Estin Report: February 2015 Market Snapshot Aspen Snowmass Real Estate

Released 3/2/2015 v3

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.

February 2015 Aspen & Snowmass Village Real Estate
Market Activity Summary

Total Aspen Snowmass Market	Feb-14	% Change	Feb-15
Monthly Unit Sales:	33	-39%	20
Year-to-Date Unit Sales:	49	-8%	45
Monthly Dollar Volume:	\$ 90,250,275	-12%	\$ 79,677,000
Year-to-Date Dollar Volume:	\$ 111,932,275	78%	\$ 199,771,567
Listing Inventory:	786	-14%	673
Aspen Market			
Monthly Unit Sales:	19	-16%	16
Year-to-Date Unit Sales:	27	22%	33
Monthly Dollar Volume:	\$ 67,232,375	9%	\$ 73,027,000
Year-to-Date Dollar Volume:	\$ 79,864,375	123%	\$ 178,287,000
Listing Inventory:	493	-19%	398
Snowmass Village Market			
Monthly Unit Sales:	14	-71%	4
Year-to-Date Unit Sales:	22	-45%	12
Monthly Dollar Volume:	\$ 23,017,900	-71%	\$ 6,650,000
Year-to-Date Dollar Volume:	\$ 32,067,900	-33%	\$ 21,484,567
Listing Inventory:	293	-6%	275

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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.

Sotheby's

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Hrtfully uniting extraordinary homes with extraordinary lives.

Estin Report: February 2015 Market Snapshot Aspen Snowmass Real Estate

February 2015 Market Stats for Aspen Only

Aspen condo sales February 2015

- Unit Sales: 0% from (10) in February '14 to (10) in February '15
- Dollar Sales: +55% from \$24M in February '14 to \$38M in February '15

Aspen condo sales YTD 2015

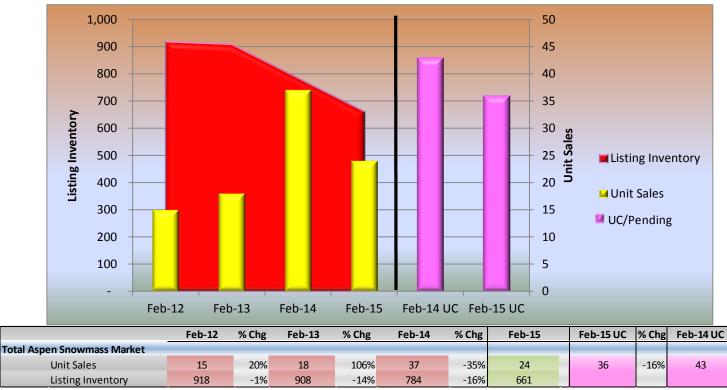
- Unit Sales: +20% from (15) in February '14 to (18) in February '15
- Dollar Sales: +145% from \$29M in February '14 to \$72M in February '15

Aspen Single family home sales February 2015

- Unit Sales: -33% from (9) in February '14 to (6) in February '15
- Dollar Sales: -18% from \$43M in February '14 to \$35M in February '15

Aspen Single family home sales YTD 2015

- Unit Sales: +25% from (12) in February '14 to (15) in February '15
- Dollar Sales: +111% from \$50M in February '14 to \$106M in February '15



February 2015 Aspen Snowmass Market Inventory and Sales

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NOTE: *UC — Under Contract represents the number of units that went under contract in February 2015

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.

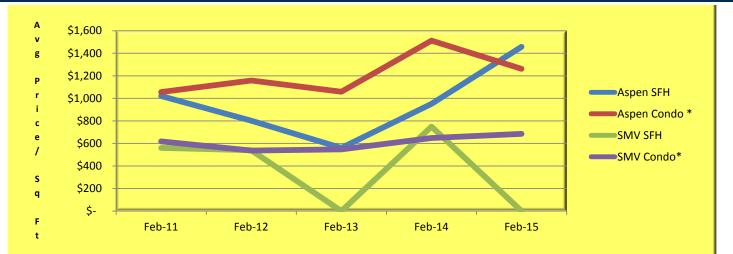




February 2015 Aspen and Snowmass Median Prices

Median Price	Feb-11	Feb-12	Feb-13	Feb-14	Feb-15
Aspen SFH	\$ 5,500,000	\$ 4,000,000	\$ 2,300,000	\$ 3,700,000	\$ 4,425,000
Aspen Condo *	\$ 1,165,000	\$ 1,300,000	\$ 560,000	\$ 2,192,500	\$ 2,612,500
SMV SFH	\$ 1,500,000	\$ 2,300,000		\$ 3,000,000	
SMV Condo*	\$ 700,000	\$ 785,000	\$ 340,625	\$ 392,350	\$ 1,387,500

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



February 2015 Avg \$/Sq Ft for Aspen and Snowmass Village

\$ / Sq Ft	Feb-11	Feb-12	Feb-13	Feb-14	Feb-15
Aspen SFH	\$ 1,020	\$ 801	\$ 561	\$ 951	\$ 1,458
Aspen Condo *	\$ 1,056	\$ 1,158	\$ 1,058	\$ 1,513	\$ 1,262
SMV SFH	\$ 560	\$ 539		\$ 749	
SMV Condo*	\$ 618	\$ 537	\$ 547	\$ 649	\$ 685

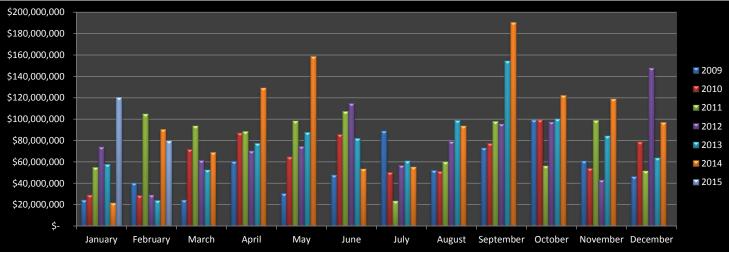
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Estin Report: Total Aspen* Snowmass Market February 2015 & Historical Sales



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Estin Report: Total Aspen* Snowmass Market February 2015 Sales Volume

Month	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015
January	\$ 28,350,394	14%	\$ 32,455,400	84%	\$ 59,780,000	42%	\$ 85,010,011	-24%	\$ 64,960,300	-66%	\$ 22,147,000	475%	\$ 127,244,567
February	\$ 42,165,551	-22%	\$ 33,010,500	218%	\$ 105,029,301	-65%	\$ 37,146,550	-27%	\$ 26,936,382	262%	\$ 97,470,275	-2%	\$ 95,277,000
March	\$ 24,530,000	204%	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867	-100%	\$-
April	\$ 63,608,900	37%	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095	72%	\$ 138,651,300	-100%	\$ -
May	\$ 30,240,000	113%	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	7%	\$ 88,884,098	87%	\$ 166,241,605	-100%	\$ -
June	\$ 50,855,000	70%	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-34%	\$ 82,603,050	-31%	\$ 57,033,950	-100%	\$ -
July	\$ 91,880,711	-44%	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-17%	\$ 55,874,000	-100%	\$-
August	\$ 51,838,500	24%	\$ 64,415,000	-3%	\$ 62,405,000	30%	\$ 80,836,500	39%	\$ 112,171,350	-7%	\$ 104,758,713	-100%	\$ -
September	\$ 76,332,500	4%	\$ 79,570,000	27%	\$ 101,429,000	-3%	\$ 98,428,020	62%	\$ 159,732,802	22%	\$ 194,525,710	-100%	\$-
October	\$ 107,284,389	-1%	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	9%	\$ 106,575,600	33%	\$ 141,413,500	-100%	\$ -
November	\$ 60,731,782	10%	\$ 66,703,500	56%	\$ 104,057,000	-48%	\$ 54,515,000	72%	\$ 93,603,600	34%	\$ 124,966,204	-100%	\$-
December	\$ 52,959,000	66%	\$ 88,060,750	-41%	\$ 52,167,500	202%	\$ 157,378,550	-60%	\$ 63,711,300	72%	\$ 109,516,500	-100%	\$ -
Annual Totals	\$ 680,776,727	23%	\$ 833,954,653	16%	\$ 967,348,863	7%	\$ 1,031,454,039	-3%	\$ 1,004,405,236	28%	\$ 1,285,420,623	-83%	\$ 222,521,567
YTD Total	\$ 70,515,945	-7%	\$ 65,465,900	152%	\$ 164,809,301	-26%	\$ 122,156,561	-25%	\$ 91,896,682	30%	\$ 119,617,275	86%	\$ 222,521,567

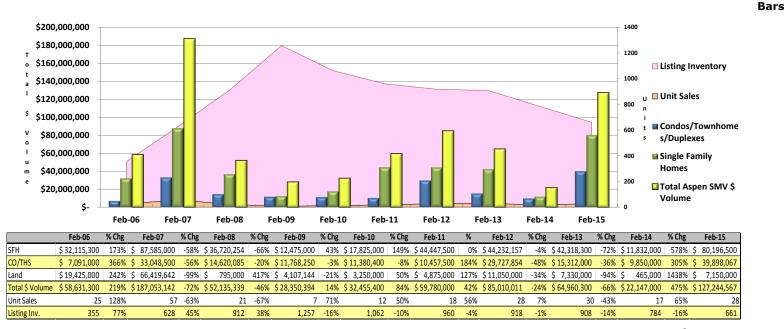
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Estin Report: Total Aspen* Snowmass Market February 2015 Unit Sales

Month	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015
January	7	71%	12	50%	18	56%	28	7%	30	-43%	17	65%	28
February	14	-21%	11	109%	23	-35%	15	20%	18	106%	37	-35%	24
March	8	200%	24	50%	36	-42%	21	105%	43	-12%	38	-100%	0
April	15	13%	17	100%	34	-3%	33	9%	36	36%	49	-100%	0
May	14	36%	19	21%	23	17%	27	59%	43	0%	43	-100%	0
June	16	6%	17	71%	29	14%	33	-6%	31	-10%	28	-100%	0
July	15	20%	18	-6%	17	18%	20	85%	37	-38%	23	-100%	0
August	16	50%	24	4%	25	8%	27	44%	39	8%	42	-100%	0
September	22	27%	28	11%	31	13%	35	46%	51	-2%	50	-100%	0
October	31	-16%	26	0%	26	15%	30	30%	39	28%	50	-100%	0
November	22	-14%	19	32%	25	16%	29	21%	35	0%	35	-100%	0
December	13	123%	29	-21%	23	83%	42	-29%	30	30%	39	-100%	0
Annual Totals	193	26%	244	27%	310	10%	340	27%	432	4%	451	-88%	52
YTD Total	21	10%	23	78%	41	5%	43	12%	48	13%	54	-4%	52

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FEB ASPEN & SNOWMASS VILLAGE SALES COMPARISONS

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	Feb-12	% Chg	Feb-13	% Chg	Feb-14	% Chg	Feb-15	% Chg		Jan-15	% Chg	Jan-14
Single Family Homes												
Unit Sales	2	150%	5	180%	14	-57%	6	-100%		12	200%	4
YTD Unit Sales	12	33%	16	13%	18	0%	18	33%		12	200%	4
Monthly \$ Volume	\$ 6,300,000	66%	\$ 10,442,632	482%	\$ 60,795,000	-42%	\$ 35,200,000	-128%	\$	80,196,500	578%	\$ 11,832,000
YTD \$ Volume	\$ 50,532,157	4%	\$ 52,760,932	38%	\$ 72,627,000	59%	\$ 115,396,500	31%	\$	80,196,500	578%	\$ 11,832,000
Listing Inventory	344	-8%	318	-10%	286	-12%	252	-3%		260	-7%	281
Condos / Townhomes												
Unit Sales	11	0%	11	73%	19	-26%	14	7%		13	8%	12
YTD Unit Sales	26	4%	27	15%	31	-13%	27	52%		13	8%	12
Monthly \$ Volume	\$ 22,996,550	-41%	\$ 13,493,750	118%	\$ 29,455,275	51%	\$ 44,477,000	10%	\$	39,898,067	305%	\$ 9,850,000
YTD \$ Volume	\$ 52,724,404	-45%	\$ 28,805,750	36%	\$ 39,305,275	115%	\$ 84,375,067	53%	\$	39,898,067	305%	\$ 9,850,000
Listing Inventory	448	4%	466	-13%	407	-20%	324	-4%		338	-17%	406
Vacant Land												
Unit Sales	2	0%	2	100%	4	0%	4	33%		3	200%	1
YTD Unit Sales	5	0%	5	0%	5	40%	7	133%		3	200%	1
Monthly \$ Volume	\$ 7,850,000	-62%	\$ 3,000,000	141%	\$ 7,220,000	116%	\$ 15,600,000	118%	\$	7,150,000	1438%	\$ 465,000
YTD \$ Volume	\$ 18,900,000	-45%	\$ 10,330,000	-26%	\$ 7,685,000	196%	\$ 22,750,000	218%	\$	7,150,000	1438%	\$ 465,000
Listing Inventory	126	-2%	124	-27%	91	-7%	85	-4%		89	-10%	99
Total Aspen Snowmass	Market								_			
Total Unit Sales	15	20%	18	106%	37	-35%	24	-17%		28	65%	17
YTD Unit Sales	43	12%	48	13%	54	-4%	52	46%		28	65%	17
Total Monthly \$ Volum	\$ 37,146,550	-27%	\$ 26,936,382	262%	\$ 97,470,275	-2%	\$ 95,277,000	-34%	\$	127,244,567	475%	\$ 22,147,000
Total YTD \$ Volume	\$ 122,156,561	-25%	\$ 91,896,682	30%	\$ 119,617,275	86%	\$ 222,521,567	43%	\$	127,244,567	475%	\$ 22,147,000
Listing Inventory	918	-1%	908	-14%	784	-16%	661	-4%		687	-13%	786

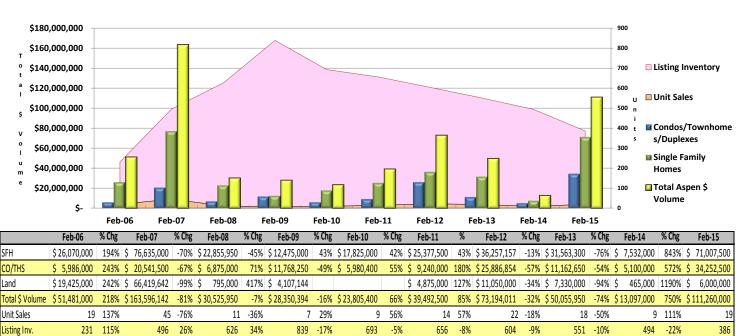
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FEB ASPEN SALES COMPARISONS

	Jan-12	% Chg	Jan-13	% Chg		Jan-14	% Chg		Jan-15	% Chg		Dec-14	% Chg	Dec-13
Single Family Homes	-													
Unit Sales	1	400%	5	80%		9	-33%		6	-50%		9	200%	3
YTD Unit Sales	9	33%	12	0%		12	25%		15	40%		9	200%	3
Monthly \$ Volume	\$ 4,000,000	161%	\$ 10,442,63	32 311%	\$	42,875,000	-18%	\$	35,200,000	-102%	\$	71,007,500	843%	\$ 7,532,00
YTD \$ Volume	\$ 40,257,157	4%	\$ 42,005,93	32 20%	\$	50,407,000	111%	\$	106,207,500	33%	\$	71,007,500	843%	\$ 7,532,00
Listing Inventory	256	-5%	244	-13%		213	-15%		182	-3%		188	-11%	212
Condos / Townhomes					-			-						
Unit Sales	10	-10%	9	11%		10	0%		10	20%		8	60%	5
YTD Unit Sales	21	-19%	17	-12%		15	20%		18	56%		8	60%	5
Monthly \$ Volume	\$ 22,211,550	-42%	\$ 12,812,50	90%	\$	24,357,375	55%	\$	37,827,000	9%	\$	34,252,500	572%	\$ 5,100,00
YTD \$ Volume	\$ 48,098,404	-50%	\$ 23,975,1	23%	\$	29,457,375	145%	\$	72,079,500	52%	\$	34,252,500	572%	\$ 5,100,00
Listing Inventory	246	-15%	210	-2%		205	-33%		138	-7%		147	-27%	200
Vacant Land					-									
Unit Sales	0		2	-50%		1	200%		3	33%		2	100%	1
YTD Unit Sales	3	67%	5	-60%		2	150%		5	60%		2	100%	1
Monthly \$ Volume	\$-		\$ 3,000,00	-33%	\$	2,000,000	608%	\$	14,150,000	58%	\$	6,000,000	1190%	\$ 465,00
YTD \$ Volume	\$ 11,050,000	-7%	\$ 10,330,00	-76%	\$	2,465,000	717%	\$	20,150,000	70%	\$	6,000,000	1190%	\$ 465,00
Listing Inventory	102	-5%	97	-22%		76	-13%		66	-8%		71	-12%	81
Total Aspen Market		_		_	-		_				_		_	
Total Unit Sales	11	45%	16	25%		20	-5%		19	0%		19	111%	9
YTD Unit Sales	33	3%	34	-15%		29	31%		38	50%		19	111%	9
Total Monthly \$ Volum	\$ 26,211,550	0%	\$ 26,255,13	32 164%	\$	69,232,375	26%	\$	87,177,000	-28%	\$	111,260,000	750%	\$ 13,097,00
Total YTD \$ Volume	\$ 99,405,561	-23%	\$ 76,311,08	82 8%	\$	82,329,375	141%	\$	198,437,000	44%	\$	111,260,000	750%	\$ 13,097,00
Listing Inventory	604	-9%	551	-10%		494	-22%		386	-5%		406	-18%	493

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Bars

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

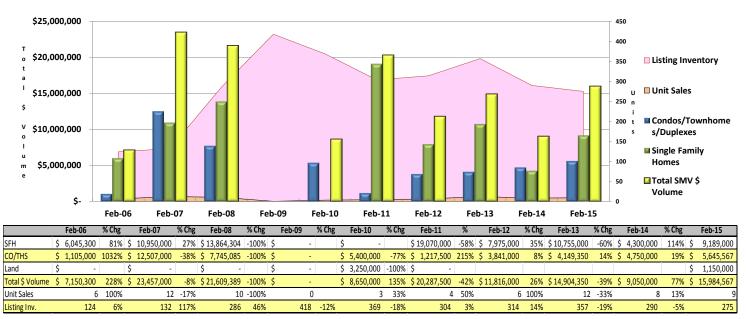
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FEB SNOWMASS VILLAGE SALES COMPARISONS

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



		Feb-12	% Chg	Feb-13	% Chg	Feb-14	% Chg	Feb-15	% Chg	Jan-15	% Chg	Jan-14
Single Family Homes												
Unit Sales		1	-100%	0		5	-100%	0		3	200%	1
YTD Unit Sales		3	33%	4	50%	6	-50%	3	0%	3	200%	1
Monthly \$ Volume	\$	2,300,000	-100%	\$ -		\$ 17,920,000	-100%	\$ -		\$ 9,189,000	114%	\$ 4,300,000
YTD \$ Volume	\$ 1	10,275,000	5%	\$ 10,755,000	107%	\$ 22,220,000	-59%	\$ 9,189,000	0%	\$ 9,189,000	114%	\$ 4,300,000
Listing Inventory		88	-16%	74	-1%	73	-4%	70	-3%	72	4%	69
Condos / Townhomes												
Unit Sales		1	100%	2	350%	9	-56%	4	-25%	5	-29%	7
YTD Unit Sales		5	100%	10	60%	16	-44%	9	-44%	5	-29%	7
Monthly \$ Volume	\$	785,000	-13%	\$ 681,250	648%	\$ 5,097,900	30%	\$ 6,650,000	15%	\$ 5,645,567	19%	\$ 4,750,000
YTD \$ Volume	\$	4,626,000	4%	\$ 4,830,600	104%	\$ 9,847,900	25%	\$ 12,295,567	54%	\$ 5,645,567	19%	\$ 4,750,000
Listing Inventory		202	27%	256	-21%	202	-8%	186	-3%	191	-7%	206
Vacant Land												
Unit Sales		2	-100%	0		3	-67%	1	0%	1	_	0
YTD Unit Sales		2	-100%	0		3	-33%	2	-50%	1		0
Monthly \$ Volume	\$	7,850,000	-100%	\$ -		\$ 5,220,000	-72%	\$ 1,450,000	21%	\$ 1,150,000		\$ -
YTD \$ Volume	\$	7,850,000	-100%	\$ -		\$ 5,220,000	-50%	\$ 2,600,000	56%	\$ 1,150,000		\$ -
Listing Inventory		24	13%	27	-44%	15	27%	19	5%	18	0%	18
Total Snowmass Village	Mark	et										
Total Unit Sales		4	-50%	2	750%	17	-71%	5	80%	9	13%	8
YTD Unit Sales		10	40%	14	79%	25	-44%	14	-36%	9	13%	8
Total Monthly \$ Volum	\$ 1	10,935,000	-94%	\$ 681,250	4045%	\$ 28,237,900	-71%	\$ 8,100,000	-97%	\$ 15,984,567	77%	\$ 9,050,000
Total YTD \$ Volume	\$ 2	2,751,000	-31%	\$ 15,585,600	139%	\$ 37,287,900	-35%	\$ 24,084,567	34%	\$ 15,984,567	77%	\$ 9,050,000
Listing Inventory		314	14%	357	-19%	290	-5%	275	-2%	281	-4%	293

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The Estin Report

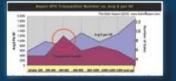
Aspen Real Estate Intelligence



The Estin Report Aspen Snowmass real estate market resource.



Effective Property Marketing



Tim Estin's Blog Weekly Aspen Sales: see what's moving

"Lam 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

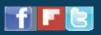
"**Tim Estin** brought both a passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. He found us a property not on the market and his connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb." – FS, Aspen and DC

"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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