



## November 2018: Aspen Snowmass Real Estate Market Snapshot

RELEASED 12.03.18 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:** Aspen is showing a lot of red, as in a slowing market, while Snowmass Village is seeing green, an expanding market largely due to the excitement of the Base Village finally nearing completion and looking like a brand new European village and the significant property sale discounts compared to sky high Aspen prices. The caveat is that the number of Aspen properties under contract in Nov. were up 40% year over year, a promising indicator of future activity as we come to the end of the year—most properties under contract in Nov. will close in Dec. But for Snowmass Village, it was just the opposite...the Nov. under contracts were down -36% over last year. Somewhat mixed messages. Stay tuned for the year end Estin Report to be published in early Jan 2019.

### November 2018 Aspen & Snowmass Village Real Estate

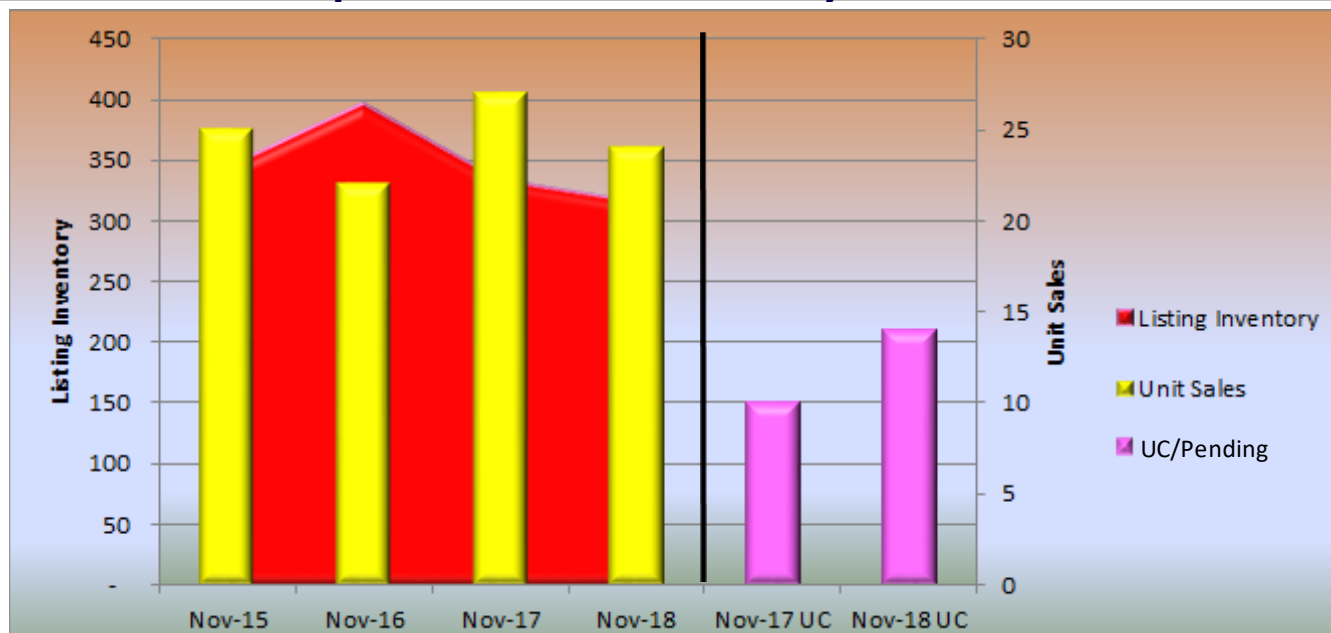
Total Aspen Snowmass Market	Nov-18	% Change	Nov-17
Monthly Unit Sales:	38	-14%	44
Year-to-Date Unit Sales:	398	-11%	446
Monthly Dollar Sales:	\$ 106,155,545	-24%	\$ 140,124,000
Year-to-Date Dollar Sales:	\$ 1,258,731,837	-19%	\$ 1,553,536,982
Listing Inventory:	543	-5%	572
<b>Aspen Market</b>			
Monthly Unit Sales:	24	-11%	27
Year-to-Date Unit Sales:	236	-24%	310
Monthly Dollar Sales:	\$ 89,901,045	-17%	\$ 107,695,000
Year-to-Date Dollar Sales:	\$ 1,010,184,960	-22%	\$ 1,297,739,429
Listing Inventory:	316	-5%	334
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	14	-18%	17
Year-to-Date Unit Sales:	162	19%	136
Monthly Dollar Sales:	\$ 16,254,500	-50%	\$ 32,429,000
Year-to-Date Dollar Sales:	\$ 248,546,877	-3%	\$ 255,797,553
Listing Inventory:	227	-5%	238
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	2	0%	2
Year-to-Date Unit Sales:	23	-15%	27
Monthly Dollar Sales:	\$ 26,000,000	-7%	\$ 27,900,000
Year-to-Date Dollar Sales:	\$ 314,470,736	-24%	\$ 415,258,271

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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.



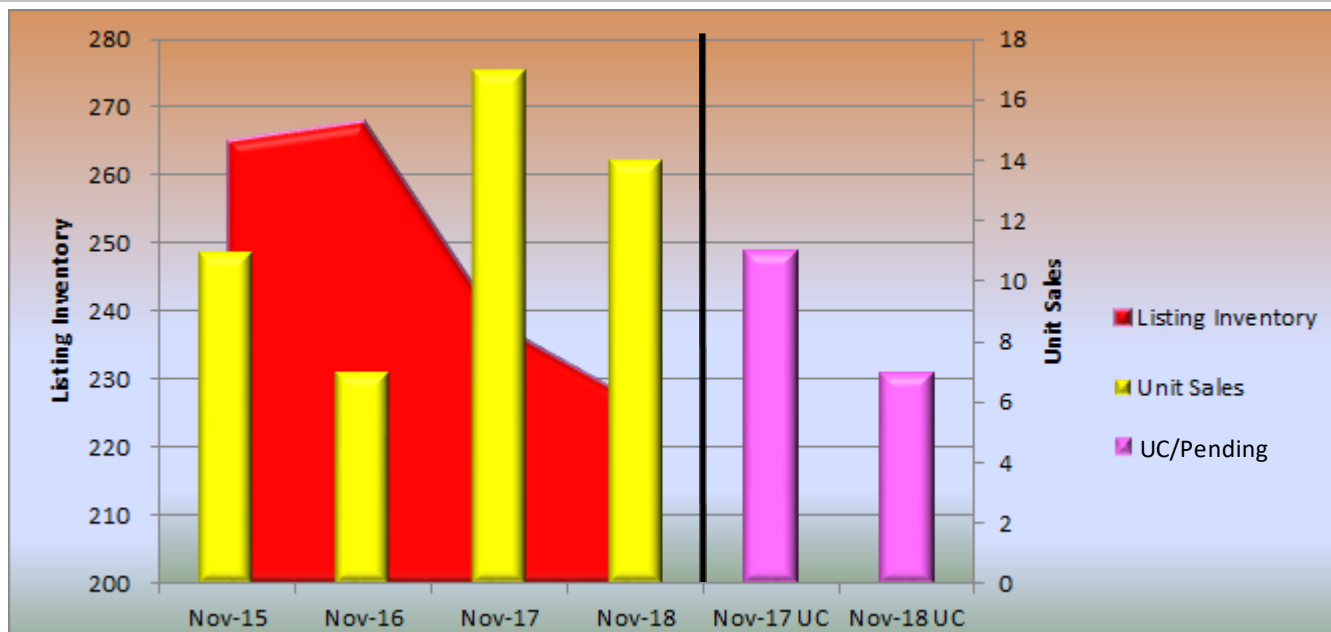
## November 2018 Aspen Real Estate Inventory, Sales and Under Contracts



	Nov-15	% Chg	Nov-16	% Chg	Nov-17	% Chg	Nov-18	Nov-18 UC	% Chg	Nov-17 UC
<b>Total Aspen Market</b>										
Unit Sales	25	-12%	22	23%	27	-11%	24	14	40%	10
Listing Inventory	344	15%	397	-16%	334	-5%	316			

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## November 2018 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	Nov-15	% Chg	Nov-16	% Chg	Nov-17	% Chg	Nov-18	Nov-18 UC	% Chg	Nov-17 UC
<b>Total Snowmass Village Market</b>										
Unit Sales	11	-36%	7	143%	17	-18%	14	7	-36%	11
Listing Inventory	265	1%	268	-11%	238	-5%	227			

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NOTE: UC— The number of units that went Under Contract in November 2017. This does not necessarily mean that they will close in November or at all. They November 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 useful conclusions.



## November 2018 Market Statistics Summary for Aspen Only \*

### Aspen condo sales November 2018

- Unit Sales: +27% (14) in November '18 from (11) in November '17
- Dollar Sales: -15% \$21M in November '18 from \$25M in November '17
- Inventory Active Listings: +2% (124) in November '18 from (121) in November '17

### Aspen condo sales YTD

- Unit Sales: -24% (121) in November '18 from (160) in November '17
- Dollar Sales: -12% \$323M in November '18 from \$368M in November '17
- Inventory Active Listings: -15% (298) in November '18 from (351) in November '17

### Aspen Single family home sales November 2018

- Unit Sales: -25% (9) in November '18 from (12) in November '17
- Dollar Sales: -20% \$54M in November '18 from \$67M in November '17
- Inventory Active Listings: -4% (156) in November '18 from (162) in November '17

### Aspen Single family home sales YTD

- Unit Sales: -13% (94) in November '18 from (108) in November '17
- Dollar Sales: -27% \$586M in November '18 from \$799M in November '17
- Inventory Active Listings: -7% (305) in November '18 from (331) in November '17

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

## November 2018 Market Statistics Summary for Snowmass Village Only

### Snowmass Village condo sales November 2018

- Unit Sales: +44% (13) in November '18 from (9) in November '17
- Dollar Sales: +172% \$14M in November '18 from \$5M in November '17
- Inventory Active Listings: -4% (137) in November '18 from (142) in November '17

### Snowmass Village condo sales YTD

- Unit Sales: +35% (116) in November '18 from (86) in November '17
- Dollar Sales: +13% \$99M in November '18 from \$87M in November '17
- Inventory Active Listings: +15% (343) in November '18 from (297) in November '17

### Snowmass Village Single family home sales November 2018

- Unit Sales: -83% (1) in November '18 from (6) in November '17
- Dollar Sales: -91% \$2M in November '18 from \$21M in November '17
- Inventory Active Listings: -7% (75) in November '18 from (81) in November '17

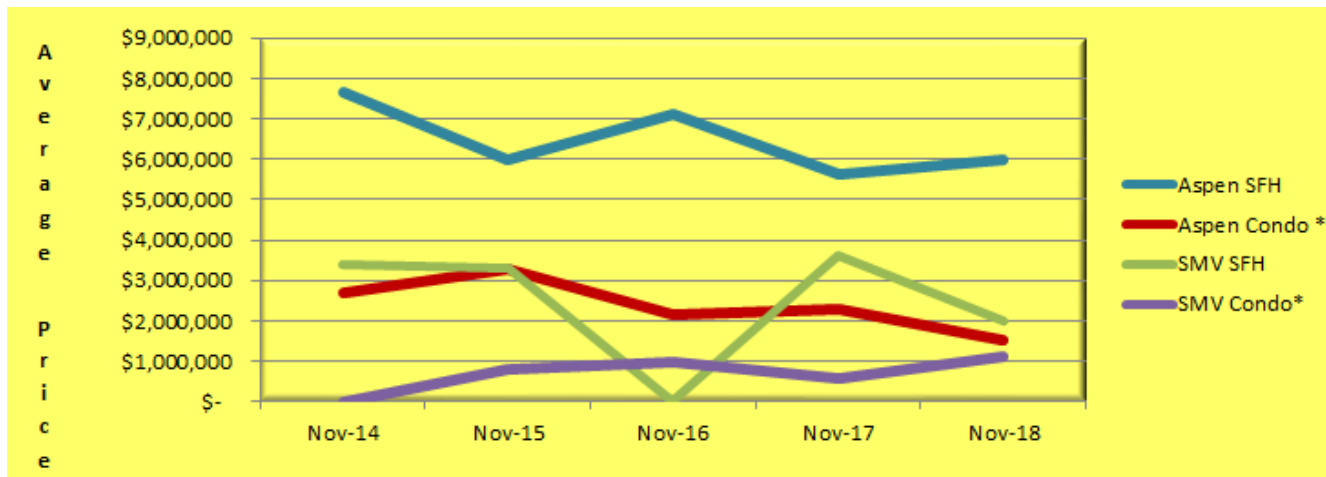
### Snowmass Village Single family home sales YTD

- Unit Sales: +8% (41) in November '18 from (38) in November '17
- Dollar Sales: -1% \$130M in November '18 from \$131M in November '17
- Inventory Active Listings: +4% (152) in November '18 from (146) in November '17

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



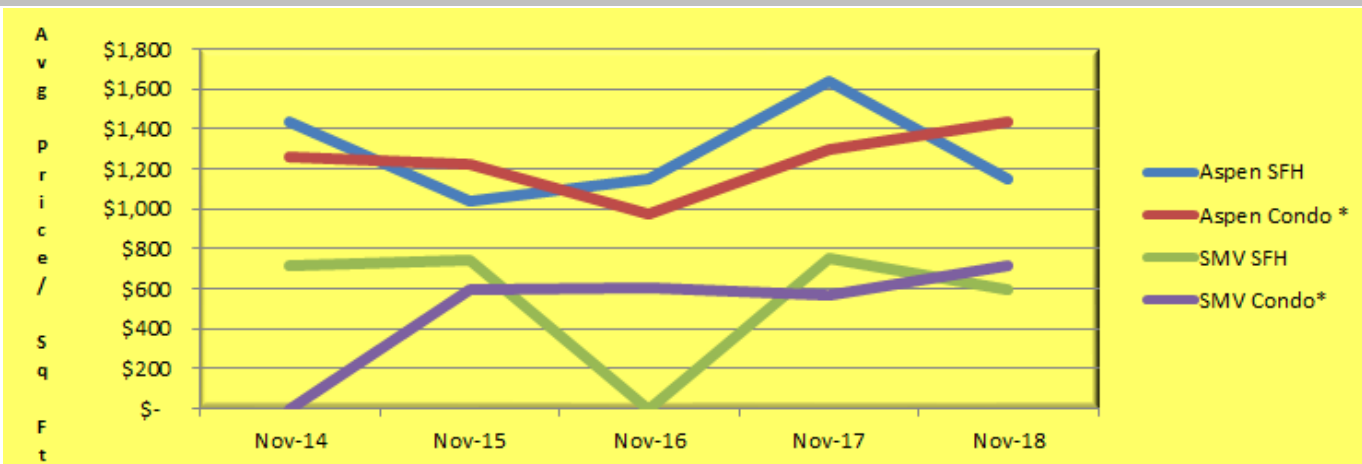
## November 2018 Aspen and Snowmass Average Sold Prices



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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.

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



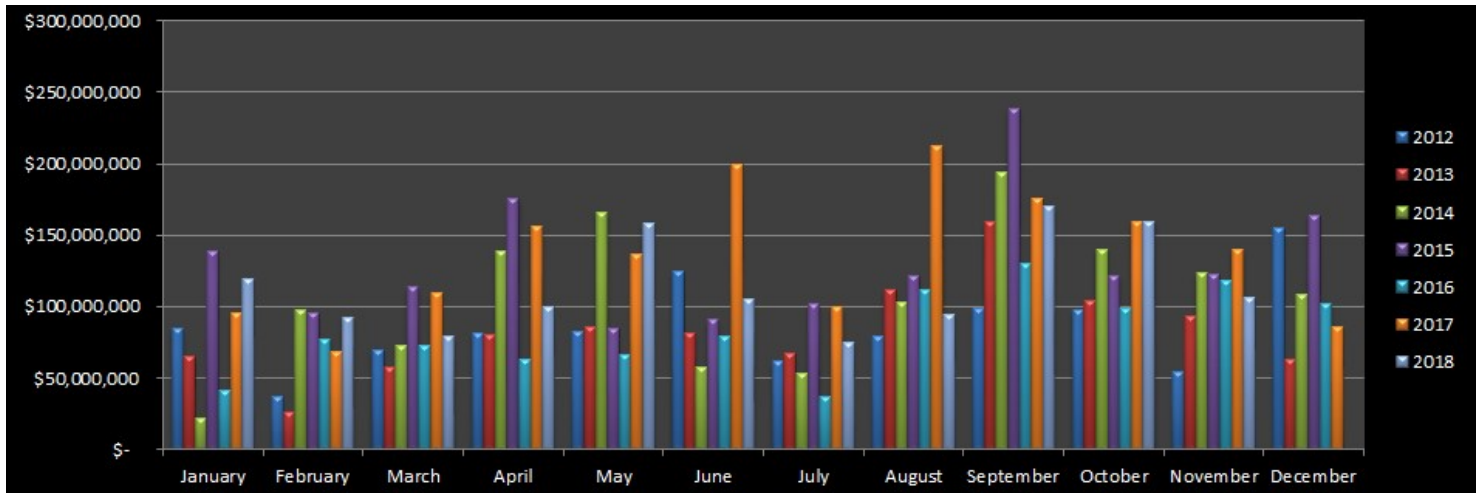
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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. A blank cell above represents no sales during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





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



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## Estin Report: Total Aspen Snowmass Market November 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	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500	132%	\$ 95,290,500	25%	\$ 118,993,752
February	\$ 37,146,550	-30%	\$ 26,106,382	273%	\$ 97,470,275	-2%	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750
March	\$ 69,690,650	-18%	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936
April	\$ 81,444,985	-2%	\$ 80,008,095	73%	\$ 138,651,300	26%	\$ 175,258,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000
May	\$ 83,017,666	4%	\$ 86,265,803	92%	\$ 165,692,205	-49%	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	16%	\$ 158,384,500
June	\$ 124,255,107	-34%	\$ 81,763,050	-30%	\$ 57,033,950	59%	\$ 90,812,196	-13%	\$ 79,367,282	152%	\$ 199,866,601	-47%	\$ 105,063,500
July	\$ 61,746,000	9%	\$ 67,288,000	-21%	\$ 53,474,000	90%	\$ 101,544,000	-64%	\$ 36,593,500	172%	\$ 99,459,375	-25%	\$ 74,407,500
August	\$ 79,762,500	41%	\$ 112,096,350	-8%	\$ 102,833,713	19%	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604
September	\$ 98,428,020	62%	\$ 159,307,802	22%	\$ 193,675,710	23%	\$ 238,134,900	-46%	\$ 129,741,500	36%	\$ 176,057,000	-3%	\$ 169,987,900
October	\$ 97,606,000	6%	\$ 103,692,000	35%	\$ 140,063,500	-13%	\$ 121,283,490	-19%	\$ 98,821,700	62%	\$ 159,827,550	0%	\$ 159,826,850
November	\$ 54,155,000	73%	\$ 93,603,600	32%	\$ 123,597,500	-1%	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,155,545
December	\$ 154,903,550	-59%	\$ 63,421,300	71%	\$ 108,507,500	51%	\$ 163,815,796	-38%	\$ 102,061,000	-15%	\$ 86,249,075	-100%	\$ -
Annual Totals	\$ 1,027,166,039	-3%	\$ 995,633,341	28%	\$ 1,275,968,519	23%	\$ 1,567,572,123	-36%	\$ 998,837,350	64%	\$ 1,639,786,057	-23%	\$ 1,258,731,837
YTD Total	\$ 872,262,489	7%	\$ 932,212,041	25%	\$ 1,167,461,019	20%	\$ 1,403,756,327	-36%	\$ 896,776,350	73%	\$ 1,553,536,982	-19%	\$ 1,258,731,837

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## Estin Report: Total Aspen Snowmass Market November 2018 Unit Sales

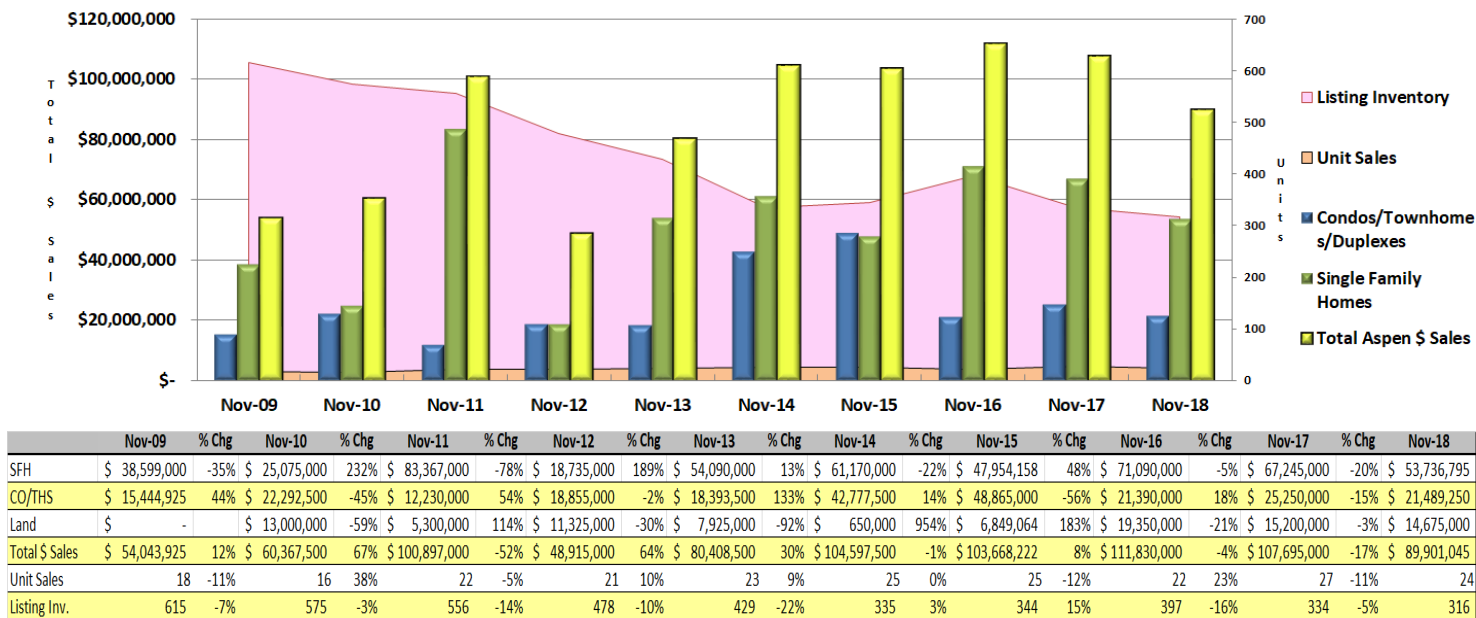
Month	2012	% Change	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018
January	28	7%	30	-43%	17	71%	29	-24%	22	41%	31	6%	33
February	15	13%	17	118%	37	-32%	25	-12%	22	0%	22	27%	28
March	21	105%	43	-12%	38	16%	44	-36%	28	39%	39	-44%	22
April	33	6%	35	40%	49	-4%	47	-40%	28	46%	41	-17%	34
May	27	44%	39	8%	42	2%	43	-58%	18	167%	48	-19%	39
June	33	-9%	30	-7%	28	39%	39	-46%	21	100%	42	-10%	38
July	19	89%	36	-42%	21	29%	27	-33%	18	50%	27	-26%	20
August	26	46%	38	3%	39	-31%	27	48%	40	50%	60	-30%	42
September	35	43%	50	-2%	49	22%	60	-32%	41	20%	49	8%	53
October	30	20%	36	33%	48	-19%	39	3%	40	8%	43	19%	51
November	28	25%	35	-6%	33	9%	36	-19%	29	52%	44	-14%	38
December	40	-28%	29	28%	37	3%	38	-5%	36	-22%	28	-100%	0
Annual Totals	335	25%	418	5%	438	4%	454	-24%	343	38%	474	-16%	398
YTD Total	295	32%	389	3%	401	4%	416	-26%	307	45%	446	-11%	398

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## November 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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	Nov-15	% Chg	Nov-16	% Chg	Nov-17	% Chg	Nov-18	% Chg	Oct-18	% Chg	Oct-17
<b>Single Family Homes</b>											
Unit Sales	8	25%	10	20%	12	-25%	9	-44%	13	8%	12
YTD Unit Sales	108	-46%	58	86%	108	-13%	94	10%	85	-11%	96
Monthly \$ Sales	\$ 47,954,158	48%	\$ 71,090,000	-5%	\$ 67,245,000	-20%	\$ 53,736,795	-25%	\$ 67,075,750	-28%	\$ 93,733,900
YTD \$ Sales	\$ 755,258,135	-54%	\$ 349,121,925	129%	\$ 799,077,871	-27%	\$ 585,866,002	9%	\$ 532,129,207	-27%	\$ 731,832,871
Listing Inventory	150	14%	171	-5%	162	-4%	156	-8%	169	1%	167
<b>Condos / Townhomes</b>											
Unit Sales	15	-33%	10	10%	11	27%	14	14%	12	-14%	14
YTD Unit Sales	166	-27%	122	31%	160	-24%	121	12%	107	-28%	149
Monthly \$ Sales	\$ 48,865,000	-56%	\$ 21,390,000	18%	\$ 25,250,000	-15%	\$ 21,489,250	-69%	\$ 36,406,000	10%	\$ 33,026,000
YTD \$ Sales	\$ 343,637,915	-26%	\$ 254,936,250	44%	\$ 368,310,558	-12%	\$ 322,921,104	7%	\$ 301,431,854	-12%	\$ 343,060,558
Listing Inventory	143	14%	163	-26%	121	2%	124	-8%	134	1%	133
<b>Vacant Land</b>											
Unit Sales	2	0%	2	100%	4	-75%	1	-300%	4	#DIV/0!	0
YTD Unit Sales	29	-41%	17	147%	42	-50%	21	5%	20	-47%	38
Monthly \$ Sales	\$ 6,849,064	183%	\$ 19,350,000	-21%	\$ 15,200,000	-3%	\$ 14,675,000	-74%	\$ 25,475,000	#DIV/0!	\$ -
YTD \$ Sales	\$ 100,676,564	-21%	\$ 79,232,500	65%	\$ 130,351,000	-22%	\$ 101,397,854	14%	\$ 86,722,854	-25%	\$ 115,151,000
Listing Inventory	51	24%	63	-19%	51	-29%	36	-11%	40	-25%	53
<b>Total Aspen Market</b>											
Total Unit Sales	25	-12%	22	23%	27	-11%	24	-21%	29	12%	26
YTD Unit Sales	303	-35%	197	57%	310	-24%	236	10%	212	-25%	283
Total Monthly \$ Sales	\$ 103,668,222	8%	\$ 111,830,000	-4%	\$ 107,695,000	-17%	\$ 89,901,045	-43%	\$ 128,956,750	2%	\$ 126,759,900
Total YTD \$ Sales	\$ 1,199,572,614	-43%	\$ 683,290,675	90%	\$ 1,297,739,429	-22%	\$ 1,010,184,960	9%	\$ 920,283,915	-23%	\$ 1,190,044,429
Listing Inventory	344	15%	397	-16%	334	-5%	316	-9%	343	-3%	353

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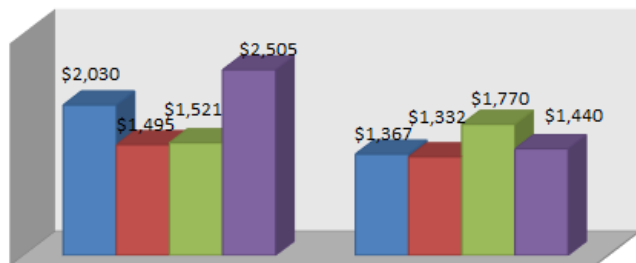
The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant 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](mailto:tim@estinaspen.com)



## Estin Report: November 2018 Aspen Condos\* - 3-Mos.Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

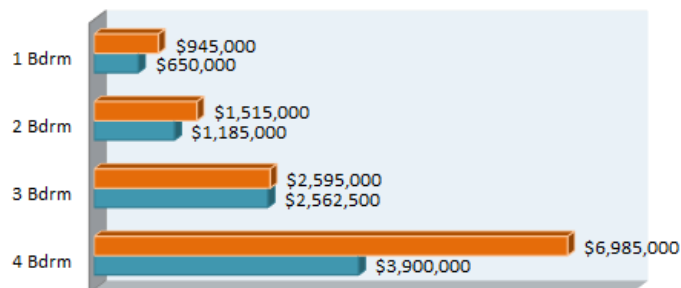


Aug-Oct 2018

Aug-Oct 2017

Median Sold Price

Aug-Oct 2018 Aug-Oct 2017



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	% Chg		Sep-Nov 2018	% Chg		Sep-Nov 2017	% Chg		Sep-Nov 2017	% Chg		Sep-Nov 2017	% Chg		Sep-Nov 2017	% Chg		Sep-Nov 2017	% Chg		Sep-Nov 2017
	Sep-Nov 2018	Sep-Nov 2017		Sep-Nov 2018	Sep-Nov 2017		Sep-Nov 2018	Sep-Nov 2017		Sep-Nov 2018	Sep-Nov 2017		Sep-Nov 2018	Sep-Nov 2017		Sep-Nov 2018	Sep-Nov 2017				
1 Bdrm	1,326,836	45%	912,500	2,030	49%	1,367	624	0%	622	96%	2%	94%	94%	3%	91%	7	40%	5	\$ 9,287,850	-73%	\$ 4,562,500
2 Bdrm	1,495,714	0%	1,493,154	1,495	12%	1,332	986	-4%	1,029	94%	-2%	96%	92%	-3%	94%	14	8%	13	\$ 20,940,000	-42%	\$ 19,411,000
3 Bdrm	2,717,778	-21%	3,422,406	1,521	-14%	1,770	1,707	-5%	1,795	91%	-5%	95%	89%	-5%	94%	9	-44%	16	\$ 24,460,000	10%	\$ 54,758,500
4 Bdrm	8,185,000	115%	3,799,286	2,505	74%	1,440	3,251	12%	2,894	90%	-4%	93%	88%	-3%	90%	3	-57%	7	\$ 24,555,000	3%	\$ 26,595,000

\*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	
	Aug-Oct 2018	% Chg	Aug-Oct 2017	% Chg	Aug-Oct 2018	% Chg	Aug-Oct 2018	% Chg	Aug-Oct 2018	% Chg	Aug-Oct 2018	% Chg	Aug-Oct 2018	% Chg	Aug-Oct 2018	% Chg
Central Core (SFH)	\$4.6	-65%	\$13.4	-53%	\$3,125	91%	2%	89%	86%	-1%	87%	2	-60%	5	\$9.3	-86%
Central Core (CO&TH)	\$2.9	4%	\$2.8	9%	\$1,794	93%	-3%	95%	91%	-4%	95%	23	-44%	41	\$66.5	-42%
Smuggler (SFH)	\$3.7	2%	\$3.6	14%	\$981	94%	5%	90%	92%	30%	71%	6	500%	1	\$22.0	511%
Smuggler (CO&TH)	\$1.7	76%	\$1.0	-6%	\$1,006	95%	0%	95%	94%	0%	94%	4	-50%	8	\$6.7	-12%
West Aspen	\$8.0	-27%	\$11.0	17%	\$1,146	94%	24%	75%	84%	-3%	87%	8	60%	5	\$64.3	16%
West End	\$5.3	-35%	\$8.1	-8%	\$1,979	99%	7%	92%	95%	11%	85%	4	-43%	7	\$21.2	-63%
Red Mountain	\$8.0	-40%	\$13.2	-26%	\$2,186	93%	-2%	94%	81%	-16%	96%	2	-33%	3	\$15.9	-60%
East Aspen	\$5.4	7%	\$5.1	-5%	\$1,465	93%	-2%	95%	87%	-4%	90%	3	-50%	6	\$16.2	-47%
McLain Flats/Starwood	\$4.9	-27%	\$6.7	19%	\$785	93%	9%	86%	91%	17%	78%	2	-33%	3	\$9.8	-51%
Woody Creek (>\$1.5M)	\$5.9	-23%	\$7.7	14%	\$789	59%	-37%	93%	39%	-58%	93%	4	100%	2	\$23.6	54%
Brush Creek Village (>\$1.5M)	\$1.7	-11%	\$1.9	3%	\$559	94%	11%	85%	92%	14%	80%	2	100%	1	\$3.4	78%

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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.

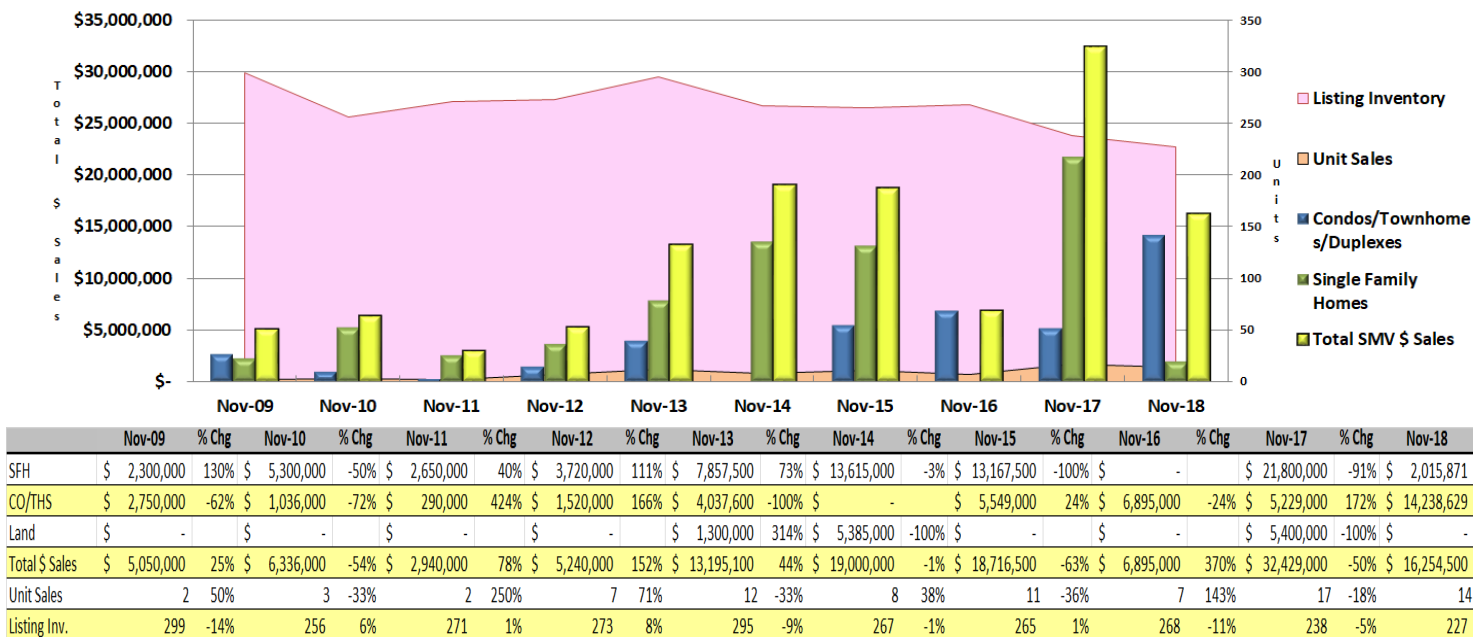
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (3 mos.) by the months in a given period (3) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of properties.





## November 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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	Nov-15	% Chg	Nov-16	% Chg	Nov-17	% Chg	Nov-18	% Chg	Oct-18	% Chg	Oct-17
<b>Single Family Homes</b>											
Unit Sales	4	-100%	0		6	-83%	1	500%	6	0%	6
YTD Unit Sales	31	10%	34	12%	38	8%	41	-2%	40	25%	32
Monthly \$ Sales	\$ 13,167,500	-100%	\$ -		\$ 21,800,000	-91%	\$ 2,015,871	-780%	\$ 17,732,500	-14%	\$ 20,652,000
YTD \$ Sales	\$ 125,297,400	9%	\$ 136,160,500	-3%	\$ 131,456,500	-1%	\$ 130,348,048	2%	\$ 128,332,177	17%	\$ 109,656,500
Listing Inventory	60	25%	75	8%	81	-7%	75	0%	75	-13%	86
<b>Condos / Townhomes</b>											
Unit Sales	7	0%	7	29%	9	44%	13	-23%	16	45%	11
YTD Unit Sales	77	-6%	72	19%	86	35%	116	-11%	103	34%	77
Monthly \$ Sales	\$ 5,549,000	24%	\$ 6,895,000	-24%	\$ 5,229,000	172%	\$ 14,238,629	8%	\$ 13,137,600	6%	\$ 12,415,650
YTD \$ Sales	\$ 73,166,313	-6%	\$ 69,122,675	26%	\$ 87,091,053	13%	\$ 98,698,829	14%	\$ 84,460,200	3%	\$ 81,862,053
Listing Inventory	183	-5%	173	-18%	142	-4%	137	-9%	149	-1%	150
<b>Vacant Land</b>											
Unit Sales	0		0		2	-100%	0		0		0
YTD Unit Sales	5	-20%	4	200%	12	-58%	5	0%	5	-50%	10
Monthly \$ Sales	\$ -		\$ -		\$ 5,400,000	-100%	\$ -		\$ -		\$ -
YTD \$ Sales	\$ 5,720,000	43%	\$ 8,202,500	354%	\$ 37,250,000	-48%	\$ 19,500,000	0%	\$ 19,500,000	-39%	\$ 31,850,000
Listing Inventory	22	-9%	20	-25%	15	0%	15	7%	14	-7%	15
<b>Total Snowmass Village Market</b>											
Total Unit Sales	11	-36%	7	143%	17	-18%	14	57%	22	29%	17
YTD Unit Sales	113	-3%	110	24%	136	19%	162	-9%	148	24%	119
Total Monthly \$ Sales	\$ 18,716,500	-63%	\$ 6,895,000	370%	\$ 32,429,000	-50%	\$ 16,254,500	-90%	\$ 30,870,100	-7%	\$ 33,067,650
Total YTD \$ Sales	\$ 204,183,713	5%	\$ 213,485,675	20%	\$ 255,797,553	-3%	\$ 248,546,877	7%	\$ 232,292,377	4%	\$ 223,368,553
Listing Inventory	265	1%	268	-11%	238	-5%	227	-5%	238	-5%	251

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](mailto:tim@estinaspenn.com)

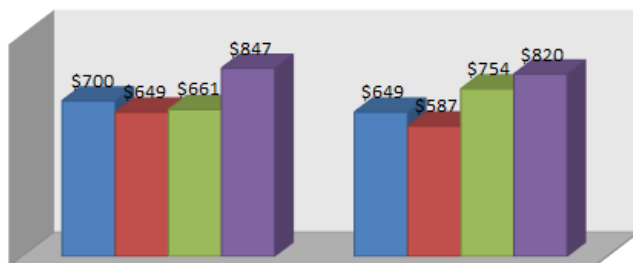




## Estin Report: November 2018 Snowmass Village Condos\*—3-Mos. Averages

### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

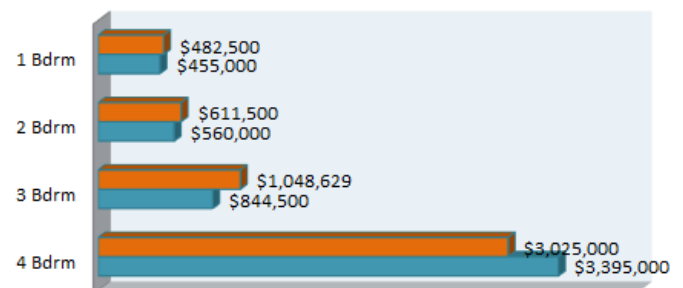


Aug-Oct 2018

Aug-Oct 2017

### Median Sold Price

Aug-Oct 2018 Aug-Oct 2017



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017	Sep-Nov 2018	% Chg	Sep-Nov 2017
1 Bdrm	530,656	25%	425,358	700	8%	649	755	15%	659	97%	2%	96%	97%	12%	87%	9	50%	6	\$ 4,775,900	87%	\$ 2,552,150
2 Bdrm	741,380	15%	642,222	649	11%	587	1,125	4%	1,080	96%	1%	95%	92%	10%	84%	20	122%	9	\$ 14,827,600	157%	\$ 5,780,000
3 Bdrm	1,125,625	-11%	1,263,278	661	-12%	754	1,675	1%	1,662	94%	3%	91%	91%	7%	85%	9	0%	9	\$ 10,130,629	-11%	\$ 11,369,500
4 Bdrm	3,100,000	9%	2,842,333	847	3%	820	3,639	8%	3,375	95%	0%	95%	92%	12%	82%	3	0%	3	\$ 9,300,000	9%	\$ 8,527,000

\*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.)**			
	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	Sep-Nov 2018	% Chg	Sep-Nov 2018	
Divide	\$7.8			\$1,373			82%			74%			1		0	\$7.8		\$0.0	10	67%	6	30		
Wood Run			\$4.9			\$1,281			86%			86%	0	-100%	1	\$0.0	-100%	\$4.9	17	-6%	18			54
Ridge Run	\$4.3	90%	\$2.2	\$977	54%	\$635	87%	-2%	89%	87%	10%	79%	2	-50%	4	\$8.5	-5%	\$9.0	19	0%	19	29	100%	14
Fox Run PUD			\$3.9			\$762			98%			87%	0	-100%	1	\$0.0	-100%	\$3.9	1	0%	1			3
Two Creeks													0		0	\$0.0		\$0.0	9	-18%	11			
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$1.7	2%	\$1.7	\$623	20%	\$519	92%	-8%	100%	84%	-8%	92%	5	400%	1	\$8.4	412%	\$1.7	14	75%	8	8	-65%	24
Meadow Ranch	\$1.0	-16%	\$1.2	\$473	-22%	\$608	95%	1%	95%	95%	1%	95%	1	-50%	2	\$1.0	-58%	\$2.4	3	-57%	7	9	-14%	11
Horse Ranch	\$3.2	11%	\$2.9	\$853	15%	\$740	95%	1%	95%	89%	3%	86%	2	100%	1	\$6.4	121%	\$2.9	7	-36%	11	11	-68%	33
Sinclair Meadows													0		0	\$0.0		\$0.0	2		0			
Country Club Estates			\$2.2			\$658			94%			72%	0	-100%	1	\$0.0	-100%	\$2.2	0	-100%	1			3
Old Snowmass (> \$1.5M)	\$2.7	6%	\$2.5	\$799	23%	\$648	97%	7%	91%	84%	-5%	88%	3	50%	2	\$8.0	60%	\$5.0	31	-23%	40	31	-48%	60

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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.

\*\*Absorption Rate is calculated by dividing the number of sales within a given period (3 mos.) by the months in a given period (3) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of properties.

# November 2018: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"I am in the real estate industry and I deal with many brokers. Tim Estin is the hardest working broker I have ever dealt with. He has great intuition, a thoughtful professional manner and he overcame many challenges with our listing. I wholeheartedly recommend him for any Aspen real estate brokerage needs."

- 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."

