(reported separately)



all general aspen property	inventory	pending					closed				
(under \$7.5M)	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	175	31	185	-28%	258	134	204	255	173	265	241
Dollar Volume	\$579,210,539	\$83,422,899	\$516,444,107	-23%	\$674,071,858	\$378,869,707	\$541,201,858	\$678,776,258	\$407,818,950	\$703,120,355	\$621,131,020
Avg Price/SF	\$1,526	\$1,396	\$1,380	10%	\$1,258	\$1,413	\$1,300	\$1,298	\$1,210	\$1,176	\$1,109
Avg Sales Price	est. \$3,085,172	est. \$2,508,445	\$2,791,590	7%	\$2,612,682	\$2,827,386	\$2,652,950	\$2,661,868	\$2,357,335	\$2,653,284	\$2,576,483
Lowest Selling Price			\$190,000	28%	\$149,000	\$239,000	\$149,000	\$149,000	\$100,000	\$100,000	\$107,000
Highest Selling Price			\$7,400,000	0%	\$7,400,000	\$7,400,000	\$7,400,000	\$7,400,000	\$7,300,000	\$7,400,000	\$7,250,000
Avg Asking Price	\$3,309,775	\$2,691,061	\$3,012,569	7%	\$2,819,913	\$3,045,756	\$2,858,378	\$2,871,777	\$2,543,131	\$2,857,180	\$2,792,291
Lowest Asking Price	\$226,000	\$485,000	\$199,500	34%	\$149,000	\$239,000	\$149,000	\$149,000	\$159,000	\$110,000	\$122,500
Highest Asking Price	\$7,450,000	\$7,395,000	\$9,900,000	19%	\$8,295,000	\$9,900,000	\$8,295,000	\$8,295,000	\$7,650,000	\$9,800,000	\$7,995,000
Avg Ask/Sold Discount			6.9%	0.27	6.6%	6.8%	6.2%	6.4%	6.8%	6.1%	7.3%
Avg Days on Market	259	227	296	7%	275	302	260	264	277	282	282

## current aspen general activity report

284

266

## excludes luxury properties due to distortion of averages

condominiums/townhomes	inventory	pending					closed				
	at 09/30/2018	at 09/30/2018	last 12 mo*	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	76	17	101	-33%	151	71	123	153	114	151	130
Dollar Volume	\$146,867,540	\$33,313,899	\$173,823,250	-36%	\$273,680,358	\$118,462,250	\$230,323,358	\$285,684,358	\$196,031,250	\$234,876,915	\$223,767,326
Avg Price/SF	\$1,587	\$1,537	\$1,442	9%	\$1,327	\$1,495	\$1,363	\$1,354	\$1,242	\$1,170	\$1,161
Avg Sales Price	est. \$1,826,734	est. \$1,852,421	\$1,721,022	-5%	\$1,812,453	\$1,668,482	\$1,872,548	\$1,867,218	\$1,719,572	\$1,555,476	\$1,721,287
Lowest Selling Price			\$190,000	28%	\$149,000	\$239,000	\$149,000	\$149,000	\$100,000	\$100,000	\$107,000
Highest Selling Price			\$6,985,000	-6%	\$7,400,000	\$6,985,000	\$7,400,000	\$7,400,000	\$7,300,000	\$7,250,000	\$6,425,000
Avg Asking Price	\$1,932,468	\$1,959,641	\$1,831,418	-5%	\$1,936,246	\$1,771,314	\$1,997,859	\$1,993,116	\$1,820,118	\$1,642,009	\$1,831,630
Lowest Asking Price	\$226,000	\$485,000	\$199,500	34%	\$149,000	\$239,000	\$149,000	\$149,000	\$159,000	\$110,000	\$122,500
Highest Asking Price	\$6,895,000	\$6,500,000	\$7,295,000	-9%	\$8,000,000	\$7,295,000	\$8,000,000	\$8,000,000	\$7,650,000	\$7,495,000	\$6,500,000
Avg Ask/Sold Discount			5.5%	0.48	5.0%	5.5%	4.6%	4.8%	5.7%	5.0%	6.0%
Ave Davis an Manhat	202	000	231	-10%	258	258	241	226	261	256	254
Avg Days on Market	202	208	-		230	200	241	220	201	230	204
Avg Days on Market	202	208	231 *excluding 12 luxury tow		230	230	241	220	201	230	204
Avg Days on Market	202	208	-		236	230	241	220	201	230	204
single family homes	inventory	pending	-		230	236	closed	220	201	230	204
			-		prev 12 mo	2018 YTD		2017	2016	2015	2014
single family homes	inventory	pending	*excluding 12 luxury tow	nhomes	· ·		closed				
single family homes (excluding luxury)	inventory at 09/30/2018	pending at 09/30/2018	*excluding 12 luxury tow	nhomes ytd chg	prev 12 mo	2018 YTD	closed 2017 YTD 69	2017	2016 47	2015	2014 90
single family homes (excluding luxury) Number	inventory at 09/30/2018 79	pending at 09/30/2018 9	*excluding 12 luxury tow last 12 mo* 70	nhomes ytd chg -23%	prev 12 mo 91	2018 YTD	closed 2017 YTD 69	2017 87	2016 47	2015 91	2014 90
single family homes (excluding luxury) Number Dollar Volume	inventory at 09/30/2018 79 \$381,143,999 \$1,468	pending at 09/30/2018 9 \$31,504,000	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857	nhomes ytd chg -23% -17%	prev 12 mo 91 \$361,676,000	2018 YTD 52 \$228,382,457	closed 2017 YTD 69 \$282,288,000	2017 87 \$354,401,400	2016 47 \$174,270,200	2015 91 \$388,510,940	2014 90 \$343,899,104
single family homes (excluding luxury) Number Dollar Volume Avg Price/SF	inventory at 09/30/2018 79 \$381,143,999 \$1,468 est. \$4,509,600	pending at 09/30/2018 9 \$31,504,000 \$1,129	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857 \$1,289	nhomes ytd chg -23% -17% 13%	prev 12 mo 91 \$361,676,000 \$1,143	2018 YTD 52 \$228,382,457 \$1,301	closed 2017 YTD 69 \$282,288,000 \$1,186	2017 87 \$354,401,400 \$1,200	2016 47 \$174,270,200 \$1,134 \$3,707,877	2015 91 \$388,510,940 \$1,186	2014 90 \$343,899,104 \$1,036
single family homes (excluding luxury) Number Dollar Volume Avg Price/SF Avg Sales Price	inventory at 09/30/2018 79 \$381,143,999 \$1,468 est. \$4,509,600	pending at 09/30/2018 9 \$31,504,000 \$1,129 est. \$3,271,894	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857 \$1,289 \$4,292,798	nhomes ytd chg -23% -17% 13% 8% 0% 1%	prev 12 mo 91 \$361,676,000 \$1,143 \$3,974,462	2018 YTD 52 \$228,382,457 \$1,301 \$4,391,970	closed 2017 YTD 69 \$282,288,000 \$1,186 \$4,091,130	2017 87 \$354,401,400 \$1,200 \$4,073,579	2016 47 \$174,270,200 \$1,134 \$3,707,877	2015 91 \$388,510,940 \$1,186 \$4,269,351 \$750,000	2014 90 \$343,899,104 \$1,036 \$3,821,101
single family homes (excluding luxury) Number Dollar Volume Avg Price/SF Avg Sales Price Lowest Selling Price	inventory at 09/30/2018 79 \$381,143,999 \$1,468 est. \$4,509,600	pending at 09/30/2018 9 \$31,504,000 \$1,129	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857 \$1,289 \$4,292,798 \$1,095,000	nhomes ytd chg -23% -17% 13% 8% 0%	prev 12 mo 91 \$361,676,000 \$1,143 \$3,974,462 \$1,100,000	2018 YTD 52 \$228,382,457 \$1,301 \$4,391,970 \$1,095,000	closed 2017 YTD 69 \$282,288,000 \$1,186 \$4,091,130 \$1,100,000	2017 87 \$354,401,400 \$1,200 \$4,073,579 \$1,100,000	2016 47 \$174,270,200 \$1,134 \$3,707,877 \$740,000	2015 91 \$388,510,940 \$1,186 \$4,269,351 \$750,000	2014 90 \$343,899,104 \$1,036 \$3,821,101 \$549,400
single family homes (excluding luxury) Number Dollar Volume Avg Price/SF Avg Sales Price Lowest Selling Price Highest Selling Price	inventory at 09/30/2018 79 \$381,143,999 \$1,468 est. \$4,509,600 \$4,824,608	pending at 09/30/2018 9 \$31,504,000 \$1,129 est. \$3,271,894	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857 \$1,289 \$4,292,798 \$1,095,000 \$7,400,000	nhomes ytd chg -23% -17% 13% 8% 0% 1%	prev 12 mo 91 \$361,676,000 \$1,143 \$3,974,462 \$1,100,000 \$7,300,000	2018 YTD 52 \$228,382,457 \$1,301 \$4,391,970 \$1,095,000 \$7,400,000	closed 2017 YTD 69 \$282,288,000 \$1,186 \$4,091,130 \$1,100,000 \$7,300,000	2017 87 \$354,401,400 \$1,200 \$4,073,579 \$1,100,000 \$7,300,000	2016 47 \$174,270,200 \$1,134 \$3,707,877 \$740,000 \$7,200,000 \$4,069,323 \$799,000	2015 91 \$388,510,940 \$1,186 \$4,269,351 \$750,000 \$7,400,000	2014 90 \$343,899,104 \$1,036 \$3,821,101 \$549,400 \$7,250,000 \$4,131,443
single family homes (excluding luxury) Number Dollar Volume Avg Price/SF Avg Sales Price Lowest Selling Price Highest Selling Price Avg Asking Price	inventory at 09/30/2018 79 \$381,143,999 \$1,468 est. \$4,509,600 \$4,824,608 \$270,000	pending at 09/30/2018 9 \$31,504,000 \$1,129 est. \$3,271,894 \$3,500,444	*excluding 12 luxury tow last 12 mo* 70 \$300,495,857 \$1,289 \$4,292,798 \$1,095,000 \$7,400,000 \$4,605,829	nhomes ytd chg -23% -17% 13% 8% 0% 1% 7%	prev 12 mo 91 \$361,676,000 \$1,143 \$3,974,462 \$1,100,000 \$7,300,000 \$4,309,181	2018 YTD 52 \$228,382,457 \$1,301 \$4,391,970 \$1,095,000 \$7,400,000 \$4,707,192	closed 2017 YTD 69 \$282,288,000 \$1,186 \$4,091,130 \$1,100,000 \$7,300,000 \$4,428,384	2017 87 \$354,401,400 \$1,200 \$4,073,579 \$1,100,000 \$7,300,000 \$4,404,511	2016 47 \$174,270,200 \$1,134 \$3,707,877 \$740,000 \$7,200,000 \$4,069,323	2015 91 \$388,510,940 \$1,186 \$4,269,351 \$750,000 \$7,400,000 \$4,634,181	2014 90 \$343,899,104 \$1,036 \$3,821,101 \$549,400 \$7,250,000 \$4,131,443

335 22% \*excluding 24 luxury homes

6.9%

single family lots	inventory	pending					closed				
	at 09/30/2018	at 09/30/2018	last 12 mo	ytd chg	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	20	5	14	-13%	16	11	12	15	12	23	21
Dollar Volume	\$51,199,000	\$18,605,000	\$42,125,000	9%	\$38,715,500	\$32,025,000	\$28,590,500	\$38,690,500	\$37,517,500	\$79,732,500	\$53,464,590
Avg Sales Price	est. \$2,137,931	est. \$3,107,577	\$3,008,929	24%	\$2,419,719	\$2,911,364	\$2,382,542	\$2,579,367	\$3,126,458	\$3,466,630	\$2,545,933
Lowest Selling Price			\$1,537,500	491%	\$260,000	\$1,537,500	\$260,000	\$260,000	\$1,250,000	\$500,000	\$250,000
Highest Selling Price			\$5,400,000	-14%	\$6,250,000	\$5,400,000	\$6,250,000	\$6,250,000	\$6,200,000	\$6,400,000	\$7,000,000
Avg Asking Price	\$2,559,950	\$3,721,000	\$3,567,429	33%	\$2,689,313	\$3,417,636	\$2,651,167	\$2,944,267	\$3,434,167	\$3,804,304	\$3,007,524
Lowest Asking Price	\$495,000	\$2,375,000	\$2,350,000	495%	\$395,000	\$2,350,000	\$395,000	\$395,000	\$1,425,000	\$595,000	\$299,000
Highest Asking Price	\$7,195,000	\$7,395,000	\$6,500,000	0%	\$6,500,000	\$6,500,000	\$6,500,000	\$6,500,000	\$7,350,000	\$7,800,000	\$7,500,000
Avg Ask/Sold Discount			17.0%	3.95	13.1%	16.5%	13.9%	15.0%	9.1%	9.1%	16.4%
Avg Days on Market	373	222	564	26%	446	635	417	394	439	549	365

8.1%

273

6.5%

292

7.8%

268

7.8%

308

9.0%

272

7.1%

259

7.1%

302

-1.28

## BERKSHIRE HATHAWAY HomeServices Aspen Snowmass Properties

Avg Ask/Sold Discount

Avg Days on Market