
ASPEN/SNOWMASS REAL ESTATE MARKET OVERVIEW

September 5, 2014

Presented by:

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Aspen
Snowmass

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INTERNATIONAL REALTY

Aspen/Snowmass Real Estate Facts

Did You Know?

The Current Average Sale Price is **92%** of the List Price

It was **87%** in 2009/2010...

...And It was **96%** in 2007

Aspen/Snowmass Real Estate Facts

Did You Know?

Overall Sales are **Up 5%** YTD in Aspen

- Home Sales are **Up 14%**
- Condo Sales are **Up 2%**
- Land Sales are **Down 10%**

Aspen/Snowmass Real Estate Facts

Did You Know?

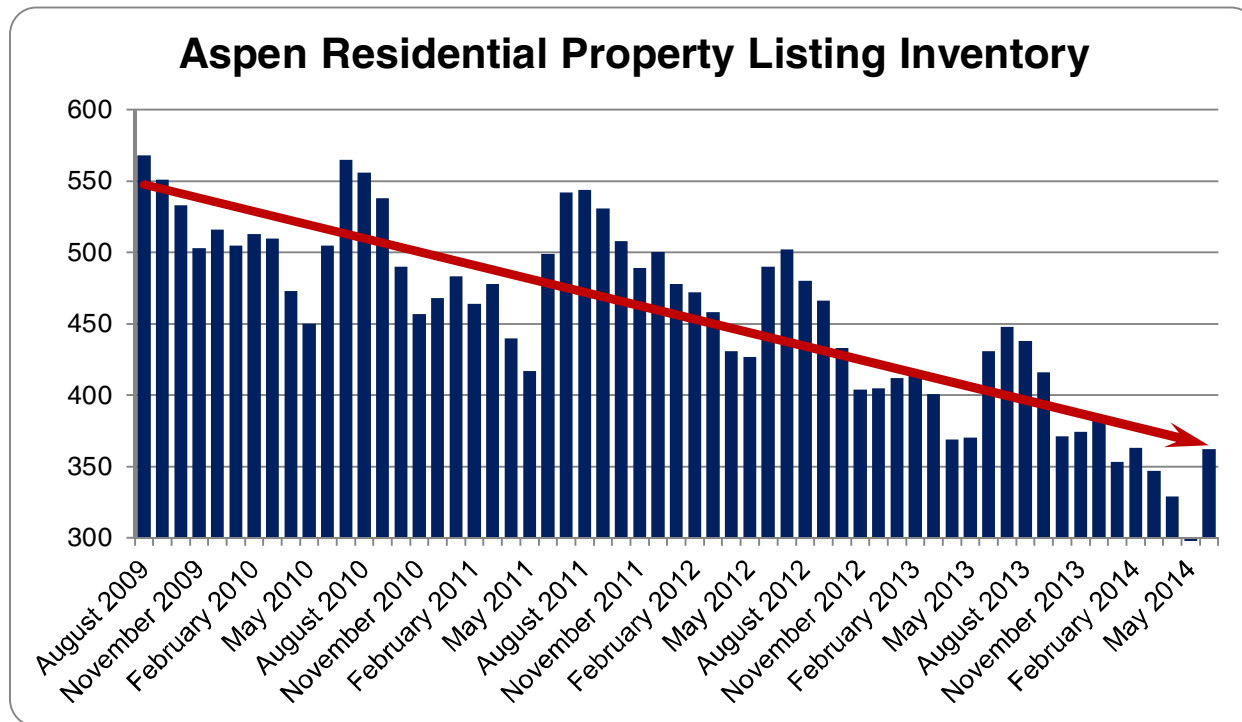
Condo/Townhome Prices are **Up 20%** this Year in Aspen

Single Family Prices are **Up 6%** this Year in Aspen

Aspen/Snowmass Real Estate Facts

Did You Know?

Listing Inventory is **Down 36%** Compared to 2009 in Aspen



Aspen/Snowmass Real Estate Facts

Did You Know?

Overall Sales are **Down 15%** YTD in Snowmass Village

- Home Sales are **Up 22%**
- Condo Sales are **Down 28%** (*more on this later*)
- Land Sales are **Up 125%**

Aspen/Snowmass Real Estate Facts

Did You Know?

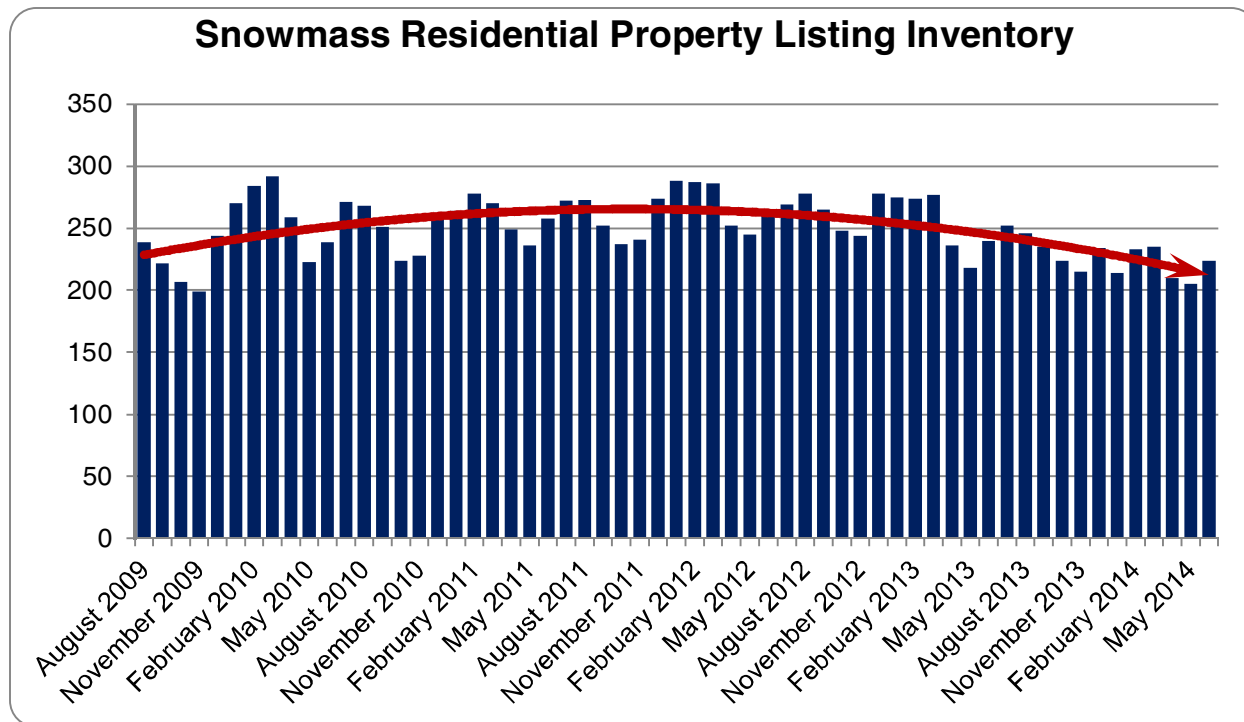
Condo/TH Prices are **Down 2%** this Year in Snowmass
(more on this later)

Single Family Prices are **Up 6%** this Year in Snowmass

Aspen/Snowmass Real Estate Facts

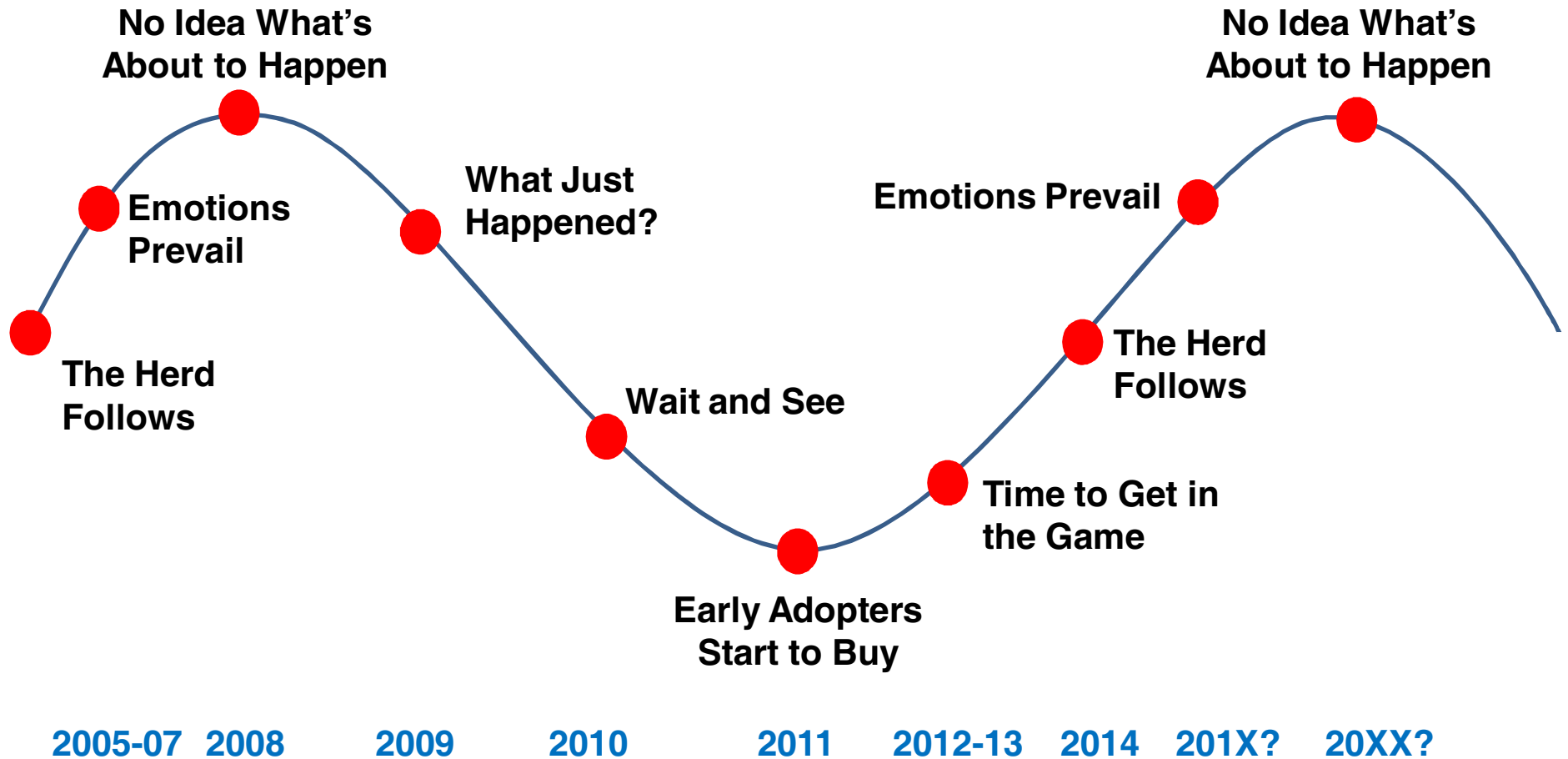
Did You Know?

Listing Inventory is **Down 1%** Compared to 2009 in Snowmass Village



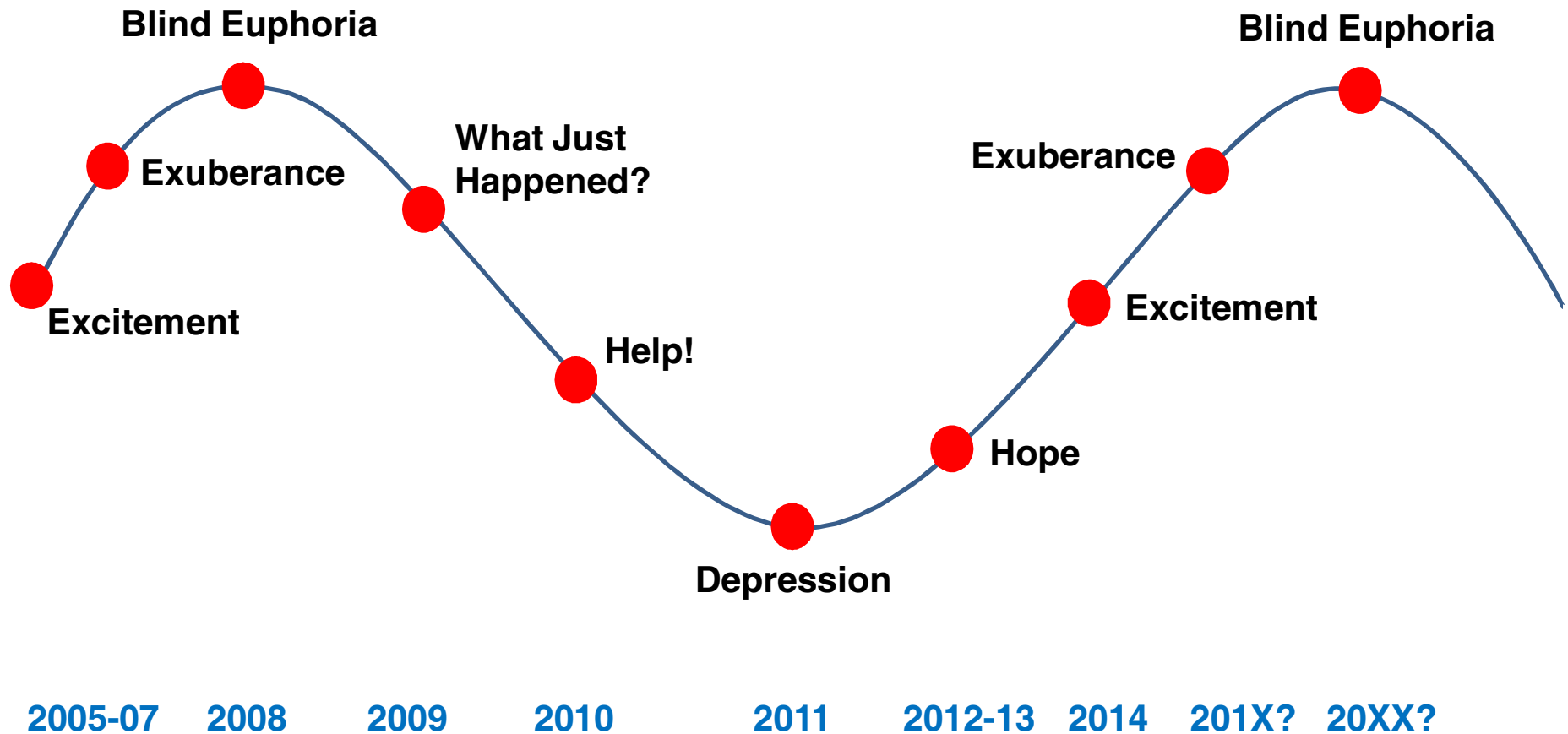
ASPEN/SNOWMASS REAL ESTATE CYCLE

(FROM THE BUYER'S PERSPECTIVE)

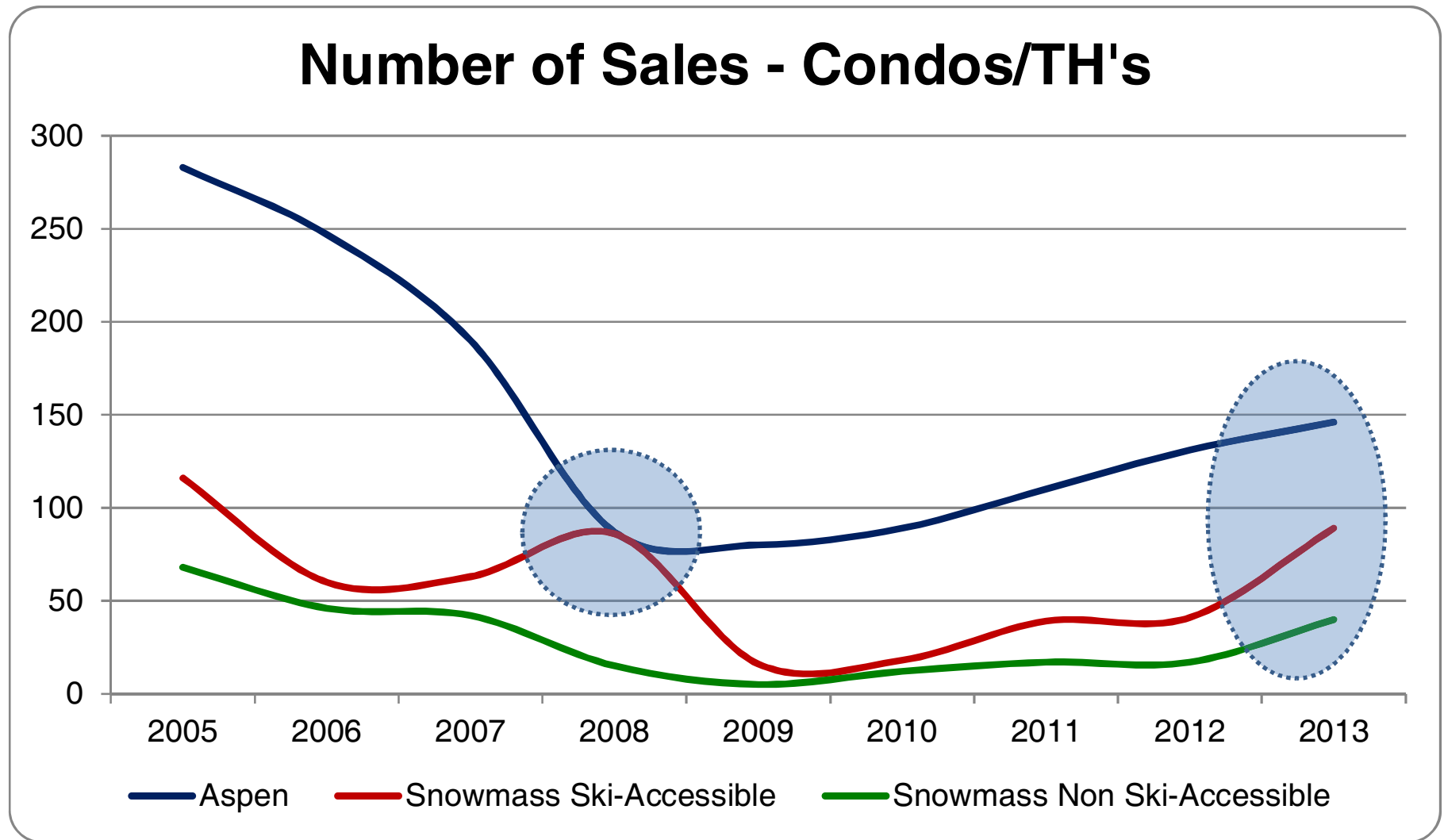


ASPEN/SNOWMASS REAL ESTATE CYCLE

(FROM THE SELLER'S PERSPECTIVE)

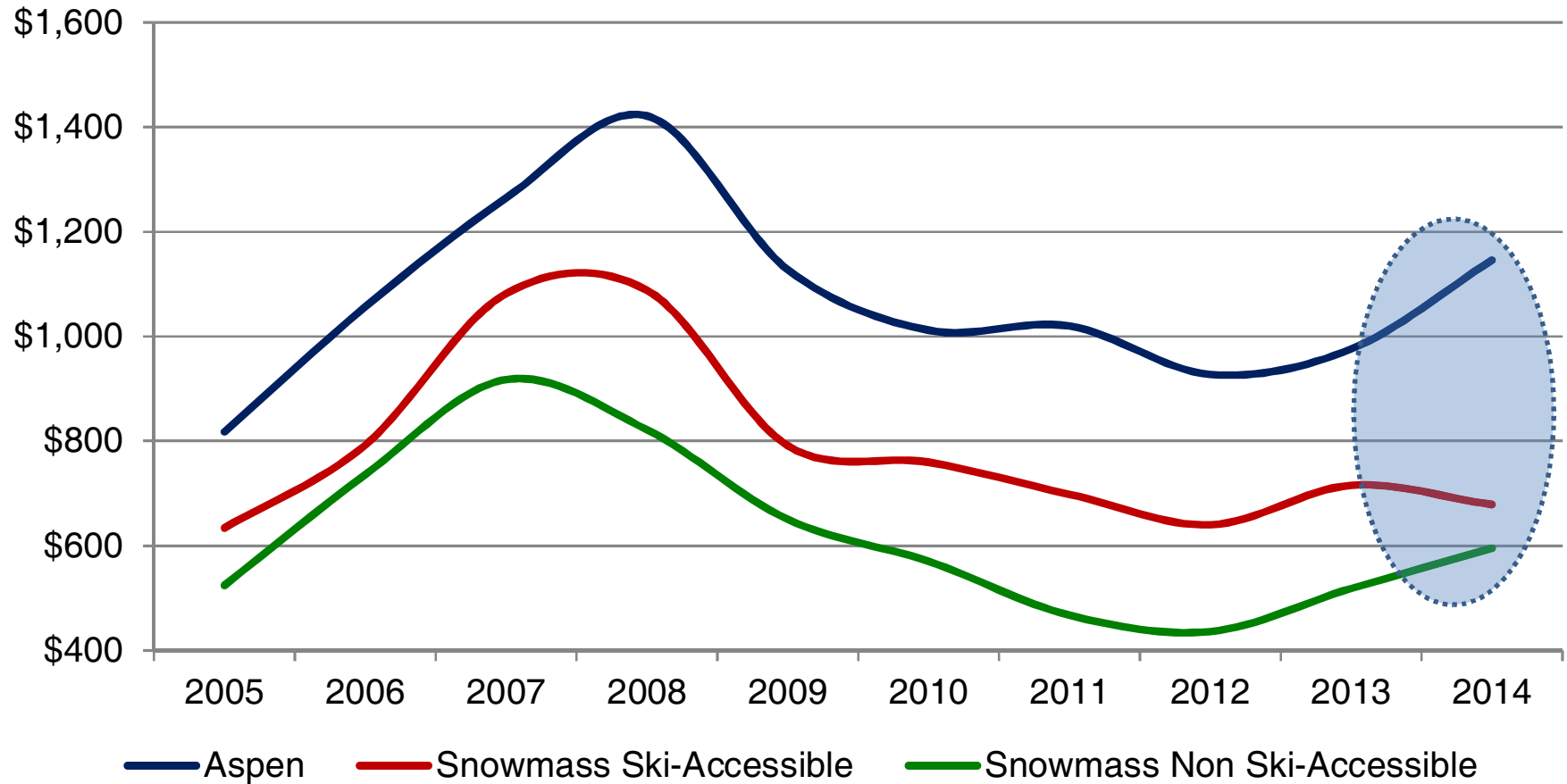


Aspen/Snowmass Condo/Townhome Market

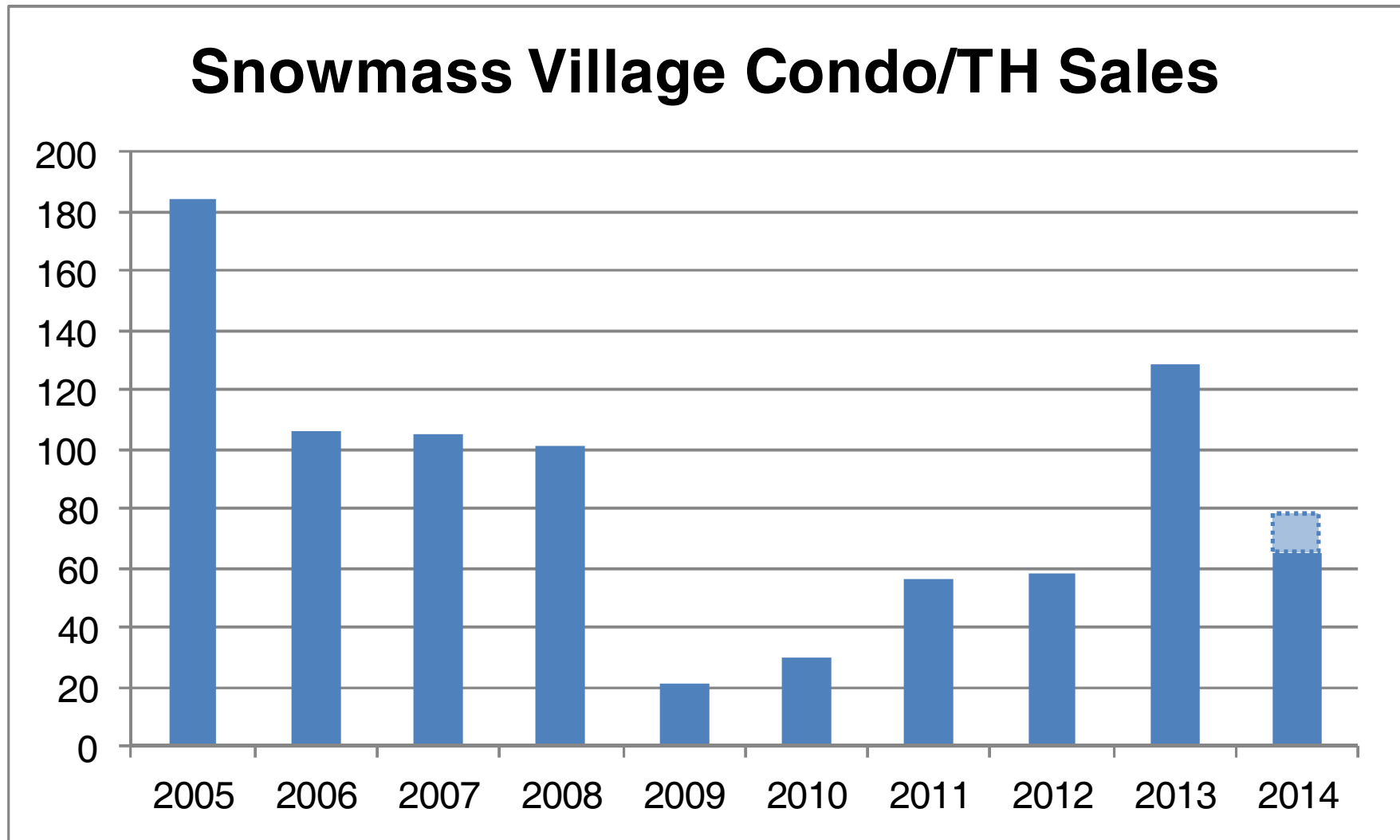


Aspen/Snowmass Condo/Townhome Market

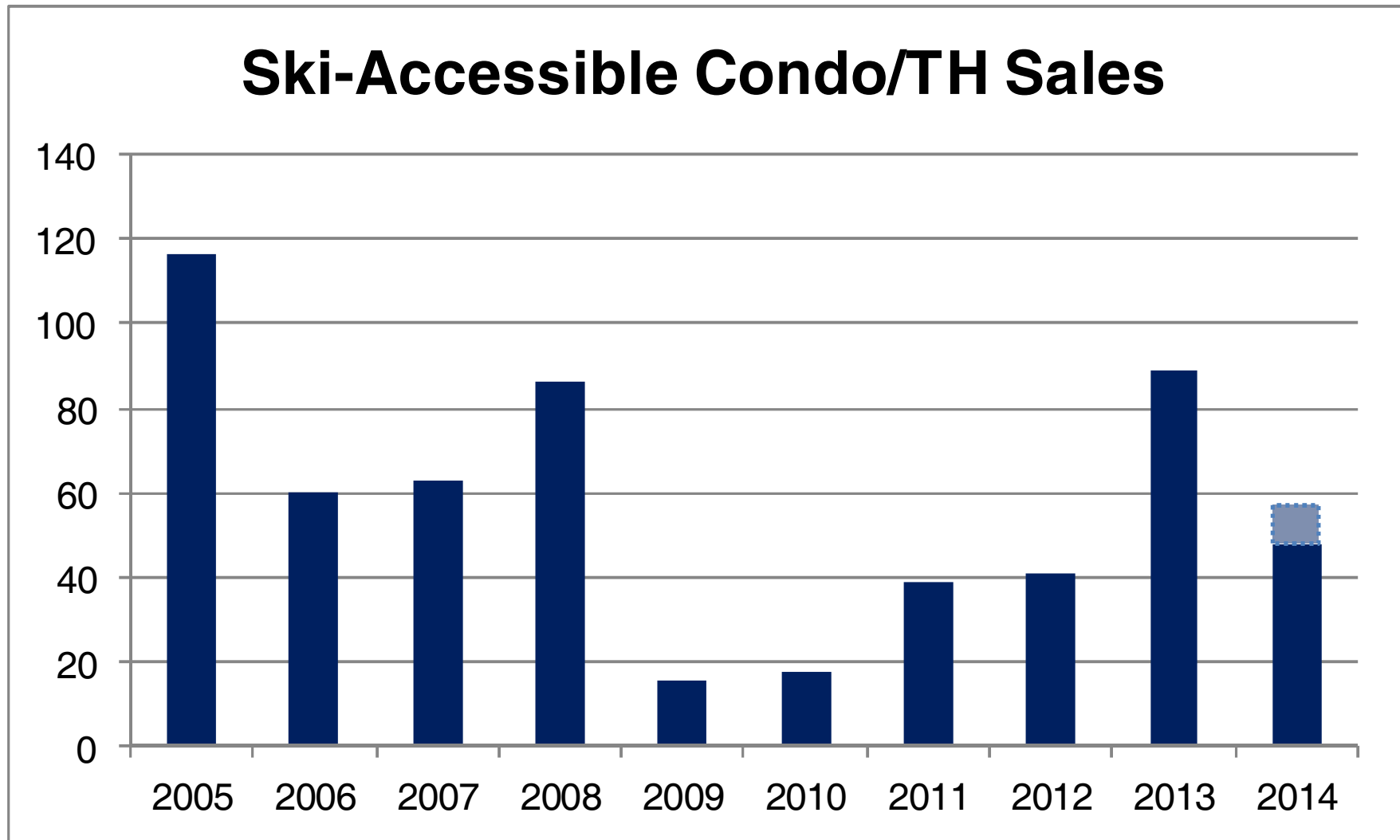
AVG Price per SQ FT - Condos/TH's



Snowmass Village Condo/Townhome Market

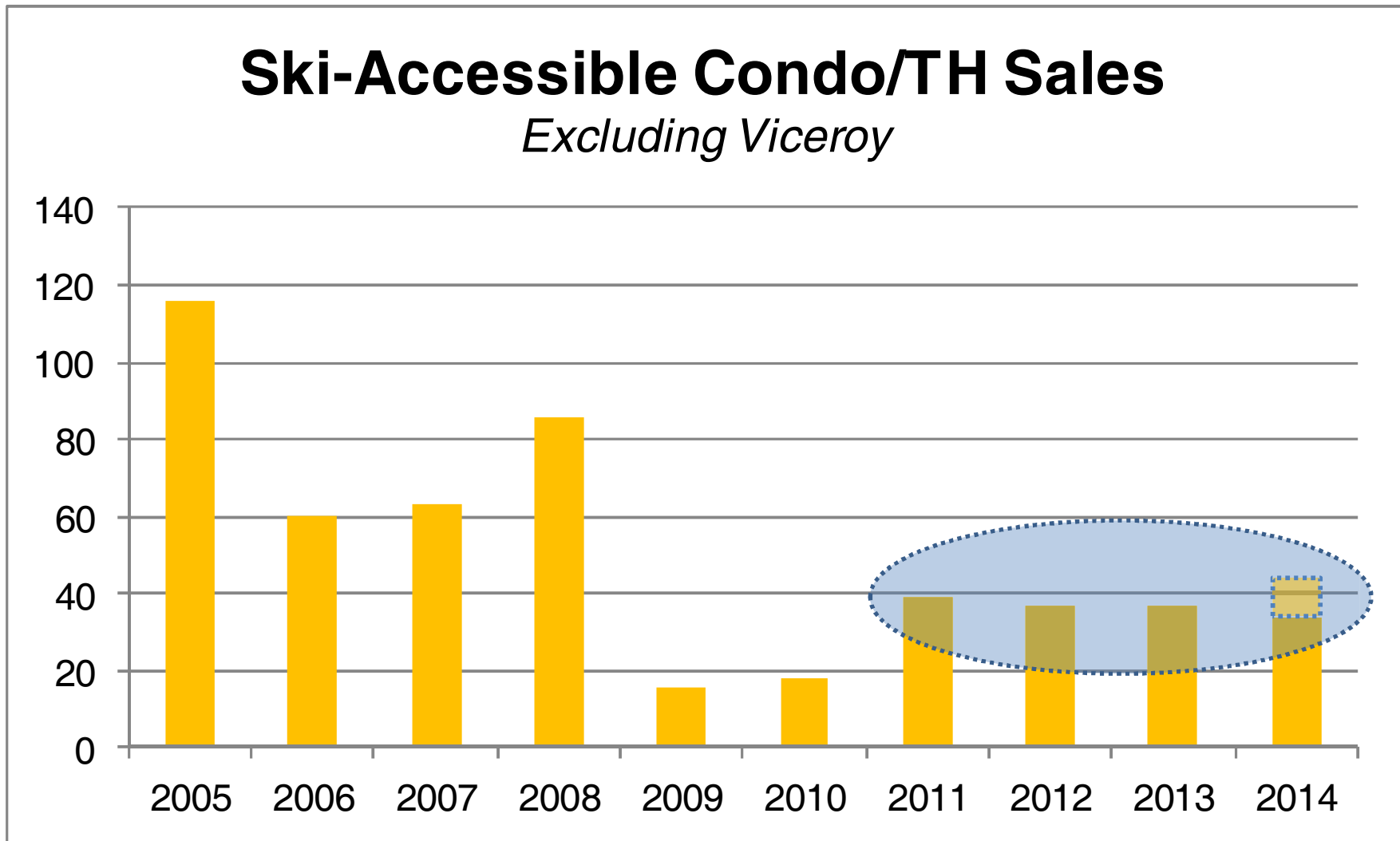


Snowmass Village Condo/Townhome Market



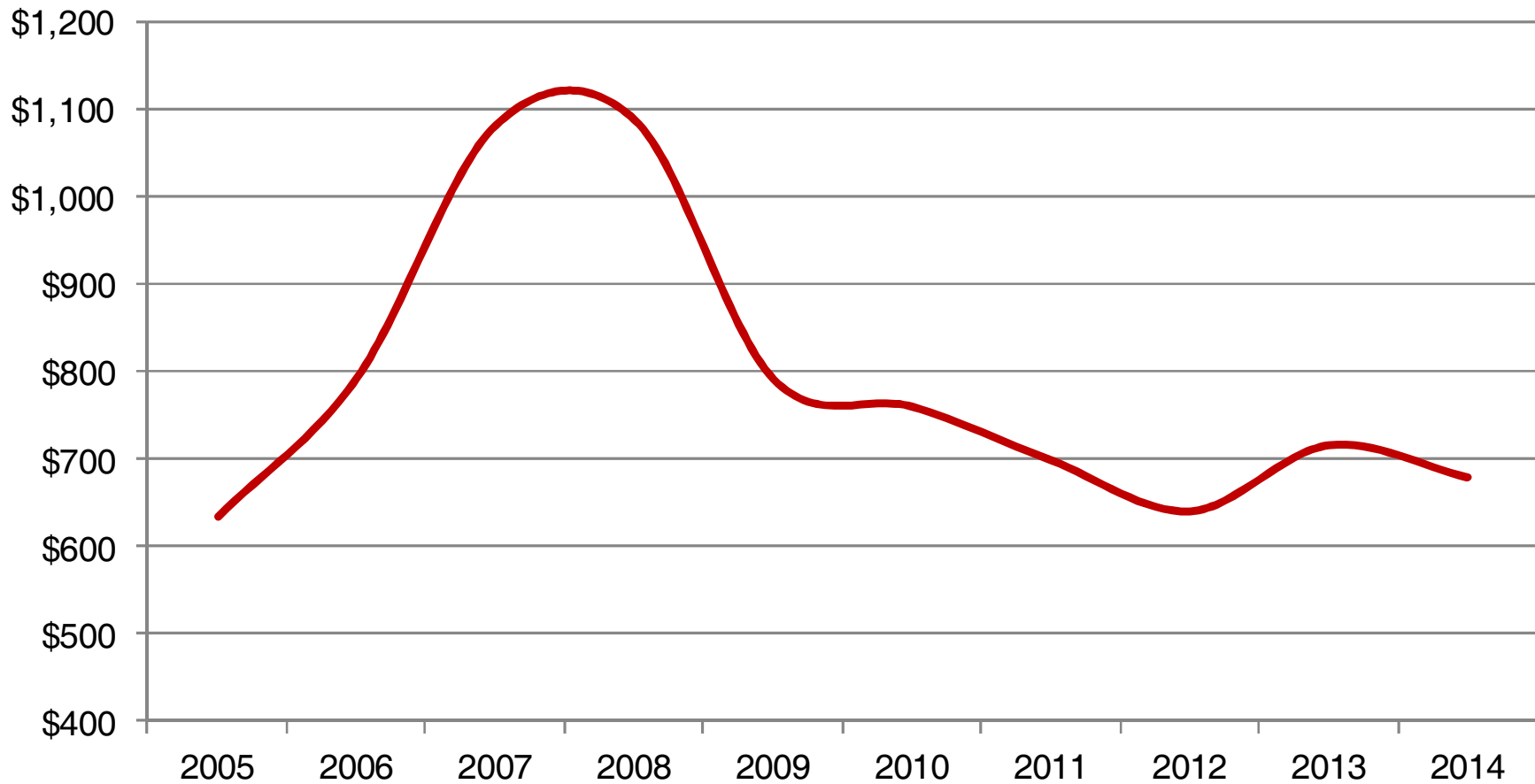
Snowmass Village Condo/Townhome Market

Ski-Accessible Condo/TH Sales *Excluding Viceroy*



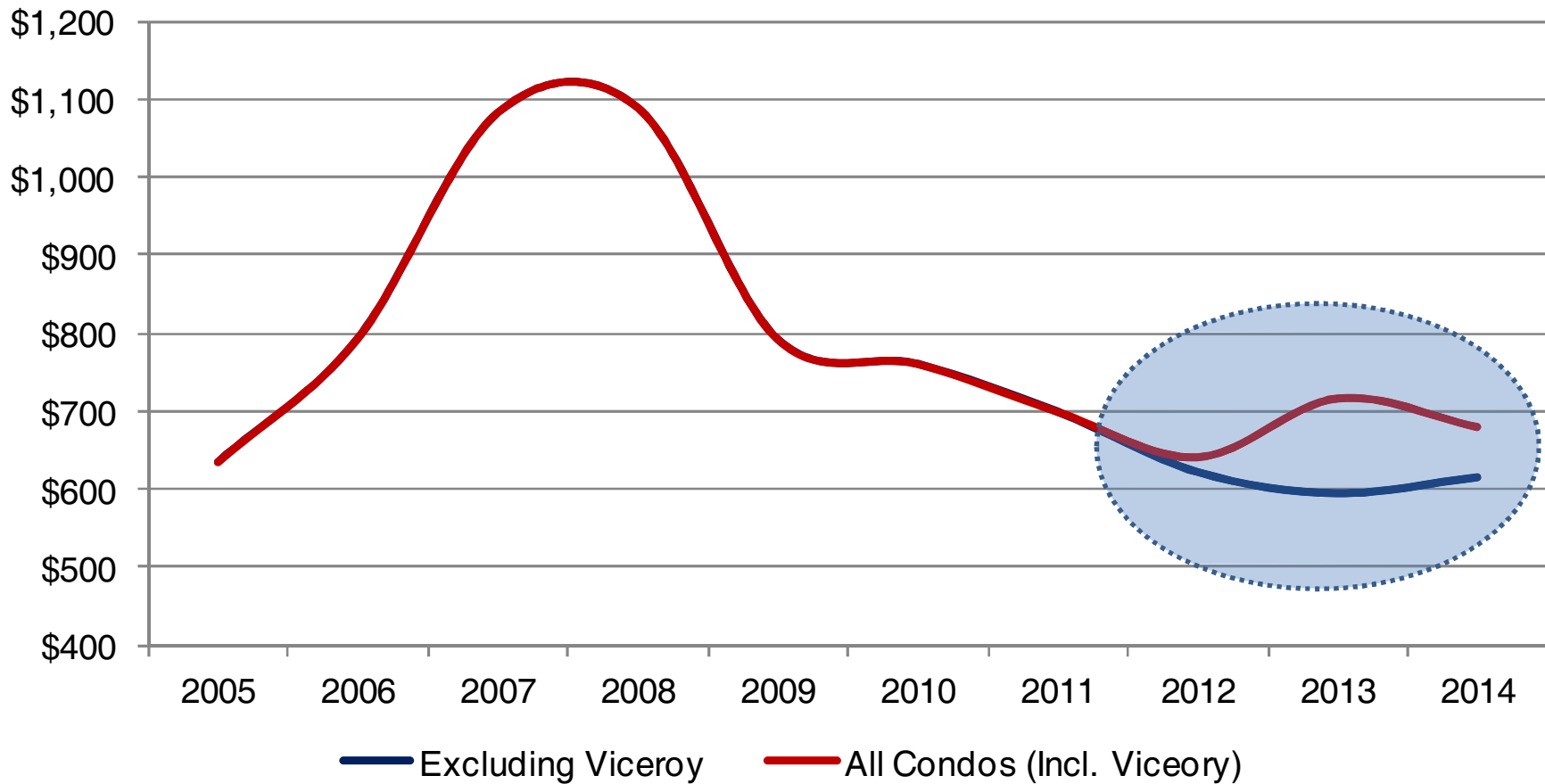
Snowmass Village Condo/Townhome Market

AVG Price per SQ FT - SMV Ski Condos

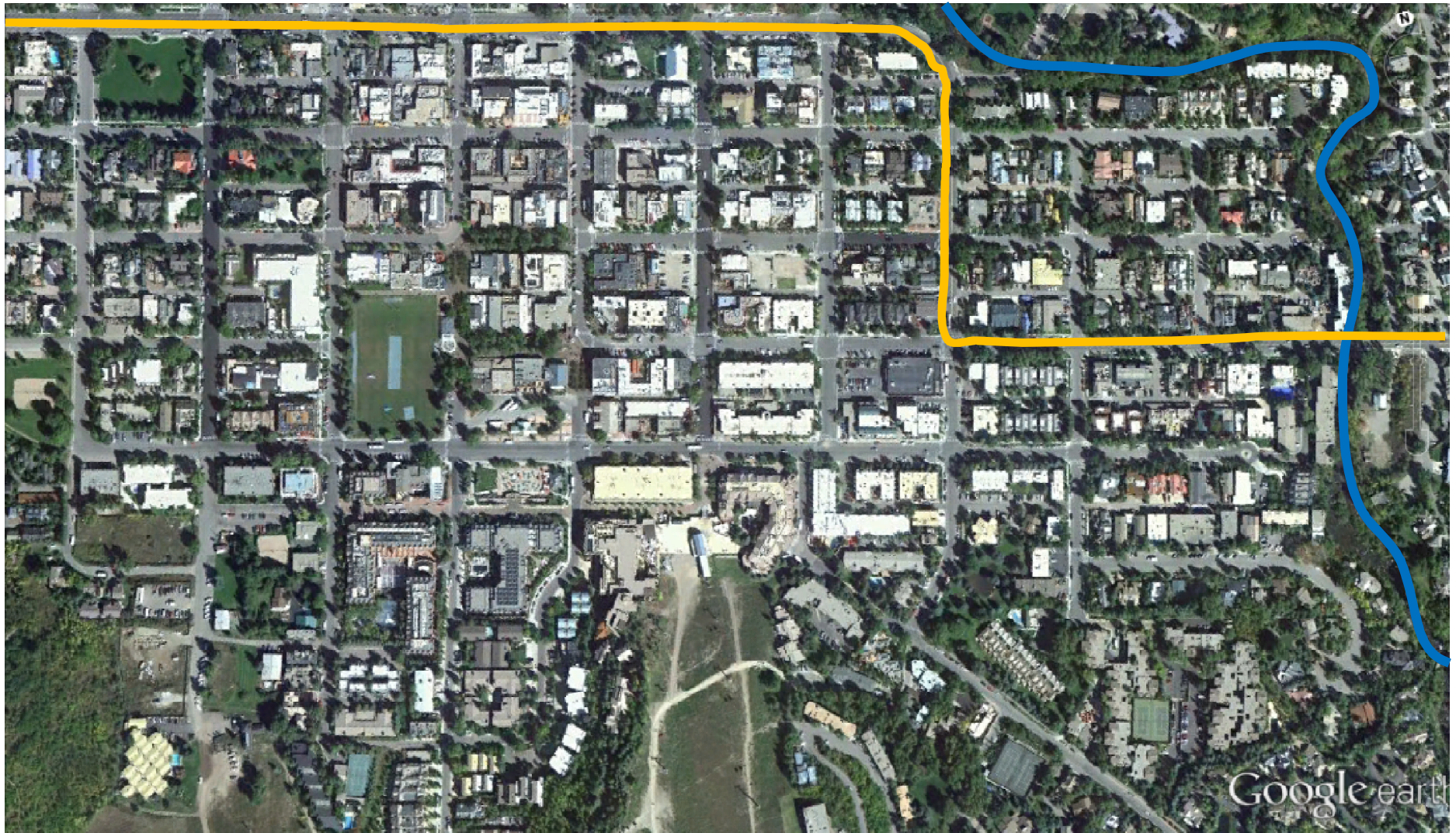


Snowmass Village Condo/Townhome Market

AVG Price per SQ FT - SMV Ski Condos



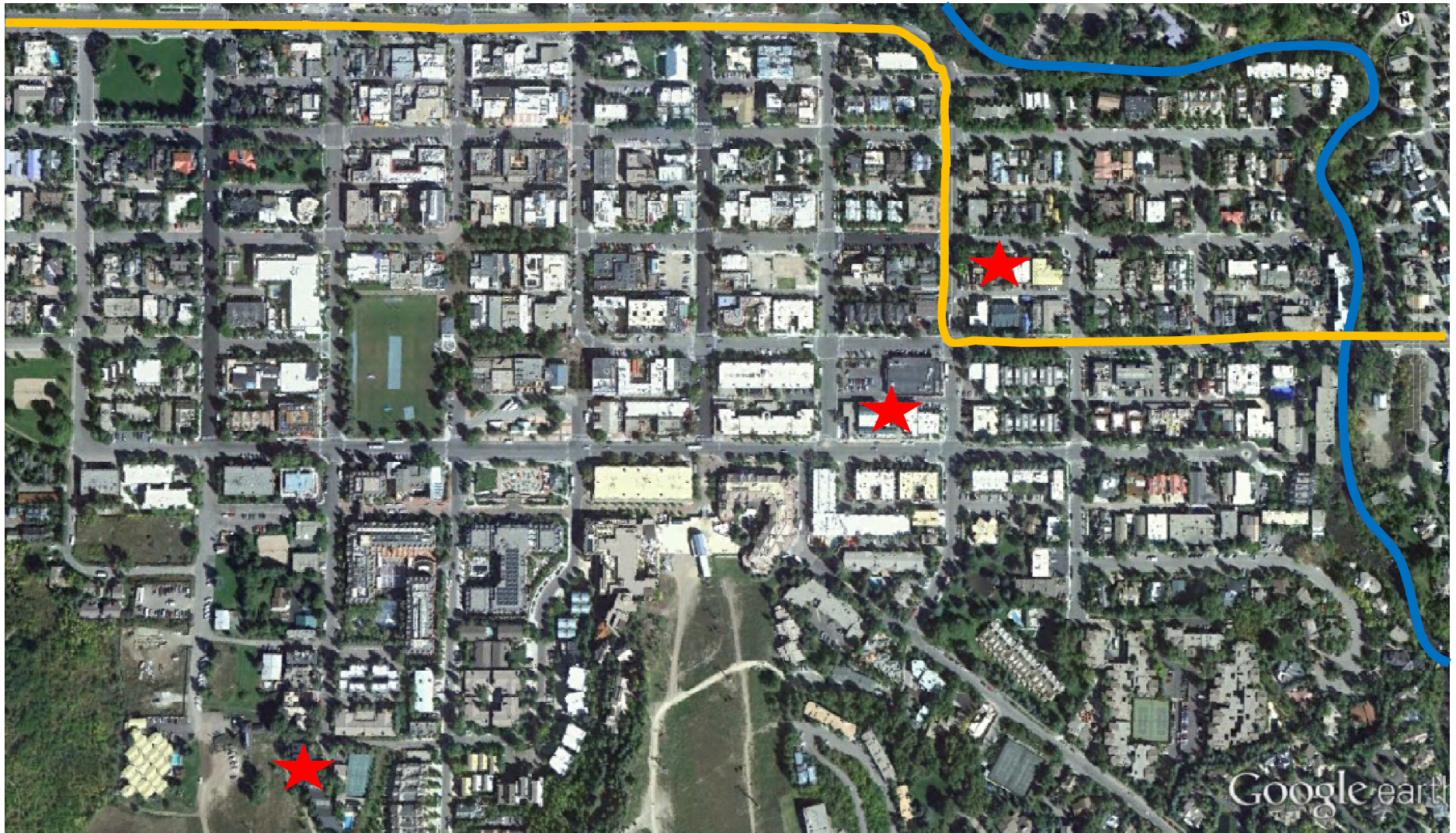
Aspen Core Condo/Townhome Spotlight



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Aspen Core Condo/Townhome Spotlight

Sales Above \$2,000 per SQ FT – 2009



Aspen Core Condo/Townhome Spotlight

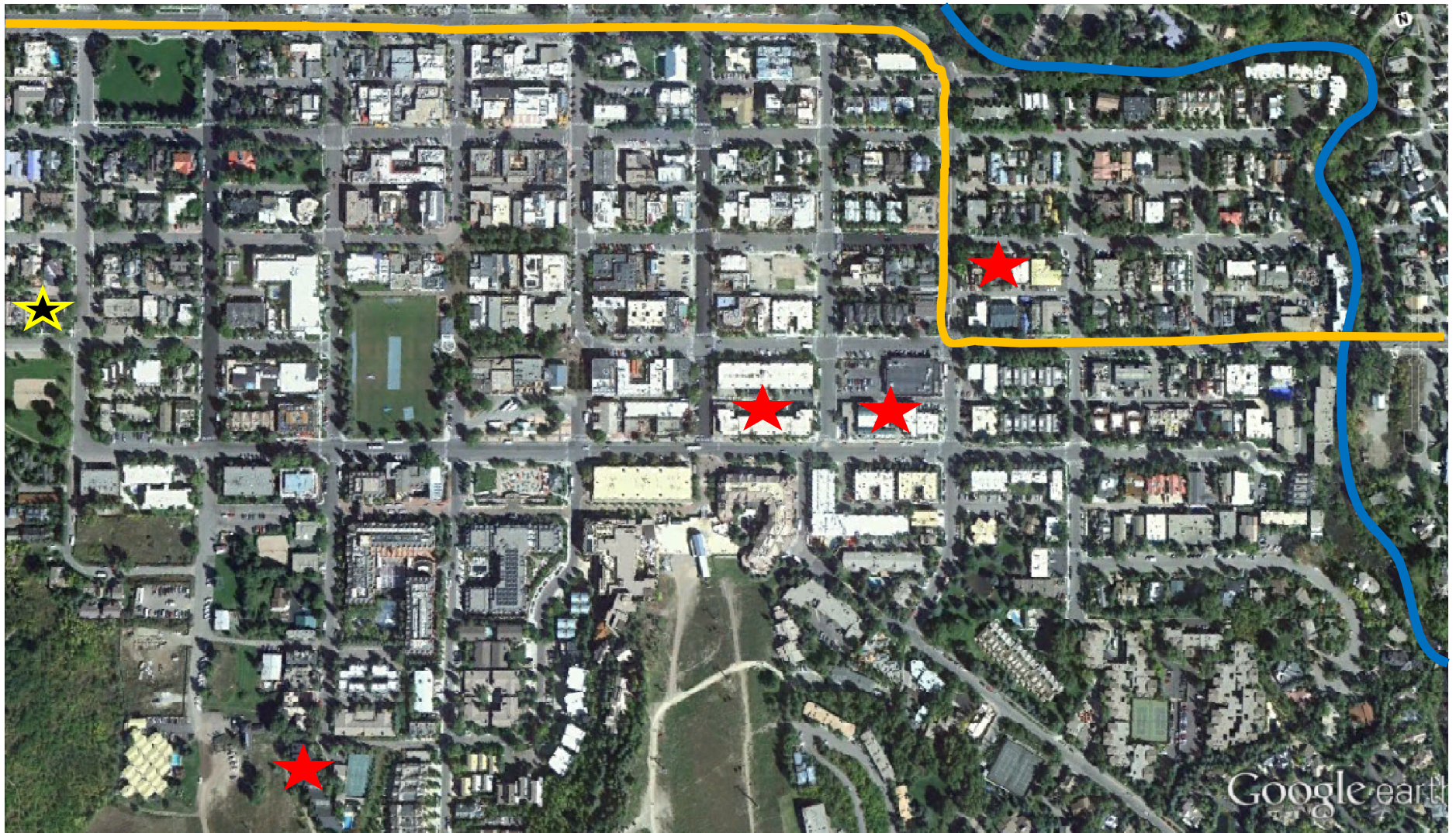
Sales Above \$2,000 per SQ FT – 2009-2010



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Aspen Core Condo/Townhome Spotlight

Sales Above \$2,000 per SQ FT – 2009-2011



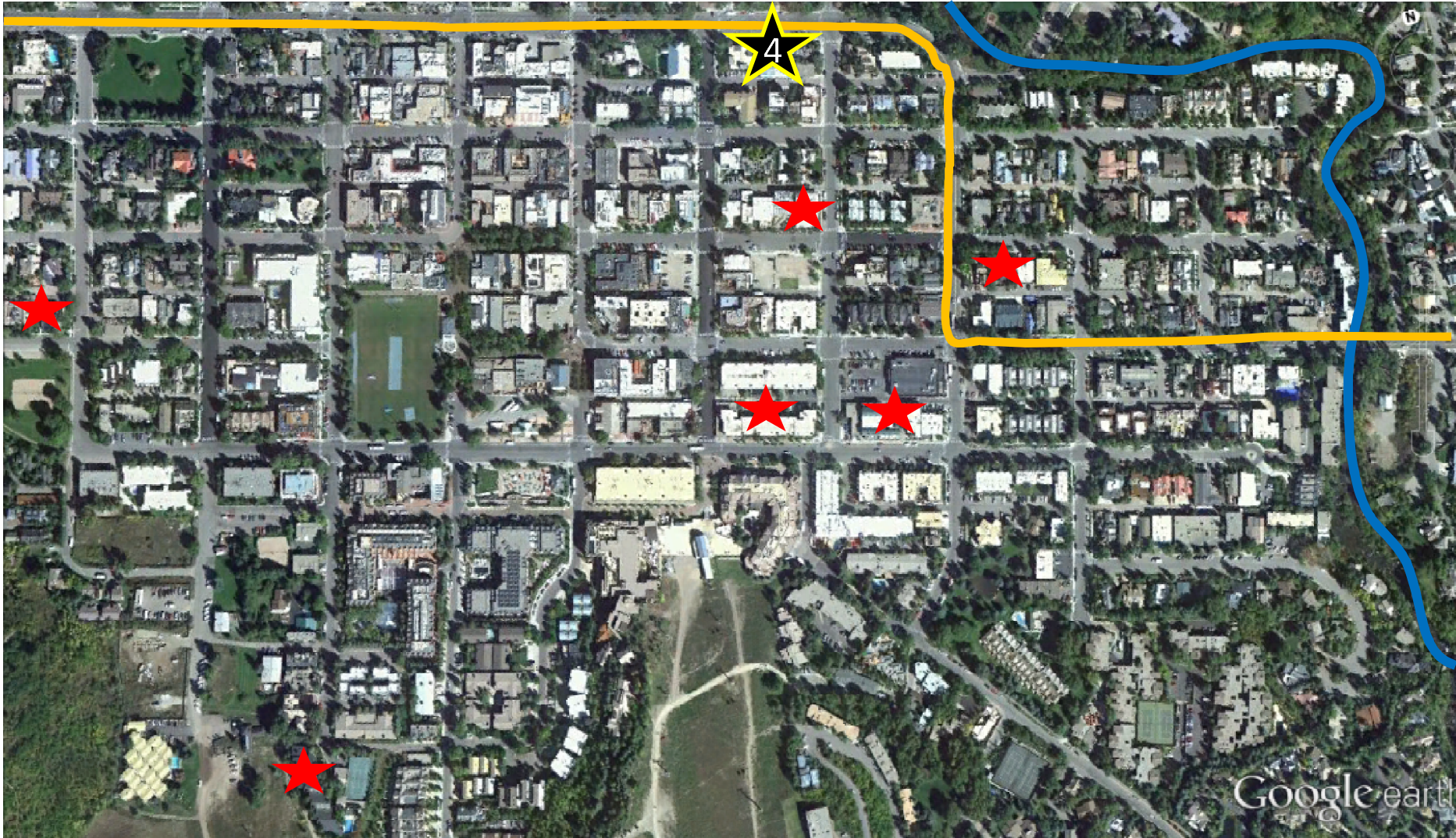
Aspen Core Condo/Townhome Spotlight *Sales Above \$2,000 per SQ FT – 2009-2012*



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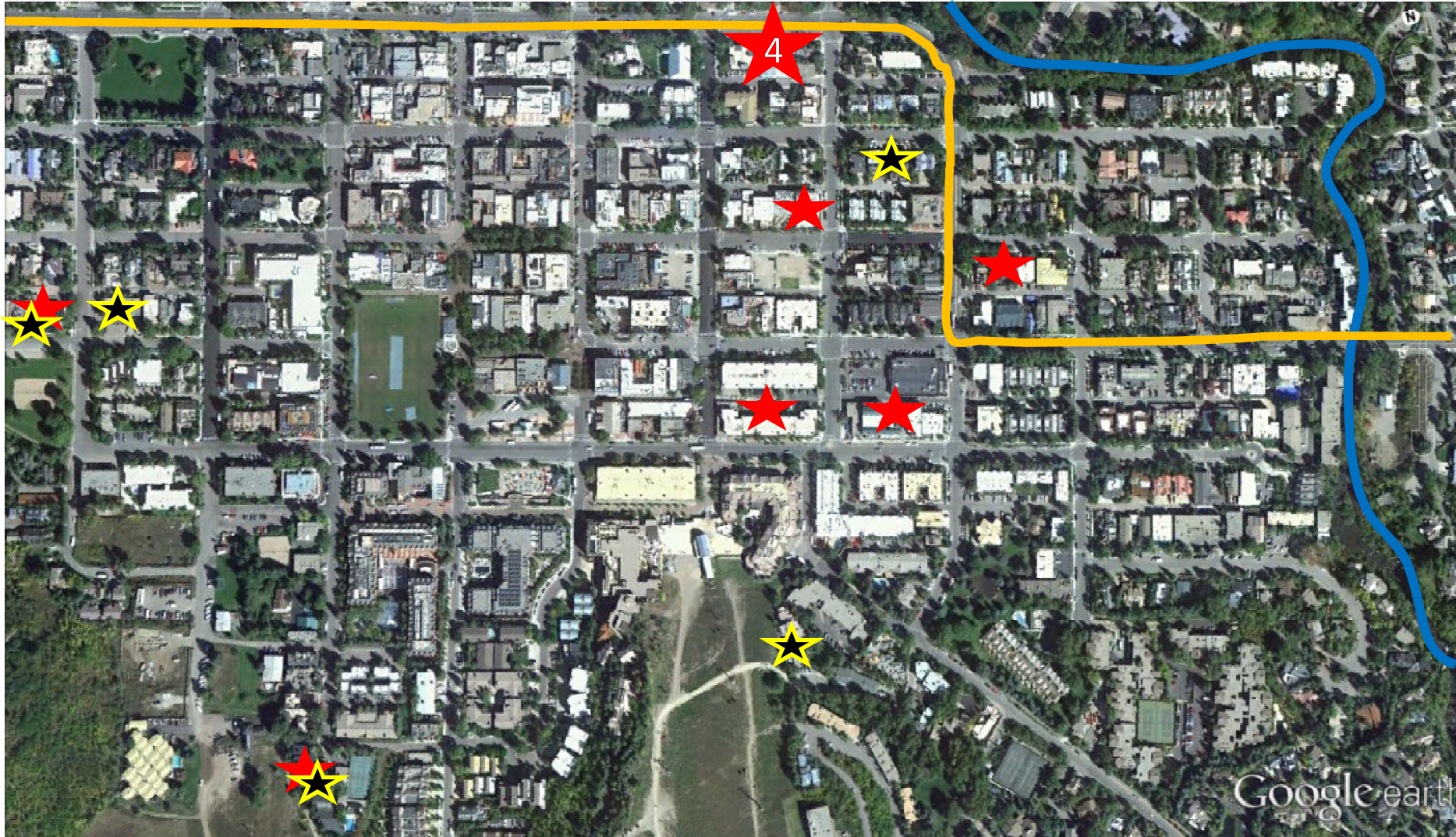
Aspen Core Condo/Townhome Spotlight

Sales Above \$2,000 per SQ FT – 2009-2013



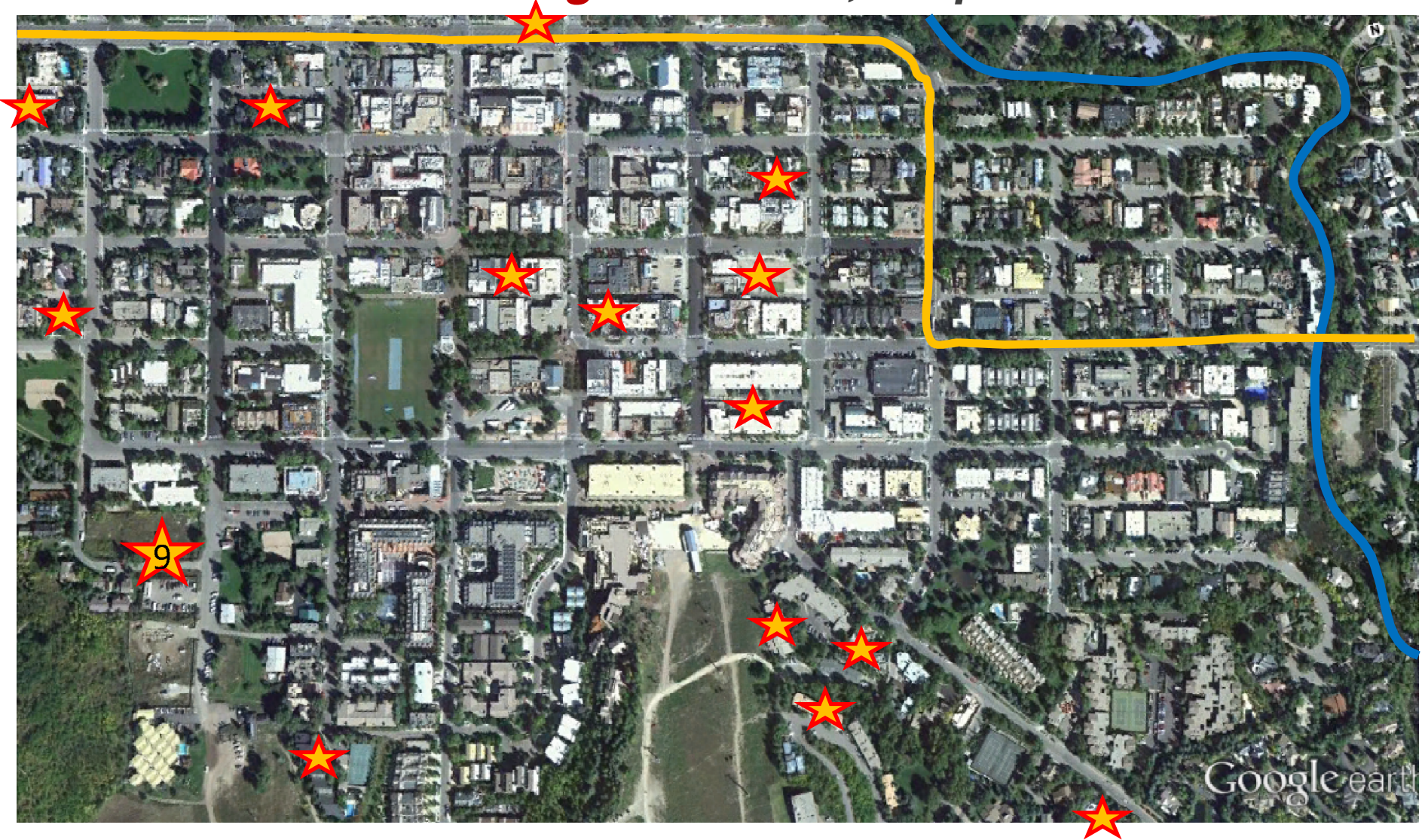
Aspen Core Condo/Townhome Spotlight

Sales Above \$2,000 per SQ FT – 2009-2014



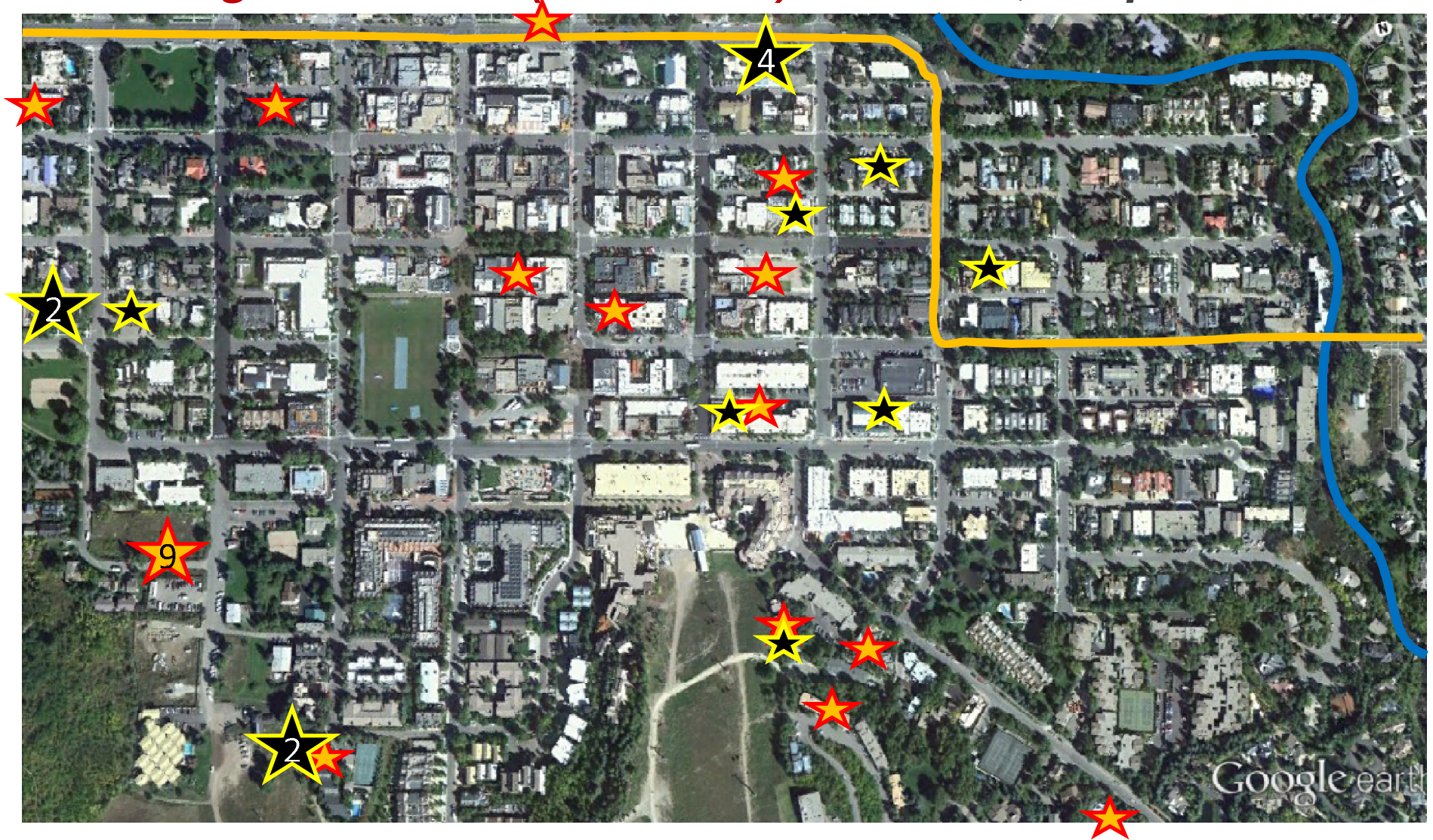
Aspen Core Condo/Townhome Spotlight

Current Listings Above \$2,000 per SQ FT



Aspen Core Condo/Townhome Spotlight

Listings and Sales (2009-2014) Above \$2,000 per SQ FT



Aspen Commercial Market

OVERVIEW

- Leasing
- Land Use Code Changes
- Development- in progress
- Development- proposed
- Income Investing

Aspen Commercial Market

LEASING- RETAIL

- Lease rates snapped back fast.
- Class A rents are in the \$175-\$225/ sq ft range.
- There is 4231 sq ft of **VACANT** commercial space in town representing approximately a 1% vacancy rate.
- Pop Ups are gone.
- The lower end of the market is rebounding too.

Aspen Commercial Market

LEASING- RETAIL



- JetSet ski shop signed a lease in 2010 at \$125/sf.
- Rag and Bone signed for the same space in 2013 at approximately \$225/sf.

Aspen Commercial Market

LEASING- Luxury Retail Economics

“They are just here for the storefront marketing.”

- 1500 sq ft space
- Rent at \$175/ sq ft
- NNN expenses at \$25/ sq ft
- Annual Occ Costs = \$200 x 1500 = \$300,000
- \$300,000/ 15% occ = \$2,000,000 in sales
- \$10,000 in sales per day for 200 days of peak season

Aspen Commercial Market

LEASING- NEW ENTRANTS

- Alex and Ani
- Intermix
- Anna Trzebinski- Kenya
- Artery Aspen- Cantina spaces
- Meat and Cheese
- David Burke Kitchen- Aspen One (Gap)

Aspen Commercial Market

OFFICE- LEASING

- The office market is improving.
- Approximately 15 office spaces for lease and a total of 19,000 square feet
- Smaller office spaces are in demand. Very tough to find 500 sq ft in the core or on Main Street.
- New supply will be coming on as well- Jerome Professional, Muse, Crystal Palace.

Aspen Commercial Market

LAND USE CHANGES

- January 2013 code changes reduced building height limits to 28' from 38' and **eliminated all residential development** in the Commercial Core and C-1 zone districts
- ***The Old Model***- sell a penthouse
- ***The New Model***- building flush to the sidewalk, great windows, strong lease rates

Aspen Commercial Market

LAND USE CHANGES

There are still **seven** potential redevelopment projects that have entitlements for a penthouse or expanded penthouse unit (2500 sq ft) in the downtown core.

With these projects, we will see further changes in the core.

Aspen Commercial Market

LAND USE CHANGES

Red Onion- Omnibus Poster Shop

616 East Hyman- Flug/ Gulfco

601 East Hyman- Garfield and Hecht

420 East Hyman- Zocalito

534 East Cooper- Boogie's

610 East Hyman- Cunniffe Architects

602 East Hyman- (currently Coldwell Banker)

Aspen Commercial Market

LAND USE CHANGES

Lodging Incentive Program

Where is Goldilocks when you need her?

Not too short.



Not too tall.

Aspen Commercial Market
Lodging Incentive Program

- *January 2012- City Charrette on Lodging*
- *June 30, 2014- Aspen Daily News Article*
- *July 14, 2014 – First Public Hearing*
- *August 13, 2014- 91 Pg Ordinance Approved*

Aspen Commercial Market

Lodging Incentive Program

- *Where do our most critical land use and economic decisions get made?*



Aspen Commercial Market

DEVELOPMENT- COMPLETED AND IN PROGRESS

- The Aspen Muse Building
- The Aspen One (Gap)
- The Aspen Core- parking lot behind Boogie's
- Mason and Morse Building
- Jerome Professional Building

Aspen Commercial Market

DEVELOPMENT- PROJECTED

- The Bidwell Building (Kemosabe)
- Aspen Daily News
- The One Aspen (Townhomes at 1A)
- Gas Station across from Carl's
- Crystal Palace
- 601 Hyman Avenue (Garfield Hecht)
- Sky Hotel
- Hotel Aspen

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Aspen Commercial Market

Hyman Avenue Renaissance

HYMAN AVENUE STREETSCAPE



Aspen Commercial Market

INCOME INVESTING

Legitimate cap rate deals are very difficult if not impossible to find.

The general cap rate has gone from 4.5%-5.5% in 2012 to 3%-4% in 2014.

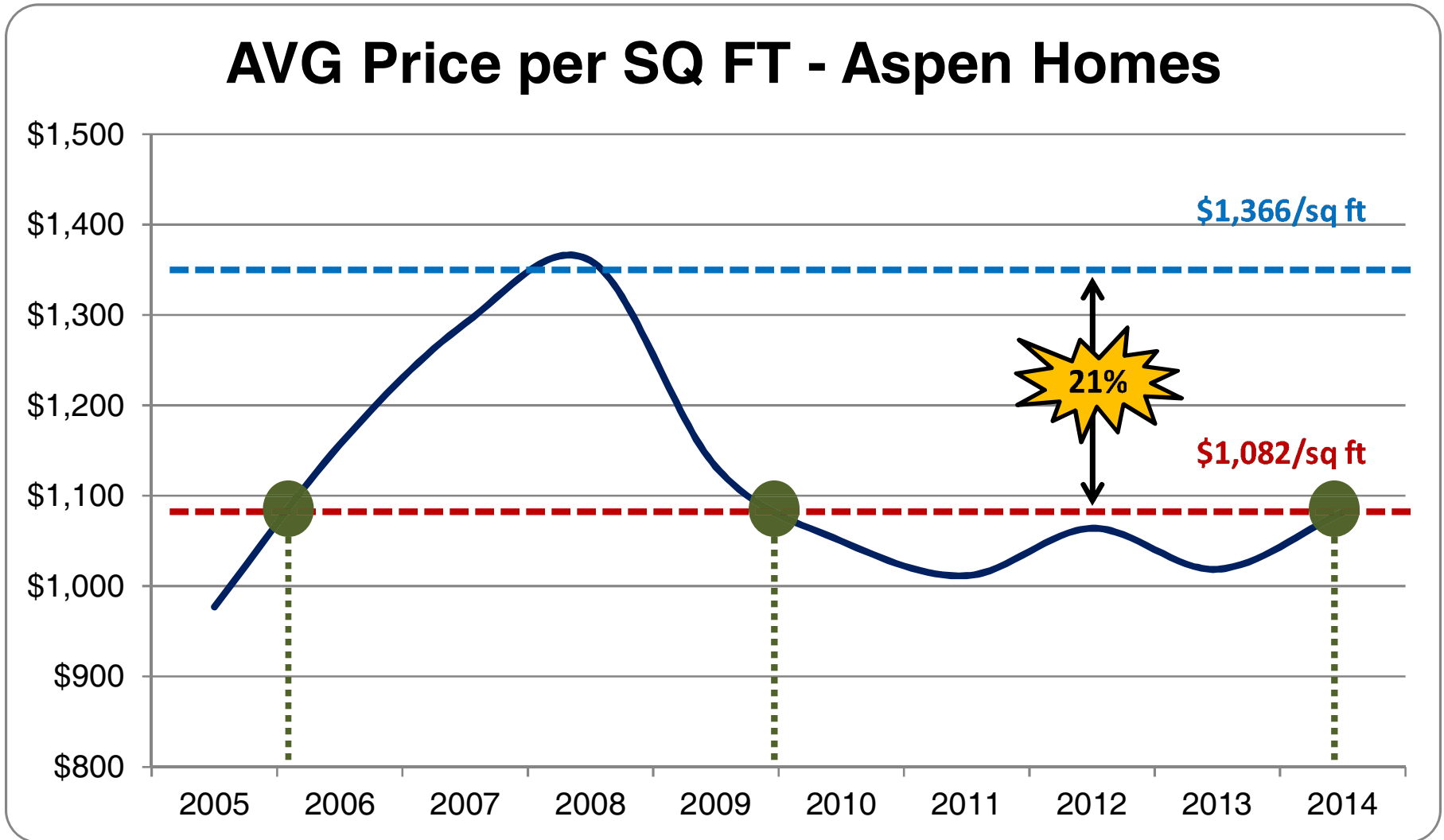
Buy a 3% return and wait, improve the leasing, or redevelop.

Aspen Commercial Market

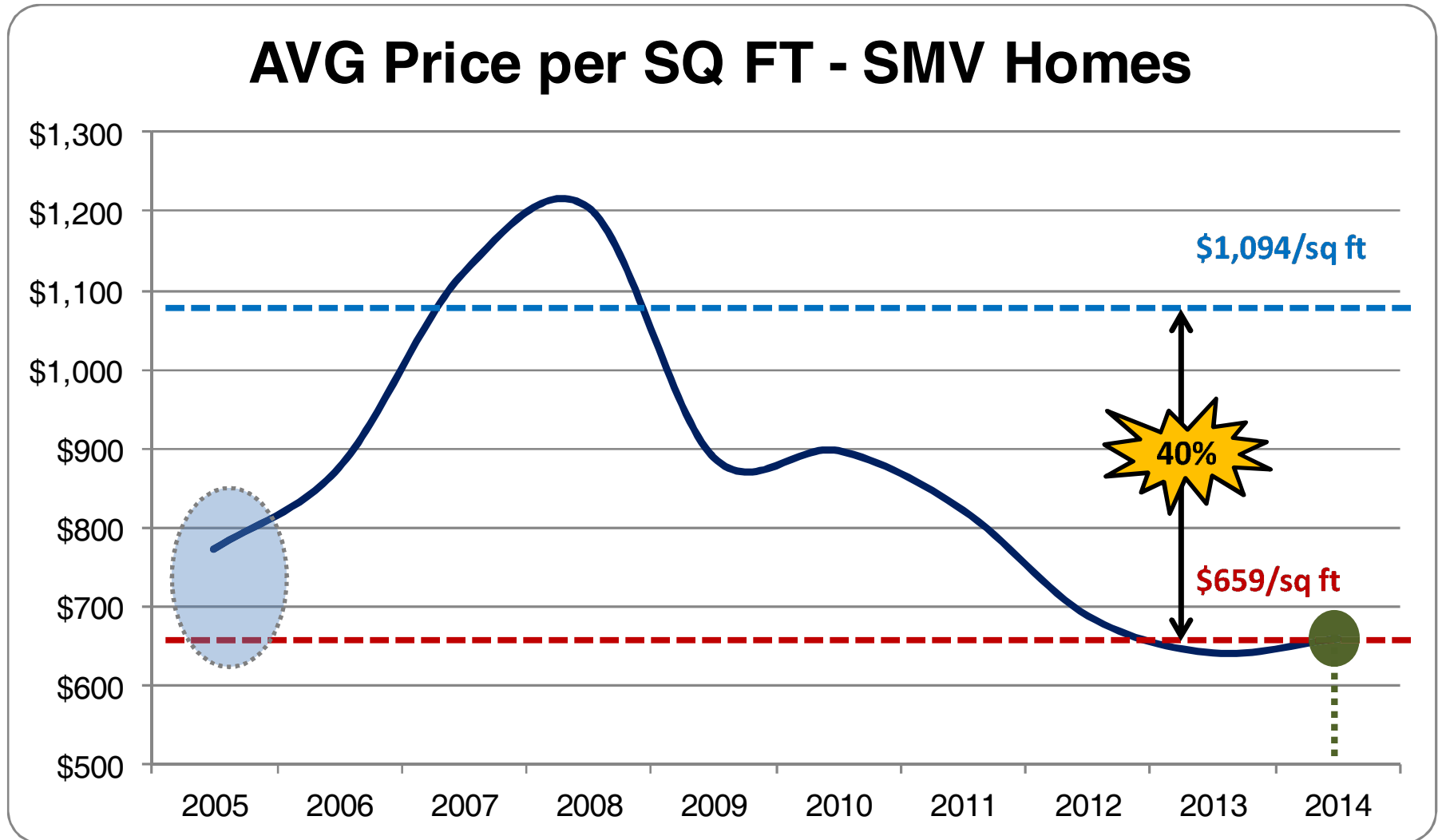
FORECAST 2015

- Stabilized lease rates
- More luxury tenants entering the market
- Fewer sales transactions
- A lodging incentive package that does not have the juice to get developers/property owners to take redevelopment risk.

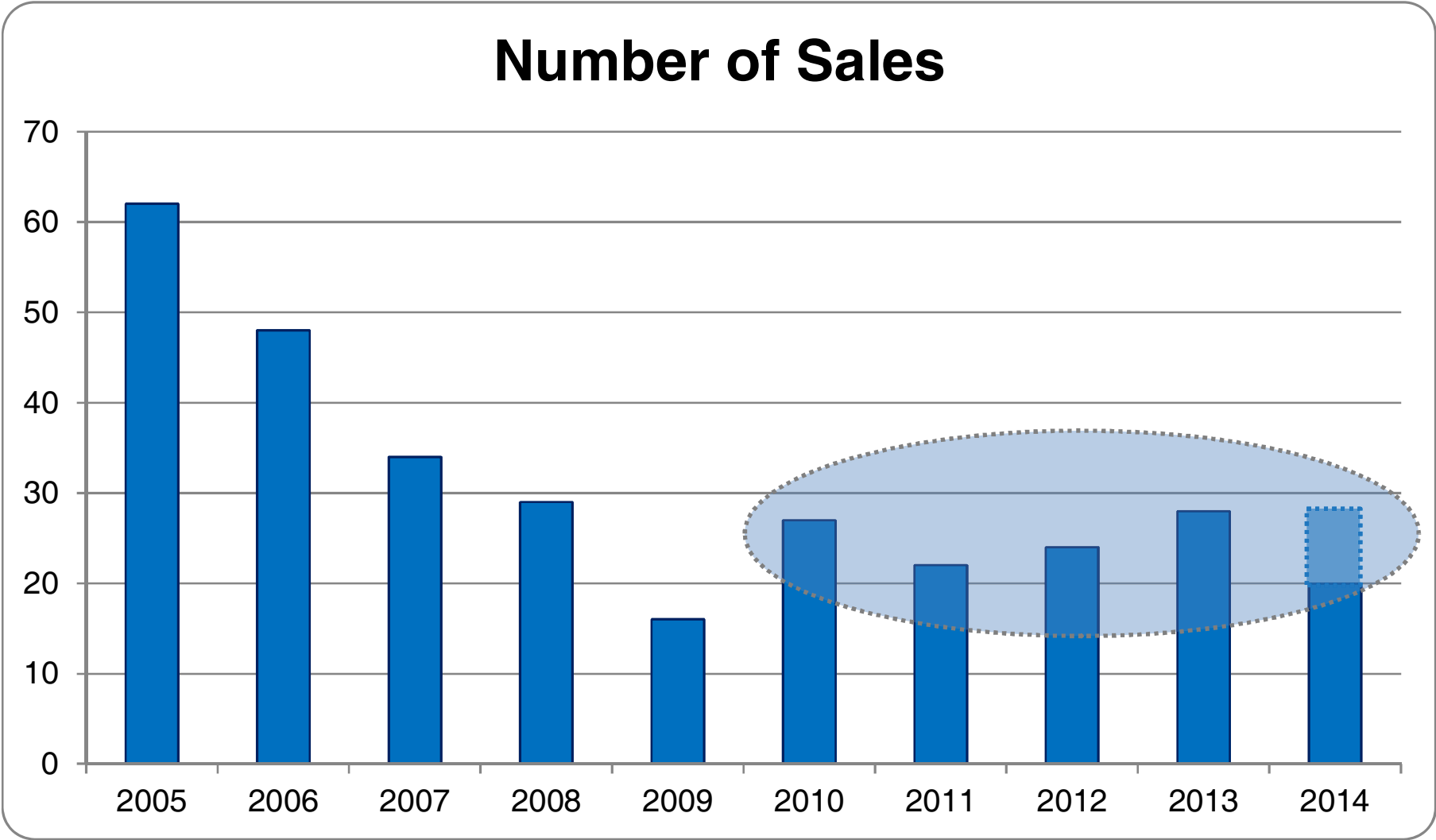
Aspen/Snowmass Single Family Home Pricing



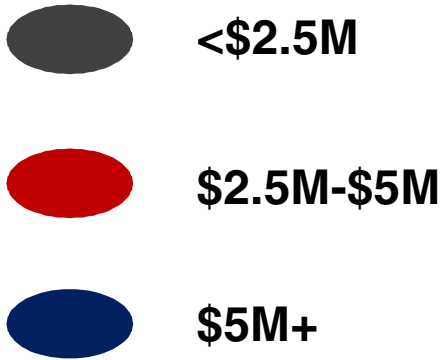
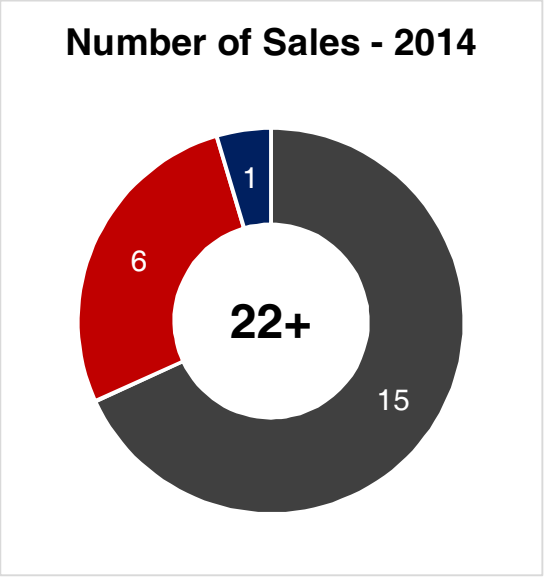
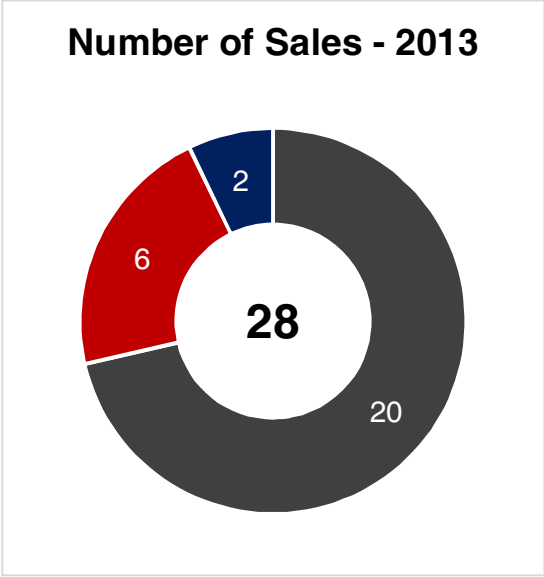
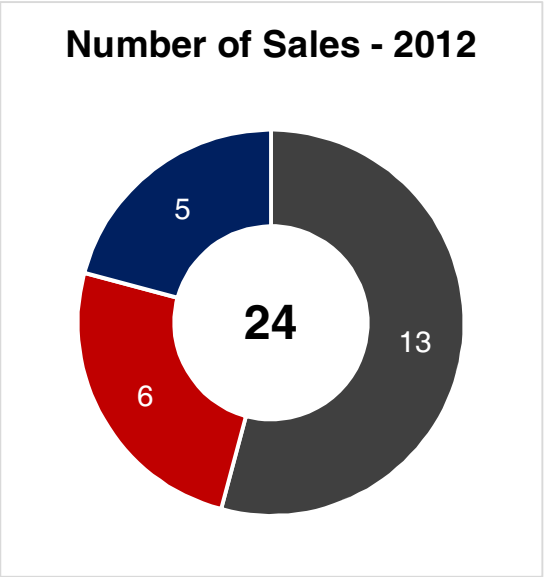
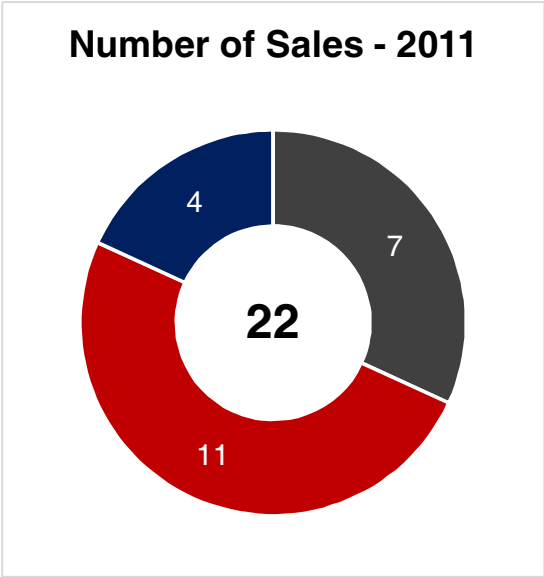
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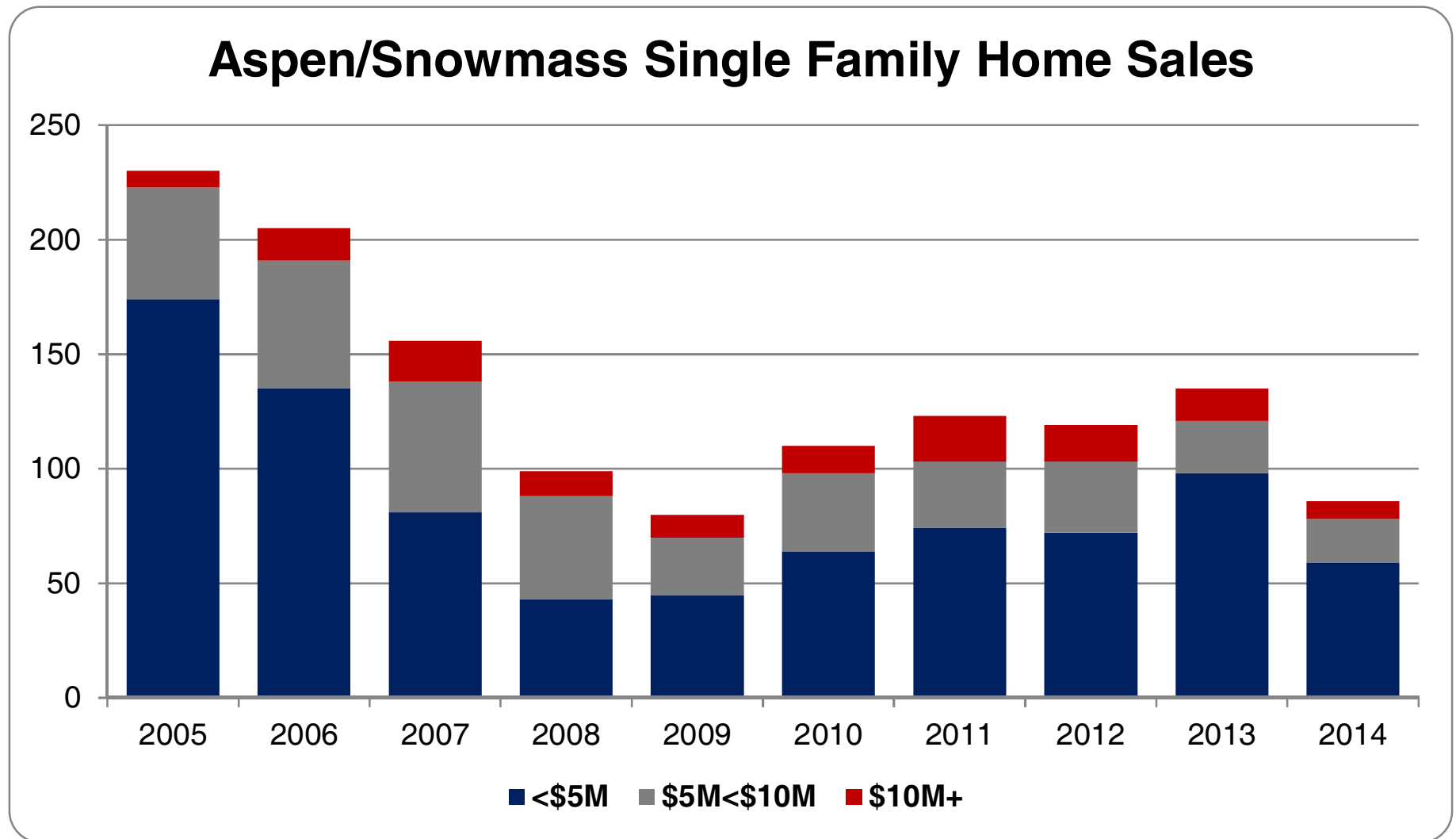
Snowmass Single Family Home Activity



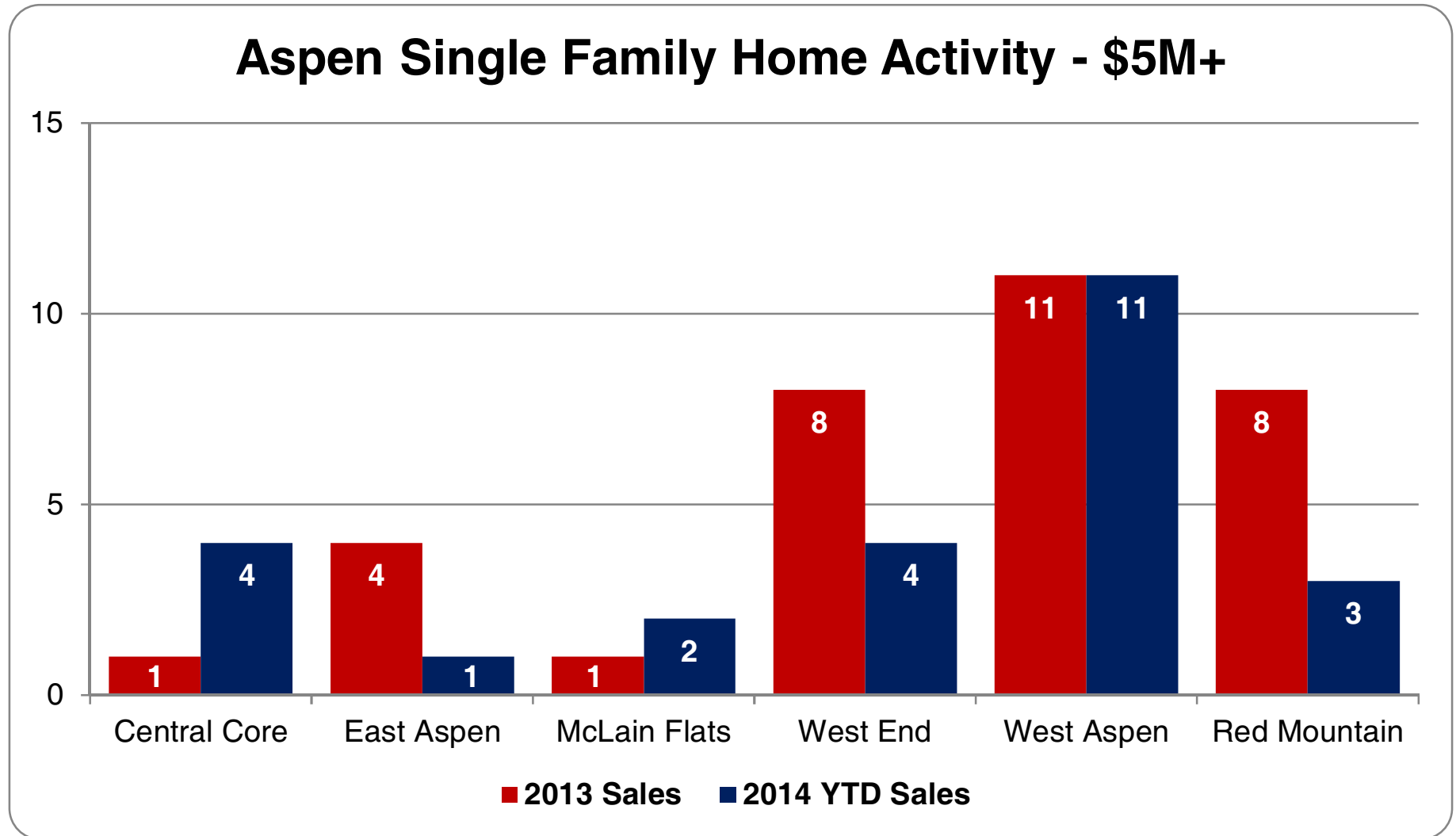
Snowmass Single Family Home Activity



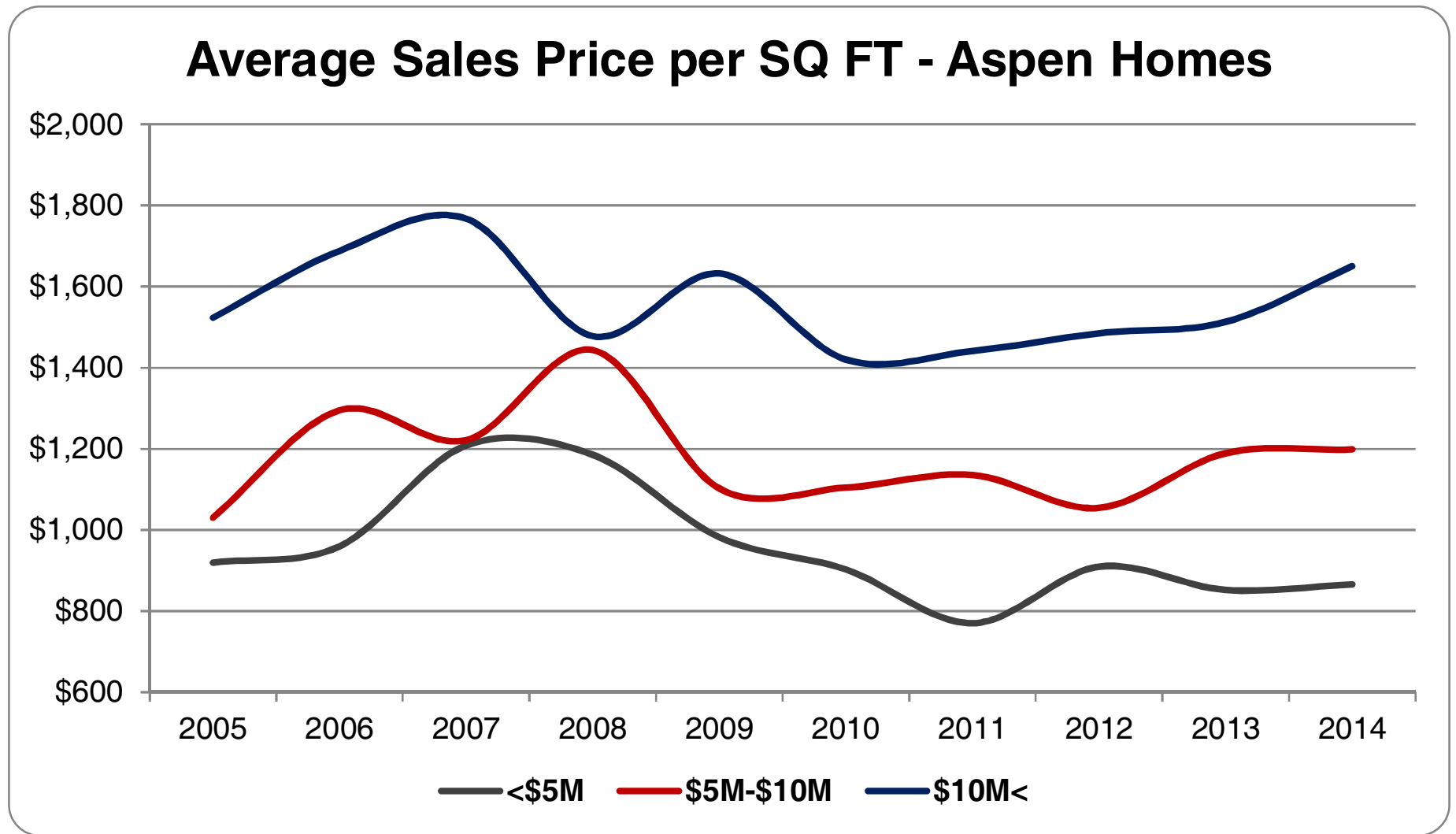
Aspen/Snowmass Luxury Home Market Trends



Aspen/Snowmass Luxury Home Market Trends

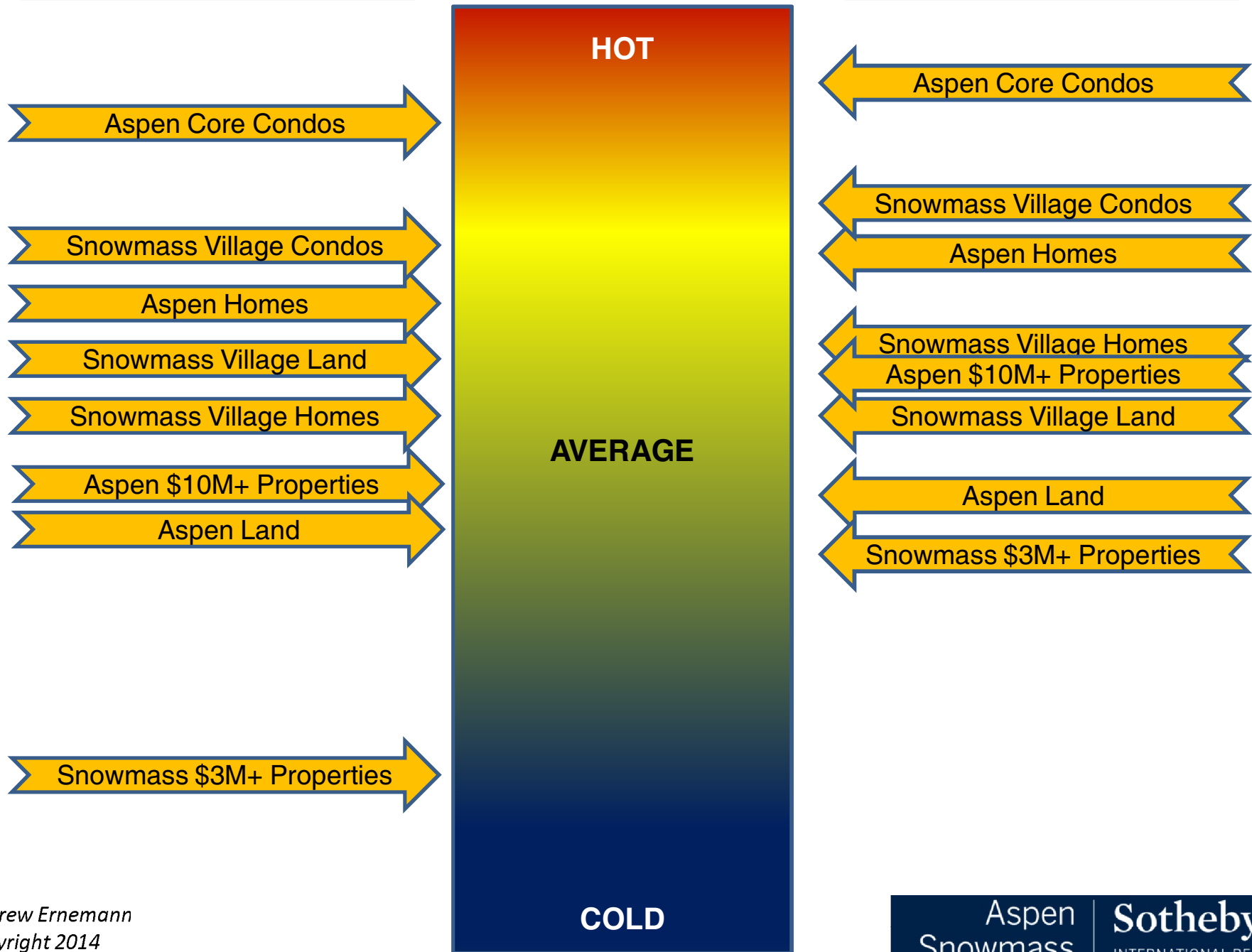


Aspen/Snowmass Luxury Home Market Trends



2014 YTD Performance

2014/2015 Expectations



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