



## November 2020: Aspen Snowmass Real Estate Market Snapshot

RELEASED 12.6.20 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.6 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 Nov 2020** - While market activity slowed somewhat in Nov 2020, dollar and unit sales records continue to be broken. Although we are in the off-season, a period when activity always declines, anecdotally, it feels like buyers are stepping back, retreating into the safety of their primary homes while the 2nd wave of massive Covid 19 outbreaks immobilizes the nation with fear and uncertainty, and we wait for vaccinations. Overall for property types of all kinds, inventory levels of properties for sale in Aspen are at their lowest point since 2005. Inventory is 30% lower than 2015 and 2017, the peak performing years prior to this year's unmatched record-setting. Prices will go up with high demand and low supply. Generally, that's what's been occurring now for the past 3-5 months with prices up on average increasing 15-30%. However, there are specific instances where price acceleration is not happening. (See Nov 2020 snapshot online [post](#) for more.)

### November 2020 Aspen & Snowmass Village Real Estate

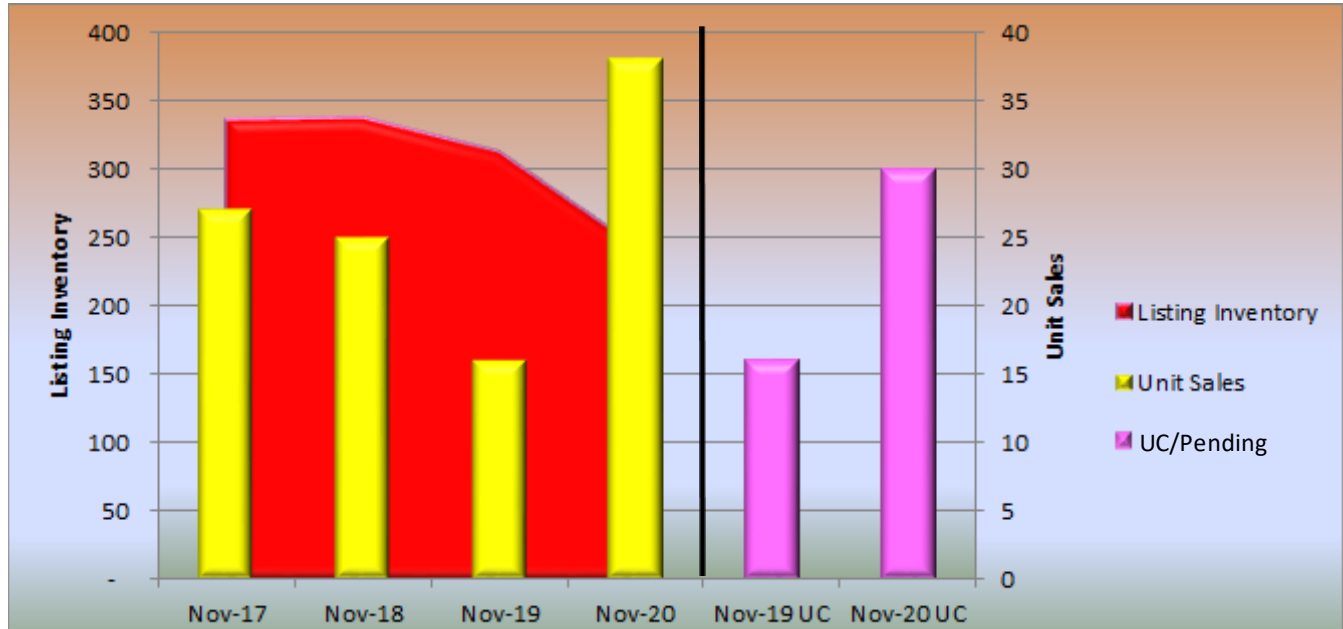
Total Aspen Snowmass Market	Nov-20	% Change	Nov-19
Monthly Unit Sales:	85	143%	35
Year-to-Date Unit Sales:	566	47%	386
Monthly Dollar Sales:	\$ 379,300,062	312%	\$ 92,079,889
Year-to-Date Dollar Sales:	\$ 2,853,239,059	120%	\$ 1,296,953,606
Listing Inventory:	381	-29%	537
<b>Aspen Market</b>			
Monthly Unit Sales:	38	138%	16
Year-to-Date Unit Sales:	325	44%	226
Monthly Dollar Sales:	\$ 268,934,250	375%	\$ 56,558,389
Year-to-Date Dollar Sales:	\$ 2,324,367,068	134%	\$ 993,101,552
Listing Inventory:	244	-22%	313
<b>Snowmass Village Market</b>			
Monthly Unit Sales:	47	147%	19
Year-to-Date Unit Sales:	241	51%	160
Monthly Dollar Sales:	\$ 110,365,812	211%	\$ 35,521,500
Year-to-Date Dollar Sales:	\$ 528,871,991	74%	\$ 303,852,054
Listing Inventory:	137	-39%	224
<b>Total Property Sales \$10M and Over</b>			
Monthly Unit Sales:	9	800%	1
Year-to-Date Unit Sales:	83	246%	24
Monthly Dollar Sales:	\$ 140,475,000	884%	\$ 14,282,000
Year-to-Date Dollar Sales:	\$ 1,319,266,385	256%	\$ 371,101,350

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Source data is from the Aspen Glenwood MLS and is scrubbed (Pg3) 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.

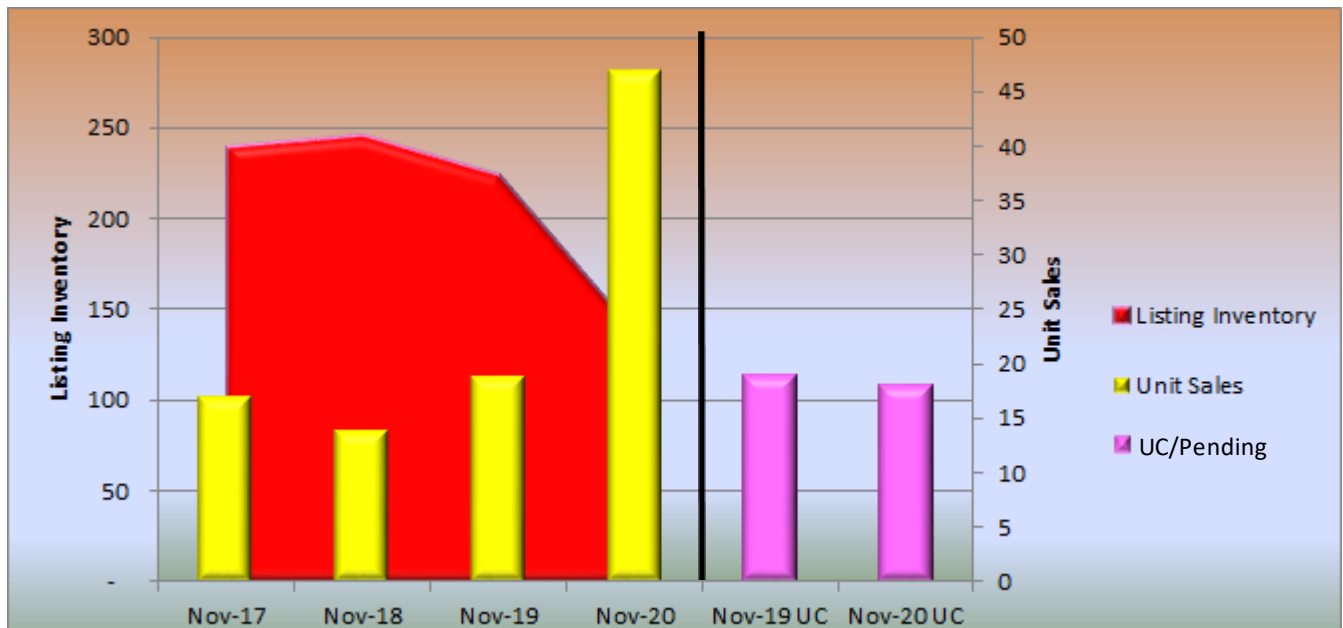


## November 2020 Aspen Real Estate Inventory, Sales and Under Contracts



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## November 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 Nov 2020. This does not necessarily mean that they will close in Sep or Nov 2020, or at all. They may fall out of contract. UCs 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 be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



## Aspen Only: November 2020 Market Statistics Summary

### Aspen condo sales November 2020

- Unit Sales: +90% (19) in Nov '20 from (10) in Nov '19
- Dollar Sales: +313% \$68M in Nov '20 from \$17M in Nov '19
- Inventory Active Listings: +4% (115) in Nov '20 from (111) in Nov '19

### Aspen condo sales YTD

- Unit Sales: +26% (158) in Nov '20 from (125) in Nov '19
- Dollar Sales: +126% \$612M in Nov '20 from \$271M in Nov '19
- Inventory Active Listings: +22% (350) in Nov '20 from (285) in Nov '19

### Aspen Single family home sales November 2020

- Unit Sales: +150% (15) in Nov '20 from (6) in Nov '19
- Dollar Sales: +99% \$172M in Nov '20 from \$40M in Nov '19
- Inventory Active Listings: -28% (113) in Nov '20 from (156) in Nov '19

### Aspen Single family home sales YTD

- Unit Sales: +99% (151) in Nov '20 from (76) in Nov '19
- Dollar Sales: +165% \$1,613M in Nov '20 from \$608M in Nov '19
- Inventory Active Listings: +16% (354) in Nov '20 from (303) in Nov '19

*\*Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace. The following Aspen Nov 2020 sales are considered outliers. They have been counted in total dollar and unit sales but are not included in the average price \$/sq ft metrics within this report. Outliers: Aspen: Lazy Glen mobile home sales.*

## Snowmass Village Only: November 2020 Market Statistics Summary

### Snowmass Village condo sales November 2020

- Unit Sales: +106% (33) in Nov '20 from (16) in Nov '19
- Dollar Sales: +118% \$47M in Nov '20 from \$21M in Nov '19
- Inventory Active Listings: -34% (93) in Nov '20 from (141) in Nov '19

### Snowmass Village condo sales YTD

- Unit Sales: +43% (166) in Nov '20 from (116) in Nov '19
- Dollar Sales: +89% \$237M in Nov '20 from \$125M in Nov '19
- Inventory Active Listings: +3% (340) in Nov '20 from (328) in Nov '19

### Snowmass Village Single family home sales November 2020

- Unit Sales: +333% (13) in Nov '20 from (3) in Nov '19
- Dollar Sales: +343% \$62M in Nov '20 from \$14M in Nov '19
- Inventory Active Listings: -47% (40) in Nov '20 from (75) in Nov '19

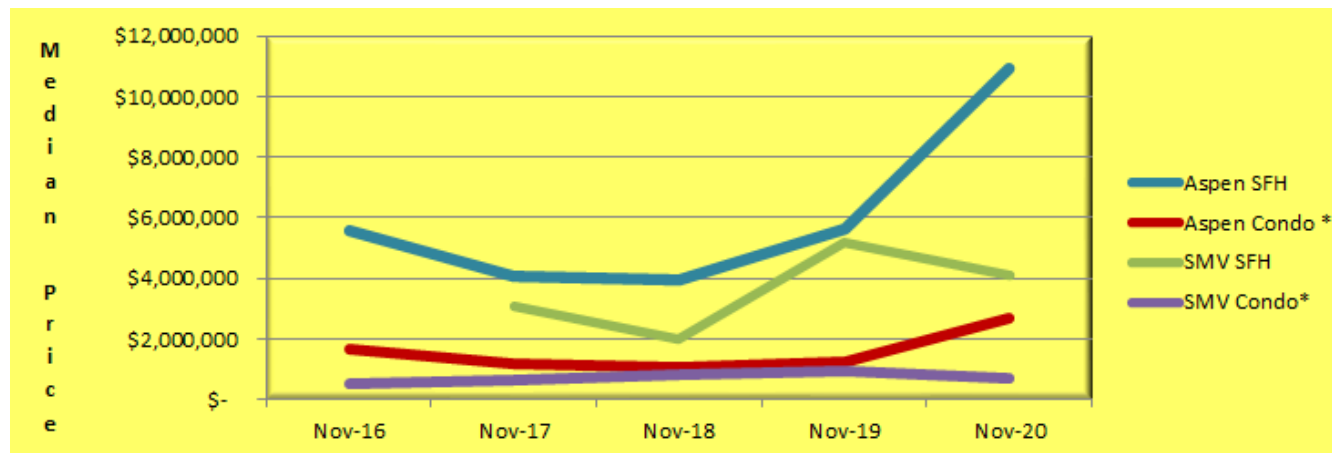
### Snowmass Village Single family home sales YTD

- Unit Sales: +71% (70) in Nov '20 from (41) in Nov '19
- Dollar Sales: +61% \$282M in Nov '20 from \$175M in Nov '19
- Inventory Active Listings: -9% (142) in Nov '20 from (157) in Nov '19

*\* Typically, the Snowmass Village market represents 25-30% of the total combined Aspen Snowmass Village real estate marketplace.. There were no Snowmass Village Nov 2020 sales considered outliers.*



## November 2020 Aspen and Snowmass Median Sold Prices

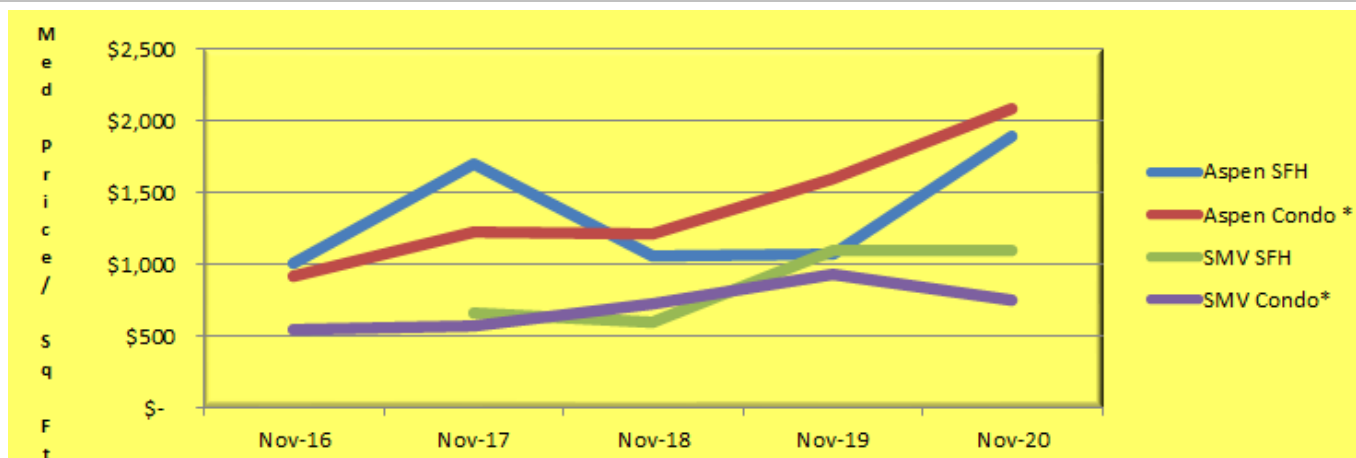


Median Price	Nov-16	% Chg	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20
Aspen SFH	\$5,575,000	-27%	\$4,050,000	-3%	\$3,940,000	43%	\$5,625,000	95%	\$10,950,000
Aspen Condo *	\$1,647,500	-28%	\$1,185,000	-11%	\$1,060,000	16%	\$1,225,445	120%	\$2,700,000
SMV SFH	\$0	0%	\$3,100,000	-35%	\$2,015,871	158%	\$5,200,000	-22%	\$4,075,000
SMV Condo*	\$515,000	28%	\$660,000	21%	\$800,000	17%	\$935,000	-24%	\$715,000

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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 avg. 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 \$/Sq Ft metrics by neighborhoods, go to pg 7 (Aspen) & 9 (SMV). A blank cell above represents no sales during the time period.

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



Med Price / Sq Ft	Nov-16	% Chg	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20
Aspen SFH	\$1,011	68%	\$1,694	-38%	\$1,055	2%	\$1,071	77%	\$1,895
Aspen Condo *	\$923	33%	\$1,225	-1%	\$1,212	32%	\$1,598	30%	\$2,079
SMV SFH	\$0	0%	\$667	-11%	\$596	84%	\$1,094	1%	\$1,103
SMV Condo*	\$542	5%	\$569	28%	\$731	27%	\$927	-18%	\$756

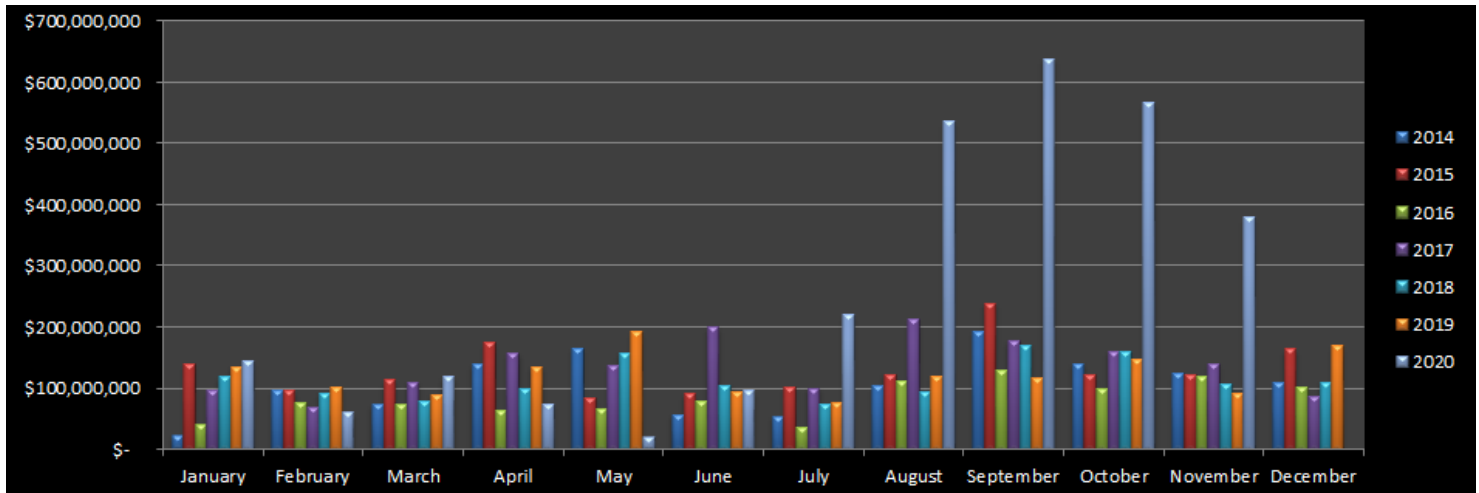
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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg \$/SqFt metrics by neighborhoods, go to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





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



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## Estin Report: Total Aspen Snowmass Market November 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	8%	\$ 145,586,968
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	349%	\$ 535,531,000
September	\$ 192,775,710	24%	\$ 238,134,900	-46%	\$ 128,781,500	37%	\$ 176,057,000	-3%	\$ 169,987,900	-32%	\$ 115,547,359	452%	\$ 638,268,801
October	\$ 139,438,500	-14%	\$ 120,533,490	-18%	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-7%	\$ 147,886,470	283%	\$ 566,544,250
November	\$ 123,597,500	-1%	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,940,545	-14%	\$ 92,079,889	312%	\$ 379,300,062
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	95%	\$ 2,853,239,059
YTD Total	\$ 1,165,396,019	20%	\$ 1,401,978,827	-36%	\$ 895,076,350	74%	\$ 1,553,536,982	-19%	\$ 1,256,946,337	3%	\$ 1,296,953,606	120%	\$ 2,853,239,059

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## Estin Report: Total Aspen Snowmass Market November 2020 Unit Sales

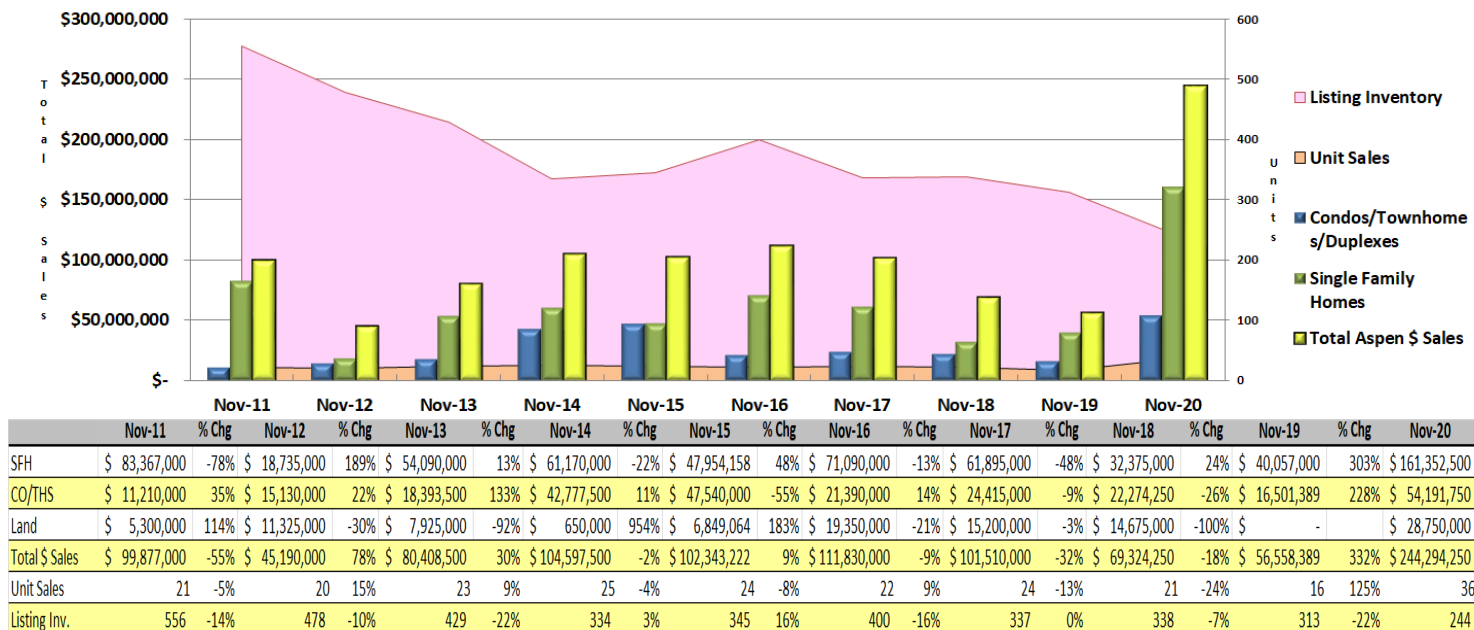
Month	2014	% Change	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020
January	17	65%	28	-25%	21	48%	31	6%	33	-6%	31	16%	36
February	37	-32%	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20
March	38	16%	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27
April	49	-6%	46	-39%	28	46%	41	-17%	34	38%	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	139%	98
September	48	25%	60	-33%	40	23%	49	8%	53	-32%	36	203%	109
October	47	-19%	38	5%	40	8%	43	14%	49	-29%	35	194%	103
November	33	9%	36	-19%	29	52%	44	-11%	39	-10%	35	143%	85
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	33%	566
YTD Total	398	4%	413	-26%	305	46%	446	-11%	396	-3%	386	47%	566

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## November 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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	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Oct-20	% Chg	Oct-19
<b>Single Family Homes</b>											
Unit Sales	12	-25%	9	-33%	6	150%	15	-100%	30	114%	14
YTD Unit Sales	108	-16%	91	-16%	76	99%	151	10%	136	94%	70
Monthly \$ Sales	\$ 67,245,000	-20%	\$ 53,736,795	-25%	\$ 40,057,000	330%	\$ 172,102,500	-86%	\$ 320,701,750	247%	\$ 92,305,000
YTD \$ Sales	\$ 799,077,871	-27%	\$ 583,295,502	4%	\$ 608,132,609	165%	\$ 1,613,067,517	11%	\$ 1,440,965,017	154%	\$ 568,075,609
Listing Inventory	162	1%	163	-4%	156	-28%	113	-27%	143	-15%	168
<b>Condos / Townhomes</b>											
Unit Sales	11	36%	15	-33%	10	90%	19	-26%	24	200%	8
YTD Unit Sales	160	-24%	122	2%	125	26%	158	12%	139	21%	115
Monthly \$ Sales	\$ 25,250,000	-12%	\$ 22,274,250	-26%	\$ 16,501,389	313%	\$ 68,081,750	-43%	\$ 97,595,000	524%	\$ 15,642,000
YTD \$ Sales	\$ 368,310,558	-12%	\$ 323,706,104	-16%	\$ 271,484,329	126%	\$ 612,219,551	11%	\$ 544,137,801	113%	\$ 254,982,940
Listing Inventory	122	8%	132	-16%	111	4%	115	-11%	128	16%	110
<b>Vacant Land</b>											
Unit Sales	4	-75%	1	-100%	0	-	4	-25%	5	150%	2
YTD Unit Sales	42	-50%	21	19%	25	-36%	16	25%	12	-52%	25
Monthly \$ Sales	\$ 15,200,000	-3%	\$ 14,675,000	-100%	\$ -	-	\$ 28,750,000	4%	\$ 27,530,000	306%	\$ 6,775,000
YTD \$ Sales	\$ 130,351,000	-22%	\$ 101,397,854	12%	\$ 113,484,615	-13%	\$ 99,080,000	29%	\$ 70,330,000	-38%	\$ 113,484,615
Listing Inventory	53	-19%	43	7%	46	-65%	16	-44%	23	-49%	45
<b>Total Aspen Market</b>											
Total Unit Sales	27	-7%	25	-36%	16	138%	38	-55%	59	146%	24
YTD Unit Sales	310	-25%	234	-3%	226	44%	325	12%	287	37%	210
Total Monthly \$ Sales	\$ 107,695,000	-16%	\$ 90,686,045	-38%	\$ 56,558,389	375%	\$ 268,934,250	-66%	\$ 445,826,750	289%	\$ 114,722,000
Total YTD \$ Sales	\$ 1,297,739,429	-22%	\$ 1,008,399,460	-2%	\$ 993,101,552	134%	\$ 2,324,367,068	12%	\$ 2,055,432,818	119%	\$ 936,543,163
Listing Inventory	337	0%	338	-7%	313	-22%	244	-20%	294	-9%	323

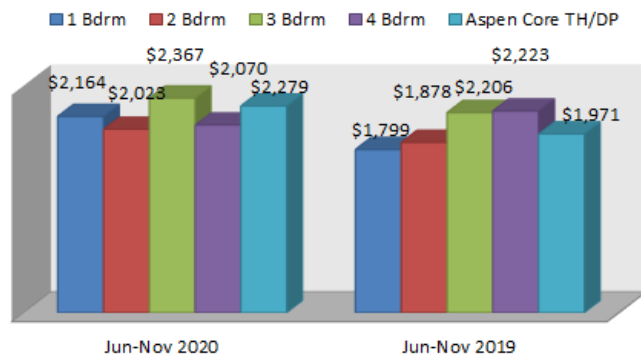
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, 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 2020 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: The "[Estin Report](http://EstinReport.com)" on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or [tim@estinaspenn.com](mailto:tim@estinaspenn.com)

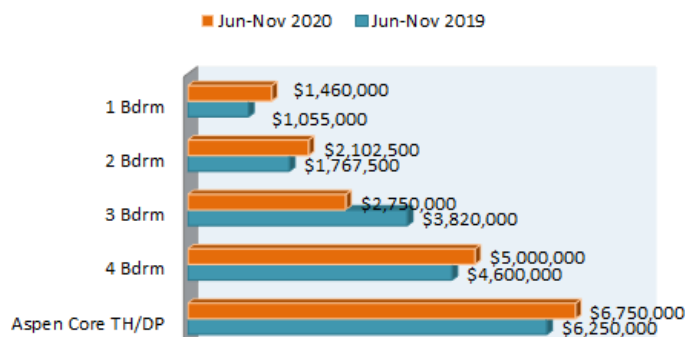


## Estin Report: November 2020 Aspen Core Condos\* - 6-Mos.Averages

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		Jun-Nov 2019	% Chg		Jun-Nov 2019	% Chg		Jun-Nov 2019	% Chg		Jun-Nov 2019	% Chg		Jun-Nov 2019	% Chg		Jun-Nov 2019	% Chg		Jun-Nov 2019
	Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019		Jun-Nov 2020	Jun-Nov 2019	
1 Bdrm	2,087,857	61%	1,296,786	2,164	20%	1,799	883	22%	723	97%	4%	93%	93%	3%	90%	7	0%	7	\$ 14,615,000	61%	\$ 9,077,500
2 Bdrm	2,134,875	31%	1,633,475	2,023	16%	1,737	1,058	10%	963	94%	-1%	95%	92%	-2%	94%	20	0%	20	\$ 42,697,500	31%	\$ 32,669,491
3 Bdrm	3,464,619	4%	3,325,000	2,367	37%	1,733	1,429	-22%	1,828	96%	2%	94%	95%	6%	90%	21	320%	5	\$ 72,757,000	338%	\$ 16,625,000
4 Bdrm	8,031,250	89%	4,246,250	2,070	26%	1,647	2,413	17%	2,069	85%	-9%	93%	73%	-21%	92%	4	300%	1	\$ 32,125,000	657%	\$ 4,246,250
Aspen Core TH/DP	7,954,211	42%	5,600,000	2,279	16%	1,971	3,510	25%	2,816	97%	6%	91%	92%	6%	87%	19	533%	3	\$ 151,130,000	800%	\$ 16,800,000

\*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		
	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	
Central Core (SFH)	\$15.5	81%	\$8.6	\$2,558	25%	\$2,040	89%	-7%	96%	86%	-2%	88%	7	40%	5	\$108.5	153%	\$42.9	13	0%	13	11	-29%	16
Central Core (CO&TH)	\$4.3	97%	\$2.2	\$2,201	18%	\$1,863	95%	2%	93%	90%	-1%	91%	74	80%	41	\$315.4	255%	\$88.8	72	-22%	92	6	-57%	13
Smuggler (SFH)	\$10.5	36%	\$7.7	\$2,041	93%	\$1,056	97%	5%	92%	97%	17%	82%	5	150%	2	\$52.5	239%	\$15.5	8	-27%	11	10	-71%	33
Smuggler (CO&TH)	\$1.0	-23%	\$1.3	\$1,087	1%	\$1,073	96%	-2%	98%	91%	-4%	94%	8	14%	7	\$8.1	-12%	\$9.2	8	-38%	13	6	-46%	11
West Aspen	\$11.2	54%	\$7.3	\$1,478	15%	\$1,284	90%	-1%	91%	87%	-4%	90%	31	288%	8	\$347.0	495%	\$58.3	47	-33%	70	9	-83%	53
West End	\$10.9	24%	\$8.8	\$2,377	17%	\$2,032	90%	-4%	94%	94%	2%	92%	17	325%	4	\$185.1	425%	\$35.3	28	-20%	35	10	-81%	53
Red Mountain	\$15.5	40%	\$11.1	\$2,133	34%	\$1,597	90%	8%	83%	86%	15%	75%	24	700%	3	\$372.0	1019%	\$33.3	35	35%	26	9	-83%	52
East Aspen	\$8.9	28%	\$7.0	\$1,617	3%	\$1,572	92%	-4%	95%	89%	-2%	91%	19	73%	11	\$168.7	120%	\$76.5	21	-16%	25	7	-51%	14
McLain Flats/Starwood	\$10.1	72%	\$5.9	\$1,132	63%	\$695	91%	1%	89%	84%	10%	76%	12	200%	4	\$121.6	415%	\$23.6	21	24%	17	11	-59%	26
Woody Creek (> \$1.5M)	\$8.0	101%	\$4.0	\$1,284	134%	\$549	98%	2%	96%	91%	-1%	93%	4	100%	2	\$31.9	301%	\$8.0	23	-4%	24	35	-52%	72
Brush Creek Village (>\$1.5M)	\$2.2	-21%	\$2.8	\$466	-24%	\$617	96%	2%	94%	97%	5%	93%	4	300%	1	\$9.0	217%	\$2.8	5	0%	5	8	-75%	30

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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.

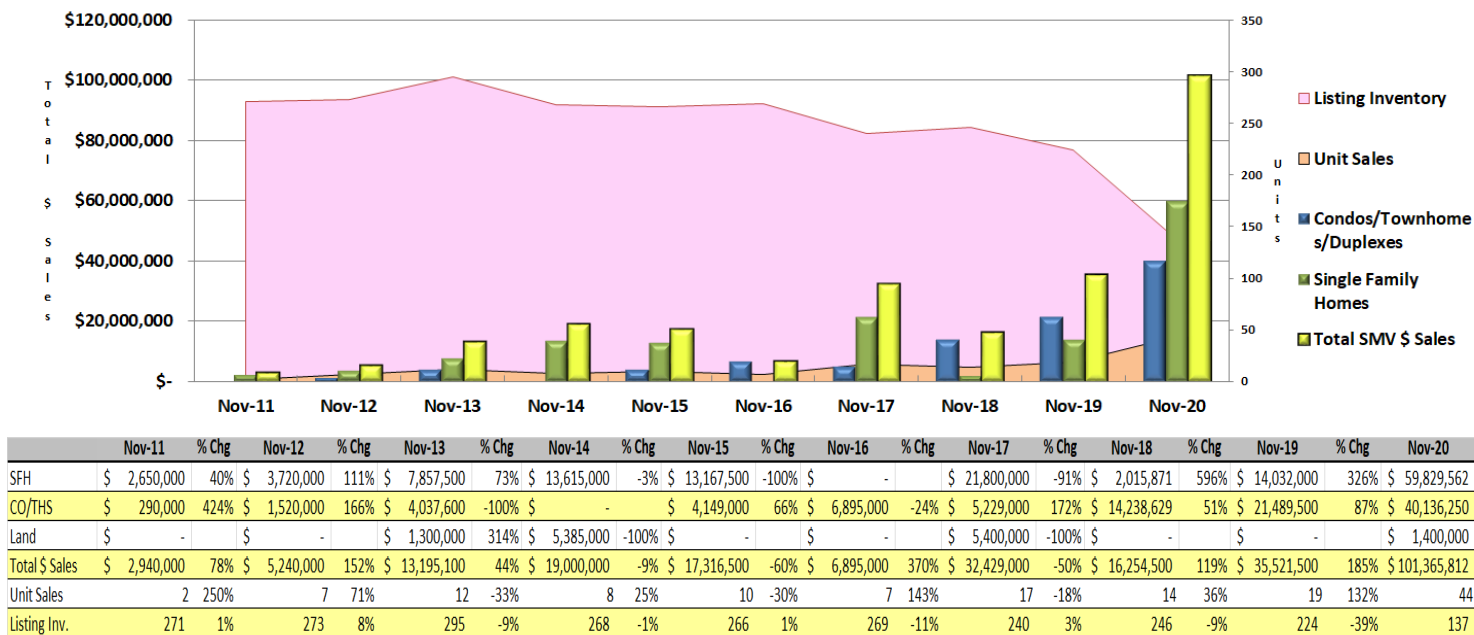
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply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





## November 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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	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Oct-20	% Chg	Oct-19
<b>Single Family Homes</b>											
Unit Sales	6	-83%	1	200%	3	333%	13	31%	17	325%	4
YTD Unit Sales	38	8%	41	0%	41	71%	70	-19%	57	50%	38
Monthly \$ Sales	\$ 21,800,000	-91%	\$ 2,015,871	596%	\$ 14,032,000	343%	\$ 62,129,562	-21%	\$ 75,125,000	212%	\$ 24,042,470
YTD \$ Sales	\$ 131,456,500	-1%	\$ 130,348,048	34%	\$ 174,712,570	61%	\$ 281,939,787	22%	\$ 219,810,225	37%	\$ 160,680,570
Listing Inventory	83	-5%	79	-5%	75	-47%	40	-5%	42	-45%	76
<b>Condos / Townhomes</b>											
Unit Sales	9	44%	13	23%	16	106%	33	21%	26	271%	7
YTD Unit Sales	86	35%	116	0%	116	43%	166	-20%	133	33%	100
Monthly \$ Sales	\$ 5,229,000	172%	\$ 14,238,629	51%	\$ 21,489,500	118%	\$ 46,836,250	5%	\$ 44,392,500	387%	\$ 9,122,000
YTD \$ Sales	\$ 87,091,053	13%	\$ 98,698,829	27%	\$ 125,451,150	89%	\$ 236,837,204	20%	\$ 190,000,954	83%	\$ 103,961,650
Listing Inventory	142	7%	152	-7%	141	-34%	93	-23%	114	-26%	155
<b>Vacant Land</b>											
Unit Sales	2	-100%	0		0		1	0%	1		0
YTD Unit Sales	12	-58%	5	-40%	3	67%	5	-20%	4	33%	3
Monthly \$ Sales	\$ 5,400,000	-100%	\$ -		\$ -		\$ 1,400,000	14%	\$ 1,200,000		\$ -
YTD \$ Sales	\$ 37,250,000	-48%	\$ 19,500,000	-81%	\$ 3,688,334	174%	\$ 10,095,000	14%	\$ 8,695,000	136%	\$ 3,688,334
Listing Inventory	15	0%	15	-47%	8	-50%	4	0%	4	-60%	10
<b>Total Snowmass Village Market</b>											
Total Unit Sales	17	-18%	14	36%	19	147%	47	-6%	44	300%	11
YTD Unit Sales	136	19%	162	-1%	160	51%	241	-20%	194	38%	141
Total Monthly \$ Sales	\$ 32,429,000	-50%	\$ 16,254,500	119%	\$ 35,521,500	211%	\$ 110,365,812	-9%	\$ 120,717,500	264%	\$ 33,164,470
Total YTD \$ Sales	\$ 255,797,553	-3%	\$ 248,546,877	22%	\$ 303,852,054	74%	\$ 528,871,991	21%	\$ 418,506,179	56%	\$ 268,330,554
Listing Inventory	240	3%	246	-9%	224	-39%	137	-17%	160	-34%	241

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 2020 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: The "[Estin Report](http://www.EstinReport.com)" on Aspen real estate." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or [tim@estinaspen.com](mailto:tim@estinaspen.com)

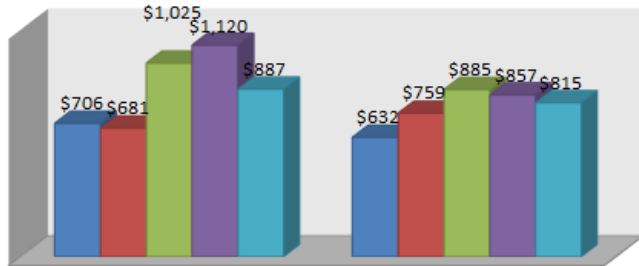




## Estin Report: November 2020 Snowmass Village Condos\* 6-Mos. Averages

### Avg Sold \$ / Sq Ft

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

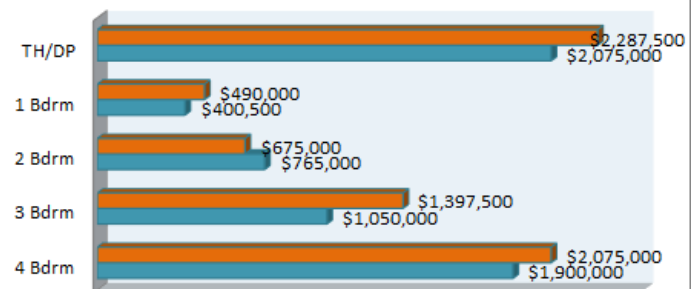


Jun-Nov 2020

Jun-Nov 2019

### Median Sold Price

■ Jun-Nov 2020 ■ Jun-Nov 2019



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019
1 Bdrm	480,659	10%	437,000	706	12%	632	686	0%	688	95%	1%	94%	94%	8%	88%	11	83%	6	\$ 5,287,250	102%	\$ 2,622,000
2 Bdrm	731,380	-13%	843,030	681	-10%	759	1,062	-1%	1,069	96%	2%	94%	94%	2%	92%	46	84%	25	\$ 33,643,500	60%	\$ 21,075,750
3 Bdrm	1,792,275	13%	1,580,909	1,025	16%	885	1,647	-1%	1,664	98%	2%	96%	96%	1%	96%	20	82%	11	\$ 35,845,500	106%	\$ 17,390,000
4 Bdrm	3,089,444	63%	1,900,000	1,120	31%	857	2,574	16%	2,218	97%	2%	95%	94%	4%	91%	9	800%	1	\$ 27,805,000	1363%	\$ 1,900,000
TH/DP	1,126,035	20%	939,993	887	9%	815	1,242	10%	1,132	97%	2%	95%	95%	2%	93%	31	182%	11	\$ 34,907,083	238%	\$ 10,339,918

\*Townhomes (TH)+ Duplexes are separated out from the Condos/TH/Dup category in S AGMLS.

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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.)**			
	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2020	% Chg	Jun-Nov 2019	Jun-Nov 2020	% Chg	Jun-Nov 2019	
Divide	\$6.4	18%	\$5.4	\$1,096	13%	\$971	93%	3%	90%	87%	5%	83%	5	400%	1	\$31.9	492%	\$5.4	6	-40%	10	7	-88%	60
Wood Run	\$4.2	-37%	\$6.6	\$1,032	-17%	\$1,240	94%	5%	89%	94%	21%	78%	5	67%	3	\$20.9	6%	\$19.9	14	-13%	16	17	-48%	32
Ridge Run	\$3.0	-4%	\$3.1	\$850	8%	\$790	93%	0%	93%	88%	-3%	90%	12	33%	9	\$35.7	27%	\$28.1	13	-32%	19	7	-49%	13
Fox Run PUD	\$3.6	-25%	\$4.8	\$702	-26%	\$952	89%	-4%	93%	89%	-6%	95%	2	0%	2	\$7.2	-25%	\$9.6	3	200%	1	9	200%	3
Two Creeks	\$7.1	4%	\$6.8	\$1,282	4%	\$1,237	91%	14%	80%	86%	8%	80%	3	200%	1	\$21.2	211%	\$6.8	6	-25%	8	12	-75%	48
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.7	21%	\$2.3	\$828	21%	\$685	95%	1%	95%	93%	1%	92%	9	200%	3	\$24.6	262%	\$6.8	4	-67%	12	3	-89%	24
Meadow Ranch	\$1.2	8%	\$1.1	\$644	39%	\$464	97%	11%	87%	96%	13%	85%	7	600%	1	\$8.3	655%	\$1.1	3	-50%	6	3	-93%	36
Horse Ranch	\$4.6	8%	\$4.2	\$994	5%	\$949	95%	4%	91%	98%	18%	83%	7	250%	2	\$32.0	279%	\$8.5	6	50%	4	5	-57%	12
Sinclair Meadows	\$4.3	-5%	\$4.5	\$1,271	2%	\$1,250	100%	6%	95%	100%	11%	90%	1	0%	1	\$4.3	-5%	\$4.5	1	-50%	2	6	-50%	12
Country Club Estates	\$3.0			\$1,011			95%			94%			4		0	\$11.9		\$0.0	1	0%	1	2		
Old Snowmass (> \$1.5M)	\$5.0	62%	\$3.1	\$1,160	121%	\$524	90%	-3%	93%	87%	-1%	87%	9	125%	4	\$45.4	263%	\$12.5	10	-66%	29	7	-85%	44

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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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# November 2020: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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