

Klug Properties | Fourth Quarter 2018

MARKET REPORT

Aspen
Snowmass

Sotheby's
INTERNATIONAL REALTY



1627WoodRoad.com



CK **CHRIS KLUG**
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com



/klugproperties



@klugproperties



/klugproperties



/klugproperties

Fourth Quarter 2018

MARKET SUMMARY



Happy Winter Season from Aspen Snowmass!

Hi from Aspen! I hope you are enjoying a great start to 2019! It has been a fun winter season so far in Aspen Snowmass. Our community was full for the holiday with lots of people taking advantage of the great winter conditions on our four local resort mountains. More snow is on the way this week! I'm excited to share my 2018 Aspen Snowmass Real Estate Market Report with you below. I hope it's a helpful resource. Thanks for checking it out.

2018 saw strong condo sales in both Aspen and Snowmass, especially in December. Aspen single-family sales were considerably weaker in 2018 versus 2017. Snowmass Village single-family sales were very similar to 2017, which still has lots of room for improvement compared to the peak of 2007/2008. New Base Village product boosted the Snowmass Village condo market numbers. There were 217 sales of all residential, whole ownership property types in Aspen in 2018 for a total sold volume of \$874 million compared to 278 properties sold in 2017 in Aspen totaling \$1.193 billion. 198 sales of all residential, whole ownership property types sold in 2018 in Snowmass Village totaling \$269 million versus 148 properties sold in 2017 totaling \$238 million, an 11.5% increase in dollar volume. There is some very positive momentum in Snowmass Village with the completion of Phase I Base Village and the new Limelight Snowmass. Woody Creek and Snowmass saw multiple \$10 million plus ranch sales in 2018. Pioneer Springs Ranch in Snowmass Village just sold for a big number to start 2019.

Aspen:

2018 saw less single-family sales in Aspen with dollar volume down about 38% and the number of Aspen single-family transactions down about 25%. December 2018 single-family sales were significantly slower than December 2017. As a result, single-family average sold price dropped from almost \$8 million in 2017 to \$6.59 million in 2018,



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

Fourth Quarter 2018

MARKET SUMMARY

a 17.5% dip, while average sold \$/SF also decreased from \$1,606 to \$1,463, a 9% decrease. The highest avg. sold \$/SF was on Red Mountain at \$2,331. Downtown Core single-family sales were \$2,124 avg. sold \$/SF, followed by West End at \$2,122. There were 75 single-family sales overall in Aspen with an average sale/list of 93% and 294 ADOM (average days on market).

There were 19 ten-million plus sales in Aspen in 2018 versus 28 in 2017. The highest residential sale was 135 Miners Trail Rd. which sold for \$21.5 million, \$2,126 sold \$/SF. This was the only \$20 million plus sale in Aspen in 2018 compared to six sales in 2017 – which had a huge impact on the numbers. 401 Eagle Park Drive in W. Aspen was the second highest sale in 2018, followed by 1449 Crystal Lake Road in E. Aspen on the Roaring Fork River. Of the 19 ten million plus sales, three were located on Red Mountain, three in Aspen's Historic West End, eight sales occurred in/ and around the downtown core, two in W. Aspen, two in E. Aspen and one in Smuggler. Buyers paid a premium for being in or close to the downtown core, walking distance to Gondola Plaza and Aspen's best dining and shopping.

Aspen condominium sales fared better than single-family sales in 2018 with dollar volume down just 4%, while the # of transactions decreased from 175 to 141, a 19% decrease. December was very strong for condo sales with dollar volume and # of sales both more than double that of December 2017. Two new half-duplex spec sales at 232 E. Bleeker and 203 N. Monarch next to the Hotel Jerome, and another new half-duplex spec sale at 1510 Homestake in Cemetery Ln. neighborhood, all closed in December, providing a strong finish to 2018. Top of Mill Unit E was the highest condo sale in 2018 at \$18.34 million, \$2,788 sold \$/SF. Galena Place Townhomes #1 was the second highest at \$12.5 million, \$3,299 sold \$/SF. A couple of sales at River Park Townhomes on N. Spring St. rounded out the top four. Average sold price for Aspen condos was at an all-time high of \$2,667,462. Average sold \$/SF also saw its highest number ever at \$1,520. Average sale/list for Aspen condos was 94% in 2018 with 289 ADOM.

There were 295 active listings of all property types in Aspen as of December 31, 2018 including 118 condos, 146 single-family homes and 31 single-family lots. In 2017 there were 288 total listings, 394 in 2016 and 352 in 2015. With 293 active listings in Aspen available today, and 24 pending sales, there's less than a year's supply of inventory, which should keep pressure on pricing, especially for properties that check all of the boxes in A+ locations with newer, more contemporary, open floorplan designs and finishes. As of December 31, 2018, there were 35 pending sales of all property types with a total pending volume of \$200 million compared to 37 pending sales totaling \$236 million last year.

Snowmass Village:

It was a solid year in Snowmass Village for real estate sales with new Base Village product leading the way. Snowmass Village condominium sold volume increased 40% with transactions also up 5%. Single family sold volume was slightly off 2017, down 5% while the # of transactions were exactly the same as last year at 43. December was slow for single-family activity, while condo sales exploded with four times the dollar volume of 2017 and over twice the # of transactions. The seven new Limelight Snowmass sales and one Lumin sale all closed in December. The seven Limelight Snowmass condos sold on average for \$1,362 sold \$/SF, almost twice the average sold \$/SF for all Snowmass Village condo sales in 2018 of \$689. Limelight numbers were impressive! It is brand new construction with great amenities and a ground zero location compared to plenty of product with yesterday's look further from the new Base Village. My family and I love ice skating at the new Limelight rink, followed by crepes at Mawa's; we



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

MARKET SUMMARY

go a couple nights a week. Average sold price for Snowmass condos in 2018 was \$871,654 - which included a lot of studio and 1-bedroom sales, which brought down the average. This represents the largest discount ever to Aspen in terms of average condo sold price of \$2,667,462, a 67% discount. Same story with average sold \$/SF of \$1,520 in Aspen versus \$689 for Snowmass Village condos in 2018. Snowmass represents a great value today - especially considering the investment that East West, KSL and Aspen Skiing Company are making in Snowmass Village. I toured One Snowmass West today. The four-bedroom penthouse is spectacular. One Snowmass East and West including fifty new whole ownership and fractional condominiums partnered with Inspirato will come on-line in 2019.

I think it's important to note that 198 total transactions of all whole ownership residential property types closed in Snowmass Village in 2018 versus 142 at the peak of the market in 2007. Average sold price for all whole ownership in 2018 was \$1,361,518 versus \$2,465,755 in 2007 - a 45% drop. Average sold \$/SF in 2018 for all property types was \$703 versus \$1,129 in 2007 - a 38% decline. There are more buyers in Snowmass than in 2007, and lots of options and room to run!

Snowmass single-family dollar volume dropped slightly while the number of transactions were exactly the same as the year before. Average sold price declined slightly from \$3.3 million last year to \$3.127 in 2018. Average sold \$/SF also dropped from \$775 last year to \$758 in 2018, a 2% decline. Snowmass single-family homes are still trading at almost half of where they were in 2007 at the peak of the market. The highest sale in Snowmass Village was at 1061 Two Creeks Drive for \$9.55 million, \$1,515 sold \$/SF, followed by 5941 Lake Wildcat Drive and 189 Pinion Drive in The Divide.

As of December 31, 2018, there were 233 properties of all property types actively listed in Snowmass Village, including: 139 condos, 80 single-family homes and 14 single-family lots. Last year there were 195 total listings at the same time, 120 condos, 63 SF and 12 lots, an almost 20% increase in total inventory. Eleven properties were pending sale totaling \$12.6 million at the end of 2018 versus 13 in 2017 totaling \$13.88 million.

Woody Creek:

10 single-family sales closed in Woody Creek in 2018 with a total sold volume of \$42.2 million, and an average sold price of \$4.22 million, 90% sale/list, \$719 avg. sold \$/SF with 524 ADOM. The two biggest sales were Wyle's Circle R Ranch and 955 Little Woody Creek for \$14 and \$13.4 million respectively. 10 properties closed in 2017 totaling \$30.3 million, \$2.76 million average sold price, 96% sale/list, \$741 avg. sold \$/SF and 403 ADOM. There were 16 active listings at the end of 2018, 13 single-family homes and three vacant lots totaling \$99.1 million compared to 16 properties in 2017 totaling \$136 million. There were no properties pending sale at the end of 2018. There are currently four Woody Creek properties priced north of \$10 million available today.

Old Snowmass:

There was a lot more activity in Old Snowmass in 2018 with 22 sales totaling \$59.5 million, led by the Twin Creeks Ranch sale, a 24-acre property on Snowmass Creek that sold on 4/12/18 for \$11.5 million, followed by 3500 Snowmass Creek Rd., a 75-acre Snowmass Creek Ranch built in 2014 that sold for \$10.25 million on 2/28/18. The average sold price in 2018 was \$2.7 million, 95% sale/list and \$714 avg. sold \$/SF with 370 ADOM. Sixteen sales took place in Old Snowmass in 2017 totaling \$18.8 million with an average sold price of \$1.179 million, 93% sale/list, \$405 avg. sold \$/SF and 297 ADOM.



Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

Fourth Quarter 2018

MARKET SUMMARY

Basalt:

Single-family sales volume in Basalt was up 40% with transactions up 5%. Basalt condo sales were down about 9% with transactions down 16%. Single-family average sold price increased from \$944,746 in 2017 to \$1,253,798 in 2018, a 32% jump. Average single-family sold \$/SF also increased from \$355 in 2017 to \$452 in 2018 while days on market increased from 193 in 2017 to 233 in 2018. While Basalt condo sold volume and transactions were down a little, average sold price increased from \$540,130 in 2017 to \$579,077, a 7% increase in 2018, and avg. sold \$/SF increased from \$380 in 2017 to \$433 in 2018, a 14% increase. Inventory increased as of December 31 of all property types 21% from 97 properties in 2017 to 118 in 2018. There were 16 properties pending sale at the end of 2018 totaling \$20 million compared to 17 totaling \$12.6 million in 2017.

I'm optimistic for a good winter selling season ahead. Showing activity and interest was strong over the holidays and Aspen and Snowmass have great snow this winter. December was a challenge due to a hangover from last winter's slow start. The strength of the Dollar and national politics are a challenge with our international guests, but occupancy numbers are strong for February and March. With Easter late this year and great snow conditions I anticipate the winter selling season lasting a little longer. Big stories in Aspen in 2019 will be the new W Hotel completion this summer, The Aspen Club getting back on track, Gorsuch Haus and Lift One Lodge vote in March, and proposed Pitkin County growth restrictions. There is some exciting momentum in Snowmass Village already. Buildings 7 & 8, One Snowmass East and West, will be completed this year, adding fifty more new, larger condominium options in Base Village with an interesting partnership with Inspirato. The Town in cooperation with Aspen Skiing Company creating a permanent home for the Ziegler discovery at the Collective in Building 6 is very exciting and will only add to the reasons to hang out in the Plaza more in the future in both summer and winter.

Housing numbers slowing nationally and in most of our major metro feeder markets, stock market volatility, and the perception of being in the later stages of a bull cycle for the last decade in real estate and equities are creating headwinds. Locally, an aging skiing population, affordability, and competition from other resorts, and vacation destinations pose additional challenges. However, this is still the greatest place on earth with cultural and culinary opportunities of a major metropolitan area, non-stop events and activities, access to the outdoors - surrounded by White River National Forest, the Power of Four ski/snowboard resorts - uncrowded by design, and private ownership that continues to make big capital investments to continually improve the on and off mountain experience while maintaining a commitment to "Giving a Flake," and a quality of life and educational opportunities that are unmatched. All of these attributes set Aspen and the Roaring Fork Valley apart from the competition. We're not immune to macro-economic pressures in the Roaring Fork Valley as evidenced by 2008/2009 and again in 2016, but Aspen bounced back very strong. There's still lots of opportunity in Snowmass Village, Woody Creek and Old Snowmass. The best properties that are priced right, staged beautifully and marketed aggressively will move this year. I anticipate a good 2019 ahead! I'm more concerned about 2020 with another national election and debt concerns and inflation, but that's not my area of expertise. I know Roaring Fork Valley Real Estate really well and love it. I study the market every day. Call or email anytime with questions or if you'd like a free in-depth analysis of your home.

Chris Klug



 **CHRIS KLUG**
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

Third Quarter 2018

MARKET REPORT

2017

Downtown Core Single Family Homes

10 Properties Sold
Avg. Sold Price: \$11,994,920
Avg. Sold \$/SF: \$2,670
Avg. Days on Market: 236

Downtown Core Condos

109 Properties Sold
Avg. Sold Price: \$2,420,228
Avg. Sold Price/SF: \$1,591
Avg. Days on Market: 264

East Aspen Single Family Homes

20 Properties Sold
Avg. Sold Price: \$4,696,475
Avg. Sold \$/SF: \$1,452
Avg. Days on Market: 250

East Aspen Condos

9 Properties Sold
Avg. Sold Price: \$2,683,750
Avg. Sold \$/SF: \$1,126
Avg. Days on Market: 283

Red Mountain Single Family Homes

13 Properties Sold
Avg. Sold Price: \$11,529,385
Avg. Sold \$/SF: \$2,135
Avg. Days on Market: 320

2018

Downtown Core Single Family Homes

7 Properties Sold
Avg. Sold Price: \$9,556,571
Avg. Sold \$/SF: \$2,124
Avg. Days on Market: 323

Downtown Core Condos

90 Properties Sold
Avg. Sold Price: \$2,692,663
Avg. Sold Price/SF: \$1,743
Avg. Days on Market: 297

East Aspen Single Family Homes

9 Properties Sold
Avg. Sold Price: \$5,977,778
Avg. Sold \$/SF: \$1,261
Avg. Days on Market: 411

East Aspen Condos

6 Properties Sold
Avg. Sold Price: \$2,463,817
Avg. Sold \$/SF: \$1,070
Avg. Days on Market: 301

Red Mountain Single Family Homes

4 Properties Sold
Avg. Sold Price: \$10,300,000
Avg. Sold \$/SF: \$2,331
Avg. Days on Market: 335



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

Third Quarter 2018

MARKET REPORT

2017

McLain Flats

Single-Family Homes

11 Properties Sold

Avg. Sold Price: \$7,322,364

Avg. Sold \$/SF: \$842

Avg. Days on Market: 546

Smuggler

Single-Family Homes

4 Properties Sold

Avg. Sold Price: \$4,566,250

Avg. Sold \$/SF: \$1,151

Avg. Days on Market: 261

Smuggler

Condos

16 Properties Sold

Avg. Sold Price: \$1,010,753

Avg. Sold \$/SF: \$1,009

Avg. Days on Market: 125

West End

Single-Family Homes

22 Properties Sold

Avg. Sold Price: \$7,357,842

Avg. Sold \$/SF: \$1,173

Avg. Days on Market: 335

West End

Condos

17 Properties Sold

Avg. Sold Price: \$1,913,93

Avg. Sold \$/SF: \$1,284

Avg. Days on Market: 152

2018

McLain Flats

Single-Family Homes

9 Properties Sold

Avg. Sold Price: \$5,565,022

Avg. Sold \$/SF: \$921

Avg. Days on Market: 397

Smuggler

Single-Family Homes

12 Properties Sold

Avg. Sold Price: \$5,870,458

Avg. Sold Price/SF: \$1,303

Avg. Days on Market: 186

Smuggler

Condos

11 Properties Sold

Avg. Sold Price: \$1,374,091

Avg. Sold \$/SF: \$944

Avg. Days on Market: 186

West End

Single-Family Homes

14 Properties Sold

Avg. Sold Price: \$7,491,30

Avg. Sold \$/SF: \$1,730

Avg. Days on Market: 335

West End

Condos

16 Properties Sold

Avg. Sold Price: \$3,042,438

Avg. Sold Price/SF: \$1,442

Avg. Days on Market: 321



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

Fourth Quarter 2018

MARKET REPORT

2017

West Aspen

Single-Family Homes

19 Properties Sold

Avg. Sold Price: \$8,800,639

Avg. Sold \$/SF: \$1,243

Avg. Days on Market: 483

West Aspen

Condos

24 Properties Sold

Avg. Sold Price: \$2,370,700

Avg. Sold \$/SF: \$760

Avg. Days on Market: 196

Brush Creek Village

Single Family Homes

6 Properties Sold

Avg. Sold Price: \$1,783,500

Avg. Sold \$/SF: \$506

Avg. Days on Market: 167

Snowmass Village

Single-Family Homes

43 Properties Sold

Avg. Sold Price: \$3,305,442

Avg. Sold \$/SF: \$775

Avg. Days on Market: 327

Snowmass Village

Condos

105 Properties Sold

Avg. Sold Price: \$921,495

Avg. Sold \$/SF: \$634

Avg. Days on Market: 377

2018

West Aspen

Single-Family Homes

20 Properties Sold

Avg. Sold Price: \$5,350,940

Avg. Sold \$/SF: \$1,208

Avg. Days on Market: 282

West Aspen

Condos

18 Properties Sold

Avg. Sold Price: \$3,066,417

Avg. Sold \$/SF: \$976

Avg. Days on Market: 284

Brush Creek Village

Single Family Homes

5 Properties Sold

Avg. Sold Price: \$1,526,450

Avg. Sold \$/SF: \$505

Avg. Days on Market: 176

Snowmass Village

Single-Family Homes

43 Properties Sold

Avg. Sold Price: \$3,127,309

Avg. Sold \$/SF: \$758

Avg. Days on Market: 302

Snowmass Village

Condos

155 Properties Sold

Avg. Sold Price \$871,654

Avg. Sold \$/SF: \$689

Avg. Days on Market: 239



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

MARKET REPORT

2017

Woody Creek Single Family Homes

11 Properties Sold
Avg. Sold Price: \$2,761,818
Avg. Sold \$/SF: \$742
Avg. Days on Market: 403

Old Snowmass Single Family Homes

16 Properties Sold
Avg. Sold Price: \$1,179,87
Avg. Sold \$/SF: \$406
Avg. Days on Market: 2979

Basalt Single-Family Homes

77 Properties Sold
Avg. Sold Price: \$944,760
Avg. Sold \$/SF: \$355
Avg. Days on Market: 193

Basalt Condos

90 Properties Sold
Avg. Sold Price: \$540,130
Avg. Sold \$/SF: \$380
Avg. Days on Market: 166

2018

Woody Creek Single Family Homes

10 Properties Sold
Avg. Sold Price: \$4,222,700
Avg. Sold \$/SF: \$719
Avg. Days on Market: 524

Old Snowmass Single Family Homes

22 Properties Sold
Avg. Sold Price: \$2,707,127
Avg. Sold \$/SF: \$714
Avg. Days on Market: 370

Basalt Single-Family Homes

81 Properties Sold
Avg. Sold Price: \$1,053,790
Avg. Sold \$/SF: \$452
Avg. Days on Market: 223

Basalt Condos

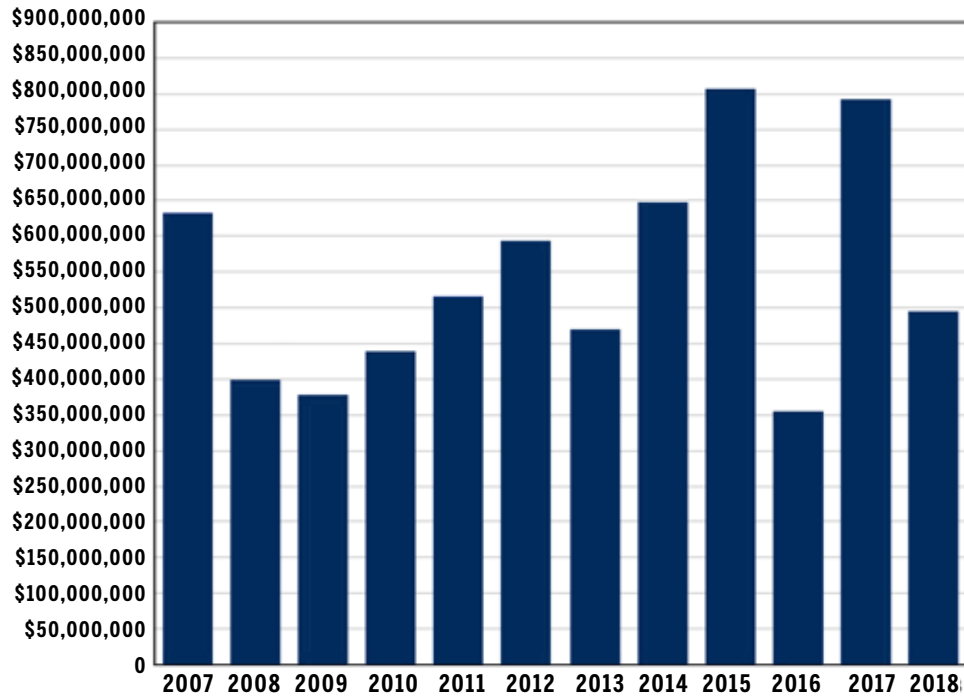
76 Properties Sold
Avg. Sold Price: \$579,077
Avg. Sold \$/SF: \$433
Avg. Days on Market: 173



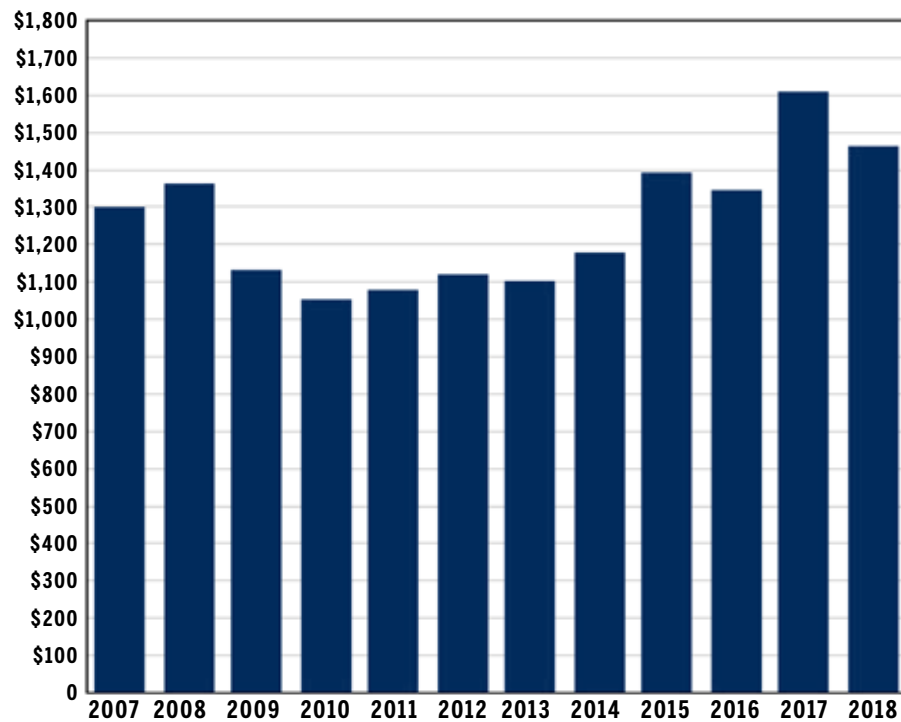
CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

ASPEN Single-Family Sold Volume



ASPEN Single-Family Sold Price / Sq Ft



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com



/klugproperties



@klugproperties

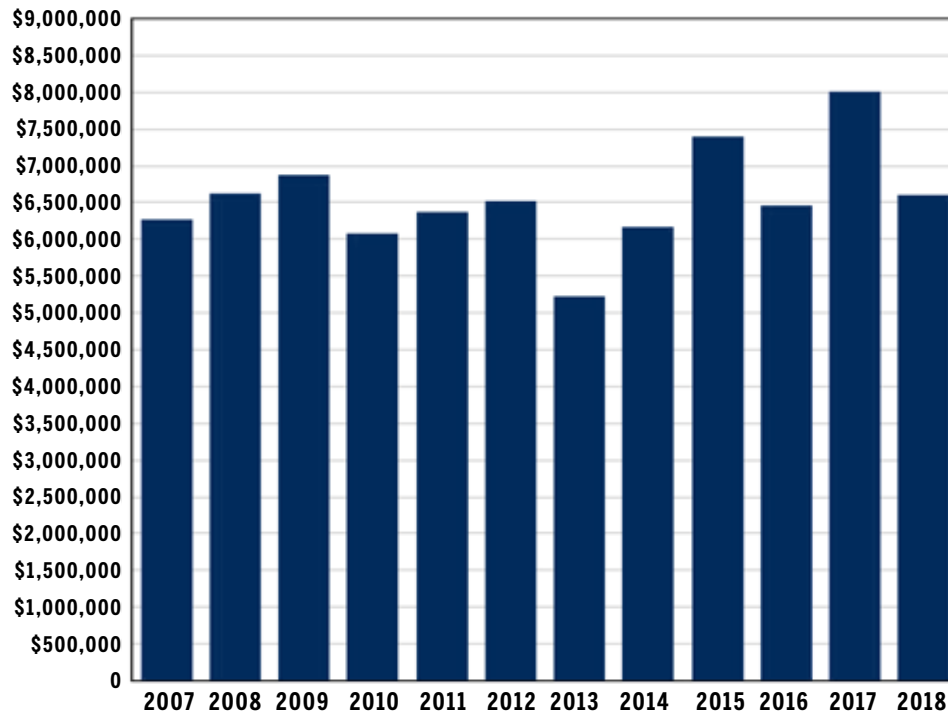


/klugproperties

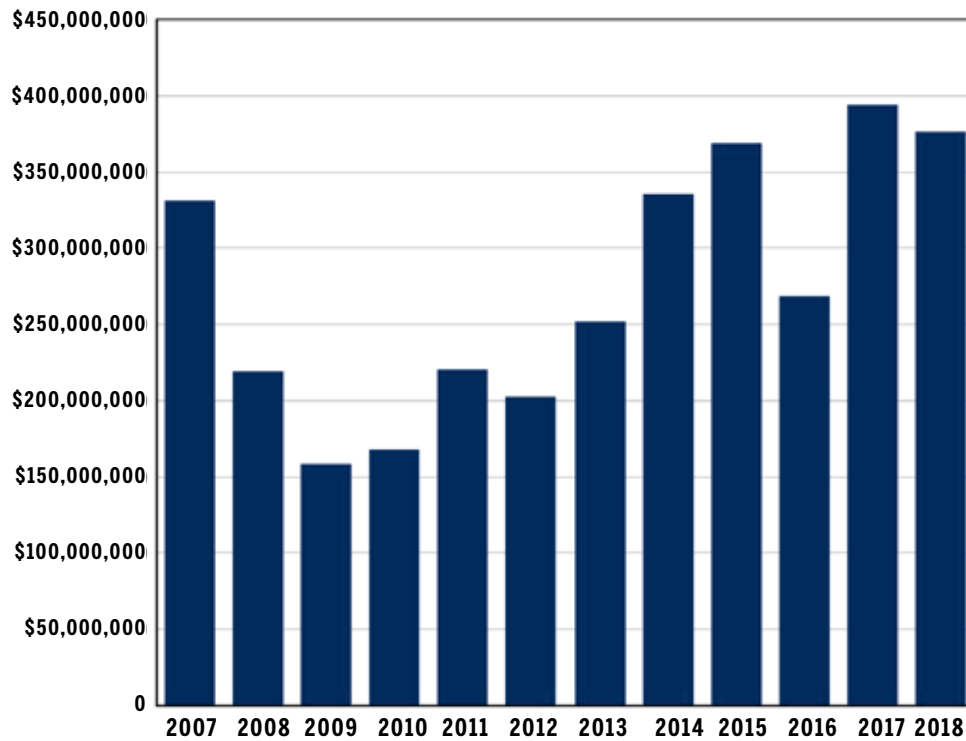


/klugproperties

ASPEN Single-Family Average Sold Price



ASPEN Condominium Sold Volume

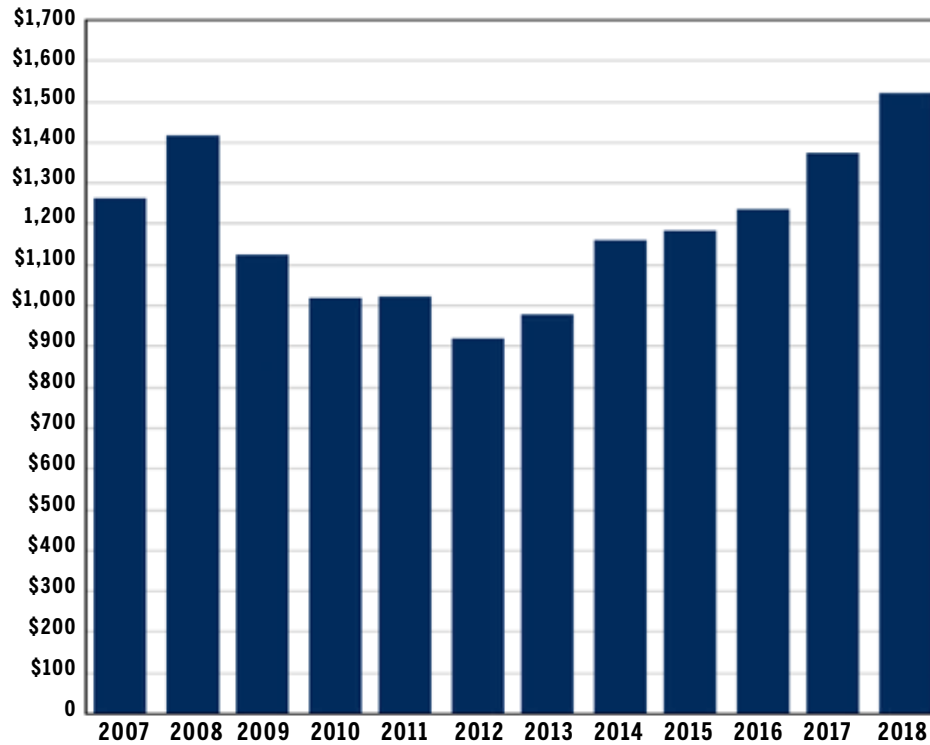


CHRIS KLUG
PROPERTIES

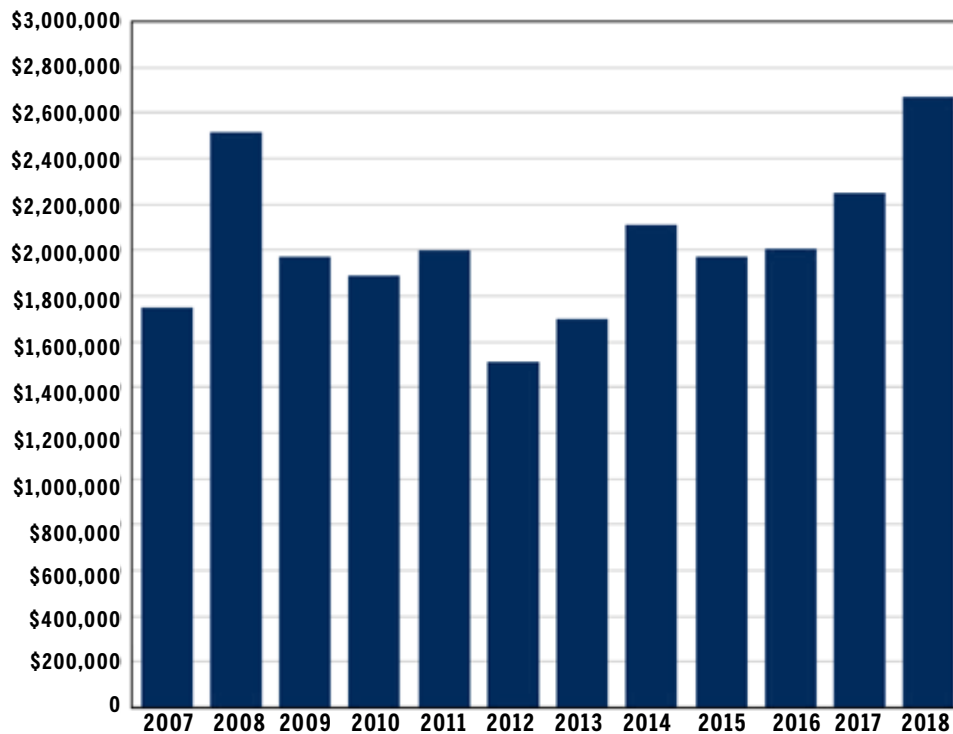
Chris Klug 970.948.7055

Chris@KlugProperties.com [f /klugproperties](https://www.facebook.com/klugproperties) [@klugproperties](https://twitter.com/klugproperties) [/klugproperties](https://www.instagram.com/klugproperties) [/klugproperties](https://www.youtube.com/klugproperties)

ASPEN Condominium Average Sold Price / Sq Ft



ASPEN Condominium Average Sold Price

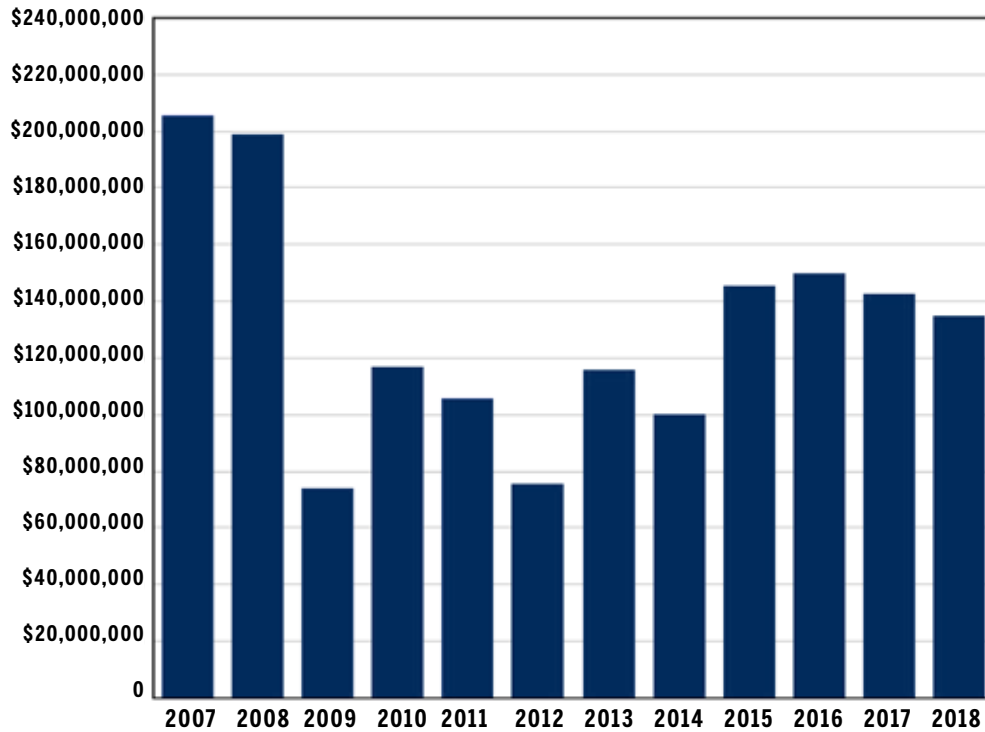


CHRIS KLUG
PROPERTIES

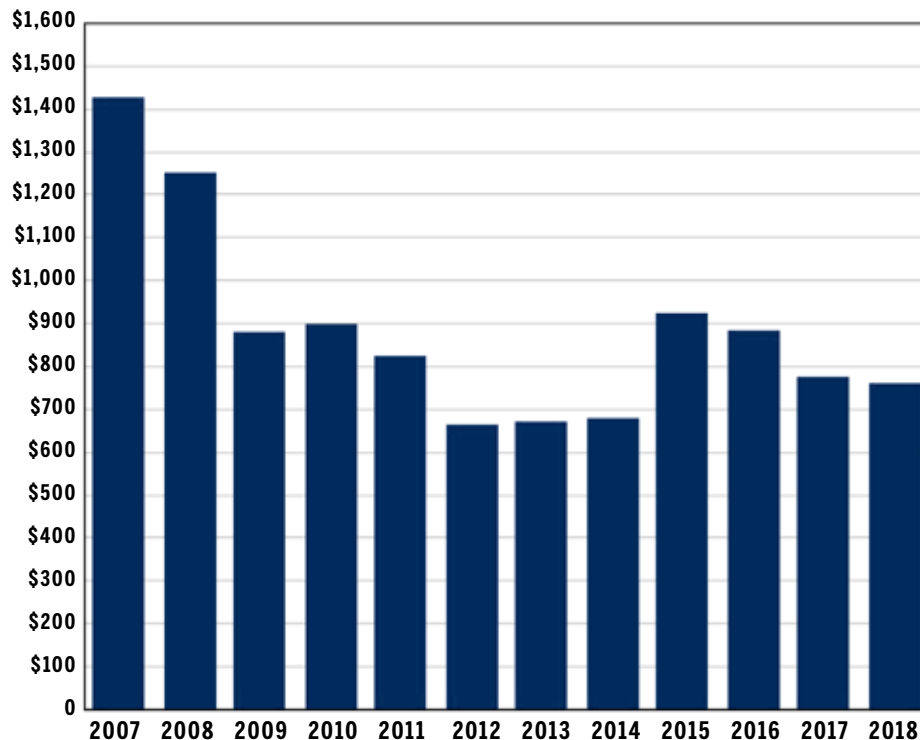
Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

SNOWMASS VILLAGE Single-Family Sold Volume



SNOWMASS VILLAGE Single-Family Average Sold Price / Sq Ft

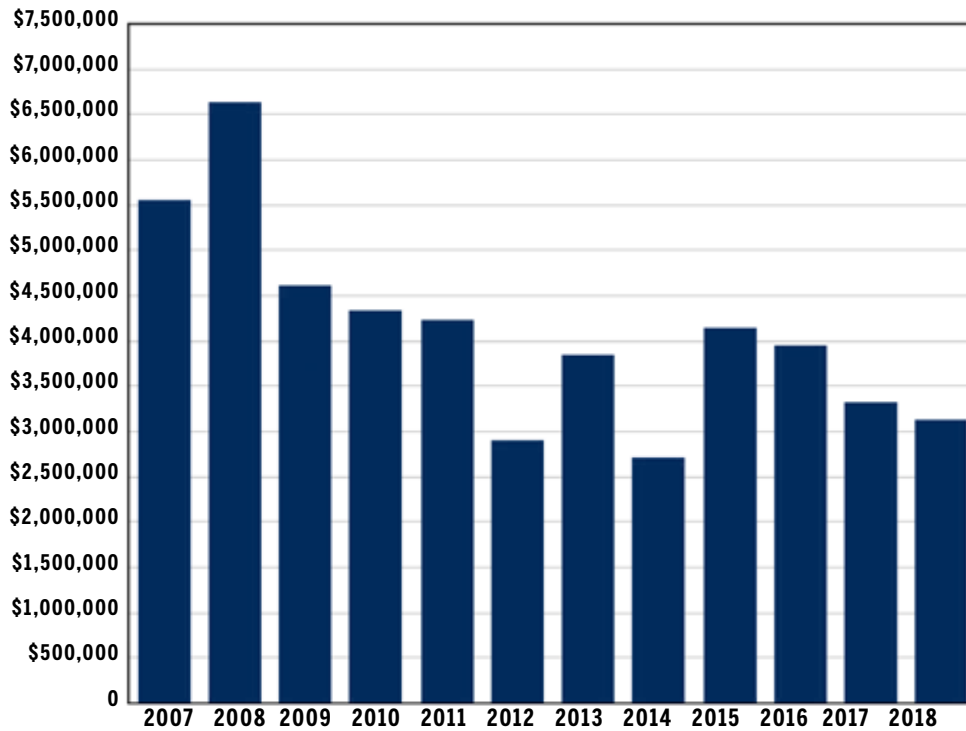


CHRIS KLUG
PROPERTIES

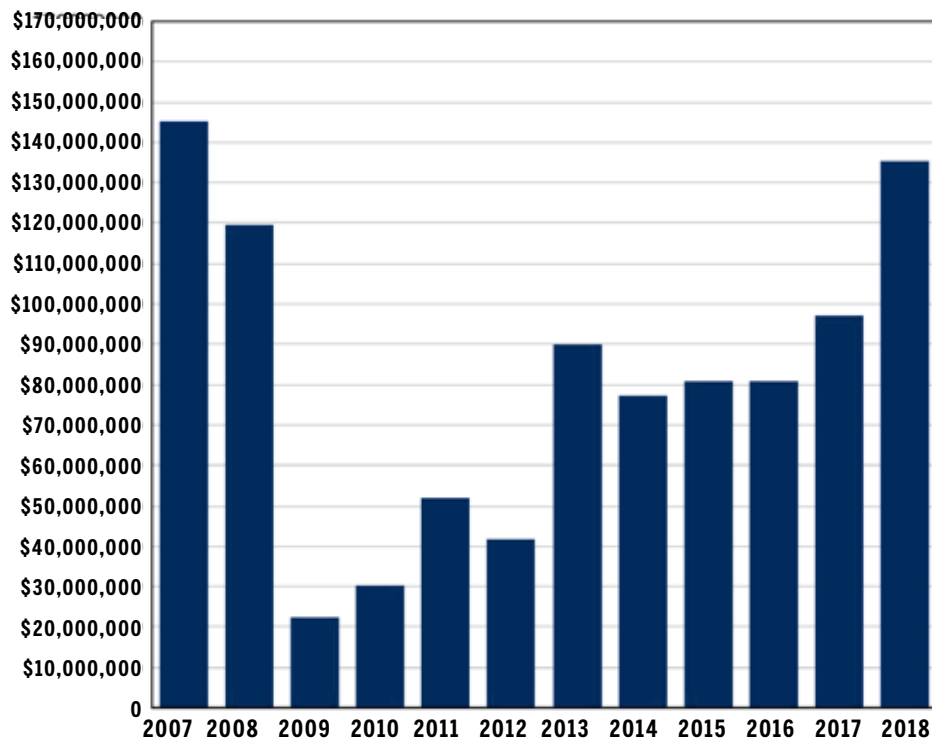
Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

SNOWMASS VILLAGE Single-Family Average Sold Price



SNOWMASS VILLAGE Condominium Sold Volume

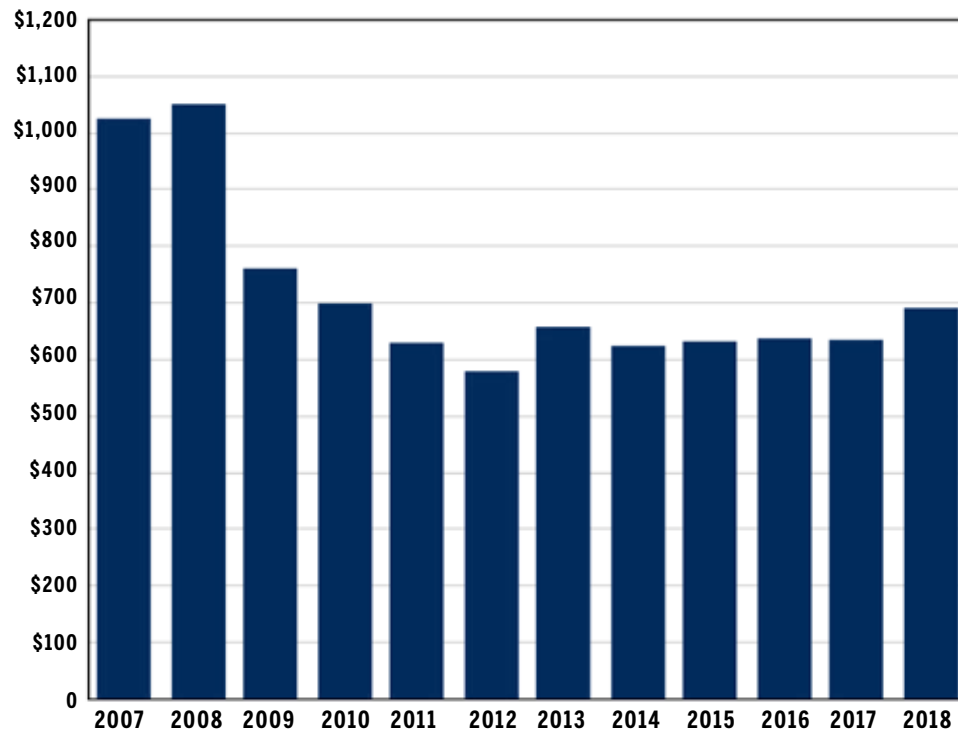


CHRIS KLUG
PROPERTIES

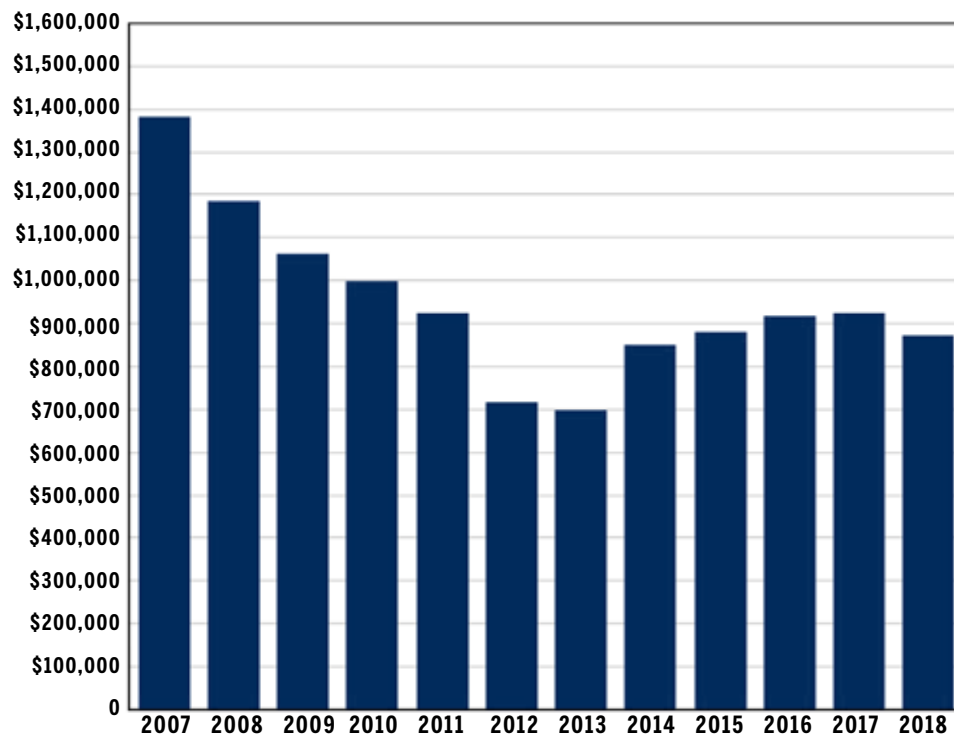
Chris Klug 970.948.7055

Chris@KlugProperties.com  /klugproperties  @klugproperties  /klugproperties  /klugproperties

SNOWMASS VILLAGE Condominium Average Sold Price / Sq Ft



SNOWMASS VILLAGE Condominium Average Sold Price



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com



/klugproperties



@klugproperties



/klugproperties



/klugproperties



January 1 – December 31, 2018 MARKETSNAPSHOT

ASPEN

Single-Family Sold Volume

-38%

2017 \$798,056,371
2018 \$494,323,752

Condominium Sold Volume

-4%

2017 \$393,564,358
2018 \$376,112,104

Single-Family # of Sales

-25%

2017 100
2018 75

Condominium # of Sales

-19%

2017 175
2018 141

SNOWMASS VILLAGE

Single-Family Sold Volume

-5%

2017 \$142,134,000
2018 \$134,474,266

Condominium Sold Volume

+40%

2017 \$96,756,992
2018 \$135,106,329

Single-Family # of Sales

+0%

2017 43
2018 43

Condominium # of Sales

+48%

2017 105
2018 155

BASALT

Single-Family Sold Volume

+40%

2017 \$72,746,519
2018 \$101,557,669

Condominium Sold Volume

-9%

2017 \$48,611,703
2018 \$44,009,815

Single-Family # of Sales

+5%

2017 77
2018 81

Condominium # of Sales

-16%

2017 90
2018 76



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com /klugproperties @klugproperties /klugproperties /klugproperties



January 1 – December 31, 2018
MARKETSNAPSHOT

MARKETSNAPSHOT | December 2018

ASPEN

Single-Family Sold Volum

-84%

2017 \$38,600,000
2018 \$6,100,000

Single-Family # of Sales

-75%

2017 4
2018 1

Condominium Sold Volume

+116%

2017 \$24,120,000
2018 \$52,167,000

Condominium # of Sales

+125%

2017 8
2018 18

SNOWMASS VILLAGE

Single-Family Sold Volume

-61%

2017 \$10,677,500
2018 \$4,126,218

Single-Family # of Sales

-60%

2017 5
2018 2

Condominium Sold Volume

+307%

2017 \$8,041,575
2018 \$32,751,500

Condominium # of Sales

+110%

2017 10
2018 21



CHRIS KLUG
PROPERTIES

Chris Klug 970.948.7055

Chris@KlugProperties.com [f /klugproperties](https://www.facebook.com/klugproperties) [@klugproperties](https://twitter.com/klugproperties) [/klugproperties](https://www.instagram.com/klugproperties) [/klugproperties](https://www.youtube.com/klugproperties)