



May 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 06.05.24 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.7 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: OVERALL SALES - ASPEN & SNOWMASS VILLAGE COMBINED For 2024 YTD through May, sales are up 20% over last year due to the extraordinarily high end dollar sales (\$1.20B vs \$1.0B), while unit sales- a more realistic measure of market performance - are down 8%, (152) sales 2024 YTD vs (116) 2023 YTD. In the past 10 weeks, there have been (6) sales over \$30M in the range of \$33.5M to \$108M. Three of these sales were in April alone with two associated with the same seller/buyer. **ASPEN MEDIAN SOLD PRICES (3-month median: Jan, Feb, Mar)** For the Aspen market only (does not include Snowmass Village), the median May 2024 sold price of an Aspen single family home was \$18.0M/\$2,929 sq ft versus \$16.84/\$2,983 sq ft same time last year; for Aspen condos, the median sold price was \$3.33M/\$3,057 sq ft now versus \$2.28M/\$3,000 sq ft then. sales are up 67%, (40) sales 2024 YTD vs (24) 2023 YTD. [Read more on the report post...](#)

May 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	May-24	% Change	May-23	% Change	May-22	% Change	May-21
Monthly Unit Sales:	32	0%	32	-3%	33	-44%	59
Year-to-Date Unit Sales:	152	-8%	166	4%	159	-43%	277
Monthly Dollar Sales:	\$ 232,328,500	-23%	\$ 301,025,717	-30%	\$ 431,079,500	42%	\$ 304,604,000
Year-to-Date Dollar Sales:	\$ 1,197,562,380	19%	\$ 1,005,947,371	-30%	\$ 1,435,474,114	22%	\$ 1,179,470,381
Listing Inventory:	223	-7%	240	68%	143	-51%	294
Aspen Market							
Monthly Unit Sales:	20	25%	16	-16%	19	-49%	37
Year-to-Date Unit Sales:	89	35%	66	-34%	100	-31%	145
Monthly Dollar Sales:	\$ 170,386,000	-34%	\$ 257,580,717	-34%	\$ 392,880,000	66%	\$ 237,266,000
Year-to-Date Dollar Sales:	\$ 910,392,125	26%	\$ 721,037,871	-40%	\$ 1,192,554,000	37%	\$ 870,546,769
Listing Inventory:	163	8%	151	64%	92	-53%	197
Snowmass Village Market							
Monthly Unit Sales:	12	-25%	16	23%	13	-41%	22
Year-to-Date Unit Sales:	63	-37%	100	69%	59	-55%	132
Monthly Dollar Sales:	\$ 61,942,500	43%	\$ 43,445,000	18%	\$ 36,820,500	-45%	\$ 67,338,000
Year-to-Date Dollar Sales:	\$ 249,671,055	-11%	\$ 280,109,500	24%	\$ 225,806,114	-18%	\$ 276,688,445
Listing Inventory:	60	-33%	89	75%	51	-47%	97
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	7	-30%	10	-17%	12	0%	12
Year-to-Date Unit Sales:	32	3%	31	-34%	47	0%	47
Monthly Dollar Sales:	\$ 140,500,000	-43%	\$ 247,500,000	-31%	\$ 358,145,000	5%	\$ 340,200,000
Year-to-Date Dollar Sales:	\$ 741,495,000	19%	\$ 622,054,654	-41%	\$ 1,055,340,000	6%	\$ 994,847,000

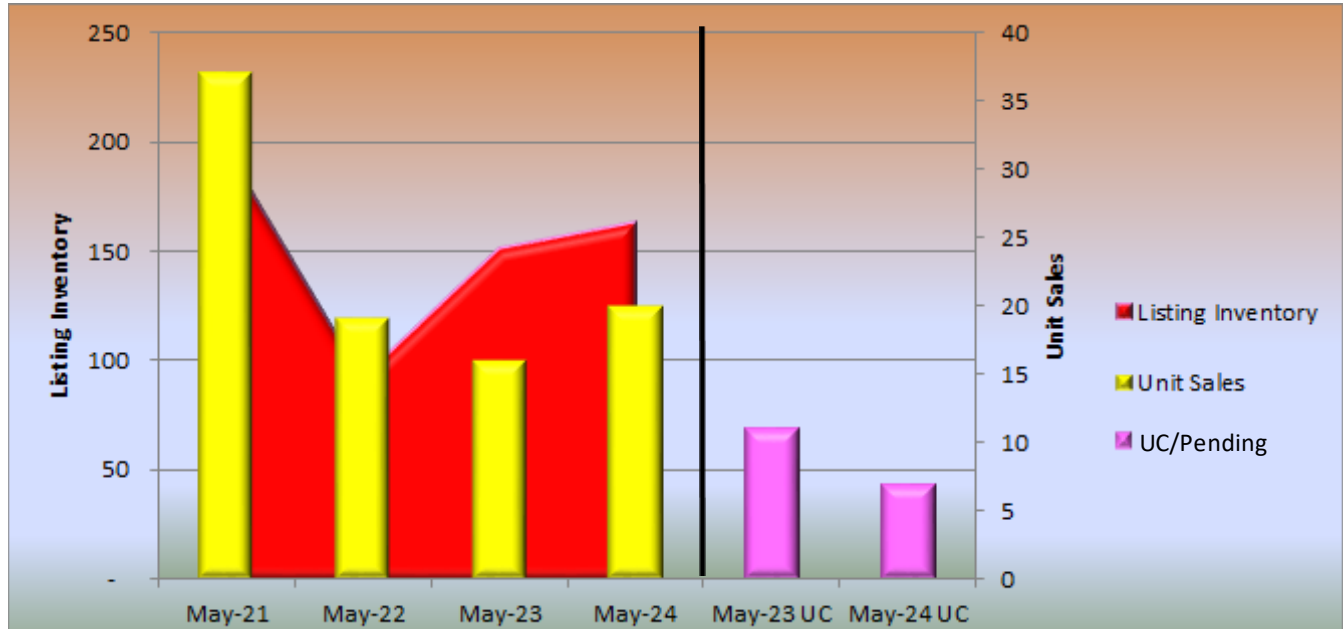
*See breakdown of sales over \$10M by price point on Pg 3

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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.



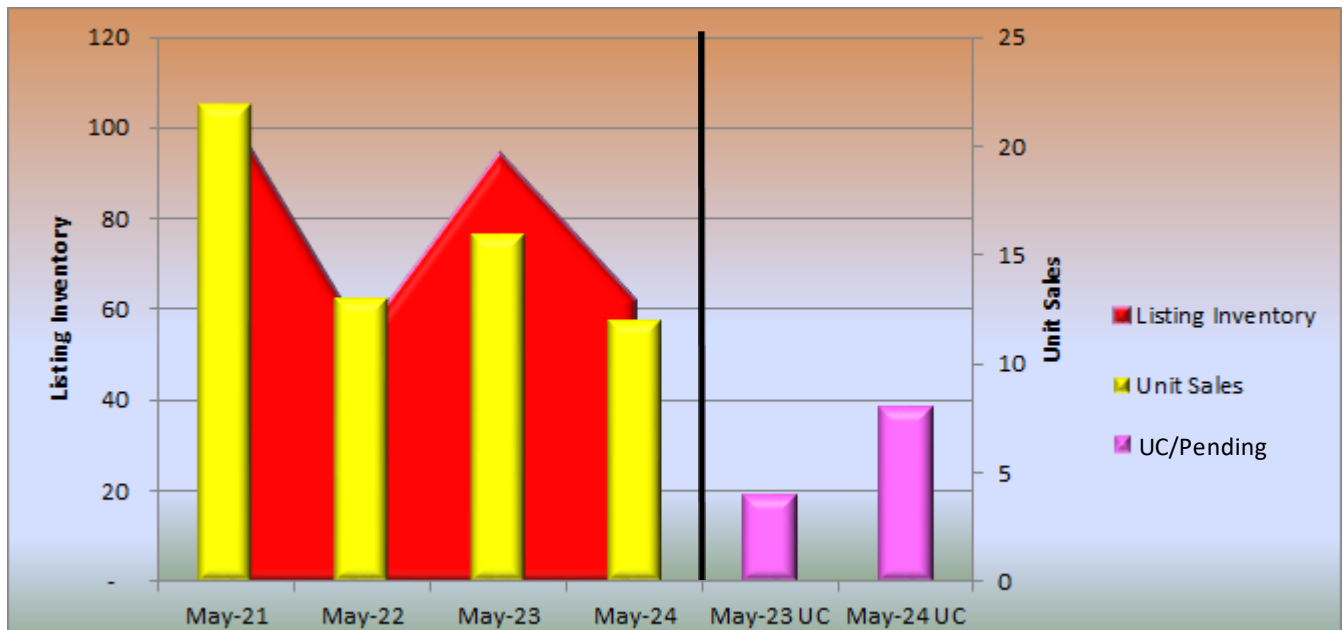
May 2024 Aspen Real Estate Inventory, Sales and Under Contracts



	May-21	% Chg	May-22	% Chg	May-23	% Chg	May-24	May-24 UC	% Chg	May-23 UC
Total Aspen Market										
Unit Sales	37	-49%	19	-16%	16	25%	20	7	-36%	11
Listing Inventory	197	-53%	92	64%	151	8%	163			

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May 2024 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	May-21	% Chg	May-22	% Chg	May-23	% Chg	May-24	May-24 UC	% Chg	May-23 UC
Total Snowmass Village Market										
Unit Sales	22	-41%	13	23%	16	-25%	12	8	100%	4
Listing Inventory	104	-48%	54	74%	94	-34%	62			

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NOTE: UC— These are the number of units that went Under Contract in May 2024. This does not necessarily mean that they will close in May or 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 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 Mar-May 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	0	2	3	0	3	3	3	1	3	18
Average \$ Per Sale			3,900,000	6,833,333		11,933,333	18,166,667	26,233,333	33,500,000	71,916,667	
Median \$ Per Sale			3,900,000	7,200,000		12,000,000	18,000,000	26,000,000	33,500,000	59,000,000	
Dollar Sales	0	0	7,800,000	20,500,000	0	35,800,000	54,500,000	78,700,000	33,500,000	215,750,000	446,550,000
Avg Sold \$/Sq.Ft.			1,665	2,584		2,613	3,906	3,193	2,823	4,912	
Avg LvHtSqFt			2,800	2,801		4,678	5,077	8,335	11,868	15,162	
Avg Days on Market			658	398		125	202	199	209	101	
Sold Price % Ask			86%	92%		94%	93%	96%	91%	100%	
Sold Price % List			69%	78%		98%	90%	88%	80%	100%	
Aspen Single Family Homes Mar-May 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	2	1	5	5	5	1	2	24
Average \$ Per Sale			4,136,333	6,512,500	7,850,000	11,350,200	17,536,231	22,625,000	34,000,000	54,750,000	
Median \$ Per Sale			4,200,000	6,512,500	7,850,000	11,000,000	17,500,000	22,875,000	34,000,000	54,750,000	
Dollar Sales	0	0	12,409,000	13,025,000	7,850,000	56,751,000	87,681,154	113,125,000	34,000,000	109,500,000	434,341,154
Avg Sold \$/Sq.Ft.			2,306	2,434	1,509	3,168	3,132	3,559	4,817	4,682	
Avg LvHtSqFt			1,807	2,870	5,203	4,012	5,884	6,820	7,059	11,740	
Avg Days on Market			107	218	277	167	217	73	46	163	
Sold Price % Ask			100%	92%	92%	92%	92%	94%	100%	75%	
Sold Price % List			93%	84%	71%	80%	91%	94%	100%	75%	

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

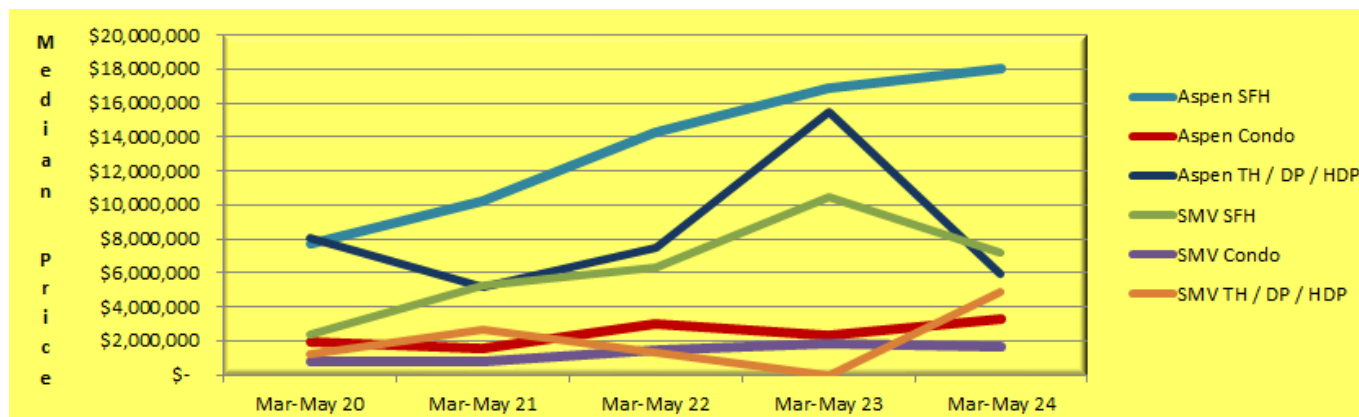
SMV Single Family Homes Mar-May 2024	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	0	3	2	2	1	1	1	0	0	11
Average \$ Per Sale	1,745,000		3,795,333	6,487,500	8,636,250	10,100,000	15,000,000	24,500,000			
Median \$ Per Sale	1,745,000		3,700,000	6,487,500	8,636,250	10,100,000	15,000,000	24,500,000			
Dollar Sales	1,745,000	0	11,386,000	12,975,000	17,272,500	10,100,000	15,000,000	24,500,000	0	0	92,978,500
Avg Sold \$/Sq.Ft.	1,864		1,491	1,845	1,575	2,020	2,676	1,909			
Avg LvHtSqFt	936		2,574	3,509	5,478	5,000	5,605	12,836			
Avg Days on Market	48		119	270	194	409	108	175			
Sold Price % Ask	97%		97%	96%	94%	94%	98%	71%			
Sold Price % List	97%		95%	93%	89%	81%	98%	71%			
SMV Single Family Homes Mar-May 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%				

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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Feb-Apr 2024 Aspen and Snowmass Median Sold Prices

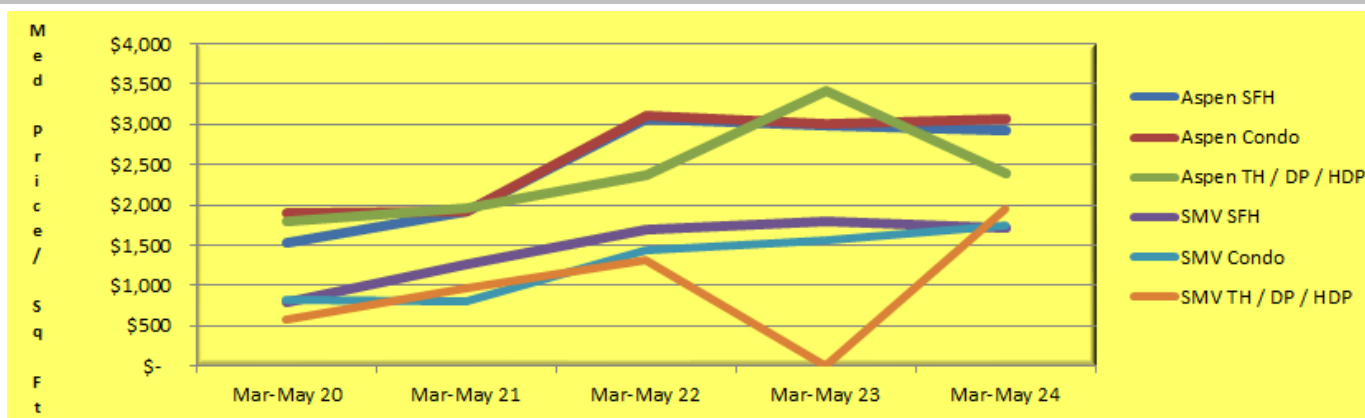


Median Price	Mar-May 20	% Chg	Mar-May 21	% Chg	Mar-May 22	% Chg	Mar-May 23	% Chg	Mar-May 24
Aspen SFH	\$7,750,000	32%	\$10,250,000	39%	\$14,250,000	18%	\$16,840,577	7%	\$18,000,000
Aspen Condo	\$1,965,000	-20%	\$1,575,000	93%	\$3,037,500	-25%	\$2,278,000	46%	\$3,330,000
Aspen TH / DP / HDP	\$8,025,000	-36%	\$5,125,000	47%	\$7,512,500	106%	\$15,470,000	-62%	\$5,937,500
SMV SFH	\$2,375,000	123%	\$5,300,000	18%	\$6,272,500	67%	\$10,500,000	-32%	\$7,175,000
SMV Condo	\$800,000	-2%	\$780,750	87%	\$1,462,500	23%	\$1,800,000	-7%	\$1,675,000
SMV TH / DP / HDP	\$1,225,000	120%	\$2,700,000	-50%	\$1,339,500	-100%	\$0		\$4,900,000

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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



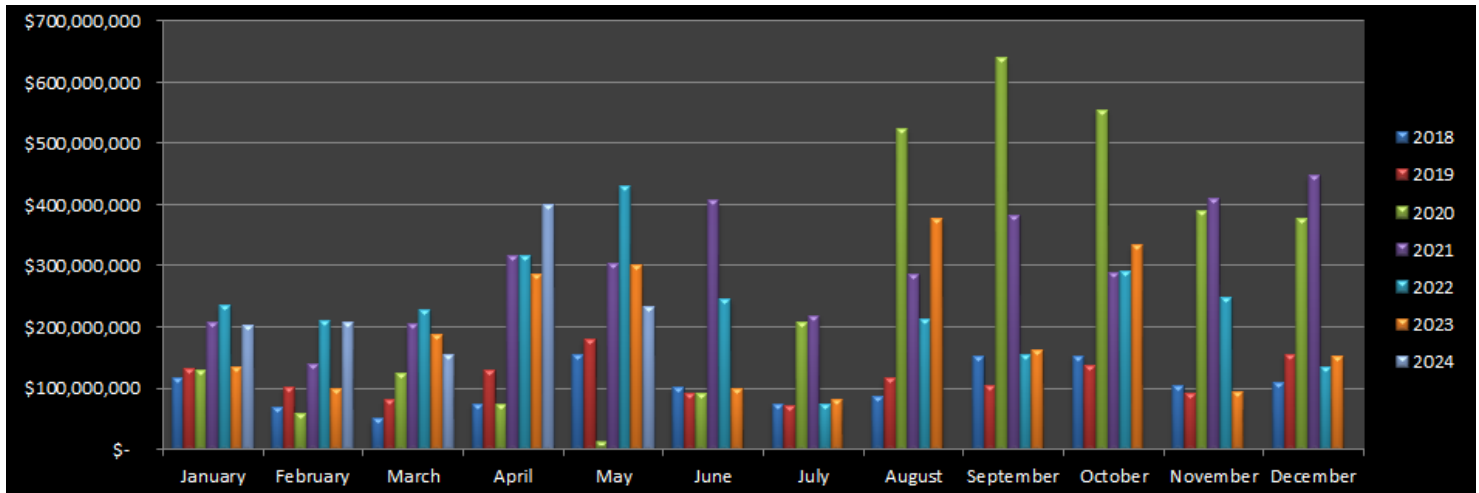
Med Price / Sq Ft	Mar-May 20	% Chg	Mar-May 21	% Chg	Mar-May 22	% Chg	Mar-May 23	% Chg	Mar-May 24
Aspen SFH	\$1,527	26%	\$1,918	60%	\$3,065	-3%	\$2,983	-2%	\$2,929
Aspen Condo	\$1,893	1%	\$1,916	62%	\$3,099	-3%	\$3,000	2%	\$3,057
Aspen TH / DP / HDP	\$1,804	9%	\$1,965	21%	\$2,373	44%	\$3,421	-30%	\$2,385
SMV SFH	\$786	62%	\$1,274	33%	\$1,695	6%	\$1,789	-5%	\$1,708
SMV Condo	\$829	-4%	\$798	79%	\$1,430	10%	\$1,566	11%	\$1,745
SMV TH / DP / HDP	\$571	68%	\$958	37%	\$1,316	-100%	\$0		\$1,943

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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 May 2024 vs Historical Sales



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Estin Report: Total Aspen Snowmass Market May 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	-23%	\$ 232,328,500
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	-48%	\$ 1,197,562,380
YTD Total	\$ 486,195,938	30%	\$ 629,664,988	-37%	\$ 397,027,922	197%	\$ 1,179,470,381	22%	\$ 1,435,474,114	-30%	\$ 1,005,947,371	19%	\$ 1,197,562,380

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Estin Report: Total Aspen Snowmass Market May 2024 Unit Sales

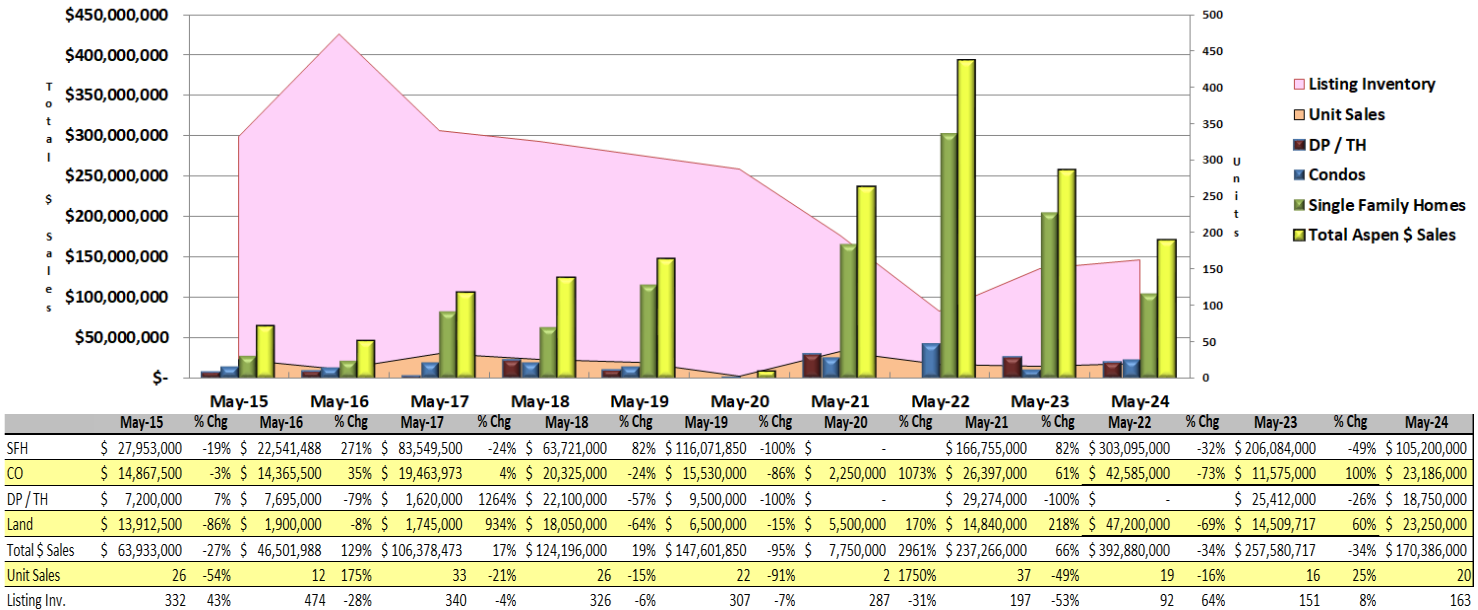
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	111%	38
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	0%	24
April	29	52%	44	-64%	16	419%	83	-51%	41	78%	73	-49%	37
May	37	32%	49	-88%	6	883%	59	-44%	33	-3%	32	0%	32
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	-53%	162
YTD Total	144	24%	178	-44%	100	191%	291	-43%	165	1%	167	-3%	162

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May 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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	May-21	% Chg	May-22	% Chg	May-23	% Chg	May-24	% Chg	Apr-24	% Chg	Apr-23
Single Family Homes											
Unit Sales	10	-10%	9	-11%	8	-25%	6	-25%	8	0%	8
YTD Unit Sales	48	-19%	39	-23%	30	0%	30	20%	24	9%	22
Monthly \$ Sales	\$ 166,755,000	82%	\$ 303,095,000	-32%	\$ 206,084,000	-49%	\$ 105,200,000	-170%	\$ 284,550,000	155%	\$ 111,701,000
YTD \$ Sales	\$ 603,414,601	30%	\$ 782,135,000	-35%	\$ 509,781,154	23%	\$ 627,670,000	17%	\$ 522,470,000	72%	\$ 303,697,154
Listing Inventory	93	-49%	47	57%	74	-3%	72	-3%	74	-6%	79
Condos											
Unit Sales	19	-63%	7	-43%	4	125%	9	0%	9	80%	5
YTD Unit Sales	65	-34%	43	-44%	24	67%	40	23%	31	55%	20
Monthly \$ Sales	\$ 26,397,000	61%	\$ 42,585,000	-73%	\$ 11,575,000	100%	\$ 23,186,000	-17%	\$ 27,155,000	131%	\$ 11,748,000
YTD \$ Sales	\$ 112,622,668	40%	\$ 157,709,000	-59%	\$ 64,043,000	94%	\$ 124,112,125	19%	\$ 100,926,125	92%	\$ 52,468,000
Listing Inventory	61	-49%	31	55%	48	19%	57	-14%	65	38%	47
Townhomes / Duplexes											
Unit Sales	5	-100%	0		2	50%	3	67%	1	0%	1
YTD Unit Sales	18	-39%	11	-36%	7	86%	13	23%	10	100%	5
Monthly \$ Sales	\$ 29,274,000	-100%	\$ -		\$ 25,412,000	-26%	\$ 18,750,000	80%	\$ 3,795,000	-45%	\$ 6,900,000
YTD \$ Sales	\$ 103,814,000	1%	\$ 104,750,000	-20%	\$ 83,954,000	12%	\$ 93,660,000	20%	\$ 74,910,000	28%	\$ 58,542,000
Listing Inventory	25	-72%	7	100%	14	21%	17	-12%	19	36%	14
Vacant Land											
Unit Sales	3	0%	3	-33%	2	0%	2	100%	0	-100%	1
YTD Unit Sales	14	-50%	7	-29%	5	20%	6	33%	4	33%	3
Monthly \$ Sales	\$ 14,840,000	218%	\$ 47,200,000	-69%	\$ 14,509,717	60%	\$ 23,250,000	100%	\$ -	-100%	\$ 7,750,000
YTD \$ Sales	\$ 50,695,500	192%	\$ 147,960,000	-57%	\$ 63,259,717	3%	\$ 64,950,000	36%	\$ 41,700,000	-14%	\$ 48,750,000
Listing Inventory	18	-61%	7	114%	15	13%	17	-12%	19	0%	19
Total Aspen Market											
Total Unit Sales	37	-49%	19	-16%	16	25%	20	10%	18	20%	15
YTD Unit Sales	145	-31%	100	-34%	66	35%	89	22%	69	38%	50
Total Monthly \$ Sales	\$ 237,266,000	66%	\$ 392,880,000	-34%	\$ 257,580,717	-34%	\$ 170,386,000	-85%	\$ 315,500,000	128%	\$ 138,099,000
Total YTD \$ Sales	\$ 870,546,769	37%	\$ 1,192,554,000	-40%	\$ 721,037,871	26%	\$ 910,392,125	19%	\$ 740,006,125	60%	\$ 463,457,154
Listing Inventory	197	-53%	92	64%	151	8%	163	-9%	177	11%	159

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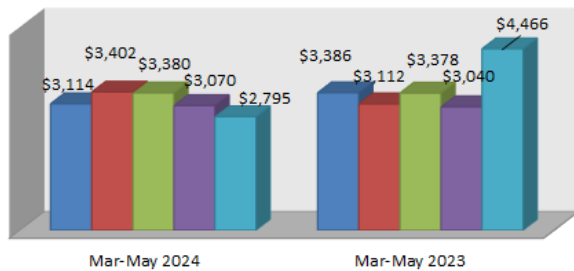
Estin Report: The intention of these reports and analysis is to present a true and realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – as what happens up valley ripples 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.com)"



Estin Report: May 2024 Aspen Core Condos* 3-Mos. Averages

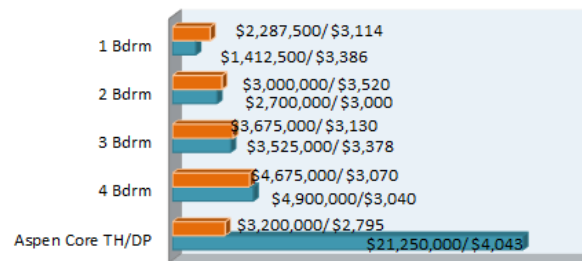
Avg Sold \$ / Sq Ft

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



Med Sold Price / Med \$ / Sq Ft

Mar-May 2024 Mar-May 2023



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023
1 Bdrm	2,287,500	62%	1,412,500	3,114	-8%	3,386	736	74%	422	95%	-2%	97%	92%	-6%	97%	2	0%	2	\$ 4,575,000	62%	\$ 2,825,000
2 Bdrm	3,157,857	9%	2,900,600	3,402	9%	3,112	930	-1%	940	91%	-3%	95%	90%	7%	84%	7	40%	5	\$ 22,105,000	52%	\$ 14,503,000
3 Bdrm	4,506,222	28%	3,525,000	3,380	0%	3,378	1,294	23%	1,056	94%	-4%	98%	91%	-7%	98%	9	350%	2	\$ 40,556,000	475%	\$ 7,050,000
4 Bdrm	4,675,000	-5%	4,900,000	3,070	1%	3,040	1,523	-6%	1,612	94%	0%	93%	88%	-5%	93%	1	0%	1	\$ 4,675,000	-5%	\$ 4,900,000
Aspen Core TH/DP	3,200,000	-84%	19,573,333	2,795	-37%	4,466	1,145	-75%	4,495	92%	1%	92%	86%	-6%	92%	1	-67%	3	\$ 3,200,000	-95%	\$ 58,720,000

*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		
	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023
Central Core (SFH)	\$48.8	52%	\$32.1	\$5,957	42%	\$4,185	100%	27%	79%	100%	27%	79%	1	-75%	4	\$48.8	-62%	\$128.3	7	-53%	15	21	87%	11
Central Core (CO&TH)	\$3.7	26%	\$2.9	\$3,348	4%	\$3,213	94%	-2%	95%	91%	1%	90%	20	100%	10	\$73.6	151%	\$29.3	39	-65%	113	6	-83%	34
Smuggler (SFH)	\$12.0			\$2,534			93%			93%			1		0	\$12.0		\$0.0	0	-100%	7	0		
Smuggler (CO&TH)	\$1.2	-7%	\$1.3	\$1,837	11%	\$1,652	94%	-3%	97%	89%	-5%	94%	2	0%	2	\$2.5	-7%	\$2.7	1	-91%	11	2	-91%	17
West Aspen	\$14.9	7%	\$13.9	\$1,826	-40%	\$3,030	99%	-1%	99%	96%	1%	95%	2	-67%	6	\$29.8	-64%	\$83.4	20	-64%	55	30	9%	28
West End	\$13.8	-38%	\$22.3	\$3,732	-2%	\$3,804	93%	0%	93%	90%	0%	90%	4	-20%	5	\$55.1	-51%	\$111.4	16	-24%	21	12	-5%	13
Red Mountain	\$65.8	324%	\$15.5	\$3,928	70%	\$2,310	98%	12%	88%	93%	16%	80%	2	0%	2	\$131.5	324%	\$31.0	8	-67%	24	12	-67%	36
East Aspen	\$7.3	-20%	\$9.2	\$2,415	-9%	\$2,652	92%	0%	92%	82%	-4%	86%	4	-33%	6	\$29.2	-47%	\$55.0	12	-29%	17	9	6%	9
McLain Flats/Starwood	\$35.1	39%	\$25.3	\$3,299	43%	\$2,299	96%	14%	84%	93%	10%	84%	4	300%	1	\$140.2	455%	\$25.3	8	-47%	15	6	-87%	45
Woody Crk													0		0	\$0.0		\$0.0	7	-22%	9			
Brush Crk Village			\$6.4			\$1,861				97%			0	-100%	1	\$0.0	-100%	\$6.4	9	125%	4			12

*Specific Aspen areas only and not all Aspen neighborhoods are represented. See Pg 9 for Snowmass Village and Old Snowmass.

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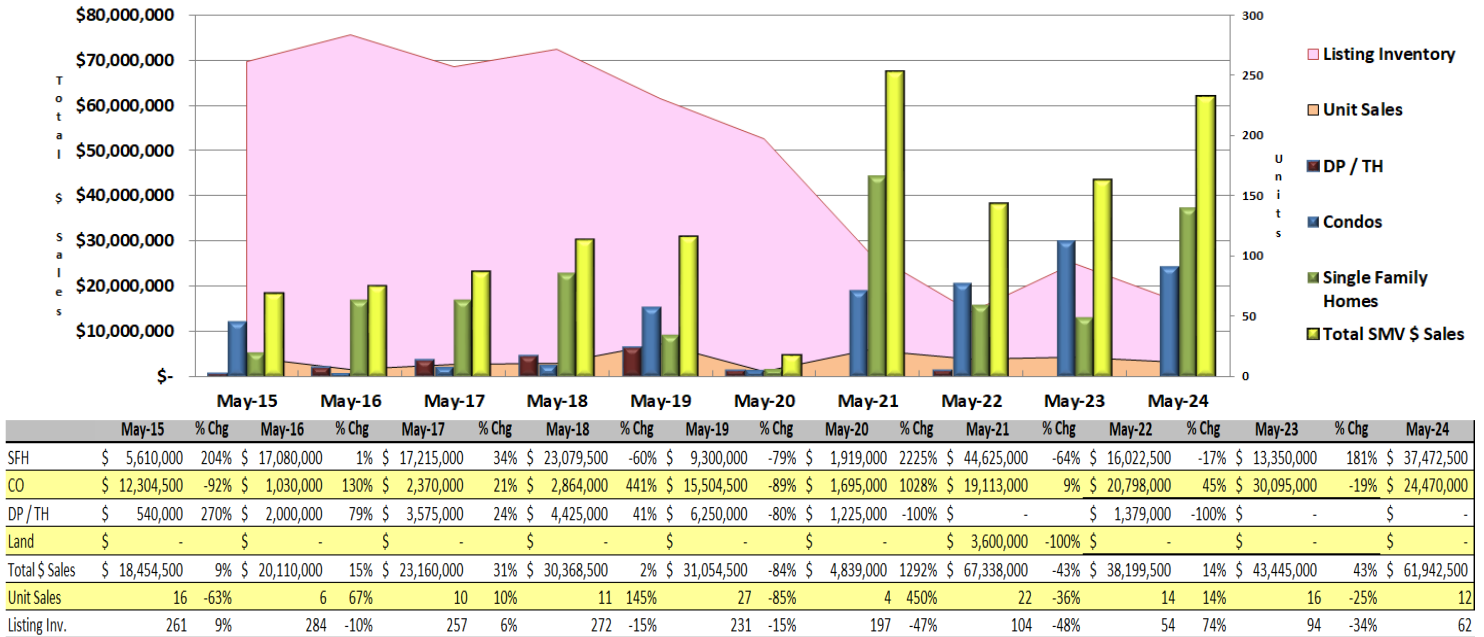
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



May 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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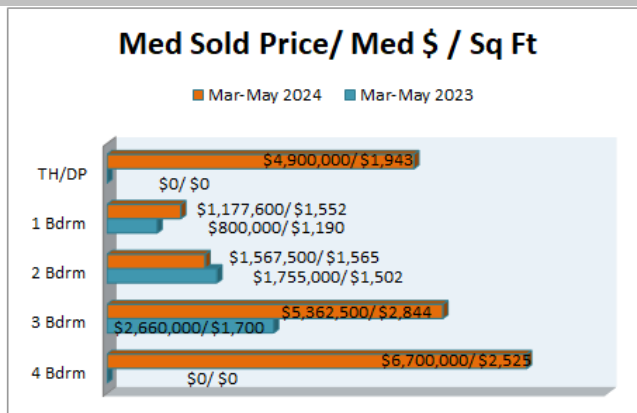
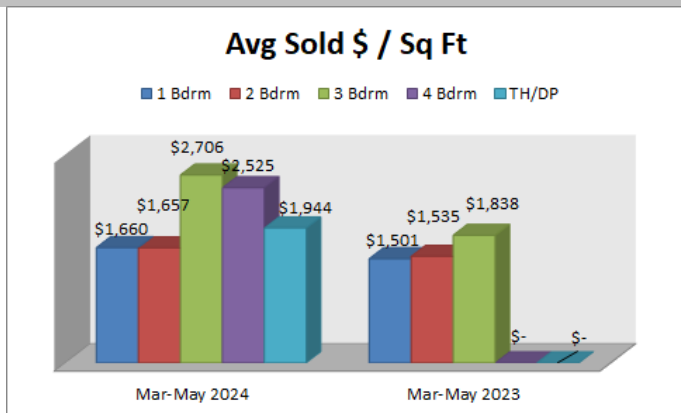
	May-21	% Chg	May-22	% Chg	May-23	% Chg	May-24	% Chg	Apr-24	% Chg	Apr-23
Single Family Homes											
Unit Sales	7	-71%	2	0%	2	50%	3	100%	6	100%	3
YTD Unit Sales	28	-29%	20	-40%	12	42%	17	-18%	14	40%	10
Monthly \$ Sales	\$ 44,625,000	-64%	\$ 16,022,500	-17%	\$ 13,350,000	181%	\$ 37,472,500	-8%	\$ 40,331,000	8%	\$ 37,512,500
YTD \$ Sales	\$ 148,161,500	5%	\$ 155,062,114	-43%	\$ 88,327,500	53%	\$ 135,003,500	28%	\$ 97,531,000	30%	\$ 74,977,500
Listing Inventory	25	-24%	19	47%	28	-43%	16	-6%	17	-26%	23
Condos											
Unit Sales	14	-21%	11	27%	14	-36%	9	-22%	11	-80%	55
YTD Unit Sales	102	-63%	38	132%	88	-48%	46	-20%	37	-50%	74
Monthly \$ Sales	\$ 19,113,000	9%	\$ 20,798,000	45%	\$ 30,095,000	-19%	\$ 24,470,000	-30%	\$ 31,816,055	-71%	\$ 109,945,000
YTD \$ Sales	\$ 122,201,945	-47%	\$ 64,994,000	195%	\$ 191,782,000	-40%	\$ 114,667,555	21%	\$ 90,197,555	-44%	\$ 161,687,000
Listing Inventory	70	-54%	32	88%	60	-28%	43	-14%	49	9%	45
Townhomes / Duplexes											
Unit Sales	0	-	1	-100%	0	-	0	-	2	-	0
YTD Unit Sales	14	-57%	6	-83%	1	900%	10	0%	10	900%	1
Monthly \$ Sales	\$ -	-	\$ 1,379,000	-100%	\$ -	-	\$ -	-	\$ 12,550,000	-	\$ -
YTD \$ Sales	\$ 32,235,167	-47%	\$ 17,114,000	-72%	\$ 4,800,000	681%	\$ 37,499,200	0%	\$ 37,499,200	681%	\$ 4,800,000
Listing Inventory	7	-57%	3	67%	5	-60%	2	100%	0	-100%	4
Vacant Land											
Unit Sales	1	-100%	0	-	0	-	0	-	0	-	0
YTD Unit Sales	2	-50%	1	-100%	0	-	0	-	0	-	0
Monthly \$ Sales	\$ 3,600,000	-100%	\$ -	-	\$ -	-	\$ -	-	\$ -	-	\$ -
YTD \$ Sales	\$ 6,325,000	-9%	\$ 5,750,000	-100%	\$ -	-	\$ -	-	\$ -	-	\$ -
Listing Inventory	2	-100%	0	-	1	0%	1	0%	1	0%	1
Total Snowmass Village Market											
Total Unit Sales	22	-41%	13	23%	16	-25%	12	42%	17	-71%	58
YTD Unit Sales	132	-55%	59	69%	100	-37%	63	-19%	51	-39%	84
Total Monthly \$ Sales	\$ 67,338,000	-45%	\$ 36,820,500	18%	\$ 43,445,000	43%	\$ 61,942,500	-16%	\$ 72,147,055	-51%	\$ 147,457,500
Total YTD \$ Sales	\$ 276,688,445	-18%	\$ 225,806,114	24%	\$ 280,109,500	-11%	\$ 249,671,055	25%	\$ 187,728,555	-21%	\$ 236,664,500
Listing Inventory	97	-47%	51	75%	89	-33%	60	-12%	67	-3%	69

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Estin Report: May 2024 Snowmass Village 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 (\$)		
	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023
1 Bdrm	1,118,367	19%	936,333	1,660	11%	1,501	685	7%	638	94%	-3%	97%	91%	0%	91%	6	100%	3	6,710,200	139%	2,809,000
2 Bdrm	1,731,667	1%	1,722,549	1,657	8%	1,535	1,037	-7%	1,118	94%	-6%	100%	91%	-9%	100%	12	-76%	51	20,780,000	-76%	87,850,000
3 Bdrm	5,394,309	70%	3,173,158	2,706	47%	1,838	1,920	16%	1,661	97%	-1%	98%	96%	-2%	98%	6	-68%	19	32,365,855	-46%	60,290,000
4 Bdrm	6,700,000			2,525			2,584			98%			96%			2	0	0	13,400,000		
TH/DP	5,816,667			1,944			2,920			96%			95%			3	0	0	17,450,000		

*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.)**								
	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	Mar-May 2024	% Chg	Mar-May 2023	
Divide	\$9.3	-44%	\$16.7	\$1,655	-37%	\$2,611	93%	-3%	96%	84%	-12%	96%	1	-50%	2	\$9.3	-72%	\$33.3	0	-100%	1	0	-100%	2
Wood Run	\$8.6	-18%	\$10.5	\$2,007	12%	\$1,789	95%	13%	84%	86%	3%	84%	2	100%	1	\$17.3	65%	\$10.5	2	-90%	20	3	-95%	60
Ridge Run			\$4.2			\$1,065			93%			85%	0	-100%	1	\$0.0	-100%	\$4.2	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			\$1,491			97%			95%			3		0	\$11.4		\$0.0	4	100%	2	4		
Meadow Ranch													0		0	\$0.0		\$0.0	1	0%	1			
Horse Ranch	\$6.9			\$1,596			97%			93%			2		0	\$13.8		\$0.0	3	-63%	8	5		
Sinclair Meadows													0		0	\$0.0		\$0.0	0	-100%	2			
Country Club Estates			\$2.9			\$1,590			89%			86%	0	-100%	1	\$0.0	-100%	\$2.9	2		0			0
Old Snowmass	\$2.5	-60%	\$6.3	\$826	-67%	\$2,501	74%	-18%	91%	74%	-18%	91%	1	-67%	3	\$2.5	-87%	\$18.8	14	40%	10	42	320%	10

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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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May 2024: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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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."

