

Aspen  
Snowmass

**Sotheby's**  
INTERNATIONAL REALTY

# Market Report 2022 First Quarter

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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.



**Andrew Ernemann**

President  
Aspen Snowmass Sotheby's  
International Realty

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.

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

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

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](http://AspenSnowmassSIR.com)  
970.925.6060

# Aspen

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

74%<sup>^</sup> 2021 - \$10,523,446  
2022 - \$18,309,167

### Average Sold Price per Square Foot

68%<sup>^</sup> 2021 - \$1,940  
2022 - \$3,258

### Average Days on Market

-52%<sup>∨</sup> 2021 - 309  
2022 - 148

### % Sold Price to Original List Price

2%<sup>^</sup> 2021 - 94%  
2022 - 96%

### Lowest Price Sold

16%<sup>^</sup> 2021 - \$3,100,000  
2022 - \$3,600,000

### Highest Price Sold

83%<sup>^</sup> 2021 - \$27,371,000  
2022 - \$50,000,000

### Number of Properties Sold

-31%<sup>∨</sup> 2021 - 26  
2022 - 18

### Total Sales Volume

20%<sup>^</sup> 2021 - \$273,609,601  
2022 - \$329,565,000

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

65%<sup>^</sup> 2021 - \$2,708,764  
2022 - \$4,475,972

### Average Sold Price per Square Foot

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

### Average Days on Market

-54%<sup>∨</sup> 2021 - 190  
2022 - 88

### % Sold Price to Original List Price

2%<sup>^</sup> 2021 - 96%  
2022 - 98%

### Lowest Price Sold

9%<sup>^</sup> 2021 - \$244,000  
2022 - \$265,000

### Highest Price Sold

67%<sup>^</sup> 2021 - \$12,000,000  
2022 - \$20,000,000

### Number of Properties Sold

-25%<sup>∨</sup> 2021 - 48  
2022 - 36

### Total Sales Volume

24%<sup>^</sup> 2021 - \$130,020,669  
2022 - \$161,135,000

Advantage: Seller

# Snowmass Village

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

73%<sup>^</sup> 2021 - \$4,523,182  
2022 - \$7,837,333

### Average Sold Price per Square Foot

43%<sup>^</sup> 2021 - \$1,123  
2022 - \$1,604

### Average Days on Market

-40%<sup>∨</sup> 2021 - 284  
2022 - 169

### % Sold Price to Original List Price

0% 2021 - 95%  
2022 - 95%

### Lowest Price Sold

66%<sup>^</sup> 2021 - \$2,650,000  
2022 - \$4,400,000

### Highest Price Sold

72%<sup>^</sup> 2021 - \$8,495,000  
2022 - \$14,625,000

### Number of Properties Sold

-18%<sup>∨</sup> 2021 - 11  
2022 - 9

### Total Sales Volume

42%<sup>^</sup> 2021 - \$49,755,000  
2022 - \$70,536,000

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

58%<sup>^</sup> 2021 - \$1,366,748  
2022 - \$2,157,367

### Average Sold Price per Square Foot

55%<sup>^</sup> 2021 - \$901  
2022 - \$1,399

### Average Days on Market

-57%<sup>∨</sup> 2021 - 159  
2022 - 68

### % Sold Price to Original List Price

3%<sup>^</sup> 2021 - 97%  
2022 - 100%

### Lowest Price Sold

-52%<sup>∨</sup> 2021 - \$301,000  
2022 - \$145,000

### Highest Price Sold

42%<sup>^</sup> 2021 - \$4,650,000  
2022 - \$6,600,000

### Number of Properties Sold

-55%<sup>∨</sup> 2021 - 60  
2022 - 27

### Total Sales Volume

-29%<sup>∨</sup> 2021 - \$82,004,862  
2022 - \$58,248,900

Advantage: Seller

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# Aspen Shared Ownership

2021 vs. 2022 First Quarter

## Shared Ownership

● Advantage Seller ● Advantage Buyer

### Average Sold Price

40%<sup>^</sup> 2021 - \$373,005  
2022 - \$523,583

### Average Sold Price per Square Foot

56%<sup>^</sup> 2021 - \$153  
2022 - \$238

### Average Days on Market

-1%<sup>∨</sup> 2021 - 184  
2022 - 182

### % Sold Price to Original List Price

6%<sup>^</sup> 2021 - 90%  
2022 - 95%

### Lowest Price Sold

130%<sup>^</sup> 2021 - \$15,000  
2022 - \$34,500

### Highest Price Sold

-49%<sup>∨</sup> 2021 - \$2,650,000  
2022 - \$1,340,000

### Number of Properties Sold

46%<sup>^</sup> 2021 - 26  
2022 - 38

### Total Sales Volume

105%<sup>^</sup> 2021 - \$9,698,125  
2022 - \$19,896,150

Advantage: Seller



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# Snowmass Shared Ownership

2021 vs. 2022 First Quarter

## Shared Ownership

● Advantage Seller ● Advantage Buyer

### Average Sold Price

37%<sup>^</sup> 2021 - \$265,235  
2022 - \$362,944

### Average Sold Price per Square Foot

3%<sup>^</sup> 2021 - \$171  
2022 - \$176

### Average Days on Market

30%<sup>^</sup> 2021 - 197  
2022 - 256

### % Sold Price to Original List Price

-1%<sup>∨</sup> 2021 - 98%  
2022 - 97%

### Lowest Price Sold

65%<sup>^</sup> 2021 - \$100,000  
2022 - \$165,000

### Highest Price Sold

-8%<sup>∨</sup> 2021 - \$585,000  
2022 - \$540,000

### Number of Properties Sold

59%<sup>^</sup> 2021 - 17  
2022 - 27

### Total Sales Volume

117%<sup>^</sup> 2021 - \$4,509,000  
2022 - \$9,799,500

Advantage: Seller

# Woody Creek

2021 vs. 2022 First Quarter

## Single-Family Homes

### Average Sold Price

2021 – \$585,000  
2022 – \$0

### Average Sold Price per Square Foot

2021 – \$440  
2022 – \$0

### Average Days on Market

2021 – 139  
2022 – 0

### % Sold Price to Original List Price

2021 – 97%  
2022 – 0%

### Lowest Price Sold

2021 – \$410,000  
2022 – \$0

### Highest Price Sold

2021 – \$760,000  
2022 – \$0

### Number of Properties Sold

2021 – 2  
2022 – 0

### Total Sales Volume

2021 – \$1,170,000  
2022 – \$0

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# Old Snowmass

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

193%<sup>^</sup> 2021 - \$2,766,000  
2022 - \$8,096,429

### Average Sold Price per Square Foot

76%<sup>^</sup> 2021 - \$587  
2022 - \$1,032

### Average Days on Market

140%<sup>^</sup> 2021 - 121  
2022 - 290

### % Sold Price to Original List Price

-2%<sup>∨</sup> 2021 - 95%  
2022 - 93%

### Lowest Price Sold

-17%<sup>∨</sup> 2021 - \$780,000  
2022 - \$650,000

### Highest Price Sold

512%<sup>^</sup> 2021 - \$6,700,000  
2022 - \$41,000,000

### Number of Properties Sold

40%<sup>^</sup> 2021 - 5  
2022 - 7

### Total Sales Volume

310%<sup>^</sup> 2021 - \$13,830,000  
2022 - \$56,675,000

Advantage: Seller



# Basalt

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

**-21%** 2021 - \$1,876,614  
2022 - \$1,491,033

### Average Sold Price per Square Foot

**18%** 2021 - \$474  
2022 - \$558

### Average Days on Market

**-46%** 2021 - 243  
2022 - 132

### % Sold Price to Original List Price

**3%** 2021 - 96%  
2022 - 99%

### Lowest Price Sold

**45%** 2021 - \$593,500  
2022 - \$860,000

### Highest Price Sold

**-73%** 2021 - \$9,200,000  
2022 - \$2,459,000

### Number of Properties Sold

**-32%** 2021 - 22  
2022 - 15

### Total Sales Volume

**-46%** 2021 - \$41,285,500  
2022 - \$22,365,500

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

**71%** 2021 - \$693,983  
2022 - \$1,185,550

### Average Sold Price per Square Foot

**54%** 2021 - \$479  
2022 - \$738

### Average Days on Market

**75%** 2021 - 134  
2022 - 235

### % Sold Price to Original List Price

**3%** 2021 - 97%  
2022 - 100%

### Lowest Price Sold

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

### Highest Price Sold

**-20%** 2021 - \$2,165,000  
2022 - \$1,725,000

### Number of Properties Sold

**33%** 2021 - 15  
2022 - 20

### Total Sales Volume

**128%** 2021 - \$10,409,750  
2022 - \$23,711,000

Advantage: Seller



# Carbondale

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

18%<sup>^</sup> 2021 - \$1,500,240  
2022 - \$1,763,000

### Average Sold Price per Square Foot

38%<sup>^</sup> 2021 - \$416  
2022 - \$575

### Average Days on Market

41%<sup>^</sup> 2021 - 107  
2022 - 151

### % Sold Price to Original List Price

0% 2021 - 98%  
2022 - 98%

### Lowest Price Sold

-3%<sup>∨</sup> 2021 - \$620,000  
2022 - \$600,000

### Highest Price Sold

42%<sup>^</sup> 2021 - \$2,500,000  
2022 - \$3,550,000

### Number of Properties Sold

-60%<sup>∨</sup> 2021 - 25  
2022 - 10

### Total Sales Volume

-53%<sup>∨</sup> 2021 - \$37,506,000  
2022 - \$17,630,000

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

49%<sup>^</sup> 2021 - \$652,135  
2022 - \$971,418

### Average Sold Price per Square Foot

19%<sup>^</sup> 2021 - \$385  
2022 - \$459

### Average Days on Market

36%<sup>^</sup> 2021 - 207  
2022 - 281

### % Sold Price to Original List Price

0% 2021 - 100%  
2022 - 100%

### Lowest Price Sold

106%<sup>^</sup> 2021 - \$306,818  
2022 - \$632,000

### Highest Price Sold

-3%<sup>∨</sup> 2021 - \$1,550,000  
2022 - \$1,505,000

### Number of Properties Sold

-64%<sup>∨</sup> 2021 - 22  
2022 - 8

### Total Sales Volume

-46%<sup>∨</sup> 2021 - \$14,346,960  
2022 - \$7,771,348

Advantage: Seller

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# Glenwood Springs

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

16%<sup>^</sup> 2021 - \$763,263  
2022 - \$886,810

### Average Sold Price per Square Foot

35%<sup>^</sup> 2021 - \$296  
2022 - \$399

### Average Days on Market

-11%<sup>∨</sup> 2021 - 112  
2022 - 100

### % Sold Price to Original List Price

2%<sup>^</sup> 2021 - 97%  
2022 - 99%

### Lowest Price Sold

10%<sup>^</sup> 2021 - \$400,000  
2022 - \$440,000

### Highest Price Sold

51%<sup>^</sup> 2021 - \$1,526,340  
2022 - \$2,300,000

### Number of Properties Sold

-15%<sup>∨</sup> 2021 - 39  
2022 - 33

### Total Sales Volume

-2%<sup>∨</sup> 2021 - \$29,767,240  
2022 - \$29,264,734

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

21%<sup>^</sup> 2021 - \$426,250  
2022 - \$516,500

### Average Sold Price per Square Foot

15%<sup>^</sup> 2021 - \$293  
2022 - \$336

### Average Days on Market

295%<sup>^</sup> 2021 - 40  
2022 - 158

### % Sold Price to Original List Price

0% 2021 - 99%  
2022 - 99%

### Lowest Price Sold

-58%<sup>∨</sup> 2021 - \$318,000  
2022 - \$135,000

### Highest Price Sold

33%<sup>^</sup> 2021 - \$565,000  
2022 - \$749,000

### Number of Properties Sold

175%<sup>^</sup> 2021 - 8  
2022 - 22

### Total Sales Volume

233%<sup>^</sup> 2021 - \$3,410,000  
2022 - \$11,363,000

Advantage: Seller

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# New Castle

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

8%<sup>^</sup> 2021 - \$529,394  
2022 - \$571,875

### Average Sold Price per Square Foot

30%<sup>^</sup> 2021 - \$240  
2022 - \$311

### Average Days on Market

-15%<sup>∨</sup> 2021 - 91  
2022 - 77

### % Sold Price to Original List Price

1%<sup>^</sup> 2021 - 99%  
2022 - 100%

### Lowest Price Sold

2%<sup>^</sup> 2021 - \$373,000  
2022 - \$380,000

### Highest Price Sold

-13%<sup>∨</sup> 2021 - \$895,636  
2022 - \$775,000

### Number of Properties Sold

-54%<sup>∨</sup> 2021 - 26  
2022 - 12

### Total Sales Volume

-50%<sup>∨</sup> 2021 - \$13,764,236  
2022 - \$6,862,500

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

11%<sup>^</sup> 2021 - \$319,354  
2022 - \$354,699

### Average Sold Price per Square Foot

27%<sup>^</sup> 2021 - \$248  
2022 - \$314

### Average Days on Market

-15%<sup>∨</sup> 2021 - 55  
2022 - 47

### % Sold Price to Original List Price

-1%<sup>∨</sup> 2021 - 100%  
2022 - 99%

### Lowest Price Sold

17%<sup>^</sup> 2021 - \$217,500  
2022 - \$255,000

### Highest Price Sold

-4%<sup>∨</sup> 2021 - \$445,000  
2022 - \$429,000

### Number of Properties Sold

-38%<sup>∨</sup> 2021 - 13  
2022 - 8

### Total Sales Volume

-32%<sup>∨</sup> 2021 - \$4,151,600  
2022 - \$2,837,590

Advantage: Seller



# Silt

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

3%<sup>^</sup> 2021 - \$502,510  
2022 - \$515,474

### Average Sold Price per Square Foot

8%<sup>^</sup> 2021 - \$232  
2022 - \$251

### Average Days on Market

33%<sup>^</sup> 2021 - 83  
2022 - 110

### % Sold Price to Original List Price

-1%<sup>∨</sup> 2021 - 99%  
2022 - 98%

### Lowest Price Sold

9%<sup>^</sup> 2021 - \$281,000  
2022 - \$305,000

### Highest Price Sold

2%<sup>^</sup> 2021 - \$767,000  
2022 - \$780,000

### Number of Properties Sold

-5%<sup>∨</sup> 2021 - 20  
2022 - 19

### Total Sales Volume

-3%<sup>∨</sup> 2021 - \$10,050,200  
2022 - \$9,794,000

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

26%<sup>^</sup> 2021 - \$288,000  
2022 - \$363,500

### Average Sold Price per Square Foot

76%<sup>^</sup> 2021 - \$146  
2022 - \$258

### Average Days on Market

9%<sup>^</sup> 2021 - 46  
2022 - 50

### % Sold Price to Original List Price

-4%<sup>∨</sup> 2021 - 100%  
2022 - 96%

### Lowest Price Sold

33%<sup>^</sup> 2021 - \$259,000  
2022 - \$345,000

### Highest Price Sold

21%<sup>^</sup> 2021 - \$317,000  
2022 - \$382,000

### Number of Properties Sold

0% 2021 - 2  
2022 - 2

### Total Sales Volume

26%<sup>^</sup> 2021 - \$576,000  
2022 - \$727,000

Advantage: Seller

# Rifle

2021 vs. 2022 First Quarter

## Single-Family Homes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

20%<sup>^</sup> 2021 - \$386,749  
2022 - \$463,520

### Average Sold Price per Square Foot

21%<sup>^</sup> 2021 - \$210  
2022 - \$254

### Average Days on Market

11%<sup>^</sup> 2021 - 90  
2022 - 100

### % Sold Price to Original List Price

0% 2021 - 99%  
2022 - 99%

### Lowest Price Sold

35%<sup>^</sup> 2021 - \$200,000  
2022 - \$270,000

### Highest Price Sold

64%<sup>^</sup> 2021 - \$912,500  
2022 - \$1,500,000

### Number of Properties Sold

-7%<sup>∨</sup> 2021 - 45  
2022 - 42

### Total Sales Volume

12%<sup>^</sup> 2021 - \$17,403,683  
2022 - \$19,467,830

Advantage: Seller

## Condominiums, Townhomes & Duplexes

● Advantage Seller ● Advantage Buyer

### Average Sold Price

9%<sup>^</sup> 2021 - \$242,167  
2022 - \$262,794

### Average Sold Price per Square Foot

31%<sup>^</sup> 2021 - \$160  
2022 - \$209

### Average Days on Market

7%<sup>^</sup> 2021 - 148  
2022 - 158

### % Sold Price to Original List Price

1%<sup>^</sup> 2021 - 99%  
2022 - 100%

### Lowest Price Sold

2%<sup>^</sup> 2021 - \$147,000  
2022 - \$150,000

### Highest Price Sold

4%<sup>^</sup> 2021 - \$336,400  
2022 - \$349,250

### Number of Properties Sold

42%<sup>^</sup> 2021 - 12  
2022 - 17

### Total Sales Volume

54%<sup>^</sup> 2021 - \$2,906,000  
2022 - \$4,467,500

Advantage: Seller