



January 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 2.8.21 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.5 The Estin Report publishes a 10-page monthly Aspen real estate market "Snapshot" on or near the 1st Monday of each month. The Snapshot presents a "bottom line" summary and raw data of the subject month and YTD performance for residential real estate sales in Aspen and Snowmass with three sections: 1) Total combined Aspen Snowmass Village Market; 2) The Aspen Market; 3) The Snowmass Village Market. It features charts, tables and 30-day live links to photos and details of sold properties and compares the subject month to the same time in prior years. The Monthly Snapshot is the only Aspen and Snowmass property sales information widely published in a timely and consistent manner early each month.

Bottom Line Jan 2021

Jan 2021 continues market activity dominated by prodigious demand and limited supply. While activity has slowed somewhat due to lack of inventory, it continues forcefully as demand has not abated. I speak with brokers weekly around the country in high end markets, and the story is similar: high demand, historic low interest rates, low inventory. The message, as most are already aware, is that buyers need to act without delay when they see a property they like. Properties that previously may have been on the market for literally years are going under contract now within days. Have all your ducks in a row, and be prepared to pounce when you see something you really like.

January 2021 Aspen & Snowmass Village Real Estate

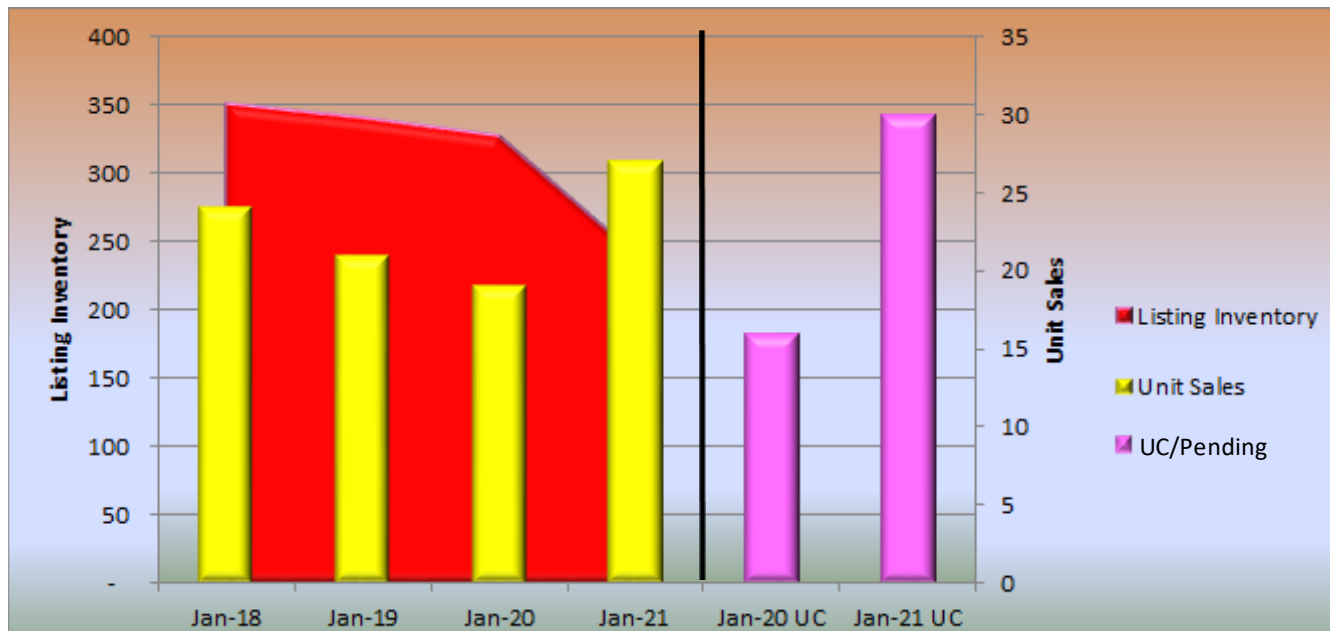
Total Aspen Snowmass Market	Jan-21	% Change	Jan-20
Monthly Unit Sales:	45	25%	36
Year-to-Date Unit Sales:	45	25%	36
Monthly Dollar Sales:	\$ 211,626,263	45%	\$ 145,586,968
Year-to-Date Dollar Sales:	\$ 211,626,263	45%	\$ 145,586,968
Listing Inventory:	371	-34%	560
Aspen Market			
Monthly Unit Sales:	27	42%	19
Year-to-Date Unit Sales:	27	42%	19
Monthly Dollar Sales:	\$ 179,222,101	55%	\$ 115,998,968
Year-to-Date Dollar Sales:	\$ 179,222,101	55%	\$ 115,998,968
Listing Inventory:	240	-27%	327
Snowmass Village Market			
Monthly Unit Sales:	18	6%	17
Year-to-Date Unit Sales:	18	6%	17
Monthly Dollar Sales:	\$ 32,404,162	10%	\$ 29,588,000
Year-to-Date Dollar Sales:	\$ 32,404,162	10%	\$ 29,588,000
Listing Inventory:	131	-44%	233
Total Property Sales \$10M and Over			
Monthly Unit Sales:	5	25%	4
Year-to-Date Unit Sales:	5	25%	4
Monthly Dollar Sales:	\$ 94,229,601	53%	\$ 61,675,635
Year-to-Date Dollar Sales:	\$ 94,229,601	53%	\$ 61,675,635

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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.

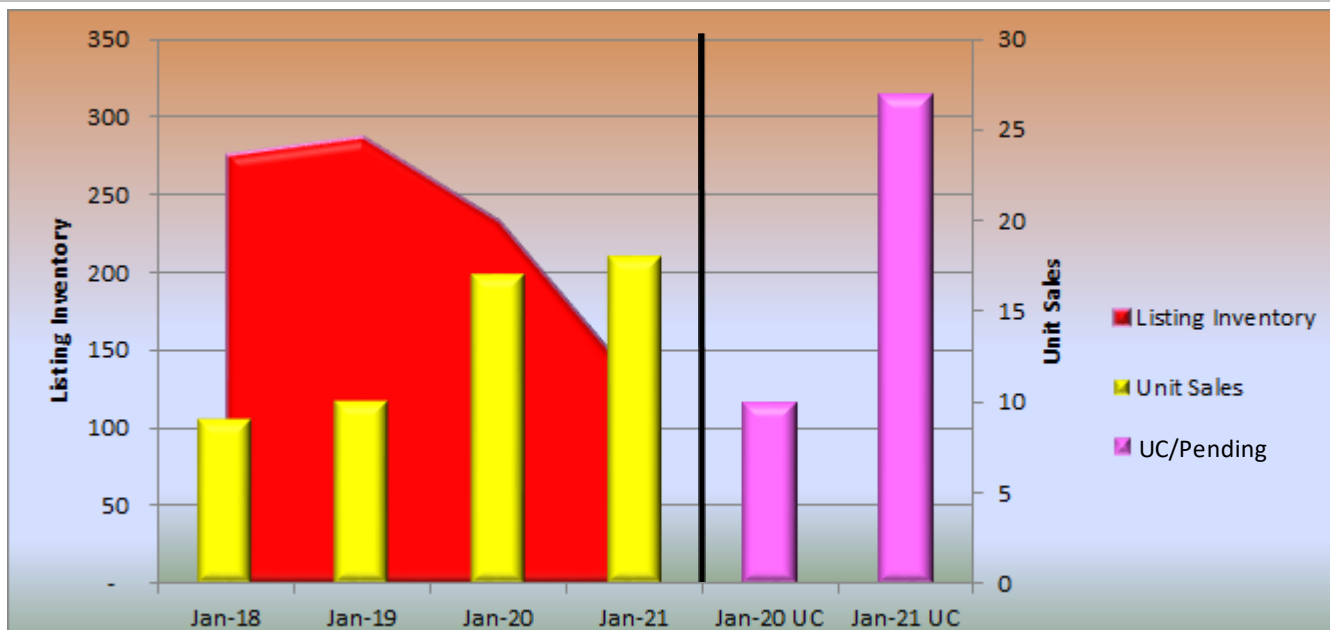


January 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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January 2021 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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NOTE: UC— The number of units that went Under Contract in Jan 2021. This does not necessarily mean that they will close in Sep or Jan 2021, 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 be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



Aspen Only: January 2021 Market Statistics Summary

Aspen condo sales January 2021

- Unit Sales: 0% (13) in Jan '21 from (13) in Jan '20
- Dollar Sales: -48% \$32M in Jan '21 from \$60M in Jan '20
- Inventory Active Listings: -8% (110) in Jan '21 from (120) in Jan '20

Aspen condo sales YTD

- Unit Sales: 0% (13) in Jan '21 from (13) in Jan '20
- Dollar Sales: -48% \$32M in Jan '21 from \$60M in Jan '20
- Inventory Active Listings: -8% (110) in Jan '21 from (120) in Jan '20

Aspen Single family home sales January 2021

- Unit Sales: +160% (13) in Jan '21 from (5) in Jan '20
- Dollar Sales: +158% \$142M in Jan '21 from \$55M in Jan '20
- Inventory Active Listings: -35% (106) in Jan '21 from (164) in Jan '20

Aspen Single family home sales YTD

- Unit Sales: +160% (13) in Jan '21 from (5) in Jan '20
- Dollar Sales: +158% \$142M in Jan '21 from \$55M in Jan '20
- Inventory Active Listings: -35% (106) in Jan '21 from (164) in Jan '20

**Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace. The following Aspen Jan 2021 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 Mobile Homes: 164895, 165131

Aspen Teardown Home Sales to be counted as Vacant Land Sales: 154999, 160349, 154819, 161754, 164444

Aspen—Brush Creek Home Sales: 164768, 164981

Snowmass Village Only: January 2021 Market Statistics Summary

Snowmass Village condo sales January 2021

- Unit Sales: -13% (14) in Jan '21 from (16) in Jan '20
- Dollar Sales: -45% \$15M in Jan '21 from \$28M in Jan '20
- Inventory Active Listings: -35% (96) in Jan '21 from (147) in Jan '20

Snowmass Village condo sales YTD

- Unit Sales: -13% (14) in Jan '21 from (16) in Jan '20
- Dollar Sales: -45% \$15M in Jan '21 from \$28M in Jan '20
- Inventory Active Listings: -35% (96) in Jan '21 from (147) in Jan '20

Snowmass Village Single family home sales January 2021

- Unit Sales: +200% (3) in Jan '21 from (1) in Jan '20
- Dollar Sales: +884% \$14M in Jan '21 from \$1M in Jan '20
- Inventory Active Listings: -59% (32) in Jan '21 from (79) in Jan '20

Snowmass Village Single family home sales YTD

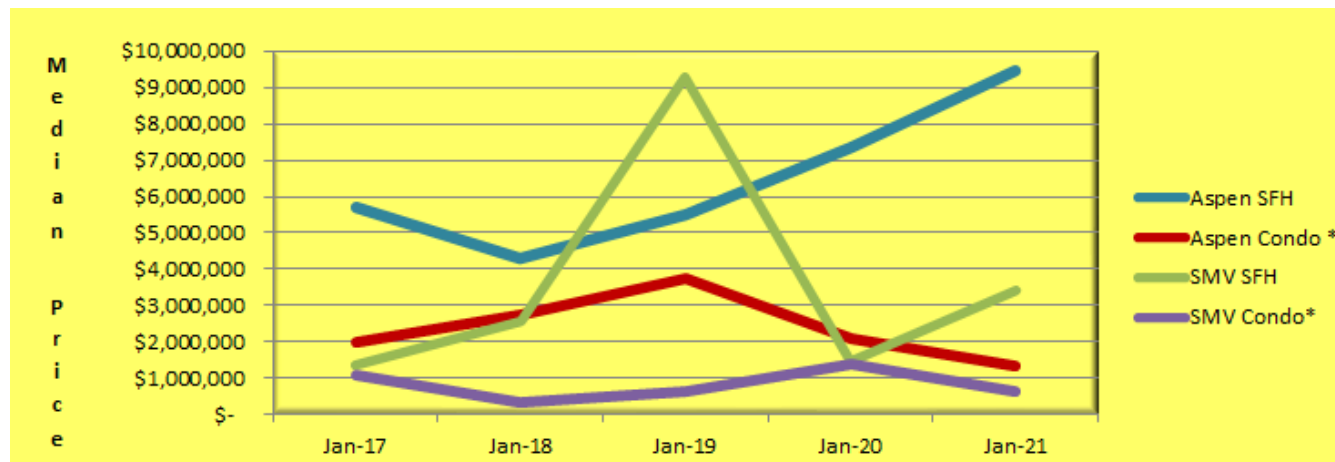
- Unit Sales: +200% (3) in Jan '21 from (1) in Jan '20
- Dollar Sales: +884% \$14M in Jan '21 from \$1M in Jan '20
- Inventory Active Listings: -59% (32) in Jan '21 from (79) in Jan '20

** Typically, the Snowmass Village market represents 25-30% of the total combined Aspen Snowmass Village real estate marketplace.. The following Snowmass Village Jan 2021 sales are considered outliers. They have been counted in total dollar and unit sales but are not included in average price \$/sq ft metrics within this report.*

Stonebridge studio condos: 166294, 144141



January 2021 Aspen and Snowmass Median Sold Prices

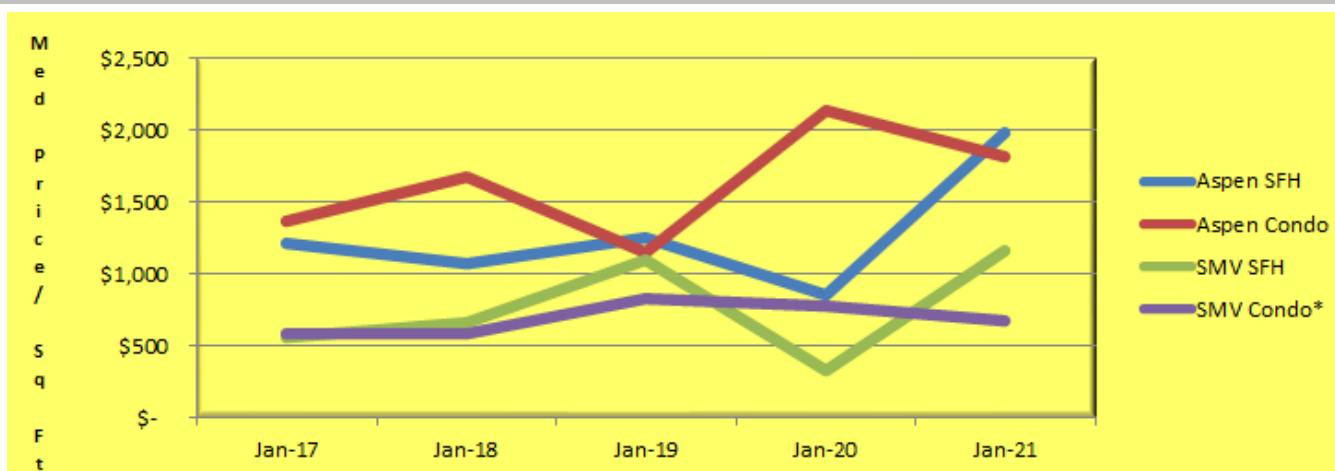


Median Price	Jan-17	% Chg	Jan-18	% Chg	Jan-19	% Chg	Jan-20	% Chg	Jan-21
Aspen SFH	\$5,700,000	-24%	\$4,315,000	27%	\$5,500,000	33%	\$7,333,333	29%	\$9,475,000
Aspen Condo *	\$1,975,000	39%	\$2,750,000	36%	\$3,750,000	-44%	\$2,100,000	-36%	\$1,340,000
SMV SFH	\$1,350,000	92%	\$2,586,339	258%	\$9,260,000	-84%	\$1,450,000	137%	\$3,430,000
SMV Condo*	\$1,100,000	-67%	\$360,000	83%	\$658,800	111%	\$1,392,000	-53%	\$658,498

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

January 2021 Med Sold Price/Sq Ft for Aspen and Snowmass Village



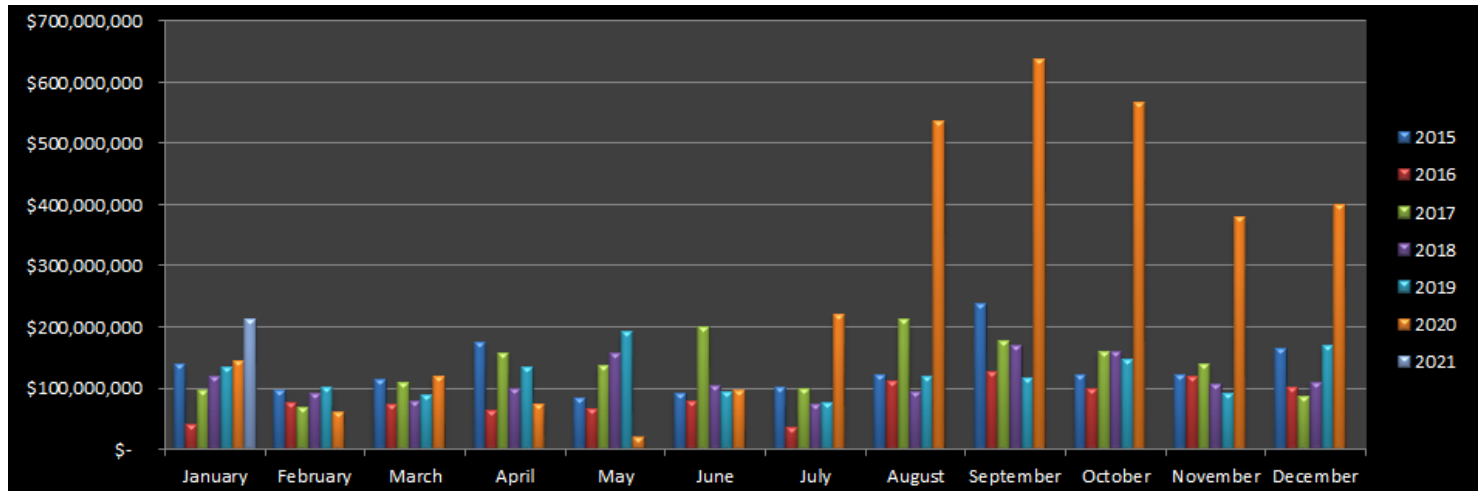
Med Price / Sq Ft	Jan-17	% Chg	Jan-18	% Chg	Jan-19	% Chg	Jan-20	% Chg	Jan-21
Aspen SFH	\$1,208	-11%	\$1,072	17%	\$1,255	-32%	\$858	131%	\$1,980
Aspen Condo *	\$1,365	22%	\$1,670	-31%	\$1,146	86%	\$2,136	-15%	\$1,808
SMV SFH	\$560	19%	\$667	64%	\$1,091	-69%	\$334	247%	\$1,160
SMV Condo*	\$583	1%	\$586	40%	\$822	-6%	\$776	-14%	\$670

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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 January 2021 & Historical Sales



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Estin Report: Total Aspen Snowmass Market January 2021 Dollar Sales

Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	\$ 138,312,067	-71%	\$ 40,282,500	137%	\$ 95,290,500	25%	\$ 118,993,752	13%	\$ 134,648,280	8%	\$ 145,586,968	45%	\$ 211,626,263
February	\$ 95,847,000	-19%	\$ 77,329,500	-12%	\$ 67,978,000	36%	\$ 92,525,750	10%	\$ 101,940,000	-40%	\$ 60,810,000	-100%	\$ -
March	\$ 113,616,850	-36%	\$ 72,993,330	50%	\$ 109,849,228	-28%	\$ 78,748,936	14%	\$ 89,541,910	33%	\$ 119,044,253	-100%	\$ -
April	\$ 174,738,000	-64%	\$ 63,437,200	147%	\$ 156,451,805	-36%	\$ 99,999,000	35%	\$ 134,723,449	-45%	\$ 73,763,000	-100%	\$ -
May	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	15%	\$ 157,289,500	22%	\$ 191,551,350	-90%	\$ 19,314,000	-100%	\$ -
June	\$ 90,812,196	-14%	\$ 78,271,000	155%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750	2%	\$ 95,355,000	-100%	\$ -
July	\$ 101,544,000	-64%	\$ 36,593,500	172%	\$ 99,459,375	-25%	\$ 74,407,500	3%	\$ 76,348,400	188%	\$ 219,721,725	-100%	\$ -
August	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750	349%	\$ 535,531,000	-100%	\$ -
September	\$ 238,134,900	-47%	\$ 127,356,500	38%	\$ 176,057,000	-3%	\$ 169,987,900	-32%	\$ 115,547,359	452%	\$ 638,268,801	-100%	\$ -
October	\$ 120,533,490	-18%	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-7%	\$ 147,886,470	283%	\$ 566,544,250	-100%	\$ -
November	\$ 122,384,722	-3%	\$ 118,725,000	18%	\$ 140,124,000	-24%	\$ 106,018,750	-13%	\$ 92,079,889	312%	\$ 379,300,062	-100%	\$ -
December	\$ 163,815,796	-38%	\$ 102,061,000	-15%	\$ 86,249,075	27%	\$ 109,477,218	54%	\$ 168,804,371	137%	\$ 400,218,600	-100%	\$ -
Annual Totals	\$ 1,565,794,623	-36%	\$ 994,616,068	65%	\$ 1,639,786,057	-17%	\$ 1,365,501,760	7%	\$ 1,465,757,978	122%	\$ 3,253,457,659	-93%	\$ 211,626,263
YTD Total	\$ 138,312,067	-71%	\$ 40,282,500	137%	\$ 95,290,500	25%	\$ 118,993,752	13%	\$ 134,648,280	8%	\$ 145,586,968	45%	\$ 211,626,263

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Estin Report: Total Aspen Snowmass Market January 2021 Unit Sales

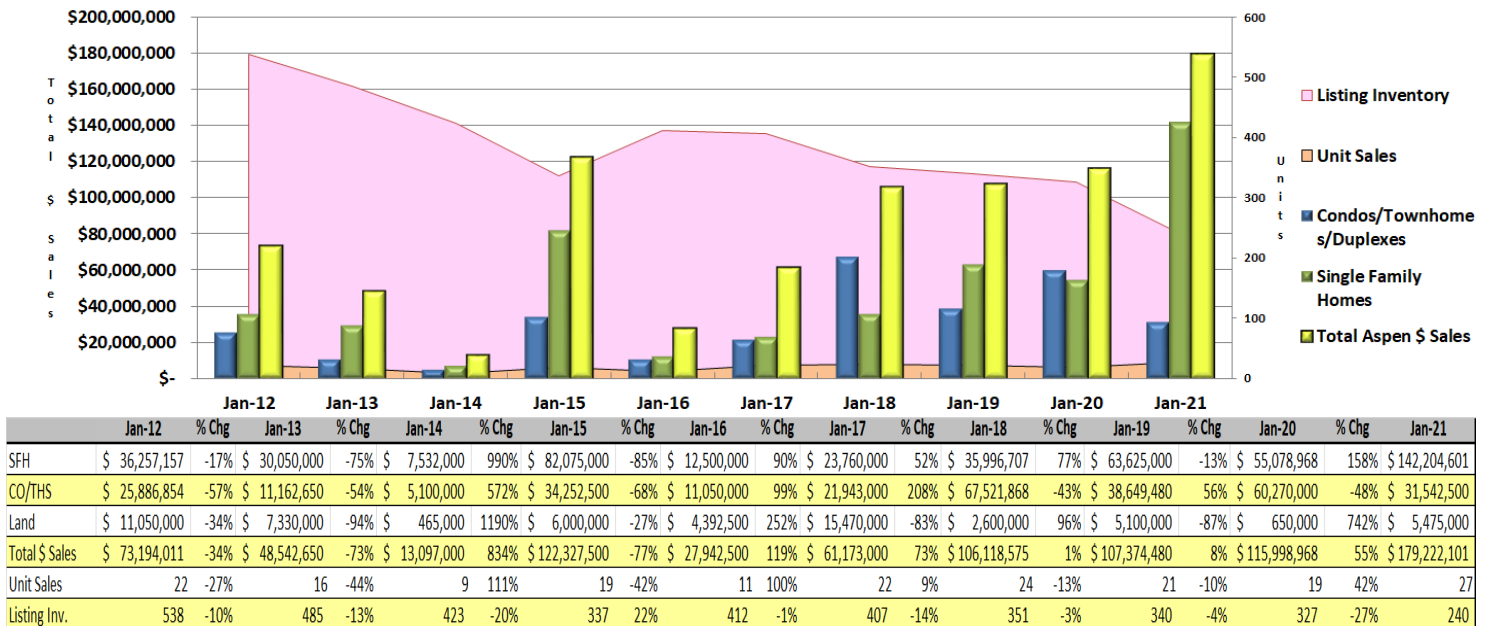
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	-100%	0
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	-100%	0
April	46	-39%	28	46%	41	-17%	34	38%	47	-64%	17	-100%	0
May	43	-58%	18	167%	48	-21%	38	42%	54	-85%	8	-100%	0
June	39	-49%	20	110%	42	-10%	38	-26%	28	-29%	20	-100%	0
July	27	-33%	18	50%	27	-26%	20	15%	23	87%	43	-100%	0
August	27	48%	40	50%	60	-30%	42	-2%	41	139%	98	-100%	0
September	60	-35%	39	26%	49	8%	53	-32%	36	203%	109	-100%	0
October	38	5%	40	8%	43	14%	49	-29%	35	194%	103	-100%	0
November	36	-19%	29	52%	44	-14%	38	-8%	35	143%	85	-100%	0
December	38	-5%	36	-22%	28	57%	44	-11%	39	90%	74	-100%	0
Annual Totals	451	-25%	339	40%	474	-7%	439	-3%	425	51%	640	-93%	45
YTD Total	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45

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January 2021 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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	Jan-18	% Chg	Jan-19	% Chg	Jan-20	% Chg	Jan-21	% Chg	Dec-20	% Chg	Dec-19
Single Family Homes											
Unit Sales	8	-13%	7	-29%	5	160%	13	-108%	27	200%	9
YTD Unit Sales	8	-13%	7	-29%	5	160%	13	-1269%	178	109%	85
Monthly \$ Sales	\$ 35,996,707	77%	\$ 63,625,000	-13%	\$ 55,078,968	158%	\$ 142,204,601	-98%	\$ 282,064,000	286%	\$ 73,025,000
YTD \$ Sales	\$ 35,996,707	77%	\$ 63,625,000	-13%	\$ 55,078,968	158%	\$ 142,204,601	-1233%	\$ 1,895,131,517	178%	\$ 681,157,609
Listing Inventory	168	-2%	165	-1%	164	-35%	106	-9%	116	-29%	164
Condos / Townhomes											
Unit Sales	15	-20%	12	8%	13	0%	13	-69%	22	83%	12
YTD Unit Sales	15	-20%	12	8%	13	0%	13	-1285%	180	31%	137
Monthly \$ Sales	\$ 67,521,868	-43%	\$ 38,649,480	56%	\$ 60,270,000	-48%	\$ 31,542,500	-136%	\$ 74,553,100	28%	\$ 58,137,012
YTD \$ Sales	\$ 67,521,868	-43%	\$ 38,649,480	56%	\$ 60,270,000	-48%	\$ 31,542,500	-2077%	\$ 686,772,651	108%	\$ 329,621,341
Listing Inventory	128	6%	136	-12%	120	-8%	110	5%	105	-13%	120
Vacant Land											
Unit Sales	1	100%	2	-50%	1	0%	1	0%	1	0%	1
YTD Unit Sales	1	100%	2	-50%	1	0%	1	-1600%	17	-35%	26
Monthly \$ Sales	\$ 2,600,000	96%	\$ 5,100,000	-87%	\$ 650,000	742%	\$ 5,475,000	88%	\$ 665,000	-72%	\$ 2,360,000
YTD \$ Sales	\$ 2,600,000	96%	\$ 5,100,000	-87%	\$ 650,000	742%	\$ 5,475,000	-1722%	\$ 99,745,000	-14%	\$ 115,844,615
Listing Inventory	55	-29%	39	10%	43	-44%	24	4%	23	-47%	43
Total Aspen Market											
Total Unit Sales	24	-13%	21	-10%	19	42%	27	-85%	50	127%	22
YTD Unit Sales	24	-13%	21	-10%	19	42%	27	-1289%	375	51%	248
Total Monthly \$ Sales	\$ 106,118,575	1%	\$ 107,374,480	8%	\$ 115,998,968	55%	\$ 179,222,101	-99%	\$ 357,282,100	168%	\$ 133,522,012
Total YTD \$ Sales	\$ 106,118,575	1%	\$ 107,374,480	8%	\$ 115,998,968	55%	\$ 179,222,101	-1396%	\$ 2,681,649,168	138%	\$ 1,126,623,564
Listing Inventory	351	-3%	340	-4%	327	-27%	240	-2%	244	-25%	327

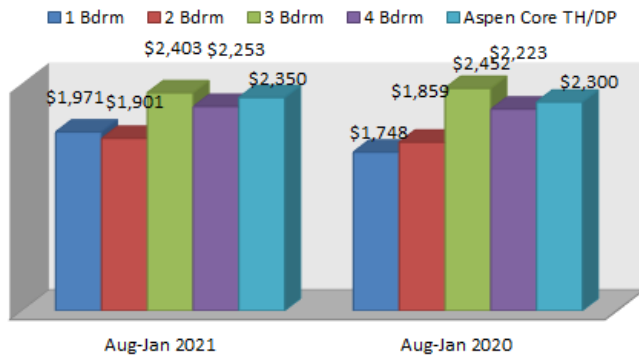
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes,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

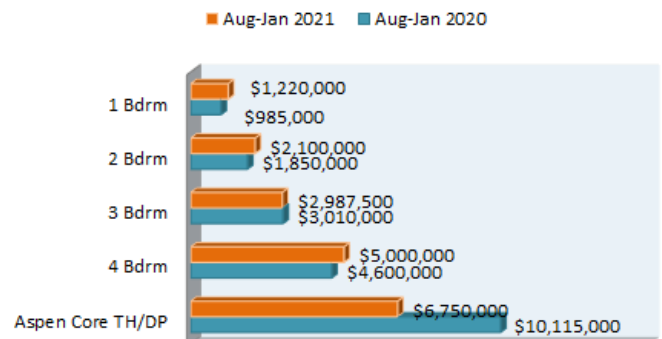


Estin Report: January 2021 Aspen Core Condos* - 6-Mos.Averages

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		Aug-Jan 2020	Aug-Jan 2021	% Chg		Aug-Jan 2020	Aug-Jan 2021	% Chg		Aug-Jan 2020	Aug-Jan 2021	% Chg		Aug-Jan 2020	Aug-Jan 2021	% Chg		Aug-Jan 2020	Aug-Jan 2021	% Chg	
	Aug-Jan 2021				Aug-Jan 2021	Aug-Jan 2021			Aug-Jan 2021	Aug-Jan 2021			Aug-Jan 2021	Aug-Jan 2021			Aug-Jan 2021	Aug-Jan 2021				
1 Bdrm	1,787,000	41%	1,264,643	1,971	13%	1,748	834	16%	721	96%	2%	94%	90%	-2%	92%	10	43%	7	\$ 17,870,000	102%	\$ 8,852,500	
2 Bdrm	2,035,296	21%	1,675,636	1,901	10%	1,722	1,052	5%	1,004	95%	1%	95%	95%	1%	94%	27	29%	21	\$ 54,953,000	56%	\$ 35,188,347	
3 Bdrm	3,575,323	-44%	6,361,813	2,403	13%	2,118	1,456	-10%	1,611	96%	6%	91%	95%	4%	92%	22	267%	6	\$ 78,657,100	106%	\$ 38,170,880	
4 Bdrm	4,958,333	11%	4,467,500	2,253	51%	1,494	2,211	7%	2,069	98%	6%	92%	98%	7%	92%	3	200%	1	\$ 14,875,000	233%	\$ 4,467,500	
Aspen Core TH/DP	8,331,429	-15%	9,759,252	2,350	2%	2,300	3,517	-15%	4,143	94%	4%	90%	90%	-2%	92%	21	163%	8	\$ 174,960,000	124%	\$ 78,074,012	

*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				
	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020
Central Core (SFH)	\$17.3	47%	\$11.8	\$2,999	52%	\$1,976	93%	3%	90%	88%	3%	86%	6	0%	6	\$103.9	47%	\$70.6	13	0%	13	13	0%	13
Central Core (CO&TH)	\$3.9	17%	\$3.3	\$2,154	8%	\$2,003	95%	4%	92%	92%	0%	92%	88	87%	47	\$344.5	119%	\$157.1	72	-22%	92	5	-58%	12
Smuggler (SFH)	\$10.2	102%	\$5.0	\$2,149	108%	\$1,035	95%	3%	92%	93%	6%	88%	7	250%	2	\$71.3	607%	\$10.1	8	-27%	11	7	-79%	33
Smuggler (CO&TH)	\$1.1	32%	\$0.8	\$1,111	13%	\$982	96%	-1%	98%	93%	-2%	94%	10	100%	5	\$10.8	164%	\$4.1	8	-38%	13	5	-69%	16
West Aspen	\$10.2	66%	\$6.1	\$1,466	43%	\$1,028	92%	8%	85%	94%	15%	82%	35	218%	11	\$356.3	429%	\$67.3	47	-33%	70	8	-79%	38
West End	\$10.8	15%	\$9.4	\$2,467	12%	\$2,207	91%	-2%	92%	93%	3%	91%	18	125%	8	\$194.4	159%	\$75.2	28	-20%	35	9	-64%	26
Red Mountain	\$16.1	45%	\$11.1	\$2,165	36%	\$1,597	91%	9%	83%	85%	14%	75%	29	867%	3	\$465.5	1300%	\$33.3	35	35%	26	7	-86%	52
East Aspen	\$8.8	41%	\$6.3	\$1,667	16%	\$1,431	93%	-1%	94%	92%	4%	88%	21	200%	7	\$185.7	324%	\$43.8	21	-16%	25	6	-72%	21
McLain Flats/Starwood	\$10.9	70%	\$6.4	\$1,325	97%	\$672	90%	1%	89%	86%	17%	74%	18	500%	3	\$196.3	923%	\$19.2	21	24%	17	7	-79%	34
Woody Creek (> \$1.5M)	\$7.1	17%	\$6.1	\$1,243			97%	1%	96%	92%	0%	92%	5	400%	1	\$35.3	484%	\$6.1	23	-4%	24	28	-81%	144
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.

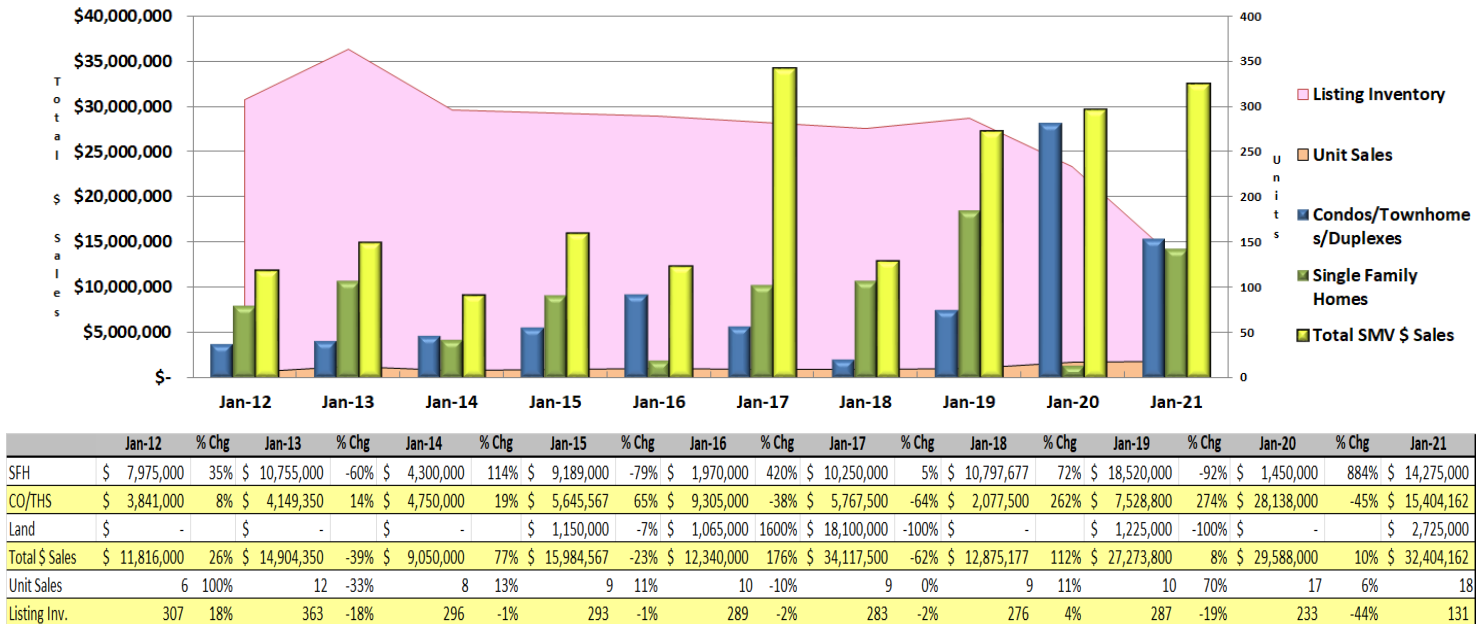
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



January 2021 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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	Jan-18	% Chg	Jan-19	% Chg	Jan-20	% Chg	Jan-21	% Chg	Dec-20	% Chg	Dec-19
Single Family Homes											
Unit Sales	4	-50%	2	-50%	1	200%	3	-33%	2	-71%	7
YTD Unit Sales	4	-50%	2	-50%	1	200%	3	2300%	72	50%	48
Monthly \$ Sales	\$ 10,797,677	72%	\$ 18,520,000	-92%	\$ 1,450,000	884%	\$ 14,275,000	60%	\$ 5,665,000	-73%	\$ 21,330,000
YTD \$ Sales	\$ 10,797,677	72%	\$ 18,520,000	-92%	\$ 1,450,000	884%	\$ 14,275,000	-1915%	\$ 287,604,787	47%	\$ 196,042,570
Listing Inventory	80	9%	87	-9%	79	-59%	32	-6%	34	-54%	74
Condos / Townhomes											
Unit Sales	5	40%	7	129%	16	-13%	14	-57%	22	120%	10
YTD Unit Sales	5	40%	7	129%	16	-13%	14	1243%	188	49%	126
Monthly \$ Sales	\$ 2,077,500	262%	\$ 7,528,800	274%	\$ 28,138,000	-45%	\$ 15,404,162	-142%	\$ 37,271,500	167%	\$ 13,952,359
YTD \$ Sales	\$ 2,077,500	262%	\$ 7,528,800	274%	\$ 28,138,000	-45%	\$ 15,404,162	-1679%	\$ 274,108,704	97%	\$ 139,403,509
Listing Inventory	183	2%	186	-21%	147	-35%	96	-2%	98	-35%	151
Vacant Land											
Unit Sales	0		1	-100%	0		1	-100%	0		0
YTD Unit Sales	0		1	-100%	0		1	400%	5	67%	3
Monthly \$ Sales	\$ -		\$ 1,225,000	-100%	\$ -		\$ 2,725,000	100%	\$ -		\$ -
YTD \$ Sales	\$ -		\$ 1,225,000	-100%	\$ -		\$ 2,725,000	-270%	\$ 10,095,000	174%	\$ 3,688,334
Listing Inventory	13	8%	14	-50%	7	-57%	3	-33%	4	-43%	7
Total Snowmass Village Market											
Total Unit Sales	9	11%	10	70%	17	6%	18	33%	24	41%	17
YTD Unit Sales	9	11%	10	70%	17	6%	18	1372%	265	50%	177
Total Monthly \$ Sales	\$ 12,875,177	112%	\$ 27,273,800	8%	\$ 29,588,000	10%	\$ 32,404,162	-33%	\$ 42,936,500	22%	\$ 35,282,359
Total YTD \$ Sales	\$ 12,875,177	112%	\$ 27,273,800	8%	\$ 29,588,000	10%	\$ 32,404,162	-1665%	\$ 571,808,491	69%	\$ 339,134,413
Listing Inventory	276	4%	287	-19%	233	-44%	131	-4%	136	-41%	232

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

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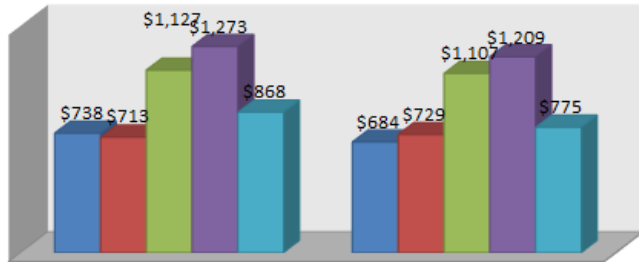
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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



Estin Report: January 2021 Snowmass Village Condos*—6-Mos. Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP

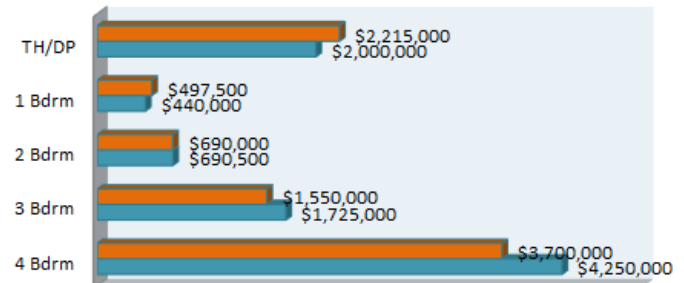


Aug-Jan 2021

Aug-Jan 2020

Median Sold Price

Aug-Jan 2021 Aug-Jan 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020
1 Bdrm	493,635	9%	454,000	738	8%	684	677	2%	666	95%	1%	94%	95%	8%	88%	13	63%	8	\$ 6,417,250	77%	\$ 3,632,000
2 Bdrm	781,827	-3%	806,792	713	-2%	729	1,077	1%	1,071	96%	2%	94%	94%	3%	92%	55	83%	30	\$ 43,000,495	78%	\$ 24,203,750
3 Bdrm	2,029,180	-6%	2,148,333	1,127	2%	1,107	1,687	-6%	1,805	99%	1%	98%	97%	-3%	100%	25	67%	15	\$ 50,729,500	57%	\$ 32,225,000
4 Bdrm	3,418,750	-20%	4,250,000	1,273	5%	1,209	2,525	-28%	3,514	99%	5%	94%	97%	14%	85%	12	1100%	1	\$ 41,025,000	865%	\$ 4,250,000
TH/DP	1,269,050	12%	1,130,366	868	12%	775	1,280	6%	1,203	98%	2%	96%	96%	1%	95%	30	100%	15	\$ 38,071,499	125%	\$ 16,955,496

*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.)**					
	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020	Aug-Jan 2021	% Chg	Aug-Jan 2020			
Divide	\$7.1	32%	\$5.4	\$1,218	25%	\$971	96%	6%	90%	90%	8%	83%	4	300%	1	\$28.5	429%	\$5.4	6	-40%	10	9	-85%	60
Wood Run	\$4.7	-25%	\$6.3	\$1,100	-4%	\$1,148	95%	7%	89%	95%	20%	80%	6	50%	4	\$28.5	12%	\$25.3	14	-13%	16	14	-42%	24
Ridge Run	\$3.1	1%	\$3.1	\$830	0%	\$828	94%	0%	94%	89%	1%	89%	10	43%	7	\$31.3	44%	\$21.7	13	-32%	19	8	-52%	16
Fox Run PUD	\$3.6			\$702			89%			89%			2		0	\$7.2		\$0.0	3	200%	1	9		
Two Creeks	\$6.0	-12%	\$6.8	\$1,091	-12%	\$1,237	82%	3%	80%	71%	-12%	80%	1	0%	1	\$6.0	-12%	\$6.8	6	-25%	8	36	-25%	48
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$3.0	45%	\$2.1	\$899	38%	\$652	97%	2%	95%	94%	-1%	95%	7	600%	1	\$20.8	915%	\$2.1	4	-67%	12	3	-95%	72
Meadow Ranch	\$1.2	11%	\$1.1	\$644	9%	\$593	97%	4%	93%	96%	7%	91%	6	100%	3	\$7.5	122%	\$3.4	3	-50%	6	3	-75%	12
Horse Ranch	\$4.3	-26%	\$5.8	\$998	-20%	\$1,254	96%	3%	94%	99%	14%	87%	7	250%	2	\$30.3	160%	\$11.7	6	50%	4	5	-57%	12
Sinclair Meadows													0		0	\$0.0		\$0.0	1	-50%	2			
Country Club Estates	\$3.5			\$1,171			96%			96%			4		0	\$13.9		\$0.0	1	0%	1	2		
Old Snowmass (> \$1.5M)	\$5.2	-6%	\$5.5	\$1,027	14%	\$902	91%	5%	86%	91%	16%	78%	12	100%	6	\$62.4	89%	\$33.0	11	-56%	25	6	-78%	25

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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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January 2020: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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- N&MS, ASPEN AND NYC

"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."

- FS, ASPEN AND DC

"Tim Estin is the very definition of the realtor pro who stands with distinction far above and beyond a very crowded Aspen broker field...Those who lump all brokers together in one generalized statement, "Brokers are brokers", will miss out on the uniqueness and impressiveness of this one individual."

- W&NP, ASPEN, CO

Want Aspen? Call Estin.

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."

- T&SW, NYC

"Your report is incredible... The executive summary/recap and the report itself is stunning and it is rich with useful information. This is a seriously amazing amount of work."

- LN APPRAISAL NETWORK, ASPEN

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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."

