



## LOCAL MARKET DOMINANCE Q1-Q3 2018

| #  | Top 10 Companies                              | Sides | \$ Volume       | Market Share |
|----|---|-------|-----------------|--------------|
| 1  | Aspen Snowmass Sotheby's International Realty | 676.5 | \$1,135,656,467 | 32.15%       |
| 2  | Coldwell Banker Mason Morse                   | 523.5 | \$567,324,236   | 16.06%       |
| 3  | Douglas Elliman Real Estate                   | 98    | \$174,469,227   | 4.94%        |
| 4  | Engel & Völkers                               | 124.5 | \$147,596,591   | 4.18%        |
| 5  | Compass                                       | 80    | \$144,093,059   | 4.08%        |
| 6  | Aspen Associates Realty                       | 46    | \$85,568,343    | 2.42%        |
| 7  | Berkshire Hathaway Home Services              | 101   | \$84,320,515    | 2.39%        |
| 8  | The Property Shop Inc.                        | 195   | \$77,117,499    | 2.18%        |
| 9  | Integrated Mountain Properties                | 174   | \$76,011,662    | 2.15%        |
| 10 | Vicki Lee Green Realtors LLC                  | 130   | \$49,483,077    | 1.4%         |
|    | All Others                                    | 2135  | \$959,559,156   | 28.05%       |

For The Last Three Years, Our Sales Volume Has Been:

**2X**

Our #2 Competitor

**6.5X**

Our #3 Competitor

Q3 closings from January 1 through September 30, 2018.  
All year-end closings from January 1 through December 31 each year.  
Information is deemed to be reliable, but is not guaranteed.  
Source: Aspen Board of Realtors Multiple Listing Service

## LOCAL MARKET PENETRATION Q1- Q3 2018

| # | 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 |
| 1 | Aspen Snowmass Sotheby's International Realty | 675.5                   | \$1.135B | 32.15%       | 1 | 797           | \$1,392M  | 27.84%       | 1 | 718           | \$963M    | 25.76%       |
| 2 | Coldwell Banker Mason Morse                   | 523.5                   | \$567M   | 16.06%       | 2 | 666           | \$701M    | 14.04%       | 2 | 628.5         | \$520M    | 13.91%       |
| 3 | Douglas Elliman Real Estate                   | 98                      | \$174M   | 4.94%        | 3 | 149           | \$407M    | 8.14%        | 3 | 100.5         | \$169M    | 4.53%        |
| 5 | Compass                                       | 80                      | \$144M   | 4.08%        | 4 | 115.5         | \$285M    | 5.70%        | 4 | 113           | \$176M    | 4.70%        |
| 7 | Berkshire Hathaway Home Services              | 101                     | \$84M    | 2.39%        | 5 | 168.5         | \$177M    | 3.54%        | 6 | 82.5          | \$143M    | 3.48%        |

Aspen Snowmass Sotheby's International Realty