

Estin Report: Bottom Line blog comments on Aspen real estate market and Covid-19, Mar 9, 20 – Jul '27, 20,
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www.EstinAspen.com 970.309.6163]

07/27/20 Bottom Line: Sales activity is off the charts. Experienced brokers have never seen a market like this. Properties are getting multiple offers and there are numerous disappointed buyers. A [Colorado Sun news article today](#) hits the key points. At times similar to these, here are notes I've written from the past: **Corrections and opportunities... fallacy or truth?** ...There are a number of buyers who say, "I'm sitting on a lot of cash and I'm ready to jump in as soon as the market tanks. Let me know asap cause I'd like to pounce."; "Okay, sure no problem..."; Or "Find me a great opportunity, I'm a cash buyer and I can do a deal in a day." **The truth:** There are maybe 75-100 brokers out there right now with clients ready to make a similar move. Many, if not most, buyers are sophisticated, learned, follow the market daily and a pricing anomaly gets identified immediately. The only real discounts I've witnessed in the past 5 years are auction properties. These have typically been on the market for a very long time, often over-priced from the beginning of the listing period, then becoming stale and falling out of interest by the professional real estate community. **Market peak?** No one wants to buy at the market peak and we are probably closer to the top than the bottom, so **Why would a buyer want to buy now?** Because...historically, Aspen prices have always been at record highs at whatever point in time ... they follow a step-up pattern with the exception of the Great Recession when everything everywhere went south. The most common refrain – and mistake in contemplating a purchase of Aspen real estate – is "woulda, coulda, shoulda" or "If only I'd bought then." **The only people who made a mistake are the people who never bought.** Inevitably, there will be market adjustments, but the long term trend is that it has always been prudent to get into our market now. Buyers may get discouraged and simply walk in order to wait for a downturn, but how long does one really want to wait if they have a family and kids and grandchildren and Aspen Snowmass time is so relatively limited and finite? **And in a Covid-19 pandemic world?** If there's anything the past 6 years (since the real current run-up commenced in early spring 2014) and the 40 years between 1968-2008 have demonstrated, it's that Aspen prices continue to rise and buyers who have waited for a correction during this period are paying an expensive waiting game, financially and time-wise, burning up perhaps one's best years. See [prior Bottom Line weekly comments, Mar 1-July 27, 20.](#)

July 27, 2020 The Colorado Sun By Jason Blevins [@jasonblevins](https://twitter.com/jasonblevins)
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“The great urban exodus:” Colorado resort towns see flood of second-home buyers, burst in school enrollment. Schools in Aspen, Vail and Crested Butte are reporting record interest and enrollment as part-time residents relocate to their vacation homes and urban buyers flock to mountain retreats. Urbanites fleeing cities for homes in the hills are pulling mountain resort real estate out of a pandemic slump.



Darin White Eydenberg sits with her children, from left, Harrison, 10, Everly, 4, and Graham, 8, outside their home in Aspen, Colo., Thursday, July 23, 2020. The Eydenberg family recently moved into their Aspen vacation home from New York City and have enrolled the children in the Aspen Country Day School. (Barton Glasser, special to The Colorado Sun)

Inventories are dwindling, prices are soaring and resort-town schools are seeing enrollment climb as second-home owners and newcomers settle in places like Steamboat Springs, Vail, Crested Butte, Telluride and Aspen.

Aspen Sotheby’s broker Tim Estin calls it “The Great Urban Exodus” in his widely followed [weekly blog](#).

“I think a lot of people already had it on their minds for some time and they are seeing how their kids are flourishing out here and they are maybe more aware of the challenges in the urban environment,” said Darin White Eydenberg, who is enrolling her three children in a private school near their Aspen vacation home as she and her husband avoid returning home to New

07/20/20 Bottom Line: In the next 1-4 weeks, many of the properties recently gone under contract will be closing. The closings will allow us to see price trends in this recent sales spike as a result of the Covid 19 Aspen opening up in early June. The direction is likely upwards due to strong demand and an increasing number of new listings coming onto the market at a new wave of higher prices. Nothing says it like the data:

Estin Report: Present Activity*	Jun 1, 19 - Jul 15, 19	%Chg	Jun 1, 20 - Jul 15, 20
Versus same time last year			
Property Sales > \$20M	1 (at \$23M)		2 (the highest at \$27M)
Property Sales > \$10M	0 (next highest sale at \$9M)		5
Sales > \$2,000 Sq Ft	5		5
Highest \$/sq Ft	\$2,778		\$6,087 Dancing Bear PH followed by \$3,090 at 720 Willoughby Way
Under contracts (used as future indicator)	46	141%	111
New listings	79	97%	156
Total actives	364	51%	549
Number sold*	40	-5%	38
Sold \$ Volume	116,831,750	51%	175,928,631*
Avg sale Price	\$2.92M	59%	\$4.6M

* Even though the number of units sold is about equal to the same period last year, much higher priced properties are selling inventory, the number of active listings, is increasing as higher prices and activity entice sellers into the market.
*For Residential sales in Upper Roaring Fork Valley:
Aspen, Brush Cr, Snowmass Village, Old Snowmass & Woody Cr
Source: Aspen Glenwood Spring MLS

© Estin Report: State of Aspen Real Estate

Click to enlarge

07/13/20 Bottom Line: In the Aspen Glenwood MLS for the Roaring Fork Valley, 2020 YTD dollar sales volume of \$1.971MM has exceeded 2019 at \$1.929MM. (Monthly figures below are for the upper RF Valley.) There is a high level of activity throughout the valley and into the I-70 corridor and strong sales activity continues across all price points and areas. In Aspen and Snowmass, we are seeing more multiple and back-up offers. Seismic rental demand continues with people wanting to stay here longer. People want to move out here full-time from the cities – as always, the quality of life here is the magnet but low interest rates, Covid 19 and civil unrest have created greater urgency than ever. We are seen as a financial haven, a 2nd home safe haven and a place to move permanently where people may not have been considering this as urgently as before the past 6 months of world-wide disruptions. See links below to view sold and under contract properties last week. A spreadsheet of under contracts for the week is [attached](#).

07/06/20 Bottom Line: Another another huge week of sales activity. The energy in the marketplace is palpable and moving quickly. (25) more properties went under contract last week: (9) of these are over \$10M ask price and (5) of these are over \$20M ! Buyers seem to be resolute in an Aspen area purchase, unwilling to procrastinate or postpone a life-long desire to buy here amidst a Covid 19 and urban violence backdrop. If you are considering a property, act promptly as multiple offers are becoming more frequent and inventory of quality properties fast diminishing.

06/30/20 June 2020 YTD Aspen Snowmass Real Estate Market Snapshot

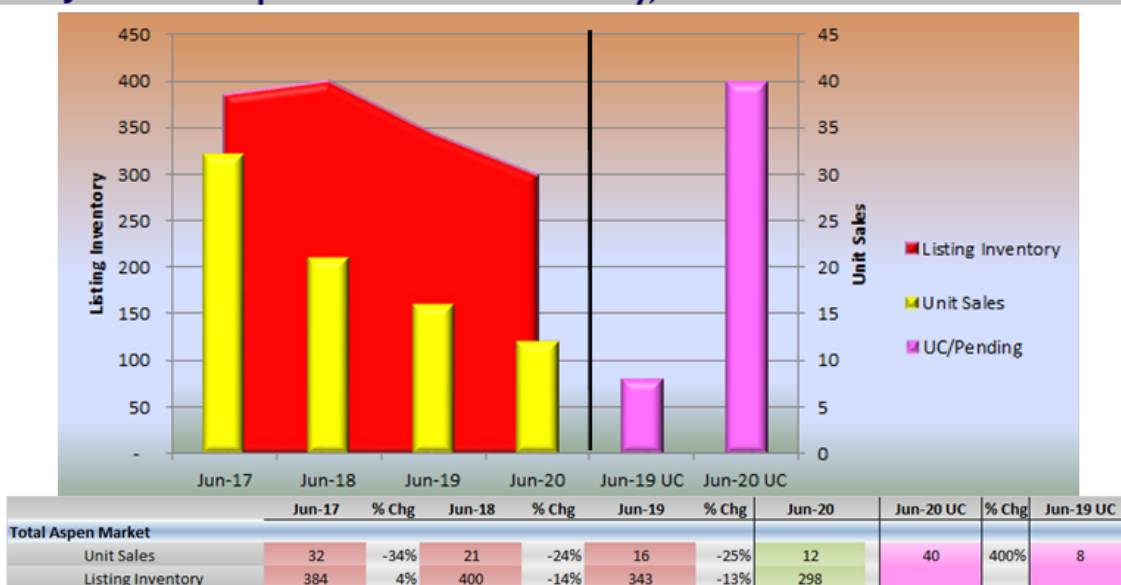
Released June 30, 2020 v3.0

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. There were (27) in Aspen, (17) in Snowmass village, (3) in Woody Creek (3) and (5) in Old Snowmass. 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...what's happening? Call it the Great Urban Exodus – people fed-up with big city living. The impetus may well be historic low interest rates – money is dirt cheap, 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, going.” People have learned they can work from anywhere, clients understand it. There’s a new-found comfort level that business can be done from anywhere.

Buyers want to move here for longer durations or full-time, get their kids into the schools and they appear willing to pay up although there have been discounts at 10-30% off ask of big ticket properties over \$15M. At Aspen Country Day School, anecdotally, there are 40-50 new applications and consequently the school is increasing enrollment; Maroon Creek Club memberships...13 new applicants for just 5 membership slots and tennis memberships are oversold.

June 2020 Aspen Real Estate Inventory, Sales and Under Contracts



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 outbuildings 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.*

Links to June 2020 Aspen and Snowmass Village Sold Property Photos and Details

[Aspen Jun 2020 Closed Properties \(11\).](#) This link is valid until 7/31/2020.

[Snowmass Village Jun 2020 Closed Properties \(8\).](#) This link is valid until 7/31/2020.

Estin 'Bottom Line' blog posts March – June 2020

06/29/20 Bottom Line: Another huge week of sales activity for Aspen and Snowmass real estate...With (17) properties going under contract last week, the 3-week total of under contracts 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) properties 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. There were (27) in Aspen, (17) in Snowmass village, (3) in Woody Creek (3) and (5) in Old Snowmass, a clear and healthy indication that the geographic rings of interest have finally expanded outwards beyond Aspen.

06/22/20 Bottom Line: Aspen and Snowmass real estate sales are surging across the board in all categories. The local opening up from Covid-19 restrictions has unleashed a wave of pent-up demand. In the past two weeks, (37) properties have gone under contract. What's happening? ...People moving from the cities and planning to stay here. There are a lot of opportunist buyers and motivated sellers. Buyers want to move here, get their kids into the schools and they appear willing to pay up although there have been discounts at 10-30% off ask. At Aspen Country Day School, there are 40-50 new

applications and consequently the school is increasing enrollment; Maroon Creek Club memberships...13 new applicants for just 5 membership slots and tennis memberships are oversold. There's been a significant shift in focus from the till sizzling interest in the Central Core and West End to the outside periphery. Buyers are looking for acreage and space...Woody Creek and Lower River Road, Starwood, Mclain, Flats, Old Snowmass are experiencing an sales uptick on properties that have been on the market quite a while. Making an offer is the key. Get the discussion going. You never know how it'll end up.

06/15/20 Bottom Line:

As Aspen opens up from the three month Covid-19 shutdown to 50% capacity limits for hotels/lodging, restaurants but no bar/club openings, real estate sales are returning with a surge amidst signs of significant price discounting. Last week, there were (3) developer owned properties that closed between \$11.5M – \$21.5M in a range of 24%-31% off ask price. Two of these properties went under contract in the 1st week of June. It is evident that if you are looking for sizable discounts in the current market, seek out newer-built developer inventory where selling is a business and not personal. Call me to discuss targets and ideas. There were (18) Aspen and Snowmass properties that went under contract last week releasing a floodgate of pent-up demand. Interest in summer rental properties has been huge with many requests for 2-3 month or longer rentals rather than more typical one-month, July or Aug, requests.

06/08/20 Bottom Line:

Two high priced Aspen properties went under contract this past week perhaps signaling a return to normalcy post Covid 19 shut down...the Dancing Bear Penthouse ([See floorplan](#)) with an ask price \$23.995M/\$7,982 SF and a proposed closing date of 6/08/20; 1055 Stage Road, a 4.5 acre, 11,000 sq ft stunning private river home property adjacent to the Maroon Creek Club with an ask price of \$30M – was going to auction Jun 27-30 but now scheduled to close on 6/29/20. ([See survey](#)).

06/01/20 Bottom Line: ramblings from the street.

Offers are coming in...but in general, they are low across the board – in Aspen and Snowmass Village (SMV). In mid valley and down valley its completely different: life there goes on and people need housing. Up-valley in Aspen, properties are for the most part discretionary purchases – 2nd homes, vacation homes. Here it's a want, not a need.

Yes. There are some listings that are especially motivated. Buyers should make an offer, start the conversation. My advice generally is: "I don't know how motivated the seller is. But if you're going to make an offer, make it legit, put it in writing. At least try to get the seller to engage. Then, we'll get real information back – or not. Things happen doing

this more than one would think.” And if you hear, “They’ve already picked out a replacement property”, yes, it implies motivation.

Buyers are pulling down prices on some specific properties. There are a few properties over >\$10M that have recently gone under contract at significant discounts. These will be reference points in 4-8 weeks. The way offers are coming in now, it’s hard to believe there won’t be sellers who don’t lower their price and we will begin to see new lower metrics. Savvy sellers will get ahead of this. Now.

But many sellers are feeling optimistic. There are more people looking now than in a usual May.

It would seem most logical to look at developers for seller motivation rather than a residential owner/seller who’s living and using the house. In the financial crisis, the properties that sold in the first 2-3 years were developer inventory. These guys have to sell – it’s business, not personal. “Get in, get out.” is their mantra.

The 3-auction Aspen seller at the end of June is a developer and apparently has no debt. Why then are these properties at auction? It’s a novel idea, smart and generating a lot of buzz, great marketing. Apparently there have already been several low offers but nothing accepted so far.

The toughest part at present is confusion between buyer and seller as to where the market is – there is the current market now versus the market pre-Covid lockdown. Buyer’s concern is that they will overpay in a very uncertain market.

In 2008-2011, there was not an efficient market outside the Core. Sellers that sold in the beginning of the crisis, sold at 10-15% discount versus sellers who finally lowered their price 2-3 years later and suffered far greater loss.

In this uncertainty, we have not seen a lot of new listings or properties going under contracts.

However...on the other hand, maybe there will be little discounting Covid 19 related because of urban dwellers coming here full time and sellers taking their property off market in order to spend more time here full-time. The stay at home lockdown has changed people’s perceptions of where they can live and work and where they want to now live. Aspen offers a quality of life unmatched. Period.

Best deal areas: Snowmass Village, East Aspen, Starwood, Aspen Highlands.

05/25/20 Bottom Line: Aspen will be opening up restaurants and lodging on May 27th at 50% capacity. Bars, music venues still closed. It’s a start...

05/18/20 Bottom Line: The conversation that is taking place between buyer and sellers:

Buyers are talking about the new world, new data...of which there really isn't. Prices have not changed at present. If they are making offers, they've been 20-40%. If the ask price is 10M, the offer is 6M – the higher the ask price, the greater the discount expectation. Anecdotally, maybe 50-60% of buyers want a 20M property for 12M. Sellers are countering maybe at 5% off ask. A big divide. On average, the typical discount to ask has been 3-8% in the past year (2019) depending on the property type, location and seller's motivation.

-Sellers are saying and thinking “Why should I lower my price if the comparable prices have not changed?”

-Reason why one might consider lowering their price...?

-Uncertainty is in the air. The financial markets are off 15-25% depending on when one looks at the indices. Yes, the country is opening back up, but what will it look like in 2, 4, 8 weeks, etc. Will things be better or worse? What would Covid-19 Round II look like.

-Uncertainty leads to paralysis...buyers need a reason to step into the fray. Price usually accomplishes that.

-The few buyers who ARE stepping up to the plate are saying they are one of very few making offers...for what is a “want” item/less of a need item...”I don't want to be the statistic that buys a 10M listing at 9M. I want to buy at what would be considered below market. 5-10% below ask doesn't cut it.”

-Sellers say they are not desperate: “Summer will be busy; there will be a demand for big urban buyers who don't want to deal anymore urban density and safety/health concerns...”Enough”, some prospective buyers are saying. And sellers say, “People who can afford an Aspen lifestyle are the people who will make our market again...”. I've also heard anecdotally that as a result of Covid 19 stay at home, many 2nd home and vacation home owners express such grateful relief to have their retreats, an alternative place to go to other than their primary home. And that the leading real estate beneficiaries may be the western US states – in particular CO, UT, AZ.

Let's look at what happened in the last recession: 2008: Aspen, especially the Core, picked up more quickly than other areas. Snowmass Village (SMV) Properties that sold in 1-2 Yr period of 2010-2011 closed at 10-15% off list. Then we were in a 2-4 yr period in which values went down another 15-25%. Prices dropped in aggregate 25-40%, sometimes more.

-The point to buyers: you are not going to get 20-30% off at this time, but if you think along the lines of 10-15% off ask, you may be able to get a really good deal.

-Buyers want to be 1st one in at a new price representing a substantial discount...No one knows what is going to happen...no winter season, 2nd round of Covid, no gondola opening this winter?...Brokers are trying to get buyers comfortable with an entry point offer.

-Sellers need to understand the conversation that is going on which is beyond simply looking at the most recent comps. I might ask a seller where they would start with an offer if they were the buyer..."You can't blame a buyer for being cautious and wanting to buy at a level that accommodates their perceived level of risk..."

For sellers:

-Upon receiving an offer: This is or may be a "bird in hand" offer...there could be a couple of years given the uncertainty...who knows? It is always a good idea to counter...keep the conversation going.

-A number of brokers estimate that 20-25% of current inventory for sale is overpriced...do you want continue to be overpriced given this present uncertainty? In the 2008 crisis, sellers who held on to unrealistically priced properties, followed the market down for 2-4 years and suffered the

05/06/20 "Bottom Line" comments are displayed here and at [Current Reports Apr 2020 Snapshot](#)

Released May 6, 2020 v1.5 Since the Covid 19 shutdowns, I've been writing "Bottom Line" comments/log most weeks and they appear below in chronological order.

There were (17) closings in Apr 2020 in Aspen, Brush Creek Village, Woody Creek, Snowmass Village and Old Snowmass – (15) of these went under contract prior to Mar 9th when Covid-19 related events changed reality in the US as we have known it.

- For the Total Aspen & SMV Combined Apr '20 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.

The significant under contract and fall through of contracts – about 50% are failing – are not necessarily evidence that Aspen has slammed on the brakes anticipating some sort of crash.

There is a sense of cautious optimism that, at least for now, sale prices have held fairly steady. That means that while both buyers and sellers may be holding off because of

health risks or economic uncertainty, there isn't a panic-induced rush to offload property at a lower price point. But it simply may also be too soon to tell.

At least 25% of the Aspen market is Texas based and the oil and gas industry has been crushed. There are predictions we will see fall-out from this this summer. But it has not happened yet.

Right now, the sense is that we are dealing with something temporary, hitting the pause button and intend to resume as the economy recovers.

The question of course, becomes, whether the steady prices at the moment will hold.

Inventory levels, properties for sale, have been declining steadily for the past 2-3 years. We are presently at the lowest levels in over a decade. This puts pressure on prices to remain high or even perhaps go higher.

A Zillow analysis forecasts a 2 to 3 percent drop in home prices through the end of 2020 nationwide. Most Aspen buyers in the past year have been getting 3-10%, average 6-7%, off ask prices.

In Aspen/Snowmass, for properties presently under contract, there's been anecdotal evidence that buyers are trying to negotiate incremental additional savings prior to their earnest money becoming non-negotiable, going hard.

Those involved in real estate in Aspen/Snowmass are holding out hope that this area's relative remoteness, natural beauty, sophisticated infrastructure and amenities will create a new-found interest as a full-time residential alternative. In coastal areas, especially in NYC, rentals for 2nd homes and summer use have seen surging demand as have inquiries into homes for sale in vacation areas.

Buyers are still out there, they may just be waiting to see what homes will be listed in late May and June for the summer season while sellers hold off on listing houses until they are less nervous about having strangers in their home.

Bottom Line 05/04/20 – see full “Bottom Line” comments at [Current Reports Apr 2020 Snapshot](#):

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For the **March 2020 Snapshot**, I wrote, “In the present Covid 19 shut down of all non-essential Aspen and Snowmass businesses, the following table and chart series document the radical change in market activity during March 2020 – fall throughs (deals that didn't close), under contracts and solds in Feb and Mar 2020 vs 2019 year over year (YOY). We've yet to see the slowdown's effect on actual sales as there is generally a 30-60 day lag time from under contract to closing.”

Bottom Line: April 13, 20. Aspen and Snowmass real estate market activity has declined dramatically in the past 4 weeks. The Estin Report has created a downloadable Aspen and Snowmass Village chart series documenting fall throughs (deals that didn't close), under contracts and solds in Feb and Mar 2020 vs same period 2019. Links to these are on Top Page 1 of the snapshot.

On average, sales through March are fairly even with last year – but these were mostly sales that went under contract in Feb and earlier in March. We've yet to see the slowdown's effect on actual sales as there is generally a 30-60 day lag time from under contract to closing.

A big winner has been properties sold at \$10M and over where there were (5) sales in Mar '20 versus (0) last March. Sales of this high-end class are up 50% through March '20 YTD, (9) now vs (6) last year.

But the big hit due to Covid-19 is unfolding now where Fall Throughs and Under Contracts are present and future indicators.

Here are some key metrics for Aspen only:

Table I. Aspen Real Estate: 2020 vs 2019 Feb & Mar Comparison

	Mar 2020	% Chg	Mar 2019	Feb 2020	% Chg	Feb 2019
Withdrawal Date	13	225%	4	4	33%	3
Cancel Date	9	-31%	13		-100%	2
Fall Through	13	550%	2	3	0%	
Under Contract	8	-73%	30	15	-32%	22
Solds	12	-43%	21	4	-60%	10

Of the 23 Under Contracts (UC's) in Feb & Mar 2020, 10 properties have closed.

Of the 52 Under Contracts in Feb & Mar 2019, 51 closed.

Mar + Feb 2020 Fall Through's = 16; Mar + Feb 2019 Fall Throughs =2, up 700%

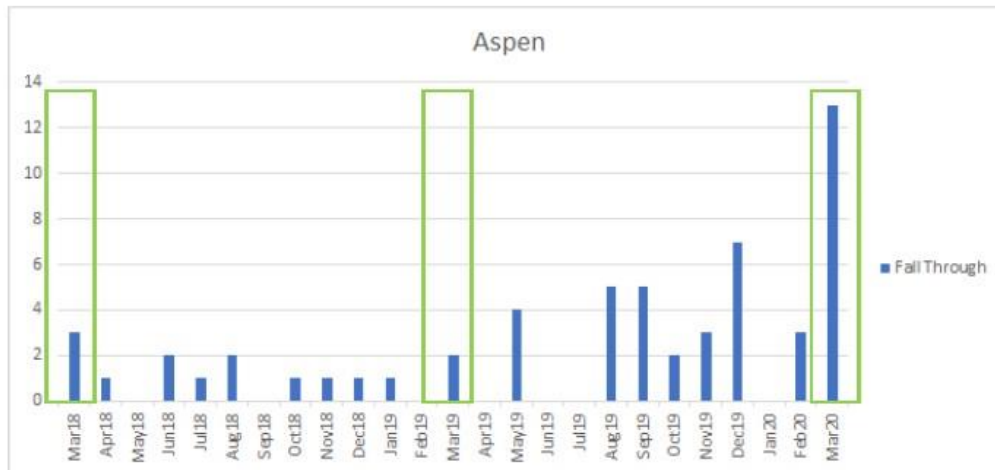
Mar + Feb 2020 UC's = 23; Mar + Feb 2019 UC's = 52, down 56% YOY.

Mar + Feb 2020 Solds = 16; Mar + Feb 2019 Solds = 31, down 48% YOY.

Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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Chart I: Aspen Fall Throughs



Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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- Mar + Feb 2020 Fall Through's* (16) vs Mar + Feb 2019 Fall Throughs (2), up 700%.
- Mar + Feb 2020 UC's (23) vs Mar + Feb 2019 UC's (52) 52, down 56% YOY.
- Mar + Feb 2020 Solds (16) vs Mar + Feb 2019 Solds (31), down 48% YOY.*Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

Snowmass Village only key metrics:

Table I: Snowmass Village Real Estate: 2020 vs 2019 Feb & Mar Comparison

	Mar 2020	% Chg	Mar 2019	Feb 2020	% Chg	Feb 2019
Withdrawal Date	5	400%	1	0	-	0
Cancel Date	7	-67%	21	5	150%	2
Fall Through	7	-	0	2	0%	1
Under Contract	4	-82%	22	15	0%	15
Solds	14	17%	12	12	9%	11

Of the 19 Under Contracts in Feb & Mar 2020, 12 properties have closed.

Of the 37 Under Contracts in Feb & Mar 2019, 37 closed.

Mar + Feb 2020 Fall Through's = 9; Mar + Feb 2019 Fall Throughs = 1, up 800%

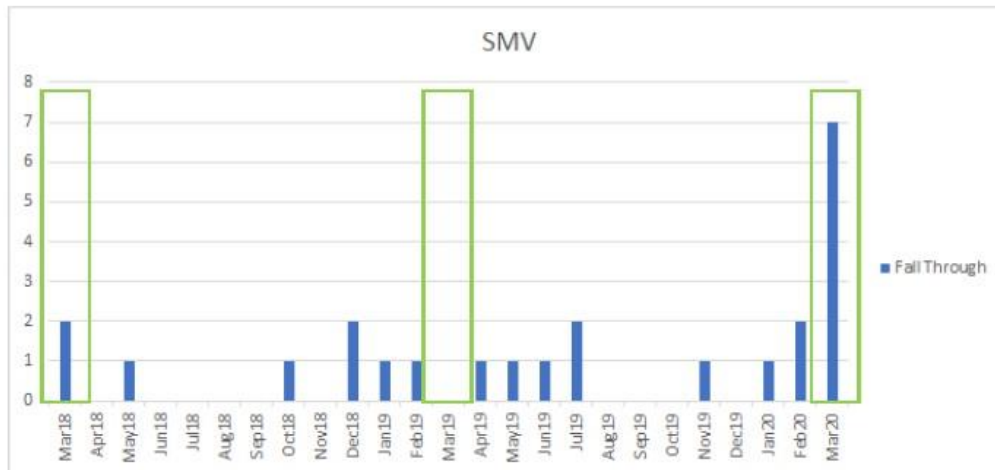
Mar + Feb 2020 UC's = 19; Mar + Feb 2019 UC's = 37, down 49% YOY.

Mar + Feb 2020 Solds = 26; Mar + Feb 2019 Solds = 23, up 13% YOY.

Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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Chart I: Snowmass Village Fall Throughs



Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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- Mar + Feb 2020 Fall Through's (9); Mar + Feb 2019 Fall Throughs (1), up 800%
- Mar + Feb 2020 UC's (19); Mar + Feb 2019 UC's = (37), down 49% YOY.
- Mar + Feb 2020 Solds (26); Mar + Feb 2019 Solds = (23), up 13% YOY.*Fall Through is defined as when a property falls through and the deal does not successfully close.

March 23, 2020 Bottom Line: Anecdotally there were about 30 properties under contract in Aspen. Approximately 30-35% of those have terminated over the past two weeks as a direct result of the economy and coronavirus concerns. There have been (3) properties put under contract since March 9th. (I will be releasing the March 2020 Market Snapshot in the next few days and some adjustments to these figures may result.) Since then, there have been very limited property showings. Like everywhere else, Aspen is closed for non-essential business and the ski mountains have been shut down a month early. At the same time, there are buyers starting to look for “deals” which may only be fully realized with actual written offers put in front of sellers.

March 9, 2020 Bottom Line: Things were fine until they weren't. Today, as this is written, we face great uncertainty with the coronavirus and financial market upheavals. Markets have changed dramatically almost overnight and the Aspen real estate market is obviously in this mix. We are in uncharted moment(s), and one's circumstances may or may not be uniquely different. Here are some lessons culled from the financial crisis a decade ago.

- As over 60-70% of Aspen real estate transactions are cash, historic record low mortgage rates may have little impact on sales. But with money so cheap, perhaps this will incentivise buyers to step up.
 - Price reductions may offset a slowing market and smart, maybe prescient, motivated sellers may want to get ahead of global financial disruptions with pre-emptive price reductions or be prepared to wait out the crisis.
 - Buyers may want to step up with aggressive offers. The only way to know the motivated level of a seller is to put an offer in front of them. All else is talk and speculation.
 - One thing is sure: when uncertainty prevails, opportunities arise.
 - But it'll take time for prices to come down, if at all. The market is still where its been. We don't have recent sales to indicate the market has changed yet.
 - Sellers who had the fortitude to get ahead of the falling knife of the 2007-2009 financial crisis faced far less loss than those who clung on and followed the market down.
 - Buyers who had the cash and fortitude to step up and make purchases in the heart of darkness when risk was greatest were well rewarded over time.
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Wash your hands. Stay healthy. 🙌🙌😬😬.

Best wishes, Tim

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[Estin Report: Aspen Snowmass Real Estate Market 2020 ws](#)

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