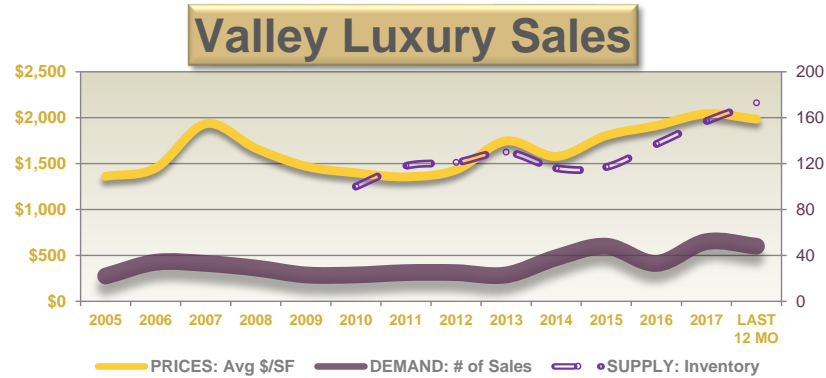


'Luxury' is defined as property priced over \$7.5 million, nearly always limited to single family homes or ranches.



<p><b>Inventory</b> <span style="float: right;">173</span></p> <p>15% ↑ from Sep 2017: 150</p> <p>Current Avg. Asking Price: \$15,367,382</p>	<p><b>Avg Sales Price/SF</b> <span style="float: right;">\$1,984</span></p> <p>-3% → from Sep 2017: \$2,036</p> <p>Current Avg. Asking Price/SF: \$2,339</p>	<p><b>Sales Last 12 Mo</b> <span style="float: right;">48</span></p> <p>0% → from Sep 2017: 48</p> <p>Average Sold Price: \$11,570,253 Median Sold Price: \$11,800,000</p>
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total luxury sales

	inventory		pending			closed		2017	2016	2015	2014
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD				
Number	173	2	48	0%	48	34	38	52	33	48	38
Dollar Volume	\$2,658,557,000	\$20,750,000	\$565,828,604	-8%	\$617,089,971	\$393,388,604	\$487,929,971	\$660,369,971	\$354,396,943	\$611,035,833	\$458,717,886
Avg Price/SF	\$2,339	\$1,558	\$1,984	-3%	\$2,036	\$2,033	\$2,109	\$2,043	\$1,913	\$1,806	\$1,578
Avg Sales Price	est. \$14,072,393	est. \$9,500,713	\$11,788,096	-8%	\$12,856,041	\$11,570,253	\$12,840,262	\$12,699,423	\$10,739,301	\$12,729,913	\$12,071,523
Lowest Selling Price			\$7,500,000	0%	\$7,500,000	\$7,500,000	\$7,600,000	\$7,600,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$22,500,000	-25%	\$30,000,000	\$21,500,000	\$30,000,000	\$30,000,000	\$24,000,000	\$29,500,000	\$26,000,000
Avg Asking Price	\$15,367,382	\$10,375,000	\$13,380,458	-8%	\$14,501,458	\$13,292,206	\$14,509,868	\$14,263,500	\$12,157,364	\$15,176,083	\$13,298,989
Lowest Asking Price	\$7,500,000	\$8,500,000	\$7,950,000	2%	\$7,800,000	\$7,950,000	\$7,800,000	\$7,800,000	\$7,975,000	\$7,500,000	\$7,750,000
Highest Asking Price	\$58,500,000	\$12,250,000	\$29,900,000	-32%	\$44,000,000	\$29,900,000	\$44,000,000	\$44,000,000	\$24,500,000	\$49,500,000	\$29,900,000
Avg Ask/Sold Discount			9.8%	0.09	9.1%	10.6%	8.6%	8.4%	11.2%	11.6%	9.1%
Avg Days on Market	384	378	448	3%	434	508	465	421	263	303	303

current luxury property report

aspen	inventory		pending			closed					
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	127	2	38*	-12%	43	26	35	47	26	42	36
Dollar Volume	\$2,054,482,000	\$20,750,000	\$453,803,604	-20%	\$568,629,971	\$303,113,604	\$461,129,971	\$611,819,971	\$291,491,943	\$530,535,833	\$441,317,886
Avg Price/SF	\$2,542	\$1,558	\$2,161	4%	\$2,069	\$2,240	\$2,137	\$2,102	\$1,749	\$1,777	\$1,585
Avg Sales Price	est. \$14,889,869	est. \$9,549,494	\$11,942,200	-10%	\$13,223,953	\$11,658,216	\$13,175,142	\$13,017,446	\$11,211,229	\$12,631,806	\$12,258,830
Lowest Selling Price			\$7,500,000	0%	\$7,500,000	\$7,500,000	\$7,600,000	\$7,600,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$22,500,000	-25%	\$30,000,000	\$21,500,000	\$30,000,000	\$30,000,000	\$24,000,000	\$29,500,000	\$26,000,000
Avg Asking Price	\$16,177,024	\$10,375,000	\$13,181,895	-11%	\$14,819,070	\$12,864,808	\$14,840,714	\$14,592,596	\$12,359,346	\$14,563,262	\$13,485,044
Lowest Asking Price	\$7,500,000	\$8,500,000	\$7,950,000	2%	\$7,800,000	\$7,950,000	\$7,800,000	\$7,800,000	\$7,975,000	\$7,500,000	\$7,750,000
Highest Asking Price	\$42,000,000	\$12,250,000	\$29,250,000	-34%	\$44,000,000	\$25,000,000	\$44,000,000	\$44,000,000	\$24,500,000	\$49,500,000	\$29,900,000
Avg Ask/Sold Discount			8.1%	-0.01	8.2%	8.3%	8.1%	8.0%	9.0%	10.4%	8.9%
Avg Days on Market	330	378	381	-7%	408	435	427	385	240	295	300

\*24 SF Homes and 12 Townhomes, plus land

snowmass village	inventory		pending			closed					
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	28	0	5*	67%	3	4	3	4	4	4	2
Dollar Volume	\$311,040,000	\$0	\$49,850,000	86%	\$26,800,000	\$41,100,000	\$26,800,000	\$35,550,000	\$33,745,000	\$39,850,000	\$17,400,000
Avg Price/SF	\$1,754	\$0	\$1,195	-26%	\$1,624	\$1,192	\$1,624	\$1,483	\$1,498	\$2,043	\$1,459
Avg Sales Price	est. \$9,513,857	N/A	\$9,970,000	12%	\$8,933,333	\$10,275,000	\$8,933,333	\$8,887,500	\$8,436,250	\$9,962,500	\$8,700,000
Lowest Selling Price			\$7,800,000	2%	\$7,650,000	\$7,800,000	\$7,650,000	\$7,650,000	\$7,500,000	\$7,800,000	\$8,600,000
Highest Selling Price			\$14,750,000	46%	\$10,100,000	\$14,750,000	\$10,100,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$11,108,571	\$0	\$11,820,000	11%	\$10,650,000	\$12,287,500	\$10,650,000	\$10,475,000	\$9,762,500	\$11,036,250	\$9,950,000
Lowest Asking Price	\$7,750,000	\$0	\$9,500,000	12%	\$8,500,000	\$9,500,000	\$8,500,000	\$8,500,000	\$8,250,000	\$8,250,000	\$9,950,000
Highest Asking Price	\$26,000,000	\$0	\$15,000,000	20%	\$12,500,000	\$15,000,000	\$12,500,000	\$12,500,000	\$12,900,000	\$14,900,000	\$9,950,000
Avg Ask/Sold Discount			16.1%	0.07	15.1%	17.1%	15.1%	14.4%	13.0%	8.5%	12.6%
Avg Days on Market	614	0	616	-33%	916	641	916	817	409	246	356

\*4 SF Homes, 2 of which are ski-accessible, plus land

rural woody creek to missouri heights	inventory		pending			closed					
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	18	0	5*	150%	2	4	0	1	3	2	0
Dollar Volume	\$293,035,000	\$0	\$62,175,000	187%	\$21,660,000	\$49,175,000	\$0	\$13,000,000	\$29,160,000	\$40,650,000	\$0
Avg Price/SF	\$1,791	\$0	\$1,342	-26%	\$1,805	\$1,423	\$0	\$1,017	\$3,723	\$1,913	\$0
Avg Sales Price			\$12,435,000	15%	\$10,830,000	\$12,293,750	\$0	\$13,000,000	\$9,720,000	\$20,325,000	\$0
Lowest Selling Price			\$10,250,000	24%	\$8,250,000	\$10,250,000	\$0	\$13,000,000	\$7,500,000	\$17,150,000	\$0
Highest Selling Price			\$14,025,000	5%	\$13,410,000	\$14,025,000	\$0	\$13,000,000	\$13,410,000	\$23,500,000	\$0
Avg Asking Price	\$16,279,722	\$0	\$16,450,000	22%	\$13,450,000	\$17,075,000	\$0	\$13,950,000	\$13,600,000	\$36,325,000	\$0
Lowest Asking Price	\$58,500,000	\$0	\$11,000,000	11%	\$9,900,000	\$11,000,000	\$0	\$13,950,000	\$9,900,000	\$32,750,000	\$0
Highest Asking Price	\$7,995,000	\$0	\$29,900,000	76%	\$17,000,000	\$29,900,000	\$0	\$13,950,000	\$17,000,000	\$39,900,000	\$0
Avg Original Price	\$16,906,389	\$0	\$24,490,000	77%	\$13,800,000	\$27,125,000		\$13,950,000	\$13,833,333	\$41,125,000	\$0
Avg Ask/Sold Discount			33.0%	0.74	18.9%	19.5%	0.0%	6.8%	27.9%	42.6%	0.0%
Avg Days on Market	408	0	787	206%	257	849	0	540	269	573	0

\*5 SF Homes