

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

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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 along with comparisons to prior periods. 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 sales information widely published in a timely and consistent manner early each month.

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

Total Aspen Snowmass Market	Dec-13	% Change	Dec-14
Monthly Unit Sales:	30	30%	39
Year-to-Date Unit Sales:	432	4%	451
Monthly Dollar Volume:	\$ 63,711,300	72%	\$ 109,516,500
Year-to-Date Dollar Volume:	\$ 1,004,405,236	28%	\$ 1,285,420,623
Listing Inventory:	792	-17%	659
<b>Aspen Market</b>			
Monthly Unit Sales:	20	45%	29
Year-to-Date Unit Sales:	276	13%	312
Monthly Dollar Volume:	\$ 45,013,500	111%	\$ 95,039,000
Year-to-Date Dollar Volume:	\$ 792,507,828	36%	\$ 1,078,929,906
Listing Inventory:	506	-21%	398
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	10	0%	10
Year-to-Date Unit Sales:	156	-11%	139
Monthly Dollar Volume:	\$ 18,697,800	-23%	\$ 14,477,500
Year-to-Date Dollar Volume:	\$ 211,897,408	-3%	\$ 206,490,718
Listing Inventory:	286	-9%	261

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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: December 2014 Market Snapshot Aspen Snowmass Real Estate

## December 2014 Market Stats for Aspen Only

### Aspen condo sales December 2014

- Unit Sales: +0% from (13) in December '13 to (13) in December '14
- Dollar Sales: +46% from \$25M in December '13 to \$37M in December '14

### Aspen condo sales YTD 2014

- Unit Sales: +6% from (147) in December '13 to (156) in December '14
- Dollar Sales: +33% from \$252M in December '13 to \$334M in December '14

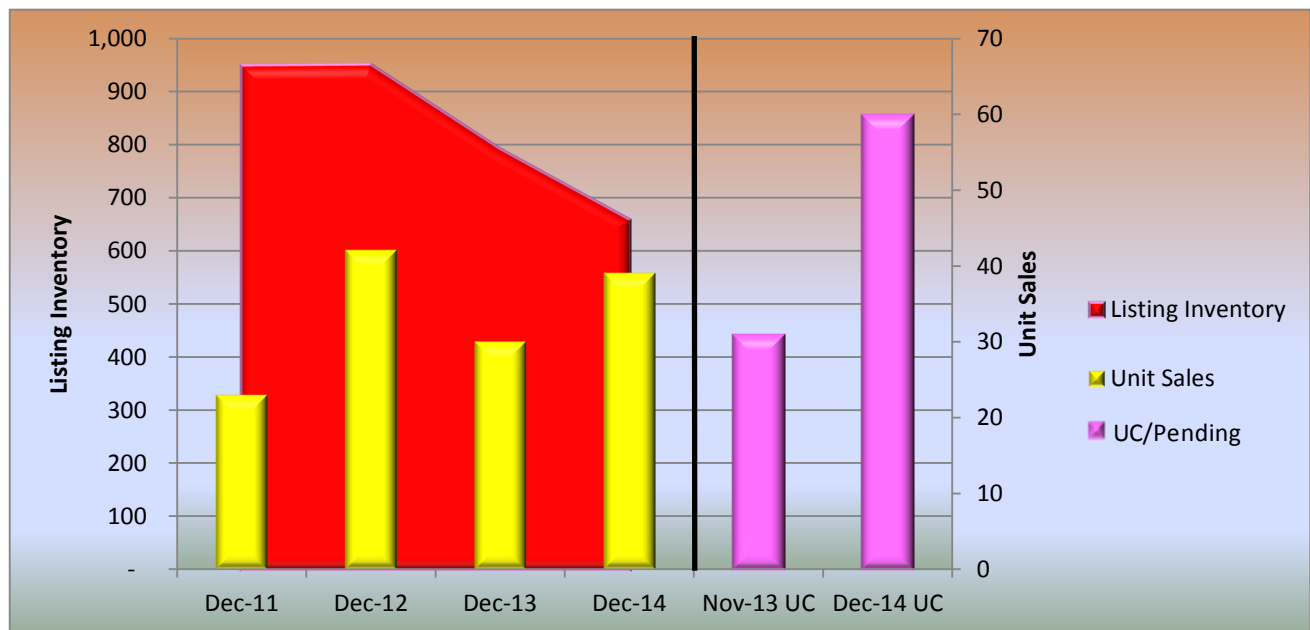
### Aspen Single family home sales December 2014

- Unit sales: +71% from (7) in December '13 to (12) in December '14.
- Dollar Sales: +169% from \$20M in December '13 to \$53M in December '14

### Aspen Single family home sales YTD 2014

- Unit sales: +24% from (105) in December '13 to (130) in December '14.
- Dollar Sales: +41% from \$488M in December '13 to \$689M in December '14

## December 2014 Aspen Snowmass Market Inventory and Sales



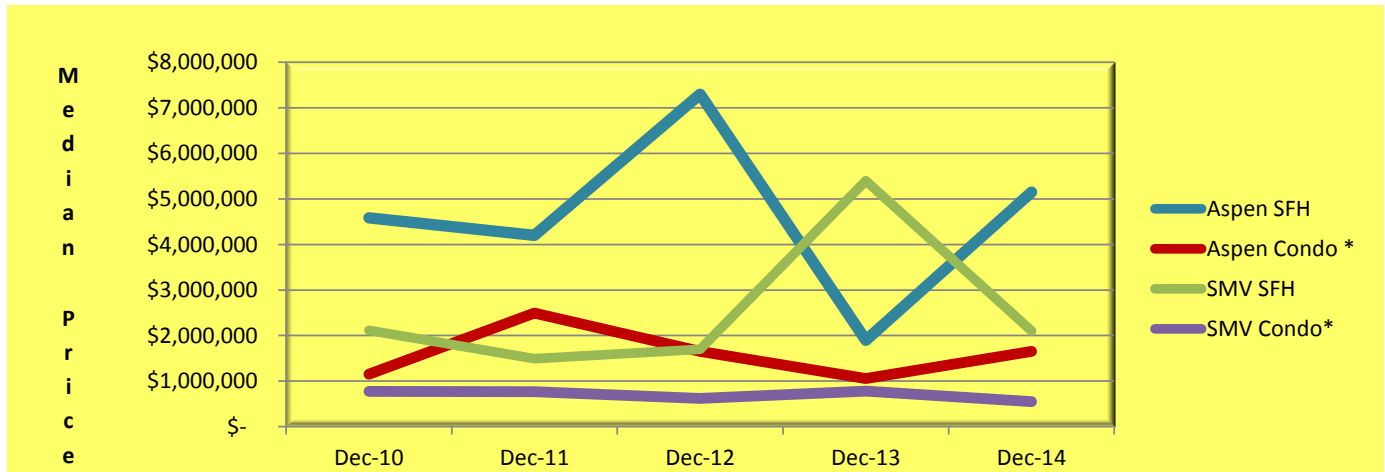
	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	Dec-14 UC	% Chg	Dec-13 UC
<b>Total Aspen Snowmass Market</b>										
Unit Sales	23	83%	42	-29%	30	30%	39	60	94%	31
Listing Inventory	949	0%	951	-17%	792	-17%	659			

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NOTE: \*UC — Under Contract represents the number of units that went under contract in December 2014

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 (SMV), Woody Creek (WC) and Old Snowmass (OSM). 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.

## December 2014 Aspen and Snowmass Median Prices

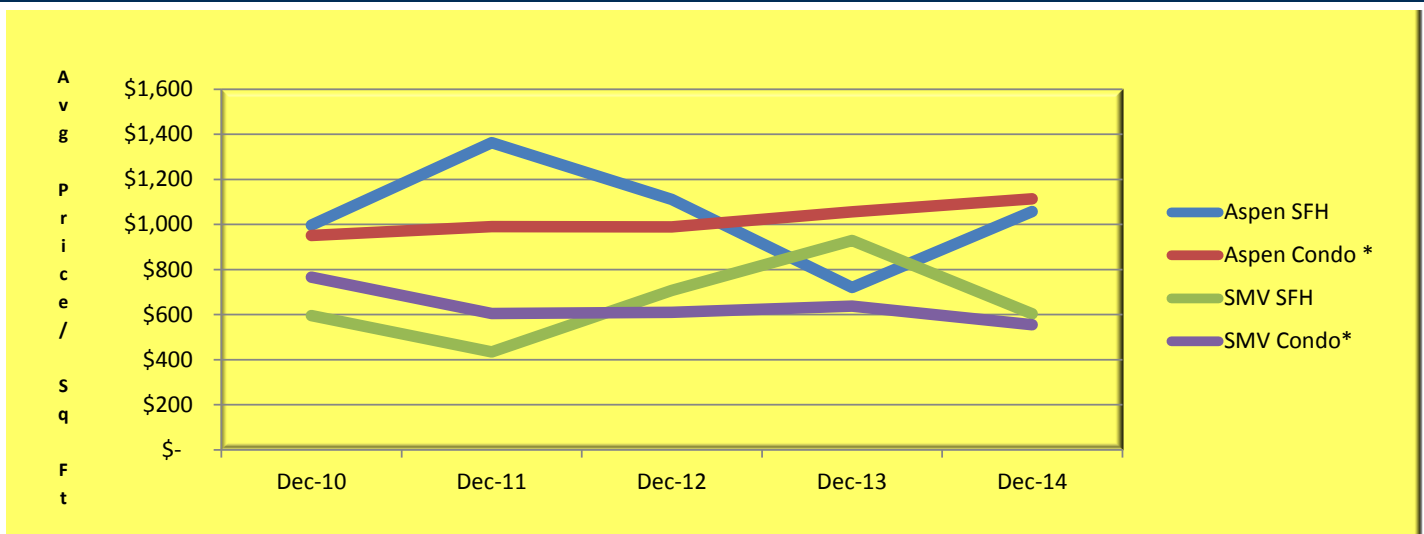


Median Price	Dec-10	Dec-11	Dec-12	Dec-13	Dec-14
Aspen SFH	\$ 4,587,500	\$ 4,200,000	\$ 7,300,000	\$ 1,900,000	\$ 5,150,000
Aspen Condo *	\$ 1,150,000	\$ 2,495,000	\$ 1,650,000	\$ 1,055,000	\$ 1,650,000
SMV SFH	\$ 2,112,500	\$ 1,493,750	\$ 1,700,000	\$ 5,403,000	\$ 2,100,000
SMV Condo*	\$ 772,500	\$ 765,000	\$ 620,000	\$ 777,275	\$ 550,000

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

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## December 2014 Avg \$/Sq Ft for Aspen and Snowmass Village

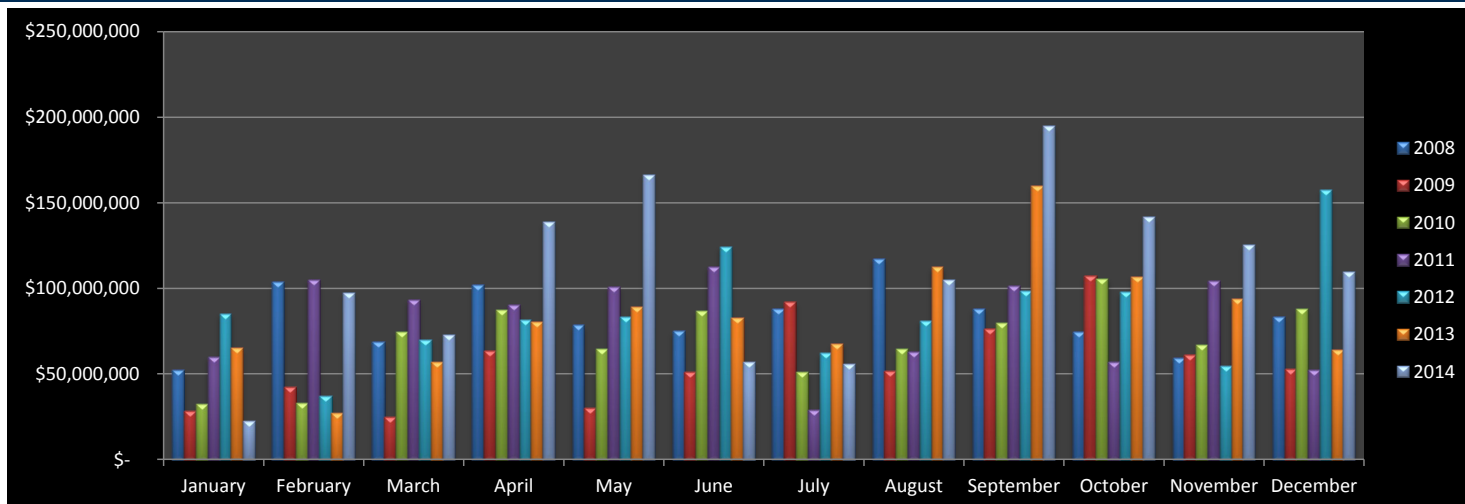


\$/Sq Ft	Dec-10	Dec-11	Dec-12	Dec-13	Dec-14
Aspen SFH	\$ 997	\$ 1,362	\$ 1,111	\$ 720	\$ 1,057
Aspen Condo *	\$ 951	\$ 990	\$ 989	\$ 1,056	\$ 1,114
SMV SFH	\$ 596	\$ 435	\$ 708	\$ 929	\$ 604
SMV Condo*	\$ 766	\$ 605	\$ 610	\$ 638	\$ 555

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

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



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## Estin Report: Total Aspen\* Snowmass Market December 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	42%	\$ 85,010,011	-24%	\$ 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	262%	\$ 97,470,275
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	-7%	\$ 104,758,713
September	\$ 88,001,433	-13%	\$ 76,332,500	4%	\$ 79,570,000	27%	\$ 101,429,000	-3%	\$ 98,428,020	62%	\$ 159,732,802	22%	\$ 194,525,710
October	\$ 74,269,175	44%	\$ 107,284,389	-1%	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	9%	\$ 106,575,600	33%	\$ 141,413,500
November	\$ 59,149,985	3%	\$ 60,731,782	10%	\$ 66,703,500	56%	\$ 104,057,000	-48%	\$ 54,515,000	72%	\$ 93,603,600	34%	\$ 124,966,204
<b>December</b>	<b>\$ 83,180,195</b>	<b>-36%</b>	<b>\$ 52,959,000</b>	<b>66%</b>	<b>\$ 88,060,750</b>	<b>-41%</b>	<b>\$ 52,167,500</b>	<b>202%</b>	<b>\$ 157,378,550</b>	<b>-60%</b>	<b>\$ 63,711,300</b>	<b>72%</b>	<b>\$ 109,516,500</b>
<b>Annual Totals</b>	<b>\$ 989,126,401</b>	<b>-31%</b>	<b>\$ 680,776,727</b>	<b>23%</b>	<b>\$ 833,954,653</b>	<b>16%</b>	<b>\$ 967,348,863</b>	<b>7%</b>	<b>\$ 1,031,454,039</b>	<b>-3%</b>	<b>\$ 1,004,405,236</b>	<b>28%</b>	<b>\$ 1,285,420,623</b>
<b>YTD Total</b>	<b>\$ 989,126,401</b>	<b>-31%</b>	<b>\$ 680,776,727</b>	<b>23%</b>	<b>\$ 833,954,653</b>	<b>16%</b>	<b>\$ 967,348,863</b>	<b>7%</b>	<b>\$ 1,031,454,039</b>	<b>-3%</b>	<b>\$ 1,004,405,236</b>	<b>28%</b>	<b>\$ 1,285,420,623</b>

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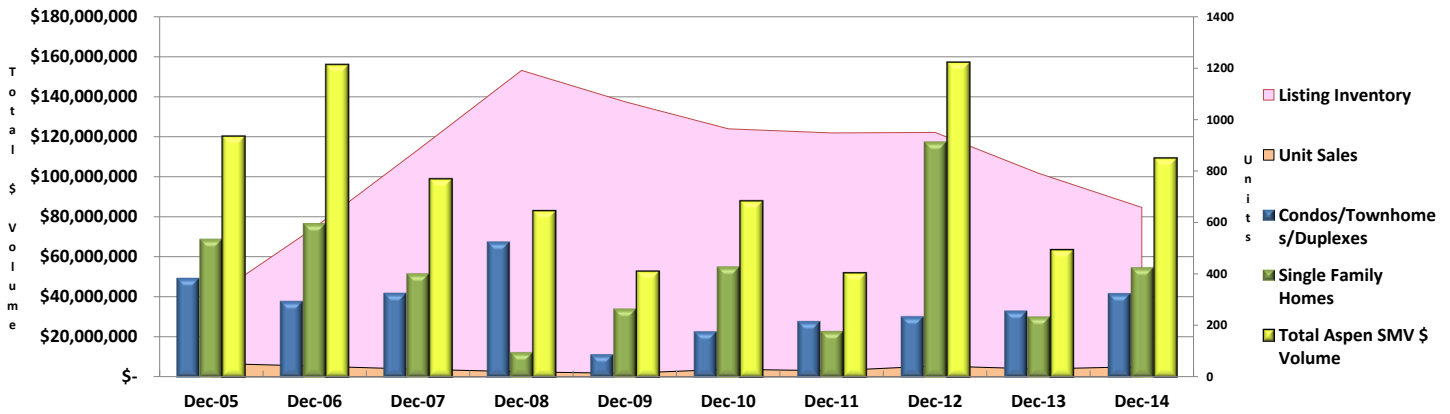
## Estin Report: Total Aspen\* Snowmass Market December 2014 Unit Sales

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	106%	37
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	8%	42
September	28	-21%	22	27%	28	11%	31	13%	35	46%	51	-2%	50
October	29	7%	31	-16%	26	0%	26	15%	30	30%	39	28%	50
November	34	-35%	22	-14%	19	32%	25	16%	29	21%	35	0%	35
<b>December</b>	<b>19</b>	<b>-32%</b>	<b>13</b>	<b>123%</b>	<b>29</b>	<b>-21%</b>	<b>23</b>	<b>83%</b>	<b>42</b>	<b>-29%</b>	<b>30</b>	<b>30%</b>	<b>39</b>
<b>Annual Totals</b>	<b>309</b>	<b>-38%</b>	<b>193</b>	<b>26%</b>	<b>244</b>	<b>27%</b>	<b>310</b>	<b>10%</b>	<b>340</b>	<b>27%</b>	<b>432</b>	<b>4%</b>	<b>451</b>
<b>YTD Total</b>	<b>309</b>	<b>-38%</b>	<b>193</b>	<b>26%</b>	<b>244</b>	<b>27%</b>	<b>310</b>	<b>10%</b>	<b>340</b>	<b>27%</b>	<b>432</b>	<b>4%</b>	<b>451</b>

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

## DEC ASPEN & SNOWMASS VILLAGE SALES COMPARISONS



	Dec-05	% Chg	Dec-06	%	Dec-07	%	Dec-08	%	Dec-09	% Chg	Dec-10	%	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14
SFH	\$ 69,040,820	11%	\$ 76,862,275	-32%	\$ 51,900,000	-75%	\$ 12,775,000	169%	\$ 34,395,000	61%	\$ 55,363,000	-58%	\$ 23,237,500	405%	\$ 117,390,000	-74%	\$ 30,431,000	81%	\$ 54,954,000
CO/THS	\$ 49,451,500	-23%	\$ 38,026,000	11%	\$ 42,039,995	60%	\$ 67,430,195	-83%	\$ 11,689,000	97%	\$ 22,997,750	22%	\$ 28,085,000	8%	\$ 30,438,550	9%	\$ 33,280,300	26%	\$ 41,862,500
Land	\$ 1,925,000	2048%	\$ 41,350,000	-88%	\$ 5,125,000	-42%	\$ 2,975,000	131%	\$ 6,875,000	41%	\$ 9,700,000	-91%	\$ 845,000	1030%	\$ 9,550,000	-100%	\$ -		\$ 12,700,000
<b>Total \$ Sales</b>	<b>\$ 120,417,320</b>	<b>30%</b>	<b>\$ 156,238,275</b>	<b>-37%</b>	<b>\$ 99,064,995</b>	<b>-16%</b>	<b>\$ 83,180,195</b>	<b>-36%</b>	<b>\$ 52,959,000</b>	<b>66%</b>	<b>\$ 88,060,750</b>	<b>-41%</b>	<b>\$ 52,167,500</b>	<b>202%</b>	<b>\$ 157,378,550</b>	<b>-60%</b>	<b>\$ 63,711,300</b>	<b>72%</b>	<b>\$ 109,516,500</b>
Unit Sales	52	-21%	41	-29%	29	-34%	19	-32%	13	123%	29	-21%	23	83%	42	-29%	30	30%	39
Listing Inv.	308	89%	581	52%	884	35%	1,192	-10%	1,070	-10%	965	-2%	949	0%	951	-17%	792	-17%	659

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	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Nov-14	% Chg	Nov-13
<b>Single Family Homes</b>											
Unit Sales	7	143%	17	-47%	9	44%	13	-8%	14	-7%	15
YTD Unit Sales	123	6%	130	4%	135	24%	167	8%	154	22%	126
Monthly \$ Sales	\$ 23,237,500	405%	\$ 117,390,000	-74%	\$ 30,431,000	81%	\$ 54,954,000	-39%	\$ 76,153,704	23%	\$ 61,947,500
YTD \$ Sales	\$ 662,265,000	6%	\$ 702,612,939	-14%	\$ 603,700,426	31%	\$ 788,376,490	7%	\$ 733,422,490	28%	\$ 573,269,426
Listing Inventory	363	-4%	349	-15%	297	-12%	260	0%	260	-13%	300
<b>Condos / Townhomes</b>											
Unit Sales	15	47%	22	-5%	21	-5%	20	20%	16	0%	16
YTD Unit Sales	165	7%	177	50%	265	-10%	239	8%	219	-10%	244
Monthly \$ Sales	\$ 28,085,000	8%	\$ 30,438,550	9%	\$ 33,280,300	26%	\$ 41,862,500	-2%	\$ 42,777,500	91%	\$ 22,431,100
YTD \$ Sales	\$ 271,319,363	-11%	\$ 240,600,434	41%	\$ 338,809,310	21%	\$ 410,328,543	10%	\$ 368,466,043	21%	\$ 305,529,010
Listing Inventory	447	5%	471	-17%	392	-18%	320	0%	320	-17%	385
<b>Vacant Land</b>											
Unit Sales	1	200%	3	-100%	0		6	20%	5	25%	4
YTD Unit Sales	22	50%	33	-3%	32	41%	45	15%	39	22%	32
Monthly \$ Sales	\$ 845,000	1030%	\$ 9,550,000	-100%	\$ -		\$ 12,700,000	110%	\$ 6,035,000	-35%	\$ 9,225,000
YTD \$ Sales	\$ 33,764,500	161%	\$ 88,240,666	-30%	\$ 61,895,500	40%	\$ 86,715,590	17%	\$ 74,015,590	20%	\$ 61,895,500
Listing Inventory	139	-6%	131	-21%	103	-23%	79	0%	79	-31%	115
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	23	83%	42	-29%	30	30%	39	10%	35	0%	35
YTD Unit Sales	310	10%	340	27%	432	4%	451	9%	412	2%	402
Total Monthly \$ Sales	\$ 52,167,500	202%	\$ 157,378,550	-60%	\$ 63,711,300	72%	\$ 109,516,500	-14%	\$ 124,966,204	34%	\$ 93,603,600
Total YTD \$ Sales	\$ 967,348,863	7%	\$ 1,031,454,039	-3%	\$ 1,004,405,236	28%	\$ 1,285,420,623	9%	\$ 1,175,904,123	25%	\$ 940,693,936
Listing Inventory	949	0%	951	-17%	792	-17%	659	0%	659	-18%	800

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

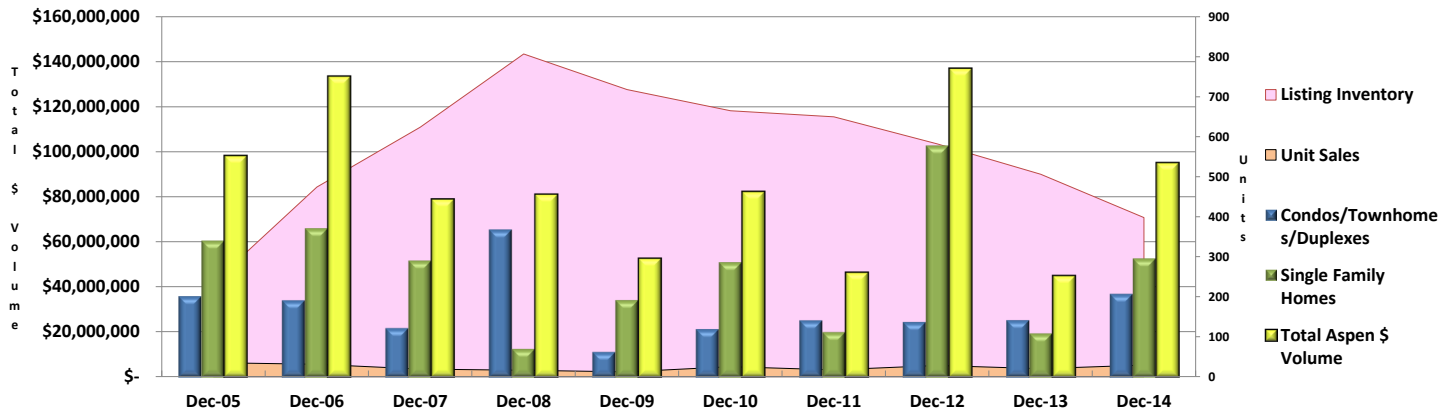
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# Estin Report: Aspen\* Monthly Sales Activity December 2014

## DEC ASPEN SALES COMPARISONS

Bars



	Dec-05	% Chg	Dec-06	%	Dec-07	%	Dec-08	%	Dec-09	% Chg	Dec-10	%	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14
SFH	\$ 60,690,820	9%	\$ 66,149,000	-22%	\$ 51,900,000	-75%	\$ 12,775,000	169%	\$ 34,395,000	49%	\$ 51,138,000	-60%	\$ 20,250,000	408%	\$ 102,775,000	-81%	\$ 19,625,000	169%	\$ 52,854,000
CO/THS	\$ 36,007,500	-5%	\$ 34,164,500	-36%	\$ 21,890,000	199%	\$ 65,343,925	-83%	\$ 11,400,000	88%	\$ 21,452,750	18%	\$ 25,360,000	-3%	\$ 24,563,000	3%	\$ 25,388,500	46%	\$ 36,985,000
Land	\$ 1,500,000	2103%	\$ 33,050,000	-84%	\$ 5,125,000	-42%	\$ 2,975,000	131%	\$ 6,875,000	41%	\$ 9,700,000	-91%	\$ 845,000	1030%	\$ 9,550,000	-100%	\$ -		\$ 5,200,000
<b>Total \$ Sales</b>	<b>\$ 98,198,320</b>	<b>36%</b>	<b>\$ 133,363,500</b>	<b>-41%</b>	<b>\$ 78,915,000</b>	<b>3%</b>	<b>\$ 81,093,925</b>	<b>-35%</b>	<b>\$ 52,670,000</b>	<b>56%</b>	<b>\$ 82,290,750</b>	<b>-44%</b>	<b>\$ 46,455,000</b>	<b>195%</b>	<b>\$ 136,888,000</b>	<b>-67%</b>	<b>\$ 45,013,500</b>	<b>111%</b>	<b>\$ 95,039,000</b>
Unit Sales	35	-11%	31	-39%	19	-16%	16	-25%	12	108%	25	-32%	17	65%	28	-29%	20	45%	29
Listing Inv.	235	102%	474	32%	624	29%	807	-11%	718	-7%	665	-2%	650	-10%	582	-13%	506	-21%	398

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	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Nov-14	% Chg	Nov-13
<b>Single Family Homes</b>											
Unit Sales	5	140%	12	-42%	7	71%	12	17%	10	-9%	11
YTD Unit Sales	98	6%	104	1%	105	24%	130	9%	118	20%	98
Monthly \$ Sales	\$ 20,250,000	408%	\$ 102,775,000	-81%	\$ 19,625,000	169%	\$ 52,854,000	-18%	\$ 62,538,704	16%	\$ 54,090,000
YTD \$ Sales	\$ 556,803,500	13%	\$ 627,528,432	-22%	\$ 488,348,426	41%	\$ 688,563,490	8%	\$ 635,709,490	36%	\$ 468,723,426
Listing Inventory	275	-3%	267	-16%	225	-13%	195	-2%	198	-15%	232
<b>Condos / Townhomes</b>											
Unit Sales	11	18%	13	0%	13	0%	13	-23%	16	78%	9
YTD Unit Sales	109	16%	126	17%	147	6%	156	8%	143	7%	134
Monthly \$ Sales	\$ 25,360,000	-3%	\$ 24,563,000	3%	\$ 25,388,500	46%	\$ 36,985,000	-16%	\$ 42,777,500	133%	\$ 18,393,500
YTD \$ Sales	\$ 219,621,037	-9%	\$ 200,511,924	26%	\$ 251,698,902	33%	\$ 334,376,826	11%	\$ 297,391,826	31%	\$ 226,310,402
Listing Inventory	258	-17%	213	-8%	197	-29%	140	-3%	144	-24%	189
<b>Vacant Land</b>											
Unit Sales	1	200%	3	-100%	0		4	75%	1	-67%	3
YTD Unit Sales	17	76%	30	-20%	24	8%	26	15%	22	-8%	24
Monthly \$ Sales	\$ 845,000	1030%	\$ 9,550,000	-100%	\$ -		\$ 5,200,000	88%	\$ 650,000	-92%	\$ 7,925,000
YTD \$ Sales	\$ 28,589,500	179%	\$ 79,740,666	-34%	\$ 52,460,500	7%	\$ 55,989,590	9%	\$ 50,789,590	-3%	\$ 52,460,500
Listing Inventory	117	-13%	102	-18%	84	-25%	63	-3%	65	-32%	95
<b>Total Aspen Market</b>											
Total Unit Sales	17	65%	28	-29%	20	45%	29	7%	27	17%	23
YTD Unit Sales	224	16%	260	6%	276	13%	312	9%	283	11%	256
Total Monthly \$ Sales	\$ 46,455,000	195%	\$ 136,888,000	-67%	\$ 45,013,500	111%	\$ 95,039,000	-11%	\$ 105,966,204	32%	\$ 80,408,500
Total YTD \$ Sales	\$ 805,014,037	13%	\$ 907,781,022	-13%	\$ 792,507,828	36%	\$ 1,078,929,906	9%	\$ 983,890,906	32%	\$ 747,494,328
Listing Inventory	650	-10%	582	-13%	506	-21%	398	-2%	407	-21%	516

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

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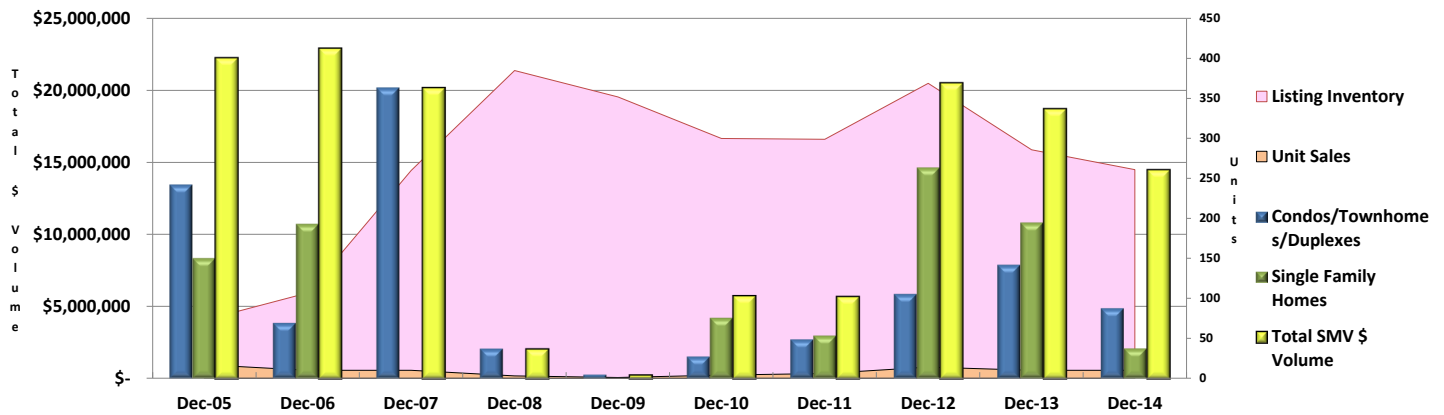
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# Estin Report: Snowmass Village Monthly Sales December 2014

## DEC SNOWMASS VILLAGE SALES COMPARISONS

Bars



	Dec-05	% Chg	Dec-06	% Chg	Dec-07	% Chg	Dec-08	% Chg	Dec-09	% Chg	Dec-10	% Chg	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14
SFH	\$ 8,350,000	28%	\$ 10,713,275	-100%	\$ -	-	\$ -	-	\$ -	-	\$ 4,225,000	-29%	\$ 2,987,500	389%	\$ 14,615,000	-26%	\$ 10,806,000	-81%	\$ 2,100,000
CO/THS	\$ 13,444,000	-71%	\$ 3,861,500	422%	\$ 20,149,995	-90%	\$ 2,086,270	-86%	\$ 289,000	435%	\$ 1,545,000	76%	\$ 2,725,000	116%	\$ 5,875,550	34%	\$ 7,891,800	-38%	\$ 4,877,500
Land	\$ 425,000	1853%	\$ 8,300,000	-100%	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ 7,500,000
<b>Total \$ Sales</b>	<b>\$ 22,219,000</b>	<b>3%</b>	<b>\$ 22,874,775</b>	<b>-12%</b>	<b>\$ 20,149,995</b>	<b>-90%</b>	<b>\$ 2,086,270</b>	<b>-86%</b>	<b>\$ 289,000</b>	<b>1897%</b>	<b>\$ 5,770,000</b>	<b>-1%</b>	<b>\$ 5,712,500</b>	<b>259%</b>	<b>\$ 20,490,550</b>	<b>-9%</b>	<b>\$ 18,697,800</b>	<b>-23%</b>	<b>\$ 14,477,500</b>
Unit	17	-41%	10	0%	10	-70%	3	-67%	1	300%	4	50%	6	133%	14	-29%	10	0%	10
Listing Inv.	73	47%	107	143%	260	48%	385	-9%	352	-15%	300	0%	299	23%	369	-22%	286	-9%	261

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	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Nov-14	% Chg	Nov-13
<b>Single Family Homes</b>											
Unit Sales	2	150%	5	-60%	2	-50%	1	300%	4	0%	4
YTD Unit Sales	25	4%	26	15%	30	23%	37	-3%	36	29%	28
Monthly \$ Sales	\$ 2,987,500	389%	\$ 14,615,000	-26%	\$ 10,806,000	-81%	\$ 2,100,000	-548%	\$ 13,615,000	73%	\$ 7,857,500
YTD \$ Sales	\$ 105,461,500	-29%	\$ 75,084,507	54%	\$ 115,352,000	-13%	\$ 99,813,000	2%	\$ 97,713,000	-7%	\$ 104,546,000
Listing Inventory	88	-7%	82	-12%	72	-10%	65	5%	62	-9%	68
<b>Condos / Townhomes</b>											
Unit Sales	4	125%	9	-11%	8	-13%	7	100%	0	-100%	7
YTD Unit Sales	56	-9%	51	131%	118	-30%	83	-8%	76	-31%	110
Monthly \$ Sales	\$ 2,725,000	116%	\$ 5,875,550	34%	\$ 7,891,800	-38%	\$ 4,877,500	100%	\$ -	-100%	\$ 4,037,600
YTD \$ Sales	\$ 51,698,326	-22%	\$ 40,088,510	117%	\$ 87,110,408	-13%	\$ 75,951,718	6%	\$ 71,074,218	-10%	\$ 79,218,608
Listing Inventory	189	37%	258	-24%	195	-8%	180	2%	176	-10%	196
<b>Vacant Land</b>											
Unit Sales	0	-	0	-	0	-	2	100%	4	300%	1
YTD Unit Sales	5	-40%	3	167%	8	138%	19	-11%	17	113%	8
Monthly \$ Sales	\$ -	-	\$ -	-	\$ -	-	\$ 7,500,000	28%	\$ 5,385,000	314%	\$ 1,300,000
YTD \$ Sales	\$ 5,175,000	64%	\$ 8,500,000	11%	\$ 9,435,000	226%	\$ 30,726,000	24%	\$ 23,226,000	146%	\$ 9,435,000
Listing Inventory	22	32%	29	-34%	19	-16%	16	13%	14	-30%	20
<b>Total Snowmass Village Market</b>											
Total Unit Sales	6	133%	14	-29%	10	0%	10	-20%	8	-33%	12
YTD Unit Sales	86	-7%	80	95%	156	-11%	139	-7%	129	-12%	146
Total Monthly \$ Sales	\$ 5,712,500	259%	\$ 20,490,550	-9%	\$ 18,697,800	-23%	\$ 14,477,500	-31%	\$ 19,000,000	44%	\$ 13,195,100
Total YTD \$ Sales	\$ 162,334,826	-24%	\$ 123,673,017	71%	\$ 211,897,408	-3%	\$ 206,490,718	7%	\$ 192,013,218	-1%	\$ 193,199,608
Listing Inventory	299	23%	369	-22%	286	-9%	261	3%	252	-11%	284

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# The Estin Report

Aspen Real Estate Intelligence

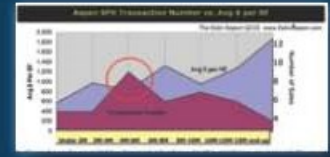


## The Estin Report

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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