



July 2022: Aspen Snowmass Real Estate Market Snapshot

RELEASED 08.15.22 ON OR NEAR THE 1ST MONDAY EACH MONTH

v2.1 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 Jul 2022: Sales are slowing quite dramatically. Of the past four years, sales activity in July 2022 most resembles July 2019, pre-pandemic. In July 2022 for Aspen, there were (13) sales vs (29) same time last year, down 55%; in Snowmass Village, there were (6) sales now vs (24) last year, down 75%. For under contracts (UC), a future indicator of activity, in Aspen there were (16) in Jul '22 versus (48) last year, -67%; in Snowmass Village, there were (14) vs (28) same time last year, -50% (See pg 2). However, if a property goes UC in July, it does not necessarily mean it will close in July or later. It may not close at all. A falling number of sales, under contracts and low inventory means less activity overall. Pricing is the primary tool sellers use to position their property to the front of the pack in the hopes of motivating buyers. One would expect to see more and more price decreases as we get closer to summer's end.

July 2022 Aspen & Snowmass Village Real Estate

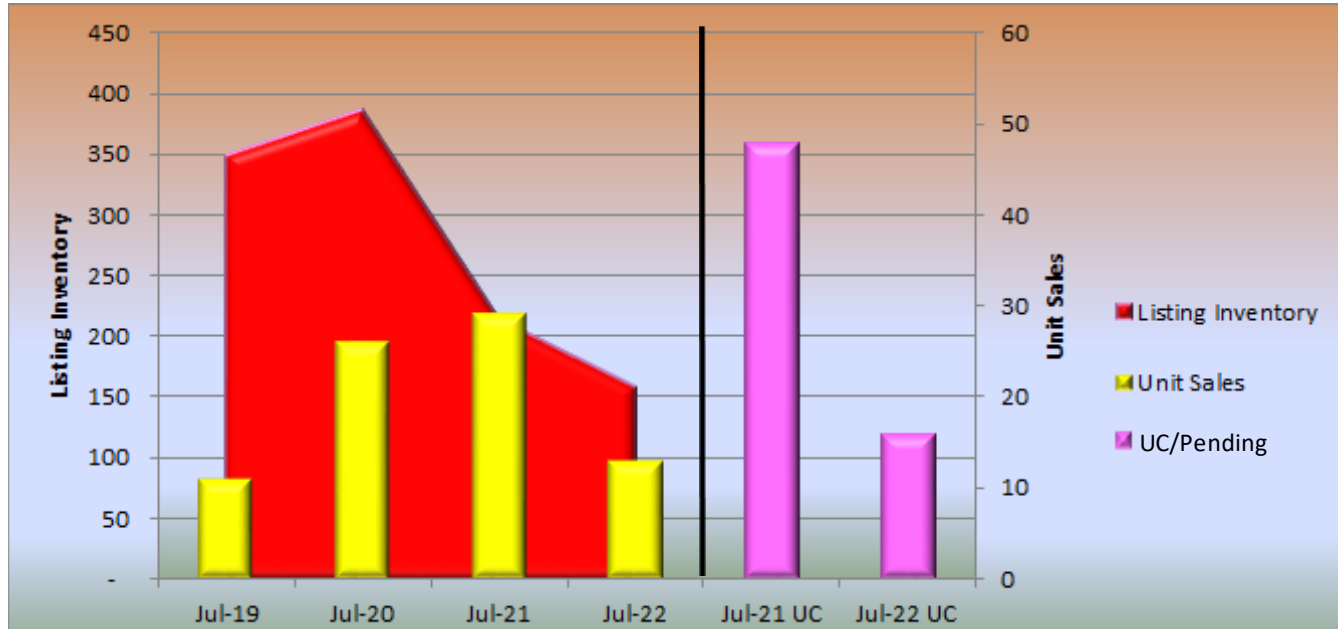
Total Aspen Snowmass Market	Jul-22	% Change	Jul-21	% Change	Jul-20	% Change	Jul-19
Monthly Unit Sales:	19	-64%	53	23%	43	95%	22
Year-to-Date Unit Sales:	226	-44%	407	139%	170	-26%	229
Monthly Dollar Sales:	\$ 100,166,500	-54%	\$ 218,400,429	-1%	\$ 219,721,725	209%	\$ 71,198,400
Year-to-Date Dollar Sales:	\$ 1,705,339,422	-5%	\$ 1,804,462,958	143%	\$ 743,039,946	-7%	\$ 801,186,138
Listing Inventory:	260	-18%	319	-50%	633	5%	603
Aspen Market							
Monthly Unit Sales:	13	-55%	29	12%	26	136%	11
Year-to-Date Unit Sales:	130	-40%	216	125%	96	-27%	131
Monthly Dollar Sales:	\$ 89,054,000	-48%	\$ 170,444,329	-3%	\$ 176,607,000	275%	\$ 47,101,000
Year-to-Date Dollar Sales:	\$ 1,358,550,908	-2%	\$ 1,391,310,246	130%	\$ 606,173,267	-3%	\$ 621,983,404
Listing Inventory:	159	-26%	215	-44%	387	11%	349
Snowmass Village Market							
Monthly Unit Sales:	6	-75%	24	41%	17	55%	11
Year-to-Date Unit Sales:	96	-50%	191	158%	74	-24%	98
Monthly Dollar Sales:	\$ 11,112,500	-77%	\$ 47,956,100	11%	\$ 43,114,725	79%	\$ 24,097,400
Year-to-Date Dollar Sales:	\$ 346,788,514	-16%	\$ 413,152,712	202%	\$ 136,866,679	-24%	\$ 179,202,734
Listing Inventory:	101	-3%	104	-58%	246	-3%	254
Total Property Sales \$10M and Over							
Monthly Unit Sales:	2	-67%	6	100%	3	0%	3
Year-to-Date Unit Sales:	50	19%	42	121%	19	0%	19
Monthly Dollar Sales:	\$ 26,000,000	-78%	\$ 116,766,329	50%	\$ 77,650,000	-30%	\$ 110,600,000
Year-to-Date Dollar Sales:	\$ 1,059,326,909	30%	\$ 815,280,930	165%	\$ 307,947,135	-24%	\$ 403,123,000

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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.

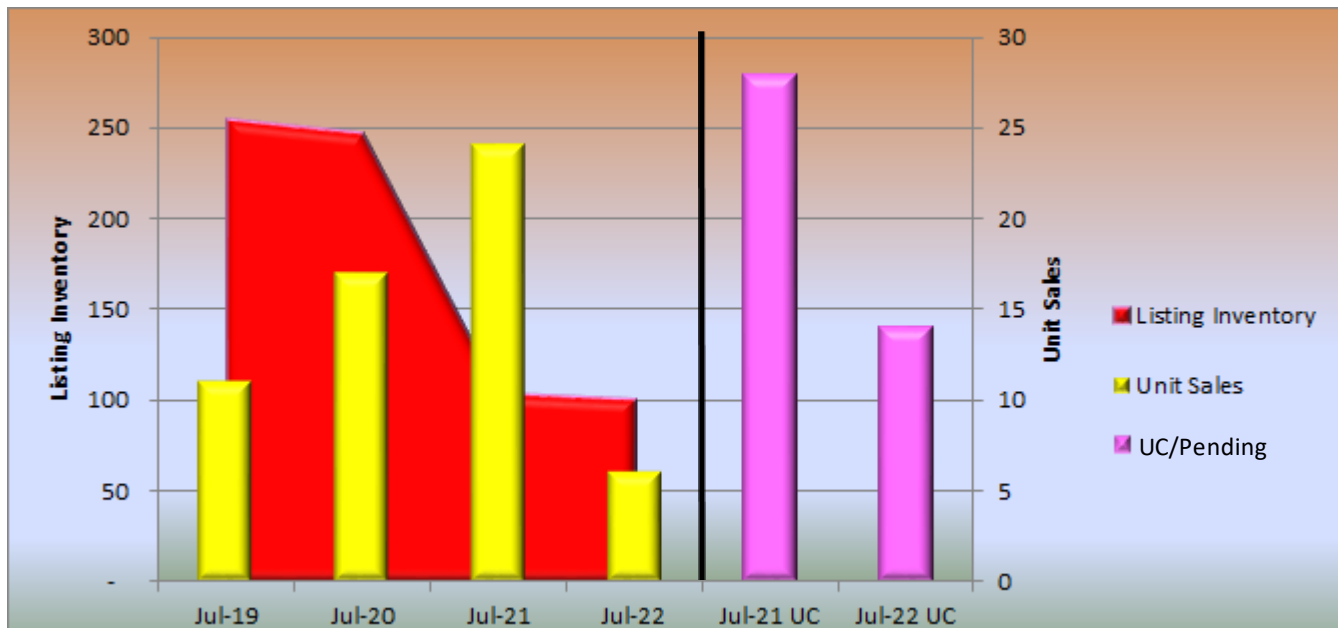


July 2022 Aspen Real Estate Inventory, Sales and Under Contracts



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July 2022 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 Jul 2022. This does not necessarily mean that they will close in July, 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: May, Jun, Jul 2022

Aspen Single Family Homes May-Jul 2022	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	1	0	2	1	6	1	0	4	3	19
Average \$ Per Sale	1,300,000	2,800,000		5,929,500	8,125,000	12,262,500	16,995,000		33,712,500	51,000,000	
Median \$ Per Sale	1,300,000	2,800,000		5,929,500	8,125,000	12,338,333	16,995,000		34,314,227	53,000,000	
Dollar Sales	1,300,000	2,800,000	0	11,859,000	8,125,000	74,030,000	16,995,000	0	137,256,909	159,000,000	411,365,909
Avg Sold \$/Sq.Ft.		1,386		1,611	1,748	2,641	3,248		4,609	3,494	
Avg LvHtSqFt	945	2,020		3,849	4,649	4,756	5,233		7,349	16,892	
Avg Days on Market	385	303		64	93	284	66		199	293	
Sold Price % Ask	93%	93%		95%	96%	93%	100%		90%	93%	
Sold Price % List	93%	140%		95%	86%	87%	100%		93%	93%	
Aspen Single Family Homes May-Jul 2021	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	2	0	4	2	5	7	9	4	1	2	36
Average \$ Per Sale	1,812,500		4,091,000	5,225,000	8,400,000	11,500,000	18,916,329	23,800,000	31,000,000	56,250,000	
Median \$ Per Sale	1,812,500		3,970,500	5,225,000	8,700,000	11,842,857	17,946,814	23,281,250	31,000,000	56,250,000	
Dollar Sales	3,625,000	0	15,882,000	10,450,000	43,500,000	82,900,000	161,521,329	93,125,000	31,000,000	112,500,000	554,503,329
Avg Sold \$/Sq.Ft.	865		1,336	1,102	1,577	2,361	2,265	3,148	2,917	3,242	
Avg LvHtSqFt	2,120		4,183	4,816	5,736	5,326	8,455	7,455	10,629	17,359	
Avg Days on Market	90		436	103	251	246	287	138	39	50	
Sold Price % Ask	96%		101%	100%	91%	89%	100%	94%	94%	100%	
Sold Price % List	110%		94%	100%	86%	88%	101%	85%	94%	100%	

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Snowmass Village Single Family Homes by Price Point: May, Jun, Jul 2022

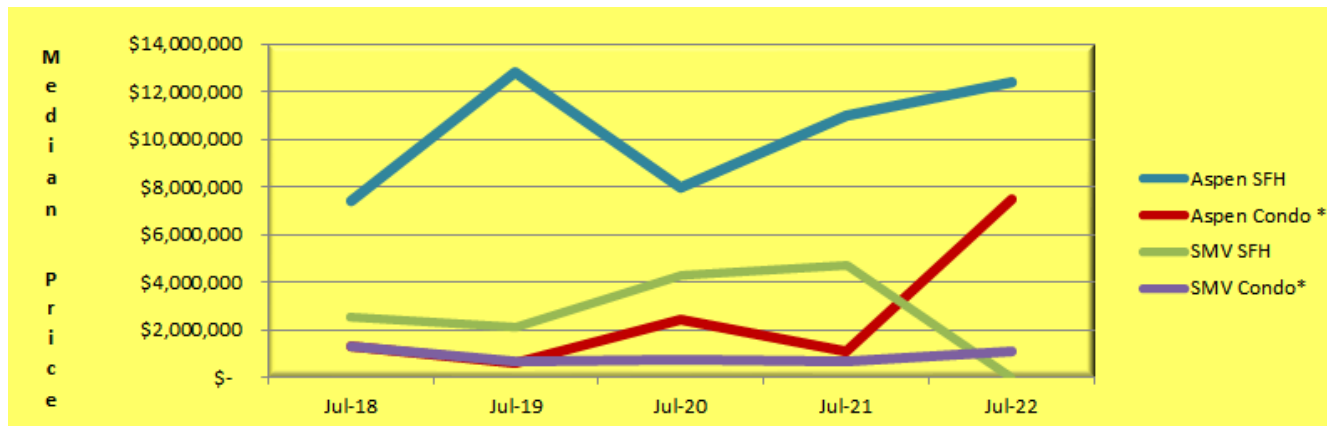
SMV Single Family Homes May-Jul 2022	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	2	4	3	2	0	0	0	0	0	11
Average \$ Per Sale		2,737,500	3,725,000	7,250,000	8,625,000						
Median \$ Per Sale		2,737,500	3,840,000	6,990,833	8,625,000						
Dollar Sales	0	5,475,000	15,360,000	20,972,500	17,250,000	0	0	0	0	0	59,057,500
Avg Sold \$/Sq.Ft.		1,685	1,117	1,483	1,861						
Avg LvHtSqFt		1,637	3,682	4,720	4,715						
Avg Days on Market		146	361	128	237						
Sold Price % Ask		96%	90%	112%	96%						
Sold Price % List		96%	89%	115%	96%						
SMV Single Family Homes May-Jul 2021	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	0	6	5	5	1	0	0	0	0	18
Average \$ Per Sale	1,660,000		3,900,000	5,600,000	8,100,000	12,500,000					
Median \$ Per Sale	1,660,000		4,037,500	5,840,000	8,230,000	12,500,000					
Dollar Sales	1,660,000	0	24,225,000	29,200,000	41,150,000	12,500,000	0	0	0	0	108,735,000
Avg Sold \$/Sq.Ft.	823		1,080	1,234	1,520	2,023					
Avg LvHtSqFt	2,016		3,851	4,774	5,456	6,180					
Avg Days on Market	122		169	212	171	49					
Sold Price % Ask	95%		93%	92%	96%	98%					
Sold Price % List	95%		93%	94%	95%	98%					

Outliers – There were no outliers in Jul 2022.

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July 2022 Aspen and Snowmass Median Sold Prices

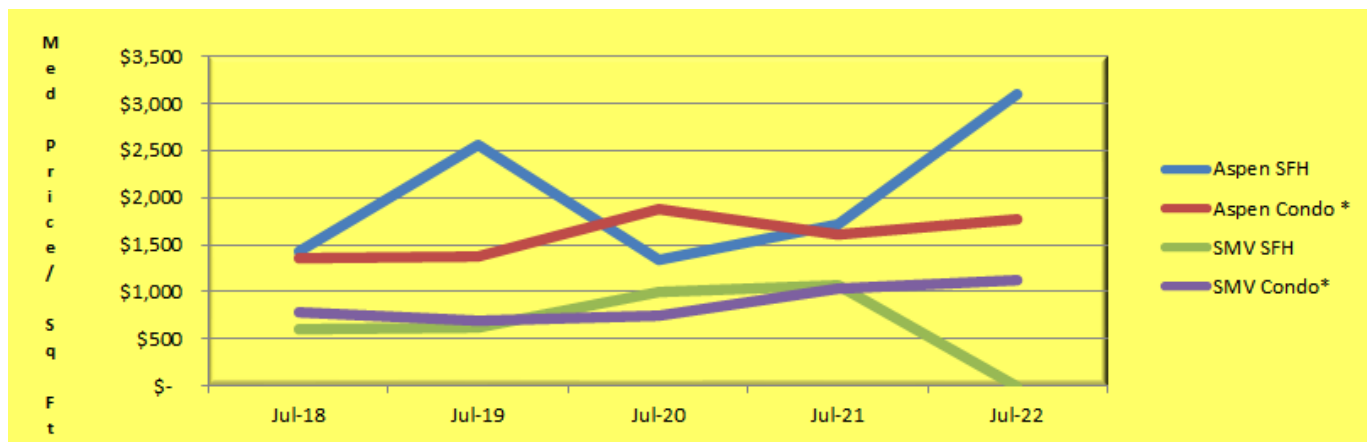


Median Price	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jul-22
Aspen SFH	\$7,400,000	73%	\$12,825,000	-38%	\$8,000,000	38%	\$11,000,000	13%	\$12,400,000
Aspen Condo *	\$1,317,000	-56%	\$579,000	323%	\$2,450,000	-54%	\$1,125,000	566%	\$7,495,000
SMV SFH	\$2,537,500	-17%	\$2,100,000	105%	\$4,295,000	11%	\$4,750,000	-100%	\$0
SMV Condo*	\$1,346,500	-50%	\$670,000	10%	\$735,000	-3%	\$710,000	58%	\$1,118,750

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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 are generally considered a more accurate measure of price direction. For Avg Sold Prices and Sold \$/SqFt metrics by neighborhoods, see pg 7 (Aspen) & 9 (SMV). A blank cell or \$0 above represents no sales during the time period.

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



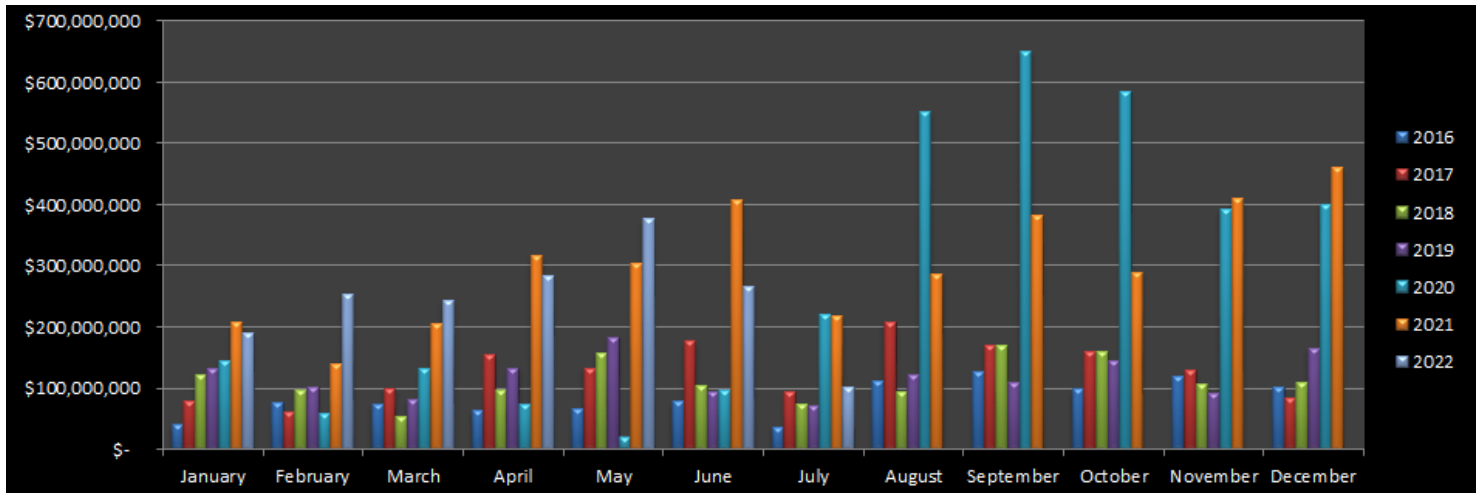
Med Price / Sq Ft	Jul-18	% Chg	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jul-22
Aspen SFH	\$1,435	78%	\$2,555	-48%	\$1,333	28%	\$1,711	81%	\$3,104
Aspen Condo *	\$1,351	2%	\$1,380	37%	\$1,884	-14%	\$1,616	10%	\$1,771
SMV SFH	\$598	3%	\$613	64%	\$1,006	6%	\$1,064	-100%	\$0
SMV Condo*	\$792	-12%	\$700	7%	\$746	39%	\$1,035	8%	\$1,117

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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, see pages 7 & 9. A blank cell or \$0 above represents no sales during the time period.



Estin Report: Total Aspen Snowmass Combined Market July 2022 & Historical Sales



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Estin Report: Total Aspen Snowmass Market July 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	19%	\$ 243,199,900
April	\$ 63,437,200	143%	\$ 154,001,805	-37%	\$ 96,549,000	37%	\$ 131,848,449	-45%	\$ 72,958,000	332%	\$ 315,402,749	-10%	\$ 282,793,614
May	\$ 66,611,988	98%	\$ 131,838,473	19%	\$ 157,289,500	16%	\$ 182,456,350	-89%	\$ 19,314,000	1477%	\$ 304,604,000	23%	\$ 376,029,500
June	\$ 78,271,000	125%	\$ 176,266,601	-40%	\$ 105,063,500	-12%	\$ 92,872,750	3%	\$ 95,355,000	326%	\$ 406,592,148	-34%	\$ 266,800,908
July	\$ 36,593,500	159%	\$ 94,893,875	-22%	\$ 74,407,500	-4%	\$ 71,198,400	209%	\$ 219,721,725	-1%	\$ 218,400,429	-54%	\$ 100,166,500
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%	\$ -
Annual Totals	\$ 994,616,068	56%	\$ 1,548,868,557	-13%	\$ 1,344,044,260	6%	\$ 1,426,781,478	133%	\$ 3,323,102,659	9%	\$ 3,621,960,219	-53%	\$ 1,713,119,422
YTD Total	\$ 435,519,018	84%	\$ 800,358,482	-9%	\$ 730,942,938	10%	\$ 801,186,138	-7%	\$ 743,039,946	143%	\$ 1,804,462,958	-5%	\$ 1,713,119,422

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Estin Report: Total Aspen Snowmass Market July 2021 Unit Sales

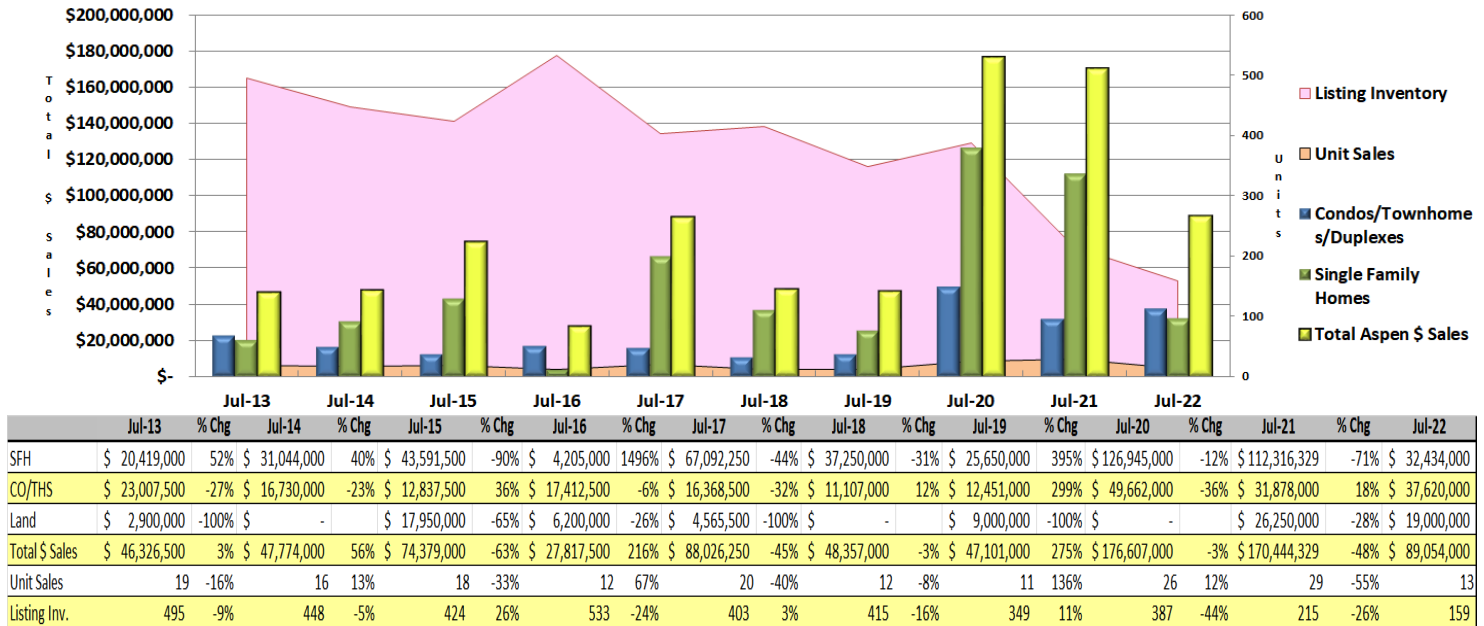
Month	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022
January	21	24%	26	31%	34	-12%	30	20%	36	17%	42	-43%	24
February	22	-14%	19	58%	30	-27%	22	-14%	19	95%	37	0%	37
March	28	29%	36	-47%	19	47%	28	0%	28	129%	64	-52%	31
April	28	39%	39	-15%	33	36%	45	-64%	16	419%	83	-48%	43
May	18	144%	44	-14%	38	32%	50	-84%	8	638%	59	-42%	34
June	20	95%	39	-3%	38	-29%	27	-26%	20	215%	63	-35%	41
July	18	39%	25	-20%	20	10%	22	95%	43	23%	53	-64%	19
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
Annual Totals	339	30%	442	-1%	438	-8%	405	59%	645	15%	743	-69%	229
YTD Total	155	48%	230	-6%	216	6%	229	-26%	170	139%	407	-44%	229

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July 2022 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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	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jul-22	% Chg	Jun-22	% Chg	Jun-21
Single Family Homes											
Unit Sales	2	450%	11	-18%	9	-67%	3	-63%	8	-53%	17
YTD Unit Sales	42	-10%	38	95%	74	-30%	52	6%	49	-25%	65
Monthly \$ Sales	\$ 25,650,000	395%	\$ 126,945,000	-12%	\$ 112,316,329	-71%	\$ 32,434,000	-336%	\$ 141,336,909	-49%	\$ 275,432,000
YTD \$ Sales	\$ 374,916,850	-4%	\$ 361,146,767	174%	\$ 991,162,930	-7%	\$ 922,530,909	4%	\$ 890,096,909	1%	\$ 878,846,601
Listing Inventory	179	2%	183	-45%	101	-18%	83	18%	68	-29%	96
Condos / Townhomes											
Unit Sales	7	114%	15	13%	17	-59%	7	-86%	13	-19%	16
YTD Unit Sales	80	-33%	54	115%	116	-42%	67	10%	60	-39%	99
Monthly \$ Sales	\$ 12,451,000	299%	\$ 49,662,000	-36%	\$ 31,878,000	18%	\$ 37,620,000	-38%	\$ 51,975,999	53%	\$ 33,992,148
YTD \$ Sales	\$ 176,020,940	28%	\$ 225,226,500	25%	\$ 282,306,816	14%	\$ 321,959,999	12%	\$ 284,339,999	14%	\$ 250,428,816
Listing Inventory	122	34%	164	-41%	97	-33%	65	20%	52	-49%	102
Vacant Land											
Unit Sales	2	-100%	0		3	0%	3	33%	2	-78%	9
YTD Unit Sales	9	-56%	4	550%	26	-58%	11	27%	8	-65%	23
Monthly \$ Sales	\$ 9,000,000	-100%	\$ -		\$ 26,250,000	-28%	\$ 19,000,000	20%	\$ 15,250,000	-63%	\$ 40,895,000
YTD \$ Sales	\$ 71,045,615	-72%	\$ 19,800,000	495%	\$ 117,840,500	-3%	\$ 114,060,000	17%	\$ 95,060,000	4%	\$ 91,590,500
Listing Inventory	48	-17%	40	-58%	17	-35%	11	9%	10	-41%	17
Total Aspen Market											
Total Unit Sales	11	136%	26	12%	29	-55%	13	-77%	23	-45%	42
YTD Unit Sales	131	-27%	96	125%	216	-40%	130	10%	117	-37%	187
Total Monthly \$ Sales	\$ 47,101,000	275%	\$ 176,607,000	-3%	\$ 170,444,329	-48%	\$ 89,054,000	-134%	\$ 208,562,908	-40%	\$ 350,319,148
Total YTD \$ Sales	\$ 621,983,404	-3%	\$ 606,173,267	130%	\$ 1,391,310,246	-2%	\$ 1,358,550,908	7%	\$ 1,269,496,908	4%	\$ 1,220,865,917
Listing Inventory	349	11%	387	-44%	215	-26%	159	18%	130	-40%	215

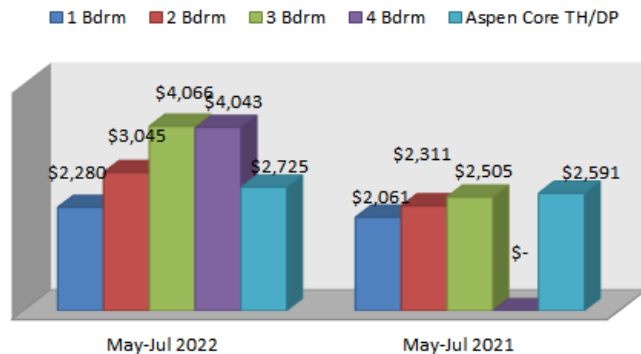
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Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family 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

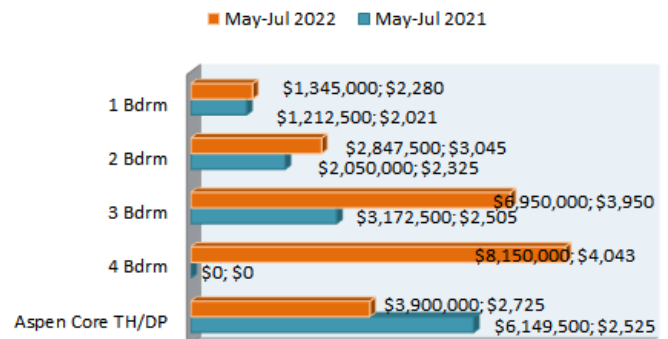


Estin Report: July 2022 Aspen Core Condos* 3-Mos.Averages

Avg Sold \$ / Sq Ft



Med Sold Price; Med \$ / Sq Ft



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	% Chg		May-Jul 2021	% Chg		May-Jul 2021	% Chg		May-Jul 2021	% Chg		May-Jul 2021	% Chg		May-Jul 2021	% Chg		May-Jul 2021	% Chg		May-Jul 2021
	May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021		May-Jul 2022	May-Jul 2021	
1 Bdrm	1,345,000	-5%	1,419,643	2,280	11%	2,061	597	-12%	679	100%	2%	98%	100%	6%	94%	2	-71%	7	\$ 2,690,000	-73%	\$ 9,937,500
2 Bdrm	2,847,500	43%	1,989,444	3,045	32%	2,311	923	8%	857	100%	4%	96%	98%	5%	94%	2	-78%	9	\$ 5,695,000	-68%	\$ 17,905,000
3 Bdrm	8,234,375	160%	3,172,500	4,066	62%	2,505	1,964	54%	1,276	96%	-3%	99%	95%	-4%	99%	8	300%	2	\$ 65,875,000	938%	\$ 6,345,000
4 Bdrm	8,150,000			4,043						97%			117%			1	0	0	\$ 8,150,000		
Aspen Core TH/DP	3,900,000	-34%	5,924,167	2,725	5%	2,591	1,431	-40%	2,382	98%	0%	97%	98%	3%	95%	1	-83%	6	\$ 3,900,000	-89%	\$ 35,545,000

*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	Med. Sold Price (\$M)		Med. Sold \$/SqFt			Sold Price % Ask		Sold Price % Orig			Unit Sales			Dollar Sales			Active Listings			Absorption Rate				
	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021			
Central Core (SFH)	\$60.0	406%	\$11.9	\$3,587	20%	\$2,990	100%	1%	99%	100%	5%	96%	1	-50%	2	\$60.0	153%	\$23.7	7	-53%	15	21	-7%	23
Central Core (CO&TH)	\$6.0	300%	\$1.5	\$3,461	64%	\$2,114	97%	0%	97%	97%	2%	95%	15	-57%	35	\$87.1	10%	\$79.1	39	-65%	113	8	-19%	10
Smuggler (SFH)	\$7.5	-11%	\$8.4	\$3,104	196%	\$1,047	97%	3%	94%	97%	3%	94%	2	100%	1	\$14.9	77%	\$8.4	0	-100%	7	0	-100%	21
Smuggler (CO&TH)	\$0.9	10%	\$0.8	\$1,476	33%	\$1,107	99%	1%	98%	99%	2%	97%	3	-70%	10	\$3.4	-64%	\$9.5	1	-91%	11	1	-70%	3
West Aspen	\$7.3	-54%	\$16.0	\$1,541	-11%	\$1,722	97%	2%	96%	91%	1%	91%	2	-82%	11	\$14.6	-92%	\$183.4	20	-64%	55	30	100%	15
West End	\$12.4	13%	\$11.0	\$2,886	21%	\$2,395	86%	-4%	89%	82%	-6%	88%	5	25%	4	\$100.5	117%	\$46.2	16	-24%	21	10	-39%	16
Red Mountain	\$36.3	91%	\$19.0	\$4,582	69%	\$2,710	102%	9%	94%	110%	16%	95%	2	-78%	9	\$72.6	-67%	\$220.7	8	-67%	24	12	50%	8
East Aspen	\$17.0	45%	\$11.7	\$3,248	32%	\$2,464	100%	1%	99%	102%	14%	89%	3	50%	2	\$80.1	242%	\$23.5	12	-29%	17	12	-53%	26
McLain Flats/Starwood	\$48.0		\$0.0	\$0		\$0	91%			91%			1		0	\$48.0		\$0.0	8	-47%	15	24		
Woody Creek (> \$1.5M)		-100%	\$8.9	\$571	-56%	\$1,292			99%			98%	0	-100%	4	\$0.0	-100%	\$40.8	7	-22%	9			7
Brush Creek Village (>\$1.5M)	\$3.2	4%	\$3.1	\$1,317	71%	\$771	93%	-5%	97%	93%	-12%	106%	2	0%	2	\$6.4	4%	\$6.1	9	125%	4	14	125%	6

*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.

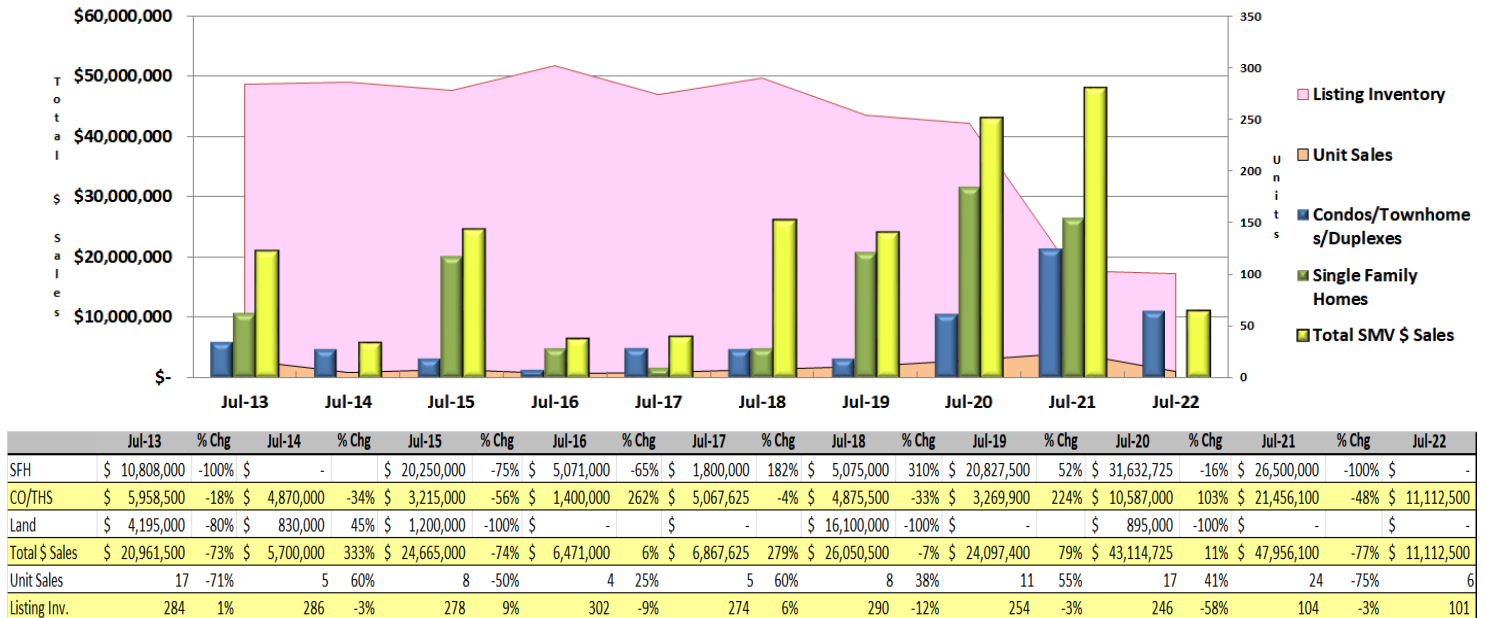
**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of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

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July 2022 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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	Jul-19	% Chg	Jul-20	% Chg	Jul-21	% Chg	Jul-22	% Chg	Jun-22	% Chg	Jun-21
Single Family Homes											
Unit Sales	7	0%	7	-29%	5	-100%	0		8	33%	6
YTD Unit Sales	27	-44%	15	160%	39	-23%	30	0%	30	-12%	34
Monthly \$ Sales	\$ 20,827,500	52%	\$ 31,632,725	-16%	\$ 26,500,000	-100%	\$ -		\$ 39,235,000	4%	\$ 37,610,000
YTD \$ Sales	\$ 105,088,100	-47%	\$ 55,321,725	284%	\$ 212,271,500	0%	\$ 212,347,114	0%	\$ 212,347,114	14%	\$ 185,771,500
Listing Inventory	77	0%	77	-61%	30	-17%	25	12%	22	-21%	28
Condos / Townhomes											
Unit Sales	4	125%	9	111%	19	-68%	6	-67%	10	-29%	14
YTD Unit Sales	69	-17%	57	161%	149	-56%	65	-9%	59	-55%	130
Monthly \$ Sales	\$ 3,269,900	224%	\$ 10,587,000	103%	\$ 21,456,100	-48%	\$ 11,112,500	-71%	\$ 19,003,000	47%	\$ 12,913,000
YTD \$ Sales	\$ 71,946,300	5%	\$ 75,749,954	149%	\$ 188,806,212	-32%	\$ 128,691,400	9%	\$ 117,578,900	-30%	\$ 167,350,112
Listing Inventory	165	-2%	161	-55%	73	4%	76	32%	52	-34%	79
Vacant Land											
Unit Sales	0		1	-100%	0		0		0	-100%	1
YTD Unit Sales	2	0%	2	50%	3	-67%	1	0%	1	-67%	3
Monthly \$ Sales	\$ -		\$ 895,000	-100%	\$ -		\$ -		\$ -	-100%	\$ 5,750,000
YTD \$ Sales	\$ 2,168,334	167%	\$ 5,795,000	108%	\$ 12,075,000	-52%	\$ 5,750,000	0%	\$ 5,750,000	-52%	\$ 12,075,000
Listing Inventory	12	-33%	8	-88%	1	-100%	0		0	-100%	2
Total Snowmass Village Market											
Total Unit Sales	11	55%	17	41%	24	-75%	6	200%	18	-14%	21
YTD Unit Sales	98	-24%	74	158%	191	-50%	96	-6%	90	-46%	167
Total Monthly \$ Sales	\$ 24,097,400	79%	\$ 43,114,725	11%	\$ 47,956,100	-77%	\$ 11,112,500	-424%	\$ 58,238,000	3%	\$ 56,273,000
Total YTD \$ Sales	\$ 179,202,734	-24%	\$ 136,866,679	202%	\$ 413,152,712	-16%	\$ 346,788,514	3%	\$ 335,676,014	-8%	\$ 365,196,612
Listing Inventory	254	-3%	246	-58%	104	-3%	101	27%	74	-32%	109

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

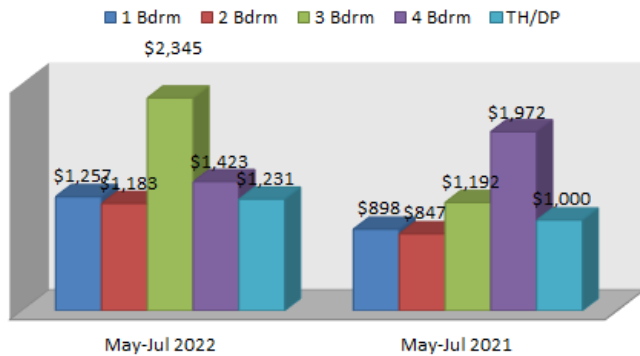
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Estin Report: The charts and tables above document sales activity for Snowmass Village only. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals, deed 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](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

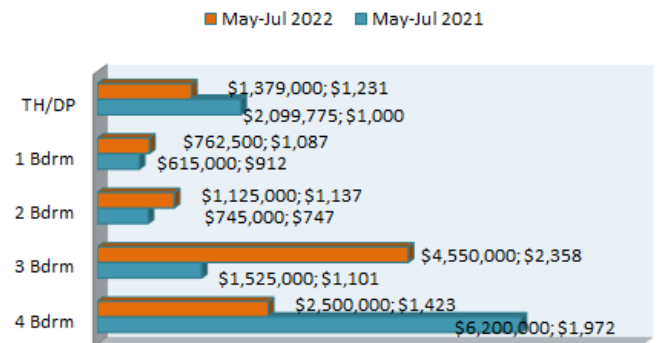


Estin Report: July 2022 Snowmass Village Condos 3-Mos.Averages

Avg Sold \$ / Sq Ft



Med Sold Price; Med \$ / Sq Ft



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021	Apr-Jun 2022	% Chg	Apr-Jun 2021
1 Bdrm	821,000	51%	542,778	1,276	61%	791	652	-5%	688	100%	2%	98%	99%	2%	97%	6	-67%	18	\$ 4,926,000	-50%	\$ 9,770,000
2 Bdrm	1,597,083	105%	777,424	1,370	86%	738	1,118	7%	1,049	97%	-2%	98%	95%	-2%	97%	12	-48%	23	\$ 19,165,000	7%	\$ 17,880,750
3 Bdrm	3,334,000	70%	1,962,143	1,970	78%	1,107	1,690	-2%	1,719	97%	-1%	97%	94%	-3%	97%	10	-29%	14	\$ 33,340,000	21%	\$ 27,470,000
4 Bdrm	2,500,000	-46%	4,641,667	1,423	-15%	1,681	1,757	-31%	2,549	94%	-2%	96%	85%	-12%	96%	1	-67%	3	\$ 2,500,000	-82%	\$ 13,925,000
TH/DP	1,923,469	73%	1,114,105	1,231	32%	935	1,164	5%	1,109	97%	-1%	98%	95%	-2%	97%	1	-80%	5	\$ 1,923,469	-65%	\$ 5,570,527

*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	Med. Sold Price (\$M)		Med. Sold \$/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales		Dollar Sales			Active Listings			Absorption Rate (Mos.)**				
	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021	May-Jul 2022	% Chg	May-Jul 2021			
Divide	\$0.0	-100%	\$12.5	\$0	-100%	\$2,023			98%			98%	0	-100%	1	\$0.0	-100%	\$12.5	0	-100%	1		3	
Wood Run	\$7.5	-10%	\$8.4	\$1,471	-11%	\$1,658	96%	-1%	97%	96%	2%	94%	3	50%	2	\$20.6	23%	\$16.7	2	-90%	20	2	-93%	30
Ridge Run	\$4.6	0%	\$4.6	\$1,585	52%	\$1,041	99%	2%	97%	98%	0%	97%	3	-25%	4	\$14.9	-18%	\$18.2	0		0	0		0
Fox Run PUD	\$0.0	-100%	\$4.8	\$0	-100%	\$928			95%			95%	0	-100%	1	\$0.0	-100%	\$4.8	1	-50%	2			6
Two Creeks	\$0.0	-100%	\$8.4	\$0	-100%	\$1,565			98%			98%	0	-100%	1	\$0.0	-100%	\$8.4	1	-80%	5			15
Pines Owl Cr	\$0.0	-100%	\$7.5	\$0	-100%	\$1,355							0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$6.3		\$0.0	\$1,352		\$0	114%			126%			1		0	\$6.3		\$0.0	4	100%	2	12		
Meadow Ranch	\$0.0	-100%	\$1.3	\$0	-100%	\$785			97%			97%	0	-100%	2	\$0.0	-100%	\$2.6	1	0%	1			2
Horse Ranch	\$7.3	33%	\$5.5	\$1,450	23%	\$1,180	104%	10%	95%	104%	8%	97%	1	-75%	4	\$7.3	-68%	\$22.7	3	-63%	8	9	50%	6
Sinclair Meadows	\$0.0		\$0.0	\$0		\$0							0		0	\$0.0		\$0.0	0	-100%	2			
Country Club Estates	\$0.0	-100%	\$4.9	\$0	-100%	\$1,674			100%			100%	0	-100%	1	\$0.0	-100%	\$4.9	2		0			0
Old Snowmass (> \$1.5M)	\$6.9			\$1,842			89%			86%			3		0	\$20.7		\$0.0	7	-61%	18	7		

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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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July 2022: 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."

- FS, ASPEN AND DC

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- W&NP, ASPEN, CO



"No Broker works harder than Tim Estin. More importantly, he has the business smarts and the analytical background to evaluate the dollars and cents of purchasing and selling a property in Aspen. He complements that wonderfully with the common sense and empathy to advise us - as buyers and sellers - if any given real estate decision is "right for us. We view Tim's counsel as invaluable."

- T&SW, NYC

"Your report is incredible... The executive summary/recap and the report itself is stunning and it is rich with useful information. This is a seriously amazing amount of work."

- LN APPRAISAL NETWORK, ASPEN

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Contact the expert in Aspen real estate and author of *The Estin Report*, the primary market guide for Aspen Snowmass real estate and one of the many reasons local media call him, "One of the town's best real estate brokers."

