



Inventory 167 -6% from Sep 2017: 178 Average Asking Price: \$2,089,915	Avg Sales Price/SF \$665 2% from Sep 2017: \$649 Current Avg. Asking Price/SF: \$893	Sales Last 12 Mo 182 34% from Sep 2017: 136 Average Sold Price: \$1,274,890 Median Sold Price: \$752,250
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all snowmass vlg property
(under \$7.5M)

	inventory		closed			2018 YTD					
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	167	19	182	34%	136	136	98	147	126	115	142
Dollar Volume	\$326,964,800	\$34,398,500	\$232,030,002	19%	\$195,653,467	\$160,350,777	\$147,738,267	\$221,074,992	\$204,761,675	\$181,159,247	\$173,683,718
Avg Price/SF	\$893	\$797	\$665	2%	\$649	\$659	\$650	\$663	\$685	\$671	\$625
Avg Sales Price	est. \$1,979,932	est. \$1,731,493	\$1,274,890	-11%	\$1,438,628	\$1,179,050	\$1,507,533	\$1,503,912	\$1,625,093	\$1,504,627	\$1,301,118
<i>Lowest Selling Price</i>			\$57,500	-6%	\$61,114	\$57,500	\$61,114	\$61,114	\$78,000	\$76,500	\$64,000
<i>Highest Selling Price</i>			\$6,895,000	0%	\$6,900,000	\$5,950,000	\$6,900,000	\$6,900,000	\$6,750,000	\$7,297,500	\$7,250,000
Avg Asking Price	\$2,089,915	\$1,827,675	\$1,375,672	-11%	\$1,552,853	\$1,266,723	\$1,623,913	\$1,625,163	\$1,759,512	\$1,638,196	\$1,436,518
<i>Lowest Asking Price</i>	\$74,500	\$78,500	\$68,500	16%	\$59,000	\$68,500	\$59,000	\$59,000	\$79,500	\$89,000	\$75,000
<i>Highest Asking Price</i>	\$7,495,000	\$7,250,000	\$6,995,000	-7%	\$7,500,000	\$6,500,000	\$7,500,000	\$7,500,000	\$6,998,000	\$8,500,000	\$8,250,000
Avg Ask/Sold Discount			5.9%	-0.40	6.3%	5.3%	5.9%	6.3%	7.0%	7.6%	8.3%
Avg Days on Market	328	392	270	-27%	372	237	381	373	354	323	308

CURRENT SKI
ACCESS \$/SF
PREMIUM \$135

current snowmass village general activity report

excludes luxury properties except where noted
due to distortion of averages

single family homes

general non ski-accessible

	inventory at 09/30/2018	pending at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	22	4	39	63%	24	28	19	30	22	24	26
Dollar Volume	\$74,186,000	\$7,893,000	\$94,046,177	65%	\$57,074,500	\$71,129,677	\$41,719,500	\$64,636,000	\$52,656,500	\$57,129,900	\$48,603,000
Avg Price/SF	\$882	\$797	\$693	6%	\$655	\$699	\$635	\$650	\$672	\$648	\$564
Avg Sales Price	est. \$3,204,072	est. \$1,874,930	\$2,411,440	1%	\$2,378,104	\$2,540,346	\$2,195,763	\$2,154,533	\$2,393,477	\$2,380,413	\$1,869,346
Lowest Selling Price			\$844,500	-23%	\$1,095,000	\$950,000	\$1,095,000	\$844,500	\$1,262,500	\$795,000	\$785,000
Highest Selling Price			\$5,950,000	15%	\$5,185,000	\$5,950,000	\$4,845,000	\$4,845,000	\$5,185,000	\$6,375,000	\$4,500,000
Avg Asking Price	\$3,372,091	\$1,973,250	\$2,563,833	-1%	\$2,590,875	\$2,686,286	\$2,374,316	\$2,329,517	\$2,621,773	\$2,594,917	\$2,058,765
Lowest Asking Price	\$1,229,000	\$1,650,000	\$847,500	-23%	\$1,095,000	\$1,025,000	\$1,095,000	\$847,500	\$1,399,000	\$795,000	\$849,900
Highest Asking Price	\$6,995,000	\$2,199,000	\$6,500,000	8%	\$5,995,000	\$6,500,000	\$5,295,000	\$5,295,000	\$5,995,000	\$6,950,000	\$4,995,000
Avg Ask/Sold Discount			5.8%	-1.77	7.5%	5.0%	7.1%	7.3%	8.7%	8.3%	9.0%
Avg Days on Market	361	437	267	1%	265	262	235	253	264	270	228

general ski-accessible

	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	19	2	9	0%	9	3	7	13	15	11	8
Dollar Volume	\$111,619,000	\$14,045,000	\$33,777,500	-14%	\$39,350,000	\$11,470,000	\$31,725,000	\$54,032,500	\$68,351,500	\$52,681,500	\$29,510,000
Avg Price/SF	\$1,237	\$1,471	\$828	-10%	\$918	\$790	\$897	\$874	\$1,002	\$990	\$832
Avg Sales Price	est. \$4,662,263	est. \$5,573,191	\$3,753,056	-14%	\$4,372,222	\$3,823,333	\$4,532,143	\$4,156,346	\$4,556,767	\$4,789,227	\$3,688,750
Lowest Selling Price			\$1,575,000	-49%	\$3,100,000	\$1,575,000	\$3,200,000	\$1,850,000	\$2,797,500	\$2,089,000	\$1,899,000
Highest Selling Price			\$6,895,000	0%	\$6,900,000	\$5,495,000	\$6,900,000	\$6,900,000	\$6,750,000	\$7,297,500	\$7,250,000
Avg Asking Price	\$5,874,684	\$7,022,500	\$4,245,556	-11%	\$4,770,556	\$4,563,333	\$5,000,000	\$4,578,462	\$4,893,533	\$5,382,273	\$4,028,750
Lowest Asking Price	\$3,250,000	\$6,795,000	\$1,945,000	-39%	\$3,185,000	\$3,400,000	\$3,495,000	\$1,945,000	\$2,895,000	\$2,295,000	\$1,995,000
Highest Asking Price	\$7,495,000	\$7,250,000	\$6,995,000	-7%	\$7,500,000	\$5,495,000	\$7,500,000	\$7,500,000	\$6,998,000	\$8,500,000	\$8,250,000
Avg Ask/Sold Discount			13.0%	4.93	8.1%	20.6%	9.3%	9.3%	6.5%	10.1%	7.8%
Avg Days on Market	238	395	239	-57%	557	205	621	452	431	343	200

luxury ski-accessible (over \$7.5M)

	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	23	0	2	0%	2	2	2	2	4	3	2
Dollar Volume	\$224,950,000	\$0	\$17,350,000	-2%	\$17,750,000	\$17,350,000	\$17,750,000	\$17,750,000	\$33,745,000	\$28,150,000	\$17,400,000
Avg Price/SF	\$1,646	\$0	\$1,444	-11%	\$1,624	\$1,444	\$1,624	\$1,624	\$1,498	\$1,734	\$1,459
Avg Sales Price	est. \$7,989,728	N/A	\$8,675,000	-2%	\$8,875,000	\$8,675,000	\$8,875,000	\$8,875,000	\$8,436,250	\$9,383,333	\$8,700,000
Lowest Selling Price			\$7,800,000	2%	\$7,650,000	\$7,800,000	\$7,650,000	\$7,650,000	\$2,797,500	\$7,800,000	\$8,600,000
Highest Selling Price			\$9,550,000	-5%	\$10,100,000	\$9,550,000	\$10,100,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$9,780,435	\$0	\$10,625,000	9%	\$9,725,000	\$10,625,000	\$9,725,000	\$9,725,000	\$9,762,500	\$9,748,333	\$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	\$24,950,000	\$0	\$11,750,000	7%	\$10,950,000	\$11,750,000	\$10,950,000	\$10,950,000	\$12,900,000	\$12,000,000	\$9,950,000
Avg Ask/Sold Discount			18.3%	9.43	8.9%	18.3%	8.9%	8.9%	13.0%	4.2%	12.6%
Avg Days on Market	523	0	536	71%	313	536	313	313	409	229	356

all ski-accessible

	at 09/30/2018	at 09/30/2018	last 12 mo	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	42	2	11	0%	11	5	9	15	19	14	10
Dollar Volume	\$336,569,000	\$14,045,000	\$51,127,500	-10%	\$57,100,000	\$28,820,000	\$49,475,000	\$71,782,500	\$102,096,500	\$80,831,500	\$46,910,000
Avg Price/SF	\$1,466	\$1,471	\$940	-10%	\$1,046	\$1,052	\$1,059	\$974	\$1,107	\$1,150	\$957
Avg Sales Price	est. \$6,434,360	est. \$5,638,613	\$4,647,955	-10%	\$5,190,909	\$5,764,000	\$5,497,222	\$4,785,500	\$5,373,500	\$5,773,679	\$4,691,000
Lowest Selling Price			\$1,575,000	-49%	\$3,100,000	\$1,575,000	\$3,200,000	\$1,850,000	\$2,797,500	\$2,089,000	\$1,899,000
Highest Selling Price			\$9,550,000	-5%	\$10,100,000	\$9,550,000	\$10,100,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$8,013,548	\$7,022,500	\$5,405,455	-5%	\$5,671,364	\$6,988,000	\$6,050,000	\$5,264,667	\$5,918,579	\$6,317,857	\$5,213,000
Lowest Asking Price	\$3,250,000	\$6,795,000	\$1,945,000	-39%	\$3,185,000	\$3,400,000	\$3,495,000	\$1,945,000	\$2,895,000	\$2,295,000	\$1,995,000
Highest Asking Price	\$24,950,000	\$7,250,000	\$11,750,000	7%	\$10,950,000	\$11,750,000	\$10,950,000	\$10,950,000	\$12,900,000	\$12,000,000	\$9,950,000
Avg Ask/Sold Discount			14.0%	5.75	8.2%	19.7%	9.2%	9.2%	7.9%	8.8%	8.8%
Avg Days on Market	394	395	293	-43%	513	337	553	434	427	318	231

current snowmass village general activity report

excludes luxury properties except where noted
due to distortion of averages

condominiums/townhomes

general non ski-accessible		inventory at 09/30/2018	pending at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number		25	4	44	57%	28	33	17	28	35	24	28
Dollar Volume		\$37,685,000	\$3,377,000	\$32,810,575	30%	\$25,242,000	\$26,336,500	\$17,799,500	\$24,273,575	\$30,546,500	\$20,154,900	\$23,634,750
Avg Price/SF		\$830	\$624	\$566	-6%	\$599	\$586	\$638	\$586	\$580	\$567	\$549
Avg Sales Price		est. \$1,437,659	est. \$805,190	\$745,695	-17%	\$901,500	\$798,076	\$1,047,029	\$866,913	\$872,757	\$839,788	\$844,098
	Lowest Selling Price			\$360,000	-9%	\$397,000	\$360,000	\$397,000	\$397,000	\$339,500	\$375,000	\$360,000
	Highest Selling Price			\$1,830,000	-44%	\$3,250,000	\$1,830,000	\$3,250,000	\$3,250,000	\$3,200,000	\$3,100,000	\$1,795,000
Avg Asking Price		\$1,507,400	\$844,250	\$796,364	-17%	\$957,018	\$846,152	\$1,108,971	\$927,482	\$929,671	\$881,158	\$902,232
	Lowest Asking Price	\$559,000	\$499,000	\$376,500	-15%	\$445,000	\$376,500	\$445,000	\$445,000	\$362,500	\$415,000	\$385,000
	Highest Asking Price	\$3,575,000	\$1,280,000	\$2,089,000	-40%	\$3,495,000	\$2,089,000	\$3,495,000	\$3,495,000	\$3,595,000	\$3,300,000	\$1,895,000
Avg Ask/Sold Discount				5.4%	0.03	5.4%	4.6%	4.9%	6.1%	5.3%	4.9%	6.0%
Avg Days on Market		194	260	287	3%	278	221	298	372	344	296	286

general ski-accessible		with Viceroy	inventory at 09/30/2018	pending at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number			100	9	85	20%	71	68	51	71	50	50	62
Dollar Volume			\$102,125,800	\$9,083,500	\$63,945,750	-5%	\$67,111,967	\$46,664,600	\$49,619,267	\$68,557,917	\$45,004,675	\$43,972,947	\$52,909,968
Avg Price/SF			\$802	\$680	\$686	8%	\$633	\$671	\$625	\$660	\$668	\$664	\$657
Avg Sales Price			est. \$973,443	est. \$962,024	\$752,303	-20%	\$945,239	\$686,244	\$972,927	\$965,604	\$900,094	\$879,459	\$853,387
	Lowest Selling Price				\$57,500	-6%	\$61,114	\$57,500	\$61,114	\$61,114	\$78,000	\$76,500	\$64,000
	Highest Selling Price				\$4,425,000	23%	\$3,590,000	\$4,425,000	\$3,590,000	\$3,590,000	\$3,300,000	\$3,500,000	\$3,750,000
Avg Asking Price			\$1,021,258	\$1,009,278	\$809,268	-20%	\$1,009,514	\$736,034	\$1,030,961	\$1,027,803	\$984,580	\$892,846	\$927,696
	Lowest Asking Price		\$74,500	\$78,500	\$68,500	16%	\$59,000	\$68,500	\$59,000	\$59,000	\$79,500	\$89,000	\$75,000
	Highest Asking Price		\$3,495,000	\$3,850,000	\$4,500,000	21%	\$3,725,000	\$4,500,000	\$3,725,000	\$3,725,000	\$3,495,000	\$3,795,000	\$3,995,000
Avg Ask/Sold Discount					5.2%	-0.62	5.8%	4.7%	5.0%	5.3%	7.6%	8.1%	8.2%
Avg Days on Market			307	445	253	-40%	424	217	434	416	385	349	321

single family lots

general non ski-accessible		inventory at 09/30/2018	pending at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number		1	0	4	100%	2	4	2	2	2	5	12
Dollar Volume		\$1,349,000	\$0	\$4,750,000	71%	\$2,775,000	\$4,750,000	\$2,775,000	\$2,775,000	\$2,102,500	\$5,720,000	\$12,926,000
Avg Sales Price		est. \$1,203,221	N/A	\$1,187,500	-14%	\$1,387,500	\$1,187,500	\$1,387,500	\$1,387,500	\$1,051,250	\$1,144,000	\$1,077,167
	Lowest Selling Price			\$900,000	-32%	\$1,325,000	\$900,000	\$1,325,000	\$1,325,000	\$1,037,500	\$950,000	\$695,000
	Highest Selling Price			\$1,600,000	10%	\$1,450,000	\$1,600,000	\$1,450,000	\$1,450,000	\$1,065,000	\$1,450,000	\$1,725,000
Avg Asking Price		\$1,349,000	\$0	\$1,348,750	-12%	\$1,525,000	\$1,348,750	\$1,525,000	\$1,525,000	\$1,175,000	\$1,195,000	\$1,225,250
	Lowest Asking Price	\$1,349,000	\$0	\$900,000	-40%	\$1,500,000	\$900,000	\$1,500,000	\$1,500,000	\$1,150,000	\$950,000	\$749,000
	Highest Asking Price	\$1,349,000	\$0	\$1,600,000	3%	\$1,550,000	\$1,600,000	\$1,550,000	\$1,550,000	\$1,200,000	\$1,450,000	\$2,495,000
Avg Ask/Sold Discount				10.8%	1.75	9.1%	10.8%	9.1%	9.1%	10.5%	4.3%	9.0%
Avg Days on Market				572	60%	358	572	358	358	104	156	281

general ski-accessible		inventory at 09/30/2018	pending at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number		0	0	1	-50%	2	0	2	3	2	1	6
Dollar Volume		\$0	\$0	\$2,700,000	-34%	\$4,100,000	\$0	\$4,100,000	\$6,800,000	\$6,100,000	\$1,500,000	\$17,175,000
Avg Sales Price		est. \$	N/A	\$2,700,000	32%	\$2,050,000	\$0	\$2,050,000	\$2,266,667	\$3,050,000	\$1,500,000	\$2,862,500
	Lowest Selling Price			\$2,700,000	69%	\$1,600,000	\$0	\$1,600,000	\$1,600,000	\$2,800,000	\$1,500,000	\$1,400,000
	Highest Selling Price			\$2,700,000	8%	\$2,500,000	\$0	\$2,500,000	\$2,700,000	\$3,300,000	\$1,500,000	\$4,000,000
Avg Asking Price		\$0	\$0	\$2,950,000	30%	\$2,275,000	\$0	\$2,275,000	\$2,500,000	\$3,249,500	\$1,595,000	\$3,457,500
	Lowest Asking Price	\$0	\$0	\$2,950,000	51%	\$1,950,000	\$0	\$1,950,000	\$1,950,000	\$2,999,000	\$1,595,000	\$1,750,000
	Highest Asking Price	\$0	\$0	\$2,950,000	13%	\$2,600,000	\$0	\$2,600,000	\$2,950,000	\$3,500,000	\$1,595,000	\$5,250,000
Avg Ask/Sold Discount				8.5%	-2.42	10.9%	0.0%	10.9%	10.1%	6.2%	6.0%	16.7%
Avg Days on Market				172	-40%	285	0	285	247	440	265	820