



Snowmass Village (SMV) Feb, Mar and Apr Comparisons

	Feb 2020	% Chg	Feb 2019	Mar 2020	% Chg	Mar 2019	Apr 2020	% Chg	Apr 2019
Withdrawal Date	0	0%	0	5	400%	1	9	200%	3
Cancel Date	5	150%	2	7	-67%	21	5	-67%	15
Fall Through	1	0%	1	6	0%	0	2	100%	1
Under Contract	14	-7%	15	3	-86%	22	7	-67%	21
Solds	12	9%	11	14	17%	12	2	-86%	14

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

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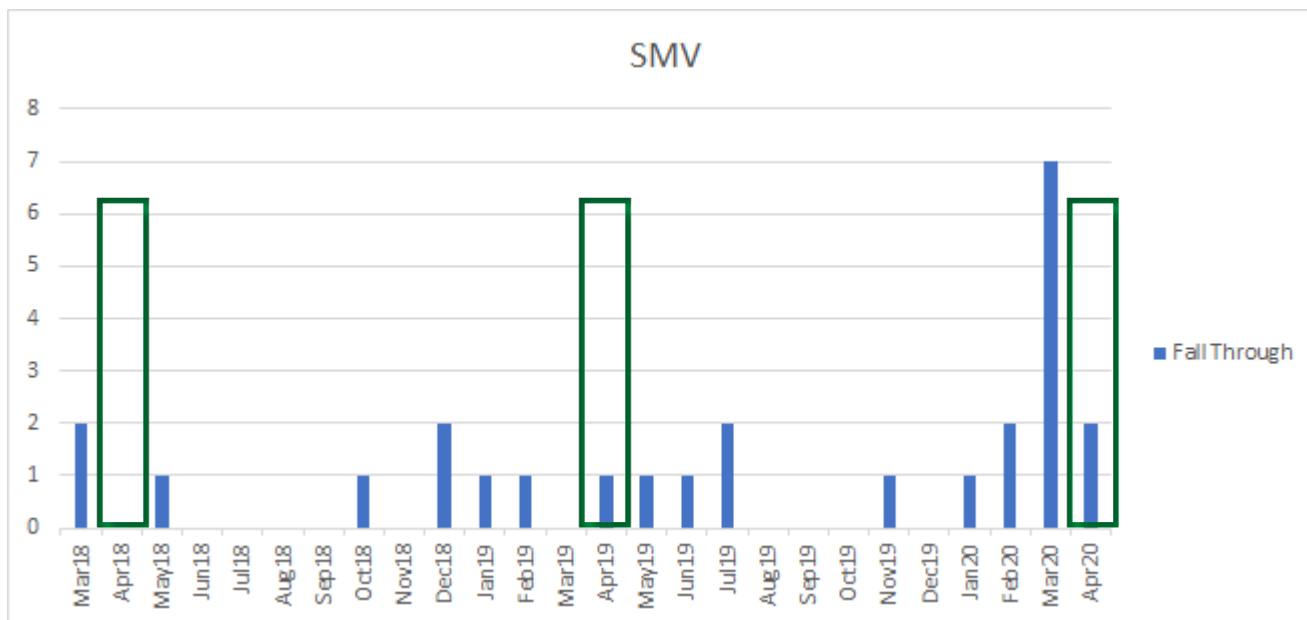
SMV Feb & Mar Comparison: Prior to and During COVID Restrictions

	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	-	-	-	14	250%	4
Cancel Date	5	67%	3	12	-66%	35
Fall Through	1	0%	1	8	700%	1
Under Contract	16	-16%	19	8	-79%	39
Solds	17	-11%	19	11	-39%	18

Fall Through is defined as when a property under contract (UC) falls through and the deal does not successfully close. Of the (16) UC's from Feb 1-Mar 8, 20, (8) or 50%, fell through. In addition, the number of UC's, used frequently as a future indicator, in the 2020 time period has fallen significantly.

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SMV Fall Throughs

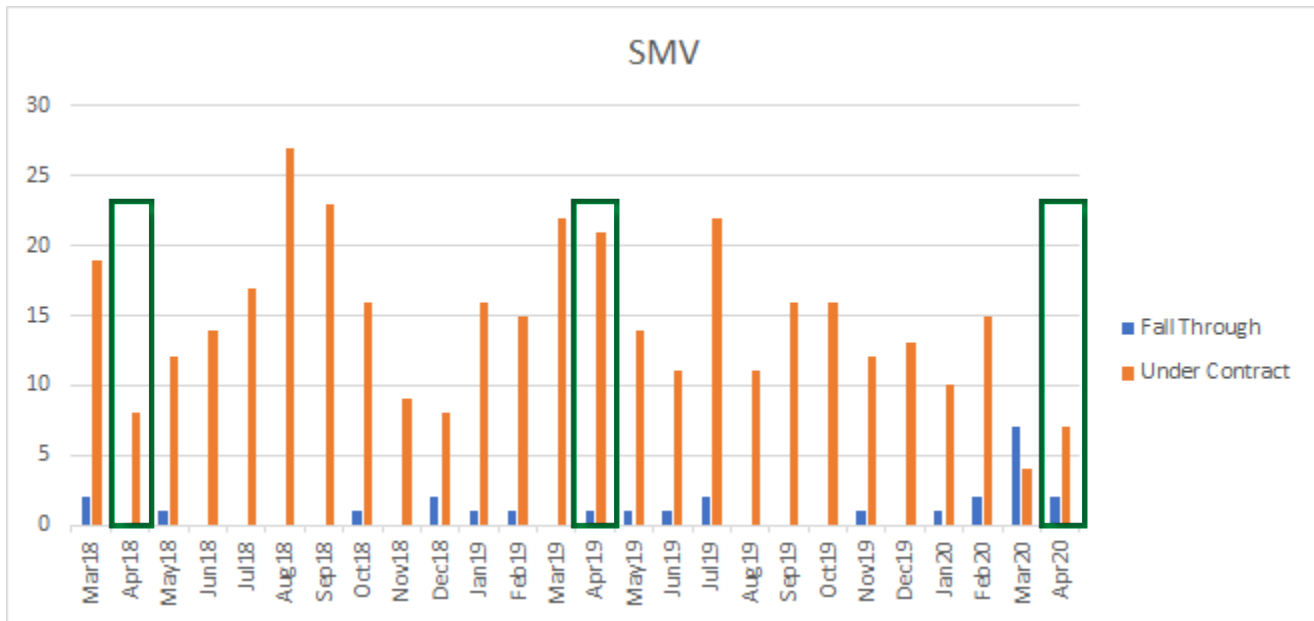


Fall Through is defined as when a property under contract falls through and the deal does not successfully close. There were no Fall Throughs in Apr '18.

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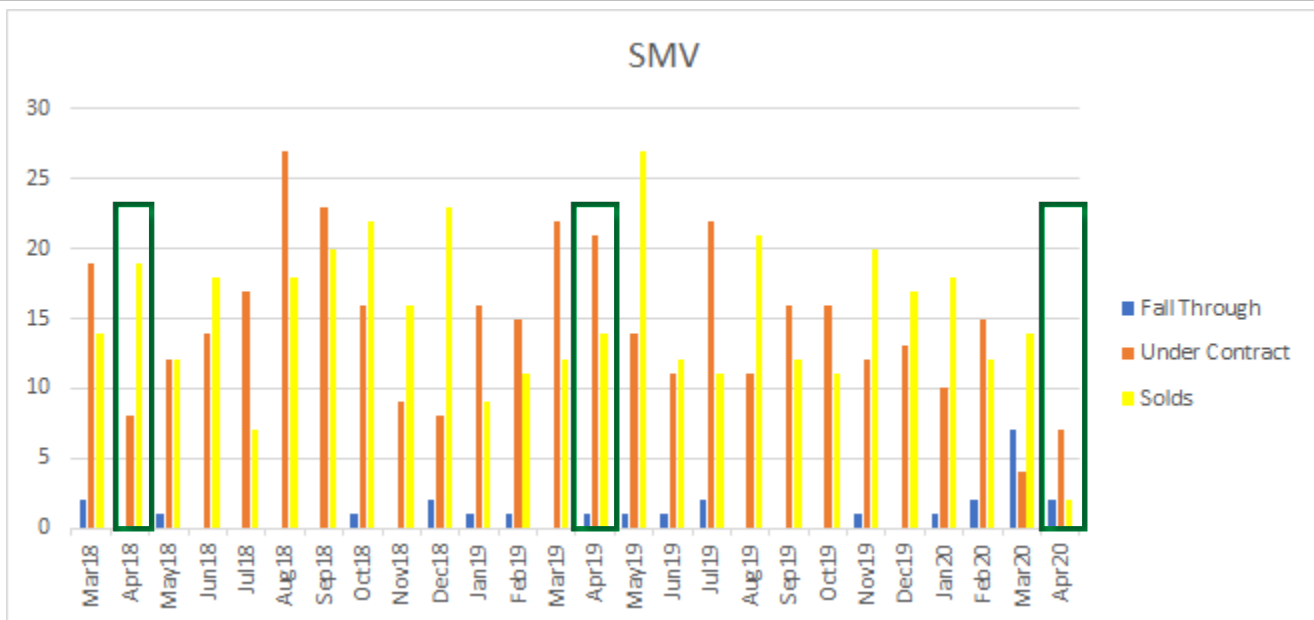
SMV Fall Through and Under Contract



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

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SMV 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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