



Mid-Valley Market Report

BASALT | MISSOURI HEIGHTS | CARBONDALE

MID-YEAR 2021

REAL ESTATE GUIDE

BY SARA KURZ & PENNEY CARRUTH

Aspen
Snowmass

Sotheby's
INTERNATIONAL REALTY

Welcome

If 2020 was an interesting year for all of us, 2021 has proved to be even more remarkable! Real estate values in the Roaring Fork Valley had been on the rise since 2012. We experienced an unexpected increase in values since June 2020 and the momentum has only continued this 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. We highlighted current inventory and statistics, as well as historical trends since 2004. We 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. When looking at the charts in each of the locations we are reporting, you will see a drop in the number of sales thus far this year. While prices are high, number of sales are low. This is a result of low inventory.

Sellers have a unique opportunity right now. If you are curious about your options to sell, please get in touch!



We hope to hear from you soon,

Penny Carruth

Sara Kurz

Basalt

Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS
ON THE MARKET

180

AVERAGE DAYS
ON THE MARKET

96

AVERAGE % OF
LIST PRICE RECEIVED

96%

AVERAGE % OF
LIST PRICE RECEIVED

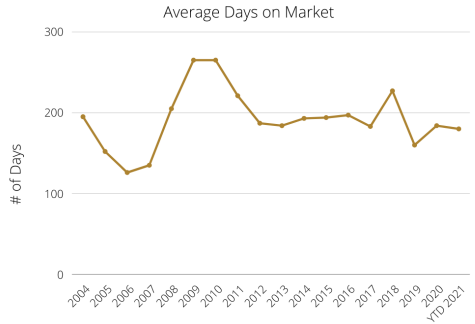
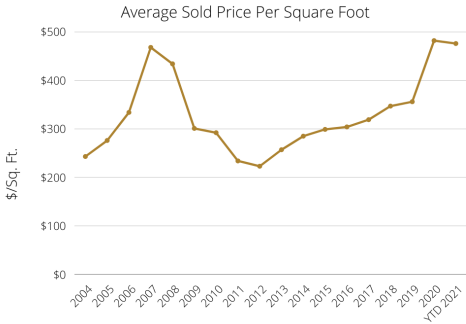
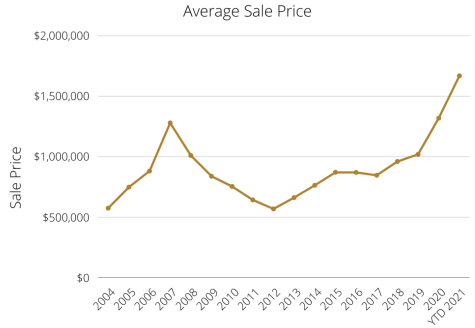
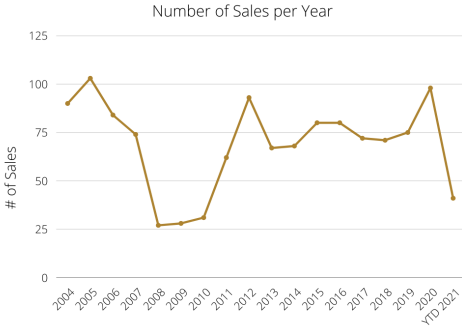
99%

	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
TOTAL ACTIVE LISTINGS	38	35
% PENDING	45%	60%
ASKING PRICE RANGE	\$345,000 - \$13,900,000	\$320,000 - \$2,998,000
ABSORPTION RATE	5.5 months	5.7 months

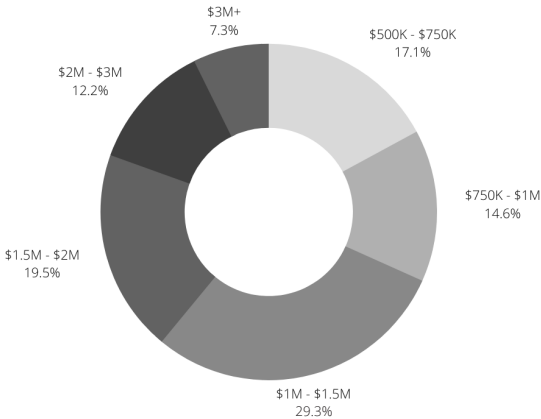
All current activity statistics as of 7/14/2021.

Basalt

Single Family Homes: Historical Trends 2004 - Mid-Year 2021



Mid-Year 2021 Sales Mix By Price Range



LOWEST SOLD
PRICE YTD 2021

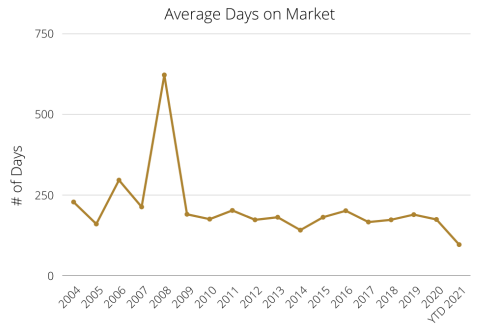
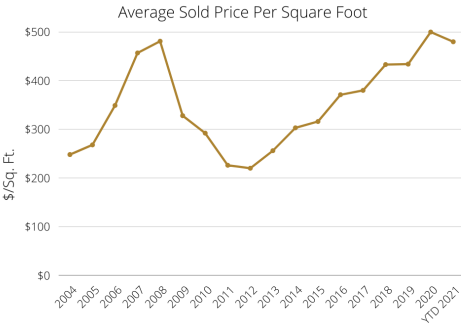
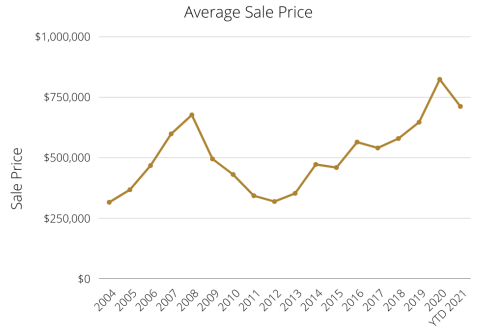
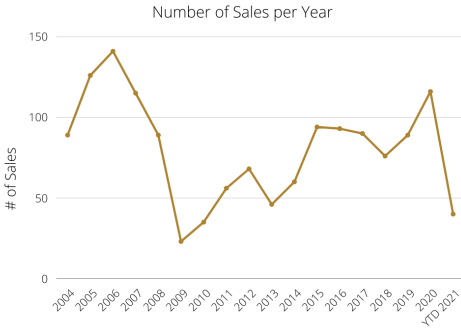
\$585K

HIGHEST SOLD
PRICE YTD 2021

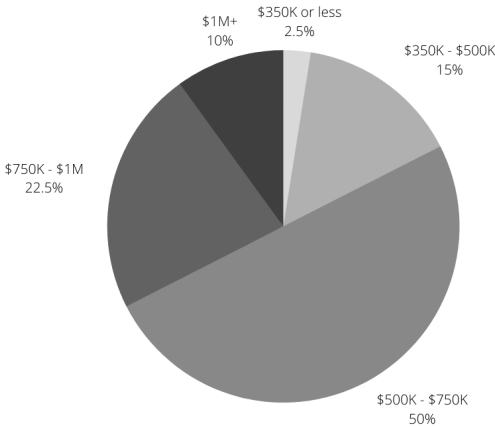
\$9.2M

Basalt

Condos, Town Homes & Duplexes: Historical Trends 2004 - Mid-Year 2021



Mid-Year 2021 Sales Mix By Price Range



LOWEST SOLD
PRICE YTD 2021

\$320K

HIGHEST SOLD
PRICE YTD 2021

\$2.17M

Missouri Heights

Current Market

Single Family Homes

AVERAGE DAYS
ON THE MARKET

196

AVERAGE % OF
LIST PRICE RECEIVED

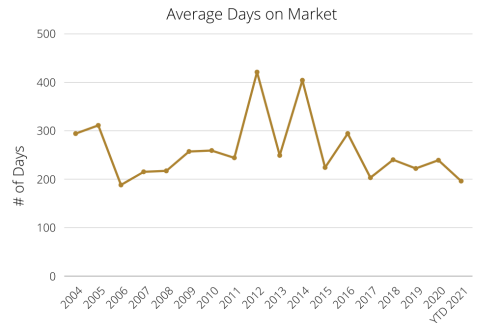
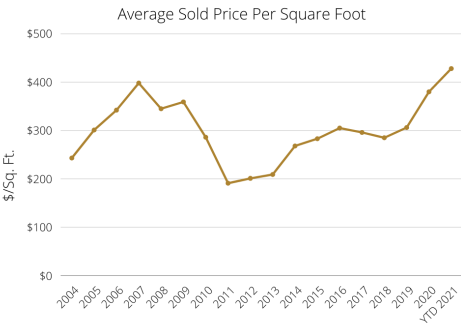
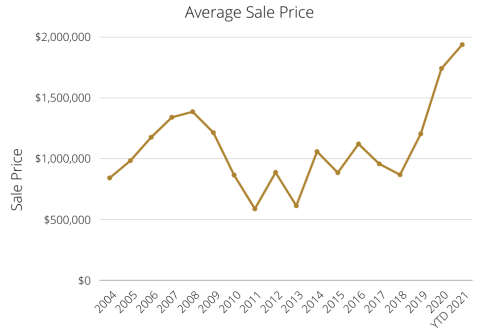
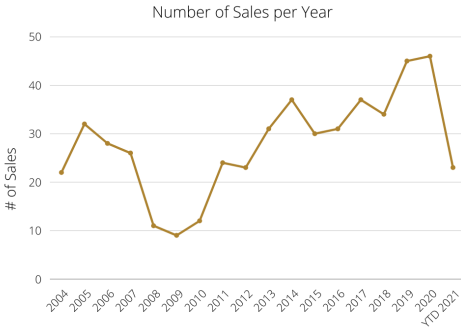
96%

	SINGLE FAMILY HOMES
TOTAL ACTIVE LISTINGS	22
% PENDING	23%
ASKING PRICE RANGE	\$995,000 - \$7,995,000
ABSORPTION RATE	5.5 months

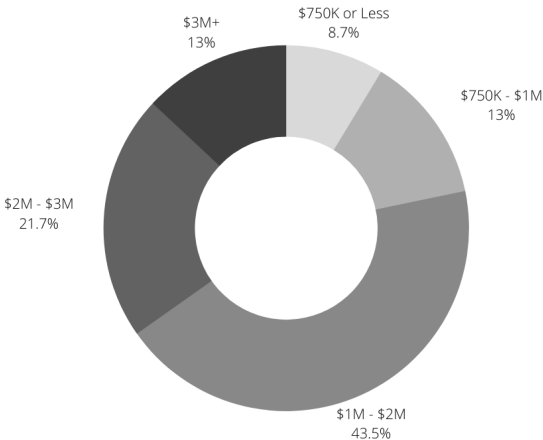
All current activity statistics as of 7/14/2021.

Missouri Heights

Single Family Homes: Historical Trends 2004 - Mid-Year 2021



Mid-Year 2021 Sales Mix By Price Range



LOWEST SOLD
PRICE YTD 2021

\$671K

HIGHEST SOLD
PRICE YTD 2021

\$5.14M

Carbondale

Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS
ON THE MARKET

99

AVERAGE DAYS
ON THE MARKET

168

AVERAGE % OF
LIST PRICE RECEIVED

98%

AVERAGE % OF
LIST PRICE RECEIVED

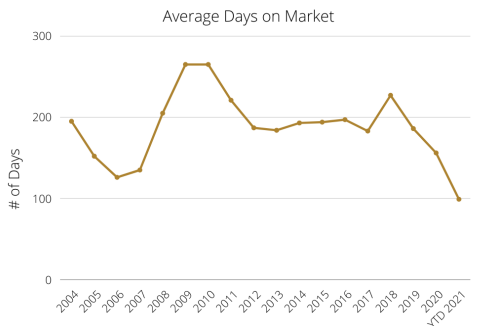
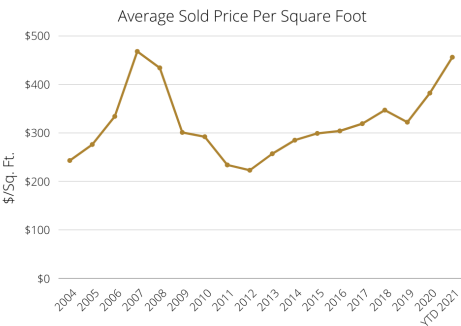
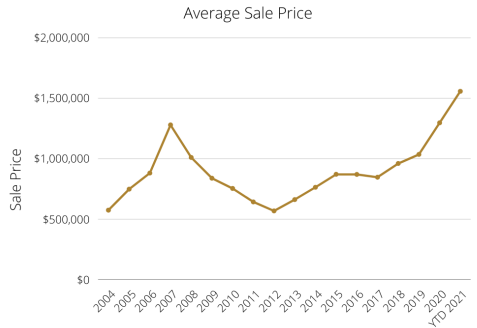
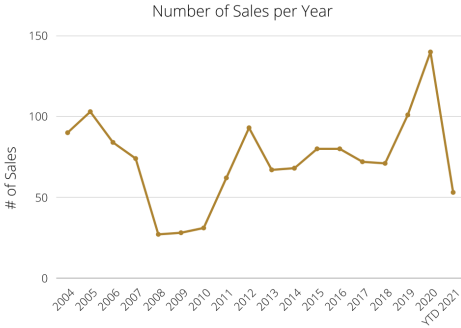
100%

	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
TOTAL ACTIVE LISTINGS	45	28
% PENDING	31%	75%
ASKING PRICE RANGE	\$689,000 - \$6,825,000	\$461,500 - \$1,595,000
ABSORPTION RATE	5 months	3.6 months

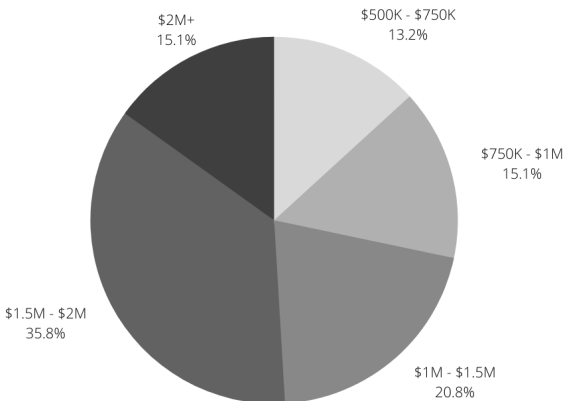
All current activity statistics as of 7/14/2021.

Carbondale

Single Family Homes: Historical Trends 2004 - Mid-Year 2021



Mid-Year 2021 Sales Mix By Price Range



LOWEST SOLD
PRICE YTD 2021

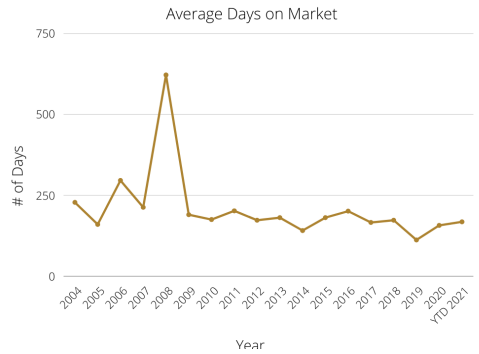
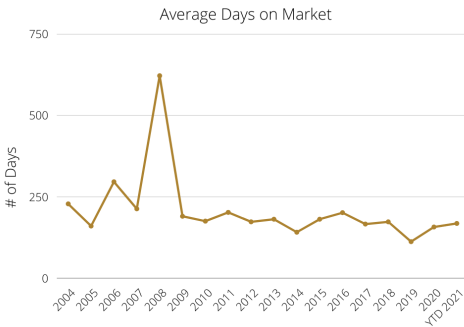
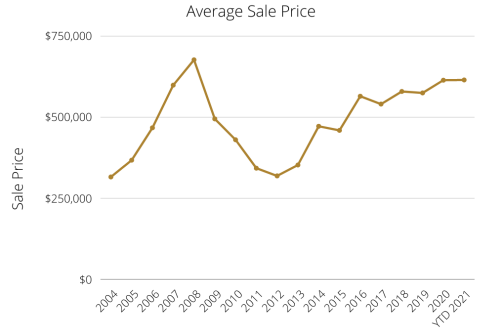
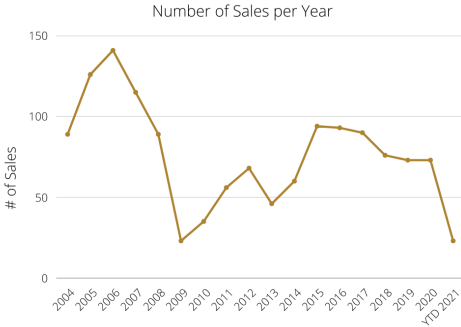
\$535K

HIGHEST SOLD
PRICE YTD 2021

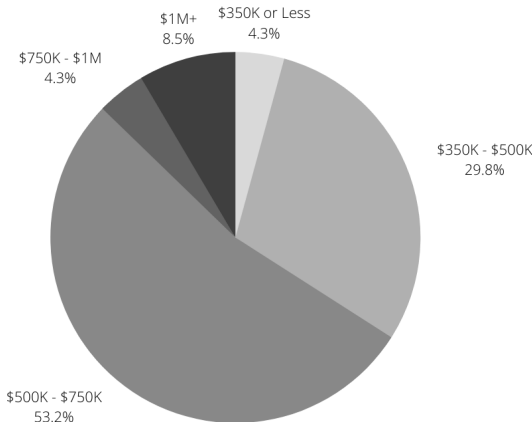
\$5.3M

Carbondale

Condos, Town Homes & Duplexes: Historical Trends 2004 - Mid-Year 2021



Mid-Year 2021 Sales Mix By Price Range



LOWEST SOLD
PRICE YTD 2021

\$307K

HIGHEST SOLD
PRICE YTD 2021

\$1.56M

Vacant Land

Current Activity By Area

LOWEST PRICE SOLD
YTD 2021

\$55K

HIGHEST PRICE SOLD
YTD 2021

\$8.5M

	BASALT	MISSOURI HEIGHTS	CARBONDALE
TOTAL ACTIVE LISTINGS	23	15	47
% PENDING	9%	13%	25%
ASKING PRICE RANGE	\$163,000 - \$8,000,000	\$249,000 - \$5,400,000	\$149,000 - \$4,975,000
# LOTS SOLD YTD 2021	47	18	64
ABSORPTION RATE	2.9 months	5 months	4.4 months

All current activity statistics as of 7/14/2021.



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Source: Aspen Glenwood MLS

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