



## September 2019: Aspen Snowmass Real Estate Market Snapshot

RELEASED 10.03.19 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:** Sept 2019 YOY sales are dramatically down over same time last year. For the month, Aspen single family home unit sales are off 60% over Sep 2018, (6) sales now vs (15) then, and sales for 2019 YTD are down 21%, (51) vs (72) last year. Dollar sales are off similarly for Sept 19, but up 3% for the year so far as fewer properties sell at higher prices. Aspen condo unit sales, much in demand with a very low inventory of active listings, were up 31% in Sept 19, (17) now vs (13) in Sept 18. Sept 19 dollar sales are up 15% YOY but down 10% for 2019 YTD – possibly due to more smaller size units selling. Snowmass Village metrics are similar. Where are we now? See [Estin Report Charts...from Q1 2008 through Q3 2019](#). For 2019, the only positive trending areas are Aspen condo unit sales and vacant lot dollar sales: for condos, demand is high, supply limited and prices are high; for vacant land, supply is limited and prices are high but demand is slow.

### September 2019 Aspen & Snowmass Village Real Estate

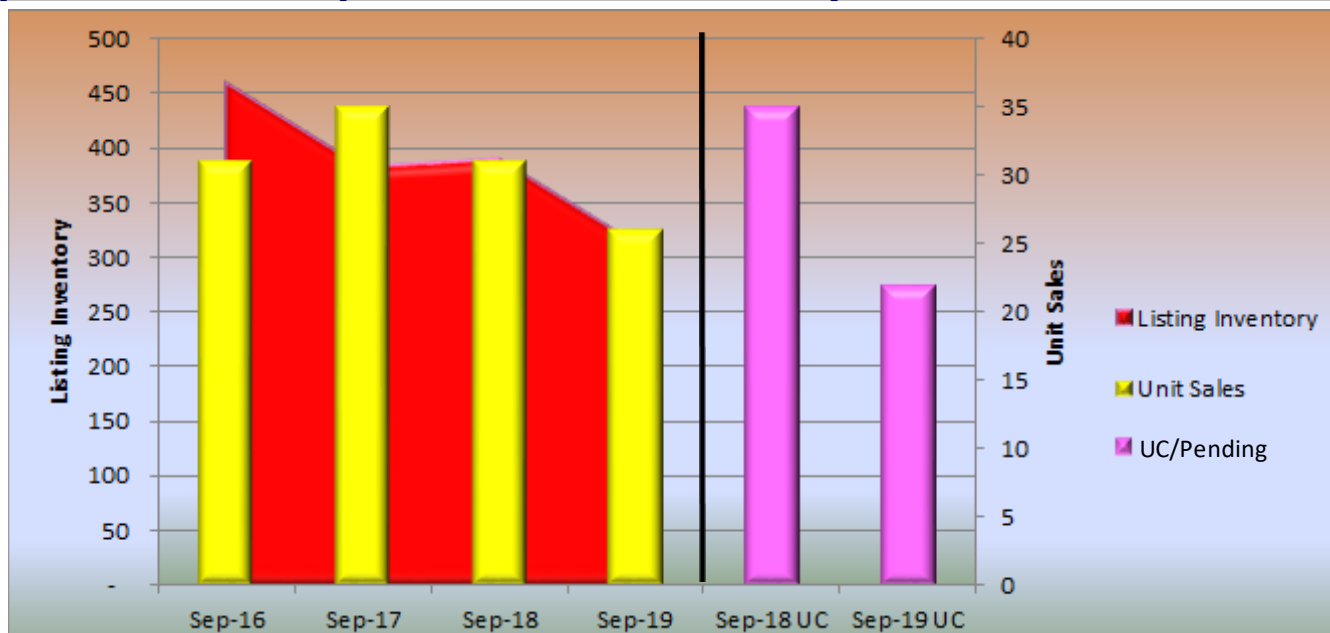
Total Aspen Snowmass Market	Sep-19	% Change	Sep-18
Monthly Unit Sales:	37	-30%	53
Year-to-Date Unit Sales:	317	3%	309
Monthly Dollar Sales:	\$ 116,607,359	-31%	\$ 169,987,900
Year-to-Date Dollar Sales:	\$ 1,058,047,247	7%	\$ 992,749,442
Listing Inventory:	549	-18%	668
<b>Aspen Market</b>			
Monthly Unit Sales:	26	-16%	31
Year-to-Date Unit Sales:	187	2%	183
Monthly Dollar Sales:	\$ 91,592,259	-32%	\$ 135,442,500
Year-to-Date Dollar Sales:	\$ 822,881,163	4%	\$ 791,327,165
Listing Inventory:	313	-20%	391
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	11	-50%	22
Year-to-Date Unit Sales:	130	3%	126
Monthly Dollar Sales:	\$ 25,015,100	-28%	\$ 34,545,400
Year-to-Date Dollar Sales:	\$ 235,166,084	17%	\$ 201,422,277
Listing Inventory:	236	-15%	277
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	1	-67%	3
Year-to-Date Unit Sales:	21	5%	20
Monthly Dollar Sales:	\$ 11,260,000	-68%	\$ 35,275,000
Year-to-Date Dollar Sales:	\$ 328,444,350	19%	\$ 275,320,736

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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.

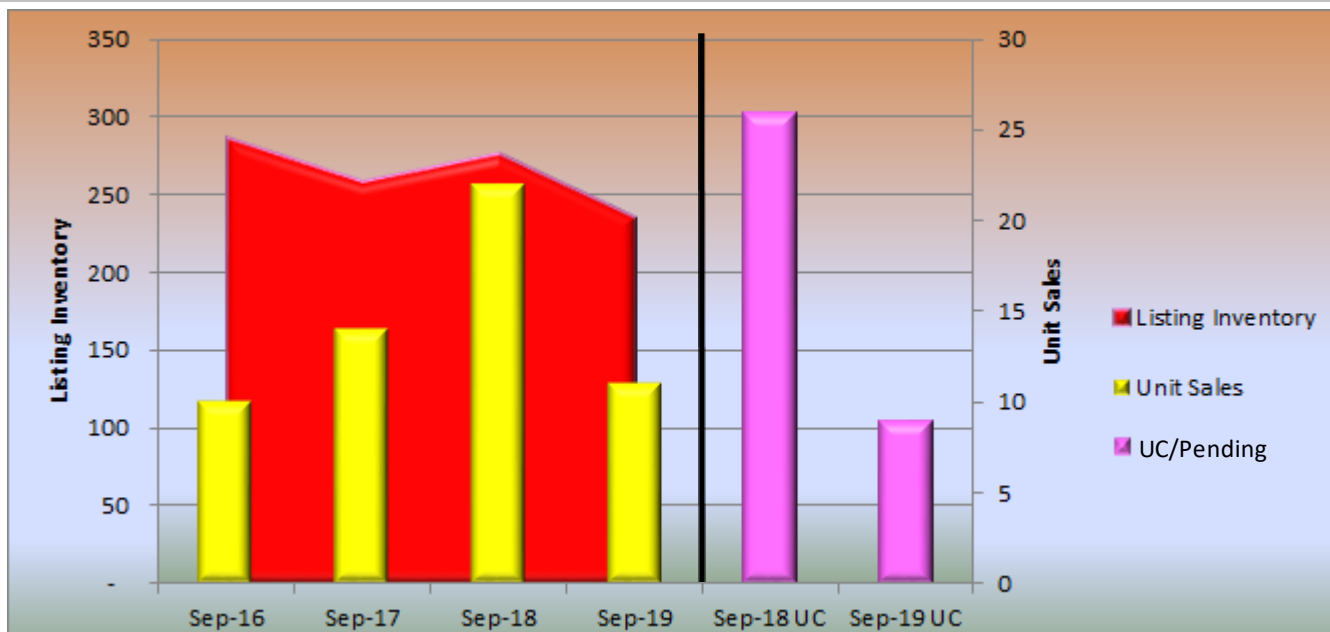


## September 2019 Aspen Real Estate Inventory, Sales and Under Contracts



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## September 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 September 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.



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

### Aspen condo sales September 2019

- Unit Sales: +31% (17) in Sep '19 from (13) in Sep '18
- Dollar Sales: +15% \$42M in Sep '19 from \$37M in Sep '18
- Inventory Active Listings: -30% (108) in Sep '19 from (155) in Sep '18

### Aspen condo sales YTD

- Unit Sales: +13% (107) in Sep '19 from (95) in Sep '18
- Dollar Sales: -10% \$239M in Sep '19 from \$265M in Sep '18
- Inventory Active Listings: -7% (254) in Sep '19 from (275) in Sep '18

### Aspen Single family home sales September 2019

- Unit Sales: -60% (6) in Sep '19 from (15) in Sep '18
- Dollar Sales: -61% \$35M in Sep '19 from \$89M in Sep '18
- Inventory Active Listings: -13% (161) in Sep '19 from (186) in Sep '18

### Aspen Single family home sales YTD

- Unit Sales: -21% (57) in Sep '19 from (72) in Sep '18
- Dollar Sales: +3% \$477M in Sep '19 from \$465M in Sep '18
- Inventory Active Listings: -8% (272) in Sep '19 from (298) in Sep '18

*\*Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace. Active Inventory Sep 2019 is all the actives in September 2019. Active inventory YTD is all actives through September of 2019 (Jan 2019- Sep 2019). 2019 Outlier Sales: Old Snowmass: MLS 158822. 28 River Bend, closed \$744,000/\$582 sf. Counted as Old Snowmass neighborhood sale Pg 7 and included in Aspen dollar volume and unit sales; Woody Crk: MLS 148750. 6067 WC Rd closed \$6.05MM/\$828 sf. Counted as Woody Cr neighborhood sale Pg 7 and included in Aspen dollar volume and unit sales.*

## September 2019 Market Statistics Summary for Snowmass Village Only

### Snowmass Village condo sales September 2019

- Unit Sales: -43% (8) in Sep '19 from (14) in Sep '18
- Dollar Sales: -34% \$8M in Sep '19 from \$12M in Sep '18
- Inventory Active Listings: -10% (157) in Sep '19 from (174) in Sep '18

### Snowmass Village condo sales YTD

- Unit Sales: +7% (93) in Sep '19 from (87) in Sep '18
- Dollar Sales: +33% \$95M in Sep '19 from \$71M in Sep '18
- Inventory Active Listings: -3% (309) in Sep '19 from (321) in Sep '18

### Snowmass Village Single family home sales September 2019

- Unit Sales: -67% (2) in Sep '19 from (6) in Sep '18
- Dollar Sales: -25% \$15M in Sep '19 from \$20M in Sep '18
- Inventory Active Listings: -21% (70) in Sep '19 from (89) in Sep '18

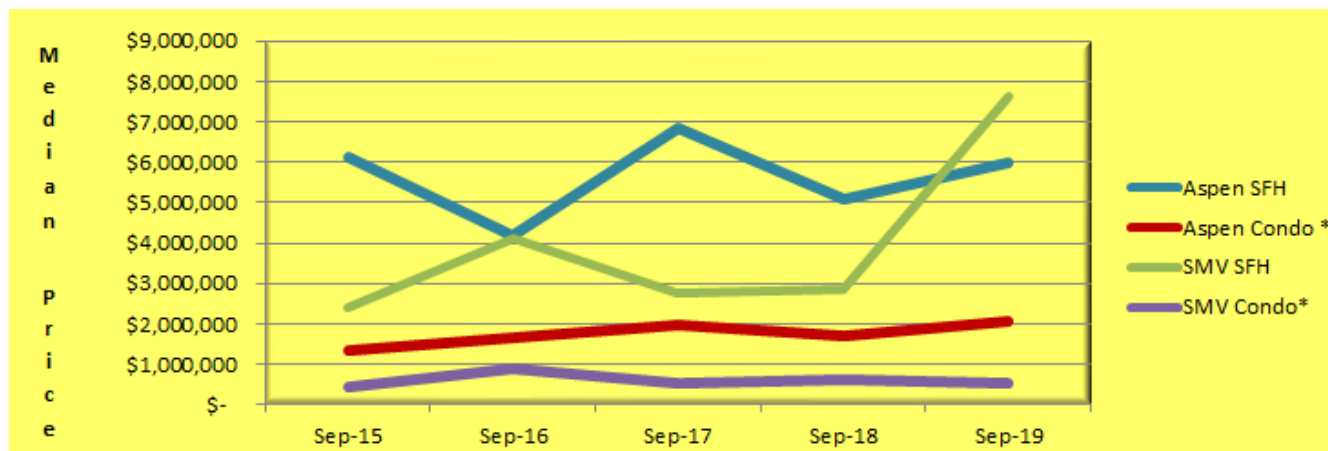
### Snowmass Village Single family home sales YTD

- Unit Sales: 0% (34) in Sep '19 from (34) in Sep '18
- Dollar Sales: +24% \$137M in Sep '19 from \$111M in Sep '18
- Inventory Active Listings: -6% (137) in Sep '19 from (146) in Sep '18

*\* Typically, the Snowmass Village market represents 25-30% of the total combined Aspen Snowmass Village real estate marketplace. Active Inventory Sep 2019 is all the actives in September 2019. Active inventory YTD is all actives through September of 2019 (Jan 2019 - Sep 2019).*



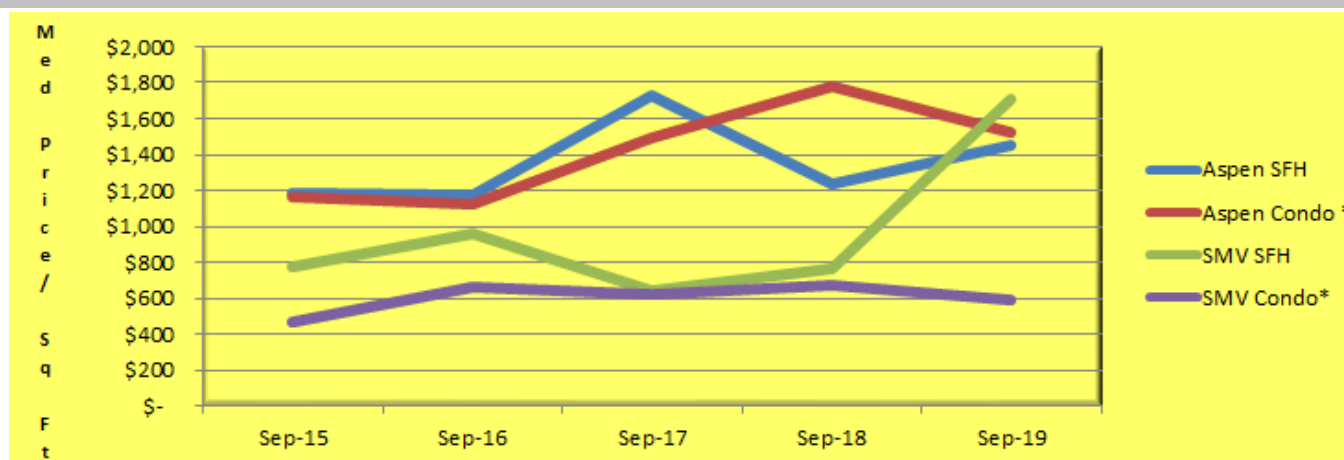
## September 2019 Aspen and Snowmass Median Sold Prices



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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.

## September 2019 Med Sold Price/Sq Ft for Aspen and Snowmass Village



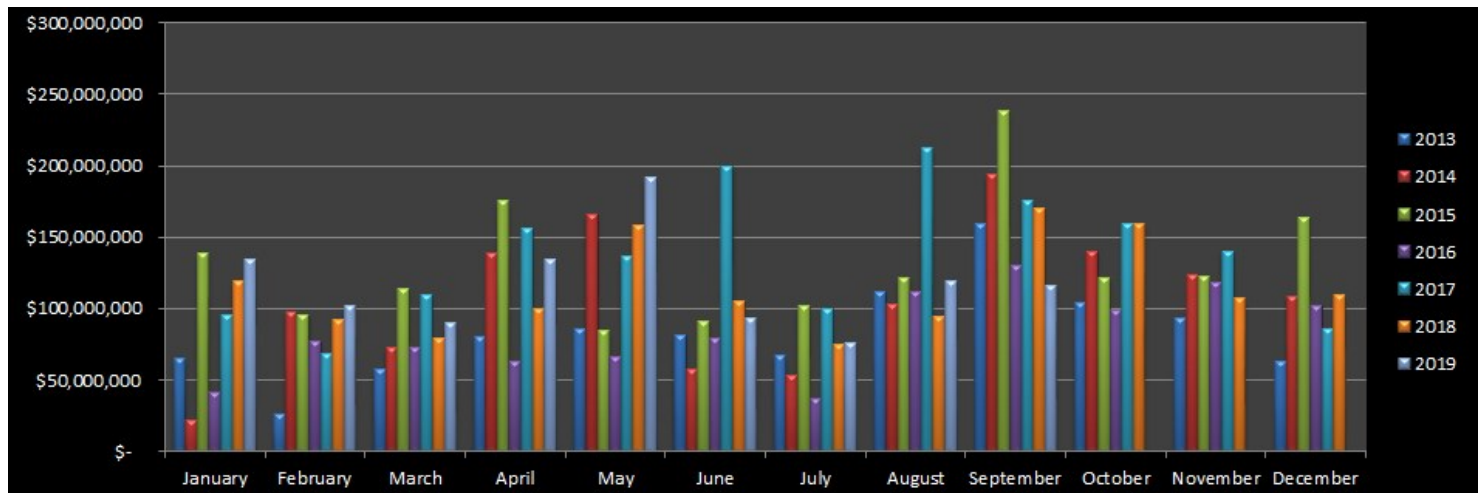
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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category now includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. A blank cell above represents no sales during





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



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## Estin Report: Total Aspen Snowmass Market September 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	3%	\$ 76,348,400
August	\$ 112,096,350	-8%	\$ 102,833,713	19%	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750
September	\$ 159,307,802	22%	\$ 193,675,710	23%	\$ 238,134,900	-46%	\$ 129,741,500	36%	\$ 176,057,000	-3%	\$ 169,987,900	-31%	\$ 116,607,359
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	-23%	\$ 1,058,047,247
YTD Total	\$ 734,916,441	23%	\$ 903,800,019	28%	\$ 1,160,088,115	-41%	\$ 679,229,650	85%	\$ 1,253,585,432	-21%	\$ 992,749,442	7%	\$ 1,058,047,247

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

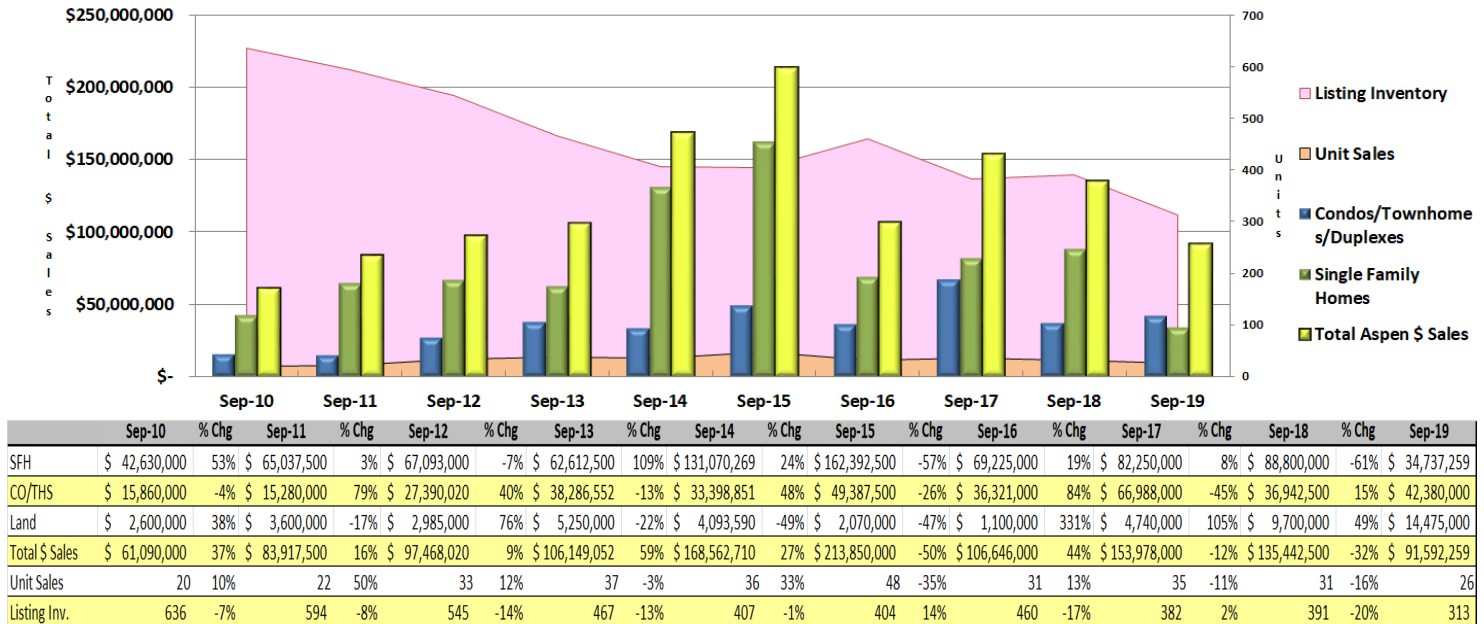
Month	2013	% Change	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019
January	30	-43%	17	71%	29	-24%	22	41%	31	6%	33	-6%	31
February	17	118%	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23
March	43	-12%	38	16%	44	-36%	28	39%	39	-44%	22	50%	33
April	35	40%	49	-4%	47	-40%	28	46%	41	-17%	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	15%	23
August	38	3%	39	-31%	27	48%	40	50%	60	-30%	42	-2%	41
September	50	-2%	49	22%	60	-32%	41	20%	49	8%	53	-30%	37
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	-28%	317
YTD Total	318	1%	320	7%	341	-30%	238	51%	359	-14%	309	3%	317

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## September 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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	Sep-16	% Chg	Sep-17	% Chg	Sep-18	% Chg	Sep-19	% Chg	Aug-19	% Chg	Aug-18
<b>Single Family Homes</b>											
Unit Sales	13	-38%	8	88%	15	-60%	6	-50%	9	29%	7
YTD Unit Sales	41	105%	84	-14%	72	-21%	57	11%	51	-11%	57
Monthly \$ Sales	\$ 69,225,000	19%	\$ 82,250,000	8%	\$ 88,800,000	-61%	\$ 34,737,259	-93%	\$ 67,176,500	93%	\$ 34,738,750
YTD \$ Sales	\$ 244,476,425	161%	\$ 638,098,971	-27%	\$ 465,053,457	3%	\$ 476,830,609	7%	\$ 442,093,350	17%	\$ 376,253,457
Listing Inventory	200	-10%	181	3%	186	-13%	161	-9%	175	-11%	197
<b>Condos / Townhomes</b>											
Unit Sales	17	35%	23	-43%	13	31%	17	41%	10	11%	9
YTD Unit Sales	96	41%	135	-30%	95	13%	107	16%	90	10%	82
Monthly \$ Sales	\$ 36,321,000	84%	\$ 66,988,000	-45%	\$ 36,942,500	15%	\$ 42,380,000	51%	\$ 20,940,000	27%	\$ 16,437,000
YTD \$ Sales	\$ 205,059,250	51%	\$ 310,034,558	-15%	\$ 265,025,854	-10%	\$ 239,340,940	18%	\$ 196,960,940	-14%	\$ 228,083,354
Listing Inventory	189	-23%	146	6%	155	-30%	108	-8%	117	-28%	163
<b>Vacant Land</b>											
Unit Sales	1	300%	4	-25%	3	0%	3	67%	1	-86%	7
YTD Unit Sales	12	217%	38	-58%	16	44%	23	13%	20	54%	13
Monthly \$ Sales	\$ 1,100,000	331%	\$ 4,740,000	105%	\$ 9,700,000	49%	\$ 14,475,000	98%	\$ 250,000	-99%	\$ 18,947,854
YTD \$ Sales	\$ 39,757,500	190%	\$ 115,151,000	-47%	\$ 61,247,854	74%	\$ 106,709,615	14%	\$ 92,234,615	79%	\$ 51,547,854
Listing Inventory	71	-23%	55	-9%	50	-12%	44	-5%	46	-18%	56
<b>Total Aspen Market</b>											
Total Unit Sales	31	13%	35	-11%	31	-16%	26	23%	20	-13%	23
YTD Unit Sales	149	72%	257	-29%	183	2%	187	14%	161	6%	152
Total Monthly \$ Sales	\$ 106,646,000	44%	\$ 153,978,000	-12%	\$ 135,442,500	-32%	\$ 91,592,259	4%	\$ 88,366,500	26%	\$ 70,123,604
Total YTD \$ Sales	\$ 489,293,175	117%	\$ 1,063,284,529	-26%	\$ 791,327,165	4%	\$ 822,881,163	11%	\$ 731,288,904	11%	\$ 655,884,665
Listing Inventory	460	-17%	382	2%	391	-20%	313	-8%	338	-19%	416

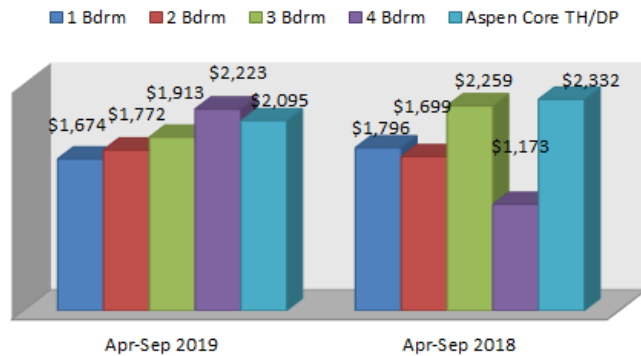
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes,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

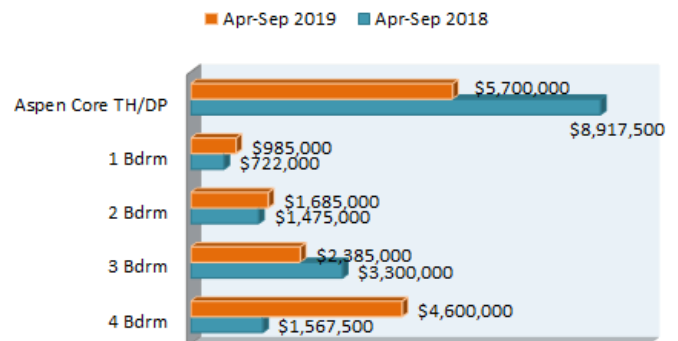


## Estin Report: September 2019 Aspen Core Condos\* - 6-Mos. Averages

### 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		Apr-Sep 2019	% Chg		Apr-Sep 2018	% Chg		Apr-Sep 2018	% Chg		Apr-Sep 2018	% Chg		Apr-Sep 2018	% Chg		Apr-Sep 2018	% Chg		Apr-Sep 2018
	Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018		Apr-Sep 2019	Apr-Sep 2018	
	1 Bdrm	1,189,000	9%	1,095,500	1,674	-7%	1,796	694	21%	574	95%	-1%	96%	91%	-3%	93%	5	-44%	9	\$ 5,945,000	-40%
2 Bdrm	1,706,870	13%	1,514,523	1,772	12%	1,579	980	1%	966	96%	1%	94%	93%	3%	91%	27	50%	18	\$ 46,085,500	69%	\$ 27,261,409
3 Bdrm	3,231,389	9%	2,955,179	1,913	18%	1,627	1,650	-1%	1,675	94%	-1%	95%	91%	-2%	92%	9	80%	5	\$ 29,082,500	97%	\$ 14,775,893
4 Bdrm	4,600,000	31%	3,523,714	2,223	63%	1,367	2,069	55%	1,336	84%	-11%	94%	84%	-7%	90%	1	0%	1	\$ 4,600,000	31%	\$ 3,523,714
Aspen Core TH/DP	5,700,000	-36%	8,947,500	2,095	-10%	2,332	2,716	-32%	3,994	93%	-1%	94%	89%	-5%	94%	2	-50%	4	\$ 11,400,000	-68%	\$ 35,790,000

\*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	
	Apr-Sep 2019	% Chg	Apr-Sep 2018	% Chg	Apr-Sep 2019	% Chg	Apr-Sep 2019	% Chg	Apr-Sep 2019	% Chg	Apr-Sep 2019	% Chg	Apr-Sep 2019	% Chg	Apr-Sep 2019	% Chg
Central Core (SFH)			\$9.9		\$2,153		90%		89%	0	-100%	5	\$0.0	-100%	\$49.3	13
Central Core (CO&TH)	\$2.0	-17%	\$2.4	-1%	\$1,835	94%	0%	94%	92%	0%	92%	52	24%	42	\$102.8	3%
Smuggler (SFH)	\$5.5	19%	\$4.6	-19%	\$1,310	91%	-4%	95%	82%	-13%	95%	3	-50%	6	\$16.5	-40%
Smuggler (CO&TH)	\$1.3	-12%	\$1.4	14%	\$976	98%	4%	94%	94%	1%	93%	7	40%	5	\$8.9	23%
West Aspen	\$13.0	195%	\$4.4	53%	\$1,022	90%	-3%	92%	80%	-11%	89%	9	-25%	12	\$117.3	121%
West End	\$10.6	25%	\$8.4	4%	\$2,377	93%	-2%	95%	87%	-11%	97%	4	-56%	9	\$42.2	-44%
Red Mountain	\$10.7	7%	\$10.0	-35%	\$2,638	87%	-8%	94%	80%	-13%	92%	5	67%	3	\$53.5	78%
East Aspen	\$7.2	47%	\$4.9	19%	\$1,341	95%	1%	94%	90%	3%	88%	10	150%	4	\$71.6	267%
McLain Flats/Starwood	\$5.4	-4%	\$5.6	-20%	\$1,013	90%	-4%	94%	84%	-3%	86%	2	-33%	3	\$10.8	-36%
Woody Creek (> \$1.5M)	\$3.9	-39%	\$6.3	-23%	\$895	94%	57%	60%	84%	106%	41%	3	-25%	4	\$11.6	-54%
Brush Creek Village (>\$1.5M)			\$1.6		\$427			91%			87%	0	-100%	1	\$0.0	-100%

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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.

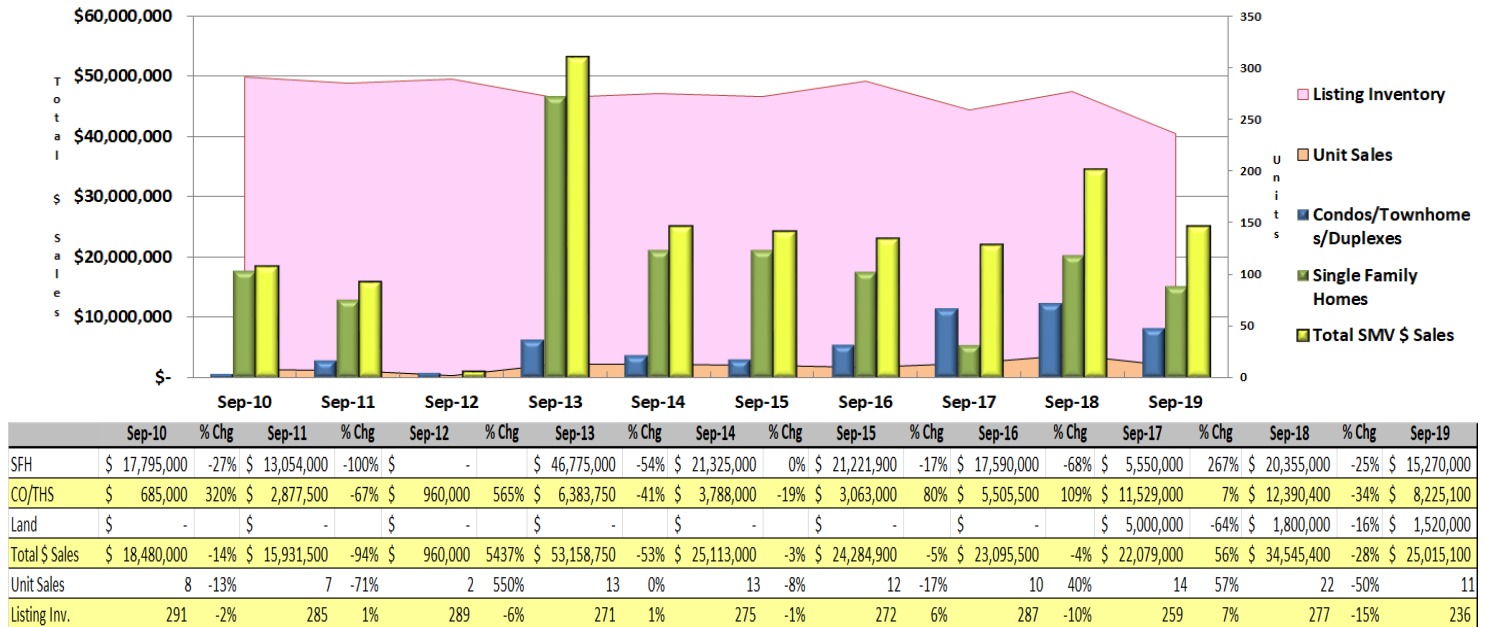
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply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





## September 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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	Sep-16	% Chg	Sep-17	% Chg	Sep-18	% Chg	Sep-19	% Chg	Aug-19	% Chg	Aug-18
<b>Single Family Homes</b>											
Unit Sales	4	-50%	2	200%	6	-67%	2	150%	5	150%	2
YTD Unit Sales	32	-19%	26	31%	34	0%	34	-6%	32	14%	28
Monthly \$ Sales	\$ 17,590,000	-68%	\$ 5,550,000	267%	\$ 20,355,000	-25%	\$ 15,270,000	-7%	\$ 16,280,000	40%	\$ 11,600,000
YTD \$ Sales	\$ 129,215,500	-31%	\$ 89,004,500	24%	\$ 110,599,677	24%	\$ 136,638,100	11%	\$ 121,368,100	34%	\$ 90,244,677
Listing Inventory	78	22%	95	-6%	89	-21%	70	-1%	71	-26%	96
<b>Condos / Townhomes</b>											
Unit Sales	6	67%	10	40%	14	-43%	8	-100%	16	0%	16
YTD Unit Sales	53	25%	66	32%	87	7%	93	-9%	85	16%	73
Monthly \$ Sales	\$ 5,505,500	109%	\$ 11,529,000	7%	\$ 12,390,400	-34%	\$ 8,225,100	-78%	\$ 14,668,250	30%	\$ 11,315,000
YTD \$ Sales	\$ 52,518,475	32%	\$ 69,446,403	3%	\$ 71,322,600	33%	\$ 94,839,650	9%	\$ 86,614,550	47%	\$ 58,932,200
Listing Inventory	188	-21%	148	18%	174	-10%	157	3%	152	-17%	184
<b>Vacant Land</b>											
Unit Sales	0		2	0%	2	-50%	1	-100%	0	-100%	1
YTD Unit Sales	4	150%	10	-50%	5	-40%	3	-33%	2	-33%	3
Monthly \$ Sales	\$ -		\$ 5,000,000	-64%	\$ 1,800,000	-16%	\$ 1,520,000	100%	\$ -	-100%	\$ 1,600,000
YTD \$ Sales	\$ 8,202,500	288%	\$ 31,850,000	-39%	\$ 19,500,000	-81%	\$ 3,688,334	41%	\$ 2,168,334	-88%	\$ 17,700,000
Listing Inventory	21	-24%	16	-13%	14	-36%	9	-22%	11	-8%	12
<b>Total Snowmass Village Market</b>											
Total Unit Sales	10	40%	14	57%	22	-50%	11	91%	21	11%	19
YTD Unit Sales	89	15%	102	24%	126	3%	130	-8%	119	14%	104
Total Monthly \$ Sales	\$ 23,095,500	-4%	\$ 22,079,000	56%	\$ 34,545,400	-28%	\$ 25,015,100	-24%	\$ 30,948,250	26%	\$ 24,515,000
Total YTD \$ Sales	\$ 189,936,475	0%	\$ 190,300,903	6%	\$ 201,422,277	17%	\$ 235,166,084	11%	\$ 210,150,984	26%	\$ 166,876,877
Listing Inventory	287	-10%	259	7%	277	-15%	236	1%	234	-20%	292

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)

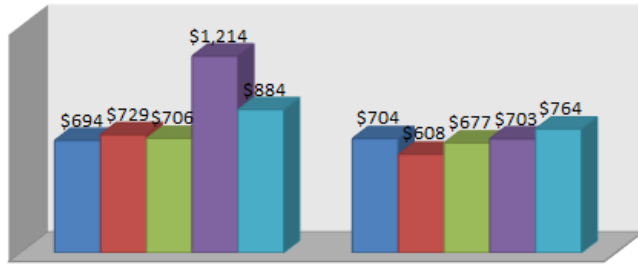




## Estin Report: September 2019 Snowmass Village Condos\*—6-Mos. Averages

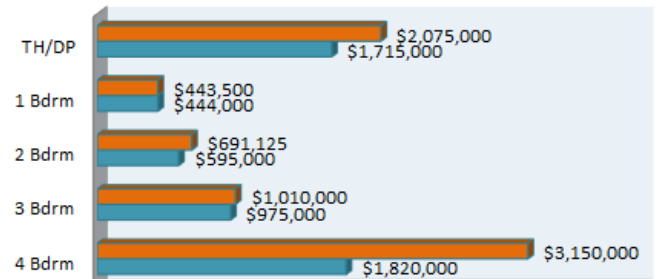
### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



### Median Sold Price

Apr-Sep 2019 Apr-Sep 2018



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018
1 Bdrm	445,156	-5%	469,120	694	-2%	704	656	-3%	674	96%	-2%	98%	92%	-4%	96%	16	-20%	20	\$ 7,122,500	-24%	\$ 9,382,400
2 Bdrm	776,031	21%	640,357	729	20%	608	1,030	-1%	1,039	96%	0%	96%	94%	0%	94%	24	14%	21	\$ 18,624,750	38%	\$ 13,447,500
3 Bdrm	999,082	-4%	1,044,727	706	4%	677	1,435	-7%	1,537	92%	-1%	93%	88%	-2%	90%	11	0%	11	\$ 10,989,900	-4%	\$ 11,492,000
4 Bdrm	3,150,000	50%	2,106,667	1,214	73%	703	2,509	-27%	3,456	99%	11%	89%	97%	14%	85%	2	-33%	3	\$ 6,300,000	0%	\$ 6,320,000
TH/DP	776,413	6%	732,355	884	16%	764	1,017	-10%	1,127	95%	1%	94%	93%	1%	92%	11	38%	8	\$ 8,540,545	46%	\$ 5,858,843

\*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.)**			
	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018	Apr-Sep 2019	% Chg	Apr-Sep 2018
Divide			\$7.8			\$1,373			82%			74%	0	-100%	1	\$0.0	-100%	\$7.8	6	-40%	10			60
Wood Run	\$6.0	86%	\$3.2	\$1,225	48%	\$827	96%	18%	82%	93%	14%	82%	2	-33%	3	\$12.0	24%	\$9.7	14	-13%	16	42	31%	32
Ridge Run	\$2.7	11%	\$2.5	\$723	27%	\$571	92%	-3%	95%	87%	-5%	91%	10	150%	4	\$27.3	177%	\$9.8	13	-32%	19	8	-73%	29
Fox Run PUD	\$4.8			\$952			93%			95%			2		0	\$9.6		\$0.0	3	200%	1	9		
Two Creeks			\$9.6			\$1,516			81%			81%	0	-100%	1	\$0.0	-100%	\$9.6	6	-25%	8			48
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.0	-22%	\$2.6	\$655	-13%	\$751	94%	0%	94%	89%	0%	89%	4	33%	3	\$8.2	4%	\$7.8	4	-67%	12	6	-75%	24
Meadow Ranch	\$1.1	2%	\$1.1	\$464	-23%	\$604	87%	-9%	95%	85%	-11%	95%	1	-75%	4	\$1.1	-75%	\$4.3	3	-50%	6	18	100%	9
Horse Ranch	\$2.3	-39%	\$3.8	\$732	-13%	\$840	93%	0%	93%	88%	-4%	91%	2	-71%	7	\$4.7	-83%	\$26.9	6	50%	4	18	425%	3
Sinclair Meadows	\$3.4			\$1,126			92%			87%			2		0	\$6.8		\$0.0	1	-50%	2	3		
Country Club Estates			\$1.3			\$802			100%			100%	0	-100%	3	\$0.0	-100%	\$4.0	1	0%	1			2
Old Snowmass (> \$1.5M)	\$2.9	-38%	\$4.7	\$515	-59%	\$1,271	86%	-6%	91%	76%	-14%	88%	4	-33%	6	\$11.6	-58%	\$28.0	32	-11%	36	48	33%	36

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\*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 (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.

# September 2019: Aspen Snowmass Real Estate Market Snap-



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"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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*Want Aspen? Call Estin.*

The Wall Street Journal, Bloomberg News, and NPR know Tim Estin as the 'numbers' guy. He's an award-winning Aspen broker for sales performance and author of the Estin Report – the primary market guide to Aspen Snowmass real estate. If you want to buy or sell a piece of the Aspen lifestyle, call Tim, just like the experts do.

Tim Estin 970.309.6163 EstinAspen.com

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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."

