



June 2018: Aspen Snowmass Real Estate Market Snapshot

RELEASED 07.12.18 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.5 The Estin Report publishes a monthly Aspen real estate market "Snapshot" on or near the 1st Monday of each month. The 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.

Bottom Line: In addition to my [summary comments](#) in the recently released Estin Report: 2018 YTD State of the Aspen Real Estate Market, here are brief comments, specific to June 2018 sales activity:

Aspen downtown Core condo sales were down -39% for the 3 months Apr-Jun '18 to 22 sales vs 36 in same 3-mos period 2017. (See Jun '18 Snapshot Pgs 7 & 9.) Inventory of active condo listings was down -33%. Buyers are finding less good choices which can be frustrating and a turn-off. At the same time, Aspen 2-Bdrm condo prices have moved from avg \$1,233 sq ft last Apr – Jun '17 to \$1,536 sq ft now, +25%. Two bedroom units are the most common configuration. A 2-Bdrm Snowmass Village condo has increased to a 3-month avg of \$626 sq ft vs \$566 sq ft last yr, +11%.

June 2018 Aspen & Snowmass Village Real Estate

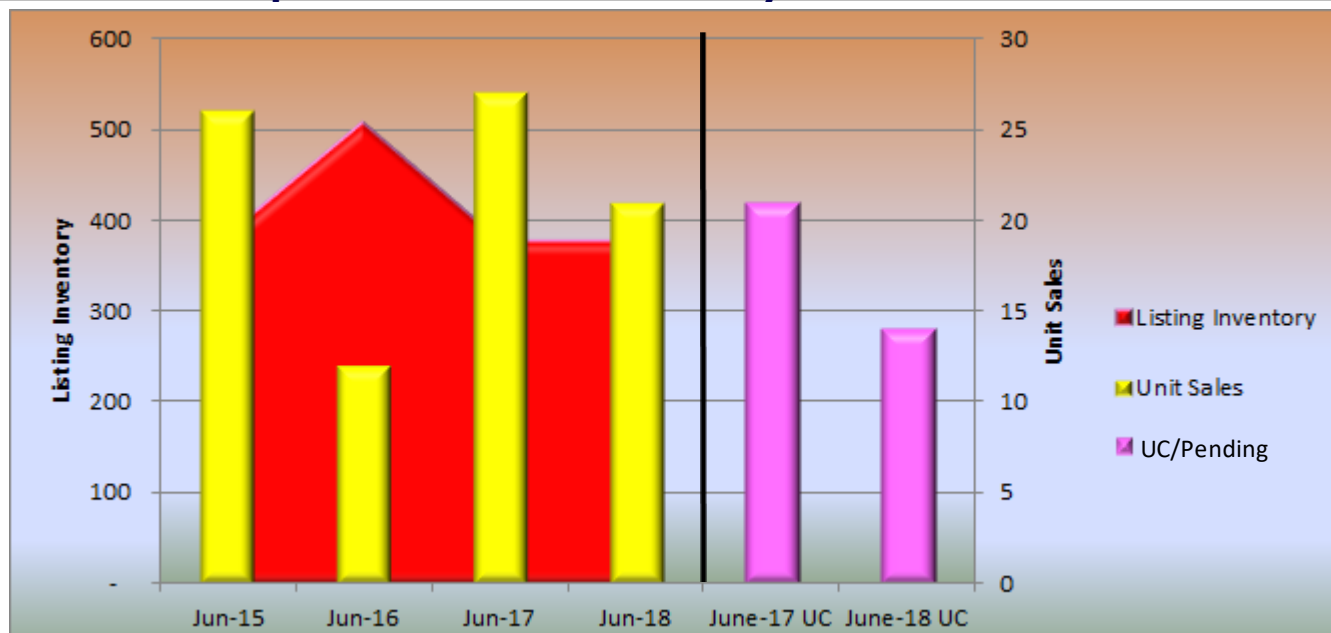
Total Aspen Snowmass Market	Jun-18	% Change	Jun-17
Monthly Unit Sales:	38	3%	37
Year-to-Date Unit Sales:	193	-4%	200
Monthly Dollar Sales:	\$ 105,063,500	-40%	\$ 174,666,601
Year-to-Date Dollar Sales:	\$ 652,690,438	-7%	\$ 699,924,607
Listing Inventory:	655	2%	645
Aspen Market			
Monthly Unit Sales:	21	-22%	27
Year-to-Date Unit Sales:	116	-15%	137
Monthly Dollar Sales:	\$ 80,498,000	-47%	\$ 153,124,101
Year-to-Date Dollar Sales:	\$ 536,379,061	-6%	\$ 572,525,829
Listing Inventory:	378	0%	378
Snowmass Village Market			
Monthly Unit Sales:	17	70%	10
Year-to-Date Unit Sales:	77	22%	63
Monthly Dollar Sales:	\$ 24,565,500	14%	\$ 21,542,500
Year-to-Date Dollar Sales:	\$ 116,311,377	-9%	\$ 127,398,778
Listing Inventory:	277	4%	267
Total Property Sales \$10M and Over			
Monthly Unit Sales:	3	-25%	4
Year-to-Date Unit Sales:	14	40%	10
Monthly Dollar Sales:	\$ 42,155,000	-24%	\$ 55,595,021
Year-to-Date Dollar Sales:	\$ 198,295,736	21%	\$ 164,121,021

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Source data is from the Aspen Glenwood MLS and is scrubbed to remove outlier and misleading sales. Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M. Sales by specific Aspen and Snowmass neighborhoods are on Pages 7 and 9 respectively. Included property types are single family homes, condos, townhomes, duplexes and residential vacant lots at sold prices over \$250,000 except where otherwise indicated. Fractionals are not included.

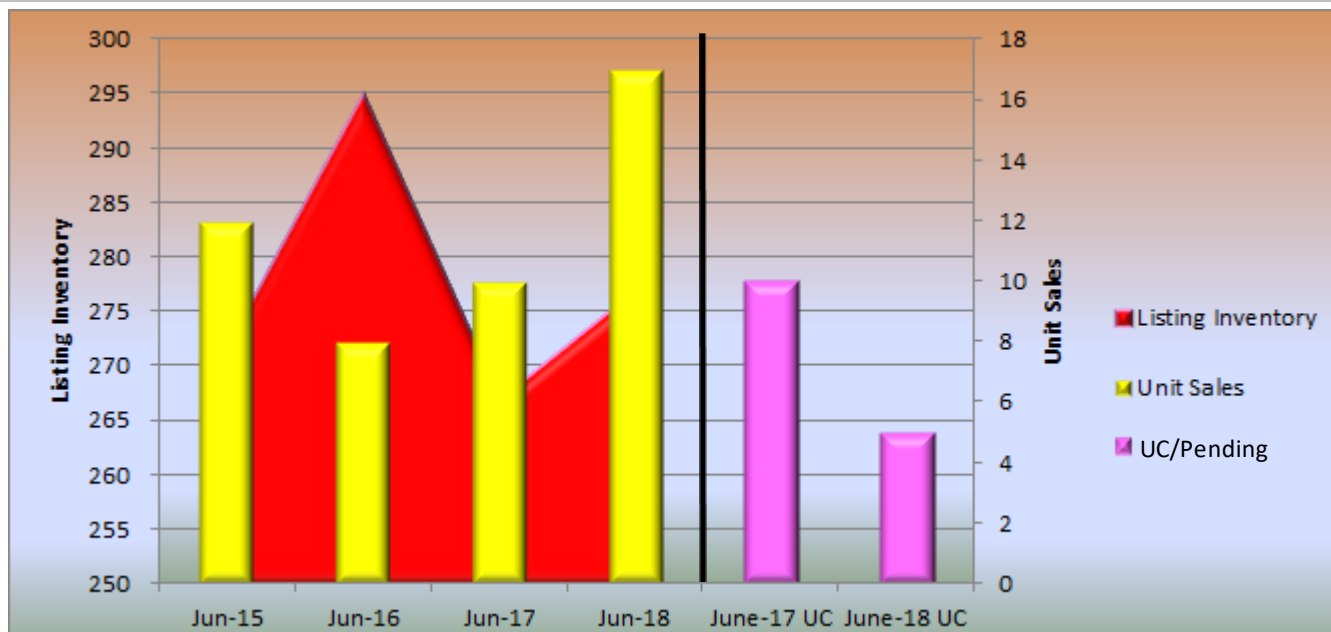


June 2018 Aspen Real Estate Inventory, Sales and Under Contracts



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June 2018 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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NOTE: UC— The number of units that went Under Contract in June 2017. This does not necessarily mean that they will close in June 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, a rising number of under contracts combined with falling inventory of properties for sale indicates price pressure upwards, and vice versa, but the data should to be evaluated by specific neighborhood for more appropriate conclusions.



June 2018 Market Statistics Summary for Aspen Only *

Aspen condo sales June 2018

- Unit Sales: -8% (12) in June '18 from (13) in June '17
- Dollar Sales: -36% \$27M in June '18 from \$41M in June '17
- Inventory Active Listings: +1% (153) in June '18 from (152) in June '17

Aspen condo sales YTD

- Unit Sales: -13% (65) in June '18 from (75) in June '17
- Dollar Sales: +26% \$200M in June '18 from \$158M in June '17
- Inventory Active Listings: -18% (218) in June '18 from (269) in June '17

Aspen Single family home sales June 2018

- Unit Sales: -38% (8) in June '18 from (13) in June '17
- Dollar Sales: -48% \$46M in June '18 from \$90M in June '17
- Inventory Active Listings: +1% (174) in June '18 from (173) in June '17

Aspen Single family home sales YTD

- Unit Sales: -17% (45) in June '18 from (54) in June '17
- Dollar Sales: -18% \$304M in June '18 from \$372M in June '17
- Inventory Active Listings: -3% (243) in June '18 from (253) in June '17

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

June 2018 Market Statistics Summary for Snowmass Village Only

Snowmass Village condo sales June 2018

- Unit Sales: +86% (13) in June '18 from (7) in June '17
- Dollar Sales: +109% \$14M in June '18 from \$7M in June '17
- Inventory Active Listings: +14% (181) in June '18 from (159) in June '17

Snowmass Village condo sales YTD

- Unit Sales: +29% (53) in June '18 from (41) in June '17
- Dollar Sales: +2% \$43M in June '18 from \$42M in June '17
- Inventory Active Listings: +16% (270) in June '18 from (232) in June '17

Snowmass Village Single family home sales June 2018

- Unit Sales: +33% (4) in June '18 from (3) in June '17
- Dollar Sales: -29% \$11M in June '18 from \$15M in June '17
- Inventory Active Listings: -8% (84) in June '18 from (91) in June '17

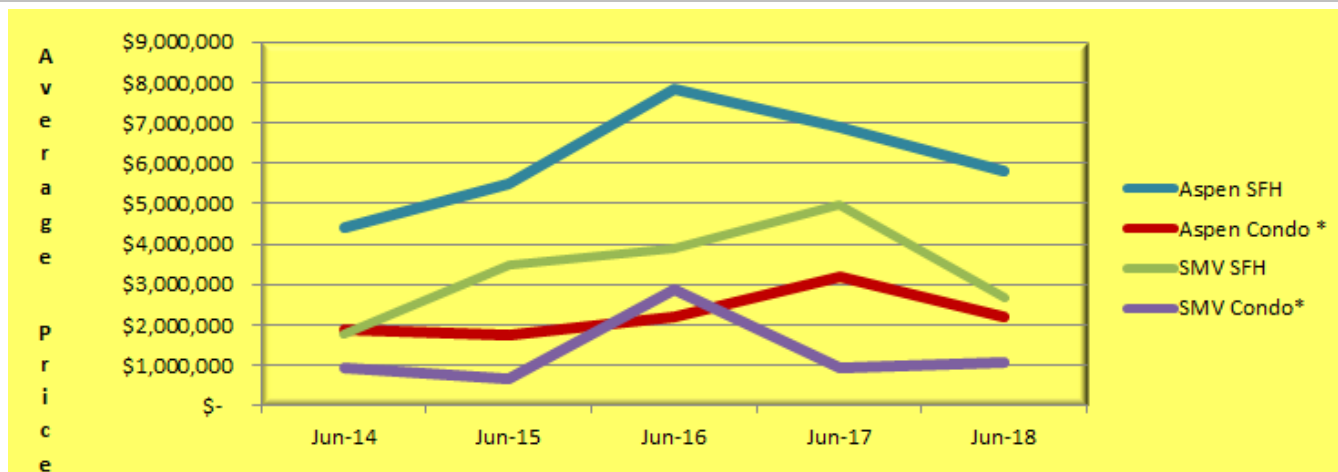
Snowmass Village Single family home sales YTD

- Unit Sales: +26% (24) in June '18 from (19) in June '17
- Dollar Sales: 0% \$74M in June '18 from \$73M in June '17
- Inventory Active Listings: +3% (120) in June '18 from (116) in June '17

* Typically, the Snowmass Village market represents 25-30% of the total combined Aspen Snowmass Village real estate marketplace.



June 2018 Aspen and Snowmass Average Sold Prices

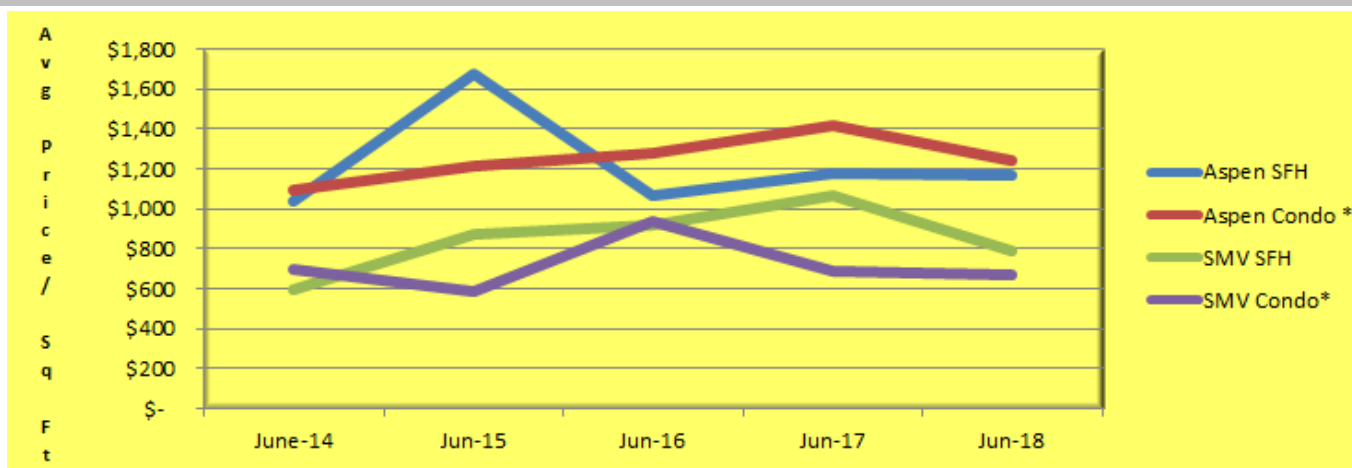


Average Price	Jun-14	% Chg	Jun-15	% Chg	Jun-16	% Chg	Jun-17	% Chg	Jun-18
Aspen SFH	\$4,422,143	24%	\$5,497,714	43%	\$7,836,571	-12%	\$6,906,694	-16%	\$5,809,625
Aspen Condo *	\$1,870,833	-7%	\$1,747,822	27%	\$2,215,200	44%	\$3,179,775	-30%	\$2,210,083
SMV SFH	\$1,763,000	98%	\$3,487,500	11%	\$3,868,333	28%	\$4,958,333	-47%	\$2,651,250
SMV Condo*	\$956,288	-32%	\$645,612	347%	\$2,887,500	-67%	\$952,500	13%	\$1,073,885

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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 average prices to be disproportionately skewed by extreme high or low priced sales, and they are generally considered a more accurate measure of price direction.

June 2018 Avg Sold Price/Sq Ft for Aspen and Snowmass Village



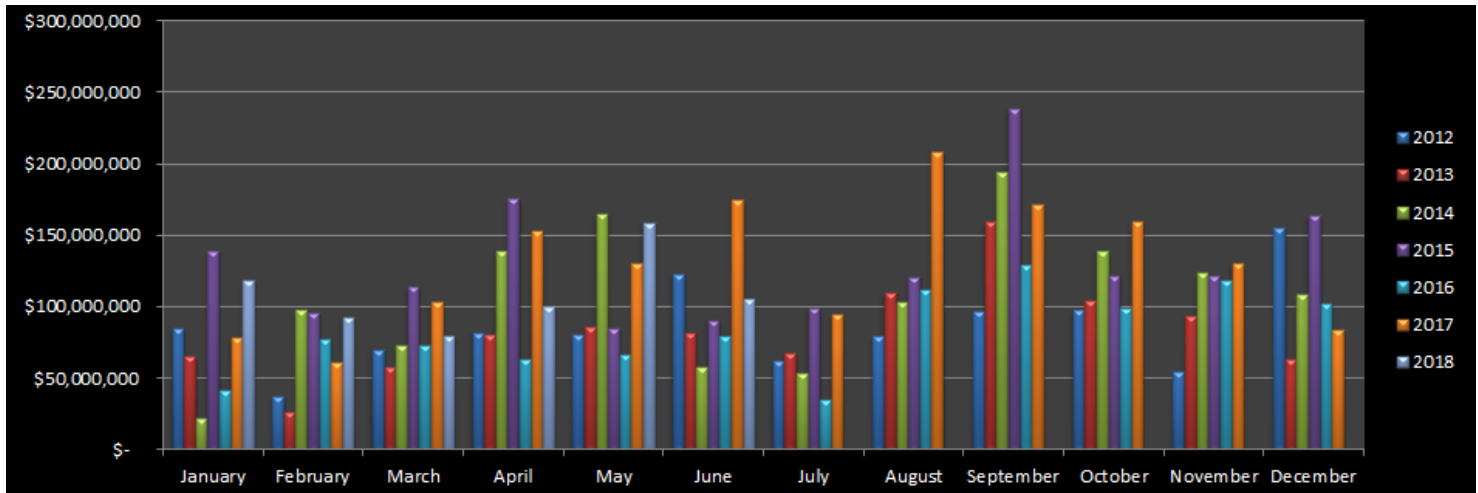
Avg Price / Sq Ft	June-14	% Chg	Jun-15	% Chg	Jun-16	% Chg	Jun-17	% Chg	Jun-18
Aspen SFH	\$1,037	61%	\$1,671	-36%	\$1,063	11%	\$1,181	-1%	\$1,171
Aspen Condo *	\$1,094	11%	\$1,218	5%	\$1,277	11%	\$1,414	-12%	\$1,246
SMV SFH	\$600	46%	\$877	5%	\$923	16%	\$1,066	-26%	\$793
SMV Condo*	\$698	-16%	\$590	59%	\$937	-27%	\$687	-3%	\$667

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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. *Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. A blank cell above represents no sales during the time period.



Estin Report: Total Aspen Snowmass Combined Market June 2018 & Historical Sales



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Estin Report: Total Aspen Snowmass Market June 2018 Dollar Sales

Month	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018
January	\$ 85,010,011	-24%	\$ 64,960,300	-67%	\$ 21,682,000	540%	\$ 138,819,567	-70%	\$ 41,022,500	90%	\$ 77,855,500	52%	\$ 117,968,752
February	\$ 37,146,550	-30%	\$ 26,106,382	273%	\$ 97,470,275	-2%	\$ 95,847,000	-19%	\$ 77,329,500	-21%	\$ 60,853,000	52%	\$ 92,525,750
March	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	42%	\$ 103,599,228	-24%	\$ 78,748,936
April	\$ 81,444,985	-2%	\$ 80,008,095	73%	\$ 138,651,300	26%	\$ 175,258,000	-64%	\$ 63,437,200	141%	\$ 153,151,805	-35%	\$ 99,999,000
May	\$ 80,017,666	7%	\$ 85,515,803	93%	\$ 164,892,205	-49%	\$ 84,137,500	-21%	\$ 66,611,988	95%	\$ 129,798,473	22%	\$ 158,384,500
June	\$ 122,155,107	-33%	\$ 81,763,050	-30%	\$ 57,033,950	58%	\$ 90,142,196	-13%	\$ 78,807,282	122%	\$ 174,666,601	-40%	\$ 105,063,500
July	\$ 61,746,000	9%	\$ 67,288,000	-21%	\$ 53,474,000	85%	\$ 99,044,000	-65%	\$ 34,288,500	177%	\$ 94,893,875	-100%	\$ -
August	\$ 79,762,500	38%	\$ 109,746,350	-6%	\$ 102,833,713	17%	\$ 120,793,102	-7%	\$ 112,132,850	86%	\$ 208,279,450	-100%	\$ -
September	\$ 97,043,020	64%	\$ 159,307,802	22%	\$ 193,675,710	23%	\$ 238,134,900	-46%	\$ 128,641,500	33%	\$ 171,187,000	-100%	\$ -
October	\$ 97,356,000	7%	\$ 103,692,000	34%	\$ 139,003,500	-13%	\$ 121,283,490	-19%	\$ 98,821,700	62%	\$ 159,827,550	-100%	\$ -
November	\$ 54,155,000	73%	\$ 93,603,600	32%	\$ 123,597,500	-1%	\$ 121,935,658	-3%	\$ 117,875,000	10%	\$ 129,824,000	-100%	\$ -
December	\$ 154,903,550	-59%	\$ 63,421,300	70%	\$ 108,107,500	52%	\$ 163,815,796	-38%	\$ 102,061,000	-18%	\$ 83,749,075	-100%	\$ -
Annual Totals	\$ 1,020,431,039	-3%	\$ 992,533,341	28%	\$ 1,273,243,519	23%	\$ 1,562,828,059	-36%	\$ 994,022,350	56%	\$ 1,547,685,557	-58%	\$ 652,690,438
YTD Total	\$ 475,464,969	-17%	\$ 395,474,289	40%	\$ 552,551,597	26%	\$ 697,821,113	-43%	\$ 400,201,800	75%	\$ 699,924,607	-7%	\$ 652,690,438

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Estin Report: Total Aspen Snowmass Market June 2018 Unit Sales

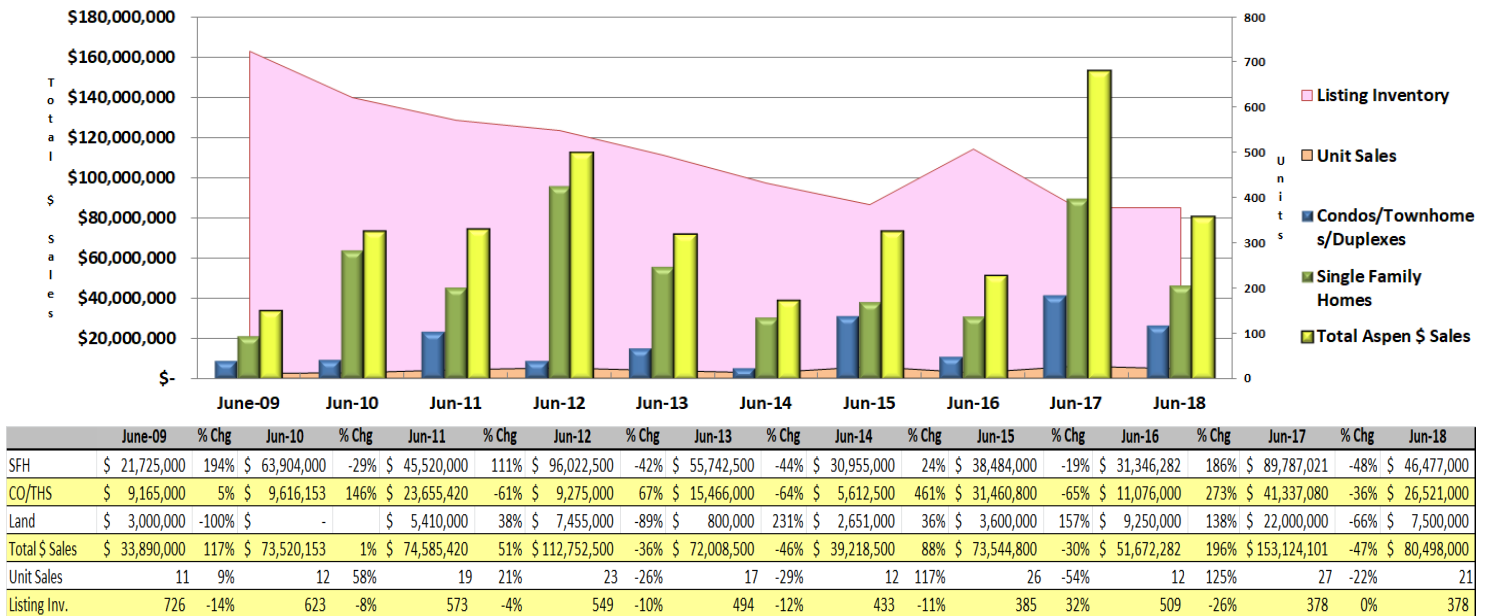
Month	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018
January	28	7%	30	-47%	16	81%	29	-24%	22	14%	25	28%	32
February	15	13%	17	118%	37	-32%	25	-12%	22	-18%	18	56%	28
March	21	105%	43	-12%	38	16%	44	-36%	28	36%	38	-42%	22
April	33	6%	35	40%	49	-4%	47	-40%	28	36%	38	-11%	34
May	26	46%	38	8%	41	5%	43	-58%	18	144%	44	-11%	39
June	31	-3%	30	-7%	28	36%	38	-47%	20	85%	37	3%	38
July	19	89%	36	-42%	21	24%	26	-38%	16	56%	25	-100%	0
August	26	42%	37	5%	39	-33%	26	54%	40	45%	58	-100%	0
September	34	47%	50	-2%	49	22%	60	-33%	40	15%	46	-100%	0
October	29	24%	36	31%	47	-17%	39	3%	40	8%	43	-100%	0
November	28	25%	35	-6%	33	6%	35	-20%	28	46%	41	-100%	0
December	40	-28%	29	24%	36	6%	38	-5%	36	-25%	27	-100%	0
Annual Totals	330	26%	416	4%	434	4%	450	-25%	338	30%	440	-56%	193
YTD Total	154	25%	193	8%	209	8%	226	-39%	138	45%	200	-4%	193

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June 2018 Aspen Sales Comparisons

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



*Includes Aspen, Brush Creek Village, Woody Creek, and Old Snowmass homes over \$1.5M.
Vacant land excluded for scale reasons.

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	June-15	% Chg	June-16	% Chg	June-17	% Chg	June-18	% Chg	May-18	% Chg	May-17
Single Family Homes											
Unit Sales	7	-43%	4	225%	13	-38%	8	-13%	9	-40%	15
YTD Unit Sales	49	-61%	19	184%	54	-17%	45	18%	37	-10%	41
Monthly \$ Sales	\$ 38,484,000	-19%	\$ 31,346,282	186%	\$ 89,787,021	-48%	\$ 46,477,000	-45%	\$ 67,541,000	-19%	\$ 83,549,500
YTD \$ Sales	\$ 322,829,500	-63%	\$ 117,926,425	215%	\$ 371,822,521	-18%	\$ 304,264,707	15%	\$ 257,787,707	-9%	\$ 282,035,500
Listing Inventory	171	13%	194	-11%	173	1%	174	19%	141	-5%	148
Condos / Townhomes											
Unit Sales	18	-72%	5	160%	13	-8%	12	-42%	17	0%	17
YTD Unit Sales	89	-42%	52	44%	75	-13%	65	18%	53	-15%	62
Monthly \$ Sales	\$ 31,460,800	-65%	\$ 11,076,000	273%	\$ 41,337,080	-36%	\$ 26,521,000	-60%	\$ 42,425,000	101%	\$ 21,083,973
YTD \$ Sales	\$ 184,139,800	-36%	\$ 117,607,000	35%	\$ 158,363,308	26%	\$ 199,514,354	13%	\$ 172,993,354	48%	\$ 117,026,228
Listing Inventory	160	56%	249	-39%	152	1%	153	17%	127	-7%	136
Vacant Land											
Unit Sales	1	200%	3	-67%	1	0%	1	-100%	2	0%	2
YTD Unit Sales	16	-56%	7	14%	8	-25%	6	17%	5	-29%	7
Monthly \$ Sales	\$ 3,600,000	157%	\$ 9,250,000	138%	\$ 22,000,000	-66%	\$ 7,500,000	-141%	\$ 18,050,000	800%	\$ 2,005,000
YTD \$ Sales	\$ 64,562,500	-54%	\$ 29,592,500	43%	\$ 42,340,000	-23%	\$ 32,600,000	23%	\$ 25,100,000	23%	\$ 20,340,000
Listing Inventory	54	22%	66	-20%	53	-4%	51	14%	44	-12%	50
Total Aspen Market											
Total Unit Sales	26	-54%	12	125%	27	-22%	21	-33%	28	-18%	34
YTD Unit Sales	154	-49%	78	76%	137	-15%	116	18%	95	-14%	110
Total Monthly \$ Sales	\$ 73,544,800	-30%	\$ 51,672,282	196%	\$ 153,124,101	-47%	\$ 80,498,000	-59%	\$ 128,016,000	20%	\$ 106,638,473
Total YTD \$ Sales	\$ 571,531,800	-54%	\$ 265,125,925	116%	\$ 572,525,829	-6%	\$ 536,379,061	15%	\$ 455,881,061	9%	\$ 419,401,728
Listing Inventory	385	32%	509	-26%	378	0%	378	17%	312	-7%	334

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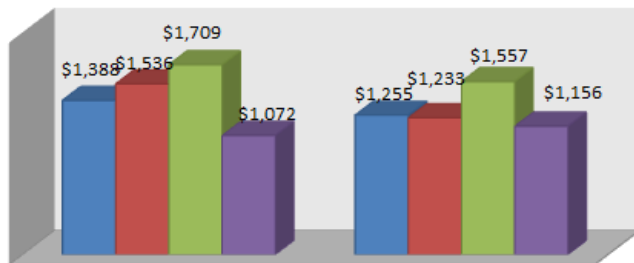
The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report* is copyrighted 2018 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "[The Estin Report](http://TheEstinReport.com) on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys International Realty broker Tim Estin at 970.309.6163 or tim@estinaspen.com



Estin Report: June 2018 Aspen Condos* - 3-Mos.Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

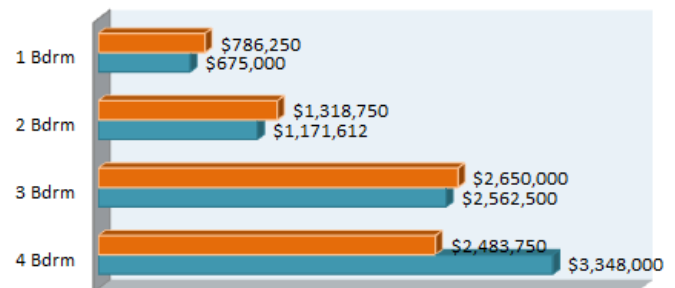


Apr-Jun 2018

Apr-Jun 2017

Median Sold Price

Apr-Jun 2018 Apr-Jun 2017



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017	% Chg		Apr-Jun 2017
	Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017		Apr-Jun 2018	Apr-Jun 2017	
1 Bdrm	799,583	-5%	837,289	1,388	11%	1,255	575	-15%	675	94%	4%	90%	91%	0%	91%	6	-14%	7	\$ 4,797,500	-73%	\$ 5,861,025
2 Bdrm	1,394,792	15%	1,214,873	1,536	25%	1,233	889	-8%	962	94%	1%	94%	92%	2%	89%	12	-14%	14	\$ 16,737,500	-42%	\$ 17,008,223
3 Bdrm	3,577,188	7%	3,334,554	1,709	10%	1,557	2,145	5%	2,047	95%	0%	94%	93%	1%	92%	8	-43%	14	\$ 28,617,500	10%	\$ 46,683,750
4 Bdrm	2,532,750	-24%	3,327,256	1,072	-7%	1,156	2,363	-23%	3,051	92%	-2%	94%	86%	-4%	89%	4	-20%	5	\$ 10,131,000	3%	\$ 16,636,280

*Condos (CO) category includes Townhomes (TH) and Duplexes per the Aspen Glenwood definition.

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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		
	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017
Central Core (SFH)	\$13.3	8%	\$12.4	\$2,604	23%	\$2,109	90%	1%	89%	90%	-17%	109%	3	50%	2	\$40.0	61%	\$24.8	15	-6%	16	15	-38%	24
Central Core (CO&TH)	\$2.4	21%	\$2.0	\$1,786	23%	\$1,452	94%	5%	89%	92%	5%	87%	22	-39%	36	\$53.1	-26%	\$71.8	89	-35%	136	12	7%	11
Smuggler (SFH)	\$4.1	-3%	\$4.2	\$1,159	2%	\$1,136	96%	7%	90%	96%	9%	88%	3	50%	2	\$12.2	45%	\$8.4	12	33%	9	12	-11%	14
Smuggler (CO&TH)	\$0.6	-74%	\$2.4	\$880	-31%	\$1,273	94%	-2%	97%	93%	3%	90%	2	0%	2	\$1.2	-74%	\$4.7	10	-33%	15	15	-33%	23
West Aspen	\$2.6	-63%	\$7.0	\$761	-37%	\$1,212	90%	-2%	92%	88%	9%	81%	6	-33%	9	\$15.6	-75%	\$63.1	68	-7%	73	34	40%	24
West End	\$9.0	11%	\$8.1	\$2,787	55%	\$1,796	92%	-5%	97%	90%	-7%	96%	4	0%	4	\$36.0	11%	\$32.3	27	-7%	29	20	-7%	22
Red Mountain	\$12.7	7%	\$11.8	\$3,046	45%	\$2,107	94%	3%	91%	94%	10%	85%	2	-75%	8	\$25.3	-73%	\$94.6	24	-4%	25	36	284%	9
East Aspen	\$3.3	-17%	\$4.0	\$1,179	-1%	\$1,191	94%	2%	92%	92%	5%	87%	1	-83%	6	\$3.3	-86%	\$23.8	21	-28%	29	63	334%	15
McLain Flats/Starwood	\$4.8	5%	\$4.5	\$830	30%	\$640	96%	6%	90%	83%	13%	74%	1	-75%	4	\$4.8	-74%	\$18.2	20	-20%	25	60	220%	19
Woody Creek (> \$1.5M)	\$3.6			\$938			92%			92%			1		0	\$3.6		\$0.0	19	-14%	22	57		
Brush Creek Village (>\$1.5M)			\$1.8			\$481			92%			92%	0	-100%	1	\$0.0	-100%	\$1.8	3	-67%	9			27

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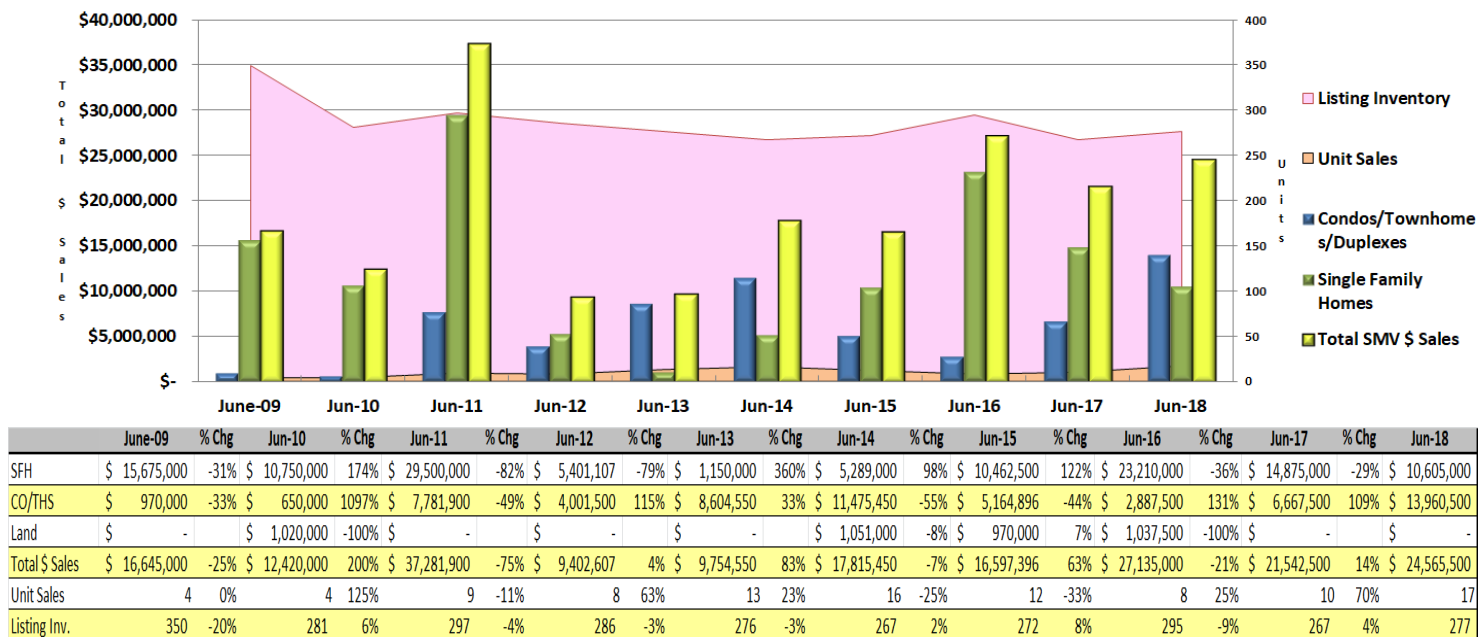
*Specific Aspen areas only and not all Aspen neighborhoods are represented. See Pg 9 for Snowmass Village and Old Snowmass.

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



June 2018 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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	Jun-15	% Chg	Jun-16	% Chg	Jun-17	% Chg	Jun-18	% Chg	May-18	% Chg	May-17
Single Family Homes											
Unit Sales	3	100%	6	-50%	3	33%	4	25%	5	0%	5
YTD Unit Sales	15	40%	21	-10%	19	26%	24	-17%	20	25%	16
Monthly \$ Sales	\$ 10,462,500	122%	\$ 23,210,000	-36%	\$ 14,875,000	-29%	\$ 10,605,000	-118%	\$ 23,079,500	34%	\$ 17,215,000
YTD \$ Sales	\$ 64,999,000	38%	\$ 90,007,000	-19%	\$ 73,347,500	0%	\$ 73,569,677	14%	\$ 62,964,677	8%	\$ 58,472,500
Listing Inventory	73	1%	74	23%	91	-8%	84	12%	74	-6%	79
Condos / Townhomes											
Unit Sales	8	-88%	1	600%	7	86%	13	54%	6	20%	5
YTD Unit Sales	54	-35%	35	17%	41	29%	53	-25%	40	18%	34
Monthly \$ Sales	\$ 5,164,896	-44%	\$ 2,887,500	131%	\$ 6,667,500	109%	\$ 13,960,500	48%	\$ 7,289,000	23%	\$ 5,945,000
YTD \$ Sales	\$ 57,720,313	-36%	\$ 36,866,375	14%	\$ 42,076,278	2%	\$ 42,741,700	33%	\$ 28,781,200	-19%	\$ 35,408,778
Listing Inventory	177	13%	200	-21%	159	14%	181	4%	174	11%	157
Vacant Land											
Unit Sales	1	0%	1	-100%	0		0		0		0
YTD Unit Sales	3	33%	4	-25%	3	-100%	0		0	-100%	3
Monthly \$ Sales	\$ 970,000	7%	\$ 1,037,500	-100%	\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 3,570,000	130%	\$ 8,202,500	46%	\$ 11,975,000	-100%	\$ -		\$ -	-100%	\$ 11,975,000
Listing Inventory	22	-5%	21	-19%	17	-29%	12	-8%	13	-19%	16
Total Snowmass Village Market											
Total Unit Sales	12	-33%	8	25%	10	70%	17	-35%	11	10%	10
YTD Unit Sales	72	-17%	60	5%	63	22%	77	-22%	60	13%	53
Total Monthly \$ Sales	\$ 16,597,396	63%	\$ 27,135,000	-21%	\$ 21,542,500	14%	\$ 24,565,500	-24%	\$ 30,368,500	31%	\$ 23,160,000
Total YTD \$ Sales	\$ 126,289,313	7%	\$ 135,075,875	-6%	\$ 127,398,778	-9%	\$ 116,311,377	21%	\$ 91,745,877	-13%	\$ 105,856,278
Listing Inventory	272	8%	295	-9%	267	4%	277	6%	261	4%	252

NOTE: Blank spaces represent a zero value or invalid percentage.

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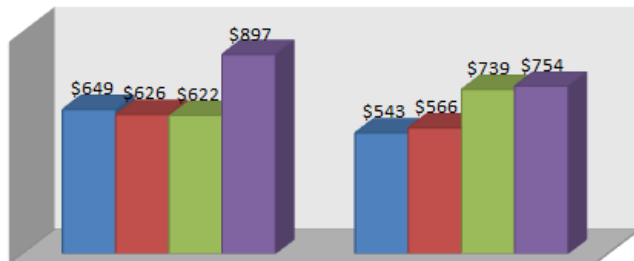
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report* is copyrighted 2018 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "[The Estin Report](http://TheEstinReport.com)" on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys International Realty broker Tim Estin at 970.309.6163 or tim@estinaspenn.com



Estin Report: June 2018 Snowmass Village Condos*—3-Mos. Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

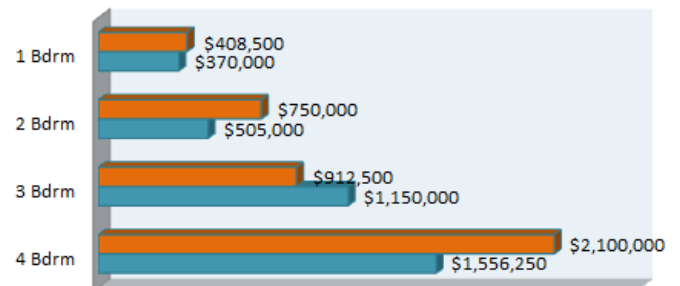


Apr-Jun 2018

Apr-Jun 2017

Median Sold Price

Apr-Jun 2018 Apr-Jun 2017



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017
1 Bdrm	462,188	25%	370,000	649	19%	543	721	6%	681	97%	1%	96%	93%	13%	82%	8	700%	1	\$ 3,697,500	899%	\$ 370,000
2 Bdrm	701,773	17%	600,409	626	11%	566	1,102	4%	1,061	95%	2%	94%	94%	11%	85%	11	0%	11	\$ 7,719,500	17%	\$ 6,604,500
3 Bdrm	1,065,667	-24%	1,409,000	622	-16%	739	1,674	-8%	1,819	93%	-3%	95%	93%	-1%	94%	6	20%	5	\$ 6,394,000	-9%	\$ 7,045,000
4 Bdrm	2,781,667	100%	1,388,125	897	19%	754	2,991	65%	1,814	89%	1%	88%	87%	-1%	88%	3	-25%	4	\$ 8,345,000	50%	\$ 5,552,500

*Condos (CO) category includes Townhomes (TH) and Duplexes per the Aspen Glenwood definition.

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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.)**		
	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017	Apr-Jun 2018	% Chg	Apr-Jun 2017
Divide			\$7.7			\$1,381			91%			84%	0	-100%	2	\$0.0	-100%	\$15.4	8	60%	5			8
Wood Run	\$3.5	10%	\$3.2	\$737	-1%	\$746	79%	-13%	92%	79%	23%	65%	2	100%	1	\$7.1	121%	\$3.2	19	58%	12	29	-21%	36
Ridge Run	\$2.3	-46%	\$4.3	\$563	-35%	\$863	95%	4%	92%	90%	0%	90%	3	-25%	4	\$7.0	-59%	\$17.2	13	-24%	17	13	2%	13
Fox Run PUD			\$2.4			\$494			82%			82%	0	-100%	1	\$0.0	-100%	\$2.4	1	-83%	6			18
Two Creeks	\$9.6			\$1,516			81%			81%			1		0	\$9.6		\$0.0	11	10%	10	33		
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$4.5			\$1,010			94%			90%			1		0	\$4.5		\$0.0	11	-15%	13	33		
Meadow Ranch	\$0.9	-13%	\$1.1	\$651	4%	\$625	99%	-1%	100%	99%	-1%	100%	3	200%	1	\$2.8	160%	\$1.1	5	-44%	9	5	-81%	27
Horse Ranch	\$4.2	48%	\$2.8	\$864	0%	\$862	91%	-1%	92%	90%	6%	85%	4	33%	3	\$16.8	97%	\$8.5	8	-27%	11	6	-45%	11
Sinclair Meadows													0		0	\$0.0		\$0.0	1		0			
Country Club Estates	\$1.3	-26%	\$1.8	\$802	26%	\$635	100%	5%	95%	100%	11%	90%	3	200%	1	\$4.0	121%	\$1.8	1	-50%	2	1	-83%	6
Old Snowmass (> \$1.5M)	\$5.1	4%	\$4.9	\$1,390	111%	\$657	91%	-7%	98%	88%	-10%	98%	5	400%	1	\$25.6	422%	\$4.9	33	-20%	41	20	-84%	123

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*Specific Snowmass Village and Old Snowmass and not all SMV neighborhoods are represented. For Aspen areas see Pg 7.

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

June 2018: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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- 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 passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. Unbelievably, he found us an unlisted, off-market property that was perfect for us. His connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb."

- FS, ASPEN AND DC

"Tim Estin is the very definition of the realtor pro who stands with distinction far above and beyond a very crowded Aspen broker field...Those who lump all brokers together in one generalized statement, "Brokers are brokers", will miss out on the uniqueness and impressiveness of this one individual."

- W&NP, ASPEN, CO



"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

"Your report is incredible... The executive summary/recap and the report itself is stunning and it is rich with useful information. This is a seriously amazing amount of work."

- LN APPRAISAL NETWORK, ASPEN

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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."

