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



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

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			201	10			20	11			20:	12			201	13			201	14			201	15			2016			2	017			20	018			2	019			2	020			2	021	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (22	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (Q4 (Q1 Q	2 Q	3 Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Single Family	\$10M & Over	10	0	0	12	17.8	27	0	0	0	0	0	0	0	0	44	0	0	0	0	0	0	0	12	12	0	11	0	0	0 1	0 () (0 (0	(0	1	4 (0	0 (0	0	(10) (0 13	0	(
Homes	Total \$ Vol.	31.2	33	26	27	35	41	15	14	18.9	18	17	21	13	13.3	60	29	31.9	16	25	27.4	30	35	43	37	43	47	39 2	20 2	5 4	8 16	5 53	3 23	50	37	7 24	1 4	4 4	53.	9 62	13	11	121	143	4	4 140	0	(
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	(
Condos	Total \$ Vol.	14.3	4.8	6.3	4.3	9.92	20	9.8	12	10.4	15	3.4	12	23	30	17	17	17.7	35	14	8.76	34	24	7.5	14	18	18	16 2	27 2	3 2	0 27	7 26	5 13	30	29	60	2	8 4:	26.	2 45	56	9	80	129	8	1 85	0	(
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	15	5 (0	0 (0	0 (0	0	(0	0	0 (0	(
Vacant Lanu	Total \$ Vol.	6.25	1	1.3	0	C	1	. 3	1	8	1	0	0	0	1	4	5	8	4	3	16	3	1	1	2	7	1	0	0 1	0 :	2 4	1 3	3 (0	20	0		1 :	1	3 (0	5	3	3	3	3 9	0	C
Inventory		409	433	331	339	346	351	318	333	343	353	321	411	398	377	302	347	333	327	313	316	328	326	310	337	326	47 3	35 34	15 32	0 31	7 307	7 300	345	344	332	324	1 33	6 31	3 29	1 283	259	278	318	202	20	9 182	2 0	(
Annual \$10M 8	& Over / % Chg:		\$22/	0%			\$45 /	104%			\$0 / -:	100%			\$44/	0%			\$0 / -1	100%			\$24/	0%		\$1	1/-5	5%		\$10	/-5%	6		\$15	/ 46%	6		\$14	/-3%	6		\$10	/ -289	6		\$13	/ 21%	
Annual \$ Volu	me / % Chg:		155	/ 0%			\$162	/5%		5	124/	-24%		5	212/	71%			\$206 /	-3%		\$	231/	12%		\$2	38/3	3%		\$25	6 / 89	6		\$285	/ 119	%		\$34	5 / 219	%		\$572	/ 669	6		\$362	/-37	6

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



^{*}The trend line indicates the general pattern and direction of unit sales over this time period. Property types include: single family homes, condos and vacant land/lots. Fractionals are not included.

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			20	10			2	011				2012				2013				201	4			201	.5			201	.6			201	.7			201	18			201	9			20:	20			202	21	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	L Q	2 Q:	3 Q	(4 C	u c	Q2 C	Q3 C	24 (Q1	Q2 (Q3 C	Į4 C	ų1 (Q2 (Q3 (Q4	Q1	Q2	Q3 (Q4 I	Q1 (Q2	Q3	Q4	Q1	Q2 (Q3	Q4 (Q1	Q2	Q3	Q4	Q1 (Q2 (Q3	Q4
Single Family	\$10M & Over	1	0	0	1	1	ι :	2	0	0	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	0	0	1	0	1	0	0
Homes	Total Sales	5	7	8	7	9) (6	5	5	6	6	5	9	6	7	9	8	11	9	9	8	6	9	10	10	10	11	11	6	7	12	7	17	9	15	10	9	7	13	15	15	4	4	32	32	10	24	0	0
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
Condos	Total Sales	9	6	8	6	13	19	9 1	1 1	13	9 :	18	5 1	19	34	35	28	21	25	31	16	11	25	29	12	17	19	16	18	30	20	21	25	30	23	30	34	48	25	40	28	33	38	10	59	81	59	69	0	0
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	1	0	0	0	0	0	0	0	0	0	0	0	0	0
vacant tand	Total Sales	2	1	2	0	() :	1	3	1	2	1	0	0	0	1	3	4	4	3	3	9	2	1	1	2	3	1	0	0	2	1	2	1	0	0	5	0	1	1	1	0	0	1	2	2	1	2	0	0
Inventory		409	433	331	339	346	35	1 31	.8 33	33 3	13 3	32	21 41	11 3	98 3	77 3	02 3	347	333	327	313	316	328	326	310	337	326	347	335	345	320	317	307	300	345	344	332	324	336	318	291	283	259	278	318	202	209	182	0	0
Annual \$10M 8	& Over / % Chg:		2/	0%			3/	50%			0 /	-1009	%			1/0%	6	T	(/-10	00%	T		2/0	1%	-T		1/-5	0%			1/0	1%			1/0	0%			1/0	1%			1/0)%	П		1/0	0%	
Annual Unit Sa	ales / % Chg:		61/	0%			86	/ 41%	5		80	/-79	6		15	66 / 95	5%		1	39 / -:	11%			124/-	11%			125/	1%			145/	16%			183 /	26%			179/	-2%			265/	48%		1	L65 / -	-38%	

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



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

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			201	0			20	11			201	2			20	13			2014	1			2015				2016			20	017			20	18			20	19			20	020			202	21
Гуре	Desc	Q1	Q2 (13 C	4 (21	Q2	Q3	Q4	Q1	Q2	Q3 (Q4	Q1	Q2	Q3	Q4	Q1	Q2 C	(3 Q	4 Q	ı q	2 Q	3 C	(4 Q	1 Q	2 Q	3 Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (
Single Family	\$10M & Over	10	0	0	12	17.8	27	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	0	0	0	0	10	0	13	0
Homes	Total \$ Vol.	31.2	33	26	27	35	41	15	14	18.9	18	17	21	13	13.3	60	29	31.9	16	25 2	7.4	30	35	43	37	43	47	39 2	0 2	5 48	16	53	23	50	37	24	44	40	53.9	62	13	11	121	143	44	140	0
Inventory		100	112	116	103	104	106	106	98	98	105	96	100	88	93	85	83	80	86	84	82	83	82	82	87	77	88 !	90 9	7 9	6 108	109	97	101	110	106	93	100	107	86	89	83	83	93	51	44	42	0
Innual \$10M &	& Over / % Chg:		\$22/	0%		5	\$45 /	104%		\$	0/-1	00%			\$44/	0%		\$	0/-10	00%		\$	24/0	1%		\$1	1/-55	5%		\$10	/ -5%			\$0/-	100%			\$14	0%			\$10/	-28%	6		\$13/	21%
Annual \$ Volu	me / % Chg:		\$117/	0%		\$	105/	-10%		\$	75 / -	29%			\$115 /	54%		\$	100/-	13%		\$1	45 / 4	15%		\$1	150 / 3	%		\$142	/-5%	ó		\$134	/-5%		\$	200	49%	,		\$288	/ 44%	6	\$	185/	-36%

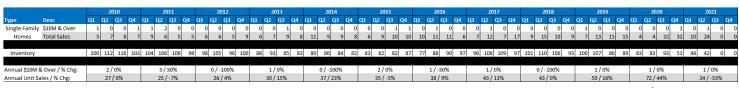
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Snowmass Village: Unit Sales by Quarter - Single Family Homes (SFH)

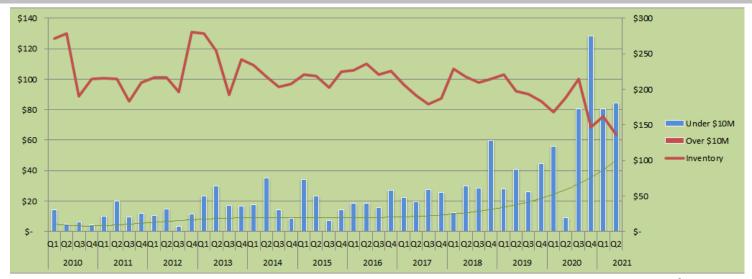


^{*}The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

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Snowmass Village: Dollar Sales by Quarter - Condos



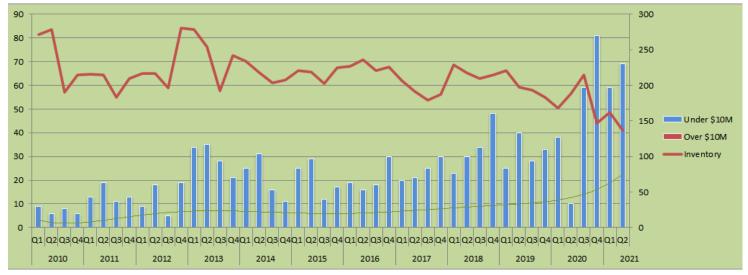
^{*}The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

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			20	10			- 1	2011				2012				20	13			20	014			20	15			201	6			201	7			20	18			2	2019				2020			2	2021	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q	Q	L Q	2 Q	3 C	4 (11	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (Q2 (Q3 (Q4 (Q1	Q2 (Q3 (24	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	0	0	0	0	0	0 (0	0 4
Condos	Total \$ Vol.	14.3	4.8	6.3	4.3	9.9	2 2	20 9	.8	12 10	0.4	15 3	3.4	12	23	30	17	17	17.7	35	14	8.76	34	24	7.5	14	18	18	16	27	23	20	27	26	13	30	29	60	2	3 4	1 26.	2 4	5 5	6	9 8	0 12	9 8	1 8	5	0
Inventory		271	279	190	215	21	6 2:	15 18	33 2	10 2	17 2	17 1	96 2	281	279	254	192	242	234	218	204	208	221	219	203	225	227	236	221	226	207	191	179	187	229	218	210	215	22:	1 19	7 19	3 18	3 16	8 18	8 21	5 14	7 16	2 13	7	0 4
Annual \$10M	1 & Over / % Chg:		\$0/	0%			\$0	0/0%			\$	0 / 09	6			\$0 /	0%			\$0	/ 0%			\$0,	0%			\$0/0	0%			\$0/0	0%			\$0 /	0%		П	\$0	/ 0%			\$	0/0%	6		\$0	0/0%	-
Annual \$ Vol	lume / % Chg:		\$30	/ 0%			\$52	/ 74	6		\$40	0/-2	2%		;	\$87/	117%	,		\$76 /	-13%			\$79	/5%			\$80 /	0%			\$95 / :	19%		,	131	/ 38%	6		\$13	9 / 69	6		\$27	4/97	7%		\$165	5/-40	0%

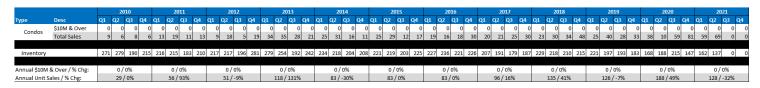
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Snowmass Village: Unit Sales by Quarter - Condos



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

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



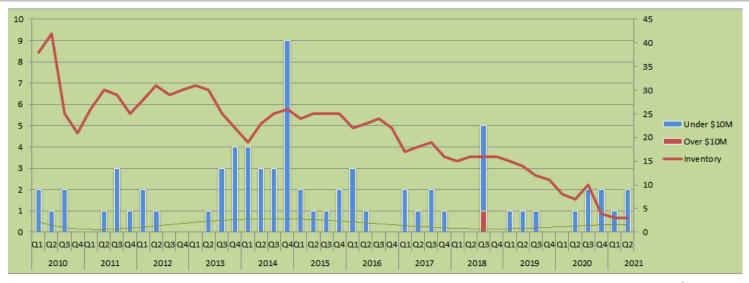
^{*}The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

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			20	10				2011	l			2012				201	13			20	14			20	15			2016	,			2017			2	018				2019				2020			- 2	2021	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q:	2 Q	(3	Q4 Q	1 Q	2 0	3 C	24 (1 (Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4 C	ų o	2 Q	3 Q	4 Q1	L Q	2 Q3	Q4	Q1	Q2	Q3	Q4	Q1	l Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q	Q4
Vacant Land	\$10M & Over	0	0	0	(D	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:	5 (0	0	0	0	0	0	0	0	0	0	0	0 0
Vacant Land	Total \$ Vol.	6.25	1	1.3	(D	0 1	1.3	3.2	0.6 7	.85	0.7	0	0	0	0.58	4.2	4.7	8.3	3.7	2.9	15.9	2.6	1	1.2	2.5	7.2	1	0	0 1	10 1	.6	1 2.7	7 (0	20	0 (0 1	.2 0.	.9 3.2	25	0	0 4	9 2.	6 2.	6 2.	.7 9.	4	0 0
Inventory		38	42	25	21	1 2	26	30	29	25	28	31	29	30	31	30	25	22	19	23	25	26	24	25	25	25	22	23	24	22 1	17 :	18 19	9 16	15	5 16	5 10	6 1	6 :	15 1	4 1	.2	11	8	7 1	0	4	3	3	0 0
Annual \$10M	& Over / % Chg:		0/	0%			C	0/09	6			0 / 09	6			0/0	0%			0/	0%			0/	0%			0 / 09	6		0	/ 0%			14.7	5/09	%		0/	-1009	%		C	/ 0%			0	/ 0%	,
Annual \$ Volu	ıme / % Chg:		\$9 /	0%			\$5	/-40	0%		\$	9 / 64	%			\$9 / 1	1%			\$31/	226%			\$7/	77%		\$	8/14	1%		\$19	/ 127	%		\$20	/ 5%	6		\$5	/-729	6		\$1	0 / 86	%		\$12	2/20	1%

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



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

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