



## August 2022: Aspen Snowmass Real Estate Market Snapshot

RELEASED 09.05.22 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.75 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 Aug 2022:

The market continues on its post pandemic, slower path to a return to 2019 and 2018 normalcy, which of themselves, pre-pandemic, were healthy and active selling periods.

The only category in the green this month is property sales over \$10M ...not difficult to accomplish when the median Aspen single family home sold at \$11.675M/\$3,106 SF in August.

The pendings or under contracts in August are down 47% in Aspen and 69% in Snowmass Village. Under contracts are seen as indicators of future activity. (See pg 2).

### August 2022 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Aug-22	% Change	Aug-21	% Change	Aug-20	% Change	Aug-19
Monthly Unit Sales:	36	-49%	71	-29%	100	144%	41
Year-to-Date Unit Sales:	262	-45%	478	77%	270	0%	270
Monthly Dollar Sales:	\$ 197,017,000	-31%	\$ 286,288,891	-48%	\$ 552,231,000	351%	\$ 122,314,750
Year-to-Date Dollar Sales:	\$ 1,902,356,422	-9%	\$ 2,090,751,849	61%	\$ 1,295,270,946	40%	\$ 923,500,888
Listing Inventory:	262	0%	263	-57%	615	5%	585
<b>Aspen Market</b>							
Monthly Unit Sales:	21	-53%	45	-32%	66	247%	19
Year-to-Date Unit Sales:	151	-42%	261	61%	162	8%	150
Monthly Dollar Sales:	\$ 158,265,000	-32%	\$ 232,322,741	-53%	\$ 492,723,000	459%	\$ 88,116,500
Year-to-Date Dollar Sales:	\$ 1,516,815,908	-7%	\$ 1,623,632,987	48%	\$ 1,098,896,267	55%	\$ 710,099,904
Listing Inventory:	165	-8%	180	-54%	388	12%	347
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	15	-42%	26	-24%	34	55%	22
Year-to-Date Unit Sales:	111	-49%	217	101%	108	-10%	120
Monthly Dollar Sales:	\$ 38,752,000	-28%	\$ 53,966,150	-9%	\$ 59,508,000	74%	\$ 34,198,250
Year-to-Date Dollar Sales:	\$ 385,540,514	-17%	\$ 467,118,862	138%	\$ 196,374,679	-8%	\$ 213,400,984
Listing Inventory:	97	17%	83	-63%	227	-5%	238
<b>Total Property Sales \$10M and Over*</b>							
Monthly Unit Sales:	8	60%	5	-71%	17	0%	17
Year-to-Date Unit Sales:	58	23%	47	31%	36	0%	36
Monthly Dollar Sales:	\$ 129,410,000	43%	\$ 90,364,991	-68%	\$ 279,432,500	-10%	\$ 311,445,012
Year-to-Date Dollar Sales:	\$ 1,188,736,909	31%	\$ 905,645,921	54%	\$ 587,379,635	-18%	\$ 714,568,012

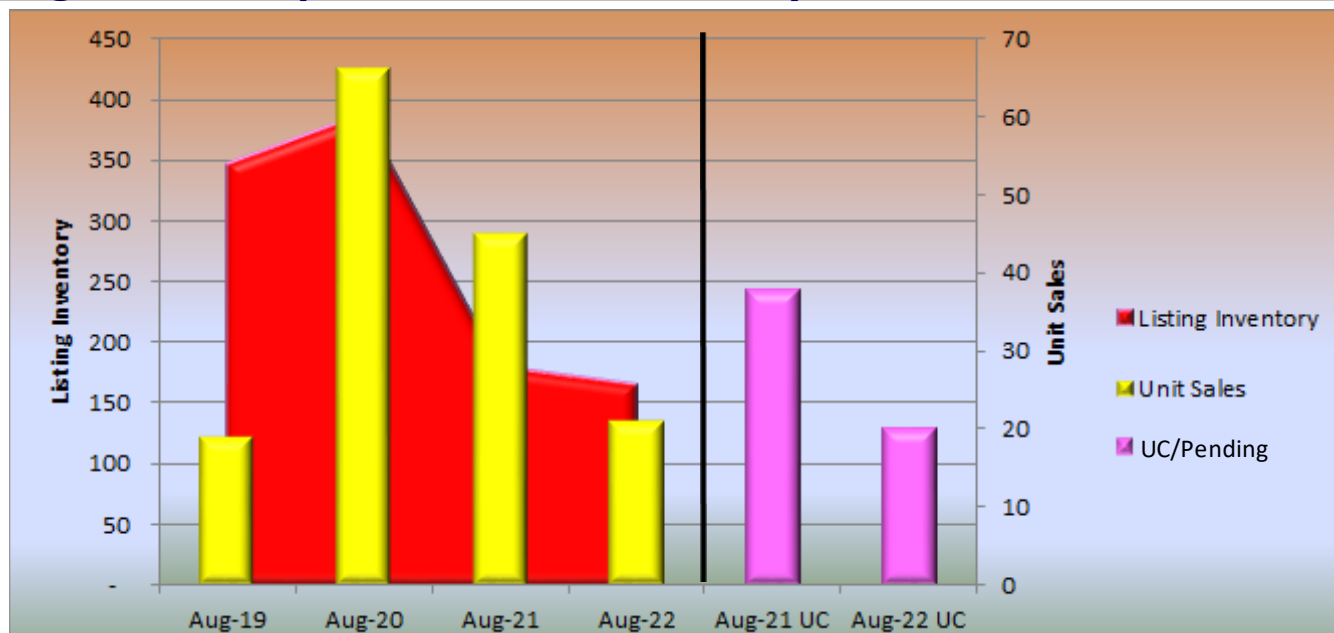
\*See breakdown on Pg 3

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Source data is from the Aspen Glenwood MLS and is scrubbed to remove outlier and misleading sales (Pg3). Aspen includes Brush Crk, Woody Crk and Old Snowmass single family home sales over \$1.5M. Sales by specific Aspen and Snowmass neighborhoods are on Pgs 7 and 9 respectively. Included property types: single family homes, condos, townhomes, duplexes & residential vacant lots at sold prices over \$250,000 except where otherwise indicated. Fractionals are not included.



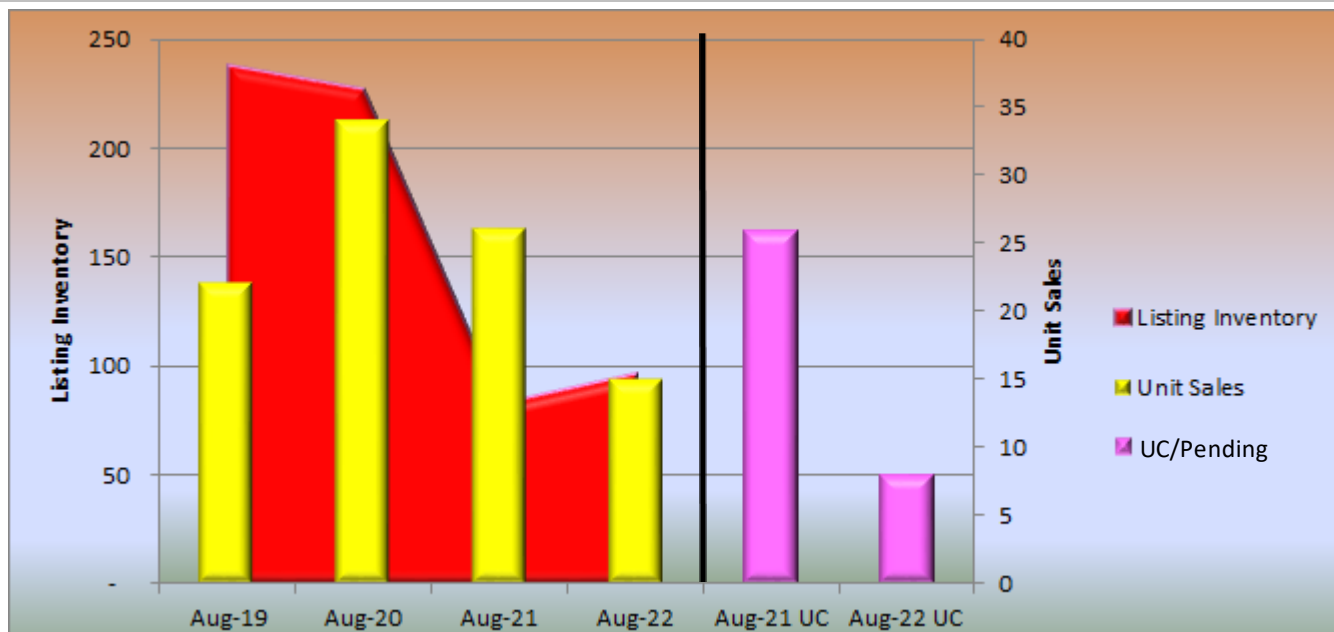
## August 2022 Aspen Real Estate Inventory, Sales and Under Contracts



	Aug-19	% Chg	Aug-20	% Chg	Aug-21	% Chg	Aug-22	Aug-22 UC	% Chg	Aug-21 UC
<b>Total Aspen Market</b>										
Unit Sales	19	247%	66	-32%	45	-53%	21	20	-47%	38
Listing Inventory	347	12%	388	-54%	180	-8%	165			

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



	Aug-19	% Chg	Aug-20	% Chg	Aug-21	% Chg	Aug-22	Aug-22 UC	% Chg	Aug-21 UC
<b>Total Snowmass Village Market</b>										
Unit Sales	22	55%	34	-24%	26	-42%	15	8	-69%	26
Listing Inventory	238	-5%	227	-63%	83	17%	97			

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NOTE: UC— These are the number of units that went Under Contract in Aug 2022. This does not necessarily mean that they will close in August, 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 be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



## Aspen Single Family Home Sales by Price Point in Past 3 Mos.

Aspen Single Family Homes Jun-Aug 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	2	0	0	3	1	8	1	0	2	1	18
Average \$ Per Sale	1,475,000			5,929,500	8,125,000	12,352,500	16,995,000		33,790,955	48,000,000	
Median \$ Per Sale	1,475,000			5,929,500	8,125,000	12,125,000	16,995,000		33,790,955	48,000,000	
Dollar Sales	2,950,000	0	0	17,409,000	8,125,000	98,820,000	16,995,000	0	67,581,909	48,000,000	259,880,909
Avg Sold \$/Sq.Ft.	908			1,664	1,748	2,941	3,248		3,981	2,533	
Avg LvHtSqFt	1,382			3,610	4,649	4,308	5,233		8,497	18,951	
Avg Days on Market	223			95	93	147	66		392	477	
Sold Price % Ask	91%			99%	96%	94%	100%		90%	91%	
Sold Price % List	91%			99%	86%	92%	100%		97%	91%	

Aspen Single Family Homes Jun-Aug 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	6	4	5	8	8	4	0	1	38
Average \$ Per Sale	1,812,500		3,733,417	5,687,500	8,880,000	11,620,624	17,659,541	24,656,250		72,500,000	
Median \$ Per Sale	1,812,500		3,681,250	5,450,000	9,250,000	11,300,000	18,583,165	25,062,500		72,500,000	
Dollar Sales	3,625,000	0	22,400,500	22,750,000	44,400,000	92,964,991	141,276,329	98,625,000	0	72,500,000	498,541,820
Avg Sold \$/Sq.Ft.	865		772	1,147	1,530	2,319	2,246	3,071		3,236	
Avg LvHtSqFt	2,120		5,066	5,165	6,024	5,283	8,341	8,174		22,405	
Avg Days on Market	90		220	152	211	361	334	170		64	
Sold Price % Ask	96%		98%	97%	95%	92%	94%	90%		100%	
Sold Price % List	110%		97%	97%	94%	93%	96%	82%		100%	

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## Snowmass Village Single Family Home Sales by Price Point in Past 3 Mos.

SMV Single Family Homes Jun-Aug 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	3	2	1	1	0	0	0	0	9
Average \$ Per Sale		2,737,500	3,853,333	7,350,000	7,500,000	13,000,000					
Median \$ Per Sale		2,737,500	3,650,000	7,350,000	7,500,000	13,000,000					
Dollar Sales	0	5,475,000	11,560,000	14,700,000	7,500,000	13,000,000	0	0	0	0	52,235,000
Avg Sold \$/Sq.Ft.		1,685	1,207	1,549	1,471	2,173					
Avg LvHtSqFt		1,637	3,415	4,760	5,100	5,982					
Avg Days on Market		146	395	99	429	44					
Sold Price % Ask		96%	93%	105%	94%	93%					
Sold Price % List		96%	91%	105%	94%	93%					

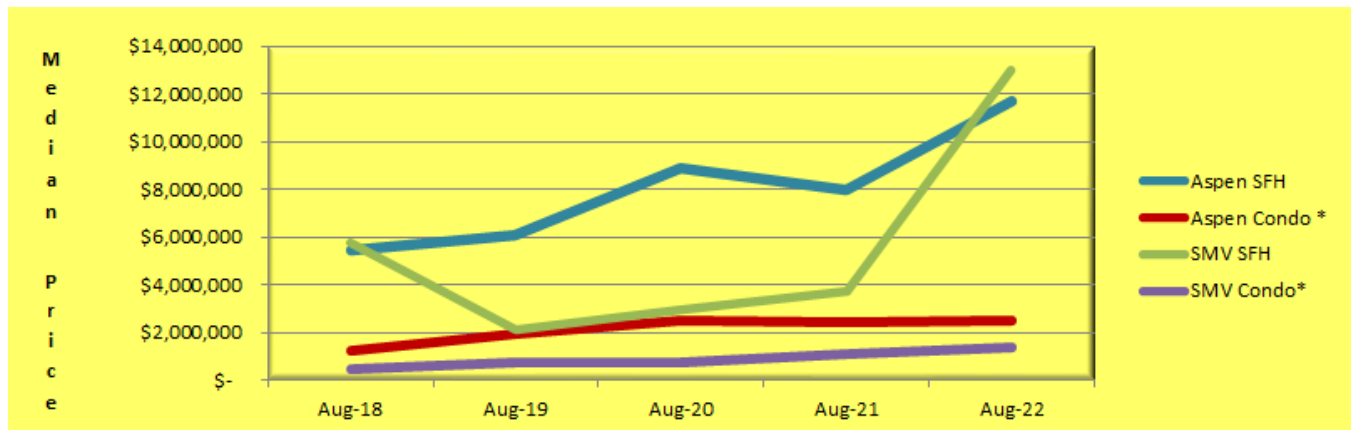
SMV Single Family Homes Jun-Aug 2021	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	2	8	2	4	1	0	0	0	0	18
Average \$ Per Sale	1,660,000	2,122,500	3,898,125	5,350,000	8,145,000	12,500,000					
Median \$ Per Sale	1,660,000	2,122,500	3,780,000	5,350,000	8,200,000	12,500,000					
Dollar Sales	1,660,000	4,245,000	31,185,000	10,700,000	32,580,000	12,500,000	0	0	0	0	92,870,000
Avg Sold \$/Sq.Ft.	823	871	1,124	1,086	1,621	2,023					
Avg LvHtSqFt	2,016	2,441	3,600	4,931	5,026	6,180					
Avg Days on Market	122	105	207	104	203	49					
Sold Price % Ask	95%	97%	96%	99%	96%	98%					
Sold Price % List	95%	97%	96%	99%	95%	98%					

**Outliers sales Aug 2022:** MLS#175589 at Owl Creek Ranch, 60 acres between Aspen and Snowmass Village, is a vacant lot sale and 176366 at 8719 Capitol Creek, is an off the grid property.

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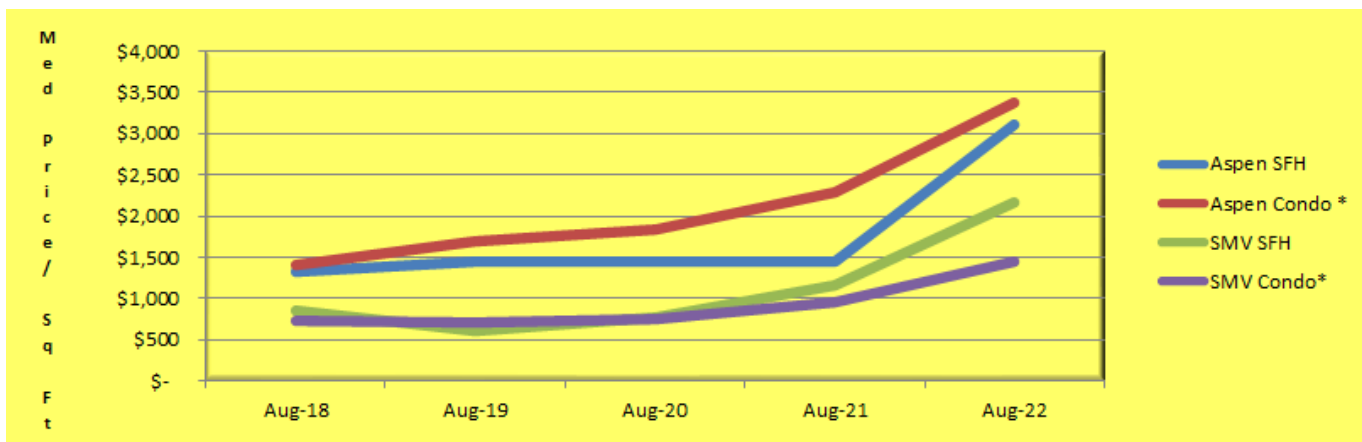
## August 2022 Aspen and Snowmass Median Sold Prices



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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 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.

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



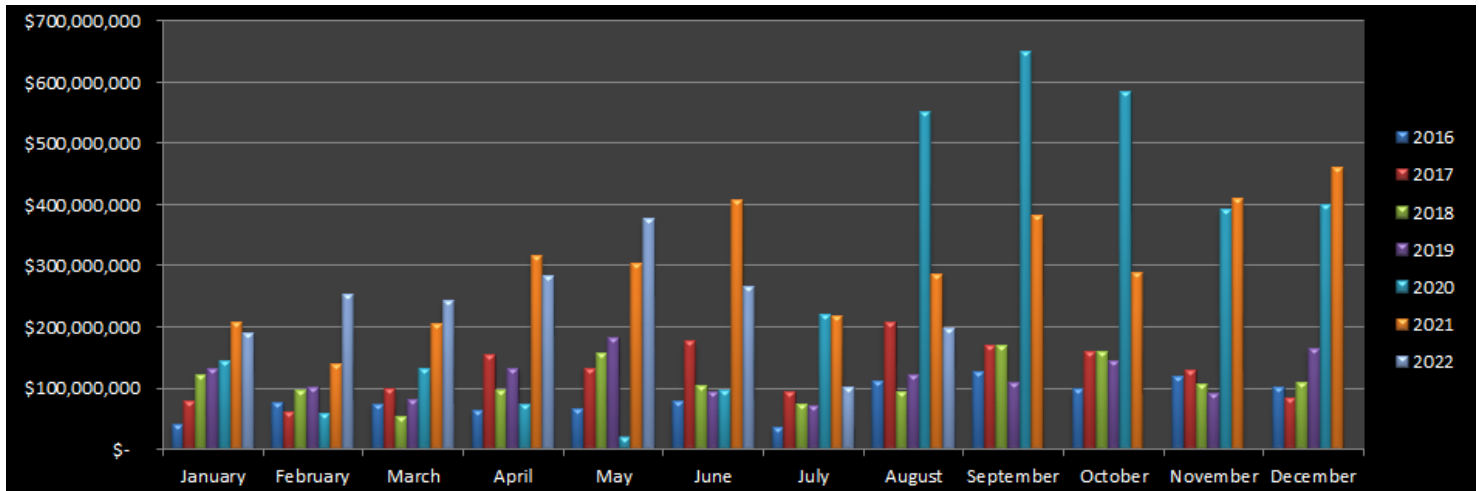
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Note: Aspen includes Brush Crk, Woody Crk and Old Snowmass single family home (SFH) sales over \$1.5M. \*Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg Sold Price \$/SqFt metrics by neighborhoods, see pages 7 & 9. A blank cell or \$0 above represents no sales during the time period.





## Estin Report: Total Aspen Snowmass Combined Market August 2022 vs Historical Sales



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## Estin Report: Total Aspen Snowmass Market August 2022 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	-31%	\$ 197,017,000
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	-47%	\$ 1,910,136,422
YTD Total	\$ 547,651,868	84%	\$ 1,008,637,932	-18%	\$ 825,581,542	12%	\$ 923,500,888	40%	\$ 1,295,270,946	61%	\$ 2,090,751,849	-9%	\$ 1,910,136,422

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## Estin Report: Total Aspen Snowmass Market August 2022 Unit Sales

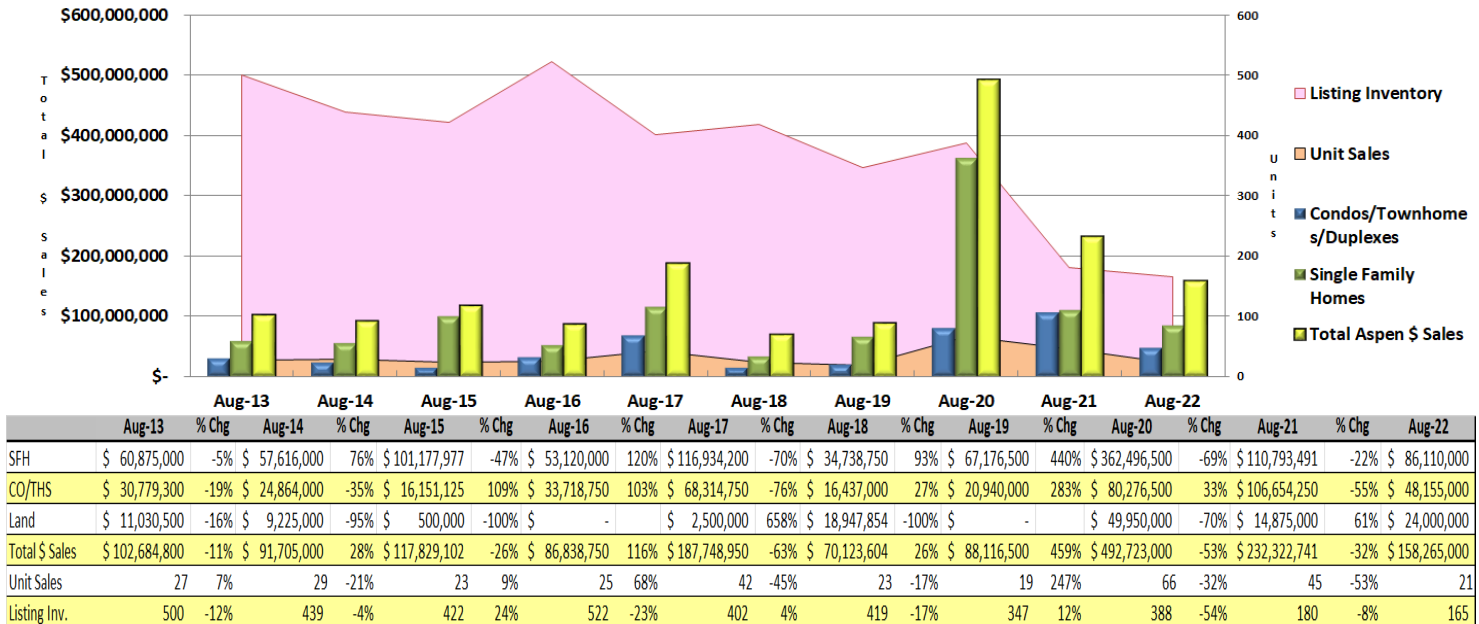
Month	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022
January	21	24%	26	31%	34	-12%	30	20%	36	17%	42	-43%	24
February	22	-14%	19	58%	30	-27%	22	-14%	19	95%	37	0%	37
March	28	29%	36	-47%	19	47%	28	0%	28	129%	64	-52%	31
April	28	39%	39	-15%	33	36%	45	-64%	16	419%	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	-49%	36
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	-64%	265
YTD Total	195	48%	288	-10%	258	5%	270	0%	270	77%	478	-45%	265

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## August 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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	Aug-19	% Chg	Aug-20	% Chg	Aug-21	% Chg	Aug-22	% Chg	Jul-22	% Chg	Jul-21
<b>Single Family Homes</b>											
Unit Sales	9	289%	35	-66%	12	-42%	7	133%	3	-67%	9
YTD Unit Sales	51	43%	73	18%	86	-31%	59	12%	52	-30%	74
Monthly \$ Sales	\$ 67,176,500	440%	\$ 362,496,500	-69%	\$ 110,793,491	-22%	\$ 86,110,000	62%	\$ 32,434,000	-71%	\$ 112,316,329
YTD \$ Sales	\$ 442,093,350	64%	\$ 723,643,267	52%	\$ 1,101,956,421	-8%	\$ 1,008,640,909	9%	\$ 922,530,909	-7%	\$ 991,162,930
Listing Inventory	180	2%	184	-50%	92	-9%	84	1%	83	-18%	101
<b>Condos / Townhomes</b>											
Unit Sales	10	160%	26	15%	30	-57%	13	46%	7	-59%	17
YTD Unit Sales	90	-11%	80	83%	146	-45%	80	16%	67	-42%	116
Monthly \$ Sales	\$ 20,940,000	283%	\$ 80,276,500	33%	\$ 106,654,250	-55%	\$ 48,155,000	22%	\$ 37,620,000	18%	\$ 31,878,000
YTD \$ Sales	\$ 196,960,940	55%	\$ 305,503,000	27%	\$ 388,961,066	-5%	\$ 370,114,999	13%	\$ 321,959,999	14%	\$ 282,306,816
Listing Inventory	119	35%	161	-53%	75	-9%	68	4%	65	-33%	97
<b>Vacant Land</b>											
Unit Sales	0		5	-40%	3	-67%	1	-200%	3	0%	3
YTD Unit Sales	9	0%	9	222%	29	-59%	12	8%	11	-58%	26
Monthly \$ Sales	\$ -		\$ 49,950,000	-70%	\$ 14,875,000	61%	\$ 24,000,000	21%	\$ 19,000,000	-28%	\$ 26,250,000
YTD \$ Sales	\$ 71,045,615	-2%	\$ 69,750,000	90%	\$ 132,715,500	4%	\$ 138,060,000	17%	\$ 114,060,000	-3%	\$ 117,840,500
Listing Inventory	48	-10%	43	-70%	13	0%	13	15%	11	-35%	17
<b>Total Aspen Market</b>											
Total Unit Sales	19	247%	66	-32%	45	-53%	21	38%	13	-55%	29
YTD Unit Sales	150	8%	162	61%	261	-42%	151	14%	130	-40%	216
Total Monthly \$ Sales	\$ 88,116,500	459%	\$ 492,723,000	-53%	\$ 232,322,741	-32%	\$ 158,265,000	44%	\$ 89,054,000	-48%	\$ 170,444,329
Total YTD \$ Sales	\$ 710,099,904	55%	\$ 1,098,896,267	48%	\$ 1,623,632,987	-7%	\$ 1,516,815,908	10%	\$ 1,358,550,908	-2%	\$ 1,391,310,246
Listing Inventory	347	12%	388	-54%	180	-8%	165	4%	159	-26%	215

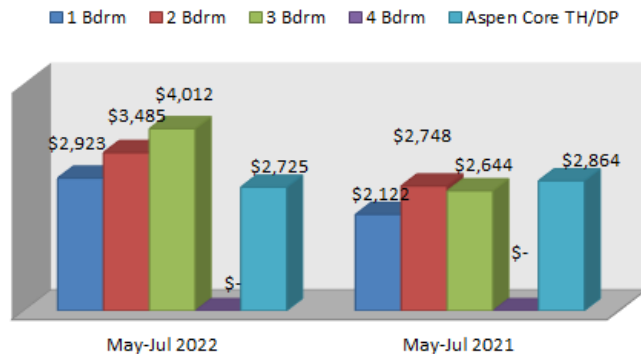
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Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Crk, Woody Crk and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family 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 2022 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 Tim Estin, Aspen Snowmass Sotheby's broker, at 970.309.6163 or [tim@estinaspen.com](mailto:tim@estinaspen.com)

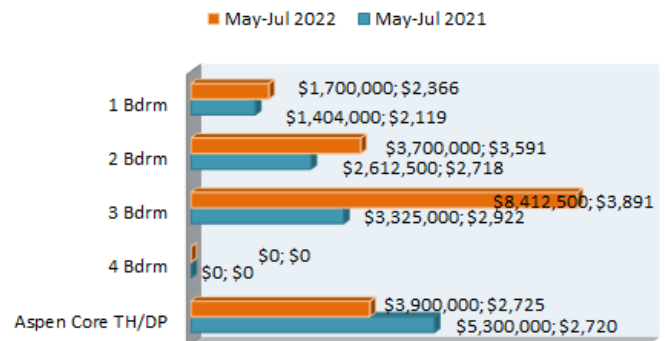


## Estin Report: August 2022 Aspen Core Condos\* 3-Mos. Averages

### 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			Jun-Aug	% Chg	Jun-Aug	Jun-Aug	% Chg	Jun-Aug	Jun-Aug	% Chg	Jun-Aug	Jun-Aug	% Chg	Jun-Aug	Jun-Aug	% Chg	Jun-Aug	% Chg	Jun-Aug	
	Jun-Aug 2022	Jun-Aug 2021		2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2022	2021	2021	
1 Bdrm	1,730,000	24%	1,399,125	2,923	38%	2,122	596	-10%	661	88%	-11%	99%	15%	-85%	98%	3	-63%	8	\$ 5,190,000	-54%	\$ 11,193,000
2 Bdrm	3,486,250	25%	2,788,611	3,485	27%	2,748	988	-1%	999	99%	1%	97%	98%	-7%	105%	4	-56%	9	\$ 13,945,000	-44%	\$ 25,097,500
3 Bdrm	8,458,333	162%	3,223,333	4,012	52%	2,644	2,090	70%	1,230	98%	-2%	99%	97%	-3%	99%	6	100%	3	\$ 50,750,000	425%	\$ 9,670,000
4 Bdrm																0		0			
Aspen Core TH/DP	3,900,000	-45%	7,070,083	2,725	-5%	2,864	1,431	-38%	2,314	98%	5%	93%	98%	6%	92%	1	-89%	9	\$ 3,900,000	-94%	\$ 63,630,750

\*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						
	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	
Central Core (SFH)												0		0	\$0.0		\$0.0	7	-53%	15				
Central Core (CO&TH)	\$4.7	51%	\$3.1	\$3,464	41%	\$2,461	97%	2%	95%	70%	-27%	96%	16	-57%	37	\$75.5	-35%	\$115.9	39	-65%	113	7	-20%	9
Smuggler (SFH)	\$5.5	-70%	\$18.5	\$2,006	6%	\$1,886	97%	7%	90%	97%	7%	90%	3	50%	2	\$16.6	-55%	\$36.9	0	-100%	7	0	-100%	11
Smuggler (CO&TH)	\$1.1	34%	\$0.8	\$1,560	37%	\$1,140	101%	0%	101%	101%	1%	100%	5	-44%	9	\$5.4	-25%	\$7.3	1	-91%	11	1	-84%	4
West Aspen	\$10.3	-27%	\$14.1	\$2,317	15%	\$2,009	99%	6%	93%	97%	14%	85%	4	-43%	7	\$41.2	-58%	\$98.5	20	-64%	55	15	-36%	24
West End	\$11.8	0%	\$11.8	\$2,826	14%	\$2,475	90%	2%	88%	89%	1%	88%	3	0%	3	\$35.3	0%	\$35.4	16	-24%	21	16	-24%	21
Red Mountain	\$33.8	52%	\$22.3	\$3,981	55%	\$2,573	90%	-4%	94%	97%	2%	95%	2	-78%	9	\$67.6	-66%	\$200.3	8	-67%	24	12	50%	8
East Aspen	\$13.9	25%	\$11.1	\$3,377	62%	\$2,083	100%	3%	97%	100%	3%	97%	2	-33%	3	\$27.8	-16%	\$33.3	12	-29%	17	18	6%	17
McLain Flats/Starwood	\$48.0	540%	\$7.5			\$1,317	91%	-7%	97%	91%	-5%	95%	1	-50%	2	\$48.0	220%	\$15.0	8	-47%	15	24	7%	23
Woody Creek (> \$1.5M)			\$11.3			\$1,528			99%			98%	0	-100%	5	\$0.0	-100%	\$56.3	7	-22%	9			5
Brush Creek Village (>\$1.5M)	\$2.6	-19%	\$3.2	\$1,786	128%	\$782	93%	-4%	97%	93%	-9%	102%	1	-67%	3	\$2.6	-73%	\$9.5	9	125%	4	27	575%	4

\*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.

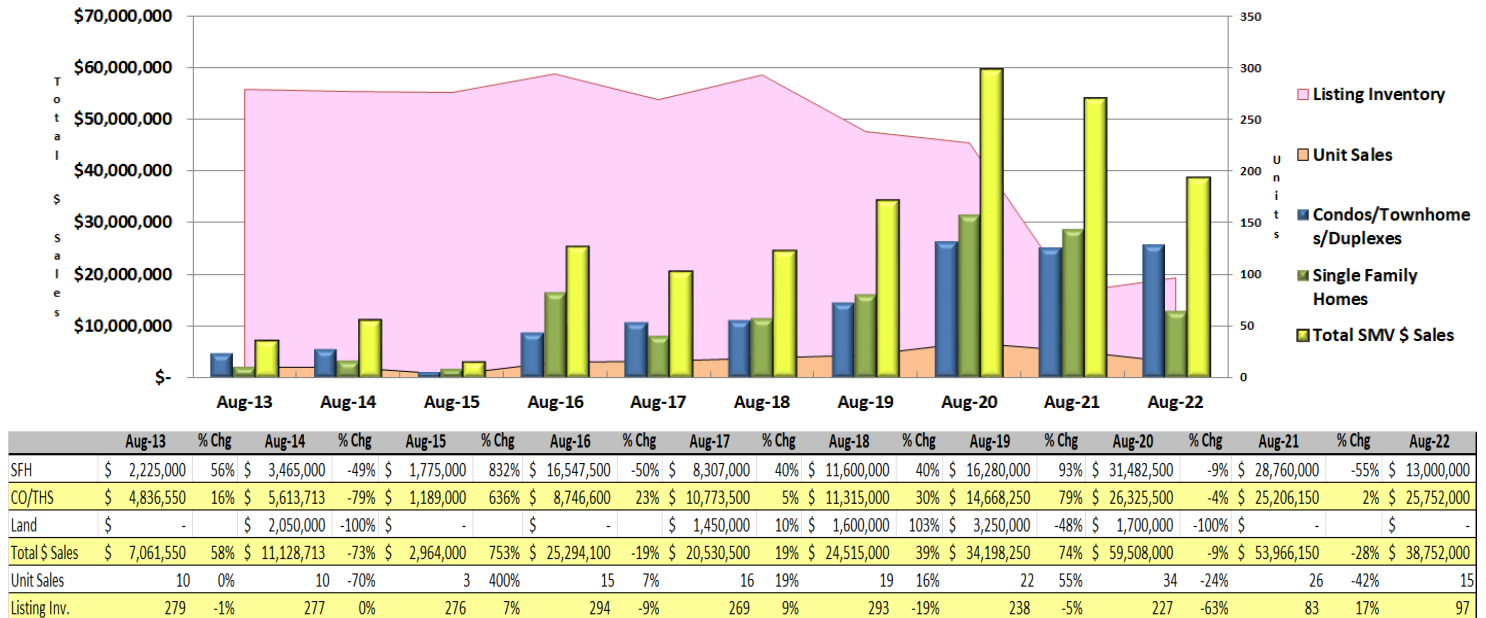
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## August 2022 Snowmass Village Sales Comparisons

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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	Aug-19	% Chg	Aug-20	% Chg	Aug-21	% Chg	Aug-22	% Chg	Jul-22	% Chg	Jul-21
<b>Single Family Homes</b>											
Unit Sales	5	120%	11	-36%	7	-86%	1	-100%	0	-100%	5
YTD Unit Sales	32	-19%	26	77%	46	-33%	31	-3%	30	-23%	39
Monthly \$ Sales	\$ 16,280,000	93%	\$ 31,482,500	-9%	\$ 28,760,000	-55%	\$ 13,000,000	100%	\$ -	-100%	\$ 26,500,000
YTD \$ Sales	\$ 121,368,100	-28%	\$ 86,804,225	178%	\$ 241,031,500	-7%	\$ 225,347,114	6%	\$ 212,347,114	0%	\$ 212,271,500
Listing Inventory	72	4%	75	-63%	28	-4%	27	7%	25	-17%	30
<b>Condos / Townhomes</b>											
Unit Sales	16	38%	22	-14%	19	-26%	14	57%	6	-68%	19
YTD Unit Sales	85	-7%	79	113%	168	-53%	79	-18%	65	-56%	149
Monthly \$ Sales	\$ 14,668,250	79%	\$ 26,325,500	-4%	\$ 25,206,150	2%	\$ 25,752,000	57%	\$ 11,112,500	-48%	\$ 21,456,100
YTD \$ Sales	\$ 86,614,550	18%	\$ 102,075,454	110%	\$ 214,012,362	-28%	\$ 154,443,400	17%	\$ 128,691,400	-32%	\$ 188,806,212
Listing Inventory	155	-8%	142	-62%	54	30%	70	-10%	77	5%	73
<b>Vacant Land</b>											
Unit Sales	1	0%	1	-100%	0		0		0		0
YTD Unit Sales	3	0%	3	0%	3	-67%	1	0%	1	-67%	3
Monthly \$ Sales	\$ 3,250,000	-48%	\$ 1,700,000	-100%	\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 5,418,334	38%	\$ 7,495,000	61%	\$ 12,075,000	-52%	\$ 5,750,000	0%	\$ 5,750,000	-52%	\$ 12,075,000
Listing Inventory	11	-9%	10	-90%	1	-100%	0		0	-100%	1
<b>Total Snowmass Village Market</b>											
Total Unit Sales	22	55%	34	-24%	26	-42%	15	-60%	6	-75%	24
YTD Unit Sales	120	-10%	108	101%	217	-49%	111	-14%	96	-50%	191
Total Monthly \$ Sales	\$ 34,198,250	74%	\$ 59,508,000	-9%	\$ 53,966,150	-28%	\$ 38,752,000	71%	\$ 11,112,500	-77%	\$ 47,956,100
Total YTD \$ Sales	\$ 213,400,984	-8%	\$ 196,374,679	138%	\$ 467,118,862	-17%	\$ 385,540,514	10%	\$ 346,788,514	-16%	\$ 413,152,712
Listing Inventory	238	-5%	227	-63%	83	17%	97	-5%	102	-2%	104

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

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Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Crk, Woody Crk 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 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 Tim Estin, Aspen Snowmass Sotheby's broker, at 970.309.6163 or [tim@estinaspen.com](mailto:tim@estinaspen.com)

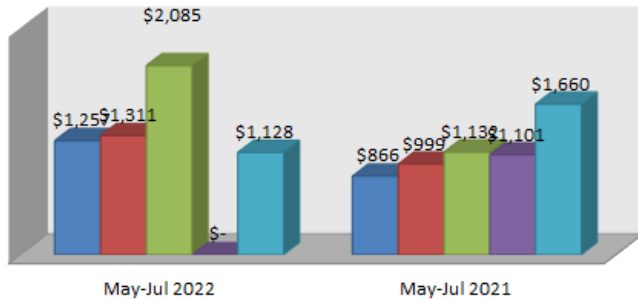




## Estin Report: August 2022 Snowmass Village Condos 3-Mos. Averages

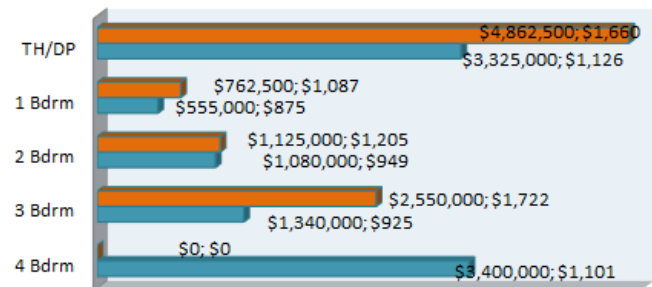
### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



### Med Sold Price; Med \$ / Sq Ft

May-Jul 2022 May-Jul 2021



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021
1 Bdrm	785,167	36%	576,965	1,257	45%	866	629	-7%	675	100%	-1%	100%	100%	0%	100%	6	-54%	13	4,711,000	-37%	7,500,550
2 Bdrm	1,308,500	20%	1,086,842	1,311	31%	999	1,003	-8%	1,087	96%	-1%	98%	95%	-5%	100%	11	-42%	19	14,393,500	-30%	20,650,000
3 Bdrm	3,235,429	88%	1,723,714	2,085	84%	1,132	1,488	1%	1,470	97%	-3%	100%	95%	-5%	100%	7	0%	7	22,648,000	88%	12,066,000
4 Bdrm			3,400,000			1,101			3,088			92%			85%	0	-100%	1			3,400,000
TH/DP	1,630,278	68%	973,035	1,783	58%	1,128	979	1%	970	97%	-1%	98%	95%	-3%	99%	3	-25%	4	4,890,833	26%	3,892,142

\*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.)**				
	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021	Jun-Aug 2022	% Chg	Jun-Aug 2021
Divide			\$12.5			\$2,023			98%			98%	0	-100%	1	\$0.0	-100%	\$12.5	0	-100%	1			3
Wood Run	\$5.4	-24%	\$7.2	\$1,364	-14%	\$1,579	93%	-2%	96%	93%	-1%	94%	2	-50%	4	\$10.9	-62%	\$28.7	2	-90%	20	3	-80%	15
Ridge Run	\$5.0	46%	\$3.4	\$1,376	58%	\$869	99%	3%	96%	98%	1%	96%	3	50%	2	\$14.9	120%	\$6.8	0		0	0		0
Fox Run PUD			\$4.8			\$928			95%			95%	0	-100%	1	\$0.0	-100%	\$4.8	1	-50%	2			6
Two Creeks			\$8.4			\$1,565			98%			98%	0	-100%	1	\$0.0	-100%	\$8.4	1	-80%	5			15
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch			\$2.1			\$871			97%			97%	0	-100%	2	\$0.0	-100%	\$4.2	4	100%	2			3
Meadow Ranch			\$1.3			\$785			97%			97%	0	-100%	2	\$0.0	-100%	\$2.6	1	0%	1			2
Horse Ranch	\$7.3	51%	\$4.8	\$1,450	34%	\$1,083	104%	7%	97%	104%	7%	97%	1	-67%	3	\$7.3	-50%	\$14.5	3	-63%	8	9	13%	8
Sinclair Meadows			\$3.8			\$1,619			94%			94%	0	-100%	1	\$0.0	-100%	\$3.8	0	-100%	2			6
Country Club Estates			\$3.6			\$1,169			99%			99%	0	-100%	1	\$0.0	-100%	\$3.6	2		0			0
Old Snowmass (> \$1.5M)	\$7.8			\$1,971			91%			85%			3		0	\$23.5		\$0.0	12	-37%	19	12		

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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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# August 2022: 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."

- FS, ASPEN AND DC

"Tim Estin is the very definition of the realtor pro who stands with distinction far above and beyond a very crowded Aspen broker field...Those who lump all brokers together in one generalized statement, "Brokers are brokers", will miss out on the uniqueness and impressiveness of this one individual."

- W&NP, ASPEN, CO



"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."

