

12-month market activity

12 months ending 8/31/17



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)	613	16%	\$1,591,257,720	23%	691	-15%	\$929*	6%*	\$2,595,853	6%	6.3%	-0.3
Aspen	297	24%	\$1,194,629,829	31%	325	-18%	\$1,336	4%	\$4,022,323	5%	6.7%	-0.1
Condominiums/Townhomes	147	9%	\$265,789,358	4%	89	-31%	\$1,297	3%	\$1,808,091	-4%	5.2%	0.3
Single Family Homes	133	49%	\$838,994,971	40%	199	-9%	\$1,379	5%	\$6,308,233	-7%	8.1%	-1.3
Land	17	13%	\$89,845,500	53%	37	-24%	N/A		\$5,285,029	35%	8.4%	-0.8
Snowmass Village	138	10%	\$226,509,967	-8%	225	-15%	\$670	-5%	\$1,641,377	-16%	6.4%	-1.2
Condominiums/Townhomes	97	31%	\$86,670,467	38%	132	-24%	\$617	1%	\$893,510	5%	5.8%	-1.3
Single Family Homes	37	-20%	\$126,414,500	-26%	82	9%	\$809	-6%	\$3,416,608	-8%	7.6%	-1.0
Land	4	-33%	\$13,425,000	26%	11	-31%	N/A		\$3,356,250	89%	23.3%	2.6
Basalt	144	4%	\$99,998,424	8%	141	-8%	\$381	10%	\$694,433	3%	4.4%	-0.1
Condominiums/Townhomes	76	-3%	\$40,530,069	3%	44	22%	\$397	17%	\$533,290	5%	1.9%	-1.1
Single Family Homes	53	8%	\$55,945,355	13%	71	-13%	\$359	1%	\$1,055,573	5%	6.1%	0.7
Land	15	36%	\$3,523,000	-7%	26	-28%	N/A		\$234,867	-32%	9.2%	-7.3

note how much the inclusion of luxury sales (only 8% of activity) distorts average sold prices from the non-luxury averages below...by 57% 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)	566	16%	\$1,001,923,749	22%	546	-18%	\$842*	6%*	\$1,770,183	5%	6.1%	-0.1
Aspen	255	25%	\$653,755,858	30%	216	-22%	\$1,225	1%	\$2,563,748	4%	6.7%	0.4
Condominiums/Townhomes	146	11%	\$258,089,358	25%	80	-31%	\$1,293	6%	\$1,767,735	13%	5.2%	0.2
Single Family Homes	95	64%	\$359,321,000	45%	102	-12%	\$1,120	-5%	\$3,782,326	-12%	8.1%	-0.5
Land	14	0%	\$36,345,500	-25%	34	-23%	N/A		\$2,596,107	-25%	10.6%	1.2
Snowmass Village	135	13%	\$199,709,967	4%	195	-19%	\$655	1%	\$1,479,333	-7%	6.4%	-1.0
Condominiums/Townhomes	97	31%	\$86,670,467	38%	132	-24%	\$617	1%	\$893,510	5%	5.8%	-1.3
Single Family Homes	35	-13%	\$108,664,500	-8%	53	-4%	\$762	4%	\$3,104,700	5%	7.6%	-0.3
Land	3	-50%	\$4,375,000	-59%	10	-17%	N/A		\$1,458,333	-18%	12.5%	0.9
Basalt	144	4%	\$99,998,424	8%	135	-11%	\$381	10%	\$694,433	3%	4.4%	-0.1
Condominiums/Townhomes	76	-3%	\$40,530,069	3%	44	22%	\$397	17%	\$533,290	5%	1.9%	-1.1
Single Family Homes	53	8%	\$55,945,355	13%	67	-16%	\$359	1%	\$1,055,573	5%	6.1%	0.7
Land	15	36%	\$3,523,000	-7%	24	-33%	N/A		\$234,867	-32%	9.2%	-7.3