



August 2020: Aspen Snowmass Real Estate Market Snapshot

RELEASED 9.3.20 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.75 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: It's early Sept. and activity has slowed slightly with a number of summer visitors headed home for school and fall beginnings. But the real estate market continues at a high pitch. Besides the dramatic spiking charts and tables in this market summary, further evidence is in the following: The online real estate contract writing program CTM slowed to a dead server crawl in the past two weeks delaying the drafting of contracts while their tech-help department took 1-1.5 hrs to pick-up; Our local MLS listing and property search system had similar server delays and a creeping pulse. Inventory of well-priced properties is so scarce that when such an unheard of listing appears, buyers pounce with multiple offers. And there are multiple offers on properties that have languished on the market for years. If you are serious about Aspen or Snowmass real estate, you must act now, secure the property - lock it up - and do the heavy thinking afterwards while in due diligence.

August 2020 Aspen & Snowmass Village Real Estate

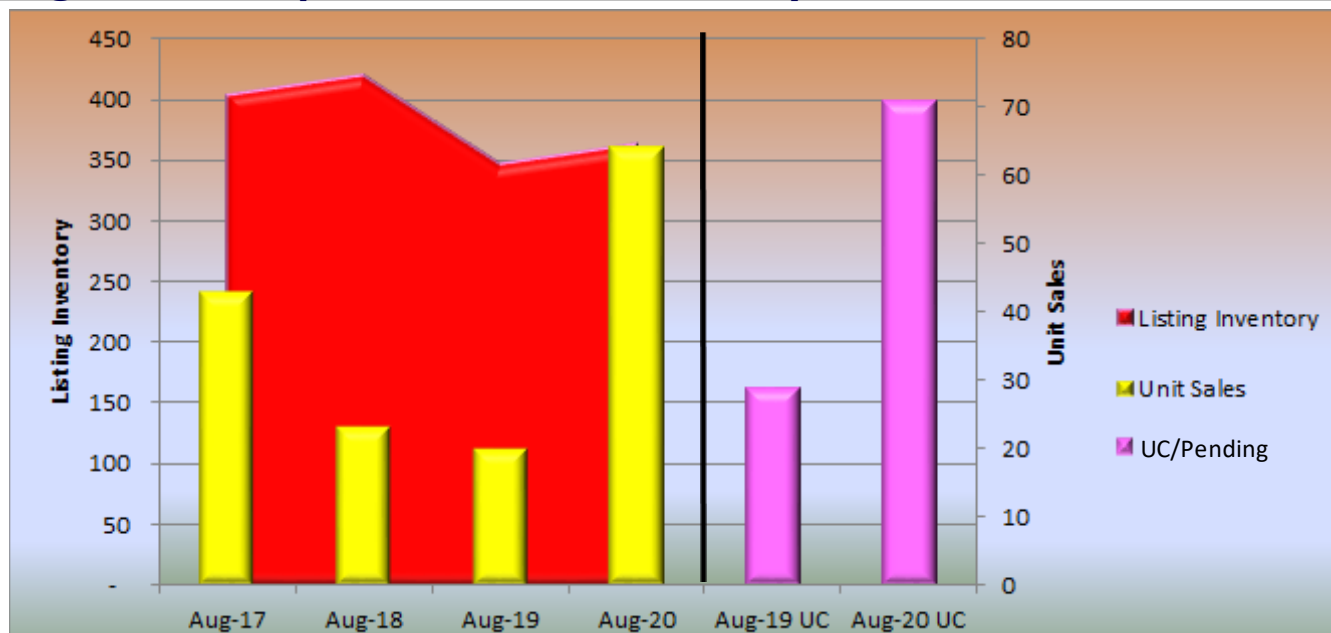
Total Aspen Snowmass Market	Aug-20	% Change	Aug-19
Monthly Unit Sales:	98	139%	41
Year-to-Date Unit Sales:	269	-4%	280
Monthly Dollar Sales:	\$ 535,531,000	349%	\$ 119,314,750
Year-to-Date Dollar Sales:	\$ 1,269,125,946	35%	\$ 941,439,888
Listing Inventory:	578	-1%	585
Aspen Market			
Monthly Unit Sales:	64	220%	20
Year-to-Date Unit Sales:	161	0%	161
Monthly Dollar Sales:	\$ 476,023,000	439%	\$ 88,366,500
Year-to-Date Dollar Sales:	\$ 1,072,751,267	47%	\$ 731,288,904
Listing Inventory:	363	5%	347
Snowmass Village Market			
Monthly Unit Sales:	34	62%	21
Year-to-Date Unit Sales:	108	-9%	119
Monthly Dollar Sales:	\$ 59,508,000	92%	\$ 30,948,250
Year-to-Date Dollar Sales:	\$ 196,374,679	-7%	\$ 210,150,984
Listing Inventory:	215	-10%	238
Total Property Sales \$10M and Over			
Monthly Unit Sales:	14	600%	2
Year-to-Date Unit Sales:	32	60%	20
Monthly Dollar Sales:	\$ 231,495,000	658%	\$ 30,550,000
Year-to-Date Dollar Sales:	\$ 527,042,135	66%	\$ 317,184,350

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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.



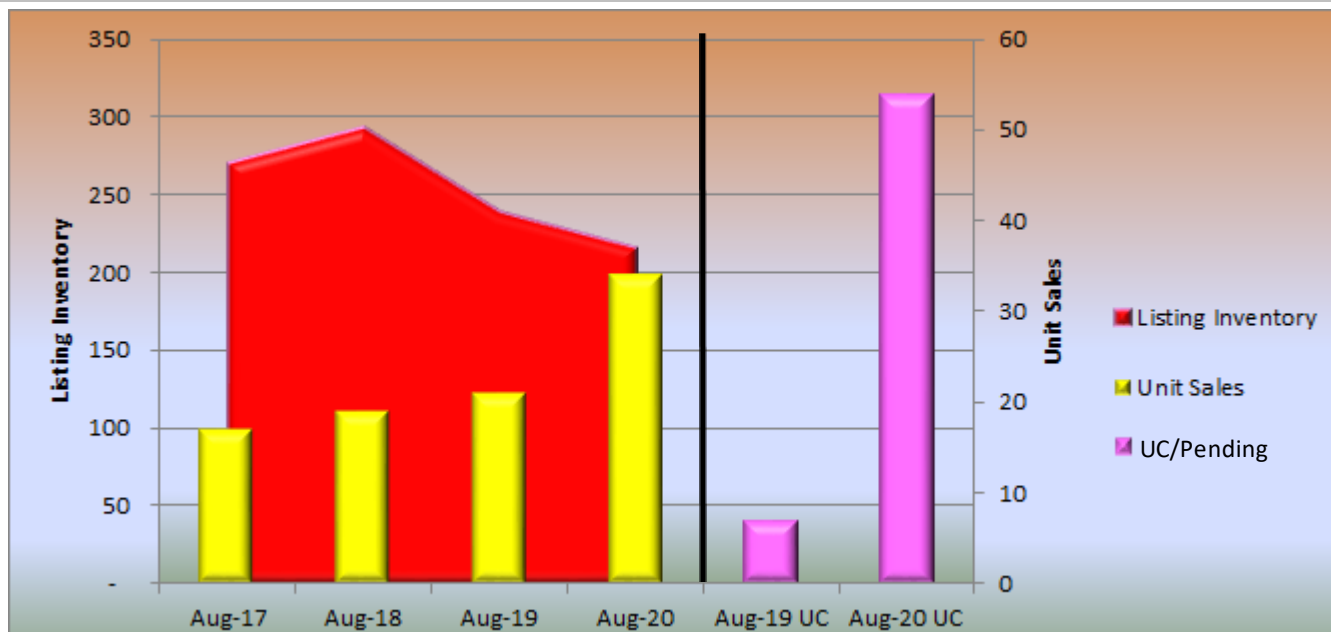
August 2020 Aspen Real Estate Inventory, Sales and Under Contracts



	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20	Aug-20 UC	% Chg	Aug-19 UC
Total Aspen Market										
Unit Sales	43	-47%	23	-13%	20	220%	64	71	145%	29
Listing Inventory	402	4%	419	-17%	347	5%	363			

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



	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20	Aug-20 UC	% Chg	Aug-19 UC
Total Snowmass Village Market										
Unit Sales	17	12%	19	11%	21	62%	34	54	671%	7
Listing Inventory	269	9%	293	-19%	238	-10%	215			

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NOTE: UC— The number of units that went Under Contract in August 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: August 2020 Market Statistics Summary

Aspen condo sales August 2020

- Unit Sales: +160% (26) in Aug '20 from (10) in Aug '19
- Dollar Sales: +283% \$80M in Aug '20 from \$21M in Aug '19
- Inventory Active Listings: +29% (153) in Aug '20 from (119) in Aug '19

Aspen condo sales YTD

- Unit Sales: -11% (80) in Aug '20 from (90) in Aug '19
- Dollar Sales: +55% \$306M in Aug '20 from \$197M in Aug '19
- Inventory Active Listings: +11% (273) in Aug '20 from (244) in Aug '19

Aspen Single family home sales August 2020

- Unit Sales: +289% (35) in Aug '20 from (9) in Aug '19
- Dollar Sales: +440% \$362M in Aug '20 from \$67M in Aug '19
- Inventory Active Listings: -6% (170) in Aug '20 from (180) in Aug '19

Aspen Single family home sales YTD

- Unit Sales: +45% (74) in Aug '20 from (51) in Aug '19
- Dollar Sales: +64% \$724M in Aug '20 from \$442M in Aug '19
- Inventory Active Listings: +13% (304) in Aug '20 from (268) in Aug '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: MLS#165561.*

Outliers:

161848	C	HunterCrk	Condo	1232	Vine
147634	C	HunterCrk	Condo	216	Vine

Snowmass Village Only: August 2020 Market Statistics Summary

Snowmass Village condo sales August 2020

- Unit Sales: +38% (22) in Aug '20 from (16) in Aug '19
- Dollar Sales: +79% \$26M in Aug '20 from \$15M in Aug '19
- Inventory Active Listings: -12% (137) in Aug '20 from (155) in Aug '19

Snowmass Village condo sales YTD

- Unit Sales: -7% (79) in Aug '20 from (85) in Aug '19
- Dollar Sales: +18% \$102M in Aug '20 from \$86M in Aug '19
- Inventory Active Listings: -6% (275) in Aug '20 from (293) in Aug '19

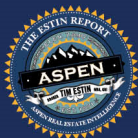
Snowmass Village Single family home sales August 2020

- Unit Sales: +120% (11) in Aug '20 from (5) in Aug '19
- Dollar Sales: +93% \$31M in Aug '20 from \$16M in Aug '19
- Inventory Active Listings: -3% (70) in Aug '20 from (72) in Aug '19

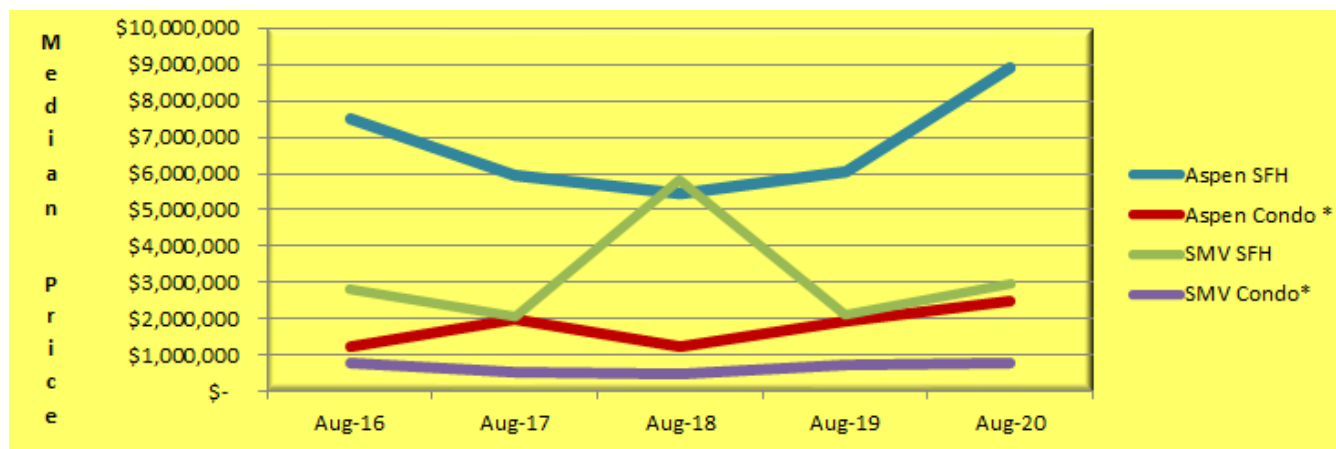
Snowmass Village Single family home sales YTD

- Unit Sales: -19% (26) in Aug '20 from (32) in Aug '19
- Dollar Sales: -28% \$87M in Aug '20 from \$121M in Aug '19
- Inventory Active Listings: -6% (127) in Aug '20 from (136) in Aug '19

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



August 2020 Aspen and Snowmass Median Sold Prices

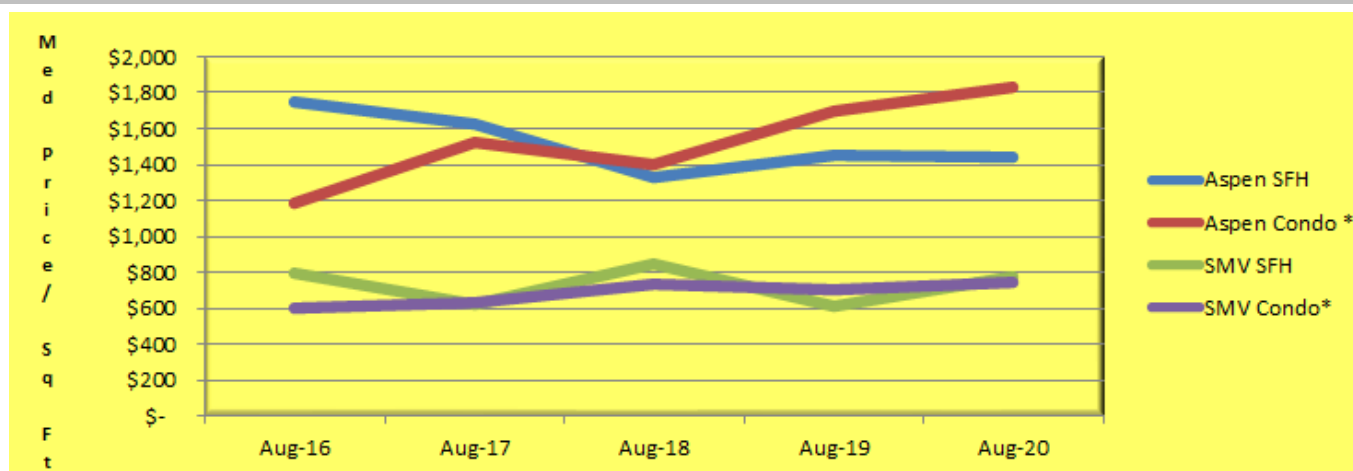


Median Price	Aug-16	% Chg	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20
Aspen SFH	\$7,500,000	-21%	\$5,937,500	-8%	\$5,450,000	11%	\$6,050,000	47%	\$8,895,000
Aspen Condo *	\$1,230,375	61%	\$1,975,000	-38%	\$1,230,000	57%	\$1,935,000	28%	\$2,475,000
SMV SFH	\$2,797,500	-26%	\$2,067,500	181%	\$5,800,000	-64%	\$2,100,000	42%	\$2,979,000
SMV Condo*	\$806,500	-36%	\$517,500	-6%	\$488,750	52%	\$745,000	4%	\$772,500

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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 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.

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



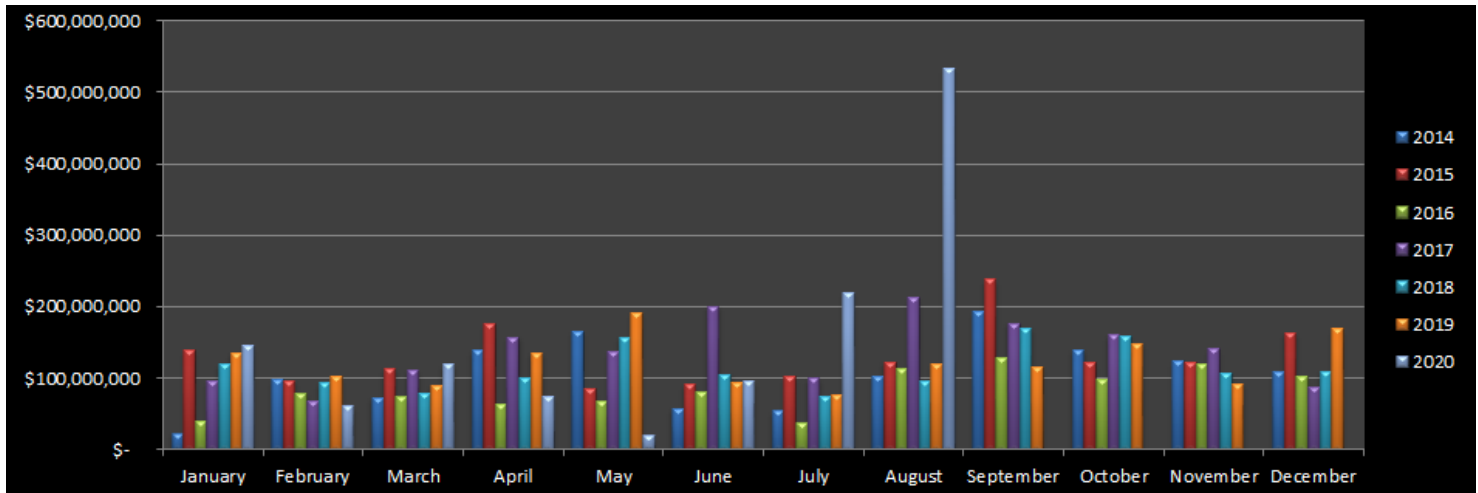
Med Price / Sq Ft	Aug-16	% Chg	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20
Aspen SFH	\$1,746	-7%	\$1,623	-18%	\$1,326	10%	\$1,456	-1%	\$1,444
Aspen Condo *	\$1,187	29%	\$1,527	-8%	\$1,398	21%	\$1,696	8%	\$1,833
SMV SFH	\$795	-22%	\$620	37%	\$848	-28%	\$610	27%	\$772
SMV Condo*	\$600	5%	\$629	17%	\$736	-5%	\$702	6%	\$743

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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 August 2020 & Historical Sales



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Estin Report: Total Aspen Snowmass Market August 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	188%	\$ 219,721,725
August	\$ 102,833,713	19%	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750	348%	\$ 534,151,000
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	-14%	\$ 1,266,625,946
YTD Total	\$ 709,584,310	30%	\$ 920,925,715	-40%	\$ 548,748,150	96%	\$ 1,077,528,432	-24%	\$ 821,666,542	15%	\$ 941,439,888	35%	\$ 1,266,625,946

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Estin Report: Total Aspen Snowmass Market August 2020 Unit Sales

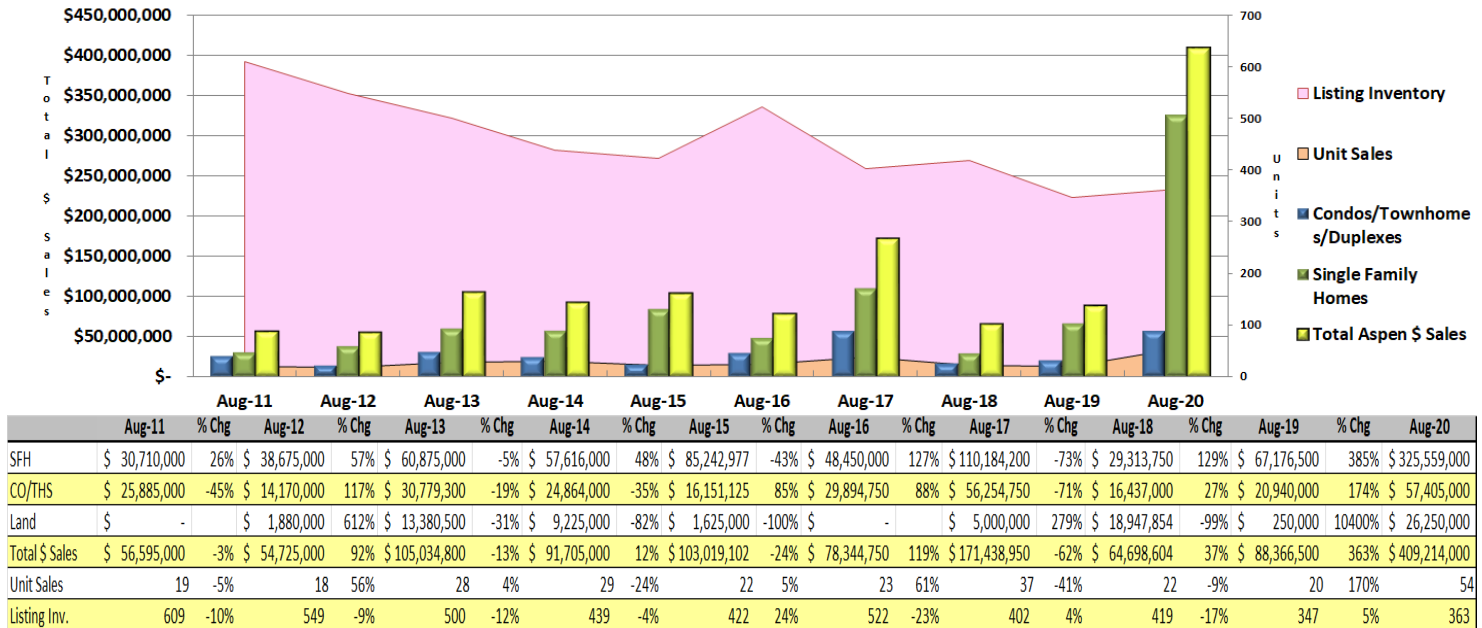
Month	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
January	17	65%	28	-25%	21	48%	31	6%	33	-6%	31	16%	36
February	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20
March	38	16%	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27
April	49	-6%	46	-39%	28	46%	41	-17%	34	38%	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	87%	43
August	39	-31%	27	48%	40	50%	60	-30%	42	-2%	41	137%	97
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	-37%	268
YTD Total	270	3%	279	-30%	196	58%	310	-18%	255	10%	280	-4%	268

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August 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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	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20	% Chg	Jul-20	% Chg	Jul-19
Single Family Homes											
Unit Sales	14	-50%	7	29%	9	289%	35	69%	11	450%	2
YTD Unit Sales	76	-26%	56	-9%	51	45%	74	47%	39	-7%	42
Monthly \$ Sales	\$ 116,934,200	-70%	\$ 34,738,750	93%	\$ 67,176,500	440%	\$ 362,496,500	65%	\$ 126,945,000	395%	\$ 25,650,000
YTD \$ Sales	\$ 555,848,971	-33%	\$ 375,158,457	18%	\$ 442,093,350	64%	\$ 724,448,267	50%	\$ 361,951,767	-3%	\$ 374,916,850
Listing Inventory	189	5%	199	-10%	180	-6%	170	-5%	178	-1%	179
Condos / Townhomes											
Unit Sales	27	-67%	9	11%	10	160%	26	42%	15	114%	7
YTD Unit Sales	112	-27%	82	10%	90	-11%	80	33%	54	-33%	80
Monthly \$ Sales	\$ 68,314,750	-76%	\$ 16,437,000	27%	\$ 20,940,000	283%	\$ 80,276,500	38%	\$ 49,662,000	299%	\$ 12,451,000
YTD \$ Sales	\$ 243,046,558	-6%	\$ 228,083,354	-14%	\$ 196,960,940	55%	\$ 305,503,000	26%	\$ 225,226,500	28%	\$ 176,020,940
Listing Inventory	155	6%	164	-27%	119	29%	153	-4%	159	30%	122
Vacant Land											
Unit Sales	2	250%	7	-86%	1	200%	3	100%	0	-100%	3
YTD Unit Sales	34	-62%	13	54%	20	-65%	7	43%	4	-79%	19
Monthly \$ Sales	\$ 5,000,000	279%	\$ 18,947,854	-99%	\$ 250,000	13200%	\$ 33,250,000	100%	\$ -	-100%	\$ 14,150,000
YTD \$ Sales	\$ 110,411,000	-53%	\$ 51,547,854	79%	\$ 92,234,615	-54%	\$ 42,800,000	78%	\$ 9,550,000	-90%	\$ 91,984,615
Listing Inventory	58	-3%	56	-14%	48	-17%	40	3%	39	-19%	48
Total Aspen Market											
Total Unit Sales	43	-47%	23	-13%	20	220%	64	59%	26	117%	12
YTD Unit Sales	222	-32%	151	7%	161	0%	161	40%	97	-31%	141
Total Monthly \$ Sales	\$ 190,248,950	-63%	\$ 70,123,604	26%	\$ 88,366,500	439%	\$ 476,023,000	63%	\$ 176,607,000	238%	\$ 52,251,000
Total YTD \$ Sales	\$ 909,306,529	-28%	\$ 654,789,665	12%	\$ 731,288,904	47%	\$ 1,072,751,267	44%	\$ 596,728,267	-7%	\$ 642,922,404
Listing Inventory	402	4%	419	-17%	347	5%	363	-4%	376	8%	349

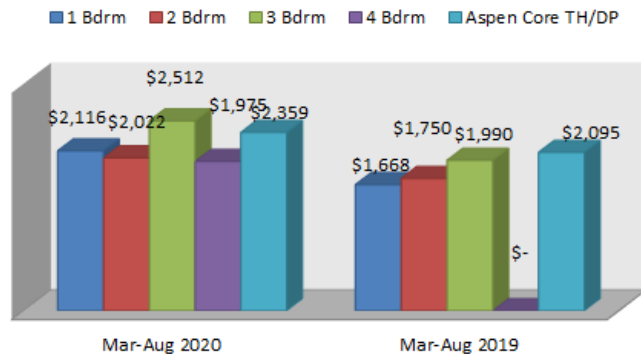
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes,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

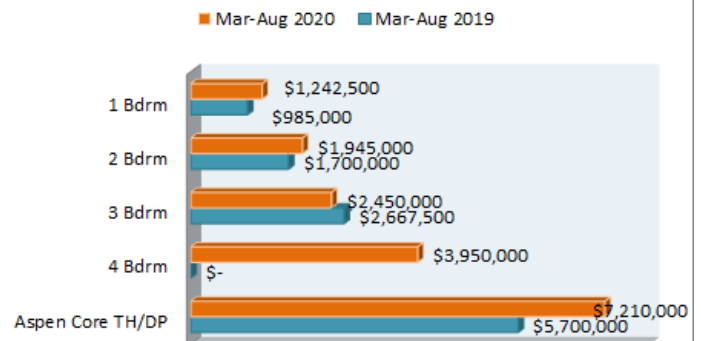


Estin Report: August 2020 Aspen Core Condos* - 6-Mos.Averages

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		Mar-Aug 2020	% Chg		Mar-Aug 2020	% Chg		Mar-Aug 2020	% Chg		Mar-Aug 2020	% Chg		Mar-Aug 2020	% Chg		Mar-Aug 2020	% Chg		Mar-Aug 2020	Mar-Aug 2020
	Mar-Aug 2020	Mar-Aug 2019		Mar-Aug 2019	Mar-Aug 2019		Mar-Aug 2019	Mar-Aug 2019		Mar-Aug 2019	Mar-Aug 2019		Mar-Aug 2019	Mar-Aug 2019		Mar-Aug 2019						
	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019	Mar-Aug 2020	Mar-Aug 2019		
1 Bdrm	1,827,188	81%	1,012,000	2,116	27%	1,668	845	40%	605	96%	4%	92%	92%	5%	88%	8	60%	5	\$ 14,617,500	189%	\$ 5,060,000	
2 Bdrm	2,151,591	27%	1,697,750	2,022	19%	1,705	1,073	8%	992	94%	-3%	96%	90%	-3%	94%	11	-48%	21	\$ 23,667,500	-34%	\$ 35,652,750	
3 Bdrm	4,096,000	28%	3,194,516	2,512	35%	1,857	1,468	-9%	1,608	85%	-9%	94%	85%	-7%	92%	9	-10%	10	\$ 36,864,000	15%	\$ 31,945,161	
4 Bdrm	8,511,667	83%	4,654,063	1,975	22%	1,625	2,221			81%	-16%	96%	67%	-27%	92%	3		0	\$ 25,535,000		\$ -	
Aspen Core TH/DP	7,873,750	38%	5,700,000	2,359	13%	2,095	3,336	23%	2,716	91%	-2%	93%	88%	-1%	89%	8	300%	2	\$ 62,990,000	453%	\$ 11,400,000	

*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	
	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg	Mar-Aug 2020	% Chg
Central Core (SFH)	\$10.3		\$1,957			79%		71%		3	0	\$30.9		\$0.0		13	0%
Central Core (CO&TH)	\$4.2	119%	\$1.9	24%	\$1,800	89%	-6%	95%	84%	39	-19%	\$163.7	78%	\$92.1	-22%	92	11
Smuggler (SFH)	\$7.1	-1%	\$7.2	36%	\$1,132	96%	6%	90%	96%	3	0%	\$21.3	-1%	\$21.6	-27%	11	16
Smuggler (CO&TH)	\$1.3	-20%	\$1.7	-4%	\$1,151	96%	0%	96%	90%	5	-29%	\$6.6	-43%	\$11.6	-38%	13	10
West Aspen	\$12.2	2%	\$11.9	8%	\$1,394	86%	1%	85%	82%	17	55%	\$206.8	58%	\$130.8	-33%	70	17
West End	\$8.9	16%	\$7.7	10%	\$1,991	91%	-3%	93%	98%	6	-14%	\$53.5	-1%	\$54.1	-20%	35	28
Red Mountain	\$20.3	92%	\$10.6	48%	\$1,759	88%	-3%	90%	87%	7	75%	\$142.3	237%	\$42.2	35%	26	30
East Aspen	\$8.0	8%	\$7.4	-11%	\$1,599	91%	-4%	95%	87%	12	50%	\$96.0	63%	\$59.0	-16%	25	11
McLain Flats/Starwood	\$8.1	56%	\$5.2	48%	\$742	93%	3%	91%	89%	6	200%	\$48.7	368%	\$10.4	24%	17	21
Woody Creek (>\$1.5M)	\$5.3	38%	\$3.9	53%	\$687	97%	2%	94%	93%	4	33%	\$21.3	84%	\$11.6	-4%	24	35
Brush Creek Village (>\$1.5M)	\$1.8		\$466			96%		96%		2	0	\$3.6		\$0.0		5	15

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

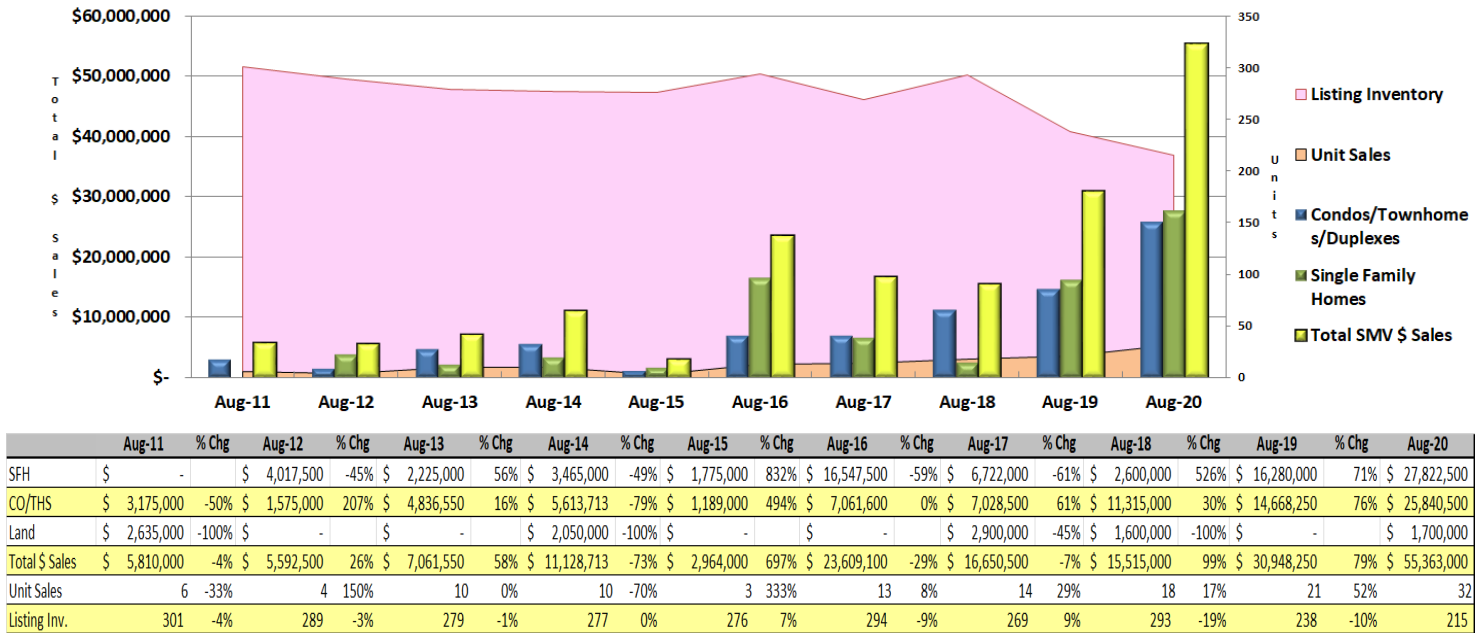
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



August 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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	Aug-17	% Chg	Aug-18	% Chg	Aug-19	% Chg	Aug-20	% Chg	Jul-20	% Chg	Jul-19
Single Family Homes											
Unit Sales	4	-50%	2	150%	5	120%	11	-36%	7	0%	7
YTD Unit Sales	24	17%	28	14%	32	-19%	26	-42%	15	-44%	27
Monthly \$ Sales	\$ 8,307,000	40%	\$ 11,600,000	40%	\$ 16,280,000	93%	\$ 31,482,500	0%	\$ 31,632,725	52%	\$ 20,827,500
YTD \$ Sales	\$ 83,454,500	8%	\$ 90,244,677	34%	\$ 121,368,100	-28%	\$ 86,804,225	36%	\$ 55,321,725	-47%	\$ 105,088,100
Listing Inventory	98	-1%	97	-26%	72	-3%	70	-6%	74	-4%	77
Condos / Townhomes											
Unit Sales	11	45%	16	0%	16	38%	22	59%	9	125%	4
YTD Unit Sales	56	30%	73	16%	85	-7%	79	-28%	57	-17%	69
Monthly \$ Sales	\$ 10,773,500	5%	\$ 11,315,000	30%	\$ 14,668,250	79%	\$ 26,325,500	60%	\$ 10,587,000	224%	\$ 3,269,900
YTD \$ Sales	\$ 57,917,403	2%	\$ 58,932,200	47%	\$ 86,614,550	18%	\$ 102,075,454	26%	\$ 75,749,954	5%	\$ 71,946,300
Listing Inventory	154	19%	184	-16%	155	-12%	137	-12%	154	-7%	165
Vacant Land											
Unit Sales	2	-50%	1	-100%	0		1	0%	1		0
YTD Unit Sales	8	-63%	3	-33%	2	50%	3	-33%	2	0%	2
Monthly \$ Sales	\$ 2,900,000	-45%	\$ 1,600,000	-100%	\$ -		\$ 1,700,000	47%	\$ 895,000		\$ -
YTD \$ Sales	\$ 26,850,000	-34%	\$ 17,700,000	-88%	\$ 2,168,334	246%	\$ 7,495,000	23%	\$ 5,795,000	167%	\$ 2,168,334
Listing Inventory	17	-29%	12	-8%	11	-27%	8	13%	7	-42%	12
Total Snowmass Village Market											
Total Unit Sales	17	12%	19	11%	21	62%	34	-50%	17	55%	11
YTD Unit Sales	88	18%	104	14%	119	-9%	108	-31%	74	-24%	98
Total Monthly \$ Sales	\$ 21,980,500	12%	\$ 24,515,000	26%	\$ 30,948,250	92%	\$ 59,508,000	28%	\$ 43,114,725	79%	\$ 24,097,400
Total YTD \$ Sales	\$ 168,221,903	-1%	\$ 166,876,877	26%	\$ 210,150,984	-7%	\$ 196,374,679	30%	\$ 136,866,679	-24%	\$ 179,202,734
Listing Inventory	269	9%	293	-19%	238	-10%	215	-9%	235	-7%	254

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

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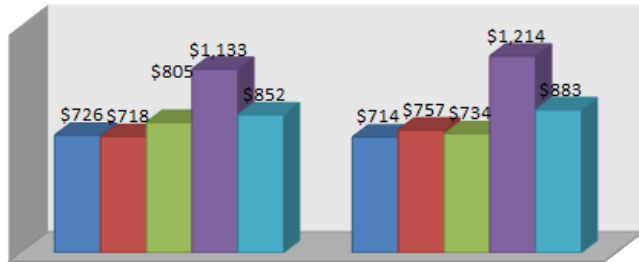
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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



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

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP

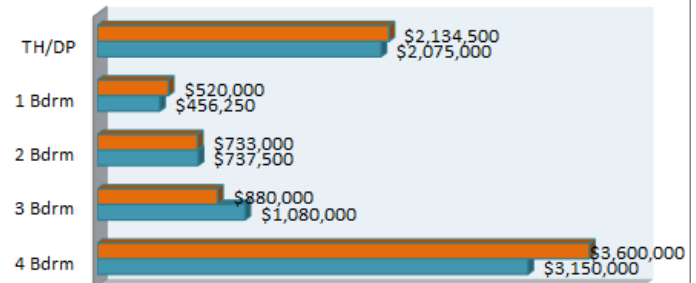


Mar-Aug 2020

Mar-Aug 2019

Median Sold Price

Mar-Aug 2020 Mar-Aug 2019



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019
1 Bdrm	542,917	19%	454,722	726	2%	714	754	16%	652	94%	-3%	96%	94%	0%	93%	6	-67%	18	\$ 3,257,500	-60%	\$ 8,185,000
2 Bdrm	713,998	-11%	805,793	718	-5%	757	1,006	-3%	1,034	94%	-2%	96%	92%	-3%	94%	21	-5%	22	\$ 14,993,954	-15%	\$ 17,727,450
3 Bdrm	1,140,000	4%	1,093,207	805	10%	734	1,443	-4%	1,503	92%	-2%	94%	82%	-9%	91%	4	-71%	14	\$ 4,560,000	-70%	\$ 15,304,900
4 Bdrm	3,083,333	-2%	3,150,000	1,133	-7%	1,214	2,663	6%	2,509	94%	-4%	99%	94%	-3%	97%	3	50%	2	\$ 9,250,000	47%	\$ 6,300,000
TH/DP	835,389	3%	812,263	852	-3%	883	1,033	-1%	1,041	94%	-2%	96%	91%	-2%	93%	10	11%	9	\$ 8,353,891	14%	\$ 7,310,363

*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.)**		
	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019	Mar-Aug 2020	% Chg	Mar-Aug 2019		
Divide	\$3.5			\$725			79%			75%			2		0	\$7.0		\$0.0	6	-40%	10	18	
Wood Run			\$5.3			\$1,268			97%			95%	0	-100%	3	\$0.0	-100%	\$15.9	14	-13%	16	32	
Ridge Run	\$3.5	28%	\$2.7	\$883	22%	\$723	92%	0%	92%	87%	0%	87%	7	-30%	10	\$24.5	-10%	\$27.3	13	-32%	19	11	
Fox Run PUD	\$3.7	-22%	\$4.8	\$772	-19%	\$952	94%	1%	93%	94%	-1%	95%	1	-50%	2	\$3.7	-61%	\$9.6	3	200%	1	18	
Two Creeks	\$7.6			\$1,378			95%			95%			2		0	\$15.2		\$0.0	6	-25%	8	18	
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6		
Melton Ranch	\$2.4	28%	\$1.9	\$798	16%	\$686	93%	-2%	94%	91%	1%	90%	3	-40%	5	\$7.3	-23%	\$9.5	4	-67%	12	8	
Meadow Ranch	\$0.9	-20%	\$1.1	\$602	30%	\$464	96%	11%	87%	96%	12%	85%	2	100%	1	\$1.8	59%	\$1.1	3	-50%	6	9	
Horse Ranch	\$5.0	115%	\$2.3	\$1,006	38%	\$732	92%	-1%	93%	92%	5%	88%	1	-50%	2	\$5.0	8%	\$4.7	6	50%	4	36	
Sinclair Meadows	\$4.3	27%	\$3.4	\$1,271	13%	\$1,126	100%	9%	92%	100%	15%	87%	1	-50%	2	\$4.3	-36%	\$6.8	1	-50%	2	6	
Country Club Estates	\$1.9			\$742			91%			90%			3		0	\$5.8		\$0.0	1	0%	1	2	
Old Snowmass (> \$1.5M)	\$3.9	44%	\$2.7	\$858	78%	\$482	90%	6%	85%	84%	17%	72%	8	167%	3	\$31.2	283%	\$8.1	16	-57%	37	12	

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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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August 2020: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"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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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

Aspen Snowmass Sotheby's INTERNATIONAL REALTY

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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."

