



June 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 07.04.21 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: With a record single family home sale at \$72.5M/\$3,235 sq ft in June, Aspen real estate has gone beyond beyond. Yes, it's *always* been at least a bit beyond. Now, it's certifiable. Yet most major indexes are at record highs, or, like mortgage rates, at historically low levels. Records— high/low—everywhere. In Knight-Frank's 2021 *Wealth Report*, the pandemic related growth in real estate demand—and especially for open space, the natural environment with technology/connectivity, flight access and community—are driving this. Aspen delivers on all of these. In Jun '21, (13) out of (27) June Aspen single family home sales were over \$10M: (6) of these were over \$15M and (10) were sold at between \$2,000-\$3,400 per sq ft. For perspective, we still have room to go...According to *Elite Traveler*, the most expensive world property markets are: Monaco \$5,263 sq ft, Hong Kong \$4,393 sq ft, New York a steal at \$2,466 sq ft and London merely \$1,891 sq ft.

June 2021 Aspen & Snowmass Village Real Estate

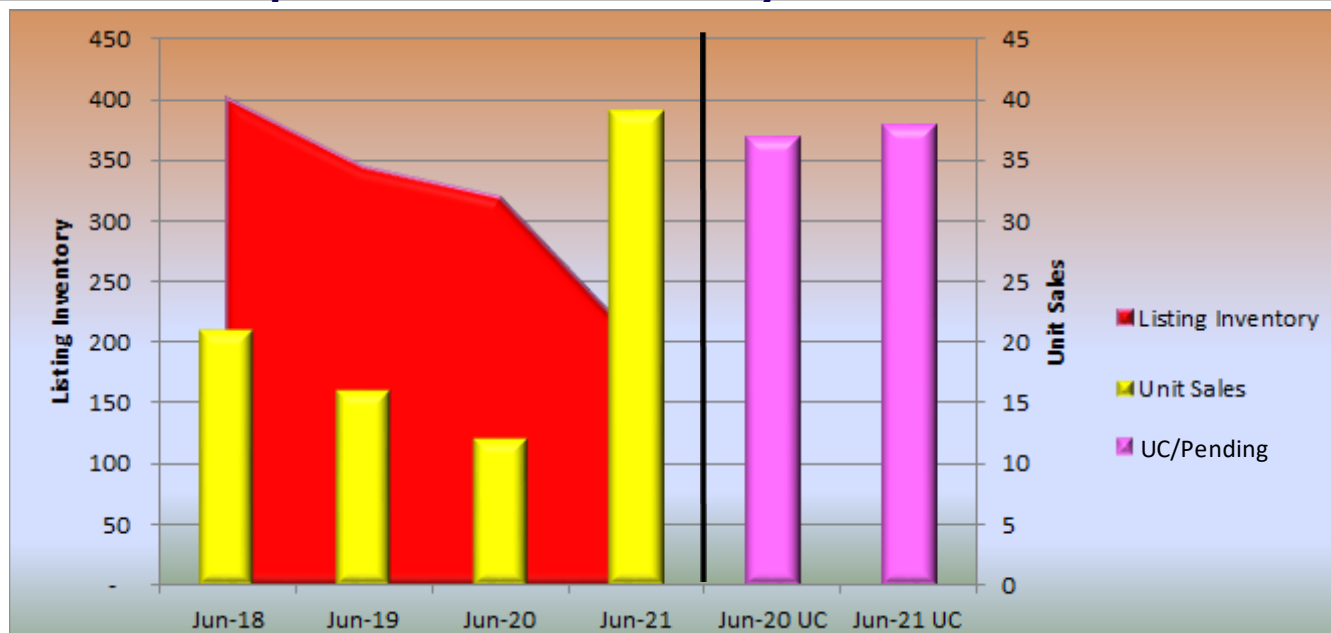
Total Aspen Snowmass Market	Jun-21	% Change	Jun-20	% Change	Jun-19	% Change	Jun-18
Monthly Unit Sales:	61	205%	20	-29%	28	-26%	38
Year-to-Date Unit Sales:	348	174%	127	-41%	216	13%	192
Monthly Dollar Sales:	\$ 401,337,148	321%	\$ 95,355,000	2%	\$ 93,371,750	-11%	\$ 105,063,500
Year-to-Date Dollar Sales:	\$ 1,574,904,529	207%	\$ 513,068,221	-31%	\$ 745,776,738	15%	\$ 649,170,438
Listing Inventory:	289	-47%	550	-5%	582	-16%	691
Aspen Market							
Monthly Unit Sales:	39	225%	12	-25%	16	-24%	21
Year-to-Date Unit Sales:	183	161%	70	-46%	129	12%	115
Monthly Dollar Sales:	\$ 340,842,148	301%	\$ 84,945,000	25%	\$ 68,144,500	-15%	\$ 80,498,000
Year-to-Date Dollar Sales:	\$ 1,213,228,417	189%	\$ 419,316,267	-29%	\$ 590,671,404	11%	\$ 532,859,061
Listing Inventory:	201	-37%	318	-7%	343	-14%	400
Snowmass Village Market							
Monthly Unit Sales:	22	175%	8	-33%	12	-29%	17
Year-to-Date Unit Sales:	165	189%	57	-34%	87	13%	77
Monthly Dollar Sales:	\$ 60,495,000	481%	\$ 10,410,000	-59%	\$ 25,227,250	3%	\$ 24,565,500
Year-to-Date Dollar Sales:	\$ 361,676,112	286%	\$ 93,751,954	-40%	\$ 155,105,334	33%	\$ 116,311,377
Listing Inventory:	88	-62%	232	-3%	239	-18%	291
Total Property Sales \$10M and Over							
Monthly Unit Sales:	13	225%	4	300%	1	0%	1
Year-to-Date Unit Sales:	36	140%	15	-6%	16	0%	16
Monthly Dollar Sales:	\$ 260,235,000	311%	\$ 63,300,000	175%	\$ 23,000,000	-8%	\$ 24,995,000
Year-to-Date Dollar Sales:	\$ 698,514,601	221%	\$ 217,897,135	-17%	\$ 260,984,350	-16%	\$ 311,640,000

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Source data is from the Aspen Glenwood MLS and is scrubbed to remove outlier and misleading sales. Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M. Sales by specific Aspen and Snowmass neighborhoods are on Pages 7 & 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.

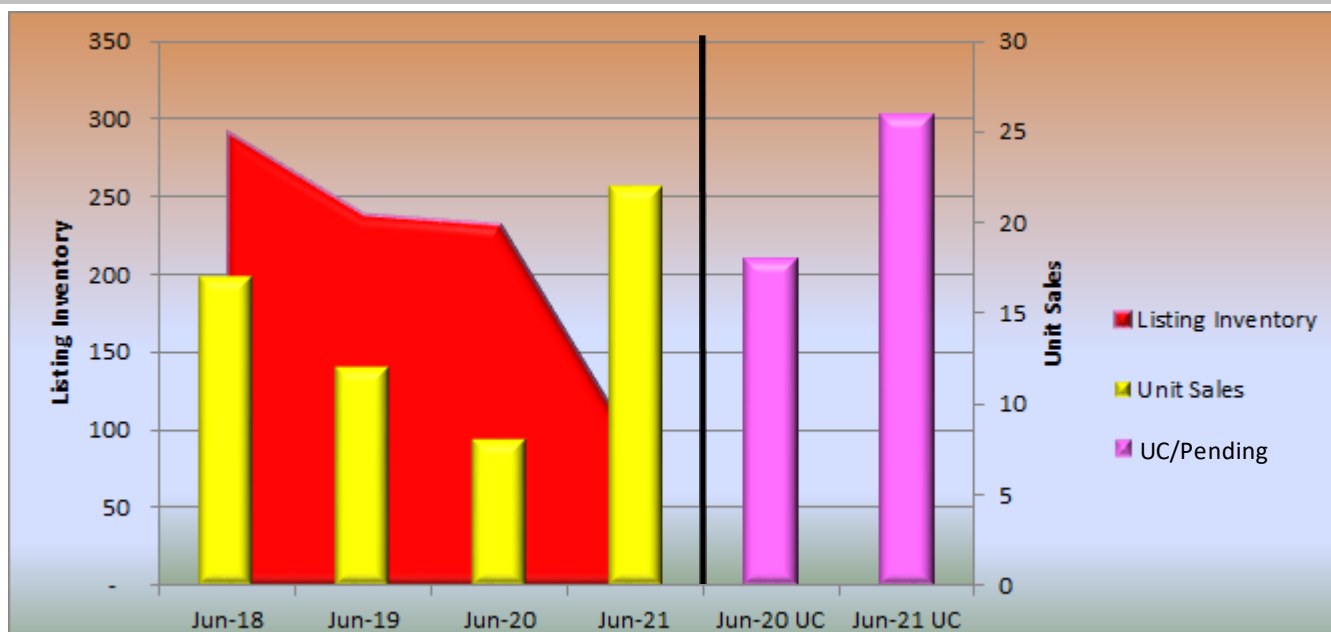


June 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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June 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 June 2021. This does not necessarily mean that they will close in June/July '21, or even 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: June 2021 Market Statistics Summary

Aspen condo sales June 2021

- Unit Sales: +167% (16) in June '21 vs (6) in June '20 vs -25% (8) in June '19 vs -33% (12) in June '18
- Dollar Sales: +31% \$34M in June '21 vs \$26M in June '20 vs +31% (\$20M) in June '19 vs -25% (\$27M) in June '18
- Inventory Active Listings: -28% (93) in June '21 vs (129) in June '20 vs +0% (129) in June '19 vs -19% (159) in June '18

Aspen condo sales YTD

- Unit Sales: +159% (101) in June '21 vs (39) in June '20 vs -25% (8) in June '19 vs -33% (12) in June '18
- Dollar Sales: +42% \$250M in June '21 vs \$176M in June '20 vs +7% (\$164M) in June '19 vs -18% (\$201M) in June '18
- Inventory Active Listings: +21% (223) in June '21 vs (184) in June '20 vs -16% (220) in June '19 vs -1% (223) in June '18

Aspen Single family home sales June 2021

- Unit Sales: +233% (20) in June '21 vs (6) in June '20 vs -0% (6) in June '19 vs -25% (8) in June '18
- Dollar Sales: +394% \$291M in June '21 vs \$59M in June '20 vs +30% (\$45M) in June '19 vs -2% (\$46M) in June '18
- Inventory Active Listings: -42% (91) in June '21 vs (157) in June '20 vs -7% (169) in June '19 vs -9% (186) in June '18

Aspen Single family home sales YTD

- Unit Sales: +170% (73) in June '21 vs (27) in June '20 vs -33% (40) in June '19 vs -7% (43) in June '18
- Dollar Sales: +291% \$916M in June '21 vs \$234M in June '20 vs -33% (\$349M) in June '19 vs +17% (\$300M) in June '18
- Inventory Active Listings: -13% (186) in June '21 vs (216) in June '20 vs -9% (258) in June '19 vs -7% (253) in June '18

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

Snowmass Village Only: June 2021 Market Statistics Summary

Snowmass Village condo sales June 2021

- Unit Sales: +133% (14) in June '21 vs (6) in June '20 vs -14% (7) in June '19 vs -46% (13) in June '18
- Dollar Sales: +137% \$13M in June '21 vs \$5M in June '20 vs -42% (\$9M) in June '19 vs -33% (\$14M) in June '18
- Inventory Active Listings: -61% (63) in June '21 vs (162) in June '20 vs +8% (150) in June '19 vs -19% (186) in June '18

Snowmass Village condo sales YTD

- Unit Sales: +167% (128) in June '21 vs (48) in June '20 vs -26% (65) in June '19 vs +23% (53) in June '18
- Dollar Sales: +153% \$165M in June '21 vs \$65M in June '20 vs -5% (\$9M) in June '19 vs -33% (\$43M) in June '18
- Inventory Active Listings: +0% (235) in June '21 vs (233) in June '20 vs -7% (234) in June '19 vs -5% (274) in June '18

Snowmass Village Single family home sales June 2021

- Unit Sales: +250% (7) in June '21 vs (2) in June '20 vs -60% (5) in June '19 vs +25% (4) in June '18
- Dollar Sales: +742% \$42M in June '21 vs \$5M in June '20 vs -69% (\$16M) in June '19 vs +49% (\$11M) in June '18
- Inventory Active Listings: -63% (23) in June '21 vs (63) in June '20 vs -17% (76) in June '19 vs -16% (91) in June '18

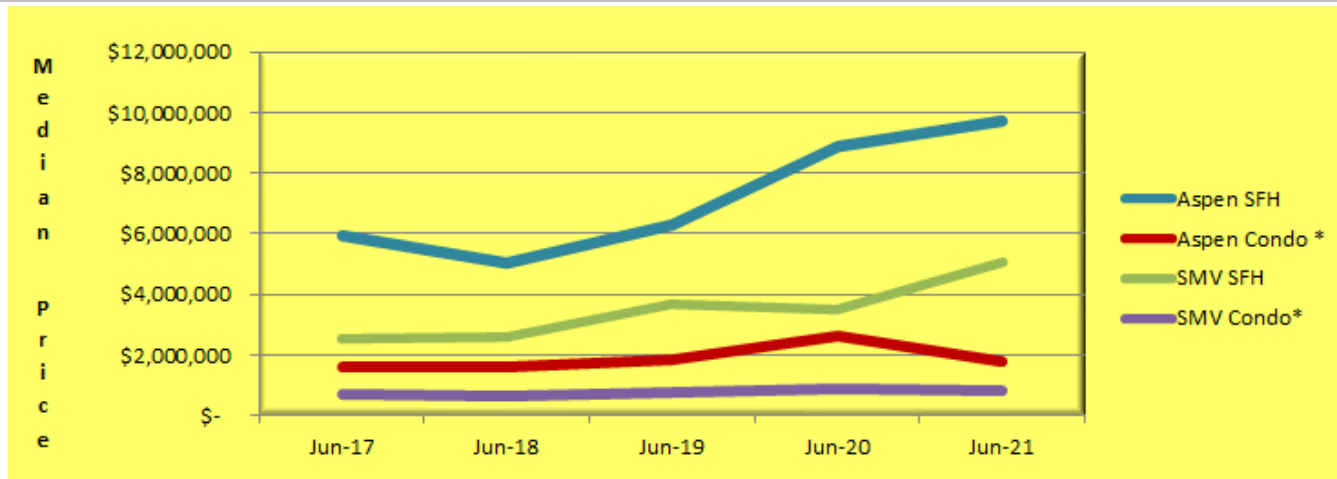
Snowmass Village Single family home sales YTD

- Unit Sales: +325% (34) in June '21 vs (8) in June '20 vs -60% (20) in June '19 vs -17% (24) in June '18
- Dollar Sales: +679% \$185M in June '21 vs \$24M in June '20 vs -72% (\$81M) in June '19 vs +15% (\$74M) in June '18
- Inventory Active Listings: -31% (65) in June '21 vs (95) in June '20 vs -23% (124) in June '19 vs -3% (128) in June '18

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



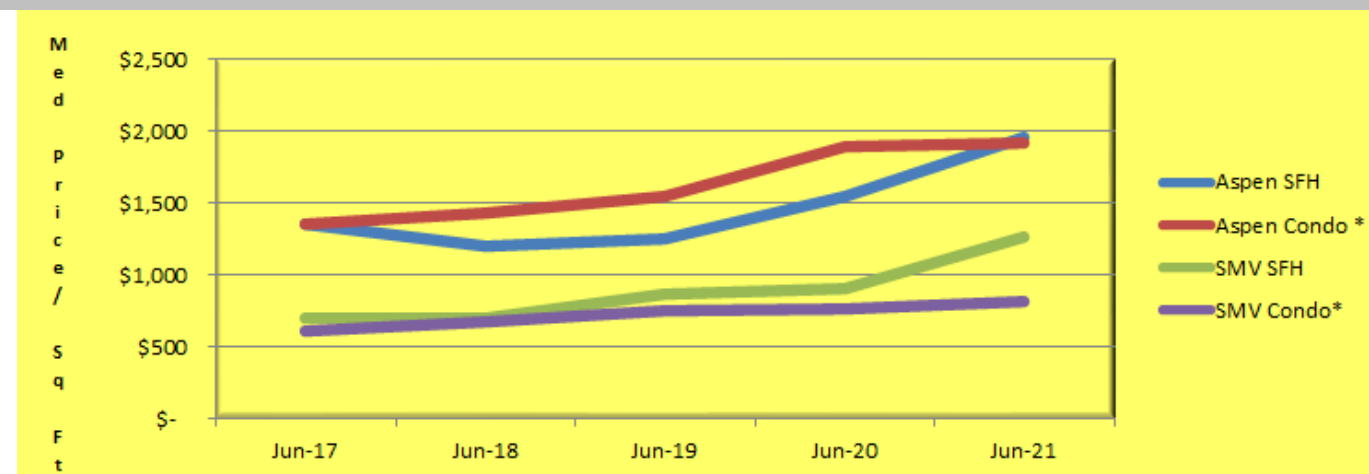
June 2021 Aspen and Snowmass Median Sold Prices



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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.

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

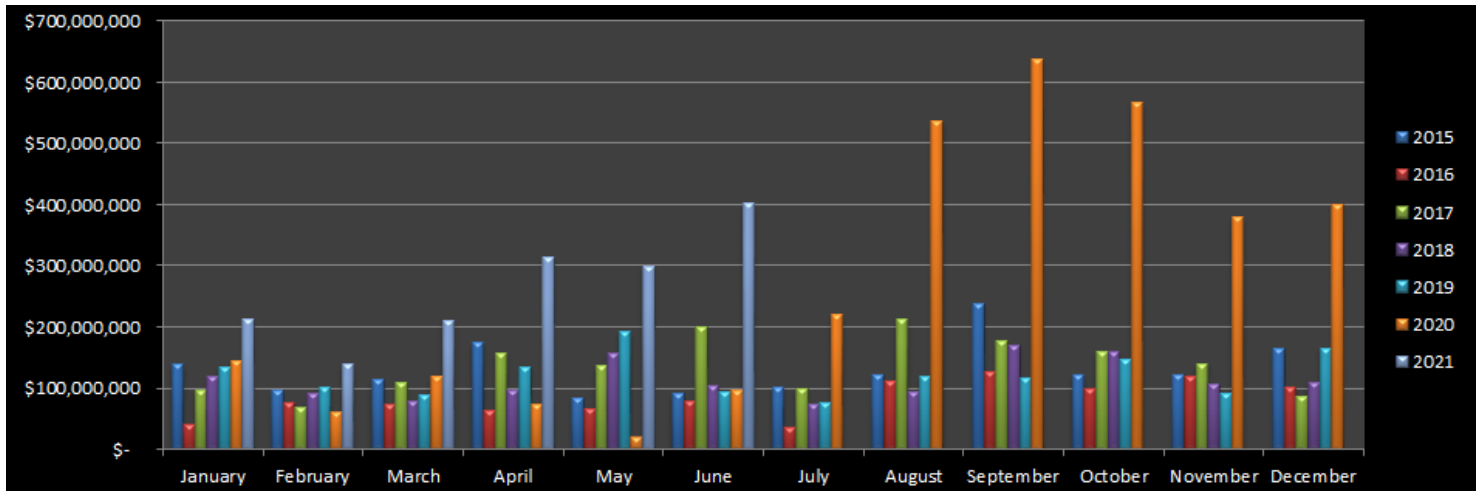


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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. *Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg \$/SqFt metrics by neighborhoods, go to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



Estin Report: Total Aspen Snowmass Combined Market June 2021 & Historical Sales



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Estin Report: Total Aspen Snowmass Market June 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	330%	\$ 313,967,249
May	\$ 84,137,500	-21%	\$ 66,611,988	105%	\$ 136,403,473	15%	\$ 157,289,500	22%	\$ 191,551,350	-90%	\$ 19,314,000	1447%	\$ 298,864,000
June	\$ 90,812,196	-14%	\$ 78,271,000	155%	\$ 199,866,601	-47%	\$ 105,063,500	-11%	\$ 93,371,750	2%	\$ 95,355,000	321%	\$ 401,337,148
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	-52%	\$ 1,574,904,529
YTD Total	\$ 697,463,613	-43%	\$ 398,925,518	92%	\$ 765,839,607	-15%	\$ 649,170,438	15%	\$ 745,776,738	-31%	\$ 513,068,221	207%	\$ 1,574,904,529

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Estin Report: Total Aspen Snowmass Market June 2021 Unit Sales

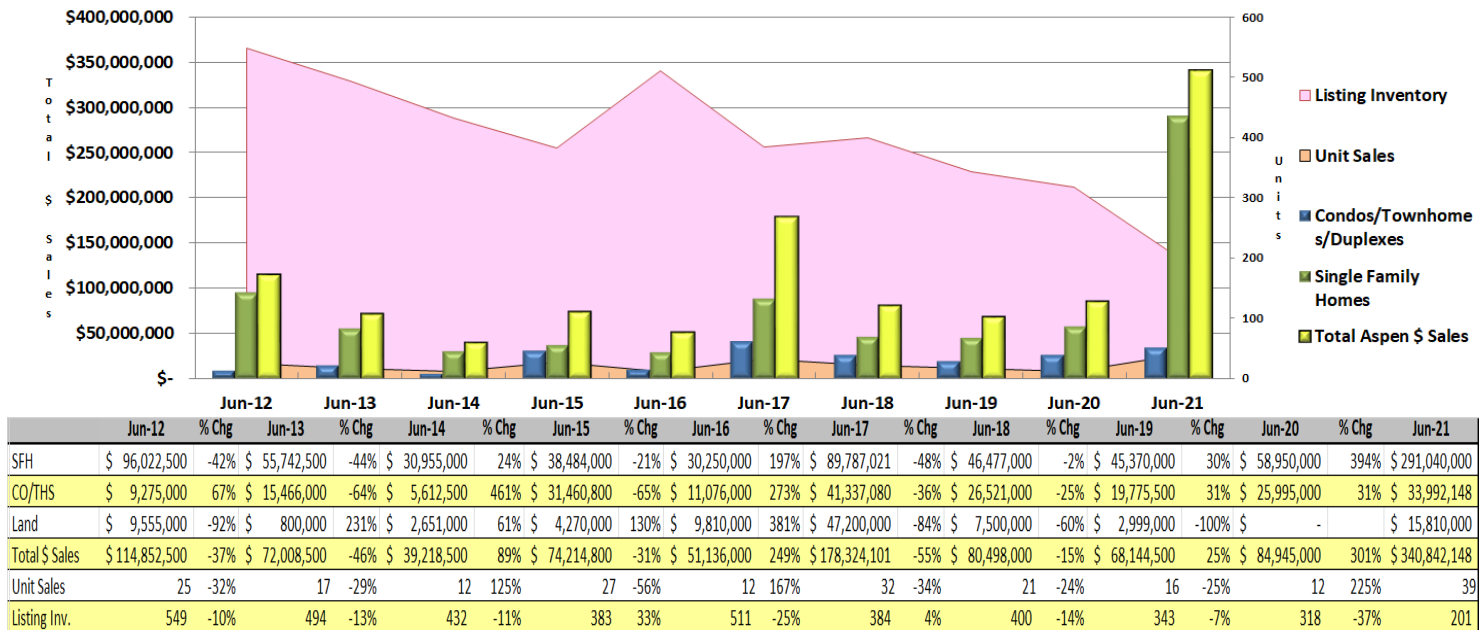
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	16	406%	81
May	43	-58%	18	167%	48	-21%	38	42%	54	-85%	8	613%	57
June	39	-49%	20	110%	42	-10%	38	-26%	28	-29%	20	205%	61
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	-46%	348
YTD Total	225	-39%	137	63%	223	-14%	192	13%	216	-41%	127	174%	348

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June 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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	Jun-18	% Chg	Jun-19	% Chg	Jun-20	% Chg	Jun-21	% Chg	May-21	% Chg	May-20
Single Family Homes											
Unit Sales	8	-25%	6	0%	6	233%	20	45%	11	450%	2
YTD Unit Sales	43	-7%	40	-33%	27	170%	73	27%	53	152%	21
Monthly \$ Sales	\$ 46,477,000	-2%	\$ 45,370,000	30%	\$ 58,950,000	394%	\$ 291,040,000	42%	\$ 168,605,000	2407%	\$ 6,725,000
YTD \$ Sales	\$ 299,719,707	17%	\$ 349,266,850	-33%	\$ 234,201,767	291%	\$ 916,479,601	32%	\$ 625,439,601	257%	\$ 175,251,767
Listing Inventory	186	-9%	169	-7%	157	-42%	91	5%	86	-37%	137
Condos / Townhomes											
Unit Sales	12	-33%	8	-25%	6	167%	16	-44%	23	2200%	1
YTD Unit Sales	66	11%	73	-47%	39	159%	101	16%	85	158%	33
Monthly \$ Sales	\$ 26,521,000	-25%	\$ 19,775,500	31%	\$ 25,995,000	31%	\$ 33,992,148	-58%	\$ 53,671,000	2285%	\$ 2,250,000
YTD \$ Sales	\$ 200,539,354	-18%	\$ 163,569,940	7%	\$ 175,564,500	42%	\$ 250,063,816	14%	\$ 216,071,668	44%	\$ 149,569,500
Listing Inventory	159	-19%	129	0%	129	-28%	93	13%	81	-31%	118
Vacant Land											
Unit Sales	1	100%	2	-100%	0		3	67%	1	0%	1
YTD Unit Sales	6	167%	16	-75%	4	125%	9	33%	6	50%	4
Monthly \$ Sales	\$ 7,500,000	-60%	\$ 2,999,000	-100%	\$ -		\$ 15,810,000	41%	\$ 9,250,000	68%	\$ 5,500,000
YTD \$ Sales	\$ 32,600,000	139%	\$ 77,834,615	-88%	\$ 9,550,000	389%	\$ 46,685,000	34%	\$ 30,875,000	223%	\$ 9,550,000
Listing Inventory	55	-18%	45	-29%	32	-47%	17	-6%	18	-47%	34
Total Aspen Market											
Total Unit Sales	21	-24%	16	-25%	12	225%	39	10%	35	775%	4
YTD Unit Sales	115	12%	129	-46%	70	161%	183	21%	144	148%	58
Total Monthly \$ Sales	\$ 80,498,000	-15%	\$ 68,144,500	25%	\$ 84,945,000	301%	\$ 340,842,148	32%	\$ 231,526,000	1499%	\$ 14,475,000
Total YTD \$ Sales	\$ 532,859,061	11%	\$ 590,671,404	-29%	\$ 419,316,267	189%	\$ 1,213,228,417	28%	\$ 872,386,269	161%	\$ 334,371,267
Listing Inventory	400	-14%	343	-7%	318	-37%	201	8%	185	-36%	289

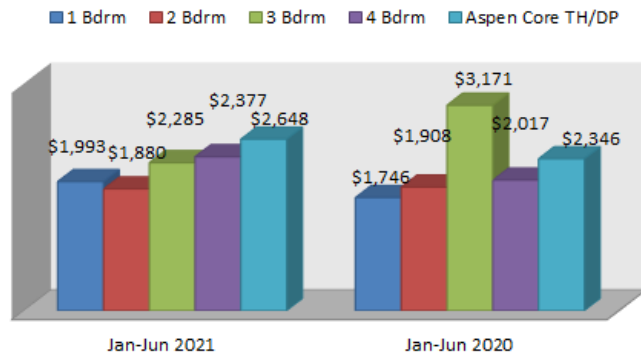
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, 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 2021 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "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@estinaspenn.com

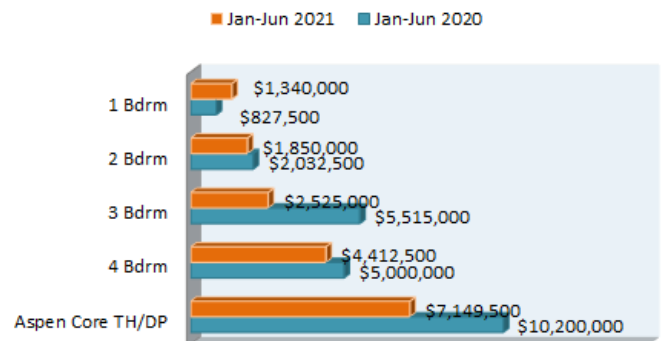


Estin Report: June 2021 Aspen Core Condos* - 6-Mos.Averages

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		Jan-Jun 2020	% Chg		Jan-Jun 2020	% Chg		Jan-Jun 2020	% Chg		Jan-Jun 2020	% Chg		Jan-Jun 2020	% Chg		Jan-Jun 2020	% Chg		Jan-Jun 2020
	Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020		Jan-Jun 2021	Jan-Jun 2020	
1 Bdrm	1,518,611	69%	900,833	1,993	14%	1,746	745	12%	665	96%	0%	96%	92%	-5%	96%	9	200%	3	\$ 13,667,500	406%	\$ 2,702,500
2 Bdrm	1,754,121	10%	1,587,800	1,880	28%	1,465	933	-14%	1,088	96%	2%	94%	95%	3%	91%	29	383%	6	\$ 50,869,500	434%	\$ 9,526,800
3 Bdrm	3,245,500	-46%	5,957,429	2,285	-3%	2,357	1,397	-18%	1,698	96%	9%	88%	95%	8%	88%	10	67%	6	\$ 32,455,000	-9%	\$ 35,744,571
4 Bdrm	3,850,000	-59%	9,330,833	2,377	16%	2,043	1,620	-31%	2,363	96%	15%	84%	96%	28%	75%	1	-67%	3	\$ 3,850,000	-86%	\$ 27,992,500
Aspen Core TH/DP	6,822,273	-30%	9,700,714	2,648	13%	2,346	2,613	-36%	4,075	97%	10%	88%	96%	11%	87%	11	57%	7	\$ 75,045,000	11%	\$ 67,905,000

*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		
	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020
Central Core (SFH)	\$15.2	-21%	\$19.3	\$2,867	58%	\$1,810	99%	28%	77%	94%	21%	77%	4	100%	2	\$60.8	57%	\$38.7	16	-11%	18	24	-56%	54
Central Core (CO&TH)	\$2.6	-54%	\$5.6	\$2,101	-11%	\$2,352	96%	12%	86%	95%	15%	83%	71	154%	28	\$185.1	18%	\$157.2	144	23%	117	12	-51%	25
Smuggler (SFH)	\$7.4	-40%	\$12.2	\$1,493	-2%	\$1,527	92%	-2%	94%	91%	-3%	94%	5	400%	1	\$36.8	202%	\$12.2	3	-63%	8	4	-93%	48
Smuggler (CO&TH)	\$0.9	19%	\$0.8	\$1,098	16%	\$949	97%	0%	97%	97%	0%	97%	13	550%	2	\$12.2	672%	\$1.6	23	64%	14	11	-75%	42
West Aspen	\$14.0	38%	\$10.1	\$1,828	21%	\$1,511	96%	25%	77%	94%	25%	76%	22	340%	5	\$307.6	506%	\$50.7	71	15%	62	19	-74%	74
West End	\$9.2	20%	\$7.7	\$2,292	17%	\$1,965	94%	-2%	95%	92%	-1%	93%	11	120%	5	\$101.2	163%	\$38.4	31	0%	31	17	-55%	37
Red Mountain	\$22.3	243%	\$6.5	\$2,650	97%	\$1,342	95%	13%	84%	96%	15%	84%	11	1000%	1	\$245.2	3673%	\$6.5	25	-43%	44	14	-95%	264
East Aspen	\$8.1	-27%	\$11.1	\$2,170	45%	\$1,492	97%	13%	86%	92%	14%	81%	7	75%	4	\$56.5	27%	\$44.5	26	-10%	29	22	-49%	44
McLain Flats/Starwood	\$10.6	109%	\$5.1	\$1,841	53%	\$1,205	91%	2%	90%	89%	-1%	90%	3	50%	2	\$31.8	213%	\$10.2	14	-42%	24	28	-61%	72
Woody Creek (> \$1.5M)	\$17.5	819%	\$1.9	\$1,403	189%	\$485	91%	10%	83%	91%	27%	72%	3	200%	1	\$52.4	2658%	\$1.9	13	-19%	16	26	-73%	96
Brush Creek Village (> \$1.5M)	\$4.2			\$564			98%			98%			1		0	\$4.2		\$0.0	8	0%	8	48		

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

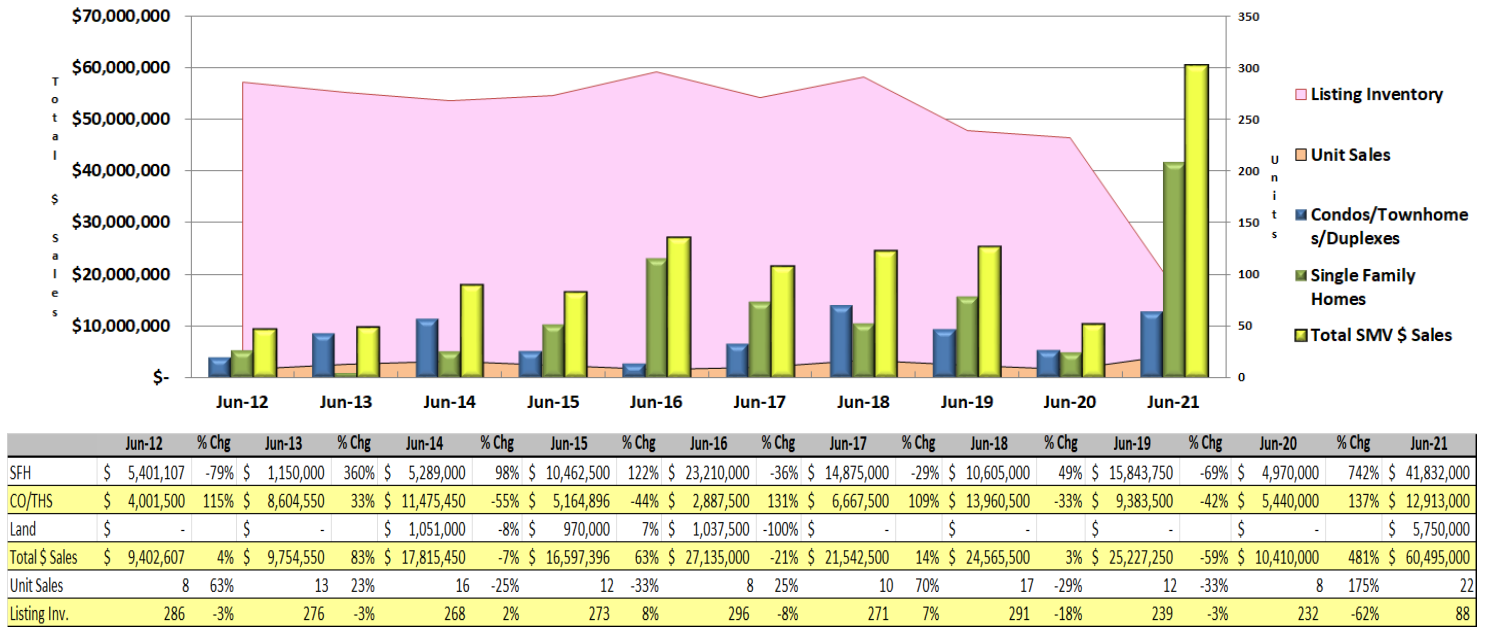
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



June 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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	Jun-18	% Chg	Jun-19	% Chg	Jun-20	% Chg	Jun-21	% Chg	May-21	% Chg	May-20
Single Family Homes											
Unit Sales	4	25%	5	-60%	2	250%	7	0%	7	600%	1
YTD Unit Sales	24	-17%	20	-60%	8	325%	34	-21%	27	350%	6
Monthly \$ Sales	\$ 10,605,000	49%	\$ 15,843,750	-69%	\$ 4,970,000	742%	\$ 41,832,000	-7%	\$ 44,625,000	2225%	\$ 1,919,000
YTD \$ Sales	\$ 73,569,677	15%	\$ 84,260,600	-72%	\$ 23,689,000	679%	\$ 184,518,500	23%	\$ 142,686,500	662%	\$ 18,719,000
Listing Inventory	91	-16%	76	-17%	63	-63%	23	9%	21	-66%	61
Condos / Townhomes											
Unit Sales	13	-46%	7	-14%	6	133%	14	0%	14	367%	3
YTD Unit Sales	53	23%	65	-26%	48	167%	128	-11%	114	171%	42
Monthly \$ Sales	\$ 13,960,500	-33%	\$ 9,383,500	-42%	\$ 5,440,000	137%	\$ 12,913,000	-48%	\$ 19,113,000	555%	\$ 2,920,000
YTD \$ Sales	\$ 42,741,700	61%	\$ 68,676,400	-5%	\$ 65,162,954	153%	\$ 165,082,612	8%	\$ 152,169,612	155%	\$ 59,722,954
Listing Inventory	186	-19%	150	8%	162	-61%	63	5%	60	-53%	129
Vacant Land											
Unit Sales	0		0		0		1	0%	1		0
YTD Unit Sales	0		2	-50%	1	200%	3	-33%	2	100%	1
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ 5,750,000	37%	\$ 3,600,000		\$ -
YTD \$ Sales	\$ -		\$ 2,168,334	126%	\$ 4,900,000	146%	\$ 12,075,000	48%	\$ 6,325,000	29%	\$ 4,900,000
Listing Inventory	14	-7%	13	-46%	7	-71%	2	0%	2	-71%	7
Total Snowmass Village Market											
Total Unit Sales	17	-29%	12	-33%	8	175%	22	0%	22	450%	4
YTD Unit Sales	77	13%	87	-34%	57	189%	165	-13%	143	192%	49
Total Monthly \$ Sales	\$ 24,565,500	3%	\$ 25,227,250	-59%	\$ 10,410,000	481%	\$ 60,495,000	-11%	\$ 67,338,000	1292%	\$ 4,839,000
Total YTD \$ Sales	\$ 116,311,377	33%	\$ 155,105,334	-40%	\$ 93,751,954	286%	\$ 361,676,112	17%	\$ 301,181,112	261%	\$ 83,341,954
Listing Inventory	291	-18%	239	-3%	232	-62%	88	6%	83	-58%	197

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

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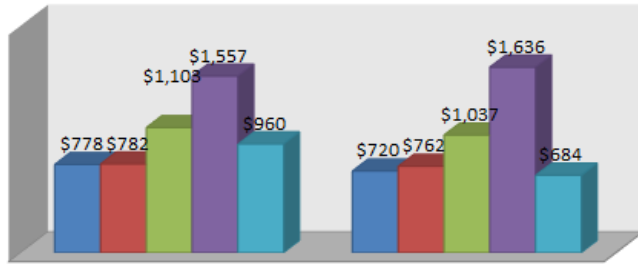
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood 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 2021 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "[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: June 2021 Snowmass Village Condos*—6-Mos. Averages

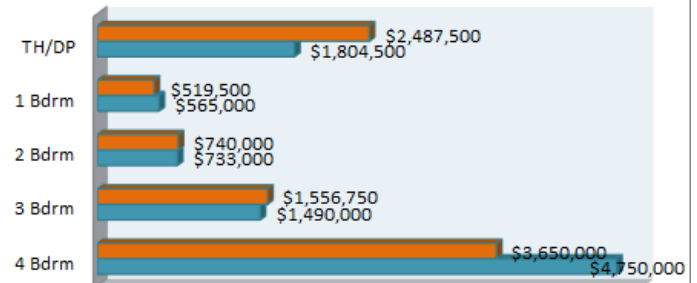
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



Median Sold Price

Jan-Jun 2021 Jan-Jun 2020



BEDROOMS	Jan-Jun 2021						Jan-Jun 2020						Jan-Jun 2019						Jan-Jun 2018					
	Avg Sold Price (\$)				Avg Sold \$ / Sq Ft (\$)		Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)					
	% Chg				% Chg		% Chg			% Chg			% Chg			% Chg			% Chg					
	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020	Jan-Jun 2021	Jan-Jun 2020				
1 Bdrm	552,841	15%	479,500	778	8%	720	716	7%	672	98%	2%	95%	98%	5%	93%	22	340%	5	\$ 12,162,500	407%	\$ 2,397,500			
2 Bdrm	884,342	11%	793,330	782	3%	762	1,094	6%	1,034	97%	5%	93%	97%	7%	90%	49	227%	15	\$ 43,332,745	264%	\$ 11,899,954			
3 Bdrm	1,921,188	-1%	1,933,214	1,103	6%	1,037	1,704	-3%	1,756	97%	0%	96%	96%	0%	96%	24	71%	14	\$ 46,108,500	70%	\$ 27,065,000			
4 Bdrm	4,100,000	-14%	4,750,000	1,557	-5%	1,636	2,482	-18%	3,030	97%	0%	97%	97%	5%	93%	6	200%	2	\$ 24,600,000	159%	\$ 9,500,000			
TH/DP	1,165,328	-9%	1,278,877	941	32%	714	1,179	-6%	1,257	97%	2%	96%	97%	3%	94%	14	100%	7	\$ 16,314,599	82%	\$ 8,952,138			

*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.)*		
	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020	Jan-Jun 2021	% Chg	Jan-Jun 2020
Divide	\$8.9			\$1,493			95%			91%			2		0	\$17.8		\$0.0	1	-88%	8	3		
Wood Run	\$6.7			\$1,449			97%			91%			9		0	\$60.6		\$0.0	14	-13%	16	9		
Ridge Run	\$3.6	-8%	\$3.9	\$955	4%	\$917	96%	2%	94%	95%	5%	91%	8	100%	4	\$28.7	84%	\$15.6	16	-16%	19	12	-58%	29
Fox Run PUD	\$3.6			\$725			96%			92%			1		0	\$3.6		\$0.0	4	-20%	5	24		
Two Creeks	\$8.5			\$1,479			100%			100%			1		0	\$8.5		\$0.0	5	-17%	6	30		
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.7			\$942			95%			88%			1		0	\$2.7		\$0.0	2	-75%	8	12		
Meadow Ranch	\$1.3	60%	\$0.8	\$758	17%	\$646	96%	0%	96%	95%	-1%	96%	4	300%	1	\$5.1	542%	\$0.8	3	-40%	5	5	-85%	30
Horse Ranch	\$4.7			\$1,148			95%			97%			5		0	\$23.4		\$0.0	9	29%	7	11		
Sinclair Meadows	\$4.3			\$1,574			96%			96%			1		0	\$4.3		\$0.0	3	50%	2	18		
Country Club Estates	\$4.3	153%	\$1.7	\$1,500	130%	\$653	97%	9%	89%	97%	12%	87%	3	50%	2	\$12.8	280%	\$3.4	1	0%	1	2	-33%	3
Old Snowmass (> \$1.5M)	\$3.1	-40%	\$5.2	\$729	-12%	\$829	95%	8%	88%	100%	25%	80%	6	0%	6	\$18.7	-40%	\$31.1	17	-19%	21	17	-19%	21

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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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June 2020: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"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



"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."

