



Western Mountain

RESORT ALLIANCE

*Your Gateway to Mountain Real Estate*

# 2012 WMRA Year-End Report



## Park City



		<u>2012</u>	<u>2011</u>	<u>Difference</u>	<u>% Change</u>
	# of Agents	746	779	-33	-4%
# of Active Listings	Homes	588	689	-101	-15%
	Condos	425	602	-177	-29%
	Land	702	739	-37	-5%
	Other***	85	120	-35	-29%
	<b>Total</b>	<b>1,800</b>	<b>2,150</b>	<b>-350</b>	<b>-16%</b>
# of Units Sold	Homes	797	738	59	8%
	Condos	616	532	84	16%
	Land	302	266	36	14%
	Other***	44	67	-23	-34%
	<b>Total</b>	<b>1,759</b>	<b>1,603</b>	<b>156</b>	<b>10%</b>
Total Volume Sold	Homes	\$718,316,580	\$622,899,764	\$95,416,816	15%
	Condos	\$376,377,368	\$322,302,358	\$54,075,010	17%
	Land	\$95,473,728	\$82,429,869	\$13,043,859	16%
	Other***	\$22,517,496	\$22,920,677	\$(403,181)	-2%
	<b>Total</b>	<b>\$1,212,685,172</b>	<b>\$1,050,552,668</b>	<b>\$162,132,504</b>	<b>15%</b>
Average Sales Price	Homes	\$901,276	\$844,038	\$57,238	7%
	Condos	\$611,002	\$605,832	\$5,171	1%
	Land	\$316,138	\$309,887	\$6,251	2%
	Other***	\$511,761	\$342,100	\$169,662	50%
	<b>Total</b>	<b>\$689,417</b>	<b>\$655,367</b>	<b>\$34,051</b>	<b>5%</b>
Median Sales Price	Homes	\$559,500	\$547,000	\$12,500	2%
	Condos	\$343,950	\$320,000	\$23,950	7%
	Land	\$213,750	\$175,000	\$38,750	22%
	Other***	\$120,000	\$125,000	\$(5,000)	-4%
	<b>Total</b>	<b>\$399,000</b>	<b>\$350,000</b>	<b>\$49,000</b>	<b>14%</b>

## Sun Valley



		<b>2012</b>	<b>2011</b>	<b>Difference</b>	<b>% Change</b>
	# of Agents	257	267	-10	-4%
# of Active Listings	Homes	252	512	-260	-51%
	Condos	271	337	-66	-20%
	Land	196	346	-150	-43%
	Other***	92	185	-93	-50%
	<b>Total</b>	<b>811</b>	<b>1,380</b>	<b>-569</b>	<b>-41%</b>
# of Units Sold	Homes	290	183	107	58%
	Condos	262	195	67	34%
	Land	37	20	17	85%
	Other***	19	18	1	6%
	<b>Total</b>	<b>608</b>	<b>416</b>	<b>192</b>	<b>46%</b>
Total Volume Sold	Homes	\$190,329,449	\$126,125,017	\$64,204,432	51%
	Condos	\$92,617,533	\$75,298,309	\$17,319,224	23%
	Land	\$16,513,198	\$9,257,262	\$7,255,936	78%
	Other***	\$13,331,600	\$10,651,000	\$2,680,600	25%
	<b>Total</b>	<b>\$312,791,780</b>	<b>\$221,331,588</b>	<b>\$91,460,192</b>	<b>41%</b>
Average Sales Price	Homes	\$656,308	\$689,208	\$(32,899)	-5%
	Condos	\$353,502	\$386,145	\$(32,643)	-8%
	Land	\$46,303	\$62,863	\$(16,560)	-4%
	Other***	\$701,663	\$591,722	\$109,941	19%
	<b>Total</b>	<b>\$514,460</b>	<b>\$532,047</b>	<b>\$(17,587)</b>	<b>-3%</b>
Median Sales Price	Homes	\$310,000	\$360,000	\$(50,000)	-14%
	Condos	\$192,000	\$265,000	\$(73,000)	-28%
	Land	\$185,000	\$237,500	\$(52,500)	-22%
	Other***	\$276,500	\$146,000	\$130,500	89%
	<b>Total</b>	<b>\$243,500</b>	<b>\$290,000</b>	<b>\$(46,500)</b>	<b>-16%</b>

## Vail



		<u>2012</u>	<u>2011</u>	<u>Difference</u>	<u>% Change</u>
	# of Agents	632	631	1	0%
# of Active Listings	Homes	355	405	-50	-12%
	Condos	767	938	-171	-18%
	Land	238	260	-22	-8%
	Other***	205	192	13	7%
	<b>Total</b>	<b>1,565</b>	<b>1,795</b>	<b>-230</b>	<b>-13%</b>
# of Units Sold	Homes	498	334	164	49%
	Condos	806	661	145	22%
	Land	89	92	-3	-3%
	Other***	60	41	19	46%
	<b>Total</b>	<b>1,453</b>	<b>1,128</b>	<b>325</b>	<b>29%</b>
Total Volume Sold	Homes	\$547,955,418	\$352,193,495	\$195,761,923	56%
	Condos	\$705,966,369	\$617,532,984	\$88,433,385	14%
	Land	\$42,986,799	\$35,290,300	\$7,696,499	22%
	Other***	\$82,618,198	\$42,401,000	\$40,217,198	95%
	<b>Total</b>	<b>\$1,379,526,784</b>	<b>\$1,047,417,779</b>	<b>\$332,109,005</b>	<b>32%</b>
Average Sales Price	Homes	\$1,100,312	\$1,054,472	\$45,841	4%
	Condos	\$875,889	\$934,241	\$(58,352)	-6%
	Land	\$482,998	\$383,590	\$99,408	26%
	Other***	\$1,376,970	\$1,034,171	\$342,799	33%
	<b>Total</b>	<b>\$949,433</b>	<b>\$928,562</b>	<b>\$20,872</b>	<b>2%</b>
Median Sales Price	Homes	\$450,000	\$430,000	\$20,000	5%
	Condos	\$415,000	\$485,000	\$(70,000)	-14%
	Land	\$119,500	\$137,500	\$(18,000)	-13%
	Other***	\$309,750	\$300,000	\$9,750	3%
	<b>Total</b>	<b>\$410,000</b>	<b>\$420,600</b>	<b>\$ (10,600)</b>	<b>-3%</b>

## Tahoe/Truckee



		<b>2012</b>	<b>2011</b>	<b>Difference</b>	<b>% Change</b>
	# of Agents	670	572	98	17%
# of	Homes	378	607	-229	-38%
Active Listings	Condos	173	234	-61	-26%
	Land	398	457	-59	-13%
	Other***	162	154	8	5%
	<b>Total</b>	<b>1,111</b>	<b>1,452</b>	<b>-341</b>	<b>-23%</b>
# of	Homes	1,126	963	163	17%
Units Sold	Condos	300	261	39	15%
	Land	205	159	46	29%
	Other***	93	76	17	22%
	<b>Total</b>	<b>1,724</b>	<b>1,459</b>	<b>265</b>	<b>18%</b>
Total	Homes	\$727,376,306	\$555,641,825	\$171,734,481	31%
Volume Sold	Condos	\$129,960,215	\$99,976,293	\$29,983,922	30%
	Land	\$45,192,970	\$36,105,100	\$9,087,870	25%
	Other***	\$8,059,350	\$8,751,439	\$(692,089)	-8%
	<b>Total</b>	<b>\$910,588,841</b>	<b>\$700,474,657</b>	<b>\$210,114,184</b>	<b>30%</b>
Average	Homes	\$645,983	\$576,990	\$68,992	12%
Sales Price	Condos	\$433,201	\$383,051	\$50,150	13%
	Land	\$220,454	\$227,076	\$(6,623)	-3%
	Other***	\$86,660	\$115,151	\$(28,491)	-25%
	<b>Total</b>	<b>\$528,184</b>	<b>\$480,106</b>	<b>\$48,078</b>	<b>10%</b>
Median	Homes	\$430,250	\$425,000	\$5,250	1%
Sales Price	Condos	\$290,000	\$290,000	\$0	0%
	Land	\$95,000	\$81,000	\$14,000	17%
	Other***	\$53,400	\$52,500	\$900	2%
	<b>Total</b>	<b>\$192,500</b>	<b>\$185,500</b>	<b>\$7,000</b>	<b>4%</b>

## Whistler



		<u>2012</u>	<u>2011</u>	<u>Difference</u>	<u>% Change</u>
	# of Agents	140	131	9	7%
# of	Homes	127	141	-14	-10%
Active Listings	Condos	342	458	-116	-25%
	Land	69	67	2	3%
	Other***	79	92	-13	-14%
	<b>Total</b>	<b>617</b>	<b>758</b>	<b>-141</b>	<b>-19%</b>
# of	Homes	105	109	-4	-4%
Units Sold	Condos	379	352	27	8%
	Land	19	14	5	36%
	Other***	57	62	-5	-8%
	<b>Total</b>	<b>560</b>	<b>537</b>	<b>23</b>	<b>4%</b>
Total	Homes	\$153,801,900	\$158,134,513	\$(4,332,613)	-3%
Volume Sold	Condos	\$215,442,007	\$186,776,200	\$28,665,807	15%
	Land	\$16,152,375	\$10,245,000	\$5,907,375	58%
	Other***	\$6,067,710	\$7,688,438	\$(1,620,728)	-21%
	<b>Total</b>	<b>\$391,463,992</b>	<b>\$362,844,151</b>	<b>\$28,619,841</b>	<b>8%</b>
Average	Homes	\$1,464,780	\$1,450,775	\$14,005	1%
Sales Price	Condos	\$568,449	\$530,614	\$37,834	7%
	Land	\$850,125	\$731,786	\$118,339	16%
	Other***	\$106,451	\$124,007	\$(17,556)	-14%
	<b>Total</b>	<b>\$699,043</b>	<b>\$ 675,687</b>	<b>\$23,355</b>	<b>3%</b>
Median	Homes	\$1,230,000	\$1,106,000	\$124,000	11%
Sales Price	Condos	\$430,000	\$506,250	\$(76,250)	-15%
	Land	\$813,750	\$632,500	\$181,250	29%
	Other***	\$86,500	\$133,950	\$(47,450)	-35%
	<b>Total</b>				

## Teton



		<u>2012</u>	<u>2011</u>	<u>Difference</u>	<u>% Change</u>
	# of Agents	466	529	-63	-12%
# of	Homes	193	237	-44	-19%
Active Listings	Condos	107	162	-55	-34%
	Land	202	214	-12	-6%
	Other***	40	80	-40	-50%
	<b>Total</b>	<b>542</b>	<b>693</b>	<b>-151</b>	<b>-22%</b>
# of	Homes	201	164	37	23%
Units Sold	Condos	135	119	16	13%
	Land	77	34	43	126%
	Other***	18	12	6	50%
	<b>Total</b>	<b>431</b>	<b>329</b>	<b>102</b>	<b>31%</b>
Total	Homes	\$374,356,295	\$264,169,622	\$110,186,673	42%
Volume Sold	Condos	\$78,587,257	\$70,749,465	\$7,837,792	11%
	Land	\$147,937,123	\$56,389,047	\$91,548,076	162%
	Other***	\$43,656,500	\$11,246,900	\$32,409,600	288%
	<b>Total</b>	<b>\$644,537,175</b>	<b>\$402,555,034</b>	<b>\$241,982,141</b>	<b>60%</b>
Average	Homes	\$1,862,469	\$1,610,790	\$251,679	16%
Sales Price	Condos	\$582,128	\$594,533	\$(12,405)	-2%
	Land	\$1,921,261	\$1,658,501	\$262,760	16%
	Other***	\$2,425,361	\$937,242	\$1,488,119	159%
	<b>Total</b>	<b>\$1,495,446</b>	<b>\$1,223,572</b>	<b>\$271,874</b>	<b>22%</b>
Median	Homes	\$849,400	\$862,500	\$(13,100)	-2%
Sales Price	Condos	\$350,988	\$383,750	\$(32,762)	-9%
	Land	\$555,000	\$785,000	\$(230,000)	-29%
	Other***	\$1,035,000	\$607,500	\$427,500	70%
	<b>Total</b>	<b>\$570,775</b>	<b>\$667,000</b>	<b>\$(96,225)</b>	<b>-14%</b>

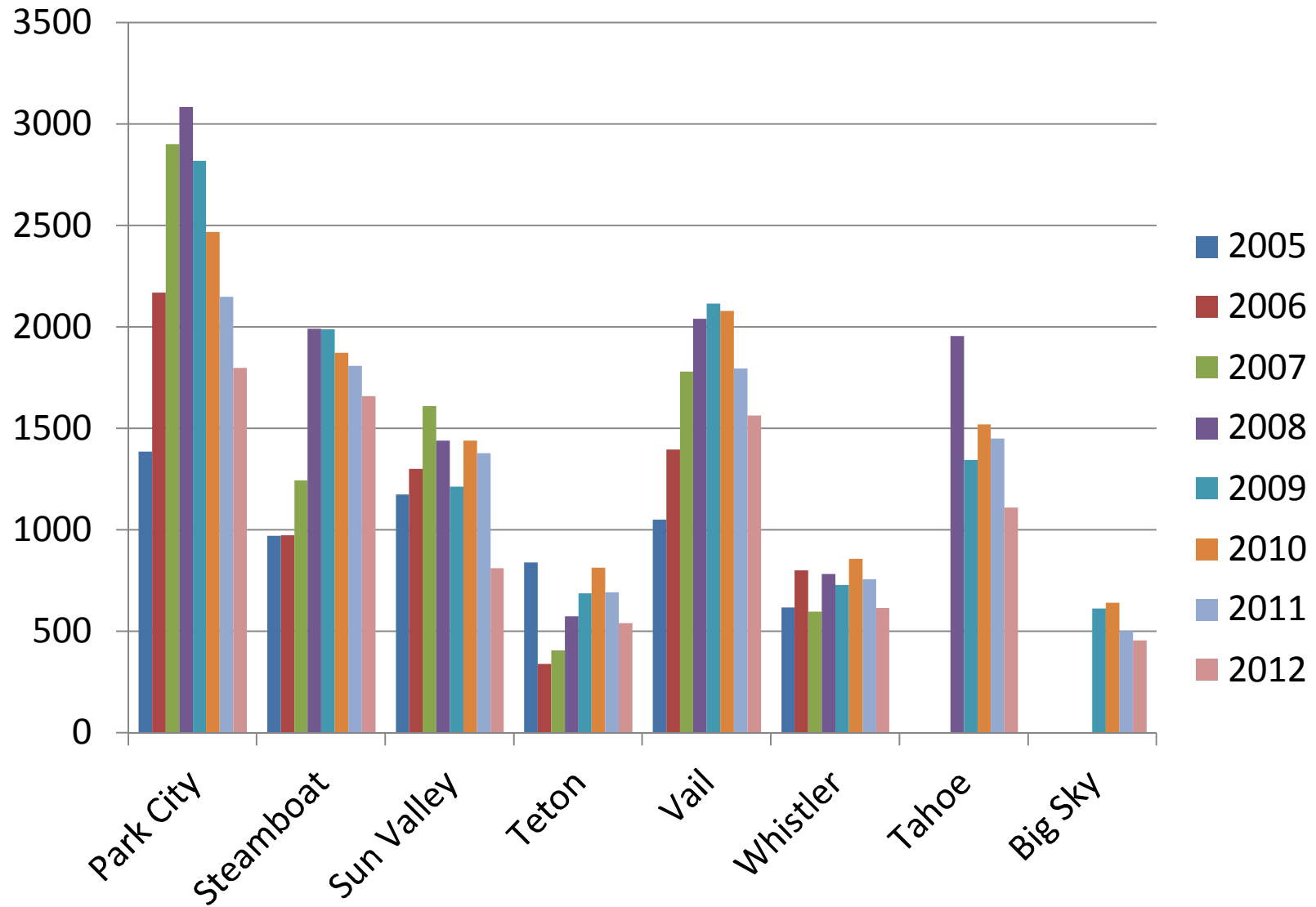


## Steamboat

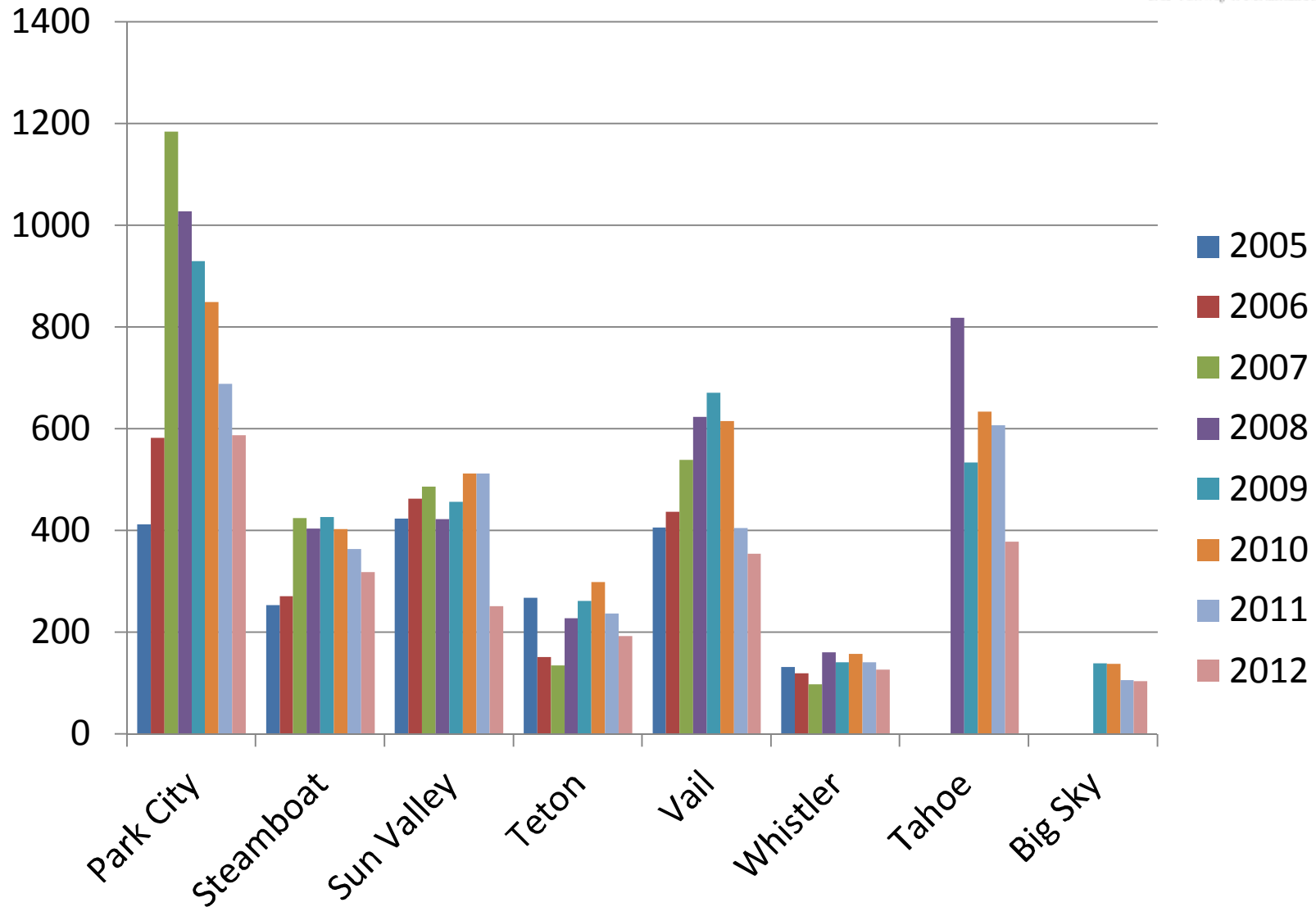


		<b>2012</b>	<b>2011</b>	<b>Difference</b>	<b>% Change</b>
	# of Agents	315	323	-8	-2%
# of	Homes	319	364	-45	-12%
Active Listings	Condos	438	519	-81	-16%
	Land	669	595	74	12%
	Other***	235	330	-95	-29%
	<b>Total</b>	<b>1,661</b>	<b>1,808</b>	<b>-147</b>	<b>-8%</b>
# of	Homes	259	264	-5	-2%
Units Sold	Condos	369	288	81	28%
	Land	70	85	-15	-18%
	Other***	94	89	5	6%
	<b>Total</b>	<b>792</b>	<b>726</b>	<b>66</b>	<b>9%</b>
Total	Homes	\$144,866,787	\$164,561,285	\$(19,694,498)	-12%
Volume Sold	Condos	\$152,743,528	\$128,491,642	\$24,251,886	19%
	Land	\$25,203,530	\$28,964,045	\$(3,760,515)	-13%
	Other***	\$22,360,200	\$23,159,066	\$(798,866)	-3%
	<b>Total</b>	<b>\$345,174,045</b>	<b>\$345,176,038</b>	<b>\$(1,993)</b>	<b>0%</b>
Average	Homes	\$559,331	\$623,338	\$(64,007)	-10%
Sales Price	Condos	\$413,939	\$446,152	\$(32,212)	-7%
	Land	\$360,050	\$340,753	\$19,297	6%
	Other***	\$237,874	\$260,214	\$(22,340)	-9%
	<b>Total</b>	<b>\$435,826</b>	<b>\$475,449</b>	<b>\$(39,623)</b>	<b>-8%</b>
Median	Homes	\$419,383	\$400,000	\$19,383	5%
Sales Price	Condos	\$299,000	\$259,500	\$39,500	15%
	Land	\$150,000	\$155,000	\$(5,000)	-3%
	Other***	\$148,750	\$100,000	\$48,750	49%
	<b>Total</b>	<b>\$310,000</b>	<b>\$228,625</b>	<b>\$81,375</b>	<b>36%</b>

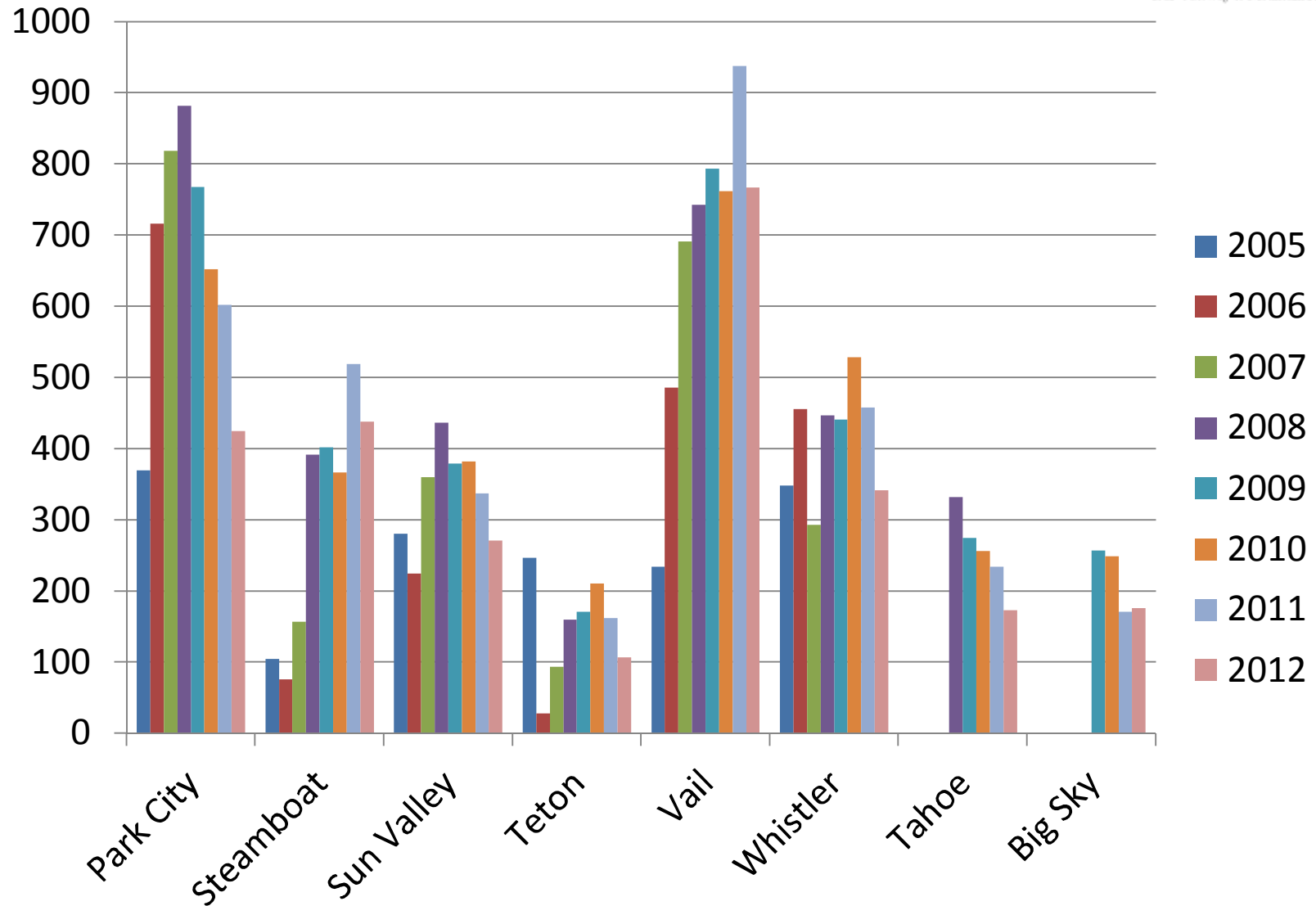
### Number of Active Listings - Total



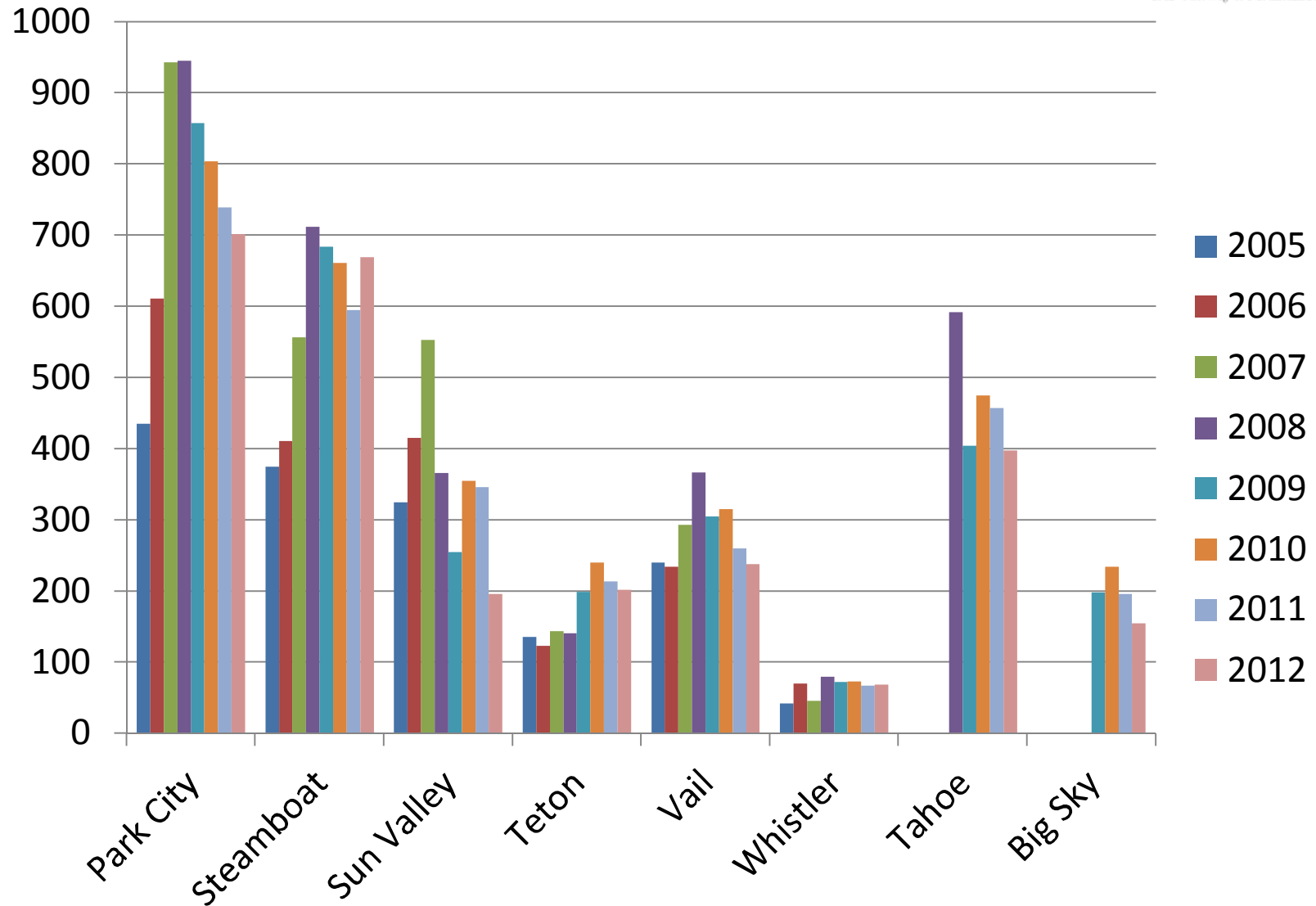
## Number of Active Listings - Homes



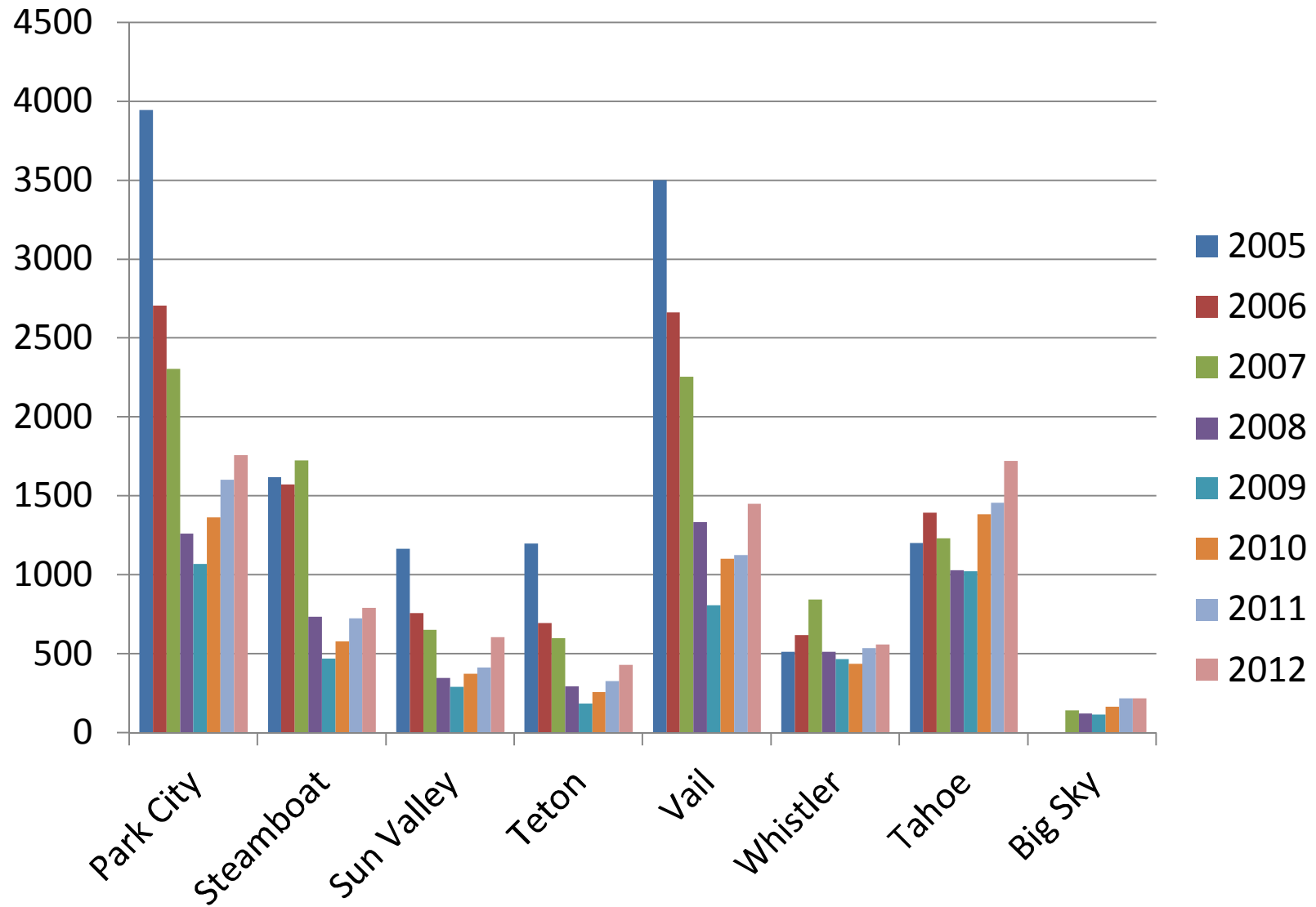
## Number of Active Listings - Condos



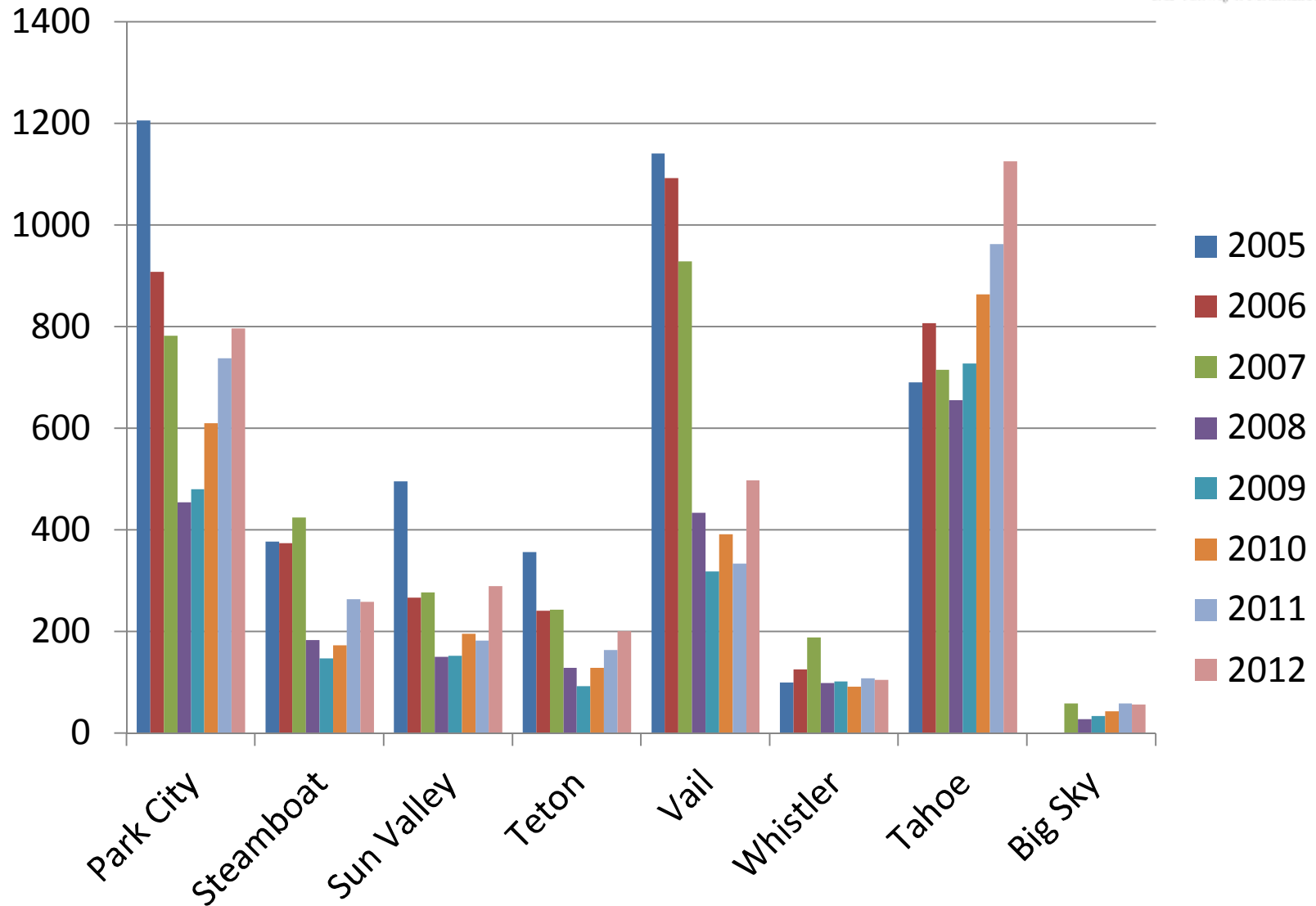
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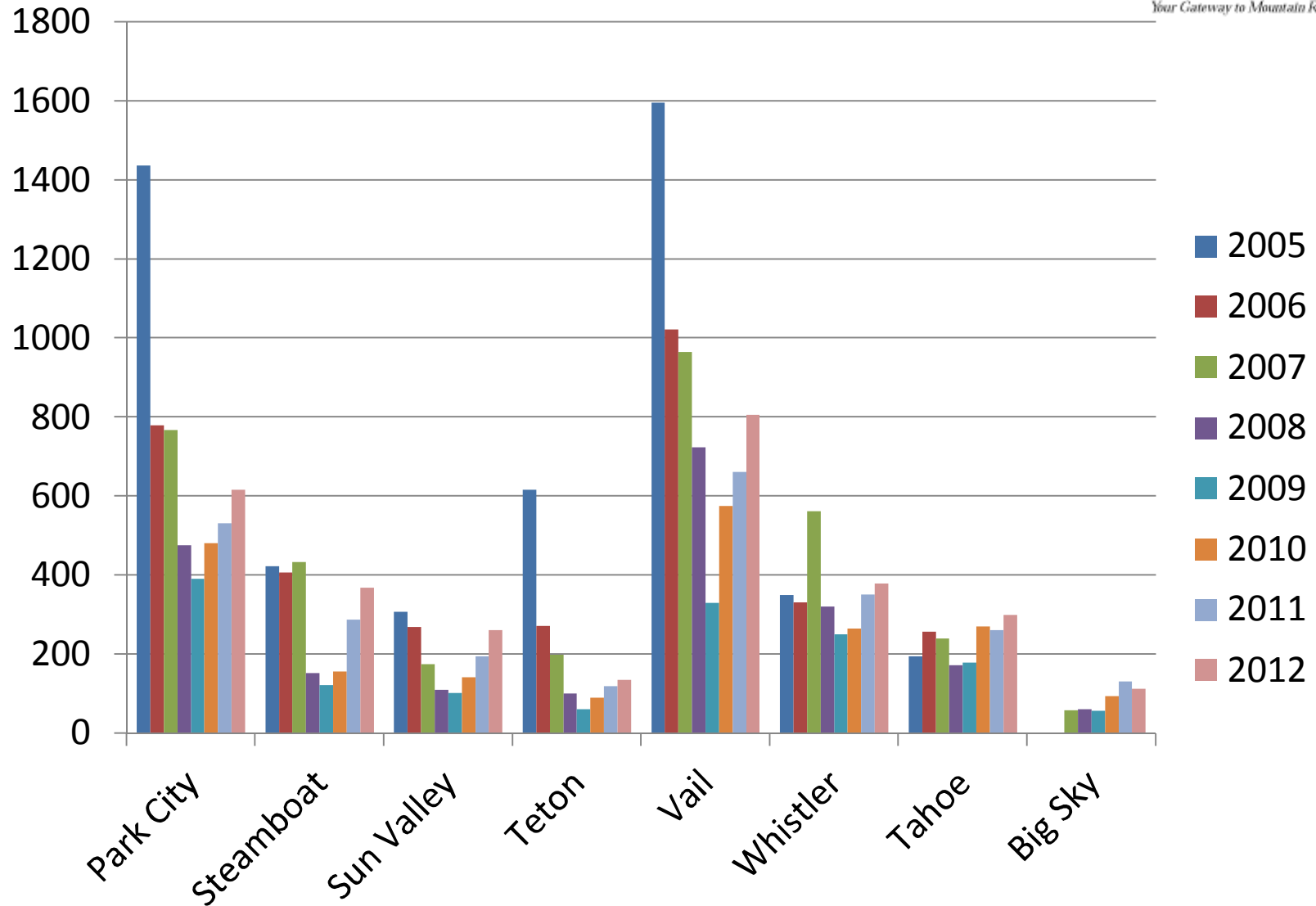
### Number of Units Sold - Total



## Number of Units Sold - Homes

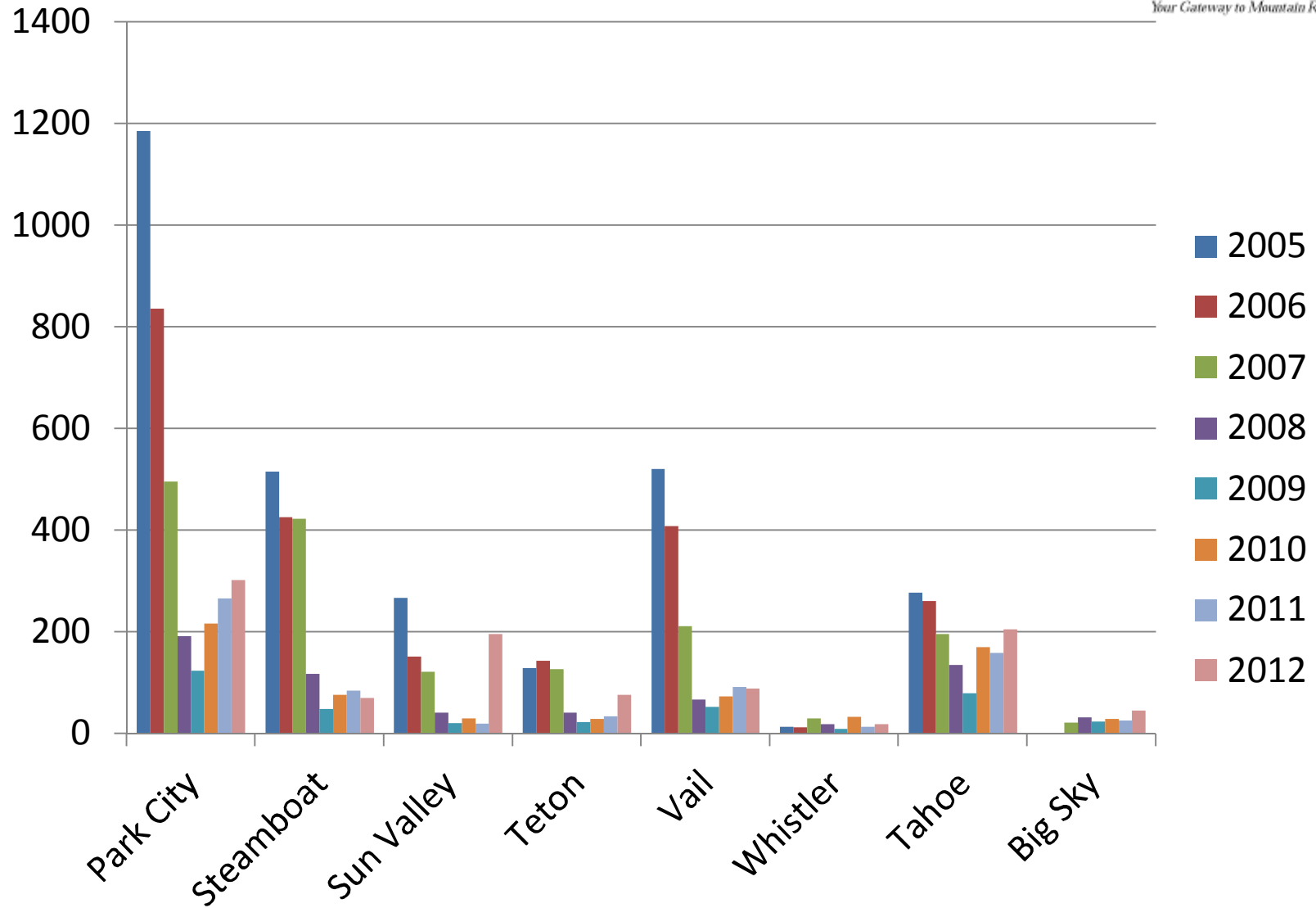


## Number of Units Sold - Condos

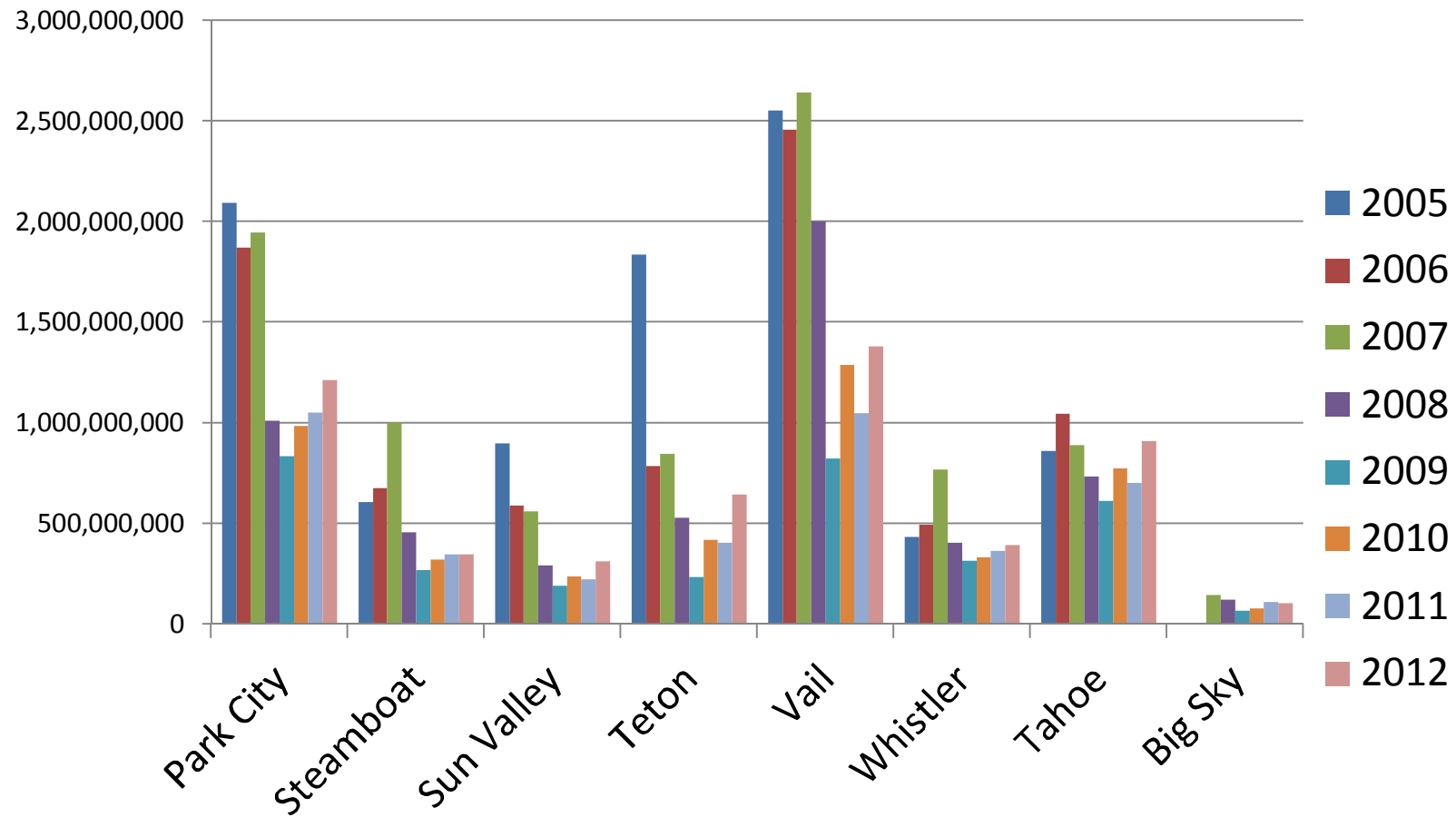




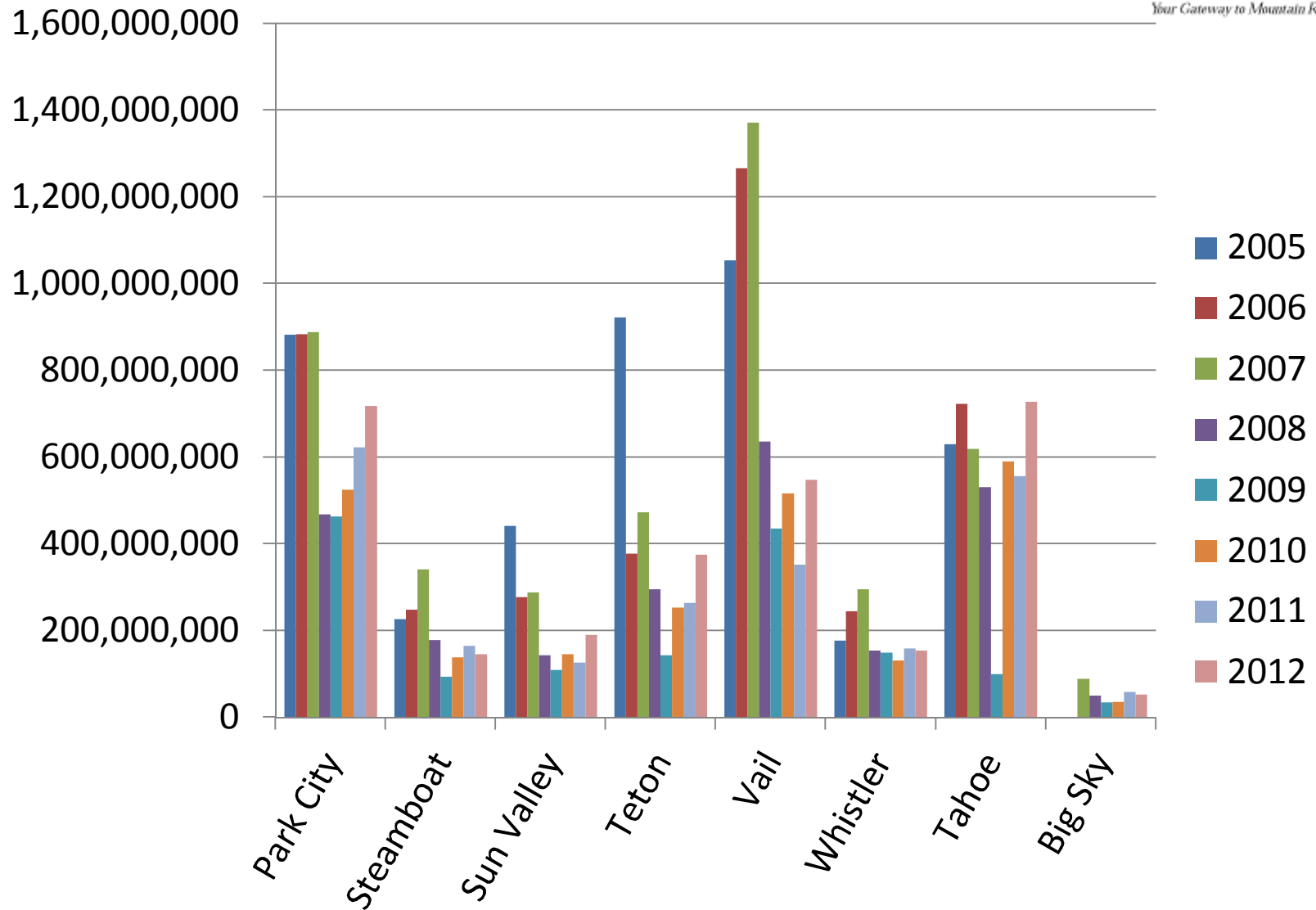
### Number of Units Sold - Land



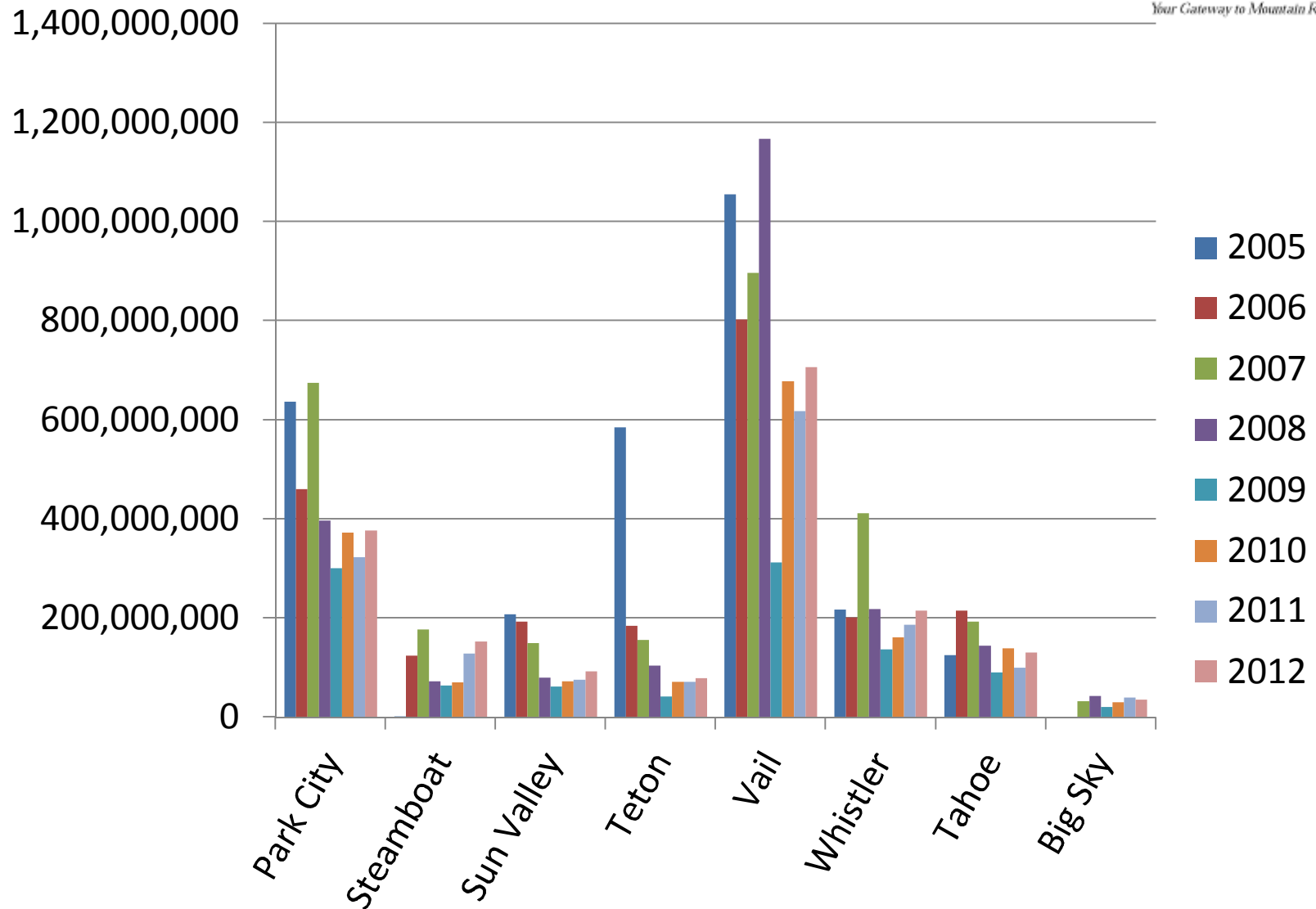
## Dollar Volume Sold - Total



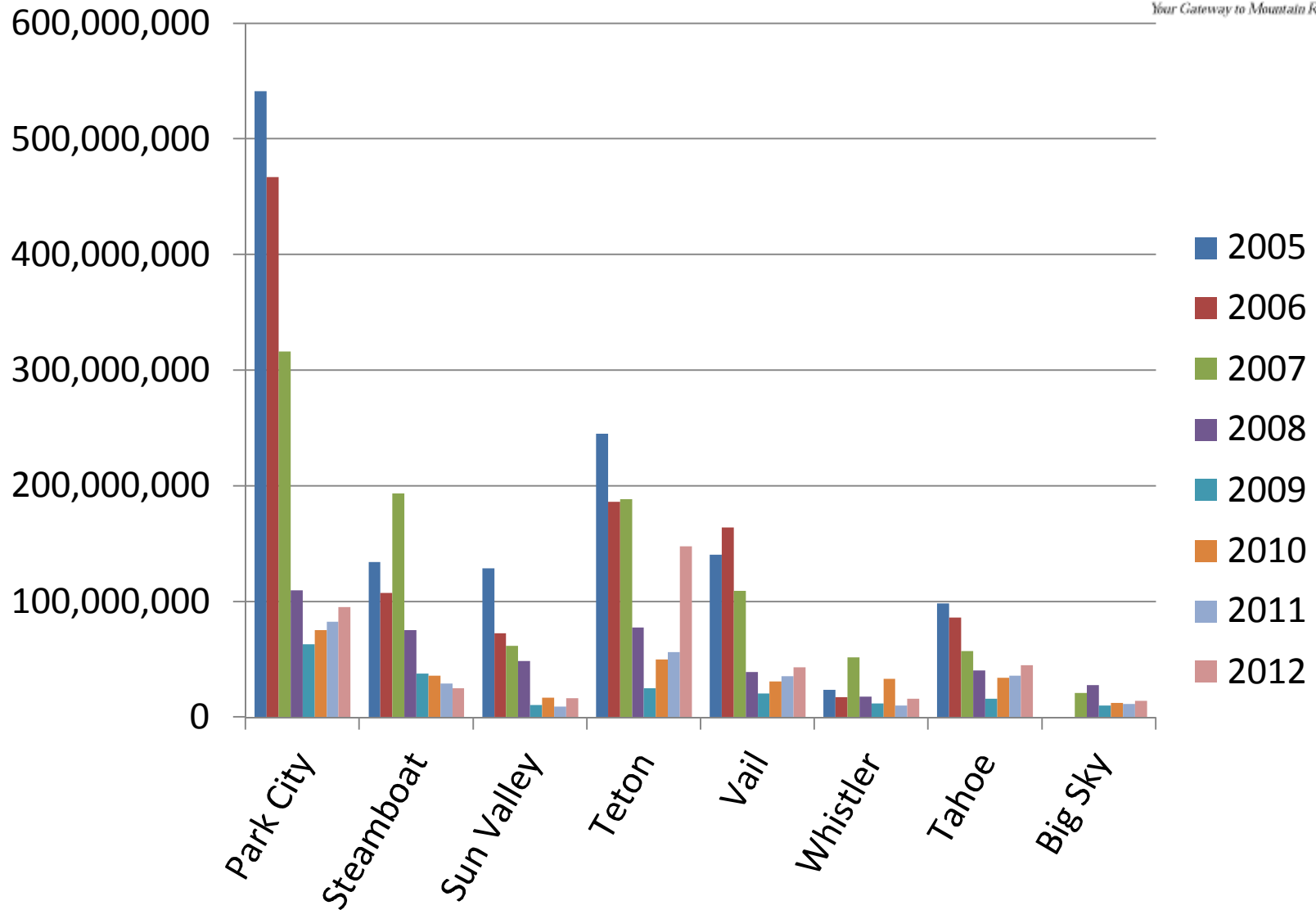
### Dollar Volume Sold - Homes



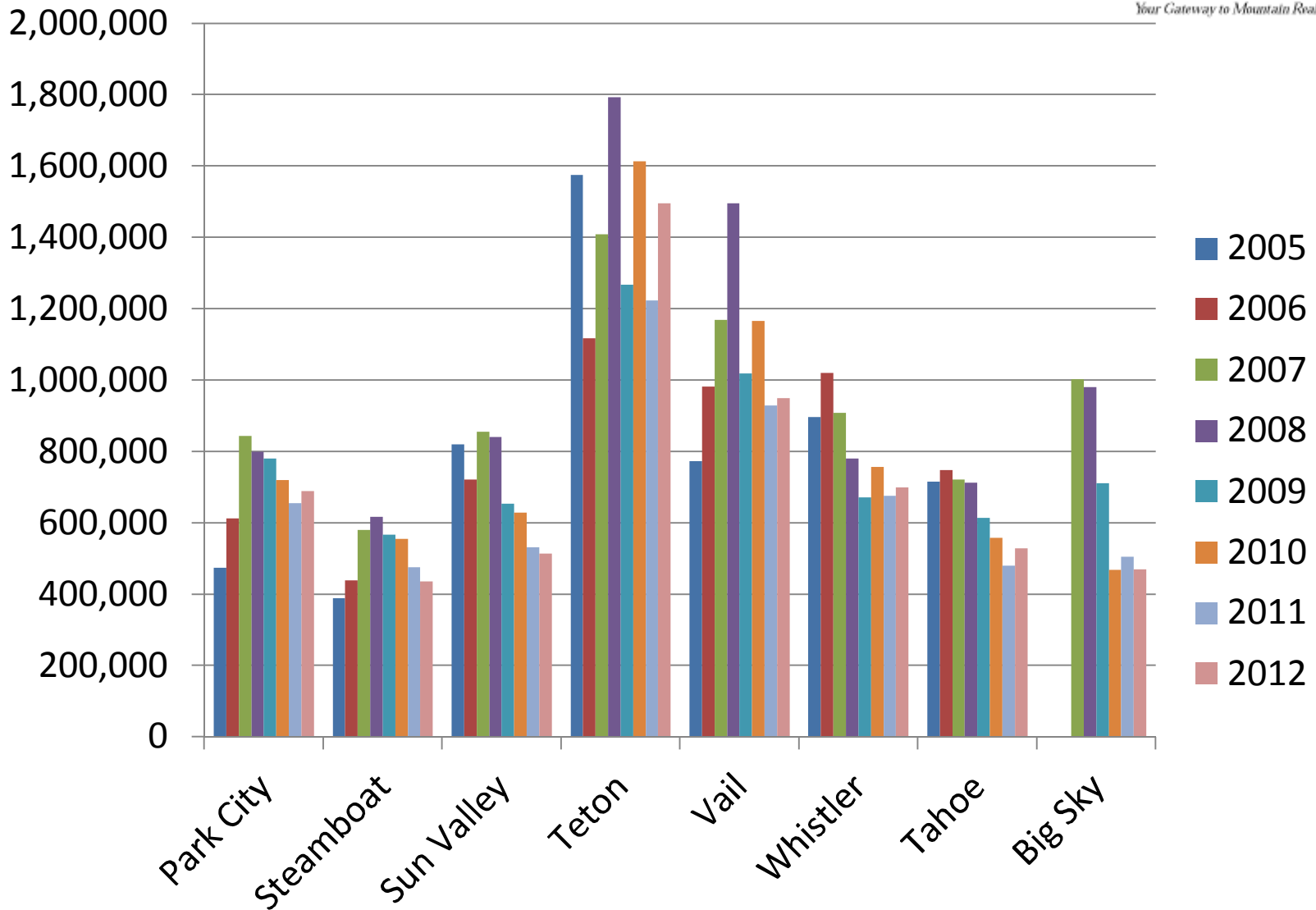
### Dollar Volume Sold - Condos



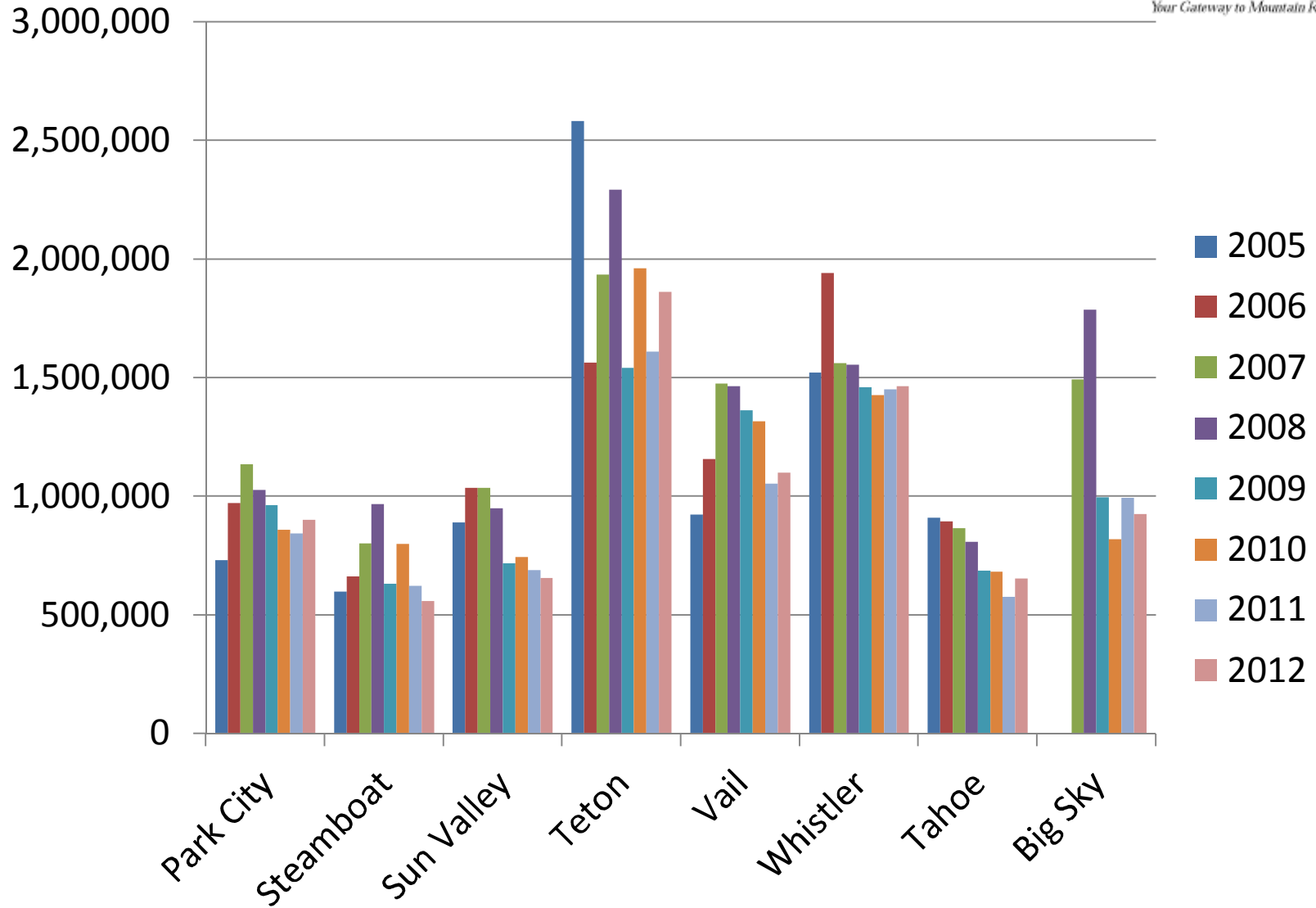
### Dollar Volume Sold - Land



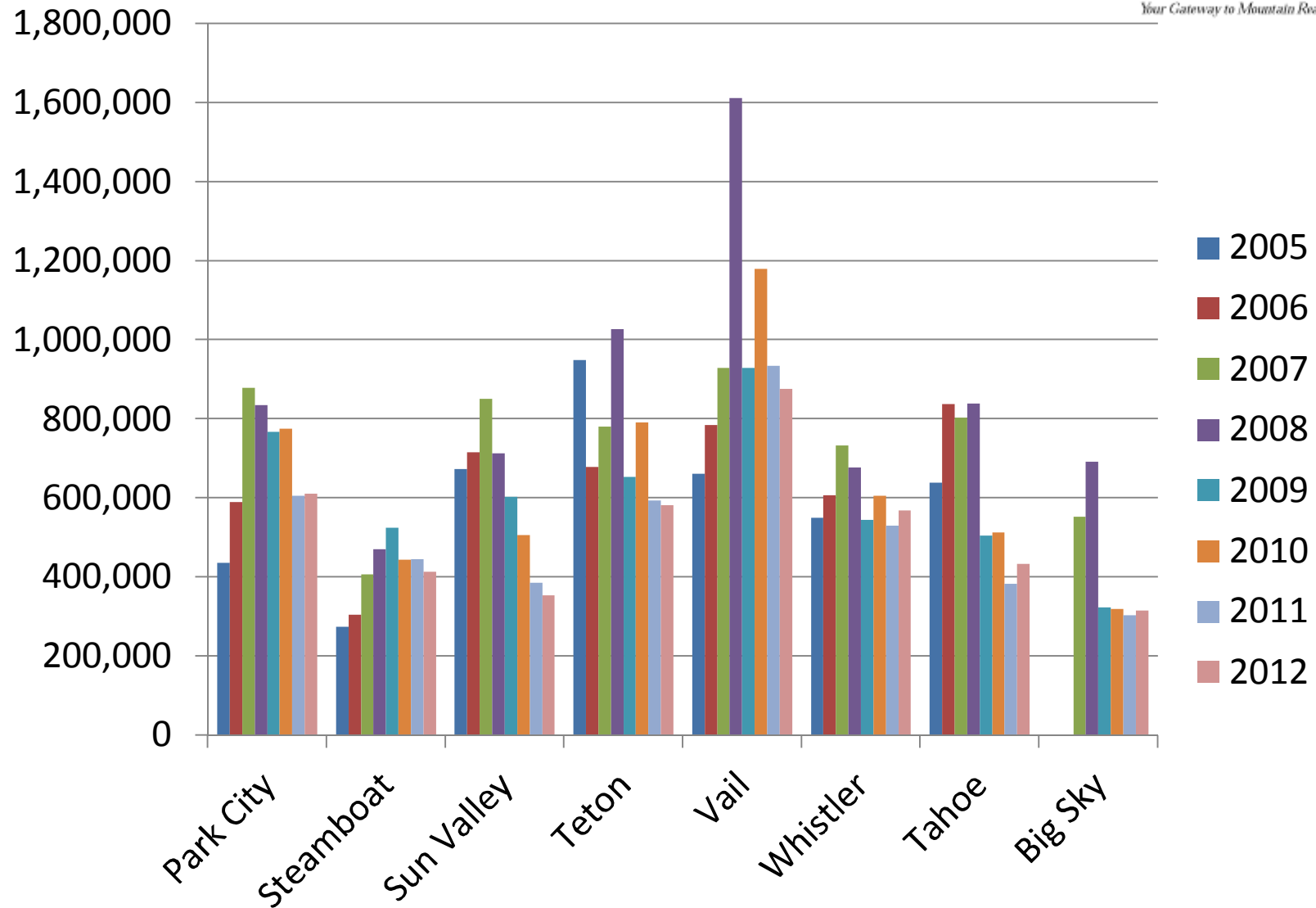
### Average Sales Price - Total



### Average Sales Price - Homes

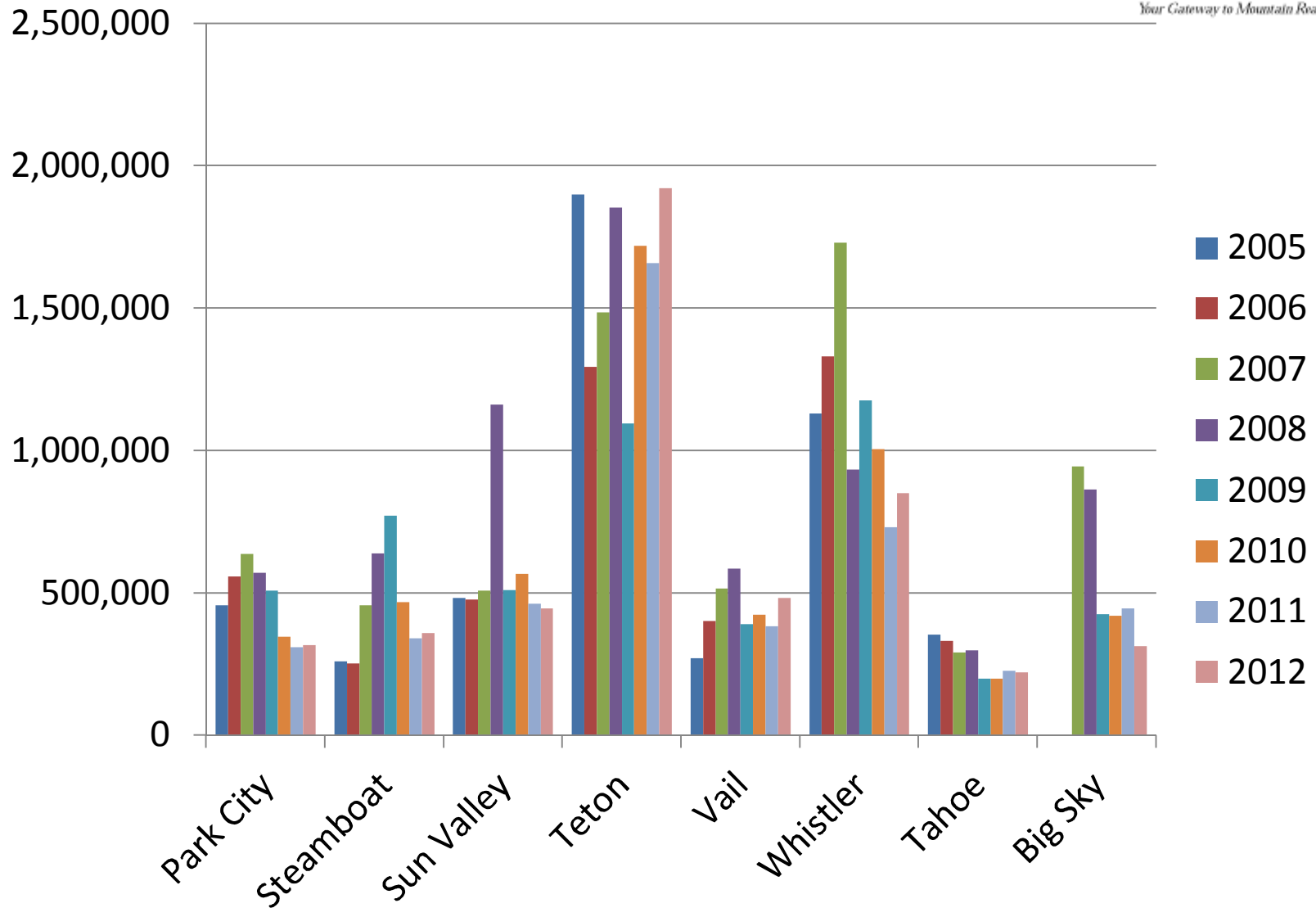


## Average Sales Price - Condos

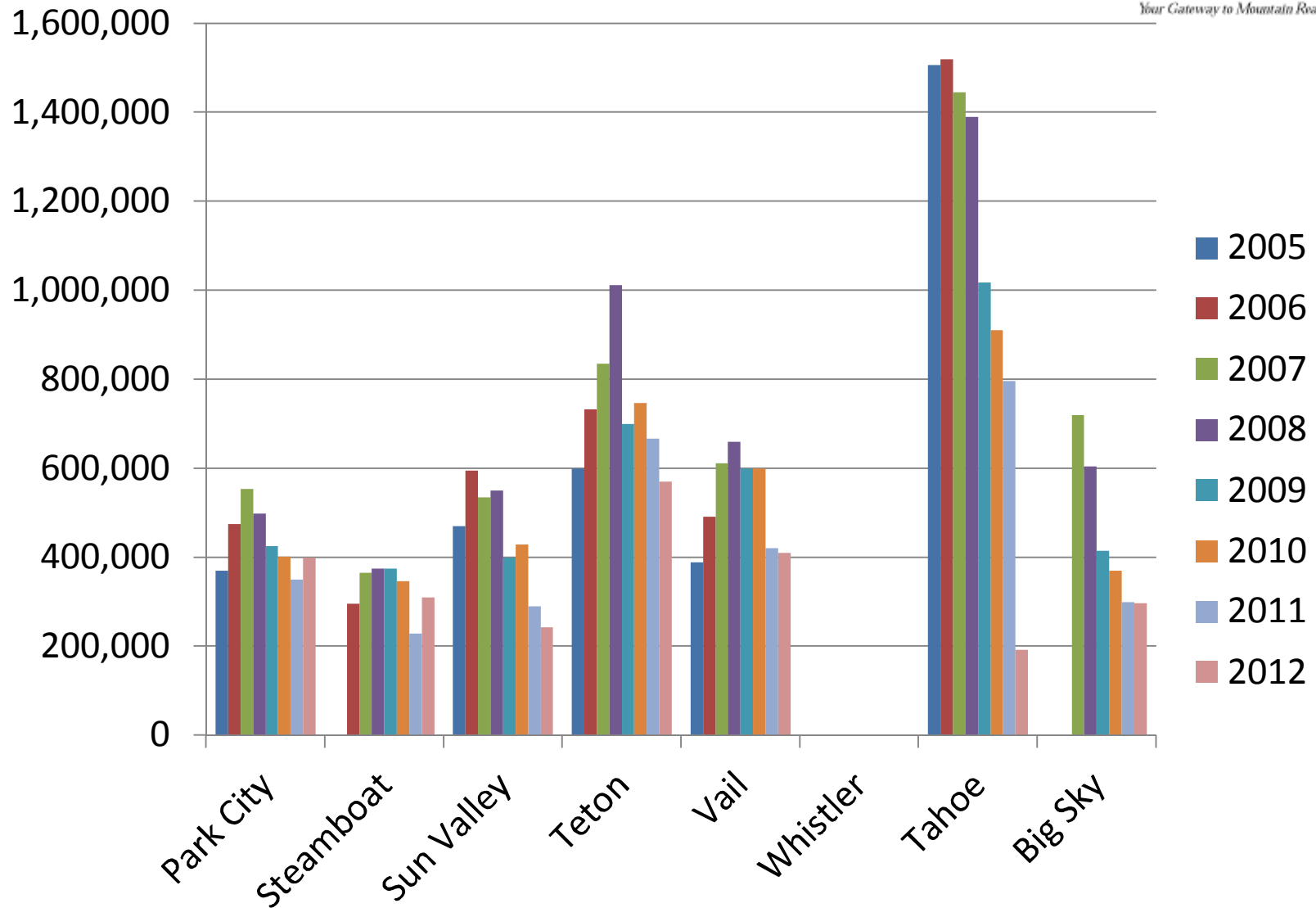




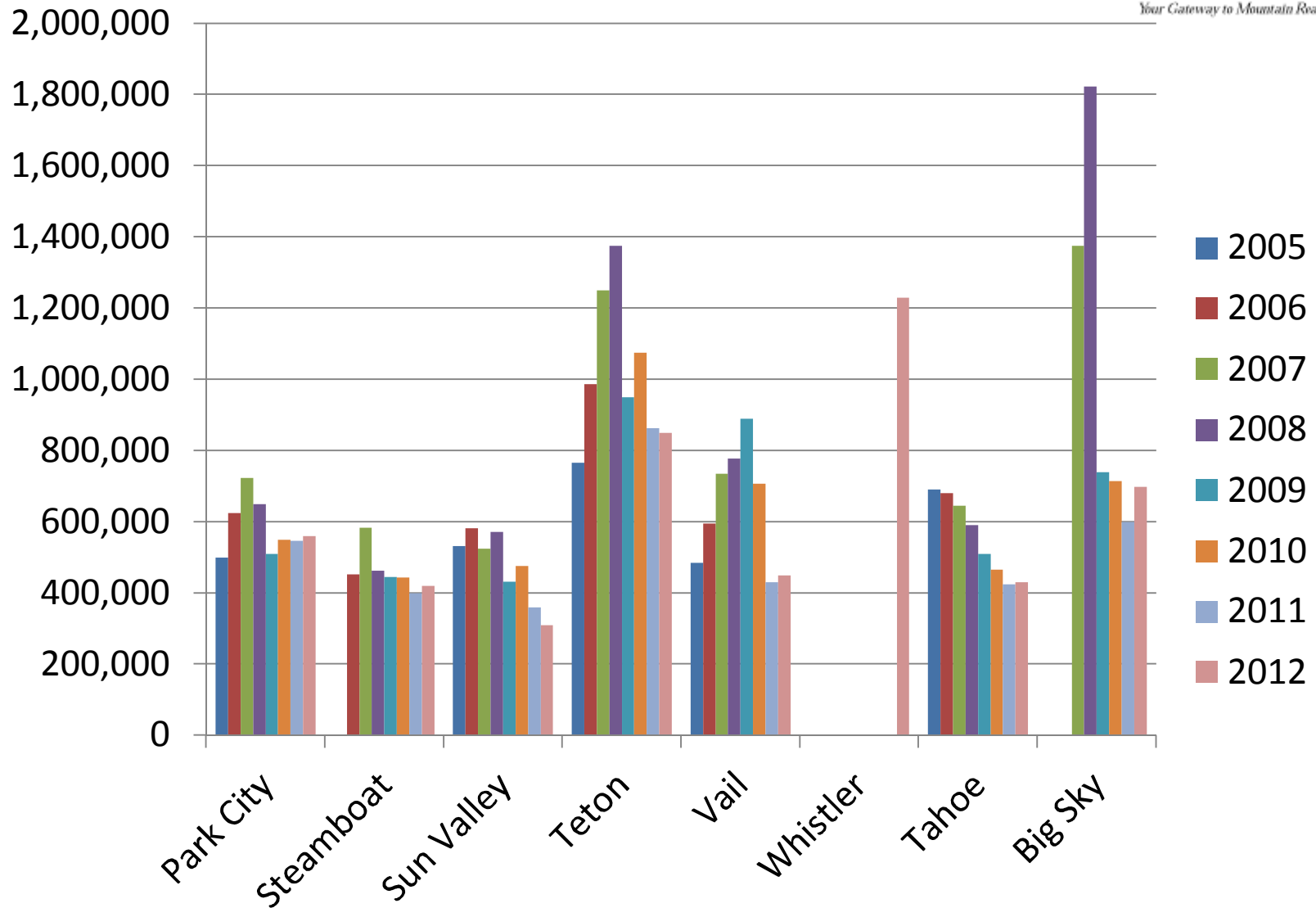
### Average Sales Price - Land



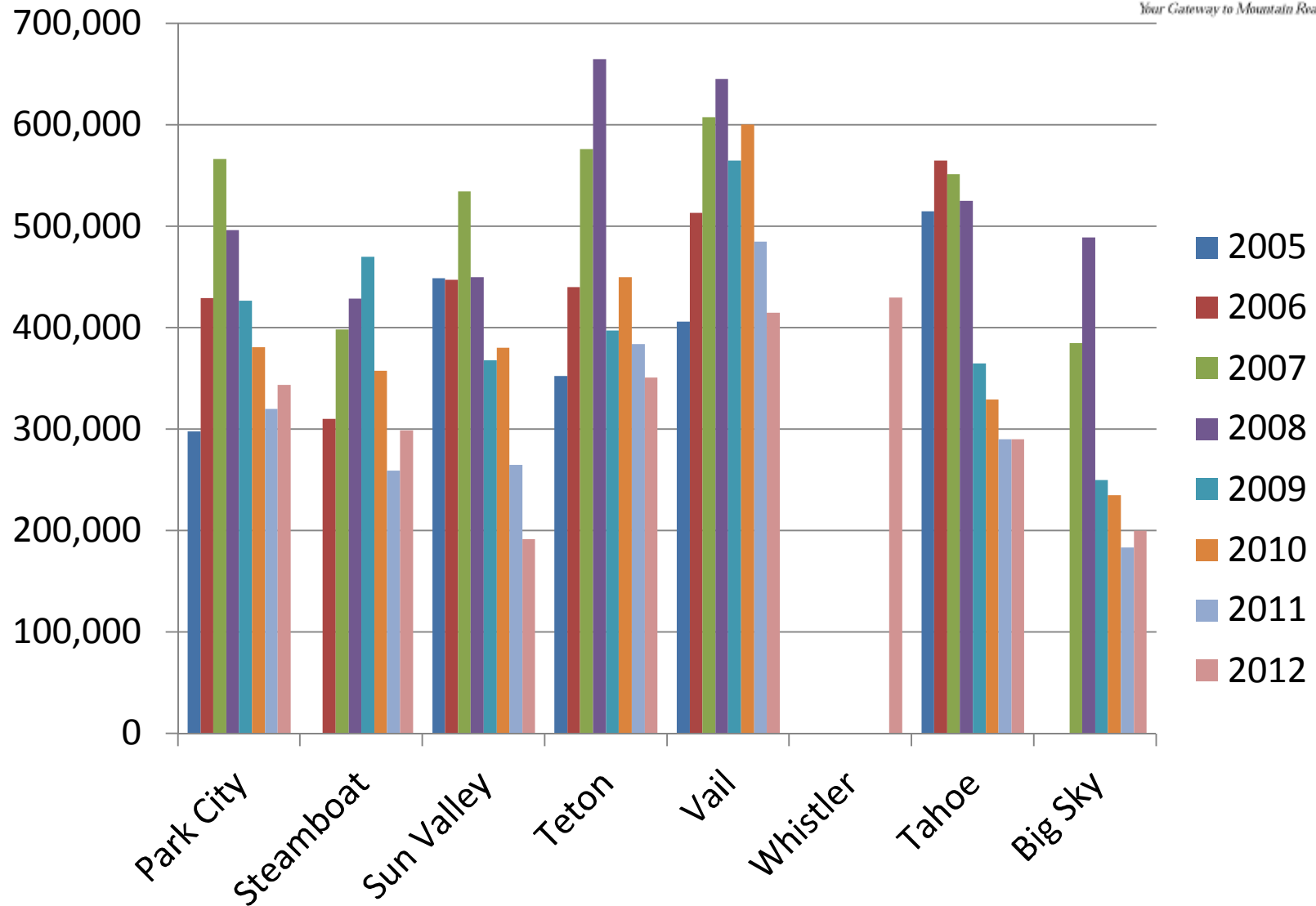
### Median Sales Price - Total



## Median Sales Price - Homes



## Median Sales Price - Condos



### Median Sales Price - Land

