

The Estin Report: May 2013 Market Snapshot Aspen Snowmass Real Estate

released 06/05/13 v9

The Estin Report began publishing monthly real estate market "snapshots" in early 2012 on or near the 1st Monday of each month. It is the only monthly Aspen sales information published consistently in near real-time - it is posted 4-6 weeks earlier than the monthly Land Title numbers ...as The Estin Report posts May 2013 numbers, Land Title is just releasing April's.

The Snapshot focuses on sales activity for the upper Roaring Fork Valley - the total combined Aspen Snowmass Village Market, the Aspen Market and the Snowmass Village Market - with tables, charts and sometimes a short summary narrative. It contains live links to photos and details of sold properties for the subject month.

Aspen Snowmass Summary Table

Total Aspen Snowmass Market	May-12	% Change	May-13
Monthly Unit Sales:	\$ 27	30%	\$ 35
Year-to-Date Unit Sales:	\$ 124	30%	\$ 161
Monthly Dollar Volume:	\$ 83,017,666	-9%	\$ 75,694,604
Year-to-Date Dollar Volume:	\$ 355,207,383	-14%	\$ 304,295,040
Listing Inventory:	1,111	-12%	978
Aspen Market			
Monthly Unit Sales:	\$ 24	-4%	\$ 23
Year-to-Date Unit Sales:	\$ 90	4%	\$ 94
Monthly Dollar Volume:	\$ 79,108,666	-22%	\$ 61,522,500
Year-to-Date Dollar Volume:	\$ 294,167,523	-20%	\$ 236,036,081
Listing Inventory:	573	-15%	486
Snowmass Village Market			
Monthly Unit Sales:	\$ 3	300%	\$ 12
Year-to-Date Unit Sales:	\$ 34	97%	\$ 67
Monthly Dollar Volume:	\$ 3,909,000	263%	\$ 14,172,104
Year-to-Date Dollar Volume:	\$ 61,039,860	12%	\$ 68,258,959
Listing Inventory:	284	-9%	258

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The Estin Report: Aspen Snowmass Real Estate Monthly Charts document sales activity for the subject month in 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. Aspen* includes WC and OSM.



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The Estin Report: May 2013 Market Snapshot Aspen Snowmass Real Estate

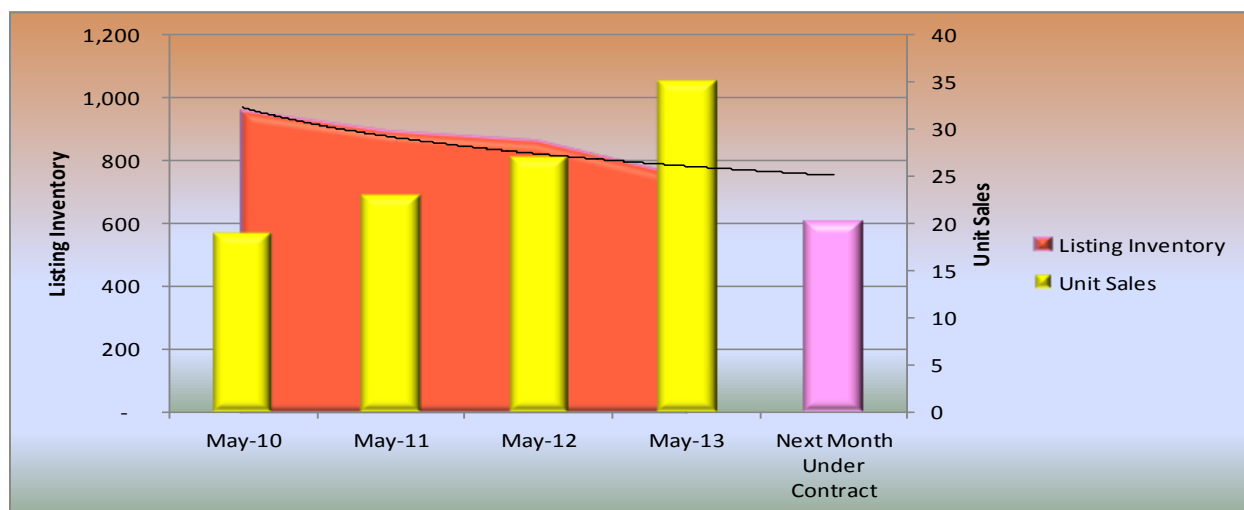
Live links to May 2013 sold property photos and details are posted at EstinAspen.com/Current Reports/May 2013 Snapshot summary.

[Aspen Solds May 1 - 31, 2013 \(26 solds\)](#): This link is valid until 7/5/2013.

[Snowmass Village Solds May 1 - 31, 2013 \(13 solds\)](#): This link is valid until 7/5/2013.

[Vacant Land Solds May 1 - 31, 2013 \(2 solds\)](#): This link is valid until 7/5/2013.

Aspen Snowmass Market Inventory and Sales



	May-10	% Chg	May-11	% Chg	May-12	% Chg	May-13	Apr-13 UC*	% Chg	Apr-12 UC*
Total Aspen Snowmass Market										
Unit Sales	19	21%	23	17%	27	30%	35	20	-60%	32
Listing Inventory	954	-7%	889	-3%	859	-13%	746			

*UC - Under Contract

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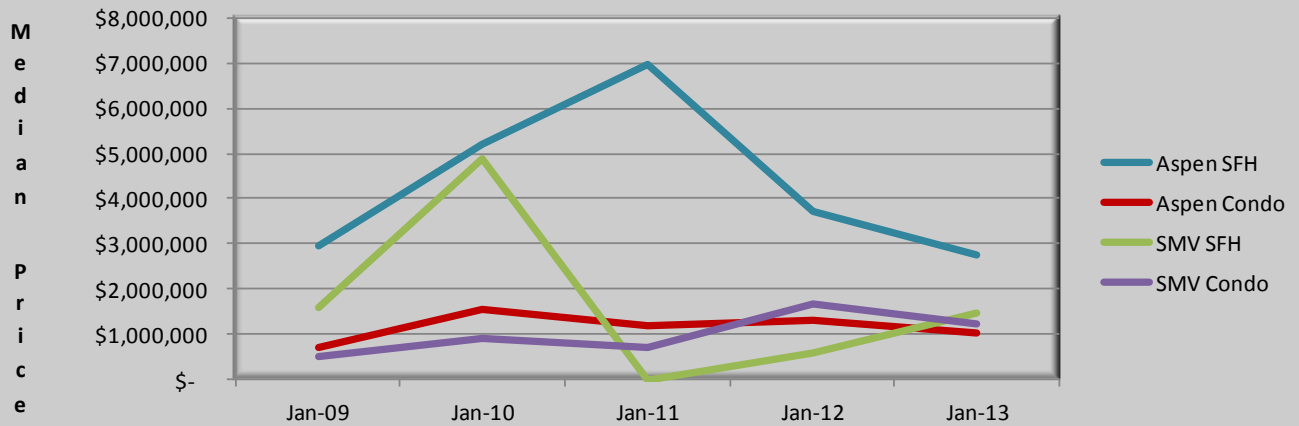
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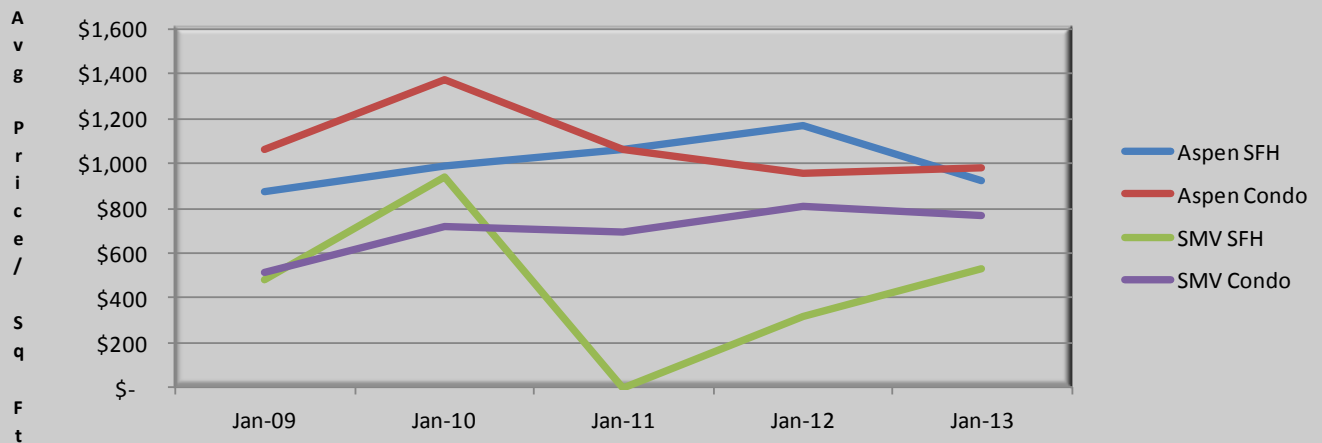
May 2013 Aspen and Snowmass Median Prices



Median Price	May-09	May-10	May-11	May-12	May-13
Aspen SFH	\$ 2,950,000	\$ 5,200,000	\$ 6,975,000	\$ 3,700,000	\$ 2,775,000
Aspen Condo	\$ 717,500	\$ 1,562,500	\$ 1,200,000	\$ 1,300,000	\$ 1,045,000
SMV SFH	\$ 1,600,000	\$ 4,896,850	\$ -	\$ 575,000	\$ 1,455,000
SMV Condo	\$ 520,000	\$ 905,000	\$ 689,750	\$ 1,667,000	\$ 1,242,600

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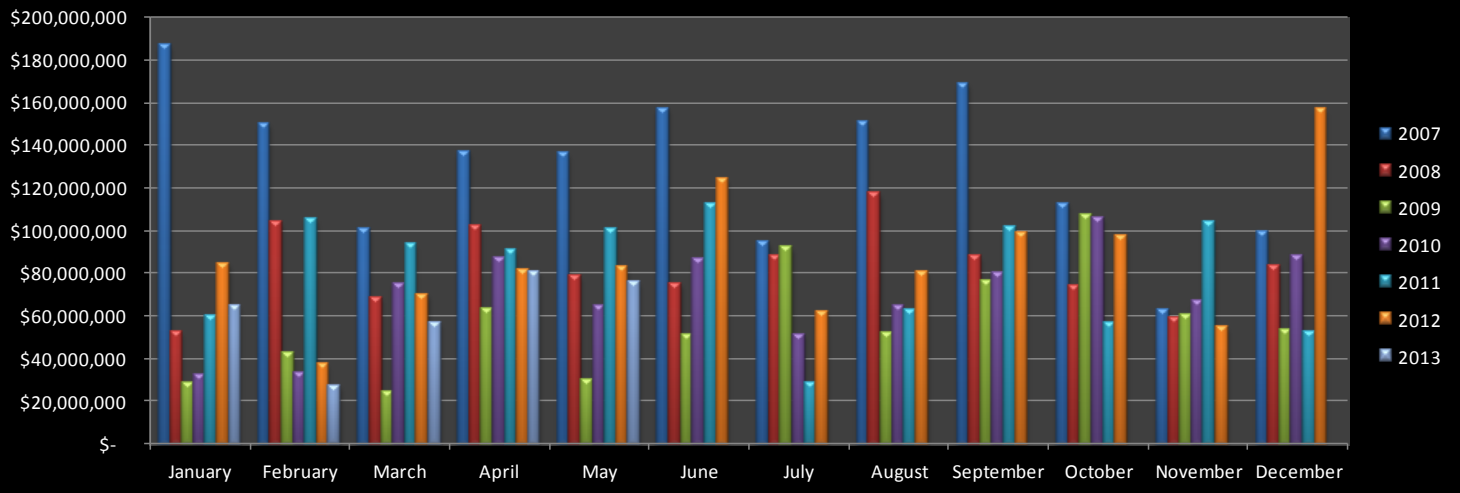
May 2013 Avg \$/Sq FT for Aspen and Snowmass Market



Avg. Price / Sq Ft	May-09	May-10	May-11	May-12	May-13
Aspen SFH	\$ 873	\$ 992	\$ 1,065	\$ 1,168	\$ 920
Aspen Condo	\$ 1,066	\$ 1,377	\$ 1,065	\$ 960	\$ 983
SMV SFH	\$ 482	\$ 936	\$ -	\$ 314	\$ 530
SMV Condo	\$ 517	\$ 717	\$ 695	\$ 805	\$ 772

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The Estin Report: Total Aspen* Snowmass Market May 2013 & Historical Sales



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The Estin Report: Total Aspen* Snowmass Market May 2013 Sales Volume

Month	2007	% Change	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013
January	\$ 187,053,142	-72%	\$ 52,135,339	-46%	\$ 28,350,394	14%	\$ 32,455,400	84%	\$ 59,780,000	40%	\$ 83,907,532	-23%	\$ 64,960,300
February	\$ 150,090,525	-31%	\$ 103,403,625	-59%	\$ 42,165,551	-22%	\$ 33,010,500	218%	\$ 105,029,301	-65%	\$ 37,146,550	-27%	\$ 26,936,382
March	\$ 100,596,133	-32%	\$ 68,342,000	-64%	\$ 24,530,000	204%	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659
April	\$ 136,932,550	-26%	\$ 102,003,385	-38%	\$ 63,608,900	37%	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095
May	\$ 136,626,000	-43%	\$ 78,347,738	-61%	\$ 30,240,000	113%	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	-9%	\$ 75,694,604
June	\$ 157,444,715	-52%	\$ 74,823,812	-32%	\$ 50,855,000	70%	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-100%	\$ -
July	\$ 94,344,500	-7%	\$ 88,071,520	4%	\$ 91,880,711	-44%	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	-100%	\$ -
August	\$ 150,872,917	-22%	\$ 117,398,194	-56%	\$ 51,838,500	24%	\$ 64,415,000	-3%	\$ 62,405,000	30%	\$ 80,836,500	-100%	\$ -
September	\$ 168,911,650	-48%	\$ 88,001,433	-13%	\$ 76,332,500	4%	\$ 79,570,000	27%	\$ 101,429,000	-3%	\$ 98,428,020	-100%	\$ -
October	\$ 112,067,200	-34%	\$ 74,269,175	44%	\$ 107,284,389	-1%	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	-100%	\$ -
November	\$ 62,886,345	-6%	\$ 59,149,985	3%	\$ 60,731,782	10%	\$ 66,703,500	56%	\$ 104,057,000	-48%	\$ 54,515,000	-100%	\$ -
December	\$ 99,064,995	-16%	\$ 83,180,195	-36%	\$ 52,959,000	66%	\$ 88,060,750	-41%	\$ 52,167,500	202%	\$ 157,378,550	-100%	\$ -
Annual Totals	\$ 1,556,890,672	-36%	\$ 989,126,401	-31%	\$ 680,776,727	23%	\$ 833,954,653	16%	\$ 967,348,863	7%	\$ 1,030,351,560	-70%	\$ 305,170,040
YTD Total	\$ 711,298,350	-43%	\$ 404,232,087	-53%	\$ 188,894,845	54%	\$ 291,746,250	54%	\$ 449,304,162	-21%	\$ 355,207,383	-14%	\$ 305,170,040

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The Estin Report: Total Aspen* Snowmass Market May 2013 Unit Sales

Month	2007	% Change	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013
January	57	-63%	21	-67%	7	71%	12	50%	18	56%	28	7%	30
February	37	-24%	28	-50%	14	-21%	11	109%	23	-35%	15	20%	18
March	38	-66%	13	-38%	8	200%	24	50%	36	-42%	21	105%	43
April	47	-45%	26	-42%	15	13%	17	100%	34	-3%	33	9%	36
May	51	-41%	30	-53%	14	36%	19	21%	23	17%	27	30%	35
June	45	-36%	29	-45%	16	6%	17	71%	29	14%	33	-100%	0
July	27	-37%	17	-12%	15	20%	18	-6%	17	18%	20	-100%	0
August	51	-31%	35	-54%	16	50%	24	4%	25	8%	27	-100%	0
September	47	-40%	28	-21%	22	27%	28	11%	31	13%	35	-100%	0
October	37	-22%	29	7%	31	-16%	26	0%	26	15%	30	-100%	0
November	22	55%	34	-35%	22	-14%	19	32%	25	16%	29	-100%	0
December	29	-34%	19	-32%	13	123%	29	-21%	23	83%	42	-100%	0
Annual Totals	488	-37%	309	-38%	193	26%	244	27%	310	10%	340	-52%	162
YTD Total	230	-49%	118	-51%	58	43%	83	61%	134	-7%	124	31%	162

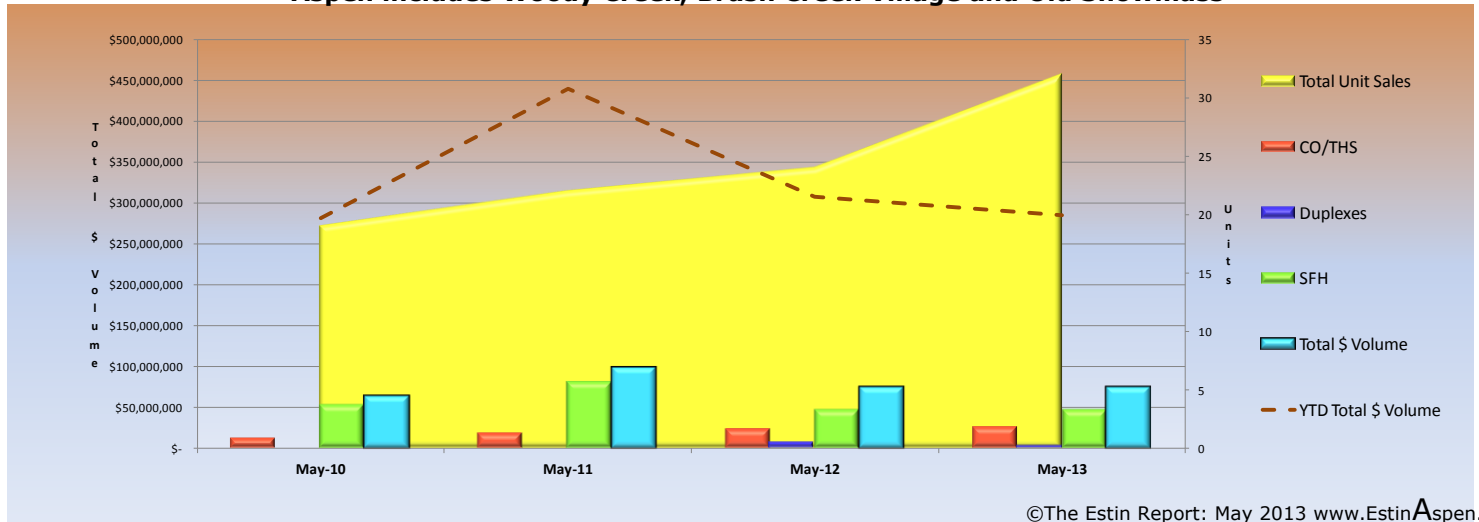
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The Estin Report: Total Aspen Snowmass Village Monthly Sales May 2013

Sales Volume is represented on the left axis. Units Sold is represented on the right axis.

***Aspen includes Woody Creek, Brush Creek Village and Old Snowmass**



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YTD represents dollar volume from May 1, 2013 through May 31, 2013, all other data points represent the corresponding month.

	May-10	% Chg	May-11	% Chg	May-12	% Chg	May-13	% Chg	Apr-13	% Chg	Apr-12
Single Family Homes											
Unit Sales	12	-25%	9	11%	10	20%	12	0%	12	20%	10
YTD Unit Sales	39	41%	55	-22%	43	12%	48	25%	36	9%	33
Monthly \$ Volume	\$ 52,117,850	54%	\$ 80,378,500	-42%	\$ 46,275,000	1%	\$ 46,955,000	0%	\$ 46,855,000	-18%	\$ 57,136,025
YTD \$ Volume	\$197,242,850	67%	\$329,064,000	-38%	\$ 204,658,832	-15%	\$ 174,413,531	27%	\$ 127,458,531	-20%	\$ 158,383,832
Listing Inventory	375	-6%	353	-7%	328	-14%	282	-5%	295	-12%	334
Condos / Townhomes											
Unit Sales	7	86%	13	-8%	12	58%	19	-5%	20	11%	18
YTD Unit Sales	38	74%	66	-9%	60	57%	94	20%	75	56%	48
Monthly \$ Volume	\$ 12,340,000	44%	\$ 17,776,750	25%	\$ 22,226,000	11%	\$ 24,614,604	6%	\$ 23,233,595	77%	\$ 13,154,960
YTD \$ Volume	\$ 75,553,400	21%	\$ 91,459,162	-3%	\$ 88,378,385	5%	\$ 92,846,859	27%	\$ 68,232,255	3%	\$ 66,152,385
Listing Inventory	405	-10%	364	-1%	362	-11%	321	-19%	382	-3%	394
Duplexes											
Unit Sales	0		0		2	-50%	1	-100%	2		0
YTD Unit Sales	3	133%	7	-14%	6	33%	8	13%	7	75%	4
Monthly \$ Volume	\$ -		\$ -		\$ 5,700,000	-54%	\$ 2,650,000	-136%	\$ 6,244,500		\$ -
YTD \$ Volume	\$ 8,200,000	134%	\$ 19,215,000	-22%	\$ 15,049,500	15%	\$ 17,329,650	15%	\$ 14,679,650	57%	\$ 9,349,500
Listing Inventory	24	42%	34	12%	38	-45%	21	-38%	29	-19%	36
Vacant Land											
Unit Sales	0		1	200%	3	0%	3	200%	1	-80%	5
YTD Unit Sales	3	100%	6	150%	15	-27%	11	38%	8	-33%	12
Monthly \$ Volume	\$ -		\$ 2,522,000	250%	\$ 8,816,666	-83%	\$ 1,475,000	-55%	\$ 3,250,000	-71%	\$ 11,154,000
YTD \$ Volume	\$ 10,750,000	-11%	\$ 9,566,000	393%	\$ 47,120,666	-58%	\$ 19,705,000	8%	\$ 18,230,000	-52%	\$ 38,304,000
Listing Inventory	402	-4%	387	-1%	383	-8%	354	-12%	403	1%	399
Total Aspen Snowmass Market											
Total Unit Sales	19	21%	23	17%	27	30%	35	0%	35	6%	33
YTD Unit Sales	83	61%	134	-7%	124	30%	161	22%	126	30%	97
Total Monthly \$ Volume	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	-9%	\$ 75,694,604	-5%	\$ 79,583,095	-2%	\$ 81,444,985
Total YTD \$ Volume	\$291,746,250	54%	\$449,304,162	-21%	\$ 355,207,383	-14%	\$ 304,295,040	25%	\$ 228,600,436	-16%	\$ 272,189,717
Listing Inventory	1206	-6%	1138	-2%	1111	-12%	978	-13%	1109	-5%	1163

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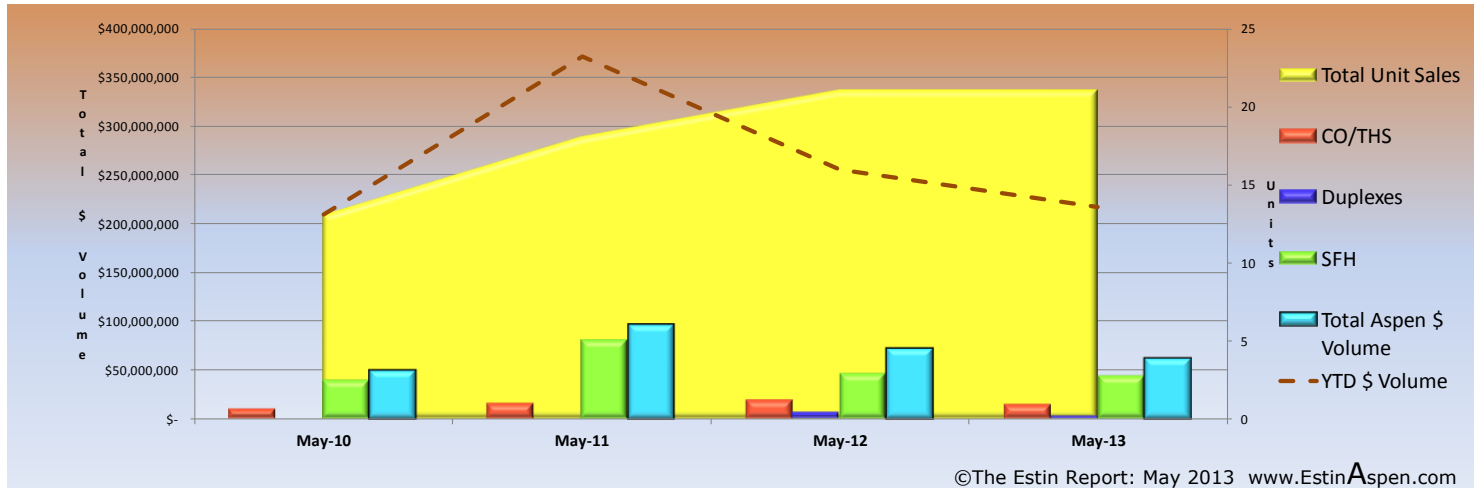
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The Estin Report: Aspen* Monthly Sales Activity May 2013

Sales Volume is represented on the left axis. Units Sold is represented on the right axis.

***Aspen includes Woody Creek, Brush Creek Village and Old Snowmass.**



YTD represents dollar volume from May 1, 2013 through May 31, 2013, all other data points represent the corresponding month.

	May-10	% Chg	May-11	% Chg	May-12	% Chg	May-13	% Chg	Apr-13	% Chg	Apr-12
Single Family Homes											
Unit Sales	9	0%	9	0%	9	11%	10	20%	8	0%	8
YTD Unit Sales	29	48%	43	-21%	34	6%	36	28%	26	4%	25
Monthly \$ Volume	\$ 39,318,000	104%	\$ 80,378,500	-43%	\$ 45,700,000	-4%	\$ 44,045,000	15%	\$ 37,630,000	-17%	\$ 45,224,125
YTD \$ Volume	\$144,118,000	96%	\$282,594,000	-39%	\$ 173,284,432	-14%	\$ 149,513,531	29%	\$ 105,468,531	-17%	\$ 127,584,432
Listing Inventory	293	-8%	271	-10%	243	-12%	215	-3%	222	-10%	247
Condos / Townhomes											
Unit Sales	4	125%	9	11%	10	0%	10	10%	9	29%	7
YTD Unit Sales	24	67%	40	-5%	38	5%	40	25%	30	7%	28
Monthly \$ Volume	\$ 9,520,000	57%	\$ 14,987,250	26%	\$ 18,892,000	-26%	\$ 13,927,500	-2%	\$ 14,249,900	148%	\$ 5,749,500
YTD \$ Volume	\$ 57,195,900	21%	\$ 69,240,236	-3%	\$ 67,212,925	-26%	\$ 50,062,900	28%	\$ 36,135,400	-25%	\$ 48,320,925
Listing Inventory	234	-16%	196	-2%	193	-20%	154	-12%	172	-15%	203
Duplexes											
Unit Sales	0		0		2	-50%	1	-100%	2		0
YTD Unit Sales	3	133%	7	-14%	6	33%	8	13%	7	75%	4
Monthly \$ Volume	\$ -		\$ -		\$ 5,700,000	-54%	\$ 2,650,000	-136%	\$ 6,244,500		\$ -
YTD \$ Volume	\$ 8,200,000	134%	\$ 19,215,000	-22%	\$ 15,049,500	15%	\$ 17,329,650	15%	\$ 14,679,650	57%	\$ 9,349,500
Listing Inventory	24	42%	34	12%	38	-45%	21	-38%	29	-19%	36
Vacant Land											
Unit Sales	0		1	200%	3	-33%	2	50%	1	-75%	4
YTD Unit Sales	1	400%	5	140%	12	-17%	10	20%	8	-11%	9
Monthly \$ Volume	\$ -		\$ 2,522,000	250%	\$ 8,816,666	-90%	\$ 900,000	-261%	\$ 3,250,000	-69%	\$ 10,504,000
YTD \$ Volume	\$ 4,500,000	83%	\$ 8,251,000	368%	\$ 38,620,666	-50%	\$ 19,130,000	5%	\$ 18,230,000	-39%	\$ 29,804,000
Listing Inventory	113	0%	113	-12%	99	-3%	96	2%	94	-2%	96
Total Aspen Market											
Total Unit Sales	13	46%	19	26%	24	-4%	23	13%	20	5%	19
YTD Unit Sales	57	67%	95	-5%	90	4%	94	24%	71	8%	66
Total Monthly \$ Volume	\$ 48,838,000	100%	\$ 97,887,750	-19%	\$ 79,108,666	-22%	\$ 61,522,500	0%	\$ 61,374,400	0%	\$ 61,477,625
Total YTD \$ Volume	\$214,013,900	77%	\$379,300,236	-22%	\$ 294,167,523	-20%	\$ 236,036,081	26%	\$ 174,513,581	-19%	\$ 215,058,857
Listing Inventory	664	-8%	614	-7%	573	-15%	486	-6%	517	-11%	582

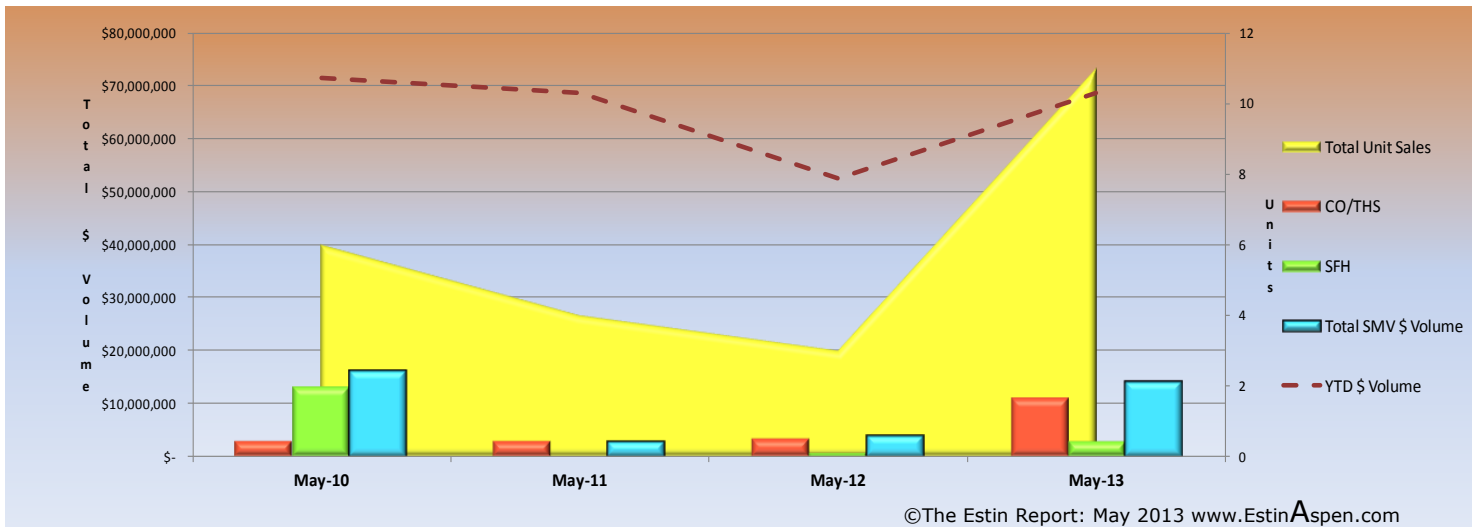
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Single Family Homes											
Unit Sales	3	-100%	0		1	100%	2	100%	4	100%	2
YTD Unit Sales	10	20%	12	-25%	9	33%	12	-17%	10	25%	8
Monthly \$ Volume	\$ 12,799,850	-100%	\$ -		\$ 575,000	406%	\$ 2,910,000	-217%	\$ 9,225,000	-23%	\$ 11,911,900
YTD \$ Volume	\$ 53,124,850	-13%	\$ 46,470,000	-32%	\$ 31,374,400	-21%	\$ 24,900,000	12%	\$ 21,990,000	-29%	\$ 30,799,400
Listing Inventory	82	0%	82	4%	85	-21%	67	-9%	73	-16%	87
Condos / Townhomes											
Unit Sales	3	33%	4	-50%	2	350%	9	-22%	11	0%	11
YTD Unit Sales	14	86%	26	-15%	22	145%	54	-17%	45	125%	20
Monthly \$ Volume	\$ 2,820,000	-1%	\$ 2,789,500	20%	\$ 3,334,000	221%	\$ 10,687,104	16%	\$ 8,983,695	21%	\$ 7,405,460
YTD \$ Volume	\$ 18,357,500	21%	\$ 22,218,926	-5%	\$ 21,165,460	102%	\$ 42,783,959	25%	\$ 32,096,855	80%	\$ 17,831,460
Listing Inventory	171	-2%	168	1%	169	-1%	167	-26%	210	10%	191
Vacant Land											
Unit Sales	0		0		0		1	-100%	0	-100%	1
YTD Unit Sales	2	-50%	1	200%	3	-67%	1	-100%	0	-100%	3
Monthly \$ Volume	\$ -		\$ -		\$ -		\$ 575,000	100%	\$ -	-100%	\$ 650,000
YTD \$ Volume	\$ 6,250,000	-79%	\$ 1,315,000	546%	\$ 8,500,000	-93%	\$ 575,000	100%	\$ -	-100%	\$ 8,500,000
Listing Inventory	36	-33%	24	25%	30	-20%	24	-8%	26	4%	25
Total Snowmass Village Market											
Total Unit Sales	6	-33%	4	-25%	3	300%	12	25%	15	7%	14
YTD Unit Sales	26	50%	39	-13%	34	97%	67	-18%	55	77%	31
Total Monthly \$ Volume	\$ 15,619,850	-82%	\$ 2,789,500	40%	\$ 3,909,000	263%	\$ 14,172,104	-28%	\$ 18,208,695	-9%	\$ 19,967,360
Total YTD \$ Volume	\$ 77,732,350	-10%	\$ 70,003,926	-13%	\$ 61,039,860	12%	\$ 68,258,959	21%	\$ 54,086,855	-5%	\$ 57,130,860
Listing Inventory	289	-5%	274	4%	284	-9%	258	-20%	309	2%	303

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The Estin Report: Aspen Snowmass Real Estate Monthly Charts document sales activity for the subject month in 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. Aspen* includes WC and OSM.

Information is from sources deemed reliable but cannot be guaranteed. For sales assistance and inquiries, please call Tim Estin at [970.309.6163](tel:970.309.6163) or tim@estinaspen.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 Real Estate Market, By broker Tim Estin, mba, gri."

The Estin Report

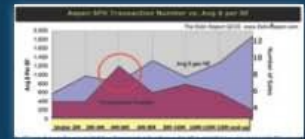
Aspen Real Estate Intelligence



The Estin Report
Aspen Snowmass real estate market resource.



Effective 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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