

Aspen  
Snowmass

**Sotheby's**  
INTERNATIONAL REALTY

# Market Report 2021 vs. 2020 Second Quarter

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Aspen  
Snowmass Village  
Basalt  
Carbondale  
Glenwood Springs

# Aspen Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

43%<sup>^</sup> 2020 – \$9,239,612  
2021 – \$13,195,384

### Average Sold Price per Square Foot

37%<sup>^</sup> 2020 – \$1,535  
2021 – \$2,110

### Average Days on Market

-6%<sup>✓</sup> 2020 – 321  
2021 – 303

### % Sold Price to Original List Price

9%<sup>^</sup> 2020 – 87%  
2021 – 95%

### Lowest Price Sold

285%<sup>^</sup> 2020 – \$805,000  
2021 – \$3,100,000

### Highest Price Sold

162%<sup>^</sup> 2020 – \$27,695,635  
2021 – \$72,500,000

### Number of Properties Sold

191%<sup>^</sup> 2020 – 22  
2021 – 64

### Total Sales Volume

315%<sup>^</sup> 2020 – \$203,271,468  
2021 – \$844,504,601

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

-46%<sup>✓</sup> 2020 – \$4,403,228  
2021 – \$2,394,045

### Average Sold Price per Square Foot

-9%<sup>✓</sup> 2020 – \$1,977  
2021 – \$1,800

### Average Days on Market

-51%<sup>✓</sup> 2020 – 353  
2021 – 173

### % Sold Price to Original List Price

3%<sup>^</sup> 2020 – 93%  
2021 – 96%

### Lowest Price Sold

-6%<sup>✓</sup> 2020 – \$260,000  
2021 – \$244,000

### Highest Price Sold

-34%<sup>✓</sup> 2020 – \$18,300,000  
2021 – \$12,000,000

### Number of Properties Sold

168%<sup>^</sup> 2020 – 40  
2021 – 107

### Total Sales Volume

45%<sup>^</sup> 2020 – \$176,129,131  
2021 – \$256,162,816

Advantage: Buyer

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# Snowmass Village Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

72%<sup>^</sup> 2020 – \$3,177,000  
2021 – \$5,463,868

### Average Sold Price per Square Foot

51%<sup>^</sup> 2020 – \$824  
2021 – \$1,241

### Average Days on Market

44%<sup>^</sup> 2020 – 167  
2021 – 241

### % Sold Price to Original List Price

3%<sup>^</sup> 2020 – 93%  
2021 – 96%

### Lowest Price Sold

13%<sup>^</sup> 2020 – \$1,470,000  
2021 – \$1,660,000

### Highest Price Sold

77%<sup>^</sup> 2020 – \$7,050,000  
2021 – \$12,500,000

### Number of Properties Sold

386%<sup>^</sup> 2020 – 7  
2021 – 34

### Total Sales Volume

735%<sup>^</sup> 2020 – \$22,239,000  
2021 – \$185,771,500

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

0.44%<sup>^</sup> 2020 – \$1,281,607  
2021 – \$1,287,309

### Average Sold Price per Square Foot

8%<sup>^</sup> 2020 – \$830  
2021 – \$894

### Average Days on Market

-46%<sup>v</sup> 2020 – 319  
2021 – 172

### % Sold Price to Original List Price

4%<sup>^</sup> 2020 – 93%  
2021 – 97%

### Lowest Price Sold

4%<sup>^</sup> 2020 – \$289,000  
2021 – \$301,000

### Highest Price Sold

71%<sup>^</sup> 2020 – \$5,250,000  
2021 – \$9,000,000

### Number of Properties Sold

155%<sup>^</sup> 2020 – 51  
2021 – 130

### Total Sales Volume

156%<sup>^</sup> 2020 – \$65,361,954  
2021 – \$167,350,112

Advantage: Seller

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# Aspen Shared Ownership

2021 vs. 2020 Second Quarter

## Shared Ownership

● Advantage Seller ● Advantage Buyer

### Average Sold Price

-11%<sup>✓</sup> 2020 - \$468,318  
2021 - \$416,712

### Average Sold Price per Square Foot

-21%<sup>✓</sup> 2020 - \$232  
2021 - \$183

### Average Days on Market

66%<sup>^</sup> 2020 - 116  
2021 - 192

### % Sold Price to Original List Price

✓ 2020 - 93%  
2021 - 92%

### Lowest Price Sold

58%<sup>^</sup> 2020 - \$9,500  
2021 - \$15,000

### Highest Price Sold

86%<sup>^</sup> 2020 - \$1,615,000  
2021 - \$3,000,000

### Number of Properties Sold

67%<sup>^</sup> 2020 - 33  
2021 - 55

### Total Sales Volume

48%<sup>^</sup> 2020 - \$15,454,500  
2021 - \$22,919,165

Advantage: Buyer

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# Snowmass Shared Ownership

2021 vs. 2020 Second Quarter

## Shared Ownership

● Advantage Seller ● Advantage Buyer

### Average Sold Price

38%<sup>^</sup> 2020 – \$194,906  
2021 – \$268,294

### Average Sold Price per Square Foot

-32%<sup>~</sup> 2020 – \$221  
2021 – \$150

### Average Days on Market

38%<sup>^</sup> 2020 – 134  
2021 – 185

### % Sold Price to Original List Price

4%<sup>^</sup> 2020 – 92%  
2021 – 96%

### Lowest Price Sold

18%<sup>^</sup> 2020 – \$85,000  
2021 – \$100,000

### Highest Price Sold

102%<sup>^</sup> 2020 – \$290,000  
2021 – \$585,000

### Number of Properties Sold

100%<sup>^</sup> 2020 – 17  
2021 – 34

### Total Sales Volume

175%<sup>^</sup> 2020 – \$3,313,400  
2021 – \$9,122,000

Advantage: Seller

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# Woody Creek Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

464%<sup>^</sup> 2020 – \$1,900,000  
2021 – \$10,714,000

### Average Sold Price per Square Foot

110%<sup>^</sup> 2020 – \$485  
2021 – \$1,018

### Average Days on Market

-34%<sup>✓</sup> 2020 – 376  
2021 – 248

### % Sold Price to Original List Price

13%<sup>^</sup> 2020 – 83%  
2021 – 94%

### Lowest Price Sold

-78%<sup>✓</sup> 2020 – \$1,900,000  
2021 – \$410,000

### Highest Price Sold

953%<sup>^</sup> 2020 – \$1,900,000  
2021 – \$20,000,000

### Number of Properties Sold

400%<sup>^</sup> 2020 – 1  
2021 – 5

### Total Sales Volume

2719%<sup>^</sup> 2020 – \$1,900,000  
2021 – \$53,570,000

Advantage: Seller

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# Old Snowmass Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

-30%<sup>✓</sup> 2020 – \$3,483,530  
2021 – \$2,447,778

### Average Sold Price per Square Foot

3%<sup>^</sup> 2020 – \$600  
2021 – \$616

### Average Days on Market

-81%<sup>✓</sup> 2020 – 610  
2021 – 115

### % Sold Price to Original List Price

8%<sup>^</sup> 2020 – 90%  
2021 – 97%

### Lowest Price Sold

-5%<sup>✓</sup> 2020 – \$825,000  
2021 – \$780,000

### Highest Price Sold

-45%<sup>✓</sup> 2020 – \$12,250,000  
2021 – \$6,700,000

### Number of Properties Sold

-10%<sup>✓</sup> 2020 – 10  
2021 – 9

### Total Sales Volume

-37%<sup>✓</sup> 2020 – \$34,835,299  
2021 – \$22,030,000

Advantage: Buyer

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# Basalt Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

34%<sup>^</sup> 2020 – \$1,234,636  
2021 – \$1,658,295

### Average Sold Price per Square Foot

-4%<sup>∨</sup> 2020 – \$499  
2021 – \$478

### Average Days on Market

-11%<sup>∨</sup> 2020 – 210  
2021 – 187

### % Sold Price to Original List Price

1%<sup>^</sup> 2020 – 95%  
2021 – 96%

### Lowest Price Sold

6%<sup>^</sup> 2020 – \$550,500  
2021 – \$585,000

### Highest Price Sold

31%<sup>^</sup> 2020 – \$7,000,000  
2021 – \$9,200,000

### Number of Properties Sold

18%<sup>^</sup> 2020 – 33  
2021 – 39

### Total Sales Volume

59%<sup>^</sup> 2020 – \$40,743,000  
2021 – \$64,673,500

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

-2%<sup>∨</sup> 2020 – \$729,157  
2021 – \$716,200

### Average Sold Price per Square Foot

5%<sup>^</sup> 2020 – \$460  
2021 – \$482

### Average Days on Market

-49%<sup>∨</sup> 2020 – 192  
2021 – 97

### % Sold Price to Original List Price

3%<sup>^</sup> 2020 – 96%  
2021 – 99%

### Lowest Price Sold

7%<sup>^</sup> 2020 – \$300,000  
2021 – \$320,000

### Highest Price Sold

27%<sup>^</sup> 2020 – \$1,700,000  
2021 – \$2,165,000

### Number of Properties Sold

18%<sup>^</sup> 2020 – 33  
2021 – 39

### Total Sales Volume

16%<sup>^</sup> 2020 – \$24,062,175  
2021 – \$27,931,800

Advantage: Seller



# Carbondale Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

42%<sup>^</sup> 2020 – \$1,100,210  
2021 – \$1,559,944

### Average Sold Price per Square Foot

35%<sup>^</sup> 2020 – \$335  
2021 – \$453

### Average Days on Market

-58%<sup>~</sup> 2020 – 233  
2021 – 99

### % Sold Price to Original List Price

3%<sup>^</sup> 2020 – 95%  
2021 – 98%

### Lowest Price Sold

37%<sup>^</sup> 2020 – \$390,000  
2021 – \$535,000

### Highest Price Sold

96%<sup>^</sup> 2020 – \$2,700,000  
2021 – \$5,300,000

### Number of Properties Sold

-29%<sup>~</sup> 2020 – 73  
2021 – 52

### Total Sales Volume

1%<sup>^</sup> 2020 – \$80,315,344  
2021 – \$81,117,075

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

6%<sup>^</sup> 2020 – \$565,351  
2021 – \$601,997

### Average Sold Price per Square Foot

21%<sup>^</sup> 2020 – \$333  
2021 – \$401

### Average Days on Market

6%<sup>^</sup> 2020 – 154  
2021 – 164

### % Sold Price to Original List Price

2%<sup>^</sup> 2020 – 98%  
2021 – 100%

### Lowest Price Sold

89%<sup>^</sup> 2020 – \$162,000  
2021 – \$306,818

### Highest Price Sold

38%<sup>^</sup> 2020 – \$1,125,000  
2021 – \$1,550,000

### Number of Properties Sold

43%<sup>^</sup> 2020 – 30  
2021 – 43

### Total Sales Volume

53%<sup>^</sup> 2020 – \$16,960,527  
2021 – \$25,885,852

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# Glenwood Springs Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

24%<sup>^</sup> 2020 - \$643,839  
2021 - \$801,462

### Average Sold Price per Square Foot

28%<sup>^</sup> 2020 - \$249  
2021 - \$319

### Average Days on Market

-22%<sup>~</sup> 2020 - 120  
2021 - 94

### % Sold Price to Original List Price

0% 2020 - 98%  
2021 - 98%

### Lowest Price Sold

129%<sup>^</sup> 2020 - \$175,000  
2021 - \$400,000

### Highest Price Sold

135%<sup>^</sup> 2020 - \$1,225,000  
2021 - \$2,875,000

### Number of Properties Sold

33%<sup>^</sup> 2020 - 78  
2021 - 104

### Total Sales Volume

66%<sup>^</sup> 2020 - \$50,219,450  
2021 - \$83,352,073

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

15%<sup>^</sup> 2020 - \$329,643  
2021 - \$377,813

### Average Sold Price per Square Foot

18%<sup>^</sup> 2020 - \$250  
2021 - \$295

### Average Days on Market

-34%<sup>~</sup> 2020 - 88  
2021 - 58

### % Sold Price to Original List Price

1%<sup>^</sup> 2020 - 99%  
2021 - 100%

### Lowest Price Sold

2%<sup>^</sup> 2020 - \$83,500  
2021 - \$85,000

### Highest Price Sold

16%<sup>^</sup> 2020 - \$548,000  
2021 - \$635,000

### Number of Properties Sold

27%<sup>^</sup> 2020 - 30  
2021 - 38

### Total Sales Volume

45%<sup>^</sup> 2020 - \$9,889,300  
2021 - \$14,356,900

Advantage: Seller



# New Castle Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

30%<sup>^</sup> 2020 – \$416,303  
2021 – \$539,526

### Average Sold Price per Square Foot

8%<sup>^</sup> 2020 – \$231  
2021 – \$251

### Average Days on Market

-36%<sup>~</sup> 2020 – 123  
2021 – 79

### % Sold Price to Original List Price

1%<sup>^</sup> 2020 – 99%  
2021 – 100%

### Lowest Price Sold

-30%<sup>~</sup> 2020 – \$199,000  
2021 – \$140,000

### Highest Price Sold

19%<sup>^</sup> 2020 – \$750,000  
2021 – \$895,636

### Number of Properties Sold

44%<sup>^</sup> 2020 – 36  
2021 – 52

### Total Sales Volume

87%<sup>^</sup> 2020 – \$14,986,900  
2021 – \$28,055,336

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

10%<sup>^</sup> 2020 – \$296,800  
2021 – \$326,193

### Average Sold Price per Square Foot

20%<sup>^</sup> 2020 – \$208  
2021 – \$250

### Average Days on Market

-46%<sup>~</sup> 2020 – 100  
2021 – 54

### % Sold Price to Original List Price

1%<sup>^</sup> 2020 – 99%  
2021 – 100%

### Lowest Price Sold

25%<sup>^</sup> 2020 – \$173,000  
2021 – \$217,000

### Highest Price Sold

-5%<sup>~</sup> 2020 – \$469,000  
2021 – \$445,000

### Number of Properties Sold

45%<sup>^</sup> 2020 – 20  
2021 – 29

### Total Sales Volume

59%<sup>^</sup> 2020 – \$5,936,000  
2021 – \$9,459,600

Advantage: Seller

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# Silt Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

9%<sup>^</sup> 2020 – \$443,590  
2021 – \$485,563

### Average Sold Price per Square Foot

20%<sup>^</sup> 2020 – \$197  
2021 – \$237

### Average Days on Market

-21%<sup>✓</sup> 2020 – 103  
2021 – 81

### % Sold Price to Original List Price

2%<sup>^</sup> 2020 – 98%  
2021 – 100%

### Lowest Price Sold

11%<sup>^</sup> 2020 – \$250,000  
2021 – \$277,000

### Highest Price Sold

14%<sup>^</sup> 2020 – \$925,000  
2021 – \$1,050,000

### Number of Properties Sold

39%<sup>^</sup> 2020 – 31  
2021 – 43

### Total Sales Volume

52%<sup>^</sup> 2020 – \$13,751,300  
2021 – \$20,879,200

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

44%<sup>^</sup> 2020 – \$237,250  
2021 – \$341,500

### Average Sold Price per Square Foot

-6%<sup>✓</sup> 2020 – \$174  
2021 – \$163

### Average Days on Market

-51%<sup>✓</sup> 2020 – 97  
2021 – 48

### % Sold Price to Original List Price

2%<sup>^</sup> 2020 – 99%  
2021 – 101%

### Lowest Price Sold

86%<sup>^</sup> 2020 – \$139,000  
2021 – \$259,000

### Highest Price Sold

47%<sup>^</sup> 2020 – \$300,000  
2021 – \$440,000

### Number of Properties Sold

0% 2020 – 4  
2021 – 4

### Total Sales Volume

44%<sup>^</sup> 2020 – \$949,000  
2021 – \$1,366,000

Advantage: Seller

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# Rifle Market

2021 vs. 2020 Second Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

18%<sup>^</sup> 2020 - \$340,578  
2021 - \$402,441

### Average Sold Price per Square Foot

20%<sup>^</sup> 2020 - \$188  
2021 - \$226

### Average Days on Market

-8%<sup>✓</sup> 2020 - 92  
2021 - 85

### % Sold Price to Original List Price

1%<sup>^</sup> 2020 - 98%  
2021 - 99%

### Lowest Price Sold

8%<sup>^</sup> 2020 - \$185,000  
2021 - \$200,000

### Highest Price Sold

60%<sup>^</sup> 2020 - \$572,000  
2021 - \$912,500

### Number of Properties Sold

23%<sup>^</sup> 2020 - 78  
2021 - 96

### Total Sales Volume

45%<sup>^</sup> 2020 - \$26,565,100  
2021 - \$38,634,291

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

20%<sup>^</sup> 2020 - \$206,300  
2021 - \$247,289

### Average Sold Price per Square Foot

20%<sup>^</sup> 2020 - \$147  
2021 - \$176

### Average Days on Market

10%<sup>^</sup> 2020 - 88  
2021 - 97

### % Sold Price to Original List Price

3%<sup>^</sup> 2020 - 98%  
2021 - 101%

### Lowest Price Sold

36%<sup>^</sup> 2020 - \$108,000  
2021 - \$147,000

### Highest Price Sold

31%<sup>^</sup> 2020 - \$332,000  
2021 - \$435,000

### Number of Properties Sold

105%<sup>^</sup> 2020 - 20  
2021 - 41

### Total Sales Volume

146%<sup>^</sup> 2020 - \$4,126,000  
2021 - \$10,138,850

Advantage: Seller

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