

WESTBANK TOWNHOME
OFFERED AT \$2,750,000

Q1 2026

Teton Village in Focus

Jackson Hole Mountain Resort proved resilient,
outperforming many ski areas across the West

Teton Village In Focus

The **2025–26 ski season** at Jackson Hole Mountain Resort proved resilient, **outperforming many ski areas** across the Rocky Mountain West despite contending with warmer-than-average temperatures. Encouragingly, skier visitation saw an uptick, while ski-related accidents declined - an all-around positive trend for the resort and its guests. But the **real headline this season** wasn't on the slopes, it was in the **real estate market**.

In a landmark transaction, the **Four Seasons Resort and Residences Jackson Hole** changed hands as part of a record-breaking **\$1.1 billion deal**, marking the most expensive sale in Jackson Hole history. Notably, this single transaction accounted for more than half of the total real estate dollar volume in the first quarter of 2026. What makes the deal even more remarkable is its scope. Rather than a single-property sale, it involved two premier luxury destinations sold as a package:

- Four Seasons Resort and Residences Jackson Hole (Wyoming)
- Four Seasons Resort Orlando at Walt Disney World Resort (Florida)

While the exact allocation between the two properties hasn't been officially disclosed, industry sources estimate the Teton Village asset alone was valued at approximately \$650 million. If accurate, this would push total real estate transaction volume in Jackson Hole past the \$1 billion mark in just the first three months of the year. Either way, the deal decisively eclipses the previous record of \$695 million set in 2021, cementing early 2026 as a defining moment for the Teton Village real estate market.

Note: The sale of the Four Seasons property has been excluded from the total sales count and dollar volume reported in the overall statistics below.

DATA-DRIVEN REPORT FOR THE FIRST THREE MONTHS OF 2026

The Jackson Hole Report is the oldest, most accurate, and comprehensive real estate market report in Teton County, WY. Our statistics are derived from a privately maintained database that tracks every single sale - not just those reported through Multiple Listing Service (MLS). Notably, in 2025, only 63% of sale prices valley-wide were reported to MLS, highlighting the value of our complete, data-driven reporting.



The Bottom Line: Why You Need an Expert

If there's one thing 31 years of market history has taught us, it's that Jackson Hole real estate is anything but simple. Inventory is limited, pricing is nuanced, and the best opportunities often never hit the public market. Whether you are buying or selling, you need someone who knows the numbers, the history, and the players. That's where we come in.

Call us today. Let's talk about your goals, your property, and how we can help you succeed in Jackson Hole's one-of-a-kind market. No one knows it better.

Overall Market

Compared to the **first three months of 2025**, the number of sales in **2026 declined by 9%**.

Despite this drop, total **dollar volume increased by 8%**, and both average and median sale prices saw significant increases of 19% and 95%, respectively.

The sharp increase in the median price is largely attributable to a **30% rise in transactions exceeding \$10 million**.

The \$1–3 million price range saw the most activity, accounting for 35% of all transactions. Geographically, the Town of Jackson led the market with 40% of total sales across the valley, followed by the Westbank at 32%.



Overall inventory of **active listings increased by 27%** year over year, reaching 207 listings. Vacant single-family lots remain the most constrained segment with historically low supply. Based on 2025 absorption rates-during which 59 lots sold-there is currently less than 10 months of available inventory.

Homes **priced above \$5 million** is the segment with the **greatest supply with 50 listings** representing 62% of all homes on the market.

Note: As of April 1, 2026, the average listing price for a single-family home was **\$11.243 million**.

MEDIAN SALE PRICE VS AVERAGE SALE PRICE

The **average sale price** is calculated by adding all the sale prices for homes sold in a specific area within a specified time frame and dividing that total by the number of properties sold.

The **median sale price**, on the other hand, is the sale price in the middle of the data set after arranging all the sale prices from low to high.

The median sale price, then, represents the figure at which half of the properties in the area sell at a higher price and the other half at a lower price.

Confidential Market Analysis

As a courtesy to our clients, we offer a confidential market analysis of your distinctive Jackson Hole property, as well as annual valuation updates for trust and estate planning. If you own a luxury property in Jackson Hole and would be interested, please scan the code below or email devon@jacksonholereport.com.



jacksonholeluxuryreport.com

Jackson Hole Luxury Report



Luxury Market

The Luxury market, defined as homes priced above \$10 million and condo/townhomes and vacant single-family lots priced above \$5 million, recorded 16 sales in Q1 2026. Of these, seven were single-family homes, five were vacant lots, and four were condo/townhomes.

Currently, five properties over \$5 million are under contract, representing a 50% decrease compared to Q1 2025. Of these, two are located on the Gros Ventre Buttes, one is north of town, one is in town, and one is south of town.

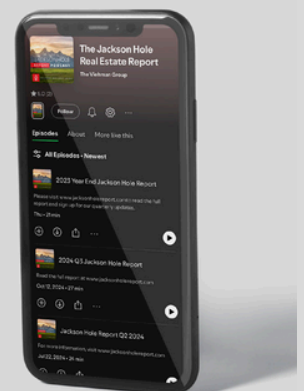
Luxury inventory remains consistent with 2025 levels. While the 50 Luxury listings represent just 24% of total available inventory, they account for 68% of the valley-wide dollar volume.

There are currently 12 properties listed above \$25 million, compared to just one in Q1 2025. The most expensive property, located south of Wilson, is listed at \$60 million.

For a more detailed analysis of the Luxury market, visit JacksonHoleLuxuryReport.com or email devon@jacksonholereport.com

Jackson Hole Report Podcast

Tune into our podcast at JacksonHoleReport.com for a complete understanding of the new rules and regulations regarding “Realtors” plus an up-to-date and more in-depth conversation about the current real estate market.





Featured Listing

Income Producing Townhome

Bordering 7.34 acres of protected open space in the Aspens, this Woodlands condominium offers rare privacy, open views, and flexible use in one of Jackson Hole's most desirable areas. Located just minutes from the Aspens Market, the START Bus, Teton Village, and Wilson, this 1,794 square foot home is spread across three well-designed levels.

Large windows and vaulted ceilings bring in natural light throughout the home. A floor-to-ceiling wood-burning fireplace anchors the main living space. The home includes three bedrooms plus a loft and two and a half bathrooms, with private living areas on each level. Views include the Grand Tetons. Short-term rentals are allowed, making this property suitable as a full-time home, vacation place, or rental investment.

The updated kitchen is built for everyday use and gathering. It includes an island, oak cabinets, custom countertops, a tile backsplash, and stainless steel appliances. Oak hardwood floors run through the kitchen and dining areas. An upper deck provides space to sit outside and enjoy the surroundings. The living room features vaulted ceilings and a wall of windows that fills the space with light. Bathrooms have been updated and include heated floors.

Additional improvements include new windows, doors, updated lighting, solid wood interior doors, updated window coverings, upgraded cove heating, two new hot water heaters, a stacked washer and dryer, walk-in closets, and a locking owner's closet. The home is offered fully furnished and move-in ready.

It also includes a 288 square foot detached oversized one-car garage with extra storage and paved parking, plus three outside parking spaces. The 2023 major remodel included replacing all exterior doors, added the sliding glass door and deck to the 1st floor bedroom facing common area, and sheetrocked the entry and stairway. This is a ready-to-use property in the heart of Jackson Hole.

MLS# 26-212
LIST PRICE: \$2,750,000

THE VIEHMAN GROUP
ENGEL & VOLKERS JACKSON HOLE

Single Family Homes



Active Listings

In the first three months, single-family home sales increased 8% when compared to Q1 2025. In contrast, the average and median sale prices for a single-family home were down 15% and 14%, respectively. As of April 1st, only four homes were listed for under \$2 million with the least expensive at \$1.25 million. Properly priced listings under \$2 million continue to generate multiple offers. The selling strategy is simple: To spark immediate interest, hire our team as your advocate to effectively price your property according to current market values.

The number of single-family homes under contract is up 6% compared to 2025. In contrast, the average and median list prices are down 8% and 14%, respectively. These decreases are the direct result of a 50% increase in listings under contract for under \$3 million.

Average sale price - \$6,295,705

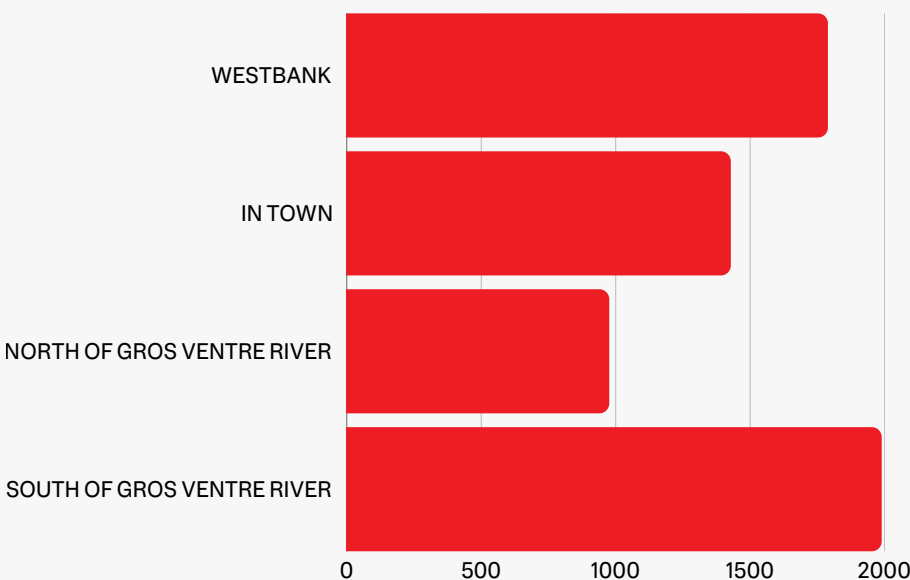
Median sale price - \$4,500,000

Average price under contract - \$5,098,824

Available inventory of homes for sale is up 13% to 80 listings, with the least expensive sitting at \$1.25 million. NOTE: Only four of the homes are currently listed for less than \$2 million. This, of course, is not good news for many locals who were hoping to someday trade out of a condo or townhome into a reasonably affordable single-family home.

The least expensive single-family home listing, at the time of publication, is a 3-bedroom, 2-bath, 1,488 sq. ft. home built in 1972 on a 1-acre lot in the Deer Creek-Palmer Creek subdivision south of Jackson listed for \$1,250,000.

The most expensive home, located South of Wilson, is listed for \$60 million. The main home, built in 2023, has 10,440 sq. ft. with six bedrooms and seven baths. Designed by renowned architect Wallace Cunningham, this living sculpture sits on 36.14 acres with Fish Creek and the Snake River running through.



Currently, there are 6,182 free-market, single-family homes in Jackson Hole.

Condos & Townhomes

Condo/Townhome sales have decreased 47% with 17 sales in Q1 2026. In contrast, the dollar volume and average sale price increased 18% and 122%, respectively, when compared to Q1 2025. The increase in the average sale price can be directly attributed to the 200% increase in sales over \$5 million.

Average sale price - \$4,294,048

Median sale price - \$1,350,000

Average price under contract - \$2,346,000



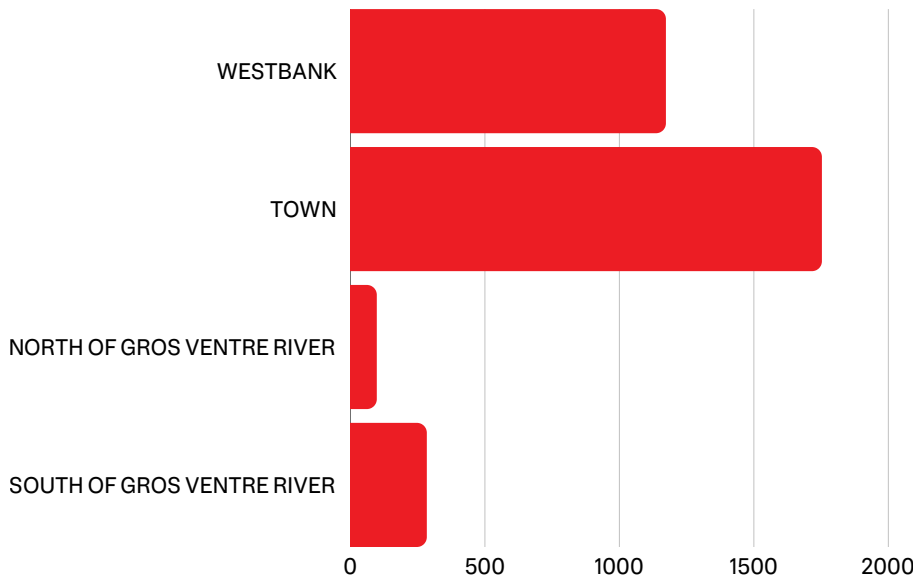
The **hot spot** for condo/townhome sales was in the Town of Jackson where 53% of all sales in the first quarter occurred.



Available inventory of condos and townhomes increased 59% to 65 listings. In tandem, dollar volume rose 79% to \$233 million, while the average list price climbed 13% to \$3.59 million—a record for Q1.



There are 248 luxury condo/townhomes worth at least \$5 million throughout the valley. Most are in Teton Village, except for 29 in the Town of Jackson and three in the Snake River Sporting Club.



Currently there are 3,308 free-market condo/townhomes in Jackson Hole.

HIRE US AS YOUR ADVOCATES

Hire us as your advocates in today's tight inventory market. We'll help you find the right property and prepare you with the knowledge and strategy needed to win in today's competitive bidding environment.

Vacant Land

Single-family vacant land sales are up 27% with 14 sales in Q1 2026. Following suit, the average and median sale prices are up 83% and 68%, respectively, both breaking a record when compared to Q1 2025. The increase in the average and median sale prices can be directly attributed to the increase in the number of vacant land sales above \$5 million (up 200%). The area with the most vacant land sales to date was the Town of Jackson with three.

Single-family vacant lots under contract are down 45% in the first quarter of 2026. Of the five listings, one is listed for under \$1 million.



Active Listings

Available inventory of lots for sale is up 36% (49 lots) compared with Q1 2025. The average list price has also increased, rising 12% to \$5.63 million. This reflects a 62% jump in the number of lots listed above \$5 million.

As of March 31, 2026, there were 49 vacant lot listings with seven priced under \$1 million.

For context, just ten years ago there were 122 active, single-family vacant lot listings at the end of Q1, including 46 priced below \$1 million. While inventory has risen 36% year over year, it remains at historically low levels.

Average sale price - \$5,838,929

Median sale price - \$3,100,000

Average price under contract - \$2,124,000

Interesting Vacant Land Factoids

- Currently there are 1,052 platted and vacant residential single-family lots under 35 acres in Jackson Hole. Of those, only 388 (37%) are located on the Westbank. Of those on the Westbank, 144 (37%) are held by neighboring property owners for either protected visual corridors or privacy.
- Of the 1,032 platted and vacant residential single-family lots under 35 acres valley wide, 340 (or 33%) are being held by neighboring property owners for either protected visual corridors or privacy. We expect most of these lots to remain with the main house parcel in perpetuity.
- Currently there are 229 platted and vacant residential single-family lots over 35 acres in Jackson Hole.
- Of the 229 platted and vacant residential single-family lots over 35 acres, 87 (or 38%) are held by four local families.

Call us today if you are considering purchasing real estate this year in Jackson Hole. We are the Realtors you want on your team. But don't take our word for it. Read what one of our recent Buyers had to say about their experience:

Wonderful! And congrats to the Viehman Group for making everything work out so smoothly. Nothing but positives for you guys. We hope to see you around town, and if you need a reference, please let us know — we'd be happy to provide, though your work and coordination speak for themselves. Barb

Thank you, David, Devon and Luke, for making this work out so perfectly. You are a great team to work with – consistent, accurate, honest and candid. We would not hesitate to recommend you to any of our friends.

Dan & Barb E.

Devon has helped me with several real estate transactions over the years and she is by far the best broker we have used in our experience procuring and selling real estate all over the country. Differentiation comes from unbiased advice, tough negotiation skills, and integrity. She has helped me walking away from deals more often than closing them.

Trevor A.

Luke was a pleasure for us to work with. With a genuine balance of professionalism and kindness, he prepared a timeline to guide us through the smooth stretches as well as the rough rapids that are all part of selling a house. Most importantly, he understood what selling a house means to a couple who've called it home for many decades. He worked at our pace, which provided us time to make decisions we were comfortable with.

Thanks for sharing your real estate knowledge and your compassion for people with us. We enjoyed the ride. Cheers.

Deb & Jerry V.

OUR TEAM

Deep Roots & Commitment to Jackson Hole



Our team embodies the spirit of Jackson Hole, combining decades of professional expertise with an unwavering dedication to the valley and its people. With long-standing ties to the community, we're more than just real estate professionals—we're stewards, leaders, and advocates for the place we proudly call home.

Devon Viehman brings a legacy of service and leadership to her work, from creating the Community Housing Fund, which has raised over \$700,000 for affordable housing, to serving on the Jackson Town Council and Teton County Planning Commission. Her work is rooted in a deep commitment to sustainable solutions and community-driven policies. As the author of the Jackson Hole Report, David Viehman has tracked the valley's real estate trends for decades, offering unparalleled insight to clients while contributing his expertise to legal cases and community preservation efforts. Luke Smith, a Jackson native, exemplifies the town's spirit of giving back as a youth hockey coach and Lions Club member, fostering teamwork and connection in the next generation.

Together, we combine professional acumen with a shared passion for preserving the valley's natural beauty and unique character. Our dedication extends beyond real estate; we are actively engaged in initiatives that enhance Jackson Hole's quality of life and ensure it remains a thriving, balanced community. For us, it's not just about helping clients buy or sell homes—it's about building a stronger, more vibrant future for Jackson Hole.

[MEET OUR TEAM](#)

Our Expertise & Services

TRUSTED BY NATIONAL MEDIA

Our insights have been featured in The Wall Street Journal, Forbes, NPR, Barron's, and the Associated Press.

COMPLIMENTARY CMA UPDATES

We offer free Comparative Market Analyses (CMAs) for Jackson Hole property owners. These can be updated annually and are invaluable for tax appeals, estate planning, or staying informed about your property's value.

TAILORED PROPERTY SALES STRATEGIES

From staging and pre-listing inspections to professional photography and local and online marketing, we provide unmatched services to prepare your property for sale.

EXCLUSIVE INSIGHTS

We publish a newsletter focused solely on the luxury market, covering properties over \$5 million. Sign up for the Jackson Hole Luxury Report [here](#).

MARKET ANALYSIS ON THE GO

Our quarterly real estate podcast keeps you informed wherever you are. Listen to the latest episode or explore past editions [here](#).

UNIQUE DATA ON DEVELOPED AND UNDEVELOPED INVENTORY

We track developed and undeveloped inventory daily and publish the results annually. Visit jacksonholerealestatereport.com/overall-deeded-parcels.

LOOKING AHEAD OPPORTUNITIES FOR

READERS If you're considering listing your property in 2025, we recommend getting three price opinions. Whether you list with us or not, take advantage of our free CMA service to make an informed decision.

[Ready to start?](#)
[Contact us here.](#)

What Sets Us Apart

DECADES OF COMMUNITY COMMITMENT

Our team has deep roots in Jackson Hole, from serving on nonprofit boards to leading community initiatives like Youth Hockey and Rotary.

COMPREHENSIVE MARKET TRACKING

We monitor MLS listings and County deed transfers daily to ensure you have the most accurate and timely market data.

UNPARALLELED LOCAL CONNECTIONS

With over 65+ combined years of working alongside local contractors, we can quickly connect you with trusted plumbers, electricians, and other professionals—particularly helpful during time-sensitive real estate transactions.

NEGOTIATION SKILLS

We have 65+ years of combined contract writing and negotiating experience, which can be the most important part of the transaction.

365 DAYS A YEAR

Whether you are looking to purchase or sell real estate in Jackson Hole, we are available 365 days a year to answer your questions and assist you every step of the way.

MARKETING EXPERTS

All our listings are posted on Realtor.com, Zillow and dozens of other world-wide websites. We also advertise locally in the JH News & Guide, build websites for our luxury listings, create brochures for open house handouts and brochure boxes, blanket social media and expose all our listings internationally through our Engel & Volkers network.

COMMUNICATION AND TIMELINE EXPERTS

We are known for our excellent communication skills with Buyer's and Seller's. Whether it's feedback from every showing, daily or monthly updates on the current market, or our Contract checklist that provides a clear timeline, we are always communicating.



ENGEL & VÖLKERS[®]
— PRIVATE OFFICE —

Devon Viehman is an E&V Private Office Advisor



Private Office Advisors are among the most competent and connected real estate professionals in the world. Beyond achieving the highest levels of client satisfaction, trust, and success, these market leaders are respected by colleagues and competitors alike. They are passionate about Engel & Völkers and true standard bearers for our global brand.

As an international service company specializing in the brokerage of residential property, commercial real estate, yachts and private jets, Engel & Völkers stands for a comprehensive range of services and consultancy excellence.

Responding to client and customer needs and inspired by private banking services, Christian Völkers established Private Office in 2007. As the group expanded to cover more states, provinces and countries over the years, its mission remained the same. Engel and Völkers Private Office serves the singular requirements of our clients with high-value and often multi-market real estate portfolios, a group that includes leaders in business, politics and culture. Private Office Advisors provide the level of expertise and discretion that this client base demands to sellers and buyers at all price points. Their goal is to earn trust and build relationships that continue well beyond a single transaction.

DEVON VIEHMAN, ASSOCIATE BROKER | (307) 690-0621 | DEVON@JACKSONHOLEREPORT.COM



CREATING AFFORDABLE HOUSING OPPORTUNITIES FOR TETON COUNTY'S ESSENTIAL EMPLOYEES.

The Teton Board of REALTORS® Community Housing Fund allows every agent and seller to designate proceeds or a portion of their commission to fund affordable housing in Teton County at every transaction.

With concern about the rapidly changing character of Jackson Hole and the ability for essential employees to afford stable, secure housing, Devon Viehman partnered with the Teton Board of REALTORS® to create The Community Housing Fund. The TBOR Community Housing Fund allows every agent and seller to designate proceeds or a portion of their commission to fund affordable housing in Teton County at every transaction.

Learn more at communityhousingfund.com.



Donate Here

\$791,048

RAISED TO DATE



JACKSON HOLE COMMUNITY HOUSING TRUST



TCSD HOUSING PROJECT



TCSD HOUSING PROJECT



TETON COUNTY IDAHO JOINT HOUSING AUTHORITY



Global Recognition. Jackson Hole Expertise.

At Engel & Völkers Jackson Hole, our real estate advisors are known for their unmatched level of local neighborhood knowledge paired with extensive global resources and personal connections, to provide an exclusive experience tailored to each of our client's unique needs. We dedicate our time, expertise and passion to help you follow your dream, home.

Jackson Hole · Star Valley · Sublette · Dubois · Teton Valley · Swan Valley · Eastern Idaho
jacksonhole.evrealstate.com | starvalley.evrealstate.com | sublette.evrealstate.com



ENGEL & VÖLKERS JACKSON HOLE

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Our decades-deep knowledge of the valley combined with the international reach of Engel & Volkers Jackson Hole makes us your **Local Real Estate Experts**.

Whether you are pricing your property to sell in this competitive market or weighing the right time to buy, rest assured that when you are our client, you have the upper hand via access to current market statistics and our impeccable level of service and personal attention. For a free comparative market analysis, please contact us by calling 307-690-4004 or emailing david@jhreport.com

The JACKSON HOLE REPORT is published semi-annually with additional email updates for the first and third quarters. While other Realtors attempt to report on our local market with MLS statistics only (MLS historically tracks 65-70% of the market), we track every single transaction in Teton County. This data-driven report is the oldest, most accurate and trusted real estate news source in Teton County, Wyoming. We are your “True North” of valley real estate reporting. If you would like to sign up for quarterly email updates or need more detailed information about our local real estate market, please call (307) 690-4004 or email david@jhreport.com.

We hope this report has given you a snapshot of market trends and, as always, we would be glad to discuss the details with you. If you would like a complete analysis of specific areas, back issues of the Jackson Hole Report, or if you are scouting a **professional Realtor to represent you in your next real estate transaction**, please call or email one of the numbers below or write to us at P.O. Box 2431, Jackson, WY 83001, Attn: David Viehman or Devon Viehman.

Sincerely,



David Viehman, Associate Broker
Devon Viehman, Associate Broker
Luke Smith, Associate Broker, WY & ID
Jackson Hole Report | Engel & Volkers Jackson Hole
www.jacksonholereport.com
Direct: 307-690-4004 | group@jacksonholereport.com



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JACKSONHOLE
LUXURY REPORT
DAVID VIEHMAN & DEVON VIEHMAN


ENGEL & VÖLKERS

*While other local Real Estate Brokers attempt to report on the local real estate market, we are the only ones to track every single transaction. Therefore, if you want the most accurate information to help guide you through your next real estate transaction, please call David, Devon and Luke today. **“We are the Experts”**.
*All statistics are supplied by sources that have been deemed reliable but are not guaranteed.
*All statistics quoted in this newsletter are based on sales in 2026 compared to sales in 2025.
*Median sale price is the cost of a property that has an equal number of sales above and below it on the price scale.
*Average sale price is the total combined dollar volume divided by the number of sales.
*In this report, “overall” refers to all sales in Teton County combined (homes, lots, condos, commercial, and ranch), not including Alta, WY. *The term “Market Value” means the value of property in terms of what it can be sold for on the open market; current value.

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