



April 2020: Aspen Snowmass Real Estate Market Snapshot

RELEASED 5.6.20 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.5 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 & SMV Combined Market YTD, dollar sales are down 13% and unit sales are off 25%.
 - Aspen solds in Apr '20 are off 56%, 14 now vs 32 last year.
 - Snowmass Village (SMV) solds in Apr '20 are off 80%, 3 now vs 15 last year.
- Between Feb 1 — Apr 30, 20:
 - About 50% of Aspen under contracts about have fallen out and 38% of SMV UC's have fallen out.
- See specific April 2020 [Covid 19 Effect Aspen](#) and [Covid 19 Effect Snowmass Village](#) addendums.

April 2020 Aspen & Snowmass Village Real Estate

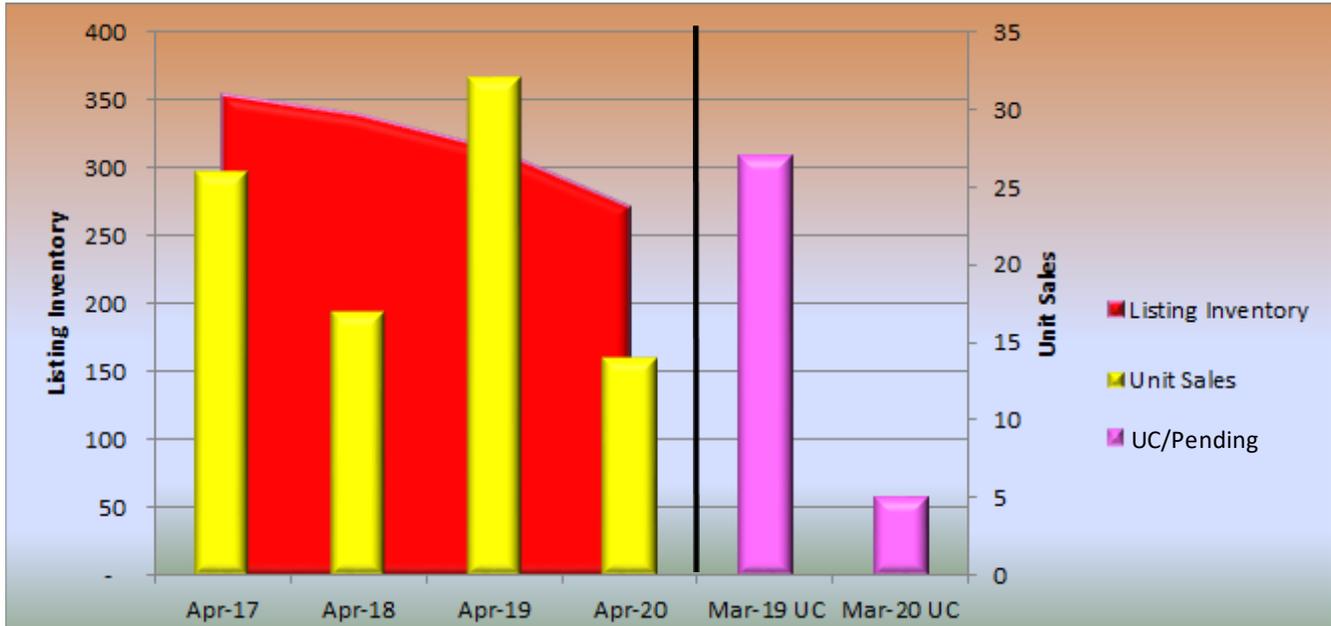
Total Aspen Snowmass Market	Apr-20	% Change	Apr-19
Monthly Unit Sales:	17	-64%	47
Year-to-Date Unit Sales:	100	-25%	134
Monthly Dollar Sales:	\$ 73,763,000	-45%	\$ 134,723,449
Year-to-Date Dollar Sales:	\$ 399,204,221	-13%	\$ 460,853,638
Listing Inventory:	464	-21%	589
Aspen Market			
Monthly Unit Sales:	14	-56%	32
Year-to-Date Unit Sales:	55	-36%	86
Monthly Dollar Sales:	\$ 64,215,500	-41%	\$ 108,878,865
Year-to-Date Dollar Sales:	\$ 320,701,267	-11%	\$ 362,030,054
Listing Inventory:	271	-13%	313
Snowmass Village Market			
Monthly Unit Sales:	3	-80%	15
Year-to-Date Unit Sales:	45	-6%	48
Monthly Dollar Sales:	\$ 9,547,500	-63%	\$ 25,844,584
Year-to-Date Dollar Sales:	\$ 78,502,954	-21%	\$ 98,823,584
Listing Inventory:	193	-30%	276
Total Property Sales \$10M and Over			
Monthly Unit Sales:	2	-50%	4
Year-to-Date Unit Sales:	11	10%	10
Monthly Dollar Sales:	\$ 24,737,500	-58%	\$ 58,500,000
Year-to-Date Dollar Sales:	\$ 154,597,135	-1%	\$ 156,000,000

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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.



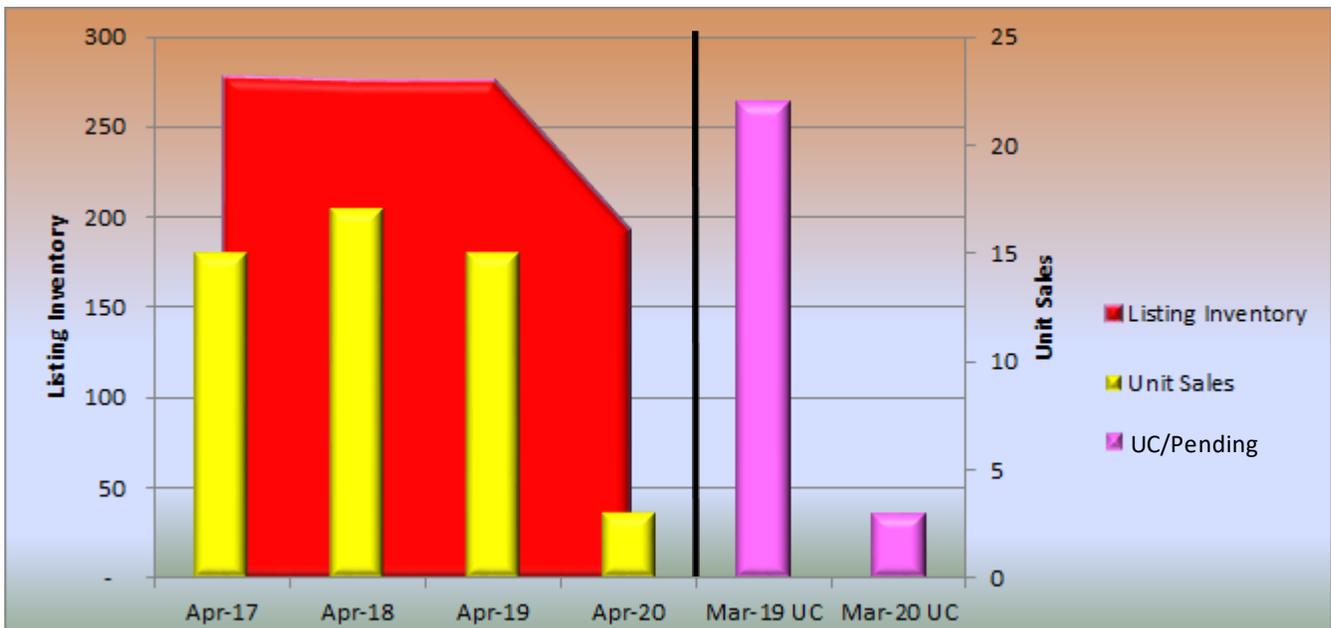
April 2020 Aspen Real Estate Inventory, Sales and Under Contracts



	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	Apr-20 UC	% Chg	Apr-19 UC
Total Aspen Market										
Unit Sales	26	-35%	17	88%	32	-56%	14	4	-81%	20
Listing Inventory	353	-4%	339	-8%	313	-13%	271			

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April 2020 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	Apr-20 UC	% Chg	Apr-19 UC
Total Snowmass Village Market										
Unit Sales	15	13%	17	-12%	15	-80%	3	7	-86%	21
Listing Inventory	278	-1%	276	0%	276	-30%	193			

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NOTE: UC— The number of units that went Under Contract in April 2020. 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.



Aspen Only: April 2020 Market Statistics Summary

Aspen condo sales April 2020

- Unit Sales: -71% (7) in Apr '20 from (24) in Apr '19
- Dollar Sales: -60% \$16M in Apr '20 from \$41M in Apr '19
- Inventory Active Listings: -4% (111) in Apr '20 from (116) in Apr '19

Aspen condo sales YTD

- Unit Sales: -41% (32) in Apr '20 from (54) in Apr '19
- Dollar Sales: +24% \$147M in Apr '20 from \$119M in Apr '19
- Inventory Active Listings: -17% (147) in Apr '20 from (179) in Apr '19

Aspen Single family home sales April 2020

- Unit Sales: +75% (7) in Apr '20 from (4) in Apr '19
- Dollar Sales: +26% \$48M in Apr '20 from \$38M in Apr '19
- Inventory Active Listings: -20% (126) in Apr '20 from (158) in Apr '19

Aspen Single family home sales YTD

- Unit Sales: -13% (20) in Apr '20 from (23) in Apr '19
- Dollar Sales: -8% \$169M in Apr '20 from \$184M in Apr '19
- Inventory Active Listings: -10% (174) in Apr '20 from (190) in Apr '19

**Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace. Aspen: In Apr 2020, there were (2) Aspen outliers not counted in individual property type metrics due to their non-free market status but included in total sales metrics: #163853, 415 Mill St employee housing APCA unit and 162723, 314 Oak a Smugger Park mobile home, also APCA regulated. Old Snowmass: A SFH sale in Old Snowmass, #159621, at 116 Katydid at \$1.125M/\$419 SF sold, was not included in Aspen sales by property type but included in total sales.*

Snowmass Village Only: April 2020 Market Statistics Summary

Snowmass Village condo sales April 2020

- Unit Sales: -90% (1) in Apr '20 from (10) in Apr '19
- Dollar Sales: -94% \$.6M in Apr '20 from \$10M in Apr '19
- Inventory Active Listings: -29% (124) in Apr '20 from (175) in Apr '19

Snowmass Village condo sales YTD

- Unit Sales: +11% (39) in Apr '20 from (35) in Apr '19
- Dollar Sales: +51% \$57M in Apr '20 from \$38M in Apr '19
- Inventory Active Listings: -29% (169) in Apr '20 from (236) in Apr '19

Snowmass Village Single family home sales April 2020

- Unit Sales: -75% (1) in Apr '20 from (4) in Apr '19
- Dollar Sales: -74% \$4M in Apr '20 from \$15M in Apr '19
- Inventory Active Listings: -28% (63) in Apr '20 from (87) in Apr '19

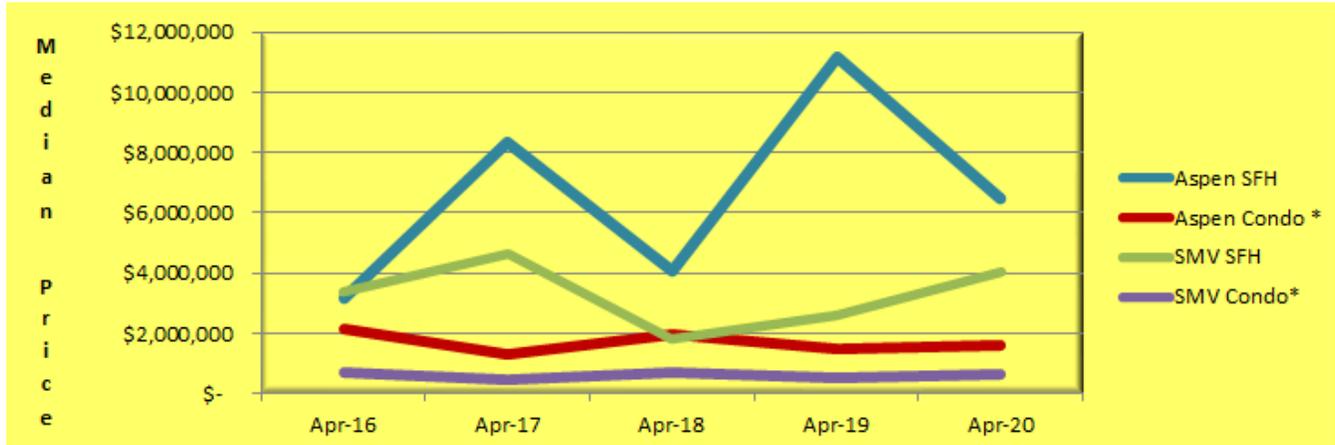
Snowmass Village Single family home sales YTD

- Unit Sales: -55% (5) in Apr '20 from (11) in Apr '19
- Dollar Sales: -72% \$17M in Apr '20 from \$59M in Apr '19
- Inventory Active Listings: -25% (78) in Apr '20 from (105) in Apr '19

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



April 2020 Aspen and Snowmass Median Sold Prices

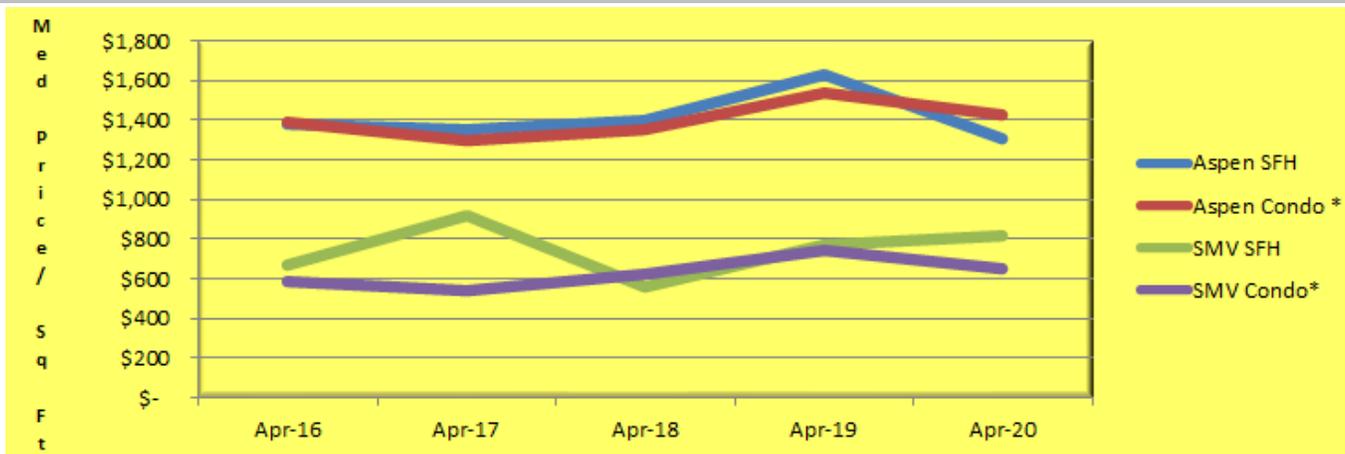


Median Price	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20
Aspen SFH	\$3,161,600	164%	\$8,350,000	-51%	\$4,100,000	172%	\$11,150,000	-42%	\$6,500,000
Aspen Condo *	\$2,125,000	-40%	\$1,280,000	52%	\$1,950,000	-25%	\$1,457,500	10%	\$1,600,000
SMV SFH	\$3,360,000	39%	\$4,660,000	-60%	\$1,845,000	41%	\$2,606,250	54%	\$4,025,000
SMV Condo*	\$695,000	-31%	\$480,000	48%	\$712,500	-28%	\$512,500	21%	\$622,500

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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 2020 Med Sold Price/Sq Ft for Aspen and Snowmass Village



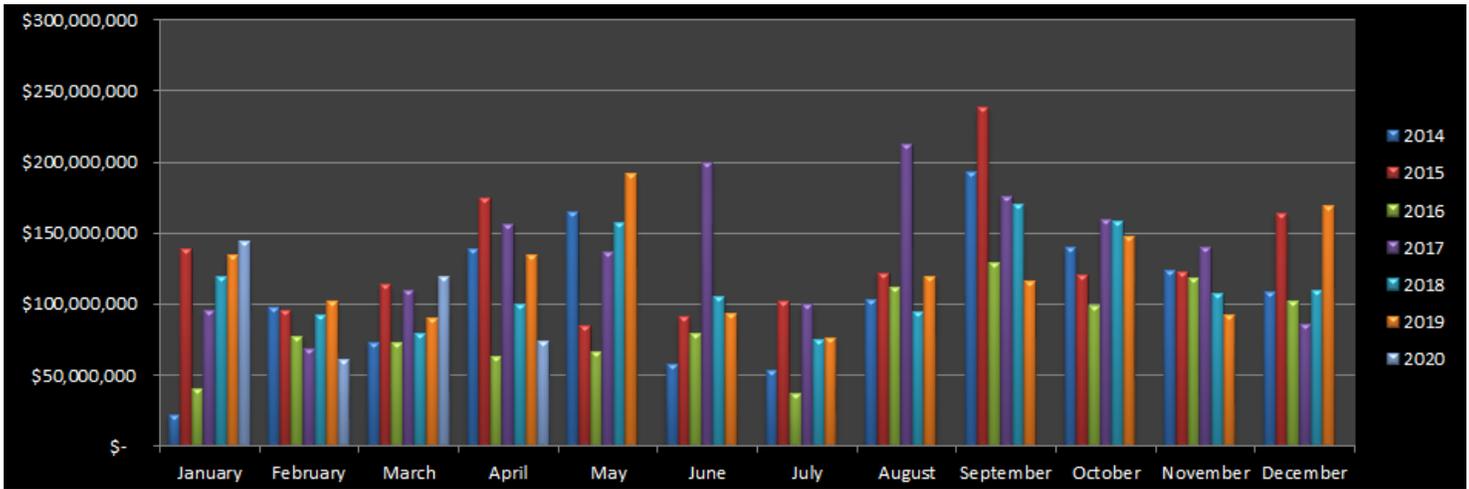
Med Price / Sq Ft	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20
Aspen SFH	\$1,376	-2%	\$1,352	4%	\$1,403	16%	\$1,627	-20%	\$1,306
Aspen Condo *	\$1,385	-6%	\$1,297	4%	\$1,355	13%	\$1,535	-7%	\$1,425
SMV SFH	\$667	38%	\$923	-40%	\$555	38%	\$768	6%	\$816
SMV Condo*	\$590	-8%	\$543	15%	\$627	19%	\$747	-13%	\$648

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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 April 2020 & Historical Sales



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Estin Report: Total Aspen Snowmass Market April 2020 Dollar Sales

Month	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
January	\$ 22,147,000	525%	\$ 138,312,067	-71%	\$ 40,282,500	137%	\$ 95,290,500	25%	\$ 118,993,752	13%	\$ 134,648,280	7%	\$ 144,466,968
February	\$ 97,470,275	-2%	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750	10%	\$ 101,940,000	-40%	\$ 60,810,000
March	\$ 72,821,867	56%	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	14%	\$ 89,541,910	33%	\$ 119,044,253
April	\$ 138,651,300	26%	\$ 174,738,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000	35%	\$ 134,723,449	-45%	\$ 73,763,000
May	\$ 165,152,205	-49%	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	15%	\$ 157,289,500	22%	\$ 191,551,350	-100%	\$ -
June	\$ 57,033,950	59%	\$ 90,812,196	-13%	\$ 79,367,282	152%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750	-100%	\$ -
July	\$ 53,474,000	90%	\$ 101,544,000	-64%	\$ 36,593,500	172%	\$ 99,459,375	-25%	\$ 74,407,500	3%	\$ 76,348,400	-100%	\$ -
August	\$ 102,833,713	19%	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750	-100%	\$ -
September	\$ 192,775,710	24%	\$ 238,134,900	-46%	\$ 128,781,500	37%	\$ 176,057,000	-3%	\$ 169,987,900	-32%	\$ 115,547,359	-100%	\$ -
October	\$ 139,438,500	-14%	\$ 120,533,490	-18%	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-7%	\$ 147,886,470	-100%	\$ -
November	\$ 123,597,500	-1%	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,940,545	-14%	\$ 92,079,889	-100%	\$ -
December	\$ 108,012,500	52%	\$ 163,815,796	-38%	\$ 102,061,000	-15%	\$ 86,249,075	27%	\$ 109,477,218	54%	\$ 168,804,371	-100%	\$ -
Annual Totals	\$ 1,273,408,519	23%	\$ 1,565,794,623	-36%	\$ 997,137,350	64%	\$ 1,639,786,057	-17%	\$ 1,366,423,555	7%	\$ 1,465,757,978	-73%	\$ 398,084,221
YTD Total	\$ 331,090,442	58%	\$ 522,513,917	-51%	\$ 254,042,530	69%	\$ 429,569,533	-9%	\$ 390,267,438	18%	\$ 460,853,638	-14%	\$ 398,084,221

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Estin Report: Total Aspen Snowmass Market April 2020 Unit Sales

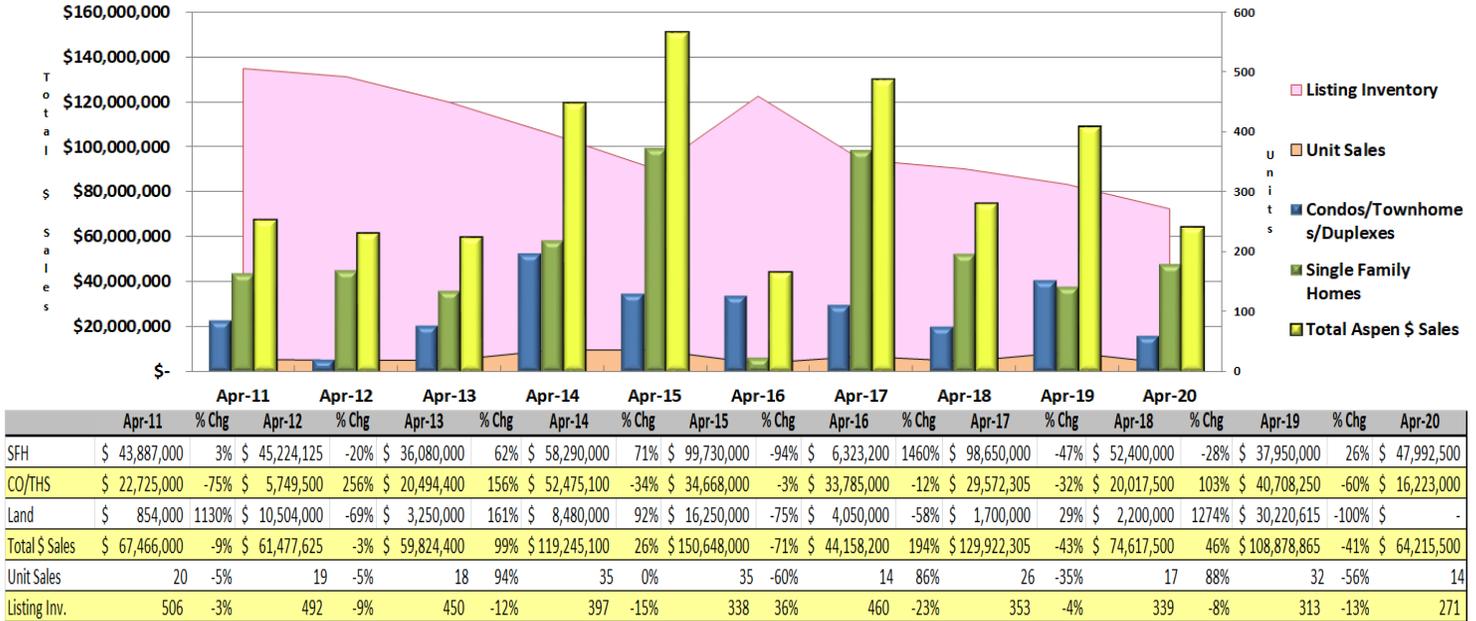
Month	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
January	17	65%	28	-25%	21	48%	31	6%	33	-6%	31	16%	36
February	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20
March	38	16%	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27
April	49	-6%	46	-39%	28	46%	41	-17%	34	38%	47	-64%	17
May	41	5%	43	-58%	18	167%	48	-21%	38	42%	54	-100%	0
June	28	39%	39	-46%	21	100%	42	-10%	38	-26%	28	-100%	0
July	21	29%	27	-33%	18	50%	27	-26%	20	15%	23	-100%	0
August	39	-31%	27	48%	40	50%	60	-30%	42	-2%	41	-100%	0
September	48	25%	60	-33%	40	23%	49	8%	53	-32%	36	-100%	0
October	47	-19%	38	5%	40	8%	43	14%	49	-29%	35	-100%	0
November	33	9%	36	-19%	29	52%	44	-11%	39	-10%	35	-100%	0
December	36	6%	38	-5%	36	-22%	28	57%	44	-11%	39	-100%	0
Annual Totals	434	4%	451	-24%	341	39%	474	-7%	440	-3%	425	-76%	100
YTD Total	141	1%	143	-31%	99	34%	133	-12%	117	15%	134	-25%	100

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April 2020 Aspen Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



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*Includes Aspen, Brush Creek Village, Woody Creek, and Old Snowmass homes over \$1.5M.
Vacant land excluded for scale reasons.

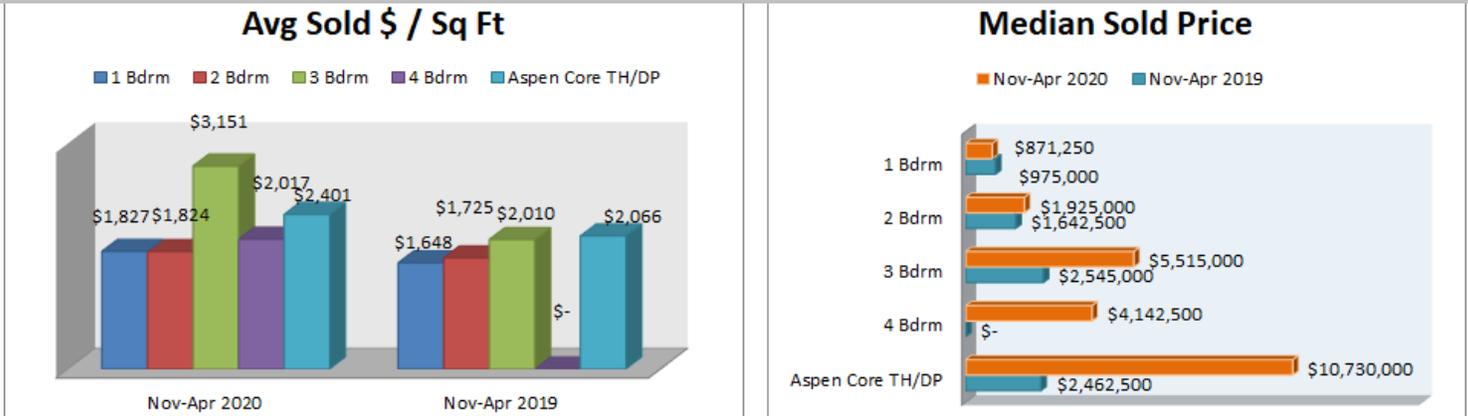
	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Mar-20	% Chg	Mar-19
Single Family Homes											
Unit Sales	9	0%	9	-56%	4	75%	7	29%	5	-29%	7
YTD Unit Sales	26	8%	28	-18%	23	-13%	20	35%	13	-32%	19
Monthly \$ Sales	\$ 98,650,000	-47%	\$ 52,400,000	-28%	\$ 37,950,000	26%	\$ 47,992,500	-2%	\$ 48,860,299	30%	\$ 37,450,000
YTD \$ Sales	\$ 198,486,000	-4%	\$ 190,246,707	-3%	\$ 184,025,000	-8%	\$ 169,331,767	28%	\$ 121,339,267	-17%	\$ 146,075,000
Listing Inventory	156	-4%	149	6%	158	-20%	126	-15%	145	-13%	166
Condos / Townhomes											
Unit Sales	15	-53%	7	243%	24	-71%	7	-29%	9	-31%	13
YTD Unit Sales	45	-18%	37	46%	54	-41%	32	22%	25	-17%	30
Monthly \$ Sales	\$ 29,572,305	-32%	\$ 20,017,500	103%	\$ 40,708,250	-60%	\$ 16,223,000	-215%	\$ 51,101,500	87%	\$ 27,286,710
YTD \$ Sales	\$ 95,942,255	37%	\$ 131,593,354	-10%	\$ 118,764,440	24%	\$ 147,319,500	11%	\$ 131,096,500	68%	\$ 78,056,190
Listing Inventory	146	-8%	135	-14%	116	-4%	111	-6%	118	-13%	135
Vacant Land											
Unit Sales	2	-50%	1	300%	4	-100%	0		0	-100%	1
YTD Unit Sales	16	-81%	3	200%	9	-67%	3	0%	3	-40%	5
Monthly \$ Sales	\$ 1,700,000	29%	\$ 2,200,000	1274%	\$ 30,220,615	-100%	\$ -		\$ -	-100%	\$ 2,100,000
YTD \$ Sales	\$ 40,470,000	-83%	\$ 7,050,000	740%	\$ 59,240,615	-93%	\$ 4,050,000	0%	\$ 4,050,000	-86%	\$ 29,020,000
Listing Inventory	51	8%	55	-29%	39	-13%	34	-15%	39	-3%	40
Total Aspen Market											
Total Unit Sales	26	-35%	17	88%	32	-56%	14	0%	14	-33%	21
YTD Unit Sales	87	-22%	68	26%	86	-36%	55	25%	41	-24%	54
Total Monthly \$ Sales	\$ 129,922,305	-43%	\$ 74,617,500	46%	\$ 108,878,865	-41%	\$ 64,215,500	-56%	\$ 99,961,799	50%	\$ 66,836,710
Total YTD \$ Sales	\$ 334,898,255	-2%	\$ 328,890,061	10%	\$ 362,030,054	-11%	\$ 320,701,267	20%	\$ 256,485,767	1%	\$ 253,151,190
Listing Inventory	353	-4%	339	-8%	313	-13%	271	-11%	302	-11%	341

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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



Estin Report: April 2020 Aspen Core Condos* - 6-Mos. Averages



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 2019	% Chg		Nov-Apr 2019	% Chg		Nov-Apr 2019	% Chg		Nov-Apr 2019	% Chg		Nov-Apr 2019	% Chg		Nov-Apr 2019	% Chg		Nov-Apr 2019
	Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019		Nov-Apr 2020	Nov-Apr 2019	
1 Bdrm	1,015,833	-23%	1,316,731	1,827	11%	1,648	628	-14%	732	93%	-2%	95%	93%	1%	92%	6	-25%	8	\$ 6,095,000	-42%	\$ 10,533,850
2 Bdrm	1,936,444	23%	1,572,200	1,824	12%	1,630	1,072	12%	960	93%	-2%	95%	92%	-1%	93%	9	-59%	22	\$ 17,428,000	-50%	\$ 34,588,400
3 Bdrm	5,948,167	115%	2,768,090	3,151	94%	1,622	1,703	14%	1,494	86%	-8%	93%	86%	-4%	90%	6	-33%	9	\$ 35,689,000	43%	\$ 24,912,810
4 Bdrm	4,142,500	-25%	5,532,598	2,017	38%	1,459	2,041			95%	0%	94%	92%	-6%	97%	2	0	0	\$ 8,285,000		\$ -
Aspen Core TH/DP	10,830,446	340%	2,462,500	2,401	16%	2,066	4,473	273%	1,198	88%	-8%	96%	89%	-6%	94%	9	350%	2	\$ 97,474,012	1879%	\$ 4,925,000

*Townhomes (TH)+Duplexes are Decarated 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 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019
Central Core (SFH)	\$15.7	-10%	\$17.5	\$1,937	-24%	\$2,553	87%	-9%	95%	86%	-10%	95%	3	50%	2	\$47.2	35%	\$35.0	13	0%	13	26	-33%	39
Central Core (CO&TH)	\$4.9	196%	\$1.7	\$2,239	28%	\$1,750	88%	-6%	94%	88%	-2%	90%	36	-29%	51	\$177.3	109%	\$84.8	72	-22%	92	12	11%	11
Smuggler (SFH)	\$5.5	-19%	\$6.8	\$1,283	-5%	\$1,356	93%	8%	86%	91%	6%	86%	3	0%	3	\$16.6	-19%	\$20.4	8	-27%	11	16	-27%	22
Smuggler (CO&TH)	\$0.7	-47%	\$1.3	\$881	-12%	\$997	96%	2%	95%	93%	-5%	98%	3	-50%	6	\$2.0	-74%	\$7.6	8	-38%	13	16	23%	13
West Aspen	\$6.8	-10%	\$7.6	\$1,199	22%	\$983	83%	-1%	84%	79%	3%	76%	9	0%	9	\$61.5	-10%	\$68.0	47	-33%	70	31	-33%	47
West End	\$9.7	46%	\$6.6	\$2,248	34%	\$1,676	92%	3%	90%	91%	10%	83%	7	-13%	8	\$67.9	28%	\$53.1	28	-20%	35	24	-9%	26
Red Mountain	\$6.5	-46%	\$12.0	\$1,342	-44%	\$2,413	84%	-11%	94%	84%	-11%	94%	1	0%	1	\$6.5	-46%	\$12.0	35	35%	26	210	35%	156
East Aspen	\$10.7	68%	\$6.4	\$1,661	34%	\$1,242	87%	0%	87%	87%	12%	78%	3	0%	3	\$32.0	68%	\$19.1	21	-16%	25	42	-16%	50
McLain Flats/Starwood	\$6.1	2%	\$5.9	\$995	39%	\$715	89%	-2%	91%	78%	0%	78%	3	-40%	5	\$18.2	-39%	\$29.7	21	24%	17	42	106%	20
Woody Creek (> \$1.5M)			\$3.7			\$825			91%			70%	0	-100%	1	\$0.0	-100%	\$3.7	23	-4%	24			144
Brush Creek Village (>\$1.5M)													0		0	\$0.0		\$0.0	5	0%	5			

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*Specific Aspen areas only and not all Aspen neighborhoods are represented. See Pg 9 for Snowmass Village and Old Snowmass.

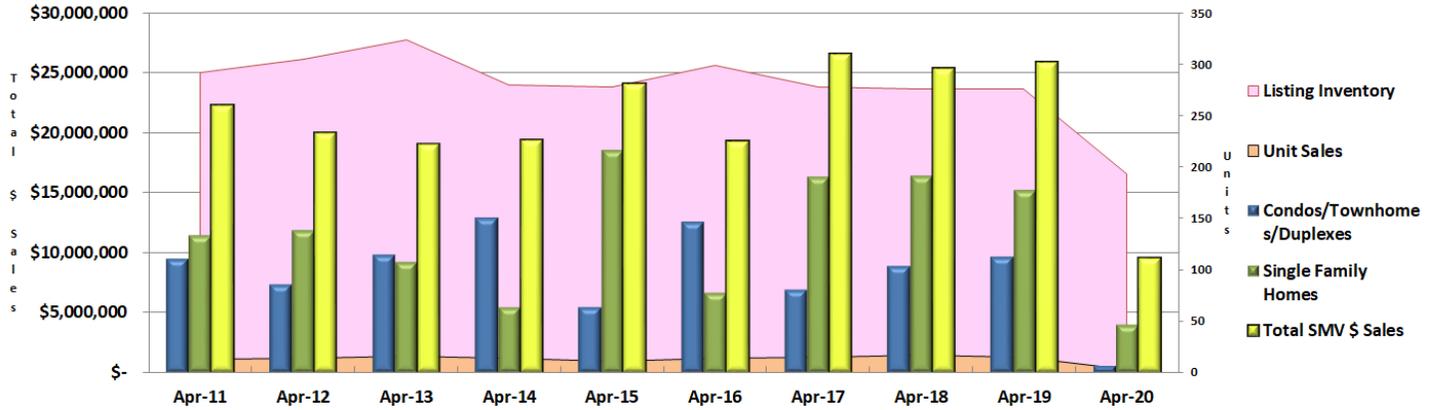
NOTE: All blank spaces represent a zero value or invalid percentage.

**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 2020 Snowmass Village Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



	Apr-11	% Chg	Apr-12	% Chg	Apr-13	% Chg	Apr-14	% Chg	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20
SFH	\$ 11,445,000	4%	\$ 11,911,900	-23%	\$ 9,225,000	-40%	\$ 5,536,000	236%	\$ 18,595,000	-64%	\$ 6,720,000	144%	\$ 16,370,000	1%	\$ 16,455,000	-7%	\$ 15,224,350	-74%	\$ 4,025,000
CO/THS	\$ 9,510,056	-22%	\$ 7,405,460	33%	\$ 9,858,695	31%	\$ 12,955,200	-58%	\$ 5,495,000	129%	\$ 12,559,000	-45%	\$ 6,959,500	28%	\$ 8,926,500	8%	\$ 9,676,900	-94%	\$ 622,500
Land	\$ 1,315,000	-51%	\$ 650,000	-100%	\$ -		\$ 915,000	-100%	\$ -		\$ -		\$ 3,200,000	-100%	\$ -		\$ 943,334	419%	\$ 4,900,000
Total \$ Sales	\$ 22,270,056	-10%	\$ 19,967,360	-4%	\$ 19,083,695	2%	\$ 19,406,200	24%	\$ 24,090,000	-20%	\$ 19,279,000	38%	\$ 26,529,500	-4%	\$ 25,381,500	2%	\$ 25,844,584	-63%	\$ 9,547,500
Unit Sales	13	8%	14	14%	16	-13%	14	-21%	11	27%	14	7%	15	13%	17	-12%	15	-80%	3
Listing Inv.	292	4%	305	6%	324	-14%	280	-1%	278	8%	299	-7%	278	-1%	276	0%	276	-30%	193

*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Mar-20	% Chg	Mar-19
Single Family Homes											
Unit Sales	4	50%	6	-33%	4	-75%	1	200%	3	0%	3
YTD Unit Sales	11	36%	15	-27%	11	-55%	5	-20%	4	-43%	7
Monthly \$ Sales	\$ 16,370,000	1%	\$ 16,455,000	-7%	\$ 15,224,350	-74%	\$ 4,025,000	-181%	\$ 11,325,000	-23%	\$ 14,737,500
YTD \$ Sales	\$ 41,257,500	-3%	\$ 39,885,177	48%	\$ 59,116,850	-72%	\$ 16,800,000	24%	\$ 12,775,000	-71%	\$ 43,892,500
Listing Inventory	89	-6%	84	4%	87	-28%	63	-14%	72	-21%	91
Condos / Townhomes											
Unit Sales	9	22%	11	-9%	10	-90%	1	-900%	10	11%	9
YTD Unit Sales	29	17%	34	3%	35	11%	39	-3%	38	52%	25
Monthly \$ Sales	\$ 6,959,500	28%	\$ 8,926,500	8%	\$ 9,676,900	-94%	\$ 622,500	-1146%	\$ 7,757,454	-3%	\$ 7,967,700
YTD \$ Sales	\$ 29,463,778	-27%	\$ 21,492,200	75%	\$ 37,538,400	51%	\$ 56,802,954	1%	\$ 56,180,454	102%	\$ 27,861,500
Listing Inventory	173	2%	177	-1%	175	-29%	124	-3%	128	-33%	192
Vacant Land											
Unit Sales	2	-100%	0		1	0%	1	-100%	0		0
YTD Unit Sales	6	-100%	0		2	-50%	1	-100%	0	-100%	1
Monthly \$ Sales	\$ 3,200,000	-100%	\$ -		\$ 943,334	419%	\$ 4,900,000	100%	\$ -		\$ -
YTD \$ Sales	\$ 23,950,000	-100%	\$ -		\$ 2,168,334	126%	\$ 4,900,000	100%	\$ -	-100%	\$ 1,225,000
Listing Inventory	16	-6%	15	-7%	14	-57%	6	-33%	8	-47%	15
Total Snowmass Village Market											
Total Unit Sales	15	13%	17	-12%	15	-80%	3	333%	13	8%	12
YTD Unit Sales	46	7%	49	-2%	48	-6%	45	-7%	42	27%	33
Total Monthly \$ Sales	\$ 26,529,500	-4%	\$ 25,381,500	2%	\$ 25,844,584	-63%	\$ 9,547,500	-100%	\$ 19,082,454	-16%	\$ 22,705,200
Total YTD \$ Sales	\$ 94,671,278	-35%	\$ 61,377,377	61%	\$ 98,823,584	-21%	\$ 78,502,954	12%	\$ 68,955,454	-6%	\$ 72,979,000
Listing Inventory	278	-1%	276	0%	276	-30%	193	-8%	208	-30%	298

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

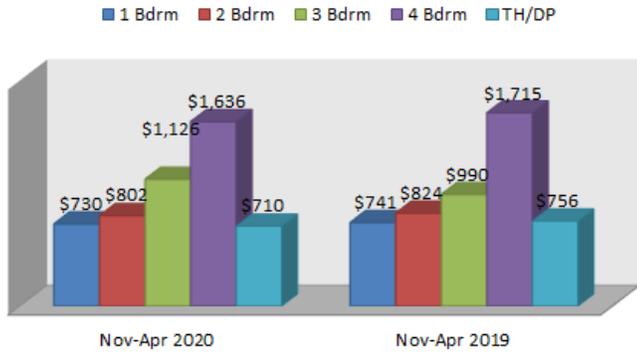
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The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals 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](#) 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: April 2020 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 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019
1 Bdrm	454,813	-11%	511,812	730	-2%	741	630	-10%	698	96%	-1%	97%	94%	-2%	96%	8	-53%	17	\$ 3,638,500	-58%	\$ 8,700,800
2 Bdrm	894,807	-6%	955,986	802	-3%	824	1,081	-2%	1,104	94%	-4%	98%	92%	-5%	97%	21	-5%	22	\$ 18,790,954	-11%	\$ 21,031,700
3 Bdrm	2,141,750	14%	1,885,886	1,126	14%	990	1,797	-1%	1,819	98%	0%	98%	98%	-1%	99%	20	43%	14	\$ 42,835,000	62%	\$ 26,402,400
4 Bdrm	4,750,000	-10%	5,250,000	1,636	-5%	1,715	3,030	0%	3,042	97%	-1%	98%	93%	-6%	98%	2	0%	2	\$ 9,500,000	-10%	\$ 10,500,000
TH/DP	1,344,201	15%	1,166,852	710	-6%	756	1,266	6%	1,194	96%	-1%	98%	95%	-2%	98%	8	-11%	9	\$ 10,753,608	2%	\$ 10,501,666

*Townhomes (TH) + Duplexes are Decarated 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 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019	Nov-Apr 2020	% Chg	Nov-Apr 2019				
Divide	\$5.4		\$971			90%			83%			1		0	\$5.4		\$0.0	6	-40%	10	36				
Wood Run	\$5.3	6%	\$5.0	\$1,005	-18%	\$1,225	91%	-7%	97%	77%	-20%	96%	2	-50%	4	\$10.7	-47%	\$20.1	14	-13%	16	42	75%	24	
Ridge Run	\$3.9	-27%	\$5.3	\$906	-13%	\$1,042	95%	0%	94%	91%	-4%	94%	6	200%	2	\$23.3	119%	\$10.6	13	-32%	19	13	-77%	57	
Fox Run PUD												0		0	\$0.0		\$0.0	3	200%	1					
Two Creeks												0		0	\$0.0		\$0.0	6	-25%	8					
Pines Owl Cr												0		0	\$0.0		\$0.0	8	33%	6					
Melton Ranch	\$2.1	31%	\$1.6	\$652	12%	\$581	95%	0%	95%	95%	8%	88%	1	-67%	3	\$2.1	-56%	\$4.7	4	-67%	12	24	0%	24	
Meadow Ranch	\$1.1		\$593			93%			91%			3		0	\$3.4		\$0.0	3	-50%	6	6				
Horse Ranch	\$5.2	90%	\$2.7	\$1,195	42%	\$843	96%	2%	95%	95%	5%	90%	1	-50%	2	\$5.2	-5%	\$5.5	6	50%	4	36	200%	12	
Sinclair Meadows												0		0	\$0.0		\$0.0	1	-50%	2					
Country Club Estates	\$1.9		\$786			95%			95%			1		0	\$1.9		\$0.0	1	0%	1	6				
Old Snowmass (> \$1.5M)	\$5.4	79%	\$3.0	\$957	-9%	\$1,055	86%	-10%	96%	79%	-2%	81%	6	500%	1	\$32.6	976%	\$3.0	20	-35%	31	20	-89%	186	

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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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April 2020: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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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.

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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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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."

