



September 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 10.17.21 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 Sept 2021: Year to date through Sept 30th for the total market, unit sales are up 44% YOY, dollar sales up 30% YOY and inventory is down 58% YOY.

We are in an "evolving" marketplace where practically every sale is setting a new price high at least within and closely surrounding the town of Aspen...Where today's sold price sets the launch pad for the next new high. In such an extreme low inventory and active market as this, pricing is more a function of what's available than comparable sales which are history. Recent sales may serve only as a reference point for pricing a new listing and, unlike an appraiser who appraises on the basis of past sales, pricing to today's market requires a degree of anticipatory judgment that recognizes both the lack of inventory and where the market appears to be heading. Pricing today is more of an art than a science.

September 2021 Aspen & Snowmass Village Real Estate

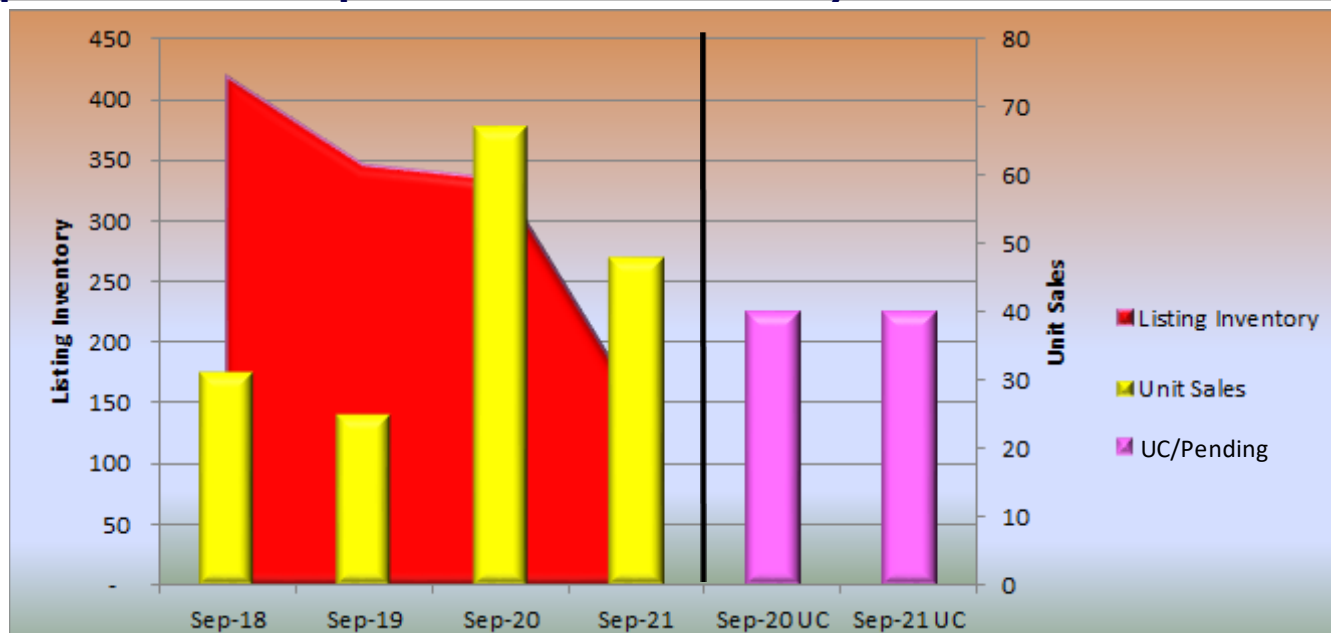
Total Aspen Snowmass Market	Sep-21	% Change	Sep-20	% Change	Sep-19	% Change	Sep-18
Monthly Unit Sales:	76	-30%	109	203%	36	-32%	53
Year-to-Date Unit Sales:	544	44%	377	19%	316	3%	307
Monthly Dollar Sales:	\$ 392,543,450	-38%	\$ 638,268,801	452%	\$ 115,547,359	-32%	\$ 169,987,900
Year-to-Date Dollar Sales:	\$ 2,469,413,249	30%	\$ 1,906,589,747	80%	\$ 1,056,987,247	7%	\$ 988,204,442
Listing Inventory:	221	-58%	528	-10%	585	-18%	712
Aspen Market							
Monthly Unit Sales:	48	-28%	67	168%	25	-19%	31
Year-to-Date Unit Sales:	302	33%	227	22%	186	3%	181
Monthly Dollar Sales:	\$ 307,069,500	-43%	\$ 536,854,801	493%	\$ 90,532,259	-33%	\$ 135,442,500
Year-to-Date Dollar Sales:	\$ 1,919,845,487	19%	\$ 1,608,801,068	96%	\$ 821,821,163	4%	\$ 786,782,165
Listing Inventory:	151	-55%	334	-4%	347	-17%	419
Snowmass Village Market							
Monthly Unit Sales:	28	-33%	42	282%	11	-50%	22
Year-to-Date Unit Sales:	242	61%	150	15%	130	3%	126
Monthly Dollar Sales:	\$ 85,473,950	-16%	\$ 101,414,000	305%	\$ 25,015,100	-28%	\$ 34,545,400
Year-to-Date Dollar Sales:	\$ 549,567,762	85%	\$ 297,788,679	27%	\$ 235,166,084	17%	\$ 201,422,277
Listing Inventory:	70	-64%	194	-18%	238	-19%	293
Total Property Sales \$10M and Over							
Monthly Unit Sales:	12	-40%	20	1900%	1	0%	1
Year-to-Date Unit Sales:	59	9%	54	157%	21	0%	21
Monthly Dollar Sales:	\$ 188,718,000	-43%	\$ 330,490,000	2835%	\$ 11,260,000	-30%	\$ 16,000,000
Year-to-Date Dollar Sales:	\$ 1,094,363,921	22%	\$ 894,469,635	172%	\$ 328,444,350	-16%	\$ 393,125,000

© Estin Report: Sep 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.

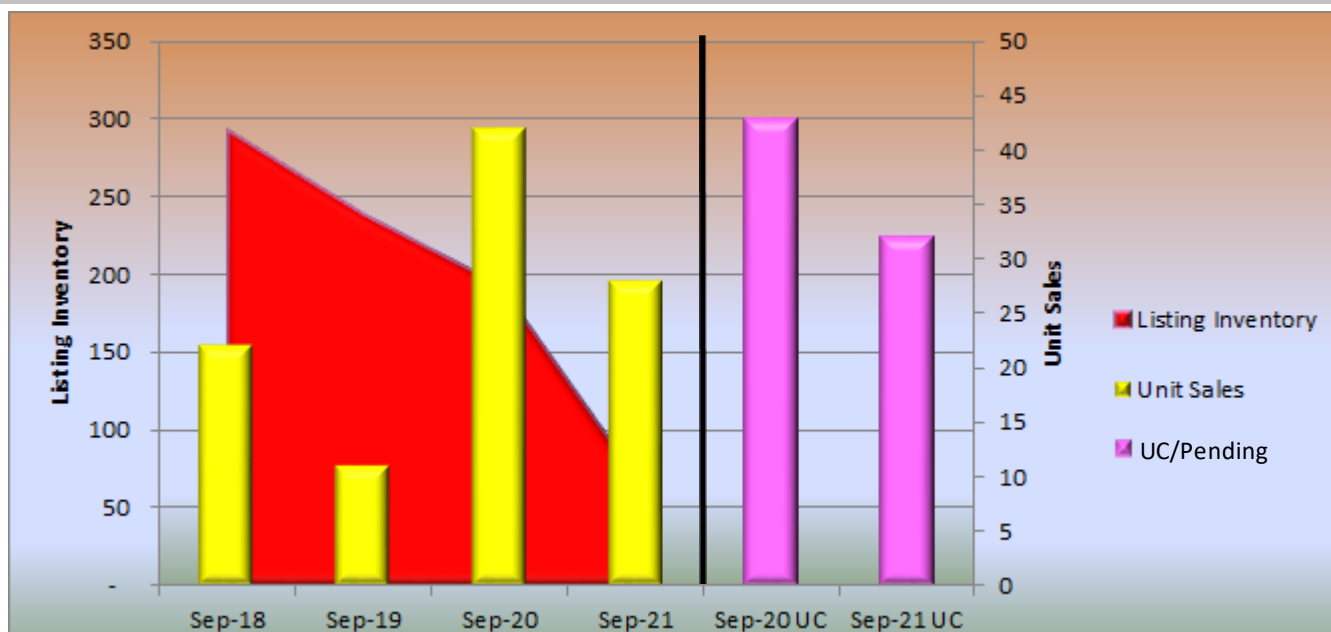


September 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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

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



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

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



Aspen Only: September 2021 Market Statistics Summary

	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21
Single Family Homes							
Unit Sales	15	-67%	5	540%	32	-28%	23
YTD Unit Sales	70	-20%	56	88%	105	12%	118
Monthly \$ Sales	\$ 88,800,000	-62%	\$ 33,677,259	1075%	\$ 395,815,000	-56%	\$ 175,129,000
YTD \$ Sales	\$ 460,508,457	3%	\$ 475,770,609	135%	\$ 1,119,458,267	20%	\$ 1,341,293,421
Listing Inventory	199	-10%	180	-11%	161	-43%	91
Condos / Townhomes							
Unit Sales	13	31%	17	106%	35	-34%	23
YTD Unit Sales	95	13%	107	7%	115	49%	171
Monthly \$ Sales	\$ 36,942,500	15%	\$ 42,380,000	233%	\$ 141,039,801	-23%	\$ 108,770,500
YTD \$ Sales	\$ 265,025,854	-10%	\$ 239,340,940	87%	\$ 446,542,801	12%	\$ 500,022,066
Listing Inventory	164	-27%	119	18%	141	-66%	48

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

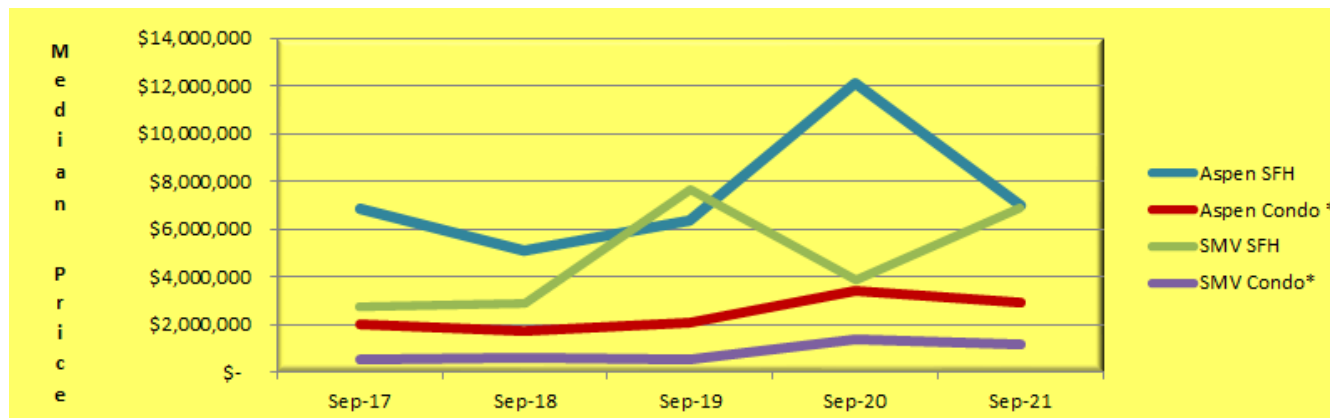
Snowmass Village Only: September 2021 Market Statistics Summary

	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21
Single Family Homes							
Unit Sales	6	-67%	2	600%	14	-36%	9
YTD Unit Sales	34	0%	34	18%	40	43%	57
Monthly \$ Sales	\$ 20,355,000	-25%	\$ 15,270,000	279%	\$ 57,881,000	-6%	\$ 54,290,000
YTD \$ Sales	\$ 110,599,677	24%	\$ 136,638,100	6%	\$ 144,685,225	107%	\$ 299,318,500
Listing Inventory	97	-26%	72	-26%	53	-60%	21
Condos / Townhomes							
Unit Sales	14	-43%	8	250%	28	-32%	19
YTD Unit Sales	87	7%	93	15%	107	70%	182
Monthly \$ Sales	\$ 12,390,400	-34%	\$ 8,225,100	429%	\$ 43,533,000	-28%	\$ 31,183,950
YTD \$ Sales	\$ 71,322,600	33%	\$ 94,839,650	54%	\$ 145,608,454	64%	\$ 238,174,262
Listing Inventory	184	-16%	155	-13%	135	-64%	48

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



September 2021 Aspen and Snowmass Median Sold Prices

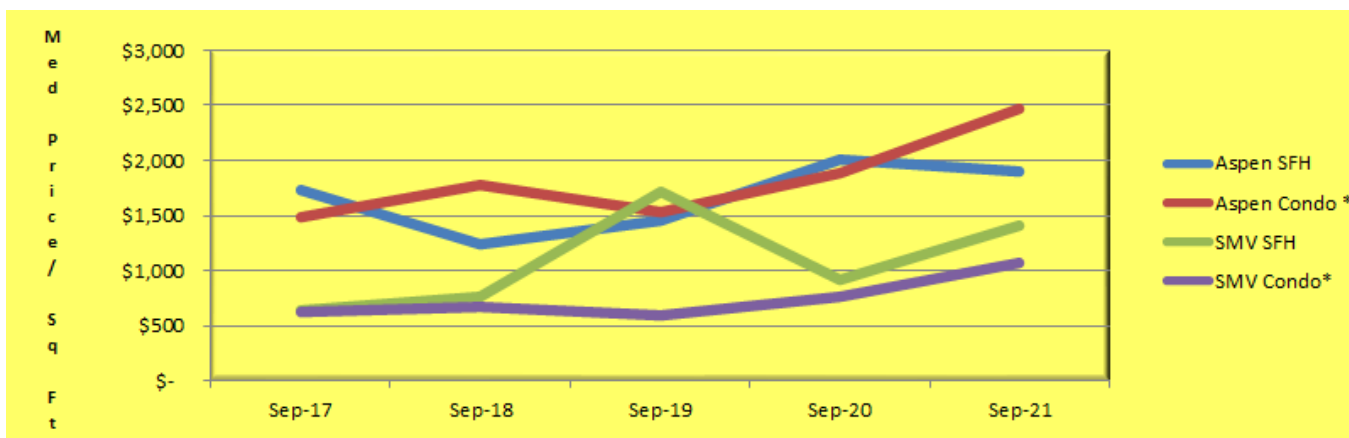


Median Price	Sep-17	% Chg	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21
Aspen SFH	\$6,837,500	-25%	\$5,100,000	25%	\$6,375,000	90%	\$12,100,000	-42%	\$7,000,000
Aspen Condo *	\$1,987,500	-14%	\$1,700,000	21%	\$2,055,000	67%	\$3,440,000	-16%	\$2,897,500
SMV SFH	\$2,775,000	3%	\$2,860,000	167%	\$7,635,000	-49%	\$3,900,000	77%	\$6,900,000
SMV Condo*	\$522,000	14%	\$597,000	-11%	\$532,550	160%	\$1,385,000	-16%	\$1,160,000

© Estin Report: Sep 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.

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



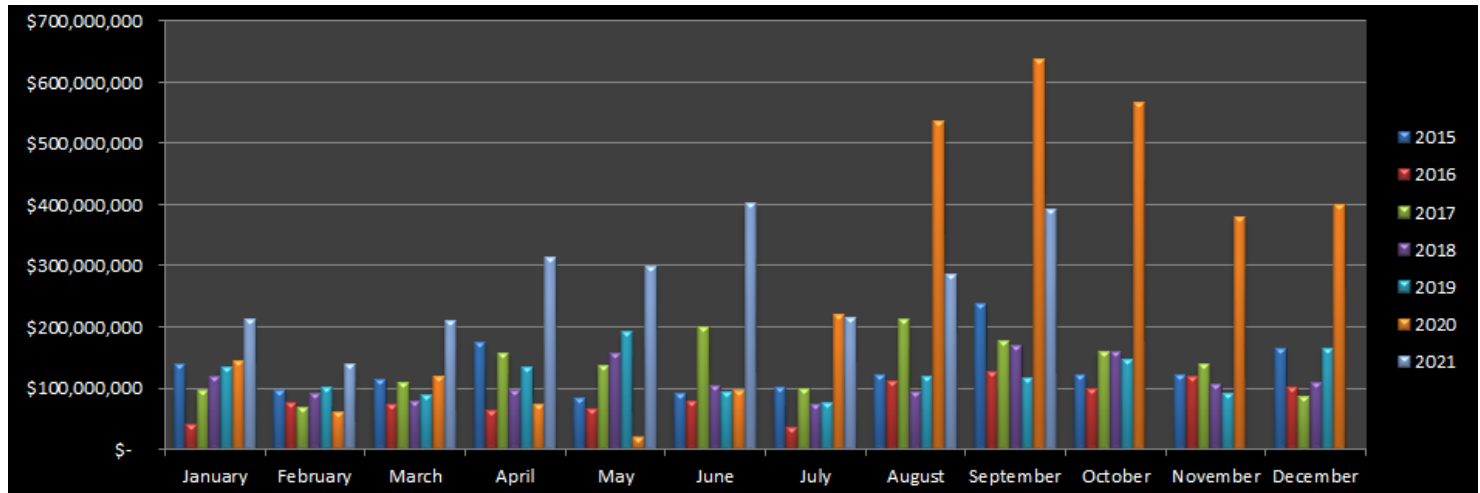
Med Price / Sq Ft	Sep-17	% Chg	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21
Aspen SFH	\$1,728	-28%	\$1,238	17%	\$1,449	38%	\$2,006	-5%	\$1,904
Aspen Condo *	\$1,489	20%	\$1,784	-14%	\$1,528	23%	\$1,882	31%	\$2,469
SMV SFH	\$640	20%	\$767	123%	\$1,712	-47%	\$911	55%	\$1,411
SMV Condo*	\$625	8%	\$675	-12%	\$592	30%	\$771	39%	\$1,074

© Estin Report: Sep 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 September 2021 & Historical Sales



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

Estin Report: Total Aspen Snowmass Market September 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	-2%	\$ 215,848,879
August	\$ 121,918,102	-8%	\$ 112,132,850	89%	\$ 212,229,450	-55%	\$ 94,638,604	26%	\$ 119,314,750	349%	\$ 535,531,000	-47%	\$ 286,116,391
September	\$ 238,134,900	-47%	\$ 127,356,500	38%	\$ 176,057,000	-3%	\$ 169,987,900	-32%	\$ 115,547,359	452%	\$ 638,268,801	-38%	\$ 392,543,450
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	-24%	\$ 2,469,413,249
YTD Total	\$ 1,159,060,615	-42%	\$ 675,008,368	86%	\$ 1,253,585,432	-21%	\$ 988,204,442	7%	\$ 1,056,987,278	80%	\$ 1,906,589,747	30%	\$ 2,469,413,249

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

Estin Report: Total Aspen Snowmass Market September 2021 Unit Sales

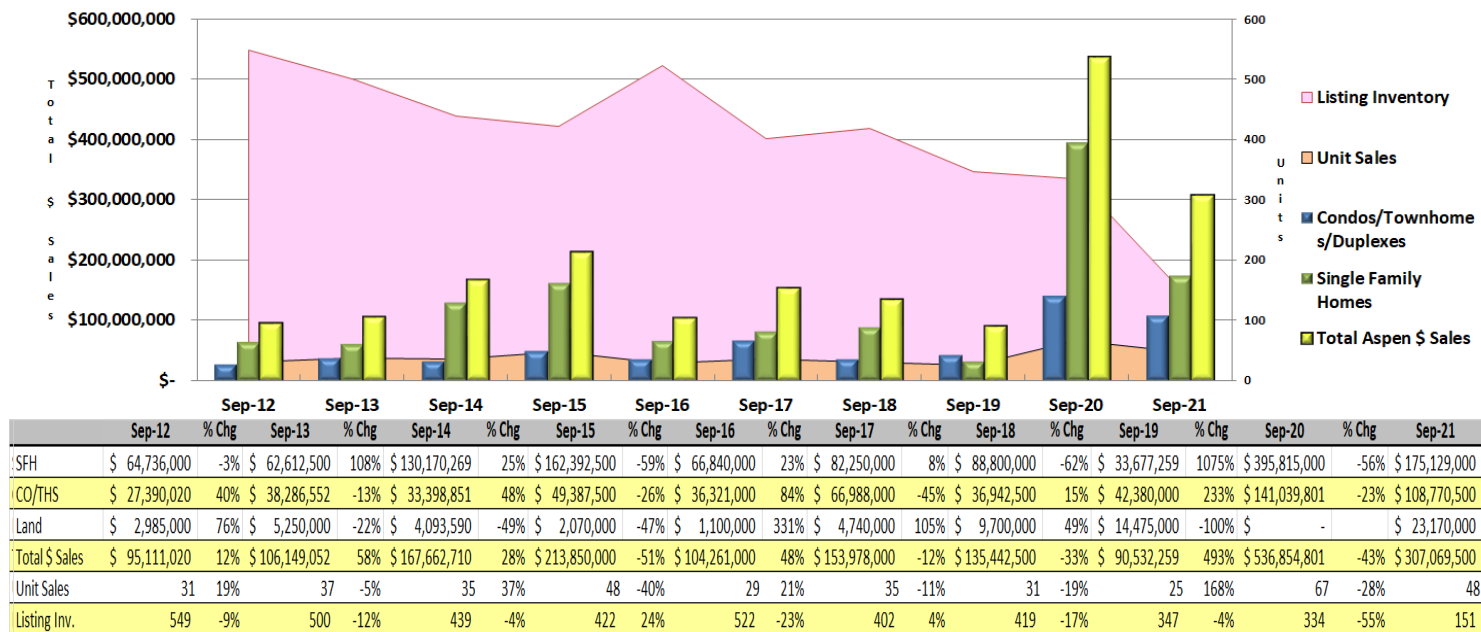
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	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	14%	49
August	27	48%	40	50%	60	-30%	42	-2%	41	139%	98	-28%	71
September	60	-35%	39	26%	49	8%	53	-32%	36	203%	109	-30%	76
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	-15%	544
YTD Total	339	-31%	234	53%	359	-14%	307	3%	316	19%	377	44%	544

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



September 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: Sep 2021 : www.EstinAspen.com

	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21	% Chg	Aug-21	% Chg	Aug-20
Single Family Homes											
Unit Sales	15	-67%	5	540%	32	-28%	23	48%	12	-66%	35
YTD Unit Sales	70	-20%	56	88%	105	12%	118	19%	95	30%	73
Monthly \$ Sales	\$ 88,800,000	-62%	\$ 33,677,259	1075%	\$ 395,815,000	-56%	\$ 175,129,000	35%	\$ 113,643,491	-69%	\$ 362,496,500
YTD \$ Sales	\$ 460,508,457	3%	\$ 475,770,609	135%	\$ 1,119,458,267	20%	\$ 1,341,293,421	13%	\$ 1,166,164,421	61%	\$ 723,643,267
Listing Inventory	199	-10%	180	-11%	161	-43%	91	1%	90	-51%	184
Condos / Townhomes											
Unit Sales	13	31%	17	106%	35	-34%	23	-30%	30	15%	26
YTD Unit Sales	95	13%	107	7%	115	49%	171	13%	148	85%	80
Monthly \$ Sales	\$ 36,942,500	15%	\$ 42,380,000	233%	\$ 141,039,801	-23%	\$ 108,770,500	2%	\$ 106,481,750	33%	\$ 80,276,500
YTD \$ Sales	\$ 265,025,854	-10%	\$ 239,340,940	87%	\$ 446,542,801	12%	\$ 500,022,066	22%	\$ 391,251,566	28%	\$ 305,503,000
Listing Inventory	164	-27%	119	18%	141	-66%	48	-48%	71	-56%	161
Vacant Land											
Unit Sales	3	0%	3	-100%	0		2	0%	2	-33%	3
YTD Unit Sales	16	44%	23	-70%	7	86%	13	15%	11	57%	7
Monthly \$ Sales	\$ 9,700,000	49%	\$ 14,475,000	-100%	\$ -		\$ 23,170,000	63%	\$ 8,675,000	-74%	\$ 33,250,000
YTD \$ Sales	\$ 61,247,854	74%	\$ 106,709,615	-60%	\$ 42,800,000	83%	\$ 78,530,000	30%	\$ 55,360,000	29%	\$ 42,800,000
Listing Inventory	56	-14%	48	-33%	32	-63%	12	0%	12	-72%	43
Total Aspen Market											
Total Unit Sales	31	-19%	25	168%	67	-28%	48	8%	44	-31%	64
YTD Unit Sales	181	3%	186	22%	227	33%	302	16%	254	59%	160
Total Monthly \$ Sales	\$ 135,442,500	-33%	\$ 90,532,259	493%	\$ 536,854,801	-43%	\$ 307,069,500	25%	\$ 228,800,241	-52%	\$ 476,023,000
Total YTD \$ Sales	\$ 786,782,165	4%	\$ 821,821,163	96%	\$ 1,608,801,068	19%	\$ 1,919,845,487	16%	\$ 1,612,775,987	50%	\$ 1,071,946,267
Listing Inventory	419	-17%	347	-4%	334	-55%	151	-15%	173	-55%	388

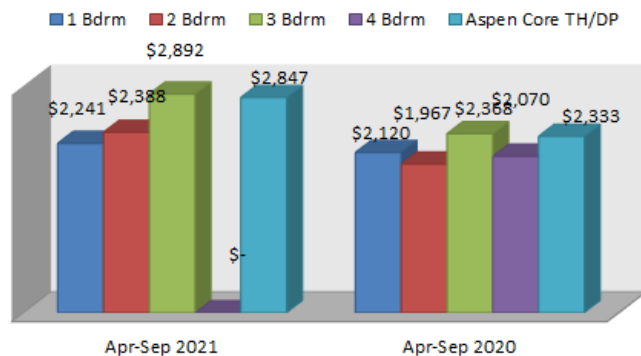
© Estin Report: Sep 2021 : www.EstinAspen.com

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: "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

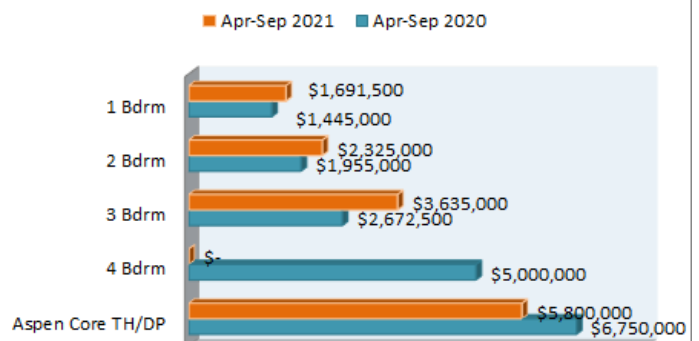


Estin Report: September 2021 Aspen Core Condos* - 6-Mos.Averages

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		Apr-Sep 2020	% Chg		Apr-Sep 2020	% Chg		Apr-Sep 2020	% Chg		Apr-Sep 2020	% Chg		Apr-Sep 2020	% Chg		Apr-Sep 2020	% Chg		Apr-Sep 2020
	Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020		Apr-Sep 2021	Apr-Sep 2020	
1 Bdrm	1,615,679	-12%	1,832,222	2,241	6%	2,120	717	-16%	854	97%	0%	97%	95%	2%	93%	14	56%	9	\$ 22,619,500	37%	\$ 16,490,000
2 Bdrm	2,272,552	26%	1,807,804	2,388	37%	1,743	933	-12%	1,056	97%	2%	95%	101%	12%	90%	29	107%	14	\$ 65,904,000	160%	\$ 25,309,261
3 Bdrm	3,586,667	-15%	4,206,958	2,892	35%	2,148	1,234	-15%	1,444	96%	1%	96%	97%	2%	94%	6	-50%	12	\$ 21,520,000	-57%	\$ 50,483,500
4 Bdrm			6,304,412			1,578			2,413						87%	0	-100%	4			\$ 25,217,647
Aspen Core TH/DP	7,077,288	-4%	7,385,000	2,847	22%	2,333	2,408	-23%	3,121	95%	-1%	96%	93%	-1%	94%	13	8%	12	\$ 92,004,750	4%	\$ 88,620,000

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

© Estin Report: Sep 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				
	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020
Central Core (SFH)	\$14.5	2%	\$14.3	\$2,970	17%	\$2,539	98%	10%	89%	93%	9%	85%	5	-17%	6	\$72.7	-15%	\$85.7	16	-11%	18	19	7%	18
Central Core (CO&TH)	\$3.2	-22%	\$4.1	\$2,431	11%	\$2,186	96%	3%	94%	96%	7%	90%	79	55%	51	\$253.1	21%	\$209.2	144	23%	117	11	-21%	14
Smuggler (SFH)	\$14.5	33%	\$10.9	\$1,603	-8%	\$1,748	90%	-6%	96%	90%	-6%	96%	3	0%	3	\$43.4	33%	\$32.7	3	-63%	8	6	-63%	16
Smuggler (CO&TH)	\$0.9	-13%	\$1.0	\$1,173	3%	\$1,139	99%	3%	96%	98%	8%	90%	16	129%	7	\$14.3	98%	\$7.2	23	64%	14	9	-28%	12
West Aspen	\$15.1	31%	\$11.6	\$2,176	51%	\$1,441	94%	8%	88%	90%	7%	84%	24	20%	20	\$362.9	57%	\$231.7	71	15%	62	18	-5%	19
West End	\$11.6	12%	\$10.4	\$2,495	14%	\$2,192	93%	4%	89%	92%	1%	91%	6	-50%	12	\$69.8	-44%	\$124.8	31	0%	31	31	100%	16
Red Mountain	\$19.6	17%	\$16.7	\$2,582	10%	\$2,339	94%	6%	89%	95%	9%	87%	14	-7%	15	\$274.4	9%	\$250.7	25	-43%	44	11	-39%	18
East Aspen	\$5.8	-35%	\$8.9	\$1,400	-7%	\$1,504	98%	8%	91%	95%	7%	88%	17	6%	16	\$98.5	-31%	\$142.8	26	-10%	29	9	-16%	11
McLain Flats/Starwood	\$6.3	-36%	\$9.8	\$1,193	3%	\$1,157	96%	6%	91%	91%	11%	82%	3	-63%	8	\$18.9	-76%	\$78.4	14	-42%	24	28	56%	18
Woody Creek (> \$1.5M)	\$12.7	138%	\$5.3	\$1,424	35%	\$1,053	93%	-3%	97%	93%	0%	93%	6	50%	4	\$76.3	258%	\$21.3	13	-19%	16	13	-46%	24
Brush Creek Village (>\$1.5M)	\$2.9	28%	\$2.2	\$843	81%	\$466	99%	2%	96%	103%	6%	97%	4	0%	4	\$11.5	28%	\$9.0	8	0%	8	12	0%	12

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

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

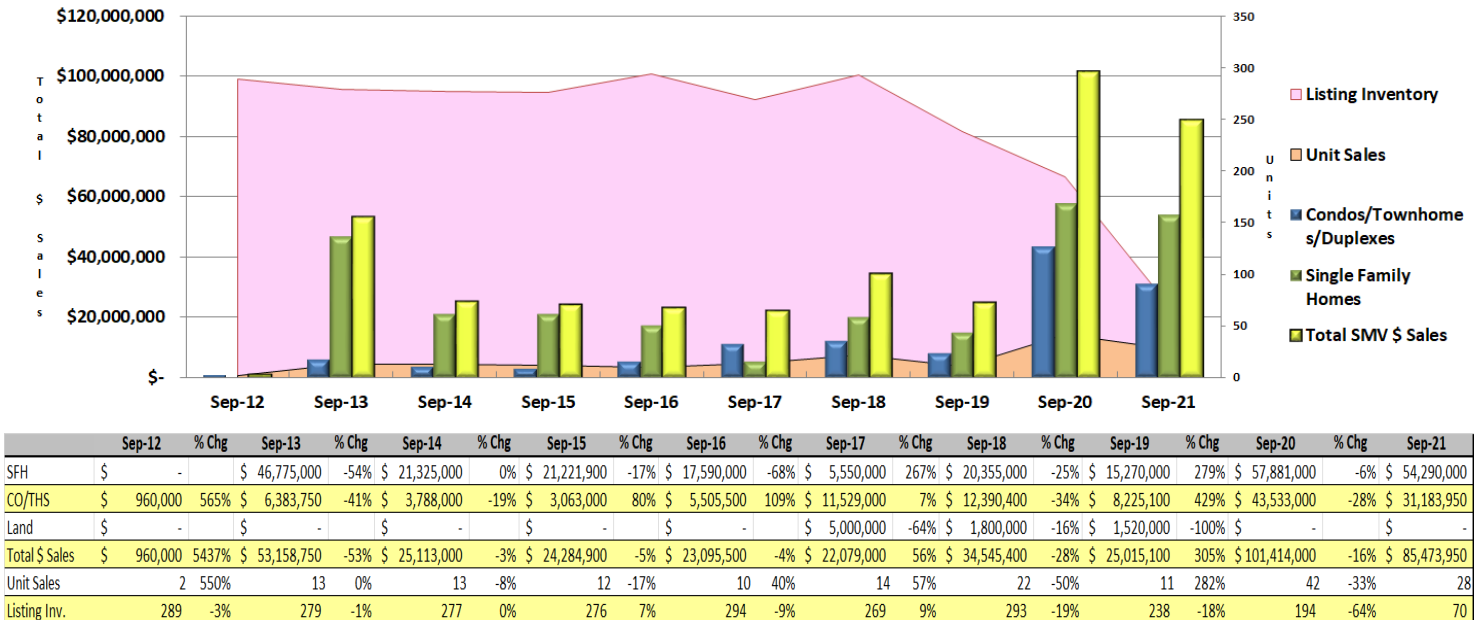
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



September 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: Sep 2021 : www.EstinAspen.com

	Sep-18	% Chg	Sep-19	% Chg	Sep-20	% Chg	Sep-21	% Chg	Aug-21	% Chg	Aug-20
Single Family Homes											
Unit Sales	6	-67%	2	600%	14	-36%	9	-11%	8	-27%	11
YTD Unit Sales	34	0%	34	18%	40	43%	57	-16%	48	85%	26
Monthly \$ Sales	\$ 20,355,000	-25%	\$ 15,270,000	279%	\$ 57,881,000	-6%	\$ 54,290,000	41%	\$ 32,110,000	2%	\$ 31,482,500
YTD \$ Sales	\$ 110,599,677	24%	\$ 136,638,100	6%	\$ 144,685,225	107%	\$ 299,318,500	18%	\$ 245,028,500	182%	\$ 86,804,225
Listing Inventory	97	-26%	72	-26%	53	-60%	21	-24%	26	-65%	75
Condos / Townhomes											
Unit Sales	14	-43%	8	250%	28	-32%	19	0%	19	-14%	22
YTD Unit Sales	87	7%	93	15%	107	70%	182	-10%	163	106%	79
Monthly \$ Sales	\$ 12,390,400	-34%	\$ 8,225,100	429%	\$ 43,533,000	-28%	\$ 31,183,950	19%	\$ 25,206,150	-4%	\$ 26,325,500
YTD \$ Sales	\$ 71,322,600	33%	\$ 94,839,650	54%	\$ 145,608,454	64%	\$ 238,174,262	13%	\$ 206,990,312	103%	\$ 102,075,454
Listing Inventory	184	-16%	155	-13%	135	-64%	48	-6%	51	-64%	142
Vacant Land											
Unit Sales	2	-50%	1	-100%	0		0		0	-100%	1
YTD Unit Sales	5	-40%	3	0%	3	0%	3	0%	3	0%	3
Monthly \$ Sales	\$ 1,800,000	-16%	\$ 1,520,000	-100%	\$ -		\$ -		\$ -	-100%	\$ 1,700,000
YTD \$ Sales	\$ 19,500,000	-81%	\$ 3,688,334	103%	\$ 7,495,000	61%	\$ 12,075,000	0%	\$ 12,075,000	61%	\$ 7,495,000
Listing Inventory	12	-8%	11	-45%	6	-83%	1	0%	1	-90%	10
Total Snowmass Village Market											
Total Unit Sales	22	-50%	11	282%	42	-33%	28	-4%	27	-21%	34
YTD Unit Sales	126	3%	130	15%	150	61%	242	-12%	214	98%	108
Total Monthly \$ Sales	\$ 34,545,400	-28%	\$ 25,015,100	305%	\$ 101,414,000	-16%	\$ 85,473,950	33%	\$ 57,316,150	-4%	\$ 59,508,000
Total YTD \$ Sales	\$ 201,422,277	17%	\$ 235,166,084	27%	\$ 297,788,679	85%	\$ 549,567,762	16%	\$ 464,093,812	136%	\$ 196,374,679
Listing Inventory	293	-19%	238	-18%	194	-64%	70	-11%	78	-66%	227

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

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

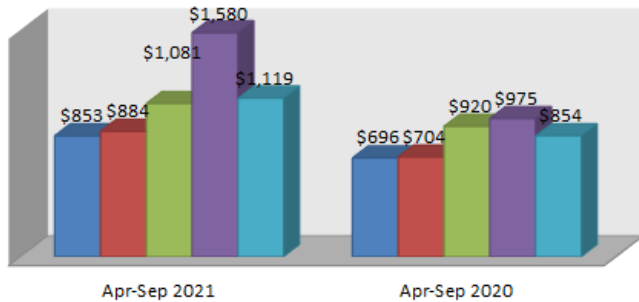
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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

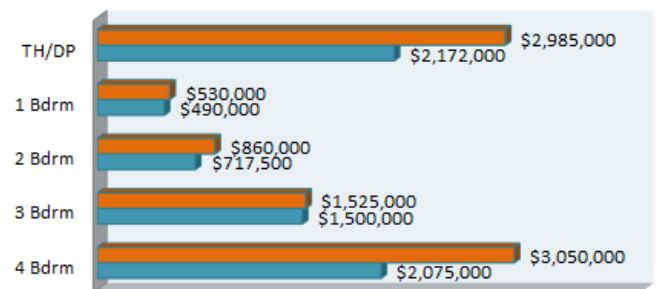
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



Median Sold Price

Apr-Sep 2021 Apr-Sep 2020



BEDROOMS	Avg Sold Price (\$)		Avg Sold \$ / Sq Ft (\$)		Avg Sqft		Avg Sold % to Ask		Avg Sold % to Orig		Units Sold		Dollar Sales (\$)		
	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020
1 Bdrm	586,709	14%	516,571	853	22%	696	688	-7%	744	98%	5%	94%	\$ 17,014,550	371%	\$ 3,616,000
2 Bdrm	952,549	26%	753,865	884	26%	704	1,070	1%	1,061	99%	4%	95%	\$ 42,864,700	119%	\$ 19,600,500
3 Bdrm	1,794,300	17%	1,540,000	1,081	17%	920	1,613	-1%	1,633	97%	2%	96%	\$ 35,886,000	233%	\$ 10,780,000
4 Bdrm	4,056,250	57%	2,587,000	1,580	62%	975	2,362	-9%	2,594	96%	2%	95%	\$ 16,225,000	25%	\$ 12,935,000
TH/DP	1,060,449	11%	956,010	1,119	31%	854	1,048	-11%	1,172	98%	3%	95%	\$ 13,785,838	-20%	\$ 17,208,176

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

© Estin Report: Sep 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.)*				
	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020	Apr-Sep 2021	% Chg	Apr-Sep 2020
Divide	\$12.5	150%	\$5.0	\$2,023	122%	\$911	98%	10%	89%	98%	14%	86%	1	-67%	3	\$12.5	-17%	\$15.0	1	-88%	8	6	-63%	16
Wood Run	\$6.6	74%	\$3.8	\$1,485	38%	\$1,080	97%	5%	92%	92%	-1%	93%	9	350%	2	\$59.6	682%	\$7.6	14	-13%	16	9	-81%	48
Ridge Run	\$4.4	52%	\$2.9	\$1,060	28%	\$831	96%	3%	93%	95%	10%	86%	9	13%	8	\$39.5	71%	\$23.0	16	-16%	19	11	-25%	14
Fox Run PUD	\$4.8	27%	\$3.7	\$928	20%	\$772	95%	1%	94%	95%	1%	94%	1	0%	1	\$4.8	27%	\$3.7	4	-20%	5	24	-20%	30
Two Creeks	\$9.3	22%	\$7.6	\$1,604	16%	\$1,378	96%	1%	95%	100%	6%	95%	3	50%	2	\$27.8	83%	\$15.2	5	-17%	6	10	-44%	18
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.2	-22%	\$2.8	\$928	12%	\$831	98%	6%	92%	94%	9%	87%	4	0%	4	\$8.8	-22%	\$11.3	2	-75%	8	3	-75%	12
Meadow Ranch	\$1.5	35%	\$1.1	\$881	35%	\$652	98%	0%	98%	97%	-1%	98%	5	67%	3	\$7.5	125%	\$3.3	3	-40%	5	4	-64%	10
Horse Ranch	\$5.6	23%	\$4.5	\$1,174	31%	\$898	95%	6%	90%	97%	6%	91%	5	150%	2	\$27.8	209%	\$9.0	9	29%	7	11	-49%	21
Sinclair Meadows	\$3.8	-12%	\$4.3	\$1,619	27%	\$1,271	94%	-6%	100%	94%	-6%	100%	1	0%	1	\$3.8	-12%	\$4.3	3	50%	2	18	50%	12
Country Club Estates	\$4.3	121%	\$2.0	\$1,503	109%	\$720	99%	12%	89%	99%	14%	87%	3	50%	2	\$13.0	232%	\$3.9	1	0%	1	2	-33%	3
Old Snowmass (> \$1.5M)	\$3.4	-10%	\$3.8	\$850	-13%	\$975	98%	8%	91%	98%	14%	86%	9	13%	8	\$30.3	1%	\$30.1	13	-28%	18	9	-36%	14

© Estin Report: Sep 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.

September 2021: Aspen Snowmass Real Estate Market Snap-



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."

