

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

| Location | Avg Sold Price (\$M) | | Avg Sold \$/SqFt | | | Sold Price % Ask | | | Sold Price % Orig | | | Unit Sales | | Dollar Sales | | Active Listings | | Absorption Rate | | | | | | |
|---------------------------|----------------------|-------|------------------|--------------|-------|------------------|--------------|-------|-------------------|--------------|-------|--------------|--------------|--------------|--------------|-----------------|--------------|-----------------|--------------|-------|--------------|----|------|-----|
| | Aug-Oct 2017 | % Chg | Aug-Oct 2016 | Aug-Oct 2017 | % Chg | Aug-Oct 2016 | Aug-Oct 2017 | % Chg | Aug-Oct 2016 | Aug-Oct 2017 | % Chg | Aug-Oct 2016 | Aug-Oct 2017 | % Chg | Aug-Oct 2016 | % Chg | Aug-Oct 2016 | % Chg | Aug-Oct 2016 | % Chg | Aug-Oct 2016 | | | |
| Central Core (SFH) | \$13.4 | 139% | \$5.6 | \$3,125 | 54% | \$2,029 | 89% | -5% | 93% | 87% | 13% | 77% | 5 | 400% | 1 | \$67.0 | 1096% | \$5.6 | 16 | 23% | 18 | 17 | | |
| Central Core (CO&TH) | \$2.8 | 48% | \$1.9 | \$1,805 | 29% | \$1,398 | 96% | 2% | 93% | 95% | 5% | 90% | 40 | 48% | 27 | \$111.9 | 119% | \$51.1 | 102 | -27% | 258 | 19 | -55% | 41 |
| Smuggler (SFH) | \$3.6 | 2% | \$3.5 | \$981 | -13% | \$1,133 | 90% | -5% | 94% | 71% | -25% | 94% | 1 | -67% | 3 | \$3.6 | -66% | \$10.6 | 10 | 25% | 13 | 36 | | |
| Smuggler (CO&TH) | \$1.0 | -19% | \$1.2 | \$1,006 | 2% | \$984 | 95% | -1% | 96% | 94% | 0% | 94% | 8 | 14% | 7 | \$7.6 | -7% | \$8.2 | 14 | -7% | 27 | 22 | 9% | 20 |
| West Aspen | \$11.0 | 46% | \$7.6 | \$1,146 | -6% | \$1,222 | 75% | -20% | 94% | 87% | -10% | 97% | 5 | 25% | 4 | \$55.2 | 82% | \$30.3 | 71 | 1% | 94 | 54 | -43% | 94 |
| West End | \$8.0 | 18% | \$6.8 | \$1,977 | 16% | \$1,706 | 94% | -1% | 95% | 85% | -8% | 93% | 6 | -40% | 10 | \$48.0 | -29% | \$67.8 | 30 | -35% | 54 | 54 | 0% | 54 |
| Red Mountain | \$13.2 | 40% | \$9.4 | \$2,186 | -19% | \$2,684 | 94% | -6% | 100% | 96% | -4% | 100% | 3 | 200% | 1 | \$39.5 | 320% | \$9.4 | 38 | -7% | 41 | 16 | -87% | 123 |
| East Aspen | \$5.1 | 20% | \$4.2 | \$1,465 | 23% | \$1,191 | 95% | 2% | 94% | 90% | 21% | 75% | 6 | 50% | 4 | \$30.3 | 79% | \$16.9 | 28 | -20% | 54 | 30 | -63% | 81 |
| McLain Flats/Starwood | \$6.7 | | \$785 | | | | 86% | | | 78% | | | 3 | | 0 | \$20.1 | | \$0.0 | 25 | -14% | 37 | 28 | | |
| Woody Creek (Over \$1.5M) | | | \$7.5 | | | \$7,560 | | | 54% | | | 54% | 0 | -100% | 1 | \$0.0 | -100% | \$7.5 | 23 | -15% | 40 | | | 60 |
| Brush Creek Village | | | \$1.8 | | | \$445 | | | 100% | | | 100% | 0 | -100% | 1 | \$0.0 | -100% | \$1.8 | 7 | -30% | 9 | | | |

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*Specific Aspen areas only, does not include Snowmass Village and Old Snowmass and not all Aspen neighborhoods are represented.
NOTE: All blank spaces represent a zero value or invalid percentage.