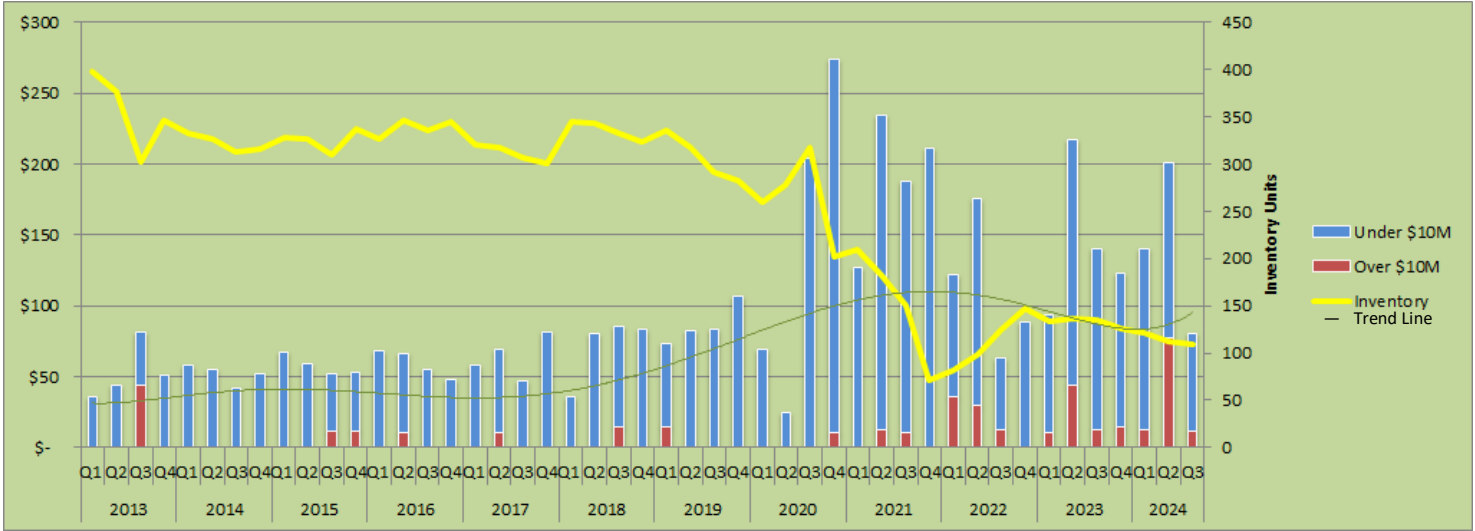




# Estin Report

## Snowmass Village: Dollar Sales Q1 2012 - Q3 2024 - All Property Types



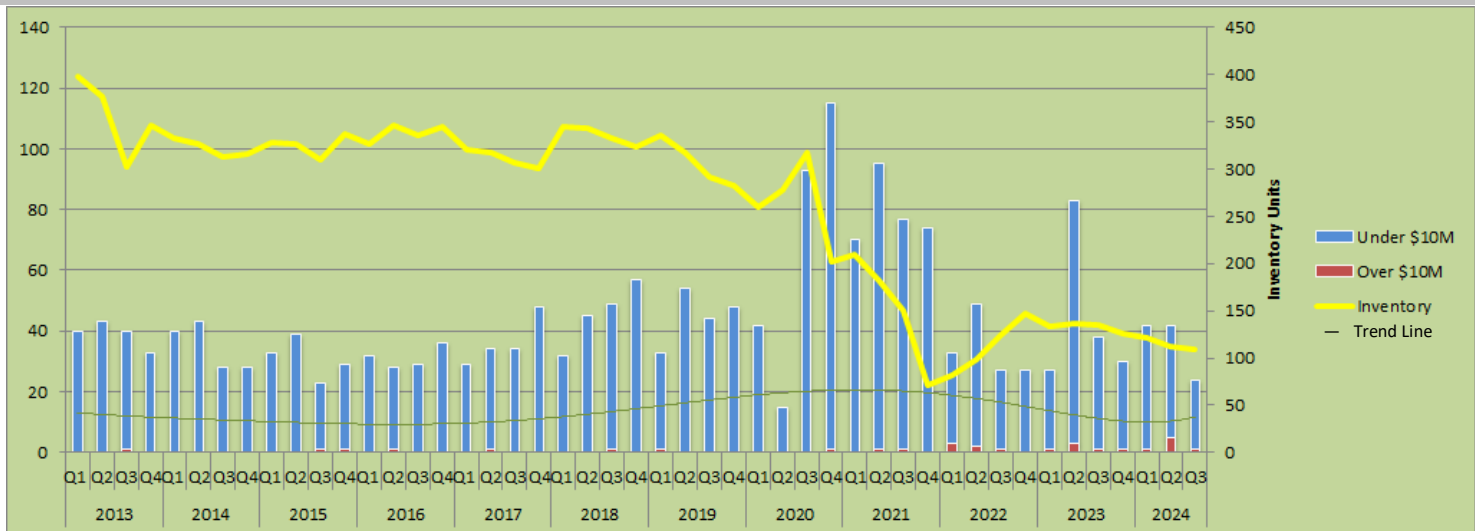
\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11 year period. © Estin Report: Q3 2024 www.EstinAspen.com

Type	Desc	2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
		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	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
Single Family	\$10M & Over	0	0	44	0	0	0	0	0	0	0	0	12	12	0	10.6	0	0	0	0	0	0	0	0	0	0	14	0	0	0	0	0	0	0	13	10	0	36	30	13	0	11	44	13	15				
Homes	Total \$ Vol.	12.8	13	60	29	31.9	16	25	27	30.3	35	43	37	43	47	39	20	24.9	48	16	53.1	23	50	37	24	44	40	54	62	13	11	121	143	44	140	115	107	71	121	22.8	25								
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				
	Total \$ Vol.	23.1	30	17	17	17.7	35	14	8.8	34.2	24	7.5	14	18	18.5	16	27	22.5	20	27	25.7	13	30	29	60	28	41	26	45	56	9	80	129	81	85	73	101	46	55	40	63								
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	15	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0				
	Total \$ Vol.	0	0.6	4.2	4.7	8.3	4	3	16	3	1	1	2	7	1	0	10	2	4	3	0	0	20	0	1	1	3	0	5	3	3	3	3	9	0	2	6	0	0	0	0								
Inventory	(Units)	398	377	302	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	151	71	82	98	125	147								
Annual \$10M & Over / % Chg:		\$44 / 0%				\$0 / -100%				\$24 / 0%				\$11 / -55%				\$10 / -5%				\$15 / 46%				\$14 / -3%				\$10 / -28%				\$23 / 122%				\$79 / 244%				\$82 / 4%				\$103 / 25%			
Annual \$ Volume / % Chg:		\$212 / 0%				\$206 / -3%				\$231 / 12%				\$238 / 3%				\$256 / 8%				\$285 / 11%				\$345 / 21%				\$572 / 66%				\$761 / 33%				\$450 / -41%				\$575 / 28%				\$422 / -27%			

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

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## Snowmass Village: Unit Sales Q1 2012 - Q3 2024 - All Property Types



\*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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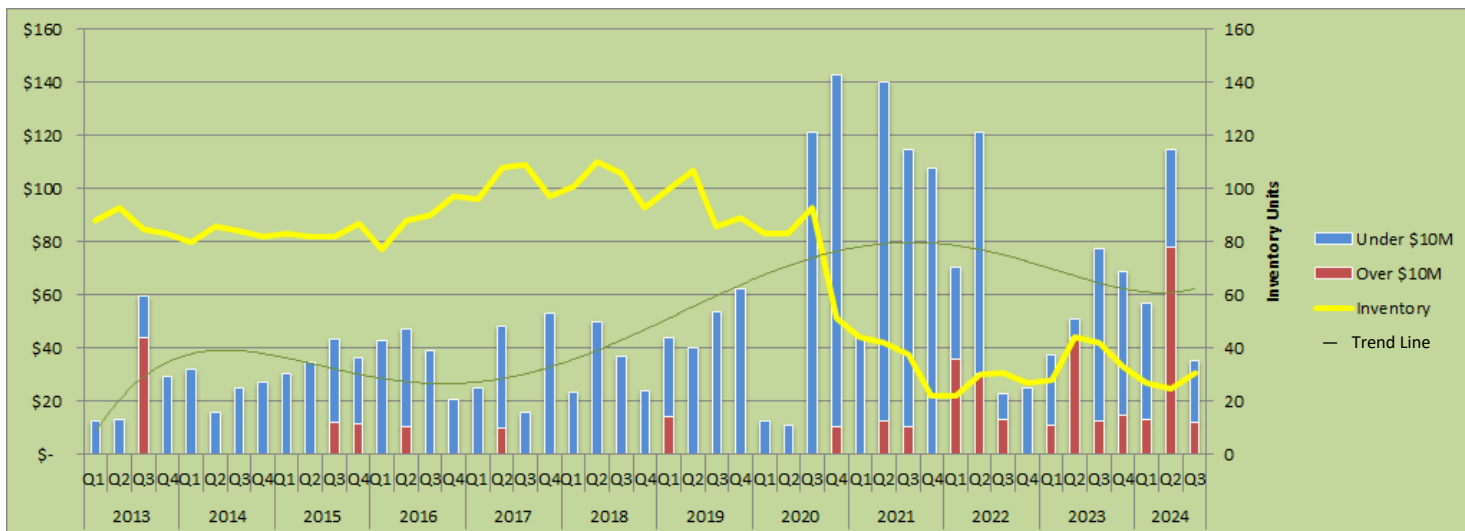
Type	Units	Desc	2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
Single Family	\$10M & Over	0	0	1	0	0	0	0	0	0	0	0	0	0	1	1	0	0	1	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	
Homes	Total Sales	6	7	9	8	11	9	9	8	6	9	10	10	11	11	6	7	12	7	17	9	15	10	9	7	13	15	15	4	4	32	32	10	24	23	20	9	18	2	4	7	5	11	12	8					
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	0	
	Total Sales	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	54	53	23	31	25	23									
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	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
	Total Sales	0	1	3	4	4	3	3	9	2	1	1	2	3	1	0	0	2	1	2	1	0	0	1	0	1	1	1	0	1	2	2	1	2	0	1	1	0	0	0	0	0	0	0	0					
Inventory	(Units)	398	377	302	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	151	71	82	98	125	147									
Annual \$10M & Over / % Chg:		1 / 0%				0 / -100%				2 / 0%				1 / -50%				1 / 0%				1 / 0%				1 / 0%				2 / 100%				6 / 200%				6 / 0%				7 / 17%								
Annual Unit Sales / % Chg:		156 / 0%				139 / -11%				124 / -11%				125 / 1%				145 / 16%				183 / 26%				179 / -2%				265 / 48%				316 / 19%				136 / -57%				178 / 31%				108 / -39%				

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

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## Snowmass Village: Dollar Sales Q1 2012 - Q3 2024 - Single Family Homes (SFH)



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

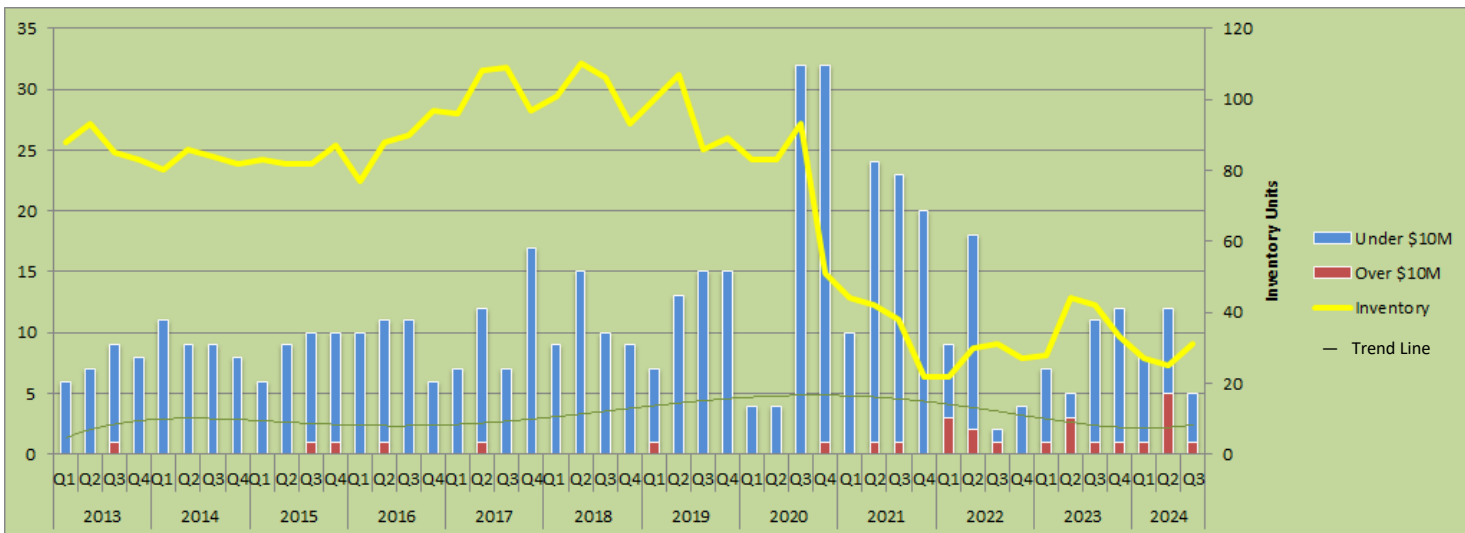
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Dollars (\$M)		2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
Type	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
Single Family Homes	\$10M & Over	0	0	44	0	0	0	0	0	0	0	12	12	0	10.6	0	0	0	0	0	0	0	10	0	0	0	0	0	0	0	14	0	0	0	0	0	0	0	13	10	0	36	30	13	0	11	44	13	15
	Total \$ Vol.	12.8	13	60	29	31.9	16	25	27	30.3	35	43	37	43	47	39	20	24.9	48	16	53.1	23	50	37	24	44	40	54	62	13	11	121	143	44	140	115	107	71	121	22.8	25	37	51	78	69				
	Inventory (Units)	88	93	85	83	80	86	84	82	83	82	82	87	77	88	90	97	96	108	109	97	101	110	106	93	100	107	86	89	83	83	93	51	44	42	38	22	22	30	31	27	28	44	42	33				
	Annual \$10M & Over / % Chg:	\$44 / 0%				\$0 / -100%				\$24 / 0%				\$11 / -55%				\$10 / -5%				\$0 / -100%				\$14 / 0%				\$10 / -28%				\$23 / 122%				\$79 / 244%				\$82 / 4%				\$103 / 25%			
	Annual \$ Volume / % Chg:	\$115 / 0%				\$100 / -13%				\$145 / 45%				\$150 / 3%				\$142 / -5%				\$134 / -5%				\$200 / 49%				\$288 / 44%				\$407 / 41%				\$240 / -41%				\$235 / -2%				\$207 / -12%			

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

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## Snowmass Village: Unit Sales Q1 2012 - Q3 2024 - 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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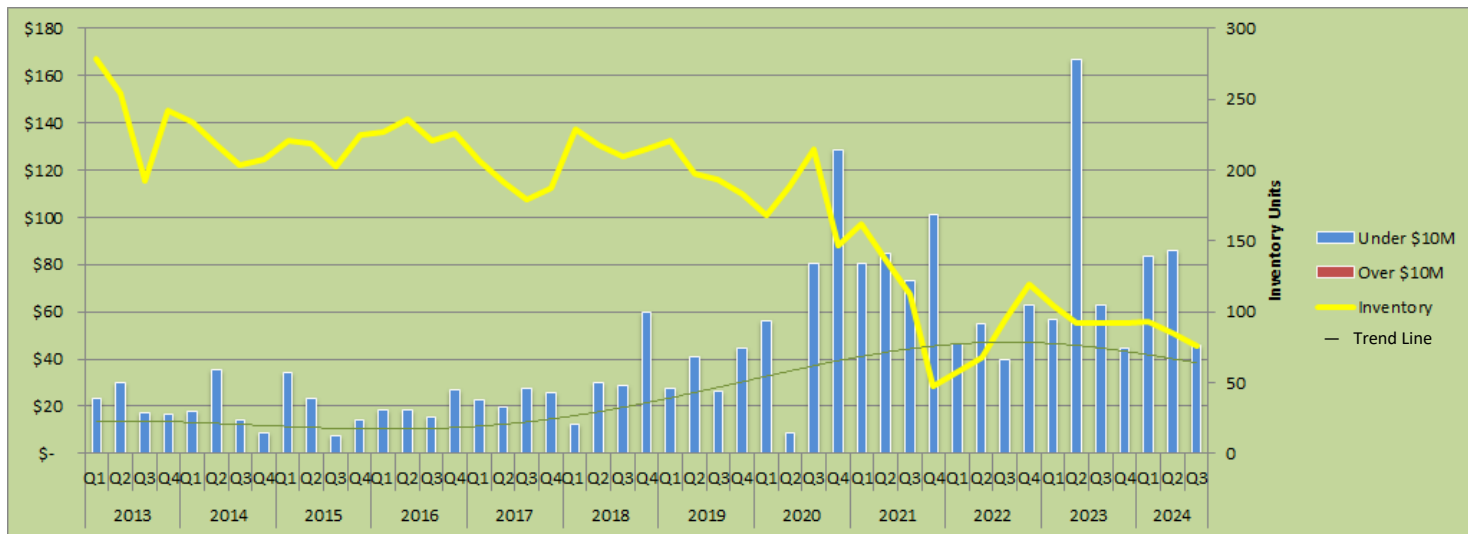
Units		2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
Type	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
Single Family Homes	\$10M & Over	0	0	1	0	0	0	0	0	0	0	1	1	0	1	0	0	0	1	0	0	0	0	0	0	0	0	0	0	0	1	0	0	0	1	1	0	3	2	1	0	1	3	1	1	1	5	1	0
	Total Sales	6	7	9	8	11	9	9	8	6	9	10	10	10	11	11	6	7	12	7	17	9	15	10	9	13	15	15	4	4	32	32	10	24	23	20	9	18	2	4	7	5	11	12	8	12	5	0	0
	Inventory (Units)	88	93	85	83	80	86	84	82	83	82	82	87	77	88	90	97	96	108	109	97	101	110	106	93	100	107	86	89	83	83	93	51	44	42	38	22	22	30	31	27	28	44	42	33				
	Annual \$10M & Over / % Chg:	1 / 0%				0 / -100%				2 / 0%				1 / -50%				1 / 0%				0 / -100%				1 / 0%				1 / 0%				2 / 100%				6 / 200%				6 / 0%				7 / 17%			
	Annual Unit Sales / % Chg:	30 / 0%				37 / 23%				35 / -5%				38 / 9%				43 / 13%				43 / 0%				50 / 16%				72 / 44%				77 / 7%				33 / -57%				35 / 6%				25 / -29%			

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

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## Snowmass Village: Dollar Sales Q1 2012 - Q3 2024 - Condos



\*The trend line indicates the general pattern and direction of the Dollar Volume over this 11

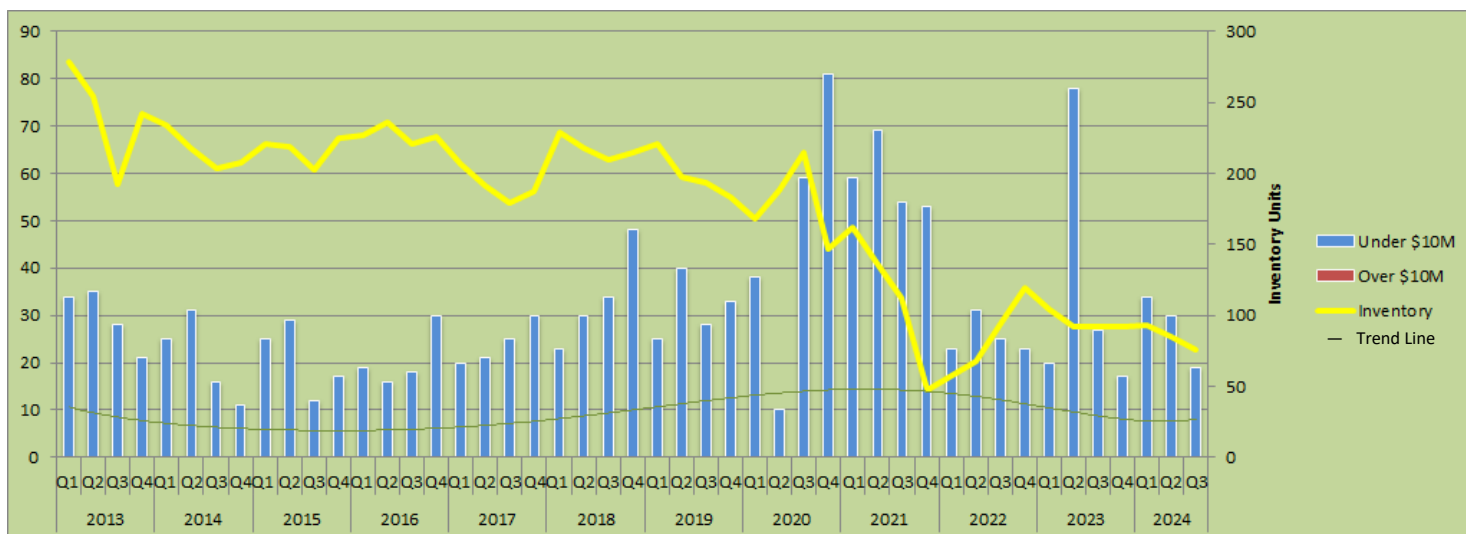
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Dollars (\$M)		2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
Type	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	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				
	Total \$ Vol.	23.1	30	17	17	17.7	35	14	8.8	34.2	24	7.5	14	18	18.5	16	27	22.5	20	27	25.7	13	30	29	60	28	41	26	45	56	9	80	129	81	85	73	101	46	55	40	63	57	167	63	45	83	86	46	0
Inventory (Units)		279	254	192	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	119	104	92	92	93	85	76	0	0
Annual \$10M & Over / % Chg:		\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%				\$0 / 0%							
Annual \$ Volume / % Chg:		\$87 / 0%				\$76 / -13%				\$79 / 5%				\$80 / 0%				\$95 / 19%				\$131 / 38%				\$139 / 6%				\$274 / 97%				\$339 / 24%				\$204 / -40%				\$331 / 62%				\$215 / -35%			

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

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## Snowmass Village: Unit Sales Q1 2012 - Q3 2024 - Condos



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

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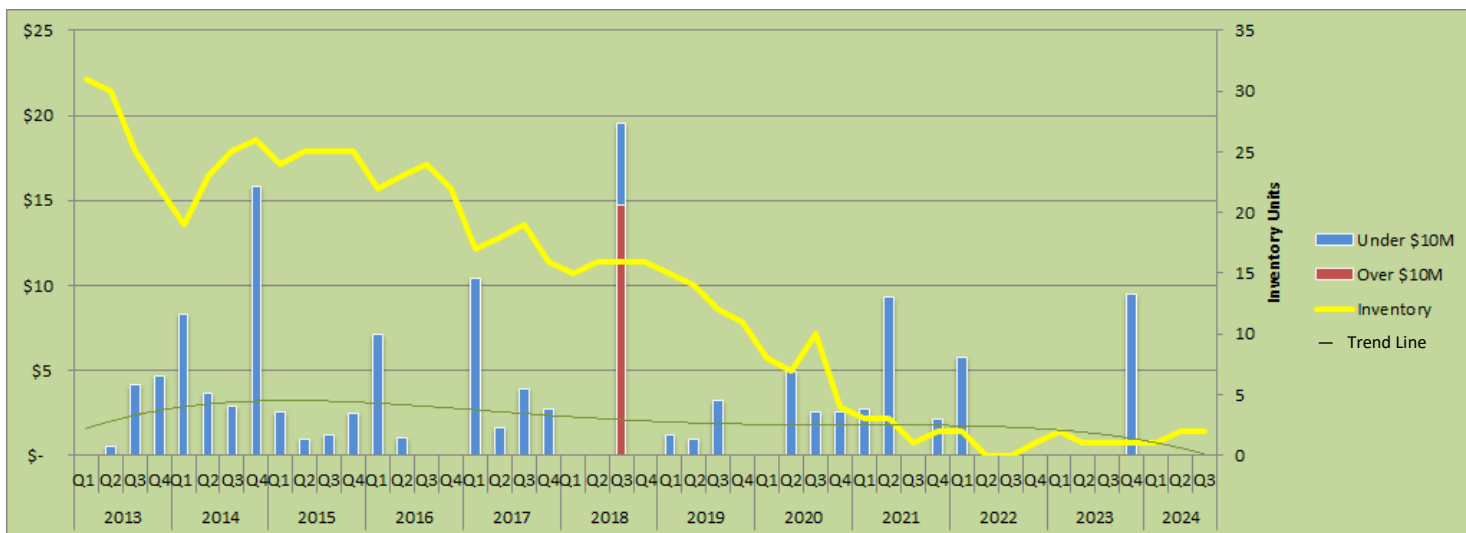
Units		2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
Type	Desc	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Condos	\$10M & Over	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	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	0
	Total Sales	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	54	53	23	31	25	23	20	78	27	17	34	30	19	0
Inventory (Units)		279	254	192	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	119	104	92	92	93	85	76	0	0
Annual \$10M & Over / % Chg:		0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%							
Annual Unit Sales / % Chg:		118 / 0%				83 / -30%				83 / 0%				83 / 0%				96 / 16%				135 / 41%				126 / -7%				188 / 49%				235 / 25%				102 / -57%				142 / 39%				83 / -42%			

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

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## Snowmass Village: Dollar Sales Q1 2012 - Q3 2024 - Vacant Land/Lots



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

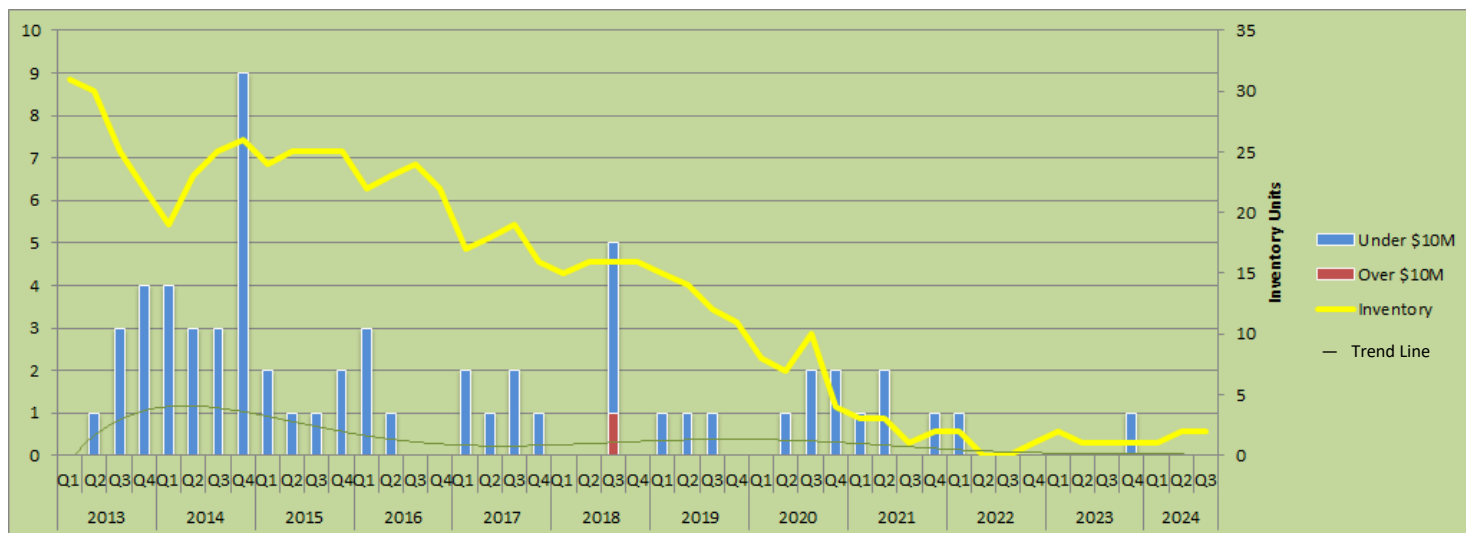
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Type	2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4				
Vacant Land	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	0
\$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	0
Total \$ Vol.	0	0.6	4.2	4.7	8.3	3.7	2.9	16	2.6	1	1.2	2.5	7.2	1.04	0	0	10.4	1.6	4	2.7	0	0	0	0	15	20	0	1.2	0.9	3.3	0	0	0	0	0	0	4.9	2.6	2.6	2.7	9.4	0	2.2	5.8	0	0	0	0
Inventory (Units)	31	30	25	22	19	23	25	26	24	25	25	22	23	24	22	17	18	19	16	15	16	16	16	16	15	14	12	11	8	7	10	4	3	3	1	2	2	0	1	2	1	1	1	1	2	2	0	0
Annual \$10M & Over / % Chg:	0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				14.75 / 0%				0 / -100%				0 / 0%				0 / 0%				0 / 0%				0 / 0%							
Annual \$ Volume / % Chg:	\$9 / 0%				\$31 / 226%				\$7 / -77%				\$8 / 14%				\$19 / 127%				\$20 / 5%				\$5 / -72%				\$10 / 86%				\$14 / 41%				\$6 / -60%				\$10 / 65%				\$0 / -100%			

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

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## Snowmass Village: Unit Sales Q1 2012 - Q3 2024 - 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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Type	2013				2014				2015				2016				2017				2018				2019				2020				2021				2022				2023				2024							
	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	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4								
Vacant Land	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	0	0	0	0	0
\$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	0	0	0	0	0
Total Sales	0	1	3	4	4	4	3	3	9	2	1	1	2	3	1	0	0	2	1	2	1	0	0	0	1	0	0	0	1	1	1	1	0	0	0	0	1	2	2	1	2	0	1	1	0	0	0	0	0	0	0	0
Inventory (Units)	31	30	25	22	19	23	25	26	24	25	25	22	23	24	22	17	18	19	16	15	16	16	16	16	15	14	12	11	8	7	10	4	3	3	1	2	2	0	1	2	1	1	1	1	2	2	0	0				
Annual \$10M & Over / % Chg:	0 / 0%				0 / 0%				0 / 0%				0 / 0%				0 / 0%				1 / 0%				0 / -100%				0 / 0%				0 / 0%				0 / 0%				0 / 0%											
Annual Unit Sales / % Chg:	8 / 0%				19 / 138%				6 / -68%				4 / -33%				6 / 50%				5 / -17%				3 / -40%				5 / 67%				4 / -20%				1 / -75%				0 / 0%											

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

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