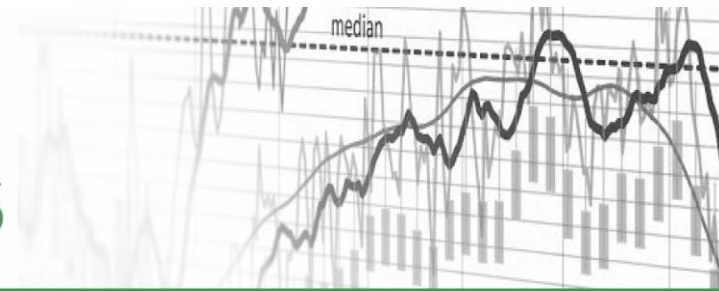
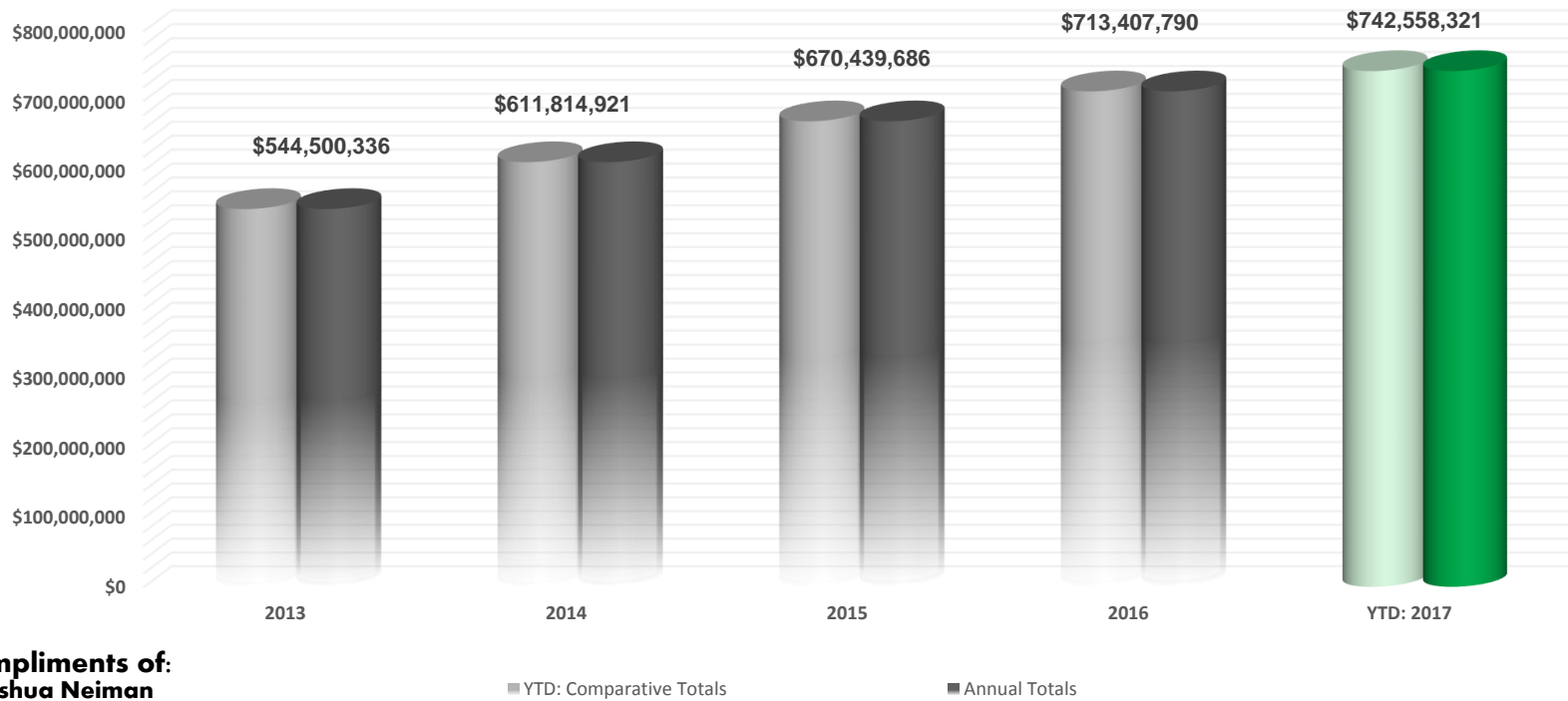




# La Plata Market ANALYSIS



## Historical Gross Sales Volume: 2013 - YTD: 2017



Compliments of:  
**Joshua Neiman**  
jneiman@ltgc.com  
970.247.5860



# Historical Gross Sales Summary

## Gross Volume

Month	Actual 2013	Actual 2014	Dollar Volume % Change	Actual 2015	Dollar Volume % Change	Actual 2016	Dollar Volume % Change	Actual YTD: 2017	Dollar Volume % Change
January	\$28,096,843	\$41,097,381	46.27%	\$35,268,640	-14.18%	\$41,395,457	17.37%	\$45,690,697	10.38%
February	\$28,560,174	\$29,004,179	1.55%	\$73,038,156	151.82%	\$38,792,643	-46.89%	\$35,841,439	-7.61%
March	\$30,016,295	\$39,915,895	32.98%	\$48,128,656	20.58%	\$48,366,649	0.49%	\$43,513,982	-10.03%
April	\$42,285,424	\$37,349,293	-11.67%	\$52,818,750	41.42%	\$48,824,884	-7.56%	\$56,884,995	16.51%
May	\$46,943,533	\$78,426,933	67.07%	\$55,424,510	-29.33%	\$49,159,737	-11.30%	\$76,791,188	56.21%
June	\$51,379,726	\$62,696,620	22.03%	\$74,424,252	18.71%	\$76,716,030	3.08%	\$70,187,710	-8.51%
July	\$47,099,330	\$54,650,727	16.03%	\$61,540,286	12.61%	\$71,767,651	16.62%	\$70,500,340	-1.77%
August	\$50,058,672	\$65,693,665	31.23%	\$63,732,121	-2.99%	\$88,089,581	38.22%	\$78,705,432	-10.65%
September	\$43,702,170	\$51,053,575	16.82%	\$54,096,925	5.96%	\$68,699,842	26.99%	\$74,313,681	8.17%
October	\$60,582,251	\$61,999,280	2.34%	\$64,152,064	3.47%	\$68,648,921	7.01%	\$55,857,315	-18.63%
November	\$33,731,995	\$37,229,699	10.37%	\$31,340,370	-15.82%	\$63,480,069	102.55%	\$60,256,044	-5.08%
December	\$82,043,923	\$52,697,674	-35.77%	\$56,474,956	7.17%	\$49,466,326	-12.41%	\$74,015,498	49.63%
<b>Year to Date:</b>	<b>\$544,500,335</b>	<b>\$611,814,921</b>	<b>12.36%</b>	<b>\$670,439,685</b>	<b>9.58%</b>	<b>\$713,407,791</b>	<b>6.41%</b>	<b>\$742,558,321</b>	<b>4.09%</b>
<b>TOTAL</b>	<b>\$544,500,336</b>	<b>\$611,814,921</b>	<b>12.36%</b>	<b>\$670,439,686</b>	<b>9.58%</b>	<b>\$713,407,790</b>	<b>6.41%</b>	<b>\$742,558,321</b>	<b>4.09%</b>

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## Number of Transactions

Month	# Transactions 2013	# Transactions 2014	Actual % Change	# Transactions 2015	Actual % Change	# Transactions 2016	Actual % Change	# Transactions YTD: 2017	Transactions % Change
January	107	97	-9.35%	106	9.28%	99	-6.60%	119	20.20%
February	100	90	-10.00%	88	-2.22%	96	9.09%	100	4.17%
March	97	115	18.56%	139	20.87%	127	-8.63%	132	3.94%
April	114	120	5.26%	125	4.17%	137	9.60%	154	12.41%
May	152	176	15.79%	167	-5.11%	154	-7.78%	206	33.77%
June	165	147	-10.91%	195	32.65%	202	3.59%	173	-14.36%
July	167	160	-4.19%	186	16.25%	194	4.30%	196	1.03%
August	167	173	3.59%	190	9.83%	181	-4.74%	202	11.60%
September	123	142	15.45%	168	18.31%	157	-6.55%	171	8.92%
October	162	177	9.26%	134	-24.29%	190	41.79%	159	-16.32%
November	98	121	23.47%	105	-13.22%	172	63.81%	148	-13.95%
December	122	145	18.85%	150	3.45%	134	-10.67%	169	26.12%
<b>Year to Date:</b>	<b>1574</b>	<b>1663</b>	<b>5.65%</b>	<b>1753</b>	<b>5.41%</b>	<b>1843</b>	<b>5.13%</b>	<b>1929</b>	<b>4.67%</b>
<b>TOTAL</b>	<b>1574</b>	<b>1663</b>	<b>5.65%</b>	<b>1753</b>	<b>5.41%</b>	<b>1843</b>	<b>5.13%</b>	<b>1929</b>	<b>4.67%</b>

This data is reported from the LaPlata County Clerk & Recorders office and believed to be accurate but is not guaranteed.  
 Figures shown reflect transaction deeds only and do not include deeds on which a documentary fee was not paid.

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## Market Analysis by Area

December 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
Bayfield	\$4,793,392	6%	16	9%	\$299,587	\$275,050	\$382,778	\$321,500	\$190
Bondad & HWY 550 South	\$2,047,122	3%	7	4%	\$292,446	\$267,222	\$387,924	\$0	\$195
Breen/Marvel/Redmasa & Hwy 140 South	\$32,500	0%	1	1%	\$32,500	dna	\$0	\$0	\$0
Dalton Ranch	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Durango In-Town	\$13,705,500	19%	29	17%	\$472,603	\$435,000	\$488,854	\$445,000	\$260
Durango West I	\$471,000	1%	2	1%	\$235,500	dna	\$235,500	dna	\$185
Durango West II	\$884,400	1%	3	2%	\$294,800	\$269,500	\$294,800	\$269,500	\$178
Edgemont Highlands	\$2,125,700	3%	6	4%	\$354,283	\$350,000	\$551,233	\$527,000	\$251
Edgemont Ranch	\$1,489,500	2%	3	2%	\$496,500	\$392,500	\$496,500	\$392,500	\$194
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$3,679,400	5%	9	5%	\$408,822	\$385,000	\$445,400	\$386,500	\$186
Glacier Club	\$2,340,000	3%	2	1%	\$1,170,000	dna	\$2,035,000	dna	\$400
Hesperus/Mancos & Hwy 160 West	\$905,910	1%	8	5%	\$113,239	\$131,852	\$123,675	dna	\$56
North Valley & Electra Lake	\$2,167,900	3%	4	2%	\$541,975	\$434,950	\$541,975	\$123,675	\$303
Rafter J	\$884,000	1%	2	1%	\$442,000	dna	\$442,000	dna	\$206
Resort	\$11,897,750	16%	8	5%	\$1,487,219	\$1,150,000	\$393,188	\$466,375	\$318
Rural	\$5,917,100	8%	11	7%	\$537,918	\$475,000	\$560,833	\$545,000	\$220
Shenandoah, Lake Durango, Trappers Crossing	\$4,853,500	7%	7	4%	\$693,357	\$734,000	\$828,700	\$912,500	\$275
Sky Ridge	\$2,065,300	3%	3	2%	\$688,433	\$628,000	\$688,433	\$628,000	\$216
The Valley & Hermosa (City Limits to Hermosa)	\$5,392,203	7%	13	8%	\$414,785	\$401,400	\$391,517	\$401,400	\$230
Three Springs	\$3,542,500	5%	10	6%	\$354,250	\$427,750	\$462,000	\$439,000	\$270
Vallecito Lake	\$4,814,400	7%	22	13%	\$218,836	\$226,000	\$318,108	\$297,000	\$168
Quit Claim Deeds	\$6,421	0%	3	2%	\$2,140	\$1,000	\$0	\$0	\$0
(Timeshare/Interval)	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$74,015,498</b>	<b>100%</b>	<b>169</b>	<b>100%</b>	<b>\$445,838</b>	<b>\$338,250</b>	<b>\$462,777</b>	<b>\$403,900</b>	<b>\$227</b>
<b>(NEW UNIT SALES)</b>	<b>\$5,452,500</b>	<b>7%</b>	<b>13</b>	<b>8%</b>	<b>\$419,423</b>	<b>\$410,000</b>	<b>\$419,423</b>	<b>\$410,000</b>	<b>\$255</b>

Please note: Calculations are an unofficial tabulation of La Plata 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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## YTD. Market Analysis by Area

YTD: Dec. 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
Bayfield	\$60,937,467	8%	212	11%	\$287,441	\$283,450	\$334,782	\$311,750	\$179
Bondad & HWY 550 South	\$11,354,589	2%	39	2%	\$291,143	\$351,500	\$392,852	\$319,000	\$186
Breen/Marvel/Redmasa & Hwy 140 South	\$7,780,575	1%	29	2%	\$268,296	\$213,500	\$455,821	\$362,250	\$168
Dalton Ranch	\$13,763,815	0%	26	1%	\$529,378	\$519,000	\$588,355	\$530,600	\$231
Durango In-Town	\$207,746,103	28%	411	21%	\$505,465	\$394,000	\$437,030	\$400,000	\$269
Durango West I	\$5,027,270	1%	22	1%	\$228,512	\$268,500	\$255,959	\$285,000	\$176
Durango West II	\$9,607,899	1%	27	1%	\$355,848	\$334,500	\$368,716	\$335,000	\$185
Edgemont Highlands	\$30,664,395	4%	83	4%	\$369,451	\$185,000	\$664,953	\$592,500	\$259
Edgemont Ranch	\$9,596,019	1%	25	1%	\$383,841	\$392,500	\$379,529	\$408,250	\$217
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$39,639,622	5%	126	7%	\$314,600	\$304,500	\$362,908	\$370,000	\$189
Glacier Club	\$12,327,000	2%	12	1%	\$1,027,250	\$885,000	\$1,246,111	\$1,305,000	\$384
Hesperus/Mancos & Hwy 160 West	\$13,800,790	2%	54	3%	\$255,570	\$172,450	\$385,966	\$354,250	\$183
North Valley & Electra Lake	\$33,884,499	5%	106	5%	\$319,665	\$260,000	\$367,990	\$335,000	\$233
Rafter J	\$10,489,908	1%	27	1%	\$388,515	\$400,000	\$451,878	\$432,450	\$181
Resort	\$33,663,880	5%	62	3%	\$542,966	\$340,000	\$404,885	\$360,000	\$289
Rural	\$37,090,346	5%	110	6%	\$337,185	\$288,950	\$445,181	\$407,950	\$205
Shenandoah, Lake Durango, Trappers Crossing	\$27,965,000	4%	52	3%	\$537,788	\$462,500	\$668,662	\$706,500	\$246
Sky Ridge	\$12,964,800	2%	26	1%	\$498,646	\$427,000	\$612,600	\$510,750	\$229
The Valley & Hermosa (City Limits to Hermosa)	\$80,176,414	11%	147	8%	\$545,418	\$410,000	\$549,749	\$429,447	\$242
Three Springs	\$33,378,001	4%	92	5%	\$362,804	\$349,000	\$382,466	\$360,000	\$256
Vallecito Lake	\$49,323,732	7%	211	11%	\$233,762	\$232,000	\$312,740	\$282,000	\$183
Quit Claim Deeds	\$1,014,985	2%	19	1%	\$53,420	\$20,000	\$0	\$0	\$0
(Timeshare/Interval)	\$361,212	0%	11	1%	\$32,837	\$26,923	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$742,558,321</b>	<b>100%</b>	<b>1,929</b>	<b>100%</b>	<b>\$388,243</b>	<b>\$320,000</b>	<b>\$426,369</b>	<b>\$370,000</b>	<b>\$228</b>
<b>(NEW UNIT SALES)</b>	<b>\$65,320,261</b>	<b>9%</b>	<b>146</b>	<b>8%</b>	<b>\$447,399</b>	<b>\$397,500</b>	<b>\$458,109</b>	<b>\$404,994</b>	<b>\$245</b>

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Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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## Market Snapshot by Area

YTD: 2017

Area	Average Price Single Family YTD: 2017	Average Price Multi-Family YTD: 2017	Average Price Vacant Land YTD: 2017
Bayfield	\$338,886	\$217,400	\$128,103
Bondad & HWY 550 South	\$414,534	\$248,300	\$131,273
Breen/Marvel/Redmasa & Hwy 140 South	\$455,821	\$0	\$113,762
Dalton Ranch	\$595,426	\$569,500	\$205,000
Durango In-Town	\$557,200	\$319,773	\$210,979
Durango West I	\$255,959	\$0	\$0
Durango West II	\$401,658	\$264,400	\$195,000
Edgemont Highlands	\$664,953	\$0	\$143,113
Edgemont Ranch	\$518,591	\$240,467	\$85,000
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$363,471	\$323,000	\$134,458
Glacier Club	\$1,439,000	\$1,005,000	\$370,667
Hesperus/Mancos & Hwy 160 West	\$385,966	\$0	\$161,996
North Valley & Electra Lake	\$555,546	\$203,878	\$224,475
Rafter J	\$451,878	\$0	\$97,150
Resort	\$948,333	\$369,443	\$183,333
Rural	\$447,114	\$335,000	\$124,951
Shenandoah, Lake Durango, Trappers Crossing	\$725,948	\$336,400	\$232,536
Sky Ridge	\$656,853	\$391,333	\$201,333
The Valley & Hermosa (City Limits to Hermosa)	\$621,794	\$274,097	\$321,301
Three Springs	\$412,049	\$322,014	\$129,833
Vallecito Lake	\$316,606	\$0	\$74,391
<b>Gross Live Average:</b>	<b>\$464,700</b>	<b>\$317,652</b>	<b>\$156,626</b>

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

Area	Average PPSF Single Family YTD: 2017	Average PPSF Multi-Family YTD: 2017	Average PPAC Vacant Land YTD: 2017
Bayfield	\$179.94	\$151.04	\$108,496.35
Bondad & HWY 550 South	\$183.80	\$203.12	\$19,243.52
Breen/Marvel/Redmasa & Hwy 140 South	\$167.99	\$0.00	\$5,580.25
Dalton Ranch	\$234.50	\$220.82	\$487,329.89
Durango In-Town	\$283.18	\$254.81	\$564,057.34
Durango West I	#DIV/0!	\$0.00	\$0.00
Durango West II	\$188.29	\$174.67	\$5,182.32
Edgemont Highlands	\$258.83	\$0.00	\$343,026.30
Edgemont Ranch	\$200.78	\$232.27	\$93,406.59
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$188.49	\$246.00	\$46,286.83
Glacier Club	\$371.03	\$399.48	\$436,863.66
Hesperus/Mancos & Hwy 160 West	\$182.57	\$0.00	\$149,316.81
North Valley & Electra Lake	\$297.77	\$175.58	\$145,130.78
Rafter J	\$181.10	\$0.00	\$29,622.17
Resort	\$340.02	\$285.30	\$940,533.35
Rural	\$205.34	\$204.77	\$33,818.54
Shenandoah, Lake Durango, Trappers Crossing	\$254.21	\$195.77	\$126,620.12
Sky Ridge	\$232.15	\$215.64	\$236,124.89
The Valley & Hermosa (City Limits to Hermosa)	\$257.50	\$185.67	\$460,896.25
Three Springs	\$270.16	\$226.64	\$692,001.26
Vallecito Lake	\$181.77	\$0.00	\$82,777.41
<b>Gross Live PPSF:</b>	<b>\$223.83</b>	<b>\$238.72</b>	<b>\$220,205.33</b>

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## Price Point Index

December 2017

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	2	\$144,003	0%
100,001 to 200,000	10	\$1,588,250	3%
200,001 to 300,000	19	\$4,913,402	9%
300,001 to 400,000	24	\$8,398,400	16%
400,001 to 500,000	26	\$11,664,850	22%
500,001 to 600,000	12	\$6,640,000	12%
600,001 to 700,000	7	\$4,541,700	9%
700,001 to 800,000	4	\$2,972,900	6%
800,001 to 900,000	2	\$1,730,000	3%
900,001 to 1,000,000	5	\$4,710,800	9%
1,000,001 to 1,500,000	2	\$2,280,000	4%
1,500,001 to 2,000,000	1	\$1,600,000	3%
over \$2 Million	1	\$2,035,000	4%
<b>Total:</b>	<b>115</b>	<b>\$53,219,305</b>	<b>100%</b>

## Residential Price Index

December 2017	Number Trans.	Total Volume	Average Price
Single Family	91	\$46,611,452	\$512,214
Multi Family	24	\$6,607,853	\$275,327
Vacant Land	32	\$4,750,072	\$148,440
YTD: 2017	Number Trans.	Total Volume	Average Price
Single Family	970	\$450,759,226	\$464,700
Multi Family	342	\$108,637,072	\$317,652
Vacant Land	402	\$62,963,685	\$156,626

## Commercial Index

December 2017 Commercial Sales	Number Trans.	Total Volume	Average Price
Commercial Improved	5	\$5,882,000	\$1,176,400
Commercial Vacant	0	\$0	\$0
Development Vacant	3	\$8,575,000	\$2,858,333.33
YTD: 2017 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	59	\$70,697,769	\$1,198,267
Commercial Vacant	19	\$9,394,010	\$494,422
Development Vacant	11	\$19,539,882	\$1,776,353

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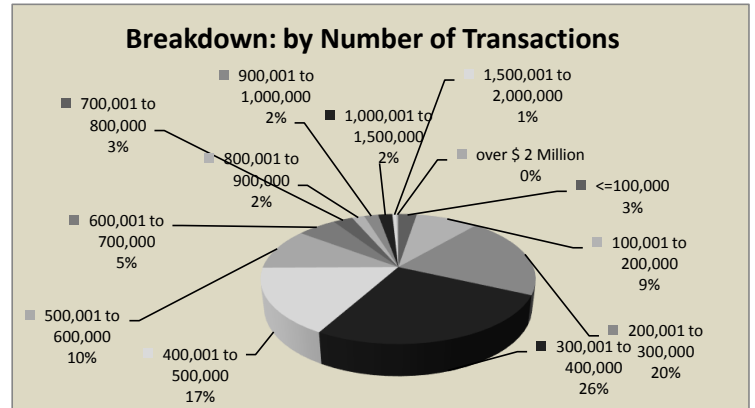
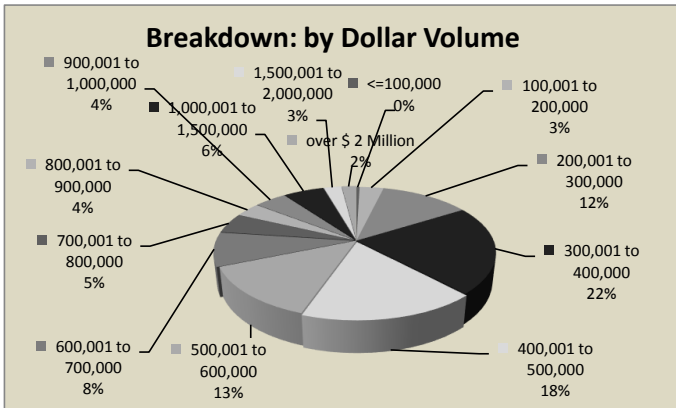


# YTD. Price Point Index

YTD: 2017

## Residential Summary

	# Transactions	Gross Volume	Percentage Gross
<=100,000	34	\$2,460,782	0%
100,001 to 200,000	115	\$18,486,227	3%
200,001 to 300,000	268	\$69,190,185	12%
300,001 to 400,000	346	\$121,938,137	22%
400,001 to 500,000	219	\$97,639,688	17%
500,001 to 600,000	136	\$74,749,132	13%
600,001 to 700,000	72	\$46,957,591	8%
700,001 to 800,000	36	\$27,266,800	5%
800,001 to 900,000	23	\$19,725,550	4%
900,001 to 1,000,000	26	\$24,875,550	4%
1,000,001 to 1,500,000	26	\$31,205,145	6%
1,500,001 to 2,000,000	8	\$13,716,511	2%
over \$ 2 Million	3	\$11,185,000	2%
<b>Total:</b>	<b>1312</b>	<b>\$559,396,298</b>	<b>100%</b>



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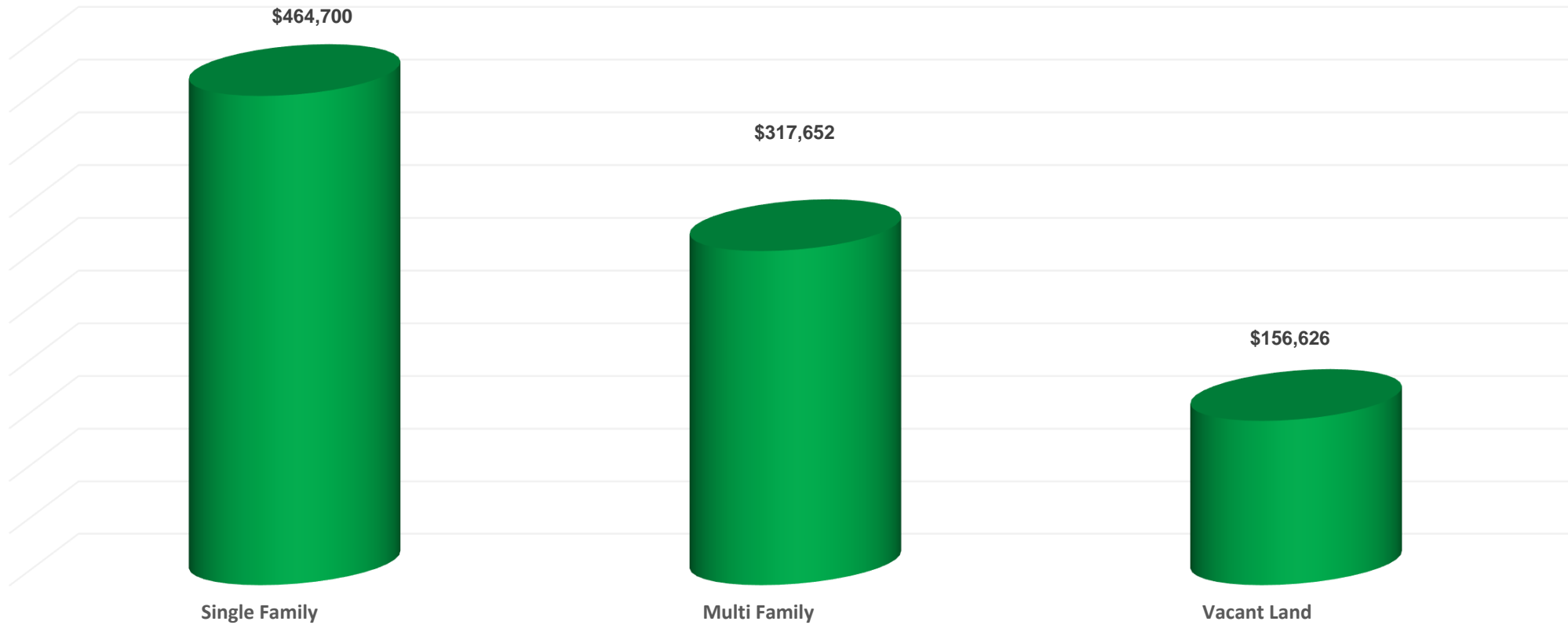
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## Average Price History: YTD: 2017



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■ YTD: 2017





# Market Highlights

## December 2017

### Highest Priced Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
4	5.00	2003	5088	\$ 2,035,000.00	ESTATES AT TAMARRON CRESCENT RIDGE LOT 5	CHAVEZ DAVID C	\$ 399.96	12/8/2017	335 CRESCENT RIDGE DR	BELEN	NM



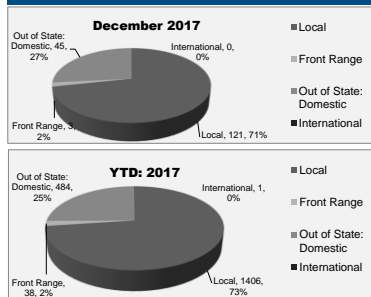
### Highest Price PSF Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Purchaser City	Purchaser State
3	2.00	2008	1132	\$ 550,000.00	EDELWEISS CONDO UNIT 6	MILLER DANIEL S	\$ 485.87	12/5/2017	460 SHEOL ST	BELLEAIR	FL

### Bank Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference/Comments
3	2.00	1954	2404	\$ 137,000.00	BREEN BROME MINOR EXP SUBD LOT 1	ALTMAN TAYLOR	\$ 56.99	12/5/2017	15338 STATE HWY 140	Bank: FHLMC
5	3.50	1978	2240	\$ 359,000.00	EL RANCHOS FLORIDA UNIT 1 LOT 9 BLOCK 3 LOT 10	HEIDE GARY R	\$ 160.27	12/7/2017	43 PIONEER PL	Bank: FNMA
3	1.00	1965	2016	\$ 110,350.00	M&B: CANARY BIRD MS	MEUNIER VINCENT ANDREW	\$ 54.74	12/12/2017	8025 CR 124	Bank: Plainscapital Bank
3	2.00	1985&1994	2880	\$ 122,000.00	M&B: SEC 33-34-8 LOT 1	AG ENGINEERING LLC	\$ 42.36	12/27/2017	4823 CR 311	Bank: Wells Fargo Bank, NA

### Purchaser Abstract:



All Sales: December 2017		
Origin of Buyer	# of Trans.	% Overall
Local	121	72%
Front Range	3	2%
Out of State: Domestic	45	27%
International	0	0%
<b>Total Sales</b>	<b>169</b>	<b>100%</b>

All Sales: YTD: 2017		
Origin of Buyer	# of Trans.	% Overall
Local	1406	73%
Front Range	38	2%
Out of State: Domestic	484	25%
International	1	0%
<b>Total Sales</b>	<b>1929</b>	<b>100%</b>

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

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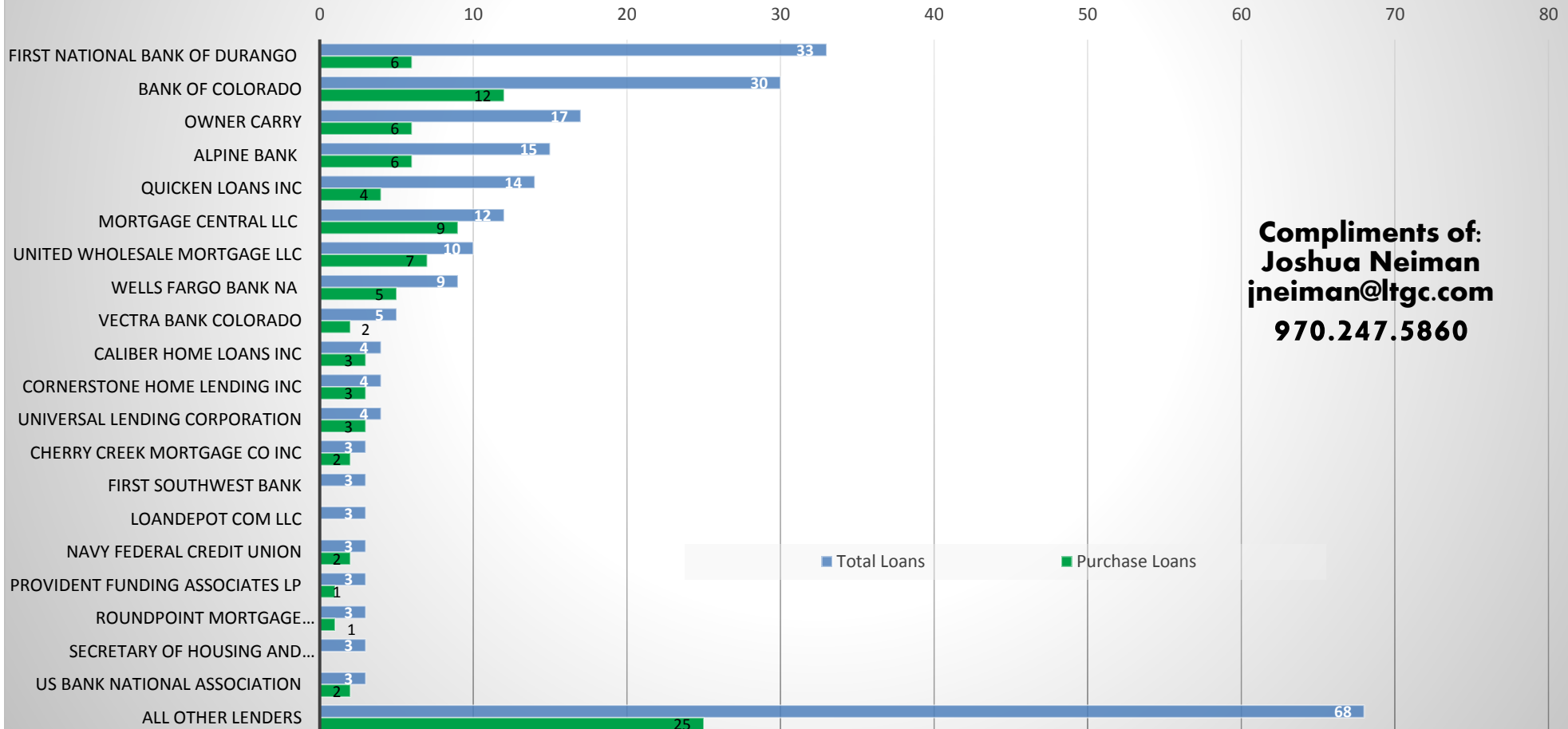
Compliments of:  
**Joshua Neiman**  
 jneiman@ltgc.com  
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# Lender Analysis

## December 2017 - Total Loans: 249

99 Loans or 59% of sales had financing at the time of Sale - 41% were Cash  
 150 Refinances



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**970.247.5860**

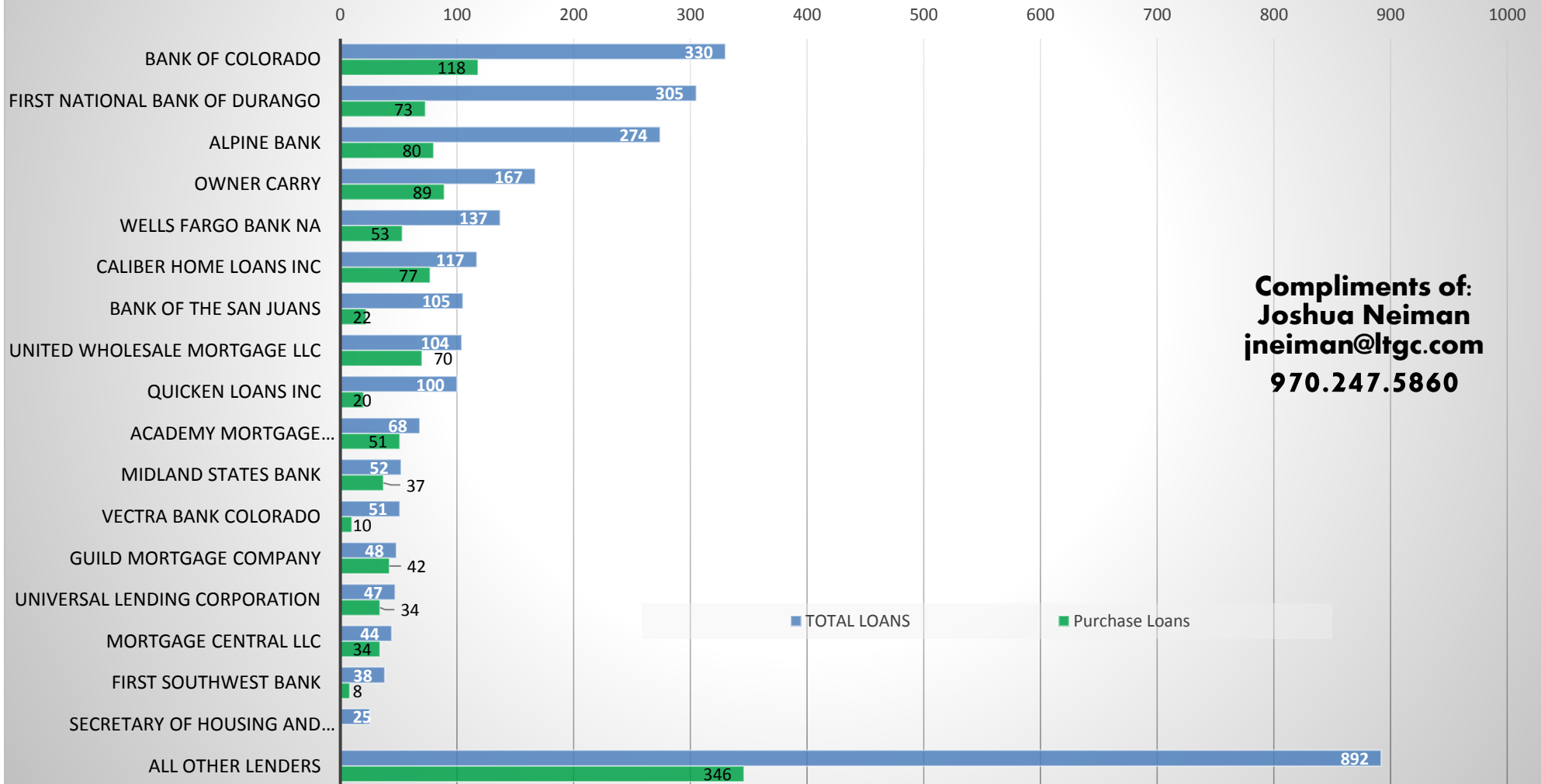


## Lender Analysis

**YTD: 2017 - Total Loans: 2,904**

**1,164 Loans or 60% of sales had financing at the time of Sale - 40% were Cash**

**1,740 Refinances**



**Compliments of:**  
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**970.247.5860**



# Lender Listing

LENDER	NUMBER LOANS	(PURCHASE LOANS)	PERCENTAGE TOTAL (OVERALL)	
FIRST NATIONAL BANK OF DURANGO	33	6	13.25%	Top 73% Lenders for December 2017
BANK OF COLORADO	30	12	12.05%	La Plata County
OWNER CARRY	17	6	6.83%	
ALPINE BANK	15	6	6.02%	
QUICKEN LOANS INC	14	4	5.62%	
MORTGAGE CENTRAL LLC	12	9	4.82%	
UNITED WHOLESALE MORTGAGE LLC	10	7	4.02%	
WELLS FARGO BANK NA	9	5	3.61%	
VECTRA BANK COLORADO	5	2	2.01%	
CALIBER HOME LOANS INC	4	3	1.61%	
CORNERSTONE HOME LENDING INC	4	3	1.61%	
UNIVERSAL LENDING CORPORATION	4	3	1.61%	
CHERRY CREEK MORTGAGE CO INC	3	2	1.20%	
FIRST SOUTHWEST BANK	3		1.20%	
LOANDEPOT COM LLC	3		1.20%	
NAVY FEDERAL CREDIT UNION	3	2	1.20%	
PROVIDENT FUNDING ASSOCIATES LP	3	1	1.20%	
ROUNDPOINT MORTGAGE SERVICING CORPORATION	3	1	1.20%	
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	3		1.20%	
US BANK NATIONAL ASSOCIATION	3	2	1.20%	
ALL OTHER LENDERS	68	25	27.31%	
ACADEMY MORTGAGE CORPORATION	2	2	0.80%	
BANK OF AMERICA NA	2	1	0.80%	
BANK OF THE SAN JUANS	2		0.80%	
FAIRWAY INDEPENDENT MORTGAGE CORPORATION	2	2	0.80%	
FLANAGAN STATE BANK	2		0.80%	
GUILD MORTGAGE COMPANY	2	2	0.80%	
MORTGAGE SOLUTIONS OF COLORADO LLC	2	1	0.80%	
NBH BANK	2		0.80%	
NEW PENN FINANCIAL LLC	2	1	0.80%	
OPEN MORTGAGE LLC	2		0.80%	
ADVANCE MORTGAGE AND INVESTMENT COMPANY LLC	1		0.40%	
ALTRA FEDERAL CREDIT UNION	1		0.40%	
AMERICAN ADVISORS GROUP	1		0.40%	
AMERICAN AGCREDIT FLCA	1		0.40%	
AMERICAN FINANCING CORPORATION	1		0.40%	
AMERICAN LIBERTY MORTGAGE INC	1		0.40%	
AXIA FINANCIAL LLC	1		0.40%	
BAY EQUITY LLC	1	1	0.40%	
BOKF NA	1		0.40%	
CADENCE BANK NA	1	1	0.40%	
CARDINAL FINANCIAL COMPANY LIMITED PARTNERSHIP	1		0.40%	
CARRINGTON MORTGAGE SERVICES LLC	1		0.40%	
CENDERA BANK NA	1	1	0.40%	
CLEARPATH LENDING	1		0.40%	
COLORADO HOUSING AND FINANCE AUTHORITY	1	1	0.40%	
COMMISSIONER OF HOUSING AND URBAN DEVELOPMENT	1		0.40%	
ENT CREDIT UNION	1		0.40%	
FEDERAL HOUSING COMMISSIONER	1		0.40%	
FIRST CALIFORNIA MORTGAGE COMPANY	1	1	0.40%	
FIRST UNITED BANK AND TRUST COMPANY	1	1	0.40%	
GUNNISON SAVINGS AND LOAN ASSOCIATION	1	1	0.40%	
HABITAT FOR HUMANITY OF LAPLATA COUNTY INC	1	1	0.40%	
HUNTINGTON NATIONAL BANK	1	1	0.40%	
JG WENTWORTH HOME LENDING LLC	1		0.40%	
JPMORGAN CHASE BANK NA	1		0.40%	
METABANK	1		0.40%	
MID AMERICA MORTGAGE INC	1		0.40%	
MONEY SOURCE INC	1		0.40%	
MORGAN STANLEY PRIVATE BANK NA	1	1	0.40%	
MORTGAGE COMPANY	1		0.40%	
MORTGAGE RESEARCH CENTER LLC	1	1	0.40%	
MUTUAL FEDERAL BANK	1		0.40%	
NATIONSTAR MORTGAGE LLC	1		0.40%	
PARAMOUNT EQUITY MORTGAGE LLC	1		0.40%	
PHH MORTGAGE CORPORATION	1		0.40%	
PRIMARY RESIDENTIAL MORTGAGE INC	1		0.40%	
PROSPERITY BANK	1		0.40%	
PUBLIC SERVICE CREDIT UNION	1		0.40%	
PURGATORY VILLAGE HOLDINGS LLC	1	1	0.40%	
ROCKY MOUNTAIN BANK	1	1	0.40%	
SOUTHWEST COLORADO FEDERAL CREDIT UNION	1		0.40%	
STATE FARM BANK FSB	1		0.40%	
STEARNS LENDING LLC	1		0.40%	
SUNTRUST MORTGAGE INC	1		0.40%	
SWBC MORTGAGE CORP	1	1	0.40%	
THIRD FEDERAL SAVINGS AND LOAN	1		0.40%	
UNITED STATES OF AMERICA	1	1	0.40%	
USAA FEDERAL SAVINGS BANK	1	1	0.40%	
<b>TOTAL LOANS FOR DECEMBER 2017:</b>	<b>249</b>	<b>99</b>	<b>100.00%</b>	

Compliments of:  
**Joshua Neiman**  
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 970.247.5860

Durango  
 Land Title Office  
 1211 Main Avenue  
 Durango, CO 81301



## New Unit Sales Detail

### December 2017

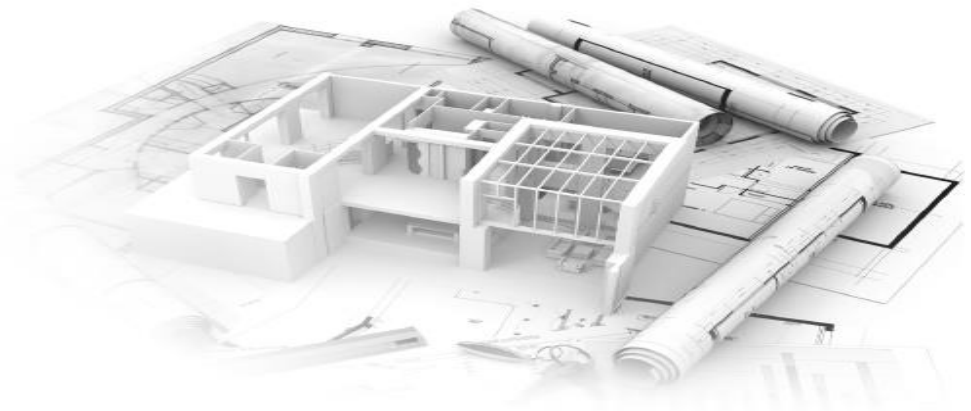
#### Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	2.25	2017	1396	\$ 403,900.00	SPRING CREEK VILLAGE SUBD LOT 16	SINGLEFAM	\$ 289.33	54 SPRING CREEK VILLAGE PL
1	1.00	2017	624	\$ 217,000.00	ASPEN TRAILS SUBDIVISION NO 3 LOT 5	SINGLEFAM	\$ 347.76	149 ELK LN
3	2.00	2017	1309	\$ 380,000.00	THREE SPRINGS VILLAGE 1 FILING 2 LOT 171	SINGLEFAM	\$ 290.30	N/A
3	2.25	2017	1396	\$ 395,000.00	SPRING CREEK VILLAGE SUBD LOT 15	SINGLEFAM	\$ 282.95	64 SPRING CREEK VILLAGE PL
3	1.75	2017	1652	\$ 450,000.00	THREE SPRINGS VILLAGE 1 FILING 3 PHASE A LOT 4	SINGLEFAM	\$ 272.40	74 PROSPECTOR
3	2.00	2017	1634	\$ 435,000.00	THREE SPRINGS VILLAGE 1 FILING 3 PHASE A LOT 25	SINGLEFAM	\$ 266.22	95 PROSPECTOR AVE
3	1.75	2017	1652	\$ 439,000.00	THREE SPRINGS VILLAGE 1 FILING 3 PHASE A LOT 5	SINGLEFAM	\$ 265.74	94 PROSPECTOR AVE
3	2.00	2017	2012	\$ 534,500.00	THREE SPRINGS VILLAGE 1 FILING 3 PHASE C LOT 43	SINGLEFAM	\$ 265.66	N/A
3	2.00	2017	1634	\$ 420,500.00	THREE SPRINGS VILLAGE 1 FILING 3 PHASE A LOT 26	SINGLEFAM	\$ 257.34	75 PROSPECTOR AVE
4	3.00	2017	2900	\$ 638,700.00	TIMBERS AT EDMONT HIGHLANDS PHASE 3B UNIT 219	SINGLEFAM	\$ 220.24	50 ENGINE CREEK TRL
3	2.50	2016	2060	\$ 410,000.00	CRIMSON CLIFF TOWNHOMES PHASE 7 UNIT 14	MULTIFAM	\$ 199.03	1422 ANIMAS VIEW DR
3	2.50	2016	2171	\$ 401,400.00	CRIMSON CLIFF TOWNHOMES PHASE 7 UNIT 16	MULTIFAM	\$ 184.89	1422 ANIMAS VIEW DR
3	2.00	2017	1952	\$ 327,500.00	J AND J SUBDIVISION LOT 6	SINGLEFAM	\$ 167.78	195 SUNDIAL LN

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

Average Price:	\$ 419,423.08
Average PPSF:	\$ 254.59
Median Price:	\$ 410,000.00
# Transactions:	13
Gross Volume:	\$ 5,452,500.00

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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.