



All closings from January 1 through September 30, 2018.  
Information is deemed to be reliable, but is not guaranteed.  
Source: Aspen Board of Realtors Multiple Listing Service

# LUXURY MARKET DOMINANCE Q1-Q3 2018

Closings over \$2 million in Aspen & Snowmass Village

#	Top 10 Companies	Sides	\$ Volume	Market Share
1	Aspen Snowmass Sotheby's International Realty	160	\$833,782,360	44.02%
2	Coldwell Banker Mason Morse	55	\$355,115,736	18.75%
3	Douglas Elliman Real Estate	27	\$119,779,615	6.32%
4	Compass	19	\$105,820,000	5.59%
5	Engel & Völkers	19	\$90,233,500	4.76%
6	Aspen Associates Realty	10	\$57,698,500	3.05%
7	Berkshire Hathaway Home Services	9	\$32,565,500	1.72%
8	Setterfield & Bright	5	\$24,172,500	1.28%
9	Aspen Estates Inc.	1	\$18,344,736	0.97%
10	Romero Group LLC	2	\$17,300,000	0.91%
	All Others	47	\$239,369,466	12.63%

So far this Year, Our Sales Volume in the Luxury Market is Over:

**2X** | **9X**

Our #2 Competitor

Our #3 Competitor

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# LUXURY MARKET PENETRATION Q1-Q3 2018

Closings over \$2 million in Aspen & Snowmass Village

#	Top 5 Companies	Q1-Q3 2018 (JAN - SEPT)			YEAR-END 2017			YEAR-END 2016			#	Sides	\$ Volume	Market Share
		Sides	\$Volume	Market Share	#	Sides	\$ Volume	Market Share	#	Sides	\$ Volume	Market Share		
1	Aspen Snowmass Sotheby's International Realty	160	\$833M	44.02%	1	152.5	\$915M	33.91%	1	118.5	\$553M	32.47%		
2	Coldwell Banker Mason Morse	55	\$355M	18.75%	2	63	\$405M	14.99%	2	36.5	\$202M	11.85%		
3	Douglas Elliman Real Estate	27	\$119M	6.32%	3	56	\$322M	11.94%	5	22	\$99M	5.81%		
6	Compass	19	\$105M	5.59%	4	33	\$199M	7.39%	3	21.5	\$108M	6.36%		
7	Berkshire Hathaway Home Services	9	\$32M	1.72%	7	22	\$103M	3.83%	6	18.5	\$82M	4.83%		

Aspen Snowmass Sotheby's International Realty