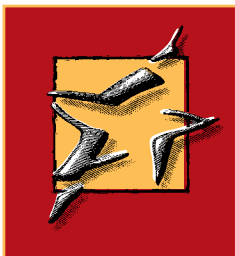




WAY WAY WAY PAST

SHELTER

WINTER 2011



BJ★ADAMS AND COMPANY
Real Estate on Higher Ground



BJ ☆ ADAMS AND COMPANY
Real Estate on Higher Ground



SNOWMASS

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.

Snowmass Village • Next to Alpine Bank • 970.923.2111



BJ ADAMS AND COMPANY
Real Estate on Higher Ground



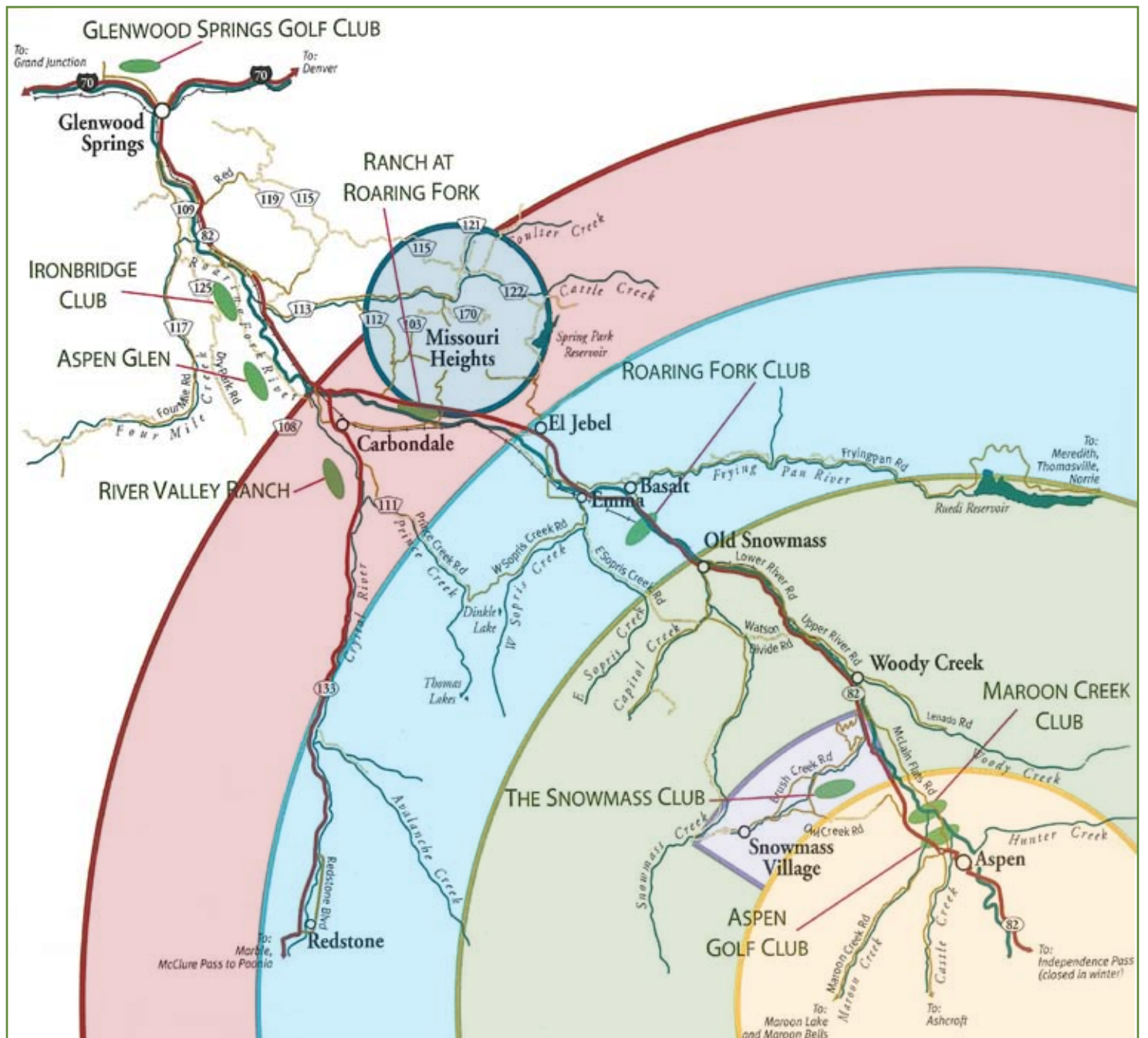
ASPEN

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 and 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, roundly praised by the Historic Preservation Commission, included the renovation of the three cabins which, in addition to BJ Adams and Company, now house Austin Lawrence and one other business, and three detached single-family loft residences, all six properties surrounded by a beautiful courtyard. We are proud to be a part of this revival of this historic corner in the core of Aspen, complete with the sweet peas and sunflowers that once bloomed in the Conners' garden.

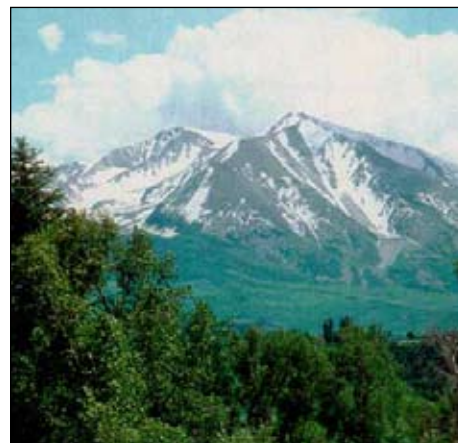
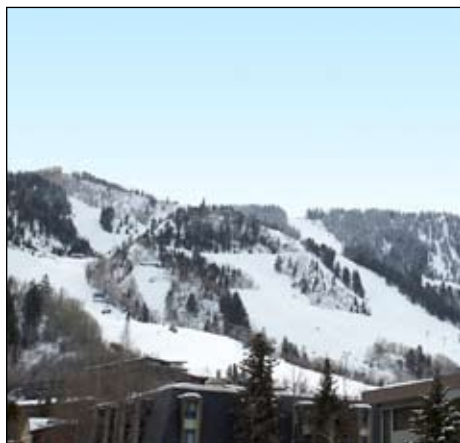
Aspen • 534 E. Hopkins Avenue • 970.922.2111

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.
- \$5,000,000** Quit dreaming and find a new home in the famous West End, where the wealthiest mine owners once lived.
- \$7,000,000** A contemporary home fit for even the most critical eye. Perfection is right here.
- \$47,000,000** 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.
- \$4,600,000** A perfect getaway for your family, a five-bedroom home with unrivaled views and space.
- \$10,000,000** There's nothing to decide - you get it all. A ski-out-your-front-door home, with positively every amenity.
- \$19,700,000** 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.



100 Alpine Lane, Snowmass Village (page 13)

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 of the Continental Divide. A thoughtfully designed floorplan, ideal for a three-generation family, which features multiple living/TV areas, generous bedroom suites, and many private terraces. Impeccably furnished. Gorgeous landscaping with waterfall. Perfect ski access. *\$13,895,000, furnished*

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



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. *\$10,600,000, unfurnished*

SQ. FT.	4811	SKI ACCESS	ALPINE SPRINGS
BEDROOMS	5+MEDIA ROOM	GARAGE	2-CAR+MUDROOM
BATHS	6½	EXTRAS	WINE ROOM, HOT TUB



415 RIDGE ROAD SNOWMASS VILLAGE

BECAUSE: A true, timeless Colorado home crafted with century-old reclaimed posts and beams situated on one of the most enviable sites in Snowmass Village. Over an acre of forest, beautifully terraced gardens, a pond, gracious lawn, and custom treehouse, with Mt. Daly and Mt. Baldy as the backdrop. Steps from Assay Hill and Base Village. *\$7,950,000, furnished*

SQ FT	5262	BEDROOMS	5 + OFFICE
BATHS	6½	VIEWS	S'MASS MTN & BEYOND
FURNISHED		MTN STYLE	EXTRAS
			STEPS TO ASSAY HILL



32 ERMINE LANE SNOWMASS VILLAGE

BECAUSE: You couldn't imagine a more perfect home for a family mountain getaway. Designed with an ideal floorplan—central, open gathering spaces and ensuite bedrooms. This home has been beautifully updated with clean, contemporary lines (mountain-style), new baths and an all new-kitchen. \$4,595,000, furnished

SQ FT	4367	BEDROOMS/BATHS	5 / 5½
GARAGE	2-CAR	FIREPLACE	WOODBURNING
EXTRAS	SKI ACCESSIBLE	VIEWS	HUNTER CREEK VALLEY



1993 FARAWAY LANE SNOWMASS VILLAGE

BECAUSE: A gorgeous mountain home which reflects comfort, quality and master craftsmanship. A gracious great room; inviting guest suites; a master kitchen with the finest chef's tools. All rooms open to the outdoors where you'll find a hot tub, fire pit, aspen forest and decks everywhere. An exquisite property. \$4,250,000, unfurnished

SQ FT	4213	BEDS/BATHS	4+DEN / 4½
FIREPLACES	3	EXTRAS	FIREPIT, HOT TUB
VIEWS	ACROSS VALLEY	SKI ACCESS	TWO CREEKS





234 EDGEWOOD LANE SNOWMASS VILLAGE

BECAUSE: A brilliant remodel of this slopeside property has updated its finishes, amenities, and decor while preserving its ski chalet charm. The home still has its grand fireplace, but now it's dressed in an artisan plaster. There are still the high ceilings and steeply sloped roof, but now the rooms stay warm, thanks to all new mechanicals and a custom audio system. *\$4,200,000, furnished*

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



129 HEATHER LANE ASPEN

BECAUSE: Home SWEET home best describes this charming mountain-style family property 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 the Aspen Schools, Aspen Recreation Center and the Aspen core. Close to everything yet, worlds away from the hustle and bustle. *\$3,295,000, unfurnished*

SQ FT	3161 HEATED LIVING	BEDS/BATHS	4/3
LOT SIZE	35,227 SQ FT (81 ACRE)	PARKING	2-CAR GARAGE
LANDSCAPING	MATURE	EXTRAS	VIEWS + HOT TUB



780 MOUNTAIN LAUREL ASPEN

BECAUSE: A warm and wonderful authentic mountain-style home in Aspen's Mountain Valley designed to create fond memories for your family. Perched high on a mountainside, numerous decks capture sweeping views from Independence Pass to Mt. Sopris. Multiple levels, six bedrooms, plus a detached caretaker unit, provide many gathering places and private spaces. \$3,950,000, *partially furnished*

SQ FT	5350	BED/BATH	6/6
GARAGE	2-CAR	FIREPLACE	WOODBURNING
EXTRAS	MULTIPLE DECKS/HOT TUB	VIEWS	ASPEN MTN, MT SOPRIS





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. *\$3,200,000, furnished*

SQ FT	4121	BEDROOMS/BATHS	5/5½
PARKING	2-CAR GARAGE	VIEWS	OUTSTANDING
EXTRAS	FAMILY ROOM, SPA	SKI ACCESS	FUNNEL/ADAMS AVE



79 WIND RIVER ROAD CARBONDALE

BECAUSE: Breathtaking mountain views, soaring ceilings, and the finest craftsmanship—all on an eight-acre pedestal. You'll swear you are in one of Aspen's finest homes, only this one is in Missouri Heights. From the magnificent great room with expansive views to the sumptuous master wing, the creator of this home didn't miss a beat. Aspen craftsmanship feels right at home in big sky country. *\$2,100,000, unfurnished*

SQ FT	5520	BDRMS/BTHS	5/4
FIREPLACES	GAS & WOOD	PARKING	2-CAR GARAGE
EXTRAS	HOTTUB	LANDSCAPING	MANICURED



41 FOREST LANE SNOWMASS VILLAGE

BECAUSE: A cozy mountain hideaway with ski access and fabulous views. Freshly furnished and accessorized. Beautiful "Colorado" setting nestled on a hillside and surrounded by aspen and spruce trees. One of the most affordable ski accessible single family homes in Snowmass's original ski-in/out neighborhood! Allowable FAR of 3900 square feet! *\$2,850,000, furnished*

BEDROOMS/BATHS	3 1/2	SQ FT	2592
VIEWS	THE ROCKY MOUNTAINS	FIREPLACE	1 WOODBURNING
AMENITIES	HOTTUB	LOCATION	SKI ACCESSIBLE





RED TAIL RIDGE EMMA

BECAUSE: An extraordinary mountain retreat surrounded by nature and designed with refreshing simplicity. A gracious cedar log home, effortless in both its grandeur and warmth. Gorgeous gardens flanked by an exquisite 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, unfurnished.* Adjoining 35-acre parcel also available.

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



415 MEADOW ROAD SNOWMASS VILLAGE

BECAUSE: A thoughtful, practical design is showcased from the soaring ceilings and abundant natural light. Located in an established neighborhood on the shuttle and school bus routes, with expansive views up the valley, this home will remind you of how very lucky you are to own a piece of our mountain paradise. *\$2,375,000, unfurnished*

SQ FT	3574	BDRMS/BTHS	4+DEN, 4½
FIREPLACE	2 INT/1 EXT	PARKING	2-CAR GARAGE
LANDSCAPING	MATURE TALL PINES	EXTRAS	ADJACENT OPEN SPACE



176 FAIRWAY DRIVE SNOWMASS VILLAGE

BECAUSE: A delightfully updated home in a friendly Snowmass neighborhood. Log accents, skylights, picture windows, and decks will keep you connected with an exterior landscape of mature aspens and views of Mt. Daly and Garrett's Peak. Featuring a commanding 2-sided stone fireplace, new kitchen, baths, flooring, and decks—the makings of a lovely mountain retreat. *\$1,895,000, furnished*

SQ FT	2460	BEDROOMS/BATHS	4 / 3½
GARAGE	1-CAR	RENOVATED	2003
EXTRAS	HOT TUB	VIEWS	MT. DALY





487 FOX RUN DRIVE
MISSOURI HEIGHTS

BECAUSE: An exquisite mountain contemporary home designed to capture the surroundings and compliment them with a striking combination of wood, steel and concrete construction. Dramatic lines and impeccable finishes throughout. Stunning views of the Elk Mountain Range, Maroon Bells, Capitol Peak, Mt. Sopris and the Sunlight ski area. *\$2,198,000, furnished*

LOT SIZE	2.07 ACRES	SQ FT	5,561
BEDROOMS/ BATHS	5/3½	PARKING	3-CAR GARAGE
YEAR BUILT	2008	VIEWS	MRN BELLS, MT. SOPRIS



365 TERRACE DRIVE SNOWMASS VILLAGE

BECAUSE: A feel-good family home in Snowmass Village with jaw-dropping views from every room. The remodeled interior features finishes like granite, stone, hardwood, wood beams and an oversized fireplace. With five bedrooms and an easy location, this retreat is equally comfortable as a residence or a rental property. *\$1,795,000, furnished*

SQ FT	2450	BDRMS/BTHS	5/3
FIREPLACE	GAS IN LIVING ROOM	VIEWS	SWEEPING
EXTRAS	HOT TUB, BBQ TERRACE	LOCATION BORDERS OPEN SPACE	



0050 GREEN MEADOW RD CARBONDALE

BECAUSE: Inside, the welcoming, airy rooms are “turn key” down to the tiniest 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. *\$1,487,000, furnished*

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





145 SHADOWOOD LANE CARBONDALE

BECAUSE: One of the grandest, most beautifully crafted properties in River Valley Ranch. Rich wood finishes, Colorado stone and copper accents, and thoughtful touches such as a well-appointed butler's pantry, well-equipped media room, convenient craft room, three-car garage and a 5-star master bath create a warm and wonderful home for you and your family. *\$1,400,000, unfurnished*

SQ FT	5,456	BED/BATH	5/5
PARKING	3-CAR GARAGE	EXTRAS	MEDIA ROOM, HOT TUB
FIREPLACES	2 GAS	LOCATION	11TH FAIRWAY



261 EAST SOPRIS DRIVE BASALT

BECAUSE: One of the best Old Town sites overlooking Basalt's river valley with Mt. Sopris as the backdrop. A stone's throw to the Basalt walking path into downtown for restaurants, shopping and schools. The property currently lives like a single family home, but is really a Town-approved duplex. *\$799,000, unfurnished*

SQ FT	3618	BEDROOMS/BATHS	3/3
VIEWS	SOPRIS	PARKING	2-CAR GARAGE
FIREPLACE	GAS	EXTRAS	CARETAKER QTRS



400 ALEXANDER ROAD BASALT

BECAUSE: A most rare and flexible mixed-use property in a charming Basalt neighborhood. Set up business or rent the commercial space downstairs—now an office. Rent the ADU upstairs, or live there while you build your dream home next door on the same property. Endless possibilities for living/working space and rental income. *\$649,000, unfurnished*

COMMERCIAL SQ FT	1708	LOT SIZE	10,766 SQFT
ADDITIONAL BUILD A HOUSE	RESIDENTIAL	1 BD/1 BTH APT	PRIVATE
PARKING SPACES FOR 5	ACCESS		



187 BUCKSKIN CARBONDALE

BECAUSE: A sweet home located on a corner lot with brand new wood floors and carpet throughout, plus the entire house was just repainted. Enjoy vaulted ceilings, a big deck, and a huge room downstairs that could easily be converted to two separate bedrooms. The matching dog house and the hot tub are included! *\$449,000, unfurnished*

SQ FT	2920	BEDROOMS	4
BATHS	3	GARAGE	2-CAR
FIREPLACE	GAS	EXTRAS	STORAGE





Hayden Peak Lodge (page 32) & Capitol Peak Lodge (page 36) in Base Village, Snowmass Village

CONDOMINIUMS

Real Estate on Higher Ground



MOUNTAIN QUEEN #5 ASPEN

BECAUSE: A fresh, bright, contemporary remodel gives this Mountain Queen slopeside condominium absolutely irresistible panache. Aspen Mountain is forever near through floor-to-ceiling windows and from a deck fit for après-ski parties and summer dining. Ski-in and ski-out from Lift 1A and stroll two blocks to downtown. Just-like-new and right where you'll want to be. *\$3,490,000, furnished*

SQ FT	1,551	BEDROOMS	3
BATHS	3	FIREPLACE	GAS
AMENITIES	NUMEROUS	VIEWS	BASE OF AJAX



CLARENDON #13 ASPEN

BECAUSE: Manhattan meets the mountains in this thoroughly 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. *\$2,995,000, furnished*

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



RIVER BLUFF #4 ASPEN

BECAUSE: Perched on a bluff in Aspen, just above the Roaring Fork River, this refined townhome is steeped in sunlight and blessed with views of Ajax. With brand-new furnishings, tasteful accessories, an artfully renovated kitchen, high ceilings and a flowing floorplan, the home radiates effortless elegance. All this (plus a rare two-car garage), and a 10-minute easy walk into the town's core. *\$2,300,000, furnished*

SQ FT	1830	BDRMS/BATHS	3 + OFFICE / 3
FIREPLACE	WOODBURNING	PARKING	2-CAR GARAGE
FURNISHED	ELEGANT & NEW	VIEWS	ASPEN MTN



700 MONARCH #204 ASPEN

BECAUSE: A front-row view of Aspen Mountain that stretches two stories up to a vaulted ceiling distinguishes this condominium from the others. The mountain looks close enough to touch, and with Lift 1A less than one block away, it nearly is. Rustic woods and a towering river-rock fireplace give this unit a classic chalet-style feel, with a sociable open floor plan. *\$2,250,000, unfurnished*

SQ FT	1,743	FIREPLACE	WOODBURNING
PARKING	GARAGE, ASSIGNED	BEDROOMS/BATHS	3+3
SKI ACCESS	100 FT	VIEWS	ASPEN MOUNTAIN





DURANT 5D ASPEN

BECAUSE: This property is one of just a handful of slopeside four-bedroom condominiums in Aspen. It lives graciously with an expansive master suite, an airy living room (thanks to 9' ceilings), and opulent stonework throughout the kitchen and baths. The home's panoramic glass front serves up a view that stretches from Shadow Mountain to Red Mountain.
\$1,995,000, furnished

BEDROOMS/ BATHS	4/3	SQUARE FOOT	1,672
FIREPLACE	WOOD BURNING	VIEWS	ASPEN & SHADOW MTN
SKI ACCESS	ASPEN MOUNTAIN	AMENITIES	POOL/HOT TUB



5TH 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. *\$1,395,000, furnished*

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



ASPEN SQUARE #105 ASPEN

BECAUSE: Unquestionably the best condominium hotel rental complex in town. From this delightfully modern 2-bedroom suite, you can literally drop your bags and explore downtown Aspen or hop on the gondola, only steps away. After a day of play, take a dip in the outdoor heated pool, unwind in the hot tubs, or just settle in front of your fireplace and take in the views of Aspen Mountain. It's all here. *\$1,195,000, furnished*

SQ FT	834	BEDROOMS/BATHS	2/2
FIREPLACE	WOODBURNING	PARKING	COMMON GARAGE
VIEWS	ASPEN MOUNTAIN	AMENITIES	NUMEROUS



DURANT 4D ASPEN

BECAUSE: A condominium with a panoramic vista that looks out onto all the great places to explore. The view starts at the pool deck right below the unit, overlooks the shops and restaurants of downtown Aspen, and is framed by the adjacent ski hill. Appointed with furnishings and décor that are warm and elegant. *\$1,300,000, furnished*

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



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
awn of nature to put our
lled hope. And when it all
one time, it's called Aspen.

– The Team at BJ Adams and Company



FIFTH AVENUE #304 ASPEN

BECAUSE: Aspen Mountain slopeside condominiums are rare, but even rarer are ones like this top-floor residence with panoramic views of downtown and the mountains that surround it. Soaring windows make the most of the home's high perch, stretching to the top of the living room's two-story cathedral ceiling. *\$1,295,000, furnished*

BEDROOMS/BATHS	2 + LOFT/2½	PARKING	COMMON
SQ FT	1,130	AMENITIES	SKI ACCESS
FIREPLACE	WOODBURNING	VIEWS	ASPEN/SHADOW MNT



GALENA LOFTS #201 ASPEN

BECAUSE: A city-chic downtown Aspen condominium cleverly designed and furnished to live big. Ultra-efficient features enable you to transition spaces as you need them, while high-end finishes take minimalism to new heights. This most efficient, most convenient condo emanates pure panache. *\$895,000, furnished*

BEDROOM	1	SQ FT	680
FIREPLACE	GAS	BATH	1½
VIEWS	ASPEN MOUNTAIN	EXTRAS	FRONT PORCH





AJAX CONDOMINIUMS 2 ASPEN

BECAUSE: A cheery, downtown condominium with the accessibility you want and the peace and quiet you crave. Ski access, assigned parking and primo location make this a wonderful residence or rental property. *\$699,000, furnished*

SQ FT	761	BEDROOMS/BATHS	2/1 1/2
PARKING	I-CAR ASSIGNED	FIREPLACES	GAS
FURNISHED	FULLY	EXTRAS	SKI ACCESS/LOW HOA



AJAX CONDOMINIUMS 1 ASPEN

BECAUSE: A bright, cheery and affordable downtown condominium with ski access and remodeled bathrooms at a desirable (and rare!) Aspen price point! One assigned parking space and low assessments in a small, quiet complex makes this an ideal residence or rental property. *\$679,000, furnished*

SQ FT	761	BEDROOMS/BATHS	2/1 1/2
PARKING	I-CAR ASSIGNED	BONUS REMODELED BATHROOMS	
FURNISHED	FULLY	EXTRAS	SKI ACCESS/LOW HOA



CHRISTIANA E-101 ASPEN

BECAUSE: An elegant and affordable condominium in one of the prettiest neighborhoods. Recently built with uncompromising quality and detail. On the quiet edge of downtown surrounded by huge pines, careful landscaping, swimming pool, stream and waterfall. A few blocks to culture and cuisine. *\$499,000, furnished*

SQ FT	465	BEDROOMS/BATHS	1/1
FIREPLACE	GAS-LOG	FINISHINGS	GRANITE/HRDWD
AMENITIES	POOL/JACUZZI	EXTRAS	STORAGE



OWL CREEK TOWNHOME #30 SNOWMASS VILLAGE

BECAUSE: In one of the most private locations sits an immaculate townhome that reads like Architectural Digest. Carefully designed, the rich interior is filled with exquisite touches like Paul Ferrante sconces, specially glazed walls, extensive built-in cabinetry, and custom-made furniture. Outside, enjoy four snow-melted decks, an expanded spa patio and easy ski access to Two Creeks. *\$4,395,000, partially furnished*

SQ FT	3634 + GARAGE	BEDROOMS	4 + DEN
BATHS	4½	FURNISHED	EXCEPTIONALLY
VIEWS	SNOWMASS SKI AREA	SKI-IN/SKI-OUT	TO TWO CREEKS



CAPITOL PEAK LODGE #3404 SNOWMASS VILLAGE

BECAUSE: Newly constructed, located steps from the Gondola in the heart of Base Village with premier dining and après destinations out your door. Your new ski-in and ski-out home has picture perfect views of the ski area yet sits four floors above it all for privacy. Gracious living, Rocky Mountain style. *\$2,495,000, furnished*

SQ FT	1194	BEDROOMS/BATHS	2/2
VIEWS	MT. DALY	EXTRAS	HOT TUB/SPA
AMENITIES	PATIO/DECK	SKI ACCESS	GONDOLA



HAYDEN PEAK LODGE #2305 SNOWMASS VILLAGE

BECAUSE: The new Snowmass Base Village grand plaza is the welcome mat for this premium two-bedroom plus den condominium. Its top floor perch offers vaulted ceilings with oversized windows that allow lots of light. Appointed in a sophisticated contemporary-mountain style with top-of-the-line fixtures and furnishings. *\$1,950,000, furnished*

SQ FT	1204	BEDROOMS/BATHS	2 + DEN / 3
FIREPLACE	1 GAS	PARKING	PRIVATE IN GARAGE
LOCATION	BASE OF FANNY HILL	EXTRAS	VEWS & LIGHT



THE HOMESTEAD #6 SNOWMASS VILLAGE

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

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





WOODRUN V TOWNHOME #44 SNOWMASS VILLAGE

BECAUSE: A rarely available Woodrun V Phase III townhome tucked away at the end of a cul-de-sac, yet with ski-in/ski-out convenience. The soaring ceilings and windows give it an open, airy feeling. An open, spacious floor plan allows plenty of room for family and entertaining. A woodburning fireplace will keep you toasty after a day on the slopes. *\$1,795,000, furnished*

SQ FT FIREPLACE VIEWS	1952 WOODBURNING SNOWMASS MTN	BEDROOMS/BATHS FURNISHED EXTRAS	3 / 3 COMFORT & COZY SKI-IN/SKI-OUT
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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. *\$1,595,000, furnished*

SQ FT PARKING EXTRAS	1416 GARAGE RENOVATED	BDRMS/BATHS VIEWS SKI ACCESS	2+DEN/3 SKI SLOPES FANNY HILL
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TOP OF VILLAGE, SLOPE 303 SNOWMASS VILLAGE

BECAUSE: Coveted, top-floor, point location, with two balconies overlooking Dawdler ski trail. Access immediately off of elevator. Super-easy ski-in/ski-out. Upgraded kitchen and baths, including a soaking tub and stall shower in master. Beautiful views of skiers on the slopes and of the Continental Divide in the distance. Outstanding on-site management. *\$1,550,000, furnished*

SQ FT	1450	BEDROOMS/BATHS	3/3
FIREPLACE	1 WOODBURNING	VIEWS	OUTSTANDING
EXTRAS	HOTTUB/SPA	SKI ACCESS	SKI-IN/OUT

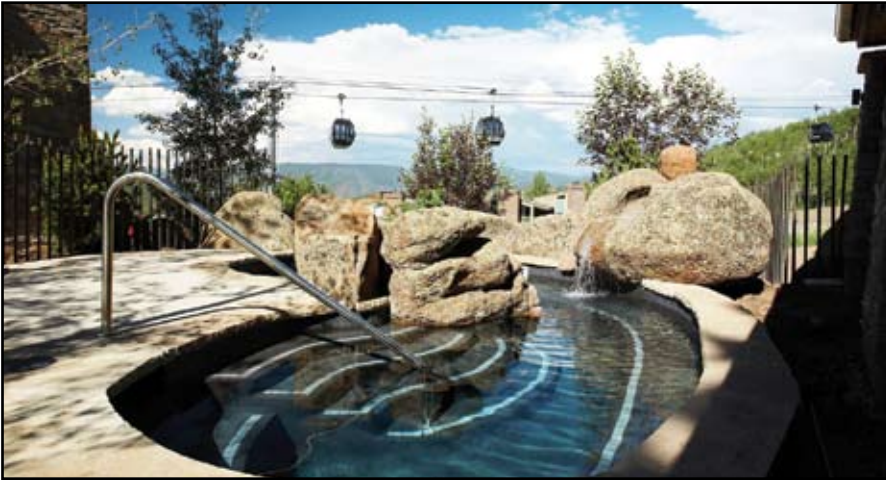


TOP OF VILLAGE, LEAF 802 SNOWMASS VILLAGE

BECAUSE: A smart and stylish condominium totally remodeled with solid wood doors, extra-thick granite countertops, built-in audio, custom furnishings and a stone fireplace. Couple the elegant mountain-contemporary interiors with ski-in/ski-out access and excellent on-site amenities including an elevator, assigned carport, pool, hot tub, fitness room and free town shuttle. *\$1,450,000, furnished*

SQFT	1450	BED/BATH	3/3
VIEWS	SKI MOUNTAIN	FIREPLACE	WOODBURNING
EXTRAS	SKI-IN/OUT, DECK	AMENITIES	CARPOR, POOL,





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 BASE VILLAGE
 BATHS 1 | VIEWS | PRICE \$490,000
 SKI ACCESS FANNY HILL

3308 | SQ FT 928 | FIREPLACES 2 | GAS LOG
 BED/BATH 1 + LOFT / 2 | SKI ACCESS GONDOLA
 FURNISHED COMFORT | PRICE \$699,000

1219 | SQ FT 1008 | FIREPLACE 1 | GAS LOG
 BED/BATH 2 / 2 | SKI ACCESS SKI-IN/SKI-OUT
 FURNISHED COMFORT | PRICE \$799,000

2318 | SQ FT 928 | FIREPLACE 1 | GAS
 BED/BATH 2 / 2 | SKI ACCESS SKI-IN/SKI-OUT
 FURNISHED COMFORT | PRICE \$899,000

ST. REGIS PRIVATE RESIDENCE CLUB ASPEN

BECAUSE: The ultimate Aspen mind, body, and spirit experience is yours with this premier fractional residence 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

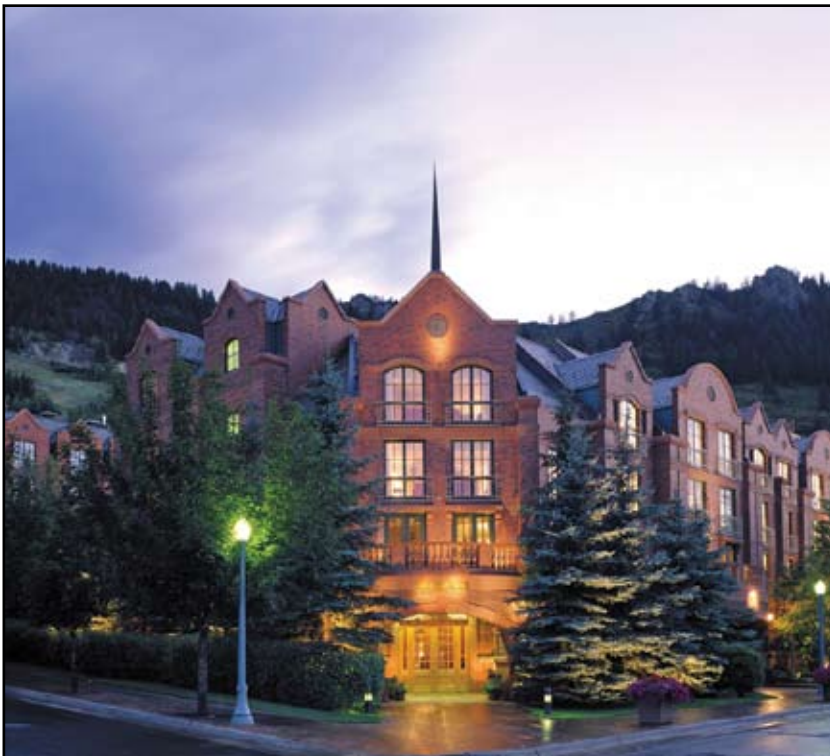
SQ FT: 1644 • BEDROOMS/BATHS: 3 / 3

B55 - \$399,000

SQ FT: 2165 • BEDROOMS/BATHS: 3 / 3

B35 - \$460,000

SQ FT: 2165 • BEDROOMS/BATHS: 3 / 3



TOP OF VILLAGE, SUMMIT 208 SNOWMASS VILLAGE

BECAUSE: You couldn't dream of a more idyllic and inspiring setting for a slopeside condominium. Through the surrounding towering evergreens and stately aspens, the Dawdler ski run and a hiking trail beckon you to come out and play. This sunny, updated property with extra privacy and exceptional on-site management will make every buyer's Snowmass short list. *\$935,000, furnished*

BEDROOMS/BATHS	2 / 2	SQ FT	1,080
VIEWS	SKI TRAILS/WOODS	PARKING	ASSIGNED CARPORT
SKI ACCESS	DAWDLER RUN	EXTRAS	RENOVATED 2007



THE TIMBERLINE A3E SNOWMASS VILLAGE

BECAUSE: A prime top-floor, corner location in the ever-popular ski-in/ski-out Timberline. Consider the wonderful views, sleeping loft for the kids, as well as the upcoming new slopeside pool, hot tubs and fire pit. You'll know you've found your year-round mountain getaway. *\$949,000, furnished*

SQ FT	1228	BED/BATH	2+ SLEEPING LOFT/2
FIREPLACE	1 GAS	EXTRAS	VAULTED CEILINGS
EXTRAS	HOT TUB/SPA	SKI ACCESS	SKI-IN/OUT





383 MEADOW RANCH SNOWMASS VILLAGE

BECAUSE: Bright, open spaces with tall picture windows and skylights. Set amid the trees, this unit boasts a gourmet kitchen and spacious deck on which to gather and entertain. Tastefully furnished with delightful touches. You'll feel blessed to call this your new home. *\$695,000, furnished*

BEDROOMS	2	BATHS	2 1/2
SQUARE FEET	1206	FURNISHED	YES
FIREPLACE	WOOD	EXTRAS	PATIO/DECK



WOODBIDGE 2AB SNOWMASS VILLAGE

BECAUSE: This conveniently located, ground-floor corner condominium has great sunlight and broad views. Beautifully updated, including kitchen and baths, this home serves up two en-suite bedrooms and a brick hearth fireplace in the family room. The large deck outside embraces the home, inviting leisurely afternoons in the pure mountain air. *\$519,000, partially furnished*

SQ FT	915	BEDROOMS/BATHS	2 / 2
FIREPLACE	1 GAS	PARKING	COMMON
EXTRAS	DECK	AMENITIES	POOL/HOT TUB



THE TIMBERLINE D2F SNOWMASS VILLAGE

BECAUSE: A well-priced, ski-in/ski-out condominium in a meticulously managed complex. Watch skiers from your living room while curled up next to the fire. You'll fall in love with the super-convenient location, hotel-style services and easy ownership. *\$399,000, furnished*

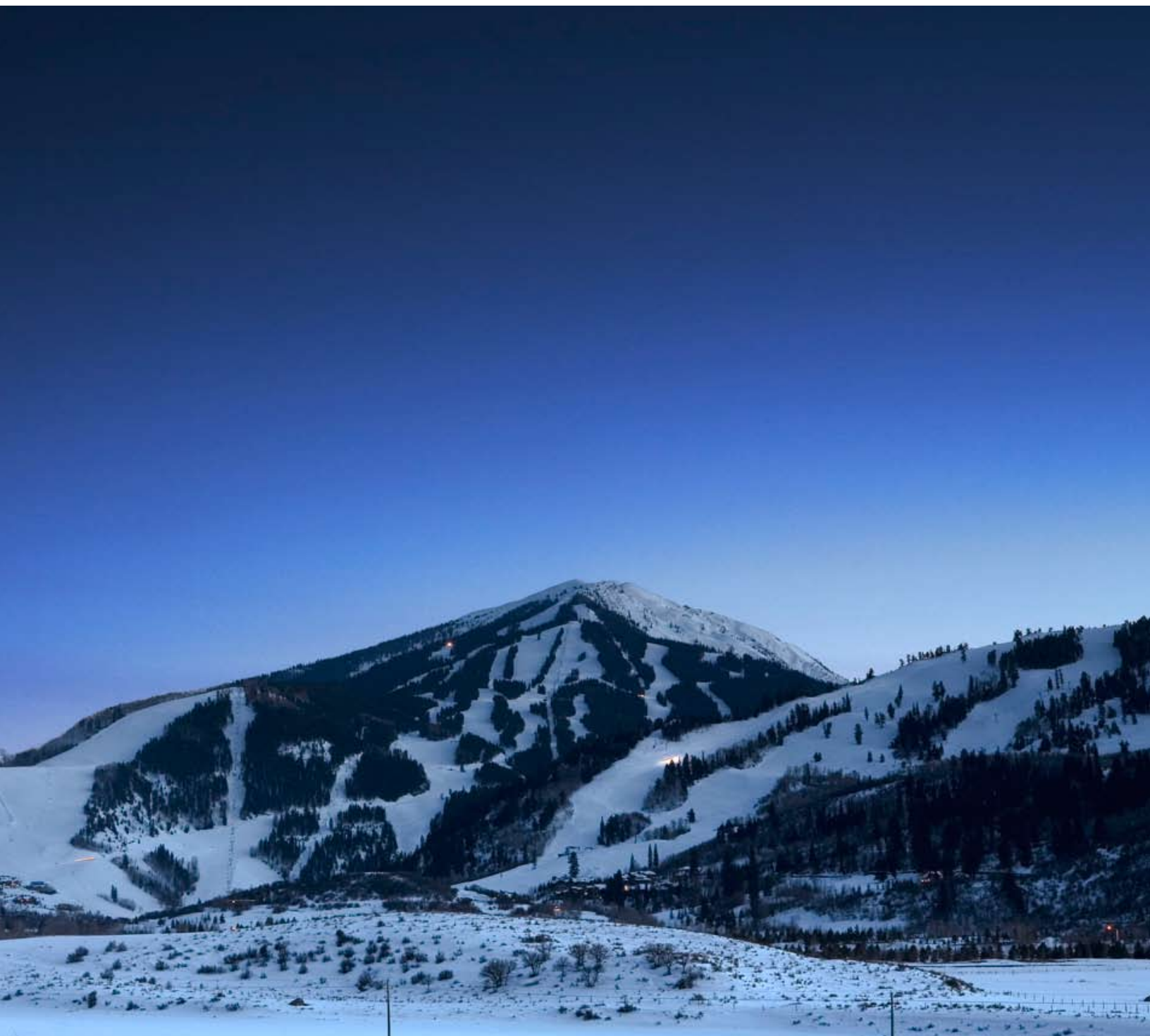
BEDROOMS/BATHS	1/1	LOCATION	SLOPESIDE, WOW!
VIEWS	SNOWMASS SKI AREA	SQ FT	696
AMENITIES	POOL/SPA/FITNESS	EXTRAS	ON-SITE RESTAURANT



SNOWMASS MTN, D-1 SNOWMASS VILLAGE

BECAUSE: A centrally located vacation condominium or primary residence with access to all of your Snowmass favorites. Cozy up by the fireplace after a day on the slopes or celebrate that big hike with a toast on the deck. This turnkey end unit borders beautiful open space and is only steps from the outdoor heated pool, hot tub, and sauna. *\$435,000, unfurnished*

BEDROOMS/BATHS	2/2	SQ FT	1000
FURNISHED	S.WSTRN CASUAL	PARKING	ASSGND CARPORT
FIREPLACE	WOODBURNING	AMENITIES	POOL & HOT TUB



Double Bar X Ranch (pages 46-47)

LAND

Real Estate on Higher Ground



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 desire the feel of big sky country and wide open spaces, yet it's located only 15 minutes from Aspen / Snowmass. *\$1,500,000*

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



47 MUSTANG CIRCLE SNOWMASS VILLAGE

BECAUSE: One of the precious few remaining building sites in this Horse Ranch neighborhood. Walking distance to Open Space, local recreation center, free Snowmass shuttle bus stop—and to neighbors who've been around long enough to point you and your kids in the right direction. All utilities are in place—all this land needs is your vision. *\$1,475,000*

ALLOWABLE SQ FT	3000	VIEWS	SKI AREA/RIM TRAIL
TOPOGRAPHY	FLAT/EASY	AMENITIES	SHUTTLE BUS, HIKING
UTILITIES	ALL TO LOT LINE	EXTRA F.A.R.	10% MORE BY PERMIT



FENDER RANCH CARBONDALE

BECAUSE: Indulge your cowboy dreams and create your own private ranch on this 35-acre horse property. Coveted water rights and flexible development opportunities will accommodate your loftiest wish list. *\$999,000*

LOT SIZE	35 ACRES	FAR	GENEROUS BLDG RIGHTS
VIEWS	360°	WATER RIGHTS	WELL DRILLED
FEATURES	CORNER LOC	EXTRAS	IRRG. SYSTEM



621 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	10.1 ACRES	VIEWS	MT SOPRIS
AMENITIES	CLOSE TO BLM	EXTRAS	HORSE PROPERTY
POTENTIAL	YOUR DREAM HOME	TERRAIN	ROLLING



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 SHRUBS
VIEWS	SOPRIS, BASALT MTN	ALLOWABLE FAR	5750 SQ FT
WATER	WELL PERMIT	EXTRAS	ACTIVITY ENVELOPE



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



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. All with golf course views in the foreground and a wooded hillside behind, you will find this homesite has it all. *\$295,000*

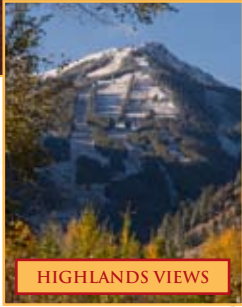
LOT SIZE	49,745	LANDSCAPING	PINONS
USAGE	SINGLE FAMILY LOT	AMENITIES	ELEVATED LOT
VIEWS	MT SOPRIS	EXTRAS	HOME PLANS AVAIL



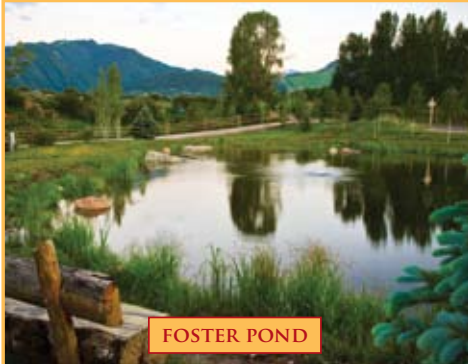
CERISE RANCH, LOT 40 CARBONDALE

BECAUSE: Your search for the ideal mid-valley homesite stops here. It's easy to picture your kind of home on this three-acre homesite located adjacent to a quiet hillside—offering a bit of privacy and adventure. The views, a clubhouse, pool, fishing pond, and lots of open space make this an easy option. *\$199,000*

SQ FT	3.09 ACRES	VIEWS	MOUNTAINS
AMENITIES	POOL, FISHING POND	TERRAIN	MOSTLY FLAT
EXTRAS	LOTS OF OPEN SPACE	EXTRAS	GAZEBO & CLUBHOUSE



HIGHLANDS VIEWS



FOSTER POND



HORSES ARE WELCOME



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 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	\$4,500,000
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	\$4,950,000**
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.

** Homestead 11 & 12 can be purchased together for \$8,495,000. Ideal for a family compound.





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 Transaction-Broker addendums 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.

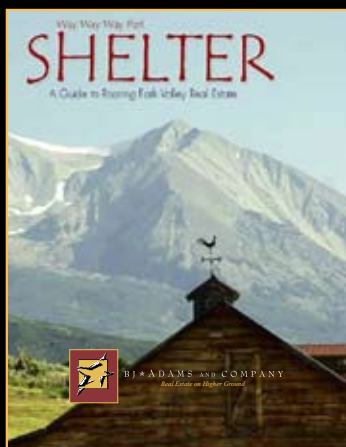
GET IT IN WRITING

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.



2010 ANNUAL REAL ESTATE REPORT — 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.

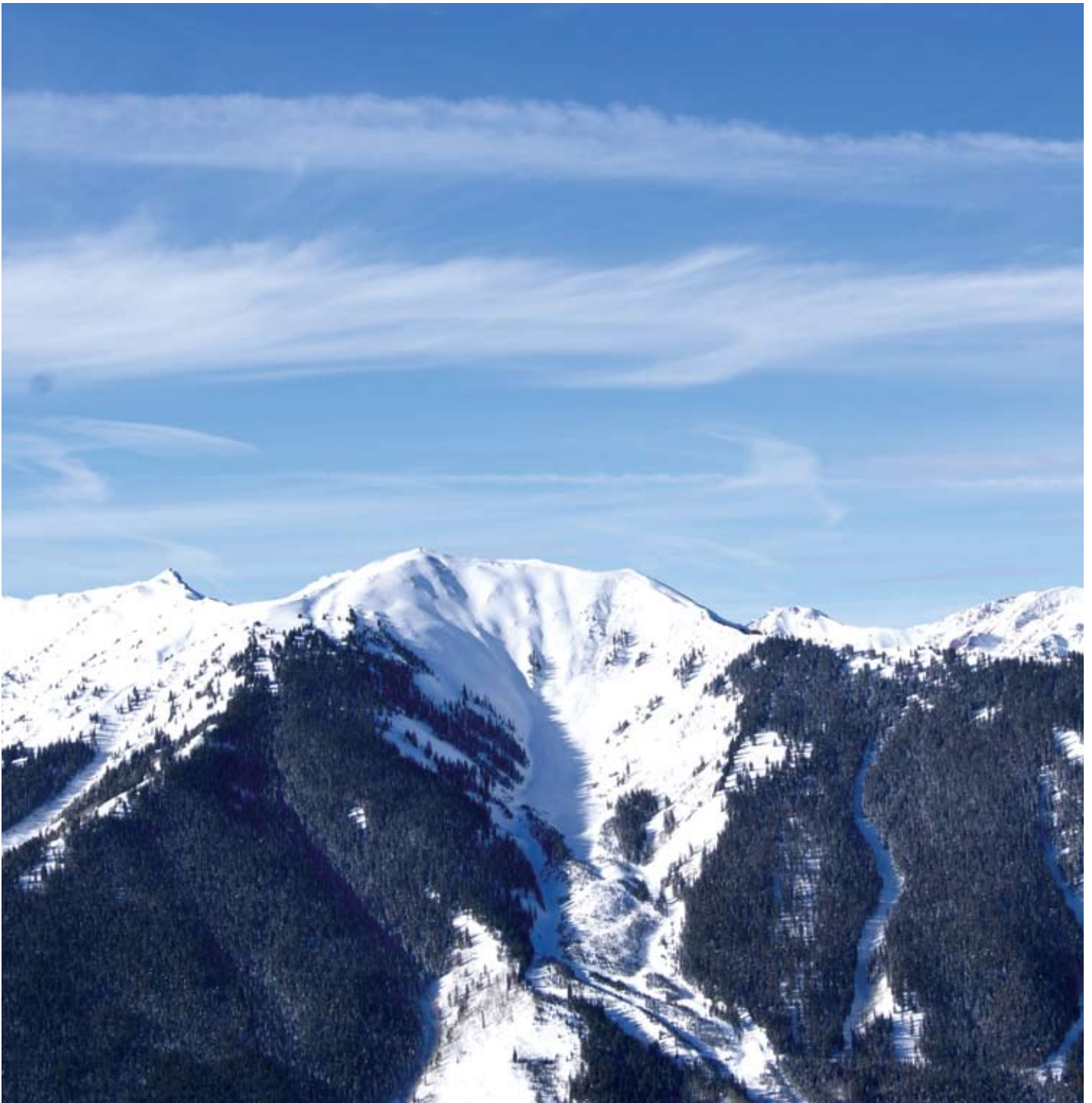
THE LOCAL WEATHER: *The Real Estate Climate Today in Aspen • Snowmass • Basalt.* — Find out now, when it counts. Our newest publication, updated several times per year, tells you what savvy locals know — which is what's really going on in these markets, TODAY. Important changes, trends, stats, policies, 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:

Lake Quivira, KS

MARRIED TO:

Mary Courtney Wine,
with two boys Jackson & Wyatt

PASSIONS:

Cycling, skiing, flying.

LOCAL HERO:

My wife, for putting up with me.

FAVORITE PLACE TO RE-JUICE:

Spirit circle at the top of Rim Trail.

PROUDEST ACCOMPLISHMENT:

Creating a life for myself and my family in this magnificent environment.

PEOPLE SHOULDN'T MISS:

The sunrise from the top of Snowmass or Aspen Mountain after an early-morning hike. The Aspen Ideas Fest.

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

That actually happened to me. Get the family and pets out. Nothing else really matters.

AS A KID I ALWAYS WANTED TO BE:

A pilot. My father was a Marine fighter pilot and then an airline captain.

FAVORITE WORD:

Intuitive



Scott Calliham

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:

Aspen

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 I KID, I WANTED TO BE:
I still feel like a kid, but I'd have to say—an outdoorsman.

LOCAL HEROES:
Our 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



Kristen Maley

HOMETOWN:
Louisville, KY

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?
This valley, where I always feel safe.

INDULGENCE:
Live music. I'll go and dance like I'm a 19-year old.

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?

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 local baseball mom.

FAMILY:
Husband Bill, two great kids and a black lab

AS I KID, I WANTED TO BE:
Outdoors

BEST EVENT:
The music on Fanny Hill

LOCAL MYTH:
That you see movie stars everywhere.

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

PERFECT DAY:
If I ever take the outdoors for granted, I might as well go back to Baltimore.

FAVORITE PLACE TO RE-JUICE:
Our backyard, which is the White River National Forest.

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



Leah Moriarty

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

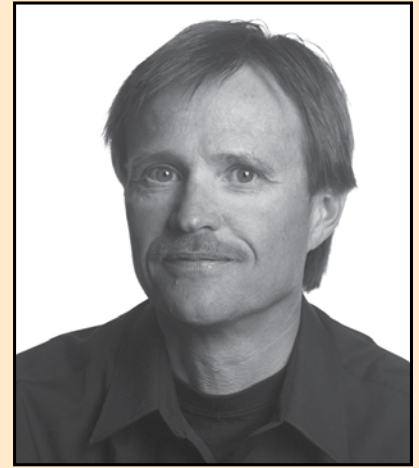
FAVORITE PLACE TO RE-JUICE:
Camping at Chapman Reservoir

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



Lucy Nichols

HOMETOWN:
Cleveland Heights, OH

MARRIED TO:
Gary, with two children, Gracie & Gardner

EXTENSIVE TRAVEL:
Including Nantucket in summer, Europe and Africa

PASSIONS:
Watercolor painting on the beach, photography, crack-of-dawn hikes.

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

LOCAL MYTH:
That glitz and glamour reign.

BEST GIFT:
My kids' handmade cards, thanking me for being me.

BEST EVENT:
Labor Day Jazz Fest. I'm a rock and roll rat from way back.

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

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

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

HOMETOWN:
West Palm Beach, FL

FAMILY:
Married to Randolph, and mother to future X-gamer, Keaton, 11, with another one on the way

WORKING PHILOSOPHY:
Go, 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



First Row: **Michael Adams**, President/Owner **Stan Bell**, Marketing Director **Amy Gosin**, Licensed Broker Assistant

Second Row: **Carly Rebeiz**, Marketing Director **Kate Leibinger**, Director of First Impressions

Third Row: **Jill Lindvall**, Marketing Manager, **Haley Sewald**, Director of First Impressions, **Amber Trzcinski**, Executive Assistant

Fourth Row: **Ruth Young**, Controller **Lea Zugschwerdt**, Director of Operations **Tessa Zugschwerdt**, Licensed Broker Assistant



127 Forest Lane, Snowmass Village (page 10)

If you would like the latest market information,
please contact us at: email@bjac.net

Homemade Pie on Fridays!



BJ ★ ADAMS AND COMPANY
Real Estate on Higher Ground



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