

INTERNATIONAL REALTY

Market Report 2022 First Quarter

Aspen Snowmass Village Basalt Carbondale Glenwood Springs

Today's Real Estate in the Roaring Fork Valley

Welcome to the Aspen Snowmass Sotheby's International Realty 2022 First Quarter Market Report. Aspen Snowmass Sotheby's International Realty is the largest real estate brokerage in the Roaring Fork Valley. With 190+ broker associates, 20+ support staff, and twelve offices between Aspen, Snowmass and Glenwood Springs, we literally have the Roaring Fork Valley covered. Our business reach covers an even broader area to Rifle and beyond. We are consistently the top-producing real estate brokerage in the Valley.

This isn't your average market report. In one of the most insightful, comprehensive valley-wide market reports available today, we pull back the curtain on what's really happening in real estate in twelve towns from Aspen to Rifle.

The local real estate market has been dynamic over the past two years, to say the least. Last year resulted in several record sale prices, price per square foot achievements and notable sales. 2022 has started off closely to where 2021 ended, with one notable exception - the pace of sales has started to show signs of tapering in some (but not all) neighborhoods. We continue to see strong price increases across the board, historically low listing inventory levels and more off-market sales occurring than any time in recent history.

The pace of sales has started to show signs of tapering in some (but not all) neighborhoods.

I hope you enjoy our 2022 First Quarter Market Report. Interested in learning more about the current market? Visit aspensnowmasssir.com or call 970.925.6060 to get in touch with one of our expert brokers.



Andrew Ernemann

President Aspen Snowmass Sotheby's International Realty Interested in additional information not included in the report? Wondering how this insight could be advantageous to you and your personal real estate goals? Our expert brokers are here to help.

Get in touch today. AspenSnowmassSIR.com 970.925.6060

Aspen 2021 vs. 2022 First Quarter

Single-Family Homes Advantage Seller Advantage Buyer Average Sold Price Average Sold Price per Square Foot 74% 2021 - \$10,523,446 2022 - \$18,309,167 2021 - \$1,940 68%^ 2022 - \$3,258 % Sold Price to Original List Price Average Days on Market -52% 2021 - 309 2022 - 148 2%^ 2021 - 94% 2022 - 96% Lowest Price Sold Highest Price Sold 16% 2021 - \$3,100,000 2022 - \$3,600,000 83% 2021 - \$27,371,000 2022 - \$50,000,000 Number of Properties Sold **Total Sales Volume** -31% 2021 - 26 2022 - 18 20% 2021 - \$273,609,601 2022 - \$329,565,000 Advantage: Seller

Condominiums, Townhomes & Duplexes

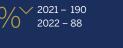
🗕 Advantage Seller 🛛 🗢 Advantage Buyer

Average Sold Price





90/0 2021 - \$244,000 2022 - \$265,000





Average Sold Price per Square Foot

<u>53%</u> 2021 - \$1,786 2022 - \$2,735

Highest Price Sold

Total Sales Volume

67%^	2021 - \$12,000,000
0/ 70	2022 – \$20,000,000

24% 2021 - \$130,020,669 2022 - \$161,135,000

Number of Properties Sold



Advantage: Seller

Lowest Price Sold



Snowmass Village

2021 vs. 2022 First Quarter

Single-Family Homes Advantage Seller Advantage Buyer Average Sold Price Average Sold Price per Square Foot 2021 - \$4,523,182 2022 - \$7,837,333 43% 2021 - \$1,123 2022 - \$1,604 73%^

Average Days on M	larket	% Sold Price to C	Priginal List Price
-40%~	2021 – 284 2022 – 169	0%	2021 – 95% 2022 – 95%
Lowest Price Sold		Highest Price Sol	d
66%^	2021 - \$2,650,000 2022 - \$4,400,000	72%^	2021 - \$8,495,000 2022 - \$14,625,000

66%^ 2021 - \$2,650,000 2022 - \$4,400,000

Number of Properties Sold





Condominiums, Townhomes & Duplexes

Advantage Seller
 Advantage Buyer

Average Sold Price

520//	2021 - \$1,366,748
JO 70	2022 - \$2,157,367

Average Days on Market



Number of Properties Sold

Lowest Price Sold



55%^{2021 - \$901} 2022 - \$1,399 % Sold Price to Original List Price 2021 - 97%

Average Sold Price per Square Foot

2021 - J. 2022 - 100% 3%^

Highest Price Sold

120/	2021 - \$4,650,000
42%	2022 - \$6,600,000

Total Sales Volume

-55% 2021-60 2022-27 -29% 2021-\$82,004,862 2022-\$58,248,900



spen <u>Sn</u>owmass



Advantage: Seller

Aspen Shared Ownership

2021 vs. 2022 First Quarter



Aspen Sotheby's

Snowmass Shared Ownership

2021 vs. 2022 First Quarter

Advantage: Seller

	d Owners • Advantage Buyer	ship		
Average Sold Pric	e	Average Sold Price per Square Foot		
37%^	2021 - \$265,235 2022 - \$362,944	3%^	2021 - \$171 2022 - \$176	
Average Days on Market % Sold Price to Original List Price		riginal List Price		
30%^	2021 – 197 2022 – 256	-1%~	2021 – 98% 2022 – 97%	
Lowest Price Sold		Highest Price Solo	1	
65%^	2021 - \$100,000 2022 - \$165,000	-8%~	2021 - \$585,000 2022 - \$540,000	
Number of Proper	ties Sold	Total Sales Volum	e	
59%^	2021 - 17 2022 - 27	117%^	2021 – \$4,509,000 2022 – \$9,799,500	



Aspen Snowmass International reality

Woody Creek

2021 vs. 2022 First Quarter

Single-Family Homes

Avera			

2021 - \$585.000 2022 – \$0

Average Sold Price per Square Foot 2021 - \$440 2022 – \$0

% Sold Price to Original List Price

Average Days on Market

2021 - 139 2022 – 0

Lowest Price Sold 2021 - \$410,000 2022 – \$0

Number of Properties Sold

2021 - 2 2022 – 0

Total Sales Volume

Highest Price Sold

2021 - \$760,000

2021 - 97%

2022 – 0%

2022 – \$0

2021 - \$1,170,000 2022 – \$0

Aspen Sotheby's

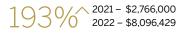
Old Snowmass

2021 vs. 2022 First Quarter

Single-Family Homes

• Advantage Seller • Advantage Buyer

Average Sold Price



Average Days on Market

140% 2021 - 121 2022 - 290

Lowest Price Sold

-17% 2021 - \$780,000 2022 - \$650,000

Number of Properties Sold



Advantage: Seller

Average Sold Price per Square Foot

2021 - \$587 76%′ 2022 - \$1,032

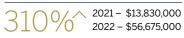
% Sold Price to Original List Price

-2% 2021-95% 2022-93%

Highest Price Sold

512% 2021 - \$6,700,000 2022 - \$41,000,000

Total Sales Volume



Aspen | Snowmass



Basalt

2021 vs. 2022 First Quarter

Single-Family Homes

Advantage Seller Advantage Buyer	
Average Sold Price	Average Sold Price per Square Foot
-21% 2021 - \$1,876,614 2022 - \$1,491,033	<u>18%</u> 2021 - \$474 2022 - \$558
Average Days on Market	% Sold Price to Original List Price
-46% 2021 - 243 2022 - 132	<u>3</u> % 2021 - 96% 2022 - 99%
Lowest Price Sold	Highest Price Sold
45% 2021 - \$593,500 2022 - \$860,000	-73% 2021 - \$9,200,000 2022 - \$2,459,000
Number of Properties Sold	Total Sales Volume

-32% 2021-22 2022-15

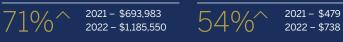
Total Sales Voluli	IE
-46%~	2021 - \$41,285,500 2022 - \$22,365,500

Advantage: Seller

Condominiums, Townhomes & Duplexes

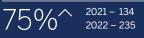
Advantage Seller
 Advantage Buyer

Average Sold Price



76% 2021 - \$320,000 2022 - \$563,000

Average Days on Market



Number of Properties Sold

33% 2021-15

Lowest Price Sold

% Sold Price to Original List Price <u>3%</u> 2021 - 97% 2022 - 100%

Average Sold Price per Square Foot

Highest Price Sold



Total Sales Volume





Carbondale

2021 vs. 2022 First Quarter

Single-Family Homes

Advantage Seller • Advantage Buyer

Average Sold Pric	e
18%^	2021 – \$1,500,240 2022 – \$1,763,000

Average Sold Price per Square Foot 38% 2021 - \$416 2022 - \$575

% Sold Price to Original List Price

Average Days on Market

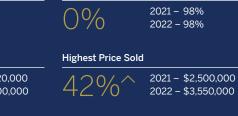




Lowest Price Sold

-3% 2021 - \$620,000 2022 - \$600,000

Number of Properties Sold -60% 2021-25



Total Sales Volume



Condominiums, Townhomes & Duplexes

Advantage Seller
 Advantage Buyer

Average Sold Price	Average Sold Price per Square Foot
<u>49%</u> 2021 - \$652,135 2022 - \$971,418	<u>19%</u> 2021 - \$385 2022 - \$459
Average Days on Market	% Sold Price to Original List Price
36% 2021 - 207 2022 - 281	2021 - 100% 2022 - 100%
Lowest Price Sold	Highest Price Sold

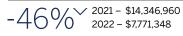
-3%~	2021 - \$1,550,000 2022 - \$1,505,000
-570	2022 - \$1,505,000

Number of Properties Sold



106% 2021 - \$306,818 2022 - \$632,000

Total Sales Volume





Advantage: Seller

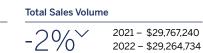
Glenwood Springs

2021 vs. 2022 First Quarter

Single-Family Homes Advantage Seller Advantage Buyer

e	Average Sold Price	e per Square Foot
2021 - \$763,263 2022 - \$886,810	35%^	2021 – \$296 2022 – \$399
Market	% Sold Price to O	riginal List Price
2021 - 112 2022 - 100	2%^	2021 – 97% 2022 – 99%
	Highest Price Solo	1
2021 - \$400,000 2022 - \$440,000	51%^	2021 – \$1,526,340 2022 – \$2,300,000
	2021 - \$763,263 2022 - \$886,810 Market 2021 - 112 2022 - 100 2021 - \$400,000	2021 - \$763,263 35% 2022 - \$886,810 % Sold Price to O 2021 - 112 2022 - 100 2022 - 100 Highest Price Sold 2021 - \$400,000 5106%

Number of Properties Sold -15% 2021 - 39 2022 - 33

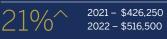


Advantage: Seller

Condominiums, Townhomes & Duplexes

Advantage Seller • Advantage Buyer

Average Sold Price



Average Days on Market

295%^2021-40

Lowest Price Sold



Number of Properties Sold



Average Sold Price per Square Foot

2021 – \$293 2022 – \$336

% Sold Price to Original List Price

2021 - 99% 0% 2022 – 99%

Highest Price Sold

15%^

33%^	2021 - \$565,000
	2022 - \$749,000

Total Sales Volume





New Castle

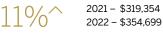
2021 vs. 2022 First Quarter

 Advantage Sell 			
Average Sold Price	ce	Average Sold Price	· ·
8%^	2021 - \$529,394 2022 - \$571,875	30%^	2021 - \$240 2022 - \$311
Average Days on	Market	% Sold Price to Or	riginal List Price
-15%~	2021 – 91 2022 – 77	1%^	2021 – 99% 2022 – 100%
Lowest Price Sole	ł	Highest Price Sold	l
2%^	2021 - \$373,000 2022 - \$380,000	-13%~	2021 – \$895,63 2022 – \$775,00
Number of Prope	erties Sold	Total Sales Volume	9
-54%`	/ 2021 – 26 2022 – 12	-50%~	2021 – \$13,764 2022 – \$6,862,
Advantage: Selle	r		
A A A A	Contraction of the second		Section 199

Condominiums, Townhomes & Duplexes

Advantage Seller
 Advantage Buyer

Average Sold Price



Average Sold Price per Square Foot 27% 2021 - \$248 2022 - \$314

36 00

1,236 ,500

Average Days on Market



Lowest Price Sold

17%´`

2021 - \$217,500

2022 - \$255,000

% Sold Price to Original List Price		
-1%~	2021 - 100% 2022 - 99%	

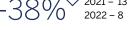
Highest Price Sold

-4%~	2021 - \$445,000
-4%0	2022 - \$429,000

-32% 2021 - \$4,151,600 2022 - \$2,837,590

Total Sales Volume

200/	2021 - 13
-38%~	2022 – 8



Advantage: Seller

Number of Properties Sold







Single-Family Homes

• Advantage Seller • Advantage Buyer

Thise .

Average Sold Pric	e	Average Sold Pri	ce per Square Foot
3%^	2021 – \$502,510 2022 – \$515,474	8%^	2021 - \$232 2022 - \$251
Average Days on I	Market	% Sold Price to 0	Original List Price
33%^	2021 – 83 2022 – 110	-1%~	2021 – 99% 2022 – 98%
Lowest Price Sold	I	Highest Price So	ld
9%^	2021 - \$281,000 2022 - \$305,000	2%^	2021 - \$767,000 2022 - \$780,000

Total Sales Volume

-3% 2021 - \$10,050,200 2022 - \$9,794,000
--

Number of Properties Sold

-5% 2021 - 20 2022 - 19

Condominiums, Townhomes & Duplexes

Advantage Seller
 Advantage Buyer

Average Sold Price

260/1	2021 - \$288,000
26%^	2022 - \$363,500

Average Days on Market



Lowest Price Sold

2021 – 2

2022 – 2

33% 2021 - \$259,000 2022 - \$345,000

% Sold Price to Original List Price		
10/~	2021 - 100%	
-4%~	2022 – 96%	

Average Sold Price per Square Foot

76% 2021 - \$146 2022 - \$258

Highest Price Sold

Total Sales Volume

$260/\Lambda$	2021 - \$576,000
2070	2022 - \$727,000



Advantage: Seller

0%

Number of Properties Sold

• Advantage Seller • Advantage Buyer			
Average Sold Price		Average Sold Price per Square Foot	
20%^	2021 – \$386,749 2022 – \$463,520	21%^	2021 - \$210 2022 - \$254
Average Days on Market		% Sold Price to Original List Price	
11% ^	2021 - 90 2022 - 100	0%	2021 - 99% 2022 - 99%
Lowest Price Sold		Highest Price Sold	
35%^	2021 – \$200,000 2022 – \$270,000	64%^	2021 - \$912,500 2022 - \$1,500,000
Number of Properties Sold		Total Sales Volume	2
-7%~	2021 – 45 2022 – 42	12%^	2021 – \$17,403,683 2022 – \$19,467,830

Advantage: Seller

Condominiums, Townhomes & Duplexes

Advantage Seller
 Advantage Buyer

Average Sold Price

9%^	2021 – \$242,167 2022 – \$262,794





2%^

Lowest Price Sold

2021 - 148 2022 - 158



2021 - \$147,000

2022 - \$150,000



Average Sold Price per Square Foot

2021 - \$160

2022 - \$209

Highest Price Sold

Total Sales Volume

31%



Number of Properties Sold





54% 2021 - \$2,906,000 2022 - \$4,467,500

