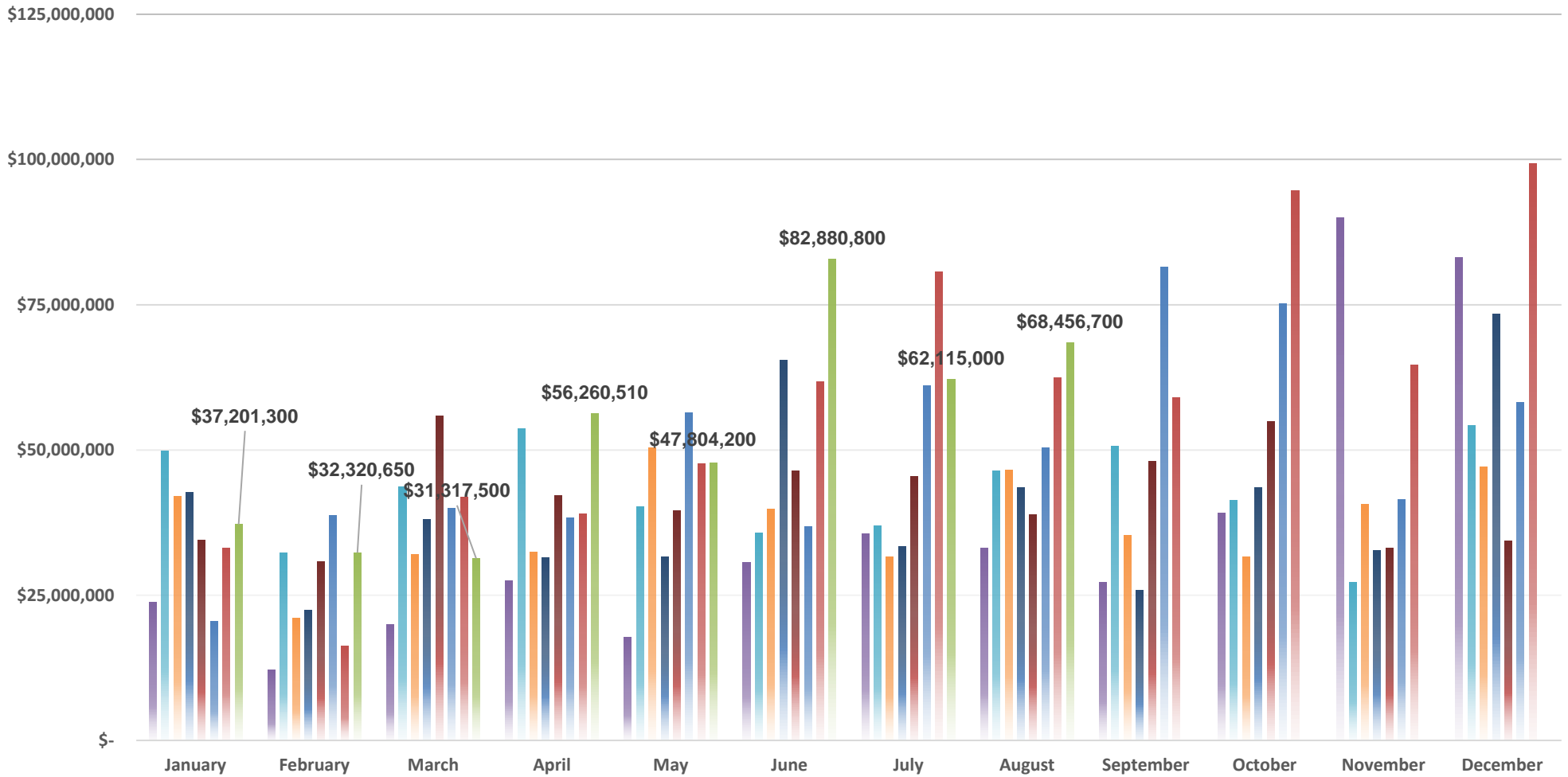




# Routt County Market ANALYSIS



## Historical Gross Sales Volume: 2009 - YTD: 2016



Compliments of:  
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■ 2009 Trans.  
 ■ 2010 Trans.  
 ■ 2011 Trans.  
 ■ 2012 Trans.  
 ■ 2013 Trans.  
 ■ 2014 Trans.  
 ■ 2015 Trans.  
 ■ YTD: 2016



# Historical Gross Sales and Transactions

## Gross Volume

Month	Dollar Volume 2009	Dollar Volume 2010	Actual % Change	Dollar Volume 2011	Actual % Change	Dollar Volume 2012	Actual % Change	Dollar Volume 2013	Actual % Change	Dollar Volume 2014	Actual % Change	Dollar Volume 2015	Actual % Change	Dollar Volume YTD: 2016	Actual % Change
January	\$23,760,700	\$49,807,800	109.62%	\$42,060,200	-15.55%	\$42,660,000	1.43%	\$34,454,900	-19.23%	\$20,472,300	-40.58%	\$33,110,029	61.73%	\$37,201,300	12.36%
February	\$12,071,300	\$32,234,900	167.04%	\$21,041,600	-34.72%	\$22,452,400	6.70%	\$30,736,700	36.90%	\$38,764,000	26.12%	\$16,204,600	-58.20%	\$32,320,650	99.45%
March	\$19,894,200	\$43,661,200	119.47%	\$32,004,300	-26.70%	\$38,091,500	19.02%	\$55,795,100	46.48%	\$39,936,500	-28.42%	\$41,852,200	4.80%	\$31,317,500	-25.17%
April	\$27,469,200	\$53,646,200	95.30%	\$32,443,500	-39.52%	\$31,406,700	-3.20%	\$42,183,910	34.32%	\$38,338,000	-9.12%	\$38,982,906	1.68%	\$56,260,510	44.32%
May	\$17,799,200	\$40,211,100	125.92%	\$50,417,300	25.38%	\$31,562,700	-37.40%	\$39,503,200	25.16%	\$56,467,700	42.94%	\$47,619,600	-15.67%	\$47,804,200	0.39%
June	\$30,581,700	\$35,689,200	16.70%	\$39,752,300	11.38%	\$65,420,500	64.57%	\$46,453,300	-28.99%	\$36,841,449	-20.69%	\$61,710,600	67.50%	\$82,880,800	34.31%
July	\$35,618,400	\$36,925,400	3.67%	\$31,628,400	-14.35%	\$33,443,700	5.74%	\$45,430,700	35.84%	\$61,002,300	34.28%	\$80,602,200	32.13%	\$62,115,000	-22.94%
August	\$33,040,500	\$46,343,500	40.26%	\$46,522,400	0.39%	\$43,473,200	-6.55%	\$38,823,400	-10.70%	\$50,369,100	29.74%	\$62,465,300	24.02%	\$68,456,700	9.59%
September	\$27,238,500	\$50,689,800	86.10%	\$35,317,400	-30.33%	\$25,825,950	-26.87%	\$48,074,285	86.15%	\$81,472,505	69.47%	\$58,970,000	-27.62%		-100.00%
October	\$39,111,000	\$41,353,400	5.73%	\$31,640,400	-23.49%	\$43,470,100	37.39%	\$54,851,600	26.18%	\$75,109,000	36.93%	\$94,653,600	26.02%		-100.00%
November	\$89,994,700	\$27,275,714	-69.69%	\$40,648,300	49.03%	\$32,661,400	-19.65%	\$33,072,900	1.26%	\$41,440,400	25.30%	\$64,621,800	55.94%		-100.00%
December	\$83,194,900	\$54,261,900	-34.78%	\$47,103,200	-13.19%	\$73,431,700	55.90%	\$34,361,500	-53.21%	\$58,172,300	69.29%	\$99,291,100	70.68%		-100.00%
<b>Year to Date:</b>	<b>\$200,235,200</b>	<b>\$338,519,300</b>	<b>69.06%</b>	<b>\$295,870,000</b>	<b>-12.60%</b>	<b>\$308,510,700</b>	<b>4.27%</b>	<b>\$333,381,210</b>	<b>8.06%</b>	<b>\$342,191,349</b>	<b>2.64%</b>	<b>\$382,547,435</b>	<b>11.79%</b>	<b>\$418,356,660</b>	<b>9.36%</b>
<b>ANNUAL:</b>	<b>\$439,774,300</b>	<b>\$512,100,114</b>	<b>16.45%</b>	<b>\$450,579,300</b>	<b>-12.01%</b>	<b>\$483,899,850</b>	<b>7.40%</b>	<b>\$503,741,495</b>	<b>4.10%</b>	<b>\$598,385,554</b>	<b>18.79%</b>	<b>\$700,083,935</b>	<b>17.00%</b>	<b>\$418,356,660</b>	<b>-40.24%</b>

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## Number of Transactions

Month	# Transactions 2009	# Transactions 2010	Actual % Change	# Transactions 2011	Actual % Change	# Transactions 2012	Actual % Change	# Transactions 2013	Actual % Change	# Transactions 2014	Actual % Change	# Transactions 2015	Actual % Change	# Transactions 2016	Actual % Change
January	176	109	-38.07%	136	24.77%	66	-51.47%	101	53.03%	69	-31.68%	71	2.90%	77	8.45%
February	47	78	65.96%	105	34.62%	69	-34.29%	94	36.23%	98	4.26%	49	-50.00%	63	28.57%
March	54	125	131.48%	142	13.60%	99	-30.28%	71	-28.28%	93	30.99%	109	17.20%	86	-21.10%
April	59	104	76.27%	72	-30.77%	90	25.00%	107	18.89%	129	20.56%	112	-13.18%	114	1.79%
May	46	190	313.04%	137	-27.89%	79	-42.34%	104	31.65%	122	17.31%	103	-15.57%	119	15.53%
June	67	167	149.25%	94	-43.71%	109	15.96%	108	-0.92%	112	3.70%	144	28.57%	168	16.67%
July	44	213	384.09%	79	-62.91%	100	26.58%	116	16.00%	109	-6.03%	168	54.13%	150	-10.71%
August	72	271	276.39%	134	-50.55%	138	2.99%	109	-21.01%	133	22.02%	150	12.78%	161	7.33%
September	86	212	146.51%	140	-33.96%	84	-40.00%	122	45.24%	137	12.30%	133	-2.92%		-100.00%
October	125	176	40.80%	99	-43.75%	119	20.20%	129	8.40%	131	1.55%	129	-1.53%		-100.00%
November	131	93	-29.01%	124	33.33%	93	-25.00%	107	15.05%	106	-0.93%	147	38.68%		-100.00%
December	156	79	-49.36%	136	72.15%	130	-4.41%	110	-15.38%	121	10.00%	142	17.36%		-100.00%
<b>Year to Date:</b>	<b>565</b>	<b>1257</b>	<b>122.48%</b>	<b>899</b>	<b>-28.48%</b>	<b>750</b>	<b>-16.57%</b>	<b>810</b>	<b>8.00%</b>	<b>865</b>	<b>6.79%</b>	<b>906</b>	<b>4.74%</b>	<b>938</b>	<b>3.53%</b>
<b>ANNUAL:</b>	<b>1063</b>	<b>1817</b>	<b>70.93%</b>	<b>1398</b>	<b>-23.06%</b>	<b>1176</b>	<b>-15.88%</b>	<b>1278</b>	<b>8.67%</b>	<b>1360</b>	<b>6.42%</b>	<b>1457</b>	<b>7.13%</b>	<b>938</b>	<b>-35.62%</b>

This data is reported from the Clerk & Recorder's office and believed to be accurate but is not guaranteed.  
 Figures shown reflect arms-length property only and do not include deeds on which a documentary fee was not paid.

Compliments of  
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# Market Snapshot by Area

## Full Year 2015 versus YTD: 2016

Area	Average Price Single Family 2015	Average Price Single Family YTD: 2016	% Change vs. Prior Year	Average Price Multi-Family 2015	Average Price Multi-Family YTD: 2016	% Change vs. Prior Year	Average Price Vacant Land 2015	Average Price Vacant Land YTD: 2016	% Change vs. Prior Year
Fish Creek	\$988,455	\$875,346	-11%	\$427,831	\$452,329	6%	\$447,813	\$0	n/a
Hayden & Surrounding Area	\$490,830	\$356,051	-27%	\$132,833	\$162,540	22%	\$357,519	\$96,384	-73%
Oak Creek, Phippsburg	\$251,791	\$301,037	20%	\$0	\$192,833	n/a	\$536,731	\$523,530	-2%
North Routt County	\$713,297	\$936,388	31%	\$120,000	\$91,000	n/a	\$198,573	\$94,530	-52%
South Routt County	\$981,282	\$1,094,208	12%	\$282,400	\$147,000	n/a	\$415,923	\$348,111	-16%
Stagecoach	\$372,668	\$446,195	20%	\$149,763	\$157,527	5%	\$58,723	\$37,758	-36%
Steamboat - Downtown Area	\$772,589	\$735,200	-5%	\$518,006	\$512,786	-1%	\$237,500	\$236,882	0%
Steamboat - Mountain Area	\$1,046,823	\$1,138,542	9%	\$440,663	\$441,647	0%	\$400,135	\$310,867	-22%
Strawberry Park, Elk River	\$1,249,508	\$927,733	-26%	\$0	\$0	0%	\$812,546	\$347,900	-57%
Catamount	\$3,011,250	\$3,425,000	14%	\$0	\$0	0%	\$1,466,000	\$0	n/a
West Steamboat	\$490,313	\$535,309	9%	\$299,163	\$278,000	-7%	\$167,357	\$175,500	5%
<b>Gross Live Average:</b>	<b>\$697,138</b>	<b>\$704,233</b>	<b>1%</b>	<b>\$429,478</b>	<b>\$419,994</b>	<b>-2%</b>	<b>\$363,748</b>	<b>\$206,564</b>	<b>-43%</b>

Area	Median Price Single Family 2015	Median Price Single Family YTD: 2016	% Change vs. Prior Year	Median Price Multi-Family 2015	Median Price Multi-Family YTD: 2016	% Change vs. Prior Year	Median Price Vacant Land 2015	Median Price Vacant Land YTD: 2016	% Change vs. Prior Year
Fish Creek	\$785,000	\$930,000	18%	\$416,500	\$440,000	6%	\$380,000	\$0	n/a
Hayden & Surrounding Area	\$225,000	\$238,000	6%	\$159,500	\$134,000	-16%	\$45,200	\$52,825	17%
Oak Creek, Phippsburg	\$170,000	\$210,000	24%	\$0	\$185,000	n/a	\$144,500	\$219,500	52%
North Routt County	\$415,000	\$409,000	-1%	dna	dna	n/a	\$96,000	\$58,800	-39%
South Routt County	\$835,000	\$812,500	-3%	\$145,000	\$145,000	0%	\$297,500	\$330,000	11%
Stagecoach	\$375,000	\$372,500	-1%	\$156,850	\$169,000	8%	\$13,250	\$19,500	47%
Steamboat - Downtown Area	\$575,000	\$649,250	13%	\$523,000	\$510,000	-2%	dna	\$295,000	n/a
Steamboat - Mountain Area	\$815,500	\$772,000	-5%	\$315,500	\$330,000	5%	\$407,500	\$265,000	-35%
Strawberry Park, Elk River	\$620,000	\$770,000	24%	\$0	\$0	0%	\$850,000	\$227,500	-73%
Catamount	\$2,785,000	dna	n/a	\$0	\$0	0%	\$1,398,000	\$0	n/a
West Steamboat	\$477,500	\$585,000	23%	\$348,650	dna	n/a	\$143,000	dna	n/a
<b>Gross Live Median:</b>	<b>\$461,000</b>	<b>\$520,000</b>	<b>13%</b>	<b>\$322,000</b>	<b>\$334,900</b>	<b>4%</b>	<b>\$195,000</b>	<b>\$128,500</b>	<b>-34%</b>

Area	Average PPSF Single Family 2015	Average PPSF Single Family YTD: 2016	% Change vs. Prior Year	Average PPSF Multi-Family 2015	Average PPSF Multi-Family YTD: 2016	% Change vs. Prior Year	Average PPAC Vacant Land 2015	Average PPAC Vacant Land YTD: 2016	% Change vs. Prior Year
Fish Creek	\$332	\$319	-4%	\$254	\$298	17%	\$392,571	\$0	n/a
Hayden & Surrounding Area	\$158	\$244	54%	\$115	\$141	23%	\$41,052	\$78,177	90%
Oak Creek, Phippsburg	\$139	\$163	17%	\$0	\$172	n/a	\$100,695	\$69,138	-31%
North Routt County	\$257	\$405	57%	\$143	\$109	n/a	\$48,623	\$28,489	-41%
South Routt County	\$396	\$195	-51%	\$253	\$220	-13%	\$22,699	\$18,769	-17%
Stagecoach	\$175	\$195	12%	\$99	\$121	22%	\$27,417	\$51,855	89%
Steamboat - Downtown Area	\$364	\$385	6%	\$346	\$354	2%	\$303,664	\$843,559	178%
Steamboat - Mountain Area	\$335	\$345	3%	\$297	\$305	3%	\$814,237	\$901,257	11%
Strawberry Park, Elk River	\$506	\$414	-18%	\$0	\$0	0%	\$76,270	\$4,596	-94%
Catamount	\$561	\$707	26%	\$0	\$0	0%	\$657,798	\$0	n/a
West Steamboat	\$242	\$242	0%	\$217	\$240	11%	\$584,895	\$908,571	55%
<b>Gross Live Average:</b>	<b>\$269</b>	<b>\$295</b>	<b>10%</b>	<b>\$288</b>	<b>\$292</b>	<b>2%</b>	<b>\$205,149</b>	<b>\$236,473</b>	<b>15%</b>

Please note: The above figures are an unofficial tabulation of Routt 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 Market Snapshot Report.

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Compliments of:  
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## Market Analysis by Area

August 2016

### 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
Fish Creek	\$3,890,800	5.68%	8	4.97%	\$486,350	\$531,000	\$486,350	\$531,000	\$299
Hayden & Surrounding Area	\$4,123,000	6.02%	18	11.18%	\$229,056	\$187,500	\$285,667	\$244,000	\$182
Oak Creek, Phippsburg	\$848,400	1.24%	7	4.35%	\$121,200	\$133,000	\$143,900	\$140,000	\$155
North Routt County	\$11,692,000	17.08%	10	6.21%	\$1,169,200	\$369,500	\$1,298,000	\$400,000	\$562
South Routt County	\$6,153,100	8.99%	8	4.97%	\$769,138	\$351,500	\$481,750	\$471,000	\$230
Stagecoach	\$1,602,200	2.34%	13	8.07%	\$123,246	\$37,500	\$244,280	\$204,900	\$177
Steamboat - Downtown Area	\$4,045,000	5.91%	8	4.97%	\$505,625	\$520,000	\$522,857	\$590,000	\$522
Steamboat - Mountain Area	\$28,315,500	41.36%	51	31.68%	\$555,206	\$315,000	\$549,311	\$315,000	\$293
Strawberry Park, Elk River	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
Catamount	\$3,348,000	4.89%	2	1.24%	\$1,674,000	dna	\$2,300,000	dna	\$524
West Steamboat	\$1,651,500	2.41%	4	2.48%	\$412,875	\$404,500	\$469,333	\$409,000	\$250
Quit Claim Deeds	\$2,600	0.00%	2	1.24%	\$1,300	dna	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$2,784,600	4.07%	30	18.63%	\$92,820	\$52,100	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$68,456,700</b>	<b>100.00%</b>	<b>161</b>	<b>100.00%</b>	<b>\$509,066</b>	<b>\$288,000</b>	<b>\$555,108</b>	<b>\$345,000</b>	<b>\$306</b>
<b>(NEW UNIT SALES)</b>	<b>7,144,800</b>	<b>10.44%</b>	<b>8</b>	<b>4.97%</b>	<b>\$893,100</b>	<b>614,450</b>	<b>893,100</b>	<b>614,450</b>	<b>\$375</b>

Average PPSF is calculated for properties with available Square Footage Living Area from Assessor's Record.

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The above figures are an unofficial tabulation of Routt County records that are believed to be reasonably accurate. Average & Median Price are calculated without Timeshare/Interval Interests.

Average & Median Residential Price & PPSF includes Improved Residential Properties of all Property Type: Single Family, Duplex, Townhome, Condo.

**Compliments of:**  
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## YTD. Market Analysis by Area

YTD: Aug. 2016

### 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
Fish Creek	\$25,860,700	6.24%	47	5.01%	\$550,228	\$485,000	\$577,311	\$527,000	\$304
Hayden & Surrounding Area	\$22,638,350	5.46%	82	8.74%	\$276,077	\$195,000	\$338,133	\$236,250	\$234
Oak Creek, Phippsburg	\$24,398,011	5.89%	56	5.97%	\$435,679	\$206,556	\$292,495	\$205,250	\$164
North Routt County	\$16,121,000	3.89%	30	3.20%	\$537,367	\$273,750	\$842,456	\$369,500	\$372
South Routt County	\$39,295,100	9.48%	55	5.86%	\$714,456	\$425,000	\$930,897	\$622,000	\$331
Stagecoach	\$13,967,300	3.37%	76	8.10%	\$183,780	\$110,500	\$325,917	\$209,950	\$164
Steamboat - Downtown Area	\$46,682,500	11.27%	77	8.21%	\$606,266	\$551,000	\$650,278	\$603,000	\$373
Steamboat - Mountain Area	\$172,641,100	41.66%	308	32.84%	\$560,523	\$358,000	\$535,889	\$360,000	\$310
Strawberry Park, Elk River	\$9,741,200	2.35%	13	1.39%	\$749,323	\$705,000	\$927,733	\$770,000	\$414
Catamount	\$7,898,000	1.91%	3	0.32%	\$2,632,667	\$2,300,000	\$3,425,000	dna	\$707
West Steamboat	\$20,815,999	5.02%	41	4.37%	\$507,707	\$490,000	\$513,867	\$577,500	\$242
Quit Claim Deeds	\$1,915,400	0.46%	8	0.85%	\$239,425	\$124,000	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$12,382,000	2.99%	142	15.14%	\$87,197	\$42,800	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$414,356,660</b>	<b>100.00%</b>	<b>938</b>	<b>100.00%</b>	<b>\$507,689</b>	<b>\$333,500</b>	<b>\$546,697</b>	<b>\$375,000</b>	<b>\$293</b>
<b>(NEW UNIT SALES)</b>	<b>21,611,400</b>	<b>5.22%</b>	<b>25</b>	<b>2.67%</b>	<b>\$864,456</b>	<b>624,500</b>	<b>891,350</b>	<b>630,000</b>	<b>\$436</b>

Average PPSF is calculated for properties with available Square Footage Living Area from Assessor's Record.

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Average & Median Residential Price & PPSF includes Improved Residential Properties of all Property Type: Single Family, Duplex, Townhome, Condo.

Compliments of:  
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# Interval Sales Analysis

August 2016

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Christie Club Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Golden Triangle Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Hilltop Resort Interval	\$0	0.00%	0	0.00%	\$0	\$0
The Porches: Mores Corner TH Fractional	\$0	0.00%	0	0.00%	\$0	\$0
North Star Interval	\$0	0.00%	0	0.00%	\$0	\$0
Mountaineer @ Steamboat	\$0	0.00%	0	0.00%	\$0	\$0
OSP at Apres Ski Way	\$340,000	12.21%	1	3.33%	\$340,000	dna
Phoenix @ Steamboat Interval	\$0	0.00%	0	0.00%	\$0	\$0
Ranch @ Steamboat Interval	\$0	0.00%	0	0.00%	\$0	\$0
Rockies Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Shadow Run Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	\$0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	\$112,500	0.00%	2	0.00%	\$56,250	dna
Steamboat Villas Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Suites at Steamboat Interval	\$500	0.02%	1	3.33%	\$500	dna
Sunburst Interval	\$0	0.00%	0	0.00%	\$0	\$0
Thunder Mountain Interval	\$0	0.00%	0	0.00%	\$0	\$0
Village at Steamboat Fractional	\$2,331,600	83.73%	26	86.67%	\$89,677	\$52,100
West Fractional	\$0	0.00%	0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>\$2,784,600</b>	<b>100.00%</b>	<b>30</b>	<b>100.00%</b>	<b>\$92,820</b>	<b>\$52,100</b>

Please note: The above figures are an unofficial tabulation of Routt County records that are believed to be reasonably accurate. Average & Median Price are calculated without Timeshare/Interval Interests.

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YTD: August 2016

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Christie Club Fractional	0	0.00%	0	0.00%	\$0	\$0
Golden Triangle Fractional	0	0.00%	0	0.00%	\$0	\$0
Hilltop Resort Interval	0	0.00%	0	0.00%	\$0	\$0
The Porches: Mores Corner TH Fractional	545,000	4.40%	2	1.41%	\$272,500	dna
North Star Interval	3,000	0.02%	1	0.70%	\$3,000	dna
Mountaineer @ Steamboat	0	0.00%	0	0.00%	\$0	\$0
OSP at Apres Ski Way	3,739,000	30.20%	11	7.75%	\$339,909	\$340,000
Phoenix @ Steamboat Interval	30,000	0.24%	1	0.70%	\$30,000	dna
Ranch @ Steamboat Interval	0	0.00%	0	0.00%	\$0	\$0
Rockies Fractional	0	0.00%	0	0.00%	\$0	\$0
Shadow Run Fractional	0	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	925,400	7.47%	13	9.15%	\$71,185	\$55,000
Steamboat Villas Fractional	0	0.00%	0	0.00%	\$0	\$0
Suites at Steamboat Interval	3,000	0.02%	2	1.41%	\$1,500	dna
Sunburst Interval	0	0.00%	0	0.00%	\$0	\$0
Thunder Mountain Interval	0	0.00%	0	0.00%	\$0	\$0
Village at Steamboat Fractional	7,136,600	57.64%	112	78.87%	\$63,720	\$36,700
West Fractional	0	0.00%	0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>\$12,382,000</b>	<b>100.00%</b>	<b>142</b>	<b>100.00%</b>	<b>\$87,197</b>	<b>\$42,800</b>

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# Price Point Analysis

## August 2016

## Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	25	25%	\$3,717,500	7%
200,001 to 300,000	17	17%	\$4,285,400	8%
300,001 to 400,000	15	15%	\$5,256,000	10%
400,001 to 500,000	11	11%	\$4,859,500	9%
500,001 to 600,000	10	10%	\$5,700,000	10%
600,001 to 700,000	6	6%	\$3,755,800	7%
700,001 to 800,000	4	4%	\$2,998,500	5%
800,001 to 900,000	2	2%	\$1,700,000	3%
900,001 to 1,000,000	1	1%	\$916,000	2%
1,000,001 to 1,500,000	3	3%	\$4,047,000	7%
1,500,001 to 2,000,000	1	1%	\$1,520,000	3%
2,000,001 to 2,500,000	1	1%	\$2,300,000	4%
2,500,001 to 3,000,000	1	1%	\$2,950,000	5%
over \$ 3 Million	2	2%	\$10,950,000	20%
<b>Total:</b>	<b>99</b>	<b>100%</b>	<b>\$54,955,700</b>	<b>100%</b>

## YTD: August 2016

## Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	111	19%	\$16,877,600	5%
200,001 to 300,000	115	19%	\$28,651,800	9%
300,001 to 400,000	93	16%	\$32,979,100	10%
400,001 to 500,000	56	9%	\$24,779,800	8%
500,001 to 600,000	52	9%	\$28,988,400	9%
600,001 to 700,000	44	7%	\$28,389,400	9%
700,001 to 800,000	28	5%	\$21,054,300	7%
800,001 to 900,000	17	3%	\$14,454,500	4%
900,001 to 1,000,000	15	3%	\$14,341,600	4%
1,000,001 to 1,500,000	26	4%	\$31,994,500	10%
1,500,001 to 2,000,000	21	4%	\$35,570,500	11%
2,000,001 to 2,500,000	2	0%	\$4,600,000	1%
2,500,001 to 3,000,000	4	1%	\$11,445,000	4%
over \$ 3 Million	6	1%	\$28,425,000	9%
<b>Total:</b>	<b>590</b>	<b>100%</b>	<b>\$322,551,500</b>	<b>100%</b>

## Full Year: 2015

## Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	171	19%	\$24,734,450	5%
200,001 to 300,000	156	17%	\$39,117,129	8%
300,001 to 500,000	253	28%	\$96,692,700	20%
500,001 to 600,000	93	10%	\$51,617,500	10%
600,001 to 700,000	56	6%	\$36,026,000	7%
700,001 to 800,000	28	3%	\$20,901,400	4%
800,001 to 900,000	31	3%	\$26,094,300	5%
900,001 to 1,000,000	16	2%	\$15,188,300	3%
1,000,001 to 1,500,000	38	4%	\$47,366,900	10%
1,500,001 to 2,000,000	34	4%	\$60,059,500	12%
2,000,001 to 2,500,000	8	1%	\$17,583,500	4%
2,500,001 to 3,000,000	4	0%	\$10,748,000	2%
over \$ 3 Million	8	1%	\$46,281,600	9%
<b>Total:</b>	<b>896</b>	<b>100%</b>	<b>\$492,411,279</b>	<b>100%</b>

## Full Year: 2014

## Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	161	21%	\$20,885,503	5%
200,001 to 300,000	127	16%	\$32,391,200	7%
300,001 to 500,000	198	25%	\$76,892,350	17%
500,001 to 600,000	76	10%	\$41,657,000	9%
600,001 to 700,000	47	6%	\$30,533,900	7%
700,001 to 800,000	34	4%	\$25,697,500	6%
800,001 to 900,000	29	4%	\$24,820,400	6%
900,001 to 1,000,000	21	3%	\$19,948,000	4%
1,000,001 to 1,500,000	46	6%	\$55,864,400	13%
1,500,001 to 2,000,000	24	3%	\$42,082,400	9%
2,000,001 to 2,500,000	6	1%	\$13,299,000	3%
2,500,001 to 3,000,000	5	1%	\$13,737,500	3%
over \$ 3 Million	8	1%	\$46,018,000	10%
<b>Total:</b>	<b>782</b>	<b>100%</b>	<b>\$443,827,153</b>	<b>100%</b>

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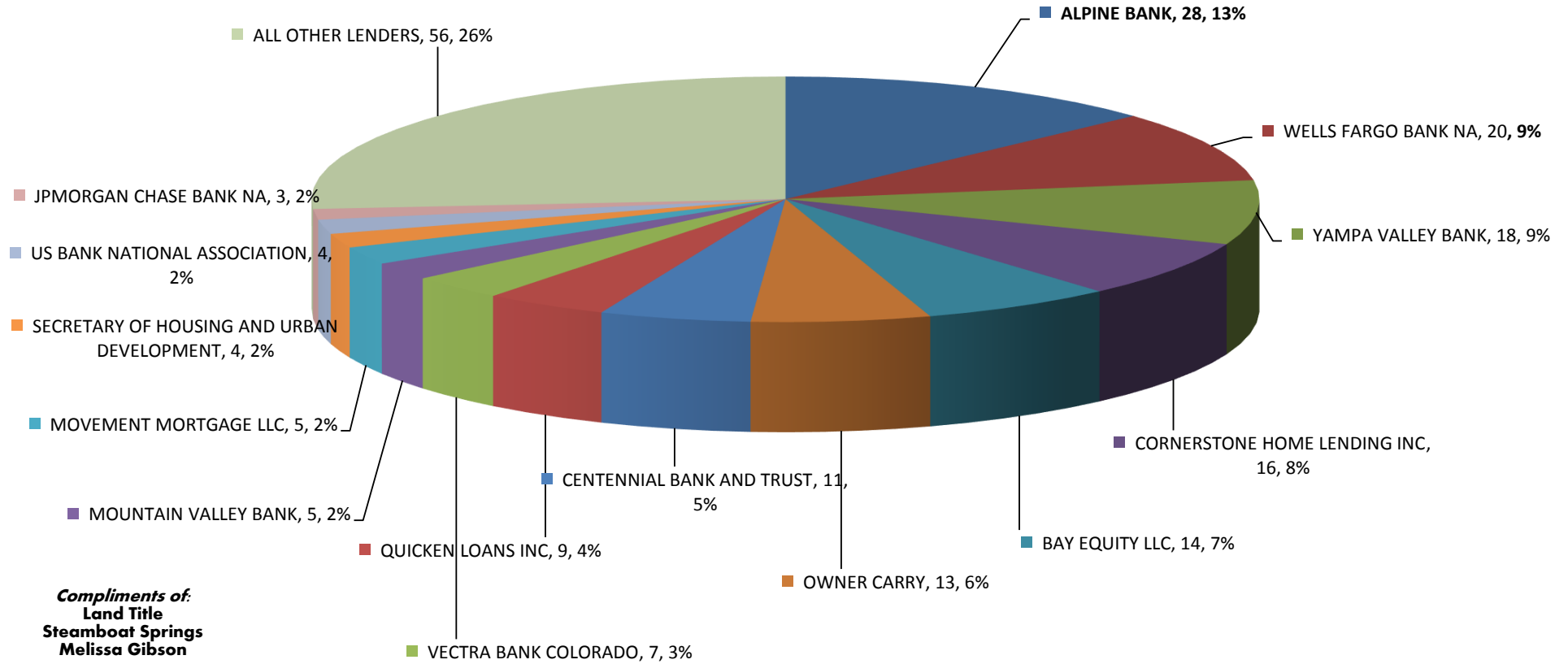


## Lender Analysis

**Top 74% Lenders August 2016**

**Number of Loans: 213**

**Sales with Loans at Closing: 57% / Cash Purchasers: 43%**



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# Lender Listing

LENDER	NUMBER LOANS	PERCENTAGE TOTAL	
ALPINE BANK	28	13.15%	Top 74% Lenders for August 2016 Routt County
WELLS FARGO BANK NA	20	9.39%	
YAMPA VALLEY BANK	18	8.45%	
CORNERSTONE HOME LENDING INC	16	7.51%	
BAY EQUITY LLC	14	6.57%	
OWNER CARRY	13	6.10%	
CENTENNIAL BANK AND TRUST	11	5.16%	
QUICKEN LOANS INC	9	4.23%	
VECTRA BANK COLORADO	7	3.29%	
MOUNTAIN VALLEY BANK	5	2.35%	
MOVEMENT MORTGAGE LLC	5	2.35%	
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	4	1.88%	
US BANK NATIONAL ASSOCIATION	4	1.88%	
JPMORGAN CHASE BANK NA	3	1.41%	
ALL OTHER LENDERS	56	26.29%	
BANK OF THE WEST	2	0.94%	
ELEVATIONS CREDIT UNION	2	0.94%	
EVERBANK	2	0.94%	
FIRSTBANK	2	0.94%	
STATE FARM BANK FSB	2	0.94%	
SUNTRUST MORTGAGE INC	2	0.94%	
UNITED WHOLESALE MORTGAGE	2	0.94%	
ADVANTAGE BANK	1	0.47%	
AMERICAN AGCREDIT FLCA	1	0.47%	
AMERICAN INTERNET MORTGAGE INC	1	0.47%	
ANB BANK	1	0.47%	
BANK OF AMERICA NA	1	0.47%	
BANK OF THE SAN JUANS	1	0.47%	
BLACKHAWK BANK	1	0.47%	
BOKF NA	1	0.47%	
BROKER SOLUTIONS INC	1	0.47%	
CALIBER HOME LOANS INC	1	0.47%	
CARRINGTON MORTGAGE SERVICES LLC	1	0.47%	
CHERRY CREEK MORTGAGE CO INC	1	0.47%	
CITIBANK NA	1	0.47%	
COLORADO LENDING SOURCE LTD	1	0.47%	
CREDIT UNION OF COLORADO	1	0.47%	
ENVOY MORTGAGE LTD	1	0.47%	
FINANCE OF AMERICA MORTGAGE LLC	1	0.47%	
FIRST INTERSTATE BANK	1	0.47%	
FLAGSTAR BANK FSB	1	0.47%	
GUILD MORTGAGE COMPANY	1	0.47%	
HOMeward RESIDENTIAL INC	1	0.47%	
IFREEDOM DIRECT CORPORATION	1	0.47%	
KS STATEBANK	1	0.47%	
LAKEVIEW LOAN SERVICING LLC	1	0.47%	
LIVE WELL FINANCIAL INC	1	0.47%	
MEGASTAR FINANCIAL CORP	1	0.47%	
MEMORYTEN INC	1	0.47%	
MORGAN STANLEY PRIVATE BANK NATIONAL ASSOCIATION	1	0.47%	
NETWORK CAPITAL FUNDING CORPORATION	1	0.47%	
NORTHPOINTE BANK	1	0.47%	
PENTAGON FEDERAL C U	1	0.47%	
PRIMARY RESIDENTIAL MORTGAGE INC	1	0.47%	
PROFESSIONAL MORTGAGE SOURCE LLC	1	0.47%	
PROSPECT MORTGAGE LLC	1	0.47%	
PULASKI BANK NA	1	0.47%	
REVERSE MORTGAGE FUNDING LLC	1	0.47%	
SECURITY SERVICE FEDERAL CREDIT UNION	1	0.47%	
STEARNS LENDING LLC	1	0.47%	
WHITNEY BANK	1	0.47%	
WR STARKEY MORTGAGE LLP	1	0.47%	
WYNDHAM CAPITAL MORTGAGE INC	1	0.47%	
YOSEMITE LAND BANK FLCA	1	0.47%	
<b>TOTAL LOANS FOR AUGUST 2016:</b>	<b>213</b>	<b>100.00%</b>	

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## Market Highlights

### Highest Priced Residential Sale: August 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
6	4.50	1998	5507	\$ 3,300,000	Fairway Meadows Subd #1 Lot 29 w/.66 AC Land	P:William L. Whitcher	\$ 599.24	8/23/2016	1750 NATCHES WAY



### Jumbo Ranch/Agricultural Sale: August 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
4	2.00	1989	2930	\$ 7,650,000	M&B: Sec 19,29,30-8-86 w/1,310.01 AC Land	P:Mystic Canyon Ranch, LLC	\$ 2,610.92	8/10/2016	48710, 48755 CR 56C

### Highest Price PSF Residential Sale: August 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
1	1.00	2006	572	\$ 590,000	Yahmonite Addn to SS Lot 11&12, Block 10	P:Gabriel G. Castro	\$ 1,031.47	8/17/2016	1000 THORNBURG ST

### Bank Sales Detail: August 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Bank Reference
			2.29 AC	\$ 243,500	Betterview Business Park Unit 4, Outlot 4	P:Daniel R. Gilchrist	n/a	8/9/2016	Bank: Yampa Valley Bank
			.435 AC	\$ 25,000	Valley View Business Park Lot 38	P:Stephanie D. Shorr	n/a	8/31/2016	Bank: Glacier Bank

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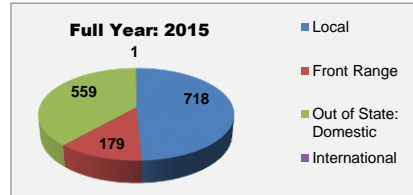
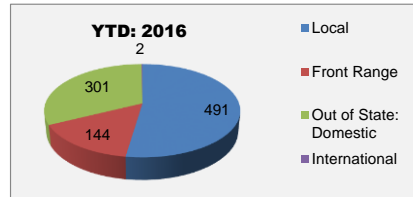
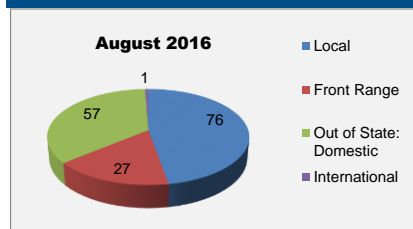


# Buyer Profile

## Upper End Purchaser Details: August 2016

Brm	Bath	Year Built	Size	Price	Legal	PPSF	Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
4	2.00	1989	2930	\$ 7,650,000	M&B: Sec 19,29,30-8-86	\$ 2,610.92	8/10/2016	48710, 48755 CR 56C	SKANEATELES	NY
12	12.00	1965	9250	\$ 3,551,100	M&B: Sec 22-5-84 aka Bella Vista Guest Ranch	\$ 383.90	8/4/2016	31185, 31095 US HWY 40	DUBUQUE	IA
6	4.50	1998	5507	\$ 3,300,000	Fairway Meadows Subd #1 Lot 29	\$ 599.24	8/23/2016	1750 NATCHES WAY	ROCKFORD	IL
7	6.50	2003	7696	\$ 2,950,000	Sanctuary Subd #5 Lot 94	\$ 383.32	8/31/2016	2275 GOLF VIEW WAY	STEAMBOAT SPRINGS	CO
2	2.50	2009	4388	\$ 2,300,000	Lake Catamount Subd Exp Lot 36	\$ 524.16	8/4/2016	32625 HUDSPETH LN	STEAMBOAT SPRINGS	CO
28	26.00	1970	112000	\$ 2,275,000	Thunder Mountain Condo Unit 101-106,201-205,301-305	\$ 20.31	8/19/2016	2030 WALTON CREEK RD	STEAMBOAT SPRINGS	CO
4	4.00	2015	3274	\$ 1,520,000	Chadwick Flats Condo Unit N100	\$ 464.26	8/9/2016	1275 EAGLE GLEN DR #100	ST PETERSBURG	FL
6	5.00	1998	4500	\$ 1,450,000	Sleeping Giant Estates Subd #2 Lot 3B	\$ 322.22	8/16/2016	26025 VISTA VALLEY CT	JUPITER	FL
4	5.00	2005	3035	\$ 1,355,000	River Queen TH Unit 1	\$ 446.46	8/22/2016	1725 RIVER QUEEN LN	STEAMBOAT SPRINGS	CO
4	5.00	2005	3907	\$ 1,242,000	Overlook Vista TH Unit A	\$ 317.89	8/16/2016	1327 OVERLOOK DR	STEAMBOAT SPRINGS	CO
			50.30 AC	\$ 1,048,000	Lake Catamount Subd Exp Lot 19	n/a	8/2/2016	33430 DANVER TRL	CASTLE ROCK	CO

## Purchaser Abstract:



### All Sales: August 2016

Origin of Buyer	# of Trans.	% Overall
Local	76	47%
Front Range	27	17%
Out of State: Domestic	57	35%
International	1	1%
<b>Total Sales</b>	<b>161</b>	<b>100%</b>

### All Sales: Full Year 2015

Origin of Buyer	# of Trans.	% Overall
Local	718	49%
Front Range	179	12%
Out of State: Domestic	559	38%
International	1	0%
<b>Total Sales</b>	<b>1457</b>	<b>100%</b>

### All Sales YTD: Aug. 2016

Origin of Buyer	# of Trans.	% Overall
Local	491	52%
Front Range	144	15%
Out of State: Domestic	301	32%
International	2	0%
<b>Total Sales</b>	<b>938</b>	<b>100%</b>

### All Sales: Full Year 2014

Origin of Buyer	# of Trans.	% Overall
Local	610	45%
Front Range	217	16%
Out of State: Domestic	527	39%
International	6	0%
<b>Total Sales</b>	<b>1360</b>	<b>100%</b>

### All Sales: Full Year 2013

Origin of Buyer	# of Trans.	% Overall
Local	549	43%
Front Range	168	13%
Out of State: Domestic	553	43%
International	8	1%
<b>Total Sales</b>	<b>1278</b>	<b>100%</b>

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## Property Type Transaction Summary

August 2016 Reconciliation by Transaction Type:		
	# Transactions	Gross Volume
Single Family	45	\$ 26,821,400.00
Multi Family	53	\$ 20,484,300.00
Vacant Land	19	\$ 3,748,800.00
Commercial	8	\$ 6,512,500.00
Development Land		
Timeshare / Interval	30	\$ 2,784,600.00
Jumbo Ranch/Agricultural	1	\$ 7,650,000.00
Not Arms Length/Low Doc Fee		
Quit Claim Deed	2	\$ 2,600.00
Related Parties	2	\$ 232,500.00
Bulk Multi-Family Unit/Project Sales		
Partial Interest Sales	1	\$ 220,000.00
Employee Housing Units / Mobile Homes		
Multiple Units & Sites/Same Deed		
Water Rights / Open Space / Easements		
Exempt / Political Transfers		
<b>Total Transactions:</b>	<b>161</b>	<b>\$ 68,456,700.00</b>

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## New Unit Sales Detail

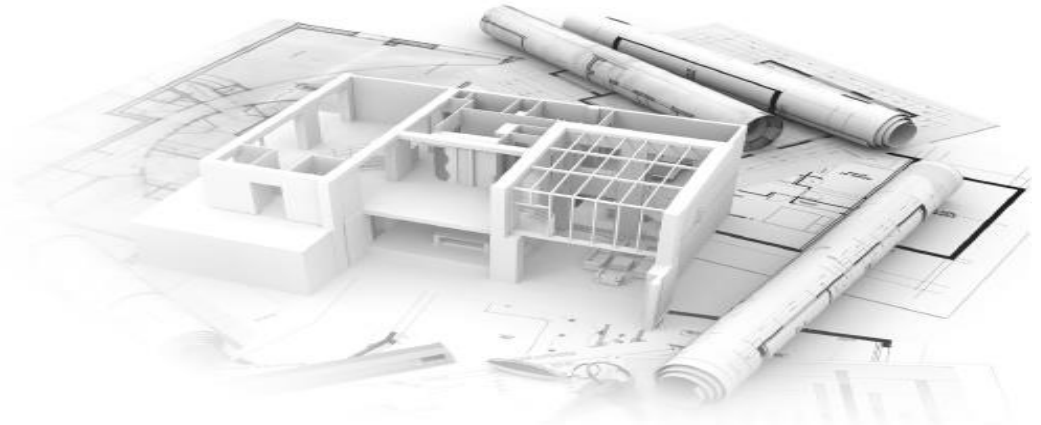
### Improved Residential New Unit Sales Detail: August 2016

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.00	2008	1911	\$ 746,000	Bear Lodge @ Trappeurs Crossing Resort Condo Unit 6103	MULTIFAM	\$ 390.37	1750 MEDICINE SPRINGS DR #6103
4	4.00	2015	3274	\$ 1,520,000	Chadwick Flats Condo Unit N100	MULTIFAM	\$ 464.26	1275 EAGLE GLEN DR #100
3	2.50	2015	1722	\$ 614,000	Emerald Heights TH #4 Lot 21	MULTIFAM	\$ 356.56	651 CLERMONT CIR
2	2.50	2009	4388	\$ 2,300,000	Lake Catamount Subd Exp Lot 36	SINGLEFAM	\$ 524.16	32625 HUDSPETH LN
3	2.50	2015	1722	\$ 614,900	Emerald Heights TH #4 Lot 23	MULTIFAM	\$ 357.08	655 CLERMONT CIR
3	2.50	2015	1722	\$ 609,900	Emerald Heights TH #4 Lot 22	MULTIFAM	\$ 354.18	653 CLERMONT CIR
2	2.50	2015	1024	\$ 395,000	TH @ Walton Pond Unit 10	MULTIFAM	\$ 385.74	832 WEISS CIR #10
3	3.00	2008	2100	\$ 345,000	Sagewood Subd #2 Lot 58	SINGLEFAM	\$ 164.29	350 HONEYSUCKLE DR

### Summary of Improved Residential New Unit Sales: August 2016

<b>Average Price:</b>	<b>\$893,100</b>
<b>Average PPSF:</b>	<b>\$374.58</b>
<b>Median Price:</b>	<b>\$ 614,450</b>
<b># Transactions:</b>	<b>8</b>
<b>Gross Volume:</b>	<b>\$ 7,144,800</b>

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NOTE: The above figures do not include time share interests, new vacant site transactions, or new commercial unit transactions. Data is deemed reliable but not guaranteed.