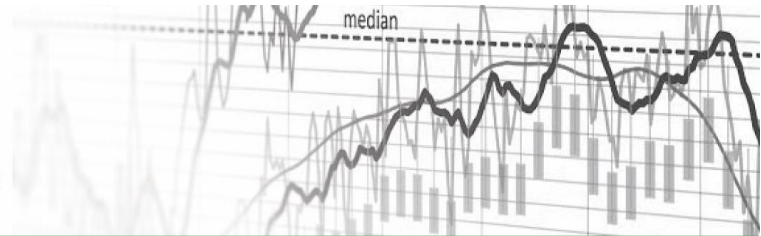
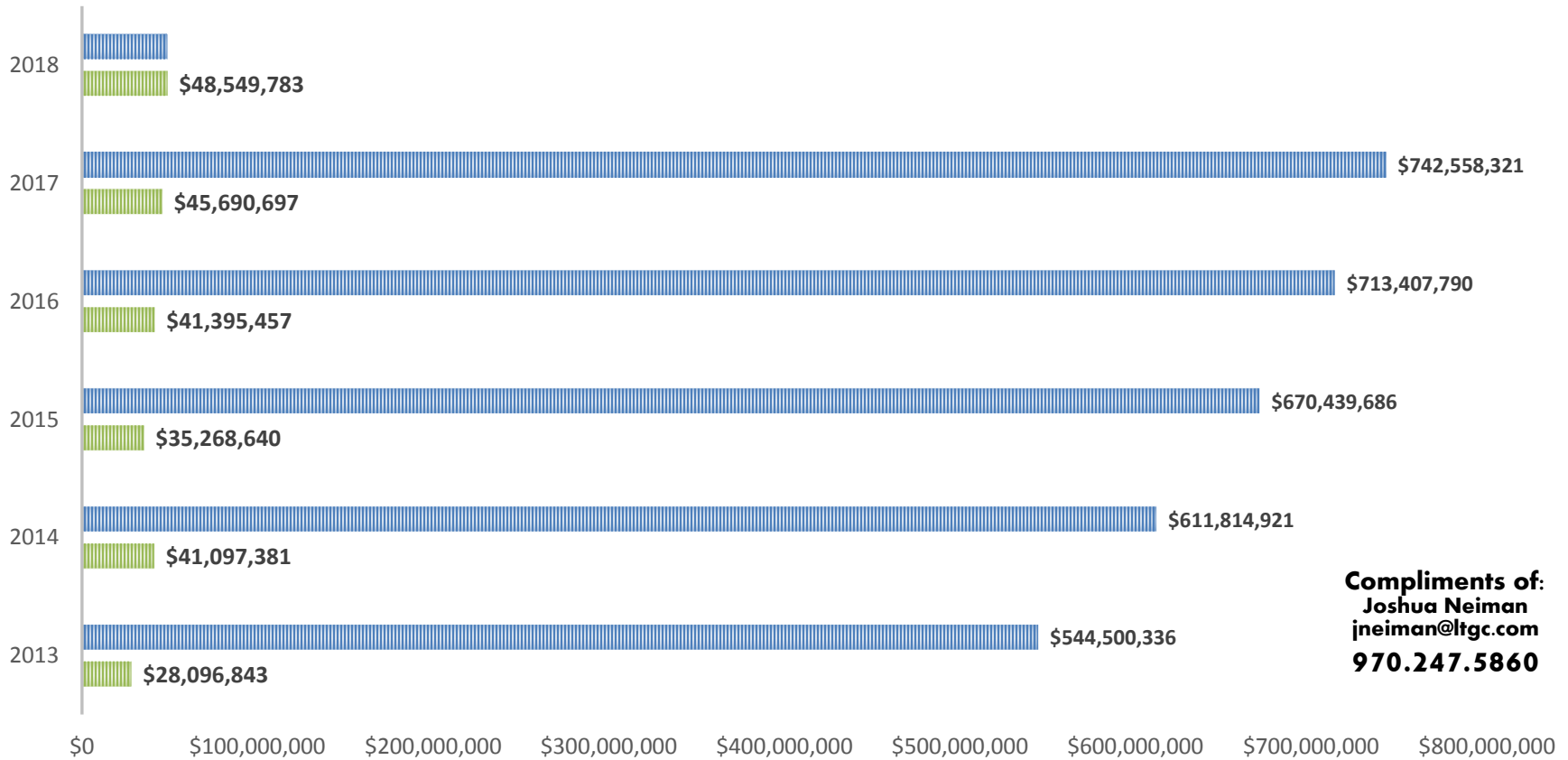




# La Plata Market ANALYSIS



## Historical Gross Sales Volume: 2013 - YTD: 2018



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



# Historical Gross Sales Summary

## Gross Volume

Month	Actual	Actual	Dollar Volume	Actual	Dollar Volume	Actual	Dollar Volume	Actual	Dollar Volume	Actual	Dollar Volume
	2013	2014	%	2015	%	2016	%	2017	%	2018	%
	Change			Change		Change		Change		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%	\$48,549,783	6.26%
February	\$28,560,174	\$29,004,179	1.55%	\$73,038,156	151.82%	\$38,792,643	-46.89%	\$35,841,439	-7.61%		-100.00%
March	\$30,016,295	\$39,915,895	32.98%	\$48,128,656	20.58%	\$48,366,649	0.49%	\$43,513,982	-10.03%		-100.00%
April	\$42,285,424	\$37,349,293	-11.67%	\$52,818,750	41.42%	\$48,824,884	-7.56%	\$56,884,995	16.51%		-100.00%
May	\$46,943,533	\$78,426,933	67.07%	\$55,424,510	-29.33%	\$49,159,737	-11.30%	\$76,791,188	56.21%		-100.00%
June	\$51,379,726	\$62,696,620	22.03%	\$74,424,252	18.71%	\$76,716,030	3.08%	\$70,187,710	-8.51%		-100.00%
July	\$47,099,330	\$54,650,727	16.03%	\$61,540,286	12.61%	\$71,767,651	16.62%	\$70,500,340	-1.77%		-100.00%
August	\$50,058,672	\$65,693,665	31.23%	\$63,732,121	-2.99%	\$88,089,581	38.22%	\$78,705,432	-10.65%		-100.00%
September	\$43,702,170	\$51,053,575	16.82%	\$54,096,925	5.96%	\$68,699,842	26.99%	\$74,313,681	8.17%		-100.00%
October	\$60,582,251	\$61,999,280	2.34%	\$64,152,064	3.47%	\$68,648,921	7.01%	\$55,857,315	-18.63%		-100.00%
November	\$33,731,995	\$37,229,699	10.37%	\$31,340,370	-15.82%	\$63,480,069	102.55%	\$60,256,044	-5.08%		-100.00%
December	\$82,043,923	\$52,697,674	-35.77%	\$56,474,956	7.17%	\$49,466,326	-12.41%	\$74,015,498	49.63%		-100.00%
<b>Year to Date:</b>	<b>\$28,096,843</b>	<b>\$41,097,381</b>	<b>46.27%</b>	<b>\$35,268,640</b>	<b>-14.18%</b>	<b>\$41,395,457</b>	<b>17.37%</b>	<b>\$45,690,697</b>	<b>4.09%</b>	<b>\$48,549,783</b>	<b>6.26%</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>	<b>\$48,549,783</b>	<b>-93.46%</b>

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## Number of Transactions

Month	# Transactions	# Transactions	Actual	# Transactions	Actual	# Transactions	Actual	# Transactions	Transactions	# Transactions	Transactions
	2013	2014	%	2015	%	2016	%	YTD: 2017	%	2018	%
	Change			Change		Change		Change		Change	
January	107	97	-9.35%	106	9.28%	99	-6.60%	119	20.20%	130	9.24%
February	100	90	-10.00%	88	-2.22%	96	9.09%	100	4.17%		-100.00%
March	97	115	18.56%	139	20.87%	127	-8.63%	132	3.94%		-100.00%
April	114	120	5.26%	125	4.17%	137	9.60%	154	12.41%		-100.00%
May	152	176	15.79%	167	-5.11%	154	-7.78%	206	33.77%		-100.00%
June	165	147	-10.91%	195	32.65%	202	3.59%	173	-14.36%		-100.00%
July	167	160	-4.19%	186	16.25%	194	4.30%	196	1.03%		-100.00%
August	167	173	3.59%	190	9.83%	181	-4.74%	202	11.60%		-100.00%
September	123	142	15.45%	168	18.31%	157	-6.55%	171	8.92%		-100.00%
October	162	177	9.26%	134	-24.29%	190	41.79%	159	-16.32%		-100.00%
November	98	121	23.47%	105	-13.22%	172	63.81%	148	-13.95%		-100.00%
December	122	145	18.85%	150	3.45%	134	-10.67%	169	26.12%		-100.00%
<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>130</b>	<b>-93.26%</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>	<b>130</b>	<b>-93.26%</b>

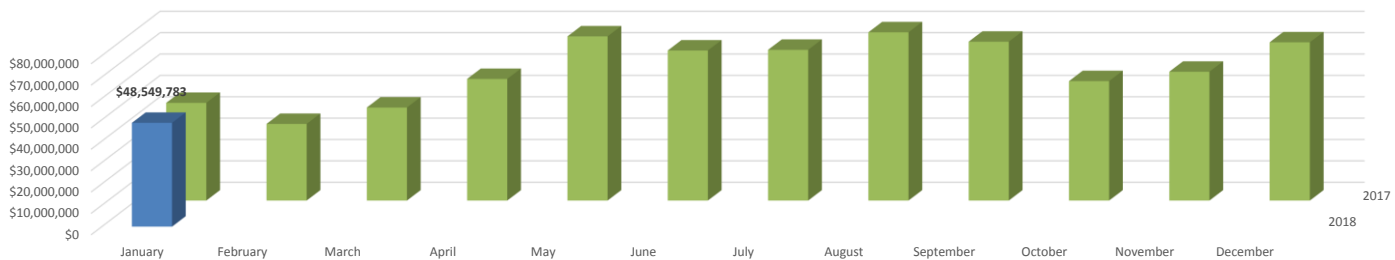
This data is reported from the LaPlata County Clerk & Recorders office and believed to be accurate but is not guaranteed.

Figures shown reflect transaction deeds only and do not include deeds on which a documentary fee was not paid.

Current Month to Month

**Durango**  
Land Title Office  
1211 Main Avenue  
Durango, CO 81301  
970-247-5860

Compliments of:  
**Joshua Neiman**  
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970.247.5860





# Market Analysis by Area

January 2018

All Transaction Summary

Improved 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	\$3,077,700	6%	10	8%	\$307,770	\$293,100	\$330,963	\$334,500	\$199
Bondad & HWY 550 South	\$1,270,500	3%	5	4%	\$254,100	\$280,000	\$346,833	\$322,500	\$208
Breen/Marvel/Redmasa & Hwy 140 South	\$323,200	1%	2	2%	\$161,600	n/a	\$243,200	n/a	\$227
Dalton Ranch	\$857,000	0%	1	1%	\$857,000	n/a	\$857,000	n/a	\$296
Durango In-Town	\$16,482,900	34%	26	20%	\$633,958	\$475,000	\$523,043	\$389,900	\$285
Durango West I	\$515,600	1%	2	2%	\$257,800	n/a	\$257,800	n/a	\$253
Durango West II	\$1,329,000	3%	4	3%	\$332,250	\$369,500	\$394,667	\$425,000	\$193
Edgemont Highlands	\$600,000	1%	1	1%	\$600,000	n/a	\$600,000	n/a	\$218
Edgemont Ranch	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$3,106,448	6%	10	8%	\$310,645	\$355,000	\$334,050	\$360,000	\$230
Glacier Club	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Hesperus/Mancos & Hwy 160 West	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
North Valley & Electra Lake	\$2,217,900	5%	6	5%	\$369,650	\$137,500	\$429,475	\$135,000	\$289
Rafter J	\$880,000	2%	3	2%	\$293,333	\$285,000	\$415,000	n/a	\$204
Resort	\$361,500	1%	3	2%	\$120,500	\$148,250	\$148,250	n/a	\$209
Rural	\$3,643,130	8%	15	12%	\$242,875	\$155,000	\$489,313	\$476,375	\$184
Shenandoah, Lake Durango, Trappers Crossing	\$961,605	2%	2	2%	\$480,803	n/a	\$536,605	n/a	\$219
Sky Ridge	\$415,000	1%	1	1%	\$415,000	n/a	\$415,000	n/a	\$245
The Valley & Hermosa (City Limits to Hermosa)	\$7,814,800	16%	17	13%	\$459,694	\$429,900	\$516,677	\$430,000	\$249
Three Springs	\$1,457,000	3%	5	4%	\$291,400	\$325,000	\$436,261	\$367,500	\$247
Vallecito Lake	\$2,997,500	6%	13	10%	\$230,577	\$240,000	\$328,000	\$320,000	\$150
Quit Claim Deeds (Timeshare/Interval)	\$239,000	3%	4	3%	\$59,750	\$60,500	\$0	\$0	\$0
	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$48,549,783</b>	<b>100%</b>	<b>130</b>	<b>100%</b>	<b>\$383,419</b>	<b>\$335,000</b>	<b>\$427,005</b>	<b>\$365,000</b>	<b>\$236</b>
<b>(NEW UNIT SALES)</b>	<b>\$8,199,300</b>	<b>17%</b>	<b>16</b>	<b>12%</b>	<b>\$512,456</b>	<b>\$422,900</b>	<b>\$512,456</b>	<b>\$422,900</b>	<b>\$252</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.

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

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Durango  
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# YTD. Market Analysis by Area

YTD: 2018

All Transaction Summary

Improved 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	\$3,077,700	6%	10	8%	\$307,770	\$293,100	\$330,963	\$334,500	\$199
Bondad & HWY 550 South	\$1,270,500	3%	5	4%	\$254,100	\$280,000	\$346,833	\$322,500	\$208
Breen/Marvel/Redmasa & Hwy 140 South	\$323,200	1%	2	2%	\$161,600	n/a	\$243,200	n/a	\$227
Dalton Ranch	\$857,000	0%	1	1%	\$857,000	n/a	\$857,000	n/a	\$296
Durango In-Town	\$16,482,900	34%	26	20%	\$633,958	\$475,000	\$523,043	\$389,900	\$285
Durango West I	\$515,600	1%	2	2%	\$257,800	n/a	\$257,800	n/a	\$253
Durango West II	\$1,329,000	3%	4	3%	\$332,250	\$369,500	\$394,667	\$425,000	\$193
Edgemont Highlands	\$600,000	1%	1	1%	\$600,000	n/a	\$600,000	n/a	\$218
Edgemont Ranch	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$3,106,448	6%	10	8%	\$310,645	\$355,000	\$334,050	\$360,000	\$230
Glacier Club	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Hesperus/Mancos & Hwy 160 West	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
North Valley & Electra Lake	\$2,217,900	5%	6	5%	\$369,650	\$137,500	\$429,475	\$135,000	\$289
Rafter J	\$880,000	2%	3	2%	\$293,333	\$285,000	\$415,000	n/a	\$204
Resort	\$361,500	1%	3	2%	\$120,500	\$148,250	\$148,250	n/a	\$209
Rural	\$3,643,130	8%	15	12%	\$242,875	\$155,000	\$489,313	\$476,375	\$184
Shenandoah, Lake Durango, Trappers Crossing	\$961,605	2%	2	2%	\$480,803	n/a	\$536,605	n/a	\$219
Sky Ridge	\$415,000	1%	1	1%	\$415,000	n/a	\$415,000	n/a	\$245
The Valley & Hermosa (City Limits to Hermosa)	\$7,814,800	16%	17	13%	\$459,694	\$429,900	\$516,677	\$430,000	\$249
Three Springs	\$1,457,000	3%	5	4%	\$291,400	\$325,000	\$436,261	\$367,500	\$247
Vallecito Lake	\$2,997,500	6%	13	10%	\$230,577	\$240,000	\$328,000	\$320,000	\$150
Quit Claim Deeds	\$239,000	3%	4	3%	\$59,750	\$60,500	\$0	\$0	\$0
(Timeshare/Interval)	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$48,549,783</b>	<b>100%</b>	<b>130</b>	<b>100%</b>	<b>\$383,419</b>	<b>\$335,000</b>	<b>\$427,005</b>	<b>\$365,000</b>	<b>\$236</b>
<b>(NEW UNIT SALES)</b>	<b>\$8,199,300</b>	<b>17%</b>	<b>16</b>	<b>12%</b>	<b>\$512,456</b>	<b>\$422,900</b>	<b>\$512,456</b>	<b>\$422,900</b>	<b>\$252</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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Durango  
Land Title Office

1211 Main Avenue  
Durango, CO 81301

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# Market Snapshot by Area

## Full Year 2017 vs. YTD: 2018

Area	Average Price Single Family YTD: 2017	Average Price Single Family YTD: 2018	% Change vs. Prior Year	Average Price Multi-Family YTD: 2017	Average Price Multi-Family YTD: 2018	% Change vs. Prior Year	Average Price Vacant Land YTD: 2017	Average Price Vacant Land YTD: 2018	% Change vs. Prior Year
Bayfield	\$338,886	\$344,100	2%	\$217,400	\$239,000	10%	\$128,103	\$0	n/a
Bondad & HWY 550 South	\$414,534	\$438,000	6%	\$248,300	\$301,250	21%	\$131,273	\$115,000	-12%
Breen/Marvel/Redmasa & Hwy 140 South	\$455,821	\$243,200	-47%	\$0	\$0	0%	\$113,762	\$80,000	-30%
Dalton Ranch	\$595,426	\$857,000	44%	\$569,500	\$0	n/a	\$205,000	\$0	n/a
Durango In-Town	\$557,200	\$714,090	28%	\$319,773	\$349,364	9%	\$210,979	\$0	n/a
Durango West I	\$255,959	\$257,800	1%	\$0	\$0	0%	\$0	\$0	0%
Durango West II	\$401,658	\$394,667	-2%	\$264,400	\$0	n/a	\$195,000	\$145,000	n/a
Edgemont Highlands	\$664,953	\$600,000	-10%	\$0	\$0	n/a	\$143,113	\$0	n/a
Edgemont Ranch	\$518,591	\$0	n/a	\$240,467	\$0	n/a	\$85,000	\$0	n/a
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$363,471	\$334,050	-8%	\$323,000	\$0	n/a	\$134,458	\$0	n/a
Glacier Club	\$1,439,000	\$0	n/a	\$1,005,000	\$0	n/a	\$370,667	\$0	n/a
Hesperus/Mancos & Hwy 160 West	\$385,966	\$0	n/a	\$0	\$0	0%	\$161,996	\$0	n/a
North Valley & Electra Lake	\$555,546	\$1,400,000	152%	\$203,878	\$105,967	-48%	\$224,475	\$365,000	63%
Rafter J	\$451,878	\$415,000	-8%	\$0	\$0	0%	\$97,150	\$180,000	85%
Resort	\$948,333	\$0	n/a	\$369,443	\$148,250	-60%	\$183,333	\$0	n/a
Rural	\$447,114	\$489,313	9%	\$335,000	\$0	n/a	\$124,951	\$149,588	20%
Shenandoah, Lake Durango, Trappers Crossing	\$725,948	\$536,605	-26%	\$336,400	\$0	n/a	\$232,536	\$425,000	83%
Sky Ridge	\$656,853	\$415,000	-37%	\$391,333	\$0	n/a	\$201,333	\$0	n/a
The Valley & Hermosa (City Limits to Hermosa)	\$621,794	\$525,075	-16%	\$274,097	\$415,900	52%	\$321,301	\$143,667	-55%
Three Springs	\$412,049	\$348,000	-16%	\$322,014	\$0	n/a	\$129,833	\$65,000	-50%
Vallecito Lake	\$316,606	\$328,000	4%	\$0	\$0	0%	\$74,391	\$74,700	0%
<b>Gross Mean:</b>	<b>\$464,700</b>	<b>\$469,173</b>	<b>1%</b>	<b>\$317,652</b>	<b>\$285,740</b>	<b>-10%</b>	<b>\$156,626</b>	<b>\$145,784</b>	<b>-7%</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 eliminated.

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 vs. Prior Year	Average PPSF Multi-Family YTD: 2017	Average PPSF Multi-Family YTD: 2018	% Change vs. Prior Year	Average PPAC Vacant Land YTD: 2017	Average PPAC Vacant Land YTD: 2018	% Change vs. Prior Year
Bayfield	\$179.94	\$204.78	14%	\$151.04	\$161.49	7%	\$108,496.35	\$0.00	n/a
Bondad & HWY 550 South	\$183.80	\$220.77	20%	\$203.12	\$200.96	-1%	\$19,243.52	\$31,111.15	62%
Breen/Marvel/Redmasa & Hwy 140 South	\$167.99	\$226.87	35%	\$0.00	\$0.00	0%	\$5,580.25	\$2,000.00	-64%
Dalton Ranch	\$234.50	\$295.93	26%	\$220.82	\$0.00	n/a	\$487,329.89	\$0.00	n/a
Durango In-Town	\$283.18	\$306.10	8%	\$254.81	\$265.03	4%	\$564,057.34	\$0.00	n/a
Durango West I	\$176.47	\$252.77	43%	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%
Durango West II	\$188.29	\$192.65	2%	\$174.67	\$0.00	-100%	\$5,182.32	\$3,737.11	-28%
Edgemont Highlands	\$258.83	\$217.63	-16%	\$0.00	\$0.00	0%	\$343,026.30	\$0.00	n/a
Edgemont Ranch	\$200.78	\$0.00	n/a	\$232.27	\$0.00	n/a	\$93,406.59	\$0.00	n/a
Falfa/Oxford/Ignacio & Hwy 172/151 South	\$188.49	\$230.03	22%	\$246.00	\$0.00	n/a	\$46,286.83	\$0.00	n/a
Glacier Club	\$371.03	\$0.00	n/a	\$399.48	\$0.00	n/a	\$436,863.66	\$0.00	n/a
Hesperus/Mancos & Hwy 160 West	\$182.57	\$0.00	n/a	\$0.00	\$0.00	0%	\$149,316.81	\$0.00	n/a
North Valley & Electra Lake	\$297.77	\$674.05	126%	\$175.58	\$161.12	-8%	\$145,130.78	\$75,413.22	-48%
Rafter J	\$181.10	\$204.03	13%	\$0.00	\$0.00	0%	\$29,622.17	\$27,272.73	-8%
Resort	\$340.02	\$0.00	n/a	\$285.30	\$209.34	-27%	\$940,533.35	\$0.00	n/a
Rural	\$205.34	\$184.21	-10%	\$204.77	\$0.00	n/a	\$33,818.54	\$16,887.06	-50%
Shenandoah, Lake Durango, Trappers Crossing	\$254.21	\$219.20	-14%	\$195.77	\$0.00	n/a	\$126,620.12	\$11,724.14	-91%
Sky Ridge	\$232.15	\$244.69	5%	\$215.64	\$0.00	n/a	\$236,124.89	\$0.00	n/a
The Valley & Hermosa (City Limits to Hermosa)	\$257.50	\$253.89	-1%	\$185.67	\$191.57	3%	\$460,896.25	\$1,205,882.35	162%
Three Springs	\$270.16	\$246.97	-9%	\$226.64	\$0.00	n/a	\$692,001.26	\$822,784.81	19%
Vallecito Lake	\$181.77	\$149.60	-18%	\$0.00	\$0.00	0%	\$82,777.41	\$66,545.90	-20%
<b>Gross Mean PPSF:</b>	<b>\$223.83</b>	<b>\$237.61</b>	<b>6%</b>	<b>\$238.72</b>	<b>\$228.62</b>	<b>-4%</b>	<b>\$220,205.33</b>	<b>\$197,092.36</b>	<b>-10%</b>

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# Price Point Index

## January 2018

## Improved Residential Summary

Average Price:			<b>\$427,005</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	1	\$47,900	0%
100,001 to 200,000	7	\$988,500	3%
200,001 to 300,000	13	\$3,309,000	9%
300,001 to 400,000	31	\$10,778,400	29%
400,001 to 500,000	15	\$6,556,248	18%
500,001 to 600,000	7	\$3,848,355	10%
600,001 to 700,000	6	\$3,877,500	10%
700,001 to 800,000	1	\$732,000	2%
800,001 to 900,000	1	\$857,000	2%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	5	\$6,154,500	17%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	0	\$0	0%
<b>Total:</b>	<b>87</b>	<b>\$37,149,403</b>	<b>100%</b>

## Residential Price Index

January 2018	Number Trans.	Total Volume	Average Price
Single Family	67	\$31,434,603	\$469,173
Multi Family	20	\$5,714,800	\$285,740
Vacant Land	26	\$3,790,380	\$145,784
YTD: 2018	Number Trans.	Total Volume	Average Price
Single Family	67	\$31,434,603	\$469,173
Multi Family	20	\$5,714,800	\$285,740
Vacant Land	26	\$3,790,380	\$145,784
Full Year: 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

January 2018 Commercial Sales	Number Trans.	Total Volume	Average Price
Commercial Improved	4	\$3,549,000	\$887,250
Commercial Vacant	1	\$1,950,000	\$1,950,000
Development Vacant	0	\$0	\$0.00
YTD: 2018 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	4	\$3,549,000	\$887,250
Commercial Vacant	1	\$1,950,000	\$1,950,000
Development Vacant	0	\$0	\$0
Full Year: 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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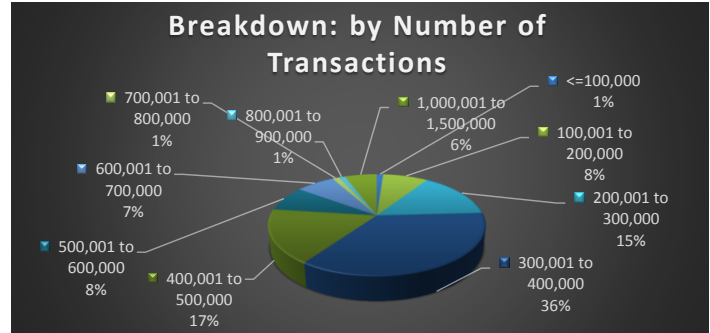
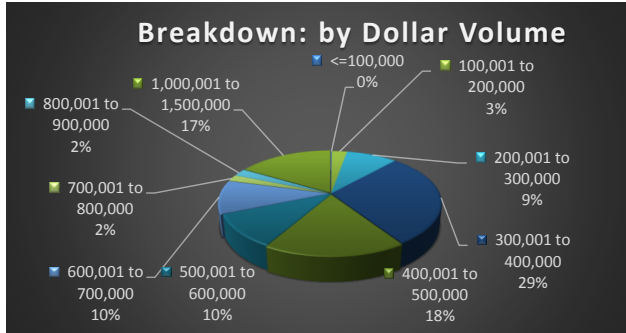


## YTD. Price Point Index

### YTD: 2018

### Improved Residential Summary

Average Price:			<b>\$427,005</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	1	\$47,900	0%
100,001 to 200,000	7	\$988,500	3%
200,001 to 300,000	13	\$3,309,000	9%
300,001 to 400,000	31	\$10,778,400	29%
400,001 to 500,000	15	\$6,556,248	18%
500,001 to 600,000	7	\$3,848,355	10%
600,001 to 700,000	6	\$3,877,500	10%
700,001 to 800,000	1	\$732,000	2%
800,001 to 900,000	1	\$857,000	2%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	5	\$6,154,500	17%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	0	\$0	0%
<b>Total:</b>	<b>87</b>	<b>\$37,149,403</b>	<b>100%</b>



### Full Year: 2017

### Improved Residential Summary

Average Price:			<b>\$426,369</b>
	# 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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# Average Price History: 2017 - YTD. 2018



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2017

2018





# Market Highlights

## January 2018

	Top Priced Improved Residential Sale:	Top Priced PSF Improved Residential Sale:
<b>ACCOUNT</b>	R436506	R436506
<b>BEDROOM</b>	3	3
<b>BATH</b>	2.50	2.50
<b>YOC</b>	2002	2002
<b>HEATED SQFT</b>	2077	2077
<b>LANDSIZE</b>	27.5220	27.5220
<b>RECEPTION</b>	1138191	1138191
<b>PRICE</b>	\$ 1,400,000.00	\$ 1,400,000.00
<b>AREA</b>	NORTH	NORTH
<b>LEGAL</b>	ELKHORN RANCH BOUNDARY ADJ PARCEL A 2A	ELKHORN RANCH BOUNDARY ADJ PARCEL A 2A
<b>PPSF</b>	\$ 674.05	\$ 674.05
<b>DATE</b>	1/8/2018	1/8/2018



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 Grand Junction, CO 81505

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# Purchaser Titlement Abstract

## January 2018

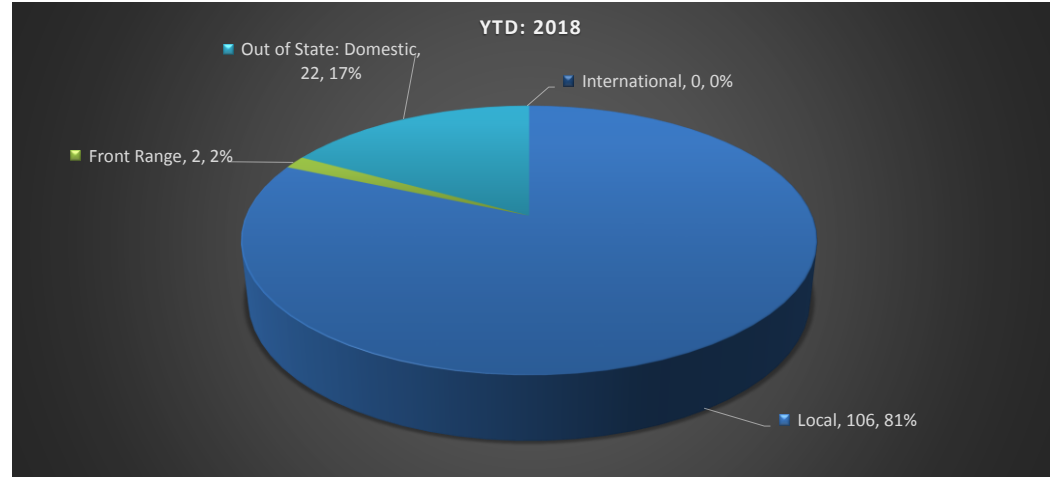
Origin of Buyer	# of Trans.	% Overall
Local	106	82%
Front Range	2	2%
Out of State: Domestic	22	17%
International	0	0%
<b>Total Sales</b>	<b>130</b>	<b>100%</b>

## YTD: 2018

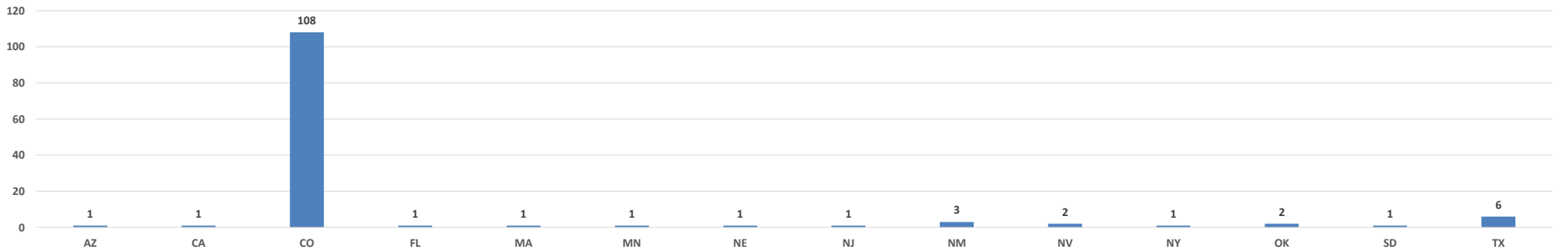
Origin of Buyer	# of Trans.	% Overall
Local	106	82%
Front Range	2	2%
Out of State: Domestic	22	17%
International	0	0%
<b>Total Sales</b>	<b>130</b>	<b>100%</b>

## All Sales: 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>



## YTD: 2019



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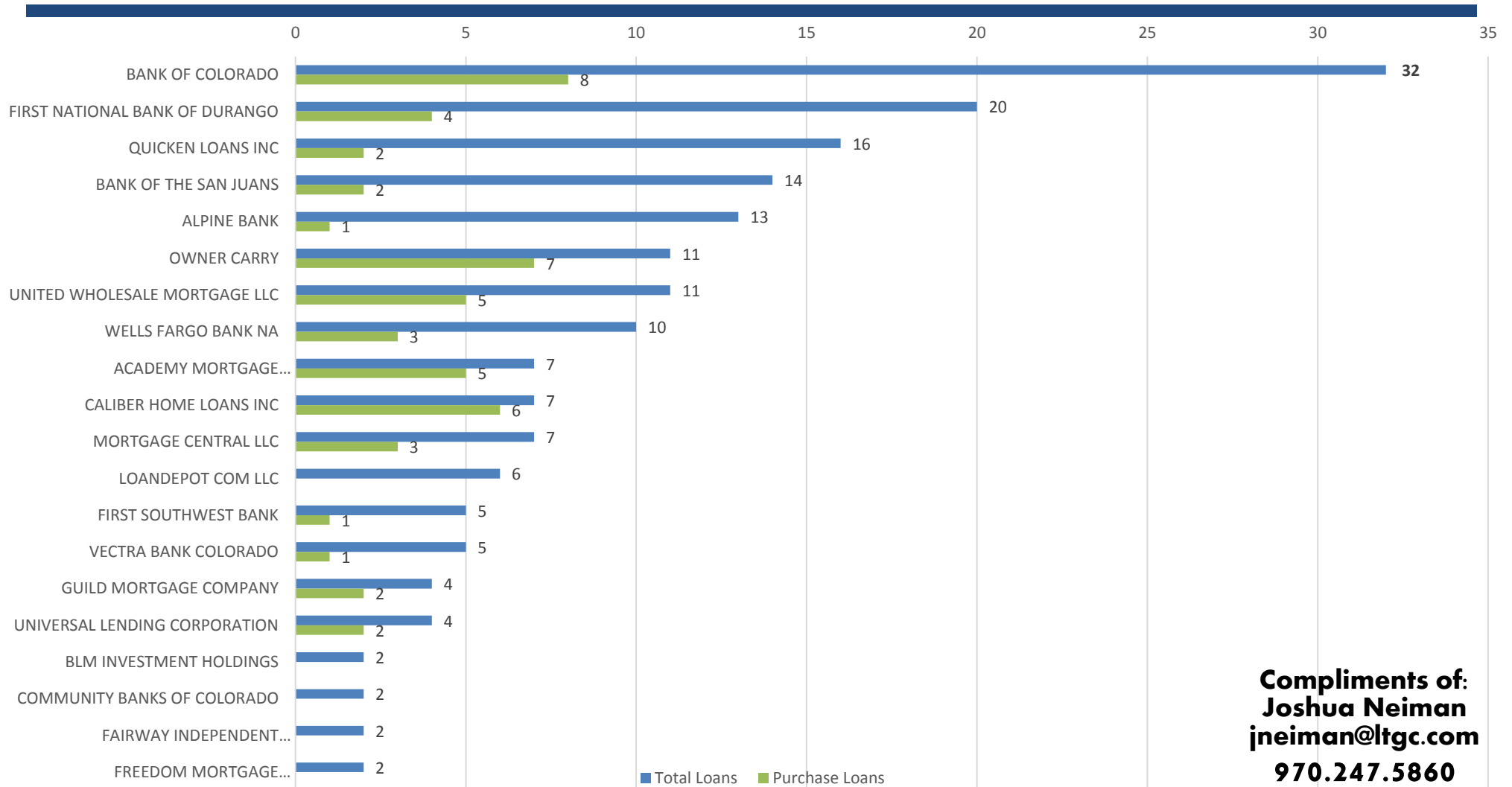


## Lender Analysis

### January 2018 - Total Loans: 244

70 Loans or 54% of sales had financing at the time of Sale - 61% were Cash

174 Refinances



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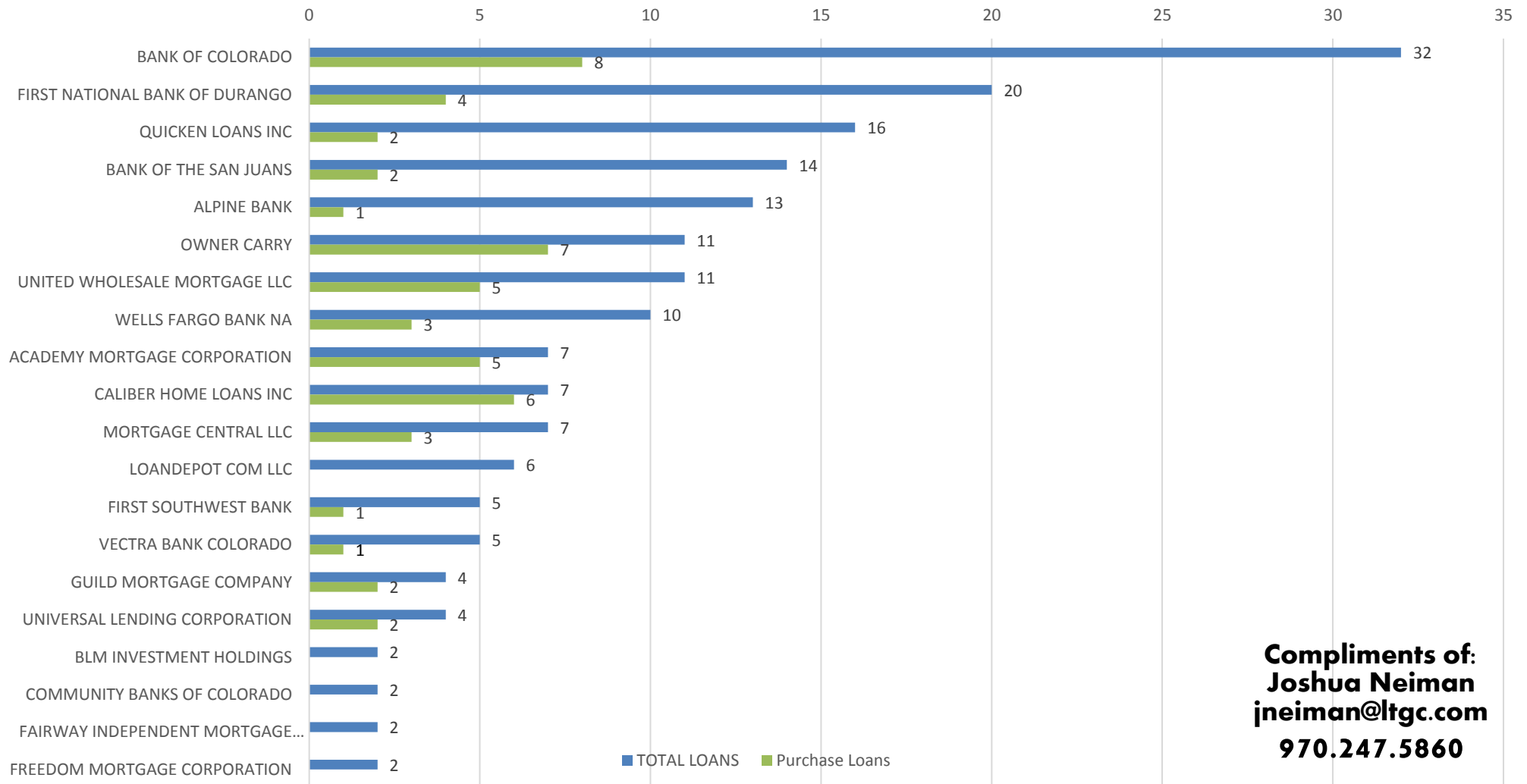


## Lender Analysis

### YTD: 2018 - Total Loans: 244

70 Loans or 54% of sales had financing at the time of Sale - 46% were Cash

174 Refinances



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# Lender Listing

LENDER	NUMBER LOANS	(PURCHASE LOANS)	PERCENTAGE TOTAL (OVERALL)
BANK OF COLORADO	32	8	13.11%
FIRST NATIONAL BANK OF DURANGO	20	4	8.20%
QUICKEN LOANS INC	16	2	6.56%
BANK OF THE SAN JUANS	14	2	5.74%
ALPINE BANK	13	1	5.33%
OWNER CARRY	11	7	4.51%
UNITED WHOLESALE MORTGAGE LLC	11	5	4.51%
WELLS FARGO BANK NA	10	3	4.10%
ACADEMY MORTGAGE CORPORATION	7	5	2.87%
CALIBER HOME LOANS INC	7	6	2.87%
MORTGAGE CENTRAL LLC	7	3	2.87%
LOANDEPOT COM LLC	6		2.46%
FIRST SOUTHWEST BANK	5	1	2.05%
VECTRA BANK COLORADO	5	1	2.05%
GUILD MORTGAGE COMPANY	4	2	1.64%
UNIVERSAL LENDING CORPORATION	4	2	1.64%
BLM INVESTMENT HOLDINGS	2		0.82%
COMMUNITY BANKS OF COLORADO	2		0.82%
FAIRWAY INDEPENDENT MORTGAGE CORPORATION	2		0.82%
FREEDOM MORTGAGE CORPORATION	2		0.82%
MIDFIRST BANK	2		0.82%
MORTGAGE SOLUTIONS OF COLORADO LLC	2	1	0.82%
NATIONSTAR MORTGAGE LLC	2		0.82%
REGION 9 ECONOMIC DEVELOPMENT DISTRICT OF SOUTHWEST	2		0.82%
SECRETARY OF HOUSING AND URBAN DEVELOPMENT	2		0.82%
SUN SURETY INSURANCE COMPANY	2		0.82%
UNIFIED TITLE COMPANY TRUSTEE	2		0.82%
UNITED STATES OF AMERICA	2	2	0.82%
AIR ACADEMY FEDERAL CREDIT UNION	1		0.41%
ALPINE BANK	1		0.41%
AMERICAN ADVISORS GROUP	1		0.41%
AMERICAN AGCREDIT PCA	1		0.41%
BANK OF AMERICA NA	1		0.41%
BANK OF COLORADO	1	1	0.41%
BANK OF MONTREAL	1		0.41%
BANK OF THE SAN JUANS	1		0.41%
BANK OF TYLER	1		0.41%
BNC NATIONAL BANK	1		0.41%
CARDINAL FINANCIAL COMPANY LP	1		0.41%
CENTRAL TRUST BANK	1		0.41%
CITYWIDE HOME LOANS	1	1	0.41%
COLORADO CREDIT UNION	1	1	0.41%
COLORADO LENDING SOURCE LTD	1		0.41%
CORNERSTONE HOME LENDING INC	1		0.41%
DEL NORTE BANK	1	1	0.41%
DOLORES STATE BANK	1		0.41%
DURANGO REALTY LLC	1	1	0.41%
FIRST FEDERAL BANK OF KANSAS CITY	1	1	0.41%
FIRST NATIONAL BANK	1		0.41%
FIRST NATIONAL BANK OF OMAHA	1	1	0.41%
FIRST OHIO HOME FINANCE INC	1		0.41%
GATEWAY MORTGAGE GROUP LLC	1		0.41%
GLACIER BANK	1		0.41%
GUARANTEED RATE INC	1		0.41%
JG WENTWORTH HOME LENDING LLC	1		0.41%
JPMORGAN CHASE BANK NA	1		0.41%
MICHIGAN MUTUAL INC	1	1	0.41%
MID AMERICA MORTGAGE INC	1	1	0.41%
MORTGAGE RESEARCH CENTER LLC	1		0.41%
MORTGAGE RESEARCH CENTER LLC	1	1	0.41%
NATIONS LENDING CORPORATION	1		0.41%
NATIONSTAR MORTGAGE LLC	1		0.41%
NBH BANK	1		0.41%
PARAMOUNT EQUITY MORTGAGE LLC	1		0.41%
PARAMOUNT RESIDENTIAL MORTGAGE GROUP INC	1	1	0.41%
PENSCO TRUST COMPANY	1	1	0.41%
PRIMARY RESIDENTIAL MORTGAGE INC	1		0.41%
READYCAP LENDING LLC	1		0.41%
ROUNDPOINT MORTGAGE SERVICING CORPORATION	1		0.41%
SOUTHWEST STAGE FUNDING LLC	1		0.41%
STEARNS LENDING LLC	1		0.41%
SUN WEST MORTGAGE COMPANY INC	1		0.41%
THIRD FEDERAL SAVINGS AND LOAN	1		0.41%
TIAA FSB	1	1	0.41%
US BANK NATIONAL ASSOCIATION	1		0.41%
USAA FEDERAL SAVINGS BANK	1	1	0.41%
<b>TOTAL LOANS JANUARY 2018:</b>	<b>244</b>	<b>70</b>	<b>100.00%</b>

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## New Unit Sales Detail

### January 2018

#### Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	3.00	2015	2896	\$ 857,000.00	COTTONWOODS/DALTON RCH/SFR Lot: 30	SINGLEFAM	\$ 295.93	724 NORTH DALTON RANCH RD
3	2.00	2017	1713	\$ 330,000.00	SUNRISE ESTATES 2003 Lot: 44	SINGLEFAM	\$ 192.64	320 STAR CROSSING
2	2.50	2014	1269	\$ 280,000.00	LIGHTNER CREEK VILL 1 PH E BLDG G UNIT 76	MULTIFAM	\$ 220.65	20310 W US HWY 160 #76
4	4.00	2013	3534	\$ 1,260,000.00	DURANGO, CITY OF Block: 34 Lot: 18	SINGLEFAM	\$ 356.54	684 E 4TH AVE
3	2.50	2014	2887	\$ 732,000.00	SONGBIRD 3 Block: 0 Lot: 20	SINGLEFAM	\$ 253.55	2094 MOCKINGBIRD VALLEY CT
3	3.25	2016	2286	\$ 667,000.00	TRIMBLE CROSSING SUB LOT 3, UNIT 60	SINGLEFAM	\$ 291.78	381 TRIMBLE CROSSING DR #60
3	3.25	2017	2210	\$ 666,000.00	CHAPMAN LOFTS PHASE 3 Unit: 10	MULTIFAM	\$ 301.36	742 OBRIEN DR
5	3.00	2017	2755	\$ 579,000.00	VALLEY MEADOWS SUBD LOT 15	SINGLEFAM	\$ 210.16	16 VALLEY CT
3	2.25	2017	1613	\$ 430,000.00	SPRING CREEK VILLAGE Lot: 13	SINGLEFAM	\$ 266.58	82 SPRING CREEK VILLAGE PL
3	2.25	2017	1748	\$ 429,900.00	SPRING CREEK VILLAGE Lot: 21	SINGLEFAM	\$ 245.94	73 SPRING CREEK VILLAGE CT
3	2.50	2016	2171	\$ 415,900.00	CRIMSON CLIFF TOWNHOMES PH 7 Lot: 15	MULTIFAM	\$ 191.57	1422 ANIMAS VIEW DR
3	2.50	2017	1613	\$ 405,000.00	THREE SPRGS VILL 1 FIL 2A RESUB PARCEL G	SINGLEFAM	\$ 251.08	178 PIONEER AVE
3	2.50	2016	1443	\$ 395,000.00	SPRING CREEK VILLAGE Lot: 19	SINGLEFAM	\$ 273.74	53 SPRING CREEK VILLAGE CT
3	2.50	2014	1779	\$ 322,500.00	LIGHTNER CREEK VILL 1 PH E BLDG G UNIT 77	MULTIFAM	\$ 181.28	20310 W US HWY 160 #77
4	1.75	2017	1248	\$ 215,000.00	FOX FARM VILLAGE PUD Lot: 21A TOWNHOME	DEEDRESTRICTED	\$ 172.28	819 BURNHAM LN
3	1.75	2017	1248	\$ 215,000.00	FOX FARM VILLAGE PUD Lot: 22A TOWNHOME	DEEDRESTRICTED	\$ 172.28	821 BURNHAM LN

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

Average Price:	\$ 512,456.25
Average PPSF:	\$ 252.34
Median Price:	\$ 422,900.00
# Transactions:	16
Gross Volume:	\$ 8,199,300.00

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