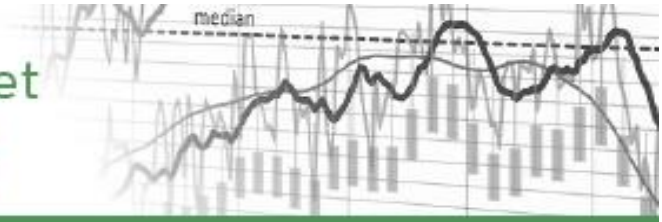
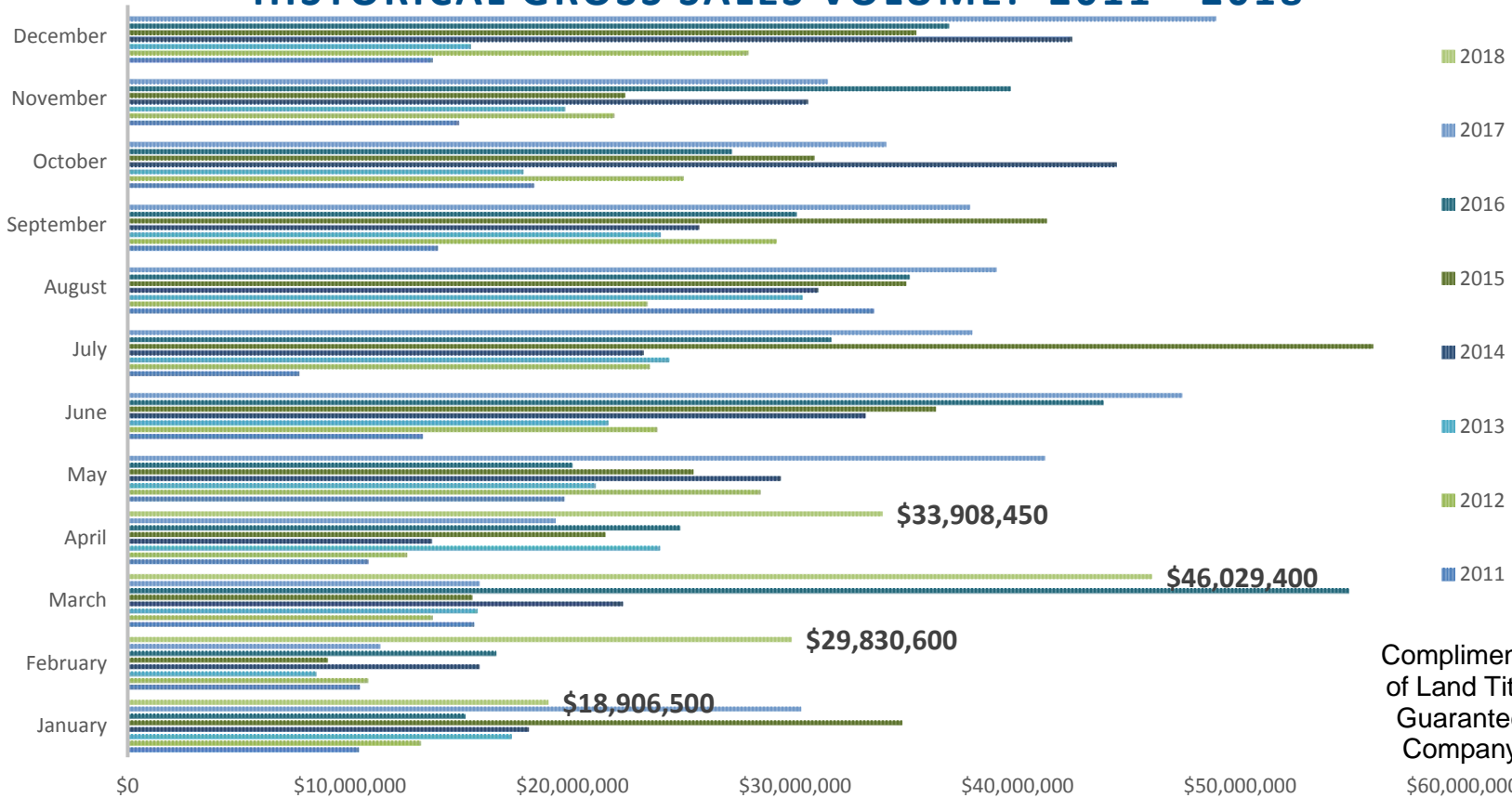




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - 2018



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# Historical Gross Volume

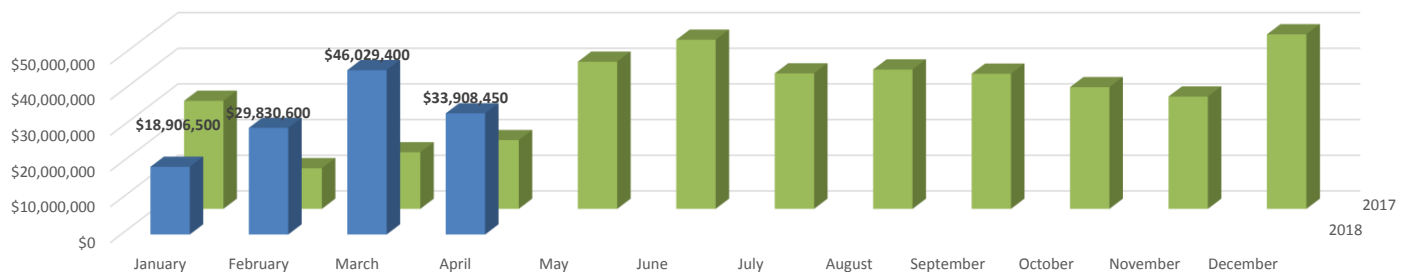
## Month to Month Comparison \$ Volume

Month	2011	2012	2013	2014	2015	2016	2017	2018	% Change 2018 vs. 2017
January	\$10,389,100	\$13,172,850	\$17,263,200	\$18,033,826	\$34,814,200	\$15,187,750	\$30,262,718	\$18,906,500	-37.53%
February	\$10,428,400	\$10,806,566	\$8,491,835	\$15,810,700	\$9,003,700	\$16,567,075	\$11,353,000	\$29,830,600	162.76%
March	\$15,558,870	\$13,702,200	\$15,717,000	\$22,261,900	\$15,495,500	\$54,873,880	\$15,813,400	\$46,029,400	191.08%
April	\$10,816,865	\$12,557,800	\$23,925,900	\$13,679,764	\$21,463,500	\$24,829,894	\$19,235,435	\$33,908,450	76.28%
May	\$19,604,700	\$28,423,127	\$21,041,700	\$29,356,340	\$25,423,600	\$19,980,482	\$41,231,000		-100.00%
June	\$13,243,200	\$23,775,100	\$21,605,174	\$33,166,150	\$36,323,200	\$43,844,992	\$47,392,657		-100.00%
July	\$7,694,600	\$23,447,800	\$24,337,500	\$23,188,140	\$55,970,580	\$31,621,350	\$37,945,500		-100.00%
August	\$33,517,400	\$23,340,151	\$30,327,034	\$31,043,400	\$34,979,415	\$35,136,150	\$39,044,500		-100.00%
September	\$13,926,400	\$29,130,599	\$23,949,250	\$25,689,550	\$41,311,500	\$30,067,880	\$37,862,562		-100.00%
October	\$18,252,400	\$24,962,802	\$17,794,231	\$44,444,875	\$30,868,350	\$27,144,675	\$34,094,357		-100.00%
November	\$14,877,800	\$21,851,300	\$19,659,974	\$30,578,040	\$22,368,400	\$39,670,690	\$31,460,244		-100.00%
December	\$13,701,300	\$27,868,180	\$15,420,800	\$42,439,100	\$35,433,700	\$36,907,569	\$48,912,950		-100.00%
<b>YTD. Totals</b>	<b>\$47,193,235</b>	<b>\$50,239,416</b>	<b>\$65,397,935</b>	<b>\$69,786,190</b>	<b>\$80,776,900</b>	<b>\$111,458,599</b>	<b>\$76,664,553</b>	<b>\$128,674,950</b>	<b>67.84%</b>
<b>Annual Totals</b>	<b>\$182,011,035</b>	<b>\$253,038,475</b>	<b>\$239,533,598</b>	<b>\$329,691,785</b>	<b>\$363,455,645</b>	<b>\$375,832,387</b>	<b>\$394,608,323</b>	<b>\$128,674,950</b>	<b>-67.39%</b>

## Month to Month Comparison # of Transactions

Month	2011	2012	2013	2014	2015	2016	2017	2018	% Change 2018 vs. 2017
January	20	29	28	24	29	38	41	36	-12.20%
February	15	25	26	20	24	30	24	33	37.50%
March	27	33	34	45	31	41	27	61	125.93%
April	27	34	37	30	41	45	33	44	33.33%
May	32	50	43	45	47	33	62		-100.00%
June	31	44	39	48	56	66	60		-100.00%
July	25	44	58	49	74	48	57		-100.00%
August	45	40	57	49	65	61	56		-100.00%
September	24	53	41	41	59	49	45		-100.00%
October	31	55	40	55	60	46	59		-100.00%
November	28	44	32	49	47	62	55		-100.00%
December	30	44	40	62	44	51	60		-100.00%
<b>YTD. Totals</b>	<b>89</b>	<b>121</b>	<b>125</b>	<b>119</b>	<b>125</b>	<b>154</b>	<b>125</b>	<b>174</b>	<b>39.20%</b>
<b>Annual Totals</b>	<b>335</b>	<b>495</b>	<b>475</b>	<b>517</b>	<b>577</b>	<b>570</b>	<b>579</b>	<b>174</b>	<b>-69.95%</b>

Current Month to Month



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# Market Analysis: MidValley Area

April 2018

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
<b>Basalt</b>									
Basalt - Eagle County	\$4,512,000	13.31%	6	13.64%	\$752,000	\$734,500	\$842,400	\$779,000	\$336
Basalt - Pitkin County	\$9,454,500	27.88%	7	15.91%	\$1,350,643	\$629,000	\$1,537,333	\$719,500	\$705
<b>TOTAL BASALT:</b>	<b>\$13,966,500</b>	<b>41.19%</b>	<b>13</b>	<b>29.55%</b>	<b>\$1,074,346</b>	<b>\$690,000</b>	<b>\$1,221,455</b>	<b>\$779,000</b>	<b>\$537</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$5,552,350	16.37%	10	22.73%	\$555,235	\$530,175	\$688,050	\$549,000	\$388
<b>TOTAL EL JEBEL:</b>	<b>\$5,552,350</b>	<b>16.37%</b>	<b>10</b>	<b>22.73%</b>	<b>\$555,235</b>	<b>\$530,175</b>	<b>\$688,050</b>	<b>\$549,000</b>	<b>\$388</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$14,389,600	42.44%	21	47.73%	\$685,219	\$480,000	\$806,271	\$650,000	\$314
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$14,389,600</b>	<b>42.44%</b>	<b>21</b>	<b>47.73%</b>	<b>\$685,219</b>	<b>\$480,000</b>	<b>\$806,271</b>	<b>\$650,000</b>	<b>\$314</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$33,908,450</b>	<b>100.00%</b>	<b>44</b>	<b>100.00%</b>	<b>\$770,647</b>	<b>\$556,000</b>	<b>\$938,120</b>	<b>\$688,200</b>	<b>\$399</b>
<b>(NEW UNIT SALES)</b>	<b>\$2,823,350</b>	<b>8.33%</b>	<b>3</b>	<b>1.72%</b>	<b>\$941,117</b>	<b>\$1,118,000</b>	<b>\$941,117</b>	<b>\$1,118,000</b>	<b>\$583</b>

Please note: These figures are an unofficial tabulation of Garfield, Eagle & Pitkin County records that are believed to be reasonably accurate. Average and Median Prices do not include Interval or Quit Claim Deeds.

New: Average & Median Residential Column includes only Improved Residential Sales - all property types: Single Family, Duplex, Townhome, Condo.

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YTD. 2018

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
<b>Basalt</b>									
Basalt - Eagle County	\$14,121,000	10.97%	23	13.22%	\$613,957	\$550,000	\$722,528	\$688,250	\$384
Basalt - Pitkin County	\$38,348,500	29.80%	24	13.79%	\$1,597,854	\$1,450,000	\$1,201,385	\$629,000	\$543
<b>TOTAL BASALT:</b>	<b>\$52,469,500</b>	<b>40.78%</b>	<b>47</b>	<b>27.01%</b>	<b>\$1,116,372</b>	<b>\$689,000</b>	<b>\$923,339</b>	<b>\$687,500</b>	<b>\$447</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$18,593,350	14.45%	39	22.41%	\$476,753	\$505,000	\$677,841	\$574,500	\$419
<b>TOTAL EL JEBEL:</b>	<b>\$18,593,350</b>	<b>14.45%</b>	<b>39</b>	<b>22.41%</b>	<b>\$476,753</b>	<b>\$505,000</b>	<b>\$677,841</b>	<b>\$574,500</b>	<b>\$419</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$55,135,100	42.85%	84	48.28%	\$656,370	\$496,500	\$745,717	\$630,000	\$295
Carbondale - Pitkin County	\$2,477,000	1.93%	4	2.30%	\$619,250	\$673,500	\$769,000	\$745,000	\$308
<b>TOTAL CARBONDALE:</b>	<b>\$57,612,100</b>	<b>44.77%</b>	<b>88</b>	<b>50.57%</b>	<b>\$654,683</b>	<b>\$509,500</b>	<b>\$746,844</b>	<b>\$635,000</b>	<b>\$295</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$128,674,950</b>	<b>100.00%</b>	<b>174</b>	<b>100.00%</b>	<b>\$739,511</b>	<b>\$544,300</b>	<b>\$791,607</b>	<b>\$650,000</b>	<b>\$361</b>
<b>(NEW UNIT SALES)</b>	<b>\$6,556,850</b>	<b>5.10%</b>	<b>9</b>	<b>5.17%</b>	<b>\$728,539</b>	<b>\$740,000</b>	<b>\$868,121</b>	<b>\$854,000</b>	<b>\$473</b>

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## Market Snapshot: MidValley Area

### Full Year: 2017 versus YTD: 2018

Area	Average Price Single Family YTD:	Average Price Single Family YTD:	% Change Year-to-Date vs. Prior Year	Average Price Multi-Family YTD:	Average Price Multi-Family YTD:	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land YTD:	Average Price Vacant Land YTD:	% Change Year-to-Date vs. Prior Year
	2017	2018		2017	2018		2017	2018	
Basalt - Eagle County	\$916,725	\$846,400	-8%	\$516,058	\$567,688	10%	\$253,941	\$292,500	15%
Basalt - Pitkin County	\$1,089,058	\$1,689,750	55%	\$527,643	\$420,000	-20%	\$243,250	\$1,573,050	547%
<b>ALL BASALT</b>	<b>\$993,978</b>	<b>\$1,254,824</b>	<b>26%</b>	<b>\$520,574</b>	<b>\$524,542</b>	<b>1%</b>	<b>\$253,941</b>	<b>\$292,500</b>	<b>15%</b>
El Jebel	\$813,827	\$775,864	-5%	\$579,756	\$587,988	1%	\$316,213	\$280,500	-11%
<b>ALL ELJEBEL</b>	<b>\$813,827</b>	<b>\$775,864</b>	<b>-5%</b>	<b>\$579,756</b>	<b>\$587,988</b>	<b>1%</b>	<b>\$316,213</b>	<b>\$280,500</b>	<b>-11%</b>
Carbondale - Garfield County	\$788,494	\$872,376	11%	\$417,080	\$457,217	10%	\$259,340	\$261,860	1%
Carbondale - Pitkin County	\$542,733	\$769,000	42%	\$0	\$0	0%	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$765,013</b>	<b>\$865,327</b>	<b>13%</b>	<b>\$417,080</b>	<b>\$457,217</b>	<b>10%</b>	<b>\$259,340</b>	<b>\$261,860</b>	<b>1%</b>
<b>Gross Mean:</b>	<b>\$824,142</b>	<b>\$939,601</b>	<b>14%</b>	<b>\$484,195</b>	<b>\$509,936</b>	<b>5%</b>	<b>\$266,727</b>	<b>\$676,059</b>	<b>153%</b>

Please note: The above figures are an unofficial tabulation of Garfield County records that are believed to be reasonably accurate. Sales believed to be inaccurate indicators of the market have been eliminated. Full Interest, Fee Simple, Arms-Length transactions only, are shown in the Snapshot Report.

Area	Median Price Single Family YTD:	Median Price Single Family YTD:	% Change Year-to-Date vs. Prior Year	Median Price Multi-Family YTD:	Median Price Multi-Family YTD:	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land YTD:	Median Price Vacant Land YTD:	% Change Year-to-Date vs. Prior Year
	2017	2018		2017	2018		2017	2018	
Basalt - Eagle County	\$802,500	\$702,500	-12%	\$479,000	\$524,500	9%	\$257,000	\$0	n/a
Basalt - Pitkin County	\$740,000	\$1,020,000	38%	\$425,000	\$430,000	1%	\$262,500	\$1,975,000	652%
<b>ALL BASALT</b>	<b>\$795,000</b>	<b>\$752,000</b>	<b>-5%</b>	<b>\$478,000</b>	<b>\$430,000</b>	<b>-10%</b>	<b>\$257,000</b>	<b>\$1,975,000</b>	<b>668%</b>
El Jebel	\$632,500	\$737,000	17%	\$520,000	\$512,500	-1%	\$232,500	\$223,500	-4%
<b>ALL ELJEBEL</b>	<b>\$632,500</b>	<b>\$737,000</b>	<b>17%</b>	<b>\$520,000</b>	<b>\$512,500</b>	<b>-1%</b>	<b>\$232,500</b>	<b>\$223,500</b>	<b>-4%</b>
Carbondale - Garfield County	\$696,500	\$740,000	6%	\$410,000	\$427,500	4%	\$189,750	\$205,400	8%
Carbondale - Pitkin County	\$545,000	\$745,000	37%	\$0	\$0	n/a	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$680,000</b>	<b>\$742,500</b>	<b>9%</b>	<b>\$410,000</b>	<b>\$427,500</b>	<b>4%</b>	<b>\$189,750</b>	<b>\$205,400</b>	<b>8%</b>
<b>Gross Median:</b>	<b>\$698,000</b>	<b>\$740,000</b>	<b>6%</b>	<b>\$433,000</b>	<b>\$435,000</b>	<b>0%</b>	<b>\$207,900</b>	<b>\$287,500</b>	<b>38%</b>

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