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The Estin Report: Q3 2012 and Q1-Q3 2012 Aspen Snowmass Real Estate

This report documents sales activity for the 3rd Quarter and Q1-Q3 2012 (Year-to-Date) 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 prices over \$250,000. Fractionals are not included. It compares the 3rd quarter to the same prior year quarter and to historical data since 2004, and Q1-Q3 2012 to the same prior year period. There are three sections: the Aspen/Snowmass total combined market, the Aspen market (includes small Woody Creek and Old Snowmass areas) and the Snowmass Village (the ski resort) market. The source data is from the Aspen/Glenwood MLS. Abbreviations: Aspen (ASP) - which includes Woody Creek (WC) and Old Snowmass (OSM); Snowmass Village (SMV).

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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 2012 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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Released October 18, 2012

Q3 and Q1-Q3 2012 Executive Summary

The purpose of this report is twofold: 1) Report on the 3rd Quarter 2012 Aspen Snowmass real estate market; 2) Report market performance for the year so far, Jan. 1 —Sept 30th, Q1 - Q3 2012.

Total Aspen Snowmass Market*

3rd Quarter 2012

In the 3rd Quarter 2012 (July 1st - September 30th), total dollar sales volume was up 25% and total unit sales were up +13% over the 3rd Quarter 2011 for the combined Aspen and Snowmass Village real estate marketplace. This has been the strongest performing 3rd Quarter in the past 4 years. Aspen single family home sales were especially strong, up 46% in dollar sales and up 22% in unit sales during the 3rd Quarter over the same time last year.

Prior Year 3rd Quarter Comparisons

Q3 2012:

- \$240.4M (+25% from Q3 2011)
- 81 unit sales (+13% from Q3 2011)

Q3 2011:

- \$192.6M dollar sales (-1% from Q3 2010)
- 72 unit sales (+3% from Q3 2010)

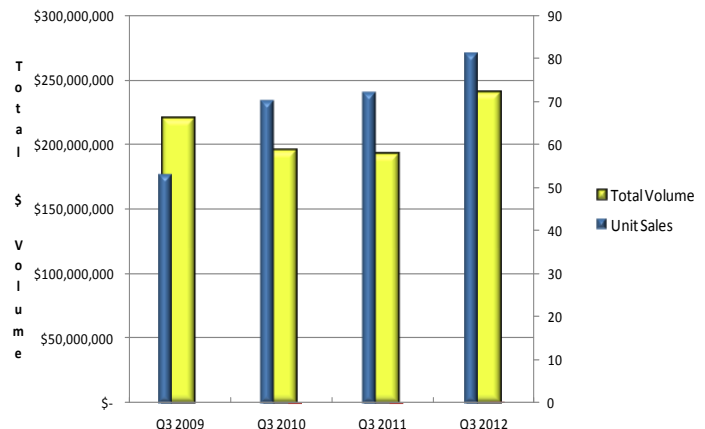
Q3 2010:

- \$195.2M dollar sales (-11% from Q3 2009)
- 70 unit sales (+32% from Q3 2009)

Q3 2009:

- \$220.1M dollar sales
- 53 unit sales

Aspen/Snowmass Sales by Quarter



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Q1- Q3 2012

In the first three quarters of 2012, (Jan. 1—Sept. 30th), the total Aspen and Snowmass combined dollar sales volume was off -12%, unit sales were even with last year, 0% change, and inventory of properties for sale decreased -6% compared to the same period last year.

The drop in dollar sales can be attributed to 30% fewer sales of over \$10M homes this year versus last: in Q1 - Q3 2012, there were (9) sales over \$10M at a value of \$133M; in the same period 2011, there were (13) sales over \$10MM at a value of \$240M. This -\$107M difference accounts for almost the entire dollar sales difference between Q1-Q3 2012 compared to Q1-Q3 2011 for the total Aspen Snowmass Village market combined.

Why fewer 'big ticket' sales? A number of new large spec homes were sold at signifi-

*Includes upper Roaring Fork Valley: Aspen, (with Old Snowmass, and Woody Creek) and Snowmass Village (SMV) combined, all residential properties and vacant land—all over \$250,000. Fractional sales are not included.



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Q3 and Q1-Q3 2012 Executive Summary, Cont.

cant discounts in the past 1-3 years by strained developers and builders, and this inventory of highly pressured-to-sell ultra luxury homes has mostly been depleted.

Comments

In each of the past three years, after relatively favorable starts at the beginning of year, the national economy sputtered in the 2nd quarters due mostly to uncertainty caused by shifting employment numbers, sovereign debt, Euro concerns, and domestic political impasse.

In spite of this, the 3rd Quarter 2012 proved to be remarkably strong in general but especially in the sales of Aspen single family homes. While Aspen total dollar sales account for 83% of the entire Aspen and Snowmass Village dollars combined, Aspen single family homes sales account for a whopping 56% of the total combined market dollars.

Aspen Single Family Homes

Sales of Aspen homes were up 46% in dollar volume and 22% in unit sales for the 3rd Quarter over the same period last year.

Single family home pricing pressure appears to have eased through the 3rd Quarter 2012: median prices, generally a more accurate indicator of pricing trends as average prices can be skewed disproportionately by very high or low sold prices, are up marginally, 3% , to \$3.8M in Q3 2012 versus \$3.7M last year same time; single family home price per sq ft increased +13% to \$1,013 sf in Q3 2012 from \$899 sf same time last year arresting the downward trend of the past 4 years.

Both metrics — median prices and price per sq ft — can be seen as positive signs of home price stabilization.

Aspen Condos

Aspen condo unit sales were up 30% in Q3 2012 from the same period last year, (30) sales now versus (23) then, but dollar sales volume, was -26% lower at \$33M in Q3 2012 versus \$44M same time last year.

Sales up; dollars down...Reason? Of the (30) condo sales, 70% of them, (21) units, were one and two bedroom units selling at under \$1M and much smaller in physical size than those sold last year, -39% smaller, at an average 1,078 sq ft this year versus 1,755 sq ft last year.

Consequently, the median Aspen condo price in Q3 2012 decreased a dramatic -34%, to \$757,000 from \$1.1M vs same time last year, and the average price per sq ft fell -12% to \$904 sf in Q3 2012 from \$1,033 sf last year. Unless a condo is a pristine or new remodel, buyers are moved by value primarily. Like-new condition, recent remodels and the best deals sell, all others languish on the market.



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Snowmass Village

Snowmass Village real estate has fallen hard in the past four years. This is largely due to the very real excitement surrounding the resort in 2005-2007 as the Related Companies took over the new Base Village development. The Snowmass resort was to be reborn. As the excitement escalated, so too did prices. Then the crisis hit and it all unraveled.

Snowmass total dollar sales in Q1-Q3 2012 (YTD) are \$83M versus \$129M same time last year, or -36%, and this is -63% off the \$304M dollar sales peak in the same period in 2007; unit sales now at 52 are off from 62 units sold same time last year, -16%, and off -66% from the average 153 units sold in the Q1-Q3 periods of the peak years 2005-2007; the average price per sq foot of a single family home at \$690 sf now is off -20% from \$858 same time last year which is -52% from its 2007 peak of \$1,430. For condos, the avg. price per sq ft is down -1% from \$630 sf now from \$637 same time last year, and off -42%, from the peak of \$1,080 sf in 2007.

All of which is to say that unbelievable deals are to be had in Snowmass ...and there are reasons for optimism.

- Related Co's buy back in Sept. 2012 of the Snowmass Base Village from German banks paves the way for the future development of the resort. As one reporter recently wrote, "the recent and complicated buy-back of the commercial properties by Related Companies (through its Snowmass Acquisition Company LLC) shows that major investors are once again willing to sink big bucks into Snowmass. Will that lead the way for smaller investors to step forward and take a risk too?" At the very least, it creates a positive foundation for new development and more positive news moving forward.
- The slope-side Silvertree Hotel has new owners and is now run under the Westin brand after \$55M improvements were put into the Snowmass Mall and conference hotel facilities in the past year. It is a month early in its completion and all systems are go for winter 2012/2013. Add to this the beautiful, contemporary Viceroy Hotel which opened Nov. 2009 and the Snowmass hotel ski-in out experience offers serious competition to Aspen's limited ski in/out hotel offerings.
- Snowmass Village prices in general are off an average 40% - 50% from the 2007/2008 market peak. With an ample supply of units - 78 single-family homes and 157 Condos/ townhomes for sale as of this writing (Oct. 14) the best buyer values in the Aspen area are here.
- SMV condos represent great value at today's prices as most are located at or near slope-side with an excellent ski in/out experience and rental income opportunities.
- There are numerous SMV single family home opportunities for prospective Aspen School District buyers and for those seeking the highest quality ski in/out homes at market corrected prices on top of the 20-30% historical discount Snowmass properties have offered compared to Aspen.

Now, during the off-season - before the high tourist winter ramps up and at the cusp of a clearer path forward for the Base Village - is the time to buy in Snowmass Village.



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Vacant Land Sales Surging

There has been a dramatic increase in vacant land sales this year and it continues. Through the 3rd Quarter, Sept 30, 2012, there have been 23 land sales this year versus 12 last year same period, +92%. The dollar value of these sales has jumped to \$65M this year from \$27M, +144%. This does not include the sale of older teardown properties which appear in the MLS as residential property with improvements not vacant land. Buying land and building new offers a reasonable hedge against continued market uncertainty and against the slow pace of an improving marketplace. As there is relatively little new construction occurring at present due to uncertain macro conditions and still difficult but improving loan qualification conditions, by the time one completes construction of a new Aspen home in 18—24 months, demand for this scarce product should be high, supply low and premium pricing a realistic outlook. As mentioned in earlier reports, typically, when land sales start to pick up, it is an important marker of a market transition, a tipping point.

Market Overview

"Be fearful when others are greedy. Be greedy when others are fearful.", Warren Buffett

Buyers are continuing to step up recognizing that now may offer an unprecedented opportunity to buy into Aspen at price points not witnessed in nearly a decade. But deal after deal, they have proven they are unwilling to purchase Aspen properties unless there's clear and apparent value. Their greatest fear is overpaying seconded by a desire for a cushion to cover any potential downside.

For most properties, it is all about price to a large measure. Other factors are location, the property's relative newness and genuine uniqueness. Without the buyer's perception of value, it is exceedingly difficult to get them interested in a property in the first place unless the property is truly exceptional and therefore, priced at a premium.

As the global economic outlook goes, so goes Aspen. Real estate activity here is largely discretionary second home purchases, and it is fed by a sense of overall well-being rather than basic shelter needs. As Aspen's once rarified economic and social immunity from the rest of the world has largely disappeared in the internet age, on a very basic level, if the stock market is up, it is likely that the local real estate market will be up and the opposite as well.

In general, Aspen Snowmass prices have reset to a post-crisis level, off an average 30% - 40% from the 2008 market peak and in a number of cases more, in a small number less. Much depends on the property, special circumstances and seller motivation.

Except for extraordinary, one-of-a-kind properties, prices remain under at least incremental pressure even assuming they have been adjusted to the new norm.

Specific Aspen real estate topics

Late Summer Rallies - Historically the strongest sales of the year generally occur in August, September and October ...so, the 3rd Quarter is typically a strong one.



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Buy land and build option - In general, vacant lot prices are down significantly since the market peak and in many cases it could still be less expensive now to buy the cheaper land and build than to purchase an older existing home. Exactly how much older? Let the buyer decide. Additionally, the Pitkin County permitting approval process is more expedient presently than in the mid-2000's boom days. It takes an estimated 18-24 months to permit and build now versus 24-36 months then. Although pockets of intense construction activity exist due to buyers breaking ground over the summer 2012 (many of whom bought 1-3 years ago at big discounts), by the time a 2nd home end-user completes their project in two years, there should be high demand for this new home at a pricing premium as so little new-built product will be available then unless new construction takes off in the interim which seems unlikely.

Lack of new product - As mentioned in earlier reports in the past 1-2 years, most of the newer developer built spec homes of 2006-2011 vintage have been sold at greatly discounted prices. There's a vacuum, a lack of new-built product which frustrates some buyers but creates seller opportunities for higher pricing of newer product.

Deal savvy and patient buyers - While a sense of 'missing the bottom' is driving some buyers to purchase now, others have adopted a 'wait and see' attitude. Unless motivated by a property they cannot live without at a price that demonstrates clear value, most prospective buyers will move on to the next property. Or continue to wait out the market.

Uncertain US and global economic picture - Every month a new set of numbers comes out with different conclusions, interpretations and spin. Each good reading gets answered with a bad one. This topsy-turvy pattern solidifies our sense of vulnerability and adds to the overall psychic fragility of this recovery. The prevailing pre-election negativity, partisan politics and fiscal cliff predictions, continued worries of a Euro default and contagion, another Japanese earthquake type event - on top of the 2008 economic crisis - have created a general mood of fragility and lack of optimistic conviction.

On pricing - It would be a mistake to believe that prices have begun to rise except in highly unique and very special situations. Unfortunately, these atypical high priced sales drive the average price per square foot upwards and capture the media's attention, but they do not represent the market at large where pricing pressure in general continues, even if incrementally. There have been enough solid sales in the past few years that legitimate comparable sales data exists.

Bottom line - Sales performance in Quarter 3 2012 represents *the **best 3rd Quarter in the past 4 years***. Since the market low in Quarters 1-3 2009, Aspen and Snowmass combined* total dollar sales are up +47%, unit sales are up +85% and the inventory of properties for sale has decreased -23%. (See Table on next page). This is clear evidence of a market gradually improving.

So the Critical Question: Has the Market Turned?

In some cases no - older properties requiring upgrades or work continue to be under sustained price pressure; in some case yes - newer properties are selling well but their inventory is diminishing. The surge in vacant land sales is typically representative of a market inflection point. But one thing is sure - by the time there's clarity on the exact timing of the "bottom", the market will have turned and one will have missed it.



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Since Market Low Q1-Q3 2009 (Jan. 1—Sept 30)

Aspen	<u>Q1-Q3 2012</u>	<u>%Chg</u>	<u>Q1-Q3 2009</u>
Dollar Volume	\$573M	50%	\$375M
Units Sold	183	83%	100
Inventory*	1,035	-25%	1,380
SMV	<u>Q1-Q3 2012</u>	<u>%Chg</u>	<u>Q1-Q3 2009</u>
Dollar Volume	\$91M	18%	77M
Units Sales	52	48%	27
Inventory	450	-19%	556
Combined Totals	<u>Q1-Q3 2012</u>	<u>%Chg</u>	<u>Q1-Q3 2009</u>
Dollar Volume	\$664M	47%	\$452M
Unit Sales	235	85%	127
Inventory	1,485	-23%	1,936

*Inventory is the number of properties for sale during the period indicated.

To Sellers:

If buyers perceive a listing is priced at market (i.e. what would it take to sell today), or more commonly that "buyers perceive value", properties stand a reasonable likelihood of selling within 2 - 8 months. If not, sellers risk 'riding the market' down in these well-known stages: starting high thereby immediately disinteresting buyers and brokers; the listing becomes stale; competitive properties sell; finally the seller capitulates 1-3 years later in order to sell at the price he could have sold for in the beginning if only he'd listened to his broker. This scenario repeats itself time and again with sellers stubbornly holding on to prices that don't exist anymore.

Unfortunately, other factors such as the time value of money – it costs money to service a property, the opportunity cost to forgo better opportunities while a property and the cash it ties up, sits on the market, not to mention the importance of "getting on with it" as life moves on - are for the most part not pre-eminent pricing considerations by the seller when a property is initially listed.

To Buyers:

Find the property one loves, that one believes one may be able to afford, and make a bid at a level one is comfortable with. Making a written offer is the only way to get real information from the seller. See what happens. Negotiations have to start somewhere, and many properties are selling at levels even brokers have a difficult time believing. One never knows the real story ... especially in this marketplace.

What is Selling?

New. New. New or newer homes and extensively remodeled; like new condos; large uniquely built homes whose size, quality and location are not easily - or at all - reproducible; properties priced "to market" - representing clear value; and highly discounted vacant lots in B+ or better locations.



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Key Metrics: Q3 2012 and Q1-Q3 2012 Aspen and Snowmass Village

Aspen: 3rd Quarter 2012 vs 3rd Quarter 2011 (July 1—Sept. 30) Pg 20

	Q3 2012	%Chg	Q3 2011
<u>SF Homes</u>			
\$ Sales	\$155M	+46%	\$106M
Unit Sales	28	+22%	23
Price Sq Ft	\$1,013	13%	\$899
Median Price	\$3.8M	3%	\$3.7M
Average Price	\$5.5M	20%	\$4.6M
<u>Condos</u>			
\$ Sales	\$33M	-25%	\$44M
Unit Sales	30	+30%	23
Price Sq Ft	\$904	-12%	\$1,033
Median Price	\$765K	-34%	\$1.1M
Average Price	\$1.1M	-41%	\$1.8M
<u>Total Combined</u>			
\$ Sales	\$188M	+25%	\$150M
Unit Sales	58	+27%	46

Aspen: Q1-Q3 2012 vs Q1-Q3 2011 (Jan. 1 - Sept. 30) Pg 17

	Q3 2012	%Chg	Q3 2011
<u>SF Homes</u>			
\$ Sales	\$375M	-14%	\$435M
Unit Sales	71	-7%	76
Price Sq Ft	\$1,033	9%	\$946
Median Price	\$4.1M	-2%	\$4.2M
Average Price	\$5.3M	-8%	\$5.7M
Days on Market	442	6+	417
<u>Condos</u>			
\$ Sales	\$100M	-27%	\$137M
Unit Sales	74	-7%	76
Price Sq Ft	\$927	-13%	\$1,064
Median Price	\$926K	-26%	\$1.2M
Average Price	\$1.4M	30%	\$1.9M
Days on Market	292	-13%	334
<u>Total Combined</u>			
\$ Sales	\$475M	-17%	\$572M
Unit Sales	145	-5%	152

*Due to rounding, percentages may be off but they match figures in charts and tables.

**Median prices are generally a more reliable indicator of prices than average which can be skewed disproportionately by excessively large or small dollar amount sales.



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Q3 & Q1-Q3 2012 Key Metrics, Cont.

Snowmass Village: 3rd Quarter 2012 vs 3rd Quarter 2011 (July 1—Sept. 30) Pg 24

	Q3 2012	%Chg	Q3 2011
<u>SF Homes</u>			
\$ Sales	\$17M	14%	\$15M
Unit Sales	5	0%	5
Price Sq Ft	\$705	14%	\$617
Median Price	\$2.8M	-24%	\$3.75M
Average Price	\$3.5M	13%	\$3.05M
Days on Market	349	-4%	362
<u>Condos</u>			
\$ Sales	\$3.4M	-58%	\$7.9M
Unit Sales	5	-50%	10
Price Sq Ft	\$559	-7%	\$598
Median Price	\$540K	-18%	\$655K
Average Price	\$672K	-15%	\$794K
Days on Market	744	+164%	282
<u>Total Combined</u>			
\$ Sales	\$20.4M	-11%	\$22.9M
Unit Sales	10	-33%	15

Snowmass Village: Q1-Q3 2012 vs Q1-Q3 2011 (Jan. 1 - Sept. 30) Pg 26

	Q3 2012	%Chg	Q3 2011
<u>SF Homes</u>			
\$ Sales	\$54M	-41%	\$91M
Unit Sales	17	-15%	20
Price Sq Ft	\$690	-20%	\$858
Median Price	\$2.8M	-11%	\$3.1M
Average Price	\$3.2M	-30%	\$4.6M
Days on Market	490	44%	341
<u>Condos</u>			
\$ Sales	\$29M	-25%	\$38M
Unit Sales	32	-24%	42
Price Sq Ft	\$630	-1%	\$637
Median Price	\$677K	-11%	\$759K
Average Price	\$891K	-1%	\$903K
Days on Market	360	71%	211
<u>Total Combined</u>			
\$ Sales	\$83M	-36%	\$129M
Unit Sales	49	-21%	62

*Due to rounding, percentages may be off but they match figures in charts and tables.

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Map of Targeted Areas & Key Findings

Market Trends

Total Market

For the total Aspen and Snowmass Village market combined 2012 Year-to-Date, Qtr 1 through Qtr 3 2012 (Jan 1 - Sept 30), unit sales remained even, dollar sales volume decreased -12% and listing inventory of properties for sale fell -6%. compared to the same period last year. Dollar sales are off for the year chiefly due to fewer \$10M+ home sales this year than last: in 2012 through Sept. 30, there were (9) sales over \$10M at a value of \$133M; in 2011 same period, there were (13) sales over \$10MM at a value of \$240M. This -\$107M difference accounts for almost the entire dollar sales difference between Q1-Q3 2012 versus Q1-Q3 2011 .

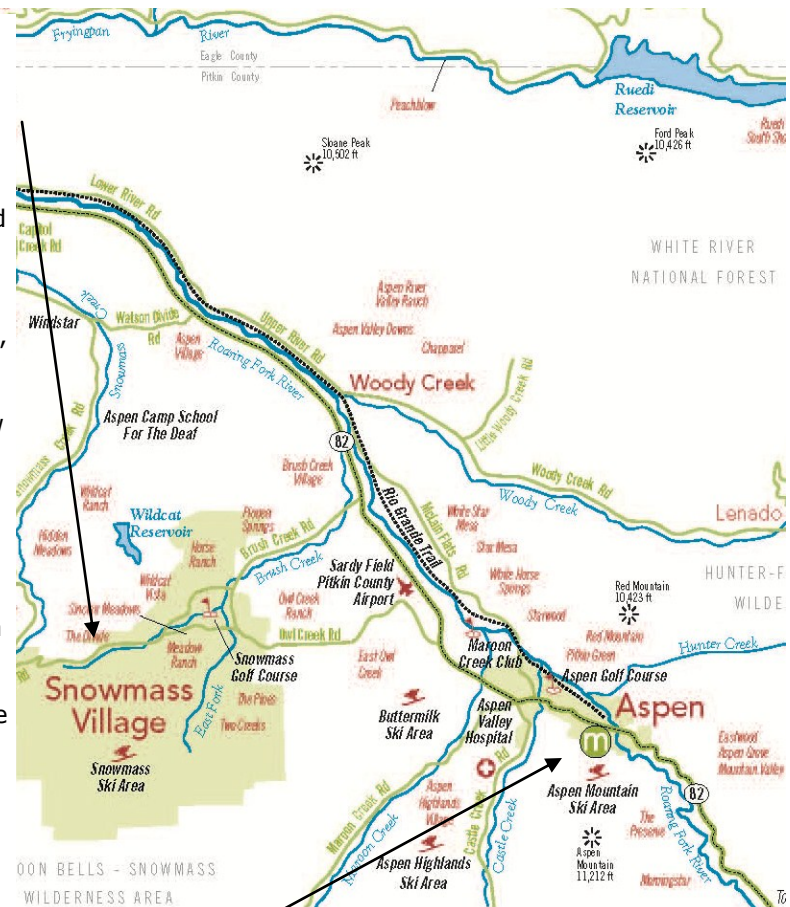
Snowmass Village

While all standard metrics continue to be in the negative for SMV, there are reasons for optimism...

Related Co's buy back of the Snowmass Base Village from German banks paves the way for the future development of the resort. As one reporter recently wrote, "the recent and complicated buy-back of the commercial properties by Related Companies (through its Snowmass Acquisition Company LLC) shows that major investors are once again willing to sink big bucks into Snowmass. Will that lead the way for smaller investors to step forward and take a risk too?" At the very least, it creates a positive foundation for new development and better news, it is hoped.

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Snowmass Village prices are off an average 40% - 50% from the 2007/2008 market peak. With an ample supply of units - 78 single-family homes and 157 Condos/townhomes for sale as of Oct. 14, the best buyer values in the Aspen area are here. SMV condos represent great value at today's prices not to mention most are located at or near slope-side with excellent ski in/out and rental income opportunities. And there are numerous SMV single family home opportunities for prospective Aspen School District buyers and for those seeking the highest quality ski in/out homes at market corrected prices on top of the 20-30% historical discount Snowmass properties have offered compared to Aspen. Now, during the off-season before high tourist winter ramps up, at the cusp of a clearer path forward for the Base Village, is the time to buy in Snowmass Village.



Aspen

Land Sales Surging: There has been a dramatic increase in vacant land sales this year and it continues. Through the 3rd Quarter, Sept 30, 2012, there have been 23 land sales this year versus 12 last year same period, +92%. The dollar value of these sales has jumped to \$65M this year from \$27M, +144%. This does not include the sale of older teardown properties which show up in the MLS as residential property with improvements not vacant land. Buying land and building new offers a reasonable hedge against continued market uncertainty and the slow pace of an improving marketplace. As there is relatively little new construction occurring at present due to uncertain macro conditions and still difficult but improving loan qualification conditions, by the time one completes construction of a new Aspen home in 18—24 months, demand for this scarce product should be high, supply low and premium pricing a realistic outlook. As mentioned in earlier reports, typically, when land sales start to pick up, it is an important marker of a market transition, a tipping point.



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Total Market Trends

2012 Q3 ASPEN SNOWMASS MATRIX								
TOTAL MARKET*				Quarterly Comparisons to Current Quarter				
Detail	YTD Comparisons**							
	2012	vs	2011	Q2 2012	vs	Q3 2012	vs	Q3 2011
	Current Yr \$	% Chg	Prior Yr \$	Prior Qtr \$	% Chg	Current Qtr \$	% Chg	Prior Yr Qtr \$
Avg Sales Price	2,827,277	-12%	3,210,243	2,634,261	13%	2,968,491	11%	2,675,008
Median Sales Price	1,619,750	-18%	1,975,000	1,487,500	1%	1,497,500	-28%	2,075,000
Avg \$/Sq Ft	891	-2%	913	867	4%	903	3%	878
Listing Inventory (# of units)	1,484	-6%	1,572	1,096	-5%	1,045	-7%	1,127
# of Sales (units)	235	0%	235	91	-11%	81	13%	72
Total \$ Volume	664,410,210	-12%	754,407,030	239,717,758	0%	240,447,770	25%	192,600,548
SINGLE FAMILY HOMES								
Detail	Current Yr \$	% Chg	Prior Yr \$	Prior Qtr \$	% Chg	Current Qtr \$	% Chg	Prior Yr Qtr \$
Avg Sales Price	4,880,147	-11%	5,478,286	4,869,832	7%	5,223,348	21%	4,328,446
Median Sales Price	3,925,000	2%	3,862,500	3,775,000	-6%	3,550,000	-5%	3,725,000
Avg \$/Sq Ft	967	4%	927	982	-2%	966	14%	849
Listing Inventory (# of units)	578	-7%	620	432	-2%	423	-9%	466
# of Sales (units)	88	-8%	96	32	3%	33	18%	28
Total \$ Volume	429,452,939	-18%	525,915,500	155,834,632	11%	172,370,500	42%	121,196,500
CONDOS/THS								
Detail	Current Yr \$	% Chg	Prior Yr \$	Prior Qtr \$	% Chg	Current Qtr \$	% Chg	Prior Yr Qtr \$
Avg Sales Price	1,213,322	-22%	1,549,222	1,098,987	-7%	1,027,351	-33%	1,534,281
Median Sales Price	787,188	-26%	1,060,000	720,980	0%	720,000	-30%	1,025,000
Avg \$/Sq Ft	837	-7%	905	794	8%	855	-6%	905
Listing Inventory (# of units)	635	-4%	662	468	-8%	432	-1%	436
# of Sales (units)	106	-6%	113	42	-17%	35	3%	34
Total \$ Volume	128,612,105	-27%	175,062,030	46,157,460	-22%	35,957,270	-31%	52,165,548
DUPLEXES								
Detail	Current Yr \$	% Chg	Prior Yr \$	Prior Qtr \$	% Chg	Current Qtr \$	% Chg	Prior Yr Qtr \$
Avg Sales Price	2,283,861	-15%	2,674,000	2,050,000	15%	2,356,000	-6%	2,508,333
Median Sales Price	2,249,750	-13%	2,600,000	1,775,000	16%	2,062,500	-9%	2,275,000
Avg \$/Sq Ft	839	-4%	872	704	22%	860	1%	848
Listing Inventory (# of units)	70	-1%	71	51	-2%	50	-7%	54
# of Sales (units)	18	80%	10	4	150%	10	233%	3
Total \$ Volume	41,109,500	54%	26,740,000	8,200,000	187%	23,560,000	213%	7,525,000
VACANT LAND**								
Detail	Current Yr \$	% Chg	Prior Yr \$	Prior Qtr \$	% Chg	Current Qtr \$	% Chg	Prior Yr Qtr \$
Avg Sales Price	2,836,333	70%	1,668,094	2,271,205	26%	2,853,333	71%	1,673,357
Median Sales Price	2,400,000	44%	1,664,250	1,764,000	-9%	1,600,000	3%	1,553,500
Listing Inventory (# of units)	201	-8%	219	145	-3%	140	-18%	171
# of Sales (units)	23	44%	16	13	-77%	3	-57%	7
Total \$ Volume	65,235,666	144%	26,689,500	29,525,666	-71%	8,560,000	-27%	11,713,500

*Total Market includes: Aspen with Woody Creek (WC) and Old Snowmass (OSM), Snowmass Village (SMV), single family homes, condos/townhomes, duplexes and residential vacant land. All over \$250,000; fractionals are excluded.

**YTD includes dates January 1 - September 30.

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



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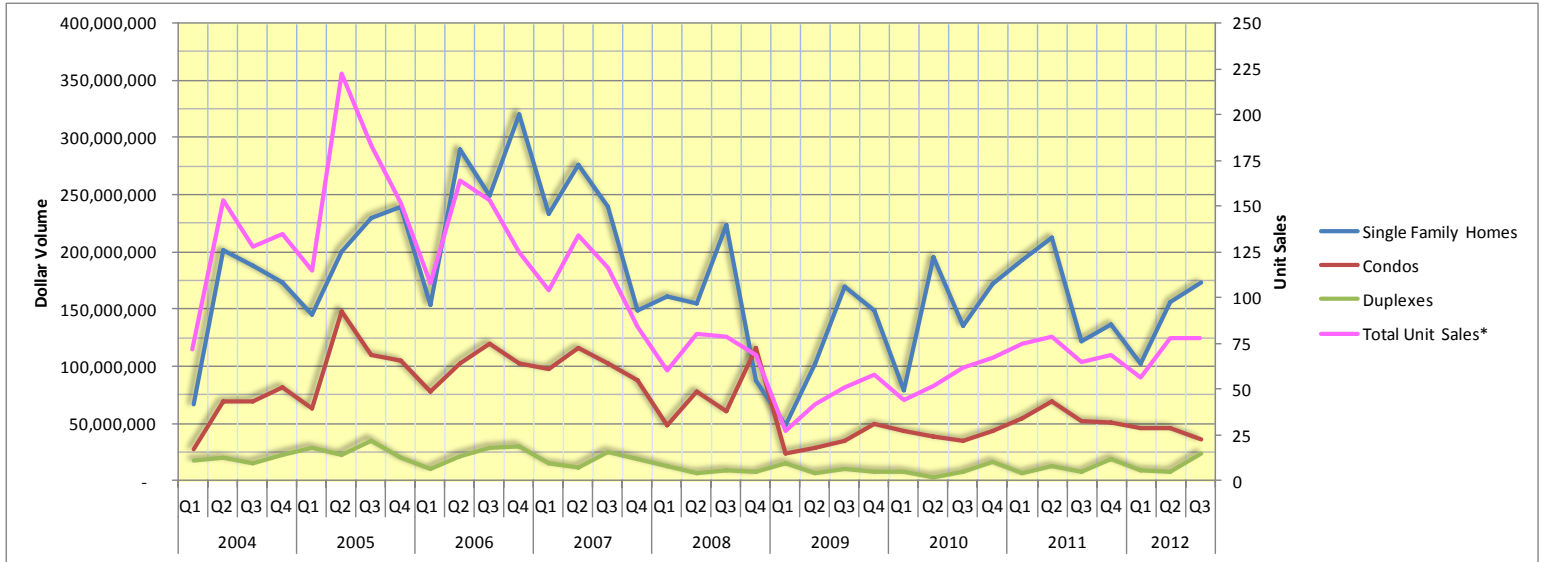
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The Estin Report: Market Direction For Aspen/Snowmass

TOTAL MARKET QUARTERLY \$ VOLUME AND UNIT SALES OVER TIME

All lines represent \$ volume by property type (left axis) except unit sales (the right axis) and includes all property types.



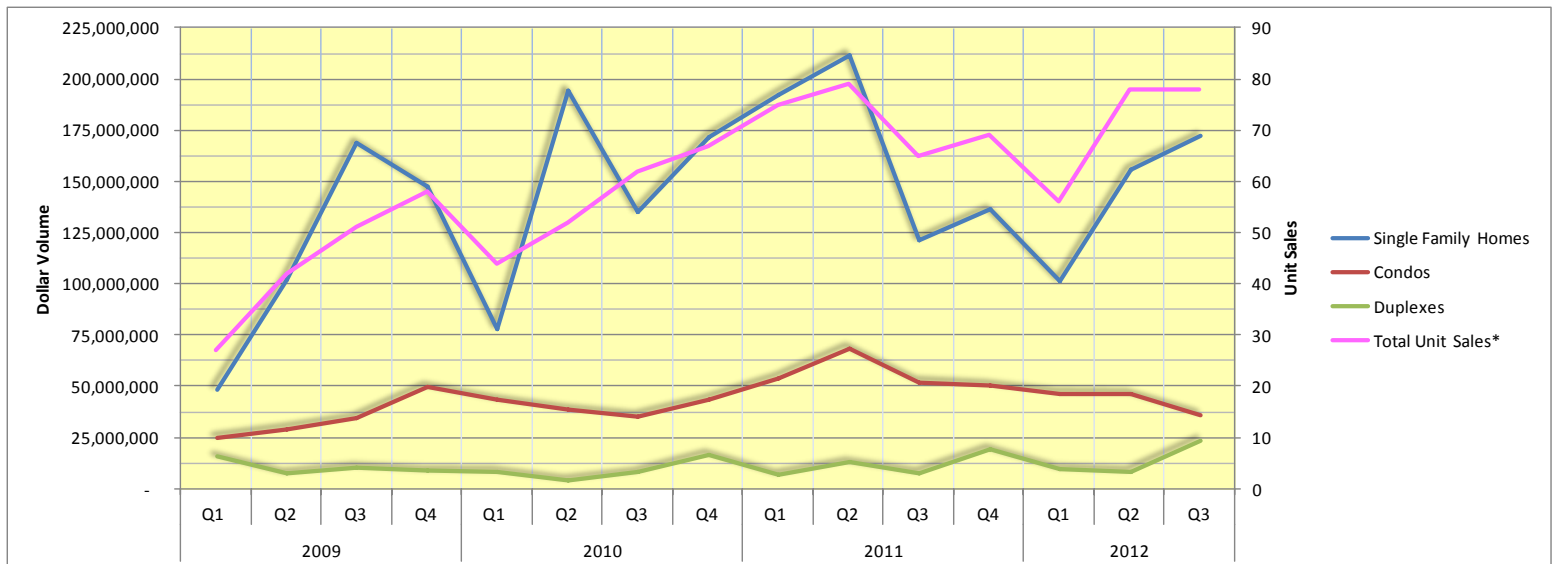
*Total Unit Sales refer to all Res w/ Improvement; excludes Vacant Land

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The Estin Report: Market Direction For Aspen/Snowmass

TOTAL MARKET QUARTERLY \$ VOLUME AND UNIT SALES SINCE 2009

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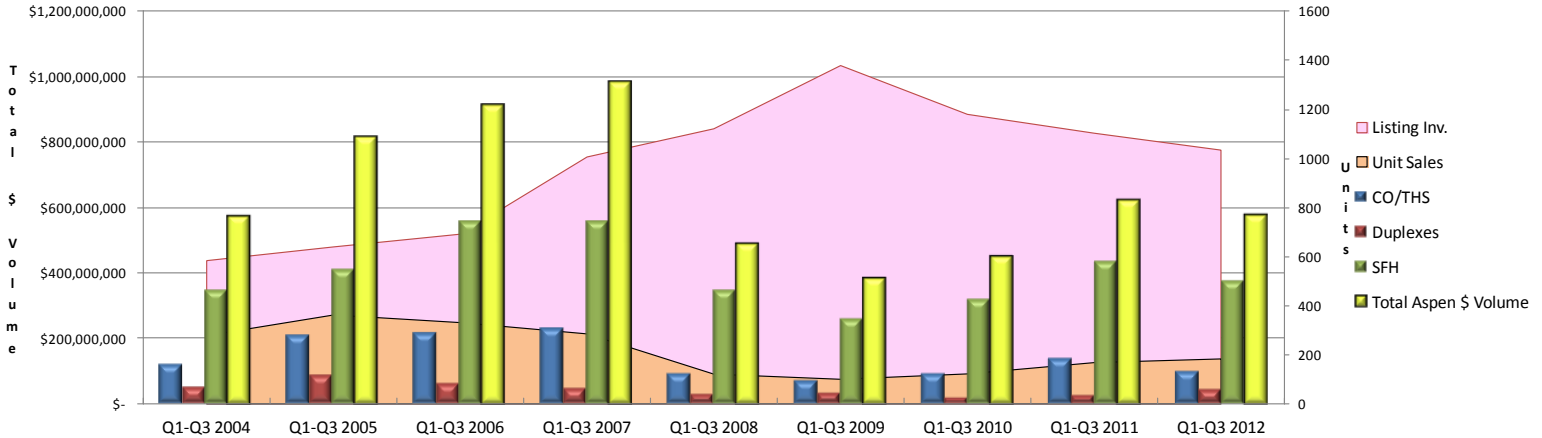
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Estin Report: Aspen Historical Comparisons

ASPEN Q1-Q3 SALES COMPARISONS THROUGH Q1-Q3 2012

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

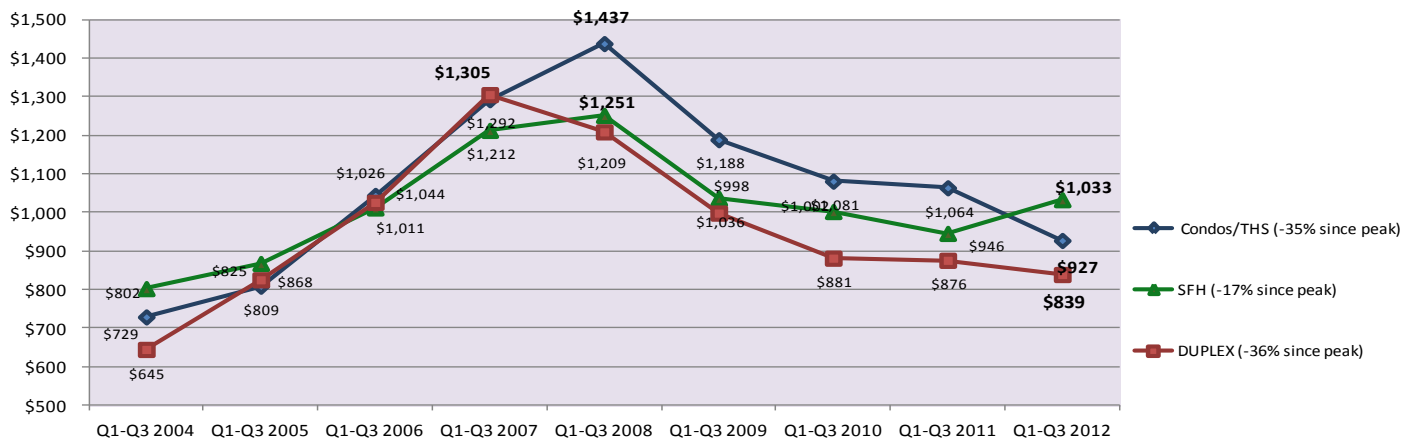


Aspen	Q1-Q3 2004	% Chg	Q1-Q3 2005	% Chg	Q1-Q3 2006	% Chg	Q1-Q3 2007	% Chg	Q1-Q3 2008	% Chg	Q1-Q3 2009	% Chg	Q1-Q3 2010	% Chg	Q1-Q3 2011	% Chg	Q1-Q3 2012
SFH	\$ 347,115,778	18%	\$ 407,965,763	36%	\$ 554,543,819	0%	\$ 554,839,167	-38%	\$ 346,717,315	-25%	\$ 259,011,711	23%	\$ 317,294,500	37%	\$ 434,691,500	-14%	\$ 375,353,432
CO/THS	\$ 117,865,705	74%	\$ 205,266,596	4%	\$ 212,497,778	6%	\$ 226,157,050	-59%	\$ 92,634,687	-23%	\$ 71,757,651	28%	\$ 91,911,053	49%	\$ 137,123,704	-27%	\$ 100,085,145
Duplexes	\$ 50,506,800	67%	\$ 84,377,250	-30%	\$ 59,210,664	-21%	\$ 46,779,175	-38%	\$ 29,124,000	13%	\$ 32,980,050	-40%	\$ 19,859,000	25%	\$ 24,840,000	65%	\$ 41,109,500
Land	\$ 56,574,704	100%	\$ 112,963,800	-26%	\$ 83,230,257	81%	\$ 150,829,642	-88%	\$ 17,959,285	7%	\$ 19,127,144	7%	\$ 20,400,000	9%	\$ 22,139,500	156%	\$ 56,735,666
Total \$ Volume	\$ 572,062,987	42%	\$ 810,573,409	12%	\$ 909,482,518	8%	\$ 978,605,034	-50%	\$ 486,435,287	-21%	\$ 382,876,556	17%	\$ 449,464,553	38%	\$ 618,794,704	-7%	\$ 573,283,743
Unit Sales	278	30%	362	-9%	331	-14%	285	-58%	121	-17%	100	22%	122	38%	168	9%	183
Listing Inv.	584	10%	640	8%	692	46%	1007	11%	1122	23%	1380	-14%	1181	-7%	1104	-6%	1035

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village. Vacant land excluded from graph for scale reasons. © The Estin Report Q3 2012: www.EstinAspen.com

Aspen unit sales 2012 to date are up 9%, dollar sales off -7% because of fewer \$10M+ home sales this year, and listing inventory continues to fall, down -25% since peaking in Q1-Q3 2009. Generally, not so bad, or at least things are pretty even with last year. In the chart below, single family home price per sq ft numbers appear to have bottomed last year most likely due to the inventory of highly motivated newer spec built 2006-2009 homes finally selling out. This particular drag on the market is now gone. A sigh of relief and a good sign looking forward. But pressure remains on Aspen condos as their price metrics - average price, median price and \$ per sq ft - continue to fall (more on pg 17).

Aspen Q1-Q3 Avg Sold Price Per Sq. Ft. Comparisons



*Includes Aspen, Woody Creek and Old Snowmass, not Snowmass Village.

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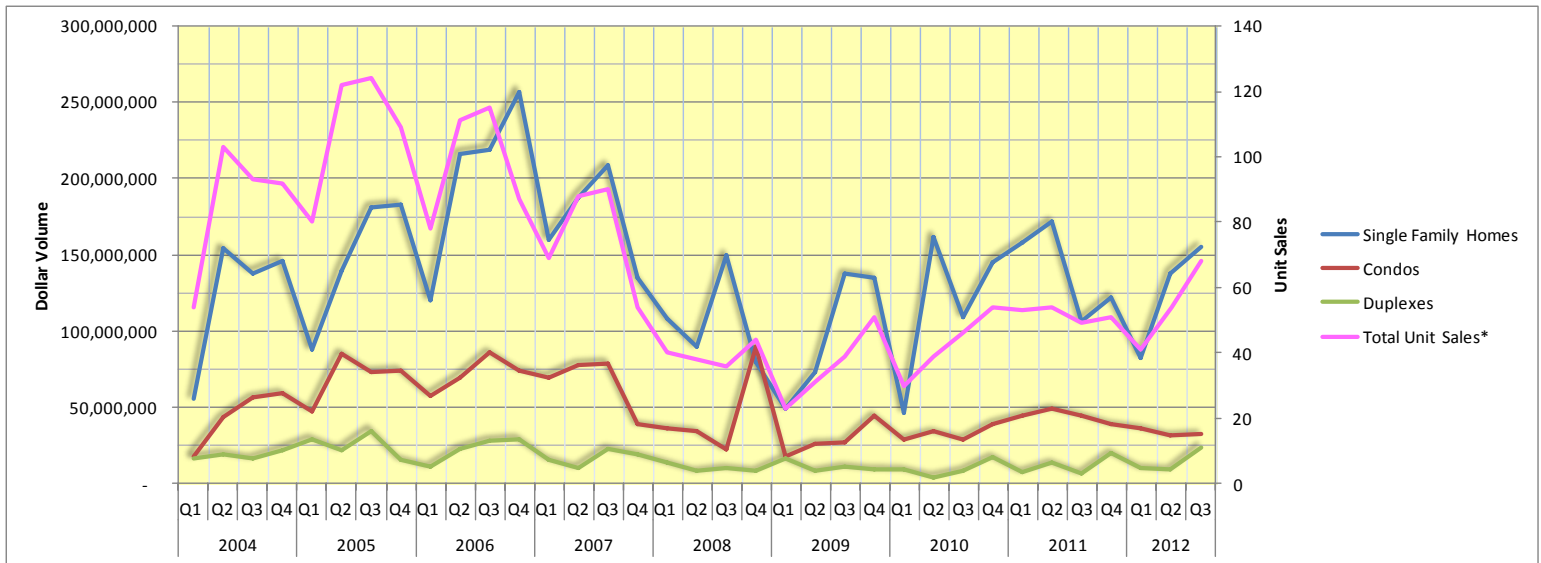
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The Estin Report: Market Direction For Aspen

ASPEN QUARTERLY \$ VOLUME AND UNIT SALES OVER TIME

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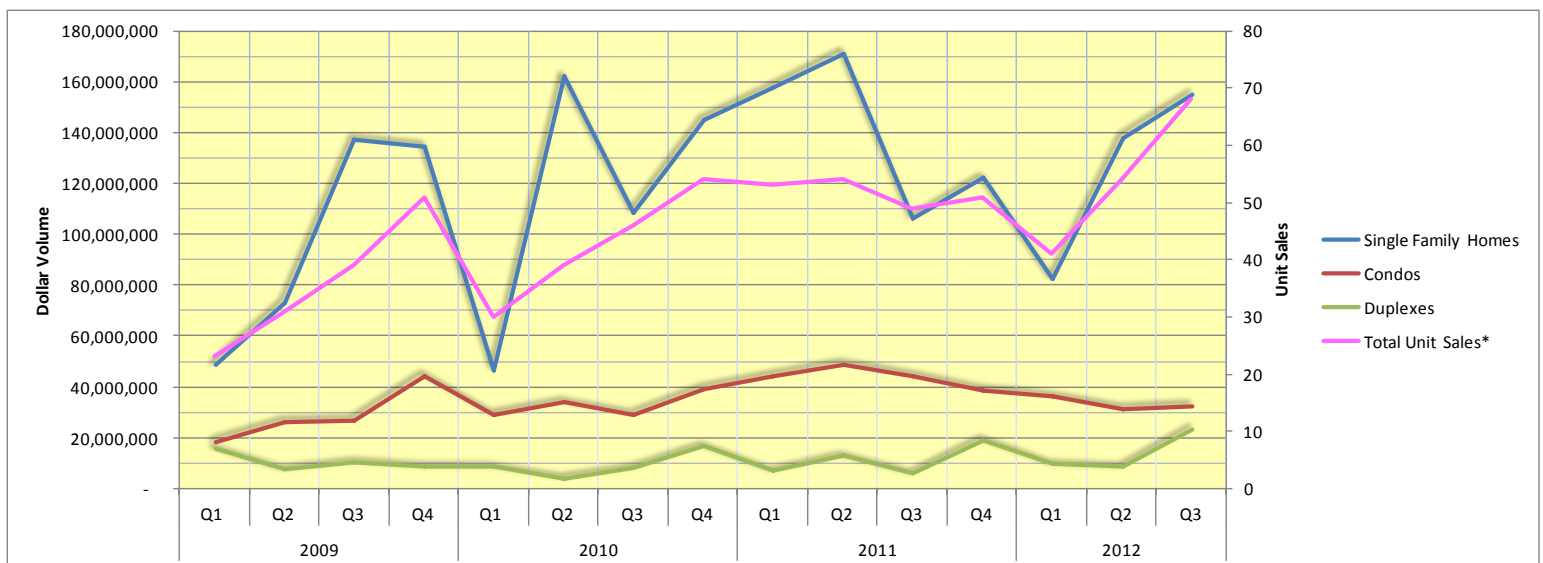
*Total Unit Sales refer to all Res w/ Improvement; excludes Vacant Land

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The Estin Report: Market Direction For Aspen

ASPEN QUARTERLY \$ VOLUME AND UNIT SALES SINCE 2009

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Aspen* by Property Type: Q1-Q3 2012 vs Q1-Q3 2011

ASPEN Q1-Q3 2012 v. Q1-Q3 2011	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									
Q1-Q3 2012	4,946	5,286,668	4,100,000	1,033	442	85%	75%	375,353,432	71
Change	-10%	-8%	-2%	9%	6%	0%	-1%	-14%	-7%
Q1-Q3 2011	5,491	5,719,625	4,193,750	946	417	85%	76%	434,691,500	76
CONDOMINIUMS & TOWNHOMES									
Q1-Q3 2012	1,342	1,352,502	926,000	927	292	91%	84%	100,085,145	74
Change	-24%	-30%	-26%	-13%	-13%	3%	10%	-27%	4%
Q1-Q3 2011	1,761	1,931,320	1,250,000	1,064	334	89%	77%	137,123,704	71
DUPLEXES									
Q1-Q3 2012	2,788	2,283,861	2,249,750	839	338	92%	83%	41,109,500	18
Change	-15%	-17%	-17%	-4%	4%	3%	16%	65%	100%
Q1-Q3 2011	3,271	2,760,000	2,700,000	876	326	89%	72%	24,840,000	9

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village.

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Single family home pricing pressure appears to have eased through 3rd Quarter 2012: median prices, generally a more accurate indicator of pricing trends as average prices can be disproportionately skewed by very high or low sold prices, are off marginally, an indicator of possible price stabilization, and price per sq ft is actually up +9%, from \$946 sf last year to \$1,033 sf this year. For condos, the opposite is true: while the number of unit sales has increased this year to date +4%, price pressure is significant. Unless the condo is a pristine or new remodel, buyers are moved by value primarily. The newer remodels and best deals sell first, all others languish on the market.

Q3 2012: Most Expensive Aspen Condo/Townhome Sale



MLS #124217, Central Core and Aspen Mtn Base, Galena Place Townhomes, 628 S. Galena Street #4, Aspen, CO: Sold Date: 09/04/2012; Sold Price: \$6.6M/\$1,655 sq ft.

Ask Price: \$6.975M; Original Price: \$7.5M and 216 days on the market since 02/08/2012. 1990 built/2000 remodeled, 4 bdrm/4 ba/1 Hba, 3,987 sq ft, 4 car garage. This is a 3-story townhome with a premier location near the base of Aspen Mtn Gondola and just uphill on Galena St., or south, of the Residences at Little Nell. (The townhome is pictured on the far left of the photo. Photo courtesy of Aspen Snowmass Sotheby's.)



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Q1-Q3 2012 Snapshot: Sold Aspen* Price Points

Aspen Single Family Homes YTD 2012	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	1	11	11	22	13	4	5	3	1	71
Average \$ Per Sale		920,000	1,499,423	2,485,909	3,962,484	6,036,163	8,000,000	12,740,000	16,083,333	21,000,000	
Median \$ Per Sale		920,000	1,500,000	2,525,000	4,012,500	6,000,000	8,000,000	12,500,000	16,000,000	21,000,000	
\$ Volume	0	920,000	16,493,650	27,345,000	87,174,657	78,470,125	32,000,000	63,700,000	48,250,000	21,000,000	375,353,432
Avg \$ per sf		352	734	891	1,019	1,083	1,260	1,379	1,755	1,415	
Aspen Single Family Homes YTD 2011	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	2	7	8	6	18	18	4	9	2	2	76
Average \$ Per Sale	437,000	670,500	1,445,000	2,347,500	3,704,861	5,996,778	8,478,125	13,211,111	17,768,500	20,250,000	
Median \$ Per Sale	437,000	640,000	1,380,000	2,200,000	3,575,000	6,000,000	8,406,250	13,250,000	17,768,500	20,250,000	
\$ Volume	874,000	4,693,500	11,560,000	14,085,000	66,687,500	107,942,000	33,912,500	118,900,000	35,537,000	40,500,000	434,691,500
Avg \$ per sf	174	322	578	682	944	1,169	1,036	1,381	1,246	1,721	

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village.

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Most of the under \$1M Aspen home sales in 2011 were distressed, highly motivated. Those opportunities are sold out for the most part in 2012 hence little sales activity at this price-point. The biggest price category sales increase is the \$2-\$2.9M group which jumped from 6 sales last year to 11 in 2012, +83%. The most popular Aspen single family home price categories are \$1M-\$3M and \$3M-\$5M, each representing 31%, or 62% combined, of all Aspen home sales for 2012 through Sept. 30th. In the over \$10M group, there were (9) sales this year-to-date versus (13) for the same time last year, or one-third less "big ticket" sales this year. Possible reason? A number of large new spec homes were sold at significant discounts in the past 2-3 years, and this inventory of highly pressured ultra luxury homes has mostly been depleted.

Most Expensive Q3 2012 Home Sale in Aspen



MLS #112494, West Aspen, 1683 Maroon Creek Road, Aspen, CO: Sold Date: 07/30/2012; Sold Price: \$21M/\$1,414 sq ft.

Ask Price: \$29M; Original Price: \$32M and 2,149 days on the market since 06/22/2008. 2007 built, 6 bdrm/6 bath/3 Hba, 14,842 sq ft, 4 car garage. This is a beautiful Maroon Creek frontage spec home that came on the market in early 2008 located just beyond Aspen Highlands Ski Resort. (Photo courtesy of Coldwell Banker Mason Morse)



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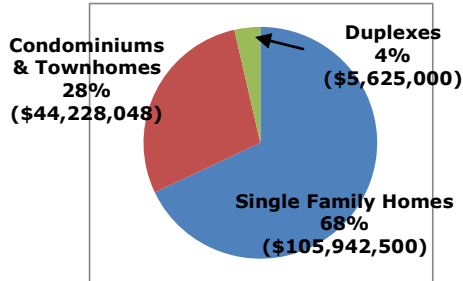
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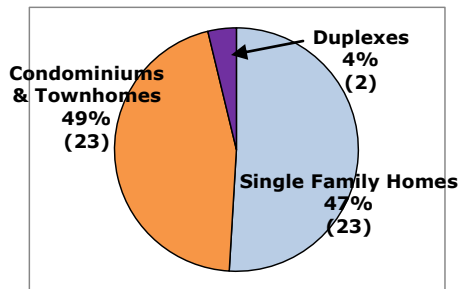
Aspen: Prior Year Qtr and Prior Qtr vs Q3 2012

Q3 2011 \$ Volume (\$)



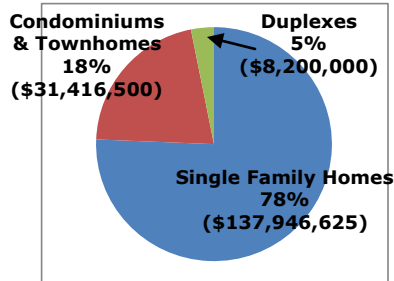
Total Volume: \$155,795,548

Q3 2011 Unit Sales



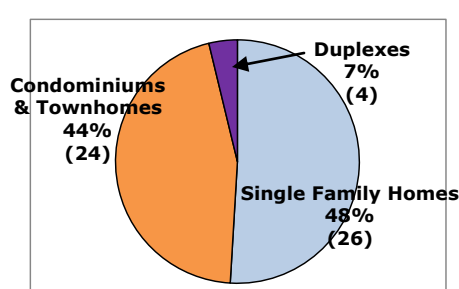
Total Sales: 49

Q2 2012 \$ Volume (\$)



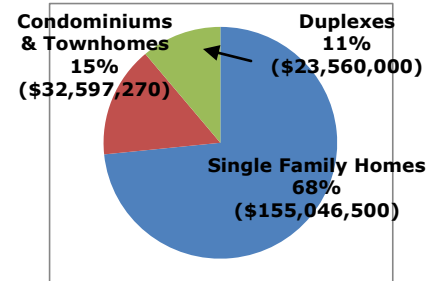
Total Volume: \$177,563,125

Q2 2012 Unit Sales



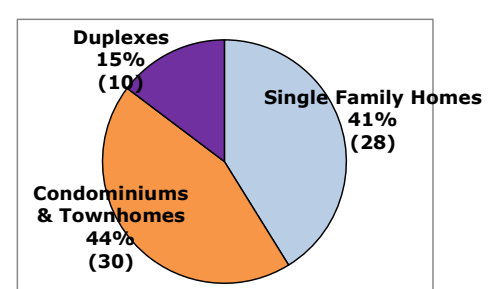
Total Sales: 54

Q3 2012 \$ Volume (\$)



Total Volume: \$211,203,770

Q3 2012 Unit Sales



Total Sales: 68

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village.

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Most Beautiful Aspen Contemporary Home Sale in Q3 2012



MLS #113995, Red Mountain, Pitkin Green, 234 Magnifico Road, Aspen, CO:
Sold Price: \$14M/\$1,765 sq ft.

Ask Price: \$14.75M; Original Price: \$18.9M and 1,007 days on the market since 12/04/2009. 2006 built/2009 remodeled, 5 bdrm/6 ba/2 Hba, 7,930 sq ft, 2 car garage. Front row Red Mountain contemporary, luxuriously designed home with panoramic views from Indy Pass to Mt. Sopris, the town and all 4 ski areas. (Photo courtesy of Aspen Snowmass Sotheby's)



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Aspen By Property Type: Q3 2012 vs Q3 2011

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									
Q3 2012	5,107	5,537,375	3,825,000	1,013	391	85%	75%	155,046,500	28
Change	0%	20%	3%	13%	-12%	-3%	1%	46%	22%
Q3 2011	5,107	4,606,196	3,700,000	899	445	87%	74%	105,942,500	23
CONDOMINIUMS & TOWNHOMES									
Q3 2012	1,078	1,086,576	756,625	904	306	92%	83%	32,597,270	30
Change	-39%	-41%	-34%	-12%	-12%	5%	14%	-26%	25%
Q3 2011	1,755	1,842,835	1,141,250	1,033	348	87%	73%	44,228,048	24
DUPLEXES									
Q3 2012	2,763	2,356,000	2,062,500	860	269	91%	86%	23,560,000	10
Change	-16%	-16%	-27%	1%	52%	-3%	4%	319%	400%
Q3 2011	3,296	2,812,500	2,812,500	855	177	94%	83%	5,625,000	2

*Includes Aspen, Woody Creek, and Old Snowmass, not Snowmass Village.

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Aspen single family homes had a strong 3rd quarter. Median prices appear to have stabilized and price per sq ft actually increased arresting the downward trend of the past 4 years. Aspen condo unit sales in Q3 2012 were up 30% from the same period last year, (30) sales now versus (23) then, but dollar sales volume, was -26% lower at \$33M this year versus \$44M same time last year. Sales up; dollars down...reason? Of the (30) condo sales, 70% of these, or (21) units, were at prices at or under \$1M and they were much smaller, -39% smaller in physical size at an average 1,078 sq ft this year versus 1,755 sq ft last year. This is likely the reason for the drop in average and median condo prices.

Best Aspen Single Family Newer Home Deal in Q3 2012



MLS #117882 - Aspen, Central Core single family home, 802 Gibson Avenue, Aspen, CO: Sold Price: \$4,225,000/\$532 sq ft unfurnished, (-68% off the original 2006 pre-construction price). Ask Price: \$5,500,000. (Original Price: \$13,160,000 and 2,170 days on the market since 12/29/2006.) This is a 2008 spec built, 5 bedroom/5 bath/3 half bath, 7,940 sq ft single family home with 2 car garage on 0.22 acres. It is located within easy walking distance to downtown Aspen, Clarks Market, Theatre in the Park, the Rio Grande, Hunter Creek and the Smuggler Mtn Trails - all of which are Aspen's most popular daily exercise routes, and it has major front and center Aspen Mountain views from the main living quarters. (Photo courtesy of Aspen Snowmass Sotheby's. For more details, see 09/03/12 EstinAspen.com blog post)



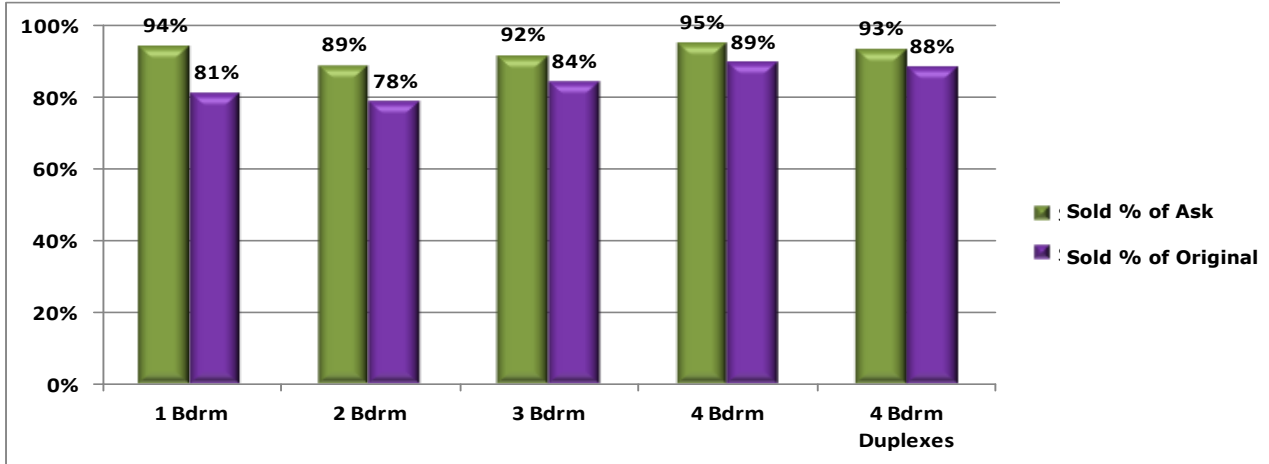
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Q3 2012 Aspen Condos*: Sold % to Ask & Original Price by BDRM



BEDROOMS	#Sold	Avg Sqft	Avg Sold \$ Sqft	Avg Sold Price	Avg Sold % to Ask \$	Avg Sold % to Orig \$	AVG DOM
1 Bdrm	7	641	\$ 758	486,146	94%	81%	299
2 Bdrm	14	963	\$ 885	852,089	89%	78%	338
3 Bdrm	5	1,561	\$ 1,043	1,628,000	92%	84%	348
4 Bdrm	2	2,789	\$ 1,475	4,112,500	95%	89%	219
4 Bdrm Duplexes	4	2,857	\$ 929	2,655,000	93%	88%	162

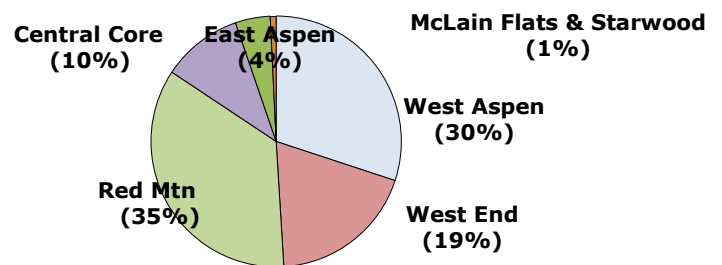
*In Aspen MLS, Condos and townhomes are grouped together as one property type. Aspen includes Woody Creek and Old Snowmass.

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Of the (30) total sold condos in Q3 2012, (21) or 70% were one and two bedroom units, all selling at under \$1M.

Snapshot Q3 2012: What Aspen Areas Are Selling?

Location, location location: The Red Mountain area on the hillside overlooking the town with panoramic 4-ski mtn. views garnered 35% of Aspen's dollar home sales in Q3 2012 at +54% price per sq ft premium over the average price per sq ft of homes in all other Aspen areas. The West Aspen area was also particularly strong in both unit and dollar sales...but at a significant price per sq ft discount, -31% less than the average price per sq ft.



Aspen Single Family Homes by Select Areas

Location	Dollar Volume	% of \$ Volume	# of Sales	Avg Sold \$/Sf
West Aspen	\$ 43,837,000	30%	8	\$ 719
West End	\$ 27,641,000	19%	7	\$ 1,324
Red Mountain	\$ 51,500,000	35%	4	\$ 1,615
Central Core	\$ 15,170,000	10%	3	\$ 1,199
East Aspen	\$ 6,550,000	4%	1	\$ 1,188
McLain Flats & Starwood	\$ 1,100,000	1%	1	\$ 244
Total	\$ 145,798,000	100%	24	\$ 1,048

*Aspen only, does not include Snowmass Village, Woody Creek and Old Snowmass and not all Aspen neighborhoods are represented

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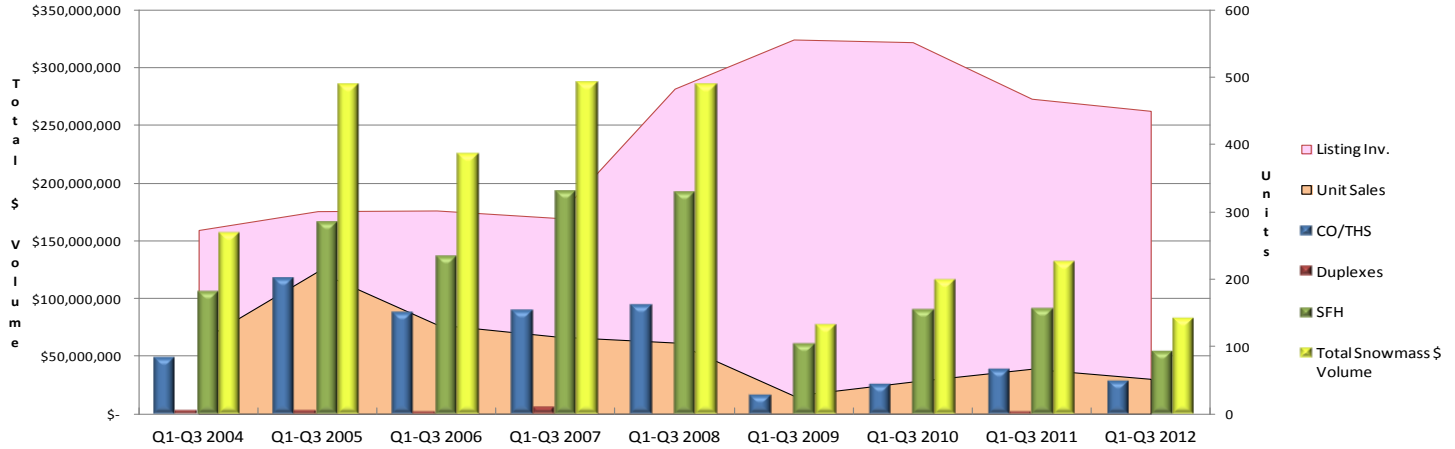
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Estin Report: SMV Historical Comparisons

SMV Q1-Q3 SALES COMPARISONS THROUGH Q1-Q3 2012

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



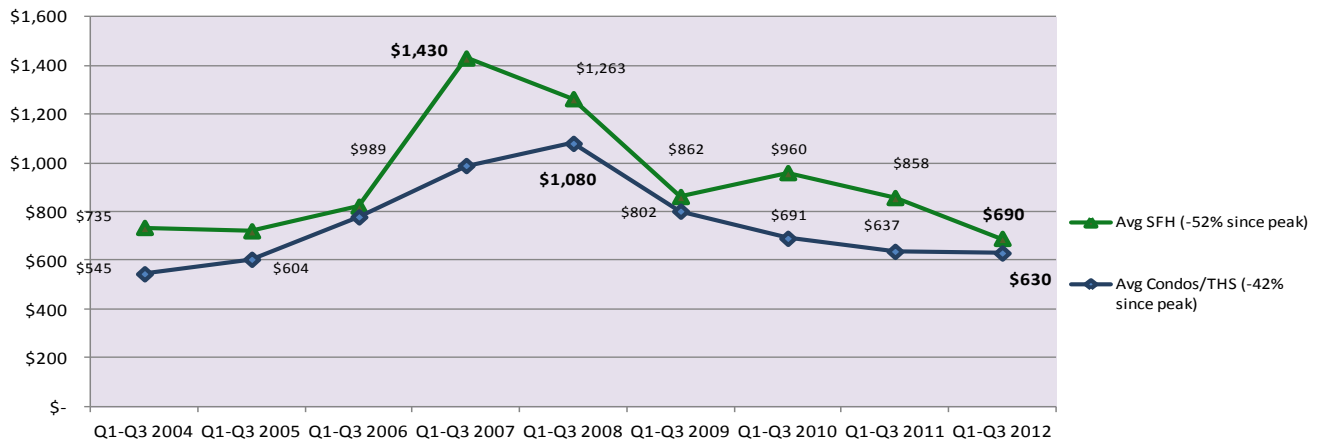
Snowmass Village	Q1-Q3 2004	% Chg	Q1-Q3 2005	% Chg	Q1-Q3 2006	% Chg	Q1-Q3 2007	% Chg	Q1-Q3 2008	% Chg	Q1-Q3 2009	% Chg	Q1-Q3 2010	% Chg	Q1-Q3 2011	% Chg	Q1-Q3 2012
SFH	\$ 105,722,083	56%	\$ 165,284,400	-18%	\$ 136,327,800	41%	\$ 192,733,000	-1%	\$ 190,975,304	-68%	\$ 60,500,000	49%	\$ 90,119,850	1%	\$ 91,224,000	-41%	\$ 54,099,507
CO/THS	\$ 48,569,094	141%	\$ 116,914,349	-25%	\$ 87,146,300	2%	\$ 88,749,683	6%	\$ 93,766,455	-82%	\$ 16,425,000	54%	\$ 25,297,500	50%	\$ 37,938,326	-25%	\$ 28,526,960
Duplexes	\$ 2,497,871	-17%	\$ 2,075,000	-48%	\$ 1,078,000	394%	\$ 5,325,000	-100%	\$ -	-	\$ -	-	\$ -	-	\$ 1,900,000	-100%	\$ -
Land	\$ 7,550,000	347%	\$ 33,757,500	-20%	\$ 27,172,500	-36%	\$ 17,459,415	-92%	\$ 1,350,000	-100%	\$ -	-	\$ 8,605,000	-47%	\$ 4,550,000	87%	\$ 8,500,000
Total \$ Volume	\$ 164,339,048	94%	\$ 318,031,249	-21%	\$ 251,724,600	21%	\$ 304,267,098	-6%	\$ 286,091,759	-73%	\$ 76,925,000	61%	\$ 124,022,350	9%	\$ 135,612,326	-33%	\$ 91,126,467
Unit Sales	107	98%	212	-37%	133	-14%	115	-8%	106	-75%	27	78%	48	40%	67	-22%	52
Listing Inv.	273	10%	301	0%	302	-4%	291	66%	483	15%	556	-1%	552	-15%	468	-4%	450

*Includes Snowmass Village not Aspen, Woody Creek, and Old Snowmass. Vacant Land excluded from graph for scale reasons

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Snowmass Village real estate has fallen hard in the past four years. This is largely due to the very real excitement surrounding the resort in 2005-2007 as the Related Companies took over the new Base Village development. As the excitement escalated, so too did prices. Then the crisis hit and it all unraveled. Snowmass dollar sales in Q1-Q3 2012 (YTD) are \$91M, one-third the dollar sales \$304M during the same period at the peak in 2007; unit sales now, 52, are more than 50% off their peak then, the average price per sq foot of a single family home at \$690 sf now is off 52% from its 2007 peak of \$1,430. For condos, the avg. price per sq ft is now \$630 sf from the peak \$1,080 sf then, down -42%. All of which is to make the point that unbelievable deals are to had in Snowmass if one believes in the resort's eventual come-back.

Snowmass Village Q1-Q3 Sale Price Per Sq. Ft. Comparisons



*No duplexes: there was only one duplex sale in 2007 and one in 2011, this property type is excluded from the graph.

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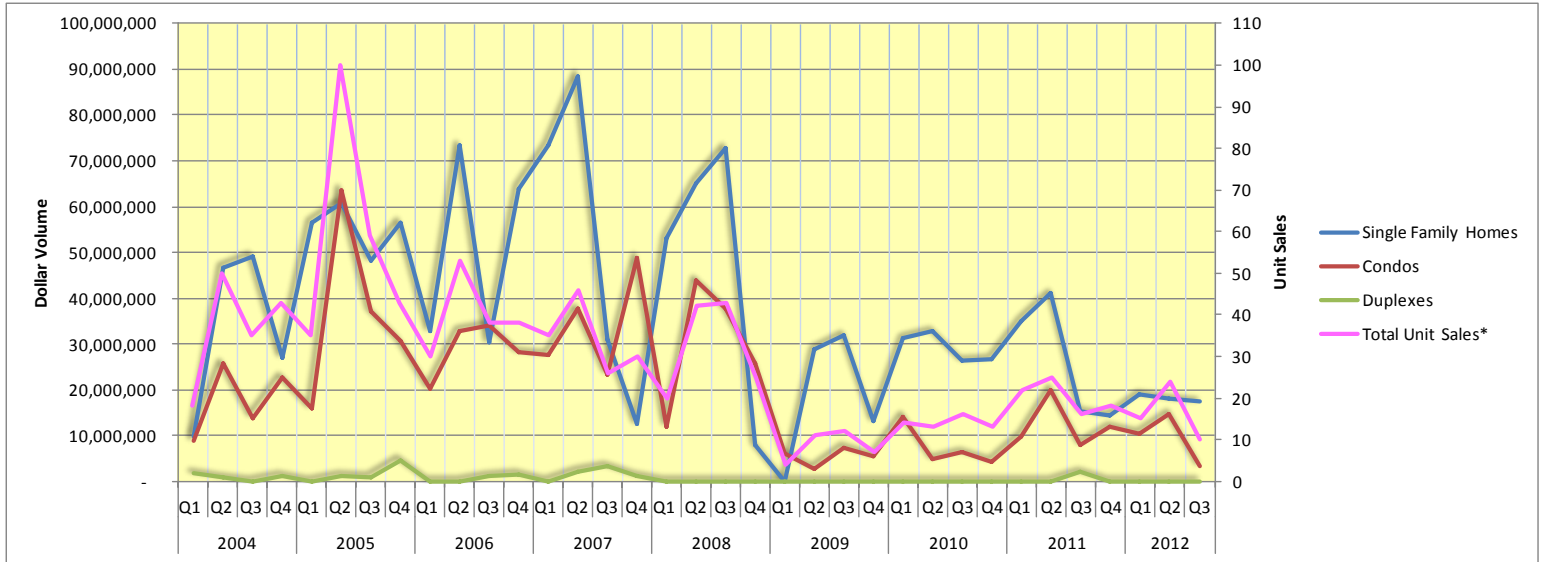
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The Estin Report: Market Direction For SMV

SMV QUARTERLY \$ VOLUME AND UNIT SALES OVER TIME

All lines represent \$ volume by property type (left axis) except unit sales (the right axis) and includes all property types.



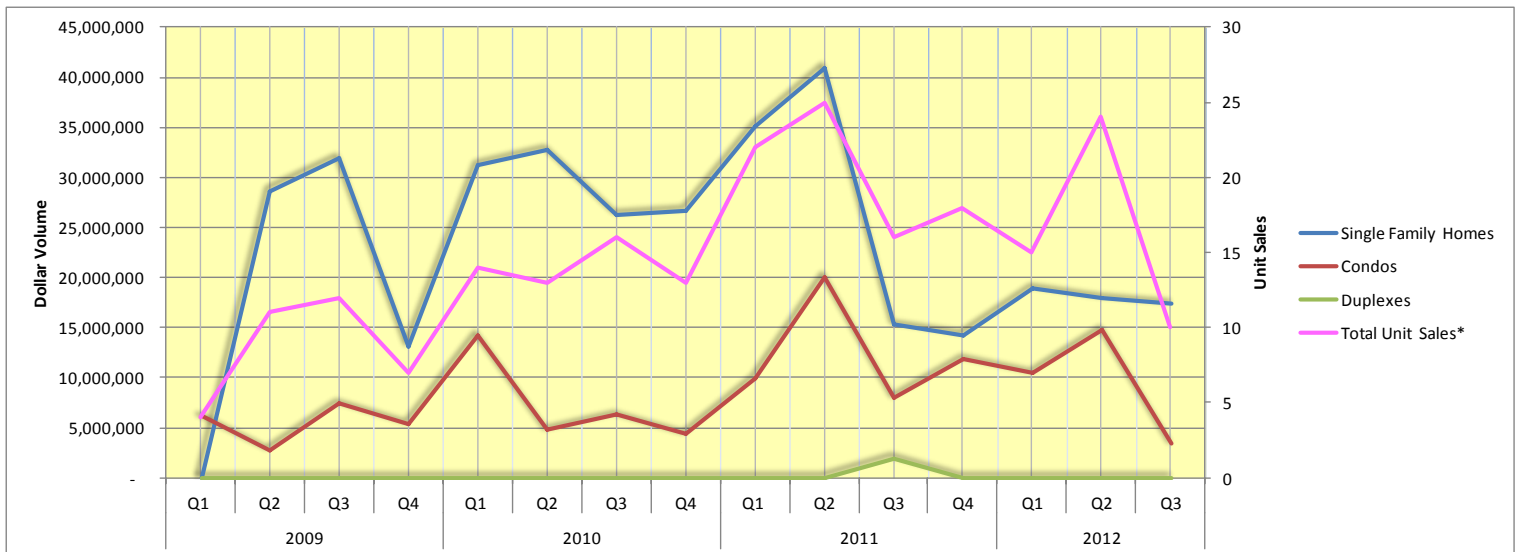
*Total Unit Sales refer to all Res w/ Improvement; excludes Vacant Land

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SMV by Property Type: Q1-Q3 2012 vs Q1-Q3 2011

Q1-Q3 2012 vs Q1-Q3 2011	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									
Q1-Q3 2012	4,135	3,182,324	2,800,000	690	490	85%	74%	54,099,507	17
Change	-7%	-30%	-11%	-20%	44%	4%	-5%	-41%	-15%
Q1-Q3 2011	4,440	4,561,200	3,137,500	858	341	82%	78%	91,224,000	20
CONDOMINIUMS & TOWNHOMES									
Q1-Q3 2012	1,326	891,468	678,750	630	360	90%	78%	28,526,960	32
Change	-3%	-1%	-11%	-1%	71%	4%	-4%	-25%	-24%
Q1-Q3 2011	1,369	903,293	758,750	637	211	87%	81%	37,938,326	42

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There continues to be great pressure on SMV sales and prices:

Homes Sales

Year over year, in Q1-Q3 2012, median and average home prices declined -11% and -30% to \$2.8M and \$3.2M respectively. The average Price per Sq Ft declined -20% to \$690 sf from \$858 sf, while the average days on market increased +44%, from 341 days to 490 days.

Condo Sales

While condo days on market increased +71% from 211 days in Q1-Q3 2011 to 360 days in Q1-Q3 2012, the average condo prices fell only -1% to \$891,000, median prices decreased -11% to \$679,000 and avg. price per sq ft declined just -1% to \$630 sf during the same time periods.

Total Sales

Year to date 2012, total SMV dollar sales have fallen -36% and unit sales -21% in Q1-Q3 2012 over Q1-Q3 2011.

Most Expensive SMV Condo Sale Q3 2012

MLS #123522, Wood Run V, 590 Wood Road 44, Snowmass Village, CO: Sold Price: \$1.275M/\$653 sq ft.

Ask Price: \$1.595M; Original Price: \$2.45M and 1,243 days on the market since 12/22/2009. 1981 built/2011 remodeled, 3 bdrm/3 ba, 1,952 sq ft. An incredible value at the Woodrun V Townhomes boasts expansive spaces, vaulted ceiling and a bank of wrap around windows that bring in the views looking up a perfect ski-in/ski-out to Assay Hill. Located close to Base Village and Snowmass Village Mall for shopping and restaurants. (Photo courtesy of Aspen Snowmass Sotheby's.)





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Q1-Q3 2012 Snapshot: Sold SMV Price Points

Snowmass Village Single Family Homes 2012											
	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	3	3	4	3	3	1	0	0	0	17
Average \$ Per Sale		737,869	1,498,333	2,486,875	3,941,667	5,852,167	8,061,900				
Median \$ Per Sale		776,107	1,500,000	2,550,000	3,850,000	5,750,000	8,061,900				
\$ Volume	0	2,213,607	4,495,000	9,947,500	11,825,000	17,556,500	8,061,900	0	0	0	54,099,507
Avg \$ per sf		321	536	593	914	1,001	1,043				

Snowmass Village Single Family Homes 2011											
	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	2	4	3	7	1	0	1	2	0	20
Average \$ Per Sale		792,000	1,228,750	2,400,000	3,767,857	6,400,000		11,000,000	16,875,000		
Median \$ Per Sale		792,000	1,185,000	2,500,000	3,750,000	6,400,000		11,000,000	16,875,000		
\$ Volume	0	1,584,000	4,915,000	7,200,000	26,375,000	6,400,000	0	11,000,000	33,750,000	0	91,224,000
Avg \$ per sf		370	454	759	820	1,167		1,818	1,795		

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Lack of \$10M+ sales: In Q1-Q3 2012, there (0) sales over \$10M versus (3) in Q1-Q3 2011.

Most Expensive SMV Single Family Home Sold in Q3 2012

MLS #123429, Two Creeks, 115 Blue Spruce Lane, Snowmass Village, CO: Sold Price: \$6,456,500/\$1,058 sq ft.

Ask Price: \$8.9M; Original Price: \$11.2M and 696 days on the market since 06/28/2010. 2006 built, 6 bdrm/6 ba/1 Hba, 6,099 sq ft, 4 car garage. Custom Built home located in prestigious Two Creeks subdivision on 2 acres with ski in/out access to Cascade Ski Run. Stone and Timber finishes with Old World European influence, large master suite with his & her baths and closets, gourmet kitchen and adjoining media room, hot tub located on large outdoor patio with wood burning fireplace, beautiful landscaped yard and creek that runs by the property. (Photos courtesy of Aspen Real Estate Inc)





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SMV By Property Type: Q3 2012 v Q3 2011

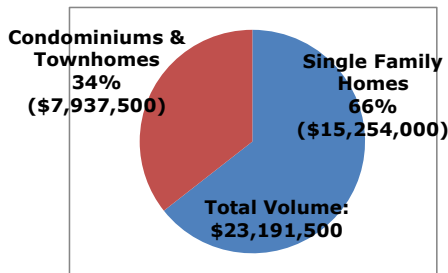
Current Qtr v. Prior Yr Qtr	Avg LvHt sf	Average Sale Price	Median Sale Price	Avg Price per sf	Avg Days On Mkt	Sold % Ask	Sold % Orig	Total Dollar Volume	Number of Sales
SINGLE FAMILY HOMES									
Q3 2012	4,473	3,464,800	2,847,500	705	349	80%	68%	17,324,000	5
Change	-2%	14%	-24%	14%	-4%	-9%	-13%	14%	0%
Q3 2011	4,582	3,050,800	3,750,000	617	362	88%	79%	15,254,000	5
CONDOMINIUMS & TOWNHOMES									
Q3 2012	1,151	672,000	540,000	559	744	84%	65%	3,360,000	5
Change	-14%	-15%	-18%	-7%	164%	0%	-10%	-58%	-50%
Q3 2011	1,335	793,750	655,000	598	282	84%	73%	7,937,500	10

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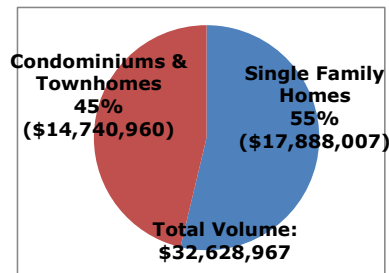
The primary Snowmass Village real estate selling season is the winter due to the large number of slopeside ski-in/ski-out properties Snowmass offers. As a consequence, summer transaction activity drops off dramatically.

SMV Sales Prior Year Qtr and Prior Qtr vs Q3 2012

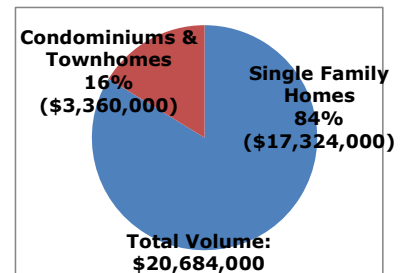
Q3 2011 \$ Volume (\$)



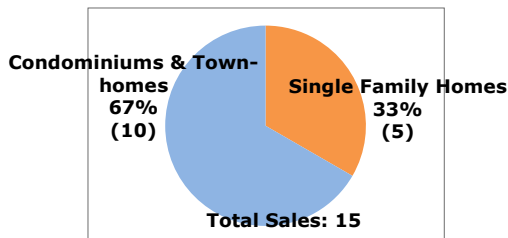
Q2 2012 \$ Volume (\$)



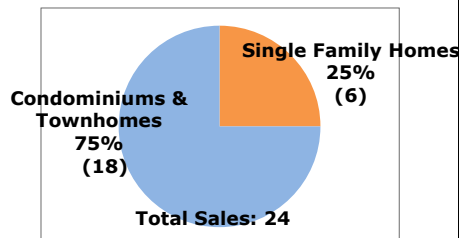
Q3 2012 \$ Volume (\$)



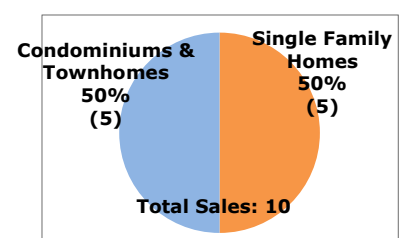
Q2 2011 Unit Sales



Q1 2012 Unit Sales



Q2 2012 Unit Sales



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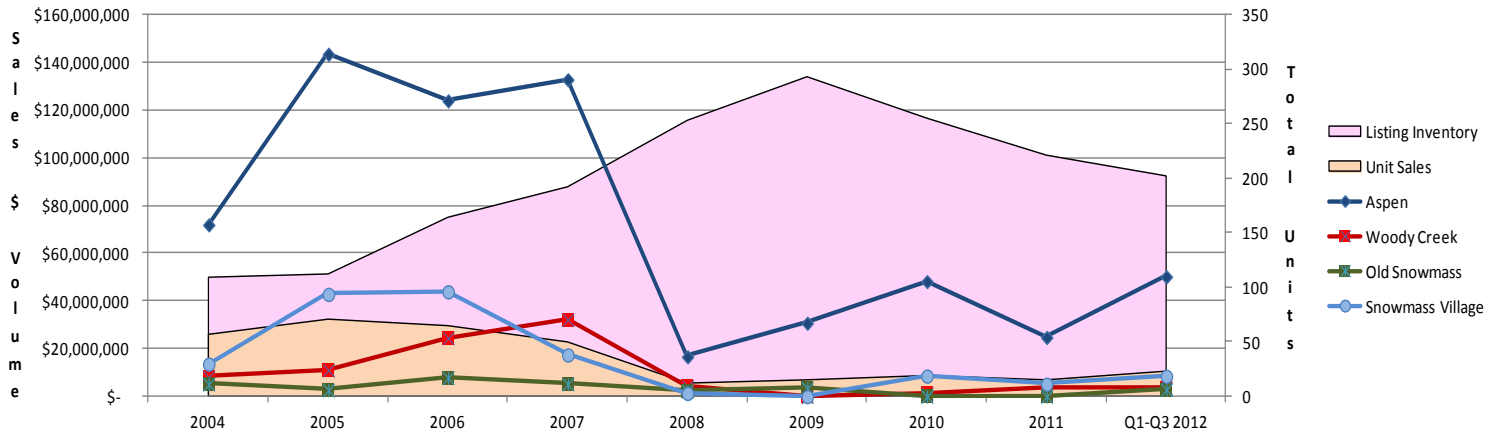


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The Estin Report: Lot Sales Through Q1-Q3 2012

Vacant Land Sales by Area

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	2011	Q1-Q3 2011	% Chg	Q1-Q3 2012
Total \$ Volume	\$72,045,300	100%	\$143,632,550	-14%	\$124,076,091	7%	\$132,954,642	-87%	\$16,675,565	72%	\$30,782,144	57%	\$48,250,000	-73%	\$24,804,500	\$18,659,500	169%	\$50,250,666
Listing Inventory	61	-2%	60	55%	93	26%	117	21%	142	12%	159	-8%	146	-30%	130	128	-9%	116
Unit Sales	32	25%	40	-18%	33	-21%	26	-35%	8	-35%	11	18%	13	-46%	13	10	60%	16
Woody Creek	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	2011	Q1-Q3 2011	% Chg	Q1-Q3 2012
Total \$ Volume	\$ 8,185,000	33%	\$ 11,126,500	121%	\$ 24,575,000	31%	\$ 32,250,000	-87%	\$ 4,310,000	-100%	\$ -	-	\$ 1,350,000	-	\$ 3,480,000	\$ 3,480,000	3%	\$ 3,600,000
Listing Inventory	13	8%	14	121%	31	-10%	28	7%	30	13%	34	-41%	20	-15%	19	19	-16%	16
Unit Sales	5	20%	6	17%	7	86%	13	-92%	1	-100%	0	-	1	-	1	1	100%	2
Old Snowmass	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	2011	Q1-Q3 2011	% Chg	Q1-Q3 2012
Total \$ Volume	\$ 5,193,904	-52%	\$ 2,700,000	190%	\$ 7,841,666	-33%	\$ 5,250,000	-56%	\$ 2,330,000	50%	\$ 3,420,000	-100%	\$ -	-	\$ -	\$ -	-12%	\$ 2,885,000
Listing Inventory	11	-18%	9	44%	13	92%	25	36%	34	-6%	32	9%	35	-6%	33	33	-	29
Unit Sales	11	-73%	3	200%	9	-67%	3	-33%	2	100%	4	-100%	0	-	0	0	-	2
Snowmass Village	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	2011	Q1-Q3 2011	% Chg	Q1-Q3 2012
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	-	\$ 5,175,000	\$ 4,550,000	87%	\$ 8,500,000
Listing Inventory	24	21%	29	-7%	27	-19%	22	114%	47	45%	68	-21%	54	-37%	39	39	5%	41
Unit Sales	9	144%	22	-27%	16	-50%	8	-88%	1	-100%	0	-	5	-	1	1	200%	3
Totals Per Year	2004	% Chg	2005	% Chg	2006	% Chg	2007	% Chg	2008	% Chg	2009	% Chg	2010	% Chg	2011	Q1-Q3 2011	% Chg	Q1-Q3 2012
Total \$ Volume	\$99,027,254	215%	\$200,341,550	3%	\$ 200,465,257	-60%	\$187,914,057	-92%	\$24,665,565	-100%	\$34,202,144	-	\$58,205,000	-	\$33,459,500	\$26,689,500	144%	\$65,235,666
Listing Inventory	109	21%	112	-7%	164	-19%	192	114%	253	45%	293	-21%	255	-37%	221	219	-8%	202
Unit Sales	57	144%	71	-27%	65	-50%	50	-88%	12	-100%	15	-	19	-	15	12	92%	23

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

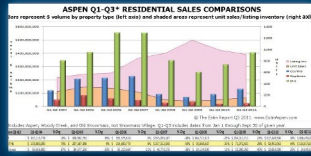
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Land Sales Surging: There has been a dramatic increase in vacant land sales this year and it continues. Through the 3rd Quarter, Sept 30, 2012, there have been 23 land sales this year versus 12 last year same period, +92%. The dollar value of these sales has jumped to \$65M this year from \$27M, +144%. This does not include the sale of older teardown properties which show up in the MLS as residential property with improvements not vacant land. Buying land and building new offers a good hedge against continued market uncertainty and the slow pace of an improving marketplace. As there is relatively little new construction occurring at present due to uncertain macro conditions and still difficult but improving loan qualification conditions, by the time one completes construction of a new Aspen home in 18–24 months, demand for this scarce product should be high, supply low and premium pricing a realistic outlook. As mentioned in earlier reports, typically, when land sales start to pick up, it is an important marker of a market transition, a tipping point.

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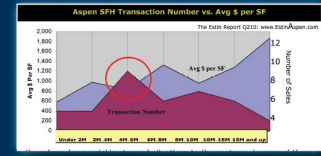
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Aspen Snowmass real estate
market resource.



**Dynamic Property
Marketing**



Tim Estin's Blog
Weekly Aspen Sales:
see what's moving

"I am in the real estate industry and I deal with many brokers. **Tim Estin** is the hardest working broker I have ever dealt with. He has great intuition, a thoughtful professional manner and he overcame many challenges with our listing. I whole heartedly recommend him for any Aspen real estate brokerage needs."
– JK /K Company, Denver and Chicago

"On-going research and analysis of the local real estate market positions **Tim Estin** to meet the most unique demands of potential clients in Aspen. While closing on a very complex transaction, Tim never said NO to our numerous requests, was always available, and very knowledgeable and helpful in getting us the best deal possible. Thank you for thinking 'out of the box'." – N&MS, Aspen and NYC

"**Tim Estin** brought both a passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. He found us a property not on the market and his connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb." – FS, Aspen and DC

"No Broker works harder than **Tim Estin**. More importantly, he has the business smarts and the analytical background to evaluate the dollars and cents of purchasing and selling a property in Aspen. He complements that wonderfully with the common sense and empathy to advise us – as buyers and sellers - if any given real estate decision is "right for us. We view Tim's counsel as invaluable." – T&SW, NYC

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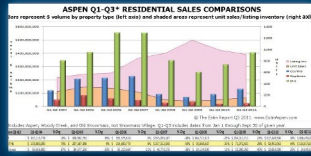
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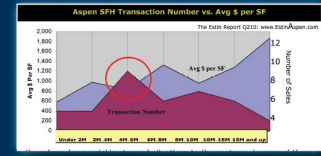
Q3 2012
State of the Aspen Market



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Aspen Snowmass real estate market resource.



Dynamic Property Marketing



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