

12-month market activity

12 months ending 9/30/17



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)	620	24%	\$1,632,516,640	38%	616	-19%	\$944*	7%*	\$2,633,091	11%	6.2%	-0.3
Aspen	300	36%	\$1,236,726,829	54%	287	-24%	\$1,371	7%	\$4,122,423	13%	6.6%	-0.3
Condominiums/Townhomes	153	19%	\$292,011,358	18%	72	-40%	\$1,345	7%	\$1,908,571	0%	5.0%	-0.1
Single Family Homes	128	64%	\$852,499,971	70%	177	-16%	\$1,402	6%	\$6,660,156	4%	8.2%	-1.3
Land	19	36%	\$92,215,500	63%	38	-21%	N/A		\$4,853,447	20%	8.3%	-1.3
Snowmass Village	139	15%	\$222,453,467	-9%	205	-18%	\$664	-9%	\$1,600,385	-21%	6.3%	-1.2
Condominiums/Townhomes	99	39%	\$92,353,967	42%	126	-22%	\$624	-2%	\$932,868	2%	5.7%	-1.0
Single Family Homes	35	-20%	\$114,174,500	-32%	70	-3%	\$778	-12%	\$3,262,129	-15%	7.7%	-1.1
Land	5	-17%	\$15,925,000	49%	9	-47%	N/A		\$3,185,000	79%	20.8%	2.2
Basalt	146	11%	\$103,409,344	16%	124	-7%	\$387	10%	\$708,283	5%	4.5%	0.0
Condominiums/Townhomes	75	-1%	\$41,245,569	4%	32	-3%	\$401	16%	\$549,941	6%	1.9%	-0.9
Single Family Homes	55	22%	\$58,405,775	23%	66	0%	\$367	1%	\$1,061,923	1%	6.4%	0.5
Land	16	45%	\$3,758,000	81%	26	-24%	N/A		\$234,875	24%	8.0%	-3.2

note how much the inclusion of luxury sales (only 8% of activity) distorts average sold prices from the non-luxury averages below...by 59% 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)	572	24%	\$1,015,426,669	29%	485	-22%	\$853*	7%*	\$1,775,221	5%	6.0%	-0.2
Aspen	257	34%	\$668,096,858	44%	186	-28%	\$1,255	5%	\$2,599,599	8%	6.6%	0.1
Condominiums/Townhomes	151	20%	\$273,680,358	38%	64	-41%	\$1,327	10%	\$1,812,453	15%	5.0%	-0.1
Single Family Homes	90	70%	\$355,701,000	63%	89	-18%	\$1,134	-4%	\$3,952,233	-4%	8.2%	-0.9
Land	16	23%	\$38,715,500	-17%	33	-23%	N/A		\$2,419,719	-33%	10.0%	0.3
Snowmass Village	136	17%	\$195,653,467	-1%	178	-22%	\$649	-5%	\$1,438,628	-16%	6.3%	-0.9
Condominiums/Townhomes	99	39%	\$92,353,967	42%	126	-22%	\$624	-2%	\$932,868	2%	5.7%	-1.0
Single Family Homes	33	-15%	\$96,424,500	-22%	44	-15%	\$727	-5%	\$2,921,955	-7%	7.7%	-0.3
Land	4	-33%	\$6,875,000	-35%	8	-38%	N/A		\$1,718,750	-3%	9.5%	0.5
Basalt	146	11%	\$103,409,344	16%	121	-8%	\$387	10%	\$708,283	5%	4.5%	0.0
Condominiums/Townhomes	75	-1%	\$41,245,569	4%	33	0%	\$401	16%	\$549,941	6%	1.9%	-0.9
Single Family Homes	55	22%	\$58,405,775	23%	64	0%	\$367	1%	\$1,061,923	1%	6.4%	0.5
Land	16	45%	\$3,758,000	81%	24	-29%	N/A		\$234,875	24%	8.0%	-3.2