



February 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 3.3.21 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: Feb 2021 continues intense Aspen and Snowmass real estate market activity dominated by huge demand and a limited supply. While activity had slowed marginally in early January, since mid-Jan and Feb it has resumed its upward trajectory. Properties going under contract in Feb were through the roof. The story is similar throughout the Roaring Fork Valley from Aspen to Glenwood. And as I speak with brokers weekly around the country, it is the same in other high end markets: high demand, low inventory, historic low interest rates, a search for space, privacy, high taxes in certain areas and changing work patterns are helping push prices higher. Properties are going under contract now within days of appearing in the MLS, if not before. The message, as most are already aware, is that buyers need to act without delay when they see a property they like.

February 2021 Aspen & Snowmass Village Real Estate

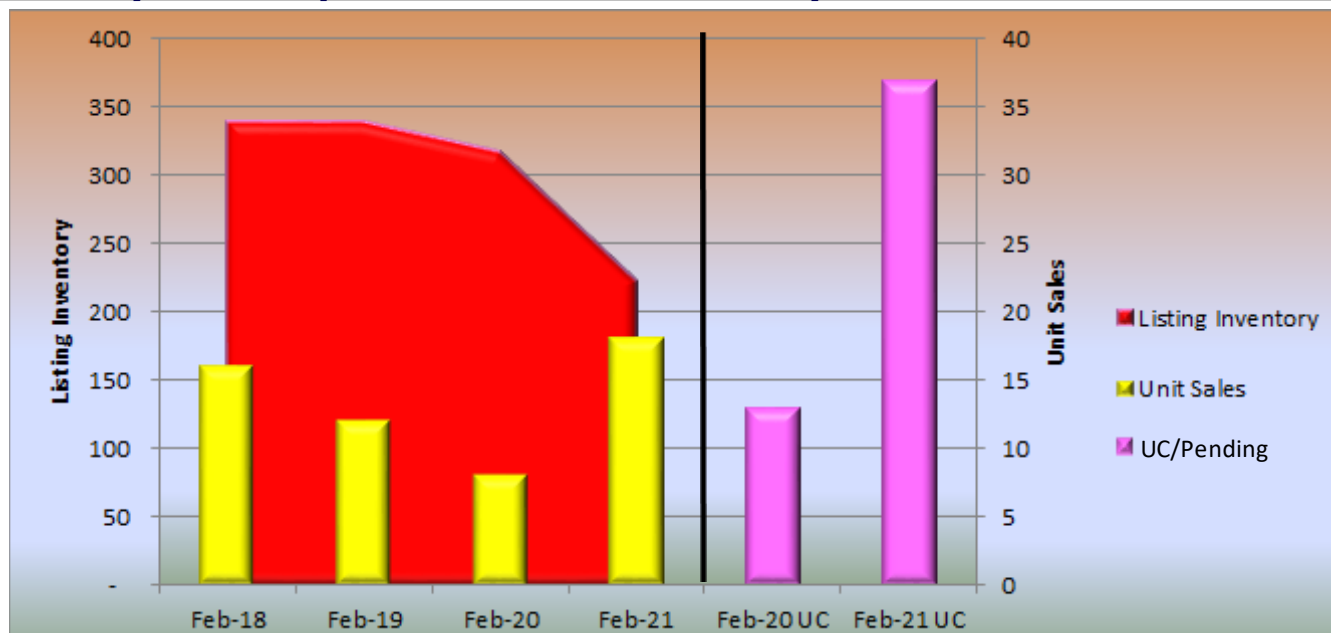
Total Aspen Snowmass Market	Feb-21	% Change	Feb-20
Monthly Unit Sales:	37	85%	20
Year-to-Date Unit Sales:	82	46%	56
Monthly Dollar Sales:	\$ 138,536,200	128%	\$ 60,810,000
Year-to-Date Dollar Sales:	\$ 350,162,463	70%	\$ 206,396,968
Listing Inventory:	355	-35%	544
Aspen Market			
Monthly Unit Sales:	18	125%	8
Year-to-Date Unit Sales:	45	67%	27
Monthly Dollar Sales:	\$ 96,245,000	137%	\$ 40,525,000
Year-to-Date Dollar Sales:	\$ 275,467,101	76%	\$ 156,523,968
Listing Inventory:	222	-30%	316
Snowmass Village Market			
Monthly Unit Sales:	19	58%	12
Year-to-Date Unit Sales:	37	28%	29
Monthly Dollar Sales:	\$ 42,291,200	108%	\$ 20,285,000
Year-to-Date Dollar Sales:	\$ 74,695,362	50%	\$ 49,873,000
Listing Inventory:	133	-42%	228
Total Property Sales \$10M and Over			
Monthly Unit Sales:	2	0%	-
Year-to-Date Unit Sales:	7	75%	4
Monthly Dollar Sales:	\$ 30,210,000	0%	\$ -
Year-to-Date Dollar Sales:	\$ 124,439,601	102%	\$ 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.

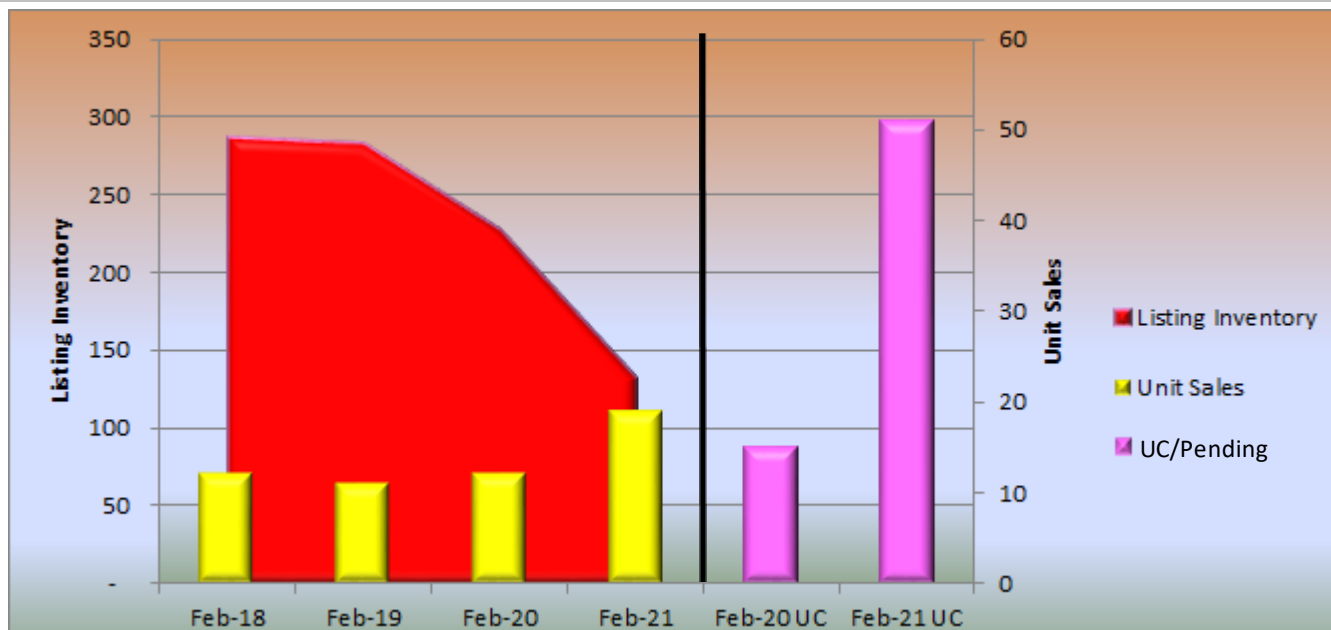


February 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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February 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 Feb 2021. This does not necessarily mean that they will close in Sep or Feb 2021, 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: February 2021 Market Statistics Summary

Aspen condo sales February 2021

- Unit Sales: 267% (11) in Feb '21 from (3) in Feb '20
- Dollar Sales: +40% \$28M in Feb '21 from \$20M in Feb '20
- Inventory Active Listings: -18% (102) in Feb '21 from (125) in Feb '20

Aspen condo sales YTD

- Unit Sales: 50% (24) in Feb '21 from (16) in Feb '20
- Dollar Sales: -26% \$59M in Feb '21 from \$80M in Feb '20
- Inventory Active Listings: -4% (127) in Feb '21 from (133) in Feb '20

Aspen Single family home sales February 2021

- Unit Sales: +133% (7) in Feb '21 from (3) in Feb '20
- Dollar Sales: +294% \$69M in Feb '21 from \$17M in Feb '20
- Inventory Active Listings: -36% (97) in Feb '21 from (152) in Feb '20

Aspen Single family home sales YTD

- Unit Sales: +150% (20) in Feb '21 from (8) in Feb '20
- Dollar Sales: +191% \$211M in Feb '21 from \$72M in Feb '20
- Inventory Active Listings: -30% (118) in Feb '21 from (171) in Feb '20

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

Snowmass Village Only: February 2021 Market Statistics Summary

Snowmass Village condo sales February 2021

- Unit Sales: +33% (16) in Feb '21 from (12) in Feb '20
- Dollar Sales: +44% \$29M in Feb '21 from \$20M in Feb '20
- Inventory Active Listings: -32% (97) in Feb '21 from (143) in Feb '20

Snowmass Village condo sales YTD

- Unit Sales: +7% (30) in Feb '21 from (28) in Feb '20
- Dollar Sales: -8% \$45M in Feb '21 from \$48M in Feb '20
- Inventory Active Listings: -24% (118) in Feb '21 from (157) in Feb '20

Snowmass Village Single family home sales February 2021

- Unit Sales: +100% (3) in Feb '21 from (0) in Feb '20
- Dollar Sales: +100% \$13M in Feb '21 from \$0M in Feb '20
- Inventory Active Listings: -57% (33) in Feb '21 from (77) in Feb '20

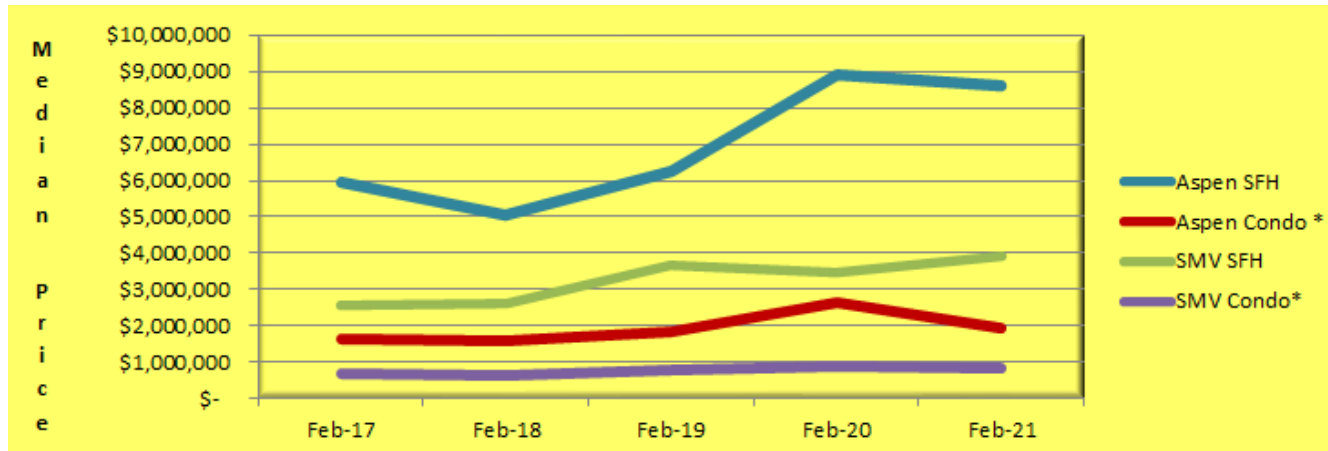
Snowmass Village Single family home sales YTD

- Unit Sales: +500% (6) in Feb '21 from (1) in Feb '20
- Dollar Sales: +1790% \$27M in Feb '21 from \$1M in Feb '20
- Inventory Active Listings: -52% (38) in Feb '21 from (80) in Feb '20

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



February 2021 Aspen and Snowmass Median Sold Prices

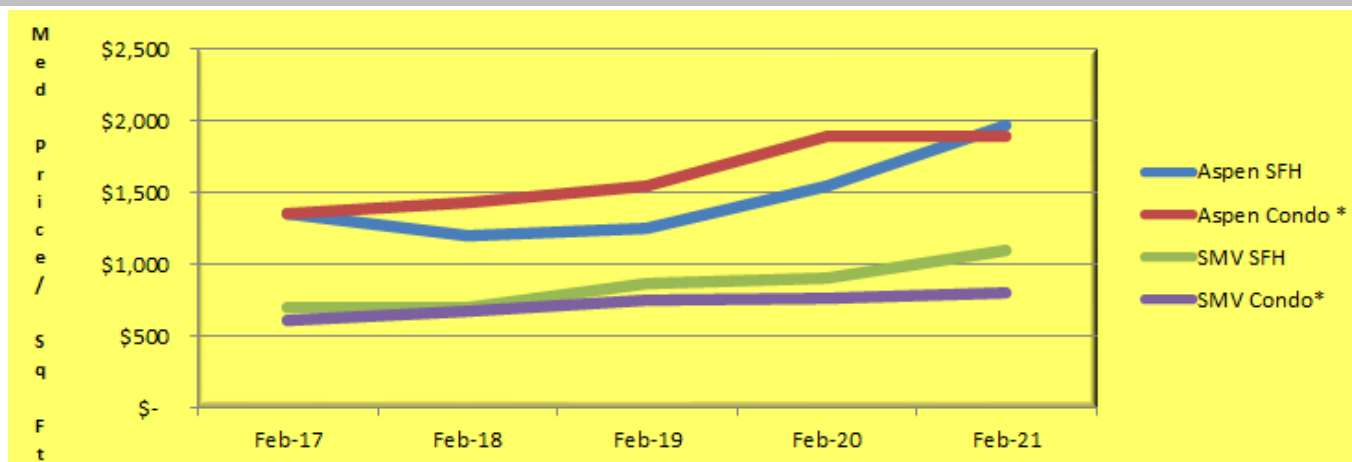


Median Price	Feb-17	% Chg	Feb-18	% Chg	Feb-19	% Chg	Feb-20	% Chg	Feb-21
Aspen SFH	\$5,937,500	-15%	\$5,062,500	24%	\$6,275,000	42%	\$8,895,000	-3%	\$8,612,500
Aspen Condo *	\$1,620,000	-2%	\$1,590,000	16%	\$1,850,000	43%	\$2,647,500	-27%	\$1,935,000
SMV SFH	\$2,550,000	2%	\$2,600,000	42%	\$3,685,000	-6%	\$3,478,000	13%	\$3,927,500
SMV Condo*	\$689,750	-4%	\$660,000	16%	\$765,000	17%	\$897,500	-9%	\$818,500

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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 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.

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



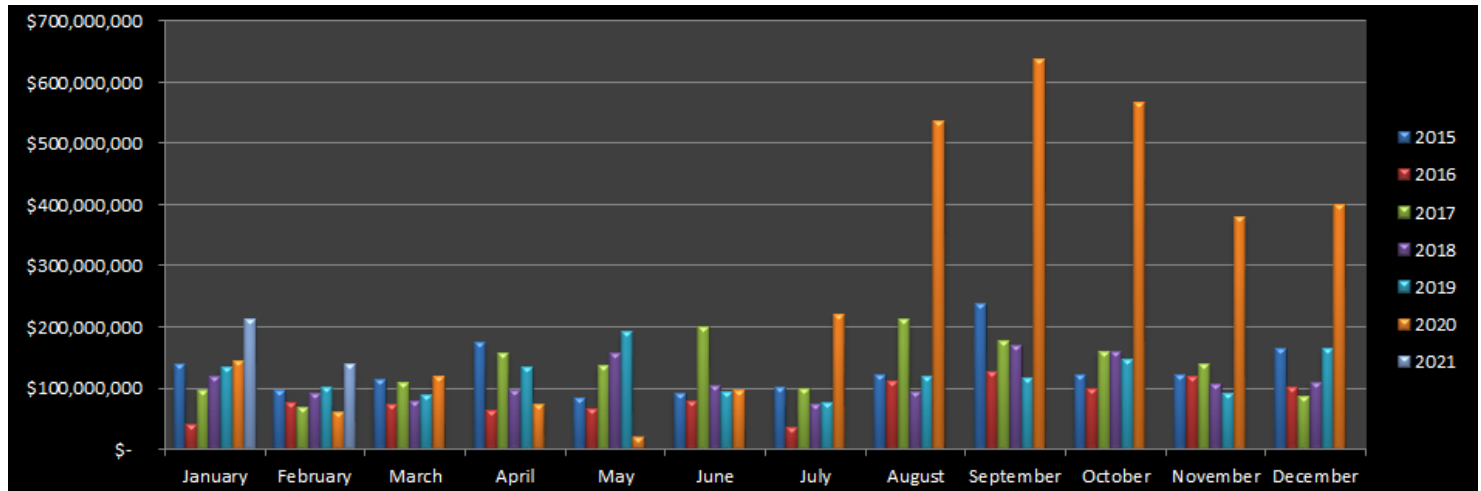
Med Price / Sq Ft	Feb-17	% Chg	Feb-18	% Chg	Feb-19	% Chg	Feb-20	% Chg	Feb-21
Aspen SFH	\$1,350	-11%	\$1,196	5%	\$1,255	23%	\$1,544	27%	\$1,966
Aspen Condo *	\$1,358	5%	\$1,429	8%	\$1,547	23%	\$1,896	0%	\$1,893
SMV SFH	\$705	0%	\$705	23%	\$866	4%	\$899	22%	\$1,098
SMV Condo*	\$612	11%	\$681	10%	\$748	1%	\$759	6%	\$806

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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 February 2021 & Historical Sales



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Estin Report: Total Aspen Snowmass Market February 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	128%	\$ 138,536,200
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	-38%	\$ 96,549,000	40%	\$ 134,723,449	-46%	\$ 72,958,000	-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	51%	\$ 165,204,371	142%	\$ 400,218,600	-100%	\$ -
Annual Totals	\$ 1,565,794,623	-36%	\$ 994,616,068	65%	\$ 1,639,786,057	-17%	\$ 1,362,051,760	7%	\$ 1,462,157,978	122%	\$ 3,252,652,659	-89%	\$ 350,162,463
YTD Total	\$ 234,159,067	-50%	\$ 117,612,000	39%	\$ 163,268,500	30%	\$ 211,519,502	12%	\$ 236,588,280	-13%	\$ 206,396,968	70%	\$ 350,162,463

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Estin Report: Total Aspen Snowmass Market February 2021 Unit Sales

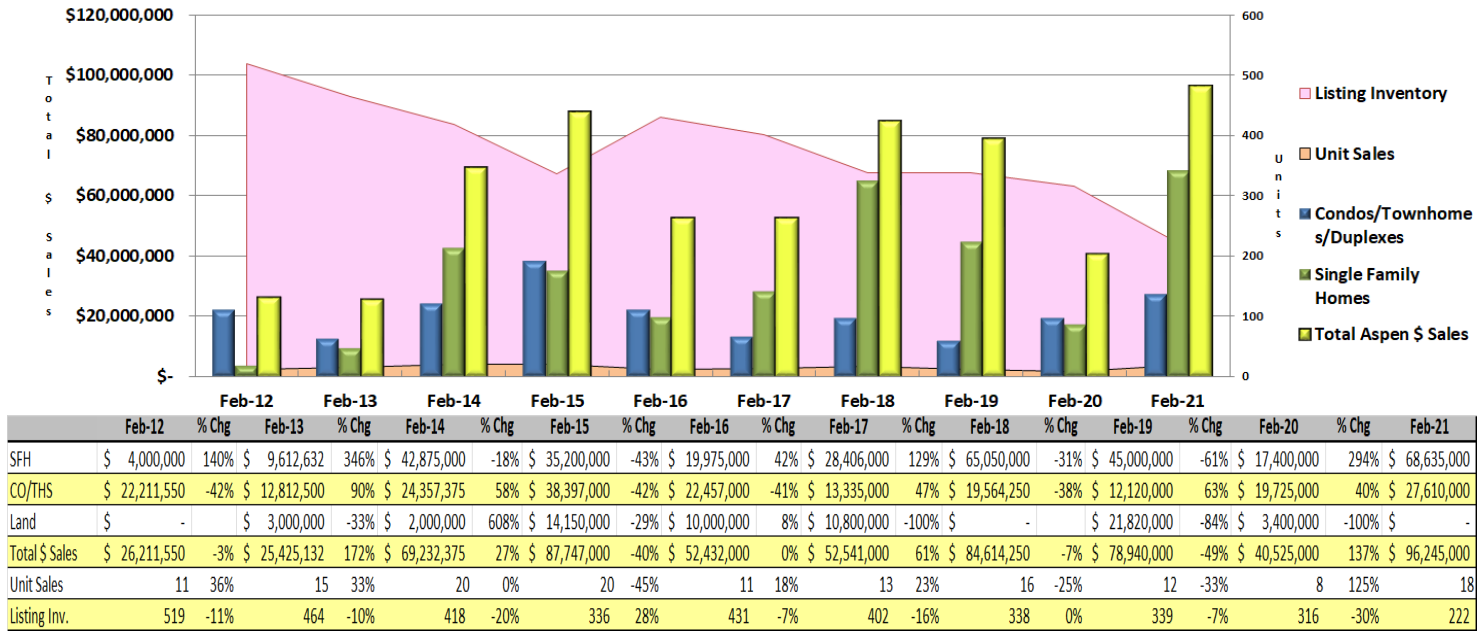
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	-100%	0
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	16	-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	-14%	38	95%	74	-100%	0
Annual Totals	451	-25%	339	40%	474	-8%	438	-3%	424	51%	639	-87%	82
YTD Total	53	-19%	43	23%	53	15%	61	-11%	54	4%	56	46%	82

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February 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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	Feb-18	% Chg	Feb-19	% Chg	Feb-20	% Chg	Feb-21	% Chg	Jan-21	% Chg	Jan-20
Single Family Homes											
Unit Sales	6	-17%	5	-40%	3	133%	7	-86%	13	160%	5
YTD Unit Sales	14	-14%	12	-33%	8	150%	20	35%	13	160%	5
Monthly \$ Sales	\$ 65,050,000	-31%	\$ 45,000,000	-61%	\$ 17,400,000	294%	\$ 68,635,000	-107%	\$ 142,204,601	158%	\$ 55,078,968
YTD \$ Sales	\$ 101,046,707	7%	\$ 108,625,000	-33%	\$ 72,478,968	191%	\$ 210,839,601	33%	\$ 142,204,601	158%	\$ 55,078,968
Listing Inventory	163	-2%	160	-5%	152	-36%	97	-13%	110	-33%	165
Condos / Townhomes											
Unit Sales	10	-50%	5	-40%	3	267%	11	-18%	13	0%	13
YTD Unit Sales	25	-32%	17	-6%	16	50%	24	46%	13	0%	13
Monthly \$ Sales	\$ 19,564,250	-38%	\$ 12,120,000	63%	\$ 19,725,000	40%	\$ 27,610,000	-14%	\$ 31,542,500	-48%	\$ 60,270,000
YTD \$ Sales	\$ 87,086,118	-42%	\$ 50,769,480	58%	\$ 79,995,000	-26%	\$ 59,152,500	47%	\$ 31,542,500	-48%	\$ 60,270,000
Listing Inventory	122	11%	136	-8%	125	-18%	102	-11%	113	-6%	120
Vacant Land											
Unit Sales	0		2	0%	2	-100%	0		1	0%	1
YTD Unit Sales	1	300%	4	-25%	3	-67%	1	0%	1	0%	1
Monthly \$ Sales	\$ -		\$ 21,820,000	-84%	\$ 3,400,000	-100%	\$ -		\$ 5,475,000	742%	\$ 650,000
YTD \$ Sales	\$ 2,600,000	935%	\$ 26,920,000	-85%	\$ 4,050,000	35%	\$ 5,475,000	0%	\$ 5,475,000	742%	\$ 650,000
Listing Inventory	53	-19%	43	-9%	39	-41%	23	0%	23	-45%	42
Total Aspen Market											
Total Unit Sales	16	-25%	12	-33%	8	125%	18	-50%	27	42%	19
YTD Unit Sales	40	-18%	33	-18%	27	67%	45	40%	27	42%	19
Total Monthly \$ Sales	\$ 84,614,250	-7%	\$ 78,940,000	-49%	\$ 40,525,000	137%	\$ 96,245,000	-86%	\$ 179,222,101	55%	\$ 115,998,968
Total YTD \$ Sales	\$ 190,732,825	-2%	\$ 186,314,480	-16%	\$ 156,523,968	76%	\$ 275,467,101	35%	\$ 179,222,101	55%	\$ 115,998,968
Listing Inventory	338	0%	339	-7%	316	-30%	222	-11%	246	-25%	327

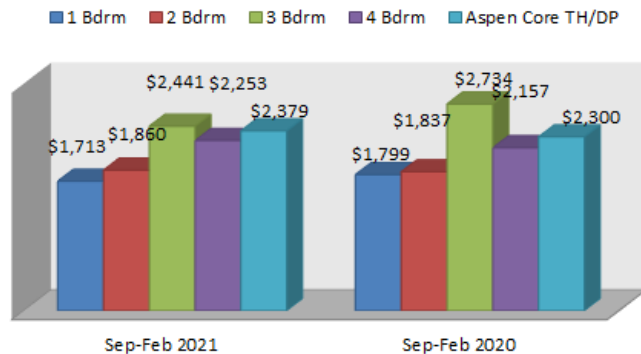
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, 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: February 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		Sep-Feb 2020	% Chg		Sep-Feb 2020	% Chg		Sep-Feb 2020	% Chg		Sep-Feb 2020	% Chg		Sep-Feb 2020	% Chg		Sep-Feb 2020	% Chg		Sep-Feb 2020
	Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020		Sep-Feb 2021	Sep-Feb 2020	
1 Bdrm	1,235,833	-11%	1,386,500	1,713	-5%	1,799	724	-6%	771	97%	3%	94%	89%	-2%	92%	6	20%	5	\$ 7,415,000	7%	\$ 6,932,500
2 Bdrm	1,940,019	18%	1,647,423	1,860	11%	1,677	1,031	1%	1,022	95%	0%	94%	94%	1%	94%	26	53%	17	\$ 50,440,500	80%	\$ 28,006,196
3 Bdrm	3,806,290	-44%	6,738,501	2,441	13%	2,151	1,523	5%	1,455	96%	6%	91%	95%	3%	92%	21	425%	4	\$ 79,932,100	197%	\$ 26,954,003
4 Bdrm	4,958,333	8%	4,597,500	2,253	45%	1,553	2,211	-1%	2,231	98%	7%	92%	98%	7%	92%	3	50%	2	\$ 14,875,000	62%	\$ 9,195,000
Aspen Core TH/DP	8,467,895	-13%	9,759,252	2,379	3%	2,300	3,545	-14%	4,143	93%	4%	90%	89%	-3%	92%	19	138%	8	\$ 160,890,000	106%	\$ 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			
	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	
Central Core (SFH)	\$18.0	53%	\$11.8	\$3,211	63%	\$1,976	95%	5%	90%	93%	9%	86%	5	-17%	6	\$89.9	27%	\$70.6	13	0%	13	16	20%	13
Central Core (CO&TH)	\$4.0	4%	\$3.8	\$2,142	5%	\$2,034	95%	4%	91%	92%	1%	91%	80	95%	41	\$316.7	104%	\$155.3	72	-22%	92	5	-60%	13
Smuggler (SFH)	\$9.7			\$2,186			94%			92%			8		0	\$77.3		\$0.0	8	-27%	11	6		
Smuggler (CO&TH)	\$0.8	-5%	\$0.9	\$1,033	4%	\$998	98%	0%	97%	97%	2%	95%	9	125%	4	\$7.5	113%	\$3.5	8	-38%	13	5	-73%	20
West Aspen	\$10.5	73%	\$6.1	\$1,491	48%	\$1,005	94%	11%	84%	92%	14%	80%	29	190%	10	\$303.7	402%	\$60.5	47	-33%	70	10	-77%	42
West End	\$10.3	7%	\$9.6	\$2,414	11%	\$2,184	91%	-1%	92%	93%	2%	91%	18	125%	8	\$185.3	141%	\$76.9	28	-20%	35	9	-64%	26
Red Mountain	\$14.5	29%	\$11.3	\$2,043	31%	\$1,558	91%	21%	76%	85%	21%	70%	25	2400%	1	\$363.5	3128%	\$11.3	35	35%	26	8	-95%	156
East Aspen	\$10.7	76%	\$6.1	\$1,860	33%	\$1,402	92%	-2%	94%	91%	0%	91%	12	140%	5	\$127.9	322%	\$30.3	21	-16%	25	11	-65%	30
McLain Flats/Starwood	\$11.9	110%	\$5.6	\$1,426	81%	\$789	89%	-1%	90%	86%	12%	76%	13	225%	4	\$154.3	583%	\$22.6	21	24%	17	10	-62%	26
Woody Creek (> \$1.5M)	\$8.0			\$1,243			96%			87%			2		0	\$15.9		\$0.0	23	-4%	24	69		
Brush Creek Village (>\$1.5M)	\$2.7	-5%	\$2.8			\$617	97%	3%	94%	98%	6%	93%	2	100%	1	\$5.4	90%	\$2.8	5	0%	5	15	-50%	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.

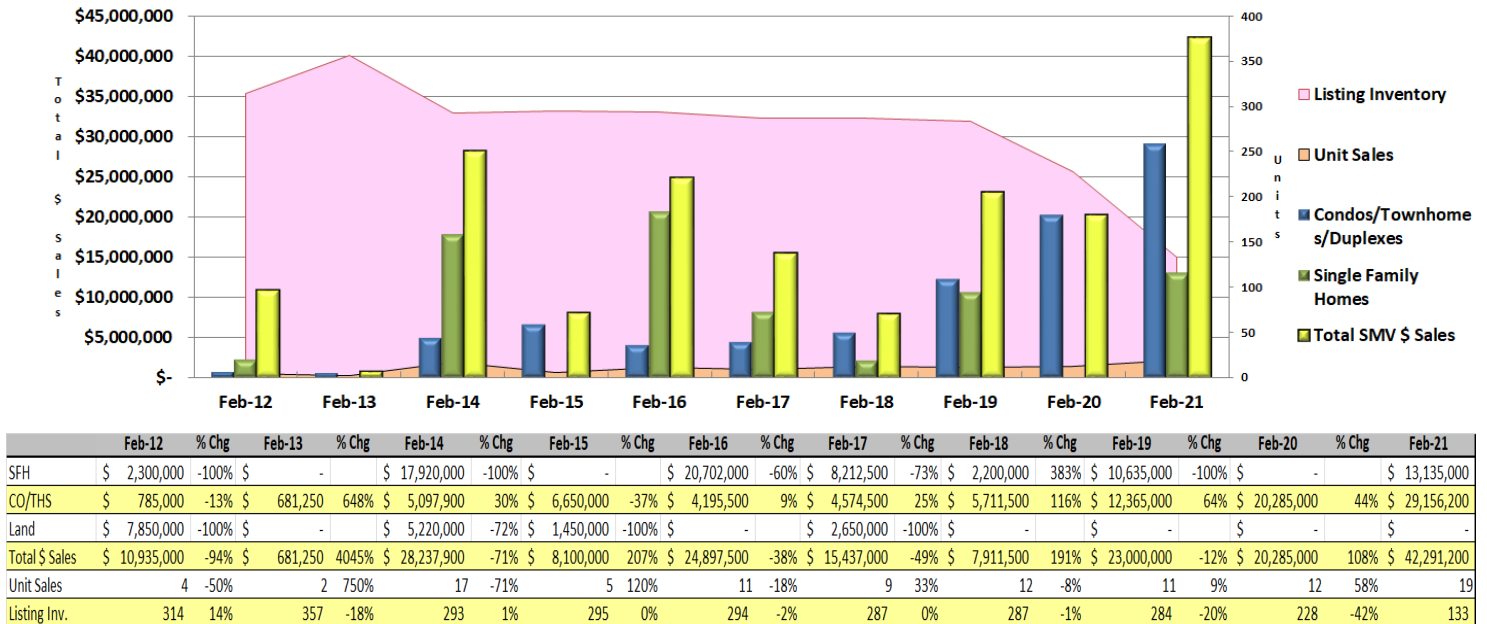
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



February 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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	Feb-18	% Chg	Feb-19	% Chg	Feb-20	% Chg	Feb-21	% Chg	Jan-21	% Chg	Jan-20
Single Family Homes											
Unit Sales	1	100%	2	-100%	0		3	0%	3	200%	1
YTD Unit Sales	5	-20%	4	-75%	1	500%	6	-50%	3	200%	1
Monthly \$ Sales	\$ 2,200,000	383%	\$ 10,635,000	-100%	\$ -		\$ 13,135,000	-9%	\$ 14,275,000	884%	\$ 1,450,000
YTD \$ Sales	\$ 12,997,677	124%	\$ 29,155,000	-95%	\$ 1,450,000	1790%	\$ 27,410,000	48%	\$ 14,275,000	884%	\$ 1,450,000
Listing Inventory	79	10%	87	-11%	77	-57%	33	0%	33	-58%	79
Condos / Townhomes											
Unit Sales	11	-18%	9	33%	12	33%	16	13%	14	-13%	16
YTD Unit Sales	16	0%	16	75%	28	7%	30	-53%	14	-13%	16
Monthly \$ Sales	\$ 5,711,500	116%	\$ 12,365,000	64%	\$ 20,285,000	44%	\$ 29,156,200	47%	\$ 15,404,162	-45%	\$ 28,138,000
YTD \$ Sales	\$ 7,789,000	155%	\$ 19,893,800	143%	\$ 48,423,000	-8%	\$ 44,560,362	65%	\$ 15,404,162	-45%	\$ 28,138,000
Listing Inventory	195	-6%	183	-22%	143	-32%	97	1%	96	-35%	147
Vacant Land											
Unit Sales	0		0		0		0		1		0
YTD Unit Sales	0		1	-100%	0		1	0%	1		0
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ -		\$ 2,725,000		\$ -
YTD \$ Sales	\$ -		\$ 1,225,000	-100%	\$ -		\$ 2,725,000	0%	\$ 2,725,000		\$ -
Listing Inventory	13	8%	14	-43%	8	-63%	3	0%	3	-57%	7
Total Snowmass Village Market											
Total Unit Sales	12	-8%	11	9%	12	58%	19	-5%	18	6%	17
YTD Unit Sales	21	0%	21	38%	29	28%	37	-51%	18	6%	17
Total Monthly \$ Sales	\$ 7,911,500	191%	\$ 23,000,000	-12%	\$ 20,285,000	108%	\$ 42,291,200	23%	\$ 32,404,162	10%	\$ 29,588,000
Total YTD \$ Sales	\$ 20,786,677	142%	\$ 50,273,800	-1%	\$ 49,873,000	50%	\$ 74,695,362	57%	\$ 32,404,162	10%	\$ 29,588,000
Listing Inventory	287	-1%	284	-20%	228	-42%	133	1%	132	-43%	233

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

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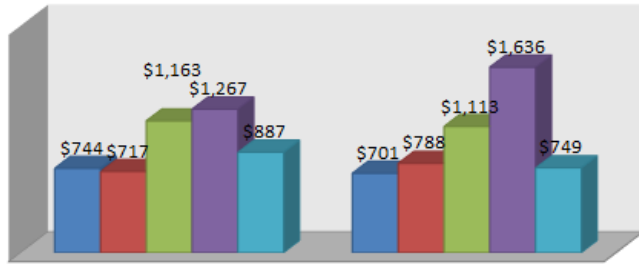
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood 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: February 2021 Snowmass Village Condos*—6-Mos. Averages

Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP

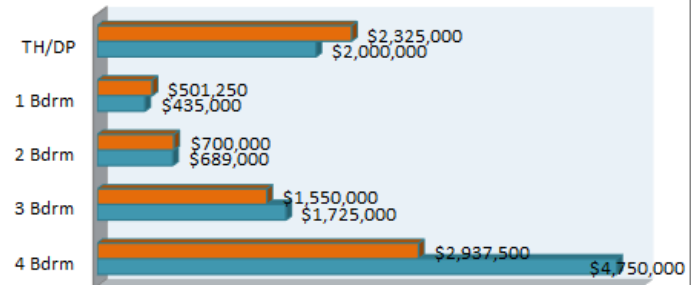


Sep-Feb 2021

Sep-Feb 2020

Median Sold Price

Sep-Feb 2021 Sep-Feb 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020
1 Bdrm	511,917	23%	416,778	744	6%	701	696	16%	598	97%	1%	96%	96%	4%	92%	9	0%	9	\$ 4,607,250	23%	\$ 3,751,000
2 Bdrm	785,298	-11%	878,109	717	-9%	788	1,076	0%	1,073	96%	2%	94%	95%	2%	93%	52	126%	23	\$ 40,835,495	102%	\$ 20,196,500
3 Bdrm	2,094,625	-3%	2,158,421	1,163	4%	1,113	1,684	-7%	1,820	98%	1%	98%	97%	-2%	99%	28	47%	19	\$ 58,649,500	43%	\$ 41,010,000
4 Bdrm	3,304,167	-30%	4,750,000	1,267	-23%	1,636	2,434	-20%	3,030	99%	1%	97%	96%	4%	93%	12	500%	2	\$ 39,650,000	317%	\$ 9,500,000
TH/DP	1,347,563	0%	1,345,411	887	18%	749	1,315	2%	1,284	98%	1%	96%	96%	0%	96%	29	123%	13	\$ 39,079,331	123%	\$ 17,490,339

*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.)**			
	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020	Sep-Feb 2021	% Chg	Sep-Feb 2020
Divide	\$7.5	40%	\$5.4	\$1,249	29%	\$971	96%	6%	90%	89%	6%	83%	4	300%	1	\$30.2	461%	\$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	\$2.8	-28%	\$3.9	\$845	-11%	\$954	96%	2%	94%	92%	3%	89%	10	150%	4	\$27.8	81%	\$15.4	13	-32%	19	8	-73%	29
Fox Run PUD	\$3.5			\$679			90%			88%			2		0	\$7.0		\$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	\$2.9	41%	\$2.1	\$843	29%	\$652	97%	1%	95%	93%	-2%	95%	6	500%	1	\$17.3	744%	\$2.1	4	-67%	12	4	-94%	72
Meadow Ranch	\$1.3	17%	\$1.1	\$661	11%	\$593	97%	4%	93%	97%	7%	91%	5	67%	3	\$6.5	94%	\$3.4	3	-50%	6	4	-70%	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	\$4.3			\$1,574			96%			96%			1		0	\$4.3		\$0.0	1	-50%	2	6		
Country Club Estates	\$3.8			\$1,254			96%			96%			3		0	\$11.4		\$0.0	1	0%	1	2		
Old Snowmass (> \$1.5M)	\$5.4	-2%	\$5.5	\$1,070	19%	\$902	91%	6%	86%	91%	16%	78%	11	83%	6	\$59.5	80%	\$33.0	16	-27%	22	9	-60%	22

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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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February 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."

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"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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 tim@estinaspens.com

"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."

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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."

