



AMY NAKOS



Established in 2004, Your Castle Realty and Your Castle Real Estate has grown to become the largest independent and 6th largest real estate company on the Front Range according to the Denver Business Journal, with 700+ agents in 6 offices. We are the 5th fastest growing real estate company in the country. We sold over \$2 billion of real estate in 2019 and 2020.

We have appeared in local and national publications including recent awards from the Denver Business Journal and Inc. 5000 (see below).

We are passionate about delivering exceptional consumer experiences. By offering a complete suite of real estate services, we ensure that we meet our client's every need. From sales and rentals, to commercial and new builds, we have experts in every field to guide you skillfully.

We believe that access to the best and most timely information can dramatically shape client decisions. No one does more research on the local housing market than Your Castle. Today's consumer needs a trusted resource that can separate signal from noise and help them navigate the complex process that real estate has become. With our extensive knowledge in every aspect of the field, and fueled by consumer research and insights, we are the go-to source for market information and education.

In 2018, 2019 and 2020 Your Castle Real Estate annually gave \$175,000 in charitable donations. We're a big sponsor for the Ronald McDonald House and Boys and Girls Clubs of Denver.

Awards and Honors...

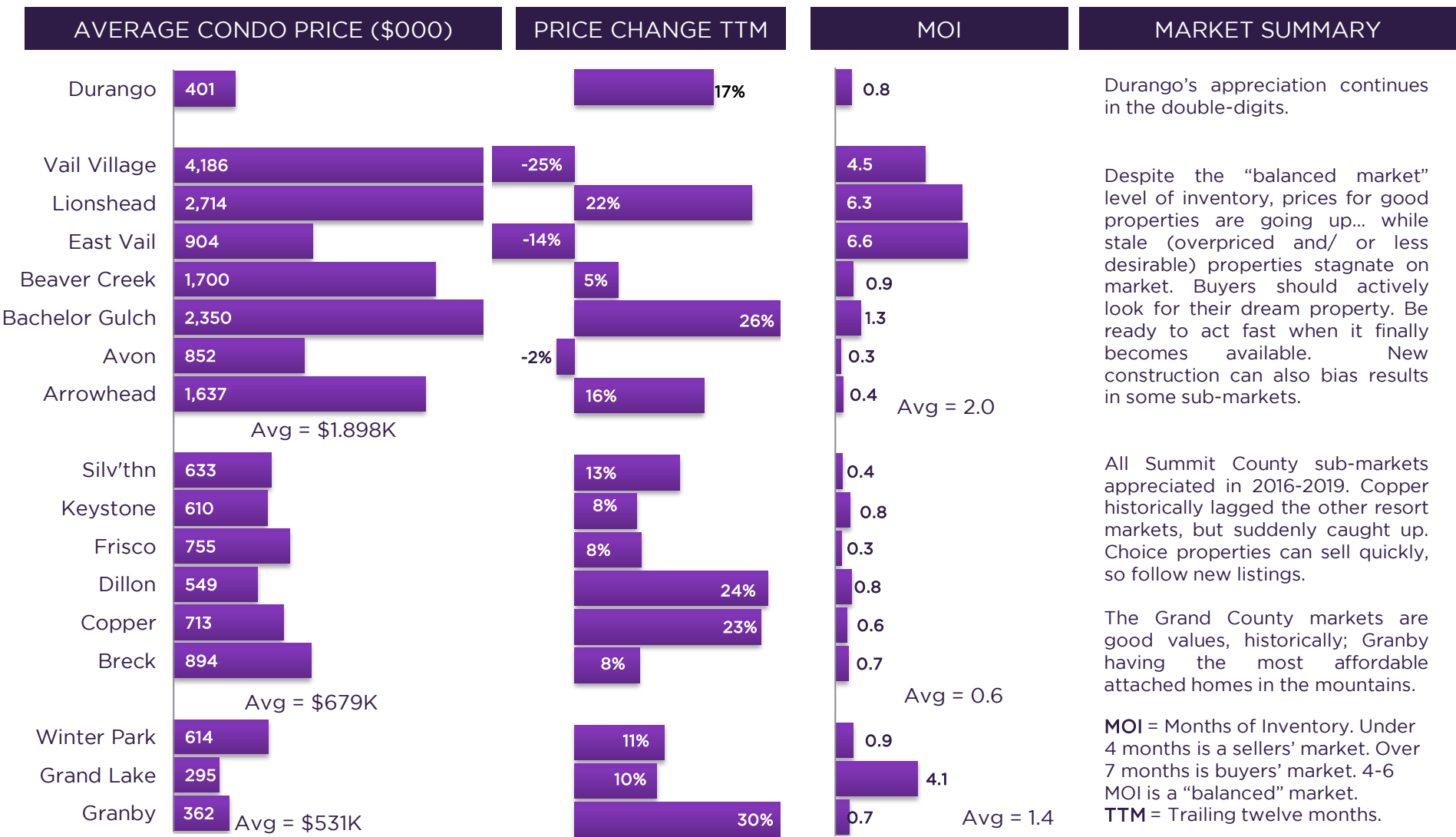


As Seen In...



Grand County (e.g., Winter Park) and Durango are a lot more affordable than Summit or Vail/Beaver Creek. “Choice” properties find buyers much faster than the inventory numbers suggest – in ALL areas.

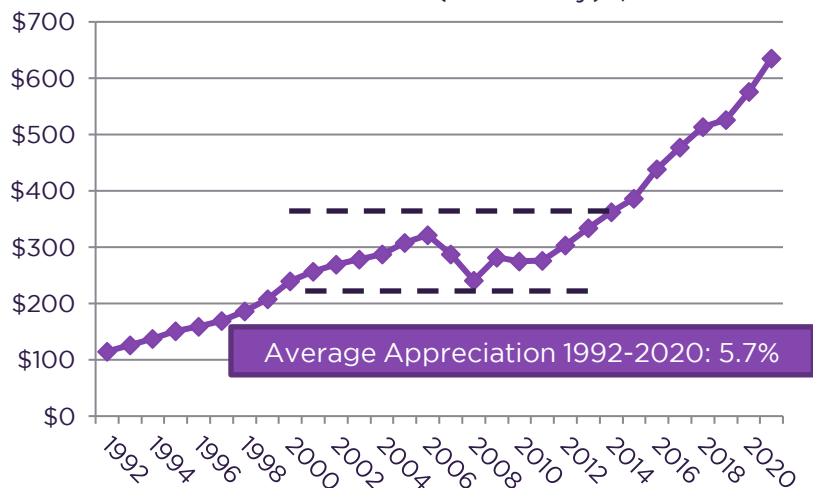
Analysis attached homes, Jan '19 – Dec '19 vs Jan '20 – Dec '20



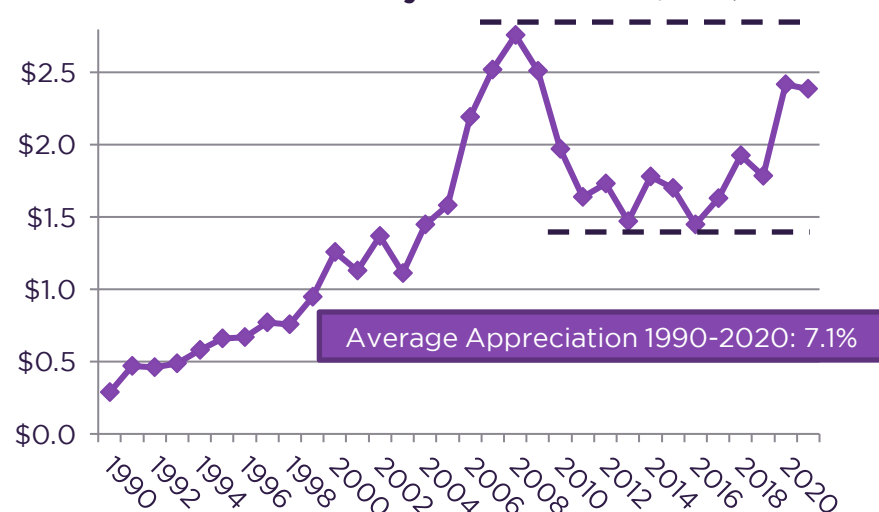
Historically, Denver leads the resorts in the market recovery. Denver took just 7 years to recover all losses from the Great Recession. Summit has also fully recovered. Vail is getting closer each year. Grand County (Winter Park) has recovered fully. Durango also has good values for buyers.

Data includes DSF and ASF, unless otherwise noted. Prices are in thousands, unless otherwise noted.

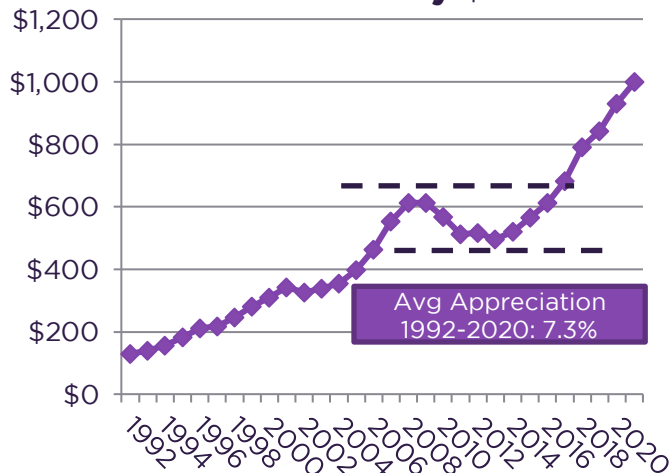
Denver Metro (DSF* only) \$000



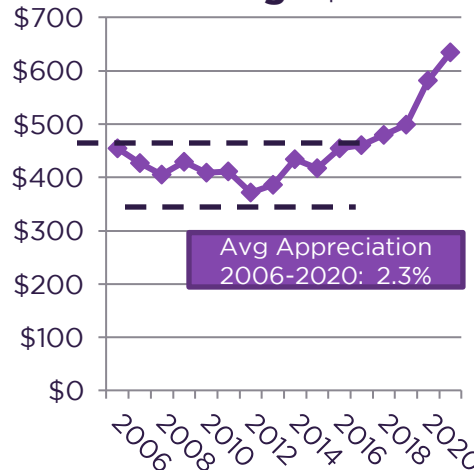
Vail Valley Sales Prices in \$000,000



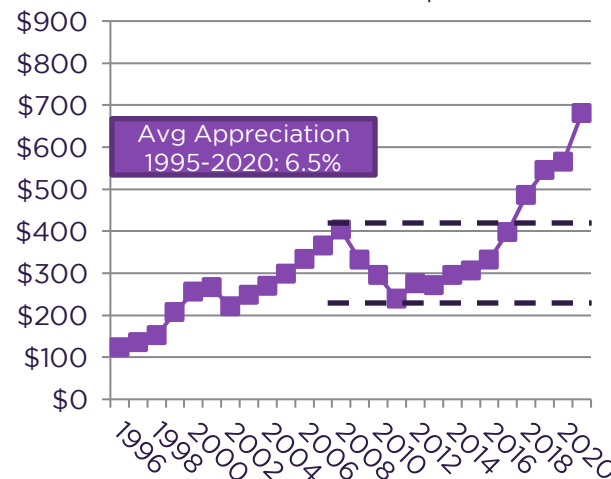
Summit County \$000



Durango \$000



Winter Park \$000



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

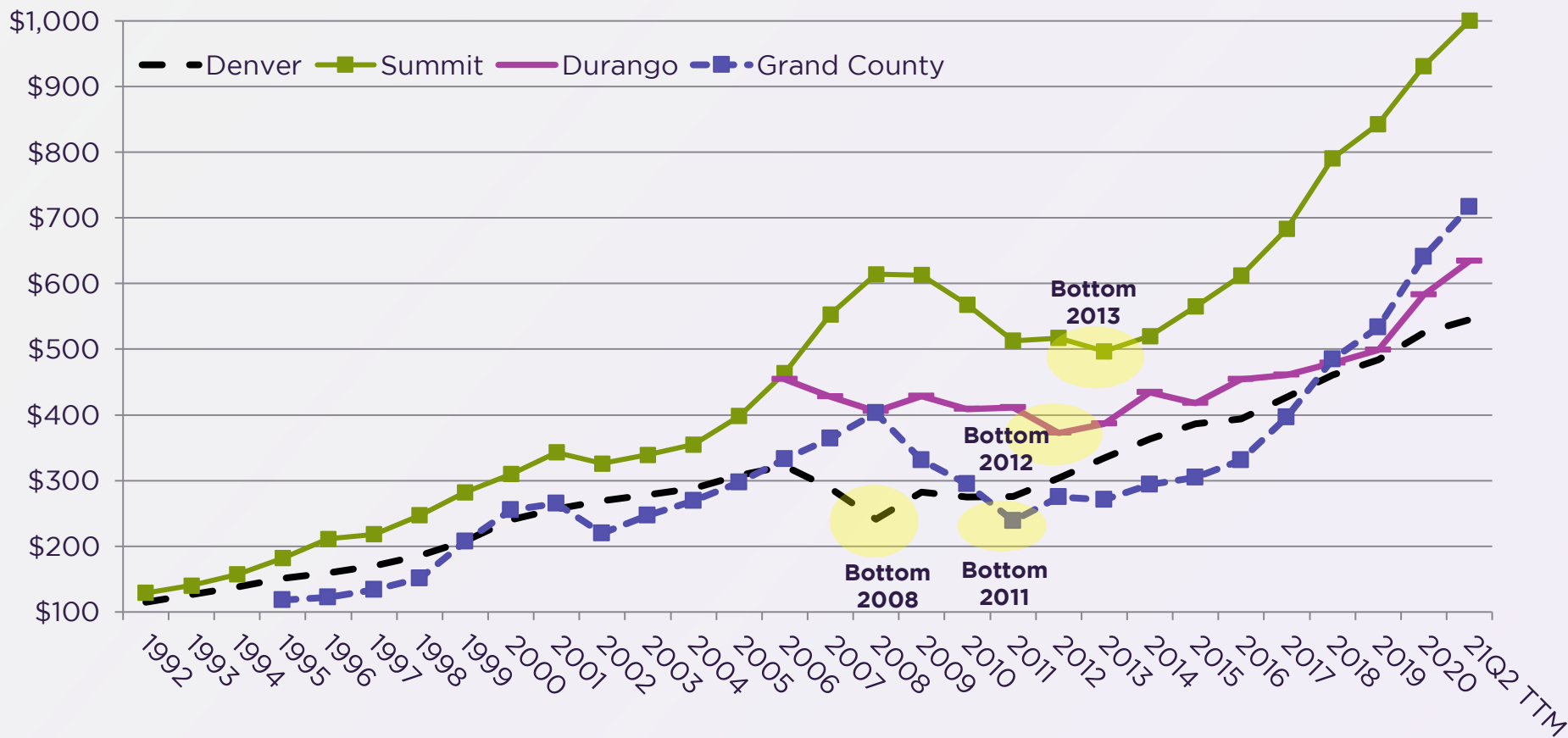
*Note: DSF = Detached Single-Family Home

Grand and Summit trend lines are the most similar, with Summit selling at an average of 60% higher than Grand. Durango has more subtle market swings. Grand trails Denver's trends by about three years.

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

**Vail was not included here as the higher rates would skew remaining data series.*

AVERAGE PROPERTY PRICE (HOMES AND CONDOS COMBINED)

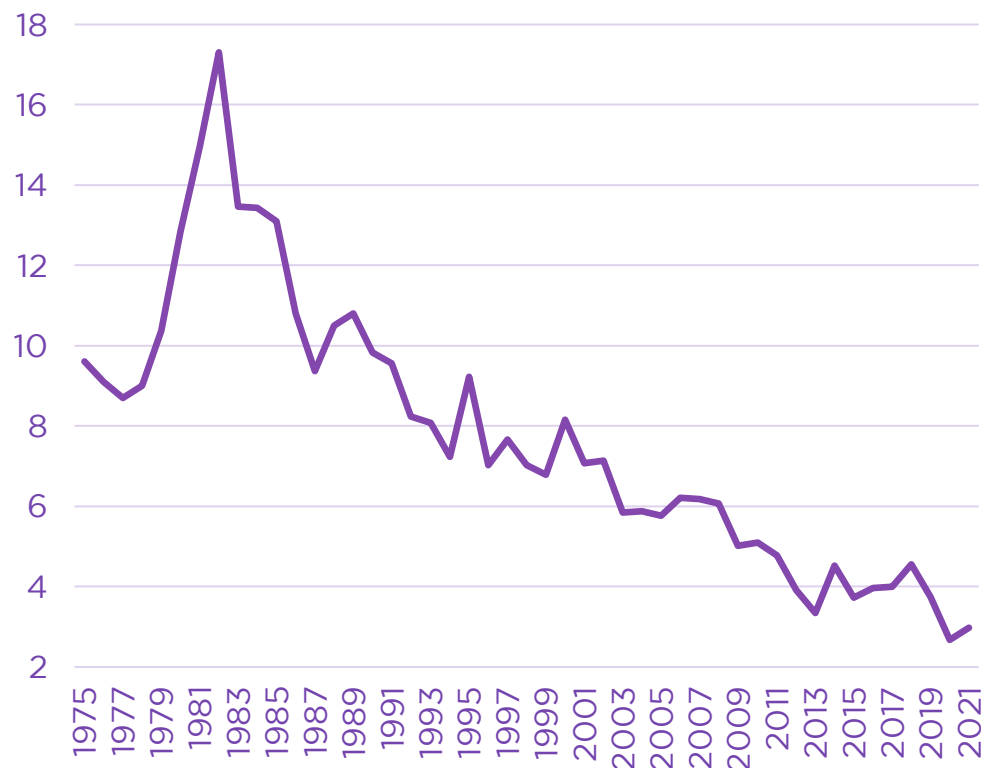


Data Source: YCRE analysis, Summit County MLS, RE Colorado, Flex MLS.

The average mortgage rate was 2.98% on 7/1/21. At 2.65%, a \$1490 P&I payment could buy a \$390k house with 5% down. A half percent increase in the interest rate to 3.15% would decrease one's buying *power a bit*, to \$365k in order to keep the same \$1,490 P&I payment. While rates may be slowly rising, they are still at near 50-year lows.

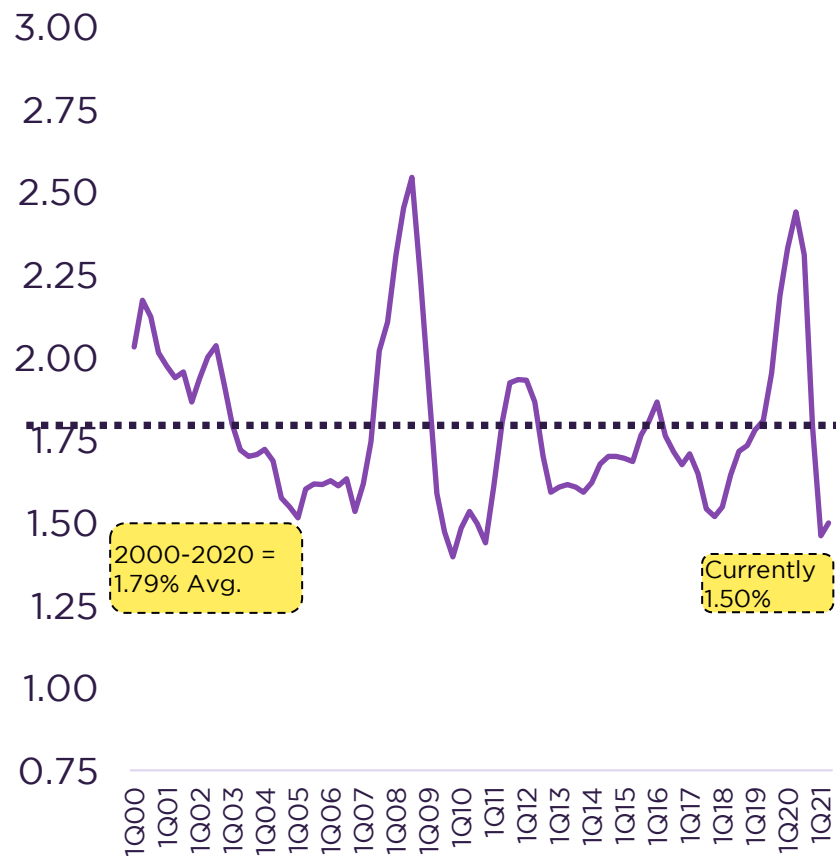
30 YEAR FIXED RATE: 1971-2020

30yr Fixed



MORTGAGE/BOND SPREAD

*Rolling Quarterly Average



The average price for a property in Summit County has officially hit the \$1 Million dollar mark! All signs in all regions point to a *HOT* sellers' market. Demand greatly outpaces supply, and most properties are subject to bidding wars.

Analysis for Jul '19 – Jun '20 vs Jul '20 – Jun '21

Worse for sellers      Better for sellers

MARKET	PRICE	UNITS SOLD	MOI	OBSERVATIONS
Breck	\$1.13M to \$1.32M +17% 	573 to 889 +55% 	1.1 	Prices are (relatively) stable after two years of big gains. Inventory fell a lot in 2012-17. Unit volumes exploded in 2020. Breckenridge is at barely one month of inventory. Unit volumes exploded in 2020 as Sellers took advantage of incredible buyer demand.
Copper	\$637k to \$782k +23% 	54 to 143 +165% 	0.8 	Copper has less than one month of inventory. Keep in mind that Copper is the smallest market with the fewest properties, and therefore the least activity in the County, so the statistics are susceptible to large fluctuations based on the mix of what sells. Note that Copper's sales almost tripled from 2020-2021. Again, another sign the Sellers are cashing in on a hot market.
Dillon	\$575k to \$689k +20% 	170 to 254 +49% 	0.8 	Very strong '15-'16 price gains, then dramatically up in '18; the last two years have continued to appreciate. Properties on the lake in particular are one of the hottest commodities in the Summit County marketplace.
Frisco	\$767k to \$921k +20% 	144 to 229 +59% 	0.7 	Prices increased a lot from 2015 – 2018, flat in 2019 and into double-digits in 2020. Sale count increased quite a bit. Frisco has the lowest MOI in the county. Frisco is also one of the most coveted locations in Summit County making demand very high for limited inventory in this small town.
Keystone	\$639k to \$744k +16% 	214 to 409 +91% 	0.9 	Prices are up 16% but volume is up 91%, almost double from 2020. New construction releases are bringing some new inventory to the marketplace, but accounting for less than 50 new units in the last year. Watch for Kindred to bring a new price level to Keystone priced at over \$1,000 a SF.
Silverthorne/ Wilderness	\$725k to \$909k +26% 	397 to 549 +38% 	0.7 	Prices continue to appreciate while inventory continues to tighten. Many large luxury single family homes sold in the last year (~\$3m) contributing to the higher average sales price. The COVID-19 flight to resort areas with open space and easy access to activities made Summit a hotbed for new buyer activity. Silverthorne closed two new construction projects in 2020 - Blue River Flats and River West Townhomes. Fourth Street Crossing will add a considerable amount of new construction product in 2021 and 2022.
Summit Total	\$845k to \$1MM +18% 	1,552 to 2,473 +59% 	0.8 	Summit County is a great sellers' market! Appreciation and sales count are both in the double-digits, while inventory is less than one month.

Data Source: Summit County MLS; YCRE analysis

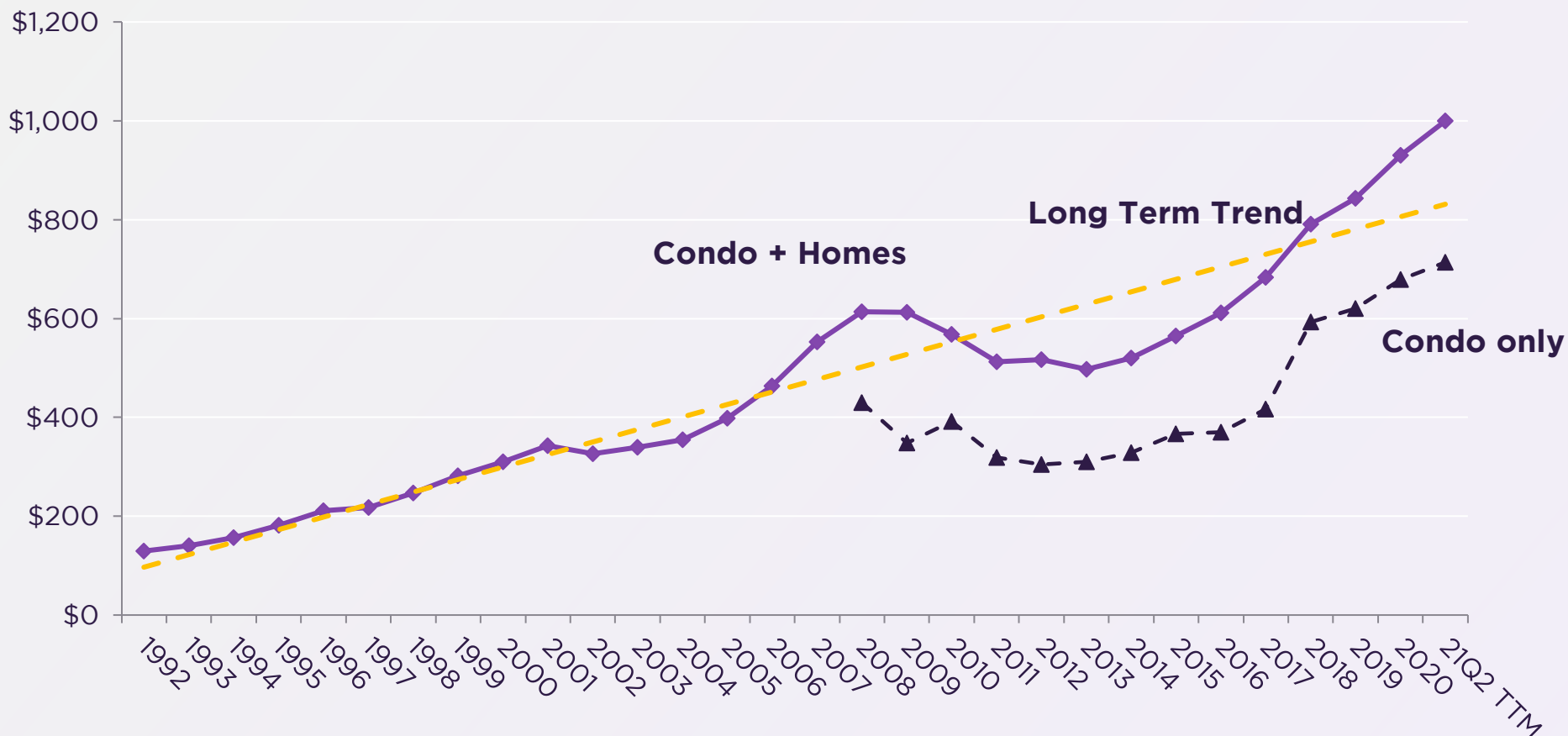
Note: Includes Breck, Copper, Dillon, Frisco, Keystone, Wildernest. Does NOT include Grand County, Park County, Leadville. Data includes both attached and detached properties.

The average price in Summit County has gone up dramatically in the last twenty years. Prices dropped 18%, on average, between the 2009 and 2013 (vs. -25% in Denver in that time period). By 2016 the market regained all of its recession price losses. Recent price growth has already surpassed the 25yr-trend line, as it did in 2007. 2021 gains have brought the average price in Summit to \$1m.

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

—◆— All -▲- Condo - - Linear (All)

AVERAGE PROPERTY PRICE IN SUMMIT COUNTY



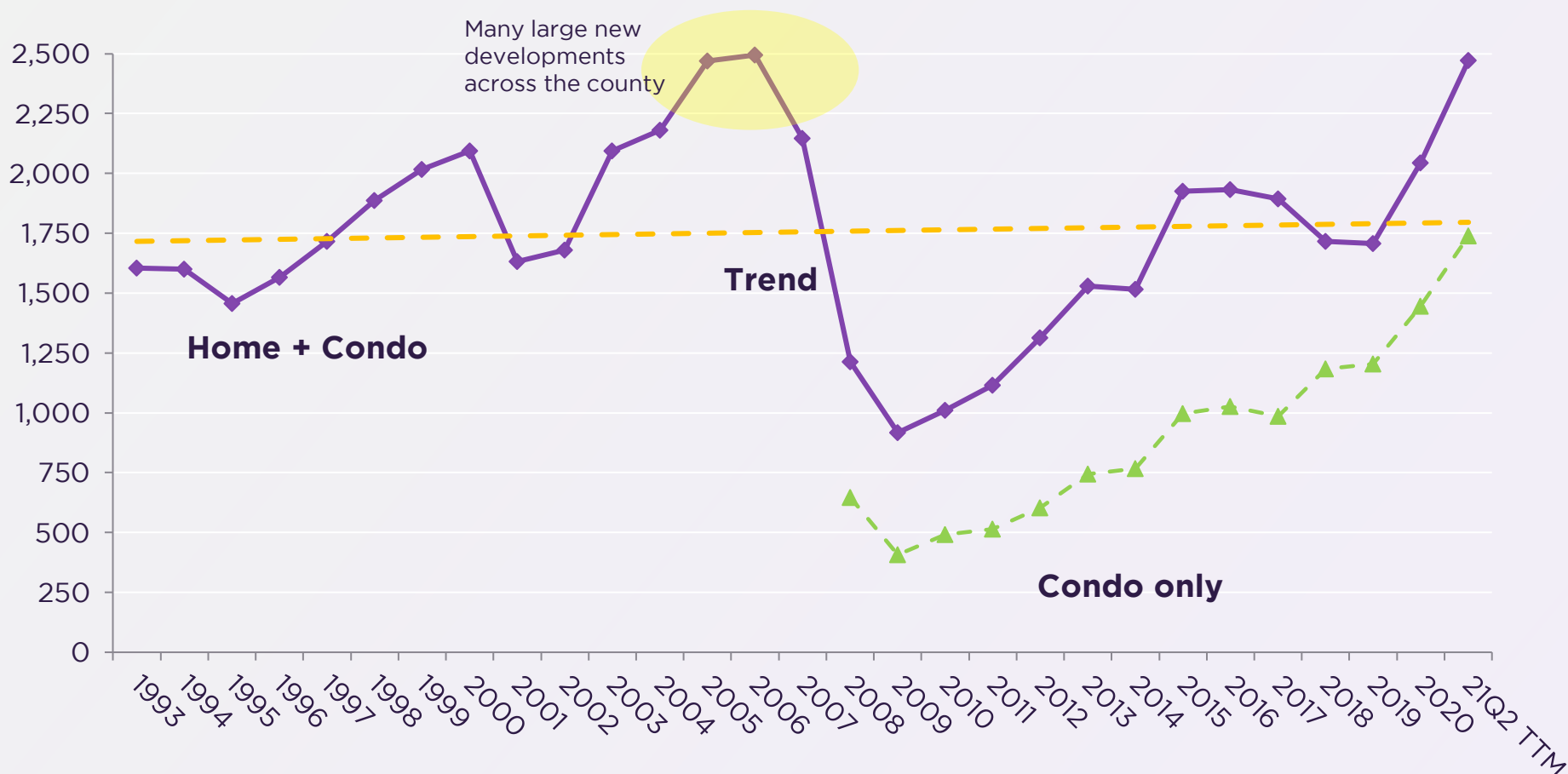
Data Source: Summit County MLS; YCRE analysis

Sales volume in 2010 was off 63% from the peak sales volume year of 2006 to 2009. Sales volume bottomed out in 2009 and began climbing. Sale count was flat in 2019, and grew 20% in 2020. Condos make up 70% of this mountain community.

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

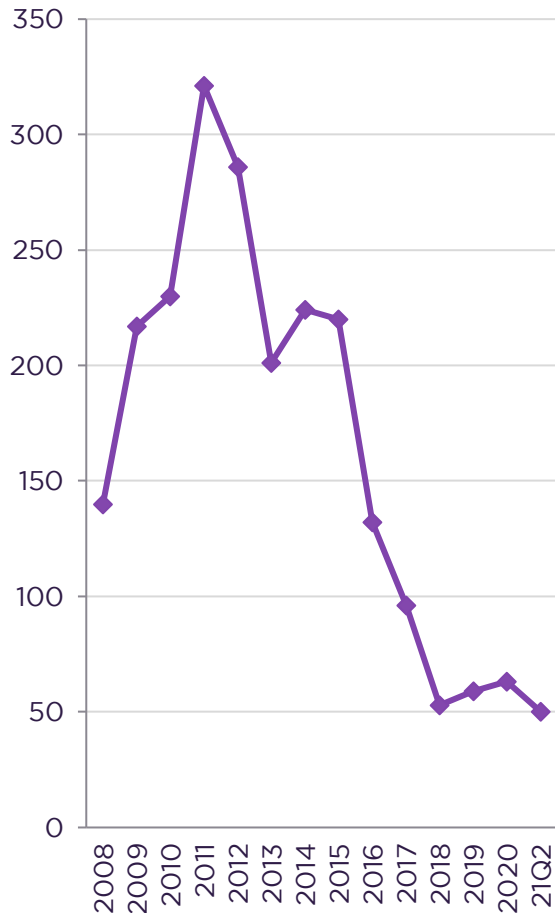
—◆— All -▲- Condo - - Linear (All)

NUMBER OF PROPERTIES SOLD IN SUMMIT COUNTY

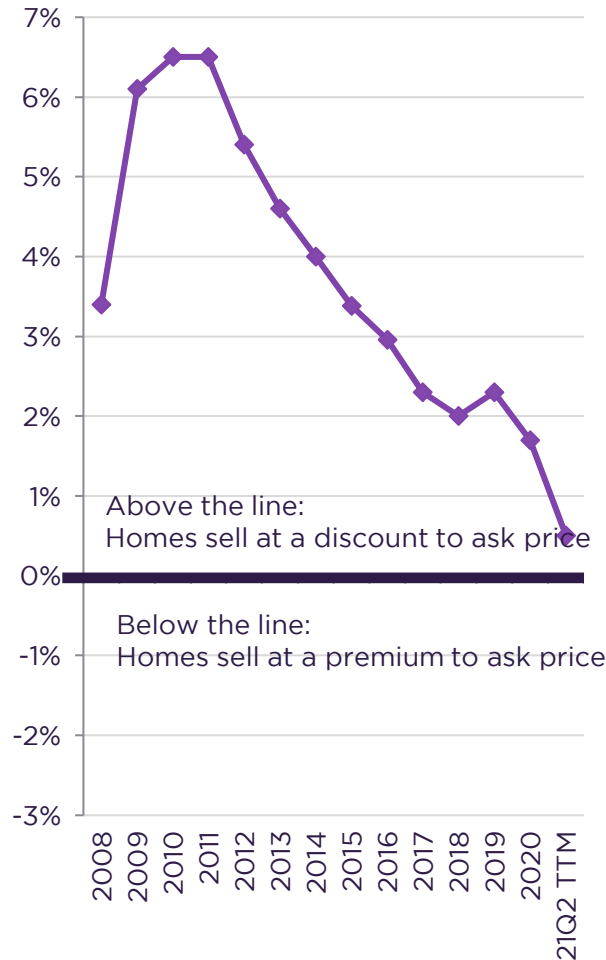


Three leading indicators can help to see the future direction of the market. All three had been improving (for sellers) for several years. Things started to turn a bit in the buyer's favor in 2018 but returned to a tightening sellers' market in 2020. MOI is seasonally cyclical and remains at a record-low.

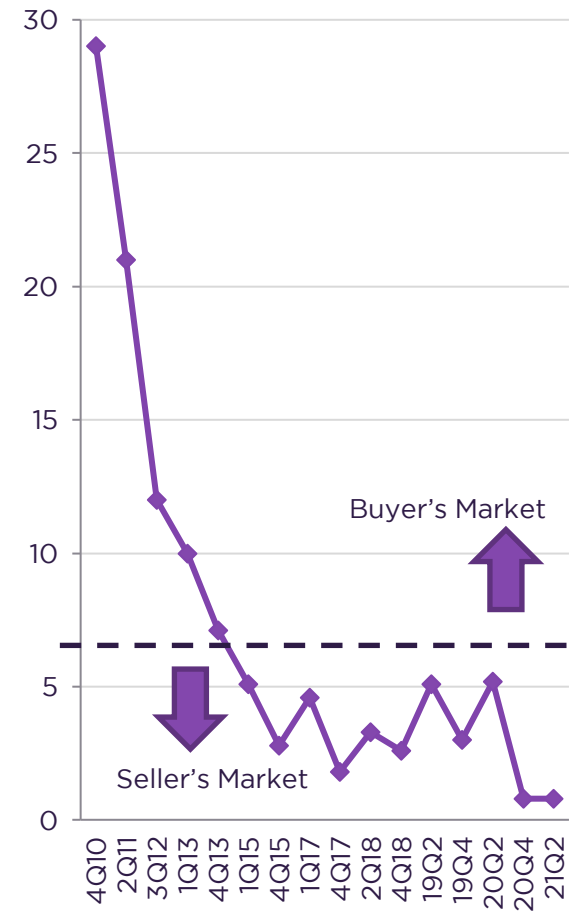
AVERAGE DOM (DAYS ON MARKET)



AVERAGE DISCOUNT



AVERAGE MOI (MONTHS OF INVENTORY)



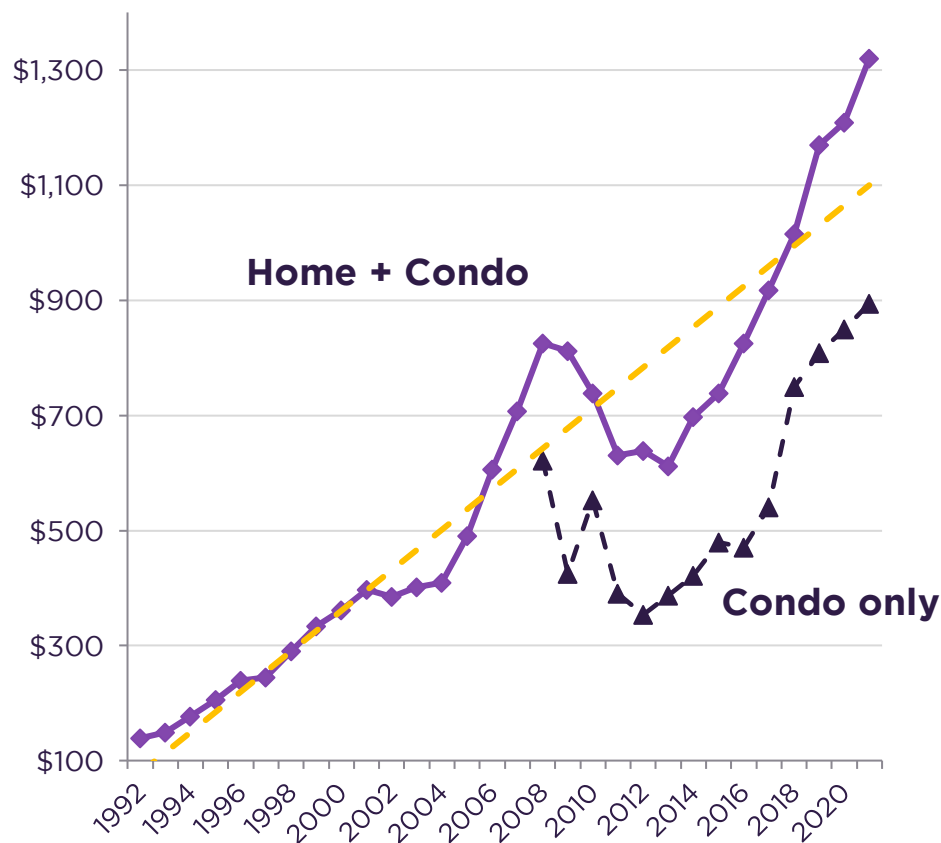
Data Source: Summit County MLS; YCRE analysis

Breckenridge is the most expensive city in Summit County. In 2013, prices dropped -24% on average from the peak, but have been on the rise since 2014. Homes make up a larger percentage of Breckenridge than a lot of other resort areas. This is partially due to Breckenridge being the largest geographical area in the Summit MLS system, spanning from Farmers Corner all the way to Hoosier Pass. Premier luxury properties on the ski resort will always push Breckenridge's average prices to the top.

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

—◆— All -▲- Condo - - Linear (All)

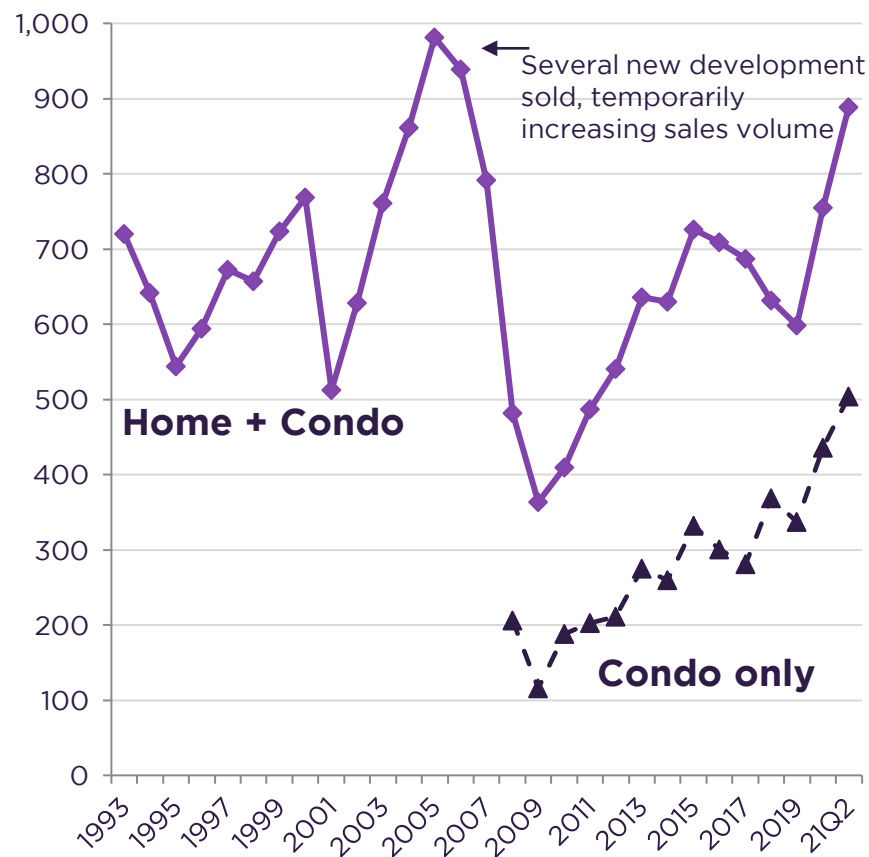
AVERAGE PRICE IN BRECKENRIDGE \$000



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

Data Source: Summit County MLS; YCRE analysis

OF PROPERTIES SOLD IN BRECKENRIDGE

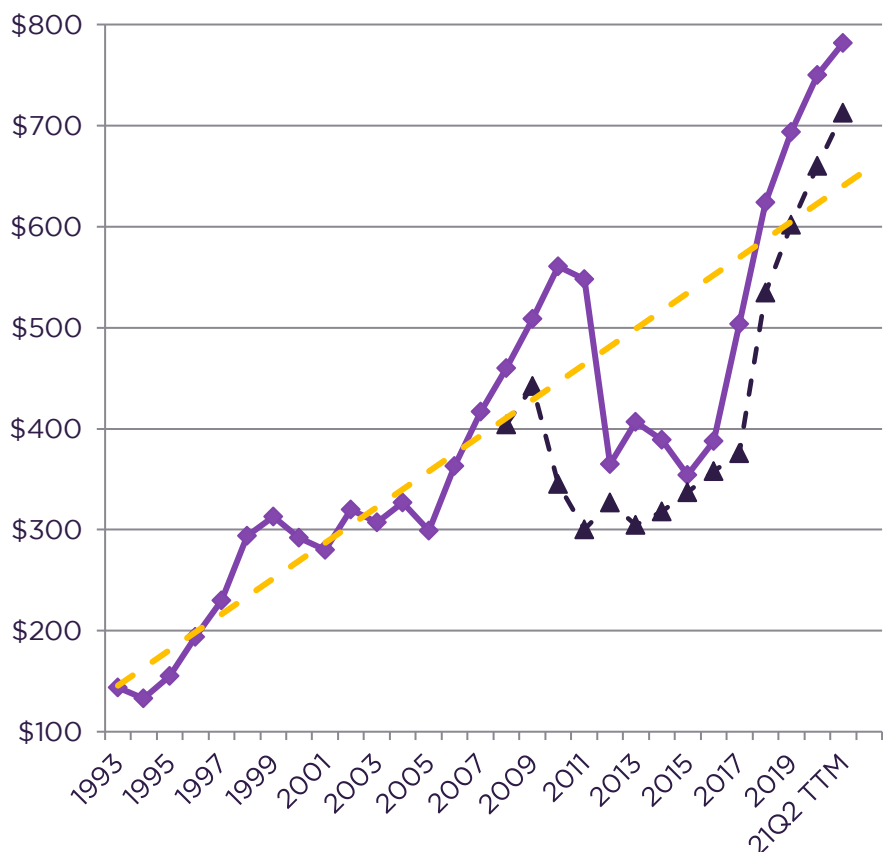


Prices were stable 2012- '14. The small price drop in '15 and '18 was driven by the mix of what was sold. Sales slowed down quite a bit in 2019 and bounced back to well near peak levels in 2020. Prices are past the bottom of 2012 and continue to rise! Condos and town homes make up over 90% of this sub-market.

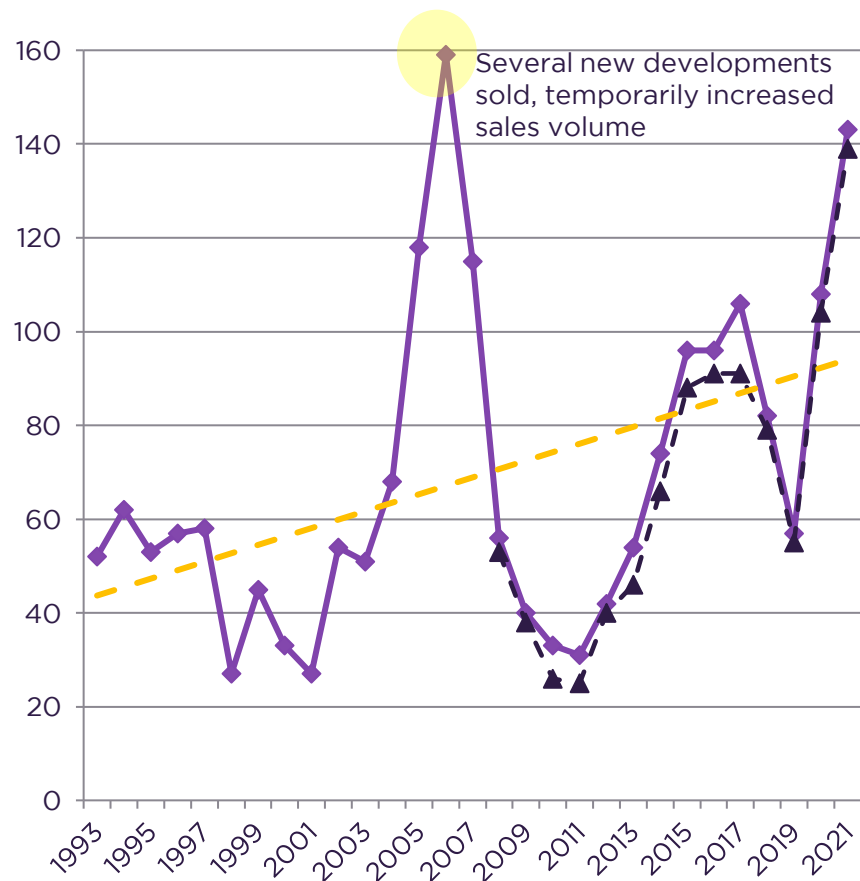
Condo is used to refer to all attached homes (condo, townhouse, duplex)

—◆— All -▲- Condo - - Linear (All)

AVERAGE PRICE IN COPPER \$000



OF PROPERTIES SOLD IN COPPER



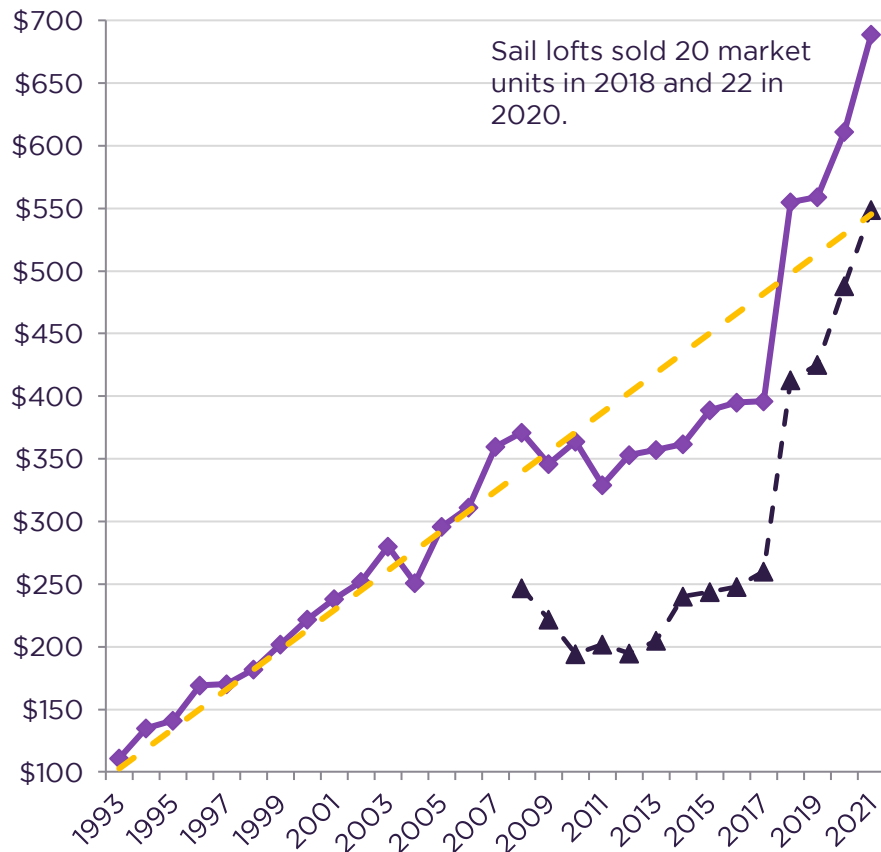
Data Source: Summit County MLS; YCRE analysis

Like all of Summit County, Dillon has experienced a dramatic increase in average price and 2021 continues the record-breaking trend. Sales volume was steadily improving from 2009 to 2017, dipped in 2018, rebounded in 2019, and was flat in 2020. Price change over the last twelve months still increasing.

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

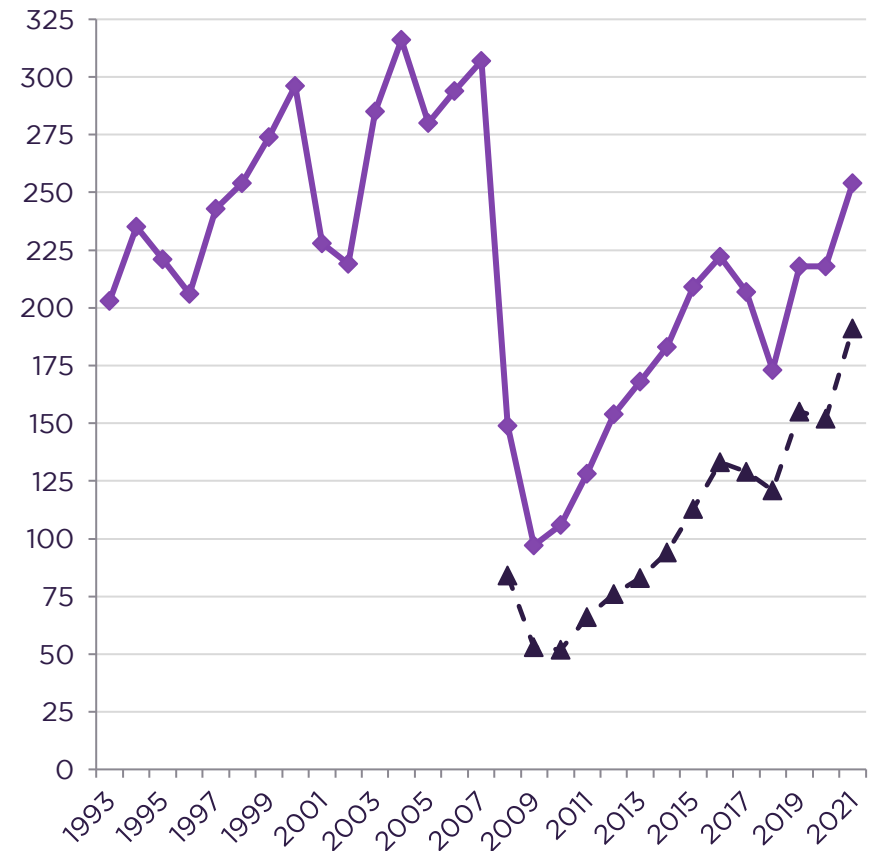
—◆— All -▲- Condo - Linear (All)

AVERAGE PRICE IN DILLON \$000



Data Source: Summit County MLS; YCRE analysis

OF PROPERTIES SOLD IN DILLON

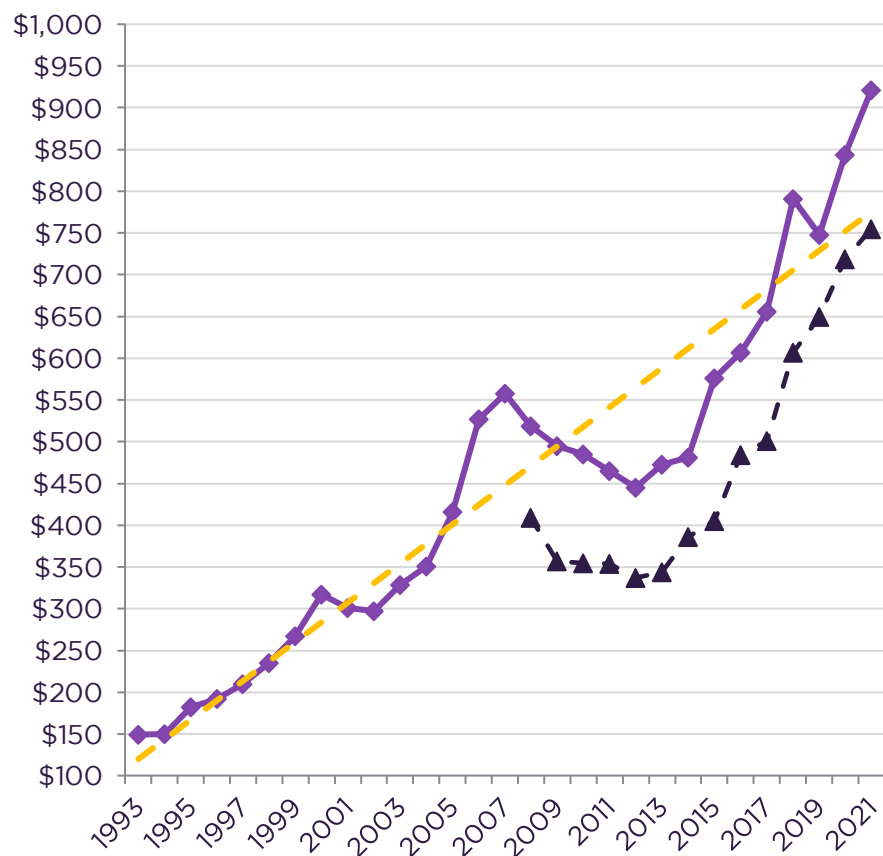


Average prices have increased for the overall market and for condos since 2013. Sales volume increased in 2015-16, and again over the past two years. The ratio of homes to condos continues to shrink. This is likely driven by fact that single family homes in Frisco are rare (and expensive). Price per square foot for Frisco new construction is now over \$800 a SF.

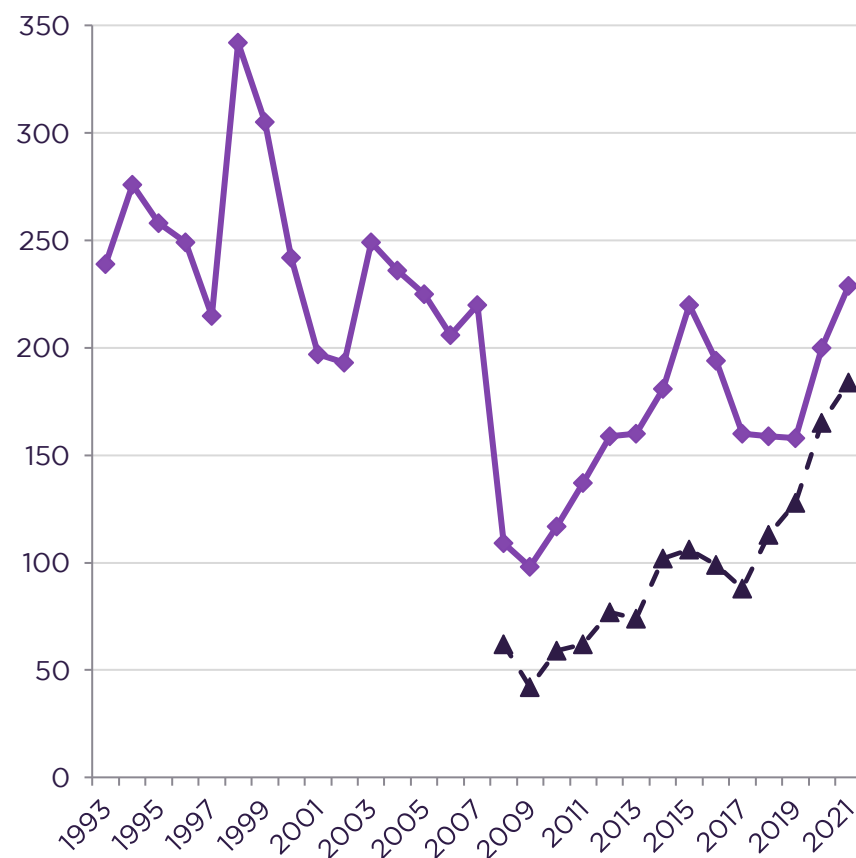
Condo is used to refer to all attached homes (condo, townhouse, duplex)

—◆— All -▲- Condo - - Linear (All)

AVERAGE PRICE IN FRISCO \$000



OF PROPERTIES SOLD IN FRISCO



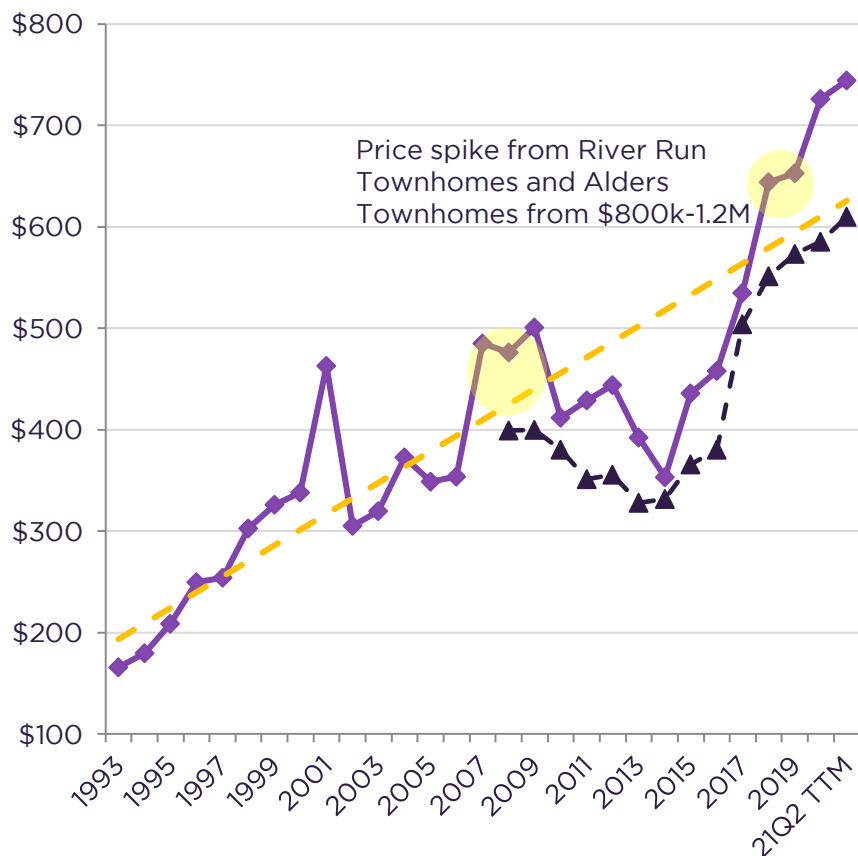
Data Source: Summit County MLS; YCRE analysis

No end in sight for the large price increases that began in 2014. Sales volumes had dipped a bit for both homes and condos, but bounced back in 2020 and continues to rise. New development has been underway in Keystone - product being released this year and for the next several years. Condos make up over 90% of this mountain community.

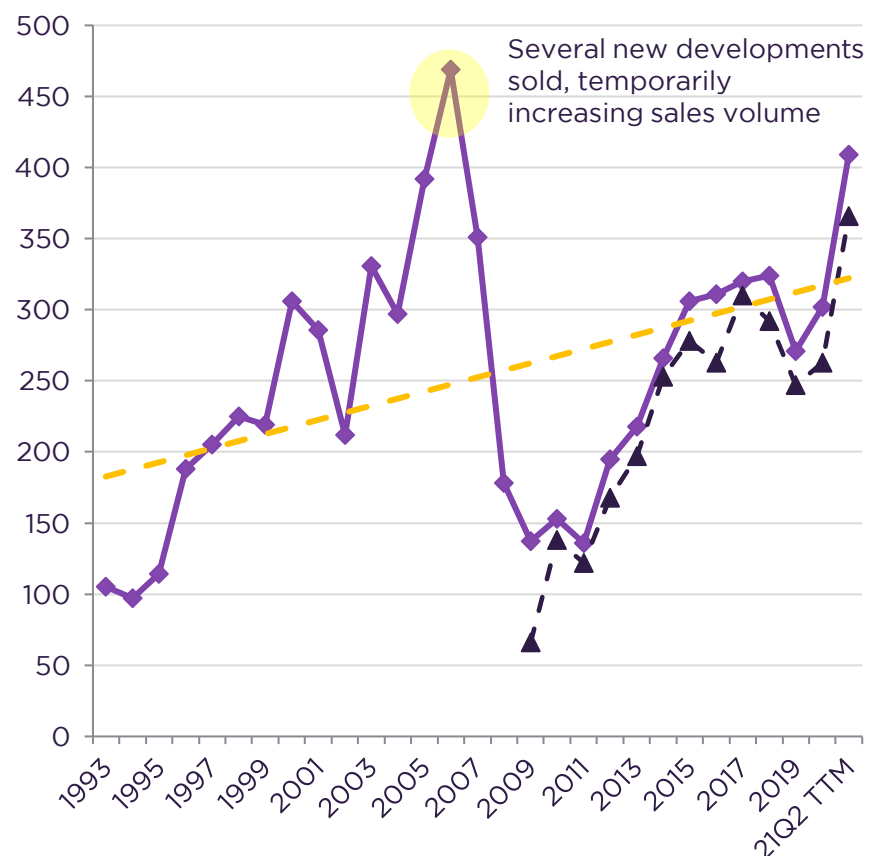
Condo is used to refer to all attached homes (condo, townhouse, duplex)

—◆— All -▲- Condo - - Linear (All)

AVERAGE PRICE IN KEYSTONE \$000



OF PROPERTIES SOLD IN KEYSTONE



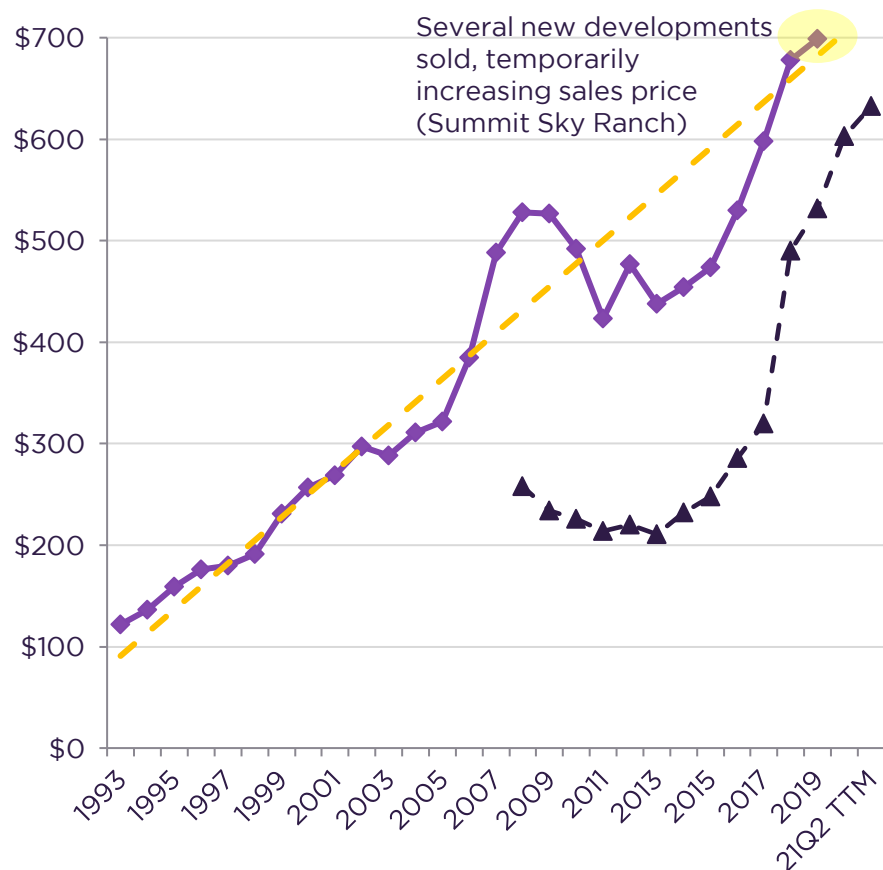
Data Source: Summit County MLS; YCRE analysis

Average prices have been increasing for several years, for attached and detached homes alike. Home sales had slightly declined in 2018 but rebounded the following year. Expect prices to continue to rise given that this geographical area has a large amount of new construction units. Sales count is the highest it's been in nearly 30yrs.

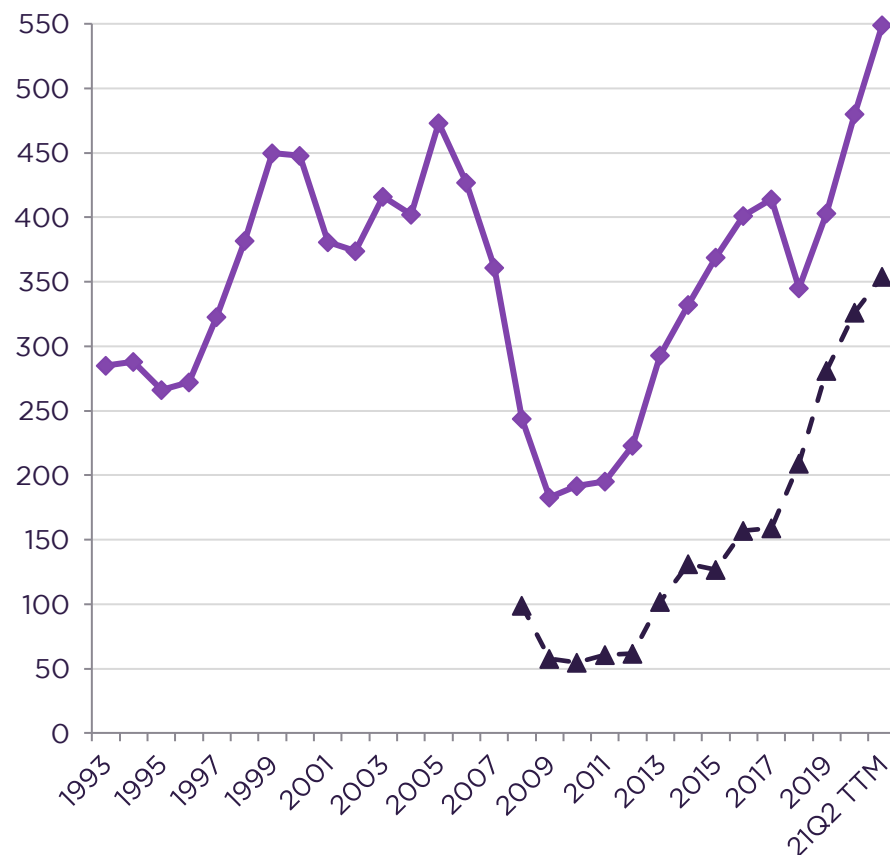
Condo is used to refer to all attached homes (condo, townhouse, duplex)

—◆— All -▲- Condo - Linear (All)

AVERAGE PRICE IN SILVERTHORNE \$000



OF PROPERTIES SOLD IN SILVERTHORNE



Data Source: Summit County MLS; YCRE analysis

Mountain Property: Cost of monthly ownership analysis

	Keystone One Bedroom	Breckenridge 2.2 + loft	Winter Park condo 2 bed/2 bath	Vail condo 2 bed 2 bath
Size (bedrooms)	one bedroom	2 Bed, 2 bath + loft	2 bed/2 bath	2 bed 2 bath
Square Feet	516	1,278	1,089	924
Location	Silver Mill, in resort, walk gondola	Ski Hill Road, Bus to Slopes at Peak 8, walk gondola	Winter Park Lodge Ski in /walk out	Sandstone Central Vail Shuttle
Price	475,000	1,050,000	625,000	675,000
<u>Down %</u>	<u>25%</u>	<u>25%</u>	<u>25%</u>	<u>25%</u>
Down \$	118,750	262,500	156,250	168,750
Rate	3.00%	3.00%	3.00%	3.00%
P+I (30 year)	1,502	3,320	1,976	2,134
<u>Tax + Ins (est'd)</u>	<u>35</u>	<u>1,575</u>	<u>1,606</u>	<u>1,373</u>
PITI (est'd)	1,537	4,895	3,582	3,507
<u>HOA/mo</u>	<u>605</u>	<u>495</u>	<u>530</u>	<u>463</u>
Total cost /mo	2,142	5,390	4,112	3,907
Total cost/yr	25,704	64,680	49,344	46,884
Interest paid	10,688	23,625	14,063	15,188
Mortgage bal paid off	7,336	16,217	9,653	10,425
Net rental after mgmt fees	20,000	43,000	32,000	40,000
Cash subsidy required annual	(5,704)	(21,680)	(17,344)	(6,884)
Cash per day	(15.63)	(59.40)	(47.52)	(18.86)
Average net rent / day	200	430	320	400
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	5,357	14,135	11,577	10,854
Annual appreciation est %	4%	4%	4%	4%
Annual appreciation est \$	19,000	42,000	25,000	27,000
Total economic impact yr	18,653	34,455	19,233	30,970
Total return on investment	15.7%	13.1%	12.3%	18.4%

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.

A property in the mountains is more affordable than you might think. You'll likely make around 12-20% on your investment per year (with appreciation). Slightly more expensive options are nicer and have better returns. These estimates assume you use the unit 20-25 nights a year and rent 100 +/- nights (with a property manager handling ALL details).

Source: Summit MLS, Vail MLS, interviews with owners and property managers; YCRE analysis. Numbers are net of property management fees.

Short Term Rental Scenarios - Keystone Colorado 2/2

Address:		General 2/2 Keystone			Annual Assumptions:		
Purchase Price:		\$ 825,000			Net Rental Income		\$ 45,000
Squafe Footage		\$ 1,049			Taxes		\$ (2,500)
Bed/Bath		2 bed, 2 bath			Insurance		\$ (500)
Amenties		Common hot tub, bus line			Incidentals		\$ (1,000)
Monthly Hoa Dues		\$ 735			Utilities		\$ (250)
Loan Amount		\$ 660,000			HOA		\$ (8,820)
Interest Rate		3.0%					
Monthly Mortgage		\$ (2,783)			Total annual expenses before n		\$ (13,070)

Profit/Loss Options Based on Financing and Management Type

Cash Purchase No Property Manager			
Annual Income		\$ 45,000	
Annual Expense		\$ (13,070)	
Annual Profit/Loss:		\$ 31,930	
Monthly Profit/Loss:		\$ 2,661	

Loan Purchase, No Property Manager			
Monthly Mortgage Pmt:		\$ 2,783	
Annual Income		\$ 45,000	
Annual Expense		\$ (13,070)	
Annual Mortgage Expense		\$ 33,391	
Annual Profit/Loss:		\$ 65,321	
Monthly Profit/Loss:		\$ 5,443	

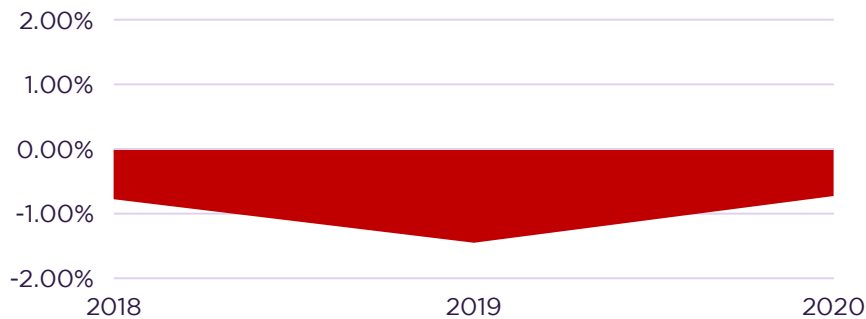
Cash Purchase with Property Manager			
Annual Income		\$ 45,000	
Annual Expense		\$ (13,070)	
Income		\$ 31,930	
PM fee (30% of gross)		\$ (13,500)	
Annual Profit/Loss:		\$ 18,430	
Monthly Profit/Loss:		\$ 1,536	

Loan Purchase with Property Manager			
Annual Income		\$ 45,000	
Annual Expense		\$ (13,070)	
Annual Mortgage Expense		\$ 33,391	
Income		\$ 65,321	
PM fee (30% of Gross)		\$ (13,500)	
Annual Profit/Loss:		\$ 51,821	
Monthly Profit/Loss:		\$ 4,318	

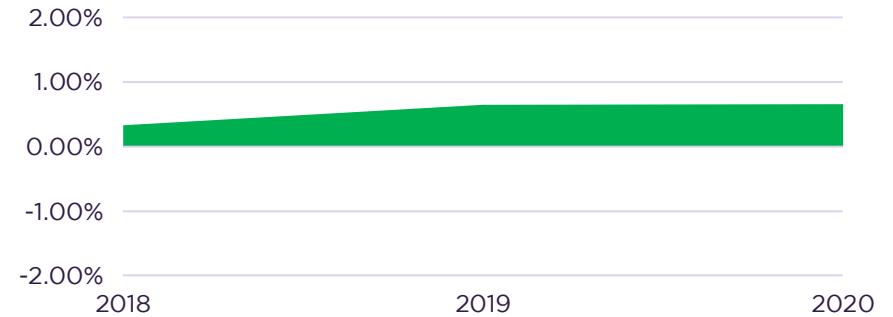
Grand and Summit Counties
Experienced incredible growth
Pitkin County had significantly more
exits than inbound moves.



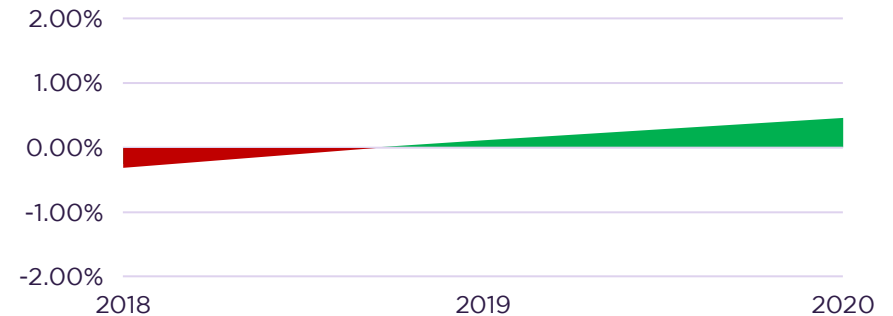
PITKIN NET MIGRATION



GRAND NET MIGRATION



EAGLE NET MIGRATION



SUMMIT NET MIGRATION

