

# Estin Report: December 2015 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 compared to the prior year. 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 2015 Aspen & Snowmass Village Real Estate Market Activity Summary

Total Aspen Snowmass Market	Dec-14	% Change	Dec-15
Monthly Unit Sales:	39	0%	39
Year-to-Date Unit Sales:	451	3%	464
Monthly Dollar Volume:	\$ 109,516,500	50%	\$ 164,500,796
Year-to-Date Dollar Volume:	\$ 1,285,420,623	22%	\$ 1,573,637,123
Listing Inventory:	707	7%	759
<b>Aspen Market</b>			
Monthly Unit Sales:	29	-3%	28
Year-to-Date Unit Sales:	312	9%	340
Monthly Dollar Volume:	\$ 95,039,000	44%	\$ 137,190,796
Year-to-Date Dollar Volume:	\$ 1,078,929,906	24%	\$ 1,342,143,410
Listing Inventory:	430	13%	486
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	10	10%	11
Year-to-Date Unit Sales:	139	-11%	124
Monthly Dollar Volume:	\$ 14,477,500	89%	\$ 27,310,000
Year-to-Date Dollar Volume:	\$ 206,490,718	12%	\$ 231,493,713
Listing Inventory:	277	-1%	273

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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 2015 Market Snapshot Aspen Snowmass Real Estate

## Summary December 2015 Market Statistics for Aspen Only

### Aspen condo sales December 2015

- Unit Sales: 0% from (13) in December '14 to (13) in December '15
- Dollar Sales: -36% from \$37M in December '14 to \$24M in December '15

### Aspen condo sales YTD 2015

- Unit Sales: +16% from (156) in December '14 to (181) in December '15
- Dollar Sales: +10% from \$334M in December '14 to \$368M in December '15

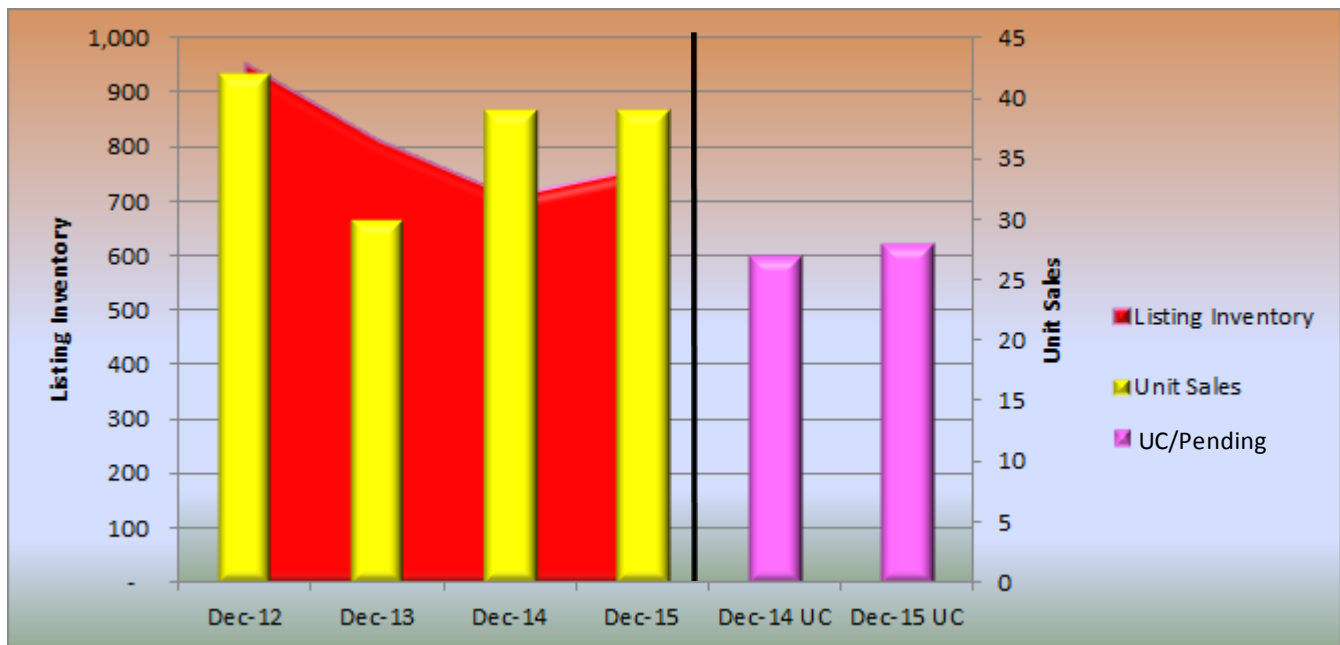
### Aspen Single family home sales December 2015

- Unit Sales: 0% from (12) in December '14 to (12) in December '15
- Dollar Sales: +97% from \$53M in December '14 to \$104M in December '15

### Aspen Single family home sales YTD 2015

- Unit Sales: -3% from (130) in December '14 to (126) in December '15
- Dollar Sales: +24% from \$689M in December '14 to \$857M in December '15

## December 2015 Aspen Snowmass Market Inventory and Sales



	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15	Dec-15 UC	% Chg	Dec-14 UC
<b>Total Aspen Snowmass Market</b>										
Unit Sales	42	-29%	30	30%	39	0%	39	28	4%	27
Listing Inventory	951	-15%	808	-13%	707	7%	759			

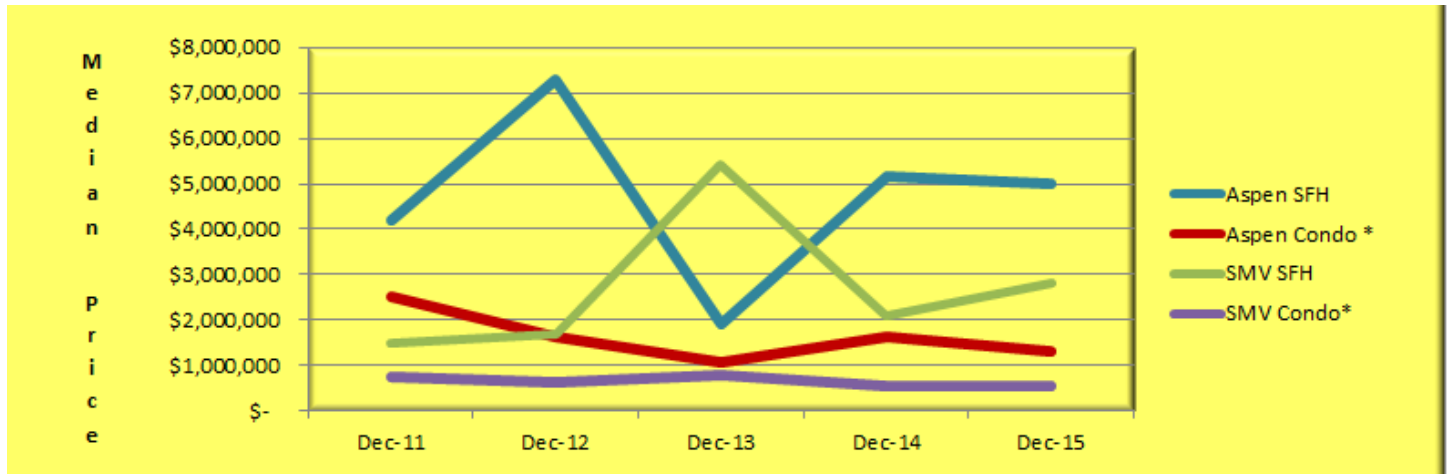
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NOTE: \*UC— The number of units that went Under Contract in December 2015. UC's are an indicator of future activity when compared to the prior year.

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.

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## December 2015 Aspen and Snowmass Median Prices

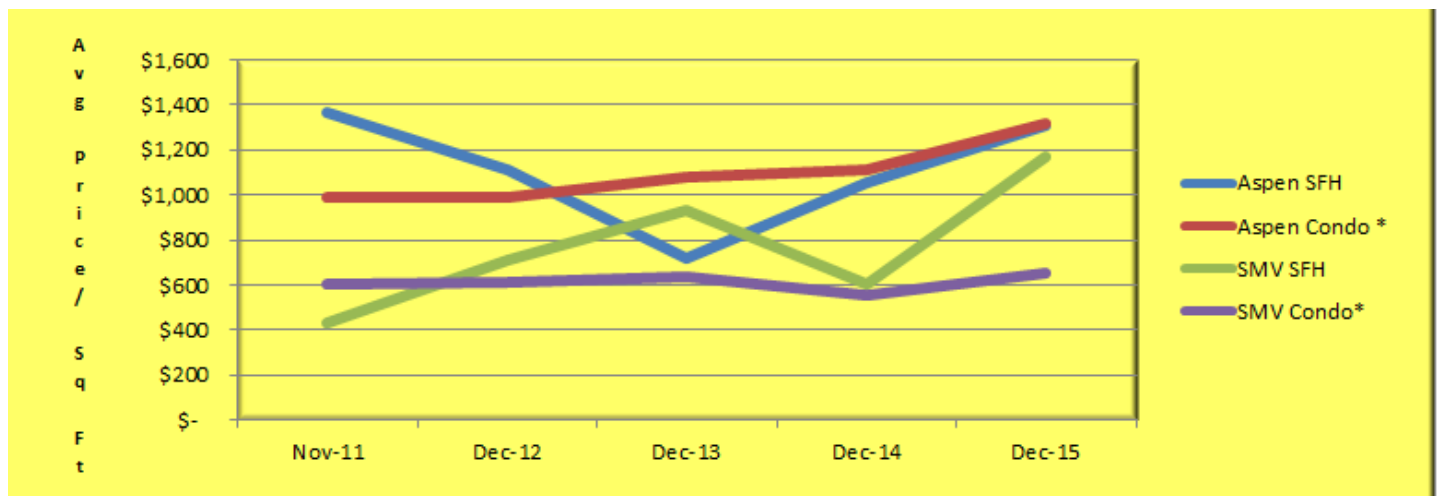


Median Price	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15
Aspen SFH	\$ 4,200,000	74%	\$ 7,300,000	-74%	\$ 1,900,000	171%	\$ 5,150,000	-3%	\$ 5,014,898
Aspen Condo *	\$ 2,495,000	-34%	\$ 1,650,000	-36%	\$ 1,055,000	56%	\$ 1,650,000	-21%	\$ 1,300,000
SMV SFH	\$ 1,493,750	14%	\$ 1,700,000	218%	\$ 5,403,000	-61%	\$ 2,100,000	33%	\$ 2,802,500
SMV Condo*	\$ 765,000	-19%	\$ 620,000	25%	\$ 777,275	-29%	\$ 550,000	-2%	\$ 540,000

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

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

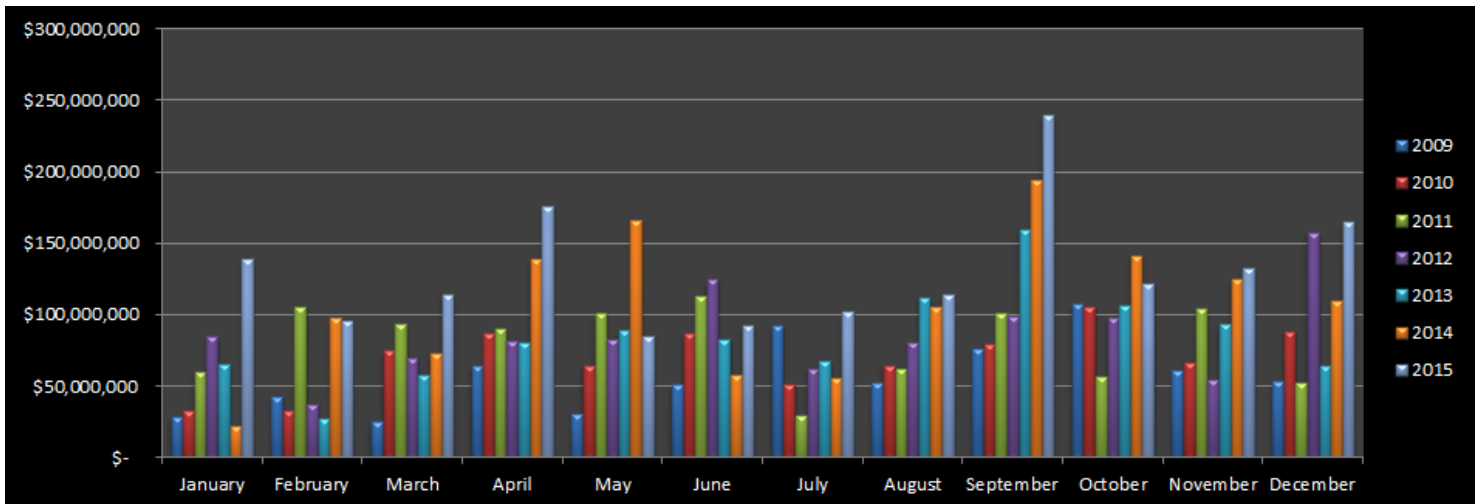


\$/Sq Ft	Dec-11	% Chg	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15
Aspen SFH	\$ 1,362	-18%	\$ 1,111	-35%	\$ 720	47%	\$ 1,057	24%	\$ 1,306
Aspen Condo *	\$ 990	0%	\$ 989	9%	\$ 1,079	3%	\$ 1,114	18%	\$ 1,313
SMV SFH	\$ 435	64%	\$ 711	31%	\$ 929	-35%	\$ 604	93%	\$ 1,169
SMV Condo*	\$ 605	1%	\$ 610	5%	\$ 638	-13%	\$ 555	18%	\$ 653

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

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



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## Estin Report: Total Aspen\* Snowmass Market December 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	527%	\$ 138,819,567
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%	\$ 88,734,098	87%	\$ 166,241,605	-49%	\$ 84,137,500
June	\$ 50,855,000	70%	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-34%	\$ 82,603,050	-31%	\$ 57,033,950	61%	\$ 91,959,196
July	\$ 91,880,711	-44%	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-17%	\$ 55,874,000	82%	\$ 101,544,000
August	\$ 51,838,500	24%	\$ 64,415,000	-3%	\$ 62,405,000	30%	\$ 80,836,500	39%	\$ 112,096,350	-7%	\$ 104,758,713	9%	\$ 114,143,102
September	\$ 76,332,500	4%	\$ 79,570,000	27%	\$ 101,344,000	-3%	\$ 98,428,020	62%	\$ 159,732,802	22%	\$ 194,525,710	23%	\$ 239,328,900
October	\$ 107,199,389	-1%	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	9%	\$ 106,575,600	33%	\$ 141,413,500	-14%	\$ 121,283,490
November	\$ 60,731,782	10%	\$ 66,703,500	56%	\$ 103,837,000	-47%	\$ 54,515,000	72%	\$ 93,603,600	34%	\$ 124,966,204	6%	\$ 132,598,722
December	\$ 52,959,000	66%	\$ 88,060,750	-41%	\$ 52,167,500	202%	\$ 157,378,550	-60%	\$ 63,711,300	72%	\$ 109,516,500	50%	\$ 164,500,796
Annual Totals	\$ 680,691,727	23%	\$ 833,954,653	16%	\$ 967,043,863	7%	\$ 1,031,454,039	-3%	\$ 1,004,180,236	28%	\$ 1,285,420,623	22%	\$ 1,573,637,123
YTD Total	\$ 680,691,727	23%	\$ 833,954,653	16%	\$ 967,043,863	7%	\$ 1,031,454,039	-3%	\$ 1,004,180,236	28%	\$ 1,285,420,623	22%	\$ 1,573,637,123

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## Estin Report: Total Aspen\* Snowmass Market December 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	71%	29
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	56%	42	2%	43	0%	43
June	16	6%	17	71%	29	14%	33	-6%	31	-10%	28	46%	41
July	15	20%	18	-6%	17	18%	20	85%	37	-38%	23	17%	27
August	16	50%	24	4%	25	8%	27	41%	38	11%	42	-36%	27
September	22	27%	28	7%	30	17%	35	46%	51	-2%	50	24%	62
October	30	-13%	26	0%	26	15%	30	30%	39	28%	50	-22%	39
November	22	-14%	19	26%	24	21%	29	21%	35	0%	35	14%	40
December	13	123%	29	-21%	23	83%	42	-29%	30	30%	39	0%	39
Annual Totals	192	27%	244	26%	308	10%	340	26%	430	5%	451	3%	464
YTD Total	192	27%	244	26%	308	10%	340	26%	430	5%	451	3%	464

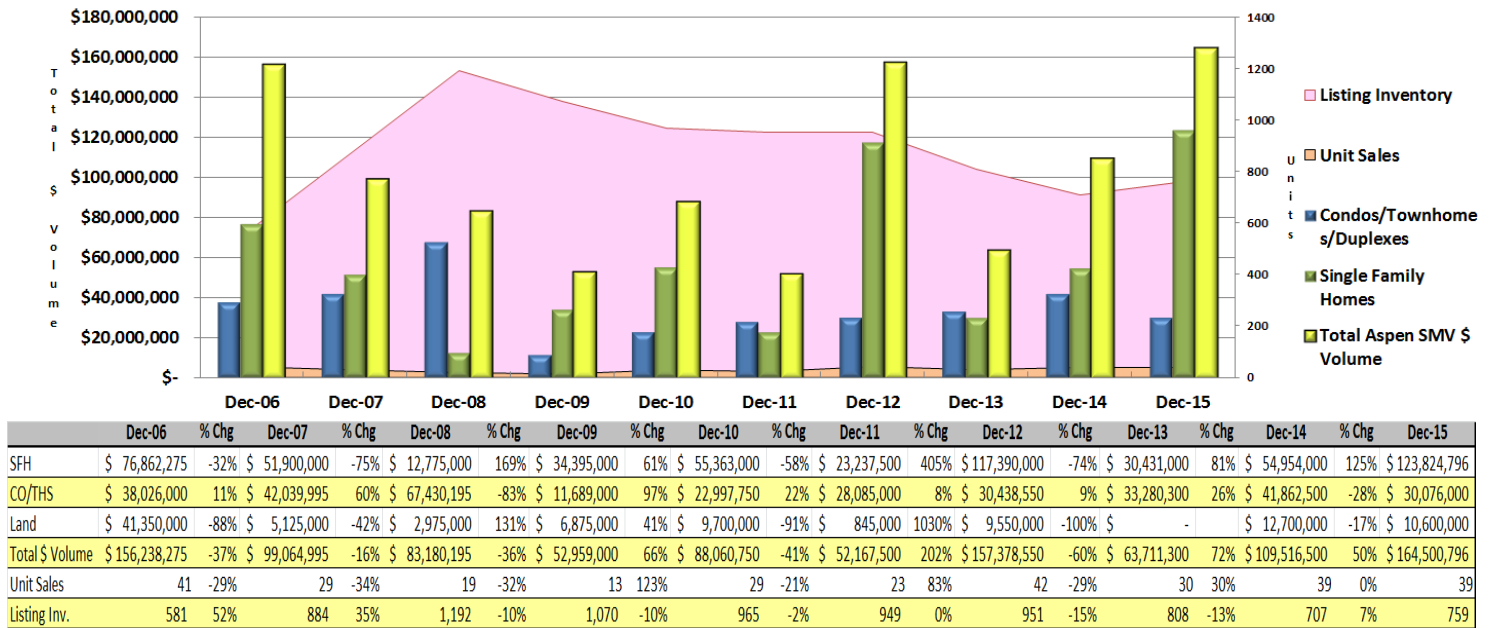
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# Estin Report: Total Aspen Snowmass Village Monthly Sales December 2015

## DECEMBER 2015 ASPEN & SNOWMASS VILLAGE SALES COMPARISONS

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



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	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15	% Chg	Nov-15	% Chg	Nov-14
<b>Single Family Homes</b>											
Unit Sales	17	-47%	9	44%	13	23%	16	6%	15	7%	14
YTD Unit Sales	130	4%	135	24%	167	-4%	161	10%	145	-6%	154
Monthly \$ Volume	\$ 117,390,000	-74%	\$ 30,431,000	81%	\$ 54,954,000	125%	\$ 123,824,796	48%	\$ 64,235,658	-16%	\$ 76,153,704
YTD \$ Volume	\$ 702,612,939	-14%	\$ 603,700,426	31%	\$ 788,376,490	27%	\$ 1,001,979,331	12%	\$ 878,154,535	20%	\$ 733,422,490
Listing Inventory	349	-15%	297	-8%	274	1%	278	0%	279	3%	271
<b>Condos / Townhomes</b>											
Unit Sales	22	-5%	21	-5%	20	-5%	19	-16%	22	38%	16
YTD Unit Sales	177	50%	265	-10%	239	10%	264	7%	245	12%	219
Monthly \$ Volume	\$ 30,438,550	9%	\$ 33,280,300	26%	\$ 41,862,500	-28%	\$ 30,076,000	-81%	\$ 54,414,000	27%	\$ 42,777,500
YTD \$ Volume	\$ 240,600,434	41%	\$ 338,809,310	21%	\$ 410,328,543	9%	\$ 447,561,228	7%	\$ 417,485,228	13%	\$ 368,466,043
Listing Inventory	471	-14%	404	-14%	348	11%	385	17%	319	-7%	343
<b>Vacant Land</b>											
Unit Sales	3	-100%	0		6	-33%	4	33%	3	-40%	5
YTD Unit Sales	33	-9%	30	50%	45	-13%	39	11%	35	-10%	39
Monthly \$ Volume	\$ 9,550,000	-100%	\$ -		\$ 12,700,000	-17%	\$ 10,600,000	-24%	\$ 13,949,064	131%	\$ 6,035,000
YTD \$ Volume	\$ 88,240,666	-30%	\$ 61,670,500	41%	\$ 86,715,590	43%	\$ 124,096,564	9%	\$ 113,496,564	53%	\$ 74,015,590
Listing Inventory	131	-18%	107	-21%	85	13%	96	-1%	97	17%	83
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	42	-29%	30	30%	39	0%	39	-3%	40	14%	35
YTD Unit Sales	340	26%	430	5%	451	3%	464	8%	425	3%	412
Total Monthly \$ Volume	\$ 157,378,550	-60%	\$ 63,711,300	72%	\$ 109,516,500	50%	\$ 164,500,796	19%	\$ 132,598,722	6%	\$ 124,966,204
Total YTD \$ Volume	\$ 1,031,454,039	-3%	\$ 1,004,180,236	28%	\$ 1,285,420,623	22%	\$ 1,573,637,123	10%	\$ 1,409,136,327	20%	\$ 1,175,904,123
Listing Inventory	951	-15%	808	-13%	707	7%	759	8%	695	0%	697

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

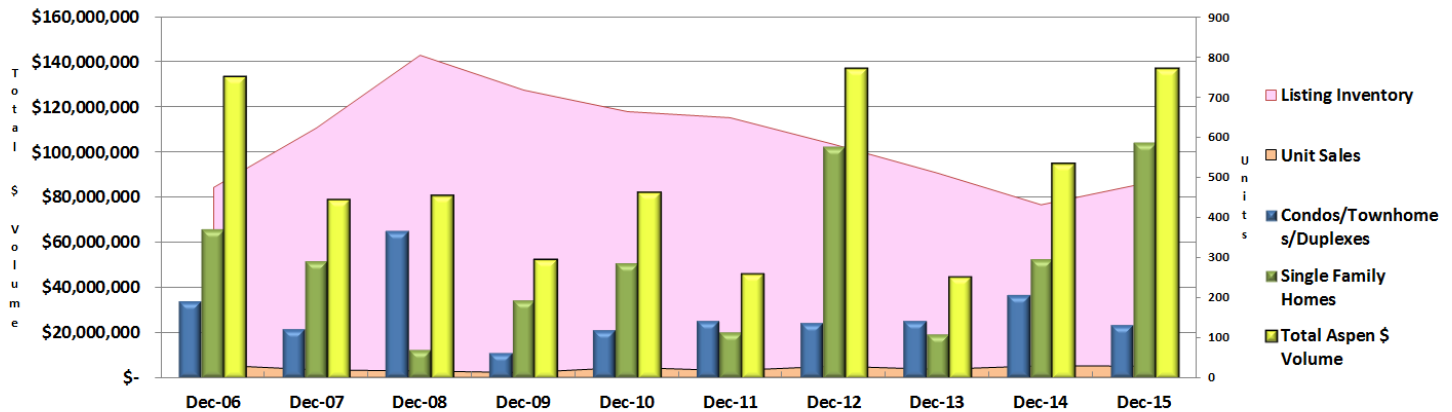
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# Estin Report: Aspen\* Monthly Sales Activity December 2015

## DECEMBER 2015 ASPEN SALES COMPARISONS

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



	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	% Chg	Dec-15
SFH	\$ 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	97%	\$ 104,269,796
CO/THS	\$ 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	-36%	\$ 23,821,000
Land	\$ 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	75%	\$ 9,100,000
Total \$ Volume	\$ 133,363,500	-41%	\$ 78,915,000	3%	\$ 81,093,925	-35%	\$ 52,670,000	56%	\$ 82,290,750	-44%	\$ 46,455,000	195%	\$ 136,888,000	-67%	\$ 45,013,500	111%	\$ 95,039,000	44%	\$ 137,190,796
Unit Sales	31	-39%	19	-16%	16	-25%	12	108%	25	-32%	17	65%	28	-29%	20	45%	29	-3%	28
Listing Inv.	474	32%	624	29%	807	-11%	718	-7%	665	-2%	650	-10%	582	-12%	511	-16%	430	13%	486

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	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15	% Chg	Nov-15	% Chg	Nov-14
<b>Single Family Homes</b>											
Unit Sales	12	-42%	7	71%	12	0%	12	8%	11	10%	10
YTD Unit Sales	104	1%	105	24%	130	-3%	126	10%	114	-3%	118
Monthly \$ Volume	\$ 102,775,000	-81%	\$ 19,625,000	169%	\$ 52,854,000	97%	\$ 104,269,796	51%	\$ 51,068,158	-18%	\$ 62,538,704
YTD \$ Volume	\$ 627,528,432	-22%	\$ 488,348,426	41%	\$ 688,563,490	24%	\$ 857,126,931	12%	\$ 752,857,135	18%	\$ 635,709,490
Listing Inventory	267	-16%	225	-8%	207	3%	213	-3%	220	6%	208
<b>Condos / Townhomes</b>											
Unit Sales	13	0%	13	0%	13	0%	13	-15%	15	-6%	16
YTD Unit Sales	126	17%	147	6%	156	16%	181	7%	168	17%	143
Monthly \$ Volume	\$ 24,563,000	3%	\$ 25,388,500	46%	\$ 36,985,000	-36%	\$ 23,821,000	-105%	\$ 48,865,000	14%	\$ 42,777,500
YTD \$ Volume	\$ 200,511,924	26%	\$ 251,698,902	33%	\$ 334,376,826	10%	\$ 368,139,915	6%	\$ 344,318,915	16%	\$ 297,391,826
Listing Inventory	213	-7%	198	-22%	154	26%	194	28%	139	-9%	153
<b>Vacant Land</b>											
Unit Sales	3	-100%	0	-	4	-25%	3	0%	3	200%	1
YTD Unit Sales	30	-27%	22	18%	26	27%	33	9%	30	36%	22
Monthly \$ Volume	\$ 9,550,000	-100%	\$ -	-	\$ 5,200,000	75%	\$ 9,100,000	-53%	\$ 13,949,064	2046%	\$ 650,000
YTD \$ Volume	\$ 79,740,666	-34%	\$ 52,235,500	7%	\$ 55,989,590	109%	\$ 116,876,564	8%	\$ 107,776,564	112%	\$ 50,789,590
Listing Inventory	102	-14%	88	-22%	69	14%	79	3%	77	12%	69
<b>Total Aspen Market</b>											
Total Unit Sales	28	-29%	20	45%	29	-3%	28	-4%	29	7%	27
YTD Unit Sales	260	5%	274	14%	312	9%	340	8%	312	10%	283
Total Monthly \$ Volume	\$ 136,888,000	-67%	\$ 45,013,500	111%	\$ 95,039,000	44%	\$ 137,190,796	17%	\$ 113,882,222	7%	\$ 105,966,204
Total YTD \$ Volume	\$ 907,781,022	-13%	\$ 792,282,828	36%	\$ 1,078,929,906	24%	\$ 1,342,143,410	10%	\$ 1,204,952,614	22%	\$ 983,890,906
Listing Inventory	582	-12%	511	-16%	430	13%	486	10%	436	1%	430

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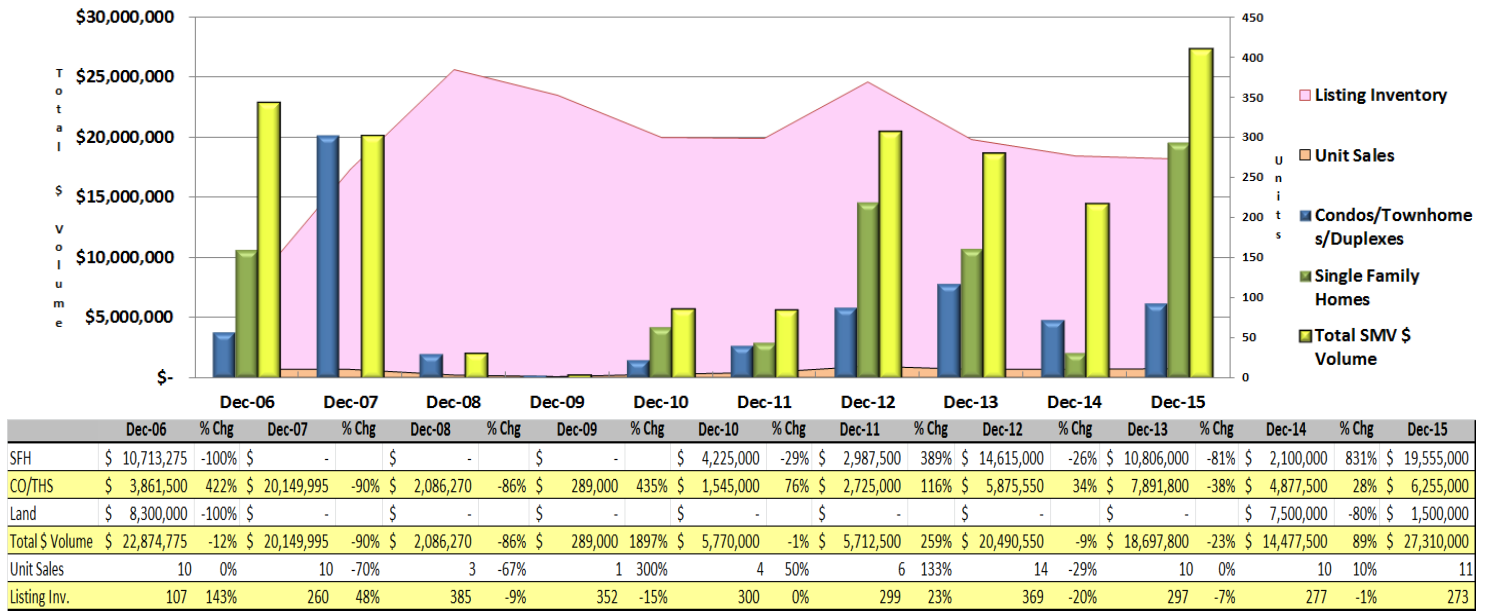
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	Dec-12	% Chg	Dec-13	% Chg	Dec-14	% Chg	Dec-15	% Chg	Nov-15	% Chg	Nov-14
<b>Single Family Homes</b>											
Unit Sales	5	-60%	2	-50%	1	300%	4	0%	4	0%	4
YTD Unit Sales	26	15%	30	23%	37	-5%	35	-11%	31	-14%	36
Monthly \$ Volume	\$ 14,615,000	-26%	\$ 10,806,000	-81%	\$ 2,100,000	831%	\$ 19,555,000	33%	\$ 13,167,500	-3%	\$ 13,615,000
YTD \$ Volume	\$ 75,084,507	54%	\$ 115,352,000	-13%	\$ 99,813,000	45%	\$ 144,852,400	13%	\$ 125,297,400	28%	\$ 97,713,000
Listing Inventory	82	-12%	72	-7%	67	-3%	65	9%	59	-6%	63
<b>Condos / Townhomes</b>											
Unit Sales	9	-11%	8	-13%	7	-14%	6	-17%	7		0
YTD Unit Sales	51	131%	118	-30%	83	0%	83	-7%	77	1%	76
Monthly \$ Volume	\$ 5,875,550	34%	\$ 7,891,800	-38%	\$ 4,877,500	28%	\$ 6,255,000	11%	\$ 5,549,000		\$ -
YTD \$ Volume	\$ 40,088,510	117%	\$ 87,110,408	-13%	\$ 75,951,718	5%	\$ 79,421,313	8%	\$ 73,166,313	3%	\$ 71,074,218
Listing Inventory	258	-20%	206	-6%	194	-2%	191	6%	180	-5%	190
<b>Vacant Land</b>											
Unit Sales	0		0		2	-50%	1	-100%	0	-100%	4
YTD Unit Sales	3	167%	8	138%	19	-68%	6	-17%	5	-71%	17
Monthly \$ Volume	\$ -		\$ -		\$ 7,500,000	-80%	\$ 1,500,000	100%	\$ -	-100%	\$ 5,385,000
YTD \$ Volume	\$ 8,500,000	11%	\$ 9,435,000	226%	\$ 30,726,000	-77%	\$ 7,220,000	21%	\$ 5,720,000	-75%	\$ 23,226,000
Listing Inventory	29	-34%	19	-16%	16	6%	17	-18%	20	43%	14
<b>Total Snowmass Village Market</b>											
Total Unit Sales	14	-29%	10	0%	10	10%	11	0%	11	38%	8
YTD Unit Sales	80	95%	156	-11%	139	-11%	124	-9%	113	-12%	129
Total Monthly \$ Volume	\$ 20,490,550	-9%	\$ 18,697,800	-23%	\$ 14,477,500	89%	\$ 27,310,000	31%	\$ 18,716,500	-1%	\$ 19,000,000
Total YTD \$ Volume	\$ 123,673,017	71%	\$ 211,897,408	-3%	\$ 206,490,718	12%	\$ 231,493,713	12%	\$ 204,183,713	6%	\$ 192,013,218
Listing Inventory	369	-20%	297	-7%	277	-1%	273	5%	259	-3%	267

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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

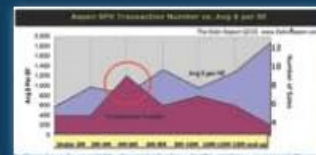


## The Estin Report

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

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"**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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