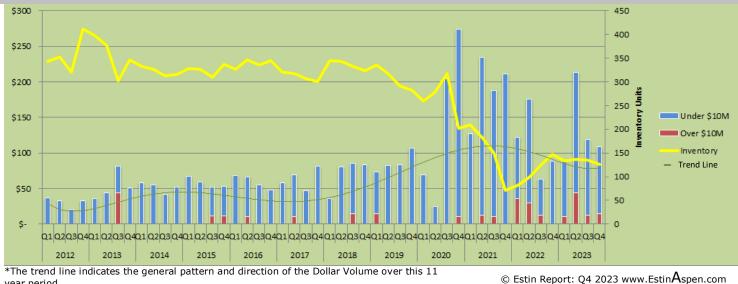
**Estin Report** 



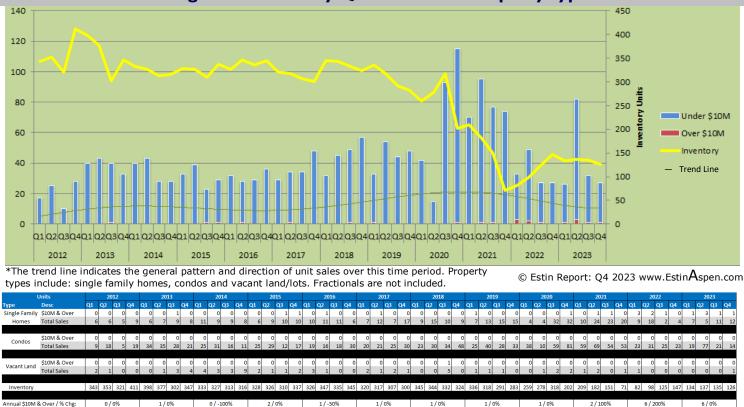
### Snowmass Village: Dollar Sales by Quarter - All Property Types Combined



year period.

Dolla	ırs (\$M)		2012			20	13			2014				2015				2016			20	17			2018			2	019			202	20			2021				2022			20	)23	
Туре	Desc	Q1 (	2 Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	12 Q	3 Q	4 Q:	ι Q2	2 0	13 Q	4 Q	1 Q	2 Q3	Q4	Q1	Q2	Q3 (	24 Q	1 Q2	2 Q	3 Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1 (	2 Q	3 Q4	1 Q	1 Q2	Q3	Q4	Q1	Q2	Q3	Q4
Single Family	\$10M & Over	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	4 0	0 0	0	0	0	0	10	0	13 1	0.4	0	36 3	0 1	.3 (	0 11	1 44	13	15
Homes	Total \$ Vol.	18.9	18 1	7 2:	1 12.8	3 13	60	29	31.9	16	25	27	30 3	4.7	43	37	43	47 3	39 20.	5 25	48	16	53	23	50	37 24	4 4	4 40	54	62	13	11	121	143	44 :	140 1	15 1	.07	71 12	1 2	3 25	5 37	7 51	78	69
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	o c	) (	0	0
condos	Total \$ Vol.	10.4	15 3.4	4 12	2 23.1	1 30	17	17	17.7	35	14 8	3.8	34 2	3.5	7.5	14 1	8.4	18 1	16 27.	1 23	20	27	26	13	30	29 6	0 2	8 41	26	45	56	9	80	129	81	85 7	3.1 1	.01	46 5	5 4	0 63	3 52	2 163	41	31
						_																				_																			
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	15 (	0 (	0 0	0 0	0	0	0	0	0	0	0	0	0	0	0	0 0	3 C	) O	0	0
vacant Land	Total \$ Vol.	7.85	0.7	0 (	0 0	) 1	4	5	8	4	3	16	3	1	1	2	7	1	0	0 10	2	4	3	0	0	20 (	0 :	1 1	3	0	0	5	3	3	3	9	0	2	6	0	0 0	<u>ა</u> ი	) 0	0	10
										_										_																					_				
Inventory	(Units)	343 3	53 32	1 41:	1 398	377	302	347	333	327 3	13 3	16 3	28	326	310 3	37	326 3	47 33	35 34	5 320	317	307	300 3	45 3	44 3	32 32	4 33	6 318	291	283	259	278	318	202	209	182 1	51	71	82 9	8 12	5 147	7 134	4 137	135	126
Annual \$10M a	& Over / % Chg:		\$0 / 0%			\$44	/ 0%		\$	0/-10	0%		\$	24/0	%			1/-55			\$10/	-5%		\$1	5/46	%			/ -3%		:	\$10/	-28%		\$	23/12	2%			/ 244			\$82,		
Annual \$ Volu	me / % Chg:	\$	124 / 0%	6		\$212	/ 71%		\$	206 / -	3%		\$2	31/1	2%		\$2	38/3	%		\$256	/ 8%		\$28	35 / 1	1%		\$345	/ 219	6	5	\$572 /	66%		\$	761/3	3%		\$45	0/-4:	1%		\$531,	/ 18%	
Note: 2	022 figur	es in	cluc	le r	off r	nar	ket	sa	les	ove	r \$	1.01	м																																

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



145 / 169

183 / 26

179 / -2%

80 / 0%

Annual Unit Sales / % Chg:

156 / 95%

139 / -119

124 / -119

136 / -5

167 / 239

316 / 19%

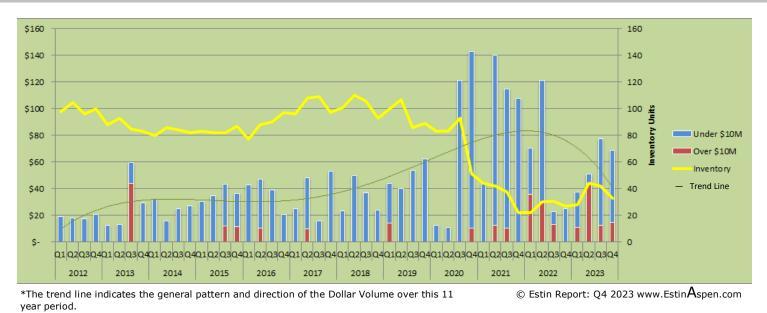
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Note: 2022 figures include off market sales over \$10M

**Estin Report** 



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

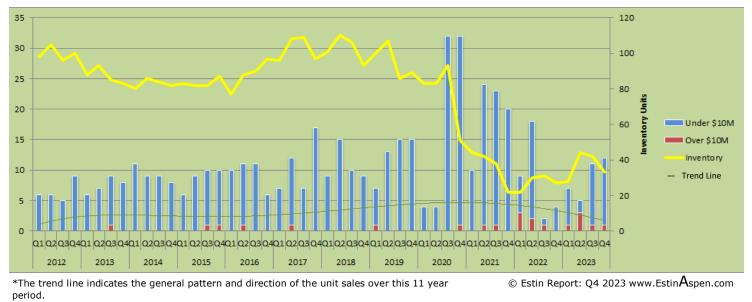


Dollars (\$M)	201	2		2	013			2014				2015			201	16			2017			2	018			201	.9			2020				2021			20	22			2023	
Type Desc 🛛	Q1 Q2	Q3 Q	4 Q1	Q2	Q3	Q4	Q1 (	12 Q	3 Q4	I Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	24 C	1 Q	2 Q	3 Q4	I Q1	Q2	Q3	Q4	Q1	Q2 (	Q3 (	14 Q	ξ1 C	2 Q	3 Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	Q4 (	11 Q	2 Q3	3 Q
Single Family \$10M & Over	0 0	0	0	0	0 44	1 0	0	0	0	0	0	0 1	2 12	0	11	0	0	0	10	0	0	0 (	0 0	0 0	14	0	0	0	0	0	0 1	10	0 1	3 10.4	4 0	36	30	13	0	11	44 1	13
Homes Total \$ Vol.	18.9 18	17	21 12	.8 1	.3 60	29	31.9	16	25	27 3	0 34	.7 4	3 37	43	47	39	20.5	25	48	16 !	53 2	3 5	37	7 24	44	40	54	62	13	11 1	21 14	13 4	14 14	0 11	5 107	7 71	121	23	25	37	51 7	78
Inventory (Units)	98 105	96 1	.00 8	38 9	3 85	83	80	86	84	32 8	3	82 8	2 87	77	88	90	97	96 1	.08 1	09 !	97 10	1 11	106	5 93	100	107	86	89	83	83	93 5	51 4	14 4	2 3	8 22	2 22	30	31	27	28	44 4	42
Annual \$10M & Over / % Chg:	\$0 /	0%		\$4	4/0%		\$	)/-10	0%		\$2	4/0%			\$11/-	-55%		\$1	10/-5	5%		\$0/	-1009	%		\$14/	0%		\$:	10/-2	8%		\$23	/ 122	%		\$79/	244%		\$	82 / 49	%
Annual \$ Volume / % Chg:	\$75 /	0%		\$11	5 / 54%	6	\$1	00/-:	13%		\$14	5 / 459	6		\$150	/ 3%		\$1	.42/-	5%		\$134	/ -5%	6	1	\$200 /	49%		\$2	288/4	4%		\$40	7/41	%		\$240/	-41%		\$2	35 / -2	2%

Note: 2022 figures include off market sales over \$10M

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

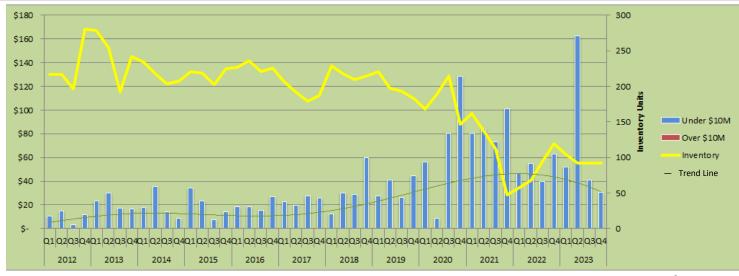


	Units		2012				2013			2	2014				2015	5			2016				2017			2	2018			2	019			202	20			20	21			20	)22			20	23	
Туре	Desc	Q1 (	Q2 Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	L Q2	2 Q	3 Q	4 Q	1 Q2	2 Q3	Q4	I Q1	L Q2	! Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	4
Single Family	y \$10M & Over	0	0	0	0	0	0	1		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	1	0	3	2	1	. 0	1	3	1	1
Homes	Total Sales	6	6	5	9	6	7	9	3 1	1	9	9	8	6	9	10	10	10	11 1	11	6	7	12	7 1	7	9 1	5 1	.0	9	7 13	15	15	4	4	32	32	10	24	23	20	9	18	2	4	7	5	11	12
Inventory		98	105	96 10	30 00	38 !	93 8	58	3 8	0 8	6 8	34 8	32 8	83	82	82	87	77	88 9	90 !	97 !	96 1	08 10	)9 9	7 10	1 11	0 10	69	3 10	0 107	/ 86	89	83	83	93	51	44	42	38	22	22	30	31	. 27	28	44	42	33
Annual \$10M	1 & Over / % Chg:		0/0%			1	l / 0%			0/	-1009	%			2/09	6		1	/ -50%	6			1/0%			0/	-1009	6		1/	0%			1/0	)%			2/1	00%			6/2	200%			6/0	0%	
Annual Unit 9	Sales / % Chg:		26 / 09	6		30	) / 15%			37	/ 239	6		3	5/-5	%		3	8/9%			43	3 / 13%	6		43	/ 0%			50/	16%			72/4	14%			77/	7%			33/	-57%			35/	6%	

# **Estin Report**





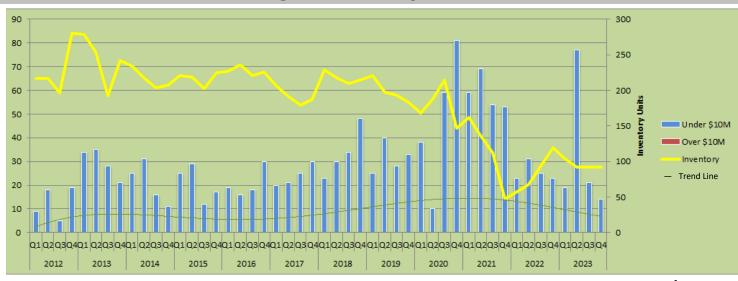


# \*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 © Estin Report: Q4 2023 www.EstinAspen.com year period.

Dolla	irs (\$M)		201	12			20	13			2	014			2	2015				2016				2017	7			2018				2019				2020				202	21			20	22			20	23	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q	3 Q	4 Q	1 Q	2 Q	3 Q4	4 Q	1 Q	2 0	13 Q	4 Q	1 0	2 0	3 Q	4 Q	1 Q	2 Q	3 Q4	I Q1	L Q2	2 Q:	3 Q	4 C	<b>1</b> 0	<b>J</b> 2 (	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	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	0	0	0	0	0	0	0
condos	Total \$ Vol.	10.4	15	3.4	12	23.1	30	17	17	17.3	7 3	5 1	4 8.8	3 34	23	.5 7	.5	14 1	8.4	18	16 23	7.1	23	20	27	26	13	30	29	60	28	41	26 4	15 .	56	9	80 1	.29	81	85	73.1	101	46	55	40	63	52	163	41	31
Inventory	(Units)	217	217	196	281	279	254	192	242	234	4 218	3 20	4 208	3 221	2	19 2	03 2	25	227 2	36 2	21 2	226 2	207 1	191 1	179 1	.87 2	29 :	218 2	10 2	15 2	21 1	97 1	93 18	33 10	58 1	88 2	15 1	.47	162	137	112	47	58	68	94	119	104	92	92	92
Annual \$10M	& Over / % Chg:		\$0/	0%			\$0/	0%			\$0	/ 0%			\$0	) / 0%	5			<b>50 / 0</b> 9	%			\$0 / O	1%			\$0 / 0	%		\$	0/0	6		\$	0 / 09	6			\$0/	0%			\$0/	0%			\$0/	0%	
Annual \$ Volu	me / % Chg:		\$40/	0%			\$87/	117%	5		\$76	/ -13	%		\$7	9 / 59	6		\$	80 / 0	%		\$9	95/1	.9%		\$1	31/3	8%		\$1	39/0	5%		\$2	74/9	7%		\$	339/	24%		\$	204 /	-40%	6	Ş	286 /	40%	

Note: 2022 figures include off market sales over \$10M

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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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	Units		2	012				2013				20	14			21	)15			2	016			20	17			201	0			201	0			20	20			20	21			2	022				2023	
Туре	Desc	01	02	03	04	01	02		3 0	04 (	01	02	03	04	01	02	03	04	01	02	03	04	01	02	03	04	01 0	n2	03	04	01	02	03 0	04	01	02	03	04	01	02	03	04	01	02	03	04	01	02	-	
	\$10M & Over	0	(			0	0	0	0	0	0	رد <u>د</u> 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	Q(2					0	0
Condos	Total Sales	9	18	3	5 1	9 3	4	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	54	53	23	31	25	5 2	3 1	9 7	77	21 1
Inventor	/	217	217	190	5 28	1 27	9 2	54 1	92	242	234	218	204	208	221	219	203	225	227	236	221	226	207	191	179	187	229	218	210	215	221	197	193	183	168	188	215	147	162	137	112	47	58	68	94	1 11	9 10	4 9	92	92 9
Annual \$10	VI & Over / % Chg:		0/	0%				0 / 0%	6			0/	0%			0/	0%			0/	0%			0/	0%			0/0	1%			0/0	)%			0/	0%			0/	0%			0,	0%			0	/ 0%	é .
Annual Unit	: Sales / % Chg:		51	/ 0%			118	3/13	1%			83 / -	30%			83	/ 0%			83	/ 0%			96/	16%			135 /	41%			126/	-7%			188 /	49%			235 /	25%			102	-579	6		131	1/28	3%

Note: 2022 figures include off market sales over \$10M





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

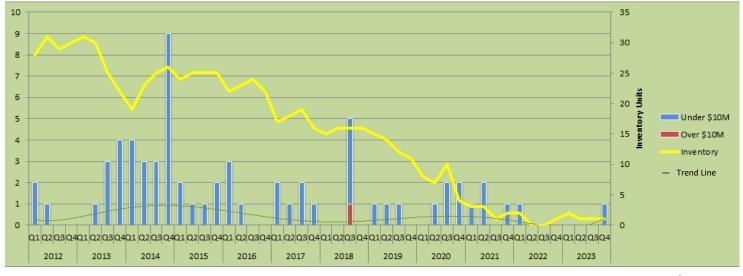
\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 © Estin Report: Q4 2023 www.EstinAspen.com year period.

Dolla	irs (\$M)		201	2			201	13			201	4			20	15			20	16			201	17			201	8			2019	1			2020				2021				202	2			202	3	
Туре	Desc	Q1 (	12 C	13 Q	4 C	1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3 (	Q4 (	Q1	Q2 (	Q3 (	Q4 (	<b>11</b>	22 Q	3 Q	4 Q:	1 Q2	. Q3	3 Q4	I Q1	ιq	2 Q	3 Q	14 C	<b>1</b> (	12 Q	3 Q	4 C	<b>)1</b> C	Q2 (	Q3 (C	4
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	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Vacant Land	Total \$ Vol.	7.85	0.7	0	0	0	0.6	4.2	4.7	8.3	3.7	2.9	16	2.6	0.97	1.2	2.5	7.17	1	0	0	10	1.6	4	2.7	0	0	20	0	1.2	0.9 3	3.3	0	0 4	.9 2	.6 2	.6 2	2.7 9	9.4	0	2.2	5.8	0	0	0	0	0	0	9.5
Inventory	(Units)	28	31	29	30	31	30	25	22	19	23	25	26	24	25	25	25	22	23	24	22	17	18	19	16	15	16	16	16	15	14	12	11	8	7 :	10	4	3	3	1	2	2	0	0	1	2	1	1	1
Annual \$10M	& Over / % Chg:		0/0	%			0/0	0%			0/0	0%			0/0	0%			0/	0%			0/0	0%		1	L4.75	/ 0%		0	/-100	0%		(	) / 0%	5			0/09	6			0/0	%			0/0	1%	
Annual \$ Volu	me / % Chg:		\$9 / C	)%			\$9/:	11%		\$	31/2	26%			\$7/-	77%			\$8/	14%			519/1	127%			\$20/	5%			5/-72	2%		\$1	0 / 86	i%		\$:	14/4	1%		ş	6/-6	i0%		\$	10/0	65%	

Note: 2022 figures include off market sales over \$10M

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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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	Units		20	12				201	3			2	014				201	5			201	16			201	17			20	18			20	19			2	2020				2021				202	22			2	023	
Туре	Desc	Q1	Q2	Q3	Q4	Q1	Q	2 (	<b>J</b> 3	Q4	Q1	Q2	Q3	Q4	l Q	1 Q	2 0	<b>13</b> (	Q4 (	Q1 (	<b>)</b> 2	Q3	Q4	Q1	Q2 (	Q3	Q4 (	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	I Q	1 Q.	2 Q	3 Q	4 Q	1 (	Q2 (	Q3	Q4	Q1	Q2	Q3	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	1	0	0	0	0	) (	0	0	0	0	0	0	0	0	0	0	0	0	0	0	(	0 (	0 0
Vacant Lanu	Total Sales	2	1	0		0	0	1	3	4	4	1	3	3	9	2	1	1	2	3	1	0	0	2	1	2	1	0	0	5	0	1	1	1	L	0	0	1	2	2	1	2	0	1	1	0	0	0	0	0	j (	0 1
Inventory		28	31	29	3	0 3	1	30	25	22	19	23	3 2	25	26	24	25	25	25	22	23	24	22	17	18	19	16	15	16	16	16	15	14	12	2 1	1	8	7 1	0	4	3	3	1	2	2	0	0	1	2	1	1 :	1 1
Annual \$10M	& Over / % Chg:		0/	0%				0/0	%			0,	/ 0%				0/0	%			0/0	0%			0/0	0%			1/0	0%			0/-	100%			0	/ 0%				0/0%	6			0/0	0%			0,	/ 0%	
Annual Unit S	ales / % Chg:		3/	0%			8	/ 16	7%			19/	1389	%		6	5/-64	3%			4/-3	3%			6/5	0%			5/-:	L7%			3/-	40%			5,	/ 67%			4	/ -20	%			1/-7	75%			1,	/ 0%	

Note: 2022 figures include off market sales over \$10M

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