



## July 2016: Aspen Snowmass Real Estate Market Snapshot

RELEASED 8/7/2016, ON OR NEAR THE 1ST MONDAY EACH MONTH

v2.0 The Estin Report publishes the monthly Aspen real estate market "Snapshot" on or near the 1st Monday of each month. The Monthly Snapshot details residential real estate sales in Aspen's upper Roaring Fork Valley with three sections: 1) Total combined Aspen Snowmass Village Market; 2) The Aspen Market; 3) The Snowmass Village Market. It features charts, tables and 30-day live links to photos and details of sold properties and compares the subject month to the same time in prior years. The Monthly Snapshot is the only Aspen and Snowmass property sales information widely published in a timely and consistent manner early each month.

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

Total Aspen Snowmass Market	Jul-16	% Change	Jul-15
Monthly Unit Sales:	13	-50%	26
Year-to-Date Unit Sales:	149	-39%	246
Monthly Dollar Volume:	\$ 29,638,500	-70%	\$ 99,044,000
Year-to-Date Dollar Volume:	\$ 422,515,300	-44%	\$ 755,615,113
Listing Inventory:	806	16%	695
<b>Aspen Market</b>			
Monthly Unit Sales:	9	-50%	18
Year-to-Date Unit Sales:	85	-49%	166
Monthly Dollar Volume:	\$ 23,167,500	-69%	\$ 74,379,000
Year-to-Date Dollar Volume:	\$ 280,968,425	-54%	\$ 604,660,800
Listing Inventory:	511	21%	422
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	4	-50%	8
Year-to-Date Unit Sales:	64	-20%	80
Monthly Dollar Volume:	\$ 6,471,000	-74%	\$ 24,665,000
Year-to-Date Dollar Volume:	\$ 141,546,875	-6%	\$ 150,954,313
Listing Inventory:	295	8%	273
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	-		2
Year-to-Date Unit Sales:	6	-50%	12
Monthly Dollar Volume:	\$ -		\$ 23,000,000
Year-to-Date Dollar Volume:	\$ 70,586,488	-57%	\$ 165,075,000

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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 for Aspen (with Brush Creek) and Snowmass Village (SMV). Woody Creek and Old Snowmass are not included. Property types included are single family homes, condos, townhomes, duplexes and residential vacant at sold at prices over \$250,000. Fractionals are not included.



## July 2016 Market Statistics Summary for Aspen Only \*

### Aspen condo sales July 2016

- Unit Sales: +14% (8) in July '16 from (7) in July '15
- Dollar Sales: +32% \$17M in July '16 from \$13M in July '15
- Inventory Active Listings: +10% (247) in July '16 from (180) in July '15

### Aspen condo sales YTD

- Unit Sales: -37% (60) in July '16 YTD from (96) in July '15 YTD
- Dollar Sales: -32% \$135M in July '16 YTD from \$197M in July '15 YTD
- Inventory Active Listings: +11% (345) in July '16 YTD from (312) in July '15 YTD

### Aspen Single family home sales July 2016

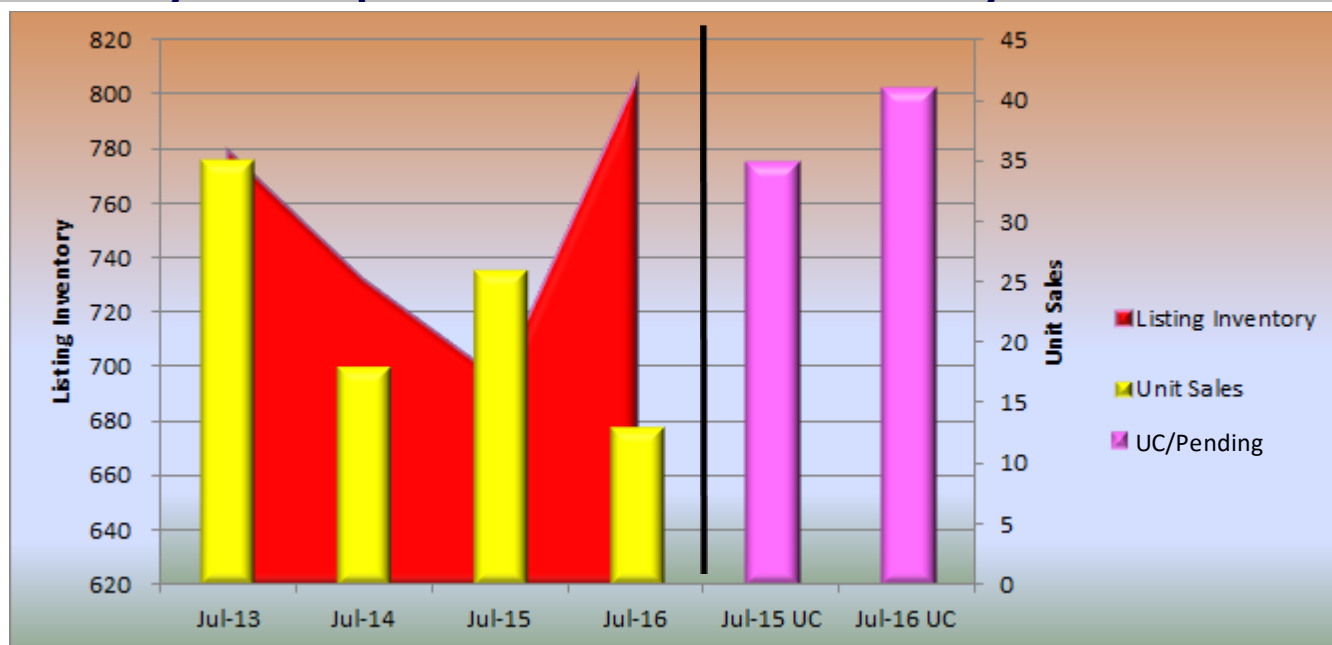
- Unit Sales: -100% (0) in July '16 from (7) in July '15
- Dollar Sales: -100% \$0M in July '16 from \$44M in July '15
- Inventory Active Listings: +10% (203) in July '16 from (184) in July '15

### Aspen Single family home sales YTD

- Unit Sales: -66% (17) in July '16 YTD from (50) in July '15 YTD
- Dollar Sales: -66% \$111M in July '16 YTD from \$325M in July '15 YTD
- Inventory Active Listings: +3% (269) in July '16 YTD from (260) in July '15 YTD

\* Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace.

## July 2016 Aspen Snowmass Market Inventory and Sales

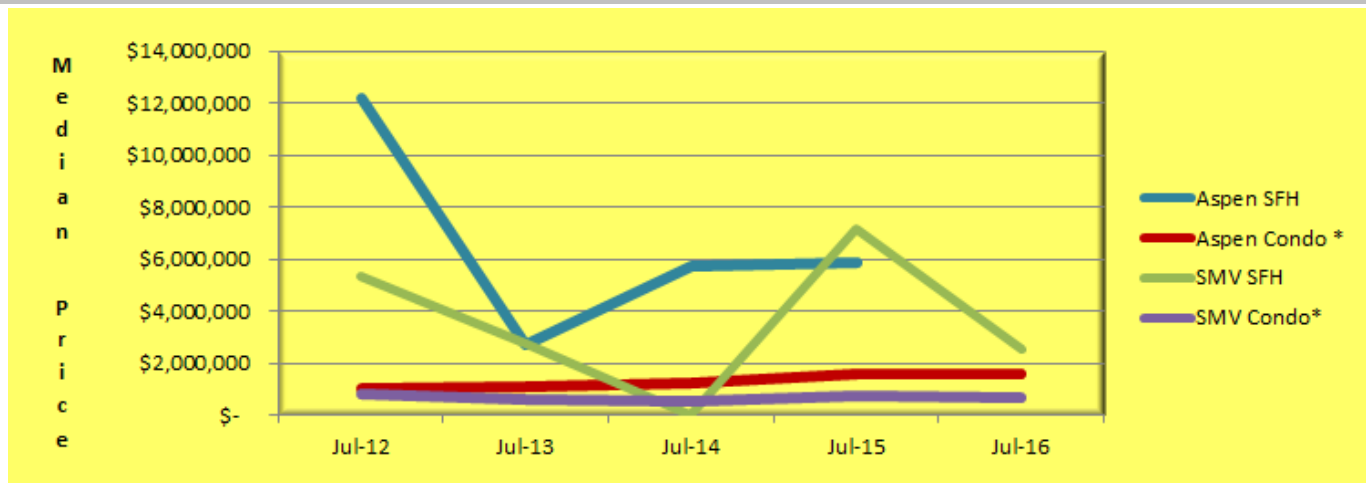


	Jul-13	% Chg	Jul-14	% Chg	Jul-15	% Chg	Jul-16	Jul-16 UC	% Chg	Jul-15 UC
<b>Total Aspen Snowmass Market</b>										
Unit Sales	35	-49%	18	44%	26	-50%	13	41	17%	35
Listing Inventory	779	-6%	732	-5%	695	16%	806			

NOTE: UC— The number of units that went Under Contract in July 2016. This does not necessarily mean that they will close in July, or at all. They may fall out of contract. UC's are used as an indicator of future activity when compared to the prior year. In general, rising inventory and a falling number of under contracts suggests a softening of pricing pressure, but this information needs to be viewed by specific neighborhood for a real determination.



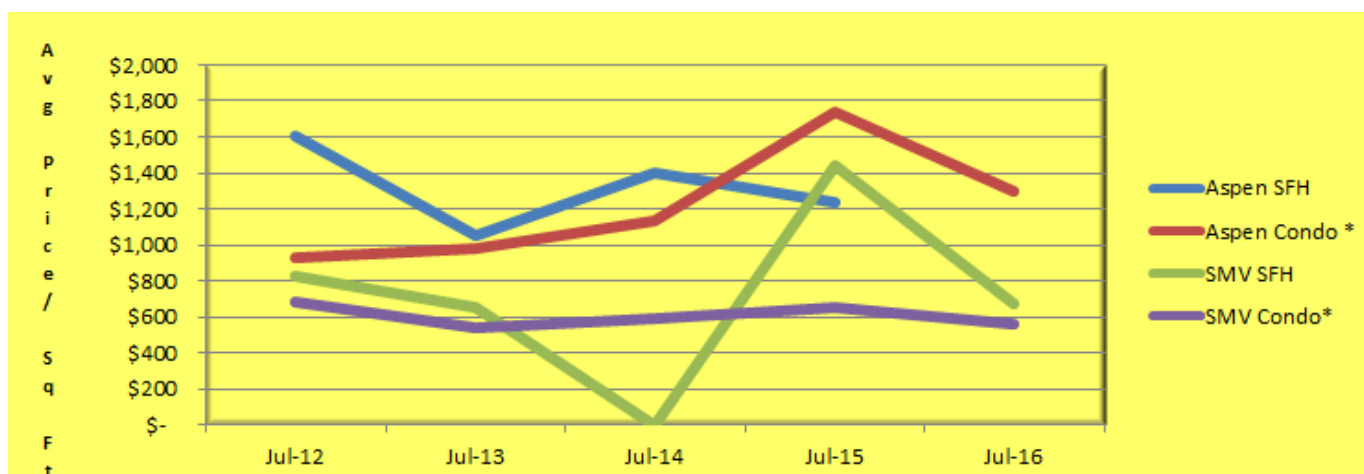
## July 2016 Aspen and Snowmass Median Prices



Note: Aspen includes Aspen and Brush Creek Village, not included are Snowmass Village, Old Snowmass and Woody Creek. \*Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. Single Family Homes are SFH. A blank cell above represents no sales during time period. Median prices are less likely than Avg Prices to be disproportionately skewed by extreme high or low priced sales.

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

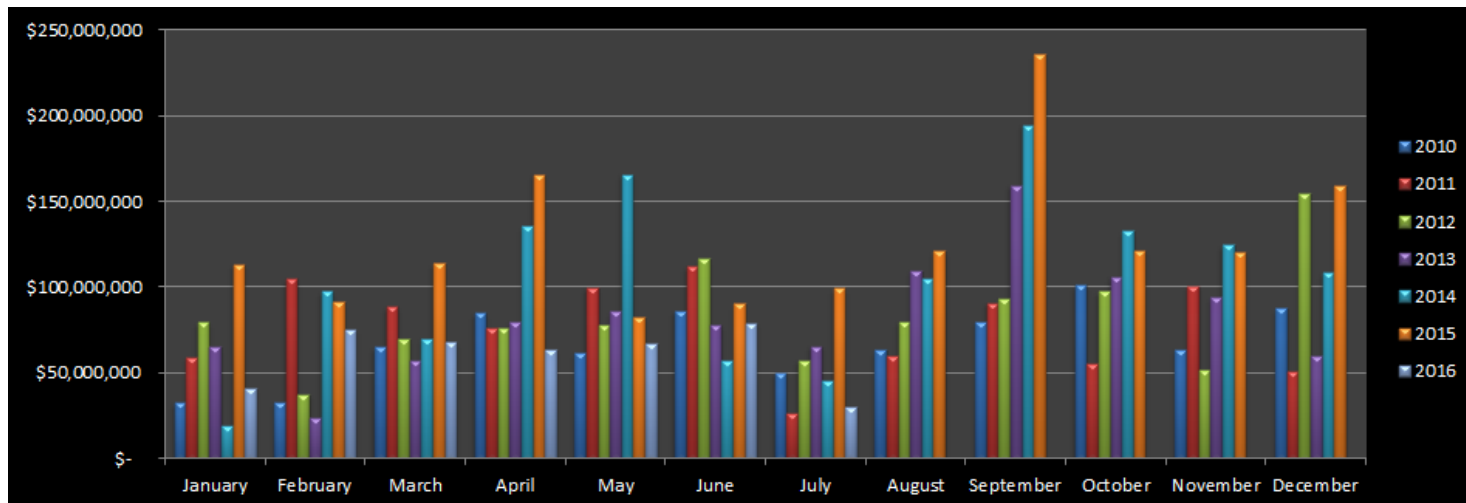


Note: Aspen includes Aspen and Brush Creek Village, not included are Snowmass Village, Old Snowmass and Woody Creek. \*Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. Single Family Homes are SFH. A blank cell above represents no sales during the time period.

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## Estin Report: Total Aspen Snowmass Market July 2016 & Historical Sales



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## Estin Report: Total Aspen Snowmass Market July 2016 Sales Volume

Month	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016
January	\$ 32,455,400	82%	\$ 59,140,000	34%	\$ 79,410,011	-18%	\$ 64,960,300	-71%	\$ 18,982,000	497%	\$ 113,369,567	-64%	\$ 41,022,500
February	\$ 33,010,500	217%	\$ 104,564,301	-64%	\$ 37,146,550	-36%	\$ 23,806,382	309%	\$ 97,470,275	-6%	\$ 91,247,000	-17%	\$ 75,479,500
March	\$ 65,072,000	36%	\$ 88,482,555	-21%	\$ 69,690,650	-18%	\$ 57,120,659	23%	\$ 70,071,867	62%	\$ 113,616,850	-41%	\$ 67,493,330
April	\$ 84,950,500	-11%	\$ 76,006,056	0%	\$ 75,690,860	6%	\$ 80,008,095	69%	\$ 135,301,300	23%	\$ 165,808,000	-62%	\$ 63,462,200
May	\$ 61,789,850	61%	\$ 99,554,750	-22%	\$ 77,342,666	11%	\$ 85,515,803	93%	\$ 165,441,605	-50%	\$ 82,387,500	-19%	\$ 66,611,988
June	\$ 85,940,153	30%	\$ 111,867,320	4%	\$ 116,457,607	-33%	\$ 77,613,050	-27%	\$ 57,033,950	58%	\$ 90,142,196	-13%	\$ 78,807,282
July	\$ 49,923,000	-48%	\$ 25,851,548	121%	\$ 57,121,500	14%	\$ 65,288,000	-30%	\$ 45,650,000	117%	\$ 99,044,000	-70%	\$ 29,638,500
August	\$ 63,065,000	-5%	\$ 59,780,000	33%	\$ 79,762,500	38%	\$ 109,746,350	-5%	\$ 104,433,713	16%	\$ 120,793,102	-100%	\$ -
September	\$ 79,570,000	14%	\$ 90,749,000	3%	\$ 93,493,020	70%	\$ 159,307,802	22%	\$ 194,525,710	21%	\$ 236,084,900	-100%	\$ -
October	\$ 101,053,500	-45%	\$ 55,112,333	77%	\$ 97,356,000	9%	\$ 105,819,000	25%	\$ 132,728,500	-9%	\$ 121,283,490	-100%	\$ -
November	\$ 63,603,500	58%	\$ 100,637,000	-49%	\$ 51,255,000	83%	\$ 93,603,600	33%	\$ 124,561,204	-3%	\$ 120,386,500	-100%	\$ -
December	\$ 87,410,750	-42%	\$ 50,292,500	208%	\$ 154,903,550	-61%	\$ 59,781,300	81%	\$ 108,107,500	47%	\$ 159,065,796	-100%	\$ -
Annual Totals	\$ 807,844,153	14%	\$ 922,037,363	7%	\$ 989,629,914	-1%	\$ 982,570,341	28%	\$ 1,254,307,623	21%	\$ 1,513,228,901	-72%	\$ 422,515,300
YTD Total	\$ 413,141,403	37%	\$ 565,466,530	-9%	\$ 512,859,844	-11%	\$ 454,312,289	30%	\$ 589,950,997	28%	\$ 755,615,113	-44%	\$ 422,515,300

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## Estin Report: Total Aspen Snowmass Market July 2016 Unit Sales

Month	2010	% Change	2011	% Change	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016
January	12	42%	17	59%	27	11%	30	-50%	15	80%	27	-19%	22
February	11	100%	22	-32%	15	7%	16	131%	37	-35%	24	-13%	21
March	21	57%	33	-36%	21	105%	43	-14%	37	19%	44	-39%	27
April	16	94%	31	3%	32	9%	35	37%	48	-6%	45	-38%	28
May	18	17%	21	19%	25	52%	38	11%	42	0%	42	-57%	18
June	16	75%	28	4%	29	0%	29	-3%	28	36%	38	-47%	20
July	17	-6%	16	6%	17	106%	35	-49%	18	44%	26	-50%	13
August	23	4%	24	8%	26	42%	37	11%	41	-37%	26	-100%	0
September	28	-4%	27	22%	33	52%	50	0%	50	18%	59	-100%	0
October	24	0%	24	21%	29	31%	38	18%	45	-13%	39	-100%	0
November	18	28%	23	17%	27	30%	35	-3%	34	3%	35	-100%	0
December	28	-21%	22	82%	40	-33%	27	33%	36	3%	37	-100%	0
Annual Totals	232	24%	288	11%	321	29%	413	4%	431	3%	442	-66%	149
YTD Total	111	51%	168	-1%	166	36%	226	0%	225	9%	246	-39%	149

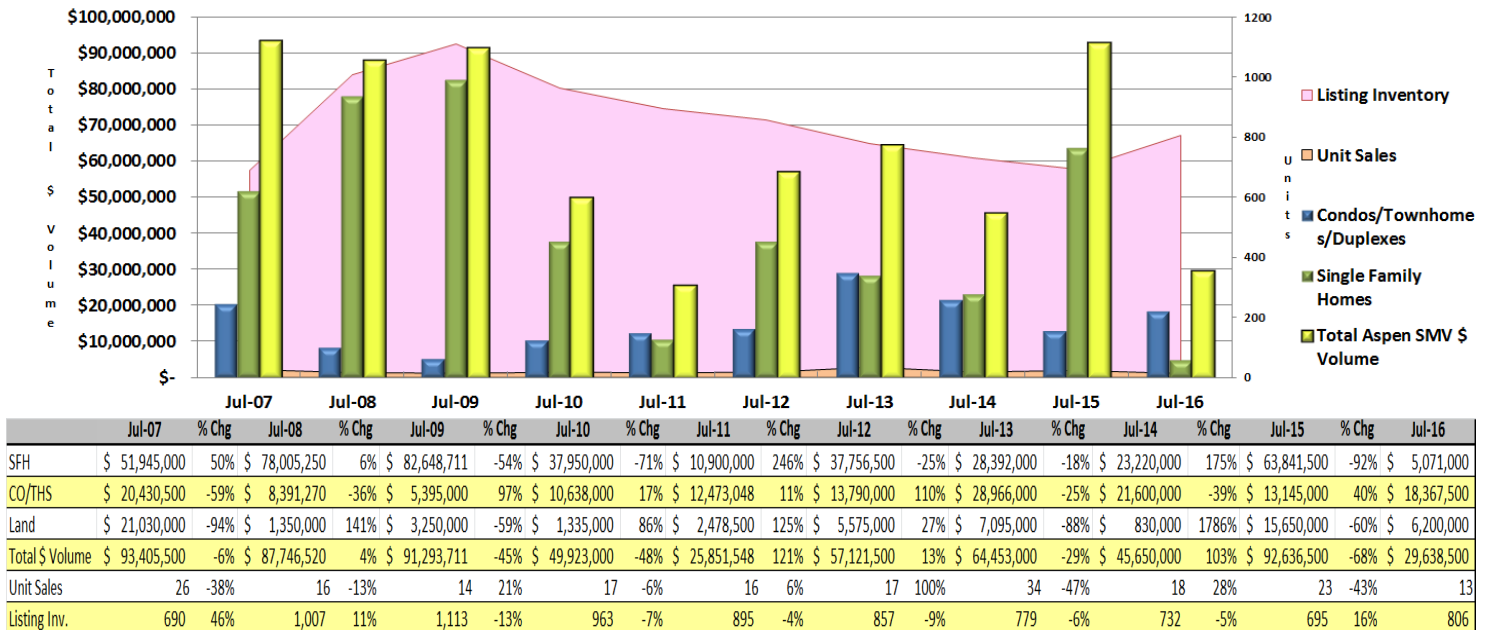
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## July 2016 Aspen &amp; Snowmass Village Total Sales Comparisons

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



Vacant Land is excluded from graph for scale reasons.

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	Jul-13	% Chg	Jul-14	% Chg	Jul-15	% Chg	Jul-16	% Chg	Jun-16	% Chg	Jun-15
<b>Single Family Homes</b>											
Unit Sales	9	-56%	4	150%	10	-80%	2	-400%	10	0%	10
YTD Unit Sales	59	24%	73	-7%	68	-41%	40	5%	38	-34%	58
Monthly \$ Volume	\$ 29,227,000	-21%	\$ 23,220,000	175%	\$ 63,841,500	-92%	\$ 5,071,000	-976%	\$ 54,556,282	11%	\$ 48,946,500
YTD \$ Volume	\$ 253,983,031	31%	\$ 333,403,517	23%	\$ 410,420,000	-50%	\$ 205,679,425	2%	\$ 200,608,425	-42%	\$ 346,578,500
Listing Inventory	281	-10%	253	2%	259	8%	280	8%	258	7%	242
<b>Condos / Townhomes</b>											
Unit Sales	21	-38%	13	-15%	11	-9%	10	40%	6	-77%	26
YTD Unit Sales	152	-11%	136	13%	154	-37%	97	10%	87	-39%	143
Monthly \$ Volume	\$ 28,966,000	-25%	\$ 21,600,000	-26%	\$ 16,052,500	14%	\$ 18,367,500	24%	\$ 13,963,500	-62%	\$ 36,625,696
YTD \$ Volume	\$ 173,629,258	29%	\$ 224,480,480	15%	\$ 257,912,613	-33%	\$ 172,840,875	11%	\$ 154,473,375	-36%	\$ 241,860,113
Listing Inventory	395	2%	402	-11%	356	25%	445	0%	444	32%	337
<b>Vacant Land</b>											
Unit Sales	5	-80%	1	400%	5	-80%	1	-75%	4	100%	2
YTD Unit Sales	15	7%	16	50%	24	-50%	12	9%	11	-42%	19
Monthly \$ Volume	\$ 7,095,000	-88%	\$ 830,000	2207%	\$ 19,150,000	-68%	\$ 6,200,000	-40%	\$ 10,287,500	125%	\$ 4,570,000
YTD \$ Volume	\$ 26,700,000	20%	\$ 32,067,000	172%	\$ 87,282,500	-50%	\$ 43,995,000	16%	\$ 37,795,000	-45%	\$ 68,132,500
Listing Inventory	103	-25%	77	4%	80	1%	81	3%	79	8%	73
<b>Total Aspen Snowmass Market</b>											
Total Unit Sales	35	-49%	18	44%	26	-50%	13	-54%	20	-47%	38
YTD Unit Sales	226	0%	225	9%	246	-39%	149	9%	136	-38%	220
Total Monthly \$ Volume	\$ 65,288,000	-30%	\$ 45,650,000	117%	\$ 99,044,000	-70%	\$ 29,638,500	-166%	\$ 78,807,282	-13%	\$ 90,142,196
Total YTD \$ Volume	\$ 454,312,289	30%	\$ 589,950,997	28%	\$ 755,615,113	-44%	\$ 422,515,300	7%	\$ 392,876,800	-40%	\$ 656,571,113
Listing Inventory	779	-6%	732	-5%	695	16%	806	3%	781	20%	652

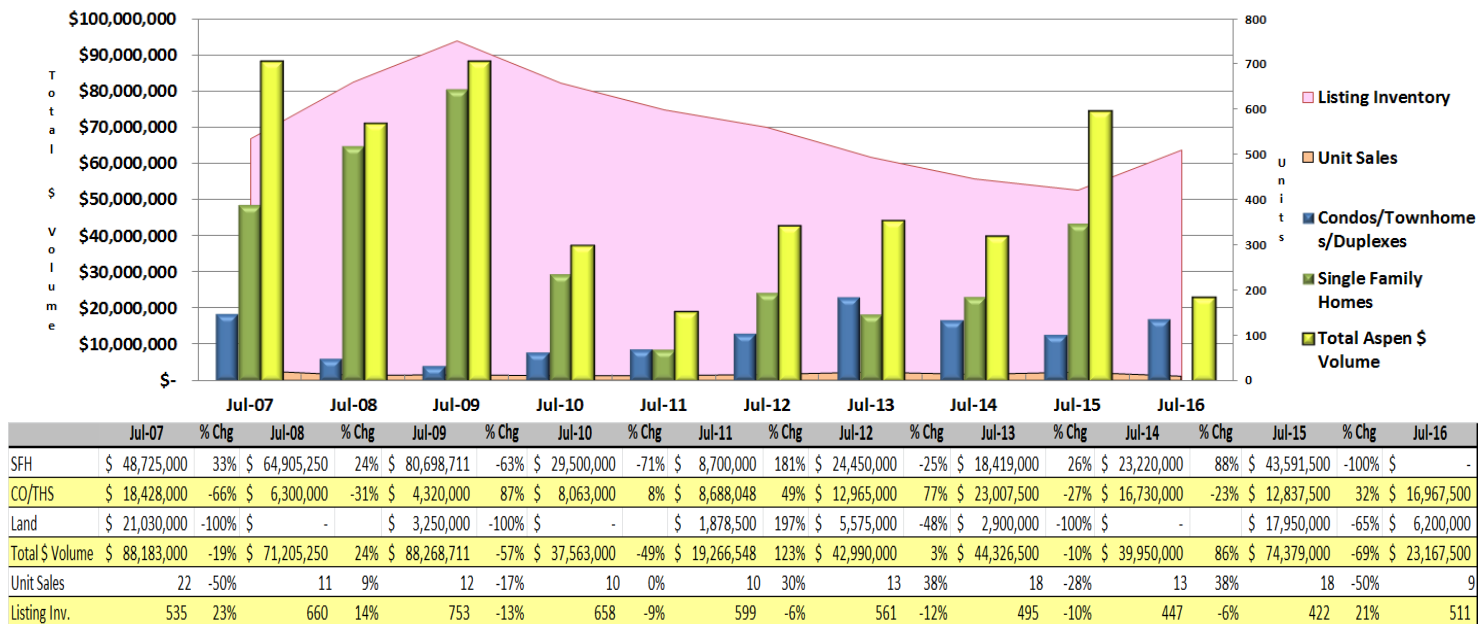
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The Estin Report: Aspen Snowmass Real Estate Monthly Charts document sales activity for the subject month in the upper Roaring Fork Valley - Aspen, Snowmass Village (SMV), Woody Creek (WC) and Old Snowmass (OSM). Included property types are single 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. Information is from sources deemed reliable but cannot be guaranteed. The Estin Report © is copyrighted 2016 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." For sales assistance and inquiries, please call Aspen Sothebys broker Tim Estin at [970.309.6163](tel:970.309.6163) or [tim@estinaspen.com](mailto:tim@estinaspen.com)



## July 2016 Aspen Sales Comparisons

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



\*Includes Aspen and Brush Creek Village not Snowmass Village, Woody Creek, and Old Snowmass. Vacant land excluded for scale reasons.

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	Jul-13	% Chg	Jul-14	% Chg	Jul-15	% Chg	Jul-16	% Chg	Jun-16	% Chg	Jun-15
<b>Single Family Homes</b>											
Unit Sales	5	-20%	4	75%	7	-100%	0		4	-43%	7
YTD Unit Sales	42	26%	53	-6%	50	-66%	17	0%	17	-60%	43
Monthly \$ Volume	\$ 18,419,000	26%	\$ 23,220,000	88%	\$ 43,591,500	-100%	\$ -		\$ 31,346,282	-19%	\$ 38,484,000
YTD \$ Volume	\$ 217,125,031	32%	\$ 285,745,517	14%	\$ 325,171,000	-66%	\$ 110,601,425	0%	\$ 110,601,425	-61%	\$ 281,579,500
Listing Inventory	203	-14%	175	5%	184	10%	203	7%	188	11%	170
<b>Condos / Townhomes</b>											
Unit Sales	11	-18%	9	-22%	7	14%	8	38%	5	-72%	18
YTD Unit Sales	73	4%	76	26%	96	-38%	60	13%	52	-42%	89
Monthly \$ Volume	\$ 23,007,500	-27%	\$ 16,730,000	-23%	\$ 12,837,500	32%	\$ 16,967,500	35%	\$ 11,076,000	-65%	\$ 31,460,800
YTD \$ Volume	\$ 114,516,050	46%	\$ 166,690,975	18%	\$ 196,977,300	-32%	\$ 134,574,500	13%	\$ 117,607,000	-36%	\$ 184,139,800
Listing Inventory	214	2%	219	-18%	180	37%	247	1%	244	53%	160
<b>Vacant Land</b>											
Unit Sales	2	-100%	0		4	-75%	1	-200%	3	200%	1
YTD Unit Sales	11	-27%	8	150%	20	-60%	8	13%	7	-56%	16
Monthly \$ Volume	\$ 2,900,000	-100%	\$ -		\$ 17,950,000	-65%	\$ 6,200,000	-49%	\$ 9,250,000	157%	\$ 3,600,000
YTD \$ Volume	\$ 21,930,000	-12%	\$ 19,251,000	329%	\$ 82,512,500	-57%	\$ 35,792,500	17%	\$ 29,592,500	-54%	\$ 64,562,500
Listing Inventory	78	-32%	53	9%	58	5%	61	2%	60	13%	53
<b>Total Aspen Market</b>											
Total Unit Sales	18	-28%	13	38%	18	-50%	9	-33%	12	-54%	26
YTD Unit Sales	126	9%	137	21%	166	-49%	85	11%	76	-49%	148
Total Monthly \$ Volume	\$ 44,326,500	-10%	\$ 39,950,000	86%	\$ 74,379,000	-69%	\$ 23,167,500	-123%	\$ 51,672,282	-30%	\$ 73,544,800
Total YTD \$ Volume	\$ 353,571,081	33%	\$ 471,687,492	28%	\$ 604,660,800	-54%	\$ 280,968,425	8%	\$ 257,800,925	-51%	\$ 530,281,800
Listing Inventory	495	-10%	447	-6%	422	21%	511	4%	492	28%	383

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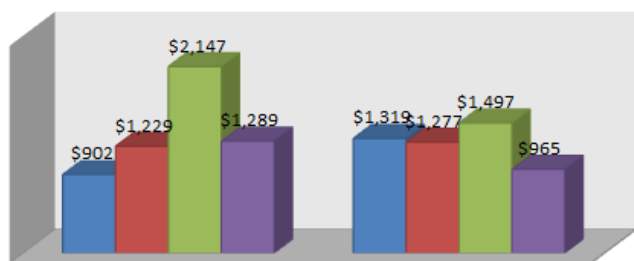
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## Estin Report: July 2016 Aspen Condos - 3-Mos Sales Averages

Avg \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

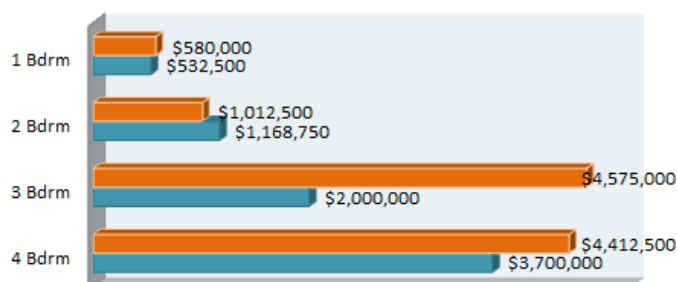


May-Jul 2016

May-Jul 2015

Median Sold Price

May-Jul 2016 May-Jul 2015



BEDROOMS	#Sold	'16 vs '15	Avg Sqft	'16 vs '15	Avg Sold \$ SqFt	'16 vs '15	Avg Sold Price	'16 vs '15	Median Sold Price	'16 vs '15	Avg Sold % to Ask	'16 vs '15	Avg Sold % to Orig	'16 vs '15	Avg DOM	'16 vs '15
1 Bdrm	3	-50%	604	-7%	\$ 902	-32%	545,000	-38%	580,000	9%	97%	4%	97%	5%	64	-61%
2 Bdrm	8	-50%	1,013	6%	\$1,229	-4%	1,352,875	12%	1,012,500	-13%	94%	-2%	91%	-4%	232	35%
3 Bdrm	4	-56%	1,984	45%	\$2,147	43%	4,398,750	116%	4,575,000	129%	97%	2%	97%	1%	107	-33%
4 Bdrm	2	-60%	3,553	-4%	\$1,289	34%	4,412,500	26%	4,412,500	19%	91%	-3%	91%	-3%	159	-40%

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## Estin Report: What Aspen\* Areas Are Selling? 3-Mos Avg Sales by Location

Location	Unit Sales			Dollar Volume (\$ Millions)			Sold Price % Ask			Sold Price % Orig			Avg Sold \$/SqFt			Active Listings			Avg Days On Market		
	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016
Central Core (SFH)	1	-50%	2	\$12	-37%	\$19	13%	-2%	13%	92%	4%	88%	\$1,582	-27%	\$2,174	13	63%	8	120	-83%	701
Central Core (CO&TH)	15	-40%	25	\$39	11%	\$35	40%	72%	23%	95%	-1%	95%	\$1,611	11%	\$1,448	136	10%	124	193	8%	179
Smuggler (SFH)	0		0	\$0		\$0	0%		0%							6	-25%	8			
Smuggler (CO&TH)	3	-25%	4	\$2	-65%	\$5	2%	-46%	3%	97%	4%	93%	\$902	-8%	\$977	13	0%	13	64	-51%	131
West Aspen	3	-25%	4	\$24	15%	\$20	25%	79%	14%	85%	-9%	93%	\$942	-1%	\$948	75	21%	62	273	31%	209
West End	0	-100%	3	\$0	-100%	\$19	0%	-100%	13%			95%			\$2,483	37	16%	32			193
Red Mountain	0	-100%	2	\$0	-100%	\$13	0%	-100%	8%			91%			\$1,351	20	0%	20			669
East Aspen	2	-75%	8	\$18	-44%	\$33	19%	-14%	22%	88%	-7%	94%	\$1,285	18%	\$1,087	34	21%	28	75	-68%	237
McLain Flats/Starwood	0	-100%	1	\$0	-100%	\$6	0%	-100%	4%			92%			\$982	25	-17%	30			106
Woody Creek	2		0	\$2		\$0	2%		0%	81%			\$265			34	3%	33	344		
Brush Creek Village	0		0	\$0		\$0	0%		0%							8	14%	7			
Total	26	0	49	\$96	\$0	\$149	1	0	1	0	0	0	\$0	\$0	\$0	359	0	325	0	0	0

\*Not all Aspen neighborhoods are represented. Sales are for single family homes (SFH) unless indicated otherwise.

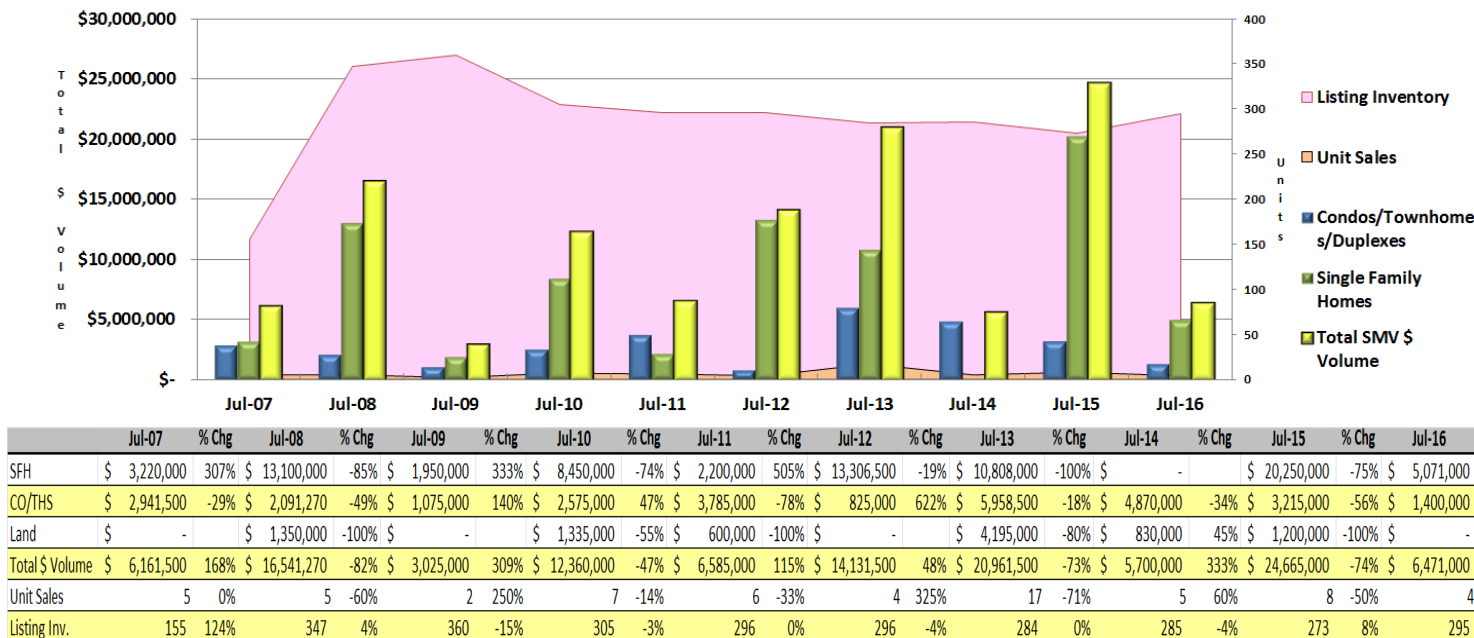
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## July 2016 Snowmass Village Sales Comparisons

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



\*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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	Jul-13	% Chg	Jul-14	% Chg	Jul-15	% Chg	Jul-16	% Chg	Jun-16	% Chg	Jun-15
<b>Single Family Homes</b>											
Unit Sales	4	-100%	0		3	-33%	2	200%	6	100%	3
YTD Unit Sales	17	18%	20	-10%	18	28%	23	-9%	21	40%	15
Monthly \$ Volume	\$ 10,808,000	-100%	\$ -		\$ 20,250,000	-75%	\$ 5,071,000	-358%	\$ 23,210,000	122%	\$ 10,462,500
YTD \$ Volume	\$ 36,858,000	29%	\$ 47,658,000	79%	\$ 85,249,000	12%	\$ 95,078,000	5%	\$ 90,007,000	38%	\$ 64,999,000
Listing Inventory	78	0%	78	-4%	75	3%	77	9%	70	-3%	72
<b>Condos / Townhomes</b>											
Unit Sales	10	-60%	4	0%	4	-50%	2	50%	1	-88%	8
YTD Unit Sales	79	-24%	60	-3%	58	-36%	37	-5%	35	-35%	54
Monthly \$ Volume	\$ 5,958,500	-18%	\$ 4,870,000	-34%	\$ 3,215,000	-56%	\$ 1,400,000	-106%	\$ 2,887,500	-44%	\$ 5,164,896
YTD \$ Volume	\$ 59,113,208	-2%	\$ 57,789,505	5%	\$ 60,935,313	-37%	\$ 38,266,375	4%	\$ 36,866,375	-36%	\$ 57,720,313
Listing Inventory	181	1%	183	-4%	176	13%	198	-1%	200	13%	177
<b>Vacant Land</b>											
Unit Sales	3	-67%	1	0%	1	-100%	0		1	0%	1
YTD Unit Sales	4	100%	8	-50%	4	0%	4	0%	4	33%	3
Monthly \$ Volume	\$ 4,195,000	-80%	\$ 830,000	45%	\$ 1,200,000	-100%	\$ -		\$ 1,037,500	7%	\$ 970,000
YTD \$ Volume	\$ 4,770,000	169%	\$ 12,816,000	-63%	\$ 4,770,000	72%	\$ 8,202,500	0%	\$ 8,202,500	130%	\$ 3,570,000
Listing Inventory	25	-4%	24	-8%	22	-9%	20	5%	19	-5%	20
<b>Total Snowmass Village Market</b>											
Total Unit Sales	17	-71%	5	60%	8	-50%	4	100%	8	-33%	12
YTD Unit Sales	100	-12%	88	-9%	80	-20%	64	-6%	60	-17%	72
Total Monthly \$ Volume	\$ 20,961,500	-73%	\$ 5,700,000	333%	\$ 24,665,000	-74%	\$ 6,471,000	-319%	\$ 27,135,000	63%	\$ 16,597,396
Total YTD \$ Volume	\$ 100,741,208	17%	\$ 118,263,505	28%	\$ 150,954,313	-6%	\$ 141,546,875	5%	\$ 135,075,875	7%	\$ 126,289,313
Listing Inventory	284	0%	285	-4%	273	8%	295	2%	289	7%	269

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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 (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. Information is from sources deemed reliable but cannot be guaranteed. The Estin Report © is copyrighted 2016 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." For sales assistance and inquiries, please call Aspen Sothebys broker Tim Estin at [970.309.6163](tel:970.309.6163) or [tim@estinaspen.com](mailto:tim@estinaspen.com)

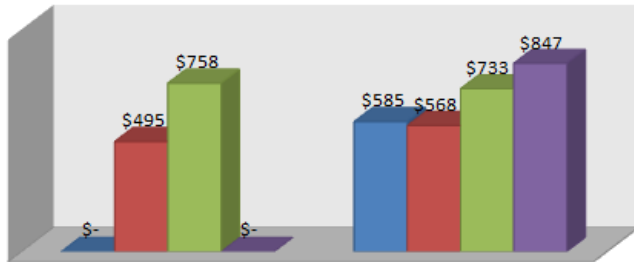




## Estin Report: July 2016 Snowmass Village Condos 3-Mos Sales Averages

**Avg \$ / Sq Ft**

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

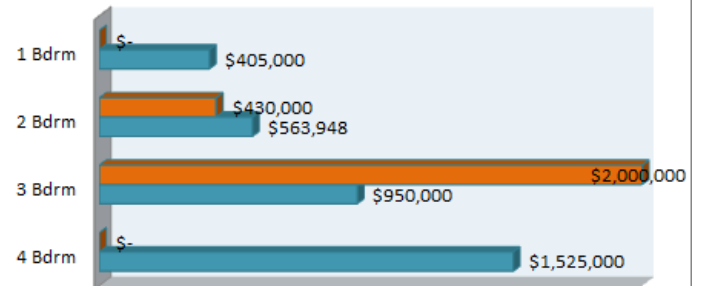


May-Jul 2016

May-Jul 2015

**Median Sold Price**

May-Jul 2016 May-Jul 2015



BEDROOMS	#Sold	'16 vs '15	Avg Sqft	'16 vs '15	Avg Sold \$ SqFt	'16 vs '15	Avg Sold Price	'16 vs '15	Median Sold Price	'16 vs '15	Avg Sold % to Ask	'16 vs '15	Avg Sold % to Orig	'16 vs '15	Avg DOM	'16 vs '15
1 Bdrm	0	-100%							0	-100%						
2 Bdrm	3	-75%	958	-12%	\$ 495	-13%	476,667	-24%	430,000	-24%	97%	2%	91%	0%	228	-9%
3 Bdrm	3	-67%	2,539	65%	\$ 758	3%	1,962,500	73%	2,000,000	111%	94%	1%	81%	-9%	479	65%
4 Bdrm	0	-100%							0	-100%						

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## Estin Report: What Snowmass Village\* Areas Are Selling? 3-Mos Avg Sales by Location

Location	Unit Sales			Dollar Volume (\$ Millions)			Sold Price % Ask			Sold Price % Orig			Avg Sold \$/SqFt			Active Listings			Avg Days On Market		
	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016	May-Jul 2016	% Chg	May-Jul 2016
Divide	0		0	\$0		\$0										5	-17%	6			
Wood Run	3	-25%	4	\$20	-27%	\$27	87%	-4%	91%	87%	-1%	88%	\$1,328	-4%	\$1,385	3	200%	1	445	146%	181
Ridge Run	2		0	\$8		\$0	95%			95%			\$930			9	29%	7	261		
Fox Run PUD	0		0	\$0		\$0										4	-20%	5			
Two Creeks	0	-100%	1	\$0	-100%	\$7			85%			85%			\$1,387	8	33%	6			624
Pines Owl Cr	0		0	\$0		\$0										14	0%	14			
Melton Ranch	1	0%	1	\$2	75%	\$1	94%	14%	82%	93%	11%	84%	\$626	25%	\$500	1	0%	1	189	-51%	385
Meadow Ranch	0	-100%	4	\$0	-100%	\$3			92%			90%			\$456	5	-38%	8			228
Horse Ranch	3		0	\$7		\$0	91%			88%			\$717			8	33%	6	123		
Sinclair Meadows	0		0	\$0		\$0										12	-8%	13			
Old Snowmass	5	150%	2	\$5	95%	\$3	91%	19%	76%	91%	41%	64%	\$338	0%	\$337	47	-10%	52	176	-60%	442
Total	14		12	\$42	\$0	\$41										116		119			

\*Specific Snowmass Village areas only, does not include Aspen, Woody Creek, Brush Creek Village, and Old Snowmass and not all SMV neighborhoods are represented.

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# July 2016: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"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'."

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Tim Estin 970.309.6163  
mba, gci Broker Associate  
tim@estinaspens.com

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Tim@EstinAspen.com

970.309.6163

EstinAspen.com

Contact the expert in Aspen real estate and author of *The Estin Report*, the primary market guide for Aspen Snowmass real estate and one of the many reasons local media call him, "One of the town's best real estate brokers."

