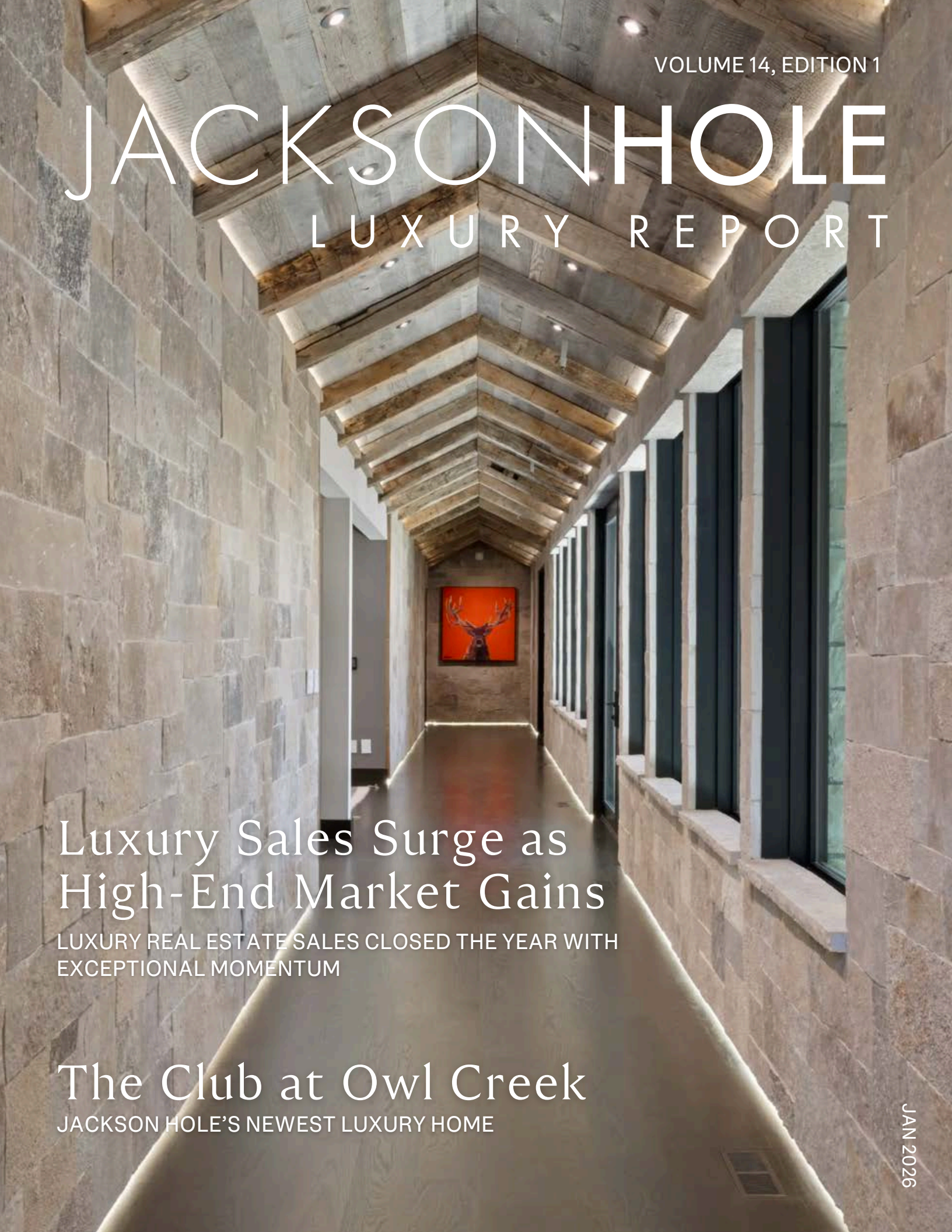
VOLUME 14, EDITION 1

JACKSONHOLE LUXURY REPORT



Luxury Sales Surge as High-End Market Gains

LUXURY REAL ESTATE SALES CLOSED THE YEAR WITH EXCEPTIONAL MOMENTUM

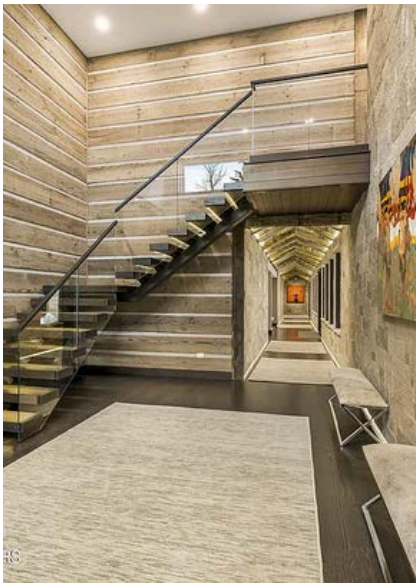
The Club at Owl Creek

JACKSON HOLE'S NEWEST LUXURY HOME

JAN 2026

ON THE COVER

THE CLUB AT OWL CREEK



The Owl Creek Sanctuary is a masterfully crafted mountain estate by Trinity Builders of Jackson Hole, set within the private Owl Creek subdivision and designed as a true legacy property.

Spanning nearly 8,000 square feet, this six-bedroom, six-and-a-half-bath residence showcases rustic elegance through locally sourced reclaimed beams, hand-cut stone walls and fireplaces, and custom cabinetry throughout, anchored by a chef's kitchen with a striking 12-foot island. Walls of windows frame old-growth trees, tranquil water features, and glimpses of the Grand Teton Range, while the vaulted great room and hearth spaces create an ideal environment for refined entertaining. The home offers club-level amenities including a theater with micro-LED wall, wellness and fitness spaces, golf simulator, sauna and steam rooms, and a covered, heated saltwater pool. Set on four landscaped acres with year-round outdoor living spaces and private, deeded Snake River access, and fully integrated smart home technology, the Owl Creek Sanctuary delivers a rare and uncompromising expression of luxury living in Jackson Hole.

Offered at $24,500,000
Listed by Trinity Real Estate, Andria Clancy

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Luxury condos and townhomes are relatively scarce in Jackson Hole, with all but 33 located in Teton Village. Currently, 240 units qualify for the Jackson Hole Luxury Report based on values of $5+ million.

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Jackson Hole real estate is a treasured and valuable asset. With this investment in mind, it is vital that your relationship with your Realtor is based on an open line of communication.

Welcome

Greetings from Jackson Hole,

Owning property in Jackson Hole is more than an investment—it's a statement about embracing a lifestyle as extraordinary as the Tetons themselves. Whether you're **considering buying or selling, understanding the unique dynamics of this market requires more than surface-level insights.** It takes a trusted partner with deep expertise and a genuine connection to this community.

For over three decades—and now in the **14th year of this Luxury Report—we've been dedicated to providing the most comprehensive** and accurate **real estate analysis** in Jackson Hole. Unlike reports that **only track the 40% of Luxury transactions that pass through the local MLS, we meticulously track every sale in Teton County**, ensuring our insights reflect the true market landscape. This commitment has made our reports the most trusted and nationally recognized source for Jackson Hole real estate trends.

The Jackson Hole Luxury Report was created 14 years ago to focus on the elite segment of our market, which has grown in strength and sophistication. This year's **edition examines 1,156 premier properties, including condos, townhomes and vacant lots priced at $5 million or more and single-family homes valued at $10 million or more.** Whether you're preparing to sell a property in this segment or exploring opportunities to buy, these insights can help you make informed decisions with confidence.

Our work is rooted in a deep commitment to our clients and the Jackson Hole community. As your trusted advisors, we're here to provide guidance at every stage—whether you're strategizing the sale of your home, considering a remodel to maximize value, or simply curious about how current trends affect your property's worth.

As long-time residents of this valley, we take pride in being part of this vibrant community. We understand that **buying or selling a home is more than a transaction**—it's a step into a shared story. That's why we pair our data-driven insights with reflections on the cultural and natural beauty that make this place so special.

Whether you're exploring opportunities to buy or preparing to sell, we are here to help you navigate the complexities of the Jackson Hole market with expertise and care. Our **goal is simple: to help you achieve your goals while deepening your connection** to this remarkable place.

Welcome to the Jackson Hole Luxury Report.

ENGEL&VÖLKERS®

Devon Viehman
Editor, Jackson Hole Luxury Report

FEWER THAN 30% OF LUXURY SALES OCCUR THROUGH THE MLS

WHY CHOOSE US AS YOUR BUYERS AGENT

In Jackson Hole's luxury market, the most important opportunities are rarely visible. **Fewer than 30% of luxury sales occur through the MLS. The rest trade quietly through private networks, long-standing relationships, and informed representation**. As your buyer's agent, our role is to give you access to the full market, not just what is publicly advertised.

We act exclusively as your advocate. That means objective advice, disciplined valuation, and negotiation strategies built entirely around your interests. We track every luxury sale in Teton County, including off-market transactions, allowing us to understand true pricing, seller behavior, and market momentum with a level of precision few can match. This insight protects you from overpaying and positions you to move decisively when the right property emerges.

Buyer agency at this level requires discretion and credibility. We represent a limited number of clients so we can be fully engaged, responsive, and aligned with your goals. Sellers and their representatives recognize well-qualified buyers backed by experienced counsel, which often determines whether a door opens or remains closed.

From confidential introductions to contract strategy and closing, we guide every step with clarity and purpose. In a market defined by scarcity, complexity, and privacy, strong buyer representation is not optional. It is essential. Choose an advocate who knows the full market and is committed solely to you.

Luxury Sales Surge as High-End Market Gains Momentum

Luxury real estate sales closed the year with exceptional momentum, posting a **131% increase,** or 81 total sales, compared to 2024, while **active luxury listings rose** a more measured **25%**. Leading this surge was the luxury **condominium segment**, where sales **skyrocketed 375%**, signaling strong demand for turnkey, amenity-rich properties.

A **significant portion** of **condominium activity** was driven by the debut of the **Hoback Club** residences in Teton Village. In 2025, 22 of the project's 25 units sold, with residences ranging from approximately 900 to 6,500 square feet. Positioned between the Tram and Gondola, Hoback Club sets a **new benchmark for mountain living** in Jackson Hole by blending six-star hospitality, Michelin-level dining, and world-class wellness in a private alpine setting. Pricing has not been publicly disclosed.

Momentum extended beyond condominiums. Luxury **vacant land sales increased 267%,** while luxury single-family **home sales rose 85%**. Although average luxury home sale prices remained stable year over year, both luxury condominium and luxury lot average sale prices climbed 25% compared to 2024.

Inventory constraints continue to **define the luxury home market**. Despite a 25% increase in overall luxury listings, single-family luxury home inventory declined 3% and remains roughly half of what it was at the **end of 2017**. At that time, buyers could choose from **62 luxury homes** with an **average list price of $7.275 million. Today**, the average luxury home **list price** has risen to **$23.25 million.**

While inventory growth has improved buyer choice at the margin, selection remains limited. The **current 30 active luxury home listings** are dispersed across the valley, with 11 properties more than 20 years old, 15 offering fewer than five acres, and only 12 featuring live water. As a result, many listings **appeal to highly specific buyer profiles,** reinforcing the importance of precise, targeted marketing to achieve successful luxury sales.

WHAT DEFINES "LUXURY" IN REAL ESTATE?

Nationally, one benchmark for defining a luxury home is the top 10% of a given market. In Jackson Hole, based on the 186 homes sold in 2025, the top 10% starts at $13.5 million.

WHAT THE REPORT COVERS

This report covers 1,211 luxury properties, including 669 luxury homes valued at $10+ million, 243 luxury townhomes/condos priced at $5+ million, and 299 single-family vacant lots worth $5+ million.

Looking ahead, we once again anticipate a slight increase in demand due to the ongoing shortage of inventory in the luxury market. While vacant lot inventory has risen by 71% and townhome/condo inventory has increased 12%, and single-family home inventory has decreased by 4%. Overall, inventory levels remain at historic lows, even as more buyers enter the market. Meanwhile, the average listing price for single-family homes has increased by 17%, reaching $23.25 million.

669
Luxury Homes
$10M+

299
Vacant Lots
$5M+

243
Townhomes/Condos
$5M+

Off-Market Sales

An Off-Market sale refers to a property that was not publicly listed on the MLS or was briefly posted and then removed before going under contract. Notably, in 2025, only 30% of closed luxury sales were reported to the MLS; the rest were categorized as Off-Market. These transactions typically still involve a Realtor.

MARKET TRENDS IN 2025

At the close of 2025, 30 single-family home listings were priced over $10 million, down 3%, with 43% of those properties on the market for more than 12 months.

Tracking luxury market values remains challenging due to the uniqueness of each property. Many sellers initially overprice their homes, which often leads to extended time on the market before reaching fair market value. In 2025, 39% of all luxury listings remained on the market for more than 12 months. I

If you are planning to sell, avoiding this pitfall is critical. Our confidential property and market analysis provides clear guidance on pricing strategy and the overall selling process.

WHY WORK WITH US

As the authors of the Jackson Hole Report, we don't just dabble in this market—we track every sale, every listing, and every shift in momentum. In 2025 alone, only **30% of luxury sales were reported to the MLS.** The other 70%? Private sales, exclusive opportunities, and transactions that only happen when you work with a team that has deep roots and trusted relationships across the valley.

THE TAKEAWAY: THE NEXT CHAPTER BEGINS

The luxury segment of Jackson Hole's real estate market is, quite simply, alive again. After a period of hesitation and scarcity, we are witnessing the return of movement, choice, and opportunity.

For buyers, this is the chance to enter or expand in one of the most exclusive markets in the country—with more options than have been available in years. For sellers, this is the time to act decisively, but wisely, and to engage experts who can navigate the complex realities of this discreet and discerning marketplace.

At the Jackson Hole Report, we've tracked every sale in Teton County for over 30 years—not just the 60% reported through the MLS. In a market where privacy and precision matter, we know that data drives decisions, but relationships drive results.

THE STORY IN THE NUMBERS: A MARKET ON THE RISE

For those who believe numbers speak louder than words, the data from 2025 is impossible to ignore.

▲ **Overall luxury** sales **jumped 131%** with 81 transactions totaling $1.032 billion, an 84% increase over 2024

▲ Luxury listings are on the rise as well; 65 properties priced at $5 million or more…**25% increase** with total listing dollar volume up 19% to $1.069 billion

▼ **Luxury home listings declined 3%** from last year, offering buyers 30 homes to choose from, with an average listing price of $23.248 million.

In Jackson Hole, however, numbers only tell part of the story. This is a market where discretion reigns supreme: just **30% of luxury sales have been reported to MLS** so far this year, underscoring the need for trusted, well-connected representation when buying or selling at this level.

OVERALL LUXURY MARKET

LISTEN TO THE NUMBERS

In 2025, only 30% of luxury sales were reported through the MLS.

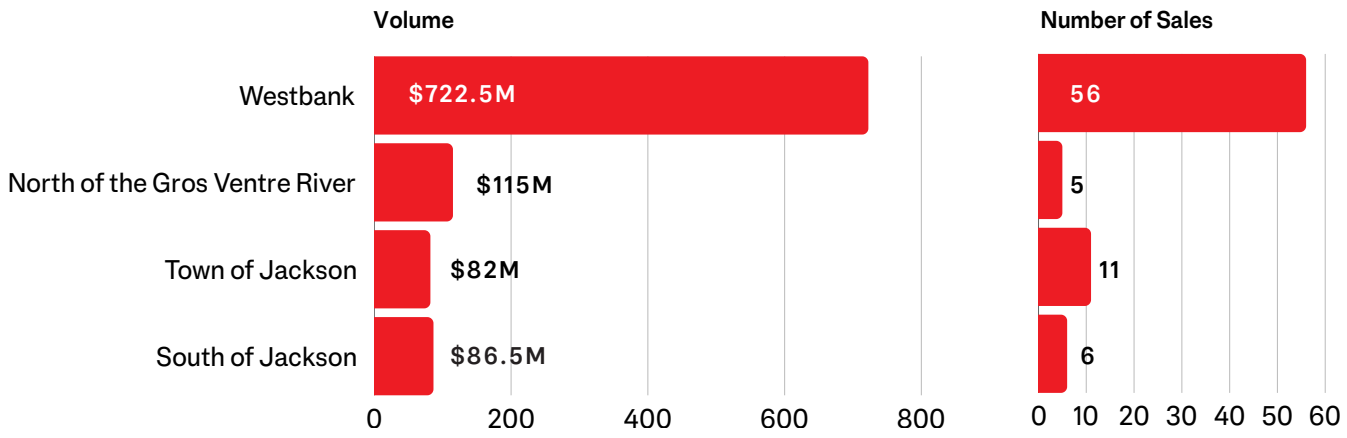
Comparing year-end 2025 with 2024, the number of luxury sales **increased by 131%**, totaling 81 transactions. Following suit, the overall dollar volume increased by 84%, reaching $1.032 billion.

ADDITIONAL HIGHLIGHTS

- **78%** of all luxury sales **exceeded $10 million**.
- **Seven** luxury properties sold for **over $20 million** (no change from 2024). However, **only three of these was reported to the MLS,** emphasizing the importance of **working with experts like us** in this exclusive market.
- The **highest-priced sale** was the a home on the Snake River **North of Town for $42 million.**

Key Insight: Luxury sales represented only 18% of total transactions in Jackson Hole but accounted for a staggering 48% of the total dollar volume in 2025.

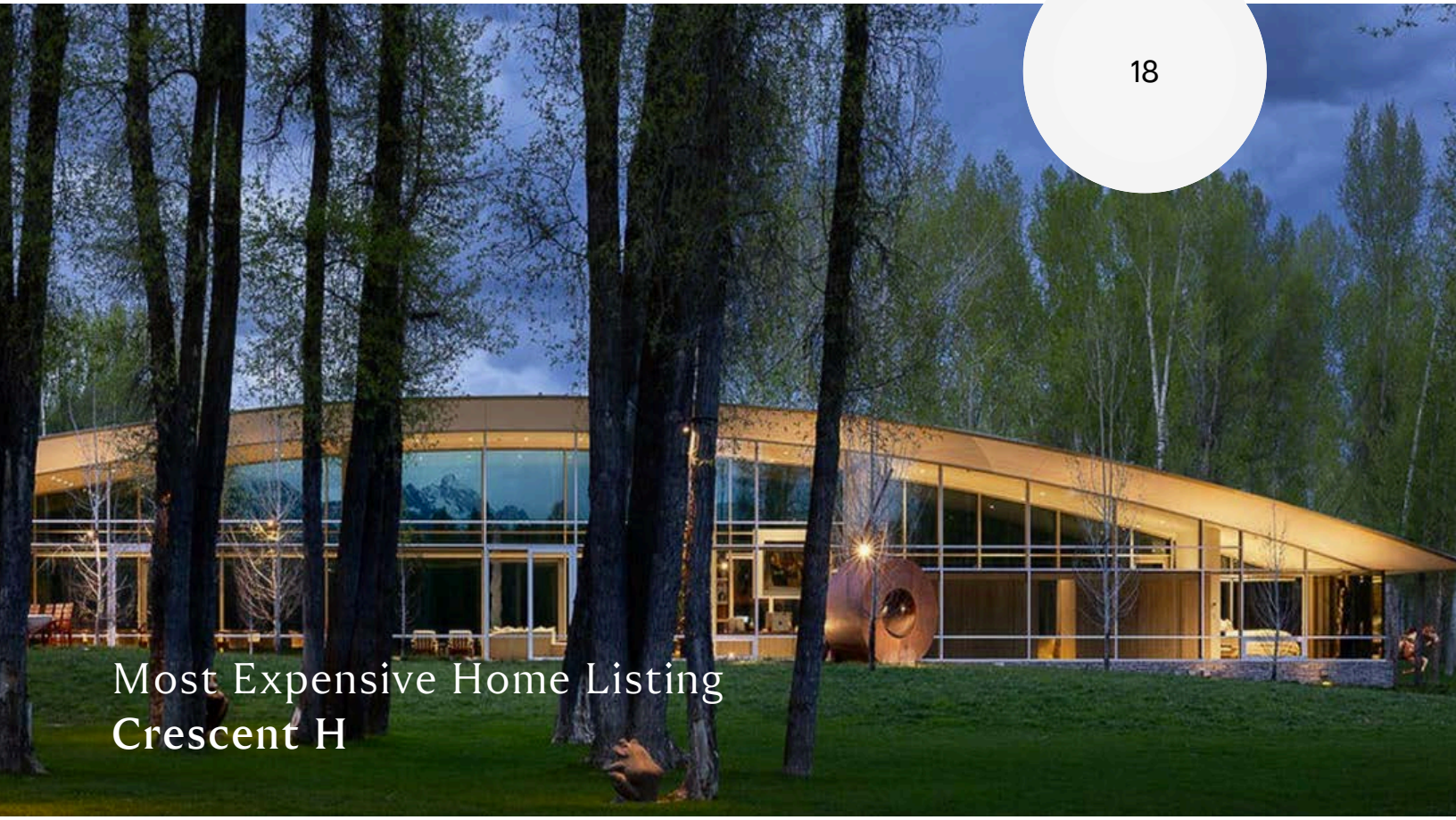
OVERALL LUXURY SALES BY AREA



The Current Landscape

Available luxury inventory increased by 25% compared to year-end 2024, totaling 65 listings. The average and median listing prices dropped 4% and 7% respectively. Of the 65 listings, 12 include properties with 35+ acres.

BREAKDOWN OF AVAILABLE INVENTORY



Most Expensive Home Listing
Crescent H

LISTED BY SOTHEBY'S / SPACKMANS & ASSOCIATES / PRICE: $60M

Situated on arguably the best parcel in Crescent H Ranch with expansive Teton views and prime Snake River frontage, this newly constructed project, completed in 2023 and designed by renowned architect Wallace Cunningham, is a living sculpture. Its connection to its surroundings is profound, with the natural beauty of Fish Creek, Grand Teton views, and wildlife like elk, moose, and eagles enhancing its setting. The architecture seamlessly integrates with the landscape, nestled into a stream curve, with a parallel pool reflecting both the mountains and the house. The sweeping sculptural roof and lofty interiors blur the boundaries between indoors and outdoors, creating inviting spaces for private enjoyment or entertaining.

HOMES

In 2025, single-family luxury homes made up 46% of all luxury sales. **Home sales increased by 85%**, with the total dollar volume up a close 80% ($598 million) when compared to 2024.

Meanwhile, the average sale price dropped by 2% to $16.2 million.

The year closed with 37 home sales priced over $10 million, marking an 85% increase in this segment. Of these, 51% sold for between $10 million and $15 million.

- Eighteen homes sold for over $15 million.
- Seven homes sold for over $20 million.

2025 LUXURY HOME MARKET INVENTORY LEVEL

Of the current inventory, 47% have been on the market for over a year. Some homes remain overpriced for today's market, while others fail to reflect the true value of the land they occupy.

- Only 6 of the 30 homes listed sit on 35+ acres.
- Notably, 37% of the luxury homes currently on the market are over 20 years old.

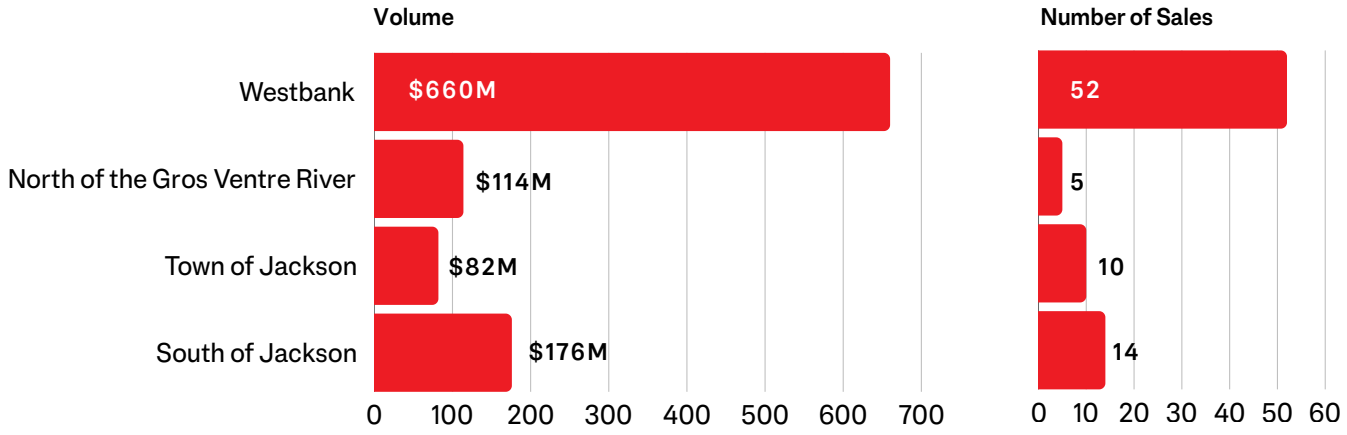
HOT SPOT

The Westbank was the leading area for single-family luxury home sales in 2025, with 23 sales. Seven of the 23 sales included a property with 35+ acres.

LUXURY HOMES UNDER CONTRACT

Five luxury homes are currently under contract, with an average list price of $13.5 million.

LUXURY HOME SALES BY AREA



HOMES

At the close of 2025, 30 single-family home listings were priced over $10 million, down 3%, with 43% of those properties on the market for more than 12 months.

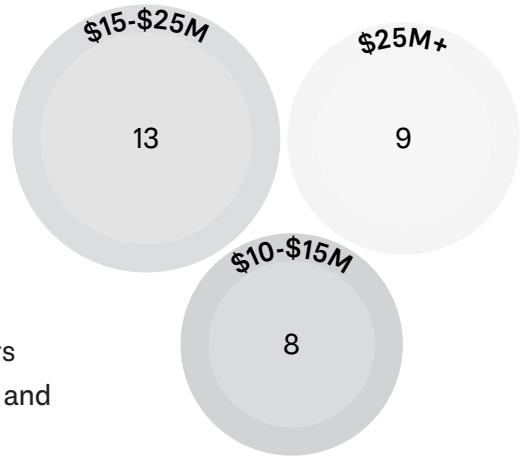
Tracking luxury market values remains challenging due to the uniqueness of each property. Many sellers initially overprice their homes, which often leads to extended time on the market before reaching fair market value. In 2025, 39% of all luxury listings remained on the market for more than 12 months.

If you are planning to sell, avoiding this pitfall is critical. Our confidential property and market analysis provides clear guidance on pricing strategy and the overall selling process.

The Current Landscape

Luxury home inventory has decreased by 3% compared to year-end 2024, with 30 luxury homes now on the market. The average listing price has reached a record-breaking $23.25 million, up 17%.

Available Inventory



CHARACTERISTICS OF TODAY'S LUXURY HOMES

Across the 669 luxury homes currently built, the average residence offers 6,300 square feet of living space, includes a minimum of four bedrooms, and is situated on 4.3 acres.

IN GATED COMMUNITY	LIVE WATER	GUEST HOUSE	RESORT AMENITIES
35%	50%	33%	86%

MOST EXPENSIVE HOME SALE IN 2025

Bar B Bar Ranch 4 A&B

Multiple enhanced spring creeks for fishing. Improved parcel is +/- 37 acres and unimproved adjacent parcel is +/- 36 acres - 73 acres total. Listed for $43,000,000.

TOWNHOMES

$5+ MILLION

Luxury condos and townhomes are relatively scarce in Jackson Hole, with all but 33 located in Teton Village. Currently, 240 units qualify for the Jackson Hole Luxury Report based on values of $5+ million.

BREAKDOWN OF LUXURY UNITS

38
Units in Four Seasons Hotel

21
Granite Ridge Lodges

17
Granite Ridge Cabins

16
Granite Ridge Homesteads

7
Units in Timbers at Granite Ridge

71
Units in Shooting Star (Lodges or Cabins)

2
Units in Snake River Lodge & Spa

6
Units in Crystal Springs Lodge

3
Units in Tram Tower

2
Units in Timber Ridge

1
Unit in Hotel Terra

29
Units in the Town of Jackson

2
Units in Moose Creek

25
Units in Hoback Club

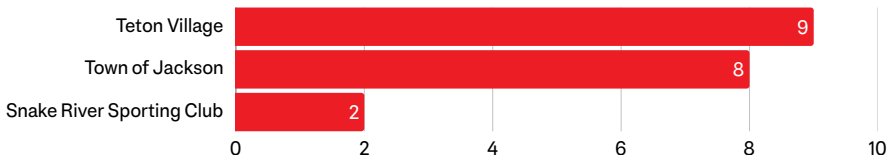
2025 MARKET TRENDS

The number of luxury condo/townhome sales increased by 375% from 2024, totaling 38 sales. Both the average and median sale prices also saw significant growth:

- Average Sale Price: $10.06 million (+25%)
- Median Sale Price: $11.1 million (+31%)

The Current Landscape
The MLS currently lists 19 luxury units—9 in Teton Village and 8 in the Town of Jackson and 2 in the Snake River Sporting Club. These units' range in size from 1,720 to 4,189 square feet, with prices between $5.295 million and $12.95 million. Of the 19 twelve are furnished.

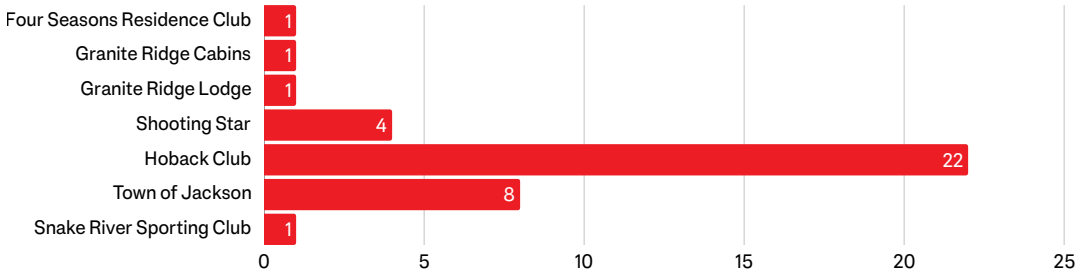
Contact us for a complete list of available luxury townhomes.



TOWNHOMES

When examining townhome and condominium sales alongside single-family vacant lot transactions, the luxury market averages just over $5 million per property. For this reason, we will continue to report on townhome and condominium sales, as well as single-family vacant lot sales and listings, priced above $5 million.

BREAKDOWN OF 2025 SALES

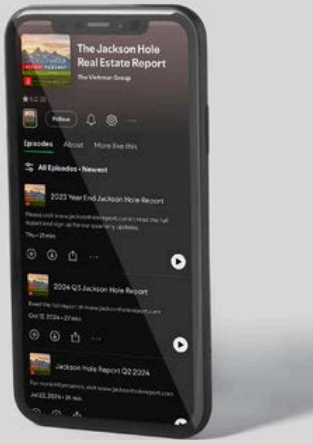


Most Expensive Listing
Teton Village Tram Tower
Offered at $12,950,000

Ski-in/ski-out tram tower townhouse fully remodeled to the studs in 2025, located directly beneath the Jackson Hole Tram with immediate access to the Gros Ventre run. This 4,000+ sq. ft. residence underwent a comprehensive 2025 remodel, including everything new from the studs out, and designer finishes throughout, creating a rare turnkey opportunity in one of Jackson Hole's most iconic locations. Listed by Sothebys Rob DesLauriers.

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.

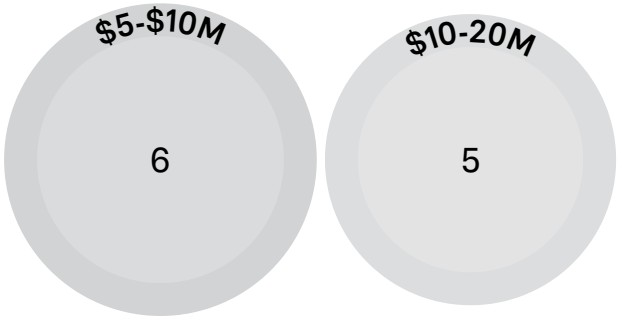


VACANT LUXURY LOTS

$5+ MILLION

Demand for vacant luxury lots in 2025 increased by 267% compared to year-end 2024, with eleven transactions totaling $110.7 million. Five sold for over $10 million.

BREAKDOWN OF AVAILABLE INVENTORY



The Current Landscape

The inventory of luxury lots increased by 71% at the end of 2025, with eleven single-family luxury home sites available. The average and median list prices are down 7%, ($11.58 million) and 33% respectively ($9.95 million).

Under Contract

One luxury lot is currently under contract, listed at $10.38 million.

Hotspot: Westbank was the standout area in 2025, with six of the 11 luxury lot sales taking place there.

KEY INSIGHT

Of the eleven available listings, three feature 35+ acres.

MOST EXPENSIVE LOT SALE
SHOOTING STAR LISTED AT $15,500,00

Located at the base of Jackson Hole Mountain Resort with 1,300 acres of lands protected by conservation easements and views of three mountain ranges, Shooting Star offers residents a view and lifestyle unlike any other in the West. Residential development is extremely limited, and this 3.11 acre lot is an incredible opportunity to build your dream home. The property also contains a pond and access to Fish Creek, granting a rare opportunity to fish in your own backyard. Listed by Sotheby's Jill Sassi.

YOUR Trusted Advisors

As you consider buying or selling in Jackson Hole's luxury market, one of the most important decisions you'll make is choosing the right Realtor. In a market where no two properties are alike, where only 31 percent of luxury transactions are reported through the MLS, and where privacy, timing, and positioning can make or break a deal, experience is everything.

We bring decades of combined experience and are the authors of the Jackson Hole Report, the valley's most trusted and comprehensive real estate market analysis. We maintain a private database that tracks every sale in Teton County, not just the 31 percent reported through the MLS. When you work with us, you gain access to deeper insights, exclusive off-market opportunities, and confidential data that other agents simply do not have.

Luxury clients choose to work with us not only for our market expertise, but for the high level of service and strategy we provide. From custom marketing plans to tailored property searches, we operate with discretion, professionalism, and a deep respect for your time and goals. For sellers, we offer our bespoke Engel & Völkers whiteboard presentation - a personalized, visual strategy that outlines your property's positioning, potential buyer profiles, and marketing approach from day one.

We invite you to schedule a private consultation with us. Whether you are buying or selling, we will walk you through exactly how we work - from our targeted buyer strategies to the customized tools we use to give our listings a competitive edge. This is your opportunity to see what sets us apart, ask questions, and determine if we are the right team to help you achieve your goals.

To understand the experience we deliver, take a moment to read what our clients have to say about working with us. Their stories speak to the results, relationships, and trust we've built over time in one of the most exclusive markets in the country.

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.

Meet the Team

307 690 4004
david@jacksonholereport.com

DAVID VIEHMAN
Associate Broker

David possesses an unparalleled understanding of Jackson Hole's rich history, a knowledge that deepens his connection to the valley and enhances his ability to serve clients. Over three decades, he has immersed himself in the stories of the land, from the early homesteads and ranching traditions to the rise of conservation efforts and the development of luxury properties. His extensive research for the **Jackson Hole Report** has allowed him to track not only real estate trends but also the evolving character of the community and its landscapes.

David Viehman's expertise in real estate has made him a sought-after authority in legal proceedings, serving as an expert witness in both federal and local courts. His in-depth knowledge of Jackson Hole's unique market dynamics, property valuation, and land-use policies has provided critical insights in cases ranging from boundary disputes to complex property transactions. David's ability to analyze data, articulate findings, and present clear, unbiased testimony has earned him the respect of attorneys, judges, and peers alike.

Beyond his work in real estate, David is an active and engaged member of the Jackson Hole community. He has volunteered as a **Snake River Ambassador**, helping to preserve the valley's cherished natural resources, and served six years on the **Grand Teton National Park Foundation Board**, contributing to projects that protect and enhance the park for future generations. These roles underscore his commitment to stewardship and his belief in giving back to the community he loves.

307 699 5921
luke@jacksonholereport.com

LUKE SMITH
Associate Broker/Licensed in WY & ID

Luke Smith is a proud Jackson native whose deep roots in the valley and passion for giving back define his approach to both life and community. A retired Moose Hockey player, Luke's connection to the game runs deep. After years of competing on the ice, he transitioned to mentoring the next generation as a dedicated **Jackson Youth Hockey coach and board member**. Luke is committed to fostering not only athletic skill but also teamwork, discipline, and confidence in local youth, ensuring hockey continues to thrive in Jackson Hole.

In addition to his involvement with hockey, Luke is an active member of the **Lions Club**, where he contributes to service projects that support vision health, youth initiatives, and other community needs. His efforts through the Lions Club demonstrate his commitment to improving lives and building a stronger Jackson Hole.

Luke's deep understanding of Jackson's history and culture, combined with his leadership and passion for community service, make him a vital part of the valley's fabric. Whether on the ice, in the boardroom, or volunteering with the Lions, Luke's dedication to his hometown and its people shines through in everything he does.

307 690 0621
devon@jacksonholereport.com

DEVON VIEHMAN
Associate Broker

Devon Viehman is not just a Realtor; she is a committed advocate for her community and a leader in both local and national real estate circles. With a career rooted in service, Devon's dedication to making a difference extends far beyond buying and selling properties—she is deeply invested in the people and places she serves.

Devon has served on the **National Association of Realtors (NAR) Executive Committee** and recently completed her term as **Regional Vice President**, representing six states: Arizona, New Mexico, Colorado, Utah, Nevada, and Wyoming. These roles gave her a unique perspective on market trends and challenges across the West, allowing her to bring unparalleled insight to her clients in Jackson Hole.

As a proud **Rotarian**, Devon embodies the Rotary motto of "Service Above Self," working tirelessly to improve the lives of those in her community and beyond. Her Rotary involvement strengthens her ties to the Jackson Hole community and aligns perfectly with her commitment to service and leadership.

Devon's impact is also felt through her creation of the **Community Housing Fund**, a visionary initiative that encourages Realtors and their clients to contribute to affordable housing solutions with every real estate transaction. To date, the fund has raised over $750,000, providing critical support for housing in Teton County.

Her service as a **Teton County Planning Commissioner** and her recent election to the **Jackson Town Council** highlight her deep understanding of local land-use policies and her commitment to shaping a sustainable future for the community. This blend of experience in governance and real estate gives her rare insight into the intersection of property ownership, development, and community well-being.

As a Realtor, Devon holds the **Accredited Buyer Representative (ABR)** and **Resort & Second Home Specialist (RSPS)** designations from NAR, demonstrating her expertise in guiding buyers through complex transactions and understanding the nuances of luxury and second-home markets. Her local knowledge, combined with her leadership experience, equips her to offer advice that few can match.

Devon's community-first philosophy isn't just a tagline—it's a way of life. Whether she's advocating for affordable housing, collaborating with local government, engaging in Rotary service projects, or connecting buyers and sellers with their dream properties, her actions reflect her unwavering belief in the power of real estate to build stronger communities. Her commitment to service and her deep understanding of the Jackson Hole market make her not only a better Realtor but a trusted partner who is uniquely equipped to navigate the complexities of real estate in this one-of-a-kind region. Devon's clients benefit from her unparalleled expertise, integrity, and passion for helping others succeed in both property transactions and in life.

With Devon Viehman, you're not just working with a Realtor—you're gaining a trusted advisor and community champion who cares as much about your success as she does about the community she calls home.

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.

THERE ARE MANY REASONS TO LOVE WYOMING...

Why Wyoming

For a decade running, Wyoming has ranked #1 for business-friendly taxation on Tax Foundation's annual State Business Tax Climate Index.

No state income tax

No corporate tax

No estate tax

No capital gains tax

No trust tax

Low sales tax

Low property tax

Low inheritance tax

Wyoming does not charge state tax on personal or corporate income. And its sales tax, property tax and inheritance tax are among the lowest in the U.S. In particular, property taxes are based on assessed value. The Teton County rate is 1.2% of the property's assessed value while the Town of Jackson rate is 0.8%.

In Wyoming, you can shield your real estate from federal estate taxes for up to 1,000 years by establishing a dynasty trust. As a result, multiple generations can make use of and enjoy the property without having to pay estate taxes or worse, having to sell the property in order to pay the taxes.

No state gift tax: a Wyoming property owner can gift that real estate to their heirs without paying a state gift tax.

No tax on out-of-state retirement income. Second-homeowners may have retirement income from another state; Wyoming doesn't tax retirement income earned beyond its borders.

No excise sales taxes. A tank of gas or bag of groceries are not burdened by state tax.

No intangible taxes: Wyoming does not tax financial assets like stocks and bonds.

No tax on the sale of real estate.

No tax on mineral ownership.

Affordable Housing in East Jackson – With Your Support

ABOUT THE PROJECT

The Nelson Drive Affordable Housing Project is a groundbreaking public-private partnership between the Jackson Hole Community Housing Trust and the Bridger-Teton National Forest.

- A 3.15-acre administrative parcel managed by the Forest Service
- One-third of the homes reserved for BTNF employees
- A variety of one- and two-bedroom residences, designed by CLB
- Groundbreaking scheduled for 2026, with completion expected by Fall 2027

The homes we build are made possible through generous private donations and partnerships with essential employers. These contributions help make homes truly Affordable for our valued workforce in Jackson Hole.

To support Nelson Drive and the Jackson Hole Community Housing Trust, visit: housingtrustjh.org/donate/

nelsondrive.com

JACKSON HOLE COMMUNITY HOUSING TRUST
making room.

housingtrustjh.org

COMMUNITY HOUSING

FUND

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.

$791,048

RAISED TO DATE

Please join us in giving back at every transaction. **Learn more at communityhousingfund.com.**

ENGEL&VÖLKERS®

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.evrealestate.com | starvalley.evrealestate.com | sublette.evrealestate.com

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We hope the Jackson Hole Luxury Report gave you a snapshot of the trends unique to our local Luxury market. To further discuss our research or to receive a digital copy, please contact us at (307) 690-0621 or devon@jacksonholereport.com. You also can write to us at: P.O. Box 2431, Jackson, WY 83001, Attn: Devon Viehman.

* All statistics quoted in the Jackson Hole Luxury Report have been supplied by sources that have been deemed reliable but are not guaranteed.
* All statistics are based on sales in 2025 compared to 2024.
* If your property is currently listed, this is not meant as a solicitation.

JACKSON HOLE LUXURY REPORT GLOSSARY

MLS: A multiple listing service (MLS) is a database established by cooperating real estate brokers to provide data about properties for sale. An MLS allows brokers to see one another's listings of properties for sale with the goal of connecting homebuyers to sellers.
Median sale price: the price of a property that falls in the exact middle of the price scale, as in there are the same number of sales above and below it.
Average sale price: the total combined dollar volume divided by the number of sales.
Market value: the value of property in terms of what it can be sold for on the open market; current value.
Overall: All luxury sales in Teton County combined – homes, lots, condos, commercial and ranch.

JACKSONHOLE LUXURY REPORT

ENGEL&VÖLKERS®

JACKSONHOLE REPORT 31ST ANNIVERSARY

DAVID VIEHMAN DEVON VIEHMAN LUKE SMITH

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