



BJ ★ ADAMS AND COMPANY
Real Estate on Higher Ground

ASPEN/SNOWMASS/BASALT ANNUAL REAL ESTATE REPORT - PREVIEW

December 31, 2011

2011 was a year of transition for the Upper Roaring Fork Valley Real Estate Market, below is a summary of just a few real estate trends we're re-capping as we head into 2012

Our entire Annual Real Estate Report will be released by mid-January

THE MARKET

Divergence of markets - during 2011 we saw certain property types and neighborhoods gain traction, while other areas continue to struggle.

Despite some positive news, there are definitely still segments of the local real estate market that have yet to stabilize, although we feel that pretty much every neighborhood is at or near the "bottom".

Included in this Annual Report Preview is our Aspen/Snowmass Real Estate Market Index - all indications are that prices should begin to increase within the next 12-18 months in Aspen/Snowmass (note that we expect modest gains in areas like the Central Core and West End to take hold sooner, while Snowmass Village will likely take longer to recover).

ASPEN

Nearly 19% of all Single Family Home sales in 2011 were above \$10 million - historically, this segment of the market is closer to 12%-14%.

The Average Price per Square Foot for all Condo/Single Family sales was basically even with 2010 (slightly up for Condos and down for Single Family).

The Total Number of Sales and Sales Dollar Volume were both up 15% for the year, although the market slowed in the latter part of the year.

SNOWMASS VILLAGE

An incredible year with the sale of the Silvertree Hotel, foreclosure of Base Village and the highest priced ski-accessible home sale ever. All of these milestones were underscored by continued uncertainty and price weakness.

An astounding 83% increase in the Number of Condo Sales over 2010, but a nearly 19% decrease in the Number of Single Family Sales.

Average Price per Square Foot continued to slide approximately 8%-9% from 2010 levels, but the Average Sales Price Discount has started to narrow.

BASALT

By far the Upper Valley's strongest performer with regards to the increase in the Number of Sales - 65% more Sales overall than 2010.

The relatively high number of foreclosure and short-sale properties took its toll on prices, with the Average Price per Square Foot for Condos dropping nearly 21%.

Prices seem to be finding a floor, and the strong uptick in the Number of Sales and Sales Dollar Volume will lay the foundation for a recovery in the coming 2-3 years.

ALSO INCLUDED IN THIS SUMMARY REPORT:

ASPEN/SNOWMASS REAL ESTATE MARKET INDEX

2011 VERSUS 2010 REAL ESTATE PERFORMANCE RE-CAP

SNOWMASS VILLAGE SKI REPORT - A NEW REPORT WE HAVE DEVELOPED FOR THE SNOWMASS CONDO & HOME MARKET'S

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www.AspenUpdate.com

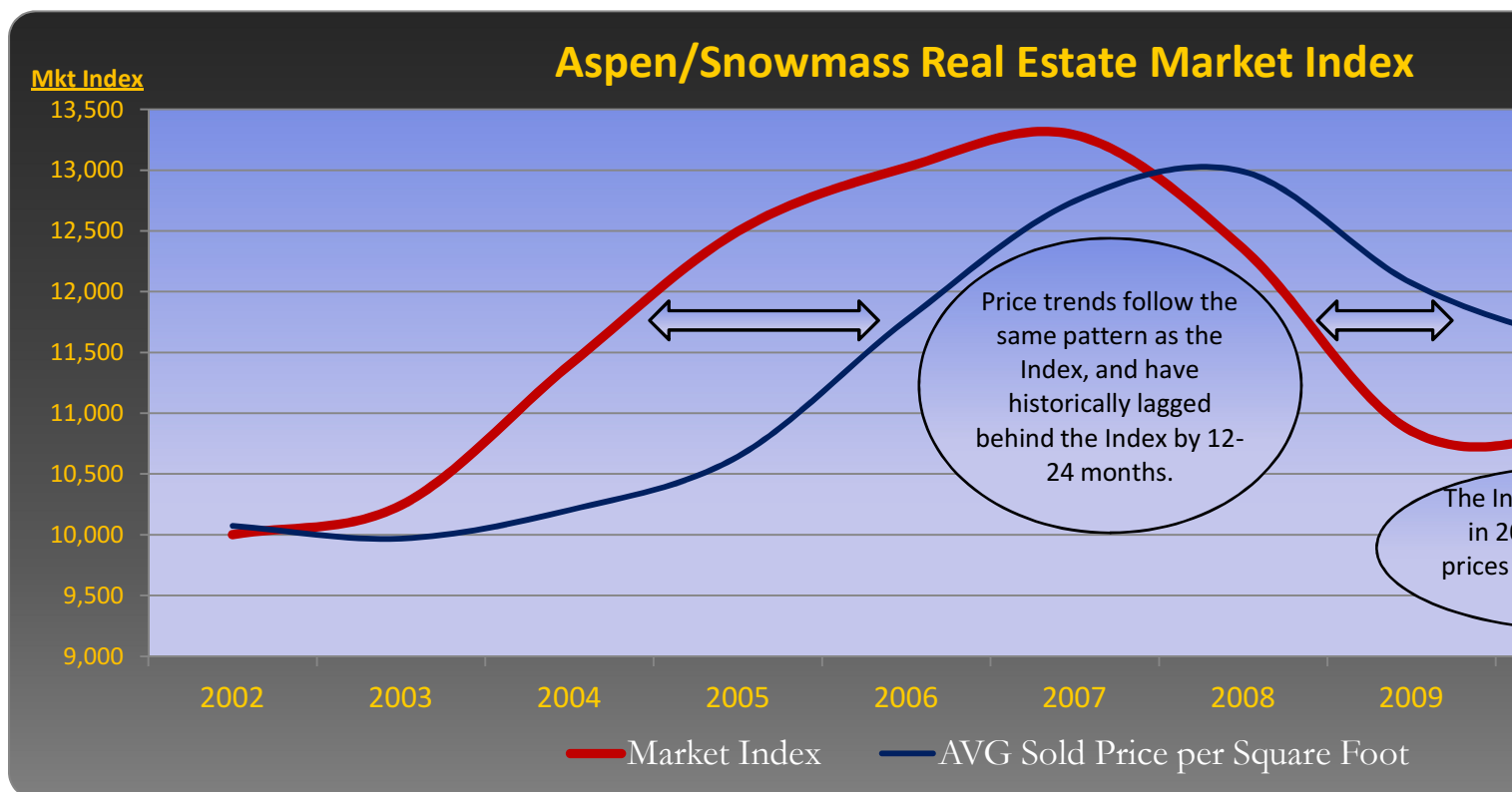


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THE ASPEN/SNOWMASS REAL ESTATE MARKET INDEX

The Index measures the "strength" of the Aspen/Snowmass real estate market by tracking a variety of real estate trends. We are an excellent predictor of the future direction of pricing for our local real estate market.

Today, the Index is heading upwards, and we feel prices will likely follow in the coming year - some neighborhoods have already increased, while other areas are still lagging. Conversely, the Index showed a peak and subsequent downturn in 2007, a full year of price fall in Aspen/Snowmass. Location matters, trends at the Aspen/Snowmass level are not always moving in the same direction as property types.



CURRENT MARKET ACTIVITY - YTD Performance

Current and Prior Year Data Through: December

As of: December 31, 2011

2011 YTD	# of Sales	\$ Volume	AVG \$/SF	AVG Sold Price	AVG Original Price	AVG Orig-Sold %	AVG Asking Price	AVG Ask-Sold %
Aspen	187	\$707,427,037	\$1,029	\$3,783,032	\$5,044,947	21%	\$4,422,417	11%
Condo/Townhouse	95	\$175,834,037	\$1,043	\$1,850,885	\$2,391,822	20%	\$2,087,496	10%
Single Family	81	\$510,762,500	\$1,012	\$6,305,710	\$8,488,889	22%	\$7,448,307	12%
Single Family Lot	11	\$20,830,500	N/A	\$1,893,682	\$2,598,364	28%	\$2,306,091	18%
Snowmass Village	82	\$140,768,326	\$681	\$1,716,687	\$2,108,323	19%	\$1,961,039	11%
Condo/Townhouse	55	\$49,798,326	\$624	\$905,424	\$1,134,384	20%	\$1,032,185	11%
Single Family	22	\$85,795,000	\$822	\$3,899,773	\$4,734,382	18%	\$4,468,909	11%
Single Family Lot	5	\$5,175,000	N/A	\$1,035,000	\$1,267,000	11%	\$1,143,800	8%
Basalt	114	\$64,098,409	\$264	\$562,267	\$758,358	21%	\$628,690	9%
Condo/Townhouse	48	\$16,556,705	\$229	\$344,931	\$465,010	20%	\$382,295	8%
Single Family	55	\$45,013,704	\$294	\$818,431	\$1,093,152	19%	\$911,955	7%
Single Family Lot	11	\$2,528,000	N/A	\$229,818	\$364,445	36%	\$287,545	20%
Total	383	\$912,293,772	\$732	\$2,381,968	\$3,140,314	21%	\$2,766,235	11%

2010 YTD	# of Sales	\$ Volume	AVG \$/SF	AVG Sold Price	AVG Original Price	AVG Orig-Sold %	AVG Asking Price	AVG Ask-Sold %
Aspen	163	\$616,906,803	\$1,037	\$3,784,704	\$5,162,815	24%	\$4,537,279	13%
Condo/Townhouse	78	\$131,434,803	\$1,025	\$1,685,062	\$2,273,319	24%	\$1,957,431	12%
Single Family	72	\$437,222,000	\$1,050	\$6,072,528	\$8,258,054	24%	\$7,284,263	13%
Single Family Lot	13	\$48,250,000	N/A	\$3,711,538	\$5,356,923	30%	\$4,802,308	21%
Snowmass Village	62	\$155,283,350	\$785	\$2,504,570	\$3,369,418	22%	\$2,929,456	13%
Condo/Townhouse	30	\$29,883,500	\$684	\$996,117	\$1,300,300	23%	\$1,178,213	13%
Single Family	27	\$116,794,850	\$897	\$4,325,735	\$5,910,367	24%	\$5,059,996	13%
Single Family Lot	5	\$8,605,000	N/A	\$1,721,000	\$2,063,000	9%	\$1,932,000	7%
Basalt	69	\$39,014,471	\$296	\$565,427	\$749,933	20%	\$634,305	8%
Condo/Townhouse	34	\$14,666,135	\$290	\$431,357	\$535,972	15%	\$484,465	7%
Single Family	29	\$22,700,836	\$303	\$782,787	\$1,053,464	20%	\$869,460	8%
Single Family Lot	6	\$1,647,500	N/A	\$274,583	\$495,317	45%	\$346,817	9%
Total	294	\$811,204,624	\$811	\$2,759,199	\$3,748,939	23%	\$3,282,210	12%

2011 YTD vs 2010 YTD	# of Sales	\$ Volume	AVG \$/SF	AVG Sold Price	AVG Original Price	AVG Orig-Sold %	AVG Asking Price	AVG Ask-Sold %
Aspen	14.7%	14.7%	-0.8%	0.0%	-2.3%	3.3%	-2.5%	1.5%
Condo/Townhouse	21.8%	33.8%	1.8%	9.8%	5.2%	4.2%	6.6%	1.7%
Single Family	12.5%	16.8%	-3.7%	3.8%	2.8%	2.2%	2.3%	0.5%
Single Family Lot	-15.4%	-56.8%	N/A	-49.0%	-51.5%	2.3%	-52.0%	3.2%
Snowmass Village	32.3%	-9.3%	-13.3%	-31.5%	-37.4%	3.7%	-33.1%	1.7%
Condo/Townhouse	83.3%	66.6%	-8.7%	-9.1%	-12.8%	3.3%	-12.4%	1.9%
Single Family	-18.5%	-26.5%	-8.4%	-9.8%	-19.9%	6.5%	-11.7%	2.1%
Single Family Lot	0.0%	-39.9%	N/A	-39.9%	-38.6%	-1.8%	-40.8%	-1.1%
Basalt	65.2%	64.3%	-10.8%	-0.6%	1.1%	-1.4%	-0.9%	-1.1%
Condo/Townhouse	41.2%	12.9%	-20.9%	-20.0%	-13.2%	-5.2%	-21.1%	-1.0%
Single Family	89.7%	98.3%	-2.9%	4.6%	3.8%	1.1%	4.9%	1.0%
Single Family Lot	83.3%	53.4%	N/A	-16.3%	-26.4%	9.3%	-17.1%	-10.8%
Total	30.3%	12.5%	-9.7%	-13.7%	-16.2%	2.3%	-15.7%	1.1%

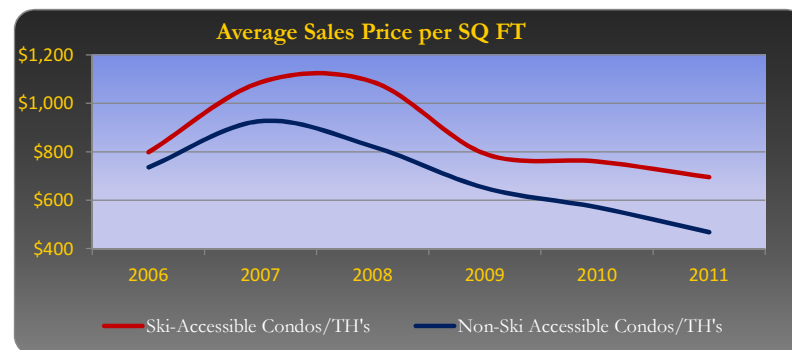
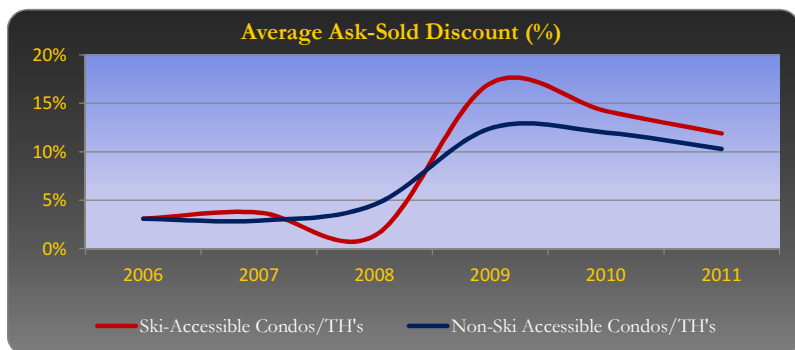
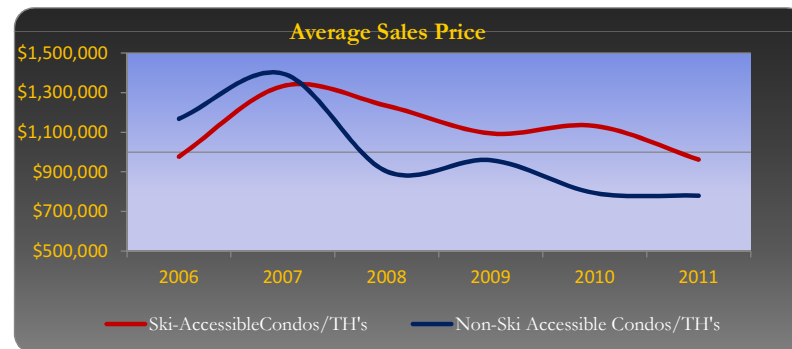
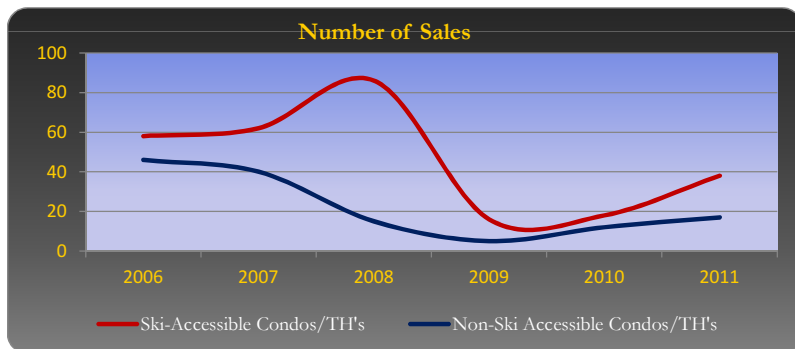


SKI ACCESSIBLE PROPERTIES

Condos/Townhomes	Listed	Pending	2011	2010	2009	2008	2007	2006
Number of Listings/Sales	122	0	38	18	16	86	62	58
AVG Price per SQ FT	\$850	\$0	\$695	\$760	\$791	\$1,088	\$1,086	\$797
AVG Sold Price	N/A	N/A	\$961,532	\$1,131,417	\$1,093,556	\$1,233,199	\$1,332,399	\$976,397
AVG Asking Price	\$1,224,602	\$0	\$1,101,239	\$1,322,689	\$1,407,094	\$1,256,682	\$1,385,311	\$1,018,405
AVG Original Price	\$1,328,250	\$0	\$1,196,308	\$1,452,056	\$1,587,406	\$1,263,042	\$1,406,047	\$1,019,328
AVG Ask/Sold Discount %	N/A	0	11.9%	14.2%	17.1%	1.3%	3.7%	3.1%
AVG Days on Market	316	0	228	258	195	763	274	112

NON-SKI ACCESSIBLE PROPERTIES

Condos/Townhomes	Listed	Pending	2011	2010	2009	2008	2007	2006
Number of Listings/Sales	54	2	17	12	5	15	40	46
AVG Price per SQ FT	\$735	\$358	\$467	\$570	\$650	\$821	\$927	\$736
AVG Sold Price	N/A	N/A	\$780,007	\$793,167	\$959,000	\$901,933	\$1,396,130	\$1,167,843
AVG Asking Price	\$1,184,401	\$389,450	\$877,829	\$961,500	\$1,122,600	\$948,333	\$1,449,848	\$1,212,217
AVG Original Price	\$1,242,797	\$389,450	\$995,965	\$1,072,667	\$1,374,800	\$1,042,800	\$1,477,723	\$1,232,348
AVG Ask/Sold Discount %	N/A	N/A	10.3%	12.0%	12.4%	4.6%	2.9%	3.1%
AVG Days on Market	303	134	353	295	290	203	175	106





SKI ACCESSIBLE PROPERTIES

Single Family Homes	Listed	Pending	2011	2010	2009	2008	2007	2006
Number of Listings/Sales	36	0	10	14	6	16	16	20
AVG Price per SQ FT	\$1,377	\$0	\$1,113	\$1,077	\$1,401	\$1,505	\$1,344	\$977
AVG Sold Price	N/A	N/A	\$6,052,500	\$5,419,275	\$9,162,500	\$7,356,750	\$6,420,188	\$4,544,080
AVG Asking Price	\$7,170,208	\$0	\$7,022,000	\$6,337,857	\$10,510,833	\$7,830,313	\$6,675,000	\$4,883,000
AVG Original Price	\$7,434,972	\$0	\$7,232,340	\$7,651,786	\$11,006,667	\$7,901,875	\$6,813,125	\$5,049,750
AVG Ask/Sold Discount %	N/A	0	13.1%	12.9%	12.8%	7.1%	4.0%	6.4%
AVG Days on Market	355	0	278	272	325	142	290	252

NON-SKI ACCESSIBLE PROPERTIES

Single Family Homes	Listed	Pending	2011	2010	2009	2008	2007	2006
Number of Listings/Sales	39	1	12	13	10	13	19	29
AVG Price per SQ FT	\$965	\$943	\$580	\$704	\$582	\$837	\$925	\$820
AVG Sold Price	N/A	N/A	\$2,105,833	\$3,148,077	\$1,857,500	\$3,450,177	\$3,940,000	\$3,050,199
AVG Asking Price	\$4,523,538	\$3,800,000	\$2,341,333	\$3,683,838	\$2,275,500	\$3,789,154	\$4,102,316	\$3,208,103
AVG Original Price	\$4,888,538	\$4,200,000	\$2,652,750	\$4,034,992	\$2,543,000	\$3,993,769	\$4,287,316	\$3,157,414
AVG Ask/Sold Discount %	N/A	N/A	9.9%	14.1%	18.3%	8.7%	3.7%	4.6%
AVG Days on Market	322	996	327	200	253	246	202	193

