



January 2024: Aspen Snowmass Real Estate Market Snapshot

RELEASED 02.19.24 ON OR NEAR THE 1ST MONDAY EACH MONTH

v1.52 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: Sales activity has picked up considerably in Jan 2024. Under contracts in Jan, an indicator of future performance as these transactions are expected to close in Feb or Mar, have spiked considerably (see Pg 2). Reasons? Generally positive news abounds with the economy, the stock market at records, buyers finally deciding to go for it in spite of continued low inventory and high prices and interest rates. Perhaps it's a now or never mind set...enough waiting, life is passing by and time has a dollar value. We all know this: Life has changed since the pandemic. There's recognition, or reluctant acceptance, that constructions prices have risen 30-40% and property prices have increased 3-4 times since mid-2020. And its not going to reverse anytime soon, at least not in the foreseeable future. Let's just do it.

January 2024 Aspen & Snowmass Village Real Estate

Total Aspen Snowmass Market	Jan-24	% Change	Jan-23	% Change	Jan-22	% Change	Jan-21
Monthly Unit Sales:	31	55%	20	-29%	28	-33%	42
Year-to-Date Unit Sales:	29	53%	19	-32%	28	-32%	41
Monthly Dollar Sales:	\$ 203,655,000	52%	\$ 134,207,000	-43%	\$ 234,217,000	13%	\$ 206,546,263
Year-to-Date Dollar Sales:	\$ 203,655,000	52%	\$ 134,207,000	-43%	\$ 234,217,000	13%	\$ 206,546,263
Listing Inventory:	275	4%	265	99%	133	-65%	381
Aspen Market							
Monthly Unit Sales:	18	125%	8	-64%	22	-8%	24
Year-to-Date Unit Sales:	18	125%	8	-64%	22	-8%	24
Monthly Dollar Sales:	\$ 147,945,000	97%	\$ 75,187,000	-64%	\$ 206,936,000	19%	\$ 174,142,101
Year-to-Date Dollar Sales:	\$ 147,945,000	97%	\$ 75,187,000	-64%	\$ 206,936,000	19%	\$ 174,142,101
Listing Inventory:	186	22%	153	56%	98	-62%	255
Snowmass Village Market							
Monthly Unit Sales:	11	0%	11	83%	6	-65%	17
Year-to-Date Unit Sales:	11	0%	11	83%	6	-65%	17
Monthly Dollar Sales:	\$ 47,165,000	-13%	\$ 54,220,000	99%	\$ 27,281,000	-12%	\$ 30,862,495
Year-to-Date Dollar Sales:	\$ 47,165,000	-13%	\$ 54,220,000	99%	\$ 27,281,000	-12%	\$ 30,862,495
Listing Inventory:	89	-21%	112	220%	35	-72%	126
Total Property Sales \$10M and Over*							
Monthly Unit Sales:	7	133%	3	-63%	8	0%	8
Year-to-Date Unit Sales:	7	133%	3	-63%	8	0%	8
Monthly Dollar Sales:	\$ 112,145,000	93%	\$ 58,100,000	-63%	\$ 159,095,000	23%	\$ 129,845,000
Year-to-Date Dollar Sales:	\$ 112,145,000	93%	\$ 58,100,000	-63%	\$ 159,095,000	23%	\$ 129,845,000

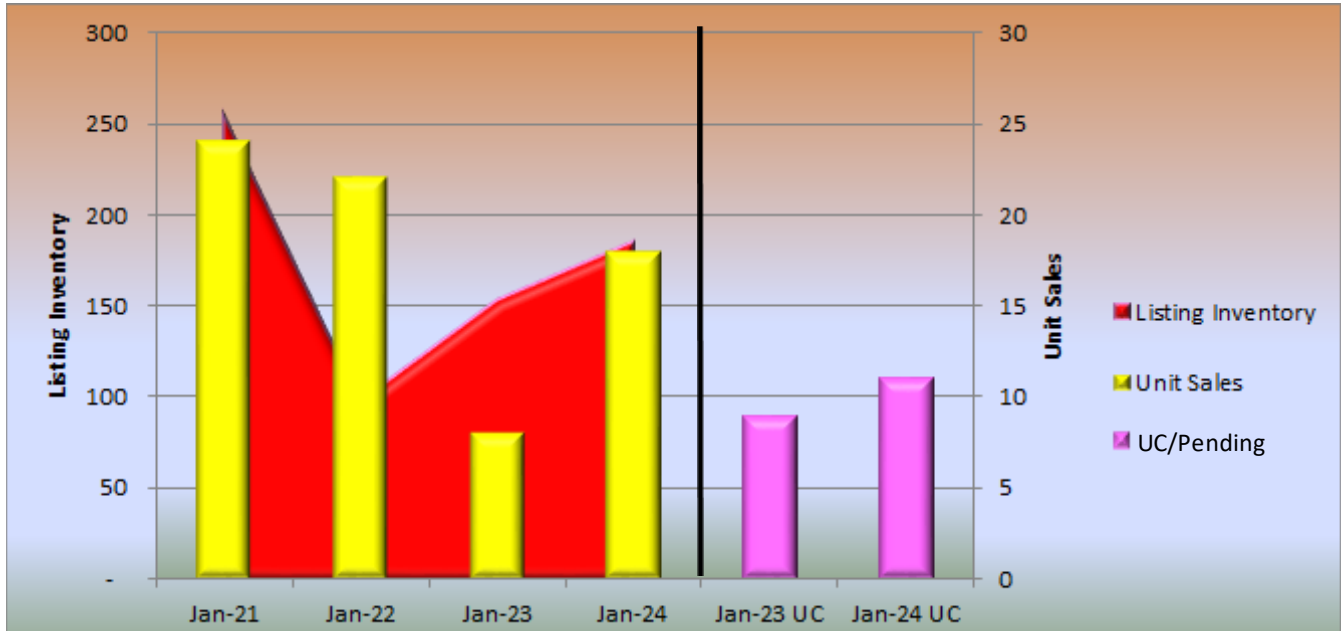
*See breakdown of sales >\$10M by price point on Pg 3

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Source data is the Aspen Glenwood MLS and is scrubbed to remove outlier or misleading sales (Pg3). Sales by specific Aspen & Snowmass Village neighborhoods are on Pgs 7 and 9 respectively. Included property types: single family homes, condos, townhomes, duplexes & residential vacant lots at sold prices over \$250K except where otherwise indicated. Fractionals, mobile homes, deed restricted properties are not included.



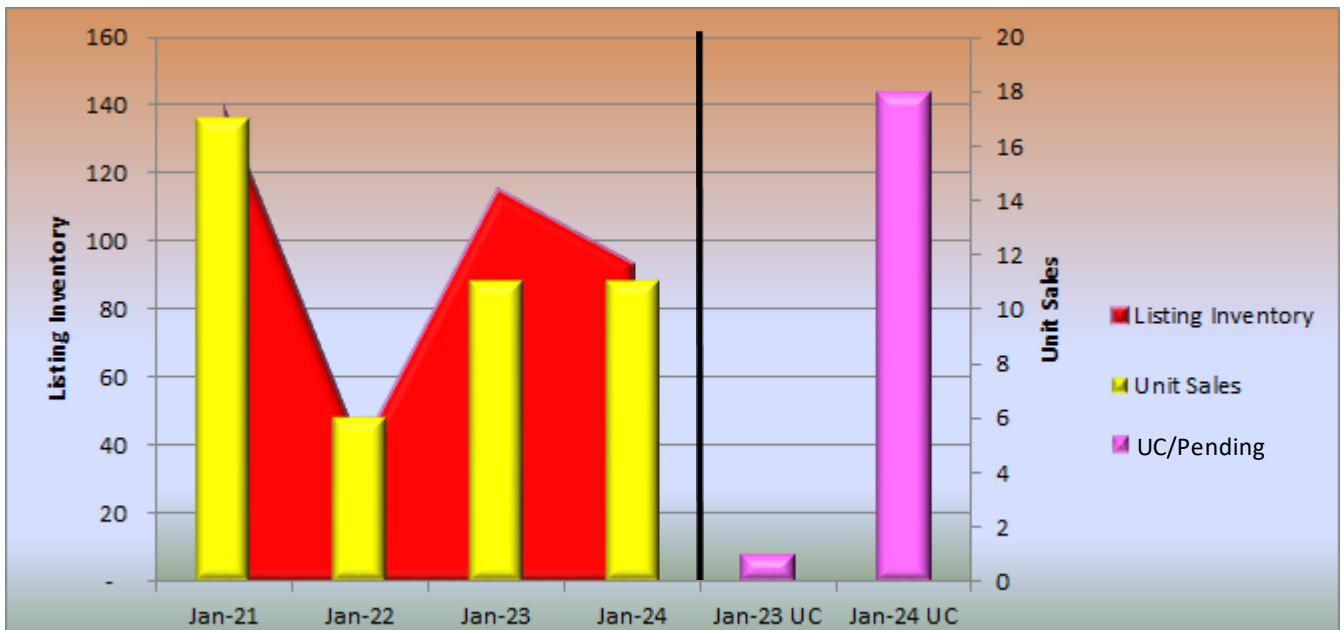
January 2024 Aspen Real Estate Inventory, Sales and Under Contracts



	Jan-21	% Chg	Jan-22	% Chg	Jan-23	% Chg	Jan-24	Jan-24 UC	% Chg	Jan-23 UC
Total Aspen Market										
Unit Sales	24	-8%	22	-64%	8	125%	18	11	22%	9
Listing Inventory	255	-62%	98	56%	153	22%	186			

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



	Jan-21	% Chg	Jan-22	% Chg	Jan-23	% Chg	Jan-24	Jan-24 UC	% Chg	Jan-23 UC
Total Snowmass Village Market										
Unit Sales	17	-65%	6	83%	11	0%	11	18	1700%	1
Listing Inventory	138	-72%	39	195%	115	-19%	93			

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NOTE: UC— These are the number of units that went Under Contract in January 2024. This does not necessarily mean that they will close in Oct or Nov, 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 Nov-Jan 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	3	2	3	3	2	0	1	14
Average \$ Per Sale				6,666,667	9,275,000	11,113,433	18,583,333	23,875,000		42,250,000	
Median \$ Per Sale				6,700,000	9,275,000	11,300,000	18,350,000	23,875,000		42,250,000	
Dollar Sales	0	0	0	20,000,000	18,550,000	33,340,300	55,750,000	47,750,000	0	42,250,000	217,640,300
Avg Sold \$/Sq.Ft.				2,229	2,062	3,183	3,486	3,630		4,487	
Avg LvHtSqFt				3,251	4,633	3,906	5,499	7,632		9,416	
Avg Days on Market				385	103	82	489	172		910	
Sold Price % Ask				88%	94%	95%	89%	91%		94%	
Sold Price % List				74%	89%	76%	79%	91%		107%	

Aspen Single Family Homes Nov-Jan 2023	Under \$2M	\$2M-2.99M	\$3M-4.99M	\$5M-7.49M	\$7.5M-9.99M	\$10M-14.99	\$15M-19.99M	\$20M-29.99	\$30M-39.99M	\$40M & Up	Total
# Sales	0	0	3	1	0	3	1	4	0	2	14
Average \$ Per Sale			4,516,667	6,600,000		12,016,667	19,000,000	25,407,511		51,500,000	
Median \$ Per Sale			4,500,000	6,600,000		12,350,000	19,000,000	24,997,500		51,500,000	
Dollar Sales	0	0	13,550,000	6,600,000	0	36,050,000	19,000,000	101,630,043	0	103,000,000	279,830,043
Avg Sold \$/Sq.Ft.			1,639	1,292		2,303	3,838	3,349		4,092	
Avg LvHtSqFt			2,889	5,109		4,670	4,951	8,031		11,378	
Avg Days on Market			214	191		323	167	232		40	
Sold Price % Ask			79%	96%		90%	103%	95%		105%	
Sold Price % List			76%	96%		84%	103%	95%		105%	

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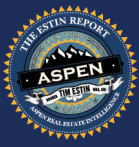
Snowmass Village Single Family Home Sales by Price Point in Past 3 Mos.

SMV Single Family Homes Nov-Jan 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	4	0	1	0	0	0	0	7
Average \$ Per Sale			4,800,000	5,668,750		12,900,000					
Median \$ Per Sale			4,800,000	5,500,000		12,900,000					
Dollar Sales	0	0	9,600,000	22,675,000	0	12,900,000	0	0	0	0	45,175,000
Avg Sold \$/Sq.Ft.			1,532	1,401		2,568					
Avg LvHtSqFt			3,137	4,094		5,023					
Avg Days on Market			113	124							
Sold Price % Ask			94%	94%		94%					
Sold Price % List			88%	90%		94%					

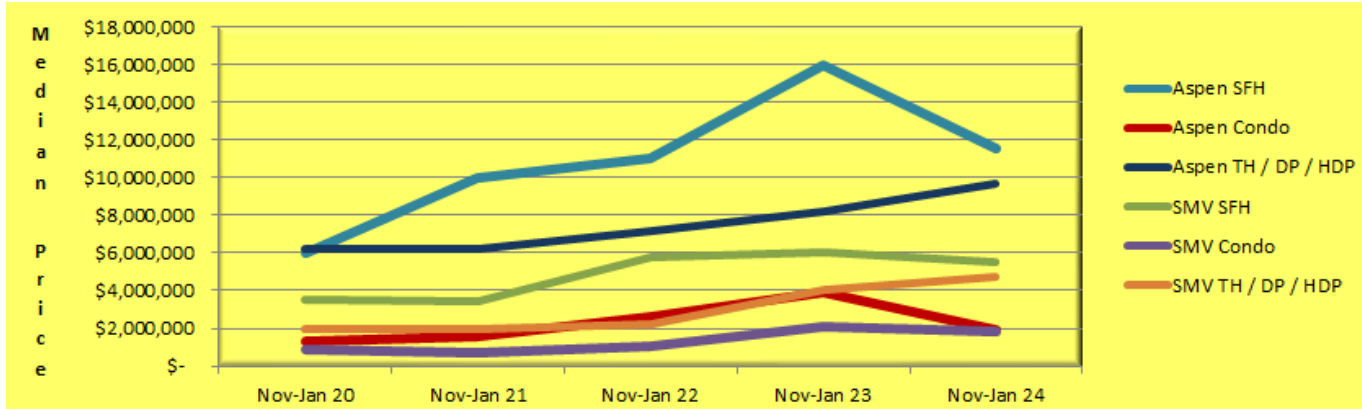
SMV Single Family Homes Nov-Jan 2023	Under \$2M	\$2M-2.99M	\$3M-4.99M	\$5M-7.49M	\$7.5M-9.99M	\$10M-14.99	\$15M-19.99M	\$20M-29.99	\$30M-39.99M	\$40M & Up	Total
# Sales	0	2	0	3	0	1	0	0	0	0	6
Average \$ Per Sale		2,607,500		6,214,123		10,750,000					
Median \$ Per Sale		2,607,500		6,250,000		10,750,000					
Dollar Sales	0	5,215,000	0	18,642,370	0	10,750,000	0	0	0	0	34,607,370
Avg Sold \$/Sq.Ft.		1,279		1,511		2,206					
Avg LvHtSqFt		2,041		4,243		4,874					
Avg Days on Market		205		173		155					
Sold Price % Ask		93%		91%		90%					
Sold Price % List		80%		87%		90%					

2023 OUTLIERS BY MOS: These are individual sales not counted in totals, average, median metrics but counted in their respective neighborhood sales on bottom pgs 7 & 9. I was including all outliers in this footnote, but there is not enough space now. For a list of outliers since Jan 1, 23, please contact Tim Estin.

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Nov - Jan 2024 Aspen and Snowmass Median Sold Prices

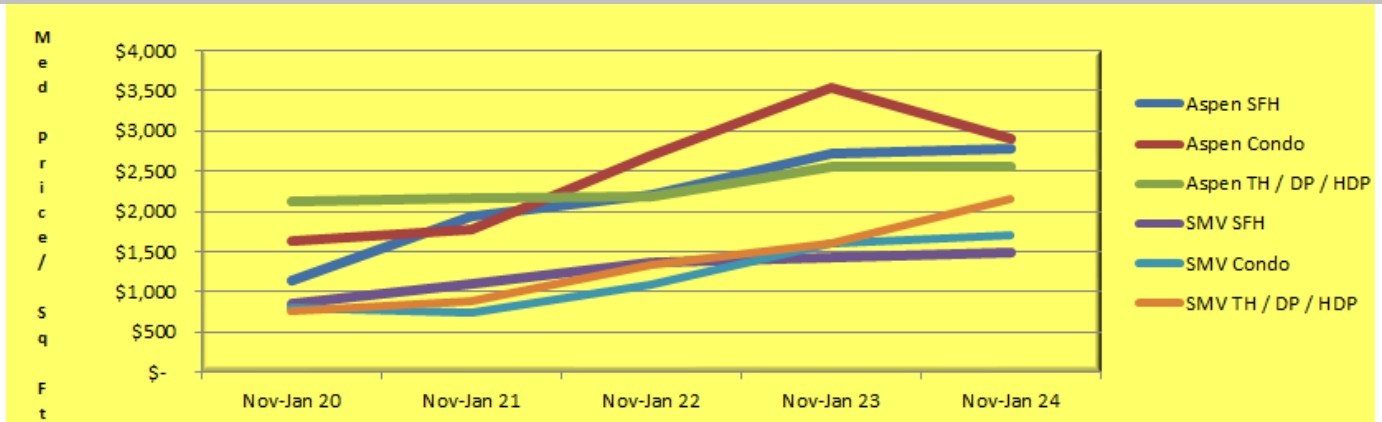


Median Price	Nov-Jan 20	% Chg	Nov-Jan 21	% Chg	Nov-Jan 22	% Chg	Nov-Jan 23	% Chg	Nov-Jan 24
Aspen SFH	\$6,000,000	66%	\$9,954,300	11%	\$11,000,000	45%	\$15,975,000	-28%	\$11,547,500
Aspen Condo	\$1,299,000	17%	\$1,525,000	70%	\$2,595,000	52%	\$3,950,000	-52%	\$1,905,000
Aspen TH / DP / HDP	\$6,250,000	0%	\$6,250,000	14%	\$7,137,500	14%	\$8,172,000	19%	\$9,700,000
SMV SFH	\$3,522,500	-2%	\$3,443,000	67%	\$5,750,000	5%	\$6,025,000	-9%	\$5,500,000
SMV Condo	\$900,000	-19%	\$725,000	47%	\$1,067,500	97%	\$2,100,000	-14%	\$1,800,000
SMV TH / DP / HDP	\$2,000,000	-1%	\$1,975,000	11%	\$2,195,000	84%	\$4,035,000	18%	\$4,750,000

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

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



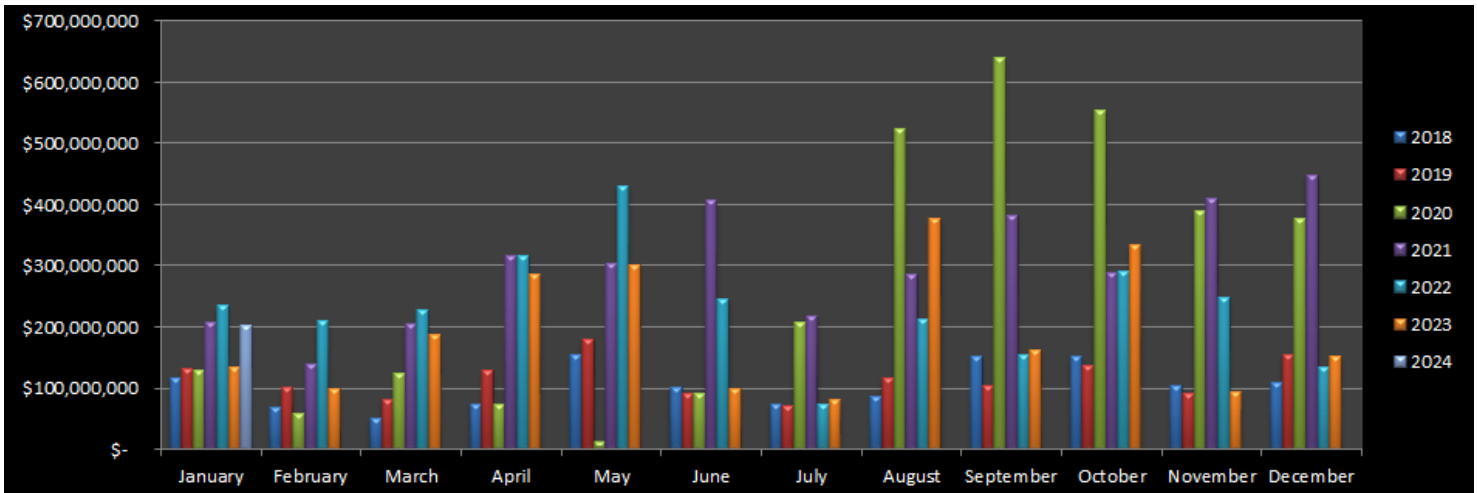
Med Price / Sq Ft	Nov-Jan 20	% Chg	Nov-Jan 21	% Chg	Nov-Jan 22	% Chg	Nov-Jan 23	% Chg	Nov-Jan 24
Aspen SFH	\$1,136	71%	\$1,943	14%	\$2,209	23%	\$2,709	3%	\$2,779
Aspen Condo	\$1,632	9%	\$1,784	52%	\$2,704	30%	\$3,528	-18%	\$2,910
Aspen TH / DP / HDP	\$2,120	2%	\$2,165	1%	\$2,186	17%	\$2,560	0%	\$2,553
SMV SFH	\$863	28%	\$1,101	23%	\$1,357	6%	\$1,434	3%	\$1,481
SMV Condo	\$810	-7%	\$751	46%	\$1,094	46%	\$1,600	6%	\$1,699
SMV TH / DP / HDP	\$760	16%	\$881	53%	\$1,345	19%	\$1,600	34%	\$2,146

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



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



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Estin Report: Total Aspen Snowmass Market January 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	-100%	\$ -
March	\$ 50,476,436	62%	\$ 81,949,410	51%	\$ 123,733,954	65%	\$ 204,587,169	11%	\$ 226,911,000	-18%	\$ 186,795,154	-100%	\$ -
April	\$ 74,774,000	71%	\$ 128,198,449	-43%	\$ 72,958,000	332%	\$ 315,402,749	0%	\$ 316,018,614	-10%	\$ 285,556,500	-100%	\$ -
May	\$ 154,564,500	16%	\$ 178,656,350	-93%	\$ 12,589,000	2320%	\$ 304,604,000	42%	\$ 431,079,500	-30%	\$ 301,025,717	-100%	\$ -
June	\$ 100,363,500	-9%	\$ 90,972,750	1%	\$ 91,855,000	343%	\$ 406,592,148	-40%	\$ 244,639,908	-59%	\$ 100,080,000	-100%	\$ -
July	\$ 74,407,500	-4%	\$ 71,198,400	191%	\$ 207,426,725	5%	\$ 218,400,429	-66%	\$ 74,766,500	8%	\$ 80,567,204	-100%	\$ -
August	\$ 87,024,854	34%	\$ 116,264,750	352%	\$ 524,962,000	-45%	\$ 286,288,891	-26%	\$ 212,957,000	77%	\$ 376,215,820	-100%	\$ -
September	\$ 151,937,900	-31%	\$ 104,717,359	510%	\$ 639,104,801	-40%	\$ 382,757,450	-60%	\$ 153,837,250	5%	\$ 161,455,500	-100%	\$ -
October	\$ 152,008,850	-9%	\$ 137,886,470	302%	\$ 554,619,250	-48%	\$ 288,848,535	1%	\$ 290,467,000	15%	\$ 332,930,500	-100%	\$ -
November	\$ 102,993,750	-11%	\$ 92,079,889	322%	\$ 388,705,062	5%	\$ 409,327,203	-39%	\$ 248,537,413	-62%	\$ 93,230,000	-100%	\$ -
December	\$ 109,477,218	42%	\$ 155,404,371	142%	\$ 375,803,600	19%	\$ 447,114,182	-70%	\$ 135,525,000	12%	\$ 152,320,314	-100%	\$ -
Annual Totals	\$ 1,243,937,010	12%	\$ 1,390,596,478	129%	\$ 3,179,504,360	14%	\$ 3,608,810,219	-23%	\$ 2,778,854,185	-17%	\$ 2,302,746,709	-91%	\$ 203,655,000
YTD Total	\$ 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

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Estin Report: Total Aspen Snowmass Market January 2024 Unit Sales

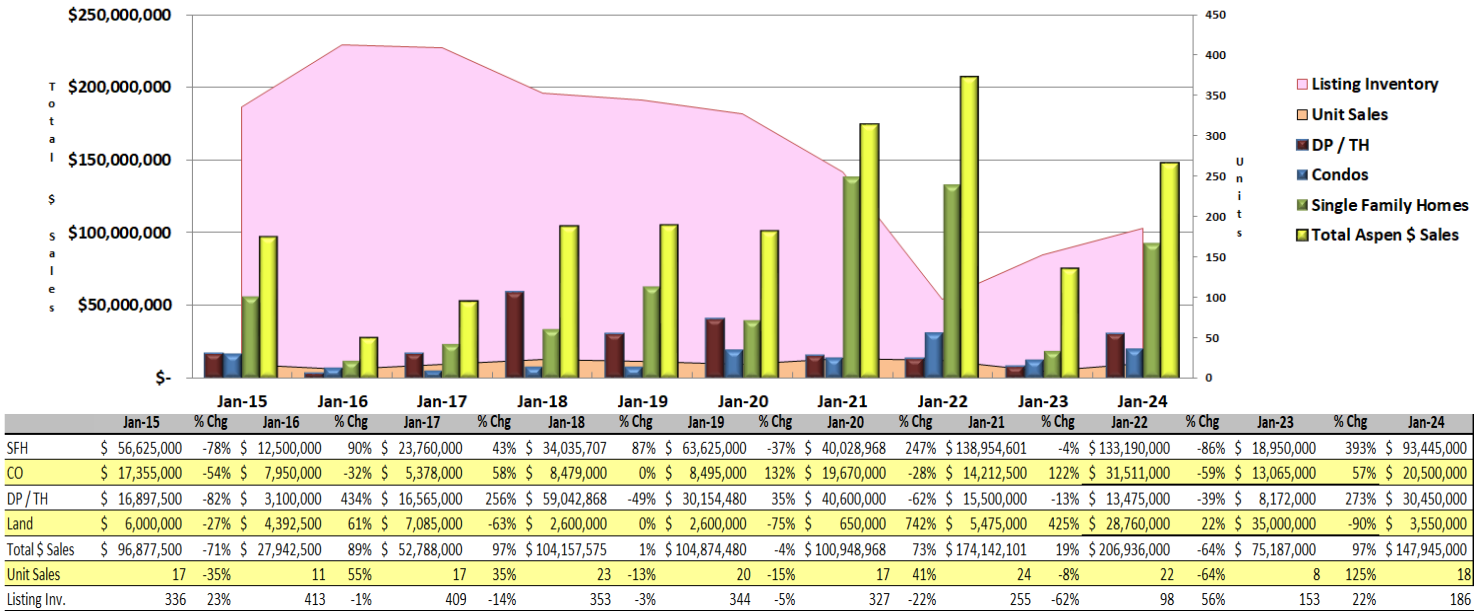
Month	2018	% Change	2019	% Change	2020	% Change	2021	% Change	2022	% Change	2023	% Change	2024
January	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31
February	26	-15%	22	-14%	19	95%	37	-5%	35	-49%	18	-100%	0
March	17	65%	28	-7%	26	146%	64	-58%	27	-11%	24	-100%	0
April	29	52%	44	-64%	16	419%	83	-51%	41	78%	73	-100%	0
May	37	32%	49	-88%	6	883%	59	-44%	33	-3%	32	-100%	0
June	37	-30%	26	-27%	19	232%	63	-43%	36	-53%	17	-100%	0
July	20	10%	22	82%	40	33%	53	-72%	15	0%	15	-100%	0
August	40	0%	40	133%	93	-24%	71	-52%	34	12%	38	-100%	0
September	50	-36%	32	231%	106	-34%	70	-73%	19	53%	29	-100%	0
October	46	-30%	32	219%	102	-33%	68	-50%	34	15%	39	-100%	0
November	37	-5%	35	143%	85	-15%	72	-64%	26	-12%	23	-100%	0
December	44	-18%	36	92%	69	-16%	58	-79%	12	50%	18	-100%	0
Annual Totals	415	-5%	396	55%	614	21%	740	-54%	340	2%	346	-91%	31
YTD Total	32	-6%	30	10%	33	27%	42	-33%	28	-29%	20	55%	31

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January 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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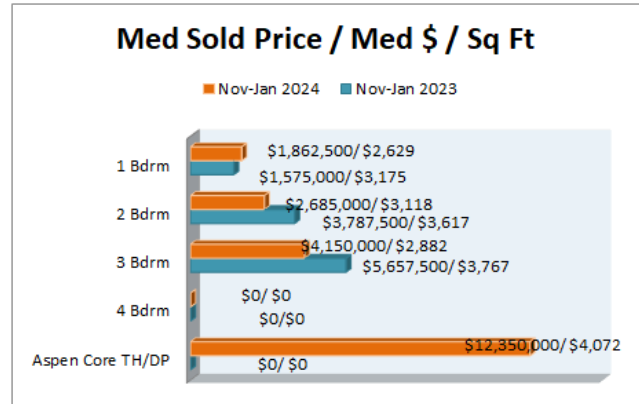
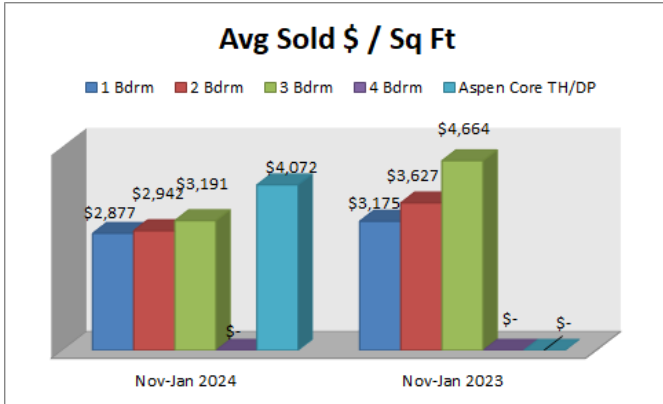
	Jan-21	% Chg	Jan-22	% Chg	Jan-23	% Chg	Jan-24	% Chg	Dec-23	% Chg	Dec-22
Single Family Homes											
Unit Sales	12	-42%	7	-71%	2	200%	6	20%	5	67%	3
YTD Unit Sales	12	-42%	7	-71%	2	200%	6	-100%	66	-14%	77
Monthly \$ Sales	\$ 138,954,601	-4%	\$ 133,190,000	-86%	\$ 18,950,000	393%	\$ 93,445,000	-7%	\$ 99,545,300	27%	\$ 78,500,000
YTD \$ Sales	\$ 138,954,601	-4%	\$ 133,190,000	-86%	\$ 18,950,000	393%	\$ 93,445,000	-1097%	\$ 1,118,782,695	-30%	\$ 1,597,135,952
Listing Inventory	114	-53%	54	33%	72	32%	95	91%	9	-91%	102
Condos											
Unit Sales	9	22%	11	-64%	4	100%	8	63%	3	0%	3
YTD Unit Sales	9	22%	11	-64%	4	100%	8	-825%	74	-20%	92
Monthly \$ Sales	\$ 14,212,500	122%	\$ 31,511,000	-59%	\$ 13,065,000	57%	\$ 20,500,000	75%	\$ 5,120,000	-82%	\$ 29,175,000
YTD \$ Sales	\$ 14,212,500	122%	\$ 31,511,000	-59%	\$ 13,065,000	57%	\$ 20,500,000	-1230%	\$ 272,734,078	-25%	\$ 361,813,999
Listing Inventory	87	-69%	27	81%	49	18%	58	84%	9	-84%	58
Townhomes / Duplexes											
Unit Sales	2	0%	2	-50%	1	200%	3	33%	2	100%	1
YTD Unit Sales	2	0%	2	-50%	1	200%	3	-500%	18	-22%	23
Monthly \$ Sales	\$ 15,500,000	-13%	\$ 13,475,000	-39%	\$ 8,172,000	273%	\$ 30,450,000	35%	\$ 19,852,514	121%	\$ 9,000,000
YTD \$ Sales	\$ 15,500,000	-13%	\$ 13,475,000	-39%	\$ 8,172,000	273%	\$ 30,450,000	-492%	\$ 180,356,719	-2%	\$ 184,470,000
Listing Inventory	30	-73%	8	100%	16	-19%	13	69%	4	-67%	12
Vacant Land											
Unit Sales	1	100%	2	-50%	1	0%	1	100%	0	-100%	1
YTD Unit Sales	1	100%	2	-50%	1	0%	1	-800%	9	-31%	13
Monthly \$ Sales	\$ 5,475,000	425%	\$ 28,760,000	22%	\$ 35,000,000	-90%	\$ 3,550,000	100%	\$ -	-100%	\$ 5,350,000
YTD \$ Sales	\$ 5,475,000	425%	\$ 28,760,000	22%	\$ 35,000,000	-90%	\$ 3,550,000	-3662%	\$ 133,534,717	-34%	\$ 203,160,000
Listing Inventory	24	-63%	9	78%	16	25%	20	100%	0	-100%	23
Total Aspen Market											
Total Unit Sales	24	-8%	22	-64%	8	125%	18	44%	10	25%	8
YTD Unit Sales	24	-8%	22	-64%	8	125%	18	-828%	167	-19%	205
Total Monthly \$ Sales	\$ 174,142,101	19%	\$ 206,936,000	-64%	\$ 75,187,000	97%	\$ 147,945,000	16%	\$ 124,517,814	2%	\$ 122,025,000
Total YTD \$ Sales	\$ 174,142,101	19%	\$ 206,936,000	-64%	\$ 75,187,000	97%	\$ 147,945,000	-1053%	\$ 1,705,408,209	-27%	\$ 2,346,579,951
Listing Inventory	255	-62%	98	56%	153	22%	186	88%	22	-89%	195

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



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold		Dollar Sales (\$)			
	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023
1 Bdrm	2,000,000	27%	1,575,000	2,877	-9%	3,175	679	37%	496	95%	-4%	99%	89%	-10%	99%	4	300%	1	\$ 8,000,000	408%	\$ 1,575,000
2 Bdrm	2,659,286	-37%	4,206,250	2,942	-19%	3,627	879	-24%	1,150	94%	2%	91%	91%	3%	88%	7	75%	4	\$ 18,615,000	11%	\$ 16,825,000
3 Bdrm	4,183,333	-59%	10,322,500	3,191	-32%	4,664	1,330	-30%	1,894	94%	0%	94%	86%	-5%	91%	3	-25%	4	\$ 12,550,000	-70%	\$ 41,290,000
4 Bdrm																0		0			
Aspen Core TH/DP	12,350,000			4,072			3,171			96%			96%			2		0	\$ 24,700,000		

*Here, Townhomes (TH) + Duplexes are separated out from the Condos/TH/Dup category in AGSMLS.

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Estin Report: What Aspen* Areas Are Selling? 3-Mos. Avg. Sales by Location

Location	Med. Sold Price (\$M)		Med. Sold \$/SqFt		Sold Price % Ask		Sold Price % Orig		Unit Sales		Dollar Sales		Active Listings		Absorption Rate									
	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023						
Central Core (SFH)	\$25.8	-46%	\$48.0	\$5,107	13%	\$4,510	93%	-6%	99%	93%	-6%	99%	1	0%	1	\$25.8	-46%	\$48.0	7	-53%	15	21	-53%	45
Central Core (CO&TH)	\$2.6	-58%	\$6.1	\$3,069	-23%	\$3,982	94%	1%	94%	89%	-1%	91%	17	70%	10	\$43.7	-29%	\$61.4	39	-65%	113	7	-80%	34
Smuggler (SFH)													0		0	\$0.0		\$0.0	0	-100%	7			
Smuggler (CO&TH)													0		0	\$0.0		\$0.0	1	-91%	11			
West Aspen	\$6.1	-36%	\$9.5	\$1,654	-17%	\$1,995	88%	-4%	92%	77%	-9%	85%	1	-50%	2	\$6.1	-68%	\$19.0	20	-64%	55	60	-27%	83
West End	\$11.3	-50%	\$22.6	\$3,036	-33%	\$4,554	91%	-10%	101%	80%	-21%	101%	3	200%	1	\$33.9	50%	\$22.6	16	-24%	21	16	-75%	63
Red Mountain	\$27.0	-26%	\$36.5	\$4,622	38%	\$3,351	94%	-8%	101%	95%	-6%	101%	2	-33%	3	\$54.0	-51%	\$109.5	8	-67%	24	12	-50%	24
East Aspen	\$13.3	81%	\$7.3	\$2,456	18%	\$2,083	93%	9%	85%	85%	4%	82%	6	100%	3	\$79.5	262%	\$22.0	12	-29%	17	6	-65%	17
McLain Flats/Starwood	\$18.4	15%	\$16.0	\$2,710	6%	\$2,562	84%	-14%	97%	69%	-29%	97%	1	-67%	3	\$18.4	-62%	\$48.0	8	-47%	15	24	60%	15
Woody Crk													0		0	\$0.0		\$0.0	7	-22%	9			
Brush Crk Village			\$2.0			\$874			103%			80%	0	-100%	1	\$0.0	-100%	\$2.0	9	125%	4			12

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

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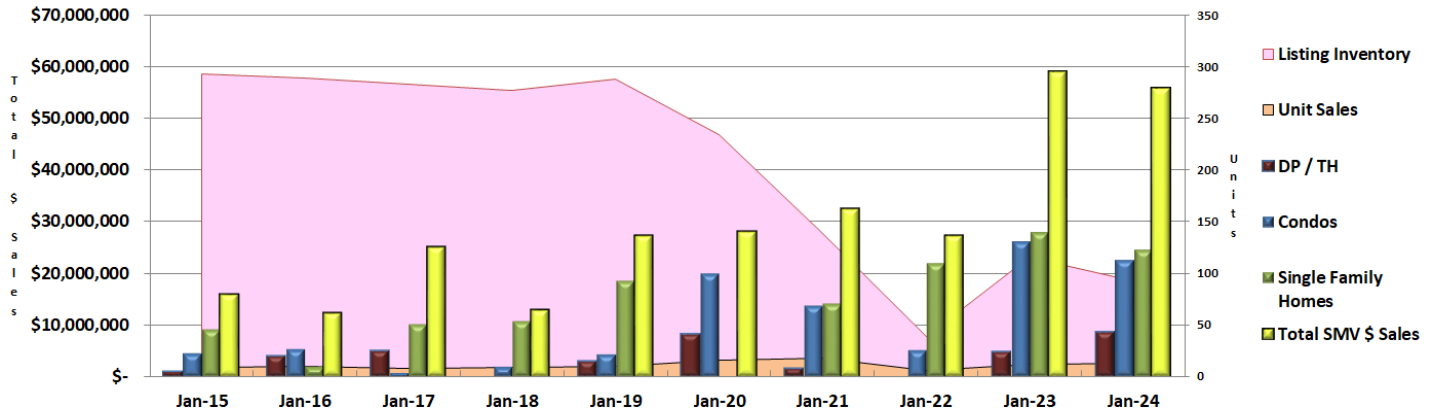
NOTE: All blank spaces represent a zero value or invalid percentage.

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



January 2024 Snowmass Village Sales Comparisons

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



	Jan-15	% Chg	Jan-16	% Chg	Jan-17	% Chg	Jan-18	% Chg	Jan-19	% Chg	Jan-20	% Chg	Jan-21	% Chg	Jan-22	% Chg	Jan-23	% Chg	Jan-24
SFH	\$ 9,189,000	-79%	\$ 1,970,000	420%	\$ 10,250,000	5%	\$ 10,797,677	72%	\$ 18,520,000	-100%	\$ -		\$ 14,275,000	54%	\$ 21,966,000	28%	\$ 28,015,000	-12%	\$ 24,575,000
CO	\$ 4,645,567	16%	\$ 5,380,000	-83%	\$ 907,500	129%	\$ 2,077,500	117%	\$ 4,508,800	344%	\$ 20,029,000	-31%	\$ 13,862,495	-62%	\$ 5,315,000	393%	\$ 26,205,000	-14%	\$ 22,590,000
DP/TH	\$ 1,000,000	293%	\$ 3,925,000	24%	\$ 4,860,000	-100%	\$ -		\$ 3,020,000	169%	\$ 8,109,000	-81%	\$ 1,541,667	-100%	\$ -		\$ 4,800,000	78%	\$ 8,545,000
Land	\$ 1,150,000	-7%	\$ 1,065,000	750%	\$ 9,050,000	-100%	\$ -		\$ 1,225,000	-100%	\$ -		\$ 2,725,000	-100%	\$ -		\$ -		\$ -
Total \$ Sales	\$ 15,984,567	-23%	\$ 12,340,000	103%	\$ 25,067,500	-49%	\$ 12,875,177	112%	\$ 27,273,800	3%	\$ 28,138,000	15%	\$ 32,404,162	-16%	\$ 27,281,000	116%	\$ 59,020,000	-6%	\$ 55,710,000
Unit Sales	9	11%	10	-20%	8	13%	9	11%	10	60%	16	13%	18	-67%	6	100%	12	8%	13
Listing Inv.	293	-1%	289	-2%	283	-2%	277	4%	288	-19%	234	-41%	138	-72%	39	195%	115	-19%	93

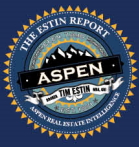
*Snowmass Village only. Vacant Land is excluded from graph for scale reasons.

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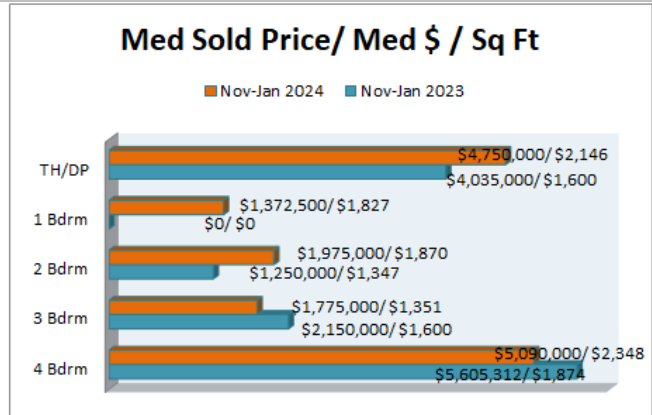
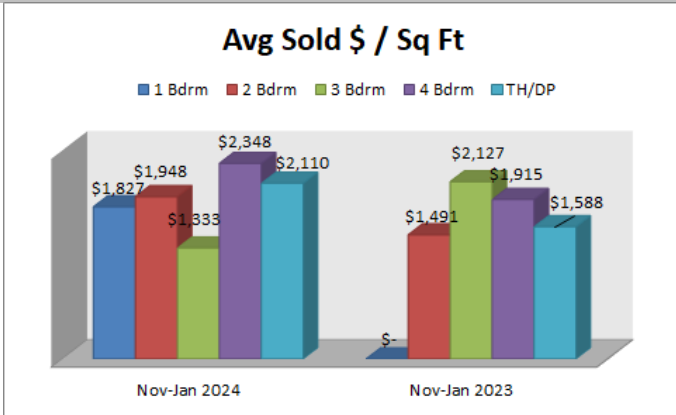
	Jan-21	% Chg	Jan-22	% Chg	Jan-23	% Chg	Jan-24	% Chg	Dec-23	% Chg	Dec-22
Single Family Homes											
Unit Sales	3	0%	3	67%	5	-40%	3	-33%	2		0
YTD Unit Sales	3	0%	3	67%	5	-40%	3	1100%	36	9%	33
Monthly \$ Sales	\$ 14,275,000	54%	\$ 21,966,000	28%	\$ 28,015,000	-12%	\$ 24,575,000	58%	\$ 10,300,000		\$ -
YTD \$ Sales	\$ 14,275,000	54%	\$ 21,966,000	28%	\$ 28,015,000	-12%	\$ 24,575,000	-946%	\$ 257,022,500	7%	\$ 239,754,484
Listing Inventory	36	-69%	11	82%	20	5%	21	81%	4	-83%	23
Condos											
Unit Sales	13	-77%	3	100%	6	33%	8	50%	4	0%	4
YTD Unit Sales	13	-77%	3	100%	6	33%	8	1538%	131	56%	84
Monthly \$ Sales	\$ 13,862,495	-62%	\$ 5,315,000	393%	\$ 26,205,000	-14%	\$ 22,590,000	69%	\$ 6,952,500	-49%	\$ 13,500,000
YTD \$ Sales	\$ 13,862,495	-62%	\$ 5,315,000	393%	\$ 26,205,000	-14%	\$ 22,590,000	-1168%	\$ 286,416,000	93%	\$ 148,390,750
Listing Inventory	87	-75%	22	318%	92	-27%	67	78%	15	-78%	69
Townhomes / Duplexes											
Unit Sales	1	-100%	0		1	100%	2	0%	2		0
YTD Unit Sales	1	-100%	0		1	100%	2	-450%	11	-39%	18
Monthly \$ Sales	\$ 1,541,667	-100%	\$ -		\$ 4,800,000	78%	\$ 8,545,000	-23%	\$ 10,550,000		\$ -
YTD \$ Sales	\$ 1,541,667	-100%	\$ -		\$ 4,800,000	78%	\$ 8,545,000	-420%	\$ 44,400,000	-20%	\$ 55,729,000
Listing Inventory	12	-67%	4	-25%	3	33%	4	100%	0	-100%	2
Vacant Land											
Unit Sales	1	-100%	0		0		0		0		0
YTD Unit Sales	1	-100%	0		0		0		1	0%	1
Monthly \$ Sales	\$ 2,725,000	-100%	\$ -		\$ -		\$ -		\$ -		\$ -
YTD \$ Sales	\$ 2,725,000	-100%	\$ -		\$ -		\$ -		\$ 9,500,000	65%	\$ 5,750,000
Listing Inventory	3	-33%	2	-100%	0		1	100%	0	-100%	1
Total Snowmass Village Market											
Total Unit Sales	17	-65%	6	83%	11	0%	11	-45%	6	50%	4
YTD Unit Sales	17	-65%	6	83%	11	0%	11	1427%	168	42%	118
Total Monthly \$ Sales	\$ 30,862,495	-12%	\$ 27,281,000	99%	\$ 54,220,000	-13%	\$ 47,165,000	63%	\$ 17,252,500	28%	\$ 13,500,000
Total YTD \$ Sales	\$ 30,862,495	-12%	\$ 27,281,000	99%	\$ 54,220,000	-13%	\$ 47,165,000	-1072%	\$ 552,938,500	40%	\$ 393,895,234
Listing Inventory	126	-72%	35	220%	112	-21%	89	79%	19	-80%	93

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



BEDROOMS	Avg Sold Price (\$)			Avg Sold \$ / Sq Ft (\$)			Avg Sqft			Avg Sold % to Ask			Avg Sold % to Orig			Units Sold			Dollar Sales (\$)		
	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan	% Chg	Nov-Jan	Nov-Jan 2024	% Chg	Nov-Jan 2023
1 Bdrm	1,372,500			1,827			785			95%			87%			2	0		2,745,000		
2 Bdrm	2,105,000	41%	1,488,000	1,948	31%	1,491	1,080	35%	799	92%	0%	93%	90%	4%	86%	8	60%	5	16,840,000	126%	7,440,000
3 Bdrm	1,863,125	-52%	3,905,000	1,333	-37%	2,127	1,406	-16%	1,676	96%	0%	96%	96%	1%	95%	4	-20%	5	7,452,500	-62%	19,525,000
4 Bdrm	5,090,000	-11%	5,700,000	2,348	23%	1,915	1,909	-34%	2,889	99%	1%	98%	99%	1%	98%	2	-50%	4	10,180,000	-55%	22,800,000
TH/DP	4,773,750	23%	3,867,000	2,110	33%	1,588	2,280	-6%	2,431	96%	2%	94%	96%	12%	85%	4	-20%	5	19,095,000	-1%	19,335,000

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

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Estin Report: What Snowmass Village* Areas Are Selling? 3-Mos.Avg. Sales by Location

Location	Med. Sold Price (\$M)		Med. Sold \$/SqFt			Sold Price % Ask			Sold Price % Orig			Unit Sales		Dollar Sales		Active Listings			Absorption Rate (Mos.)**					
	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2024	% Chg	Nov-Jan 2024	% Chg	Nov-Jan 2024	% Chg	Nov-Jan 2023	Nov-Jan 2024	% Chg	Nov-Jan 2023			
Divide												0	0	\$0.0		\$0.0	0	-100%	1					
Wood Run	\$12.9			\$2,568			94%		94%			1	0	\$12.9		\$0.0	2	-90%	20	6				
Ridge Run	\$5.2	-11%	\$5.8	\$1,400	24%	\$1,132	95%	14%	83%	86%	8%	80%	2	100%	1	\$10.3	78%	\$5.8	0	0	0			
Fox Run PUD	\$5.5			\$1,243			92%		92%			1	0	\$5.5		\$0.0	1	-50%	2	3				
Two Creeks												0	0	\$0.0		\$0.0	1	-80%	5					
Pines Owl Cr												0	0	\$0.0		\$0.0	8	33%	6					
Melton Ranch	\$5.5	-17%	\$6.6	\$1,666	5%	\$1,579	94%	0%	95%	94%	3%	92%	2	100%	1	\$11.0	67%	\$6.6	4	100%	2	6	0%	6
Meadow Ranch				\$2.3		\$1,332			93%			0	-100%	3	\$0.0	-100%	\$6.9	1	0%	1			1	
Horse Ranch	\$5.5	-12%	\$6.3	\$1,292	-29%	\$1,822	92%	-2%	94%	85%	-6%	90%	1	0%	1	\$5.5	-12%	\$6.3	3	-63%	8	9	-63%	24
Sinclair Meadows				\$10.8		\$2,206			90%			0	-100%	1	\$0.0	-100%	\$10.8	0	-100%	2			6	
Country Club Estates												0	0	\$0.0		\$0.0	2		0					
Old Snowmass	\$4.4	-47%	\$8.4	\$823	-48%	\$1,573	99%	10%	90%	93%	3%	90%	2	0%	2	\$8.9	-47%	\$16.9	13	30%	10	20	30%	15

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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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January 2024: Aspen Snowmass Real Estate Market Snapshot



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"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'."

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"Tim Estin brought both passion and a deep, multi-generational local knowledge of the area to the table. He was our crusader. Unbelievably, he found us an unlisted, off-market property that was perfect for us. His connections and savvy enabled us to buy the house of our dreams. He handled everything with aplomb."

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The Wall Street Journal, Bloomberg News, and NPR know Tim Estin as the 'numbers' guy. He's an award-winning Aspen broker for sales performance and author of the Estin Report – the primary market guide to Aspen Snowmass real estate. If you want to buy or sell a piece of the Aspen lifestyle, call Tim, just like the experts do.

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

- 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."

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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."

