

The Park City Orientation

What a buyer from out of state should understand before deciding where to look.

2026 BUYER GUIDE · MARKET DATA THROUGH Q3 2026

Mike Diamond, Associate Broker & Team Lead
(310) 748-0857 · michael.diamond@parkcitybrokers.net
Utah License 9492175-AB00

theparkcitybrokers.com
YouTube: @parkcitybrokers

WHY THIS EXISTS

Park City is not one market. It is a dozen, sharing a name and a postcode. From a thousand miles away they look interchangeable, and they are not. The difference between them is measured in seven figures, twenty-minute drives, and whether you end up using the place you bought.

Most buyers arrive having studied listings. Listings tell you what a house costs and almost nothing about what owning it is like in February, which areas suit how you would actually use a place, or whether the club everyone mentions is even available to you.

This is the reference we would want if we were buying here from somewhere else. It is organized by geography rather than by inventory, because in this market geography is the decision. Once you know which area you belong in, the house is comparatively easy.

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GETTING HERE, AND GETTING AROUND

The most underappreciated fact about Park City is how close it is to a major international airport: roughly 35 to 45 minutes from Salt Lake City International in ordinary conditions. That is closer than many people's commute, and materially closer than any comparable American resort market.

That proximity is the strongest argument for owning here rather than in Jackson, Big Sky, Vail or Sun Valley. It turns a second home from a production into somewhere you use for a long weekend without thinking about it. The route is interstate highway the whole way, maintained and cleared quickly. On the handful of days a season when a heavy storm slows things down, the drive takes longer.

FROM SALT LAKE CITY AIRPORT	TYPICAL	HEAVY SNOW
Kimball Junction & Canyons Village	35 min	60–90 min
Old Town	40 min	70–100 min
Promontory	40 min	65–95 min
Deer Valley & Empire Pass	45 min	75–110 min
Jordanelle & Hideout	50 min	80–110 min
Heber & Midway	55 min	85–120 min
Tuhaye & Victory Ranch	55–65 min	90–130 min

Drive times are approximate and vary with weather and traffic.

THE MARKET, Q3 2026

Between July 1 and September 30, 2026, 483 homes closed with a disclosed price across the Park City MLS. These are the medians: what the middle of the market actually paid, not what sellers asked.

\$3.65M Median single-family sale in core Park City · 176 sales	\$1.28M Median condo or townhome sale in core Park City · 136 sales	96% Median sale price as a share of the original list price	51% Share of all Q3 sales that closed in cash · 74% above \$4M
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Core Park City = the Park City Limits, Snyderville Basin and Jordanelle MLS areas.

MLS AREA	SINGLE-FAMILY MEDIAN	PER SQ FT	CONDO / TOWNHOME MEDIAN	DAYS ON MARKET SF · CONDO
Park City Limits Old Town, Deer Valley, Empire Pass, Deer Crest, Park Meadows	\$4.24M	\$1,062	\$1.70M	30 · 23
Jordanelle DV East Village, Hideout, Tuhaye, Victory Ranch	\$4.40M	\$1,090	\$1.23M	49 · 30
Snyderville Basin Canyons Village, Kimball, Jeremy Ranch, Pinebrook, Promontory, Glenwild	\$3.05M	\$820	\$1.05M	28 · 51
Heber Valley Heber, Midway, Red Ledges, Timber Lakes	\$1.05M	\$386	\$473K	52 · 62
Kamas Valley Kamas, Oakley, Woodland, Francis	\$925K	\$400	3 sales	47 · –

Cash is common. Half of all Q3 sales closed without a loan, and above \$4M nearly three in four did. A financed offer here competes with cash more often than buyers from most markets expect, which is why a lender letter or proof of funds belongs in hand before the first tour.

The gap between list and sale is real but modest. The median home sold at 96% of its original list price: a little lower in the Kamas Valley (94%), a little higher on the Jordanelle (97%). The list price is where a negotiation starts. How far it moves depends on the area, the season and how long the property has been sitting.

Days on market mean different things in different places. Jordanelle homes are often listed before construction finishes, so their figures read long. A condo that sits 50 days in the Snyderville Basin is a different signal from one that sits 50 days in Old Town.

Source: Park City MLS, closed residential sales July 1 – September 30, 2026, aggregated by MLS area. Seven sales recorded without a disclosed price are excluded; most were listed above \$12M, so luxury medians read slightly low. Individual sale prices are not disclosed.

WHAT YOUR BUDGET BUYS

The budget question is really a geography question. The same \$2M buys a four-bedroom house in the Snyderville Basin or a three-bedroom condominium near the lifts in town: the same money, two different ways of owning.

BUDGET	SINGLE-FAMILY HOME	CONDO OR TOWNHOME
Under \$1M	3 bed · ~2,160 sq ft · half an acre Mostly Heber Valley and Kamas Valley · 88 sales	2 bed · ~1,060 sq ft Mostly Snyderville Basin and Jordanelle · 58 sales
\$1M – \$2M	4 bed · ~3,310 sq ft Heber Valley and Snyderville Basin · 78 sales	3 bed · ~1,830 sq ft Jordanelle, Snyderville Basin, Park City · 64 sales
\$2M – \$4M	4 bed · ~3,970 sq ft More than half in the Snyderville Basin · 82 sales	3 bed · ~2,650 sq ft Seven in ten inside Park City limits · 21 sales
\$4M – \$8M	5 bed · ~6,130 sq ft · ~0.8 acre Snyderville Basin, Park City, Jordanelle · 65 sales	Ski-access and branded residences Park City and Canyons · 6 sales
\$8M and up	6 bed · ~9,280 sq ft · ~1.9 acres Snyderville Basin and Park City · 19 sales	Largest ski-in residences 2 sales

Medians of Q3 2026 closed sales in each price band, all MLS areas. Typical size and setting only. Every band includes homes well above and below these figures.

Rental permission follows the product type. In core Park City, 80% of the condos and townhomes that sold in Q3 allowed nightly rental. Only 34% of the single-family homes did. If rental income is part of the plan, that one fact narrows the search more than any price filter.

THE AREAS

Each of these is a different market in product, price and daily experience. We have written what each suits and what is worth knowing as plainly as we would say it in the car.

Old Town

Historic Main Street corridor · walk to the Town Lift

The original mining town, and the only part of the area with real urban texture. Main Street is a walk rather than a drive, the housing stock runs from 1885 to brand new, and the Town Lift sits at the end of certain streets. Lots are hillside and flat both, and some homes are flat-access with a garage at street level.

BEST SUITED TO

Owners who want walkability and character, who will use the property across the year, and who value being able to reach dinner, a trail and a lift on foot.

WORTH KNOWING

Nightly rental is permitted across much of Old Town, which combined with four seasons of demand makes it unusually strong for rental income. Confirm permission on the specific property. Parking is limited, and homes vary considerably in how they live across their levels.

Lower Deer Valley

Between Old Town and the resort

The transition between town and mountain: closer to Main Street than the upper resort areas while still on the Deer Valley side. A mix of established homes and neighborhoods, new construction, and a number of condominium and townhome developments near the Snow Park base.

BEST SUITED TO

Owners who want proximity to both the resort and the town without paying upper-mountain prices.

WORTH KNOWING

Rental rules vary by association here more than they do in Old Town, so this is one to check property by property.

Upper Deer Valley & Silver Lake

The mid-mountain village

The Silver Lake area sits mid-mountain with genuine ski access and a village of its own. Deer Valley's operating character (grooming standards, limited daily tickets, no snowboarding historically) shapes the experience as much as the real estate.

BEST SUITED TO

Owners who ski enough days a season that being on the mountain changes how the property gets used.

WORTH KNOWING

Association dues climb considerably at this elevation, covering snowmelt, shuttles and amenity operations. A meaningful share of inventory is branded-residence or shared-ownership product rather than fee simple, and we verify ownership structure before anything reaches you.

Empire Pass

Top of the mountain, ski-in and ski-out

True ski access at the top of Deer Valley, with the shortest distance from door to snow available anywhere in the area. Amenity-rich and turnkey: dues average roughly \$2,800 a month and typically cover utilities, cable and wifi, concierge-level service, an owners' ski lounge and fitness facilities.

BEST SUITED TO

Owners who want everything handled and value the convenience enough to pay for the service package.

WORTH KNOWING

Those dues are what buys the service, so the comparison against a no-fee home is not like for like. Worth understanding what is included before ruling it in or out.

Deer Crest

Gated, ski-in and ski-out

The top of this market: custom-built homes, ski-in and ski-out, and the highest-value properties in the area. Starting around \$12.4M for six bedrooms, eight baths and roughly 7,600 square feet.

BEST SUITED TO

Owners who want the most complete version of the ski-access product in a private, gated setting.

WORTH KNOWING

The association fee is modest for what it is, around \$12,000 a year covering the gate and snow removal rather than a service package. Deer Crest is also one of the few single-family neighborhoods within Deer Valley Resort that permits nightly rental.

The Colony

White Pine Canyon

Very large homes on substantial acreage with ski access, starting around \$10.9M for six bedrooms, seven baths and roughly 6,756 square feet. Among the largest private parcels anywhere in the area.

BEST SUITED TO

Owners who want scale, privacy and ski access together.

WORTH KNOWING

Rentals run on a thirty-day minimum: effectively one tenancy a month rather than the nightly market, which is a different income model and a much smaller pool of renters.

Canyons Village

Park City Mountain, Canyons base

A purpose-built resort base with a wide range of product, from studios and lock-off condominiums through to substantial single-family homes, with dues varying just as widely. Closest ski base to the airport and the most straightforward winter access of any true ski-in/ski-out option.

BEST SUITED TO

Owners who want lift access with less winter driving, and who like the base-village style of ownership.

WORTH KNOWING

Base-area condominium living is closer to a hotel than to a neighborhood, which suits some owners and not others. Much of the inventory carries rental program requirements, and a portion is fractional or branded-residence rather than fee simple.

Snyderville Basin

Pinebrook · Jeremy Ranch · Silver Springs · Sun Peak · Trailside

The established residential side of the area: larger lots, mature landscaping, conventional single-family construction, and the everyday infrastructure the resort zones lack (grocery, medical, hardware). Ten to fifteen minutes from both ski bases and the easiest winter driving anywhere here.

BEST SUITED TO

Owners who will spend real time here rather than long weekends, who want a house rather than a unit, and who would rather drive ten minutes to skiing than pay for the last hundred yards.

WORTH KNOWING

Nightly rental is restricted across most of the basin. If rental income is part of your thinking, this area will not deliver it.

Promontory · Glenwild

Gated golf club communities

Large-acreage club communities on the high ground north of Interstate 80. Amenity-rich and busy year-round: clubhouses, golf, dining, fitness, kids' programs and a real sense of community. Both have ski lodges on the mountain, so ski access is excellent despite the distance.

BEST SUITED TO

Owners who want space, amenity and community rather than proximity to the lifts, with golf and outdoor amenity in the warmer months and clubhouse, dining and ski lodge access through the winter.

WORTH KNOWING

Nightly rental is generally not permitted except through the club. Club membership is frequently the gating item rather than the house: availability, initiation and whether membership conveys all vary and all change.

SkyRidge · Amanti Lago · the Jordanelle corridor

Above the reservoir, Deer Valley East Village side

The newest part of the market, on the Jordanelle side of Deer Valley, with a base area and lift infrastructure arriving in phases. SkyRidge is high-end custom building with views over the reservoir and out to Deer Valley, a shuttle to the lifts, golf training, an equestrian center and trails. Amanti Lago is developer-built detached homes to a set of designs: well executed, without the custom premium.

BEST SUITED TO

Owners who want new construction, level access and a garage, with the lake and trails in summer and shuttle access to the lifts in winter.

WORTH KNOWING

Association dues are modest by area standards. Homes are frequently listed before construction begins, so days-on-market figures read long. Construction on surrounding lots continues for a while yet, and some newer developments sit inside a Public Infrastructure District with its own assessment.

Tuhaye & Victory Ranch

Club communities, Kamas side

Large club communities above the reservoir extending toward Kamas. Golf, fly fishing, water access and long views. Summer use is genuinely strong.

BEST SUITED TO

Owners with meaningful summer use who want acreage and views and are not optimizing for the shortest ski commute.

WORTH KNOWING

Furthest of the areas from both the airport and the lifts, with the longest winter drive. Nightly rental is generally not permitted except through the club, and club structures carry significant initiation and dues.

Heber Valley & Midway

The valley floor

An agricultural valley with a working town center, mountain views on three sides, and substantially more house and land per dollar than anywhere closer to the resorts. Midway retains a Swiss-influenced architectural character. In Q3 2026 the median single-family home here sold for about a third of the core Park City figure, at under \$400 a square foot.

BEST SUITED TO

Owners for whom the mountains are the setting rather than the daily activity, and who want more property for the same number.

WORTH KNOWING

25 to 40 minutes to skiing, and the resale market behaves differently: driven more by local and regional demand than by out-of-state second-home buyers.

In several of these communities the club is not an amenity attached to the house. It is a separate asset with its own price, its own waiting list, and its own rules about whether you can have it at all.

This surprises nearly every buyer from outside the region, and it is the item most likely to disrupt a transaction late. Four questions decide it, and we answer all four before you tour anything:

QUESTION	WHY IT DECIDES THINGS
Is membership available at all?	Some communities are capped or waitlisted. A house you love may come without the thing that made you want the community.
Does it convey with the property?	In some cases membership transfers with the sale. In others the buyer applies separately and is not guaranteed acceptance.
What is the initiation, and when is it due?	Frequently a substantial figure on top of the purchase price, with deposit deadlines that drive the transaction calendar more often than financing does.
What are annual dues, and what do they cover?	A recurring cost that sits alongside association dues, not inside them.

Membership is a negotiating point, and frequently a valuable one. Several clubs here are waitlisted, meaning membership cannot simply be bought when you want it. A property that comes with a membership available to transfer is therefore worth materially more than an identical house without one, and the difference is not always reflected in the asking price.

Terms change, and they change without notice. Any figure you find online for a club in this area should be treated as historical. We confirm current terms directly with the club before a property is recommended, and we put the answer in writing.

HOW RENTAL PERMISSION ACTUALLY WORKS

If rental income is part of your thinking, one fact governs everything: **nightly rental is controlled by both municipal or county zoning and the homeowners association, and where they conflict, the association restriction controls.**

A property can sit in a zone that permits nightly rental and still be prohibited from it by its own governing documents. Online listings are not a reliable guide, and neither is what a neighbor tells you they do.

Broadly: Old Town, Canyons Village, the Kimball Junction and Redstone area, and the Jordanelle corridor are the strongest for nightly rental. Deer Crest is one of the few single-family neighborhoods within Deer Valley Resort that permits it. The Snyderville Basin areas largely restrict it. The gated club communities generally do not permit it except through the club, and The Colony runs thirty-day minimums.

Where it is allowed, nightly rental is a licensed business: a Park City business license or a Summit or Wasatch County permit, renewed annually, with lodging and sales taxes collected on each stay.

We confirm both layers in writing before recommending anything where income matters, and we are direct about what net income looks like after management, cleaning and turnover. Professional management typically runs 20–35% of gross revenue.

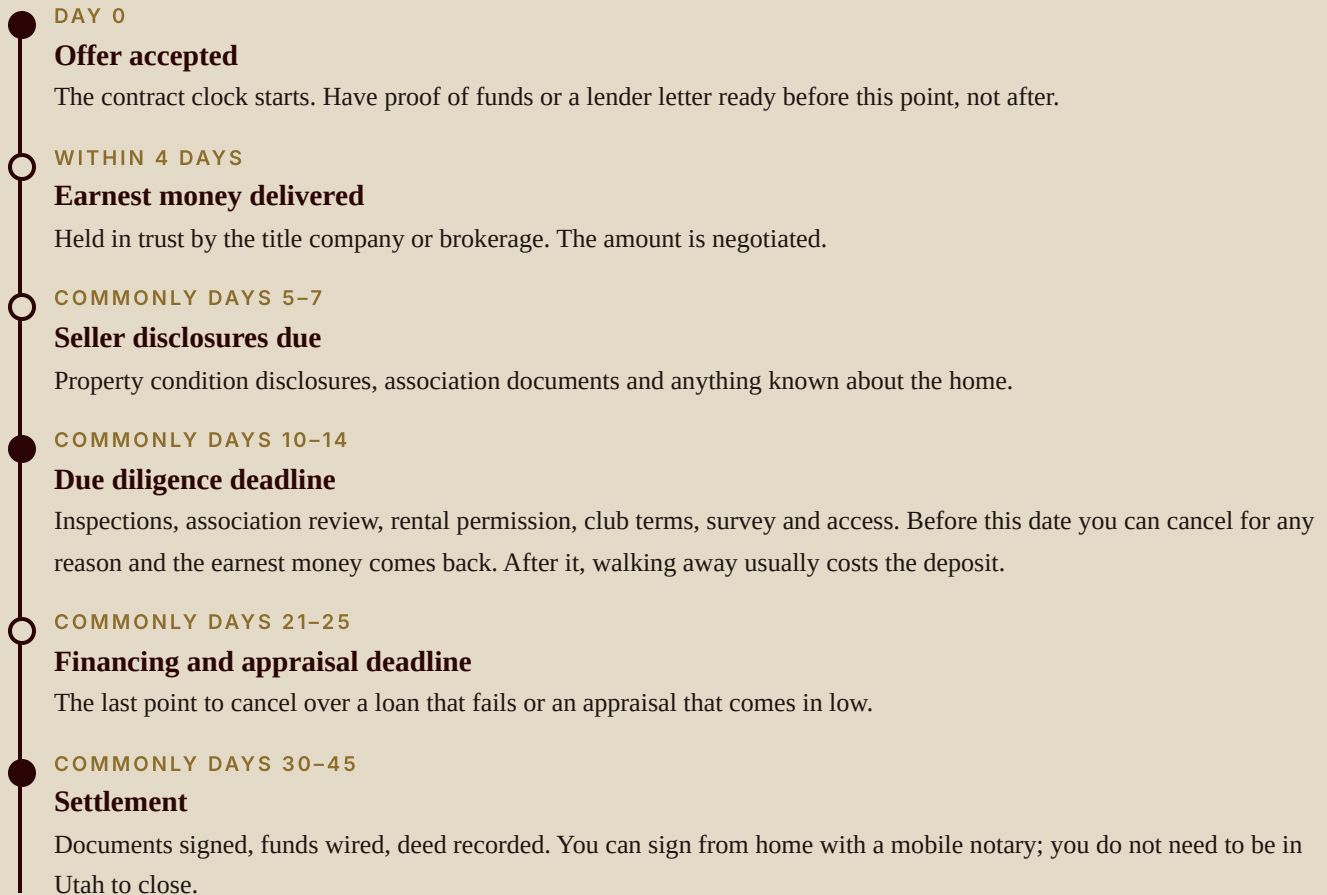
WHAT IT COSTS TO OWN

The purchase price is the number everyone compares. These are the numbers that decide what a property actually costs each year.

COST	WHAT TO EXPECT
Property tax	Utah taxes a full-time residence on 55% of its assessed value. A second home is taxed on 100%, so it pays close to twice the property tax of an identical primary residence. To qualify for the lower rate, the owner lives there at least 183 days a year and applies with the county after purchase (Summit County accepts applications through November 30). Confirm your situation with a tax advisor.
Association dues	In core Park City, condos and townhomes that sold in Q3 carried a median of about \$730 a month (most between \$450 and \$1,130). Single-family homes in associations ran about \$290. Resort service packages such as Empire Pass run far higher and cover far more.
Club dues	Separate from association dues, plus initiation where it applies. Confirmed with the club in writing, property by property.
Rental management	Typically 20–35% of gross revenue, before cleaning, supplies and lodging taxes.
Special assessments and districts	Read in the association's reserve study and minutes, and on the title report for any Public Infrastructure District.

Buying here without living in Utah is normal; most of our clients do it. What trips people up is not the decision but the contract calendar, which starts running the moment an offer is accepted.

Utah uses a standard Real Estate Purchase Contract with a fixed set of deadlines. Every date is negotiated when the offer is written; the ranges below are common, not required.



Never wire money on the strength of an email. Wire fraud targets real estate closings everywhere. Before sending earnest money or closing funds, call the title company at a number you already have, not one in the email, and confirm the instructions by voice.

WHAT WE CONFIRM IN DUE DILIGENCE

A standard home inspection does not cover what can go wrong with a mountain property. For out-of-state buyers we work through this list before the due diligence deadline, and send the results in writing.

- | | |
|---|--|
| ☐ General home inspection | ☐ Pending or recent special assessments |
| ☐ Radon test | ☐ Nightly rental permission: zoning and association |
| ☐ Roof, snow load and ice management | ☐ Club membership terms, in writing |
| ☐ Sewer scope, or septic inspection where applicable | ☐ Title report, easements, Public Infrastructure District |
| ☐ Well testing and water rights where applicable | ☐ Survey, access and who plows the road |
| ☐ Heating, snowmelt and boiler systems | ☐ Ownership type: fee simple, fractional or branded |
| ☐ Association documents, budget and reserve study | ☐ Insurance quote before the deadline, not after |

Our full walkthrough of this list is on YouTube: *The Complete Park City Due Diligence Checklist for 2026*.

THE YEAR, MONTH BY MONTH

What the property is actually like when you own it: the part listings never cover.

DEC – FEB	Deep winter. Reliable snow, cold nights, short days, and the reason most people come. The holidays and Presidents' Week are when everyone wants to be here, and when rental rates are highest.
MARCH	Widely considered the best skiing of the season. Long days, deep base, softer weather. Owners who use their property most tend to use it most in March.
APRIL	The resorts close and the town empties. Roads clear, restaurants reduce hours, and the area exhales. Many owners are absent entirely.
MAY – JUNE	Green-up. Runoff fills the reservoirs and rivers, trails dry out progressively by elevation, and the golf season opens. Weather is variable; snow in May is unremarkable.
JULY – AUG	The season most out-of-state owners underestimate. Warm days, cool nights, no humidity, and full trail and water access. A significant share of buyers who arrive intending to ski discover they use the property more in summer.
SEPTEMBER	Aspens turn, the crowds are gone, and most locals will tell you it is the best month of the year. Ideal for a first visit if you want to see the place honestly.
OCT – NOV	The quiet shoulder. Weather turns, the resorts prepare to open, and the town is at its emptiest. Worth seeing before you buy; it is a real part of owning here.

Utah is a non-disclosure state. What a property actually sold for is not public record. It does not appear on the portals, it is not in the county assessor's file, and no amount of research from your desk will produce it.

This is the single most important structural fact about buying here from somewhere else, and the reason a market you can research thoroughly from Los Angeles or New York cannot be researched the same way in Utah.

Listed prices tell you what sellers hope for, not what buyers pay. The gap between the two varies by area, by season, and by how long a property has been sitting, and it is invisible from outside.

Automated valuations are unreliable here. The models that produce a plausible estimate in a disclosure state are working without their primary input in this one.

Your representation is your access. What we tell you something is worth comes from transaction data available to licensed brokers and from watching these specific areas closely since 2014. The market figures in this guide are medians across many sales. We do not publish individual closed prices, here or anywhere else.

OUR PROCESS

1 • Intro call

Thirty minutes to understand how you would use the property, what matters and what does not. No properties, no pitch.

2 • Ownership thesis

Within a couple of days, a written breakdown: the areas that fit, the ones we would set aside, how rental works in each, and what ownership actually looks like.

3 • Buyer agreement

A short document confirming we represent you rather than a seller. It sets out the agency relationship and the fiduciary duties we owe you (loyalty, confidentiality, full disclosure and reasonable care), and it is what allows a completely candid read on every property.

4 • Secure funding path

Cash or loan, settled early. Proof of funds or a lender letter ready before you are standing in a house you want, and your attorney and CPA involved where an entity or a tax question is in play.

5 • Property search and dashboard

A live shortlist you can review any time, updated as inventory moves, with our notes on each.

6 • Home tours

Four to six properties, never sixteen, each chosen against your brief. Geography first, so the choices make sense. Video tours when you cannot be here.

7 • Offer and negotiation

Strategy agreed before terms go out. Every counter documented the same day.

8 • Diligence and closing

Title, association documents, permits and rental permissions confirmed in week one. Written updates twice a week until keys.

9 • After closing

Vendor introductions, and an annual written valuation of your property for as long as you own it.



Mike Diamond

ASSOCIATE BROKER & TEAM LEAD

Twenty years in real estate, the last twelve in Park City, after beginning his career in California in 2006.

What he knows best is the micro-markets. Park City is not one market but a dozen, and Old Town behaves differently from Empire Pass, which behaves differently again from the Jordanelle side. Trends and sales, certainly, but just as much how each area actually lives: what you would use, what would sit empty, what rents well and what does not.

He specializes in buyers and sellers of non-primary residences: where growth is happening, where appreciation is most likely, which areas rent best, which suit residential use, where the off-market and pre-list opportunities are, and which communities offer the best ski access and club membership.

He also specializes in managing the process remotely. It is not unusual for his clients to complete a purchase start to finish without ever coming to town.

(310) 748-0857 · michael.diamond@parkcitybrokers.net · Utah License 9492175-AB00



Alexandria Larsen

DIRECTOR OF OPERATIONS & CLIENT EXPERIENCE

Alexandria distills what you tell us into a working strategy, refining the brief as it changes and consolidating listings into a shortlist worth your attention rather than a feed to wade through.

When you come out, she builds the itinerary: which properties in which order, the driving route that makes the geography make sense, where to eat, and what to do with the rest of the day. Between visits she keeps the information flowing: the updated shortlist every two weeks, written reports on what has come to market and what has moved, and answers to the small questions that would otherwise sit in your inbox for a week.

You will see her copied on all communication, so nothing depends on one person being available.

502.341.1300 · Alexandria.Larsen@ParkCityBrokers.net

Jenette Jolley

TRANSACTION COORDINATOR

Jenette manages the transaction itself once you are under contract: title, association documents, disclosures, deadlines and closing. A licensed agent, so she can speak to the substance rather than simply move paperwork.

(801) 413-8202 · jenette@jjolleytc.com
Coldwell Banker Realty · Utah License 10892695-SA00

Whitney Galvan

VP ESCROW OPERATIONS · CHICAGO TITLE

Whitney handles title and escrow: the title search, the insurance, and holding funds through to closing, with every deadline tracked from first contact to keys.

(435) 300-8705 · (435) 252-0100
Whitney.Galvan@ctt.com

The fastest way to narrow a dozen markets to the one or two that fit is a thirty-minute conversation about how you would actually use the place.

Talk it through

A thirty-minute intro call. No properties, no pitch. Within a couple of days you get a written ownership thesis: the areas that fit and the ones we would set aside.



theparkcitybrokers.com · (310) 748-0857

Watch the short course

Five videos, in order: moving here, choosing a neighborhood, comparing the clubs, financing from out of state, and closing from a few time zones away.



YouTube · Start Here: Moving to Park City

Drive times are approximate and vary with weather and traffic. Market figures are medians of closed residential sales reported to the Park City MLS for July 1 – September 30, 2026, aggregated by MLS area; individual sale prices are not disclosed. Club terms, association rules, rental permissions, dues and tax treatment change and must be verified for each specific property; nothing here should be relied upon as to any individual property. Rental income projections are estimates only and are not guaranteed. This is not legal or tax advice; please retain your own counsel and tax advisor.

Coldwell Banker Realty (Park City-NewPark) · Park City Brokers | Coldwell Banker Global Luxury
1153 Center Drive #G200, Park City, UT 84098 · Mike Diamond, Associate Broker, Utah License 9492175-AB00
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