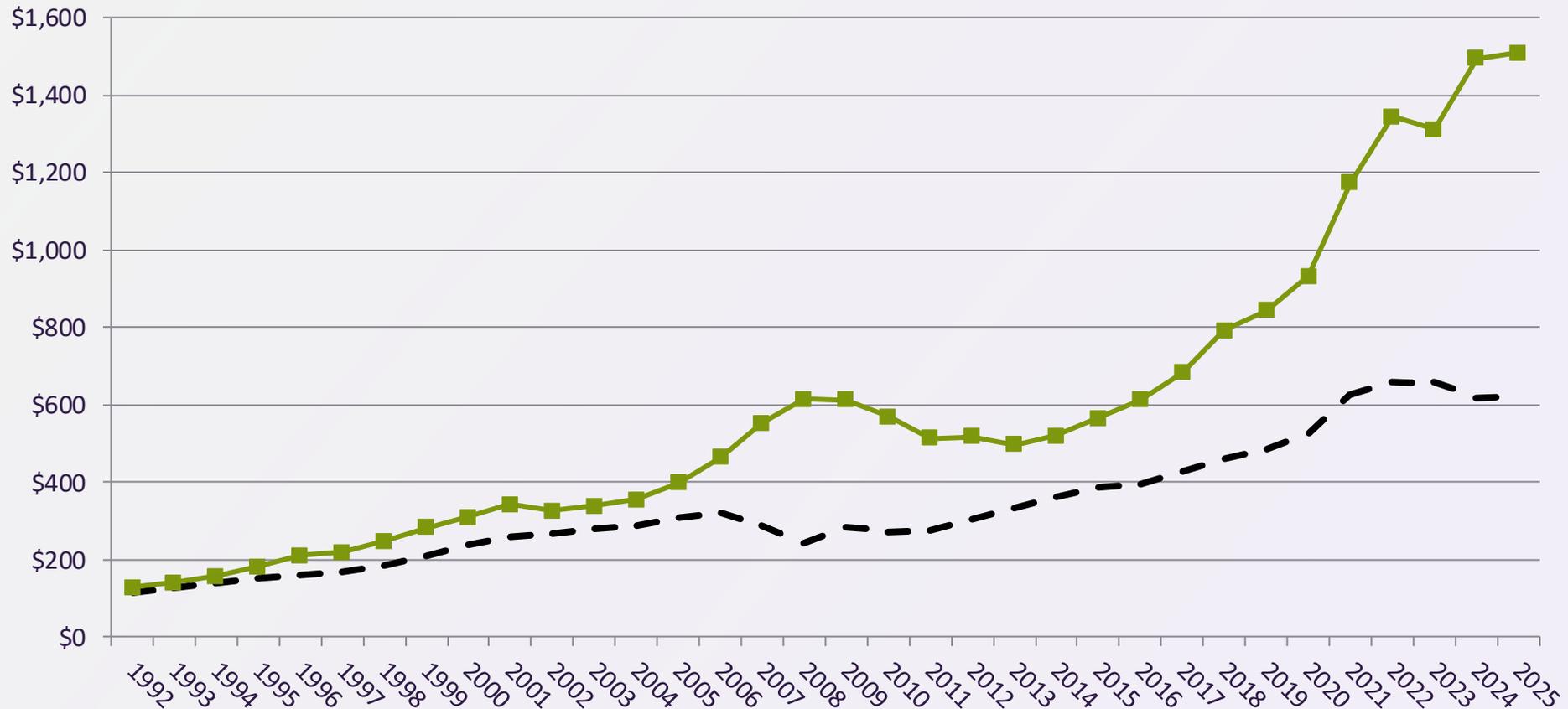
inmanNEWS

**Colorado
Public Radio**



Summit County has an average property price of \$1.51 Million for all residential properties. As a resort market, buyer demand is national and around 75% of property owners do not live in Summit County full time. Market factors such as high desirability, limited inventory with only 35,000 total residential units, and limited land to build, make this market resilient to downturns.

AVERAGE PROPERTY PRICE (HOMES AND CONDOS COMBINED)



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

The average price for a property in Summit County is now \$1.51m. Prices year over year were generally flat. Number of sales are up from last year. MOI is also significantly up across the board, with higher than usual inventory in 2025. A welcome relief for buyers and a new frontier for sellers.

Analysis for Jan '24 – Dec '24 v Jan '25 – Dec '25

Data includes both attached and detached properties.

Worse for sellers Better for sellers

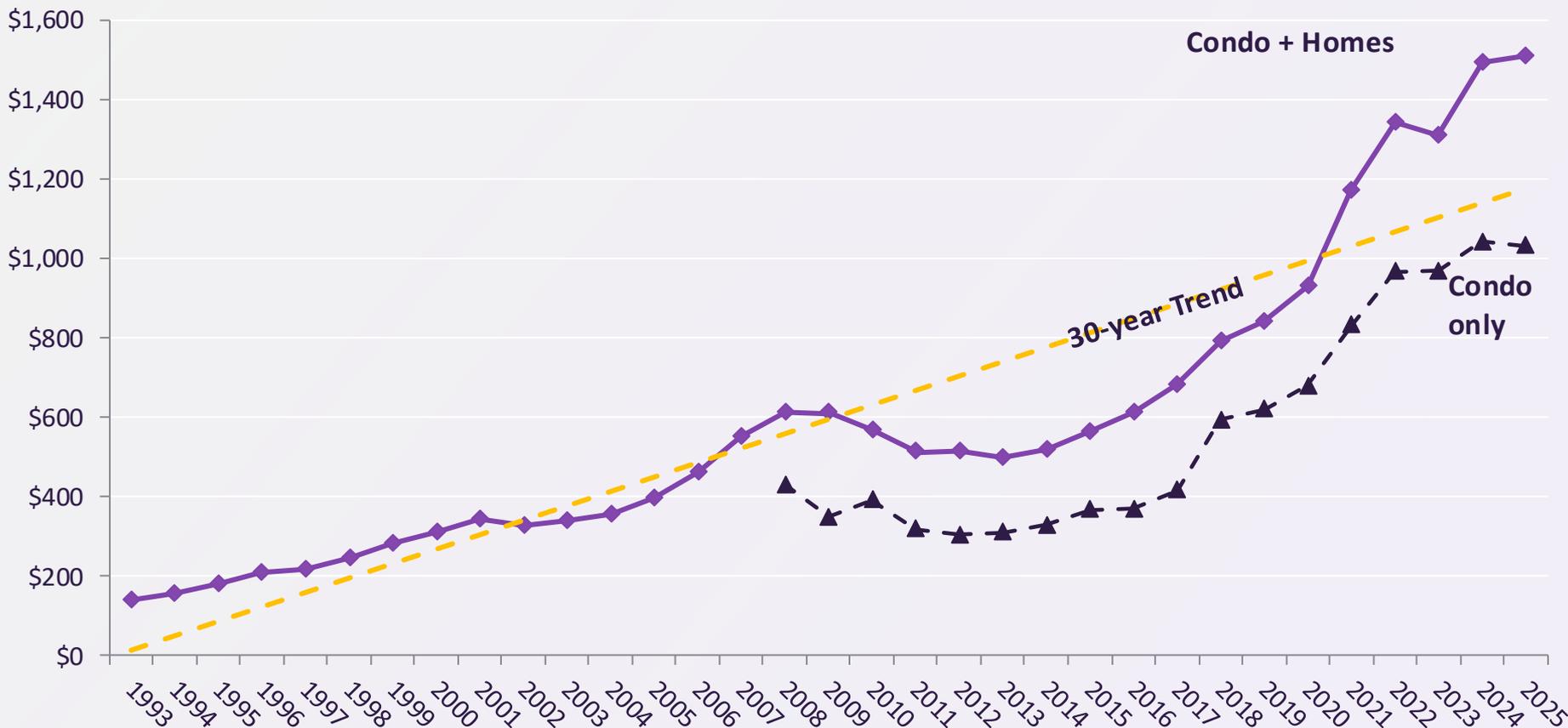
MARKET	AVG PRICE	# SOLD	MOI	OBSERVATIONS
Breck	\$2.01M to \$1.93M -3%	381 to 446 +17%	4.3	Prices are generally flat despite more properties selling. Some luxury properties influence the average price statistics. Short Term Rental regulation has impacted properties in areas where licenses are not available. Rentable units continue to see strong appreciation.
Copper	\$1.18M to \$1.24M +5%	55 to 46 -16%	2.3	Copper has lower inventory than most. It is the smallest market with the fewest properties. Its statistics are susceptible to fluctuations based on the mix of what sells. This year has seen a handful of properties selling over \$3M influencing the average. Note that Copper's sales almost tripled from 2020-2021. Copper sales have since flattened out. Prices were up year over year.
Dillon	\$997k to \$959K -.4%	144 to 155 +8%	2.4	The last three years have appreciated at record levels. More properties are selling as this is one of the more affordable areas of Summit County. Properties on the lake are one of the hottest commodities in the Summit County market. Pricing is flat year over year. The Dillon MLS covers 3 distinct areas, 2 of which have STR restrictions which will likely affect pricing.
Frisco	\$1.50M to \$1.43M -5%	117 to 155 +11%	3.9	Frisco saw 2 properties sell over \$6M in 2025 which was a record. The closing of 9097 Flats in 2025 drove up the number of sales and leveled out the prices slightly with 21 condos sold. Demand remains strong and pricing overall continues to rise.
Keystone	\$1.29M to \$1.27M -1%	194 to 216 +55%	4.4	Prices were flat in 2025 with much of the new construction staying relatively flat with previous releases in recent years. The older units are seeing price drops, but that is balanced by the new construction pricing. The release of Kindred (next to the gondola) will drive pricing up in 2026.
Silverthorne/ Wilderness	\$1.27M to \$1.41M +11%	311 to 292 -6%	2.9	Prices continued to rise with new construction projects closing. Luxury single family homes are also driving the pricing stats up with 6 homes selling for over \$4M in 2025 vs. 1 in 2024.
Summit Total	\$1.49M to \$1.51M +1%	1202 to 1310 +9%	3.9	Pricing remained flat after strong growth in 2024. Inventory continues to increase but the properties selling in the upper end are counterbalancing the price drops in the lower end units.

The average price in Summit County has gone up dramatically in the last thirty years to \$1.51m in 2025. This chart shows the market's resiliency and appreciation potential. During the great recession, prices dropped 18%, on average, (vs. -25% in Denver in that time). By 2016 the market regained all recession price losses. Covid purchases in 2020-2022 spiked prices and the pricing has remained strong through 2025.

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

—◆— All -▲- Condo - - Linear (All)

AVERAGE PROPERTY PRICE IN SUMMIT COUNTY



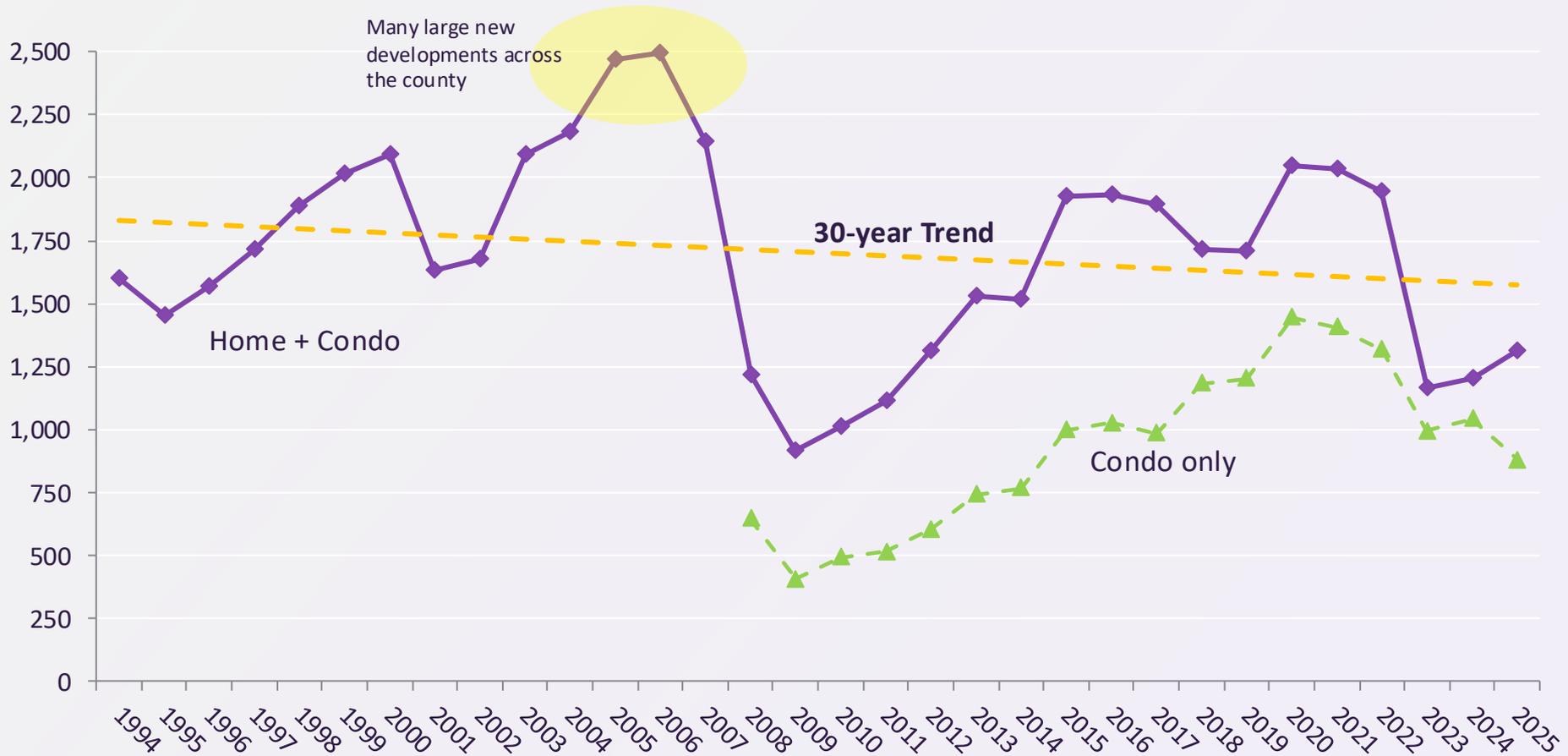
Data Source: Summit County MLS; YCRE analysis

Sales counts are down 35% from the peak COVID frenzy in 2020 and have remained steady the last few years. Condos make up 48% of Summit County residential property sales. It is interesting to note that a large sales volume year is around 2,000 properties or 170 a month. In the past 3 years, sales are at around 1200 a year or 100 properties a month.

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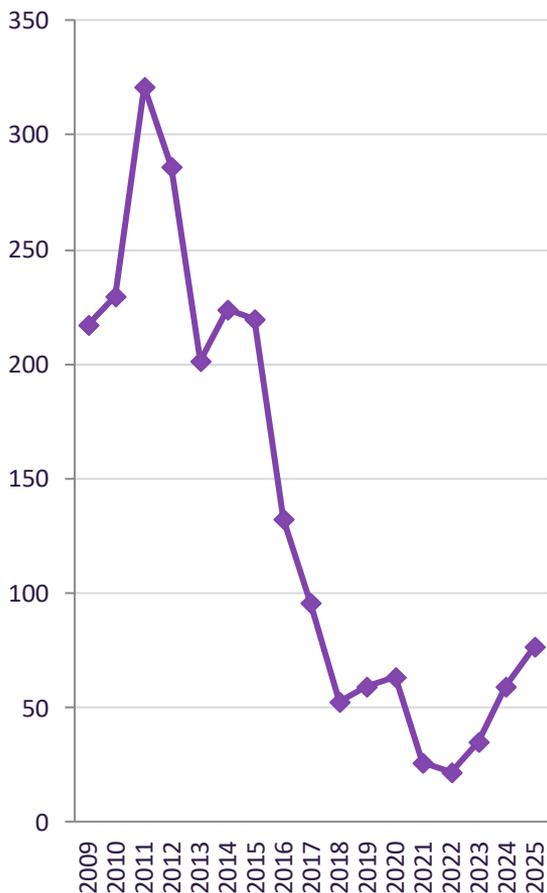
NUMBER OF PROPERTIES SOLD IN SUMMIT COUNTY



Data Source: Summit County MLS; YCRE analysis

Three leading indicators can help to see the future direction of the market. Days on Market has increased as inventory has grown and sales volume has remained steady. Average discount has increased but only to around 3% off list price. Overpriced properties are being price reduced before going under contract. MOI shows we are under 5 months, but seasonality of listings makes this number fluctuate. Expect increased MOI in Summer 2026 as new listings hit the market.

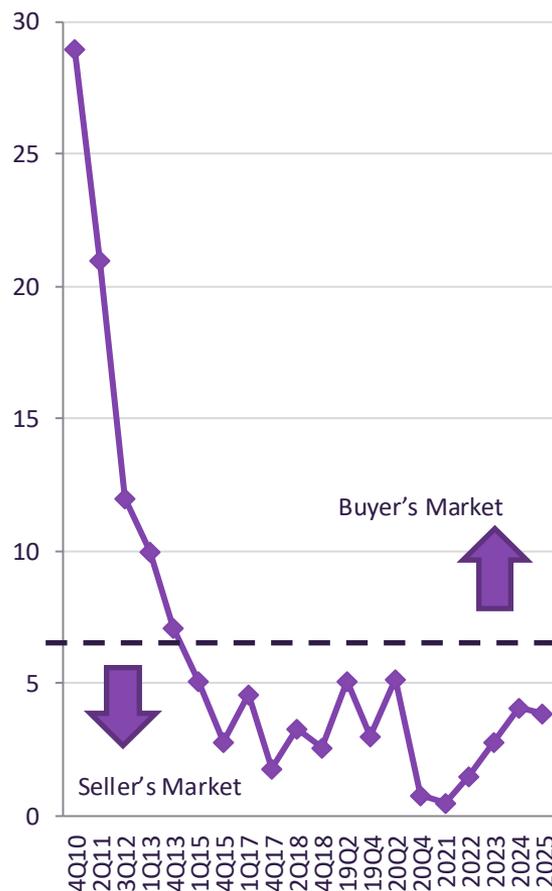
AVERAGE DOM (DAYS ON MARKET)



AVERAGE DISCOUNT



AVERAGE MOI (MONTHS OF INVENTORY)



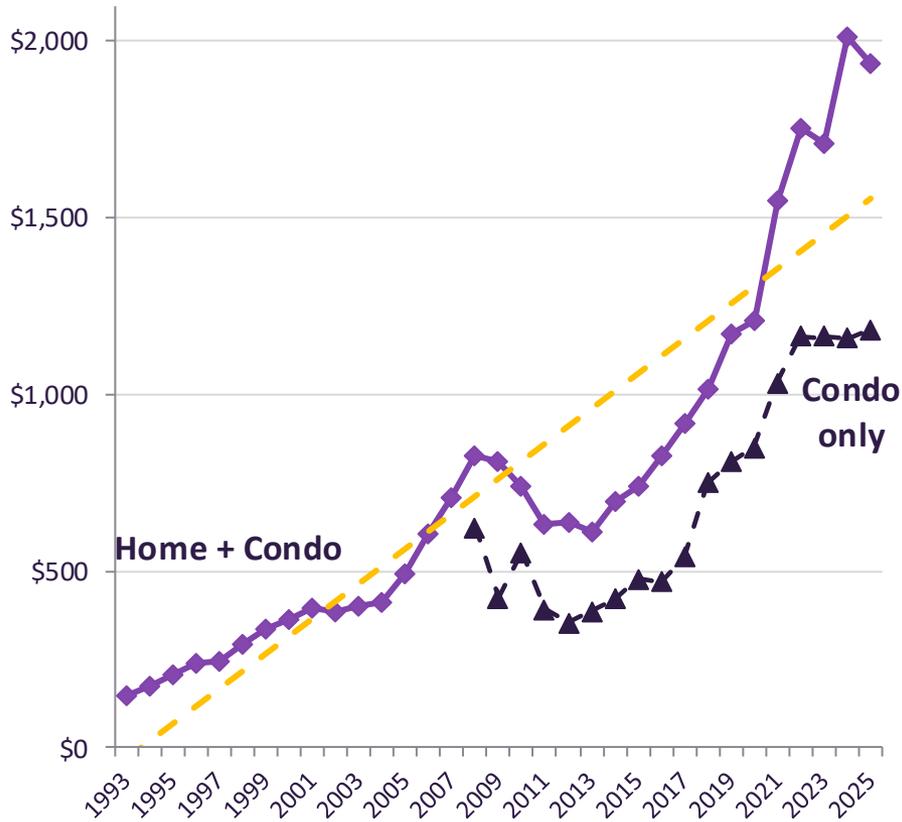
Data Source: Summit County MLS; YCRE analysis

Breckenridge is the largest geographic area in Summit County's MLS and the most expensive. Single Family Homes are currently about 60% more expensive than attached properties (Townhome, Duplex and Condos). Premier luxury properties at the ski resort will always push Breckenridge's average prices to the top. Short Term Rental regulations caused market segments to change quickly. Breckenridge also includes Blue River and all properties to Farmer's Corner so neighborhood dynamics and pricing vary greatly.

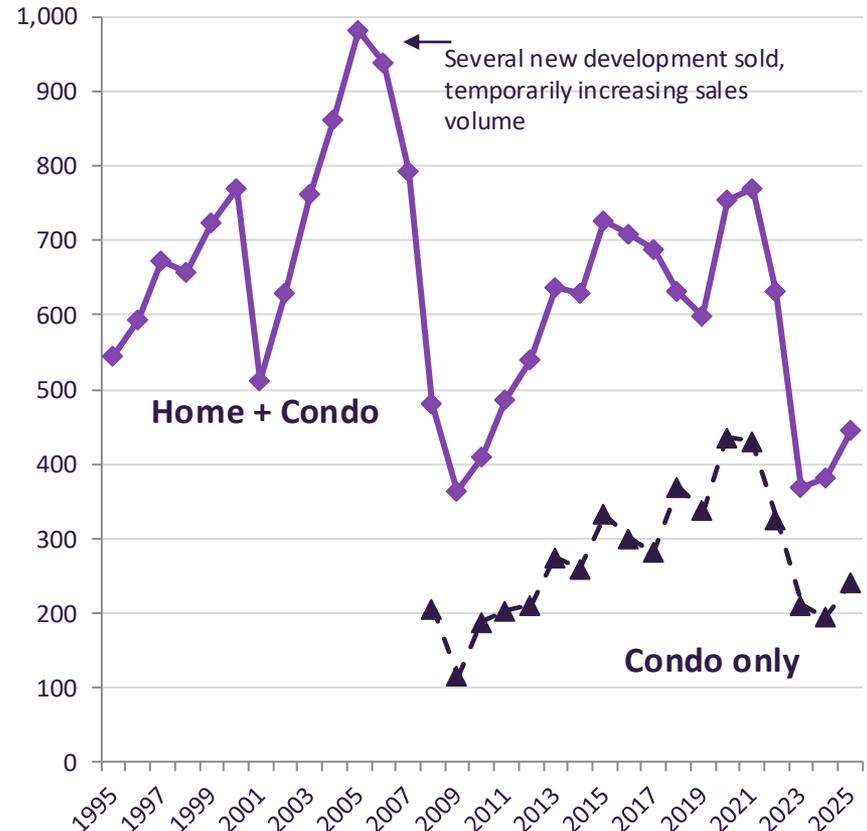
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—◆— All -▲- Condo - - - Linear (All)

AVERAGE PRICE IN BRECKENRIDGE \$000



OF PROPERTIES SOLD IN BRECKENRIDGE



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

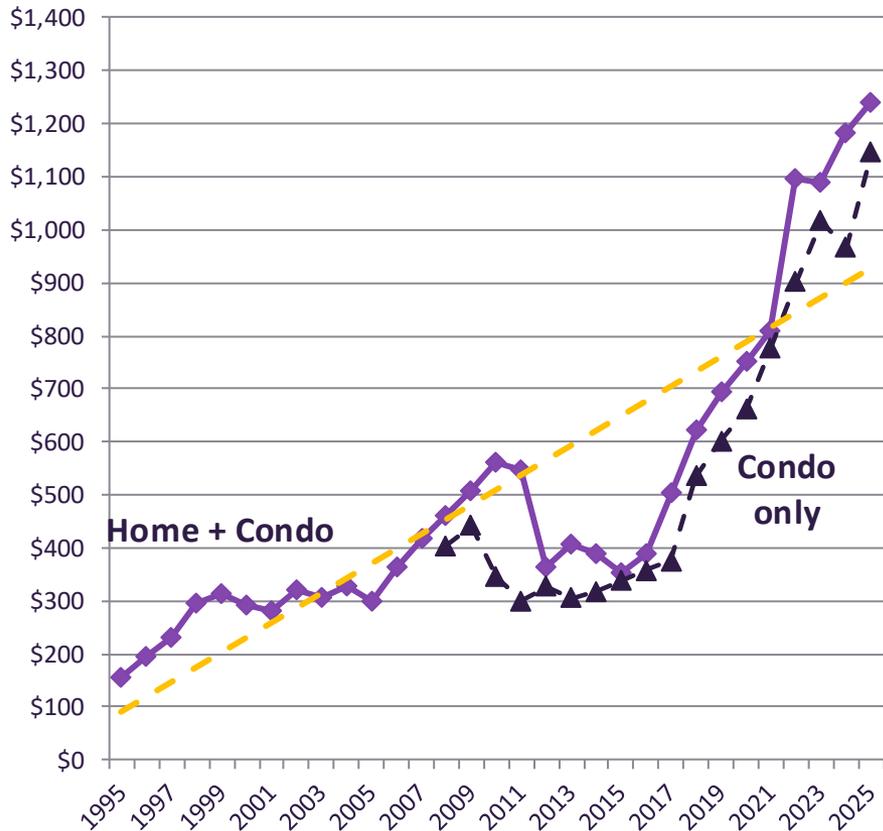
Data Source: Summit County MLS; YCRE analysis

Copper – Copper is the smallest geographical market in Summit County. Annual sales are normally under 100 properties and in 2025, it was less than 50. Because of this, buyers should act fast if shopping exclusively in Copper Mountain due to constrained inventory. Property types vary greatly and sales volume is low, so one luxury sale can skew statistics.

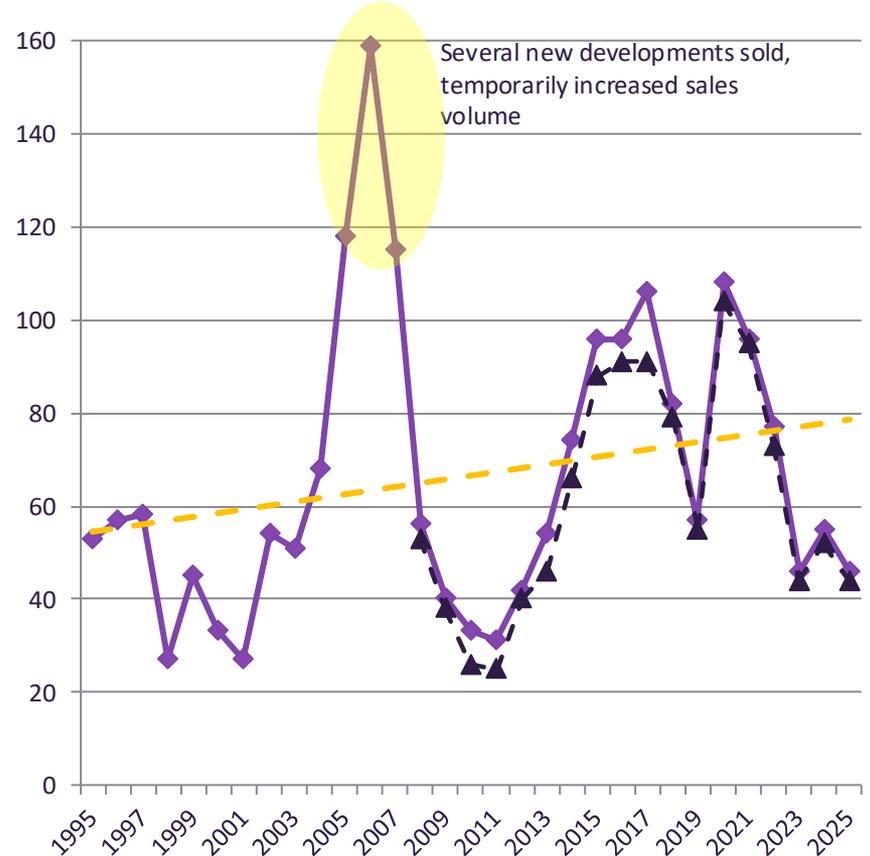
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AVERAGE PRICE IN COPPER \$000



OF PROPERTIES SOLD IN COPPER



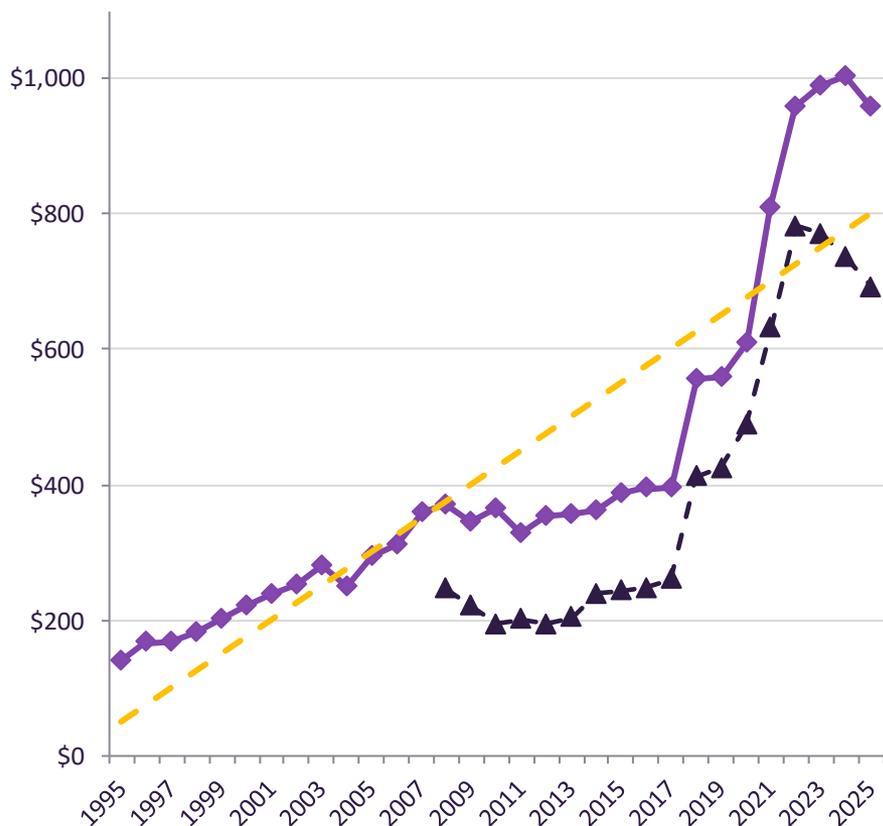
Data Source: Summit County MLS; YCRE analysis

Like all of Summit County, Dillon has experienced a dramatic increase in average price since 2019. The Dillon area contains the town of Dillon, Dillon Valley and Summit Cove, of which the latter two are under a STR moratorium. Dillon also is home to many aging condos creating high HOA fees that push down pricing on condo product. The average price makes this area more affordable for entry into the Summit County market.

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

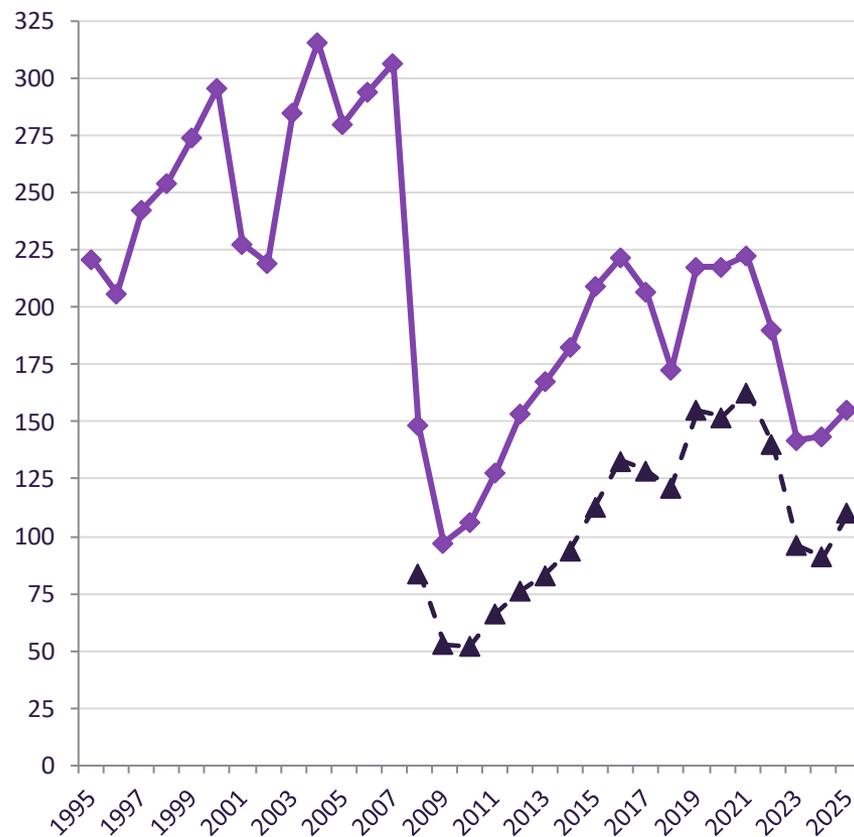
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AVERAGE PRICE IN DILLON \$000



Data Source: Summit County MLS; YCRE analysis

OF PROPERTIES SOLD IN DILLON

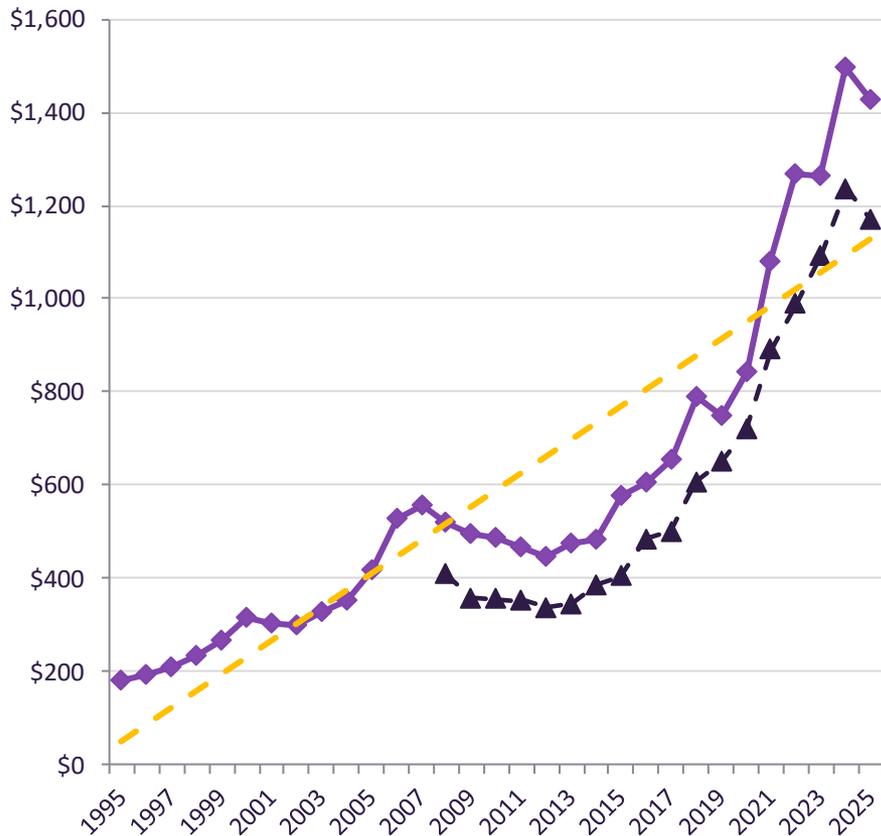


In Frisco, average prices have spiked since 2019. Frisco is a small geographic area and very popular among locals and second home owners. Single family homes in Frisco are rare (and expensive). Price per square foot for Frisco new construction is now more than \$1,200-\$1,300 / SF.

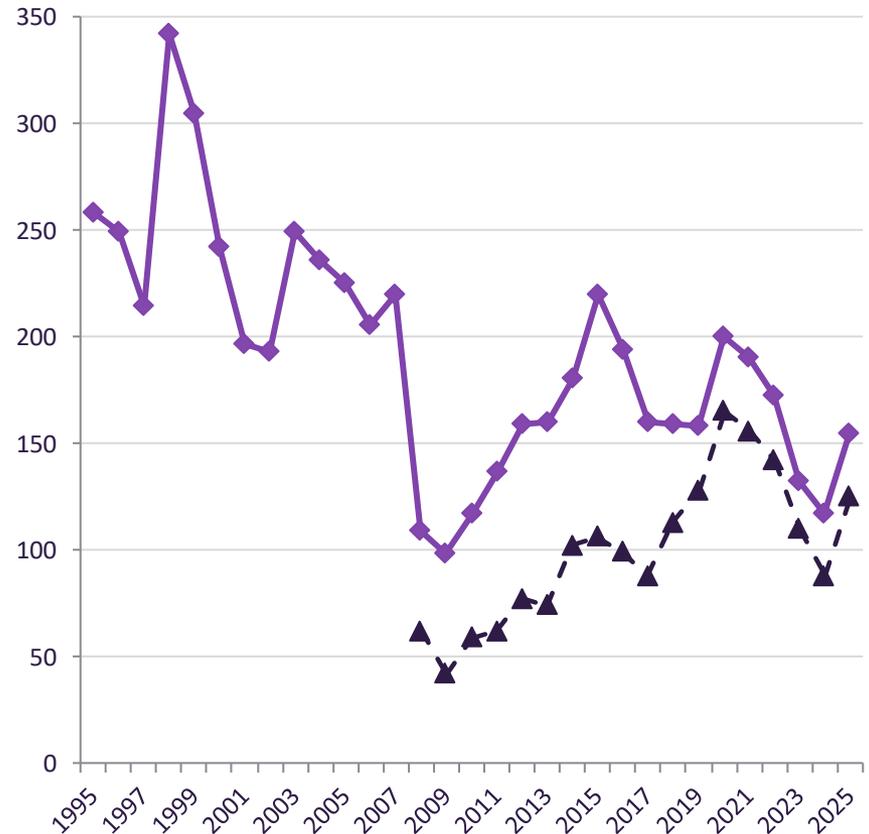
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AVERAGE PRICE IN FRISCO \$000



OF PROPERTIES SOLD IN FRISCO



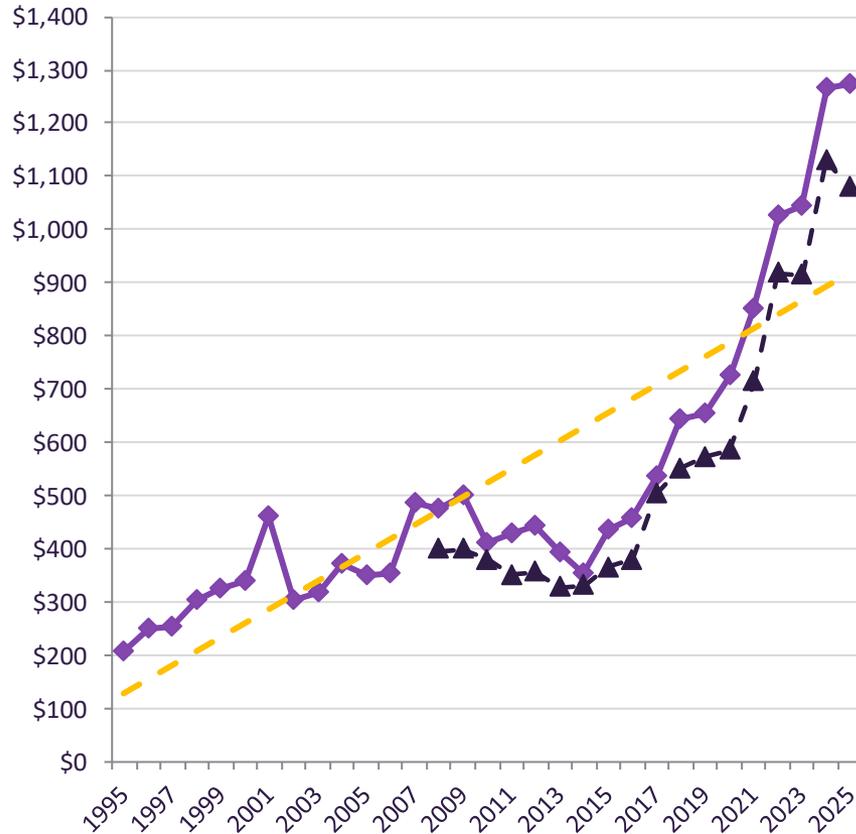
Data Source: Summit County MLS; YCRE analysis

Keystone: Condos make up over 90% of this mountain community, and several new build developments are propping up prices. With no STR restrictions, the Keystone market will remain strong. The release of Kindred’s five star luxury units in Q1-Q2 2026 will change these statistics dramatically.

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

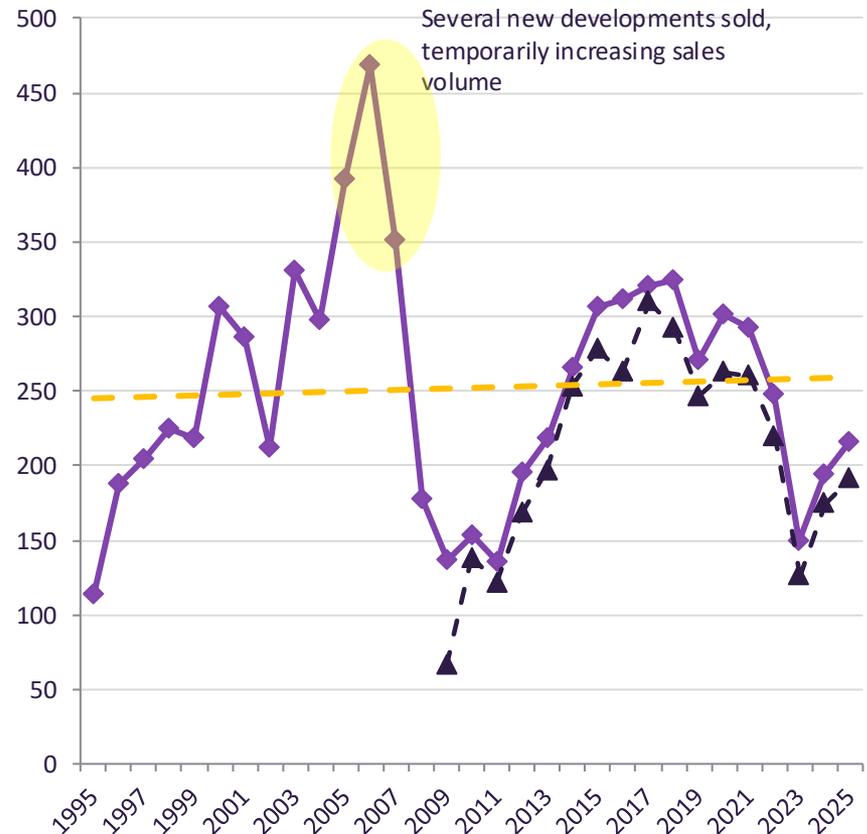
—◆— All -▲- Condo - - Linear (All)

AVERAGE PRICE IN KEYSTONE \$000



Data Source: Summit County MLS; YCRE analysis

OF PROPERTIES SOLD IN KEYSTONE

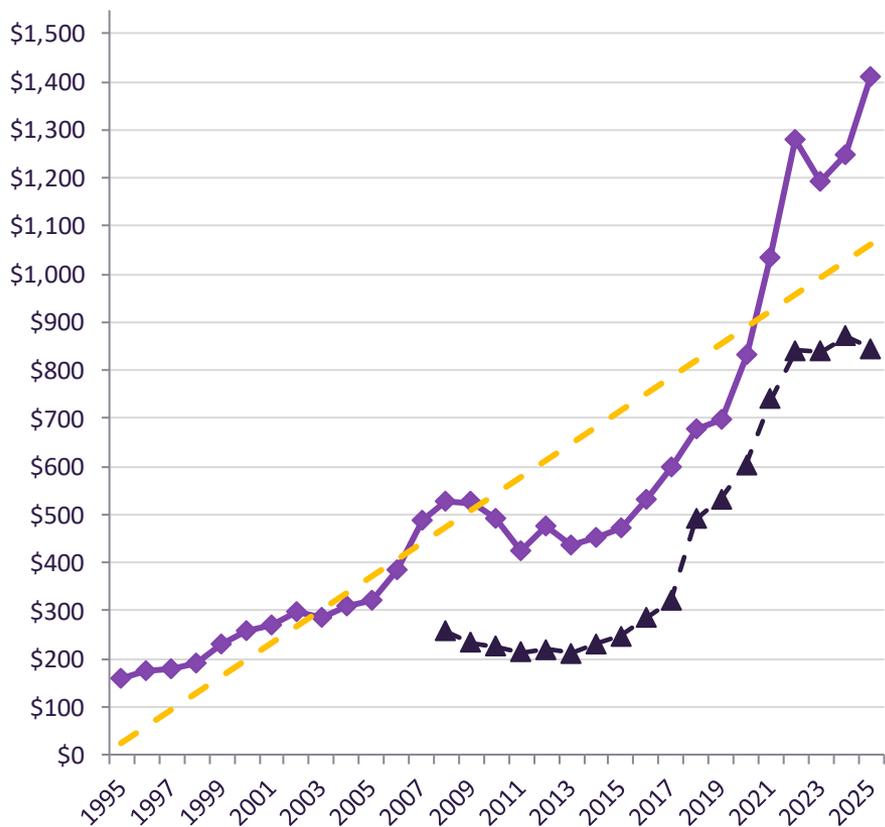


Silverthorne: Average prices have been following the overall Summit County trend with a dip in 2023 but continued increases since. The Silverthorne area also contains the Wildernest neighborhood that is limited by STR restrictions and has aging condo projects. Highway 9 new development brought many new condos online. Statistics in this community are difficult to discern given many distinct neighborhoods.

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

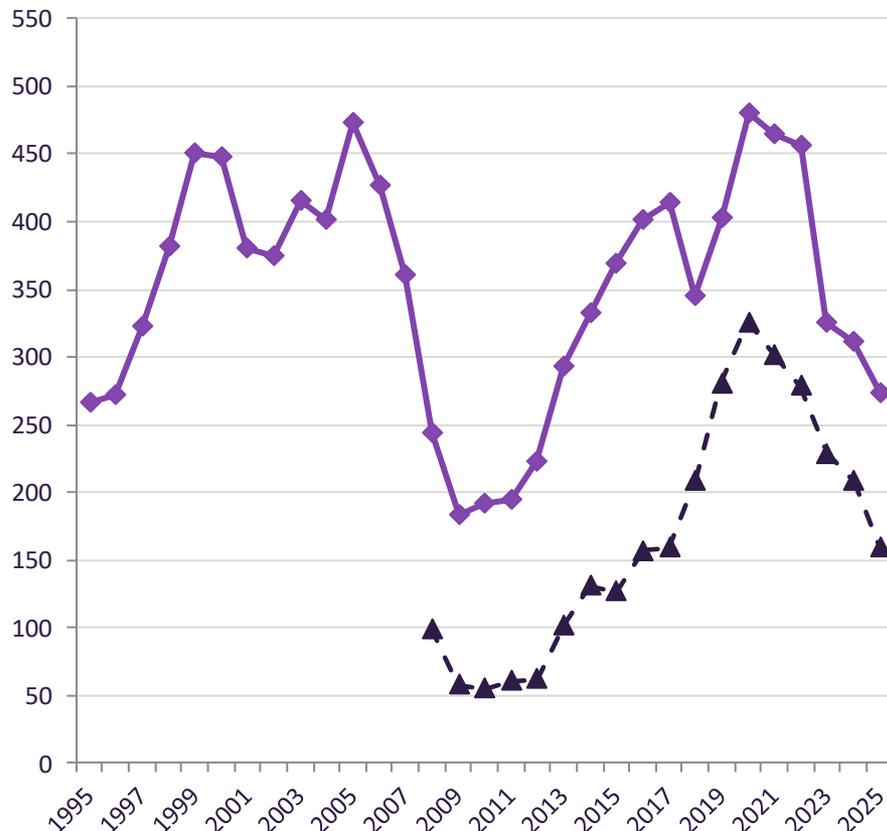
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AVERAGE PRICE IN SILVERTHORNE \$000



Data Source: Summit County MLS; YCRE analysis

OF PROPERTIES SOLD IN SILVERTHORNE



Mountain Property: Cost of monthly ownership analysis

	Keystone	Keystone	Breckenridge	Breckenridge
Size (bedrooms)	1 bed/1 bath	2 bed/2 bath	1 bed/2 bath	2 bed/2 bath
Square Feet	566	835	835	1036
Location	Silver Mill	Silver Mill	Corral at Breck	One Ski Hill
Price	580,000	850,000	925,000	1,850,000
Down %	25%	25%	25%	25%
Down \$	145,000	212,500	231,250	462,500
Rate	6.50%	6.50%	6.50%	6.50%
P+I (30 year)	2,749	4,029	4,385	8,770
Tax + Ins (est'd)	273	408	392	915
PITI (est'd)	3,022	4,438	4,936	9,844
HOA/mo	773	1,138	696	918
Total cost /mo	3,795	5,576	5,632	10,762
Total cost/yr	45,540	66,908	67,584	129,143
Interest paid	28,275	41,438	45,094	90,188
Mortgage bal paid off	4,719	6,916	7,526	15,052
Net rental after mgmt fees	22,750	29,250	28,899	75,400
Cash subsidy required annual	(22,790)	(37,658)	(38,685)	(53,743)
Cash per day	(62.44)	(103.17)	(105.99)	(147.24)
Average net rent / day	228	293	289	754
Owner use days	20	20	20	20
<u>Paid rental days</u>	<u>100</u>	<u>100</u>	<u>100</u>	<u>100</u>
Paid use %	83%	83%	83%	83%
Marginal tax rate	35%	35%	35%	35%
Tax write off	11,906	17,498	16,960	32,720
Annual appreciation est %	4%	4%	4%	4%
Annual appreciation est \$	23,200	34,000	37,000	74,000
Total economic impact yr	12,316	13,840	15,276	52,977
Total return on investment	8.5%	6.5%	6.6%	11.5%

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.

These estimates assume you use the unit 20-25 nights a year and rent 100 +/- nights (with a property manager handling ALL details).

Short Term Rental Scenarios - Breckenridge Colorado - Pine Ridge - 2/2

Address:	Pine Ridge
Purchase Price:	\$1,250,000
Square Footage	1,236
Bed/Bath	2 bed, 2 bath
Amenties	Pool, Hot tub, Ski-In
Monthly Hoa Dues	\$750
Loan Amount	\$937,500
Interest Rate	6.60%
Monthly Mortgage	-\$5,987

Annual Assumptions:	
Rental Income	\$55,000
Taxes	-\$3,519
Insurance	-\$500
Incidentals	-\$1,000
Utilities	-\$136
HOA	-\$9,000
Total annual expenses before mortgage:	-\$14,155

Profit/Loss Options Based on Financing and Management Type

Cash Purchase No Property Manager	
Annual Income	\$55,000
Annual Expense	-\$14,155
Annual Profit/Loss:	\$40,845
Monthly Profit/Loss:	\$3,404

Loan Purchase, No Property Manager	
Monthly Mortgage Pmt:	-\$5,987
Annual Income	\$55,000
Annual Expense	-\$14,155
Annual Mortgage Expense	-\$71,849
Annual Profit/Loss:	-\$31,004
Monthly Profit/Loss:	-\$2,584

Cash Purchase with Property Manager	
Annual Income	\$55,000
Annual Expense	-\$14,155
Income	\$40,845
PM fee (30% of gross)	-\$16,500
Annual Profit/Loss:	\$24,345
Monthly Profit/Loss:	\$2,029

Loan Purchase with Property Manager	
Annual Income	\$55,000
Annual Expense	-\$14,155
Annual Mortgage Expense	-\$71,849
Income	-\$31,004
PM fee (30% of Gross)	-\$16,500
Annual Profit/Loss:	-\$47,504
Monthly Profit/Loss:	-\$3,959

