



June 2020: Aspen Snowmass Real Estate Market Snapshot

RELEASED 06.30.20 ON OR NEAR THE 1ST MONDAY EACH MONTH

v3 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: Last week was another huge week of sales activity for Aspen and Snowmass real estate as the local opening up from Covid-19 restrictions has unleashed a wave of pent-up demand... (17) properties went under contract last week and the 3-week June total of these pending sales is (52) properties at a total ask price value of \$247MM. This includes a brand new home on Placer Ln on Red Mountain at \$33.5M/\$3,345 sq ft ask, (4) priced between \$11M-\$25M ask and (11) at prices over \$2,000 sq ft ask. In a clear departure from the Aspen-centric sales pattern that has dominated our local sales of the past few years, in June, properties have gone under contract throughout the entire upper Roaring Fork Valley. Buyers say they're are looking for acreage and space...a clear indication that the geographic rings of interest have finally expanded outwards beyond Aspen. **Why? Call it the Great Urban Exodus** – people fed-up with big city living. The impetus may well be historic low interest rates – money has never been cheaper, then add Covid-19 and violence in the streets and buyers are saying, "Enough, I'm done thinking about moving to Aspen, we're doing it." They've learned they can work from anywhere and their clients understand it. There's a new comfort level that business can be done from anywhere.

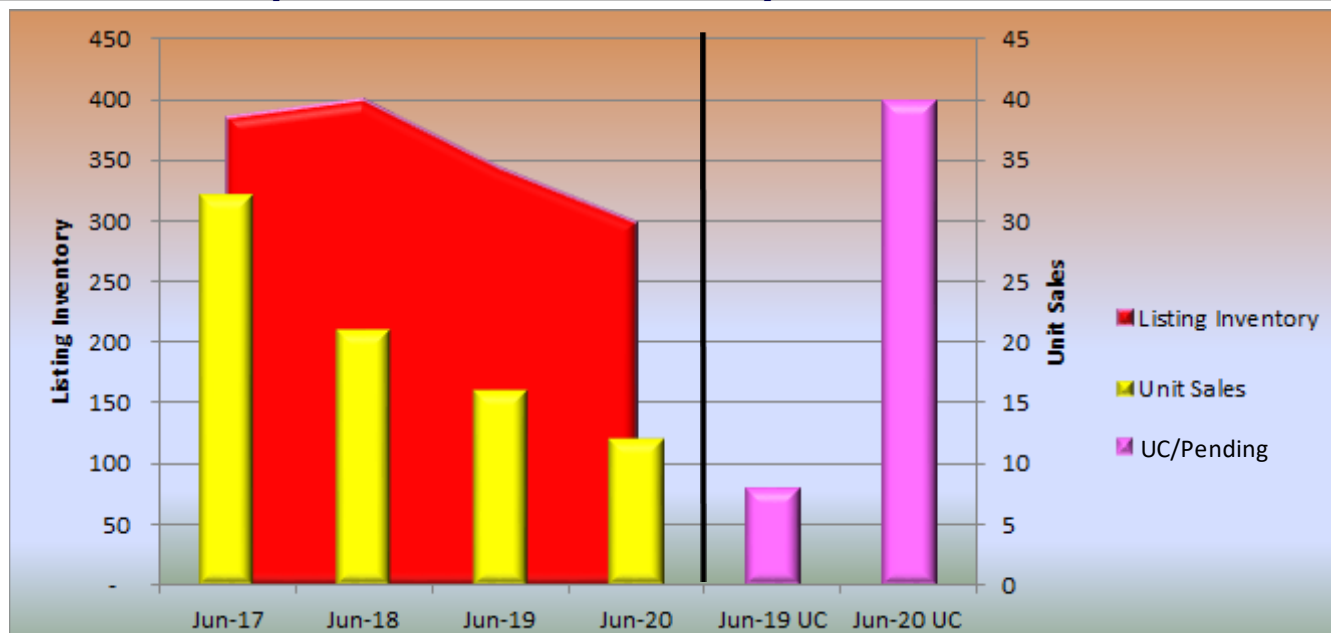
Total Aspen Snowmass Market	Jun-20	% Change	Jun-19
Monthly Unit Sales:	20	-29%	28
Year-to-Date Unit Sales:	128	-41%	216
Monthly Dollar Sales:	\$ 95,355,000	2%	\$ 93,371,750
Year-to-Date Dollar Sales:	\$ 513,873,221	-31%	\$ 745,776,738
Listing Inventory:	502	-14%	582
Aspen Market			
Monthly Unit Sales:	12	-25%	16
Year-to-Date Unit Sales:	71	-45%	129
Monthly Dollar Sales:	\$ 84,945,000	25%	\$ 68,144,500
Year-to-Date Dollar Sales:	\$ 420,121,267	-29%	\$ 590,671,404
Listing Inventory:	298	-13%	343
Snowmass Village Market			
Monthly Unit Sales:	8	-33%	12
Year-to-Date Unit Sales:	57	-34%	87
Monthly Dollar Sales:	\$ 10,410,000	-59%	\$ 25,227,250
Year-to-Date Dollar Sales:	\$ 93,751,954	-40%	\$ 155,105,334
Listing Inventory:	204	-15%	239
Total Property Sales \$10M and Over			
Monthly Unit Sales:	4	300%	1
Year-to-Date Unit Sales:	15	-6%	16
Monthly Dollar Sales:	\$ 63,300,000	175%	\$ 23,000,000
Year-to-Date Dollar Sales:	\$ 217,897,135	-17%	\$ 260,984,350

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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.

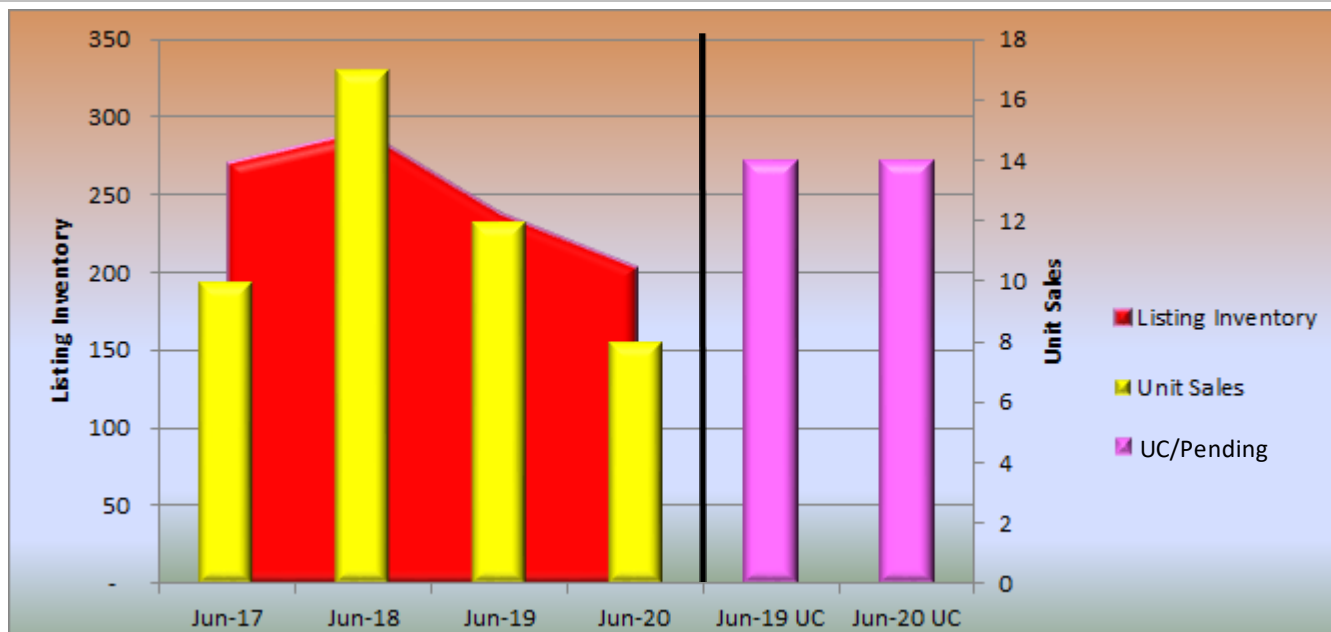


June 2020 Aspen Real Estate Inventory, Sales and Under Contracts



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June 2020 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 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: June 2020 Market Statistics Summary

Aspen condo sales June 2020

- Unit Sales: -25% (6) in Jun '20 from (8) in Jun '19
- Dollar Sales: +31% \$26M in Jun '20 from \$20M in Jun '19
- Inventory Active Listings: -6% (121) in Jun '20 from (129) in Jun '19

Aspen condo sales YTD

- Unit Sales: -47% (39) in Jun '20 from (73) in Jun '19
- Dollar Sales: +7% \$176M in Jun '20 from \$164M in Jun '19
- Inventory Active Listings: -18% (179) in Jun '20 from (220) in Jun '19

Aspen Single family home sales June 2020

- Unit Sales: +0% (6) in Jun '20 from (6) in Jun '19
- Dollar Sales: +30% \$59M in Jun '20 from \$45M in Jun '19
- Inventory Active Listings: -14% (146) in Jun '20 from (169) in Jun '19

Aspen Single family home sales YTD

- Unit Sales: -30% (28) in Jun '20 from (40) in Jun '19
- Dollar Sales: -33% \$235M in Jun '20 from \$349M in Jun '19
- Inventory Active Listings: -10% (210) in Jun '20 from (234) in Jun '19

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

Outliers: in June 2020, the following properties were included in total dollar and unit sales but removed from specific property type and neighborhood averages (Pgs 7 & 9) as outliers: Dancing Bear Penthouse sold at \$18.3M/\$6,087 Sq Ft; Henry Ranch in Old Snowmass sold at \$3.5M/\$359 Sq Ft for a 97,00 sf main house, multiple outbldgs and 32 acres- an unbelievable deal; and Old Snowmass Gateway 7846 Light Hill Rd which sold at \$825,000/\$323 Sq Ft.

Snowmass Village Only: June 2020 Market Statistics Summary

Snowmass Village condo sales June 2020

- Unit Sales: -14% (6) in Jun '20 from (7) in Jun '19
- Dollar Sales: -42% \$5M in Jun '20 from \$9M in Jun '19
- Inventory Active Listings: -5% (142) in Jun '20 from (150) in Jun '19

Snowmass Village condo sales YTD

- Unit Sales: -26% (48) in Jun '20 from (65) in Jun '19
- Dollar Sales: -5% \$65M in Jun '20 from \$69M in Jun '19
- Inventory Active Listings: -17% (213) in Jun '20 from (258) in Jun '19

Snowmass Village Single family home sales June 2020

- Unit Sales: -60% (2) in Jun '20 from (5) in Jun '19
- Dollar Sales: -69% \$5M in Jun '20 from \$16M in Jun '19
- Inventory Active Listings: -28% (55) in Jun '20 from (76) in Jun '19

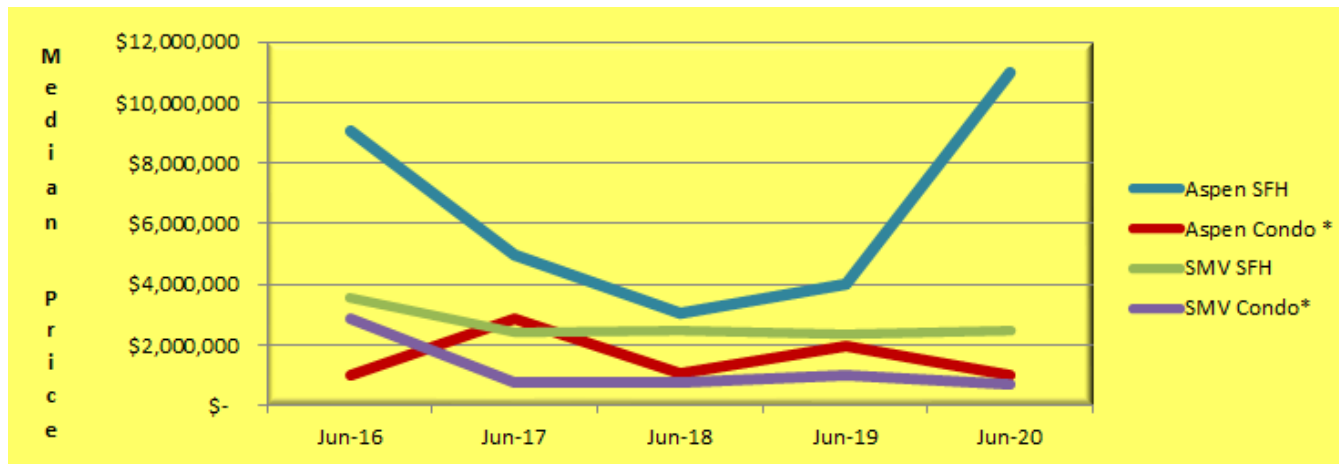
Snowmass Village Single family home sales YTD

- Unit Sales: -60% (8) in Jun '20 from (20) in Jun '19
- Dollar Sales: -72% \$24M in Jun '20 from \$84M in Jun '19
- Inventory Active Listings: -28% (88) in Jun '20 from (123) in Jun '19

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



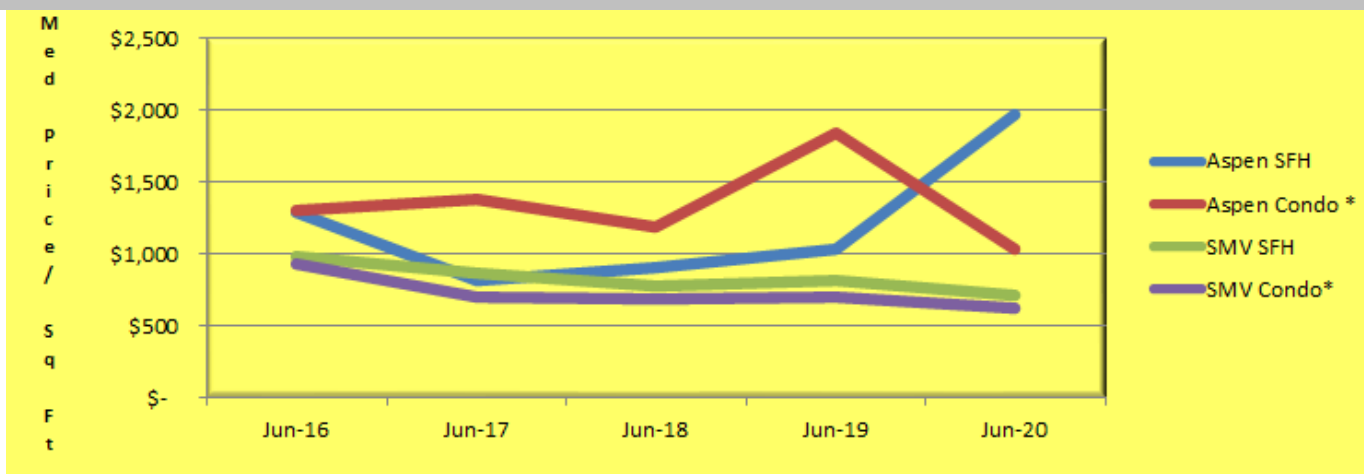
June 2020 Aspen and Snowmass Median Sold Prices



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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 includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. Single Family Homes are SFH. 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. For Avg Sold Prices and Sold \$/SqFt metrics, go to pages 7 (Aspen) & 9 (SMV). A blank cell above represents no sales during the time period.

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

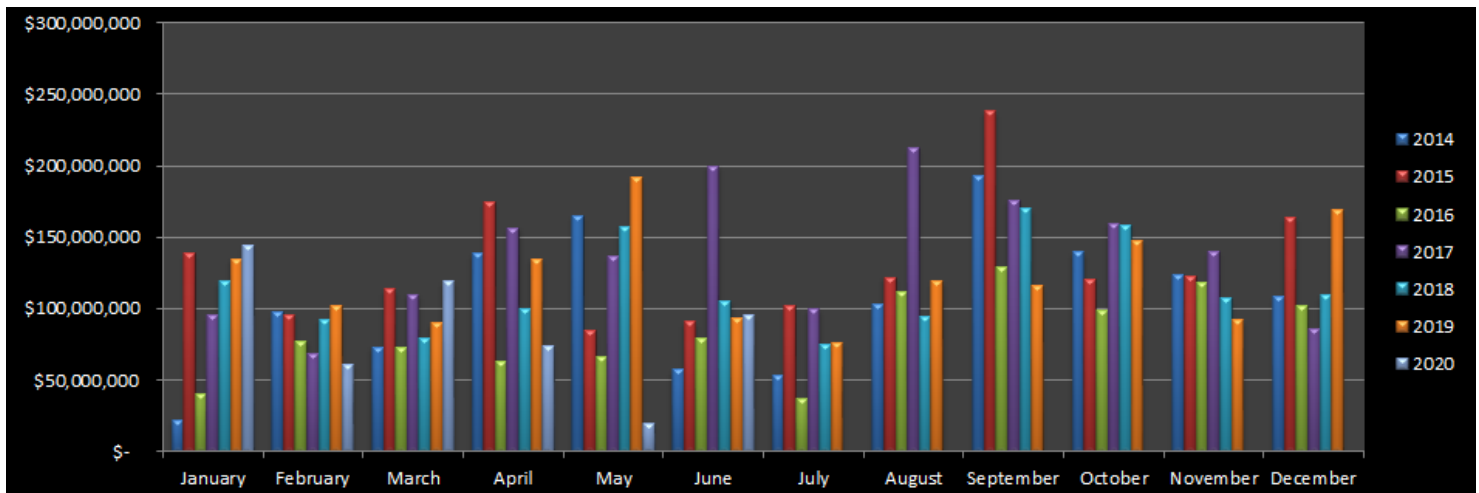


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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. *Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg \$/SqFt metrics, go to pages 7 & 9. A blank cell above represents no sales during the time period.



Estin Report: Total Aspen Snowmass Combined Market June 2020 & Historical Sales



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Estin Report: Total Aspen Snowmass Market June 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	-90%	\$ 19,314,000
June	\$ 57,033,950	59%	\$ 90,812,196	-13%	\$ 79,367,282	152%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750	2%	\$ 95,355,000
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	-65%	\$ 512,753,221
YTD Total	\$ 553,276,597	26%	\$ 697,463,613	-43%	\$ 400,021,800	91%	\$ 765,839,607	-15%	\$ 652,620,438	14%	\$ 745,776,738	-31%	\$ 512,753,221

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Estin Report: Total Aspen Snowmass Market June 2020 Unit Sales

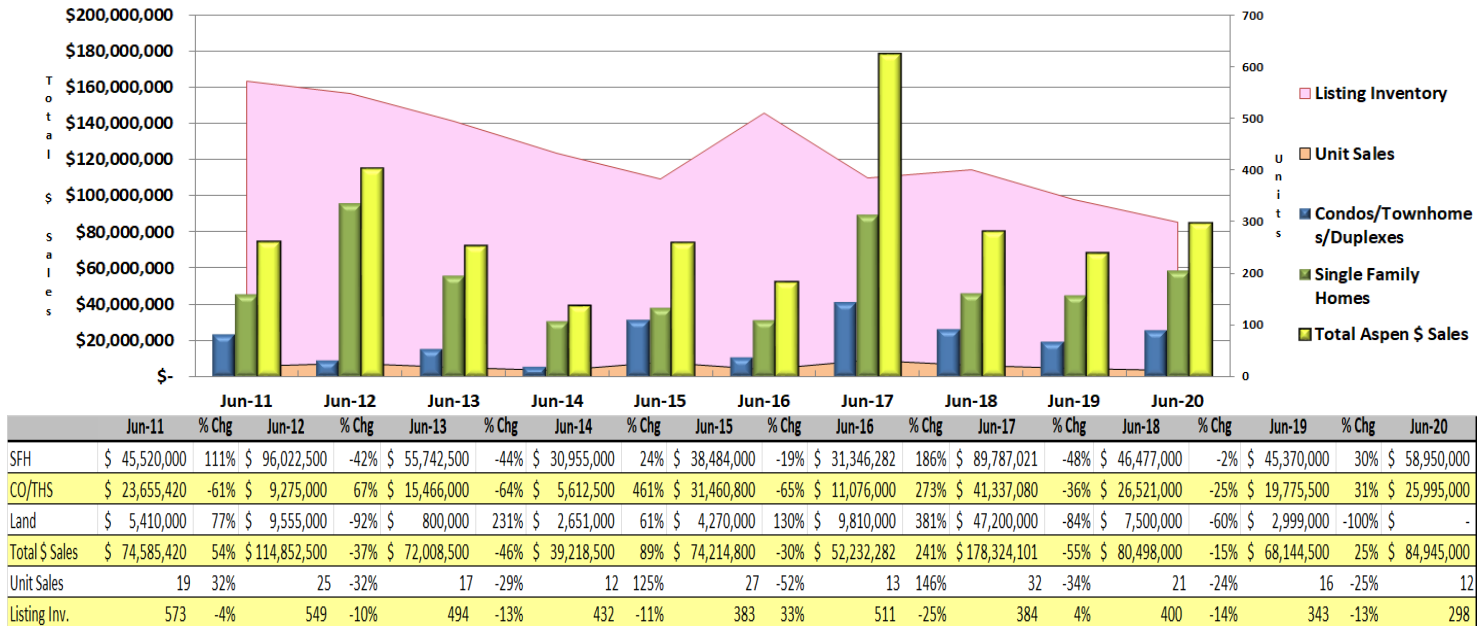
Month	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
January	17	65%	28	-25%	21	48%	31	6%	33	-6%	31	16%	36
February	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20
March	38	16%	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27
April	49	-6%	46	-39%	28	46%	41	-17%	34	38%	47	-64%	17
May	41	5%	43	-58%	18	167%	48	-21%	38	42%	54	-85%	8
June	28	39%	39	-46%	21	100%	42	-10%	38	-26%	28	-29%	20
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	-70%	128
YTD Total	210	7%	225	-39%	138	62%	223	-13%	193	12%	216	-41%	128

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June 2020 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-17	% Chg	Jun-18	% Chg	Jun-19	% Chg	Jun-20	% Chg	May-20	% Chg	May-19
Single Family Homes											
Unit Sales	13	-38%	8	-25%	6	0%	6	67%	2	-82%	11
YTD Unit Sales	54	-19%	44	-9%	40	-30%	28	21%	22	-35%	34
Monthly \$ Sales	\$ 89,787,021	-48%	\$ 46,477,000	-2%	\$ 45,370,000	30%	\$ 58,950,000	89%	\$ 6,725,000	-94%	\$ 119,871,850
YTD \$ Sales	\$ 371,822,521	-18%	\$ 303,169,707	15%	\$ 349,266,850	-33%	\$ 235,006,767	25%	\$ 176,056,767	-42%	\$ 303,896,850
Listing Inventory	175	6%	186	-9%	169	-14%	146	9%	133	-13%	152
Condos / Townhomes											
Unit Sales	13	-8%	12	-33%	8	-25%	6	83%	1	-91%	11
YTD Unit Sales	75	-12%	66	11%	73	-47%	39	15%	33	-49%	65
Monthly \$ Sales	\$ 41,337,080	-36%	\$ 26,521,000	-25%	\$ 19,775,500	31%	\$ 25,995,000	91%	\$ 2,250,000	-91%	\$ 25,030,000
YTD \$ Sales	\$ 158,363,308	27%	\$ 200,539,354	-18%	\$ 163,569,940	7%	\$ 175,564,500	15%	\$ 149,569,500	4%	\$ 143,794,440
Listing Inventory	153	4%	159	-19%	129	-6%	121	4%	116	3%	113
Vacant Land											
Unit Sales	6	-83%	1	100%	2	-100%	0		1	-80%	5
YTD Unit Sales	28	-79%	6	167%	16	-75%	4	0%	4	-71%	14
Monthly \$ Sales	\$ 47,200,000	-84%	\$ 7,500,000	-60%	\$ 2,999,000	-100%	\$ -		\$ 5,500,000	-65%	\$ 15,595,000
YTD \$ Sales	\$ 96,280,000	-66%	\$ 32,600,000	139%	\$ 77,834,615	-88%	\$ 9,550,000	0%	\$ 9,550,000	-87%	\$ 74,835,615
Listing Inventory	56	-2%	55	-18%	45	-31%	31	-3%	32	-24%	42
Total Aspen Market											
Total Unit Sales	32	-34%	21	-24%	16	-25%	12	67%	4	-85%	27
YTD Unit Sales	157	-26%	116	11%	129	-45%	71	17%	59	-48%	113
Total Monthly \$ Sales	\$ 178,324,101	-55%	\$ 80,498,000	-15%	\$ 68,144,500	25%	\$ 84,945,000	83%	\$ 14,475,000	-91%	\$ 160,496,850
Total YTD \$ Sales	\$ 626,465,829	-14%	\$ 536,309,061	10%	\$ 590,671,404	-29%	\$ 420,121,267	20%	\$ 335,176,267	-36%	\$ 522,526,904
Listing Inventory	384	4%	400	-14%	343	-13%	298	6%	281	-8%	307

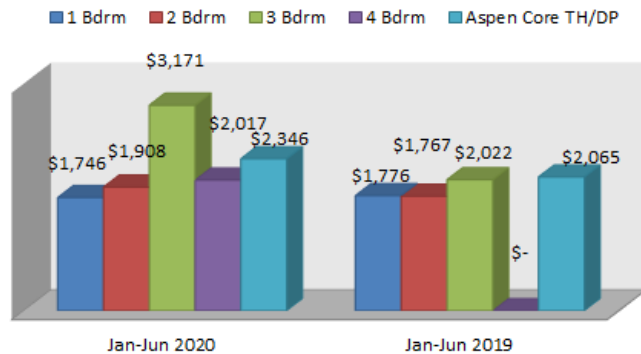
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes,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

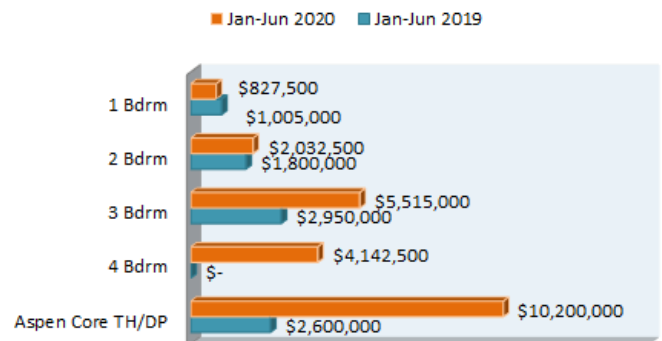


Estin Report: June 2020 Aspen Core Condos* - 6-Mos.Averages

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				% Chg			% Chg			% Chg			% Chg			% Chg			% Chg			
	Jan-Jun 2020		Jan-Jun 2019		Jan-Jun 2020	Jan-Jun 2019		Jan-Jun 2020	Jan-Jun 2019		Jan-Jun 2020	Jan-Jun 2019		Jan-Jun 2020	Jan-Jun 2019		Jan-Jun 2020	Jan-Jun 2019		Jan-Jun 2020		Jan-Jun 2019	
1 Bdrm	900,833	-42%	1,558,000	1,746	-2%	1,776	665	-15%	786	96%	-1%	97%	96%	1%	95%	3	-40%	5	\$ 2,702,500	-65%	\$ 7,790,000		
2 Bdrm	2,069,167	20%	1,729,025	1,908	11%	1,718	1,088	8%	1,004	93%	-3%	96%	91%	-3%	94%	6	-68%	19	\$ 12,415,000	-62%	\$ 32,851,475		
3 Bdrm	5,964,833	84%	3,234,294	3,171	77%	1,789	1,698	6%	1,602	85%	-10%	95%	85%	-9%	93%	6	-33%	9	\$ 35,789,000	23%	\$ 29,108,649		
4 Bdrm	4,142,500	92%	4,614,198	2,017	49%	1,352	2,363			81%	-14%	95%	68%	-27%	93%	3		0	\$ 26,585,000		\$ -		
Aspen Core TH/DP	9,700,714	193%	3,308,333	2,346	14%	2,065	4,075	154%	1,607	88%	-8%	95%	87%	-8%	94%	7	133%	3	\$ 67,905,000	584%	\$ 9,925,000		

*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				
	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019			
Central Core (SFH)	\$19.3	-12%	\$22.0	\$1,810	-47%	\$3,397	77%	-22%	100%	77%	-22%	100%	2	100%	1	\$38.7	76%	\$22.0	13	0%	13	39	-50%	78
Central Core (CO&TH)	\$5.6	190%	\$1.9	\$2,352	28%	\$1,839	86%	-10%	95%	83%	-11%	93%	28	-38%	45	\$157.2	80%	\$87.1	72	-22%	92	15	26%	12
Smuggler (SFH)	\$6.5	-5%	\$6.9	\$1,527	27%	\$1,207	94%	3%	91%	94%	12%	84%	2	-33%	3	\$13.0	-37%	\$20.6	8	-27%	11	24	9%	22
Smuggler (CO&TH)	\$0.8	-57%	\$1.8	\$949	-20%	\$1,187	97%	1%	96%	97%	1%	96%	2	-67%	6	\$1.6	-86%	\$11.0	8	-38%	13	24	85%	13
West Aspen	\$10.1	-12%	\$11.5	\$1,511	11%	\$1,364	77%	-11%	86%	76%	-2%	78%	5	-64%	14	\$50.7	-68%	\$160.7	47	-33%	70	56	88%	30
West End	\$7.7	7%	\$7.2	\$1,965	5%	\$1,873	95%	3%	93%	93%	8%	86%	5	-44%	9	\$38.4	-41%	\$64.8	28	-20%	35	34	44%	23
Red Mountain	\$6.5	-36%	\$10.1	\$1,342	-29%	\$1,902	84%	-10%	93%	84%	-8%	91%	1	-50%	2	\$6.5	-68%	\$20.2	35	35%	26	210	169%	78
East Aspen	\$11.1	78%	\$6.3	\$1,492	27%	\$1,174	86%	-3%	89%	81%	0%	81%	4	0%	4	\$44.5	78%	\$25.0	21	-16%	25	32	-16%	38
McLain Flats/Starwood	\$5.1	-24%	\$6.7	\$1,205	49%	\$809	90%	2%	89%	90%	12%	81%	2	-50%	4	\$10.2	-62%	\$26.7	21	24%	17	63	147%	26
Woody Creek (> \$1.5M)	\$1.9	-32%	\$2.8	\$485	-29%	\$687	83%	-11%	93%	72%	-6%	77%	1	-50%	2	\$1.9	-66%	\$5.6	23	-4%	24	138	92%	72
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.

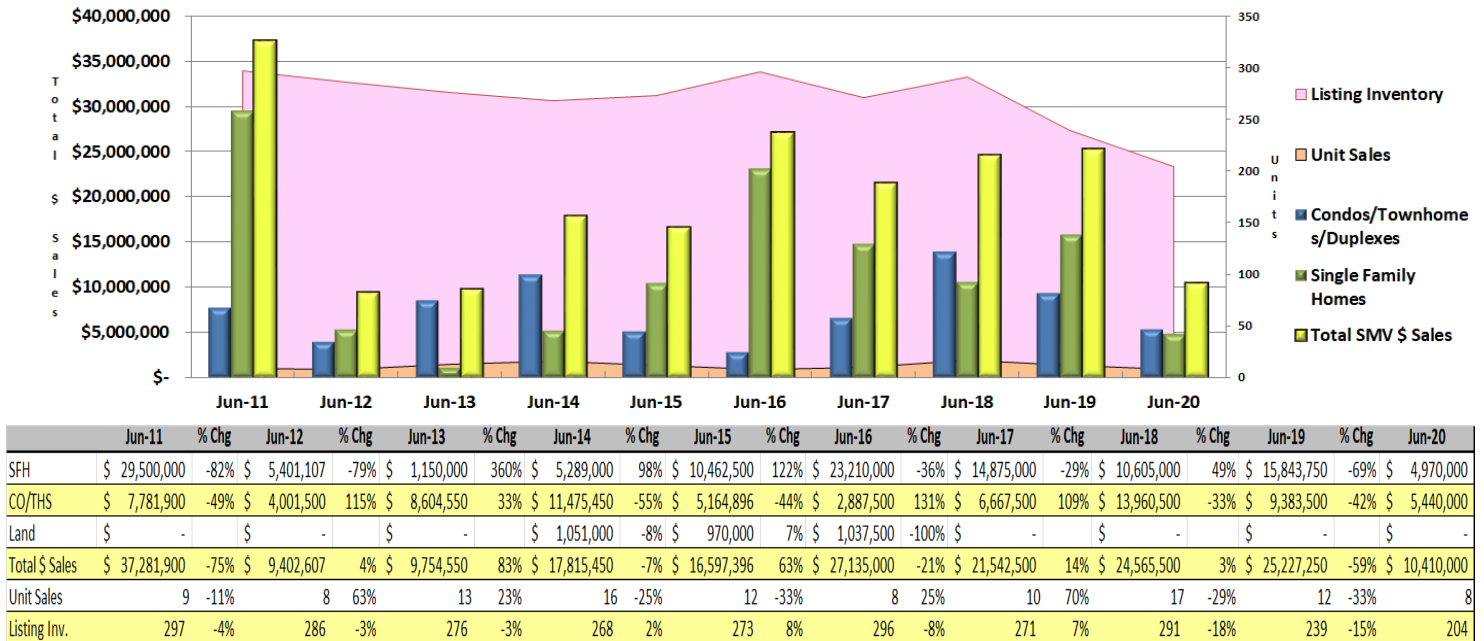
NOTE: Certain properties were removed from these avgs. as outliers—see footnote top pg 3. All blank spaces represent a zero value or invalid percentage.

**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 2020 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-17	% Chg	Jun-18	% Chg	Jun-19	% Chg	Jun-20	% Chg	May-20	% Chg	May-19
Single Family Homes											
Unit Sales	3	33%	4	25%	5	-60%	2	-50%	1	-75%	4
YTD Unit Sales	19	26%	24	-17%	20	-60%	8	-25%	6	-60%	15
Monthly \$ Sales	\$ 14,875,000	-29%	\$ 10,605,000	49%	\$ 15,843,750	-69%	\$ 4,970,000	61%	\$ 1,919,000	-79%	\$ 9,300,000
YTD \$ Sales	\$ 73,347,500	0%	\$ 73,569,677	15%	\$ 84,260,600	-72%	\$ 23,689,000	21%	\$ 18,719,000	-73%	\$ 68,416,850
Listing Inventory	94	-3%	91	-16%	76	-28%	55	-2%	56	-18%	68
Condos / Townhomes											
Unit Sales	7	86%	13	-46%	7	-14%	6	50%	3	-87%	23
YTD Unit Sales	41	29%	53	23%	65	-26%	48	-13%	42	-28%	58
Monthly \$ Sales	\$ 6,667,500	109%	\$ 13,960,500	-33%	\$ 9,383,500	-42%	\$ 5,440,000	46%	\$ 2,920,000	-87%	\$ 21,754,500
YTD \$ Sales	\$ 42,076,278	2%	\$ 42,741,700	61%	\$ 68,676,400	-5%	\$ 65,162,954	8%	\$ 59,722,954	1%	\$ 59,292,900
Listing Inventory	160	16%	186	-19%	150	-5%	142	13%	124	-17%	149
Vacant Land											
Unit Sales	0		0		0		0		0		0
YTD Unit Sales	6	-100%	0		2	-50%	1	0%	1	-50%	2
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 23,950,000	-100%	\$ -		\$ 2,168,334	126%	\$ 4,900,000	0%	\$ 4,900,000	126%	\$ 2,168,334
Listing Inventory	17	-18%	14	-7%	13	-46%	7	0%	7	-46%	13
Total Snowmass Village Market											
Total Unit Sales	10	70%	17	-29%	12	-33%	8	-50%	4	-85%	27
YTD Unit Sales	66	17%	77	13%	87	-34%	57	-14%	49	-35%	75
Total Monthly \$ Sales	\$ 21,542,500	14%	\$ 24,565,500	3%	\$ 25,227,250	-59%	\$ 10,410,000	54%	\$ 4,839,000	-84%	\$ 31,054,500
Total YTD \$ Sales	\$ 139,373,778	-17%	\$ 116,311,377	33%	\$ 155,105,334	-40%	\$ 93,751,954	11%	\$ 83,341,954	-36%	\$ 129,878,084
Listing Inventory	271	7%	291	-18%	239	-15%	204	8%	187	-19%	230

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

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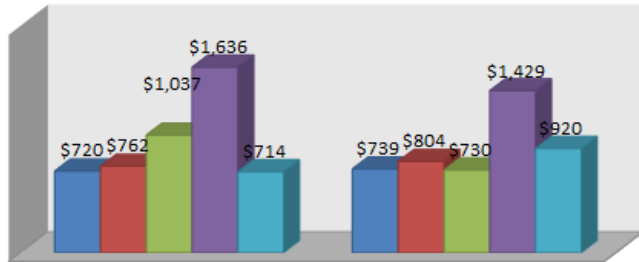
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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



Estin Report: June 2020 Snowmass Village Condos*—6-Mos. Averages

Avg Sold \$ / Sq Ft

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

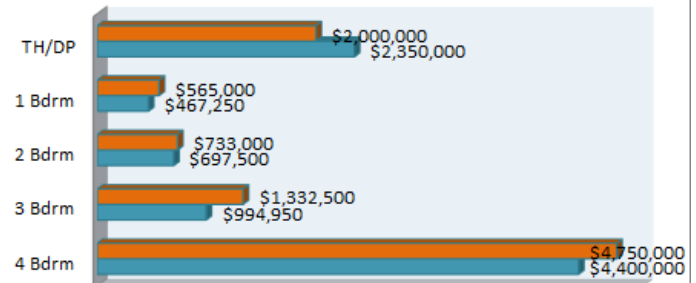


Jan-Jun 2020

Jan-Jun 2019

Median Sold Price

■ Jan-Jun 2020 ■ Jan-Jun 2019



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.)*		
	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	Jan-Jun 2020	% Chg	Jan-Jun 2019	
Divide													0		0	\$0.0		\$0.0	6	-40%	10	
Wood Run			\$5.0			\$1,225			97%			96%	0	-100%	4	\$0.0	-100%	\$20.1	14	-13%	16	
Ridge Run	\$3.9	7%	\$3.6	\$917	9%	\$837	94%	1%	93%	91%	2%	89%	4	-43%	7	\$15.6	-39%	\$25.5	13	-32%	19	20
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			\$1.9			\$716			95%			90%	0	-100%	4	\$0.0	-100%	\$7.5	4	-67%	12	
Meadow Ranch	\$0.8			\$646			96%			96%			1		0	\$0.8		\$0.0	3	-50%	6	18
Horse Ranch			\$2.7			\$878			96%			87%	0	-100%	1	\$0.0	-100%	\$2.7	6	50%	4	
Sinclair Meadows			\$3.4			\$1,126			92%			87%	0	-100%	2	\$0.0	-100%	\$6.8	1	-50%	2	
Country Club Estates	\$1.7			\$653			89%			87%			2		0	\$3.4		\$0.0	1	0%	1	3
Old Snowmass (> \$1.5M)	\$5.2	36%	\$3.8	\$829	31%	\$633	88%	15%	76%	80%	47%	55%	6	500%	1	\$31.1	718%	\$3.8	20	-46%	37	20

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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 2020: Aspen Snowmass Real Estate Market Snapshot



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The Primary Market Guide for Aspen Snowmass Real Estate Information.



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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."

