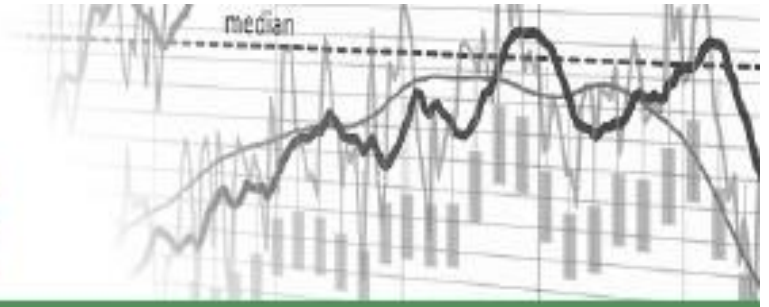
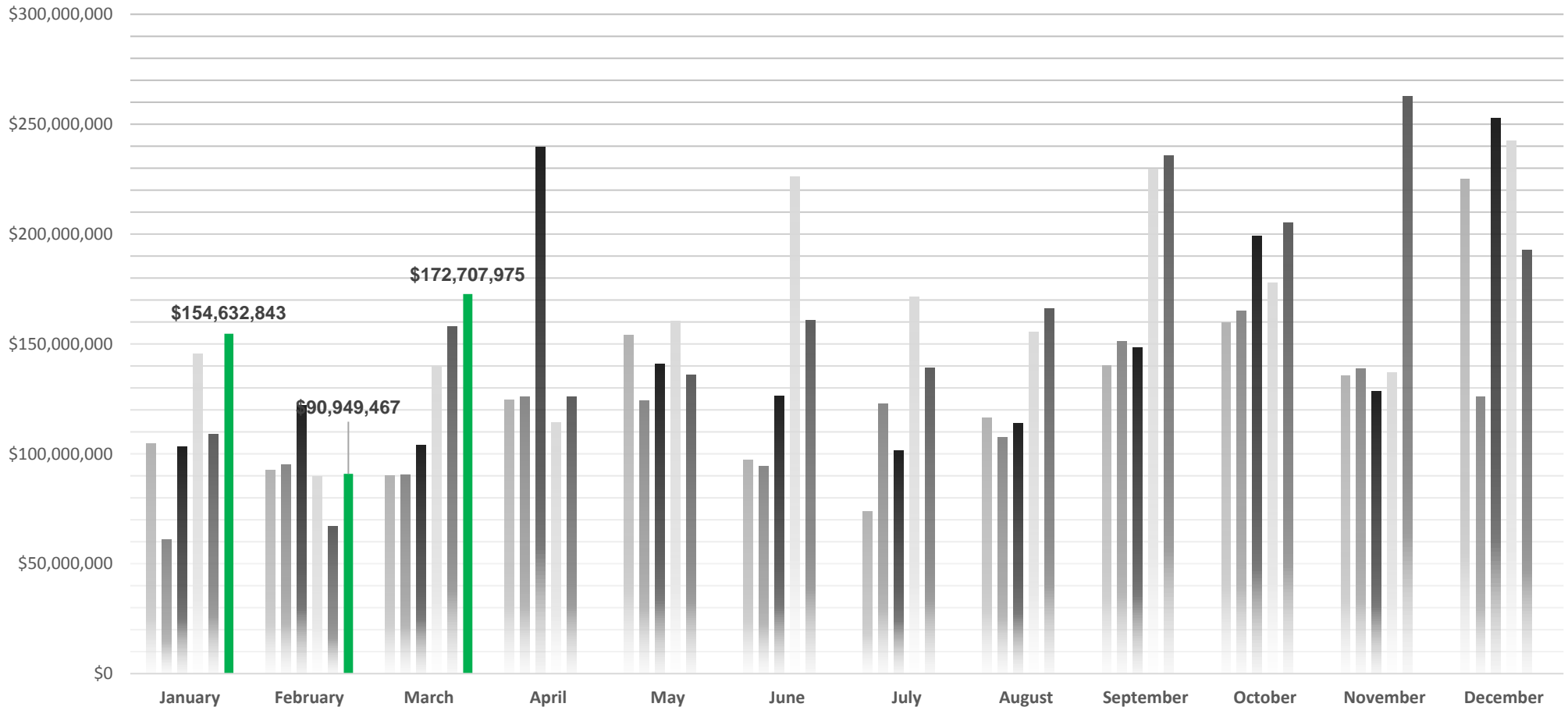




# Eagle County Market ANALYSIS



## Historical Sales Volume: 2012 - YTD: 2017

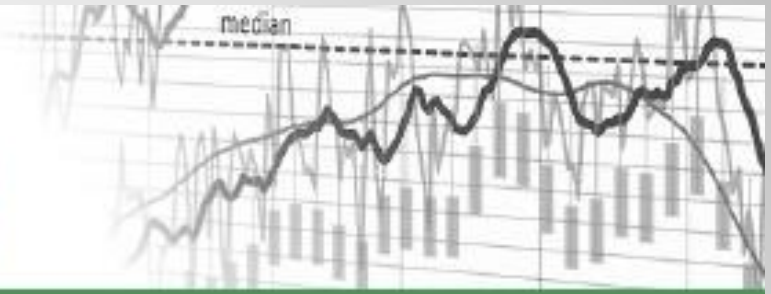


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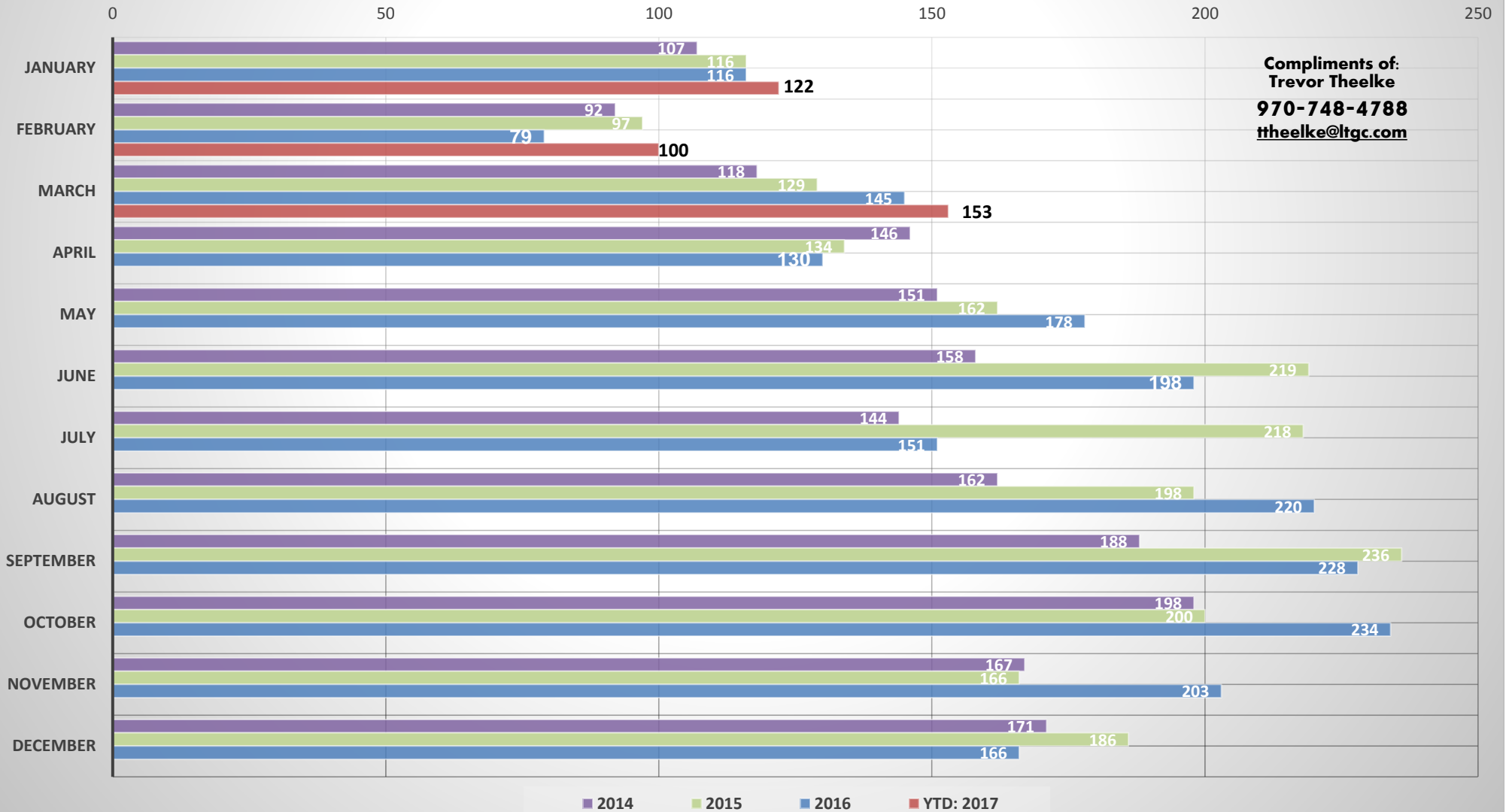
■ 2012   ■ 2013   ■ 2014   ■ 2015   ■ 2016   ■ YTD: 2017



# Eagle County Market ANALYSIS



## Historical Transaction Volume: 2014 - YTD: 2017





# Historical Gross Sales Volume

## Dollar Volume

Month	2012	% of Previous Year	2013	% of Previous Year	2014	% of Previous Year	2015	% of Previous Year	2016	% of Previous Year	2017	% of Previous Year
January	\$104,492,288	121%	\$61,119,460	58%	\$103,109,993	169%	\$145,323,518	141%	\$109,003,485	75%	\$154,632,843	142%
February	\$92,427,000	112%	\$95,173,867	103%	\$121,963,299	128%	\$89,729,327	74%	\$67,025,367	75%	\$90,949,467	136%
March	\$89,967,800	68%	\$90,504,772	101%	\$104,055,895	115%	\$139,865,116	134%	\$157,915,927	113%	\$172,707,975	109%
April	\$124,475,200	124%	\$125,968,600	101%	\$239,411,420	190%	\$114,079,607	48%	\$125,972,987	110%		0%
May	\$154,113,314	129%	\$124,319,071	81%	\$140,853,228	113%	\$160,565,432	114%	\$135,802,891	85%		0%
June	\$97,258,600	143%	\$94,345,910	97%	\$126,187,516	134%	\$225,916,373	179%	\$160,867,600	71%		0%
July	\$73,826,150	152%	\$122,933,025	167%	\$101,361,682	82%	\$171,312,586	169%	\$139,255,646	81%		0%
August	\$116,279,200	141%	\$107,615,823	93%	\$114,023,444	106%	\$155,378,858	136%	\$165,997,000	107%		0%
September	\$140,283,568	169%	\$151,325,898	108%	\$148,315,026	98%	\$229,528,778	155%	\$235,519,445	103%		0%
October	\$159,787,215	142%	\$164,928,610	103%	\$199,038,260	121%	\$177,785,117	89%	\$205,290,354	115%		0%
November	\$135,702,340	109%	\$138,598,549	102%	\$128,287,523	93%	\$137,128,799	107%	\$262,710,295	192%		0%
December	\$224,877,609	192%	\$125,803,695	56%	\$252,756,183	201%	\$242,524,378	96%	\$192,600,906	79%		0%
<b>YTD - TOTAL</b>	<b>\$286,887,088</b>	<b>n/a</b>	<b>\$246,798,099</b>	<b>86%</b>	<b>\$329,129,187</b>	<b>133%</b>	<b>\$374,917,961</b>	<b>114%</b>	<b>\$333,944,779</b>	<b>89%</b>	<b>\$418,290,285</b>	<b>125%</b>
<b>Annual Totals</b>	<b>\$1,513,490,284</b>	<b>167%</b>	<b>\$1,402,637,280</b>	<b>131%</b>	<b>\$1,779,363,469</b>	<b>127%</b>	<b>\$1,989,137,889</b>	<b>112%</b>	<b>\$1,957,961,903</b>	<b>98%</b>	<b>\$418,290,285</b>	<b>21%</b>

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## Number of Transactions

Month	2012	% of Previous Year	2013	% of Previous Year	2014	% of Previous Year	2015	% of Previous Year	2016	% of Previous Year	2017	% of Previous Year
January	90	100%	97	108%	107	110%	116	110%	116	100%	122	105%
February	91	111%	83	91%	92	111%	97	111%	79	81%	100	127%
March	102	79%	120	118%	118	98%	129	98%	145	112%	153	106%
April	135	127%	160	119%	146	91%	134	91%	130	97%		0%
May	150	124%	161	107%	151	94%	162	94%	178	110%		0%
June	124	135%	143	115%	158	110%	219	110%	198	90%		0%
July	115	125%	190	165%	144	76%	218	76%	151	69%		0%
August	164	130%	187	114%	162	87%	198	87%	220	111%		0%
September	175	133%	157	90%	188	120%	236	120%	228	97%		0%
October	218	168%	177	81%	198	112%	200	112%	234	117%		0%
November	154	127%	156	101%	167	107%	166	107%	203	122%		0%
December	208	153%	135	65%	171	127%	186	127%	166	89%		0%
<b>YTD - TOTAL</b>	<b>283</b>	<b>n/a</b>	<b>300</b>	<b>106%</b>	<b>317</b>	<b>106%</b>	<b>342</b>	<b>108%</b>	<b>340</b>	<b>99%</b>	<b>375</b>	<b>110%</b>
<b>Annual Totals</b>	<b>1,726</b>	<b>133%</b>	<b>1,766</b>	<b>127%</b>	<b>1,802</b>	<b>102%</b>	<b>2,061</b>	<b>114%</b>	<b>2,048</b>	<b>99%</b>	<b>375</b>	<b>18%</b>

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## Transaction Analysis by Area

March 2017

### All Transaction Summary by Area

Area	Total Dollar Volume	% of Volume	Number of Transactions	% of Transactions	Average Transaction Price	Median Transaction Price
Bighorn, East Vail	\$16,601,500	9.61%	12	7.84%	\$1,383,458	\$915,000
Booth Creek, The Falls	\$2,650,000	1.53%	1	0.65%	\$2,650,000	n/a
11th Filing, Vail Golf Course	\$0	0.00%	0	0.00%	\$0	\$0
Vail Village	\$22,975,000	13.30%	5	3.27%	\$4,595,000	\$5,400,000
Lionshead	\$12,508,000	7.24%	4	2.61%	\$3,127,000	\$1,555,000
Spraddle Creek	\$0	0.00%	0	0.00%	\$0	\$0
Potato Patch	\$3,554,000	2.06%	2	1.31%	\$1,777,000	n/a
Lionsridge, Sandstone, The Ridge, The Valley	\$3,347,000	1.94%	5	3.27%	\$669,400	\$405,000
Cascade Village, Glen Lyon	\$6,457,000	3.74%	3	1.96%	\$2,152,333	\$2,007,000
Buffer Creek, Vail Das Shone, Vail Heights, Vail Ridge	\$1,362,550	0.79%	2	1.31%	\$681,275	n/a
Highland Meadows	\$1,700,000	0.98%	1	0.65%	\$1,700,000	n/a
Intermountain, Matterhorn, Vail Village West	\$3,473,500	2.01%	2	1.31%	\$1,736,750	n/a
Minturn, Redcliff	\$2,123,000	1.23%	6	3.92%	\$353,833	\$403,500
Eagle Vail	\$1,807,500	1.05%	3	1.96%	\$602,500	\$487,500
Avon	\$7,358,925	4.26%	11	7.19%	\$668,993	\$315,000
Mountain Star	\$2,520,000	1.46%	2	1.31%	\$1,260,000	n/a
Wildridge	\$6,117,250	3.54%	3	1.96%	\$2,039,083	\$956,250
Beaver Creek	\$18,091,692	10.48%	12	7.84%	\$1,507,641	\$719,950
Bachelor Gulch	\$13,825,000	8.00%	3	1.96%	\$4,608,333	\$5,150,000
Arrowhead	\$11,441,875	6.62%	7	4.58%	\$1,634,554	\$1,650,000
Berry Creek, Singletree	\$3,114,000	1.80%	3	1.96%	\$1,038,000	\$1,050,000
Edwards	\$7,500,293	4.34%	13	8.50%	\$576,946	\$375,000
Homestead, South 40	\$525,000	0.30%	1	0.65%	\$525,000	n/a
Lake Creek, Squaw Creek	\$0	0.00%	0	0.00%	\$0	\$0
Cordillera Valley Club	\$0	0.00%	0	0.00%	\$0	\$0
Cordillera	\$4,557,000	2.64%	7	4.58%	\$651,000	\$375,000
Wolcott	\$515,000	0.30%	2	1.31%	\$257,500	n/a
Bellyache, Red Sky	\$0	0.00%	0	0.00%	\$0	\$0
Eagle	\$9,299,190	5.38%	18	11.76%	\$516,622	\$483,000
Gypsum	\$5,105,700	2.96%	15	9.80%	\$340,380	\$316,000
Basalt, El Jebel and Misc. In-County	\$3,767,000	2.18%	5	3.27%	\$753,400	\$282,000
Quit Claim Deeds	\$411,000	0.24%	5	3.27%	\$82,200	\$65,000
<b>TOTAL</b>	<b>\$172,707,975</b>	<b>100.00%</b>	<b>153</b>	<b>100.00%</b>	<b>\$909,495</b>	<b>\$525,000</b>
<b>(NEW UNIT SALES)</b>	<b>\$16,312,313</b>	<b>9.45%</b>	<b>14</b>	<b>9.15%</b>	<b>\$1,165,165</b>	<b>\$570,750</b>

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## YTD. Transaction Analysis by Area

YTD: Mar. 2017

### All Transaction Summary by Area

Area	Total Dollar Volume	% of Volume	Number of Transactions	% of Transactions	Average Transaction Price	Median Transaction Price
Bighorn, East Vail	\$23,350,500	5.58%	21	5.60%	\$1,111,929	\$840,000
Booth Creek, The Falls	\$2,650,000	0.63%	1	0.27%	\$2,650,000	n/a
11th Filing, Vail Golf Course	\$0	0.00%	0	0.00%	\$0	\$0
Vail Village	\$58,814,000	14.06%	14	3.73%	\$4,201,000	\$2,650,000
Lionshead	\$34,923,000	8.35%	9	2.40%	\$3,880,333	\$2,590,000
Spraddle Creek	\$0	0.00%	0	0.00%	\$0	\$0
Potato Patch	\$3,554,000	0.85%	2	0.53%	\$1,777,000	n/a
Lionsridge, Sandstone, The Ridge, The Valley	\$14,306,000	3.42%	13	3.47%	\$1,100,462	\$405,000
Cascade Village, Glen Lyon	\$13,957,000	3.34%	5	1.33%	\$2,791,400	\$2,007,000
Buffer Creek, Vail Das Shone, Vail Heights, Vail Ridge	\$1,362,550	0.33%	2	0.53%	\$681,275	n/a
Highland Meadows	\$4,050,000	0.97%	2	0.53%	\$2,025,000	n/a
Intermountain, Matterhorn, Vail Village West	\$4,431,000	1.06%	3	0.80%	\$1,477,000	\$2,025,000
Minturn, Redcliff	\$4,750,000	1.14%	9	2.40%	\$527,778	\$535,000
Eagle Vail	\$12,108,800	2.89%	17	4.53%	\$712,282	\$634,500
Avon	\$19,180,331	4.59%	30	8.00%	\$639,344	\$428,750
Mountain Star	\$3,660,000	0.87%	3	0.80%	\$1,220,000	\$1,140,000
Wildridge	\$9,225,150	2.21%	9	2.40%	\$1,025,017	\$680,000
Beaver Creek	\$37,078,692	8.86%	20	5.33%	\$1,853,935	\$1,045,000
Bachelor Gulch	\$47,625,000	11.39%	9	2.40%	\$5,291,667	\$4,500,000
Arrowhead	\$15,031,875	3.59%	11	2.93%	\$1,366,534	\$1,150,000
Berry Creek, Singletree	\$6,499,000	1.55%	7	1.87%	\$928,429	\$850,000
Edwards	\$13,402,468	3.20%	25	6.67%	\$536,099	\$375,000
Homestead, South 40	\$1,374,000	0.33%	3	0.80%	\$458,000	\$450,000
Lake Creek, Squaw Creek	\$6,065,000	1.45%	3	0.80%	\$2,021,667	\$1,650,000
Cordillera Valley Club	\$6,583,500	1.57%	4	1.07%	\$1,645,875	\$1,464,250
Cordillera	\$12,447,000	2.98%	12	3.20%	\$1,037,250	\$883,500
Wolcott	\$1,470,000	0.35%	4	1.07%	\$367,500	\$519,250
Bellyache, Red Sky	\$0	0.00%	0	0.00%	\$0	\$0
Eagle	\$21,226,353	5.07%	52	13.87%	\$408,199	\$325,000
Gypsum	\$19,143,825	4.58%	53	14.13%	\$361,204	\$335,000
Basalt, El Jebel and Misc. In-County	\$19,353,718	4.63%	24	6.40%	\$806,405	\$562,500
Quit Claim Deeds	\$667,523	0.16%	8	2.13%	\$83,440	\$278,000
<b>TOTAL</b>	<b>\$418,290,285</b>	<b>100.00%</b>	<b>375</b>	<b>100.00%</b>	<b>\$1,120,209</b>	<b>\$535,000</b>
<b>(NEW UNIT SALES)</b>	<b>\$53,747,518</b>	<b>12.85%</b>	<b>38</b>	<b>10.13%</b>	<b>\$1,414,408</b>	<b>\$432,653</b>

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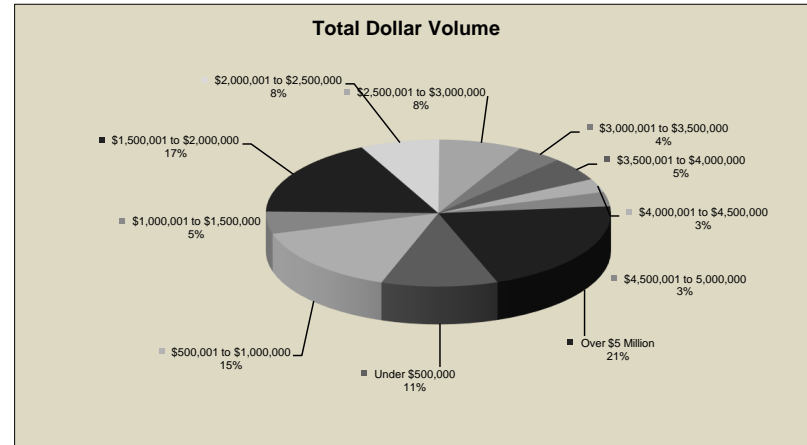
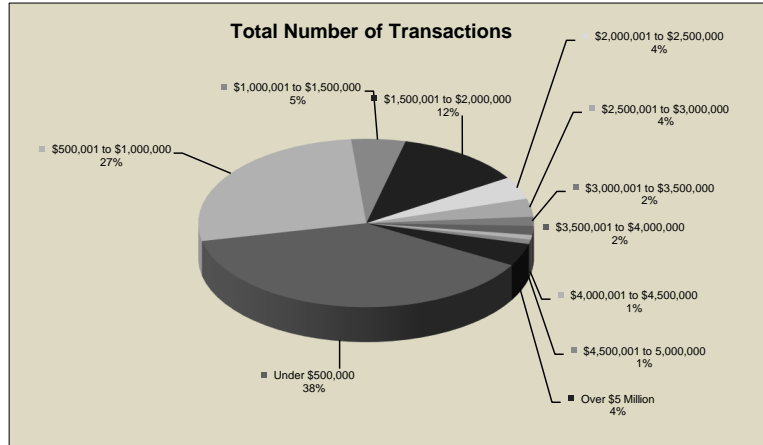


# Cost Breakdown

March 2017

## Residential Cost Breakdown

	Improved Residential				Residential Vacant Land and Commercial Total*			
	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price
Improved Residential	Under \$500,000	44	\$15,789,657	\$358,856	Single Family	61	\$88,336,830	\$1,448,145
	\$500,001 to \$1,000,000	31	\$21,918,950	\$707,063	Multi Family	54	\$56,537,465	\$1,046,990
	\$1,000,001 to \$1,500,000	6	\$7,075,000	\$1,179,167	Vacant Residential Land	19	\$11,452,000	\$602,737
	\$1,500,001 to \$2,000,000	14	\$25,047,813	\$1,789,130				
	\$2,000,001 to \$2,500,000	5	\$10,783,000	\$2,156,600				
	\$2,500,001 to \$3,000,000	4	\$11,258,875	\$2,814,719				
	\$3,000,001 to \$3,500,000	2	\$6,220,000	\$3,110,000				
	\$3,500,001 to \$4,000,000	2	\$7,550,000	\$3,775,000				
	\$4,000,001 to \$4,500,000	1	\$4,306,000	\$4,306,000				
	\$4,500,001 to 5,000,000	1	\$4,600,000	\$4,600,000				
Over \$5 Million	5	\$30,325,000	\$6,065,000					
<b>Improved Residential Total:</b>	<b>115</b>	<b>\$144,874,295</b>	<b>\$1,259,776</b>	<b>Total</b>	<b>134</b>	<b>\$156,326,295</b>	<b>\$1,166,614</b>	
Residential Vacant Land and Commercial Total*:	38	\$27,833,680	\$732,465	<i>* includes all non-improved residential transactions</i>				



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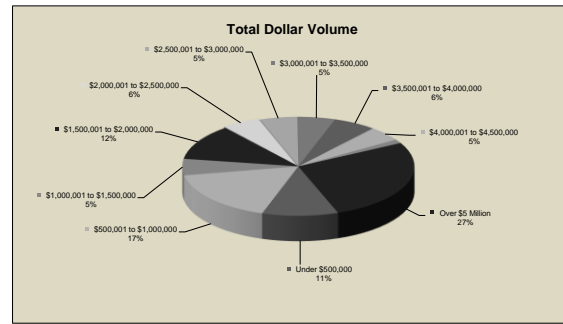
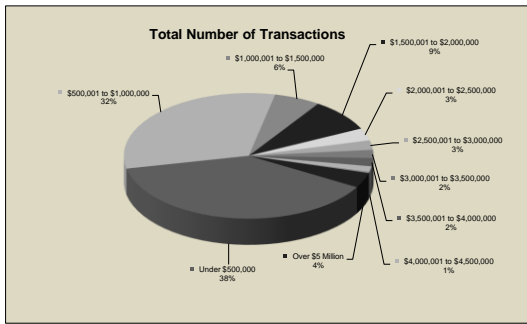
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## YTD. Cost Breakdown

YTD: Mar. 2017

	Improved Residential				Total			
	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price
Improved Residential	Under \$500,000	109	\$38,905,588	\$356,932	Single Family	143	\$228,693,013	\$1,599,252
	\$500,001 to \$1,000,000	90	\$62,634,968	\$695,944	Multi Family	141	\$138,499,731	\$982,268
	\$1,000,001 to \$1,500,000	17	\$19,630,000	\$1,154,706	Vacant Residential Land	39	\$18,173,500	\$465,987
	\$1,500,001 to \$2,000,000	24	\$43,032,813	\$1,793,034				
	\$2,000,001 to \$2,500,000	9	\$19,895,500	\$2,210,611				
	\$2,500,001 to \$3,000,000	7	\$19,348,875	\$2,764,125				
	\$3,000,001 to \$3,500,000	6	\$19,411,000	\$3,235,167				
	\$3,500,001 to \$4,000,000	6	\$21,963,000	\$3,660,500				
	\$4,000,001 to \$4,500,000	4	\$17,686,000	\$4,421,500				
	\$4,500,001 to 5,000,000	1	\$4,600,000	\$4,600,000				
	Over \$5 Million	11	\$100,085,000	\$9,098,636				
	<b>Improved Residential Total:</b>	<b>284</b>	<b>\$367,192,744</b>	<b>\$1,292,932</b>	<b>Total</b>	<b>323</b>	<b>\$385,366,244</b>	<b>\$1,193,084</b>
Residential Vacant Land and Commercial Total*:	91	\$51,097,541	\$561,511	* includes all non-improved residential transactions				



Full Year: 2016

	Improved Residential				Total			
	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price
Improved Residential	Under \$500,000	692	\$246,044,750	\$355,556	Single Family	777	\$921,022,035	\$1,185,357
	\$500,001 to \$1,000,000	554	\$388,864,722	\$701,922	Multi Family	901	\$706,946,802	\$784,625
	\$1,000,001 to \$1,500,000	183	\$228,388,886	\$1,248,027	Vacant Residential Land	153	\$41,829,129	\$273,393
	\$1,500,001 to \$2,000,000	106	\$181,721,794	\$1,714,357				
	\$2,000,001 to \$2,500,000	40	\$90,558,222	\$2,263,956				
	\$2,500,001 to \$3,000,000	24	\$66,287,211	\$2,761,967				
	\$3,000,001 to \$3,500,000	20	\$65,497,910	\$3,274,896				
	\$3,500,001 to \$4,000,000	15	\$56,645,000	\$3,776,333				
	\$4,000,001 to \$4,500,000	9	\$38,511,467	\$4,279,052				
	\$4,500,001 to 5,000,000	7	\$33,870,000	\$4,838,571				
	Over \$5 Million	28	\$231,578,875	\$8,270,674				
	<b>Improved Residential Total:</b>	<b>1,678</b>	<b>\$1,627,968,837</b>	<b>\$970,184</b>	<b>Total</b>	<b>1831</b>	<b>\$1,669,797,966</b>	<b>\$911,960</b>
Residential Vacant Land and Commercial Total*:	370	\$329,993,066	\$891,873	* includes all non-improved residential transactions				

Full Year: 2015

	Improved Residential				Total			
	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price	Sale	Number of Transactions	Total Dollar Volume	Average Sales Price
Improved Residential	Under \$500,000	712	\$246,103,250	\$345,651	Single Family	774	\$924,583,540	\$1,194,552
	\$500,001 to \$1,000,000	526	\$370,062,600	\$703,541	Multi Family	860	\$749,375,060	\$871,366
	\$1,000,001 to \$1,500,000	144	\$178,958,851	\$1,242,770	Vacant Residential Land	166	\$56,747,599	\$341,853
	\$1,500,001 to \$2,000,000	82	\$143,165,786	\$1,745,924				
	\$2,000,001 to \$2,500,000	53	\$117,204,562	\$2,211,407				
	\$2,500,001 to \$3,000,000	24	\$66,721,500	\$2,780,063				
	\$3,000,001 to \$3,500,000	19	\$62,350,000	\$3,281,579				
	\$3,500,001 to \$4,000,000	9	\$33,395,000	\$3,710,556				
	\$4,000,001 to \$4,500,000	12	\$51,400,068	\$4,283,339				
	\$4,500,001 to 5,000,000	10	\$47,557,316	\$4,755,732				
	Over \$5 Million	43	\$357,039,667	\$8,303,248				
	<b>Improved Residential Total:</b>	<b>1,634</b>	<b>\$1,673,958,600</b>	<b>\$1,024,454</b>	<b>Total</b>	<b>1800</b>	<b>\$1,730,706,199</b>	<b>\$961,503</b>
Residential Vacant Land and Commercial Total*:	427	\$315,179,289	\$738,125	* includes all non-improved residential transactions				

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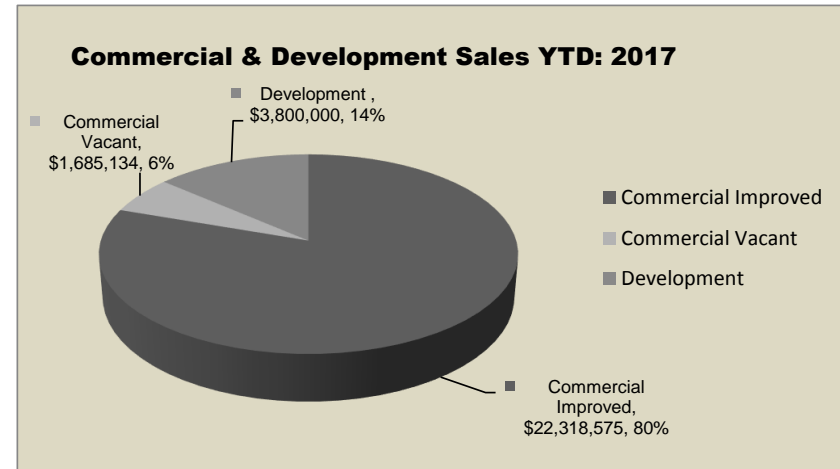
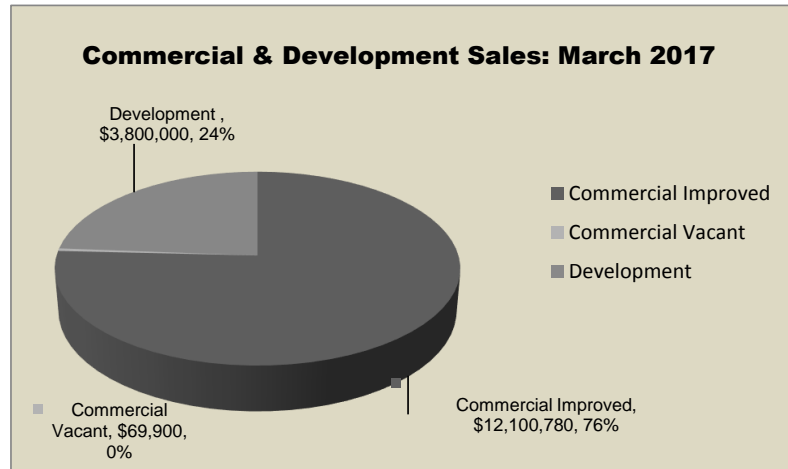


## Commercial Market Analysis

### March & YTD: 2017

### Commercial Cost Breakdown

Sale	Number of Transactions	Total Dollar Volume	Average Sales Price	YTD Number of Transactions	YTD Total Dollar Volume	YTD Average Sales Price
Commercial Improved	12	\$12,100,780	\$1,008,398	28	\$22,318,575	\$797,092
Commercial Vacant	1	\$69,900	\$69,900	10	\$1,685,134	\$168,513
Development	1	\$3,800,000	\$3,800,000	1	\$3,800,000	\$3,800,000
<b>Total</b>	<b>14</b>	<b>\$15,970,680</b>	<b>\$1,140,763</b>	<b>39</b>	<b>\$27,803,709</b>	<b>\$712,916</b>



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## Residential Analysis by Area

March 2017

### Residential Summary by Area

Area	Number of Transactions	% of Transactions	Total Dollar Volume	% of Volume	Average Transaction Price	Median Transaction Price
Bighorn, East Vail	12	10.43%	\$16,601,500	11.46%	\$1,383,458	\$915,000
Booth Creek, The Falls	1	0.87%	\$2,650,000	1.83%	\$2,650,000	n/a
11th Filing, Vail Golf Course	0	0.00%	\$0	0.00%	\$0	\$0
Vail Village	5	4.35%	\$22,975,000	15.86%	\$4,595,000	\$5,400,000
Lionshead	3	2.61%	\$3,508,000	2.42%	\$1,169,333	\$910,000
Spraddle Creek	0	0.00%	\$0	0.00%	\$0	\$0
Potato Patch	2	1.74%	\$3,554,000	2.45%	\$1,777,000	n/a
Lionsridge, Sandstone, The Ridge, The Valley	5	4.35%	\$3,347,000	2.31%	\$669,400	\$405,000
Cascade Village, Glen Lyon	3	2.61%	\$6,457,000	4.46%	\$2,152,333	\$2,007,000
Buffer Creek, Vail Das Shone, Vail Heights, Vail Ridge	2	1.74%	\$1,362,550	0.94%	\$681,275	n/a
Highland Meadows	0	0.00%	\$0	0.00%	\$0	\$0
Intermountain, Matterhorn, Vail Village West	2	1.74%	\$3,473,500	2.40%	\$1,736,750	n/a
Minturn, Redcliff	4	3.48%	\$1,967,000	1.36%	\$491,750	\$500,000
Eagle Vail	3	2.61%	\$1,807,500	1.25%	\$602,500	\$487,500
Avon	9	7.83%	\$3,375,125	2.33%	\$375,014	\$315,000
Mountain Star	0	0.00%	\$0	0.00%	\$0	\$0
Wildridge	3	2.61%	\$6,117,250	4.22%	\$2,039,083	\$956,250
Beaver Creek	11	9.57%	\$18,021,792	12.44%	\$1,638,345	\$760,000
Bachelor Gulch	2	1.74%	\$10,425,000	7.20%	\$5,212,500	n/a
Arrowhead	7	6.09%	\$11,441,875	7.90%	\$1,634,554	\$1,650,000
Berry Creek, Singletree	3	2.61%	\$3,114,000	2.15%	\$1,038,000	\$1,050,000
Edwards	6	5.22%	\$5,208,313	3.60%	\$868,052	\$585,000
Homestead, South 40	1	0.87%	\$525,000	0.36%	\$525,000	n/a
Lake Creek, Squaw Creek	0	0.00%	\$0	0.00%	\$0	\$0
Cordillera Valley Club	0	0.00%	\$0	0.00%	\$0	\$0
Cordillera	3	2.61%	\$3,567,000	2.46%	\$1,189,000	\$999,000
Wolcott	0	0.00%	\$0	0.00%	\$0	\$0
Bellyache, Red Sky	0	0.00%	\$0	0.00%	\$0	\$0
Eagle	12	10.43%	\$7,405,190	5.11%	\$617,099	\$547,500
Gypsum	14	12.17%	\$4,995,700	3.45%	\$356,836	\$317,000
Basalt, El Jebel and Misc. In-County	2	1.74%	\$2,975,000	2.05%	\$1,487,500	n/a
Quit Claim Deeds	0	0.00%	\$0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>115</b>	<b>100.00%</b>	<b>\$144,874,295</b>	<b>100.00%</b>	<b>\$1,259,776</b>	<b>\$652,000</b>
<b>(NEW UNIT SALES)</b>	<b>11</b>	<b>9.57%</b>	<b>\$11,752,313</b>	<b>8.11%</b>	<b>\$1,068,392</b>	<b>\$652,000</b>

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## YTD. Residential Analysis by Area

YTD: Mar. 2017

### Residential Summary by Area

Area	Number of Transactions	% of Transactions	Total Dollar Volume	% of Volume	Average Transaction Price	Median Transaction Price
Bighorn, East Vail	21	7.39%	\$23,350,500	6.36%	\$1,111,929	\$840,000
Booth Creek, The Falls	1	0.35%	\$2,650,000	0.72%	\$2,650,000	n/a
11th Filing, Vail Golf Course	0	0.00%	\$0	0.00%	\$0	\$0
Vail Village	12	4.23%	\$58,541,000	15.94%	\$4,878,417	\$3,384,000
Lionshead	7	2.46%	\$22,423,000	6.11%	\$3,203,286	\$2,200,000
Spraddle Creek	0	0.00%	\$0	0.00%	\$0	\$0
Potato Patch	2	0.70%	\$3,554,000	0.97%	\$1,777,000	n/a
Lionsridge, Sandstone, The Ridge, The Valley	13	4.58%	\$14,306,000	3.90%	\$1,100,462	\$405,000
Cascade Village, Glen Lyon	5	1.76%	\$13,957,000	3.80%	\$2,791,400	\$2,007,000
Buffer Creek, Vail Das Shone, Vail Heights, Vail Ridge	2	0.70%	\$1,362,550	0.37%	\$681,275	n/a
Highland Meadows	1	0.35%	\$2,350,000	0.64%	\$2,350,000	n/a
Intermountain, Matterhorn, Vail Village West	2	0.70%	\$3,473,500	0.95%	\$1,736,750	n/a
Minturn, Redcliff	6	2.11%	\$3,644,000	0.99%	\$607,333	\$576,000
Eagle Vail	17	5.99%	\$12,108,800	3.30%	\$712,282	\$634,500
Avon	27	9.51%	\$12,771,531	3.48%	\$473,020	\$392,500
Mountain Star	0	0.00%	\$0	0.00%	\$0	\$0
Wildridge	9	3.17%	\$9,225,150	2.51%	\$1,025,017	\$680,000
Beaver Creek	19	6.69%	\$37,008,792	10.08%	\$1,947,831	\$1,300,000
Bachelor Gulch	8	2.82%	\$44,225,000	12.04%	\$5,528,125	\$4,825,000
Arrowhead	11	3.87%	\$15,031,875	4.09%	\$1,366,534	\$1,150,000
Berry Creek, Singletree	7	2.46%	\$6,499,000	1.77%	\$928,429	\$850,000
Edwards	10	3.52%	\$6,783,813	1.85%	\$678,381	\$446,750
Homestead, South 40	3	1.06%	\$1,374,000	0.37%	\$458,000	\$450,000
Lake Creek, Squaw Creek	3	1.06%	\$6,065,000	1.65%	\$2,021,667	\$1,650,000
Cordillera Valley Club	2	0.70%	\$5,478,500	1.49%	\$2,739,250	n/a
Cordillera	8	2.82%	\$11,457,000	3.12%	\$1,432,125	\$1,640,000
Wolcott	2	0.70%	\$955,000	0.26%	\$477,500	n/a
Bellyache, Red Sky	0	0.00%	\$0	0.00%	\$0	\$0
Eagle	24	8.45%	\$14,627,690	3.98%	\$609,487	\$554,500
Gypsum	44	15.49%	\$17,165,325	4.67%	\$390,121	\$360,000
Basalt, El Jebel and Misc. In-County	18	6.34%	\$16,804,718	4.58%	\$933,595	\$590,379
Quit Claim Deeds	0	0.00%	\$0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>284</b>	<b>100.00%</b>	<b>\$367,192,744</b>	<b>100.00%</b>	<b>\$1,292,932</b>	<b>\$618,500</b>
<b>(NEW UNIT SALES)</b>	<b>29</b>	<b>10.21%</b>	<b>\$46,937,398</b>	<b>12.78%</b>	<b>\$1,618,531</b>	<b>\$699,500</b>

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## Market Snapshot by Area

Full Year: 2016 versus YTD: 2017

Market Snapshot Average Price

Area	Average Price Single Family 2016	Average Price Single Family YTD: 2017	% Change vs. Previous Year-to-Date	Average Price Multi-Family 2016	Average Price Multi-Family YTD: 2017	% Change vs. Previous Year-to-Date	Average Price Vacant Land 2016	Average Price Vacant Land YTD: 2017	% Change vs. Previous Year-to-Date
Bighorn, East Vail	\$1,637,106	\$2,042,000	25%	\$482,163	\$821,281	70%	\$303,000	\$0	n/a
Booth Creek, The Falls	\$1,833,571	\$2,650,000	45%	\$575,429	\$0	n/a	\$0	\$0	0%
11th Filing, Vail Golf Course	\$2,752,500	\$0	n/a	\$1,263,455	\$0	n/a	\$0	\$0	0%
Vail Village	\$8,214,914	\$14,200,000	73%	\$2,276,732	\$3,014,100	32%	\$0	\$0	0%
Lionshead	\$17,500,000	\$12,425,000	-29%	\$1,871,208	\$1,666,333	-11%	\$0	\$0	0%
Spraddle Creek	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
Potato Patch	\$3,825,000	\$1,725,000	-55%	\$1,257,750	\$1,829,000	45%	\$0	\$0	0%
Lionsridge, Sandstone, The Ridge, The Valley	\$1,709,857	\$2,236,000	31%	\$700,048	\$390,750	-44%	\$1,825,000	\$0	n/a
Cascade Village, Glen Lyon	\$5,056,667	\$3,316,667	-34%	\$1,776,542	\$2,003,500	13%	\$2,900,000	\$0	n/a
Buffer Creek, Vail Das Schone, Vail Heights, Vail Ridge	\$1,932,333	\$887,550	-54%	\$412,658	\$475,000	15%	\$725,000	\$0	n/a
Highland Meadows	\$2,033,396	\$2,350,000	16%	\$0	\$0	0%	\$225,000	\$1,700,000	656%
Intermountain, Matterhorn, Vail Village West	\$1,303,977	\$3,020,000	132%	\$604,097	\$453,500	-25%	\$0	\$957,500	n/a
Minturn, Redcliff	\$596,466	\$600,500	1%	\$0	\$621,000	n/a	\$330,500	\$78,000	-76%
Eagle-Vail	\$775,862	\$816,430	5%	\$439,040	\$563,500	28%	\$305,750	\$0	n/a
Avon	\$0	\$0	n/a	\$495,580	\$473,020	-5%	\$0	\$0	0%
Mountain Star	\$3,450,000	\$0	n/a	\$0	\$0	0%	\$1,272,500	\$1,220,000	-4%
Wildridge	\$984,252	\$1,736,438	76%	\$498,150	\$455,880	-8%	\$0	\$0	0%
Beaver Creek	\$3,604,104	\$2,525,946	-30%	\$1,457,204	\$1,879,818	29%	\$0	\$0	0%
Bachelor Gulch	\$5,276,393	\$7,544,000	43%	\$1,814,241	\$2,168,333	20%	\$0	\$3,400,000	0%
Arrowhead	\$1,982,724	\$1,826,146	-8%	\$959,161	\$815,000	-15%	\$897,500	\$0	n/a
Berry Creek, Singletree	\$1,089,645	\$1,005,667	-8%	\$599,750	\$465,000	-22%	\$413,750	\$0	n/a
Edwards	\$1,455,115	\$1,370,771	-6%	\$405,704	\$381,643	-6%	\$200,000	\$0	n/a
Homestead, South Forty	\$949,956	\$525,000	-45%	\$497,323	\$424,500	-15%	\$255,000	\$0	n/a
Lake Creek, Squaw Creek	\$3,586,500	\$2,650,000	-26%	\$805,000	\$765,000	-5%	\$325,250	\$0	n/a
Cordillera Valley Club	\$2,052,944	\$2,739,250	33%	\$0	\$0	0%	\$388,750	\$552,500	42%
Cordillera	\$1,695,878	\$1,432,125	-16%	\$0	\$0	0%	\$177,773	\$247,500	39%
Wolcott	\$0	\$477,500	n/a	\$0	\$0	0%	\$125,938	\$257,500	104%
Bellyache, Red Sky	\$1,261,265	\$0	n/a	\$0	\$0	0%	\$193,333	\$0	n/a
Eagle	\$655,130	\$666,538	2%	\$334,736	\$324,235	-3%	\$233,023	\$276,567	19%
Gypsum	\$380,688	\$421,684	11%	\$205,396	\$223,286	9%	\$102,173	\$123,125	21%
Basalt, El Jebel & Misc. In-County	\$948,198	\$1,185,976	25%	\$570,976	\$618,120	8%	\$240,500	\$262,250	9%
<b>Gross Live Average:</b>	<b>\$1,185,357</b>	<b>\$1,599,252</b>	<b>35%</b>	<b>\$784,625</b>	<b>\$982,268</b>	<b>25%</b>	<b>\$273,393</b>	<b>\$465,987</b>	<b>70%</b>

## Market Snapshot by Area

Full Year: 2016 versus YTD: 2017

Market Snapshot Price Per Square Foot

Area	Average PPSF Single Family 2016	Average PPSF Single Family YTD: 2017	% Change vs. Previous Year-to-Date	Average PPSF Multi-Family 2016	Average PPSF Multi-Family YTD: 2017	% Change vs. Previous Year-to-Date	Average PPAC Vacant Land 2016	Average PPAC Vacant Land YTD: 2017	% Change vs. Previous Year-to-Date
Bighorn, East Vail	\$536.97	\$532.50	-1%	\$469.46	\$611.53	30%	\$1,095,930	\$0	n/a
Booth Creek, The Falls	\$567.45	\$941.72	66%	\$371.43	\$0.00	n/a	\$0	\$0	0%
11th Filing, Vail Golf Course	\$778.56	\$0.00	n/a	\$656.82	\$0.00	n/a	\$0	\$0	0%
Vail Village	\$1,785.99	\$1,923.56	8%	\$1,449.82	\$1,691.06	17%	\$0	\$0	0%
Lionshead	\$1,586.29	\$2,356.34	49%	\$1,277.03	\$1,294.98	30%	\$0	\$0	0%
Spraddle Creek	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0	\$0	0%
Potato Patch	\$792.09	\$460.86	-42%	\$646.39	\$733.65	30%	\$0	\$0	0%
Lionsridge, Sandstone, The Ridge, The Valley	\$569.92	\$619.11	9%	\$500.52	\$469.28	-6%	\$3,051,839	\$0	n/a
Cascade Village, Glen Lyon	\$1,099.70	\$881.15	-20%	\$999.28	\$1,086.50	9%	\$3,584,672	\$0	n/a
Buffer Creek, Vail Das Schone, Vail Heights, Vail Ridge	\$608.62	\$414.74	-32%	\$392.37	\$427.93	9%	\$2,023,189	\$0	n/a
Highland Meadows	\$522.07	\$573.73	10%	\$0.00	\$0.00	n/a	\$225,000	\$5,263,158	2239%
Intermountain, Matterhorn, Vail Village West	\$452.22	\$693.93	53%	\$497.06	\$490.80	-1%	\$0	\$1,569,672	n/a
Minturn, Redcliff	\$304.32	\$296.87	-2%	\$0.00	\$390.82	n/a	\$560,246	\$1,064,286	90%
Eagle-Vail	\$299.81	\$317.12	6%	\$313.57	\$335.66	7%	\$665,207	\$0	n/a
Avon	\$0.00	\$0.00	n/a	\$443.66	\$459.66	4%	\$0	\$0	0%
Mountain Star	\$523.20	\$0.00	n/a	\$0.00	\$0.00	n/a	\$436,070	\$1,899,441	336%
Wildridge	\$295.87	\$342.22	16%	\$288.91	\$381.34	32%	\$0	\$0	0%
Beaver Creek	\$649.55	\$410.86	-37%	\$733.72	\$817.59	11%	\$0	\$0	0%
Bachelor Gulch	\$840.87	\$1,037.90	23%	\$843.81	\$877.72	4%	\$0	\$0	0%
Arrowhead	\$489.42	\$505.51	3%	\$557.23	\$617.02	11%	\$2,860,855	\$0	n/a
Berry Creek, Singletree	\$328.47	\$356.24	8%	\$330.76	\$327.00	-1%	\$1,060,811	\$0	n/a
Edwards	\$353.74	\$327.92	-7%	\$328.42	\$275.96	-16%	\$444,444	\$0	n/a
Homestead, South Forty	\$306.45	\$322.28	5%	\$281.30	\$324.30	15%	\$500,000	\$0	n/a
Lake Creek, Squaw Creek	\$376.44	\$473.27	26%	\$299.91	\$293.55	-2%	\$14,092	\$0	n/a
Cordillera Valley Club	\$386.67	\$432.62	12%	\$0.00	\$0.00	0%	\$642,147	\$690,014	7%
Cordillera	\$322.36	\$315.30	-2%	\$0.00	\$0.00	0%	\$83,201	\$116,681	40%
Wolcott	\$0.00	\$234.48	n/a	\$0.00	\$0.00	0%	\$5,225	\$25,444	387%
Bellyache, Red Sky	\$295.78	\$0.00	n/a	\$0.00	\$0.00	0%	\$119,386	\$0	n/a
Eagle	\$220.44	\$219.36	0%	\$229.61	\$253.84	11%	\$177,322	\$171,595	-3%
Gypsum	\$194.61	\$214.52	10%	\$196.51	\$177.54	-10%	\$85,501	\$108,370	27%
Basalt, El Jebel & Misc. In-County	\$358.79	\$324.70	-10%	\$404.68	\$368.51	-9%	\$349,342	\$509,986	46%
<b>Gross Live Average:</b>	<b>\$346.18</b>	<b>\$393.56</b>	<b>14%</b>	<b>\$521.80</b>	<b>\$620.69</b>	<b>19%</b>	<b>\$347,506</b>	<b>\$486,864</b>	<b>40%</b>

Please note: The above figures are an unofficial tabulation of Eagle County records that are believed to be reasonably accurate. Sales believed to be inaccurate indicators of the market have been eliminated.

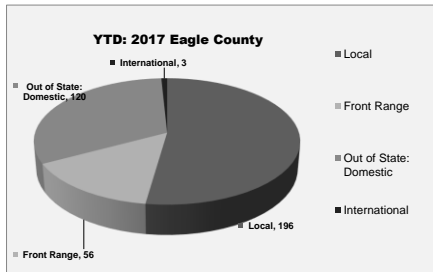
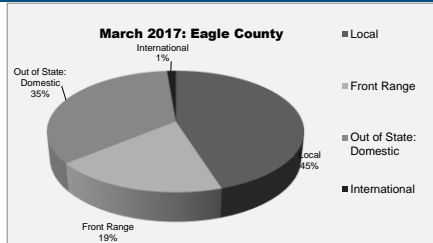
Full Interest, Fee Simple, Arms-Length transactions only, are shown in the Snapshot Report.

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# Market Highlights

## Purchaser Abstract:



### All Sales: 2013

Origin of Buyer	# of Trans.	% Overall
Local	943	53%
Front Range	267	15%
Out of State: Domestic	532	30%
International	24	1%
<b>Total Sales</b>	<b>1766</b>	<b>100%</b>

### All Sales: 2014

Origin of Buyer	# of Trans.	% Overall
Local	944	52%
Front Range	265	15%
Out of State: Domestic	553	31%
International	40	2%
<b>Total Sales</b>	<b>1802</b>	<b>100%</b>

### All Sales: March 2017

Origin of Buyer	# of Trans.	% Overall
Local	69	45%
Front Range	29	19%
Out of State: Domestic	53	35%
International	2	1%
<b>Total Sales</b>	<b>153</b>	<b>100%</b>

### All Sales YTD: 2017

Origin of Buyer	# of Trans.	% Overall
Local	196	52%
Front Range	56	15%
Out of State: Domestic	120	32%
International	3	1%
<b>Total Sales</b>	<b>375</b>	<b>100%</b>

### All Sales: 2016

Origin of Buyer	# of Trans.	% Overall
Local	1148	56%
Front Range	316	15%
Out of State: Domestic	565	28%
International	19	1%
<b>Total Sales</b>	<b>2048</b>	<b>100%</b>

### All Sales: 2015

Origin of Buyer	# of Trans.	% Overall
Local	1133	55%
Front Range	352	17%
Out of State: Domestic	550	27%
International	26	1%
<b>Total Sales</b>	<b>2061</b>	<b>100%</b>

## Market Highlights: March 2017

### Highest Priced Residential Sale:

Price	Area	PPSF
\$8,600,000	VAIL VILLAGE	\$2,293



### Bank Sales Detail:

Price	Area	PPSF
\$ 997,000.00	ARROW	\$ 319.76

### Highest PSF Residential Sale:

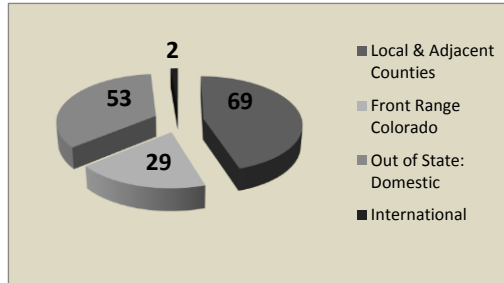
Price	Area	PPSF
\$5,900,000	VAIL VILLAGE	\$2,962

Compliments of:  
**Trevor Theelke**  
970-748-4788  
ttheelke@ltgc.com

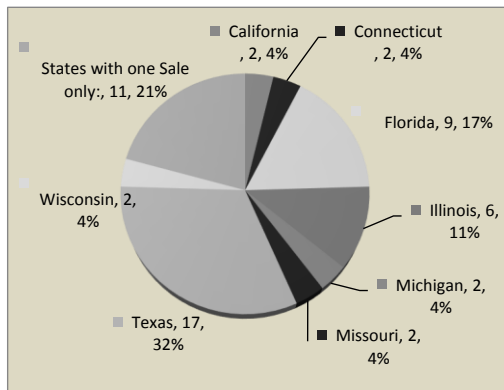
## Buyer Profile

**March 2017**

Purchaser Origin



Out-of-State Breakout



**Compliments of:**  
**Trevor Theelke**  
**970-748-4788**  
[ttheelke@ltgc.com](mailto:ttheelke@ltgc.com)

### Purchaser Point of Origin

Origin	Number Sales	% All Sales
Local & Adjacent Counties	69	45.10%
Front Range Colorado	29	18.95%
Out of State: Domestic	53	34.64%
International	2	1.31%

### Out-of-State Breakout

State	Number Sales	% All Sales
Arizona	0	0.00%
Arkansas	0	0.00%
California	2	3.77%
Connecticut	2	3.77%
Florida	9	16.98%
Georgia	0	0.00%
Illinois	6	11.32%
Kansas	0	0.00%
Massachusetts	0	0.00%
Michigan	2	3.77%
Missouri	2	3.77%
North Carolina	0	0.00%
New York	0	0.00%
Oklahoma	0	0.00%
Tennessee	0	0.00%
Texas	17	32.08%
Utah	0	0.00%
Washington	0	0.00%
Wisconsin	2	3.77%
<b>States with one Sale only:</b>	<b>11</b>	<b>20.75%</b>
DC,KS,LA,MD,MN,NJ,NY,OH,OR,TN,UT		0.00%
<b>Total</b>	<b>53</b>	

### International Breakout

Country	Number Sales	% INT'L Sales
MEXICO	2	
<b>Countries with one sale:</b>		<b>100.00%</b>
<b>Total International:</b>	<b>2</b>	<b>100.00%</b>

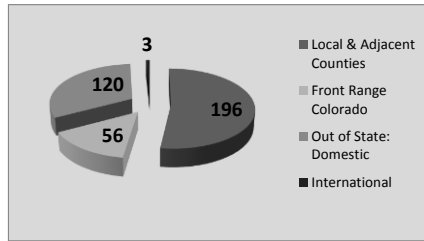
Note: This Summary does not include data on INTERVAL transactions.



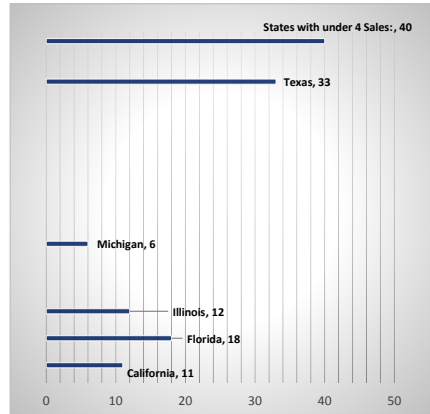
# Buyer Profile

YTD: Mar. 2017

Purchaser Origin



Out-of-State Breakout



Compliments of:  
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 970-748-4788  
[ttheelke@lrgc.com](mailto:ttheelke@lrgc.com)

## Purchaser Point of Origin

Origin	Number Sales	% All Sales
Local & Adjacent Counties	196	45.10%
Front Range Colorado	56	18.95%
Out of State: Domestic	120	34.64%
International	3	1.31%

## Out-of-State Breakout

State	Number Sales	% All Sales
Arizona	0	0.00%
California	11	9.17%
Connecticut	0	0.00%
Florida	18	15.00%
Georgia	0	0.00%
Illinois	12	10.00%
Kansas	0	0.00%
Louisiana	0	0.00%
Massachusetts	0	0.00%
Maryland	0	0.00%
Michigan	6	5.00%
Minnesota	0	0.00%
Missouri	0	0.00%
North Carolina	0	0.00%
New Jersey	0	0.00%
New Mexico	0	0.00%
New York	0	0.00%
Ohio	0	0.00%
Oklahoma	0	0.00%
Pennsylvania	0	0.00%
South Carolina	0	0.00%
Tennessee	0	0.00%
Texas	33	27.50%
Virginia	0	0.00%
Wisconsin	0	0.00%
States with under 4 Sales:	40	33.33%
AL,AZ,CT,DC,MD,MI,MN,ND,NJ,NY		
IA,KS,LA,MA,MO,NC,NE,NVOH,OK,OR,VA,WI	120	100.00%

## International Breakout

Country	Number Sales	% INT'L Sales
Mexico	3	100.00%
Countries with only one sale:		
<b>Total International:</b>	<b>3</b>	<b>100.00%</b>

Note: This Summary does not include data on INTERVAL transactions.



## New Unit Sales Detail

### Improved Residential New Unit Sales Data

March 2017

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	2	2016	1543	\$ 318,000.00	Two Rivers Village Subd Lot 36 Blk 5	SINGLEFAM	\$ 206.09	81 BROOK TROUT LP
3	2.5	2016	1424	\$ 254,500.00	Two Rivers Village Subd Lot 11A Blk 2	SINGLEFAM	\$ 178.72	88 SALMON LP
3	3	2016	2057	\$ 1,050,000.00	Berry Creek Ranch Subd #2 Lot 7W Blk 6	SINGLEFAM	\$ 510.45	140 JUNE CREEK RD #W
4	4	2016	2697	\$ 652,000.00	Soleil Homes @ Brush Creek Subd #1 Lot 5	SINGLEFAM	\$ 241.75	50 SOLEIL CIR
6	5.5	2016	4824	\$ 1,797,313.00	Heritage Park Subd Lot 13	SINGLEFAM	\$ 372.58	169 HERITAGE PARK PL
4	3	2016	2308	\$ 489,500.00	Buckhorn Valley Subd #4 Lot 187	SINGLEFAM	\$ 212.09	77 BRIDGER DR
3	2	2016	1543	\$ 316,000.00	Two Rivers Village Subd Lot 35 Blk 5	SINGLEFAM	\$ 204.80	135 BROOK TROUT LP
3	2.5	2016	1424	\$ 255,000.00	Two Rivers Village Subd Lot 10A Blk 2	SINGLEFAM	\$ 179.07	80 SALMON LP
3	2	2010	1572	\$ 2,200,000.00	WDL Vail Condo Unit R616	MULTIFAM	\$ 1,399.49	728 W LIONSHEAD CIR #R616
5	4.5	2015	4352	\$ 3,020,000.00	Vail Intermountain Dev. Subd Lot 10N Blk 9	SINGLEFAM	\$ 693.93	2745 SNOWBERRY DR
4	4	2015	3803	\$ 1,400,000.00	Frost Creek & Saltcreek PUD #1 Lot 63	SINGLEFAM	\$ 368.13	598 FROST CREEK DR

### Summary of Improved Residential New Unit Sales

Average Price:	\$ 1,068,392
Average PPSF:	\$ 415.19
Median Price:	\$ 652,000
# Transactions:	11
Gross Volume:	\$ 11,752,313

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