

# 12-month market activity

12 months ending 6/30/17



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
<b>TOTAL VALLEY (incl. rural)</b>	<b>584</b>	<b>9%</b>	<b>\$1,432,425,345</b>	<b>5%</b>	<b>676</b>	<b>-16%</b>	<b>\$889*</b>	<b>2%*</b>	<b>\$2,452,783</b>	<b>-4%</b>	<b>6.4%</b>	<b>-0.1</b>
Aspen	268	9%	\$1,025,085,879	3%	303	-22%	\$1,277	-2%	\$3,824,947	-6%	6.7%	-0.2
Condominiums/Townhomes	137	10%	\$233,153,358	0%	94	-31%	\$1,225	-4%	\$1,701,849	-9%	5.3%	0.3
Single Family Homes	115	13%	\$701,352,521	1%	173	-18%	\$1,340	1%	\$6,098,718	-10%	8.0%	-1.1
Land	16	-11%	\$90,580,000	31%	36	-18%	N/A		\$5,661,250	47%	8.5%	1.4
Snowmass Village	135	13%	\$230,328,192	-5%	229	-14%	\$677	-6%	\$1,706,135	-16%	6.9%	-1.0
Condominiums/Townhomes	92	33%	\$79,164,692	37%	139	-25%	\$617	3%	\$860,486	3%	6.4%	-1.0
Single Family Homes	40	-7%	\$139,188,500	-19%	77	17%	\$817	-11%	\$3,479,713	-13%	7.8%	-1.1
Land	3	-57%	\$11,975,000	1%	13	-19%	N/A		\$3,991,667	136%	24.9%	2.7
Basalt	144	-3%	\$94,386,274	-8%	144	1%	\$369	9%	\$655,460	-6%	4.4%	0.0
Condominiums/Townhomes	82	0%	\$43,374,919	8%	45	18%	\$384	14%	\$528,962	8%	1.9%	-1.0
Single Family Homes	49	-11%	\$48,406,355	-18%	71	-3%	\$345	0%	\$987,885	-8%	6.5%	1.2
Land	13	18%	\$2,605,000	-31%	28	-10%	N/A		\$200,385	-42%	12.6%	-3.5

*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*

## 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
<b>TOTAL VALLEY (incl. rural)</b>	<b>544</b>	<b>11%</b>	<b>\$943,631,824</b>	<b>14%</b>	<b>546</b>	<b>-17%</b>	<b>\$807*</b>	<b>4%*</b>	<b>\$1,734,617</b>	<b>2%</b>	<b>6.2%</b>	<b>0.1</b>
Aspen	234	14%	\$592,252,358	14%	204	-26%	\$1,190	-1%	\$2,530,993	0%	6.7%	0.4
Condominiums/Townhomes	136	11%	\$225,453,358	22%	84	-32%	\$1,220	-1%	\$1,657,745	9%	5.3%	0.2
Single Family Homes	85	27%	\$329,719,000	17%	88	-21%	\$1,142	-1%	\$3,879,047	-8%	8.0%	-0.1
Land	13	-19%	\$37,080,000	-29%	32	-18%	N/A		\$2,852,308	-12%	10.7%	3.0
Snowmass Village	132	18%	\$203,528,192	16%	205	-17%	\$663	3%	\$1,541,880	-2%	6.9%	-0.8
Condominiums/Townhomes	92	33%	\$79,164,692	37%	139	-25%	\$617	3%	\$860,486	3%	6.4%	-1.0
Single Family Homes	38	6%	\$121,438,500	14%	55	12%	\$775	5%	\$3,195,750	8%	7.8%	-0.7
Land	2	-71%	\$2,925,000	-75%	11	-15%	N/A		\$1,462,500	-14%	15.2%	1.2
Basalt	144	-3%	\$94,386,274	-8%	137	-2%	\$369	9%	\$655,460	-6%	4.4%	0.0
Condominiums/Townhomes	82	0%	\$43,374,919	8%	45	18%	\$384	14%	\$528,962	8%	1.9%	-1.0
Single Family Homes	49	-11%	\$48,406,355	-18%	66	-7%	\$345	0%	\$987,885	-8%	6.5%	1.2
Land	13	18%	\$2,605,000	-31%	26	-16%	N/A		\$200,385	-42%	12.6%	-3.5