



## April 2022: Aspen Snowmass Real Estate Market Snapshot

RELEASED 05.10.22 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 Apr 2022:** Prices of residential real estate in Aspen and Snowmass Village have shot up in the past two years. The local inventory of properties for sale is at its lowest level of the past 12 years - in April 2022, inventory for Aspen is down 64% from April 2021, (224) listings last year vs (80) now; in Snowmass Village, (134) listings then vs (48) now, down 64%. In the past two plus years – pandemic related - prices have been on a rocket ship. Multiple bids are common and sellers are sitting smug and pretty while buyers need to accept the realities. Market prices are inventory driven. New properties coming on the market are being priced 15-40%+ above yesterday's sold comp which likely may have only gone under contract/pending days and weeks before. Yesterday's sale is the deal you missed and there are more and more examples of "off-market" unlisted properties trading at record highs. (For median sold prices, see Pg 4).

### April 2022 Aspen & Snowmass Village Real Estate

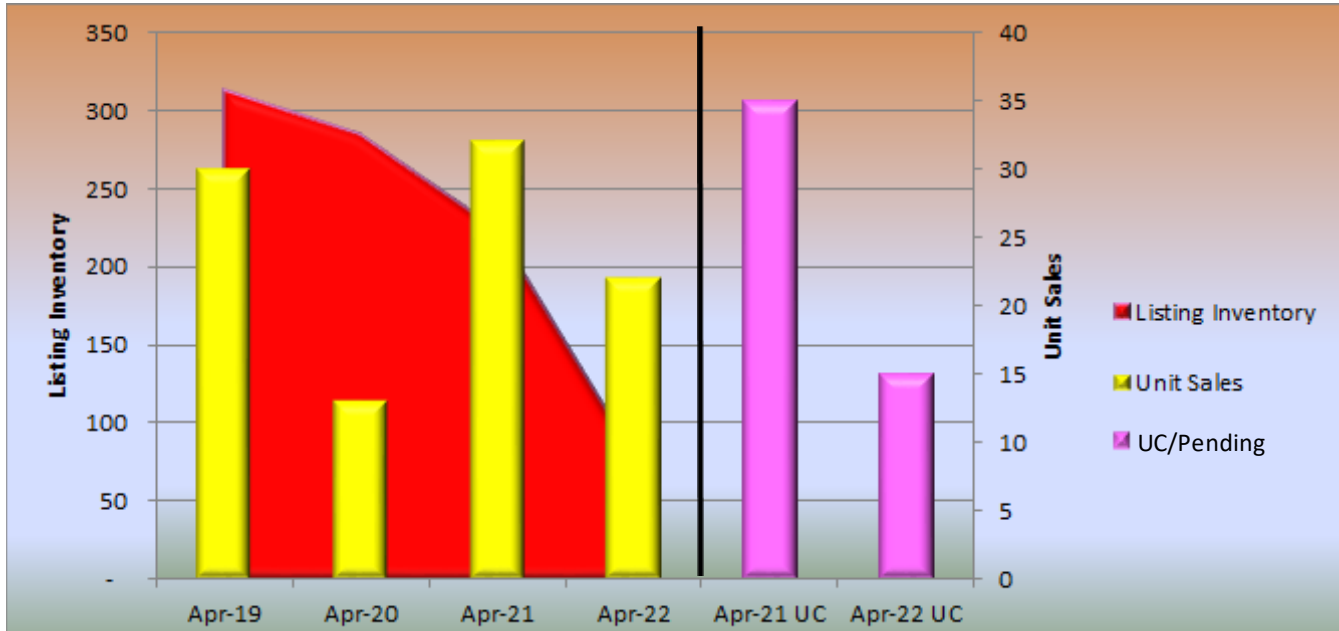
Total Aspen Snowmass Market	Apr-22	% Change	Apr-21	% Change	Apr-20	% Change	Apr-19
Monthly Unit Sales:	43	-48%	83	419%	16	-64%	45
Year-to-Date Unit Sales:	132	-43%	232	134%	99	-24%	130
Monthly Dollar Sales:	\$ 282,793,614	-10%	\$ 315,402,749	332%	\$ 72,958,000	-45%	\$ 131,848,449
Year-to-Date Dollar Sales:	\$ 962,342,514	10%	\$ 874,866,381	114%	\$ 408,649,221	-10%	\$ 454,658,638
Listing Inventory:	128	-64%	358	-28%	497	-16%	589
<b>Aspen Market</b>							
Monthly Unit Sales:	22	-31%	32	146%	13	-57%	30
Year-to-Date Unit Sales:	75	-31%	108	100%	54	-34%	82
Monthly Dollar Sales:	\$ 182,090,000	-13%	\$ 209,084,499	230%	\$ 63,410,500	-40%	\$ 106,003,865
Year-to-Date Dollar Sales:	\$ 730,704,000	15%	\$ 633,280,769	92%	\$ 330,146,267	-7%	\$ 355,835,054
Listing Inventory:	80	-64%	224	-21%	285	-9%	313
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	21	-59%	51	1600%	3	-80%	15
Year-to-Date Unit Sales:	57	-54%	124	176%	45	-6%	48
Monthly Dollar Sales:	\$ 100,703,614	-5%	\$ 106,318,250	1014%	\$ 9,547,500	-63%	\$ 25,844,584
Year-to-Date Dollar Sales:	\$ 231,638,514	-4%	\$ 241,585,612	208%	\$ 78,502,954	-21%	\$ 98,823,584
Listing Inventory:	48	-64%	134	-37%	212	-23%	276
<b>Total Property Sales \$10M and Over</b>							
Monthly Unit Sales:	10	67%	6	200%	2	0%	2
Year-to-Date Unit Sales:	32	88%	17	42%	12	0%	12
Monthly Dollar Sales:	\$ 149,825,000	19%	\$ 125,550,000	408%	\$ 24,737,500	-5%	\$ 25,945,000
Year-to-Date Dollar Sales:	\$ 606,195,000	104%	\$ 297,734,601	78%	\$ 166,997,135	-16%	\$ 198,678,000

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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.



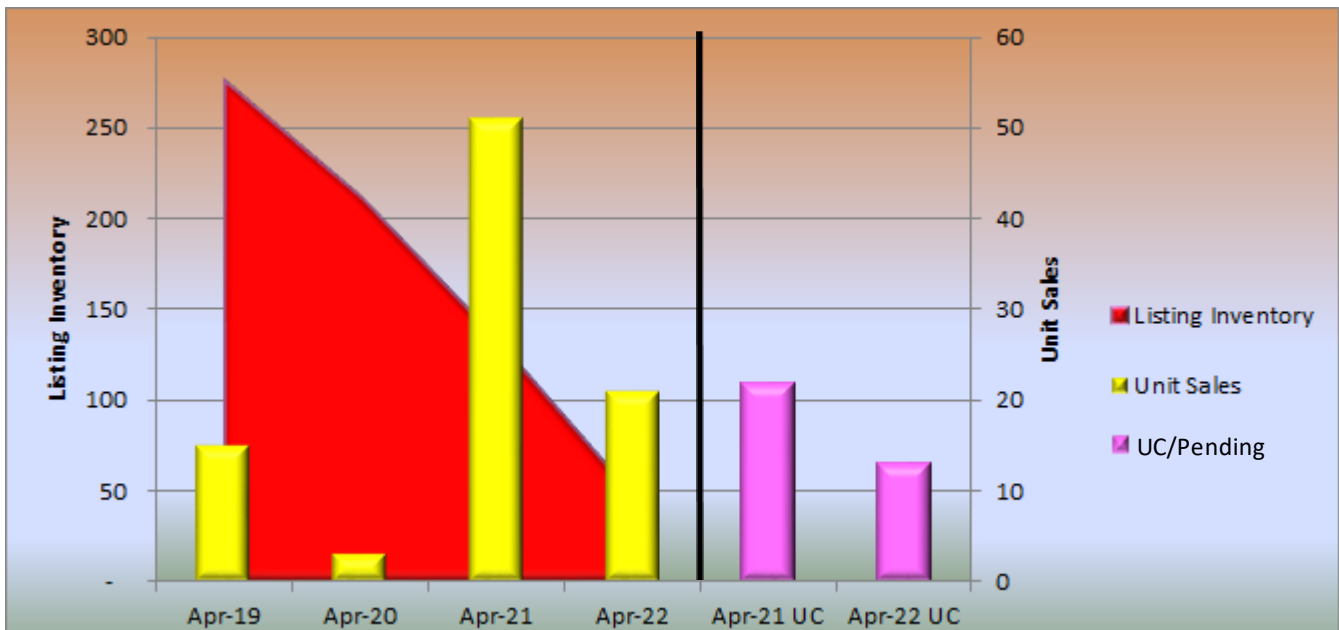
## April 2022 Aspen Real Estate Inventory, Sales and Under Contracts



	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22	Apr-22 UC	% Chg	Apr-21 UC
<b>Total Aspen Market</b>										
Unit Sales	30	-57%	13	146%	32	-31%	22	15	-57%	35
Listing Inventory	313	-9%	285	-21%	224	-64%	80			

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## April 2022 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22	Apr-22 UC	% Chg	Apr-21 UC
<b>Total Snowmass Village Market</b>										
Unit Sales	15	-80%	3	1600%	51	-59%	21	13	-41%	22
Listing Inventory	276	-23%	212	-37%	134	-64%	48			

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NOTE: UC— These are the number of units that went Under Contract in April 2022. This does not necessarily mean that they will close in April, or at all. They may fall out. 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, importantly, the data should to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



## Aspen Single Family Homes by Price Point: Feb-Apr 2022

Aspen Single Family Homes Feb-Apr 2022	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	0	0	2	2	3	5	6	4	5	27
Average \$ Per Sale				2,375,000	4,262,500	6,325,000	8,955,000	12,295,833	17,075,000	35,590,000	
Median \$ Per Sale				2,375,000	4,262,500	6,375,000	8,900,000	12,362,500	16,500,000	40,000,000	
Dollar Sales	0	0	0	4,750,000	8,525,000	18,975,000	44,775,000	73,775,000	69,225,000	177,950,000	397,975,000
Avg Sold \$/Sq.Ft.				1,111	4,128	1,743	2,640	3,000	2,155	3,886	
Avg LvHtSqFt				2,371	1,044	3,860	4,479	4,311	7,491	10,924	
Avg Days on Market				106	63	91	265	170	164	335	
Sold Price % Ask				87%	92%	96%	98%	98%	96%	95%	
Sold Price % List				87%	92%	96%	91%	95%	100%	86%	

Aspen Single Family Homes Feb-Apr 2021	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	0	0	0	2	6	7	4	4	3	26
Average \$ Per Sale					3,600,000	6,541,667	8,535,714	11,920,000	17,393,750	24,750,000	
Median \$ Per Sale					3,600,000	6,525,000	8,650,000	11,840,000	17,400,000	26,750,000	
Dollar Sales	0	0	0	0	7,200,000	39,250,000	59,750,000	47,680,000	69,575,000	74,250,000	297,705,000
Avg Sold \$/Sq.Ft.					1,180	1,550	1,962	1,566	2,450	2,095	
Avg LvHtSqFt					3,401	4,728	4,668	7,763	7,461	14,152	
Avg Days on Market					115	424	320	402	444	391	
Sold Price % Ask					97%	93%	96%	93%	98%	93%	
Sold Price % List					92%	90%	92%	90%	97%	91%	

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## Snowmass Village Single Family Homes by Price Point: Feb-Apr 2022

SMV Single Family Homes Feb-Apr 2022	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	0	0	0	3	7	1	4	1	0	16
Average \$ Per Sale					4,192,270	5,953,115	7,950,000	12,718,750	18,250,000		
Median \$ Per Sale					4,176,809	5,950,000	7,950,000	13,125,000	18,250,000		
Dollar Sales	0	0	0	0	12,576,809	41,671,805	7,950,000	50,875,000	18,250,000	0	131,323,614
Avg Sold \$/Sq.Ft.					1,347	1,663	1,345	1,783	2,139		
Avg LvHtSqFt					3,340	3,804	5,910	7,895	8,534		
Avg Days on Market					139	145	385	294	194		
Sold Price % Ask					77%	100%	99%	95%	96%		
Sold Price % List					80%	100%	99%	97%	92%		

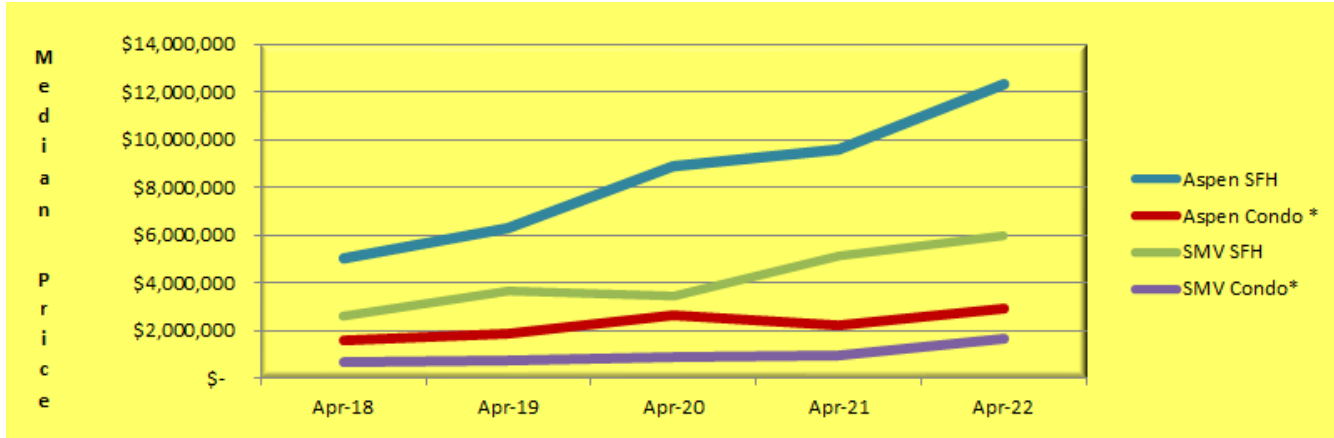
SMV Single Family Homes Feb-Apr 2021	Under \$500K	\$500K - 999K	\$1M- 1.99M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M & Up	Total
# Sales	0	0	0	2	8	6	2	0	0	0	18
Average \$ Per Sale				2,650,000	3,893,625	5,895,000	8,721,250				
Median \$ Per Sale				2,650,000	3,917,500	5,687,500	8,721,250				
Dollar Sales	0	0	0	5,300,000	31,149,000	35,370,000	17,442,500	0	0	0	89,261,500
Avg Sold \$/Sq.Ft.				900	1,113	1,249	1,630				
Avg LvHtSqFt				2,950	3,698	4,775	5,383				
Avg Days on Market				356	135	451	284				
Sold Price % Ask				95%	97%	96%	97%				
Sold Price % List				89%	95%	86%	96%				

Outliers – These properties are not included in avg and median sold prices and sold prices per sq ft, but they are included in Apr 22 total dollar and total unit sales: 173769 - mobile park sale; 171391 - Conundrum Cr/81 & 82 Winding Way sale included a home and 2 approved buildable lots.

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## April 2022 Aspen and Snowmass Median Sold Prices

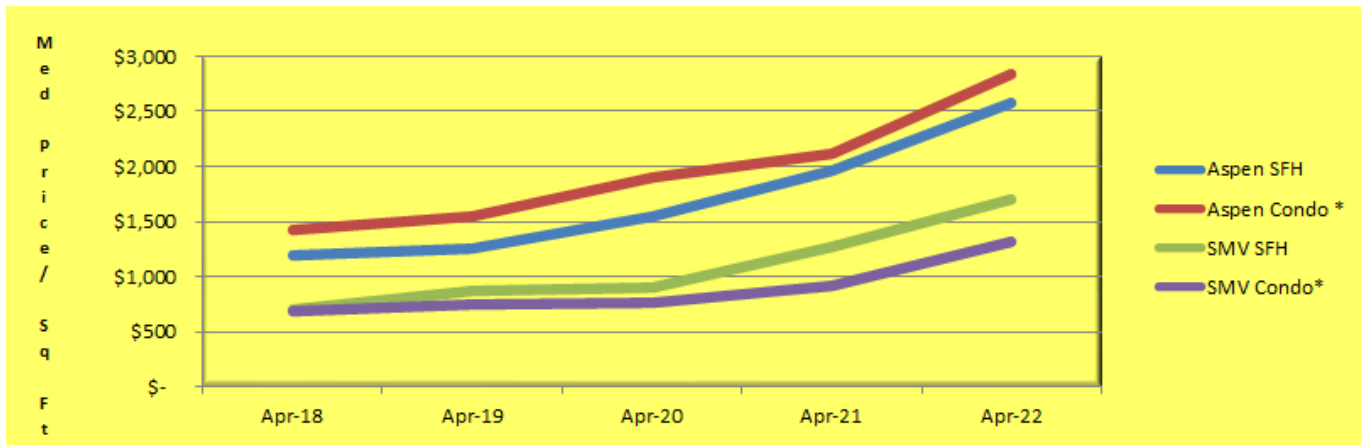


Median Price	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22
Aspen SFH	\$5,062,500	24%	\$6,275,000	42%	\$8,895,000	8%	\$9,600,000	29%	\$12,337,500
Aspen Condo *	\$1,590,000	16%	\$1,850,000	43%	\$2,647,500	-15%	\$2,250,000	31%	\$2,950,000
SMV SFH	\$2,600,000	42%	\$3,685,000	-6%	\$3,478,000	48%	\$5,150,000	17%	\$6,000,000
SMV Condo*	\$660,000	16%	\$765,000	17%	\$897,500	8%	\$970,000	70%	\$1,650,000

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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.

## April 2022 Med Sold Price/Sq Ft for Aspen and Snowmass Village



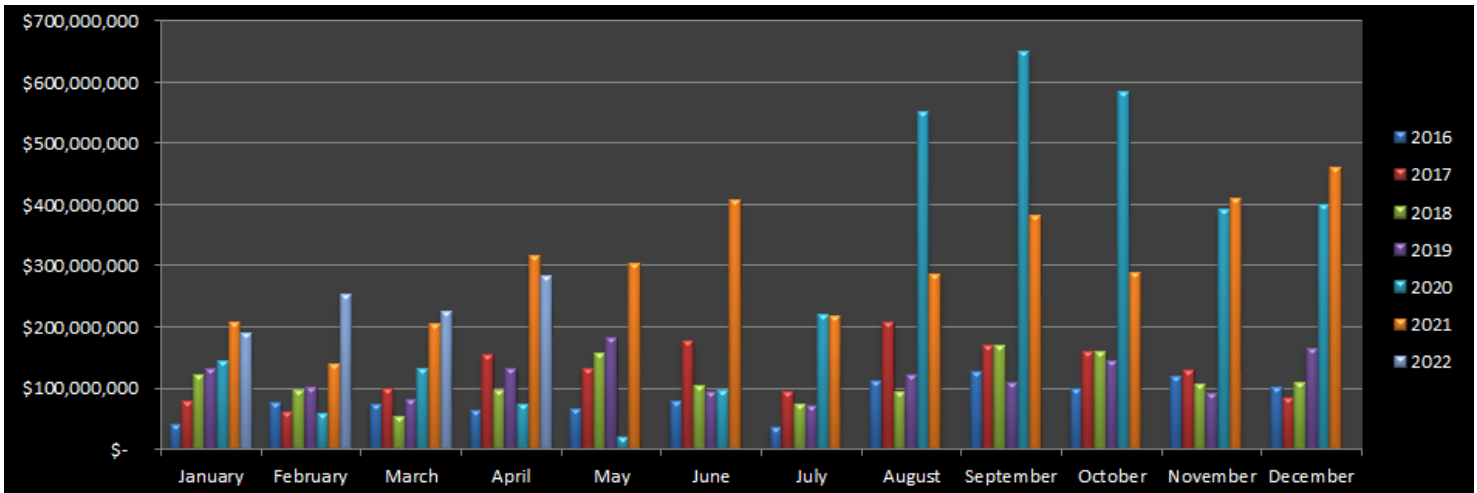
Med Price / Sq Ft	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22
Aspen SFH	\$1,196	5%	\$1,255	23%	\$1,544	27%	\$1,965	31%	\$2,577
Aspen Condo *	\$1,429	8%	\$1,547	23%	\$1,896	12%	\$2,116	34%	\$2,834
SMV SFH	\$705	23%	\$866	4%	\$899	41%	\$1,266	34%	\$1,695
SMV Condo*	\$681	10%	\$748	1%	\$759	21%	\$917	44%	\$1,322

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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 Sold\$/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 April 2022 & Historical Sales



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## Estin Report: Total Aspen Snowmass Market April 2021 Dollar Sales

Month	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022
January	\$ 40,282,500	95%	\$ 78,505,500	55%	\$ 121,593,752	9%	\$ 132,148,280	10%	\$ 145,586,968	42%	\$ 206,546,263	-8%	\$ 190,311,000
February	\$ 77,329,500	-21%	\$ 61,253,000	58%	\$ 97,005,750	4%	\$ 101,120,000	-42%	\$ 58,660,000	136%	\$ 138,341,200	83%	\$ 253,818,000
March	\$ 72,993,330	36%	\$ 99,612,228	-46%	\$ 53,661,436	53%	\$ 81,949,410	60%	\$ 131,444,253	56%	\$ 204,587,169	10%	\$ 224,749,900
<b>April</b>	<b>\$ 63,437,200</b>	<b>143%</b>	<b>\$ 154,001,805</b>	<b>-37%</b>	<b>\$ 96,549,000</b>	<b>37%</b>	<b>\$ 131,848,449</b>	<b>-45%</b>	<b>\$ 72,958,000</b>	<b>332%</b>	<b>\$ 315,402,749</b>	<b>-10%</b>	<b>\$ 282,793,614</b>
May	\$ 66,611,988	98%	\$ 131,838,473	19%	\$ 157,289,500	16%	\$ 182,456,350	-89%	\$ 19,314,000	1477%	\$ 304,604,000	-100%	\$ -
June	\$ 78,271,000	125%	\$ 176,266,601	-40%	\$ 105,063,500	-12%	\$ 92,872,750	3%	\$ 95,355,000	326%	\$ 406,592,148	-100%	\$ -
July	\$ 36,593,500	159%	\$ 94,893,875	-22%	\$ 74,407,500	-4%	\$ 71,198,400	209%	\$ 219,721,725	-1%	\$ 218,400,429	-100%	\$ -
August	\$ 112,132,850	86%	\$ 208,279,450	-55%	\$ 94,638,604	29%	\$ 122,314,750	351%	\$ 552,231,000	-48%	\$ 286,288,891	-100%	\$ -
September	\$ 127,356,500	34%	\$ 170,817,000	0%	\$ 169,987,900	-36%	\$ 108,177,359	502%	\$ 651,018,801	-41%	\$ 382,757,450	-100%	\$ -
October	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-8%	\$ 145,411,470	303%	\$ 585,294,250	-51%	\$ 288,848,535	-100%	\$ -
November	\$ 118,725,000	9%	\$ 129,824,000	-18%	\$ 106,018,750	-13%	\$ 92,079,889	325%	\$ 391,300,062	5%	\$ 409,327,203	-100%	\$ -
December	\$ 102,061,000	-18%	\$ 83,749,075	31%	\$ 109,477,218	51%	\$ 165,204,371	142%	\$ 400,218,600	15%	\$ 460,264,182	-100%	\$ -
<b>Annual Totals</b>	<b>\$ 994,616,068</b>	<b>56%</b>	<b>\$ 1,548,868,557</b>	<b>-13%</b>	<b>\$ 1,344,044,260</b>	<b>6%</b>	<b>\$ 1,426,781,478</b>	<b>133%</b>	<b>\$ 3,323,102,659</b>	<b>9%</b>	<b>\$ 3,621,960,219</b>	<b>-74%</b>	<b>\$ 951,672,514</b>
<b>YTD Total</b>	<b>\$ 254,042,530</b>	<b>56%</b>	<b>\$ 397,359,533</b>	<b>-1%</b>	<b>\$ 394,182,438</b>	<b>15%</b>	<b>\$ 454,658,638</b>	<b>-10%</b>	<b>\$ 408,649,221</b>	<b>114%</b>	<b>\$ 874,866,381</b>	<b>11%</b>	<b>\$ 970,122,514</b>

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

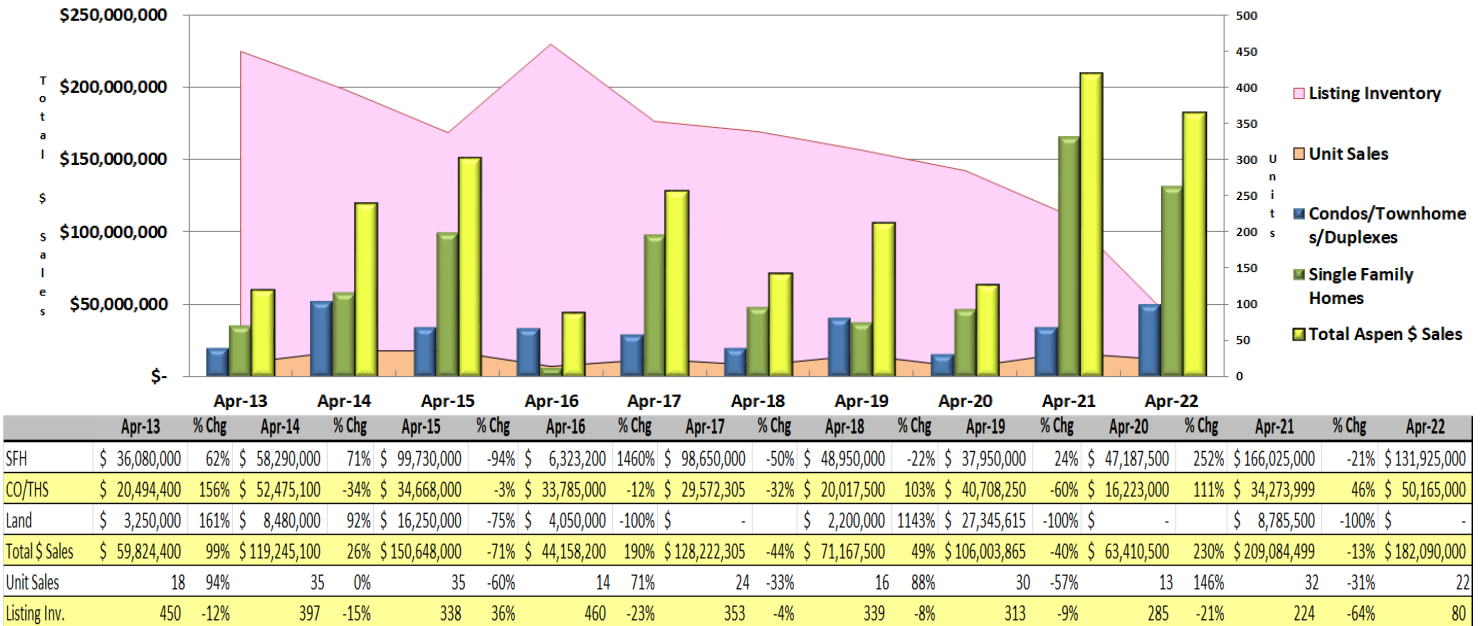
Month	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022
January	21	24%	26	31%	34	-12%	30	20%	36	17%	42	-43%	24
February	22	-14%	19	58%	30	-27%	22	-14%	19	95%	37	0%	37
March	28	29%	36	-47%	19	47%	28	0%	28	129%	64	-55%	29
<b>April</b>	<b>28</b>	<b>39%</b>	<b>39</b>	<b>-15%</b>	<b>33</b>	<b>36%</b>	<b>45</b>	<b>-64%</b>	<b>16</b>	<b>419%</b>	<b>83</b>	<b>-48%</b>	<b>43</b>
May	18	144%	44	-14%	38	32%	50	-84%	8	638%	59	-100%	0
June	20	95%	39	-3%	38	-29%	27	-26%	20	215%	63	-100%	0
July	18	39%	25	-20%	20	10%	22	95%	43	23%	53	-100%	0
August	40	45%	58	-28%	42	-2%	41	144%	100	-29%	71	-100%	0
September	39	15%	45	18%	53	-38%	33	233%	110	-36%	70	-100%	0
October	40	8%	43	14%	49	-31%	34	209%	105	-35%	68	-100%	0
November	29	41%	41	-7%	38	-8%	35	146%	86	-16%	72	-100%	0
December	36	-25%	27	63%	44	-14%	38	95%	74	-18%	61	-100%	0
<b>Annual Totals</b>	<b>339</b>	<b>30%</b>	<b>442</b>	<b>-1%</b>	<b>438</b>	<b>-8%</b>	<b>405</b>	<b>59%</b>	<b>645</b>	<b>15%</b>	<b>743</b>	<b>-82%</b>	<b>133</b>
<b>YTD Total</b>	<b>99</b>	<b>23%</b>	<b>122</b>	<b>-2%</b>	<b>120</b>	<b>8%</b>	<b>130</b>	<b>-24%</b>	<b>99</b>	<b>134%</b>	<b>232</b>	<b>-42%</b>	<b>135</b>

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## April 2022 Aspen Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



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\*Includes Aspen, Brush Creek Village, Woody Creek, and Old Snowmass homes over \$1.5M.  
Vacant land excluded for scale reasons.

	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22	% Chg	Mar-22	% Chg	Mar-21
<b>Single Family Homes</b>											
Unit Sales	4	50%	6	100%	12	0%	12	33%	8	0%	8
YTD Unit Sales	23	-17%	19	100%	38	-13%	33	36%	21	-19%	26
Monthly \$ Sales	\$ 37,950,000	24%	\$ 47,187,500	252%	\$ 166,025,000	-21%	\$ 131,925,000	-15%	\$ 151,075,000	117%	\$ 69,745,000
YTD \$ Sales	\$ 184,025,000	-8%	\$ 168,526,767	159%	\$ 436,659,601	17%	\$ 511,165,000	26%	\$ 379,240,000	40%	\$ 270,634,601
Listing Inventory	158	-16%	132	-23%	101	-52%	48	-10%	53	-47%	100
<b>Condos / Townhomes</b>											
Unit Sales	24	-71%	7	129%	16	-38%	10	10%	9	-59%	22
YTD Unit Sales	54	-41%	32	84%	59	-32%	40	25%	30	-30%	43
Monthly \$ Sales	\$ 40,708,250	-60%	\$ 16,223,000	111%	\$ 34,273,999	46%	\$ 50,165,000	4%	\$ 48,170,000	-31%	\$ 69,914,169
YTD \$ Sales	\$ 118,764,440	24%	\$ 147,319,500	9%	\$ 160,765,668	18%	\$ 189,779,000	26%	\$ 139,614,000	10%	\$ 126,491,669
Listing Inventory	116	1%	117	-13%	102	-75%	25	-36%	34	-70%	115
<b>Vacant Land</b>											
Unit Sales	2	-100%	0	-	4	-100%	0	-	0	-100%	4
YTD Unit Sales	5	-40%	3	267%	11	-82%	2	0%	2	-71%	7
Monthly \$ Sales	\$ 27,345,615	-100%	\$ -	-	\$ 8,785,500	-100%	\$ -	-	\$ -	-100%	\$ 14,345,000
YTD \$ Sales	\$ 53,045,615	-73%	\$ 14,300,000	151%	\$ 35,855,500	-17%	\$ 29,760,000	0%	\$ 29,760,000	10%	\$ 27,070,000
Listing Inventory	39	-8%	36	-42%	21	-67%	7	14%	6	-78%	27
<b>Total Aspen Market</b>											
Total Unit Sales	30	-57%	13	146%	32	-31%	22	23%	17	-50%	34
YTD Unit Sales	82	-34%	54	100%	108	-31%	75	29%	53	-30%	76
Total Monthly \$ Sales	\$ 106,003,865	-40%	\$ 63,410,500	230%	\$ 209,084,499	-13%	\$ 182,090,000	-9%	\$ 199,245,000	29%	\$ 154,004,169
Total YTD \$ Sales	\$ 355,835,054	-7%	\$ 330,146,267	92%	\$ 633,280,769	15%	\$ 730,704,000	25%	\$ 548,614,000	29%	\$ 424,196,270
Listing Inventory	313	-9%	285	-21%	224	-64%	80	-16%	93	-62%	242

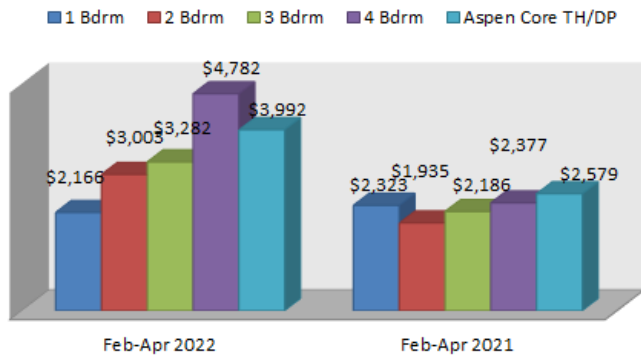
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The Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single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

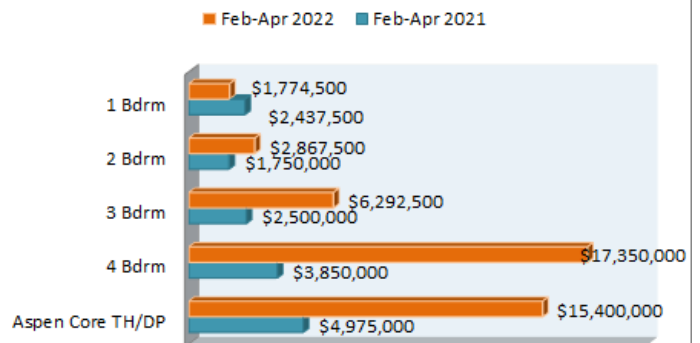


## Estin Report: April 2022 Aspen Core Condos\* 3-Mos.Averages

### 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 (\$)			
	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021
	1 Bdrm	1,774,500	-27%	2,437,500	2,166	-7%	2,323	820	-23%	1,059	99%	4%	95%	99%	8%	91%	2	0%	2	\$ 3,549,000	-27%
2 Bdrm	2,868,125	63%	1,762,077	3,003	55%	1,935	954	6%	903	99%	3%	96%	98%	4%	95%	8	-38%	13	\$ 22,945,000	0%	\$ 22,907,000
3 Bdrm	6,292,500	99%	3,167,778	3,282	50%	2,186	1,883	33%	1,414	95%	0%	95%	92%	-3%	94%	2	-78%	9	\$ 12,585,000	-56%	\$ 28,510,000
4 Bdrm	17,350,000	351%	3,850,000	4,782	101%	2,377	3,628	124%	1,620	91%	-5%	96%	91%	-5%	96%	1	0%	1	\$ 17,350,000	351%	\$ 3,850,000
Aspen Core TH/DP	15,400,000	117%	7,110,000	3,992	55%	2,579	3,920	43%	2,738	100%	4%	96%	100%	3%	97%	2	-60%	5	\$ 30,800,000	-13%	\$ 35,550,000

\*Here, Townhomes (TH) + Duplexes are separated out from the Condos/TH/Dup category in AGSMLS.

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## Estin Report: What Aspen\* Areas Are Selling? 3-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								
	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021						
	Central Core (SFH)	\$24.5	32%	\$18.6	\$4,634	69%	\$2,743	99%	0%	99%	99%	7%	93%	4	100%	2	\$98.0	164%	\$37.1	7	-53%	15	5	-77%
Central Core (CO&TH)	\$4.9	60%	\$3.0	\$3,129	45%	\$2,153	97%	2%	96%	97%	1%	95%	19	-41%	32	\$92.4	-5%	\$97.3	39	-65%	113	6	-42%	11
Smuggler (SFH)			\$7.1			\$1,604						92%			90%	0	-100%	\$28.4	0	-100%	7			5
Smuggler (CO&TH)	\$0.9	23%	\$0.7	\$1,420	39%	\$1,018	98%	1%	97%	98%	1%	97%	2	-71%	7	\$1.8	-65%	\$5.2	1	-91%	11	2	-68%	5
West Aspen	\$11.6	-18%	\$14.1	\$2,813	65%	\$1,709	96%	-1%	97%	93%	-2%	95%	8	-11%	9	\$92.5	-27%	\$126.7	20	-64%	55	8	-59%	18
West End	\$7.4	-23%	\$9.6	\$2,628	18%	\$2,220	97%	1%	96%	96%	2%	95%	4	-20%	5	\$29.6	-38%	\$47.9	16	-24%	21	12	-5%	13
Red Mountain	\$24.3	147%	\$9.8	\$2,842	60%	\$1,776	93%	1%	92%	86%	3%	83%	3	50%	2	\$73.0	271%	\$19.7	8	-67%	24	8	-78%	36
East Aspen	\$10.3	42%	\$7.3	\$2,719	32%	\$2,059	100%	4%	96%	100%	7%	93%	2	0%	2	\$20.7	42%	\$14.5	12	-29%	17	18	-29%	26
McLain Flats/Starwood	\$16.1			\$2,169			99%			99%			2		0	\$32.1		\$0.0	8	-47%	15	12		
Woody Creek (> \$1.5M)			\$20.0			\$902						80%			80%	0	-100%	\$20.0	7	-22%	9			27
Brush Creek Village (>\$1.5M)	\$14.3			\$1,738			88%			100%			1		0	\$14.3		\$0.0	9	125%	4	27		

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

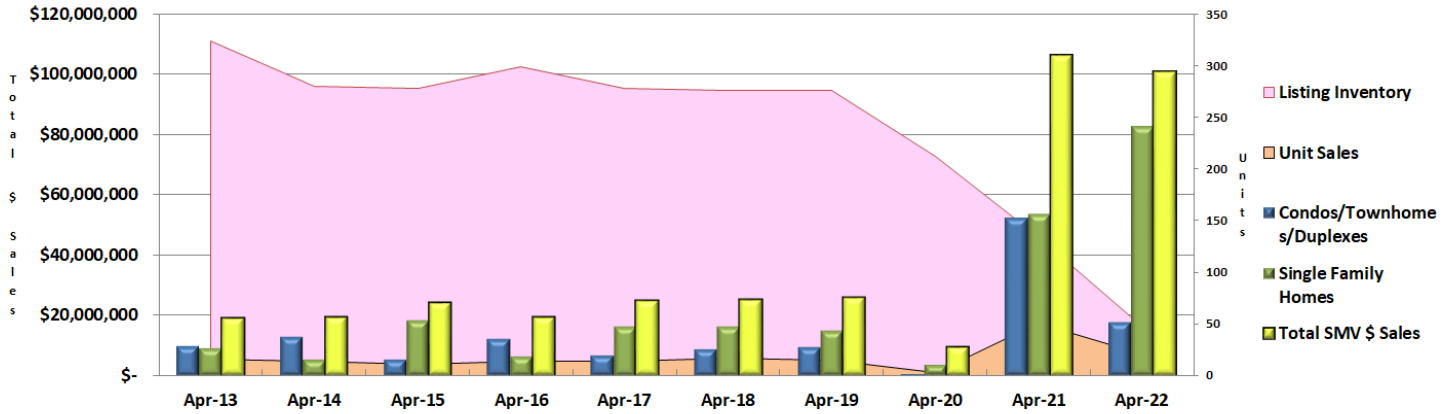
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## April 2022 Snowmass Village Sales Comparisons

Bars represent \$ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



	Apr-13	% Chg	Apr-14	% Chg	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22
SFH	\$ 9,225,000	-40%	\$ 5,536,000	236%	\$ 18,595,000	-64%	\$ 6,720,000	144%	\$ 16,370,000	1%	\$ 16,455,000	-7%	\$ 15,224,350	-74%	\$ 4,025,000	1236%	\$ 53,781,500	54%	\$ 82,753,614
CO/THS	\$ 9,858,695	31%	\$ 12,955,200	-58%	\$ 5,495,000	129%	\$ 12,559,000	-45%	\$ 6,959,500	28%	\$ 8,926,500	8%	\$ 9,676,900	-94%	\$ 622,500	8340%	\$ 52,536,750	-66%	\$ 17,950,000
Land	\$ -		\$ 915,000	-100%	\$ -		\$ -		\$ 1,600,000	-100%	\$ -		\$ 943,334	419%	\$ 4,900,000	-100%	\$ -		\$ -
<b>Total \$ Sales</b>	<b>\$ 19,083,695</b>	<b>2%</b>	<b>\$ 19,406,200</b>	<b>24%</b>	<b>\$ 24,090,000</b>	<b>-20%</b>	<b>\$ 19,279,000</b>	<b>29%</b>	<b>\$ 24,929,500</b>	<b>2%</b>	<b>\$ 25,381,500</b>	<b>2%</b>	<b>\$ 25,844,584</b>	<b>-63%</b>	<b>\$ 9,547,500</b>	<b>1014%</b>	<b>\$ 106,318,250</b>	<b>-5%</b>	<b>\$ 100,703,614</b>
Unit Sales	16	-13%	14	-21%	11	27%	14	0%	14	21%	17	-12%	15	-80%	3	1600%	51	-59%	21
Listing Inv.	324	-14%	280	-1%	278	8%	299	-7%	278	-1%	276	0%	276	-23%	212	-37%	134	-64%	48

\*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Apr-22	% Chg	Mar-22	% Chg	Mar-21
<b>Single Family Homes</b>											
Unit Sales	4	-75%	1	900%	10	0%	10	-60%	4	-20%	5
YTD Unit Sales	11	-55%	5	320%	21	-10%	19	-53%	9	-18%	11
Monthly \$ Sales	\$ 15,224,350	-74%	\$ 4,025,000	1236%	\$ 53,781,500	54%	\$ 82,753,614	64%	\$ 29,545,000	32%	\$ 22,345,000
YTD \$ Sales	\$ 59,116,850	-72%	\$ 16,800,000	516%	\$ 103,536,500	48%	\$ 153,289,614	54%	\$ 70,536,000	42%	\$ 49,755,000
Listing Inventory	87	-18%	71	-59%	29	-38%	18	11%	16	-50%	32
<b>Condos / Townhomes</b>											
Unit Sales	10	-90%	1	4000%	41	-73%	11	27%	8	-74%	31
YTD Unit Sales	35	11%	39	162%	102	-64%	37	-30%	26	-57%	61
Monthly \$ Sales	\$ 9,676,900	-94%	\$ 622,500	8340%	\$ 52,536,750	-66%	\$ 17,950,000	31%	\$ 12,429,900	-67%	\$ 38,227,000
YTD \$ Sales	\$ 37,538,400	51%	\$ 56,802,954	138%	\$ 135,324,112	-46%	\$ 72,598,900	25%	\$ 54,648,900	-34%	\$ 82,787,362
Listing Inventory	175	-23%	134	-23%	103	-71%	30	-17%	35	-74%	136
<b>Vacant Land</b>											
Unit Sales	1	0%	1	-100%	0		0		0		0
YTD Unit Sales	2	-50%	1	0%	1	0%	1	0%	1	0%	1
Monthly \$ Sales	\$ 943,334	419%	\$ 4,900,000	-100%	\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 2,168,334	126%	\$ 4,900,000	-44%	\$ 2,725,000	111%	\$ 5,750,000	0%	\$ 5,750,000	111%	\$ 2,725,000
Listing Inventory	14	-50%	7	-71%	2	-100%	0		0	-100%	3
<b>Total Snowmass Village Market</b>											
Total Unit Sales	15	-80%	3	1600%	51	-59%	21	-43%	12	-67%	36
YTD Unit Sales	48	-6%	45	176%	124	-54%	57	-37%	36	-51%	73
Total Monthly \$ Sales	\$ 25,844,584	-63%	\$ 9,547,500	1014%	\$ 106,318,250	-5%	\$ 100,703,614	58%	\$ 41,974,900	-31%	\$ 60,572,000
Total YTD \$ Sales	\$ 98,823,584	-21%	\$ 78,502,954	208%	\$ 241,585,612	-4%	\$ 231,638,514	43%	\$ 130,934,900	-3%	\$ 135,267,362
Listing Inventory	276	-23%	212	-37%	134	-64%	48	-6%	51	-70%	171

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

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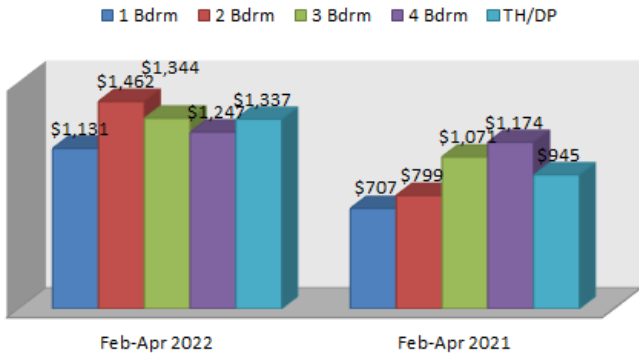
The Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals, deed restricted and commercial properties are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes would be misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report* is copyrighted 2022 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: " The [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@estinaspen.com



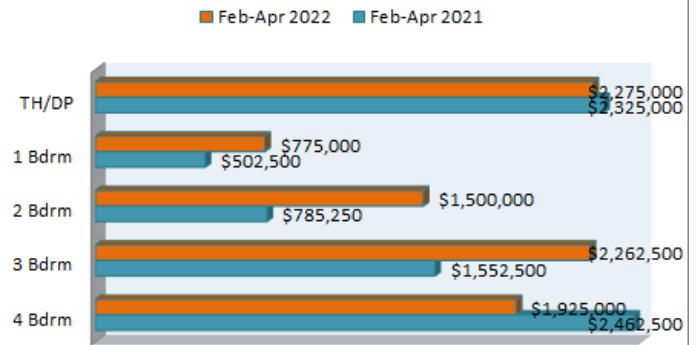


## Estin Report: April 2022 Snowmass Village Condos 3-Mos. Averages

**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 (\$)			
	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021
1 Bdrm	775,000	46%	530,107	1,131	60%	707	685	-9%	749	100%	3%	97%	93%	-3%	97%	1	-93%	14	\$ 775,000	-90%	\$ 7,421,500
2 Bdrm	1,631,857	74%	937,192	1,462	83%	799	1,083	-4%	1,126	98%	1%	97%	97%	0%	97%	14	-53%	30	\$ 22,846,000	-19%	\$ 28,115,750
3 Bdrm	2,078,125	9%	1,910,925	1,344	26%	1,071	1,537	-12%	1,748	97%	1%	96%	96%	-1%	96%	8	-60%	20	\$ 16,625,000	-57%	\$ 38,218,500
4 Bdrm	1,925,000	-30%	2,737,500	1,247	6%	1,174	1,544	-33%	2,288	99%	5%	94%	104%	11%	94%	1	-75%	4	\$ 1,925,000	-82%	\$ 10,950,000
TH/DP	1,557,104	31%	1,189,686	1,337	41%	945	1,120	-11%	1,261	98%	2%	96%	97%	1%	96%	4	-69%	13	\$ 6,228,414	-60%	\$ 15,465,918

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

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## Estin Report: What Snowmass Village\* Areas Are Selling? 3-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.)**					
	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	Feb-Apr 2022	% Chg	Feb-Apr 2021	
Divide	\$12.0	127%	\$5.3	\$2,120	120%	\$963	96%	9%	88%	96%	25%	77%	1	0%	1	\$12.0	127%	\$5.3	0	-100%	1	0	-100%	3
Wood Run	\$7.1	17%	\$6.1	\$2,052	49%	\$1,381	100%	3%	97%	100%	14%	88%	4	-33%	6	\$28.5	-22%	\$36.3	2	-90%	20	2	-85%	10
Ridge Run	\$5.0	75%	\$2.9	\$1,139	31%	\$869	112%	17%	95%	112%	19%	94%	1	-80%	5	\$5.0	-65%	\$14.4	0		0	0		0
Fox Run PUD			\$3.6			\$725			96%			92%	0	-100%	1	\$0.0	-100%	\$3.6	1	-50%	2			6
Two Creeks			\$8.5			\$1,479			100%			100%	0	-100%	1	\$0.0	-100%	\$8.5	1	-80%	5			15
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$5.7	113%	\$2.7	\$1,404	49%	\$942	87%	-8%	95%	88%	0%	88%	4	300%	1	\$22.6	754%	\$2.7	4	100%	2	3	-50%	6
Meadow Ranch	\$1.0	-23%	\$1.3	\$796	9%	\$732	101%	5%	96%	101%	8%	93%	1	-50%	2	\$1.0	-61%	\$2.6	1	0%	1	3	100%	2
Horse Ranch	\$5.1	65%	\$3.1	\$1,420	41%	\$1,005	97%	0%	97%	97%	0%	97%	2	100%	1	\$10.2	230%	\$3.1	3	-63%	8	5	-81%	24
Sinclair Meadows			\$4.3			\$1,574			96%			96%	0	-100%	1	\$0.0	-100%	\$4.3	0	-100%	2			6
Country Club Estates			\$4.5			\$1,666			100%			100%	0	-100%	1	\$0.0	-100%	\$4.5	2		0			0
Old Snowmass (> \$1.5M)	\$13.0			\$1,441			92%						4		0	\$52.1		\$0.0	4	-73%	15	3		

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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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# April 2021: Aspen Snowmass Real Estate Market Snapshot



## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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"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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- W&NP, ASPEN, CO

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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.

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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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"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."

