

12-month market activity

12 months ending 4/30/17



with and without luxury properties

Last 12 months, including Luxury Properties (over \$7.5M)

	Sales	1 Yr Chg	\$ Volume	1 Yr Chg	Inventory	1 Yr Chg	\$/SF	1 Yr Chg	Avg Sold Price	1 Yr Chg	Discount	1 Yr Chg
TOTAL VALLEY (incl. rural)	533	-7%	\$1,249,150,959	-10%	613	-16%	\$850*	-2%	\$2,343,623	-2%	6.4%	0.0
Aspen	227	-16%	\$844,600,293	-17%	266	-24%	\$1,257	-2%	\$3,720,706	-1%	6.3%	-0.4
Condominiums/Townhomes	122	-14%	\$206,960,805	-18%	89	-33%	\$1,206	-2%	\$1,696,400	-5%	5.0%	0.1
Single Family Homes	89	-18%	\$563,729,488	-19%	143	-18%	\$1,327	0%	\$6,334,039	0%	8.0%	-0.6
Land	16	-16%	\$73,910,000	4%	34	-21%	N/A		\$4,619,375	23%	10.2%	1.7
Snowmass Village	129	-3%	\$233,480,692	2%	220	-17%	\$686	-1%	\$1,809,928	5%	6.7%	-1.2
Condominiums/Townhomes	83	-6%	\$72,385,192	4%	138	-27%	\$612	1%	\$872,111	10%	6.2%	-1.1
Single Family Homes	42	11%	\$148,083,000	1%	69	13%	\$831	-7%	\$3,525,786	-9%	7.3%	-2.2
Land	4	-43%	\$13,012,500	10%	13	-13%	N/A		\$3,253,125	93%	23.9%	2.4
Basalt	141	-6%	\$95,718,474	-8%	127	12%	\$367	10%	\$678,854	-2%	4.6%	0.4
Condominiums/Townhomes	86	6%	\$45,757,919	19%	43	0%	\$369	11%	\$532,069	12%	2.5%	0.1
Single Family Homes	45	-22%	\$47,890,055	-22%	63	54%	\$363	9%	\$1,064,223	1%	7.1%	1.5
Land	10	-9%	\$2,070,500	-47%	21	-28%	N/A		\$207,050	-42%	13.3%	-2.3

note how much the inclusion of luxury sales (only 7% of activity) distorts average sold prices from the non-luxury averages below...by 51% in Aspen

STATISTICAL ANOMALY NOTE: most average prices show gains, but not the TOTAL VALLEY, because Aspen's reduced 2016 activity created an unusually high proportion of lower priced sales, reducing the overall average price.

Last 12 months, excluding Luxury Properties

	Sales	1 Yr Chg	\$ Volume	1 Yr Chg	Inventory	1 Yr Chg	\$/SF	1 Yr Chg	Avg Sold Price	1 Yr Chg	Discount	1 Yr Chg
TOTAL VALLEY (incl. rural)	499	-7%	\$837,103,471	-6%	500	-17%	\$777*	-2%	\$1,677,562	0%	6.0%	-0.1
Aspen	199	-15%	\$489,007,805	-17%	180	-26%	\$1,185	-1%	\$2,457,326	-2%	6.3%	0.1
Condominiums/Townhomes	121	-13%	\$199,260,805	-3%	78	-36%	\$1,201	0%	\$1,646,784	12%	5.0%	0.0
Single Family Homes	64	-18%	\$247,337,000	-24%	70	-16%	\$1,156	-2%	\$3,864,641	-8%	8.0%	0.2
Land	14	-18%	\$42,410,000	-21%	32	-20%	N/A		\$3,029,286	-4%	9.4%	0.0
Snowmass Village	126	-1%	\$206,185,692	18%	197	-20%	\$670	6%	\$1,636,394	19%	6.7%	-1.1
Condominiums/Townhomes	83	-6%	\$72,385,192	4%	138	-27%	\$612	1%	\$872,111	10%	6.2%	-1.1
Single Family Homes	40	25%	\$129,838,000	40%	48	9%	\$792	10%	\$3,245,950	12%	7.3%	-2.1
Land	3	-57%	\$3,962,500	-66%	11	-21%	N/A		\$1,320,833	-22%	13.9%	1.0
Basalt	141	-6%	\$95,718,474	-8%	123	12%	\$367	10%	\$678,854	-2%	4.6%	0.4
Condominiums/Townhomes	86	6%	\$45,757,919	19%	43	0%	\$369	11%	\$532,069	12%	2.5%	0.1
Single Family Homes	45	-22%	\$47,890,055	-22%	60	54%	\$363	9%	\$1,064,223	1%	7.1%	1.5
Land	10	-9%	\$2,070,500	-47%	20	-29%	N/A		\$207,050	-42%	13.3%	-2.3