

## Estin Report: January 2014 Market Snapshot Aspen Snowmass Real Estate

Released 02/03/2014 v1. Market Snapshots are released on or about the 1st Monday of each month.

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 sales information published in a timely consistent manner.

The Snapshot is posted 6-8 weeks *earlier* than the monthly Land Title numbers; it contains 30-day live links to photos and details of sold properties for the month and features tables and charts. It focuses on sales activity for the upper Roaring Fork Valley in three sections: the total combined Aspen Snowmass Village Market, the Aspen Market and the Snowmass Village Market.

### January 2014 Aspen & Snowmass Village Real Estate Market Activity Summary

Total Aspen Snowmass Market	Jan-13	% Change	Jan-14
Monthly Unit Sales:	30	-53%	14
Year-to-Date Unit Sales:	30	-53%	14
Monthly Dollar Volume:	\$ 64,960,300	-74%	\$ 17,167,000
Year-to-Date Dollar Volume:	\$ 64,960,300	-74%	\$ 17,167,000
Listing Inventory:	948	-23%	727
<b>Aspen Market</b>			
Monthly Unit Sales:	18	-56%	8
Year-to-Date Unit Sales:	18	-56%	8
Monthly Dollar Volume:	\$ 50,055,950	-75%	\$ 12,722,000
Year-to-Date Dollar Volume:	\$ 50,055,950	-75%	\$ 12,722,000
Listing Inventory:	584	-20%	467
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	12	-50%	6
Year-to-Date Unit Sales:	12	-50%	6
Monthly Dollar Volume:	\$ 14,904,350	-70%	\$ 4,445,000
Year-to-Date Dollar Volume:	\$ 14,904,350	-70%	\$ 4,445,000
Listing Inventory:	364	-29%	260

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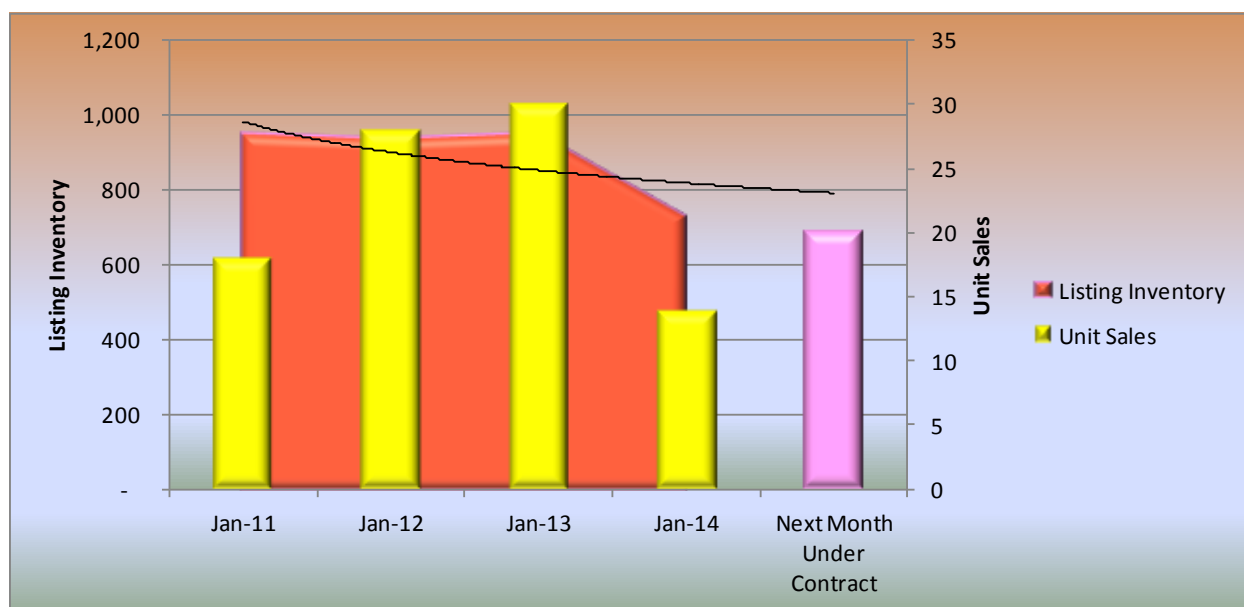
## January 2014 Links to sold properties

[Aspen Solds Jan. 1 - 31, 2014](#) (7 properties. Includes Aspen, Brush Cr Village, Woody Creek, Old Snowmass.): This link is valid until 03/05/2014.

[Snowmass Village Solds Jan. 1 - 31, 2014](#) (6 properties. SMV only.): This link is valid for 30 days until 03/05/2014.

[Vacant Land Solds Jan. 1 - 31, 2014](#) (1 property in Old Snowmass/Gateway area.) This link is valid for 30 days until 03/05/2014.

## Aspen Snowmass Market Inventory and Sales



	Jan-11	% Chg	Jan-12	% Chg	Jan-13	% Chg	Jan-14	Feb-14 UC*	% Chg	Feb-13 UC*
<b>Total Aspen Snowmass Market</b>										
Unit Sales	18	56%	28	7%	30	-53%	14	20	-5%	21
Listing Inventory	947	-1%	933	2%	948	-23%	727			

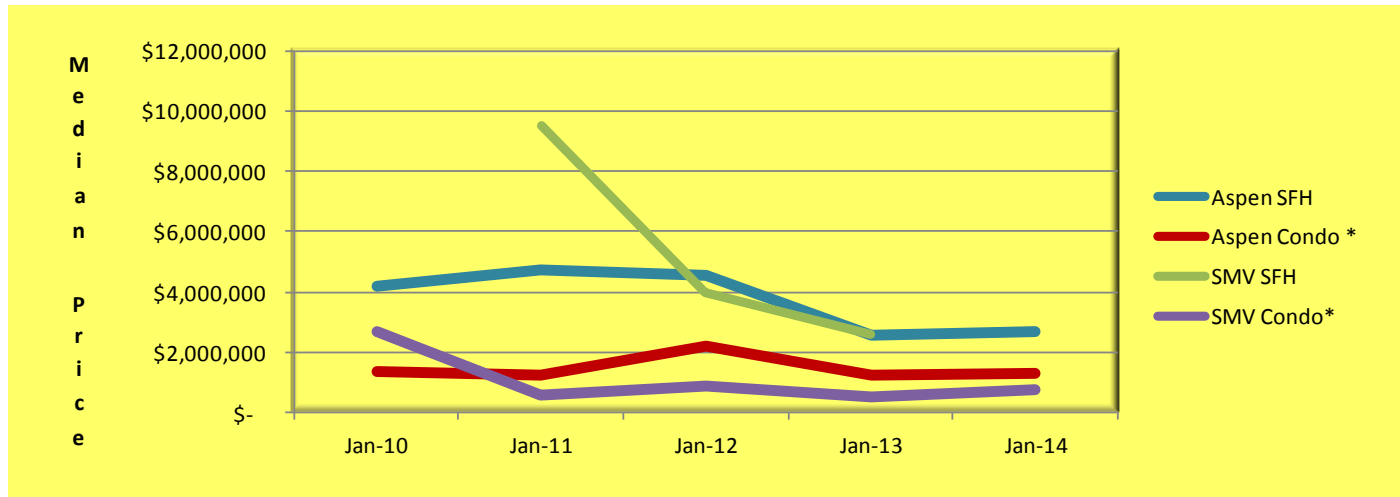
\*UC - Under Contract

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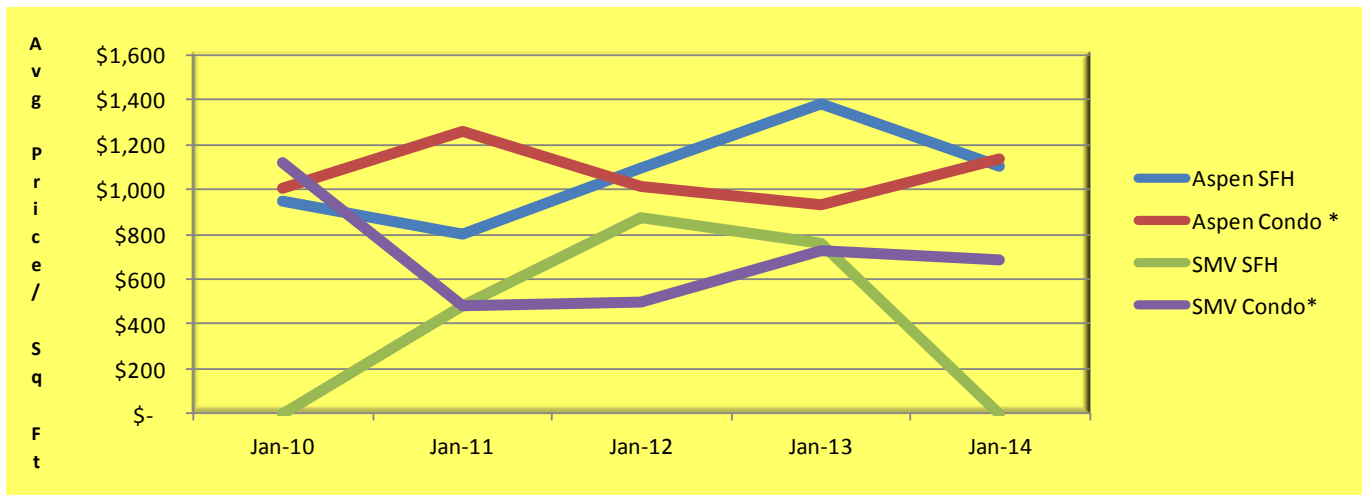
## Jan 2014 Aspen and Snowmass Median Prices



\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition.

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## Jan 2014 Avg \$/Sq Ft for Aspen and Snowmass Market

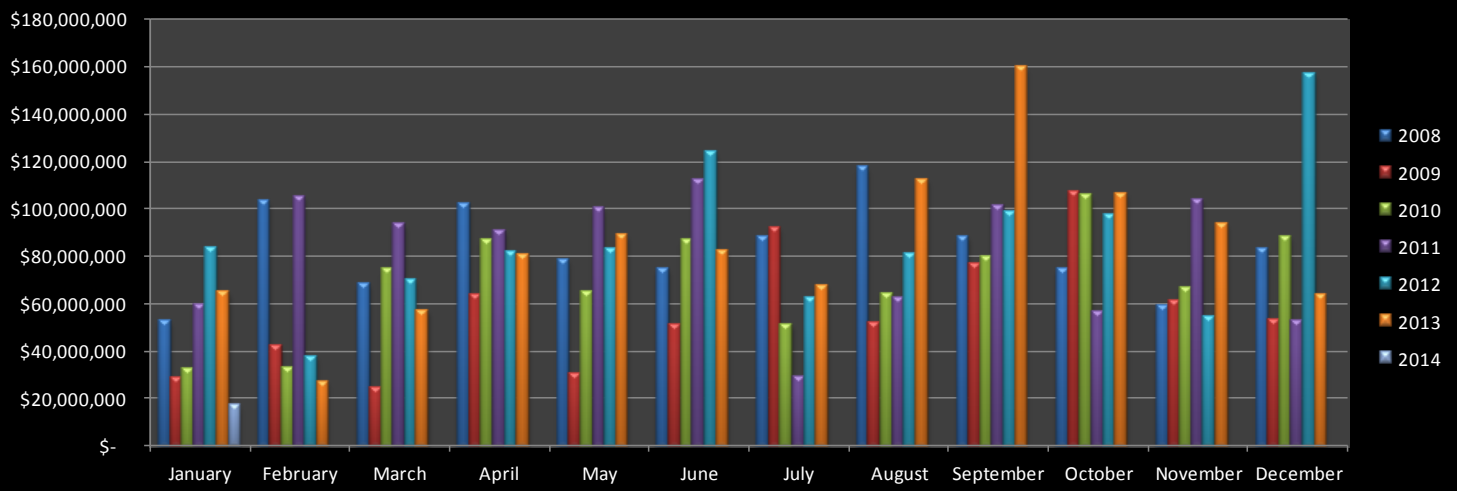


\$ / Sq Ft	Jan-10	Jan-11	Jan-12	Jan-13	Jan-14
Aspen SFH	\$ 952	\$ 804	\$ 1,095	\$ 1,380	\$ 1,106
Aspen Condo *	\$ 1,004	\$ 1,262	\$ 1,011	\$ 935	\$ 1,141
SMV SFH		\$ 478	\$ 878	\$ 760	
SMV Condo*	\$ 1,120	\$ 484	\$ 496	\$ 728	\$ 689

\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition.

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## Estin Report: Total Aspen\* Snowmass Market January 2014 & Historical Sales



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## Estin Report: Total Aspen\* Snowmass Market January 2014 Sales Volume

Month	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014
January	\$ 52,135,339	-46%	\$ 28,350,394	14%	\$ 32,455,400	84%	\$ 59,780,000	40%	\$ 83,907,532	-23%	\$ 64,960,300	-74%	\$ 17,167,000
February	\$ 103,403,625	-59%	\$ 42,165,551	-22%	\$ 33,010,500	218%	\$ 105,029,301	-65%	\$ 37,146,550	-27%	\$ 26,936,382	-100%	\$ -
March	\$ 68,342,000	-64%	\$ 24,530,000	204%	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659	-100%	\$ -
April	\$ 102,003,385	-38%	\$ 63,608,900	37%	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095	-100%	\$ -
May	\$ 78,347,738	-61%	\$ 30,240,000	113%	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	7%	\$ 88,884,098	-100%	\$ -
June	\$ 74,823,812	-32%	\$ 50,855,000	70%	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-34%	\$ 82,603,050	-100%	\$ -
July	\$ 88,071,520	4%	\$ 91,880,711	-44%	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-100%	\$ -
August	\$ 117,398,194	-56%	\$ 51,838,500	24%	\$ 64,415,000	-3%	\$ 62,405,000	30%	\$ 80,836,500	39%	\$ 112,171,350	-100%	\$ -
September	\$ 88,001,433	-13%	\$ 76,332,500	4%	\$ 79,570,000	27%	\$ 101,429,000	-3%	\$ 98,428,020	62%	\$ 159,732,802	-100%	\$ -
October	\$ 74,269,175	44%	\$ 107,284,389	-1%	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	9%	\$ 106,575,600	-100%	\$ -
November	\$ 59,149,985	3%	\$ 60,731,782	10%	\$ 66,703,500	56%	\$ 104,057,000	-48%	\$ 54,515,000	72%	\$ 93,603,600	-100%	\$ -
December	\$ 83,180,195	-36%	\$ 52,959,000	66%	\$ 88,060,750	-41%	\$ 52,167,500	202%	\$ 157,378,550	-60%	\$ 63,711,300	-100%	\$ -
Annual Totals	\$ 989,126,401	-31%	\$ 680,776,727	23%	\$ 833,954,653	16%	\$ 967,348,863	7%	\$ 1,030,351,560	-3%	\$ 1,004,405,236	-98%	\$ 17,167,000
YTD Total	\$ 52,135,339	-46%	\$ 28,350,394	14%	\$ 32,455,400	84%	\$ 59,780,000	40%	\$ 83,907,532	-23%	\$ 64,960,300	-74%	\$ 17,167,000

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## Estin Report: Total Aspen\* Snowmass Market January 2014 Unit Sales

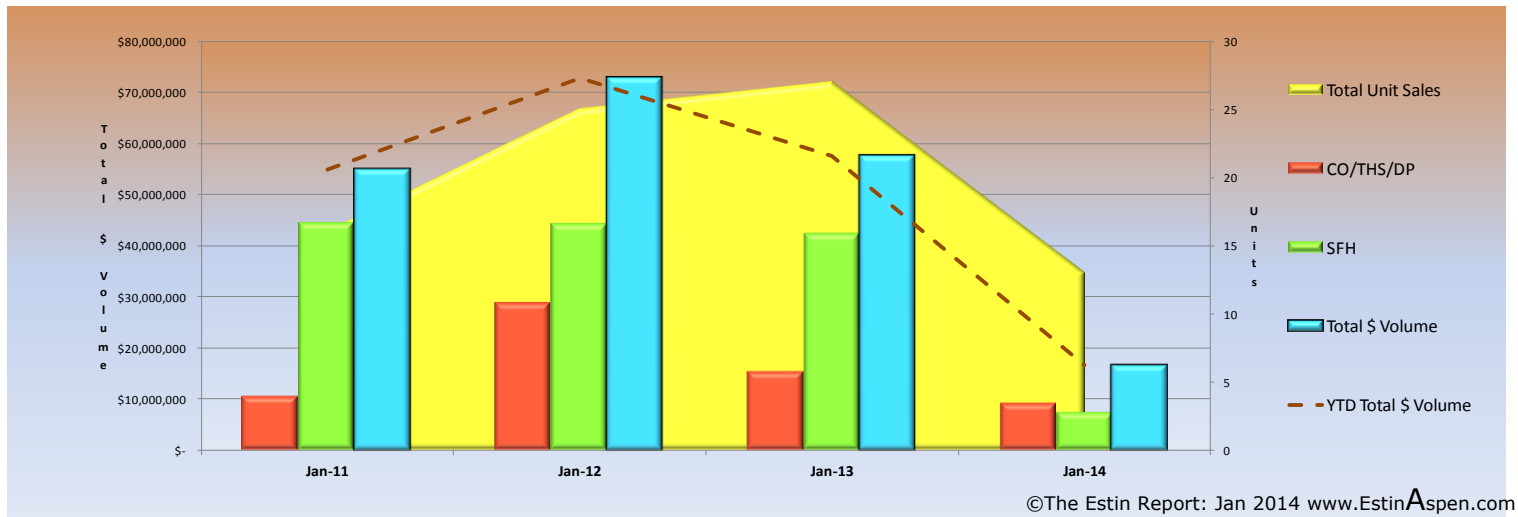
Month	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014
January	21	-67%	7	71%	12	50%	18	56%	28	7%	30	-53%	14
February	28	-50%	14	-21%	11	109%	23	-35%	15	20%	18	-100%	0
March	13	-38%	8	200%	24	50%	36	-42%	21	105%	43	-100%	0
April	26	-42%	15	13%	17	100%	34	-3%	33	9%	36	-100%	0
May	30	-53%	14	36%	19	21%	23	17%	27	59%	43	-100%	0
June	29	-45%	16	6%	17	71%	29	14%	33	-6%	31	-100%	0
July	17	-12%	15	20%	18	-6%	17	18%	20	85%	37	-100%	0
August	35	-54%	16	50%	24	4%	25	8%	27	44%	39	-100%	0
September	28	-21%	22	27%	28	11%	31	13%	35	46%	51	-100%	0
October	29	7%	31	-16%	26	0%	26	15%	30	30%	39	-100%	0
November	34	-35%	22	-14%	19	32%	25	16%	29	21%	35	-100%	0
December	19	-32%	13	123%	29	-21%	23	83%	42	-29%	30	-100%	0
Annual Totals	309	-38%	193	26%	244	27%	310	10%	340	27%	432	-97%	14
YTD Total	21	-67%	7	71%	12	50%	18	56%	28	7%	30	-53%	14

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# Estin Report: Total Aspen Snowmass Village Monthly Sales January 2014

**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 Jan 1, 2014 through Jan 31, 2014, all other data points represent the corresponding month.

	Jan-11	% Chg	Jan-12	% Chg	Jan-13	% Chg	Jan-14	% Chg	Dec-13	% Chg	Dec-12
<b>Single Family Homes</b>											
Unit Sales	8	25%	10	10%	11	-73%	3	-200%	9	-47%	17
YTD Unit Sales	8	25%	10	10%	11	-73%	3	-4400%	135	4%	130
Monthly \$ Volume	\$ 44,447,500	0%	\$ 44,232,157	-4%	\$ 42,318,300	-82%	\$ 7,532,000	-304%	\$ 30,431,000	-74%	\$ 117,390,000
YTD \$ Volume	\$ 44,447,500	0%	\$ 44,232,157	-4%	\$ 42,318,300	-82%	\$ 7,532,000	-7915%	\$ 603,700,426	-14%	\$ 702,612,939
Listing Inventory	374	-6%	350	-5%	333	-20%	267	-7%	286	-18%	347
<b>Condos / Townhomes</b>											
Unit Sales	8	88%	15	7%	16	-38%	10	-110%	21	-5%	22
YTD Unit Sales	8	88%	15	7%	16	-38%	10	-2550%	265	50%	177
Monthly \$ Volume	\$ 10,457,500	174%	\$ 28,625,375	-47%	\$ 15,312,000	-40%	\$ 9,170,000	-263%	\$ 33,280,300	9%	\$ 30,438,550
YTD \$ Volume	\$ 10,457,500	174%	\$ 28,625,375	-47%	\$ 15,312,000	-40%	\$ 9,170,000	-3595%	\$ 338,809,310	41%	\$ 239,497,955
Listing Inventory	445	0%	447	8%	483	-24%	366	1%	364	-23%	471
<b>Vacant Land</b>											
Unit Sales	2	50%	3	0%	3	-67%	1		0	-100%	3
YTD Unit Sales	2	50%	3	0%	3	-67%	1	-97%	32	-3%	33
Monthly \$ Volume	\$ 4,875,000	127%	\$ 11,050,000	-34%	\$ 7,330,000	-94%	\$ 465,000		\$ -	-100%	\$ 9,550,000
YTD \$ Volume	\$ 4,875,000	127%	\$ 11,050,000	-34%	\$ 7,330,000	-94%	\$ 465,000	-99%	\$ 61,895,500	-30%	\$ 88,240,666
Listing Inventory	128	6%	136	-3%	132	-29%	94	-7%	101	-24%	133
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	18	56%	28	7%	30	-53%	14	-114%	30	-29%	42
YTD Unit Sales	18	56%	28	7%	30	-53%	14	-2986%	432	27%	340
Total Monthly \$ Volume	\$ 59,780,000	40%	\$ 83,907,532	-23%	\$ 64,960,300	-74%	\$ 17,167,000	-271%	\$ 63,711,300	-60%	\$ 157,378,550
Total YTD \$ Volume	\$ 59,780,000	40%	\$ 83,907,532	-23%	\$ 64,960,300	-74%	\$ 17,167,000	-5751%	\$ 1,004,405,236	-3%	\$ 1,030,351,560
Listing Inventory	947	-1%	933	2%	948	-23%	727	-3%	751	-21%	951

\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition.

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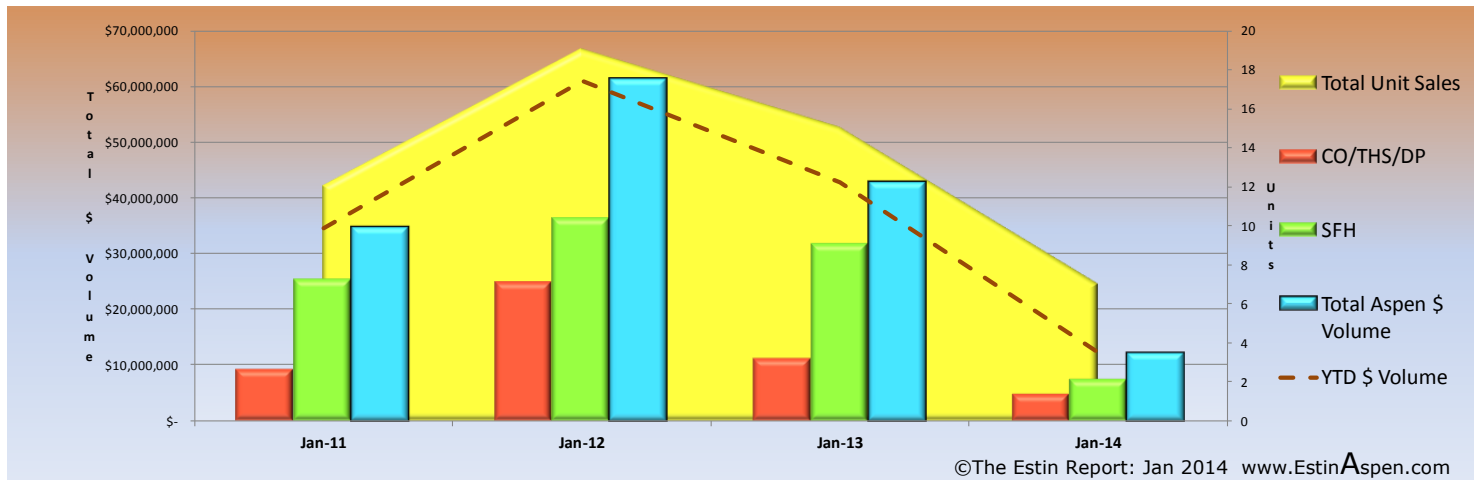
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# Estin Report: Aspen\* Monthly Sales Activity January 2014

**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 Jan 1, 2014 through Jan 31, 2014, all other data points represent the corresponding month.

	Jan-11	% Chg	Jan-12	% Chg	Jan-13	% Chg	Jan-14	% Chg	Dec-13	% Chg	Dec-12
<b>Single Family Homes</b>											
Unit Sales	6	33%	8	-13%	7	-57%	3	-133%	7	-42%	12
YTD Unit Sales	6	33%	8	-13%	7	-57%	3	-3400%	105	1%	104
Monthly \$ Volume	\$ 25,377,500	43%	\$ 36,257,157	-13%	\$ 31,563,300	-76%	\$ 7,532,000	-161%	\$ 19,625,000	-81%	\$ 102,775,000
YTD \$ Volume	\$ 25,377,500	43%	\$ 36,257,157	-13%	\$ 31,563,300	-76%	\$ 7,532,000	-6384%	\$ 488,348,426	-22%	\$ 627,528,432
Listing Inventory	286	-8%	263	-3%	254	-21%	200	-8%	215	-19%	264
<b>Condos / Townhomes</b>											
Unit Sales	6	83%	11	-27%	8	-50%	4	-225%	13	0%	13
YTD Unit Sales	6	83%	11	-27%	8	-50%	4	-3575%	147	17%	126
Monthly \$ Volume	\$ 9,240,000	168%	\$ 24,784,375	-55%	\$ 11,162,650	-58%	\$ 4,725,000	-437%	\$ 25,388,500	3%	\$ 24,563,000
YTD \$ Volume	\$ 9,240,000	168%	\$ 24,784,375	-55%	\$ 11,162,650	-58%	\$ 4,725,000	-5227%	\$ 251,698,902	26%	\$ 199,409,445
Listing Inventory	260	-3%	251	-10%	227	-16%	190	0%	190	-11%	213
<b>Vacant Land</b>											
Unit Sales	2	50%	3	0%	3	-67%	1	100%	0	-100%	3
YTD Unit Sales	2	50%	3	0%	3	-67%	1	-2300%	24	-20%	30
Monthly \$ Volume	\$ 4,875,000	127%	\$ 11,050,000	-34%	\$ 7,330,000	-94%	\$ 465,000	100%	\$ -	-100%	\$ 9,550,000
YTD \$ Volume	\$ 4,875,000	127%	\$ 11,050,000	-34%	\$ 7,330,000	-94%	\$ 465,000	-11182%	\$ 52,460,500	-34%	\$ 79,740,666
Listing Inventory	106	5%	111	-7%	103	-25%	77	-6%	82	-21%	104
<b>Total Aspen Market</b>											
Total Unit Sales	14	57%	22	-18%	18	-56%	8	-150%	20	-29%	28
YTD Unit Sales	14	57%	22	-18%	18	-56%	8	-3350%	276	6%	260
Total Monthly \$ Volume	\$ 39,492,500	83%	\$ 72,091,532	-31%	\$ 50,055,950	-75%	\$ 12,722,000	-254%	\$ 45,013,500	-67%	\$ 136,888,000
Total YTD \$ Volume	\$ 39,492,500	83%	\$ 72,091,532	-31%	\$ 50,055,950	-75%	\$ 12,722,000	-6129%	\$ 792,507,828	-13%	\$ 906,678,543
Listing Inventory	652	-4%	625	-7%	584	-20%	467	-4%	487	-16%	581

\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition.

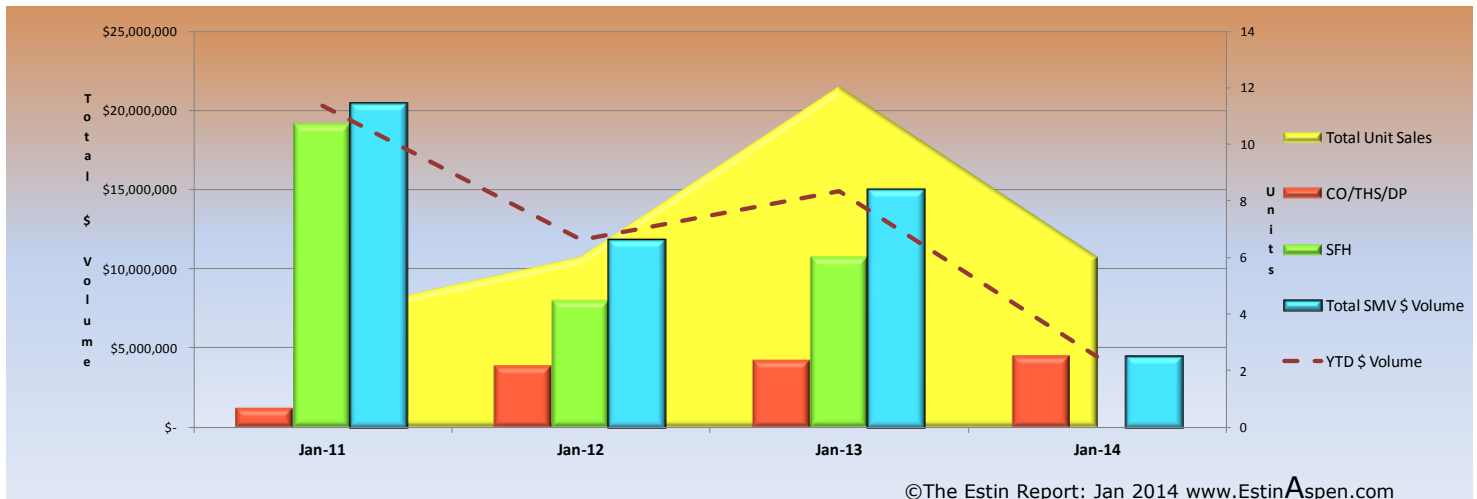
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<b>Single Family Homes</b>											
Unit Sales	2	0%	2	100%	4	-100%	0		2	-60%	5
YTD Unit Sales	2	0%	2	100%	4	-100%	0		30	15%	26
Monthly \$ Volume	\$ 19,070,000	-58%	\$ 7,975,000	35%	\$ 10,755,000	-100%	\$ -		\$ 10,806,000	-26%	\$ 14,615,000
YTD \$ Volume	\$ 19,070,000	-58%	\$ 7,975,000	35%	\$ 10,755,000	-100%	\$ -		\$ 115,352,000	54%	\$ 75,084,507
Listing Inventory	88	-1%	87	-9%	79	-15%	67	-6%	71	-14%	83
<b>Condos / Townhomes</b>											
Unit Sales	2	100%	4	100%	8	-25%	6	-33%	8	-11%	9
YTD Unit Sales	2	100%	4	100%	8	-25%	6	1867%	118	131%	51
Monthly \$ Volume	\$ 1,217,500	215%	\$ 3,841,000	8%	\$ 4,149,350	7%	\$ 4,445,000	-78%	\$ 7,891,800	34%	\$ 5,875,550
YTD \$ Volume	\$ 1,217,500	215%	\$ 3,841,000	8%	\$ 4,149,350	7%	\$ 4,445,000	-1860%	\$ 87,110,408	117%	\$ 40,088,510
Listing Inventory	185	6%	196	31%	256	-31%	176	1%	174	-33%	258
<b>Vacant Land</b>											
Unit Sales	0		0		0		0		0		0
YTD Unit Sales	0		0		0		0		8	167%	3
Monthly \$ Volume	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Volume	\$ -		\$ -		\$ -		\$ -		\$ 9,435,000	11%	\$ 8,500,000
Listing Inventory	22	14%	25	16%	29	-41%	17	-12%	19	-34%	29
<b>Total Snowmass Village Market</b>											
Total Unit Sales	4	50%	6	100%	12	-50%	6	67%	10	-29%	14
YTD Unit Sales	4	50%	6	100%	12	-50%	6	2500%	156	95%	80
Total Monthly \$ Volume	\$ 20,287,500	-42%	\$ 11,816,000	26%	\$ 14,904,350	-70%	\$ 4,445,000	-321%	\$ 18,697,800	-9%	\$ 20,490,550
Total YTD \$ Volume	\$ 20,287,500	-42%	\$ 11,816,000	26%	\$ 14,904,350	-70%	\$ 4,445,000	-4667%	\$ 211,897,408	71%	\$ 123,673,017
Listing Inventory	295	4%	308	18%	364	-29%	260	-2%	264	-29%	370

\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition.

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# The Estin Report

Aspen Real Estate Intelligence

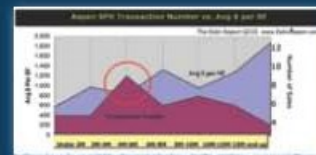


## The Estin Report

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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