

Estin Report: Dec 2013 and Jan 2014 Combined Mos. - Aspen SMV Market Snapshot

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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.

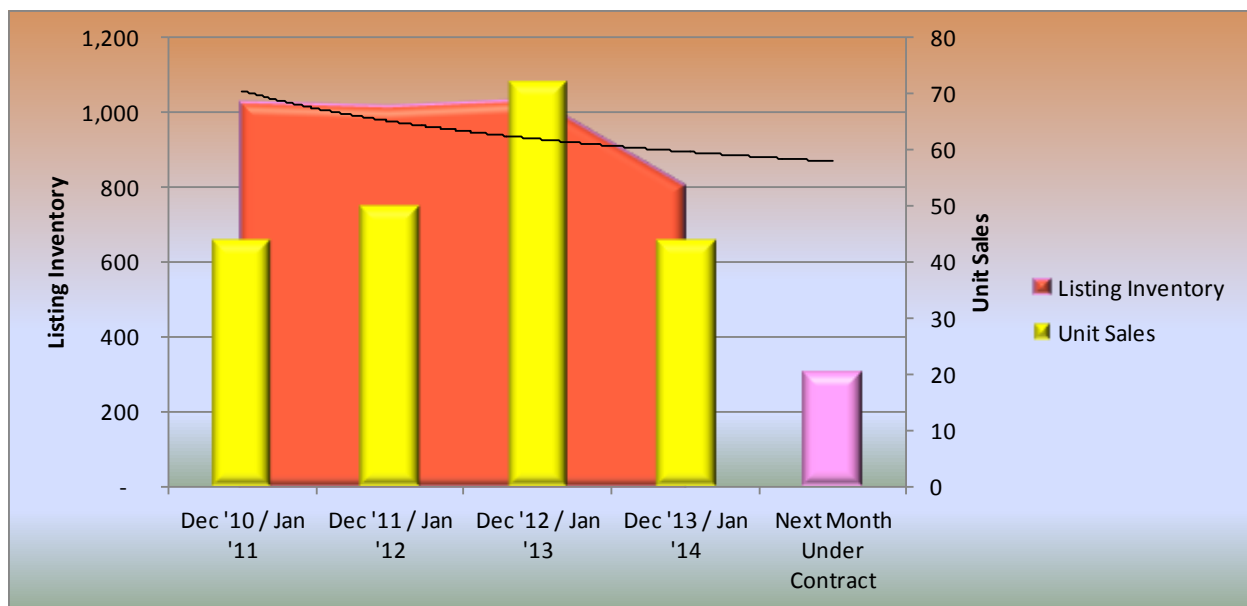
December 2013 + January 2014 Combined Aspen and Snowmass Village Real Estate Market Activity Summary

Total Aspen Snowmass Market	Dec '12 / Jan '13	% Change	Dec '13 / Jan '14
Monthly Unit Sales:	72	-39%	44
Monthly Dollar Volume:	\$ 222,338,850	-64%	\$ 80,878,300
Listing Inventory:	1,028	-22%	800
Aspen Market			
Monthly Unit Sales:	46	-39%	28
Monthly Dollar Volume:	\$ 186,943,950	-69%	\$ 57,735,500
Listing Inventory:	641	-20%	514
Snowmass Village Market			
Monthly Unit Sales:	26	-38%	16
Monthly Dollar Volume:	\$ 35,394,900	-35%	\$ 23,142,800
Listing Inventory:	387	-26%	286

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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.

Aspen Snowmass Market Inventory and Sales



	Dec '10 / Jan '11	% Chg	Dec '11 / Jan '12	% Chg	Dec '12 / Jan '13	% Chg	Dec '13 / Jan '14	Feb-14 UC*	% Chg	Feb-13 UC*
Total Aspen Snowmass Market										
Unit Sales	44	14%	50	44%	72	-39%	44	20	-5%	21
Listing Inventory	1,021	-1%	1010	2%	1028	-22%	800			

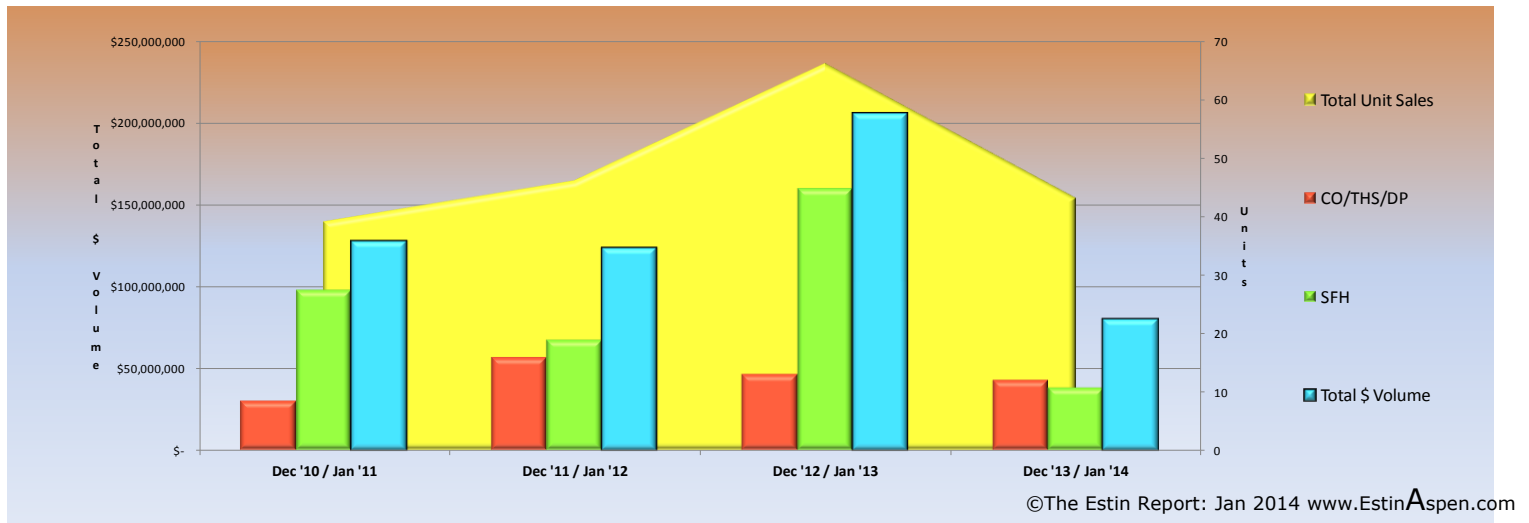
*UC - Under Contract

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Aspen SMV Monthly Sales Activity Dec 2013 and Jan 2014 Combined

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**



	Dec '10 / Jan '11	% Chg	Dec '11 / Jan '12	% Chg	Dec '12 / Jan '13	% Chg	Dec '13 / Jan '14
Single Family Homes							
Unit Sales	17	0%	17	65%	28	-57%	12
Monthly \$ Volume	\$ 97,935,500	-31%	\$ 67,469,657	137%	\$ 159,708,300	-76%	\$ 37,963,000
Listing Inventory	405	-6%	380	-2%	371	-19%	302
Condos / Townhomes							
Unit Sales	22	32%	29	31%	38	-18%	31
Monthly \$ Volume	\$ 29,605,250	89%	\$ 56,010,375	-18%	\$ 45,750,550	-7%	\$ 42,450,300
Listing Inventory	481	1%	485	7%	518	-24%	395
Vacant Land							
Unit Sales	5	-20%	4	50%	6	-83%	1
Monthly \$ Volume	\$ 14,575,000	-18%	\$ 11,895,000	42%	\$ 16,880,000	-97%	\$ 465,000
Listing Inventory	135	7%	145	-4%	139	-26%	103
Total Aspen Snowmass Market							
Total Unit Sales	44	14%	50	44%	72	-39%	44
Total Monthly \$ Volume	\$ 142,115,750	-5%	\$ 135,375,032	64%	\$ 222,338,850	-64%	\$ 80,878,300
Listing Inventory	1021	-1%	1010	2%	1028	-22%	800

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

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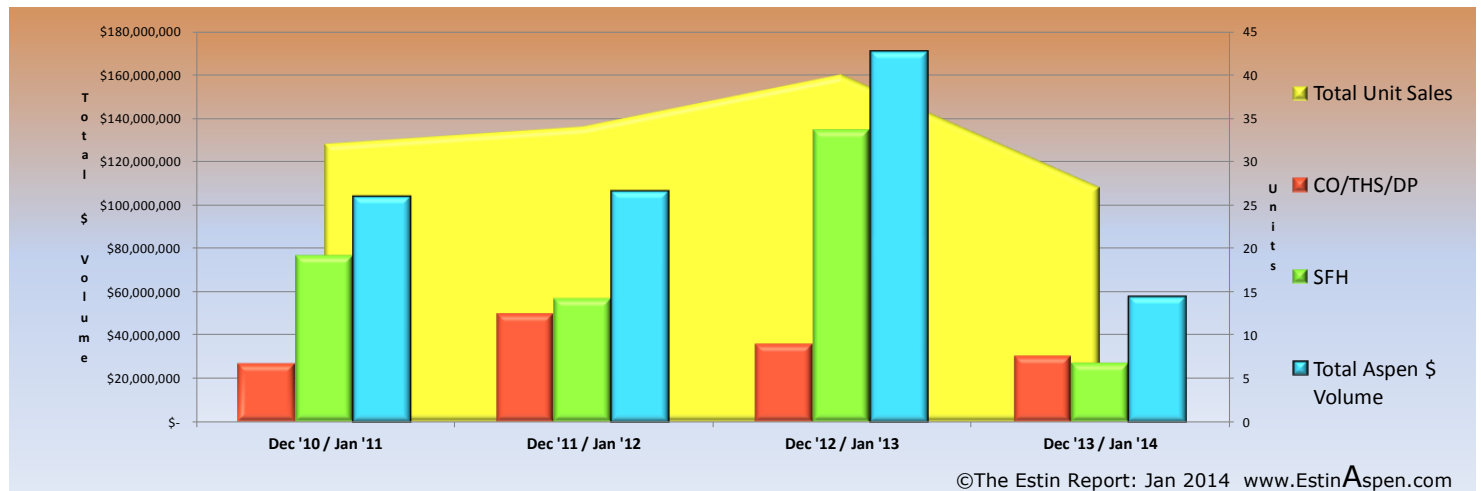
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Aspen* Monthly Sales Activity Dec 2013 and Jan 2014 Combined

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.



	Dec '10 / Jan '11	% Chg	Dec '11 / Jan '12	% Chg	Dec '12 / Jan '13	% Chg	Dec '13 / Jan '14
Single Family Homes							
Unit Sales	14	-7%	13	46%	19	-47%	10
Monthly \$ Volume	\$ 76,515,500	-26%	\$ 56,507,157	138%	\$ 134,338,300	-80%	\$ 27,157,000
Listing Inventory	309	-8%	283	0%	284	-20%	227
Condos / Townhomes							
Unit Sales	18	17%	21	0%	21	-19%	17
Monthly \$ Volume	\$ 26,842,750	84%	\$ 49,444,375	-28%	\$ 35,725,650	-16%	\$ 30,113,500
Listing Inventory	279	-1%	277	-11%	247	-18%	203
Vacant Land							
Unit Sales	5	-20%	4	50%	6	-83%	1
Monthly \$ Volume	\$ 14,575,000	-18%	\$ 11,895,000	42%	\$ 16,880,000	-97%	\$ 465,000
Listing Inventory	113	6%	120	-8%	110	-24%	84
Total Aspen Market							
Total Unit Sales	37	3%	38	21%	46	-39%	28
Total Monthly \$ Volume	\$ 117,933,250	0%	\$ 117,846,532	59%	\$ 186,943,950	-69%	\$ 57,735,500
Listing Inventory	701	-3%	680	-6%	641	-20%	514

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

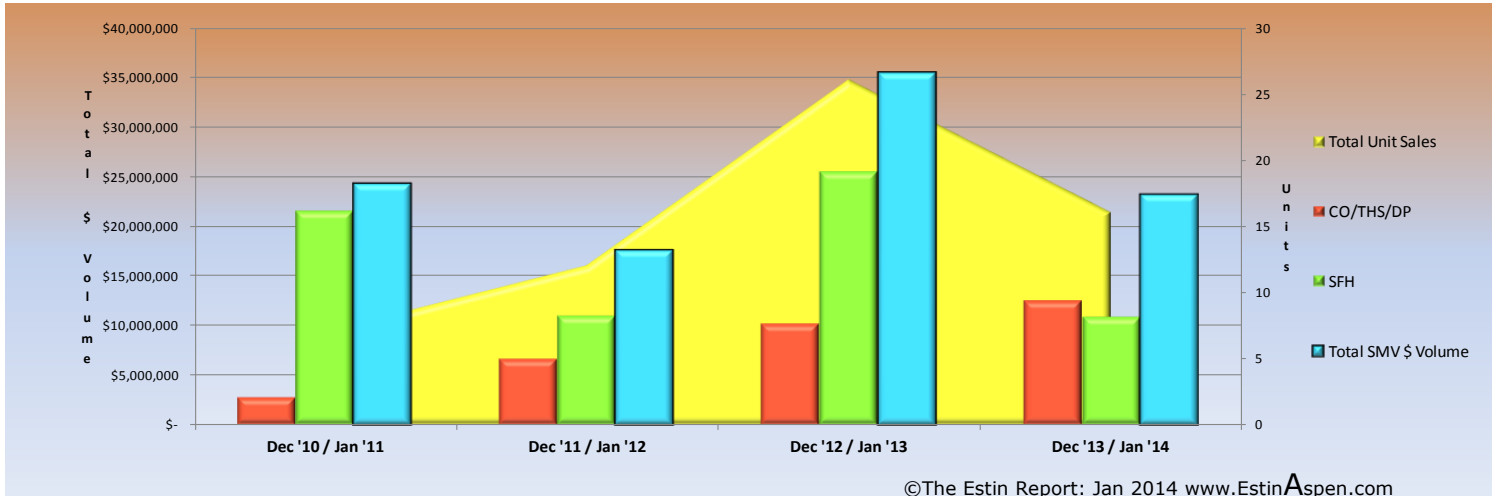
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Snowmass Village Monthly Sales Dec 2013 and Jan 2014

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



	Dec '10 / Jan '11	% Chg	Dec '11 / Jan '12	% Chg	Dec '12 / Jan '13	% Chg	Dec '13 / Jan '14
Single Family Homes							
Unit Sales	3	33%	4	125%	9	-78%	2
Monthly \$ Volume	\$ 21,420,000	-49%	\$ 10,962,500	131%	\$ 25,370,000	-57%	\$ 10,806,000
Listing Inventory	96	1%	97	-10%	87	-14%	75
Condos / Townhomes							
Unit Sales	4	100%	8	113%	17	-18%	14
Monthly \$ Volume	\$ 2,762,500	138%	\$ 6,566,000	53%	\$ 10,024,900	23%	\$ 12,336,800
Listing Inventory	202	3%	208	30%	271	-29%	192
Vacant Land							
Unit Sales	0		0		0		0
Monthly \$ Volume	\$ -		\$ -		\$ -		\$ -
Listing Inventory	22	14%	25	16%	29	-34%	19
Total Snowmass Village Market							
Total Unit Sales	7	71%	12	117%	26	-38%	16
Total Monthly \$ Volume	\$ 24,182,500	-28%	\$ 17,528,500	102%	\$ 35,394,900	-35%	\$ 23,142,800
Listing Inventory	320	3%	330	17%	387	-26%	286

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

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The Estin Report

Aspen Real Estate Intelligence

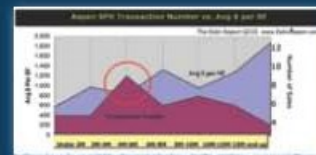


The Estin Report

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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Choose the expert in Aspen real estate and author of *The Estin Report*, the primary market guide to Aspen Snowmass real estate. Tim Estin is your resource for the most up to date Aspen Market information.

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