



## November 2021: Aspen Snowmass Real Estate Market Snapshot

RELEASED 12.04.21 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 November 2021:

As there is an overlap this time of year between the Nov. 2021 Snapshot and my year end H2 & YR 2021 report, please refer to pages 5-9 of the year end report for Bottom Line comments.

### November 2021 Aspen & Snowmass Village Real Estate Market Activity Summary

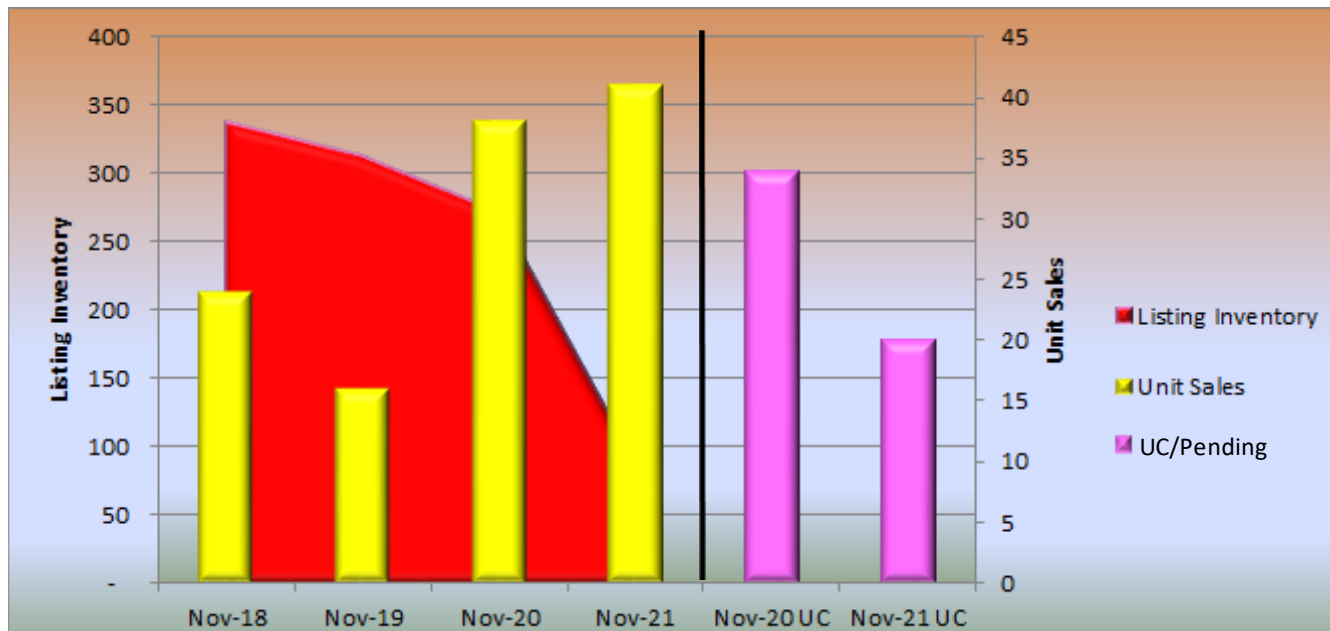
Total Aspen Snowmass Market	Nov-21	% Change	Nov-20	% Change	Nov-19	% Change	Nov-18
Monthly Unit Sales:	71	-16%	85	143%	35	-8%	38
Year-to-Date Unit Sales:	683	21%	565	46%	386	-2%	394
Monthly Dollar Sales:	\$ 405,682,203	7%	\$ 379,300,062	312%	\$ 92,079,889	-13%	\$ 106,018,750
Year-to-Date Dollar Sales:	\$ 3,187,958,959	12%	\$ 2,852,434,059	120%	\$ 1,296,953,606	4%	\$ 1,252,574,542
Listing Inventory:	125	-70%	419	-22%	537	-8%	584
<b>Aspen Market</b>							
Monthly Unit Sales:	41	8%	38	138%	16	-33%	24
Year-to-Date Unit Sales:	385	19%	324	43%	226	-3%	232
Monthly Dollar Sales:	\$ 314,076,673	17%	\$ 268,934,250	375%	\$ 56,558,389	-37%	\$ 89,764,250
Year-to-Date Dollar Sales:	\$ 2,482,012,132	7%	\$ 2,323,562,068	134%	\$ 993,101,552	-1%	\$ 1,004,027,665
Listing Inventory:	88	-68%	272	-13%	313	-7%	338
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	30	-36%	47	147%	19	36%	14
Year-to-Date Unit Sales:	298	24%	241	51%	160	-1%	162
Monthly Dollar Sales:	\$ 91,605,530	-17%	\$ 110,365,812	211%	\$ 35,521,500	119%	\$ 16,254,500
Year-to-Date Dollar Sales:	\$ 705,946,827	33%	\$ 528,871,991	74%	\$ 303,852,054	22%	\$ 248,546,877
Listing Inventory:	37	-75%	147	-34%	224	-9%	246
<b>Total Property Sales \$10M and Over</b>							
Monthly Unit Sales:	9	-18%	11	1000%	1	0%	1
Year-to-Date Unit Sales:	77	-9%	85	254%	24	0%	24
Monthly Dollar Sales:	\$ 167,100,000	1%	\$ 165,115,000	1056%	\$ 14,282,000	-4%	\$ 14,900,000
Year-to-Date Dollar Sales:	\$ 1,407,388,921	5%	\$ 1,343,906,385	262%	\$ 371,101,350	-16%	\$ 440,520,000

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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.

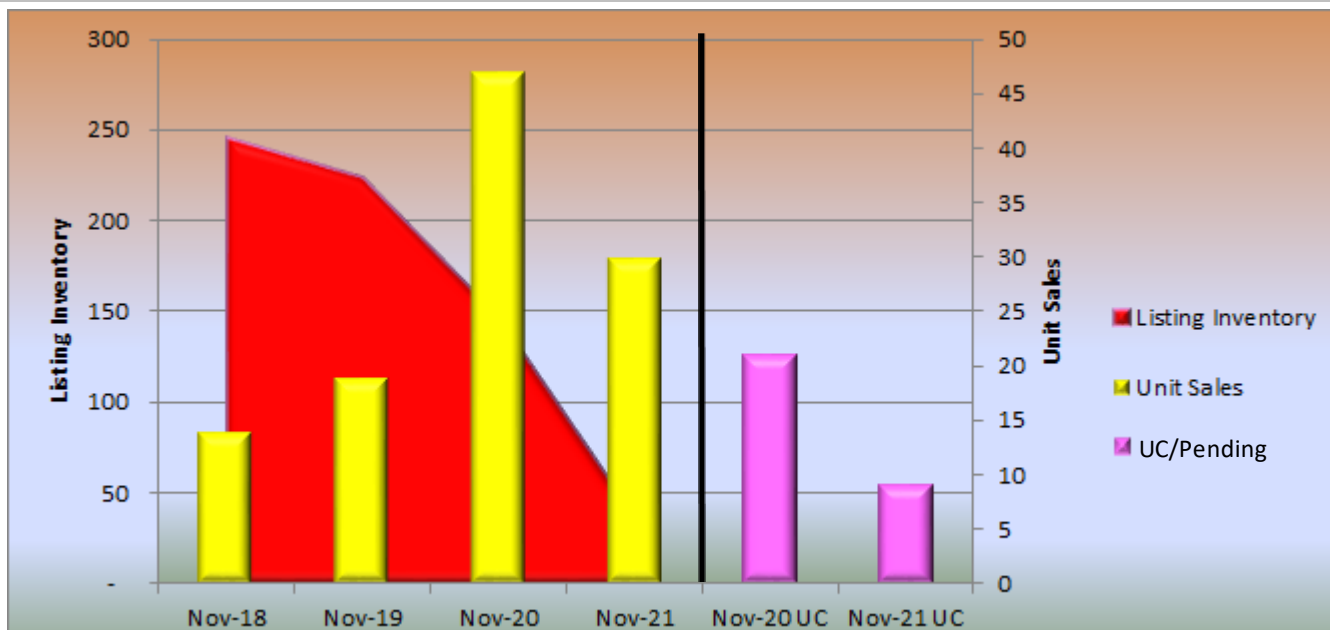


## November 2021 Aspen Real Estate Inventory, Sales and Under Contracts



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## November 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 Apr 2021. This does not necessarily mean that they will close in November or November 2021, or at all. They November fall out of contract. UCs are used as an indicator of future activity when compared to the prior year. In general, a rising number of under contracts combined with falling inventory of properties for sale indicates price pressure upwards, and vice versa, but the data should to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



## Aspen Only: November 2021 Market Statistics Summary

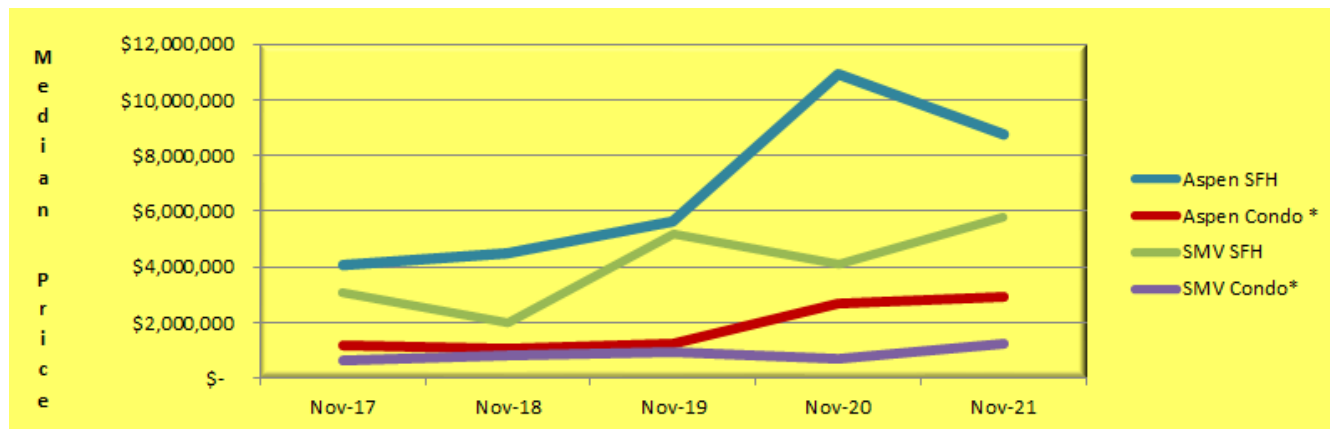
	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21
<b>Single Family Homes</b>							
Unit Sales	8	-25%	6	150%	15	20%	18
YTD Unit Sales	89	-15%	76	97%	150	0%	150
Monthly \$ Sales	\$ 52,815,000	-24%	\$ 40,057,000	330%	\$ 172,102,500	25%	\$ 215,651,655
YTD \$ Sales	\$ 578,923,707	5%	\$ 608,132,609	165%	\$ 1,612,262,517	7%	\$ 1,728,075,048
Listing Inventory	163	-4%	156	-17%	130	-63%	48
<b>Condos / Townhomes</b>							
Unit Sales	15	-33%	10	90%	19	11%	21
YTD Unit Sales	122	2%	125	26%	158	39%	220
Monthly \$ Sales	\$ 22,274,250	-26%	\$ 16,501,389	313%	\$ 68,081,750	29%	\$ 87,800,018
YTD \$ Sales	\$ 323,706,104	-16%	\$ 271,484,329	126%	\$ 612,219,551	9%	\$ 664,782,084
Listing Inventory	132	-16%	111	7%	119	-75%	30

## Snowmass Village Only: November 2021 Market Statistics Summary

	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21
<b>Single Family Homes</b>							
Unit Sales	1	200%	3	333%	13	-46%	7
YTD Unit Sales	41	0%	41	71%	70	1%	71
Monthly \$ Sales	\$ 2,015,871	596%	\$ 14,032,000	343%	\$ 62,129,562	-31%	\$ 43,045,000
YTD \$ Sales	\$ 130,348,048	34%	\$ 174,712,570	61%	\$ 281,939,787	33%	\$ 375,884,500
Listing Inventory	79	-5%	75	-44%	42	-69%	13
<b>Condos / Townhomes</b>							
Unit Sales	13	23%	16	106%	33	-33%	22
YTD Unit Sales	116	0%	116	43%	166	34%	223
Monthly \$ Sales	\$ 14,238,629	51%	\$ 21,489,500	118%	\$ 46,836,250	-1%	\$ 46,410,530
YTD \$ Sales	\$ 98,698,829	27%	\$ 125,451,150	89%	\$ 236,837,204	33%	\$ 315,837,327
Listing Inventory	152	-7%	141	-28%	101	-77%	23



## November 2021 Aspen and Snowmass Median Sold Prices

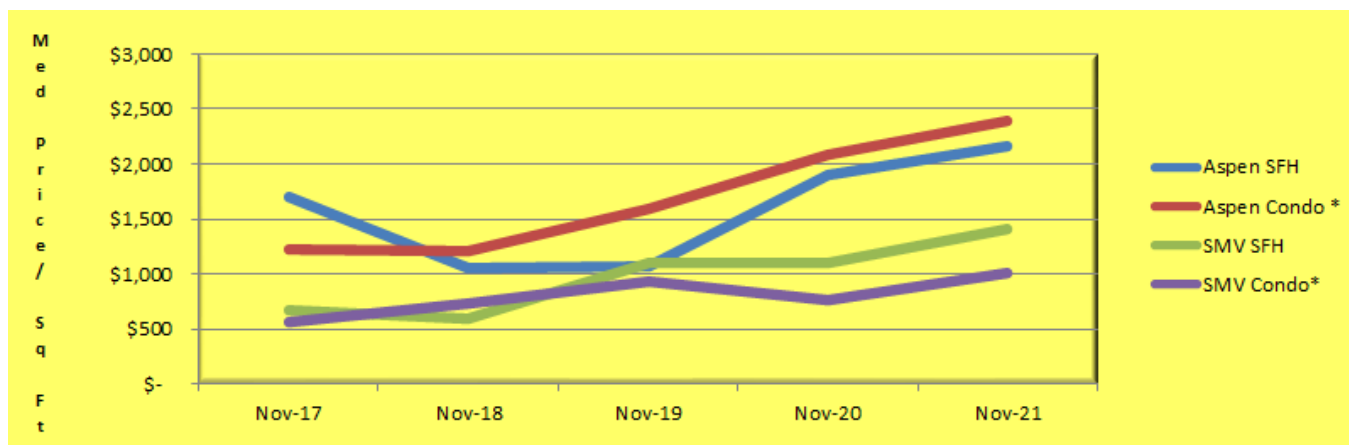


Median Price	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21
Aspen SFH	\$4,050,000	12%	\$4,520,000	24%	\$5,625,000	95%	\$10,950,000	-20%	\$8,740,000
Aspen Condo *	\$1,185,000	-11%	\$1,060,000	16%	\$1,225,445	120%	\$2,700,000	7%	\$2,900,000
SMV SFH	\$3,100,000	-35%	\$2,015,871	158%	\$5,200,000	-22%	\$4,075,000	42%	\$5,800,000
SMV Condo*	\$660,000	21%	\$800,000	17%	\$935,000	-24%	\$715,000	71%	\$1,224,015

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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.

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



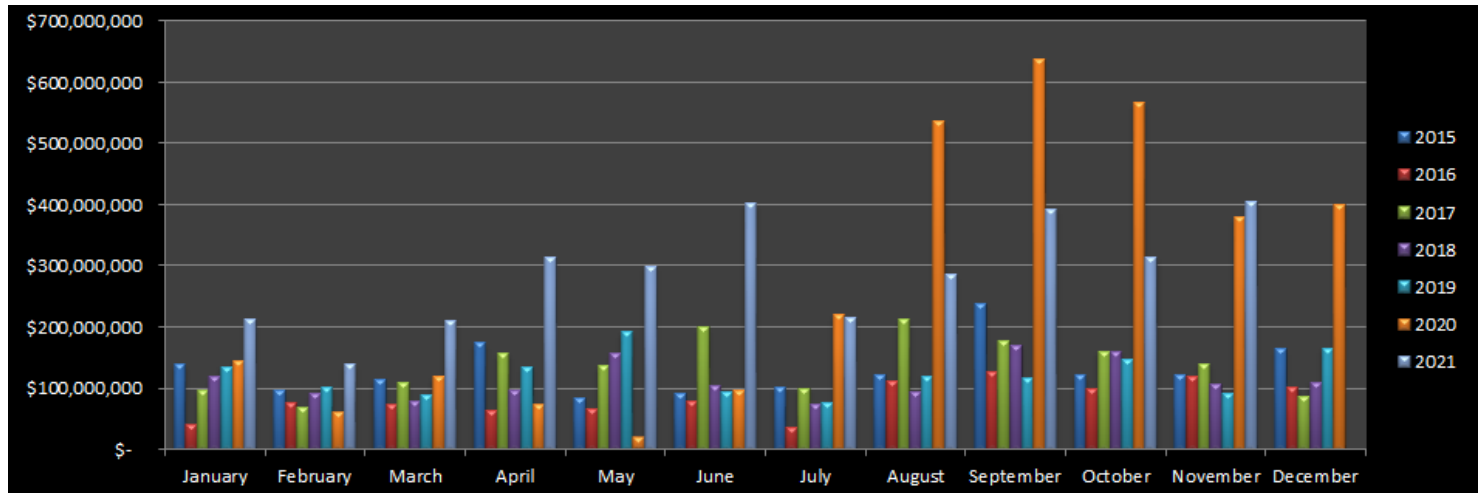
Med Price / Sq Ft	Nov-17	% Chg	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21
Aspen SFH	\$1,694	-37%	\$1,059	1%	\$1,071	77%	\$1,895	14%	\$2,169
Aspen Condo *	\$1,225	-1%	\$1,212	32%	\$1,598	30%	\$2,079	15%	\$2,394
SMV SFH	\$667	-11%	\$596	84%	\$1,094	1%	\$1,103	27%	\$1,406
SMV Condo*	\$569	28%	\$731	27%	\$927	-18%	\$756	33%	\$1,005

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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 November 2021 & Historical Sales



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## Estin Report: Total Aspen Snowmass Market November 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	7%	\$ 405,682,203
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	-2%	\$ 3,187,958,959
YTD Total	\$ 1,401,978,827	-36%	\$ 892,555,068	74%	\$ 1,553,536,982	-19%	\$ 1,252,574,542	4%	\$ 1,296,953,606	120%	\$ 2,852,434,059	12%	\$ 3,187,958,959

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

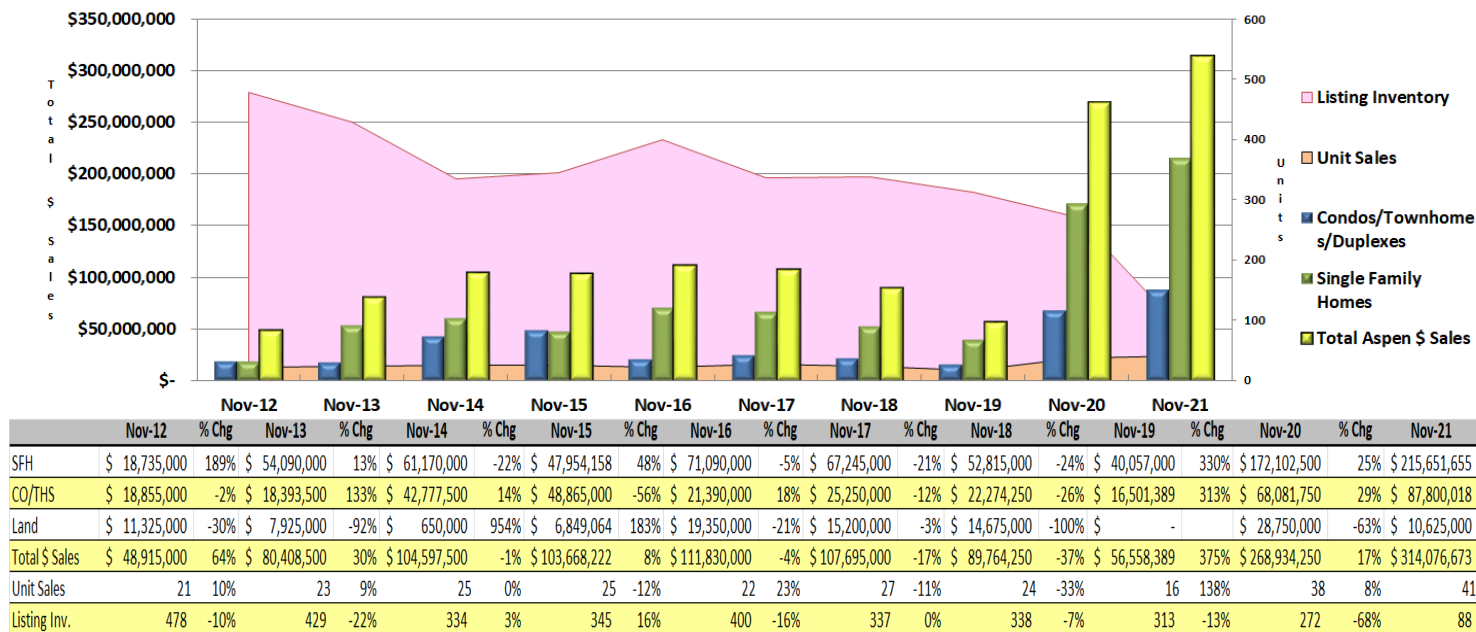
Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	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	-16%	71
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	7%	683
YTD Total	413	-27%	303	47%	446	-12%	394	-2%	386	46%	565	21%	683

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## November 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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	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21	% Chg	Oct-21	% Chg	Oct-20
<b>Single Family Homes</b>											
Unit Sales	8	-25%	6	150%	15	20%	18	22%	14	-53%	30
YTD Unit Sales	89	-15%	76	97%	150	0%	150	12%	132	-2%	135
Monthly \$ Sales	\$ 52,815,000	-24%	\$ 40,057,000	330%	\$ 172,102,500	25%	\$ 215,651,655	21%	\$ 171,129,972	-47%	\$ 320,701,750
YTD \$ Sales	\$ 578,923,707	5%	\$ 608,132,609	165%	\$ 1,612,262,517	7%	\$ 1,728,075,048	12%	\$ 1,512,423,393	5%	\$ 1,440,160,017
Listing Inventory	163	-4%	156	-17%	130	-63%	48	-44%	69	-55%	153
<b>Condos / Townhomes</b>											
Unit Sales	15	-33%	10	90%	19	11%	21	-33%	28	17%	24
YTD Unit Sales	122	2%	125	26%	158	39%	220	10%	199	43%	139
Monthly \$ Sales	\$ 22,274,250	-26%	\$ 16,501,389	313%	\$ 68,081,750	29%	\$ 87,800,018	12%	\$ 76,960,000	-21%	\$ 97,595,000
YTD \$ Sales	\$ 323,706,104	-16%	\$ 271,484,329	126%	\$ 612,219,551	9%	\$ 664,782,084	13%	\$ 576,982,066	6%	\$ 544,137,801
Listing Inventory	132	-16%	111	7%	119	-75%	30	-17%	35	-73%	130
<b>Vacant Land</b>											
Unit Sales	1	-100%	0	-	4	-50%	2	100%	0	-100%	5
YTD Unit Sales	21	19%	25	-36%	16	-6%	15	13%	13	8%	12
Monthly \$ Sales	\$ 14,675,000	-100%	\$ -	-	\$ 28,750,000	-63%	\$ 10,625,000	100%	\$ -	-100%	\$ 27,530,000
YTD \$ Sales	\$ 101,397,854	12%	\$ 113,484,615	-13%	\$ 99,080,000	-10%	\$ 89,155,000	12%	\$ 78,530,000	12%	\$ 70,330,000
Listing Inventory	43	7%	46	-50%	23	-57%	10	-30%	13	-50%	26
<b>Total Aspen Market</b>											
Total Unit Sales	24	-33%	16	138%	38	8%	41	-2%	42	-29%	59
YTD Unit Sales	232	-3%	226	43%	324	19%	385	11%	344	20%	286
Total Monthly \$ Sales	\$ 89,764,250	-37%	\$ 56,558,389	375%	\$ 268,934,250	17%	\$ 314,076,673	21%	\$ 248,089,972	-44%	\$ 445,826,750
Total YTD \$ Sales	\$ 1,004,027,665	-1%	\$ 993,101,552	134%	\$ 2,323,562,068	7%	\$ 2,482,012,132	13%	\$ 2,167,935,459	6%	\$ 2,054,627,818
Listing Inventory	338	-7%	313	-13%	272	-68%	88	-33%	117	-62%	309

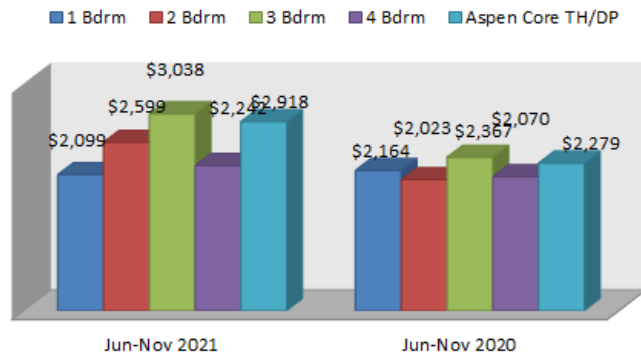
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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, 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: "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@estinaspenn.com](mailto:tim@estinaspenn.com)

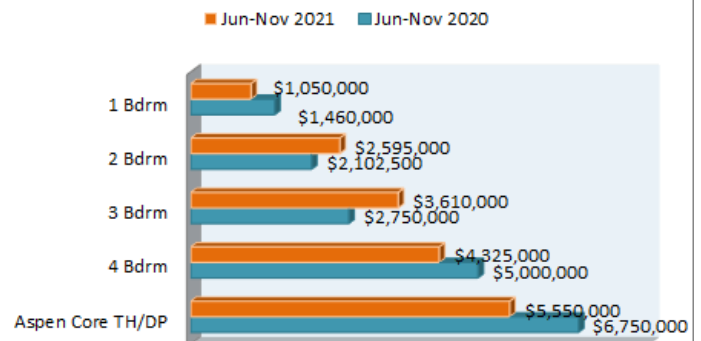


## Estin Report: November 2021 Aspen Core Condos\* - 6-Mos.Averages

### 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		Jun-Nov 2020	% Chg		Jun-Nov 2020	% Chg		Jun-Nov 2020	% Chg		Jun-Nov 2020	% Chg		Jun-Nov 2020	% Chg		Jun-Nov 2020	% Chg		Jun-Nov 2020
	Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020		Jun-Nov 2021	Jun-Nov 2020	
1 Bdrm	1,263,230	-39%	2,087,857	2,099	-3%	2,164	609	-31%	883	97%	0%	97%	96%	4%	93%	18	157%	7	\$ 22,738,143	56%	\$ 14,615,000
2 Bdrm	2,616,345	34%	1,951,468	2,599	40%	1,855	1,003	-5%	1,058	97%	3%	95%	101%	9%	92%	29	45%	20	\$ 75,874,000	94%	\$ 39,029,355
3 Bdrm	4,596,071	3%	4,455,232	3,038	40%	2,166	1,413	-1%	1,429	97%	1%	96%	96%	2%	94%	14	-33%	21	\$ 64,345,000	-31%	\$ 93,559,875
4 Bdrm	4,325,000	-30%	6,147,500	2,242	40%	1,599	1,929	-20%	2,413	93%	0%	93%	96%	10%	87%	1	-75%	4	\$ 4,325,000	-82%	\$ 24,590,000
Aspen Core TH/DP	7,155,188	-10%	7,954,211	2,918	28%	2,279	2,350	-33%	3,510	95%	-2%	97%	94%	2%	92%	14	-26%	19	\$ 100,172,625	-34%	\$ 151,130,000

\*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				
	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	
Central Core (SFH)	\$8.5	-45%	\$15.5	\$2,567	0%	\$2,558	97%	8%	89%	95%	10%	86%	5	-29%	7	\$42.5	-61%	\$108.5	16	-11%	18	19	24%	15
Central Core (CO&TH)	\$3.5	-18%	\$4.3	\$2,558	16%	\$2,201	96%	2%	95%	97%	7%	90%	90	22%	74	\$316.0	0%	\$315.4	144	23%	117	10	1%	9
Smuggler (SFH)	\$12.6	20%	\$10.5	\$1,393	-32%	\$2,041	91%	-6%	97%	91%	-6%	97%	3	-40%	5	\$37.8	-28%	\$52.5	3	-63%	8	6	-38%	10
Smuggler (CO&TH)	\$1.3	31%	\$1.0	\$1,296	19%	\$1,087	100%	5%	96%	100%	10%	91%	14	75%	8	\$18.5	128%	\$8.1	23	64%	14	10	-6%	11
West Aspen	\$14.0	25%	\$11.2	\$2,259	53%	\$1,478	89%	0%	90%	86%	-1%	87%	22	-29%	31	\$308.2	-11%	\$347.0	71	15%	62	19	61%	12
West End	\$11.6	6%	\$10.9	\$3,096	30%	\$2,377	93%	3%	90%	94%	0%	94%	10	-41%	17	\$115.8	-37%	\$185.1	31	0%	31	19	70%	11
Red Mountain	\$19.2	24%	\$15.5	\$2,549	19%	\$2,133	93%	4%	90%	95%	10%	86%	14	-42%	24	\$268.9	-28%	\$372.0	25	-43%	44	11	-3%	11
East Aspen	\$6.8	-23%	\$8.9	\$1,482	-8%	\$1,617	96%	4%	92%	95%	7%	89%	18	-5%	19	\$122.9	-27%	\$168.7	26	-10%	29	9	-5%	9
McLain Flats/Starwood	\$9.7	-4%	\$10.1	\$1,617	43%	\$1,132	89%	-2%	91%	86%	2%	84%	6	-50%	12	\$58.3	-52%	\$121.6	14	-42%	24	14	17%	12
Woody Creek (> \$1.5M)	\$14.6	83%	\$8.0	\$2,250	75%	\$1,284	101%	4%	98%	101%	10%	91%	6	50%	4	\$87.8	175%	\$31.9	13	-19%	16	13	-46%	24
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.

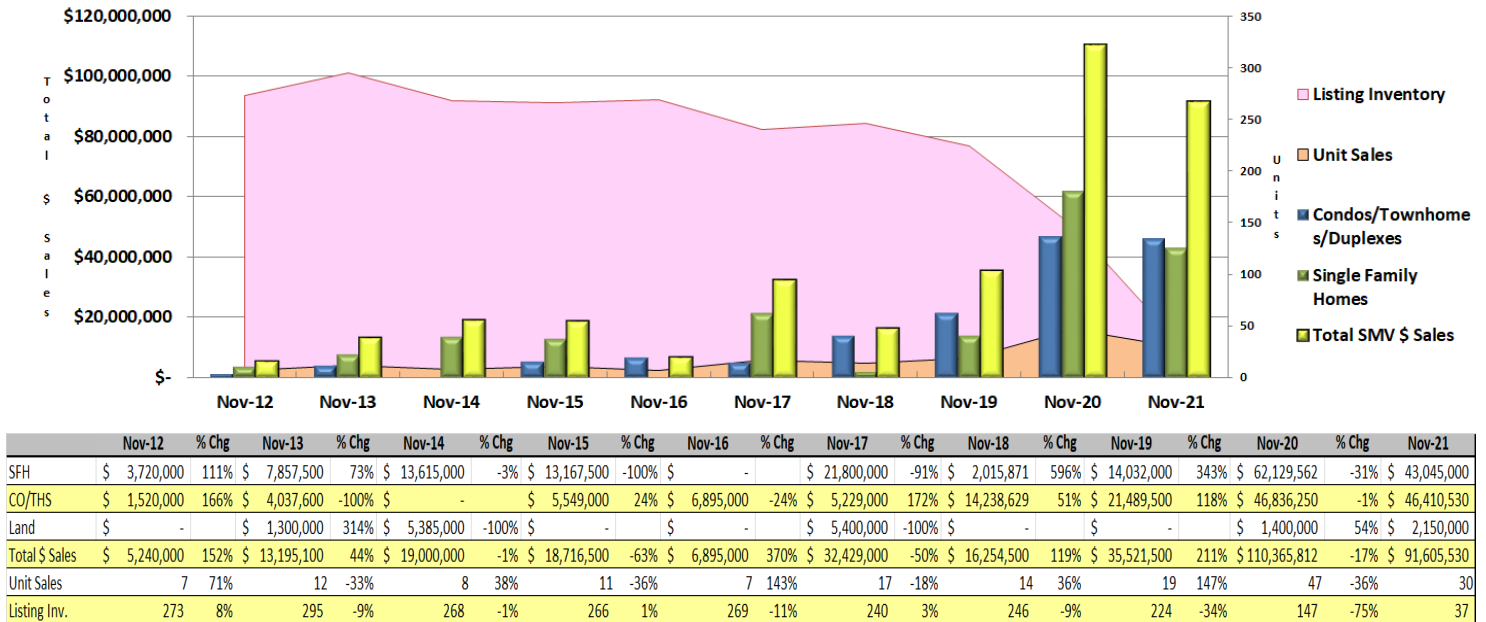
NOTE: All blank spaces represent a zero value or invalid percentage.

\*\*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.



## November 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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	Nov-18	% Chg	Nov-19	% Chg	Nov-20	% Chg	Nov-21	% Chg	Oct-21	% Chg	Oct-20
<b>Single Family Homes</b>											
Unit Sales	1	200%	3	333%	13	-46%	7	0%	7	-59%	17
YTD Unit Sales	41	0%	41	71%	70	1%	71	-10%	64	12%	57
Monthly \$ Sales	\$ 2,015,871	596%	\$ 14,032,000	343%	\$ 62,129,562	-31%	\$ 43,045,000	22%	\$ 33,521,000	-55%	\$ 75,125,000
YTD \$ Sales	\$ 130,348,048	34%	\$ 174,712,570	61%	\$ 281,939,787	33%	\$ 375,884,500	11%	\$ 332,839,500	51%	\$ 219,810,225
Listing Inventory	79	-5%	75	-44%	42	-69%	13	-31%	17	-60%	42
<b>Condos / Townhomes</b>											
Unit Sales	13	23%	16	106%	33	-33%	22	14%	19	-27%	26
YTD Unit Sales	116	0%	116	43%	166	34%	223	-10%	201	51%	133
Monthly \$ Sales	\$ 14,238,629	51%	\$ 21,489,500	118%	\$ 46,836,250	-1%	\$ 46,410,530	33%	\$ 31,252,535	-30%	\$ 44,392,500
YTD \$ Sales	\$ 98,698,829	27%	\$ 125,451,150	89%	\$ 236,837,204	33%	\$ 315,837,327	15%	\$ 269,426,797	42%	\$ 190,000,954
Listing Inventory	152	-7%	141	-28%	101	-77%	23	-30%	30	-74%	117
<b>Vacant Land</b>											
Unit Sales	0		0		1	0%	1	-100%	0	-100%	1
YTD Unit Sales	5	-40%	3	67%	5	-20%	4	-25%	3	-25%	4
Monthly \$ Sales	\$ -		\$ -		\$ 1,400,000	54%	\$ 2,150,000	100%	\$ -	-100%	\$ 1,200,000
YTD \$ Sales	\$ 19,500,000	-81%	\$ 3,688,334	174%	\$ 10,095,000	41%	\$ 14,225,000	15%	\$ 12,075,000	39%	\$ 8,695,000
Listing Inventory	15	-47%	8	-50%	4	-75%	1	0%	1	-75%	4
<b>Total Snowmass Village Market</b>											
Total Unit Sales	14	36%	19	147%	47	-36%	30	-13%	26	-41%	44
YTD Unit Sales	162	-1%	160	51%	241	24%	298	-10%	268	38%	194
Total Monthly \$ Sales	\$ 16,254,500	119%	\$ 35,521,500	211%	\$ 110,365,812	-17%	\$ 91,605,530	29%	\$ 64,773,535	-46%	\$ 120,717,500
Total YTD \$ Sales	\$ 248,546,877	22%	\$ 303,852,054	74%	\$ 528,871,991	33%	\$ 705,946,827	13%	\$ 614,341,297	47%	\$ 418,506,179
Listing Inventory	246	-9%	224	-34%	147	-75%	37	-30%	48	-71%	163

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

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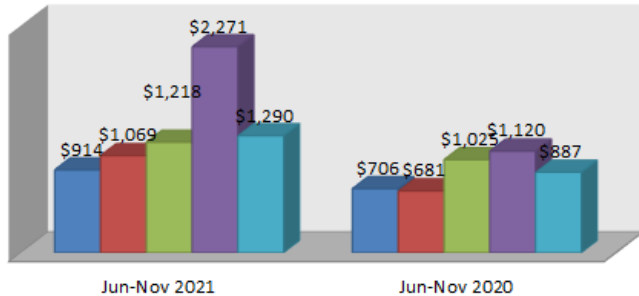
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals are not included. Source data is from the Aspen Glenwood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

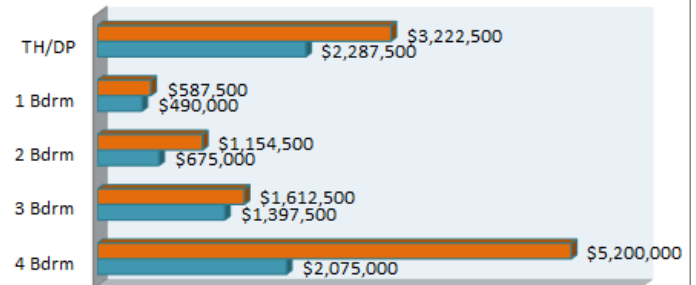
### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



### Median Sold Price

Jun-Nov 2021 Jun-Nov 2020



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020
1 Bdrm	616,231	28%	480,659	914	29%	706	674	-2%	686	99%	4%	95%	99%	5%	94%	24	118%	11	\$ 14,789,550	180%	\$ 5,287,250
2 Bdrm	1,186,350	62%	731,380	1,069	57%	681	1,100	4%	1,062	99%	4%	96%	101%	7%	94%	40	-13%	46	\$ 47,453,985	41%	\$ 33,643,500
3 Bdrm	1,936,222	8%	1,792,275	1,218	19%	1,025	1,519	-8%	1,647	99%	1%	98%	99%	3%	96%	18	-10%	20	\$ 34,852,000	-3%	\$ 35,845,500
4 Bdrm	5,533,333	79%	3,089,444	2,271	103%	1,120	2,324	-10%	2,574	97%	0%	97%	97%	3%	94%	3	-67%	9	\$ 16,600,000	-40%	\$ 27,805,000
TH/DP	1,235,891	10%	1,126,035	1,290	45%	887	1,044	-16%	1,242	99%	2%	97%	99%	5%	95%	14	-55%	31	\$ 17,302,480	-50%	\$ 34,907,083

\*Townhomes (TH) + Duplexes are separated 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.)**			
	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020	Jun-Nov 2021	% Chg	Jun-Nov 2020
Divide	\$10.9	70%	\$6.4	\$1,784	63%	\$1,096	96%	4%	93%	96%	10%	87%	2	-60%	5	\$21.7	-32%	\$31.9	1	-88%	8	3	-69%	10
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	\$4.5	51%	\$3.0	\$1,112	31%	\$850	96%	3%	93%	93%	6%	88%	11	-8%	12	\$49.4	38%	\$35.7	16	-16%	19	9	-8%	10
Fox Run PUD	\$6.8	88%	\$3.6	\$1,142	63%	\$702	94%	6%	89%	95%	7%	89%	2	0%	2	\$13.6	88%	\$7.2	4	-20%	5	12	-20%	15
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	-19%	\$2.7	\$928	12%	\$828	98%	3%	95%	94%	2%	93%	4	-56%	9	\$8.8	-64%	\$24.6	2	-75%	8	3	-44%	5
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	\$4.8	5%	\$4.6	\$1,083	9%	\$994	97%	2%	95%	97%	0%	98%	3	-57%	7	\$14.5	-55%	\$32.0	9	29%	7	18	200%	6
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	\$3.7	25%	\$3.0	\$1,306	29%	\$1,011	100%	5%	95%	100%	5%	94%	3	-25%	4	\$11.1	-6%	\$11.9	1	0%	1	2	33%	2
Old Snowmass (> \$1.5M)	\$4.7	-8%	\$5.0	\$968	-17%	\$1,160	95%	6%	90%	95%	9%	87%	11	22%	9	\$51.2	13%	\$45.4	11	-15%	13	6	-31%	9

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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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# November 2021: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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- 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."

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"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."

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- 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."

