



All closings from January 1 through June 30, 2018.
Information is deemed to be reliable, but is not guaranteed.
Source: Aspen Board of Realtors Multiple Listing Service

LOCAL MARKET DOMINANCE Q1-Q2 2018

#	Top 10 Companies	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	413	\$729,420,136	31.55%
2	Coldwell Banker Mason Morse	335.5	\$395,910,996	17.12%
3	Douglas Elliman Real Estate	63.5	\$118,453,289	5.12%
4	Engel & Völkers	83.5	\$112,729,400	4.88%
5	Compass	54	\$94,101,559	4.07%
6	Aspen Associates Realty	30	\$68,436,343	2.96%
7	The Property Shop	121	\$47,247,700	2.04%
8	Berkshire Hathaway Home Services	55	\$46,895,000	2.03%
9	Integrated Mountain Properties	99	\$39,441,987	1.71%
10	Carruth Properties	20	\$38,150,000	1.65%
	All Others	1458.5	\$608,938,177	26.87%

For The Last Three Years, Our Sales Volume Has Been:

2X | **5X**

Our #2 Competitor

Our #3 Competitor

All closings from January 1 through December 31 each year.
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LOCAL MARKET PENETRATION Q1- Q2 2018

#	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	413	\$729M	31.55%	1	797	\$1,392M	27.84%	1	718	\$963M	25.76%
2	Coldwell Banker Mason Morse	335.5	\$395M	17.12%	2	666	\$701M	14.04%	2	628.5	\$520M	13.91%
3	Douglas Elliman Real Estate	63.5	\$118M	5.12%	3	149	\$407M	8.14%	3	100.5	\$169M	4.53%
5	Compass	54	\$94M	4.07%	4	115.5	\$285M	5.70%	4	113	\$176M	4.70%
7	Berkshire Hathaway Home Services	55	\$46M	2.03%	5	168.5	\$177M	3.54%	6	82.5	\$143M	3.48%

Aspen Snowmass Sotheby's International Realty