



February 2021 Market View® Commentary

Residential Overview

New residential inventory jumped markedly in February offering at least temporary reprieve from the onslaught of unrelenting buyer demand. 161 additional units were added to the overall market (Aspen to Parachute) while sales continued well ahead of last year's (pre-pandemic) pace with 129 closed transactions as reported through MLS. The results produced a near ideal listing to sales ratio of 1.25:1 and boosted total inventory from 663 to 709 available units. Due to strong sales, the overall market absorption rate remained essentially unchanged at a 5.5-month supply.

Year to date activity is up in both categories with 279 new listings through February month-end compared to 236 last year at this time **(+18%)**. YTD sales totaled 251 verses 184 last year **(+36%)**. For obvious reasons, Y-O-Y numbers will further distance themselves from last year in the months ahead.

Commercial

Commercial activity remained unchanged from last month with 10 new listings and 8 sales, also producing a list to sold ratio of 1.25:1. There were 150 unsold commercial properties available representing just under a 19-month supply. While these transaction numbers remain modest, growing populations throughout the region along with an increase in the number of households set the table for growing demand for goods and services in the months and years ahead already evident by the lack of available inventory in most commercial segments.

A Note About Interest Rates

Those readers who watch the financial news have heard a lot lately about rising interest rates. This was addressed briefly in the January edition of Market View® but merits closer examination. For purposes of real estate, the key benchmark is the yield on 10-year Treasury bonds. Why? Because ten years is the traditional proximation for the average duration of a mortgage, and Treasury securities are the baseline for the lowest perceived risk backed by the full faith and credit of the United States Treasury. All other debt instruments (like mortgages) have an interest rate spread above this benchmark based on the comparable risk, duration, liquidity, supply/demand, and other variables.

The following charts and data provided by Macrotrends LLC offer a historical perspective on where yields for 10-year Treasuries and 30-year fixed rate mortgages are now and where they have been. Monetary easing designed to stimulate the economy during the pandemic resulted in a 10-year Treasury rate of just 0.93% as of the start of this year. It recently reached 1.54%. The highest ever was 15.84% in 1981.

As of February, the average yield on a 30-year fixed rate mortgage was 2.97%. It's high was reached in 1981 at a whopping 18.44% in 1981.



10-Year US Treasury Securities



30-Year Fixed Rate Mortgages

While the Fed may be more adapt today at controlling interest rates than in the 1980's, clearly one of the tools used stimulate the economy or to slow its' growth is the manipulation of interest rates on US Treasury obligations. The recent easing to historical lows that has occurred within the past year begs the question of where they are likely to go from here as the economy recovers which, by most indications, may be at an alarming rate.

Given these variables, home buyers should take full advantage of these historically low rates and give careful consideration to the relatively small discount that may be offered with an adjustable-rate loan, most especially for those expecting to remain in their homes for an extended time. While no one can predict the future, the potential for rate increases appears far greater than for further decreases and history tells us just how far they can go.

Best Regards,

Joe Carpenter

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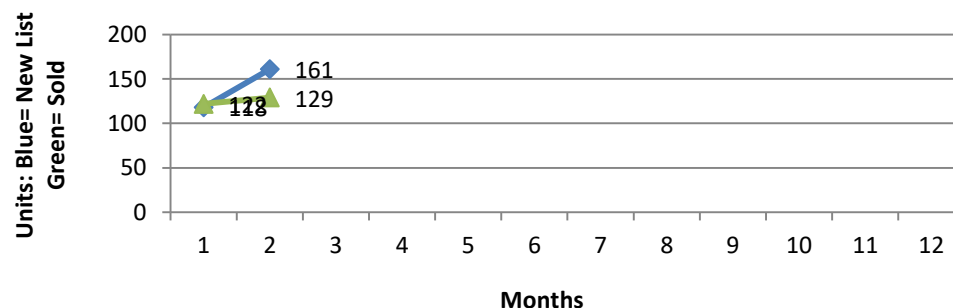
2021 Market Metrics - ALL RESIDENTIAL PROPERTIES (Includes municipalities from Aspen to Parachute)

(Excludes Out of Area properties, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$400,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	118	123	122	96	0.97:1	1.28:1	663	917	95	130	5.43	9.55
Feb	161	113	129	88	1.25:1	1.28:1	709	916	99	129	5.50	10.41
Mar		131		112		1.17:1		884		143		7.89
Apr		95		97		0.98:1		834		151		8.60
May		181		48		3.77:1		925		173		19.27
June		260		147		1.77:1		984		175		6.69
July		288		219		1.32:1		1060		168		4.84
Aug		280		262		1.07:1		1060		170		4.05
Sept		177		269		0.66:1		977		155		3.63
Oct		185		262		0.71:1		873		140		3.33
Nov		151		189		0.80:1		799		149		4.23
Dec		114		187		0.61:1		723		124		3.87
YTD Avg	140	118	126	92	1.11:1	1.28:1	686	917	97	130	5.47	9.98
YTD Sum	279	236	251	184								

February	Listings	Sold
1-7	35	30
8-14	48	33
15-22	40	31
23-28	38	35
Total	161	129
Balance Ratio:		1.25

Residential Supply & Demand



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2021 Market Metrics - Residential properties in ASPEN, OLD SNOWMASS SNOWMASS, SNOWMASS VILLAGE , WOODY CREEK

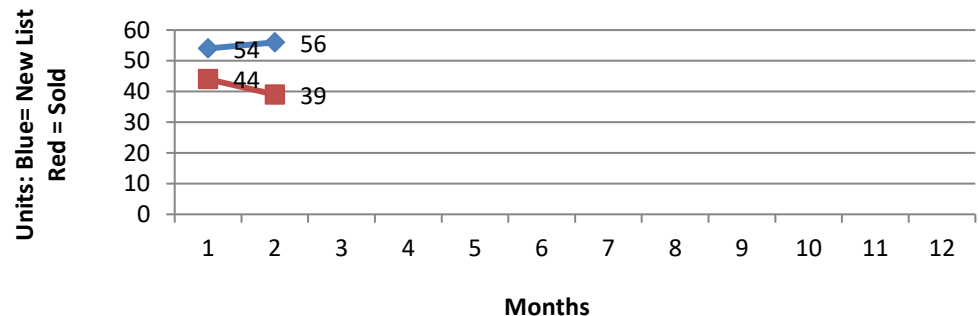
(Excludes Out of Area properties, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$10,000,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	54	35	44	35	1.23:1	1.00:1	364	494	51	390	8.27	14.11
Feb	56	26	39	19	1.44:1	1.37:1	377	493	298	394	9.67	25.95
Mar		24		29		0.83:1		446		363		15.38
Apr		18		17		1.06:1		410		331		24.12
May		46		7		6.57:1		435		353		62.14
June		93		22		4.23:1		474		379		21.55
July		132		47		2.81:1		554		437		11.79
Aug		115		97		1.19:1		564		442		5.81
Sept		69		117		0.59:1		516		404		4.41
Oct		61		98		0.62:1		449		354		4.58
Nov		46		82		0.56:1		408		322		4.98
Dec		51		79		0.65:1		370		285		4.68
YTD Avg	55	31	42	27	1.31:1	1.15:1	371	494	175	392	8.97	20.03
YTD Sum	110	61	83	54								

Feb

Sub-Area	Listings	Sales	Balance Ratio
Aspen	22	19	1.16:1
Old Snowmass	5	1	5.00:1
Snowmass Vill.	26	19	1.37:1
Woody Creek	3	0	n/a
Aspen Total:	56	39	1.44

Residential Supply & Demand



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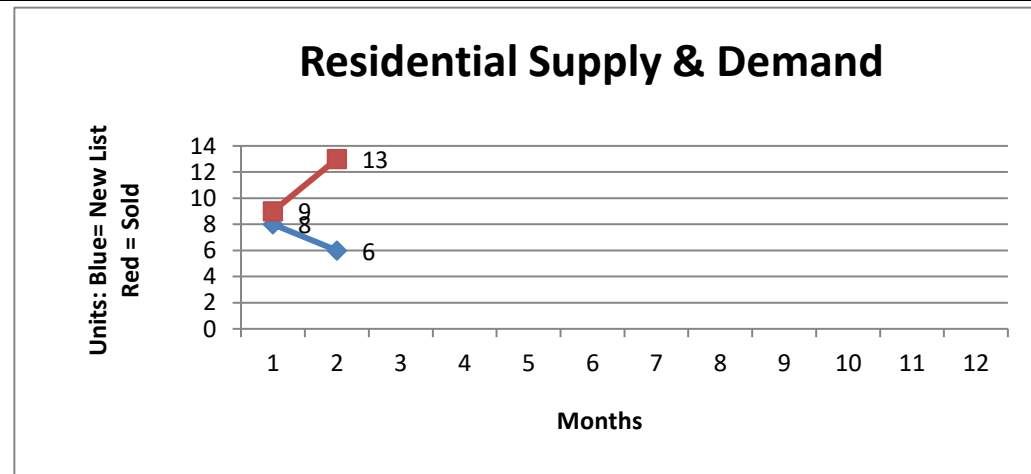
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2021 Market Metrics - Residential properties in **BASALT**

(Excludes Out of Area properties, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$400,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	8	17	9	12	0.89:1	1.42:1	38	103	2	1	4.22	8.58
Feb	6	3	13	9	0.46:1	1.33:1	38	104	1	2	2.92	11.56
Mar		8		10		0.80:1		103		2		10.30
Apr		7		10		.070:1		96		1		9.60
May		24		5		4.80:1		108		2		21.60
June		26		19		1.37:1		110		3		5.79
July		23		19		1.21:1		112		4		5.89
Aug		21		19		1.11:1		113		3		5.95
Sept		19		35		0.54:1		101		2		2.89
Oct		6		42		0.14:1		64		2		1.52
Nov		8		17		0.47:1		51		1		3.00
Dec		6		15		0.40:1		44		2		2.93
YTD Avg	7	10	11	11	0.64:1	0.91:1	38	104	2	2	3.57	10.07
YTD Sum	14	20	22	21								

February	Listings		Sold
1-7	3		5
8-14	1		4
15-22	1		2
23-28	1		2
Total	6		13
Balance ratio:			0.46



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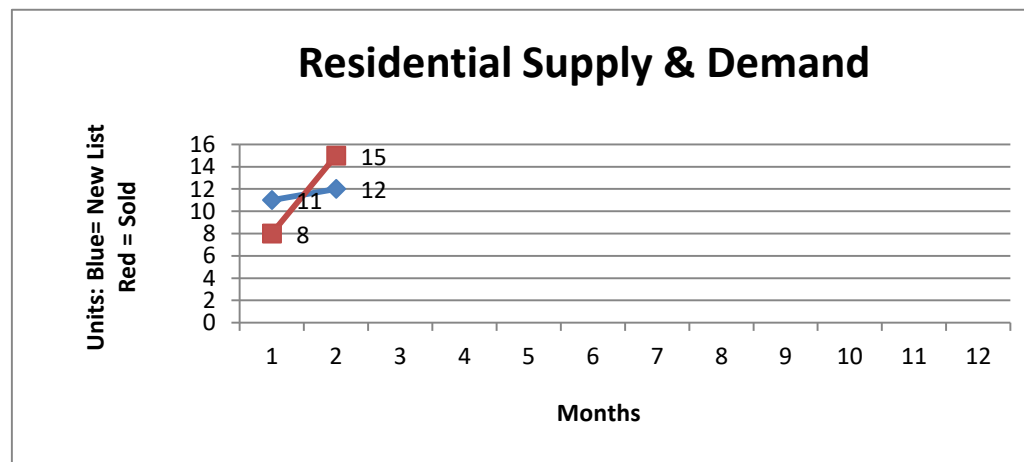
2021 Market Metrics - Residential properties in **CARBONDALE**

(Excludes Out of Area properties, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$400,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	11	9	8	4	1.38:1	2.25:1	73	95	4	5	9.13	23.75
Feb	12	9	15	13	0.80:1	0.69:1	69	93	4	5	4.60	7.15
Mar		15		13		1.15:1		87		2		6.69
Apr		8		6		1.33:1		79		6		13.17
May		26		11		2.36:1		95		8		8.64
June		17		26		0.65:1		89		6		3.42
July		22		29		0.76:1		88		3		3.03
Aug		28		24		1.17:1		94		6		3.92
Sept		14		23		0.61:1		81		5		3.52
Oct		25		21		1.19:1		90		4		4.29
Nov		11		22		0.50:1		72		4		3.27
Dec		13		14		0.93:1		74		4		5.29
YTD Avg	12	9	12	9	1.00:1	1.00:1	71	94	4	5	6.87	15.45
YTD Sum	23	18	23	17								

February	Listings	Sold
1-7	4	2
8-14	2	2
15-22	4	6
23-28	2	5
Total	12	15
Balance Ratio:		0.80

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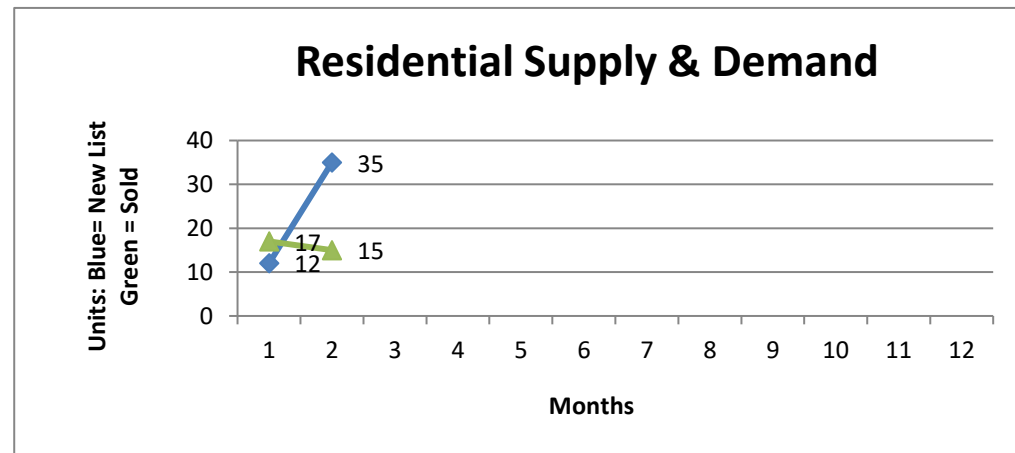
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2021 Market Metrics - Residential properties in City of GLENWOOD SPRINGS

(Excludes Out of Area properties, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$400,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	12	21	17	18	0.71:1	1.17:1	53	68	7	15	3.12	3.78
Feb	35	23	15	18	2.33:1	1.28:1	80	69	7	15	5.33	3.83
Mar		23		16		1.44:1		73		15		4.56
Apr		11		17		0.65:1		75		13		4.41
May		31		14		2.21:1		89		20		6.36
June		39		23		1.70:1		96		18		4.17
July		31		43		0.72:1		91		15		2.12
August		41		37		1.11:1		89		18		2.41
Sept		21		32		0.66:1		81		15		2.53
Oct		36		32		1.13:1		88		15		2.75
Nov		13		28		0.46:1		66		9		2.36
Dec		13		27		0.48:1		56		6		2.07
YTD Avg	24	22	16	18	1.50:1	1.22:1	67	69	7	15	4.23	3.81
YTD Sum	47	44	32	36								

February	Listings	Sold
1-7	5	3
8-14	14	4
15-22	6	3
23-28	10	5
Total	35	15
Balance Ratio:		2.33



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2021 Market Metrics - Residential properties in **COLORADO RIVER VALLEY** Includes the municipalities of New Castle/Silt/Rifle/Parachute/Battlement Mesa

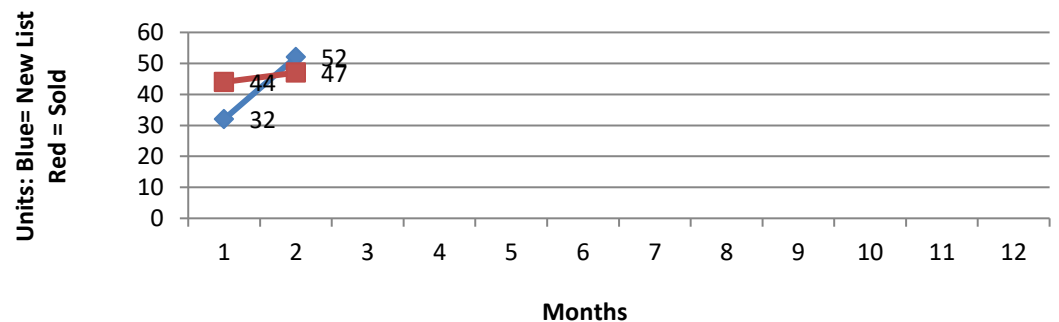
(Excludes Out of Area, fractional interests and modular's)

	New Inventory		Sold		Balance Ratio New Listings to Sold		Total Month-end Inventory		Total Inventory under \$400,000		Absorption Rate (in Mo's)	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	32	41	44	28	0.73:1	1.46:1	139	155	66	92	3.16	5.54
Feb	52	44	47	29	1.11:1	1.52:1	145	157	74	95	3.09	5.41
Mar		61		44		1.39:1		175		110		3.98
Apr		56		47		1.19:1		177		118		3.77
May		55		38		1.45:1		213		133		5.61
June		85		57		1.49:1		215		130		3.77
July		80		81		0.99:1		215		127		2.65
Aug		75		85		0.88:1		200		120		2.35
Sept		54		62		0.87:1		198		112		3.19
Oct		57		69		0.83:1		182		99		2.64
Nov		73		41		1.78:1		199		117		4.85
Dec		30		52		0.58:1		175		95		3.37
YTD Avg	42	43	46	29	0.91:1	1.48:1	142	156	70	94	3.13	5.48
YTD Sum	84	85	91	57								

Feb

Sub-Area	Listings	Sales	List:Sold Ratio
New Castle	17	13	1.31:1
Silt	8	6	1.33:1
Rifle	18	20	0.90:1
Parachute/BM	9	8	1.13:1
Totals:	52	47	1.11

Residential Supply & Demand



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2021

COMMERCIAL PROPERTY SALES

Includes improved and unimproved

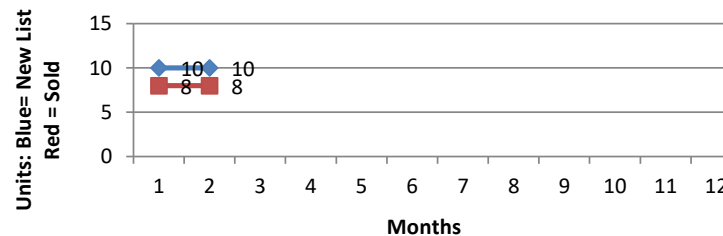
Excludes Out of Area, fractional interests, leaseholds

	New Inventory		Sales		Balance Ratio New Listings to Sold		Total Month-end Inventory		Absorption Rate Mo's	
	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Jan	10	8	8	6	1.25:1	1.33:1	143	146	17.88	24.33
Feb	10	19	8	7	1.25:1	2.71:1	150	158	18.75	22.57
Mar		14		5		2.80:1		169		33.80
Apr		5		8		0.63:1		150		18.75
May		13		2		6.50:1		150		75.00
June		20		4		5.00:1		156		39.00
July		23		4		5.75:1		169		42.25
Aug		10		8		1.25:1		166		20.75
Sept		15		9		1.67:1		165		18.33
Oct		13		5		2.60:1		159		31.80
Nov		12		10		1.20:1		159		15.9
Dec		8		16		0.50:1		143		8.94
YTD Avg	10	14	8	7	1.25:1	2.00:1	147	152	18.32	23.45
YTD Sum	20	27	16	13						

Feb

Sub-Area	Listings	Sales	List:Sold Ratio
Aspen			
Basalt	1	3	0.33:1
Carbondale	2	1	2.00:1
Glenwood	5	2	2.50:1
New Castle		1	
Silt	1		
Rifle	1	1	1.00:1
Parachute/B.M.			
Totals:	10	8	1.25:1

Commercial Supply & Demand



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