



## October 2023: Aspen Snowmass Real Estate Market Snapshot

RELEASED 11.20.23 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.6 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 October 2023:** We are in the dead of off-season, a quiet peaceful time in Aspen that many locals relish, including this one. The lowdown:

> Inventory of properties remains at historic low levels although it is ever-so-slowly inching up from its all-time low in 2021-2022.

> Prices remain strong. In general, Aspen single family homes are trading at 90-96% of ask (Top Pg 3); Aspen condos at 90-97% of ask (Top Pg 7); Snowmass Village single family homes at 90-96% (Bottom Pg 3); Snowmass Village condos at 93-97% of ask (Top Pg 9).

> For average and median prices, see page 4.

### October 2023 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Oct-23	% Change	Oct-22	% Change	Oct-21	% Change	Oct-20
Monthly Unit Sales:	39	15%	34	-50%	68	-33%	102
Year-to-Date Unit Sales:	294	2%	289	-51%	591	38%	429
Monthly Dollar Sales:	\$ 332,930,500	15%	\$ 290,467,000	1%	\$ 288,848,535	-48%	\$ 554,619,250
Year-to-Date Dollar Sales:	\$ 2,027,811,678	-16%	\$ 2,412,141,772	-13%	\$ 2,762,357,834	14%	\$ 2,414,995,698
Listing Inventory:	248	4%	238	30%	183	-60%	456
<b>Aspen Market</b>							
Monthly Unit Sales:	24	14%	21	-52%	44	-25%	59
Year-to-Date Unit Sales:	139	-23%	181	-48%	346	27%	273
Monthly Dollar Sales:	\$ 256,825,500	4%	\$ 247,410,000	7%	\$ 231,880,000	-47%	\$ 434,451,750
Year-to-Date Dollar Sales:	\$ 1,477,050,678	-26%	\$ 2,007,699,908	-7%	\$ 2,149,526,487	7%	\$ 2,008,823,519
Listing Inventory:	172	8%	159	22%	130	-58%	307
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	14	56%	9	-59%	22	-37%	35
Year-to-Date Unit Sales:	155	44%	108	-56%	245	57%	156
Monthly Dollar Sales:	\$ 72,855,000	120%	\$ 33,177,000	-33%	\$ 49,268,535	-51%	\$ 100,341,000
Year-to-Date Dollar Sales:	\$ 516,911,000	42%	\$ 363,247,864	-33%	\$ 544,351,630	62%	\$ 336,295,179
Listing Inventory:	76	-4%	79	49%	53	-64%	149
<b>Total Property Sales \$10M and Over*</b>							
Monthly Unit Sales:	12	20%	10	25%	8	0%	8
Year-to-Date Unit Sales:	65	-16%	77	15%	67	0%	67
Monthly Dollar Sales:	\$ 234,488,000	4%	\$ 225,175,000	97%	\$ 114,425,000	-11%	\$ 128,375,000
Year-to-Date Dollar Sales:	\$ 1,285,075,973	-24%	\$ 1,698,996,909	41%	\$ 1,208,788,921	-7%	\$ 1,302,238,000

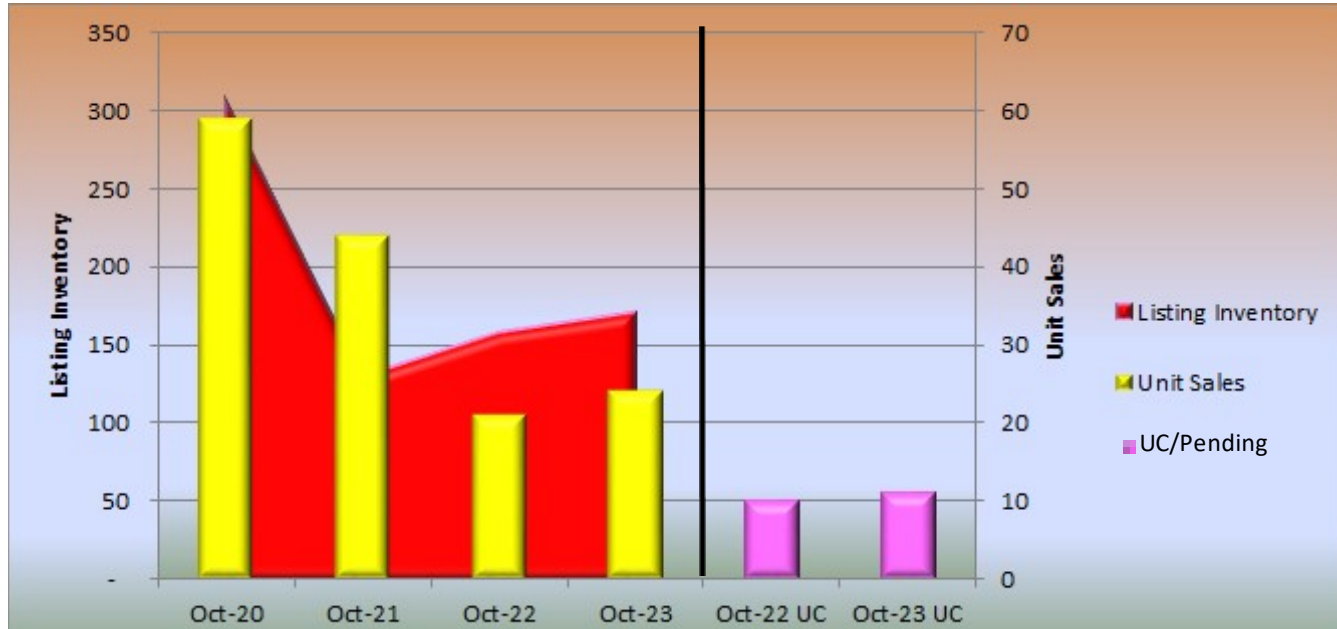
\*See breakdown of sales >\$10M by price point on Pg 3

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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 Village neighborhoods are on Pgs 7 and 9 respectively. Included property types: single family homes, condos, town-homes, duplexes & residential vacant lots at sold prices over \$250K except where otherwise indicated. Fractionals, mobile homes, deed restricted properties are not included.

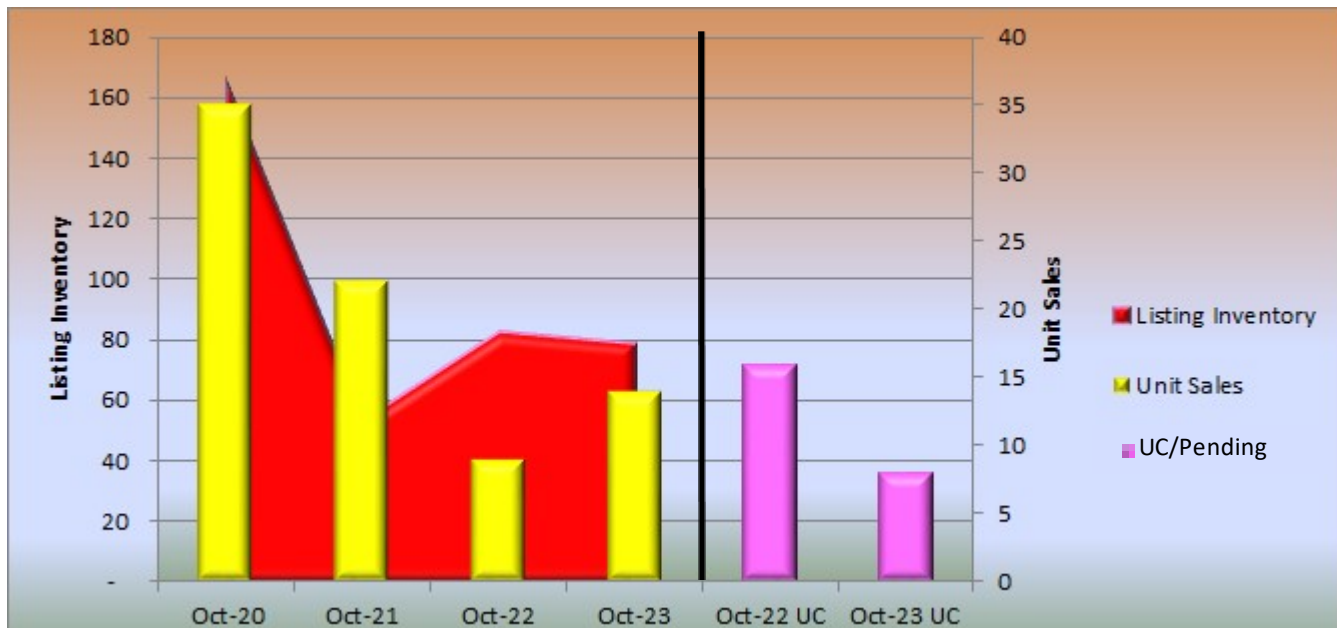


## October 2023 Aspen Real Estate Inventory, Sales and Under Contracts



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## October 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 October 2023. This does not necessarily mean that they will close in Oct or Nov, 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 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 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	0	2	1	8	4	3	0	2	20
Average \$ Per Sale				6,510,000	8,000,000	12,740,625	16,616,375	25,083,580		61,875,000	
Median \$ Per Sale				6,510,000	8,000,000	12,700,000	16,750,000	25,414,625		61,875,000	
Dollar Sales	0	0	0	13,020,000	8,000,000	101,925,000	66,465,500	75,250,741	0	123,750,000	388,411,241
Avg Sold \$/Sq.Ft.				1,298	1,530	2,942	3,078	2,945		5,462	
Avg LvHtSqFt				5,190	5,228	4,834	6,429	8,758		11,995	
Avg Days on Market				231	52	208	209	306		12	
Sold Price % Ask				98%	92%	92%	92%	92%		93%	
Sold Price % List				80%	92%	88%	80%	94%		93%	
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	0	0	0	1	0	8	3	1	3	2	18
Average \$ Per Sale				6,500,000		12,420,000	17,691,667	23,500,000	34,383,333	57,000,000	
Median \$ Per Sale				6,500,000		12,250,000	18,500,000	23,500,000	34,150,000	57,000,000	
Dollar Sales	0	0	0	6,500,000	0	99,360,000	53,075,000	23,500,000	103,150,000	114,000,000	399,585,000
Avg Sold \$/Sq.Ft.				1,741		2,981	3,427	2,398	3,289	4,586	
Avg LvHtSqFt				3,733		4,429	5,154		12,918		
Avg Days on Market				187		98	87		74		
Sold Price % Ask				94%		97%	84%		94%		
Sold Price % List				82%		97%	81%		94%		

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

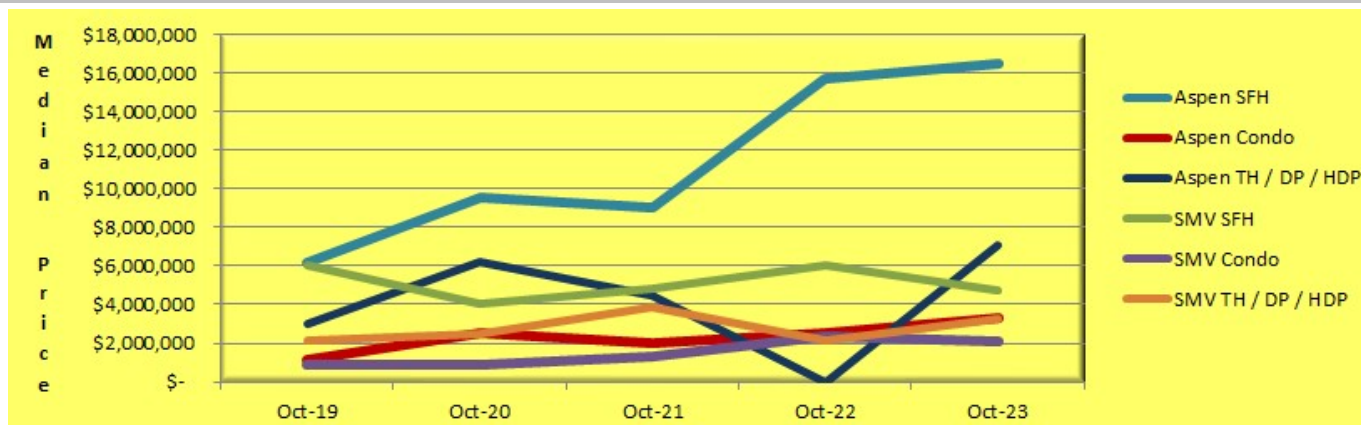
SMV Single Family Homes Aug-Oct 2023	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	0	5	6	3	2	0	1	0	0	17
Average \$ Per Sale			3,810,000	6,036,667	8,200,000	13,775,000		22,425,000			
Median \$ Per Sale			3,700,000	6,087,500	8,000,000	13,775,000		22,425,000			
Dollar Sales	0	0	19,050,000	36,220,000	24,600,000	27,550,000	0	22,425,000	0	0	129,845,000
Avg Sold \$/Sq.Ft.			1,327	1,438	1,518	2,549		1,715			
Avg LvHtSqFt			2,918	4,271	5,410	5,411		13,075			
Avg Days on Market			77	146	207	212		41			
Sold Price % Ask			96%	95%	90%	93%		100%			
Sold Price % List			94%	93%	79%	84%		100%			
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%					

2023 OUTLIERS BY MOS: These are individual sales not counted in totals, average, median metrics but counted in their respective neighborhood sales on bottom pgs 7 & 9. I was including all outliers in this footnote, but there is not enough space now. For a list of outliers since Jan 1, 23, please contact Tim Estin.

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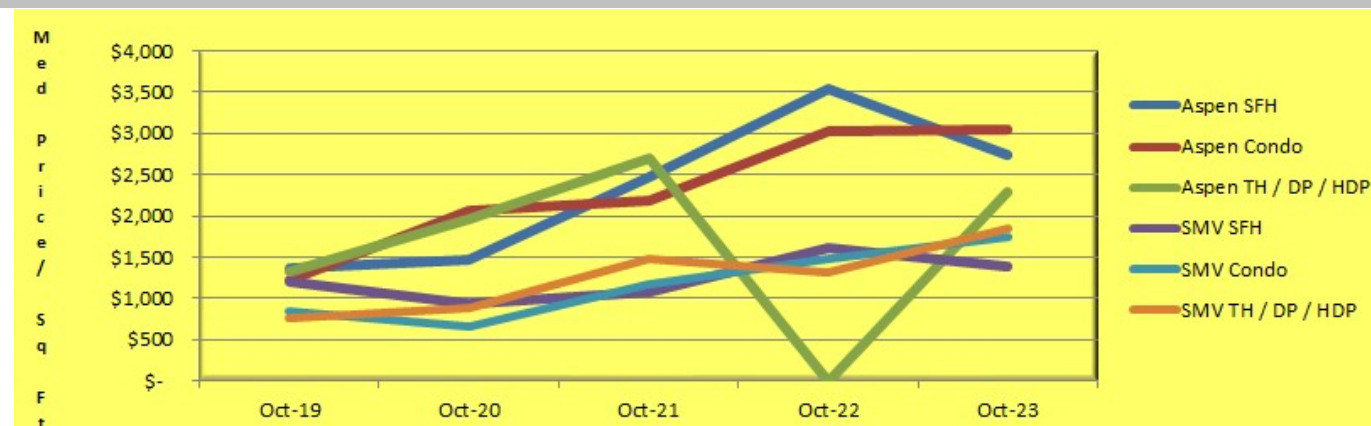
## October 2023 Aspen and Snowmass Median Sold Prices



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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.

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



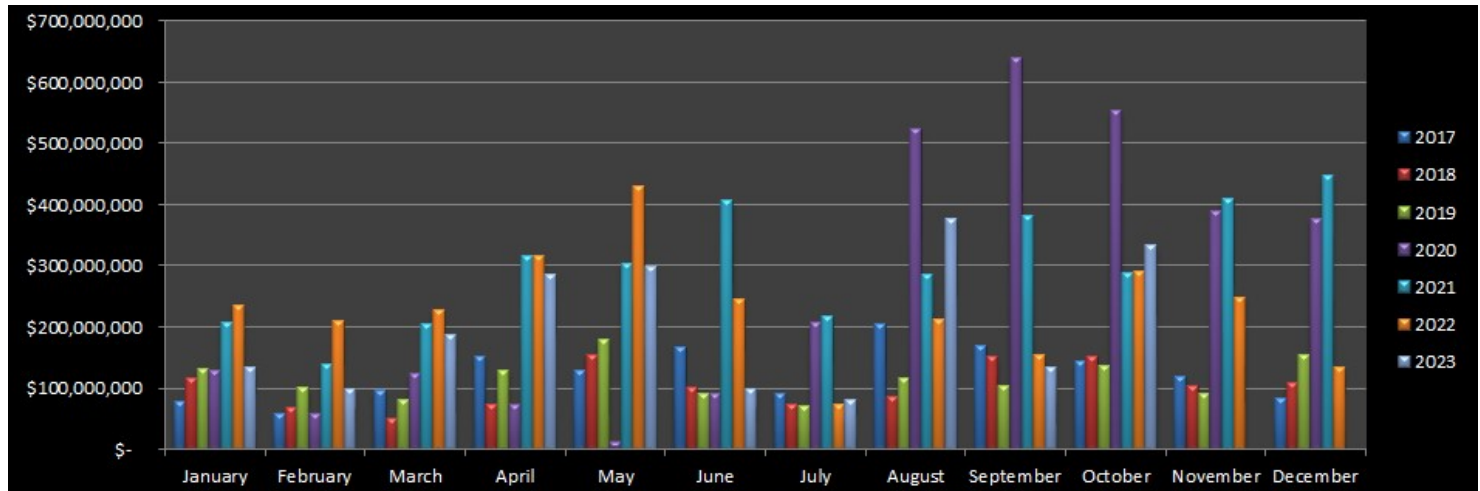
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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes were separated from Condos. Before then, they were all merged into one property type as Condos only. For Avg Sold Price \$/SqFt metrics by neighborhoods, see pages 7 & 9. A blank cell or \$0 above represents no sales during the time period.





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



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## Estin Report: Total Aspen Snowmass Market October 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	8%	\$ 80,567,204
August	\$ 204,054,450	-57%	\$ 87,024,854	34%	\$ 116,264,750	352%	\$ 524,962,000	-45%	\$ 286,288,891	-26%	\$ 212,957,000	77%	\$ 376,215,820
September	\$ 170,817,000	-11%	\$ 151,937,900	-31%	\$ 104,717,359	510%	\$ 639,104,801	-40%	\$ 382,757,450	-60%	\$ 153,837,250	-13%	\$ 133,455,500
October	\$ 143,704,550	6%	\$ 152,008,850	-9%	\$ 137,886,470	302%	\$ 554,619,250	-48%	\$ 288,848,535	1%	\$ 290,467,000	15%	\$ 332,930,500
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	-27%	\$ 2,027,811,678
YTD Total	\$ 1,298,108,482	-19%	\$ 1,051,938,542	9%	\$ 1,150,704,717	110%	\$ 2,414,995,698	14%	\$ 2,762,357,834	-13%	\$ 2,412,141,772	-16%	\$ 2,027,811,678

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

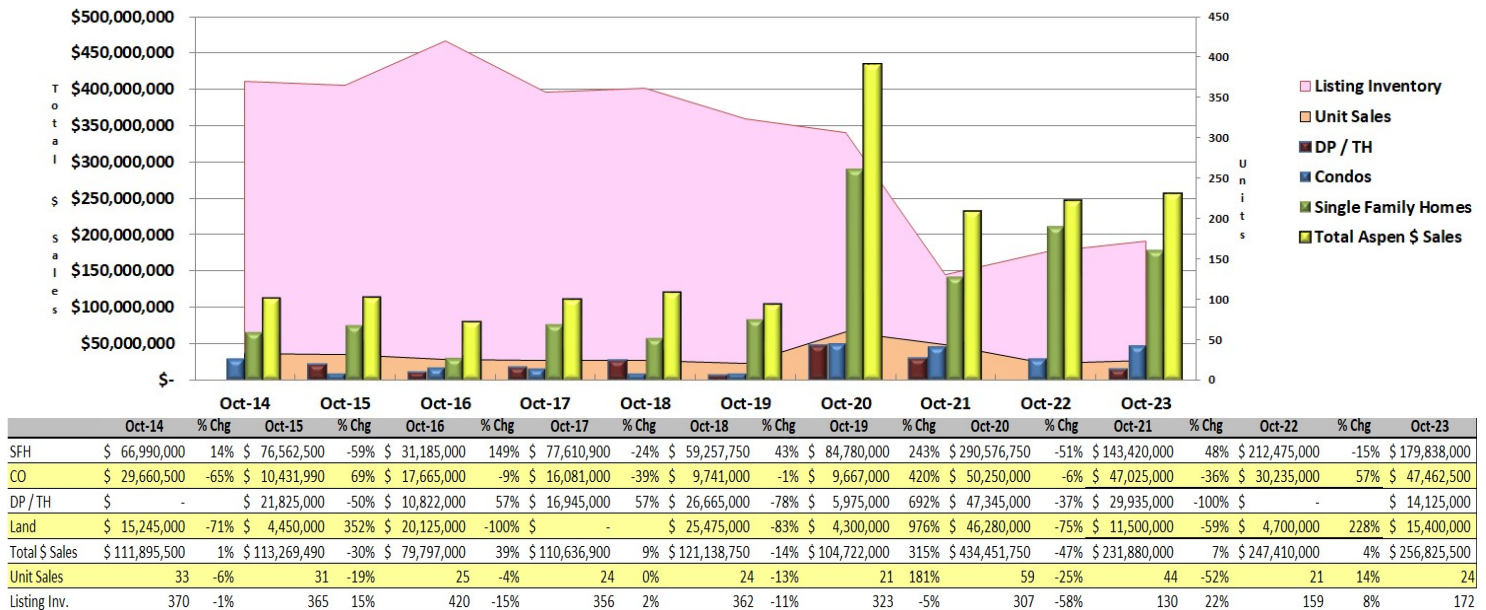
Month	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023
January	25	28%	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20
February	17	53%	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18
March	35	-51%	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24
April	38	-24%	29	52%	44	-64%	16	419%	83	-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	0%	15
August	56	-29%	40	0%	40	133%	93	-24%	71	-52%	34	12%	38
September	45	11%	50	-36%	32	231%	106	-34%	70	-73%	19	47%	28
October	41	12%	46	-30%	32	219%	102	-33%	68	-50%	34	15%	39
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	-11%	303
YTD Total	361	-7%	337	-2%	330	39%	460	34%	616	-51%	303	0%	303

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## October 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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	Oct-20	% Chg	Oct-21	% Chg	Oct-22	% Chg	Oct-23	% Chg	Sep-23	% Chg	Sep-22
<b>Single Family Homes</b>											
Unit Sales	28	-46%	15	-33%	10	-10%	9	350%	2	0%	2
YTD Unit Sales	117	-3%	113	-42%	65	-11%	58	16%	49	-11%	55
Monthly \$ Sales	\$ 290,576,750	-51%	\$ 143,420,000	48%	\$ 212,475,000	-15%	\$ 179,838,000	87%	\$ 23,340,000	-72%	\$ 84,700,000
YTD \$ Sales	\$ 1,335,905,718	3%	\$ 1,375,599,421	-3%	\$ 1,336,255,909	-26%	\$ 994,587,395	18%	\$ 814,749,395	-27%	\$ 1,123,780,909
Listing Inventory	152	-50%	76	9%	83	10%	91	-4%	95	10%	86
<b>Condos</b>											
Unit Sales	18	28%	23	-57%	10	20%	12	25%	9	13%	8
YTD Unit Sales	90	70%	153	-45%	84	-27%	61	20%	49	-34%	74
Monthly \$ Sales	\$ 50,250,000	-6%	\$ 47,025,000	-36%	\$ 30,235,000	57%	\$ 47,462,500	39%	\$ 28,855,000	-23%	\$ 37,575,000
YTD \$ Sales	\$ 241,962,751	29%	\$ 311,255,668	-1%	\$ 306,713,999	-20%	\$ 245,284,078	19%	\$ 197,821,578	-28%	\$ 276,478,999
Listing Inventory	95	-68%	30	47%	44	16%	51	-16%	59	18%	50
<b>Townhomes / Duplexes</b>											
Unit Sales	6	-17%	5	-100%	0	-	2	50%	1	-50%	2
YTD Unit Sales	49	-10%	44	-52%	21	-33%	14	14%	12	-43%	21
Monthly \$ Sales	\$ 47,345,000	-37%	\$ 29,935,000	-100%	\$ -	-	\$ 14,125,000	-27%	\$ 17,900,000	46%	\$ 12,250,000
YTD \$ Sales	\$ 302,175,050	-13%	\$ 263,435,898	-34%	\$ 172,820,000	-16%	\$ 144,529,205	10%	\$ 130,404,205	-25%	\$ 172,820,000
Listing Inventory	35	-71%	10	70%	17	-35%	11	-9%	12	-33%	18
<b>Vacant Land</b>											
Unit Sales	7	-86%	1	0%	1	0%	1	100%	0	-	0
YTD Unit Sales	17	112%	36	-69%	11	-45%	6	17%	5	-50%	10
Monthly \$ Sales	\$ 46,280,000	-75%	\$ 11,500,000	-59%	\$ 4,700,000	228%	\$ 15,400,000	100%	\$ -	-	\$ -
YTD \$ Sales	\$ 128,780,000	55%	\$ 199,235,500	-4%	\$ 191,910,000	-52%	\$ 92,650,000	17%	\$ 77,250,000	-59%	\$ 187,210,000
Listing Inventory	25	-44%	14	7%	15	27%	19	-5%	20	54%	13
<b>Total Aspen Market</b>											
Total Unit Sales	59	-25%	44	-52%	21	14%	24	50%	12	0%	12
YTD Unit Sales	273	27%	346	-48%	181	-23%	139	17%	115	-28%	160
Total Monthly \$ Sales	\$ 434,451,750	-47%	\$ 231,880,000	7%	\$ 247,410,000	4%	\$ 256,825,500	73%	\$ 70,095,000	-48%	\$ 134,525,000
Total YTD \$ Sales	\$ 2,008,823,519	7%	\$ 2,149,526,487	-7%	\$ 2,007,699,908	-26%	\$ 1,477,050,678	17%	\$ 1,220,225,178	-31%	\$ 1,760,289,908
Listing Inventory	307	-58%	130	22%	159	8%	172	-8%	186	11%	167

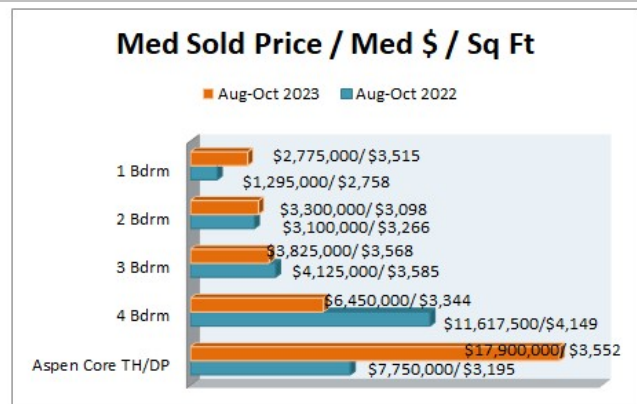
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Estin Report: The intention of these reports and analysis is to present a true and realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – as what happens up valley ripples down valley. (Not included: Brush Creek Village, Woody Creek, Old Snowmass. See Pgs 7 & 9 for these specific neighborhoods.) Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000; not included are fractionals, deed restricted and commercial properties. The source data is from the Aspen Glenwood MLS and Pitkin County Clerk & Recorder. It is scrubbed to remove outliers and sales that the author arguably believes would be misleading. To the extent possible, off-market sales are included. 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: "[Estin Report: The Aspen Snowmass real estate market](http://EstinReport:TheAspenSnowmassrealestatemarket)."





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



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022
1 Bdrm	2,775,000	89%	1,466,250	3,515	39%	2,528	774	169%	288	93%	6%	88%	70%	325%	17%	2	-50%	4	\$ 5,550,000	-5%	\$ 5,865,000
2 Bdrm	3,444,750	9%	3,153,571	3,084	-9%	3,381	1,134	23%	925	92%	-5%	98%	88%	-8%	95%	10	43%	7	\$ 34,447,500	56%	\$ 22,075,000
3 Bdrm	3,860,000	-36%	5,992,857	3,459	-3%	3,553	1,109	-32%	1,624	92%	-4%	96%	87%	-7%	93%	5	-29%	7	\$ 19,300,000	-54%	\$ 41,950,000
4 Bdrm	8,175,000	-30%	11,617,500	3,240	-22%	4,149	2,498	-4%	2,602	97%	1%	96%	94%	0%	95%	3	50%	2	\$ 24,525,000	6%	\$ 23,235,000
Aspen Core TH/DP	17,900,000	131%	7,750,000	3,552	11%	3,195	5,040	108%	2,426	90%	4%	86%	80%	0%	79%	1	0%	1	\$ 17,900,000	131%	\$ 7,750,000

\*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		
	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022
Central Core (SFH)	\$14.5	21%	\$12.0	\$5,127	37%	\$3,731	97%	-1%	98%	97%	-1%	98%	1	0%	1	\$14.5	21%	\$12.0	7	-53%	15
Central Core (CO&TH)	\$6.0	40%	\$4.3	\$3,305	0%	\$3,312	96%	0%	96%	92%	26%	73%	22	0%	22	\$132.6	40%	\$94.8	39	-65%	113
Smuggler (SFH)	\$11.1	-14%	\$13.0	\$2,737	-23%	\$3,577	93%	-7%	100%	93%	-7%	100%	1	0%	1	\$11.1	-14%	\$13.0	0	-100%	7
Smuggler (CO&TH)	\$1.3	28%	\$1.0	\$1,752	12%	\$1,569	95%	-7%	102%	95%	-7%	102%	3	-40%	5	\$3.9	-23%	\$5.0	1	-91%	11
West Aspen	\$25.2	90%	\$13.3	\$2,859	-8%	\$3,093	87%	-13%	100%	80%	-20%	100%	6	200%	2	\$151.2	469%	\$26.6	20	-64%	55
West End	\$13.4	-10%	\$15.0	\$3,197	3%	\$3,100	91%	20%	77%	91%	28%	71%	6	200%	2	\$80.6	169%	\$30.0	16	-24%	21
Red Mountain			\$27.7			\$3,920			92%			92%	0	-100%	3	\$0.0	-100%	\$83.0	8	-67%	24
East Aspen	\$25.0	128%	\$11.0	\$2,890	3%	\$2,817	98%	0%	98%	97%	2%	95%	4	33%	3	\$100.2	203%	\$33.0	12	-29%	17
McLain Flats/Starwood	\$15.4	-41%	\$26.0	\$1,984	20%	\$1,657	115%	18%	97%	108%	11%	97%	2	0%	2	\$30.8	-41%	\$52.0	8	-47%	15
Woody Crk	\$11.2			\$1,910			91%			83%			2		0	\$22.3		\$0.0	7	-22%	9
Brush Crk Village	\$6.0	103%	\$3.0	\$1,143	1%	\$1,133	88%	-10%	98%	75%	-23%	98%	1	-50%	2	\$6.0	2%	\$5.9	9	125%	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.

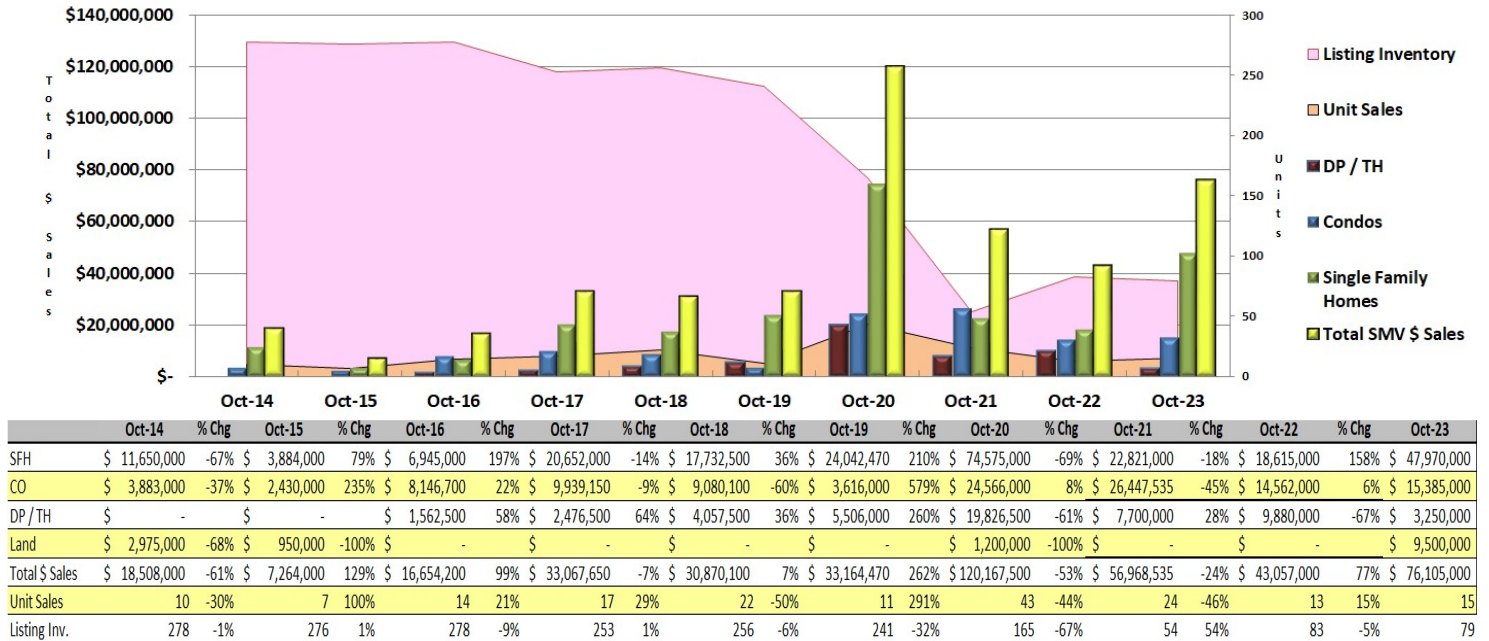
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply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

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## October 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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	Oct-20	% Chg	Oct-21	% Chg	Oct-22	% Chg	Oct-23	% Chg	Sep-23	% Chg	Sep-22
<b>Single Family Homes</b>											
Unit Sales	16	-75%	4	-25%	3	167%	8	-38%	5	400%	1
YTD Unit Sales	50	18%	59	-46%	32	0%	32	-25%	24	-17%	29
Monthly \$ Sales	\$ 74,575,000	-69%	\$ 22,821,000	-18%	\$ 18,615,000	158%	\$ 47,970,000	25%	\$ 36,050,000	268%	\$ 9,800,000
YTD \$ Sales	\$ 207,476,225	54%	\$ 319,312,500	-27%	\$ 233,162,114	1%	\$ 236,422,500	20%	\$ 188,452,500	-12%	\$ 214,547,114
Listing Inventory	43	-53%	20	10%	22	-14%	19	-37%	26	13%	23
<b>Condos</b>											
Unit Sales	18	0%	18	-67%	6	-17%	5	-80%	9	80%	5
YTD Unit Sales	102	78%	182	-59%	75	63%	122	-4%	117	70%	69
Monthly \$ Sales	\$ 24,566,000	8%	\$ 26,447,535	-45%	\$ 14,562,000	6%	\$ 15,385,000	-1%	\$ 15,510,500	117%	\$ 7,162,250
YTD \$ Sales	\$ 120,123,954	76%	\$ 210,864,130	-41%	\$ 124,335,750	118%	\$ 270,988,500	6%	\$ 255,603,500	133%	\$ 109,773,750
Listing Inventory	102	-69%	32	78%	57	-2%	56	-11%	62	0%	62
<b>Townhomes / Duplexes</b>											
Unit Sales	8	-75%	2	100%	4	-75%	1	-100%	2	100%	1
YTD Unit Sales	31	-19%	25	-44%	14	-36%	9	11%	8	-20%	10
Monthly \$ Sales	\$ 19,826,500	-61%	\$ 7,700,000	28%	\$ 9,880,000	-67%	\$ 3,250,000	-263%	\$ 11,800,000	402%	\$ 2,350,000
YTD \$ Sales	\$ 69,877,000	-2%	\$ 68,479,717	-40%	\$ 41,194,000	-18%	\$ 33,850,000	10%	\$ 30,600,000	-2%	\$ 31,314,000
Listing Inventory	16	-94%	1	300%	4	-25%	3	100%	0	-100%	10
<b>Vacant Land</b>											
Unit Sales	1	-100%	0	-	0	-	1	-100%	0	-	0
YTD Unit Sales	4	0%	4	-75%	1	0%	1	-100%	0	-100%	1
Monthly \$ Sales	\$ 1,200,000	-100%	\$ -	-	\$ -	-	\$ 9,500,000	100%	\$ -	-	\$ -
YTD \$ Sales	\$ 8,695,000	63%	\$ 14,175,000	-59%	\$ 5,750,000	65%	\$ 9,500,000	100%	\$ -	-100%	\$ 5,750,000
Listing Inventory	4	-75%	1	-100%	0	-	1	0%	1	-	0
<b>Total Snowmass Village Market</b>											
Total Unit Sales	35	-37%	22	-59%	9	56%	14	0%	14	133%	6
YTD Unit Sales	156	57%	245	-56%	108	44%	155	-9%	141	42%	99
Total Monthly \$ Sales	\$ 100,341,000	-51%	\$ 49,268,535	-33%	\$ 33,177,000	120%	\$ 72,855,000	29%	\$ 51,560,500	204%	\$ 16,962,250
Total YTD \$ Sales	\$ 336,295,179	62%	\$ 544,351,630	-33%	\$ 363,247,864	42%	\$ 516,911,000	14%	\$ 444,056,000	35%	\$ 330,070,864
Listing Inventory	149	-64%	53	49%	79	-4%	76	-17%	89	5%	85

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Estin Report: The intention of these reports and analysis is to present a true and realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – as what happens up valley ripples down valley. (Not included: Brush Creek Village, Woody Creek, Old Snowmass. See Pgs 7 & 9 for these specific neighborhoods.) Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over \$250,000; not included are fractionals, deed restricted and commercial properties. The source data is from the Aspen Glenwood MLS and Pitkin County Clerk & Recorder. It is scrubbed to remove outliers and sales that the author arguably believes would be misleading. To the extent possible, off-market sales are included. 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: "[Estin Report: The Aspen Snowmass real estate market.](http://www.EstinAspen.com)"

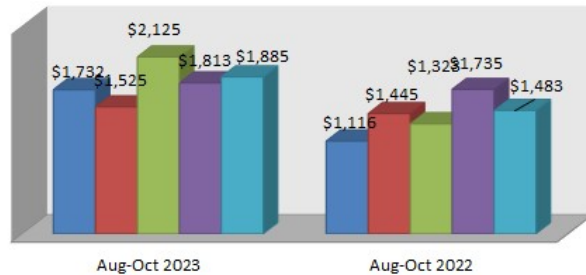




## Estin Report: October 2023 Snowmass Village Condos 3-Mos. Averages

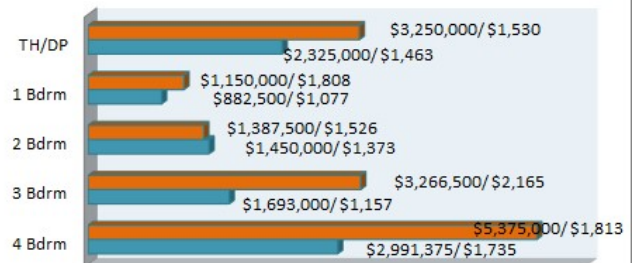
### Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm TH/DP



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

Aug-Oct 2023 Aug-Oct 2022



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022
1 Bdrm	1,083,333	24%	876,000	1,732	55%	1,116	635	-20%	791	95%	-3%	98%	92%	1%	91%	3	-25%	4	3,250,000	-7%	3,504,000
2 Bdrm	1,542,375	-3%	1,597,400	1,525	6%	1,445	1,022	1%	1,012	97%	1%	96%	95%	1%	94%	12	20%	10	18,508,500	16%	15,974,000
3 Bdrm	3,544,667	33%	2,674,333	2,125	61%	1,323	1,626	-13%	1,866	97%	1%	96%	98%	2%	96%	6	100%	3	21,268,000	165%	8,023,000
4 Bdrm	5,375,000	80%	2,991,375	1,813	4%	1,735	2,926	67%	1,750	93%	1%	92%	93%	4%	89%	2	0%	2	10,750,000	80%	5,982,750
TH/DP	4,170,000	39%	3,010,000	1,885	27%	1,483	2,140	18%	1,815	95%	0%	95%	89%	-5%	93%	5	-38%	8	20,850,000	-13%	24,080,000

\*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 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	% Chg	Aug-Oct 2022	Aug-Oct 2023	% Chg	Aug-Oct 2022	
Divide	\$8.3	-15%	\$9.8	\$1,557	-11%	\$1,741	85%	-7%	91%	72%	-21%	91%	2	100%	1	\$16.6	69%	\$9.8	0	-100%	1	0	-100%	3
Wood Run													0		0	\$0.0		\$0.0	2	-90%	20			
Ridge Run	\$6.7	119%	\$3.0	\$1,323	22%	\$1,084	96%	5%	91%	93%	10%	85%	5	150%	2	\$33.4	448%	\$6.1	0		0	0		0
Fox Run PUD													0		0	\$0.0		\$0.0	1	-50%	2			
Two Creeks	\$12.8	50%	\$8.5	\$2,321	45%	\$1,606	85%	-7%	92%	71%	-4%	74%	1	0%	1	\$12.8	50%	\$8.5	1	-80%	5	3	-80%	15
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch	\$4.2	-31%	\$6.0	\$1,447	-11%	\$1,633	99%	3%	96%	99%	12%	89%	1	0%	1	\$4.2	-31%	\$6.0	4	100%	2	12	100%	6
Meadow Ranch	\$3.3	38%	\$2.4	\$1,854	40%	\$1,320	102%	19%	85%	102%	30%	78%	1	0%	1	\$3.3	38%	\$2.4	1	0%	1	3	0%	3
Horse Ranch	\$5.2			\$1,608			95%			95%			2		0	\$10.4		\$0.0	3	-63%	8	5		
Sinclair Meadows													0		0	\$0.0		\$0.0	0	-100%	2			
Country Club Estates													0		0	\$0.0		\$0.0	2		0			
Old Snowmass	\$7.0	-25%	\$9.3	\$1,744	-14%	\$2,035	93%	-5%	98%	92%	1%	91%	3	0%	3	\$20.9	-25%	\$27.9	15	88%	8	15	88%	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 2023: Aspen Snowmass Real Estate Market Snapshot



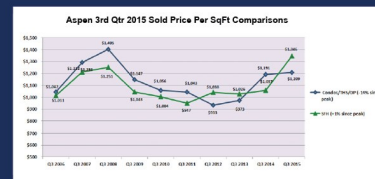
## THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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Weekly Market Updates.  
See What's Movin' and Shakin'.

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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

"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."

- 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."

