

# THE SLIFER REPORT

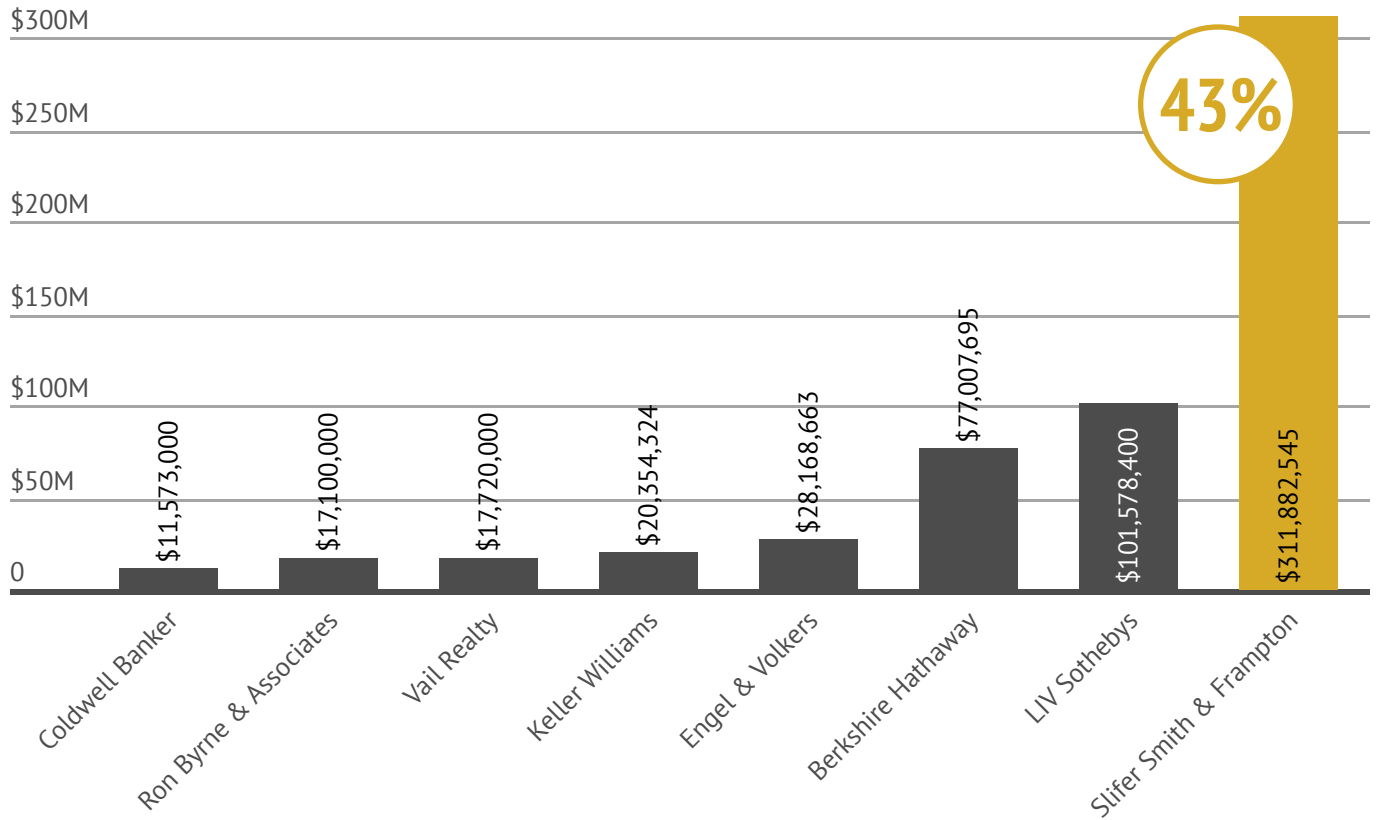
VAIL VALLEY REAL ESTATE  
2018 FIRST QUARTER MARKET REVIEW

Slifer Smith  
& Frampton  
Real Estate

Q1 2018 | VAIL VALLEY, COLORADO

# LOCAL BRAND, LOCAL LEADERS

## SLIFER SMITH & FRAMPTON MARKET SHARE



Closest Competitors

Slifer Smith & Frampton Real Estate has a 54-year local perspective and over 120 seasoned Vail Valley real estate brokers. Whether you are maximizing exposure to sell your home or seeking the best values in our resort market, clients across the globe trust the Vail Valley's leading real estate company.

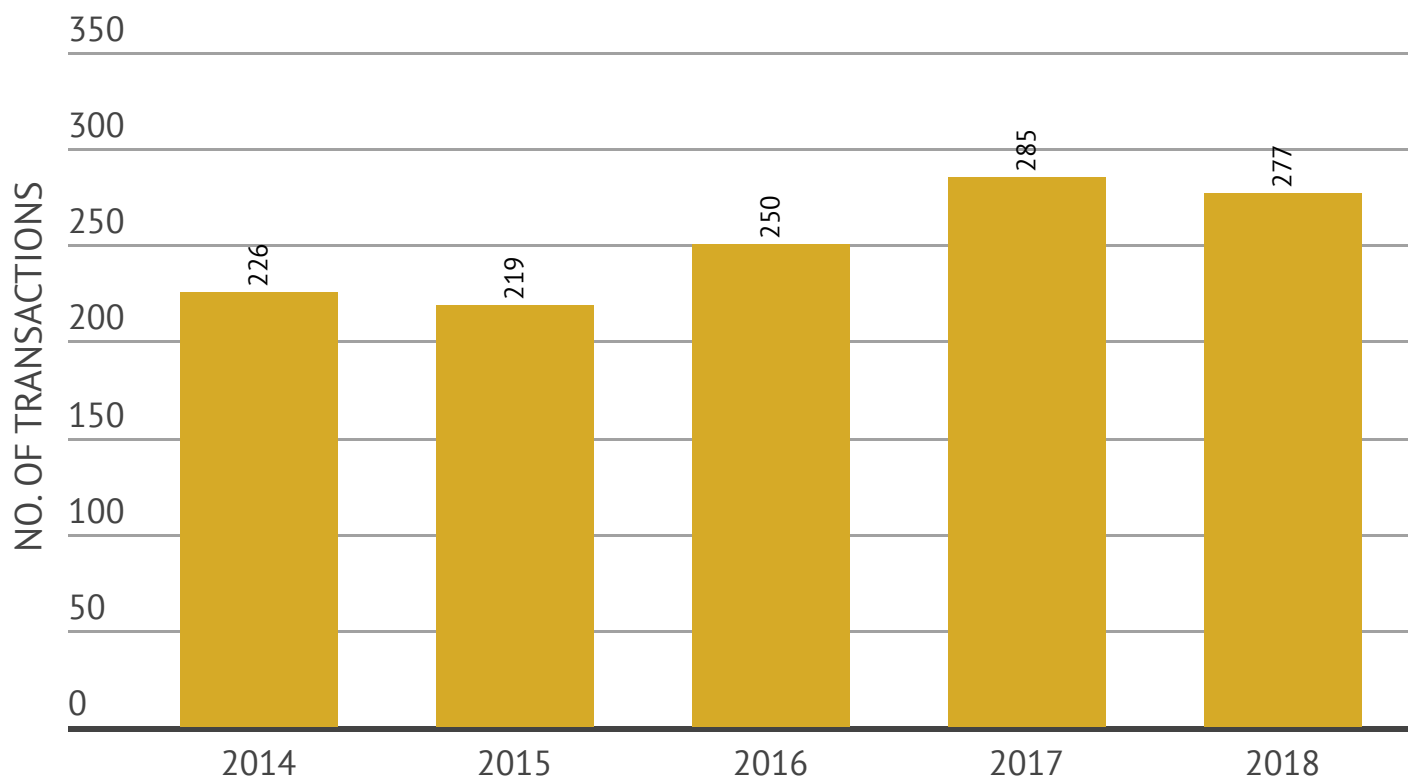
*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

*Source of all data is the Vail Board of Realtors, Multiple Listing Service. Information is deemed reliable but not guaranteed.*

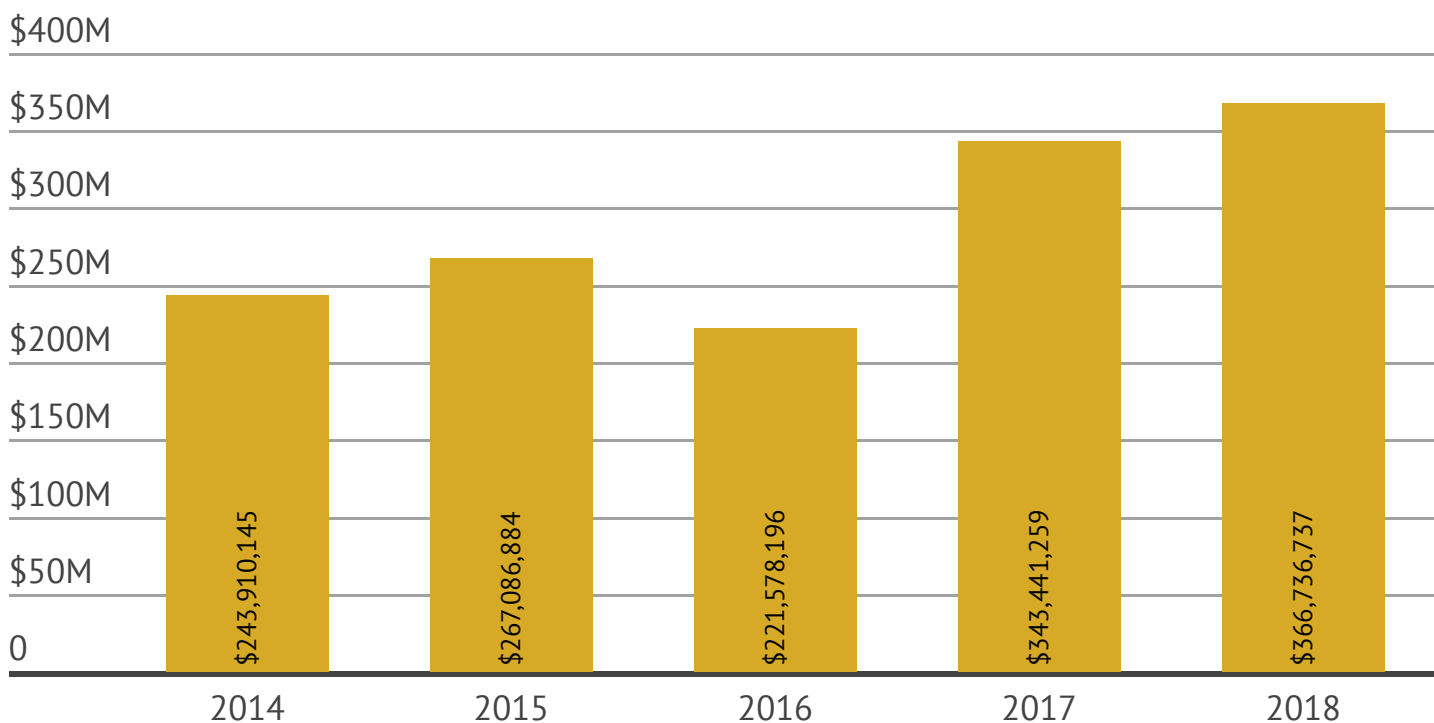




## TRANSACTION VOLUME COMPARISON



## SALES VOLUME COMPARISON



*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$9,400,000	1	350	\$9,400,000	\$9,400,000
2016	\$0	0	N/A	N/A	N/A
2017	\$35,425,000	2	538	\$17,712,500	\$17,712,500
2018	\$22,550,000	2	493	\$11,275,000	\$11,275,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$58,862,140	27	250	\$2,180,079	\$1,700,000
2016	\$33,027,500	15	503	\$2,201,833	\$2,150,000
2017	\$39,502,500	15	473	\$2,633,500	\$2,200,000
2018	\$69,943,000	27	291	\$2,590,481	\$1,975,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$1,510	N/A	\$2,177	\$2,504	AVERAGE	\$1,344	\$1,505	\$1,568	\$1,556

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.99%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	91.91%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,900,000	1	1667	\$2,900,000	\$2,900,000
2016	\$7,495,000	2	528	\$3,747,500	\$3,747,500
2017	\$11,957,500	4	198	\$2,989,250	\$2,603,500
2018	\$12,193,750	2	5	\$6,096,875	\$6,096,875

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,837,500	3	38	\$1,279,167	\$1,612,500
2016	\$14,005,000	9	316	\$1,556,111	\$1,550,000
2017	\$4,617,000	3	112	\$1,539,000	\$1,900,000
2018	\$0	0	N/A	N/A	N/A

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$743	\$929	\$1,030	\$1,319	AVERAGE	\$771	\$765	\$804	N/A

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.01%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$24,882,500	14	232	\$1,777,321	\$1,787,500
2016	\$12,109,500	9	218	\$1,345,500	\$1,150,000
2017	\$32,514,550	15	198	\$2,167,837	\$1,945,000
2018	\$22,762,500	8	239	\$2,845,313	\$2,515,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$6,303,500	11	119	\$573,045	\$575,000
2016	\$12,167,280	22	157	\$553,058	\$450,000
2017	\$12,859,000	21	86	\$612,333	\$475,000
2018	\$7,614,000	11	57	\$692,182	\$570,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$456	\$464	\$600	\$682	AVERAGE	\$455	\$448	\$521	\$546

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.99%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.59%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$86,000	1	95	\$86,000	\$86,000
2016	\$3,343,000	4	161	\$835,750	\$594,000
2017	\$2,402,000	4	282	\$600,500	\$500,000
2018	\$2,935,650	6	120	\$489,275	\$489,825

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$0	0	N/A	N/A	N/A
2016	\$0	0	N/A	N/A	N/A
2017	\$1,242,000	2	5	\$621,000	\$621,000
2018	\$0	0	N/A	N/A	N/A

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$270	\$188	\$357	\$300	AVERAGE	\$271	\$302	\$382	N/A

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.69%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$500,000	1	117	\$500,000	\$500,000
2016	\$1,250,000	2	65	\$625,000	\$625,000
2017	\$4,753,500	5	106	\$950,700	\$750,000
2018	\$4,626,350	5	60	\$925,270	\$760,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,495,500	5	109	\$299,100	\$336,500
2016	\$5,355,000	11	47	\$486,818	\$469,000
2017	\$2,623,000	5	42	\$524,600	\$487,500
2018	\$3,920,400	7	50	\$560,057	\$599,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2015	2016	2017	2018	
AVERAGE	\$286	\$269	\$331	\$362	AVERAGE	\$297	\$316	\$302	\$304

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	97.13%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.10%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$2,567,250	5	252	\$713,450	\$619,000
2016	\$1,050,000	1	350	\$1,050,000	\$1,050,000
2017	\$7,820,750	5	128	\$1,564,150	\$875,000
2018	\$6,969,000	8	118	\$871,125	\$797,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,563,000	13	64	\$427,923	\$378,500
2016	\$23,219,481	37	107	\$627,554	\$600,000
2017	\$12,294,625	25	164	\$491,785	\$392,500
2018	\$12,473,950	24	97	\$519,748	\$462,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2015	2016	2017	2018	
AVERAGE	\$259	\$371	\$336	\$330	AVERAGE	\$376	\$466	\$445	\$502

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.89%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.86%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

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	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$0	0	N/A	N/A	N/A
2016	\$3,450,000	1	250	\$3,450,000	\$3,450,000
2017	\$0	0	N/A	N/A	N/A
2018	\$0	0	N/A	N/A	N/A

## PRICE PER SQUARE FOOT COMPARISON

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	SINGLE-FAMILY/DUPLEX			
	2015	2016	2017	2018
AVERAGE	N/A	\$521	N/A	N/A

## SALE PRICE VS LIST PRICE COMPARISON

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SINGLE-FAMILY/DUPLEX	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$28,345,000	6	258	\$4,724,167	\$4,185,000
2016	\$1,475,000	1	16	\$1,475,000	\$1,475,000
2017	\$10,640,000	2	433	\$5,320,000	\$5,320,000
2018	\$38,720,000	8	162	\$4,840,000	\$4,325,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$29,128,000	18	258	\$1,618,222	\$1,195,000
2016	\$33,253,500	17	203	\$1,956,088	\$977,000
2017	\$25,991,900	16	237	\$1,624,494	\$1,082,500
2018	\$35,323,850	23	169	\$1,535,820	\$1,047,500

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$833	\$601	\$925	\$682	AVERAGE	\$698	\$782	\$786	\$827

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	92.39%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.15%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,250,000	1	1074	\$10,250,000	\$10,250,000
2016	\$6,175,000	1	413	\$6,175,000	\$6,175,000
2017	\$32,220,000	4	118	\$8,305,000	\$7,335,000
2018	\$0	0	N/A	N/A	N/A

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$14,194,300	11	105	\$1,290,391	\$1,124,900
2016	\$9,629,900	5	223	\$1,925,980	\$2,000,000
2017	\$6,600,000	3	216	\$2,200,000	\$2,300,000
2018	\$11,400,000	4	224	\$2,850,000	\$2,250,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2015	2016	2017	2018	
AVERAGE	\$990	\$634	\$1,068	N/A	AVERAGE	\$853	\$890	\$864	\$961

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.89%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$10,223,750	4	312	\$2,555,938	\$2,431,875
2016	\$7,355,000	3	229	\$2,451,667	\$1,950,000
2017	\$10,956,875	6	132	\$1,826,146	\$1,762,500
2018	\$3,650,000	2	10	\$1,825,000	\$1,825,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$5,462,500	6	325	\$910,417	\$646,250
2016	\$3,749,200	4	84	\$937,300	\$832,100
2017	\$4,075,000	5	82	\$815,000	\$675,000
2018	\$2,945,000	3	26	\$981,667	\$955,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$535	\$573	\$499	\$614	AVERAGE	\$540	\$520	\$616	\$546

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	103.1%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.12%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

**SINGLE-FAMILY/DUPLEX**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$4,251,366	3	370	\$1,417,122	\$1,309,866
2016	\$1,210,000	2	213	\$605,000	\$605,000
2017	\$8,380,000	5	163	\$1,676,000	\$1,645,000
2018	\$3,065,000	3	91	\$1,021,667	\$1,150,000

**CONDOMINIUM/TOWNHOME**

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,679,500	9	85	\$408,833	\$425,000
2016	\$4,426,000	10	92	\$442,600	\$368,500
2017	\$6,043,500	15	31	\$402,900	\$395,000
2018	\$7,198,295	15	53	\$479,886	\$470,000

**PRICE PER SQUARE FOOT COMPARISON**

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$270	\$188	\$357	\$292	AVERAGE	\$271	\$302	\$382	\$386

**SALE PRICE VS LIST PRICE COMPARISON**

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.36%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	100.0%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$3,814,250	5	152	\$762,850	\$700,000
2016	\$5,072,000	4	208	\$1,268,000	\$1,277,500
2017	\$7,643,000	7	397	\$1,091,857	\$1,050,000
2018	\$8,026,375	9	96	\$891,819	\$955,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$377,500	1	32	\$377,500	\$377,500
2016	\$0	0	N/A	N/A	N/A
2017	\$465,000	1	115	\$465,000	\$465,000
2018	\$1,430,000	2	8	\$715,000	\$715,000

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$316	\$316	\$371	\$315	AVERAGE	\$283	N/A	\$327	\$458

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	94.12%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	95.72%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*

## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$13,167,900	8	434	\$1,645,988	\$1,575,000
2016	\$2,730,000	2	68	\$1,365,000	\$1,365,000
2017	\$14,794,500	10	349	\$1,479,450	\$1,627,500
2018	\$12,869,000	7	222	\$1,838,429	\$1,850,000

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$0	0	N/A	N/A	N/A
2016	\$0	0	N/A	N/A	N/A
2017	\$0	0	N/A	N/A	N/A
2018	\$0	0	N/A	N/A	N/A

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX				CONDOMINIUM/TOWNHOME				
	2015	2016	2017	2018	2015	2016	2017	2018	
AVERAGE	\$327	\$325	\$332	\$348	AVERAGE	N/A	N/A	N/A	N/A

## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	93.88%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	N/A

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*





## SINGLE-FAMILY/DUPLEX

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	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,965,000	1	315	\$1,965,000	\$1,965,000
2016	\$680,000	1	80	\$680,000	\$680,000
2017	\$895,000	1	243	\$895,000	\$895,000
2018	\$4,760,000	3	245	\$1,586,667	\$1,340,000

## PRICE PER SQUARE FOOT COMPARISON

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	SINGLE-FAMILY/DUPLEX			
	2015	2016	2017	2018
AVERAGE	\$214	\$169	\$313	\$306

## SALE PRICE VS LIST PRICE COMPARISON

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SINGLE-FAMILY/DUPLEX	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	89.64%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



### SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$8,379,500	11	222	\$761,773	\$630,000
2016	\$7,160,000	11	141	\$650,909	\$590,000
2017	\$9,532,250	16	82	\$595,766	\$567,500
2018	\$9,585,250	15	119	\$639,017	\$595,000

### CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$1,295,200	4	149	\$323,800	\$339,600
2016	\$3,443,000	12	54	\$286,917	\$287,500
2017	\$1,751,309	6	88	\$291,885	\$281,000
2018	\$1,430,500	4	43	\$357,625	\$357,750

### PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$235	\$200	\$201	\$211	AVERAGE	\$198	\$214	\$270	\$222

### SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.77%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	96.23%

*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



## SINGLE-FAMILY/DUPLEX

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$4,773,085	14	57	\$340,935	\$342,000
2016	\$3,574,623	9	125	\$397,180	\$395,000
2017	\$10,301,892	24	67	\$429,246	\$421,000
2018	\$14,515,400	31	76	\$468,239	\$464,500

## CONDOMINIUM/TOWNHOME

	SALES VOLUME	NO. OF SALES	AVG. DAYS ON MARKET	AVG. SALE	MEDIAN SALE
2015	\$237,000	1	13	\$237,000	\$237,000
2016	\$1,283,326	5	88	\$256,665	\$165,000
2017	\$1,563,000	7	44	\$223,286	\$225,000
2018	\$939,442	2	184	\$469,721	\$469,721

## PRICE PER SQUARE FOOT COMPARISON

	SINGLE-FAMILY/DUPLEX					CONDOMINIUM/TOWNHOME			
	2015	2016	2017	2018		2015	2016	2017	2018
AVERAGE	\$166	\$181	\$211	\$213	AVERAGE	\$151	\$197	\$178	\$249

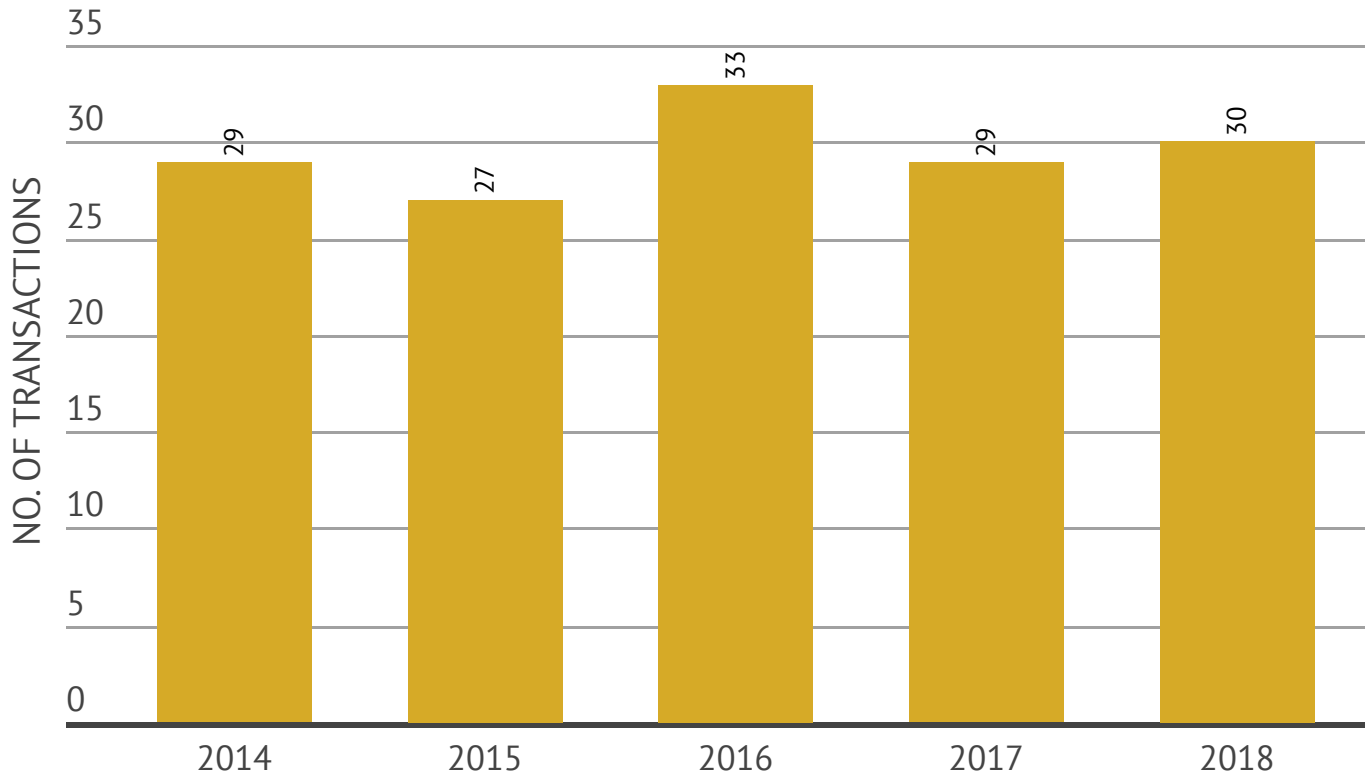
## SALE PRICE VS LIST PRICE COMPARISON

SINGLE-FAMILY/DUPLEX		CONDOMINIUM/TOWNHOME	
AVERAGE OF SALE PRICE/LAST LISTED PRICE	99.77%	AVERAGE OF SALE PRICE/LAST LISTED PRICE	102.1%

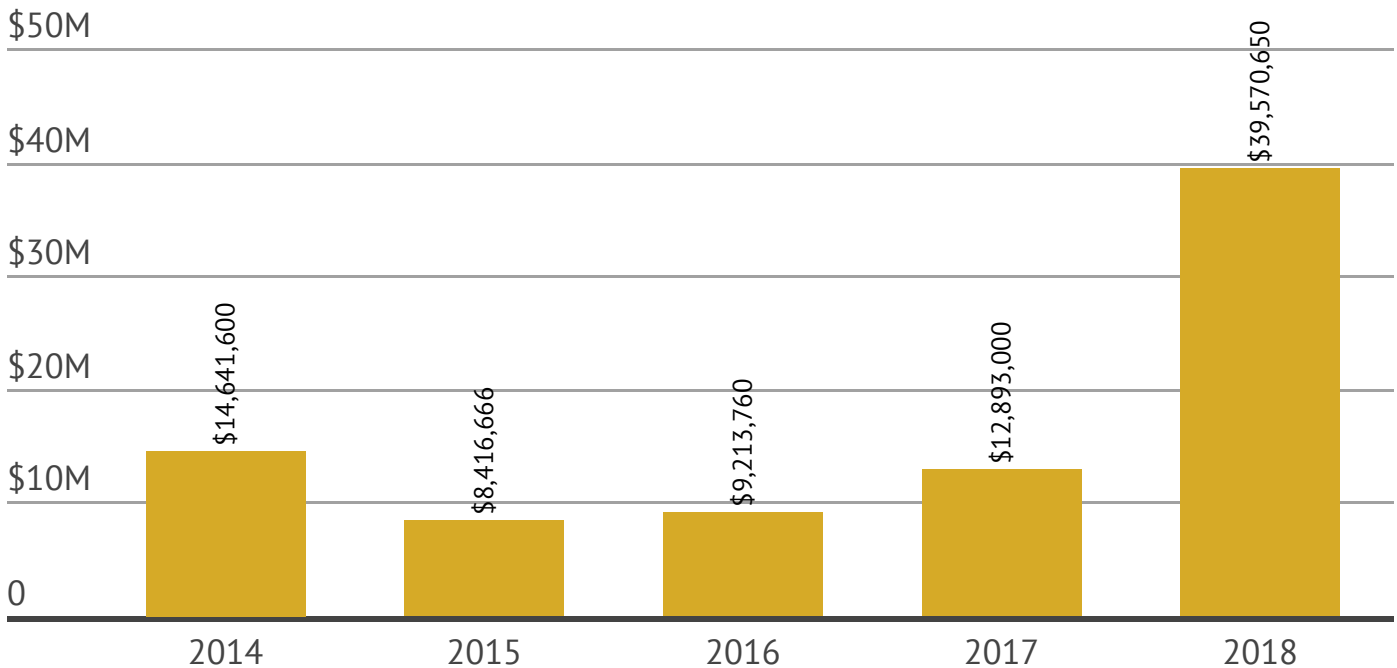
*\*Data gathered is from Land and Residential sales from 1.1.18 through 3.31.2018.*



## TRANSACTION VOLUME COMPARISON



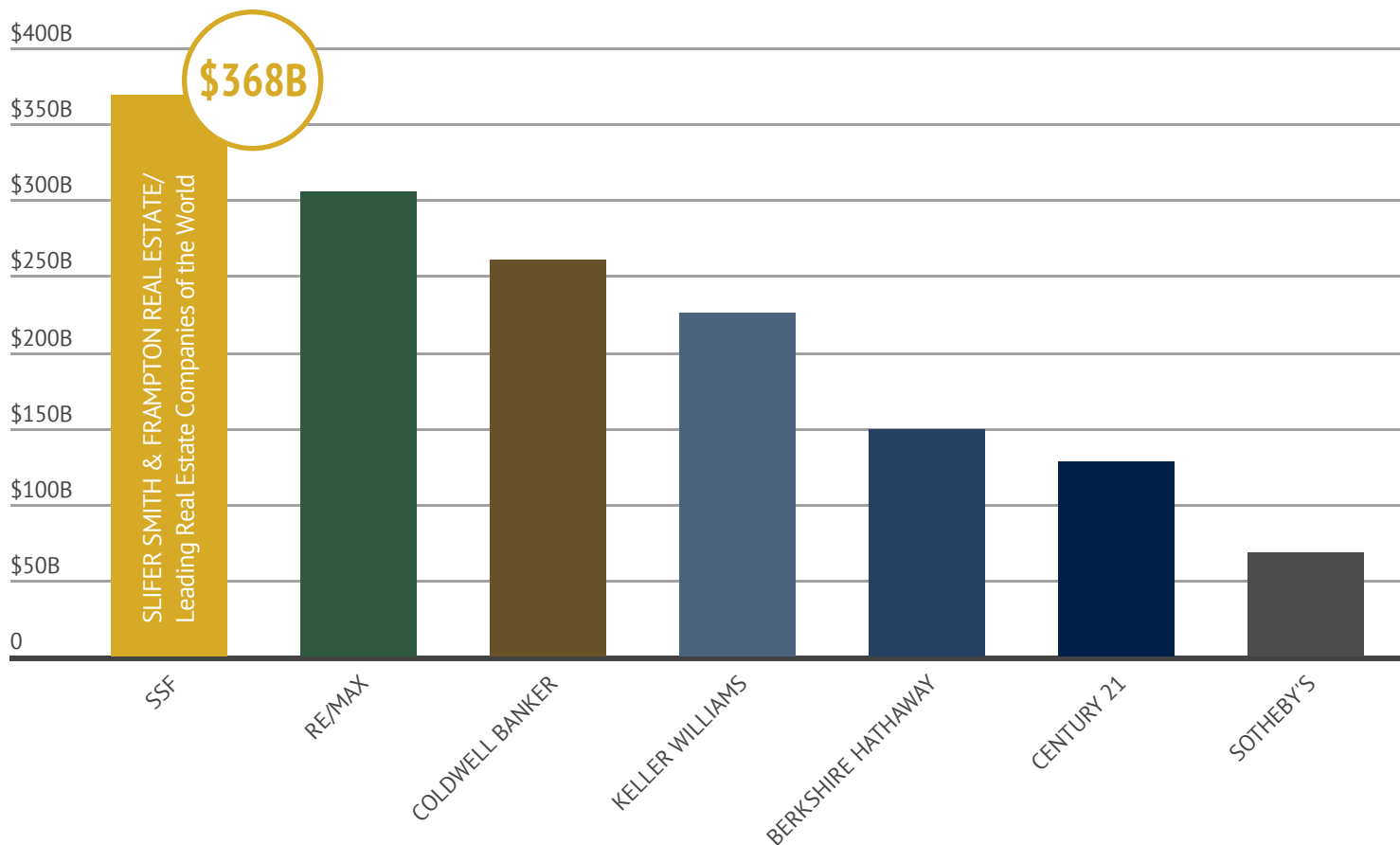
## SALES VOLUME COMPARISON



*\*Data gathered is from Land sales from 1.1.18 through 3.31.2018.*

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COUNTRIES

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