



July 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 08.20.24 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.4 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 July 2024: The pace of sales continues to cool from the heady days of 2022 yet prices remain at record highs. In general, we are seeing a slight softening of sales but that is more typical in prime time July. It is in Aug and Sept sales spike as clients seek to nail down properties in anticipation of winter. Inventory of properties for sale, while incrementally improving over the past two years, continues to be near historic lows. I am asked frequently how Presidential elections affect our market. In my H1 2024 report, the past three election year cycles reveal Aspen's real estate activity trend line to rise leading up to the election, some flattening as we close in on election day, followed by either more flattening or a decline heading into the new presidential year (H1 2024, Pg 15).

July 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Jul-24	% Change	Jul-23	% Change	Jul-22	% Change	Jul-21
Monthly Unit Sales:	16	7%	15	0%	15	-72%	53
Year-to-Date Unit Sales:	183	-6%	195	-7%	210	-46%	391
Monthly Dollar Sales:	\$ 91,972,500	14%	\$ 80,567,204	8%	\$ 74,766,500	-66%	\$ 218,400,429
Year-to-Date Dollar Sales:	\$ 1,415,898,880	19%	\$ 1,186,594,575	-32%	\$ 1,754,880,522	-3%	\$ 1,804,462,958
Listing Inventory:	304	1%	302	17%	259	-16%	310
Aspen Market							
Monthly Unit Sales:	10	43%	7	-30%	10	-66%	29
Year-to-Date Unit Sales:	104	28%	81	-37%	129	-40%	216
Monthly Dollar Sales:	\$ 83,404,500	51%	\$ 55,367,204	-21%	\$ 70,054,000	-59%	\$ 170,444,329
Year-to-Date Dollar Sales:	\$ 1,065,981,625	25%	\$ 849,805,075	-41%	\$ 1,451,559,908	4%	\$ 1,391,310,246
Listing Inventory:	224	14%	197	23%	160	-26%	216
Snowmass Village Market							
Monthly Unit Sales:	6	0%	6	20%	5	-77%	22
Year-to-Date Unit Sales:	79	-31%	114	41%	81	-54%	175
Monthly Dollar Sales:	\$ 8,568,000	-59%	\$ 21,000,000	346%	\$ 4,712,500	-89%	\$ 43,756,550
Year-to-Date Dollar Sales:	\$ 312,418,055	-4%	\$ 323,789,500	13%	\$ 286,206,614	-24%	\$ 376,717,995
Listing Inventory:	80	-24%	105	6%	99	5%	94
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	3	0%	3	50%	2	0%	2
Year-to-Date Unit Sales:	40	8%	37	-33%	55	0%	55
Monthly Dollar Sales:	\$ 53,700,000	27%	\$ 42,270,000	63%	\$ 26,000,000	-2%	\$ 26,600,000
Year-to-Date Dollar Sales:	\$ 882,740,000	24%	\$ 711,074,654	-42%	\$ 1,218,626,909	4%	\$ 1,170,092,000

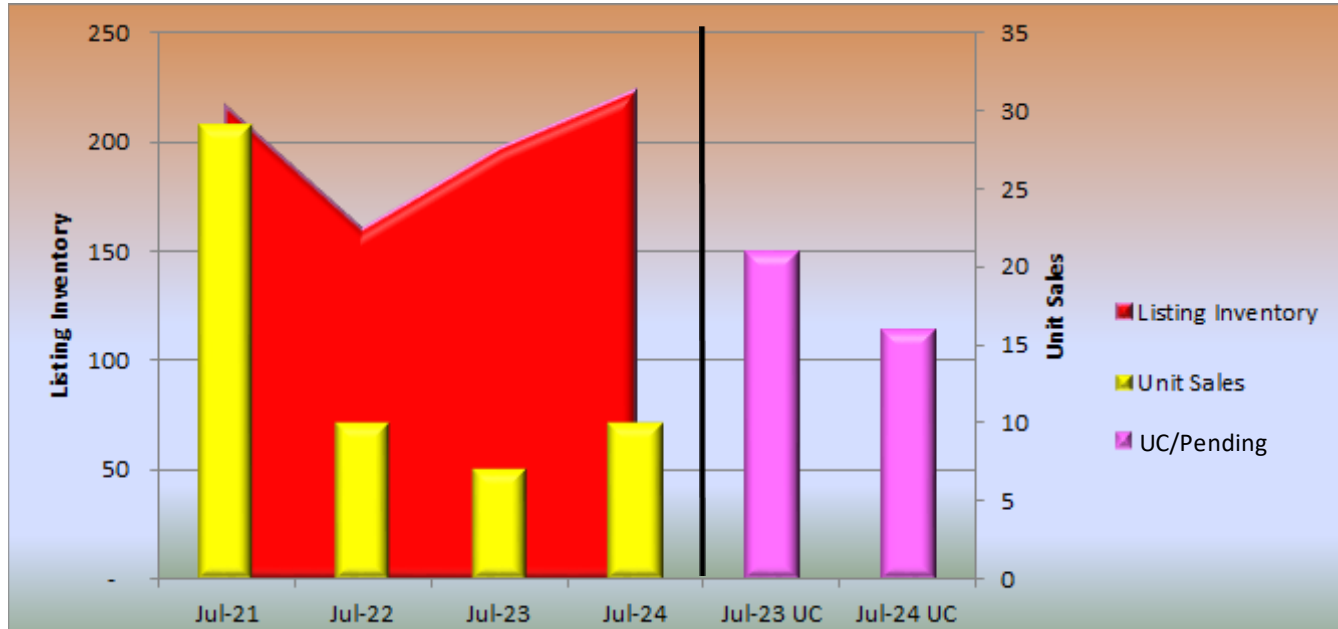
*See breakdown of sales over \$10M by price point on Pg 3

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Source data is the Aspen Glenwood MLS and is scrubbed to remove outlier or misleading sales (Pg 3). 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.

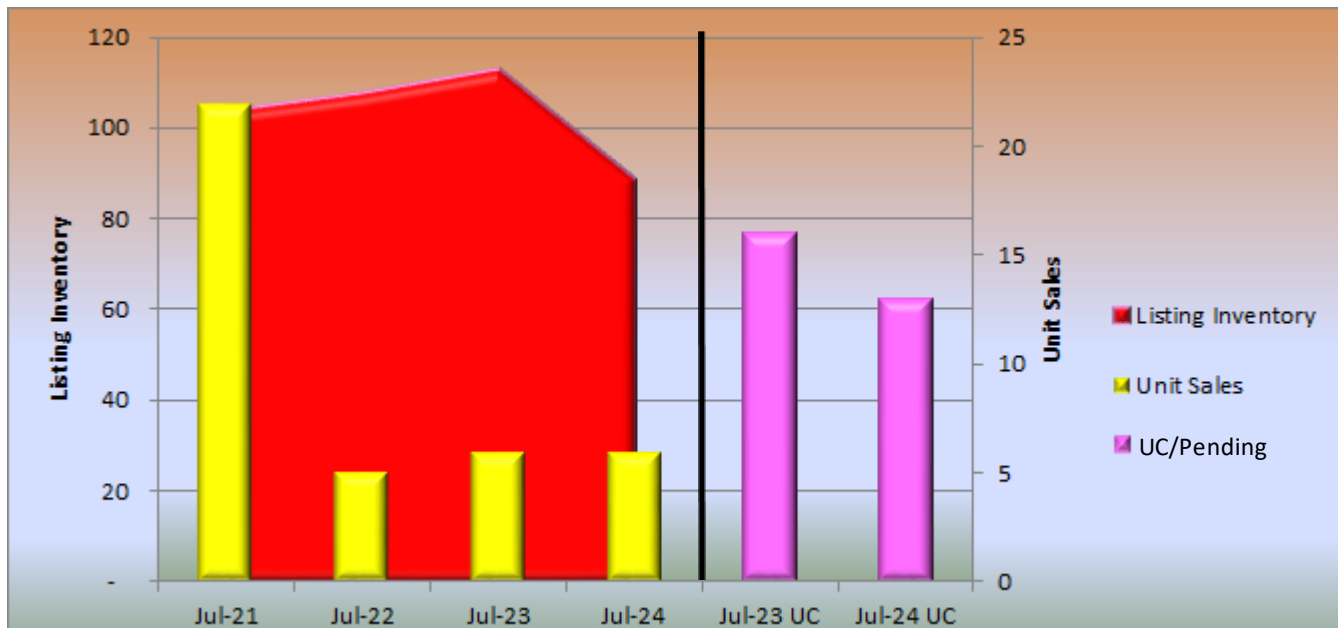


July 2024 Aspen Real Estate Inventory, Sales and Under Contracts



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July 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 July 2024. This does not necessarily mean that they will close in Jul or Aug, or at all. They may fall out. UC's are used as an indicator of future activity when compared to the prior year. In general, a rising number of under contracts combined with falling inventory of properties for sale indicates price pressure upwards, and vice versa. However, the data should to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.



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

Aspen Single Family Homes May-Jul 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	0	4	1	1	3	3	0	0	12
Average \$ Per Sale				7,010,500	8,250,000	12,000,000	17,566,667	24,666,667			
Median \$ Per Sale				7,250,000	8,250,000	12,000,000	17,200,000	24,500,000			
Dollar Sales	0	0	0	28,042,000	8,250,000	12,000,000	52,700,000	74,000,000	0	0	174,992,000
Avg Sold \$/Sq.Ft.				3,636	3,033	2,167	3,206	3,277			
Avg LvHtSqFt				2,345	2,720	5,538	5,818	7,801			
Avg Days on Market				260	0	147	246	314			
Sold Price % Ask				96%	83%	96%	95%	95%			
Sold Price % List				90%	83%	109%	91%	85%			
Aspen Single Family Homes May-Jul 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	0	2	3	3	4	0	2	16
Average \$ Per Sale			4,104,500		9,000,000	11,256,667	16,041,667	21,218,750		54,750,000	
Median \$ Per Sale			4,104,500		9,000,000	10,800,000	16,000,000	21,000,000		54,750,000	
Dollar Sales	0	0	8,209,000	0	18,000,000	33,770,000	48,125,000	84,875,000	0	109,500,000	302,479,000
Avg Sold \$/Sq.Ft.			2,336		3,583	4,266	3,076	3,433		4,682	
Avg LvHtSqFt			1,750		2,513	2,690	5,578	6,545		11,740	
Avg Days on Market			151		131	82	109	26		163	
Sold Price % Ask			92%		95%	97%	84%	98%		75%	
Sold Price % List			85%		95%	94%	83%	98%		75%	

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

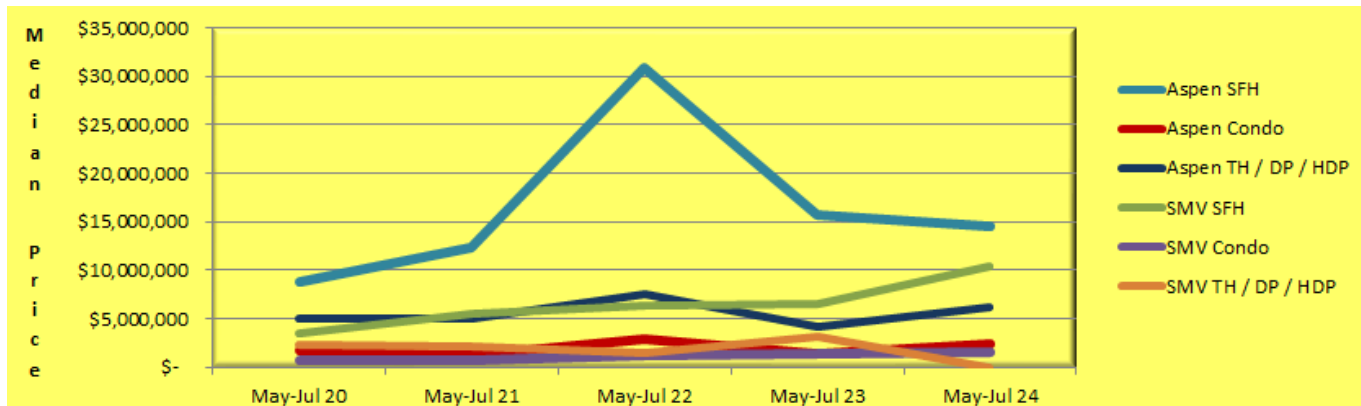
SMV Single Family Homes May-Jul 2024	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	0	1	0	2	1	1	1	0	0	6
Average \$ Per Sale			3,700,000		9,086,250	11,500,000	16,750,000	24,500,000			
Median \$ Per Sale			3,700,000		9,086,250	11,500,000	16,750,000	24,500,000			
Dollar Sales	0	0	3,700,000	0	18,172,500	11,500,000	16,750,000	24,500,000	0	0	74,622,500
Avg Sold \$/Sq.Ft.			1,708		1,816	2,222	2,791	1,909			
Avg LvHtSqFt			2,166		5,051	5,175	6,002	12,836			
Avg Days on Market			147		208	120	62	175			
Sold Price % Ask			99%		96%	96%	100%	71%			
Sold Price % List			93%		91%	96%	100%	71%			
SMV Single Family Homes May-Jul 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	2	0	1	0	0	0	0	5
Average \$ Per Sale		2,850,000	4,750,000	6,750,000		10,500,000					
Median \$ Per Sale		2,850,000	4,750,000	6,750,000		10,500,000					
Dollar Sales	0	2,850,000	4,750,000	13,500,000	0	10,500,000	0	0	0	0	31,600,000
Avg Sold \$/Sq.Ft.		1,590	1,256	1,470		1,789					
Avg LvHtSqFt		1,792	3,782	4,750		5,868					
Avg Days on Market		190	133	288		116					
Sold Price % Ask		89%	86%	98%		84%					
Sold Price % List		86%	75%	96%		84%					

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2024 OUTLIER SALES: These are individual sales not counted in totals, average, median metrics as they skew results disproportionately high or low. They are however counted in their respective neighborhood sales on bottom pgs 7 & 9. For a list of outliers since Jan 1, 23, please contact me.



Feb-Apr 2024 Aspen and Snowmass Median Sold Prices

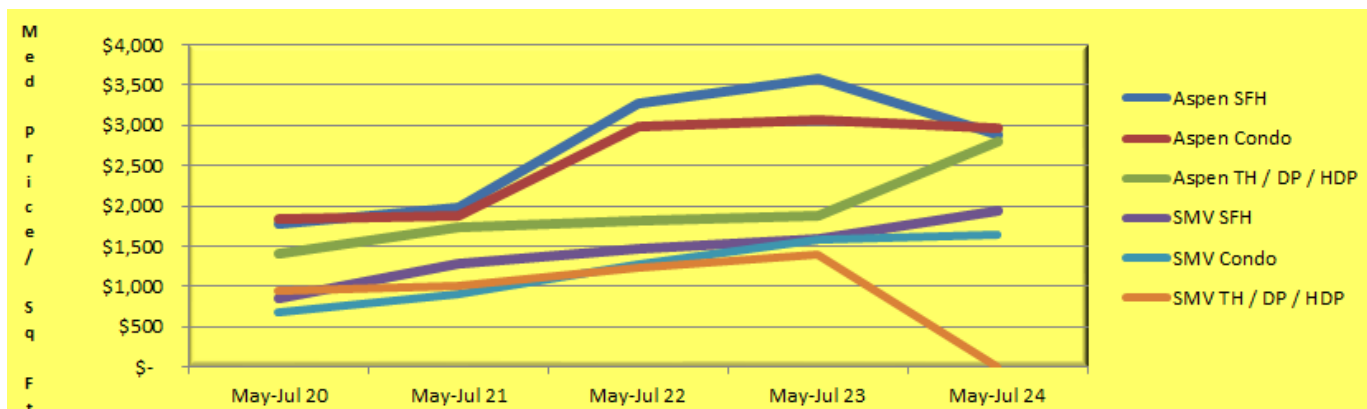


Median Price	May-Jul 20	% Chg	May-Jul 21	% Chg	May-Jul 22	% Chg	May-Jul 23	% Chg	May-Jul 24
Aspen SFH	\$8,750,000	41%	\$12,375,000	149%	\$30,800,000	-49%	\$15,687,500	-8%	\$14,500,000
Aspen Condo	\$1,772,500	-37%	\$1,125,000	153%	\$2,847,500	-50%	\$1,425,000	69%	\$2,412,500
Aspen TH / DP / HDP	\$5,000,000	1%	\$5,025,000	49%	\$7,495,000	-44%	\$4,162,000	48%	\$6,150,000
SMV SFH	\$3,437,500	59%	\$5,450,000	15%	\$6,272,500	4%	\$6,500,000	60%	\$10,386,250
SMV Condo	\$697,500	-1%	\$690,000	68%	\$1,160,000	16%	\$1,350,000	15%	\$1,553,000
SMV TH / DP / HDP	\$2,206,250	-5%	\$2,099,775	-34%	\$1,379,000	132%	\$3,200,000	-100%	\$0

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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



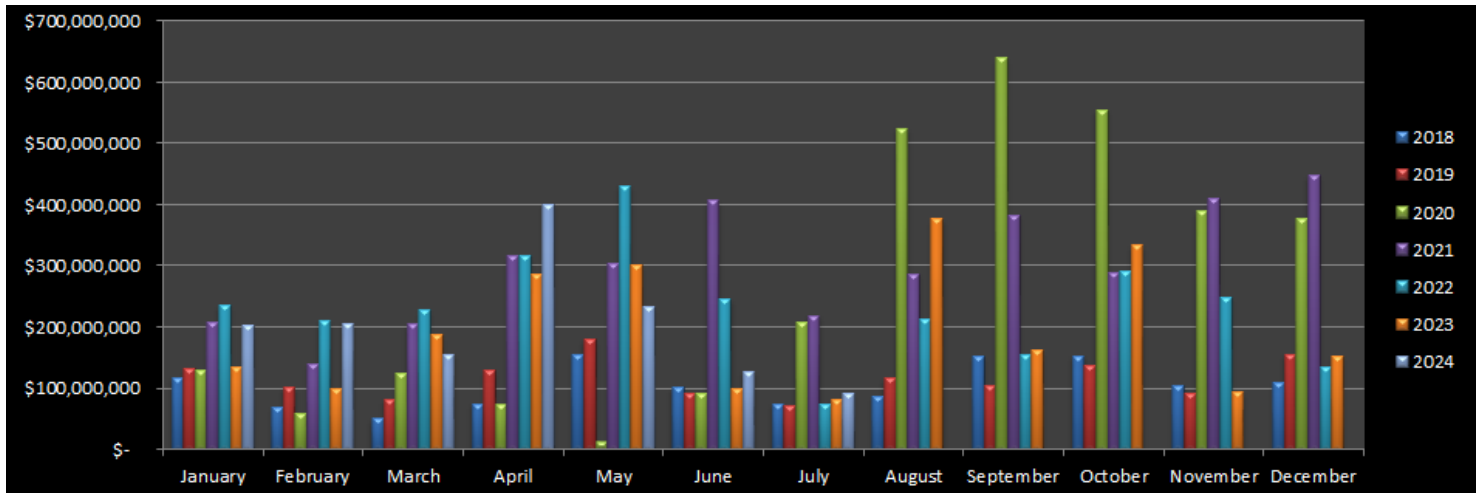
Med Price / Sq Ft	May-Jul 20	% Chg	May-Jul 21	% Chg	May-Jul 22	% Chg	May-Jul 23	% Chg	May-Jul 24
Aspen SFH	\$1,766	12%	\$1,974	66%	\$3,276	9%	\$3,575	-19%	\$2,892
Aspen Condo	\$1,841	2%	\$1,886	58%	\$2,979	3%	\$3,058	-3%	\$2,961
Aspen TH / DP / HDP	\$1,405	24%	\$1,742	4%	\$1,808	4%	\$1,879	49%	\$2,795
SMV SFH	\$844	51%	\$1,278	15%	\$1,466	8%	\$1,590	22%	\$1,943
SMV Condo	\$670	36%	\$914	39%	\$1,268	25%	\$1,583	4%	\$1,641
SMV TH / DP / HDP	\$950	5%	\$1,000	23%	\$1,231	14%	\$1,406	-100%	\$0

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



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Estin Report: Total Aspen Snowmass Market July 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	14%	\$ 91,972,500
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	-39%	\$ 1,415,898,880
YTD Total	\$ 660,966,938	20%	\$ 791,836,138	-12%	\$ 696,309,647	159%	\$ 1,804,462,958	-3%	\$ 1,754,880,522	-32%	\$ 1,186,594,575	19%	\$ 1,415,898,880

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Estin Report: Total Aspen Snowmass Market July 2024 Unit Sales

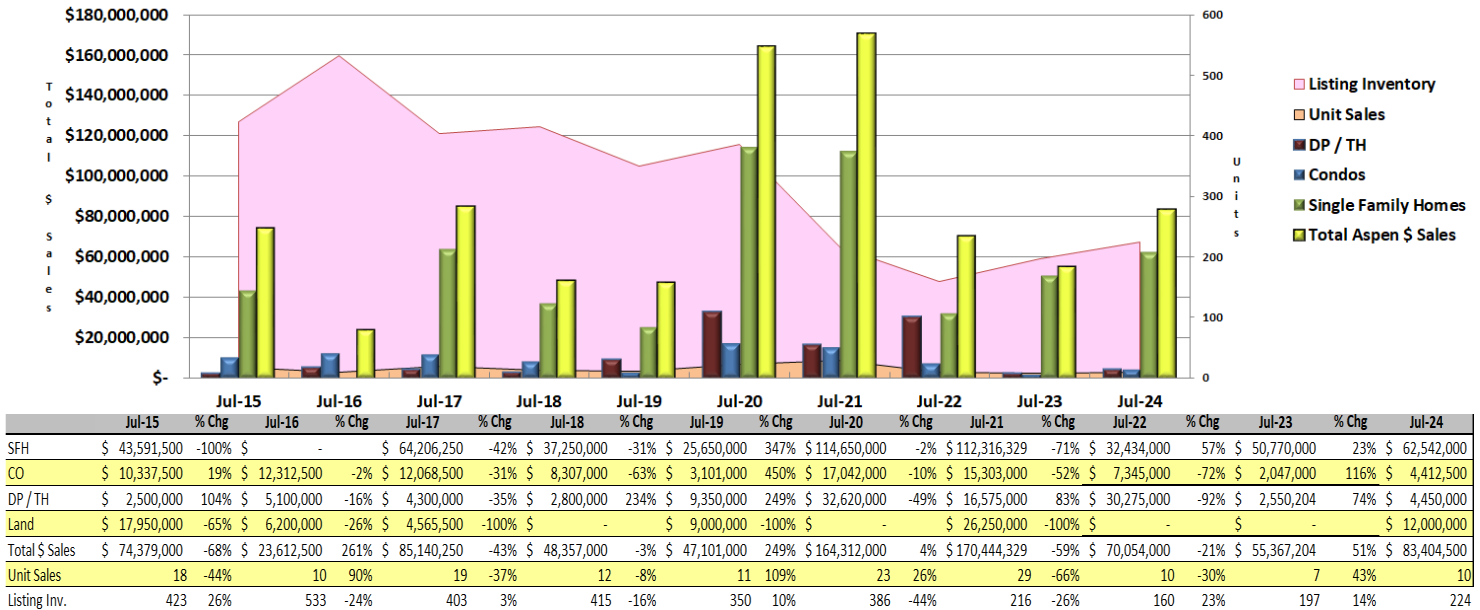
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	100%	36
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	0%	24
April	29	52%	44	-64%	16	419%	83	-51%	41	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	7%	16
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	-44%	193
YTD Total	201	12%	226	-30%	159	156%	407	-47%	216	-8%	199	-3%	193

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July 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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	Jul-21	% Chg	Jul-22	% Chg	Jul-23	% Chg	Jul-24	% Chg	Jun-24	% Chg	Jun-23
Single Family Homes											
Unit Sales	9	-67%	3	33%	4	25%	5	150%	2	-50%	4
YTD Unit Sales	74	-36%	47	-19%	38	-11%	34	15%	29	-15%	34
Monthly \$ Sales	\$ 112,316,329	-71%	\$ 32,434,000	57%	\$ 50,770,000	23%	\$ 62,542,000	60%	\$ 25,250,000	-45%	\$ 45,625,000
YTD \$ Sales	\$ 991,162,930	-5%	\$ 936,670,909	-35%	\$ 606,176,154	13%	\$ 687,462,000	9%	\$ 624,920,000	13%	\$ 555,406,154
Listing Inventory	101	-15%	86	16%	100	4%	104	9%	95	12%	85
Condos											
Unit Sales	14	-79%	3	-33%	2	50%	3	33%	2	-33%	3
YTD Unit Sales	91	-38%	56	-48%	29	52%	44	7%	41	52%	27
Monthly \$ Sales	\$ 15,303,000	-52%	\$ 7,345,000	-72%	\$ 2,047,000	116%	\$ 4,412,500	-16%	\$ 5,100,000	-59%	\$ 12,400,000
YTD \$ Sales	\$ 146,260,668	40%	\$ 205,258,999	-62%	\$ 78,490,000	70%	\$ 133,164,625	3%	\$ 128,752,125	68%	\$ 76,443,000
Listing Inventory	71	-34%	47	40%	66	12%	74	9%	67	5%	64
Townhomes / Duplexes											
Unit Sales	3	33%	4	-75%	1	0%	1	0%	1		0
YTD Unit Sales	25	-32%	17	-53%	8	88%	15	7%	14	100%	7
Monthly \$ Sales	\$ 16,575,000	83%	\$ 30,275,000	-92%	\$ 2,550,204	74%	\$ 4,450,000	-203%	\$ 13,500,000		\$ -
YTD \$ Sales	\$ 136,046,148	8%	\$ 146,420,000	-41%	\$ 86,504,204	29%	\$ 111,610,000	4%	\$ 107,160,000	28%	\$ 83,954,000
Listing Inventory	26	-35%	17	-18%	14	79%	25	12%	22	57%	14
Vacant Land											
Unit Sales	3	-100%	0		0		1	0%	1	0%	1
YTD Unit Sales	26	-65%	9	-33%	6	83%	11	9%	10	67%	6
Monthly \$ Sales	\$ 26,250,000	-100%	\$ -		\$ -		\$ 12,000,000	-140%	\$ 28,795,000	87%	\$ 15,375,000
YTD \$ Sales	\$ 117,840,500	39%	\$ 163,210,000	-52%	\$ 78,634,717	70%	\$ 133,745,000	9%	\$ 121,745,000	55%	\$ 78,634,717
Listing Inventory	18	-44%	10	70%	17	24%	21	-5%	22	29%	17
Total Aspen Market											
Total Unit Sales	29	-66%	10	-30%	7	43%	10	40%	6	-25%	8
YTD Unit Sales	216	-40%	129	-37%	81	28%	104	10%	94	27%	74
Total Monthly \$ Sales	\$ 170,444,329	-59%	\$ 70,054,000	-21%	\$ 55,367,204	51%	\$ 83,404,500	13%	\$ 72,645,000	-1%	\$ 73,400,000
Total YTD \$ Sales	\$ 1,391,310,246	4%	\$ 1,451,559,908	-41%	\$ 849,805,075	25%	\$ 1,065,981,625	8%	\$ 982,577,125	24%	\$ 794,437,871
Listing Inventory	216	-26%	160	23%	197	14%	224	8%	206	14%	180

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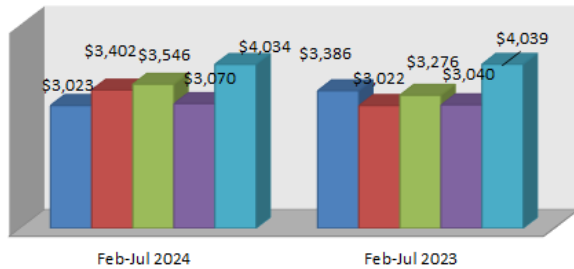
Estin Report: The intention of these reports and analysis is to present a realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics specifically – as what happens up valley ripples down 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: July 2024 Aspen Core Condos* 6-Mos. Averages

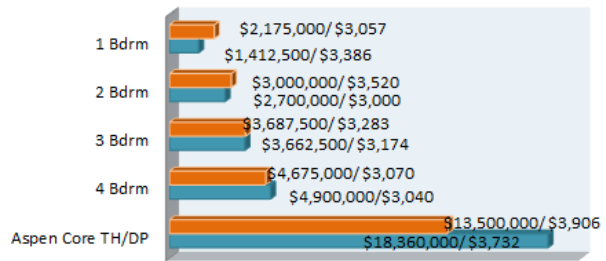
Avg Sold \$ / Sq Ft

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



Med Sold Price / Med \$ / Sq Ft

Feb-Jul 2024 Feb-Jul 2023



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023
1 Bdrm	1,983,225	40%	1,412,500	3,023	-11%	3,386	643	53%	422	96%	-1%	97%	89%	-8%	97%	5	150%	2	\$ 9,916,125	251%	\$ 2,825,000
2 Bdrm	3,157,857	-8%	3,433,667	3,402	13%	3,022	930	-18%	1,138	91%	-5%	96%	90%	0%	90%	7	-22%	9	\$ 22,105,000	-28%	\$ 30,903,000
3 Bdrm	5,273,100	47%	3,593,750	3,546	8%	3,276	1,407	27%	1,106	95%	-1%	96%	93%	-3%	96%	10	150%	4	\$ 52,731,000	267%	\$ 14,375,000
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	10,233,333	-37%	16,180,000	4,034	0%	4,039	2,409	-38%	3,916	92%	1%	91%	91%	0%	91%	3	-25%	4	\$ 30,700,000	-53%	\$ 64,720,000

*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? 6-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-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	
Central Core (SFH)	\$19.6	-39%	\$32.1	\$5,369	28%	\$4,185	99%	27%	79%	99%	26%	79%	3	-25%	4	\$58.8	-54%	\$128.3	7	-53%	15	14	-38%	23
Central Core (CO&TH)	\$3.5	12%	\$3.2	\$3,374	8%	\$3,138	95%	-1%	96%	92%	-1%	92%	27	59%	17	\$95.5	77%	\$53.9	39	-65%	113	9	-78%	40
Smuggler (SFH)	\$12.0			\$2,534			93%			93%			1		0	\$12.0		\$0.0	0	-100%	7	0		
Smuggler (CO&TH)	\$1.2	3%	\$1.2	\$1,885	0%	\$1,885	93%	-7%	101%	90%	-9%	99%	3	-25%	4	\$3.7	-23%	\$4.8	1	-91%	11	2	-88%	17
West Aspen	\$18.0	29%	\$13.9	\$2,907	-4%	\$3,030	89%	-10%	99%	87%	-8%	95%	6	0%	6	\$107.9	29%	\$83.4	20	-64%	55	20	-64%	55
West End	\$13.3	-24%	\$17.6	\$3,297	-12%	\$3,758	93%	0%	93%	89%	1%	89%	5	-44%	9	\$66.6	-58%	\$158.4	16	-24%	21	19	37%	14
Red Mountain	\$46.3	162%	\$17.7	\$3,611	37%	\$2,630	98%	15%	85%	91%	12%	82%	3	-40%	5	\$139.0	57%	\$88.4	8	-67%	24	16	-44%	29
East Aspen	\$12.3	30%	\$9.4	\$3,104	8%	\$2,868	96%	3%	93%	93%	9%	85%	5	-55%	11	\$61.3	-41%	\$103.6	12	-29%	17	14	55%	9
McLain Flats/Starwood	\$29.7	18%	\$25.3	\$3,246	41%	\$2,299	95%	13%	84%	92%	9%	84%	5	400%	1	\$148.5	488%	\$25.3	8	-47%	15	10	-89%	90
Woody Crk	\$10.4			\$2,222			90%			90%			2		0	\$20.8		\$0.0	7	-22%	9	21		
Brush Crk Village			\$6.4			\$1,861			97%			92%	0	-100%	1	\$0.0	-100%	\$6.4	9	125%	4			24

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

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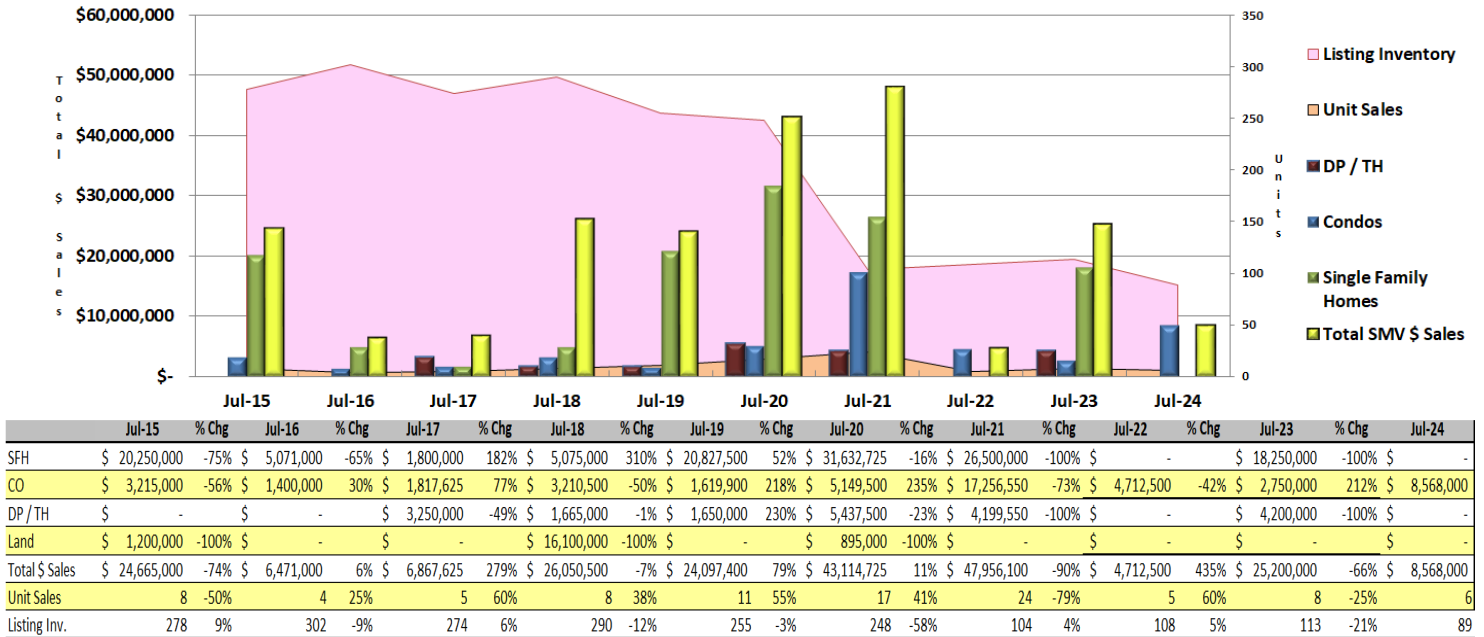
NOTE: All blank spaces represent a zero value or invalid percentage.

**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.



July 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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	Jul-21	% Chg	Jul-22	% Chg	Jul-23	% Chg	Jul-24	% Chg	Jun-24	% Chg	Jun-23
Single Family Homes											
Unit Sales	5	-100%	0		3	-100%	0		3		0
YTD Unit Sales	39	-31%	27	-44%	15	33%	20	0%	20	67%	12
Monthly \$ Sales	\$ 26,500,000	-100%	\$ -		\$ 18,250,000	-100%	\$ -		\$ 37,150,000		\$ -
YTD \$ Sales	\$ 212,271,500	-10%	\$ 191,747,114	-44%	\$ 106,577,500	62%	\$ 172,153,500	0%	\$ 172,153,500	95%	\$ 88,327,500
Listing Inventory	30	-17%	25	44%	36	-33%	24	17%	20	-47%	38
Condos											
Unit Sales	17	-71%	5	-40%	3	100%	6	-33%	8	0%	8
YTD Unit Sales	133	-60%	53	87%	99	-40%	59	-10%	53	-45%	96
Monthly \$ Sales	\$ 17,256,550	-73%	\$ 4,712,500	-42%	\$ 2,750,000	212%	\$ 8,568,000	-101%	\$ 17,229,000	-24%	\$ 22,680,000
YTD \$ Sales	\$ 152,371,495	-42%	\$ 88,709,500	145%	\$ 217,212,000	-35%	\$ 140,264,555	6%	\$ 131,696,555	-39%	\$ 214,462,000
Listing Inventory	63	17%	74	-8%	68	-19%	55	9%	50	-30%	71
Townhomes / Duplexes											
Unit Sales	2	-100%	0		2	-100%	0		0	-100%	1
YTD Unit Sales	16	-63%	6	-33%	4	150%	10	0%	10	400%	2
Monthly \$ Sales	\$ 4,199,550	-100%	\$ -		\$ 4,200,000	-100%	\$ -		\$ -	-100%	\$ 4,000,000
YTD \$ Sales	\$ 36,434,717	-53%	\$ 17,114,000	-24%	\$ 13,000,000	188%	\$ 37,499,200	0%	\$ 37,499,200	326%	\$ 8,800,000
Listing Inventory	10	-10%	9	-11%	8	13%	9	100%	0	-100%	9
Vacant Land											
Unit Sales	0		0		0		0		0		0
YTD Unit Sales	3	-67%	1	-100%	0		0		0		0
Monthly \$ Sales	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 12,075,000	-52%	\$ 5,750,000	-100%	\$ -		\$ -		\$ -		\$ -
Listing Inventory	1	-100%	0		1	0%	1	-100%	2	100%	1
Total Snowmass Village Market											
Total Unit Sales	22	-77%	5	20%	6	0%	6	83%	11	38%	8
YTD Unit Sales	175	-54%	81	41%	114	-31%	79	-8%	73	-32%	108
Total Monthly \$ Sales	\$ 43,756,550	-89%	\$ 4,712,500	346%	\$ 21,000,000	-59%	\$ 8,568,000	-535%	\$ 54,379,000	140%	\$ 22,680,000
Total YTD \$ Sales	\$ 376,717,995	-24%	\$ 286,206,614	13%	\$ 323,789,500	-4%	\$ 312,418,055	3%	\$ 303,850,055	0%	\$ 302,789,500
Listing Inventory	94	5%	99	6%	105	-24%	80	10%	72	-35%	110

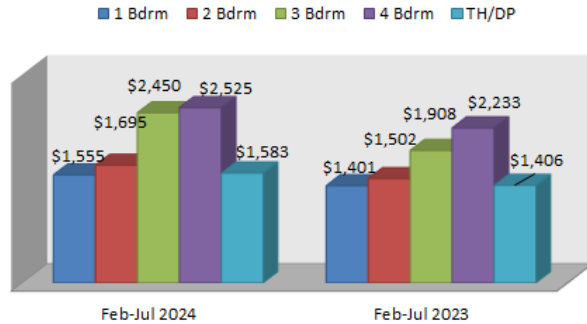
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Estin Report: The intention of these reports and analysis is to present a realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers who are interested in free market Aspen and Snowmass Village analytics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

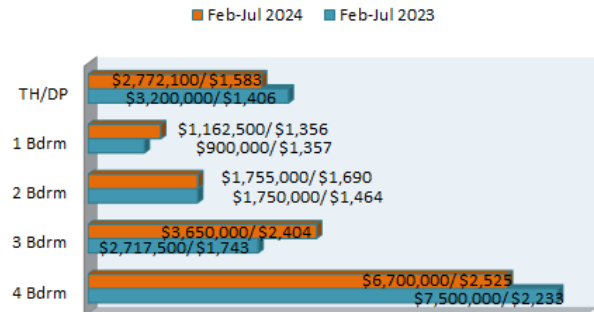


Estin Report: July 2024 Snowmass Village - All Condos, 6-Mos.Avg.

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-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023
1 Bdrm	1,165,767	25%	929,727	1,555	11%	1,401	747	11%	671	95%	-2%	97%	93%	-2%	95%	12	9%	11	13,989,200	37%	10,227,000
2 Bdrm	1,844,596	11%	1,668,929	1,695	13%	1,502	1,083	-2%	1,103	94%	-6%	99%	92%	-8%	100%	26	-54%	56	47,959,500	-49%	93,460,000
3 Bdrm	4,523,984	28%	3,545,000	2,450	28%	1,908	1,747	-2%	1,777	97%	-2%	99%	96%	-2%	99%	9	-59%	22	40,715,855	-48%	77,990,000
4 Bdrm	6,700,000	-11%	7,500,000	2,525	13%	2,233	2,584	-23%	3,359	98%	-2%	100%	96%	-4%	100%	2	100%	1	13,400,000	79%	7,500,000
TH/DP	3,619,275	32%	2,733,333	1,675	8%	1,544	2,055	9%	1,891	95%	8%	89%	94%	19%	79%	8	167%	3	28,954,200	253%	8,200,000

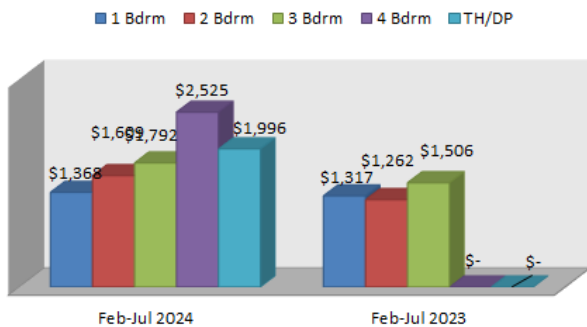
*Townhomes (TH) + Duplexes are separated out from MLS Condos/Townhomes/Dup category.

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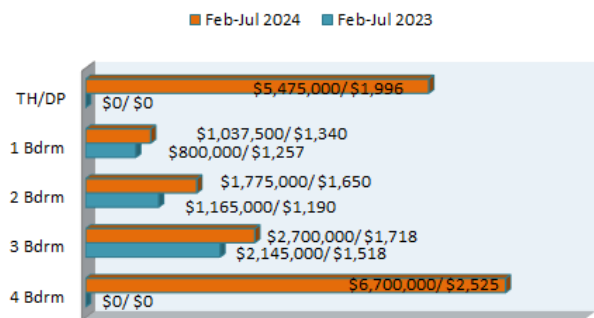
This is for all SMV condos sales in the past 6 mos. As SMV sales tend to be more seasonal than Aspen, they will taper off during the off-season, Oct-Dec and April-Jun.

Estin Report: July 2024 Snowmass Village Condos Built Pre-2010, 6-Mos.Avg.

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-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023
1 Bdrm	998,775	12%	894,111	1,368	4%	1,317	730	7%	681	93%	-4%	97%	90%	-6%	96%	8	-11%	9	7,990,200	-1%	8,047,000
2 Bdrm	1,761,639	41%	1,247,692	1,609	27%	1,262	1,087	10%	984	95%	0%	95%	93%	-2%	95%	18	38%	13	31,709,500	95%	16,220,000
3 Bdrm	2,708,171	29%	2,096,250	1,792	19%	1,506	1,509	8%	1,391	98%	5%	93%	98%	8%	91%	5	25%	4	13,540,855	61%	8,385,000
4 Bdrm	6,700,000	0	2,525	2,525	0	2,584	0	0	0	98%	0%	0%	96%	0%	0%	2	0	0	13,400,000	-	-
TH/DP	5,475,000	0	1,996	1,996	0	2,597	0	0	0	97%	0%	0%	97%	0%	0%	2	0	0	10,950,000	-	-

*Townhomes (TH) + Duplexes are separated out from MLS Condos/Townhomes/Dup category.

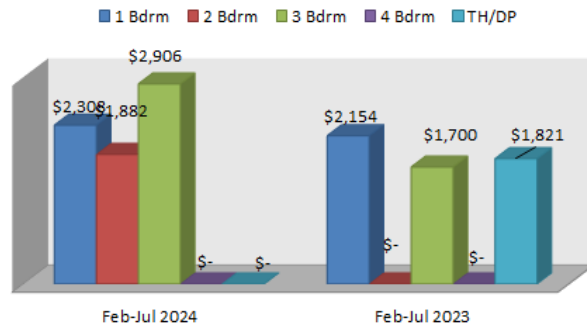
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These are prices for older SMV condos built in the original Snowmass Village pre-Base Village. In 2010 construction started on The Viceroy Hotel & Condos (renamed Assay Hill Lodge (Phase 1)). "Pre-2010" does not include The Viceroy units.

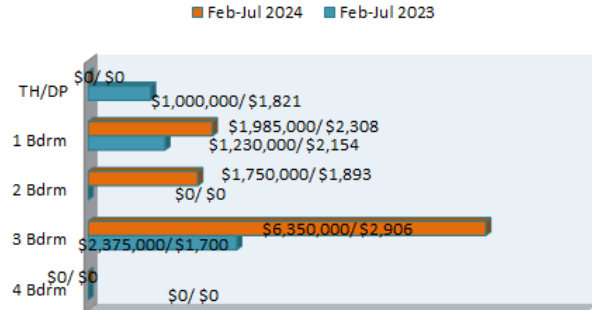


Estin Report: July 2024 Snowmass Village Condos Built in 2010, 6-Mos Avg.

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-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023
1 Bdrm	1,985,000	61%	1,230,000	2,308	7%	2,154	849	49%	571	99%	3%	96%	99%	11%	89%	2	100%	1	3,970,000	223%	1,230,000
2 Bdrm	1,993,333	0	1,882	0	0	1,067	0	89%	0	89%	0%	90%	0%	0%	0	3	0	0	5,980,000	-	-
3 Bdrm	6,350,000	167%	2,375,000	2,906	71%	1,700	2,185	56%	1,397	98%	7%	92%	98%	3%	95%	1	0%	1	6,350,000	167%	2,375,000
4 Bdrm	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0	0	0	0	-	-	-
TH/DP	0	-100%	1,000,000	0	-100%	1,821	0	-100%	549	0%	-100%	84%	0%	-100%	82%	0	-100%	1	-	-100%	1,000,000

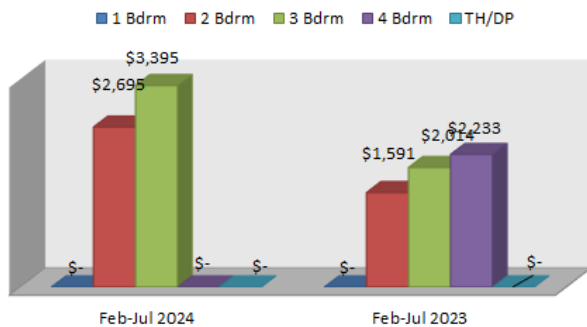
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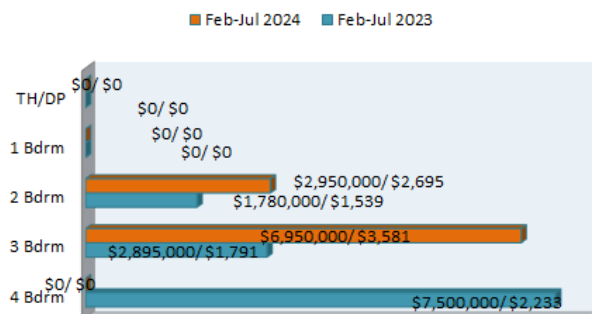
These are original Viceroy Hotel and Condo units, now called Assay Hill Lodge (Phase 1).

Estin Report: July 2024 Snowmass Village Condos Built After 2018, 6-Mos Avg.

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-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023
1 Bdrm	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	-	-	-
2 Bdrm	2,950,000	62%	1,817,738	2,695	69%	1,591	1,088	-5%	1,143	94%	-6%	100%	89%	-12%	101%	2	-95%	42	5,900,000	-92%	76,345,000
3 Bdrm	6,941,667	76%	3,954,706	3,395	69%	2,014	2,000	6%	1,891	96%	-4%	100%	95%	-5%	100%	3	-82%	17	20,825,000	-69%	67,230,000
4 Bdrm	0	-100%	7,500,000	0	-100%	2,233	0	-100%	3,359	0%	-100%	100%	0%	-100%	100%	0	-100%	1	-	-100%	7,500,000
TH/DP	0	0	0	0	0	0	0	0	0	0%	0%	0%	0%	0%	0%	0	0	0	-	-	-

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There was a lull in new Base Village construction between 2011-2018. In 2017, East West Partners bought out Related Co's ownership of the Base Village and entitlements. New BV condos came online beginning in 2018 at significantly higher prices than the older, original SM Village condos and the 2010 Assay Hill Lodge Ph 1. As brand new BV projects are completed about every 2 yrs and quickly sell out, prices have been steadily rising. The final new offering of BV condos and townhomes is Stratos Snowmass with 89 units to be offered for sale late 2024. Please contact Tim Estin for more information and details.



Estin Report: What Snowmass Village* Areas Are Selling? Sales by Location, 6-Mos.Avg.

Location	Med. Sold Price (\$M)		Med. Sold \$/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales		Dollar Sales			Active Listings			Absorption Rate (Mos.)**				
	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 2023	Feb-Jul 2024	% Chg	Feb-Jul 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%	3
Wood Run	\$8.7	20%	\$7.3	\$1,997	39%	\$1,442	96%	6%	91%	90%	1%	90%	3	0%	3	\$26.2	20%	\$21.9	2	-90%	20	4	-90%	40
Ridge Run	\$4.0	-29%	\$5.6	\$1,392	-2%	\$1,415	94%	-4%	97%	94%	0%	94%	2	0%	2	\$7.9	-29%	\$11.2	0		0	0		0
Fox Run PUD	\$11.5			\$2,222			96%			96%			1		0	\$11.5		\$0.0	1	-50%	2	6		
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	8		
Meadow Ranch	\$2.0			\$1,457			96%			94%			4		0	\$7.9		\$0.0	1	0%	1	2		
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	6	-88%	48
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	22	69%	13			16

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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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July 2024: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



RESULTS PROVEN MARKETING

Get the Highest Price in the Shortest Time When Selling Your Home.



TIM ESTIN'S BLOG

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

"I am in the real estate industry and I deal with many brokers. Tim Estin is the hardest working broker I have ever dealt with. He has great intuition, a thoughtful professional manner and he overcame many challenges with our listing. I wholeheartedly recommend him for any Aspen real estate brokerage needs."

- 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

Tim@EstinAspen.com

970.309.6163

EstinAspen.com

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."

