#### Aspen: Dollar Sales by Quarter - All Property Types Combined



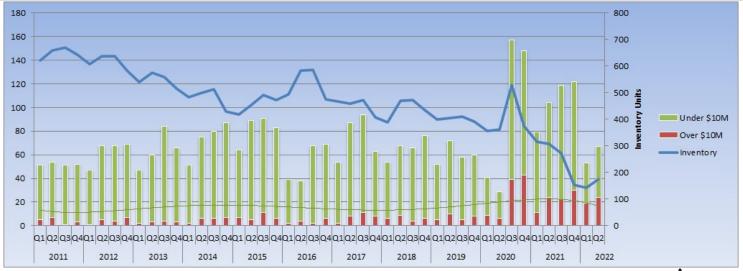
<sup>\*</sup>The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

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| Dolla          | ırs (\$M)       |      | 20:   | 11   |     |      | 20    | 12    |     |      | 20    | 13   |     |     | 20    | 14    |     |      | 20     | 15    |      |     | 201  | 16   |      |       | 2017  |       |      |       | 2018   |       |     | 20     | 19     |     |     | 20   | 20    |     |       | 2     | 021    |       |      | 20     | 022        |    |
|----------------|-----------------|------|-------|------|-----|------|-------|-------|-----|------|-------|------|-----|-----|-------|-------|-----|------|--------|-------|------|-----|------|------|------|-------|-------|-------|------|-------|--------|-------|-----|--------|--------|-----|-----|------|-------|-----|-------|-------|--------|-------|------|--------|------------|----|
| Туре           | Desc            | Q1   | Q2    | Q3   | Q4  | Q1   | Q2    | Q3    | Q4  | Q1   | Q2    | Q3   | Q4  | Q1  | Q2    | Q3    | Q4  | Q1   | Q2     | Q3    | Q4   | Q1  | Q2   | Q3 ( | Q4 ( | Q1 Q  | 2 Q   | 3 Q   | 4 Q1 | L Q2  | 2 Q3   | Q4    | Q1  | Q2     | Q3     | Q4  | Q1  | Q2   | Q3    | Q4  | Q1    | Q2    | Q3     | Q4    | Q1   | Q2     | Q3         | Q4 |
| Single Family  | \$10M & Over    | 83   | 98    | 14   | 52  | 16   | 91    | 67    | 101 | 26   | 59    | 47   | 42  | 25  | 65.4  | 90    | 59  | 86.9 | 65     | 146   | 93.4 | 0   | 45   | 26   | 61   | 39 1  | 15 1  | 54 10 | 01 ( | 54 9  | 94 3   | 6 57  | 62  | 139    | 67     | 90  | 61  | 70   | 606   | 543 | 3 160 | 514   | 310    | 539   | 33   | 6 469  | 0          | 0  |
| Homes          | Total \$ Vol.   | 155  | 168   | 104  | 121 | 82.4 | 187   | 150   | 202 | 64.8 | 137   | 144  | 130 | 81  | 188   | 219   | 187 | 154  | 1 168  | 307   | 228  | 57  | 59   | 124  | 167  | 100 2 | 72 2  | 66 20 | 00 1 | 38 16 | 52 16  | 1 125 | 145 | 214    | 140    | 199 | 109 | 113  | 856   | 746 | 291   | 626   | 425    | 699   | 37   | 9 531  | ι <u>ο</u> | 0  |
| Condo          | \$10M & Over    | 0    | 0     | 0    | 0   | (    | 0     | 0     | 0   | 0    | 0     | 0    | 0   | 0   | 27.5  | 0     | 32  | 13.2 | 2 0    | 0     | 25   | 15  | 0    | 0    | 0    | 0     | 0     | 11    | 12   | 28 1  | 11 1   | 1 13  | 0   | 0      | 0      | 28  | 57  | 18   | 25.1  | 72  | 2 12  | 2 (   | 62     | 2 57  | 7 6  | 4 37   | 7 0        | 0  |
| Condos         | Total \$ Vol.   | 50.7 | 61    | 50   | 58  | 53   | 40    | 57    | 51  | 30.3 | 61    | 92   | 67  | 49  | 101   | 75    | 109 | 95.9 | 88     | 78    | 105  | 51  | 67   | 87   | 63   | 66    | 92 1  | 52    | 82 1 | 12 8  | 89 6   | 4 111 | 78  | 86     | 76     | 91  | 131 | 44   | 271   | 240 | 128   | 122   | 250    | 239   | 14   | 0 145  | 0          | 0  |
| Vacant Land    | \$10M & Over    | 0    | 0     | 0    | 0   | (    | 0     | 0     | 0   | 0    | 0     | 0    | 0   | 0   | 0     | 0     | 0   | (    | 10     | 0     | 0    | 10  | 0    | 0    | 32   | 0     | 22    | 0     | 0    | 0 1   | 15     | 0 15  | 21  | 24     | 0      | 0   | 12  | 0    | 45.8  | 54  | 1 0   | ) (   | 14     | 1 (   | 2    | 1 41   | L O        | 0  |
| Vacant Land    | Total \$ Vol.   | 4.88 | 8.4   | 8.2  | 6.1 | 19.3 | 29    | 10    | 21  | 15   | 4.8   | 22   | 11  | 3.5 | 17    | 13    | 22  | 30.8 | 34     | 24    | 20.4 | 14  | 16   | 9.6  | 42   | 19    | 28    | 9 :   | 10   | 12 3  | 31 2   | 9 58  | 26  | 36     | 18     | 6.7 | 16  | 5.5  | 62.7  | 88  | 3 14  | 32    | 32     | 2 27  | 7 3  | 0 65   | <i>i</i> 0 | 0  |
| Inventory      | (Units)         | 622  | 660   | 671  | 644 | 608  | 638   | 637   | 582 | 540  | 576   | 559  | 516 | 482 | 499   | 514   | 428 | 419  | 454    | 492   | 472  | 495 | 583  | 587  | 474  | 467 4 | 159 4 | 72 4  | 08 3 | 90 47 | 70 47  | 2 436 | 400 | 405    | 410    | 391 | 357 | 361  | 530   | 374 | 315   | 308   | 272    | 2 155 | 5 14 | 4 175  | 0          | 0  |
| Annual \$10M 8 | & Over / % Chg: |      | \$247 | / 0% |     |      | \$275 | / 12% | 6   | \$   | 174/  | -37% |     |     | \$298 | 71%   |     |      | \$440  | / 48% |      | \$  | 188/ | -57% |      | \$45  | 3/1   | 41%   |      | \$34  | 4/-24  | 1%    |     | \$431  | / 25%  | 6   | \$  | 1564 | / 262 | %   | Т     | \$160 | 8 / 79 | %     |      | \$967  | /-42%      | 6  |
| Annual \$ Volu | me / % Chg:     |      | \$796 | / 0% |     |      | \$901 | / 13% | 6   | \$   | 779 / | -14% |     | \$  | 1066  | / 37% | 6   |      | \$1334 | / 259 | 6    | \$  | 757/ | -43% |      | \$12  | 297/  | 71%   |      | \$109 | 0 / -1 | 6%    |     | \$1115 | 5 / 2% | 6   | \$  | 2682 | / 141 | %   |       | \$288 | 4/89   | %     |      | \$1290 | /-559      | %  |

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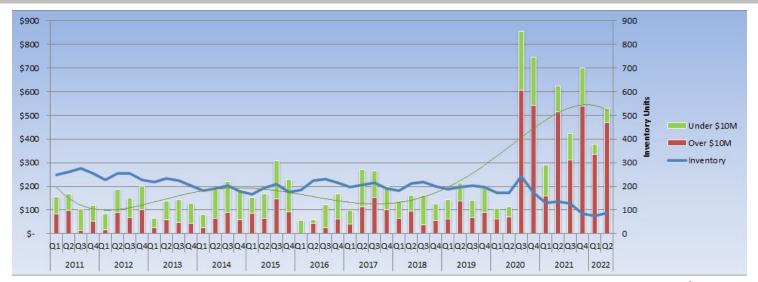
## Aspen: Unit Sales by Quarter - All Property Types Combined



<sup>\*</sup>The trend line indicates the general pattern and direction of unit sales over this time period. © Estin Report: Q2 2022 www.Estin Aspen.com Property types include: single family homes, condos and vacant land/lots. Fractionals are not included.

| - 1            | Units                       |         | 20      |         |         |     | 2   | 2012   |         |         |         | 20:     | 13      |         |     | 2   | 014  |        |         |         | 201     | 5           |         |         | 20:     | 16      |         |         | 20:     | 17      |         |         | 20      | 18      |     |          |           | 2019    | 9       |         |         | 20      | 020  |     |      |          | 2021    |         |         |         | 20      | 022  |        |
|----------------|-----------------------------|---------|---------|---------|---------|-----|-----|--------|---------|---------|---------|---------|---------|---------|-----|-----|------|--------|---------|---------|---------|-------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----|----------|-----------|---------|---------|---------|---------|---------|------|-----|------|----------|---------|---------|---------|---------|---------|------|--------|
| Туре           | Desc                        | Q1      | Q2      | Q3      | Q4      | Q1  | Q2  | Qâ     | Q       | 1 Q     | 1       | 12      | Q3      | Q4      | Q1  | Q2  | Q3   | Q4     | Q:      | L C     | (2 C    | <b>Q3</b> ( | Q4      | Q1      | Q2      | Q3 (    | Q4 (    | Q1      | Q2      | Q3      | Q4      | Q1      | Q2      | Q3      | Q4  | Q1       | Q2        | 2 Q     | Q3 (    | Q4      | Q1      | Q2      | Q3   | Q4  | Q1   | Q2       | Q       | 3 C     | 24      | Q1      | Q2      | Q3   | Q/     |
| Single Family  | \$10M & Over                | 5       | 7       | 1       | 3       | 1   |     | 5      | 4       | 7       | 2       | 3       | 4       | 3       | 2   | . 4 | 1    | 6      | 5       | 6       | 4       | 11          | 5       | 0       | 4       | 2       | 4       | 2       | 7       | 10      | 7       | 4       | 7       | 3       | 3 4 | 4        | 4         | 9       | 5       | 6       | 3       | 5       | 34   | 1 3 | 10   | ) :      | 24      | 19      | 26      | 14      | 19      |      | 0      |
| Homes          | Total Sales                 | 23      | 22      | 22      | 20      | 17  | 2   | 8      | 24      | 29      | 14      | 21      | 29      | 26      | 19  | 30  | 3    | 2      | 31      | 21      | 26      | 40          | 29      | 10      | 7       | 20      | 29      | 17      | 37      | 30      | 28      | 19      | 24      | 27      | 7 2 | 0 1      | 19        | 25      | 20      | 27      | 12      | 14      | 75   | 7   | 30   | ) 4      | 13      | 45      | 52      | 21      | 31      |      | 0      |
| Condos         | \$10M & Over<br>Total Sales | 0<br>26 | 0<br>27 | 0<br>26 | 0<br>29 | 25  | 2   | 0<br>8 | 0<br>40 | 0<br>32 | 0<br>26 | 0<br>36 | 0<br>47 | 0<br>36 | 29  | 38  | 3 4  | 0 42 4 | 2<br>17 | 1<br>35 | 0<br>54 | 0<br>43     | 1<br>47 | 1<br>27 | 0<br>25 | 0<br>44 | 0<br>33 | 0<br>30 | 0<br>45 | 1<br>60 | 1<br>32 | 2<br>30 | 1<br>36 | 1<br>29 | 9 4 | 1<br>5 3 | 0<br>30 - | 0<br>43 | 0<br>35 | 2<br>31 | 5<br>25 | 1<br>14 | 7(   | 5 6 | 5 4t | L<br>5 ! | 0<br>55 | 2<br>70 | 4<br>65 | 4<br>30 | 3<br>30 |      | D<br>O |
| Vacant Land    | \$10M & Over<br>Total Sales | 0       | 0<br>5  | 0       | 0       | 5   | 1   | 0<br>2 | 0<br>4  | 0       | 7       | 0       | 0       | 0<br>4  | 3   | 1 7 | 7    | 0<br>6 | 9       | 0       | 1<br>9  | 0           | 0<br>7  | 1 2     | 0<br>6  | 0<br>4  | 2<br>7  | 0<br>7  | 1<br>5  | 0<br>4  | 0       | 0<br>5  | 1<br>8  | 10      | 1   | 1        | 1<br>3    | 4       | 0       | 0<br>2  | 1<br>4  | 0       | (    | 5 1 | 3    | 3        | 0<br>6  | 1       | 0<br>5  | 1 2     | 2<br>6  |      | 0      |
| Inventory      |                             | 622     | 660     | 671     | 644     | 608 | 63  | 8 6    | 37 5    | 82      | 540     | 576     | 559     | 516     | 482 | 499 | 51   | 4 4    | 28 4    | 19      | 454     | 492         | 472     | 495     | 583     | 587     | 474     | 467     | 459     | 472     | 408     | 390     | 470     | 472     | 43  | 6 40     | 00 4      | 05 4    | 410     | 391     | 357     | 361     | 530  | 374 | 315  | 3        | 08 2    | 72      | 155     | 144     | 175     |      | 0      |
| Annual \$10M   | & Over / % Chg:             |         | 16/     | 0%      |         |     | 17  | / 69   | 6       |         |         | 12/-    | 29%     |         |     | 21, | 75%  | 6      |         | - :     | 29 / 3  | 8%          |         |         | 14/-    | 52%     |         |         | 29 / 1  | .07%    |         |         | 25/     | -14%    |     |          | 28        | 8/12    | 2%      |         |         | 97/     | 246% | ,   |      | 87       | /-10    | 0%      |         |         | 43/-    | -51% | 6      |
| Annual Unit Sa | ales / % Chg:               |         | 208/    | 0%      |         |     | 252 | / 21   | %       |         |         | 257/    | 2%      |         |     | 293 | / 14 | 6      |         | 3       | 27 / 1  | 2%          |         |         | 214/    | 35%     |         |         | 298/    | 39%     |         |         | 264/    | -11%    | 6   |          | 24        | 12/-    | 8%      |         |         | 375     | 55%  | ,   |      | 42       | 4/13    | 3%      |         |         | 120 /   | -729 | 6      |

### Aspen: Dollar Sales by Quarter - Single Family Homes (SFH)



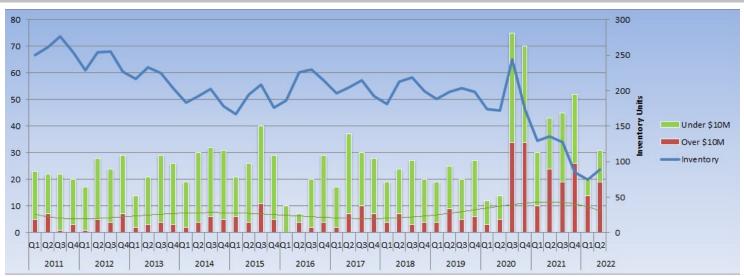
<sup>\*</sup>The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

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| Dolla          | ars (\$M)       |     | 2011     |       |      | 20    | 12    |     |      | 201     | 3     |       |     | 201  | 14  |     |      | 201  | 15  |      |      | 201  | 16   |      |      | 201   |        |      |       | 2018    |       |      | 20    | 19    |     |      | 202         | 0           |     |     | 202  | 21    |     |      | 202     | 2     |   |
|----------------|-----------------|-----|----------|-------|------|-------|-------|-----|------|---------|-------|-------|-----|------|-----|-----|------|------|-----|------|------|------|------|------|------|-------|--------|------|-------|---------|-------|------|-------|-------|-----|------|-------------|-------------|-----|-----|------|-------|-----|------|---------|-------|---|
| Туре           | Desc            | Q1  | Q2 Q3    | Q4    | Q1   | Q2    | Q3    | Q4  | Q1   | Q2 (    | Q3 Q  | 4 Q   | 1 C | 12   | Q3  | Q4  | Q1   | Q2   | Q3  | Q4   | Q1 ( | Q2   | Q3   | Q4 ( | Q1 C | 2 C   | (3 Q/  | l Q1 | Q2    | Q3      | Q4    | Q1   | Q2    | Q3    | Q4  | Q1 C | <b>12</b> C | <b>Q3</b> ( | 24  | Q1  | Q2 ( | Q3    | Q4  | Q1 ( | Q2 C    | Q3 Q4 | 4 |
| Single Family  | / \$10M & Over  | 83  | 98       | 14 5  | 2 1  | 91    | 67    | 101 | 26   | 59      | 47    | 42    | 25  | 65.4 | 90  | 59  | 86.9 | 65   | 146 | 93.4 | 0    | 45   | 26   | 61   | 39   | 115 : | 154 10 | 01 6 | 54 9  | 4 3     | 6 5   | 7 62 | 139   | 67    | 90  | 61   | 70          | 606         | 543 | 160 | 514  | 310   | 539 | 336  | 469     | 0     | 0 |
| Homes          | Total \$ Vol.   | 155 | 168 10   | 04 12 | 82.4 | 1 187 | 150   | 202 | 64.8 | 137     | 144 1 | 130   | 81  | 188  | 219 | 187 | 154  | 168  | 307 | 228  | 57   | 59   | 124  | 167  | 100  | 272   | 266 20 | 0 13 | 38 16 | 2 16    | 1 125 | 145  | 214   | 140   | 199 | 109  | 113         | 856         | 746 | 291 | 626  | 425   | 699 | 379  | 531     | 0     | 0 |
|                |                 |     |          |       |      |       |       |     |      |         |       |       |     |      |     |     |      |      |     |      |      |      |      |      |      |       |        |      |       |         |       |      |       |       |     |      |             |             |     |     |      |       |     |      |         |       | 4 |
| Inventory      | (Units)         | 250 | 261 2    | 76 25 | 4 22 | 254   | 255   | 227 | 217  | 233     | 225 2 | 204 1 | 83  | 192  | 203 | 178 | 167  | 194  | 209 | 176  | 186  | 226  | 230  | 215  | 196  | 205   | 215 19 | 2 18 | 31 21 | 3 21    | 9 199 | 188  | 198   | 204   | 198 | 174  | 172         | 244         | 173 | 130 | 136  | 128   | 85  | 75   | 89      | 0     | 0 |
|                |                 |     |          |       |      |       |       |     |      |         |       |       |     |      |     |     |      |      |     |      |      |      |      |      |      |       |        |      |       |         |       |      |       |       |     |      |             |             |     |     |      |       |     |      |         |       | 4 |
| Annual \$10M   | & Over / % Chg: |     | 3247 / 0 | %     |      | \$275 | / 12% |     | \$1  | 174 / - | 37%   |       | \$  | 239/ | 37% |     | \$   | 392/ | 64% |      | \$:  | 131/ | -66% | 5 T  | \$4  | 09/2  | 11%    |      | \$25  | 1/-39   | 9%    |      | \$358 | / 43% |     | \$1  | 280 /       | 257%        | T   | \$  | 1523 | / 19% | 6   | \$8  | 305 / - | -47%  | 1 |
| Annual \$ Volu | ume / % Chg:    |     | 5549 / 0 | %     |      | \$621 | / 13% | ,   | \$4  | 476 / - | 23%   |       | \$  | 676/ | 42% |     | ,    | 857/ | 27% |      | \$4  | 407/ | -52% | 6    | \$8  | 38/1  | 06%    |      | \$58  | 5 / -30 | 0%    |      | \$698 | / 19% |     | \$1  | 323 /       | 161%        |     | \$  | 2040 | / 12% | 6   | \$9  | 911/-   | -55%  | 4 |

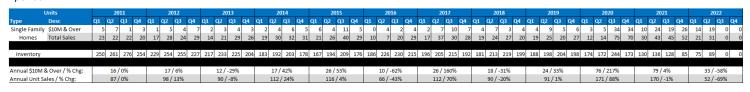
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# Aspen: Unit Sales by Quarter - Single Family Homes (SFH)



<sup>\*</sup>The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

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#### Aspen: 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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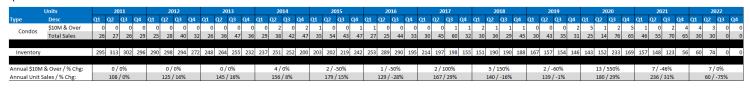
| Doll           | ars (\$M)       |      | 20    | 11   |     |    | - 2  | 012     |     |         | 2     | 013   |     |     | 20    | 14    |     |      | 201    | 5    |      |       | 2016    |      |       |       | 2017    |      |     | 20:    | 18   |     |     | 201  | 19   |     |     | 20   | 020    |     |     | 20    | 021   |     |     | 20    | 122    |    |
|----------------|-----------------|------|-------|------|-----|----|------|---------|-----|---------|-------|-------|-----|-----|-------|-------|-----|------|--------|------|------|-------|---------|------|-------|-------|---------|------|-----|--------|------|-----|-----|------|------|-----|-----|------|--------|-----|-----|-------|-------|-----|-----|-------|--------|----|
| Туре           | Desc            | Q1   | Q2    | Q3   | Q4  | Q1 | Q2   | Q3      | Q/  | 1 Q1    | Q2    | Q3    | Q4  | Q1  | Q2    | Q3    | Q4  | Q1   | Q2 (   | Q3 ( | Q4 ( | Q1 Q  | 2 Q     | 3 Q  | 4 Q1  | L Q2  | Q3      | Q4   | Q1  | Q2     | Q3 ( | Q4  | Q1  | Q2   | Q3 ( | 24  | Q1  | Q2   | Q3     | Q4  | Q1  | Q2    | Q3    | Q4  | Q1  | Q2    | Q3     | Q4 |
| Condos         | \$10M & Over    | 0    | 0     | 0    | C   |    | 0    | 0       | 0   | 0 0     | 0     | ) (   | 0   | 0   | 27.5  | 0     | 32  | 13.2 | 0      | 0    | 25   | 15    | 0       | 0    | 0     | 0     | 0 11    | 1 12 | 28  | 11     | 11   | 13  | 0   | 0    | 0    | 28  | 57  | 18   | 25.1   | 72  | 12  | 0     | 62    | 57  | 64  | 37    | 0      | 0  |
| Condos         | Total \$ Vol.   | 50.7 | 61    | 50   | 58  | 5  | 3 4  | 0 5     | 7 ! | 51 30.3 | 6:    | 92    | 67  | 49  | 101   | 75    | 109 | 95.9 | 88     | 78   | 105  | 51    | 67      | 87   | 63 6  | 56 !  | 152     | 2 82 | 112 | 89     | 64   | 111 | 78  | 86   | 76   | 91  | 131 | 44   | 271    | 240 | 128 | 122   | 250   | 239 | 140 | 145   | 0      | 0  |
|                |                 |      |       |      |     |    |      |         |     |         |       |       |     |     |       |       |     |      |        |      |      |       |         |      |       |       |         |      |     |        |      |     |     |      |      |     |     |      |        |     |     |       |       |     |     |       |        |    |
| Inventory      | (Units)         | 295  | 313   | 302  | 296 | 29 | 0 29 | 8 29    | 4 2 | 72 248  | 264   | 255   | 232 | 237 | 251   | 252   | 200 | 203  | 202    | 219  | 242  | 253 2 | 289 2   | 90 1 | 95 21 | 14 19 | 97 198  | 155  | 151 | 190    | 190  | 188 | 167 | 157  | 154  | 146 | 143 | 152  | 233    | 169 | 157 | 148   | 123   | 56  | 60  | 74    | 0      | 0  |
|                |                 |      |       |      |     |    |      |         |     |         |       |       |     |     |       |       |     |      |        |      |      |       |         |      |       |       |         |      |     |        |      |     |     |      |      |     |     |      |        |     |     |       |       |     |     |       |        |    |
| Annual \$10M   | & Over / % Chg: |      | \$0/  | 0%   |     |    | \$0  | / 0%    |     |         | \$0   | / 0%  |     |     | \$60  | 0%    |     | :    | \$38/- | 36%  |      | \$1   | 5/-6    | 1%   |       | \$2   | 2 / 48% | 6    | 5   | 63 / : | 184% |     | ,   | 28 / | -56% |     | \$  | 172/ | 5179   | 6   |     | \$131 | /-249 | %   |     | \$101 | / -23% | ,  |
| Annual \$ Volu | ume / % Chg:    |      | \$219 | / 0% |     |    | \$20 | 0 / -99 | %   |         | \$251 | / 259 | 6   |     | \$334 | / 33% |     |      | 367/   | 10%  |      | \$2   | 68 / -2 | 27%  |       | \$39  | 2/479   | %    |     | 376 /  | -4%  |     | \$  | 331/ | -12% |     | \$  | 687/ | / 1089 | 6   |     | \$739 | / 8%  | 5   | 1   | \$284 | /-61%  | ,  |

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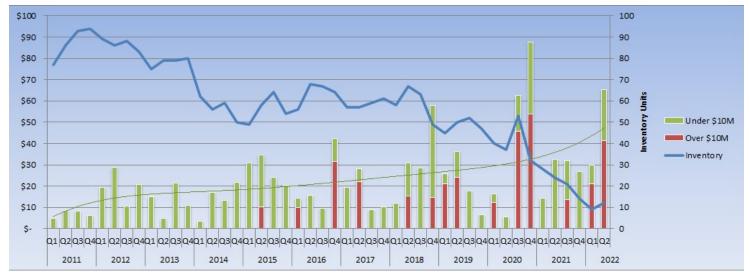
#### Aspen: Unit Sales by Quarter - Condos



- \*The trend line indicates the general pattern and direction of the unit sales over this 11 year period.
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## Aspen: Dollar Sales by Quarter - Vacant Land/Lots



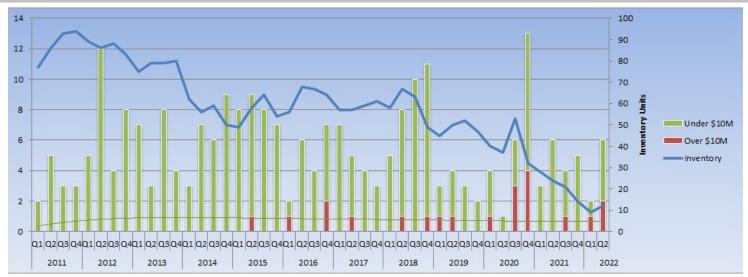
<sup>\*</sup>The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period.

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| Dolla          | rs (\$M)        |      | 201   | 1   |     |     | 2    | 012  |     |     |      | 2013   |     |     |     | 201   | Ι4 |    |     |      | 2015   |       |      |      | 2016   |     |     |     | 201  |     |      |           | 201  | 8    |    |    | 2    | 019  |     |    |      | 20  | 20   |    |     |      | 2021   | 1   |    |    | 20     | 022  |   |
|----------------|-----------------|------|-------|-----|-----|-----|------|------|-----|-----|------|--------|-----|-----|-----|-------|----|----|-----|------|--------|-------|------|------|--------|-----|-----|-----|------|-----|------|-----------|------|------|----|----|------|------|-----|----|------|-----|------|----|-----|------|--------|-----|----|----|--------|------|---|
| Туре           | Desc            | Q1 ( | Q2 (  | Q3  | Q4  | Q1  | Q2   | Q3   | Q4  | Q1  | Q2   | 2 Q    | Q4  | Q   | L C | 12    | Q3 | Q4 | Q1  | Q2   | Q3     | Q4    | Q1   | Q.   | 2 Q    | 3 Q | 4 Q | 1 Q | 2 C  | g C | (4 C | <b>(1</b> | Q2 ( | Q3 ( | Q4 | Q1 | Q2   | Q3   | Q4  | Q  | (1 C | 12  | Q3   | Q4 | Q1  | Q    | 2 Q    | 3 ( | Q4 | Q1 | Q2     | Q3   | Q |
| Vacant Land    | \$10M & Over    | 0    | 0     | 0   | 0   | - ( | 0    | 0    | 0   | 0   | 0    | 0      | 0   | 0   | 0   | 0     | C  | (  | o   | 0 1  | LO     | 0     | 0 1  | LO   | 0      | 0   | 32  | 0   | 22   | 0   | 0    | 0         | 15   | 0    | 15 | 21 | 24   | 1    | 0   | 0  | 12   | 0   | 45.8 | 5  | 4   | 0    | 0      | 14  | 0  | 21 | 41     | C    | 0 |
| Vacalit Laliu  | Total \$ Vol.   | 4.88 | 8.4   | 8.2 | 6.1 | 19. | 3 2  | 9 1  | ) 2 | 1 1 | 5 4  | .8     | 2 1 | 1 3 | .5  | 17    | 13 | 22 | 30. | 8 3  | 34     | 24 20 | .4   | 14   | 16 9   | .6  | 42  | 19  | 28   | 9.1 | 10   | 12        | 31   | 29   | 58 | 26 | 36   | 5 1  | 8 6 | .7 | 16   | 5.5 | 62.7 | 8  | 8 1 | 4    | 32     | 32  | 27 | 30 | 65     | C    | 0 |
|                |                 |      |       |     |     |     |      |      |     |     |      |        |     |     |     |       |    |    |     |      |        |       |      |      |        |     |     |     |      |     |      |           |      |      |    |    |      |      |     |    |      |     |      |    |     |      |        |     |    |    |        |      |   |
| Inventory      | (Units)         | 77   | 86    | 93  | 94  | 8   | 8    | 5 8  | 8   | 3 7 | 5    | 79     | 9 8 | 0   | 62  | 56    | 59 | 50 | 4   | 9 5  | 58 (   | 54 5  | 54 5 | 56   | 68 (   | 67  | 64  | 57  | 57   | 59  | 61   | 58        | 67   | 63   | 49 | 45 | 50   | 5    | 2 4 | 17 | 40   | 37  | 53   | 3  | 2 2 | 28   | 24     | 21  | 14 | 9  | 12     | C    | 0 |
|                |                 |      |       |     |     |     |      |      |     |     |      |        |     |     |     |       |    |    |     |      |        |       |      |      |        |     |     |     |      |     |      |           |      |      |    |    |      |      |     |    |      |     |      |    |     |      |        |     |    |    |        |      |   |
| Annual \$10M   | & Over / % Chg: |      | \$0/0 | 0%  |     |     | \$0  | / 0% |     |     | \$   | 0 / 09 |     | Т   |     | \$0/  | 0% |    | П   | \$1  | 0 / 09 | 6     |      | \$42 | 2/31   | 1%  | Т   | \$2 | 2/-4 | 7%  | П    | \$        | 30/3 | 36%  |    |    | \$45 | /519 | %   | Т  | \$1  | 12/ | 1489 | 6  | Т   | \$1  | 4/-8   | 38% |    | 5  | 62/    | 3569 | % |
| Annual \$ Volu | me / % Chg:     |      | 28 /  | 0%  |     |     | \$79 | 188  | 6   |     | \$52 | /-34   | %   |     |     | \$56/ | 7% |    |     | \$11 | 0/97   | 7%    |      | \$83 | 2 / -2 | 5%  |     | \$6 | 7/-1 | .9% |      | \$1       | 129/ | 93%  |    |    | \$86 | /-33 | 1%  |    | \$1  | 72/ | 1009 | 6  |     | \$10 | 05 / - | 39% |    | ,  | \$95 / | -10% | % |

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# Aspen: Unit Sales by Quarter - Vacant Land/Lots



<sup>\*</sup>The trend line indicates the general pattern and direction of the unit sales over this 11 year period.

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