



Information is deemed to be reliable, but is not guaranteed.  
Source: Aspen Board of Realtors Multiple Listing Service

## LUXURY MARKET DOMINANCE Q1 2018

Closings over \$2 million in Aspen & Snowmass Village

#	Top 10 Companies	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	39.5	\$230,072,328	47.96%
2	Coldwell Banker Mason Morse	11.5	\$95,537,236	19.91%
3	Douglas Elliman Real Estate	8	\$43,087,677	8.98%
4	Compass	3	\$27,375,000	5.71%
5	Aspen Associates Realty	5	\$25,827,500	5.38%
6	Aspen Estates, Inc	1	\$18,344,736	3.82%
7	Berkshire Hathaway Home Services	3	\$14,912,500	3.11%
8	Engel & Völkers	2	\$6,900,000	1.44%
9	Wendy Lucas Aspen	1	\$5,950,000	1.24%
10	Non-Member Office	1	\$4,480,000	0.93%
	All Others	3	\$7,250,000	1.52%

So far this Year, Our Sales Volume in the Luxury Market is Over:

**2X** | **5X**

Our #2 Competitor

Our #3 Competitor

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# LUXURY MARKET PENETRATION Q1 2018

Closings over \$2 million in Aspen & Snowmass Village

#	Top 5 Companies	Q1 2018 (JAN - MAR)			YEAR-END 2017			YEAR-END 2016				
		Sides	\$Volume	Market Share	#	Sides	\$ Volume	Market Share	#	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	39.5	\$230M	47.96%	1	152.5	\$915M	33.91%	1	118.5	\$553M	32.47%
2	Coldwell Banker Mason Morse	11.5	\$96M	19.91%	2	63	\$405M	14.99%	2	36.5	\$202M	11.85%
3	Douglas Elliman Real Estate	8	\$43M	8.98%	3	56	\$322M	11.94%	5	22	\$99M	5.81%
4	Compass	3	\$27M	5.71%	4	33	\$199M	7.39%	3	21.5	\$108M	6.36%
7	Berkshire Hathaway Home Services	3	\$15M	3.11%	7	22	\$103M	3.83%	6	18.5	\$82M	4.83%

Aspen Snowmass Sotheby's International Realty