



April 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 05.13.24 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: For 2024 YTD through April, sales are up 37% over last year due to the extraordinarily high end dollar sales (\$965M vs \$705M), while unit sales - a more realistic measure of market performance - are down 4%, (130) sales now vs (135) 2023 YTD vs (132) 2022 YTD. In the past 6-8 weeks, there have been (6) sales over \$30M in the range of \$33.5M to \$108M. Four of these sales were in April alone with two associated with the same seller/buyer. Current market trends are: low inventory, an anticipated stricter land use code favoring larger existing homes, and continued demand for remote work/living in our easily accessible, world-class sports, cultural, and stunning environment. Sales have been strong as there are many well-informed buyers ready to move on attractive and well-priced properties. While inventory of properties for sale is slowly rising off the past two years of historic lows, it will continue to pick up as we get closer to summer selling.

April 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Apr-24	% Change	Apr-23	% Change	Apr-22	% Change	Apr-21
Monthly Unit Sales:	37	-49%	73	78%	41	-51%	83
Year-to-Date Unit Sales:	120	-10%	134	6%	127	-42%	218
Monthly Dollar Sales:	\$ 400,197,055	40%	\$ 285,556,500	-10%	\$ 316,018,614	0%	\$ 315,402,749
Year-to-Date Dollar Sales:	\$ 965,233,880	37%	\$ 704,921,654	-30%	\$ 1,004,394,614	15%	\$ 874,866,381
Listing Inventory:	238	4%	228	66%	137	-61%	354
Aspen Market							
Monthly Unit Sales:	18	20%	15	-35%	23	-28%	32
Year-to-Date Unit Sales:	69	38%	50	-38%	81	-25%	108
Monthly Dollar Sales:	\$ 315,500,000	128%	\$ 138,099,000	-41%	\$ 233,765,000	12%	\$ 209,084,499
Year-to-Date Dollar Sales:	\$ 740,006,125	60%	\$ 463,457,154	-42%	\$ 799,674,000	26%	\$ 633,280,769
Listing Inventory:	174	9%	159	85%	86	-62%	225
Snowmass Village Market							
Monthly Unit Sales:	17	-71%	58	222%	18	-61%	46
Year-to-Date Unit Sales:	51	-39%	84	83%	46	-58%	110
Monthly Dollar Sales:	\$ 72,147,055	-51%	\$ 147,457,500	79%	\$ 82,253,614	-12%	\$ 93,058,250
Year-to-Date Dollar Sales:	\$ 187,728,555	-21%	\$ 236,664,500	25%	\$ 188,985,614	-10%	\$ 209,350,445
Listing Inventory:	64	-7%	69	35%	51	-60%	129
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	8	0%	8	-27%	11	0%	11
Year-to-Date Unit Sales:	25	19%	21	-40%	35	0%	35
Monthly Dollar Sales:	\$ 299,850,000	120%	\$ 136,063,500	-32%	\$ 200,825,000	27%	\$ 157,800,000
Year-to-Date Dollar Sales:	\$ 600,995,000	60%	\$ 374,554,654	-46%	\$ 697,195,000	6%	\$ 654,647,000

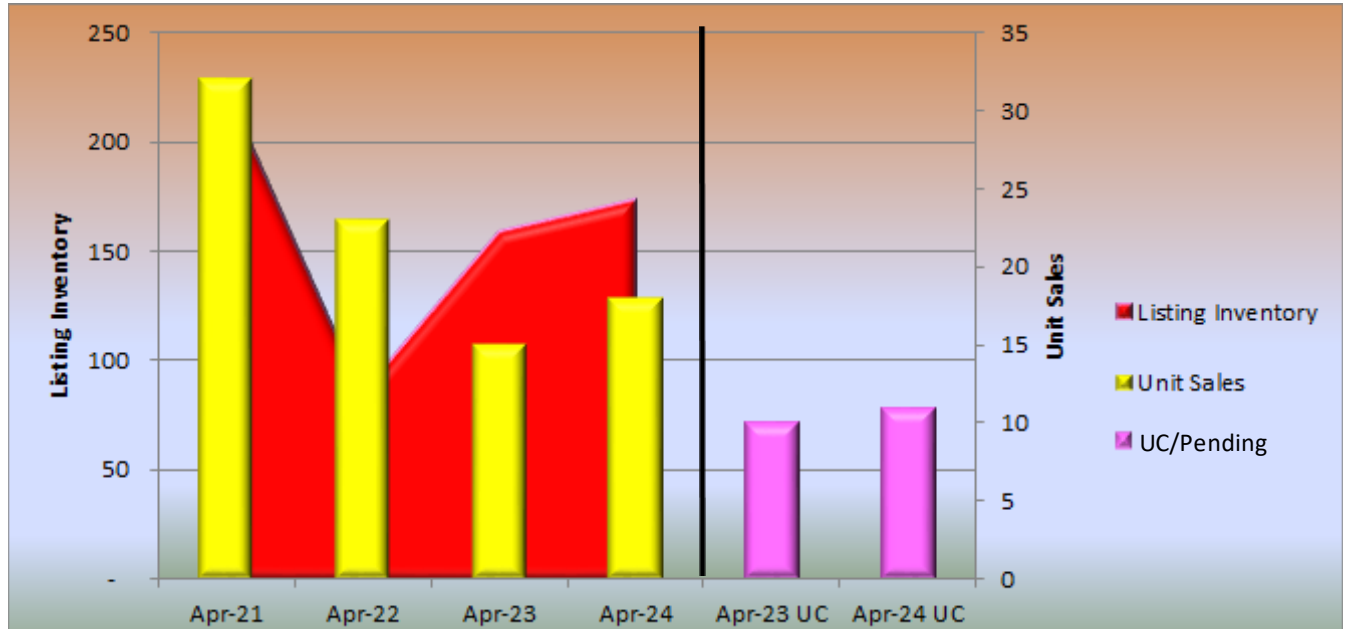
*See breakdown of sales >\$10M by price point on Pg 3

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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.



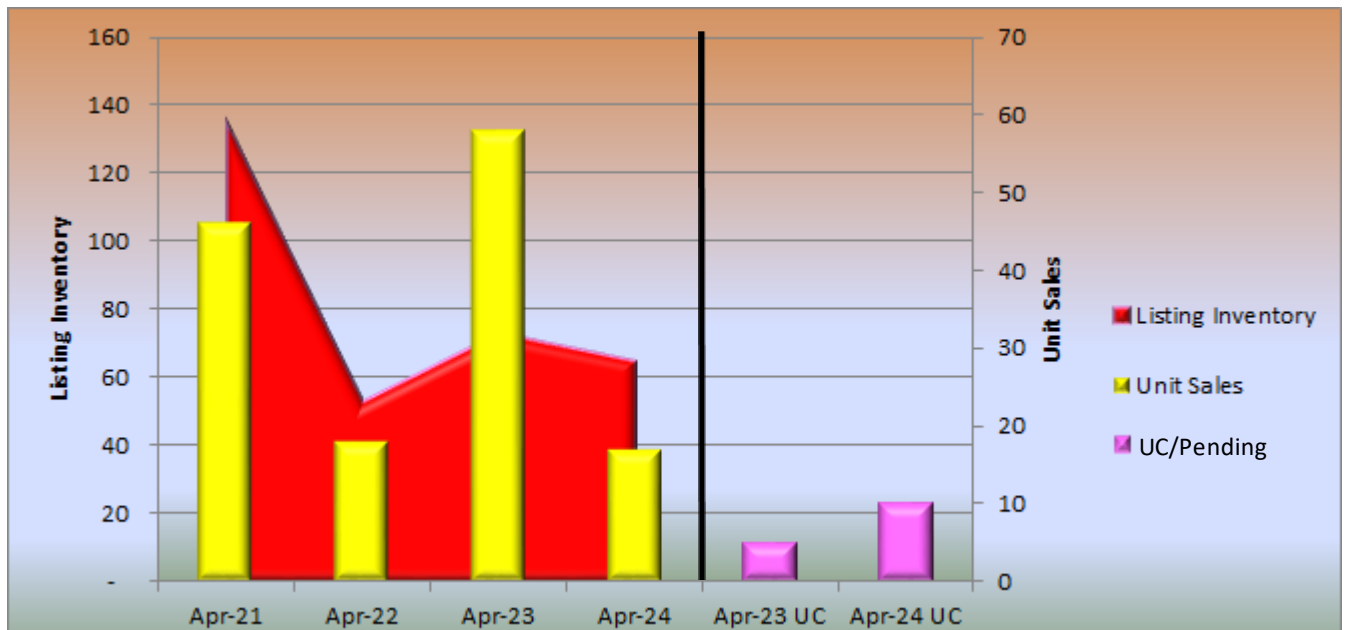
April 2024 Aspen Real Estate Inventory, Sales & Under Contracts



	Apr-21	% Chg	Apr-22	% Chg	Apr-23	% Chg	Apr-24	Apr-24 UC	% Chg	Apr-23 UC
Total Aspen Market										
Unit Sales	32	-28%	23	-35%	15	20%	18	11	10%	10
Listing Inventory	225	-62%	86	85%	159	9%	174			

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April 2024 Snowmass Village Real Estate Inventory, Sales & Under Contracts



	Apr-21	% Chg	Apr-22	% Chg	Apr-23	% Chg	Apr-24	Apr-24 UC	% Chg	Apr-23 UC
Total Snowmass Village Market										
Unit Sales	46	-61%	18	222%	58	-71%	17	10	100%	5
Listing Inventory	135	-61%	53	38%	73	-11%	65			

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NOTE: UC— These are the number of units that went Under Contract in April 2024. This does not necessarily mean that they will close in April or May, 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 Feb-Apr 2024	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	2	2	1	4	2	1	2	3	18
Average \$ Per Sale		2,700,000	3,900,000	6,650,000	7,500,000	11,950,000	17,250,000	29,200,000	35,237,500	71,916,667	
Median \$ Per Sale		2,700,000	3,900,000	6,650,000	7,500,000	11,900,000	17,250,000	29,200,000	35,237,500	59,000,000	
Dollar Sales	0	2,700,000	7,800,000	13,300,000	7,500,000	47,800,000	34,500,000	29,200,000	70,475,000	215,750,000	429,025,000
Avg Sold \$/Sq.Ft.		3,392	1,665	2,162	2,976	2,944	3,682	3,867	4,130	4,912	
Avg LvHtSqFt		796	2,800	3,152	2,520	4,212	4,709	7,551	9,334	15,162	
Avg Days on Market		6	658	395	182	234	187	70	170	101	
Sold Price % Ask		96%	86%	89%	88%	94%	95%	98%	83%	100%	
Sold Price % List		96%	69%	73%	75%	92%	90%	98%	78%	100%	
Aspen Single Family Homes Feb-Apr 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	2	2	2	5	5	3	1	0	20
Average \$ Per Sale			4,475,000	6,512,500	8,550,000	11,050,200	17,234,231	23,416,667	34,000,000		
Median \$ Per Sale			4,475,000	6,512,500	8,550,000	11,000,000	17,500,000	24,000,000	34,000,000		
Dollar Sales	0	0	8,950,000	13,025,000	17,100,000	55,251,000	86,171,154	70,250,000	34,000,000	0	284,747,154
Avg Sold \$/Sq.Ft.			2,328	2,434	1,603	2,882	3,335	3,384	4,817		
Avg LvHtSqFt			1,946	2,870	5,327	4,141	5,410	7,478	7,059		
Avg Days on Market			131	218	310	213	226	96	46		
Sold Price % Ask			103%	92%	90%	89%	91%	90%	100%		
Sold Price % List			93%	84%	69%	74%	90%	90%	100%		

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

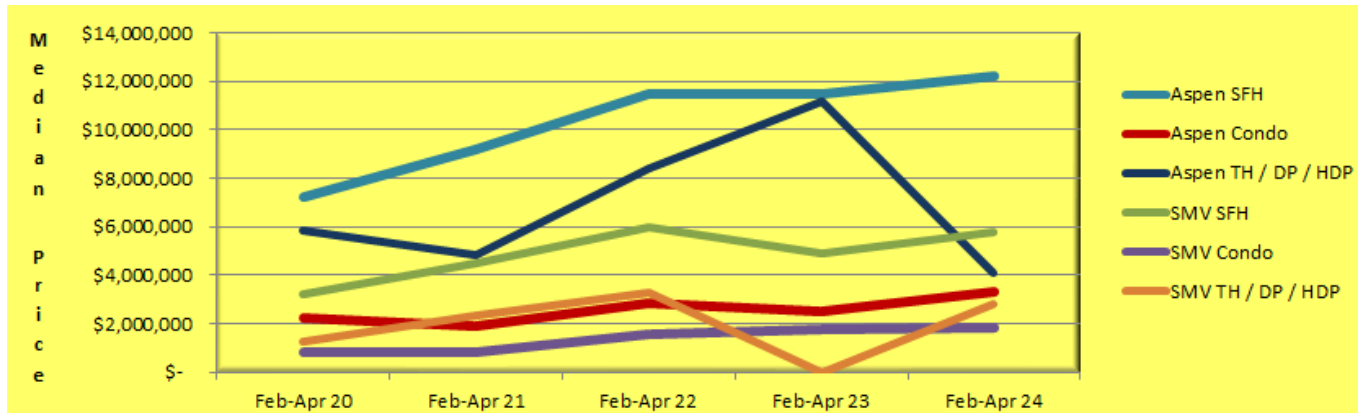
SMV Single Family Homes Feb-Apr 2024	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	0	3	4	1	1	1	0	0	0	11
Average \$ Per Sale	1,745,000		4,195,333	6,381,250	8,000,000	10,100,000	15,000,000				
Median \$ Per Sale	1,745,000		4,000,000	6,487,500	8,000,000	10,100,000	15,000,000				
Dollar Sales	1,745,000	0	12,586,000	25,525,000	8,000,000	10,100,000	15,000,000	0	0	0	72,956,000
Avg Sold \$/Sq.Ft.	1,864		1,384	1,773	1,494	2,020	2,676				
Avg LvHtSqFt	936		3,029	3,588	5,353	5,000	5,605				
Avg Days on Market	48		91	211	73	409	108				
Sold Price % Ask	97%		97%	95%	96%	94%	98%				
Sold Price % List	97%		97%	93%	96%	81%	98%				
SMV Single Family Homes Feb-Apr 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	3	0	0	0	2	0	0	0	5
Average \$ Per Sale			4,550,000				16,656,250				
Median \$ Per Sale			4,550,000				16,656,250				
Dollar Sales	0	0	13,650,000	0	0	0	33,312,500	0	0	0	46,962,500
Avg Sold \$/Sq.Ft.			1,326				2,611				
Avg LvHtSqFt			3,493				6,373				
Avg Days on Market			124				82				
Sold Price % Ask			95%				96%				
Sold Price % List			92%				96%				

2024 OUTLIER SALES BY MOS: These are individual sales not counted in total, average, median metrics but counted in their respective neighborhood sales on bottom Pgs 7 & 9. Outlier sales used to be itemized in this footnote but space limitations prevail. For a list of outliers since Jan 1, 24, please contact Tim Estin.

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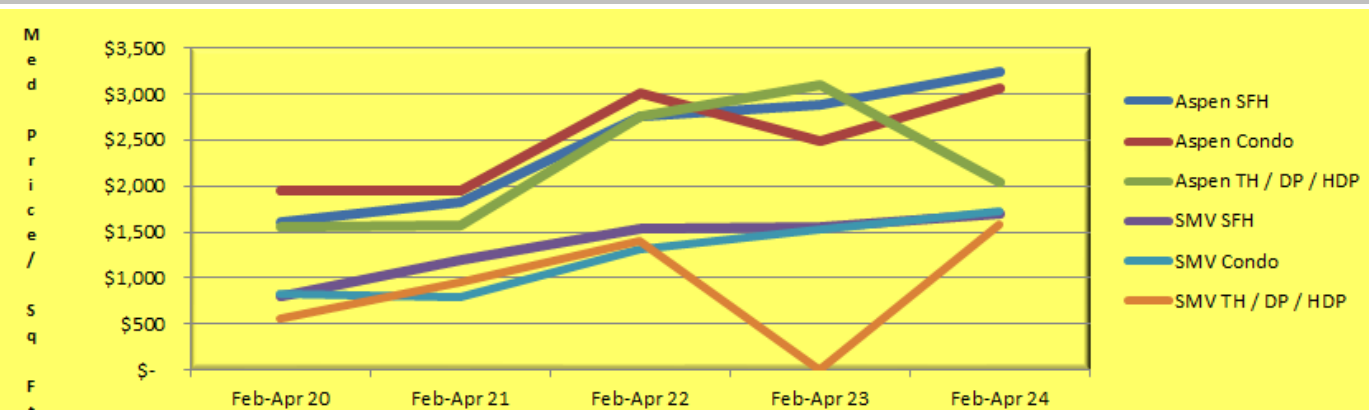
Feb-Apr 2024 Aspen and Snowmass Median Sold Prices



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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.

Feb-Apr 2024 Med Sold Price/Sq Ft for Aspen and Snowmass Village

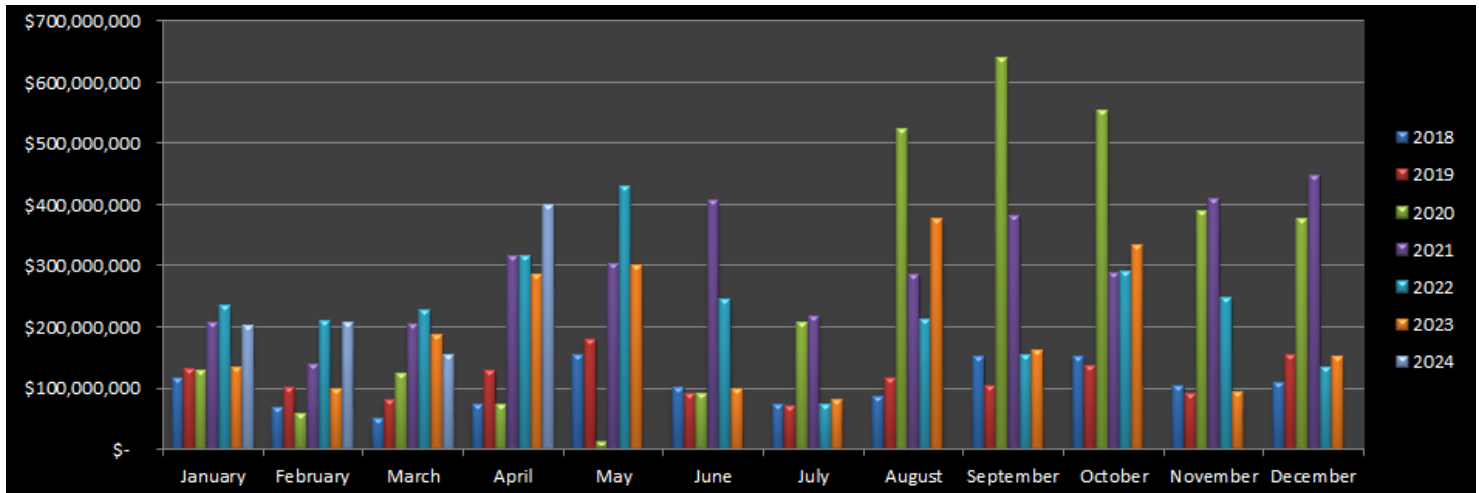


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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes were separated from Condos. Before then, they were all merged into one property type as Condos only. For Avg Sold Price \$/SqFt metrics by neighborhoods, see pages 7 & 9. A blank cell or \$0 above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



Estin Report: Total Aspen Snowmass Combined Market April 2024 vs Historical Sales



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Estin Report: Total Aspen Snowmass Market April 2024 Dollar Sales

Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	\$ 117,032,752	13%	\$ 132,148,280	-2%	\$ 129,086,968	60%	\$ 206,546,263	13%	\$ 234,217,000	-43%	\$ 134,207,000	52%	\$ 203,655,000
February	\$ 68,875,750	47%	\$ 101,120,000	-42%	\$ 58,660,000	136%	\$ 138,341,200	52%	\$ 209,898,000	-53%	\$ 98,363,000	110%	\$ 206,491,825
March	\$ 50,476,436	62%	\$ 81,949,410	51%	\$ 123,733,954	65%	\$ 204,587,169	11%	\$ 226,911,000	-18%	\$ 186,795,154	-17%	\$ 154,890,000
April	\$ 74,774,000	71%	\$ 128,198,449	-43%	\$ 72,958,000	332%	\$ 315,402,749	0%	\$ 316,018,614	-10%	\$ 285,556,500	40%	\$ 400,197,055
May	\$ 154,564,500	16%	\$ 178,656,350	-93%	\$ 12,589,000	2320%	\$ 304,604,000	42%	\$ 431,079,500	-30%	\$ 301,025,717	-100%	\$ -
June	\$ 100,363,500	-9%	\$ 90,972,750	1%	\$ 91,855,000	343%	\$ 406,592,148	-40%	\$ 244,639,908	-59%	\$ 100,080,000	-100%	\$ -
July	\$ 74,407,500	-4%	\$ 71,198,400	191%	\$ 207,426,725	5%	\$ 218,400,429	-66%	\$ 74,766,500	8%	\$ 80,567,204	-100%	\$ -
August	\$ 87,024,854	34%	\$ 116,264,750	352%	\$ 524,962,000	-45%	\$ 286,288,891	-26%	\$ 212,957,000	77%	\$ 376,215,820	-100%	\$ -
September	\$ 151,937,900	-31%	\$ 104,717,359	510%	\$ 639,104,801	-40%	\$ 382,757,450	-60%	\$ 153,837,250	5%	\$ 161,455,500	-100%	\$ -
October	\$ 152,008,850	-9%	\$ 137,886,470	302%	\$ 554,619,250	-48%	\$ 288,848,535	1%	\$ 290,467,000	15%	\$ 332,930,500	-100%	\$ -
November	\$ 102,993,750	-11%	\$ 92,079,889	322%	\$ 388,705,062	5%	\$ 409,327,203	-39%	\$ 248,537,413	-62%	\$ 93,230,000	-100%	\$ -
December	\$ 109,477,218	42%	\$ 155,404,371	142%	\$ 375,803,600	19%	\$ 447,114,182	-70%	\$ 135,525,000	12%	\$ 152,320,314	-100%	\$ -
Annual Totals	\$ 1,243,937,010	12%	\$ 1,390,596,478	129%	\$ 3,179,504,360	14%	\$ 3,608,810,219	-23%	\$ 2,778,854,185	-17%	\$ 2,302,746,709	-58%	\$ 965,233,880
YTD Total	\$ 331,631,438	36%	\$ 451,008,638	-15%	\$ 384,438,922	128%	\$ 874,866,381	15%	\$ 1,004,394,614	-30%	\$ 704,921,654	37%	\$ 965,233,880

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Estin Report: Total Aspen Snowmass Market April 2024 Unit Sales

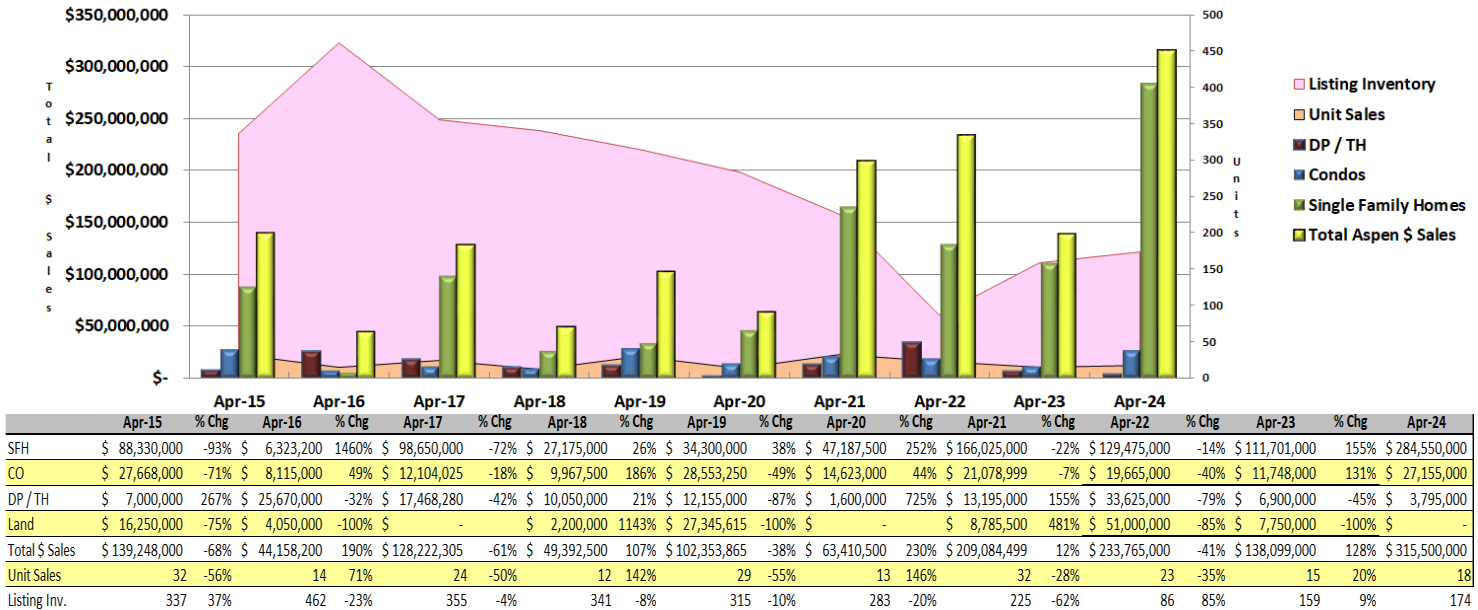
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	111%	38
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	0%	24
April	29	52%	44	-64%	16	419%	83	-51%	41	78%	73	-49%	37
May	37	32%	49	-88%	6	883%	59	-44%	33	-3%	32	-100%	0
June	37	-30%	26	-27%	19	232%	63	-43%	36	-53%	17	-100%	0
July	20	10%	22	82%	40	33%	53	-72%	15	0%	15	-100%	0
August	40	0%	40	133%	93	-24%	71	-52%	34	12%	38	-100%	0
September	50	-36%	32	231%	106	-34%	70	-73%	19	53%	29	-100%	0
October	46	-30%	32	219%	102	-33%	68	-50%	34	15%	39	-100%	0
November	37	-5%	35	143%	85	-15%	72	-64%	26	-12%	23	-100%	0
December	44	-18%	36	92%	69	-16%	58	-79%	12	50%	18	-100%	0
Annual Totals	415	-5%	396	55%	614	21%	740	-54%	340	2%	346	-62%	130
YTD Total	107	21%	129	-27%	94	147%	232	-43%	132	2%	135	-4%	130

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April 2024 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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	Apr-21	% Chg	Apr-22	% Chg	Apr-23	% Chg	Apr-24	% Chg	Mar-24	% Chg	Mar-23
Single Family Homes											
Unit Sales	12	-8%	11	-27%	8	0%	8	100%	4	-50%	8
YTD Unit Sales	38	-21%	30	-27%	22	9%	24	33%	16	14%	14
Monthly \$ Sales	\$ 166,025,000	-22%	\$ 129,475,000	-14%	\$ 111,701,000	155%	\$ 284,550,000	80%	\$ 56,800,000	-51%	\$ 116,556,154
YTD \$ Sales	\$ 436,659,601	10%	\$ 479,040,000	-37%	\$ 303,697,154	72%	\$ 522,470,000	54%	\$ 237,920,000	24%	\$ 191,996,154
Listing Inventory	101	-48%	53	49%	79	-9%	72	-19%	86	10%	78
Condos											
Unit Sales	13	-46%	7	-29%	5	80%	9	22%	7	17%	6
YTD Unit Sales	46	-22%	36	-44%	20	55%	31	29%	22	47%	15
Monthly \$ Sales	\$ 21,078,999	-7%	\$ 19,665,000	-40%	\$ 11,748,000	131%	\$ 27,155,000	-22%	\$ 33,170,000	136%	\$ 14,030,000
YTD \$ Sales	\$ 86,225,668	34%	\$ 115,124,000	-54%	\$ 52,468,000	92%	\$ 100,926,125	27%	\$ 73,771,125	81%	\$ 40,720,000
Listing Inventory	72	-71%	21	124%	47	36%	64	2%	63	26%	50
Townhomes / Duplexes											
Unit Sales	3	33%	4	-75%	1	0%	1	-100%	2	0%	2
YTD Unit Sales	13	-15%	11	-55%	5	100%	10	10%	9	125%	4
Monthly \$ Sales	\$ 13,195,000	155%	\$ 33,625,000	-79%	\$ 6,900,000	-45%	\$ 3,795,000	-301%	\$ 15,225,000	-59%	\$ 37,470,000
YTD \$ Sales	\$ 74,540,000	41%	\$ 104,750,000	-44%	\$ 58,542,000	28%	\$ 74,910,000	5%	\$ 71,115,000	38%	\$ 51,642,000
Listing Inventory	30	-80%	6	133%	14	36%	19	21%	15	0%	15
Vacant Land											
Unit Sales	4	-75%	1	0%	1	-100%	0		2	100%	1
YTD Unit Sales	11	-64%	4	-25%	3	33%	4	0%	4	100%	2
Monthly \$ Sales	\$ 8,785,500	481%	\$ 51,000,000	-85%	\$ 7,750,000	-100%	\$ -		\$ 12,650,000	111%	\$ 6,000,000
YTD \$ Sales	\$ 35,855,500	181%	\$ 100,760,000	-52%	\$ 48,750,000	-14%	\$ 41,700,000	0%	\$ 41,700,000	2%	\$ 41,000,000
Listing Inventory	22	-73%	6	217%	19	0%	19	-11%	21	24%	17
Total Aspen Market											
Total Unit Sales	32	-28%	23	-35%	15	20%	18	17%	15	-12%	17
YTD Unit Sales	108	-25%	81	-38%	50	38%	69	26%	51	46%	35
Total Monthly \$ Sales	\$ 209,084,499	12%	\$ 233,765,000	-41%	\$ 138,099,000	128%	\$ 315,500,000	63%	\$ 117,845,000	-32%	\$ 174,056,154
Total YTD \$ Sales	\$ 633,280,769	26%	\$ 799,674,000	-42%	\$ 463,457,154	60%	\$ 740,006,125	43%	\$ 424,506,125	30%	\$ 325,358,154
Listing Inventory	225	-62%	86	85%	159	9%	174	-6%	185	16%	160

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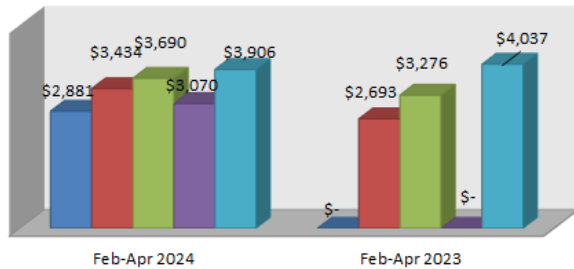
Estin Report: The intention of these reports is to present a true and realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – as what happens up valley ripples down valley. (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 2024 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: April 2024 Aspen Core Condos* 3-Mos. Averages

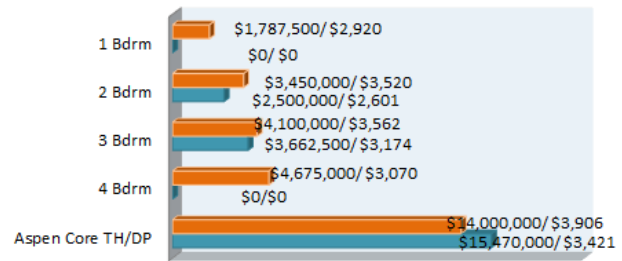
Avg Sold \$ / Sq Ft

1 Bdrm 2 Bdrm 3 Bdrm 4 Bdrm Aspen Core TH/DP



Med Sold Price / Med \$ / Sq Ft

Feb-Apr 2024 Feb-Apr 2023



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft		Avg Sold % to Ask			Avg Sold % to Orig			Units Sold		Dollar Sales (\$)		
	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2023
1 Bdrm	1,766,531			2,881			605		96%			89%			4	0	\$ 7,066,125		
2 Bdrm	3,428,333	31%	2,608,833	3,434	28%	2,693	1,004	4%	94%	0%	94%	91%	6%	86%	3	-50%	\$ 10,285,000	-34%	\$ 15,653,000
3 Bdrm	5,760,000	60%	3,593,750	3,690	13%	3,276	1,478	34%	95%	-1%	96%	92%	-4%	96%	8	100%	\$ 46,080,000	221%	\$ 14,375,000
4 Bdrm	4,675,000			3,070			1,523		94%			88%			1	0	\$ 4,675,000		
Aspen Core TH/DP	14,000,000	-3%	14,490,000	3,906	-3%	4,037	3,584	3%	93%	-1%	95%	93%	-1%	95%	1	-67%	\$ 14,000,000	-68%	\$ 43,470,000

*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	
	Feb-Apr 2024	% Chg	Feb-Apr 2023	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg	Feb-Apr 2024	% Chg
Central Core (SFH)	\$25.7	-24%	\$34.0	-3%	\$4,817	100%	100%	100%	2	100%	\$51.5	51%	7	-53%	15	-77%
Central Core (CO&TH)	\$3.9	31%	\$3.0	16%	\$2,926	95%	95%	92%	18	80%	\$70.6	135%	39	-65%	113	-81%
Smuggler (SFH)	\$12.0		\$2,534		93%		93%		1		\$12.0		0	-100%	7	0
Smuggler (CO&TH)	\$1.2	-7%	\$1.3	11%	\$1,652	94%	97%	89%	2	0%	\$2.5	-7%	1	-91%	11	-91%
West Aspen	\$19.1	58%	\$12.1	20%	\$2,704	83%	99%	82%	3	-40%	\$57.3	-5%	20	-64%	55	-39%
West End	\$12.4	-13%	\$14.2	-12%	\$3,467	93%	87%	88%	4	0%	\$49.6	-13%	16	-24%	21	-24%
Red Mountain	\$57.8	261%	\$16.0	44%	\$2,711	99%	86%	98%	2	0%	\$115.5	261%	8	-67%	24	-67%
East Aspen	\$7.2	-34%	\$10.9	-4%	\$2,694	90%	92%	75%	3	-57%	\$21.5	-72%	12	-29%	17	65%
McLain Flats/Starwood	\$40.6	61%	\$25.3	54%	\$2,299	96%	84%	93%	3	200%	\$121.7	382%	8	-47%	15	-82%
Woody Crk	\$7.7		\$938		86%		85%		2		\$15.3		7	-22%	9	11
Brush Crk Village			\$6.4		\$1,861		97%		0	-100%	\$0.0	-100%	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.

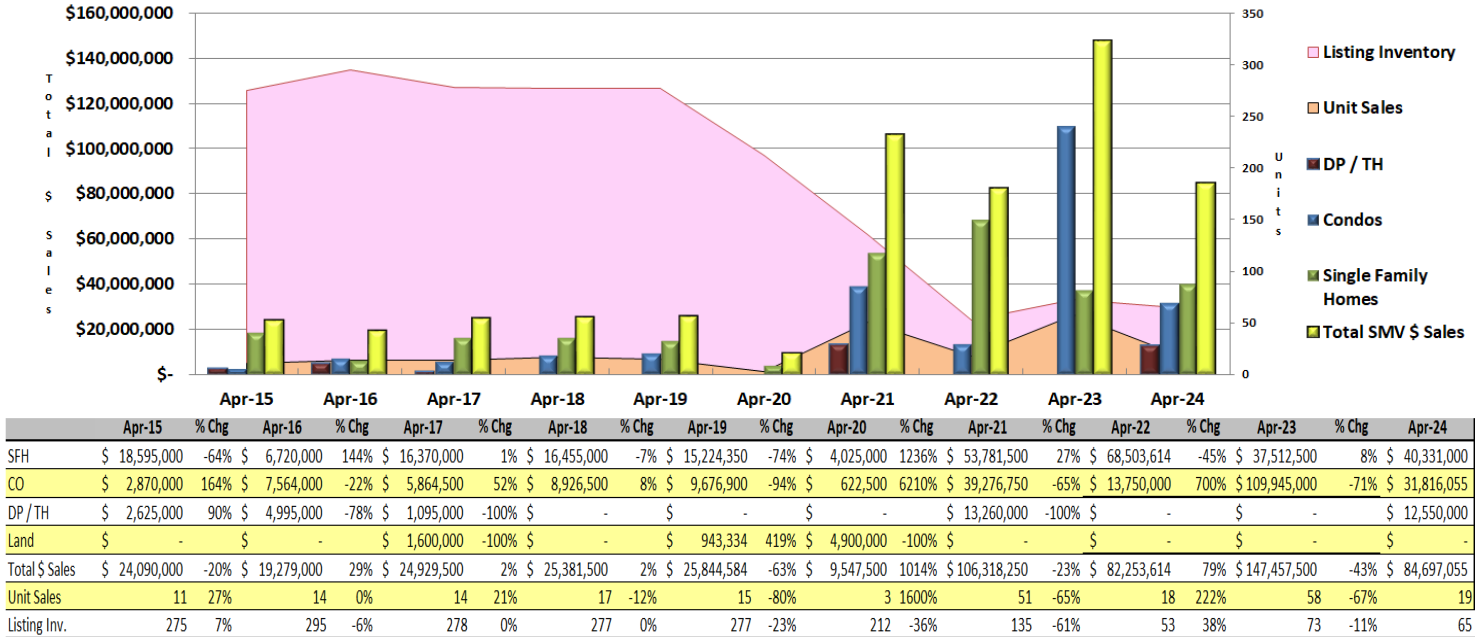
**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of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

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April 2024 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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	Apr-21	% Chg	Apr-22	% Chg	Apr-23	% Chg	Apr-24	% Chg	Mar-24	% Chg	Mar-23
Single Family Homes											
Unit Sales	10	-10%	9	-67%	3	100%	6	-67%	2		0
YTD Unit Sales	21	-14%	18	-44%	10	40%	14	-43%	8	14%	7
Monthly \$ Sales	\$ 53,781,500	27%	\$ 68,503,614	-45%	\$ 37,512,500	8%	\$ 40,331,000	62%	\$ 15,175,000		\$ -
YTD \$ Sales	\$ 103,536,500	34%	\$ 139,039,614	-46%	\$ 74,977,500	30%	\$ 97,531,000	41%	\$ 57,200,000	53%	\$ 37,465,000
Listing Inventory	29	-34%	19	21%	23	-26%	17	-12%	19	-14%	22
Condos											
Unit Sales	36	-75%	9	511%	55	-80%	11	45%	6	-14%	7
YTD Unit Sales	88	-69%	27	174%	74	-50%	37	-30%	26	37%	19
Monthly \$ Sales	\$ 39,276,750	-65%	\$ 13,750,000	700%	\$ 109,945,000	-71%	\$ 31,816,055	47%	\$ 16,970,000	33%	\$ 12,739,000
YTD \$ Sales	\$ 103,088,945	-57%	\$ 44,196,000	266%	\$ 161,687,000	-44%	\$ 90,197,555	35%	\$ 58,381,500	13%	\$ 51,742,000
Listing Inventory	98	-67%	32	41%	45	2%	46	-46%	67	24%	54
Townhomes / Duplexes											
Unit Sales	5	-100%	0		0		2	50%	1		0
YTD Unit Sales	14	-64%	5	-80%	1	900%	10	20%	8	700%	1
Monthly \$ Sales	\$ 13,260,000	-100%	\$ -		\$ -		\$ 12,550,000	61%	\$ 4,900,000		\$ -
YTD \$ Sales	\$ 32,235,167	-51%	\$ 15,735,000	-69%	\$ 4,800,000	681%	\$ 37,499,200	33%	\$ 24,949,200	420%	\$ 4,800,000
Listing Inventory	6	-67%	2	100%	4	-75%	1	100%	0	-100%	3
Vacant Land											
Unit Sales	0		0		0		0		0		0
YTD Unit Sales	1	0%	1	-100%	0		0		0		0
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 2,725,000	111%	\$ 5,750,000	-100%	\$ -		\$ -		\$ -		\$ -
Listing Inventory	2	-100%	0		1	0%	1	0%	1	-50%	2
Total Snowmass Village Market											
Total Unit Sales	46	-61%	18	222%	58	-71%	17	-53%	8	14%	7
YTD Unit Sales	110	-58%	46	83%	84	-39%	51	-33%	34	31%	26
Total Monthly \$ Sales	\$ 93,058,250	-12%	\$ 82,253,614	79%	\$ 147,457,500	-51%	\$ 72,147,055	55%	\$ 32,145,000	152%	\$ 12,739,000
Total YTD \$ Sales	\$ 209,350,445	-10%	\$ 188,985,614	25%	\$ 236,664,500	-21%	\$ 187,728,555	38%	\$ 115,581,500	30%	\$ 89,207,000
Listing Inventory	129	-60%	51	35%	69	-7%	64	-36%	87	12%	78

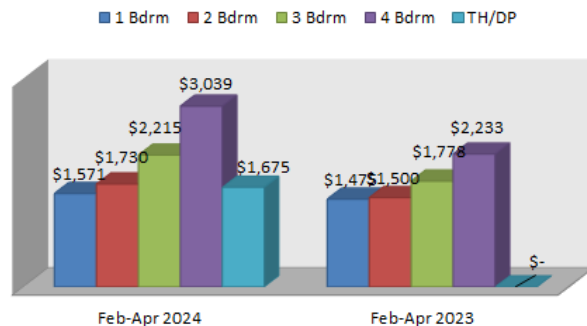
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Estin Report: The intention of these reports is to present a true and realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – 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, offmarket sales are included. This information is deemed reliable but cannot be guaranteed. The Estin Report© is copyrighted 2024 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)"

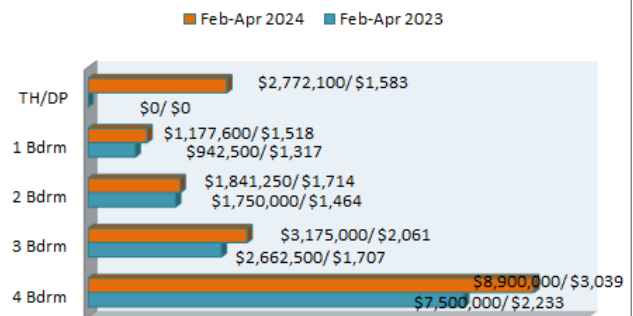


Estin Report: April 2024 Snowmass Village Condos 3-Mos. Averages

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 (\$)		
	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023
1 Bdrm	1,121,533	13%	990,333	1,571	6%	1,475	740	8%	684	96%	0%	96%	92%	-1%	94%	6	0%	6	6,729,200	13%	5,942,000
2 Bdrm	1,924,107	14%	1,687,674	1,730	15%	1,500	1,116	0%	1,120	95%	-5%	100%	93%	-7%	100%	14	-67%	43	26,937,500	-63%	72,570,000
3 Bdrm	4,019,309	33%	3,032,500	2,215	25%	1,778	1,692	2%	1,656	96%	-3%	98%	96%	-2%	98%	6	-63%	16	24,115,855	-50%	48,520,000
4 Bdrm	8,900,000	19%	7,500,000	3,039	36%	2,233	2,929	-13%	3,359	97%	-3%	100%	94%	-6%	100%	1	0%	1	8,900,000	19%	7,500,000
TH/DP	3,619,275			1,675			2,055			95%			94%			8		0	28,954,200		

*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.)**									
	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	Feb-Apr 2024	% Chg	Feb-Apr 2023	
Divide			\$16.7			\$2,611			96%			96%	0	-100%	2	\$0.0	-100%	\$33.3	0	-100%	1		2	
Wood Run	\$8.6	76%	\$4.9	\$2,007	47%	\$1,361	95%	-5%	100%	86%	-14%	100%	2	100%	1	\$17.3	253%	\$4.9	2	-90%	20	3	-95%	60
Ridge Run	\$4.0	-6%	\$4.2	\$1,392	31%	\$1,065	94%	1%	93%	94%	11%	85%	2	100%	1	\$7.9	88%	\$4.2	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	\$3.8			\$1,383			96%			96%			2		0	\$7.7		\$0.0	4	100%	2	6		
Meadow Ranch	\$2.0			\$1,457			96%			94%			4		0	\$7.9		\$0.0	1	0%	1	1		
Horse Ranch	\$6.4	40%	\$4.6	\$1,568	1%	\$1,550	95%	4%	91%	92%	1%	91%	3	200%	1	\$19.1	319%	\$4.6	3	-63%	8	3	-88%	24
Sinclair Meadows													0		0	\$0.0		\$0.0	0	-100%	2			
Country Club Estates													0		0	\$0.0		\$0.0	2		0			
Old Snowmass	\$2.5	-53%	\$5.4	\$826	-36%	\$1,283	74%	-26%	100%	74%	-26%	100%	1	0%	1	\$2.5	-53%	\$5.4	12	9%	11	36	9%	33

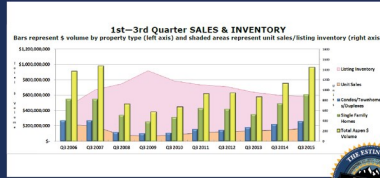
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*Specific Snowmass Village neighborhoods and Old Snowmass are included. Not all SMV neighborhoods are represented. For Aspenareas see Pg 7.

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

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April 2024: Aspen Snowmass Real Estate Market Snapshot



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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."

- FS, ASPEN AND DC

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