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Apr 2021 vs Apr 2019: Aspen Snowmass Real Estate Market Snapshot

RELEASED 5.10.21 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.0 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 Apr 2021: The Aspen Snowmass real estate market continues to show unprecedented strength in this slow re-opening period post Covid 19. For the past 10 months since July 2020, every month has registered record sales for its respective month (Pg5). Year over year (YOY) metrics are staggering because we are comparing current sales to exactly a year ago when the Covid 19 shut down almost all activity. *In the absence of legitimate YOY comparisons and as Aspen Snowmass real estate activity is seasonal,* ***this is an Apr 2021 to Apr 2019 market snapshot comparison*** *for a better perspective.* The number of Aspen properties that went under contract in Apr 21 (this metric is used as a future indicator as a number of these contracts will close in May) was up 750% to (30) from (4) last Mar when Aspen and Snowmass shut down due to Covid 19: in Snowmass Village, under contracts were up 500% to (33) from (6) last Mar same time last year.

Apr 2021 vs Apr 2019 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Apr-21	% Change	Apr-19	% Change	Apr-18
Monthly Unit Sales:	81	72%	47	42%	33
Year-to-Date Unit Sales:	230	72%	134	16%	116
Monthly Dollar Sales:	$ 313,967,249	133%	$ 134,723,449	40%	$ 96,549,000
Year-to-Date Dollar Sales:	$ 874,703,381	90%	$ 460,853,638	19%	$ 386,817,438
Listing Inventory:	312	-47%	589	-4%	615
Aspen Market					
Monthly Unit Sales:	30	-6%	32	100%	16
Year-to-Date Unit Sales:	109	27%	86	28%	67
Monthly Dollar Sales:	$ 207,648,999	91%	$ 108,878,865	53%	$ 71,167,500
Year-to-Date Dollar Sales:	$ 640,860,269	77%	$ 362,030,054	11%	$ 325,440,061
Listing Inventory:	204	-35%	313	-8%	339
Snowmass Village Market					
Monthly Unit Sales:	51	240%	15	-12%	17
Year-to-Date Unit Sales:	121	152%	48	-2%	49
Monthly Dollar Sales:	$ 106,318,250	311%	$ 25,844,584	2%	$ 25,381,500
Year-to-Date Dollar Sales:	$ 233,843,112	137%	$ 98,823,584	61%	$ 61,377,377
Listing Inventory:	108	-61%	276	0%	276
Total Property Sales $10M and Over					
Monthly Unit Sales:	6	50%	4	100%	2
Year-to-Date Unit Sales:	17	70%	10	25%	8
Monthly Dollar Sales:	$ 125,550,000	115%	$ 58,500,000	148%	$ 23,600,000
Year-to-Date Dollar Sales:	$ 297,734,601	91%	$ 156,000,000	34%	$ 116,094,736

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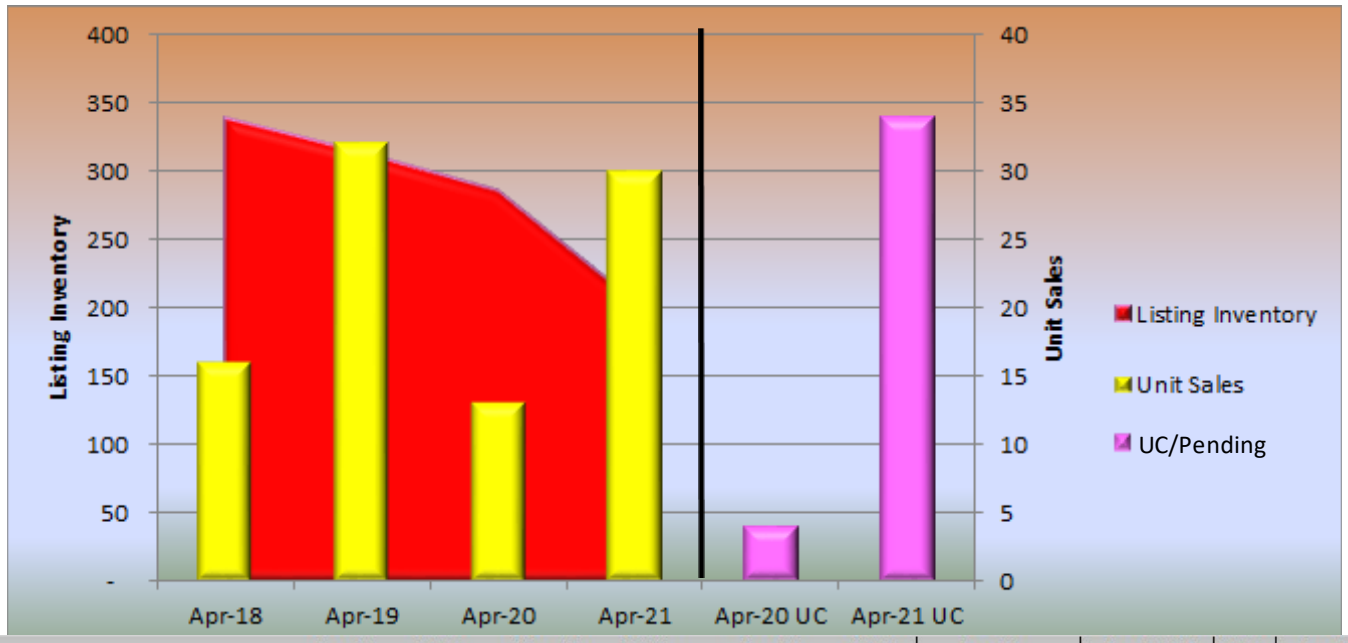
Source data is from the Aspen Glenwood MLS and is scrubbed (Pg3) to remove outlier and misleading sales. Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home sales over $1.5M. Sales by specific Aspen and Snowmass neighborhoods are on Pages 7 and 9 respectively. Included property types are single family homes, condos, townhomes, duplexes and residential vacant lots at sold prices over $250,000 except where otherwise indicated. Fractionals are not included.

April 2021 Aspen Real Estate Inventory, Sales and Under Contracts



	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	Apr-21 UC	% Chg	Apr-20 UC
Total Aspen Market										
Unit Sales	16	100%	32	-59%	13	131%	30	34	750%	4
Listing Inventory	339	-8%	313	-9%	285	-28%	204			

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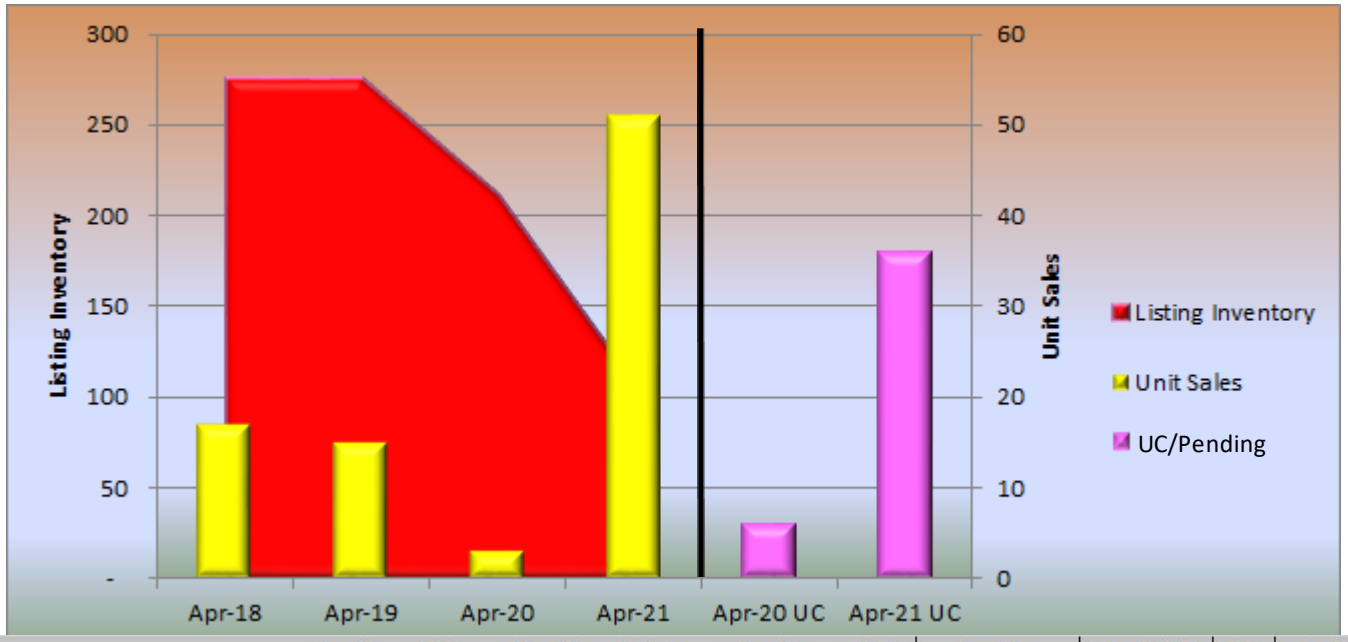
April 2021 Snowmass Village Real Estate Inventory, Sales and Under Contracts



	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	Apr-21 UC	% Chg	Apr-20 UC
Total Snowmass Village Market										
Unit Sales	17	-12%	15	-80%	3	1600%	51	36	500%	6
Listing Inventory	276	0%	276	-23%	212	-49%	108			

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NOTE: UC— The number of units that went Under Contract in Apr 2021. This does not necessarily mean that they will close in Sep or Apr 2021, 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, but the data should to be evaluated by specific neighborhoods (Pgs 7 & 9) for more meaningful conclusions.

Aspen Only: Apr 2021 vs Apr 2019 vs Apr 2018 Market Stats Summary

Aspen condo sales April 2021

- Unit Sales: -33% (16) in Apr '21 from (24) in Apr '19 which was +243% (7) from Apr '18
- Dollar Sales: -16% $34M in Apr '21 from $41M in Apr '19 which was +103% ($20M) from Apr '18
- Inventory Active Listings: -19% (94) in Apr '21 from (116) in Apr '19 which was –14% (135) from Apr '18

Aspen condo sales YTD

- Unit Sales: +15% (62) in Apr '21 from (54) in Apr '19 which was +46% (37) from Apr '18
- Dollar Sales: +37% $162M in Apr '21 from $119M in Apr '19 which was –10% ($132M) from Apr '18
- Inventory Active Listings: -4% (171) in Apr '21 from (179) in Apr '19 which was +6% (168) from Apr '18

Aspen Single family home sales April 2021

- Unit Sales: +200% (12) in Apr '21 from (4) in Apr '19 which was –50% (8) from Apr '18
- Dollar Sales: +337% $166M in Apr '21 from $38M in Apr '19 which was –22% ($49M) from Apr '18
- Inventory Active Listings: -44% (89) in Apr '21 from (158) in Apr '19 which was +6% (149) from Apr '18

Aspen Single family home sales YTD

- Unit Sales: +83% (42) in Apr '21 from (23) in Apr '19 which was –15% (27) from Apr '18
- Dollar Sales: +148% $457M in Apr '21 from $184M in Apr '19 which was –1% ($187M) from Apr '18
- Inventory Active Listings: -29% (139) in Apr '21 from (195) in which was +2% (190) from Apr '18

**Typically, the Aspen market represents 70-75% of the total combined Aspen Snowmass Village real estate marketplace. The following Aspen Apr 2021 sales are considered outliers. They have been counted in total dollar and unit sales but are not included in the average price $/sq ft metrics within this report. Outliers:*
Aspen Mobile Homes: 164895, 165131
Aspen Teardown Home Sales to be counted as Vacant Land Sales: 154999, 160349, 154819, 161754, 164444
Aspen—Brush Creek Home Sales: 164768, 164981

SMV Only: Apr 2021 vs Apr 2019 vs Apr 2018 Market Stats Summary

Snowmass Village condo sales April 2021

- Unit Sales: +310% (41) in Apr '21 from (10) in Apr '19 which was –9% (11) from Apr '18
- Dollar Sales: +186% $53M in Apr '21 from $10M in Apr '19 which was +8% ($9M) from Apr '18
- Inventory Active Listings: -54% (81) in Apr '21 from (175) in Apr '19 which was –1% (177) from Apr '18

Snowmass Village condo sales YTD

- Unit Sales: +186% (100) in Apr '21 from (35) in Apr '19 which was +3% (34) from Apr '18
- Dollar Sales: +254% $133M in Apr '21 from $38M in Apr '19 which was +75% ($21M) from Apr '18
- Inventory Active Listings: -16% (195) in Apr '21 from (233) in Apr '19 which was +1% (236) from Apr '18

Snowmass Village Single family home sales April 2021

- Unit Sales: +150% (10) in Apr '21 from (4) in Apr '19 which was –33% (6) from Apr '18
- Dollar Sales: +253% $54M in Apr '21 from $15M in Apr '19 which was –7% ($16M) from Apr '18
- Inventory Active Listings: -71% (25) in Apr '21 from (87) in Apr '19 which was +4% (84) from Apr '18

Snowmass Village Single family home sales YTD

- Unit Sales: +82% (20) in Apr '21 from (11) in Apr '19 which was –27% (15) from Apr '18
- Dollar Sales: +66% $98M in Apr '21 from $59M in Apr '19 which was +48% ($40M) from Apr '18
- Inventory Active Listings: -53% (49) in Apr '21 from (105) in Apr '19 which was +1% (103) from Apr '18

** Typically, the Snowmass Village market represents 25-30% of the total combined Aspen Snowmass Village real estate marketplace.. The following Snowmass Village Apr 2021 sales are considered outliers. They have been counted in total dollar and unit sales but are not included in average price $/sq ft metrics within this report.*
Stonebridge studio condos: 166294, 144141

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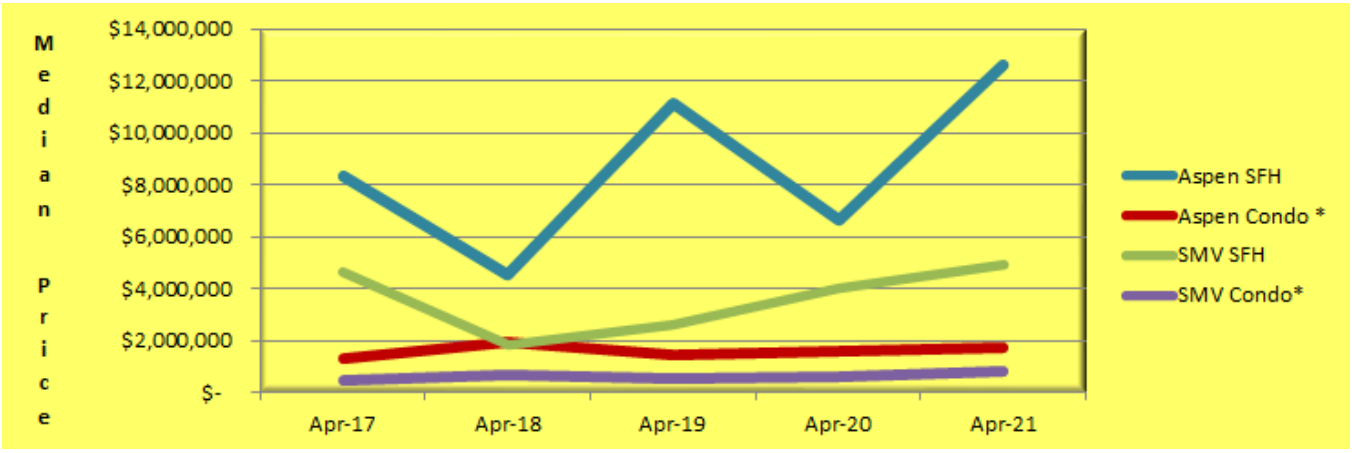
April 2021 Aspen and Snowmass Median Sold Prices



Median Price	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21
Aspen SFH	$8,350,000	-45%	$4,562,500	144%	$11,150,000	-41%	$6,625,000	90%	$12,612,500
Aspen Condo *	$1,280,000	52%	$1,950,000	-25%	$1,457,500	10%	$1,600,000	8%	$1,727,500
SMV SFH	$4,660,000	-60%	$1,845,000	41%	$2,606,250	54%	$4,025,000	22%	$4,900,000
SMV Condo*	$480,000	48%	$712,500	-28%	$512,500	21%	$622,500	30%	$810,000

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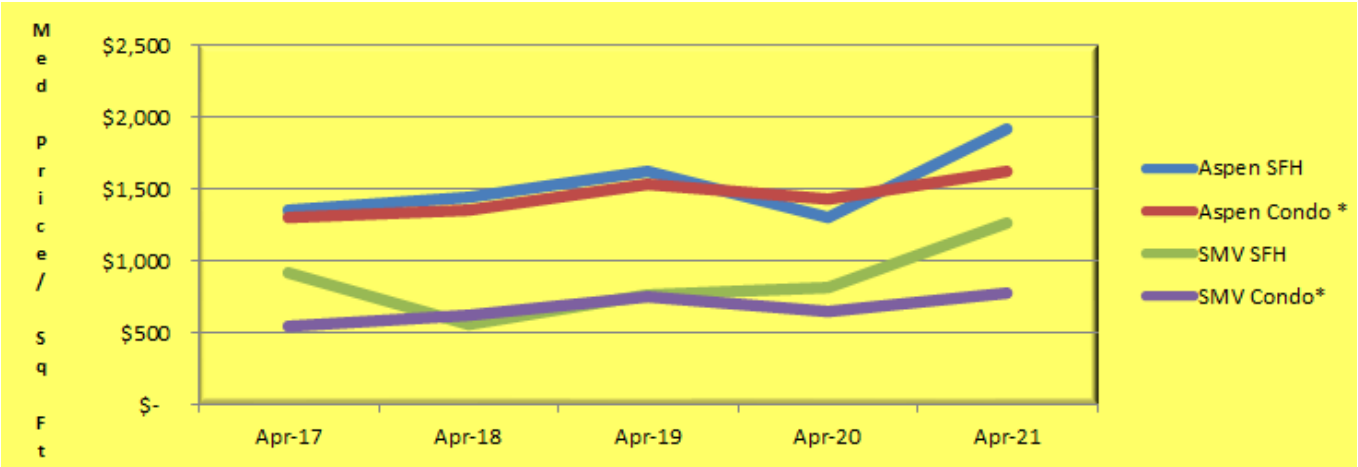
Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over $1.5M. * Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. Single Family Homes are SFH. Median prices are less likely than avg. prices to be disproportionately skewed by extreme high or low priced sales, and they are generally considered a more accurate measure of price direction. For Avg Sold Prices and Sold $/SqFt metrics by neighborhoods, go to pg 7 (Aspen) & 9 (SMV). A blank cell above represents no sales during the time period.

April 2021 Med Sold Price/Sq Ft for Aspen and Snowmass Village



Med Price / Sq Ft	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21
Aspen SFH	$1,352	7%	$1,443	13%	$1,627	-20%	$1,306	47%	$1,918
Aspen Condo *	$1,297	4%	$1,355	13%	$1,535	-7%	$1,425	20%	$1,705
SMV SFH	$923	-40%	$555	38%	$768	6%	$816	55%	$1,263
SMV Condo*	$543	15%	$627	19%	$747	-13%	$648	21%	$781

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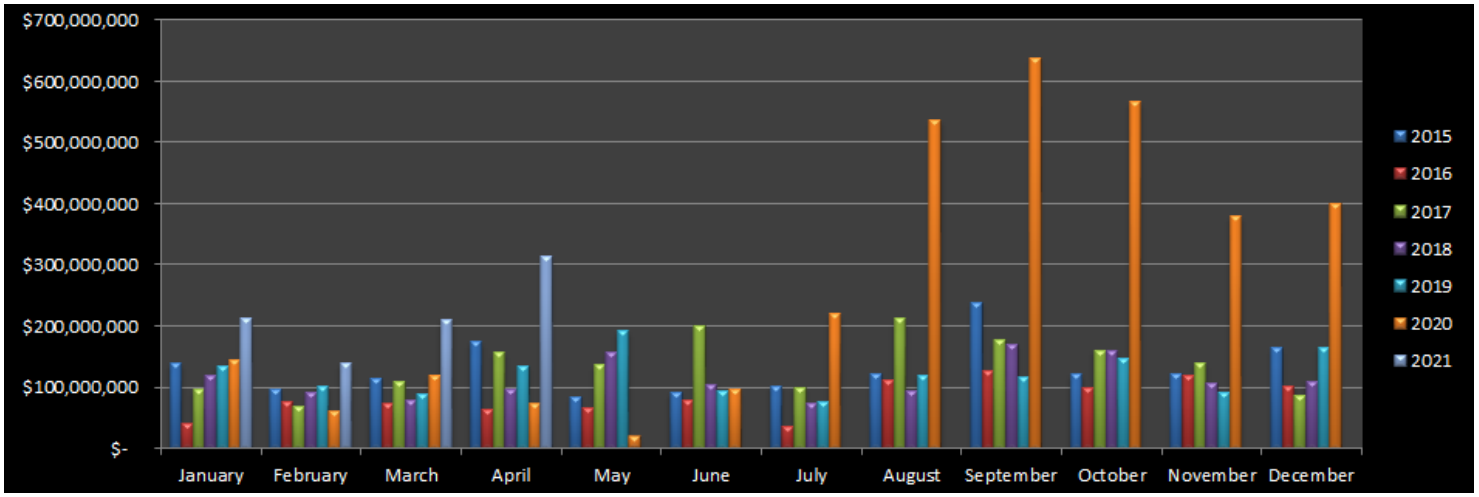
Note: Aspen includes Brush Creek, Woody Creek and Old Snowmass single family home (SFH) sales over $1.5M. *Condos (CO) category includes Townhomes (TH) and Duplexes per Aspen Glenwood MLS definition. For Avg $/SqFt metrics by neighborhoods, go to pages 7 & 9. A blank cell above represents no sales during the time period.

Estin Report: Total Aspen Snowmass Combined Market April 2021 & Historical Sales



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Estin Report: Total Aspen Snowmass Market April 2021 Dollar Sales

Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	$ 138,312,067	-71%	$ 40,282,500	137%	$ 95,290,500	25%	$ 118,993,752	13%	$ 134,648,280	8%	$ 145,586,968	45%	$ 211,626,263
February	$ 95,847,000	-19%	$ 77,329,500	-12%	$ 67,978,000	36%	$ 92,525,750	10%	$ 101,940,000	-40%	$ 60,810,000	128%	$ 138,536,200
March	$ 113,616,850	-36%	$ 72,993,330	50%	$ 109,849,228	-28%	$ 78,748,936	14%	$ 89,541,910	33%	$ 119,044,253	77%	$ 210,573,669
April	$ 174,738,000	-64%	$ 63,437,200	147%	$ 156,451,805	-38%	$ 96,549,000	40%	$ 134,723,449	-46%	$ 72,958,000	330%	$ 313,967,249
May	$ 84,137,500	-21%	$ 66,611,988	105%	$ 136,403,473	15%	$ 157,289,500	22%	$ 191,551,350	-90%	$ 19,314,000	-100%	$ -
June	$ 90,812,196	-14%	$ 78,271,000	155%	$ 199,866,601	-47%	$ 105,063,500	-11%	$ 93,371,750	2%	$ 95,355,000	-100%	$ -
July	$ 101,544,000	-64%	$ 36,593,500	172%	$ 99,459,375	-25%	$ 74,407,500	3%	$ 76,348,400	188%	$ 219,721,725	-100%	$ -
August	$ 121,918,102	-8%	$ 112,132,850	89%	$ 212,229,450	-55%	$ 94,638,604	26%	$ 119,314,750	349%	$ 535,531,000	-100%	$ -
September	$ 238,134,900	-47%	$ 127,356,500	38%	$ 176,057,000	-3%	$ 169,987,900	-32%	$ 115,547,359	452%	$ 638,268,801	-100%	$ -
October	$ 120,533,490	-18%	$ 98,821,700	62%	$ 159,827,550	-1%	$ 158,351,350	-7%	$ 147,886,470	283%	$ 566,544,250	-100%	$ -
November	$ 122,384,722	-3%	$ 118,725,000	18%	$ 140,124,000	-24%	$ 106,018,750	-13%	$ 92,079,889	312%	$ 379,300,062	-100%	$ -
December	$ 163,815,796	-38%	$ 102,061,000	-15%	$ 86,249,075	27%	$ 109,477,218	51%	$ 165,204,371	142%	$ 400,218,600	-100%	$ -
Annual Totals	$ 1,565,794,623	-36%	$ 994,616,068	65%	$ 1,639,786,057	-17%	$ 1,362,051,760	7%	$ 1,462,157,978	122%	$ 3,252,652,659	-73%	$ 874,703,381
YTD Total	**$ 522,513,917**	**-51%**	**$ 254,042,530**	**69%**	**$ 429,569,533**	**-10%**	**$ 386,817,438**	**19%**	**$ 460,853,638**	**-14%**	**$ 398,399,221**	**120%**	**$ 874,703,381**

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Estin Report: Total Aspen Snowmass Market April 2021 Unit Sales

Month	2015	% Change	2016	% Change	2017	% Change	2018	% Change	2019	% Change	2020	% Change	2021
January	28	-25%	21	48%	31	6%	33	-6%	31	16%	36	25%	45
February	25	-12%	22	0%	22	27%	28	-18%	23	-13%	20	85%	37
March	44	-36%	28	39%	39	-44%	22	50%	33	-18%	27	148%	67
April	46	-39%	28	46%	41	-20%	33	42%	47	-66%	16	406%	81
May	43	-58%	18	167%	48	-21%	38	42%	54	-85%	8	-100%	0
June	39	-49%	20	110%	42	-10%	38	-26%	28	-29%	20	-100%	0
July	27	-33%	18	50%	27	-26%	20	15%	23	87%	43	-100%	0
August	27	48%	40	50%	60	-30%	42	-2%	41	139%	98	-100%	0
September	60	-35%	39	26%	49	8%	53	-32%	36	203%	109	-100%	0
October	38	5%	40	8%	43	14%	49	-29%	35	194%	103	-100%	0
November	36	-19%	29	52%	44	-14%	38	-8%	35	143%	85	-100%	0
December	38	-5%	36	-22%	28	57%	44	-14%	38	95%	74	-100%	0
Annual Totals	451	-25%	339	40%	474	-8%	438	-3%	424	51%	639	-64%	230
YTD Total	**143**	**-31%**	**99**	**34%**	**133**	**-13%**	**116**	**16%**	**134**	**-26%**	**99**	**132%**	**230**

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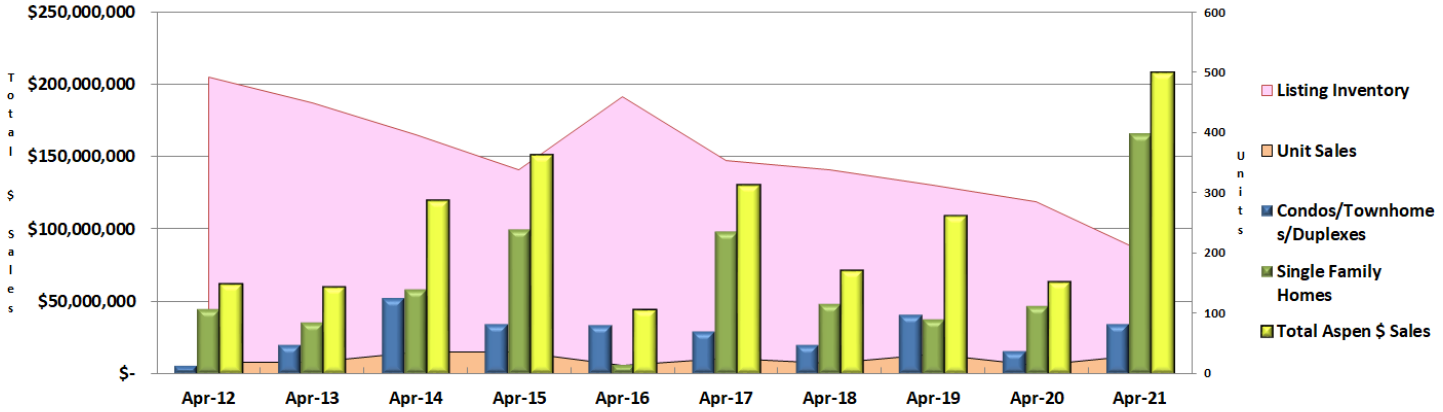
April 2021 Aspen Sales Comparisons

Bars represent $ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



	Apr-12	% Chg	Apr-13	% Chg	Apr-14	% Chg	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21
SFH	$ 45,224,125	-20%	$ 36,080,000	62%	$ 58,290,000	71%	$ 99,730,000	-94%	$ 6,323,200	1460%	$ 98,650,000	-50%	$ 48,950,000	-22%	$ 37,950,000	24%	$ 47,187,500	252%	$ 166,025,000
CO/THS	$ 5,749,500	256%	$ 20,494,400	156%	$ 52,475,100	-34%	$ 34,668,000	-3%	$ 33,785,000	-12%	$ 29,572,305	-32%	$ 20,017,500	103%	$ 40,708,250	-60%	$ 16,223,000	111%	$ 34,273,999
Land	$ 10,504,000	-69%	$ 3,250,000	161%	$ 8,480,000	92%	$ 16,250,000	-75%	$ 4,050,000	-58%	$ 1,700,000	29%	$ 2,200,000	1274%	$ 30,220,615	-100%	$ -		$ 7,350,000
Total $ Sales	$ 61,477,625	-3%	$ 59,824,400	99%	$ 119,245,100	26%	$ 150,648,000	-71%	$ 44,158,200	194%	$ 129,922,305	-45%	$ 71,167,500	53%	$ 108,878,865	-42%	$ 63,410,500	227%	$ 207,648,999
Unit Sales	19	-5%	18	94%	35	0%	35	-60%	14	86%	26	-38%	16	100%	32	-59%	13	131%	30
Listing Inv.	492	-9%	450	-12%	397	-15%	338	36%	460	-23%	353	-4%	339	-8%	313	-9%	285	-28%	204

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*Includes Aspen, Brush Creek Village, Woody Creek, and Old Snowmass homes over $1.5M.
Vacant land excluded for scale reasons.

	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Mar-21	% Chg	Mar-20
Single Family Homes											
Unit Sales	8	-50%	4	50%	6	100%	12	17%	10	100%	5
YTD Unit Sales	27	-15%	23	-17%	19	121%	42	29%	30	131%	13
Monthly $ Sales	$ 48,950,000	-22%	$ 37,950,000	24%	$ 47,187,500	252%	$ 166,025,000	52%	$ 79,970,000	64%	$ 48,860,299
YTD $ Sales	$ 186,796,707	-1%	$ 184,025,000	-8%	$ 168,526,767	171%	$ 456,834,601	36%	$ 290,809,601	140%	$ 121,339,267
Listing Inventory	149	6%	158	-16%	132	-33%	89	-1%	90	-39%	148
Condos / Townhomes											
Unit Sales	7	243%	24	-71%	7	129%	16	-38%	22	144%	9
YTD Unit Sales	37	46%	54	-41%	32	94%	62	26%	46	84%	25
Monthly $ Sales	$ 20,017,500	103%	$ 40,708,250	-60%	$ 16,223,000	111%	$ 34,273,999	-101%	$ 68,974,169	35%	$ 51,101,500
YTD $ Sales	$ 131,593,354	-10%	$ 118,764,440	24%	$ 147,319,500	10%	$ 162,400,668	21%	$ 128,126,669	-2%	$ 131,096,500
Listing Inventory	135	-14%	116	1%	117	-20%	94	-17%	110	-11%	123
Vacant Land											
Unit Sales	1	300%	4	-100%	0		2	0%	2		0
YTD Unit Sales	3	200%	9	-67%	3	67%	5	40%	3	0%	3
Monthly $ Sales	$ 2,200,000	1274%	$ 30,220,615	-100%	$ -		$ 7,350,000	-20%	$ 8,800,000		$ -
YTD $ Sales	$ 7,050,000	740%	$ 59,240,615	-93%	$ 4,050,000	434%	$ 21,625,000	34%	$ 14,275,000	252%	$ 4,050,000
Listing Inventory	55	-29%	39	-8%	36	-42%	21	-24%	26	-33%	39
Total Aspen Market											
Total Unit Sales	16	100%	32	-59%	13	131%	30	-13%	34	143%	14
YTD Unit Sales	67	28%	86	-37%	54	102%	109	28%	79	93%	41
Total Monthly $ Sales	$ 71,167,500	53%	$ 108,878,865	-42%	$ 63,410,500	227%	$ 207,648,999	24%	$ 157,744,169	58%	$ 99,961,799
Total YTD $ Sales	$ 325,440,061	11%	$ 362,030,054	-12%	$ 319,896,267	100%	$ 640,860,269	32%	$ 433,211,270	69%	$ 256,485,767
Listing Inventory	339	-8%	313	-9%	285	-28%	204	-11%	226	-27%	310

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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over $1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over $250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report*© is copyrighted 2020 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "The *Estin Report* on the **Aspen real estate market**." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or tim@estinaspen.com

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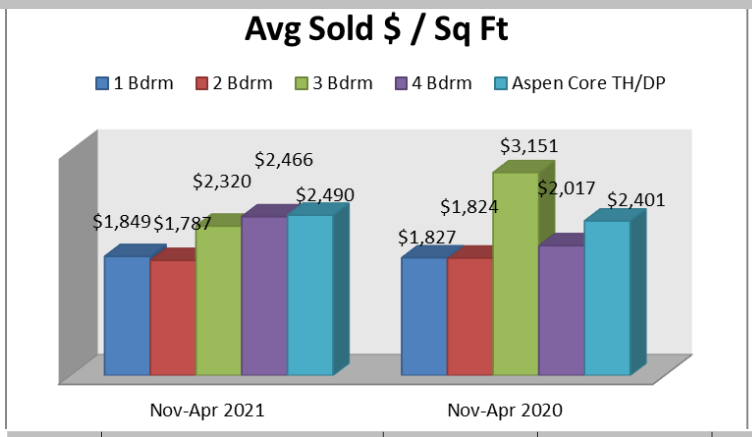
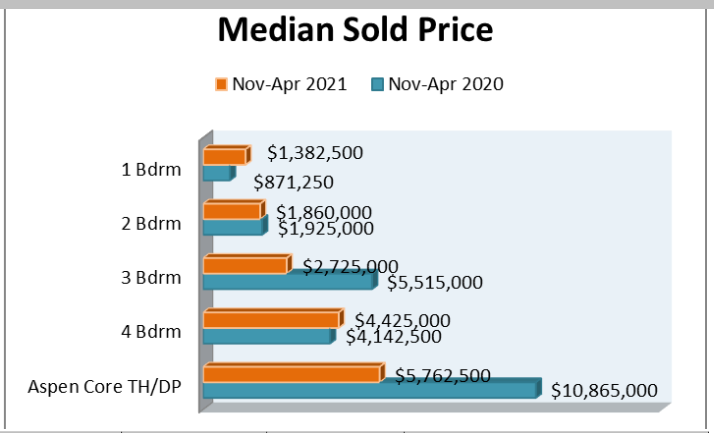
Estin Report: April 2021 Aspen Core Condos* - 6-Mos. Averages





BEDROOMS	Avg Sold Price ($)			Avg Sold $ / Sq Ft ($)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales ($)		
	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020
1 Bdrm	1,598,333	57%	1,015,833	1,849	1%	1,827	841	34%	628	95%	2%	93%	88%	-6%	93%	6	0%	6	$ 9,590,000	57%	$ 6,095,000
2 Bdrm	1,777,328	8%	1,638,991	1,787	15%	1,557	981	-8%	1,072	95%	1%	94%	95%	3%	92%	29	222%	9	$ 51,542,500	249%	$ 14,750,923
3 Bdrm	3,266,793	-57%	7,563,429	2,320	-8%	2,530	1,388	-18%	1,703	95%	8%	88%	94%	5%	90%	14	133%	6	$ 45,735,100	1%	$ 45,380,577
4 Bdrm	4,425,000	-29%	6,216,000	2,466	41%	1,744	1,789	-12%	2,041	95%	6%	89%	95%	9%	87%	2	0%	2	$ 8,850,000	-29%	$ 12,432,000
Aspen Core TH/DP	7,577,857	-30%	10,830,446	2,490	4%	2,401	2,947	-34%	4,473	92%	5%	88%	90%	2%	89%	14	56%	9	$ 106,090,000	9%	$ 97,474,012

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

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

Location	Avg Sold Price ($M)			Avg Sold $/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales			Dollar Sales			Active Listings			Absorption Rate		
	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020	Nov-Apr 2021	% Chg	Nov-Apr 2020
Central Core (SFH)	$16.5	5%	$15.7	$3,169	64%	$1,937	99%	14%	87%	92%	6%	86%	3	0%	3	$49.4	5%	$47.2	13	0%	13	26	0%	26
Central Core (CO&TH)	$3.3	-34%	$4.9	$2,072	-7%	$2,239	94%	6%	88%	92%	4%	88%	69	92%	36	$224.5	27%	$177.3	72	-22%	92	6	-59%	15
Smuggler (SFH)	$8.4	-31%	$12.2	$1,897	24%	$1,527	93%	-1%	94%	91%	-4%	94%	8	700%	1	$67.2	451%	$12.2	8	-27%	11	6	-91%	66
Smuggler (CO&TH)	$0.9	29%	$0.7	$1,032	17%	$881	97%	1%	96%	97%	5%	93%	11	267%	3	$9.5	372%	$2.0	8	-38%	13	4	-83%	26
West Aspen	$12.0	76%	$6.8	$1,589	33%	$1,199	95%	15%	83%	94%	19%	79%	24	167%	9	$288.7	370%	$61.5	47	-33%	70	12	-75%	47
West End	$8.2	-15%	$9.7	$2,280	1%	$2,248	96%	4%	92%	95%	4%	91%	10	43%	7	$82.4	21%	$67.9	28	-20%	35	17	-44%	30
Red Mountain	$15.8	142%	$6.5	$2,109	57%	$1,342	92%	9%	84%	83%	-1%	84%	14	1300%	1	$220.6	3294%	$6.5	35	35%	26	15	-90%	156
East Aspen	$8.6	-19%	$10.7	$2,183	31%	$1,661	95%	9%	87%	94%	8%	87%	7	133%	3	$60.2	88%	$32.0	21	-16%	25	18	-64%	50
McLain Flats/Starwood	$12.5	106%	$6.1	$1,712	72%	$995	90%	0%	89%	90%	15%	78%	6	100%	3	$74.7	312%	$18.2	21	24%	17	21	-38%	34
Woody Creek (> $1.5M)	$11.7			$990			82%			82%			2		0	$23.4		$0.0	23	-4%	24	69		
Brush Creek Village (>$1.5M)													0		0	$0.0		$0.0	5	0%	5			

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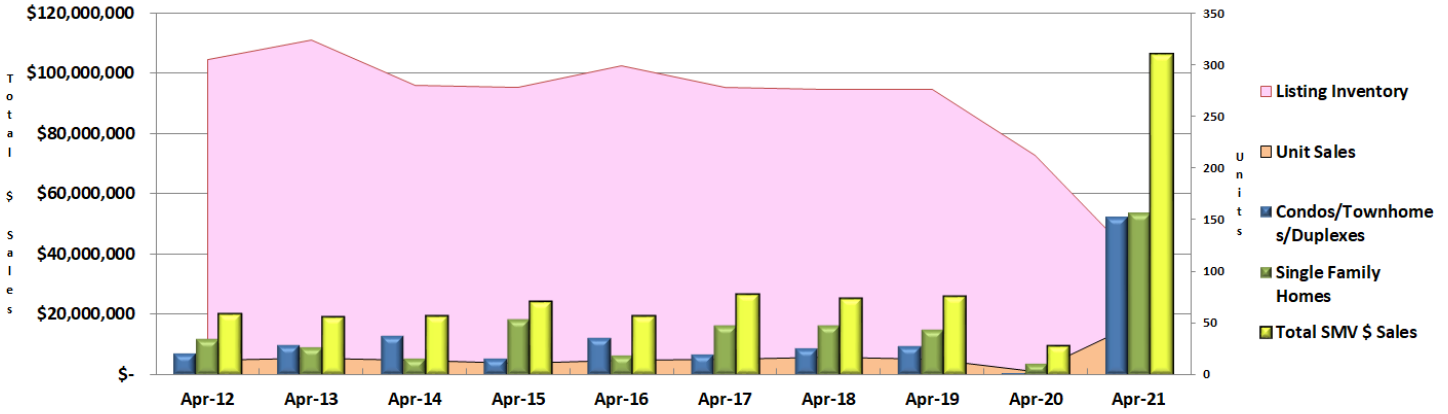
*Specific Aspen areas only and not all Aspen neighborhoods are represented. See Pg 9 for Snowmass Village and Old Snowmass.
NOTE: All blank spaces represent a zero value or invalid percentage.
**Absorption Rate is calculated by dividing the number of sales within a given period (6 mos.) by the months 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.

April 2021 Snowmass Village Sales Comparisons

Bars represent $ volume by property type (left axis) and shaded areas represent unit sales/listing inventory (right axis)



	Apr-12	% Chg	Apr-13	% Chg	Apr-14	% Chg	Apr-15	% Chg	Apr-16	% Chg	Apr-17	% Chg	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21
SFH	$ 11,911,900	-23%	$ 9,225,000	-40%	$ 5,536,000	236%	$ 18,595,000	-64%	$ 6,720,000	144%	$ 16,370,000	1%	$ 16,455,000	-7%	$ 15,224,350	-74%	$ 4,025,000	1236%	$ 53,781,500
CO/THS	$ 7,405,460	33%	$ 9,858,695	31%	$ 12,955,200	-58%	$ 5,495,000	129%	$ 12,559,000	-45%	$ 6,959,500	28%	$ 8,926,500	8%	$ 9,676,900	-94%	$ 622,500	8340%	$ 52,536,750
Land	$ 650,000	-100%	$ -		$ 915,000	-100%	$ -		$ -		$ 3,200,000	-100%	$ -		$ 943,334	419%	$ 4,900,000	-100%	$ -
Total $ Sales	$ 19,967,360	-4%	$ 19,083,695	2%	$ 19,406,200	24%	$ 24,090,000	-20%	$ 19,279,000	38%	$ 26,529,500	-4%	$ 25,381,500	2%	$ 25,844,584	-63%	$ 9,547,500	1014%	$ 106,318,250
Unit Sales	14	14%	16	-13%	14	-21%	11	27%	14	7%	15	13%	17	-12%	15	-80%	3	1600%	51
Listing Inv.	305	6%	324	-14%	280	-1%	278	8%	299	-7%	278	-1%	276	0%	276	-23%	212	-49%	108

*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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	Apr-18	% Chg	Apr-19	% Chg	Apr-20	% Chg	Apr-21	% Chg	Mar-21	% Chg	Mar-20
Single Family Homes											
Unit Sales	6	-33%	4	-75%	1	900%	10	-60%	4	33%	3
YTD Unit Sales	15	-27%	11	-55%	5	300%	20	-50%	10	150%	4
Monthly $ Sales	$ 16,455,000	-7%	$ 15,224,350	-74%	$ 4,025,000	1236%	$ 53,781,500	69%	$ 16,870,000	49%	$ 11,325,000
YTD $ Sales	$ 39,885,177	48%	$ 59,116,850	-72%	$ 16,800,000	484%	$ 98,061,500	55%	$ 44,280,000	247%	$ 12,775,000
Listing Inventory	84	4%	87	-18%	71	-65%	25	-12%	28	-64%	77
Condos / Townhomes											
Unit Sales	11	-9%	10	-90%	1	4000%	41	29%	29	190%	10
YTD Unit Sales	34	3%	35	11%	39	156%	100	-41%	59	55%	38
Monthly $ Sales	$ 8,926,500	8%	$ 9,676,900	-94%	$ 622,500	8340%	$ 52,536,750	32%	$ 35,959,500	364%	$ 7,757,454
YTD $ Sales	$ 21,492,200	75%	$ 37,538,400	51%	$ 56,802,954	134%	$ 133,056,612	39%	$ 80,519,862	43%	$ 56,180,454
Listing Inventory	177	-1%	175	-23%	134	-40%	81	-42%	115	-15%	136
Vacant Land											
Unit Sales	0		1	0%	1	-100%	0		0		0
YTD Unit Sales	0		2	-50%	1	0%	1	0%	1		0
Monthly $ Sales	$ -		$ 943,334	419%	$ 4,900,000	-100%	$ -		$ -		$ -
YTD $ Sales	$ -		$ 2,168,334	126%	$ 4,900,000	-44%	$ 2,725,000	0%	$ 2,725,000		$ -
Listing Inventory	15	-7%	14	-50%	7	-71%	2	-50%	3	-63%	8
Total Snowmass Village Market											
Total Unit Sales	17	-12%	15	-80%	3	1600%	51	-35%	33	154%	13
YTD Unit Sales	49	-2%	48	-6%	45	169%	121	-42%	70	67%	42
Total Monthly $ Sales	$ 25,381,500	2%	$ 25,844,584	-63%	$ 9,547,500	1014%	$ 106,318,250	50%	$ 52,829,500	177%	$ 19,082,454
Total YTD $ Sales	$ 61,377,377	61%	$ 98,823,584	-21%	$ 78,502,954	198%	$ 233,843,112	45%	$ 127,524,862	85%	$ 68,955,454
Listing Inventory	276	0%	276	-23%	212	-49%	108	-35%	146	-34%	221

NOTE: Blank spaces represent a zero value or invalid percentage.

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The Estin Report: The charts and tables above document sales activity for Aspen which includes Aspen, Brush Creek, Woody Creek and Old Snowmass single family home sales over $1.5M in the subject month. Included property types are single family homes, condos, townhomes, duplexes and residential vacant land at sold at prices over $250,000. Fractionals are not included. Source data is from the Aspen Glenwood MLS and it is scrubbed to remove outliers and sales that the author believes are misleading. This information is deemed reliable but cannot be guaranteed. The *Estin Report*© is copyrighted 2020 and all rights reserved. Use is permitted subject to the following attribution with an active link to the source: "The *Estin Report* on the **Aspen real estate market**." For sales assistance and inquiries, please call or text Aspen Snowmass Sothebys broker Tim Estin at 970.309.6163 or tim@estinaspen.com

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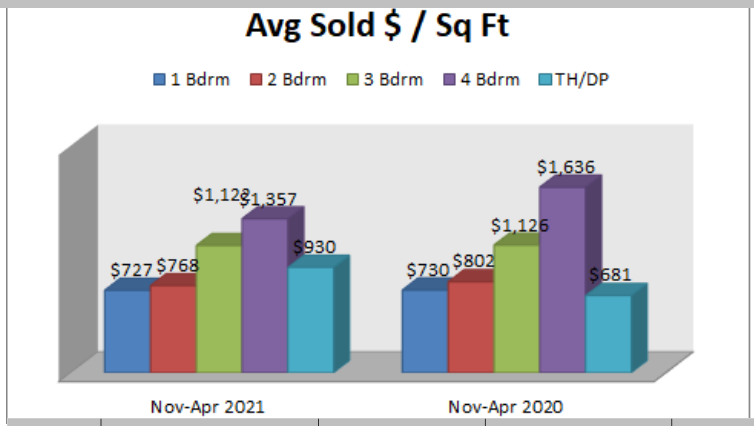

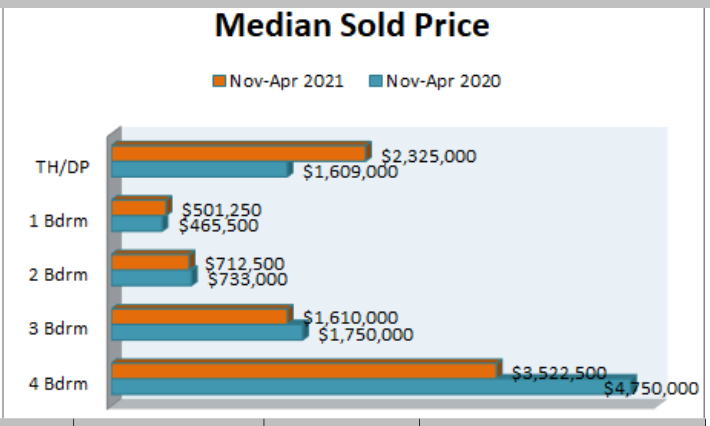

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1 Bdrm	516,440	14%	454,813	727	0%	730	717	14%	630	97%	1%	96%	96%	3%	94%	21	163%	8	$ 10,845,250	198%	$ 3,638,500
2 Bdrm	860,478	-4%	894,807	768	-4%	802	1,083	0%	1,081	97%	4%	94%	96%	4%	92%	57	171%	21	$ 49,047,245	161%	$ 18,790,954
3 Bdrm	2,036,136	-5%	2,141,750	1,122	0%	1,126	1,739	-3%	1,797	98%	0%	98%	97%	0%	98%	33	65%	20	$ 67,192,500	57%	$ 42,835,000
4 Bdrm	3,521,500	-26%	4,750,000	1,357	-17%	1,636	2,400	-21%	3,030	98%	1%	97%	97%	5%	93%	10	400%	2	$ 35,215,000	271%	$ 9,500,000
TH/DP	1,271,337	-5%	1,344,201	930	31%	710	1,263	0%	1,266	97%	1%	96%	96%	1%	95%	21	163%	8	$ 26,698,083	148%	$ 10,753,608

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Divide	$5.9	9%	$5.4	$1,061	9%	$971	91%	1%	90%	77%	-8%	83%	2	100%	1	$11.8	119%	$5.4	6	-40%	10	18	-70%	60
Wood Run	$6.3	17%	$5.3	$1,389	38%	$1,005	97%	7%	91%	89%	16%	77%	7	250%	2	$43.9	311%	$10.7	14	-13%	16	12	-75%	48
Ridge Run	$2.7	-31%	$3.9	$856	-5%	$906	94%	-1%	95%	93%	2%	91%	6	0%	6	$16.0	-31%	$23.3	13	-32%	19	13	-32%	19
Fox Run PUD	$3.5			$679			90%			88%			2		0	$7.0		$0.0	3	200%	1	9		
Two Creeks	$8.5			$1,479			100%			100%			1		0	$8.5		$0.0	6	-25%	8	36		
Pines Owl Cr													0		0	$0.0		$0.0	8	33%	6			
Melton Ranch	$2.7	29%	$2.1	$895	37%	$652	96%	0%	95%	94%	-1%	95%	4	300%	1	$10.6	417%	$2.1	4	-67%	12	6	-92%	72
Meadow Ranch	$1.3	13%	$1.1	$732	23%	$593	96%	4%	93%	93%	3%	91%	2	-33%	3	$2.6	-24%	$3.4	3	-50%	6	9	-25%	12
Horse Ranch	$4.2	-19%	$5.2	$1,053	-12%	$1,195	98%	1%	96%	98%	3%	95%	4	300%	1	$16.9	226%	$5.2	6	50%	4	9	-63%	24
Sinclair Meadows	$4.3			$1,574			96%			96%			1		0	$4.3		$0.0	1	-50%	2	6		
Country Club Estates	$4.0	109%	$1.9	$1,357	73%	$786	97%	2%	95%	97%	2%	95%	4	300%	1	$15.9	735%	$1.9	1	0%	1	2	-75%	6
Old Snowmass (> $1.5M)	$4.3	-21%	$5.4	$820	-14%	$957	92%	7%	86%	92%	17%	79%	9	50%	6	$38.8	19%	$32.6	13	-38%	21	9	-59%	21

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April 2020: Aspen Snowmass Real Estate Market Snapshot

THE ESTIN REPORT
The Primary Market Guide for Aspen Snowmass Real Estate Information.

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Weekly Market Updates.
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"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."