

Brief Overview of the Park City Real Estate Market

By Jess Reid – Christie's International Real Estate

ON TRACK TO ANOTHER BILLION IN SALES HALFWAY THROUGH THE YEAR.

Overall sold volume of approximately \$550,000,000 should have us ending up with another respectable year in closed sales. A look at the statistics through the different types of properties in the greater Park City area shows our real estate market coming back but still struggling slightly to get on a solid road to recovery.

INVENTORIES, FORECLOSURES AND SHORT SALES are all down from the previous year which are very healthy indicators that our market is continuing to recover. A recent New York Times article had a great headline "After years of false hopes ,signs of a turn in housing." It does appear that in spite of problems with joblessness across the nation and the global economy still in flux, that the real estate market is healing itself regardless of the rest of the economic indicators.

A REALLY HOT SEGMENT of the market is primary residences (condos and single family) from \$600,000 down. This price range is almost devoid of inventory. It seems that when something that is well priced in this price range comes on the market it doesn't last more than a few days and ends up with multiple offers – also another good sign for recovery. There are still great values throughout the greater Park City/Deer Valley area in all price ranges. This is primarily because sellers, after years of recession have put current market prices on their properties to get them to move. Upper end sales are strong as well. We have not seen a major slow down in the sales of multi million dollar homes and condominiums.

DEER VALLEY has a "healthy" overall sold volume of 165 million – up slightly over the first half of 2011. While single family homes have led the increase, condos and vacant lots are still showing a slight decline in sold volume and transactions. There are still some great buys to be had.

THE CANYONS. Utah's largest ski and snowboard destination still has excess condominium inventory. However, the newest developments are now finished to a very high standard and should ultimately sell for the right price. In the meantime, Talisker's ownership of the resort has brought great improvements. The golf course has begun construction. Stay tuned for details

LUXURY HOMES are listed as high as \$44 million. Our highest reported sold price ever has been \$13.5 million and in 2012 the highest sold price so far is \$6.9 million. We believe there were several higher priced sales, but the sold prices were not disclosed.

PARK CITY IS FORTUNATE. We continually hear that people come here for several reasons; it's easy to get to, our quality of life is second to none, the schools are the best in the state, we are blessed with an abundance of beauty and recreational opportunities. A number of clients have told us they are tired of playing the stock market and want to invest in their lifestyle and families. Owning a home here is not just a real estate hedge against inflation, it's an investment in their family's enjoyment.

WHAT DOES THE FUTURE HOLD FOR THE PARK CITY REAL ESTATE MARKET? We will see a continued slow recovery through 2012 although the second half of the year should be stronger than the first half. It is very hard for anyone to project when the U.S. economy and housing market will start showing more significant signs of recovering. With the entire world going through historical economic changes, there is still much we don't know about what it is going to take to get things turned around.

IN THE MEANTIME. What a great place to visit and eventually call home. There's no place better to weather the unknowns of our current times than on a beautiful mountain with the world below.

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