



Table I: Snowmass Village Real Estate: 2020 vs 2019 Feb & Mar Comparison

	Mar 2020	% Chg	Mar 2019	Feb 2020	% Chg	Feb 2019
Withdrawal Date	5	400%	1	0	-	0
Cancel Date	7	-67%	21	5	150%	2
Fall Through	7	-	0	2	0%	1
Under Contract	4	-82%	22	15	0%	15
Solds	14	17%	12	12	9%	11

Of the 19 Under Contracts in Feb & Mar 2020, 12 properties have closed.

Of the 37 Under Contracts in Feb & Mar 2019, 37 closed.

Mar + Feb 2020 Fall Through's = 9; Mar + Feb 2019 Fall Throughs = 1, up 800%

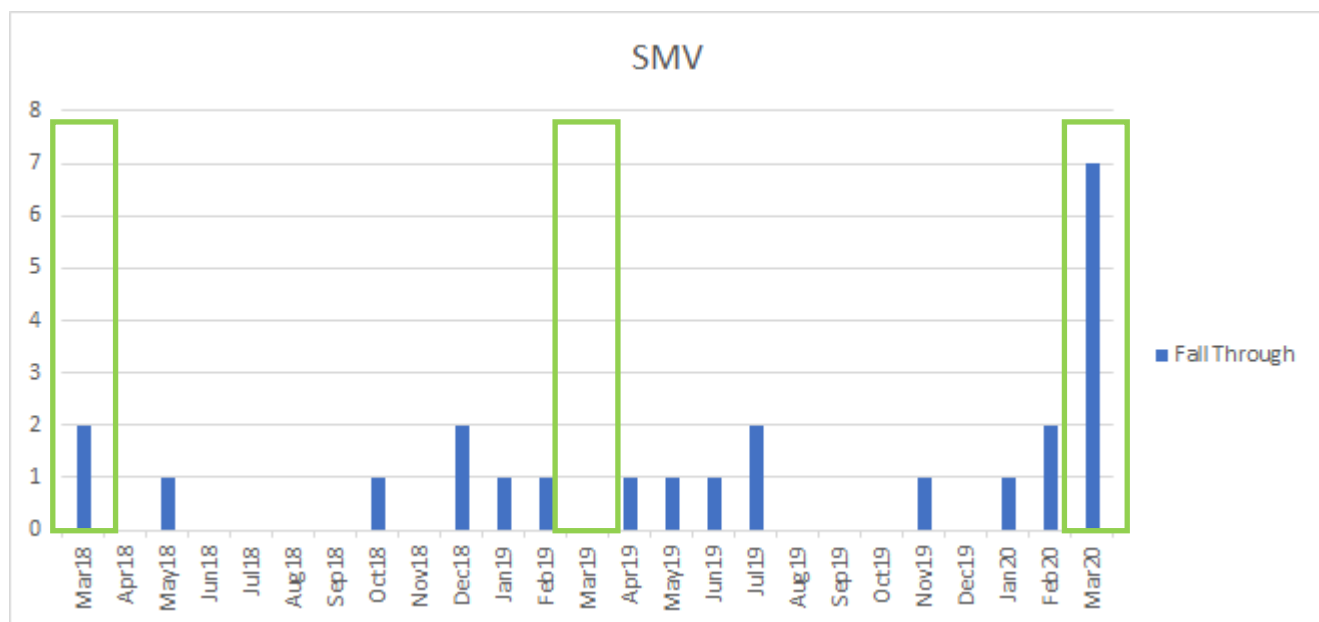
Mar + Feb 2020 UC's = 19; Mar + Feb 2019 UC's = 37, down 49% YOY.

Mar + Feb 2020 Solds = 26; Mar + Feb 2019 Solds = 23, up 13% 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: Snowmass Village Fall Throughs

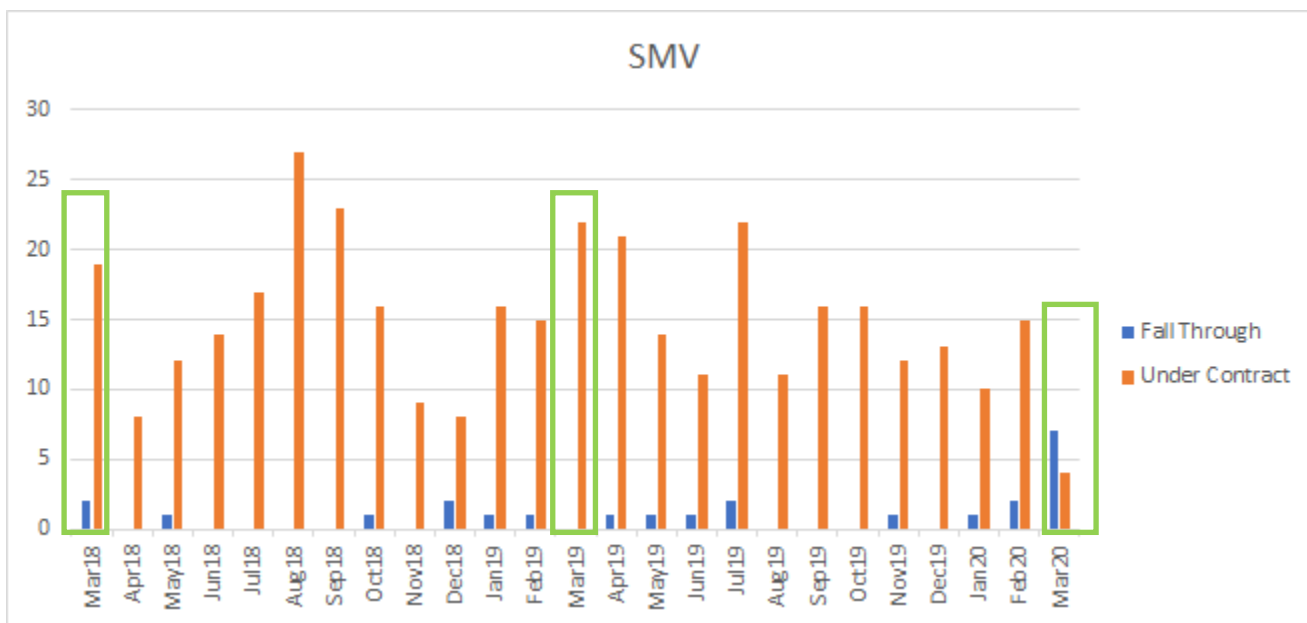


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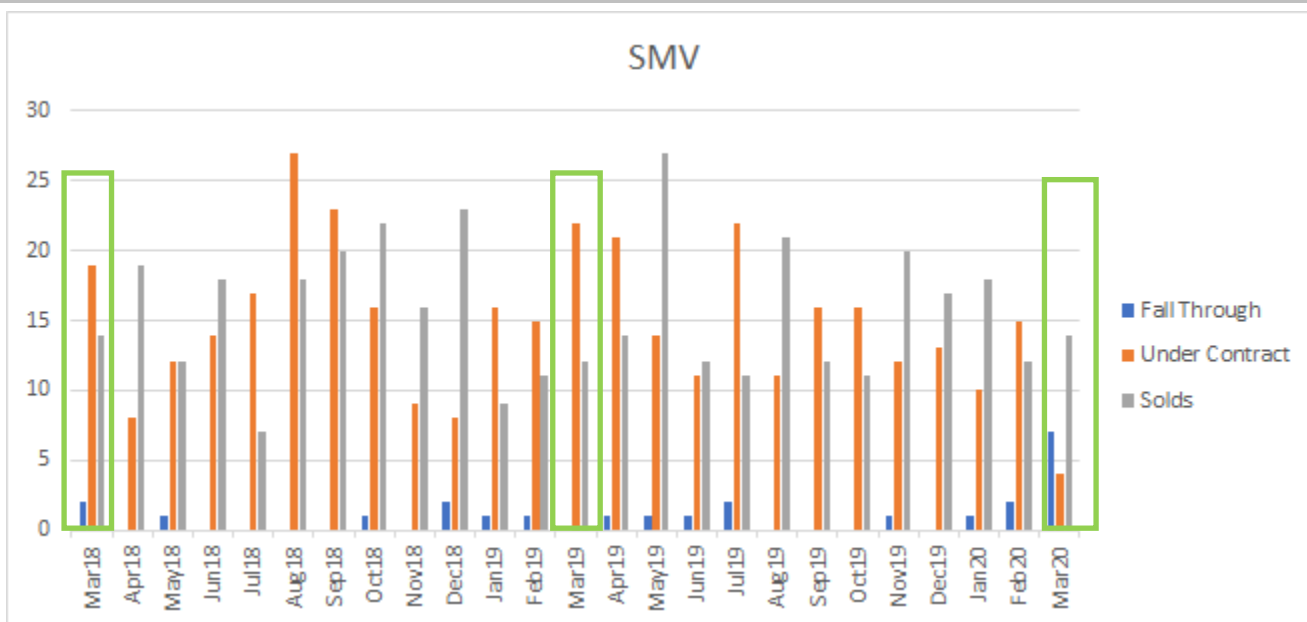
Chart 2: Snowmass Village Fall Through and Under Contract



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: Snowmass Village Fall Throughs, Under Contract & Sold



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

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