

12-month market activity

with and without luxury properties

12 month performance (including YTD change), at 9/30/18

Last 12 months, including Luxury Properties (over \$7.5M)

	SALES			\$ VOLUME			INVENTORY			\$/SF			AVG SOLD PRICE			DISCOUNT			
	YTD	Change 12-mo		YTD	Change 12-mo		from 1/1	Change 12-mo		YTD	Change 12-mo		YTD	Change 12-mo		ORIG.	LIST	YTD	Change 12-mo
TOTAL VALLEY (incl. rural)	630	-4%	2%	\$1,508,373,967	-16%	-8%	641	6%	1%	\$918*	-6%	-3%*	\$2,394,244*	-12%	-9%	9%	6.0%	2%	-0.2
Aspen	223	-33%	-26%	\$970,247,711	-32%	-22%	299	3%	-9%	\$1,515*	9%	10%*	\$4,350,887*	2%	5%	9.9%	6.9%	51%	0.0
Condominiums/Townhomes	113	-35%	-26%	\$294,205,854	-12%	1%	94	25%	3%	\$1,517	14%	13%	\$2,603,592	36%	36%	8.4%	5.5%	93%	0.5
Single Family Homes	94	-35%	-27%	\$611,216,857	-42%	-29%	177	1%	-12%	\$1,514	2%	8%	\$6,502,307	-11%	-2%	9.6%	6.9%	-104%	-1.4
Land	16	0%	-16%	\$64,825,000	8%	-30%	28	-30%	-26%	N/A	0%		\$4,051,563	8%	-17%	21.0%	15.1%	349%	6.9
Snowmass Village	187	36%	35%	\$281,880,002	14%	27%	206	-2%	-8%	\$677	0%	2%	\$1,507,380	-16%	-6%	8.2%	5.9%	-44%	-0.6
Condominiums/Townhomes	129	44%	30%	\$96,756,325	6%	5%	131	-4%	-1%	\$645	2%	3%	\$750,049	-27%	-20%	6.6%	5.3%	-15%	-0.4
Single Family Homes	52	21%	49%	\$162,923,677	19%	43%	68	6%	-17%	\$755	-3%	-3%	\$3,133,148	-2%	-4%	11.7%	7.1%	9%	-0.6
Land	6	0%	20%	\$22,200,000	22%	39%	7	-30%	-36%	N/A	0%		\$3,700,000	22%	16%	15.2%	4.9%	-34%	-0.8
Basalt	173	15%	20%	\$123,918,474	37%	27%	125	42%	-8%	\$429	28%	15%	\$716,292	18%	6%	6.9%	3.9%	-20%	-0.4
Condominiums/Townhomes	90	17%	20%	\$50,161,505	29%	22%	46	109%	5%	\$435	20%	8%	\$557,350	10%	1%	2.1%	1.9%	-44%	0.0
Single Family Homes	63	-2%	17%	\$62,194,719	16%	18%	56	24%	-16%	\$372	17%	11%	\$1,019,586	11%	3%	11.4%	5.3%	41%	-1.1
Land	22	0%	38%	\$11,562,250	151%	208%	23	10%	-8%	N/A	0%		\$525,557	151%	124%	12.4%	4.9%	15%	-3.0

* note how much the inclusion of luxury sales (only 8% of activity) distorts average sold prices from the non-luxury averages below...by 56% in Aspen

Last 12 months, excluding Luxury Properties

	SALES			\$ VOLUME			INVENTORY			\$/SF			AVG SOLD PRICE			DISCOUNT			
	YTD	Change 12-mo		YTD	Change 12-mo		from 1/1	Change 12-mo		YTD	Change 12-mo		YTD	Change 12-mo		ORIG.	LIST	YTD	Change 12-mo
TOTAL VALLEY (incl. rural)	582	-4%	2%	\$942,545,363	-13%	-7%	468	5%	-4%	\$828	-5%	-3%	\$1,619,494	-10%	-9%	11%	5.7%	-0.3	-0.3
Aspen	185	-34%	-28%	\$516,444,107	-30%	-23%	175	-1%	-6%	\$1,380	9%	10%	\$2,791,590*	7%	7%*	10.2%	6.9%	0.3	0.3
Condominiums/Townhomes	101	-42%	-33%	\$173,823,250	-49%	-36%	76	27%	19%	\$1,442	10%	9%	\$1,721,022	-11%	-5%	8.7%	5.5%	0.5	0.5
Single Family Homes	70	-25%	-23%	\$300,495,857	-19%	-17%	79	-6%	-11%	\$1,289	10%	13%	\$4,292,798	7%	8%	10.0%	6.9%	-1.3	-1.3
Land	14	-8%	-13%	\$42,125,000	12%	9%	20	-39%	-39%	N/A	0%		\$3,008,929	22%	24%	20.7%	15.7%	5.6	5.6
Snowmass Village	182	36%	34%	\$232,030,002	7%	19%	178	-1%	0%	\$665	1%	2%	\$1,274,890	-21%	-11%	7.5%	5.9%	-0.4	-0.4
Condominiums/Townhomes	129	44%	30%	\$96,756,325	6%	5%	131	-4%	4%	\$645	2%	3%	\$750,049	-27%	-20%	6.6%	5.3%	-0.4	-0.4
Single Family Homes	48	19%	45%	\$127,823,677	12%	33%	41	17%	-7%	\$718	0%	-1%	\$2,662,993	-6%	-9%	9.5%	7.1%	-0.6	-0.6
Land	5	0%	25%	\$7,450,000	-31%	8%	6	-25%	-25%	N/A	0%		\$1,490,000	-31%	-13%	12.4%	10.7%	0.1	0.1
Basalt	173	15%	20%	\$123,918,474	37%	27%	115	31%	-5%	\$429	28%	15%	\$716,292	18%	6%	6.9%	3.9%	-0.4	-0.4
Condominiums/Townhomes	90	17%	20%	\$50,161,505	29%	22%	46	109%	39%	\$435	20%	8%	\$557,350	10%	1%	2.1%	1.9%	0.0	0.0
Single Family Homes	61	56%	15%	\$62,194,719	16%	18%	46	2%	-28%	\$372	17%	11%	\$1,019,586	19%	3%	11.4%	5.3%	-1.1	-1.1
Land	22	0%	38%	\$11,562,250	151%	208%	23	10%	-4%	N/A	0%		\$525,557	151%	124%	12.4%	4.9%	-3.0	-3.0

For even more detail, including neighborhood-specific statistics, check our current activity report on the Resources tab on our website aspensnowmassproperties.com.