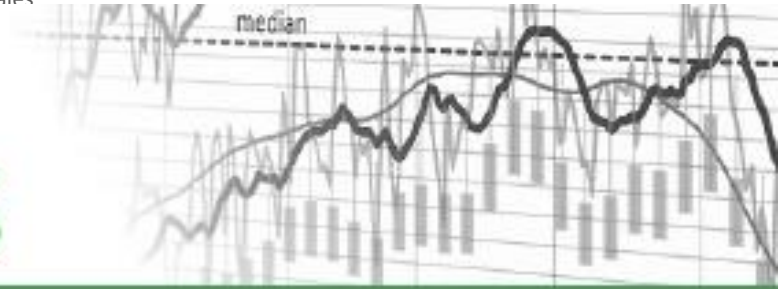


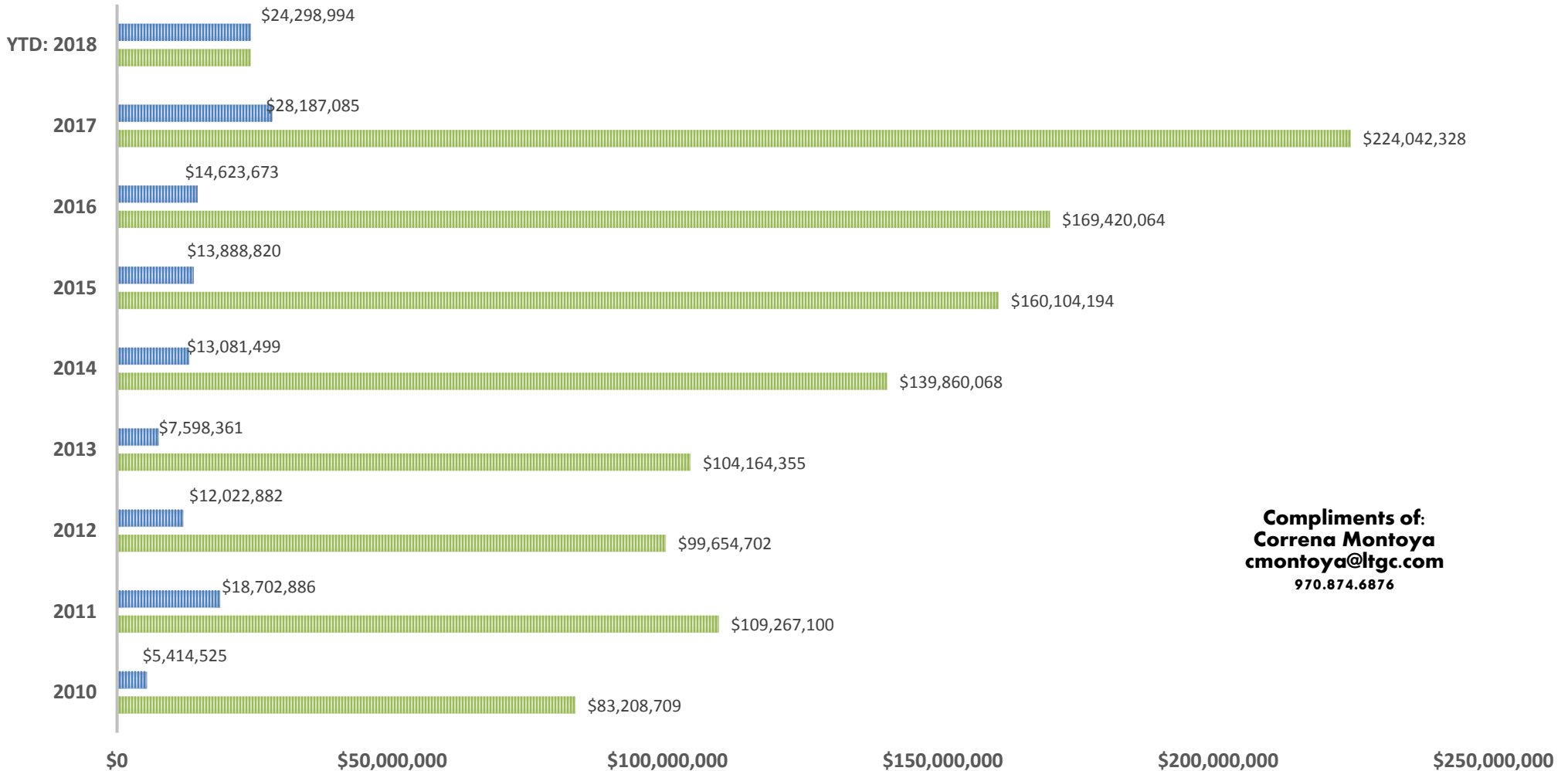


# Delta County Market ANALYSIS

■ Year-to-Date Gross Sales ■ Full Year Gross Sales



## Historical Gross Sales Volume 2009 - YTD: 2018



**Compliments of:**  
**Correna Montoya**  
 cmontoya@ltgc.com  
 970.874.6876



# Historical Gross Volume Sales Analysis

## Gross Volume

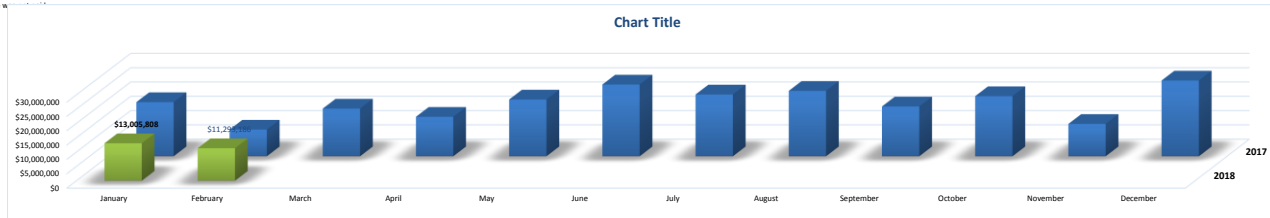
Month	Dollar Volume 2010	Dollar Volume 2011	Dollar Volume 2012	Dollar Volume 2013	Dollar Volume 2014	Dollar Volume 2015	Dollar Volume 2016	Dollar Volume 2017	Dollar Volume YTD: 2018
		Change	Change	Change	Change	Change	Change	Change	Change
January	\$2,568,469	\$3,110,420	\$8,024,881	\$2,230,857	\$8,054,074	\$7,253,050	\$9,087,870	\$18,901,140	\$13,005,808
February	\$2,846,057	\$15,592,466	\$3,998,001	\$5,367,504	\$5,027,425	\$6,635,770	\$5,535,803	\$9,285,945	\$11,293,186
March	\$4,833,208	\$5,631,850	\$10,894,679	\$7,711,325	\$7,302,230	\$13,753,706	\$8,812,998	\$16,640,469	\$16,640,469
April	\$6,649,775	\$6,868,877	\$7,011,324	\$6,545,494	\$24,571,897	\$17,497,037	\$12,830,456	\$13,782,320	\$13,782,320
May	\$11,257,234	\$8,726,070	\$8,278,168	\$12,948,355	\$12,055,728	\$14,984,782	\$16,349,317	\$19,822,098	\$19,822,098
June	\$11,357,683	\$6,399,952	\$7,283,010	\$12,460,491	\$12,380,890	\$16,953,691	\$21,229,079	\$25,054,000	\$25,054,000
July	\$5,078,185	\$12,343,180	\$8,075,473	\$5,773,561	\$17,986,325	\$15,901,930	\$19,308,356	\$21,584,392	\$21,584,392
August	\$5,330,475	\$11,563,843	\$9,309,128	\$9,794,686	\$10,250,493	\$14,738,919	\$15,223,458	\$22,846,621	\$22,846,621
September	\$9,107,350	\$9,331,372	\$8,256,076	\$8,974,489	\$10,009,131	\$16,655,735	\$17,301,971	\$17,385,561	\$17,385,561
October	\$7,466,272	\$11,088,658	\$8,450,061	\$8,950,532	\$12,009,400	\$14,391,672	\$16,902,293	\$20,988,614	\$20,988,614
November	\$4,284,476	\$12,936,449	\$11,078,290	\$10,642,695	\$10,725,350	\$11,314,516	\$13,806,233	\$11,285,147	\$11,285,147
December	\$12,429,525	\$5,673,963	\$8,995,613	\$12,764,367	\$9,487,125	\$10,023,386	\$13,032,230	\$26,466,021	\$26,466,021
<b>Year to Date:</b>	<b>\$5,414,525</b>	<b>\$18,702,886</b>	<b>\$12,022,882</b>	<b>\$7,598,361</b>	<b>\$13,081,499</b>	<b>\$13,888,820</b>	<b>\$14,623,673</b>	<b>\$28,187,085</b>	<b>\$24,298,994</b>
<b>TOTAL</b>	<b>\$83,208,709</b>	<b>\$109,267,100</b>	<b>\$99,654,702</b>	<b>\$104,164,355</b>	<b>\$139,860,068</b>	<b>\$160,104,194</b>	<b>\$169,420,064</b>	<b>\$224,042,328</b>	<b>\$24,298,994</b>

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## Number of Transactions

Month	# Transactions 2010	# Transactions 2011	# Transactions 2012	# Transactions 2013	# Transactions 2014	# Transactions 2015	# Transactions 2016	# Transactions 2017	# Transactions YTD: 2018
		Change	Change	Change	Change	Change	Change	Change	Change
January	19	23	45	25	41	41	49	82	68
February	17	30	35	39	31	38	37	49	71
March	29	33	57	58	34	72	57	79	79
April	41	39	46	46	70	80	76	74	74
May	58	36	52	69	69	79	87	107	107
June	56	39	53	67	82	101	100	112	112
July	30	68	41	42	78	74	97	106	106
August	35	66	54	68	56	91	88	103	103
September	47	63	53	52	51	92	79	92	92
October	40	54	54	55	66	85	78	98	98
November	31	63	75	57	61	53	73	62	62
December	33	48	56	48	50	61	61	103	103
<b>Year to Date:</b>	<b>36</b>	<b>53</b>	<b>80</b>	<b>64</b>	<b>72</b>	<b>79</b>	<b>86</b>	<b>131</b>	<b>139</b>
<b>TOTAL</b>	<b>436</b>	<b>562</b>	<b>621</b>	<b>626</b>	<b>689</b>	<b>867</b>	<b>882</b>	<b>1067</b>	<b>139</b>

This data is reported from the Delta County 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



Compliments of:  
Correia Montoya  
cmontoya@ltgc.com  
970.874.6876

Delta  
Land Title Office  
620 Main Street,  
Suite 101  
Delta, CO 81416



# Market Analysis

February 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
Austin	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Cedaredge	\$4,080,555	36%	23	32%	\$177,415	\$150,000	\$223,616	\$227,500	\$114
Cory	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Crawford	\$782,250	7%	3	4%	\$260,750	\$123,500	\$356,125	n/a	\$158
Delta	\$4,360,000	39%	28	39%	\$155,714	\$147,250	\$177,479	\$161,700	\$122
Eckert	\$43,900	0%	1	1%	\$43,900	n/a	n/a	n/a	\$0
Hotchkiss	\$843,000	7%	6	8%	\$140,500	\$160,000	\$141,000	\$175,000	\$77
Lazear	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Orchard City	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Paonia	\$871,000	279%	5	7%	\$174,200	\$127,000	\$207,750	\$195,500	\$118
Rural & Out of Area	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Quit Claim Deeds	\$312,481	3%	5	7%	\$62,496	\$54,523	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$11,293,186</b>	<b>100%</b>	<b>71</b>	<b>100%</b>	<b>\$166,374</b>	<b>\$145,000</b>	<b>\$196,982</b>	<b>\$176,950</b>	<b>\$117</b>
<b>(NEW UNIT SALES)</b>	<b>\$506,500</b>	<b>4%</b>	<b>2</b>	<b>3%</b>	<b>\$253,250</b>	<b>n/a</b>	<b>\$253,250</b>	<b>n/a</b>	<b>\$146</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed. Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

Compliments of:  
**Correna Montoya**  
 cmontoya@ltgc.com  
 970.874.6876

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**Delta**  
**Land Title Office**  
 620 Main Street,  
 Suite 101  
 Delta, CO 81416  
 970.874-6876



# Market Analysis

YTD: Feb. 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
Austin	\$210,000	1%	1	1%	\$210,000	n/a	\$210,000	n/a	\$100
Cedaredge	\$6,081,055	25%	35	25%	\$173,744	\$150,000	\$228,699	\$225,000	\$119
Cory	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Crawford	\$1,422,750	6%	5	4%	\$284,550	\$190,500	\$300,917	\$190,500	\$143
Delta	\$10,877,940	45%	57	41%	\$190,841	\$150,000	\$175,272	\$164,350	\$116
Eckert	\$396,900	2%	3	2%	\$132,300	\$167,500	\$176,500	n/a	\$149
Hotchkiss	\$1,822,000	7%	12	9%	\$151,833	\$145,000	\$179,500	\$175,000	\$98
Lazear	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Orchard City	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Paonia	\$2,553,480	396%	17	12%	\$150,205	\$127,000	\$202,444	\$195,000	\$119
Rural & Out of Area	\$290,000	1%	1	1%	\$290,000	n/a	n/a	n/a	\$0
Quit Claim Deeds	\$644,869	3%	8	6%	\$80,609	\$54,523	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$24,298,994</b>	<b>100%</b>	<b>139</b>	<b>100%</b>	<b>\$180,566</b>	<b>\$150,000</b>	<b>\$192,904</b>	<b>\$175,900</b>	<b>\$116</b>
<b>(NEW UNIT SALES)</b>	<b>\$506,500</b>	<b>2%</b>	<b>2</b>	<b>1%</b>	<b>\$253,250</b>	<b>n/a</b>	<b>\$253,250</b>	<b>n/a</b>	<b>\$146</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed. Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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## Price Point Analysis

February 2018

Improved Residential Summary

**Average Residential Price:**

**\$196,982**

	# Transactions	Gross Volume	Percentage Gross
<=100,000	7	\$520,523	6%
100,001 to 200,000	19	\$2,853,216	35%
200,001 to 300,000	7	\$1,702,500	21%
300,001 to 400,000	7	\$2,411,275	30%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	1	\$588,750	7%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	0	\$0	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	0	\$0	0%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	0	\$0	0%
<b>Total:</b>	<b>41</b>	<b>\$8,076,264</b>	<b>100%</b>

### Volume / Average by Residential Type

February 2018	Number Trans.	Total Volume	Average Price
Single Family	39	\$7,874,264	\$201,904
Multi Family	2	\$202,000	\$101,000
Vacant Land	11	\$972,198	\$88,382
YTD: 2018	Number Trans.	Total Volume	Average Price
Single Family	77	\$15,037,402	\$195,291
Multi Family	2	\$202,000	\$101,000
Vacant Land	31	\$3,113,128	\$100,423
Full Year: 2017	Number Trans.	Total Volume	Average Price
Single Family	734	\$175,301,460	\$238,830
Multi Family	9	\$1,196,500	\$132,944
Vacant Land	189	\$17,993,405	\$95,203

### Volume / Average by Non-Residential Type

February 2018	Number Trans.	Total Volume	Average Price
Commercial Improved	8	\$1,361,750	\$170,219
Commercial Vacant	0	\$0	0
Development Vacant	0	\$0	0
YTD: 2018 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	11	\$2,635,127	\$239,557
Commercial Vacant	0	\$0	0
Development Vacant	0	\$0	0
Full Year 2017: Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	47	\$16,872,809	\$358,996
Commercial Vacant	7	\$353,400	\$50,486
Development Vacant	3	\$4,800,000	\$1,600,000

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**Correna Montoya**  
 cmontoya@ltgc.com  
 970.874.6876



## Price Point Analysis

### Historical Price Index by Residential Type

<b>Full Year: 2017</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	734	\$175,301,460	\$238,830
Multi Family	9	\$1,196,500	\$132,944
Vacant Land	189	\$17,993,405	\$95,203

<b>Full Year: 2016</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	598	\$125,136,467	\$209,258
Multi Family	6	\$694,500	\$115,750
Vacant Land	136	\$14,002,204	\$102,957

### Historical Commercial Index

<b>Full Year: 2017 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	47	\$16,872,809	\$358,996
Commercial Vacant	7	\$353,400	\$50,486
Development Vacant	3	\$4,800,000	\$1,600,000

<b>Full Year 2016: Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	51	\$18,923,150	\$371,042
Commercial Vacant	19	\$1,928,064	\$101,477
Development Vacant	1	\$1,061,000	\$1,061,000

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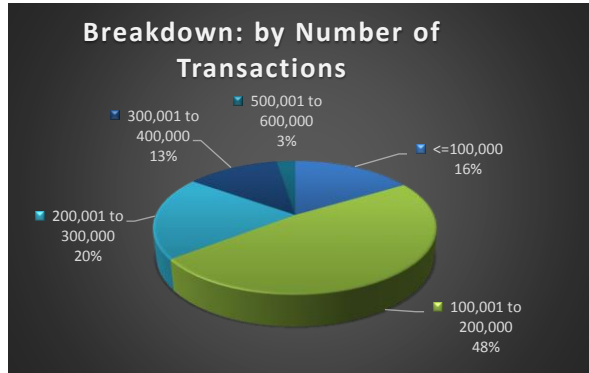
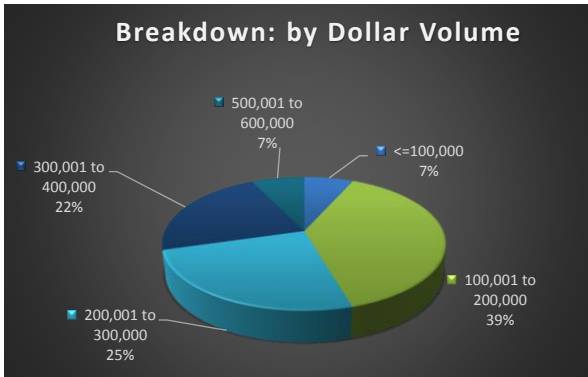


# Historical Price Point Analysis

YTD: Feb. 2018

Improved Residential Summary

Average Residential Price:			<b>\$192,904</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	13	\$1,022,411	7%
100,001 to 200,000	38	\$5,908,216	39%
200,001 to 300,000	16	\$3,816,750	25%
300,001 to 400,000	10	\$3,388,275	22%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	2	\$1,103,750	7%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	0	\$0	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	0	\$0	0%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	0	\$0	0%
<b>Total:</b>	<b>79</b>	<b>\$15,239,402</b>	<b>100%</b>



Please note: Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed.

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 970.874.6876

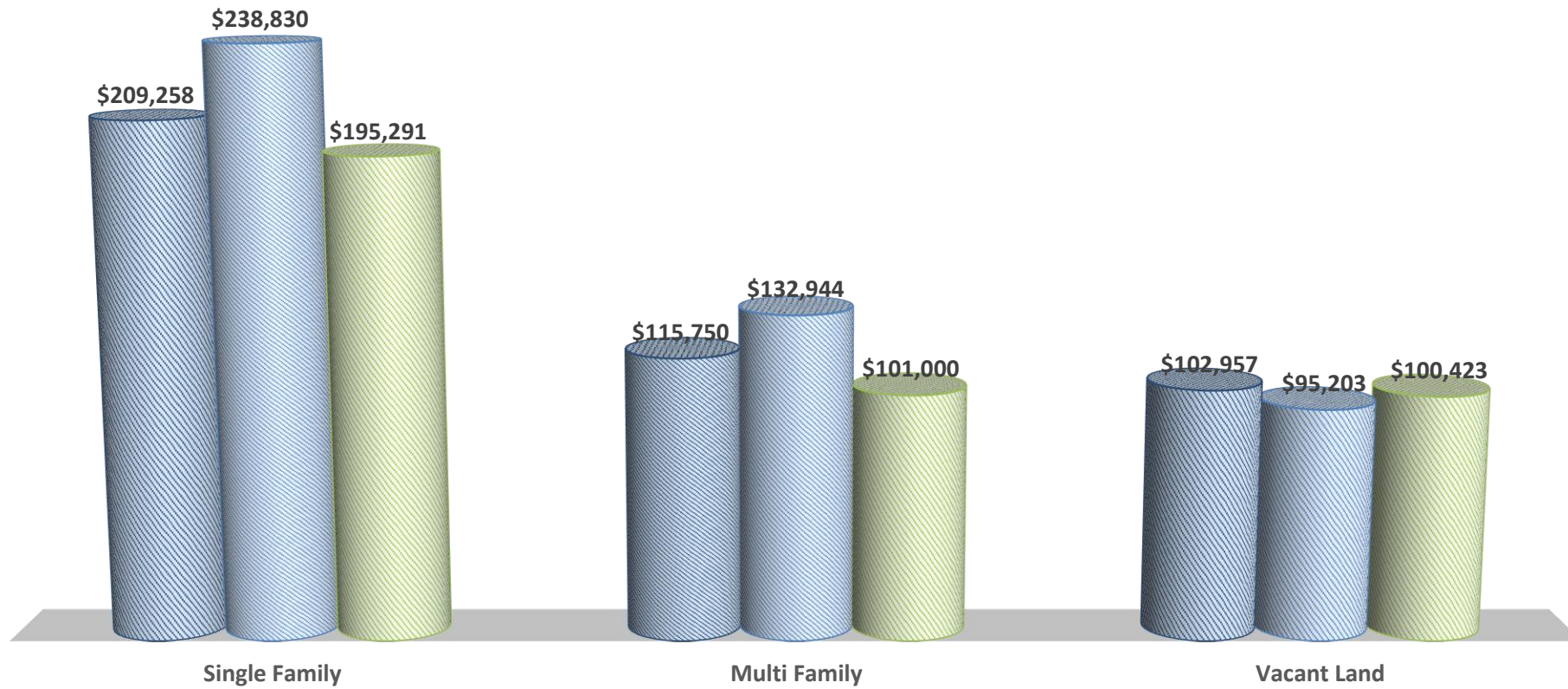
Full Year: 2017

Improved Residential Summary

Average Residential Price:			<b>\$237,548</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	80	\$6,168,480	3%
100,001 to 200,000	336	\$52,278,624	30%
200,001 to 300,000	198	\$49,484,431	28%
300,001 to 400,000	75	\$26,390,200	15%
400,001 to 500,000	30	\$13,443,075	8%
500,001 to 600,000	11	\$6,165,000	3%
600,001 to 700,000	3	\$1,862,150	1%
700,001 to 800,000	3	\$2,370,000	1%
800,001 to 900,000	1	\$880,000	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	1	\$1,200,000	1%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	5	\$16,256,000	9%
<b>Total:</b>	<b>743</b>	<b>\$176,497,960</b>	<b>100%</b>



## Average Price History



■ Full Year 2016   ■ Full Year: 2017   ■ YTD: 2018





## Market Highlights

### February 2018

#### Top Priced Improved Residential Sale:

**ACCOUNT** R017820  
**BEDROOM** 3  
**BATH** 3.00  
**YOC** 1975  
**HEATED SQFT** 2478  
**LANDSIZE** 23.8600  
**RECEPTION** 701547  
**PRICE** \$ 588,750.00  
**AREA** CRAWFORD  
**LEGAL** M&B: s 36 T 15S R 92W  
**PPSF** \$ 237.59  
**DATE** 2/16/2018



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#### Top Priced PSF Improved Residential Sale:

R017820  
3  
3.00  
1975  
2478  
23.8600  
701547  
\$ 588,750.00  
CRAWFORD  
M&B: s 36 T 15S R 92W  
\$ 237.59  
2/16/2018

Compliments of:  
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970.874.6876



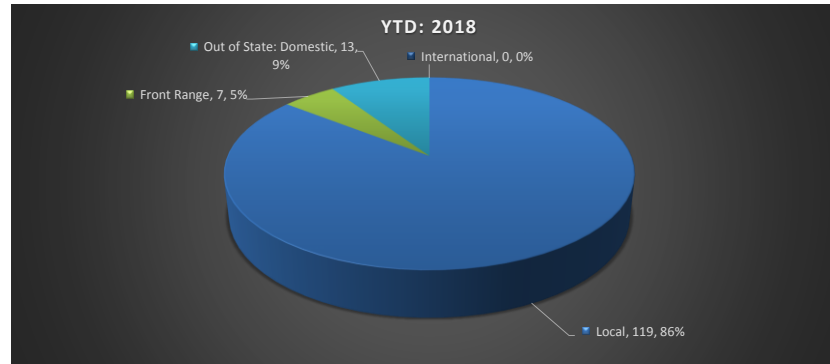
# Purchaser Titlement Abstract Highlights

## February 2018

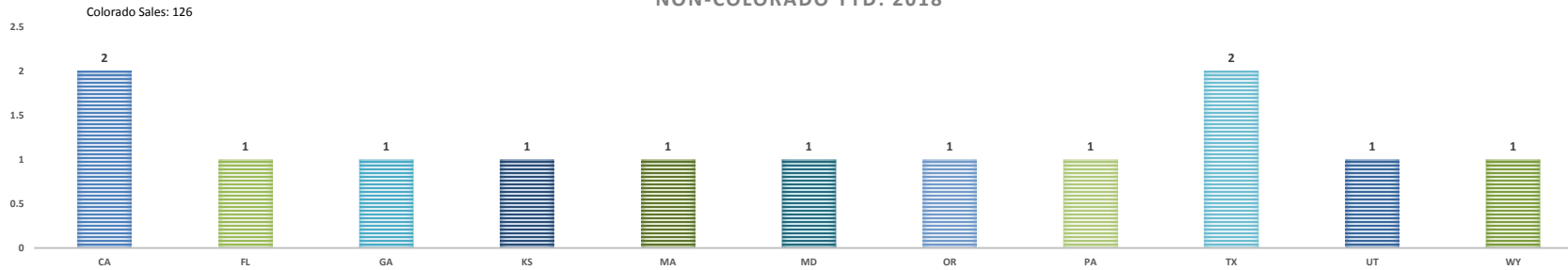
Origin of Buyer	# of Trans.	% Overall
Local	64	90%
Front Range	2	3%
Out of State: Domestic	5	7%
International	0	0%
<b>Total Sales</b>	<b>71</b>	<b>100%</b>

## YTD: Feb. 2018

Origin of Buyer	# of Trans.	% Overall
Local	119	86%
Front Range	7	5%
Out of State: Domestic	13	9%
International	0	0%
<b>Total Sales</b>	<b>139</b>	<b>100%</b>



## NON-COLORADO YTD: 2018



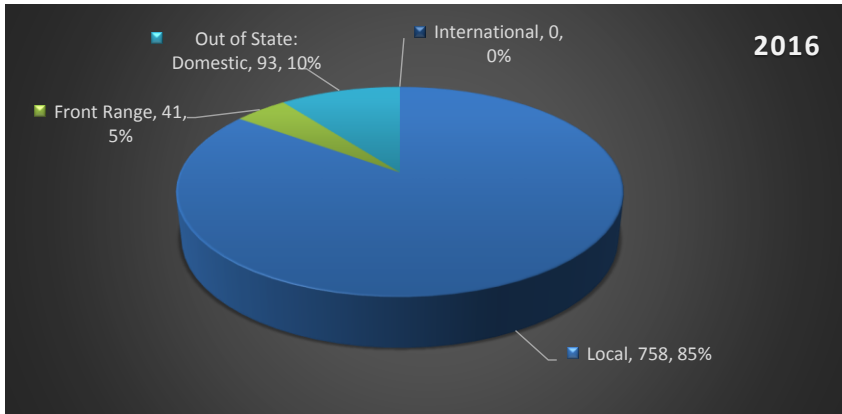
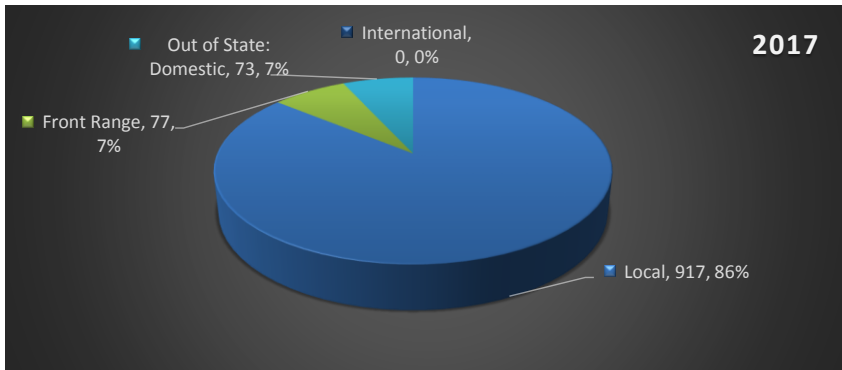
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**Correna Montoya**  
 cmontoya@ltgc.com  
 970.874.6876



# Purchaser Titlement Abstract History

## February 2018



### All Sales: 2017

Origin of Buyer	# of Trans.	% Overall
Local	917	86%
Front Range	77	7%
Out of State: Domestic	73	7%
International	0	0%
<b>Total Sales</b>	<b>1067</b>	<b>100%</b>

### All Sales: 2016

Origin of Buyer	# of Trans.	% Overall
Local	758	85%
Front Range	41	5%
Out of State: Domestic	93	10%
International	0	0%
<b>Total Sales</b>	<b>892</b>	<b>100%</b>

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**Correna Montoya**  
**cmontoya@ltgc.com**  
**970.874.6876**



## Market Snapshot by Area

YTD: 2018 vs. Full Year: 2017

Area	Average Price Single Family YTD: 2017	Average Price Single Family YTD: 2018	% Change Price Single Family	Average Price Multi-Family YTD: 2017	Average Price Multi-Family YTD: 2018	% Change Price Multi-Family	Average Price Vacant Land YTD: 2017	Average Price Vacant Land YTD: 2018	% Change Price Vacant Land
Austin	\$192,130	\$210,000	9.30%	\$0	\$0	\$0	\$59,550	\$0	n/a
Cedaredge	\$238,424	\$237,868	-0.23%	\$145,333	\$82,000	-43.58%	\$52,520	\$89,942	71.25%
Cory	\$190,625	\$0	n/a	\$0	\$0	\$0	\$0	\$0	0.00%
Crawford	\$404,058	\$300,917	-25.53%	\$0	\$0	\$0	\$126,952	\$260,000	104.80%
Delta	\$200,054	\$176,766	-11.64%	\$126,750	\$120,000	-5.33%	\$103,453	\$54,983	-46.85%
Eckert	\$335,353	\$176,500	-47.37%	\$0	\$0	\$0	\$98,154	\$0	-100.00%
Hotchkiss	\$251,943	\$179,500	-28.75%	\$0	\$0	\$0	\$91,052	\$118,500	30.15%
Lazear	\$151,000	\$0	n/a	\$0	\$0	\$0	\$61,900	\$0	n/a
Orchard City	\$149,667	\$0	n/a	\$0	\$0	\$0	\$0	\$0	n/a
Paonia	\$274,270	\$202,444	-26.19%	\$0	\$0	\$0	\$150,445	\$76,919	-48.87%
Rural & Out of Area	\$0	\$0	0.00%	\$0	\$0	\$0	\$65,000	\$290,000	n/a
<b>Gross Mean:</b>	<b>\$209,258</b>	<b>\$195,291</b>	<b>-6.67%</b>	<b>\$115,750</b>	<b>\$101,000</b>	<b>-12.74%</b>	<b>\$102,957</b>	<b>\$100,423</b>	<b>-2.46%</b>

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

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

Area	Average PPSF Single Family YTD: 2017	Average PPSF Single Family YTD: 2018	% Change Price Single Family	Average PPSF Multi-Family YTD: 2017	Average PPSF Multi-Family YTD: 2018	% Change Price Multi-Family	Average PPAC Vacant Land YTD: 2017	Average PPAC Vacant Land YTD: 2018	% Change Price Vacant Land
Austin	\$112.66	\$100.38	-10.90%	\$0.00	\$0.00	0.00%	\$23,532	\$0	n/a
Cedaredge	\$126.63	\$121.59	-3.98%	\$94.33	\$78.85	-16.41%	\$68,209	\$24,493	-64.09%
Cory	\$123.02	\$0.00	n/a	\$0.00	\$0.00	0.00%	\$0	\$0	0.00%
Crawford	\$176.31	\$143.38	-18.67%	\$0.00	\$0.00	0.00%	\$8,806	\$6,086	-30.89%
Delta	\$116.12	\$114.41	-1.47%	\$115.36	\$191.39	65.91%	\$23,790	\$45,847	92.71%
Eckert	\$128.90	\$148.88	15.50%	\$0.00	\$0.00	0.00%	\$33,293	\$0	-100.00%
Hotchkiss	\$152.19	\$97.82	-35.73%	\$0.00	\$0.00	0.00%	\$24,670	\$8,305	-66.34%
Lazear	\$110.93	\$0.00	n/a	\$0.00	\$0.00	0.00%	\$25,706	\$0	n/a
Orchard City	\$98.48	\$0.00	n/a	\$0.00	\$0.00	\$0.00	\$0	\$0	n/a
Paonia	\$163.13	\$119.37	-26.83%	\$0.00	\$0.00	\$0.00	\$249,043	\$260,993	4.80%
Rural & Out of Area	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$1,392	\$3,792	n/a
<b>Gross Mean:</b>	<b>\$122.40</b>	<b>\$115.48</b>	<b>-5.66%</b>	<b>\$98.40</b>	<b>\$135.12</b>	<b>37.31%</b>	<b>\$67,682</b>	<b>\$78,607</b>	<b>16.14%</b>

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cmontoya@ltgc.com  
970.874.6876

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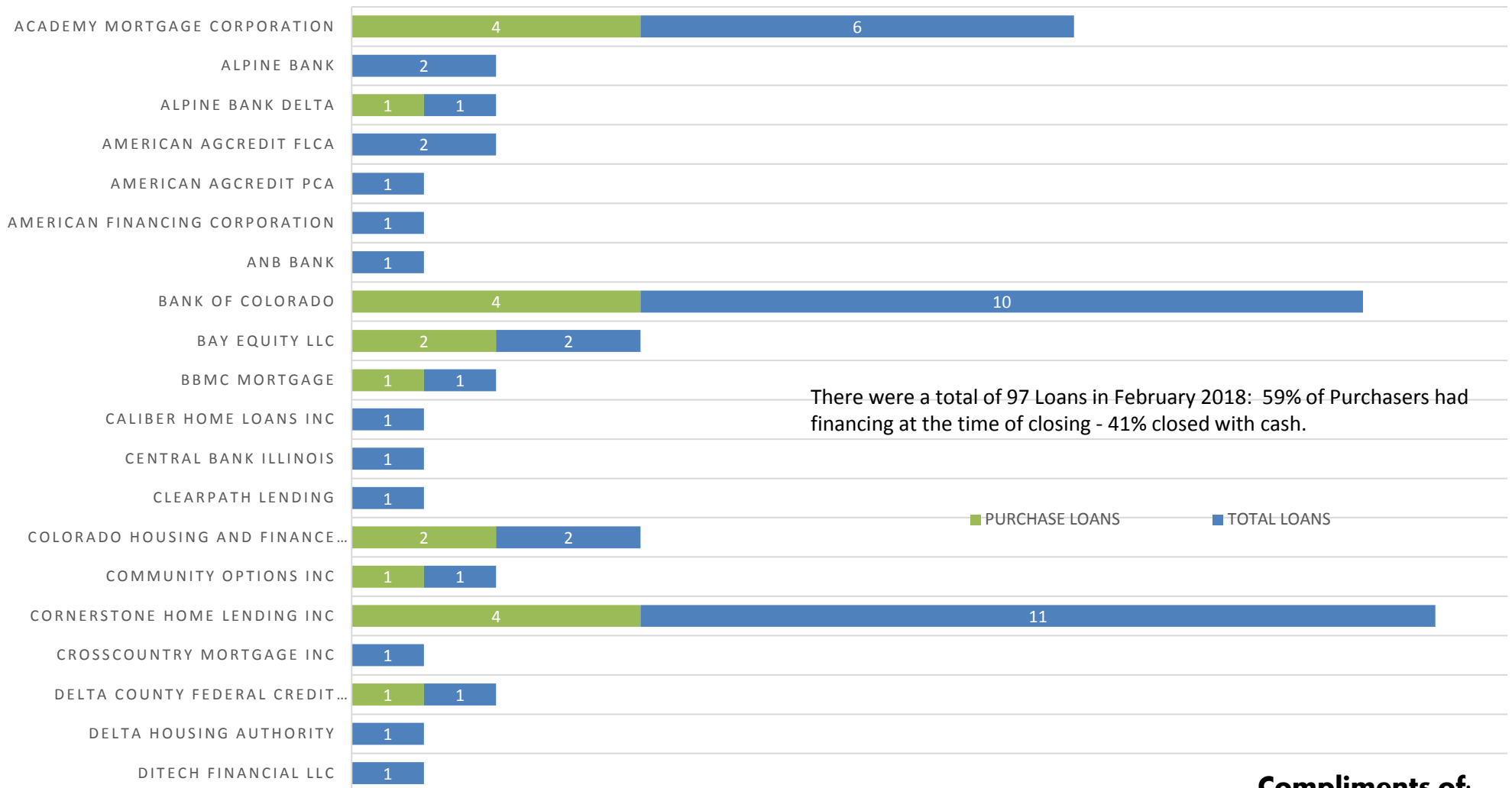
Delta  
Land Title Office

620 Main Street,  
Suite 101  
Delta, CO 81416

970.874-6876



## Monthly Lender Analysis



There were a total of 97 Loans in February 2018: 59% of Purchasers had financing at the time of closing - 41% closed with cash.

■ PURCHASE LOANS ■ TOTAL LOANS

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## Lender Listing by Volume

LENDER	NUMBER LOANS	PURCHASE LOANS	OVERALL % TOTAL
ACADEMY MORTGAGE CORPORATION	6	4	6.19%
ALPINE BANK	2		2.06%
ALPINE BANK DELTA	1	1	1.03%
AMERICAN AGCREDIT FLCA	2		2.06%
AMERICAN AGCREDIT PCA	1		1.03%
AMERICAN FINANCING CORPORATION	1		1.03%
ANB BANK	1		1.03%
BANK OF COLORADO	10	4	10.31%
BAY EQUITY LLC	2	2	2.06%
BBMC MORTGAGE	1	1	1.03%
CALIBER HOME LOANS INC	1		1.03%
CENTRAL BANK ILLINOIS	1		1.03%
CLEARPATH LENDING	1		1.03%
COLORADO HOUSING AND FINANCE AUTHORITY	2	2	2.06%
COMMUNITY OPTIONS INC	1	1	1.03%
CORNERSTONE HOME LENDING INC	11	4	11.34%
CROSSCOUNTRY MORTGAGE INC	1		1.03%
DELTA COUNTY CREDIT UNION	1	1	1.03%
DELTA HOUSING AUTHORITY	1		1.03%
DITECH FINANCIAL LLC	1		1.03%
ENDEAVOR CAPITAL LLC	1		1.03%
FIRST STATE BANK OF COLORADO	3	1	3.09%
GRAND VALLEY BANK	1		1.03%
GUILD MORTGAGE COMPANY	6	5	6.19%
HOME MORTGAGE EXPERTS INC	1		1.03%
HOMEBRIDGE FINANCIAL SERVICES INC	1		1.03%
LOANDEPOTCOM LLC	3	1	3.09%
MANN MORTGAGE LLC	1		1.03%
MORTGAGE RESEARCH CENTER	1	1	1.03%
MORTGAGE SOLUTIONS OF COLORADO LLC	3	1	3.09%
NEW DAY FINANCIAL LLC	1		1.03%
NUVISTA FEDERAL CREDIT UNION	1		1.03%
OWNER CARRY	8	5	8.25%
PUBLIC SERVICE CREDIT UNION	1	1	1.03%
QUICKEN LOANS INC	4	3	4.12%
REVOLVING LOAN FUND OF MESA COUNTY	3		3.09%
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	1		1.03%
SELENE FINANCE LP	1		1.03%
US BANK NA	5	2	5.15%
WELLS FARGO BANK NA	3	2	3.09%
<b>TOTAL LOANS FOR FEBRUARY 2018:</b>	<b>97</b>	<b>42</b>	<b>100%</b>

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**970.874.6876**

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## New Unit Sales Detail

### February 2018

#### Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	2.00	2014	2030	\$ 299,000.00	STONEGATE DEER CREEK VILLAGES 5 LT 75	SINGLEFAM	\$ 147.29	715 SE PINE ST
3	2.00	2017	1437	\$ 207,500.00	STONE MOUNTAIN VILLAGE FILING 2 LT 100	SINGLEFAM	\$ 144.40	787 DUTTON STREET

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

Average Price:	\$ 253,250.00
Average PPSF:	\$ 145.84
Median Price:	n/a
# Transactions:	2
Gross Volume:	\$ 506,500.00

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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.