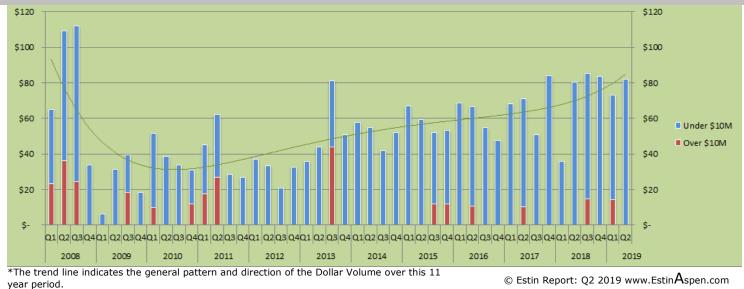
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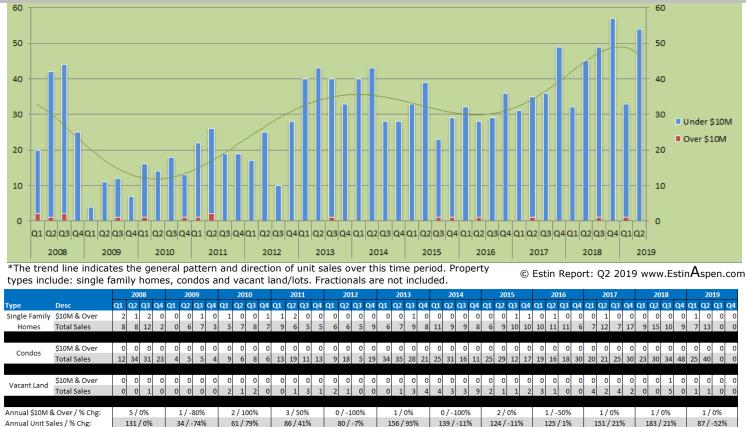
## Snowmass Village: Dollar Sales by Quarter - All Property Types Combined



			2008				20	)9			201	0			201	1			201	2			2013			20	)14			201	5			2016	i			201	7			20	18			201	9
Туре	Desc	Q1 (	22 Q	3 Q	(4 C	<b>)</b> 1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 (	13 C	(4 Q	1 Q	2 Q3	; Q4	l Q1	Q2	Q3	Q4	Q1 (	Q2 (	<b>₹</b> 3 C	(4 C	1 Q	2 Q	3 Q	(4 C	<b>1</b> 0	2 0	13	Q4 (	Q1	Q2 (	Q3	Q4 (	Q1	Q2 (	Q3 Q4
Single Family	\$10M & Over	23.3	36	25	0	0	0	19	0	10	0	0	12	18	27	0	0	0	0	0	0	0	0 4	4	0 0	0	0	0	0	0	12	12	0	11	0	0	0	10	0	0	0	0	0	0	14	0	0
Homes	Total \$ Vol.	53.1	65	73	8	0	29	32	13	31.2	33	26	27	35	40.9	15	14	18.9	18	17	21	13	13 6	50 3	29 32	16	25	27	30	35	43	37	43	47	39	20	25	48 1	L5.7	53	23	50	37	24	44	40	0
Condos	\$10M & Over	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Condos	Total \$ Vol.	12.1	44	38	26	6.19	2.8	7.5	5.4	14.3	4.8	6.3	4.3	9.9	20.1	9.8	12	10.4	15	3.4 1	1.6	23	30 1	17 :	17 18	35	14	8.8	34	24	7.5	14	18	18	16	27	23	20 2	27.4	26	13	30	29	60	28	41	0
Veeentland	\$10M & Over	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0 0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	15	0	0	0	0
Vacant Land	Total \$ Vol.	0	0	1.4	0	0	0	0	0	6	1	1	0	0	1	3	1	8	1	0	0	0	1	4	5 8	4	3	16	3	1	1	2	7	1	0	0	21	3	8	5	0	0	20	0	1	1	0
Annual \$10M &	& Over / % Chg:		\$84 / 0	%			\$19/	-78%			22/	18%			\$45/1	.04%			\$0/-1	00%		\$	44 / 05	%		\$0/	100%	5		\$24/	0%		\$1	1/-5	5%		\$	10/-	5%			\$15/	46%			\$14/-	-3%
Annual \$ Volu	me / % Chg:	\$	320/	0%		:	\$95 /	-70%		\$	155 /	63%			\$162	/ 5%		\$	124/	24%		\$2	12/7	L%		\$206	/-3%	5	Ś	231/	12%		\$	238/	3%		\$2	275/	16%			\$285	/ 4%		\$:	155/-	-46%

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## Snowmass Village: Unit Sales by Quarter - All Property Types Combined



<sup>©</sup> Estin Report: Q2 2019 www.EstinAspen.com



#### Snowmass Village: Dollar Sales by Quarter - Single Family Homes (SFH)

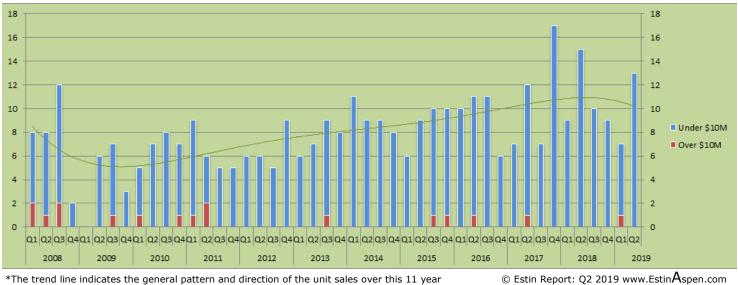


\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 © Estin Report: Q2 2019 www.EstinAspen.com year period.

			20	08			20	009			20	LO			201	1			201	12			201	3			2014			20	15			201	6			20	17			20	)18			20	19	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	<b>J</b> 2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	Q2 (	Q3 (	Q4 C	1 Q2	Q3	Q4	Q1	Q2	Q3 (	<b>2</b> 4	Q1 (	Q2 (	<b>Q</b> 3 (	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	<b>1</b> 4
Single Family	\$10M & Over	23.3	36	25	0	(	) (	19	) (	10	0	0	12	18	27	0	0	0	0	0	0	0	0	44	0	0	0	0	0 0	0	12	12	0	11	0	0	0	10	0	0	0	0	0	0	14	0	0	0
Homes	Total \$ Vol.	53.1	65	73	8	(	29	32	2 13	31.2	33	26	27	35	40.9	15	14	18.9	18	17	21	13	13	60	29	32 1	6 2	5 2	7 30	35	43	37	43	47	39	20	25	48	15.7	53	23	50	37	24	44	40	0	0
Annual \$10M 8	& Over / % Chg:		\$84/	0%			\$19/	-78%	6		\$22/	18%			45/1	.04%			\$0/-1	.00%			\$44/	0%		\$0	/ -100	1%		\$24	/ 0%		\$	511/-	55%			\$10/	-5%			\$0/·	100%	6		\$14/	/ 0%	
Annual \$ Volu	me / % Chg:		\$199	/ 0%			\$74	-63%	6		\$117 /	59%		\$	105 /	-10%			\$75 / -	29%		\$	115/	54%		\$10	0/-1	3%		\$145	/ 45%			\$150/	3%			\$142	/ -5%			\$134	/ -5%	6		\$84/	-37%	

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## Snowmass Village: Unit Sales by Quarter - Single Family Homes (SFH)



\*The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

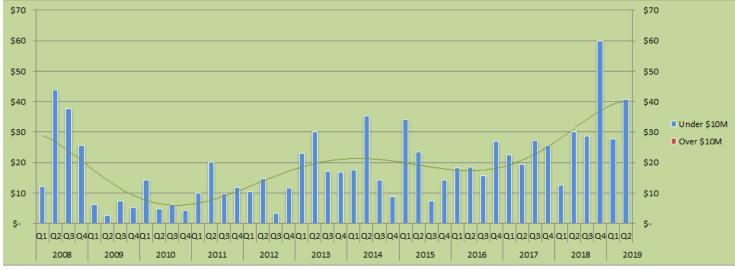
			20	08			20	009			2	010			2	011			2	012			20	13			20	14			201	5		1	2016	;			2017			2	2018			20	019	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	3 Q4	Q1	Q	! Q:	3 Q	I Q1	Q	2 Q:	3 Q4	Q1	Q	2 Q3	Q4	Q1	Q2	Q3	<b>Q4</b>	Q1	Q2	Q3 (	Q4 (	Q1 (	Q2 (	3 Q	4 Q	1 Q	2 Q	3 Q	4 Q	10	2 Q	3 Q	4 Q:	ιQ	2 Q:	Q4	Q1	Q2	Q3	Q4
Single Family	\$10M & Over	2	1	2	0	(	) (	) 1	1 0	) :	1 (	) (	0	1 :	1	2	) (	) (	D	0 0	0	0	0	1	0	0	0	0	0	0	0	1	1	0	1	0	0	0	1	0	0	0	0	0 0	) 1	. 0	0	0
Homes	Total Sales	8	8	12	2	(	0 6	5 7	7 3	3	5 3	7	8	7 9	9	6	5 5	5 6	5	6 5	9	6	7	9	8	11	9	9	8	6	9 :	10 1	10	.0 1	1 1	1	6	7 1	12	7 1	7	9 1	5 1	9	7  0	13	0	0
Annual \$10M 8	& Over / % Chg:		5/	0%			1/	-809	6		2/	100	%		3/	50%	6		0/	-1009	6		1/	0%		0	)/-1	00%			2/0	6		1/	-50	%		1	. / 0%	6		0/	-100	%		1/	0%	
Annual Unit Sa	ales / % Chg:		30 /	0%			16/	-47	%		27	69	%		25	/ -79	6		26	/ 4%			30 /	15%		3	37/3	23%		3	5/-5	%		38	8/9	%		43	/ 13	%		43	3 / 09	6		20 /	-53%	

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#### Snowmass Village: Dollar Sales by Quarter - Condos

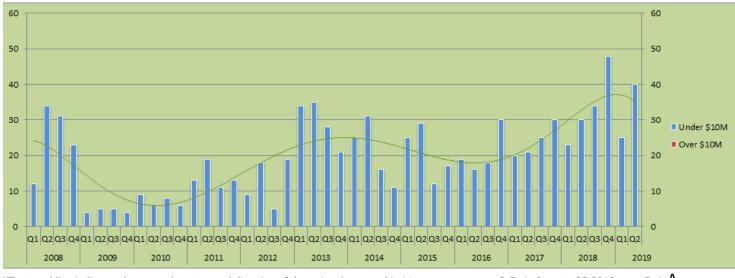


## \*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 © Estin Report: Q2 2019 www.EstinAspen.com year period.

			200	8			2	009				2010	1			20	11			20	12			20	13			201	4			2015				2016				20	)17				2018				201	9	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q	Q	4 Q	L Q	2 0	3 C	4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	Q2 (	<b>13</b> (	Q4 (	(1 Q	2 Q3	Q4	Q1	Q2	. Q	3 Q	4 (	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q	4 Q	1 0	2 (	<b>2</b> 3	4
Condos	\$10M & Over	0	0	0	0	(	D	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(	)	0	0	0	0	0	0	0	0	0
Condos	Total \$ Vol.	12.1	44	38	26	6.19	9 2.	8 7	.5 5	5.4 14	1.3 4	1.8	5.3	4.3	9.9	20.1	9.8	12	10.4	15	3.4	11.6	23	30	17	17	18	35	14	8.8	34	24 7.	5 1	4 1	18	18	16	27	23	20	27.4	1 2	6 1	3 3	0 2	9	60	28	41	0	0
Annual \$10M & Over / % Chg:			\$0/	0%			\$0	/ 0%			Ş	0/0	%			\$0/	0%			\$0/	0%			\$0/	0%			\$0/0	)%		\$	50 / 09	6		\$	0/09	%			\$0/	0%			\$	0/0%	6			\$0/0	)%	
Annual \$ Volu	ıme / % Chg:	\$	\$119 /	0%			\$22	/ -82	%		\$3	0/3	5%			\$52/	74%			\$40/	-22%			\$87 /	1179	5	\$	76/-	13%		\$	79/5	%		\$8	80 / 0	%			\$95 /	/ 19%	5		\$13	1/38	3%		\$6	i9/-	48%	

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# Snowmass Village: Unit Sales by Quarter - Condos

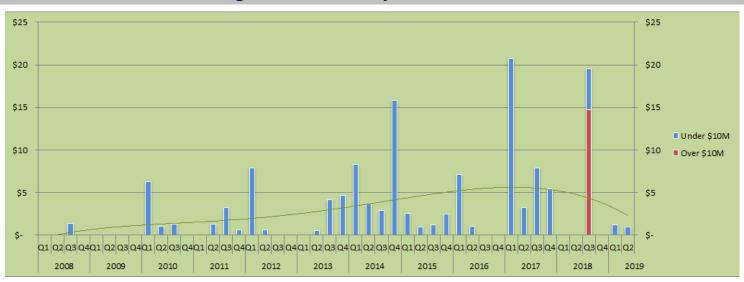


\*The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

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			20	08				200	)9			20	10			2	)11			20	012			2	2013	}			201	4			201	5			20	16			2	017				201	8			20	019	
Туре	Desc	Q1	Q2	Q3	Q	4 Q	1 (	Q2	Q3	Q4	Q1	Q2	Q3	<b>Q4</b>	Q1	Q2	Q3	Q	Q1	Q2	2 Q3	3 Q4	1 Q1	ιQ	2 Q	3 Q	(4 O	1 0	2 0	<b>Q</b> 3 (	<b>1</b> 4 (	Q1 (	20	<b>1</b> 3 (	Q4 (	Q1	Q2	Q3	Q4	Q1	Q2	! Q:	3 Q	4 C	10	Q2 (	Q3	Q4	Q1	Q2	Q3	Q4
Condos	\$10M & Over	0	0	(	D	0	0	0	0	0	0	0	0	0	0	(	0	) (	) (	0 0	) (	0 (	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	C		) (	0	0	0	0	0	0	0	0	0	0
Condos	Total Sales	12	34	31	L 2	3	4	5	5	4	9	6	8	6	13	19	11	1	8 9	9 18	3 5	5 19	9 3	4 3	35 2	28 2	21 2	25 3	31	16	11	25	29	12	17	19	16	18	30	20	21	L 2	5 3	0	23	30	34	48	25	40	0	0
Annual \$10M	Annual \$10M & Over / % Chg:		0/	0%			(	0/0	)%			0/	0%			0/	0%			0/	/ 0%			0	/ 09	6		0	)/0	%		0	)/0	%			0/0	0%			0,	/ 0%	5		(	0/0	1%			0/	0%	
Annual Unit S	Sales / % Chg:		100	/ 09	6		18	3/-	82%			29 /	61%			56 /	939	6		51	/ -9%	6		118	/ 13	31%		83	/-3	30%		8	3/0	0%			83 /	0%			96	/ 16	%		13	5/4	41%	6	(	55/	-52%	6





#### Snowmass Village: Dollar Sales by Quarter - Vacant Land/Lots

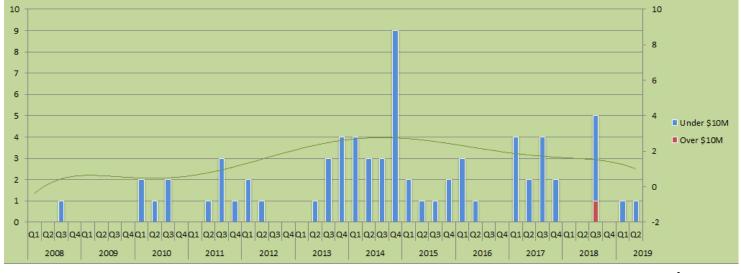
\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 © Estin Rep year period.

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			20	008				2009	)			201	0			20	11			20	12			20	)13			201	4			201	5			2016	5			20	)17				2018			1	2019	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q	2 0	Q3 Q	<b>2</b> 4	Q1	Q2 (	Q3 (	Q4 (	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	Q2 (	Q3	Q4	Q1 (	2 Q	3 Q	4 C	<b>(1</b> )	(2 Q	(3 C	(4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q	3 Q4
Vacantiand	\$10M & Over	0	0	0	0		0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(		0	0	0 1	15	0	0	0	0
Vacant Land	Total \$ Vol.	0	0	1.4	0		0	0	0	0	6.25	1	1.3	0	0	1.32	3.2	0.6	7.85	0.7	0	0	0	0.6	4.2	4.7	8	3.7	2.9	16	3	1 1	1.2 2	.5	7.2	1	0	0	21	3.2	7.9	5.	4	0	0 2	20	0 1	.2 0.	9	0
Annual \$10M	& Over / % Chg:		0/	0%			(	0/09	%			0/0	%			0/	0%			0/	0%			0/	0%			0/0	0%			0/0	%			0/09	%			0/	0%			14.	75/0	)%		0/	-100	)%
Annual \$ Volu	me / % Chg:		\$1	/ 0%			\$0	/ -10	00%			\$9/0	0%			\$5/	40%			\$9/	64%			\$9/	11%		\$	31/2	226%	6	\$	7/-7	7%		Ş	8/14	4%			\$37/	3549	6		\$20	/ -48	3%		\$2	/ -89	9%

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## Snowmass Village: Unit Sales by Quarter - Vacant Land/Lots



\*The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

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			20	08			2	009			20	)10			20	)11			20	12			201	13			20	14			2015	5		2	2016	5			201	.7			20	18			20	019	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	2 Q3	3 Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	Q2	Q3 (	<b>2</b> 4 (	Q1 (	12 Q	3 Q	4 Q:	1 Q;	2 Q	3 Q	4 0	<b>21</b> C	2 (	<b>23</b> (	<b>2</b> 4	Q1	Q2	Q3	Q4	Q1	Q2	Q	3 Q4
Vacant Land	\$10M & Over	0	0	0	0	(	) (	0 0	0 0	0 0	) (	0	0	(	) (	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0		0 0
Vacant Land	Total Sales	0	0	1	0	(	0			2	2 1	2	0	(	) 1	3	1	2	1	0	0	0	1	3	4	4	3	3	9	2	1	1	2	3	1	0	0	4	2	4	2	0	0	5	0	1	1		0 0
Annual \$10M 8	Annual \$10M & Over / % Chg:		0/	0%			0/	/ 0%			0/	0%			0/	0%			0/	0%			0/0	)%			0/0	0%		(	0/09	6		0	/ 0%	6		(	)/0	%			1/	0%			0/-	100	1%
Annual Unit Sa	ales / % Chg:		1/	0%			0/-	1009	%		5/	0%			5/	0%			3/-	40%			8/10	57%		19	9/1	.38%		6	/ -68	%		4/	-33	%		12	/ 20	00%		5	5/-	58%			2/	-60	%

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