



Aspen Feb, Mar and Apr Comparisons

	Feb 2020	% Chg	Feb 2019	Mar 2020	% Chg	Mar 2019	Apr 2020	% Chg	Apr 2019
Withdrawal Date	4	33%	3	12	200%	4	10	900%	1
Cancel Date	0	-100%	2	9	-31%	13	5	-29%	7
Fall Through	3	0%	0	12	500%	2	0	0%	0
Under Contract	15	-32%	22	9	-70%	30	5	-75%	20
Solds	7	-30%	10	12	-43%	21	14	-50%	28

Fall Through is defined as when a property under contract (UC) falls through and the deal does not successfully close. The data is showing no Fall Throughs, so far, for April 2020 but these UC's still have to make it to Closing.

© Estin Report: 05.04.20 www.EstinAspen.com

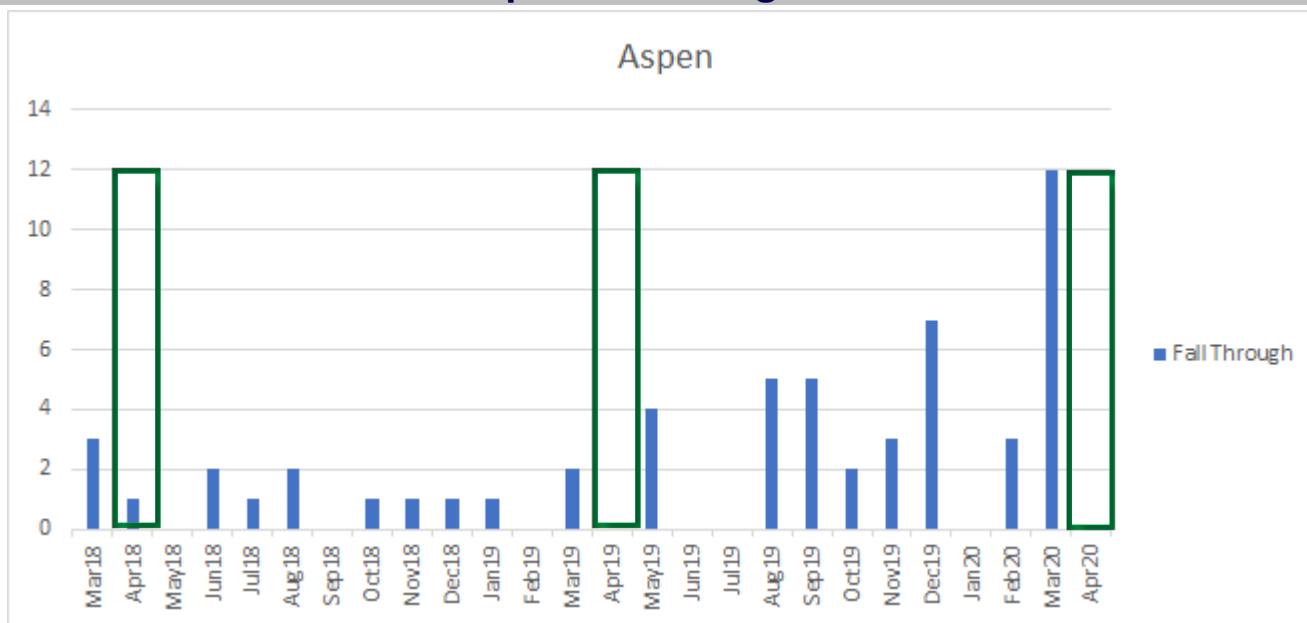
Aspen Feb & Mar Comparison: Prior to and During COVID Restrictions

	Feb 1 2020 - Mar 8 2020	% Chg	Feb 1 2019 - Mar 8 2019	Mar 9 2020 - Apr 30 2020	% Chg	Mar 9 2019 - Apr 30 2019
Withdrawal Date	5	67%	3	21	320%	5
Cancel Date		-100%	3	14	-26%	19
Fall Through	4	0%	0	11	450%	2
Under Contract	21	-34%	32	8	-80%	40
Solds	7	-53%	15	26	-41%	44

Fall Through is defined as when a property under contract (UC) falls through and the deal does not successfully close. Of the 21 UC's from Feb 1-Mar 8, 20, approximately (11), or 52%, fell through. In addition, the number of UC's, used frequently as a future indicator, in both time periods has fallen significantly.

© Estin Report: 05.04.20 www.EstinAspen.com

Aspen Fall Throughs

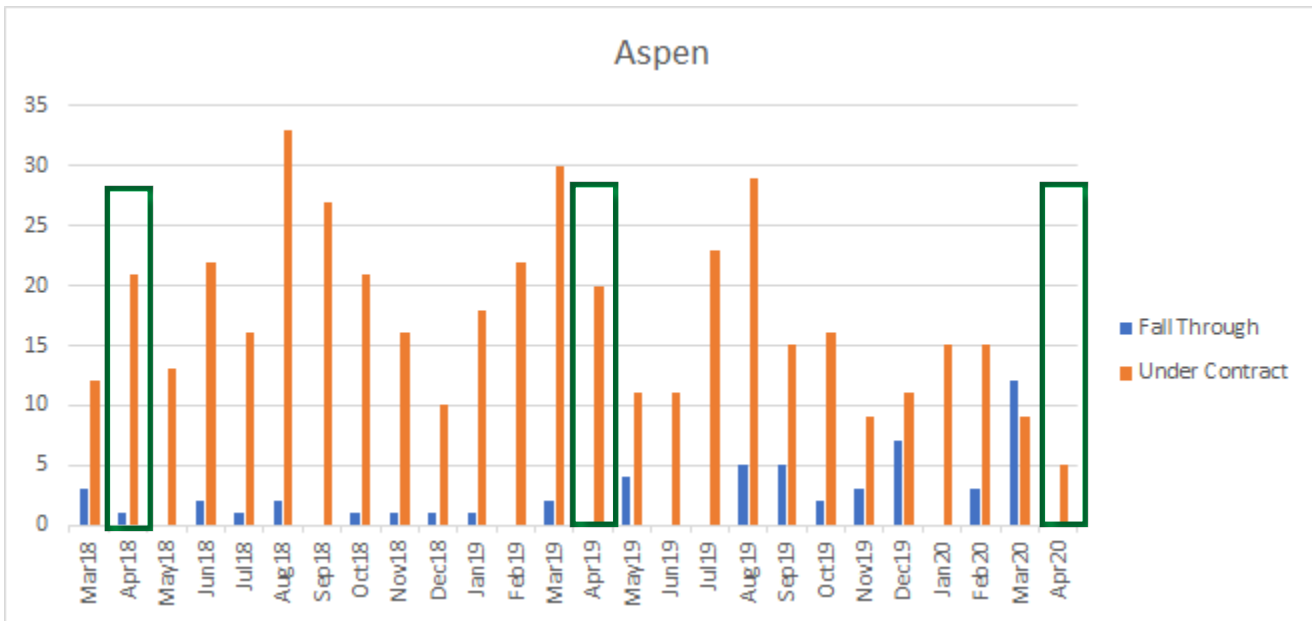


There were no Fall Throughs in April 2019 and, so far, in April 2020 but these Apr UC's still have to make it to Closing.

© Estin Report: 05.04.20 www.EstinAspen.com



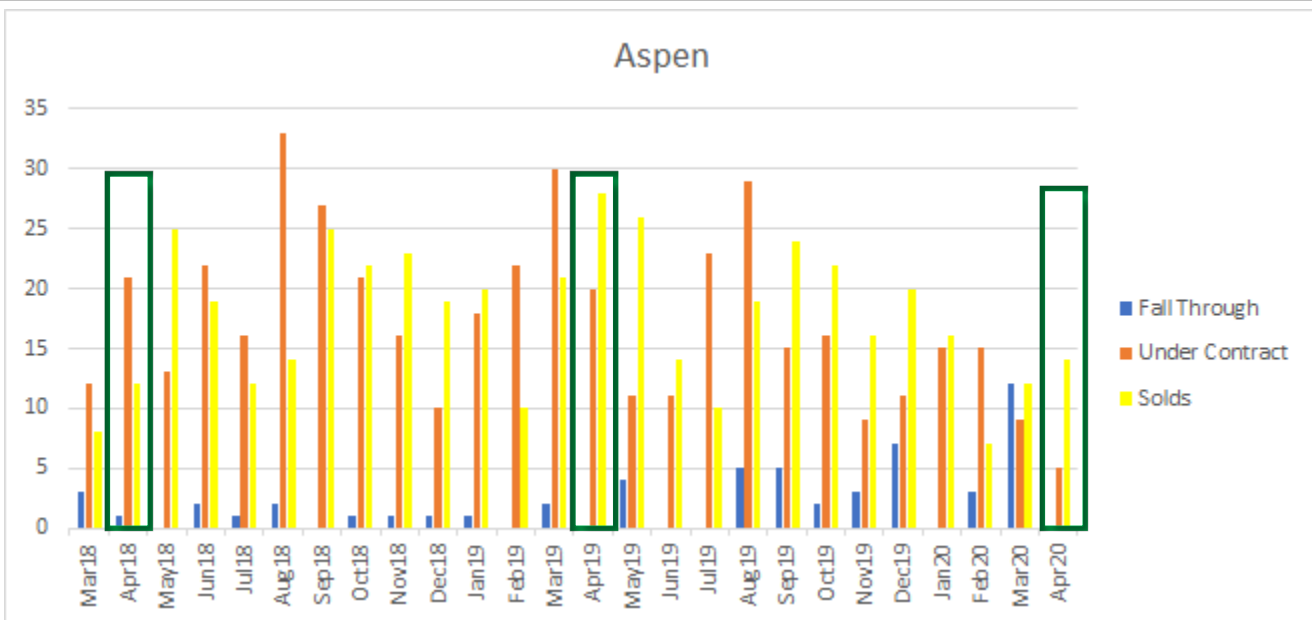
Aspen Fall Through and Under Contract



There were no Fall Throughs in April 2019 and, so far, in April 2020 but these Apr UC's still have to make it to Closing.

© Estin Report: 05.04.20 www.EstinAspen.com

Aspen Fall Throughs, Under Contract & Sold



There were no Fall Throughs in April 2019 and, so far, in April 2020 but these Apr UC's still have to make it to Closing.

© Estin Report: 05.04.20 www.EstinAspen.com