



March 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 4.5.21 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 Mar 2021 - The Aspen real estate market continues to sizzle along...High demand, low inventory, historic low interest rates, a search for space, privacy, escape from high taxes in certain areas and changing work patterns are helping to push prices higher. The strong market has slowed slightly, especially in \$15M and over properties, as low inventory across the boards - fewer property choices at higher prices - make some buyers pause.

- The rental market for the summer is on fire as more normalcy in this summer's cultural events return and more people begin to travel in the "opening up" of a post Covid-19 US.
- The number of Aspen properties that went under contract in Mar 21 was up 238% to (44) from (13) last Mar: in Snowmass Village, under contracts were up 120% to (33) in Mar 21 from (15) same time last year. (Under contracts are used as a future indicator of activity as most of these contracts will close in April and May).

March 2021 Aspen & Snowmass Village Real Estate

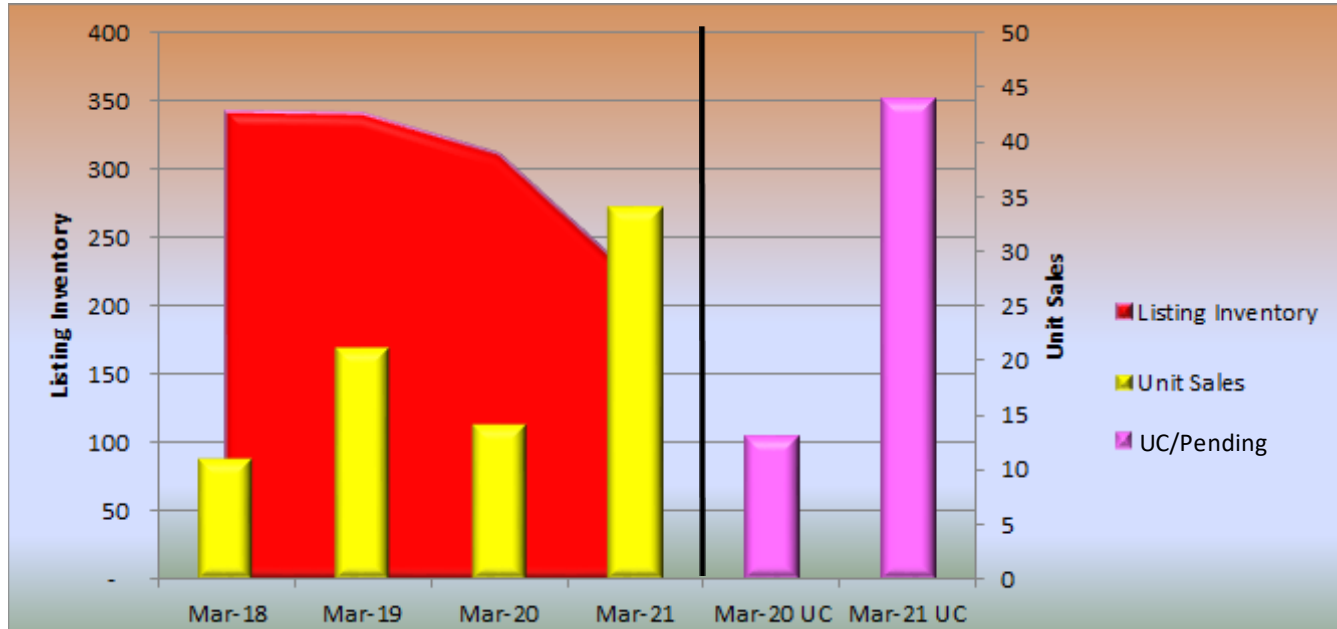
Total Aspen Snowmass Market	Mar-21	% Change	Mar-20
Monthly Unit Sales:	67	148%	27
Year-to-Date Unit Sales:	149	80%	83
Monthly Dollar Sales:	\$ 210,573,669	77%	\$ 119,044,253
Year-to-Date Dollar Sales:	\$ 560,736,132	72%	\$ 325,441,221
Listing Inventory:	338	-36%	531
Aspen Market			
Monthly Unit Sales:	34	143%	14
Year-to-Date Unit Sales:	79	93%	41
Monthly Dollar Sales:	\$ 157,744,169	58%	\$ 99,961,799
Year-to-Date Dollar Sales:	\$ 433,211,270	69%	\$ 256,485,767
Listing Inventory:	220	-29%	310
Snowmass Village Market			
Monthly Unit Sales:	33	154%	13
Year-to-Date Unit Sales:	70	67%	42
Monthly Dollar Sales:	\$ 52,829,500	177%	\$ 19,082,454
Year-to-Date Dollar Sales:	\$ 127,524,862	85%	\$ 68,955,454
Listing Inventory:	118	-47%	221
Total Property Sales \$10M and Over			
Monthly Unit Sales:	4	-20%	5
Year-to-Date Unit Sales:	11	22%	9
Monthly Dollar Sales:	\$ 47,745,000	-30%	\$ 68,184,000
Year-to-Date Dollar Sales:	\$ 172,184,601	33%	\$ 129,859,635

© Estin Report: Mar 2021 : www.EstinAspen.com

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.

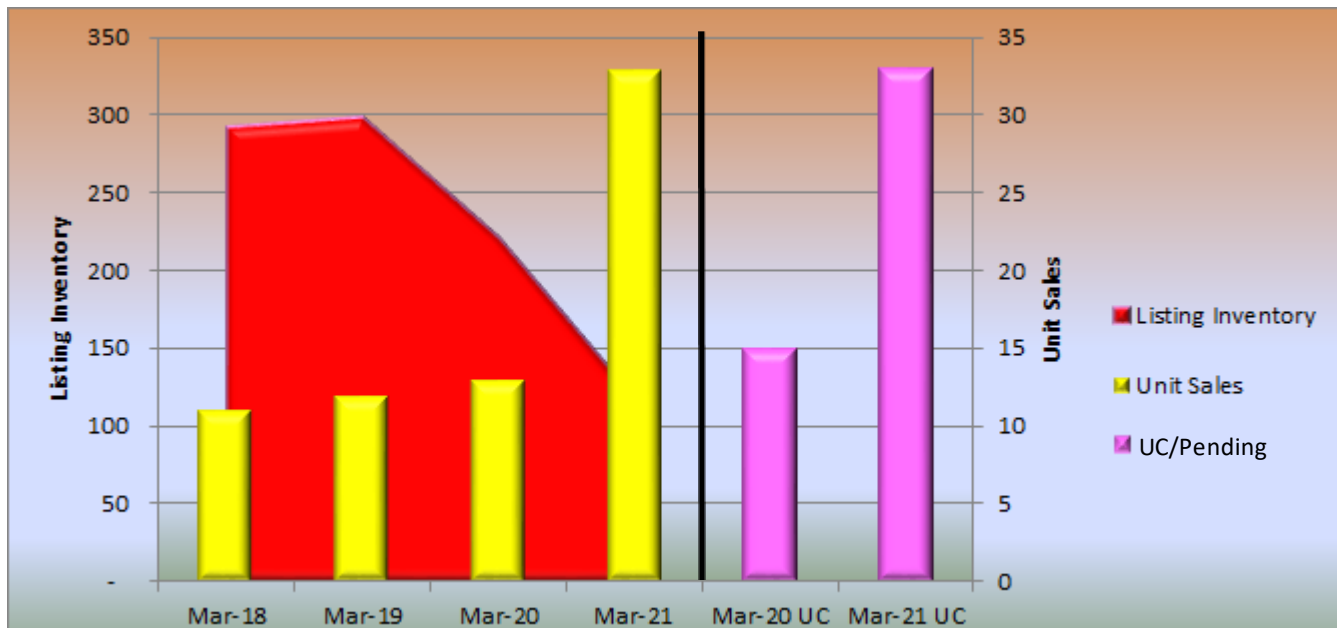


March 2021 Aspen Real Estate Inventory, Sales and Under Contracts



© Estin Report: Mar 2021 : www.EstinAspen.com

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



© Estin Report: Mar 2021 : www.EstinAspen.com

NOTE: UC— The number of units that went Under Contract in Mar 2021. This does not necessarily mean that they will close in Mar 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 for more meaningful conclusions (See pgs 7 & 9) .



Aspen Only: March 2021 Market Statistics Summary

Aspen condo sales March 2021

- Unit Sales: 144% (22) in Mar '21 from (9) in Mar '20
- Dollar Sales: +35% \$69M in Mar '21 from \$51M in Mar '20
- Inventory Active Listings: -15% (105) in Mar '21 from (123) in Mar '20

Aspen condo sales YTD

- Unit Sales: +84% (46) in Mar '21 from (25) in Mar '20
- Dollar Sales: -2% \$128M in Mar '21 from \$131M in Mar '20
- Inventory Active Listings: +8% (155) in Mar '21 from (143) in Mar '20

Aspen Single family home sales March 2021

- Unit Sales: +100% (10) in Mar '21 from (5) in Mar '20
- Dollar Sales: +64% \$80M in Mar '21 from \$49M in Mar '20
- Inventory Active Listings: -39% (90) in Mar '21 from (148) in Mar '20

Aspen Single family home sales YTD

- Unit Sales: +131% (30) in Mar '21 from (13) in Mar '20
- Dollar Sales: +140% \$291M in Mar '21 from \$121M in Mar '20
- Inventory Active Listings: -25% (130) in Mar '21 from (174) in Mar '20

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

Snowmass Village Only: March 2021 Market Statistics Summary

Snowmass Village condo sales March 2021

- Unit Sales: +190% (29) in Mar '21 from (10) in Mar '20
- Dollar Sales: +364% \$36M in Mar '21 from \$8M in Mar '20
- Inventory Active Listings: -36% (87) in Mar '21 from (136) in Mar '20

Snowmass Village condo sales YTD

- Unit Sales: +55% (59) in Mar '21 from (38) in Mar '20
- Dollar Sales: +43% \$81M in Mar '21 from \$56M in Mar '20
- Inventory Active Listings: -24% (118) in Mar '21 from (157) in Mar '20

Snowmass Village Single family home sales March 2021

- Unit Sales: +33% (4) in Mar '21 from (3) in Mar '20
- Dollar Sales: +49% \$17M in Mar '21 from \$11M in Mar '20
- Inventory Active Listings: -64% (28) in Mar '21 from (77) in Mar '20

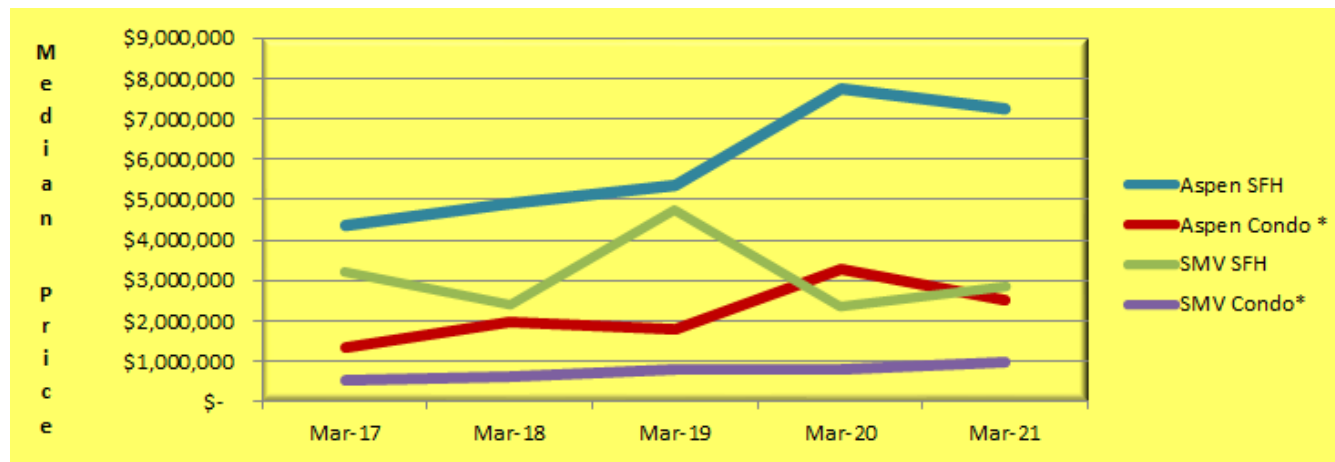
Snowmass Village Single family home sales YTD

- Unit Sales: +150% (10) in Mar '21 from (4) in Mar '20
- Dollar Sales: +247% \$44M in Mar '21 from \$13M in Mar '20
- Inventory Active Listings: -46% (44) in Mar '21 from (83) in Mar '20

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



March 2021 Aspen and Snowmass Median Sold Prices

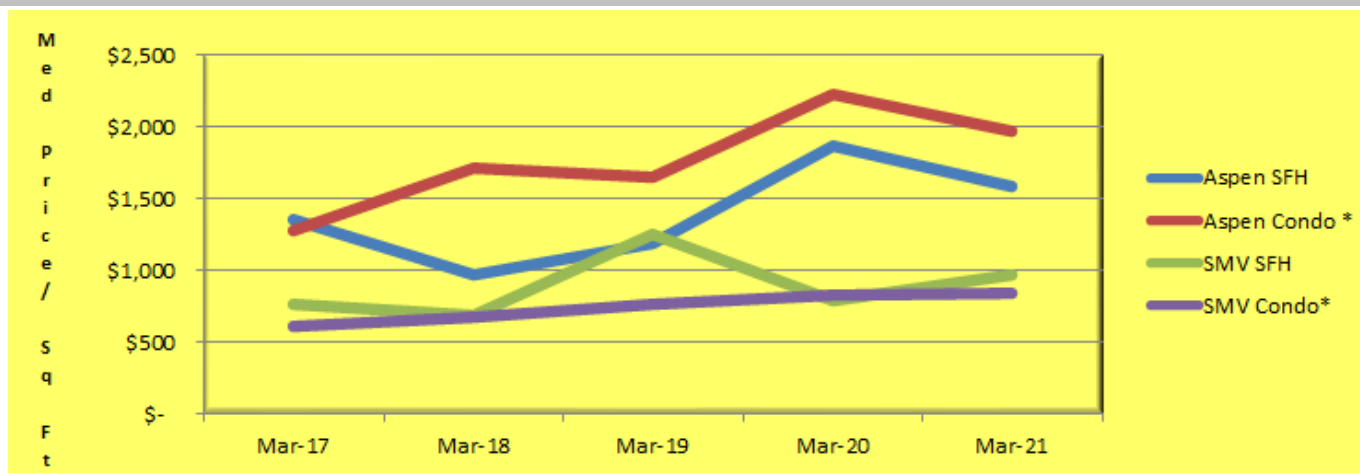


Median Price	Mar-17	% Chg	Mar-18	% Chg	Mar-19	% Chg	Mar-20	% Chg	Mar-21
Aspen SFH	\$4,375,000	12%	\$4,900,000	10%	\$5,375,000	44%	\$7,750,000	-6%	\$7,250,000
Aspen Condo *	\$1,350,000	46%	\$1,975,000	-9%	\$1,800,000	83%	\$3,285,000	-23%	\$2,525,000
SMV SFH	\$3,212,500	-25%	\$2,393,750	98%	\$4,737,500	-50%	\$2,375,000	21%	\$2,862,500
SMV Condo*	\$550,000	15%	\$632,000	27%	\$800,000	-3%	\$779,000	23%	\$960,000

© Estin Report: Mar 2021 : www.EstinAspen.com

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.

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



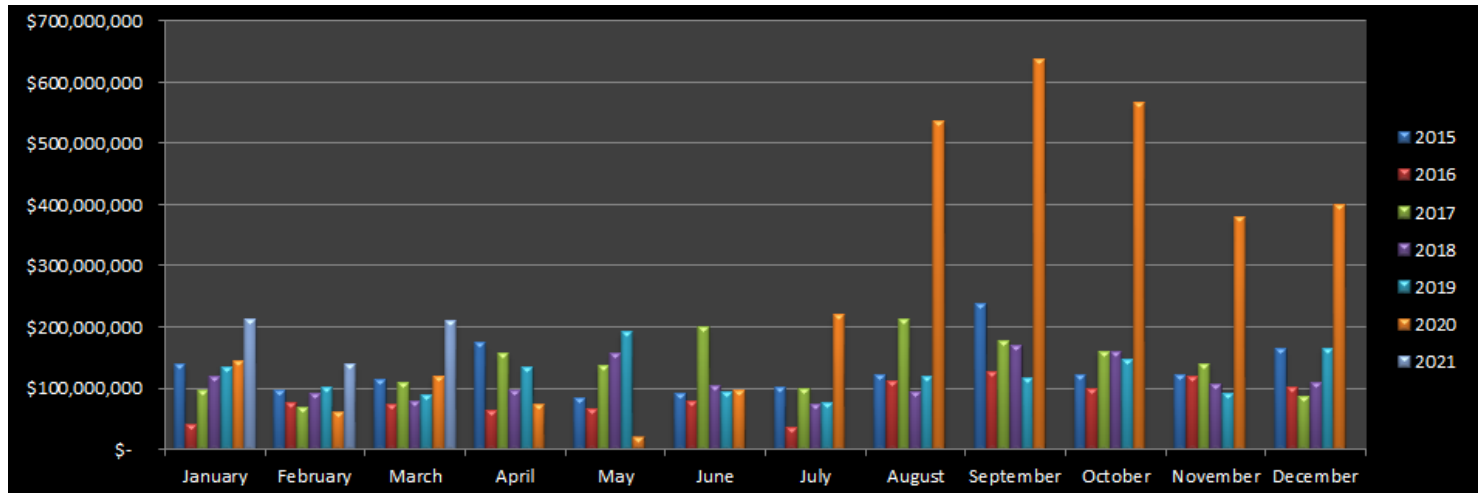
Med Price / Sq Ft	Mar-17	% Chg	Mar-18	% Chg	Mar-19	% Chg	Mar-20	% Chg	Mar-21
Aspen SFH	\$1,351	-28%	\$966	23%	\$1,185	57%	\$1,866	-15%	\$1,581
Aspen Condo *	\$1,275	35%	\$1,717	-4%	\$1,650	35%	\$2,223	-11%	\$1,973
SMV SFH	\$761	-9%	\$692	81%	\$1,255	-37%	\$786	24%	\$973
SMV Condo*	\$610	12%	\$681	11%	\$758	10%	\$832	2%	\$845

© Estin Report: Mar 2021 : www.EstinAspen.com

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 March 2021 & Historical Sales



© Estin Report: Mar 2021 : www.EstinAspen.com

Estin Report: Total Aspen Snowmass Market March 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	77%	\$ 210,573,669
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	-83%	\$ 560,736,132
YTD Total	\$ 347,775,917	-45%	\$ 190,605,330	43%	\$ 273,117,728	6%	\$ 290,268,438	12%	\$ 326,130,190	0%	\$ 325,441,221	72%	\$ 560,736,132

© Estin Report: Mar 2021 : www.EstinAspen.com

Estin Report: Total Aspen Snowmass Market March 2021 Unit Sales

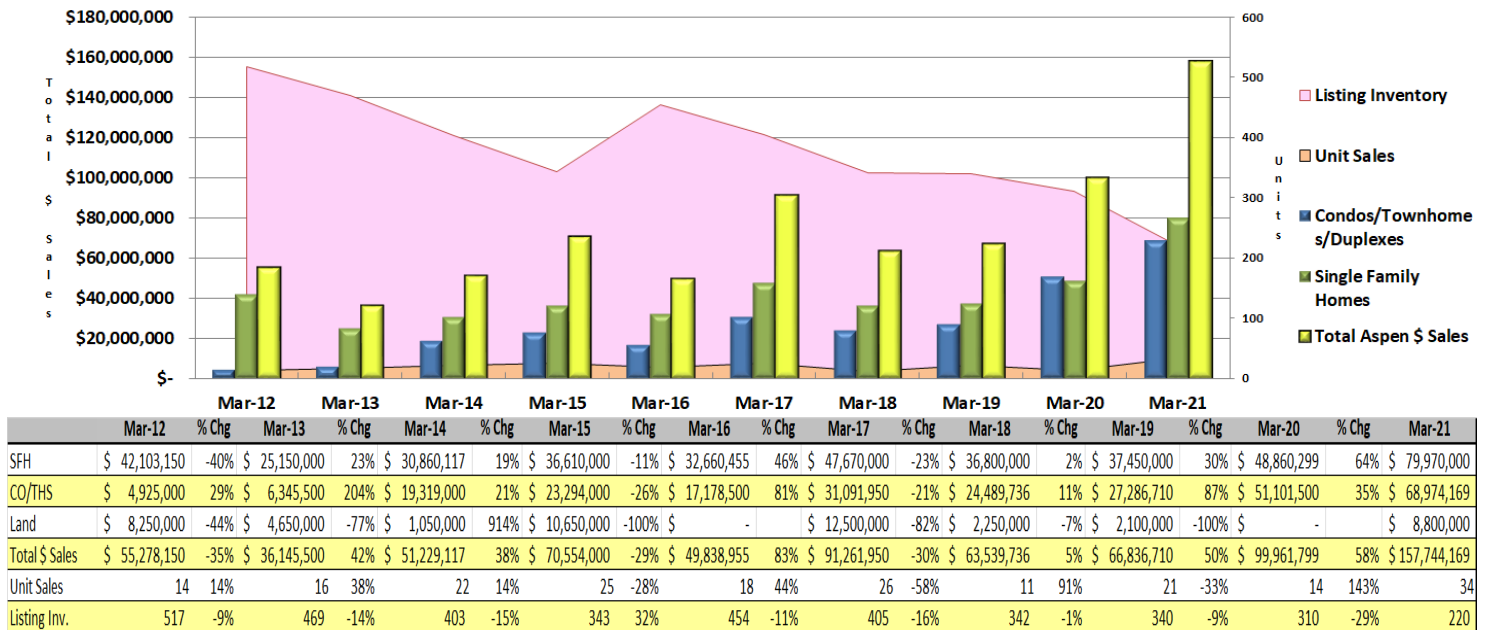
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	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	-77%	149
YTD Total	97	-27%	71	30%	92	-10%	83	5%	87	-5%	83	80%	149

© Estin Report: Mar 2021 : www.EstinAspen.com



March 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.

© Estin Report: Mar 2021 : www.EstinAspen.com

	Mar-18	% Chg	Mar-19	% Chg	Mar-20	% Chg	Mar-21	% Chg	Feb-21	% Chg	Feb-20
Single Family Homes											
Unit Sales	5	40%	7	-29%	5	100%	10	30%	7	133%	3
YTD Unit Sales	19	0%	19	-32%	13	131%	30	33%	20	150%	8
Monthly \$ Sales	\$ 36,800,000	2%	\$ 37,450,000	30%	\$ 48,860,299	64%	\$ 79,970,000	14%	\$ 68,635,000	294%	\$ 17,400,000
YTD \$ Sales	\$ 137,846,707	6%	\$ 146,075,000	-17%	\$ 121,339,267	140%	\$ 290,809,601	27%	\$ 210,839,601	191%	\$ 72,478,968
Listing Inventory	158	4%	165	-10%	148	-39%	90	-10%	99	-35%	152
Condos / Townhomes											
Unit Sales	5	160%	13	-31%	9	144%	22	50%	11	267%	3
YTD Unit Sales	30	0%	30	-17%	25	84%	46	48%	24	50%	16
Monthly \$ Sales	\$ 24,489,736	11%	\$ 27,286,710	87%	\$ 51,101,500	35%	\$ 68,974,169	60%	\$ 27,610,000	40%	\$ 19,725,000
YTD \$ Sales	\$ 111,575,854	-30%	\$ 78,056,190	68%	\$ 131,096,500	-2%	\$ 128,126,669	54%	\$ 59,152,500	-26%	\$ 79,995,000
Listing Inventory	130	4%	135	-9%	123	-15%	105	3%	102	-18%	125
Vacant Land											
Unit Sales	1	0%	1	-100%	0	-	2	100%	0	-100%	2
YTD Unit Sales	2	150%	5	-40%	3	0%	3	67%	1	-67%	3
Monthly \$ Sales	\$ 2,250,000	-7%	\$ 2,100,000	-100%	\$ -	-	\$ 8,800,000	100%	\$ -	-100%	\$ 3,400,000
YTD \$ Sales	\$ 4,850,000	498%	\$ 29,020,000	-86%	\$ 4,050,000	252%	\$ 14,275,000	62%	\$ 5,475,000	35%	\$ 4,050,000
Listing Inventory	54	-26%	40	-3%	39	-36%	25	4%	24	-38%	39
Total Aspen Market											
Total Unit Sales	11	91%	21	-33%	14	143%	34	47%	18	125%	8
YTD Unit Sales	51	6%	54	-24%	41	93%	79	43%	45	67%	27
Total Monthly \$ Sales	\$ 63,539,736	5%	\$ 66,836,710	50%	\$ 99,961,799	58%	\$ 157,744,169	39%	\$ 96,245,000	137%	\$ 40,525,000
Total YTD \$ Sales	\$ 254,272,561	0%	\$ 253,151,190	1%	\$ 256,485,767	69%	\$ 433,211,270	36%	\$ 275,467,101	76%	\$ 156,523,968
Listing Inventory	342	-1%	340	-9%	310	-29%	220	-2%	225	-29%	316

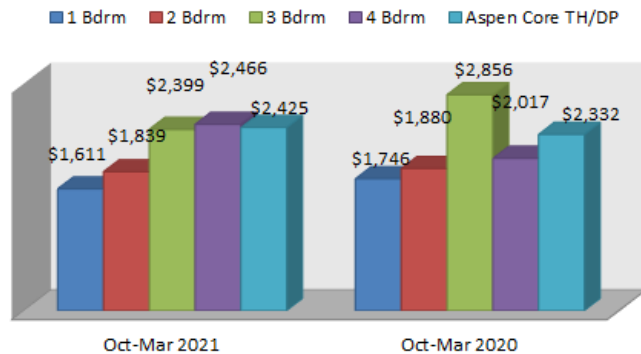
© Estin Report: Mar 2021 : www.EstinAspen.com

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 2021 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@estinaspen.com

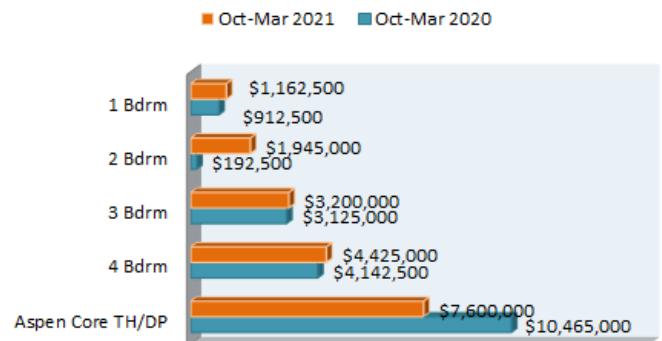


Estin Report: March 2021 Aspen Core Condos* - 6-Mos.Averages

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		Oct-Mar 2020	% Chg		Oct-Mar 2020	% Chg		Oct-Mar 2020	% Chg		Oct-Mar 2020	% Chg		Oct-Mar 2020	% Chg		Oct-Mar 2020	% Chg		Oct-Mar 2020
	Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020		Oct-Mar 2021	Oct-Mar 2020	
1 Bdrm	1,178,750	6%	1,114,000	1,611	-8%	1,746	733	14%	645	95%	3%	93%	85%	-9%	93%	4	-20%	5	\$ 4,715,000	-15%	\$ 5,570,000
2 Bdrm	1,874,911	11%	1,686,324	1,839	12%	1,636	1,005	-6%	1,066	95%	1%	94%	94%	1%	93%	28	211%	9	\$ 52,497,500	246%	\$ 15,176,917
3 Bdrm	3,573,100	-46%	6,645,188	2,399	7%	2,252	1,460	-10%	1,623	96%	8%	88%	95%	6%	90%	21	250%	6	\$ 75,035,100	88%	\$ 39,871,130
4 Bdrm	4,425,000	-29%	6,216,000	2,466	41%	1,744	1,789	-12%	2,041	95%	6%	89%	95%	9%	87%	2	0%	2	\$ 8,850,000	-29%	\$ 12,432,000
Aspen Core TH/DP	8,369,706	-18%	10,162,401	2,425	4%	2,332	3,470	-19%	4,268	93%	6%	88%	89%	0%	89%	17	70%	10	\$ 142,285,000	40%	\$ 101,624,012

*Townhomes (TH)+Duplexes are separated out from Condos/Townhomes/Dup category per AGSMLS.

© Estin Report: Mar 2021 : www.EstinAspen.com

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	
	Oct-Mar 2021	% Chg	Oct-Mar 2020	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg
Central Core (SFH)	\$14.9	27%	\$11.8	56%	\$1,976	94%	90%	6%	3	-50%	\$44.8	-37%	13	0%	26	100%
Central Core (CO&TH)	\$3.7	-23%	\$4.8	-1%	\$2,148	94%	88%	4%	78	111%	\$287.2	62%	72	-22%	6	-63%
Smuggler (SFH)	\$9.1		\$2,088			94%			8		\$72.7		8	-27%	11	
Smuggler (CO&TH)	\$0.9	25%	\$0.7	21%	\$852	97%	96%	4%	9	125%	\$8.0	182%	8	-38%	5	-73%
West Aspen	\$10.6	60%	\$6.6	25%	\$1,171	94%	84%	13%	27	145%	\$285.6	292%	47	-33%	10	-73%
West End	\$9.2	-2%	\$9.4	14%	\$2,149	95%	92%	6%	14	56%	\$128.6	52%	28	-20%	12	-49%
Red Mountain	\$14.8		\$1,987			91%			18		\$266.0		35	35%	26	
East Aspen	\$8.1	-16%	\$9.7	36%	\$1,483	95%	88%	8%	8	100%	\$64.8	67%	21	-16%	16	-58%
McLain Flats/Starwood	\$11.3	110%	\$5.4	88%	\$766	90%	89%	19%	11	267%	\$124.6	668%	21	24%	11	-66%
Woody Creek (> \$1.5M)	\$8.0		\$1,243			96%			2		\$15.9		23	-4%	24	
Brush Creek Village (> \$1.5M)			\$2.8		\$617				0	-100%	\$0.0	-100%	5	0%	5	

© Estin Report: Mar 2021 : www.EstinAspen.com

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

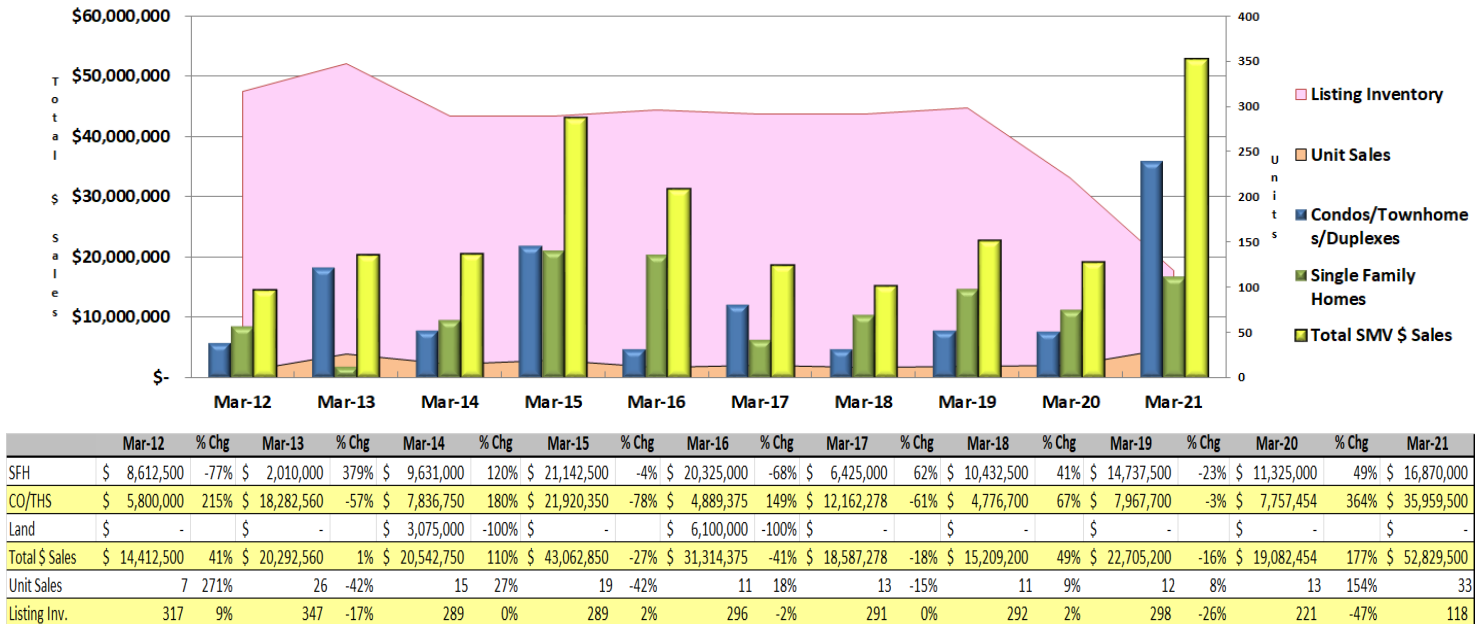
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



March 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.

© Estin Report: Mar 2021 : www.EstinAspen.com

	Mar-18	% Chg	Mar-19	% Chg	Mar-20	% Chg	Mar-21	% Chg	Feb-21	% Chg	Feb-20
Single Family Homes											
Unit Sales	4	-25%	3	0%	3	33%	4	-25%	3		0
YTD Unit Sales	9	-22%	7	-43%	4	150%	10	-40%	6	500%	1
Monthly \$ Sales	\$ 10,432,500	41%	\$ 14,737,500	-23%	\$ 11,325,000	49%	\$ 16,870,000	22%	\$ 13,135,000		\$ -
YTD \$ Sales	\$ 23,430,177	87%	\$ 43,892,500	-71%	\$ 12,775,000	247%	\$ 44,280,000	38%	\$ 27,410,000	1790%	\$ 1,450,000
Listing Inventory	86	6%	91	-15%	77	-64%	28	-21%	34	-56%	77
Condos / Townhomes											
Unit Sales	7	29%	9	11%	10	190%	29	45%	16	33%	12
YTD Unit Sales	23	9%	25	52%	38	55%	59	-49%	30	7%	28
Monthly \$ Sales	\$ 4,776,700	67%	\$ 7,967,700	-3%	\$ 7,757,454	364%	\$ 35,959,500	19%	\$ 29,156,200	44%	\$ 20,285,000
YTD \$ Sales	\$ 12,565,700	122%	\$ 27,861,500	102%	\$ 56,180,454	43%	\$ 80,519,862	45%	\$ 44,560,362	-8%	\$ 48,423,000
Listing Inventory	191	1%	192	-29%	136	-36%	87	-29%	112	-22%	144
Vacant Land											
Unit Sales	0		0		0		0		0		0
YTD Unit Sales	0		1	-100%	0		1	0%	1		0
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ -		\$ 1,225,000	-100%	\$ -		\$ 2,725,000	0%	\$ 2,725,000		\$ -
Listing Inventory	15	0%	15	-47%	8	-63%	3	0%	3	-63%	8
Total Snowmass Village Market											
Total Unit Sales	11	9%	12	8%	13	154%	33	-42%	19	58%	12
YTD Unit Sales	32	3%	33	27%	42	67%	70	-47%	37	28%	29
Total Monthly \$ Sales	\$ 15,209,200	49%	\$ 22,705,200	-16%	\$ 19,082,454	177%	\$ 52,829,500	20%	\$ 42,291,200	108%	\$ 20,285,000
Total YTD \$ Sales	\$ 35,995,877	103%	\$ 72,979,000	-6%	\$ 68,955,454	85%	\$ 127,524,862	41%	\$ 74,695,362	50%	\$ 49,873,000
Listing Inventory	292	2%	298	-26%	221	-47%	118	-26%	149	-35%	229

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

© Estin Report: Mar 2021 : www.EstinAspen.com

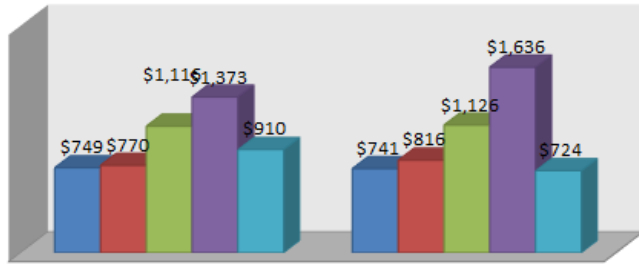
Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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



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

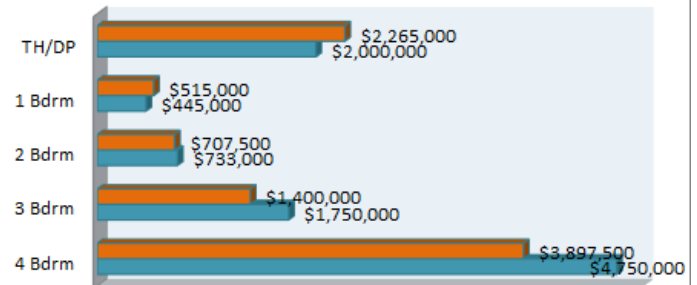
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



Median Sold Price

Oct-Mar 2021 Oct-Mar 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020
1 Bdrm	528,750	23%	430,857	749	1%	741	721	24%	582	97%	2%	96%	97%	4%	93%	11	57%	7	\$ 5,816,250	93%	\$ 3,016,000
2 Bdrm	880,727	-2%	896,278	770	-6%	816	1,104	3%	1,070	96%	3%	94%	95%	3%	92%	55	120%	25	\$ 48,439,995	116%	\$ 22,406,954
3 Bdrm	2,007,690	-6%	2,141,750	1,116	-1%	1,126	1,696	-6%	1,797	98%	0%	98%	97%	0%	98%	29	45%	20	\$ 58,223,000	36%	\$ 42,835,000
4 Bdrm	3,596,500	-24%	4,750,000	1,373	-16%	1,636	2,422	-20%	3,030	99%	2%	97%	96%	4%	93%	10	400%	2	\$ 35,965,000	279%	\$ 9,500,000
TH/DP	1,341,797	1%	1,326,883	910	26%	724	1,313	5%	1,254	98%	1%	96%	96%	1%	95%	24	118%	11	\$ 32,203,127	121%	\$ 14,595,708

*Townhomes (TH) + Duplexes are Decarated out from Condos/Townhomes/Dup category in AGSMLS.

© Estin Report: Mar 2021 : www.EstinAspen.com

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.)**			
	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	Oct-Mar 2021	% Chg	Oct-Mar 2020	
Divide	\$7.4	37%	\$5.4	\$1,238	27%	\$971	94%	4%	90%	86%	3%	83%	3	200%	1	\$22.1	311%	\$5.4	6	-40%	10	12	-80%	60
Wood Run	\$5.3	-1%	\$5.3	\$1,135	22%	\$934	96%	13%	85%	92%	26%	73%	5	67%	3	\$26.3	66%	\$15.9	14	-13%	16	17	-48%	32
Ridge Run	\$2.8	-31%	\$4.1	\$861	-10%	\$961	95%	2%	94%	93%	4%	90%	7	17%	6	\$19.9	-20%	\$24.8	13	-32%	19	11	-41%	19
Fox Run PUD	\$3.5			\$679			90%			88%			2		0	\$7.0		\$0.0	3	200%	1	9		
Two Creeks	\$7.2	7%	\$6.8	\$1,285	4%	\$1,237	92%	15%	80%	85%	7%	80%	2	100%	1	\$14.5	113%	\$6.8	6	-25%	8	18	-63%	48
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.7	30%	\$2.1	\$845	30%	\$652	98%	2%	95%	97%	1%	95%	6	500%	1	\$16.0	678%	\$2.1	4	-67%	12	4	-94%	72
Meadow Ranch	\$1.2	10%	\$1.1	\$638	8%	\$593	96%	3%	93%	96%	6%	91%	4	33%	3	\$5.0	47%	\$3.4	3	-50%	6	5	-63%	12
Horse Ranch	\$4.2	-28%	\$5.8	\$1,029	-18%	\$1,254	98%	4%	94%	100%	15%	87%	7	250%	2	\$29.4	152%	\$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	100%	\$1.9	\$1,254	60%	\$786	96%	1%	95%	96%	1%	95%	3	200%	1	\$11.4	500%	\$1.9	1	0%	1	2	-67%	6
Old Snowmass (> \$1.5M)	\$5.9	10%	\$5.3	\$1,027	12%	\$916	90%	4%	87%	91%	15%	79%	9	29%	7	\$52.9	42%	\$37.3	17	-19%	21	11	-37%	18

© Estin Report: Mar 2021 : www.EstinAspen.com

*Specific Snowmass Village and Old Snowmass and not all SMV neighborhoods are represented. For Aspen areas see Pg 7.

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.

March 2020: Aspen Snowmass Real Estate Market Snapshot



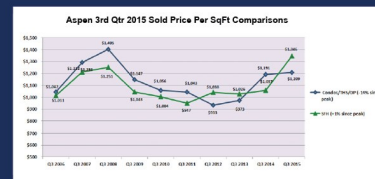
THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



RESULTS PROVEN MARKETING

Get the Highest Price in the Shortest Time When Selling Your Home.



TIM ESTIN'S BLOG

Weekly Market Updates.
See What's Movin' and Shakin'.

"I am in the real estate industry and I deal with many brokers. Tim Estin is the hardest working broker I have ever dealt with. He has great intuition, a thoughtful professional manner and he overcame many challenges with our listing. I wholeheartedly recommend him for any Aspen real estate brokerage needs."

- JK/K COMPANY, DENVER AND CHICAGO

"On-going research and analysis of the local real estate market positions Tim Estin to meet the most unique demands of potential clients in Aspen. While closing on a very complex transaction, Tim never said NO to our numerous requests, was always available, and very knowledgeable and helpful in getting us the best deal possible. Thank you for thinking 'out of the box'."

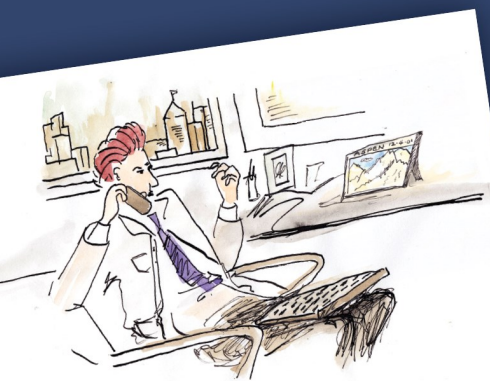
- N&MS, ASPEN AND NYC

"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

Tim Estin 970.309.6163
mba, gti Broker Associate
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."

- LN APPRAISAL NETWORK, ASPEN

Tim@EstinAspen.com

970.309.6163

EstinAspen.com

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."

