

# Real Estate News

WINTER EDITION 2024

FOURTH QUARTER REPORTS 2023



*"Every small, unselfish action nudges the world into a better path. An accumulation of small acts can change the world." ~ Robin Hobb*

**January, 2024**

Happy Winter!

Well, here we are in the middle of January, in the Roaring Fork Valley, with 12 inches of fresh snow on the ground and below freezing temperatures in my own back yard. While falling snow puts many smiles on the faces of the snow seeking locals and tourists in our valley, I can only imagine the impact the recent cold temperatures has had on the less fortunate in our valley, folks who do not have a roof over their heads, or enough money to pay their heating bills, or enough warm clothing, blankets, food and the bare necessities of life.

As I head into the new year, I thought about what motivates me, and what I can do to help make a difference in the lives of those less fortunate here in Colorado, and I have set my sights on the "road to kindness", and trying to make a difference, one day at a time, in 2024. While this newsletter will provide you with everything you may want to know about the Roaring Fork Real Estate market data, as of Dec 31, 2023, I hope it will also inspire you to be kind to others. Please join me on "the road to kindness" mission I have set for myself. I hope you will find the "Quotes on Kindness" placed throughout this newsletter inspiring, thoughtful and hopefully they will motivate you to be kind to yourself, and also to other's, everyday of your life. And if you find yourself in need, don't hesitate to let me know, and I promise to do what I can to encourage and guide you along the way.

My kindest regards,

*Trudi*

"Be the reason someone feels loved and believes in the goodness in people." ~ Roy T. Bennett



# Aspen

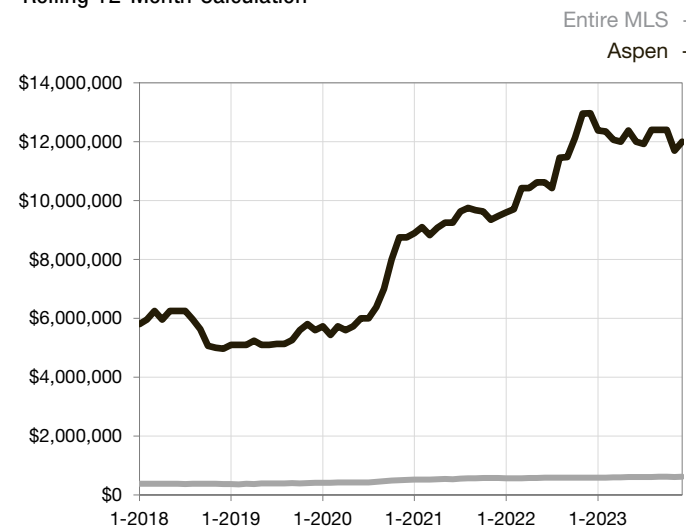
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	9	14	+ 55.6%	154	169	+ 9.7%
Sold Listings	4	6	+ 50.0%	80	86	+ 7.5%
Median Sales Price*	\$7,550,000	\$14,297,650	+ 89.4%	\$12,975,000	\$11,997,500	- 7.5%
Average Sales Price*	\$9,025,000	\$17,790,883	+ 97.1%	\$16,881,374	\$15,558,266	- 7.8%
Percent of List Price Received*	100.5%	92.4%	- 8.1%	95.4%	93.4%	- 2.1%
Days on Market Until Sale	65	307	+ 372.3%	108	117	+ 8.3%
Inventory of Homes for Sale	79	92	+ 16.5%	--	--	--
Months Supply of Inventory	11.9	12.8	+ 7.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

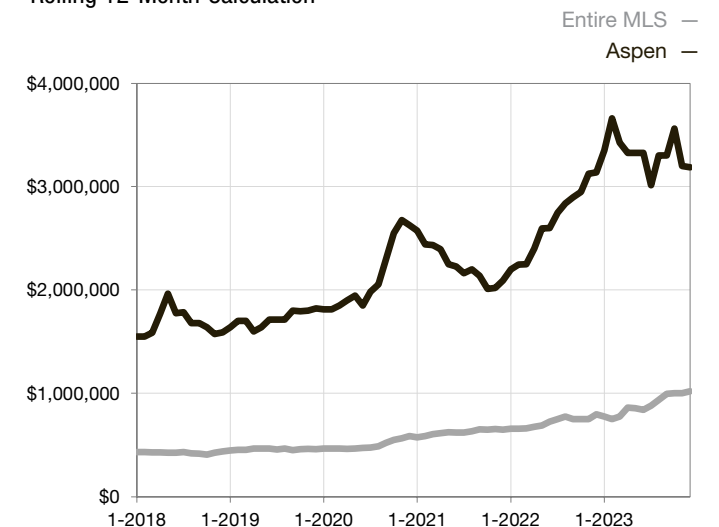
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	14	16	+ 14.3%	180	163	- 9.4%
Sold Listings	4	6	+ 50.0%	120	98	- 18.3%
Median Sales Price*	\$5,362,500	\$2,692,500	- 49.8%	\$3,137,500	\$3,187,500	+ 1.6%
Average Sales Price*	\$9,543,750	\$4,612,086	- 51.7%	\$4,562,875	\$4,822,753	+ 5.7%
Percent of List Price Received*	96.6%	92.3%	- 4.5%	97.5%	94.6%	- 3.0%
Days on Market Until Sale	19	259	+ 1263.2%	45	97	+ 115.6%
Inventory of Homes for Sale	63	59	- 6.3%	--	--	--
Months Supply of Inventory	6.3	7.2	+ 14.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



Practice kindness through compassion ...



HEADQUARTERS

Suicide in the Roaring Fork Valley rose to an all time high in 2023. Prevention and Mental Fitness is the path forward. HeadQ.org.

"Kind words promote peace in our thoughts and our lives." ~ Allene Van Oirschot



# Woody Creek

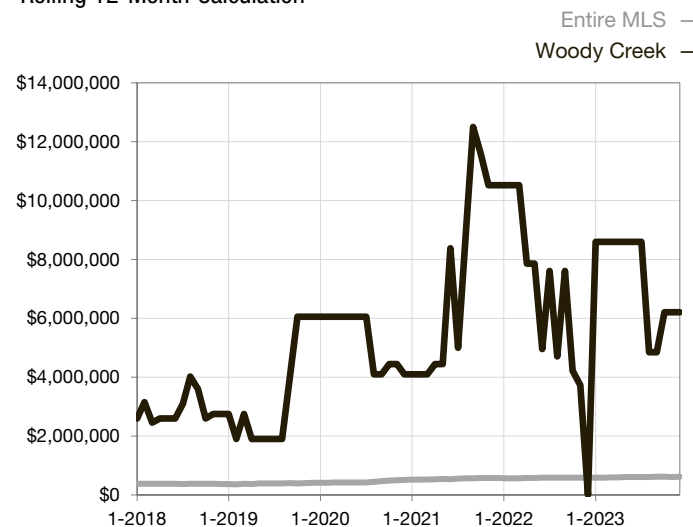
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	12	13	+ 8.3%
Sold Listings	0	0	--	0	4	--
Median Sales Price*	\$0	\$0	--	\$0	\$6,200,000	--
Average Sales Price*	\$0	\$0	--	\$0	\$8,000,000	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	92.0%	--
Days on Market Until Sale	0	0	--	0	86	--
Inventory of Homes for Sale	9	4	- 55.6%	--	--	--
Months Supply of Inventory	0.0	3.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

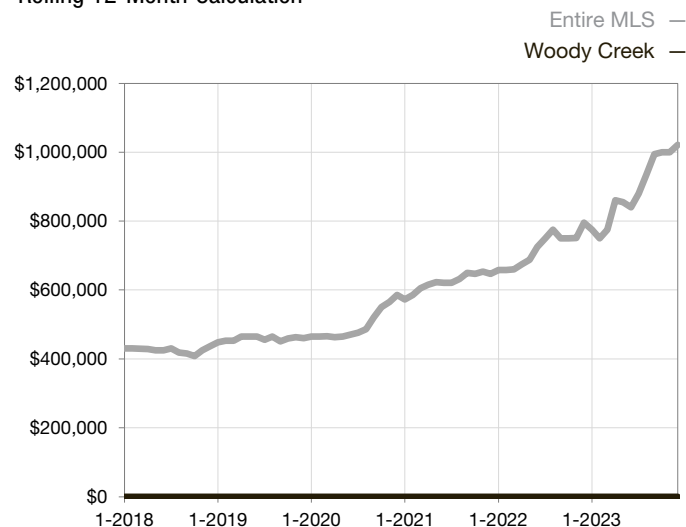
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



Support nonprofits that matter!



Advancing the quality of life in our region by focusing its resources on solutions and programs that help children and families thrive.  
[aspencommunityfoundation.org](http://aspencommunityfoundation.org)

"Kindness is the opportunity we have everyday to change the world." ~ RAKtivist



# Snowmass Village

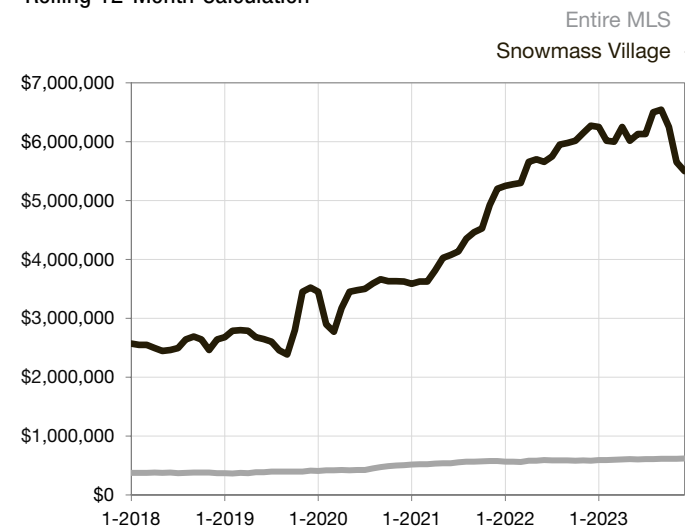
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	4	11	+ 175.0%	53	53	0.0%
Sold Listings	0	2	--	33	36	+ 9.1%
Median Sales Price*	\$0	\$5,150,000	--	\$6,272,500	\$5,500,000	- 12.3%
Average Sales Price*	\$0	\$5,150,000	--	\$7,265,287	\$7,183,958	- 1.1%
Percent of List Price Received*	0.0%	94.4%	--	95.6%	93.5%	- 2.2%
Days on Market Until Sale	0	57	--	110	99	- 10.0%
Inventory of Homes for Sale	20	17	- 15.0%	--	--	--
Months Supply of Inventory	6.1	4.7	- 23.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

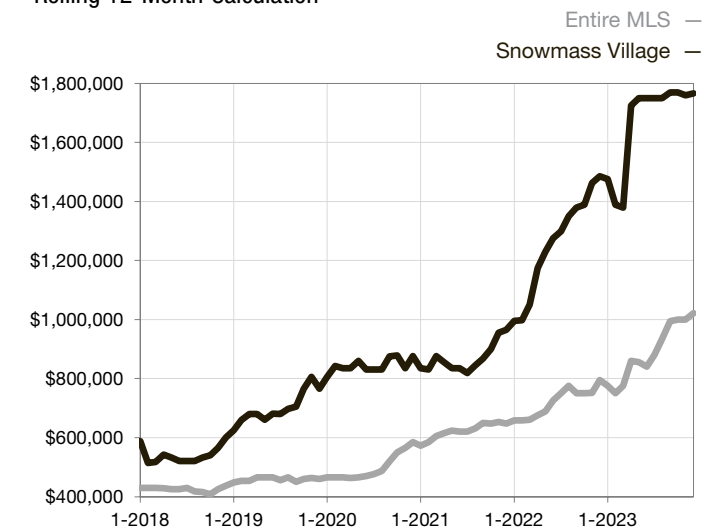
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	55	29	- 47.3%	225	153	- 32.0%
Sold Listings	6	6	0.0%	118	158	+ 33.9%
Median Sales Price*	\$1,600,000	\$2,111,250	+ 32.0%	\$1,485,000	\$1,766,250	+ 18.9%
Average Sales Price*	\$2,433,333	\$2,917,083	+ 19.9%	\$2,036,726	\$2,130,085	+ 4.6%
Percent of List Price Received*	93.2%	93.1%	- 0.1%	97.2%	97.5%	+ 0.3%
Days on Market Until Sale	134	60	- 55.2%	46	83	+ 80.4%
Inventory of Homes for Sale	104	57	- 45.2%	--	--	--
Months Supply of Inventory	10.6	4.3	- 59.4%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



Support local wildlife ...



The Roaring Fork Valley Bear Coalition, a solution-based non-profit, dedicated to reducing human-bear conflicts. [RoaringForkBears.org](http://RoaringForkBears.org)

“Sometimes it’s easy to lose faith in people. And sometimes one act of kindness is all it takes to give you hope again.” ~ Randa Abdel-Fattah



# Old Snowmass

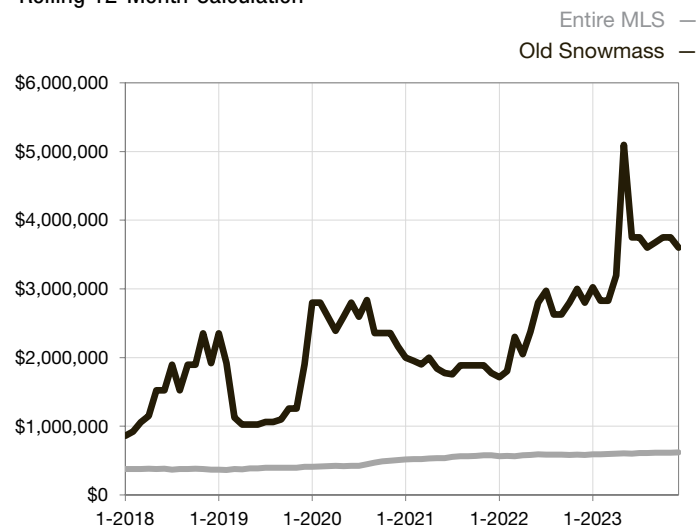
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	5	1	- 80.0%	28	29	+ 3.6%
Sold Listings	0	2	--	21	19	- 9.5%
Median Sales Price*	\$0	\$1,691,500	--	\$2,800,000	\$3,600,000	+ 28.6%
Average Sales Price*	\$0	\$1,691,500	--	\$6,081,483	\$3,861,951	- 36.5%
Percent of List Price Received*	0.0%	95.8%	--	95.2%	92.7%	- 2.6%
Days on Market Until Sale	0	314	--	77	109	+ 41.6%
Inventory of Homes for Sale	11	12	+ 9.1%	--	--	--
Months Supply of Inventory	5.2	5.7	+ 9.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

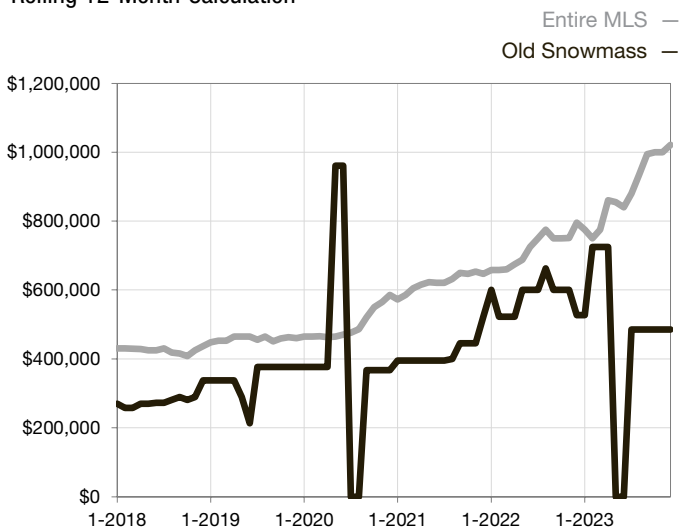
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	1	1	0.0%
Sold Listings	0	0	--	2	1	- 50.0%
Median Sales Price*	\$0	\$0	--	\$526,725	\$485,000	- 7.9%
Average Sales Price*	\$0	\$0	--	\$526,725	\$485,000	- 7.9%
Percent of List Price Received*	0.0%	0.0%	--	99.7%	115.8%	+ 16.1%
Days on Market Until Sale	0	0	--	149	7	- 95.3%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



Get behind healthy initiatives ...



Support, empower, and educate the most vulnerable and at-risk individuals in Western Colorado to live free from addiction. [awayout.org](http://awayout.org)



*"There is no wrong way to perform an act of kindness."*  
 ~ Catherine Ryan Hyde



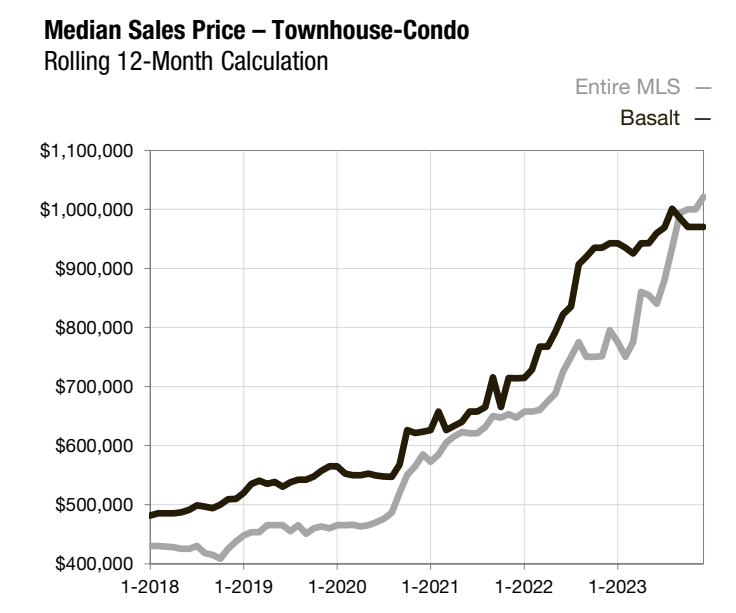
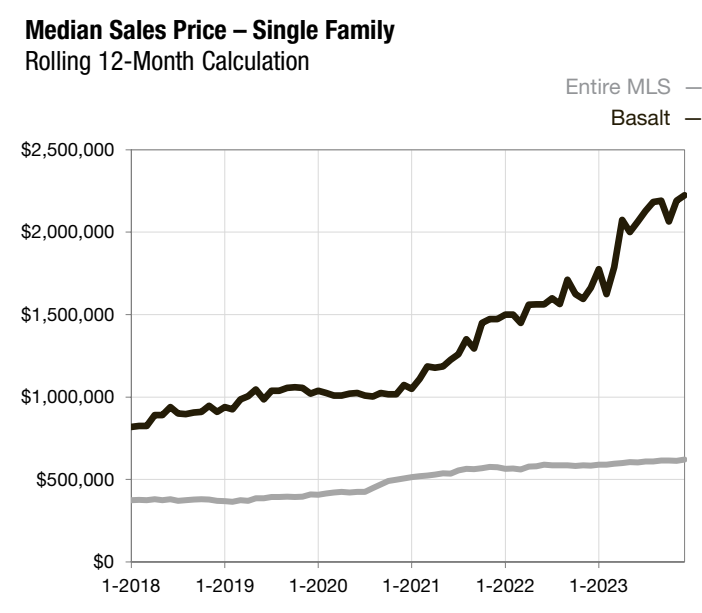
# Basalt

Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	2	2	0.0%	70	66	- 5.7%
Sold Listings	1	1	0.0%	34	52	+ 52.9%
Median Sales Price*	\$2,000,000	<b>\$2,425,000</b>	+ 21.3%	\$1,662,500	<b>\$2,225,000</b>	+ 33.8%
Average Sales Price*	\$2,000,000	<b>\$2,425,000</b>	+ 21.3%	\$2,055,647	<b>\$2,460,854</b>	+ 19.7%
Percent of List Price Received*	95.3%	<b>91.5%</b>	- 4.0%	96.5%	<b>95.7%</b>	- 0.8%
Days on Market Until Sale	46	<b>246</b>	+ 434.8%	53	<b>85</b>	+ 60.4%
Inventory of Homes for Sale	22	<b>23</b>	+ 4.5%	--	--	--
Months Supply of Inventory	7.8	<b>5.3</b>	- 32.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	3	3	0.0%	99	77	- 22.2%
Sold Listings	1	2	+ 100.0%	78	74	- 5.1%
Median Sales Price*	\$855,000	<b>\$736,500</b>	- 13.9%	\$942,500	<b>\$970,000</b>	+ 2.9%
Average Sales Price*	\$855,000	<b>\$736,500</b>	- 13.9%	\$1,160,089	<b>\$1,219,805</b>	+ 5.1%
Percent of List Price Received*	95.5%	<b>95.6%</b>	+ 0.1%	100.3%	<b>99.1%</b>	- 1.2%
Days on Market Until Sale	28	<b>12</b>	- 57.1%	32	<b>44</b>	+ 37.5%
Inventory of Homes for Sale	31	<b>27</b>	- 12.9%	--	--	--
Months Supply of Inventory	4.8	<b>4.4</b>	- 8.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.

Invest in the future ...



Stepping Stones cultivates strong mentoring relationships and community spaces for youth ages 10-24 to foster personal growth, compassion, and responsibility. [steppingstonesrfv.org](http://steppingstonesrfv.org)

"It takes courage to be kind."

Maya Angelou



# Carbondale

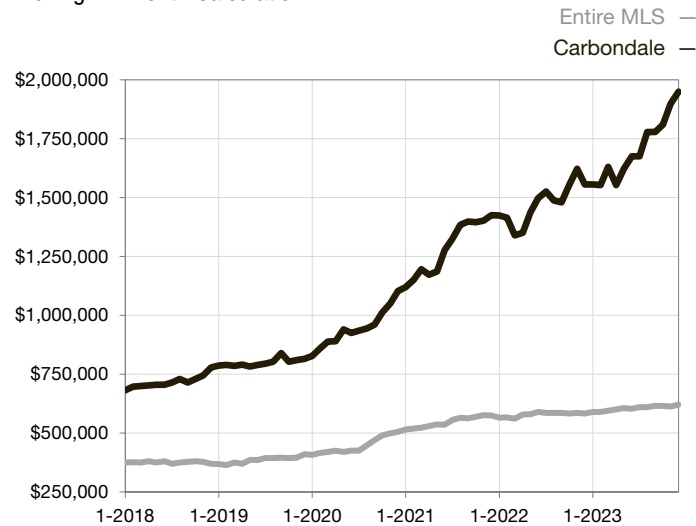
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	11	5	- 54.5%	194	178	- 8.2%
Sold Listings	7	10	+ 42.9%	121	133	+ 9.9%
Median Sales Price*	\$960,000	<b>\$1,758,000</b>	+ 83.1%	\$1,555,000	<b>\$1,950,000</b>	+ 25.4%
Average Sales Price*	\$1,154,357	<b>\$2,521,125</b>	+ 118.4%	\$1,840,783	<b>\$2,154,478</b>	+ 17.0%
Percent of List Price Received*	96.1%	<b>96.3%</b>	+ 0.2%	97.5%	<b>96.7%</b>	- 0.8%
Days on Market Until Sale	50	70	+ 40.0%	74	78	+ 5.4%
Inventory of Homes for Sale	68	44	- 35.3%	--	--	--
Months Supply of Inventory	6.7	4.0	- 40.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

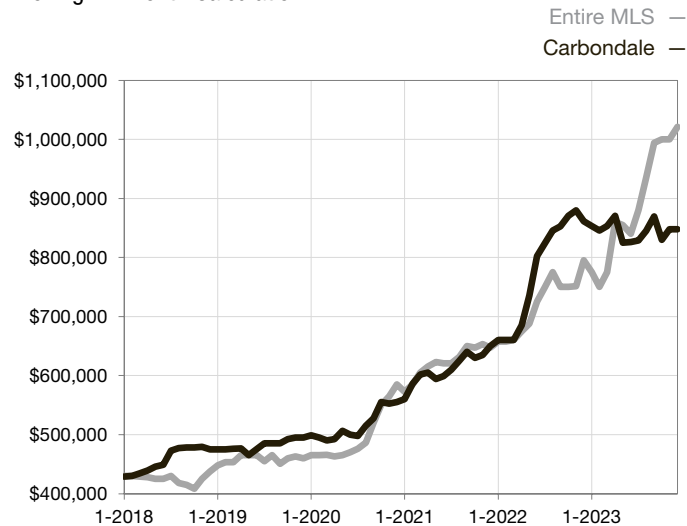
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	0	- 100.0%	76	71	- 6.6%
Sold Listings	5	3	- 40.0%	65	57	- 12.3%
Median Sales Price*	\$860,000	<b>\$1,181,000</b>	+ 37.3%	\$861,000	<b>\$847,500</b>	- 1.6%
Average Sales Price*	\$1,043,640	<b>\$1,012,000</b>	- 3.0%	\$996,050	<b>\$1,134,399</b>	+ 13.9%
Percent of List Price Received*	93.4%	<b>97.1%</b>	+ 4.0%	99.0%	<b>97.7%</b>	- 1.3%
Days on Market Until Sale	66	37	- 43.9%	48	52	+ 8.3%
Inventory of Homes for Sale	20	15	- 25.0%	--	--	--
Months Supply of Inventory	3.7	3.2	- 13.5%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



Support nonprofits that matter!



Voces Unidas is a multi-entity regional Latino organization to make Colorado's Western Slope more equitable. [vocesunidas.org](http://vocesunidas.org)





*"To extend yourself in kindness to anybody is an extension in kindness in the world." ~ Oprah Winfrey*



# Missouri Heights

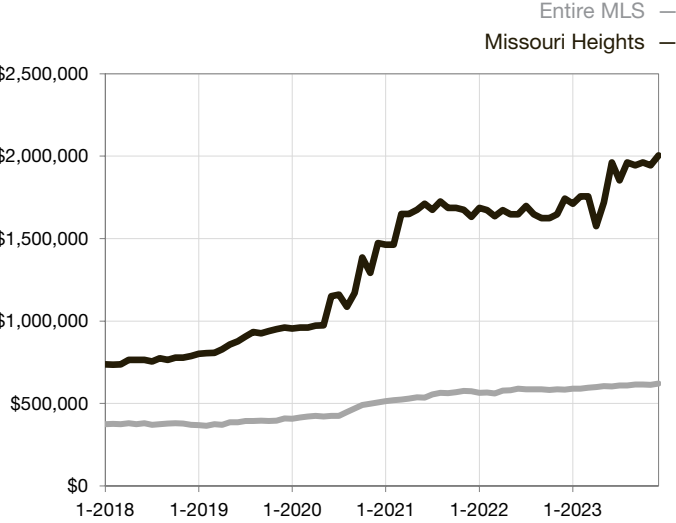
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	3	2	- 33.3%	39	48	+ 23.1%
Sold Listings	1	3	+ 200.0%	26	28	+ 7.7%
Median Sales Price*	\$1,887,500	\$3,340,000	+ 77.0%	\$1,742,500	\$2,006,500	+ 15.2%
Average Sales Price*	\$1,887,500	\$3,930,000	+ 108.2%	\$2,190,911	\$2,369,393	+ 8.1%
Percent of List Price Received*	96.8%	95.6%	- 1.2%	97.4%	95.5%	- 2.0%
Days on Market Until Sale	76	145	+ 90.8%	119	86	- 27.7%
Inventory of Homes for Sale	18	18	0.0%	--	--	--
Months Supply of Inventory	6.9	5.8	- 15.9%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

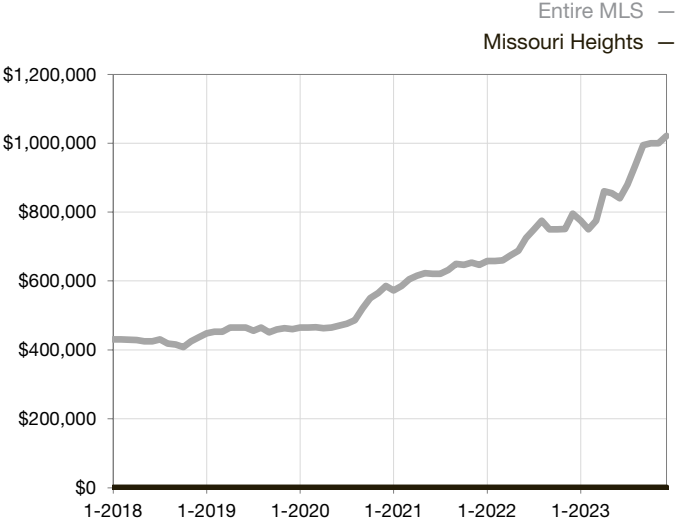
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.

**Support nonprofits that matter!**



C.A.R.E — Practicing excellence in animal care, education, and advocacy to connect pets to their people. [coloradoanimalrescue.org](http://coloradoanimalrescue.org)

"Be kind, for everyone you meet is fighting a battle you know nothing about." ~ Wendy Mass



# Marble

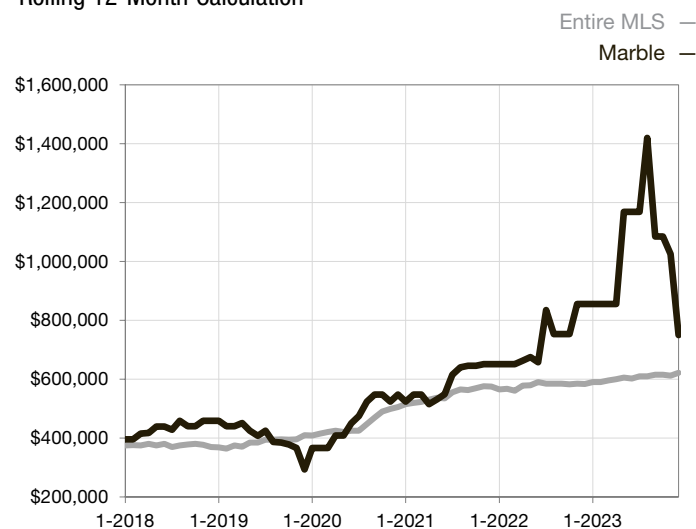
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	4	11	+ 175.0%
Sold Listings	0	1	--	3	7	+ 133.3%
Median Sales Price*	\$0	\$514,720	--	\$855,000	\$750,000	- 12.3%
Average Sales Price*	\$0	\$514,720	--	\$1,030,167	\$908,531	- 11.8%
Percent of List Price Received*	0.0%	86.5%	--	98.4%	92.8%	- 5.7%
Days on Market Until Sale	0	11	--	143	60	- 58.0%
Inventory of Homes for Sale	2	4	+ 100.0%	--	--	--
Months Supply of Inventory	1.3	2.9	+ 123.1%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

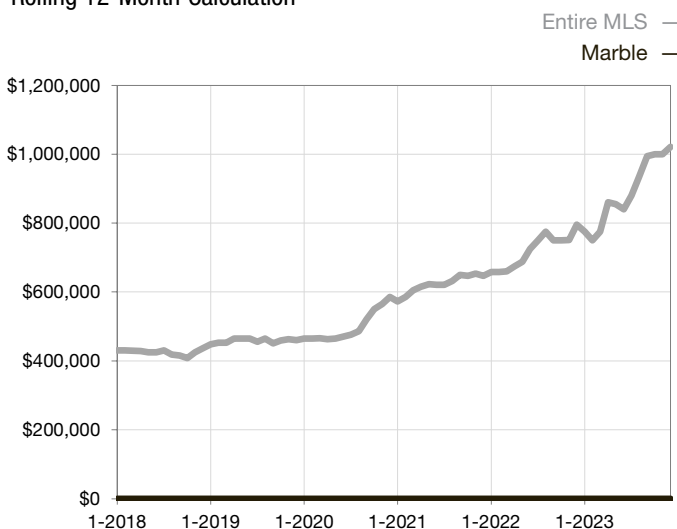
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	0	0	--
Sold Listings	0	0	--	0	0	--
Median Sales Price*	\$0	\$0	--	\$0	\$0	--
Average Sales Price*	\$0	\$0	--	\$0	\$0	--
Percent of List Price Received*	0.0%	0.0%	--	0.0%	0.0%	--
Days on Market Until Sale	0	0	--	0	0	--
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	0.0	--	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.



No kindness is too small ...



Building Homes. Building Hope. Building Community.  
habitatroaringfork.org



"Kindness can be anything—from watering a tree to feeding a stray animal." ~ Jyoti Arora



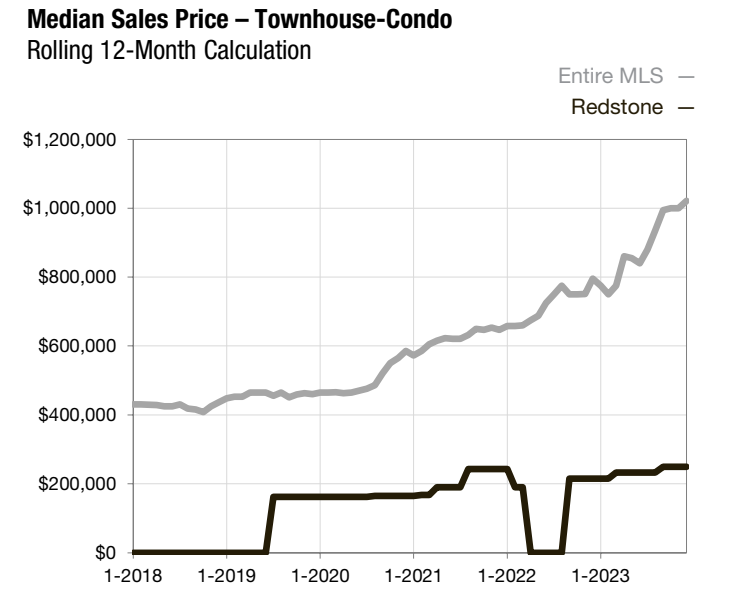
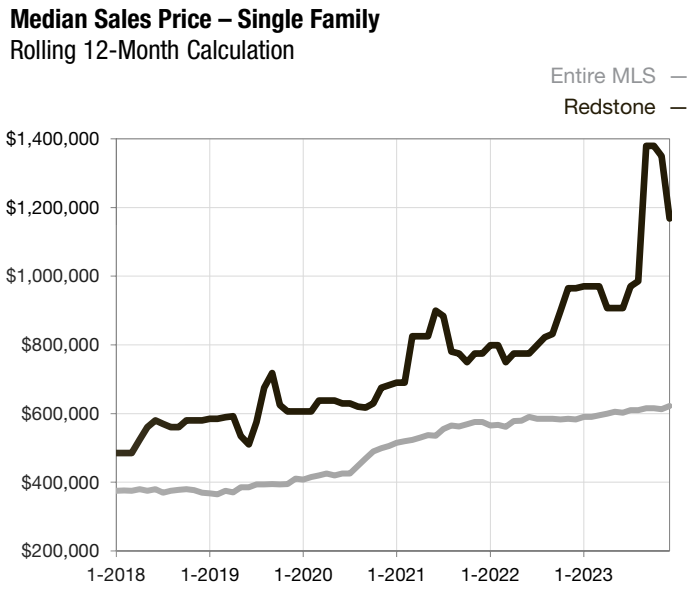
# Redstone

Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	0	0	--	11	8	- 27.3%
Sold Listings	1	0	- 100.0%	9	6	- 33.3%
Median Sales Price*	\$6,000,000	\$0	- 100.0%	\$965,000	\$1,167,500	+ 21.0%
Average Sales Price*	\$6,000,000	\$0	- 100.0%	\$2,724,222	\$1,464,783	- 46.2%
Percent of List Price Received*	85.8%	0.0%	- 100.0%	94.7%	97.7%	+ 3.2%
Days on Market Until Sale	125	0	- 100.0%	146	64	- 56.2%
Inventory of Homes for Sale	1	3	+ 200.0%	--	--	--
Months Supply of Inventory	0.6	2.5	+ 316.7%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	1	0	- 100.0%	4	0	- 100.0%
Sold Listings	0	0	--	1	1	0.0%
Median Sales Price*	\$0	\$0	--	\$215,000	\$250,000	+ 16.3%
Average Sales Price*	\$0	\$0	--	\$215,000	\$250,000	+ 16.3%
Percent of List Price Received*	0.0%	0.0%	--	104.9%	100.0%	- 4.7%
Days on Market Until Sale	0	0	--	3	61	+ 1933.3%
Inventory of Homes for Sale	1	0	- 100.0%	--	--	--
Months Supply of Inventory	1.0	0.0	- 100.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.

Support nonprofits that matter!



LIFT-UP is the leader in providing equitable food security for individuals and families; educating, building understanding and support to end hunger from Parachute to Aspen. [liftup.org](http://liftup.org)



"The smallest act of kindness is worth more than the greatest intention." ~ Kahlil Gibran



## Glenwood Springs

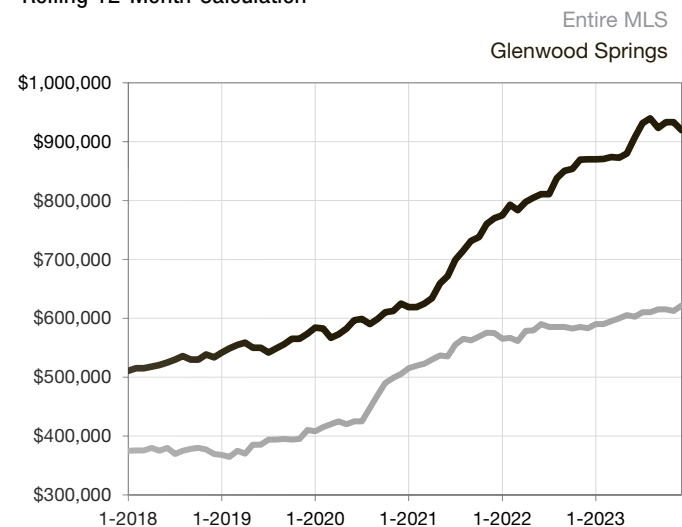
Single Family Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	6	6	0.0%	205	164	- 20.0%
Sold Listings	8	7	- 12.5%	161	138	- 14.3%
Median Sales Price*	\$1,012,500	\$940,000	- 7.2%	\$870,000	\$919,500	+ 5.7%
Average Sales Price*	\$1,225,542	\$1,051,286	- 14.2%	\$981,817	\$1,032,080	+ 5.1%
Percent of List Price Received*	93.8%	95.9%	+ 2.2%	97.9%	96.9%	- 1.0%
Days on Market Until Sale	63	134	+ 112.7%	50	59	+ 18.0%
Inventory of Homes for Sale	38	23	- 39.5%	--	--	--
Months Supply of Inventory	2.8	2.0	- 28.6%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

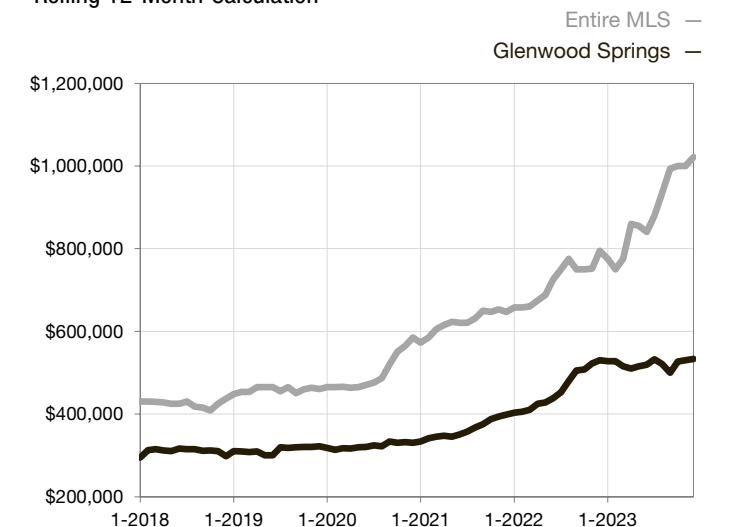
Townhouse/Condo Key Metrics	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	5	5	0.0%	86	52	- 39.5%
Sold Listings	1	0	- 100.0%	85	42	- 50.6%
Median Sales Price*	\$458,000	\$0	- 100.0%	\$530,000	\$533,750	+ 0.7%
Average Sales Price*	\$458,000	\$0	- 100.0%	\$531,225	\$536,141	+ 0.9%
Percent of List Price Received*	100.0%	0.0%	- 100.0%	98.8%	98.3%	- 0.5%
Days on Market Until Sale	8	0	- 100.0%	56	34	- 39.3%
Inventory of Homes for Sale	12	5	- 58.3%	--	--	--
Months Supply of Inventory	1.6	1.3	- 18.8%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



### Foster inclusion ...



Gay For Good Rocky Mountains mobilizes LGBTQ+ and ally volunteers to promote diversity, foster inclusion and strengthen ties in the Rocky Mountains. <https://gayforgood.org/chapters/rockymountains/>



*"Practice kindness all day to everybody and you will realize you're already in heaven now."  
~ Jack Kerouac*



# New Castle

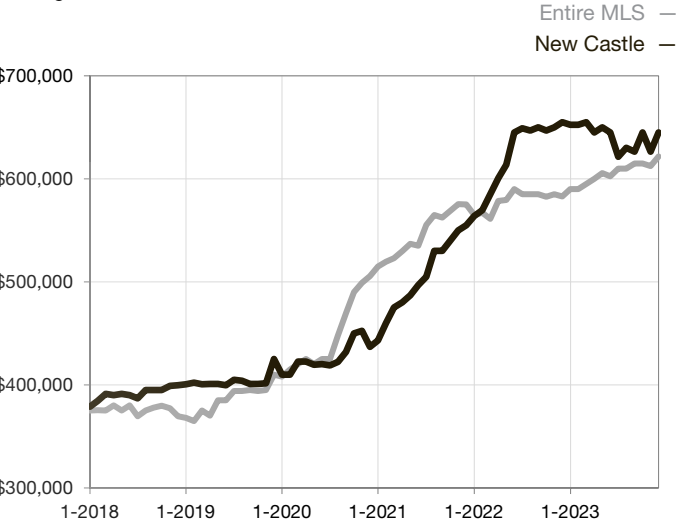
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	4	2	- 50.0%	93	89	- 4.3%
Sold Listings	2	6	+ 200.0%	85	68	- 20.0%
Median Sales Price*	\$505,000	<b>\$657,500</b>	+ 30.2%	\$655,000	<b>\$645,000</b>	- 1.5%
Average Sales Price*	\$505,000	<b>\$723,083</b>	+ 43.2%	\$658,484	<b>\$667,858</b>	+ 1.4%
Percent of List Price Received*	84.3%	<b>98.0%</b>	+ 16.3%	98.4%	<b>98.5%</b>	+ 0.1%
Days on Market Until Sale	55	<b>88</b>	+ 60.0%	33	<b>49</b>	+ 48.5%
Inventory of Homes for Sale	17	<b>14</b>	- 17.6%	--	--	--
Months Supply of Inventory	2.4	<b>2.5</b>	+ 4.2%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

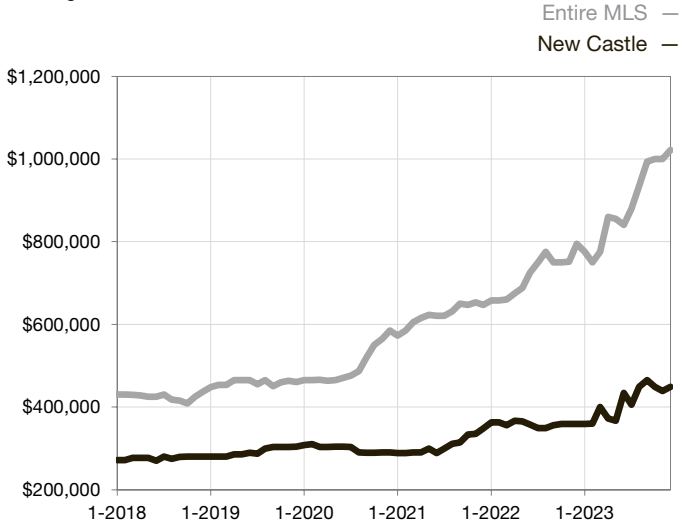
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	1	0	- 100.0%	54	46	- 14.8%
Sold Listings	0	1	--	51	39	- 23.5%
Median Sales Price*	\$0	<b>\$705,000</b>	--	\$359,000	<b>\$449,000</b>	+ 25.1%
Average Sales Price*	\$0	<b>\$705,000</b>	--	\$398,884	<b>\$465,371</b>	+ 16.7%
Percent of List Price Received*	0.0%	<b>98.1%</b>	--	100.7%	<b>98.9%</b>	- 1.8%
Days on Market Until Sale	0	<b>201</b>	--	13	<b>74</b>	+ 469.2%
Inventory of Homes for Sale	14	<b>5</b>	- 64.3%	--	--	--
Months Supply of Inventory	2.7	<b>1.5</b>	- 44.4%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

**Median Sales Price – Single Family**  
Rolling 12-Month Calculation



**Median Sales Price – Townhouse-Condo**  
Rolling 12-Month Calculation



Be kind to the environment ...



My valley. My watershed. [roaringfork.org](http://roaringfork.org)



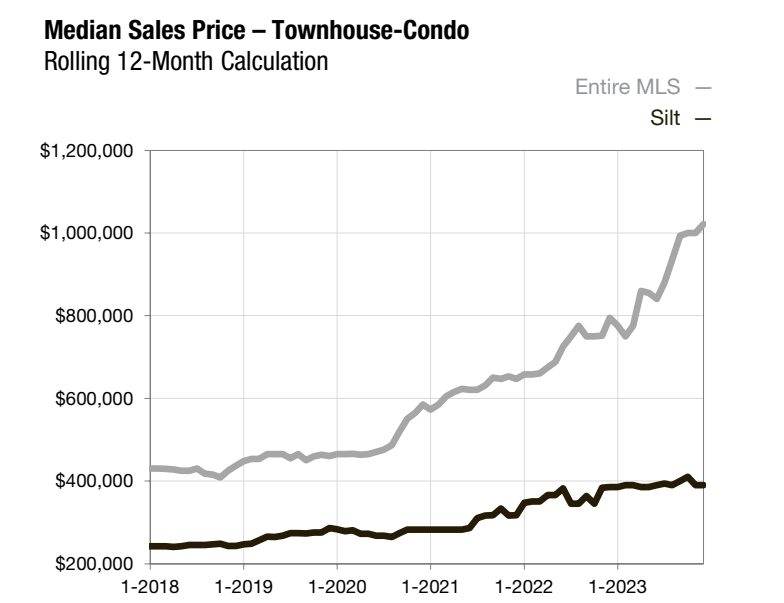
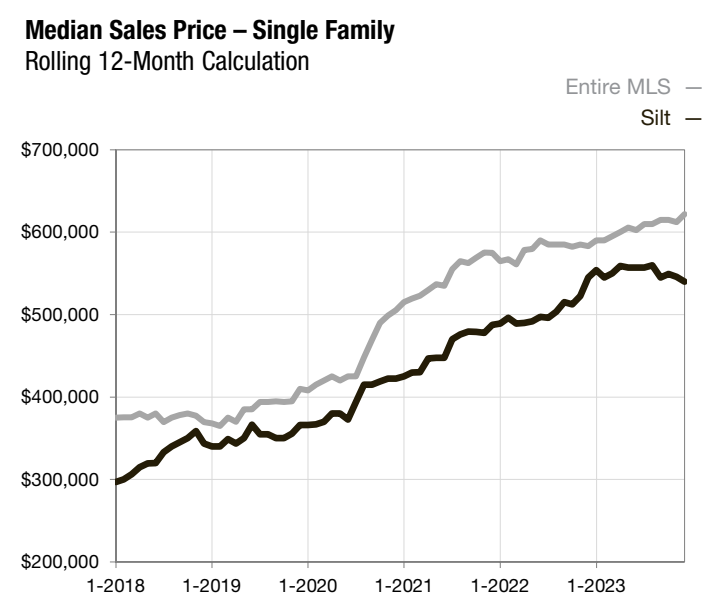
# Silt

Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	2	2	0.0%	91	90	- 1.1%
Sold Listings	5	4	- 20.0%	77	77	0.0%
Median Sales Price*	\$610,000	<b>\$585,000</b>	- 4.1%	\$545,000	<b>\$540,000</b>	- 0.9%
Average Sales Price*	\$623,450	<b>\$752,500</b>	+ 20.7%	\$559,974	<b>\$552,364</b>	- 1.4%
Percent of List Price Received*	94.9%	<b>98.0%</b>	+ 3.3%	98.3%	<b>98.4%</b>	+ 0.1%
Days on Market Until Sale	156	<b>52</b>	- 66.7%	49	<b>41</b>	- 16.3%
Inventory of Homes for Sale	19	<b>15</b>	- 21.1%	--	--	--
Months Supply of Inventory	3.0	<b>2.3</b>	- 23.3%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
<b>Key Metrics</b>						
New Listings	0	0	--	13	10	- 23.1%
Sold Listings	0	0	--	11	9	- 18.2%
Median Sales Price*	\$0	<b>\$0</b>	--	\$385,000	<b>\$390,000</b>	+ 1.3%
Average Sales Price*	\$0	<b>\$0</b>	--	\$354,091	<b>\$421,278</b>	+ 19.0%
Percent of List Price Received*	0.0%	<b>0.0%</b>	--	98.8%	<b>98.1%</b>	- 0.7%
Days on Market Until Sale	0	0	--	24	30	+ 25.0%
Inventory of Homes for Sale	0	0	--	--	--	--
Months Supply of Inventory	0.0	<b>0.0</b>	--	--	--	--

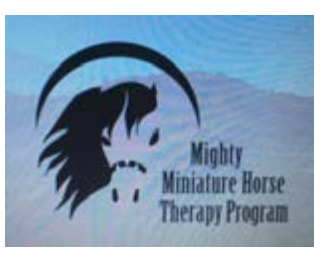
\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.

Touch hearts ...

*"Go to where you are kindest."  
Jaron Lanier*



MMHTP focus is on senior care homes, library reading and after school programs on the western slope of Colorado. Visit [mmhtp.org](http://mmhtp.org)

"Be a little kinder than you have to."

E. Lockhart



# Rifle

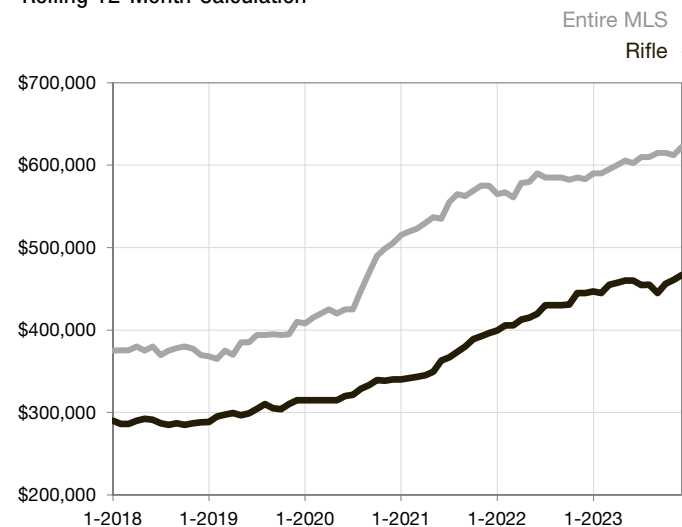
Single Family	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	7	5	- 28.6%	162	167	+ 3.1%
Sold Listings	14	12	- 14.3%	155	123	- 20.6%
Median Sales Price*	\$434,500	\$516,250	+ 18.8%	\$445,000	\$467,000	+ 4.9%
Average Sales Price*	\$430,393	\$533,958	+ 24.1%	\$481,363	\$489,556	+ 1.7%
Percent of List Price Received*	97.6%	97.0%	- 0.6%	98.6%	97.2%	- 1.4%
Days on Market Until Sale	80	83	+ 3.8%	38	43	+ 13.2%
Inventory of Homes for Sale	21	25	+ 19.0%	--	--	--
Months Supply of Inventory	1.6	2.4	+ 50.0%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

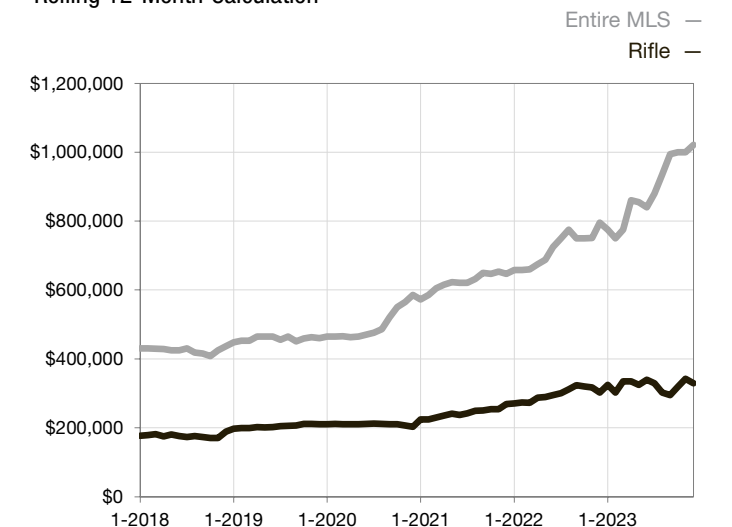
Townhouse/Condo	December			Year to Date		
	2022	2023	Percent Change from Previous Year	Thru 12-2022	Thru 12-2023	Percent Change from Previous Year
New Listings	2	2	0.0%	38	40	+ 5.3%
Sold Listings	1	1	0.0%	37	36	- 2.7%
Median Sales Price*	\$385,000	\$275,000	- 28.6%	\$302,500	\$329,500	+ 8.9%
Average Sales Price*	\$385,000	\$275,000	- 28.6%	\$280,959	\$321,153	+ 14.3%
Percent of List Price Received*	101.3%	98.3%	- 3.0%	99.8%	98.8%	- 1.0%
Days on Market Until Sale	92	5	- 94.6%	51	23	- 54.9%
Inventory of Homes for Sale	4	5	+ 25.0%	--	--	--
Months Supply of Inventory	1.3	1.5	+ 15.4%	--	--	--

\* Does not account for seller concessions and/or down payment assistance. | Activity for one month can sometimes look extreme due to small sample size.

Median Sales Price – Single Family  
Rolling 12-Month Calculation



Median Sales Price – Townhouse-Condo  
Rolling 12-Month Calculation



Current as of January 4, 2024. All data from the Aspen/Glenwood Springs MLS Inc. Report © 2024 ShowingTime.

Home is where the heart is!



Gnomes for homes is my mission ... to provide \$5,000 grants for first time home buyers in the Valley. Ask me about how to adopt a gnome!

# Monthly Indicators

## December 2023

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.0 percent for single family homes and 33.7 percent for townhouse-condo properties. Pending Sales increased 16.2 percent for single family homes and 78.3 percent for townhouse-condo properties.

The Median Sales Price was up 24.9 percent to \$940,000 for single family homes and 13.4 percent to \$1,375,000 for townhouse-condo properties. Days on Market increased 54.4 percent for single family homes and 60.8 percent for condo properties.

Low levels of inventory continue to impact U.S. home sales, offering few options for aspiring buyers to choose from. Going into December there were 1.13 million units for sale, down 1.7% from the previous month but up 0.9% from the same period last year, for a 3.5 months' supply at the current sales pace. As a result, sales prices remain high nationwide, with NAR reporting the median existing-home price rose 4% annually to \$387,600 as of last measure, the fifth consecutive month of year-over-year price gains. Homebuyer demand is picking up, and without a significant increase in supply, experts believe home prices will likely remain elevated for some time to come.



## Activity Snapshot

**+ 13.8%**   **+ 29.2%**   **- 21.4%**

One-Year Change in Sold Listings All Properties   One-Year Change in Median Sales Price All Properties   One-Year Change in Active Listings All Properties

Residential real estate activity in the counties of Delta, Eagle, Garfield, Gunnison, Mesa, Moffat and Pitkin composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

- Single Family Market Overview 2
- Townhouse-Condo Market Overview 3
- New Listings 4
- Pending Sales 5
- Sold Listings 6
- Median Sales Price 7
- Average Sales Price 8
- Percent of List Price Received 9
- Days on Market Until Sale 10
- Housing Affordability Index 11
- Inventory of Active Listings 12
- Months Supply of Inventory 13
- Total Market Overview 14
- Sold Listings and Inventory by Price Range 15
- Glossary of Terms 16

# Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		50	48	- 4.0%	1,077	1,037	- 3.7%
<b>Pending Sales</b>		37	43	+ 16.2%	726	750	+ 3.3%
<b>Sold Listings</b>		42	51	+ 21.4%	779	749	- 3.9%
<b>Median Sales Price</b>		\$752,500	\$940,000	+ 24.9%	\$850,000	\$1,035,000	+ 21.8%
<b>Avg. Sales Price</b>		\$1,717,562	\$3,327,339	+ 93.7%	\$3,042,341	\$3,233,989	+ 6.3%
<b>Pct. of List Price Received</b>		95.6%	95.9%	+ 0.3%	97.6%	96.4%	- 1.2%
<b>Days on Market</b>		79	122	+ 54.4%	60	69	+ 15.0%
<b>Affordability Index</b>		38	30	- 21.1%	34	27	- 20.6%
<b>Active Listings</b>		307	276	- 10.1%	--	--	--
<b>Months Supply</b>		4.7	4.4	- 6.4%	--	--	--

# Townhouse-Condo Market Overview

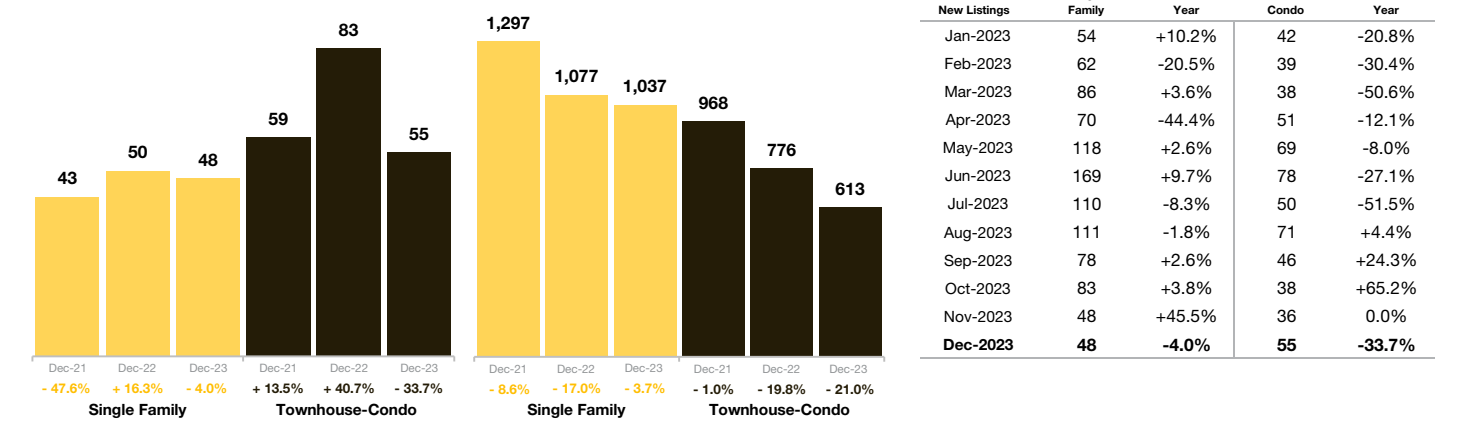
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

Key Metrics	Historical Sparkbars	12-2022	12-2023	Percent Change	YTD 2022	YTD 2023	Percent Change
<b>New Listings</b>		83	55	- 33.7%	776	613	- 21.0%
<b>Pending Sales</b>		23	41	+ 78.3%	546	509	- 6.8%
<b>Sold Listings</b>		18	19	+ 5.6%	568	515	- 9.3%
<b>Median Sales Price</b>		\$1,212,500	\$1,375,000	+ 13.4%	\$860,000	\$1,100,000	+ 27.9%
<b>Avg. Sales Price</b>		\$3,316,178	\$2,666,527	- 19.6%	\$1,803,107	\$1,982,262	+ 9.9%
<b>Pct. of List Price Received</b>		95.0%	94.3%	- 0.7%	98.7%	97.5%	- 1.2%
<b>Days on Market</b>		74	119	+ 60.8%	43	67	+ 55.8%
<b>Affordability Index</b>		27	23	- 14.8%	37	29	- 21.6%
<b>Active Listings</b>		249	173	- 30.5%	--	--	--
<b>Months Supply</b>		5.3	4.0	- 24.5%	--	--	--

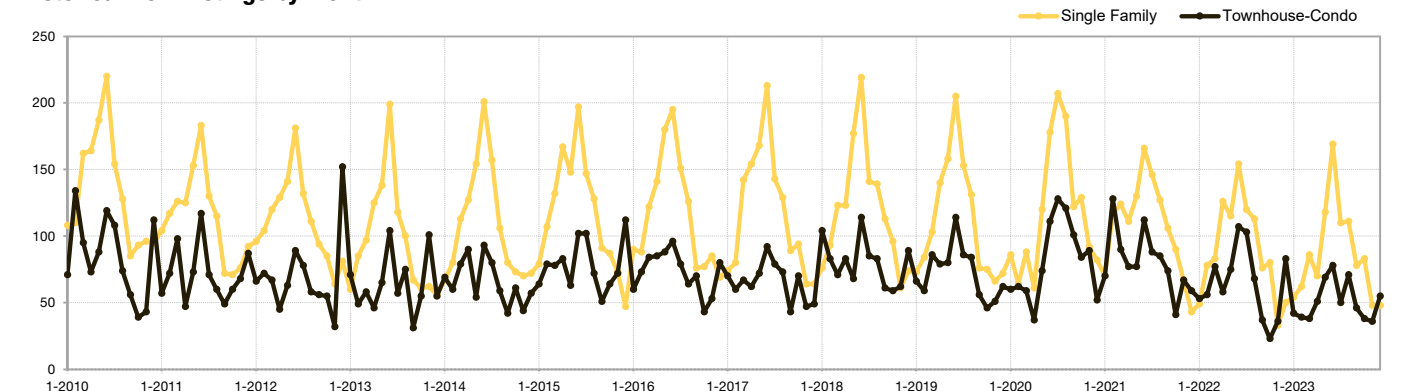
# New Listings

## December

## Year to Date

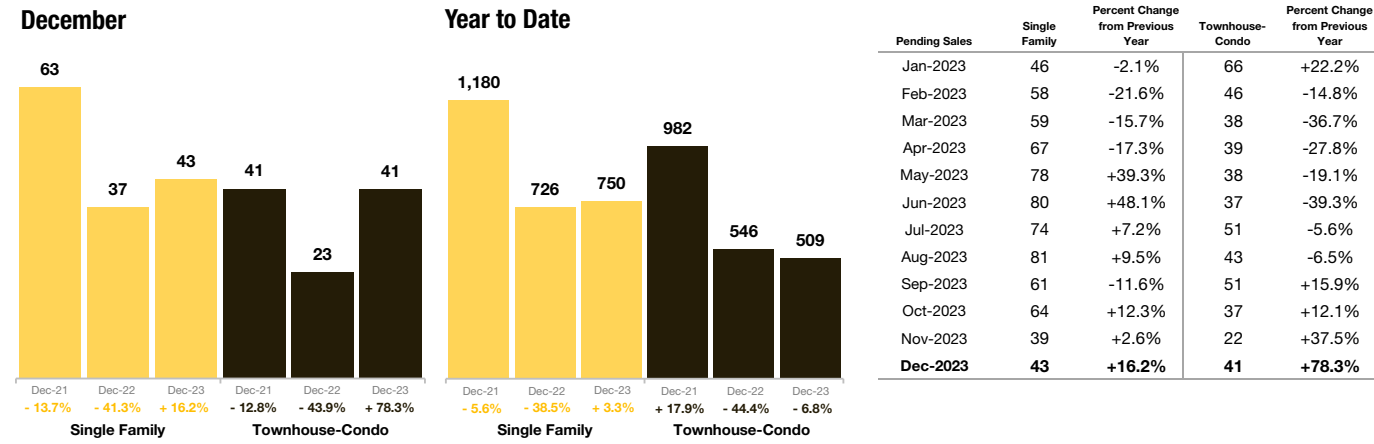


## Historical New Listings by Month

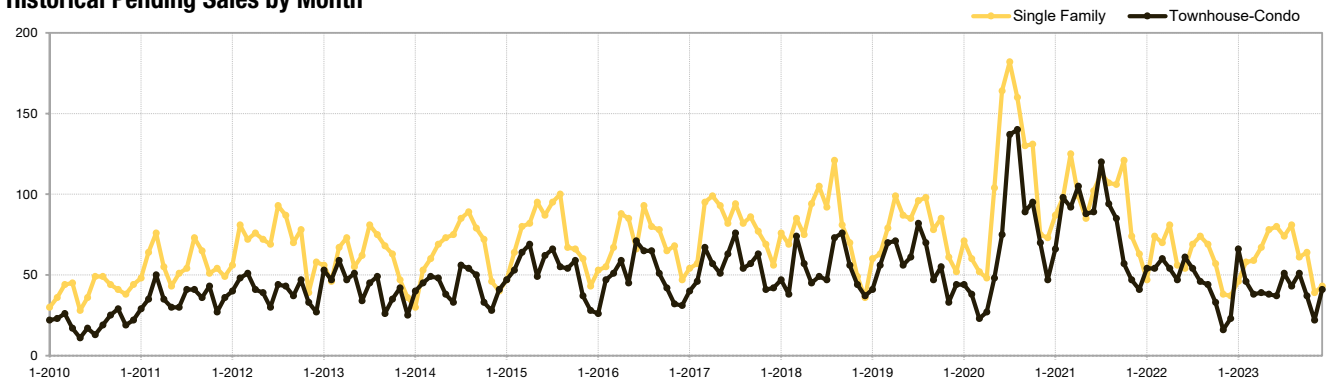




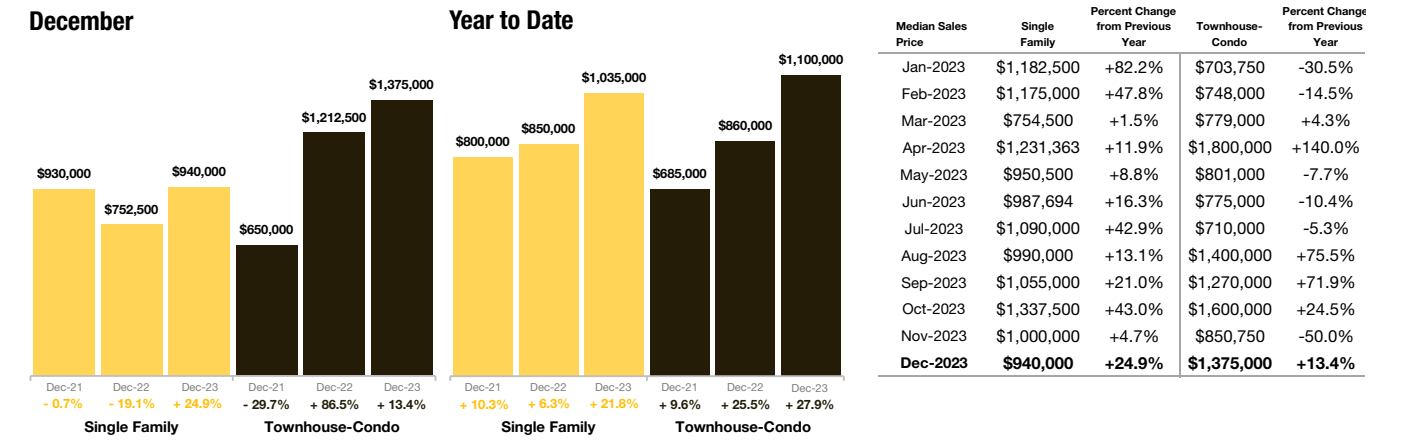
# Pending Sales



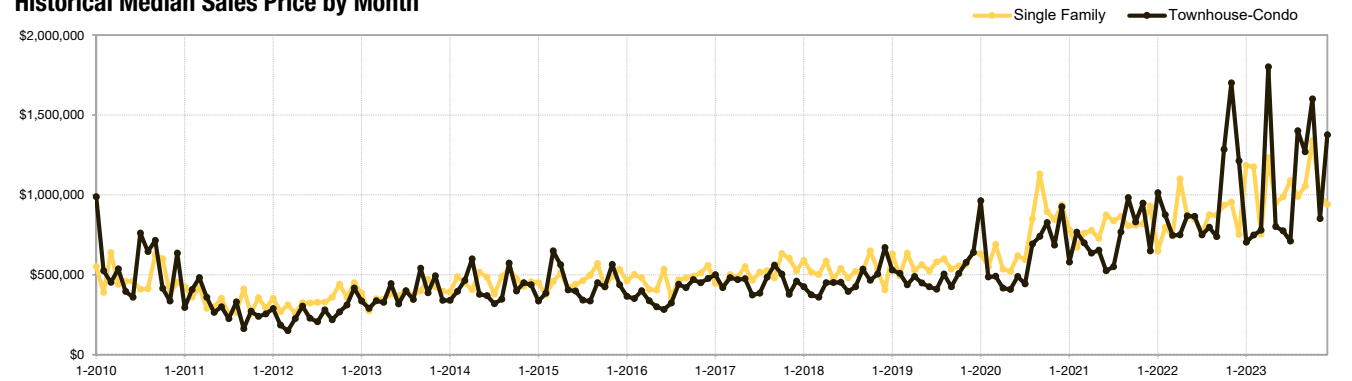
## Historical Pending Sales by Month



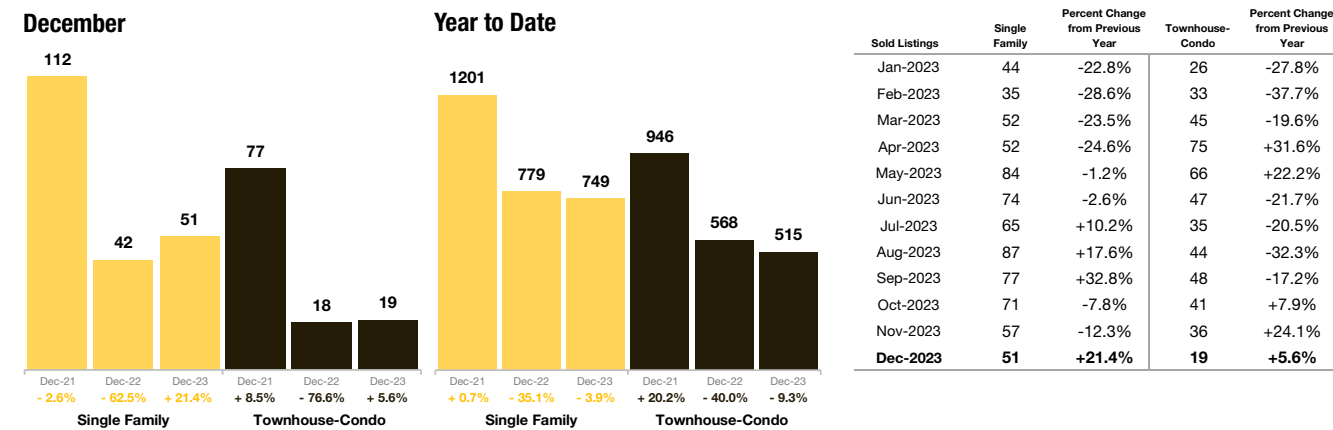
# Median Sales Price



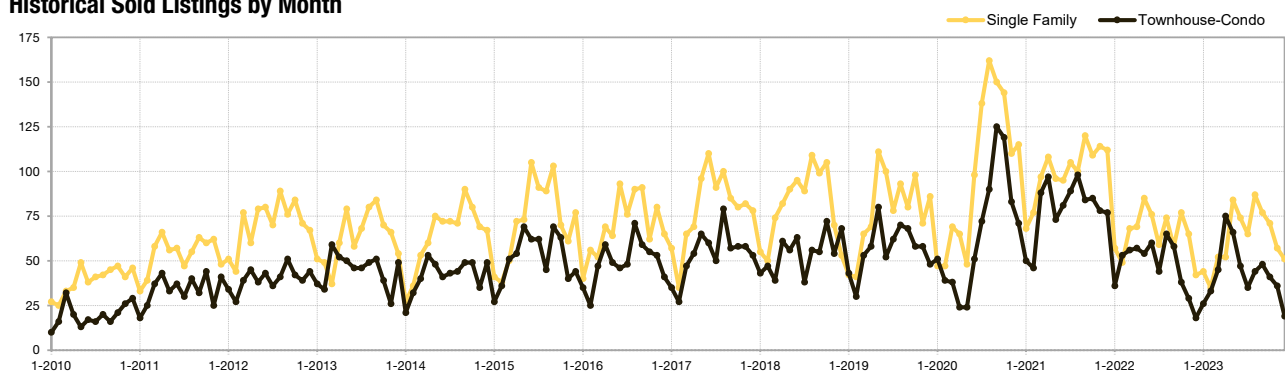
## Historical Median Sales Price by Month



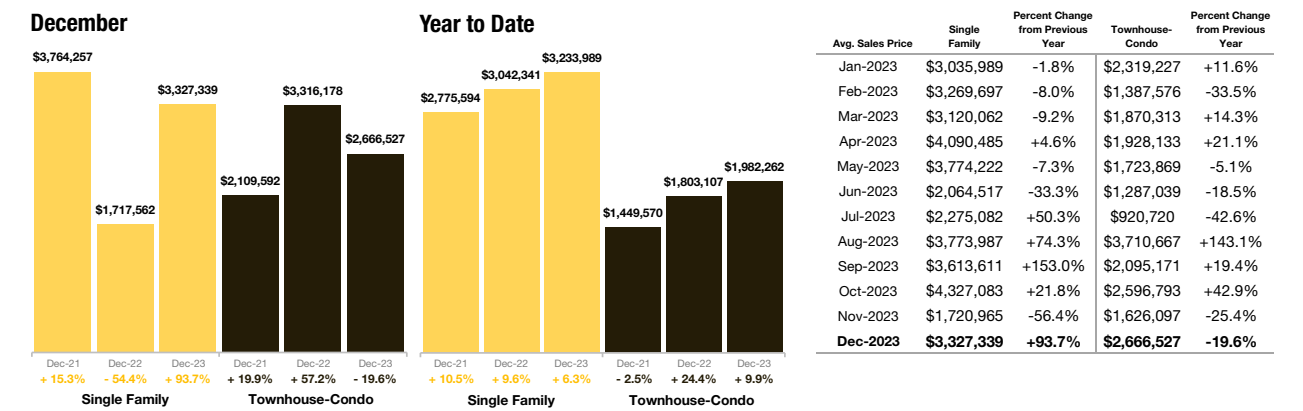
# Sold Listings



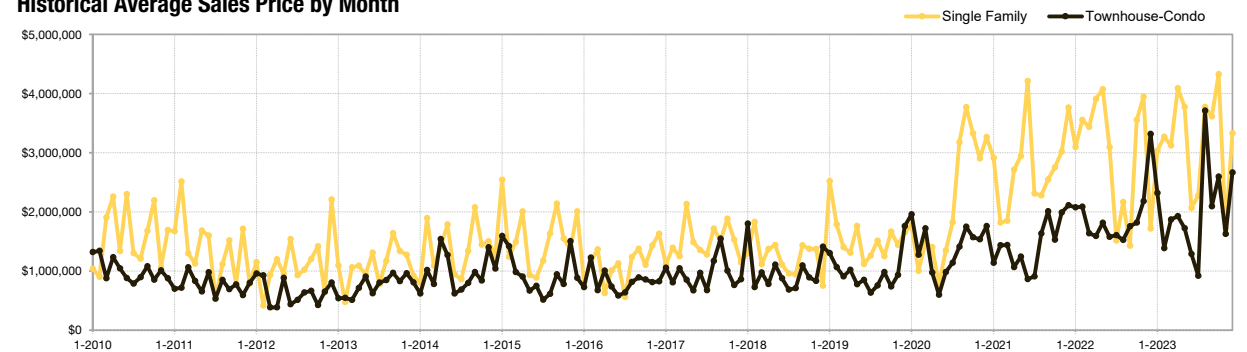
## Historical Sold Listings by Month



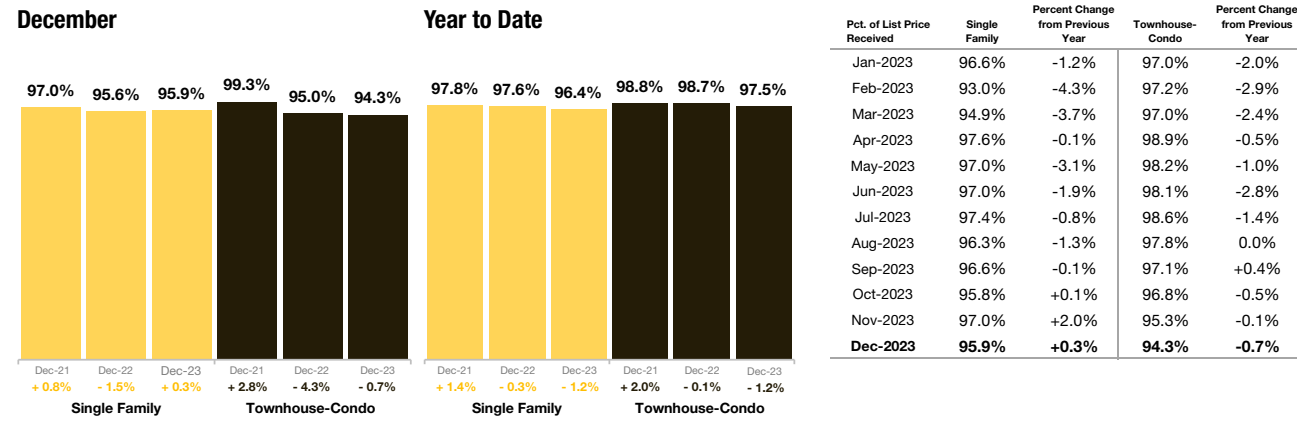
# Average Sales Price



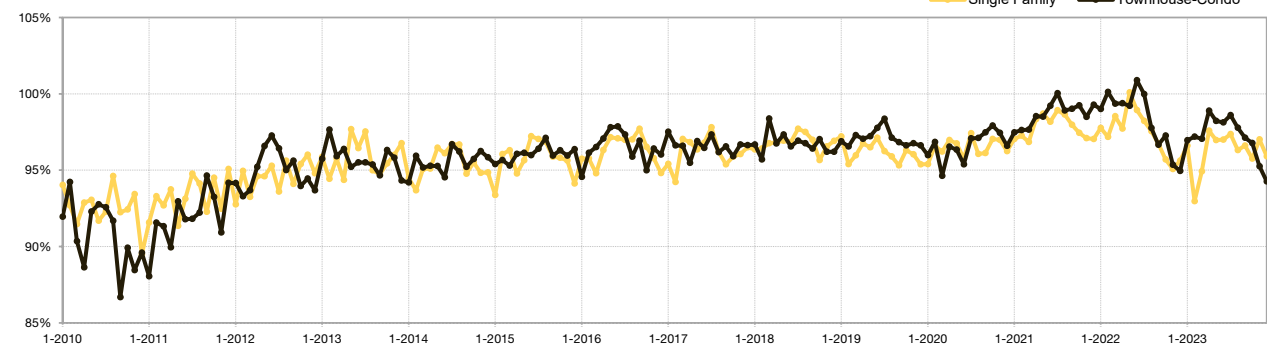
## Historical Average Sales Price by Month



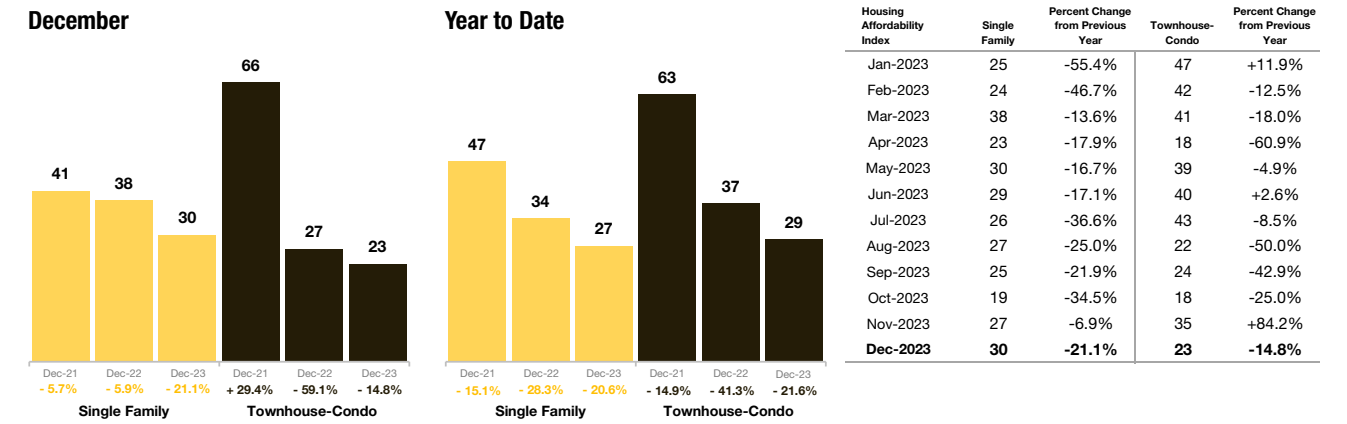
# Percent of List Price Received



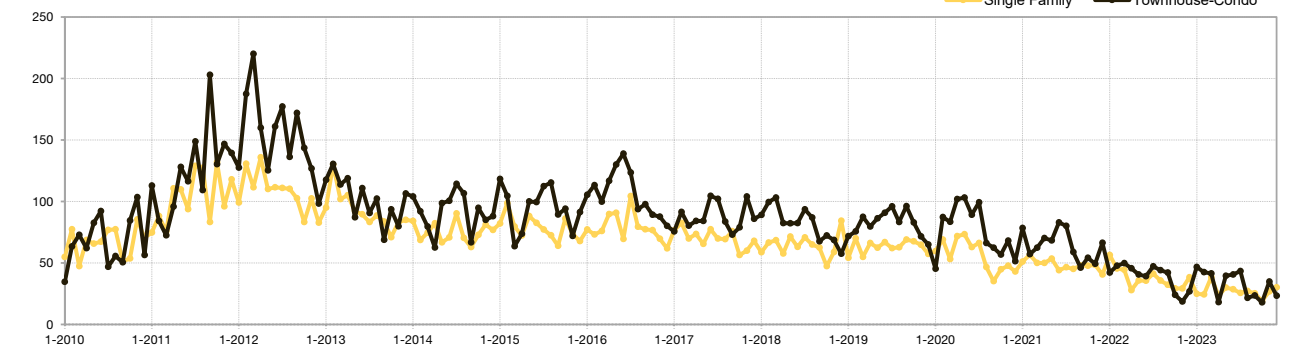
## Historical Percent of List Price Received by Month



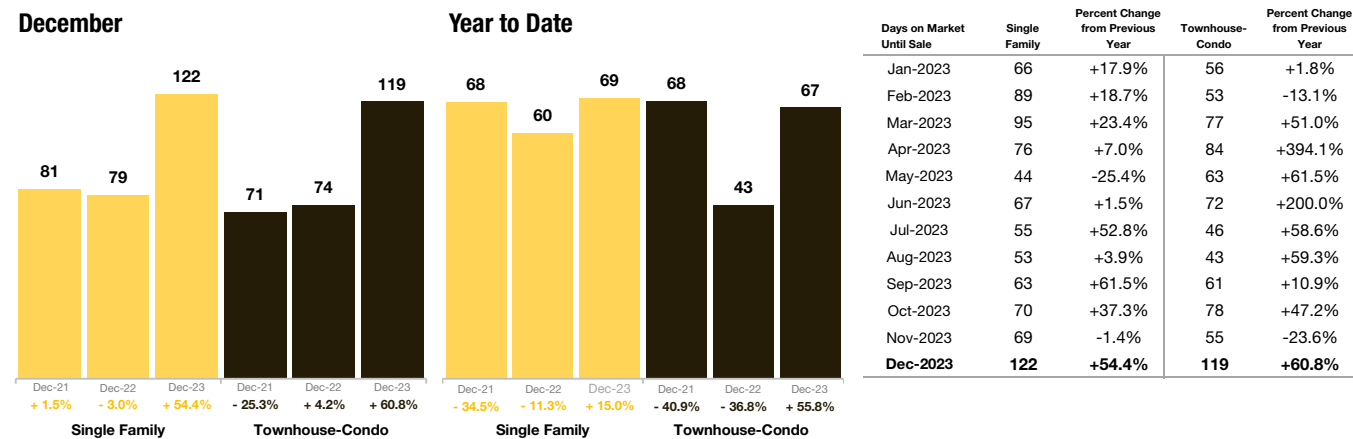
# Housing Affordability Index



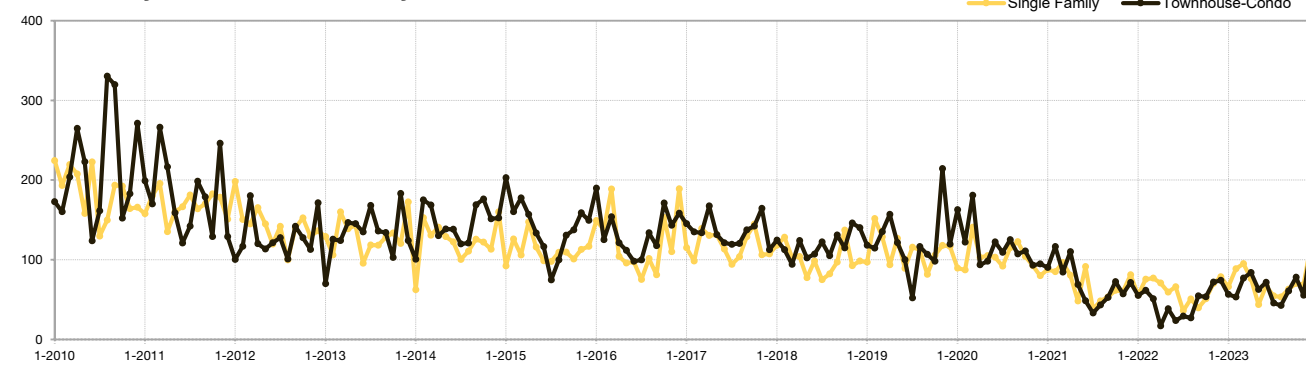
## Historical Housing Affordability Index by Month



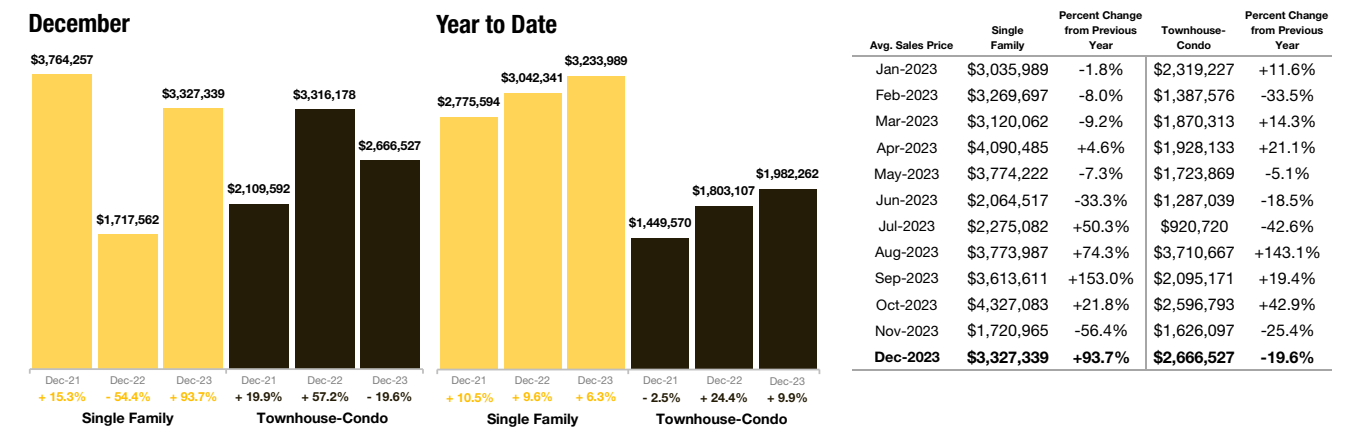
# Days on Market Until Sale



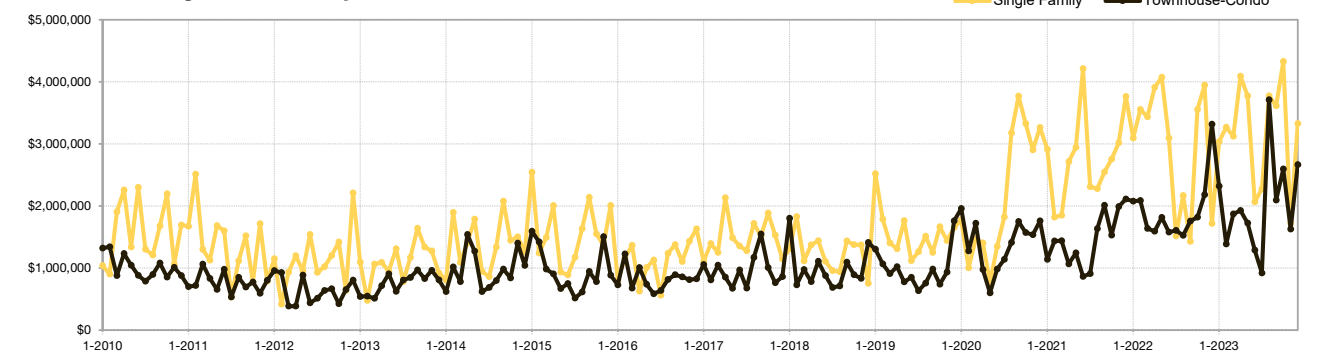
## Historical Days on Market Until Sale by Month



# Average Sales Price



## Historical Average Sales Price by Month







TRUDI WATKINS  
REAL ESTATE LLC

REAL ESTATE FOR YOU!

Top 10 things to  
do when selling  
your home ...

#1 Call me.

(I will handle the other 9.)