



## Aspen and Snowmass Village (SMV) H1 2016 Key Metrics

Aspen Single Family Homes	H1 2016	% Chg	H1 2015	SMV Single Family Homes	H1 2016	% Chg	H1 2015
Dollar Sales Volume (\$M)	\$111	-61%	\$282	Dollar Sales Volume (\$M)	\$90	38%	\$65
Unit Sales (Units)	17	-60%	43	Unit Sales (Units)	21	40%	15
Avg Sold Price (\$M)	\$6.51	-1%	\$6.55	Avg Sold Price (\$M)	\$4.29	-1%	\$4.33
Median Sold Price (\$M)	\$5.50	25%	\$4.40	Median Sold Price (\$M)	3.584	-30%	\$5.15
Avg Sold Price per Sq Ft (\$/Sq Ft)	\$1,338	-3%	\$1,378	Avg Sold Price per Sq Ft (\$/Sq Ft)	\$947	3%	\$915
Sold Price as % of Ask Price	85%	-5%	90%	Sold Price as % of Ask Price	89%	-2%	91%
Listing Inventory (Units)	240	4%	231	Listing Inventory (Units)	92	-3%	95
Aspen Condominiums*	H1 2016	% Chg	H1 2015	SMV Condominiums	H1 2016	% Chg	H1 2015
Dollar Sales Volume (\$M)	\$97	-47%	\$184	Dollar Sales Volume (\$M)	\$37	-36%	\$58
Unit Sales (Units)	50	-44%	89	Unit Sales (Units)	35	-35%	54
Avg Sold Price (\$M)	\$1.94	-6%	\$2.07	Avg Sold Price (\$M)	\$1.05	-1%	\$1.07
Median Sold Price (\$M)	\$1.26	-7%	\$1.35	Median Sold Price (\$M)	\$0.67	-11%	\$0.75
Avg Sold Price per Sq Ft (\$/Sq Ft)	\$1,312	10%	\$1,193	Avg Sold Price per Sq Ft (\$/Sq Ft)	\$656	-6%	\$699
Sold Price as % of Ask Price	95%	1%	94%	Sold Price as % of Ask Price	92%	-2%	94%
Listing Inventory (Units)	321	16%	277	Listing Inventory (Units)	267	2%	262
Aspen Vacant Lots	H1 2016	% Chg	H1 2015	SMV Vacant Lots	H1 2016	% Chg	H1 2015
Unit Sales (Units)	6	-81%	31	Unit Sales (Units)	4	-33%	6
Dollar Sales Volume	\$ 23,592,500	-63%	\$64,562,500	Dollar Sales Volume	\$8,202,500	14%	\$7,220,000
Aspen Average Price per Sq Ft since Market Peak	H1 2016	% Chg	2015 (SF) / 2008 (CO)	SMV Average Price per Sq Ft since Market Peak	H1 2016	% Chg	2007 (SF) / 2008 (CO)
Aspen Single Family Home (\$/Sq)	\$1,338	-3%	\$1,378	SMV Single Family Home (\$/Sq Ft)	\$947	-40%	\$ 1,575
Aspen Core Condos (\$/Sq Ft)	\$1,312	-9%	\$1,447	SMV Core Condos (\$/Sq Ft)	\$656	-40%	\$ 1,090

\*The record Feb 2016 sale of a downtown Monarch on the Park PH #302 at \$15M/\$4,275 sq ft is an outlier sale and has been excluded from these calculations.

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### Luxury Sales over \$10M:

Luxury sales \$10M and over - Single family homes and condos/ townhomes sales over \$10M fell 60% from (15) sales in H115 (all occurring Jan through April 2015) to (6) in H116 (five of the six occurring in May and June 2016...perhaps a signal of an improving market?). The luxury sales declines correspond with what one hears about other high end real estate markets around the country: sales are either off considerably or have stopped – foreign buyers have dried up, uncertainty prevails, and there is an abundance of high priced inventory.

Note: Aspen is defined by Aspen and Brush Creek Village and does not include Old Snowmass and Woody Creek.