



January 2019: Aspen Snowmass Real Estate Market Snapshot

RELEASED 02.04.19 ON OR NEAR THE 1ST MONDAY EACH MONTH

v2.0 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: Jan 2019 was characterized mostly by (3) over \$10M property sales totaling \$53.6M, or 45%, of the total combined Aspen Snowmass \$119M in sales for the month. The rest of the market slowed somewhat compared to Jan 2018, but finished for the month halfway between Jan 2015 and Jan 2017 in sales dollars— both of which ended up as high performing years. As the Jan financial markets have stabilized over the intense volatility of Dec 2018 and the FED recently indicated a halt to interest rate increases for now, the beginning of 2019 has started with a sense of relief.

Listing inventory in both Aspen and SMV is the lowest its been since Jan 2010 which should translate into continued strong pricing and fewer buyer choices at higher prices. This may dampen sales but Aspen real estate may also see renewed vigor as the financial markets calm.

January 2019 Aspen & Snowmass Village Real Estate

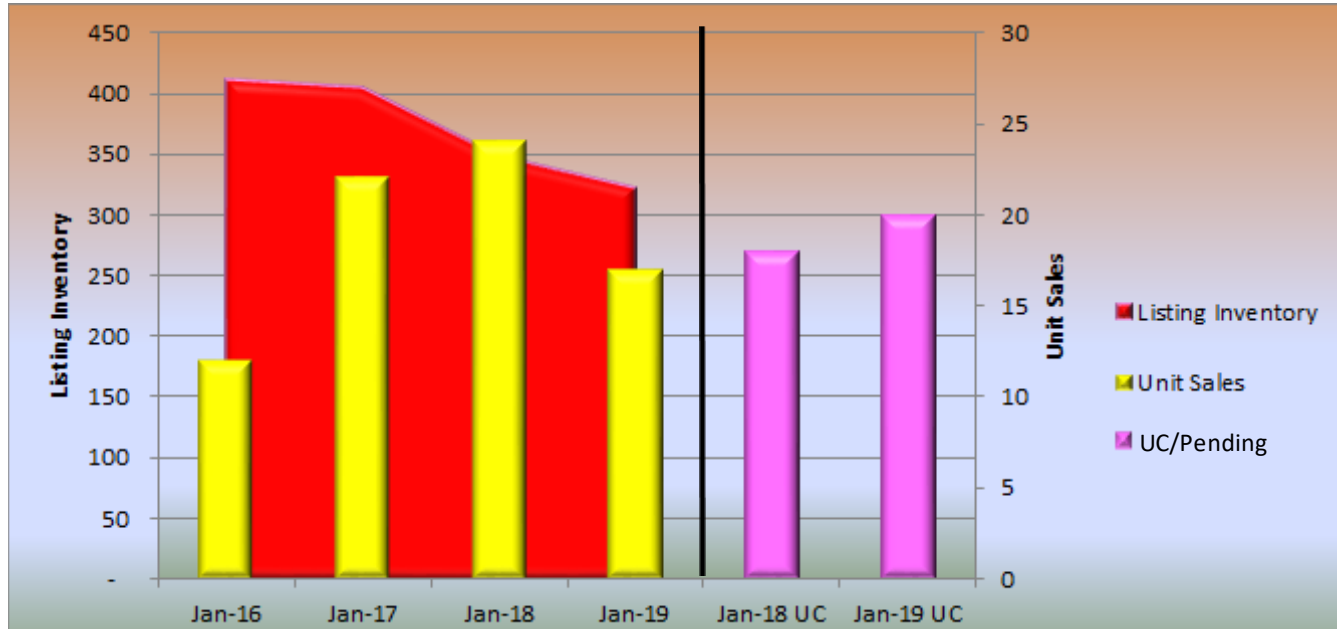
Total Aspen Snowmass Market	Jan-19	% Change	Jan-18
Monthly Unit Sales:	26	-21%	33
Year-to-Date Unit Sales:	26	-21%	33
Monthly Dollar Sales:	\$ 118,935,780	0%	\$ 118,993,752
Year-to-Date Dollar Sales:	\$ 118,935,780	0%	\$ 118,993,752
Listing Inventory:	586	-6%	624
Aspen Market			
Monthly Unit Sales:	17	-29%	24
Year-to-Date Unit Sales:	17	-29%	24
Monthly Dollar Sales:	\$ 92,109,480	-13%	\$ 106,118,575
Year-to-Date Dollar Sales:	\$ 92,109,480	-13%	\$ 106,118,575
Listing Inventory:	323	-7%	349
Snowmass Village Market			
Monthly Unit Sales:	9	0%	9
Year-to-Date Unit Sales:	9	0%	9
Monthly Dollar Sales:	\$ 26,826,300	108%	\$ 12,875,177
Year-to-Date Dollar Sales:	\$ 26,826,300	108%	\$ 12,875,177
Listing Inventory:	263	-4%	275
Total Property Sales \$10M and Over			
Monthly Unit Sales:	3	200%	1
Year-to-Date Unit Sales:	3	200%	1
Monthly Dollar Sales:	\$ 53,600,000	436%	\$ 10,000,000
Year-to-Date Dollar Sales:	\$ 53,600,000	436%	\$ 10,000,000

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

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.

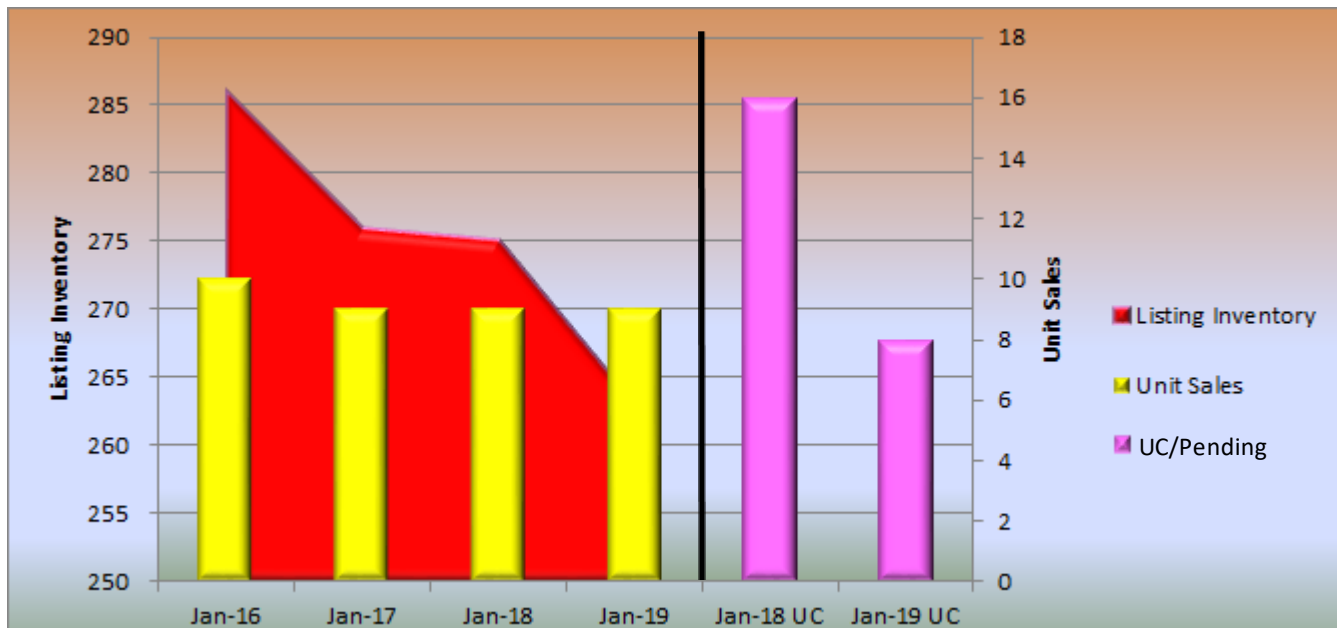


January 2019 Aspen Real Estate Inventory, Sales and Under Contracts



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

January 2019 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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

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



January 2019 Market Statistics Summary for Aspen Only *

Aspen condo sales January 2019

- Unit Sales: -33% (10) in January '19 from (15) in January '18
- Dollar Sales: -49% \$34M in January '19 from \$68M in January '18
- Inventory Active Listings: +2% (130) in January '19 from (127) in January '18

Aspen condo sales YTD

- Unit Sales: -33% (10) in January '19 from (15) in January '18
- Dollar Sales: -49% \$34M in January '19 from \$68M in January '18
- Inventory Active Listings: +2% (130) in January '19 from (127) in January '18

Aspen Single family home sales January 2019

- Unit Sales: -25% (6) in January '19 from (8) in January '18
- Dollar Sales: +53% \$55M** in January '19 from \$36M in January '18
- Inventory Active Listings: -5% (159) in January '19 from (168) in January '18

Aspen Single family home sales YTD

- Unit Sales: -25% (6) in January '19 from (8) in January '18
- Dollar Sales: +53% \$55M in January '19 from \$36M in January '18
- Inventory Active Listings: -5% (159) in January '19 from (168) in January '18

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

**There were (3) sales over \$10M in Jan: 135 E Cooper sold at \$21.95M/\$3,397 SF; 412 Pioneer Springs sold at \$14.95M/\$1,086 SF and 465 Thunderbowl sold at \$17.35M/\$1,870 SF.

January 2019 Market Statistics Summary for Snowmass Village Only

Snowmass Village condo sales January 2019

- Unit Sales: +20% (6) in January '19 from (5) in January '18
- Dollar Sales: +241% \$7M in January '19 from \$2M in January '18
- Inventory Active Listings: -10% (164) in January '19 from (183) in January '18

Snowmass Village condo sales YTD

- Unit Sales: +20% (6) in January '19 from (5) in January '18
- Dollar Sales: +241% \$7M in January '19 from \$2M in January '18
- Inventory Active Listings: -10% (164) in January '19 from (183) in January '18

Snowmass Village Single family home sales January 2019

- Unit Sales: -50% (2) in January '19 from (4) in January '18
- Dollar Sales: +72% \$19M in January '19 from \$11M in January '18
- Inventory Active Listings: +8% (85) in January '19 from (79) in January '18

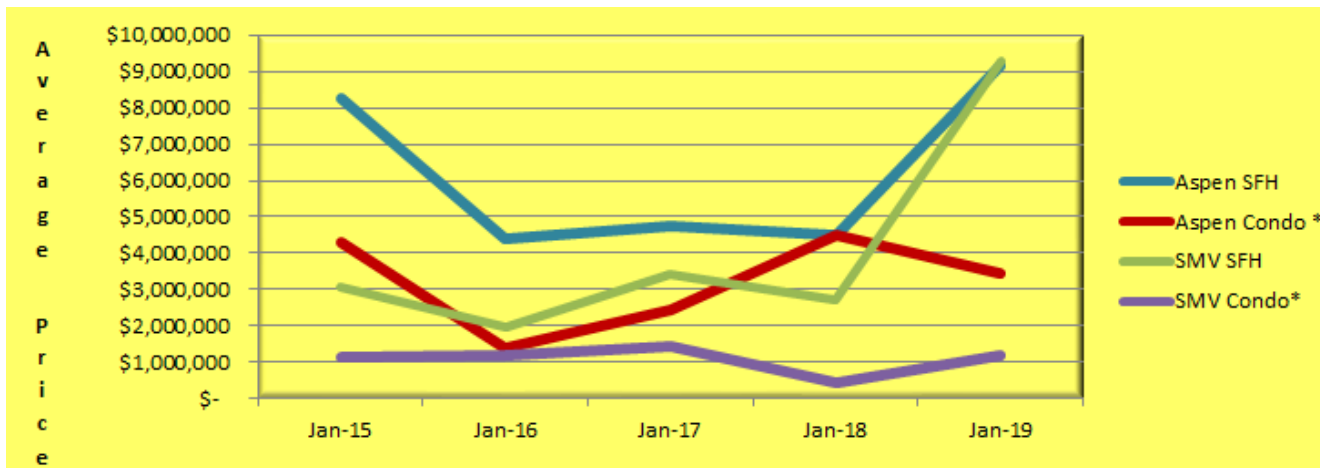
Snowmass Village Single family home sales YTD

- Unit Sales: -50% (2) in January '19 from (4) in January '18
- Dollar Sales: +72% \$19M in January '19 from \$11M in January '18
- Inventory Active Listings: +8% (85) in January '19 from (79) in January '18

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



January 2019 Aspen and Snowmass Average Sold Prices



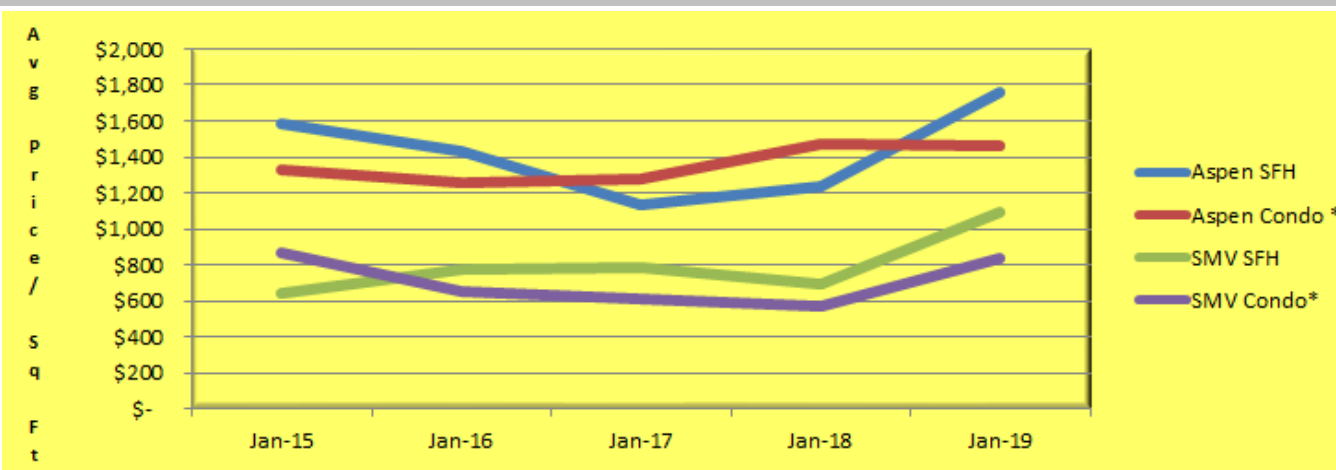
Average Price	Jan-15	% Chg	Jan-16	% Chg	Jan-17	% Chg	Jan-18	% Chg	Jan-19
Aspen SFH	\$8,258,250	-47%	\$4,413,333	8%	\$4,752,000	-5%	\$4,499,588	104%	\$9,170,833
Aspen Condo *	\$4,281,563	-68%	\$1,381,250	77%	\$2,438,111	85%	\$4,501,458	-23%	\$3,448,448
SMV SFH	\$3,063,000	-36%	\$1,970,000	73%	\$3,416,667	-21%	\$2,699,419	243%	\$9,260,000
SMV Condo*	\$1,129,113	3%	\$1,163,125	24%	\$1,441,875	-71%	\$415,500	184%	\$1,180,217

There were (3) sales over \$10M in Jan: 135 E Cooper sold at \$21.95M/\$3,397 SF; 412 Pioneer Springs sold at \$14.95M/\$1,086 SF and 465 Thunderbowl sold at \$17.35M/\$1,870 SF.

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

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.

January 2019 Avg Sold Price/Sq Ft for Aspen and Snowmass Village



Avg Price / Sq Ft	Jan-15	% Chg	Jan-16	% Chg	Jan-17	% Chg	Jan-18	% Chg	Jan-19
Aspen SFH	\$1,585	-10%	\$1,429	-21%	\$1,133	9%	\$1,232	42%	\$1,754
Aspen Condo *	\$1,324	-5%	\$1,259	1%	\$1,277	15%	\$1,474	-1%	\$1,463
SMV SFH	\$643	20%	\$772	1%	\$782	-12%	\$690	58%	\$1,091
SMV Condo*	\$867	-24%	\$656	-7%	\$610	-7%	\$567	48%	\$842

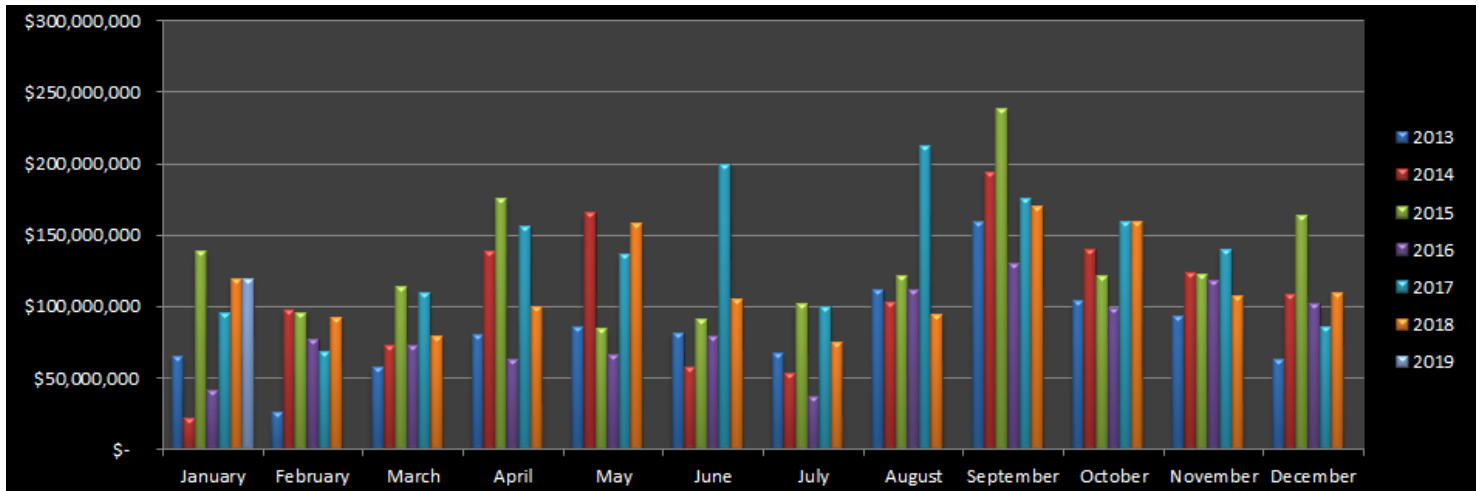
There were (3) sales over \$10M in Jan: 135 E Cooper sold at \$21.95M/\$3,397 SF; 412 Pioneer Springs sold at \$14.95M/\$1,086 SF and 465 Thunderbowl sold at \$17.35M/\$1,870 SF.

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

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 January 2019 & Historical Sales



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

Estin Report: Total Aspen Snowmass Market January 2019 Dollar Sales

Month	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019
January	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500	132%	\$ 95,290,500	25%	\$ 118,993,752	0%	\$ 118,935,780
February	\$ 26,106,382	273%	\$ 97,470,275	-2%	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750	-100%	\$ -
March	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	-100%	\$ -
April	\$ 80,008,095	73%	\$ 138,651,300	26%	\$ 175,258,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000	-100%	\$ -
May	\$ 86,265,803	92%	\$ 165,692,205	-49%	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	16%	\$ 158,384,500	-100%	\$ -
June	\$ 81,763,050	-30%	\$ 57,033,950	59%	\$ 90,812,196	-13%	\$ 79,367,282	152%	\$ 199,866,601	-47%	\$ 105,063,500	-100%	\$ -
July	\$ 67,288,000	-21%	\$ 53,474,000	90%	\$ 101,544,000	-64%	\$ 36,593,500	172%	\$ 99,459,375	-25%	\$ 74,407,500	-100%	\$ -
August	\$ 112,096,350	-8%	\$ 102,833,713	19%	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	-100%	\$ -
September	\$ 159,307,802	22%	\$ 193,675,710	23%	\$ 238,134,900	-46%	\$ 129,741,500	36%	\$ 176,057,000	-3%	\$ 169,987,900	-100%	\$ -
October	\$ 103,692,000	35%	\$ 140,063,500	-13%	\$ 121,283,490	-19%	\$ 98,821,700	62%	\$ 159,827,550	0%	\$ 159,826,850	-100%	\$ -
November	\$ 93,603,600	32%	\$ 123,597,500	-1%	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,940,545	-100%	\$ -
December	\$ 63,421,300	71%	\$ 108,507,500	51%	\$ 163,815,796	-38%	\$ 102,061,000	-15%	\$ 86,249,075	27%	\$ 109,477,218	-100%	\$ -
Annual Totals	\$ 995,633,341	28%	\$ 1,275,968,519	23%	\$ 1,567,572,123	-36%	\$ 998,837,350	64%	\$ 1,639,786,057	-17%	\$ 1,368,994,055	-91%	\$ 118,935,780
YTD Total	\$ 64,960,300	-66%	\$ 22,147,000	527%	\$ 138,819,567	-70%	\$ 41,022,500	132%	\$ 95,290,500	25%	\$ 118,993,752	0%	\$ 118,935,780

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

Estin Report: Total Aspen Snowmass Market January 2019 Unit Sales

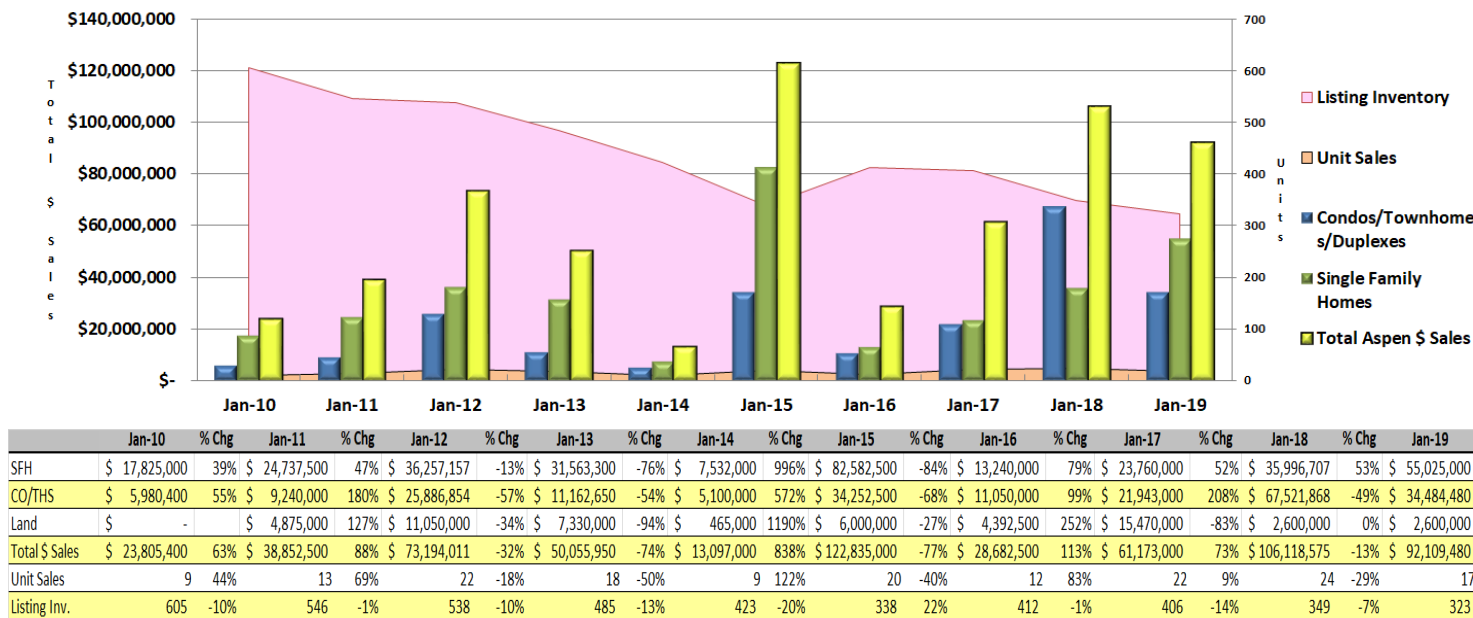
Month	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019
January	30	-43%	17	71%	29	-24%	22	41%	31	6%	33	-21%	26
February	17	118%	37	-32%	25	-12%	22	0%	22	27%	28	-100%	0
March	43	-12%	38	16%	44	-36%	28	39%	39	-44%	22	-100%	0
April	35	40%	49	-4%	47	-40%	28	46%	41	-17%	34	-100%	0
May	39	8%	42	2%	43	-58%	18	167%	48	-19%	39	-100%	0
June	30	-7%	28	39%	39	-46%	21	100%	42	-10%	38	-100%	0
July	36	-42%	21	29%	27	-33%	18	50%	27	-26%	20	-100%	0
August	38	3%	39	-31%	27	48%	40	50%	60	-30%	42	-100%	0
September	50	-2%	49	22%	60	-32%	41	20%	49	8%	53	-100%	0
October	36	33%	48	-19%	39	3%	40	8%	43	19%	51	-100%	0
November	35	-6%	33	9%	36	-19%	29	52%	44	-11%	39	-100%	0
December	29	28%	37	3%	38	-5%	36	-22%	28	57%	44	-100%	0
Annual Totals	418	5%	438	4%	454	-24%	343	38%	474	-7%	443	-94%	26
YTD Total	30	-43%	17	71%	29	-24%	22	41%	31	6%	33	-21%	26

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



January 2019 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.

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

	Jan-16	% Chg	Jan-17	% Chg	Jan-18	% Chg	Jan-19	% Chg	Dec-18	% Chg	Dec-17
Single Family Homes											
Unit Sales	3	67%	5	60%	8	-25%	6	83%	1	-75%	4
YTD Unit Sales	3	67%	5	60%	8	-25%	6	-1483%	95	-15%	112
Monthly \$ Sales	\$ 13,240,000	79%	\$ 23,760,000	52%	\$ 35,996,707	53%	\$ 55,025,000	89%	\$ 6,100,000	-84%	\$ 38,600,000
YTD \$ Sales	\$ 13,240,000	79%	\$ 23,760,000	52%	\$ 35,996,707	53%	\$ 55,025,000	-976%	\$ 591,966,002	-29%	\$ 837,677,871
Listing Inventory	155	14%	176	-5%	168	-5%	159	2%	156	-5%	165
Condos / Townhomes											
Unit Sales	8	13%	9	67%	15	-33%	10	-80%	18	157%	7
YTD Unit Sales	8	13%	9	67%	15	-33%	10	-1300%	140	-16%	167
Monthly \$ Sales	\$ 11,050,000	99%	\$ 21,943,000	208%	\$ 67,521,868	-49%	\$ 34,484,480	-51%	\$ 52,167,000	118%	\$ 23,930,000
YTD \$ Sales	\$ 11,050,000	99%	\$ 21,943,000	208%	\$ 67,521,868	-49%	\$ 34,484,480	-990%	\$ 375,873,104	-4%	\$ 392,240,558
Listing Inventory	203	-15%	173	-27%	127	2%	130	-5%	136	10%	124
Vacant Land											
Unit Sales	1	700%	8	-88%	1	0%	1	-300%	4	100%	2
YTD Unit Sales	1	700%	8	-88%	1	0%	1	-2400%	25	-43%	44
Monthly \$ Sales	\$ 4,392,500	252%	\$ 15,470,000	-83%	\$ 2,600,000	0%	\$ 2,600,000	-459%	\$ 14,525,000	191%	\$ 5,000,000
YTD \$ Sales	\$ 4,392,500	252%	\$ 15,470,000	-83%	\$ 2,600,000	0%	\$ 2,600,000	-4359%	\$ 115,922,854	-14%	\$ 135,351,000
Listing Inventory	54	6%	57	-5%	54	-37%	34	0%	34	-39%	56
Total Aspen Market											
Total Unit Sales	12	83%	22	9%	24	-29%	17	-35%	23	77%	13
YTD Unit Sales	12	83%	22	9%	24	-29%	17	-1429%	260	-20%	323
Total Monthly \$ Sales	\$ 28,682,500	113%	\$ 61,173,000	73%	\$ 106,118,575	-13%	\$ 92,109,480	21%	\$ 72,792,000	8%	\$ 67,530,000
Total YTD \$ Sales	\$ 28,682,500	113%	\$ 61,173,000	73%	\$ 106,118,575	-13%	\$ 92,109,480	-1077%	\$ 1,083,761,960	-21%	\$ 1,365,269,429
Listing Inventory	412	-1%	406	-14%	349	-7%	323	-1%	326	-6%	345

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

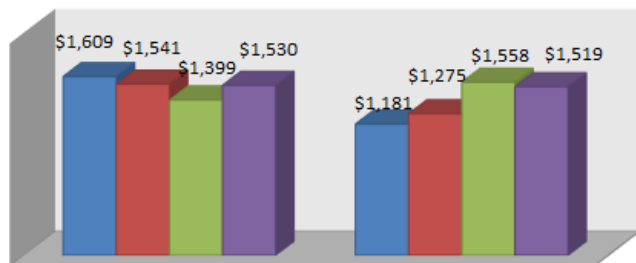
The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant 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: January 2019 Aspen Condos* - 3-Mos.Averages

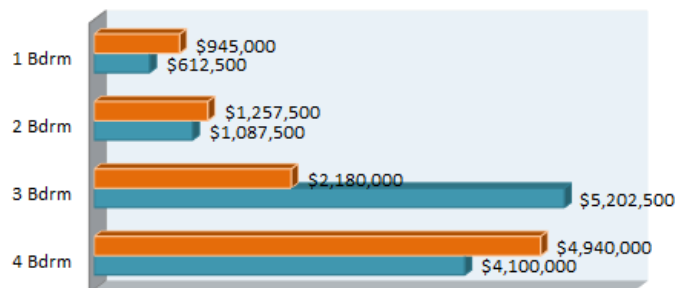
Avg Sold \$ / Sq Ft

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 (\$)		
	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018	% Chg		Nov-Jan 2018
	Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018		Nov-Jan 2019	Nov-Jan 2018	
1 Bdrm	1,318,407	115%	612,500	1,609	36%	1,181	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	1,541	21%	1,275	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	1,399	-10%	1,558	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	1,530	1%	1,519	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 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018
Central Core (SFH)	\$17.5	195%	\$5.9	\$2,553	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	\$1,714	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	\$786	-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	\$1,108	-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	\$1,740	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	\$1,097	-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	\$554	-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.

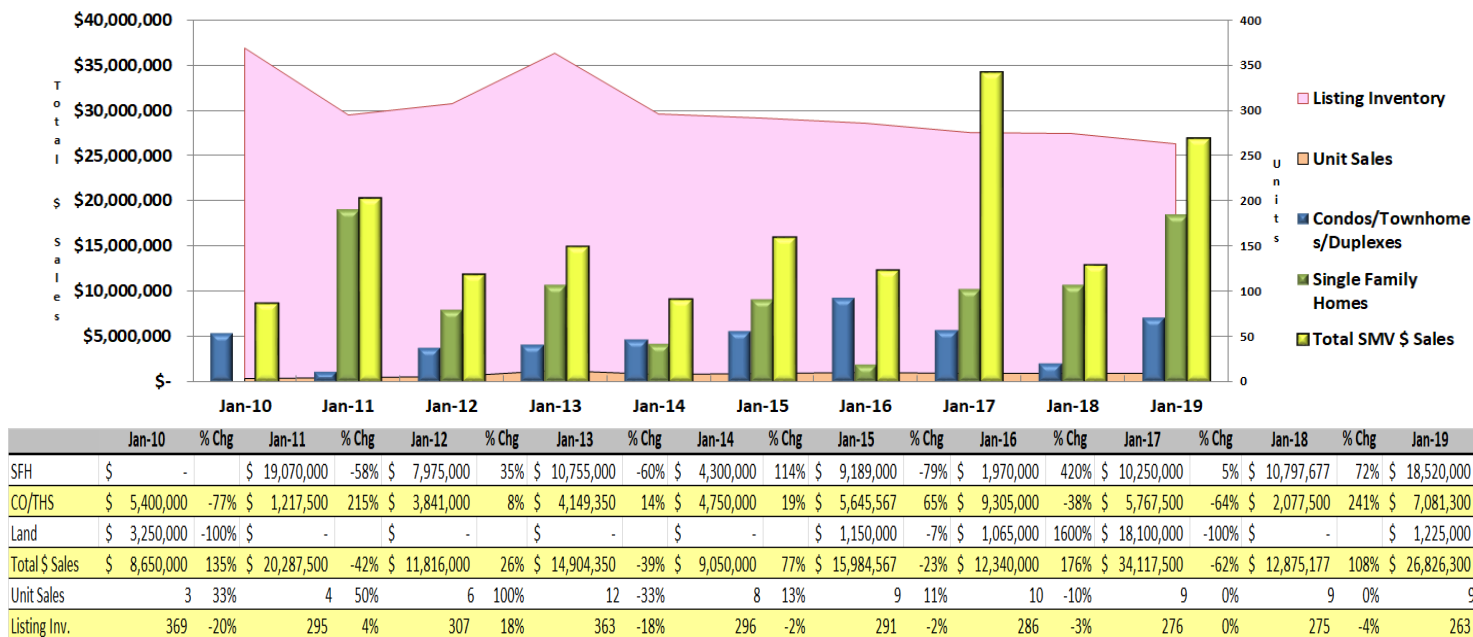
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



January 2019 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.

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

	Jan-16	% Chg	Jan-17	% Chg	Jan-18	% Chg	Jan-19	% Chg	Dec-18	% Chg	Dec-17
Single Family Homes											
Unit Sales	1	200%	3	33%	4	-50%	2	0%	2	-60%	5
YTD Unit Sales	1	200%	3	33%	4	-50%	2	2050%	43	0%	43
Monthly \$ Sales	\$ 1,970,000	420%	\$ 10,250,000	5%	\$ 10,797,677	72%	\$ 18,520,000	78%	\$ 4,126,218	-61%	\$ 10,677,500
YTD \$ Sales	\$ 1,970,000	420%	\$ 10,250,000	5%	\$ 10,797,677	72%	\$ 18,520,000	-626%	\$ 134,474,266	-5%	\$ 142,134,000
Listing Inventory	66	14%	75	5%	79	8%	85	4%	82	1%	81
Condos / Townhomes											
Unit Sales	8	-50%	4	25%	5	20%	6	-217%	19	90%	10
YTD Unit Sales	8	-50%	4	25%	5	20%	6	2150%	135	41%	96
Monthly \$ Sales	\$ 9,305,000	-38%	\$ 5,767,500	-64%	\$ 2,077,500	241%	\$ 7,081,300	-360%	\$ 32,559,000	305%	\$ 8,041,575
YTD \$ Sales	\$ 9,305,000	-38%	\$ 5,767,500	-64%	\$ 2,077,500	241%	\$ 7,081,300	-1754%	\$ 131,257,829	38%	\$ 95,132,628
Listing Inventory	201	-8%	185	-1%	183	-10%	164	1%	162	9%	149
Vacant Land											
Unit Sales	1	100%	2	-100%	0		1	-100%	0		0
YTD Unit Sales	1	100%	2	-100%	0		1	400%	5	-58%	12
Monthly \$ Sales	\$ 1,065,000	1600%	\$ 18,100,000	-100%	\$ -		\$ 1,225,000	100%	\$ -		\$ -
YTD \$ Sales	\$ 1,065,000	1600%	\$ 18,100,000	-100%	\$ -		\$ 1,225,000	-1492%	\$ 19,500,000	-48%	\$ 37,250,000
Listing Inventory	19	-16%	16	-19%	13	8%	14	0%	14	-7%	15
Total Snowmass Village Market											
Total Unit Sales	10	-10%	9	0%	9	0%	9	133%	21	40%	15
YTD Unit Sales	10	-10%	9	0%	9	0%	9	1933%	183	21%	151
Total Monthly \$ Sales	\$ 12,340,000	176%	\$ 34,117,500	-62%	\$ 12,875,177	108%	\$ 26,826,300	-37%	\$ 36,685,218	96%	\$ 18,719,075
Total YTD \$ Sales	\$ 12,340,000	176%	\$ 34,117,500	-62%	\$ 12,875,177	108%	\$ 26,826,300	-963%	\$ 285,232,095	4%	\$ 274,516,628
Listing Inventory	286	-3%	276	0%	275	-4%	263	2%	258	5%	245

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

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

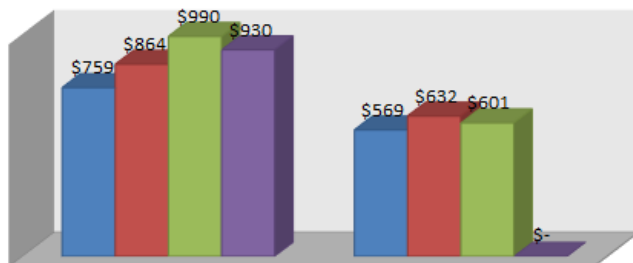
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood 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: January 2019 Snowmass Village Condos*—3-Mos. Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm

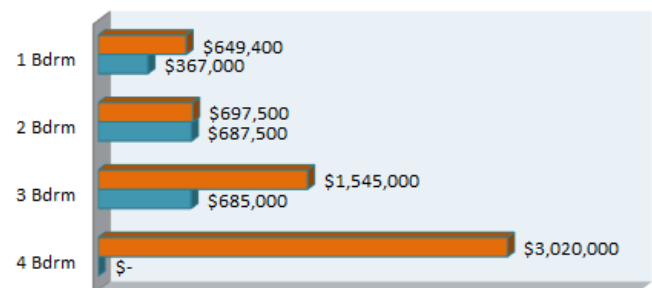


Nov-Jan 2019

Nov-Jan 2018

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 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018
1 Bdrm	597,825	62%	369,750	759	33%	569	787	20%	656	94%	0%	94%	94%	2%	93%	4	0%	4	\$ 2,391,300	62%	\$ 1,479,000
2 Bdrm	1,027,147	51%	681,833	864	37%	632	1,116	4%	1,073	98%	5%	94%	97%	10%	88%	17	42%	12	\$ 17,461,500	113%	\$ 8,182,000
3 Bdrm	1,999,886	110%	954,415	990	65%	601	1,945	29%	1,504	98%	5%	94%	99%	14%	87%	12	140%	5	\$ 23,998,629	403%	\$ 4,772,075
4 Bdrm	3,098,333			930			3,358			96%			96%			3	0%	0	\$ 9,295,000		

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

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

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.)*				
	Nov-Jan 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	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 2019	% Chg	Nov-Jan 2018	Nov-Jan 2019	% Chg	Nov-Jan 2018	
Divide													0		0	\$0.0		\$0.0	10	67%	6			
Wood Run	\$4.2			\$1,096			99%			99%			1		0	\$4.2		\$0.0	17	-6%	18	51		
Ridge Run			\$2.7			\$665			91%			84%	0	-100%	9	\$0.0	-100%	\$24.1	19	0%	19		6	
Fox Run PUD													0		0	\$0.0		\$0.0	1	0%	1			
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			\$467			94%			85%			2		0	\$3.3		\$0.0	14	75%	8	21		
Meadow Ranch			\$1.0			\$548			97%			96%	0	-100%	2	\$0.0	-100%	\$1.9	3	-57%	7		11	
Horse Ranch	\$2.8	4%	\$2.7	\$809	1%	\$799	93%	4%	90%	93%	16%	81%	1	0%	1	\$2.8	4%	\$2.7	7	-36%	11	21	-36%	33
Sinclair Meadows													0		0	\$0.0		\$0.0	2		0			
Country Club Estates													0		0	\$0.0		\$0.0	0	-100%	1			
Old Snowmass (> \$1.5M)	\$3.0	59%	\$1.9	\$1,055	37%	\$773	96%	3%	93%	81%	-7%	86%	1	0%	1	\$3.0	59%	\$1.9	29	-22%	37	87	-22%	111

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

*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.

January 2019: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



RESULTS PROVEN MARKETING

Get the Highest Price in the Shortest Time When Selling Your Home.



TIM ESTIN'S BLOG

Weekly Market Updates.
See What's Movin' and Shakin'.

"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

Tim@EstinAspen.com

970.309.6163

EstinAspen.com

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."

