



## Jun 2023 & H123: Aspen Snowmass Real Estate Market Snapshot

RELEASED 07.05.23 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.6a 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 June 2023:** At the half year mark, H1 2023 (Jan 1- Jun 30), it is evident the market has slowed considerably but the metrics you see in various reports are not likely to reflect what's really going on. The market has returned to what's being referred to as the pre-pandemic "normalcy" of the 2016-2019 years. Healthy sales but not urban exodus explosive. Here's what to consider: 1) In Snowmass Village H1 2023 (YTD), there were (61) units, 52 new Electric Pass condos plus 9 new Havens homes, that closed totaling \$160M. These properties went under contract more than 2 years ago, pre-construction. They were completed and closed in H1 2023. So, for the real measure of current activity, these sales should be footnoted when considering H1 2023 sales. They reflect more past activity than the present; 2) In Aspen H1 2023 (YTD), there were (8) single family home sales over \$20M, in a range from \$20M-\$65M and (11) SF home and townhome sales between \$15-20M+. This ultra high-end activity disproportionately affects all lower priced properties and all prices get skewed higher. And listing inventory remains historically low adding pressure for sustained high prices.

### June 2023 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Jun-23	% Change	Jun-22	% Change	Jun-21	% Change	Jun-20
Monthly Unit Sales:	17	-53%	36	-43%	63	232%	19
Year-to-Date Unit Sales:	181	-7%	195	-43%	340	204%	112
Monthly Dollar Sales:	\$ 100,080,000	-59%	\$ 244,639,908	-40%	\$ 406,592,148	343%	\$ 91,855,000
Year-to-Date Dollar Sales:	\$ 1,104,642,654	-34%	\$ 1,680,114,022	6%	\$ 1,586,062,529	224%	\$ 488,882,922
Listing Inventory:	280	39%	202	-36%	317	-40%	531
<b>Aspen Market</b>							
Monthly Unit Sales:	8	-58%	19	-55%	42	282%	11
Year-to-Date Unit Sales:	73	-39%	119	-36%	187	197%	63
Monthly Dollar Sales:	\$ 73,400,000	-61%	\$ 188,951,908	-46%	\$ 350,319,148	330%	\$ 81,445,000
Year-to-Date Dollar Sales:	\$ 793,053,154	-43%	\$ 1,381,505,908	13%	\$ 1,220,865,917	208%	\$ 396,580,968
Listing Inventory:	175	34%	131	-39%	216	-32%	318
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	8	-53%	17	-19%	21	200%	7
Year-to-Date Unit Sales:	108	42%	76	-50%	153	212%	49
Monthly Dollar Sales:	\$ 22,680,000	-59%	\$ 55,688,000	-1%	\$ 56,273,000	579%	\$ 8,285,000
Year-to-Date Dollar Sales:	\$ 302,789,500	8%	\$ 281,494,114	-15%	\$ 332,961,445	318%	\$ 79,572,954
Listing Inventory:	105	48%	71	-30%	101	-53%	213
<b>Total Property Sales \$10M and Over*</b>							
Monthly Unit Sales:	3	-50%	6	-54%	13	0%	13
Year-to-Date Unit Sales:	34	-36%	53	47%	36	0%	36
Monthly Dollar Sales:	\$ 46,750,000	-66%	\$ 137,286,909	-47%	\$ 260,235,000	-4%	\$ 270,040,000
Year-to-Date Dollar Sales:	\$ 668,804,654	-44%	\$ 1,192,626,909	71%	\$ 698,514,601	-5%	\$ 732,749,000

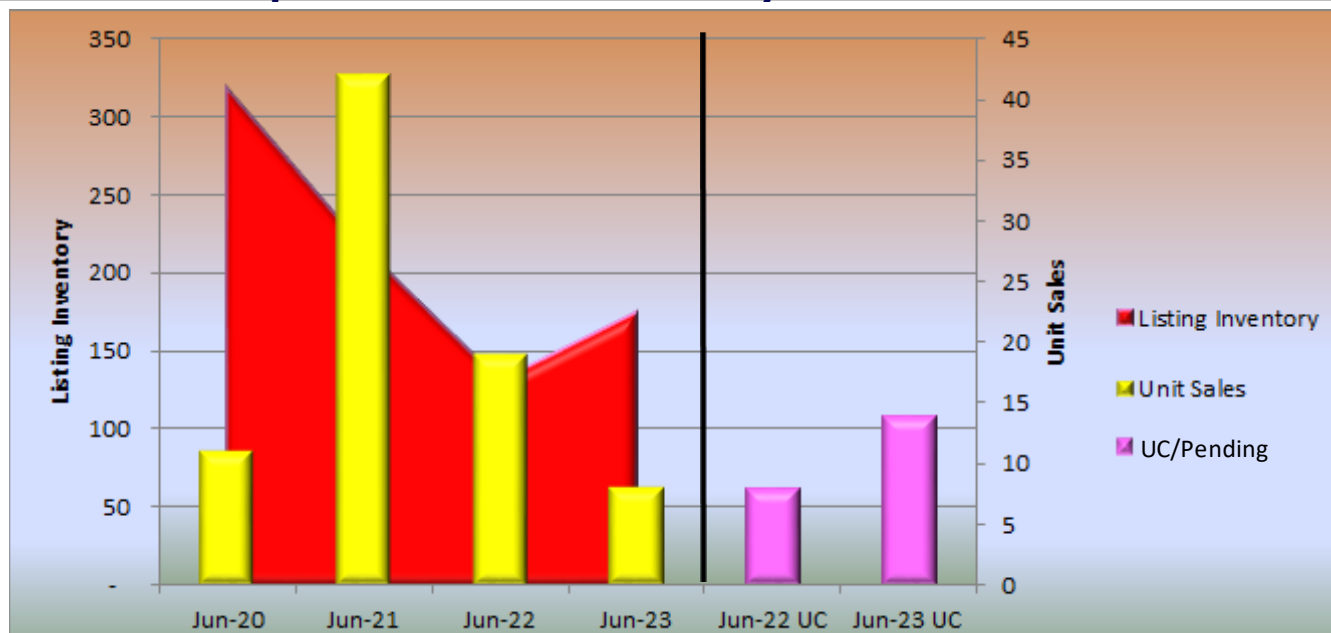
\*See breakdown of sales >\$10M by price point on Pg 3

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Source data is the Aspen Glenwood MLS and is scrubbed to remove outlier or misleading sales (Pg3). Sales by specific Aspen & 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 \$250K except where otherwise indicated. Fractionals, mobile homes, deed restricted properties are not included.

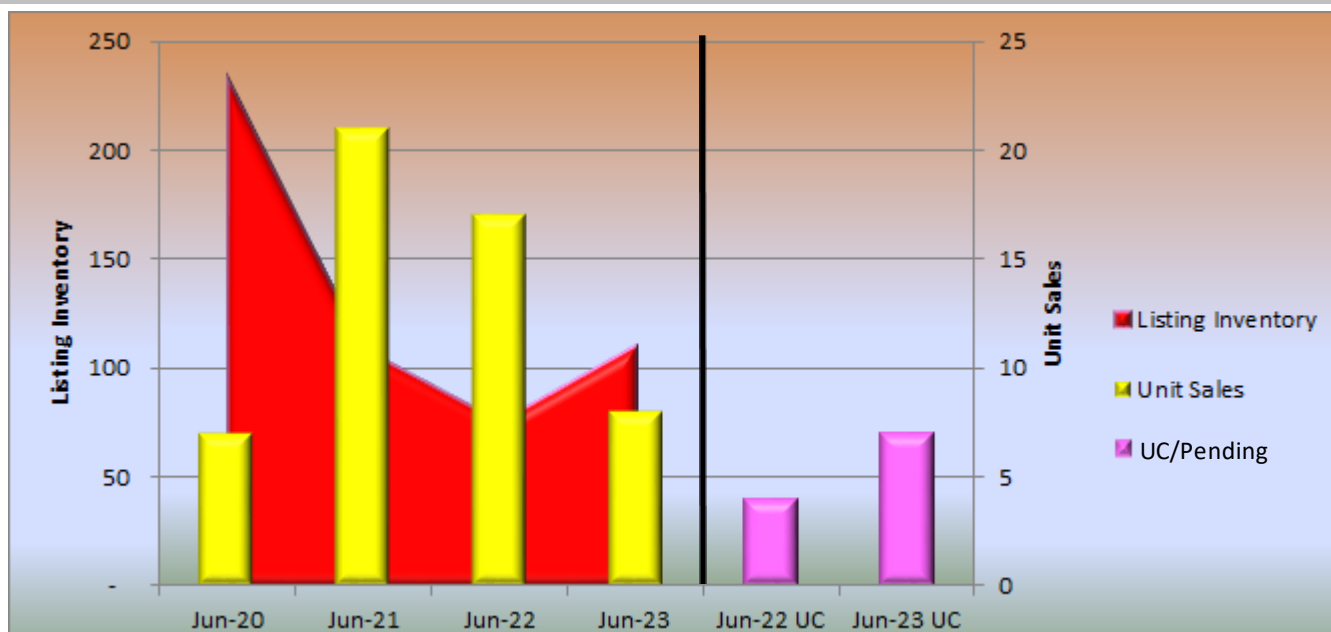


## June 2023 Aspen Real Estate Inventory, Sales and Under Contracts



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## June 2023 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 June 2023. This does not necessarily mean that they will close in June, 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. However, the data should to 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 Apr-Jun 2023	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	4	0	1	4	5	3	1	2	20
Average \$ Per Sale			4,289,750		9,500,000	11,437,750	16,725,000	21,291,667	34,000,000	54,750,000	
Median \$ Per Sale			4,475,000		9,500,000	11,375,500	16,750,000	21,000,000	34,000,000	54,750,000	
Dollar Sales	0	0	17,159,000	0	9,500,000	45,751,000	83,625,000	63,875,000	34,000,000	109,500,000	363,410,000
Avg Sold \$/Sq.Ft.			2,332		3,803	3,535	3,089	3,788	4,817	4,682	
Avg LvHtSqFt			1,848		2,498	3,399	5,667	5,769	7,059	11,740	
Avg Days on Market			141		261	157	141	34	46	163	
Sold Price % Ask			97%		90%	95%	88%	97%	100%	75%	
Sold Price % List			89%		90%	84%	86%	97%	100%	75%	
Aspen Single Family Homes Apr-Jun 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	2	3	6	3	1	6	3	25
Average \$ Per Sale			4,925,000	6,300,000	9,000,000	11,915,833	16,865,000	23,500,000	34,259,485	53,000,000	
Median \$ Per Sale			4,925,000	6,300,000	8,900,000	11,735,000	16,995,000	23,500,000	33,712,500	51,000,000	
Dollar Sales	0	0	4,925,000	12,600,000	27,000,000	71,495,000	50,595,000	23,500,000	205,556,909	159,000,000	554,671,909
Avg Sold \$/Sq.Ft.			4,975	1,984	1,687	2,605	3,230	3,834	5,232	3,173	
Avg LvHtSqFt			990	3,265	5,630	4,630	5,258	6,130	7,349	16,892	
Avg Days on Market			58	92	143	324	130	121	199	293	
Sold Price % Ask			99%	95%	96%	95%	100%	95%	92%	97%	
Sold Price % List			99%	95%	86%	89%	100%	87%	95%	97%	

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

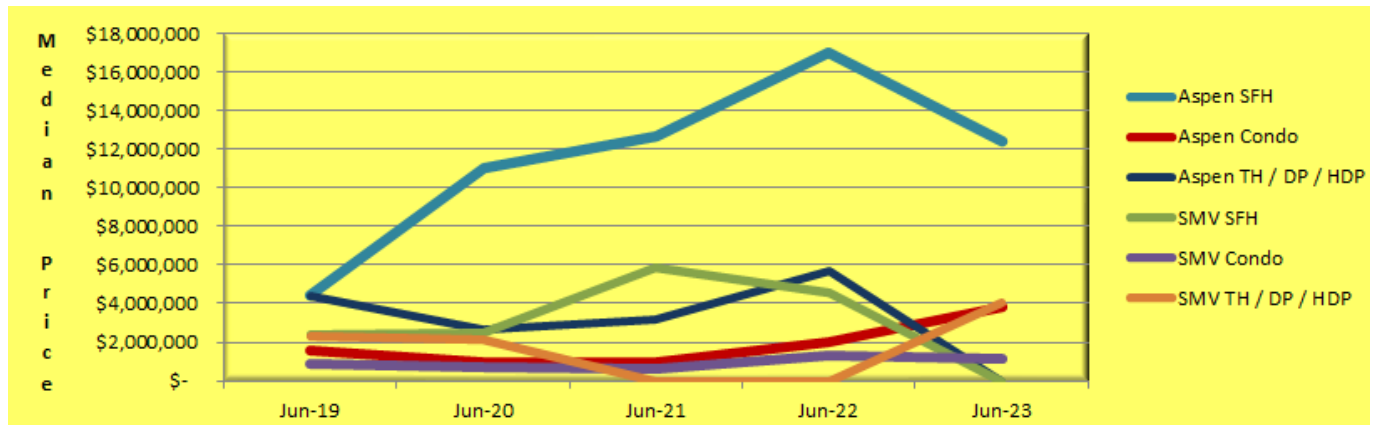
SMV Single Family Homes Apr-Jun 2023	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	1	1	0	0	1	2	0	0	0	5
Average \$ Per Sale		2,850,000	4,200,000			10,500,000	16,656,250				
Median \$ Per Sale		2,850,000	4,200,000			10,500,000	16,656,250				
Dollar Sales	0	2,850,000	4,200,000	0	0	10,500,000	33,312,500	0	0	0	50,862,500
Avg Sold \$/Sq.Ft.		1,590	1,065			1,789	2,611				
Avg LvHtSqFt		1,792	3,944			5,868	6,373				
Avg Days on Market		190	209			116	82				
Sold Price % Ask		89%	93%			84%	96%				
Sold Price % List		86%	85%			84%	96%				
SMV Single Family Homes Apr-Jun 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	1	5	8	2	1	1	0	0	0	18
Average \$ Per Sale		2,925,000	3,947,362	6,381,163	8,625,000	12,000,000	18,250,000				
Median \$ Per Sale		2,925,000	4,000,000	6,136,250	8,625,000	12,000,000	18,250,000				
Dollar Sales	0	2,925,000	19,736,809	51,049,305	17,250,000	12,000,000	18,250,000	0	0	0	121,211,114
Avg Sold \$/Sq.Ft.		1,585	1,239	1,582	1,861	2,120	2,139				
Avg LvHtSqFt		1,846	3,453	4,254	4,715	5,660	8,534				
Avg Days on Market		180	298	150	237	66	194				
Sold Price % Ask		98%	82%	104%	96%	96%	96%				
Sold Price % List		98%	83%	105%	96%	96%	92%				

2023 OUTLIERS BY MONTH: These are individual sales not counted in totals, avg and median metrics but counted in respective neighborhood sales on bottom pgs 7 & 9. JAN: 175867, 177032, 177760, 176187, 175774 is vacant land, not sf home; FEB: 178160, 176881, 177869, 178143, 175396; MAR: 178498, 176696, 177774; APR: 178498, 176696, 177774; MAY: 179257, 179355 is vacant land, not sf home; JUN: 179402.

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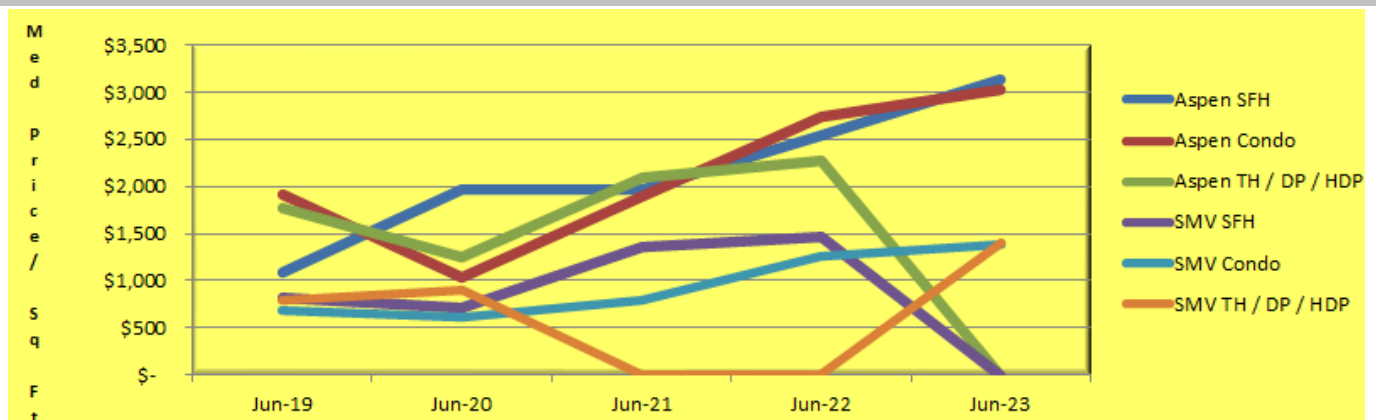
## June 2023 Aspen and Snowmass Median Sold Prices



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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes were separated from Condos. Before then, they were all merged into one property type as Condos only. 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.

## June 2023 Med Sold Price/Sq Ft for Aspen and Snowmass Village



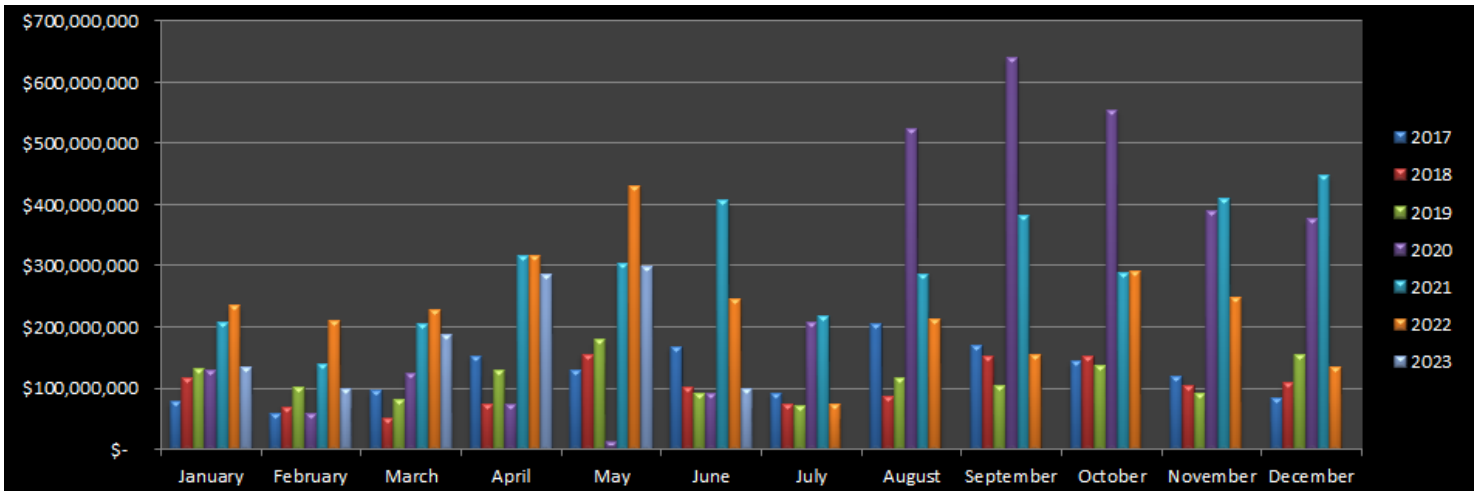
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## Estin Report: Total Aspen Snowmass Combined Market June 2023 vs Historical Sales



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## Estin Report: Total Aspen Snowmass Market June 2023 Dollar Sales

Month	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023
January	\$ 77,855,500	50%	\$ 117,032,752	13%	\$ 132,148,280	-2%	\$ 129,086,968	60%	\$ 206,546,263	13%	\$ 234,217,000	-43%	\$ 134,207,000
February	\$ 59,153,000	16%	\$ 68,875,750	47%	\$ 101,120,000	-42%	\$ 58,660,000	136%	\$ 138,341,200	52%	\$ 209,898,000	-53%	\$ 98,363,000
March	\$ 95,912,228	-47%	\$ 50,476,436	62%	\$ 81,949,410	51%	\$ 123,733,954	65%	\$ 204,587,169	11%	\$ 226,911,000	-18%	\$ 186,795,154
April	\$ 153,151,805	-51%	\$ 74,774,000	71%	\$ 128,198,449	-43%	\$ 72,958,000	332%	\$ 315,402,749	0%	\$ 316,018,614	-10%	\$ 285,556,500
May	\$ 129,538,473	19%	\$ 154,564,500	16%	\$ 178,656,350	-93%	\$ 12,589,000	2320%	\$ 304,604,000	42%	\$ 431,079,500	-30%	\$ 299,641,000
June	\$ 167,926,601	-40%	\$ 100,363,500	-9%	\$ 90,972,750	1%	\$ 91,855,000	343%	\$ 406,592,148	-40%	\$ 244,639,908	-59%	\$ 100,080,000
July	\$ 92,007,875	-19%	\$ 74,407,500	-4%	\$ 71,198,400	191%	\$ 207,426,725	5%	\$ 218,400,429	-66%	\$ 74,766,500	-100%	\$ -
August	\$ 204,054,450	-57%	\$ 87,024,854	34%	\$ 116,264,750	352%	\$ 524,962,000	-45%	\$ 286,288,891	-26%	\$ 212,957,000	-100%	\$ -
September	\$ 170,817,000	-11%	\$ 151,937,900	-31%	\$ 104,717,359	510%	\$ 639,104,801	-40%	\$ 382,757,450	-60%	\$ 153,837,250	-100%	\$ -
October	\$ 143,704,550	6%	\$ 152,008,850	-9%	\$ 137,886,470	302%	\$ 554,619,250	-48%	\$ 288,848,535	1%	\$ 290,467,000	-100%	\$ -
November	\$ 119,176,500	-14%	\$ 102,993,750	-11%	\$ 92,079,889	322%	\$ 388,705,062	5%	\$ 409,327,203	-39%	\$ 248,537,413	-100%	\$ -
December	\$ 83,749,075	31%	\$ 109,477,218	42%	\$ 155,404,371	142%	\$ 375,803,600	19%	\$ 447,114,182	-70%	\$ 135,525,000	-100%	\$ -
Annual Totals	\$ 1,497,047,057	-17%	\$ 1,243,937,010	12%	\$ 1,390,596,478	129%	\$ 3,179,504,360	14%	\$ 3,608,810,219	-23%	\$ 2,778,854,185	-60%	\$ 1,104,642,654
YTD Total	\$ 687,524,607	-15%	\$ 586,559,438	23%	\$ 720,637,738	-32%	\$ 488,882,922	224%	\$ 1,586,062,529	6%	\$ 1,680,114,022	-34%	\$ 1,104,642,654

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## Estin Report: Total Aspen Snowmass Market June 2023 Unit Sales

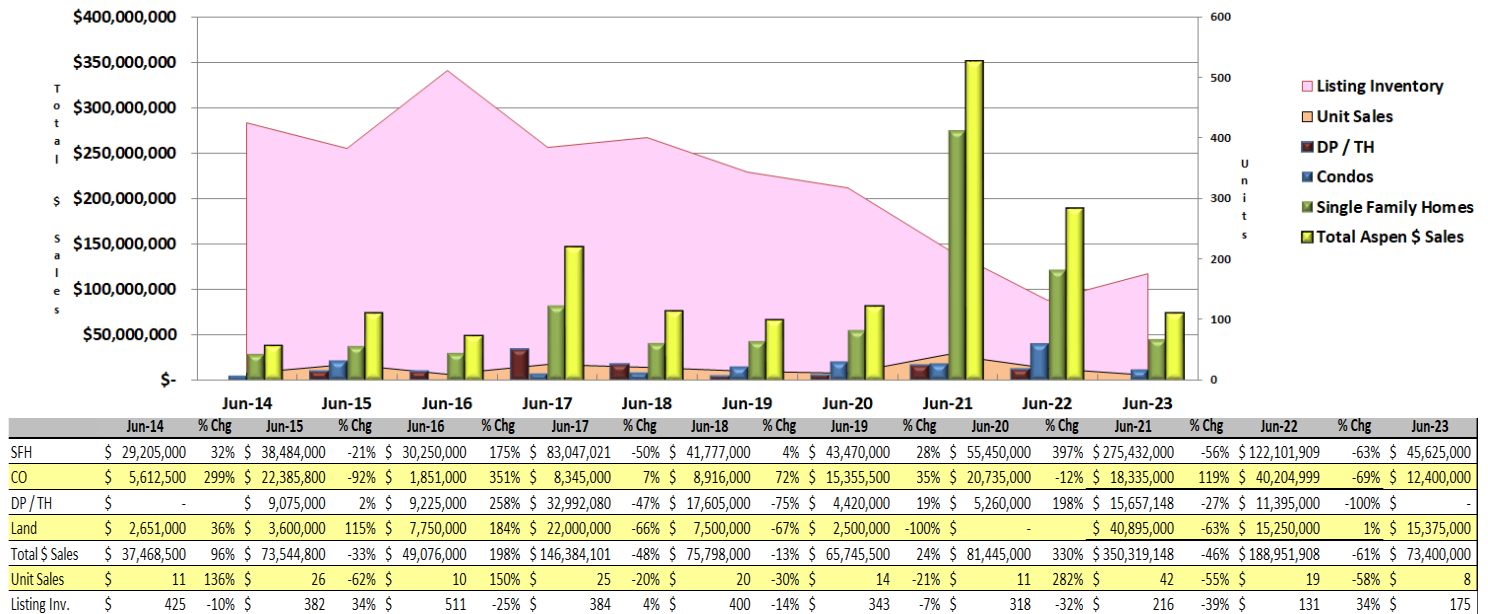
Month	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023
January	25	28%	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20
February	17	53%	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18
March	35	-51%	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24
April	38	-24%	29	52%	44	-64%	16	419%	83	-51%	41	78%	73
May	43	-14%	37	32%	49	-88%	6	883%	59	-44%	33	-6%	31
June	35	6%	37	-30%	26	-27%	19	232%	63	-43%	36	-53%	17
July	24	-17%	20	10%	22	82%	40	33%	53	-72%	15	-100%	0
August	56	-29%	40	0%	40	133%	93	-24%	71	-52%	34	-100%	0
September	45	11%	50	-36%	32	231%	106	-34%	70	-73%	19	-100%	0
October	41	12%	46	-30%	32	219%	102	-33%	68	-50%	34	-100%	0
November	37	0%	37	-5%	35	143%	85	-15%	72	-64%	26	-100%	0
December	27	63%	44	-18%	36	92%	69	-16%	58	-79%	12	-100%	0
Annual Totals	423	-2%	415	-5%	396	55%	614	21%	740	-54%	340	-46%	183
YTD Total	195	-7%	181	13%	204	-42%	119	197%	354	-43%	201	-9%	183

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## June 2023 Aspen Sales Comparisons

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



\*Vacant land excluded for scale reasons.

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	Jun-20	% Chg	Jun-21	% Chg	Jun-22	% Chg	Jun-23	% Chg	May-23	% Chg	May-22
<b>Single Family Homes</b>											
Unit Sales	5	240%	17	-71%	5	-20%	4	-50%	8	-11%	9
YTD Unit Sales	20	225%	65	-32%	44	-23%	34	12%	30	-23%	39
Monthly \$ Sales	\$ 55,450,000	397%	\$ 275,432,000	-56%	\$ 122,101,909	-63%	\$ 45,625,000	-352%	\$ 206,084,000	-32%	\$ 303,095,000
YTD \$ Sales	\$ 201,216,468	337%	\$ 878,846,601	3%	\$ 904,236,909	-39%	\$ 555,406,154	8%	\$ 509,781,154	-35%	\$ 782,135,000
Listing Inventory	157	-39%	96	-28%	69	22%	84	14%	72	53%	47
<b>Condos</b>											
Unit Sales	4	200%	12	-17%	10	-70%	3	-67%	5	-29%	7
YTD Unit Sales	27	185%	77	-31%	53	-47%	28	11%	25	-42%	43
Monthly \$ Sales	\$ 20,735,000	-12%	\$ 18,335,000	119%	\$ 40,204,999	-69%	\$ 12,400,000	-165%	\$ 32,825,000	-23%	\$ 42,585,000
YTD \$ Sales	\$ 93,854,500	40%	\$ 130,957,668	51%	\$ 197,913,999	-51%	\$ 97,693,000	13%	\$ 85,293,000	-46%	\$ 157,709,000
Listing Inventory	90	-20%	72	-47%	38	53%	58	26%	43	39%	31
<b>Townhomes / Duplexes</b>											
Unit Sales	2	100%	4	-50%	2	-100%	0		1		0
YTD Unit Sales	12	83%	22	-41%	13	-54%	6	0%	6	-45%	11
Monthly \$ Sales	\$ 5,260,000	198%	\$ 15,657,148	-27%	\$ 11,395,000	-100%	\$ -		\$ 4,162,000		\$ -
YTD \$ Sales	\$ 81,710,000	46%	\$ 119,471,148	-3%	\$ 116,145,000	-46%	\$ 62,704,000	0%	\$ 62,704,000	-40%	\$ 104,750,000
Listing Inventory	39	-23%	30	-53%	14	14%	16	0%	16	129%	7
<b>Vacant Land</b>											
Unit Sales	0		9	-78%	2	-50%	1	0%	1	-67%	3
YTD Unit Sales	4	475%	23	-61%	9	-44%	5	20%	4	-43%	7
Monthly \$ Sales	\$ -		\$ 40,895,000	-63%	\$ 15,250,000	1%	\$ 15,375,000	15%	\$ 13,125,000	-72%	\$ 47,200,000
YTD \$ Sales	\$ 19,800,000	363%	\$ 91,590,500	78%	\$ 163,210,000	-53%	\$ 77,250,000	20%	\$ 61,875,000	-58%	\$ 147,960,000
Listing Inventory	32	-44%	18	-44%	10	70%	17	12%	15	114%	7
<b>Total Aspen Market</b>											
Total Unit Sales	11	282%	42	-55%	19	-58%	8	-88%	15	-21%	19
YTD Unit Sales	63	197%	187	-36%	119	-39%	73	11%	65	-35%	100
Total Monthly \$ Sales	\$ 81,445,000	330%	\$ 350,319,148	-46%	\$ 188,951,908	-61%	\$ 73,400,000	-249%	\$ 256,196,000	-35%	\$ 392,880,000
Total YTD \$ Sales	\$ 396,580,968	208%	\$ 1,220,865,917	13%	\$ 1,381,505,908	-43%	\$ 793,053,154	9%	\$ 719,653,154	-40%	\$ 1,192,554,000
Listing Inventory	318	-32%	216	-39%	131	34%	175	17%	146	59%	92

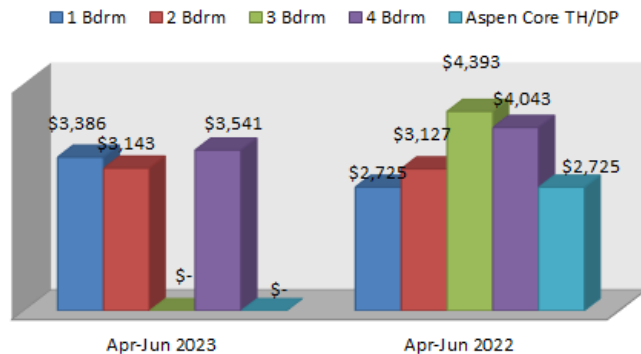
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Estin Report: The charts and tables above document residential sales activity for Aspen. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000. Fractionals, deed restricted 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 2023 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: The "[Estin Report](http://EstinReport)" 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)

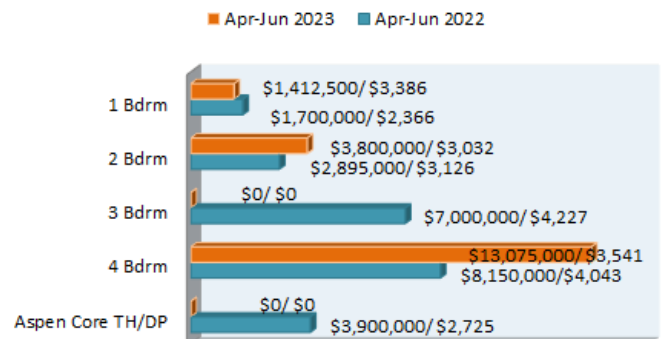


## Estin Report: June 2023 Aspen Core Condos\* 3-Mos. Averages

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 (\$)		
	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022
1 Bdrm	1,412,500	-27%	1,938,333	3,386	24%	2,725	422	6%	398	97%	-4%	101%	97%	-4%	101%	2	-33%	3	\$ 2,825,000	-51%	\$ 5,815,000
2 Bdrm	3,700,429	27%	2,921,000	3,143	0%	3,127	1,188	28%	929	96%	-4%	100%	90%	-10%	99%	7	40%	5	\$ 25,903,000	77%	\$ 14,605,000
3 Bdrm			8,625,000			4,393			1,999			96%			95%	0	-100%	7			\$ 60,375,000
4 Bdrm	13,075,000	60%	8,150,000	3,541	-12%	4,043	3,434	70%	2,016	86%	-11%	97%	86%	-26%	117%	2	100%	1	\$ 26,150,000	221%	\$ 8,150,000
Aspen Core TH/DP			3,900,000			2,725			1,431			98%			98%	0	-100%	1			\$ 3,900,000

\*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			
	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	
Central Core (SFH)	\$32.1	-47%	\$60.0	\$4,185	17%	\$3,587	79%	-21%	100%	79%	-21%	100%	4	300%	1	\$128.3	114%	\$60.0	7	-53%	15	5	-88%	45
Central Core (CO&TH)	\$5.0	-5%	\$5.3	\$3,259	-9%	\$3,580	91%	-6%	97%	88%	-9%	97%	11	-35%	17	\$54.9	-39%	\$89.7	39	-65%	113	11	-47%	20
Smuggler (SFH)													0		0	\$0.0		\$0.0	0	-100%	7			
Smuggler (CO&TH)	\$1.0	-18%	\$1.3	\$2,049	35%	\$1,521	98%	-1%	99%	98%	-1%	99%	2	-33%	3	\$2.1	-46%	\$3.9	1	-91%	11	2	-86%	11
West Aspen	\$15.0	33%	\$11.4	\$3,163	32%	\$2,389	101%	6%	95%	101%	15%	88%	3	-40%	5	\$45.1	-20%	\$56.8	20	-64%	55	20	-39%	33
West End	\$20.3	30%	\$15.6	\$4,033	12%	\$3,591	95%	10%	87%	91%	9%	83%	5	-29%	7	\$101.5	-7%	\$109.2	16	-24%	21	10	7%	9
Red Mountain	\$17.7	-45%	\$32.0	\$2,682	-38%	\$4,333	77%	-23%	100%	77%	-25%	103%	2	-33%	3	\$35.4	-63%	\$96.1	8	-67%	24	12	-50%	24
East Aspen	\$8.9	-56%	\$20.2	\$2,751	-5%	\$2,884	92%	-8%	100%	85%	-16%	102%	6	20%	5	\$53.2	-47%	\$100.8	12	-29%	17	6	-41%	10
McLain Flats/Starwood			\$31.8			\$2,645			94%			94%	0	-100%	2	\$0.0	-100%	\$63.6	8	-47%	15			23
Woody Crk													0		0	\$0.0		\$0.0	7	-22%	9			
Brush Crk Village	\$6.4	7%	\$6.0	\$1,861	33%	\$1,404	97%	8%	90%	92%	-4%	96%	1	-75%	4	\$6.4	-73%	\$23.9	9	125%	4	27	800%	3

\*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.

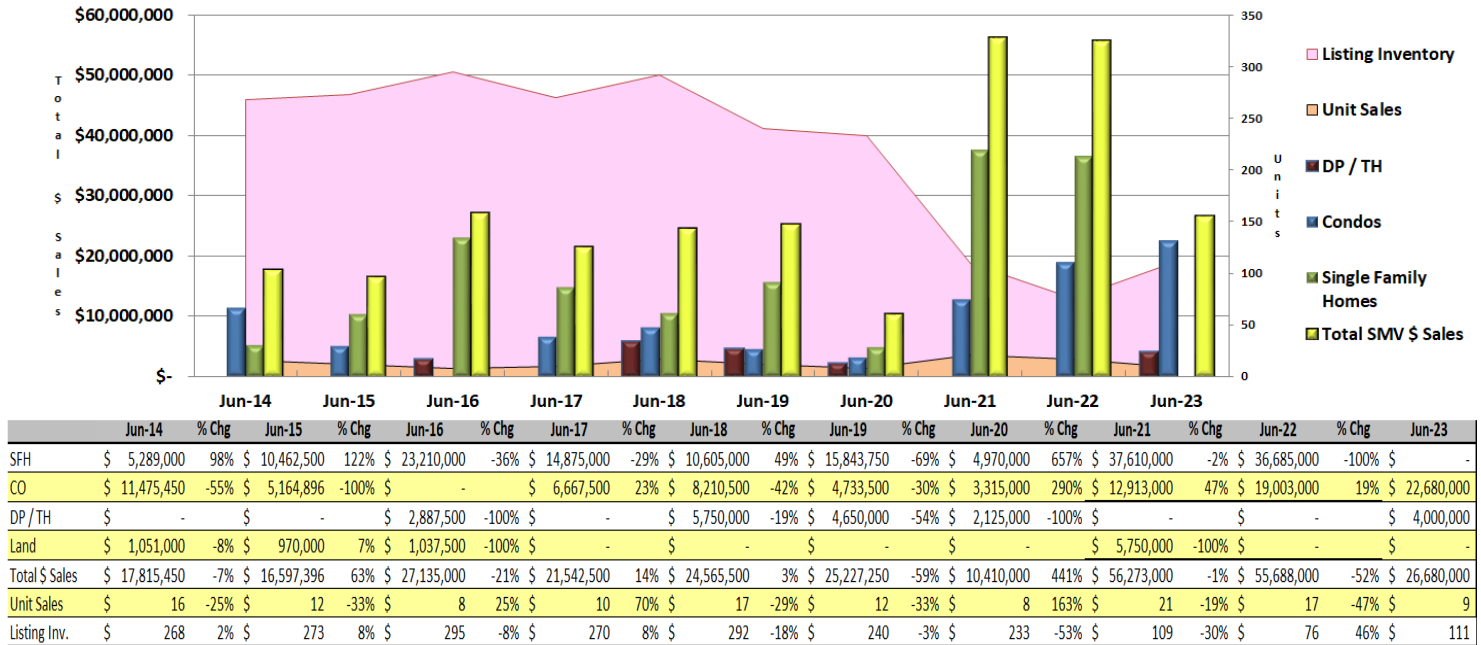
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## June 2023 Snowmass Village Sales Comparisons

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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	Jun-20	% Chg	Jun-21	% Chg	Jun-22	% Chg	Jun-23	% Chg	May-23	% Chg	May-22
<b>Single Family Homes</b>											
Unit Sales	2	200%	6	17%	7	-100%	0		2	0%	2
YTD Unit Sales	7	386%	34	-21%	27	-56%	12	0%	12	-40%	20
Monthly \$ Sales	\$ 4,970,000	657%	\$ 37,610,000	-2%	\$ 36,685,000	-100%	\$ -		\$ 13,350,000	-17%	\$ 16,022,500
YTD \$ Sales	\$ 22,239,000	735%	\$ 185,771,500	3%	\$ 191,747,114	-54%	\$ 88,327,500	0%	\$ 88,327,500	-43%	\$ 155,062,114
Listing Inventory	63	-56%	28	-21%	22	64%	36	25%	27	42%	19
<b>Condos</b>											
Unit Sales	5	180%	14	-29%	10	-20%	8	-75%	14	27%	11
YTD Unit Sales	41	183%	116	-59%	48	100%	96	-8%	88	132%	38
Monthly \$ Sales	\$ 3,315,000	290%	\$ 12,913,000	47%	\$ 19,003,000	19%	\$ 22,680,000	-33%	\$ 30,095,000	45%	\$ 20,798,000
YTD \$ Sales	\$ 52,433,954	158%	\$ 135,114,945	-38%	\$ 83,997,000	155%	\$ 214,462,000	11%	\$ 191,782,000	195%	\$ 64,994,000
Listing Inventory	143	-50%	71	-31%	49	39%	68	15%	58	81%	32
<b>Townhomes / Duplexes</b>											
Unit Sales	1	-100%	0		0		1	100%	0	-100%	1
YTD Unit Sales	7	100%	14	-57%	6	-67%	2	50%	1	-83%	6
Monthly \$ Sales	\$ 2,125,000	-100%	\$ -		\$ -		\$ 4,000,000	100%	\$ -	-100%	\$ 1,379,000
YTD \$ Sales	\$ 12,729,000	153%	\$ 32,235,167	-47%	\$ 17,114,000	-49%	\$ 8,800,000	45%	\$ 4,800,000	-72%	\$ 17,114,000
Listing Inventory	20	-60%	8	-38%	5	20%	6	100%	0	-100%	3
<b>Vacant Land</b>											
Unit Sales	0		1	-100%	0		0		0		0
YTD Unit Sales	1	200%	3	-67%	1	-100%	0		0	-100%	1
Monthly \$ Sales	\$ -		\$ 5,750,000	-100%	\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 4,900,000	146%	\$ 12,075,000	-52%	\$ 5,750,000	-100%	\$ -		\$ -	-100%	\$ 5,750,000
Listing Inventory	7	-71%	2	-100%	0		1	0%	1		0
<b>Total Snowmass Village Market</b>											
Total Unit Sales	7	200%	21	-19%	17	-53%	8	100%	16	23%	13
YTD Unit Sales	49	212%	153	-50%	76	42%	108	-7%	100	69%	59
Total Monthly \$ Sales	\$ 8,285,000	579%	\$ 56,273,000	-1%	\$ 55,688,000	-59%	\$ 22,680,000	-92%	\$ 43,445,000	18%	\$ 36,820,500
Total YTD \$ Sales	\$ 79,572,954	318%	\$ 332,961,445	-15%	\$ 281,494,114	8%	\$ 302,789,500	7%	\$ 280,109,500	24%	\$ 225,806,114
Listing Inventory	213	-53%	101	-30%	71	48%	105	18%	86	69%	51

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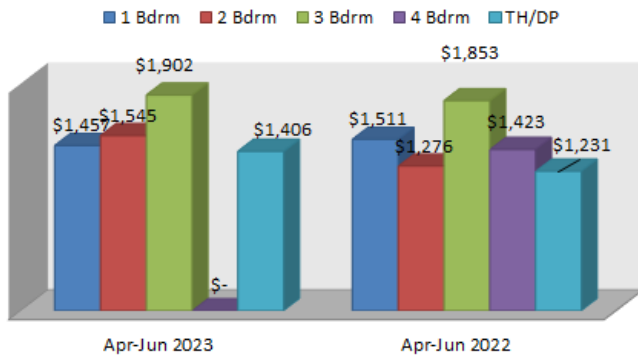
Estin Report: The charts and tables above document residential sales activity for Aspen which includes Aspen, Brush Crk, Woody Crk and Old Snowmass single family home sales over \$2.25M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential 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 2023 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)



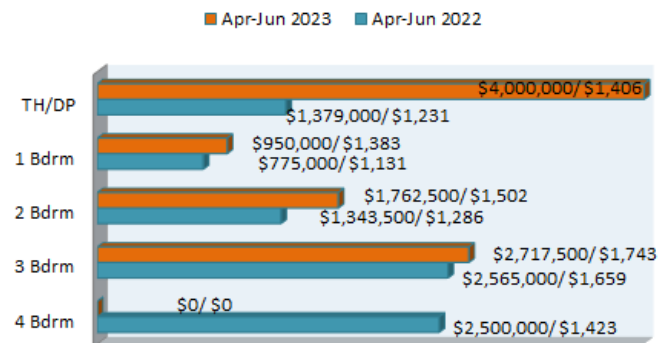


## Estin Report: June 2023 Snowmass Village Condos 3-Mos. Averages

### 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 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022
1 Bdrm	953,000	-11%	1,071,571	1,457	-4%	1,511	665	19%	559	97%	-3%	101%	94%	-6%	100%	5	-29%	7	4,765,000	-36%	7,501,000
2 Bdrm	1,734,700	26%	1,378,636	1,545	21%	1,276	1,118	5%	1,068	100%	2%	97%	100%	3%	97%	50	355%	11	86,735,000	472%	15,165,000
3 Bdrm	3,492,000	17%	2,996,111	1,902	3%	1,853	1,758	7%	1,644	99%	3%	96%	99%	6%	93%	20	122%	9	69,840,000	159%	26,965,000
4 Bdrm			2,500,000			1,423			1,757			94%			85%	0	-100%	1			2,500,000
TH/DP			1,785,033	1,406	14%	1,231			1,100			97%			95%	1	0%	1			1,785,033

\*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.)*					
	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023	% Chg	Apr-Jun 2022	Apr-Jun 2023		
Divide	\$16.7	39%	\$12.0	\$2,611	23%	\$2,120	96%	0%	96%	96%	0%	96%	2	100%	1	\$33.3	178%	\$12.0	0	-100%	1	0	-100%	3
Wood Run	\$10.5	55%	\$6.8	\$1,789	-4%	\$1,859	84%	-13%	97%	84%	-13%	97%	1	-80%	5	\$10.5	-69%	\$34.0	2	-90%	20	6	-50%	12
Ridge Run	\$4.2	-16%	\$5.0	\$1,065	-19%	\$1,317	93%	-9%	102%	85%	-16%	101%	1	-75%	4	\$4.2	-79%	\$20.0	0		0	0		0
Fox Run PUD													0		0	\$0.0		\$0.0	1	-50%	2			
Two Creeks													0		0	\$0.0		\$0.0	1	-80%	5			
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch			\$4.8			\$1,309			85%			90%	0	-100%	3	\$0.0	-100%	\$14.4	4	100%	2			2
Meadow Ranch													0		0	\$0.0		\$0.0	1	0%	1			
Horse Ranch			\$6.5			\$1,412			102%			102%	0	-100%	2	\$0.0	-100%	\$13.0	3	-63%	8			12
Sinclair Meadows													0		0	\$0.0		\$0.0	0	-100%	2			
Country Club Estates	\$2.9			\$1,590			89%			86%			1		0	\$2.9		\$0.0	2		0	6		
Old Snowmass	\$5.2	9%	\$4.8	\$1,938	25%	\$1,548	87%	-4%	90%	83%	-5%	87%	5	0%	5	\$26.1	9%	\$23.9	10	150%	4	6	150%	2

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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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# June 2023: Aspen Snowmass Real Estate Market Snapshot



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The Primary Market Guide for Aspen Snowmass Real Estate Information.



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