



# THE ASPEN REPORT<sup>®</sup>

MARKET ANALYSES | ASPEN • SNOWMASS • BASALT



**BERKSHIRE HATHAWAY**  
HomeServices  
Aspen Snowmass Properties

**LUXURY  
COLLECTION**

**MAY 2018**

## WHAT'S INSIDE

### general activity

- 2 monthly general market activity - YTD report
- 3 monthly general market activity - quarterly comparative
- 4 monthly general market activity - month comparative
- 5 monthly general market activity - YTD + pending
- 6 median price report
- 7 sales discounting report
- 8 inventory report

### luxury activity

- 10 current luxury property report

### communities

- 13 current aspen general activity report
- 15 current snowmass village general activity report
- 18 current basalt general activity report

### property types

- 21 single family home market distribution
- 28 condominium/townhome market distribution
- 34 single family lot market distribution
- 38 resort market index
- 39 quarterly sales, volume, and price trendlines

**YTD - 8% FEWER SELLERS. 10% MORE BUYERS. 11% MORE SPENT.  
12 MONTHS - 8% FEWER SELLERS. 20% MORE BUYERS. 34% MORE SPENT.**

# ytd market activity

with and without luxury properties

YTD performance (incl. 12-mo change), at 5/31

## 2018 YTD including Luxury Properties (over \$7.5M)

	SALES			\$ VOLUME			INVENTORY			\$/SF			AVG SOLD PRICE			DISCOUNT		
	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	from 1/1	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	ORIG.	LIST	Change 12-mo
<b>TOTAL VALLEY (incl. rural)</b>	<b>247</b>	<b>10%</b>	<b>20%</b>	<b>\$620,767,368</b>	<b>10%</b>	<b>33%</b>	<b>588</b>	<b>1%</b>	<b>-8%</b>	<b>\$959*</b>	<b>1%</b>	<b>10%</b>	<b>\$2,513,228*</b>	<b>0%</b>	<b>11%</b>	<b>8.1%</b>	<b>5.5%</b>	<b>0.0</b>
<b>Aspen</b>	<b>83</b>	<b>-28%</b>	<b>8%</b>	<b>\$389,602,561</b>	<b>-8%</b>	<b>37%</b>	<b>245</b>	<b>-15%</b>	<b>-11%</b>	<b>\$1,566*</b>	<b>19%</b>	<b>19%</b>	<b>\$4,694,007*</b>	<b>28%</b>	<b>27%</b>	<b>9.8%</b>	<b>6.9%</b>	<b>-0.2</b>
Condominiums/Townhomes	43	-30%	7%	\$135,227,354	49%	79%	76	19%	-14%	\$1,548	27%	24%	\$3,144,822	112%	68%	8.4%	5.8%	0.3
Single Family Homes	36	-27%	13%	\$231,475,207	-27%	29%	142	-23%	-5%	\$1,587	10%	14%	\$6,429,867	-1%	14%	10.1%	7.9%	-0.3
Land	4	-33%	-18%	\$22,900,000	49%	-8%	27	-34%	-29%	N/A			\$5,725,000	124%	12%	21.4%	10.2%	0.1
<b>Snowmass Village</b>	<b>73</b>	<b>30%</b>	<b>26%</b>	<b>\$94,069,377</b>	<b>-11%</b>	<b>3%</b>	<b>201</b>	<b>4%</b>	<b>-10%</b>	<b>\$657</b>	<b>-2%</b>	<b>-1%</b>	<b>\$1,288,622</b>	<b>-32%</b>	<b>-18%</b>	<b>6.8%</b>	<b>5.2%</b>	<b>-0.3</b>
Condominiums/Townhomes	52	44%	34%	\$30,154,700	-13%	16%	125	5%	-12%	\$623	3%	4%	\$579,898	-40%	-13%	5.7%	4.3%	-0.1
Single Family Homes	21	24%	16%	\$63,914,677	7%	1%	68	6%	-1%	\$741	-7%	-8%	\$3,043,556	-13%	-13%	9.6%	7.5%	-0.2
Land	0	-100%	-25%	\$0	-100%	-49%	8	-20%	-33%	\$0			\$0	-100%	-32%	0.0%	0.0%	-0.4
<b>Basalt</b>	<b>68</b>	<b>74%</b>	<b>32%</b>	<b>\$64,249,430</b>	<b>199%</b>	<b>58%</b>	<b>118</b>	<b>36%</b>	<b>-6%</b>	<b>\$460</b>	<b>27%</b>	<b>11%</b>	<b>\$944,845</b>	<b>72%</b>	<b>19%</b>	<b>4.6%</b>	<b>3.1%</b>	<b>0.2</b>
Condominiums/Townhomes	31	41%	6%	\$17,840,130	44%	4%	44	132%	-6%	\$453	17%	9%	\$575,488	2%	-1%	1.8%	1.4%	0.0
Single Family Homes	20	100%	48%	\$25,986,300	238%	64%	52	16%	-9%	\$471	52%	16%	\$1,299,315	69%	11%	7.9%	4.6%	0.1
Land	17	143%	158%	\$20,423,000	1392%	935%	22	-4%	5%	N/A			\$1,201,353	515%	301%	6.0%	4.3%	2.6

\* note how much the inclusion of luxury sales (only 9% of activity) distorts average sold prices from averages below...by 66% in Aspen

## 2018 YTD General Market (excluding Luxury Properties over \$7.5M)

	SALES			\$ VOLUME			INVENTORY			\$/SF			AVG SOLD PRICE			DISCOUNT		
	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	YTD	Change 12-mo	12-mo	ORIG.	LIST	Change 12-mo
<b>TOTAL VALLEY (incl. rural)</b>	<b>226</b>	<b>8%</b>	<b>17%</b>	<b>\$372,708,764</b>	<b>1%</b>	<b>18%</b>	<b>451</b>	<b>-11%</b>	<b>-11%</b>	<b>\$837*</b>	<b>-4%</b>	<b>7%</b>	<b>\$1,649,154*</b>	<b>-7%</b>	<b>1%</b>	<b>7.9%</b>	<b>5.2%</b>	<b>-0.1</b>
<b>Aspen</b>	<b>66</b>	<b>-35%</b>	<b>0%</b>	<b>\$186,243,957</b>	<b>-25%</b>	<b>17%</b>	<b>156</b>	<b>-14%</b>	<b>-14%</b>	<b>\$1,378*</b>	<b>14%</b>	<b>15%</b>	<b>\$2,821,878*</b>	<b>17%</b>	<b>16%</b>	<b>9.6%</b>	<b>6.5%</b>	<b>0.2</b>
Condominiums/Townhomes	35	-42%	-1%	\$56,389,750	-32%	31%	64	-15%	-15%	\$1,403	16%	19%	\$1,611,136	17%	32%	8.8%	5.7%	0.3
Single Family Homes	28	-22%	7%	\$122,154,207	-18%	13%	71	-1%	-1%	\$1,347	11%	7%	\$4,362,650	6%	6%	9.5%	7.2%	0.1
Land	3	-50%	-20%	\$7,700,000	-50%	-27%	21	-38%	-38%	N/A			\$2,566,667	0%	-9%	20.5%	10.1%	0.0
<b>Snowmass Village</b>	<b>72</b>	<b>33%</b>	<b>26%</b>	<b>\$84,519,377</b>	<b>-6%</b>	<b>-2%</b>	<b>175</b>	<b>-12%</b>	<b>-12%</b>	<b>\$645</b>	<b>-1%</b>	<b>-3%</b>	<b>\$1,173,880</b>	<b>-29%</b>	<b>-22%</b>	<b>6.6%</b>	<b>5.0%</b>	<b>-0.2</b>
Condominiums/Townhomes	52	44%	34%	\$30,154,700	-13%	16%	125	-12%	-12%	\$623	3%	4%	\$579,898	-40%	-13%	5.7%	4.3%	-0.1
Single Family Homes	20	25%	12%	\$54,364,677	5%	-13%	43	-10%	-10%	\$702	-8%	-13%	\$2,718,234	-16%	-23%	9.1%	7.0%	-0.2
Land	0	-100%	0%	\$0	-100%	68%	7	-22%	-22%	\$0			\$0	-100%	68%	0.0%	0.0%	0.5
<b>Basalt</b>	<b>68</b>	<b>74%</b>	<b>32%</b>	<b>\$64,249,430</b>	<b>199%</b>	<b>58%</b>	<b>120</b>	<b>-4%</b>	<b>-4%</b>	<b>\$460</b>	<b>27%</b>	<b>11%</b>	<b>\$944,845</b>	<b>72%</b>	<b>19%</b>	<b>4.6%</b>	<b>3.1%</b>	<b>0.2</b>
Condominiums/Townhomes	31	41%	6%	\$17,840,130	44%	4%	44	-6%	-6%	\$453	17%	9%	\$575,488	2%	-1%	1.8%	1.4%	0.0
Single Family Homes	20	100%	48%	\$25,986,300	238%	64%	54	-5%	-5%	\$471	52%	16%	\$1,299,315	69%	11%	7.9%	4.6%	0.1
Land	17	143%	158%	\$20,423,000	1392%	935%	22	5%	5%	N/A			\$1,201,353	515%	301%	6.0%	4.3%	2.6

For even more detail, including neighborhood-specific statistics, check our current activity report on the Resources tab on our website [aspensnowmassproperties.com](http://aspensnowmassproperties.com).

**quarterly general market activity**  
(excludes luxury property)

excludes luxury properties  
due to distortion of averages  
(reported separately)

what are the **BUBBLES?**

A CONDENSED VISUAL  
QUARTERLY SYNOPSIS

SIZE = volume  
HEIGHT = activity

	2018		2017				
	Q2 thru May+Pending	Q1	Q4	Q3	Q2	Q1	Q1 2018 change
<b>TOTAL</b>	<b>176</b>	<b>112</b>	<b>162</b>	<b>158</b>	<b>148</b>	<b>95</b>	<b>17.9%</b>
<b>Aspen</b>	62	37	51	79	75	50	-26.0%
Condominiums/Townhomes	34	19	30	53	44	26	-26.9%
Single Family Homes	21	16	18	21	28	20	-20.0%
Land	7	2	3	5	3	4	-50.0%
<b>Snowmass Village</b>	58	44	49	34	35	29	51.7%
Condominiums/Townhomes	42	34	31	24	22	22	54.5%
Single Family Homes	15	10	17	8	12	6	66.7%
Land	1	0	1	2	1	1	-100.0%
<b>Basalt</b>	56	31	62	45	38	16	93.8%
Condominiums/Townhomes	22	15	36	19	15	12	25.0%
Single Family Homes	24	7	20	20	16	2	250.0%
Land	10	9	6	6	7	2	350.0%

	2018		2017				
	Q2 thru May+Pending	Q1	Q4	Q3	Q2	Q1	Q1 2018 change
<b>TOTAL</b>	<b>\$318,267,050</b>	<b>\$172,324,614</b>	<b>\$254,689,919</b>	<b>\$301,801,725</b>	<b>\$265,721,958</b>	<b>\$188,181,170</b>	<b>-8.4%</b>
<b>Aspen</b>	\$164,748,000	\$101,423,957	\$137,574,400	\$218,061,750	\$185,301,158	\$137,838,950	-26.4%
Condominiums/Townhomes	\$61,273,000	\$24,364,750	\$55,361,000	\$118,525,250	\$66,304,158	\$45,493,950	-46.4%
Single Family Homes	\$76,695,000	\$72,209,207	\$72,113,400	\$90,101,000	\$113,177,000	\$79,010,000	-8.6%
Land	\$26,780,000	\$4,850,000	\$10,100,000	\$9,435,500	\$5,820,000	\$13,335,000	-63.6%
<b>Snowmass Village</b>	\$100,434,000	\$38,726,877	\$73,336,725	\$46,600,875	\$59,809,500	\$41,327,892	-6.3%
Condominiums/Townhomes	\$49,784,500	\$14,346,700	\$25,412,725	\$25,898,875	\$18,754,500	\$22,765,392	-37.0%
Single Family Homes	\$49,149,500	\$24,380,177	\$45,224,000	\$16,752,000	\$39,455,000	\$17,237,500	41.4%
Land	\$1,500,000	\$0	\$2,700,000	\$3,950,000	\$1,600,000	\$1,325,000	-100.0%
<b>Basalt</b>	\$53,085,050	\$32,173,780	\$43,778,794	\$37,139,100	\$20,611,300	\$9,014,328	256.9%
Condominiums/Townhomes	\$14,252,850	\$7,896,280	\$18,222,875	\$10,199,000	\$8,019,500	\$6,592,328	19.8%
Single Family Homes	\$33,284,200	\$8,635,000	\$22,920,919	\$25,120,600	\$11,375,300	\$1,895,000	355.7%
Land	\$5,548,000	\$15,642,500	\$2,635,000	\$1,819,500	\$1,216,500	\$527,000	2868.2%

	2018		2017				
	Q2 thru May	Q1	Q4	Q3	Q2	Q1	Q1 2018 change
<b>TOTAL</b>	<b>\$883</b>	<b>\$809</b>	<b>\$773</b>	<b>\$996</b>	<b>\$855</b>	<b>\$917</b>	<b>-11.8%</b>
<b>Aspen</b>	\$1,518	\$1,266	\$1,294	\$1,455	\$1,163	\$1,264	0.1%
Condominiums/Townhomes	\$1,545	\$1,283	\$1,317	\$1,532	\$1,234	\$1,239	3.6%
Single Family Homes	\$1,483	\$1,245	\$1,257	\$1,260	\$1,050	\$1,297	-4.0%
<b>Snowmass Village</b>	\$679	\$623	\$689	\$638	\$678	\$628	-0.8%
Condominiums/Townhomes	\$642	\$613	\$663	\$650	\$619	\$615	-0.3%
Single Family Homes	\$747	\$657	\$737	\$603	\$788	\$677	-2.9%
<b>Basalt</b>	\$465	\$454	\$399	\$420	\$332	\$356	27.6%
Condominiums/Townhomes	\$424	\$485	\$402	\$386	\$395	\$351	38.2%
Single Family Homes	\$516	\$388	\$393	\$452	\$274	\$386	0.5%

# monthly general market activity

may 2018 compared with may 2017

*excludes luxury properties  
due to distortion of averages  
(reported separately)*

## number sold

2018	2017	change
<b>49</b>	<b>52</b>	<b>-5.8%</b>
<b>19</b>	<b>29</b>	<b>-34.5%</b>
10	17	-41.2%
8	10	-20.0%
1	2	-50.0%
<b>11</b>	<b>10</b>	<b>10.0%</b>
7	5	40.0%
4	5	-20.0%
0	0	N/A
<b>19</b>	<b>13</b>	<b>46.2%</b>
7	7	0.0%
7	3	133.3%
5	3	66.7%



## may

TOTAL
<b>Aspen</b>
Condominiums/Townhomes
Single Family Homes
Land
<b>Snowmass Village</b>
Condominiums/Townhomes
Single Family Homes
Land
<b>Basalt</b>
Condominiums/Townhomes
Single Family Homes
Land

## total sales volume

2018	2017	change
<b>\$83,735,800</b>	<b>\$90,748,773</b>	<b>-7.7%</b>
<b>\$47,565,000</b>	<b>\$61,350,973</b>	<b>-22.5%</b>
\$13,295,000	\$21,083,973	-36.9%
\$31,420,000	\$38,262,000	-17.9%
\$2,850,000	\$2,005,000	42.1%
<b>\$20,876,000</b>	<b>\$23,160,000</b>	<b>-9.9%</b>
\$7,346,500	\$5,945,000	23.6%
\$13,529,500	\$17,215,000	-21.4%
\$0	\$0	N/A
<b>\$15,294,800</b>	<b>\$6,237,800</b>	<b>145.2%</b>
\$4,231,500	\$3,704,000	14.2%
\$6,949,300	\$2,125,300	227.0%
\$4,114,000	\$408,500	907.1%



## average \$/sf

2018	2017	change
<b>\$1,002</b>	<b>\$976</b>	<b>2.6%</b>
<b>\$1,642</b>	<b>\$1,288</b>	<b>27.5%</b>
\$1,630	\$1,397	16.7%
\$1,656	\$1,103	50.1%
<b>\$729</b>	<b>\$751</b>	<b>-3.0%</b>
\$644	\$693	-7.0%
\$877	\$810	8.3%
<b>\$394</b>	<b>\$359</b>	<b>9.6%</b>
\$411	\$382	7.6%
\$376	\$305	23.2%



## prices

TOTAL
<b>Aspen</b>
Condominiums/Townhomes
Single Family Homes
Land
<b>Snowmass Village</b>
Condominiums/Townhomes
Single Family Homes
Land
<b>Basalt</b>
Condominiums/Townhomes
Single Family Homes
Land

## average sold prices

2018	2017	change
<b>\$1,708,894</b>	<b>\$1,745,169</b>	<b>-2.1%</b>
<b>\$2,503,421</b>	<b>\$2,115,551</b>	<b>18.3%</b>
\$1,329,500	\$1,240,234	7.2%
\$3,927,500	\$3,826,200	2.6%
\$2,850,000	\$1,002,500	184.3%
<b>\$1,897,818</b>	<b>\$2,316,000</b>	<b>-18.1%</b>
\$1,049,500	\$1,189,000	-11.7%
\$3,382,375	\$3,443,000	-1.8%
\$0	\$0	N/A
<b>\$804,989</b>	<b>\$479,831</b>	<b>67.8%</b>
\$604,500	\$529,143	14.2%
\$992,757	\$708,433	40.1%
\$822,800	\$136,167	504.3%



# ytd overall market activity

all YTD sales and pending sales, at 5/31/18

includes luxury properties

*Though less illuminating or predictive in the early-year shorter time spans, this is the most current indicator of relative market activity*

## number sold/pending

	Listed	Pending	2018 Sold	Sold + Pending	2017 YTD Sold + Pending	change
<b>TOTAL (incl. Rural)</b>	<b>592</b>	<b>91</b>	<b>247</b>	<b>338</b>	<b>320</b>	<b>6%</b>
<b>Aspen</b>	<b>249</b>	<b>41</b>	<b>83</b>	<b>124</b>	<b>169</b>	<b>-27%</b>
Condominiums/Townhomes	77	22	43	65	84	-23%
Single Family Homes	143	12	36	48	76	-37%
Land	29	7	4	11	9	22%
<b>Snowmass Village</b>	<b>220</b>	<b>31</b>	<b>73</b>	<b>104</b>	<b>69</b>	<b>51%</b>
Condominiums/Townhomes	144	24	52	76	44	73%
Single Family Homes	68	5	21	26	22	18%
Land	8	2	0	2	3	-33%
<b>Basalt</b>	<b>123</b>	<b>19</b>	<b>68</b>	<b>87</b>	<b>68</b>	<b>28%</b>
Condominiums/Townhomes	44	6	31	37	36	3%
Single Family Homes	54	11	20	31	21	48%
Land	25	2	17	19	11	73%

## dollar volume

	Listed	Pending	2018 Sold	Sold + Pending	2017 YTD Sold + Pending	change
<b>TOTAL (incl. Rural)</b>	<b>\$2,835,856,919</b>	<b>\$259,223,900</b>	<b>\$620,767,368</b>	<b>\$879,991,268</b>	<b>\$941,216,848</b>	<b>-7%</b>
<b>Aspen</b>	<b>\$1,962,985,165</b>	<b>\$168,573,000</b>	<b>\$389,602,561</b>	<b>\$558,175,561</b>	<b>\$746,951,428</b>	<b>-25%</b>
Condominiums/Townhomes	\$277,442,166	\$79,398,000	\$135,227,354	\$214,625,354	\$203,771,928	5%
Single Family Homes	\$1,498,297,999	\$57,745,000	\$231,475,207	\$289,220,207	\$520,094,500	-44%
Land	\$187,245,000	\$31,430,000	\$22,900,000	\$54,330,000	\$23,085,000	135%
<b>Snowmass Village</b>	<b>\$710,959,100</b>	<b>\$69,641,500</b>	<b>\$94,069,377</b>	<b>\$163,710,877</b>	<b>\$144,266,392</b>	<b>13%</b>
Condominiums/Townhomes	\$211,992,100	\$33,976,500	\$30,154,700	\$64,131,200	\$42,383,892	51%
Single Family Homes	\$466,743,000	\$19,165,000	\$63,914,677	\$83,079,677	\$89,907,500	-8%
Land	\$32,224,000	\$16,500,000	\$0	\$16,500,000	\$11,975,000	38%
<b>Basalt</b>	<b>\$161,912,654</b>	<b>\$21,009,400</b>	<b>\$64,249,430</b>	<b>\$85,258,830</b>	<b>\$37,589,028</b>	<b>127%</b>
Condominiums/Townhomes	\$29,411,669	\$4,309,000	\$17,840,130	\$22,149,130	\$19,455,728	14%
Single Family Homes	\$91,951,990	\$15,932,900	\$25,986,300	\$41,919,200	\$15,871,300	164%
Land	\$40,548,995	\$767,500	\$20,423,000	\$21,190,500	\$2,262,000	837%

# annual changes in median sales prices

as of 5/31 of each year

*excludes luxury properties  
due to distortion of medians  
(reported separately)*

## changes in median sales prices (an equal number of sales closed below these prices as above)

	2018 YTD	1 Yr Chg	2017	1 Yr Chg	2016	1 Yr Chg	2015	1 Yr Chg	2014	1 Yr Chg	2013	1 Yr Chg
<b>Aspen</b>	<b>\$2,400,000</b>	<b>16.7%</b>	<b>\$2,055,900</b>	<b>15.2%</b>	<b>\$1,785,000</b>	<b>-16.4%</b>	<b>\$2,135,000</b>	<b>0.0%</b>	<b>\$2,135,000</b>	<b>29.4%</b>	<b>\$1,650,000</b>	<b>-10.8%</b>
Condominiums/Townhomes	\$1,250,000	-12.3%	\$1,425,000	16.3%	\$1,225,000	10.7%	\$1,106,250	-11.0%	\$1,242,500	24.3%	\$1,000,000	5.8%
Single Family Homes	\$4,200,000	8.5%	\$3,870,000	1.2%	\$3,824,000	-6.7%	\$4,100,000	9.3%	\$3,750,000	17.1%	\$3,202,500	-11.0%
Single Family Lots	\$2,600,000	14.3%	\$2,275,000	-27.2%	\$3,125,000	-13.2%	\$3,600,000	56.5%	\$2,300,000	-1.1%	\$2,325,000	-3.1%
<b>Snowmass Village</b>	<b>\$622,000</b>	<b>-36.9%</b>	<b>\$985,000</b>	<b>-5.6%</b>	<b>\$1,043,750</b>	<b>11.6%</b>	<b>\$935,000</b>	<b>-11%</b>	<b>\$1,044,750</b>	<b>58.3%</b>	<b>\$660,000</b>	<b>-12.6%</b>
Condominiums/Townhomes	\$437,500	-33.4%	\$657,288	-0.4%	\$660,000	6.5%	\$620,000	5.5%	\$587,500	15.4%	\$509,106	-16.5%
Single Family Homes	\$2,206,339	-9.0%	\$2,425,000	-13.3%	\$2,797,500	17.0%	\$2,391,900	27.6%	\$1,874,500	-9.7%	\$2,075,000	2.5%
Single Family Lots	N/A	N/A	\$1,600,000	-17.2%	\$1,932,500	64.5%	\$1,175,000	-7.3%	\$1,267,500	-1.2%	\$1,282,500	-61.7%
<b>Basalt</b>	<b>\$669,500</b>	<b>21.7%</b>	<b>\$550,000</b>	<b>0.0%</b>	<b>\$550,000</b>	<b>0.0%</b>	<b>\$550,000</b>	<b>10.0%</b>	<b>\$500,000</b>	<b>20.5%</b>	<b>\$415,000</b>	<b>6.4%</b>
Condominiums/Townhomes	\$500,000	2.7%	\$487,000	6.7%	\$456,500	6.8%	\$427,500	3.0%	\$415,000	29.7%	\$320,000	25.1%
Single Family Homes	\$896,000	9.3%	\$820,000	-5.5%	\$867,778	11.8%	\$776,000	19.8%	\$647,500	6.3%	\$609,000	12.6%
Single Family Lots	\$1,750,000	580.9%	\$257,000	31.8%	\$195,000	0.8%	\$193,500	7.5%	\$180,000	2.9%	\$175,000	12.9%

# changes in average discounts

average price discounts at 5/31/18

includes luxury properties

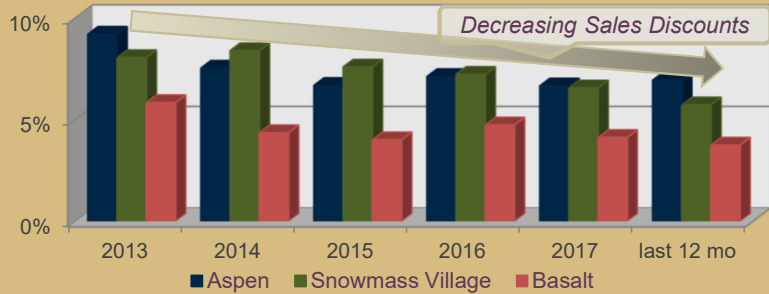
## asking vs. selling price discount %

	2018 YTD	last 12 mo	2017	2016	2015	2014	2013
<b>OVERALL AVERAGE</b>	<b>5.2%</b>	<b>5.7%</b>	<b>6.0%</b>	<b>6.4%</b>	<b>6.2%</b>	<b>7.1%</b>	<b>8.2%</b>
<b>Aspen</b>	<b>6.9%</b>	<b>6.9%</b>	<b>6.7%</b>	<b>7.1%</b>	<b>6.7%</b>	<b>7.5%</b>	<b>9.2%</b>
Condominiums/Townhomes	5.8%	5.5%	4.8%	5.7%	5.1%	6.1%	7.4%
Single Family Homes	7.9%	7.9%	8.0%	9.1%	8.2%	7.5%	10.9%
Land	10.2%	13.3%	14.0%	9.3%	9.0%	16.4%	12.8%
<b>Snowmass Village</b>	<b>5.2%</b>	<b>5.7%</b>	<b>6.6%</b>	<b>7.2%</b>	<b>7.6%</b>	<b>8.4%</b>	<b>8.1%</b>
Condominiums/Townhomes	4.3%	4.9%	5.5%	6.6%	7.2%	7.5%	6.9%
Single Family Homes	7.5%	7.6%	8.1%	8.3%	8.8%	8.9%	10.1%
Land	0.0%	6.3%	12.7%	8.3%	4.5%	11.6%	18.1%
<b>Basalt</b>	<b>3.1%</b>	<b>3.7%</b>	<b>4.1%</b>	<b>4.7%</b>	<b>4.0%</b>	<b>4.4%</b>	<b>5.8%</b>
Condominiums/Townhomes	1.4%	2.0%	2.2%	2.6%	2.6%	2.5%	3.6%
Single Family Homes	4.6%	5.0%	5.1%	7.1%	5.5%	5.9%	6.2%
Land	4.3%	6.1%	8.9%	10.9%	10.7%	7.4%	12.3%

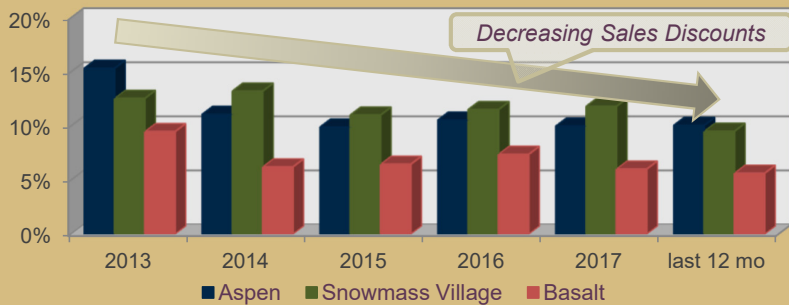
## original vs. selling price discount %

	2018 YTD	last 12 mo	2017	2016	2015	2014	2013
<b>OVERALL AVERAGE</b>	<b>7.2%</b>	<b>9.0%</b>	<b>9.4%</b>	<b>9.8%</b>	<b>9.3%</b>	<b>10.6%</b>	<b>13.3%</b>
<b>Aspen</b>	<b>9.8%</b>	<b>10.1%</b>	<b>10.0%</b>	<b>10.6%</b>	<b>9.9%</b>	<b>11.1%</b>	<b>15.3%</b>
Condominiums/Townhomes	8.4%	7.3%	6.8%	8.6%	7.4%	9.0%	12.1%
Single Family Homes	10.1%	12.1%	13.0%	13.2%	11.4%	11.3%	18.7%
Land	21.4%	20.4%	16.8%	14.0%	17.9%	22.7%	20.7%
<b>Snowmass Village</b>	<b>6.8%</b>	<b>9.5%</b>	<b>11.8%</b>	<b>11.5%</b>	<b>11.0%</b>	<b>13.2%</b>	<b>12.6%</b>
Condominiums/Townhomes	5.7%	9.0%	11.0%	10.9%	11.7%	13.3%	10.4%
Single Family Homes	9.6%	11.0%	13.4%	12.6%	10.5%	13.4%	16.4%
Land	0.0%	6.3%	12.7%	13.0%	4.5%	12.6%	31.7%
<b>Basalt</b>	<b>4.6%</b>	<b>5.6%</b>	<b>6.0%</b>	<b>7.4%</b>	<b>6.5%</b>	<b>6.2%</b>	<b>9.5%</b>
Condominiums/Townhomes	1.8%	2.4%	2.5%	3.7%	4.1%	2.6%	7.7%
Single Family Homes	7.9%	9.0%	8.9%	11.4%	8.9%	9.6%	9.7%
Land	6.0%	7.8%	11.7%	17.4%	16.7%	10.1%	14.9%

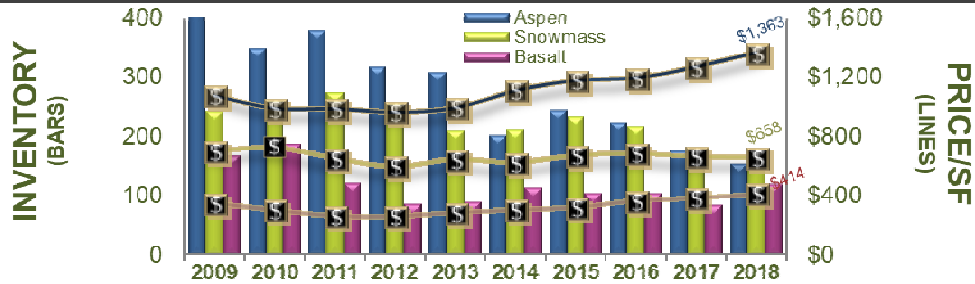
### Average Asking vs. Selling Price Discount



### Average Original vs. Selling Price Discount



**changes in inventory**  
as of 5/31



*luxury properties separated  
to better reflect volume*

**listing inventory**

	may 2018	may 2017	change
<b>ALL LISTINGS</b>	<b>588</b>	<b>638</b>	<b>-7.8%</b>
<b>Luxury Market</b>	<b>137</b>	<b>133</b>	<b>3.0%</b>
Condominiums/Townhomes	13	13	0.0%
Single Family Homes	110	105	4.8%
Land	14	15	-6.7%
<b>GENERAL LISTINGS</b>	<b>451</b>	<b>505</b>	<b>-10.7%</b>
<b>Aspen</b>	<b>156</b>	<b>181</b>	<b>-13.8%</b>
Condominiums/Townhomes	64	75	-14.7%
Single Family Homes	71	72	-1.4%
Land	21	34	-38.2%
<b>Snowmass Village</b>	<b>175</b>	<b>199</b>	<b>-12.1%</b>
Condominiums/Townhomes	125	142	-12.0%
Single Family Homes	43	48	-10.4%
Land	7	9	-22.2%
<b>Basalt</b>	<b>120</b>	<b>125</b>	<b>-4.0%</b>
Condominiums/Townhomes	44	47	-6.4%
Single Family Homes	54	57	-5.3%
Land	22	21	4.8%

**listing volume**

	may 2018	may 2017	change
<b>ALL LISTINGS</b>	<b>\$3,125,336,919</b>	<b>\$3,195,180,920</b>	<b>-2.2%</b>
<b>Luxury Market</b>	<b>\$2,046,918,999</b>	<b>\$2,074,349,599</b>	<b>-1.3%</b>
Condominiums/Townhomes	\$171,199,000	\$165,582,000	3.4%
Single Family Homes	\$1,666,834,999	\$1,658,272,599	0.5%
Land	\$208,885,000	\$250,495,000	-16.6%
<b>GENERAL LISTINGS</b>	<b>\$1,078,417,920</b>	<b>\$1,120,831,321</b>	<b>-3.8%</b>
<b>Aspen</b>	<b>\$527,886,166</b>	<b>\$631,793,494</b>	<b>-16.4%</b>
Condominiums/Townhomes	\$114,038,166	\$154,286,995	-26.1%
Single Family Homes	\$345,548,000	\$346,831,999	-0.4%
Land	\$68,300,000	\$130,674,500	-47.7%
<b>Snowmass Village</b>	<b>\$404,569,100</b>	<b>\$337,021,099</b>	<b>20.0%</b>
Condominiums/Townhomes	\$204,197,100	\$157,316,599	29.8%
Single Family Homes	\$178,138,000	\$154,885,500	15.0%
Land	\$22,234,000	\$24,819,000	-10.4%
<b>Basalt</b>	<b>\$145,962,654</b>	<b>\$152,016,728</b>	<b>-4.0%</b>
Condominiums/Townhomes	\$29,411,669	\$32,226,180	-8.7%
Single Family Homes	\$91,951,990	\$95,745,149	-4.0%
Land	\$16,298,995	\$9,963,400	63.6%

**pending inventory**

	may 2018	may 2017	change
<b>ALL PENDING</b>	<b>84</b>	<b>95</b>	<b>-11.6%</b>
<b>Luxury Market</b>	<b>9</b>	<b>19</b>	<b>-52.6%</b>
Condominiums/Townhomes	4	6	-33.3%
Single Family Homes	3	13	-76.9%
Land	2	0	N/A
<b>GENERAL PENDING</b>	<b>75</b>	<b>76</b>	<b>-1.3%</b>
<b>Aspen</b>	<b>32</b>	<b>36</b>	<b>-11.1%</b>
Condominiums/Townhomes	17	17	0.0%
Single Family Homes	9	16	-43.8%
Land	6	3	100.0%
<b>Snowmass Village</b>	<b>24</b>	<b>11</b>	<b>118.2%</b>
Condominiums/Townhomes	18	8	125.0%
Single Family Homes	5	3	66.7%
Land	1	0	N/A
<b>Basalt</b>	<b>19</b>	<b>29</b>	<b>-34.5%</b>
Condominiums/Townhomes	6	14	-57.1%
Single Family Homes	11	11	0.0%
Land	2	4	-50.0%

**pending volume**

	may 2018	may 2017	change
<b>ALL PENDING</b>	<b>\$259,223,900</b>	<b>\$377,266,300</b>	<b>-31.3%</b>
<b>Luxury Market</b>	<b>\$103,645,000</b>	<b>\$236,090,000</b>	<b>-56.1%</b>
Condominiums/Townhomes	\$50,150,000	\$74,545,000	-32.7%
Single Family Homes	\$30,995,000	\$161,545,000	-80.8%
Land	\$22,500,000	\$0	N/A
<b>GENERAL PENDING</b>	<b>\$155,578,900</b>	<b>\$141,176,300</b>	<b>10.2%</b>
<b>Aspen</b>	<b>\$79,928,000</b>	<b>\$107,883,900</b>	<b>-25.9%</b>
Condominiums/Townhomes	\$29,248,000	\$38,749,900	-24.5%
Single Family Homes	\$26,750,000	\$61,389,000	-56.4%
Land	\$23,930,000	\$7,745,000	209.0%
<b>Snowmass Village</b>	<b>\$54,641,500</b>	<b>\$17,176,500</b>	<b>218.1%</b>
Condominiums/Townhomes	\$33,976,500	\$7,736,500	339.2%
Single Family Homes	\$19,165,000	\$9,440,000	103.0%
Land	\$1,500,000	\$0	N/A
<b>Basalt</b>	<b>\$21,009,400</b>	<b>\$16,115,900</b>	<b>30.4%</b>
Condominiums/Townhomes	\$4,309,000	\$7,029,400	-38.7%
Single Family Homes	\$15,932,900	\$8,193,000	94.5%
Land	\$767,500	\$893,500	-14.1%



## LUXURY PROPERTY MARKET ACTIVITY

May 31, 2018

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



**BERKSHIRE HATHAWAY**  
HomeServices  
Aspen Snowmass Properties

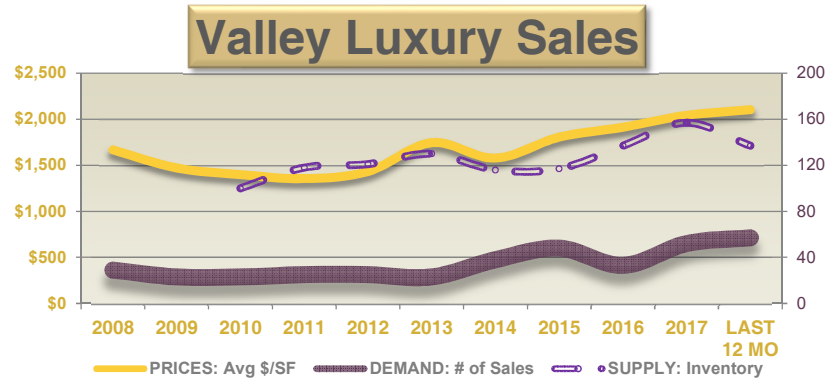
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**LUXURY**  
**COLLECTION**

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*Real Estate on Higher Ground*

'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;">137</span></p> <p style="text-align: center;">3% </p> <p style="text-align: center;">from May 2017:</p> <p style="text-align: center;">133</p> <p>Current Avg. Asking Price: \$14,941,015</p>	<p><b>Avg Sales Price/SF</b> <span style="float: right;">\$2,103</span></p> <p style="text-align: center;">6% </p> <p style="text-align: center;">from May 2017:</p> <p style="text-align: center;">\$1,983</p> <p>Current Avg. Asking Price/SF: \$2,067</p>	<p><b>Sales Last 12 Mo</b> <span style="float: right;">57</span></p> <p style="text-align: center;">54.1% </p> <p style="text-align: center;">from May 2017:</p> <p style="text-align: center;">37</p> <p>Average Sold Price: \$11,812,314 Median Sold Price: \$12,550,000</p>
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total luxury sales

	inventory		pending			closed		2017	2016	2015	2014
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD				
Number	137	9	57	54%	37	21	16	52	33	48	38
Dollar Volume	\$2,046,918,999	\$103,645,000	\$714,665,075	65%	\$433,048,500	\$248,058,604	\$193,763,500	\$660,369,971	\$354,396,943	\$611,035,833	\$458,717,886
Avg Price/SF	\$2,067	\$2,537	\$2,103	6%	\$1,983	\$2,174	\$1,996	\$2,043	\$1,913	\$1,806	\$1,578
Avg Price Paid			\$12,537,984	7%	\$11,704,014	\$11,812,314	\$12,110,219	\$12,699,423	\$10,739,301	\$12,729,913	\$12,071,523
Lowest Selling Price			\$7,650,000	2%	\$7,500,000	\$7,650,000	\$7,600,000	\$7,600,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$29,000,000	-3%	\$30,000,000	\$21,500,000	\$30,000,000	\$30,000,000	\$24,000,000	\$29,500,000	\$26,000,000
Avg Asking Price	\$14,941,015	\$11,516,111	\$13,899,421	4%	\$13,334,595	\$13,128,095	\$14,070,313	\$14,263,500	\$12,157,364	\$15,176,083	\$13,298,989
Lowest Asking Price	\$7,500,000	\$7,500,000	\$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	\$17,000,000	\$44,000,000	21%	\$36,500,000	\$25,000,000	\$36,500,000	\$44,000,000	\$24,500,000	\$49,500,000	\$29,900,000
Avg Ask/Sold Discount			8.1%	-0.21	10.2%	8.7%	10.1%	8.4%	11.2%	11.6%	9.1%
Avg Days on Market	421	851	438	18%	370	552	533	421	263	303	303

# current luxury property report

## aspen

	inventory		closed								
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	92	8	50*	56%	32	17	8	47	26	42	36
Dollar Volume	\$1,435,098,999	\$88,645,000	\$638,115,075	65%	\$387,188,500	\$203,358,604	\$81,366,943	\$611,819,971	\$291,491,943	\$530,535,833	\$441,317,886
Avg Price/SF	\$2,238	\$2,537	\$2,188	20%	\$1,829	\$2,306	\$1,988	\$2,102	\$1,749	\$1,777	\$1,585
Avg Price Paid			\$12,762,302	5%	\$12,099,641	\$11,962,271	\$10,170,868	\$13,017,446	\$11,211,229	\$12,631,806	\$12,258,830
Lowest Selling Price			\$7,650,000	2%	\$7,500,000	\$7,650,000	\$8,000,000	\$7,600,000	\$7,500,000	\$7,500,000	\$7,500,000
Highest Selling Price			\$29,000,000	-3%	\$30,000,000	\$21,500,000	\$15,000,000	\$30,000,000	\$24,000,000	\$29,500,000	\$26,000,000
Avg Asking Price	\$15,598,902	\$11,080,625	\$14,145,340	5%	\$13,486,875	\$13,267,059	\$11,736,000	\$14,592,596	\$12,359,346	\$14,563,262	\$13,485,044
Lowest Asking Price	\$7,500,000	\$7,500,000	\$7,950,000	2%	\$7,800,000	\$7,950,000	\$8,499,000	\$7,800,000	\$7,975,000	\$7,500,000	\$7,750,000
Highest Asking Price	\$42,000,000	\$17,000,000	\$44,000,000	21%	\$36,500,000	\$25,000,000	\$15,000,000	\$44,000,000	\$24,500,000	\$49,500,000	\$29,900,000
Avg Ask/Sold Discount			7.8%	-0.02	8.0%	8.2%	12.8%	8.0%	9.0%	10.4%	8.9%
Avg Days on Market	391	867	415	26%	330	521	237	385	240	295	300

\*37 SF Homes and 11 Townhomes, plus land

## snowmass village

	inventory		closed								
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	27	1	3*	50%	2	1	4	4	4	4	2
Dollar Volume	\$306,390,000	\$15,000,000	\$28,400,000	70%	\$16,700,000	\$9,550,000	\$33,745,000	\$35,550,000	\$33,745,000	\$39,850,000	\$17,400,000
Avg Price/SF	\$1,716	N/A	\$1,520	8%	\$1,406	\$1,516	\$1,498	\$1,483	\$1,498	\$2,043	\$1,459
Avg Price Paid			\$9,466,667	13%	\$8,350,000	\$9,550,000	\$8,436,250	\$8,887,500	\$8,436,250	\$9,962,500	\$8,700,000
Lowest Selling Price			\$8,750,000	14%	\$7,650,000	\$9,550,000	\$7,500,000	\$7,650,000	\$7,500,000	\$7,800,000	\$8,600,000
Highest Selling Price			\$10,100,000	12%	\$9,050,000	\$9,550,000	\$10,595,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$11,347,778	\$15,000,000	\$10,883,333	4%	\$10,500,000	\$11,750,000	\$9,762,500	\$10,475,000	\$9,762,500	\$11,036,250	\$9,950,000
Lowest Asking Price	\$7,750,000	\$15,000,000	\$9,950,000	17%	\$8,500,000	\$11,750,000	\$8,250,000	\$8,500,000	\$8,250,000	\$8,250,000	\$9,950,000
Highest Asking Price	\$29,995,000	\$15,000,000	\$11,750,000	-6%	\$12,500,000	\$11,750,000	\$12,900,000	\$12,500,000	\$12,900,000	\$14,900,000	\$9,950,000
Avg Ask/Sold Discount			12.8%	-0.32	18.8%	18.7%	13.0%	14.4%	13.0%	8.5%	12.6%
Avg Days on Market	543	723	486	-58%	1160	511	409	817	409	246	356

\*3 SF Homes, 2 of which are ski-accessible, plus land

## rural

	inventory		closed								
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	18	0	4*	33%	3	3	0	1	3	2	0
Dollar Volume	\$305,430,000	\$0	\$48,150,000	65%	\$29,160,000	\$35,150,000	\$0	\$13,000,000	\$29,160,000	\$40,650,000	\$0
Avg Price/SF	\$1,715	\$0	\$1,519	-59%	\$3,723	\$1,686	\$0	\$1,017	\$3,723	\$1,913	\$0
Avg Price Paid			\$12,037,500	24%	\$9,720,000	\$11,716,667	\$0	\$13,000,000	\$9,720,000	\$20,325,000	\$0
Lowest Selling Price			\$10,250,000	37%	\$7,500,000	\$10,250,000	\$0	\$13,000,000	\$7,500,000	\$17,150,000	\$0
Highest Selling Price			\$13,400,000	0%	\$13,410,000	\$13,400,000	\$0	\$13,000,000	\$13,410,000	\$23,500,000	\$0
Avg Asking Price	\$16,968,333	\$0	\$13,087,500	-4%	\$13,600,000	\$12,800,000	\$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	\$14,900,000	-12%	\$17,000,000	\$14,900,000	\$0	\$13,950,000	\$17,000,000	\$39,900,000	\$0
Avg Original Price	\$20,181,389	\$0	\$18,112,500	31%	\$13,833,333	\$19,500,000	\$0	\$13,950,000	\$13,833,333	\$41,125,000	\$0
Avg Ask/Sold Discount			23.2%	-0.17	27.9%	8.3%	0.0%	6.8%	27.9%	42.6%	0.0%
Avg Days on Market	393	0	688	156%	269	738	0	540	269	573	0

\*4 SF Homes



## GENERAL MARKET ACTIVITY BY COMMUNITY

ASPEN · SNOWMASS VILLAGE · BASALT

May 31, 2018

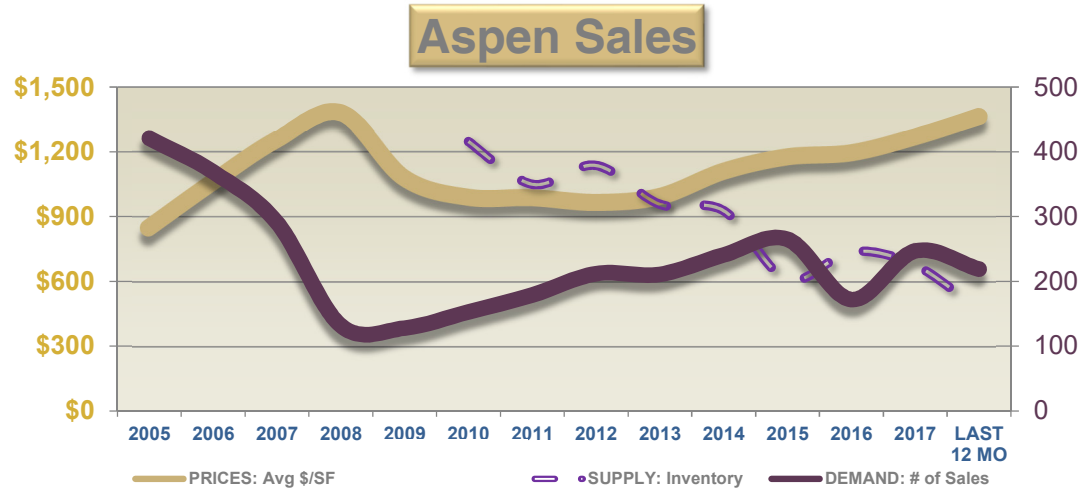


**BERKSHIRE HATHAWAY**  
HomeServices

Aspen Snowmass Properties

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*Real Estate on Higher Ground*



<b>Inventory</b> 156 -14% ↓ from May 2017: 181 Current Avg. Asking Price: \$3,362,332	<b>Avg Sales Price/SF</b> \$1,363 15% ↑ from May 2017: \$1,189 Current Avg. Asking Price/SF: \$1,524	<b>Sales Last 12 Mo</b> 219 0% → from May 2017: 218 Average Sold Price: \$2,822,859 Median Sold Price: \$2,350,000
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all general aspen property  
(under \$7.5M)

	inventory		closed			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	156	32	219	0%	218	66	102	253	173	265	241
Dollar Volume	\$525,991,166	\$78,033,000	\$618,206,187	17%	\$529,947,278	\$186,243,957	\$246,814,028	\$671,598,758	\$407,818,950	\$703,120,355	\$621,131,020
Avg Price/SF	\$1,524	\$1,277	\$1,363	15%	\$1,189	\$1,378	\$1,210	\$1,298	\$1,210	\$1,176	\$1,109
Avg Price Paid			\$2,822,859	16%	\$2,430,951	\$2,821,878	\$2,419,745	\$2,661,868	\$2,357,335	\$2,653,284	\$2,576,483
Lowest Selling Price			\$182,000	22%	\$149,000	\$239,000	\$149,000	\$149,000	\$100,000	\$100,000	\$107,000
Highest Selling Price			\$7,400,000	1%	\$7,300,000	\$7,250,000	\$7,300,000	\$7,400,000	\$7,300,000	\$7,400,000	\$7,250,000
Avg Asking Price	\$3,362,332	\$2,422,061	\$3,059,422	17%	\$2,615,526	\$3,057,464	\$2,589,042	\$2,871,777	\$2,543,131	\$2,857,180	\$2,792,291
Lowest Asking Price	\$226,000	\$465,000	\$184,900	24%	\$149,000	\$239,000	\$149,000	\$149,000	\$159,000	\$110,000	\$122,500
Highest Asking Price	\$7,495,000	\$6,500,000	\$9,900,000	19%	\$8,295,000	\$9,900,000	\$8,295,000	\$8,295,000	\$7,650,000	\$9,800,000	\$7,995,000
Avg Ask/Sold Discount			6.7%	0.34	6.4%	6.5%	5.8%	6.4%	6.8%	6.1%	7.3%
Avg Days on Market	328	461	263	-9%	290	268	268	264	277	282	282

# current aspen general activity report

excludes luxury properties  
due to distortion of averages

## condominiums/townhomes

	inventory		pending			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo*	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	64	17	128	-1%	129	35	60	151	114	151	130
Dollar Volume	\$112,143,166	\$27,353,000	\$259,297,080	31%	\$197,778,278	\$56,389,750	\$82,777,028	\$278,506,858	\$196,031,250	\$234,876,915	\$223,767,326
Avg Price/SF	\$1,676	\$1,432	\$1,437	19%	\$1,206	\$1,403	\$1,205	\$1,340	\$1,242	\$1,170	\$1,161
Avg Price Paid			\$2,025,758	32%	\$1,533,165	\$1,611,136	\$1,379,617	\$1,844,416	\$1,719,572	\$1,555,476	\$1,721,287
Lowest Selling Price			\$182,000	22%	\$149,000	\$239,000	\$149,000	\$149,000	\$100,000	\$100,000	\$107,000
Highest Selling Price			\$7,400,000	1%	\$7,300,000	\$5,550,000	\$5,300,000	\$7,400,000	\$7,300,000	\$7,250,000	\$6,425,000
Avg Asking Price	\$1,752,237	\$1,609,000	\$2,179,770	35%	\$1,620,591	\$1,728,103	\$1,440,330	\$1,971,667	\$1,820,118	\$1,642,009	\$1,831,630
Lowest Asking Price	\$226,000	\$465,000	\$184,900	24%	\$149,000	\$239,000	\$149,000	\$149,000	\$159,000	\$110,000	\$122,500
Highest Asking Price	\$5,750,000	\$6,500,000	\$8,000,000	5%	\$7,650,000	\$5,995,000	\$5,500,000	\$8,000,000	\$7,650,000	\$7,495,000	\$6,500,000
Avg Ask/Sold Discount			5.4%	0.53	4.9%	5.7%	4.0%	4.8%	5.7%	5.0%	6.0%
Avg Days on Market	272	323	211	-25%	282	213	251	226	261	256	254

\*excluding 11 luxury townhomes

## single family homes

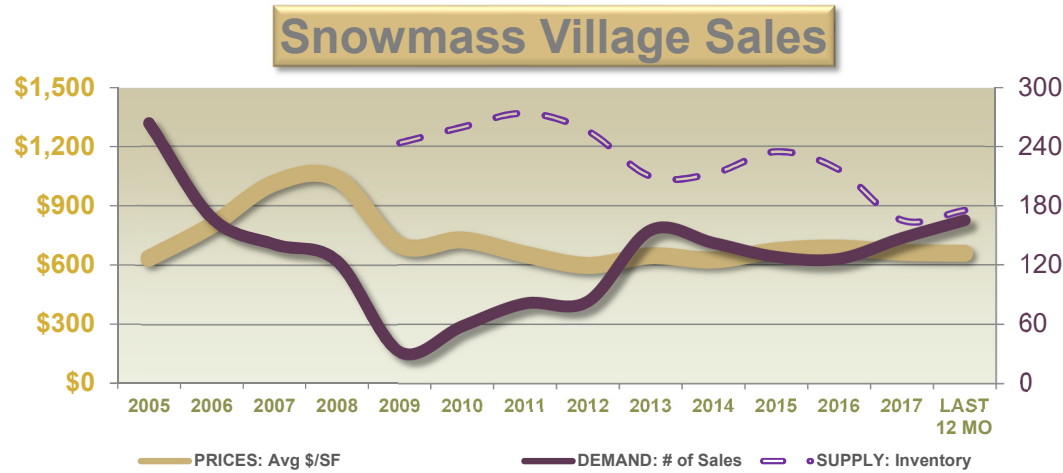
(excluding luxury)

	inventory		pending			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo*	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	71	9	79	7%	74	28	36	87	47	91	90
Dollar Volume	\$345,548,000	\$26,750,000	\$327,858,607	13%	\$289,654,000	\$122,154,207	\$148,697,000	\$354,401,400	\$174,270,200	\$388,510,940	\$343,899,104
Avg Price/SF	\$1,379	\$898	\$1,244	7%	\$1,159	\$1,347	\$1,219	\$1,200	\$1,134	\$1,186	\$1,036
Avg Price Paid			\$4,150,109	6%	\$3,914,243	\$4,362,650	\$4,130,472	\$4,073,579	\$3,707,877	\$4,269,351	\$3,821,101
Lowest Selling Price			\$1,095,000	14%	\$960,000	\$1,095,000	\$1,200,000	\$1,100,000	\$740,000	\$750,000	\$549,400
Highest Selling Price			\$7,250,000	-1%	\$7,300,000	\$7,250,000	\$7,300,000	\$7,300,000	\$7,200,000	\$7,400,000	\$7,250,000
Avg Asking Price	\$4,866,873	\$2,972,222	\$4,493,962	6%	\$4,243,709	\$4,741,393	\$4,470,236	\$4,404,511	\$4,069,323	\$4,634,181	\$4,131,443
Lowest Asking Price	\$270,000	\$1,250,000	\$1,095,000	0%	\$1,095,000	\$1,095,000	\$1,295,000	\$1,295,000	\$799,000	\$849,000	\$549,900
Highest Asking Price	\$7,495,000	\$5,475,000	\$9,900,000	19%	\$8,295,000	\$9,900,000	\$8,295,000	\$8,295,000	\$7,400,000	\$9,800,000	\$7,995,000
Avg Ask/Sold Discount			7.7%	-0.28	8.0%	7.2%	7.5%	7.8%	9.0%	7.1%	7.1%
Avg Days on Market	330	396	324	19%	273	315	277	308	272	259	302

\*excluding 37 luxury homes

## single family lots

	inventory		pending			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	21	6	12	-20%	15	3	6	15	12	23	21
Dollar Volume	\$68,300,000	\$23,930,000	\$31,050,500	-27%	\$42,515,000	\$7,700,000	\$15,340,000	\$38,690,500	\$37,517,500	\$79,732,500	\$53,464,590
Avg Price Paid			\$2,587,542	-9%	\$2,834,333	\$2,566,667	\$2,556,667	\$2,579,367	\$3,126,458	\$3,466,630	\$2,545,933
Lowest Selling Price			\$370,000	42%	\$260,000	\$2,250,000	\$260,000	\$260,000	\$1,250,000	\$500,000	\$250,000
Highest Selling Price			\$4,000,000	-36%	\$6,250,000	\$2,850,000	\$6,250,000	\$6,250,000	\$6,200,000	\$6,400,000	\$7,000,000
Avg Asking Price	\$3,252,381	\$3,988,333	\$2,998,333	-4%	\$3,139,600	\$2,850,000	\$2,789,000	\$2,944,267	\$3,434,167	\$3,804,304	\$3,007,524
Lowest Asking Price	\$495,000	\$2,895,000	\$800,000	103%	\$395,000	\$2,600,000	\$395,000	\$395,000	\$1,425,000	\$595,000	\$299,000
Highest Asking Price	\$7,495,000	\$6,090,000	\$4,500,000	-39%	\$7,350,000	\$3,000,000	\$6,500,000	\$6,500,000	\$7,350,000	\$7,800,000	\$7,500,000
Avg Ask/Sold Discount			14.7%	2.99	11.7%	10.1%	13.0%	15.0%	9.1%	9.1%	16.4%
Avg Days on Market	506	1016	418	-7%	451	468	383	394	439	549	365



<b>Inventory</b> <span style="font-size: 2em;">170</span> <span style="font-size: 1.5em;">-15%</span> <span style="color: green;">↓</span> from May 2017: <span style="font-size: 1.5em;">199</span> Average Asking Price: \$2,096,213	<b>Avg Sales Price/SF</b> <span style="font-size: 2em;">\$658</span> <span style="font-size: 1.5em;">-3%</span> <span style="color: orange;">↓</span> from May 2017: <span style="font-size: 1.5em;">\$677</span> Current Avg. Asking Price/SF: \$910	<b>Sales Last 12 Mo</b> <span style="font-size: 2em;">165</span> <span style="font-size: 1.5em;">26%</span> <span style="color: green;">↑</span> from May 2017: <span style="font-size: 1.5em;">131</span> Average Sold Price: \$1,309,724 Median Sold Price: \$754,000
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**all snowmass vlg property**  
(under \$7.5M)

	inventory		pending			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	170	24	165	26%	131	72	54	147	126	115	142
Dollar Volume	\$323,949,100	\$30,136,500	\$216,104,477	-2%	\$219,830,692	\$84,519,377	\$89,489,892	\$221,074,992	\$204,761,675	\$181,159,247	\$173,683,718
Avg Price/SF	\$910	\$858	\$658	-3%	\$677	\$645	\$653	\$663	\$685	\$671	\$625
Avg Price Paid			\$1,309,724	-22%	\$1,678,097	\$1,173,880	\$1,657,220	\$1,503,912	\$1,625,093	\$1,504,627	\$1,301,118
Lowest Selling Price			\$57,500	-6%	\$61,114	\$57,500	\$61,114	\$61,114	\$78,000	\$76,500	\$64,000
Highest Selling Price			\$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	\$2,096,213	\$1,821,383	\$1,407,333	-22%	\$1,809,374	\$1,259,019	\$1,802,565	\$1,625,163	\$1,759,512	\$1,638,196	\$1,436,518
Lowest Asking Price	\$74,500	\$68,500	\$69,500	18%	\$59,000	\$69,500	\$59,000	\$59,000	\$79,500	\$89,000	\$75,000
Highest Asking Price	\$7,495,000	\$5,650,000	\$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			5.6%	-1.28	6.9%	5.0%	6.9%	6.3%	7.0%	7.6%	8.3%
Avg Days on Market	333	254	296	-15%	348	190	364	373	354	323	308

CURRENT SKI ACCESS \$/SF PREMIUM \$162

# 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 05/31/2018	pending at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	24	5	38	58%	24	17	9	30	22	24	26
Dollar Volume	\$69,990,000	\$9,440,000	\$87,338,177	56%	\$56,116,000	\$42,894,677	\$20,192,500	\$64,636,000	\$52,656,500	\$57,129,900	\$48,603,000
Avg Price/SF	\$806	\$858	\$666	0%	\$668	\$686	\$654	\$650	\$672	\$648	\$564
Avg Price Paid	est. \$2,783,403	est. \$3,658,391	\$2,298,373	-2%	\$2,338,167	\$2,523,216	\$2,243,611	\$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	\$2,916,250	\$3,833,000	\$2,450,684	-4%	\$2,564,750	\$2,665,265	\$2,452,111	\$2,329,517	\$2,621,773	\$2,594,917	\$2,058,765
Lowest Asking Price	\$1,290,000	\$2,395,000	\$847,500	-23%	\$1,095,000	\$1,025,000	\$1,095,000	\$847,500	\$1,399,000	\$795,000	\$849,900
Highest Asking Price	\$7,450,000	\$5,650,000	\$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			5.9%	-2.81	8.7%	4.6%	8.3%	7.3%	8.7%	8.3%	9.0%
Avg Days on Market	317	270	264	-3%	273	290	275	253	264	270	228

general ski-accessible

	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	19	0	9	-50%	18	3	7	13	15	11	8
Dollar Volume	\$108,148,000	\$0	\$33,777,500	-60%	\$83,757,500	\$11,470,000	\$31,725,000	\$54,032,500	\$68,351,500	\$52,681,500	\$29,510,000
Avg Price/SF	\$1,264	\$0	\$828	-15%	\$978	\$790	\$897	\$874	\$1,002	\$990	\$832
Avg Price Paid			\$3,753,056	-19%	\$4,653,194	\$3,823,333	\$4,532,143	\$4,156,346	\$4,556,767	\$4,789,227	\$3,688,750
Lowest Selling Price			\$1,575,000	-44%	\$2,797,500	\$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	\$5,692,000	\$0	\$4,245,556	-15%	\$4,972,944	\$4,563,333	\$5,000,000	\$4,578,462	\$4,893,533	\$5,382,273	\$4,028,750
Lowest Asking Price	\$2,950,000	\$0	\$1,945,000	-33%	\$2,895,000	\$3,400,000	\$3,495,000	\$1,945,000	\$2,895,000	\$2,295,000	\$1,995,000
Highest Asking Price	\$7,495,000	\$0	\$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%	6.71	6.3%	20.6%	9.3%	9.3%	6.5%	10.1%	7.8%
Avg Days on Market	240	0	239	-50%	474	205	621	452	431	343	200

luxury ski-accessible (over \$7.5M)

	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	21	0	2	100%	1	1	4	2	4	3	2
Dollar Volume	\$211,210,000	\$0	\$19,650,000	157%	\$7,650,000	\$9,550,000	\$33,745,000	\$17,750,000	\$33,745,000	\$28,150,000	\$17,400,000
Avg Price/SF	\$1,643	\$0	\$1,679	19%	\$1,406	\$1,516	\$1,498	\$1,624	\$1,498	\$1,734	\$1,459
Avg Price Paid			\$9,825,000	28%	\$7,650,000	\$9,550,000	\$8,436,250	\$8,875,000	\$8,436,250	\$9,383,333	\$8,700,000
Lowest Selling Price			\$9,550,000	25%	\$7,650,000	\$9,550,000	\$7,500,000	\$7,650,000	\$7,500,000	\$7,800,000	\$8,600,000
Highest Selling Price			\$10,100,000	32%	\$7,650,000	\$9,550,000	\$10,595,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$10,057,619	\$0	\$11,350,000	34%	\$8,500,000	\$11,750,000	\$9,762,500	\$9,725,000	\$9,762,500	\$9,748,333	\$9,950,000
Lowest Asking Price	\$7,750,000	\$0	\$10,950,000	29%	\$8,500,000	\$11,750,000	\$8,250,000	\$8,500,000	\$8,250,000	\$8,250,000	\$9,950,000
Highest Asking Price	\$24,950,000	\$0	\$11,750,000	38%	\$8,500,000	\$11,750,000	\$12,900,000	\$10,950,000	\$12,900,000	\$12,000,000	\$9,950,000
Avg Ask/Sold Discount			13.2%	3.24	10.0%	18.7%	13.0%	8.9%	13.0%	4.2%	12.6%
Avg Days on Market	492	0	469	136%	199	511	409	313	409	229	356

all ski-accessible

	at 05/31/2018	at 05/31/2018	last 12 mo	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	40	0	11	-42%	19	4	8	15	19	14	10
Dollar Volume	\$319,358,000	\$0	\$53,427,500	-42%	\$91,407,500	\$21,020,000	\$50,064,000	\$71,782,500	\$102,096,500	\$80,831,500	\$46,910,000
Avg Price/SF	\$1,463	\$0	\$983	-2%	\$1,000	\$972	\$1,214	\$974	\$1,107	\$1,150	\$957
Avg Price Paid			\$4,857,045	1%	\$4,810,921	\$5,255,000	\$6,258,000	\$4,785,500	\$5,373,500	\$5,773,679	\$4,691,000
Lowest Selling Price			\$1,575,000	-44%	\$2,797,500	\$1,575,000	\$3,560,000	\$1,850,000	\$2,797,500	\$2,089,000	\$1,899,000
Highest Selling Price			\$10,100,000	32%	\$7,650,000	\$9,550,000	\$10,595,000	\$10,100,000	\$10,595,000	\$12,000,000	\$8,800,000
Avg Asking Price	\$7,983,950	\$0	\$5,537,273	7%	\$5,158,579	\$6,360,000	\$7,242,500	\$5,264,667	\$5,918,579	\$6,317,857	\$5,213,000
Lowest Asking Price	\$2,950,000	\$0	\$1,945,000	-33%	\$2,895,000	\$3,400,000	\$3,695,000	\$1,945,000	\$2,895,000	\$2,295,000	\$1,995,000
Highest Asking Price	\$24,950,000	\$0	\$11,750,000	38%	\$8,500,000	\$11,750,000	\$12,900,000	\$10,950,000	\$12,900,000	\$12,000,000	\$9,950,000
Avg Ask/Sold Discount			13.1%	6.55	6.5%	20.2%	12.6%	9.2%	7.9%	8.8%	8.8%
Avg Days on Market	372	0	280	-39%	459	282	491	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 05/31/2018	pending at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	21	8	27	-10%	30	11	12	28	35	24	28
Dollar Volume	\$22,361,900	\$7,154,000	\$20,492,575	-24%	\$27,104,500	\$8,000,500	\$11,781,500	\$24,273,575	\$30,546,500	\$20,154,900	\$23,634,750
Avg Price/SF	\$693	\$647	\$572	-3%	\$591	\$591	\$621	\$586	\$580	\$567	\$549
Avg Price Paid			\$758,984	-16%	\$903,483	\$727,318	\$981,792	\$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			\$3,250,000	13%	\$2,887,500	\$1,820,000	\$2,675,000	\$3,250,000	\$3,200,000	\$3,100,000	\$1,795,000
Avg Asking Price	\$1,064,852	\$894,250	\$812,667	-15%	\$954,466	\$771,273	\$1,042,625	\$927,482	\$929,671	\$881,158	\$902,232
Lowest Asking Price	\$385,000	\$408,000	\$395,000	-11%	\$445,000	\$395,000	\$445,000	\$445,000	\$362,500	\$415,000	\$385,000
Highest Asking Price	\$2,800,000	\$1,650,000	\$3,495,000	17%	\$2,999,999	\$2,089,000	\$2,795,000	\$3,495,000	\$3,595,000	\$3,300,000	\$1,895,000
Avg Ask/Sold Discount			5.7%	0.44	5.2%	4.6%	5.6%	6.1%	5.3%	4.9%	6.0%
Avg Days on Market	284	249	302	8%	280	144	320	372	344	296	286

general ski-accessible

with Vicer

	inventory at 05/31/2018	pending at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	104	10	88	57%	56	41	24	71	50	50	62
Dollar Volume	\$120,755,200	\$12,042,500	\$67,846,225	39%	\$48,890,192	\$22,154,200	\$22,865,892	\$68,557,917	\$45,004,675	\$43,972,947	\$52,909,968
Avg Price/SF	\$809	\$759	\$664	5%	\$631	\$632	\$598	\$660	\$668	\$664	\$657
Avg Price Paid			\$770,980	-12%	\$873,039	\$540,346	\$952,746	\$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	\$1,161,108	\$1,204,250	\$816,272	-13%	\$941,554	\$565,022	\$1,012,833	\$1,027,803	\$984,580	\$892,846	\$927,696
Lowest Asking Price	\$74,500	\$68,500	\$69,500	18%	\$59,000	\$69,500	\$59,000	\$59,000	\$79,500	\$89,000	\$75,000
Highest Asking Price	\$4,950,000	\$3,950,000	\$4,500,000	25%	\$3,590,000	\$4,500,000	\$3,590,000	\$3,725,000	\$3,495,000	\$3,795,000	\$3,995,000
Avg Ask/Sold Discount			4.7%	-2.17	6.8%	4.2%	5.6%	5.3%	7.6%	8.1%	8.2%
Avg Days on Market	340	221	319	-15%	376	160	333	416	385	349	321

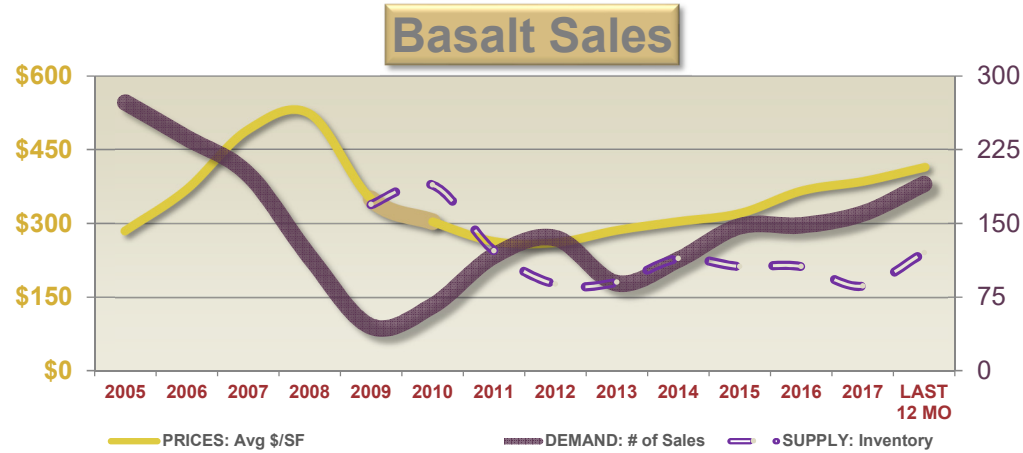
### single family lots

general non ski-accessible

	inventory at 05/31/2018	pending at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	2	1	1	-50%	2	0	1	2	2	5	12
Dollar Volume	\$2,694,000	\$1,500,000	\$1,450,000	-39%	\$2,362,500	\$0	\$1,325,000	\$2,775,000	\$2,102,500	\$5,720,000	\$12,926,000
Avg Price Paid			\$1,450,000	23%	\$1,181,250	\$0	\$1,325,000	\$1,387,500	\$1,051,250	\$1,144,000	\$1,077,167
Lowest Selling Price			\$1,450,000	40%	\$1,037,500	\$0	\$1,325,000	\$1,325,000	\$1,037,500	\$950,000	\$695,000
Highest Selling Price			\$1,450,000	9%	\$1,325,000	\$0	\$1,325,000	\$1,450,000	\$1,065,000	\$1,450,000	\$1,725,000
Avg Asking Price	\$1,347,000	\$1,500,000	\$1,550,000	17%	\$1,325,000	\$0	\$1,500,000	\$1,525,000	\$1,175,000	\$1,195,000	\$1,225,250
Lowest Asking Price	\$1,345,000	\$1,500,000	\$1,550,000	35%	\$1,150,000	\$0	\$1,500,000	\$1,500,000	\$1,150,000	\$950,000	\$749,000
Highest Asking Price	\$1,349,000	\$1,500,000	\$1,550,000	3%	\$1,500,000	\$0	\$1,500,000	\$1,550,000	\$1,200,000	\$1,450,000	\$2,495,000
Avg Ask/Sold Discount			6.5%	-4.27	10.7%	0.0%	11.7%	9.1%	10.5%	4.3%	9.0%
Avg Days on Market	254	1260	281	0%	282	0	435	358	104	156	281

general ski-accessible

	inventory at 05/31/2018	pending at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	0	0	2	100%	1	0	1	3	2	1	6
Dollar Volume	\$0	\$0	\$5,200,000	225%	\$1,600,000	\$0	\$1,600,000	\$6,800,000	\$6,100,000	\$1,500,000	\$17,175,000
Avg Price Paid			\$2,600,000	63%	\$1,600,000	\$0	\$1,600,000	\$2,266,667	\$3,050,000	\$1,500,000	\$2,862,500
Lowest Selling Price			\$2,500,000	56%	\$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	69%	\$1,600,000	\$0	\$1,600,000	\$2,700,000	\$3,300,000	\$1,500,000	\$4,000,000
Avg Asking Price	\$0	\$0	\$2,775,000	42%	\$1,950,000	\$0	\$1,950,000	\$2,500,000	\$3,249,500	\$1,595,000	\$3,457,500
Lowest Asking Price	\$0	\$0	\$2,600,000	33%	\$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	51%	\$1,950,000	\$0	\$1,950,000	\$2,950,000	\$3,500,000	\$1,595,000	\$5,250,000
Avg Ask/Sold Discount			6.2%	-11.79	17.9%	0.0%	17.9%	10.1%	6.2%	6.0%	16.7%
Avg Days on Market	0	0	86	-85%	569	0	569	247	440	265	820



<b>Inventory</b> 120 -4% ↓ from May 2017: 125 Current Avg. Asking Price: \$1,147,189	<b>Avg Sales Price/SF</b> \$414 11% ↑ from May 2017: \$372 Current Avg. Asking Price/SF: \$508	<b>Sales Last 12 Mo</b> 190 32% ↑ from May 2017: 144 Average Sold Price: \$806,946 Median Sold Price: \$627,000
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**all basalt property**  
(under \$7.5M)

	listed		pending			closed					
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	120	19	190	32%	144	68	43	161	148	147	113
Dollar Volume	\$145,962,654	\$21,009,400	\$153,319,824	58%	\$97,260,274	\$64,249,430	\$28,811,539	\$110,543,522	\$104,598,685	\$98,513,792	\$78,822,805
Avg Price/SF	\$508	\$519	\$414	11%	\$372	\$460	\$344	\$386	\$367	\$321	\$304
Avg Price Paid			\$806,946	19%	\$675,419	\$944,845	\$670,036	\$686,606	\$706,748	\$670,162	\$614,330
Lowest Selling Price			\$64,500	17%	\$55,000	\$70,000	\$39,000	\$55,000	\$39,000	\$168,000	\$56,000
Highest Selling Price			\$4,000,000	10%	\$3,640,000	\$3,575,000	\$2,500,000	\$4,000,000	\$3,640,000	\$3,950,000	\$2,800,000
Avg Asking Price	\$1,147,189	\$1,105,758	\$842,075	18%	\$713,065	\$972,929	\$708,997	\$721,984	\$748,405	\$715,699	\$651,140
Lowest Asking Price	\$69,000	\$217,500	\$70,000	21%	\$58,000	\$79,000	\$39,000	\$58,000	\$39,000	\$173,000	\$58,000
Highest Asking Price	\$5,495,000	\$4,823,000	\$4,495,000	23%	\$3,640,000	\$3,600,000	\$2,995,000	\$4,495,000	\$3,640,000	\$5,395,000	\$3,495,000
Avg Ask/Sold Discount			3.7%	-0.65	4.4%	3.1%	5.3%	4.1%	4.7%	4.0%	4.4%
Avg Days on Market	205	283	214	-6%	226	219	262	216	235	218	206

## current basalt general activity report

excludes luxury properties  
due to distortion of averages

### condominiums/townhomes

	listed		pending		closed						
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	44	6	91	6%	86	31	22	82	86	85	55
Dollar Volume	\$29,411,669	\$4,309,000	\$48,447,505	4%	\$46,401,919	\$17,840,130	\$12,576,700	\$43,033,703	\$46,552,291	\$38,827,112	\$25,153,615
AVG Price per SQ FT	\$452	\$456	\$412	9%	\$379	\$453	\$358	\$389	\$371	\$314	\$304
Avg Price Paid			\$532,390	-1%	\$539,557	\$575,488	\$571,668	\$524,801	\$541,306	\$456,790	\$457,338
Lowest Selling Price			\$242,000	13%	\$215,000	\$314,000	\$200,000	\$242,000	\$200,000	\$186,001	\$187,000
Highest Selling Price			\$1,450,000	-8%	\$1,580,938	\$1,165,000	\$1,800,000	\$1,450,000	\$1,800,000	\$888,266	\$1,750,000
Avg Asking Price	\$668,447	\$718,167	\$543,465	-1%	\$550,656	\$582,780	\$592,089	\$538,254	\$553,890	\$467,649	\$467,983
Lowest Asking Price	\$349,000	\$415,000	\$242,000	13%	\$215,000	\$314,000	\$280,000	\$242,000	\$215,000	\$175,000	\$184,900
Highest Asking Price	\$1,599,000	\$1,175,000	\$1,525,000	-10%	\$1,699,000	\$1,165,000	\$1,800,000	\$1,525,000	\$1,800,000	\$876,600	\$1,750,000
Avg Ask/Sold Discount			2.0%	0.02	2.0%	1.4%	4.3%	2.2%	2.6%	2.6%	2.5%
Avg Days on Market	145	155	172	-9%	189	185	233	165	206	192	149

### single family homes

	listed		pending		closed						
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	54	11	68	48%	46	20	15	58	51	56	50
Dollar Volume	\$91,951,990	\$15,932,900	\$79,619,819	64%	\$48,418,355	\$25,986,300	\$15,214,339	\$61,311,819	\$55,954,394	\$56,751,680	\$42,676,900
AVG Price per SQ FT	\$553	\$553	\$417	16%	\$359	\$471	\$325	\$380	\$359	\$331	\$304
Avg Price Paid			\$1,170,880	11%	\$1,052,573	\$1,299,315	\$1,014,289	\$1,057,100	\$1,097,145	\$1,013,423	\$853,538
Lowest Selling Price			\$179,000	-54%	\$385,000	\$520,000	\$465,000	\$179,000	\$385,000	\$320,000	\$360,000
Highest Selling Price			\$4,000,000	10%	\$3,640,000	\$3,575,000	\$2,500,000	\$4,000,000	\$3,640,000	\$3,950,000	\$2,800,000
Avg Asking Price	\$1,702,815	\$1,448,445	\$1,244,279	9%	\$1,142,315	\$1,365,850	\$1,089,267	\$1,127,862	\$1,191,441	\$1,105,348	\$922,546
Lowest Asking Price	\$385,000	\$599,000	\$179,000	-54%	\$389,000	\$530,000	\$495,000	\$179,000	\$389,000	\$334,000	\$394,500
Highest Asking Price	\$5,495,000	\$4,823,000	\$4,495,000	23%	\$3,640,000	\$3,600,000	\$2,995,000	\$4,495,000	\$3,640,000	\$5,395,000	\$3,495,000
Avg Ask/Sold Discount			5.0%	-2.01	7.1%	4.6%	5.5%	5.1%	7.1%	5.5%	5.9%
Avg Days on Market	195	307	221	-3%	228	193	262	238	231	224	239

### single family lots

	listed		pending		closed						
	at 05/31/2018	at 05/31/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	24	2	31	158%	12	17	6	21	11	6	12
Dollar Volume	\$24,598,995	\$767,500	\$25,252,500	935%	\$2,440,000	\$20,423,000	\$1,020,500	\$6,198,000	\$2,092,000	\$2,935,000	\$10,992,290
Avg Price Paid			\$814,597	301%	\$203,333	\$1,201,353	\$170,083	\$295,143	\$190,182	\$489,167	\$916,024
Lowest Selling Price			\$64,500	17%	\$55,000	\$70,000	\$39,000	\$55,000	\$39,000	\$168,000	\$56,000
Highest Selling Price			\$1,975,000	573%	\$293,500	\$1,975,000	\$344,000	\$900,000	\$344,000	\$1,925,000	\$5,900,000
Avg Asking Price	\$1,024,958	\$383,750	\$836,387	261%	\$231,542	\$1,222,118	\$186,983	\$318,405	\$215,082	\$593,000	\$1,044,708
Lowest Asking Price	\$69,000	\$217,500	\$70,000	21%	\$58,000	\$79,000	\$39,000	\$58,000	\$39,000	\$173,000	\$58,000
Highest Asking Price	\$5,950,000	\$550,000	\$1,975,000	464%	\$350,000	\$1,975,000	\$349,000	\$900,000	\$349,000	\$2,450,000	\$6,750,000
Avg Ask/Sold Discount			6.1%	-5.65	11.7%	4.3%	8.6%	8.9%	10.9%	10.7%	8.8%
Avg Days on Market	418	531	321	-33%	481	312	367	353	473	523	354



# SINGLE FAMILY HOME MARKET DISTRIBUTION

May 31, 2018



**BERKSHIRE HATHAWAY**

HomeServices

Aspen Snowmass Properties

---

*Real Estate on Higher Ground*

# single family home current market activity

distribution of listings/sales (& % concentration)

includes luxury properties

	listed	
	active	pending
<b>ALL HOMES</b>	<b>303</b>	<b>32</b>
<b>Aspen</b>	<b>142</b>	<b>12</b>
East Aspen	21	1
Smuggler	6	0
Central Core	5	0
Red Mountain	15	0
West End	22	3
West Aspen	56	7
McLain Flats	15	0
Brush Creek Village	2	1
<b>Snowmass Village</b>	<b>68</b>	<b>5</b>
Ski Accessible	40	0
Non Ski Accessible	28	5
<b>Basalt</b>	<b>52</b>	<b>11</b>
Basalt Proper	30	6
El Jebel	1	0
Frying Pan/Reudi	9	3
Emma/Sopris Creek	12	2

	closed					
	2018 YTD	2017	2016	2015	2014	2013
<b>ALL HOMES</b>	<b>90</b>	<b>252</b>	<b>180</b>	<b>239</b>	<b>224</b>	<b>171</b>
<b>Aspen</b>	<b>36</b>	<b>124</b>	<b>68</b>	<b>127</b>	<b>122</b>	<b>90</b>
concentration						
4	11%	23	10	21	14	16
5	14%	4	6	4	5	2
4	11%	8	6	12	15	5
1	3%	14	8	18	15	14
10	28%	26	17	29	22	15
8	22%	31	15	36	34	28
3	8%	12	2	5	7	6
1	3%	6	4	2	10	4
<b>Snowmass Village</b>	<b>21</b>	<b>46</b>	<b>41</b>	<b>39</b>	<b>36</b>	<b>28</b>
4	19%	15	19	14	10	8
17	81%	31	22	25	26	20
<b>Basalt</b>	<b>20</b>	<b>58</b>	<b>51</b>	<b>56</b>	<b>50</b>	<b>39</b>
17	85%	46	37	37	28	25
0	0%	1	1	2	3	5
1	5%	5	6	8	15	5
2	10%	6	7	9	4	4

## single family homes by average price range (& % concentration)

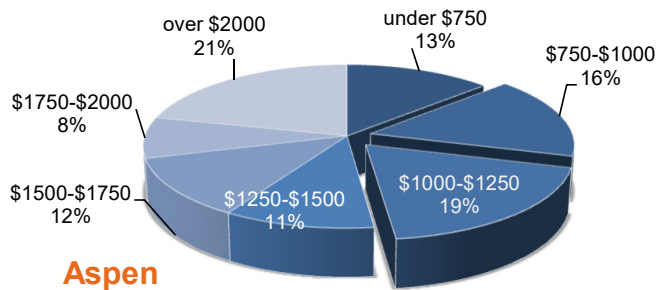
	active	pending
<b>Aspen</b>	<b>143</b>	<b>12</b>
under \$2.5M	3	5
\$2.5M-\$5M	36	3
\$5M-\$7.5M	32	1
\$7.5M-\$10M	24	2
\$10M-\$12.5M	12	0
\$12.5M-\$15M	11	1
over \$15M	25	0
<b>Snowmass Village</b>	<b>68</b>	<b>5</b>
under \$2M	10	0
\$2M-\$3M	8	2
\$3M-\$4M	4	1
\$4M-\$5M	5	1
\$5M-\$6M	6	1
\$6M-\$7M	6	0
over \$7M	29	0
<b>Basalt</b>	<b>54</b>	<b>11</b>
under \$0.5M	2	0
\$0.5M-\$0.75M	2	4
\$0.75M-\$1M	12	4
\$1M-\$1.25M	9	0
\$1.25M-\$1.5M	5	1
\$1.5M-\$1.75M	3	0
over \$1.75M	21	2

	2018 YTD	2017	2016	2015	2014	2013
<b>Aspen</b>	<b>36</b>	<b>129</b>	<b>68</b>	<b>127</b>	<b>123</b>	<b>90</b>
concentration						
4	11%	17	10	12	24	20
14	39%	43	27	48	40	35
10	28%	27	10	31	26	19
2	6%	16	11	12	13	4
1	3%	12	7	11	10	5
3	8%	3	1	2	4	2
2	6%	11	2	11	6	5
<b>Snowmass Village</b>	<b>21</b>	<b>46</b>	<b>41</b>	<b>39</b>	<b>36</b>	<b>28</b>
8	38%	16	8	11	20	12
6	29%	13	12	11	7	9
2	10%	5	7	2	2	3
2	10%	6	4	3	3	1
2	10%	1	3	5	1	0
0	0%	2	3	1	0	0
1	5%	3	4	6	3	3
<b>Basalt</b>	<b>20</b>	<b>58</b>	<b>51</b>	<b>56</b>	<b>50</b>	<b>39</b>
0	0%	4	6	5	10	13
6	30%	19	13	20	23	13
6	30%	18	13	13	6	5
3	15%	6	4	6	1	4
0	0%	2	5	4	3	0
0	0%	2	3	2	2	0
5	25%	7	7	6	5	4

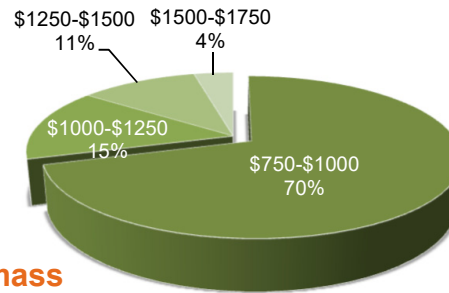
# single family home current market activity

distribution of listings/sales (& % concentration)

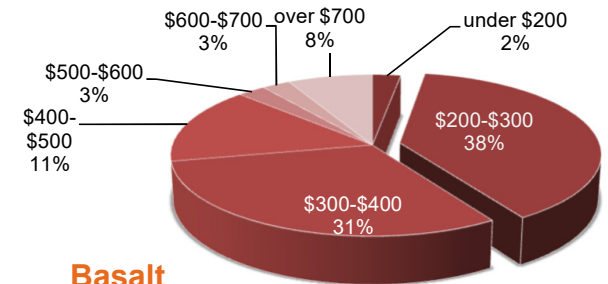
includes luxury properties



**Aspen**  
last yr + this YTD



**Snowmass**  
last yr + this YTD



**Basalt**  
last yr + this YTD

## single family homes by average price per square foot (& % concentration)

	listed		closed						
	active	pending	2018 YTD	concentration	2017	2016	2015	2014	2013
<b>Aspen</b>	<b>142</b>	<b>12</b>	<b>36</b>		<b>124</b>	<b>68</b>	<b>127</b>	<b>123</b>	<b>90</b>
under \$750	6	2	3	8%	18	9	9	19	16
\$750-\$1000	10	3	8	22%	18	14	31	32	29
\$1000-\$1250	29	2	5	14%	25	15	26	32	14
\$1250-\$1500	28	2	6	17%	11	9	21	14	15
\$1500-\$1750	20	0	4	11%	15	8	16	10	7
\$1750-\$2000	14	0	3	8%	10	5	7	6	3
over \$2000	35	3	7	19%	27	8	17	10	6
<b>Snowmass Village</b>	<b>68</b>	<b>5</b>	<b>21</b>		<b>46</b>	<b>41</b>	<b>39</b>	<b>36</b>	<b>28</b>
under \$500	0	0	2	10%	4	1	8	10	9
\$500-\$750	13	3	9	43%	24	15	14	17	11
\$750-\$1000	8	0	7	33%	12	13	6	5	5
\$1000-\$1250	14	2	2	10%	2	8	4	1	0
\$1250-\$1500	13	0	0	0%	3	2	5	2	2
\$1500-\$1750	11	0	1	5%	0	0	0	1	1
over \$1750	9	0	0	0%	1	2	2	0	0
<b>Basalt</b>	<b>54</b>	<b>11</b>	<b>20</b>		<b>58</b>	<b>51</b>	<b>56</b>	<b>50</b>	<b>39</b>
under \$200	1	0	0	0%	2	4	3	10	10
\$200-\$300	8	3	5	25%	25	22	23	20	20
\$300-\$400	15	3	9	45%	15	14	20	11	3
\$400-\$500	8	2	1	5%	11	6	5	5	1
\$500-\$600	5	1	2	10%	0	2	3	1	0
\$600-\$700	2	0	1	5%	1	1	0	1	3
over \$700	15	2	2	10%	4	2	2	2	2

single family home comparative activity  
by area, as of 05/31

excludes luxury properties  
due to distortion of averages

(reported separately)

listed			closed												
EAST ASPEN			2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
active	pending														
<b>Number of Listings or Sales</b>	14	1	3	-67%	9	15	15	0%	21	7	18	11	16	11	18
AVG Price per SQ FT	\$1,366	\$1,251	\$1,081	-11%	\$1,209	\$1,489	\$1,076	38%	\$1,427	\$921	\$1,065	\$1,032	\$919	\$1,022	\$995
AVG Sold Price			\$3,814,167	-3%	\$3,916,056	\$4,285,333	\$3,521,300	22%	\$4,194,381	\$3,210,714	\$4,074,897	\$3,607,455	\$3,216,790	\$3,469,727	\$4,079,000
AVG Asking Price	\$4,395,286	\$3,495,000	\$3,956,667	-6%	\$4,213,278	\$4,506,933	\$3,853,233	17%	\$4,459,690	\$3,607,714	\$4,357,778	\$3,797,273	\$3,579,938	\$4,148,182	\$4,501,661
AVG Ask/Sold Discount %			3.9%	-3.2	7.1%	5.9%	8.8%	-2.9	6.7%	11.0%	7.2%	4.2%	10.1%	15.5%	9.3%
AVG Days on Market	378	338	306	5%	291	196	265	-26%	221	233	289	247	303	240	287
SMUGGLER			2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
active	pending														
<b>Number of Listings or Sales</b>	3	0	3	0%	3	4	7	-43%	6	6	4	1	2	6	3
AVG Price per SQ FT	\$1,495	\$0	\$1,049	-13%	\$1,208	\$1,032	\$1,138	-9%	\$1,151	\$1,091	\$961	\$852	\$811	\$703	\$878
AVG Sold Price			\$3,498,333	-28%	\$4,888,333	\$3,523,750	\$4,421,429	-20%	\$4,566,250	\$3,437,200	\$4,612,500	\$4,387,500	\$3,505,000	\$3,057,500	\$4,257,667
AVG Asking Price	\$5,613,333	\$0	\$3,663,333	-32%	\$5,410,000	\$3,747,500	\$4,892,143	-23%	\$5,057,500	\$3,735,367	\$4,874,750	\$4,650,000	\$3,620,000	\$3,560,667	\$4,498,333
AVG Ask/Sold Discount %			3.6%	-5.3	8.9%	5.2%	9.3%	-4.1	9.2%	7.6%	6.5%	5.6%	3.0%	13.0%	5.0%
AVG Days on Market	157	0	262	23%	213	298	221	35%	262	212	273	170	47	687	373
CENTRAL CORE (includes luxury)			2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
active	pending														
<b>Number of Listings or Sales</b>	6	0	4	-20%	5	11	9	22%	12	6	12	15	5	10	6
AVG Price per SQ FT	\$2,337	\$0	\$2,583	21%	\$2,143	\$2,301	\$1,927	19%	\$2,141	\$1,733	\$1,796	\$1,438	\$1,383	\$1,149	\$1,288
AVG Sold Price			\$11,161,500	10%	\$10,123,500	\$9,355,018	\$7,782,500	20%	\$9,073,058	\$5,950,000	\$7,057,708	\$7,639,167	\$3,380,000	\$4,310,615	\$5,262,500
AVG Asking Price	\$18,090,833	\$0	\$12,361,250	14%	\$10,859,000	\$10,584,545	\$8,343,333	27%	\$10,106,667	\$6,549,167	\$7,605,375	\$7,999,533	\$3,839,600	\$4,733,200	\$6,158,333
AVG Ask/Sold Discount %			8.8%	3.3	5.5%	8.6%	5.9%	2.7	7.2%	9.2%	6.2%	5.2%	11.7%	7.4%	13.4%
AVG Days on Market	309	0	459	55%	296	341	257	32%	283	165	252	222	309	422	347
RED MOUNTAIN (includes luxury)			2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
active	pending														
<b>Number of Listings or Sales</b>	15	0	1	-75%	4	11	8	38%	14	8	18	15	14	13	7
AVG Price per SQ FT	\$2,171	\$0	\$4,300	68%	\$2,565	\$2,359	\$2,146	10%	\$2,279	\$1,697	\$1,606	\$1,316	\$1,301	\$1,546	\$1,080
AVG Sold Price			\$12,100,000	-10%	\$13,437,500	\$12,293,818	\$13,093,750	-6%	\$12,634,429	\$10,128,182	\$10,486,880	\$8,935,685	\$7,760,464	\$11,025,000	\$8,425,000
AVG Asking Price	\$15,990,000	\$0	\$12,100,000	-20%	\$15,143,750	\$12,837,273	\$14,303,000	-10%	\$13,548,929	\$11,479,750	\$13,018,056	\$9,935,667	\$8,822,786	\$12,641,538	\$9,809,286
AVG Ask/Sold Discount %			0.0%		5.3%	4.8%	5.7%	-0.8	5.3%	12.8%	13.4%	11.1%	11.9%	11.7%	10.0%
AVG Days on Market	461	0	69	-46%	127	347	234	48%	304	358	408	368	536	346	571

WEST END			2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
active	pending														
<b>Number of Listings or Sales</b>	10	0	10	25%	8	18	20	-10%	16	13	23	19	11	17	13

single family home comparative activity  
by area, as of 05/31

excludes luxury properties  
due to distortion of averages  
(reported separately)

	listed		closed												
AVG Price per SQ FT	\$2,274	\$0	\$1,749	27%	\$1,376	\$1,660	\$1,370	21%	\$1,461	\$1,352	\$1,518	\$1,368	\$1,419	\$1,253	\$1,131
AVG Sold Price			\$4,644,071	15%	\$4,025,313	\$4,370,595	\$4,237,075	3%	\$4,027,031	\$4,431,077	\$4,462,391	\$3,921,263	\$4,764,545	\$3,876,362	\$4,436,538
AVG Asking Price	\$4,367,500	\$0	\$4,946,900	11%	\$4,441,250	\$4,693,556	\$4,563,700	3%	\$4,409,063	\$4,749,154	\$4,748,478	\$4,088,947	\$5,108,727	\$4,383,824	\$4,842,923
AVG Ask/Sold Discount %			6.4%	-3.7	10.1%	6.8%	7.6%	-0.9	8.7%	6.7%	6.5%	4.7%	6.3%	10.6%	8.6%
AVG Days on Market	362	0	264	-27%	360	297	359	-17%	350	361	227	222	197	325	251

WEST ASPEN	active	pending	2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
Number of Listings or Sales	30	7	8	0%	8	22	14	57%	22	9	26	25	21	25	19
AVG Price per SQ FT	\$1,180	\$927	\$1,117	-5%	\$1,179	\$942	\$1,086	-13%	\$964	\$996	\$949	\$927	\$947	\$934	\$806
AVG Sold Price			\$4,430,000	0%	\$4,430,000	\$4,116,995	\$4,117,143	0%	\$4,115,859	\$3,622,222	\$4,151,261	\$4,001,400	\$3,326,905	\$3,889,800	\$3,693,289
AVG Asking Price	\$4,961,133	\$3,108,571	\$5,105,625	7%	\$4,758,125	\$4,590,455	\$4,419,929	4%	\$4,464,091	\$3,883,778	\$4,591,885	\$4,449,400	\$3,716,905	\$4,366,720	\$4,155,947
AVG Ask/Sold Discount %			10.2%	3.9	6.3%	9.3%	6.4%	2.8	7.8%	6.8%	7.2%	10.4%	11.1%	10.3%	11.8%
AVG Days on Market	326	357	305	16%	263	291	267	9%	276	263	241	322	407	463	332

MCLAIN FL/STARWOOD (incl. lux.)	active	pending	2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
Number of Listings or Sales	15	0	3	-25%	4	11	6	83%	12	2	5	7	6	8	7
AVG Price per SQ FT	\$1,254	\$0	\$1,033	12%	\$923	\$844	\$821	3%	\$823	\$616	\$1,253	\$1,194	\$1,180	\$817	\$824
AVG Sold Price			\$6,933,333	-23%	\$9,006,500	\$6,270,000	\$7,712,667	-19%	\$7,016,333	\$5,125,000	\$10,582,500	\$10,064,286	\$3,640,417	\$10,965,625	\$7,101,714
AVG Asking Price	\$10,511,333	\$0	\$7,396,667	-40%	\$12,248,750	\$7,043,182	\$10,048,333	-30%	\$8,690,000	\$5,647,500	\$12,387,000	\$11,177,857	\$4,156,500	\$11,712,375	\$8,242,000
AVG Ask/Sold Discount %			5.6%	-9.8	15.5%	9.6%	14.1%	-4.5	12.6%	11.4%	10.9%	8.8%	10.6%	7.7%	13.6%
AVG Days on Market	313	0	432	-21%	547	577	444	30%	603	239	199	264	819	450	475

SNOWMASS VILLAGE - Ski Access	active	pending	2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
Number of Listings or Sales	19	0	3	-57%	7	9	18	-50%	13	15	11	8	6	8	9
AVG Price per SQ FT	\$1,264	\$825	\$790	-12%	\$897	\$828	\$978	-15%	\$874	\$1,002	\$756	\$627	\$586	\$641	\$728
AVG Sold Price			\$3,823,333	-6%	\$4,079,750	\$3,753,056	\$4,653,194	-19%	\$4,156,346	\$4,556,767	\$3,137,469	\$2,297,441	\$2,027,460	\$2,565,687	\$2,890,238
AVG Asking Price	\$5,692,000	\$3,833,000	\$4,563,333	-9%	\$5,000,000	\$4,245,556	\$4,972,944	-15%	\$4,578,462	\$4,893,533	\$3,470,943	\$2,522,291	\$2,281,196	\$3,017,364	\$3,276,476
AVG Ask/Sold Discount %			20.6%	11.3	9.3%	13.0%	6.3%	6.7	9.3%	6.5%	8.9%	8.7%	10.1%	12.1%	10.9%
AVG Days on Market	240	270	205	-67%	621	239	474	-50%	452	431	293	221	367	477	314

single family home comparative activity  
by area, as of 05/31

excludes luxury properties  
due to distortion of averages  
(reported separately)

	listed		closed												
	active	pending	2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
<b>SNOWMASS VILLAGE - Off-Mtn</b>															
Number of Listings or Sales	24	5	17	89%	9	38	24	58%	30	22	24	26	19	14	12
AVG Price per SQ FT	\$806	\$825	\$686	5%	\$654	\$666	\$668	0%	\$650	\$672	\$648	\$564	\$572	\$518	\$580
AVG Sold Price			\$2,523,216	6%	\$2,390,429	\$2,298,373	\$2,338,167	-2%	\$2,154,533	\$2,393,477	\$2,380,413	\$1,869,346	\$1,870,553	\$1,706,329	\$2,105,833
AVG Asking Price	\$2,916,250	\$3,833,000	\$2,665,265	9%	\$2,452,111	\$2,450,684	\$2,564,750	-4%	\$2,329,517	\$2,621,773	\$2,594,917	\$2,058,765	\$2,050,258	\$1,894,500	\$2,341,333
AVG Ask/Sold Discount %			4.6%	-3.7	8.3%	5.9%	8.7%	-2.8	7.3%	8.7%	8.3%	9.0%	8.2%	9.6%	9.9%
AVG Days on Market	317	270	290	5%	275	264	273	-3%	253	264	270	228	339	515	327
<b>WOODY CREEK</b>															
Number of Listings or Sales	7	2	2	100%	1	8	4	100%	7	4	2	3	5	6	3
AVG Price per SQ FT	\$924	\$761	\$779	21%	\$644	\$969	\$677	43%	\$976	\$836	\$847	\$1,058	\$596	\$503	\$725
AVG Sold Price			\$2,072,500	-44%	\$3,700,000	\$2,273,750	\$4,237,500	-46%	\$2,535,000	\$4,687,500	\$2,500,000	\$2,824,667	\$2,126,000	\$2,112,333	\$3,375,000
AVG Asking Price	\$4,347,714	\$3,849,500	\$2,235,000	-47%	\$4,200,000	\$2,387,500	\$4,787,500	-50%	\$2,690,000	\$5,362,500	\$2,805,000	\$3,081,333	\$2,403,800	\$2,490,500	\$4,046,667
AVG Ask/Sold Discount %			4.1%	-7.8	11.9%	4.4%	13.2%	-8.7	5.6%	14.0%	11.0%	8.0%	10.4%	13.4%	16.1%
AVG Days on Market	329	271	956	23%	777	657	500	31%	588	346	1022	323	225	391	489
<b>OLD SNOWMASS</b>															
Number of Listings or Sales	20	2	8	33%	6	18	16	13%	16	14	14	13	9	7	15
AVG Price per SQ FT	\$581	\$431	\$759	238%	\$225	\$623	\$360	73%	\$406	\$388	\$655	\$450	\$246	\$667	\$297
AVG Sold Price			\$2,473,125	300%	\$618,333	\$1,941,835	\$1,359,719	43%	\$1,179,877	\$1,483,179	\$2,040,226	\$1,486,385	\$560,655	\$3,148,018	\$1,218,000
AVG Asking Price	\$2,305,845	\$794,000	\$2,635,625	291%	\$674,083	\$2,073,944	\$1,456,844	42%	\$1,268,156	\$1,592,786	\$2,314,993	\$1,612,962	\$598,489	\$3,970,700	\$1,381,320
AVG Ask/Sold Discount %			6.2%	-0.8	7.1%	6.6%	6.5%	0.0	6.9%	6.9%	9.5%	5.2%	6.3%	16.1%	12.1%
AVG Days on Market	467	76	335	27%	264	338	371	-9%	311	364	475	382	441	613	550
<b>BRUSH CREEK VLG</b>															
Number of Listings or Sales	2	1	1	-50%	2	5	6	-17%	6	4	2	10	4	1	7
AVG Price per SQ FT	\$419	\$344	\$461	2%	\$453	\$518	\$478	8%	\$506	\$491	\$532	\$423	\$379	\$321	\$407
AVG Sold Price			\$1,961,000	35%	\$1,450,000	\$1,952,400	\$1,659,667	18%	\$1,783,500	\$1,764,500	\$1,637,500	\$1,423,810	\$1,138,000	\$862,500	\$1,294,786
AVG Asking Price	\$3,135,000	\$1,495,000	\$2,495,000	61%	\$1,547,000	\$2,211,000	\$1,867,333	18%	\$1,942,333	\$2,027,500	\$1,687,500	\$1,489,690	\$1,336,975	\$975,000	\$1,502,571
AVG Ask/Sold Discount %			21.4%	15.0	6.4%	11.9%	10.7%	1.2	8.5%	12.8%	3.3%	4.2%	14.4%	11.5%	13.6%
AVG Days on Market	169	724	221	82%	122	197	170	16%	168	194	366	449	492	246	511

single family home comparative activity  
by area, as of 05/31

excludes luxury properties  
due to distortion of averages  
(reported separately)

	listed		closed												
	active	pending	2018 YTD	change	2017 YTD	last 12 mo	prev 12 mo	change	2017	2016	2015	2014	2013	2012	2011
<b>BASALT PROPER</b>															
Number of Listings or Sales	32	6	17	70%	10	53	35	51%	46	37	37	28	25	40	43
AVG Price per SQ FT	\$514	\$702	\$491	58%	\$310	\$438	\$377	16%	\$391	\$382	\$321	\$309	\$328	\$302	\$274
AVG Sold Price			\$1,280,665	67%	\$767,830	\$1,196,714	\$1,076,185	11%	\$1,072,453	\$1,126,392	\$916,135	\$832,482	\$704,720	\$816,148	\$691,967
AVG Asking Price	\$1,515,093	\$1,991,833	\$1,343,706	65%	\$812,200	\$1,266,415	\$1,147,871	10%	\$1,139,109	\$1,210,662	\$962,662	\$871,193	\$763,896	\$876,282	\$764,826
AVG Ask/Sold Discount %			4.6%	-0.1	4.7%	5.1%	5.4%	-0.3	5.2%	5.8%	4.5%	3.9%	4.6%	5.7%	6.5%
AVG Days on Market	135	253	180	-32%	267	210	224	-7%	233	200	186	192	269	200	227
<b>BASALT RURAL</b>															
Number of Listings or Sales	23	6	3		0	15	13	15%	12	16	17	20	9	15	12
AVG Price per SQ FT	\$568	\$352	\$357		\$0	\$347	\$291	19%	\$345	\$287	\$350	\$314	\$322	\$284	\$371
AVG Sold Price			\$1,405,000		\$0	\$1,079,933	\$939,202	15%	\$998,667	\$983,477	\$1,251,746	\$893,125	\$1,368,111	\$659,252	\$1,151,683
AVG Asking Price	\$1,978,217	\$767,817	\$1,491,333		\$0	\$1,167,333	\$1,066,146	9%	\$1,086,333	\$1,091,119	\$1,446,000	\$1,012,825	\$1,609,333	\$756,267	\$1,292,192
AVG Ask/Sold Discount %			4.7%		0.0%	5.1%	10.5%	-5.4	5.2%	9.0%	7.5%	9.5%	11.5%	8.1%	9.4%
AVG Days on Market	325	391	262		0	272	290	-6%	275	343	320	325	412	322	255
<b>EL JEBEL</b>															
Number of Listings or Sales	9	1	3	-70%	10	20	36	-44%	27	32	28	22	33	45	17
AVG Price per SQ FT	\$370	\$247	\$334	19%	\$280	\$310	\$273	13%	\$296	\$269	\$259	\$237	\$219	\$195	\$189
AVG Sold Price			\$615,236	12%	\$548,900	\$567,635	\$576,309	-2%	\$555,407	\$565,904	\$532,468	\$484,836	\$505,574	\$439,934	\$424,849
AVG Asking Price	\$821,767	\$675,000	\$632,967	12%	\$565,900	\$583,970	\$590,597	-1%	\$571,833	\$576,884	\$550,425	\$501,109	\$517,245	\$461,802	\$462,056
AVG Ask/Sold Discount %			2.7%	-0.4	3.1%	2.6%	2.7%	-0.1	2.8%	2.1%	2.9%	3.5%	1.2%	3.6%	4.9%
AVG Days on Market	110	100	425	290%	109	113	105	8%	109	98	113	105	122	173	241
<b>MISSOURI HEIGHTS</b>															
Number of Listings or Sales	27	5	13	18%	11	44	31	42%	42	31	30	36	30	24	23
AVG Price per SQ FT	\$419	\$316	\$250	-18%	\$307	\$278	\$326	-14%	\$295	\$312	\$283	\$278	\$208	\$210	\$190
AVG Sold Price			\$856,538	-28%	\$1,197,833	\$843,814	\$1,190,032	-29%	\$932,595	\$1,120,572	\$884,367	\$1,066,639	\$613,028	\$936,862	\$571,235
AVG Asking Price	\$1,722,714	\$673,400	\$899,538	-27%	\$1,236,520	\$883,416	\$1,286,763	-31%	\$970,905	\$1,235,917	\$977,397	\$1,175,683	\$650,774	\$1,036,233	\$662,265
AVG Ask/Sold Discount %			4.5%	0.3	4.2%	4.1%	5.5%	-1.4	4.0%	6.8%	5.8%	8.2%	4.5%	9.7%	11.1%
AVG Days on Market	309	119	425	54%	275	244	232	5%	197	295	224	416	276	473	266



# CONDOMINIUM/TOWNHOME MARKET DISTRIBUTION

May 31, 2018



**BERKSHIRE HATHAWAY**

HomeServices

Aspen Snowmass Properties

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*Real Estate on Higher Ground*

# condominium/townhome current market activity

includes luxury properties

distribution of listings/sales (& % concentration)

	listed	
	active	pending
<b>ALL CONDOMINIUMS</b>	<b>245</b>	<b>47</b>
<b>Aspen</b>	<b>76</b>	<b>21</b>
East Aspen	1	0
Smuggler	9	1
Central Core	53	17
Red Mountain	0	0
West End	9	2
West Aspen	4	1
<b>Snowmass Village</b>	<b>125</b>	<b>18</b>
Ski Accessible	104	10
Non Ski Accessible	21	8
<b>Basalt</b>	<b>44</b>	<b>6</b>
Basalt Proper	36	6
El Jebel	8	0

	closed					
	2018 YTD	2017	2016	2015	2014	2013
<b>ALL CONDOMINIUMS</b>	<b>126</b>	<b>343</b>	<b>288</b>	<b>330</b>	<b>278</b>	<b>290</b>
<b>Aspen</b>	<b>43</b>	<b>155</b>	<b>116</b>	<b>155</b>	<b>133</b>	<b>122</b>
East Aspen	1	10	3	6	3	4
Smuggler	2	16	13	15	15	13
Central Core	32	98	74	98	92	79
Red Mountain	0	0	0	0	0	0
West End	1	16	16	15	13	12
West Aspen	7	15	10	21	10	14
<b>Snowmass Village</b>	<b>52</b>	<b>99</b>	<b>85</b>	<b>87</b>	<b>90</b>	<b>122</b>
Ski Accessible	41	71	50	63	46	35
Non Ski Accessible	11	28	35	28	39	17
<b>Basalt</b>	<b>31</b>	<b>82</b>	<b>86</b>	<b>85</b>	<b>55</b>	<b>39</b>
Basalt Proper	27	75	78	71	45	23
El Jebel	4	7	8	14	10	16

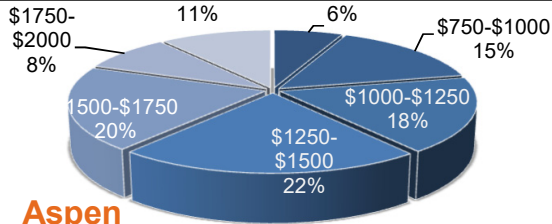
## condominiums/townhomes by number of bedrooms (& % concentration)

	active	pending
<b>Aspen</b>	<b>76</b>	<b>21</b>
Studios	9	1
1 Bedrooms	11	4
2 Bedrooms	25	9
3 Bedrooms	22	6
4 Bedrooms	6	1
5+ Bedrooms	3	0
<b>Snowmass Village</b>	<b>125</b>	<b>18</b>
Studios	8	2
1 Bedrooms	26	5
2 Bedrooms	44	4
3 Bedrooms	31	3
4 Bedrooms	12	3
5+ Bedrooms	4	1
<b>Basalt</b>	<b>44</b>	<b>6</b>
Studios	0	0
1 Bedrooms	9	0
2 Bedrooms	14	4
3 Bedrooms	14	2
4 Bedrooms	6	0
5+ Bedrooms	1	0

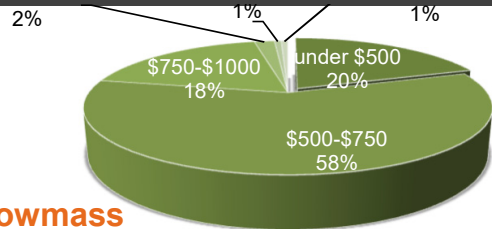
	2018 YTD	2017	2016	2015	2014	2013
<b>Aspen</b>	<b>43</b>	<b>155</b>	<b>116</b>	<b>155</b>	<b>133</b>	<b>122</b>
Studios	8	21	16	18	17	9
1 Bedrooms	5	21	13	26	23	20
2 Bedrooms	10	51	44	58	35	41
3 Bedrooms	16	44	30	31	35	36
4 Bedrooms	2	16	11	15	17	12
5+ Bedrooms	2	2	2	7	6	4
<b>Snowmass Village</b>	<b>52</b>	<b>99</b>	<b>85</b>	<b>87</b>	<b>90</b>	<b>122</b>
Studios	20	12	9	9	10	19
1 Bedrooms	9	11	11	18	14	33
2 Bedrooms	15	41	39	37	34	41
3 Bedrooms	6	22	17	16	24	23
4 Bedrooms	2	13	9	7	8	5
5+ Bedrooms	0	0	0	0	0	1
<b>Basalt</b>	<b>31</b>	<b>82</b>	<b>86</b>	<b>85</b>	<b>55</b>	<b>39</b>
Studios	2	1	3	1	1	1
1 Bedrooms	7	10	12	12	9	7
2 Bedrooms	11	41	34	25	16	16
3 Bedrooms	9	24	30	39	27	11
4 Bedrooms	2	5	7	7	2	3
5+ Bedrooms	0	1	0	1	0	1

# condominium/townhome current market activity

distribution of listings/sales (& % concentration)

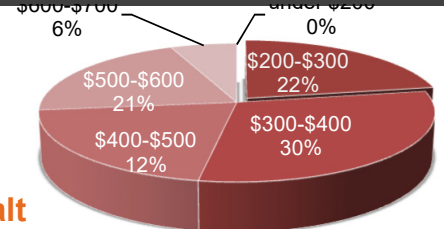


**Aspen**  
last yr + this YTD



**Snowmass**  
last yr + this YTD

includes luxury properties



**Basalt**  
last yr + this YTD

## condominiums/townhomes by average price per square foot (& % concentration)

	listed	
	active	pending
<b>Aspen</b>	<b>76</b>	<b>21</b>
under \$750	2	1
\$750-\$1000	9	3
\$1000-\$1250	4	1
\$1250-\$1500	8	7
\$1500-\$1750	16	1
\$1750-\$2000	10	2
over \$2000	27	6
<b>Snowmass Village</b>	<b>144</b>	<b>24</b>
under \$500	10	2
\$500-\$750	50	9
\$750-\$1000	41	7
\$1000-\$1250	22	2
\$1250-\$1500	7	2
\$1500-\$1750	9	2
over \$1750	5	0
<b>Basalt</b>	<b>44</b>	<b>6</b>
under \$200	0	0
\$200-\$300	5	0
\$300-\$400	11	2
\$400-\$500	12	2
\$500-\$600	10	2
\$600-\$700	5	0
over \$700	1	0

	closed					
	2018 YTD	2017	2016	2015	2014	2013
<b>43</b>	<b>155</b>	<b>116</b>	<b>155</b>	<b>133</b>	<b>122</b>	
2	5%	11	15	20	17	36
5	12%	25	19	37	30	31
8	19%	27	27	42	33	37
6	14%	37	26	23	27	8
9	21%	30	9	18	14	5
8	19%	9	4	6	5	1
5	12%	16	12	9	7	4
<b>52</b>	<b>99</b>	<b>85</b>	<b>87</b>	<b>90</b>	<b>122</b>	
8	15%	22	23	28	27	29
34	65%	54	38	38	44	59
9	17%	19	19	13	13	28
1	2%	2	5	6	4	5
0	0%	1	0	2	2	1
0	0%	1	0	0	0	0
0	0%	0	0	0	0	0
<b>31</b>	<b>82</b>	<b>86</b>	<b>85</b>	<b>55</b>	<b>39</b>	
0	0%	0	0	5	5	7
5	16%	20	24	41	30	22
7	23%	27	29	21	11	7
6	19%	17	22	17	8	3
8	26%	15	11	1	0	0
4	13%	3	0	0	0	0
1	3%	0	0	0	1	0

# condominium/townhome current market activity

includes luxury properties

distribution of listings/sales (& % concentration)

## condominiums/townhomes by average price range (& % concentration)

	listed		closed						
	active	pending	2018 YTD	concentration	2017	2016	2015	2014	2013
<b>Aspen</b>	<b>76</b>	<b>20</b>	<b>42</b>		<b>153</b>	<b>115</b>	<b>155</b>	<b>132</b>	<b>122</b>
under \$1M	24	7	16	38%	56	44	64	56	58
\$1M-\$2M	17	7	9	21%	47	39	52	31	36
\$2M-\$3M	16	0	6	14%	22	15	15	18	12
\$3M-\$4M	3	2	0	0%	8	4	6	11	8
\$4M-\$5M	3	0	3	7%	10	3	9	9	2
\$5M-\$6M	1	0	1	2%	4	4	2	3	3
over \$6M	12	4	7	17%	6	6	7	4	3
<b>Snowmass Village</b>	<b>144</b>	<b>24</b>	<b>52</b>		<b>99</b>	<b>85</b>	<b>87</b>	<b>90</b>	<b>122</b>
under \$0.25M	7	2	14	27%	7	5	9	8	11
\$0.25M-\$0.5M	26	5	16	31%	31	26	22	29	46
\$0.5M-\$0.75M	24	3	11	21%	22	21	21	14	27
\$0.75M-\$1M	11	1	6	12%	13	8	13	8	13
\$1M-\$1.25M	15	2	3	6%	6	7	4	15	9
\$1.25M-\$1.5M	10	0	0	0%	2	3	3	4	6
over \$1.5M	51	11	2	4%	18	15	15	12	10
<b>Basalt</b>	<b>44</b>	<b>6</b>	<b>31</b>		<b>82</b>	<b>86</b>	<b>85</b>	<b>55</b>	<b>39</b>
under \$0.2M	0	0	0	0%	0	0	1	1	4
\$0.2M-\$0.3M	0	0	0	0%	3	6	11	8	14
\$0.3M-\$0.4M	4	0	7	23%	16	21	20	16	10
\$0.4M-\$0.5M	1	1	8	26%	29	27	21	13	5
\$0.5M-\$0.6M	23	3	6	19%	15	8	20	11	4
\$0.6M-\$0.7M	6	0	5	16%	7	10	7	1	0
over \$0.7M	10	2	5	16%	12	14	5	5	2

**condominium/townhome activity by neighborhood**  
by area, as of 05/31

*excludes luxury properties  
due to distortion of averages  
(reported separately)*

	listed		closed										
	active	pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>EAST ASPEN</b>													
<b>Number of Listings or Sales</b>	1	0	1	-75%	4	7	10	3	6	3	4	4	0
Avg Price per Sq Ft	\$1,859	\$0	\$1,150	13%	\$1,015	\$1,362	\$1,244	\$848	\$956	\$890	\$800	\$753	\$0
Avg Sold Price			\$2,300,000	19%	\$1,924,688	\$2,460,714	\$2,262,375	\$1,343,333	\$1,390,333	\$1,887,500	\$1,893,453	\$903,750	\$0
Avg Asking Price	\$515,000	\$0	\$2,700,000	39%	\$1,947,250	\$2,582,143	\$2,316,400	\$1,513,333	\$1,476,333	\$2,074,633	\$2,060,750	\$1,005,750	\$0
Avg Ask/Sold Discount %			14.8%	11.8	3.0%	4.5%	2.8%	5.3%	5.9%	5.4%	7.9%	7.7%	0.0%
Avg Days on Market	79	0	259	-40%	434	200	288	191	229	317	372	431	0
<b>SMUGGLER</b>													
<b>Number of Listings or Sales</b>	9	1	2	-67%	6	12	16	13	15	15	13	8	6
Avg Price per Sq Ft	\$908	\$865	\$1,233	17%	\$1,058	\$1,022	\$1,009	\$935	\$951	\$746	\$739	\$658	\$826
Avg Sold Price			\$2,432,500	104%	\$1,192,426	\$1,156,875	\$1,010,753	\$892,462	\$1,080,687	\$937,633	\$694,735	\$621,639	\$1,295,000
Avg Asking Price	\$1,055,296	\$675,000	\$2,612,500	111%	\$1,237,500	\$1,226,833	\$1,057,625	\$928,723	\$1,154,133	\$1,000,733	\$747,000	\$670,375	\$1,444,000
Avg Ask/Sold Discount %			4.6%	0.0	4.6%	4.5%	4.5%	3.7%	5.3%	5.3%	7.6%	8.7%	10.1%
Avg Days on Market	181	253	121	-9%	134	120	125	184	176	220	299	366	274
<b>CENTRAL CORE CONDOMINIUMS</b>													
<b>Number of Listings or Sales</b>	41	13	24	-29%	34	86	94	72	94	89	76	83	74
Avg Price per Sq Ft	\$1,964	\$1,576	\$1,599	12%	\$1,427	\$1,617	\$1,537	\$1,401	\$1,352	\$1,301	\$1,105	\$1,022	\$1,138
Avg Sold Price			\$1,407,156	3%	\$1,371,940	\$2,090,577	\$1,973,259	\$1,832,677	\$1,543,298	\$1,770,150	\$1,464,609	\$1,514,924	\$1,978,912
Avg Asking Price	\$2,051,585	\$1,763,538	\$1,500,917	5%	\$1,431,941	\$2,259,785	\$2,125,324	\$1,945,597	\$1,621,314	\$1,876,972	\$1,591,320	\$1,667,245	\$2,239,726
Avg Ask/Sold Discount %			6.0%	1.6	4.4%	5.9%	5.4%	5.8%	4.7%	5.7%	7.9%	8.1%	11.0%
Avg Days on Market	326	360	225	-19%	279	239	257	240	240	240	285	292	334
<b>WEST END</b>													
<b>Number of Listings or Sales</b>	9	2	1	-86%	7	10	16	16	15	13	12	9	7
Avg Price per Sq Ft	\$1,468	\$1,058	\$958	-19%	\$1,177	\$1,273	\$1,251	\$1,177	\$954	\$1,112	\$729	\$817	\$763
Avg Sold Price			\$1,300,000	-8%	\$1,411,707	\$1,868,500	\$1,704,184	\$1,757,969	\$1,122,708	\$1,266,923	\$1,156,333	\$965,833	\$1,010,655
Avg Asking Price	\$1,483,500	\$1,127,000	\$1,375,000	-9%	\$1,512,000	\$1,944,200	\$1,790,688	\$1,836,250	\$1,184,060	\$1,329,615	\$1,229,667	\$1,024,556	\$1,040,200
Avg Ask/Sold Discount %			5.5%	0.5	5.0%	3.4%	4.0%	7.5%	5.3%	5.8%	5.0%	5.2%	3.4%
Avg Days on Market	169	111	126	-31%	182	119	146	127	182	243	249	267	286
<b>WEST ASPEN</b>													
<b>Number of Listings or Sales</b>	4	1	7	-22%	9	13	15	10	21	10	14	6	6
Avg Price per Sq Ft	\$882	\$877	\$877	53%	\$572	\$797	\$624	\$715	\$730	\$681	\$584	\$494	\$641
Avg Sold Price			\$2,021,857	60%	\$1,266,200	\$2,285,769	\$1,797,187	\$2,031,900	\$2,305,429	\$3,002,700	\$1,804,000	\$1,499,167	\$2,314,583
Avg Asking Price	\$1,166,000	\$1,498,000	\$2,165,943	63%	\$1,326,200	\$2,494,615	\$1,946,947	\$2,141,700	\$2,457,567	\$3,254,150	\$1,917,571	\$1,660,500	\$2,654,500
Avg Ask/Sold Discount %			3.6%	1.5	2.0%	4.9%	3.8%	5.2%	5.7%	10.0%	7.4%	9.1%	9.0%
Avg Days on Market	200	339	206	4%	198	188	185	752	444	428	318	110	434

# condominium/townhome activity by neighborhood by area, as of 05/31

excludes luxury properties  
due to distortion of averages  
(reported separately)

	listed		closed										
	active	pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>SNOWMASS VILLAGE - Ski Access</b>													
<b>Number of Listings or Sales</b>	<b>104</b>	<b>10</b>	<b>41</b>	<b>71%</b>	<b>24</b>	<b>88</b>	<b>71</b>	<b>50</b>	<b>63</b>	<b>46</b>	<b>35</b>	<b>37</b>	<b>38</b>
Avg Price per Sq Ft	\$768	\$767	\$632	6%	\$598	\$664	\$660	\$668	\$664	\$594	\$600	\$621	\$695
Avg Sold Price			\$540,346	-43%	\$952,746	\$770,980	\$965,604	\$900,094	\$879,459	\$842,715	\$764,023	\$837,729	\$961,532
Avg Asking Price	\$1,214,399	\$1,928,700	\$565,022	-44%	\$1,012,833	\$816,272	\$1,027,803	\$984,580	\$944,259	\$925,895	\$839,346	\$929,792	\$1,101,239
Avg Ask/Sold Discount %			4.2%	-1.4	5.6%	4.7%	5.3%	7.6%	8.1%	9.2%	8.9%	9.7%	11.9%
Avg Days on Market	380	322	160	-52%	333	319	416	385	365	381	328	298	228
<b>SNOWMASS VILLAGE - Off-Mtn</b>													
<b>Number of Listings or Sales</b>	<b>21</b>	<b>8</b>	<b>11</b>	<b>-8%</b>	<b>12</b>	<b>27</b>	<b>28</b>	<b>35</b>	<b>28</b>	<b>39</b>	<b>17</b>	<b>17</b>	<b>12</b>
Avg Price per Sq Ft	\$693	\$647	\$591	-5%	\$621	\$572	\$586	\$580	\$549	\$523	\$436	\$467	\$570
Avg Sold Price			\$727,318	-26%	\$981,792	\$758,984	\$866,913	\$872,757	\$844,098	\$828,940	\$483,265	\$780,007	\$793,167
Avg Asking Price	\$1,064,852	\$894,250	\$771,273	-26%	\$1,042,625	\$812,667	\$927,482	\$929,671	\$902,232	\$926,179	\$535,156	\$877,829	\$961,500
Avg Ask/Sold Discount %			4.6%	-1.0	5.6%	5.7%	6.1%	5.3%	6.0%	7.4%	8.2%	10.3%	12.0%
Avg Days on Market	284	249	144	-55%	320	302	372	344	296	286	276	433	353
<b>BASALT PROPER</b>													
<b>Number of Listings or Sales</b>	<b>36</b>	<b>6</b>	<b>27</b>	<b>35%</b>	<b>20</b>	<b>82</b>	<b>75</b>	<b>78</b>	<b>71</b>	<b>45</b>	<b>23</b>	<b>40</b>	<b>31</b>
Avg Price per Sq Ft	\$475	\$456	\$476	20%	\$397	\$424	\$399	\$379	\$327	\$313	\$286	\$242	\$247
Avg Sold Price			\$560,820	1%	\$555,591	\$516,224	\$510,668	\$525,731	\$437,165	\$466,339	\$377,382	\$363,665	\$368,106
Avg Asking Price	\$626,380	\$718,167	\$568,525	0%	\$571,163	\$527,253	\$524,105	\$538,893	\$449,292	\$476,236	\$383,926	\$386,260	\$411,284
Avg Ask/Sold Discount %			1.5%	-0.5	2.0%	2.0%	2.2%	2.7%	2.9%	2.4%	2.0%	5.1%	8.2%
Avg Days on Market	146	155	173	9%	159	160	155	194	178	149	150	201	236
<b>EL JEBEL</b>													
<b>Number of Listings or Sales</b>	<b>8</b>	<b>0</b>	<b>4</b>	<b>100%</b>	<b>2</b>	<b>9</b>	<b>7</b>	<b>12</b>	<b>14</b>	<b>10</b>	<b>16</b>	<b>24</b>	<b>17</b>
Avg Price per Sq Ft	\$346	\$0	\$303	4%	\$292	\$294	\$289	\$292	\$250	\$262	\$218	\$194	\$198
Avg Sold Price			\$674,500	3%	\$657,250	\$679,681	\$676,232	\$687,871	\$556,314	\$416,838	\$359,000	\$255,663	\$302,671
Avg Asking Price	\$857,750	\$0	\$679,000	3%	\$662,250	\$691,167	\$689,857	\$694,575	\$560,750	\$430,845	\$382,519	\$261,154	\$329,433
Avg Ask/Sold Discount %			0.7%	-0.1	0.8%	1.6%	1.9%	1.0%	0.8%	3.1%	5.9%	1.5%	7.6%
Avg Days on Market	139	0	268	12%	240	279	274	282	263	147	281	163	224



# SINGLE FAMILY LOT MARKET DISTRIBUTION

May 31, 2018



**BERKSHIRE HATHAWAY**  
HomeServices  
Aspen Snowmass Properties

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*Real Estate on Higher Ground*

# single family lot current market activity

distribution of listings/sales (& % concentration)

includes luxury properties

	listed		closed					
	active	pending	2018 YTD	2017	2016	2015	2014	2013
<b>ALL LOTS (incl. rural)</b>	<b>69</b>	<b>13</b>	<b>29</b>	<b>49</b>	<b>35</b>	<b>43</b>	<b>51</b>	<b>41</b>
<b>Aspen</b>	<b>27</b>	<b>7</b>	<b>4</b>	<b>16</b>	<b>15</b>	<b>25</b>	<b>21</b>	<b>18</b>
East Aspen	0	0	1	1	1	3	6	4
Smuggler	0	0	0	2	1	2	0	1
Central Core	2	1	0	0	0	2	1	1
Red Mountain	2	0	1	1	4	0	1	1
West End	2	3	0	3	1	5	2	3
West Aspen	12	3	2	5	6	8	9	6
McLain Flats	5	0	0	4	0	4	1	2
Brush Creek Village	4	0	0	0	2	1	1	0
<b>Snowmass Village</b>	<b>8</b>	<b>2</b>	<b>0</b>	<b>6</b>	<b>4</b>	<b>6</b>	<b>18</b>	<b>8</b>
<b>Basalt</b>	<b>22</b>	<b>2</b>	<b>17</b>	<b>21</b>	<b>11</b>	<b>6</b>	<b>8</b>	<b>11</b>
Basalt Proper	12	2	15	7	5	3	5	6
El Jebel	1	0	0	4	2	1	0	0
Frying Pan/Reudi	6	0	2	7	3	2	3	3
Emma/Sopris Creek	3	0	0	3	1	0	0	2

## single family lots by average price range

	listed		closed					
	active	pending	2018 YTD	2017	2016	2015	2014	2013
<b>Aspen</b>	<b>23</b>	<b>7</b>	<b>4</b>	<b>16</b>	<b>15</b>	<b>25</b>	<b>21</b>	<b>18</b>
under \$1M	0	0	0	2	0	2	3	1
\$1M-\$2M	2	0	0	3	5	4	6	4
\$2M-\$3M	3	1	3	4	0	3	6	7
\$3M-\$4M	9	2	0	4	2	7	3	5
\$4M-\$5M	0	2	0	1	4	2	1	0
\$5M-\$6M	0	0	0	0	0	3	1	1
over \$6M	9	2	1	2	4	4	1	0
<b>Snowmass Village</b>	<b>8</b>	<b>2</b>	<b>0</b>	<b>6</b>	<b>4</b>	<b>6</b>	<b>18</b>	<b>8</b>
under \$1M	0	0	0	0	0	2	6	3
\$1M-\$1.5M	2	0	0	2	2	3	6	3
\$1.5M-\$2M	0	1	0	1	0	1	2	2
\$2M-\$2.5M	1	0	0	0	0	0	0	0
\$2.5M-\$3M	1	0	0	2	1	0	0	0
\$3M-\$3.5M	0	0	0	0	1	0	1	0
over \$3.5M	4	1	0	1	0	0	3	0
<b>Basalt</b>	<b>22</b>	<b>2</b>	<b>17</b>	<b>21</b>	<b>11</b>	<b>6</b>	<b>8</b>	<b>11</b>
under \$0.1M	3	0	2	4	2	0	2	1
\$0.1M-\$0.2M	1	0	0	4	4	3	2	6
\$0.2M-\$0.3M	5	1	5	7	4	2	1	2
\$0.3M-\$0.4M	4	0	0	2	1	0	3	0
\$0.4M-\$0.5M	1	0	0	1	0	0	0	1
\$0.5M-\$0.6M	1	1	0	0	0	0	0	0
over \$0.6M	7	0	10	3	0	1	0	1

# single family lot comparative activity

by area, as of 05/31

excludes luxury properties  
due to distortion of averages

(reported separately)

listed			closed										
	active	pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>EAST ASPEN</b>													
Number of Listings or Sales	0	0	1	0%	1	1	1	1	3	6	4	6	2
AVG Sold Price			\$2,250,000	38%	\$1,635,000	\$2,250,000	\$1,635,000	\$3,000,000	\$3,183,333	\$2,087,500	\$2,263,875	\$2,864,833	\$2,500,000
AVG Asking Price	\$0	\$0	\$2,600,000	45%	\$1,795,000	\$2,600,000	\$1,795,000	\$3,295,000	\$3,633,333	\$2,699,833	\$2,573,750	\$3,309,917	\$2,847,500
AVG Ask/Sold Discount %			13.5%	0.5	8.9%	13.5%	8.9%	9.0%	11.4%	21.2%	14.3%	19.0%	12.5%
AVG Days on Market	0	0	38	-70%	125	38	125	465	1581	197	375	487	505
<b>SMUGGLER</b>													
Number of Listings or Sales	0	0	0	-100%	1	1	2	1	1	0	1	2	0
AVG Sold Price			\$0	-100%	\$1,745,000	\$3,600,000	\$2,672,500	\$1,900,000	\$2,070,000	\$0	\$1,100,000	\$2,570,000	\$0
AVG Asking Price	\$0	\$0	\$0	-100%	\$1,799,000	\$4,250,000	\$3,024,500	\$1,900,000	\$2,070,000	\$0	\$1,300,000	\$3,550,000	\$0
AVG Ask/Sold Discount %			0.0%	-1.0	3.0%	15.3%	9.1%	0.0%	0.0%	0.0%	15.4%	38.4%	0.0%
AVG Days on Market	0	0	0	-100%	429	152	291	303	0	0	401	396	0
<b>CENTRAL CORE</b>													
Number of Listings or Sales	2	1	0		0	0	0	0	1	1	1	1	0
AVG Sold Price			\$0		\$0	\$0	\$0	\$0	\$4,400,000	\$1,600,000	\$2,950,000	\$2,400,000	\$0
AVG Asking Price	\$5,200,000	\$4,250,000	\$0		\$0	\$0	\$0	\$0	\$4,950,000	\$1,725,000	\$2,950,000	\$2,695,000	\$0
AVG Ask/Sold Discount %			0.0%		0.0%	0.0%	0.0%	0.0%	11.1%	7.2%	0.0%	10.9%	0.0%
AVG Days on Market	526	646	0		0	0	0	0	428	430	286	2677	0
<b>RED MOUNTAIN</b>													
Number of Listings or Sales	0	0	0		0	0	0	1	0	1	1	3	0
AVG Sold Price			\$0		\$0	\$0	\$0	\$6,200,000	\$0	\$7,000,000	\$5,250,000	\$6,055,555	\$0
AVG Asking Price	\$0	\$0	\$0		\$0	\$0	\$0	\$7,350,000	\$0	\$7,500,000	\$5,995,000	\$6,966,667	\$0
AVG Ask/Sold Discount %			0.0%		0.0%	0.0%	0.0%	15.6%	0.0%	6.7%	12.4%	12.5%	0.0%
AVG Days on Market	0	0	0		0	0	0	775	0	477	490	292	0
<b>WEST END</b>													
Number of Listings or Sales	2	3	0	-100%	2	1	3	1	5	2	3	2	2
AVG Sold Price			\$0	-100%	\$4,825,000	\$3,450,000	\$4,366,667	\$1,750,000	\$3,862,500	\$3,687,500	\$2,493,333	\$3,000,000	\$1,801,750
AVG Asking Price	\$2,350,000	\$4,060,000	\$0	-\$1	\$4,997,500	\$3,800,000	\$4,598,333	\$1,995,000	\$3,927,800	\$3,697,500	\$2,681,833	\$3,375,000	\$2,384,000
AVG Ask/Sold Discount %			0.0%	-1.0	3.3%	9.2%	5.3%	12.3%	2.0%	0.3%	7.5%	13.6%	24.8%
AVG Days on Market	1095	1116	0	-100%	518	246	427	460	399	131	583	425	278
<b>WEST ASPEN</b>													
Number of Listings or Sales	9	2	2	100%	1	6	5	6	8	9	6	6	3
AVG Sold Price			\$2,725,000	948%	\$260,000	\$2,386,667	\$1,826,000	\$3,594,583	\$4,337,500	\$2,627,177	\$2,525,000	\$2,446,667	\$2,532,333
AVG Asking Price	\$3,715,556	\$3,750,000	\$2,975,000	\$7	\$395,000	\$2,640,000	\$2,057,000	\$3,837,500	\$4,730,625	\$3,171,111	\$3,030,833	\$2,910,000	\$2,946,667
AVG Ask/Sold Discount %			8.4%	-0.8	34.2%	12.1%	18.0%	7.1%	7.1%	17.6%	16.7%	13.6%	13.9%
AVG Days on Market	556	1050	683	40%	487	363	259	399	240	539	617	270	814
<b>MCLAIN FLATS</b>													
Number of Listings or Sales	4	0	0	-100%	1	3	4	0	4	1	2	4	3
AVG Sold Price			\$0	-100%	\$2,050,000	\$2,476,833	\$2,370,125	\$0	\$2,300,000	\$1,070,000	\$2,575,000	\$3,631,250	\$1,435,000
AVG Asking Price	\$4,098,750	\$0	\$0	-\$1	\$2,750,000	\$3,163,333	\$3,060,000	\$0	\$2,875,000	\$1,500,000	\$2,947,500	\$4,617,500	\$1,895,000
AVG Ask/Sold Discount %			0.0%	-1.0	25.5%	21.9%	22.8%	0.0%	20.6%	28.7%	11.9%	16.8%	23.3%
AVG Days on Market	169	0	0	-100%	219	801	656	0	855	0	327	817	302
<b>SNOWMASS VILLAGE - Ski Access</b>													
Number of Listings or Sales	4	0	0	-100%	1	3	4	0	4	1	2	4	3
AVG Sold Price			\$0	-100%	\$2,050,000	\$2,476,833	\$2,370,125	\$0	\$2,300,000	\$1,070,000	\$2,575,000	\$3,631,250	\$1,435,000
AVG Asking Price	\$4,098,750	\$0	\$0	-\$1	\$2,750,000	\$3,163,333	\$3,060,000	\$0	\$2,875,000	\$1,500,000	\$2,947,500	\$4,617,500	\$1,895,000
AVG Ask/Sold Discount %			0.0%	-1.0	25.5%	21.9%	22.8%	0.0%	20.6%	28.7%	11.9%	16.8%	23.3%
AVG Days on Market	169	0	0	-100%	219	801	656	0	855	0	327	817	302

# single family lot comparative activity

by area, as of 05/31

excludes luxury properties  
due to distortion of averages

(reported separately)

listed			closed												
<b>Number of Listings or Sales</b>	5	0	0	-100%	12	2	3	2	1	6	2	2	0		
AVG Sold Price			\$0	-100%	\$1,600,000	\$2,600,000	\$2,266,667	\$3,050,000	\$1,500,000	\$2,862,500	\$1,712,500	\$3,925,000	\$0		
AVG Asking Price	\$3,908,000	\$0	\$0	-\$1	\$1,950,000	\$2,775,000	\$2,500,000	\$3,249,500	\$1,595,000	\$3,457,500	\$1,947,500	\$4,247,500	\$0		
AVG Ask/Sold Discount %			0.0%	-1.0	2000.0%	6.2%	10.1%	6.2%	6.0%	16.7%	11.5%	7.1%	0.0%		
AVG Days on Market	1608	0	0	-100%	569	86	247	440	265	820	1687	211	0		
<b>SNOWMASS VILLAGE - Off-Mtn</b>			Listed	Pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>Number of Listings or Sales</b>	2	1	0	-100%	1	1	2	2	5	12	6	1	5		
AVG Sold Price			\$0	-100%	\$1,325,000	\$1,450,000	\$1,387,500	\$1,051,250	\$1,144,000	\$1,077,167	\$1,001,667	\$650,000	\$1,035,000		
AVG Asking Price	\$1,347,000	\$1,500,000	\$0	-\$1	\$1,500,000	\$1,550,000	\$1,525,000	\$1,175,000	\$1,195,000	\$1,225,250	\$1,272,167	\$725,000	\$1,143,800		
AVG Ask/Sold Discount %			0.0%	-1.0	11.7%	6.5%	9.1%	10.5%	4.3%	9.0%	20.3%	10.3%	7.8%		
AVG Days on Market	254	1260	0	-100%	435	281	358	104	156	281	547	37	316		
<b>WOODY CREEK</b>			Listed	Pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>Number of Listings or Sales</b>	1	1	4	300%	1	5	2	3	3	0	1	3	3		
AVG Sold Price			\$2,096,250	-9%	\$2,300,000	\$1,937,000	\$1,800,000	\$1,246,667	\$758,021	\$0	\$2,350,000	\$1,418,333	\$1,188,333		
AVG Asking Price	\$3,500,000	\$1,650,000	\$2,573,750	\$0	\$2,495,000	\$2,339,000	\$1,947,500	\$1,381,667	\$831,667	\$0	\$2,580,000	\$1,948,333	\$1,405,000		
AVG Ask/Sold Discount %			17.0%	1.2	7.8%	15.0%	7.5%	9.9%	8.6%	0.0%	8.9%	25.3%	34.3%		
AVG Days on Market	72	405	428	-7%	462	487	594	276	827	0	149	1088	936		
<b>OLD SNOWMASS</b>			Listed	Pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>Number of Listings or Sales</b>	11	1	5	67%	3	6	4	2	3	4	3	3	1		
AVG Sold Price			\$426,200	-33%	\$633,333	\$405,167	\$550,000	\$537,500	\$1,131,667	\$681,250	\$325,000	\$1,045,000	\$220,000		
AVG Asking Price	\$789,500	\$350,000	\$459,600	\$0	\$731,667	\$441,333	\$636,250	\$625,000	\$1,304,667	\$756,250	\$409,633	\$1,238,000	\$248,000		
AVG Ask/Sold Discount %			5.6%	-0.6	13.0%	7.0%	13.3%	13.2%	9.5%	10.0%	27.8%	12.8%	11.3%		
AVG Days on Market	399	364	564	-50%	1137	501	899	182	513	382	553	309	507		
<b>BRUSH CREEK VLG</b>			Listed	Pending	2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>Number of Listings or Sales</b>	34	1	0		0	0	0	2	1	1	0	1	1		
AVG Sold Price			\$0		\$0	\$0	\$0	\$1,550,000	\$500,000	\$250,000	\$0	\$1,000,000	\$325,000		
AVG Asking Price	\$468,171	\$189,000	\$0		\$0	\$0	\$0	\$1,822,500	\$595,000	\$299,000	\$0	\$1,825,000	\$379,000		
AVG Ask/Sold Discount %			0.0%		0.0%	0.0%	0.0%	14.7%	16.0%	16.4%	0.0%	45.2%	14.2%		
AVG Days on Market	639	1074	0		0	0	0	438	127	470	0	239	330		

BERKSHIRE HATHAWAY HomeServices Aspen Snowmass Properties

# single family lot comparative activity

by area, as of 05/31

BASALT PROPER			2018 YTD	change	2017 YTD	last 12 mo	2017	2016	2015	2014	2013	2012	2011
<b>Number of Listings or Sales</b>	12	2	15	275%	4	18	7	5	3	5	6	6	2
AVG Sold Price			\$1,352,200	463%	\$240,000	\$1,202,944	\$332,857	\$212,300	\$220,000	\$263,150	\$169,050	\$197,244	\$175,000
AVG Asking Price	\$710,916	\$383,750	\$1,374,533	\$4	\$276,250	\$1,223,167	\$357,714	\$232,600	\$245,000	\$285,000	\$187,500	\$239,167	\$204,500

single family lot comparative activity  
by area, as of 05/31

excludes luxury properties  
due to distortion of averages

(reported separately)

	listed		closed										
AVG Ask/Sold Discount %			3.4%	-0.7	12.0%	3.5%	8.6%	8.1%	10.2%	8.3%	9.5%	16.9%	18.6%
AVG Days on Market	232	531	322	-14%	376	345	413	438	434	483	188	351	595
<b>FRYING PAN/REUDI</b>	<b>Listed</b>	<b>Pending</b>	<b>2018 YTD</b>	<b>change</b>	<b>2017 YTD</b>	<b>last 12 mo</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Number of Listings or Sales</b>	<b>6</b>	<b>0</b>	<b>2</b>	<b>-50%</b>	<b>4</b>	<b>6</b>	<b>8</b>	<b>4</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>3</b>	<b>3</b>
AVG Sold Price			\$70,000	-46%	\$129,625	\$218,250	\$211,000	\$133,000	\$1,046,500	\$91,000	\$127,000	\$231,667	\$88,333
AVG Asking Price	\$788,833	\$0	\$79,000	\$0	\$144,875	\$230,250	\$225,375	\$136,725	\$1,311,500	\$95,833	\$151,833	\$267,333	\$101,000
AVG Ask/Sold Discount %			11.4%	-0.1	12.7%	9.1%	10.3%	4.5%	12.2%	6.0%	15.0%	12.0%	17.6%
AVG Days on Market	372	0	238	-51%	486	224	352	181	549	221	397	347	241
<b>EMMA/SOPRIS CREEK</b>	<b>Listed</b>	<b>Pending</b>	<b>2018 YTD</b>	<b>change</b>	<b>2017 YTD</b>	<b>last 12 mo</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Number of Listings or Sales</b>	<b>3</b>	<b>0</b>	<b>0</b>		<b>0</b>	<b>3</b>	<b>3</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>2</b>	<b>1</b>	<b>3</b>
AVG Sold Price	N/A	N/A	\$0		\$0	\$440,000	\$440,000	\$185,000	\$0	\$0	\$590,000	\$3,000,000	\$535,000
AVG Asking Price	\$513,333	\$0	\$0		\$0	\$488,333	\$488,333	\$245,000	\$0	\$0	\$722,500	\$3,500,000	\$623,000
AVG Ask/Sold Discount %	N/A	0.0%	0.0%		0.0%	11.9%	11.9%	24.5%	0.0%	0.0%	16.9%	14.3%	11.9%
AVG Days on Market	766	0	0		0	253	253	1319	0	0	195	139	296
<b>EL JEBEL</b>	<b>Listed</b>	<b>Pending</b>	<b>2018 YTD</b>	<b>change</b>	<b>2017 YTD</b>	<b>last 12 mo</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Number of Listings or Sales</b>	<b>1</b>	<b>1</b>	<b>0</b>		<b>0</b>	<b>4</b>	<b>4</b>	<b>2</b>	<b>3</b>	<b>3</b>	<b>2</b>	<b>1</b>	<b>3</b>
AVG Sold Price			\$0		\$0	\$242,500	\$242,500	\$206,250	\$139,000	\$153,333	\$147,500	\$2,900,000	\$102,667
AVG Asking Price	\$1,495,000	\$195,000	\$0		\$0	\$266,125	\$266,125	\$255,000	\$159,333	\$164,333	\$169,000	\$3,850,000	\$194,000
AVG Ask/Sold Discount %			0.0%		0.0%	8.9%	8.9%	18.5%	12.5%	6.1%	13.1%	24.7%	31.2%
AVG Days on Market	343	86	0		0	408	408	561	453	360	227	560	265
<b>MISSOURI HEIGHTS</b>	<b>Listed</b>	<b>Pending</b>	<b>2018 YTD</b>	<b>change</b>	<b>2017 YTD</b>	<b>last 12 mo</b>	<b>2017</b>	<b>2016</b>	<b>2015</b>	<b>2014</b>	<b>2013</b>	<b>2012</b>	<b>2011</b>
<b>Number of Listings or Sales</b>	<b>34</b>	<b>1</b>	<b>7</b>	<b>-22%</b>	<b>9</b>	<b>24</b>	<b>26</b>	<b>19</b>	<b>29</b>	<b>14</b>	<b>15</b>	<b>3</b>	<b>3</b>
AVG Sold Price			\$265,714	1%	\$262,500	\$241,313	\$242,077	\$176,987	\$209,759	\$457,966	\$190,933	\$141,667	\$261,667
AVG Asking Price	\$468,171	\$189,000	\$312,714	\$0	\$299,200	\$287,063	\$284,358	\$204,500	\$233,843	\$569,786	\$204,027	\$170,833	\$356,333
AVG Ask/Sold Discount %			9.5%	-0.2	12.2%	11.1%	11.9%	11.5%	8.5%	14.1%	5.3%	18.9%	13.6%
AVG Days on Market	639	1074	609	86%	327	730	623	916	507	567	160	341	383

# resort market index

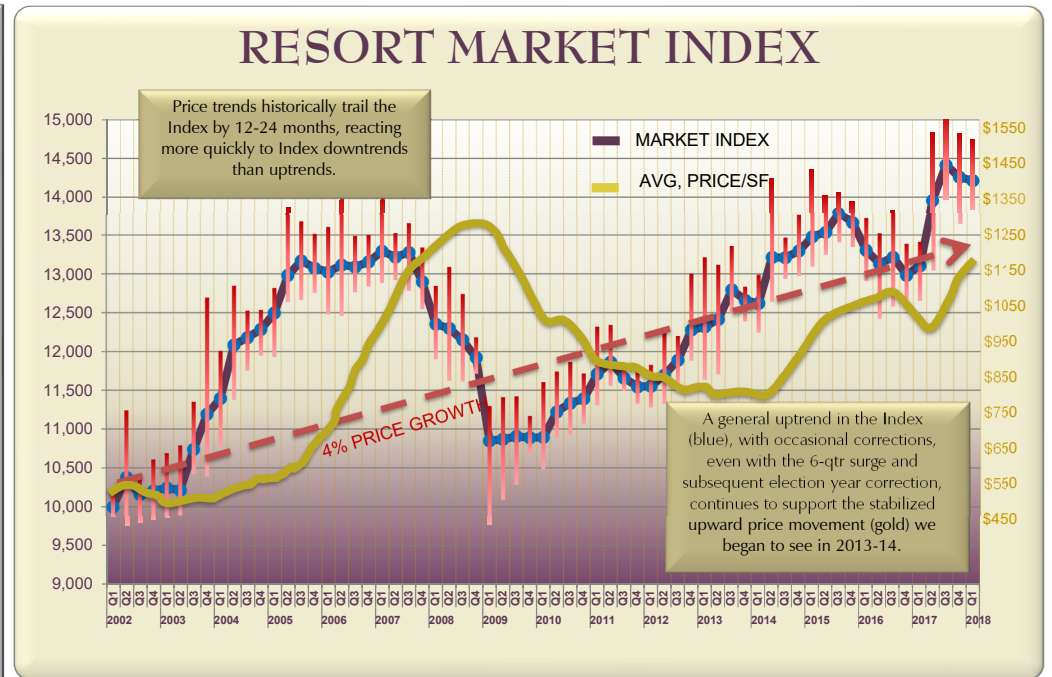
index suggests continued price growth

May 31, 2018

Our Resort Market Index measures the "strength" of the Aspen/Snowmass real estate market by tracking a variety of real estate trends. Different than a stock index, our Index (blue line) can be an excellent *predictor* of the future direction of pricing for our local real estate market. Because it is a composite of metrics, we have highs and lows during each quarter before the "close," which is represented by the blue line. The gold line is the average price per square foot of property sold in the resort market each quarter, and illustrates how prices trail the index (further behind index upswings than downturns, as buyers are slower to accept upward price pressures than downward ones).

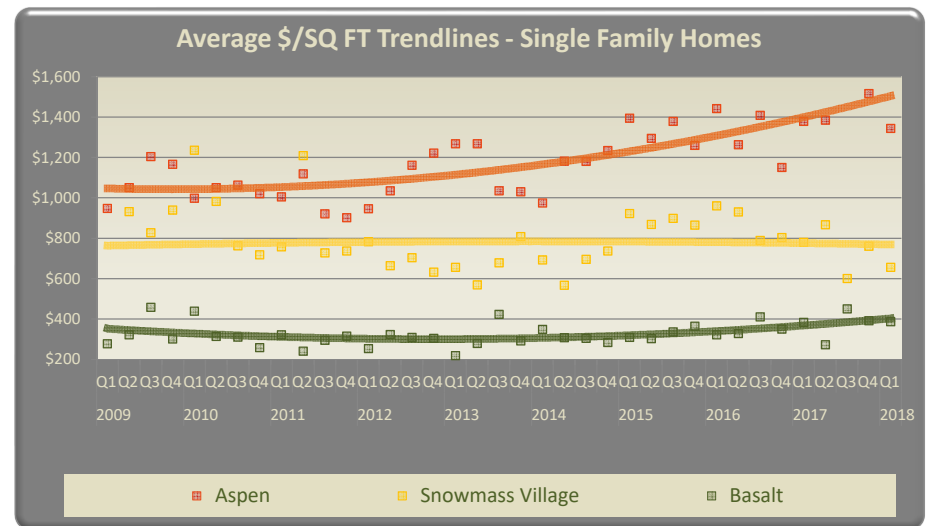
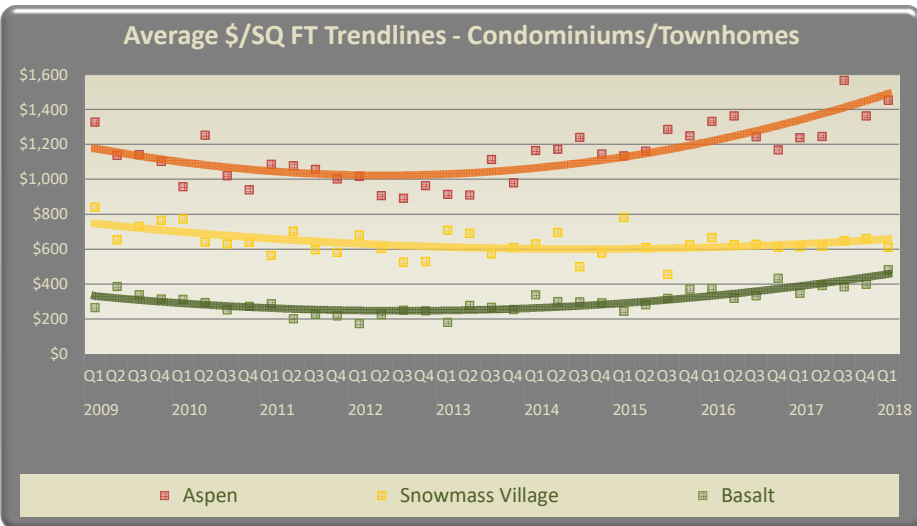
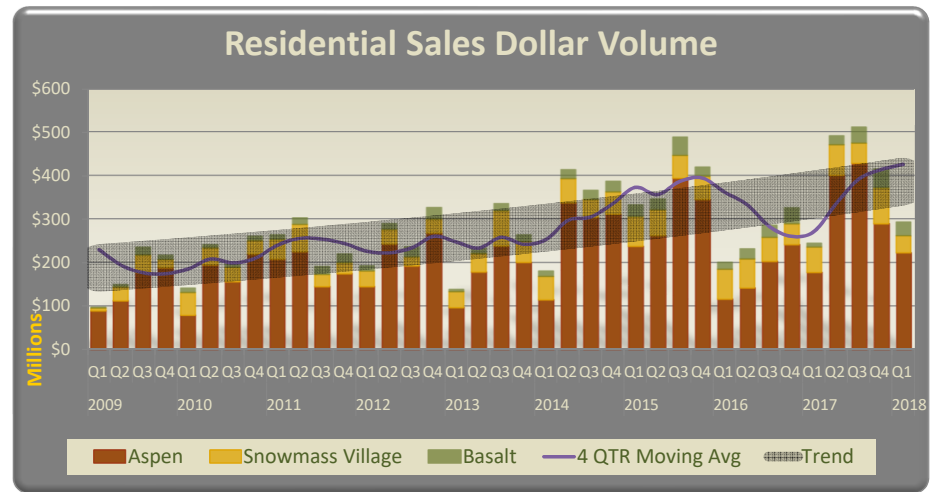
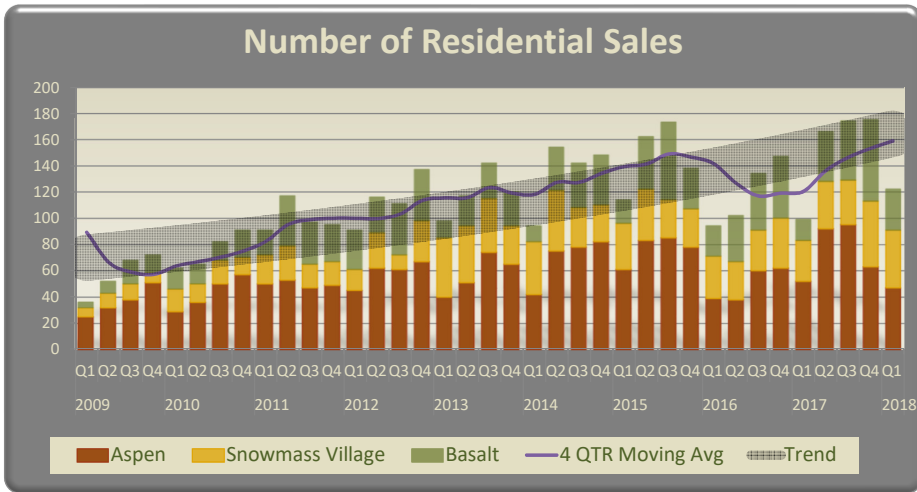
The Index has reliably indicated future price movement, approximately 8-14 quarters before a rise and 4-8 quarters before a fall. It has continued an upward climb that began in 2010, translating to prices in 2014, and beginning an upward trend interrupted only by the 2016 election year uncertainty (anticipating price declines 6 quarters in advance of actual declines). Aspen/Snowmass real estate fundamentals are strong - listing inventory (supply) has slowly decreased as sales have increased at an average annual pace of about 20% since the low point of the recession. At the same time, prices have increased at about 8% per year since the recovery began. And while sales (demand) fell from the 2015 spike in Aspen, the relative values in Snowmass began to drive that single family home market, especially the ski-accessible segment. The 2016 Index drop typified election year disruption, and 2017 growth continued the overall Index direction and renewed upward pressure on prices consistent with the sustained Index climb in 2014-15. Note the reasonable Index variation around a 4% growth trend line, unlike the 2003-05 Index, which forecast the 2006-08 price runup.

Among a number of metrics tracked by the index are transaction and dollar volume changes, and variation in sales prices per square foot. The accompanying graphs illustrate a general stabilization and gathering strength, with still growing sales volumes from the 2009 collapse levels.



# residential sales activity summary graphs

## quarterly sales, volume, and price trendlines





# THE ASPEN REPORT<sup>©</sup>

## MONTHLY



**BERKSHIRE HATHAWAY**  
HomeServices  
Aspen Snowmass Properties

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