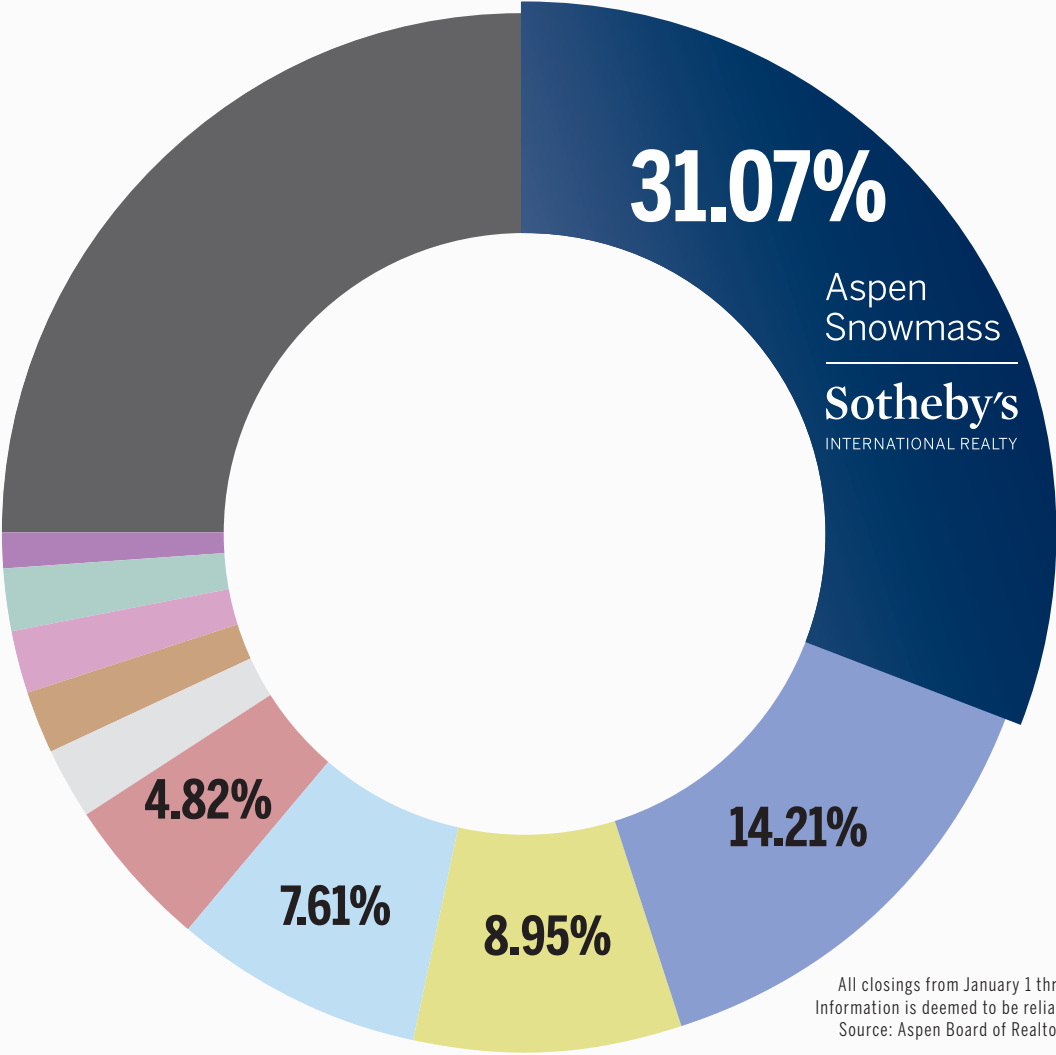


# LOCAL MARKET DOMINANCE Q3 2019



#	Top 10 Companies	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	716.5	\$1,112,013,047	31.07%
2	Coldwell Banker Mason Morse	465	\$508,673,086	14.21%
3	Compass	155.5	\$307,501,275	8.95%
4	Douglas Elliman Real Estate	150.5	\$272,329,995	7.61%
5	Engel & Völkers	177.5	\$172,335,978	4.82%
6	Christie's International Real Estate Aspen Snowmass	45	\$82,001,785	2.29%
7	Integrated Mountain Properties	189	\$74,095,102	2.07%
8	Property Shop	173	\$68,339,200	1.91%
9	Palladium Properties	74	\$66,266,653	1.85%
10	Vicki Lee Green Realtors	99.5	\$39,482,898	1.1%
	All Others	1878	\$894,822,802	25%

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

**2X** | **4.6X**

Our #2 Competitor

Our #3 Competitor

All closings from January 1 through September 30, 2019.  
Information is deemed to be reliable, but is not guaranteed.  
Source: Aspen Board of Realtors Multiple Listing Service

## LOCAL MARKET PENETRATION Q3 2019

#	Top 5 Companies	Q3 2019 (JAN - SEP)			YEAR-END 2018			YEAR-END 2017				
		Sides	\$Volume	Market Share	#	Sides	\$ Volume	Market Share	#	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	716.5	1.11B	31.07%	1	906	\$1.47B	30.25%	1	796	\$1.39B	27.84%
2	Coldwell Banker Mason Morse	465	\$508M	14.21%	2	684.5	\$756M	15.57%	2	666	\$701M	14.04%
3	Compass	155.5	\$307M	8.59%	4	121	\$237M	4.9%	14	115.5	\$285M	5.70%
4	Douglas Elliman Real Estate	150.5	\$272M	7.61%	3	147.5	\$292M	6.01%	9	149	\$407M	8.14%
5	ENGEL & VOLKERS	177.5	\$172M	4.82%	5	185.5	\$195M	4.02%	18	92.5	\$146M	2.94%