



## April 2019: Aspen Snowmass Real Estate Market Snapshot

RELEASED 05.28.19 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.6 The Estin Report publishes a 10-page monthly Aspen real estate market "Snapshot" on or near the 1st Monday of each month. The Snapshot presents a "bottom line" summary and raw data of the subject month and YTD performance for residential real estate sales in Aspen and Snowmass 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:

For the total Aspen Snowmass unit and dollar sales year to date at end of April 2019, we are matching the same time period of 2017, a record sales performance year. For April itself, results were a mixed bag: Aspen condo sales surged upwards 214%; Aspen single family home sales slowed -56% for the month. The month's highlight was the number of properties that went under contract (UC's are an indicator of future activity as most of these deals will likely close in May). It was a shot out of the park. For Aspen, April UC's increased 33% to (28) from (21) last year; for Snowmass Village, UC's spiked 163% to (21) from (8) last last April.

### April 2019 Aspen & Snowmass Village Real Estate

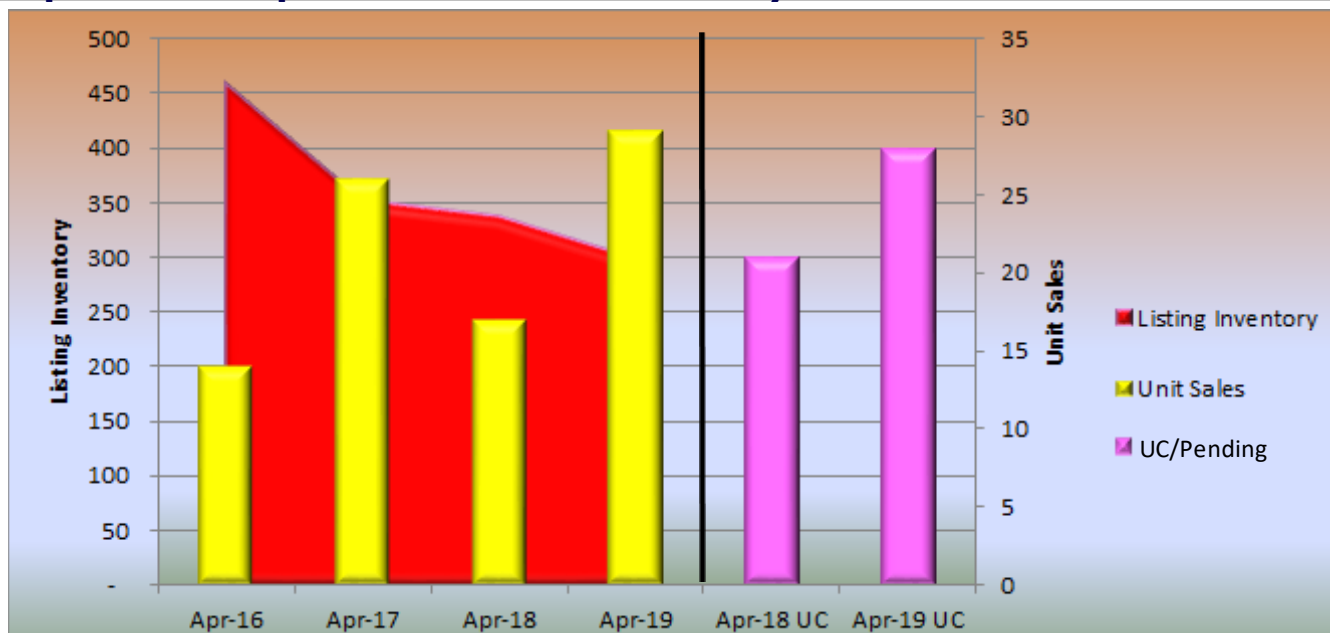
Total Aspen Snowmass Market	Apr-19	% Change	Apr-18
Monthly Unit Sales:	43	26%	34
Year-to-Date Unit Sales:	130	11%	117
Monthly Dollar Sales:	\$ 132,051,449	32%	\$ 99,999,000
Year-to-Date Dollar Sales:	\$ 458,286,638	17%	\$ 390,267,438
Listing Inventory:	568	-7%	612
<b>Aspen Market</b>			
Monthly Unit Sales:	29	71%	17
Year-to-Date Unit Sales:	83	22%	68
Monthly Dollar Sales:	\$ 106,673,865	43%	\$ 74,617,500
Year-to-Date Dollar Sales:	\$ 359,930,054	9%	\$ 328,890,061
Listing Inventory:	299	-11%	337
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	14	-18%	17
Year-to-Date Unit Sales:	47	-4%	49
Monthly Dollar Sales:	\$ 25,377,584	0%	\$ 25,381,500
Year-to-Date Dollar Sales:	\$ 98,356,584	60%	\$ 61,377,377
Listing Inventory:	269	-2%	275
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	-	-100%	2
Year-to-Date Unit Sales:	5	-17%	6
Monthly Dollar Sales:	\$ -	-100%	\$ 37,344,736
Year-to-Date Dollar Sales:	\$ 76,500,000	-17%	\$ 92,494,736

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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.

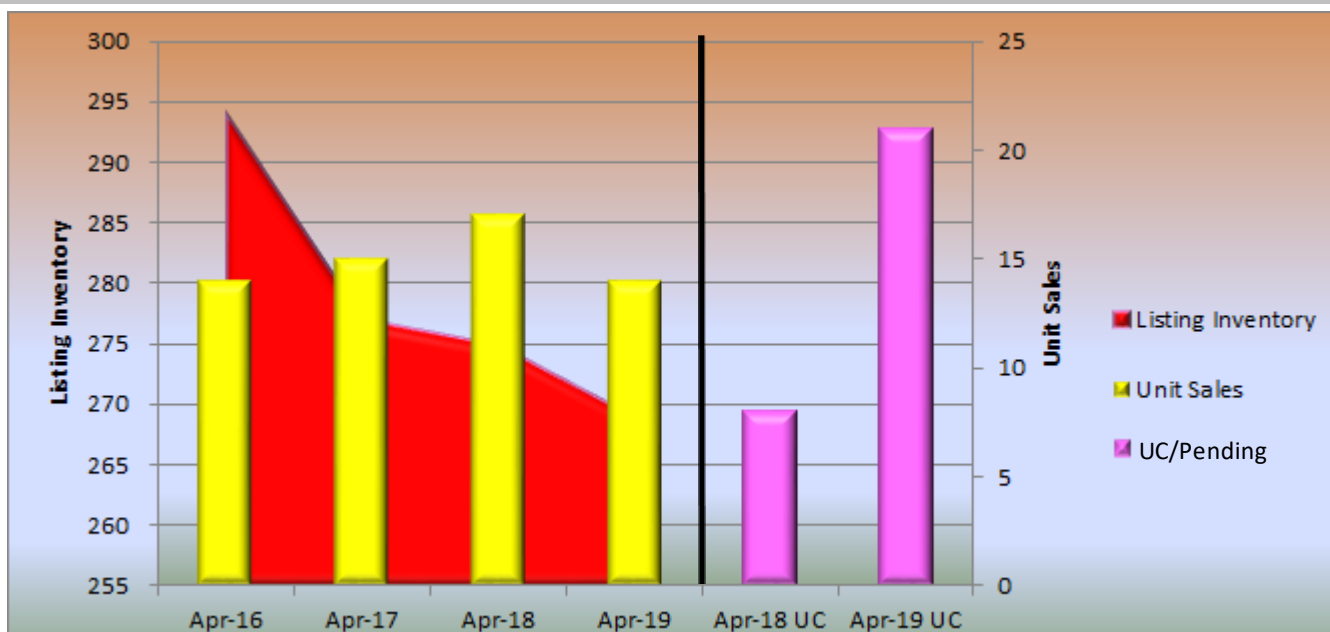


## April 2019 Aspen Real Estate Inventory, Sales and Under Contracts



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## April 2019 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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NOTE: UC— The number of units that went Under Contract (UC) in Apr 2019. This does not necessarily mean that they will close in April 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 be evaluated by specific neighborhood for more useful conclusions.



## April 2019 Market Statistics Summary for Aspen Only \*

### Aspen condo sales April 2019

- Unit Sales: +214% (22) in April '19 from (7) in April '18
- Dollar Sales: +94% \$39M in April '19 from \$20M in April '18
- Inventory Active Listings: -17% (111) in April '19 from (134) in April '18

### Aspen condo sales YTD

- Unit Sales: +41% (52) in April '19 from (37) in April '18
- Dollar Sales: -11% \$117M in April '19 from \$132M in April '18
- Inventory Active Listings: +4% (174) in April '19 from (167) in April '18

### Aspen Single family home sales April 2019

- Unit Sales: -44% (5) in April '19 from (9) in April '18
- Dollar Sales: -23% \$40M in April '19 from \$52M in April '18
- Inventory Active Listings: +2% (152) in April '19 from (149) in April '18

### Aspen Single family home sales YTD

- Unit Sales: -7% (26) in April '19 from (28) in April '18
- Dollar Sales: 0% \$190M in April '19 from \$190M in April '18
- Inventory Active Listings: -0% (188) in April '19 from (189) in April '18

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

NOTE: Excluded as from this Mar market snapshot data as Aspen outlier sales: 350 Eagle Park (auction sale); 46 Lower Hurricane (Mining claim sale); 525 Shield O Terrace (Bank sale).

## April 2019 Market Statistics Summary for Snowmass Village Only

### Snowmass Village condo sales April 2019

- Unit Sales: -18% (9) in April '19 from (11) in April '18
- Dollar Sales: +3% \$9M in April '19 from \$9M in April '18
- Inventory Active Listings: -3% (171) in April '19 from (177) in April '18

### Snowmass Village condo sales YTD

- Unit Sales: 0% (34) in April '19 from (34) in April '18
- Dollar Sales: +72% \$37M in April '19 from \$21M in April '18
- Inventory Active Listings: 0% (235) in April '19 from (233) in April '18

### Snowmass Village Single family home sales April 2019

- Unit Sales: -33% (4) in April '19 from (6) in April '18
- Dollar Sales: -7% \$15M in April '19 from \$16M in April '18
- Inventory Active Listings: +1% (84) in April '19 from (83) in April '18

### Snowmass Village Single family home sales YTD

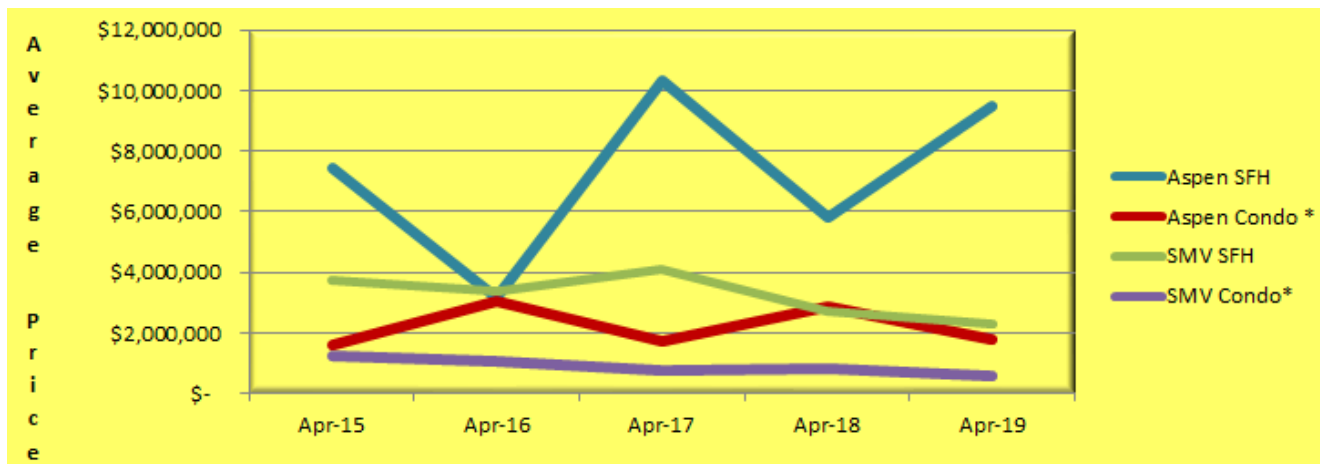
- Unit Sales: -27% (11) in April '19 from (15) in April '18
- Dollar Sales: +48% \$59M in April '19 from \$40M in April '18
- Inventory Active Listings: 0% (101) in April '19 from (101) in April '18

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

NOTE: Excluded as from this Mar market snapshot data as Snowmass Village outlier sales: 90 Edgewood (extreme high price per sq ft sale at \$8.65M/\$1,893 sq ft.)



## April 2019 Aspen and Snowmass Average Sold Prices

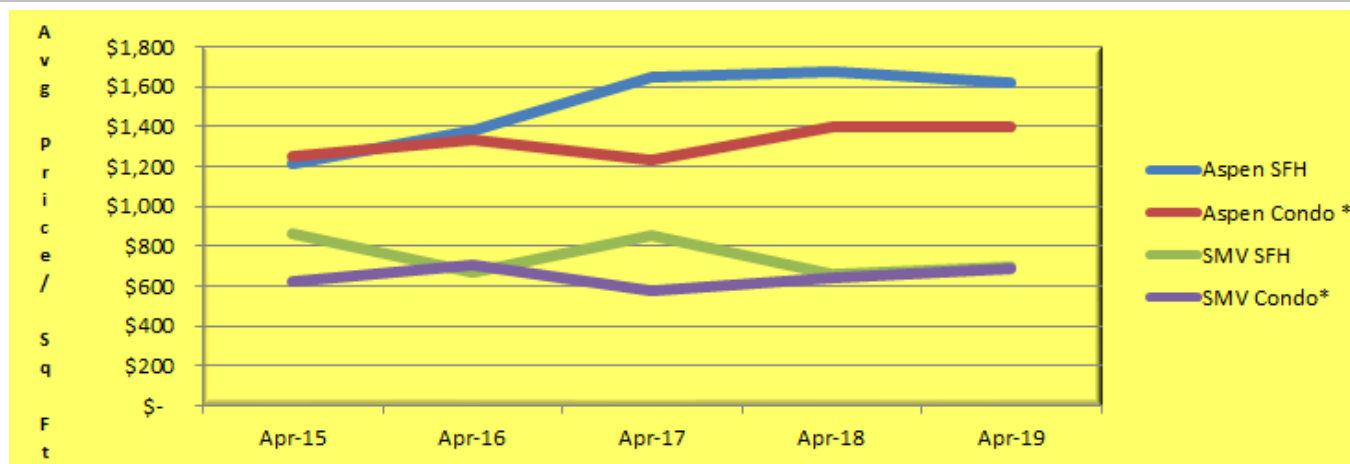


Average Price	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19
Aspen SFH	\$7,432,143	-57%	\$3,161,600	226%	\$10,314,000	-44%	\$5,822,222	63%	\$9,487,500
Aspen Condo *	\$1,618,391	90%	\$3,071,364	-43%	\$1,737,264	65%	\$2,859,643	-38%	\$1,769,466
SMV SFH	\$3,719,000	-10%	\$3,360,000	22%	\$4,092,500	-33%	\$2,742,500	-15%	\$2,324,783
SMV Condo*	\$1,218,125	-12%	\$1,068,143	-28%	\$773,278	5%	\$811,500	-26%	\$601,238

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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. 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.

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



Avg Price / Sq Ft	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19
Aspen SFH	\$1,211	14%	\$1,376	20%	\$1,647	1%	\$1,671	-3%	\$1,623
Aspen Condo *	\$1,248	7%	\$1,331	-7%	\$1,234	13%	\$1,395	0%	\$1,398
SMV SFH	\$861	-23%	\$667	29%	\$857	-23%	\$660	5%	\$694
SMV Condo*	\$625	13%	\$707	-18%	\$579	11%	\$645	7%	\$690

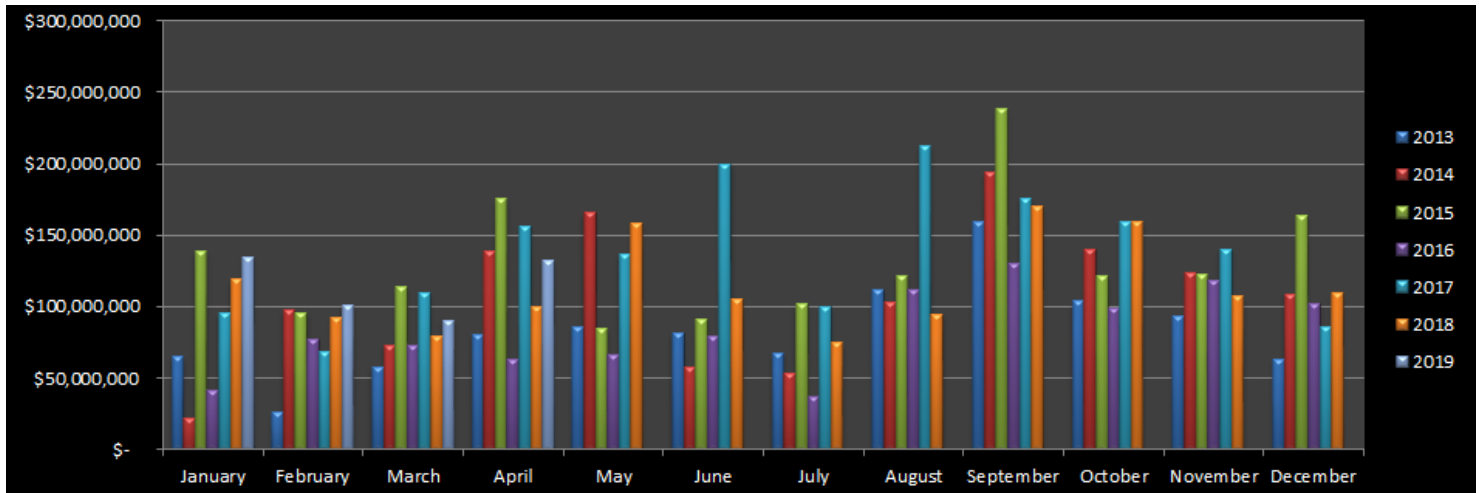
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## Estin Report: Total Aspen Snowmass Combined Market April 2019 & Historical Sales



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## Estin Report: Total Aspen Snowmass Market April 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	13%	\$ 134,648,280
February	\$ 26,106,382	273%	\$ 97,470,275	-2%	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750	9%	\$ 101,120,000
March	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	15%	\$ 90,466,910
April	\$ 80,008,095	73%	\$ 138,651,300	26%	\$ 175,258,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000	32%	\$ 132,051,449
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	-67%	\$ 458,286,638
YTD Total	\$ 228,195,436	45%	\$ 331,090,442	58%	\$ 523,541,417	-51%	\$ 254,782,530	69%	\$ 429,569,533	-9%	\$ 390,267,438	17%	\$ 458,286,638

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## Estin Report: Total Aspen Snowmass Market April 2019 Unit Sales

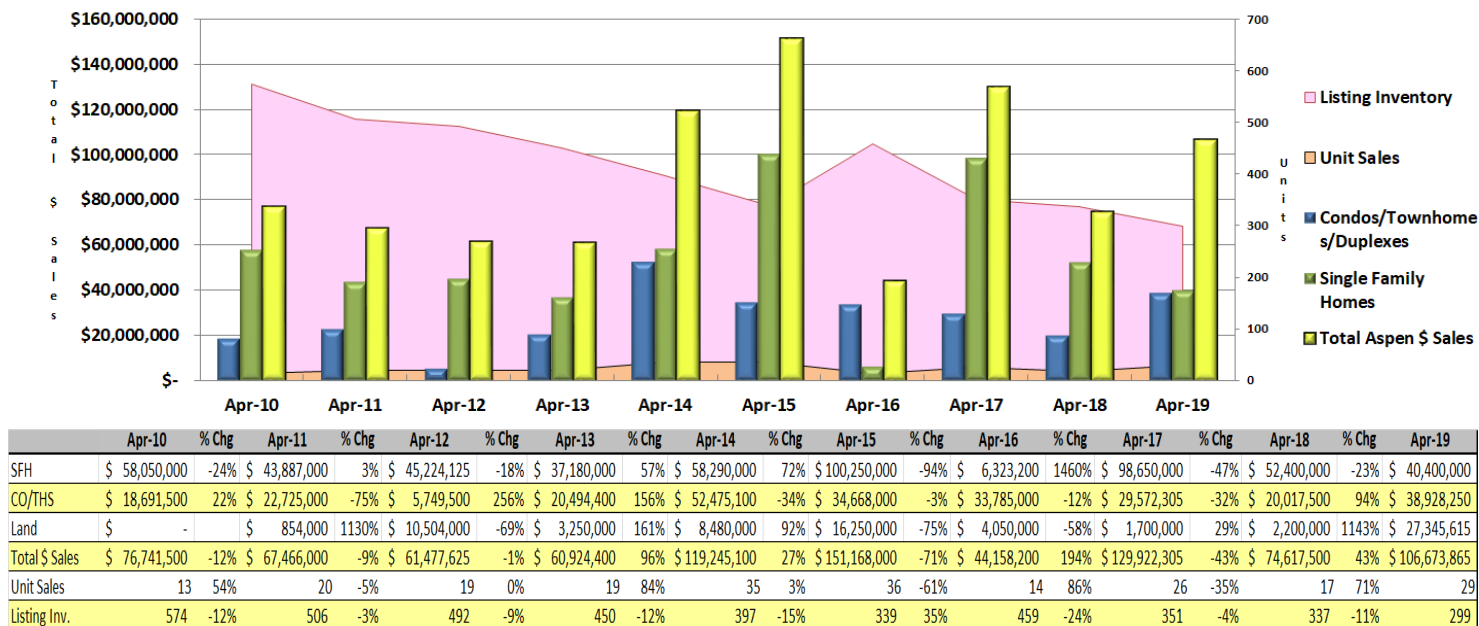
Month	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019
January	30	-43%	17	71%	29	-24%	22	41%	31	6%	33	-6%	31
February	17	118%	37	-32%	25	-12%	22	0%	22	27%	28	-21%	22
March	43	-12%	38	16%	44	-36%	28	39%	39	-44%	22	55%	34
April	35	40%	49	-4%	47	-40%	28	46%	41	-17%	34	26%	43
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	-71%	130
YTD Total	125	13%	141	3%	145	-31%	100	33%	133	-12%	117	11%	130

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## April 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.

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	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Mar-19	% Chg	Mar-18
<b>Single Family Homes</b>											
Unit Sales	2	350%	9	0%	9	-56%	4	0%	4	-20%	5
YTD Unit Sales	13	100%	26	8%	28	-25%	21	-433%	112	-15%	131
Monthly \$ Sales	\$ 6,323,200	1460%	\$ 98,650,000	-47%	\$ 52,400,000	-28%	\$ 37,950,000	53%	\$ 17,850,000	-51%	\$ 36,800,000
YTD \$ Sales	\$ 64,038,655	210%	\$ 198,486,000	-4%	\$ 190,246,707	-12%	\$ 166,925,000	-332%	\$ 720,941,002	-26%	\$ 975,524,578
Listing Inventory	172	-9%	156	-4%	149	2%	152	-5%	159	1%	158
<b>Condos / Townhomes</b>											
Unit Sales	11	36%	15	-53%	7	214%	22	45%	12	140%	5
YTD Unit Sales	38	18%	45	-18%	37	35%	50	-236%	168	-15%	197
Monthly \$ Sales	\$ 33,785,000	-12%	\$ 29,572,305	-32%	\$ 20,017,500	94%	\$ 38,928,250	31%	\$ 26,766,710	9%	\$ 24,489,736
YTD \$ Sales	\$ 84,470,500	14%	\$ 95,942,255	37%	\$ 131,593,354	-13%	\$ 114,164,440	-295%	\$ 451,109,294	-10%	\$ 503,816,412
Listing Inventory	233	-38%	145	-8%	134	-17%	111	-16%	129	0%	129
<b>Vacant Land</b>											
Unit Sales	1	100%	2	-50%	1	0%	1	-100%	2	100%	1
YTD Unit Sales	3	433%	16	-81%	3	67%	5	-480%	29	-37%	46
Monthly \$ Sales	\$ 4,050,000	-58%	\$ 1,700,000	29%	\$ 2,200,000	11%	\$ 2,450,000	-235%	\$ 8,200,000	264%	\$ 2,250,000
YTD \$ Sales	\$ 18,442,500	119%	\$ 40,470,000	-83%	\$ 7,050,000	386%	\$ 34,250,000	-331%	\$ 147,722,854	5%	\$ 140,201,000
Listing Inventory	54	-7%	50	8%	54	-33%	36	3%	35	-34%	53
<b>Total Aspen Market</b>											
Total Unit Sales	14	86%	26	-35%	17	59%	27	33%	18	64%	11
YTD Unit Sales	54	61%	87	-22%	68	12%	76	-307%	309	-17%	374
Total Monthly \$ Sales	\$ 44,158,200	194%	\$ 129,922,305	-43%	\$ 74,617,500	6%	\$ 79,328,250	33%	\$ 52,816,710	-17%	\$ 63,539,736
Total YTD \$ Sales	\$ 166,951,655	101%	\$ 334,898,255	-2%	\$ 328,890,061	-4%	\$ 315,339,440	-319%	\$ 1,319,773,150	-19%	\$ 1,619,541,990
Listing Inventory	459	-24%	351	-4%	337	-11%	299	-8%	323	-5%	340

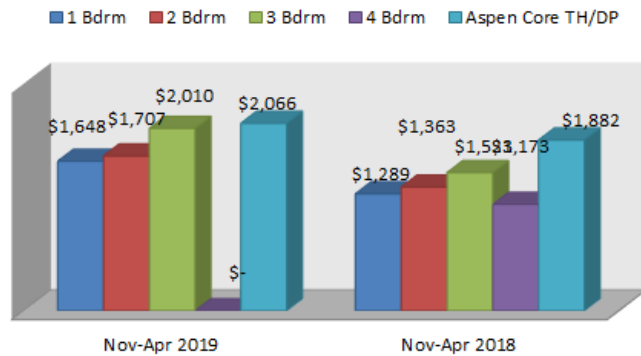
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, 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)

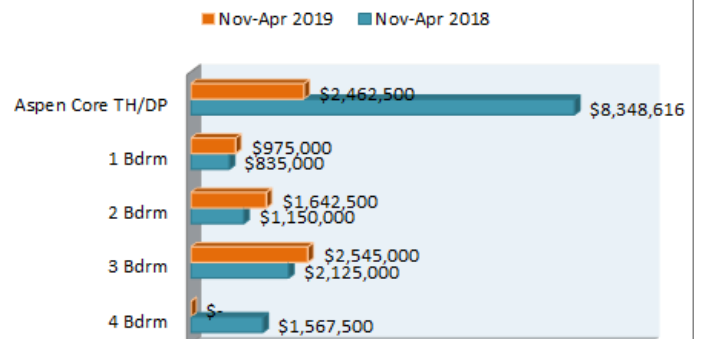


## Estin Report: April 2019 Aspen Core Condos\* - 6-Mos. Averages

Avg Sold \$ / Sq Ft



Median Sold Price



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	% Chg			Nov-Apr	% Chg	Nov-Apr	Nov-Apr	% Chg	Nov-Apr	Nov-Apr	% Chg	Nov-Apr	Nov-Apr	% Chg	Nov-Apr	Nov-Apr	% Chg	Nov-Apr	% Chg		
	Nov-Apr 2019	Nov-Apr 2018		2019		2018	2019		2018	2019		2018	2019		2018	2019		2018	Nov-Apr 2019	Nov-Apr 2018	
1 Bdrm	1,316,731	66%	790,833	1,648	28%	1,289	732	19%	615	95%	0%	95%	92%	1%	91%	8	33%	6	\$ 10,533,850	-73%	\$ 4,745,000
2 Bdrm	1,649,250	29%	1,280,192	1,707	31%	1,299	963	10%	877	95%	2%	93%	93%	2%	91%	20	122%	9	\$ 32,985,000	-42%	\$ 11,521,731
3 Bdrm	3,024,167	-34%	4,559,643	2,010	30%	1,548	1,494	8%	1,390	91%	-1%	92%	86%	-6%	92%	9	13%	8	\$ 27,217,500	10%	\$ 36,477,147
4 Bdrm			7,201,623			1,608			1,336			94%			95%	0	-100%	1		3%	\$ 7,201,623
Aspen Core TH/DP	2,462,500	-73%	9,232,760	2,066	10%	1,882	1,198	-75%	4,720	96%	3%	93%	94%	1%	93%	2	-80%	10	\$ 4,925,000	103%	\$ 92,327,604

\*Townhomes (TH)+Duplexes are separated out from Condos/Townhomes/Dup category per AGSMLS.

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## Estin Report: What Aspen\* Areas Are Selling? 6-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-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 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	16	-6%	17	48	41%	34
Central Core (CO&TH)	\$1.7	-51%	\$3.5	\$1,740	13%	\$1,541	94%	1%	93%	90%	-2%	92%	47	27%	37	\$80.2	-38%	\$128.3	139	28%	109	18	0%	18
Smuggler (SFH)	\$7.2	-31%	\$10.3	\$1,392	-16%	\$1,650	85%	-4%	89%	85%	16%	74%	2	-33%	3	\$14.3	-54%	\$30.9	10	-33%	15	30	0%	30
Smuggler (CO&TH)	\$1.3	-48%	\$2.4	\$997	-19%	\$1,233	95%	2%	93%	98%	10%	89%	6	200%	2	\$7.6	57%	\$4.9	17	55%	11	17	-48%	33
West Aspen	\$7.8	1%	\$7.7	\$1,090	-10%	\$1,208	93%	4%	90%	83%	-7%	89%	7	0%	7	\$54.5	1%	\$54.0	72	1%	71	62	1%	61
West End	\$6.6	5%	\$6.3	\$1,676	10%	\$1,526	90%	-5%	95%	83%	-7%	89%	8	0%	8	\$53.1	5%	\$50.4	37	16%	32	28	16%	24
Red Mountain	\$12.0	29%	\$9.3	\$2,413	-16%	\$2,882	94%	-6%	100%	94%	-6%	100%	1	-67%	3	\$12.0	-57%	\$28.0	34	26%	27	204	278%	54
East Aspen	\$5.4	-27%	\$7.4	\$1,249	-22%	\$1,602	88%	9%	81%	80%	1%	79%	4	0%	4	\$21.6	-27%	\$29.6	27	8%	25	41	8%	38
McLain Flats/Starwood	\$5.9	-9%	\$6.6	\$715	-25%	\$948	91%	-2%	93%	78%	-12%	89%	5	67%	3	\$29.7	51%	\$19.7	22	-24%	29	26	-54%	58
Woody Creek (> \$1.5M)	\$3.7	-29%	\$5.2	\$825	-33%	\$1,225	91%	-1%	93%	70%	28%	54%	1	-80%	5	\$3.7	-86%	\$25.8	23	-4%	24	138	379%	29
Brush Creek Village (>\$1.5M)			\$2.0			\$461			79%			79%	0	-100%	1	\$0.0	-100%	\$2.0	5	0%	5			30

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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.

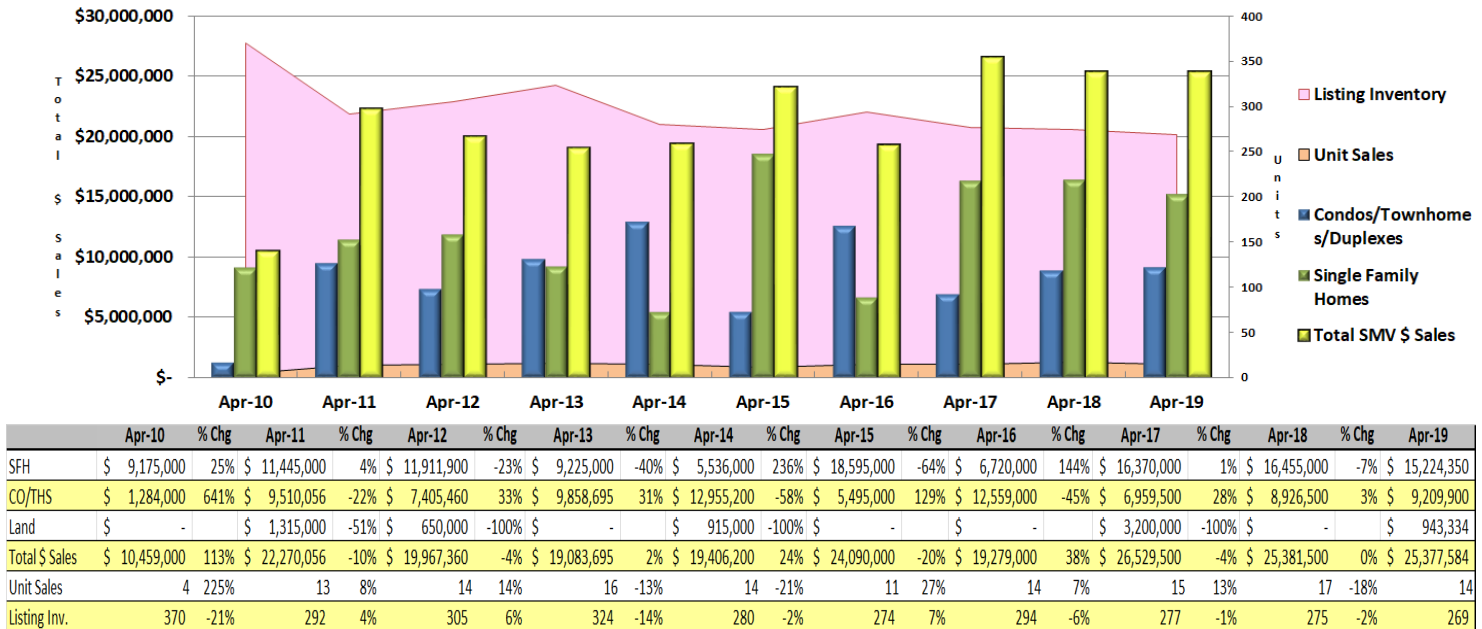
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of properties.





## April 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.

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	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Mar-19	% Chg	Mar-18
<b>Single Family Homes</b>											
Unit Sales	2	100%	4	50%	6	-50%	3	-33%	2	-50%	4
YTD Unit Sales	12	-8%	11	36%	15	-40%	9	444%	49	-6%	52
Monthly \$ Sales	\$ 6,720,000	144%	\$ 16,370,000	1%	\$ 16,455,000	-58%	\$ 6,974,350	13%	\$ 6,087,500	-42%	\$ 10,432,500
YTD \$ Sales	\$ 49,717,000	-17%	\$ 41,257,500	-3%	\$ 39,885,177	6%	\$ 42,216,850	-302%	\$ 169,716,766	3%	\$ 165,564,177
Listing Inventory	68	29%	88	-6%	83	1%	84	-5%	88	4%	85
<b>Condos / Townhomes</b>											
Unit Sales	12	-25%	9	22%	11	-27%	8	-13%	9	29%	7
YTD Unit Sales	31	-6%	29	17%	34	-6%	32	397%	159	34%	119
Monthly \$ Sales	\$ 12,559,000	-45%	\$ 6,959,500	28%	\$ 8,926,500	-46%	\$ 4,809,900	-66%	\$ 7,967,700	67%	\$ 4,776,700
YTD \$ Sales	\$ 30,948,875	-5%	\$ 29,463,778	-27%	\$ 21,492,200	24%	\$ 26,571,400	-476%	\$ 153,019,329	42%	\$ 107,698,328
Listing Inventory	207	-16%	173	2%	177	-3%	171	-12%	191	0%	191
<b>Vacant Land</b>											
Unit Sales	0		2	-100%	0		0		0		0
YTD Unit Sales	3	100%	6	-100%	0		1	500%	6	-50%	12
Monthly \$ Sales	\$ -		\$ 3,200,000	-100%	\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 7,165,000	234%	\$ 23,950,000	-100%	\$ -		\$ 1,225,000	-1592%	\$ 20,725,000	-44%	\$ 37,250,000
Listing Inventory	19	-16%	16	-6%	15	-7%	14	-7%	15	0%	15
<b>Total Snowmass Village Market</b>											
Total Unit Sales	14	7%	15	13%	17	-35%	11	0%	11	0%	11
YTD Unit Sales	46	0%	46	7%	49	-14%	42	410%	214	17%	183
Total Monthly \$ Sales	\$ 19,279,000	38%	\$ 26,529,500	-4%	\$ 25,381,500	-54%	\$ 11,784,250	-19%	\$ 14,055,200	-8%	\$ 15,209,200
Total YTD \$ Sales	\$ 87,830,875	8%	\$ 94,671,278	-35%	\$ 61,377,377	14%	\$ 70,013,250	-391%	\$ 343,461,095	11%	\$ 310,512,505
Listing Inventory	294	-6%	277	-1%	275	-2%	269	-9%	294	1%	291

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

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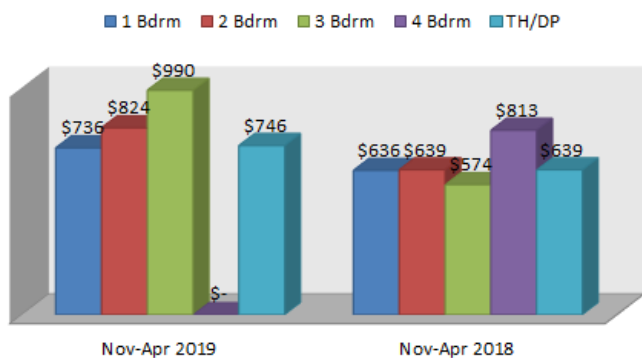
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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



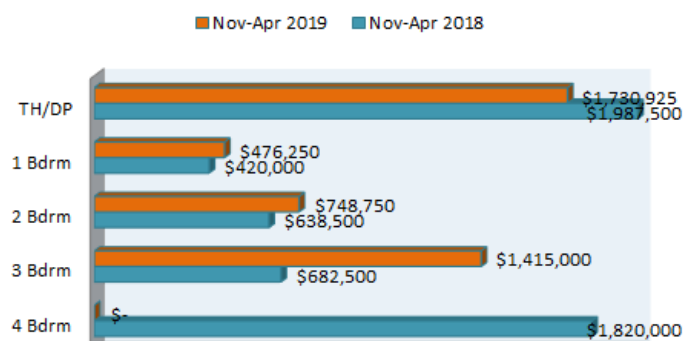


## Estin Report: April 2019 Snowmass Village Condos\*—6-Mos.Averages

### Avg Sold \$ / Sq Ft



### Median Sold Price



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018	Nov-Apr 2019	% Chg	Nov-Apr 2018
1 Bdrm	514,613	6%	484,550	736	16%	636	706	-6%	755	97%	2%	95%	96%	4%	92%	16	60%	10	\$ 8,233,800	70%	\$ 4,845,500
2 Bdrm	955,986	40%	685,154	824	29%	639	1,104	4%	1,065	98%	4%	94%	97%	7%	90%	22	-8%	24	\$ 21,031,700	28%	\$ 16,443,700
3 Bdrm	1,885,886	123%	846,608	990	73%	574	1,819	27%	1,429	98%	5%	94%	99%	12%	89%	14	40%	10	\$ 26,402,400	212%	\$ 8,466,075
4 Bdrm			1,820,000			813			2,238			87%			87%	0	-100%	1			\$ 1,820,000
TH/DP	1,031,098	59%	650,246	756	88%	401	1,139	12%	1,021	98%	4%	94%	98%	8%	90%	9	800%	1	\$ 9,279,884	1327%	\$ 650,246

\*Townhomes (TH) + Duplexes are separated out from Condos/Townhomes/Dup category in AGSMLS.

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## Estin Report: What Snowmass Village\* Areas Are Selling? 6-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 (Mos.)**	
	Nov-Apr 2019	% Chg	Nov-Apr 2018	% Chg	Nov-Apr 2019	% Chg	Nov-Apr 2019	% Chg	Nov-Apr 2019	% Chg	Nov-Apr 2019	% Chg	Nov-Apr 2019	% Chg	Nov-Apr 2019	% Chg
Divide									0		\$0.0		10	25%	8	
Wood Run	\$3.8	143%	\$1.6	161%	\$384	98%	96%	107%	3	200%	\$11.5	629%	19	-10%	21	38
Ridge Run	\$5.3	103%	\$2.6	61%	\$649	94%	94%	11%	2	-80%	\$10.6	-59%	22	0%	22	66
Fox Run PUD									0		\$0.0		2	100%	1	
Two Creeks									0		\$0.0		9	-25%	12	
Pines Owl Cr									0		\$0.0		8	33%	6	
Melton Ranch	\$1.6	-50%	\$3.1	-28%	\$803	95%	93%	88%	3	50%	\$4.7	-25%	8	-27%	11	16
Meadow Ranch			\$1.0		\$525		96%	96%	0	-100%	\$0.0	-100%	2	-75%	8	
Horse Ranch	\$2.7	-34%	\$4.2	0%	\$847	95%	93%	90%	2	-33%	\$5.5	-56%	8	-33%	12	24
Sinclair Meadows									0		\$0.0		2	100%	1	
Country Club Estates			\$1.5		\$619		97%	97%	0	-100%	\$0.0	-100%	0	-100%	1	
Old Snowmass (> \$1.5M)	\$3.0	-44%	\$5.4	-20%	\$1,322	96%	93%	81%	1	-86%	\$3.0	-92%	27	-16%	32	162

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\*Not all SMV neighborhoods are included here—specific SMV neighborhoods and Old Snowmass are represented. For Aspen neighborhood areas see Pg 7.  
NOTE: All blank spaces represent a zero value or invalid percentage.

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# April 2019: Aspen Snowmass Real Estate Market Snapshot



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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."

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"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."

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"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."

