

Dear Elk Springs Residents & Landowners,

Enclosed is a custom market report with real estate facts and figures pertaining to just Elk Springs over the past 3 years. Low home sales and inventory in Elk Springs is similar to the rest of the local market - prices are incredible, due to limited options. Compared to years' past, lot turnover in Elk Springs has increased immensely due to low inventory of homes in the area. Low lot prices and high activity this past winter, followed by the introduction of over 30 new lot listings in filing 9 has transitioned the Elk Springs land market to higher prices and slightly slower lot sales activity this summer. All in all, demand for home and lots in Elk Springs continues to remain high. Sellers a distinct advantage right now.

I have two qualified buyers looking for the following in Elk Springs:

Buyer #1: 3+ bedroom home with a main floor office and master bedroom. Must have views of Mt.Sopris. Prefer newer construction and high-end finishes.

Buyer #2: Vacant lot in filings 1 - 8. Budget under \$200,000.

If you are thinking about selling your property and curious about your options, please get in touch!



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Source: Aspen Glenwood MLS

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Elk Springs

MICRO MARKET REPORT

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2955 ELK SPRINGS DR (LOT)
 Sold for \$249,000
 2.99 acres

BUYER TESTIMONIAL

"We worked with Sara for over a year (long distance) getting to know neighborhoods and touring homes via internet and Facetime tours. She had been the listing agent for our son's house and was recommended by the builder. We had talked to other Realtors and found that Sara had more enthusiasm and work ethic than the others. Sara managed all our questions about all our potential buys and if she did not know the answer, she found it out quickly. I would highly recommend Sara because she knows the area and is hard working and relentless in her pursuit of what the client wants."

How is the single family home market in Elk Springs?

OF HOME SALES EACH YEAR

2019	2020	YTD 2021
8	10	3

AVERAGE DAYS ON THE MARKET

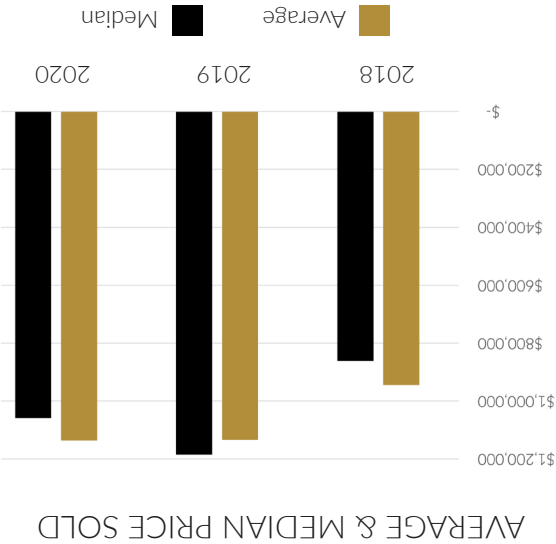
97

RANGE OF HOME PRICES SOLD YTD 2021

\$1.05M - \$1.3M

AVERAGE % OF LIST PRICE RECEIVED

100%



What about the land market?

OF LOT SALES EACH YEAR

2019	2020	YTD 2021
3	33	45

AVERAGE DAYS ON THE MARKET

132

RANGE OF LOT PRICES SOLD IN 2020

\$115K - \$289K

AVERAGE % OF LIST PRICE RECEIVED

100%

HOMES	LAND	ACTIVE LISTINGS	# PENDING	ASKING PRICE RANGE	ABSORPTION RATE
1	21	0	0	\$200,000 - \$329,000	2.6 months
0	0	0	0	\$200,000 - \$329,000	3.6 months

Current Activity in Elk Springs