

YEAR-END 2020

# Mid-Valley Market Report

BASALT | MISSOURI HEIGHTS | CARBONDALE

REAL ESTATE GUIDE BY SARA KURZ

Aspen  
Snowmass

Sotheby's  
INTERNATIONAL REALTY

# Welcome

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2020 was an interesting year for all of us! Real estate values in the Roaring Fork Valley had been on the rise since reaching the lowest point in 2012. This year, we experienced an unexpected and even sharper rise since June 2020 and the momentum only continues into the new year. The COVID-19 pandemic and subsequent urban exodus generated a significant surge of interest in our small towns, rural living and year-round outdoor lifestyle. Low interest rates are also incentivizing local and second homeowners finally make the move they have been waiting for. Extremely low inventory is keeping prices high... for now.

Enclosed is a custom market report with real estate facts and figures pertaining to Basalt, Missouri Heights and Carbondale. I highlighted current inventory and statistics, as well as historical trends since 2004. I hope you find this information helpful in understanding just how much real estate values have been affected over the past decade and especially the last year. Sellers have a unique opportunity right now. If you are curious about your options to sell, please get in touch.

I hope to hear from you soon,

Sara Kurz



# Basalt

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## Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS  
ON THE MARKET

184

AVERAGE DAYS  
ON THE MARKET

173

AVERAGE % OF  
LIST PRICE RECEIVED

96%

AVERAGE % OF  
LIST PRICE RECEIVED

98%

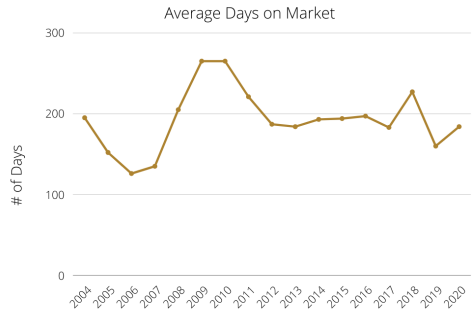
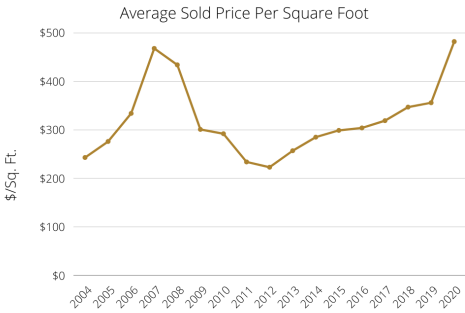
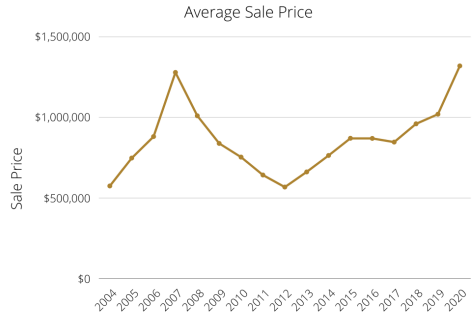
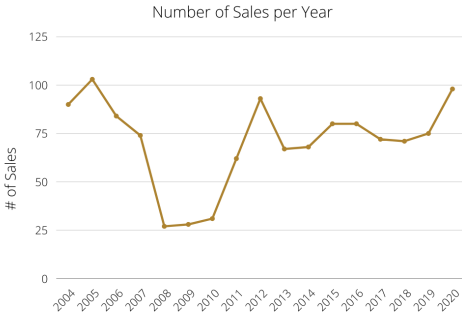
	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
ACTIVE LISTINGS	15	8
# PENDING	15	7
ASKING PRICE RANGE	\$530,000 - \$12,500,000	\$399,000 - \$2,400,000
ABSORPTION RATE	1.8 months	25 days

All current activity statistics as of 1/7/2021.

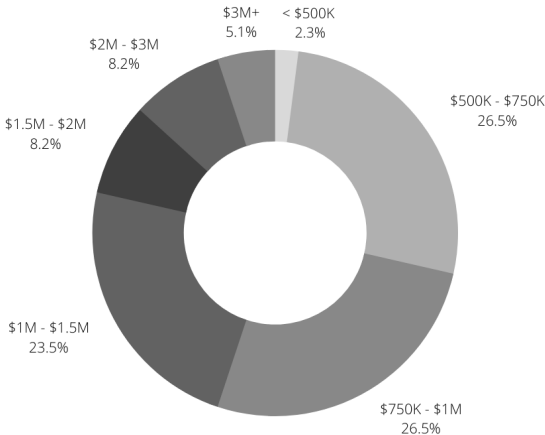
# Basalt

## Single Family Homes: Historical Trends

2004 - 2020



2020 Sales Mix By Price Range



LOWEST SOLD PRICE

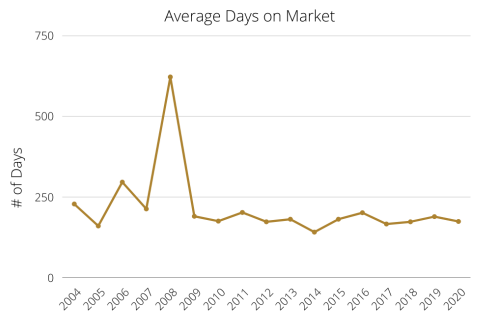
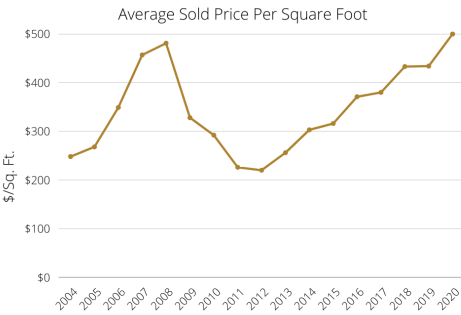
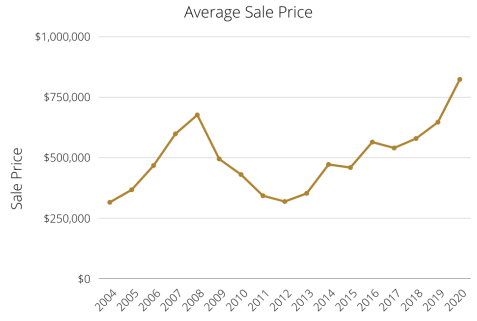
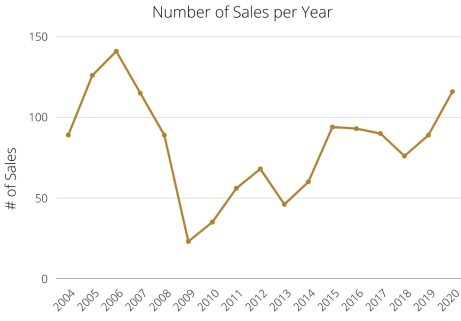
**\$478K**

HIGHEST SOLD PRICE

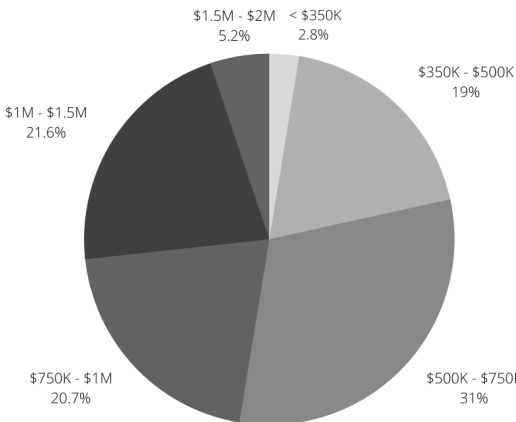
**\$9.3M**

# Basalt

## Condos, Town Homes & Duplexes: Historical Trends 2004 - 2020



2020 Sales Mix By Price Range



LOWEST SOLD PRICE

\$300K

HIGHEST SOLD PRICE

\$2.21M

# Missouri Heights

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## Current Market

### Single Family Homes

AVERAGE DAYS  
ON THE MARKET

239

AVERAGE % OF  
LIST PRICE RECEIVED

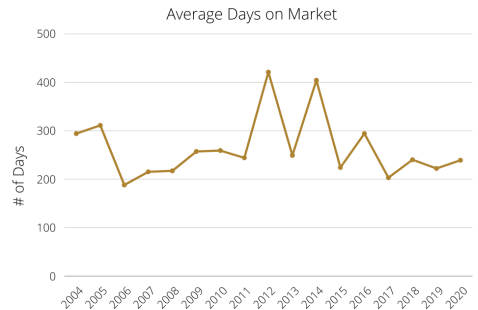
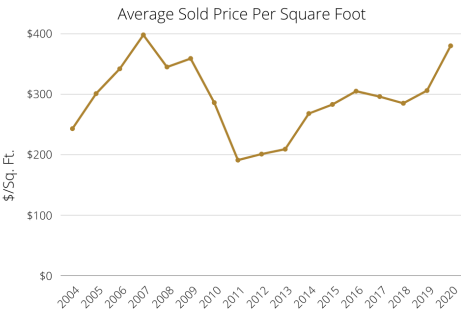
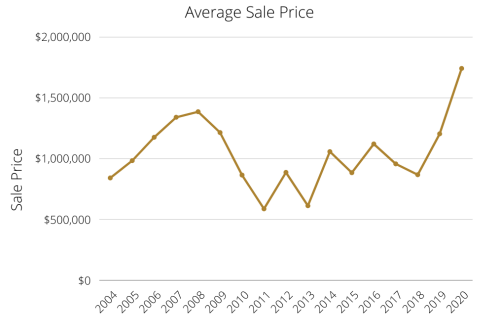
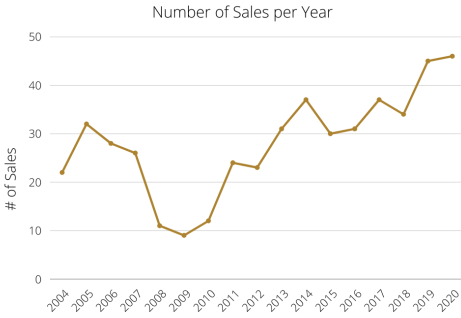
95%

	SINGLE FAMILY HOMES
ACTIVE LISTINGS	13
# PENDING	9
ASKING PRICE RANGE	\$700,000 - \$5,995,000
ABSORPTION RATE	3.4 months

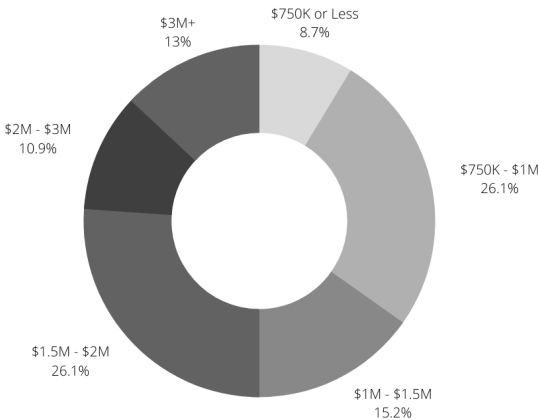
All current activity statistics as of 1/7/2021.

# Missouri Heights

## Single Family Homes: Historical Trends 2004 - 2020



### 2020 Sales Mix By Price Range



LOWEST SOLD  
PRICE

**\$575K**

HIGHEST SOLD  
PRICE

**\$5.510M**

# Carbondale

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## Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS  
ON THE MARKET

156

AVERAGE DAYS  
ON THE MARKET

173

AVERAGE % OF  
LIST PRICE RECEIVED

97%

AVERAGE % OF  
LIST PRICE RECEIVED

98%

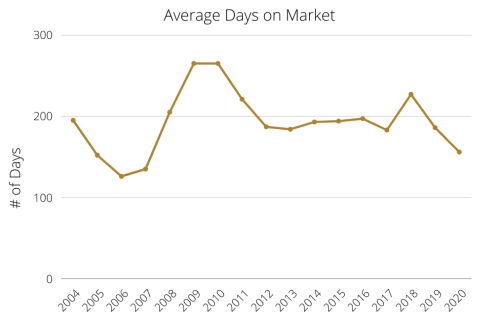
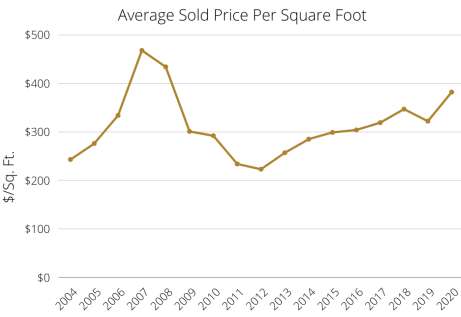
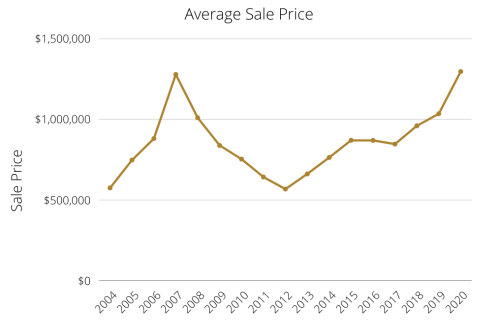
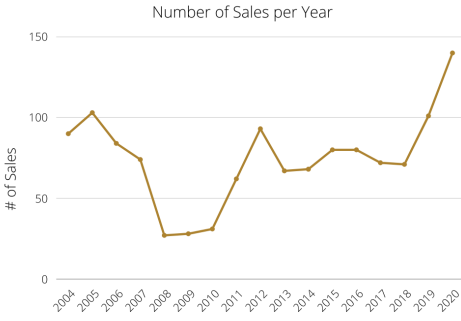
	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
ACTIVE LISTINGS	26	12
# PENDING	10	29
ASKING PRICE RANGE	\$654,000 - \$6,950,000	\$306,818 - \$1,095,000
ABSORPTION RATE	2.2 months	2 months

All current activity statistics as of 1/7/2021.

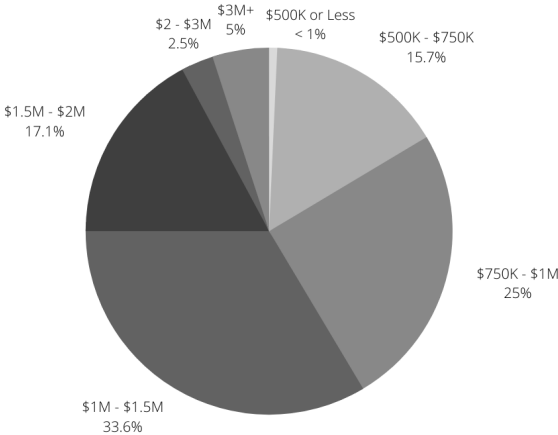


# Carbondale

## Single Family Homes: Historical Trends 2004 - 2020



2020 Sales Mix By Price Range



LOWEST SOLD PRICE

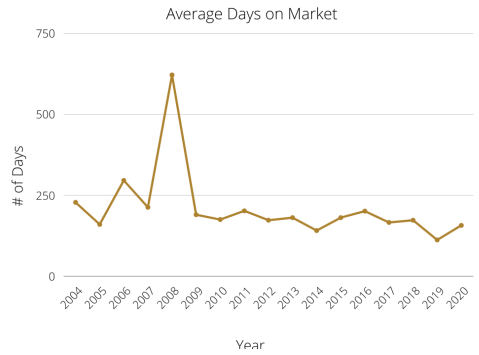
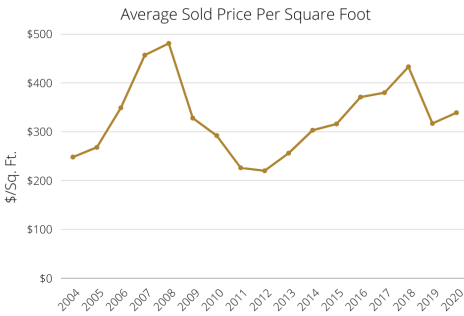
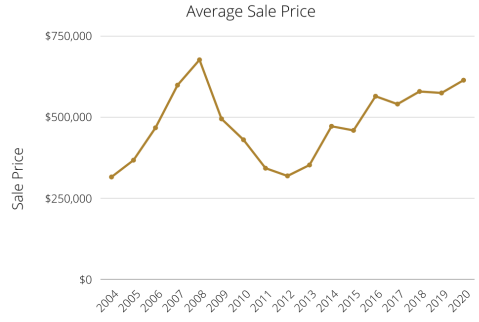
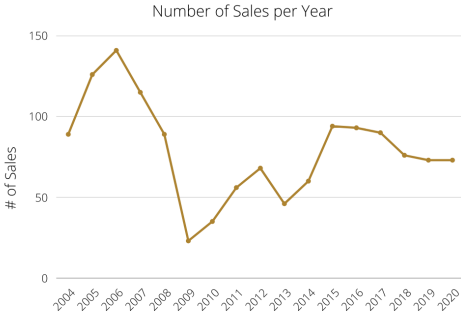
**\$390K**

HIGHEST SOLD PRICE

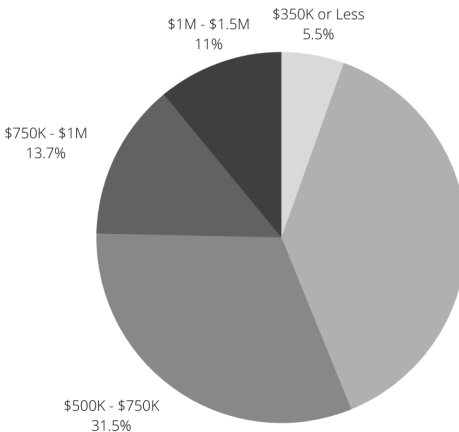
**\$5M**

# Carbondale

## Condos, Town Homes & Duplexes: Historical Trends 2004 - 2020



### 2020 Sales Mix By Price Range



LOWEST SOLD  
PRICE

**\$312K**

HIGHEST SOLD  
PRICE

**\$1.25M**

# Performance Counts

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Successfully Sold in 2020:



198 WOOD NYMPH LANE, ELK SPRINGS  
\$1,235,000 | Buyer | September



744 HOLLAND HILLS RD, BASALT  
\$1,110,000 | Seller | November



168 CLIFFROSE WAY, PINYON MESA  
\$769,000 | Seller | April



217 LONGHORN LANE, BASALT  
\$700,000 | Buyer | March



795 KINGS ROW, MISSOURI HEIGHTS  
\$670,000 | Buyer | March



1008 COLORADO AVE, CARBONDALE  
\$495,000 | Buyer | June



Born and raised in Basalt, I grew up in the Basalt school system and graduated as my class' valedictorian. I earned a bachelor's degree in Creative Writing from Bucknell University in Pennsylvania and spent a year living abroad in New Zealand before returning home to pursue a career in marketing and now real estate. Like visitors and new homeowners in the area, I spend as much time outdoors possible cross country skiing, hiking, fishing, biking, camping, rafting and paddle boarding. I live in Basalt with my 3 year old daughter, Ayla, and hound dog, June.

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Source: Aspen Glenwood MLS

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