

The stone-clad contemporary estate in Aspen's Red Mountain community sold for \$19 million in a deal ... [+] completed off-market.

Slifer Smith & Frampton Real Estate

When it comes to the world of luxury real estate, closing a deal can be as nuanced as it is cut-throat. Here's a look behind the scenes at how one of Colorado's top agents quietly closed one of Aspen's biggest luxury sales of 2021.

Liz Leeds, a luxury real estate specialist with Slifer Smith & Frampton Real Estate, has about two ... [+] decades of experience working the Aspen and Vail Valley markets.

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The Who: A Vail Valley resident since the 1990s, [Liz Leeds](#) of [Slifer Smith & Frampton Real Estate](#) has nearly two decades of experience working in Colorado's top luxury markets. The real estate specialist is regularly among the state's top producers and has extensive knowledge and experience with the most exclusive pockets in Vail Valley and Aspen.

The What: Located within the Red Mountain community, the contemporary mountain chalet sits nestled on nearly 1.5 acres with spectacular views of the surrounding mountain peaks and Independence Pass. The two-story, 8,400-square-foot-plus floor plan includes seven bedrooms, 8.5 bathrooms, a media room, an open-concept kitchen and a game room. Decking and terrace patios extend the living space outdoors.

Red Mountain homes are prized for their views of the mountain peaks and surrounding areas.

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The Where: There's no area more exclusive in Aspen—America's most expensive ski town—than Red Mountain. Nicknamed 'Billionaire Mountain' for its elite homeowners, the neighborhood has long been a popular winter destination for the rich and famous. Willoughby Way, where the home is located, "is one of the most sought-after streets in all of Aspen with stunning views," Leeds says. And it's a place buyers are willing to pay top dollar to secure. Earlier this year, another home on Willoughby Way set a Pitkin County record when it sold for \$72.5 million. Another property on the street is currently [on the market for \\$23.75 million](#).

Balconies overlook the home's tennis court.

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The How: Leeds says that the Red Mountain estate was never officially on the market before the sale

and only became available after the owner received an unsolicited offer. “Our client had just purchased the property eight months prior for \$13.7 million with the intent of redeveloping it. The buyer’s realtor approached us and asked if our client would sell. They said ‘yes’ at \$19 million, and we closed for full price,” Leeds explains.

Aspen skyline from an overlook in the winter

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The Right Now: In Aspen and Vail Valley’s hot markets, inventory scarcity and demand for top units continue to create competition in the high-end. Because of this, Leeds says that agents have to think outside the box to accommodate their client’s needs. “We are seeing a fast-moving market with most things selling for full price. As in this case, we often need to get creative to find new inventory for our clients.”

Slifer Smith & Frampton Real Estate is a founding member of [Forbes Global Properties](#), a consumer marketplace and membership network of elite brokerages selling the world’s most luxurious homes.

Source: [How They Closed It: Making Moves On Colorado’s Billionaire Mountain](#)