

“ Total sales grew across the region with condos outperforming single-families. ”

Aspen Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$3,449,243	-13.0%	\$3,962,713	-25.4%	\$4,621,323
Average Price per Sq Ft	\$1,275	-7.5%	\$1,378	-10.8%	\$1,429
Median Sales Price	\$1,995,000	-36.2%	\$3,125,000	-27.5%	\$2,750,000
Number of Sales (Closed)	67	24.1%	54	11.7%	60
Days on Market (From Last List Date)	271	17.8%	230	-0.7%	273
Listing Discount (From Last List Price)	8.6%		5.0%		8.0%
Listing Inventory	307	-12.5%	351	5.1%	292
Months to Sell	13.7	-29.7%	19.5	-6.2%	14.6
Average Square Feet (Closed)	2,705	-5.9%	2,875	-16.4%	3,234

The number of market-wide sales rose year over year for the first time in 2018.

Snowmass Village Market Matrix	Q4-2018	%Δ (QTR)	Q3-2018	%Δ (YR)	Q4-2017
Average Sales Price	\$1,414,941	0.4%	\$1,409,692	-10.2%	\$1,575,000
Average Price per Sq Ft	\$769	10.0%	\$699	5.6%	\$728
Median Sales Price	\$997,500	43.5%	\$695,000	15.0%	\$867,530
Number of Sales (Closed)	66	34.7%	49	20.0%	55
Days on Market (From Last List Date)	268	3.5%	259	-11.8%	304
Listing Discount (From Last List Price)	5.7%		11.6%		8.5%
Listing Inventory	252	-11.9%	286	6.3%	237
Months to Sell	11.5	-34.3%	17.5	-10.9%	12.9
Average Square Feet (Closed)	1,840	-8.8%	2,018	-15.0%	2,165

Rising sales has been a multi-year streak while the sales mix emphasized smaller properties.