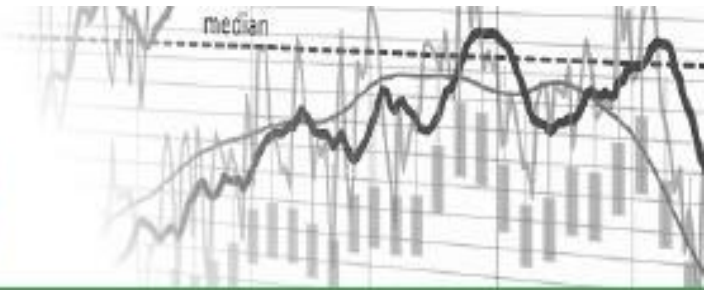
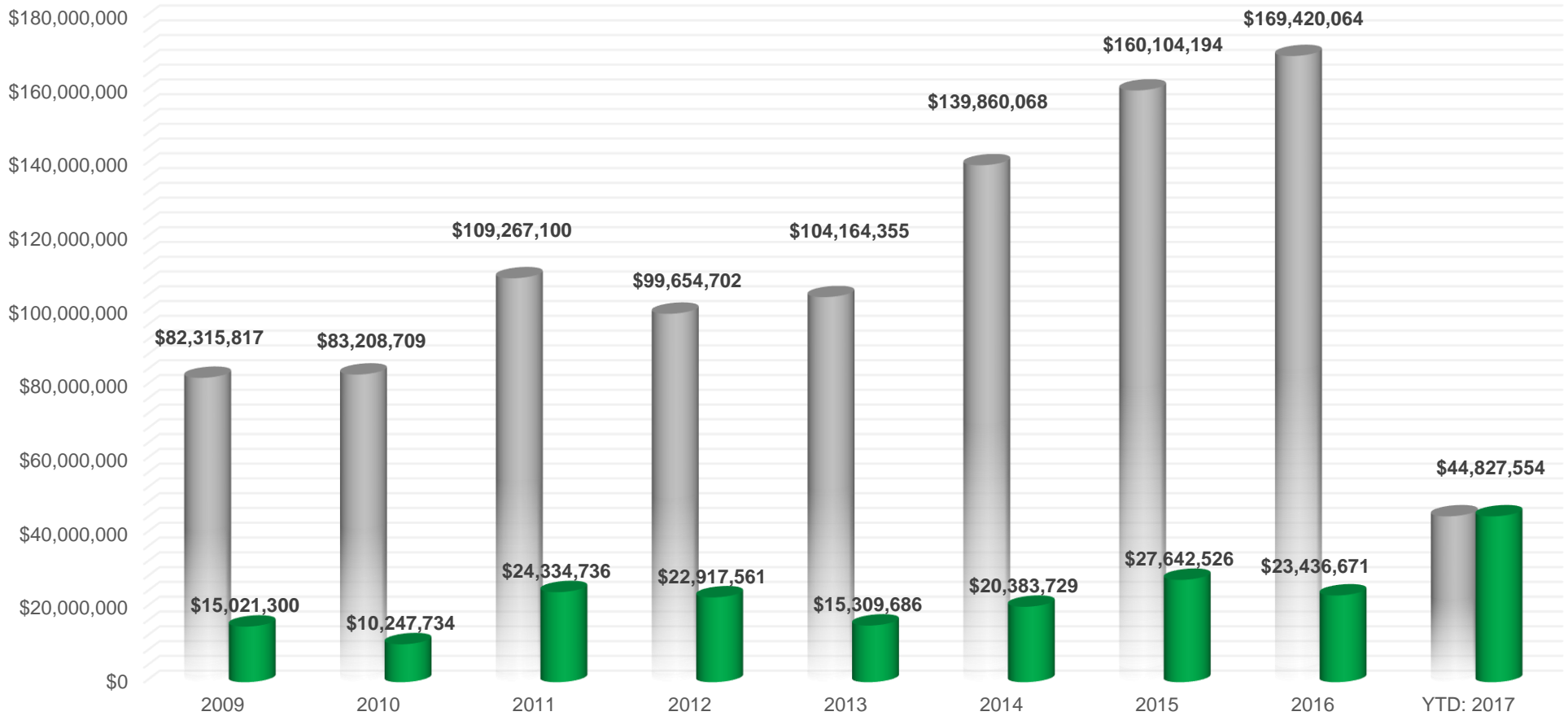




# Delta County Market ANALYSIS



## Historical Gross Sales Volume 2009 - YTD: 2017



Gross Sales Volume is a summary of total documentary fees annually, provided by the Delta County Clerk's Office

Compliments of:  
**Correna Montoya**  
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■ Full Year Gross Sales   ■ Year-to-Date Gross Sales



# Historical Gross Volume Sales Analysis

## Gross Volume

Month	Dollar Volume 2009	Dollar Volume 2010	Dollar Volume 2011	Dollar Volume 2012	Dollar Volume 2013	Dollar Volume 2014	Dollar Volume 2015	Dollar Volume 2016	Dollar Volume YTD: 2017
		Change %	Change %	Change %	Change %	Change %	Change %	Change %	Change %
January	\$4,150,000	\$2,568,469	-38.11%	\$3,110,420	\$8,024,881	\$2,230,857	\$8,054,074	\$9,087,870	\$18,901,140
February	\$3,120,388	\$2,846,057	-8.79%	\$15,592,466	\$3,998,001	\$5,367,504	\$5,027,425	\$5,535,803	\$9,285,945
March	\$7,750,912	\$4,833,208	-37.64%	\$5,631,850	\$10,894,679	\$7,711,325	\$7,302,230	\$8,812,998	\$16,640,469
April	\$6,651,360	\$6,649,775	-0.02%	\$6,868,877	\$7,011,324	\$6,545,494	\$24,571,897	\$12,830,456	\$12,830,456
May	\$5,066,803	\$11,257,234	122.18%	\$8,726,070	\$8,278,168	\$12,948,355	\$12,055,728	\$14,984,782	\$16,349,317
June	\$9,217,349	\$11,357,683	23.22%	\$6,399,952	\$7,283,010	\$12,460,491	\$12,380,890	\$16,953,691	\$21,229,079
July	\$6,672,272	\$5,078,185	-23.89%	\$12,343,180	\$8,075,473	\$5,773,561	\$17,986,325	\$15,901,930	\$19,308,356
August	\$4,090,860	\$5,330,475	30.30%	\$11,563,843	\$9,309,128	\$9,794,686	\$10,250,493	\$14,738,919	\$15,223,458
September	\$11,925,265	\$9,107,350	-23.63%	\$9,331,372	\$8,256,076	\$8,974,489	\$10,009,131	\$16,655,735	\$17,301,971
October	\$8,319,117	\$7,466,272	-10.25%	\$11,088,658	\$8,450,061	\$8,950,532	\$12,009,400	\$14,391,672	\$16,902,293
November	\$8,982,420	\$4,284,476	-52.30%	\$12,936,449	\$11,078,290	\$10,642,695	\$10,725,350	\$11,314,516	\$13,806,233
December	\$6,369,072	\$12,429,525	95.15%	\$5,673,963	\$8,995,613	\$12,764,367	\$9,487,125	\$10,023,386	\$13,032,230
<b>Year to Date:</b>	<b>\$15,021,300</b>	<b>\$10,247,734</b>	<b>-31.78%</b>	<b>\$24,334,736</b>	<b>\$22,917,561</b>	<b>\$15,309,686</b>	<b>\$20,383,729</b>	<b>\$27,642,526</b>	<b>\$23,436,671</b>
<b>TOTAL</b>	<b>\$82,315,817</b>	<b>\$83,208,709</b>	<b>1.08%</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>

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## Number of Transactions

Month	# Transactions 2009	# Transactions 2010	# Transactions 2011	# Transactions 2012	# Transactions 2013	# Transactions 2014	# Transactions 2015	# Transactions 2016	# Transactions YTD: 2017
		Change %	Change %	Change %	Change %	Change %	Change %	Change %	Change %
January	24	19	-20.83%	23	45	25	41	49	82
February	22	17	-22.73%	30	35	39	31	37	49
March	37	29	-21.62%	33	57	58	34	57	79
April	46	41	-10.87%	39	46	46	70	76	100
May	33	58	75.76%	36	52	69	69	87	100
June	62	56	-9.68%	39	53	67	82	101	100
July	37	30	-18.92%	68	41	42	78	97	100
August	30	35	16.67%	66	54	68	56	91	100
September	60	47	-21.67%	63	53	52	51	92	100
October	51	40	-21.57%	54	54	55	66	78	100
November	50	31	-38.00%	63	75	57	61	73	100
December	31	33	6.45%	48	56	48	50	71	100
<b>Year to Date:</b>	<b>83</b>	<b>65</b>	<b>-21.69%</b>	<b>86</b>	<b>137</b>	<b>122</b>	<b>106</b>	<b>143</b>	<b>210</b>
<b>TOTAL</b>	<b>483</b>	<b>436</b>	<b>-9.73%</b>	<b>562</b>	<b>621</b>	<b>626</b>	<b>689</b>	<b>867</b>	<b>210</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 not paid.

**Delta**  
**Land Title Office**  
  
 Compliments of:  
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 970.874.6876  
  
 620 Main Street,  
 Suite 101  
 Delta, CO 81416  
 970.874-6876



# Market Analysis

Q1. 2017

## 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	\$996,400	2%	8	4%	\$124,550	\$82,750	\$135,200	\$84,000	\$79
Cedaredge	\$6,901,838	15%	41	20%	\$168,338	\$158,900	\$217,275	\$185,000	\$121
Cory	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Crawford	\$3,117,432	7%	12	6%	\$259,786	\$204,125	\$363,458	\$297,000	\$177
Delta	\$16,952,703	38%	87	41%	\$194,859	\$152,500	\$207,517	\$162,500	\$113
Eckert	\$5,805,500	13%	7	3%	\$829,357	\$180,000	\$829,357	\$180,000	\$176
Hotchkiss	\$4,425,995	10%	20	10%	\$221,300	\$185,500	\$291,159	\$260,000	\$177
Lazear	\$145,000	0%	1	0%	\$145,000	dna	\$145,000	dna	\$121
Orchard City	\$75,000	0%	1	0%	\$75,000	dna	\$75,000	dna	\$62
Paonia	\$5,959,062	1328%	29	14%	\$205,485	\$155,000	\$243,882	\$182,500	\$138
Rural & Out of Area	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Quit Claim Deeds	\$448,624	1%	4	2%	\$112,156	\$87,062	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$44,827,554</b>	<b>100%</b>	<b>210</b>	<b>100%</b>	<b>\$215,432</b>	<b>\$155,250</b>	<b>\$251,373</b>	<b>\$176,000</b>	<b>\$127</b>
<b>(NEW UNIT SALES)</b>	<b>\$1,465,000</b>	<b>3%</b>	<b>3</b>	<b>1%</b>	<b>\$488,333</b>	<b>\$350,000</b>	<b>\$488,333</b>	<b>\$350,000</b>	<b>\$244</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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**Delta  
 Land Title Office**

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# Market Analysis

YTD: Q1. 2017

## All Transaction Summary

## Residential Summary

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Cory	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Crawford	\$3,117,432	7%	12	6%	\$259,786	\$204,125	\$363,458	\$297,000	\$177
Delta	\$16,952,703	38%	87	41%	\$194,859	\$152,500	\$207,517	\$162,500	\$113
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Rural & Out of Area	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Quit Claim Deeds	\$448,624	1%	4	2%	\$112,156	\$87,062	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$44,827,554</b>	<b>100%</b>	<b>210</b>	<b>100%</b>	<b>\$215,432</b>	<b>\$155,250</b>	<b>\$251,373</b>	<b>\$176,000</b>	<b>\$127</b>
<b>(NEW UNIT SALES)</b>	<b>\$1,465,000</b>	<b>3%</b>	<b>3</b>	<b>1%</b>	<b>\$488,333</b>	<b>\$350,000</b>	<b>\$488,333</b>	<b>\$350,000</b>	<b>\$244</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

## Q1. 2017

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	20	\$1,390,480	4%
100,001 to 200,000	70	\$10,537,688	28%
200,001 to 300,000	29	\$7,288,550	19%
300,001 to 400,000	15	\$5,384,500	14%
400,001 to 500,000	10	\$4,608,325	12%
500,001 to 600,000	1	\$545,000	1%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	1	\$795,000	2%
800,001 to 900,000	1	\$880,000	2%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	1	\$1,200,000	3%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	1	\$4,825,000	13%
<b>Total:</b>	<b>149</b>	<b>\$37,454,543</b>	<b>100%</b>

## Residential Price Index

Q1. 2017	Number Trans.	Total Volume	Average Price
Single Family	147	\$37,187,543	\$252,976
Multi Family	2	\$267,000	\$133,500
Vacant Land	41	\$3,704,450	\$90,352
YTD: 2017	Number Trans.	Total Volume	Average Price
Single Family	147	\$37,187,543	\$252,976
Multi Family	2	\$267,000	\$133,500
Vacant Land	41	\$3,704,450	\$90,352
Full Year: 2016	Number Trans.	Total Volume	Average Price
Single Family	598	\$125,136,467	\$209,258
Multi Family	6	\$694,500	\$115,750
Vacant Land	136	\$14,002,204	\$102,957

## Commercial Index

Q1. 2017	Number Trans.	Total Volume	Average Price
Commercial Improved	7	\$1,348,500	\$192,643
Commercial Vacant	1	\$52,500	\$52,500
Development Vacant	1	\$1,300,000	\$0
YTD: 2017 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	7	\$1,348,500	\$192,643
Commercial Vacant	1	\$52,500	\$52,500
Development Vacant	1	\$1,300,000	\$1,300,000
Full Year 2016: Commercial Summary	Number Trans.	Total Volume	Average Price
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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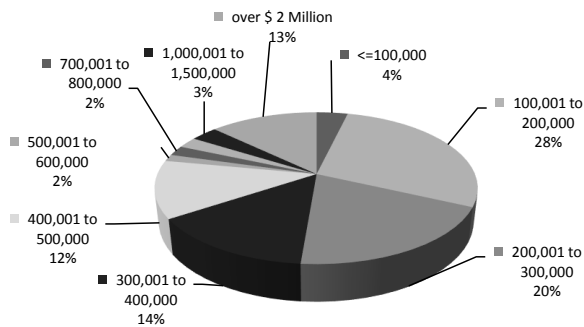
# Historical Price Point Analysis

YTD: Q1. 2017

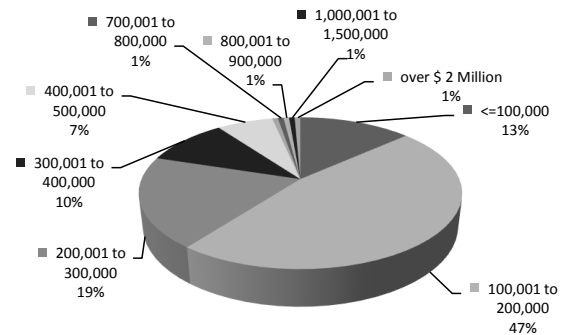
## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	20	\$1,390,480	4%
100,001 to 200,000	70	\$10,537,688	28%
200,001 to 300,000	29	\$7,288,550	19%
300,001 to 400,000	15	\$5,384,500	14%
400,001 to 500,000	10	\$4,608,325	12%
500,001 to 600,000	1	\$545,000	1%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	1	\$795,000	2%
800,001 to 900,000	1	\$880,000	2%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	1	\$1,200,000	3%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	1	\$4,825,000	13%
<b>Total:</b>	<b>149</b>	<b>\$37,454,543</b>	<b>100%</b>

Breakdown: by Dollar Volume



Breakdown: by Number of Transactions



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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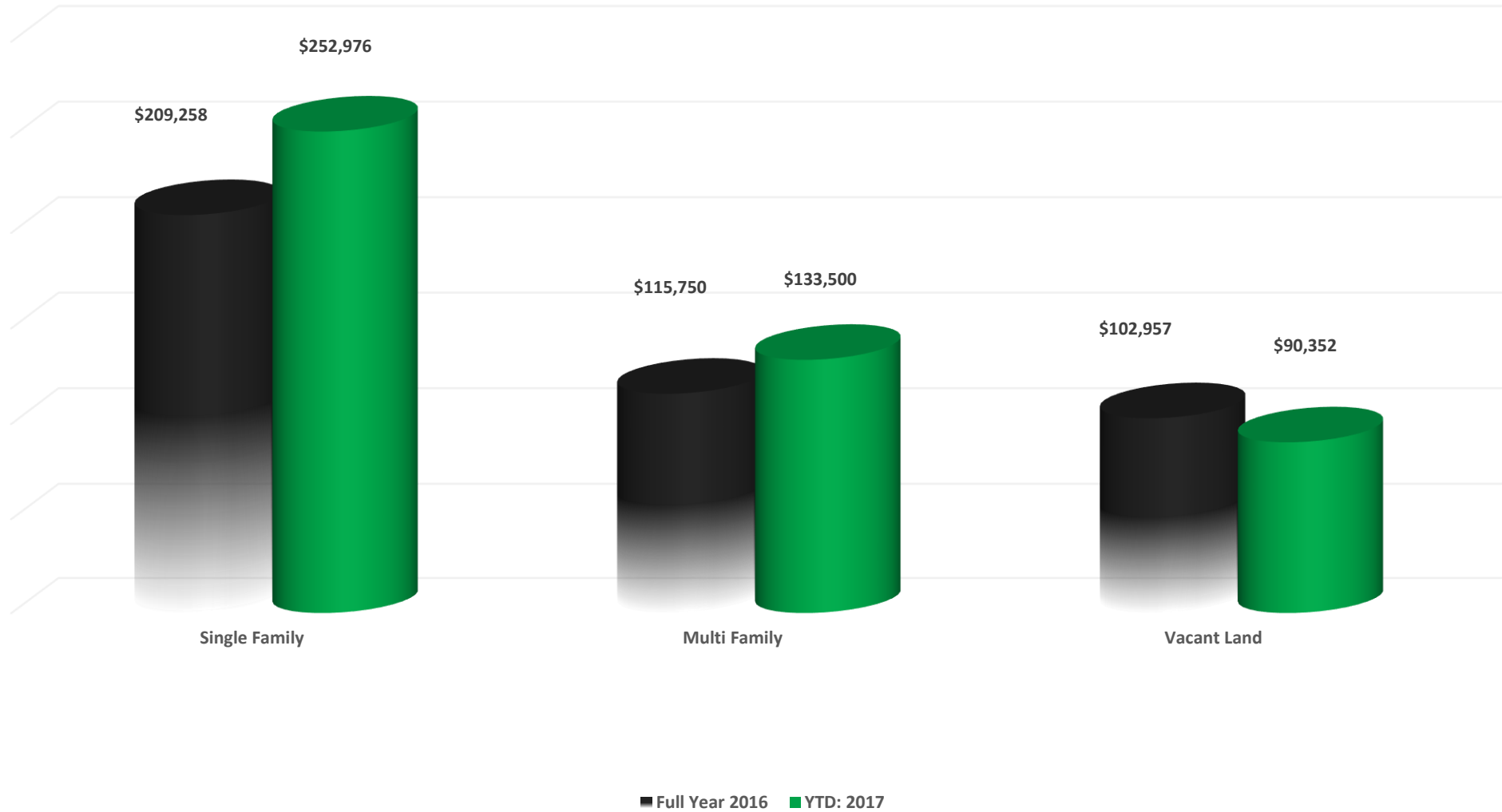
Full Year: 2016

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	74	\$5,399,733	4%
100,001 to 200,000	272	\$41,297,998	33%
200,001 to 300,000	173	\$42,716,438	34%
300,001 to 400,000	59	\$20,253,698	16%
400,001 to 500,000	16	\$7,139,600	6%
500,001 to 600,000	1	\$550,000	0%
600,001 to 700,000	4	\$2,635,000	2%
700,001 to 800,000	2	\$1,463,500	1%
800,001 to 900,000	0	\$0	0%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	2	\$2,225,000	2%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	1	\$2,150,000	2%
<b>Total:</b>	<b>604</b>	<b>\$125,830,967</b>	<b>100%</b>



## Average Price History





# Market Highlights

## Q1. 2017

### Highest Priced Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
3	2.00	2016	2833	\$ 880,000.00	M&B: Sec 15 T 51N R 7W w/40.330 AC Land	HUIZENGA LUTTIEN A	\$ 310.62	3/24/2017	38480 FRUITLAND MESA RD	



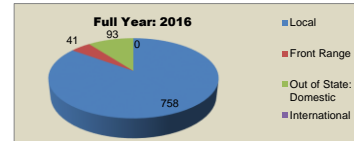
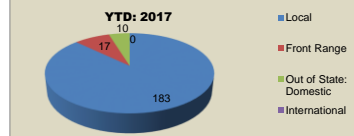
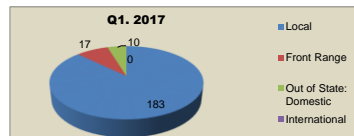
### Highest Price PSF Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
3	1.00	1963	1595	\$ 795,000.00	M&B: Sec 3 T 14S R 92W W/52 AC Land	SOUTHEASTERN EXPOSURE LLC	\$ 498.43	3/3/2017	14139 RUNZEL GULCH RD	

### Bank Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference
3	2.00	1999	1404	\$ 55,000.00	EDMONDS MINOR SUBDIVISION LT 1	NGNF LLC	\$ 39.17	3/31/2017	1368 HIGHWAY 50	Bank: BANK OF COLORADO
2	1.00	1956	786	\$ 76,000.00	GARNET MESA SUBDIVISION BLK B	DROZDIK AMITY	\$ 96.69	1/25/2017	634 CRAWFORD AVE	Bank: CARRINGTON MORTGAGE SERVICES LLC
2	1.00	1964	1455	\$ 68,000.00	§ 12 T 14S R 95W	FRITCHMAN ETHAN B	\$ 46.74	1/3/2017	13393 HIGHWAY 65	Bank: CARRINGTON MORTGAGE SERVICES LLC
3	1.00	1936	1189	\$ 125,000.00	§ 27 T 15S R 96W	WALCH FRANK G	\$ 105.13	2/28/2017	13322 F RD	Bank: FHLMC
2	1.50	1960	1224	\$ 119,900.00	BUSINESS MENS SUBDIVISION LT 5 BLK 5	REMMERDE MELISSA D	\$ 97.96	2/28/2017	1423 BLUFF ST	Bank: FNMA
2	1.25	1970	1590	\$ 179,000.00	§ 4 T 13S R 94W	BURROW MARK ADAM	\$ 112.58	1/4/2017	24413 UTE TRAIL RD	Bank: FREEDOM MORTGAGE CORPORATION
			4.8 AC	\$ 65,000.00	§ 11 T 14S R 92W	BLOCKER GEORGE L	N/A	3/31/2017	13962 PUMPKIN HOLLOW RD	Bank: PAONIA STATE BANK
			5.58 AC	\$ 50,000.00	PUTNAM SUBDIVISION LT 1	CONN JUDITH ANNETTE	N/A	1/24/2017	8455 2100 RD	Bank: TITLE ACQUISITIONS INC
4	1.75	1972	1905	\$ 133,500.00	RAY SUB & JACKSON SUB RESUB LT 4	ST PETER ANNA E	\$ 70.08	2/8/2017	1004 HALEY PL	Bank: US BANK NA
4	2.00	2008	1417.3	\$ 135,000.00	TERRACE VIEW SUBDIVISION LT 11	COSTOPOULOS CRYSTAL DAWN	\$ 95.25	3/15/2017	860 TERRACE ST	Bank: WELLS FARGO BANK NA
3	2.00	1997	1404	\$ 76,600.00	PIONEER PLACE SUBDIVISION 1 LT 14	AVIRE STEVEN WAYNE	\$ 54.56	1/9/2017	1727 PIONEER CIR	Bank: WELLS FARGO BANK NA
2	1.00	1935	1091	\$ 39,900.00	§ 13 T 14S R 95W	FINNEGAN KENNETH M	\$ 36.57	3/30/2017	12052 2100 RD	Bank: WELLS FARGO BANK NA
3	2.50	1973	2500	\$ 127,800.00	PAONIA ORIGINAL LT 37 BLK 3	GRANT DON R	\$ 51.12	2/14/2017	110 2ND ST	Bank: WELLS FARGO BANK, NA

### Purchaser Abstract:



All Sales: Q1. 2017		
Origin of Buyer	# of Trans.	% Overall
Local	183	87%
Front Range	17	8%
Out of State: Domestic	10	5%
International	0	0%
<b>Total Sales</b>	<b>210</b>	<b>100%</b>

All Sales: YTD. 2017		
Origin of Buyer	# of Trans.	% Overall
Local	183	87%
Front Range	17	8%
Out of State: Domestic	10	5%
International	0	0%
<b>Total Sales</b>	<b>210</b>	<b>100%</b>

All Sales: Full Year 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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## Market Snapshot by Area

YTD: 2017 vs. Full Year: 2016

Area	Average Price Single Family YTD: 2016	Average Price Single Family YTD: 2017	% Change Price Single Family	Average Price Multi-Family YTD: 2016	Average Price Multi-Family YTD: 2017	% Change Price Multi-Family	Average Price Vacant Land YTD: 2016	Average Price Vacant Land YTD: 2017	% Change Price Vacant Land
Austin	\$218,904	\$135,200	-38.24%	\$0	\$0	\$0	\$249,131	\$50,000	-79.93%
Cedaredge	\$214,454	\$217,275	1.32%	\$109,833	\$0	n/a	\$86,525	\$78,909	-8.80%
Cory	\$232,500	\$0	n/a	\$0	\$0	\$0	\$0	\$0	0.00%
Crawford	\$325,675	\$363,458	11.60%	\$0	\$0	\$0	\$135,412	\$156,114	15.29%
Delta	\$181,375	\$209,760	15.65%	\$121,667	\$133,500	9.73%	\$59,266	\$72,835	22.90%
Eckert	\$192,563	\$829,357	330.69%	\$0	\$0	\$0	\$59,817	\$0	n/a
Hotchkiss	\$219,064	\$291,159	32.91%	\$0	\$0	\$0	\$86,407	\$92,874	7.48%
Lazear	\$0	\$145,000	n/a	\$0	\$0	\$0	\$0	\$0	0.00%
Orchard City	\$0	\$75,000	n/a	\$0	\$0	\$0	\$30,000	\$0	n/a
Paonia	\$242,273	\$243,882	0.66%	\$0	\$0	\$0	\$134,598	\$83,700	-37.81%
Rural & Out of Area	\$0	\$0	0.00%	\$0	\$0	\$0	\$206,080	\$0	n/a
<b>Gross Live Average:</b>	<b>\$209,258</b>	<b>\$252,976</b>	<b>20.89%</b>	<b>\$115,750</b>	<b>\$133,500</b>	<b>15.33%</b>	<b>\$102,957</b>	<b>\$90,352</b>	<b>-12.24%</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.

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

Area	Average PPSF Single Family YTD: 2016	Average PPSF Single Family YTD: 2017	% Change Price Single Family	Average PPSF Multi-Family YTD: 2016	Average PPSF Multi-Family YTD: 2017	% Change Price Multi-Family	Average PPAC Vacant Land YTD: 2016	Average PPAC Vacant Land YTD: 2017	% Change Price Vacant Land
Austin	\$120.37	\$79.13	-34.26%	\$0.00	\$0.00	0.00%	\$5,847	\$8,962	53.28%
Cedaredge	\$123.94	\$121.05	-2.33%	\$91.07	\$0.00	n/a	\$68,420	\$37,885	-44.63%
Cory	\$113.91	\$0.00	n/a	\$0.00	\$0.00	0.00%	\$0	\$0	0.00%
Crawford	\$172.63	\$176.66	2.33%	\$0.00	\$0.00	0.00%	\$20,502	\$10,460	-48.98%
Delta	\$111.22	\$113.53	2.08%	\$105.73	\$112.17	6.10%	\$55,448	\$12,725	-77.05%
Eckert	\$104.29	\$176.46	69.20%	\$0.00	\$0.00	0.00%	\$26,996	\$0	n/a
Hotchkiss	\$141.42	\$177.21	25.31%	\$0.00	\$0.00	0.00%	\$28,769	\$8,125	-71.76%
Lazear	\$0.00	\$120.83	n/a	\$0.00	\$0.00	0.00%	\$0	\$0	0.00%
Orchard City	\$0.00	\$61.68	n/a	\$0.00	\$0.00	\$0.00	\$14,085	\$0	n/a
Paonia	\$131.52	\$138.05	4.96%	\$0.00	\$0.00	\$0.00	\$153,672	\$37,496	-75.60%
Rural & Out of Area	\$0.00	\$0.00	0.00%	\$0.00	\$0.00	\$0.00	\$6,500	\$0	n/a
<b>Gross Live PPSF:</b>	<b>\$122.40</b>	<b>\$126.85</b>	<b>3.63%</b>	<b>\$98.40</b>	<b>\$112.17</b>	<b>14.00%</b>	<b>\$67,682</b>	<b>\$21,400</b>	<b>-68.38%</b>

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## Lender Analysis: Q1. 2017 - 328 Loans Recorded



There were a total of 109 Purchase Loans in Q1. 2017: 52% of Purchasers had financing at the time of closing - 48% closed with cash.

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# Lender Listing by Volume

LENDER	NUMBER LOANS	PURCHASE LOANS	OVERALL % TOTAL	
CORNERSTONE HOME LENDING INC	34	22	10.37%	Top 72% Lenders for Q1. 2016
OWNER CARRY	31	16	9.45%	
WELLS FARGO BANK NA	27	6	8.23%	
BANK OF COLORADO	26	1	7.93%	
FIRST STATE BANK OF COLORADO	22	2	6.71%	
ALPINE BANK	16	5	4.88%	
GUILD MORTGAGE COMPANY	15	12	4.57%	
FIDELITY MORTGAGE	9	6	2.74%	
MORTGAGE SOLUTIONS OF COLORADO LLC	9	5	2.74%	
ACADEMY MORTGAGE CORPORATION	8	5	2.44%	
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	8		2.44%	
US BANK NA	8	1	2.44%	
DELTA COUNTY FEDERAL CREDIT UNION	7	1	2.13%	
AMERICAN AGCREDIT FLCA	5	1	1.52%	
BANK OF THE WEST	5	1	1.52%	
DELTA HOUSING AUTHORITY	5		1.52%	
ALL OTHER LENDERS	93	25	28.35%	
FEDERAL SAVINGS BANK	4		1.22%	
LOANDEPOTCOM LLC	4		1.22%	
ASHLAND CREDIT UNION	3		0.91%	
NUVISTA CREDIT UNION	3	1	0.91%	
QUICKEN LOANS INC	3		0.91%	
UNKNOWN	3	1	0.91%	
VECTRA COLORADO BANK	3		0.91%	
CARRINGTON MORTGAGE SERVICES LLC	2		0.61%	
CHERRY CREEK MORTGAGE CO	2	1	0.61%	
FIDELITY NATIONAL TITLE COMPANY	2		0.61%	
FLCA AMERICAN AGCREDIT	2		0.61%	
GRAND VALLEY BANK	2	1	0.61%	
HOME LOAN STATE BANK	2	2	0.61%	
MEGASTAR FINANCIAL CORP	2	1	0.61%	
SUN WEST MORTGAGE COMPANY INC	2		0.61%	
SYNERGY ONE LENDING INC	2		0.61%	
UNIFIRST MORTGAGE CORPORATION	2	1	0.61%	
UNIVERSAL LENDING CORPORATION	2	1	0.61%	
ADMIRALS BANK	1		0.30%	
MAJOR MORTGAGE	1	1	0.30%	
AMERICAN AGCREDIT PCA	1		0.30%	
AMERICAN FINANCIAL NETWORK INC	1		0.30%	
AMERICAN FINANCING CORPORATION	1		0.30%	
AMERICAN SOUTHWEST MORTGAGE CORP	1	1	0.30%	
ARKLATEX FINANCIAL SERVICES LLC	1		0.30%	
BANK OF THE SAN JUANS	1		0.30%	
BELLCO CREDIT UNION	1		0.30%	
CALIBER HOME LOANS INC	1	1	0.30%	
CARDINAL FINANCIAL COMPANY LP	1		0.30%	
CENTRAL BANK ILLINOIS	1		0.30%	
CHURCHILL MORTGAGE CORPORATION	1		0.30%	
COLORADO WATER CONSERVATION BOARD	1		0.30%	
COMMUNITY FIRST NATIONAL BANK	1		0.30%	
DELTA PARK STREET CONDOMINIUMS INC	1	1	0.30%	
DITECH FINANCIAL LLC	1		0.30%	
ELEVATIONS CREDIT UNION	1	1	0.30%	
FIRST COLORADO NATIONAL BANK	1		0.30%	
FIRST COMMUNITY MORTGAGE INC	1	1	0.30%	
FIRST GUARANTY MORTGAGE CORPORATION	1		0.30%	
FREEDOM MORTGAGE CORPORATION	1		0.30%	
HABITAT FOR HUMANITY OF DELTA COUNTY INC	1	1	0.30%	
HOUSING AUTHORITY OF DELTA	1		0.30%	
JPMORGAN CHASE BANK NA	1		0.30%	
LAKEVIEW LOAN SERVICING LLC	1		0.30%	
LAND HOME FINANCIAL SERVICES INC	1	1	0.30%	
MORTGAGE LENDERS OF AMERICA LLC	1	1	0.30%	
NATIONSTAR MORTGAGE LLC	1		0.30%	
NAVY FEDERAL CREDIT UNION	1	1	0.30%	
PLANET HOME LENDING LLC	1		0.30%	
PLUM CREEK VINEYARDS COMPANY	1	1	0.30%	
PREMIER MEMBERS CREDIT UNION	1		0.30%	
REVERSE MORTGAGE FUNDING LLC	1		0.30%	
ROCKY MOUNTAIN LAW ENFORCEMENT FEDERAL CREDIT UNION	1		0.30%	
ROYAL UNITED MORTGAGE LLC	1		0.30%	
SAN JUAN MOUNTAINS CREDIT UNION	1	1	0.30%	
SIERRA PACIFIC MORTGAGE COMPANY INC	1		0.30%	
SINCLAIR FINANCE COMPANY	1		0.30%	
STATE FARM BANK FSB	1		0.30%	
STEARNS LENDING INC	1	1	0.30%	
TIMBERLINE BANK	1		0.30%	
TRU MORTGAGE	1		0.30%	
UNION NAVY FEDERAL CREDIT UNION	1	1	0.30%	
UNITED WHOLESALE MORTGAGE	1	1	0.30%	
USAA FEDERAL SAVINGS BANK	1	1	0.30%	
UTAH POWER CREDIT UNION	1		0.30%	
WESTERN STATES BANK	1		0.30%	
<b>TOTAL LOANS FOR Q1. 2017:</b>	<b>328</b>	<b>109</b>	<b>100.00%</b>	

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## New Unit Sales Detail

### Q1. 2017

#### Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	2.00	2016	2833	\$ 880,000.00	M&B: Sec 15 T 51N R 7W	SINGLEFAM	\$ 310.62	38480 FRUITLAND MESA RD
4	1.75	2014	1980	\$ 350,000.00	RIDGE CREST MINOR SUBDIVISION LT 2	SINGLEFAM	\$ 176.77	16073 SOUTHVIEW LN
N/A	N/A	2017	N/A	\$ 235,000.00	TUMBLING CREEK MEADOWS SUBDIVISION LT 7	SINGLEFAM	N/A	195 SE EAGLE AVE

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

Average Price:	\$ 488,333.33
Average PPSF:	\$ 243.70
Median Price:	\$ 350,000.00
# Transactions:	3
Gross Volume:	\$ 1,465,000.00

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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.