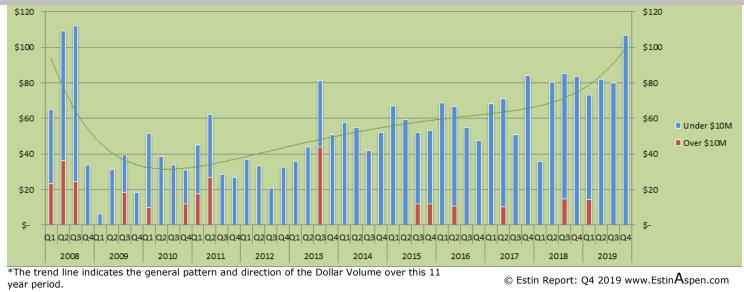
Estin Report



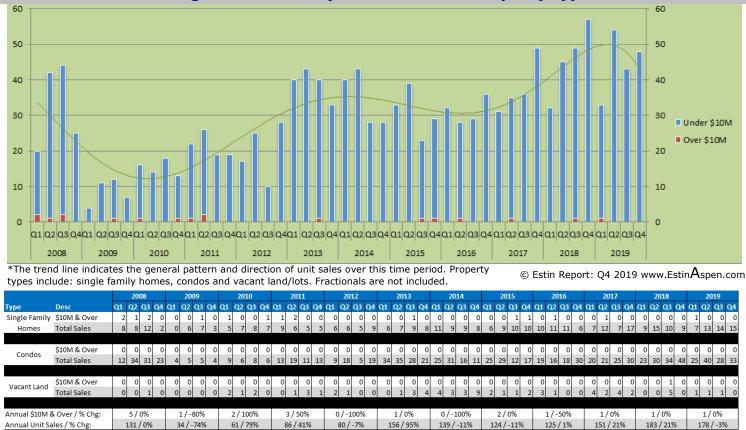
# Snowmass Village: Dollar Sales by Quarter - All Property Types Combined



			200	)8			20	009			20	10			201	1			2012			20	013			2014			201	5			2016				2017				2018			2	019	
Туре	Desc	Q1	Q2	Q3 (	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 (	Q1	Q2	Q3	Q4	Q1	Q2 Q	3 Q4	Q1	Q2	Q3	Q4	Q1 Q2	Q3	Q4	Q1 (	Q2 (	ts d	4 Q	1 Q	2 Q3	3 Q4	4 Q1	ι Q	2 Q3	i Qi	4 Q1	Q	2 Q3	Q	4 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 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
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 2	21 13	3 13	60	29	32	16 2	5 27	30	35	43	37	43	47 3	39	20	25	48 15	5.7	53 2	3	50 3	37	24	14 4	0 52	62
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	0 (	0
Condos	Total \$ Vol.	12.1	44	38	26	6.19	2.8	3 7.5	5.4	14.3	4.8	6.3	4.3	9.9	20.1	9.8	12	10.4	15 3	3.4 11	.6 23	30	17	17	18	35 1	4 8.8	34	24	7.5	14	18	18 1	16	27	23	20 27	7.4	26 1	3	30 2	29	60 2	28 4	1 26	45
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	0	0	0 1	15	0	0	0 (	0
V dudi i u udi u	Total \$ Vol.	0	0	1.4	0	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 2	20	0	1	1 2	0
Annual \$10M &	& Over / % Chg:		\$84 /	0%			\$19/	-78%			\$22/	18%			\$45/1	.04%		\$	\$0/-10	0%		\$44	/ 0%		\$0	/ -100	1%		\$24/	0%		\$1	1/-55	5%		\$:	10/-5	%		\$1	L5 / 46	%		\$14	/-3%	5
Annual \$ Volu	me / % Chg:	:	\$320,	/ 0%			\$95 /	/ -70%			\$155 /	63%			\$162,	/ 5%		\$	5124 / -2	4%		\$212	/ 71%		\$2	06/-3	%	\$	231/	12%		\$2	38/3	%		\$2	75/1	6%		\$2	285/4	%		\$34	2 / 20	6

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



<sup>©</sup> Estin Report: Q4 2019 www.EstinAspen.com



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

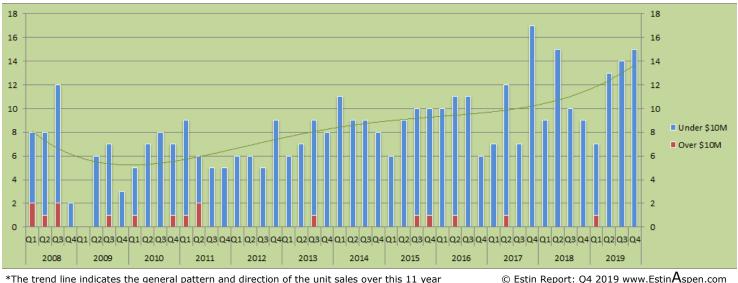


 $\ensuremath{\mathbb{C}}$  Estin Report: Q4 2019 www.EstinAspen.com \*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

			20	08			20	09			201	0			201	11			201	2			201	13			201	4			2015			20	16			20	17			2	018			2	019	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	Q4 (	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 (	Q1 (	Q2	Q3	Q4 (	Q1 Q	2 0	<b>₹</b> 3 C	<b>ξ4</b> Q	1 Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	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	44	0	0	0	0	0	0	0 12	2 12	0	11	0	0	0	10	0	0	0	) (	0 0	)	0 1	4 0	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	60	29	32	16	25	27 3	30 3	5 43	3 37	43	47	39	20	25	48	15.7	53	23	50	37	2	4 4	40	52	2 62
Annual \$10M &	& Over / % Chg:		\$84/	0%			\$19/	-78%			\$22 / :	18%		;	45/1	104%			\$0/-1	00%			\$44/	0%		\$0	)/-1	00%		\$2	4/09	6		\$11/	-55%			\$10/	-5%			\$0/	-1009	6		\$14	i / 0%	,
Annual \$ Volu	me / % Chg:		\$199	/ 0%			\$74 /	-63%		Ş	5117/	59%		Ş	i105 /	-10%			\$75 / -	29%		\$	115 /	/ 54%		\$1	00/-	13%		\$14	5/45	%		\$150	/ 3%			5142 J	/ -5%			\$134	4/-59	6		\$199	/ 489	%

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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.

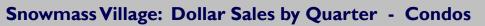
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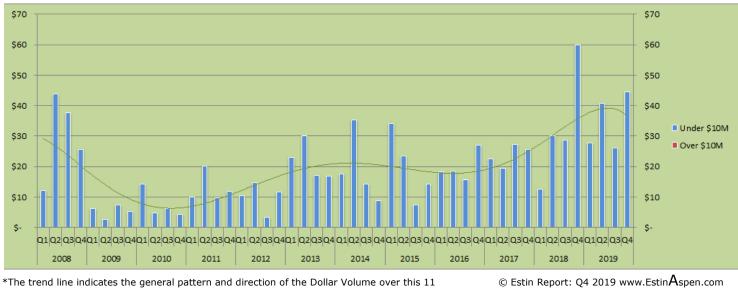
			20	08			2	2009	)			201	0			20	11			20	012			1	2013	}			2014	Ļ			201	5			20	16			- 2	201	7			2	2018	3			20	019	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q	2 C	<b>13</b> C	4 0	11	<b>2</b> 2	<b>Q</b> 3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	. Q3	Q4	I Q	1 Q	2 Q	3 Q	4 Q	1 Q	2 Q	3 Q	4 C	<b>(1</b> Q	2 0	13 (	<b>2</b> 4	Q1	Q2	Q3	Q4	Q1	ιQ	2 (	<b>2</b> 3	Q4	Q1	Q	2 Q	3 (	<b>24</b> (	<b>Q1</b>	Q2	Q3	Q4
Single Family	\$10M & Over	2	1	2	C	) (	D	0	1	0	1	0	0	1	1	2	0	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 0
Homes	Total Sales	8	8	12	2	(	D	6	7	3	5	7	8	7	9	6	5	5	6	5 6	5 5	5 9	9	6	7	9	8 1	1	9	9	8	6	9 :	10	10	10	11	11	6	5	7 1	2	7	17	9	1	5 1	LO	9	7	13	14	4 1!
Annual \$10M 8	Over / % Chg:		5/	0%			1/	-80	)%		2	/ 10	0%			3/5	50%			0/-	100	%		1	/ 09	6		0/	-10	0%		2	/ 0	%		1	L/-!	50%			1	/ 0	%			0/	-10	0%			1/	0%	
Annual Unit Sa	les / % Chg:		30/	0%			16	/ -4	7%		2	7/6	9%			25 /	-7%			26	/ 4%	5		30	/ 15	%		37	/ 23	3%		35	/-	5%			38 /	9%			43	/1	3%			43	/ 0	%		4	19/	14%	6

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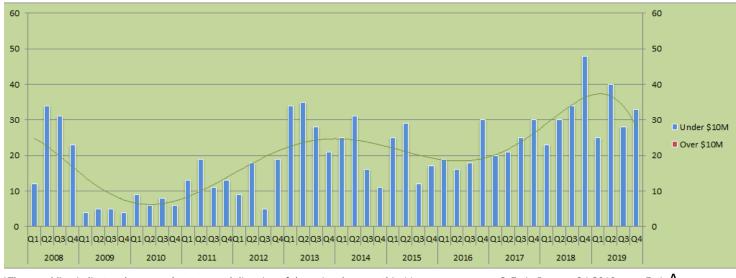


\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

			2	800				20	09			2	010			2	011			2	012			2	013			20	014			201	5			201	.6			20	17			2	018			2	019	
Туре	Desc	Q1	Q2	Q3	Q4	I Q	1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 (	3 Q	4 (	Q1 (	Q2 (	Q3 (	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
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 (	D	0 (
Condos	Total \$ Vol.	12.1	44	4 3	8 2	26 6	i.19	2.8	7.5	5.4	14.	3 4.8	6.3	3 4.	3 9.9	20	1 9.	8 1	2 10.	4 1	5 3.4	11.6	5 23	3 30	1	7 17	18	35	14	8.8	34	24	7.5	14	18	18	16	27	23	20	27.4	26	13	30	29	6	0 2	8 4	1 2	6 45
Annual \$10M	& Over / % Chg:		\$0	/ 0%				\$0/	0%			\$0	/ 0%			\$0	/ 0%			\$0	/ 0%			\$0	/ 0%			\$O,	/ 0%			\$0/0	1%			\$0/0	0%			\$0/	0%			\$0	/ 0%			\$0	/ 0%	j –
Annual \$ Volu	ıme / % Chg:		\$119	9/09	6		Ş	522/	-82%			\$30	/ 36%	6		\$52	/ 749	5		\$40	/ -229	6		\$87/	/ 117	%		\$76/	/ -139	6		\$79/	5%			\$80/	0%			\$95 /	19%			\$131	/ 389	6		\$13	9/6	%

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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			201	0			20	11			20	12			20	13			20	14			201	.5			20	16			2	017				201	8			201	9
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2 (	Q3 (	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	Q4	Q1	Q2	Q3	Q4	Q1	Q2	! Q	3 Q	4 Q	1 0	Q2 (	<b>23</b> (	Q4 (	Q1 (	<b>Q</b> 2 (	Q3 (
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
Condos	Total Sales	12	34	31	23	4	5	5	4	9	6	8	6	13	19	11	13	9	18	5	19	34	35	28	21	25	31	16	11	25	29	12	17	19	16	18	30	20	21	1 2	5 3	0 2	3	30	34	48	25	40	28
Annual \$10M	& Over / % Chg:		0/	0%			0/0	)%			0/0	%			0/	0%			0/	0%			0/	0%			0/	0%			0/0	1%			0/0	0%			0/	/ 0%	6		(	0/0	%			0/0	%
Annual Unit S	ales / % Chg:	1	LOO /	/ 0%		1	8/-	32%		2	9/6	1%		5	56/	93%		1	51/	-9%		1	18/	1319	6	8	3/.	-30%	6		83 /	0%		;	83 /	0%			96 /	/ 16	%		13	5/4	<b>\$1%</b>		12	26 /	-7%

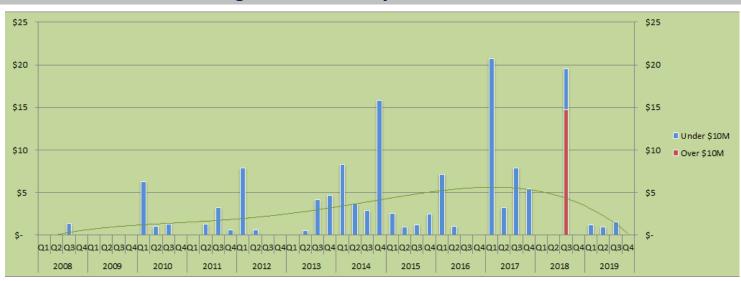
\$1/0%

Annual \$ Volume / % Chg:



\$4/-81%

\$20/-48%



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

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\$5 / -40%

Des Q1 Q2 Q3 Q4 \$10M & Over 0 0 0 15 Vacant Land Total \$ Vol. Annual \$10M & Over / % Chg: 0/0% 0/0% 0/0% 0/0% 14.75/0% 0/-100% 0/0% 0/0% 0/0% 0/0% 0/0% 0/0%

\$9/11%

\$31/226%

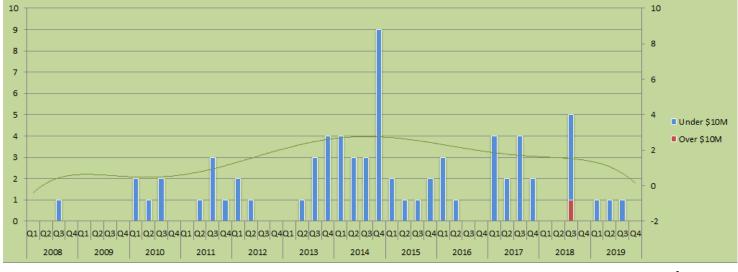
\$7 / -77%

\$37 / 354% © Estin Report: Q4 2019 www.EstinAspen.com

\$8 / 14%

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

\$9 / 64%



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

\$9/0%

\$0 / -100%

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			20	D8			20	009			2	010			20	11			20	012			20	13			20	14			201	15			20	16			20	017			- 2	2018	}			201	9
Туре	Desc	Q1	Q2	Q3	<b>Q4</b>	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	<b>Q</b> 4	Q1	Q	2 Q	3 Q	(4 O	1 0	<b>12</b> (	Q3 Q
Vacantland	\$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	C	0 0		0	1	0	0	0	0
Vacant Land	Total Sales	0	0	1	0	0	C		0		2 1	2	2 0	0	1	3	1	2	2 1	L	0	0	1	3	4	4	3	3	9	2	1	1	2	3	1	0	0	4	2	4	2	2 0		0	5	0	1	1	1
Annual \$10M &	& Over / % Chg:		0/0	0%			0/	0%			0/	0%			0/	0%			0/	0%			0/	0%			0/	0%			0/0	)%			0/0	0%			0/	0%			1	/ 0%	6		0/	/ -10	00%
Annual Unit Sa	ales / % Chg:		1/	0%		(	)/-	1009	6		5/	0%			5/	0%			3/	-40%	5		8/1	67%		1	9/1	138%	5	6	5/-6	8%		- 4	4/-3	33%			12/	200	6		5/	-58	%		3	/ -4	0%

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