



Table I. Aspen Real Estate: 2020 vs 2019 Feb & Mar Comparison

	Mar 2020	% Chg	Mar 2019	Feb 2020	% Chg	Feb 2019
Withdrawal Date	13	225%	4	4	33%	3
Cancel Date	9	-31%	13		-100%	2
Fall Through	13	550%	2	3	0%	
Under Contract	8	-73%	30	15	-32%	22
Solds	12	-43%	21	4	-60%	10

Of the 23 Under Contracts (UC's) in Feb & Mar 2020, 10 properties have closed.

Of the 52 Under Contracts in Feb & Mar 2019, 51 closed.

Mar + Feb 2020 Fall Through's = 16; Mar + Feb 2019 Fall Throughs = 2, up 700%

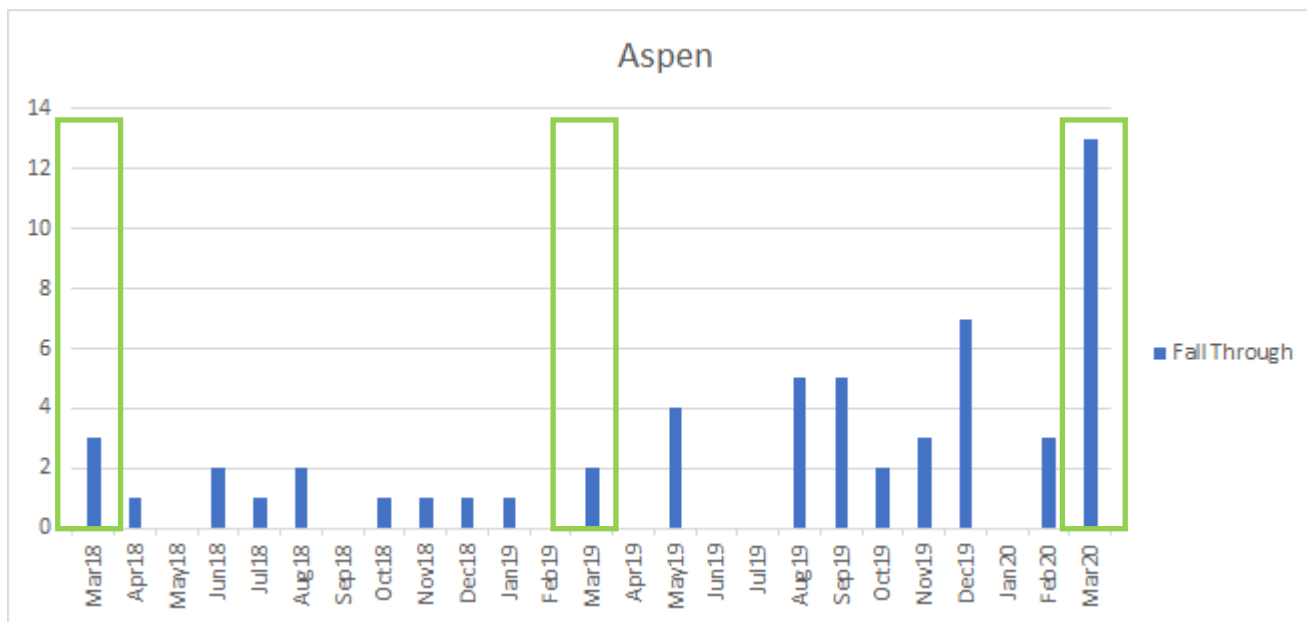
Mar + Feb 2020 UC's = 23; Mar + Feb 2019 UC's = 52, down 56% YOY.

Mar + Feb 2020 Solds = 16; Mar + Feb 2019 Solds = 31, down 48% YOY.

Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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Chart I: Aspen Fall Throughs

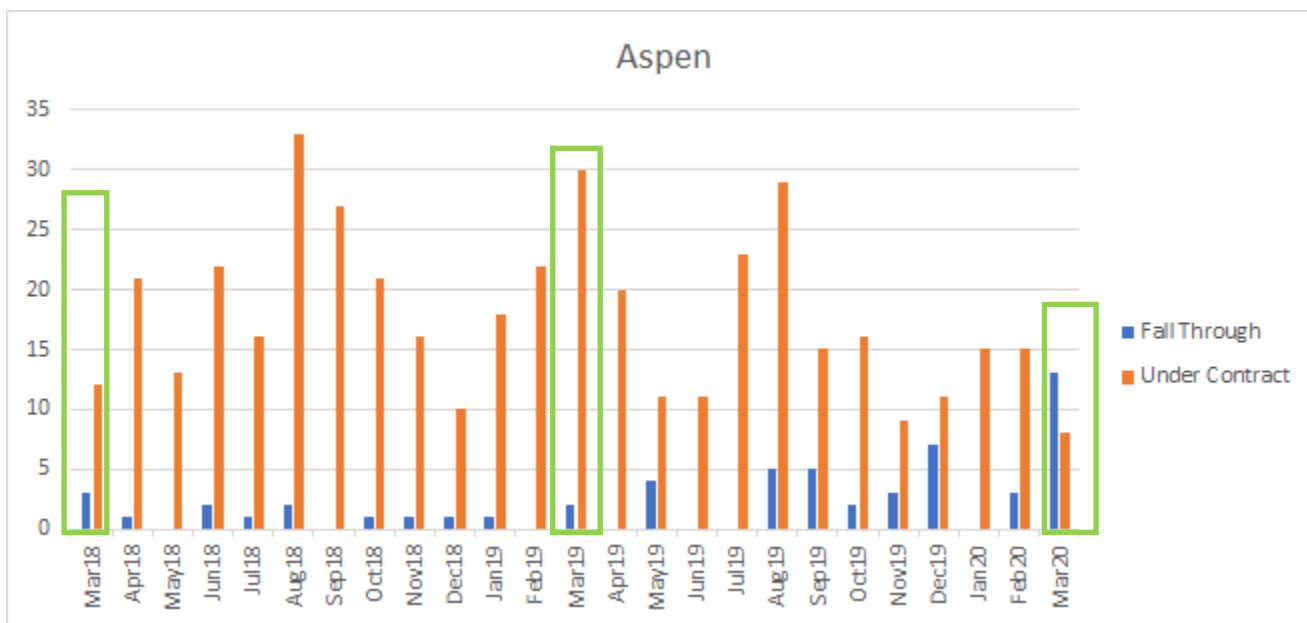


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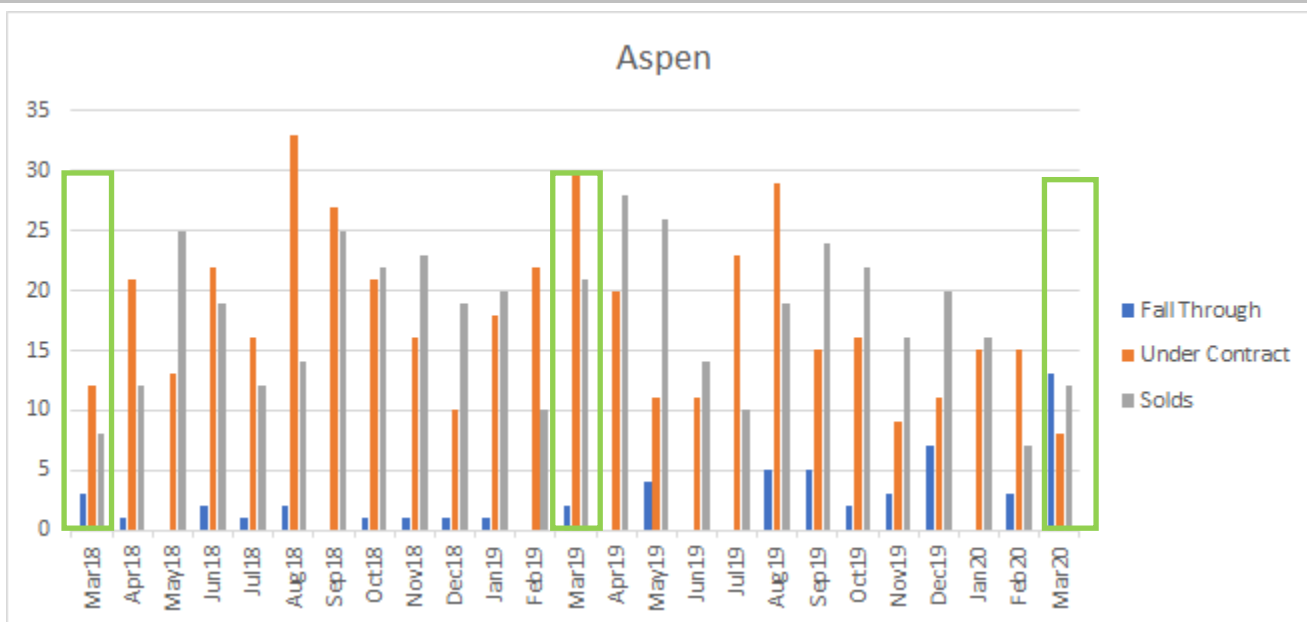
Chart 2: Aspen Fall Through and Under Contract



Fall Through is defined as when a property under contract falls through and the deal does not successfully close.

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Chart 3: Aspen Fall Throughs, Under Contract & Sold



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