

# Estin Report: January 2016 Market Snapshot Aspen Snowmass Real Estate

Released 2/2/2016

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.

## January 2016 Aspen & Snowmass Village Real Estate Market Activity Summary

Total Aspen Snowmass Market	Jan-15	% Change	Jan-16
Monthly Unit Sales:	29	-24%	22
Year-to-Date Unit Sales:	29	-24%	22
Monthly Dollar Volume:	\$ 138,819,567	-70%	\$ 41,022,500
Year-to-Date Dollar Volume:	\$ 138,819,567	-70%	\$ 41,022,500
Listing Inventory:	715	6%	756
<b>Aspen Market</b>			
Monthly Unit Sales:	20	-40%	12
Year-to-Date Unit Sales:	20	-40%	12
Monthly Dollar Volume:	\$ 122,835,000	-77%	\$ 28,682,500
Year-to-Date Dollar Volume:	\$ 122,835,000	-77%	\$ 28,682,500
Listing Inventory:	426	13%	481
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	9	11%	10
Year-to-Date Unit Sales:	9	11%	10
Monthly Dollar Volume:	\$ 15,984,567	-23%	\$ 12,340,000
Year-to-Date Dollar Volume:	\$ 15,984,567	-23%	\$ 12,340,000
Listing Inventory:	289	-5%	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.

# Estin Report: January 2016 Market Snapshot Aspen Snowmass Real Estate

## Summary January 2016 Market Statistics for Aspen Only

### Aspen condo sales January 2016

- Unit Sales: 0% from (8) in January '16 to (8) in January '16
- Dollar Sales: -68% from \$34M in January '15 to \$11M in January '16

### Aspen condo sales YTD 2015

- Unit Sales: 0% from (8) in January '16 to (8) in January '16
- Dollar Sales: -68% from \$34M in January '15 to \$11M in January '16

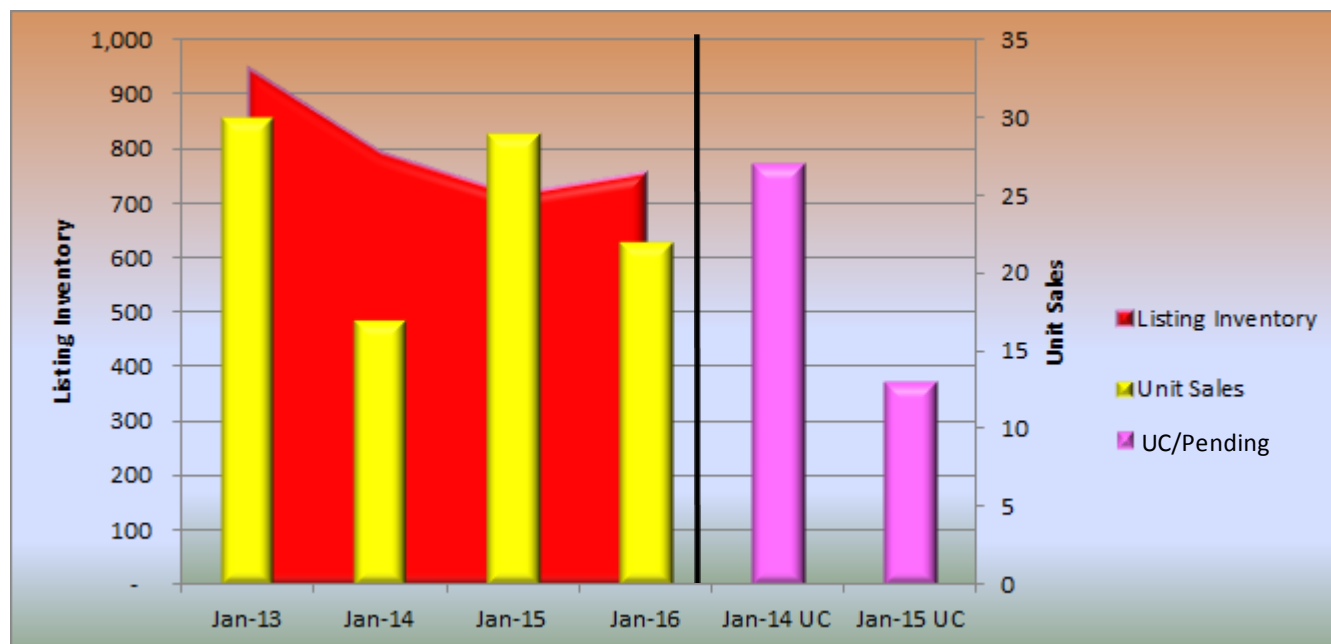
### Aspen Single family home sales January 2016

- Unit Sales: -70% from (10) in January '15 to (3) in January '16
- Dollar Sales: -84% from \$83M in January '15 to \$13M in January '16

### Aspen Single family home sales YTD 2015

- Unit Sales: -70% from (10) in January '15 to (3) in January '16
- Dollar Sales: -84% from \$83M in January '15 to \$13M in January '16

## January 2016 Aspen Snowmass Market Inventory and Sales



	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16	Jan-15 UC	% Chg	Jan-14 UC
<b>Total Aspen Snowmass Market</b>										
Unit Sales	30	-43%	17	71%	29	-24%	22	13	-52%	27
Listing Inventory	948	-17%	791	-10%	715	6%	756	13	-52%	27

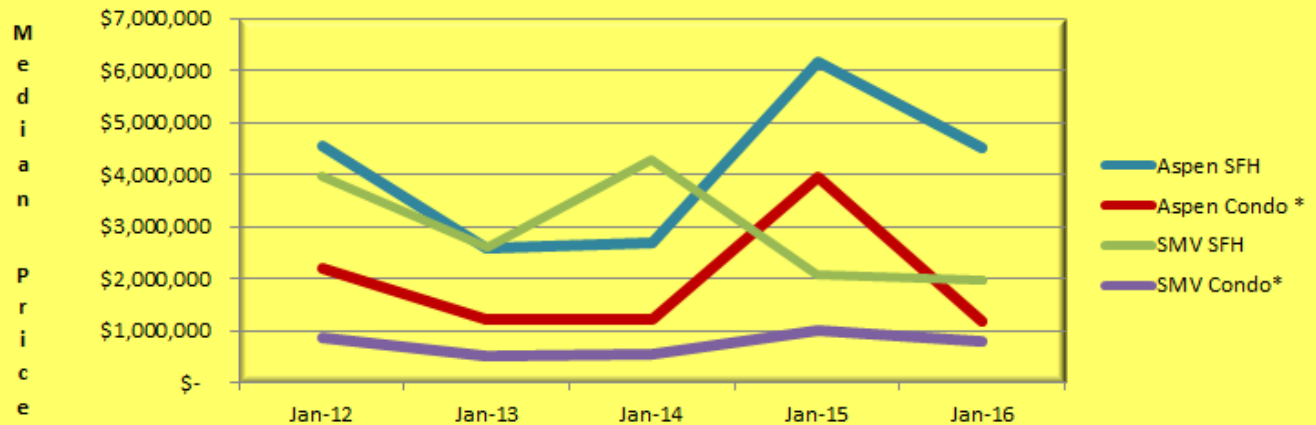
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NOTE: \*UC— The number of units that went Under Contract in January 2016. UC's are an indicator of future activity when compared to the prior year.

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## January 2016 Aspen and Snowmass Median Prices

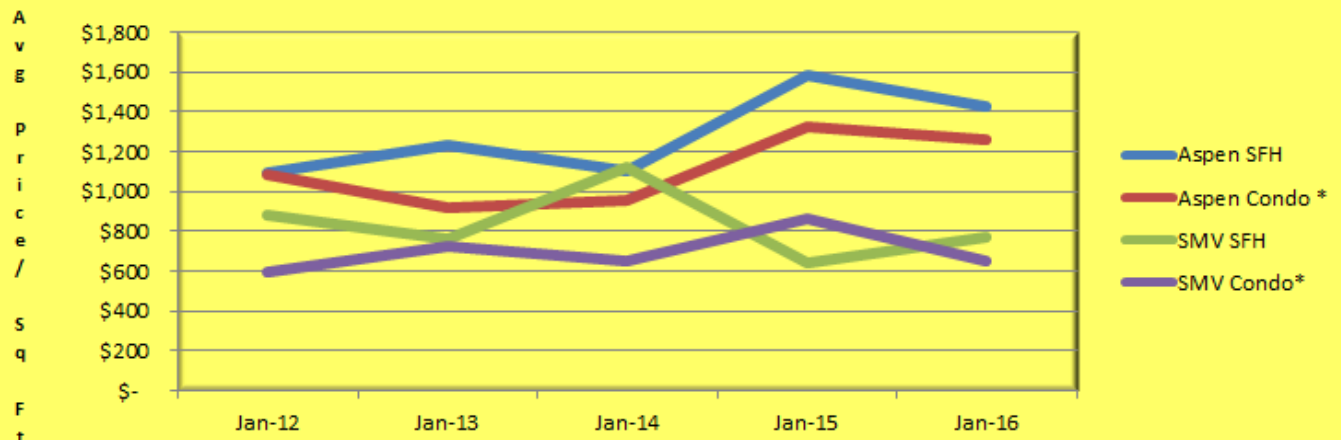


Median Price	Jan-12	% Chg	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16
Aspen SFH	\$ 4,566,079	-44%	\$ 2,575,000	5%	\$ 2,700,000	128%	\$ 6,150,000	-27%	\$ 4,500,000
Aspen Condo *	\$ 2,200,000	-44%	\$ 1,233,825	0%	\$ 1,235,000	220%	\$ 3,950,000	-70%	\$ 1,200,000
SMV SFH	\$ 3,987,500	-35%	\$ 2,610,000	65%	\$ 4,300,000	-51%	\$ 2,089,000	-6%	\$ 1,970,000
SMV Condo*	\$ 867,000	-42%	\$ 503,669	6%	\$ 535,000	87%	\$ 1,000,000	-19%	\$ 810,000

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

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## January 2016 Avg \$/Sq Ft for Aspen and Snowmass Village

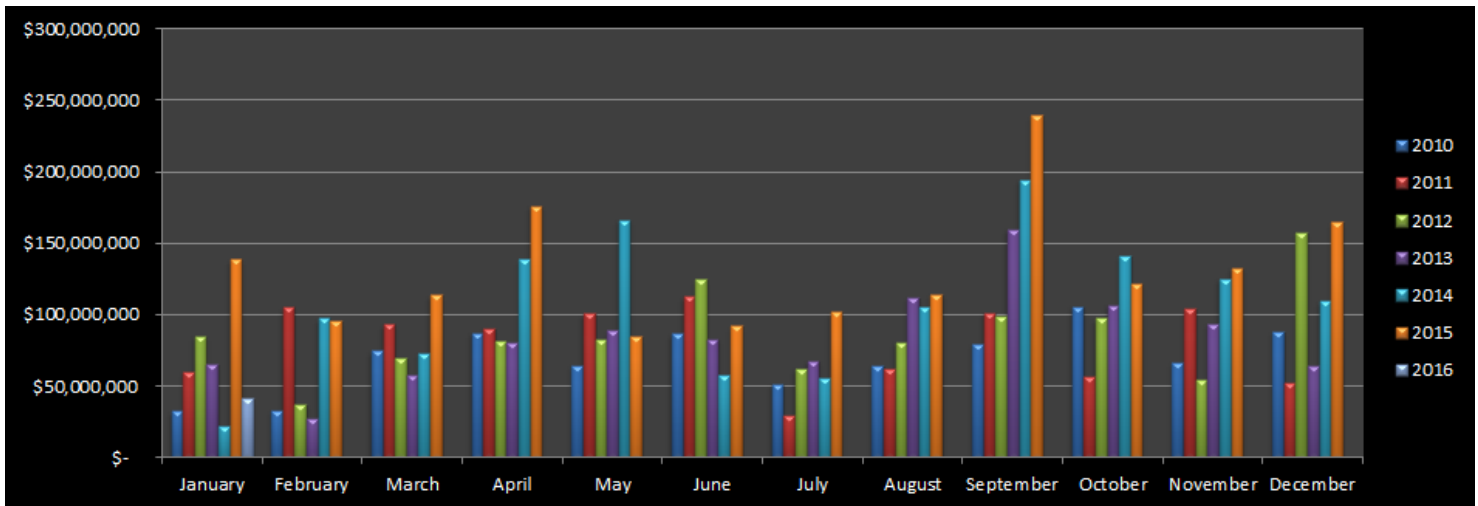


\$/Sq Ft	Jan-12	% Chg	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16
Aspen SFH	\$ 1,093	13%	\$ 1,237	-11%	\$ 1,106	43%	\$ 1,585	-10%	\$ 1,429
Aspen Condo *	\$ 1,085	-16%	\$ 915	5%	\$ 957	38%	\$ 1,324	-5%	\$ 1,259
SMV SFH	\$ 878	-13%	\$ 760	48%	\$ 1,124	-43%	\$ 643	20%	\$ 772
SMV Condo*	\$ 594	23%	\$ 728	-10%	\$ 656	32%	\$ 867	-24%	\$ 656

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

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## Estin Report: Total Aspen\* Snowmass Market January 2016 & Historical Sales



## Estin Report: Total Aspen\* Snowmass Market January 2016 Sales Volume

Month	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016
January	\$ 32,455,400	84%	\$ 59,780,000	42%	\$ 85,010,011	-24%	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500
February	\$ 33,010,500	218%	\$ 105,029,301	-65%	\$ 37,146,550	-27%	\$ 26,936,382	262%	\$ 97,470,275	-2%	\$ 95,847,000	-100%	\$ -
March	\$ 74,622,000	25%	\$ 93,291,555	-25%	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-100%	\$ -
April	\$ 87,200,500	4%	\$ 90,526,056	-10%	\$ 81,444,985	-1%	\$ 80,458,095	72%	\$ 138,651,300	27%	\$ 175,858,000	-100%	\$ -
May	\$ 64,457,850	56%	\$ 100,677,250	-18%	\$ 83,017,666	7%	\$ 88,734,098	87%	\$ 166,241,605	-49%	\$ 84,137,500	-100%	\$ -
June	\$ 86,590,153	30%	\$ 112,502,320	10%	\$ 124,255,107	-34%	\$ 82,603,050	-31%	\$ 57,033,950	61%	\$ 91,959,196	-100%	\$ -
July	\$ 51,165,500	-44%	\$ 28,851,548	115%	\$ 62,125,000	9%	\$ 67,648,000	-17%	\$ 55,874,000	82%	\$ 101,544,000	-100%	\$ -
August	\$ 64,415,000	-3%	\$ 62,405,000	30%	\$ 80,836,500	39%	\$ 112,096,350	-7%	\$ 104,758,713	9%	\$ 114,143,102	-100%	\$ -
September	\$ 79,570,000	27%	\$ 101,344,000	-3%	\$ 98,428,020	62%	\$ 159,732,802	22%	\$ 194,525,710	23%	\$ 239,328,900	-100%	\$ -
October	\$ 105,703,500	-46%	\$ 56,632,333	72%	\$ 97,606,000	9%	\$ 106,575,600	33%	\$ 141,413,500	-14%	\$ 121,283,490	-100%	\$ -
November	\$ 66,703,500	56%	\$ 103,837,000	-47%	\$ 54,515,000	72%	\$ 93,603,600	34%	\$ 124,966,204	6%	\$ 132,598,722	-100%	\$ -
December	\$ 88,060,750	-41%	\$ 52,167,500	202%	\$ 157,378,550	-60%	\$ 63,711,300	72%	\$ 109,516,500	50%	\$ 164,500,796	-100%	\$ -
Annual Totals	\$ 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	-97%	\$ 41,022,500
YTD Total	\$ 32,455,400	84%	\$ 59,780,000	42%	\$ 85,010,011	-24%	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500

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## Estin Report: Total Aspen\* Snowmass Market January 2016 Unit Sales

Month	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016
January	12	50%	18	56%	28	7%	30	-43%	17	71%	29	-24%	22
February	11	109%	23	-35%	15	20%	18	106%	37	-32%	25	-100%	0
March	24	50%	36	-42%	21	105%	43	-12%	38	16%	44	-100%	0
April	17	100%	34	-3%	33	9%	36	36%	49	-2%	48	-100%	0
May	19	21%	23	17%	27	56%	42	2%	43	0%	43	-100%	0
June	17	71%	29	14%	33	-6%	31	-10%	28	46%	41	-100%	0
July	18	-6%	17	18%	20	85%	37	-38%	23	17%	27	-100%	0
August	24	4%	25	8%	27	41%	38	11%	42	-36%	27	-100%	0
September	28	7%	30	17%	35	46%	51	-2%	50	24%	62	-100%	0
October	26	0%	26	15%	30	30%	39	28%	50	-22%	39	-100%	0
November	19	26%	24	21%	29	21%	35	0%	35	14%	40	-100%	0
December	29	-21%	23	83%	42	-29%	30	30%	39	0%	39	-100%	0
Annual Totals	244	26%	308	10%	340	26%	430	5%	451	3%	464	-95%	22
YTD Total	12	50%	18	56%	28	7%	30	-43%	17	71%	29	-24%	22

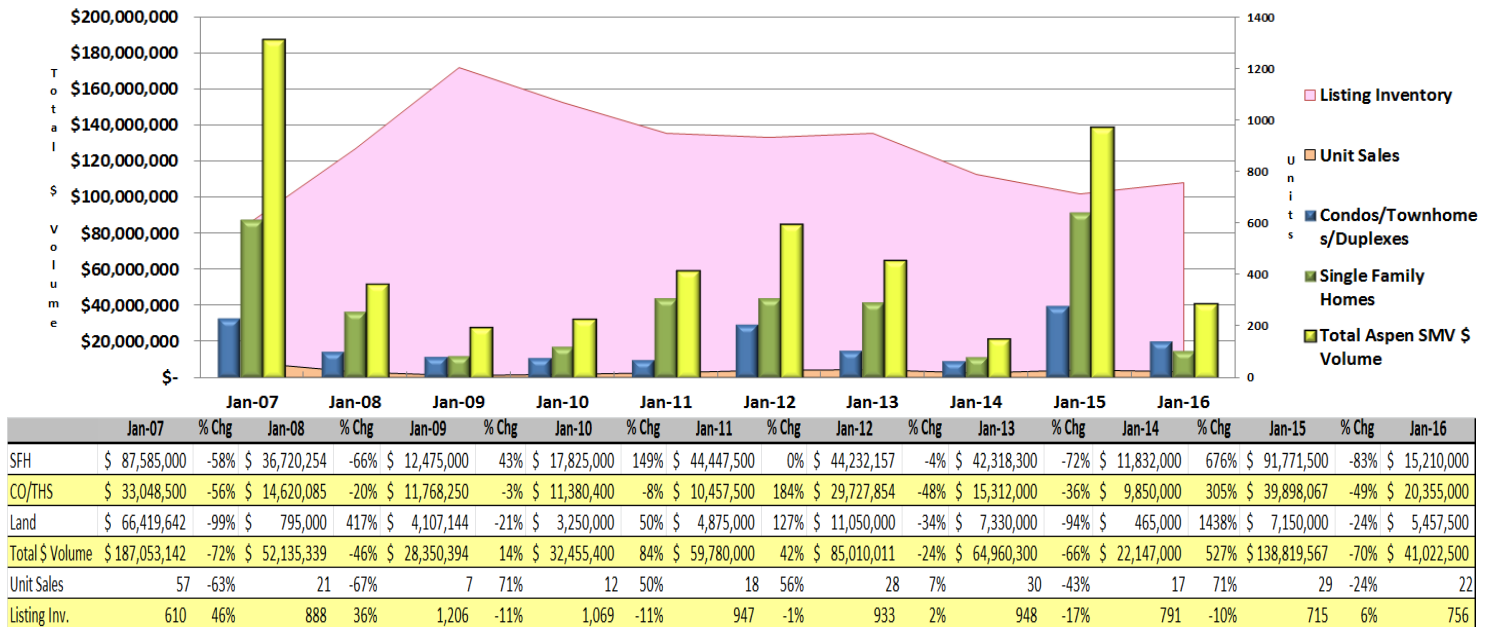
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# Estin Report: Total Aspen Snowmass Village Monthly Sales January 2016

## JANUARY 2016 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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	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16	% Chg	Dec-15	% Chg	Dec-14
<b>Single Family Homes</b>											
Unit Sales	11	-64%	4	225%	13	-69%	4	-300%	16	23%	13
YTD Unit Sales	11	-64%	4	225%	13	-69%	4	-3925%	161	-4%	167
Monthly \$ Volume	\$ 42,318,300	-72%	\$ 11,832,000	676%	\$ 91,771,500	-83%	\$ 15,210,000	-714%	\$ 123,824,796	125%	\$ 54,954,000
YTD \$ Volume	\$ 42,318,300	-72%	\$ 11,832,000	676%	\$ 91,771,500	-83%	\$ 15,210,000	-6488%	\$ 1,001,979,331	27%	\$ 788,376,490
Listing Inventory	335	-16%	281	-1%	278	1%	281	1%	278	1%	274
<b>Condos / Townhomes</b>											
Unit Sales	16	-25%	12	8%	13	23%	16	-19%	19	-5%	20
YTD Unit Sales	16	-25%	12	8%	13	23%	16	-1550%	264	10%	239
Monthly \$ Volume	\$ 15,312,000	-36%	\$ 9,850,000	305%	\$ 39,898,067	-49%	\$ 20,355,000	-48%	\$ 30,076,000	-28%	\$ 41,862,500
YTD \$ Volume	\$ 15,312,000	-36%	\$ 9,850,000	305%	\$ 39,898,067	-49%	\$ 20,355,000	-2099%	\$ 447,561,228	9%	\$ 410,328,543
Listing Inventory	483	-15%	410	-16%	345	12%	385	0%	385	11%	348
<b>Vacant Land</b>											
Unit Sales	3	-67%	1	200%	3	-33%	2	-50%	4	-33%	6
YTD Unit Sales	3	-67%	1	200%	3	-33%	2	-95%	39	-13%	45
Monthly \$ Volume	\$ 7,330,000	-94%	\$ 465,000	1438%	\$ 7,150,000	-24%	\$ 5,457,500	-49%	\$ 10,600,000	-17%	\$ 12,700,000
YTD \$ Volume	\$ 7,330,000	-94%	\$ 465,000	1438%	\$ 7,150,000	-24%	\$ 5,457,500	-96%	\$ 124,096,564	43%	\$ 86,715,590
Listing Inventory	130	-23%	100	-8%	92	-2%	90	-6%	96	13%	85
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	30	-43%	17	71%	29	-24%	22	-77%	39	0%	39
YTD Unit Sales	30	-43%	17	71%	29	-24%	22	-2009%	464	3%	451
Total Monthly \$ Volume	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500	-301%	\$ 164,500,796	50%	\$ 109,516,500
Total YTD \$ Volume	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500	-3736%	\$ 1,573,637,123	22%	\$ 1,285,420,623
Listing Inventory	948	-17%	791	-10%	715	6%	756	0%	759	7%	707

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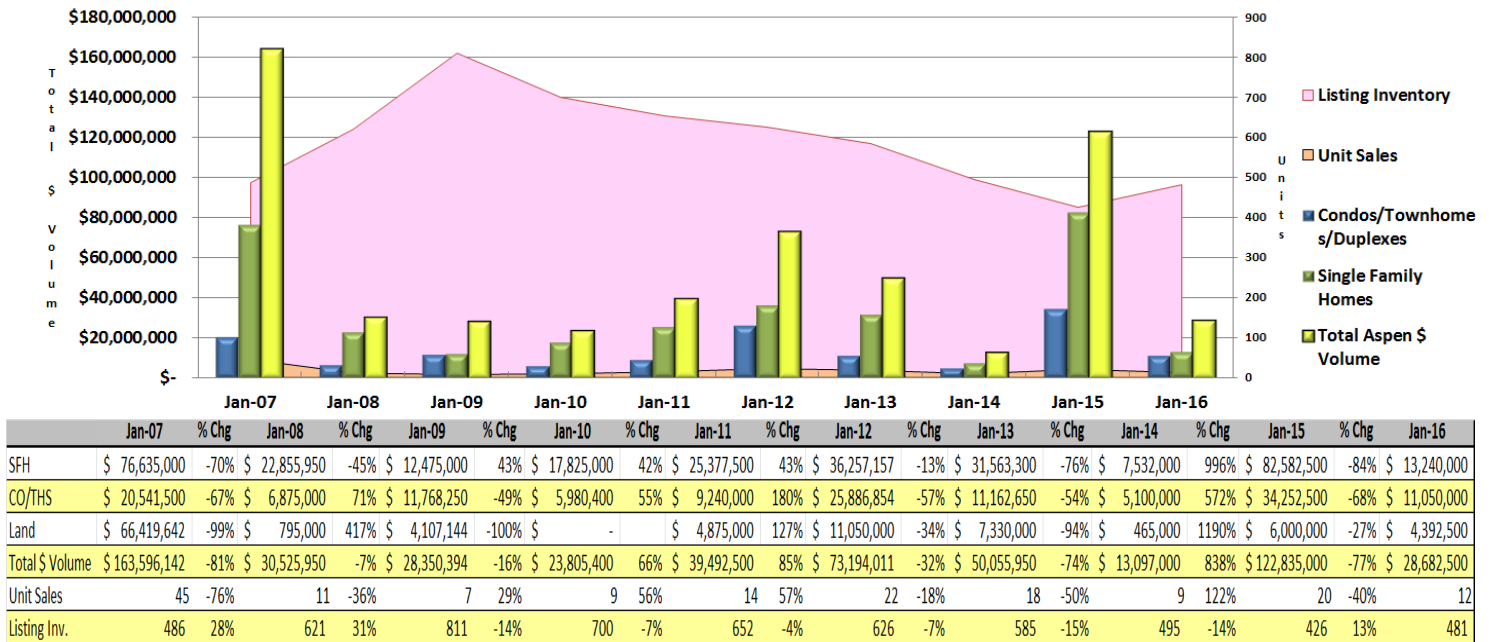
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# Estin Report: Aspen\* Monthly Sales Activity January 2016

## JANUARY 2016 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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	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16	% Chg	Dec-15	% Chg	Dec-14
<b>Single Family Homes</b>											
Unit Sales	7	-57%	3	233%	10	-70%	3	-300%	12	0%	12
YTD Unit Sales	7	-57%	3	233%	10	-70%	3	-4100%	126	-3%	130
Monthly \$ Volume	\$ 31,563,300	-76%	\$ 7,532,000	996%	\$ 82,582,500	-84%	\$ 13,240,000	-688%	\$ 104,269,796	97%	\$ 52,854,000
YTD \$ Volume	\$ 31,563,300	-76%	\$ 7,532,000	996%	\$ 82,582,500	-84%	\$ 13,240,000	-6374%	\$ 857,126,931	24%	\$ 688,563,490
Listing Inventory	257	-18%	212	-4%	203	7%	217	2%	213	3%	207
<b>Condos / Townhomes</b>											
Unit Sales	8	-38%	5	60%	8	0%	8	-63%	13	0%	13
YTD Unit Sales	8	-38%	5	60%	8	0%	8	-2163%	181	16%	156
Monthly \$ Volume	\$ 11,162,650	-54%	\$ 5,100,000	572%	\$ 34,252,500	-68%	\$ 11,050,000	-116%	\$ 23,821,000	-36%	\$ 36,985,000
YTD \$ Volume	\$ 11,162,650	-54%	\$ 5,100,000	572%	\$ 34,252,500	-68%	\$ 11,050,000	-3232%	\$ 368,139,915	10%	\$ 334,376,826
Listing Inventory	227	-11%	201	-25%	150	27%	191	-2%	194	26%	154
<b>Vacant Land</b>											
Unit Sales	3	-67%	1	100%	2	-50%	1	-200%	3	-25%	4
YTD Unit Sales	3	-67%	1	100%	2	-50%	1	-3200%	33	27%	26
Monthly \$ Volume	\$ 7,330,000	-94%	\$ 465,000	1190%	\$ 6,000,000	-27%	\$ 4,392,500	-107%	\$ 9,100,000	75%	\$ 5,200,000
YTD \$ Volume	\$ 7,330,000	-94%	\$ 465,000	1190%	\$ 6,000,000	-27%	\$ 4,392,500	-2561%	\$ 116,876,564	109%	\$ 55,989,590
Listing Inventory	101	-19%	82	-11%	73	0%	73	-8%	79	14%	69
<b>Total Aspen Market</b>											
Total Unit Sales	18	-50%	9	122%	20	-40%	12	-133%	28	-3%	29
YTD Unit Sales	18	-50%	9	122%	20	-40%	12	-2733%	340	9%	312
Total Monthly \$ Volume	\$ 50,055,950	-74%	\$ 13,097,000	838%	\$ 122,835,000	-77%	\$ 28,682,500	-378%	\$ 137,190,796	44%	\$ 95,039,000
Total YTD \$ Volume	\$ 50,055,950	-74%	\$ 13,097,000	838%	\$ 122,835,000	-77%	\$ 28,682,500	-4579%	\$ 1,342,143,410	24%	\$ 1,078,929,906
Listing Inventory	585	-15%	495	-14%	426	13%	481	-1%	486	13%	430

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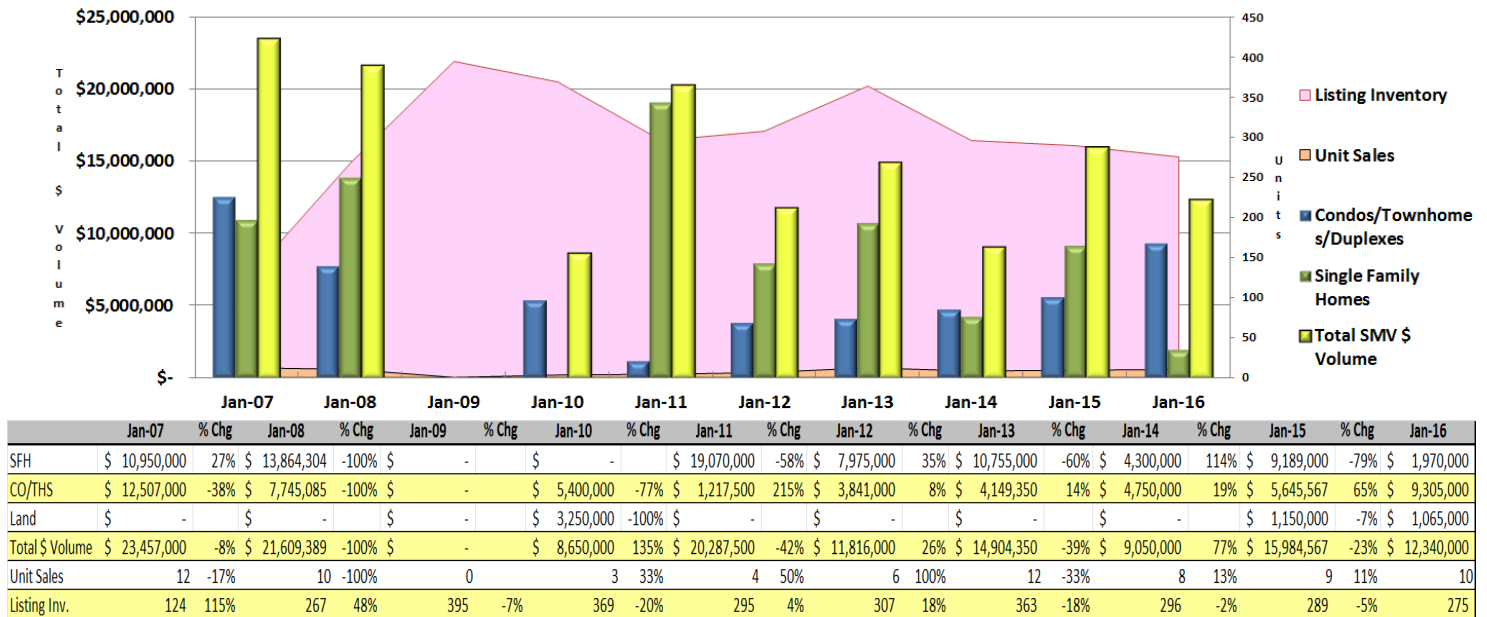
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	Jan-13	% Chg	Jan-14	% Chg	Jan-15	% Chg	Jan-16	% Chg	Dec-15	% Chg	Dec-14
<b>Single Family Homes</b>											
Unit Sales	4	-75%	1	200%	3	-67%	1	300%	4	300%	1
YTD Unit Sales	4	-75%	1	200%	3	-67%	1	3400%	35	-5%	37
Monthly \$ Volume	\$ 10,755,000	-60%	\$ 4,300,000	114%	\$ 9,189,000	-79%	\$ 1,970,000	-893%	\$ 19,555,000	831%	\$ 2,100,000
YTD \$ Volume	\$ 10,755,000	-60%	\$ 4,300,000	114%	\$ 9,189,000	-79%	\$ 1,970,000	-7253%	\$ 144,852,400	45%	\$ 99,813,000
Listing Inventory	78	-12%	69	9%	75	-15%	64	-2%	65	-3%	67
<b>Condos / Townhomes</b>											
Unit Sales	8	-13%	7	-29%	5	60%	8	25%	6	-14%	7
YTD Unit Sales	8	-13%	7	-29%	5	60%	8	938%	83	0%	83
Monthly \$ Volume	\$ 4,149,350	14%	\$ 4,750,000	19%	\$ 5,645,567	65%	\$ 9,305,000	33%	\$ 6,255,000	28%	\$ 4,877,500
YTD \$ Volume	\$ 4,149,350	14%	\$ 4,750,000	19%	\$ 5,645,567	65%	\$ 9,305,000	-754%	\$ 79,421,313	5%	\$ 75,951,718
Listing Inventory	256	-18%	209	-7%	195	-1%	194	2%	191	-2%	194
<b>Vacant Land</b>											
Unit Sales	0		0		1	0%	1	0%	1	-50%	2
YTD Unit Sales	0		0		1	0%	1	500%	6	-68%	19
Monthly \$ Volume	\$ -		\$ -		\$ 1,150,000	-7%	\$ 1,065,000	-41%	\$ 1,500,000	-80%	\$ 7,500,000
YTD \$ Volume	\$ -		\$ -		\$ 1,150,000	-7%	\$ 1,065,000	-578%	\$ 7,220,000	-77%	\$ 30,726,000
Listing Inventory	29	-38%	18	6%	19	-11%	17	0%	17	6%	16
<b>Total Snowmass Village Market</b>											
Total Unit Sales	12	-33%	8	13%	9	11%	10	10%	11	10%	10
YTD Unit Sales	12	-33%	8	13%	9	11%	10	1140%	124	-11%	139
Total Monthly \$ Volume	\$ 14,904,350	-39%	\$ 9,050,000	77%	\$ 15,984,567	-23%	\$ 12,340,000	-121%	\$ 27,310,000	89%	\$ 14,477,500
Total YTD \$ Volume	\$ 14,904,350	-39%	\$ 9,050,000	77%	\$ 15,984,567	-23%	\$ 12,340,000	-1776%	\$ 231,493,713	12%	\$ 206,490,718
Listing Inventory	363	-18%	296	-2%	289	-5%	275	1%	273	-1%	277

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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

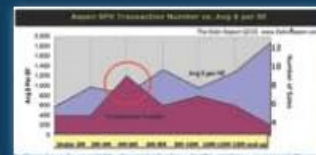


## The Estin Report

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)



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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.

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