

# Estin Report: What Snowmass Village\* Areas Are Selling? Monthly and 3-Mos. Averages

| Location                   | Avg Sold Price (\$M) |       | Avg Sold \$/SqFt |              |       | Sold Price % Ask |              |       | Sold Price % Orig |              |       | Unit Sales   |              | Dollar Sales |              |        | Active Listings |        |              | Absorption Rate (Mos.)** |       |              |      |    |
|----------------------------|----------------------|-------|------------------|--------------|-------|------------------|--------------|-------|-------------------|--------------|-------|--------------|--------------|--------------|--------------|--------|-----------------|--------|--------------|--------------------------|-------|--------------|------|----|
|                            | 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 | Aug-Oct 2017             | % Chg | Aug-Oct 2016 |      |    |
| Divide                     |                      |       |                  |              |       |                  |              |       |                   |              |       | 0            |              | 0            | \$0.0        |        | \$0.0           | 7      | 40%          | 5                        |       |              |      |    |
| Wood Run                   | \$4.9                | 3%    | \$4.8            | \$1,281      | 22%   | \$1,050          | 86%          | -11%  | 97%               | 86%          | -11%  | 97%          | 1            | -50%         | 2            | \$4.9  | -49%            | \$9.5  | 13           | 18%                      | 11    | 39           | 136% | 17 |
| Ridge Run                  | \$0.8                | -78%  | \$3.8            | \$612        | -32%  | \$898            | 100%         | 4%    | 96%               | 100%         | 9%    | 92%          | 1            | -75%         | 4            | \$0.8  | -94%            | \$15.3 | 19           | -5%                      | 20    | 57           | 280% | 15 |
| Fox Run PUD                | \$3.9                |       |                  | \$762        |       |                  | 98%          |       |                   |              |       | 87%          | 1            |              | 0            | \$3.9  |                 | \$0.0  | 1            | -75%                     | 4     | 3            |      |    |
| Two Creeks                 |                      |       |                  |              |       |                  |              |       |                   |              |       |              | 0            |              | 0            | \$0.0  |                 | \$0.0  | 7            | 40%                      | 5     |              |      |    |
| Pines Owl Cr               |                      |       |                  |              |       |                  |              |       |                   |              |       |              | 0            |              | 0            | \$0.0  |                 | \$0.0  | 8            | 33%                      | 6     |              |      |    |
| Melton Ranch               | \$2.0                | 37%   | \$1.5            | \$601        | -10%  | \$669            | 95%          | 4%    | 91%               | 93%          | 3%    | 91%          | 5            | 400%         | 1            | \$10.0 | 587%            | \$1.5  | 10           | 25%                      | 8     | 6            | -75% | 24 |
| Meadow Ranch               | \$1.2                |       |                  | \$608        |       |                  | 95%          |       |                   |              |       | 95%          | 2            |              | 0            | \$2.4  |                 | \$0.0  | 10           | 100%                     | 5     | 15           |      |    |
| Horse Ranch                | \$2.9                |       |                  | \$740        |       |                  | 95%          |       |                   |              |       | 86%          | 1            |              | 0            | \$2.9  |                 | \$0.0  | 9            | 80%                      | 5     | 27           |      |    |
| Sinclair Meadows           |                      |       |                  |              |       |                  |              |       |                   |              |       |              | 0            |              | 0            | \$0.0  |                 | \$0.0  | 0            | -100%                    | 1     |              |      |    |
| Country Club Estates       | \$2.2                | -14%  | \$2.5            | \$658        | -15%  | \$777            | 94%          | -1%   | 95%               | 72%          | -16%  | 85%          | 1            | -50%         | 2            | \$2.2  | -57%            | \$5.0  | 2            | -50%                     | 4     | 6            | 0%   | 6  |
| Old Snowmass (Over \$1.5M) | \$3.1                | 5%    | \$3.0            | \$523        | -15%  | \$612            | 89%          | -4%   | 93%               | 89%          | 22%   | 73%          | 1            | -50%         | 2            | \$3.1  | -48%            | \$6.0  | 42           | -11%                     | 47    | 126          | 79%  | 71 |

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

NOTE: All blank spaces represent a zero value or invalid percentage.