

ASPEN REAL ESTATE INTELLIGENCE



# Estin Report

## Aspen Snowmass Real Estate 2019

FOR MONTHLY AND BI-ANNUAL  
MARKET REPORTS, WEEKLY BLOG,  
FEATURED AND BEST DEALS,  
1-CLICK PROPERTY SEARCHES

**ESTINASPEN.COM**

Aspen Snowmass Real Estate Aug 31 YTD Comparison



Cited Regularly  
for guidance in:

*Wall Street Journal,  
Business Week,  
Bloomberg Report,  
Denver Post, Boston  
Globe, Financial  
Times, Forbes, Real  
Deal, BBC, Aspen  
Times, Aspen Daily  
News, NPR/KAJX,  
Colorado Public Radio*

### Bottom Line

- At the 2019 YTD mark through August 31st, the Aspen Snowmass (SMV) real estate market is on track to match, possibly surpass, the most recent record years of 2017 and 2015. The total market is up 9% in unit sales over last year, 280 now vs 256 then; dollar sales are up 14%, \$941MM vs \$823MM.
- Supply in general – properties for sale now – is dramatically down 20% for the year in both Aspen and SMV, much lower compared to the past 4 years. High demand in certain locations and categories means new sold price records - downtown Aspen and the West End are ground zero for rocketing prices.
- Less inventory combined with higher prices may discourage buyers and slow the pace of sales. But historically, other than the Great Recession, Aspen prices have always been at record levels and today's sold price is tomorrow's comparable.
- For Aspen alone, unit sales are up 6%, 161 now vs 152 last year; dollar sales are up 11%, \$731MM now vs \$656MM then. SMV property sales – energized by the new Base Village completion and the 50% discount to Aspen - are up 14% in unit sales and 26% in dollar sales over last year.

Only  
Aspen  
Snowmass

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