

# Estin Report: May 2015 Market Snapshot Aspen Snowmass Real Estate

Released 6/2/2015 v1

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.

## May 2015 Aspen & Snowmass Village Real Estate Market Activity Summary

Total Aspen Snowmass Market	May-14	% Change	May-15
Monthly Unit Sales:	43	-5%	41
Year-to-Date Unit Sales:	184	1%	186
Monthly Dollar Volume:	\$ 166,241,605	-50%	\$ 83,194,500
Year-to-Date Dollar Volume:	\$ 497,332,047	20%	\$ 595,760,917
Listing Inventory:	723	-10%	648
<b>Aspen Market</b>			
Monthly Unit Sales:	30	-13%	26
Year-to-Date Unit Sales:	117	9%	127
Monthly Dollar Volume:	\$ 148,730,400	-56%	\$ 65,208,000
Year-to-Date Dollar Volume:	\$ 402,583,992	21%	\$ 486,537,000
Listing Inventory:	475	-16%	400
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	13	15%	15
Year-to-Date Unit Sales:	67	-12%	59
Monthly Dollar Volume:	\$ 17,511,205	3%	\$ 17,986,500
Year-to-Date Dollar Volume:	\$ 94,748,055	15%	\$ 109,223,917
Listing Inventory:	248	0%	248

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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: May 2015 Market Snapshot Aspen Snowmass Real Estate

## Summary May 2015 Market Statistics for Aspen Only

### Aspen condo sales May 2015

- Unit Sales: +17% from (12) in May '14 to (14) in May '15
- Dollar Sales: -50% from \$43M in May '14 to \$22M in May '15

### Aspen condo sales YTD 2015

- Unit Sales: +9% from (64) in May '14 to (70) in May '15
- Dollar Sales: +5% from \$144M in May '14 to \$152M in May '15

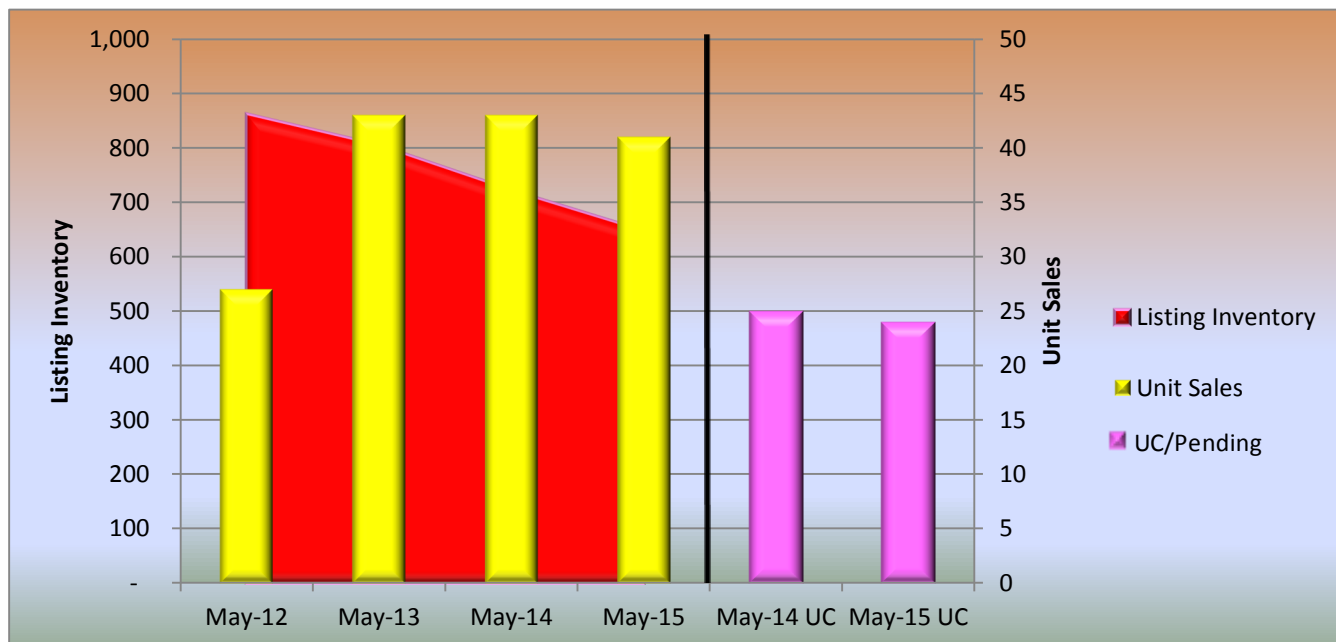
### Aspen Single family home sales May 2015

- Unit Sales: -53% from (15) in May '14 to (7) in May '15
- Dollar Sales: -70% from \$100M in May '14 to \$30M in May '15

### Aspen Single family home sales YTD 2015

- Unit Sales: -7% from (45) in May '14 to (42) in May '15
- Dollar Sales: +14% from \$240M in May '14 to \$273M in May '15

## May 2015 Aspen Snowmass Market Inventory and Sales



	May-12	% Chg	May-13	% Chg	May-14	% Chg	May-15	May-15 UC	% Chg	May-14 UC
<b>Total Aspen Snowmass Market</b>										
Unit Sales	27	59%	43	0%	43	-5%	41	24	-4%	25
Listing Inventory	863	-7%	806	-10%	723	-10%	648			

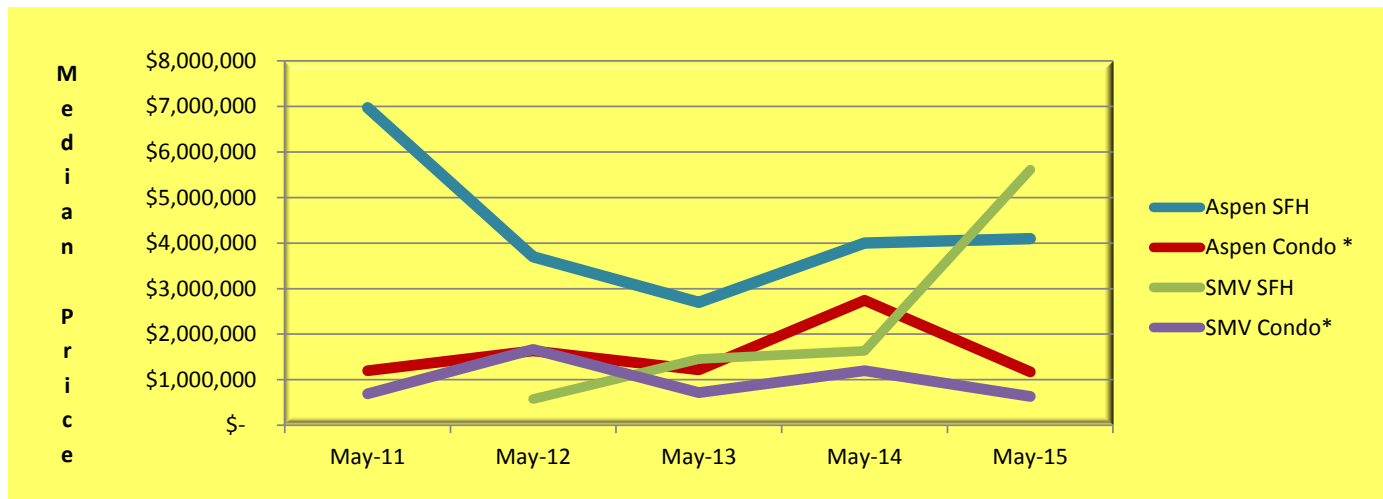
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NOTE: \*UC— The number of units that went Under Contract in May 2015. UC's are an indicator of future activity when compared to the prior year.

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# Estin Report: May 2015 Market Snapshot Aspen Snowmass Real Estate

## May 2015 Aspen and Snowmass Median Prices

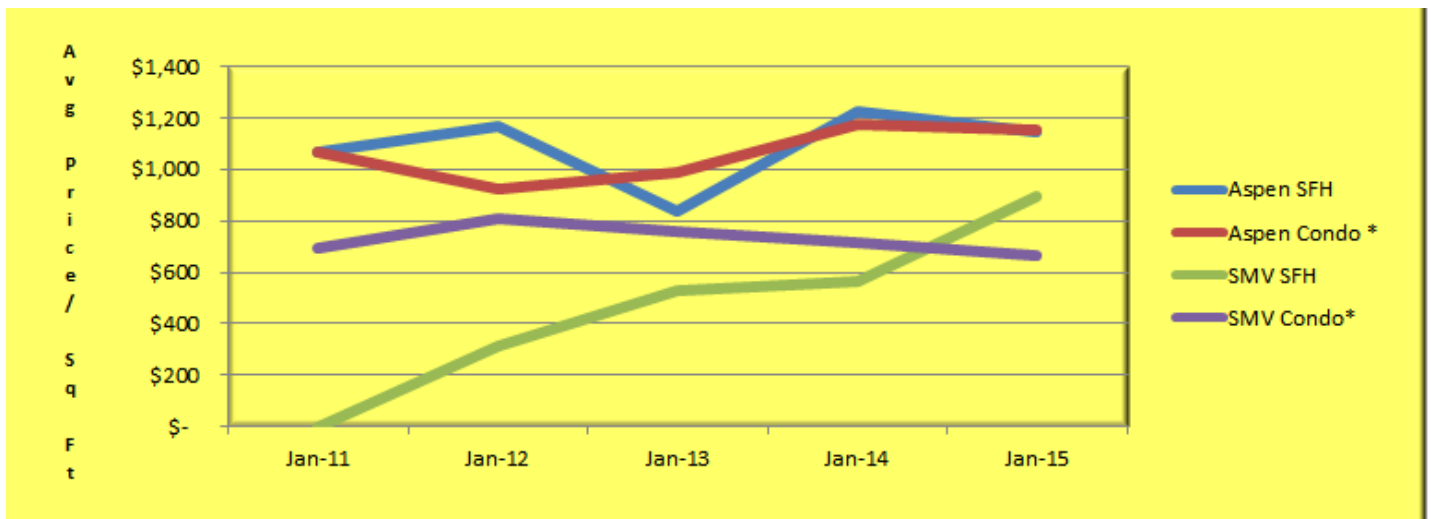


Median Price	May-11	May-12	May-13	May-14	May-15
Aspen SFH	\$ 6,975,000	\$ 3,700,000	\$ 2,700,000	\$ 3,999,000	\$ 4,100,000
Aspen Condo *	\$ 1,200,000	\$ 1,631,000	\$ 1,215,000	\$ 2,745,000	\$ 1,168,750
SMV SFH		\$ 575,000	\$ 1,455,000	\$ 1,632,000	\$ 5,610,000
SMV Condo*	\$ 689,750	\$ 1,667,000	\$ 715,000	\$ 1,200,000	\$ 632,500

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

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

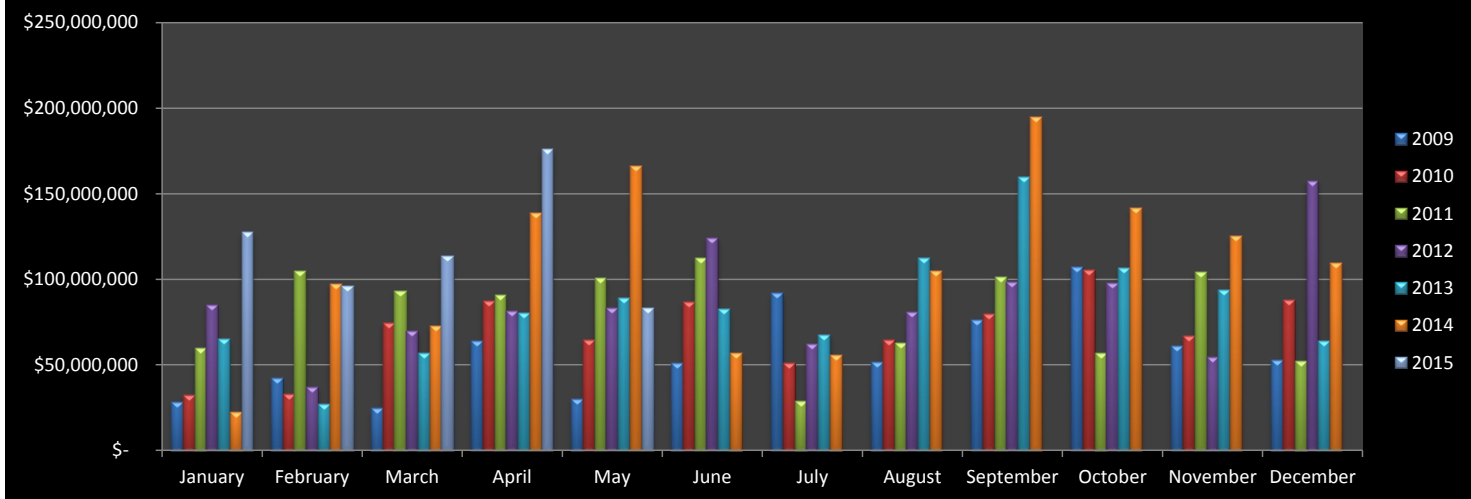


\$/ Sq Ft	May-11	May-12	May-13	May-14	May-15
Aspen SFH	\$ 1,065	\$ 1,168	\$ 840	\$ 1,221	\$ 1,145
Aspen Condo *	\$ 1,065	\$ 921	\$ 988	\$ 1,176	\$ 1,151
SMV SFH		\$ 314	\$ 530	\$ 568	\$ 892
SMV Condo*	\$ 695	\$ 805	\$ 755	\$ 714	\$ 662

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

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## Estin Report: Total Aspen\* Snowmass Market May 2015 & Historical Sales



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## Estin Report: Total Aspen\* Snowmass Market May 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%	\$ 95,847,000
March	\$ 24,530,000	204%	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850
April	\$ 63,608,900	37%	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095	72%	\$ 138,651,300	27%	\$ 175,858,000
May	\$ 30,240,000	113%	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	7%	\$ 88,884,098	87%	\$ 166,241,605	-50%	\$ 83,194,500
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	-54%	\$ 595,760,917
YTD Total	\$ 188,894,845	54%	\$ 291,746,250	54%	\$ 449,304,162	-21%	\$ 356,309,862	-11%	\$ 318,359,534	56%	\$ 497,332,047	20%	\$ 595,760,917

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## Estin Report: Total Aspen\* Snowmass Market May 2015 Unit Sales

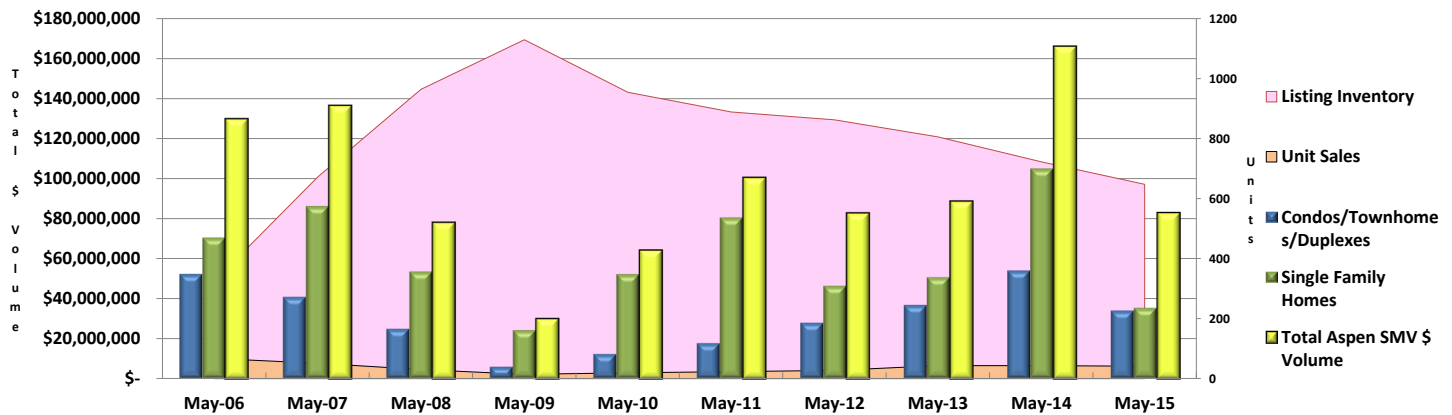
Month	2009	% Change	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015
January	7	71%	12	50%	18	56%	28	7%	30	-43%	17	65%	28
February	14	-21%	11	109%	23	-35%	15	20%	18	106%	37	-32%	25
March	8	200%	24	50%	36	-42%	21	105%	43	-12%	38	16%	44
April	15	13%	17	100%	34	-3%	33	9%	36	36%	49	-2%	48
May	14	36%	19	21%	23	17%	27	59%	43	0%	43	-5%	41
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	-59%	186
YTD Total	58	43%	83	61%	134	-7%	124	37%	170	8%	184	1%	186

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# Estin Report: Total Aspen Snowmass Village Monthly Sales May 2015

## MAY 2015 ASPEN & SNOWMASS VILLAGE SALES COMPARISONS

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



	May-06	% Chg	May-07	% Chg	May-08	% Chg	May-09	% Chg	May-10	% Chg	May-11	% Chg	May-12	% Chg	May-13	% Chg	May-14	% Chg	May-15
SFH	\$ 70,375,000	22%	\$ 86,010,000	-38%	\$ 53,482,776	-55%	\$ 24,200,000	115%	\$ 52,117,850	54%	\$ 80,378,500	-42%	\$ 46,275,000	9%	\$ 50,603,295	107%	\$ 104,745,400	-66%	\$ 35,313,000
CO/THS	\$ 52,177,464	-22%	\$ 40,791,000	-39%	\$ 24,864,962	-76%	\$ 6,040,000	104%	\$ 12,340,000	44%	\$ 17,776,750	57%	\$ 27,926,000	32%	\$ 36,805,803	46%	\$ 53,901,205	-37%	\$ 33,969,000
Land	\$ 7,438,591	32%	\$ 9,825,000	-100%	\$ -		\$ -		\$ -		\$ 2,522,000	250%	\$ 8,816,666	-83%	\$ 1,475,000	415%	\$ 7,595,000	83%	\$ 13,912,500
<b>Total \$ Volume</b>	<b>\$ 129,991,055</b>	<b>5%</b>	<b>\$ 136,626,000</b>	<b>-43%</b>	<b>\$ 78,347,738</b>	<b>-61%</b>	<b>\$ 30,240,000</b>	<b>113%</b>	<b>\$ 64,457,850</b>	<b>56%</b>	<b>\$ 100,677,250</b>	<b>-18%</b>	<b>\$ 83,017,666</b>	<b>7%</b>	<b>\$ 88,884,098</b>	<b>87%</b>	<b>\$ 166,241,605</b>	<b>-50%</b>	<b>\$ 83,194,500</b>
Unit Sales	67	-24%	51	-41%	30	-53%	14	36%	19	21%	23	17%	27	59%	43	0%	43	-5%	41
Listing Inv.	324	107%	672	44%	965	17%	1,130	-15%	955	-7%	889	-3%	863	-7%	806	-10%	723	-10%	648

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	May-12	% Chg	May-13	% Chg	May-14	% Chg	May-15	% Chg	Apr-15	% Chg	Apr-14
<b>Single Family Homes</b>											
Unit Sales	10	50%	15	20%	18	-56%	8	-138%	19	46%	13
YTD Unit Sales	43	19%	51	22%	62	-13%	54	15%	46	5%	44
Monthly \$ Volume	\$ 46,275,000	9%	\$ 50,603,295	107%	\$ 104,745,400	-66%	\$ 35,313,000	-238%	\$ 119,445,000	87%	\$ 63,826,000
YTD \$ Volume	\$ 204,658,832	-13%	\$ 178,061,826	59%	\$ 282,739,517	16%	\$ 327,907,000	11%	\$ 292,594,000	64%	\$ 177,994,117
Listing Inventory	331	-8%	304	-13%	266	-3%	259	-2%	263	-5%	277
<b>Condos / Townhomes</b>											
Unit Sales	14	79%	25	-16%	21	33%	28	4%	27	-18%	33
YTD Unit Sales	66	64%	108	0%	108	6%	115	24%	87	0%	87
Monthly \$ Volume	\$ 27,926,000	32%	\$ 36,805,803	46%	\$ 53,901,205	-37%	\$ 33,969,000	-18%	\$ 40,163,000	-39%	\$ 65,430,300
YTD \$ Volume	\$ 104,530,364	15%	\$ 120,592,708	54%	\$ 185,792,530	10%	\$ 204,291,417	17%	\$ 170,322,417	29%	\$ 131,891,325
Listing Inventory	403	-8%	371	0%	371	-19%	299	-9%	327	-18%	398
<b>Vacant Land</b>											
Unit Sales	3	0%	3	33%	4	25%	5	150%	2	-33%	3
YTD Unit Sales	15	-27%	11	27%	14	21%	17	42%	12	20%	10
Monthly \$ Volume	\$ 8,816,666	-83%	\$ 1,475,000	415%	\$ 7,595,000	83%	\$ 13,912,500	-14%	\$ 16,250,000	73%	\$ 9,395,000
YTD \$ Volume	\$ 47,120,666	-58%	\$ 19,705,000	46%	\$ 28,800,000	121%	\$ 63,562,500	28%	\$ 49,650,000	134%	\$ 21,205,000
Listing Inventory	129	2%	131	-34%	86	5%	90	-4%	94	3%	91
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	27	59%	43	0%	43	-5%	41	-17%	48	-2%	49
YTD Unit Sales	124	37%	170	8%	184	1%	186	22%	145	3%	141
Total Monthly \$ Volume	\$ 83,017,666	7%	\$ 88,884,098	87%	\$ 166,241,605	-50%	\$ 83,194,500	-111%	\$ 175,858,000	27%	\$ 138,651,300
Total YTD \$ Volume	\$ 356,309,862	-11%	\$ 318,359,534	56%	\$ 497,332,047	20%	\$ 595,760,917	14%	\$ 512,566,417	55%	\$ 331,090,442
Listing Inventory	863	-7%	806	-10%	723	-10%	648	-6%	684	-11%	766

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

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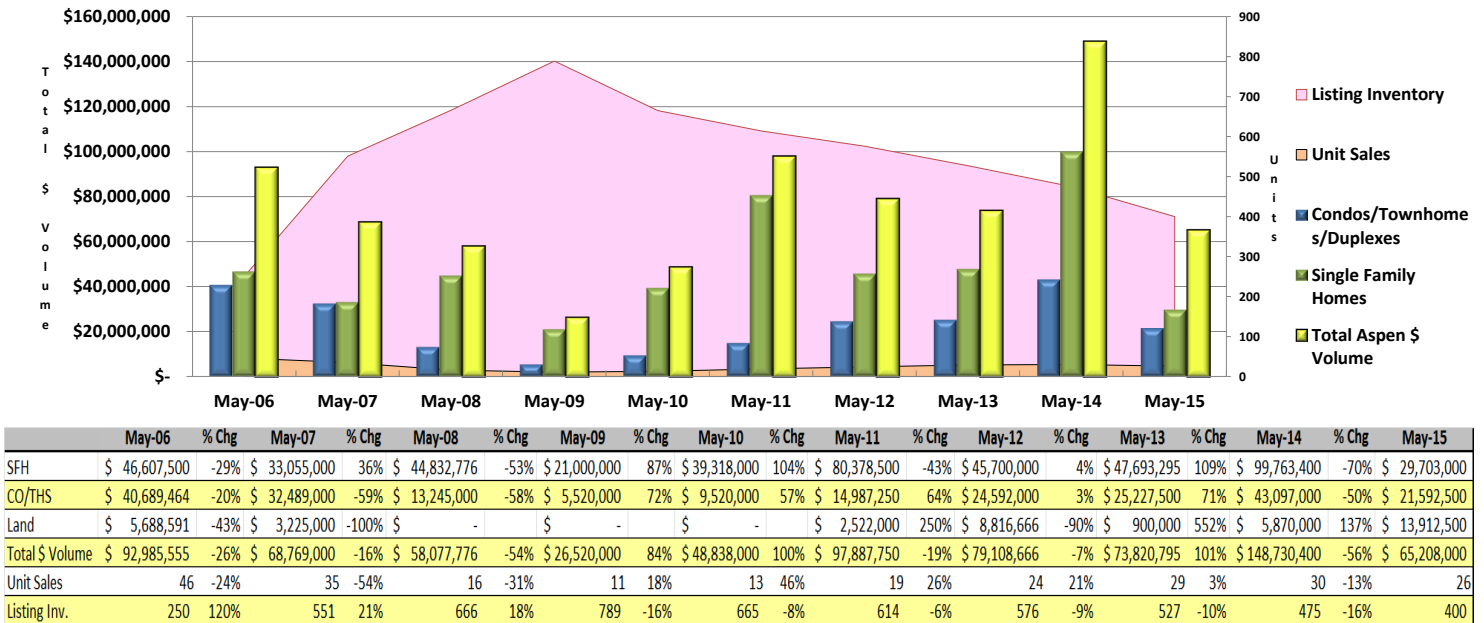
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# Estin Report: Aspen\* Monthly Sales Activity May 2015

## MAY 2015 ASPEN SALES COMPARISONS

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



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	May-12	% Chg	May-13	% Chg	May-14	% Chg	May-15	% Chg	Apr-15	% Chg	Apr-14
<b>Single Family Homes</b>											
Unit Sales	9	44%	13	15%	15	-53%	7	-100%	14	40%	10
YTD Unit Sales	34	15%	39	15%	45	-7%	42	17%	35	17%	30
Monthly \$ Volume	\$ 45,700,000	4%	\$ 47,693,295	109%	\$ 99,763,400	-70%	\$ 29,703,000	-240%	\$ 100,850,000	73%	\$ 58,290,000
YTD \$ Volume	\$ 173,284,432	-12%	\$ 153,161,826	57%	\$ 240,370,517	14%	\$ 273,370,500	11%	\$ 243,667,500	73%	\$ 140,607,117
Listing Inventory	245	-4%	235	-14%	203	-4%	195	-1%	196	-5%	207
<b>Condos / Townhomes</b>											
Unit Sales	12	17%	14	-14%	12	17%	14	-50%	21	-9%	23
YTD Unit Sales	44	16%	51	25%	64	9%	70	20%	56	8%	52
Monthly \$ Volume	\$ 24,592,000	3%	\$ 25,227,500	71%	\$ 43,097,000	-50%	\$ 21,592,500	-61%	\$ 34,668,000	-34%	\$ 52,475,100
YTD \$ Volume	\$ 83,364,904	-9%	\$ 76,042,550	90%	\$ 144,348,475	5%	\$ 152,204,000	14%	\$ 130,611,500	29%	\$ 101,251,475
Listing Inventory	232	-19%	187	7%	201	-34%	132	-11%	147	-28%	204
<b>Vacant Land</b>											
Unit Sales	3	-33%	2	50%	3	67%	5	60%	2	0%	2
YTD Unit Sales	12	-17%	10	-20%	8	88%	15	33%	10	100%	5
Monthly \$ Volume	\$ 8,816,666	-90%	\$ 900,000	552%	\$ 5,870,000	137%	\$ 13,912,500	-17%	\$ 16,250,000	92%	\$ 8,480,000
YTD \$ Volume	\$ 38,620,666	-50%	\$ 19,130,000	-7%	\$ 17,865,000	241%	\$ 60,962,500	23%	\$ 47,050,000	292%	\$ 11,995,000
Listing Inventory	99	6%	105	-32%	71	3%	73	-3%	75	0%	75
<b>Total Aspen Market</b>											
Total Unit Sales	24	21%	29	3%	30	-13%	26	-42%	37	6%	35
YTD Unit Sales	90	11%	100	17%	117	9%	127	20%	101	16%	87
Total Monthly \$ Volume	\$ 79,108,666	-7%	\$ 73,820,795	101%	\$ 148,730,400	-56%	\$ 65,208,000	-133%	\$ 151,768,000	27%	\$ 119,245,100
Total YTD \$ Volume	\$ 295,270,002	-16%	\$ 248,334,376	62%	\$ 402,583,992	21%	\$ 486,537,000	13%	\$ 421,329,000	66%	\$ 253,853,592
Listing Inventory	576	-9%	527	-10%	475	-16%	400	-5%	418	-14%	486

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\*Condos category now includes Townhome and Duplex per Aspen Glenwood MLS definition. SFH sales : May 2014 = (1) sale at \$26M, (1) at \$14.5M, (1) at \$9.5M, (3) bet. \$8-10M vs. May 2015 = (1) at \$8.5M.

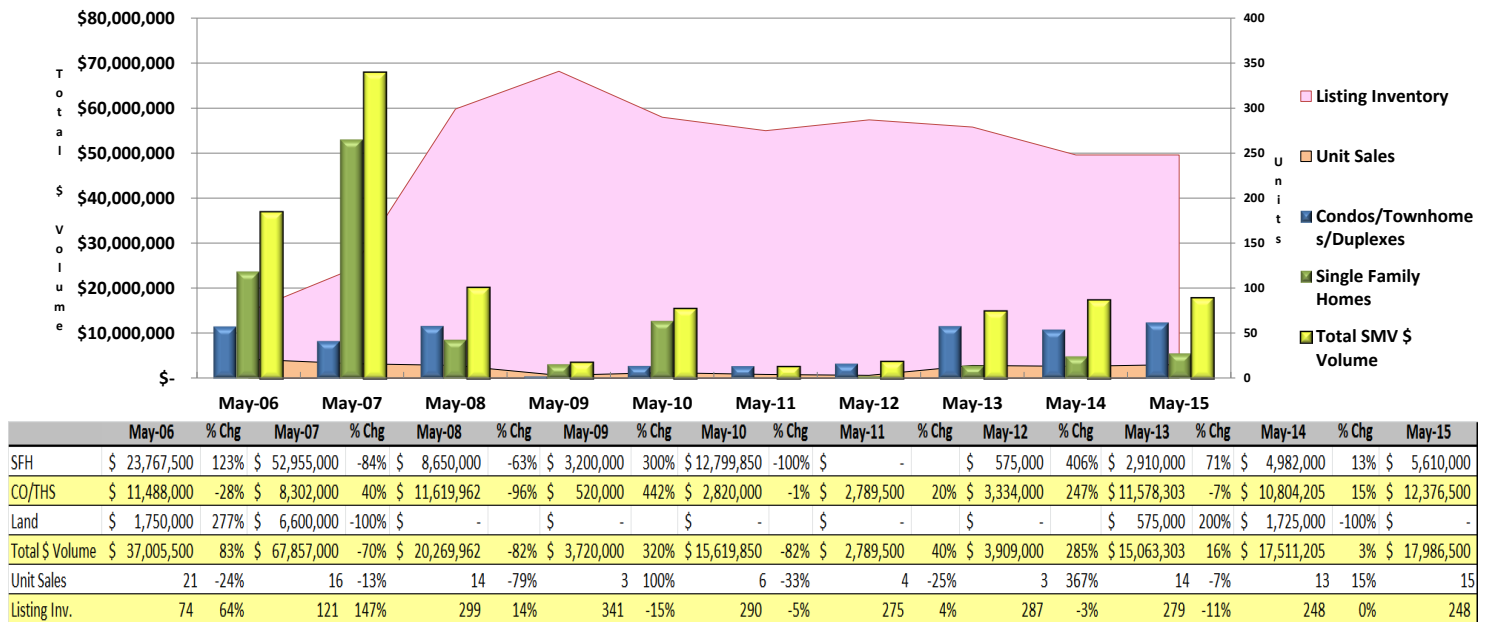
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# Estin Report: Snowmass Village Monthly Sales May 2015

## MAY 2015 SNOWMASS VILLAGE SALES COMPARISONS

Bars



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	May-12	% Chg	May-13	% Chg	May-14	% Chg	May-15	% Chg	Apr-15	% Chg	Apr-14
<b>Single Family Homes</b>											
Unit Sales	1	100%	2	50%	3	-67%	1	400%	5	67%	3
YTD Unit Sales	9	33%	12	42%	17	-29%	12	-8%	11	-21%	14
Monthly \$ Volume	\$ 575,000	406%	\$ 2,910,000	71%	\$ 4,982,000	13%	\$ 5,610,000	-231%	\$ 18,595,000	236%	\$ 5,536,000
YTD \$ Volume	\$ 31,374,400	-21%	\$ 24,900,000	70%	\$ 42,369,000	29%	\$ 54,536,500	10%	\$ 48,926,500	31%	\$ 37,387,000
Listing Inventory	86	-20%	69	-9%	63	2%	64	-5%	67	-4%	70
<b>Condos / Townhomes</b>											
Unit Sales	2	450%	11	-18%	9	56%	14	57%	6	-40%	10
YTD Unit Sales	22	159%	57	-23%	44	2%	45	-31%	31	-11%	35
Monthly \$ Volume	\$ 3,334,000	247%	\$ 11,578,303	-7%	\$ 10,804,205	15%	\$ 12,376,500	56%	\$ 5,495,000	-58%	\$ 12,955,200
YTD \$ Volume	\$ 21,165,460	110%	\$ 44,550,158	-7%	\$ 41,444,055	26%	\$ 52,087,417	24%	\$ 39,710,917	30%	\$ 30,639,850
Listing Inventory	171	8%	184	-8%	170	-2%	167	-8%	180	-7%	194
<b>Vacant Land</b>											
Unit Sales	0		1	0%	1	-100%	0		0	-100%	1
YTD Unit Sales	3	-67%	1	500%	6	-67%	2	0%	2	-60%	5
Monthly \$ Volume	\$ -		\$ 575,000	200%	\$ 1,725,000	-100%	\$ -		\$ -	-100%	\$ 915,000
YTD \$ Volume	\$ 8,500,000	-93%	\$ 575,000	1802%	\$ 10,935,000	-76%	\$ 2,600,000	0%	\$ 2,600,000	-72%	\$ 9,210,000
Listing Inventory	30	-13%	26	-42%	15	13%	17	-12%	19	19%	16
<b>Total Snowmass Village Market</b>											
Total Unit Sales	3	367%	14	-7%	13	15%	15	-27%	11	-21%	14
YTD Unit Sales	34	106%	70	-4%	67	-12%	59	-25%	44	-19%	54
Total Monthly \$ Volume	\$ 3,909,000	285%	\$ 15,063,303	16%	\$ 17,511,205	3%	\$ 17,986,500	-34%	\$ 24,090,000	24%	\$ 19,406,200
Total YTD \$ Volume	\$ 61,039,860	15%	\$ 70,025,158	35%	\$ 94,748,055	15%	\$ 109,223,917	16%	\$ 91,237,417	18%	\$ 77,236,850
Listing Inventory	287	-3%	279	-11%	248	0%	248	-7%	266	-5%	280

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

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.

Information is from sources deemed reliable but cannot be guaranteed. For sales assistance and inquiries, please call Tim Estin at [970.309.6163](tel:970.309.6163) or by e-contact from his website. The Estin Report © is copyrighted 2015 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "The [Estin Report](#) on Aspen real estate."



# The Estin Report

Aspen Real Estate Intelligence

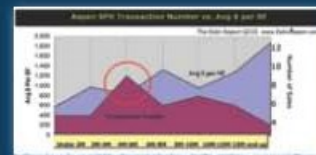


## The Estin Report

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)



**Tim Estin** mba gri  
broker associate

970.309.6163

[tim.estin@sothebysrealty.com](mailto:tim.estin@sothebysrealty.com)



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