

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

Released 08/04/2014 v6.5

The Estin Report began publishing monthly Aspen real estate market “snapshots” in 2012 on or near the 1st Monday of each month.

The Snapshots feature charts, tables and 30-day live links to photos and details of sold properties in the subject month. They summarize residential real estate sales activity in the upper Roaring Fork Valley with three sections: 1) Total combined Aspen Snowmass Village Market; 2) the Aspen Market; 3) the Snowmass Village Market.

The Estin Report Monthly Market Snapshot is the only Aspen real estate market information widely published in a timely and consistent manner early each month.

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

Total Aspen Snowmass Market	Jul-13	% Change	Jul-14
Monthly Unit Sales:	37	-38%	23
Year-to-Date Unit Sales:	238	-2%	234
Monthly Dollar Volume:	\$ 67,648,000	-17%	\$ 55,874,000
Year-to-Date Dollar Volume:	\$ 468,610,584	29%	\$ 605,639,997
Listing Inventory:	880	-11%	786
<b>Aspen Market</b>			
Monthly Unit Sales:	20	-10%	18
Year-to-Date Unit Sales:	138	6%	146
Monthly Dollar Volume:	\$ 46,686,500	7%	\$ 50,174,000
Year-to-Date Dollar Volume:	\$ 367,869,376	32%	\$ 487,376,492
Listing Inventory:	597	-12%	524
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	17	-71%	5
Year-to-Date Unit Sales:	100	-12%	88
Monthly Dollar Volume:	\$ 20,961,500	-73%	\$ 5,700,000
Year-to-Date Dollar Volume:	\$ 100,741,208	17%	\$ 118,263,505
Listing Inventory:	283	-7%	262

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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.

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

## July 2014 Market Stats for Aspen Only

### Aspen condo sales July 2014

- Unit Sales: -25% from (12) in July '13 to (9) in July '14
- Dollar Sales: -28% from \$23M in July '13 to \$17M in July '14

### Aspen condo sales YTD 2014

- Unit Sales: +1% from (74) in July '13 to (75) in July '14
- Dollar Sales: +41% from \$115M in July '13 to \$162M in July '14

### Aspen Single family home sales July 2014

- Unit sales: +50% from (6) in July '13 to (9) in July '14.
- Dollar Sales: +64% from \$20M in July '13 to \$33M in July '14

### Aspen Single family home sales YTD 2014

- Unit sales: +20% from (51) in July '13 to (61) in July '14.
- Dollar Sales: +32% from \$230M in July '13 to \$305M in July '14

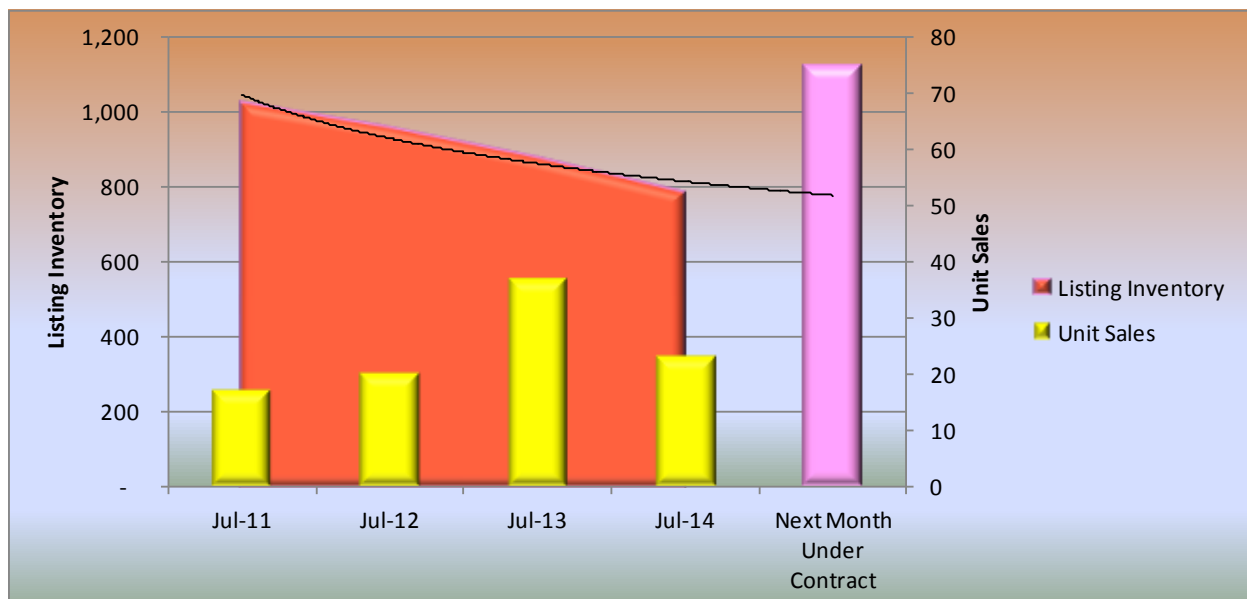
### Links to July 2014 Sold Property Photos and Details

[Aspen July 2014 Closed Properties \(18\):](#) This link is valid until 8/31/2014.

[Snowmass Village July 2014 Closed Properties \(4\):](#) This link is valid until 8/31/2014

[Vacant Land/Lots July 2014 Closed Properties \(1\):](#) This link is valid until 8/31/2014

## July 2014 Aspen Snowmass Market Inventory and Sales



	Jul-11	% Chg	Jul-12	% Chg	Jul-13	% Chg	Jul-14	UC Jul-14	% Chg	UC Jul-13	UC* Aug-14	% Chg	UC* Aug-13
<b>Total Aspen Snowmass Market</b>													
Unit Sales	17	18%	20	85%	37	-38%	23	62	100%	31	75	60%	47
Listing Inventory	1,027	-7%	960	-8%	880	-11%	786						

\*UC - Under Contract represents the number of units under contract for July (not yet sold). UC for the next month are the number of units under contract with a proposed close date in that given month.

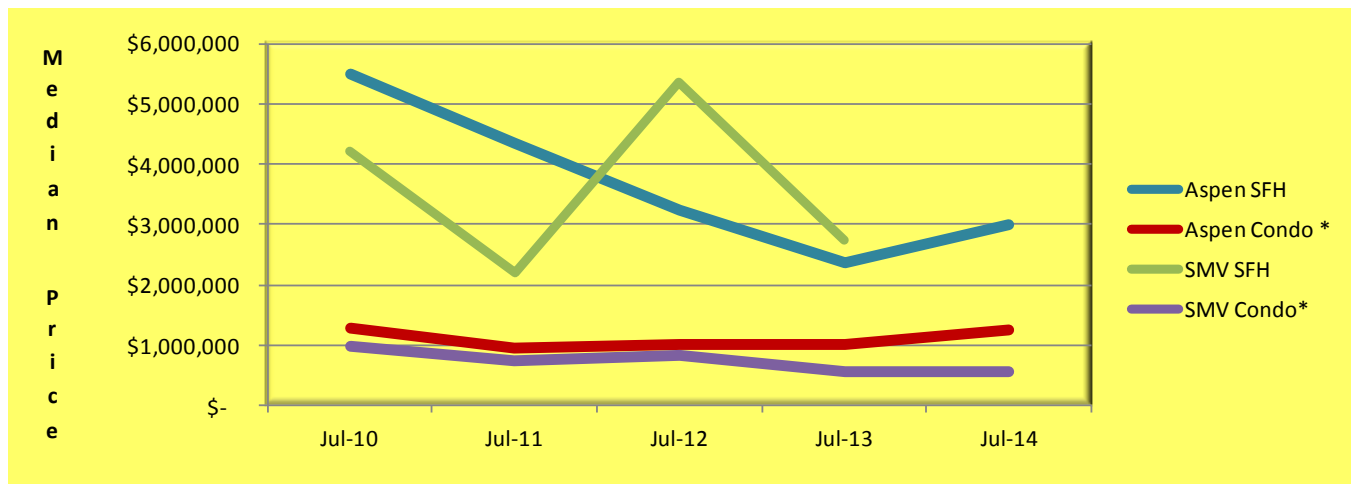
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NOTE: In July 2013, 22 of 37, or 59%, of total sales were condos; in July 2014, 13 of 22, or 59%, of total sales were condos.

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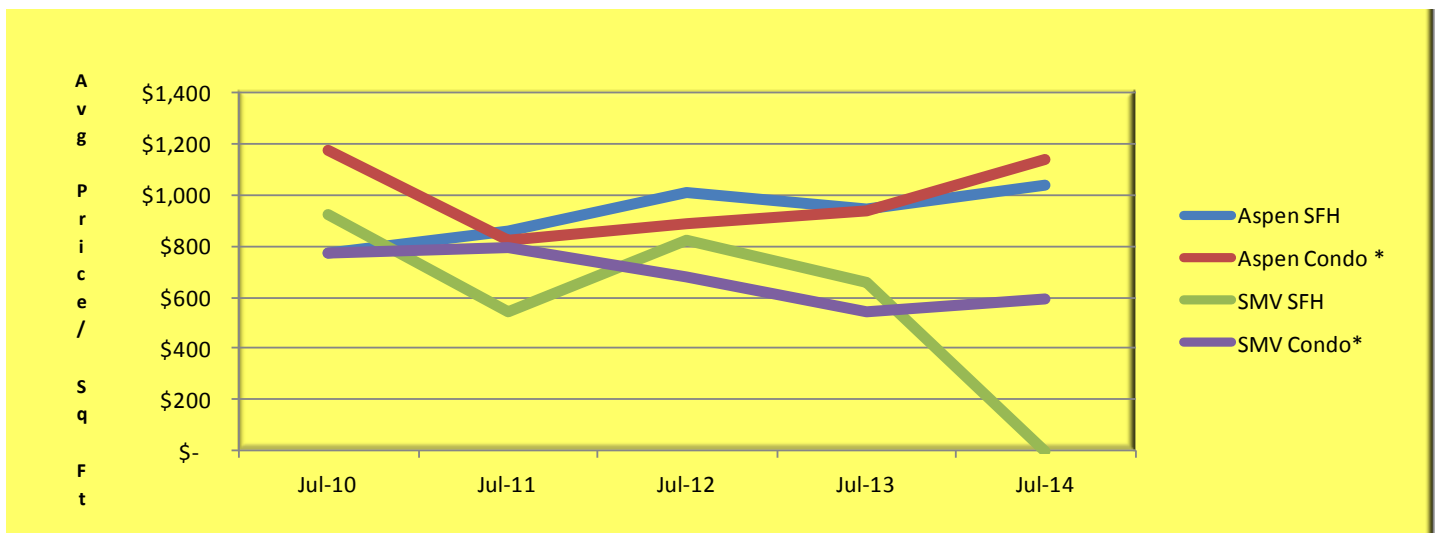
## July 2014 Aspen and Snowmass Median Prices



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

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## July 2014 Avg \$/Sq Ft for Aspen and Snowmass Julyket

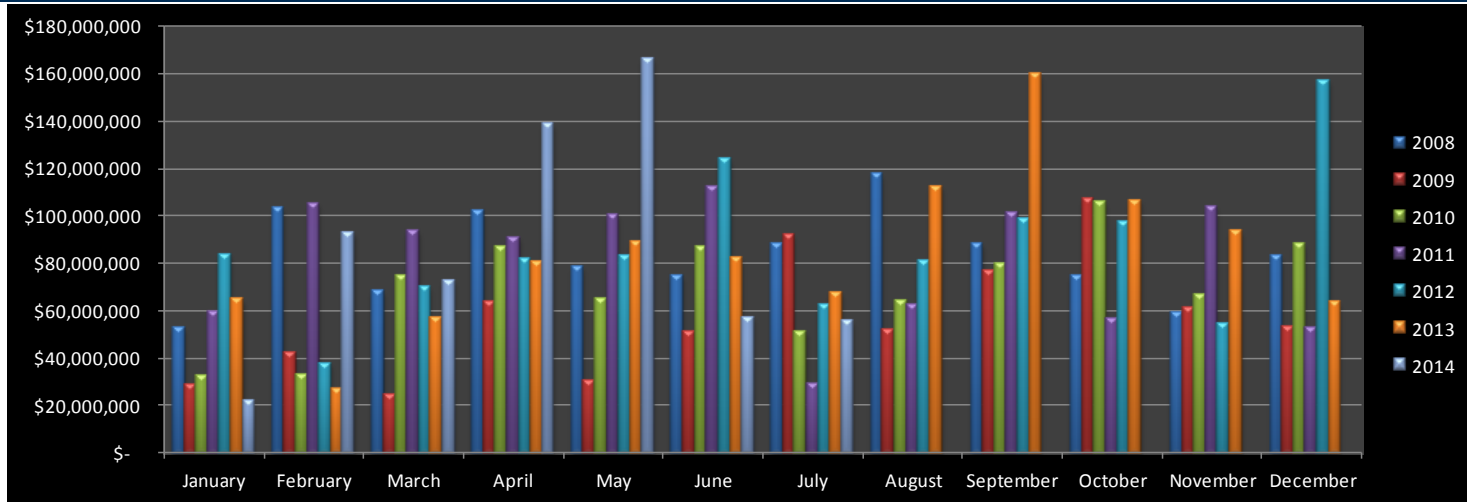


\$/ Sq Ft	Jul-10	Jul-11	Jul-12	Jul-13	Jul-14
Aspen SFH	\$ 774	\$ 861	\$ 1,011	\$ 944	\$ 1,040
Aspen Condo *	\$ 1,176	\$ 826	\$ 885	\$ 934	\$ 1,138
SMV SFH	\$ 925	\$ 542	\$ 824	\$ 655	
SMV Condo*	\$ 769	\$ 793	\$ 682	\$ 542	\$ 592

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

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



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## Estin Report: Total Aspen\* Snowmass Market July 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	-66%	\$ 22,147,000
February	\$ 103,403,625	-59%	\$ 42,165,551	-22%	\$ 33,010,500	218%	\$ 105,029,301	-65%	\$ 37,146,550	-27%	\$ 26,936,382	245%	\$ 92,870,275
March	\$ 68,342,000	-64%	\$ 24,530,000	204%	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867
April	\$ 102,003,385	-38%	\$ 63,608,900	37%	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095	72%	\$ 138,651,300
May	\$ 78,347,738	-61%	\$ 30,240,000	113%	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	7%	\$ 88,884,098	87%	\$ 166,241,605
June	\$ 74,823,812	-32%	\$ 50,855,000	70%	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-34%	\$ 82,603,050	-31%	\$ 57,033,950
July	\$ 88,071,520	4%	\$ 91,880,711	-44%	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-17%	\$ 55,874,000
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	-40%	\$ 605,639,997
YTD Total	\$ 567,127,419	-42%	\$ 331,630,556	30%	\$ 429,501,903	38%	\$ 590,658,030	-8%	\$ 541,587,490	-13%	\$ 468,610,584	29%	\$ 605,639,997

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

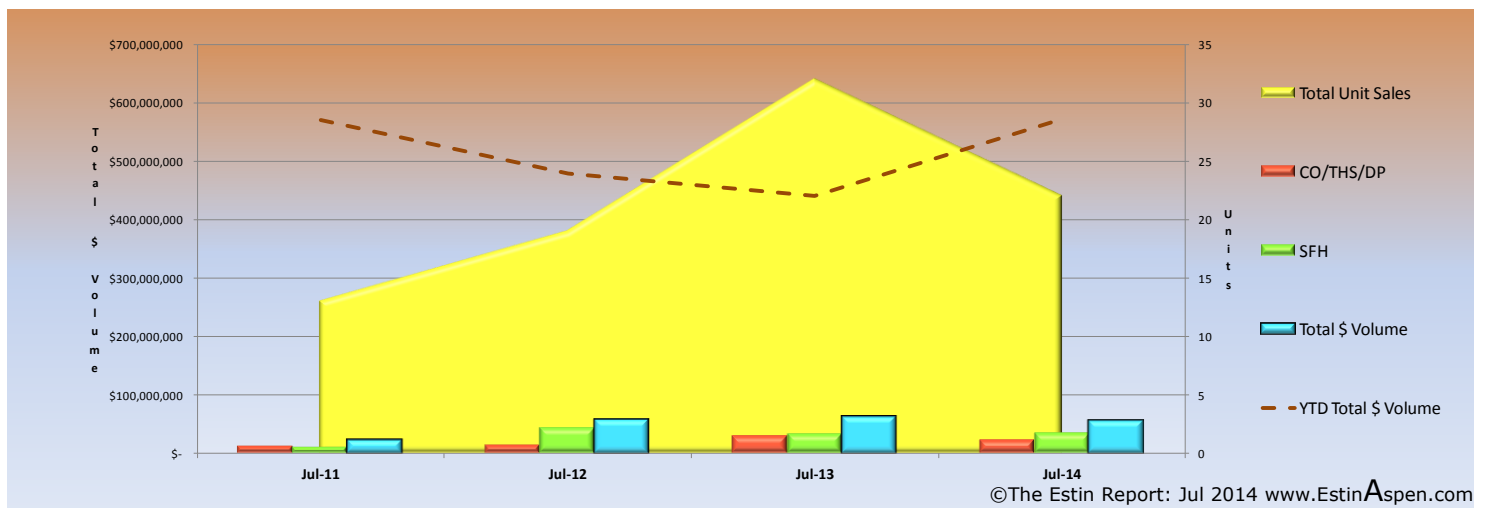
Month	2008	% Change	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014
January	21	-67%	7	71%	12	50%	18	56%	28	7%	30	-43%	17
February	28	-50%	14	-21%	11	109%	23	-35%	15	20%	18	100%	36
March	13	-38%	8	200%	24	50%	36	-42%	21	105%	43	-12%	38
April	26	-42%	15	13%	17	100%	34	-3%	33	9%	36	36%	49
May	30	-53%	14	36%	19	21%	23	17%	27	59%	43	0%	43
June	29	-45%	16	6%	17	71%	29	14%	33	-6%	31	-10%	28
July	17	-12%	15	20%	18	-6%	17	18%	20	85%	37	-38%	23
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	-46%	234
YTD Total	164	-46%	89	33%	118	53%	180	-2%	177	34%	238	-2%	234

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# Estin Report: Total Aspen Snowmass Village Monthly Sales July 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 July 1, 2014 through July 31, 2014, all other data points represent the corresponding month.

	Jul-11	% Chg	Jul-12	% Chg	Jul-13	% Chg	Jul-14	% Chg	Jun-14	% Chg	Jun-13
<b>Single Family Homes</b>											
Unit Sales	3	133%	7	43%	10	-10%	9	-11%	10	43%	7
YTD Unit Sales	71	-10%	64	6%	68	19%	81	11%	72	24%	58
Monthly \$ Volume	\$ 10,900,000	289%	\$ 42,381,000	-26%	\$ 31,227,000	7%	\$ 33,444,000	-8%	\$ 36,244,000	-37%	\$ 57,732,500
YTD \$ Volume	\$ 415,619,000	-16%	\$ 348,463,439	-23%	\$ 267,021,326	32%	\$ 352,427,517	9%	\$ 318,983,517	35%	\$ 235,794,326
Listing Inventory	428	-10%	386	-9%	350	-9%	319	3%	309	-9%	339
<b>Condos / Townhomes</b>											
Unit Sales	10	20%	12	83%	22	-41%	13	-15%	15	-35%	23
YTD Unit Sales	96	-4%	92	66%	153	-12%	135	10%	122	-7%	131
Monthly \$ Volume	\$ 12,473,048	14%	\$ 14,169,000	107%	\$ 29,326,000	-26%	\$ 21,600,000	21%	\$ 17,087,950	-29%	\$ 24,070,550
YTD \$ Volume	\$ 154,584,530	-15%	\$ 130,873,385	33%	\$ 173,989,258	26%	\$ 219,880,480	10%	\$ 198,280,480	37%	\$ 144,663,258
Listing Inventory	439	-1%	435	-9%	397	-8%	367	1%	362	-9%	396
<b>Vacant Land</b>											
Unit Sales	4	-75%	1	400%	5	-80%	1	-67%	3	200%	1
YTD Unit Sales	13	62%	21	-19%	17	6%	18	6%	17	42%	12
Monthly \$ Volume	\$ 5,478,500	2%	\$ 5,575,000	27%	\$ 7,095,000	-88%	\$ 830,000	-78%	\$ 3,702,000	363%	\$ 800,000
YTD \$ Volume	\$ 20,454,500	204%	\$ 62,250,666	-56%	\$ 27,600,000	21%	\$ 33,332,000	3%	\$ 32,502,000	59%	\$ 20,505,000
Listing Inventory	160	-13%	139	-4%	133	-25%	100	1%	99	-25%	132
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	17	18%	20	85%	37	-38%	23	-22%	28	-10%	31
YTD Unit Sales	180	-2%	177	34%	238	-2%	234	10%	211	5%	201
Total Monthly \$ Volume	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-17%	\$ 55,874,000	-2%	\$ 57,033,950	-31%	\$ 82,603,050
Total YTD \$ Volume	\$ 590,658,030	-8%	\$ 541,587,490	-13%	\$ 468,610,584	29%	\$ 605,639,997	9%	\$ 549,765,997	37%	\$ 400,962,584
Listing Inventory	1027	-7%	960	-8%	880	-11%	786	2%	770	-11%	867

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

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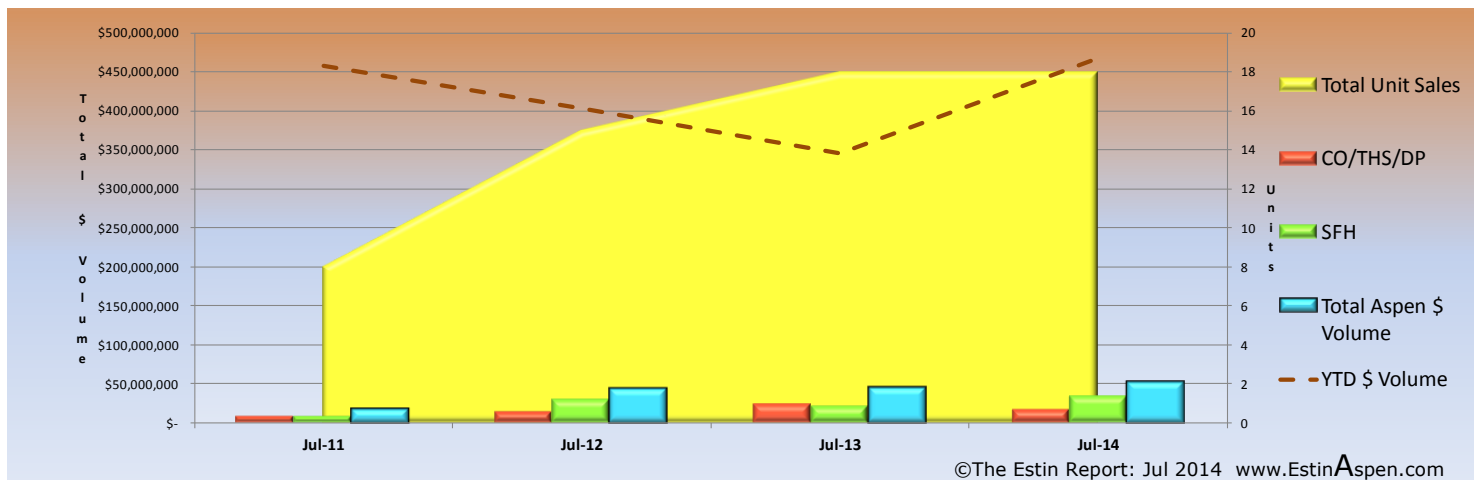
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# Estin Report: Aspen\* Monthly Sales Activity July 2014

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

	Jul-11	% Chg	Jul-12	% Chg	Jul-13	% Chg	Jul-14	% Chg	Jun-14	% Chg	Jun-13
<b>Single Family Homes</b>											
Unit Sales	2	100%	4	50%	6	50%	9	22%	7	17%	6
YTD Unit Sales	55	-11%	49	4%	51	20%	61	15%	52	16%	45
Monthly \$ Volume	\$ 8,700,000	234%	\$ 29,074,500	-30%	\$ 20,419,000	64%	\$ 33,444,000	7%	\$ 30,955,000	-45%	\$ 56,582,500
YTD \$ Volume	\$ 337,449,000	-12%	\$ 298,381,432	-23%	\$ 230,163,326	32%	\$ 304,769,517	11%	\$ 271,325,517	29%	\$ 209,744,326
Listing Inventory	331	-11%	293	-7%	272	-11%	243	2%	239	-10%	267
<b>Condos / Townhomes</b>											
Unit Sales	6	83%	11	9%	12	-25%	9	67%	3	-73%	11
YTD Unit Sales	60	7%	64	16%	74	1%	75	12%	66	6%	62
Monthly \$ Volume	\$ 8,688,048	54%	\$ 13,344,000	75%	\$ 23,367,500	-28%	\$ 16,730,000	66%	\$ 5,612,500	-64%	\$ 15,466,000
YTD \$ Volume	\$ 120,798,704	-13%	\$ 104,881,425	10%	\$ 114,876,050	41%	\$ 162,090,975	10%	\$ 145,360,975	59%	\$ 91,508,550
Listing Inventory	268	-3%	260	-17%	217	-6%	203	0%	204	-6%	217
<b>Vacant Land</b>											
Unit Sales	3	-67%	1	100%	2	-100%	0		2	100%	1
YTD Unit Sales	11	64%	18	-28%	13	-23%	10	0%	10	-9%	11
Monthly \$ Volume	\$ 4,878,500	14%	\$ 5,575,000	-48%	\$ 2,900,000	-100%	\$ -		\$ 2,651,000	231%	\$ 800,000
YTD \$ Volume	\$ 18,539,500	190%	\$ 53,750,666	-58%	\$ 22,830,000	-10%	\$ 20,516,000	0%	\$ 20,516,000	3%	\$ 19,930,000
Listing Inventory	132	-16%	111	-3%	108	-28%	78	-1%	79	-26%	107
<b>Total Aspen Market</b>											
YTD Unit Sales	11	45%	16	25%	20	-10%	18	33%	12	-33%	18
YTD Unit Sales	126	4%	131	5%	138	6%	146	12%	128	8%	118
Total Monthly \$ Volume	\$ 22,266,548	116%	\$ 47,993,500	-3%	\$ 46,686,500	7%	\$ 50,174,000	22%	\$ 39,218,500	-46%	\$ 72,848,500
Total YTD \$ Volume	\$ 476,787,204	-4%	\$ 457,013,523	-20%	\$ 367,869,376	32%	\$ 487,376,492	10%	\$ 437,202,492	36%	\$ 321,182,876
Listing Inventory	731	-9%	664	-10%	597	-12%	524	0%	522	-12%	591

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

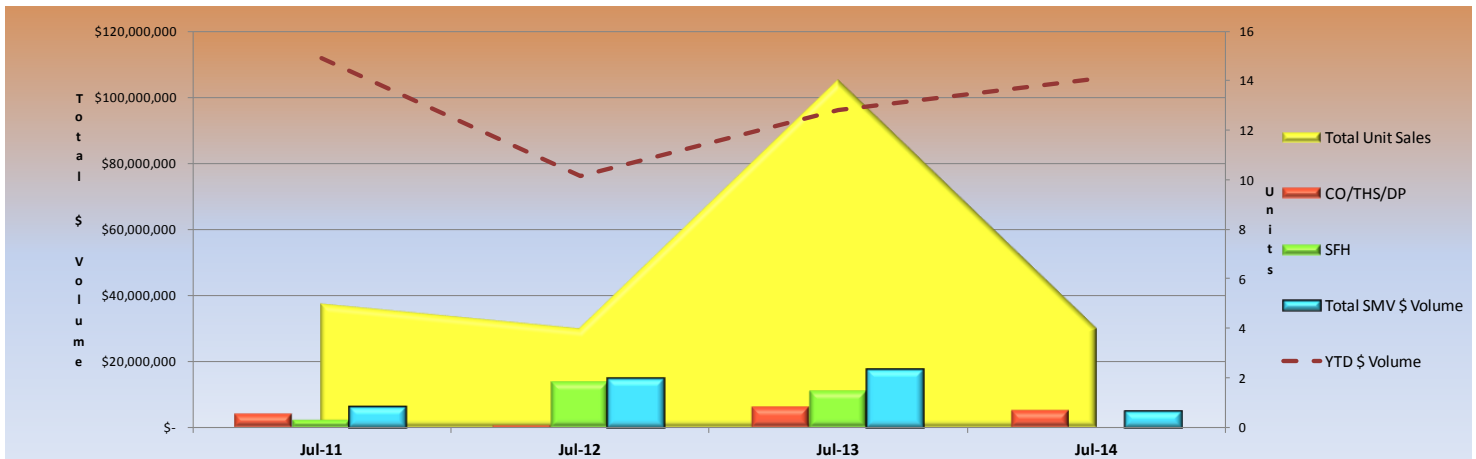
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<b>Single Family Homes</b>											
Unit Sales	1	200%	3	33%	4	-100%	0		3	200%	1
YTD Unit Sales	16	-6%	15	13%	17	18%	20	0%	20	54%	13
Monthly \$ Volume	\$ 2,200,000	505%	\$ 13,306,500	-19%	\$ 10,808,000	-100%	\$ -		\$ 5,289,000	360%	\$ 1,150,000
YTD \$ Volume	\$ 78,170,000	-36%	\$ 50,082,007	-26%	\$ 36,858,000	29%	\$ 47,658,000	0%	\$ 47,658,000	83%	\$ 26,050,000
Listing Inventory	97	-4%	93	-16%	78	-3%	76	8%	70	-3%	72
<b>Condos / Townhomes</b>											
Unit Sales	4	-75%	1	900%	10	-60%	4	-200%	12	0%	12
YTD Unit Sales	36	-22%	28	182%	79	-24%	60	-7%	56	-19%	69
Monthly \$ Volume	\$ 3,785,000	-78%	\$ 825,000	622%	\$ 5,958,500	-18%	\$ 4,870,000	-136%	\$ 11,475,450	33%	\$ 8,604,550
YTD \$ Volume	\$ 33,785,826	-23%	\$ 25,991,960	127%	\$ 59,113,208	-2%	\$ 57,789,505	8%	\$ 52,919,505	0%	\$ 53,154,708
Listing Inventory	171	2%	175	3%	180	-9%	164	4%	158	-12%	179
<b>Vacant Land</b>											
Unit Sales	1	-100%	0		3	-67%	1	0%	1		0
YTD Unit Sales	2	50%	3	33%	4	100%	8	-13%	7	600%	1
Monthly \$ Volume	\$ 600,000	-100%	\$ -		\$ 4,195,000	-80%	\$ 830,000	-27%	\$ 1,051,000		\$ -
YTD \$ Volume	\$ 1,915,000	344%	\$ 8,500,000	-44%	\$ 4,770,000	169%	\$ 12,816,000	6%	\$ 11,986,000	1985%	\$ 575,000
Listing Inventory	28	0%	28	-11%	25	-12%	22	9%	20	-20%	25
<b>Total Snowmass Village Market</b>											
Total Unit Sales	6	-33%	4	325%	17	-71%	5	220%	16	23%	13
YTD Unit Sales	54	-15%	46	117%	100	-12%	88	-6%	83	0%	83
Total Monthly \$ Vol	\$ 6,585,000	115%	\$ 14,131,500	48%	\$ 20,961,500	-73%	\$ 5,700,000	-213%	\$ 17,815,450	83%	\$ 9,754,550
Total YTD \$ Volume	\$ 113,870,826	-26%	\$ 84,573,967	19%	\$ 100,741,208	17%	\$ 118,263,505	5%	\$ 112,563,505	41%	\$ 79,779,708
Listing Inventory	296	0%	296	-4%	283	-7%	262	5%	248	-10%	276

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

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# The Estin Report

Aspen Real Estate Intelligence

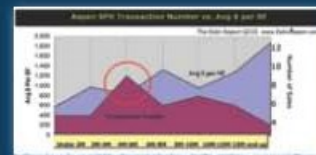


## The Estin Report

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

[www.EstinAspen.com](http://www.EstinAspen.com)



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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.

Aspen  
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*Artfully uniting extraordinary homes with extraordinary lives.*