



Estin Report: January 2019 Aspen Condos* - 3-Mos. Averages

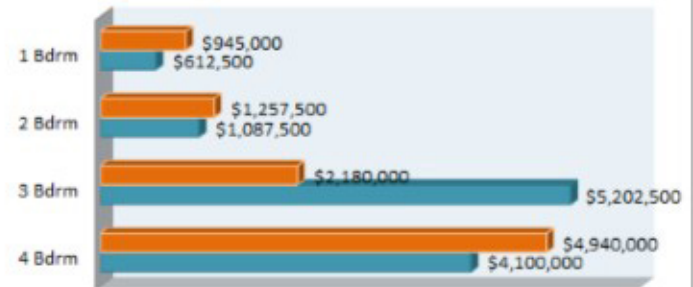
Avg Sold \$ / Sq Ft

■ 1 Bdrm ■ 2 Bdrm ■ 3 Bdrm ■ 4 Bdrm



Median Sold Price

■ Nov-Jan 2019 ■ Nov-Jan 2018



BEDROOMS	Avg Sold Price (\$)		Avg Sold \$ / Sq Ft (\$)		Avg Sqft		Avg Sold % to Ask			Avg Sold % to Orig			Units Sold		Dollar Sales (\$)				
	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg			
	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018			
1 Bdrm	1,318,407	115%	612,500	36%	739	42%	521	96%	-7%	104%	94%	-2%	96%	7	250%	2	\$ 9,228,850	-73%	\$ 1,225,000
2 Bdrm	1,416,429	20%	1,176,250	21%	921	1%	915	95%	0%	95%	93%	0%	93%	14	75%	8	\$ 19,830,000	-42%	\$ 9,410,000
3 Bdrm	2,588,889	-52%	5,349,491	-10%	1,953	-39%	3,197	92%	0%	92%	86%	-6%	91%	9	-36%	14	\$ 23,300,000	10%	\$ 74,892,868
4 Bdrm	5,923,354	-9%	6,536,667	1%	4,008	-2%	4,084	94%	4%	90%	98%	5%	94%	7	133%	3	\$ 41,463,480	3%	\$ 19,610,000

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

© Estin Report: Jan 2019 : www.EstinAspen.com

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								
	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg	Nov-Jan 2019	% Chg							
	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	Nov-Jan 2018	% Chg	Nov-Jan 2018	% Chg	Nov-Jan 2018	% Chg							
Central Core (SFH)	\$17.5	195%	\$5.9	14%	\$2,248	95%	-3%	98%	95%	-5%	100%	2	-33%	3	\$35.0	96%	\$17.8	13	-19%	16	20	22%	16
Central Core (CO&TH)	\$1.6	-61%	\$4.1	10%	\$1,554	93%	1%	92%	90%	-2%	91%	25	14%	22	\$40.1	-55%	\$89.6	102	7%	95	12	-6%	13
Smuggler (SFH)	\$7.2		\$1,392			85%			85%			2		0	\$14.3		\$0.0	12	20%	10	18		
Smuggler (CO&TH)	\$0.8	-10%	\$0.9	-20%	\$985	95%	-4%	99%	92%	-7%	99%	3	200%	1	\$2.3	169%	\$0.9	15	7%	14	15	-64%	42
West Aspen	\$8.1	-18%	\$9.9	-7%	\$1,191	94%	-1%	95%	91%	-3%	94%	3	-25%	4	\$24.4	-38%	\$39.4	71	-3%	73	71	30%	55
West End	\$6.9	15%	\$6.0	16%	\$1,506	89%	-6%	95%	87%	1%	86%	3	-50%	6	\$20.7	-43%	\$36.2	34	6%	32	34	113%	16
Red Mountain			\$7.9		\$2,173			100%			100%	0	-100%	2	\$0.0	-100%	\$15.9	28	17%	24			36
East Aspen	\$3.4	-8%	\$3.6	-39%	\$1,796	93%	2%	91%	83%	0%	83%	3	50%	2	\$10.1	38%	\$7.3	27	8%	25	27	-28%	38
McLain Flats/Starwood	\$3.7	-41%	\$6.3	-37%	\$882	99%	10%	91%	76%	-11%	85%	2	0%	2	\$7.4	-41%	\$12.7	17	-32%	25	26	-32%	38
Woody Creek (>\$1.5M)			\$2.9		\$1,408			97%			88%	0	-100%	3	\$0.0	-100%	\$8.8	22	-12%	25			25
Brush Creek Village (>\$1.5M)			\$2.0		\$461			79%			79%	0	-100%	1	\$0.0	-100%	\$2.0	6	20%	5			15

© Estin Report: Jan 2019 : www.EstinAspen.com

*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.