



## June 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 07.05.24 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 June 2024 (H1 2024) Overall sales—Aspen & Snowmass Village combined:** For 2024 YTD through June, dollar sales are up 20% over last year due to an abundance of individual property sales over \$10M (\$741M vs \$622M last year). In April, there were (4) home sales over \$40M totaling \$293M alone, two of which were associated with the same seller/buyer. Unit sales - a more realistic measure of market performance - are down 8%, (167) sales 2024 YTD vs (182) in 2023 YTD. Why? Inventory remains historically low - fewer buyer choices; interest rates, to the extent they effect lower priced sales, remain relatively high; and prices persist at record levels although the spread between ask to sold prices may be widening depending on individual circumstances. Whereas that spread has stubbornly been between 3-6%, there are more instances recently of it falling between 5-10%...[Read more on the June 2024 Report page.](#)

### June 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Jun-24	% Change	Jun-23	% Change	Jun-22	% Change	Jun-21
Monthly Unit Sales:	17	0%	17	-53%	36	-43%	63
Year-to-Date Unit Sales:	167	-8%	182	-7%	195	-43%	340
Monthly Dollar Sales:	\$ 127,024,000	27%	\$ 100,080,000	-59%	\$ 244,639,908	-40%	\$ 406,592,148
Year-to-Date Dollar Sales:	\$ 1,323,926,380	20%	\$ 1,106,027,371	-34%	\$ 1,680,114,022	6%	\$ 1,586,062,529
Listing Inventory:	276	-5%	290	44%	202	-36%	317
<b>Aspen Market</b>							
Monthly Unit Sales:	6	-25%	8	-58%	19	-55%	42
Year-to-Date Unit Sales:	94	27%	74	-38%	119	-36%	187
Monthly Dollar Sales:	\$ 72,645,000	-1%	\$ 73,400,000	-61%	\$ 188,951,908	-46%	\$ 350,319,148
Year-to-Date Dollar Sales:	\$ 982,577,125	24%	\$ 794,437,871	-42%	\$ 1,381,505,908	13%	\$ 1,220,865,917
Listing Inventory:	205	14%	180	37%	131	-39%	216
<b>Snowmass Village Market</b>							
Monthly Unit Sales:	11	38%	8	-53%	17	-19%	21
Year-to-Date Unit Sales:	73	-32%	108	42%	76	-50%	153
Monthly Dollar Sales:	\$ 54,379,000	140%	\$ 22,680,000	-59%	\$ 55,688,000	-1%	\$ 56,273,000
Year-to-Date Dollar Sales:	\$ 303,850,055	0%	\$ 302,789,500	8%	\$ 281,494,114	-15%	\$ 332,961,445
Listing Inventory:	71	-35%	110	55%	71	-30%	101
<b>Total Property Sales \$10M and Over*</b>							
Monthly Unit Sales:	5	67%	3	-50%	6	0%	6
Year-to-Date Unit Sales:	37	9%	34	-36%	53	0%	53
Monthly Dollar Sales:	\$ 87,545,000	87%	\$ 46,750,000	-66%	\$ 137,286,909	-8%	\$ 148,645,000
Year-to-Date Dollar Sales:	\$ 829,040,000	24%	\$ 668,804,654	-44%	\$ 1,192,626,909	4%	\$ 1,143,492,000

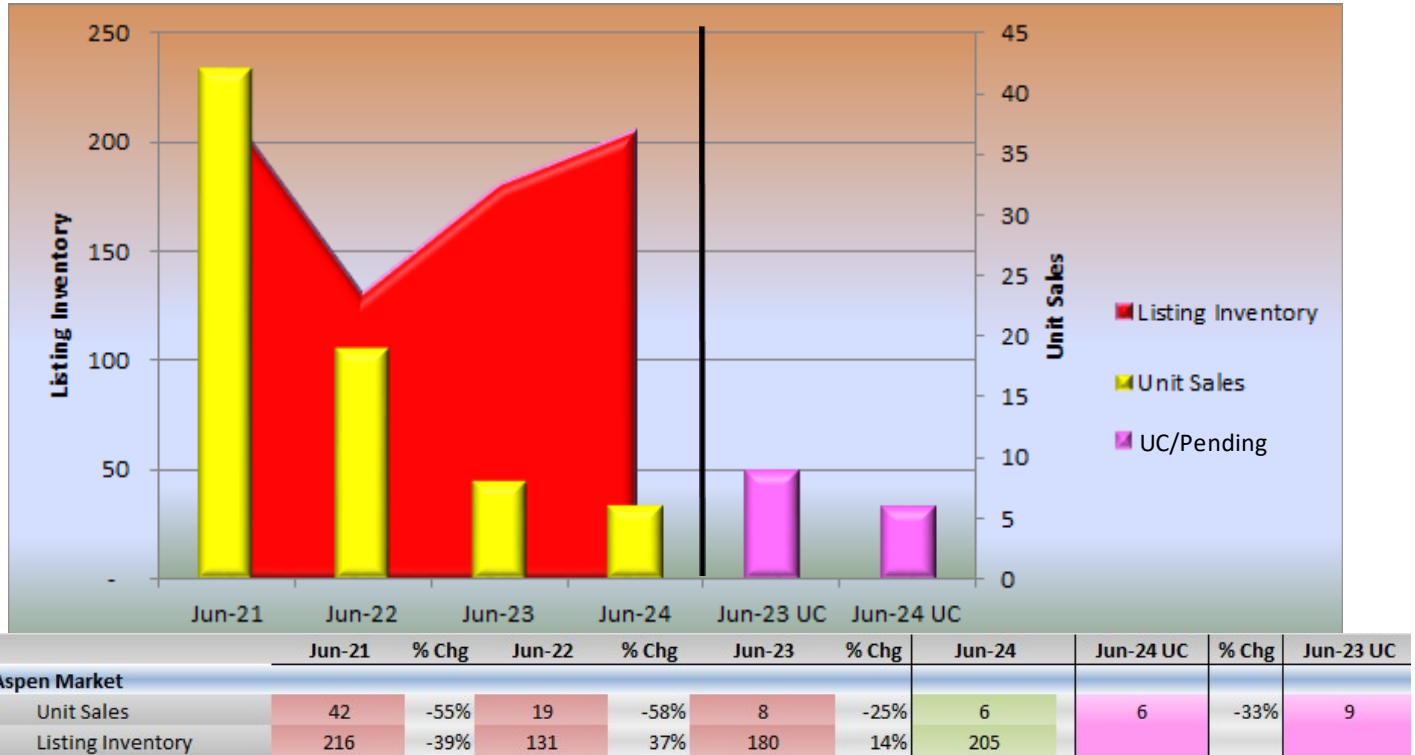
\*See breakdown of sales over \$10M by price point on Pg 3

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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.

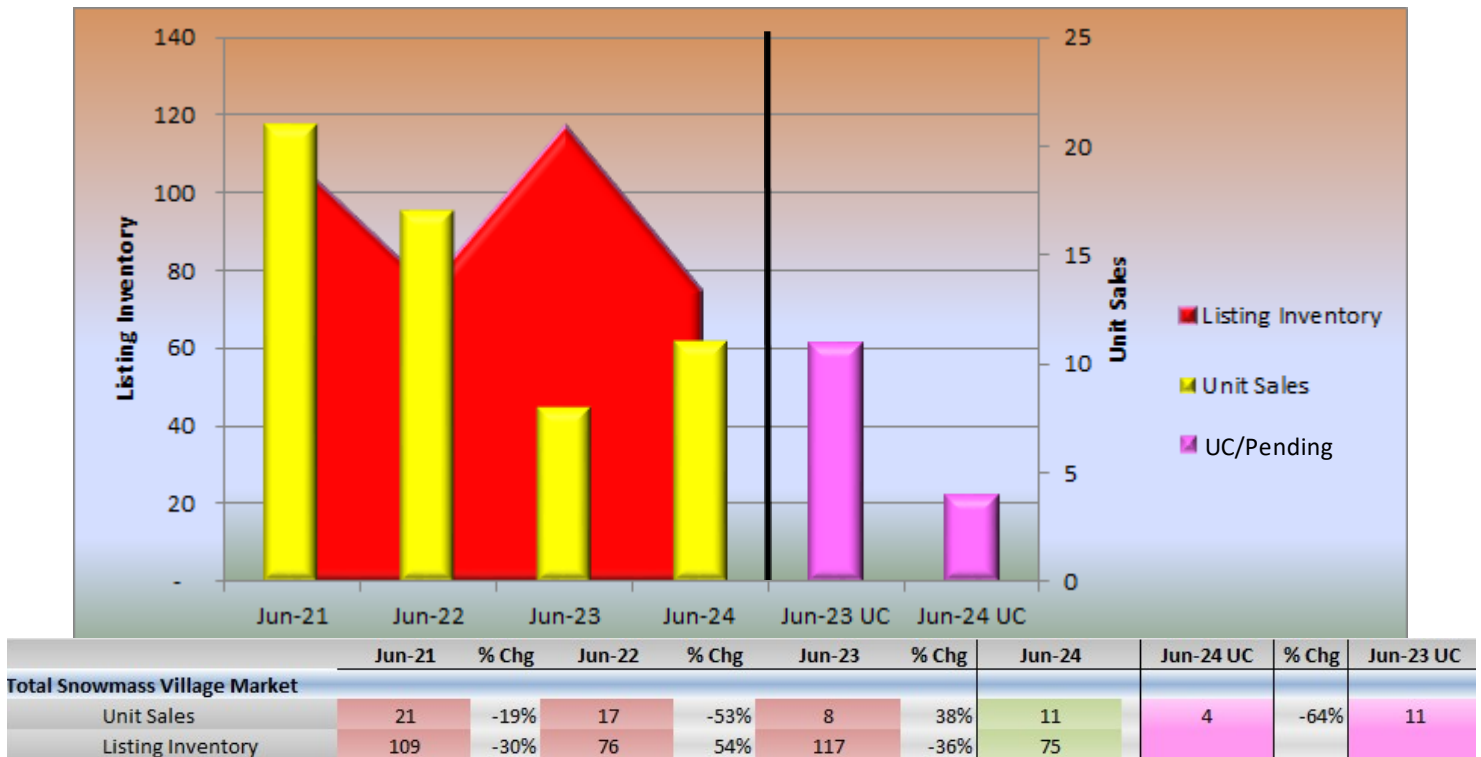


## June 2024 Aspen Real Estate Inventory, Sales and Under Contracts



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## June 2024 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 2024. This does not necessarily mean that they will close in June or July, 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 Apr-Jun 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	1	1	1	2	3	3	0	3	14
Average \$ Per Sale			3,800,000	7,200,000	8,250,000	11,900,000	17,833,333	26,233,333		71,916,667	
Median \$ Per Sale			3,800,000	7,200,000	8,250,000	11,900,000	18,000,000	26,000,000		59,000,000	
Dollar Sales	0	0	3,800,000	7,200,000	8,250,000	23,800,000	53,500,000	78,700,000	0	215,750,000	391,000,000
Avg Sold \$/Sq.Ft.			974	3,429	3,033	2,653	3,635	3,193		4,912	
Avg LvHtSqFt			3,902	2,100	2,720	4,649	5,219	8,335		15,162	
Avg Days on Market			1,125	404	0	131	205	199		101	
Sold Price % Ask			89%	97%	83%	95%	93%	96%		100%	
Sold Price % List			76%	87%	83%	101%	90%	88%		100%	
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%	

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

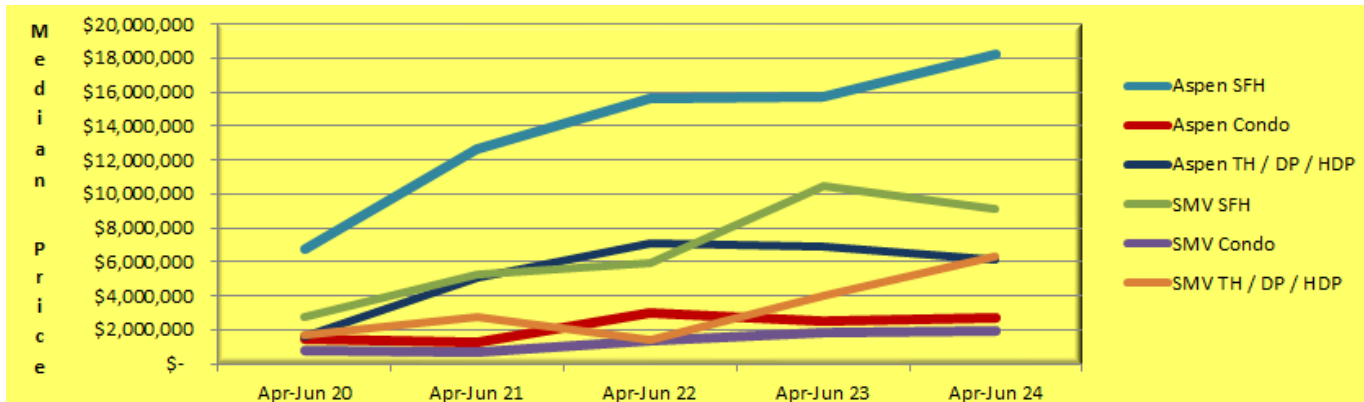
SMV Single Family Homes Apr-Jun 2024	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	0	3	1	2	2	2	1	0	0	12
Average \$ Per Sale	1,745,000		3,795,333	5,800,000	9,086,250	10,800,000	15,875,000	24,500,000			
Median \$ Per Sale	1,745,000		3,700,000	5,800,000	9,086,250	10,800,000	15,875,000	24,500,000			
Dollar Sales	1,745,000	0	11,386,000	5,800,000	18,172,500	21,600,000	31,750,000	24,500,000	0	0	114,953,500
Avg Sold \$/Sq.Ft.	1,864		1,491	1,697	1,816	2,121	2,733	1,909			
Avg LvHtSqFt	936		2,574	3,418	5,051	5,088	5,804	12,836			
Avg Days on Market	48		119	490	208	265	85	175			
Sold Price % Ask	97%		97%	97%	96%	95%	99%	71%			
Sold Price % List	97%		95%	89%	91%	88%	99%	71%			
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%				

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2024 OUTLIERS BY MOS: For a list of outlier sales since Jan 1, 24 not included herein, please contact Tim Estin.



## Feb-Apr 2024 Aspen and Snowmass Median Sold Prices

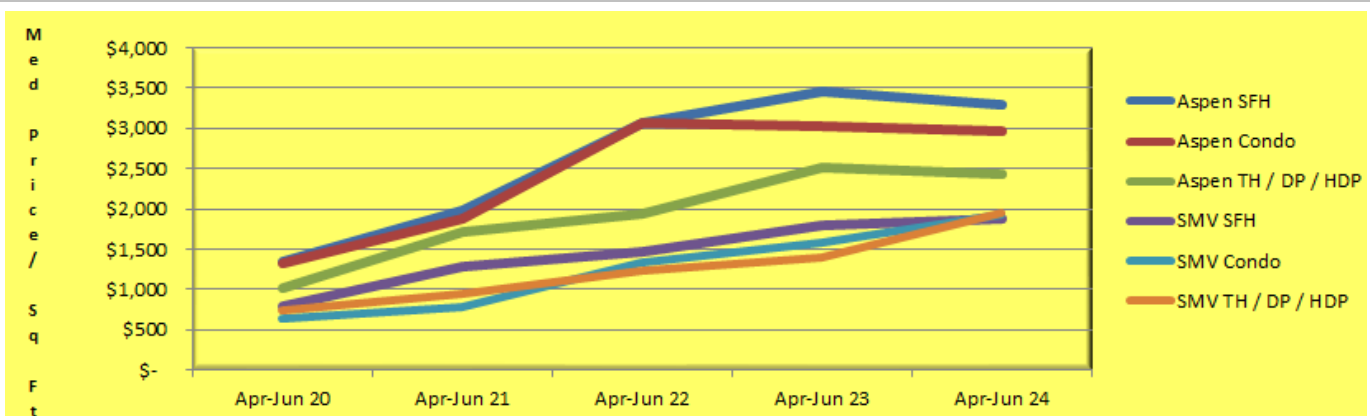


Median Price	Apr-Jun 20	% Chg	Apr-Jun 21	% Chg	Apr-Jun 22	% Chg	Apr-Jun 23	% Chg	Apr-Jun 24
Aspen SFH	\$6,750,000	87%	\$12,650,000	23%	\$15,600,000	1%	\$15,687,500	16%	\$18,250,000
Aspen Condo	\$1,445,000	-13%	\$1,260,000	139%	\$3,010,000	-17%	\$2,489,000	10%	\$2,737,500
Aspen TH / DP / HDP	\$1,600,000	217%	\$5,075,000	39%	\$7,072,500	-2%	\$6,900,000	-11%	\$6,150,000
SMV SFH	\$2,709,500	96%	\$5,300,000	13%	\$5,975,000	76%	\$10,500,000	-13%	\$9,086,250
SMV Condo	\$730,000	-7%	\$682,500	104%	\$1,394,000	29%	\$1,800,000	9%	\$1,960,000
SMV TH / DP / HDP	\$1,675,000	64%	\$2,750,000	-50%	\$1,379,000	190%	\$4,000,000	57%	\$6,275,000

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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	Apr-Jun 20	% Chg	Apr-Jun 21	% Chg	Apr-Jun 22	% Chg	Apr-Jun 23	% Chg	Apr-Jun 24
Aspen SFH	\$1,342	47%	\$1,978	55%	\$3,065	13%	\$3,452	-5%	\$3,284
Aspen Condo	\$1,319	43%	\$1,885	63%	\$3,069	-1%	\$3,036	-2%	\$2,967
Aspen TH / DP / HDP	\$1,028	67%	\$1,715	14%	\$1,948	29%	\$2,511	-3%	\$2,434
SMV SFH	\$799	61%	\$1,283	14%	\$1,469	22%	\$1,789	5%	\$1,887
SMV Condo	\$645	21%	\$782	70%	\$1,329	19%	\$1,583	22%	\$1,926
SMV TH / DP / HDP	\$734	29%	\$949	30%	\$1,231	14%	\$1,406	38%	\$1,945

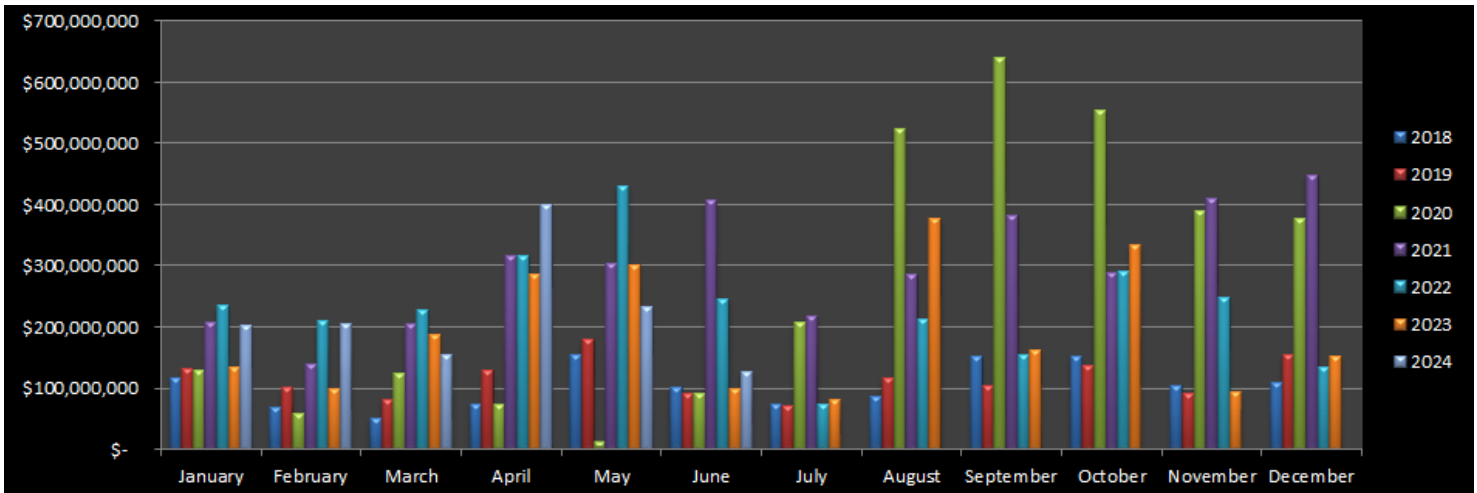
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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes were separated from Condos. Before then, they were all merged into one property type as Condos only. For Avg Sold Price \$/SqFt metrics by neighborhoods, see pages 7 & 9. A blank cell or \$0 above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





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



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## Estin Report: Total Aspen Snowmass Market June 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	109%	\$ 205,831,825
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	27%	\$ 127,024,000
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	-43%	\$ 1,323,926,380
YTD Total	\$ 586,559,438	23%	\$ 720,637,738	-32%	\$ 488,882,922	224%	\$ 1,586,062,529	6%	\$ 1,680,114,022	-34%	\$ 1,106,027,371	20%	\$ 1,323,926,380

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## Estin Report: Total Aspen Snowmass Market June 2024 Unit Sales

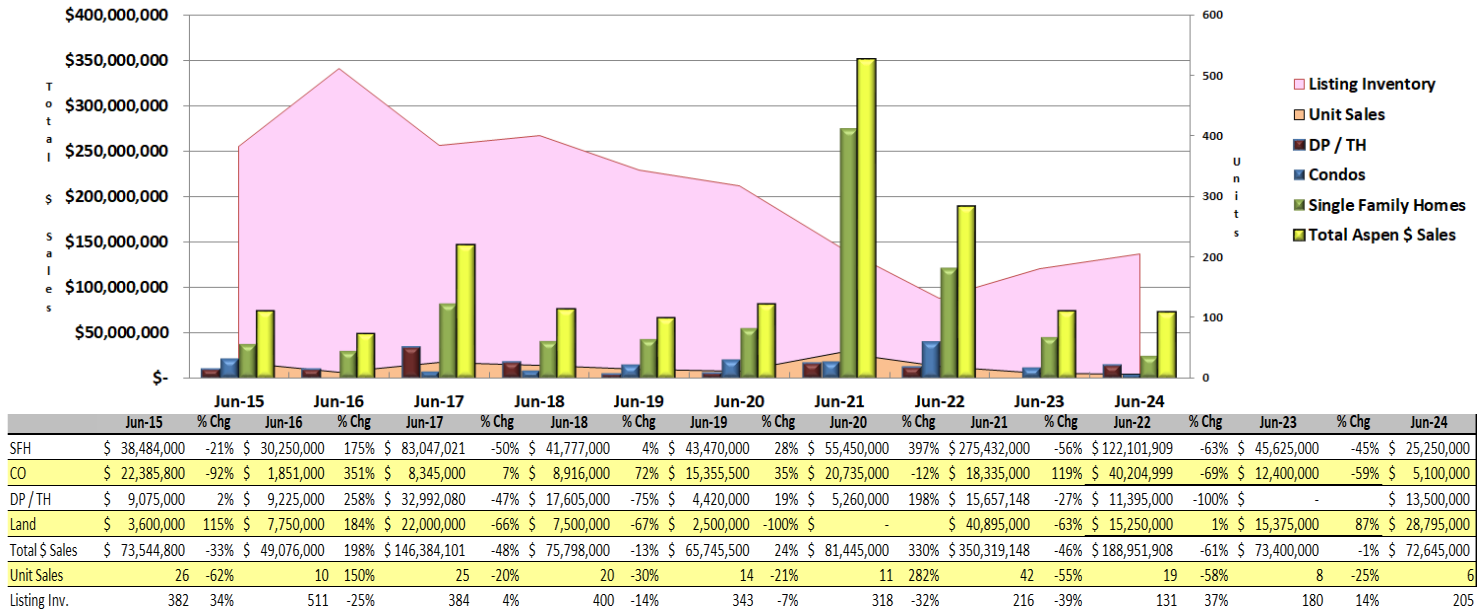
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	100%	36
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	0%	24
April	29	52%	44	-64%	16	419%	83	-51%	41	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	0%	17
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	-49%	177
YTD Total	181	13%	204	-42%	119	197%	354	-43%	201	-8%	184	-4%	177

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## June 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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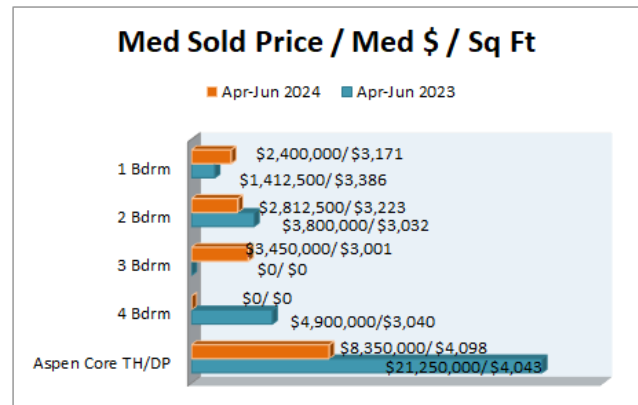
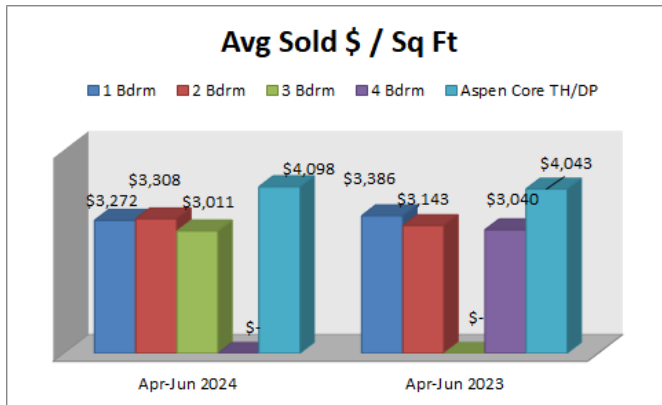
	Jun-21	% Chg	Jun-22	% Chg	Jun-23	% Chg	Jun-24	% Chg	May-24	% Chg	May-23
<b>Single Family Homes</b>											
Unit Sales	17	-71%	5	-20%	4	-50%	2	-60%	5	-38%	8
YTD Unit Sales	65	-32%	44	-23%	34	-15%	29	7%	27	-10%	30
Monthly \$ Sales	\$ 275,432,000	-56%	\$ 122,101,909	-63%	\$ 45,625,000	-45%	\$ 25,250,000	-245%	\$ 87,200,000	-58%	\$ 206,084,000
YTD \$ Sales	\$ 878,846,601	3%	\$ 904,236,909	-39%	\$ 555,406,154	13%	\$ 624,920,000	4%	\$ 599,670,000	18%	\$ 509,781,154
Listing Inventory	96	-28%	69	23%	85	13%	96	24%	73	-1%	74
<b>Condos</b>											
Unit Sales	12	-17%	10	-70%	3	-33%	2	-350%	9	125%	4
YTD Unit Sales	77	-31%	53	-49%	27	52%	41	5%	39	63%	24
Monthly \$ Sales	\$ 18,335,000	119%	\$ 40,204,999	-69%	\$ 12,400,000	-59%	\$ 5,100,000	-355%	\$ 23,186,000	100%	\$ 11,575,000
YTD \$ Sales	\$ 130,957,668	51%	\$ 197,913,999	-61%	\$ 76,443,000	68%	\$ 128,752,125	4%	\$ 123,652,125	93%	\$ 64,043,000
Listing Inventory	72	-47%	38	68%	64	2%	65	8%	60	25%	48
<b>Townhomes / Duplexes</b>											
Unit Sales	4	-50%	2	-100%	0		1	-200%	3	50%	2
YTD Unit Sales	22	-41%	13	-46%	7	100%	14	7%	13	86%	7
Monthly \$ Sales	\$ 15,657,148	-27%	\$ 11,395,000	-100%	\$ -		\$ 13,500,000	-39%	\$ 18,750,000	-26%	\$ 25,412,000
YTD \$ Sales	\$ 119,471,148	-3%	\$ 116,145,000	-28%	\$ 83,954,000	28%	\$ 107,160,000	13%	\$ 93,660,000	12%	\$ 83,954,000
Listing Inventory	30	-53%	14	0%	14	50%	21	19%	17	21%	14
<b>Vacant Land</b>											
Unit Sales	9	-78%	2	-50%	1	0%	1	-200%	3	50%	2
YTD Unit Sales	23	-61%	9	-33%	6	67%	10	10%	9	80%	5
Monthly \$ Sales	\$ 40,895,000	-63%	\$ 15,250,000	1%	\$ 15,375,000	87%	\$ 28,795,000	-43%	\$ 41,250,000	184%	\$ 14,509,717
YTD \$ Sales	\$ 91,590,500	78%	\$ 163,210,000	-52%	\$ 78,634,717	55%	\$ 121,745,000	24%	\$ 92,950,000	47%	\$ 63,259,717
Listing Inventory	18	-44%	10	70%	17	35%	23	22%	18	13%	16
<b>Total Aspen Market</b>											
Total Unit Sales	42	-55%	19	-58%	8	-25%	6	-233%	20	25%	16
YTD Unit Sales	187	-36%	119	-38%	74	27%	94	6%	88	33%	66
Total Monthly \$ Sales	\$ 350,319,148	-46%	\$ 188,951,908	-61%	\$ 73,400,000	-1%	\$ 72,645,000	-135%	\$ 170,386,000	-34%	\$ 257,580,717
Total YTD \$ Sales	\$ 1,220,865,917	13%	\$ 1,381,505,908	-42%	\$ 794,437,871	24%	\$ 982,577,125	7%	\$ 909,932,125	26%	\$ 721,037,871
Listing Inventory	216	-39%	131	37%	180	14%	205	18%	168	11%	152

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## Estin Report: June 2024 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 (\$)		
	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023
1 Bdrm	2,475,000	75%	1,412,500	3,272	-3%	3,386	755	79%	422	95%	-2%	97%	91%	-7%	97%	3	50%	2	\$ 7,425,000	163%	\$ 2,825,000
2 Bdrm	3,045,000	-18%	3,700,429	3,308	5%	3,143	924	-22%	1,188	91%	-6%	96%	89%	-1%	90%	6	-14%	7	\$ 18,270,000	-29%	\$ 25,903,000
3 Bdrm	3,426,200			3,011			1,146			96%			92%			5		0	\$ 17,131,000		
4 Bdrm			4,900,000			3,040			1,612			93%			93%	0	-100%	1			\$ 4,900,000
Aspen Core TH/DP	8,350,000	-61%	21,250,000	4,098	1%	4,043	1,822	-65%	5,256	91%	7%	85%	90%	6%	85%	2	100%	1	\$ 16,700,000	-21%	\$ 21,250,000

\*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 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	
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)	\$3.0	-12%	\$3.4	\$3,210	1%	\$3,181	94%	-2%	96%	91%	0%	91%	15	50%	10	\$44.5	32%	\$33.6	39	-65%	113	8	-77%	34
Smuggler (SFH)													0		0	\$0.0		\$0.0	0	-100%	7			
Smuggler (CO&TH)	\$1.3	19%	\$1.0	\$1,698	-17%	\$2,049	97%	-1%	98%	97%	-1%	98%	1	-50%	2	\$1.3	-40%	\$2.1	1	-91%	11	3	-82%	17
West Aspen	\$14.9	-1%	\$15.0	\$1,826	-42%	\$3,163	99%	-2%	101%	96%	-5%	101%	2	-33%	3	\$29.8	-34%	\$45.1	20	-64%	55	30	-45%	55
West End	\$15.6	-23%	\$20.3	\$3,833	-5%	\$4,033	93%	-3%	95%	90%	-2%	91%	3	-40%	5	\$46.8	-54%	\$101.5	16	-24%	21	16	27%	13
Red Mountain	\$65.8	272%	\$17.7	\$3,928	46%	\$2,682	98%	28%	77%	93%	20%	77%	2	0%	2	\$131.5	272%	\$35.4	8	-67%	24	12	-67%	36
East Aspen	\$9.6	8%	\$8.9	\$2,798	2%	\$2,751	96%	5%	92%	100%	17%	85%	2	-67%	6	\$19.2	-64%	\$53.2	12	-29%	17	18	112%	9
McLain Flats/Starwood	\$28.7			\$3,351			96%			96%			4		0	\$115.0		\$0.0	8	-47%	15	6		
Woody Crk													0		0	\$0.0		\$0.0	7	-22%	9			
Brush Crk Village			\$6.4			\$1,861			97%			92%	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.

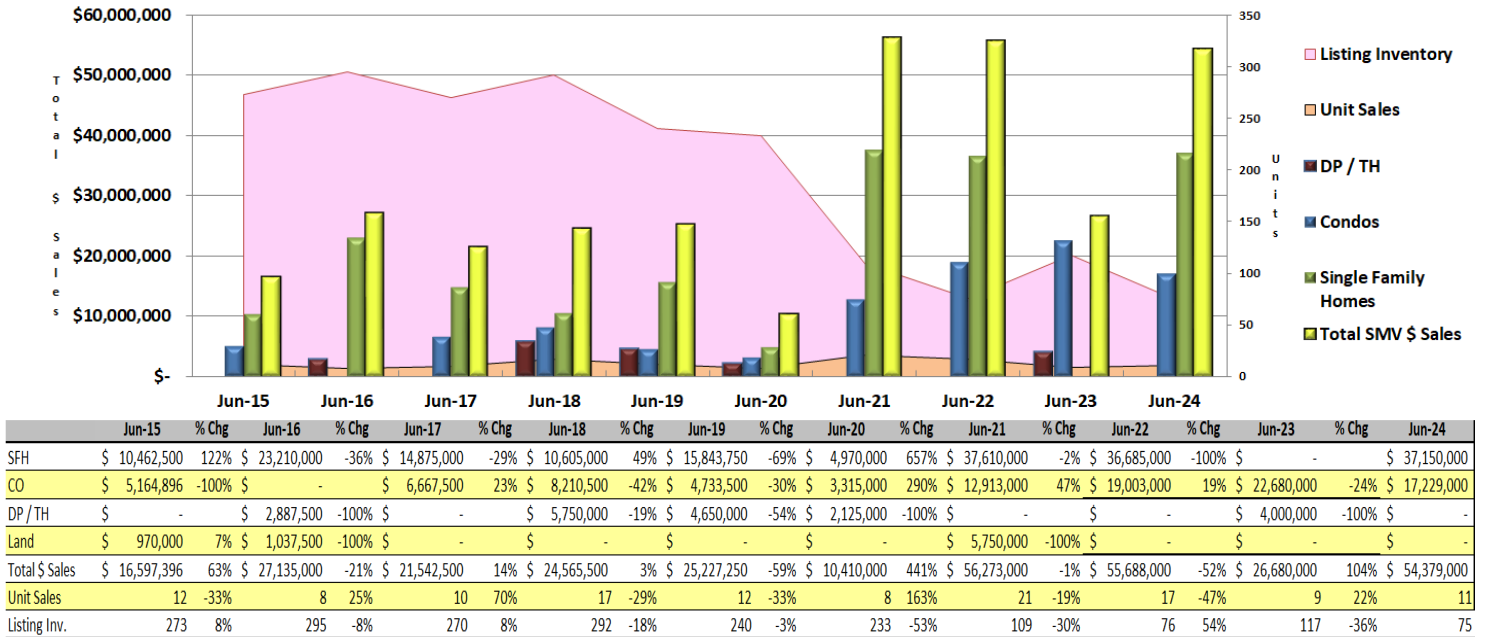
\*\*Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply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





## June 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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	Jun-21	% Chg	Jun-22	% Chg	Jun-23	% Chg	Jun-24	% Chg	May-24	% Chg	May-23
<b>Single Family Homes</b>											
Unit Sales	6	17%	7	-100%	0		3	0%	3	50%	2
YTD Unit Sales	34	-21%	27	-56%	12	67%	20	-15%	17	42%	12
Monthly \$ Sales	\$ 37,610,000	-2%	\$ 36,685,000	-100%	\$ -		\$ 37,150,000	-1%	\$ 37,472,500	181%	\$ 13,350,000
YTD \$ Sales	\$ 185,771,500	3%	\$ 191,747,114	-54%	\$ 88,327,500	95%	\$ 172,153,500	22%	\$ 135,003,500	53%	\$ 88,327,500
Listing Inventory	28	-21%	22	73%	38	-47%	20	25%	15	-46%	28
<b>Condos</b>											
Unit Sales	14	-29%	10	-20%	8	0%	8	-13%	9	-36%	14
YTD Unit Sales	116	-59%	48	100%	96	-45%	53	-15%	45	-49%	88
Monthly \$ Sales	\$ 12,913,000	47%	\$ 19,003,000	19%	\$ 22,680,000	-24%	\$ 17,229,000	-42%	\$ 24,470,000	-19%	\$ 30,095,000
YTD \$ Sales	\$ 135,114,945	-38%	\$ 83,997,000	155%	\$ 214,462,000	-39%	\$ 131,696,555	13%	\$ 114,467,555	-40%	\$ 191,782,000
Listing Inventory	71	-31%	49	45%	71	-31%	49	10%	44	-27%	60
<b>Townhomes / Duplexes</b>											
Unit Sales	0		0		1	-100%	0		0		0
YTD Unit Sales	14	-57%	6	-67%	2	400%	10	0%	10	900%	1
Monthly \$ Sales	\$ -		\$ -		\$ 4,000,000	-100%	\$ -		\$ -		\$ -
YTD \$ Sales	\$ 32,235,167	-47%	\$ 17,114,000	-49%	\$ 8,800,000	326%	\$ 37,499,200	0%	\$ 37,499,200	681%	\$ 4,800,000
Listing Inventory	8	-38%	5	40%	7	-43%	4	100%	0	-100%	5
<b>Vacant Land</b>											
Unit Sales	1	-100%	0		0		0		0		0
YTD Unit Sales	3	-67%	1	-100%	0		0		0		0
Monthly \$ Sales	\$ 5,750,000	-100%	\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 12,075,000	-52%	\$ 5,750,000	-100%	\$ -		\$ -		\$ -		\$ -
Listing Inventory	2	-100%	0		1	100%	2	50%	1	0%	1
<b>Total Snowmass Village Market</b>											
Total Unit Sales	21	-19%	17	-53%	8	38%	11	9%	12	-25%	16
YTD Unit Sales	153	-50%	76	42%	108	-32%	73	-15%	62	-38%	100
Total Monthly \$ Sales	\$ 56,273,000	-1%	\$ 55,688,000	-59%	\$ 22,680,000	140%	\$ 54,379,000	-14%	\$ 61,942,500	43%	\$ 43,445,000
Total YTD \$ Sales	\$ 332,961,445	-15%	\$ 281,494,114	8%	\$ 302,789,500	0%	\$ 303,850,055	18%	\$ 249,471,055	-11%	\$ 280,109,500
Listing Inventory	101	-30%	71	55%	110	-35%	71	15%	60	-33%	89

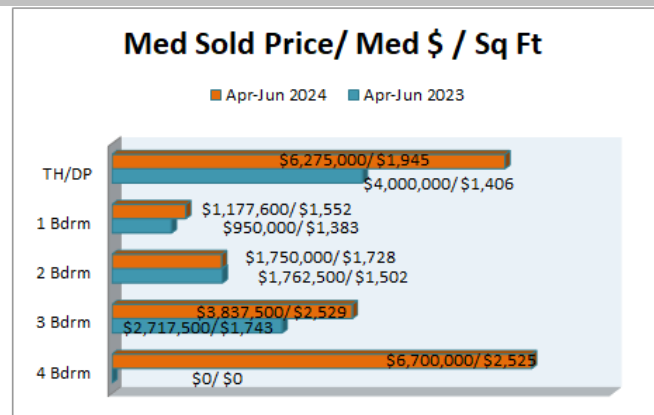
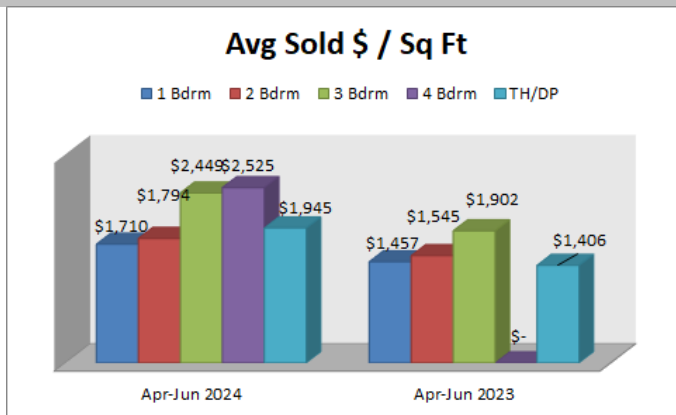
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## Estin Report: June 2024 Snowmass Village Condos 3-Mos.Averages



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023
1 Bdrm	1,290,033	35%	953,000	1,710	17%	1,457	741	11%	665	95%	-2%	97%	92%	-2%	94%	6	20%	5	7,740,200	62%	4,765,000
2 Bdrm	1,948,000	12%	1,734,700	1,794	16%	1,545	1,081	-3%	1,118	92%	-8%	100%	89%	-11%	100%	13	-74%	50	25,324,000	-71%	86,735,000
3 Bdrm	4,360,976	25%	3,492,000	2,449	29%	1,902	1,748	-1%	1,758	98%	-1%	99%	97%	-2%	99%	6	-70%	20	26,165,855	-63%	69,840,000
4 Bdrm	6,700,000			2,525			2,584			98%			96%			2		0	13,400,000		
TH/DP	6,275,000	57%	4,000,000	1,945	38%	1,406	3,119	10%	2,844	97%	16%	84%	96%	31%	73%	2	100%	1	12,550,000	214%	4,000,000

\*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.)**			
	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	Apr-Jun 2023	Apr-Jun 2024	% Chg	
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	\$9.5	-10%	\$10.5	\$1,999	12%	\$1,789	96%	15%	84%	89%	5%	84%	2	100%	1	\$19.0	81%	\$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	\$11.5			\$2,222			96%			96%			1		0	\$11.5		\$0.0	1	-50%	2	3		
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	\$5.8			\$1,697			97%			89%			1		0	\$5.8		\$0.0	3	-63%	8	9		
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			\$5.2			\$1,938			87%			83%	0	-100%	5	\$0.0	-100%	\$26.1	21	75%	12			7

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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 2024: Aspen Snowmass Real Estate Market Snapshot



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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."

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"No Broker works harder than Tim Estin. More importantly, he has the business smarts and the analytical background to evaluate the dollars and cents of purchasing and selling a property in Aspen. He complements that wonderfully with the common sense and empathy to advise us - as buyers and sellers - if any given real estate decision is "right for us. We view Tim's counsel as invaluable."

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- 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."

