



## October 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 11.11.21 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 October 2021

Dollar sales continue to be very robust and record setting with fewer sales but at significantly higher prices. Unit sales have been slowing due to limited inventory. Year over year (YOY), Aspen inventory of single family (sf) homes is down 55%, condos down 75%; Snowmass sf homes are down 60%; condos down 75%. Sellers are asking record high prices and getting them. It's a sellers market and sellers who have been on the fence whether to sell may want to take advantage of this selling opportunity. The limited new listings that come on the market during the fall 2021 are at ask prices 10-25% above the most recent sold comps as each new listing aspires to record higher price-points.

### October 2021 Aspen & Snowmass Village Real Estate

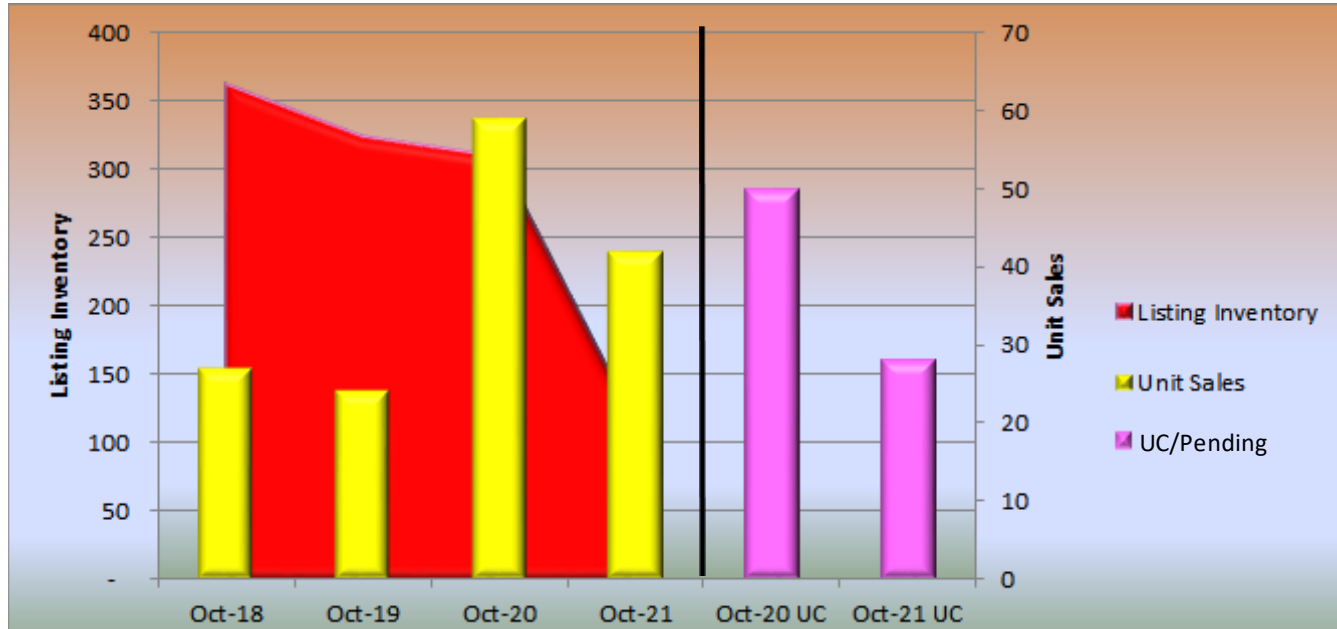
Total Aspen Snowmass Market	Oct-21	% Change	Oct-20	% Change	Oct-19	% Change	Oct-18
Monthly Unit Sales:	68	-34%	103	194%	35	-29%	49
Year-to-Date Unit Sales:	612	28%	480	37%	351	-1%	356
Monthly Dollar Sales:	\$ 312,863,507	-45%	\$ 566,544,250	283%	\$ 147,886,470	-7%	\$ 158,351,350
Year-to-Date Dollar Sales:	\$ 2,782,276,756	13%	\$ 2,473,133,997	105%	\$ 1,204,873,717	5%	\$ 1,146,555,792
Listing Inventory:	162	-66%	472	-16%	564	-9%	618
<b>Aspen Market</b>							
Monthly Unit Sales:	42	-29%	59	146%	24	-11%	27
Year-to-Date Unit Sales:	344	20%	286	36%	210	1%	208
Monthly Dollar Sales:	\$ 248,089,972	-44%	\$ 445,826,750	289%	\$ 114,722,000	-10%	\$ 127,481,250
Year-to-Date Dollar Sales:	\$ 2,167,935,459	6%	\$ 2,054,627,818	119%	\$ 936,543,163	2%	\$ 914,263,415
Listing Inventory:	115	-63%	309	-5%	324	-10%	362
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	26	-41%	44	300%	11	-50%	22
Year-to-Date Unit Sales:	268	38%	194	38%	141	-5%	148
Monthly Dollar Sales:	\$ 64,773,535	-46%	\$ 120,717,500	264%	\$ 33,164,470	7%	\$ 30,870,100
Year-to-Date Dollar Sales:	\$ 614,341,297	47%	\$ 418,506,179	56%	\$ 268,330,554	16%	\$ 232,292,377
Listing Inventory:	47	-71%	163	-32%	240	-6%	256
<b>Total Property Sales \$10M and Over</b>							
Monthly Unit Sales:	9	-55%	20	900%	2	0%	2
Year-to-Date Unit Sales:	68	-8%	74	222%	23	0%	23
Monthly Dollar Sales:	\$ 145,925,000	-49%	\$ 284,321,750	902%	\$ 28,375,000	-13%	\$ 32,495,000
Year-to-Date Dollar Sales:	\$ 1,240,288,921	5%	\$ 1,178,791,385	230%	\$ 356,819,350	-16%	\$ 425,620,000

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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.

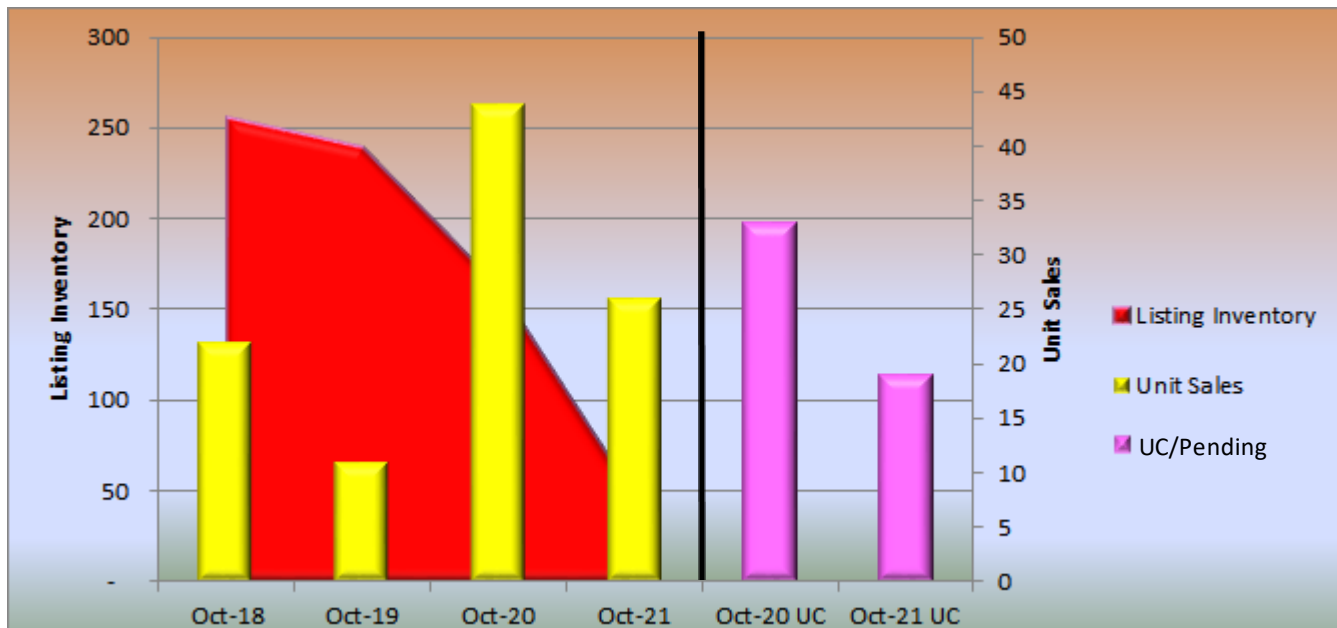


## October 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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## October 2021 Snowmass Village Real Estate Inventory, Sales and Under Contracts



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NOTE: UC— These are the number of units that went Under Contract in Oct 2021. This does not necessarily mean that they will close in October or November 2021, or at all. They may fall out. 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 to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



## Aspen Only: October 2021 Market Statistics Summary

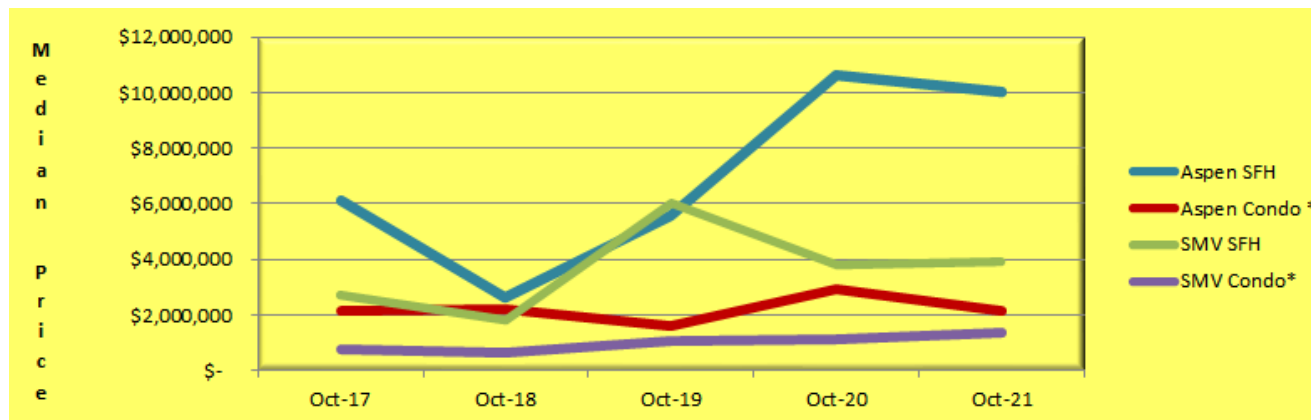
	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21
<b>Single Family Homes</b>							
Unit Sales	11	27%	14	114%	30	-53%	14
YTD Unit Sales	81	-14%	70	93%	135	-2%	132
Monthly \$ Sales	\$ 65,600,250	41%	\$ 92,305,000	247%	\$ 320,701,750	-47%	\$ 171,129,972
YTD \$ Sales	\$ 526,108,707	8%	\$ 568,075,609	154%	\$ 1,440,160,017	5%	\$ 1,512,423,393
Listing Inventory	176	-4%	169	-9%	153	-55%	69
<b>Condos / Townhomes</b>							
Unit Sales	12	-33%	8	200%	24	17%	28
YTD Unit Sales	107	7%	115	21%	139	43%	199
Monthly \$ Sales	\$ 36,406,000	-57%	\$ 15,642,000	524%	\$ 97,595,000	-21%	\$ 76,960,000
YTD \$ Sales	\$ 301,431,854	-15%	\$ 254,982,940	113%	\$ 544,137,801	6%	\$ 576,982,066
Listing Inventory	141	-22%	110	18%	130	-75%	33

## Snowmass Village Only: October 2021 Market Statistics Summary

	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21
<b>Single Family Homes</b>							
Unit Sales	6	-33%	4	325%	17	-59%	7
YTD Unit Sales	40	-5%	38	50%	57	12%	64
Monthly \$ Sales	\$ 17,732,500	36%	\$ 24,042,470	212%	\$ 75,125,000	-55%	\$ 33,521,000
YTD \$ Sales	\$ 128,332,177	25%	\$ 160,680,570	37%	\$ 219,810,225	51%	\$ 332,839,500
Listing Inventory	79	-5%	75	-44%	42	-60%	17
<b>Condos / Townhomes</b>							
Unit Sales	16	-56%	7	271%	26	-27%	19
YTD Unit Sales	103	-3%	100	33%	133	51%	201
Monthly \$ Sales	\$ 13,137,600	-31%	\$ 9,122,000	387%	\$ 44,392,500	-30%	\$ 31,252,535
YTD \$ Sales	\$ 84,460,200	23%	\$ 103,961,650	83%	\$ 190,000,954	42%	\$ 269,426,797
Listing Inventory	163	-5%	155	-25%	117	-75%	29



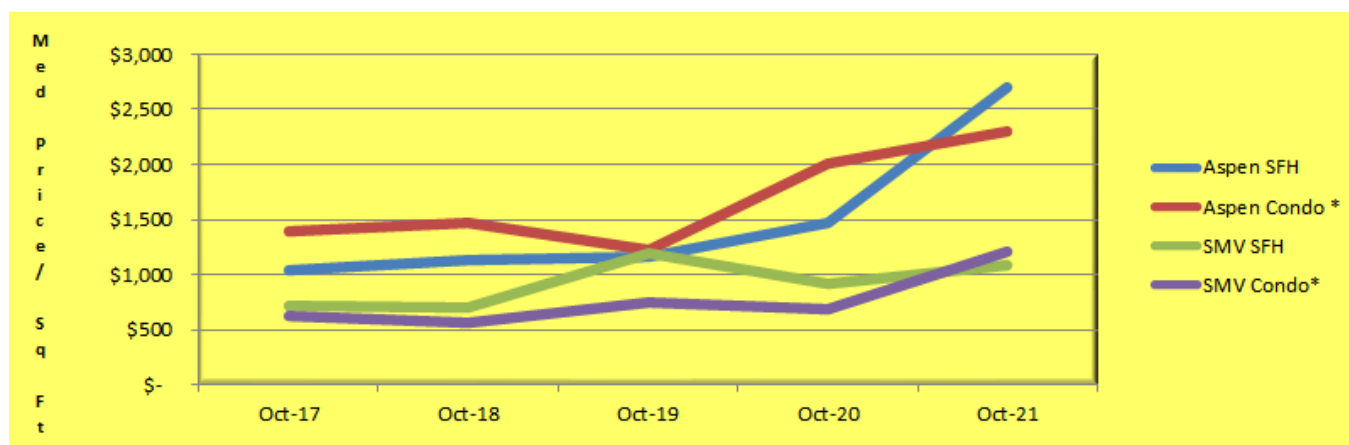
## October 2021 Aspen and Snowmass Median Sold Prices



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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.

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



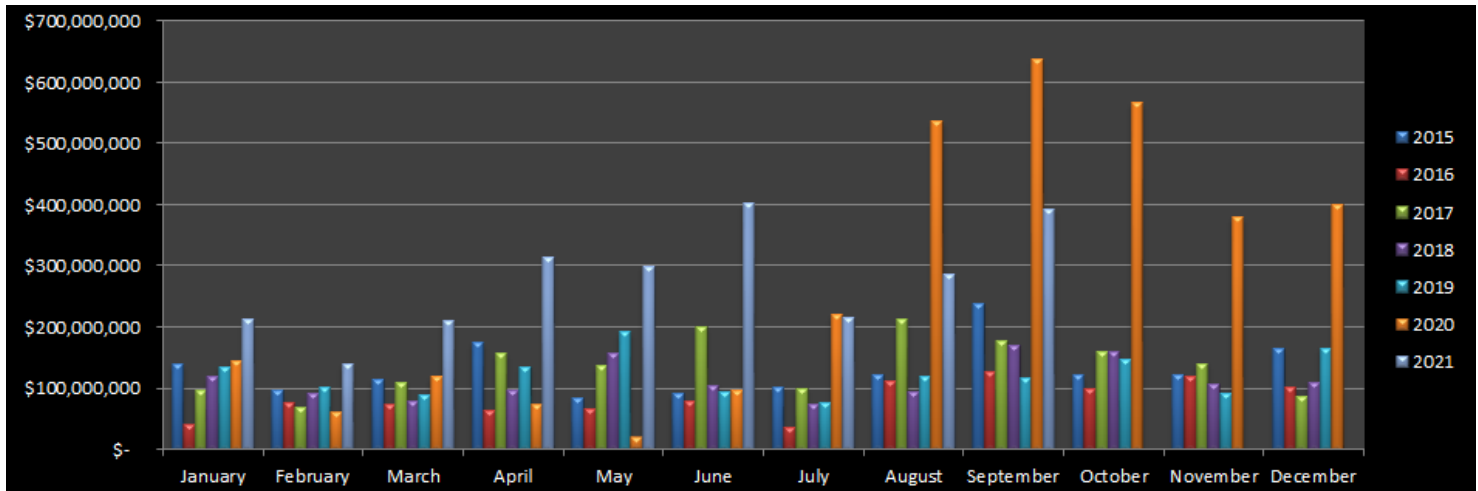
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Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg \$/SqFt metrics by neighborhoods, go to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





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



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## Estin Report: Total Aspen Snowmass Market October 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	-45%	\$ 312,863,507
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	-14%	\$ 2,782,276,756
YTD Total	\$ 1,279,594,105	-40%	\$ 773,830,068	83%	\$ 1,413,412,982	-19%	\$ 1,146,555,792	5%	\$ 1,204,873,717	105%	\$ 2,473,133,997	13%	\$ 2,782,276,756

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## Estin Report: Total Aspen Snowmass Market October 2021 Unit Sales

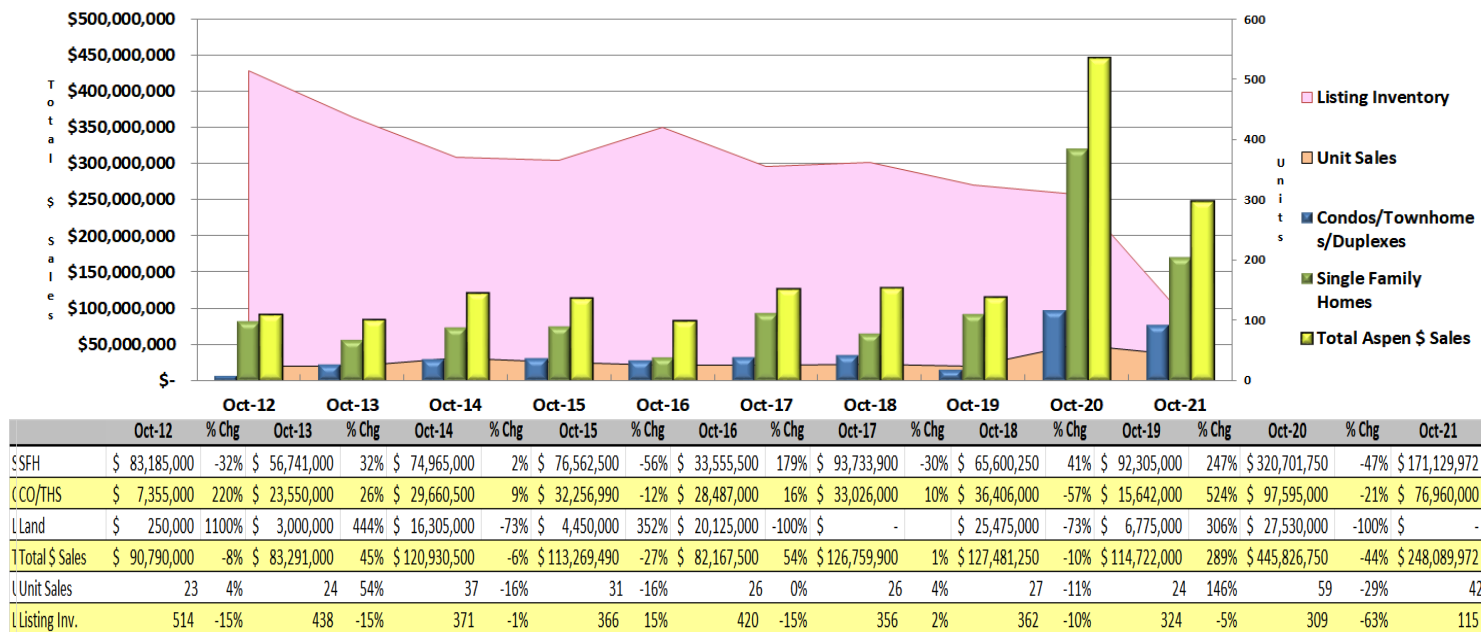
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	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	-34%	68
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	-4%	612
YTD Total	377	-27%	274	47%	402	-11%	356	-1%	351	37%	480	28%	612

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## October 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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	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Sep-21	% Chg	Sep-20
<b>Single Family Homes</b>											
Unit Sales	11	27%	14	114%	30	-53%	14	-64%	23	-28%	32
YTD Unit Sales	81	-14%	70	93%	135	-2%	132	11%	118	12%	105
Monthly \$ Sales	\$ 65,600,250	41%	\$ 92,305,000	247%	\$ 320,701,750	-47%	\$ 171,129,972	-2%	\$ 175,129,000	-56%	\$ 395,815,000
YTD \$ Sales	\$ 526,108,707	8%	\$ 568,075,609	154%	\$ 1,440,160,017	5%	\$ 1,512,423,393	11%	\$ 1,341,293,421	20%	\$ 1,119,458,267
Listing Inventory	176	-4%	169	-9%	153	-55%	69	-26%	87	-46%	161
<b>Condos / Townhomes</b>											
Unit Sales	12	-33%	8	200%	24	17%	28	18%	23	-34%	35
YTD Unit Sales	107	7%	115	21%	139	43%	199	14%	171	49%	115
Monthly \$ Sales	\$ 36,406,000	-57%	\$ 15,642,000	524%	\$ 97,595,000	-21%	\$ 76,960,000	-41%	\$ 108,770,500	-23%	\$ 141,039,801
YTD \$ Sales	\$ 301,431,854	-15%	\$ 254,982,940	113%	\$ 544,137,801	6%	\$ 576,982,066	13%	\$ 500,022,066	12%	\$ 446,542,801
Listing Inventory	141	-22%	110	18%	130	-75%	33	-58%	52	-63%	141
<b>Vacant Land</b>											
Unit Sales	4	-50%	2	150%	5	-100%	0		2		0
YTD Unit Sales	20	25%	25	-52%	12	8%	13	0%	13	86%	7
Monthly \$ Sales	\$ 25,475,000	-73%	\$ 6,775,000	306%	\$ 27,530,000	-100%	\$ -		\$ 23,170,000		\$ -
YTD \$ Sales	\$ 86,722,854	31%	\$ 113,484,615	-38%	\$ 70,330,000	12%	\$ 78,530,000	0%	\$ 78,530,000	83%	\$ 42,800,000
Listing Inventory	45	0%	45	-42%	26	-50%	13	0%	13	-59%	32
<b>Total Aspen Market</b>											
Total Unit Sales	27	-11%	24	146%	59	-29%	42	-14%	48	-28%	67
YTD Unit Sales	208	1%	210	36%	286	20%	344	12%	302	33%	227
Total Monthly \$ Sales	\$ 127,481,250	-10%	\$ 114,722,000	289%	\$ 445,826,750	-44%	\$ 248,089,972	-24%	\$ 307,069,500	-43%	\$ 536,854,801
Total YTD \$ Sales	\$ 914,263,415	2%	\$ 936,543,163	119%	\$ 2,054,627,818	6%	\$ 2,167,935,459	11%	\$ 1,919,845,487	19%	\$ 1,608,801,068
Listing Inventory	362	-10%	324	-5%	309	-63%	115	-32%	152	-54%	334

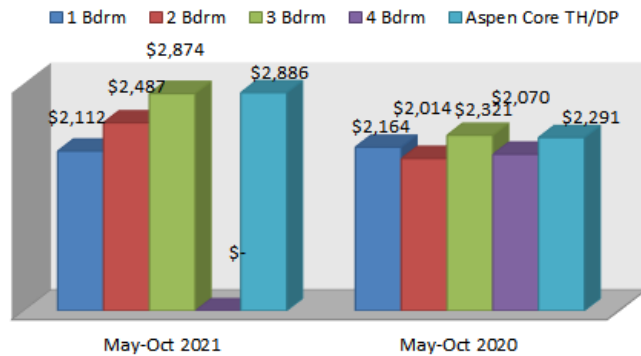
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The Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals and commercial properties 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 Sotheby's broker Tim Estin at 970.309.6163 or [tim@estinaspen.com](mailto:tim@estinaspen.com)

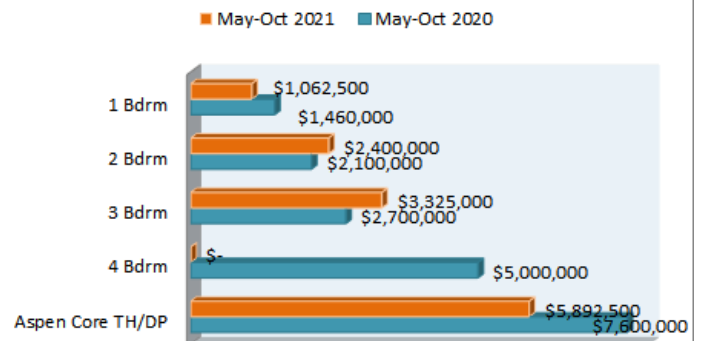


## Estin Report: October 2021 Aspen Core Condos\* - 6-Mos. Averages

### 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		May-Oct 2020	% Chg		May-Oct 2020	% Chg		May-Oct 2020	% Chg		May-Oct 2020	% Chg		May-Oct 2020	% Chg		May-Oct 2020	% Chg		May-Oct 2020
	May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020		May-Oct 2021	May-Oct 2020	
1 Bdrm	1,303,094	-38%	2,087,857	2,112	-2%	2,164	619	-30%	883	98%	1%	97%	96%	4%	93%	16	129%	7	\$ 20,849,500	43%	\$ 14,615,000
2 Bdrm	2,441,903	22%	1,999,096	2,487	32%	1,887	973	-7%	1,051	97%	2%	95%	100%	9%	92%	31	82%	17	\$ 75,699,000	123%	\$ 33,984,635
3 Bdrm	3,640,455	-18%	4,462,636	2,874	30%	2,205	1,254	-14%	1,455	98%	2%	96%	98%	4%	94%	11	-42%	19	\$ 40,045,000	-53%	\$ 84,790,091
4 Bdrm			6,089,474			1,568			2,413			92%			87%	0	-100%	4			\$ 24,357,895
Aspen Core TH/DP	7,235,922	-13%	8,321,000	2,886	26%	2,291	2,442	-34%	3,678	95%	-1%	96%	94%	2%	92%	16	7%	15	\$ 115,774,750	-7%	\$ 124,815,000

\*Townhomes (TH)+Duplexes are Ostarated 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		
	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020
Central Core (SFH)	\$10.1	-35%	\$15.5	\$2,878	13%	\$2,558	97%	8%	89%	93%	8%	86%	5	-29%	7	\$50.7	-53%	\$108.5	16	-11%	18	19	24%	15
Central Core (CO&TH)	\$3.3	-22%	\$4.2	\$2,479	13%	\$2,186	97%	2%	94%	96%	7%	90%	93	43%	65	\$305.8	11%	\$275.5	144	23%	117	9	-14%	11
Smuggler (SFH)	\$12.6	17%	\$10.8	\$1,393	-34%	\$2,095	91%	-6%	96%	91%	-6%	96%	3	0%	3	\$37.8	17%	\$32.5	3	-63%	8	6	-63%	16
Smuggler (CO&TH)	\$0.9	-13%	\$1.0	\$1,196	5%	\$1,139	99%	3%	96%	98%	9%	90%	15	114%	7	\$13.4	86%	\$7.2	23	64%	14	9	-23%	12
West Aspen	\$14.5	29%	\$11.2	\$2,276	58%	\$1,443	92%	4%	88%	88%	3%	85%	22	-15%	26	\$318.1	9%	\$291.5	71	15%	62	19	35%	14
West End	\$12.3	12%	\$11.0	\$3,073	28%	\$2,401	92%	2%	90%	92%	-1%	93%	9	-44%	16	\$110.8	-37%	\$176.3	31	0%	31	21	78%	12
Red Mountain	\$20.4	30%	\$15.7	\$2,630	19%	\$2,208	94%	5%	90%	96%	10%	87%	13	-32%	19	\$265.7	-11%	\$298.3	25	-43%	44	12	-17%	14
East Aspen	\$5.9	-32%	\$8.7	\$1,422	-8%	\$1,549	98%	7%	91%	95%	7%	89%	17	-6%	18	\$101.1	-36%	\$157.2	26	-10%	29	9	-5%	10
McLain Flats/Starwood	\$9.9	-2%	\$10.1	\$1,618	43%	\$1,132	89%	-1%	91%	86%	2%	84%	5	-58%	12	\$49.7	-59%	\$121.6	14	-42%	24	17	40%	12
Woody Creek (> \$1.5M)	\$14.6	116%	\$6.8	\$2,250	100%	\$1,124	101%	5%	97%	101%	12%	90%	6	20%	5	\$87.8	159%	\$33.8	13	-19%	16	13	-32%	19
Brush Creek Village (>\$1.5M)	\$3.2	42%	\$2.2	\$916	97%	\$466	97%	1%	96%	100%	3%	97%	7	75%	4	\$22.2	148%	\$9.0	8	0%	8	7	-43%	12

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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.

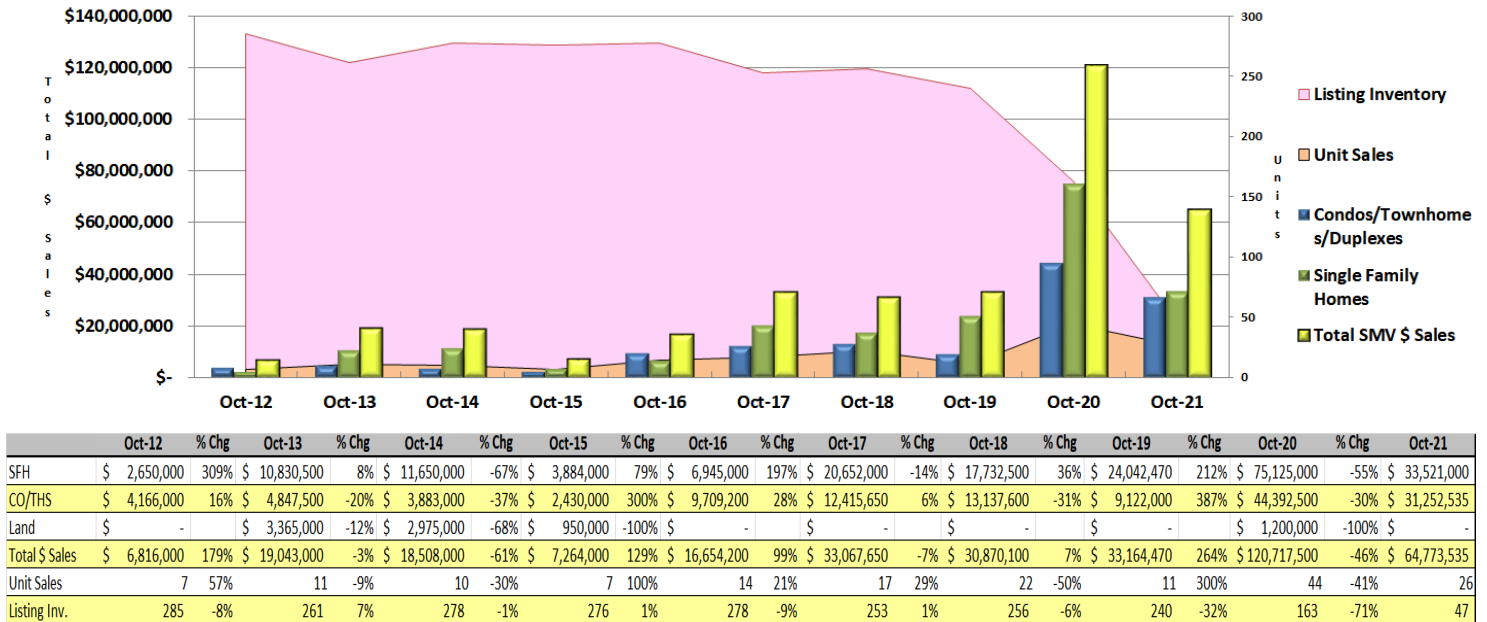
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of properties.





## October 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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	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Sep-21	% Chg	Sep-20
<b>Single Family Homes</b>											
Unit Sales	6	-33%	4	325%	17	-59%	7	29%	9	-36%	14
YTD Unit Sales	40	-5%	38	50%	57	12%	64	-11%	57	43%	40
Monthly \$ Sales	\$ 17,732,500	36%	\$ 24,042,470	212%	\$ 75,125,000	-55%	\$ 33,521,000	-62%	\$ 54,290,000	-6%	\$ 57,881,000
YTD \$ Sales	\$ 128,332,177	25%	\$ 160,680,570	37%	\$ 219,810,225	51%	\$ 332,839,500	10%	\$ 299,318,500	107%	\$ 144,685,225
Listing Inventory	79	-5%	75	-44%	42	-60%	17	-24%	21	-60%	53
<b>Condos / Townhomes</b>											
Unit Sales	16	-56%	7	271%	26	-27%	19	0%	19	-32%	28
YTD Unit Sales	103	-3%	100	33%	133	51%	201	-9%	182	70%	107
Monthly \$ Sales	\$ 13,137,600	-31%	\$ 9,122,000	387%	\$ 44,392,500	-30%	\$ 31,252,535	0%	\$ 31,183,950	-28%	\$ 43,533,000
YTD \$ Sales	\$ 84,460,200	23%	\$ 103,961,650	83%	\$ 190,000,954	42%	\$ 269,426,797	12%	\$ 238,174,262	64%	\$ 145,608,454
Listing Inventory	163	-5%	155	-25%	117	-75%	29	-79%	52	-61%	135
<b>Vacant Land</b>											
Unit Sales	0		0		1	-100%	0		0		0
YTD Unit Sales	5	-40%	3	33%	4	-25%	3	0%	3	0%	3
Monthly \$ Sales	\$ -		\$ -		\$ 1,200,000	-100%	\$ -		\$ -		\$ -
YTD \$ Sales	\$ 19,500,000	-81%	\$ 3,688,334	136%	\$ 8,695,000	39%	\$ 12,075,000	0%	\$ 12,075,000	61%	\$ 7,495,000
Listing Inventory	14	-29%	10	-60%	4	-75%	1	0%	1	-83%	6
<b>Total Snowmass Village Market</b>											
Total Unit Sales	22	-50%	11	300%	44	-41%	26	8%	28	-33%	42
YTD Unit Sales	148	-5%	141	38%	194	38%	268	-10%	242	61%	150
Total Monthly \$ Sales	\$ 30,870,100	7%	\$ 33,164,470	264%	\$ 120,717,500	-46%	\$ 64,773,535	-32%	\$ 85,473,950	-16%	\$ 101,414,000
Total YTD \$ Sales	\$ 232,292,377	16%	\$ 268,330,554	56%	\$ 418,506,179	47%	\$ 614,341,297	11%	\$ 549,567,762	85%	\$ 297,788,679
Listing Inventory	256	-6%	240	-32%	163	-71%	47	-57%	74	-62%	194

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: "The [Estin Report](http://www.EstinAspen.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](mailto:tim@estinaspen.com)

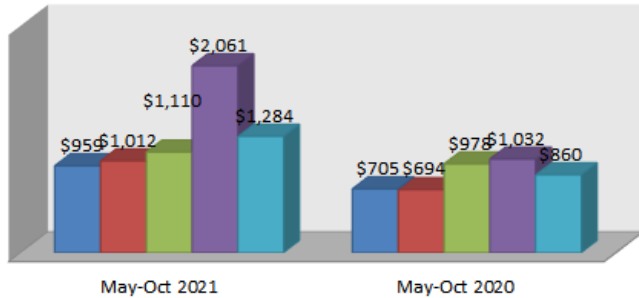




## Estin Report: October 2021 Snowmass Village Condos\*—6-Mos.Averages

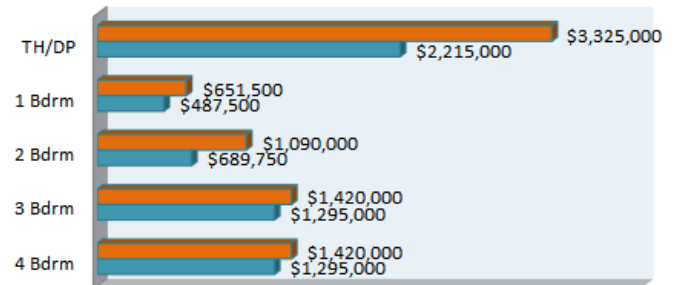
### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



### Median Sold Price

May-Oct 2021 May-Oct 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020
1 Bdrm	643,616	29%	498,917	959	36%	705	672	-5%	708	99%	6%	93%	100%	7%	93%	22	267%	6	\$ 14,159,550	373%	\$ 2,993,500
2 Bdrm	1,124,987	48%	758,778	1,012	46%	694	1,097	1%	1,082	99%	5%	95%	101%	8%	93%	40	11%	36	\$ 44,999,485	65%	\$ 27,316,000
3 Bdrm	1,647,313	-2%	1,688,885	1,110	13%	978	1,448	-11%	1,634	98%	0%	97%	98%	4%	94%	16	23%	13	\$ 26,357,000	20%	\$ 21,955,500
4 Bdrm	5,650,000	113%	2,658,571	2,061	100%	1,032	2,483	-2%	2,525	99%	3%	96%	99%	8%	92%	2	-71%	7	\$ 11,300,000	-39%	\$ 18,610,000
TH/DP	1,109,068	4%	1,069,118	1,284	49%	860	1,008	-19%	1,246	99%	3%	96%	100%	7%	93%	10	-62%	26	\$ 11,090,680	-60%	\$ 27,797,059

\*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.)**			
	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020	May-Oct 2021	% Chg	May-Oct 2020
Divide	\$12.5	97%	\$6.3	\$2,023	87%	\$1,081	98%	6%	93%	98%	8%	91%	1	-75%	4	\$12.5	-51%	\$25.4	1	-88%	8	6	-50%	12
Wood Run	\$7.2	71%	\$4.2	\$1,579	53%	\$1,032	96%	2%	94%	94%	0%	94%	4	-20%	5	\$28.7	37%	\$20.9	14	-13%	16	21	9%	19
Ridge Run	\$4.6	49%	\$3.1	\$1,088	27%	\$855	97%	3%	94%	94%	7%	88%	7	-36%	11	\$32.2	-5%	\$34.1	16	-16%	19	14	32%	10
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	31%	\$7.1	\$1,604	25%	\$1,282	96%	5%	91%	100%	16%	86%	3	0%	3	\$27.8	31%	\$21.2	5	-17%	6	10	-17%	12
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$2.2	-20%	\$2.8	\$928	16%	\$802	98%	3%	95%	94%	4%	91%	4	-33%	6	\$8.8	-47%	\$16.6	2	-75%	8	3	-63%	8
Meadow Ranch	\$1.7	40%	\$1.2	\$980	52%	\$644	98%	2%	97%	98%	2%	96%	3	-57%	7	\$5.0	-40%	\$8.3	3	-40%	5	6	40%	4
Horse Ranch	\$5.6	29%	\$4.3	\$1,174	23%	\$957	95%	1%	94%	97%	-1%	98%	5	0%	5	\$27.8	29%	\$21.4	9	29%	7	11	29%	8
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	\$4.1	108%	\$2.0	\$1,395	94%	\$720	100%	12%	89%	100%	14%	87%	3	50%	2	\$12.3	213%	\$3.9	1	0%	1	2	-33%	3
Old Snowmass (> \$1.5M)	\$3.4	-36%	\$5.3	\$849	-30%	\$1,214	96%	7%	90%	96%	11%	87%	9	0%	9	\$30.7	-36%	\$47.7	10	-47%	19	7	-47%	13

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\*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.

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# October 2021: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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