



November 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 12.19.24 ON OR NEAR THE 1ST MONDAY EACH MONTH

v.2.2 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: This market snapshot will just be the monthly series of charts and tables without my usual bottom line comments. However, at its most basic, the market continues to be categorized as similar to last year's YTD metrics defined as a tight inventory of available listings, higher prices and demand that outstrips supply. Much of my thinking will be directed towards the bi-annual end of the year report to be released in early—mid Jan 2025.

November 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Nov-24	% Change	Nov-23	% Change	Nov-22	% Change	Nov-21
Monthly Unit Sales:	54	135%	23	-12%	26	-64%	72
Year-to-Date Unit Sales:	346	8%	319	3%	311	-53%	659
Monthly Dollar Sales:	\$ 316,292,625	239%	\$ 93,230,000	-62%	\$ 248,537,413	-39%	\$ 409,327,203
Year-to-Date Dollar Sales:	\$ 2,583,296,330	20%	\$ 2,150,426,395	-19%	\$ 2,660,679,185	-16%	\$ 3,171,685,037
Listing Inventory:	221	-11%	248	15%	215	42%	151
Aspen Market							
Monthly Unit Sales:	16	0%	16	0%	16	-61%	41
Year-to-Date Unit Sales:	163	4%	157	-20%	197	-49%	387
Monthly Dollar Sales:	\$ 117,498,000	58%	\$ 74,455,000	-66%	\$ 216,855,043	-30%	\$ 311,665,628
Year-to-Date Dollar Sales:	\$ 1,666,324,950	5%	\$ 1,580,890,395	-29%	\$ 2,224,554,951	-10%	\$ 2,461,192,115
Listing Inventory:	164	-8%	179	22%	147	32%	111
Snowmass Village Market							
Monthly Unit Sales:	37	429%	7	17%	6	-78%	27
Year-to-Date Unit Sales:	183	13%	162	42%	114	-58%	272
Monthly Dollar Sales:	\$ 194,794,625	938%	\$ 18,775,000	9%	\$ 17,147,370	-80%	\$ 86,848,545
Year-to-Date Dollar Sales:	\$ 855,752,180	60%	\$ 535,686,000	41%	\$ 380,395,234	-40%	\$ 631,200,175
Listing Inventory:	57	-17%	69	1%	68	70%	40
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	11	450%	2	-75%	8	0%	8
Year-to-Date Unit Sales:	77	13%	68	-20%	85	0%	85
Monthly Dollar Sales:	\$ 174,030,000	650%	\$ 23,200,000	-87%	\$ 184,080,043	2%	\$ 181,095,000
Year-to-Date Dollar Sales:	\$ 1,544,965,000	16%	\$ 1,336,275,973	-29%	\$ 1,883,076,952	10%	\$ 1,708,772,000

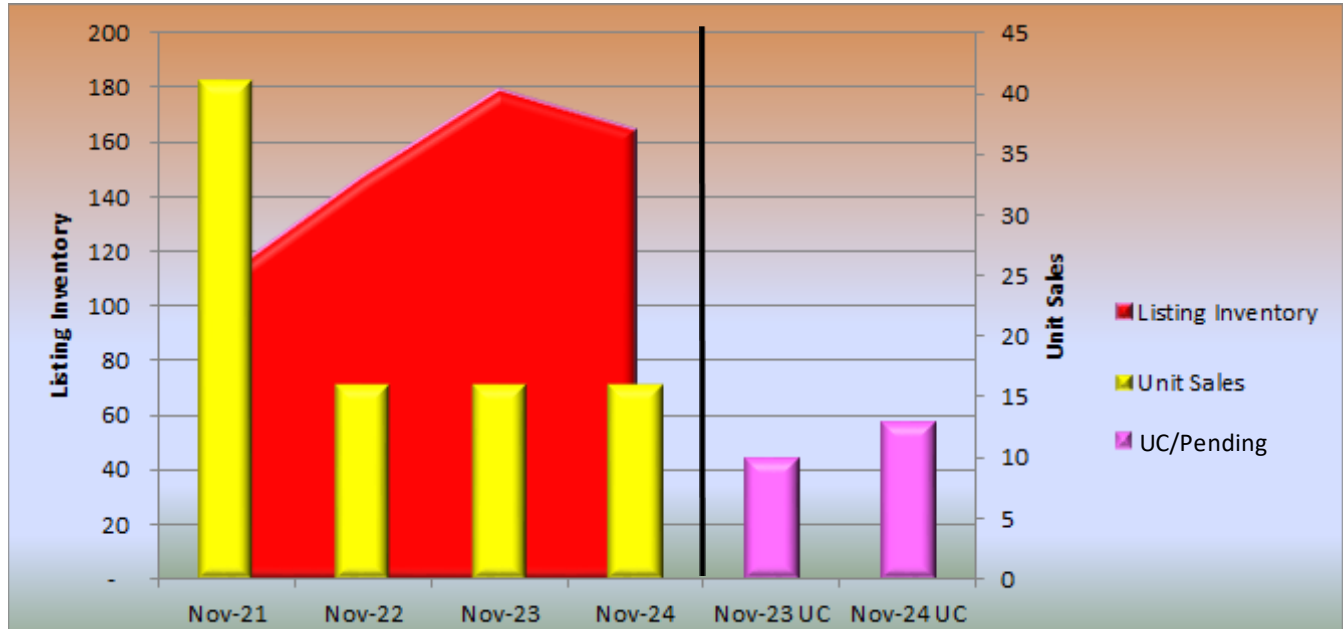
*See breakdown of sales over \$10M by price point on Pg 3

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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.



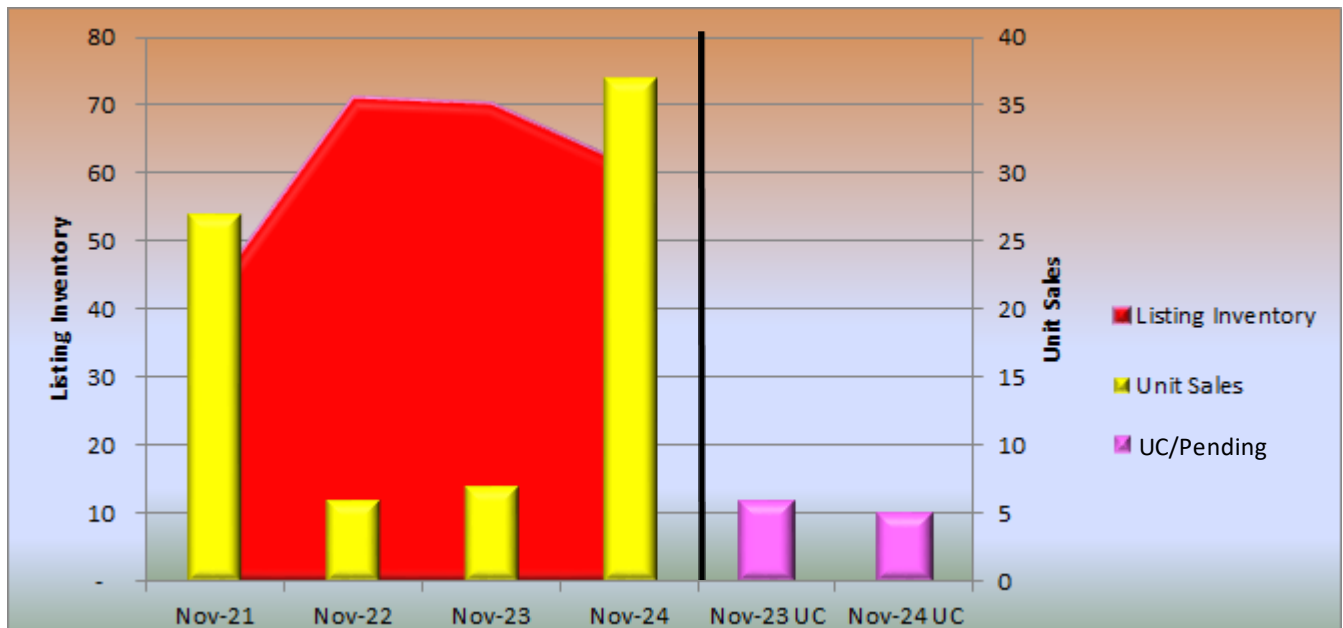
November 2024 Aspen Real Estate Inventory, Sales and Under Contracts



	Nov-21	% Chg	Nov-22	% Chg	Nov-23	% Chg	Nov-24	Nov-24 UC	% Chg	Nov-23 UC
Total Aspen Market										
Unit Sales	41	-61%	16	0%	16	0%	16	13	30%	10
Listing Inventory	111	32%	147	22%	179	-8%	164			

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



	Nov-21	% Chg	Nov-22	% Chg	Nov-23	% Chg	Nov-24	Nov-24 UC	% Chg	Nov-23 UC
Total Snowmass Village Market										
Unit Sales	27	-78%	6	17%	7	429%	37	5	-17%	6
Listing Inventory	43	65%	71	-1%	70	-13%	61			

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NOTE: UC— These are the number of units that went Under Contract in November 2024. This does not necessarily mean that they will close in Nov or Dec, or at all. They may fall out of contract. 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 Sep-Nov 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	1	3	1	3	2	0	15
Average \$ Per Sale			3,425,000	6,120,833	8,325,000	12,983,333	17,750,000	21,123,333	33,625,000		
Median \$ Per Sale			3,425,000	6,487,500	8,325,000	13,050,000	17,750,000	20,500,000	33,625,000		
Dollar Sales	0	0	6,850,000	18,362,500	8,325,000	38,950,000	17,750,000	63,370,000	67,250,000	0	220,857,500
Avg Sold \$/Sq.Ft.			1,203	2,801	3,143	2,582	2,959	4,639	5,286		
Avg LvHtSqFt			2,848	2,695	2,649	5,396	5,998	4,921	8,283		
Avg Days on Market			298	138	171	376	160	99	83		
Sold Price % Ask			85%	96%	98%	91%	90%	94%	94%		
Sold Price % List			76%	96%	88%	87%	85%	92%	94%		
Aspen Single Family Homes Sep-Nov 2023	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	0	0	0	2	3	3	4	1	0	1	14
Average \$ Per Sale				6,062,500	8,850,000	12,208,333	16,616,375	26,062,500		60,000,000	
Median \$ Per Sale				6,062,500	9,150,000	11,400,000	16,750,000	26,062,500		60,000,000	
Dollar Sales	0	0	0	12,125,000	26,550,000	36,625,000	66,465,500	26,062,500	0	60,000,000	227,828,000
Avg Sold \$/Sq.Ft.				1,575	1,885	2,473	3,078	2,400		6,675	
Avg LvHtSqFt				3,859	4,831	5,691	6,429	10,859		8,989	
Avg Days on Market				281	86	238	209	102		0	
Sold Price % Ask				92%	93%	92%	92%	87%		87%	
Sold Price % List				85%	90%	82%	80%	87%		87%	

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

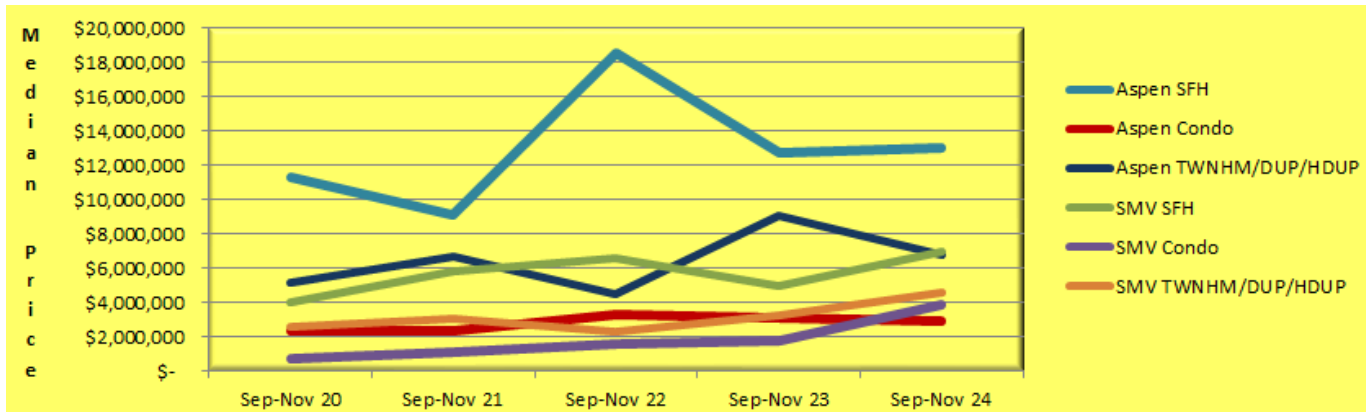
SMV Single Family Homes Sep-Nov 2024	Under \$2M	\$2M- 2.99M	\$3M- 4.99M	\$5M- 7.49M	\$7.5M - 9.99M	\$10M - 14.99	\$15M - 19.99M	\$20M - 29.99	\$30M - 39.99M	\$40M & Up	Total
# Sales	1	1	0	3	0	3	0	1	0	0	9
Average \$ Per Sale	1,170,000	2,100,000		6,016,667		11,566,667		21,000,000			
Median \$ Per Sale	1,170,000	2,100,000		5,900,000		10,750,000		21,000,000			
Dollar Sales	1,170,000	2,100,000	0	18,050,000	0	34,700,000	0	21,000,000	0	0	77,020,000
Avg Sold \$/Sq.Ft.	2,000	1,875		1,694		2,288		2,716			
Avg LvHtSqFt	585	1,120		3,606		5,046		7,732			
Avg Days on Market	67	45		102		312		271			
Sold Price % Ask	100%	91%		93%		93%		81%			
Sold Price % List	100%	91%		93%		86%		72%			
SMV Single Family Homes Sep-Nov 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	6	6	1	2	0	0	0	0	15
Average \$ Per Sale			3,975,000	5,820,000	8,000,000	13,775,000					
Median \$ Per Sale			3,925,000	5,437,500	8,000,000	13,775,000					
Dollar Sales	0	0	23,850,000	34,920,000	8,000,000	27,550,000	0	0	0	0	94,320,000
Avg Sold \$/Sq.Ft.			1,353	1,425	1,581	2,549					
Avg LvHtSqFt			2,972	4,154	5,059	5,411					
Avg Days on Market			102	153	431	212					
Sold Price % Ask			95%	96%	80%	93%					
Sold Price % List			91%	94%	59%	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. However, they are counted in their respective neighborhood sales on bottom of pgs 7 & 9. For a list of outliers since Jan 1, 23, please contact me.



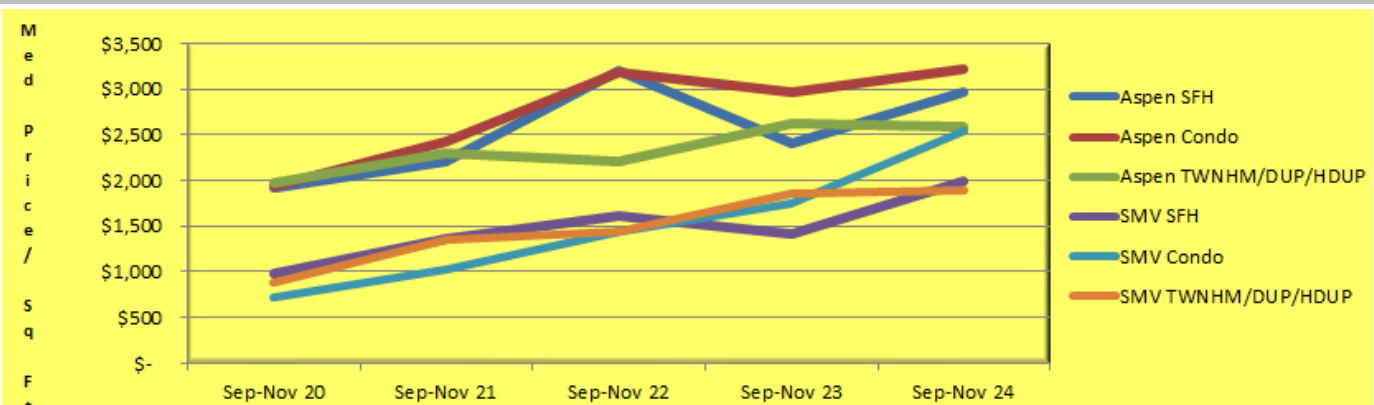
Sep-Nov 2024 Aspen and Snowmass Median Sold Prices



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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes were separated from Condos. Before then, they were all merged into one property type as Condos only. Median prices are less likely than avg. prices to be disproportionately skewed by extreme high or low priced sales and are generally considered a more accurate measure of price direction. For Avg Sold Prices and Sold \$/SqFt metrics by neighborhoods, see pg 7 (Aspen) & 9 (SMV). A blank cell or \$0 above represents no sales during the time period.

Sep-Nov 2024 Med Sold Price/Sq Ft for Aspen and Snowmass Village

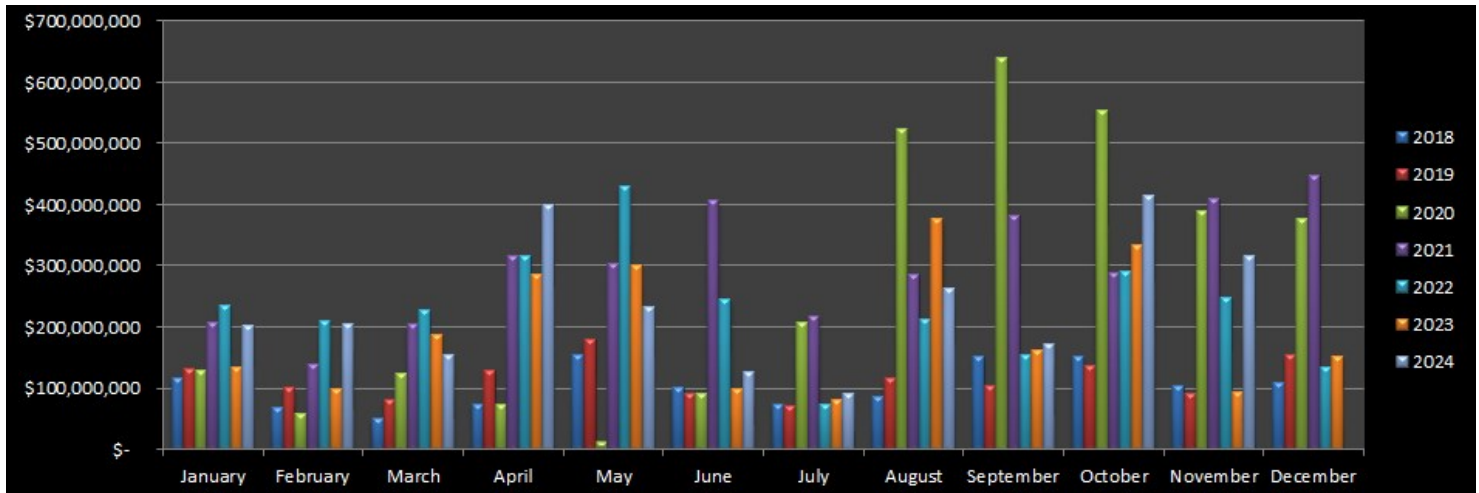


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Note: In the MLS on Jan 1, 23, Townhomes & Duplexes became separated from Condos. Before then, they were all merged as one property type, "Condos". For Avg Sold Price \$/SqFt metrics by neighborhoods, see pages 7 & 9. A blank cell or \$0 above represents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



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



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Estin Report: Total Aspen Snowmass Market November 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	-30%	\$ 262,963,575
September	\$ 151,937,900	-31%	\$ 104,717,359	510%	\$ 639,104,801	-40%	\$ 382,757,450	-60%	\$ 153,837,250	5%	\$ 161,455,500	7%	\$ 173,344,500
October	\$ 152,008,850	-9%	\$ 137,886,470	302%	\$ 554,619,250	-48%	\$ 288,848,535	1%	\$ 290,467,000	15%	\$ 332,930,500	25%	\$ 414,796,750
November	\$ 102,993,750	-11%	\$ 92,079,889	322%	\$ 388,705,062	5%	\$ 409,327,203	-39%	\$ 248,537,413	-62%	\$ 93,230,000	239%	\$ 316,292,625
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	12%	\$ 2,583,296,330
YTD Total	\$ 1,154,932,292	8%	\$1,242,784,606	126%	\$ 2,803,700,760	13%	\$ 3,171,685,037	-16%	\$ 2,660,679,185	-19%	\$ 2,150,426,395	20%	\$ 2,583,296,330

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Estin Report: Total Aspen Snowmass Market November 2024 Unit Sales

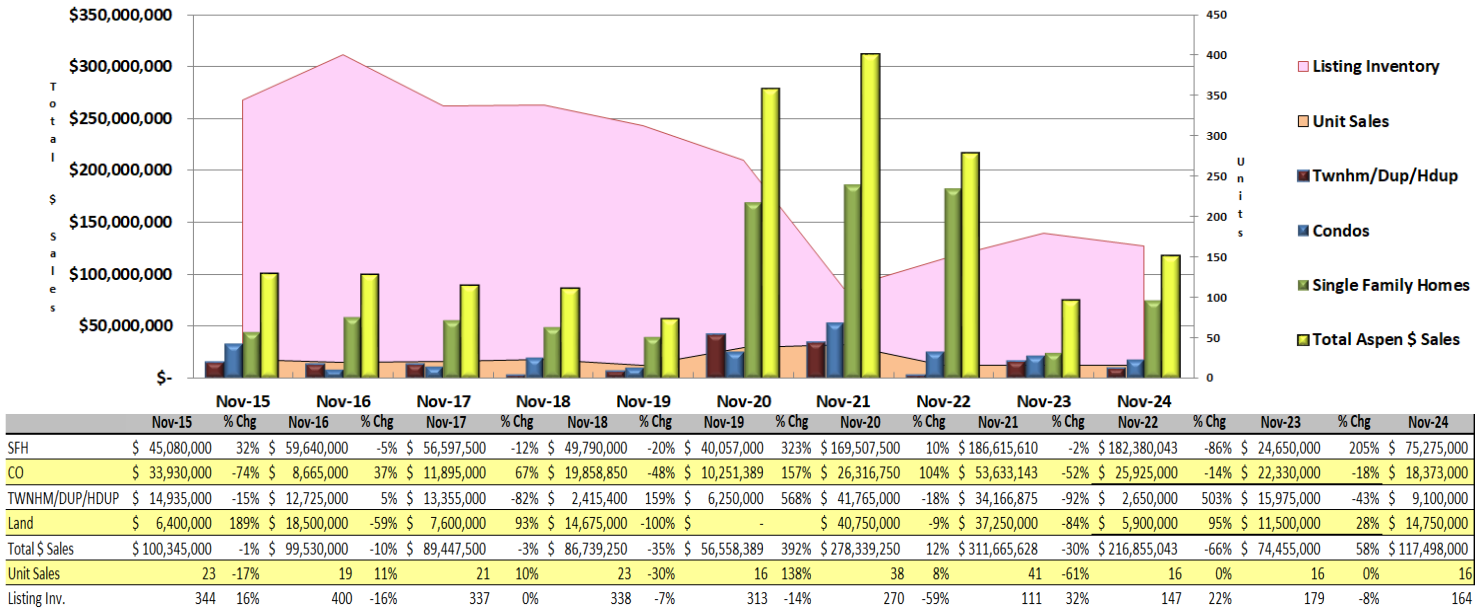
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	100%	36
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	0%	24
April	29	52%	44	-64%	16	419%	83	-51%	41	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	-34%	25
September	50	-36%	32	231%	106	-34%	70	-73%	19	53%	29	-7%	27
October	46	-30%	32	219%	102	-33%	68	-50%	34	15%	39	59%	62
November	37	-5%	35	143%	85	-15%	72	-64%	26	-12%	23	135%	54
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	4%	361
YTD Total	374	-2%	365	49%	545	26%	688	-52%	329	0%	328	10%	361

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November 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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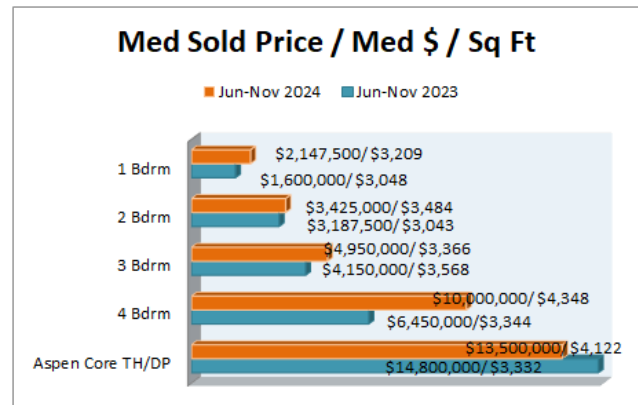
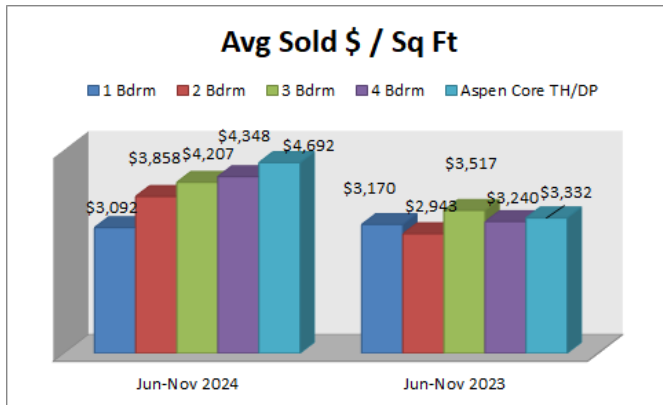
	Nov-21	% Chg	Nov-22	% Chg	Nov-23	% Chg	Nov-24	% Chg	Oct-24	% Chg	Oct-23
Single Family Homes											
Unit Sales	15	-40%	9	-67%	3	67%	5	67%	3	-67%	9
YTD Unit Sales	128	-42%	74	-18%	61	-10%	55	9%	50	-14%	58
Monthly \$ Sales	\$ 186,615,610	-2%	\$ 182,380,043	-86%	\$ 24,650,000	205%	\$ 75,275,000	19%	\$ 61,237,500	-66%	\$ 179,838,000
YTD \$ Sales	\$ 1,562,215,031	-3%	\$ 1,518,635,952	-33%	\$ 1,019,237,395	3%	\$ 1,046,819,500	7%	\$ 971,544,500	-2%	\$ 994,587,395
Listing Inventory	59	22%	72	26%	91	-14%	78	-21%	94	-1%	95
Condos											
Unit Sales	16	-69%	5	100%	10	-20%	8	88%	1	-92%	12
YTD Unit Sales	169	-47%	89	-20%	71	-4%	68	12%	60	-2%	61
Monthly \$ Sales	\$ 53,633,143	-52%	\$ 25,925,000	-14%	\$ 22,330,000	-18%	\$ 18,373,000	85%	\$ 2,795,000	-94%	\$ 47,462,500
YTD \$ Sales	\$ 364,888,811	-9%	\$ 332,638,999	-20%	\$ 267,614,078	-23%	\$ 206,791,200	9%	\$ 188,418,200	-23%	\$ 245,284,078
Listing Inventory	33	33%	44	23%	54	-2%	53	-11%	59	9%	54
Townhomes / Duplexes											
Unit Sales	5	-80%	1	100%	2	0%	2	-100%	4	100%	2
YTD Unit Sales	49	-55%	22	-27%	16	63%	26	8%	24	71%	14
Monthly \$ Sales	\$ 34,166,875	-92%	\$ 2,650,000	503%	\$ 15,975,000	-43%	\$ 9,100,000	-214%	\$ 28,609,250	103%	\$ 14,125,000
YTD \$ Sales	\$ 297,602,773	-41%	\$ 175,470,000	-9%	\$ 160,504,205	46%	\$ 234,719,250	4%	\$ 225,619,250	56%	\$ 144,529,205
Listing Inventory	7	114%	15	-27%	11	73%	19	5%	18	80%	10
Vacant Land											
Unit Sales	5	-80%	1	0%	1	0%	1	0%	1	0%	1
YTD Unit Sales	41	-71%	12	-25%	9	56%	14	7%	13	63%	8
Monthly \$ Sales	\$ 37,250,000	-84%	\$ 5,900,000	95%	\$ 11,500,000	28%	\$ 14,750,000	-76%	\$ 26,000,000	69%	\$ 15,400,000
YTD \$ Sales	\$ 236,485,500	-16%	\$ 197,810,000	-32%	\$ 133,534,717	33%	\$ 177,995,000	8%	\$ 163,245,000	34%	\$ 122,034,717
Listing Inventory	12	33%	16	44%	23	-39%	14	-36%	19	-21%	24
Total Aspen Market											
Total Unit Sales	41	-61%	16	0%	16	0%	16	44%	9	-63%	24
YTD Unit Sales	387	-49%	197	-20%	157	4%	163	10%	147	4%	141
Total Monthly \$ Sales	\$ 311,665,628	-30%	\$ 216,855,043	-66%	\$ 74,455,000	58%	\$ 117,498,000	-1%	\$ 118,641,750	-54%	\$ 256,825,500
Total YTD \$ Sales	\$ 2,461,192,115	-10%	\$ 2,224,554,951	-29%	\$ 1,580,890,395	5%	\$ 1,666,324,950	7%	\$ 1,548,826,950	3%	\$ 1,506,435,395
Listing Inventory	111	32%	147	22%	179	-8%	164	-16%	190	4%	183

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Estin Report: These reports and analysis present a realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers interested in Aspen and Snowmass Village free market property activity – 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 are misleading. To the extent possible, off-market sales are included. This information is deemed reliable but cannot be guaranteed. The Estin Report© is copyrighted 2024 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "[Estin Report: The Aspen Snowmass real estate market.](http://EstinReport.com)"



Estin Report: November 2024 Aspen Core Condos* 6-Mos. Averages



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
1 Bdrm	2,061,250	-10%	2,283,333	3,092	-2%	3,170	645	-7%	690	93%	1%	93%	87%	19%	73%	4	33%	3	\$ 8,245,000	20%	\$ 6,850,000
2 Bdrm	3,765,511	11%	3,382,969	3,858	31%	2,943	974	-15%	1,142	96%	3%	93%	89%	-1%	90%	7	-56%	16	\$ 26,358,575	-51%	\$ 54,127,500
3 Bdrm	6,175,000	50%	4,121,429	4,207	20%	3,517	1,447	24%	1,171	94%	1%	92%	90%	1%	89%	3	-57%	7	\$ 18,525,000	-36%	\$ 28,850,000
4 Bdrm	10,000,000	22%	8,175,000	4,348	34%	3,240	2,300	-8%	2,498	97%	-1%	97%	97%	2%	94%	1	-67%	3	\$ 10,000,000	-59%	\$ 24,525,000
Aspen Core TH/DP	17,740,000	20%	14,800,000	4,692	41%	3,332	3,742	-15%	4,399	96%	3%	93%	94%	9%	86%	5	150%	2	\$ 88,700,000	200%	\$ 29,600,000

*Townhomes (TH) + Duplexes/Half Dup 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				
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	
Central Core (SFH)	\$7.3	-50%	\$14.5	\$6,759	32%	\$5,127	97%	1%	97%	91%	-6%	97%	1	0%	1	\$7.3	-50%	\$14.5	7	-53%	15	42	-53%	90
Central Core (CO&TH)	\$3.3	-36%	\$5.1	\$3,495	10%	\$3,187	95%	-1%	96%	90%	-2%	92%	21	-34%	32	\$69.2	-58%	\$164.0	39	-65%	113	11	-47%	21
Smuggler (SFH)	\$8.2	-26%	\$11.1	\$1,788	-35%	\$2,737	88%	-5%	93%	82%	-12%	93%	3	200%	1	\$24.6	122%	\$11.1	0	-100%	7	0	-100%	42
Smuggler (CO&TH)	\$1.5	23%	\$1.2	\$1,895	0%	\$1,899	94%	-4%	99%	88%	-10%	99%	3	-40%	5	\$4.4	-26%	\$6.0	1	-91%	11	2	-85%	13
West Aspen	\$15.4	-32%	\$22.5	\$2,542	-5%	\$2,687	80%	-8%	87%	77%	-3%	80%	6	-14%	7	\$92.1	-41%	\$157.3	20	-64%	55	20	-58%	47
West End	\$16.2	28%	\$12.6	\$4,377	36%	\$3,228	95%	2%	93%	90%	-1%	91%	8	-20%	10	\$129.3	3%	\$125.8	16	-24%	21	12	-5%	13
Red Mountain	\$26.6	46%	\$18.2	\$3,993	66%	\$2,406	97%	20%	81%	97%	20%	81%	3	50%	2	\$79.9	120%	\$36.4	8	-67%	24	16	-78%	72
East Aspen	\$12.6	-25%	\$16.7	\$2,733	-10%	\$3,052	96%	-1%	97%	91%	-4%	95%	4	-50%	8	\$50.4	-62%	\$133.6	12	-29%	17	18	41%	13
McLain Flats/Starwood	\$21.2	38%	\$15.4	\$2,956	49%	\$1,984	90%	-22%	115%	88%	-18%	108%	3	50%	2	\$63.6	107%	\$30.8	8	-47%	15	16	-64%	45
Woody Crk	\$11.6	4%	\$11.2	\$2,242	17%	\$1,910	91%	0%	91%	89%	7%	83%	3	50%	2	\$34.8	56%	\$22.3	7	-22%	9	14	-48%	27
Brush Crk Village	\$9.3	54%	\$6.0	\$1,497	31%	\$1,143	90%	2%	88%	73%	-2%	75%	2	100%	1	\$18.5	208%	\$6.0	9	125%	4	27	13%	24

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

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

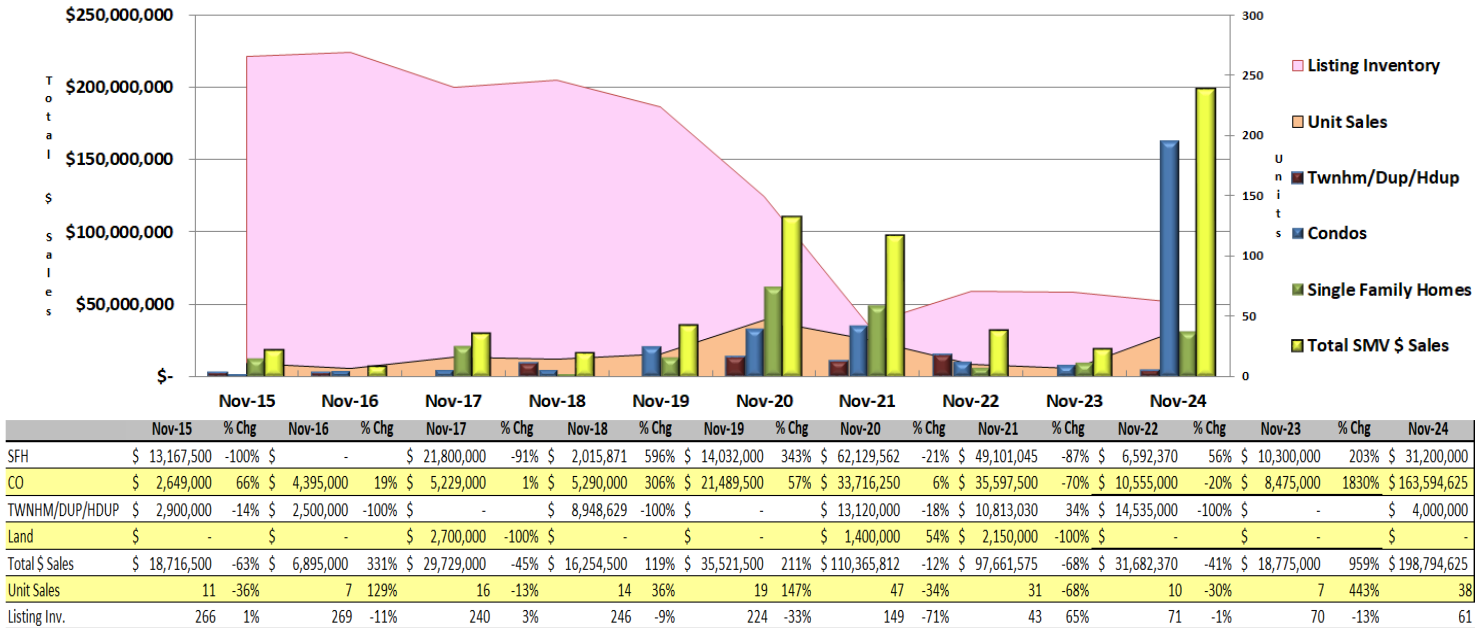
**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months in a given period (6) to establish the rate of sales per month, and then dividing the inventory by this rate of sales. It is the amount of time it should take to sell off the current supply of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

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November 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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	Nov-21	% Chg	Nov-22	% Chg	Nov-23	% Chg	Nov-24	% Chg	Oct-24	% Chg	Oct-23
Single Family Homes											
Unit Sales	8	-88%	1	100%	2	0%	2	150%	5	-38%	8
YTD Unit Sales	67	-51%	33	3%	34	-6%	32	-6%	30	-6%	32
Monthly \$ Sales	\$ 49,101,045	-87%	\$ 6,592,370	56%	\$ 10,300,000	203%	\$ 31,200,000	-21%	\$ 37,820,000	-21%	\$ 47,970,000
YTD \$ Sales	\$ 368,413,545	-35%	\$ 239,754,484	3%	\$ 246,722,500	12%	\$ 276,273,500	11%	\$ 245,073,500	4%	\$ 236,422,500
Listing Inventory	15	33%	20	-10%	18	-17%	15	-13%	17	-19%	21
Condos											
Unit Sales	18	-72%	5	0%	5	600%	35	-37%	48	860%	5
YTD Unit Sales	200	-60%	80	59%	127	19%	151	-23%	116	-5%	122
Monthly \$ Sales	\$ 35,597,500	-70%	\$ 10,555,000	-20%	\$ 8,475,000	1830%	\$ 163,594,625	-58%	\$ 258,335,000	1579%	\$ 15,385,000
YTD \$ Sales	\$ 246,461,630	-45%	\$ 134,890,750	107%	\$ 279,463,500	107%	\$ 579,478,680	28%	\$ 415,884,055	53%	\$ 270,988,500
Listing Inventory	24	96%	47	6%	50	-18%	41	-20%	49	-17%	59
Townhomes / Duplexes											
Unit Sales	4	0%	4	-100%	0		1	100%	0	-100%	1
YTD Unit Sales	29	-38%	18	-50%	9	67%	15	7%	14	56%	9
Monthly \$ Sales	\$ 10,813,030	34%	\$ 14,535,000	-100%	\$ -		\$ 4,000,000	100%	\$ -	-100%	\$ 3,250,000
YTD \$ Sales	\$ 79,292,747	-30%	\$ 55,729,000	-39%	\$ 33,850,000	81%	\$ 61,219,200	7%	\$ 57,219,200	69%	\$ 33,850,000
Listing Inventory	3	0%	3	-67%	1	300%	4	100%	0	-100%	6
Vacant Land											
Unit Sales	1	-100%	0		0		0		0	-100%	1
YTD Unit Sales	5	-80%	1	0%	1	-100%	0		0	-100%	1
Monthly \$ Sales	\$ 2,150,000	-100%	\$ -		\$ -		\$ -		\$ -	-100%	\$ 9,500,000
YTD \$ Sales	\$ 16,325,000	-65%	\$ 5,750,000	65%	\$ 9,500,000	-100%	\$ -		\$ -	-100%	\$ 9,500,000
Listing Inventory	1	0%	1	0%	1	0%	1	0%	1	0%	1
Total Snowmass Village Market											
Total Unit Sales	27	-78%	6	17%	7	429%	37	43%	53	279%	14
YTD Unit Sales	272	-58%	114	42%	162	13%	183	-20%	146	-6%	155
Total Monthly \$ Sales	\$ 86,848,545	-80%	\$ 17,147,370	9%	\$ 18,775,000	938%	\$ 194,794,625	-52%	\$ 296,155,000	306%	\$ 72,855,000
Total YTD \$ Sales	\$ 631,200,175	-40%	\$ 380,395,234	41%	\$ 535,686,000	60%	\$ 855,752,180	23%	\$ 660,957,555	28%	\$ 516,911,000
Listing Inventory	40	70%	68	1%	69	-17%	57	-18%	67	-17%	81

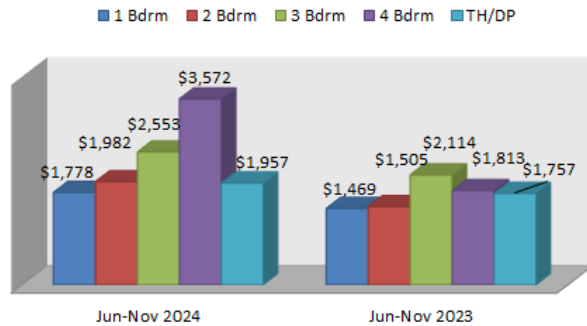
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Estin Report: These reports and analysis present a realistic picture of what's going on in the Upper Roaring Fork Valley for prospective buyers and sellers interested in Aspen and Snowmass Village free market property activity – as what happens up 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 are misleading. To the extent possible, off-market sales are included. This information is deemed reliable but cannot be guaranteed. The Estin Report© is copyrighted 2024 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "[The Estin Report: The Aspen Snowmass real estate market.](https://www.EstinAspen.com)"

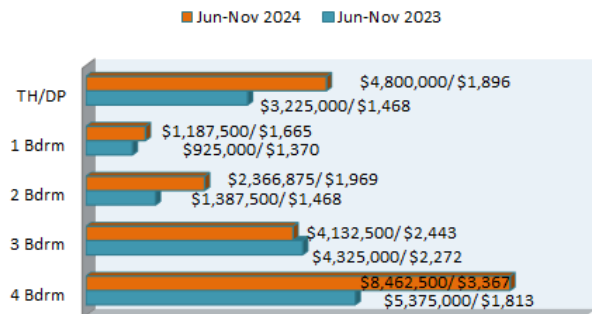


Estin Report: November 2024 Snowmass Village - All Condos, 6-Mos.Avg.

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 (\$)		
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
1 Bdrm	1,370,000	45%	941,875	1,778	21%	1,469	771	19%	648	91%	-6%	96%	89%	-6%	95%	8	0%	8	10,960,000	45%	7,535,000
2 Bdrm	2,340,497	51%	1,554,361	1,982	32%	1,505	1,159	12%	1,033	94%	-1%	95%	93%	0%	94%	46	156%	18	107,662,875	285%	27,978,500
3 Bdrm	4,405,052	8%	4,061,800	2,553	21%	2,114	1,724	-7%	1,853	96%	-3%	98%	96%	-2%	99%	24	140%	10	105,721,250	160%	40,618,000
4 Bdrm	8,845,625	65%	5,375,000	3,572	97%	1,813	2,469	-16%	2,926	100%	8%	93%	101%	9%	93%	16	700%	2	141,530,000	1217%	10,750,000
TH/DP/HDUP	4,744,000	31%	3,631,250	1,957	11%	1,757	2,420	18%	2,046	98%	5%	93%	98%	14%	86%	5	-38%	8	23,720,000	-18%	29,050,000

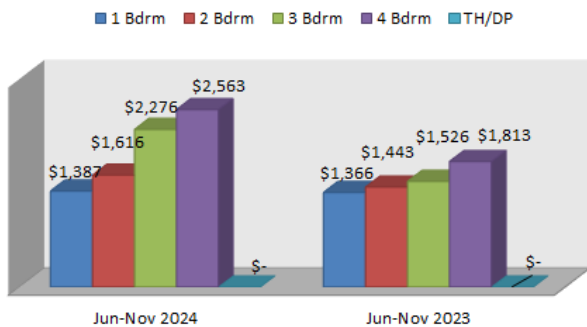
*Townhomes (TH) + Duplexes/Half Dup are separated out from MLS Condos/Townhomes/Dup category.

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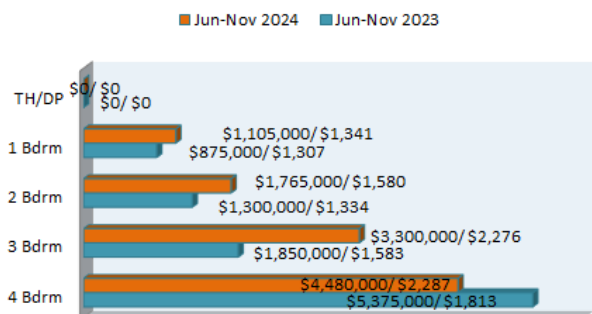
This is for all SMV condos sales in the past 6 mos. As SMV sales tend to be more seasonal than Aspen, they will taper off during the off-season, mid-Oct thru mid-Dec and early April-mid Jun.

Estin Report: November 2024 Snowmass Village Condos Built Pre-2009 6-Mos.Avg.

Avg Sold \$ / Sq Ft



Med Sold Price/ Med \$ / Sq Ft

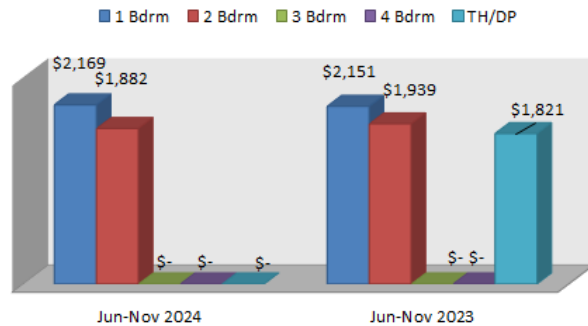
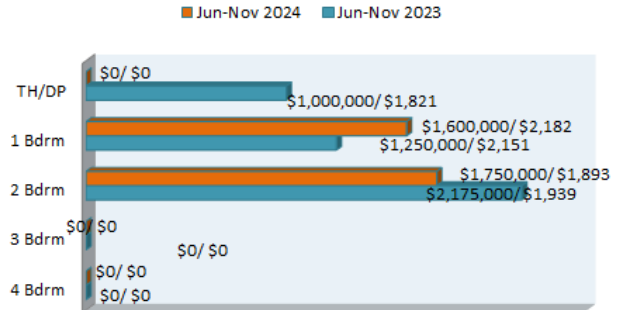


BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
1 Bdrm	1,040,000	17%	889,167	1,387	2%	1,366	749	15%	654	91%	-5%	96%	91%	-5%	96%	4	-33%	6	4,160,000	-22%	5,335,000
2 Bdrm	1,752,333	21%	1,453,344	1,616	12%	1,443	1,076	6%	1,015	94%	-2%	96%	91%	-3%	94%	18	13%	16	31,542,000	36%	23,253,500
3 Bdrm	3,300,000	77%	1,861,667	2,276	49%	1,526	1,450	19%	1,222	97%	1%	96%	97%	1%	96%	1	-67%	3	3,300,000	-41%	5,585,000
4 Bdrm	4,480,000	-17%	5,375,000	2,563	41%	1,813	1,748	-40%	2,926	100%	8%	93%	92%	-1%	93%	1	-50%	2	4,480,000	-58%	10,750,000
TH/DP/HDUP	0		0	0		0	0		0	0%		0%	0%		0%	0		0	-		-

*Townhomes (TH) + Duplexes/Half Dup 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 and early Base Village 2007-2008, Hayden Lodge and Capitol Peak Lodge. See next page for the 2009-2010 built Viceroy Hotel & Condos (since renamed Assay Hill Lodge Phase I) and newer BV development starting in 2018.

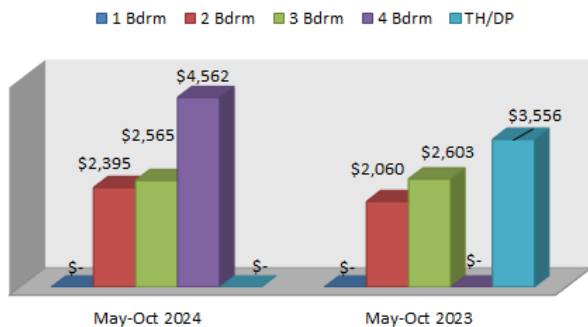
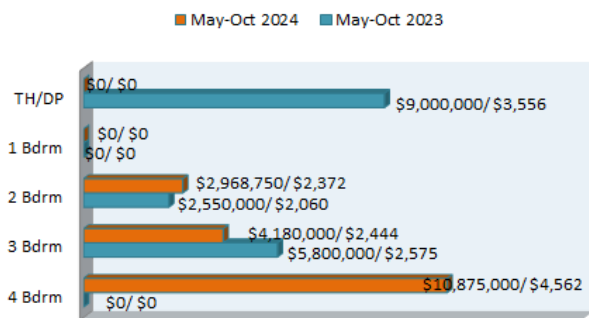
**Estin Report: November 2024 Snowmass Village Condos Built in 2009-2010, 6-Mos Avg.****Avg Sold \$ / Sq Ft****Med Sold Price/ Med \$ / Sq Ft**

BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
1 Bdrm	1,700,000	36%	1,250,000	2,169	1%	2,151	793	36%	581	90%	-7%	97%	87%	-3%	90%	4	300%	1	6,800,000	444%	1,250,000
2 Bdrm	1,993,333	-8%	2,175,000	1,882	-3%	1,939	1,067	-5%	1,122	89%	-2%	91%	90%	-1%	91%	3	200%	1	5,980,000	175%	2,175,000
3 Bdrm	0		0	0		0	0		0	0%		0%	0%		0%	0		0	-		-
4 Bdrm	0		0	0		0	0		0	0%		0%	0%		0%	0		0	-		-
TH/DP/HDUP	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

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

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These are original Viceroy Hotel and Condo units built in 2009-2010, now called Assay Hill Lodge Phase I.

Estin Report: November 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 (\$)		
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
1 Bdrm	0		0	0		0	0		0	0%		0%	0%		0%	0		0	-		-
2 Bdrm	3,021,222	18%	2,550,000	2,395	16%	2,060	1,264	2%	1,238	95%	4%	91%	94%	3%	91%	22	2100%	1	66,466,875	2507%	2,550,000
3 Bdrm	4,453,098	-18%	5,410,000	2,565	-1%	2,603	1,736	-18%	2,112	95%	-4%	99%	96%	-3%	99%	23	360%	5	102,421,250	279%	27,050,000
4 Bdrm	10,875,000		0	4,562		0	2,384		0	100%		0%	100%		0%	2		0	21,750,000		-
TH/DP/HDUP	0	-100%	9,000,000	0	-100%	3,556	0	-100%	2,531	0%	-100%	96%	0%	-100%	91%	0	-100%	1	-	-100%	9,000,000

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

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This table includes SM Base Village (BV) condos built after 2018: BV Limelight, Lumin, One SM East + West, Electric Pass, Cirque x Viceroy/Assay Hill Lodge Ph II built 2024. Between 2011-2018, there was a lull in new BV construction. 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 resort SM Village condos and the 2009-2010 Viceroy/Assay Hill Lodge Phase I. As brand new BV projects are completed about every 2 yrs and quickly sell out, prices have been steadily rising. The final offering of new BV condos & townhomes is Stratos Snowmass with 89 units currently offered for sale in late 2024. Contact Tim Estin for sales information.



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.)*			
	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023	Jun-Nov 2024	% Chg	Jun-Nov 2023
Divide			\$8.3			\$1,557			85%			72%	0	-100%	2	\$0.0	-100%	\$16.6	0	-100%	1			3
Wood Run	\$8.9	37%	\$6.5	\$1,978	68%	\$1,175	99%	3%	96%	99%	7%	93%	1	0%	1	\$8.9	37%	\$6.5	2	-90%	20	12	-90%	120
Ridge Run	\$6.7	5%	\$6.3	\$1,595	14%	\$1,397	92%	-5%	96%	88%	-5%	93%	3	-63%	8	\$20.1	-60%	\$50.7	0		0	0		0
Fox Run PUD	\$11.8			\$2,291			95%			95%			2		0	\$23.5		\$0.0	1	-50%	2	3		
Two Creeks	\$17.4	36%	\$12.8	\$2,609	12%	\$2,321	87%	3%	85%	81%	15%	71%	2	100%	1	\$34.8	173%	\$12.8	1	-80%	5	3	-90%	30
Pines Owl Cr													0		0	\$0.0		\$0.0	8	33%	6			
Melton Ranch			\$4.2			\$1,447			99%			99%	0	-100%	1	\$0.0	-100%	\$4.2	4	100%	2			12
Meadow Ranch			\$3.3			\$1,854			102%			102%	0	-100%	1	\$0.0	-100%	\$3.3	1	0%	1			6
Horse Ranch	\$7.7	48%	\$5.2	\$2,071	29%	\$1,608	97%	2%	95%	90%	-6%	95%	2	0%	2	\$15.4	48%	\$10.4	3	-63%	8	9	-63%	24
Sinclair Meadows	\$10.8			\$2,070			83%			73%			1		0	\$10.8		\$0.0	0	-100%	2	0		
Country Club Estates													0		0	\$0.0		\$0.0	2		0			
Old Snowmass	\$6.7	18%	\$5.7	\$1,562	10%	\$1,421	94%	4%	90%	91%	6%	86%	7	17%	6	\$47.0	38%	\$34.0	15	7%	14	13	-8%	14

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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.

**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.

November 2024: Aspen Snowmass Real Estate Market Snapshot



THE ESTIN REPORT

The Primary Market Guide for Aspen Snowmass Real Estate Information.



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



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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

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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."

