



Aspen - Snowmass Market Update 2020 vs. 2021

Item	2020	2021	% Difference
VELOCITY (Source – Aspen Board of REALTORS)			
Commercial Sales Volume	\$54.1M	\$48.7M	-10.0%
Commercial Transactions	15	22	46.7%
SALES TAX INDICATORS (Source – Town/City of Aspen- 01/01/2021 – 10/31/2021)			
YTD All Sales	\$631.9M	\$824.1M	30.4%
YTD Restaurant Sales	\$133.06	\$160.6M	20.7%
YTD Lodging Sales	\$133.1M	\$199.1M	33.3%
YTD Marijuana Sales	\$9.7M	\$9.8M	1.2%
YTD RE Transfer Taxes	\$13.3M	\$15.3M	15.4%
VACANCY RATE (1.0 mil SF DT Aspen)	2.5%	3.0% (30,000 SF)	1.0%
CAP RATES	3.5 – 5.0%	3.5 – 5.0%	0.0%
ASPEN - SNOWMASS (PITKIN COUNTY) RESIDENTIAL REAL ESTATE			
Residential Total Sales (millions)	\$3,254,138	\$3,659,287	12.5%
Average Price SFH - Aspen	\$10,432,041	\$12,219,436	17.1%
Average Price SFH – Snowmass	\$4,188,173	\$5,437,514	29.8%
Aspen Residential Days on Market	194	136	-29.9%
Aspen Residential Listed for Sale	193	72	-62.7%
Snowmass Residential Days on Market	194	140	-27.8%
Snowmass Residential Listed for Sale	137	42	-69.3%