



all basalt property (under \$7.5M)	listed	pending					closed				
(includes Basalt Proper, El Jebel, Frying Pan/Reudi & Emma/Sopris Creek areas - Meredith excuded)	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	121	24	192	10%	175	125	97	161	148	147	113
Dollar Volume	\$124,680,945	\$28,166,900	\$133,919,183	16%	\$115,260,344	\$110,739,389	\$61,029,728	\$117,200,522	\$119,067,613	\$95,105,412	\$89,489,205
Avg Price/SF	\$438	\$510	\$409	9%	\$374	\$469	\$357	\$386	\$367	\$321	\$304
Avg Sales Price	est. \$950,477	est. \$1,128,973	\$706,793	4%	\$678,294	\$918,829	\$629,172	\$686,606	\$706,748	\$670,162	\$614,330
Lowest Selling Price	•		\$59,000	7%	\$55,000	\$59,000	\$55,000	\$55,000	\$39,000	\$168,000	\$56,000
Highest Selling Price	•		\$2,625,000	-34%	\$4,000,000	\$4,875,000	\$4,000,000	\$4,000,000	\$3,640,000	\$3,950,000	\$2,800,000
Avg Asking Price	\$988,066	\$1,173,621	\$738,862	3%	\$717,030	\$952,525	\$661,862	\$721,984	\$748,405	\$715,699	\$651,140
Lowest Asking Price	\$69,000	\$389,000	\$79,000	36%	\$58,000	\$79,000	\$58,000	\$58,000	\$39,000	\$173,000	\$58,000
Highest Asking Price	\$5,900,000	\$4,800,000	\$2,750,000	-39%	\$4,495,000	\$4,875,000	\$4,495,000	\$4,495,000	\$3,640,000	\$5,395,000	\$3,495,000
Avg Ask/Sold Discount			4.0%	-0.42	4.4%	3.8%	4.3%	4.1%	4.7%	4.0%	4.4%
Avg Days on Market	230	178	223	-3%	229	233	210	216	235	218	206

*data excludes Roaring Fork Club activity due to 20-30% distortion of averages

current basalt general a	ctivity rep	ort								cludes luxury to distortion c	
condominiums/townhomes	listed	pending					closed				,,
	at 09/30/2018	at 09/30/2018	last 12 mo	change	prev 12 mo	2018 YTD	2017 YTD	2017	2016	2015	2014
Number	46	12	90	20%	75	54	46	82	86	85	55
Dollar Volume	\$29,562,950	\$6,870,000	\$50,161,505	22%	\$41,245,569	\$31,938,630	\$24,810,828	\$43,033,703	\$46,552,291	\$38,827,112	\$25,153,615
AVG Price per SQ FT	\$422	\$451	\$435	8%	\$401	\$456	\$379	\$389	\$371	\$314	\$304
Avg Sales Price	est. \$631,837	est. \$562,847	\$557,350	1%	\$549,941	\$591,456	\$539,366	\$524,801	\$541,306	\$456,790	\$457,338
Lowest Selling Price			\$271,000	26%	\$215,000	\$314,000	\$242,000	\$242,000	\$200,000	1)	\$187,000
Highest Selling Price			\$1,245,000	-21%	\$1,580,938	\$1,245,000	\$1,450,000	\$1,450,000	\$1,800,000	\$888,266	\$1,750,000
Avg Asking Price	\$642,673	\$572,500	\$568,093	1%	\$561,878	\$601,022	\$553,558	\$538,254	\$553,890	\$467,649	\$467,983
Lowest Asking Price		. ,	\$279,000	30%	\$215,000	\$314,000	\$242,000	\$242,000	\$215,000	<i> </i>	\$184,90
Highest Asking Price	\$1,479,000	\$895,000	\$1,245,000	-27%	\$1,699,000	\$1,245,000	\$1,525,000	\$1,525,000	\$1,800,000	\$876,600	\$1,750,000
Avg Ask/Sold Discount			1.9%	0.02	1.9%	1.7%	2.1%	2.2%	2.6%	2.6%	2.5%
Avg Days on Market	181	146	192	5%	182	191	142	165	206	192	149
single family homes	listed	pending					closed				
			last 12 mo	change	prev 12 mo	2018 YTD	closed 2017 YTD	2017	2016	2015	2014
	listed	pending	last 12 mo	change -4%	prev 12 mo 85	2018 YTD		2017 83	2016 82	2015 84	2014 72
single family homes	listed at 09/30/2018	pending at 09/30/2018			•		2017 YTD				72
single family homes	listed at 09/30/2018	pending at 09/30/2018 9	82	-4%	85	55	2017 YTD 57	83	82	84	72
single family homes Number Dollar Volume	listed at 09/30/2018 51 \$72,456,000	pending at 09/30/2018 9 \$21,296,900 \$570	82 \$75,115,428	-4% 6%	85 \$70,981,775	55 \$50,798,509	2017 YTD 57 \$44,221,900	83 \$67,968,819	82 \$70,423,322	84 \$71,660,780	72 \$53,343,300
single family homes Number Dollar Volume AVG Price per SQ FT	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087	pending at 09/30/2018 9 \$21,296,900 \$570	82 \$75,115,428 \$372	-4% 6% 11%	85 \$70,981,775 \$336	55 \$50,798,509 \$361	2017 YTD 57 \$44,221,900 \$312	83 \$67,968,819 \$321	82 \$70,423,322 \$310	84 \$71,660,780 \$307	72 \$53,343,300 \$284 \$740,879
Single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087	pending at 09/30/2018 9 \$21,296,900 \$570	82 \$75,115,428 \$372 \$916,042	-4% 6% 11% 10% 96% -34%	85 \$70,981,775 \$336 \$835,080	55 \$50,798,509 \$361 \$923,609	2017 YTD 57 \$44,221,900 \$312 \$775,823	83 \$67,968,819 \$321 \$818,901	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000	84 \$71,660,780 \$307 \$853,105	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565	pending at 09/30/2018 9 \$21,296,900 \$570	82 \$75,115,428 \$372 \$916,042 \$350,000	-4% 6% 11% 10% 96% -34% -10%	85 \$70,981,775 \$336 \$835,080 \$179,000	55 \$50,798,509 \$361 \$923,609 \$350,000	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000	83 \$67,968,819 \$321 \$818,901 \$179,000	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Avg Asking Price Lowest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000	-4% 6% 11% 10% 96% -34% -10% 112%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price Lowest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000	-4% 6% 11% 10% 96% -34% -10% 112% -39%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000 \$4,495,000	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price Lowest Asking Price Highest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000 \$5,900,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000 \$4,800,000	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3%	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3%	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3%	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000 \$4,495,000 4.9%	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000 5.0%	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000 7.2%	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000 5.5%	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000 \$.9%
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price Lowest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3% 218	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09 -14%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3% 254	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3% 247	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000 \$4,495,000	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price Lowest Asking Price Highest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000 \$5,900,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000 \$4,800,000	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3% 218	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09 -14%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3%	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3% 247	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000 \$4,495,000 4.9%	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000 5.0%	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000 7.2%	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000 5.5%	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000 \$.9%
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Avg Asking Price Lowest Asking Price Avg Ask/Sold Discount Avg Days on Market	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000 \$5,900,000 184	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000 \$4,800,000 210	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3% 218	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09 -14%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3% 254	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3% 247	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$4,000,000 \$4,495,000 4.9% 236	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000 5.0%	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000 7.2%	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000 5.5%	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000 \$.9%
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Highest Selling Price Lowest Asking Price Highest Asking Price	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000 \$5,900,000	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000 \$4,800,000 210 pending	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3% 218	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09 -14%	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3% 254	55 \$50,798,509 \$361 \$923,609 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3% 247	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$968,861 \$179,000 \$4,495,000 4.9%	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000 5.0%	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000 7.2%	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000 5.5%	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000 \$.9%
single family homes Number Dollar Volume AVG Price per SQ FT Avg Sales Price Lowest Selling Price Avg Asking Price Lowest Asking Price Avg Ask/Sold Discount Avg Days on Market	listed at 09/30/2018 51 \$72,456,000 \$456 est. \$1,420,087 \$1,499,565 \$439,000 \$5,900,000 184 listed	pending at 09/30/2018 9 \$21,296,900 \$570 est. \$1,393,867 \$1,471,878 \$599,000 \$4,800,000 210 pending	82 \$75,115,428 \$372 \$916,042 \$350,000 \$2,625,000 \$969,321 \$380,000 \$2,750,000 5.3% 218 *data excludes Roaring	-4% 6% 11% 10% 96% -34% -10% 112% -39% -1.09 -14% Fork Club activit	85 \$70,981,775 \$336 \$835,080 \$179,000 \$4,000,000 \$1,076,009 \$179,000 \$4,495,000 6.3% 254 y due to 20-30% distortion	55 \$50,798,509 \$361 \$923,609 \$350,000 \$2,550,000 \$1,078,021 \$385,000 \$2,750,000 5.3% 247 of averages	2017 YTD 57 \$44,221,900 \$312 \$775,823 \$179,000 \$4,000,000 \$4,000,000 \$4,405,000 \$4,495,000 4.9% 236 closed	83 \$67,968,819 \$321 \$818,901 \$179,000 \$4,000,000 \$1,013,564 \$179,000 \$4,495,000 5.0% 229	82 \$70,423,322 \$310 \$858,821 \$385,000 \$3,100,000 \$1,142,470 \$389,000 \$3,500,000 7.2% 235	84 \$71,660,780 \$307 \$853,105 \$320,000 \$3,950,000 \$1,105,348 \$334,000 \$5,395,000 5.5% 224	72 \$53,343,300 \$284 \$740,879 \$360,000 \$2,800,000 \$922,546 \$394,500 \$3,495,000 5.9% 239

Dollar V	olume	\$22,661,995	\$0	\$9,212,250	145%	\$3,758,000	\$28,002,250	\$3,563,000	\$6,198,000	\$2,092,000	\$2,935,000	\$10,992,290
	Avg Sales Price	est. \$888,188	N/A	\$438,679	87%	\$234,875	\$1,077,010	\$237,533	\$295,143	\$190,182	\$489,167	\$916,024
	Lowest Selling Price			\$59,000	7%	\$55,000	\$59,000	\$55,000	\$55,000	\$39,000	\$168,000	\$56,000
	Highest Selling Price			\$2,100,000	133%	\$900,000	\$2,350,000	\$900,000	\$900,000	\$344,000	\$1,925,000	\$5,900,000
	Avg Asking Price	\$944,250	\$0	\$467,238	83%	\$255,188	\$1,101,288	\$257,200	\$318,405	\$215,082	\$593,000	\$1,044,708
	Lowest Asking Price	\$439,000	\$0	\$79,000	36%	\$58,000	\$79,000	\$58,000	\$58,000	\$39,000	\$173,000	\$58,000
	Highest Asking Price	\$5,950,000	\$0	\$2,100,000	133%	\$900,000	\$2,350,000	\$900,000	\$900,000	\$349,000	\$2,450,000	\$6,750,000
	Avg Ask/Sold Discount			9.0%	-0.60	9.6%	5.9%	9.4%	8.9%	10.9%	10.7%	8.8%
	Avg Days on Market	512	0	309	-16%	370	322	358	353	473	523	354

BERKSHIRE HATHAWAY Aspen Snowmass Properties

current basalt general activity report