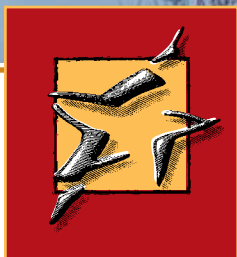


WAY WAY WAY PAST
SHELTER
WINTER 2012



BJ ★ ADAMS AND COMPANY
Real Estate on Higher Ground



BJ★ADAMS AND COMPANY
Real Estate on Higher Ground

We promise.

Dreams are funny creatures. They don't often come to us bound in one clear package. They arrive in bursts of inspiration, morning thoughts, stars falling from who knows where, only to reappear as fragments we scratch out on the back of a napkin, or forget altogether. ★ Our job is to see that your dreams don't slip by unnoticed. ★ You might say we at BJ★ADAMS AND COMPANY have lifted the practice of real estate to an art. So, beyond our determination to find the home you imagined, or to sell your property for the price it deserves, expect unexpectedly tender care, service you thought was extinct, a deep knowledge of the marketplace beyond the MLS, and an eye for detail rarely seen in bottom-line business these days.

We're an unusual team here at BJ★ADAMS AND COMPANY because, well, we actually are a team. We don't compete, we support each other, celebrate the other guy's victory, lend a hand without being asked. An elite group of feisty minds and big hearts who, in 18 years, have produced over 2000 transactions and nearly \$3 billion in sales. We've been the #1 listing office for years, with the highest success rate in the valley.

We believe real estate can and should be practiced on higher ground, and it makes us happy to work this way. ★ Our mission: to bring more spirit, creativity, accountability, service and wisdom to the task of buying or selling property. ★ More than you would ever expect. ★ You'll find our intelligence, technical expertise, knowledge of local people and geography, ethics and devotion to the work to be remarkably simpatico.

At BJ★ADAMS AND COMPANY, you'll find no hierarchy of stars, no clones, no race to be number one. We're all in agreement. That position belongs only to you.

BJ ADAMS • ANDREW ERNEMANN • MARK LEWIS • KRISTEN MALEY • LEAH MORIARTY
DOUG NEHASIL • LUCY NICHOLS • CASEY SLOSSBERG • TARA TURNER



BJ★ADAMS AND COMPANY is an affiliate of the Leading Real Estate Companies of the World network, a global franchise comprised of 5500 offices and 170,000 sales associates in the U.S. and in 38 other countries. Collectively, these firms sell 1.2 million homes every year valued at nearly \$370 billion, more than that of any national brand or franchise, including Sotheby's, Christies, ReMax and Coldwell Banker.

VOTED ASPEN'S FAVORITE REAL ESTATE COMPANY
LOCAL'S CHOICE 2011, *THE ASPEN TIMES*

You can't miss our offices in Aspen and Snowmass.

They're two 1890's cabins – every inch restored. But we're no Mayberry. Inside both is a brainstorm of brokers who fly low, work hard and incessantly watch your back.



*Snowmass Village • Next to Alpine Bank
970.923.2111*

Back at the turn of the century (the last century, that is) a gentle old farmhouse stood watch over a pastoral valley of hay meadows. This log homestead, now the oldest building in Snowmass Village, was the hub of the 160-acre Hoaglund sheep ranch. Since 1900, it has been home to numerous families whose children, now in their eighties, often visit us. Some 50 years ago, the logs were wrapped in yellow clapboard, and the families were replaced by a succession of businesses including the original Snowmass powder trip tours, a nursery school, a surveyor's office, a medical clinic and a French restaurant. BJ Adams and Company moved in and restored the building in 1994. Our favorite times here are when old friends, who still remember the ranching days, drop by to share stories of the quiet years. Their history and soul fill every room of the farmhouse.

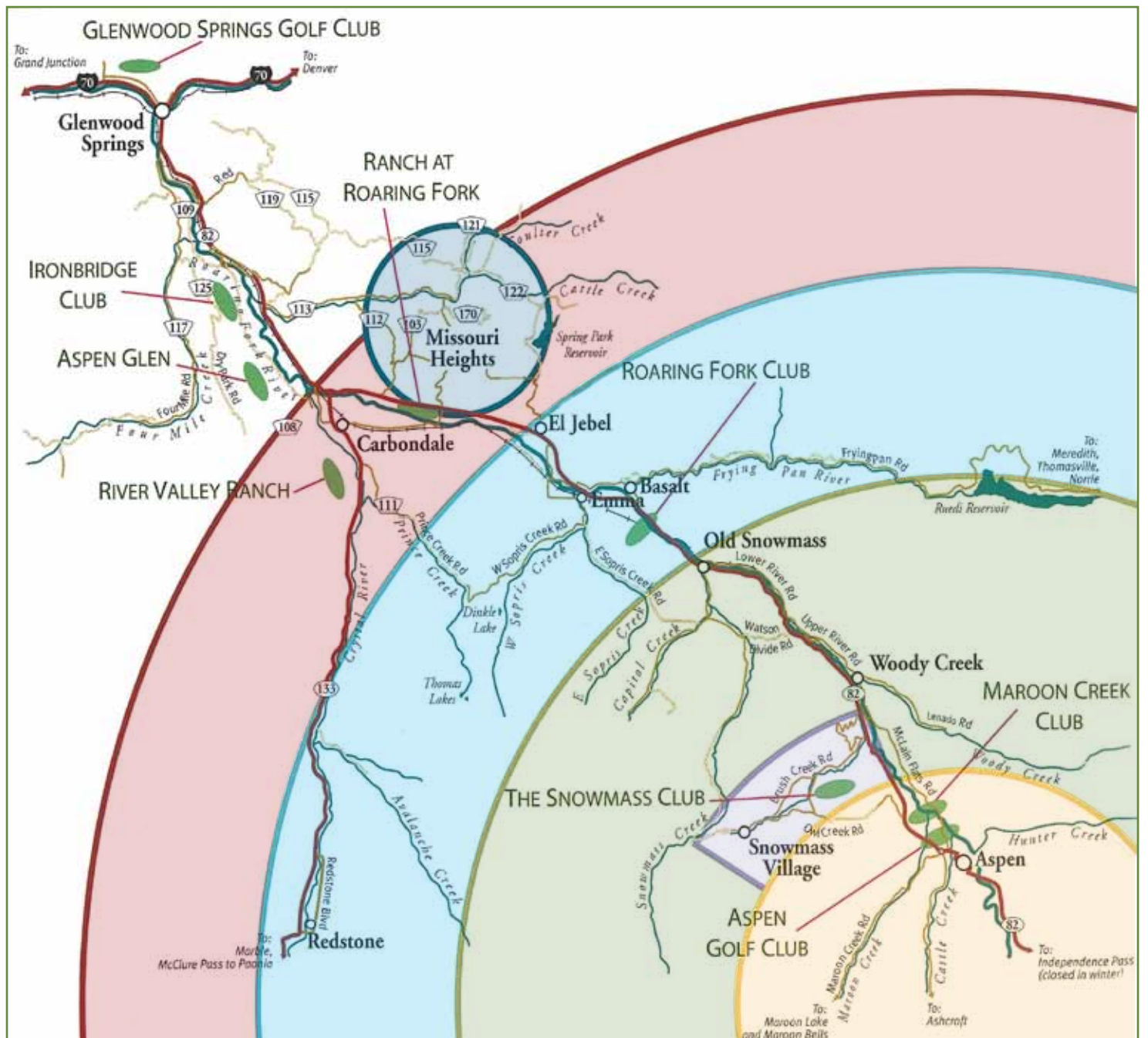
Claude Conner himself, whose family acquired the first three old miners' cabins at the corner of this Hunter and Hopkins block almost 80 years ago, approved their restoration. One of them is our second home. Claude's grandparents, Milton and Margaret Conner, born and raised in Aspen, purchased the cabins as a place to raise their four children, and eventually four generations of Conners settled here. In 2005, the Conner family sold their three homes to Austin Lawrence Partners, an Aspen development company specializing in the restoration of historic properties. The development included the renovation of the three cabins. In addition to BJ Adams and Company, they now house Austin Lawrence and one other business, and three detached single-family loft residences. We are proud to be a part of this revival of this historic corner in the core of Aspen.



*Aspen • 534 E. Hopkins Avenue
970.922.2111*

ROARING FORK VALLEY PRICE RANGES

ZONE	TO ASPEN	HOMES	TOWNHOMES	CONDOS	BLDG SITES	ACREAGE
ASPEN	—	\$1.4M-40M	\$1.3M-10M	\$155K-5.5M	\$600K-9M	\$2.5M-9M
SNOWMASS VILLAGE	15 minutes	\$1M-35MM	\$1M-5M	\$115K-3M	\$475K-12.5M	N/A
WOODY CREEK & OLD S'MASS	15-30 minutes	\$350K-15M	N/A	N/A	\$190K-1.75M	\$500K-11.5M
BASALT & EL JEBEL	25-35 minutes	\$350K-6.5M	\$400K-3M	\$160K-1.2M	\$50K-550KM	\$300K-3.5M
MISSOURI HEIGHTS	35-45 minutes	\$400K-8.5M	N/A	N/A	\$300K-750K	\$200-1M
CARBONDALE	35-45 minutes	\$200K-10M	\$350K-1M	\$200K-500K	\$80K-750K	\$250K-650K



WHAT YOUR MONEY BUYS



ASPEN

- \$130,000** Front row seats in a condo at Buttermilk's base. Absolutely nothing stands in between you and the slopes.
- \$500,000** An elegant one-bedroom with high-style and a pool. All character; no cookie box.
- \$1,000,000** Roomier two-bedroom in the heart of Aspen for spur-of-the-moment gondola access, night life and day play.
- \$4,000,000** Quit dreaming and find a new home in the famous West End, where the wealthiest mine owners once lived..
- \$6,000,000** A contemporary home fit for even the most critical eye. Perfection is right here.
- \$60,000,000** Own one of the most coveted and historic properties in Aspen. An estate worthy of a king or queen.

SNOWMASS

- \$500,000** An artsy and inspiring, two-bedroom close to ski and town fun.
- \$800,000** A two-bedroom, ski-in/ski-out condominium with everything at your fingertips.
- \$1,900,000** A delightfully updated home with skiing and golf, just outside your front door.
- \$4,000,000** A perfect getaway for your family, a five-bedroom home with unrivaled views and space.
- \$8,000,000** There's nothing to decide - you get it all. A ski-out-your-front-door home, with positively every amenity.
- \$12,000,000** One of the largest ski-in/out homes in a coveted neighborhood. It doesn't get any better.

BASALT, CARBONDALE & MISSOURI HEIGHTS

- \$350,000** Stake claim to a garden of eden and 35 acres over-looking Mt. Sopris Valley.
- \$500,000** Basalt is an explosion of fun in a know-your-neighbor-sized town. Enjoy the adventure from this storybook home.
- \$600,000** A three-bedroom half duplex with room to spare. Mountain-contemporary style with the finest finishes.
- \$600,000** Indulge your cowboy dreams and create your own private ranch on a 35-acre horse property.
- \$1,400,000** A 5500 sq ft custom home that watches over mountains and a golf course.
- \$2,000,000** Write that novel, paint that vision. A beautiful log-home retreat with unparalleled views for endless inspiration.



824 Pine Crest Lane, The Pines (adjacent page)

HOMES

Real Estate on Higher Ground



824 PINE CREST LANE SNOWMASS VILLAGE

BECAUSE: One of the most extraordinary homes in The Pines, and on the highest site in the neighborhood. Stunning views of the Snowmass ski area and the Continental Divide. A thoughtfully designed floorplan, with multiple living/TV areas, generous bedroom suites, and many private terraces. Gorgeous landscaping with waterfall. Perfect ski access. **\$11,895,000**

www.PineCrestSnowmass.com

BDRMS/BATHS	5/5½+	SIZE	7128 SQ FT
GARAGE	3-CAR	VIEWS	SNOWMASS SKI AREA
SKI ACCESS	TWO CREEKS	EXTRAS	WATERFALL, SPA



245 CONUNDRUM ASPEN

BECAUSE: At the end of a private lane bordered on one side by a ¼-mile of Castle Creek frontage and on another by US Forest Service land, this property feels a world apart. The 8 acres offers a ready-to-occupy A-frame, a gazebo overlooking a huge trout-stocked pond, and a full “Fort” worthy of a Western movie set.
\$8,490,000 www.AspenParadiseFound.com

PARCEL SIZE	8.2 ACRES	BDRMS/BATHS	4/3
AMENITIES	PRIVATE POND	EXTRAS	DEVEL POTENTIAL
APPROVALS	10,750 SQ FT +	VIEWS	CASTLE CREEK

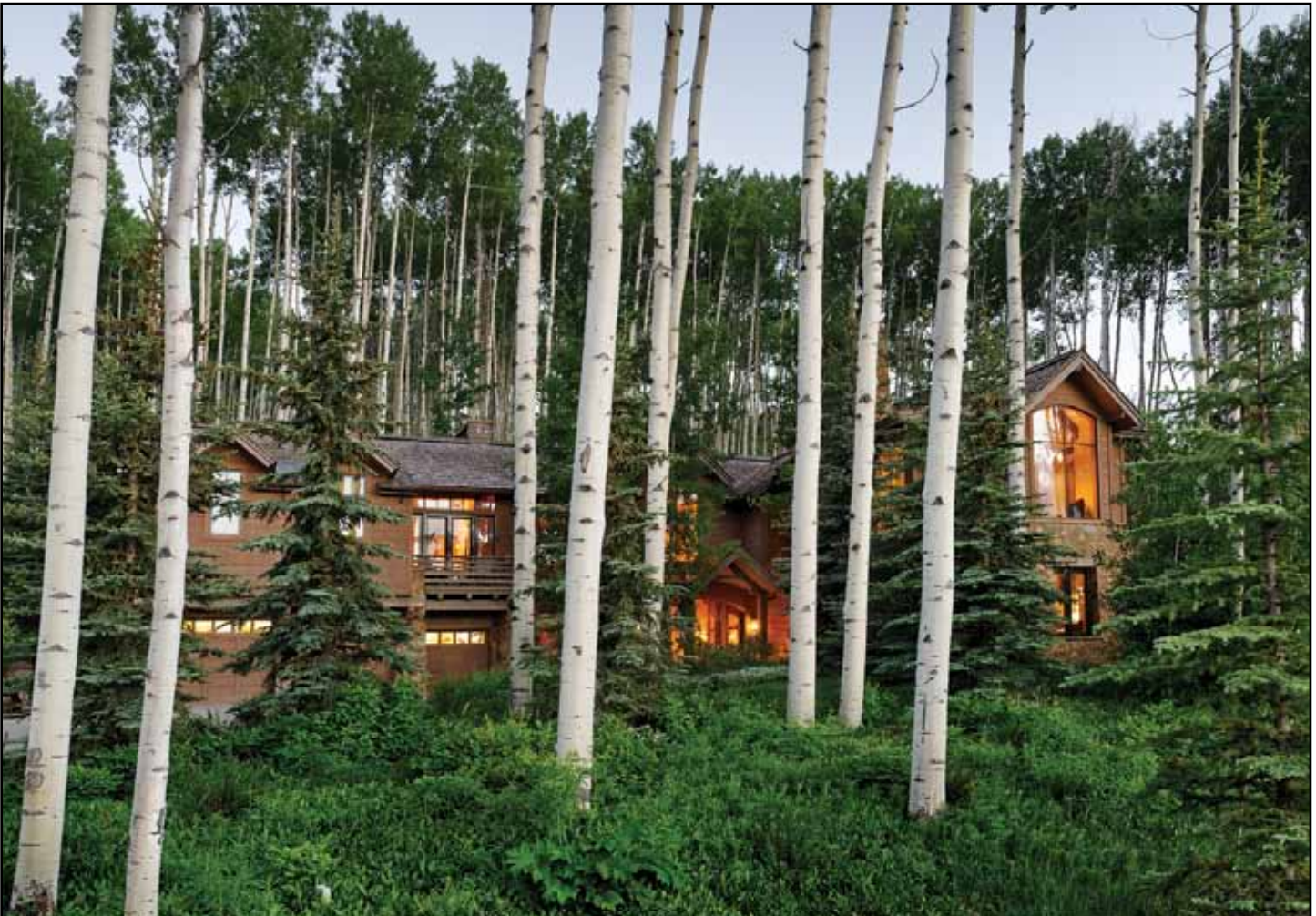




568 MOUNTAIN CREST DR SNOWMASS VILLAGE

BECAUSE: This quiet and elegant sanctuary is highlighted by one of the most gorgeous backyards in all of Snowmass. Towering aspen trees encircle this property and give it a special sense of tranquility. A gracious home with a two-story floorplan, stunning living room, views across the valley, hardwood floors, huge master suite, 5 fireplaces and numerous outdoor spaces. **\$7,999,000** www.PinesSkiRetreat.com

BDRMS/BATHS	5/5½+	SQ FT	5724
LOT SIZE	1.1 ACRE	FURNISHINGS	ELEGANT MTN
VIEWS	ACROSS VALLEY	SKI ACCESS	PVT TRAIL TO 2 CRKS



127 FOREST LANE SNOWMASS VILLAGE

BECAUSE: Thoughtful, intelligent design reflects the natural surroundings of this distinctive home. Clean, contemporary lines and large picture windows are arranged to capture big dramatic views. A fabulous outdoor living area, easy ski access plus all the modern amenities combine to capture the essence of the mountain lifestyle. *\$9,890,000*

BEDROOMS	5+MEDIA ROOM	BATHS	6½
SQ FT	4,811	GARAGE	2-CAR+MUDROOM
SKI ACCESS	SKI-IN/OUT	EXTRAS	WINE ROOM, HOT TUB





1690 SILVER KING DRIVE ASPEN

BECAUSE: End-of-the-road privacy and surrounding open space make this the envy of the neighborhood. Expansive windows, light-filled rooms, clean lines and mountain views create a tranquil, uplifting ambiance. Gorgeous landscaping. Step into the spa-like master suite and you will have found your nirvana—yet all the zest of the Aspen lifestyle is just a few minutes away. **\$4,750,000** www.AspenSilverKing.com

BDRMS/BATHS	4/4½+	SIZE	4845 SQ FT
GARAGE	2-CAR	VIEWS	HIGHLANDS/BMLK
FIREPLACE	WOOD & GAS	EXTRAS	GUEST APARTMENT



67 ARDMORE COURT ASPEN

BECAUSE: While you're planning your new digs on this spectacular building site, you can enjoy quiet and seclusion in a charming 2-bedroom bungalow in the woods. Preliminary county approvals have already been secured for a 5750 sq ft home. You'll appreciate the Aspen Mtn views, the sense of seclusion provided by the aspens and the quiet Salvation Ditch at your border, and the 10-minute walk to all of Aspen \$2,397,000

PARCEL SIZE	1.2 ACRES	EXTRAS	DEVEL. POTENTIAL
EXISTING CABIN	1266 SQ FT	ALLOWED SQ FT	5750 SQ FT
AMENITIES	WDBRNG STOVE	VIEWS	ASPEN MOUNTAIN





100 ALPINE LANE SNOWMASS VILLAGE

BECAUSE: An enchanting “treehouse” retreat, draped on the mountainside. Walls of windows showcase stunning vistas of the valley and sunsets over distant mountain peaks. A wonderful home featuring a great room and kitchen perfect for entertaining a crowd, as well as a den, bedrooms, private decks and even an artist’s studio. *\$2,699,500, furnished*
www.WoodrunRetreat.com

BEDROOMS/BATHS	5 / 5½	SQ FT	4,121
PARKING	2-CAR GARAGE	VIEWS	OUTSTANDING
SKI ACCESS	FUNNEL/ADAMS AVE	EXTRAS	FAMILY ROOM, SPA



1802 FARAWAY ROAD SNOWMASS VILLAGE

BECAUSE: This romantic, western home is upstaged only by its natural setting. Bordered by open space and ski trails, this property enjoys privacy and a herd of deer for neighbors. A design masterpiece, this features hardwood floors, vaulted ceilings, a stone fireplace and furnishings and antiques. Views across the entire valley. Ski-in/out access to Two Creeks. \$6,985,000
www.FarawayRetreat.com

BDRMS/BATHS	5/5½	SQ FT	4928
FURNISHINGS	MTN, COLORFUL	EXTRAS	BUNK ROOM, SPA
LOT SIZE	1 ACRE	VIEWS	ASTONISHING





129 HEATHER LANE ASPEN

BECAUSE: Home SWEET home best describes this charming mountain-style family home located in peaceful, pristine Meadowood. The large lot offers big views and privacy. The thoughtfully designed home has been totally remodeled to today's standards. Walking distance to Aspen schools, the Recreation Center and Aspen core. On the doorstep to everything Aspen, yet worlds away from the hustle & bustle. *\$2,895,000*

BED/BATHS	4/3	SQ. FT.	3161 HEATED LIVING
LOT SIZE	.81 ACRE	PARKING	2-CAR GARAGE
EXTRAS	MEDIA ROOM	EXTRAS	VIEWS + HOT TUB





RED TAIL RIDGE
EMMA

BECAUSE: This mountain retreat is surrounded by nature and designed with refreshing simplicity. A gracious cedar log home, effortless in both its grandeur and warmth. Gorgeous gardens flanked by a winding, 1000 ft stone wall. Majestic Mt. Sopris views from nearly every room. Extremely private. On 37 pristine acres with stunning 360-degree views. \$1,995,000
Adjoining 35-acre parcel also available.

ACRES	37	SQ FT	4513
BDRMS/BATH	3 / 3½	FIREPLACE	2 WOODBURNING
LANDSCAPING	PERENNIALS	EXTRAS	ARTISTS STUDIO





234 EDGEWOOD LANE SNOWMASS VILLAGE

BECAUSE: A brilliant remodel of this slopeside home in Woodrun has preserved its ski chalet charm while updating its finishes, amenities and decor. The home still has its grand fireplace, now dressed in an artisan plaster. There are still the high-ceilings and a steeply sloped roof, but now the rooms stay warm, thanks to all new mechanicals and a custom audio system. *\$3,799,000, furnished*

BEDROOMS/BATHS	4+DEN/3½	SQ FT	2928
SKI ACCESS	GUGGENHEIM TRAIL	AMENITIES	HOTTUB/SPA
FIREPLACE	1 WOODBURNING	EXTRAS	972 SQ FT ALLOWED



320 RIDGE OF WILDCAT SNOWMASS VILLAGE

BECAUSE: This extraordinary “forest house”, nestled in a lush grove of aspens, is situated to capture exquisite views of the ski area and designed to make the most of an idyllic mountain setting. Arts and Crafts-era architecture with a contemporary twist. Gourmet kitchen. Generous master suite with study. Separate guest wing. Artist’s studio. Lovely outdoor spaces. Gated, private entry. Five minutes from the slopes. \$6,995,000
www.HiddenMeadowsRetreat.com

BDRMS/BATHS	4/4½	SQ FT	4426
LOT SIZE	7.3 ACRES	AMENITIES	SPA, ART STUDIO
VIEWS	SNOWMASS SKI AREA	EXTRAS	STREAM, WATERFALL



280 DEER RIDGE LANE SNOWMASS VILLAGE

BECAUSE: A highly-customized, ski-accessible home. Privately nestled in an acre of trees, with a park-like setting. Voluminous living space highlighted by soaring river rock fireplace and floor-to-ceiling windows. Views of Mt. Daly and Snowmass ski area. Multiple outdoor entertaining areas. Elevator, indoor spa, beautiful etched/beveled glass features throughout. \$2,495,000, furnished

BEDROOMS/BATHS	3/3½	SQ FT	1767
FIREPLACE	GAS	GARAGE	1-CAR
EXTRAS	HOTTUB/SPA	AMENITIES	PATIO/DECK



918 WEST HALLAM ASPEN

BECAUSE: This home in Aspen's historic West End has the Victorian feeling you always admired, yet it is built with modern nuances. Crown molding, wainscoting, rosettes, and wide staircases combine with a rich, sophisticatedly tailored décor to create a genial atmosphere with a touch of English charm. Consider the very private master suite on its own floor and the all-you-ever-wanted-in-a-kitchen. How can you resist? *\$2,995,000*

BEDROOMS/BATHS	3/3½	SQ. FT.	2779
FIREPLACE	GAS	GARAGE	1-CAR
EXTRAS	HOT TUB/SPA	AMENITIES	PATIO/DECK





487 FOX RUN DRIVE
MISSOURI HEIGHTS

BECAUSE: This exquisite mountain contemporary home is designed to capture the surroundings and compliment them with a striking combination of wood, steel and concrete construction. Dramatic lines, floor-to-ceiling windows and impeccable finishes. Stunning views of the Elk Mountain Range, Maroon Bells, Capitol Peak, Mt. Sopris and Sunlight ski area. \$2,198,000 www.FoxRunHouse.com

BEDROOMS/ BATHS	5/3½	SQ FT	5,561
LOT SIZE	2.1 ACRES	PARKING	3 CAR GARAGE
YEAR BUILT	2008	EXTRAS	A/C, RADIANT HEAT





63 BABY DOE LANE SNOWMASS VILLAGE

BECAUSE: Without question, this is one of the most spectacularly-sited homes in all of Snowmass with staggering views of the entire ski area. The vistas enjoyed from virtually every room in this impeccably-maintained home are simply mesmerizing in their scale and drama. Add the Eddy Out ski trail which crosses the lot, the nearby stream, and the charm and spaciousness of this family ski-chalet, and you have a legacy property for the generations. **\$3,990,000** www.SnowRidgeRetreat.com

BDRMS/BATHS	4 + LOFT/5	SQ. FT.	4188
LOT SIZE	1 ACRE	EXTRAS	STREAM, HOT TUB
SKI ACCESS	FUNNEL GONDOLA	VIEWS	BREATHTAKING



50 GREEN MEADOW DRIVE MISSOURI HEIGHTS

BECAUSE: Inside, the welcoming, airy rooms are beautifully finished down to the tiniest of details. Outside, the views will take your breath away. The stage is set in a foreground of green, rolling meadows and a backdrop of purple mountains majesty that stretches from Aspen Mountain to Mt. Sopris and beyond. Completed in 2007 and still in "like new" condition. *\$987,000*

BEDROOMS/BATHS	4/3	SQ FT	3714
FIREPLACE	WOODBURNING	GARAGE	HEATED 2-CAR
VIEWS	ELK MOUNTAIN RANGE	EXTRAS	POOL/TENNIS COURT





The Stonebridge (page 32 and page 33)

CONDOMINIUMS

Real Estate on Higher Ground

MOUNTAIN QUEEN #5 ASPEN

BECAUSE: A bright fresh, contemporary remodel gives this slopeside condo absolutely irresistible panache. Aspen Mountain is forever near through floor-to-ceiling windows and from the deck fit for après-ski parties and summer dining. Ski in and ski out from Lift 1A and stroll two blocks to downtown. *\$3,250,000*

BEDROOMS	3	BATHS	3
SQ FT	1551	FIREPLACE	GAS
AMENITIES	NUMEROUS	VIEWS	BASE OF AJAX



UTE AT THE ASPEN ALPS #1/1A ASPEN

BECAUSE: Break out the champagne: You have discovered a truly exceptional townhouse at the base of Aspen Mountain. Three stories crafted with fine custom millwork, two splendid master suites, guest or caretaker quarters, a wine room, multiple skylights and a roof-top deck with 360 degree views of Aspen and beyond. Toast to the attention to detail, warmth, livability and access to the Aspen Alps amenities. *\$8,198,000*

BEDROOMS	4	BATHS	5.5
SQ FT	1060	FIREPLACE	3 GAS
SKI ACCESS	GONDOLA	EXTRAS	PRIVATE ELEVATOR





DURANT #4D ASPEN

BECAUSE: This three-bedroom condominium with a panoramic vista that looks out onto all the great places to explore. The view starts at the pool deck below, overlooks the shops and restaurants of downtown Aspen, and is framed by the adjacent ski hill. And for the times, it's a peaceful retreat - appointed with furnishings and décor that are warm and elegant. *\$1,099,575*

BEDROOMS	3	BATHS	2
SQ FT	1,211	VIEWS	AJAX MOUNTAIN
FIREPLACE	1 WOODBURNING	AMENITIES	ASPEN SKI ACCESS



FIFTH AVENUE #204 ASPEN

BECAUSE: Tucked into the base of Aspen Mountain, this condominium is sheltered by a close hillside studded with pines and aspens. The home serves up ski hill views framed in the soaring windows of its two-story living room. Enjoy the sights of town from the perch of its master suite balcony on the building's opposite side. *\$1,295,000, furnished*

SQ FT	1,101	BEDROOMS/BATHS	3 / 3
AMENITIES	HOTTUB, POOL	FIREPLACE	1 GAS-LOG
EXTRAS	SKI ACCESS	VIEWS	ASPEN MOUNTAIN



FASCHING HAUS #340/440 ASPEN

BECAUSE: A condominium that will adapt to your needs and those of your guests. With two bedrooms, plus a den, three baths, four exterior doors, and six beds this downtown home accommodates a wide variety of situations with comfort and grace. Newly renovated exterior, excellent amenities and less than two blocks from the heart of Aspen. *\$1,025,000*

BEDROOMS	2 + DEN	BATHS	3
SQ FT	1060	FIREPLACE	WOODBURNING
SKI ACCESS	LIFT 1A/GONDOLA	EXTRAS	POOL/HOT TUB



FIFTH AVENUE #1A ASPEN

BECAUSE: This two-bedroom condominium boasts one of Aspen's rarest amenities, great ski access. During the summer months, you'll enjoy a ground-level patio just outside your front door. Close enough to make it easy walk, but far enough away for tranquility. Tasteful renovations have helped keep this residence feeling up-to-date, and a great rental history. *\$599,000*

SQ FT	727	FIREPLACE	GAS-LOG
BEDROOMS	2	AMENITIES	POOL/JACUZZI
BATHS	1	EXTRAS	PATIO



All of us want to
willing and able to
communities who show
uncensored news, the br
lives in perspective. It's ca
happens in one place, at o

know there are people
address world problems,
up, great artists to give us
rawn of nature to put our
lled hope. And when it all
one time, it's called Aspen.

– The Team at BJ ADAMS AND COMPANY



700 MONARCH #202 ASPEN

BECAUSE: An uncommonly spacious condominium that is so close to Aspen Mountain it looks like you can reach out and touch it. Stroll 150 feet to Lift 1A in winter and in summer, hike up Aspen Mountain from the open space access just beyond your back deck. A terrific location with larger-than-life views—an uncommonly great find. *\$1,100,000, furnished*

BED/BATHS	3/2	SQ FT	1290
VIEWS	ASPEN MOUNTAIN	PARKING	ASSIGNED
FIREPLACE	WOOD-BURNING	EXTRAS	OWNER STORAGE



DURANT #301 B ASPEN

BECAUSE: This top floor, corner, 3 bedroom condominium perched above Aspen offers amazing views of Ajax Mountain and downtown. This 2009 remodel needs only a room full of good conversation and jovial laughter to be complete. Amenities include Aspen Mountain ski access, heated pool and hot tub. *\$1,295,000*

BEDROOMS	3	BATHS	2
SQ FT	1100	VIEWS	AJAX MOUNTAIN
FIREPLACE	1 WOODBURNING	AMENITIES	ASPEN SKI ACCESS





SHADOW MOUNTAIN #2 ASPEN

BECAUSE: A true ski-in/ski-out two-bedroom condominium, it is bordered by Ajax's beloved "Norway" run with the charming Lift 1A chair just steps away. Panoramic views of downtown Aspen and the mountains beyond fill every window. Located just two blocks from the downtown Aspen core. *\$1,194,000*

BEDROOM	2	BATHS	2
SQ FT	940	FIREPLACE	GAS
SKI ACCESS	SKI-IN/OUT	EXTRAS	OUTDOOR POOL



ASPEN SQUARE #406 ASPEN

BECAUSE: A pied-à-terre in a coveted top-floor, corner location in Aspen's most acclaimed condominium development. One of management's most frequently requested units, this property has a history of great rentals. In the core of town, and a one-block walk to the gondola. *\$795,000* AspenSquareCondo.com

SQ FT	496	BEDROOMS/BATHS	STUDIO/I
PARKING	GARAGE	VIEWS	CONT'L DIVIDE MTS
AMENITIES	POOL, FRONT DESK	EXTRAS	WALK TO GONDOLA



LIFT ONE #203 ASPEN

BECAUSE: A recently updated charmer that is just a short walk to the gondola, only steps from Lift 1A and a stroll away from all the hubbub of downtown Aspen. The refreshing, all new kitchen and baths will make you feel right at home. After a dip in the beautiful outdoor heated pool or a soak in the grotto-style hot tub with Aspen Mountain views, you may not want to go home. *\$1,025,000*

SQ FT	900	PARKING	COMMON
BEDROOMS/BATHS	2/2	VIEWS	ASPEN
FIREPLACE	WOOD	AMENITIES	NUMEROUS



DURANT #102 A ASPEN

BECAUSE: One of the finest condominium finds in Aspen--beautifully remodeled and deftly decorated with a ski trail leading directly to the gondola. End your day in front of the fireplace and catch the sun setting behind Aspen Mountain and the valley beyond. When you are ready to kick up your heels, the heart of downtown is just two blocks away. *\$1,395,000*

SQ FT	1100	PARKING	COMMON
BEDROOMS/BATHS	3/2	AMENITIES	SKI LOCKER STORAGE
FIREPLACE	WOODBURNING	EXTRAS	REMODELED



CLARENDON #13 ASPEN

BECAUSE: Manhattan meets the mountains in this sophisticated townhome tucked away in a private, peaceful corner of Aspen. Renovated and newly furnished last year, this contemporary two-story property shows and lives spectacularly. Featuring Italian porcelain tile, a new kitchen and fireplace, beautiful linens and original art. *\$2,700,000, furnished*

SQ FT	1812	BEDROOMS/BATHS	3 / 3
FIREPLACE	GAS-LOG	VIEWS	PARK, AJAX
FURNISHED	MTN CONTEMP	EXTRAS	WALKTO GONDOLA



STONEBRIDGE #632 SNOWMASS VILLAGE

BECAUSE: Whatever the season, this turn-key slopeside condominium is the base camp for adventures of all kinds. Unwind by the glow of your fire after a day skiing. Soothe your muscles in the one of two luxurious spas or swim a few laps in the azure pool. It's all here, and it's all yours. *\$1,250,000*

BEDROOMS/BATHS	3/3	EXTRAS	OWNERS STORAGE
SQ FT	1416	PARKING	GARAGE
SKI ACCESS	PERFECTLY EASY	VIEWS	SKI SLOPES



THE STONEBRIDGE #633 SNOWMASS VILLAGE

BECAUSE: A condominium generous in style, comfort, and convenience delightfully set above the ski slopes. Refreshingly bright and sunny, this two bedroom + den has custom furnishings and a floorplan that makes ingenious use of space. Every room is airy and large. A huge southeast-facing deck overlooking Fanny Hill expands the living space outdoors, year-round. \$1,295,000, furnished www.FannyHillCondo.com

SQ FT	1416	BDRMS/BATHS	2+DEN/3
PARKING	GARAGE	VIEWS	SKI SLOPES
EXTRAS	RENOVATED	SKI ACCESS	FANNY HILL



STONEBRIDGE #815 SNOWMASS VILLAGE

BECAUSE: Ski in from Fanny Hill, throw another log on the fire, then say "ahhh" because you're in The Stonebridge--one of the most sought-after spots in Snowmass. Soak in one of two spas rumored to be the best in the Village. In the summer, lounge by the sparkling pool in a park-like setting. Comfortable, ski accessible and exceptionally well managed. \$649,000

BEDROOMS/BATHS	1/1	VIEWS	SNOWMASS MTN
PARKING	GARAGE	SQ FT	716
SKI ACCESS	FANNY HILL	EXTRAS	RENOVATED





SHADOWBROOK #503/504 SNOWMASS VILLAGE

BECAUSE: Location is the name of the game in this top-floor, exceptionally large property overlooking Fanny Hill, where everyone can vacation the way they wish. This top-floor, exceptionally large property overlooking Fanny Hill is the perfect spot to relax on the deck or in the pool below. \$1,995,000
SnowmassFamilyRetreat.com

BEDROOMS	4	PARKING	2 COVERED SPACES
BATHS	6	VIEWS	FANNY HILL SKIERS
SQ FT	2538	EXTRAS	2 FIREPLACES



WOODRUN PLACE #20 SNOWMASS VILLAGE

BECAUSE: Entire chapters could be devoted to the extra living space, the thoughtfully-designed and high quality finishes and décor, and to the property's private master quarters. Woodrun Place #20 has elevator access, an A+ ski-in/ski-out location, and is easy walking distance to everything that is fun in Snowmass. One of the best two-bedrooms on the slopes. \$875,000

SQ FT	1538	PARKING	ASSIGNED CARPORT
BEDROOMS/BATHS	2/2	SKI ACCESS	FANNY HILL
FIREPLACE	WOOD	EXTRAS	ELEVATOR/SKI STORAGE



HOMESTEAD #6 SNOWMASS VILLAGE

BECAUSE: Enter a world of luxury and solitude, located conveniently on The Snowmass Club Golf Course. Only 14 townhomes in this neighborhood, this property enjoys the best “point” location with fabulous south-facing views, privacy and peacefulness. *\$1,975,000*

BED/BATHS	3 + LOFT/3½	SQ FT	2560
GARAGE	2-CAR HEATED	AMENITIES	HOTTUB
EXTRAS	KITCHEN/BATH REMODEL	POTENTIAL	EXTRA BED/BATH



COUNTRY CLUB TOWNHOME #39 SNOWMASS VILLAGE

BECAUSE: Easy mountain living doesn't get any better than in this spacious townhome on the 11th fairway of the Snowmass Golf Course. A beautifully updated property, inside and out. Features include all new kitchen and den, an expanded deck, and golf course and ski area views. Exemplary management makes ownership a breeze. *\$1,895,000*

CountryClubRetreat.com

BDRMS/BATHS	2+DEN/3	SQ FT	2145
PARKING	1-CAR GARAGE	VIEWS	GOLF COURSE
EXTRAS	NEW KITCHEN, DEN	EXTRAS	ADJ TO SKI SHTL STOP





THE CRESTWOOD SNOWMASS VILLAGE

BECAUSE: It couldn't be easier to grab the first chair lift ride in the morning or dinner at one of the hot new restaurants in Base Village. The icing on the cake is the superb rental history and quality management team.

1205 | BEDROOMS 1 | FIREPLACE 1 GAS
BATHS 1 | VIEWS BASEVILLAGE
SKI ACCESS FANNY HILL | PRICE \$445,000

2106 | SQ FT 1008 | FIREPLACE 1 GAS
BED/BATH 2 / 2 | SKI ACCESS SKI-IN/SKI-OUT
FURNISHED YES | PRICE \$685,000

2112 | SQ FT 1008 | FIREPLACE 1 GAS
BED/BATH 2 / 2 | SKI ACCESS SKI-IN/SKI-OUT
FURNISHED COMFORT | PRICE \$699,000

2308 | SQ FT 928 | FIREPLACE 1 GAS
BED/BATH 1+LOFT / 2 | SKI ACCESS SKI-IN/SKI-OUT
FURNISHED YES | PRICE \$699,000

3304 | SQ FT 928 | FIREPLACE 1 GAS
BED/BATH 2 / 2 | SKI ACCESS SKI-IN/SKI-OUT
FURNISHED YES | PRICE \$779,000



ST. REGIS PRIVATE RESIDENCE CLUB ASPEN

BECAUSE: The ultimate Aspen mind, body, and spirit experience is yours with this premier fractional residence club in the heart of downtown Aspen. Member-owners enjoy an executive business center, 24-hour room service, The Restaurant, and also have privileged access to the 15,000-sq-ft, full-service Remède Spa.

B22 - \$360,000 | SQ FT: 1644
BEDROOMS/BATHS: 3 / 3

B35 - \$460,000 | SQ FT: 2165
BEDROOMS/BATHS: 3 / 3

B52 - \$299,000 | SQ FT: 1581
BEDROOMS/BATHS: 2 / 2





TOP OF VILLAGE, LEAF 802 SNOWMASS VILLAGE

BECAUSE: Classic sophistication in this remodeled condominium. Couple the elegant mountain-contemporary interiors with fabulous ski-in/ski-out access on Dawdler Run and excellent on-site amenities including an elevator, assigned carport, pool, hot tub, fitness room and free town shuttle – your wish list is complete! *\$1,295,000*

SQ FT	1,450	EXTRAS	SKI-IN/OUT, DECK
VIEWS	SKI MOUNTAIN	BEDROOMS/BATHS	3/3
FIREPLACE	WOOD-BURNING	AMENITIES	ELEVATOR, POOL



WOODRUN V #16 SNOWMASS VILLAGE

BECAUSE: Bring your family home to this rarely available ski-in/out Snowmass gem with plenty of room for everyone. Perfectly located between the Mall and the Base Village with “Adams Avenue” ski run in your backyard, this townhome is convenient to everything and ready for anything; consider it a blank canvas for painting your future family memories. *\$2,595,000*

BEDROOMS/BATHS	3/4½	SQ FT	2996
FIREPLACE	WOODBURNING	AMENITIES	PATIO, DECK
SKI ACCESS	FALL IN/OUT	EXTRAS	AIR CONDITIONING



TERRACEHOUSE #90 SNOWMASS VILLAGE

BECAUSE: A cozy, well-maintained condominium with a ski lodge charm that makes you want to put your feet up and settle in for a while in front of the fireplace. You'll find everything you need inside, and everything you want not far from the front door. Walk to the Fanny Hill slope, schuss to the six-pack lift or take in a summer concert. *\$565,000*

SQ FT	784	PARKING	COMMON
BEDROOMS/BATHS	2/2	AMENITIES	HOT TUBS
FIREPLACE	GAS	EXTRAS	SKI-IN/SKI-OUT ACCESS



383 MEADOW RANCH SNOWMASS VILLAGE

BECAUSE: A beautifully remodeled condominium boasting a gourmet kitchen with granite countertops and stainless steel appliances, an additional full bath upstairs, and skylights to let the outdoors in. Enjoy the private, wooded setting from the spacious deck. Wonderfully maintained and tastefully furnished, you'll feel blessed to call this sweet property your home. *\$695,000*

BEDROOMS	2	BATHS	2½
SQ FT	1,206	FURNISHED	YES, ATTRACTIVELY
FIREPLACE	WOOD	EXTRAS	LARGE BBQ DECK



Double Bar X Ranch, Homestead 2 (adjacent page)

LAND

Real Estate on Higher Ground

DOUBLE BAR X RANCH #2 ASPEN

BECAUSE: A beautiful building site nestled privately between two knolls that overlooks both Maroon Creek and the 2nd and 3rd fairways of the Maroon Creek Club Golf Course. The Aspen Highlands ski trails are front and center. Add the Continental Divide, Ajax and Buttermilk, and it's clear why this is a particularly special property. \$3,980,000
www.DoubleBarXRanch.com

PARCEL SIZE	2 ACRES	ALLOWABLE FAR	11,000 SQ FT
VIEWS	ALL SKI AREAS	AMENITIES	NATURE PRESERVE
TOPOGRAPHY	EASILY BUILDABLE	EXTRAS	RIVER FRONTAGE



THE PINES, LOT 27 SNOWMASS VILLAGE

BECAUSE: A skier's delight. A premier ski-in/ski-out lot nestled in a grove of trees. 5,500 sq ft of approved FAR plus a 700 sq ft garage. Design your own dream property, or the lot comes with architectural plans for a stunning mountain contemporary home designed by Martin Mata of Mata Design Company. \$3,250,000
www.PinesSkiLot.com

LOT SIZE	1.01 ACRES	FAR	5500+700 SQ FT GARAGE
SKI ACCESS	TWO CREEKS	VIEWS	BRUSH CREEK VALLEY
VEGETATION	ASPEN, SPRUCE	TERRAIN	GENTLY SLOPING





KNOLLWOOD 12 AND 14 ASPEN

BECAUSE: Create your own hideout on this wooded site less than a mile to downtown Aspen. Tucked up against the southern flank of Smuggler Mountain, you will appreciate the sense of peace and privacy in this established neighborhood. Views of Independence Pass and Aspen Mountain can't be missed.
 Lot 12: *\$1,990,000*, Lot 14: *\$1,890,000*

LOT SIZE	21,106	ZONING	R-15B
ALLOWED SQ FT	3590 +	TERRAIN	SLOPED
VIEWS	INDY PASS, AJAX	EXTRAS	PRIVATE AND PEACEFUL



MEDICINE BOW ROAD ASPEN

BECAUSE: An opportunity to create your private, custom Colorado retreat on 36 acres with aspen groves, juniper and a sage-filled meadow. The valley-wide views to the Continental Divide are boundless, Snowmass and Aspen are only a short jaunt away and the end result is limited only by your imagination. Expect blue skies and star-studded nights. *\$1,825,000*

PARCEL SIZE	36.17 ACRES	ALLOWED SQ FT/W/ 2TDR'S	10,750
AMENITIES	UTILITIES TO SITE	EXTRAS	DEVEL POTENTIAL
USAGE	SF HOME, RANCHETTE	VIEWS	RED MTN AND BEYOND



23 MEADOW LANE SNOWMASS

BECAUSE: One of the best-located lots in Snowmass. Gently sloped to the east, this parcel bathes in warm morning sunlight. It serves up a panorama bookended by Red Mountain on one side and Snowmass Ski Area on the other, with glimpses of Aspen Mountain and Aspen Highlands in between. *\$975,000*

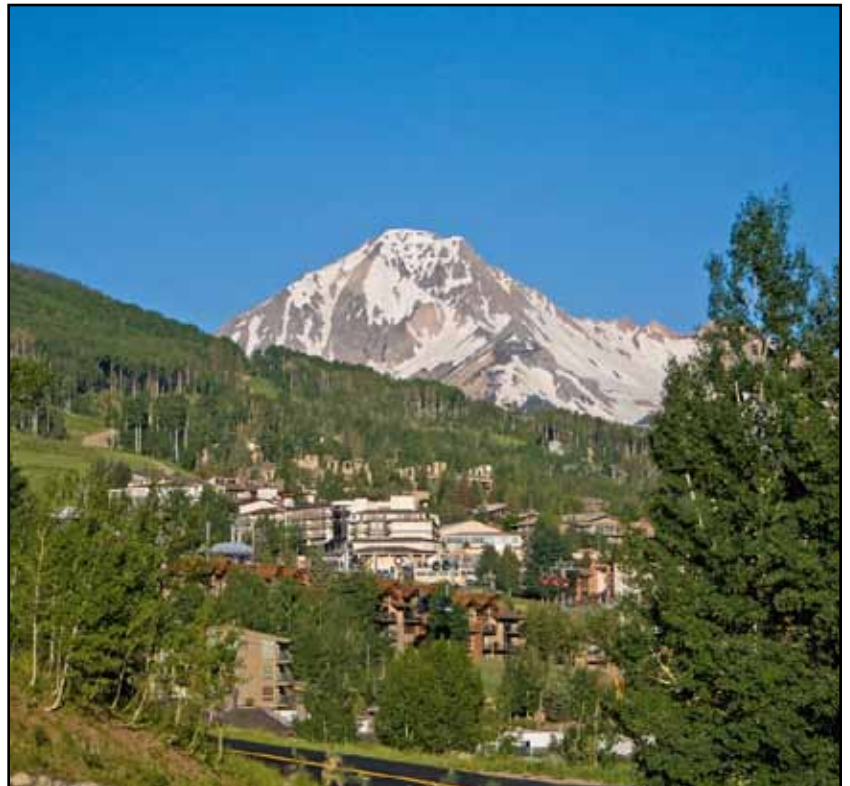
ACRES	.77	ALLOWABLE FAR	4,344 SQ FT
USAGE	SINGLE FAMILY LOT	AMENITIES	ON SHUTTLE ROUTE
VIEWS	CONTINENTAL DIVIDE	POSSIBILITIES	ENDLESS



THE RIDGE, PARCEL 3 SNOWMASS VILLAGE

BECAUSE: A ski-accessible building site - at a price that doesn't command a premium. This hidden, sweet gem of a property, located at the base of Ridge Run, features ski-in/ski-out access. Unbelievably great views. Easy stroll to nearby Snowmass Center and all shuttle bus stops. Price includes Charles Cunniffe preliminary plans. *\$947,500*

LOT SIZE	1/3 ACRE	ALLOWABLE FAR	3500 SQ FT
VIEWS	MT DALY	TERRAIN	GENTLY SLOPING
EXTRAS	USE OF RIDGE POOL/SPA	SKI ACCESS	ASSAY HILL





LAZY-O RANCH, LOT 16 OLD SNOWMASS

BECAUSE: Set in the tranquil Old Snowmass valley, Lazy-O Ranch is a 1500-acre working ranch which only requires play, rest and relaxation out of you. Owners who settle here appreciate the feeling of big sky country and wide open spaces, yet the ranch is located only 15 minutes from Aspen/Snowmass. *\$895,000*

LOT SIZE	4.65 ACRES	ALLOWED FAR	5750
USAGE	SINGLE FAMILY HOME	EXTRAS	HORSE PROPERTY
TERRAIN	ROLLING	VIEWS	MT SOPRIS



WEST SOPRIS RANCH #3 EMMA

BECAUSE: Stake claim to a Garden of Eden perched atop 35 spectacular acres overlooking the Sopris Mountain Valley. Immerse yourself in the grandeur of views in every direction—Sopris, the Continental Divide, and Basalt Mountain. A true Colorado paradise—serene and filled with possibilities. *\$359,000*

ACRES	35.14	VEGETATION	PINON, OAK
VIEWS	SOPRIS, BASALT MTN	ALLOWABLE FAR	5750 SQ FT
WATER	WELL PERMIT	EXTRAS	ACTIVITY ENVELOPE





621 WEST SOPRIS CREEK BASALT

BECAUSE: Wonderful rural setting close to Basalt and El Jebel. South-facing property enjoys all-day sun with views of Mt. Sopris and Basalt Mountain. Seasonal ditch flows through the property and mature cottonwoods line the gently sloping building area. A BLM hiking trail is less than 1/2 mile up the road! *\$530,000*

LOT SIZE	11.9 ACRES	VIEWS	MT SOPRIS
AMENITIES	CLOSE TO BLM	EXTRAS	HORSE PROPERTY
POTENTIAL	YOUR DREAM HOME	TERRAIN	ROLLING



MIDLAND POINT CARBONDALE

BECAUSE: Situated in this quiet neighborhood is the quintessential Colorado homesite—complete with river access and big views of Mt. Sopris, the Crystal River, and the striking cliffs of Red Hill. Take a 10-minute bike ride to Carbondale for Sunday breakfast. A dreamy spot for your dream home. *\$99,000*

LOT SIZE	.42 ACRES	AMENITIES	OPEN SPACE
FEATURES	RIVER ACCESS	VIEWS	MT. SOPRIS



RIVER VALLEY RANCH, LOT 7 CARBONDALE

BECAUSE: A premier spot in River Valley Ranch, this south-facing property highlights 270-degree mountain vistas from snowcapped Mt. Sopris to Basalt Mountain to the cliffs of Red Hill and beyond. With golf course views in the foreground and a wooded hillside behind, you will find this homesite has it all. *\$295,000*

LOT SIZE	49,745	LANDSCAPING	PINONS
USAGE	SINGLE FAMILY LOT	AMENITIES	ELEVATED LOT
VIEWS	MT SOPRIS	EXTRAS	HOME PLANS AVAIL



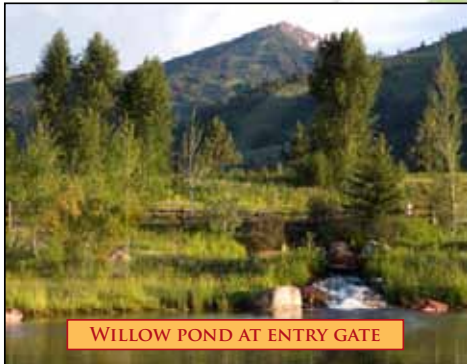
MOUNTAIN SPRINGS RANCH GLENWOOD SPRINGS

BECAUSE: Create your own hideout on this spectacular 35-acre site. Build a private retreat at the top of the ridge to take in the panoramic views. Or, tuck yourself in on the lower site amid towering pines. Thousands of acres of BLM land borders the neighborhood. *\$299,000*

LOT SIZE	35 ACRES	VIEWS	MOUNTAIN RANGES
TERRAIN	ROLLING	UTILITIES	ON SITE
VEGETATION	PINE, ASPEN, MDW	EXTRAS	BLM ACCESS NEARBY



THE RIVER LOOP TRAIL



WILLOW POND AT ENTRY GATE



TEEPEE ON NATURE PRESERVE



This site plan is for illustrative purposes only. Exact locations, sizes and details of roads, ponds and landscaping may vary from the Developer's construction plans. Construction of all individual lot improvements (including, but not limited to houses, driveways, individual lot landscaping and ponds) shown are the responsibility of lot buyers unless expressly stated otherwise by Developer in the Lot Purchase and Sale Contract Documents.

DOUBLE BAR X
RANCH
PROPERTY MAP

BECAUSE: If location is everything, you just made it to heaven. Thirteen parcels of wildly untamed land so rural, you could trip over farm fossils. And, it's all within Aspen's city limits. Wild and untouched in every glorious sense, yet the Maroon Creek Club Golf Course is an easy walk away, or bike to Aspen's town center in a couple of minutes (more minutes by horse, less by car). Already blessed with unusually generous land use approvals and accompanied by its own private reserve that follows along Maroon Creek, until it touches the Roaring Fork. The last time this land changed hands, Eisenhower was president. History was, and will again, be made on the Double Bar X Ranch. And for one tiny moment in time, old Aspen has come stunningly alive. 2-1/2 to 35 acres from \$3,895,000 to \$8,950,000 with up to 10,000 sq ft approved FAR.



**FOR DOUBLE BAR X
RANCH VISITORS**

While we are happy to meet you on the Ranch and to give you a personal tour any time, you are welcome to roam about Double Bar X on your own.

We suggest you begin at the River Loop Trail between Lots 9&10. From there, is a network of established trails and mown paths that, when followed, will introduce you to the many wonderful and surprisingly unexpected facets of the Ranch.

These walking paths meander through the building envelopes on the various parcels and will lead you to viewing platforms (which are generally located near the center of building envelopes). The Beaver and River Loop Trails will take you down to the Ranch's nature preserve and to the Roaring Fork River. If you'd enjoy a mini-cardio workout, take the Juniper Trail, the Ranch's own "Ute Trail," from the river back to where you started.

- Established, platted trails
- Mown or snowpacked paths or lot connector trails

**CALL US ANY TIME
FOR MORE INFORMATION**

Tara Turner
970-309-7131 * tara@bjac.net

BJ Adams
970-379-2114 * bj@bjac.net



**DOUBLE BAR X
RANCH**



PRICE LIST

PARCEL	# OF ACRES	ALLOWABLE FAR*	PRICE
Homestead 1	2.47	8500 sq ft	\$4,500,000
Homestead 2	2.14	8500 sq ft	\$3,980,000
Homestead 3	5.94	8500 sq ft	\$6,950,000
Homestead 4	9.49	8500 sq ft	\$6,950,000
Homestead 5	9.643	8500 sq ft	\$6,950,000
Homestead 6	15.31	8500 sq ft	\$6,950,000
Homestead 7	3.57	8500 sq ft	\$6,495,000
Homestead 8	3.25	8500 sq ft	\$4,495,000
Homestead 9	3.92	8500 sq ft	\$6,950,000
Homestead 10	4.89	8500 sq ft	\$6,750,000
Homestead 11	5.52	8500 sq ft	\$3,895,000**
Homestead 12	4.21	8500 sq ft	\$3,950,000**
Homestead F1 <i>(Fathering Parcel)</i>	35.05	15,000 sq ft	\$12,950,000

* Allowable FAR (floor area ratio). Land use entitlements are vested for 25 years (until 09/28/2030). Owners may build 7500 sq ft above-grade. The allowable square footage may be increased by 2500 sq ft, for a total of 10,000 sq ft above grade, upon the purchase of one transferrable development right (TDR), or with a cash-in-lieu payment to the City of Aspen of \$240,000 (currently). 250 sq ft of garage space is exempted; the next 250 sq ft counts as 50% against allowable FAR. Owners must build an ADU (Accessory Dwelling Unit) between 600-1000 sq ft which does not count against allowable FAR. The ADU may be attached or detached and does not have to be rented; however, if it is rented, City of Aspen employee housing guidelines prevail. The owner of F1 may build up to 15,000 sq ft, with as many as four separate residences, and may increase the allowable square footage to 18,000 with the purchase of two TDRs (or two \$240K payments to the City). The F1 owner may also have up to 40,000 sq ft of agricultural outbuildings.

** Combine Homestead 11 & 12 for a grand family estate for \$7,495,000.





BUYING REAL ESTATE IN ASPEN AND THE ROARING FORK VALLEY?

OUR BEST ADVICE

Head and heart. When it comes to finding a home, it helps to use both intellect and intuition. We work both sides, showing you properties that tug at your heart but also make solid financial sense. Consider us your guides to tapping into a (seemingly)

endless storehouse of information about the market and the people of Aspen, Snowmass and Basalt. Financing alternatives? We know the resources and the rates, as well as the thousands of other details to successfully close your transaction. Expect to relax (yes, relax) while we give your mission our full attention. We work with a variety of clients – from veterans of multi-million dollar transactions to first-time homebuyers. And if we don't know, we'll find out fast. No song and dance, no wasted time. Just straight talk. Here's some of it:

REFINING YOUR VISION. Your heart tells you it's time to get serious about owning property in the Roaring Fork Valley. Your head (and possibly your wallet, or your advisors), is telling you to be careful what you wish for. You need help, and that's where we come in. You also need a good map (ask us) and time for a quick get-together with one of our brokers, who'll listen to your plans and interests. We'll want to know your vision: a house in town, a country escape, a ski-in retreat. We'll talk some rough numbers, give your thought process some direction. We promise we'll guide you with knowledge and compassion. After all, we've all been there, as well.

WHERE TO LOOK. You can easily preview, at any time, all listed property in the Roaring Fork Valley, just by accessing our website, www.AspenSnowmassProperties.com. Or, if you prefer, let us do the homework for you. We'll review all the properties that fit your criteria and separate the treasures from the trash (yes, there is some of that still around—at all price levels). Thanks to the Multiple Listing Service (MLS) of the Aspen Board of Realtors, we can arrange a showing of anything on the market, no matter who has it listed. We may even include a few “pocket” listings that haven't yet been formally put on the market.

WORKING TOGETHER. In the past, most real estate agents in Colorado worked for the sellers. Today, real estate, like life itself, offers more options. You can choose one of the following relationships:

Transaction Broker. This is the most common form of brokerage relationship. As a transaction broker, we assist you through the transaction without being an agent or advocate for you or the seller. You are not legally responsible for our actions, and a written contract with us is not required. As a transaction broker, we disclose to you, among other things, any adverse material facts we know about the properties you're considering. In addition, we will not disclose to the sellers that you may be willing to pay more than what you offered.

Buyer's Agent. Buyers sometimes ask us to represent them exclusively. This requires a separate buyer agency agreement that you and we sign. It identifies the kind of property you want, the extent of our fiduciary responsibilities, and an expiration date for the relationship.

Seller's Agent. This is the relationship the brokers at BJ Adams and Company have with the owners of each of their listings. A seller's agent works solely on behalf of the seller. Almost all of our listing agreements have a Transaction-Broker addendum that allow us, as individual agents, to "default" to that relationship with the seller and the buyer when we are working with both parties.

When you come in to meet us, we'll discuss brokerage relationships in more detail with you and mutually select the alliance that makes the most sense. Then, we'll sign a statement acknowledging our discussion and your choice. This is not a contract. This disclosure statement does not bind you to BJ Adams and Company in any way—it just acknowledges the particular relationship we've established. We keep it on file, as required by the Colorado Real Estate Commission.

TAKE YOUR TIME. Our schedule is your schedule. Some of our clients have found homes they love in a single day, or even a few hours (yes, this really does happen—ask us for an anecdote or two). Others take a more leisurely approach. Our objective, always, is to direct you to property you'll fall in love with. But, if it takes days and miles, that's no problem. Our cars are comfortable, and a well-stocked picnic basket is always in the trunk.

If you're still searching and have to leave the valley, we'll keep pursuing every possible avenue. In the meantime, if you see something on the internet, or an ad or a sign for a property that looks interesting, call us, and we'll secure further information and photos.

USE YOUR HEART AND OUR HEAD. Times have changed, and we're not talking about your four-year old that knows more about your iPad than you do. Real estate transactions in the Roaring Fork Valley can be complicated, and you'll want trusted advisors in your court. We understand the complexities

that can arise during the course of any real estate deal. We're experienced, and we're prepared to navigate you through any and all of the issues that may arise. And where our knowledge ends, our rolodex begins. Know that your interests, not to mention your real estate investment, is priority one for our team of seasoned experts.

HOW TO BUY AS WELL AS POSSIBLE. When you're ready to make an offer, this is what we suggest:

- Make your offer as clean as possible, with minimal contingencies.
- Seek diamonds in the rough. Yes, they do exist here. But many buyers (and even brokers) can't visualize "potential"... if you can, there may be an opportunity to buy well and/or to add value to what you acquire.
- If you want to finance your purchase, get pre-qualified with a local lender and submit that approval with your offer, so the sellers won't worry about that particular contingency.
- Compose a letter to the sellers telling them about you and your family, explaining why you love their property. We'll submit it along with the offer to purchase. Making yourself real to the sellers can have enormous impact.

SECURING YOUR OFFER. Your offer to purchase is normally presented with a 5% deposit, often wire-transferred to a local title company within two days of agreement. This "earnest money" is commonly put in an interest-bearing account for your benefit, then turned over to the seller at closing.

LOCAL NEGOTIATING CUSTOMS. You have every right to negotiate your purchase, but if the seller rejects your first offer, don't be discouraged. We will help you figure out the next step, whether to pursue the original property, or to move on to another.

One tip: be prepared for a bit of sticker shock. Prices in the Roaring Fork Valley are high, compared to the rest of the country, but so is the value. Sellers are more negotiable today than they've been in some time, with most properties selling within 10-12% of their list price; that said, however, many sellers have adapted to the new market reality and have priced their properties accordingly – in those instances, expect much smaller discounts. The market is infinitely more complicated than just price per square foot. We are prepared to discuss valuations in detail with you and have in-depth analyses of all segments of the marketplace which we are happy to share.

WE'LL HELP YOU WITH THE HOMEWORK. If the seller accepts your offer, you can expect the closing to take place within 30 to 60 days, depending upon your due diligence requirements and financing. It is common in our contracts for buyers to have contingencies which give them adequate time to review title work and surveys, to secure an appraisal and mortgage, and to have their property inspected. The brokers at BJ Adams and Company will assist you with all these arrangements and keep all the parties involved on track.

FINANCING OPTIONS. If they're putting a loan on their properties, and a surprising number don't, most Aspen and Snowmass buyers secure financing through valley-based mortgage brokers, and there are many alternatives. Although certain segments of the national market for mortgages have been in considerable flux lately (and we're putting this politely), we are plugged in with some of the best lenders around. The days of "easy money" are certainly long gone, and while the new economy has caused traditional lending sources to tighten their standards, there are usually multiple options for local real estate buyers. We can connect you with the right lender for your needs - just be prepared for a thorough study of your financial picture. While local "conforming" loan amounts are typically higher than in most other parts of the country, we also have access to lenders that work primarily with loans of \$1MM+.

CLOSING COSTS. In Aspen and Snowmass, buyers pay a transfer tax at closing. In Snowmass, the tax is 1% of the purchase price, and these revenues help fund parks and the free shuttle bus system. Aspen has two transfer taxes, one that funds the Wheeler Opera House (1/2% of the purchase price) and a second affordable housing tax (which is 1% of the purchase price over \$100,000). There are presently no transfer taxes in Pitkin County, outside of these two towns, nor do they exist in Basalt or Carbondale.

In Colorado, surveys and title insurance (your guarantee the seller will convey clear title to you) are typically paid by the sellers. Other settlement fees for each party usually amount to less than \$250. Your lender will review financing costs (points, appraisal and credit report fees, tax reserves, etc) with you.

Upon sale, Colorado requires that 2% of the proceeds be withheld from a non-resident seller by the closing agent in order to be certain the seller files a tax return in Colorado reporting the gain the following year. Any excess withheld is returned.

CLOSING LONG DISTANCE. These days, we handle most closings without either party back in town for the event, thanks to overnight delivery and the wire-transfer system. BJ Adams and Company will handle all the countless little details of the transaction along the way to the closing, such as:

- Ordering the appropriate inspections
- Working with your lender and the appraiser to be certain your loan is approved on time
- Conferring with the title company about the closing and the preparation of your settlement statement
- Transferring utilities into your name
- Making sure you receive a recorded deed and title policy
- Remaining your primary source of information and assistance, months and years after closing.

TRUSTING YOUR BROKER. We won't sell you any property that we're not comfortable with, or that we don't believe in. The reason? Call it Enlightened Self-Interest: we want you to do business with us again and to refer us to your friends. We also want you to keep coming by for a slice of homemade pie on Fridays.

OUR CRYSTAL BALL AND RECENT TRENDS. Our brokers are loaded with first-hand, up-to-date research on the local market that they are happy to share with you. What we're noticing at press time:

During the course of 2010, the local real estate market showed many different faces. Depending upon the neighborhood and property type, the market either recovered, stabilized or continued to decline.

Location, Location, Location. The old axiom holds true, again. After the boom years between 2004 and 2008, it didn't seem to matter where you were in the Roaring Fork Valley, or what type of property you bought or sold, everything was going up. The market was strong, and only seemed to get stronger.

The local real estate market took a precipitous drop during early 2009. Every location and property type in the Upper Roaring Fork Valley was impacted, and no property was immune. Just as the entire market had risen, the entire market took a fall.

2010 marked the first time in recent memory that the market stopped acting in unison. In an early sign of market turnaround, certain neighborhoods and property types demonstrated recovery, while others started to stabilize, and some locations continue to suffer.

- **Aspen:** Amidst a backdrop of modest price declines, most of the market indicators improved during 2010. Although the Number of Sales and Sales Dollar Volume levels are well below the high water mark set during the market peak, the current levels are more sustainable, and indicate a "new real estate reality".
- **Snowmass Village:** Relative strength at the high-end, primarily for ski-access Single Family Homes has been a boost for the Snowmass Village market. Condo/Townhome Sales have improved, but Average Price Per Square Foot levels for Condos/Townhomes have not found solid ground. Land sales have also returned after no Sales in this segment during 2009.
- **Basalt:** Similar to Aspen and Snowmass Village, the Number of Sales in Basalt improved in 2010, but the Mid-Valley market is struggling. Foreclosure and Bank-Owned Listings continue to permeate the market, and are dragging on Prices. Fortunately, the purging of "distressed" properties is the first step toward establishing a new pricing baseline.

START LOOKING! Explore these pages and see what makes your heart leap. Then grab that map and pick up the phone. Call us, and you'll already have a head start on your dreams.

GET IT IN WRITING

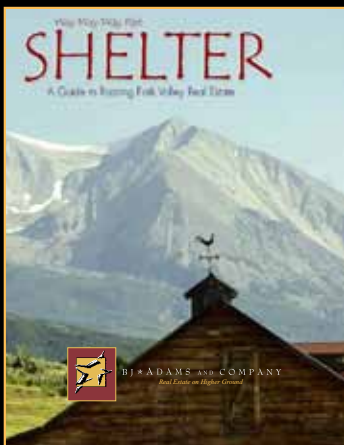
We're big on information you won't find anywhere else. Maps, what your money buys, sophisticated financial analyses of the real estate market, local culture you'd never be privy to unless you lived here. Materials the savvy buyer needs. Sellers can read from another menu. Newspaper ads of your property that rule the page. Property brochures that knock the socks off our most particular client. Ask us. We've got great material.



2012 THE BIG RED BOOK – All the real estate numbers and statistics you could ever want, constantly updated and finessed to give you the current math of the market in Aspen, Snowmass and Basalt. Our most heavyweight buying tool.



THE LOCAL WEATHER: *The Real Estate Climate Today in Aspen • Snowmass • Basalt.* – Find out now, when it counts. Our newest publication, updated several times per year, tells you what savvy locals know – which is what's really going on in these markets, TODAY. Important changes, trends, stats, policies, projects, controversies, and the just plain interesting. For fun and profit—it's all here. A great decision-making tool that busts rumors and lets you test the real estate air.



WAY, WAY, WAY PAST SHELTER – A Guide to Roaring Fork Valley Real Estate – An in-depth tour of the communities and neighborhoods which make up the valley. The most recent issue delves into the Mind/Body/Spirit phenomena, and we examine some big questions through an extraordinary cadre of people who gave candid interviews. Can answers to some of the world's problems come from this valley? Why do the best and brightest visit Aspen, again and again? What gives locals a reason to hope, and why do they choose to live here? From the practical to the philosophical, it's all on those pages.

THE BIG KAHUNA – Can't decide? Want it all? All of the above, the latest SHELTER, news about our team, plus things we probably haven't thought of yet? Say Kahuna, and make room on your desk. And be sure to visit the Buyers tab on our website.

OUR WEBSITE: www.AspenSnowmassProperties.com – Think like a local. Get the complete MLS – every single valley property in today's market – at a glance. Be privy to current real estate news and buy/sell knowledge you won't find anywhere else. Tour neighborhoods. Find resources nobody should be without. Fast. Fresh. Funny, even.



ABOUT US

Real Estate on Higher Ground



THE BROKERS AT BJ ADAMS AND COMPANY

Okay, we'll just say it. Nobody can beat our brokers. Proud? Sure, but we'll back up the high words with unbeatable track records, more past Realtors of the Year and Board presidents, more old-fashioned hard workers than you'll find under any roof. Each is a seasoned guide to this valley and this real estate market—and, somewhere in the middle of buying or selling with us, you'll notice you forgot to worry and absolutely enjoyed the experience.



BJ Adams

HOMETOWN:

Ashland, OR

MARRIED:

For over 30 years, to Michael, the man I adore.

SERVED:

Aspen Board of Realtors President
2003 Realtor of the Year

HOPES:

To have a lavender field and an Old MacDonald's Farm of animals one day.

AS I KID, I WANTED TO BE:

An astronaut.

BEST DAY IN BUSINESS:

The day I decided to start the company.

BEST EVENT:

The Fall Film Fest. Great movies, none of the glitz and celebrity associated with other film festivals—and we know everyone in the audience.

BOOK YOU CAN'T LIVE WITHOUT:

Journal of favorite quotations I've been keeping since I was 12.

SUPERSTITION:

I can't stand things that are broken or burnt out—I think they're bad luck.

IF I COULD CHANGE THE WORLD:

Kindness would rule.

LIFE IS:

Complicated.

HOMETOWN:

Aspen

VALLEY RESIDENT SINCE:

Birth (with a few side tracks to the East Coast, Denver, Bay Area and Los Angeles)

MARRIED TO:

Ashley

CHILDREN:

Our little boy, Tillar, was born December 19, 2009.

FAVORITE WORD:

Smile

PASSIONS:

Life, good food, good drink, enjoying the amazing surroundings in the RF Valley.

HOPES:

To enjoy every day.

AS A KID I WANTED TO BE:

An inventor.

LOCAL HERO:

Anyone who appreciates how lucky we are to live in such a special place.

SUPERSTITION:

Karma—do the right thing, or else.

YOUR HOUSE IS ON FIRE AND YOU CAN ONLY GRAB ONE THING:

If you can't live without it, then it's probably better not to have it (that said, I'd certainly grab my wife, son and dog!!).

BEST DAY IN BUSINESS:

Tomorrow



Andrew Ernemann

HOMETOWN:

Mankato, MN

MOVED:

To the Roaring Fork Valley in 1980.

FAMILY:

Proud father and husband

CREED:

I value every minute of everyday, take nothing for granted, and treasure life's adventures.

AS A KID, I WANTED TO BE:

I still feel like a kid, but I'd have to say—an outdoorsman.

LOCAL HEROES:

Our school teachers.

WHAT GIVES YOU HOPE?

That our children are being taught to think about the ills of the earth and what to do to save it.

BEST BUSINESS MOMENT:

Hand-delivering an offer in Cabo San Lucas because the owner was off the communication grid.

IF YOU COULD ONLY GRAB ONE THING FROM YOUR HOUSE:

The photos of our parents.

FAVORITE PLACE TO RE-JUICE:

The top of Larkspur Mountain or Highland Peak.

PEOPLE SHOULDN'T MISS:

Mid-September to mid-October. Absolutely gorgeous.



Mark Lewis

HOMETOWN:
La Jolla, CA

MARRIED:
To Patrick Ryan Maley, mother of Megan and Katelyn

PASSIONS:
Dancing, writing, photography, gourmet cooking and great literature.

AS I KID, I WANTED TO BE:
An attorney. I thought I could solve a lot of problems.

IF I COULD CHANGE THE WORLD:
Our educators would be better compensated, more honored, respected.

WHAT GIVES YOU HOPE?
Listening to my daughters discuss the future and all it may hold.

INDULGENCE:
Fresh cut flowers on the dining room table.

LOCAL MYTH:
That Aspen is one continuous party. It's really people trying to raise families in a safe, small town environment.

PEOPLE SHOULDN'T MISS:
The 10th Mountain Hut Division—huts sprinkled all over the mountains, accessible by foot, car, snowmobile.

YOUR HOUSE IS ON FIRE AND YOU CAN ONLY GRAB ONE THING:
Shouldn't I be putting out the fire?



Kristen Maley



Leah Moriarty

RAISED:
Baltimore, MD, moved west in 1980

SERVED:
Aspen Board of Realtors, President, Realtor of the year 1997, Snowmass Homeowners Association President, Snowmass Chapel & Community Center

LOVES:
Being a part of all the kids' ball games.

FAMILY:
Bill a mid-western husband, Walker at Dickinson College playing Div III football, Caroline a fierce lacrosse player and a black lab named Sister.

AS I KID, I WANTED TO BE:
Always where I'd make a difference

BEST EVENT:
Thursday summer night music on Fanny Hill

LOCAL MYTH:
That we see movie stars everywhere.

PEOPLE SHOULDN'T MISS:
Jeeping up the back of Aspen Mountain.

CREED:
Work hard, keep a smile on your face and good things will come to you.

FAVORITE PLACE TO RE-JUICE:
The wide open spaces of the White River National Forest, our backyard.

WHAT GIVES YOU HOPE?
I'm not a hope girl, I'm into action.

HOMETOWN:
Burnsville, MN

MARRIED:
To Lyn, father to daughter Paige

PASSIONS:
Skiing, fishing, hockey, soccer, hiking and camping.

AS I KID, I WANTED TO BE:
A hockey player.

LOCAL MYTH:
That it's always sunny

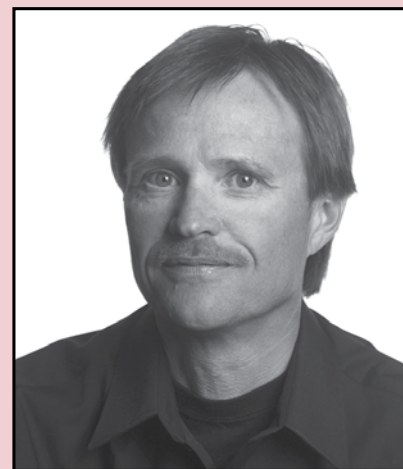
FAVORITE PLACE TO RE-JUICE:
Camping at Chapman Reservoir

PEOPLE SHOULDN'T MISS:
A ride to the top of Aspen Mountain, in the gondola.

WHAT FEEDS YOU:
The way our office is run, and the people I get to work with. They motivate me every day.

PERFECT DAY:
Waking up to 6 inches of powder, skiing till noon, showing some property, having a closing, going out to dinner with my wife and daughter.

FAVORITE MOVIE?
The Sound of Music, because it's about a family overcoming obstacles.



Doug Nehasil

HOMETOWN:
Cleveland Heights, OH

MARRIED TO:
Pilot-chef-builder-Renaissance man Gary, with two “perfect” teenagers, Grace & Gardner.

PASSIONATE ABOUT:
Crack-of-dawn hikes, family, yoga, travel, movies where the underdog wins.

AS I KID, I WANTED TO BE:
A veterinarian.

LOCAL MYTH:
That glitz and glamour reign.

WHAT I DO BEST:
Transforming diamonds in the rough in to the real thing.

BEST EVENT:
Waking up every morning!

FAVORITE PLACE TO RE-JUICE:
Early morning trail runs. They’re my meditation and my muse.

SUPERSTITION:
Say a whispered thank you for every good thing that happens to me.

MOVIE:
Out of Africa, it inspired me to go there.



Lucy Nichols



Casey Slossberg

HOMETOWN:
Atlanta, GA

VALLEY RESIDENT SINCE:
1999

MARRIED TO:
Todd Slossberg, Amazing Chef!

CHILDREN:
Working on it.

FAVORITE WORD:
Aloha

BEST EVENT:
Food and Wine Festival

FAVORITE PLACE TO RE-JUICE:
On a sunny blue bird day.

BEST DAY IN BUSINESS:
Going to a closing.

LIFE IS:
Full of nice surprises.

AS A KID I WANTED TO BE:
Boat Captain

LOVES:
Living most people’s vacations!

WHAT GIVES YOU HOPE:
The amount of charity in this Valley.

PEOPLE SHOULDN’T MISS:
Sunsets in the summer.

YOUR HOUSE IS ON FIRE AND YOU CAN ONLY GRAB ONE THING:
My mountain bike.

HOMETOWN:
West Palm Beach, FL

FAMILY:
A house full of boys... Randolph (hubby), Keaton (12 years), Rosco (6 months) and Hobbes (our Labradoodle).

WORKING PHILOSOPHY:
Go, go, go, go

MUSIC:
Easy. Sting’s song, *Fragile*.

PASSIONS:
Decorating, design... anything creative.

AS I KID, I WANTED TO BE:
A cartoonist. But I can’t draw, so that’s a problem.

BEST BUSINESS MOMENT:
Transforming properties into “model homes”.

IF YOU COULD ONLY GRAB ONE THING FROM YOUR HOUSE:
Rara, the stuffed animal I’ve had since I was two. He’s so worn, it’s impossible to tell he started out as a dog.

PEOPLE SHOULDN’T MISS:
The Aspen Farmer’s Market—an organic peach in one hand, a Louis Swiss pastry in the other.

INDULGENCE:
Honestly, I’m spoiled by life every day.



Tara Turner

BEHIND THE FRONT LINES

We're the support team that will do anything it takes to give your real estate broker more time and you the kind of service that means something.

A typical day? We give out keys to a hundred houses, make seventy-five phone calls an hour, shoot out two hundred e-mails, soothe nerves, schedule showings, stage properties, fill tanks, finesse the website, distribute information, cut fresh cherry pie, hold hands and listen.

Every last one of us shares a common understanding of what service means. It means we're devoted to our agents, and we'll stop at nothing to make the buying and selling of your property smooth.

We've been known to decorate Christmas trees, baby-sit cats, buy furniture, bring contracts to bedsides, spend hours keeping up with technology, team building and organizational theory.

We read. We think. We run. We're an intelligent bunch with a good attitude. Ask! We'll be there. At your door. At our door. At bjac.net. At once. Look for results and you'll find us.



First Row: Michael Adams, President/Owner, Lea Zugschwerdt, Director of Operations, Ruth Young, Controller

Second Row: Kate Leibinger, Director of First Impressions, Snowmass, Amy Gosin, Licensed Broker Assistant, Amber Trzcinski, Executive Assistant

Third Row: Nicolette Toussaint, Media Director, Jennifer Weis, Marketing Director, Jill Janosec, Director of First Impressions, Aspen
Tessa Zugschwerdt, Licensed Broker Assistant



On the cover: 568 Mountain Crest Drive, The Pines (page 9)

Homemade Pie on Fridays!

Voted "Aspen's Favorite Real Estate Company" — The Aspen Times Locals' Choice 2011



BJ ★ ADAMS AND COMPANY
Real Estate on Higher Ground

 LEADING REAL ESTATE
COMPANIES OF THE WORLD