



October 2022: Aspen Snowmass Real Estate Market Snapshot

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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 Oct 2022:

Units sales are down about 50-55% year to date in both Aspen and Snowmass Village. Dollar sales are slightly ahead of last year, a reflection of sold prices remaining quite firm. Inventory, though rising 23% in Oct, continues to be at record lows justifying high prices in seller's minds. In the past 2-4 months we are seeing incremental decreases in ask prices but not the drops buyers are anticipating. Sold prices compared to ask are approximately minus 3-7% off ask whereas they used to be minus 0-3%. There still is some room between ask and sold prices but there seems to be more negotiating.

October 2022 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Oct-22	% Change	Oct-21	% Change	Oct-20	% Change	Oct-19
Monthly Unit Sales:	32	-53%	68	-35%	105	209%	34
Year-to-Date Unit Sales:	313	-49%	617	27%	485	44%	337
Monthly Dollar Sales:	\$ 253,937,000	-12%	\$ 288,848,535	-51%	\$ 585,294,250	303%	\$ 145,411,470
Year-to-Date Dollar Sales:	\$ 2,248,365,672	-19%	\$ 2,763,052,834	9%	\$ 2,531,583,997	115%	\$ 1,177,089,717
Listing Inventory:	225	23%	183	-61%	472	-16%	564
Aspen Market							
Monthly Unit Sales:	21	-52%	44	-28%	61	165%	23
Year-to-Date Unit Sales:	183	-47%	347	19%	291	48%	196
Monthly Dollar Sales:	\$ 214,630,000	-7%	\$ 231,880,000	-50%	\$ 464,576,750	314%	\$ 112,247,000
Year-to-Date Dollar Sales:	\$ 1,798,955,908	-16%	\$ 2,150,221,487	2%	\$ 2,113,077,818	133%	\$ 907,029,163
Listing Inventory:	151	17%	129	-58%	309	-5%	324
Snowmass Village Market							
Monthly Unit Sales:	11	-54%	24	-45%	44	300%	11
Year-to-Date Unit Sales:	130	-52%	270	39%	194	38%	141
Monthly Dollar Sales:	\$ 39,307,000	-31%	\$ 56,968,535	-53%	\$ 120,717,500	264%	\$ 33,164,470
Year-to-Date Dollar Sales:	\$ 449,409,764	-27%	\$ 612,831,347	46%	\$ 418,506,179	55%	\$ 270,060,554
Listing Inventory:	74	37%	54	-67%	163	-32%	240
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	8	0%	8	-62%	21	0%	21
Year-to-Date Unit Sales:	68	1%	67	-14%	78	0%	78
Monthly Dollar Sales:	\$ 167,675,000	47%	\$ 114,425,000	-61%	\$ 296,321,750	-8%	\$ 321,019,000
Year-to-Date Dollar Sales:	\$ 1,389,696,909	15%	\$ 1,208,788,921	-1%	\$ 1,226,941,385	-14%	\$ 1,431,527,011

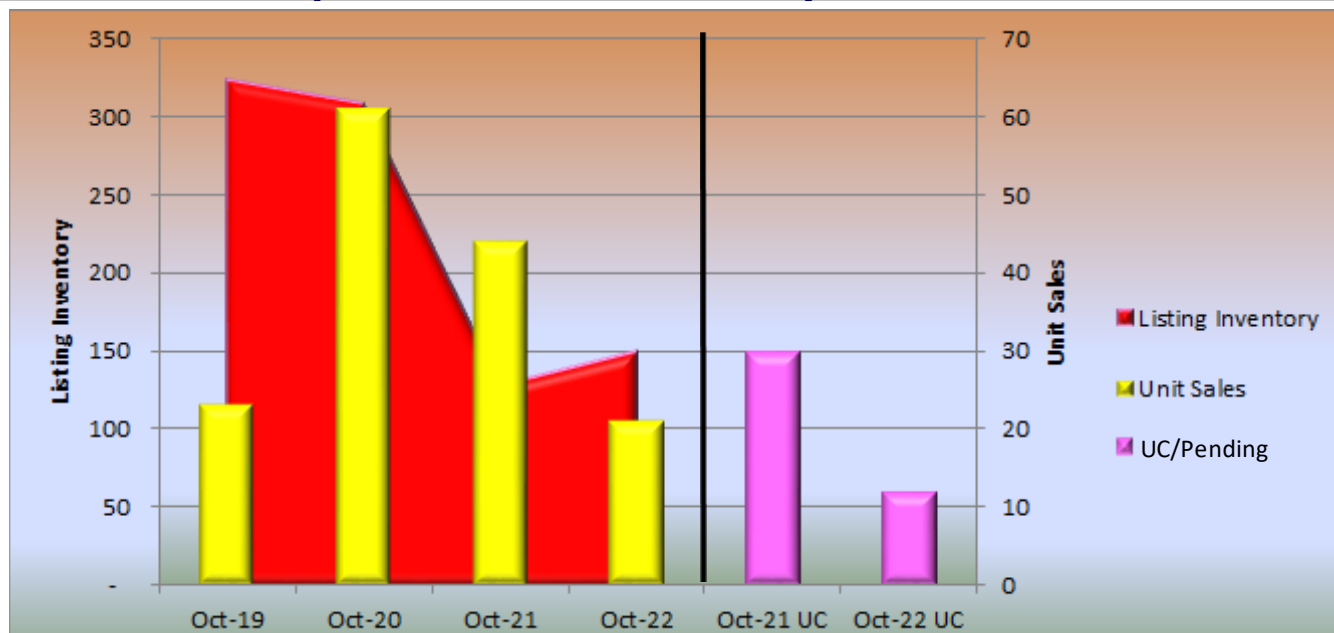
*See breakdown on Pg 3

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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.



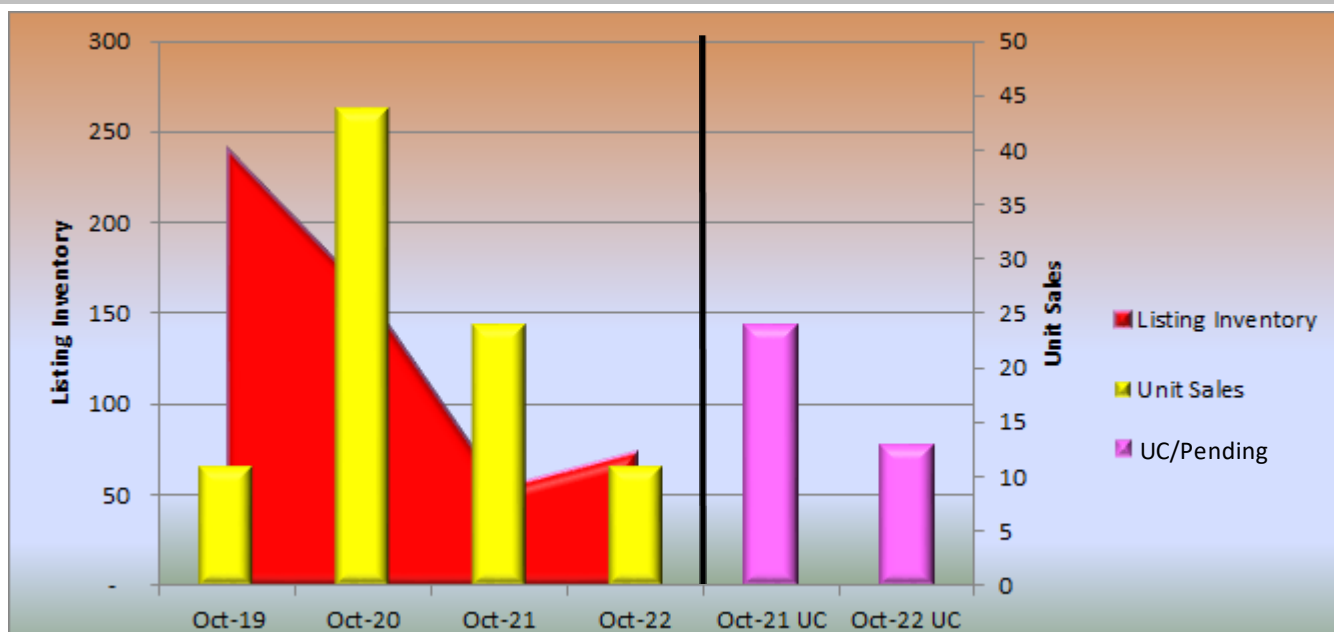
October 2022 Aspen Real Estate Inventory, Sales and Under Contracts



	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22	Oct-22 UC	% Chg	Oct-21 UC
Total Aspen Market										
Unit Sales	23	165%	61	-28%	44	-52%	21	12	-60%	30
Listing Inventory	324	-5%	309	-58%	129	17%	151			

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October 2022 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22	Oct-22 UC	% Chg	Oct-21 UC
Total Snowmass Village Market										
Unit Sales	11	300%	44	-45%	24	-54%	11	13	-46%	24
Listing Inventory	240	-32%	163	-67%	54	37%	74			

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NOTE: UC— These are the number of units that went Under Contract in Oct 2022. This does not necessarily mean that they will close in October, 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 Aug-Oct 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	2	2	0	7	4	0	3	0	20
Average \$ Per Sale	1,650,000	2,800,000	3,147,500	6,025,000		12,408,571	18,068,750		34,383,333		
Median \$ Per Sale	1,650,000	2,800,000	3,147,500	6,025,000		12,000,000	18,687,500		34,150,000		
Dollar Sales	1,650,000	2,800,000	6,295,000	12,050,000	0	86,860,000	72,275,000	0	103,150,000	0	285,080,000
Avg Sold \$/Sq.Ft.	908	1,533	877	1,756		3,047	3,399		3,289		
Avg LvHtSqFt	1,818	1,827	3,680	3,433		4,429	5,315		12,918		
Avg Days on Market	60	45	71	172		98	95		74		
Sold Price % Ask	89%	97%	99%	96%		97%	88%		94%		
Sold Price % List	89%	97%	99%	89%		97%	82%		94%		
Aspen Single Family Homes Aug-Oct 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	0	1	9	5	7	9	5	3	0	0	39
Average \$ Per Sale		2,025,000	3,638,167	6,059,000	8,760,714	11,839,166	16,049,100	23,750,000			
Median \$ Per Sale		2,025,000	3,500,000	5,650,000	9,050,000	10,614,991	15,425,000	22,000,000			
Dollar Sales	0	2,025,000	32,743,500	30,295,000	61,325,000	106,552,491	80,245,500	71,250,000	0	0	384,436,491
Avg Sold \$/Sq.Ft.		1,028	853	1,635	2,258	2,526	2,872	3,097			
Avg LvHtSqFt		1,970	4,557	4,162	4,305	4,767	6,050	7,981			
Avg Days on Market		72	165	116	142	314	255	688			
Sold Price % Ask		110%	95%	98%	96%	92%	94%	89%			
Sold Price % List		110%	95%	98%	94%	91%	89%	93%			

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

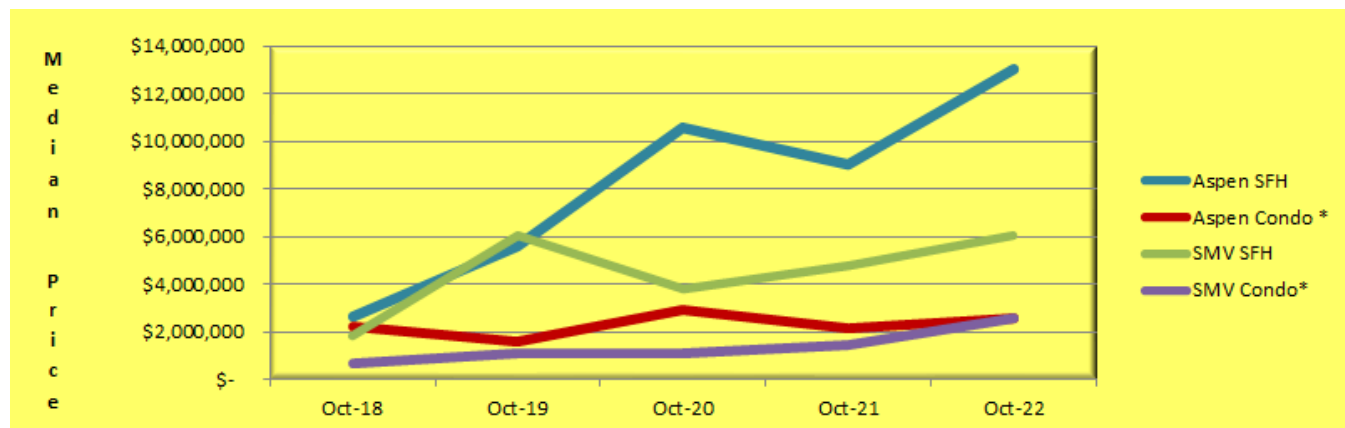
SMV Single Family Homes Aug-Oct 2022	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	0	1	1	2	1	0	0	0	0	5
Average \$ Per Sale			4,100,000	6,015,000	9,150,000	13,000,000					
Median \$ Per Sale			4,100,000	6,015,000	9,150,000	13,000,000					
Dollar Sales	0	0	4,100,000	6,015,000	18,300,000	13,000,000	0	0	0	0	41,415,000
Avg Sold \$/Sq.Ft.			1,133	1,633	1,673	2,173					
Avg LvHtSqFt			3,618	3,684	5,462	5,982					
Avg Days on Market			111	182	188	44					
Sold Price % Ask			87%	96%	92%	93%					
Sold Price % List			79%	89%	82%	93%					
SMV Single Family Homes Aug-Oct 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	0	4	7	3	5	1	0	0	0	0	20
Average \$ Per Sale		2,211,250	3,801,714	5,871,333	8,706,000	10,440,000					
Median \$ Per Sale		2,172,500	3,760,000	5,614,000	9,000,000	10,440,000					
Dollar Sales	0	8,845,000	26,612,000	17,614,000	43,530,000	10,440,000	0	0	0	0	107,041,000
Avg Sold \$/Sq.Ft.		928	1,182	1,205	1,613	1,597					
Avg LvHtSqFt		2,510	3,387	5,216	5,411	6,538					
Avg Days on Market		81	188	224	163	90					
Sold Price % Ask		98%	97%	93%	97%	96%					
Sold Price % List		94%	95%	91%	96%	104%					

Outliers sales Oct 2022 (These are included in unit and dollar sales, but not in avg or median prices.) #175702 = mobile home, 177133 -back country cabin

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October 2022 Aspen and Snowmass Median Sold Prices

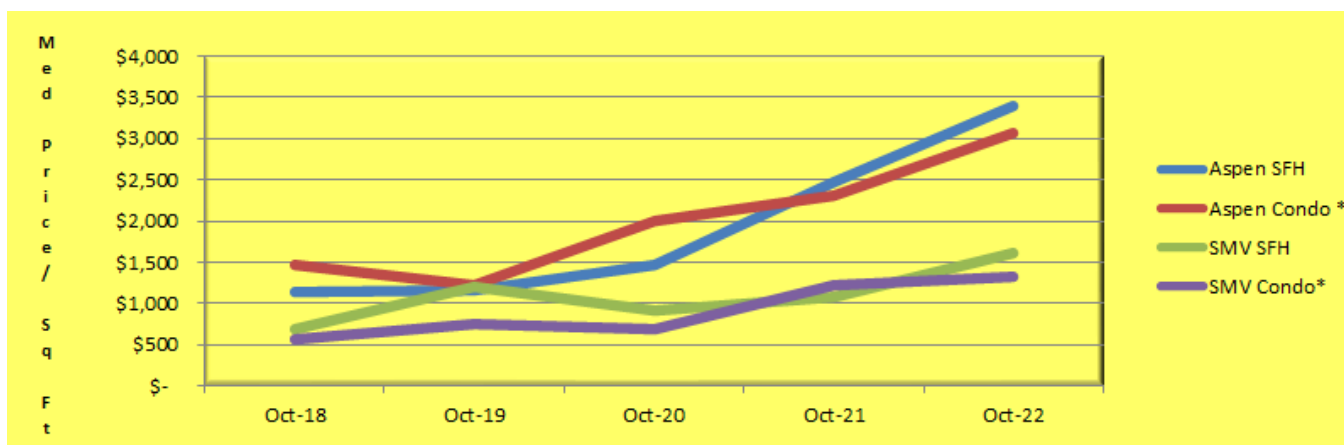


Median Price	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22
Aspen SFH	\$2,635,000	113%	\$5,600,000	89%	\$10,600,000	-15%	\$9,050,000	44%	\$13,000,000
Aspen Condo *	\$2,192,500	-28%	\$1,587,500	85%	\$2,935,000	-27%	\$2,150,000	21%	\$2,600,000
SMV SFH	\$1,803,750	234%	\$6,021,235	-37%	\$3,775,000	27%	\$4,807,000	25%	\$6,015,000
SMV Condo*	\$670,000	60%	\$1,070,000	6%	\$1,133,750	26%	\$1,425,000	82%	\$2,588,500

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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.

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



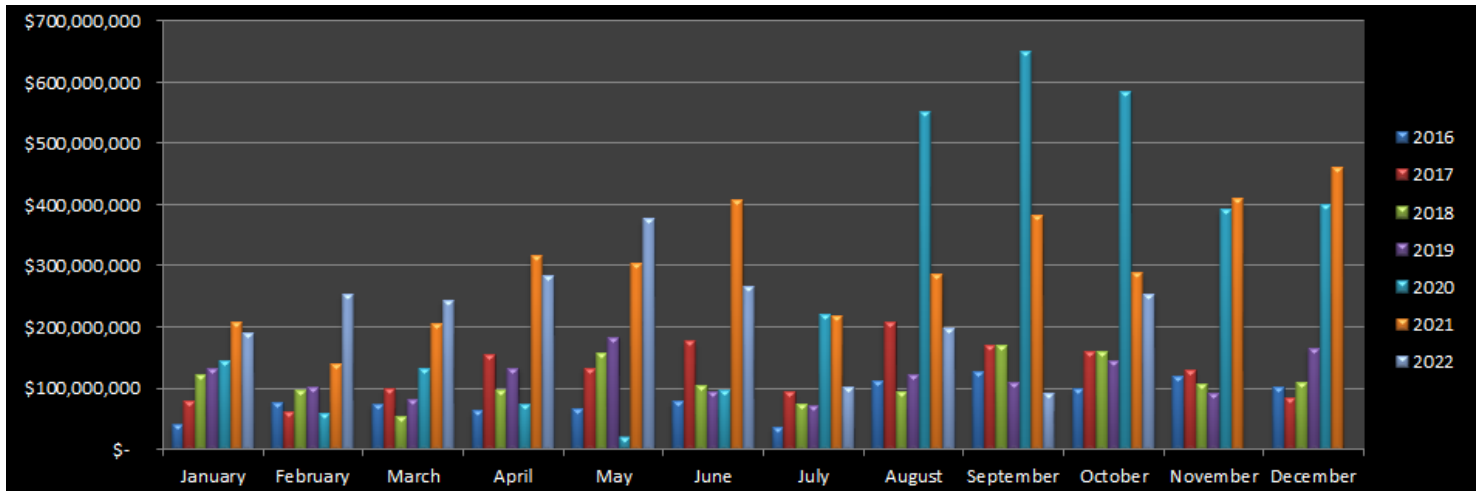
Med Price / Sq Ft	Oct-18	% Chg	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22
Aspen SFH	\$1,137	3%	\$1,166	26%	\$1,473	68%	\$2,471	38%	\$3,403
Aspen Condo *	\$1,466	-16%	\$1,225	64%	\$2,011	15%	\$2,303	33%	\$3,064
SMV SFH	\$698	71%	\$1,193	-24%	\$911	18%	\$1,074	50%	\$1,606
SMV Condo*	\$566	33%	\$754	-8%	\$693	78%	\$1,232	7%	\$1,317

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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 October 2022 vs Historical Sales



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Estin Report: Total Aspen Snowmass Market October 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	-76%	\$ 92,072,250
October	\$ 98,821,700	62%	\$ 159,827,550	-1%	\$ 158,351,350	-8%	\$ 145,411,470	303%	\$ 585,294,250	-51%	\$ 288,848,535	-12%	\$ 253,937,000
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	-38%	\$ 2,256,145,672
YTD Total	\$ 773,830,068	73%	\$ 1,339,282,482	-14%	\$ 1,153,920,792	2%	\$ 1,177,089,717	115%	\$ 2,531,583,997	9%	\$ 2,762,357,834	-18%	\$ 2,256,145,672

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Estin Report: Total Aspen Snowmass Market October 2022 Unit Sales

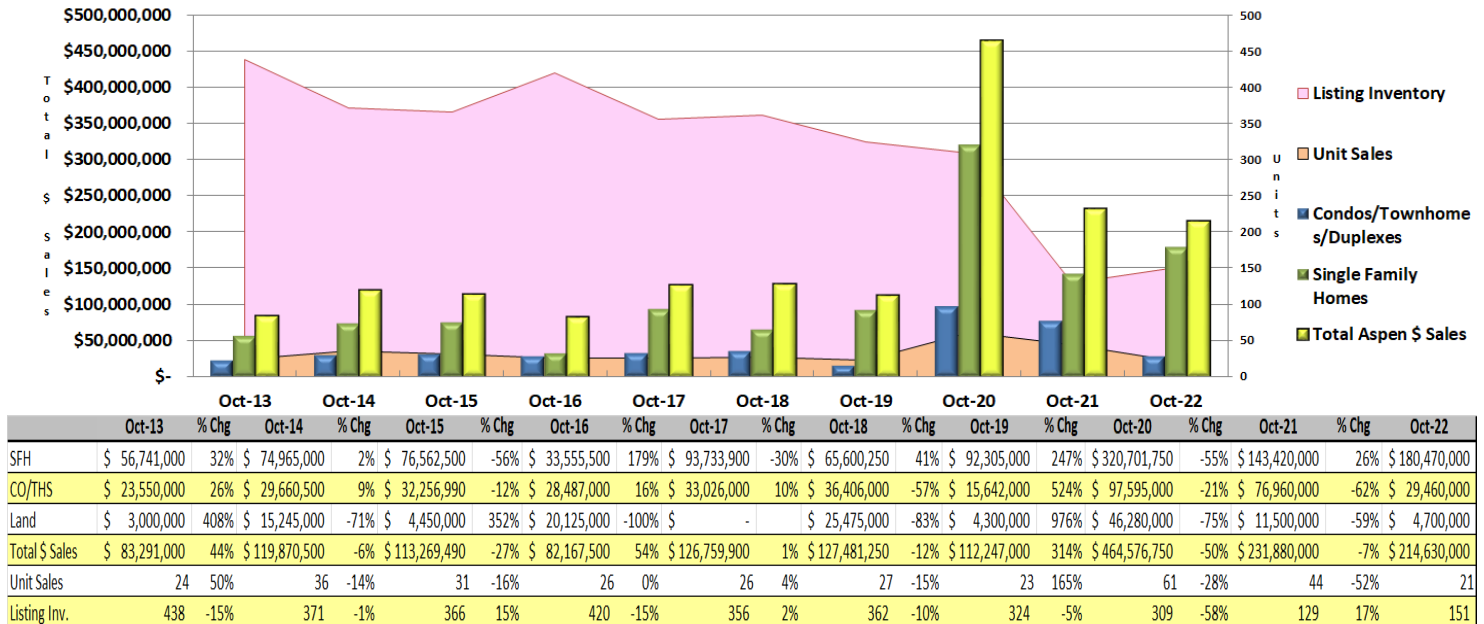
Month	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022
January	21	24%	26	31%	34	-12%	30	20%	36	17%	42	-43%	24
February	22	-14%	19	58%	30	-27%	22	-14%	19	95%	37	0%	37
March	28	29%	36	-47%	19	47%	28	0%	28	129%	64	-52%	31
April	28	39%	39	-15%	33	36%	45	-64%	16	419%	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	-73%	19
October	40	8%	43	14%	49	-31%	34	209%	105	-35%	68	-53%	32
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	-57%	316
YTD Total	274	37%	376	-4%	360	-6%	337	44%	485	27%	616	-49%	316

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October 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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	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22	% Chg	Sep-22	% Chg	Sep-21
Single Family Homes											
Unit Sales	14	114%	30	-50%	15	-27%	11	450%	2	-83%	12
YTD Unit Sales	70	93%	135	-16%	113	-36%	72	15%	61	-38%	98
Monthly \$ Sales	\$ 92,305,000	247%	\$ 320,701,750	-55%	\$ 143,420,000	26%	\$ 180,470,000	90%	\$ 18,500,000	-86%	\$ 130,223,000
YTD \$ Sales	\$ 568,075,609	154%	\$ 1,440,160,017	-4%	\$ 1,375,599,421	-12%	\$ 1,207,610,909	15%	\$ 1,027,140,909	-17%	\$ 1,232,179,421
Listing Inventory	169	-9%	153	-51%	75	7%	80	-5%	84	-7%	90
Condos / Townhomes											
Unit Sales	8	200%	24	17%	28	-68%	9	0%	9	-61%	23
YTD Unit Sales	115	21%	139	42%	197	-50%	98	9%	89	-47%	169
Monthly \$ Sales	\$ 15,642,000	524%	\$ 97,595,000	-21%	\$ 76,960,000	-62%	\$ 29,460,000	-66%	\$ 49,010,000	-55%	\$ 108,770,500
YTD \$ Sales	\$ 254,982,940	113%	\$ 544,137,801	6%	\$ 574,691,566	-22%	\$ 448,584,999	7%	\$ 419,124,999	-16%	\$ 497,731,566
Listing Inventory	110	18%	130	-69%	40	48%	59	-15%	68	21%	56
Vacant Land											
Unit Sales	1	600%	7	-86%	1	0%	1	100%	0	-100%	7
YTD Unit Sales	11	55%	17	118%	37	-65%	13	8%	12	-67%	36
Monthly \$ Sales	\$ 4,300,000	976%	\$ 46,280,000	-75%	\$ 11,500,000	-59%	\$ 4,700,000	100%	\$ -	-100%	\$ 55,715,000
YTD \$ Sales	\$ 83,970,615	53%	\$ 128,780,000	55%	\$ 199,930,500	-29%	\$ 142,760,000	3%	\$ 138,060,000	-27%	\$ 188,430,500
Listing Inventory	45	-42%	26	-46%	14	-14%	12	-8%	13	-7%	14
Total Aspen Market											
Total Unit Sales	23	165%	61	-28%	44	-52%	21	48%	11	-74%	42
YTD Unit Sales	196	48%	291	19%	347	-47%	183	11%	162	-47%	303
Total Monthly \$ Sales	\$ 112,247,000	314%	\$ 464,576,750	-50%	\$ 231,880,000	-7%	\$ 214,630,000	69%	\$ 67,510,000	-77%	\$ 294,708,500
Total YTD \$ Sales	\$ 907,029,163	133%	\$ 2,113,077,818	2%	\$ 2,150,221,487	-16%	\$ 1,798,955,908	12%	\$ 1,584,325,908	-17%	\$ 1,918,341,487
Listing Inventory	324	-5%	309	-58%	129	17%	151	-9%	165	3%	160

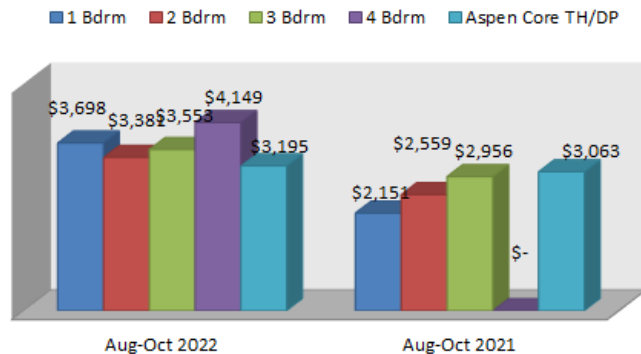
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Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Crk, Woody Crk and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family 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 the Aspen real estate market" For sales assistance and inquiries, please call or text Tim Estin, Aspen Snowmass Sotheby's broker, at 970.309.6163 or tim@estinaspen.com

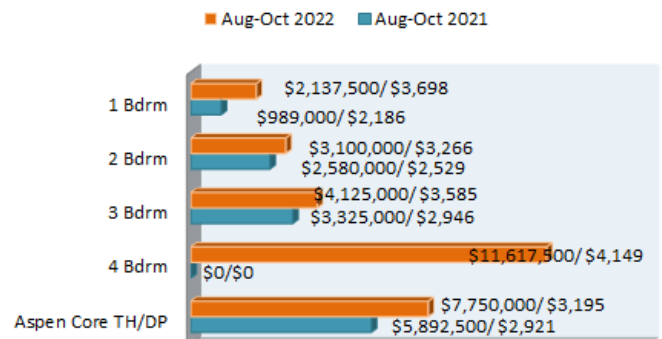


Estin Report: October 2022 Aspen Core Condos* 3-Mos. Averages

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			Aug-Oct	% Chg	Aug-Oct	Aug-Oct	% Chg	Aug-Oct	Aug-Oct	% Chg	Aug-Oct	Aug-Oct	% Chg	Aug-Oct	Aug-Oct	% Chg	Aug-Oct	% Chg	Aug-Oct	
	Aug-Oct 2022	Aug-Oct 2021		2022	2021	2022	2022	2021	2022	2022	2021	2022	2022	2021	2022	2022	2021	2022	2022	2021	
1 Bdrm	2,137,500	76%	1,212,444	3,698	72%	2,151	576	1%	572	86%	-13%	98%	13%	-87%	98%	2	-78%	9	\$ 4,275,000	-61%	\$ 10,912,000
2 Bdrm	3,153,571	20%	2,627,000	3,381	32%	2,559	925	-9%	1,020	98%	1%	97%	95%	-6%	102%	7	-68%	22	\$ 22,075,000	-62%	\$ 57,794,000
3 Bdrm	5,992,857	60%	3,744,444	3,553	20%	2,956	1,624	30%	1,250	96%	-2%	98%	93%	-4%	97%	7	-22%	9	\$ 41,950,000	24%	\$ 33,700,000
4 Bdrm	11,617,500			4,149			2,602			96%			95%			2		0	\$ 23,235,000		
Aspen Core TH/DP	7,750,000	-3%	8,022,975	3,195	4%	3,063	2,426	-2%	2,478	86%	-9%	95%	79%	-15%	93%	1	-90%	10	\$ 7,750,000	-90%	\$ 80,229,750

*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			
	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021
Central Core (SFH)	\$12.0	15%	\$10.4	\$3,731	45%	\$2,565	98%	1%	97%	98%	1%	97%	1	-50%	2	\$12.0	-42%	\$20.8	7	-53%	15	21	-7%	23
Central Core (CO&TH)	\$4.8	23%	\$3.9	\$3,493	33%	\$2,634	95%	-2%	96%	73%	-24%	97%	21	-64%	58	\$101.0	-55%	\$226.7	39	-65%	113	6	-5%	6
Smuggler (SFH)	\$7.3	-74%	\$28.5	\$2,242	-18%	\$2,725	99%	11%	89%	99%	11%	89%	2	100%	1	\$14.6	-49%	\$28.5	0	-100%	7	0	-100%	21
Smuggler (CO&TH)	\$1.0	30%	\$0.8	\$1,569	27%	\$1,240	102%	1%	101%	102%	1%	101%	5	0%	5	\$5.0	30%	\$3.9	1	-91%	11	1	-91%	7
West Aspen	\$13.3	6%	\$12.5	\$3,093	26%	\$2,456	100%	11%	90%	100%	14%	87%	2	-75%	8	\$26.6	-73%	\$100.1	20	-64%	55	30	45%	21
West End	\$15.0	-5%	\$15.8	\$3,100	-13%	\$3,548	77%	-18%	93%	71%	-26%	95%	2	-33%	3	\$30.0	-37%	\$47.4	16	-24%	21	24	14%	21
Red Mountain	\$27.7	202%	\$9.2	\$3,920	55%	\$2,532	92%	-5%	97%	92%	-11%	103%	3	50%	2	\$83.0	353%	\$18.3	8	-67%	24	8	-78%	36
East Aspen	\$11.0	16%	\$9.5	\$2,817	28%	\$2,200	98%	1%	97%	95%	-1%	96%	3	-57%	7	\$33.0	-50%	\$66.3	12	-29%	17	12	65%	7
McLain Flats/Starwood	\$26.0	127%	\$11.4	\$1,657	-7%	\$1,786	97%	9%	89%	97%	12%	87%	2	-50%	4	\$52.0	14%	\$45.8	8	-47%	15	12	7%	11
Woody Creek (> \$1.5M)			\$15.5			\$2,706			100%			100%	0	-100%	1	\$0.0	-100%	\$15.5	7	-22%	9			27
Brush Creek Village (>\$1.5M)	\$3.0	-8%	\$3.2	\$1,133	16%	\$974	98%	0%	98%	98%	-1%	98%	2	-60%	5	\$5.9	-63%	\$16.1	9	125%	4	14	463%	2

*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.

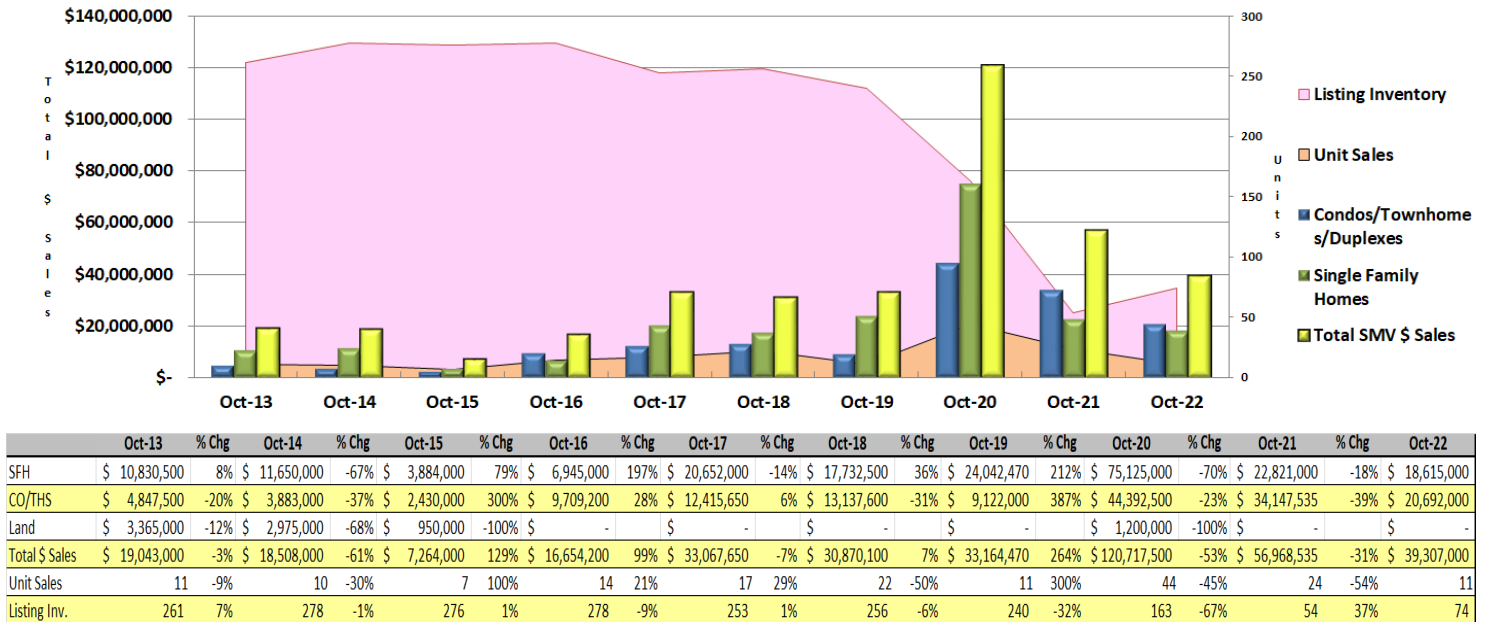
**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of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

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October 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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	Oct-19	% Chg	Oct-20	% Chg	Oct-21	% Chg	Oct-22	% Chg	Sep-22	% Chg	Sep-21
Single Family Homes											
Unit Sales	4	325%	17	-76%	4	-25%	3	-67%	1	-89%	9
YTD Unit Sales	38	50%	57	4%	59	-41%	35	-9%	32	-42%	55
Monthly \$ Sales	\$ 24,042,470	212%	\$ 75,125,000	-70%	\$ 22,821,000	-18%	\$ 18,615,000	47%	\$ 9,800,000	-82%	\$ 55,460,000
YTD \$ Sales	\$ 160,680,570	37%	\$ 219,810,225	45%	\$ 319,312,500	-21%	\$ 253,762,114	7%	\$ 235,147,114	-21%	\$ 296,491,500
Listing Inventory	75	-44%	42	-52%	20	5%	21	-10%	23	5%	22
Condos / Townhomes											
Unit Sales	7	271%	26	-23%	20	-60%	8	13%	7	-63%	19
YTD Unit Sales	100	33%	133	56%	207	-55%	94	-9%	86	-54%	187
Monthly \$ Sales	\$ 9,122,000	387%	\$ 44,392,500	-23%	\$ 34,147,535	-39%	\$ 20,692,000	29%	\$ 14,762,250	-53%	\$ 31,183,950
YTD \$ Sales	\$ 103,961,650	83%	\$ 190,000,954	47%	\$ 279,343,847	-32%	\$ 189,897,650	11%	\$ 169,205,650	-31%	\$ 245,196,312
Listing Inventory	155	-25%	117	-72%	33	61%	53	-21%	64	19%	54
Vacant Land											
Unit Sales	0		1	-100%	0		0		0	-100%	1
YTD Unit Sales	3	33%	4	0%	4	-75%	1	0%	1	-75%	4
Monthly \$ Sales	\$ -		\$ 1,200,000	-100%	\$ -		\$ -		\$ -	-100%	\$ 2,100,000
YTD \$ Sales	\$ 5,418,334	60%	\$ 8,695,000	63%	\$ 14,175,000	-59%	\$ 5,750,000	0%	\$ 5,750,000	-59%	\$ 14,175,000
Listing Inventory	10	-60%	4	-75%	1	-100%	0		0	-100%	2
Total Snowmass Village Market											
Total Unit Sales	11	300%	44	-45%	24	-54%	11	-27%	8	-72%	29
YTD Unit Sales	141	38%	194	39%	270	-52%	130	-8%	119	-52%	246
Total Monthly \$ Sales	\$ 33,164,470	264%	\$ 120,717,500	-53%	\$ 56,968,535	-31%	\$ 39,307,000	38%	\$ 24,562,250	-72%	\$ 88,743,950
Total YTD \$ Sales	\$ 270,060,554	55%	\$ 418,506,179	46%	\$ 612,831,347	-27%	\$ 449,409,764	9%	\$ 410,102,764	-26%	\$ 555,862,812
Listing Inventory	240	-32%	163	-67%	54	37%	74	-18%	87	12%	78

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

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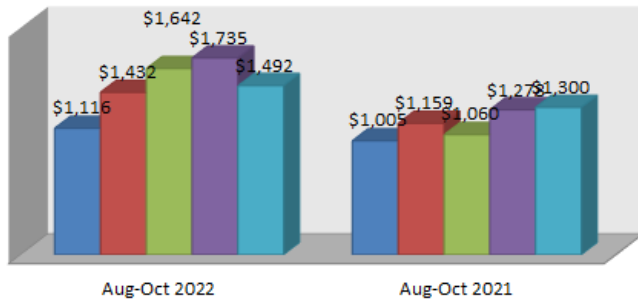
Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Crk, Woody Crk and Old Snowmass single family home sales over \$1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant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



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

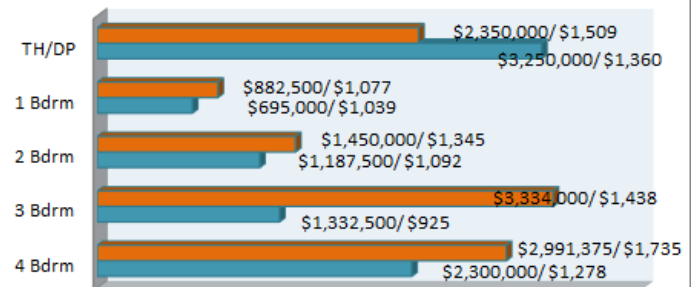
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



Med Sold Price/ Med \$ / Sq Ft

Aug-Oct 2022 Aug-Oct 2021



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021
1 Bdrm	876,000	27%	690,200	1,116	11%	1,005	791	16%	685	98%	-1%	98%	91%	-10%	100%	4	-60%	10	3,504,000	-49%	6,902,000
2 Bdrm	1,613,778	19%	1,350,479	1,432	24%	1,159	1,124	-2%	1,145	96%	-4%	100%	94%	-8%	102%	9	-63%	24	14,524,000	-55%	32,411,485
3 Bdrm	3,318,250	116%	1,538,200	1,642	55%	1,060	1,905	33%	1,429	95%	-2%	97%	94%	-3%	97%	4	-60%	10	13,273,000	-14%	15,382,000
4 Bdrm	2,991,375	30%	2,300,000	1,735	36%	1,278	1,750	-3%	1,800	92%	-4%	96%	89%	-7%	96%	2	100%	1	5,982,750	160%	2,300,000
TH/DP	1,792,102	50%	1,193,727	1,492	15%	1,300	1,162	9%	1,068	95%	-3%	99%	93%	-7%	100%	7	-22%	9	12,544,716	17%	10,743,545

*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.)**				
	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021	Aug-Oct 2022	% Chg	Aug-Oct 2021			
Divide	\$9.8			\$1,741			91%			91%			1		0	\$9.8		\$0.0	0	-100%	1	0		
Wood Run			\$6.0			\$1,500			94%			94%	0	-100%	2	\$0.0	-100%	\$12.0	2	-90%	20		30	
Ridge Run	\$3.0	-35%	\$4.7	\$1,084	-4%	\$1,131	91%	-5%	96%	85%	-6%	90%	2	-33%	3	\$6.1	-57%	\$14.1	0		0	0	0	
Fox Run PUD													0		0	\$0.0		\$0.0	1	-50%	2			
Two Creeks	\$8.5	-13%	\$9.7	\$1,606	-1%	\$1,623	92%	-3%	95%	74%	-27%	101%	1	-50%	2	\$8.5	-56%	\$19.4	1	-80%	5	3	-60%	8
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$6.0	172%	\$2.2	\$1,633	76%	\$928	96%	-2%	98%	89%	-6%	94%	1	-75%	4	\$6.0	-32%	\$8.8	4	100%	2	12	700%	2
Meadow Ranch	\$2.4	-2%	\$2.4	\$1,320	-4%	\$1,369	85%	-15%	100%	78%	-22%	100%	1	0%	1	\$2.4	-2%	\$2.4	1	0%	1	3	0%	3
Horse Ranch			\$5.1			\$1,100			98%			98%	0	-100%	1	\$0.0	-100%	\$5.1	3	-63%	8			24
Sinclair Meadows			\$3.8			\$1,619			94%			94%	0	-100%	1	\$0.0	-100%	\$3.8	0	-100%	2			6
Country Club Estates			\$3.7			\$1,256			99%			99%	0	-100%	2	\$0.0	-100%	\$7.3	2		0			0
Old Snowmass (> \$1.5M)	\$9.3			\$2,035			98%			91%			3		0	\$27.9		\$0.0	8	-33%	12	8		

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*Specific Snowmass Village and Old Snowmass and not all SMV neighborhoods are represented. For Aspen areas see Pg 7.

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

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October 2022: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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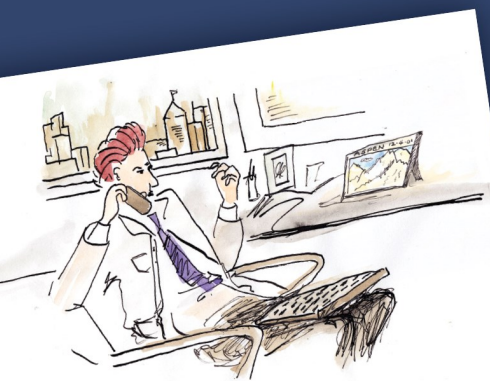
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"Tim Estin brought both passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. Unbelievably, he found us an unlisted, off-market property that was perfect for us. His connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb."

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Tim Estin 970.309.6163 EstinAspen.com

Aspen Snowmass Sotheby's INTERNATIONAL REALTY

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mba, gti Broker Associate
tim@estinaspens.com

"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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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."

