

PARK CITY AREA HOME BUYING GUIDE

The all-inclusive guide for those seeking a trusted real estate advisor.
Because who you work with matters.

Summit | Sotheby's
INTERNATIONAL REALTY



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WHY PARK CITY

From schools to snow, it's no surprise Park City ranks atop many personal and editorial lists alike. The world has taken notice of the amazing little mountain town that has something for everyone.

OPEN SPACE

Standing in almost any location in Park City, you get views of mountains, trees and open space. This is intentional, as local planners have worked carefully to secure dedicated open land and ensure views are not obstructed. At night, you can see thousands of stars.

RECREATION

Two world-class ski resorts are only the beginning. Park City has hundreds of miles of trails groomed year-round for snowshoeing, cross-country skiing, hiking and mountain biking. More Olympians are raised in Park City than most countries. Five national parks and almost 50 state parks call Utah home.

THE ARTS

For a town of about 20,000 full-time residents, Park City has some amazing cultural opportunities. This includes a plethora of art galleries and installments, a historical theater, indoor and outdoor live music venues and a history museum. World-class events such as the Sundance Film Festival and Kimball Arts Festival have been mainstays for decades.

FOOD & DRINK

There are over 50 bars and restaurants in the Historic Park City district alone. That doesn't include many of the culinary opportunities in other areas, such as Deer Valley Resort, Park City Mountain, Kimball Junction and more.

TRAVEL EASE

Park City is just 35 minutes away from the newly expanded Salt Lake City International Airport. You can fly non-stop from Salt Lake City to Amsterdam, New York City, Chicago, Los Angeles, Houston, Atlanta and more. Traffic is minimal, and if you crave a "big city" experience, just head down the mountain or hop on a flight.

COMMUNITY & EDUCATION

A huge benefit to living in Park City is the community. It has a close-knit feel with the local radio station KPCW tying it all together. There are over 100 nonprofit organizations that aim to make positive changes locally and around the globe. The schools are top ranked for academics and sports.

MARKET RESILIENCY

The Park City real estate market has continually performed better than other areas, even during the Great Recession and the Global Pandemic. Nancy Tallman's real estate blog, [insideparkcityrealestate.com](https://www.insideparkcityrealestate.com), is a great resource for hyper-local, up-to-date market information. Local expertise and advice are important to developing a true understanding of the Park City real estate market.



FOR A DEEPER DIVE, VISIT
[INSIDEPARKCITYREALESTATE.COM](https://www.insideparkcityrealestate.com)
AND SEARCH FOR THESE BLOGS.

10 Independent Rankings that Put Park City, Utah at the Top

Park City Nonprofits to Love

Park City Real Estate Market Updates

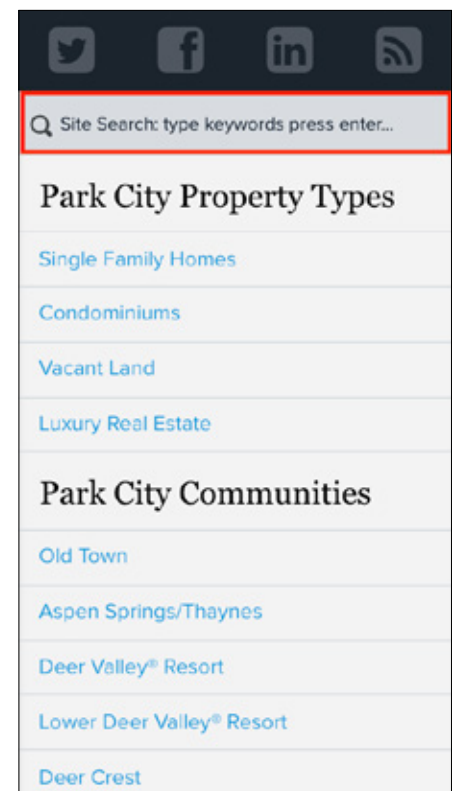
Park City is an Art Hub

Local Favorites on Main Street for Lunch or Dinner

What do You Love About Park City?

Is Park City Right for You?

20 Fun Facts About Park City



ABOUT NANCY TALLMAN



Nancy Tallman is one of the most accomplished and recognized REALTORS® in Summit and Wasatch Counties, as dedicated to her clients' objectives as she is knowledgeable about the Park City area real estate market. Her production has put her in the top 1% of all REALTORS® for several years.

Nancy's professionalism stems from 16 years in the healthcare industry, where she negotiated complex, multi-million-dollar contracts. Since relocating to Park City from Los Angeles in 2003, Nancy has leveraged her expertise to provide innovative marketing strategies, aggressive negotiating, and creative problem solving to benefit the hundreds of clients she has served.

A real estate industry leader and published author, Nancy was president of the Park City Board of REALTORS® and served as dean of the Utah Association of REALTORS' Leadership Academy. She is a recipient of the prestigious Utah Association of REALTORS® "President's Award" as well as the Park City Board of REALTORS®' "Meritorious Service" award. Nancy has also served on the boards of many of Park City's non-profit organizations.

Nancy balances the demands of a successful business with her family and still finds time to partake in the lifestyle that lures so many to Park City, from CrossFit and power yoga to skiing and hiking.

// I rarely write reviews, but feel compelled due to our wonderful experience with Nancy Tallman. We wanted to build in Park City and searched for an appropriate lot. Nancy knows Park City like a cartographer and took our needs into careful consideration. She was honest, asked all the right questions and very patiently showed us everything in our price range. Nancy negotiated properly on our behalf, and thought about the details that a first time buyer would have overlooked. She not only arranged for a seamless sale, but lined up architects, designers and builders, saving us due diligence and time. We highly recommend.

DAVID S.



NANCY TALLMAN'S PARTNERS

In today's competitive real estate market, things need to happen quickly, whether it's arranging a tour of a home before it hits the market, writing an offer, or staying on top of paperwork. Nancy has three licensed partners in place to ensure an excellent experience for every client.



JUSTIN ALTMAN

In a community of transplants, Justin Altman is able to give his buyers and sellers an authentic local's perspective on the Park City lifestyle, marketplace, and the town's evolution. His parents relocated to Park City just before his fifth birthday. Justin attended Park City's public schools and the University of Utah.

Justin's affinity for meeting new people and helping them with something meaningful and life-changing drew him to the real estate industry. He combines his passion for data analytics and extensive knowledge of Park City's neighborhoods to help buyers and sellers achieve their real estate goals. Clients value his unmatched patience and warm demeanor, making them feel comfortable and special. Justin chairs the Park City Board of REALTORS®' MLS Committee and leverages his familiarity with

the technology into expert pricing and data analysis.

A member of Stay Park City Cycling Club, Justin is an avid cyclist and also enjoys teeing up on Park City's magnificent golf courses. In the winter, he can be found alpine skiing at Park City's famed resorts. He married his high school sweetheart and they are raising their family in Park City.



LINDSAY REITAL

A native of Southern California, Lindsay and her family spent time in Northern California before making Park City their forever home in 2011.

Lindsay spent twenty years in healthcare and was most recently Senior Vice President of Strategy, Marketing and Operations for CNECT, a national Group Purchasing Organization. She left the corporate world to focus on helping clients with their real estate goals. Lindsay is results driven and detail oriented.

She has remodeled two homes in Park City and has a great eye for properties that would be good choices for updating. Lindsay and her husband have two teenage daughters who are both elite competitive athletes.



TINA ADKINSON

Tina grew up in Northern California and has lived in Park City for 19 years where she is raising her two sons. She has a passion for the outdoor lifestyle and beauty of Utah, and is an avid golfer, skier, hiker, mountain biker, yoga practitioner and lover of nature.

After several years as an event planner, Tina transitioned into real estate knowing that her knowledge of the area and her passion for the Park City lifestyle was something she could genuinely share with clients.

She supports Nancy, Justin and Lindsay with logistics, marketing, client communication, and anything else required to provide a superior client experience.

VIRTUAL BUYING STRATEGIES

If you do not reside in Park City, know that our home buying process is simple and flexible to meet your needs.

With today's technology, the entire home buying process can be successfully managed virtually. Nancy has sold many properties to clients who did not physically see the home they were buying until after an accepted offer or even after closing. Nancy and her partners adapt the sales process to best meet your needs. In today's highly competitive market, Nancy's strong connections and impeccable reputation mean she often hears about new listings before they reach the broader market.



RECENT SALES

Nancy and her partners represent clients who purchase and sell Park City and Wasatch County real estate in every community and price point. They believe luxury is not a price point, but a level of service. Below are Nancy and her partners' 2021 sales.

ADDRESS	SUBDIVISION	PRICE	SIDE	ADDRESS	SUBDIVISION	PRICE	SIDE
9100 Marsac Avenue, #1032	Montage	\$6,750,000	Buyer	13281 Alexis Drive	The Retreat at Jordanelle	\$955,000	Buyer
1689 N Chimney Rock Road	Red Ledges	\$3,990,000	Buyer	8664 Gorgoza Drive	Hidden Cove	\$950,000	Seller
31 Ashley Court	Park Meadows	\$3,795,000	Buyer	1253 Hailstone Drive	Shores at Stillwater	\$950,000	Buyer
15 King Road	Old Town Area	\$3,750,000	Buyer	3751 Blackstone Drive, #1J	Blackstone Residences	\$949,000	Buyer
4 Royal Court	Deer Valley® - American Flag	\$3,695,000	Buyer	1110 Station Loop	Blackhawk Station	\$830,000	Seller
6868 Saddle Court	Pineridge	\$3,400,000	Seller	149 Head Court	Racquet Club	\$800,000	Buyer
3335 Niblick Drive	Jeremy Ranch - Back Nine	\$3,099,000	Buyer	1075 Turnberry Court	Turnberry	\$795,000	Buyer
1201 Cutter Lane	Ranch Place	\$2,980,000	Seller	8077 Courtyard Loop, #3	Courtyards at Quarry Village	\$790,000	Buyer
952 Cutter Lane	Ranch Place	\$2,970,200	Seller	909 Peace Tree Trail, #513	Black Rock Ridge Luxury Condos	\$784,900	Buyer
2718 E Bitter Brush	Promontory	\$2,950,000	Buyer	988 S 960 E	Heber City	\$784,000	Buyer
2958 Daybreaker Drive	Jeremy Ranch - Back Nine	\$2,575,000	Seller	153 Dunlop Court	Racquet Club	\$725,000	Seller
2765 Daybreaker Drive	Jeremy Ranch	\$2,417,500	Seller	959 Park Avenue	Old Town Area	\$710,000	Buyer
9010 Saddleback Drive	Jeremy Ranch - Wildflower	\$2,350,000	Buyer	38 Racquet Club Drive	Racquet Club	\$665,000	Seller
7833 Tall Oaks	Pinebrook - Ecker Hill	\$1,995,000	Buyer	11044 Orion Drive	Skyridge	\$650,000	Buyer
9225 Jeremy Road	Jeremy Ranch	\$1,975,000	Buyer	3355 Sante Fe Road	Quarry Springs	\$645,000	Buyer
9270 Sand Trap Court	Jeremy Ranch - Back Nine	\$1,951,000	Seller	5501 N Lillehammer Lane, #4207	Bear Hollow	\$645,000	Buyer
9290 Sand Trap Court	Jeremy Ranch - Back Nine	\$1,900,000	Seller	6749 North 2200 West, #B301	Crestview	\$634,500	Seller
11365 N Shoreline Court	Shoreline	\$1,875,000	Buyer	2025 Canyons Resort Drive, #D8	Canyons Resort - Red Pine	\$630,000	Buyer
4134 Cooper Lane, #21	Virdian	\$1,800,000	Buyer	6169 Park Lane, #38	Newpark Terrace	\$585,000	Buyer
7559 Whileaway Road	Silver Creek	\$1,780,000	Buyer	909 Peace Tree Trail, #310	Black Rock Ridge Luxury Condos	\$569,900	Buyer
536 S Lindsay Spring Road	Crossing at Lake Creek	\$1,730,000	Seller	6785 North 2200 West, #A305	Crestview	\$525,000	Seller
1471 Crescent Road, #131	Crescent Ridge	\$1,600,000	Seller	8350 Ponte Drive, #111	Pinebrook Pointe	\$525,000	Seller
8939 Flint Way	Jeremy Ranch	\$1,550,000	Seller	11896 Gemini Way	Skyridge	\$514,800	Buyer
13215 Alexis Drive	The Retreat at Jordanelle	\$1,395,000	Buyer	2100 Canyons Resort Drive, #14C1	Canyons - Hidden Creek	\$460,000	Seller
3571 Wagon Wheel Circle	Pinebrook	\$1,380,000	Seller	1988 South 1100 East, #506	Salt Lake City	\$459,900	Buyer
3571 Wagon Wheel Circle	Pinebrook	\$1,380,000	Buyer	1385 Lowell Avenue, #106	Park City Village	\$429,950	Buyer
588 Thorn Creek Road	High Star Ranch	\$1,345,000	Buyer	1485 Emire Avenue, #304	Silver King	\$395,000	Buyer
357 Big Meadow Drive	High Star Ranch	\$1,295,000	Buyer	909 Peace Tree Trail, #510	Black Rock Ridge Luxury Condos	\$390,000	Buyer
1000 Park Avenue, #A103	Old Town Area	\$1,265,000	Buyer	3720 Sundial Court, #B207	Sundial Lodge	\$388,000	Seller
155 Maple Drive	Summit Park	\$1,200,000	Buyer	3855 Grand Summit Drive, #333	Grand Summit Hotel	\$265,100	Seller
574 Thorn Creek Drive	High Star Ranch	\$1,103,666	Buyer	2015 Prospector Avenue, #200	Prospector Square Condos	\$217,500	Seller
580 Parkview Drive	Summit Park	\$1,100,000	Seller	3855 Grand Summit Drive, #133-7	Grand Summit Hotel	\$205,000	Buyer
1152 W Cadence Court	Black Rock Ridge	\$960,000	Buyer	3855 Grand Summit Drive, #323-5	Grand Summit Hotel	\$160,000	Seller

WHAT RECENT CLIENTS HAVE TO SAY

// Loved my experience with Nancy Tallman. She is beyond professional. She listened and acted on every concern we had and really had our best interests in mind. She was helpful in negotiations, was always available to answer our questions and worked in a very timely manner to close our deal. This agent is a winner. //

LESLY L.

// I would highly recommend Nancy to anyone looking to buy or sell a property. She responded quickly to all my emails and texts, even at night and on the weekends. She is very knowledgeable about the market and helped us hone in on areas and properties that met our needs. She was our eyes and feet as we searched for a property remotely (we live in the Chicago area), and she did several FaceTime walk-throughs for us on short notice so that we could make quick decisions in the super competitive Park City market. She provided expert guidance not only in the property search process, but also in finding mortgage lenders, appraisers, and property managers. Nancy is super easy to work with and is focused on getting the best outcome for her clients. //

CATHY D.

Read more of Nancy's reviews on
Yelp and Zillow

// Nancy is the consummate professional. She understands the client's needs and budget and zeros in on a selection of options which align with buyers' criteria. I highly recommend her for her knowledge, expertise and respect for the client. //

CHRISTY N.



PROVEN BUYER PROCESS

Buying a home in Park City is a process of discovery and elimination. Nancy and her partners will help you determine the best neighborhoods for your goals and price point so that you can focus on the right potential properties. You will feel confident that you did not “miss” anything. When the right property materializes, you will know it and be able to act.

1 / BUYER CONSULTATION

- Meet by phone or web to get to know each other
- Discuss lifestyle, goals, budget
- Determine timeline and agree on process
- Education on the real estate market
- Pre-Approval or Proof of Funds
- Buyer-Broker Agreement

2 / NEIGHBORHOODS & HOMES

- Determine neighborhoods to focus on
- A funnel process is used to look at all properties that meet your criteria
- Process of elimination is used to determine which properties should be toured
- Tour homes either in person or via FaceTime/Zoom

3 / OFFER PREPARATION

- Offer is based on your timeline & needs
- Offer is constructed to appeal to seller
- Offer must be strong (price & terms) in the event of multiple offers

4 / WORKING THROUGH CONTINGENCIES DUE DILIGENCE & FINANCING/APPRaisal

- Utilize preferred inspectors
- Negotiate credits or repairs
- Manage appraisal process

5 / CLOSING

- Coordinate the transition to the new home
- Schedule the walk-through [in person or remote]
- Schedule the signing appointment [in person or remote]

6 / AFTER CLOSING

- Regular check-ins
- Annual reports on your home's value
- Advisor for life on real estate decisions

VISIT [INSIDEPARKCITYREALESTATE.COM](https://www.insideparkcityrealestate.com) FOR
ADDITIONAL RESOURCES AND INFORMATION
ABOUT THE BUYING PROCESS

Nancy has written extensively about the process of negotiating and purchasing homes. If you are new to the home buying process or just want to learn more, search for these blogs:

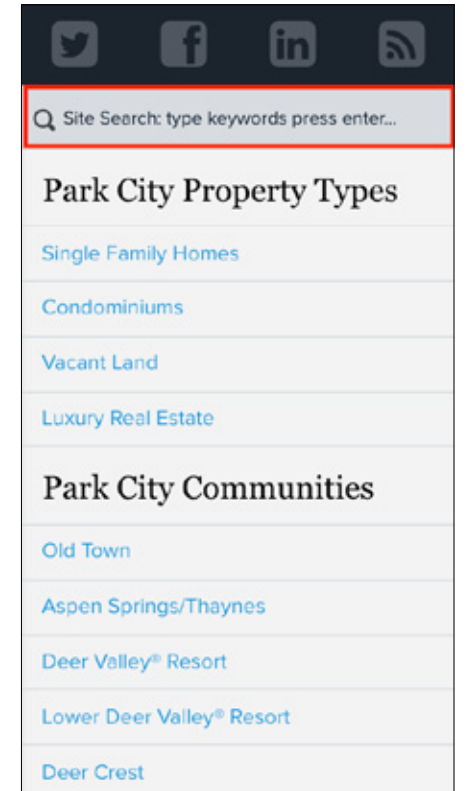
[Five Pillars of Real Estate Offers](#)

[Best Chance at Getting a Low Offer Accepted](#)

[Real Estate Negotiations: How to Get What You Want.](#)

[How to Make Sure Your Home Warranty Contract is Worth It](#)

[Closing Costs to Buy Park City Property.](#)



“Nancy is a rock star! She’s helped us research Park City real estate on two separate occasions with both times ending with purchase of amazing homes. She pays attention to details and is a great listener, which resulted in no wasted time. She’s ‘always on’ responding to questions rapidly via text and email. During the buying process, she managed everything making it easy and she did a great job with price negotiations. After the sale she helped us locate contractors for a remodel and connected us with a bunch of local people. Have worked with many REALTORS® in my lifetime and Nancy is by far the best. Highly recommend her if you’re looking for help in Park City.”

MIKE L.

PARK CITY NEIGHBORHOODS

One of the cornerstones of Nancy Tallman's real estate service is her intimate knowledge of Park City's neighborhoods. Nancy will help you find the right neighborhood through an exclusive process of neighborhood discovery and elimination during the Buyer Consultation. She spends a lot of time up front asking questions about your goals and desires. If you are new to Park City, below are some resources to familiarize you with Park City's neighborhoods.

FOR DETAILED INFORMATION ON PARK CITY'S NEIGHBORHOODS, VISIT INSIDEPARKCITYREALESTATE.COM AND SEARCH FOR THESE BLOGS

[Park City Communities](#)

[Park City's Hottest Neighborhoods](#)

[Park City Neighborhood Spotlight](#)

[Park City Neighborhoods for Active Retirees](#)

[10 Park City Parks to Love](#)

[The Most Mountain Biker Friendly Neighborhoods in Park City](#)

[Park City's Golf Course Communities](#)

A screenshot of a website interface. At the top, there are social media icons for Twitter, Facebook, LinkedIn, and RSS. Below them is a search bar with the text "Site Search: type keywords press enter...". Underneath the search bar is a navigation menu with two main sections: "Park City Property Types" and "Park City Communities". Under "Park City Property Types", there are links for "Single Family Homes", "Condominiums", "Vacant Land", and "Luxury Real Estate". Under "Park City Communities", there are links for "Old Town", "Aspen Springs/Thaynes", "Deer Valley® Resort", "Lower Deer Valley® Resort", and "Deer Crest".



RELOCATING TO PARK CITY

Summit Sotheby's International Realty is affiliated with all corporate relocation companies. Nancy Tallman and her partners have worked with many relocation companies to help their clients make a smooth transition to Park City.

NANCY CREATES A CUSTOM SET OF SERVICES FOR EACH CLIENT RELOCATING TO PARK CITY.

- 1 / Self-guided tour of Park City and its neighborhoods
- 2 / Customized recommendations for dining and entertainment
- 3 / Disposition assistance with existing home through Nancy Tallman's and Sotheby's International Realty's extensive network of REALTORS®.
- 4 / Preferred status with mortgage lenders
- 5 / Home warranty on new home

SEARCH THE BLOG AT [INSIDEPARKCITYREALESTATE.COM](https://www.insideparkcityrealestate.com) FOR THE POSTS BELOW TO FIND ANSWERS TO:

- | | |
|---|---|
| What are my options for utilities? | Does Park City have a church for me? |
| What are the school options? | Is the wildlife dangerous in Park City? |
| What is up with the Utah liquor stores? | Is there any good night life? |
| Do I need snow tires? | Where are the parks in Park City? |
| Which property management companies do you recommend? | How can I plan for the busy weeks in town? |
| What are the rules on nightly rentals? | What are my transportation options without a car? |
| Which auto mechanics can I trust? | Are there any off-leash dog areas? |
| What are my options for babysitters? | What are some nearby towns I can visit? |
| What about long term childcare and daycare? | Where can I work remotely in Park City? |
| Are there any good dry cleaners in town? | |

Whether you are coming from Salt Lake or San Jose, you'll want to make some adjustments to the environment and lifestyle at 7,000 feet. But, don't worry, those "adjustments" will be positive.

"We'd been thinking about a ski house out west for some time and had concluded Park City checked the most boxes. We contacted some friends and they connected us to Nancy. We finally got out there for a combined ski and house-hunting trip, and Nancy did a great job helping us optimize both. We saw 20 houses over a week before we were sure we'd found the one. Where Nancy really shined was working her network for intel as we bid and negotiated, and pushing the other side. She then made the process of moving from signing to close painless and stress free for us as remote buyers on the east coast. Far and away the best experience we've had with a real estate agent."

ERIC S.

PURCHASING AN INVESTMENT PROPERTY IN PARK CITY

Important considerations

FINANCING

Condominium-hotels (those with a front desk) do not meet the standards for conventional financing. These properties require higher down payments, do not qualify for fixed-rate mortgages, and the interest rates are usually higher.

RENTING

Do you want to rent your home as much as possible, only during peak rental periods, or during the summer? Is the wear and tear worth the income? Nancy and her partners will help you find the right property manager to match your goals for your home.

TAX CONSIDERATIONS

The IRS has declared "if you live in your home for more than 14 days, or more than 10% of the time you rent it out in a year, then it is considered your personal residence". If these conditions are not met, your home will be considered a rental property and you must report all rental receipts as income. Be sure to discuss these considerations with your tax advisor.

NEIGHBORHOODS

There are specific neighborhoods in Park City that allow vacation rentals and other neighborhoods that prohibit such rentals. It makes sense to purchase a home in the neighborhood that allows your intended use. Nancy and her partners will be able to help you make this distinction.

SEARCH THE BLOG AT
INSIDEPARKCITYREALESTATE.COM
FOR THE POSTS BELOW TO LEARN MORE

[Property Taxes in Summit and Wasatch Counties](#)

[How to Manage the Process of Buying a Second Home](#)

[Park City Second Home: Condo or Single Family?](#)

[5 Things to Consider When Purchasing a Vacation Home in Park City](#)

[6 Questions to Ask When Choosing a Property Management Company](#)



GIVING BACK

OUR PHILANTHROPY

Nancy Tallman and her partners give back to the Park City community they love through their time and donations. Nancy has been a board member of several community organizations. Below are the organizations Nancy and her partners supported in 2021.

- Bright Futures
- Christian Center of PC
- EATS Park City
- Live like Sam Foundation
- Mountain Trails Foundation
- Nuzzles & Co.
- Park City Board of REALTORS Philanthropic Foundation
- Park City Board of REALTORS Turkey Drive
- Park City Education Foundation
- Park City Farmer's Market
- Park City Film Series
- Park City Ski & Snowboard
- REINS at Saddleview
- St. Lawrence Thrift Store
- Summit County Clubhouse
- Youth Sports Alliance
- Winter Sports School

SUMMIT SOTHEBY'S CARES

At the close of every escrow, Summit Sotheby's International Realty, and its sales associates, including Nancy Tallman, voluntarily donate a portion of earnings to a 501(c)(3) that is called Summit Sotheby's Cares. Through this program, the team at Summit Sotheby's International Realty is able to participate in giving back to the Park City community. With donations since 2010 exceeding \$1,400,000, this program is not about real estate, it is about gratitude and social responsibility.



IN CLOSING

Who you work with matters. Experience counts. Each client situation is unique, and Nancy and her partners have the experience to help guide you. Buying a home is one of the most important decisions you'll make. Don't take your agent choice lightly.

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NANCY TALLMAN

REAL ESTATE STRATEGIST

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INTERNATIONAL REALTY