

INSTITUTE *for*
LUXURY HOME
MARKETING®

Home of the CLHMS™

JANUARY
2022

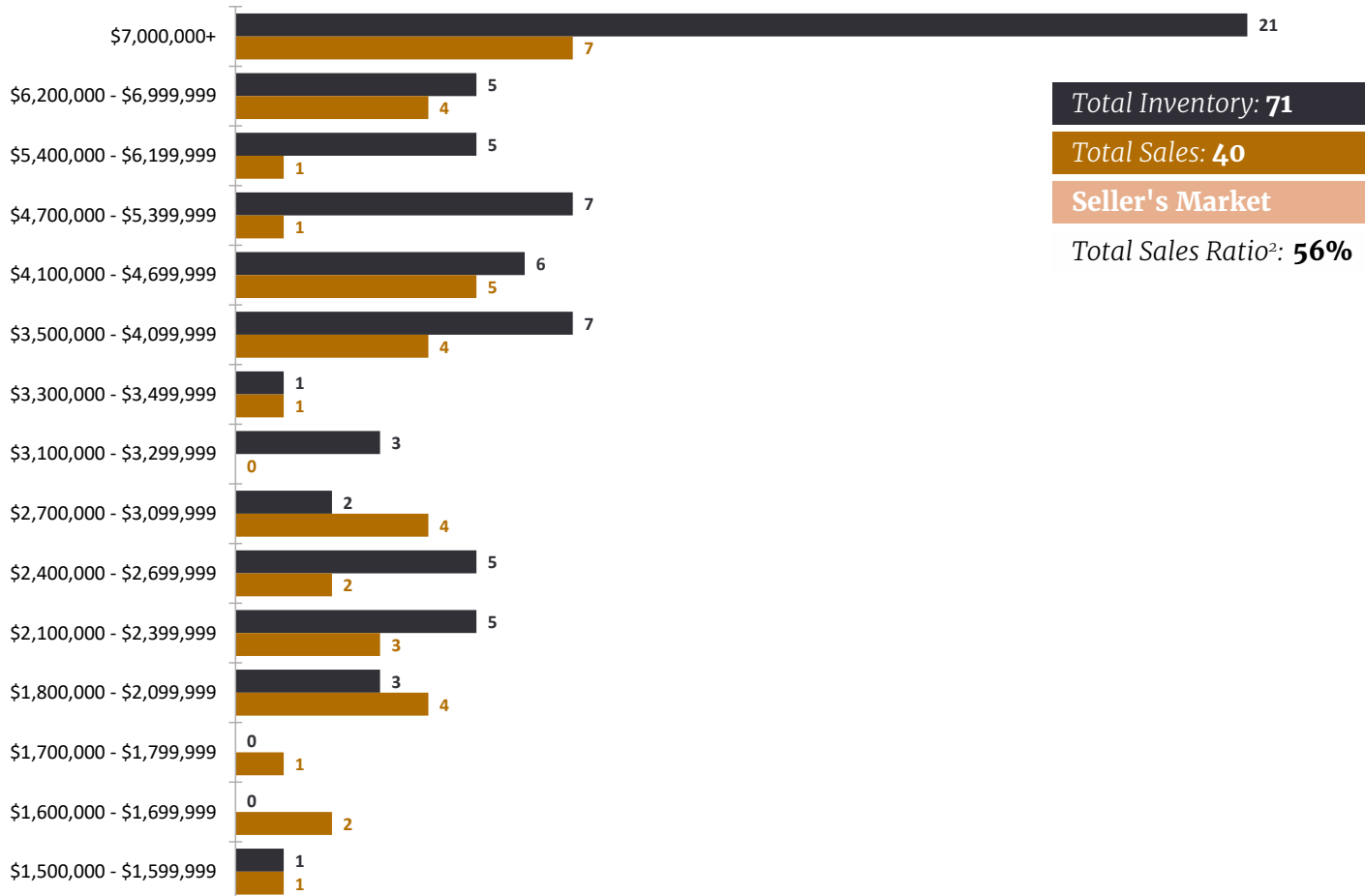
PARK CITY --- UTAH

www.LuxuryHomeMarketing.com

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

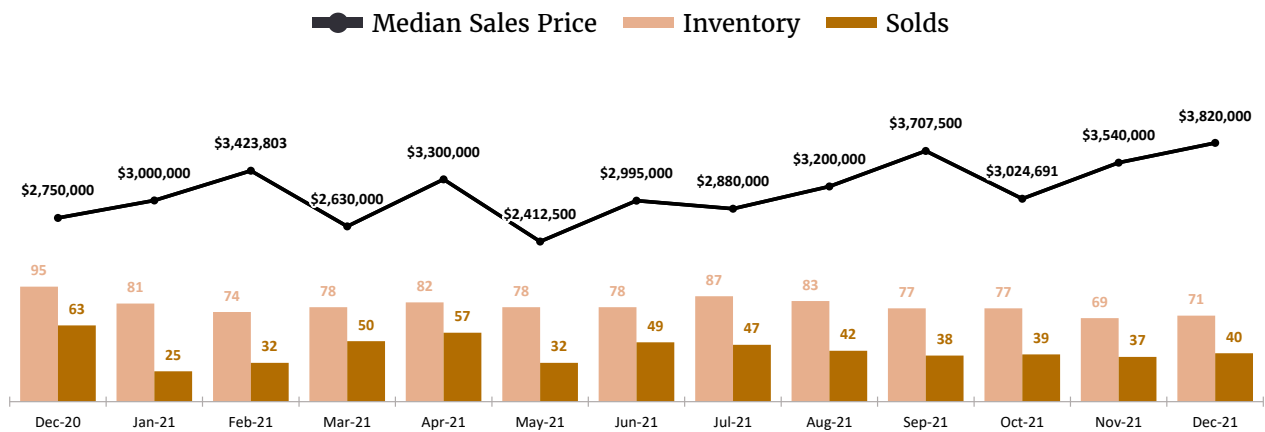
Luxury Benchmark Price¹: **\$1,500,000**



| Square Feet ³ | Price | Beds | Baths | Sold | Inventory | Sales Ratio |
|--------------------------|---------------|---------------|---------------|---------|-----------|------------------|
| -Range- | -Median Sold- | -Median Sold- | -Median Sold- | -Total- | -Total- | -Sold/Inventory- |
| 0 - 2,999 | \$1,866,543 | 3 | 4 | 8 | 12 | 67% |
| 3,000 - 4,999 | \$2,900,000 | 4 | 5 | 12 | 16 | 75% |
| 5,000 - 6,999 | \$4,575,000 | 5 | 6 | 13 | 9 | 144% |
| 7,000 - 8,999 | \$8,400,000 | 5 | 7 | 3 | 20 | 15% |
| 9,000 - 10,999 | \$11,537,500 | 7 | 9 | 2 | 7 | 29% |
| 11,000+ | \$9,837,500 | 7 | 11 | 2 | 7 | 29% |

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

95 71

VARIANCE: -25%

TOTAL SOLDs

Dec. 2020 Dec. 2021

63 40

VARIANCE: -37%

SALES PRICE

Dec. 2020 Dec. 2021

\$2.75m \$3.82m

VARIANCE: 39%

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$578 \$830

VARIANCE: 44%

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

98.10% 99.06%

VARIANCE: 1%

DAYS ON MARKET

Dec. 2020 Dec. 2021

27 23

VARIANCE: -15%

PARK CITY MARKET SUMMARY | DECEMBER 2021

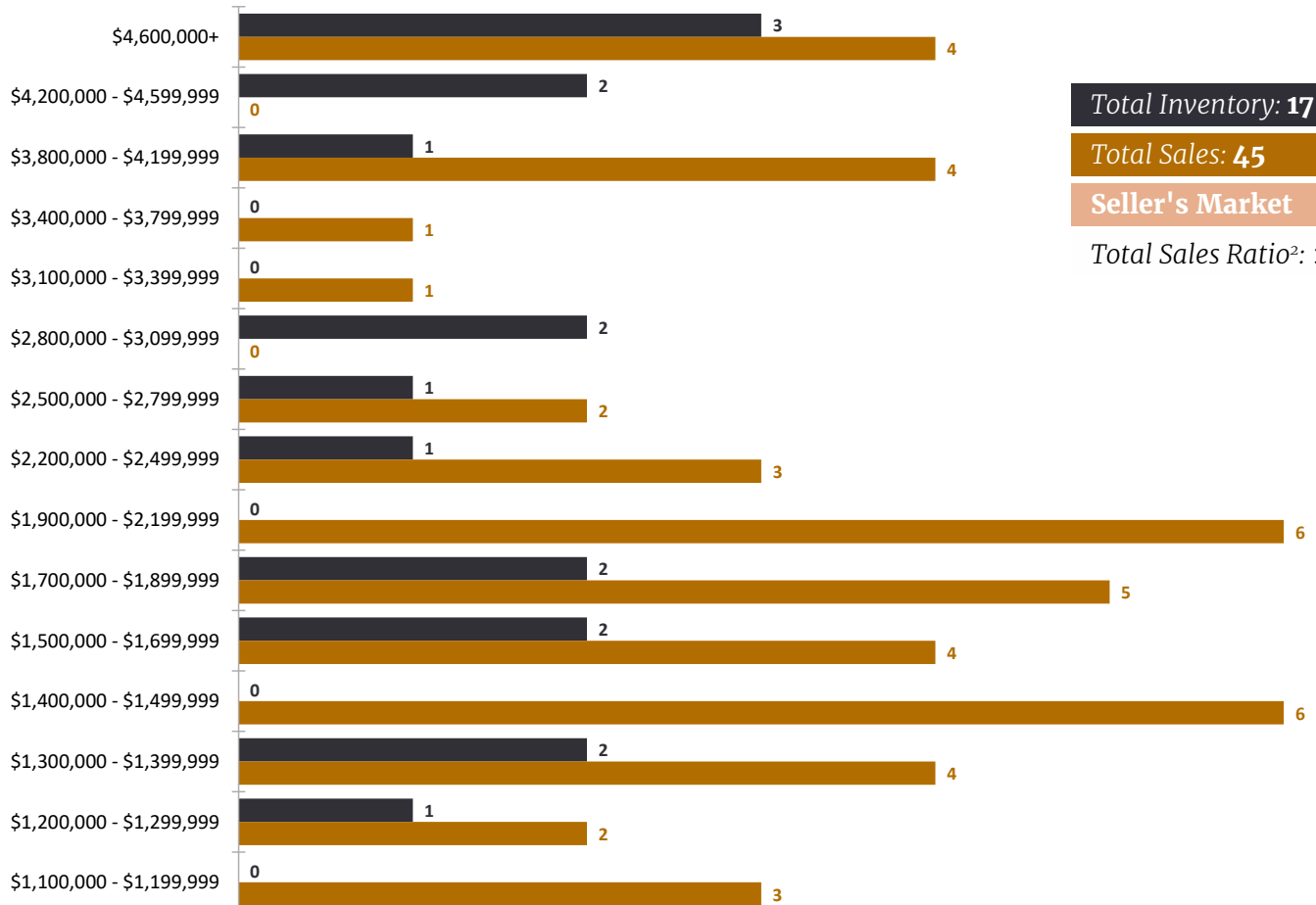
- The Park City single-family luxury market is a **Seller's Market** with a **56% Sales Ratio**.
- Homes sold for a median of **99.06% of list price** in December 2021.
- The most active price band is **\$2,700,000-\$3,099,999**, where the sales ratio is **200%**.
- The median luxury sales price for single-family homes is **\$3,820,000**.
- The median days on market for December 2021 was **23** days, down from **27** in December 2020.

³Square foot table does not account for listings and solds where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.

LUXURY INVENTORY VS. SALES | DECEMBER 2021

Inventory Sales

Luxury Benchmark Price¹: **\$1,100,000**Total Inventory: **17**Total Sales: **45**

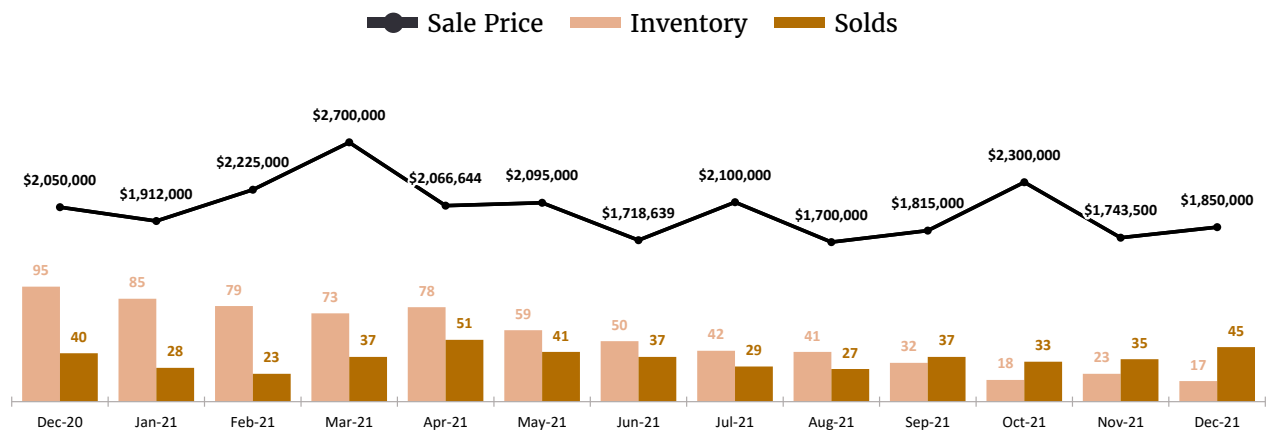
Seller's Market

Total Sales Ratio²: **265%**

| Square Feet ³ | Price | Beds | Baths | Sold | Inventory | Sales Ratio |
|--------------------------|---------------|---------------|---------------|---------|-----------|------------------|
| -Range- | -Median Sold- | -Median Sold- | -Median Sold- | -Total- | -Total- | -Sold/Inventory- |
| 0 - 999 | NA | NA | NA | 0 | 0 | NA |
| 1,000 - 1,999 | \$1,500,000 | 2 | 3 | 27 | 8 | 338% |
| 2,000 - 2,999 | \$2,485,104 | 4 | 5 | 11 | 5 | 220% |
| 3,000 - 3,999 | \$3,977,000 | 4 | 5 | 5 | 4 | 125% |
| 4,000 - 4,999 | \$7,450,097 | 5 | 6 | 2 | 0 | NA |
| 5,000+ | NA | NA | NA | 0 | 0 | NA |

¹ The luxury threshold price is set by The Institute for Luxury Home Marketing. ² Sales Ratio defines market speed and market type: Buyer's < 14.5%; Balanced >= 14.5 to < 20.5%; Seller's >= 20.5% plus. If >100% MLS® data reported previous month's sales exceeded current inventory.

13-MONTH LUXURY MARKET TREND⁴



MEDIAN DATA REVIEW | DECEMBER

TOTAL INVENTORY

Dec. 2020 Dec. 2021

95 17

VARIANCE: **-82%**

TOTAL SOLD

Dec. 2020 Dec. 2021

40 45

VARIANCE: **13%**

SALES PRICE

Dec. 2020 Dec. 2021

\$2.05m \$1.85m

VARIANCE: **-10%**

SALE PRICE PER SQFT.

Dec. 2020 Dec. 2021

\$856 \$1,029

VARIANCE: **20%**

SALE TO LIST PRICE RATIO

Dec. 2020 Dec. 2021

98.01% 100.00%

VARIANCE: **2%**

DAYS ON MARKET

Dec. 2020 Dec. 2021

64 3

VARIANCE: **-95%**

PARK CITY MARKET SUMMARY | DECEMBER 2021

- The Park City attached luxury market is a **Seller's Market** with a **265% Sales Ratio**.
- Homes sold for a median of **100.00% of list price** in December 2021.
- The most active price band is **\$3,800,000-\$4,199,999**, where the sales ratio is **400%**.
- The median luxury sales price for attached homes is **\$1,850,000**.
- The median days on market for December 2021 was **3** days, down from **64** in December 2020.

³Square foot table does not account for listings and sells where square foot data is not disclosed.

⁴Data reported includes Active and Sold properties and does not include Pending properties.