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# ASPEN/SNOWMASS REAL ESTATE MARKET OVERVIEW

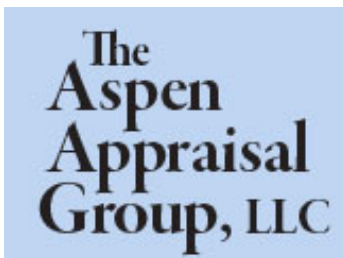
FEBRUARY 12, 2014

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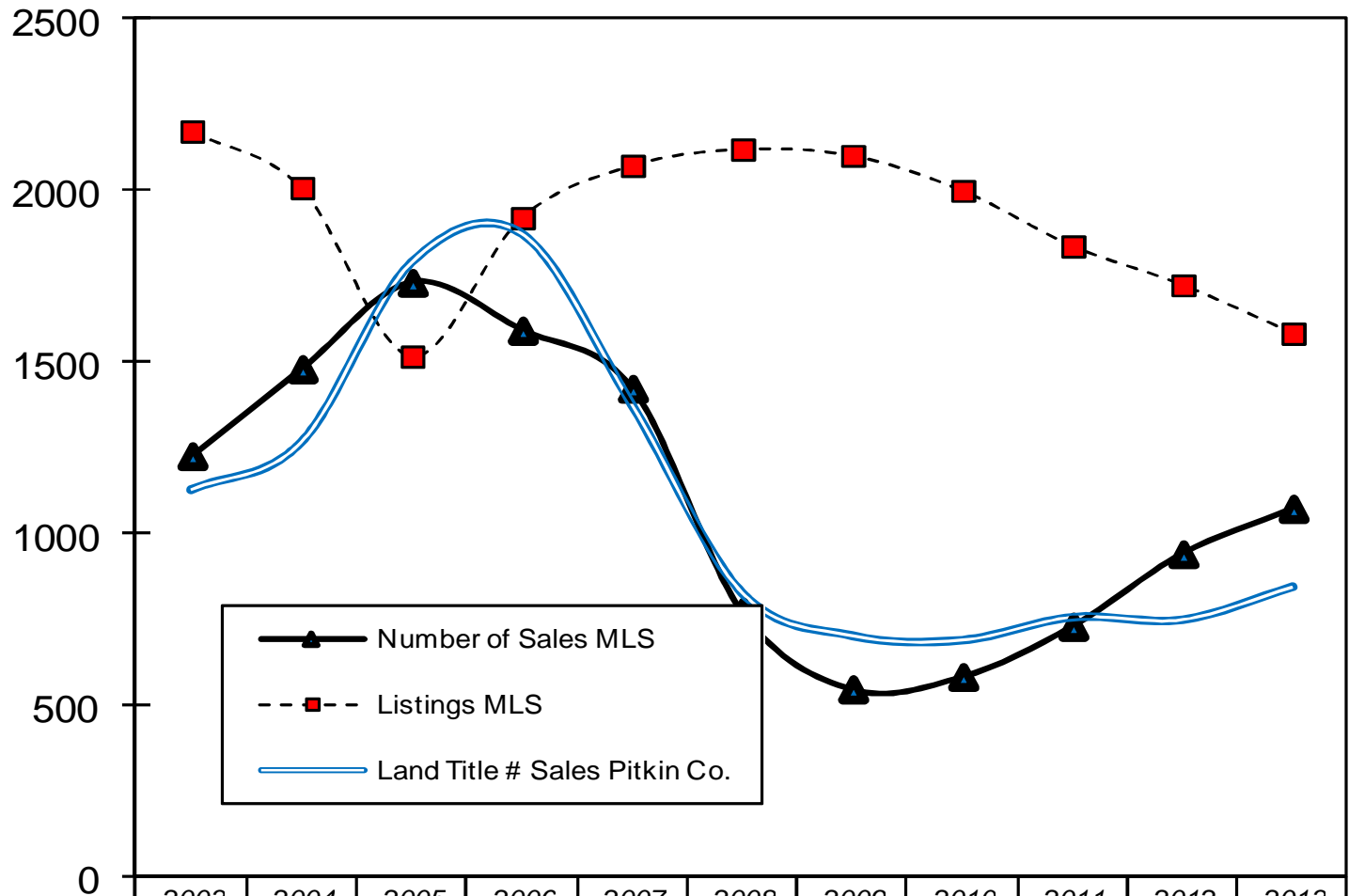
*Presented by:*

Randy Gold, MAI, SRA – Aspen Appraisal Group

Andrew Ernemann, Broker Associate – Aspen Snowmass Sotheby's International Realty



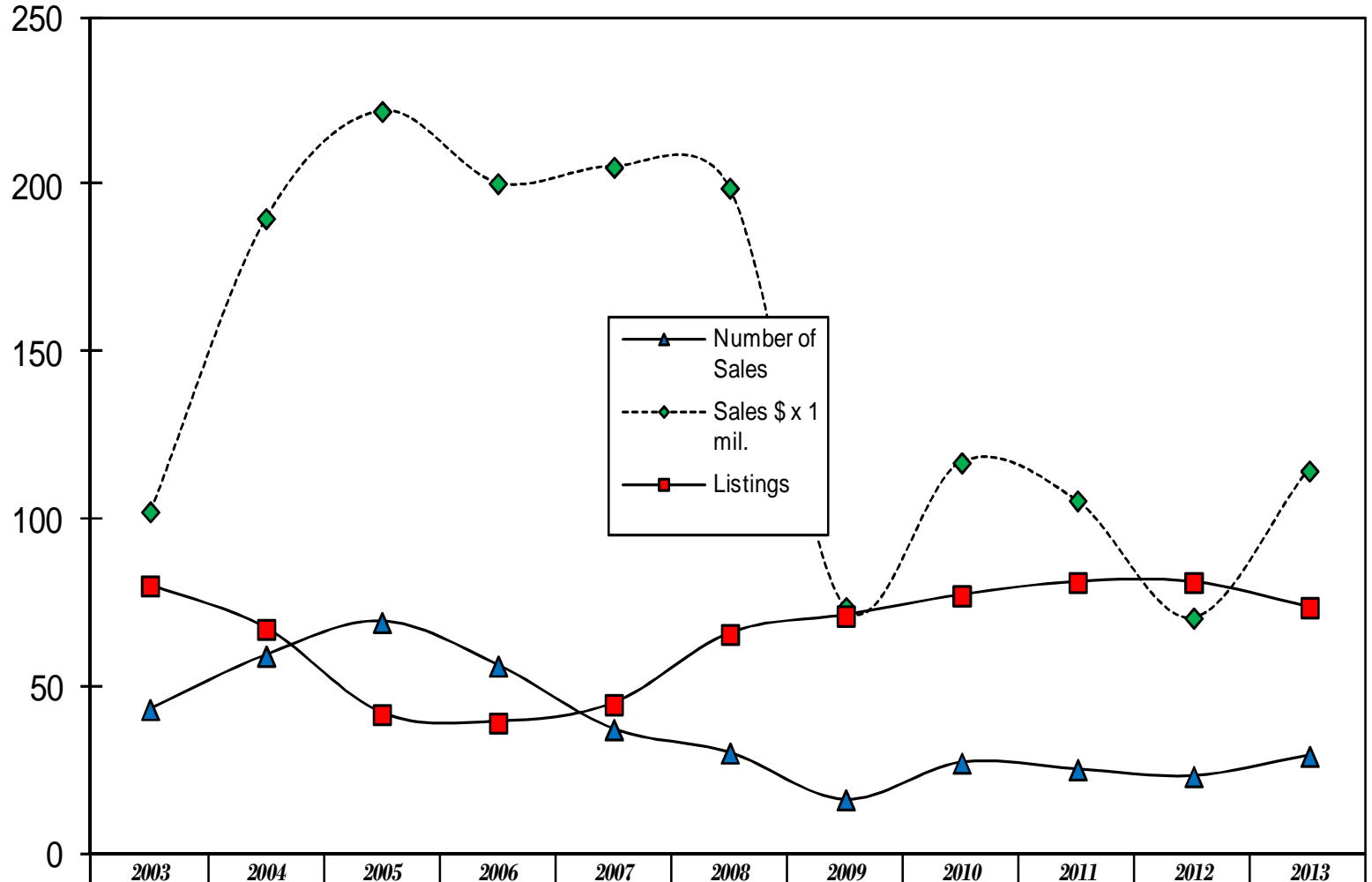
# MLS & Land Title Data Pitkin County



—▲— Number of Sales MLS	1231	1484	1735	1596	1427	778	552	588	734	945	1077
- - ■ - - Listings MLS	2176	2012	1520	1924	2076	2124	2105	2003	1842	1728	1588
— Land Title # Sales Pitkin Co.	1129	1268	1794	1879	1379	828	702	689	756	749	845

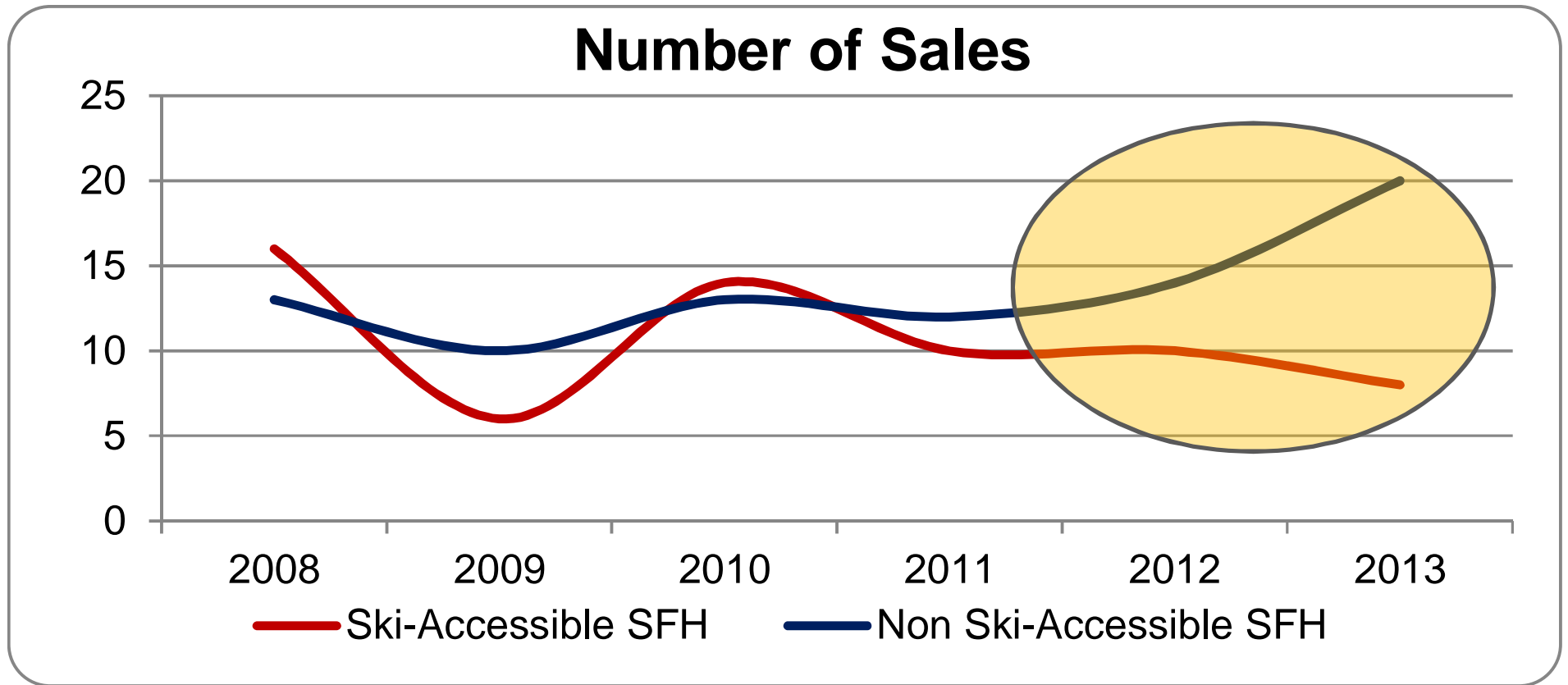
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# Snowmass Single Family Sales & Listings

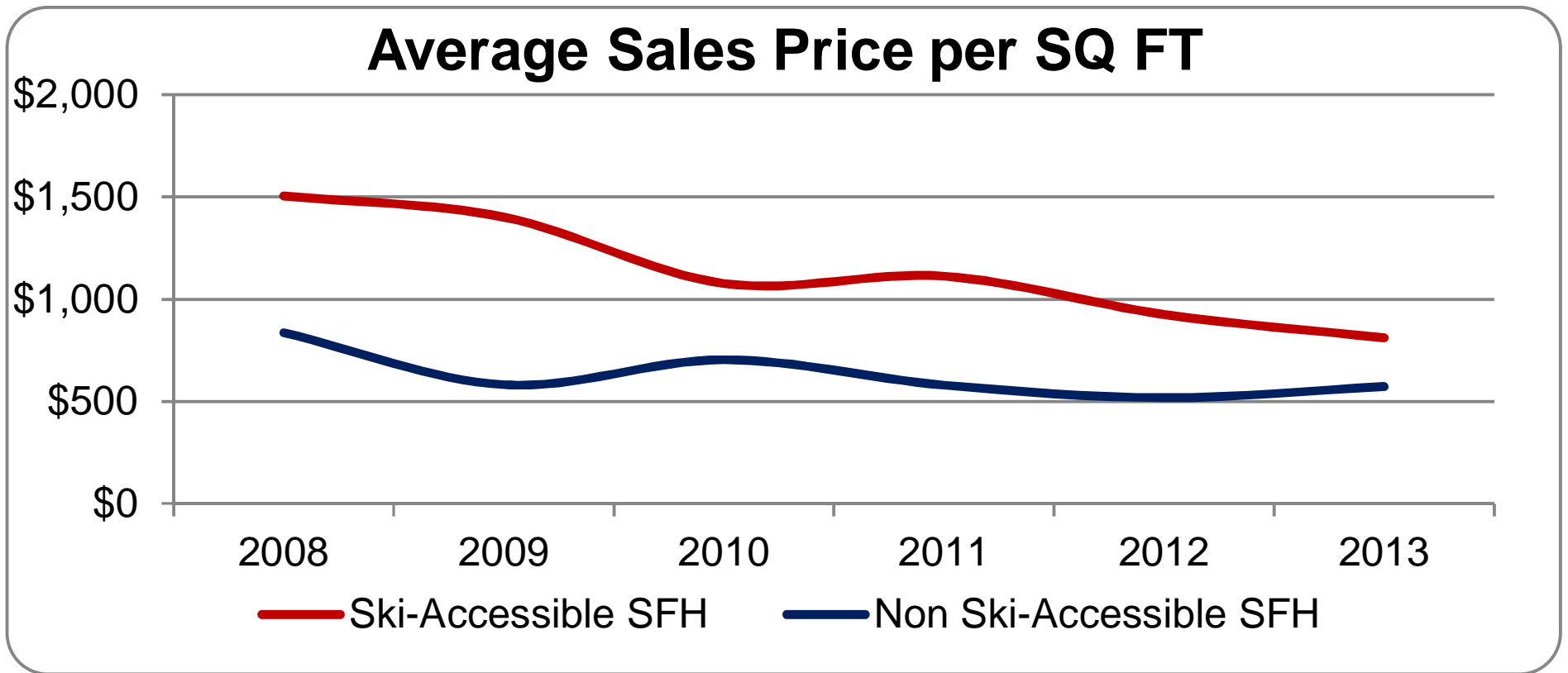


—▲— <i>Number of Sales</i>	43	59	69	56	37	30	16	27	25	23	29
- - -◆- - - <i>Sales \$ x 1 mil.</i>	\$102.13	\$189.84	\$221.82	\$200.31	\$205.18	\$198.94	\$73.55	\$116.78	\$105.46	\$70.36	\$114.35
—■— <i>Listings</i>	80	67	42	39	45	66	71	77	81	81	74

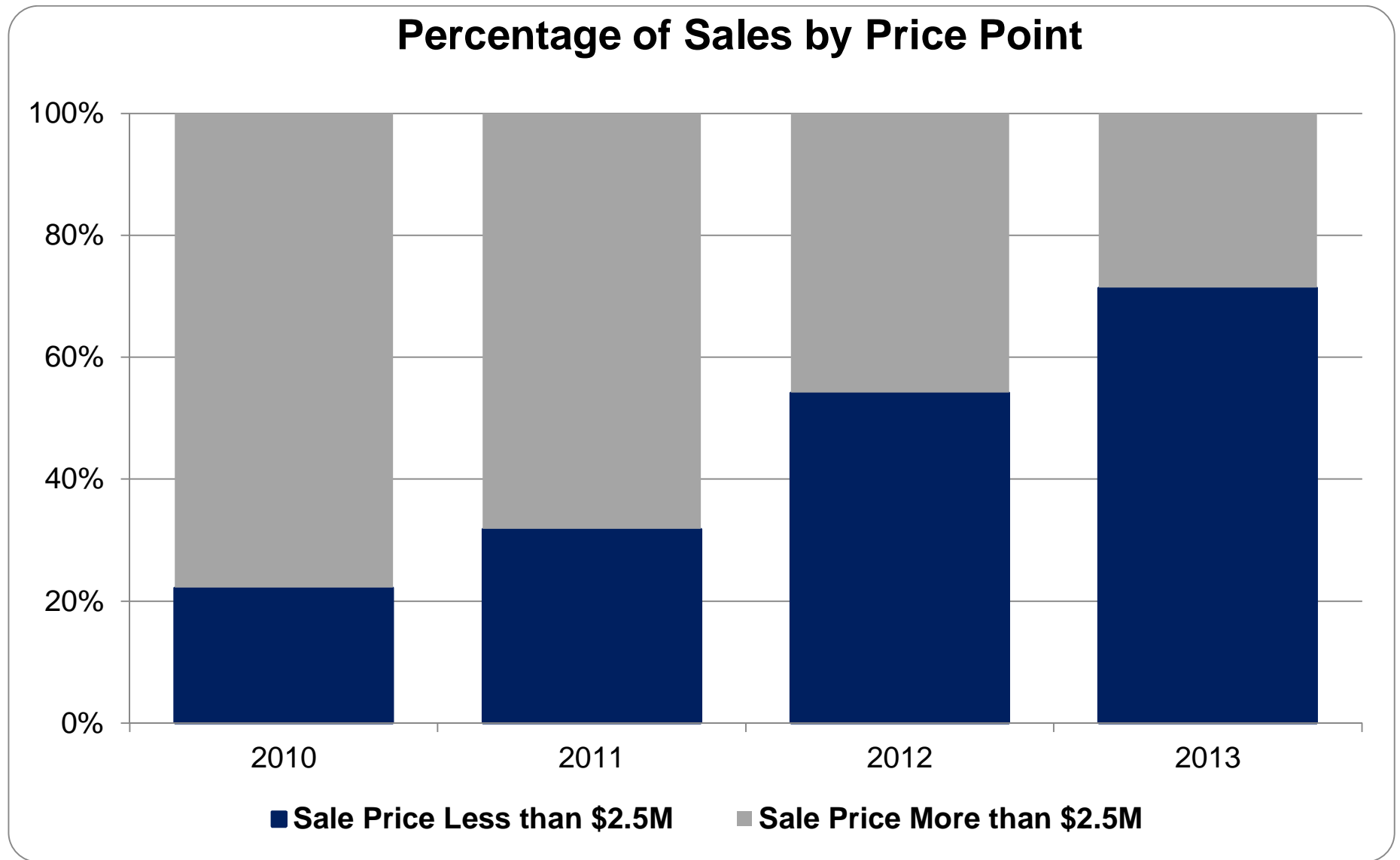
# Snowmass Village Single Family Homes



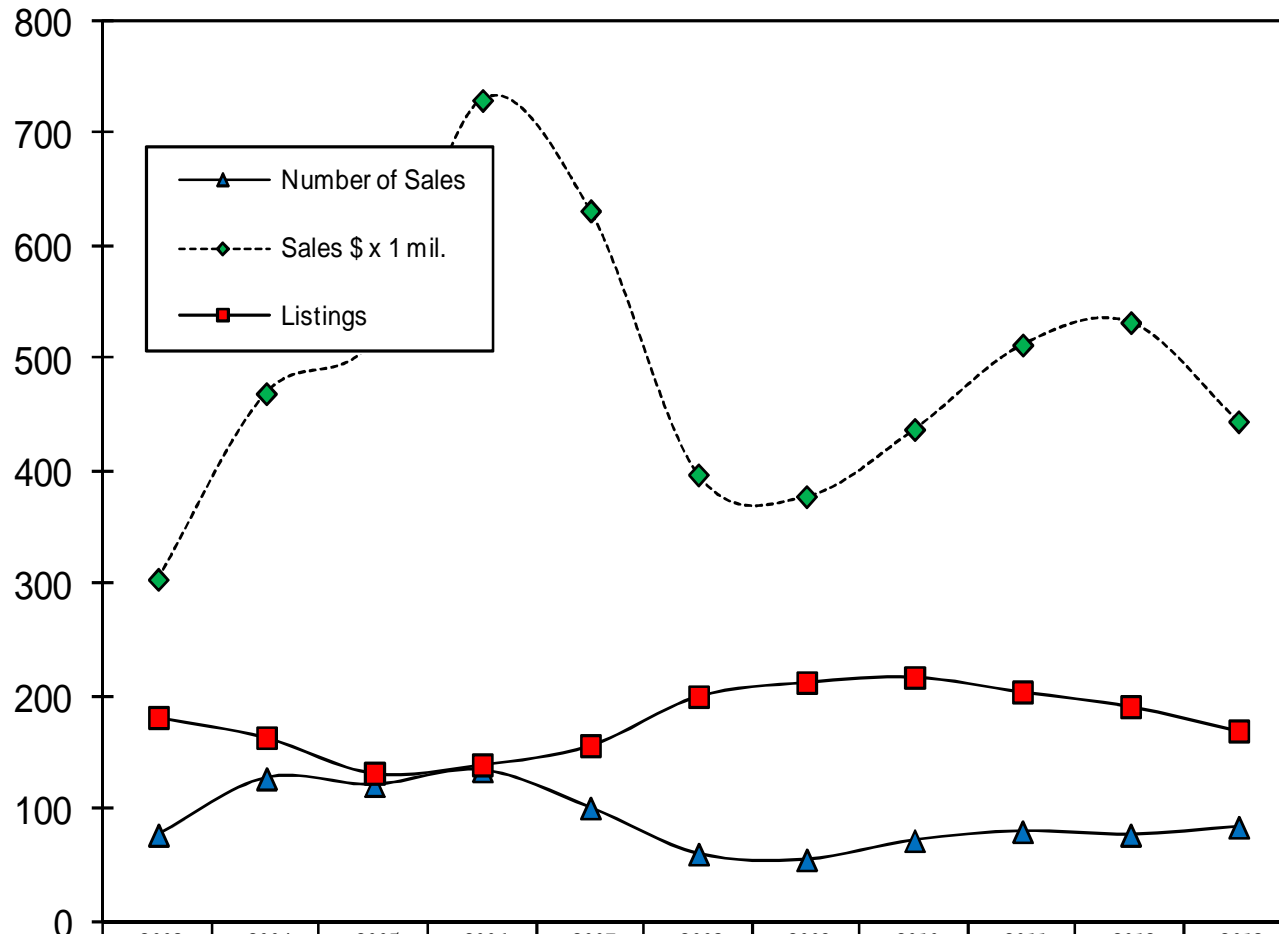
# Snowmass Village Single Family Homes



# Snowmass Village Single Family Homes



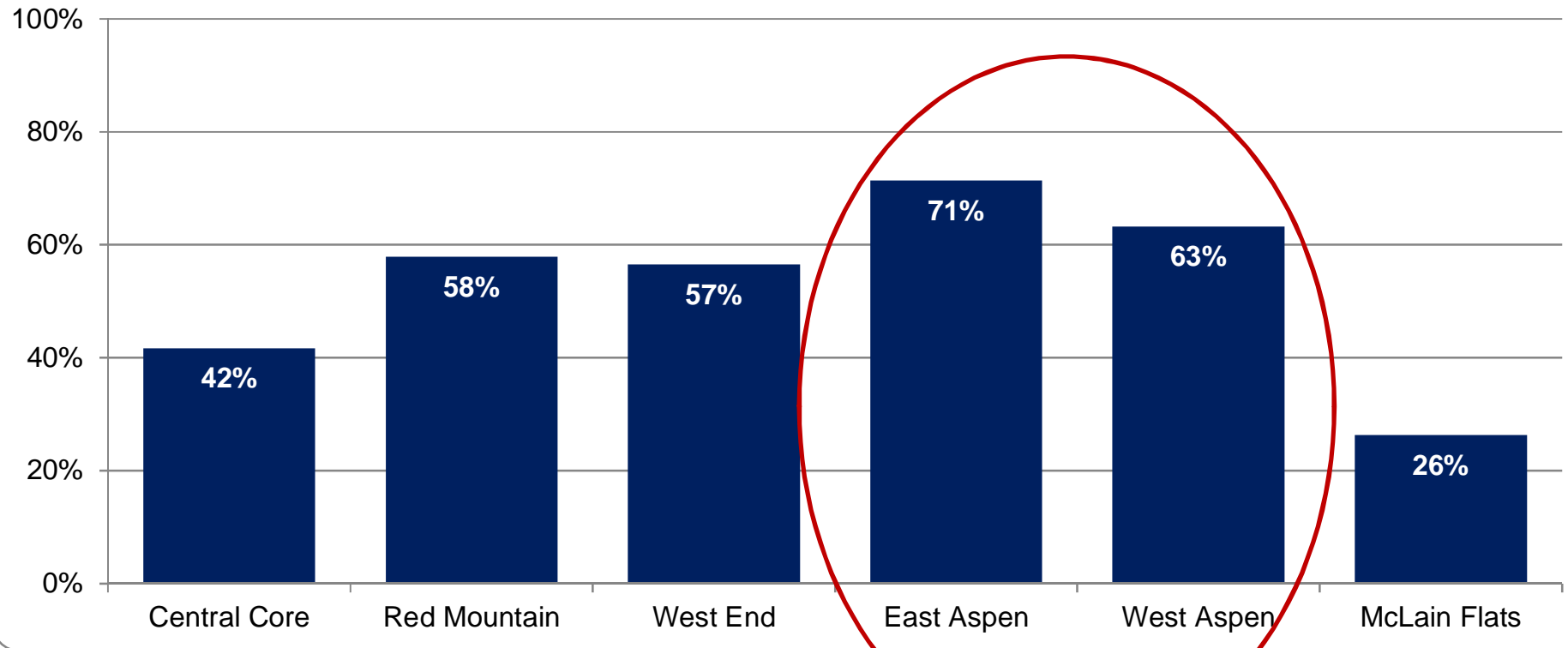
# Aspen Single Family Sales & Listings



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
—▲— <i>Number of Sales</i>	77	127	121	134	101	60	55	72	80	77	84
---◆--- <i>Sales \$ x 1 mil.</i>	\$303.94	\$469.01	\$517.11	\$729.37	\$631.20	\$396.90	\$377.57	\$437.18	\$512.15	\$532.03	\$444.09
—■— <i>Listings</i>	182	164	132	140	157	200	213	217	204	191	170

# Aspen Single Family Homes

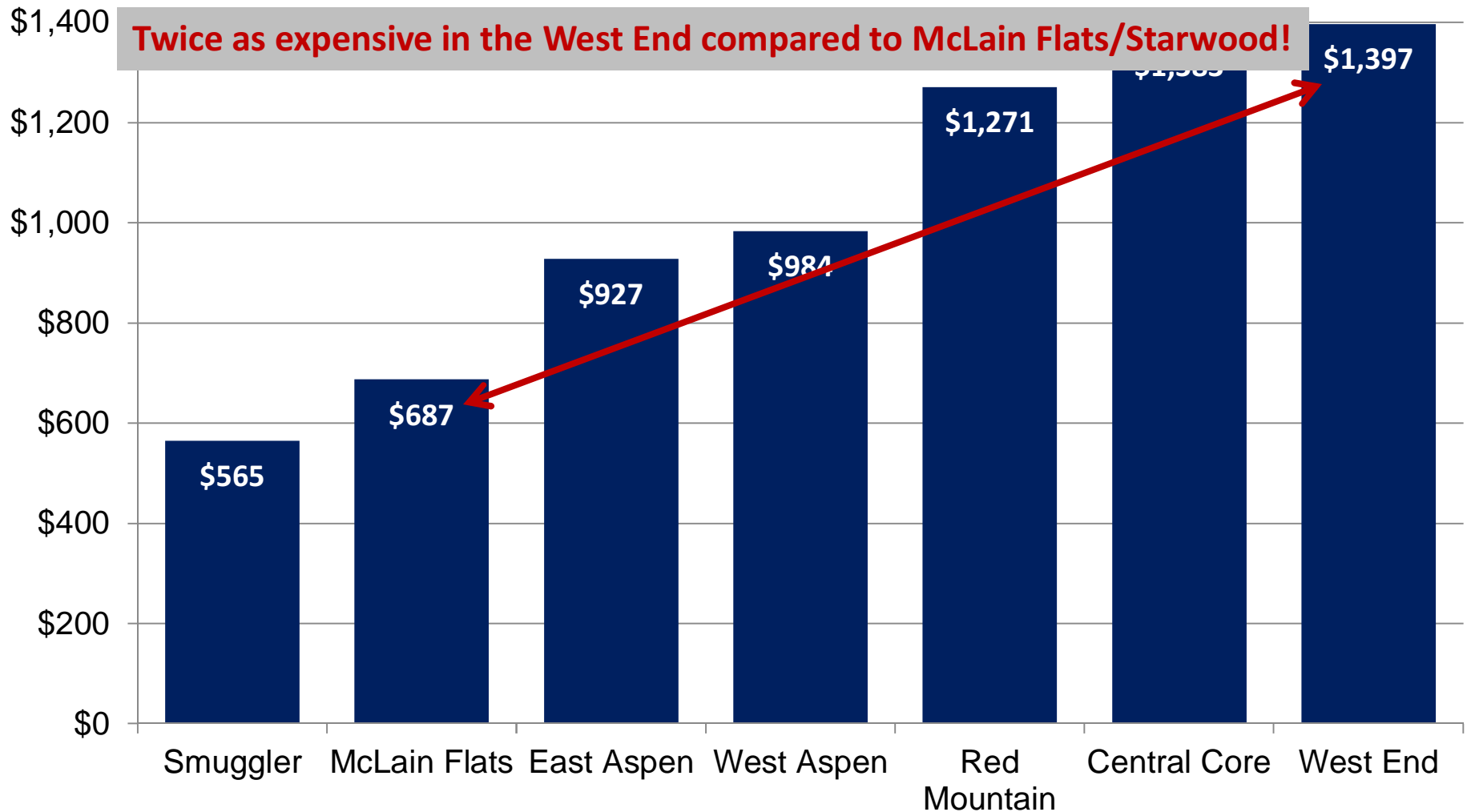
**Aspen Single Family Home Activity**  
*Number of 2013 Sales as a Percentage of Current Listings*





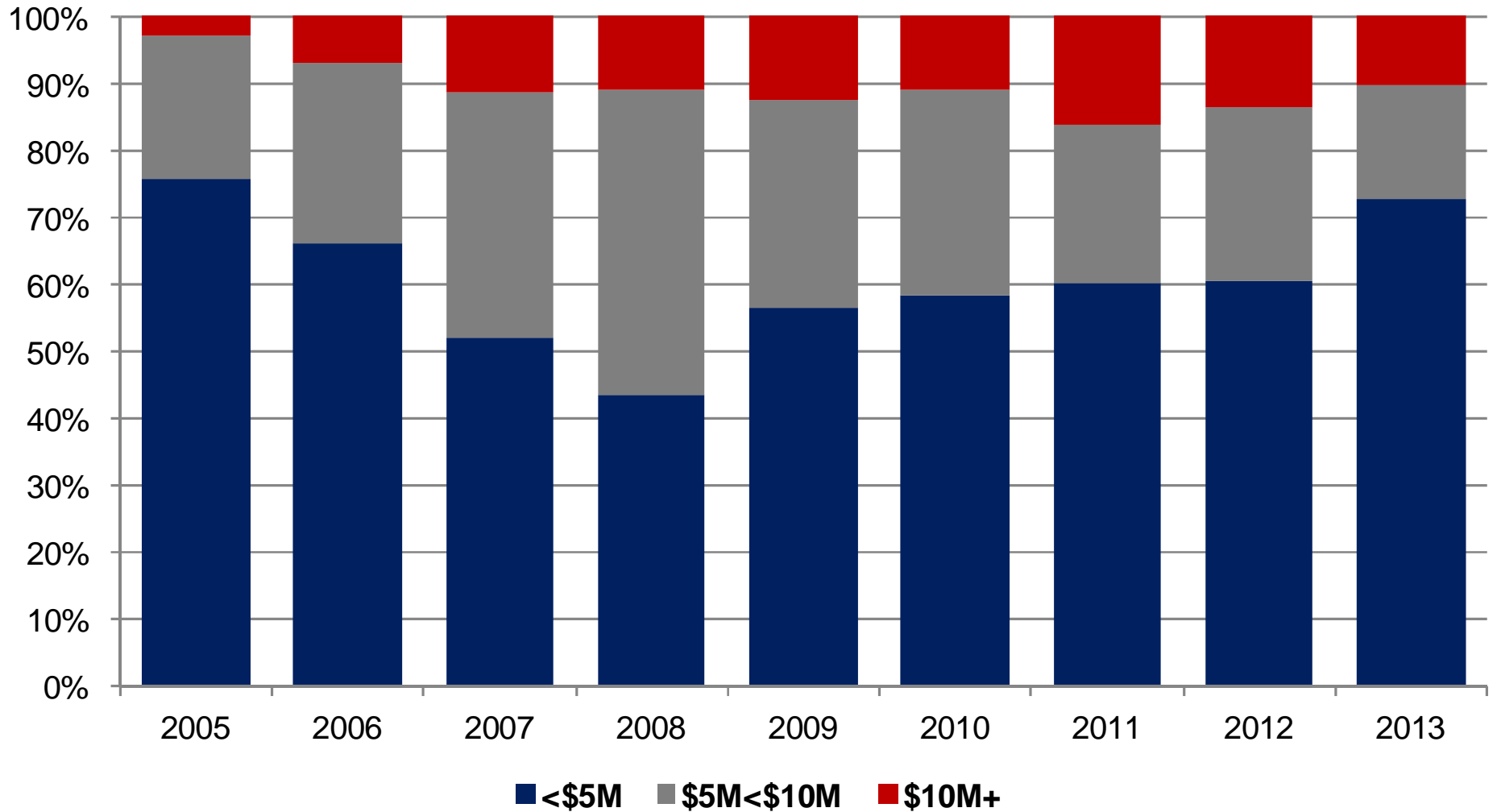
# Aspen Single Family Homes

## Average Sales Price per SQ FT - 2013

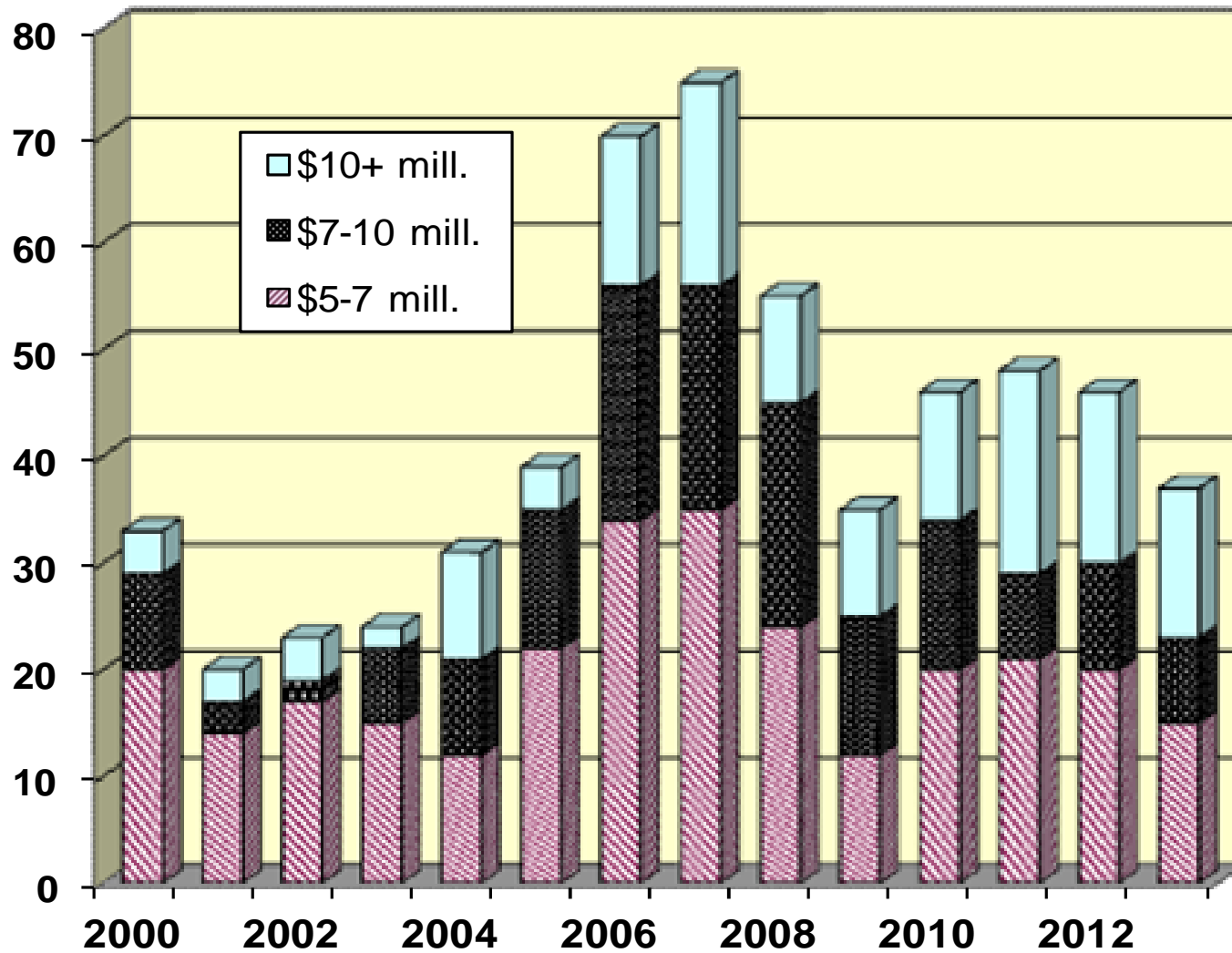


# Aspen Single Family Homes

## Aspen/Snowmass Single Family Home Sales

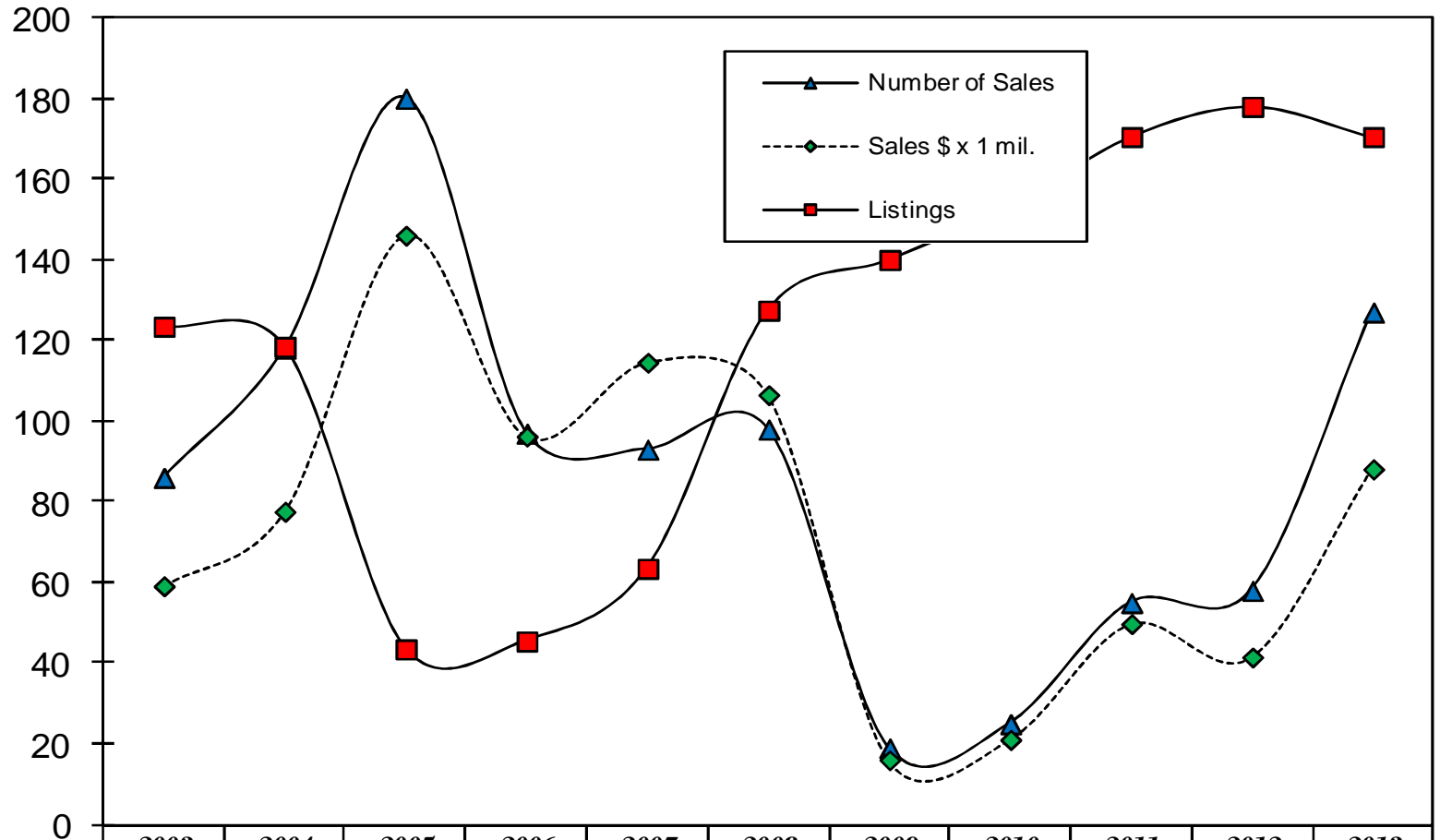


# Sales of Homes Over \$5 Million Upper R.F. Valley 2000-2013



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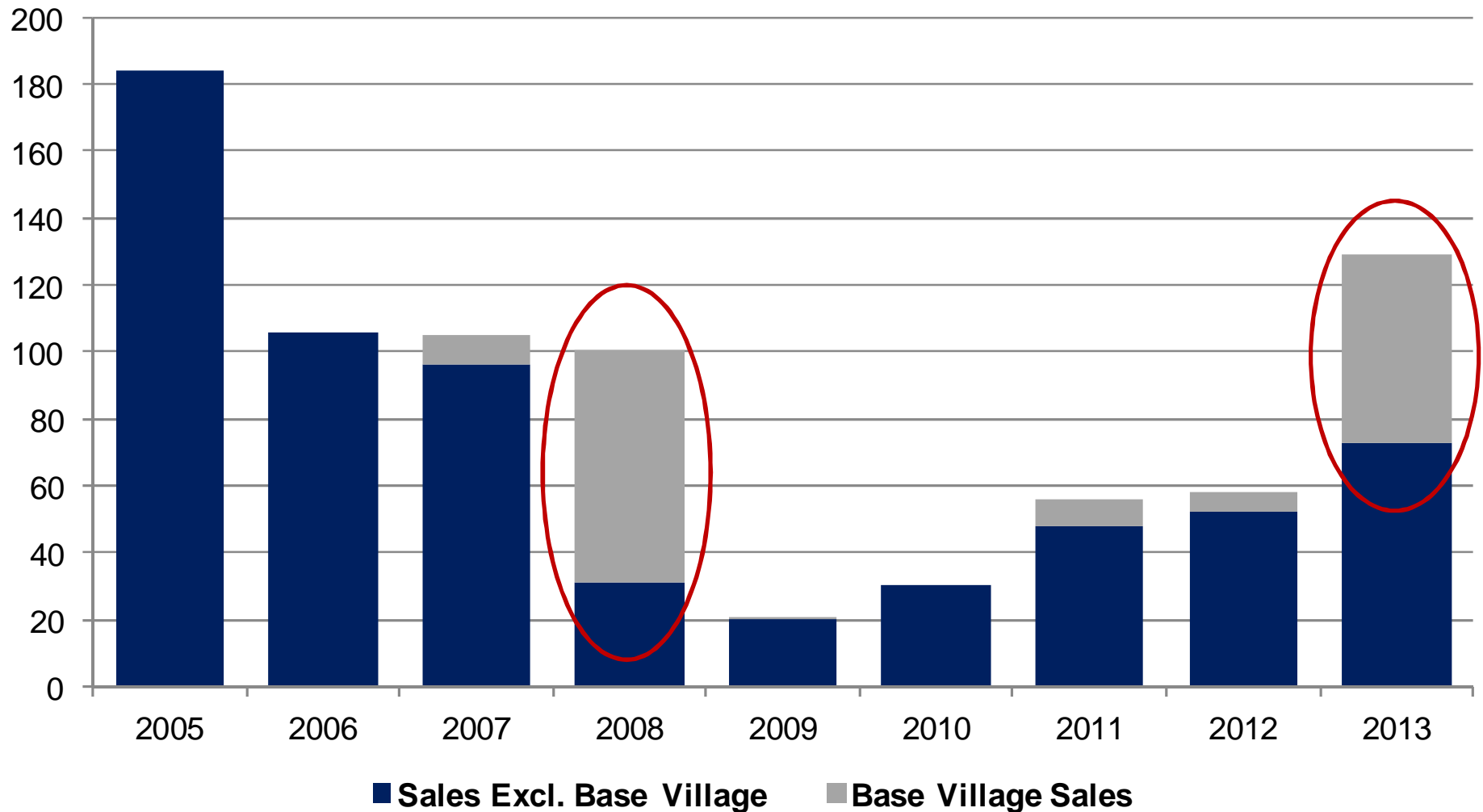
# Snowmass Condo Sales & Listings



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
—▲— <i>Number of Sales</i>	86	118	180	97	93	98	19	25	55	58	127
---◆--- <i>Sales \$ x 1 mil.</i>	\$59.17	\$77.61	\$146.08	\$96.26	\$114.57	\$106.53	\$16.04	\$21.09	\$49.80	\$41.52	\$88.14
—■— <i>Listings</i>	124	119	44	46	64	128	140	153	171	178	171

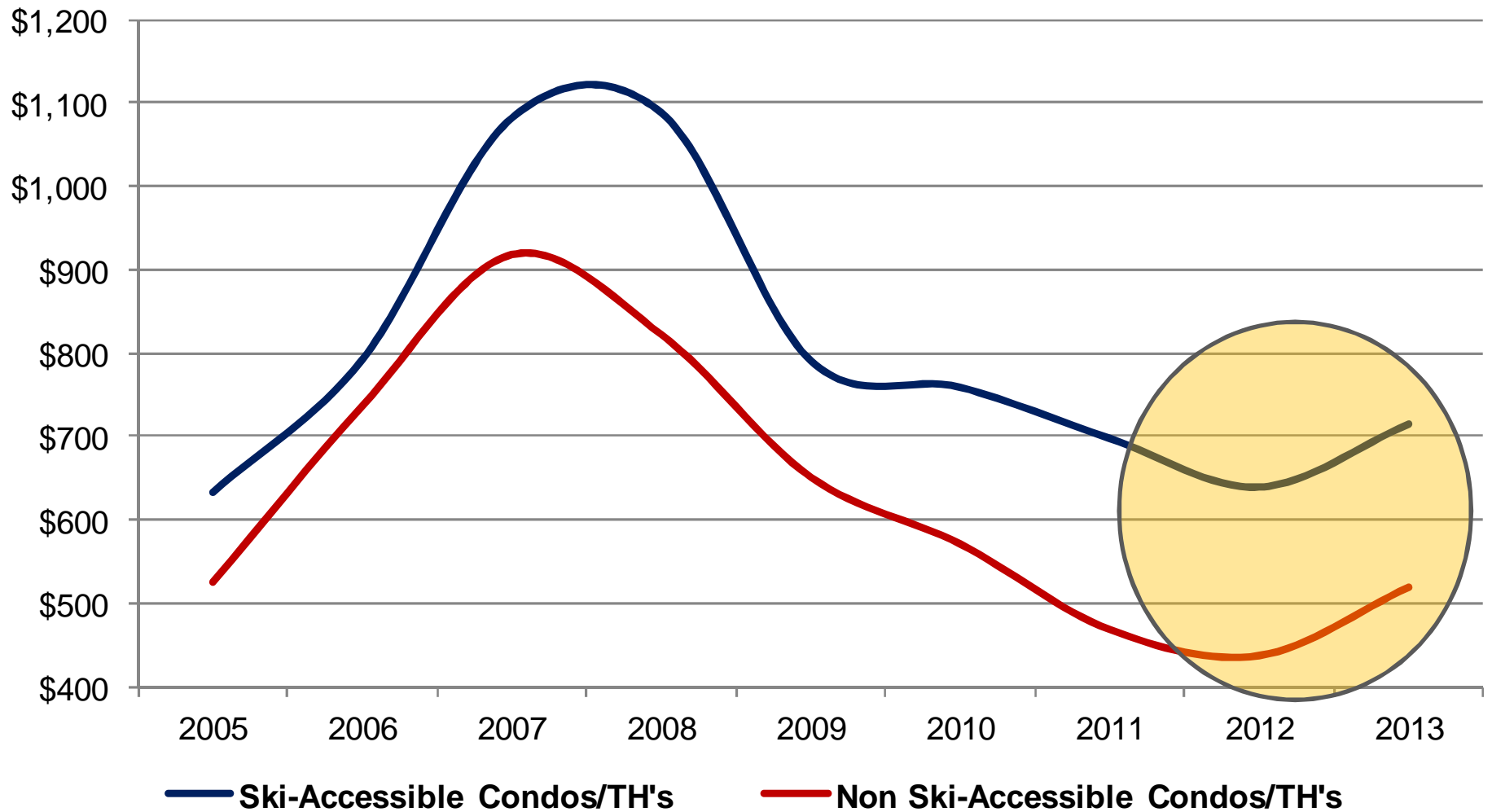
# Snowmass Village Condos/Townhomes

## Number of Sales by Location

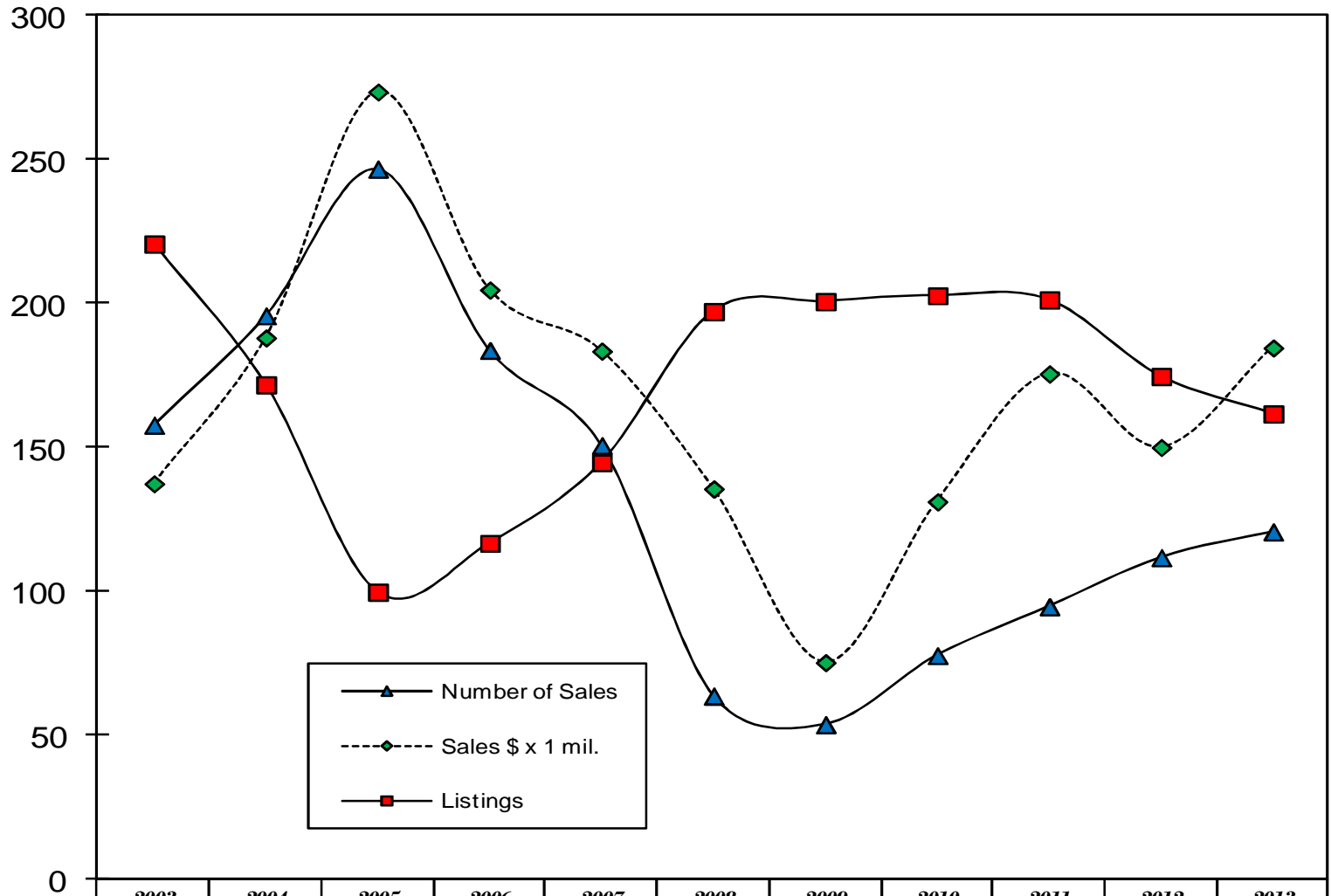


# Snowmass Village Condos/Townhomes

## Average Sales Price per SQ FT - Snowmass



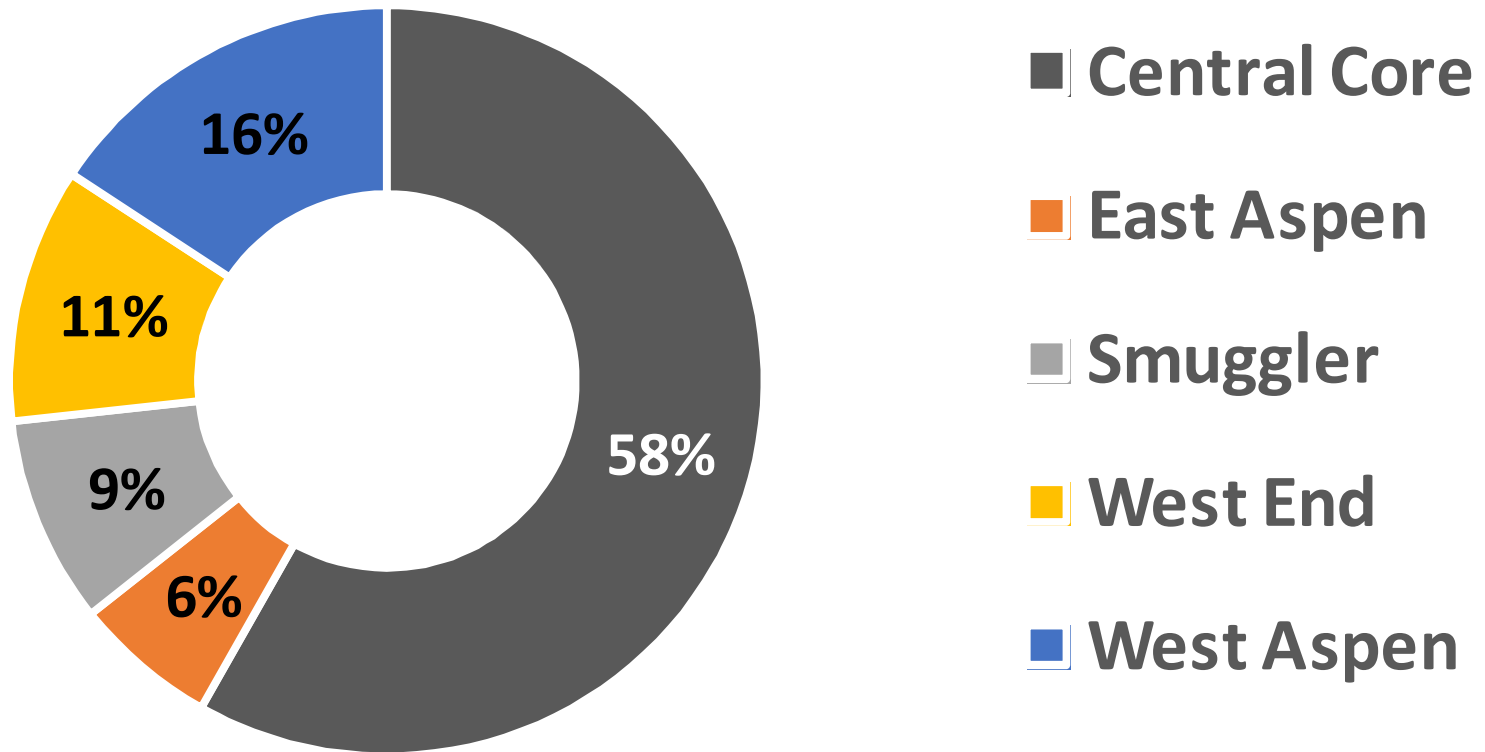
# Aspen Condo Sales & Listings



	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
—▲— Number of Sales	158	196	247	184	151	64	54	78	95	112	121
- - -◆- - Sales \$ x 1 mil.	\$137.70	\$188.33	\$273.76	\$204.99	\$183.77	\$135.87	\$75.60	\$131.43	\$175.83	\$150.27	\$184.86
—■— Listings	221	172	100	117	145	198	201	203	202	175	162

# Aspen Condos/Townhomes

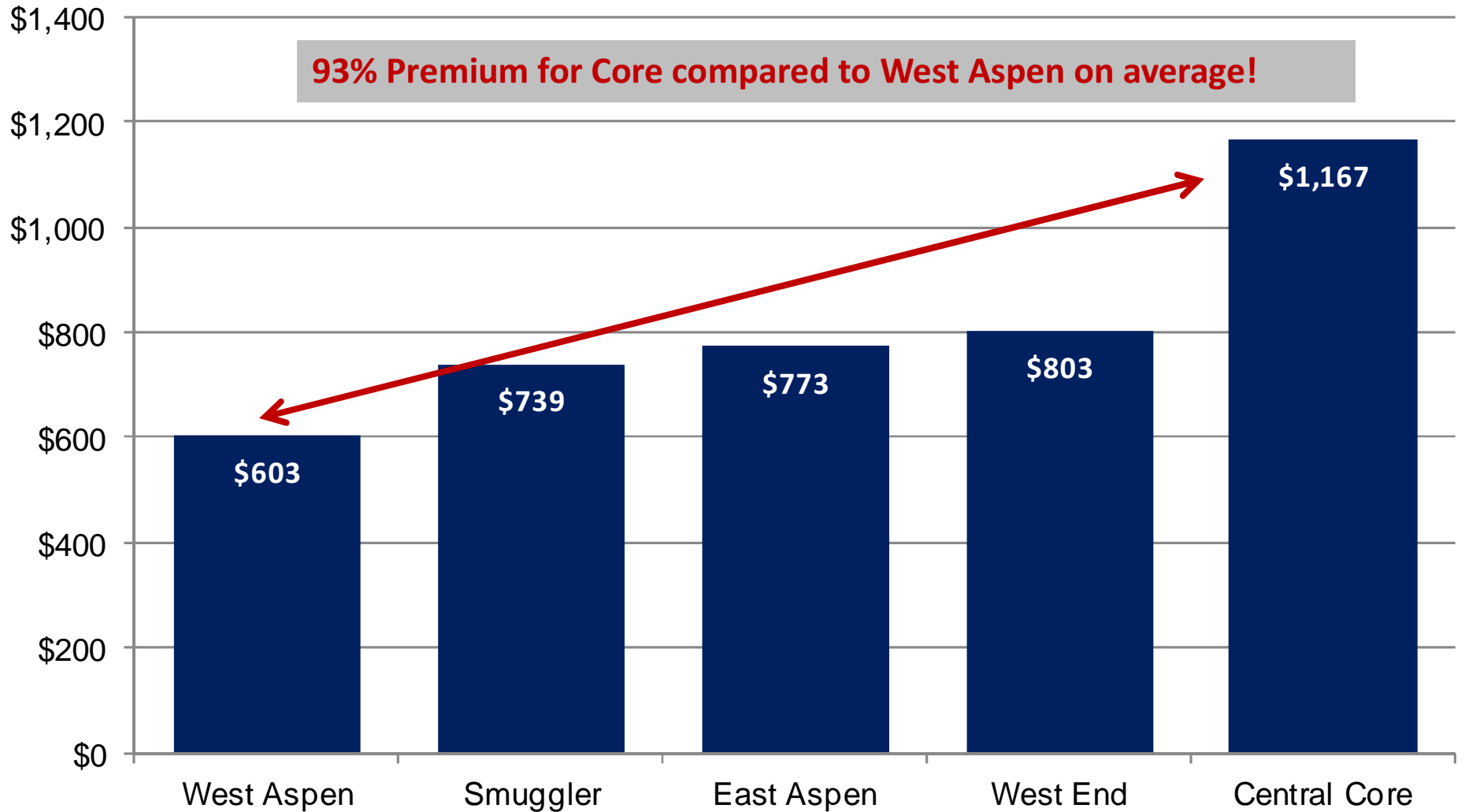
## Aspen Condo/Townhome Sales - 2013





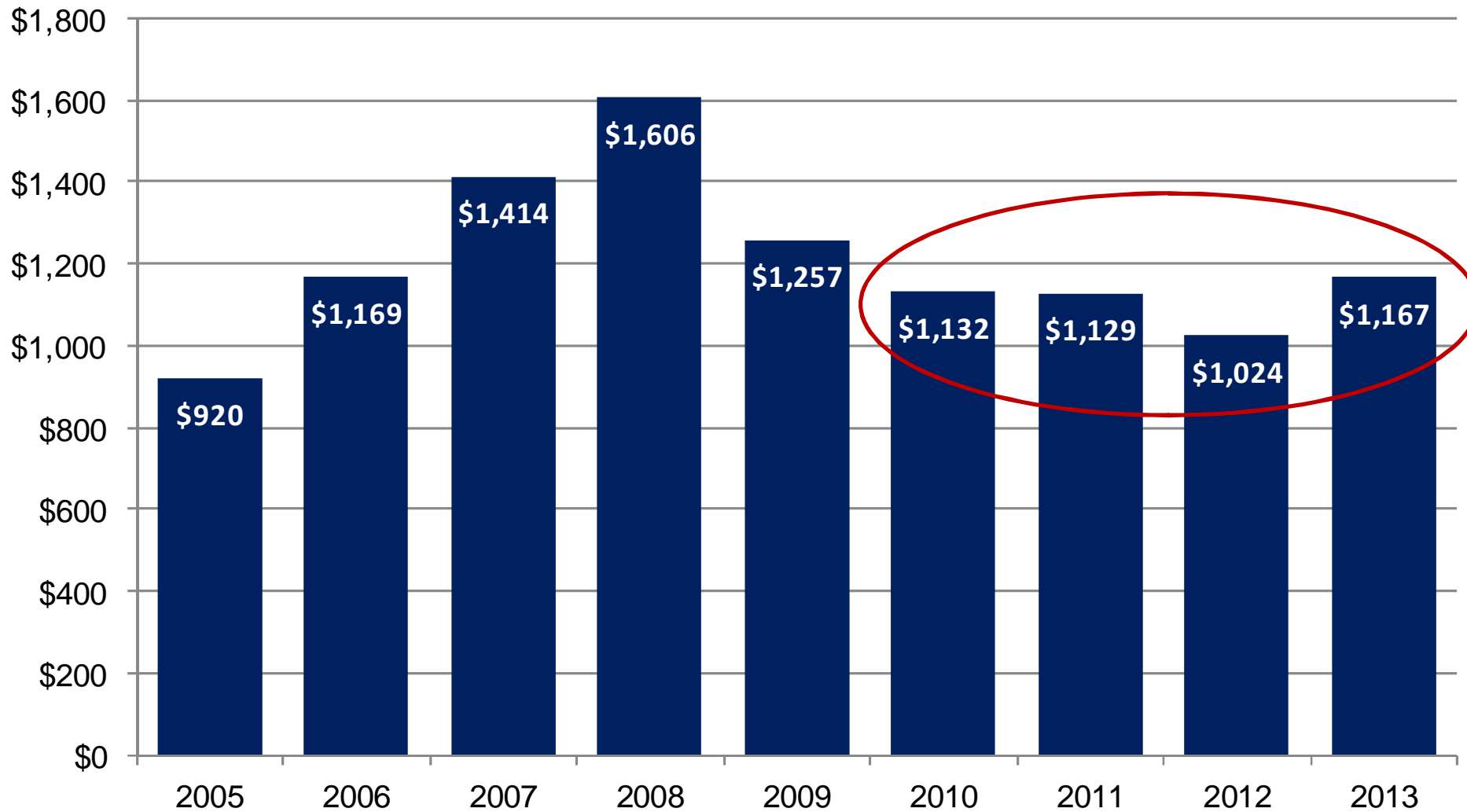
# Aspen Condos/Townhomes

## Average Sales Price per SQ FT

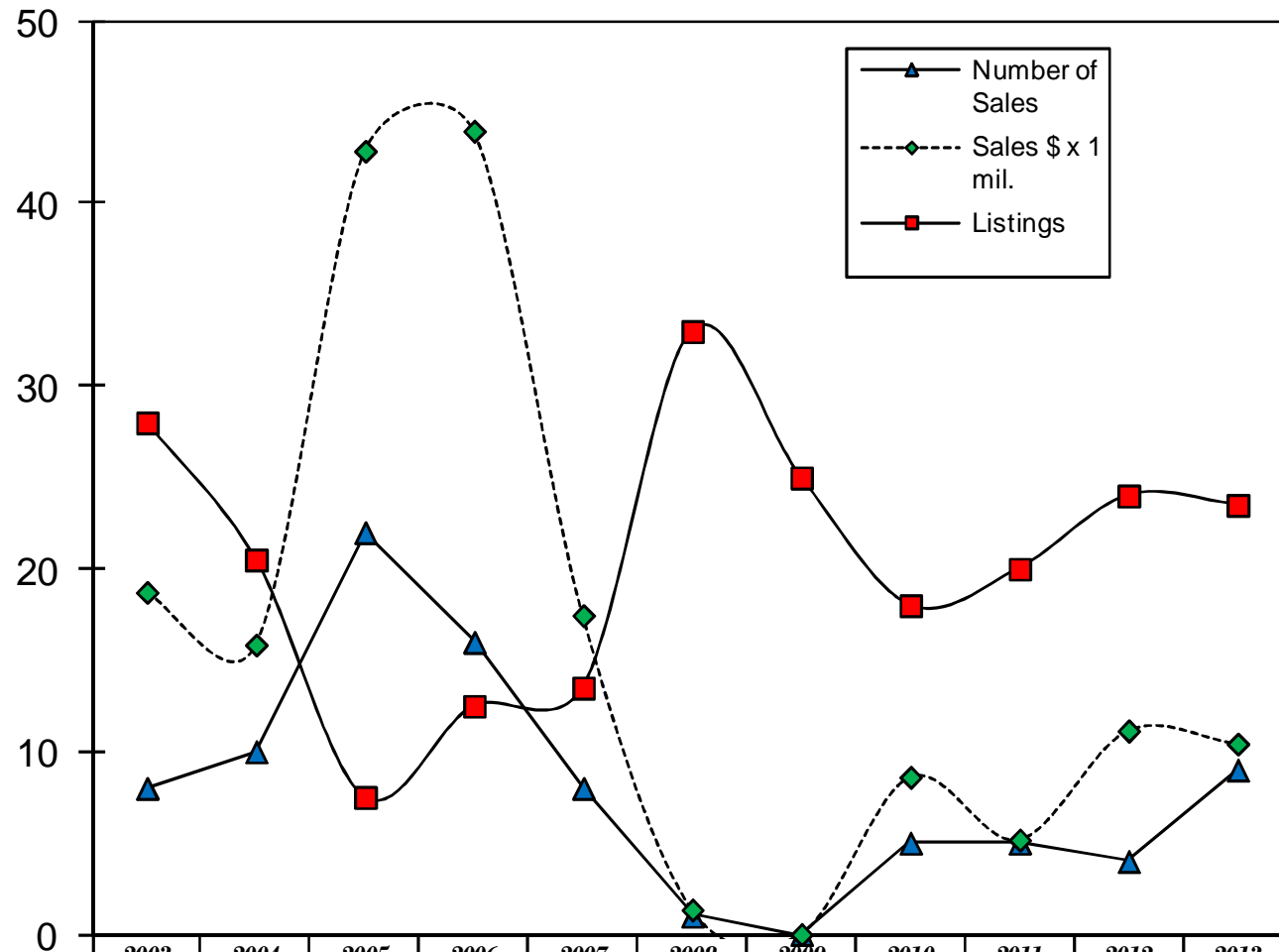


# Aspen Core Condos/Townhomes

## Average Sales Price per SQ FT

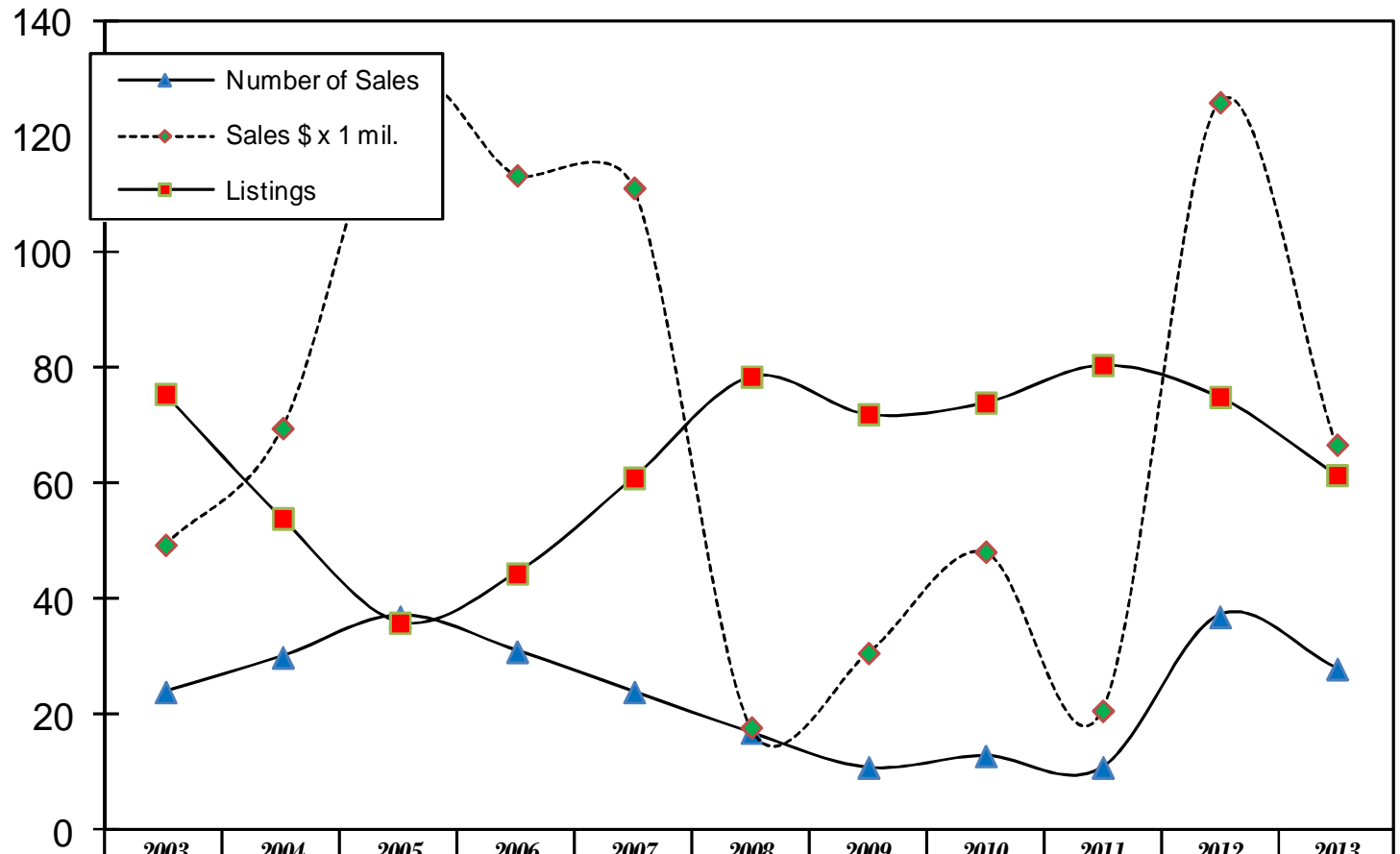


# Snowmass Lot Sales & Listings



<i>Number of Sales</i>	8	10	22	16	8	1	0	5	5	4	9
<i>Sales \$ x 1 mil.</i>	\$18.73	\$15.85	\$42.88	\$43.97	\$17.46	\$1.35	\$0.00	\$8.61	\$5.18	\$11.15	\$10.43
<i>Listings</i>	28	21	8	13	14	33	25	18	20	24	24

# Aspen Lot Sales & Listings



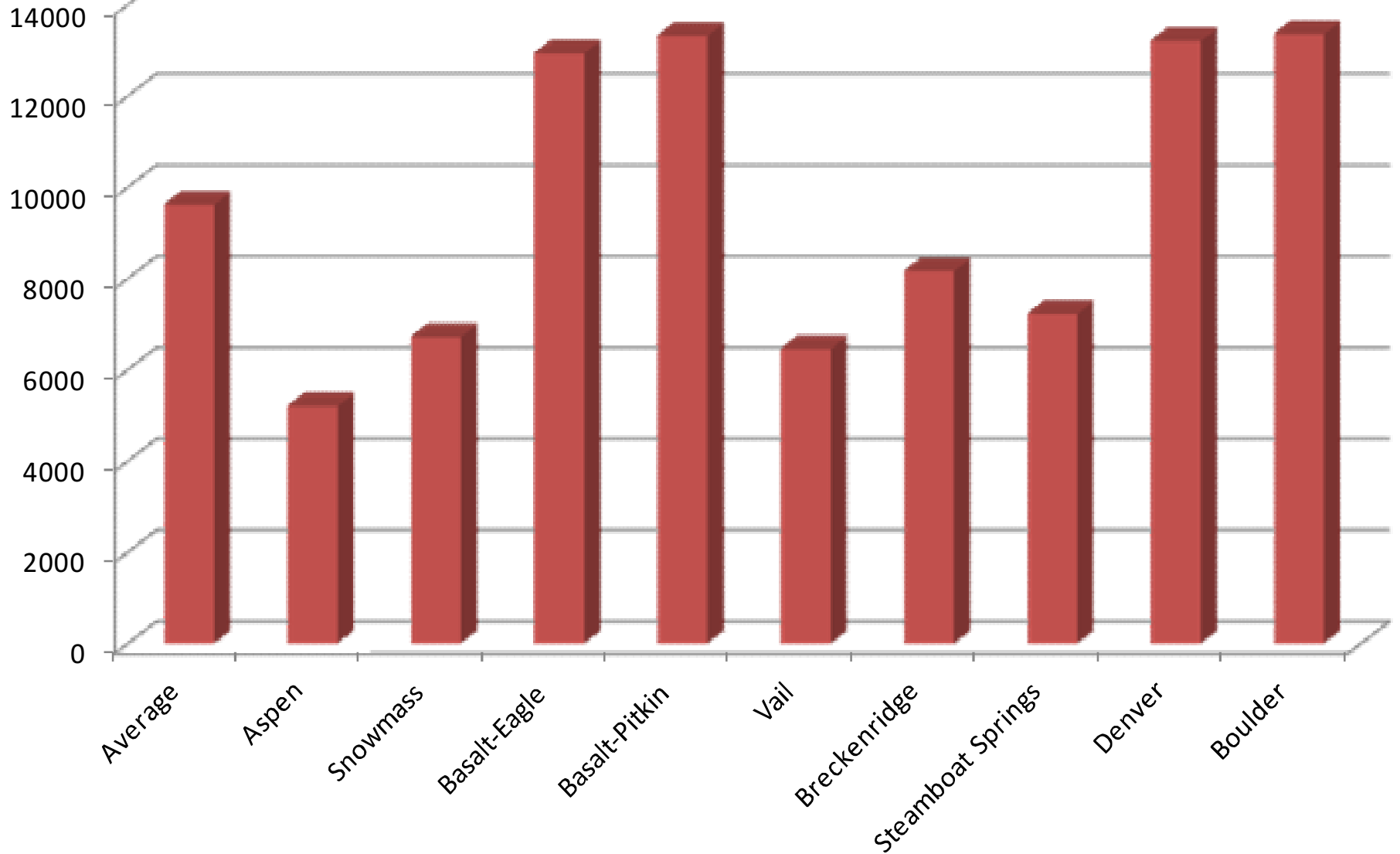
	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013
—▲— <i>Number of Sales</i>	24	30	37	31	24	17	11	13	11	37	28
- - -◆- - - <i>Sales \$ x 1 mil.</i>	\$49.46	\$69.57	\$128.52	\$113.23	\$111.07	\$17.94	\$30.78	\$48.24	\$20.83	\$125.85	\$66.72
—■— <i>Listings</i>	76	54	36	45	61	79	72	74	81	75	62

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# COMMERCIAL MARKET OVERVIEW

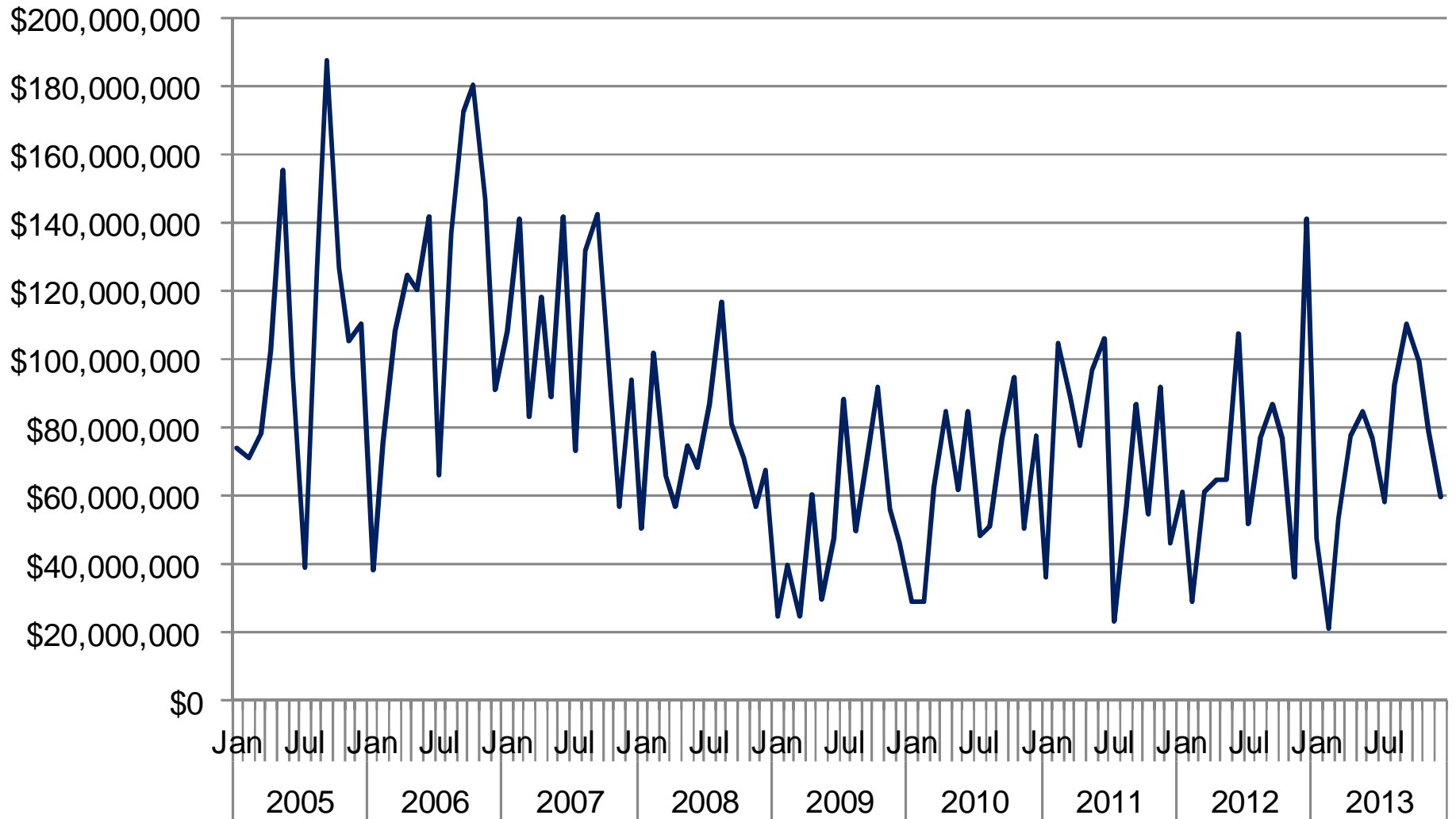
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# Comparison of Colorado Real Estate Taxes on \$2M House



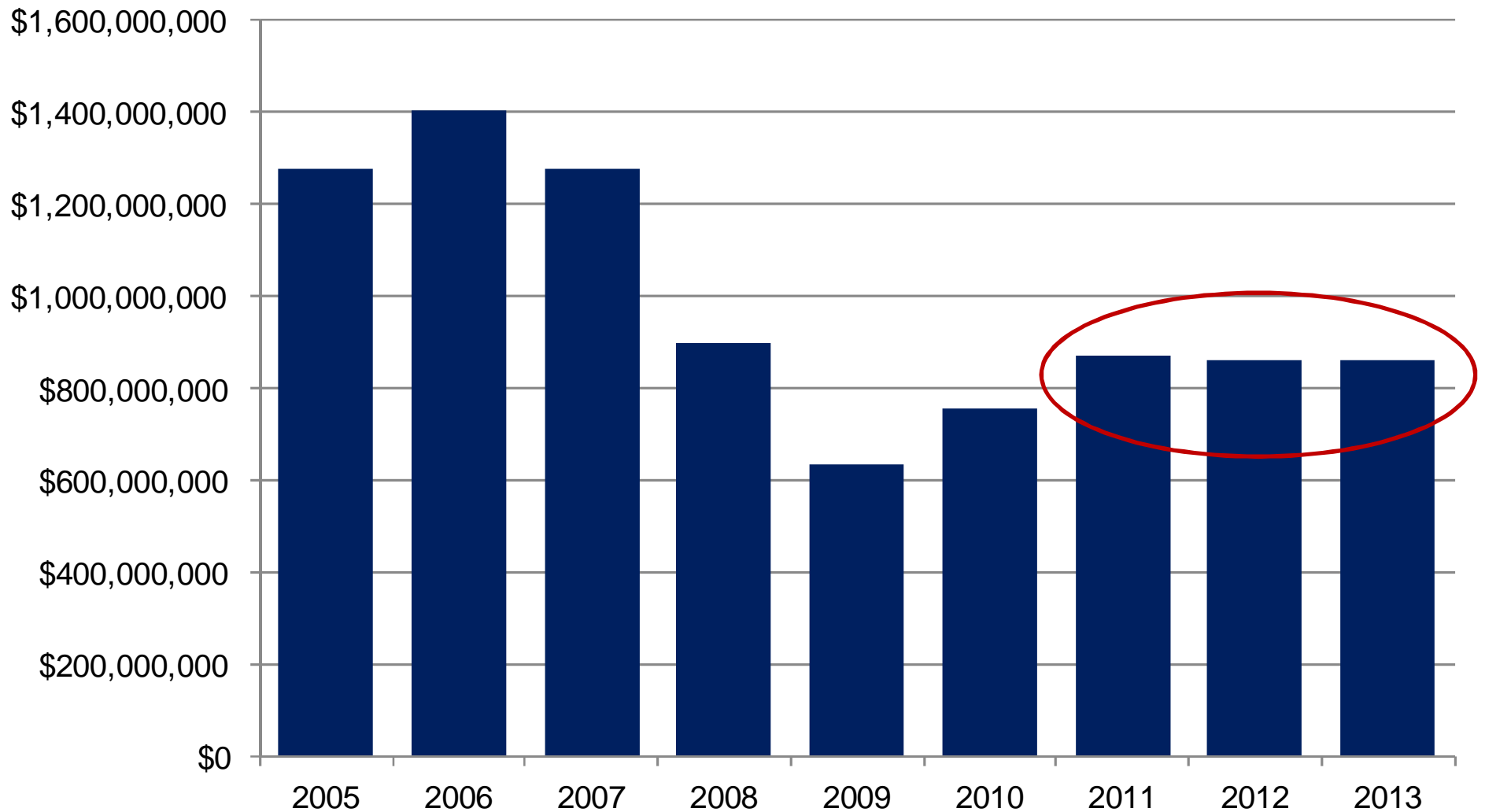
# Sales Dollar Volume – A Reliable Market Indicator?

## Aspen/Snowmass Residential Sales Dollar Volume



# Sales Dollar Volume – A Reliable Market Indicator?

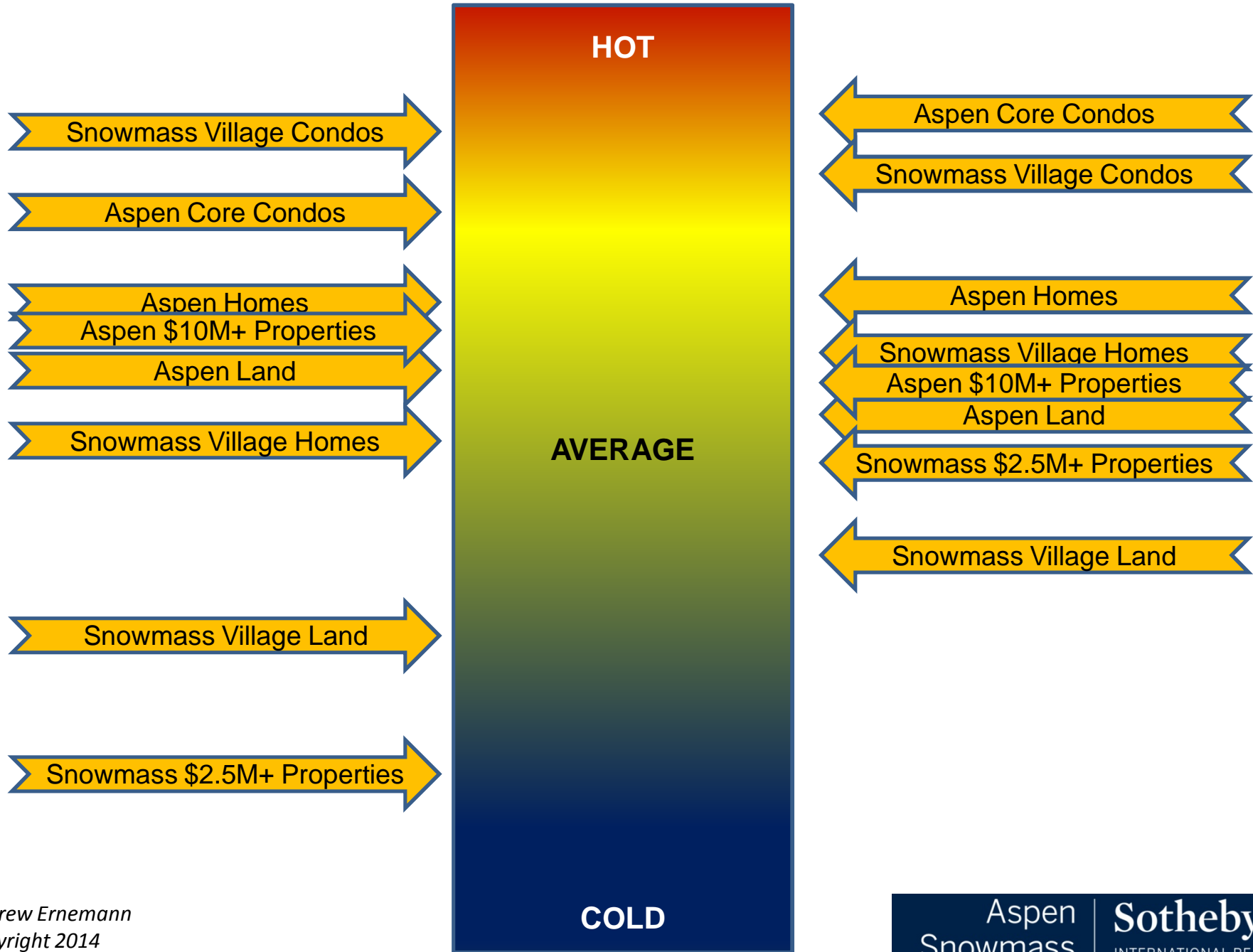
## Aspen/Snowmass Residential Sales Dollar Volume





2013 Performance

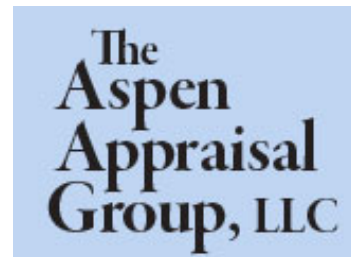
2014 Expectations



# THANK YOU!

To request a copy of this presentation, or for our complete market reports:

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