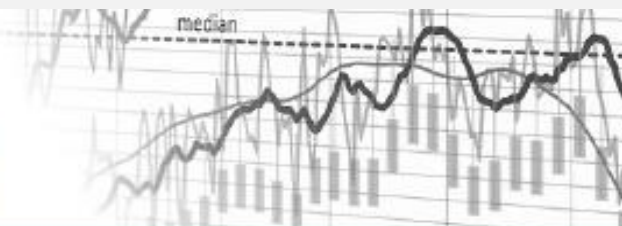
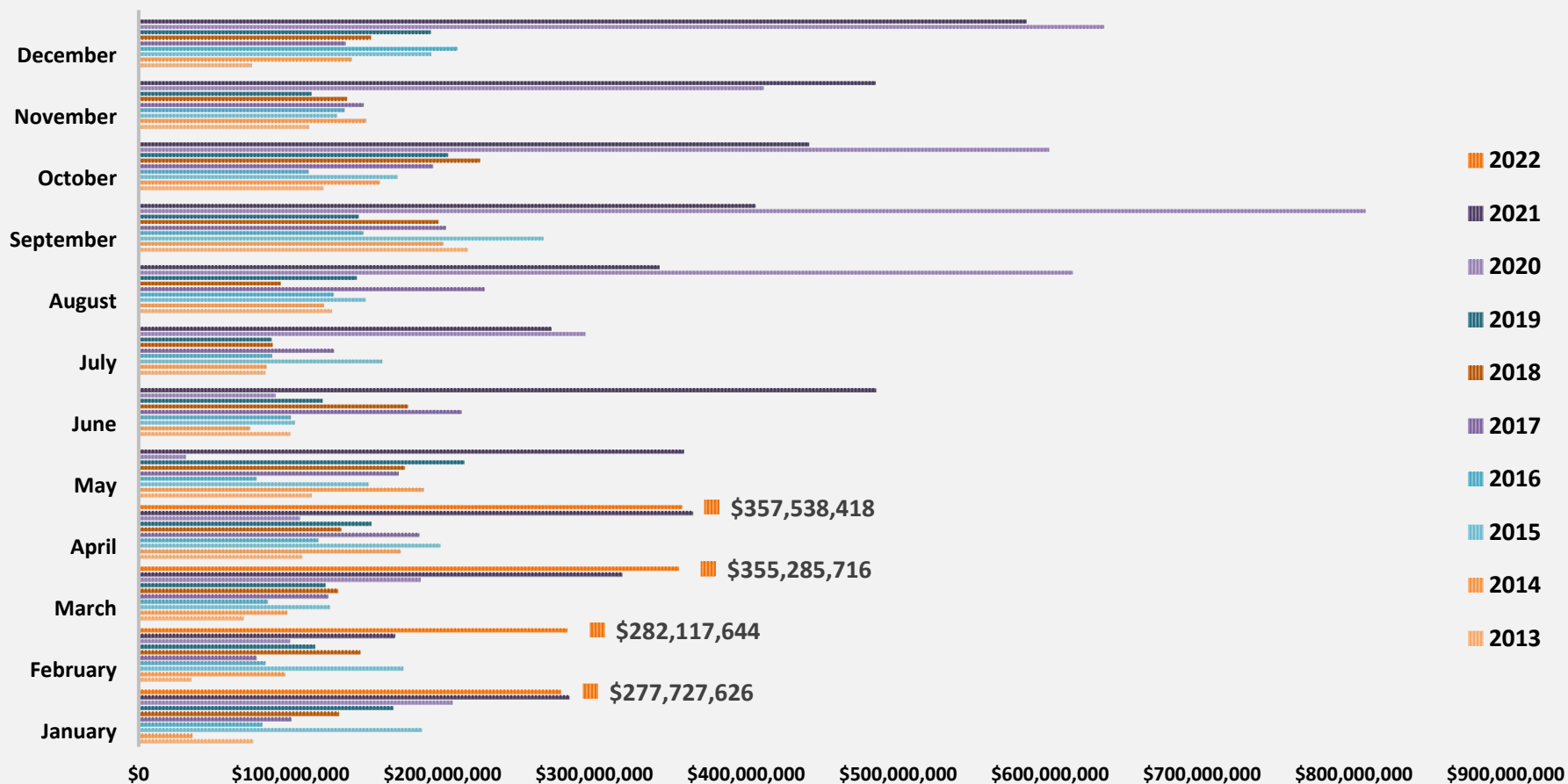




# Pitkin County Market ANALYSIS



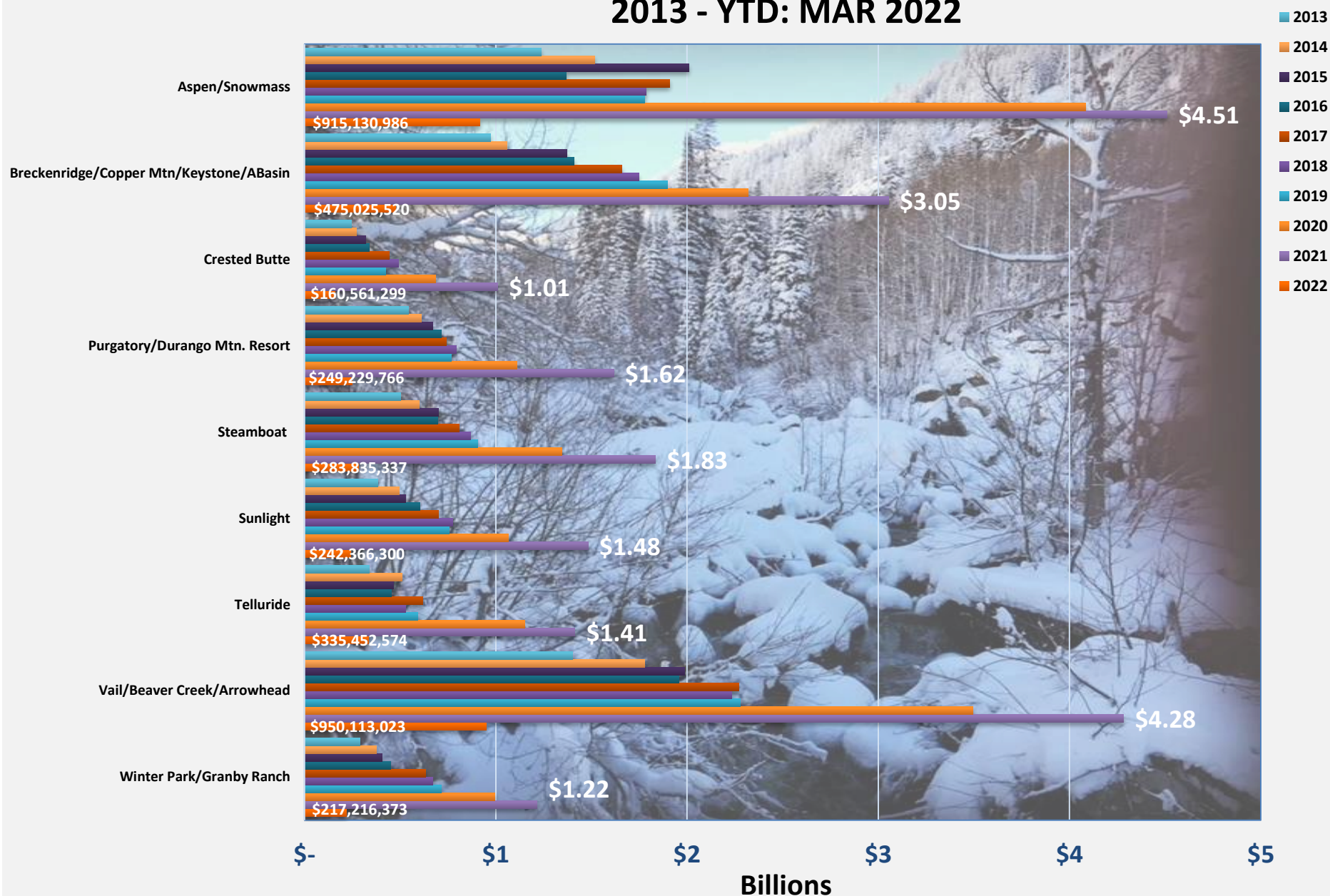
## Fee Simple Sales Volume Pitkin County: 2013 - YTD: 2022



Compliments of Land  
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Company

# Colorado Ski Resort Gross Sales Transaction by County

## 2013 - YTD: MAR 2022



Compliments of Land Title Guarantee Company mountain offices located in Aspen, Avon, Basalt, Breckenridge, Crested Butte, Dillon, Durango, Eagle, Frisco, Glenwood Springs, Steamboat Springs, Telluride, Vail & Winter Park., serving Colorado since 1967.  
Data is deemed reliable but is not guaranteed. Copyright © 2022, All Rights Reserved.



## Historic Fee Simple Transaction Analysis

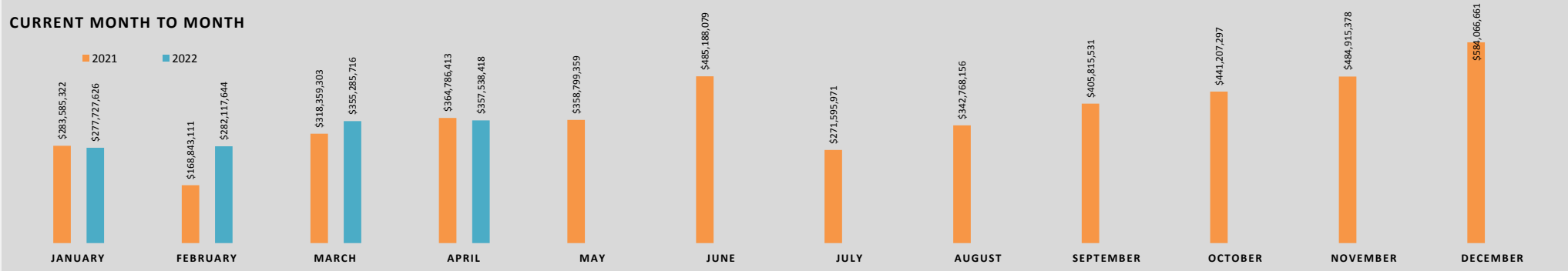
Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	YTD: 2022	% Change vs. Previous Year
January	\$75,588,955	\$35,592,328	\$186,520,543	\$81,338,490	\$100,685,827	\$131,772,908	\$167,476,404	\$206,872,731	\$283,585,322	\$277,727,626	-2.07%
February	\$34,756,879	\$96,506,369	\$174,375,128	\$83,523,400	\$77,696,702	\$145,777,925	\$116,078,532	\$99,826,204	\$168,843,111	\$282,117,644	67.09%
March	\$69,193,237	\$97,805,193	\$126,018,523	\$85,219,981	\$124,650,616	\$130,960,667	\$122,949,380	\$185,879,595	\$318,359,303	\$355,285,716	11.60%
April	\$107,933,030	\$172,030,423	\$198,596,859	\$118,317,037	\$184,615,168	\$133,196,041	\$153,135,041	\$106,287,478	\$364,786,413	\$357,538,418	-1.99%
May	\$114,044,463	\$187,358,202	\$151,307,058	\$77,727,050	\$171,224,048	\$174,874,725	\$214,164,785	\$31,495,617	\$358,799,359		-100.00%
June	\$99,784,738	\$73,504,025	\$103,091,638	\$100,329,014	\$212,384,634	\$176,913,441	\$121,054,949	\$90,059,801	\$485,188,079		-100.00%
July	\$83,551,350	\$84,125,294	\$160,535,981	\$87,904,171	\$128,545,092	\$88,177,721	\$87,590,476	\$294,161,607	\$271,595,971		-100.00%
August	\$127,377,401	\$121,968,946	\$149,535,975	\$128,412,764	\$227,631,116	\$93,477,856	\$143,341,457	\$614,855,652	\$342,768,156		-100.00%
September	\$216,617,642	\$200,084,788	\$266,268,790	\$147,943,518	\$202,325,835	\$196,861,769	\$144,700,794	\$807,466,344	\$405,815,531		-100.00%
October	\$121,835,246	\$158,401,154	\$170,451,700	\$111,893,824	\$193,780,114	\$224,277,951	\$203,324,478	\$599,332,528	\$441,207,297		-100.00%
November	\$112,317,241	\$149,521,948	\$130,724,793	\$135,731,079	\$148,000,294	\$136,981,776	\$113,707,260	\$411,380,808	\$484,915,378		-100.00%
December	\$74,667,650	\$140,159,693	\$192,691,656	\$209,683,067	\$136,154,679	\$152,728,797	\$192,026,044	\$635,631,008	\$584,066,661		-100.00%
YTD Totals	\$287,472,101	\$401,934,313	\$685,511,053	\$368,398,908	\$487,648,313	\$541,707,541	\$559,639,357	\$598,866,008	\$1,135,574,149	\$1,272,669,404	12.07%
Annual Totals	\$1,237,667,832	\$1,517,058,363	\$2,010,118,644	\$1,368,023,395	\$1,907,694,125	\$1,786,001,577	\$1,779,549,600	\$4,083,249,373	\$4,509,930,581	\$1,272,669,404	-71.78%

Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	YTD: 2022	% Change vs. Previous Year
January	36	27	49	36	55	52	51	64	81	57	-29.63%
February	35	61	37	31	43	55	39	41	59	60	1.69%
March	53	77	98	42	59	70	54	44	111	53	-52.25%
April	60	67	72	50	65	68	63	37	135	76	-43.70%
May	64	73	70	34	76	63	81	27	115		-100.00%
June	48	42	69	47	75	70	53	40	112		-100.00%
July	67	50	58	54	55	46	46	85	84		-100.00%
August	55	62	60	66	78	63	62	143	107		-100.00%
September	85	74	93	71	96	78	58	186	111		-100.00%
October	64	77	69	58	73	91	70	139	98		-100.00%
November	53	65	49	56	65	73	55	110	101		-100.00%
December	47	72	66	62	66	66	70	112	89		-100.00%
YTD Totals	184	232	256	159	222	245	207	186	386	246	-36.27%
Annual Totals	667	747	790	607	806	795	702	1,028	1,203	246	-79.55%

Interval Transactions are not included in these tables. See Interval Sales Transactions included in the Yearly Side by Side Analysis (last page)  
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Please note: The above figures are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate but are not guaranteed.

### CURRENT MONTH TO MONTH





## Market Snapshot by Area

### 2021 versus 2022

Area	Average Price Single Family 2021	Average Price Single Family YTD: 2022	% Change vs. Previous Year-to-Date	Average Price Multi-Family 2021	Average Price Multi-Family YTD: 2022	% Change vs. Previous Year-to-Date	Average Price Vacant Land 2021	Average Price Vacant Land YTD: 2022	% Change vs. Previous Year-to-Date
Aspen: Zone1	\$12,685,882	\$15,742,759	24%	\$2,889,384	\$4,333,697	50%	\$5,769,375	\$4,690,000	-19%
Snowmass Village: Zone 2	\$5,873,171	\$7,306,981	24%	\$1,417,341	\$1,862,212	31%	\$2,402,917	\$7,660,000	219%
Woody Creek: Zone 3	\$9,150,417	\$17,000,000	86%	\$0	\$0	0%	\$4,000,000	\$5,800,000	45%
Old Snowmass: Zone 4	\$3,422,020	\$7,387,500	116%	\$418,333	\$400,000	-4%	\$1,443,375	\$0	n/a
Basalt: Zone 5	\$1,941,200	\$1,505,000	-22%	\$663,397	\$663,556	0%	\$438,618	\$507,600	16%
Carbondale: Zone 6	\$780,396	\$0	n/a	\$0	\$0	0%	\$262,500	\$0	n/a
Redstone: Zone 8	\$908,180	\$0	n/a	\$728,333	\$195,000	-73%	\$222,833	\$80,250	-64%
<b>Gross Mean:</b>	<b>\$7,905,394</b>	<b>\$11,530,248</b>	<b>46%</b>	<b>\$2,075,915</b>	<b>\$3,049,735</b>	<b>47%</b>	<b>\$1,859,407</b>	<b>\$3,349,233</b>	<b>80%</b>

Area	Median Price Single Family 2021	Median Price Single Family YTD: 2022	% Change vs. Previous Year-to-Date	Median Price Multi-Family 2021	Median Price Multi-Family YTD: 2022	% Change vs. Previous Year-to-Date	Median Price Vacant Land 2021	Median Price Vacant Land YTD: 2022	% Change vs. Previous Year-to-Date
Aspen: Zone1	\$9,875,000	\$13,250,000	34%	\$2,020,000	\$2,925,000	45%	\$4,450,000	\$3,000,000	-33%
Snowmass Village: Zone 2	\$5,200,000	\$5,850,000	13%	\$925,000	\$1,460,000	58%	\$2,500,000	\$1,100,000	-56%
Woody Creek: Zone 3	\$4,950,000	\$0	n/a	\$0	\$0	0%	n/a	n/a	n/a
Old Snowmass: Zone 4	\$3,141,000	\$2,375,000	-24%	\$405,000	n/a	n/a	\$585,500	\$0	n/a
Basalt: Zone 5	\$1,295,000	\$0	n/a	\$750,000	\$655,500	-13%	\$271,500	\$575,000	112%
Carbondale: Zone 6	\$719,000	\$0	n/a	\$0	\$0	0%	n/a	\$0	n/a
Redstone: Zone 8	\$749,500	\$0	n/a	\$295,000	\$0	n/a	\$140,000	n/a	n/a
<b>Gross Mean:</b>	<b>\$5,462,500</b>	<b>\$7,950,000</b>	<b>46%</b>	<b>\$1,225,000</b>	<b>\$1,810,000</b>	<b>48%</b>	<b>\$487,500</b>	<b>\$800,000</b>	<b>64%</b>

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## Market Analysis by Area

April 2022		All Transaction Summary					Residential Summary		
Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Sales Price	Median \$ Transaction Sales Price	Average \$ Residential Sales Price	Median \$ Residential Sales Price	Average \$ Residential PPSF
Aspen: Zone1	\$227,195,000	61.75%	30	29.41%	\$7,573,167	\$5,562,500	\$7,817,174	\$6,400,000	\$2,745
Snowmass Village: Zone 2	\$89,423,614	24.31%	23	22.55%	\$3,887,983	\$2,200,000	\$4,049,937	\$2,500,000	\$1,496
Woody Creek: Zone 3	\$17,000,000	4.62%	1	0.98%	\$17,000,000	n/a	\$17,000,000	n/a	\$5,349
Old Snowmass: Zone 4	\$3,845,000	1.05%	3	2.94%	\$1,281,667	\$1,000,000	\$2,450,000	n/a	\$973
Basalt: Zone 5	\$3,981,000	1.08%	5	4.90%	\$796,200	\$736,000	\$796,200	\$736,000	\$728
Carbondale: Zone 6	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
Redstone: Zone 8	\$11,998,000	3.26%	2	1.96%	\$5,999,000	n/a	n/a	n/a	n/a
Deed Restricted Units	\$4,095,304	1.11%	11	10.78%	\$372,300	\$196,917	\$0	\$0	\$0
Interval Units	\$10,367,622	2.82%	26	25.49%	\$398,755	\$297,500	\$0	\$0	\$0
Quit Claim Deeds with Doc Fees	\$500	0.00%	1	0.98%	\$500	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$367,906,040</b>	<b>100.00%</b>	<b>102</b>	<b>100.00%</b>	<b>\$5,522,541</b>	<b>\$3,150,000</b>	<b>\$5,621,627</b>	<b>\$4,000,000</b>	<b>\$2,039</b>
<b>(NEW UNIT SALES)</b>	<b>\$25,350,000</b>	<b>6.89%</b>	<b>3</b>	<b>2.94%</b>	<b>\$8,450,000</b>	<b>\$5,750,000</b>	<b>\$8,450,000</b>	<b>\$5,750,000</b>	<b>\$2,301</b>

YTD: Apr. 2022		All Transaction Summary					Residential Summary		
Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Sales Price	Median \$ Transaction Sales Price	Average \$ Residential Sales Price	Median \$ Residential Sales Price	Average \$ Residential PPSF
Aspen: Zone1	\$901,853,152	68.18%	108	31.21%	\$8,350,492	\$4,675,000	\$8,136,718	\$4,850,000	\$2,821
Snowmass Village: Zone 2	\$249,157,514	18.84%	67	19.36%	\$3,718,769	\$1,970,000	\$3,618,589	\$2,225,000	\$1,420
Woody Creek: Zone 3	\$24,135,000	1.82%	5	1.45%	\$4,827,000	\$470,000	\$17,000,000	n/a	\$5,349
Old Snowmass: Zone 4	\$61,545,000	4.65%	12	3.47%	\$5,128,750	\$1,525,000	\$6,611,111	\$2,300,000	\$1,169
Basalt: Zone 5	\$10,285,449	0.78%	18	5.20%	\$571,414	\$477,000	\$757,050	\$736,000	\$666
Carbondale: Zone 6	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
Redstone: Zone 8	\$12,330,500	0.93%	4	1.16%	\$3,082,625	\$166,250	\$195,000	n/a	\$747
Deed Restrictred Units	\$13,361,789	1.01%	30	8.67%	\$445,393	\$230,394	\$0	\$0	\$0
Interval Units	\$50,123,811	3.79%	100	28.90%	\$501,238	\$307,500	\$0	\$0	\$0
Quit Claim Deeds with Doc Fees	\$1,000	0.00%	2	0.58%	\$500	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$1,322,793,215</b>	<b>100.00%</b>	<b>346</b>	<b>100.00%</b>	<b>\$5,884,610</b>	<b>\$2,800,000</b>	<b>\$6,010,387</b>	<b>\$2,950,000</b>	<b>\$2,107</b>
<b>(NEW UNIT SALES)</b>	<b>\$82,975,000</b>	<b>6.27%</b>	<b>9</b>	<b>8.82%</b>	<b>\$9,219,444</b>	<b>\$5,950,000</b>	<b>\$9,219,444</b>	<b>\$5,950,000</b>	<b>\$2,663</b>

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## Historic Interval Transaction Analysis

Month	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Increase /Decrease
January	\$2,642,400	\$4,284,883	\$7,685,884	\$1,496,536	\$2,215,550	\$10,541,100	\$7,691,000	\$1,252,500	\$9,360,600	\$2,582,528	\$9,651,514	274%
February	\$4,645,000	\$3,632,500	\$6,543,459	\$2,407,161	\$3,694,240	\$4,687,750	\$6,863,500	\$7,095,000	\$4,324,500	\$3,765,876	\$8,580,650	128%
March	\$4,032,000	\$3,890,934	\$6,089,850	\$2,915,441	\$4,023,220	\$6,518,999	\$4,117,500	\$11,331,575	\$7,308,700	\$11,332,387	\$21,524,025	90%
April	\$1,821,000	\$3,336,000	\$8,206,170	\$9,337,750	\$2,320,626	\$13,071,871	\$7,287,500	\$5,895,000	\$1,770,200	\$11,757,150	\$10,367,622	-12%
May	\$8,157,000	\$2,096,500	\$5,519,280	\$2,266,400	\$1,903,753	\$6,586,651	\$6,062,500	\$4,003,942	\$1,963,500	\$3,739,900		-100%
June	\$5,438,405	\$2,149,000	\$5,688,037	\$1,747,905	\$1,232,050	\$5,154,200	\$7,380,210	\$2,939,500	\$21,106,000	\$5,651,840		-100%
July	\$1,513,500	\$7,415,340	\$5,140,795	\$9,564,660	\$3,364,250	\$2,477,000	\$5,898,250	\$2,968,250	\$8,575,069	\$22,277,673		-100%
August	\$2,717,964	\$11,069,712	\$3,308,219	\$4,176,770	\$7,428,846	\$7,015,836	\$7,004,450	\$19,050,750	\$9,156,000	\$22,230,075		-100%
September	\$14,749,000	\$20,998,879	\$5,637,151	\$4,430,300	\$7,499,664	\$7,142,700	\$9,926,176	\$6,481,750	\$3,388,500	\$10,884,625		-100%
October	\$4,371,750	\$6,968,152	\$7,990,104	\$1,973,660	\$15,697,000	\$3,611,500	\$3,187,495	\$6,167,500	\$8,788,052	\$16,410,108		-100%
November	\$910,000	\$3,487,370	\$1,091,575	\$5,122,620	\$12,767,350	\$5,261,350	\$5,433,500	\$2,777,514	\$8,974,764	\$13,024,575		-100%
December	\$4,264,000	\$4,038,855	\$5,025,505	\$2,546,450	\$17,625,000	\$3,197,300	\$5,830,550	\$2,215,633	\$6,711,400	\$11,042,839		-100%
<b>Annual Totals</b>	<b>\$13,140,400</b>	<b>\$15,144,317</b>	<b>\$28,525,363</b>	<b>\$16,156,888</b>	<b>\$12,253,636</b>	<b>\$34,819,720</b>	<b>\$25,959,500</b>	<b>\$25,574,075</b>	<b>\$22,764,000</b>	<b>\$29,437,941</b>	<b>\$50,123,811</b>	<b>70%</b>
<b>Year-to-Date Totals</b>	<b>\$55,262,019</b>	<b>\$73,368,125</b>	<b>\$67,926,029</b>	<b>\$47,985,653</b>	<b>\$79,771,549</b>	<b>\$75,266,257</b>	<b>\$76,682,631</b>	<b>\$72,178,914</b>	<b>\$91,427,285</b>	<b>\$134,699,576</b>	<b>\$50,123,811</b>	<b>-63%</b>

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Interval Sales in 2013 reflect a sell-off in Innsbruck totalling: \$16,915,371 with 857 transactions that started in July, 2013 and continued throughout the end of the year.

Month	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Increase /Decrease
January	12	23	101	29	9	13	8	16	15	14	22	57%
February	12	9	23	28	18	16	15	9	10	15	20	33%
March	8	12	22	24	21	15	13	24	19	27	32	19%
April	11	12	93	63	18	22	13	11	8	32	26	-19%
May	12	11	81	20	24	19	10	14	5	12		-100%
June	12	6	35	15	8	17	8	14	16	12		-100%
July	9	314	10	25	8	6	13	13	17	31		-100%
August	9	107	75	16	27	23	18	50	24	42		-100%
September	21	324	194	23	25	21	17	10	20	27		-100%
October	17	36	135	23	28	17	18	22	38	63		-100%
November	9	54	13	22	21	12	14	12	26	38		-100%
December	8	127	45	14	16	8	22	6	12	25		-100%
<b>Annual Totals</b>	<b>43</b>	<b>56</b>	<b>239</b>	<b>144</b>	<b>66</b>	<b>66</b>	<b>49</b>	<b>60</b>	<b>52</b>	<b>88</b>	<b>100</b>	<b>14%</b>
<b>Year-to-Date Totals</b>	<b>140</b>	<b>1,035</b>	<b>827</b>	<b>302</b>	<b>223</b>	<b>189</b>	<b>169</b>	<b>201</b>	<b>210</b>	<b>338</b>	<b>100</b>	<b>-70%</b>

Interval Sales: 2014 at Innsbruck: 647 Transactions - Interval Sales: 2015 at Innsbruck: 75 Transactions. 2016 at Innsbruck = 11 Transactions. 2017 at Innsbruck = 1, 2018 at Innsbruck = 0, 2019 at Innsbruck = 6, 2020 at Innsbruck=2 2021 at Innsbruck = 3. 2022 at Innsbruck = 1.

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## Interval Sales Analysis by Project

### April 2022

Project / Legal	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Sales Price	Median \$ Sales Price
Innsbruck	\$13,200	0.13%	1	3.85%	\$13,200	n/a
Inns of Court	\$0	0.00%	0	0.00%	\$0	\$0
The Ritz Carlton Club: Aspen Highlands	\$95,222	0.92%	2	7.69%	\$47,611	n/a
Saint Regis Club: Aspen Residence Club	\$453,000	4.37%	2	7.69%	\$226,500	n/a
Grand Hyatt Aspen: GA Resort	\$140,000	1.35%	1	3.85%	\$140,000	n/a
Dancing Bear Aspen	\$1,100,000	10.61%	1	3.85%	\$1,100,000	n/a
A Storied Place: Countryside Condo	\$0	0.00%	0	0.00%	\$0	\$0
One Snowmass	\$1,942,000	18.73%	5	19.23%	\$388,400	\$380,000
Prospector	\$195,700	1.89%	4	15.38%	\$48,925	\$26,350
Residences at Little Nell	\$1,950,000	18.81%	1	3.85%	\$1,950,000	n/a
Roaring Fork Club: Club Suites	\$350,000	3.38%	1	3.85%	\$350,000	n/a
Roaring Fork Club: Roaring Fork PUD	\$1,565,000	15.10%	1	3.85%	\$1,565,000	n/a
Sanctuary	\$739,000	7.13%	2	7.69%	\$369,500	n/a
Shadow Mountain Lodge	\$13,500	0.13%	1	3.85%	\$13,500	n/a
Sky Residences & Lodge	\$711,000	6.86%	1	3.85%	\$711,000	n/a
The Residences at Snowmass Club	\$550,000	5.30%	2	7.69%	\$275,000	n/a
Crestwood	\$0	0.00%	0	0.00%	\$0	\$0
Timbers Club	\$550,000	5.30%	1	3.85%	\$550,000	n/a
<b>TOTAL</b>	<b>\$10,367,622</b>	<b>100.00%</b>	<b>26</b>	<b>100.00%</b>	<b>\$398,755</b>	<b>\$297,500</b>

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### YTD: Apr. 2022

Project / Legal	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Sales Price	Median \$ Sales Price
Innsbruck	\$13,200	0.03%	1	1.00%	\$13,200	n/a
Inns of Court	\$0	0.00%	0	0.00%	\$0	\$0
The Ritz Carlton Club - Aspen Highlands	\$982,636	1.96%	13	13.00%	\$75,587	\$58,900
Saint Regis Club - Aspen Residence Club	\$1,503,000	3.00%	5	5.00%	\$300,600	\$230,000
Grand Hyatt Aspen - GA Resort	\$2,923,775	5.83%	15	15.00%	\$194,918	\$115,000
Dancing Bear Aspen	\$8,130,000	16.22%	8	8.00%	\$1,016,250	\$1,000,000
A Storied Place - Countryside Condo	\$0	0.00%	0	0.00%	\$0	\$0
One Snowmass	\$6,467,000	12.90%	18	18.00%	\$359,278	\$379,000
Prospector	\$249,200	0.50%	6	6.00%	\$41,533	\$26,350
Residences at Little Nell	\$16,300,000	32.52%	6	6.00%	\$2,716,667	\$2,375,000
Roaring Fork Club - Club Suites	\$870,000	1.74%	3	3.00%	\$290,000	\$320,000
Roaring Fork Club - Roaring Fork PUD	\$1,565,000	3.12%	1	1.00%	\$1,565,000	n/a
Sanctuary	\$2,050,000	4.09%	6	6.00%	\$341,667	\$334,500
Shadow Mountain Lodge	\$13,500	0.03%	1	1.00%	\$13,500	n/a
Sky Residences & Lodge	\$3,993,000	7.97%	4	4.00%	\$998,250	\$930,000
The Residences at Snowmass Club	\$898,500	1.79%	4	4.00%	\$224,625	\$216,750
Crestwood	\$0	0.00%	0	0.00%	\$0	\$0
Timbers Club	\$4,165,000	8.31%	9	9.00%	\$462,778	\$510,000
<b>TOTAL</b>	<b>\$50,123,811</b>	<b>100.00%</b>	<b>100</b>	<b>100.00%</b>	<b>\$501,238</b>	<b>\$307,500</b>

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## Price Point Analysis

### April 2022

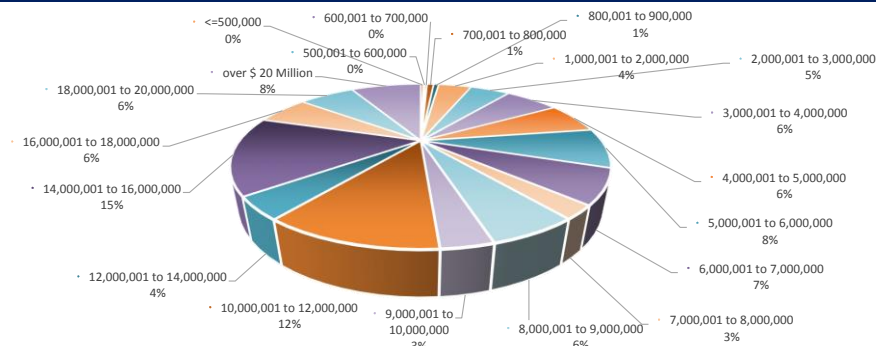
Average Residential Price: <b>\$5,621,627</b>		
	# Transactions	Gross Volume
<=500,000	3	\$890,000
500,001 to 600,000	1	\$575,000
600,001 to 700,000	1	\$675,000
700,001 to 800,000	3	\$2,221,000
800,001 to 900,000	2	\$1,720,000
900,001 to 1,000,000	0	\$0
1,000,001 to 2,000,000	7	\$11,005,000
2,000,001 to 3,000,000	5	\$13,185,000
3,000,001 to 4,000,000	5	\$17,550,000
4,000,001 to 5,000,000	4	\$18,201,809
5,000,001 to 6,000,000	4	\$22,726,805
6,000,001 to 7,000,000	3	\$19,400,000
7,000,001 to 8,000,000	1	\$7,350,000
8,000,001 to 9,000,000	2	\$17,275,000
9,000,001 to 10,000,000	1	\$9,975,000
10,000,001 to 12,000,000	3	\$33,725,000
12,000,001 to 14,000,000	1	\$12,250,000
14,000,001 to 16,000,000	3	\$44,850,000
16,000,001 to 18,000,000	1	\$17,000,000
18,000,001 to 20,000,000	1	\$18,250,000
over \$ 20 Million	1	\$23,500,000
<b>Total:</b>	<b>52</b>	<b>\$292,324,614</b>

### YTD: Apr. 2022

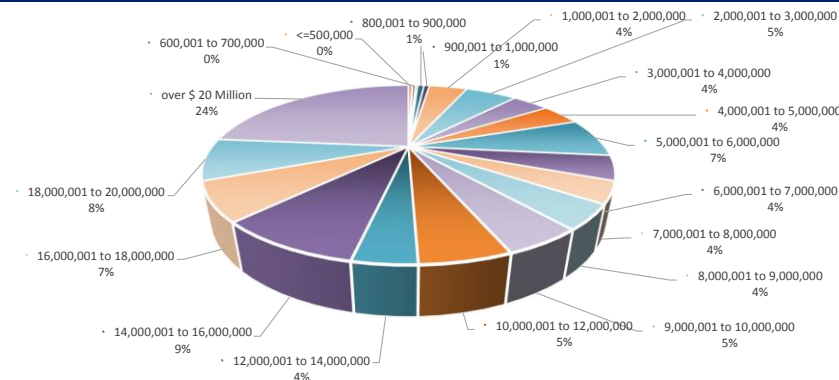
Average Residential Price: <b>\$6,010,387</b>		
	# Transactions	Gross Volume
<=500,000	14	\$3,925,349
500,001 to 600,000	1	\$575,000
600,001 to 700,000	5	\$3,345,000
700,001 to 800,000	3	\$2,221,000
800,001 to 900,000	8	\$6,934,000
900,001 to 1,000,000	6	\$5,876,000
1,000,001 to 2,000,000	27	\$40,939,000
2,000,001 to 3,000,000	21	\$54,601,000
3,000,001 to 4,000,000	11	\$38,650,000
4,000,001 to 5,000,000	9	\$40,936,809
5,000,001 to 6,000,000	13	\$72,851,805
6,000,001 to 7,000,000	7	\$45,245,000
7,000,001 to 8,000,000	5	\$38,675,000
8,000,001 to 9,000,000	5	\$42,955,000
9,000,001 to 10,000,000	5	\$48,980,448
10,000,001 to 12,000,000	5	\$55,525,000
12,000,001 to 14,000,000	3	\$38,700,000
14,000,001 to 16,000,000	6	\$89,650,000
16,000,001 to 18,000,000	4	\$68,845,000
18,000,001 to 20,000,000	4	\$77,375,000
over \$ 20 Million	7	\$238,950,000
<b>Total:</b>	<b>169</b>	<b>\$1,015,755,411</b>

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Land Title Residential Improved Transactions by Price Point: Pitkin County  
Gross Volume: April 2022



Land Title Residential Improved Transactions by Price Point: Pitkin County  
Number of Transactions: YTD. 2022



### Property Type Cost Index

April 2022	Number Trans.	Total Volume	Average Price
Single Family	22	\$209,733,614	\$9,533,346
Multi Family	30	\$82,591,000	\$2,753,033
Vacant Land	3	\$9,223,000	\$3,074,333
YTD: Apr. 2022	Number Trans.	Total Volume	Average Price
Single Family	59	\$680,284,614	\$11,530,248
Multi Family	110	\$335,470,797	\$3,049,735
Vacant Land	15	\$50,238,500	\$3,349,233



## Transaction by Type, Commercial, and Jumbo Sales Analysis

### Transactions by Property Type

April 2022				YTD: Apr. 2022			
	Number Trans.	Total Volume	% Gross		Number Trans.	Total Volume	% Gross
Residential Improved	52	\$292,324,614	79%	Residential Improved	169	\$1,015,755,411	77%
Commercial	7	\$49,622,500	13%	Commercial	19	\$173,125,204	13%
Development			0%	Development			
Vacant Land	3	\$9,223,000	3%	Vacant Land	15	\$50,238,500	4%
Interval Units	26	\$10,367,622	3%	Interval Units	100	\$50,123,811	4%
Employee Units	11	\$4,095,304	1%	Employee Units	30	\$13,361,789	1%
Garage Space			0%	Garage Space			
Mobile Home/Trailer Park	2	\$2,272,500	1%	Mobile Home/Trailer Park	6	\$4,257,500	0%
Open Space/Easement			0%	Open Space/Easement			
Quit Claim Deeds	1	\$500	0%	Quit Claim Deeds	2	\$1,000	0%
Partial Interest Sales			0%	Partial Interest Sales	3	\$6,480,000	0%
Hotel Suites			0%	Hotel Suites			
Easements			0%	Easements			
Related Parties			0%	Related Parties			
HOA Purchase			0%	HOA Purchase			
Historic Building			0%	Historic Building			
Horse Stalls/Cemetery Plots			0%	Horse Stalls			
Low Doc Fee/MultiUnits/NAL			0%	Low Doc Fee/MultiUnits	2	\$9,450,000	1%
Deed In Lieu of Foreclosure			0%	Deed in Lieu of Foreclosure			
Water Rights			0%	Water Rights			
Political/Exempt			0%	Political/Exempt			
Deed Restricted Land/Mining			0%	Deed Restricted Land/Mining			
<b>TOTAL ALL TRANSACTIONS:</b>	<b>102</b>	<b>\$367,906,040</b>	<b>100%</b>	<b>TOTAL ALL TRANSACTIONS:</b>	<b>346</b>	<b>\$1,322,793,215</b>	<b>100%</b>

### Commercial Cost Index

April 2022				YTD: Apr. 2022			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	6	\$49,297,500	\$8,216,250	Commercial Improved	16	\$96,325,204	\$6,020,325
Commercial Vacant	1	\$325,000	\$325,000	Commercial Vacant	3	\$76,800,000	\$25,600,000
Development	0	\$0	\$0	Development	0	\$0	\$0

2015				2018			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	38	\$236,501,700	\$6,223,729	Commercial Improved	27	\$148,247,601	\$5,490,652
Commercial Vacant	8	\$4,263,500	\$532,938	Commercial Vacant	7	\$11,247,000	\$1,606,714
Development	0	\$0	\$0	Development	2	\$6,309,330	\$3,154,665

2016				2019			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	24	\$130,944,230	\$5,456,010	Commercial Improved	26	\$72,595,154	\$2,792,121
Commercial Vacant	3	\$17,125,000	\$5,708,333	Commercial Vacant	6	\$1,660,000	\$276,667
Development	0	\$0	\$0	Development	0	\$0	\$0

2017				2020			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	37	\$124,638,424	\$3,368,606	Commercial Improved	40	\$289,249,500	\$7,231,238
Commercial Vacant	10	\$2,034,000	\$203,400	Commercial Vacant	9	\$2,563,063	\$284,785
Development	1	\$500,000	\$500,000	Development	1	\$19,000,000	\$19,000,000

2021				2022			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	51	\$329,736,615	\$6,465,424	Commercial Improved	51	\$329,736,615	\$6,465,424
Commercial Vacant	11	\$3,970,000	\$360,909	Commercial Vacant	11	\$3,970,000	\$360,909
Development	2	\$22,550,000	\$11,275,000	Development	2	\$22,550,000	\$11,275,000

### Jumbo Residential Sales Index

April 2022		
	# Trans	Gross Volume
417,001 to 650,000	1	\$575,000
650,001 to 999,999	6	\$4,616,000
Over 1,000,000	42	\$286,243,614
<b>Total:</b>	<b>49</b>	<b>\$291,434,614</b>

YTD: Apr. 2022		
	# Trans	Gross Volume
417,001 to 650,000	2	\$1,200,000
650,001 to 999,999	21	\$17,751,000
Over 1,000,000	132	\$992,879,062
<b>Total:</b>	<b>155</b>	<b>\$1,011,830,062</b>

Please note: The above figures are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate but are not guaranteed.

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## Market Highlights

April 2022

### Market Highlights

#### Top Priced Improved Residential Sale:

ACCOUNT	R003286
BEDROOM	4
BATH	4.50
YOC	1996
HEATED SQFT	6130
LANDSIZE	0.7705
RECEPTION	686756
PRICE	\$ 23,500,000.00
AREA	Z1
LEGAL	SUNNY ACRES Lot 2
PPSF	\$ 3,833.61
DATE	4/18/2022



#### Top Priced PSF Improved Residential Sale:

R010226
1
2.00
1984
990
0.0253
686713
\$ 4,925,000.00
Z1
ASPEN, CITY & TOWNSITE Lot F, Block 47
\$ 4,974.75
4/14/2022

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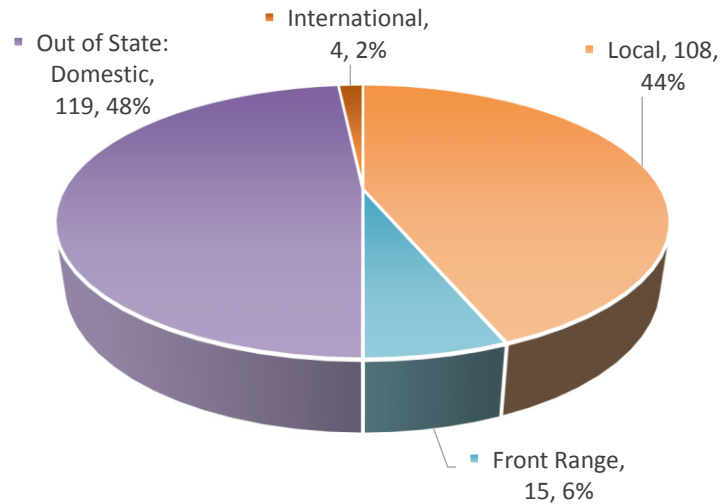
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## Purchaser Titlement Abstract

April 2022

### YTD: 2022



### Fee Simple Sales: Apr. 2022

Origin of Buyer	# of Trans.	% Overall
Local	37	49%
Front Range	4	5%
Out of State: Domestic	35	46%
International	0	0%
<b>Total Sales</b>	<b>76</b>	<b>100%</b>

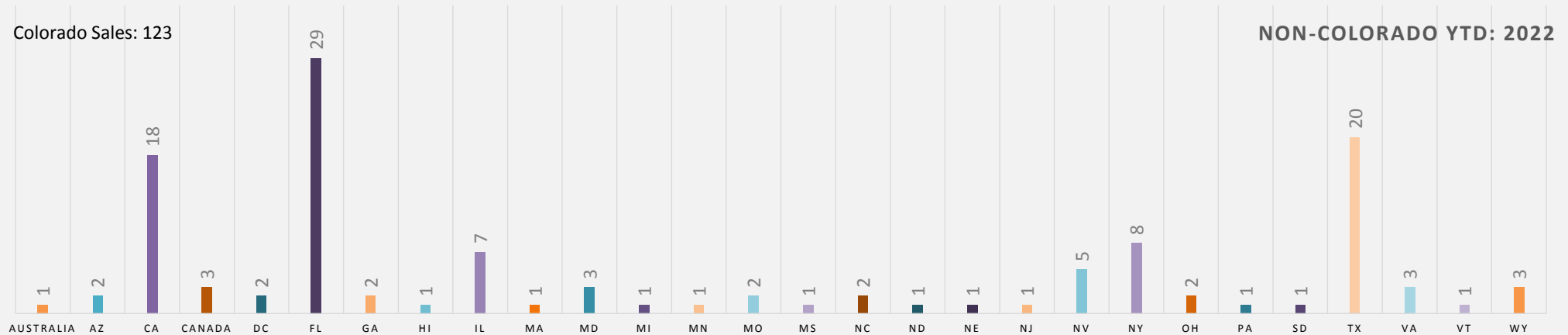
### Fee Simple Sales: YTD. 2022

Origin of Buyer	# of Trans.	% Overall
Local	108	44%
Front Range	15	6%
Out of State: Domestic	119	48%
International	4	2%
<b>Total Sales</b>	<b>246</b>	<b>100%</b>

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## Purchaser Titlement Detail

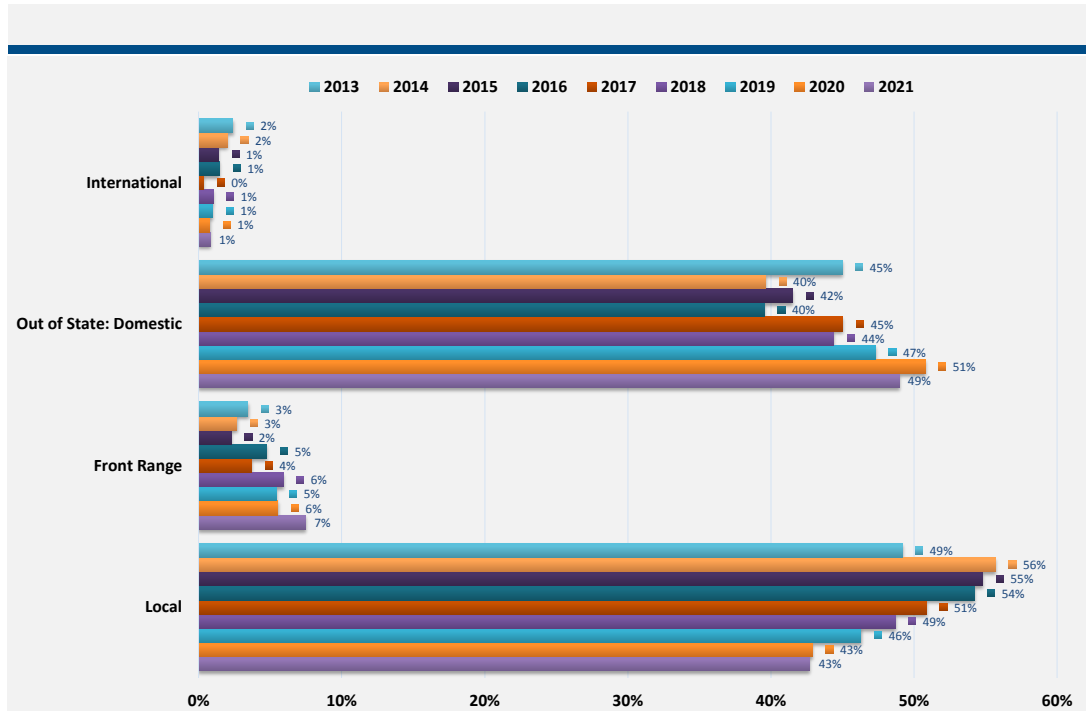
Colorado Sales: 123



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## Purchaser Titlement Abstract History



### Fee Simple Sales: 2021

Origin of Buyer	# of Trans.	% Overall
Local	514	43%
Front Range	90	7%
Out of State: Domestic	589	49%
International	10	1%
<b>Total Sales</b>	<b>1203</b>	<b>100%</b>

### Fee Simple Sales: 2020

Origin of Buyer	# of Trans.	% Overall
Local	441	43%
Front Range	57	6%
Out of State: Domestic	522	51%
International	8	1%
<b>Total Sales</b>	<b>1028</b>	<b>100%</b>

### Fee Simple Sales: 2019

Origin of Buyer	# of Trans.	% Overall
Local	325	46%
Front Range	38	5%
Out of State: Domestic	332	47%
International	7	1%
<b>Total Sales</b>	<b>702</b>	<b>100%</b>

### Fee Simple Sales: 2018

Origin of Buyer	# of Trans.	% Overall
Local	387	49%
Front Range	47	6%
Out of State: Domestic	353	44%
International	8	1%
<b>Total Sales</b>	<b>795</b>	<b>100%</b>

### Fee Simple Sales: 2017

Origin of Buyer	# of Trans.	% Overall
Local	410	51%
Front Range	30	4%
Out of State: Domestic	363	45%
International	3	0%
<b>Total Sales</b>	<b>806</b>	<b>100%</b>

### Fee Simple Sales: 2016

Origin of Buyer	# of Trans.	% Overall
Local	329	54%
Front Range	29	5%
Out of State: Domestic	240	40%
International	9	1%
<b>Total Sales</b>	<b>607</b>	<b>100%</b>

### Fee Simple Sales: 2015

Origin of Buyer	# of Trans.	% Overall
Local	433	55%
Front Range	18	2%
Out of State: Domestic	328	42%
International	11	1%
<b>Total Sales</b>	<b>790</b>	<b>100%</b>

### Fee Simple Sales: 2014

Origin of Buyer	# of Trans.	% Overall
Local	416	56%
Front Range	20	3%
Out of State: Domestic	296	40%
International	15	2%
<b>Total Sales</b>	<b>747</b>	<b>100%</b>

### Fee Simple Sales: 2013

Origin of Buyer	# of Trans.	% Overall
Local	328	49%
Front Range	23	3%
Out of State: Domestic	300	45%
International	16	2%
<b>Total Sales</b>	<b>667</b>	<b>100%</b>

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Please note: The above figures are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate but are not guaranteed.

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## New Unit Sales Detail

**April 2022**

### Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.50	2022	4982	\$ 15,600,000.00	M&B: MCLAIN FLATS Section 35 Township 9 Range 85	SINGLEFAM	\$ 3,131.27	127 TRENTAZ DR
2	2.00	2020	1669	\$ 4,000,000.00	ONE SNOWMASS EAST CONDO Unit 304E	MULTIFAM	\$ 2,396.64	49 WOOD RD #304E
4	5.00	2022	4185	\$ 5,750,000.00	HORSE RANCH Lot 8	SINGLEFAM	\$ 1,373.95	345 BRANDING LN

### Summary of Improved Residential New Unit Sales:

Average Price: \$ 8,450,000.00  
Average PPSF: \$ 2,300.62  
Median Price: \$ 5,750,000.00  
# Transactions: 3  
Gross Volume: \$ 25,350,000.00

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Note: The above figures do not include time share interests, new vacant site transactions, or new commercial unit transactions. Data is deemed reliable but not guaranteed.



# Gross Historic Market Volume including Interval Sales

## Month to Month Comparison by Dollar Volume

Month	2014	% Change vs. Previous Year-to-Date	2015	% Change vs. Previous Year-to-Date	2016	% Change vs. Previous Year-to-Date	2017	% Change vs. Previous Year-to-Date	2018	% Change vs. Previous Year-to-Date	2019	% Change vs. Previous Year-to-Date	2020	% Change vs. Previous Year-to-Date	2021	% Change vs. Previous Year-to-Date	2022	% Change vs. Previous Year-to-Date
January	\$43,278,212	-45.82%	\$188,017,079	334.44%	\$83,554,040	-55.56%	\$111,226,927	33.12%	\$139,463,908	25.39%	\$168,728,904	20.98%	\$216,233,331	28.15%	\$286,167,850	32.34%	\$287,379,140	0.42%
February	\$103,049,828	168.43%	\$176,782,289	71.55%	\$87,217,640	-50.66%	\$82,384,452	-5.54%	\$152,641,425	85.28%	\$123,173,532	-19.31%	\$104,150,704	-15.44%	\$172,608,987	65.73%	\$290,698,294	68.41%
March	\$103,895,043	42.16%	\$128,933,964	24.10%	\$89,243,201	-30.78%	\$131,169,615	46.98%	\$135,078,167	2.98%	\$134,280,955	-0.59%	\$193,188,295	43.87%	\$329,691,690	70.66%	\$376,809,741	14.29%
April	\$180,236,593	61.98%	\$207,934,609	15.37%	\$120,637,663	-41.98%	\$197,687,039	63.87%	\$140,483,541	-28.94%	\$159,030,041	13.20%	\$108,057,678	-32.05%	\$376,543,563	248.47%	\$367,906,040	-2.29%
May	\$192,877,482	66.07%	\$153,573,458	-20.38%	\$79,630,803	-48.15%	\$177,810,699	123.29%	\$180,937,225	1.76%	\$218,168,727	20.58%	\$33,459,117	-84.66%	\$362,539,259	983.53%		-100.00%
June	\$79,192,062	-22.31%	\$104,839,543	32.39%	\$101,561,064	-3.13%	\$217,538,834	114.20%	\$184,293,651	-15.28%	\$123,994,449	-32.72%	\$111,165,801	-10.35%	\$490,839,919	341.54%		-100.00%
July	\$89,266,089	-1.87%	\$170,100,641	90.55%	\$91,268,421	-46.34%	\$131,022,092	43.56%	\$94,075,971	-28.20%	\$90,558,726	-3.74%	\$302,736,676	234.30%	\$293,873,644	-2.93%		-100.00%
August	\$125,277,165	-9.51%	\$153,712,745	22.70%	\$135,841,610	-11.63%	\$234,646,952	72.74%	\$100,482,306	-57.18%	\$162,392,207	61.61%	\$624,011,652	284.26%	\$364,998,231	-41.51%		-100.00%
September	\$205,721,939	-13.42%	\$270,699,090	31.58%	\$155,443,182	-42.58%	\$209,468,535	34.76%	\$206,787,945	-1.28%	\$151,182,544	-26.89%	\$810,854,844	436.34%	\$416,700,156	-48.61%		-100.00%
October	\$166,391,258	29.18%	\$172,425,360	3.63%	\$127,590,824	-26.00%	\$197,391,614	54.71%	\$227,465,446	15.24%	\$209,491,978	-7.90%	\$608,120,580	190.28%	\$457,617,405	-24.75%		-100.00%
November	\$150,613,523	30.06%	\$135,847,413	-9.80%	\$148,498,429	9.31%	\$153,261,644	3.21%	\$142,415,276	-7.08%	\$116,484,774	-18.21%	\$420,355,572	260.87%	\$497,939,953	18.46%		-100.00%
December	\$145,185,198	84.46%	\$195,238,106	34.48%	\$226,948,067	16.24%	\$139,351,979	-38.60%	\$158,559,347	13.78%	\$194,241,677	22.50%	\$642,342,408	230.69%	\$595,109,500	-7.35%		-100.00%
Annual Total	\$1,584,984,392	6.28%	\$2,058,104,297	29.85%	\$1,447,434,944	-29.67%	\$1,982,960,382	37.00%	\$1,862,684,208	37.00%	\$1,851,728,514	-0.59%	\$4,174,676,658	125.45%	\$4,644,630,157	11.26%	\$1,322,793,215	-71.52%

Please note: The above figures include ALL transactions; Fee Simple and Interval. They are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate.

## Month to Month Comparison by Number of Transactions

Month	2014	% Change vs. Previous Year-to-Date	2015	% Change vs. Previous Year-to-Date	2016	% Change vs. Previous Year-to-Date	2017	% Change vs. Previous Year-to-Date	2018	% Change vs. Previous Year-to-Date	2019	% Change vs. Previous Year-to-Date	2020	% Change vs. Previous Year-to-Date	2021	% Change vs. Previous Year-to-Date	2022	% Change vs. Previous Year-to-Date
January	128	116.95%	78	-39.06%	45	-42.31%	68	51.11%	60	-11.76%	67	11.67%	79	17.91%	95	20.25%	79	-16.84%
February	84	90.91%	65	-22.62%	49	-24.62%	59	20.41%	70	18.64%	48	-31.43%	51	6.25%	74	45.10%	80	8.11%
March	99	52.31%	122	23.23%	63	-48.36%	74	17.46%	83	12.16%	78	-6.02%	63	-19.23%	138	119.05%	85	-38.41%
April	160	122.22%	135	-15.63%	68	-49.63%	87	27.94%	81	-6.90%	74	-8.64%	45	-39.19%	167	271.11%	102	-38.92%
May	154	105.33%	90	-41.56%	58	-35.56%	95	63.79%	73	-23.16%	95	30.14%	32	-66.32%	127	296.88%		-100.00%
June	77	42.59%	84	9.09%	55	-34.52%	92	67.27%	78	-15.22%	67	-14.10%	56	-16.42%	124	121.43%		-100.00%
July	60	-84.25%	83	38.33%	62	-25.30%	61	-1.61%	59	-3.28%	59	0.00%	102	72.88%	115	12.75%		-100.00%
August	137	-15.43%	76	-44.53%	93	22.37%	101	8.60%	81	-19.80%	112	38.27%	167	49.11%	149	-10.78%		-100.00%
September	268	-34.47%	116	-56.72%	96	-17.24%	117	21.88%	95	-18.80%	68	-28.42%	206	202.94%	138	-33.01%		-100.00%
October	212	112.00%	92	-56.60%	86	-6.52%	90	4.65%	109	21.11%	92	-15.60%	177	92.39%	161	-9.04%		-100.00%
November	78	-27.10%	71	-8.97%	77	8.45%	77	0.00%	87	12.99%	67	-22.99%	136	102.99%	139	2.21%		-100.00%
December	117	-32.76%	80	-31.62%	78	-2.50%	74	-5.13%	88	18.92%	76	-13.64%	124	63.16%	114	-8.06%		-100.00%
Annual Total	1,574	110.15%	1,092	-30.62%	830	-23.99%	995	19.88%	964	19.88%	903	-6.33%	1,238	37.10%	1,541	24.47%	346	-77.55%

Please note: The above figures are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate but are not guaranteed.

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## Lender Analysis: Gross Volume

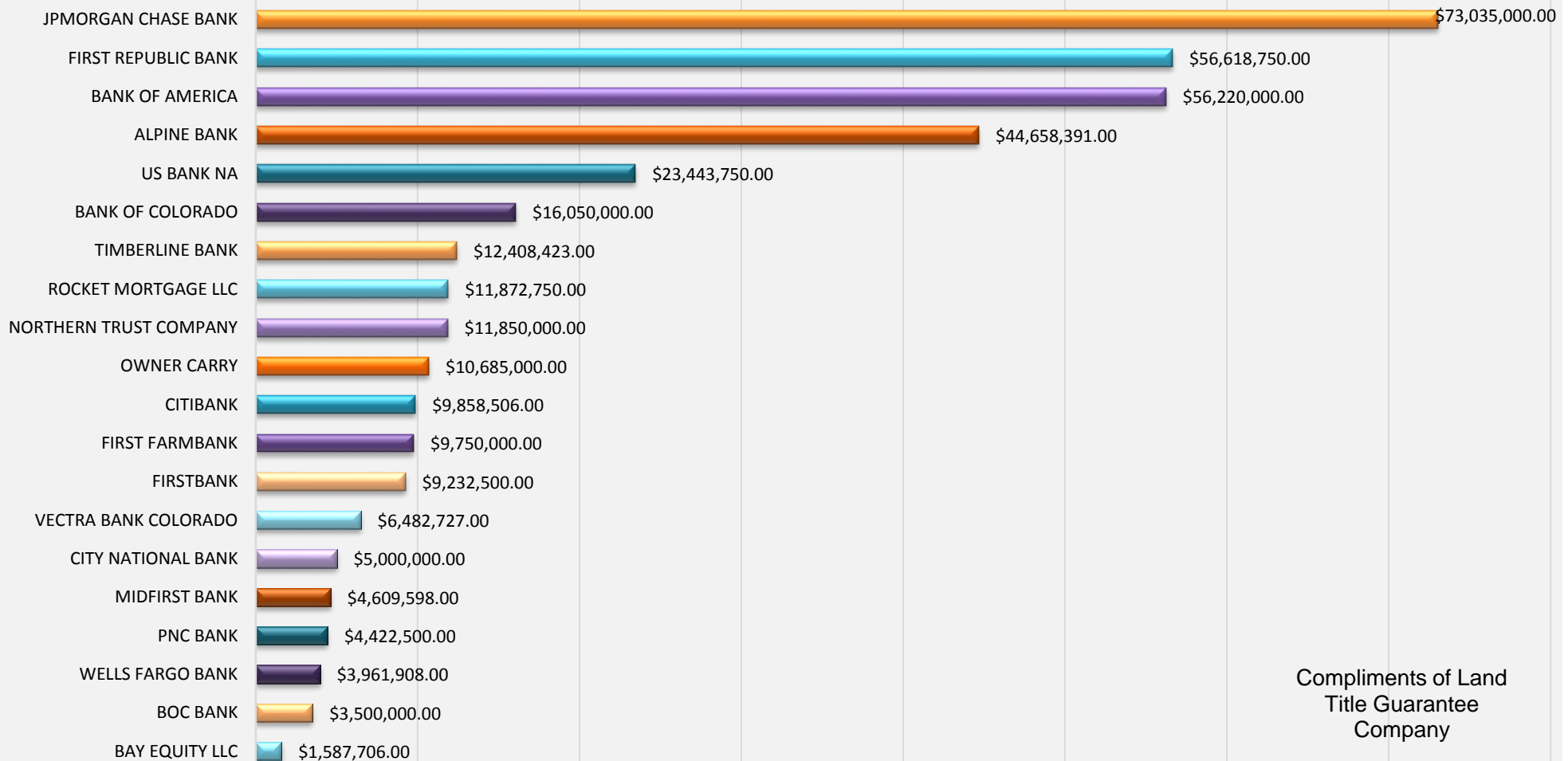
### TOP 20 LENDERS FOR APRIL 2022

Loan Breakdown: 34 Loans related to Sales: 33% of the Sales Transactions.

There were 89 Refinance/Equity Loans.

The Remainder of Sales: 67% of Real Estate closings were Cash Transactions at the time of closing.

Total Loans: 123



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## Lender Analysis: Number of Loans

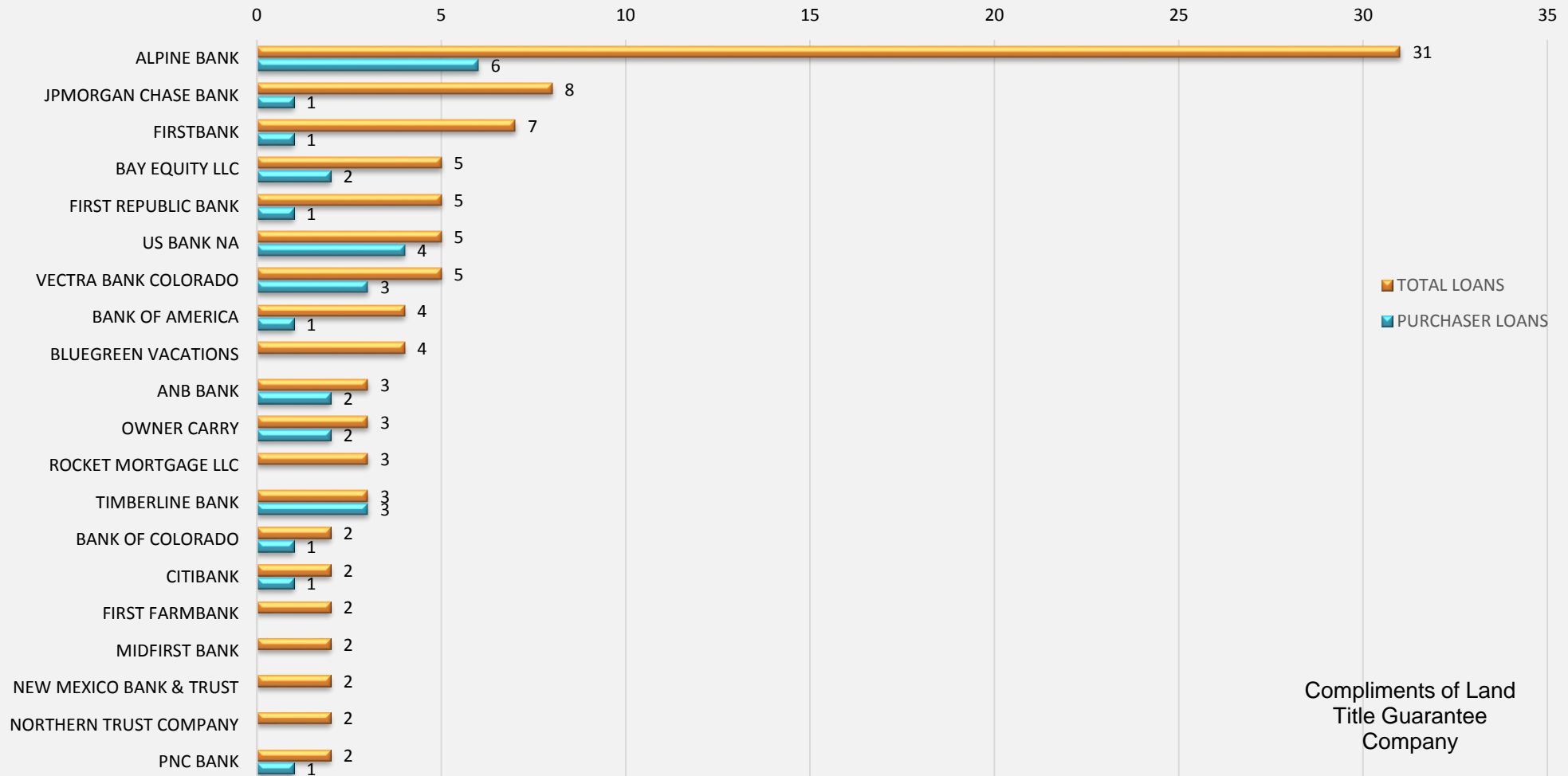
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