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3.4 acres, Northstar Gold Coast, \$4.6M



Woody Cr. Compound: \$4.85M, 116157

The Estin Report 1H 2011: Aspen Snowmass Real Estate

This Aspen Snowmass real estate report documents sales activity for both 1st and 2nd Quarters 2011 and 1st Half 2011 for the upper Roaring Fork Valley - Aspen, Snowmass Village, Woody Creek and Old Snowmass. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. The report compares the 1st half of 2011 to the 1st half of 2010, historical first half of the year comparisons since 2004 and prior quarter and prior year quarter comparisons. The source data is the Aspen/Glenwood MLS.

1st Half 2011 Market Summary

Market Overview

The 1st Half 2011 shows a dramatic increase in activity year over year. Sales performance for the first half of this year continues to substantiate the trend of increased Aspen Snowmass real estate activity across the board.

In general, market prices have reset to a post-crisis level, off on average 25-40 % from the market peak, but much depends on the property, unique circumstances and seller motivation. But prices continue to be under at least incremental pressure assuming they are at the "new norms" and deal-making and haggling are a dominant part of the transactional process. It's not pleasant but it is business as usual these days.

Disclaimer: The statements made in The Estin Report and on Tim Estin's blog represent the opinions of the author and should not be relied upon exclusively to make real estate decisions. A potential buyer and/or seller is advised to make an independent investigation of the market and of each property before deciding to purchase or to sell. To the extent the statements made herein report facts or conclusions taken from other sources, the information is believed by the author to be reliable, however, the author makes no guarantee concerning the accuracy of the facts and conclusions reported herein. Information concerning particular real estate opportunities can be requested from Tim Estin at 970.920.7387 or at testin@masonmorse.com. The Estin Report is copyrighted 2011 and all rights reserved. Use is permitted subject to the following attribution: "The Estin Report: State of the Aspen Market, By Tim Estin, mba, gri"



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1H 2011 Summary Cont'd

Market Overview Cont'd

The Aspen market has turned most significantly in the central Aspen core and West End and expanding outwards like ripples in a pond; the Snowmass Village market has performed much better this half year than last, but the environment remains immensely challenging with continued uncertainty caused by the pending Base Village foreclosure sale. Snowmass prices continue to deteriorate with the exception of high end, fantastic ski-in/out properties which are maintaining premium values.

Yet even as Aspen and Snowmass Village activity has substantially increased since the "transactional bottom" in the first half of 2009 as evidenced then by the least number of unit sales and lowest dollar sales volume since the Crisis began, it remains unclear the extent to which we have in fact reached a bottoming of prices.

Are we still falling or are we scraping along a bottom? There are a number of reasons for uncertainty:

- **Continued High Inventory Levels:** Even though the inventory of active listings has fallen 23% from its 2009 high, it continues to remain at historically high levels. There still are a lot more properties for sale than buyers, and over supply, under demand translates into price pressure.
- **Deal Savvy Buyers:** While a sense of 'missing the bottom' is driving some buyers, others have adopted a 'wait and see' attitude. Unless motivated by a property they can't live without at a price that demonstrates value, most prospective buyers will move on to the next property. Or continue to wait out the market. And even if these buyers get a property under contract, some continue to shop and deals are consistently falling out. Ask a title company: yes, more transaction activity but many fall out.
- **Lurking Shadow Inventory:** There are a number of owners pining to sell in the past three years who are waiting for improved market conditions. These properties will "erupt" onto the marketplace as soon as there is a sense of relaxation of price pressure – but when there is this hint of relaxation, pent-up new inventory will appear on the market and pricing pressure will again resurface. Think of it literally as 'waves' of inventory. Price 'relaxation' is unlikely to occur in my estimation for at least in the next 6-12 months if not longer until inventory levels subside. Those Aspen prognosticators who hype otherwise are misleading their public.
- **Save and Build Option:** Anything brand new in Aspen's Core and West End is selling well and at strong premium pricing. The average and median prices of residential vacant lots have fallen to 60-70% discounts from a year ago (see Pg 6 vacant land) although my gut says land discounts are closer to 45% - 50%. In many cases now, it should be



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1H 2011 Summary Cont'd

Market Overview Cont'd

cheaper to buy land and build with construction costs down 20-30% if not more than purchase an existing home.

Yes, the Pitkin County approval process is arduous but it is far more expedient now than in the boom days.

And as there is so little new construction taking place at present due to impossible financing conditions, by the time one completes the job in 2-3 years, there will be fervent demand for this new premium priced product as so little new supply will then be available.

- **Uncertain US Economic Picture:** The most recent early July 2011 job numbers confirm the fragility of this recovery and the price of oil if it climbs soon again will impacts everything.
- **Global Economic Volatility:** There are the known events, Greece and euro-contagion and unforeseen events such as the Japanese earthquake that create a general sense of fragility and lack of optimistic conviction. This is not doomsday thinking, it is the 21st Century world in which we now live.

Much of Aspen real estate activity is fed by our sense of well-being. If the stock market is up, it is likely that the local real estate market will mirror that and the converse applies as well. Yes, we are a small mountain hamlet, but we all are connected now, and Aspen's gold-leafed immunity has disappeared in the G5 age.

So. The critical question: has the market turned?

Yes, in that real estate activity has significantly picked up and has returned to a more "normal" pre-2005-2008 pace.

No, because while the rate of price discounting appears to have stabilized, there continues to be extraordinary pressure on sellers to further reduce—even if incrementally—to get the deal done if one truly wants or needs to sell. If not, one is best advised to not list one's property. It is a brutal experience for sellers.

The strongest selling geographic areas and product categories are: Aspen Core, the West End, Snowmass slope side ski-in/out; the strongest property types selling are: new construction homes and condos in Core and West End, large uniquely built homes whose size, quality and location are not easily reproduced, properties priced "to market" and highly discounted vacant lots in good to great locations.



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1H 2011 Summary Cont'd

Key Findings 1H 2011

Aspen

- Dollar Sales for 1H2011 are near 2005 levels, but unit sales are 33% below 2004, the last year of MLS archived records. As a point of reference, the Aspen real estate market began its pre-boom climb in Feb 2004 after a long post 9/11 lull.
- In 1H 2011, since the half year market peak in 2007-2008, the average price per sq ft is down 21% for Aspen single family homes and 29% for condos/townhomes
- Aspen home sales in 1H 2011 are up 45% in units sold and up 41% in dollar sales over the same period last year; Aspen condo sales are up an even more impressive 48% in dollar sales volume and 67% in unit sales.
- In 1H2011, 48% of Aspen home sales sold for less than \$4M, whereas in 1H 2010 32% of Aspen home sales were in the under \$4M category. This illustrates two points: 1) The fall in prices in past 2 years - what used to cost \$5M, now costs \$3M-4M; 2) Buyers are in fact stepping up to take advantage of this pricing reset.
- The ultra luxury Aspen home market – properties closing over \$10M – is up 175% (11 sales) in 1H 2011 versus (4) sales in 1H 2010.
- From 1Q to 2Q 2011, Aspen unit sales and dollar volume are strikingly similar indicating little growth – or momentum - in the marketplace from this winter to now.
- In 2Q 2011, the West End and Central Core account for 50% unit sales and 43% dollar volume of all Aspen single family home sales - solid proof of just how desirable in-town properties are.

Snowmass Village

- In 1H 2011, since the half year market peak in 2007-2008. the average price per sq ft for both Snowmass Village single family homes and condos is down 60% for each property type.
- There is significant improvement in the Snowmass Village market compared to a year ago.
 - ◇ Snowmass condo sales of Snowmass doubled from 16 to 32 (100%) in 1H 2011 year over year and dollar volume increased from \$19M to \$30M (56%)
 - ◇ Snowmass single family homes saw double digit growth of 19% in dollar sales (\$64M to \$80M) and 25% in unit sales (12 to 15 sales) from 1H 2010 to 1H 2011.



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Snowmass Village Cont'd

- From 1H2010 to 1H2011, the median price of Snowmass homes has dropped 36% and the average days on market has increased 32%. As ultra high end sales tend to skew average sales price data disproportionately higher, median pricing statistics provide a more accurate measure of pricing trends.
- In 1H 2011, sales of Snowmass homes under \$4M accounted for 67% (10), or 2/3, of the total sold (15) and 27% of total dollar volume, whereas in 1H 2010, under \$4M homes accounted for 25% (4) of the total homes sold (12) and 17% of total dollar volume. This indicates a significant market shift downward in values, yet as prices fall, home purchases are in fact picking up.

Residential Vacant Land

The average and median prices of residential vacant lots have fallen 60-70% from a year ago (see Pg 7 vacant land) even though a large number of these sales were distressed and/or highly motivated. Intuitively, my gut says land discounts are realistically closer to 45-55%, but the numbers are what they are. In many cases now, it should be cheaper to buy land and build with construction costs down 20-30% than to purchase an existing home.

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Map of Targeted Areas & Key Findings

Market Trends

Quarters 1&2 2011 validate a continued increase in real estate activity across the board. While prices in general continue to be under sustained pressure from deal savvy buyers, the market has turned most significantly in central Aspen expanding outside and less so in Snowmass.

Snowmass Village

Uncertainty continues about the future plans for the new Base Village and the area is still in limbo. The foreclosure sale has been delayed and rescheduled at least four times, now planned for fall 2011. While sales have increased markedly in 1H 2011, prices have fallen 35-50% since the market peak. Snowmass opportunities are bountiful especially for prospective Aspen School District buyers and for ski in/out properties. Now, the heart of darkness, is the time for the wise to strike.

Residential Vacant Land

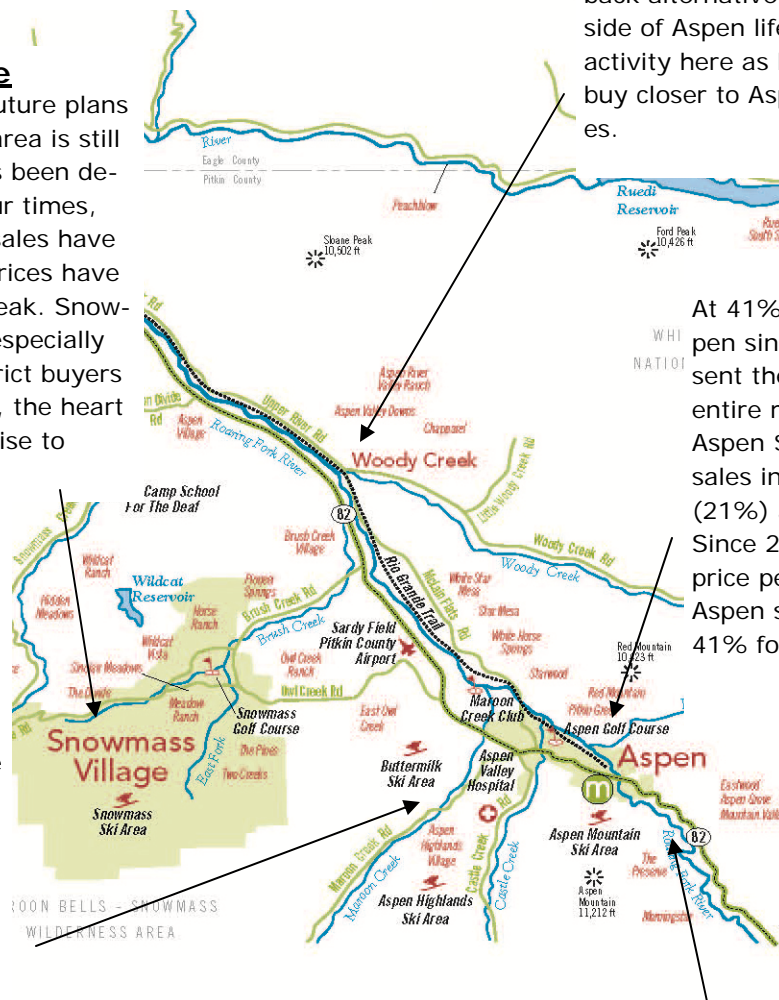
The average and median prices of residential vacant lots have fallen 60-70% from a year ago (see Pg 7 vacant land). A large number of these are highly motivated and/or distressed sales. Intuitively, my gut says land discounts are closer to 45-55%, but the numbers are what they are. In many cases now, it should be cheaper to buy land and build with construction costs down 20-30% than to purchase an existing home.

Woody Creek

Woody Creek represents a more rural, laid back alternative to the more glamorous side of Aspen life. There has been little activity here as buyers have been able to buy closer to Aspen at more reduced prices.

Aspen

At 41% of total dollar sales, Aspen single family homes represent the strongest segment of the entire market. Of this, 52% of Aspen \$ sales come from home sales in West End (22%), Core (21%) and Red Mountain (9%). Since 2008 market peak, the avg. price per sq ft has fallen 27% for Aspen single family homes and 41% for Aspen condos. (Pg 7)



Increase in Under \$4M Aspen House Sales Category

While ultra high end - over \$10M sales (11 YTD) - is generating the media attention, a much more important fact is that sales of Aspen single family homes under \$4MM represent almost one-half, 48% (25 closings YTD) of unit home sales in 1H2011 over approx. one-third, 32% (12 closings YTD) in 1H2010. Reason: Prices have come down significantly and more buyers are stepping up at these greatly reduced prices.



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Total Market Trends

1st Half Year 2011 Aspen Snowmass Matrix								
TOTAL MARKET				Half Year Comparisons				
Detail	1H 2011	% Chg (Yr)	1H 2010	2Q 2011	% Chg (Qtr)	1Q 2011	% Chg (Yr)	2Q 2010
	2011		2010	Current Qtr		Prior Qtr		Prior Yr Qtr
Avg Sales Price (\$)	3,340,549	-10%	3,709,055	3,427,559	5%	3,253,538	-23%	4,478,745
Median Sales Price (\$)	1,690,000	-37%	2,668,000	1,830,028	29%	1,415,000	-39%	3,000,000
Avg \$/Sq Ft (\$)	902	-8%	978	951	11%	854	-6%	1,015
Listing Inventory (units)	1,169	-9%	1,281	965	2%	942	-13%	1,111
Unit Sales	156	58%	99	78	0%	78	47%	53
Total \$ Volume (\$)	521,125,590	42%	367,196,403	267,349,626	5%	253,775,964	13%	237,373,503
SINGLE FAMILY HOMES								
Detail	2011	% Chg (Yr)	2010	Current Qtr	% Chg (Qtr)	Prior Qtr	% Chg (Yr)	Prior Yr Qtr
Avg Sales Price (\$)	5,648,716	2%	5,562,181	6,190,183	19%	5,209,689	-1%	6,278,931
Median Sales Price (\$)	3,825,000	-19%	4,750,000	5,137,500	49%	3,450,000	-5%	5,400,000
Avg \$/Sq Ft (\$)	927	-7%	1,001	1,033	23%	841	4%	993
Listing Inventory (units)	526	-7%	563	437	3%	426	-10%	487
Unit Sales	67	37%	49	30	-19%	37	-3%	31
Total \$ Volume (\$)	378,464,000	39%	272,546,850	185,705,500	-4%	192,758,500	-5%	194,646,850
CONDOS/THS								
Detail	2011	% Chg (Yr)	2010	Current Qtr	% Chg (Qtr)	Prior Qtr	% Chg (Yr)	Prior Yr Qtr
Avg Sales Price (\$)	1,505,446	-16%	1,792,925	1,605,096	15%	1,395,576	-13%	1,845,317
Median Sales Price (\$)	1,058,718	12%	943,500	1,100,000	5%	1,050,000	-15%	1,300,000
Avg \$/Sq Ft (\$)	884	-8%	959	895	3%	872	-15%	1,050
Listing Inventory (units)	582	-12%	664	478	1%	471	-17%	577
Unit Sales	82	78%	46	43	10%	39	105%	21
Total \$ Volume (\$)	123,446,590	50%	82,474,553	69,019,126	27%	54,427,464	78%	38,751,653
DUPLEXES								
Detail	2011	% Chg (Yr)	2010	Current Qtr	% Chg (Qtr)	Prior Qtr	% Chg (Yr)	Prior Yr Qtr
Avg Sales Price (\$)	2,745,000	-10%	3,043,750	2,525,000	-23%	3,295,000	-36%	3,975,000
Median Sales Price (\$)	2,700,000	-5%	2,850,000	2,500,000	-24%	3,295,000	-37%	3,975,000
Avg \$/Sq Ft (\$)	882	-5%	924	938	26%	742	0%	941
Listing Inventory (units)	61	13%	54	50	11%	45	6%	47
Unit Sales	7	75%	4	5	150%	2	400%	1
Total \$ Volume (\$)	19,215,000	58%	12,175,000	12,625,000	92%	6,590,000	218%	3,975,000
RESIDENTIAL VACANT LAND*								
Detail	2011	% Chg (Yr)	2010	Current Qtr	% Chg (Qtr)	Prior Qtr	% Chg (Yr)	Prior Yr Qtr
Avg Sales Price (\$)	1,825,250	-61%	2,942,500	1,621,167	-33%	2,437,500	-37%	1,020,000
Median Sales Price (\$)	1,837,500	-70%	3,125,000	1,680,000	-31%	2,437,500	-39%	1,020,000
Listing Inventory (units)	191	-13%	215	162	5%	154	16%	188
Unit Sales	8	50%	4	6	200%	2	-83%	1
Total \$ Volume	14,602,000	19%	11,770,000	9,727,000	100%	4,875,000	-90%	1,020,000

Total Market: Aspen, Snowmass Village (SMV), Woody Creek (WC) and Old Snowmass (OSM) single family homes, condos/townhomes, duplexes and residential vacant land.

*Residential vacant land includes single & multi-family lots but no farm/ranch parcels.



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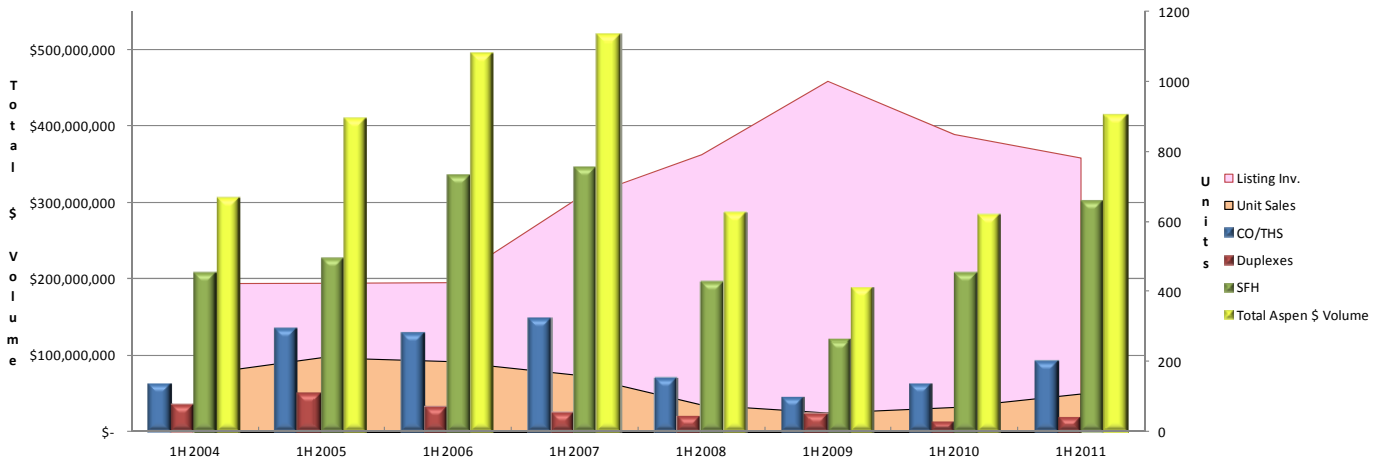
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Estin Report: Aspen 1st Half Year Historical Comparisons

ASPEN 1st HALF YEAR* RESIDENTIAL SALES COMPARISONS

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



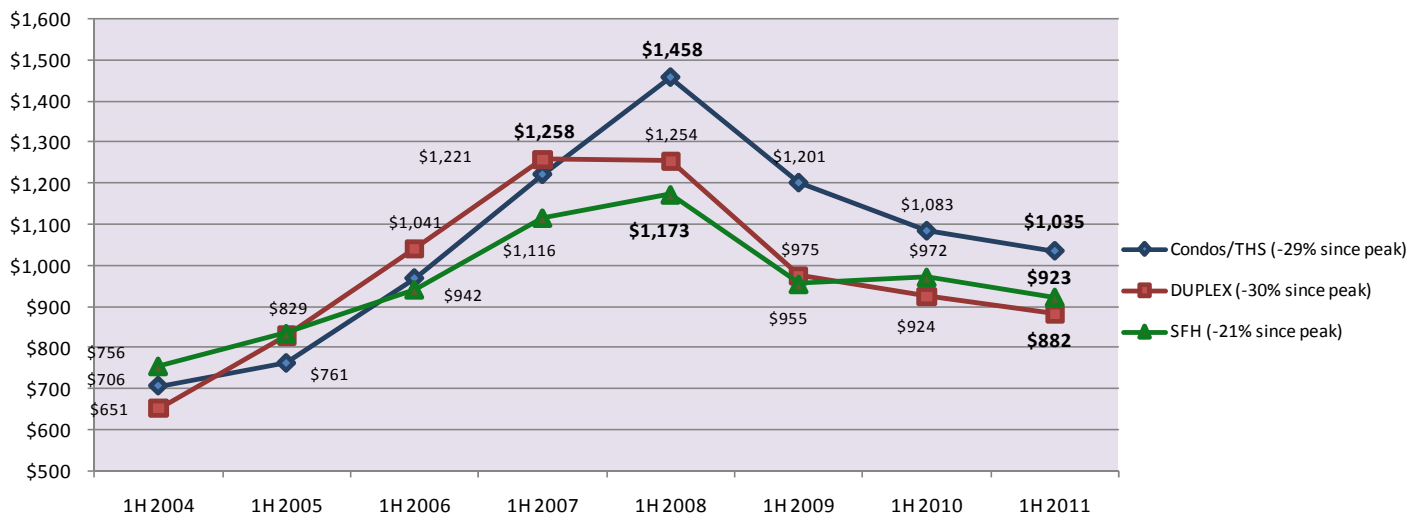
*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village. 1st Half includes Quarters 1&2 for the given year.

Aspen 1st Half	1H 04	% Chg	1H 05	% Chg	1H 06	% Chg	1H 07	% Chg	1H 08	% Chg	1H 09	% Chg	1H 10	% Chg	1H 11
SFH	\$ 209,233,928	9%	\$ 227,552,750	48%	\$ 336,383,119	3%	\$ 346,902,500	-43%	\$ 196,882,726	-38%	\$ 121,780,000	71%	\$ 208,672,000	45%	\$ 302,494,000
CO/THS	\$ 62,903,800	113%	\$ 133,926,996	-4%	\$ 128,680,655	15%	\$ 148,376,800	-53%	\$ 70,149,687	-36%	\$ 45,132,651	40%	\$ 63,227,053	48%	\$ 93,445,764
Duplexes	\$ 34,887,050	43%	\$ 49,728,500	-36%	\$ 31,875,664	-22%	\$ 24,727,525	-20%	\$ 19,849,000	15%	\$ 22,780,050	-47%	\$ 12,175,000	58%	\$ 19,215,000
Total \$ Volume	\$ 307,024,778	34%	\$ 411,208,246	21%	\$ 496,939,438	5%	\$ 520,006,825	-45%	\$ 286,881,413	-34%	\$ 189,692,701	50%	\$ 284,074,053	46%	\$ 415,154,764
Unit Sales	163	30%	212	-5%	201	-19%	163	-52%	78	-29%	55	29%	71	54%	109
Listing Inv.	425	0%	426	0%	428	55%	663	20%	793	26%	1003	-15%	851	-8%	784

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Dollar Sales for 1H2011 are near 2005 levels, but unit sales are 33% below 2004, the last year of MLS archived records.

ASPEN 1st HALF YEAR* AVERAGE SALE PRICE PER SQUARE FOOT COMPARISONS



*Includes Aspen, Woody Creek and Old Snowmass, not Snowmass Village. 1st Half includes Quarters 1&2 for the given year

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Aspen by Property Type: 1st Half 2011 vs 1st Half 2010

ASPEN 1H 2011* v. 1H 2011*		Average Sale Price	Median Sale Price	Avg Price per sf	Avg Days On Mkt	Sold % Ask	Sold % Orig	Total Dollar Volume	Number of Sales
SINGLE FAMILY HOMES									
1H 2011	5,488	5,817,192	4,193,750	923	415	85%	76%	302,494,000	52
Change	-1%	3%	-7%	-5%	-7%	-3%	9%	45%	41%
1H 2010	5,536	5,639,784	4,500,000	972	445	88%	70%	208,672,000	37
CONDOMINIUMS & TOWNHOMES									
1H 2011	1,692	1,868,915	1,237,500	1,035	312	89%	79%	93,445,764	50
Change	-6%	-11%	-8%	-4%	-2%	6%	8%	48%	67%
1H 2010	1,809	2,107,568	1,345,750	1,083	317	84%	73%	63,227,053	30
DUPLEXES									
1H 2011	3,264	2,745,000	2,700,000	882	369	87%	69%	19,215,000	7
Change	-1%	-10%	-5%	-5%	-14%	-3%	-8%	58%	75%
1H 2010	3,301	3,043,750	2,850,000	924	429	90%	75%	12,175,000	4

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village. 1st Half includes Quarters 1&2 for the given year.

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Aspen Home sales in 1H 2011 are up 45% in units sold and up 41% in dollar sales over the same period last year. Aspen condo sales are up an even more impressive 48% in dollar sales volume and 67% in unit sales. Median prices show continued erosion. As ultra high end sales tend to skew average sales prices disproportionately higher, median pricing statistics are a more accurate measure of pricing trends.

1H11: Most Expensive Aspen Condo Sale

Obermeyer Place Condo, 102 Founders Pl. # 301, Downtown Aspen (Sold 05/12/11 at \$4M/ \$1,480 sq ft.)

MLS #119944: (Original Price: \$4.3M and 74 days on the market since 02/28/11.) This is a 2006 built, 2,701 sq ft, 3 bedroom/3.5 bath condo with private 500 sq ft 2-car garage located in one of the only newer Aspen condo complexes, Obermeyer Place on the north side of Main Street behind the Pitkin County Courthouse. (Photos courtesy of Peak Properties.)





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Select Snapshot: What price points are selling?

Aspen Single Family Homes: 2011 1st Half v 2010 1st Half*

Aspen Single Family Homes 1st Half 2011	Under \$2M	\$2M- 3.99M	\$4M- 5.99M	\$6M- 7.99M	\$8M- 9.99M	\$10M- 14.99M	\$15M - 19.99M	\$20M & Up	Total
# Sales	14	11	8	7	1	8	2	1	52
Average \$ Per Sale	835,893	3,331,818	4,974,688	6,486,714	8,000,000	13,175,000	17,768,500	20,000,000	
Median \$ Per Sale	645,000	3,450,000	5,235,000	6,506,000	8,000,000	13,125,000	17,768,500	20,000,000	
\$ Volume	11,702,500	36,650,000	39,797,500	45,407,000	8,000,000	105,400,000	35,537,000	20,000,000	302,494,000
Avg \$ per sf	356	948	994	1,227	958	1,349	1,246	1,808	
Aspen Single Family Homes 1st Half 2010	Under \$2M	\$2M- 3.99M	\$4M- 5.99M	\$6M- 7.99M	\$8M- 9.99M	\$10M- 14.99M	\$15M - 19.99M	\$20M & Up	Total
# Sales	6	6	12	5	4	3	0	1	37
Average \$ Per Sale	1,095,833	2,657,167	4,721,167	6,800,000	8,800,000	11,933,333		24,500,000	
Median \$ Per Sale	987,500	2,668,000	4,800,000	7,000,000	9,450,000	11,650,000		24,500,000	
\$ Volume	6,575,000	15,943,000	56,654,000	34,000,000	35,200,000	35,800,000	0	24,500,000	208,672,000
Avg \$ per sf	606	790	926	1,308	1,040	1,299		1,875	

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village. 1st Half includes Quarters 1&2 for the given year.

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In 1H2011, 48% of Aspen home sales sold for less than \$4M whereas in 1H 2010, 32% of Aspen home sales were in \$4-8M category. This illustrates two points: 1) The fall in prices in past 2 years - what used to cost \$5M, now costs \$3M-4M; 2) Buyers are in fact stepping up to take advantage of this pricing reset.

The ultra luxury Aspen home market – properties closing over \$10M – is up 175% (11 sales) in 1H 2011 versus (4) sales in 1H 2010.

Most Expensive 1st Half 2011 Home Sale in Aspen



Smuggler Mtn Single Family Home, 201 Sesame St, in-town. Sold on 2/10/11 at \$1,803 sq ft. (Original Price: \$29.99M on market 608 days.)

MLS #114105 - This is a stunning 2006 contemporary with sweeping south and west facing views of town, all ski mtns and Mt Sopris. It is 11,061 sq ft with 7 bdrms/7 ba/3 hba, 4+ car garage on .42 acres with gated driveway and expansive decks, swimming pool, 2 hot tubs, 2 fire pits.. (Photo courtesy of CB Aspen Brokers)

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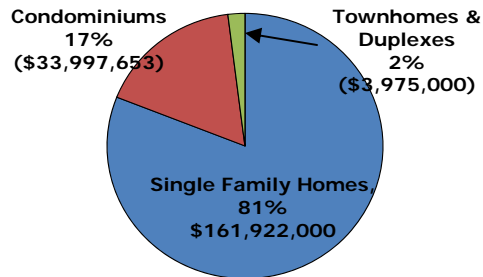
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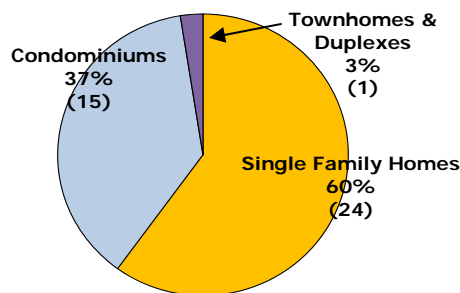
Aspen* Prior Year Qtr and Prior Qtr vs 2Q2011

2Q 2010 \$ Volume (\$)



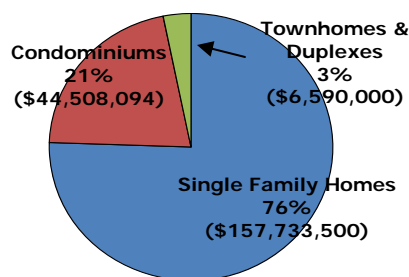
Total Volume: \$199,894,653

2Q 2010 Unit Sales



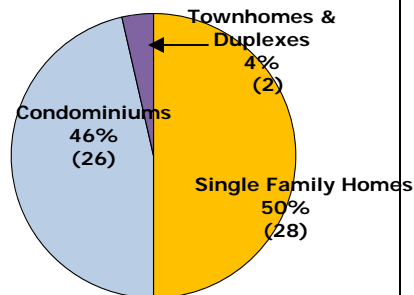
Total Sales: 40

1Q 2011 \$ Volume (\$)



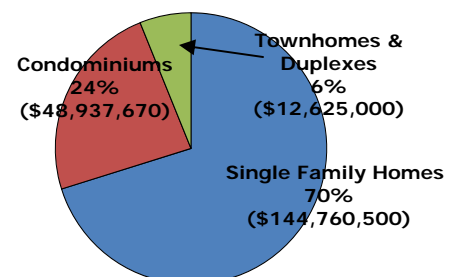
Total Volume: \$208,831,594

1Q 2011 Unit Sales



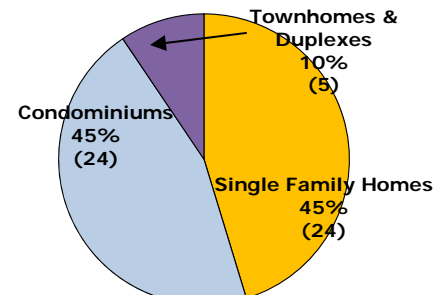
Total Sales: 56

2Q 2011 \$ Volume (\$)



Total Volume: \$206,323,170

2Q 2011 Unit Sales



Total Sales: 53

*Includes Woody Creek (WC), & Old Snowmass (OSM), not Snowmass Village.

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1Q 2011 and 2Q 2011 unit sales and dollar volume are strikingly similar indicating little momentum - or growth - in the market from one quarter to the next and greater stabilization ... or stagnation.



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Aspen By Property Type: 2Q 2011 vs 2Q 2010

ASPEN Current Qtr v. Prior Yr Qtr	Avg LvHt sf	Average Sale Price	Median Sale Price	Avg Price per sf	Avg Days On Mkt	Sold % Ask	Sold % Orig	Total Dollar Volume	Number of Sales
SINGLE FAMILY HOMES									
2Q 2011	5,560	6,031,688	5,137,500	989	467	86%	79%	144,760,500	24
Change	-13%	-11%	-12%	-1%	19%	-2%	9%	-11%	0%
2Q 2010	6,382	6,746,750	5,850,000	995	392	88%	73%	161,922,000	24
CONDOMINIUMS & TOWNHOMES									
2Q 2011	1,641	2,039,070	1,300,000	1,044	242	88%	83%	48,937,670	24
Change	9%	-10%	-13%	-14%	-24%	5%	13%	44%	60%
2Q 2010	1,508	2,266,510	1,500,000	1,213	317	84%	73%	33,997,653	15
DUPLEXES									
2Q 2011	2,782	2,525,000	2,500,000	938	279	89%	76%	12,625,000	5
Change	-34%	-36%	-37%	0%	79%	-4%	-18%	218%	400%
2Q 2010	4,225	3,975,000	3,975,000	941	156	92%	92%	3,975,000	1

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village. 2Q includes dates from Apr 1 through Jun 30.

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The biggest change in 2Q 2011 versus the year earlier 2Q 2010 occurred with Aspen condos experiencing a 60% increase in unit sales and 44% increase in dollar volume while the number of home sales remained relatively the same. In general, both average and median prices fell 10-13% for homes and condos/townhomes year over year.

Most Expensive Condo/Townhome Sale in Aspen 1H11



Downtown Aspen Townhome, 719 E. Hopkins Avenue #201 (Sold 6/17/11 at \$6.4M/\$1,278 sq ft)

MLS #116364 – Original price: \$11.975M/\$2,355 sq ft and on the market during construction for at least 2.5 years since 2008. This is a 2010 built 5 bedroom/4 bath/3 halfbath, 5,061 sq ft townhome in the center of downtown with 2-car garage. (Photos and description courtesy of CB The Aspen Brokers.)

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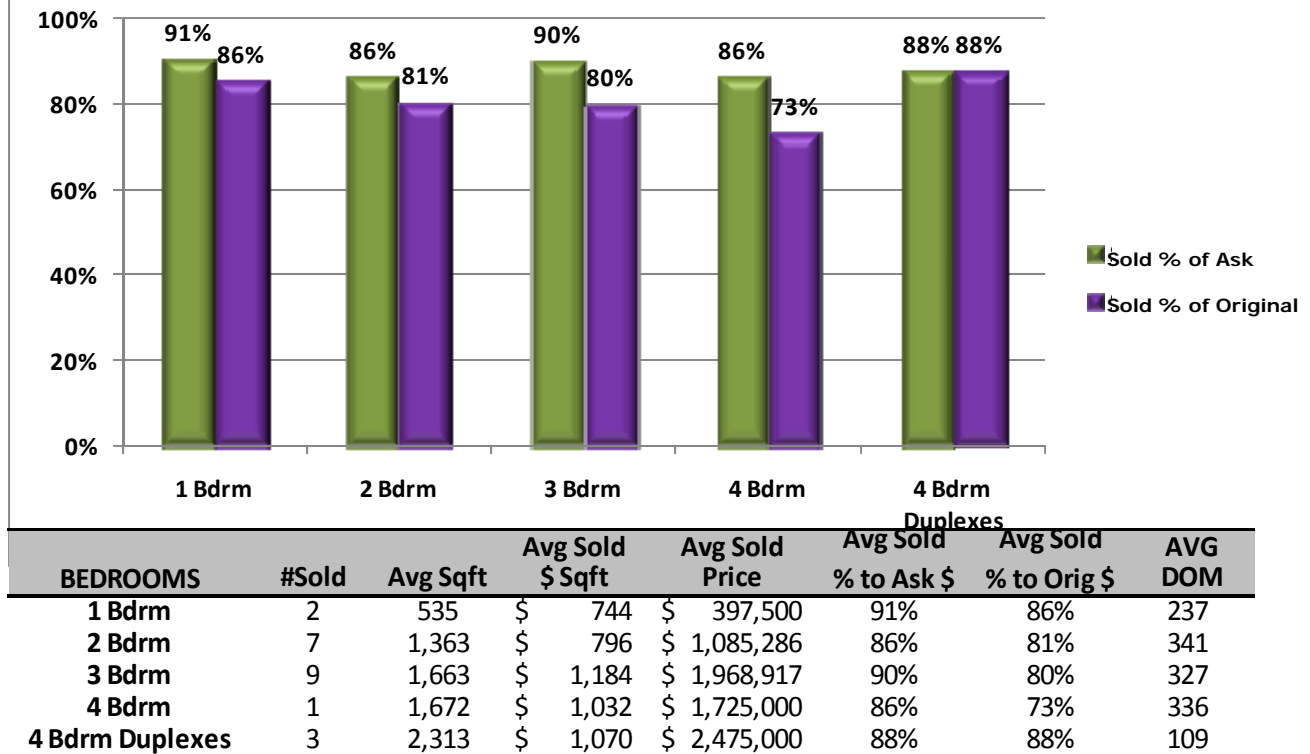
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2Q11 Aspen Condos*: Sold % to Ask & Original Price by Bed-

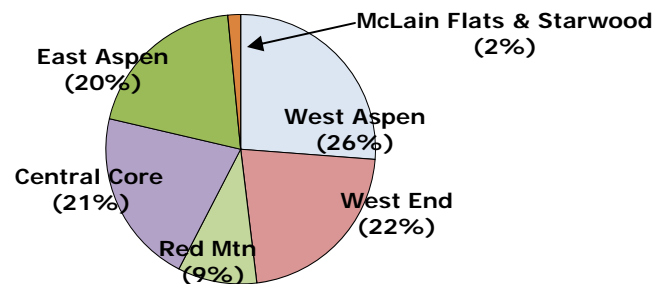


* In Aspen MLS, Condos and townhomes are grouped together as one property type. Aspen includes Woody Creek and Old Snowmass. 2Q includes dates from Apr 1 through Jun 30.

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Snapshot 2Q 2011: What Areas* Are Selling?

The West End and Central Core account for 50% unit sales and 43% dollar volume of all Aspen single family home sales.



Aspen Single Family Homes by Select Areas					
Location	Dollar Volume	% of \$ Volume	# of Sales	Avg Sold \$/Sf	
West Aspen	\$ 33,875,000	26%	4	\$	943
West End	\$ 28,275,000	22%	5	\$	1,195
Red Mountain	\$ 12,275,000	9%	2	\$	956
Central Core	\$ 27,225,000	21%	5	\$	1,126
East Aspen	\$ 25,632,000	20%	3	\$	1,325
McLain Flats & Starwood	\$ 1,975,000	2%	1	\$	431**
Total	\$ 129,257,000	100%	20	\$	1,109

* Aspen only, does not include Snowmass Village, Woody Creek and Old Snowmass. 2Q includes dates through Apr 1 through Jun 30.

**MLS 116793: 1977 older home that arguably sold for lot value

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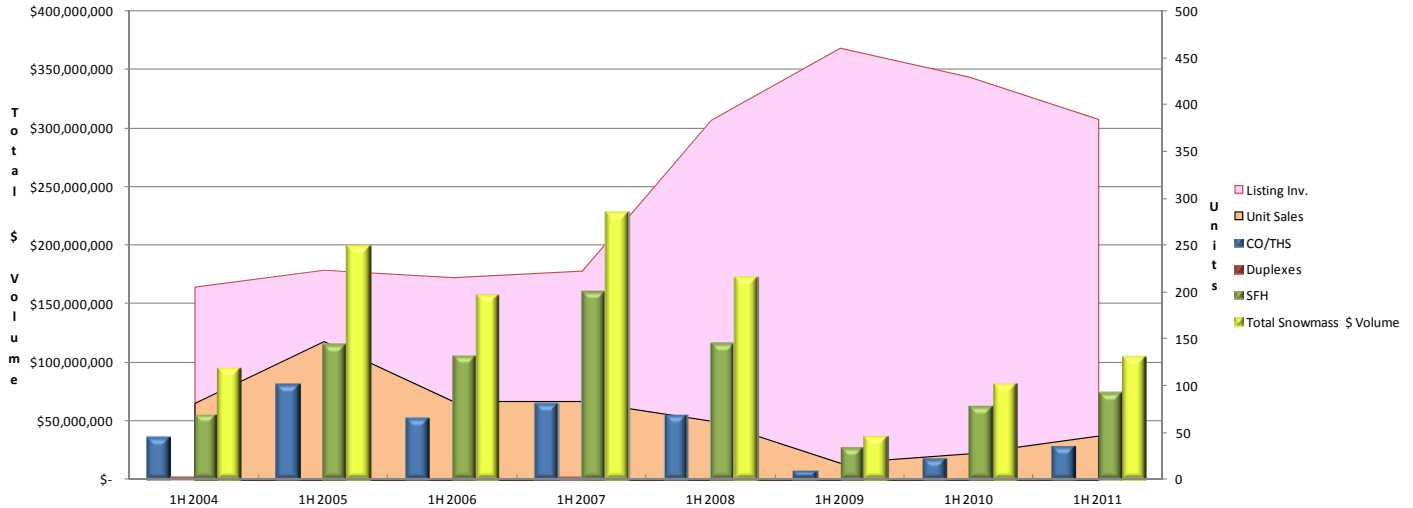
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Estin Report: Snowmass Village 1st Half Year Historical Comparisons

SNOWMASS VILLAGE 1st Half* RESIDENTIAL SALES COMPARISONS

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)

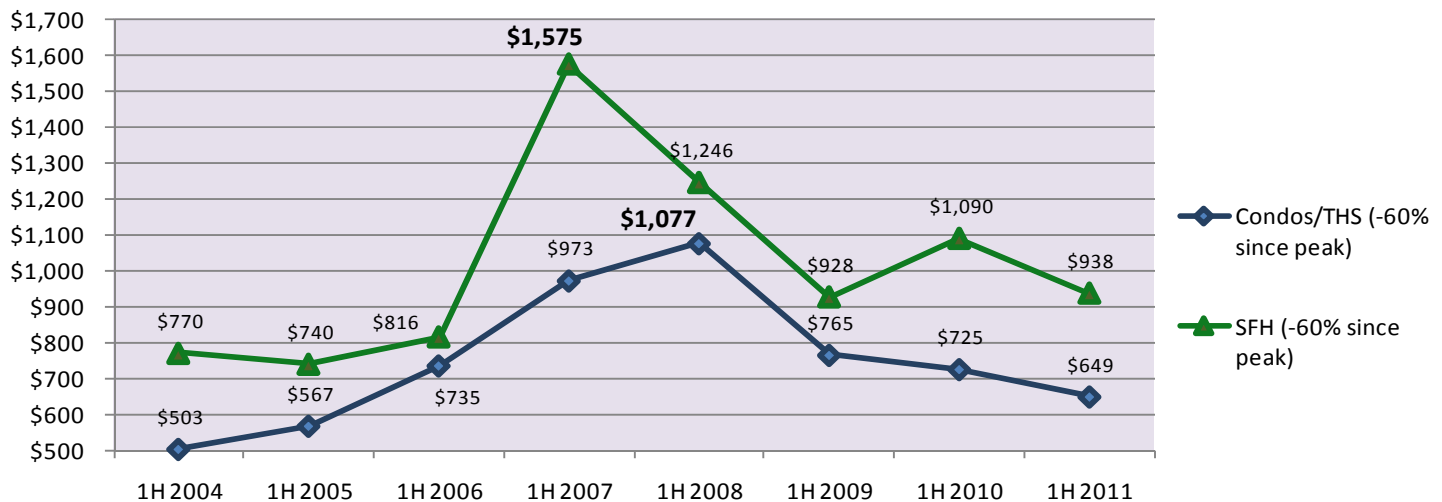


SMV 1st Half	1H 04	% Chg	1H 05	% Chg	1H 06	% Chg	1H 07	% Chg	1H 08	% Chg	1H 09	% Chg	1H 10	% Chg	1H 11
SFH	\$56,510,250	107%	\$117,147,500	-9%	\$106,107,800	53%	\$161,863,000	-27%	\$118,195,304	-76%	\$28,625,000	123%	\$63,874,850	19%	\$75,970,000
CO/THS	\$37,364,945	119%	\$81,654,530	-35%	\$53,233,300	24%	\$65,762,683	-15%	\$56,162,397	-83%	\$9,447,000	104%	\$19,247,500	56%	\$30,000,826
Duplexes	\$2,497,871	-52%	\$1,200,000		\$-		\$2,100,000		\$-		\$-		\$-		\$-
Total \$ Volume	\$96,373,066	108%	\$200,002,030	-20%	\$159,341,100	44%	\$229,725,683	-24%	\$174,357,701	-78%	\$38,072,000	118%	\$83,122,350	27%	\$105,970,826
Unit Sales	82	80%	148	-43%	84	0%	84	-25%	63	-71%	18	56%	28	68%	47
Listing Inv.	206	9%	224	-4%	216	3%	223	72%	384	20%	461	-7%	430	-10%	385

*1st Half (1H) is 1Q & 2Q of designated year

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SNOWMASS VILLAGE 1st Half AVERAGE SALE PRICE PER SQUARE FOOT BY PROPERTY TYPE*



*No duplexes: there was only one duplex sale in 2007, this property type is excluded from the graph.

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Snowmass Village 2011 1st Half v 2010 1st Half* By Property

Snowmass Village 1st Half 2011 v 1st Half 2010	Avg LvHt sf	Average Sale Price	Median Sale Price	Avg Price per sf	Avg Days On Mkt	Sold % Ask	Sold % Orig	Total Dollar Volume	Number of Sales
SINGLE FAMILY HOMES									
1st Half 2011	4,393	5,064,667	3,075,000	938	334	81%	78%	75,970,000	15
Change	-6%	-5%	-36%	-14%	32%	-3%	9%	19%	25%
1st Half 2010	4,658	5,322,904	4,823,425	1,090	253	84%	71%	63,874,850	12
CONDOMINIUMS & TOWNHOMES									
1st Half 2011	1,379	937,526	801,500	649	189	88%	83%	30,000,826	32
Change	-11%	-22%	-3%	-11%	-3%	6%	6%	56%	100%
1st Half 2010	1,553	1,202,969	827,500	725	195	83%	78%	19,247,500	16

*1st Half includes Quarters 1&2 for 2010 and 2011

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Snowmass Village average price per sq ft prices have crumbled since the market peak, off 60% each for both single family homes and condos (refer to page 14). But, there is significant improvement in the Snowmass Village market compared to a year ago. Both unit sales and total dollar volume saw double digit growth of 19% and 25% respectively from 1H2010 to 1H2011. The median price of Snowmass homes has dropped 36% and the average days on market has increased 32%. Condo activity is picking up with twice the number of units selling in 1H 2011 (32) compared to 1H2010 (16).

Most Expensive Snowmass Village Condo Sale 1H 2011

1515 Trails End Ln #8, Wood Run V Sub, Snowmass Village (Sold 04/18/2011 at \$3.2M/\$933 sq ft.)

MLS # 119162 – Original price \$5.5M/\$1,604 sq ft, on market since 5/01/07. This is a 1981 built/2004 remodeled ski-in/ski-out condo/townhome with 4 bdrms/5 ba/3,428 sq ft, sold furnished. (Photo courtesy of CLRE Snowmass)



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Select Snapshot: What price points are selling?

Snowmass Village Single Family Homes: 2011 1st Half v 2010 1st Half

Snowmass Village Single Family Homes Half Year 2011 *	Under \$2M	\$2M- 3.99M	\$4M-5.99M	\$6M- 7.99M	\$8M- 9.99M	\$10M- 14.99M	\$15M - 19.99M	\$20M & Up	Total
# Sales	5	5	1	1	0	1	2	0	15
Average \$ Per Sale	1,174,000	2,990,000	4,000,000	6,400,000		11,000,000	16,875,000		
Median \$ Per Sale	1,050,000	3,137,500	4,000,000	6,400,000		11,000,000	16,875,000		
\$ Volume	5,870,000	14,950,000	4,000,000	6,400,000	0	11,000,000	33,750,000	0	75,970,000
Avg \$ per sf	457	856	927	1,167	0	1,818	1,795		
Snowmass Village Single Family Homes Half Year 2010	Under \$2M	\$2M- 3.99M	\$4M-5.99M	\$6M- 7.99M	\$8M- 9.99M	\$10M- 14.99M	\$15M - 19.99M	\$20M & Up	Total
# Sales	1	3	4	1	2	1	0	0	12
Average \$ Per Sale	1,750,000	3,025,000	4,737,463	6,000,000	9,050,000	10,000,000			
Median \$ Per Sale	1,750,000	3,000,000	4,896,850	6,000,000	9,100,000	10,000,000			
\$ Volume	1,750,000	9,075,000	18,949,850	6,000,000	18,100,000	10,000,000	0	0	63,874,850
Avg \$ per sf	613	758	1,037	1,050	3,344	1,653			

*Half Year includes 1Q & 2Q of designated year

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In 1H 2011, sales of Snowmass homes under \$4M accounted for 67% (10), or 2/3, of the total sold (15) and 27% of total dollar volume, whereas in 1H 2010, under \$4M homes accounted for 25% (4) of the total homes sold (12) and 17% of total dollar volume. This indicates a significant market shift downward in values, yet as prices fall, home purchases are in fact picking up.

Most Expensive Ski In/Out Home Snowmass Village 1st H2011

916 Pine Crest Dr, Snowmass Village, ski-in/ski-out (Sold 6/30/11 at \$16M/\$1,815 sq ft.)

MLS # 120207 - Original Price: \$24M and 1,600 days on the market since 02/11/07. (Placed on market pre-construction.). This is a 2009 built 7 bedroom/7 bath/ 3 half bath, 8,812 sq ft home with 3-car garage on 5.67 acres, an "ultimate family ski in/out retreat." (Photos courtesy of Morris & Fyrwald, Sotheby's.)





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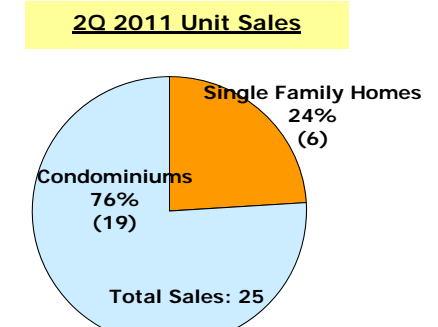
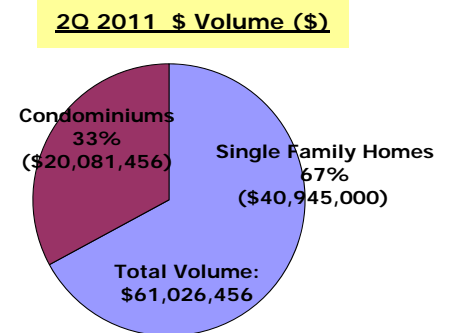
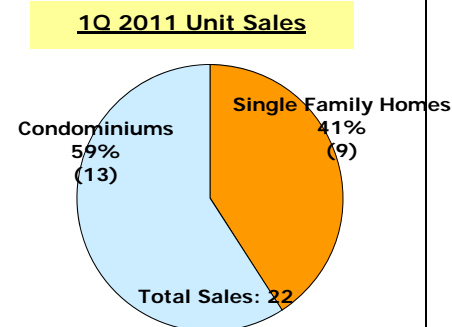
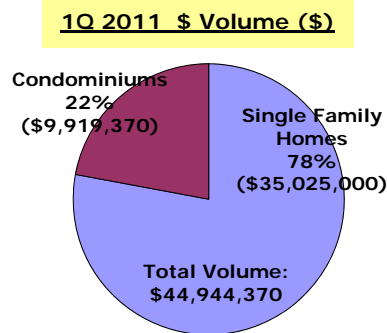
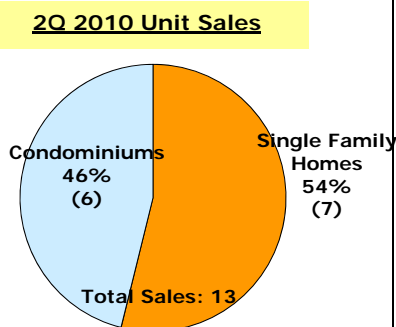
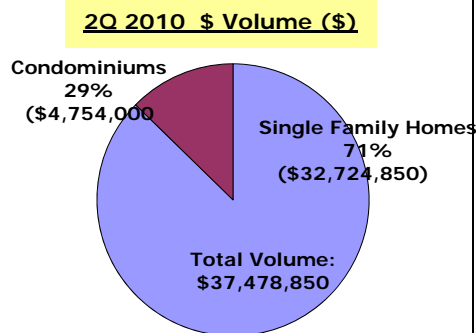
Snowmass Village 2Q 2011 v 2Q 2010 By Property Type

Village	Current Qtr v. Prior Yr Qtr	Avg LvHt sf	Average Sale Price	Median Sale Price	Avg Price per sf	Avg Days On Mkt	Sold % Ask	Sold % Orig	Total Dollar Volume	Number of Sales
SINGLE FAMILY HOMES										
2Q 2011		4,876	6,824,167	5,200,000	1,207	454	86%	83%	40,945,000	6
Change		7%	46%	6%	23%	40%	5%	22%	25%	-14%
2Q 2010		4,543	4,674,979	4,896,850	985	323	82%	68%	32,724,850	7
CONDOMINIUMS & TOWNHOMES										
2Q 2011		1,412	1,056,919	835,150	706	179	89%	86%	20,081,456	19
Change		17%	33%	19%	10%	-36%	8%	18%	322%	217%
2Q 2010		1,210	792,333	700,000	643	280	83%	73%	4,754,000	6

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Compared with 2Q 2010, Snowmass Village experienced positive growth all around. Although there was one less sale in 2Q 2011 for Single Family Homes (6) compared with 2Q 2010 (7), dollar volume and prices have increased. Condos/Townhomes were closing at a quicker rate, significantly more condos/townhomes sold, and at higher prices

SMV Sales* Prior Year Qtr and Prior Qtr vs 2Q2011



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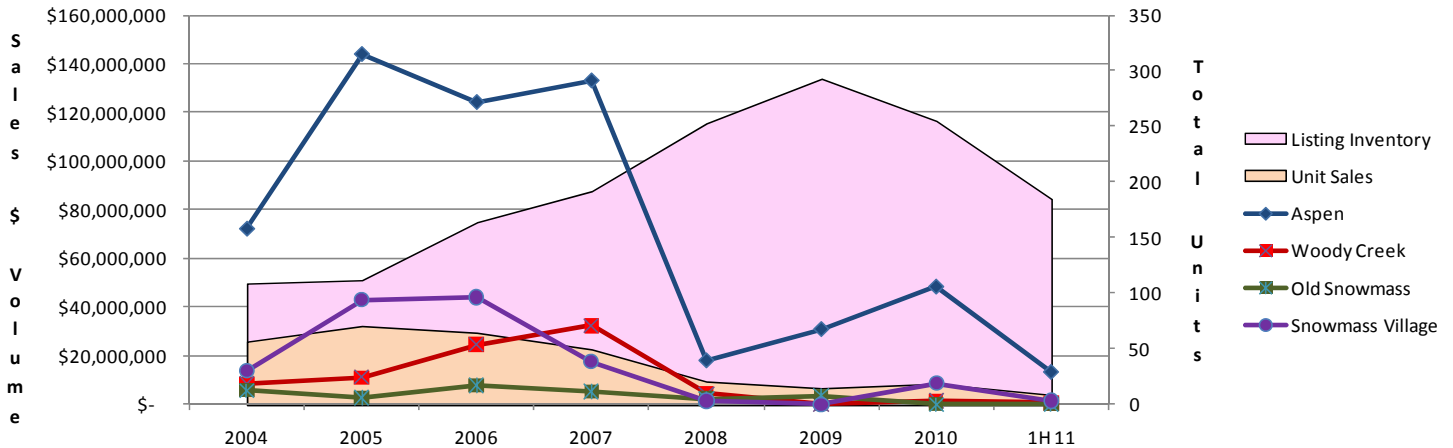
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The Estin Report: 1st Half 2011

Residential Vacant Land Sales* by Area Aspen, Snowmass Village, Old Snowmass and Woody Creek

Lines correspond to total \$ volume by area (left axis), shaded areas represent listing inventory/unit sales (right Axis)



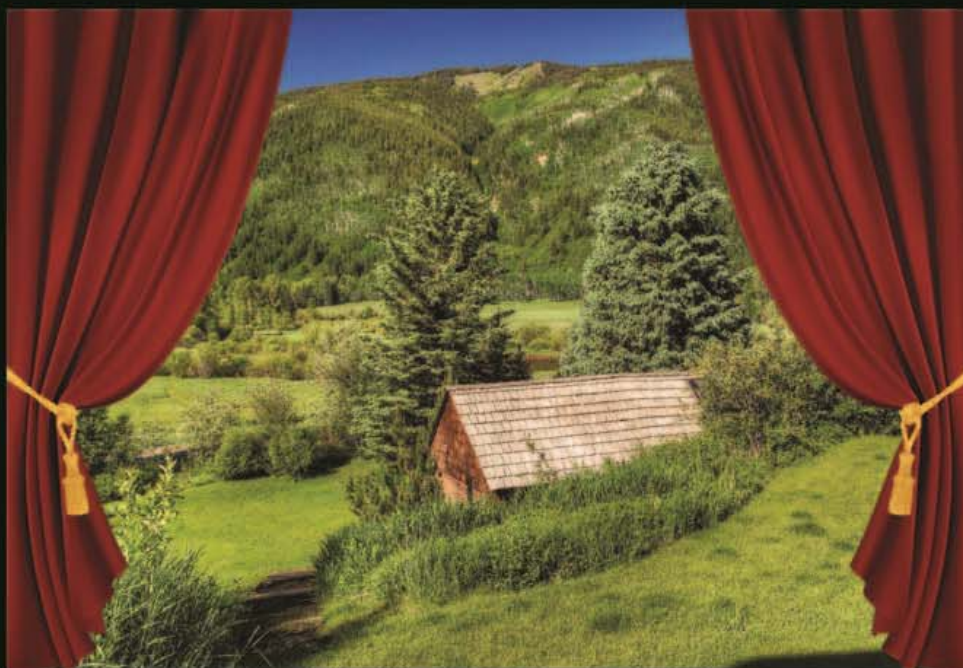
Aspen	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	1H 11
Total \$ Volume	\$72,045,300	100%	\$143,824,050	-14%	\$124,076,091	7%	\$132,954,642	-87%	\$17,944,501	72%	\$30,782,144	57%	\$48,250,000	-73%	\$13,181,000
Listing Inventory	61	-2%	60	55%	93	26%	117	21%	142	12%	159	-8%	146	-30%	102
Unit Sales	32	25%	40	-18%	33	-21%	26	-35%	17	-35%	11	18%	13	-46%	7
Woody Creek	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	1H 11
Total \$ Volume	\$ 8,355,000	33%	\$ 11,126,500	121%	\$ 24,575,000	31%	\$ 32,250,000	-87%	\$ 4,310,000	-100%	\$ -		\$ 1,350,000		\$ 480,000
Listing Inventory	13	8%	14	121%	31	-10%	28	7%	30	13%	34	-41%	20	-15%	17
Unit Sales	5	20%	6	17%	7	86%	13	-92%	1	-100%	0		1		1
Old Snowmass	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	1H 11
Total \$ Volume	\$ 5,653,904	-52%	\$ 2,700,000	190%	\$ 7,841,666	-33%	\$ 5,250,000	-56%	\$ 2,330,000	50%	\$ 3,505,000	-100%	\$ -		\$ -
Listing Inventory	11	-18%	9	44%	13	92%	25	36%	34	-6%	32	9%	35		32
Unit Sales	11	-73%	3	200%	9	-67%	3	-33%	2	100%	4	-100%	0		0
Snowmass Village	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	1H 11
Total \$ Volume	\$13,603,050	215%	\$ 42,882,500	3%	\$ 43,972,500	-60%	\$ 17,459,415	-92%	\$ 1,350,000	-100%	\$ -		\$ 8,605,000		\$ 1,315,000
Listing Inventory	24	21%	29	-7%	27	-19%	22	114%	47	45%	68	-21%	54	-37%	34
Unit Sales	9	144%	22	-27%	16	-50%	8	-88%	1	-100%	0		5		1
Totals Per Year	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	1H 11
Total \$ Volume	\$99,657,254	215%	\$200,533,050	3%	\$ 200,465,257	-60%	\$187,914,057	-92%	\$25,934,501	-100%	\$34,287,144		\$58,205,000		\$14,976,000
Listing Inventory	109	21%	112	-7%	164	-19%	192	114%	253	45%	293	-21%	255	-37%	185
Unit Sales	57	144%	71	-27%	65	-50%	50	-88%	21	-100%	15		19		9

*Includes single and multi-family Lots, not Farm/Ranch.

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The average and median prices of residential vacant lots have fallen 60-70% from a year ago (see Pg 7 vacant land). A large number of these are highly motivated and/or distressed sales. Intuitively, my gut says land discounts are closer to 45-55%, but the numbers are what they are. In many cases now, it should be cheaper to buy land and build with construction costs down 20-30% than to purchase an existing home.

SHOWTIME



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North Star Point: A singular 3.4-acre view parcel overlooking the pastoral meadows and Stillwater river section of the 310-acre North Star Preserve. "North Star is one of Colorado's last great places," says The Nature Conservancy. The site is approved for a 10,750 sq ft home. Remodel the existing house and cabin or build new. Referred to as Aspen's 'Gold Coast,' this low-traffic, east Aspen area features brand new \$15-20MM homes, but there is only one direct meadow view site. This is it. An extraordinary nature and recreation oasis only 1.5 miles east of Aspen city limits.

Price: \$4,600,000

The Estin Report

A fact-based widely read Aspen Snowmass real estate market resource for Sellers and Buyers as referenced in the *Mtn Business Journal*, *Aspen Times*, *Aspen Daily News*, *Aspen Sojourner*, *Aspen Magazine*, *Denver Post*, *Bloomberg*, *WSJ* and *NPR/Colorado Public Radio*.

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CONTEMPLATION. REFLECTION. INSPIRATION.

North Star Point: A singular 3.4-acre view parcel overlooking the pastoral meadows and Stillwater river section of the 310-acre North Star Preserve. "North Star is one of Colorado's last great places," says The Nature Conservancy. The site is approved for a 10,750 sq ft home. Remodel the existing house and cabin or build new. Referred as Aspen's 'Gold Coast,' this low-traffic, east Aspen area features brand new \$15-20MM homes, but there is only one direct meadow view site. This is it. An extraordinary nature and recreation oasis only 1.5 miles east of Aspen city limits. Price: \$4,600,000

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