



Inventory 173 -24% ↓ from Sep 2016: 227 Average Asking Price: \$1,848,720	Avg Sales Price/SF \$649 -5% → from Sep 2016: \$684 Current Avg. Asking Price/SF: \$796	Sales Last 12 Mo 136 17% ↑ from Sep 2016: 116 Average Sold Price: \$1,507,533 Median Sold Price: \$1,095,000
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all snowmass vlg property

	inventory		pending			closed					
	at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	173	26	136	17%	116	98	88	126	128	126	155
Dollar Volume	\$309,177,200	\$28,098,000	\$195,653,467	-1%	\$198,436,975	\$147,738,267	\$156,846,475	\$204,761,675	\$192,592,213	\$171,104,532	\$144,150,284
Avg Price/SF	\$796	\$747	\$649	-5%	\$684	\$650	\$701	\$685	\$671	\$625	\$645
Avg Price Paid			\$1,438,628	-16%	\$1,710,664	\$1,507,533	\$1,782,346	\$1,625,093	\$1,504,627	\$1,301,118	\$942,421
Lowest Selling Price			\$61,114	-67%	\$185,000	\$61,114	\$185,000	\$78,000	\$76,500	\$64,000	\$183,500
Highest Selling Price			\$6,900,000	2%	\$6,750,000	\$6,900,000	\$6,750,000	\$6,750,000	\$7,297,500	\$7,250,000	\$4,500,000
Avg Asking Price	\$1,848,720	\$1,932,685	\$1,552,853	-16%	\$1,853,809	\$1,623,913	\$1,927,886	\$1,759,512	\$1,638,196	\$1,436,518	\$1,047,342
Lowest Asking Price	\$74,500	\$199,000	\$59,000	-70%	\$199,000	\$59,000	\$199,000	\$79,500	\$89,000	\$75,000	\$184,900
Highest Asking Price	\$7,350,000	\$6,995,000	\$7,500,000	7%	\$6,998,000	\$7,500,000	\$6,998,000	\$6,998,000	\$8,500,000	\$8,250,000	\$5,250,000
Avg Ask/Sold Discount			6.3%	-0.85	7.1%	5.9%	6.9%	7.0%	7.6%	8.3%	8.0%
Avg Days on Market	388	368	366	-1%	370	372	357	354	323	308	288

current snowmass village general activity report



excludes luxury properties except where noted
due to distortion of averages

single family homes

general off-mountain	inventory	pending	closed								
	at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	29	8	24	4%	23	19	17	22	24	26	19
Dollar Volume	\$81,087,500	-\$3,650,000	\$57,074,500	10%	\$52,118,000	\$41,719,500	\$37,301,500	\$52,656,500	\$57,129,900	\$48,603,000	\$35,540,500
Avg Price/SF	\$753	\$747	\$655	4%	\$632	\$635	\$654	\$672	\$648	\$564	\$572
Avg Price Paid	est. \$2,597,121	est. \$2,030,017	\$2,378,104	5%	\$2,266,000	\$2,195,763	\$2,194,206	\$2,393,477	\$2,380,413	\$1,869,346	\$1,870,553
Lowest Selling Price			\$1,095,000	-3%	\$1,134,000	\$1,095,000	\$1,262,500	\$1,262,500	\$795,000	\$785,000	\$660,000
Highest Selling Price			\$5,185,000	12%	\$4,650,000	\$4,845,000	\$4,650,000	\$5,185,000	\$6,375,000	\$4,500,000	\$4,500,000
Avg Asking Price	\$2,796,121	\$2,185,563	\$2,590,875	5%	\$2,464,957	\$2,374,316	\$2,388,824	\$2,621,773	\$2,594,917	\$2,058,765	\$2,050,258
Lowest Asking Price	\$1,025,000	\$847,500	\$1,095,000	-5%	\$1,149,000	\$1,095,000	\$1,399,000	\$1,399,000	\$795,000	\$849,900	\$680,000
Highest Asking Price	\$6,500,000	\$4,100,000	\$5,995,000	22%	\$4,895,000	\$5,295,000	\$4,895,000	\$5,995,000	\$6,950,000	\$4,995,000	\$5,250,000
Avg Ask/Sold Discount			7.5%	-0.58	8.1%	7.1%	8.6%	8.7%	8.3%	9.0%	8.2%
Avg Days on Market	312	284	259	7%	243	229	231	264	270	228	339

general ski-accessible

general ski-accessible	at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	15	4	9	-44%	16	7	13	15	11	8	6
Dollar Volume	\$79,383,000	\$18,580,000	\$39,350,000	-44%	\$70,816,500	\$31,725,000	\$60,726,500	\$68,351,500	\$52,681,500	\$29,510,000	\$15,146,000
Avg Price/SF	\$1,153	\$1,033	\$918	-4%	\$959	\$897	\$1,004	\$1,002	\$990	\$832	\$630
Avg Price Paid			\$4,372,222	-1%	\$4,426,031	\$4,532,143	\$4,671,269	\$4,556,767	\$4,789,227	\$3,688,750	\$2,524,333
Lowest Selling Price			\$3,100,000	11%	\$2,797,500	\$3,200,000	\$2,797,500	\$2,797,500	\$2,089,000	\$1,899,000	\$2,100,000
Highest Selling Price			\$6,900,000	2%	\$6,750,000	\$6,900,000	\$6,750,000	\$6,750,000	\$7,297,500	\$7,250,000	\$3,020,000
Avg Asking Price	\$5,292,200	\$4,645,000	\$4,770,556	-1%	\$4,803,313	\$5,000,000	\$5,036,000	\$4,893,533	\$5,382,273	\$4,028,750	\$3,012,500
Lowest Asking Price	\$2,950,000	\$2,595,000	\$3,185,000	10%	\$2,895,000	\$3,495,000	\$2,895,000	\$2,895,000	\$2,295,000	\$1,995,000	\$2,495,000
Highest Asking Price	\$7,350,000	\$6,995,000	\$7,500,000	7%	\$6,998,000	\$7,500,000	\$6,998,000	\$6,998,000	\$8,500,000	\$8,250,000	\$3,690,000
Avg Ask/Sold Discount			8.1%	0.23	7.9%	9.3%	6.9%	6.5%	10.1%	7.8%	16.2%
Avg Days on Market	224	274	545	10%	494	606	446	431	343	200	457

luxury ski-accessible (over \$7.5M)

luxury ski-accessible (over \$7.5M)	at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	19	0	2	-50%	4	2	4	4	3	2	2
Dollar Volume	\$200,280,000	\$0	\$17,750,000	-47%	\$33,745,000	\$17,750,000	\$33,745,000	\$33,745,000	\$28,150,000	\$17,400,000	\$17,730,500
Avg Price/SF	\$1,669	\$0	\$1,624	8%	\$1,498	\$1,624	\$1,498	\$1,498	\$1,734	\$1,459	\$1,356
Avg Price Paid			\$8,875,000	5%	\$8,436,250	\$8,875,000	\$8,436,250	\$8,436,250	\$9,383,333	\$8,700,000	\$8,865,250
Lowest Selling Price			\$7,650,000	2%	\$7,500,000	\$7,650,000	\$7,500,000	\$7,500,000	\$7,800,000	\$8,600,000	\$8,575,000
Highest Selling Price			\$10,100,000	-5%	\$10,595,000	\$10,100,000	\$10,595,000	\$10,595,000	\$12,000,000	\$8,800,000	\$9,155,500
Avg Asking Price	\$10,541,053	\$0	\$9,725,000	0%	\$9,762,500	\$9,725,000	\$9,762,500	\$9,762,500	\$9,748,333	\$9,950,000	\$9,672,500
Lowest Asking Price	\$7,500,000	\$0	\$8,500,000	3%	\$8,250,000	\$8,500,000	\$8,250,000	\$8,250,000	\$8,250,000	\$9,950,000	\$9,450,000
Highest Asking Price	\$24,950,000	\$0	\$10,950,000	-15%	\$12,900,000	\$10,950,000	\$12,900,000	\$12,900,000	\$12,000,000	\$9,950,000	\$9,895,000
Avg Ask/Sold Discount			8.9%	-4.07	13.0%	8.9%	13.0%	13.0%	4.2%	12.6%	8.4%
Avg Days on Market	404	0	313	-23%	409	313	409	409	229	356	841

all ski-accessible

all ski-accessible	at 09/30/2017	at 09/30/2017	last 12 mo	ytd chg	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	34	4	11	-45%	20	9	17	19	14	10	8
Dollar Volume	\$279,663,000	\$18,580,000	\$57,100,000	-45%	\$104,561,500	\$49,475,000	\$94,471,500	\$102,096,500	\$80,831,500	\$46,910,000	\$32,876,500
Avg Price/SF	\$1,441	\$1,033	\$1,046	-2%	\$1,066	\$1,059	\$1,121	\$1,107	\$1,150	\$957	\$811
Avg Price Paid			\$5,190,909	-1%	\$5,228,075	\$5,497,222	\$5,557,147	\$5,373,500	\$5,773,679	\$4,691,000	\$4,109,563
Lowest Selling Price			\$3,100,000	11%	\$2,797,500	\$3,200,000	\$2,797,500	\$2,797,500	\$2,089,000	\$1,899,000	\$2,100,000
Highest Selling Price			\$10,100,000	-5%	\$10,595,000	\$10,100,000	\$10,595,000	\$10,595,000	\$12,000,000	\$8,800,000	\$9,155,500
Avg Asking Price	\$8,225,382	\$4,645,000	\$5,671,364	-2%	\$5,795,150	\$6,050,000	\$6,148,118	\$5,918,579	\$6,317,857	\$5,213,000	\$4,677,500
Lowest Asking Price	\$2,950,000	\$2,595,000	\$3,185,000	10%	\$2,895,000	\$3,495,000	\$2,895,000	\$2,895,000	\$2,295,000	\$1,995,000	\$2,495,000
Highest Asking Price	\$24,950,000	\$6,995,000	\$10,950,000	-15%	\$12,900,000	\$10,950,000	\$12,900,000	\$12,900,000	\$12,000,000	\$9,950,000	\$9,895,000
Avg Ask/Sold Discount			8.2%	-0.64	8.9%	9.2%	8.3%	7.9%	8.8%	8.8%	14.2%
Avg Days on Market	325	274	503	6%	477	541	438	427	318	231	553

current snowmass village general activity report



excludes luxury properties except where noted
due to distortion of averages

condominiums/townhomes

general off-mountain	inventory		pending			closed					
	at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013
Number	28	5	28	-3%	29	17	24	35	24	28	39
Dollar Volume	\$34,266,500	\$3,369,000	\$25,242,000	-6%	\$26,744,000	\$17,799,500	\$23,104,000	\$30,546,500	\$20,154,900	\$23,634,750	\$32,328,654
Avg Price/SF	\$702	\$514	\$599	1%	\$592	\$638	\$599	\$580	\$567	\$549	\$523
Avg Price Paid			\$901,500	-2%	\$922,207	\$1,047,029	\$962,667	\$872,757	\$839,788	\$844,098	\$828,940
<i>Lowest Selling Price</i>			\$397,000	17%	\$339,500	\$397,000	\$339,500	\$339,500	\$375,000	\$360,000	\$295,000
<i>Highest Selling Price</i>			\$3,250,000	2%	\$3,200,000	\$3,250,000	\$3,200,000	\$3,200,000	\$3,100,000	\$1,795,000	\$2,809,226
Avg Asking Price	\$1,223,804	\$673,800	\$957,018	-3%	\$983,014	\$1,108,971	\$1,024,771	\$929,671	\$881,158	\$902,232	\$926,179
<i>Lowest Asking Price</i>	\$494,000	\$485,000	\$445,000	23%	\$362,500	\$445,000	\$362,500	\$362,500	\$415,000	\$385,000	\$315,000
<i>Highest Asking Price</i>	\$3,100,000	\$950,000	\$3,495,000	-3%	\$3,595,000	\$3,495,000	\$3,595,000	\$3,595,000	\$3,300,000	\$1,895,000	\$3,245,000
Avg Ask/Sold Discount			5.4%	0.13	5.3%	4.9%	4.9%	5.3%	4.9%	6.0%	7.4%
Avg Days on Market	297	689	272	-32%	400	287	388	344	296	286	276

general ski-accessible

with Viceroy

at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013	
Number	98	9	71	69%	42	51	30	50	63	46	83
Dollar Volume	\$110,211,200	\$9,799,000	\$67,111,967	76%	\$38,105,975	\$49,619,267	\$27,511,975	\$45,004,675	\$55,405,913	\$39,255,782	\$53,625,130
Avg Price/SF	\$782	\$789	\$633	-6%	\$671	\$625	\$678	\$668	\$664	\$657	\$721
Avg Price Paid			\$945,239	4%	\$907,285	\$972,927	\$917,066	\$900,094	\$879,459	\$853,387	\$646,086
<i>Lowest Selling Price</i>			\$61,114	-67%	\$185,000	\$61,114	\$185,000	\$78,000	\$76,500	\$64,000	\$183,500
<i>Highest Selling Price</i>			\$3,590,000	3%	\$3,500,000	\$3,590,000	\$2,483,000	\$3,300,000	\$3,500,000	\$3,750,000	\$3,300,000
Avg Asking Price	\$1,124,604	\$1,088,778	\$1,009,514	2%	\$990,321	\$1,030,961	\$1,004,417	\$984,580	\$944,259	\$925,895	\$694,687
<i>Lowest Asking Price</i>	\$74,500	\$199,000	\$59,000	-70%	\$199,000	\$59,000	\$199,000	\$79,500	\$89,000	\$75,000	\$184,900
<i>Highest Asking Price</i>	\$3,950,000	\$3,200,000	\$3,725,000	1%	\$3,674,999	\$3,725,000	\$2,795,000	\$3,495,000	\$3,795,000	\$3,995,000	\$3,600,000
Avg Ask/Sold Discount			5.8%	-1.92	7.7%	5.0%	7.4%	7.6%	8.1%	8.2%	6.7%
Avg Days on Market	394	334	420	8%	389	427	375	385	365	381	217

single family lots

general off-mountain	inventory		pending			closed					
at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013	
Number	3	0	2	-33%	3	2	2	2	5	12	6
Dollar Volume	\$4,229,000	\$0	\$2,775,000	-9%	\$3,052,500	\$2,775,000	\$2,102,500	\$2,102,500	\$5,720,000	\$12,926,000	\$6,010,000
Avg Price Paid			\$1,387,500	36%	\$1,017,500	\$1,387,500	\$1,051,250	\$1,051,250	\$1,144,000	\$1,077,167	\$1,001,667
<i>Lowest Selling Price</i>			\$1,325,000	39%	\$950,000	\$1,325,000	\$1,037,500	\$1,037,500	\$950,000	\$695,000	\$575,000
<i>Highest Selling Price</i>			\$1,450,000	36%	\$1,065,000	\$1,450,000	\$1,065,000	\$1,065,000	\$1,450,000	\$1,725,000	\$1,400,000
Avg Asking Price	\$1,409,667	\$0	\$1,525,000	39%	\$1,100,000	\$1,525,000	\$1,175,000	\$1,175,000	\$1,195,000	\$1,225,250	\$1,272,167
<i>Lowest Asking Price</i>	\$1,279,000	\$0	\$1,500,000	58%	\$950,000	\$1,500,000	\$1,150,000	\$1,150,000	\$950,000	\$749,000	\$750,000
<i>Highest Asking Price</i>	\$1,500,000	\$0	\$1,550,000	29%	\$1,200,000	\$1,550,000	\$1,200,000	\$1,200,000	\$1,450,000	\$2,495,000	\$1,695,000
Avg Ask/Sold Discount			9.1%	2.05	7.0%	9.1%	10.5%	10.5%	4.3%	9.0%	20.3%
Avg Days on Market	804	0	358	182%	127	358	104	104	156	281	547

general ski-accessible

at 09/30/2017	at 09/30/2017	last 12 mo	change	prev 12 mo	2017 YTD	2016 YTD	2016	2015	2014	2013	
Number	0	0	2	-33%	3	2	2	2	1	6	2
Dollar Volume	\$0	\$0	\$4,100,000	-46%	\$7,600,000	\$4,100,000	\$6,100,000	\$6,100,000	\$1,500,000	\$17,175,000	\$3,425,000
Avg Price Paid			\$2,050,000	-19%	\$2,533,333	\$2,050,000	\$3,050,000	\$3,050,000	\$1,500,000	\$2,862,500	\$1,712,500
<i>Lowest Selling Price</i>			\$1,600,000	7%	\$1,500,000	\$1,600,000	\$2,800,000	\$2,800,000	\$1,500,000	\$1,400,000	\$1,575,000
<i>Highest Selling Price</i>			\$2,500,000	-24%	\$3,300,000	\$2,500,000	\$3,300,000	\$3,300,000	\$1,500,000	\$4,000,000	\$1,850,000
Avg Asking Price	\$0	\$0	\$2,275,000	-16%	\$2,698,000	\$2,275,000	\$3,249,500	\$3,249,500	\$1,595,000	\$3,457,500	\$1,947,500
<i>Lowest Asking Price</i>	\$0	\$0	\$1,950,000	22%	\$1,595,000	\$1,950,000	\$2,999,000	\$2,999,000	\$1,595,000	\$1,750,000	\$1,700,000
<i>Highest Asking Price</i>	\$0	\$0	\$2,600,000	-26%	\$3,500,000	\$2,600,000	\$3,500,000	\$3,500,000	\$1,595,000	\$5,250,000	\$2,195,000
Avg Ask/Sold Discount			10.9%	4.80	6.1%	10.9%	6.2%	6.2%	6.0%	16.7%	11.5%
Avg Days on Market	0	0	259	-32%	382	259	440	440	265	820	1687