

# Q1 2026

## Aspen Valley Report

January through March 2026 – Roaring Fork Valley

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# SUMMARY

The Roaring Fork Valley's Q1 2026 top sale – \$42 million at 1650 McLain Flats Road – led the valley this quarter, while Snowmass Village delivered the strongest single family price appreciation in the valley and buyer activity accelerated across the corridor heading into spring.

Average sales prices held firm across the valley. Aspen condo average sold \$/SF of \$3,347 was essentially flat with Q1 2025, confirming underlying values remain intact. Snowmass Village delivered the strongest year-over-year single family average sales price growth – up 8.7% to \$9.6 million – on a nearly unchanged transaction count.

Basalt recorded the strongest year-over-year sales volume growth in the valley, with single family transactions up 60% and total dollar volume rising to \$31.3 million. Carbondale demonstrated exceptional price stability – condo average sold \$/SF rose 12.7% while the top sale of \$5.36 million at 799 Skipper Drive confirmed that upper-tier buyers are active in the market.

Days on market extended modestly across most segments, reflecting buyers who are thoughtful rather than absent. Price-to-sale ratios remained strong – 94% or better in every market. Active inventory held flat at 433 listings, meaning supply has not expanded. The conditions for continued price support are firmly in place, and for well-positioned sellers, this is an improving environment.

## SUMMARY BY MARKET

Market	Closed 2025	Closed 2026	Volume 2025	Volume 2026	
<b>Aspen</b>	55	31	\$604M	\$279M	<i>\$42M top sale leads the valley; prices holding firm</i>
<b>Snowmass Village</b>	38	26	\$193M	\$157M	<i>Strongest single family price appreciation in the valley, up 8.7% year-over-year</i>
<b>Basalt</b>	14	17	\$28M	\$31M	<i>Strongest year-over-year sales volume in the valley</i>
<b>Carbondale</b>	35	27	\$65M	\$48M	<i>Exceptional price stability; \$5.36M top sale</i>



# ASPEN

## SINGLE FAMILY

Metric	2025	2026	Change
Number of Sales	24	12	-50.0%
Total Sales Volume	\$408,574,559	\$182,684,425	-55.3%
Average Sales Price	\$17,023,940	\$15,223,702	-10.6%
Highest Sales Price	\$39,500,000	\$42,000,000	+6.3%
Lowest Sales Price	\$590,000	\$1,850,000	+213.6%
Average Sold \$/SF	\$3,525	\$2,878	-18.4%
Highest Sold \$/SF	\$6,243	\$4,899	-21.5%
Avg Price-to-Sale Ratio	96.0%	91.0%	-5.2%
Avg Days on Market	122 days	170 days	+39.3%

## CONDO / TOWNHOME

Metric	2025	2026	Change
Number of Sales	31	19	-38.7%
Total Sales Volume	\$195,756,000	\$96,461,250	-50.7%
Average Sales Price	\$6,314,710	\$5,076,908	-19.6%
Highest Sales Price	\$37,500,000	\$12,333,750	-67.1%
Lowest Sales Price	\$825,000	\$1,525,000	+84.8%
Average Sold \$/SF	\$3,316	\$3,347	+0.9%
Highest Sold \$/SF	\$5,065	\$5,055	-0.2%
Avg Price-to-Sale Ratio	93.1%	94.7%	+1.7%
Avg Days on Market	152 days	163 days	+7.2%



## MOST RECENT CLOSED SALES

Address	Type	Beds	Square Feet	Sold Price	Price/SF	Date Closed
750 S Starwood Road	Single Family	5	5,174	\$12,000,000	\$2,319	03/10/2026
506 W Hallam Street	Single Family	5	4,677	\$13,500,000	\$2,886	03/04/2026
210 E Cooper Avenue 3G	Condo	2	975	\$4,275,000	\$4,384	02/20/2026
227 Cottonwood Lane	Single Family	2	1,296	\$1,850,000	\$1,427	02/18/2026
501 Rio Grande Place 204	Condo	4	2,930	\$12,300,000	\$4,197	02/06/2026
209 Aspen Airport Business Center L	Condo	3	1,076	\$1,525,000	\$1,417	02/06/2026
205 E Durant Avenue 2J	Condo	2	1,022	\$4,250,000	\$4,158	02/02/2026
800 S Mill Street 6A	Condo	3	1,093	\$5,525,000	\$5,054	02/02/2026

## MARKET COMMENTARY

- \$42M top sale at 1650 McLain Flats Road – the highest single transaction in the valley this quarter
- Condo avg sold \$/SF held firm at \$3,347 (essentially flat YoY) – a decade of appreciation has seen this figure more than double from \$1,334 in Q1 2016
- Condo price-to-sale ratio improved to 94.7% (from 93.1%) – buyers are meeting sellers closer to ask
- Lowest condo sale rose from \$825K to \$1.525M – the floor of the market moved up, reflecting higher-quality transactions
- Days on market extended modestly; well-priced properties moving at 91%+ of ask on SF and 95%+ on condos



# SNOWMASS VILLAGE

## SINGLE FAMILY

Metric	2025	2026	Change
Number of Sales	12	11	-8.3%
Total Sales Volume	\$105,675,431	\$105,333,500	-0.3%
Average Sales Price	\$8,806,286	\$9,575,773	+8.7%
Highest Sales Price	\$22,250,000	\$18,600,000	-16.4%
Lowest Sales Price	\$2,275,000	\$648,500	-71.5%
Average Sold \$/SF	\$2,083	\$2,052	-1.5%
Highest Sold \$/SF	\$3,493	\$3,041	-12.9%
Avg Price-to-Sale Ratio	95.7%	93.8%	-2.0%
Avg Days on Market	136 days	139 days	+2.2%

## CONDO / TOWNHOME

Metric	2025	2026	Change
Number of Sales	26	15	-42.3%
Total Sales Volume	\$87,747,500	\$51,753,999	-41.0%
Average Sales Price	\$3,374,904	\$3,450,267	+2.2%
Highest Sales Price	\$13,400,000	\$12,000,000	-10.4%
Lowest Sales Price	\$232,500	\$655,000	+181.7%
Average Sold \$/SF	\$2,236	\$2,247	+0.5%
Highest Sold \$/SF	\$4,491	\$4,845	+7.9%
Avg Price-to-Sale Ratio	95.3%	96.6%	+1.4%
Avg Days on Market	120 days	129 days	+7.5%



## MOST RECENT CLOSED SALES

Address	Type	Beds	Square Feet	Sold Price	Price/SF	Date Closed
855 Carriage Way 303	Condo	3	1,450	\$3,415,000	\$2,355	02/26/2026
35 Upper Woodbridge 28A	Condo	2	904	\$1,350,000	\$1,493	02/17/2026
476 Wood Road AA-50	Condo	2	1,078	\$2,150,000	\$1,994	02/01/2026
45 Little Elk Creek Avenue	Single Family	3	2,566	\$3,610,000	\$1,406	01/26/2026
1301 Shield O Road	Single Family	6	6,570	\$18,600,000	\$2,831	01/25/2026
383 Ridge Road	Single Family	5	4,935	\$9,275,000	\$1,879	01/15/2026
400 Wood Road D-1206	Condo	1	590	\$1,020,000	\$1,728	01/12/2026
130 Wood Road 312	Condo	4	2,257	\$5,750,000	\$2,547	01/10/2026

## MARKET COMMENTARY

- Strongest SF price appreciation in the valley – avg sales price up 8.7% to \$9.6M on a nearly unchanged transaction count (12 → 11)
- SF total volume essentially flat at \$105M – a remarkable result; volume held even as the market normalized post-Base Village
- Condo price-to-sale ratio of 96.6% – highest of any segment in the valley – buyers are competing, not negotiating
- Highest condo sold \$/SF rose to \$4,845, up 7.9% YoY; both SF and condo lowest sale prices rose – the floor moved up
- Note: Q1 2025 count was elevated by Base Village pre-sale contracts; straight YoY transaction volume comparison is misleading
- Decade of appreciation: SF avg sales price from \$4.3M (Q1 2016) to \$9.6M (Q1 2026); condo avg \$/SF tripled from \$668 to \$2,247



# BASALT

## SINGLE FAMILY

Metric	2025	2026	Change
Number of Sales	5	8	+60.0%
Total Sales Volume	\$14,043,945	\$17,648,300	+25.7%
Average Sales Price	\$2,808,789	\$2,206,038	-21.5%
Highest Sales Price	\$5,565,000	\$4,750,000	-14.6%
Lowest Sales Price	\$1,050,000	\$1,125,000	+7.1%
Average Sold \$/SF	\$976	\$841	-13.8%
Highest Sold \$/SF	\$1,282	\$1,178	-8.1%
Avg Price-to-Sale Ratio	95.1%	92.8%	-2.4%
Avg Days on Market	146 days	116 days	-20.5%

## CONDO / TOWNHOME

Metric	2025	2026	Change
Number of Sales	9	9	+0.0%
Total Sales Volume	\$14,445,000	\$13,649,000	-5.5%
Average Sales Price	\$1,605,000	\$1,516,556	-5.5%
Highest Sales Price	\$2,300,000	\$3,575,000	+55.4%
Lowest Sales Price	\$1,050,000	\$775,000	-26.2%
Average Sold \$/SF	\$890	\$861	-3.3%
Highest Sold \$/SF	\$1,411	\$1,318	-6.6%
Avg Price-to-Sale Ratio	94.8%	95.2%	+0.4%
Avg Days on Market	151 days	190 days	+25.8%



## MOST RECENT CLOSED SALES

Address	Type	Beds	Square Feet	Sold Price	Price/SF	Date Closed
163 Castle Lane	Single Family	4	2,345	\$1,700,000	\$724	03/05/2026
198 Holland Hills Road	Single Family	3	2,109	\$1,585,000	\$751	02/20/2026
540 Evans Court	Condo	3	1,935	\$1,425,000	\$736	02/20/2026
432 Meadow Court	Single Family	4	3,030	\$1,875,000	\$618	02/17/2026
231 Robinson Street #R-340	Condo	1	795	\$775,000	\$974	02/14/2026
612 Evans Court	Condo	3	1,766	\$1,400,000	\$792	01/29/2026
204 E Sopris Drive	Single Family	3	2,240	\$2,538,800	\$1,133	01/29/2026
217 Longhorn Lane	Single Family	3	1,696	\$1,595,000	\$940	01/25/2026

## MARKET COMMENTARY

- Strongest YoY sales volume growth in the valley – SF transactions up 60% (5 → 8); total dollar volume up to \$31.3M
- SF days on market fell 20% to 116 days – properties selling faster even as more of them transacted
- Highest condo sold price rose 55% from \$2.3M to \$3.575M – upper-tier condo buyers are active in Basalt
- Price-to-sale ratio held strong at 92.8–95.2% across both segments – minimal seller concessions
- Decade of appreciation: condo avg sold \$/SF has more than doubled from \$377 (Q1 2016) to \$861 (Q1 2026)
- Note: one foreclosure sale (Willits Lane) excluded from pricing metrics; included in transaction count and volume totals



# CARBONDALE

## SINGLE FAMILY

Metric	2025	2026	Change
Number of Sales	25	16	-36.0%
Total Sales Volume	\$54,132,000	\$31,542,600	-41.7%
Average Sales Price	\$2,165,280	\$1,971,412	-9.0%
Highest Sales Price	\$5,100,000	\$5,363,000	+5.2%
Lowest Sales Price	\$695,000	\$850,000	+22.3%
Average Sold \$/SF	\$748	\$691	-7.6%
Highest Sold \$/SF	\$1,040	\$978	-6.0%
Avg Price-to-Sale Ratio	96.9%	94.6%	-2.4%
Avg Days on Market	131 days	150 days	+14.5%

## CONDO / TOWNHOME

Metric	2025	2026	Change
Number of Sales	10	11	+10.0%
Total Sales Volume	\$11,220,000	\$16,074,941	+43.3%
Average Sales Price	\$1,122,000	\$1,461,358	+30.2%
Highest Sales Price	\$2,350,000	\$3,550,000	+51.1%
Lowest Sales Price	\$685,000	\$625,000	-8.8%
Average Sold \$/SF	\$682	\$769	+12.8%
Highest Sold \$/SF	\$922	\$1,343	+45.7%
Avg Price-to-Sale Ratio	97.3%	96.8%	-0.5%
Avg Days on Market	76 days	121 days	+59.2%



## MOST RECENT CLOSED SALES

Address	Type	Beds	Square Feet	Sold Price	Price/SF	Date Closed
10 Patterson Drive	Single Family	5	5,083	\$2,575,000	\$506	02/14/2026
19 Buckskin Court	Single Family	3	2,257	\$2,150,000	\$952	02/12/2026
428 Jewels Lane	Single Family	4	2,148	\$2,100,000	\$977	02/12/2026
220 Sam Grange Court	Single Family	4	2,460	\$1,800,000	\$731	02/11/2026
895 Main Street	Condo	2	1,210	\$906,000	\$748	01/26/2026
159 Lakeview Drive	Condo	3	2,643	\$3,550,000	\$1,343	01/15/2026
93 Quail Run	Single Family	3	2,056	\$1,499,000	\$729	01/14/2026
196 Dakota Meadows Drive	Condo	3	1,612	\$1,040,000	\$645	01/14/2026

## MARKET COMMENTARY

- Condo avg sold \$/SF up 12.7% to \$769 – the highest quarterly figure on record for this segment; tripled from \$238 in Q1 2016
- Highest condo sold price surged 51% to \$3.55M – upper-tier condo demand is strong
- SF top sale of \$5.36M at 799 Skipper Drive confirms premium properties continue to transact at premium prices
- Price-to-sale ratios among the tightest in the valley – 94.6% SF and 96.8% condo – sellers rewarded with minimal concessions
- Listings under contract heading into Q2 at their highest level in recent memory – buyer demand is building
- Decade of appreciation: SF avg sold \$/SF has more than doubled from \$289 (Q1 2016) to \$691 (Q1 2026)



# METHODOLOGY & DATA NOTES

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## **DATA SOURCE**

Q1 2025 and Q1 2026 transaction data sourced from the Aspen/Glenwood MLS. Long-term price per square foot figures referenced in market commentary are drawn from Q1 closed transactions from 2016 through 2026, sourced from the same MLS system.

## **PROPERTY TYPES**

Single Family includes detached homes only. Condo/Townhome includes condominiums, townhomes, half-duplexes, and duplexes. Land, mobile homes, hotel-condos, and agricultural properties are excluded.

## **GEOGRAPHY**

Unincorporated Snowmass is grouped with Snowmass Village. El Jebel is grouped with Basalt. Woody Creek recorded no closed transactions in either period and is excluded.

## **PRICING METRICS**

Averages are used for all price and price per square foot figures. Snowmass Village Q1 2025 transaction count includes a block of Base Village pre-sale contracts and is not directly comparable to Q1 2026.

## **FORECLOSURE EXCLUSION**

One Basalt transaction (0969 Willits Lane) was identified as a foreclosure sale and excluded from Basalt pricing metrics. It is included in transaction count and volume totals.

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