



## June 2019: Aspen Snowmass Real Estate Market Snapshot

RELEASED 07.05.19 ON OR NEAR THE 1ST MONDAY EACH MONTH

v2.0 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:** At the 2019 Half Year mark, we are on track to match, possibly surpass, the most recent record years of 2015 and 2017. Supply in general - properties now for sale - is dramatically down -20-25% for the year, significantly lower compared to the past 4 years and demand is high. This results in upward price pressure producing new sold price records in certain locations and categories. Less inventory combined with higher prices may be discouraging prospective buyers slowing the overall pace of sale. But historically, other than the Great Recession period, Aspen prices have always been at record levels and today's price is tomorrow's comparable. In the 1st half of 2019, overall performance of the combined Aspen Snowmass real estate market is up 11% in unit sales, 216 now vs 194 same time 2018. Dollar sales are up 14%, \$746M vs \$654M.

### June 2019 Aspen & Snowmass Village Real Estate

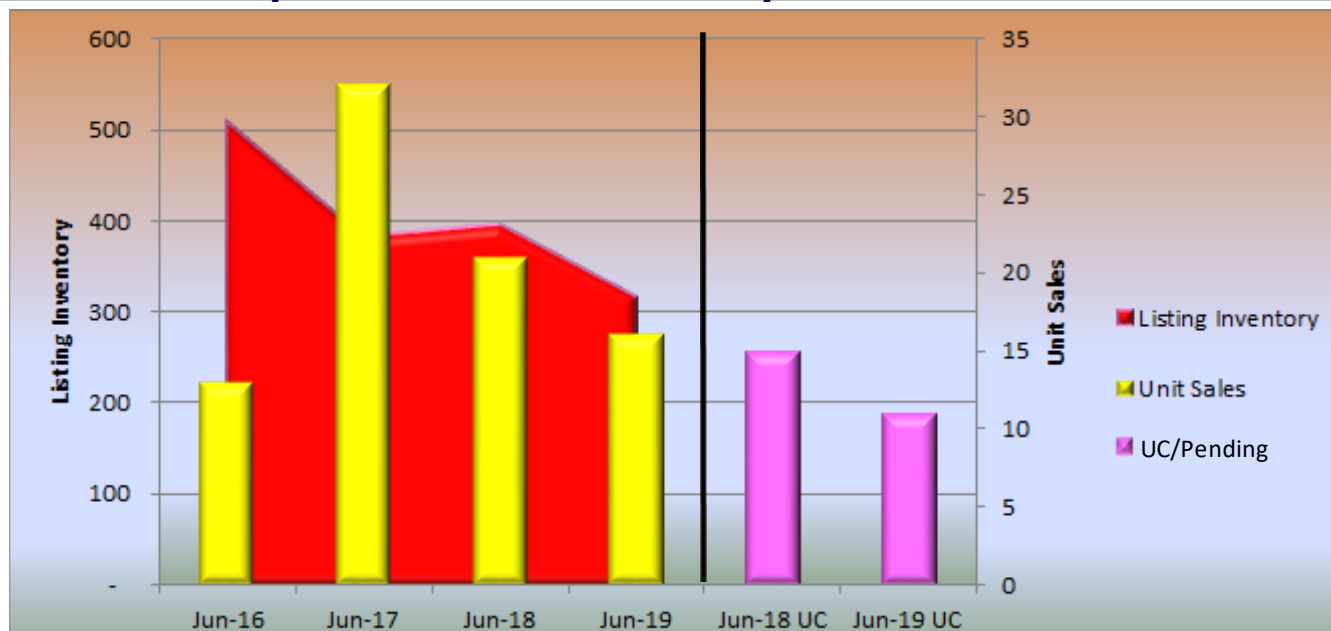
Total Aspen Snowmass Market	Jun-19	% Change	Jun-18
Monthly Unit Sales:	28	-26%	38
Year-to-Date Unit Sales:	216	11%	194
Monthly Dollar Sales:	\$ 93,371,750	-11%	\$ 105,063,500
Year-to-Date Dollar Sales:	\$ 745,776,738	14%	\$ 653,715,438
Listing Inventory:	541	-21%	687
<b>Aspen Market</b>			
Monthly Unit Sales:	16	-24%	21
Year-to-Date Unit Sales:	129	10%	117
Monthly Dollar Sales:	\$ 68,144,500	-15%	\$ 80,498,000
Year-to-Date Dollar Sales:	\$ 590,671,404	10%	\$ 537,404,061
Listing Inventory:	315	-20%	396
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	12	-29%	17
Year-to-Date Unit Sales:	87	13%	77
Monthly Dollar Sales:	\$ 25,227,250	3%	\$ 24,565,500
Year-to-Date Dollar Sales:	\$ 155,105,334	33%	\$ 116,311,377
Listing Inventory:	226	-22%	291
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	1	-67%	3
Year-to-Date Unit Sales:	16	7%	15
Monthly Dollar Sales:	\$ 23,000,000	-45%	\$ 42,155,000
Year-to-Date Dollar Sales:	\$ 260,984,350	22%	\$ 213,495,736

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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.

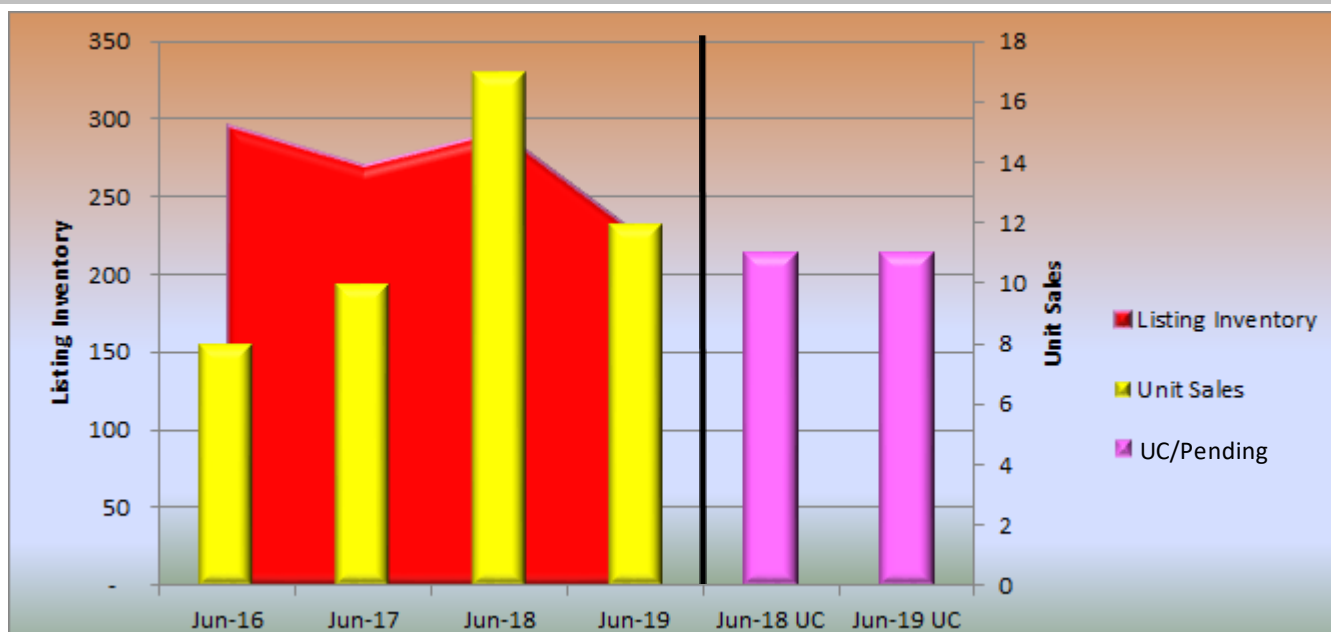


## June 2019 Aspen Real Estate Inventory, Sales and Under Contracts



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## June 2019 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 2019. This does not necessarily mean that they will close in May 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 meaningful conclusions.



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

### Aspen condo sales June 2019

- Unit Sales: -33% (8) in Jun '19 from (12) in Jun '18
- Dollar Sales: -25% \$20M in Jun '19 from \$27M in Jun '18
- Inventory Active Listings: -27% (116) in Jun '19 from (158) in Jun '18

### Aspen condo sales YTD

- Unit Sales: +11% (73) in Jun '19 from (66) in Jun '18
- Dollar Sales: -18% \$164M in Jun '19 from \$201M in Jun '18
- Inventory Active Listings: -5% (210) in Jun '19 from (223) in Jun '18

### Aspen Single family home sales June 2019

- Unit Sales: -25% (6) in Jun '19 from (8) in Jun '18
- Dollar Sales: -2% \$45M in Jun '19 from \$46M in Jun '18
- Inventory Active Listings: -13% (161) in Jun '19 from (184) in Jun '18

### Aspen Single family home sales YTD

- Unit Sales: -11% (40) in Jun '19 from (45) in Jun '18
- Dollar Sales: +15% \$349M in Jun '19 from \$304M in Jun '18
- Inventory Active Listings: -9% (227) in Jun '19 from (252) in Jun '18

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

NOTE: Excluded as from June 2019 market snapshot data as Aspen outlier sales: 4 mobile home sales characterized as Aspen single family home sales in the MLS and a Gateway to Snowmass sale under \$1.5M - MLS #'s 155875, 157020, 158641, 157992, 157792.

## June 2019 Market Statistics Summary for Snowmass Village Only

### Snowmass Village condo sales June 2019

- Unit Sales: -46% (7) in Jun '19 from (13) in Jun '18
- Dollar Sales: -33% \$9M in Jun '19 from \$14M in Jun '18
- Inventory Active Listings: -23% (144) in Jun '19 from (186) in Jun '18

### Snowmass Village condo sales YTD

- Unit Sales: +23% (65) in Jun '19 from (53) in Jun '18
- Dollar Sales: +61% \$69M in Jun '19 from \$43M in Jun '18
- Inventory Active Listings: -6% (257) in Jun '19 from (274) in Jun '18

### Snowmass Village Single family home sales June 2019

- Unit Sales: +25% (5) in Jun '19 from (4) in Jun '18
- Dollar Sales: +49% \$16M in Jun '19 from \$11M in Jun '18
- Inventory Active Listings: -24% (68) in Jun '19 from (90) in Jun '18

### Snowmass Village Single family home sales YTD

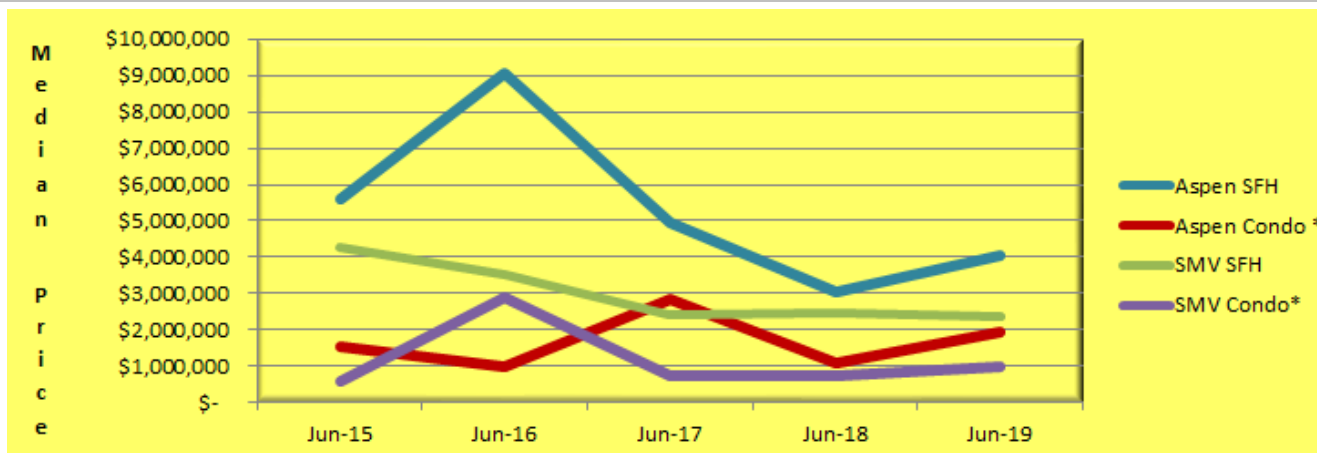
- Unit Sales: -17% (20) in Jun '19 from (24) in Jun '18
- Dollar Sales: +15% \$84M in Jun '19 from \$74M in Jun '18
- Inventory Active Listings: -8% (116) in Jun '19 from (127) in Jun '18

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

NOTE: Excluded from June 2019 market snapshot data as Snowmass Village outlier sales: Two SMV condo sales were considered outliers and not included in the Snapshot data: 152205 Assay Hill Lodge at 130 Wood Rd closed at \$1.35M/\$1,300 sq ft and 152248 Base Village/ Limelight at 65 Wood Rd closed at \$2.025M/\$1,465 sq ft.



## June 2019 Aspen and Snowmass Median Sold Prices

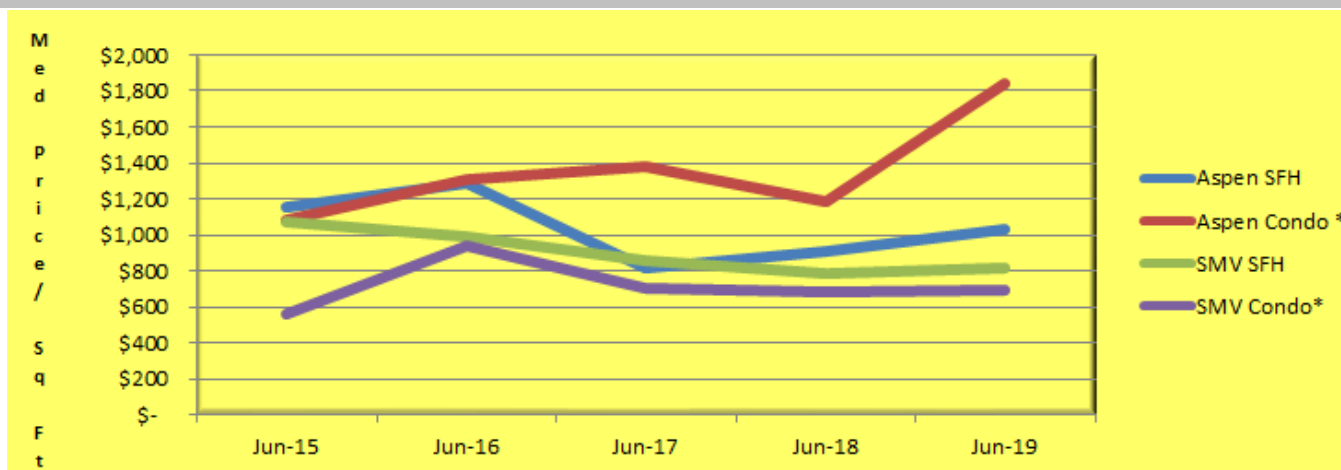


Median Price	Jun-15	% Chg	Jun-16	% Chg	Jun-17	% Chg	Jun-18	% Chg	Jun-19
Aspen SFH	\$5,600,000	62%	\$9,075,000	-45%	\$4,950,000	-39%	\$3,022,500	33%	\$4,025,000
Aspen Condo *	\$1,518,750	-34%	\$1,000,000	185%	\$2,850,000	-63%	\$1,068,750	84%	\$1,961,250
SMV SFH	\$4,250,000	-17%	\$3,542,500	-32%	\$2,425,000	1%	\$2,452,500	-3%	\$2,385,000
SMV Condo*	\$606,448	376%	\$2,887,500	-74%	\$758,000	0%	\$754,500	34%	\$1,010,000

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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.

## June 2019 Median Sold Price/Sq Ft for Aspen and Snowmass Village



Med Price / Sq Ft	Jun-15	% Chg	Jun-16	% Chg	Jun-17	% Chg	Jun-18	% Chg	Jun-19
Aspen SFH	\$1,156	11%	\$1,285	-36%	\$819	11%	\$908	13%	\$1,030
Aspen Condo *	\$1,087	20%	\$1,303	6%	\$1,377	-14%	\$1,185	55%	\$1,840
SMV SFH	\$1,075	-8%	\$986	-13%	\$862	-9%	\$782	5%	\$821
SMV Condo*	\$559	68%	\$937	-25%	\$702	-2%	\$685	2%	\$696

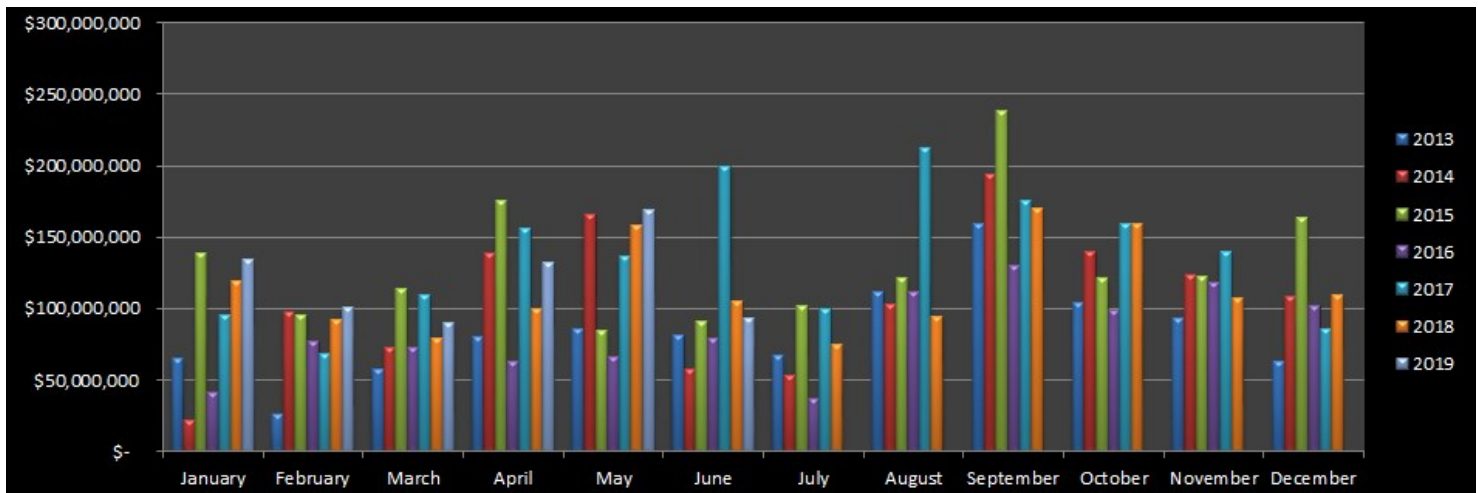
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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. A blank cell above represents no sales during





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



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## Estin Report: Total Aspen Snowmass Market June 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	10%	\$ 101,940,000
March	\$ 57,120,659	27%	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	14%	\$ 89,541,910
April	\$ 80,008,095	73%	\$ 138,651,300	26%	\$ 175,258,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000	35%	\$ 134,723,449
May	\$ 86,265,803	92%	\$ 165,692,205	-49%	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	16%	\$ 158,384,500	21%	\$ 191,551,350
June	\$ 81,763,050	-30%	\$ 57,033,950	59%	\$ 90,812,196	-13%	\$ 79,367,282	152%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750
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	-46%	\$ 745,776,738
YTD Total	\$ 396,224,289	40%	\$ 553,816,597	26%	\$ 698,491,113	-43%	\$ 400,761,800	91%	\$ 765,839,607	-15%	\$ 653,715,438	14%	\$ 745,776,738

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

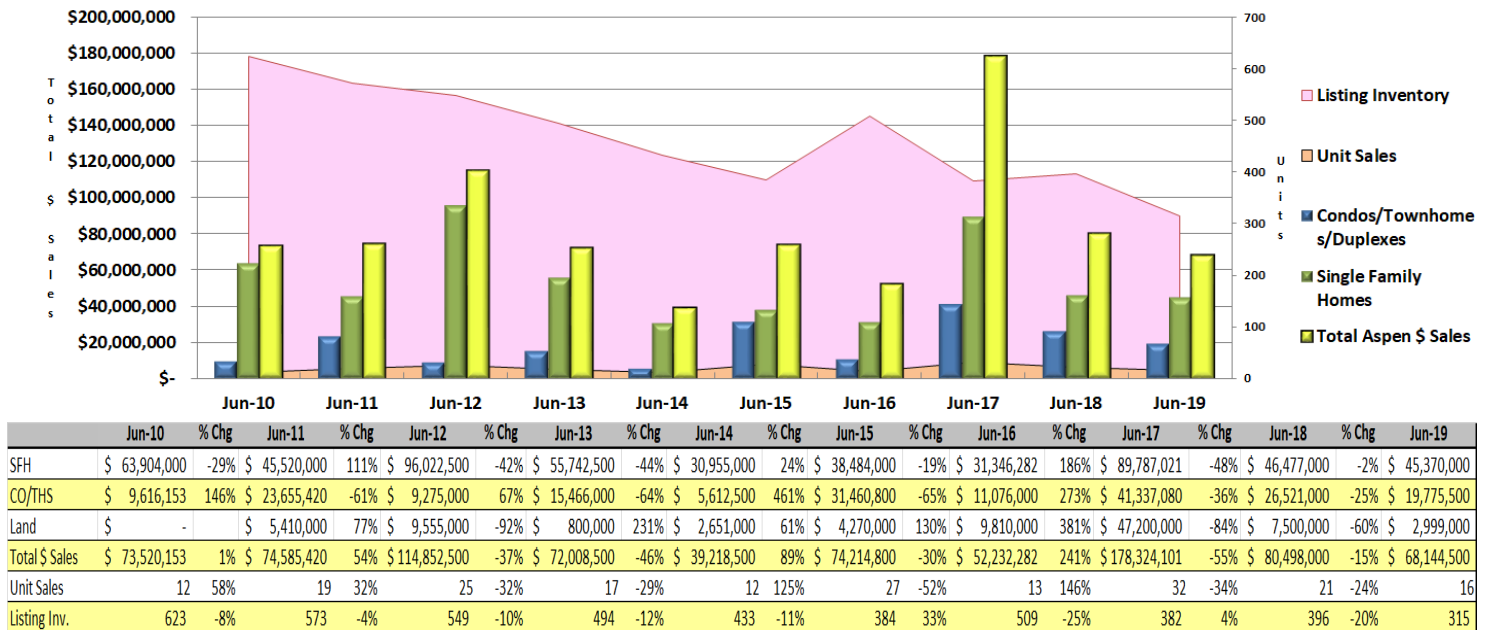
Month	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019
January	30	-43%	17	71%	29	-24%	22	41%	31	6%	33	-6%	31
February	17	118%	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23
March	43	-12%	38	16%	44	-36%	28	39%	39	-44%	22	50%	33
April	35	40%	49	-4%	47	-40%	28	46%	41	-17%	34	38%	47
May	39	8%	42	2%	43	-58%	18	167%	48	-19%	39	38%	54
June	30	-7%	28	39%	39	-46%	21	100%	42	-10%	38	-26%	28
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	-51%	216
YTD Total	194	9%	211	8%	227	-39%	139	60%	223	-13%	194	11%	216

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## June 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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	Jun-16	% Chg	Jun-17	% Chg	Jun-18	% Chg	Jun-19	% Chg	May-19	% Chg	May-18
<b>Single Family Homes</b>											
Unit Sales	4	225%	13	-38%	8	-25%	6	-83%	11	22%	9
YTD Unit Sales	19	184%	54	-17%	45	-11%	40	15%	34	-8%	37
Monthly \$ Sales	\$ 31,346,282	186%	\$ 89,787,021	-48%	\$ 46,477,000	-2%	\$ 45,370,000	-164%	\$ 119,871,850	77%	\$ 67,541,000
YTD \$ Sales	\$ 117,926,425	215%	\$ 371,822,521	-18%	\$ 304,264,707	15%	\$ 349,266,850	13%	\$ 303,896,850	18%	\$ 257,787,707
Listing Inventory	194	-10%	175	5%	184	-13%	161	9%	146	-1%	148
<b>Condos / Townhomes</b>											
Unit Sales	5	160%	13	-8%	12	-33%	8	-38%	11	-35%	17
YTD Unit Sales	52	44%	75	-12%	66	11%	73	11%	65	20%	54
Monthly \$ Sales	\$ 11,076,000	273%	\$ 41,337,080	-36%	\$ 26,521,000	-25%	\$ 19,775,500	-27%	\$ 25,030,000	-41%	\$ 42,425,000
YTD \$ Sales	\$ 117,607,000	35%	\$ 158,363,308	27%	\$ 200,539,354	-18%	\$ 163,569,940	12%	\$ 143,794,440	-17%	\$ 174,018,354
Listing Inventory	249	-39%	152	4%	158	-27%	116	8%	107	-17%	129
<b>Vacant Land</b>											
Unit Sales	4	50%	6	-83%	1	100%	2	-150%	5	150%	2
YTD Unit Sales	8	250%	28	-79%	6	167%	16	13%	14	180%	5
Monthly \$ Sales	\$ 9,810,000	381%	\$ 47,200,000	-84%	\$ 7,500,000	-60%	\$ 2,999,000	-420%	\$ 15,595,000	-14%	\$ 18,050,000
YTD \$ Sales	\$ 30,152,500	219%	\$ 96,280,000	-66%	\$ 32,600,000	139%	\$ 77,834,615	4%	\$ 74,835,615	198%	\$ 25,100,000
Listing Inventory	66	-17%	55	-2%	54	-30%	38	8%	35	-24%	46
<b>Total Aspen Market</b>											
Total Unit Sales	13	146%	32	-34%	21	-24%	16	-69%	27	-4%	28
YTD Unit Sales	79	99%	157	-25%	117	10%	129	12%	113	18%	96
Total Monthly \$ Sales	\$ 52,232,282	241%	\$ 178,324,101	-55%	\$ 80,498,000	-15%	\$ 68,144,500	-136%	\$ 160,496,850	25%	\$ 128,016,000
Total YTD \$ Sales	\$ 265,685,925	136%	\$ 626,465,829	-14%	\$ 537,404,061	10%	\$ 590,671,404	12%	\$ 522,526,904	14%	\$ 456,906,061
Listing Inventory	509	-25%	382	4%	396	-20%	315	9%	288	-11%	323

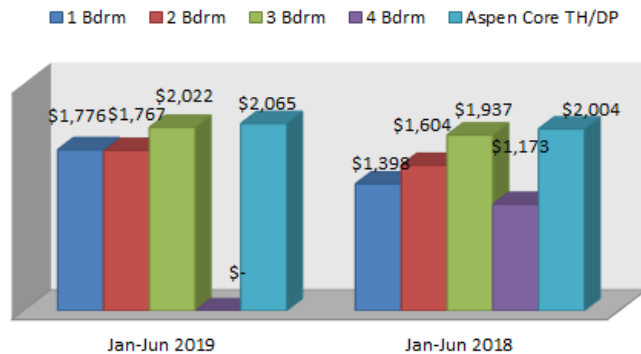
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes,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

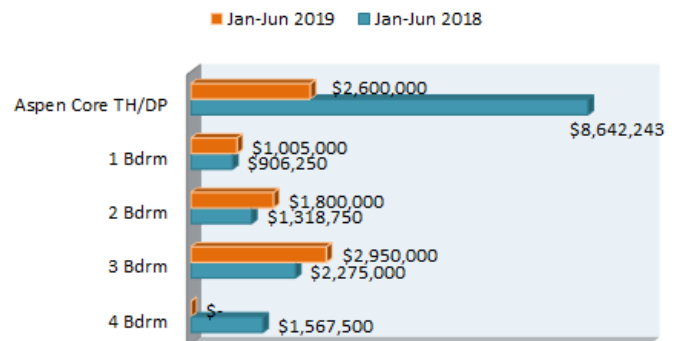


## Estin Report: June 2019 Aspen Core Condos\* - 6-Mos.Averages

### 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		Jan-Jun 2018	% Chg		Jan-Jun 2018	% Chg		Jan-Jun 2018	% Chg		Jan-Jun 2018	% Chg		Jan-Jun 2018	% Chg		Jan-Jun 2018	% Chg		Jan-Jun 2018
	Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018		Jan-Jun 2019	Jan-Jun 2018	
	1 Bdrm	1,558,000	84%	847,500	1,776	27%	1,398	786	29%	609	97%	4%	93%	95%	5%	90%	5	-38%	8	\$ 7,790,000	15%
2 Bdrm	1,784,237	34%	1,330,735	1,767	25%	1,414	1,004	12%	896	96%	3%	94%	94%	4%	91%	19	58%	12	\$ 33,900,500	112%	\$ 15,968,824
3 Bdrm	3,273,056	-30%	4,688,589	2,022	21%	1,666	1,602	10%	1,453	94%	1%	93%	92%	0%	92%	9	29%	7	\$ 29,457,500	-10%	\$ 32,820,123
4 Bdrm			5,360,539			1,368			1,336			96%			93%	0	-100%	1		\$ 5,360,539	
Aspen Core TH/DP	3,308,333	-67%	9,893,623	2,065	3%	2,004	1,607	-67%	4,922	95%	2%	93%	94%	1%	94%	3	-67%	9	\$ 9,925,000	-89%	\$ 89,042,604

\*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		
	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018
Central Core (SFH)	\$22.0	97%	\$11.2	\$3,397	31%	\$2,583	100%	10%	90%	100%	11%	90%	1	-75%	4	\$22.0	-51%	\$44.6	16	-6%	17	96	276%	26
Central Core (CO&TH)	\$1.9	-41%	\$3.3	\$1,839	8%	\$1,699	95%	2%	94%	93%	1%	92%	45	7%	42	\$87.1	-37%	\$138.9	139	28%	109	19	19%	16
Smuggler (SFH)	\$6.9	-13%	\$7.9	\$1,207	-19%	\$1,486	91%	1%	90%	84%	8%	78%	3	-40%	5	\$20.6	-48%	\$39.6	10	-33%	15	20	11%	18
Smuggler (CO&TH)	\$1.8	20%	\$1.5	\$1,187	12%	\$1,056	96%	3%	93%	96%	8%	90%	6	50%	4	\$11.0	81%	\$6.1	17	55%	11	17	3%	17
West Aspen	\$11.5	227%	\$3.5	\$1,364	55%	\$879	86%	1%	85%	78%	-8%	84%	14	56%	9	\$160.7	409%	\$31.6	72	1%	71	31	-35%	47
West End	\$7.2	1%	\$7.1	\$1,873	-16%	\$2,235	93%	0%	93%	86%	-5%	91%	9	29%	7	\$64.8	30%	\$49.6	37	16%	32	25	-10%	27
Red Mountain	\$10.1	-20%	\$12.7	\$1,902	-38%	\$3,046	93%	0%	94%	91%	-3%	94%	2	0%	2	\$20.2	-20%	\$25.3	34	26%	27	102	26%	81
East Aspen	\$6.3	-17%	\$7.5	\$1,174	-9%	\$1,286	89%	8%	82%	81%	-1%	82%	4	0%	4	\$25.0	-17%	\$30.1	27	8%	25	41	8%	38
McLain Flats/Starwood	\$6.7	-4%	\$6.9	\$809	-22%	\$1,033	89%	-6%	94%	81%	-11%	91%	4	33%	3	\$26.7	28%	\$20.8	22	-24%	29	33	-43%	58
Woody Creek (> \$1.5M)	\$2.8	-67%	\$8.5	\$687	-28%	\$952	93%	3%	90%	77%	69%	45%	2	0%	2	\$5.6	-67%	\$17.0	23	-4%	24	69	-4%	72
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.

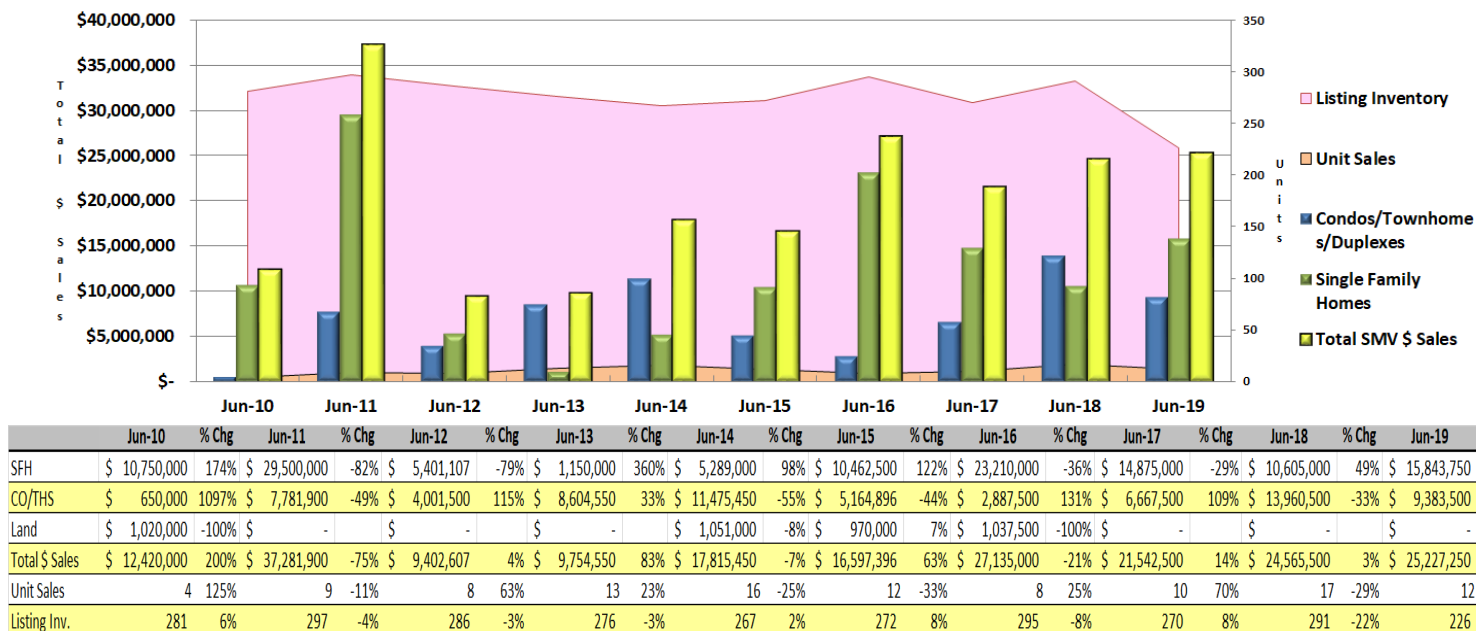
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply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





## June 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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	Jun-16	% Chg	Jun-17	% Chg	Jun-18	% Chg	Jun-19	% Chg	May-19	% Chg	May-18
<b>Single Family Homes</b>											
Unit Sales	6	-50%	3	33%	4	25%	5	-20%	4	-20%	5
YTD Unit Sales	21	-10%	19	26%	24	-17%	20	-25%	15	-25%	20
Monthly \$ Sales	\$ 23,210,000	-36%	\$ 14,875,000	-29%	\$ 10,605,000	49%	\$ 15,843,750	41%	\$ 9,300,000	-60%	\$ 23,079,500
YTD \$ Sales	\$ 90,007,000	-19%	\$ 73,347,500	0%	\$ 73,569,677	15%	\$ 84,260,600	19%	\$ 68,416,850	9%	\$ 62,964,677
Listing Inventory	74	26%	93	-3%	90	-24%	68	6%	64	-18%	78
<b>Condos / Townhomes</b>											
Unit Sales	1	600%	7	86%	13	-46%	7	-229%	23	283%	6
YTD Unit Sales	35	17%	41	29%	53	23%	65	-11%	58	45%	40
Monthly \$ Sales	\$ 2,887,500	131%	\$ 6,667,500	109%	\$ 13,960,500	-33%	\$ 9,383,500	-132%	\$ 21,754,500	198%	\$ 7,289,000
YTD \$ Sales	\$ 36,866,375	14%	\$ 42,076,278	2%	\$ 42,741,700	61%	\$ 68,676,400	14%	\$ 59,292,900	106%	\$ 28,781,200
Listing Inventory	200	-20%	160	16%	186	-23%	144	-1%	145	-19%	178
<b>Vacant Land</b>											
Unit Sales	1	-100%	0		0		0		0		0
YTD Unit Sales	4	50%	6	-100%	0		2	0%	2		0
Monthly \$ Sales	\$ 1,037,500	-100%	\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 8,202,500	192%	\$ 23,950,000	-100%	\$ -		\$ 2,168,334	0%	\$ 2,168,334		\$ -
Listing Inventory	21	-19%	17	-12%	15	-7%	14	0%	14	-7%	15
<b>Total Snowmass Village Market</b>											
Total Unit Sales	8	25%	10	70%	17	-29%	12	125%	27	145%	11
YTD Unit Sales	60	10%	66	17%	77	13%	87	-14%	75	25%	60
Total Monthly \$ Sales	\$ 27,135,000	-21%	\$ 21,542,500	14%	\$ 24,565,500	3%	\$ 25,227,250	-23%	\$ 31,054,500	2%	\$ 30,368,500
Total YTD \$ Sales	\$ 135,075,875	3%	\$ 139,373,778	-17%	\$ 116,311,377	33%	\$ 155,105,334	16%	\$ 129,878,084	42%	\$ 91,745,877
Listing Inventory	295	-8%	270	8%	291	-22%	226	1%	223	-18%	271

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)

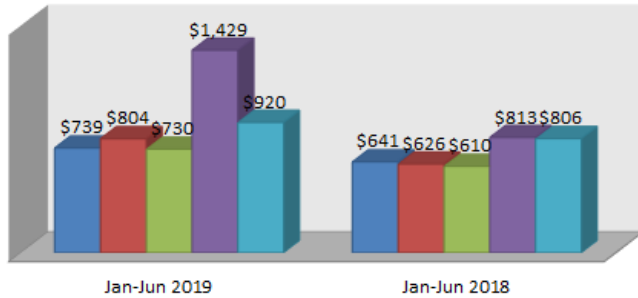




## Estin Report: June 2019 Snowmass Village Condos\*—6-Mos. Averages

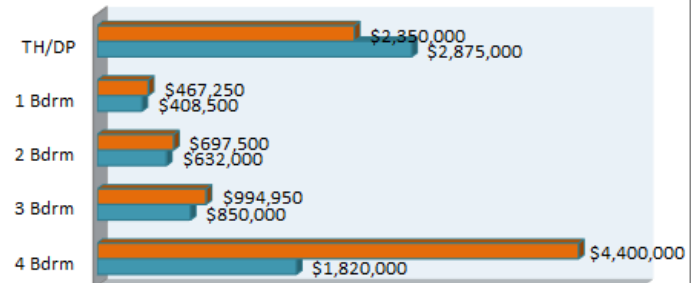
### Avg Sold \$ / Sq Ft

■ 1 Bdrm ■ 2 Bdrm ■ 3 Bdrm ■ 4 Bdrm ■ TH/DP



### Median Sold Price

■ Jan-Jun 2019 ■ Jan-Jun 2018



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	% Chg			% Chg			% Chg			% Chg			% Chg			% Chg			% Chg		
	Jan-Jun 2019		Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018	Jan-Jun 2019	Jan-Jun 2018
1 Bdrm	476,945	3%	464,036	739	15%	641	660	-9%	724	98%	2%	96%	96%	3%	94%	22	57%	14	\$ 10,492,800	62%	\$ 6,496,500
2 Bdrm	856,629	29%	665,458	804	29%	626	1,035	-2%	1,052	98%	3%	96%	98%	5%	93%	17	-11%	19	\$ 14,562,700	15%	\$ 12,643,700
3 Bdrm	1,073,386	11%	966,556	730	20%	610	1,480	-5%	1,553	94%	2%	92%	91%	0%	91%	14	56%	9	\$ 15,027,400	73%	\$ 8,699,000
4 Bdrm	4,133,333	127%	1,820,000	1,429	76%	813	2,767	24%	2,238	98%	12%	87%	97%	11%	87%	3	200%	1	\$ 12,400,000	581%	\$ 1,820,000
TH/DP	914,766	42%	645,239	920	14%	806	1,069	6%	1,005	97%	2%	94%	95%	3%	93%	7	75%	4	\$ 6,403,359	148%	\$ 2,580,955

\*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.)*				
	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018	% Chg	Jan-Jun 2019	% Chg	Jan-Jun 2018	Jan-Jun 2019	% Chg	Jan-Jun 2018		
Divide													0		0	\$0.0		\$0.0	10	25%	8			
Wood Run	\$5.0	42%	\$3.5	\$1,225	66%	\$737	97%	22%	79%	96%	21%	79%	4	100%	2	\$20.1	185%	\$7.1	19	-10%	21	29	-55%	63
Ridge Run	\$3.6	32%	\$2.8	\$837	28%	\$653	93%	-2%	95%	89%	-1%	90%	7	17%	6	\$25.5	54%	\$16.6	22	0%	22	19	-14%	22
Fox Run PUD													0		0	\$0.0		\$0.0	2	100%	1			
Two Creeks			\$9.6			\$1,516			81%			81%	0	-100%	1	\$0.0	-100%	\$9.6	9	-25%	12			72
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$1.9	-41%	\$3.1	\$716	-11%	\$803	95%	2%	93%	90%	-1%	90%	4	100%	2	\$7.5	19%	\$6.3	8	-27%	11	12	-64%	33
Meadow Ranch			\$1.0			\$577			97%			97%	0	-100%	5	\$0.0	-100%	\$5.0	2	-75%	8			10
Horse Ranch	\$2.7	-35%	\$4.1	\$878	3%	\$849	96%	4%	92%	87%	-3%	90%	1	-80%	5	\$2.7	-87%	\$20.7	8	-33%	12	48	233%	14
Sinclair Meadows	\$3.4			\$1,126			92%			87%			2		0	\$6.8		\$0.0	2	100%	1	6		
Country Club Estates			\$1.5			\$786			99%			99%	0	-100%	4	\$0.0	-100%	\$6.0	0	-100%	1			2
Old Snowmass (> \$1.5M)	\$3.8	-30%	\$5.5	\$633	-50%	\$1,272	76%	-18%	93%	55%	-38%	88%	1	-88%	8	\$3.8	-91%	\$43.7	36	0%	36	216	700%	27

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

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# June 2019: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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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."

