



# Mid-Valley Market Report

BASALT | MISSOURI HEIGHTS  
CARBONDALE | CRYSTAL VALLEY

YEAR-END 2021 REAL ESTATE GUIDE  
BY SARA KURZ & PENNEY CARRUTH

Aspen  
Snowmass

Sotheby's  
INTERNATIONAL REALTY

# Welcome

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As outlined in our previous Mid-Valley Market Report, we experienced an unexpected increase in values since June 2020 due to COVID-19 related factors. 2021 continued on that trajectory ... and we would like to predict the same for 2022. However, we have been experiencing extremely low inventory, causing a dip in the number of sales. While this may be a seasonal adjustment, it indicates fewer sellers in the market. The demand among buyers remains strong with multiple offers on many properties. A recent listing in Blue Lake had nine (9) offers the first weekend it was on the market. Sara had sixteen (16) showings and four (4) offers on a listing in Elk Springs that ultimately closed for 11% over asking. Penney listed a 1.2 acre building site in Fox Run Meadows (Missouri Heights) under contract in just three (3) days. Most spec homes are under contract before completion. All of this bodes well for 2022. However, we would be foolish not to acknowledge that the pandemic is still a factor. The stock market, politics at home and abroad, interest rates ... and who knows what ... are variables that may come into play in 2022. For now it's a sellers' market ... and we will provide updates as the year progresses.

Enclosed is a custom market report with real estate facts and figures pertaining to Basalt, Missouri Heights and Carbondale. New this year is the addition of the Crystal Valley, which combines Redstone, Marble and areas along the Crystal River. We have highlighted current inventory and statistics, as well as historical sales 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 and a half.

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

*Penney Casullo*

*Sara Kurz*

# Basalt

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## Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS  
ON THE MARKET

141

AVERAGE DAYS  
ON THE MARKET

84

AVERAGE % OF  
LIST PRICE RECEIVED

97%

AVERAGE % OF  
LIST PRICE RECEIVED

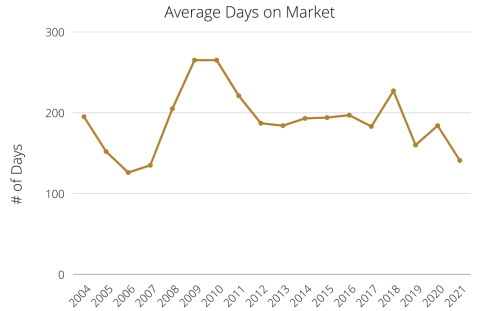
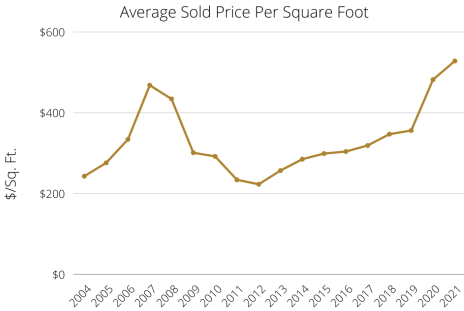
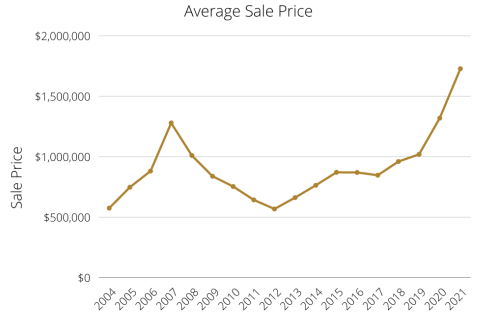
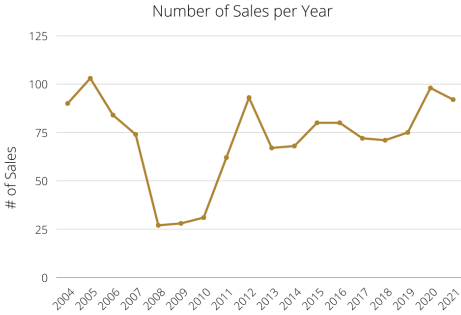
99%

	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
TOTAL ACTIVE LISTINGS	15	42
% PENDING	67%	48%
ASKING PRICE RANGE	\$995,000 - \$5,500,000	\$320,000 - \$5,500,000
ABSORPTION RATE	2 months	5.4 months

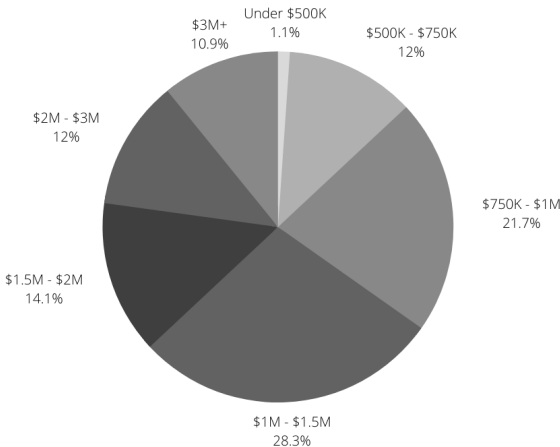
All current activity statistics as of 1/25/2022.

# Basalt

## Single Family Homes: Historical Trends 2004 - 2021



2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021

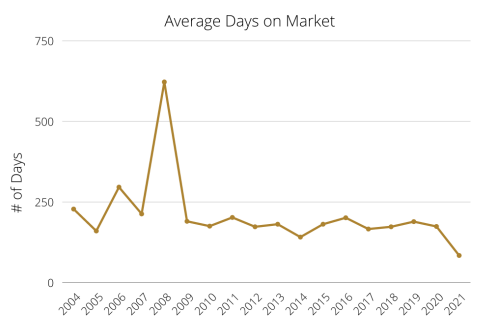
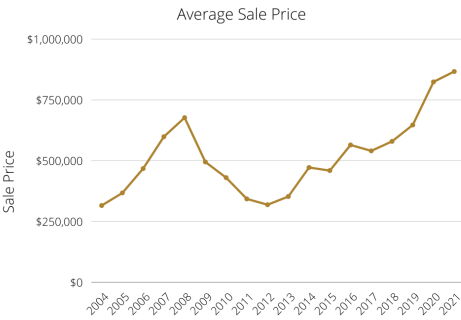
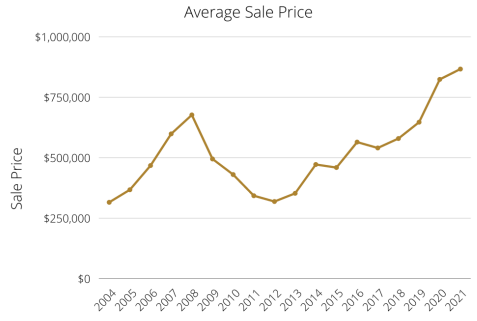
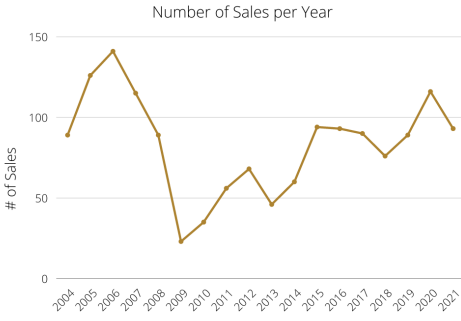
**\$340K**

HIGHEST SOLD  
PRICE IN 2021

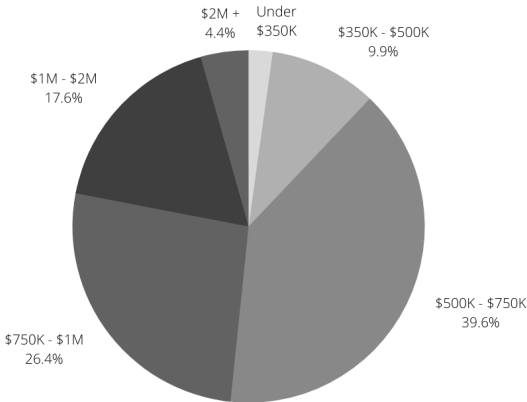
**\$11.25M**

# Basalt

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



2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021

**\$320K**

HIGHEST SOLD  
PRICE IN 2021

**\$2.9M**

# Missouri Heights

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## Current Market: Single Family Homes

AVERAGE DAYS  
ON THE MARKET

153

AVERAGE % OF  
LIST PRICE RECEIVED

96%

	SINGLE FAMILY HOMES
TOTAL ACTIVE LISTINGS	11
% PENDING	45%
ASKING PRICE RANGE	\$998,000 - \$7,995,000
ABSORPTION RATE	3.1 months

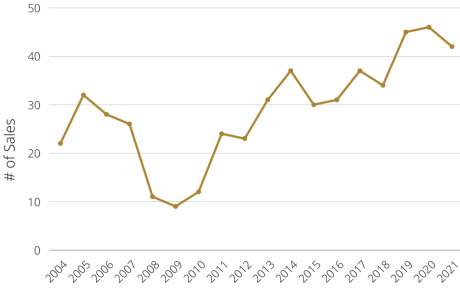
All current activity statistics as of 1/25/2022.



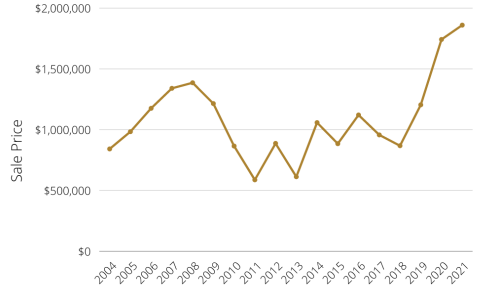
# Missouri Heights

## Single Family Homes: Historical Trends 2004 - 2021

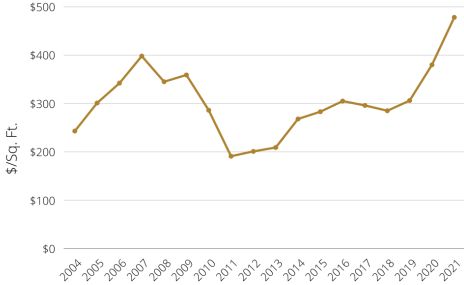
Number of Sales per Year



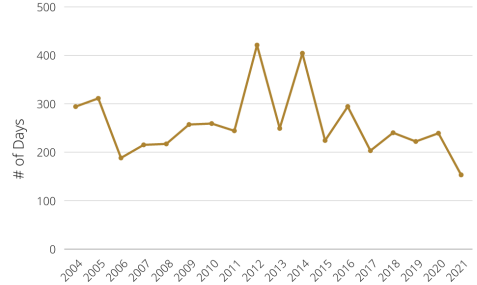
Average Sale Price



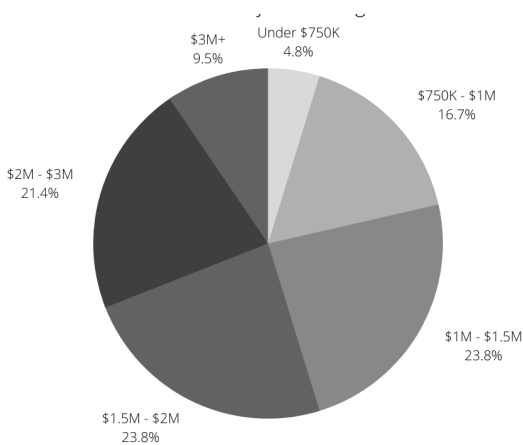
Average Sold Price Per Square Foot



Average Days on Market



2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021

**\$671K**

HIGHEST SOLD  
PRICE IN 2021

**\$6.025M**

# Carbondale

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## Current Market

Single Family Homes

Condos, Town Homes & Duplexes

AVERAGE DAYS  
ON THE MARKET

97

AVERAGE DAYS  
ON THE MARKET

139

AVERAGE % OF  
LIST PRICE RECEIVED

98%

AVERAGE % OF  
LIST PRICE RECEIVED

100%

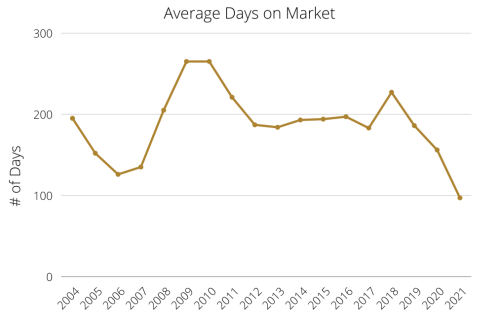
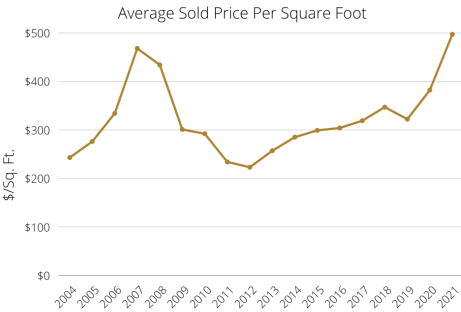
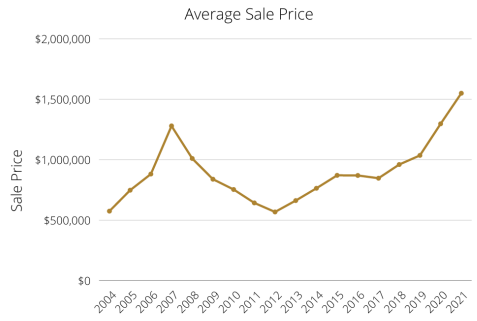
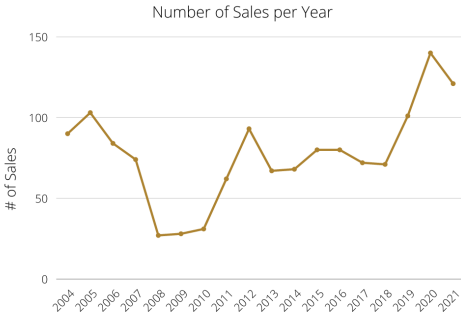
	SINGLE FAMILY HOMES	CONDOS, TOWN HOMES & DUPLEXES
TOTAL ACTIVE LISTINGS	31	8
% PENDING	42%	88%
ASKING PRICE RANGE	\$645000 - \$6,395,000	\$645,000 - \$900,000
ABSORPTION RATE	3 months	1 month

All current activity statistics as of 1/25/2022.

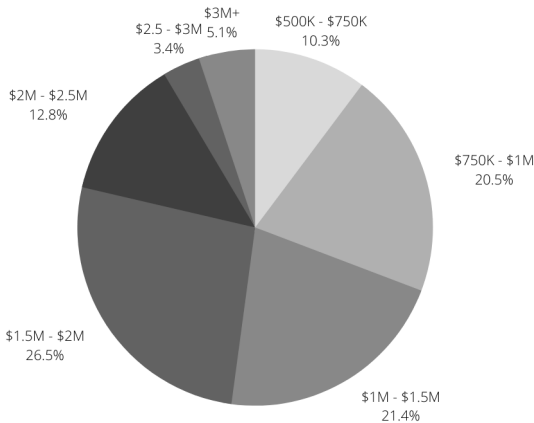


# Carbondale

## Single Family Homes: Historical Trends 2004 - 2021



2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021

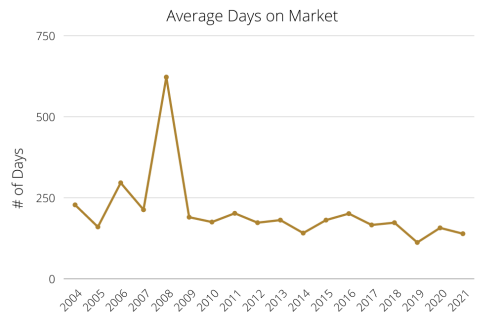
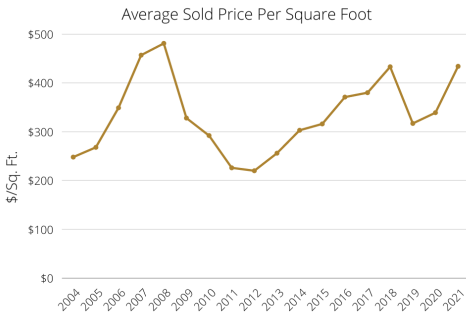
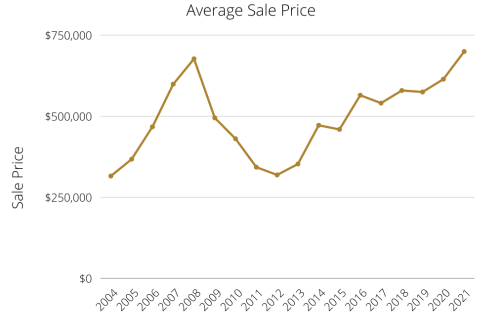
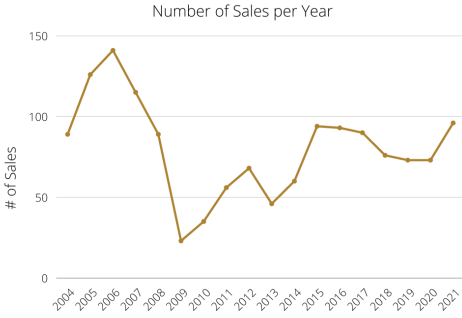
**\$535K**

HIGHEST SOLD  
PRICE IN 2021

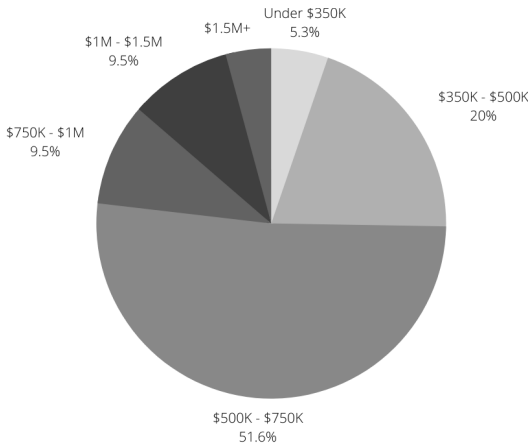
**\$5.3M**

# Carbondale

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



2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021

**\$225K**

HIGHEST SOLD  
PRICE IN 2021

**\$2.3M**

# Crystal valley

## Current Market: Single Family Homes

AVERAGE DAYS  
ON THE MARKET

104

AVERAGE % OF  
LIST PRICE RECEIVED

96%

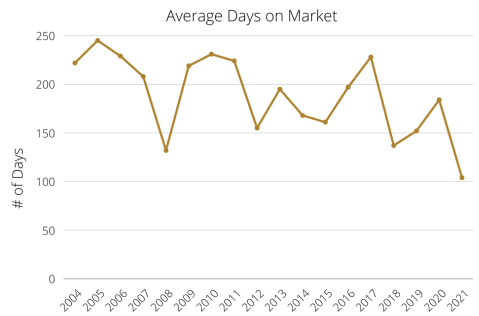
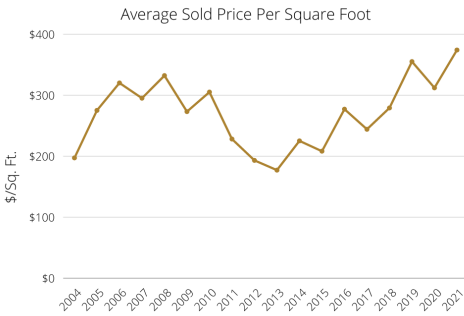
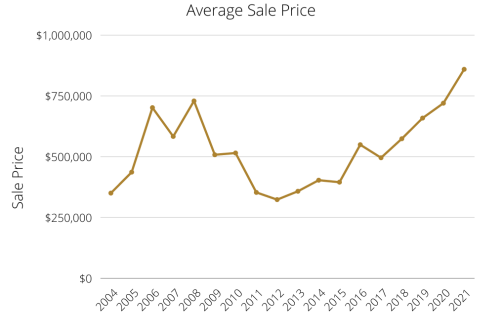
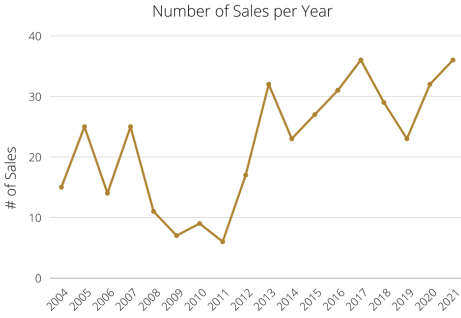
	SINGLE FAMILY HOMES
TOTAL ACTIVE LISTINGS	4
% PENDING	0%
ASKING PRICE RANGE	\$848,000 - \$18,000,000
ABSORPTION RATE	1.3 months

All current activity statistics as of 1/25/2022.

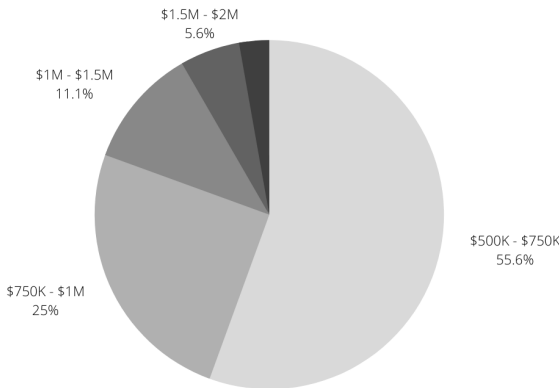


# Crystal Valley

## Single Family Homes: Historical Trends 2004 - 2021



### 2021 Sales Mix By Price Range



LOWEST SOLD  
PRICE IN 2021  
**\$500K**

HIGHEST SOLD  
PRICE IN 2021  
**\$2.433M**

# Vacant Land

## Current Activity By Area

LOWEST PRICE SOLD  
IN 2021

**\$55K**

HIGHEST PRICE SOLD  
IN 2021

**\$3.2M**

	BASALT	MISSOURI HEIGHTS	CARBONDALE	CRYSTAL VALLEY
TOTAL ACTIVE LAND LISTINGS	6	6	17	1
% PENDING	33%	66%	24%	0
ASKING PRICE RANGE	\$395,000 - \$1,700,000	\$249,000 - \$779,000	\$225,000 - \$2,910,000	\$125,000
# LOTS SOLD IN 2021	64	28	96	21
ABSORPTION RATE	1.1 months	2.6 months	2.1 months	Less than 1 month

All current activity statistics as of 1/25/2022.



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