

Dear Elk Springs Residents & Landowners,

2020 has been an interesting year! Real estate in the Roaring Fork Valley has experienced unexpected, but healthy activity since June and the momentum only continues through the winter season. The COVID-19 pandemic and subsequent urban exodus generated a significant surge interest in our small towns, rural living and year-round outdoor lifestyle. Lower-than-ever interest rates are also incentivizing local and second homeowners finally make the move they have been waiting for. Enclosed is a custom market report with real estate facts and figures pertaining to just Elk Springs over the past 3 years. I hope you find this information helpful in understanding just how much real estate values have been affected in such a short time. 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. Budget up to \$1.4 million.

Buyer #2: Vacant lot in Los Amigos Ranch filings 1 - 5 (includes lots on Pinon Dr, Cedar Cove, Monarch Road, and Crescent Lane and Crescent Place). Budget up to \$140,000.

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

Sara Kurz

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Source: Aspen Glenwood MLS

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www.MidValleyMarket.com

For more information about historical trends and current real estate activity in Basalt, Missouri Heights and Carbondale, visit:

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Elk Springs

MICRO MARKET REPORT



Aspen | Sotheby's
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198 WOOD NYMPH LANE

Sold for \$1,235,000

3 bedrooms | 3.5 baths | 3,927 sq. ft.

Immaculate ranch style home with modern architecture and stunning views of Mt. Sopris.

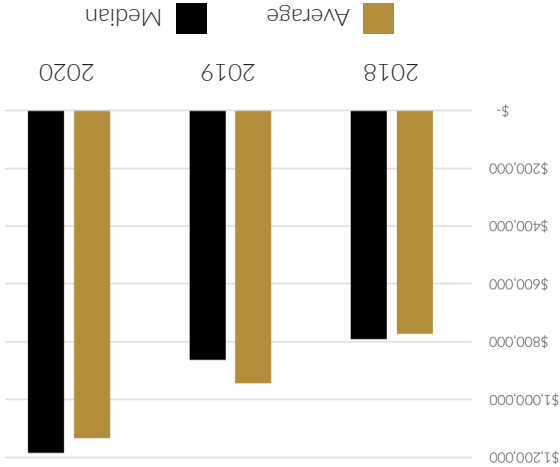
TESTIMONIAL

"Sara is thorough in her research, patient with the process, knowledgeable of the market, and detailed in shepherding the transaction through closing. Working with Sara was a positive experience that yielded a positive result within a very competitive market for a buyer relatively new to the area. We recommend her because we found her to be a knowledgeable, dedicated professional with a very steady, respectful and patient manner." - THE BUYERS



How is the single family home market in Elk Springs?

AVERAGE & MEDIAN PRICE SOLD



OF HOME SALES EACH YEAR

2018: 8
2019: 8
2020: 10

RANGE OF HOME PRICES SOLD IN 2020

\$940K - \$1.35M

AVERAGE DAYS ON THE MARKET

108

AVERAGE % OF LIST PRICE RECEIVED

98%

OF LOT SALES EACH YEAR

2018: 7
2019: 3
2020: 33

RANGE OF LOT PRICES SOLD IN 2020

\$75K - \$800K

AVERAGE DAYS ON THE MARKET

361

AVERAGE % OF LIST PRICE RECEIVED

98%

What about the land market?

Current Activity in Elk Springs

HOMES	LAND	ACTIVE LISTINGS	# PENDING	ASKING PRICE RANGE	ABSORPTION RATE
0	9	4	-	\$115,000 - \$169,000	n/a
0	3.3 months				