

12-month market activity

12 months ending 12/31/17



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)	654	29%	\$1,719,281,723	54%	564	-17%	\$961*	14%	\$2,628,871	19%	6.0%	-0.6
Aspen	302	50%	\$1,290,596,229	84%	285	-16%	\$1,428	12%	\$4,273,497	23%	6.4%	-0.6
Condominiums/Townhomes	157	33%	\$323,255,358	47%	63	-39%	\$1,380	10%	\$2,058,951	10%	4.8%	-0.8
Single Family Homes	129	90%	\$906,650,371	126%	183	-4%	\$1,486	15%	\$7,028,297	19%	7.8%	-1.2
Land	16	7%	\$60,690,500	-23%	39	-11%	N/A		\$3,793,156	-28%	8.3%	-1.6
Snowmass Village	152	17%	\$259,324,992	9%	193	-20%	\$680	-4%	\$1,706,085	-7%	6.4%	-0.9
Condominiums/Townhomes	99	16%	\$92,831,492	23%	119	-27%	\$639	1%	\$937,692	5%	5.5%	-1.2
Single Family Homes	46	12%	\$145,168,500	-6%	64	-6%	\$768	-12%	\$3,155,837	-16%	7.9%	-0.4
Land	7	75%	\$21,325,000	160%	10	-17%	N/A		\$3,046,429	49%	18.0%	1.5
Basalt	162	9%	\$111,814,222	7%	86	-19%	\$386	5%	\$690,211	-2%	4.2%	-0.6
Condominiums/Townhomes	82	-5%	\$43,033,703	-8%	19	-47%	\$389	5%	\$524,801	-3%	2.2%	-0.4
Single Family Homes	59	16%	\$62,582,519	12%	45	10%	\$381	6%	\$1,060,721	-3%	5.2%	-1.9
Land	21	91%	\$6,198,000	196%	22	-24%	N/A		\$295,143	55%	7.3%	-4.3

note how much the inclusion of luxury sales (only 9% of activity) distorts average sold prices from the non-luxury averages below...by 61% 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
TOTAL VALLEY (incl. rural)	602	27%	\$1,058,911,752	39%	429	-22%	\$863*	12%	\$1,758,990	9%	5.8%	-0.5
Aspen	255	46%	\$678,776,258	66%	178	-21%	\$1,298	8%	\$2,661,868	14%	6.4%	-0.4
Condominiums/Townhomes	153	32%	\$285,684,358	45%	54	-41%	\$1,354	10%	\$1,867,218	10%	4.8%	-0.9
Single Family Homes	87	85%	\$354,401,400	103%	89	-6%	\$1,200	6%	\$4,073,579	10%	7.8%	-1.1
Land	15	25%	\$38,690,500	3%	35	-8%	N/A		\$2,579,367	-17%	12.4%	3.4
Snowmass Village	148	17%	\$223,774,992	9%	165	-24%	\$663	-3%	\$1,511,993	-7%	6.4%	-0.7
Condominiums/Townhomes	99	16%	\$92,831,492	23%	119	-27%	\$639	1%	\$937,692	5%	5.5%	-1.2
Single Family Homes	43	16%	\$118,668,500	-2%	38	-17%	\$718	-11%	\$2,759,733	-16%	7.9%	0.1
Land	6	50%	\$12,275,000	50%	8	-11%	N/A		\$2,045,833	0%	9.1%	0.2
Basalt	162	9%	\$111,814,222	7%	86	-19%	\$386	5%	\$690,211	-2%	4.2%	-0.6
Condominiums/Townhomes	82	-5%	\$43,033,703	-8%	19	-47%	\$389	5%	\$524,801	-3%	2.2%	-0.4
Single Family Homes	59	16%	\$62,582,519	12%	45	10%	\$381	6%	\$1,060,721	-3%	5.2%	-1.9
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