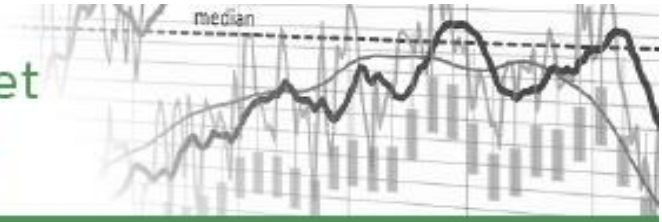
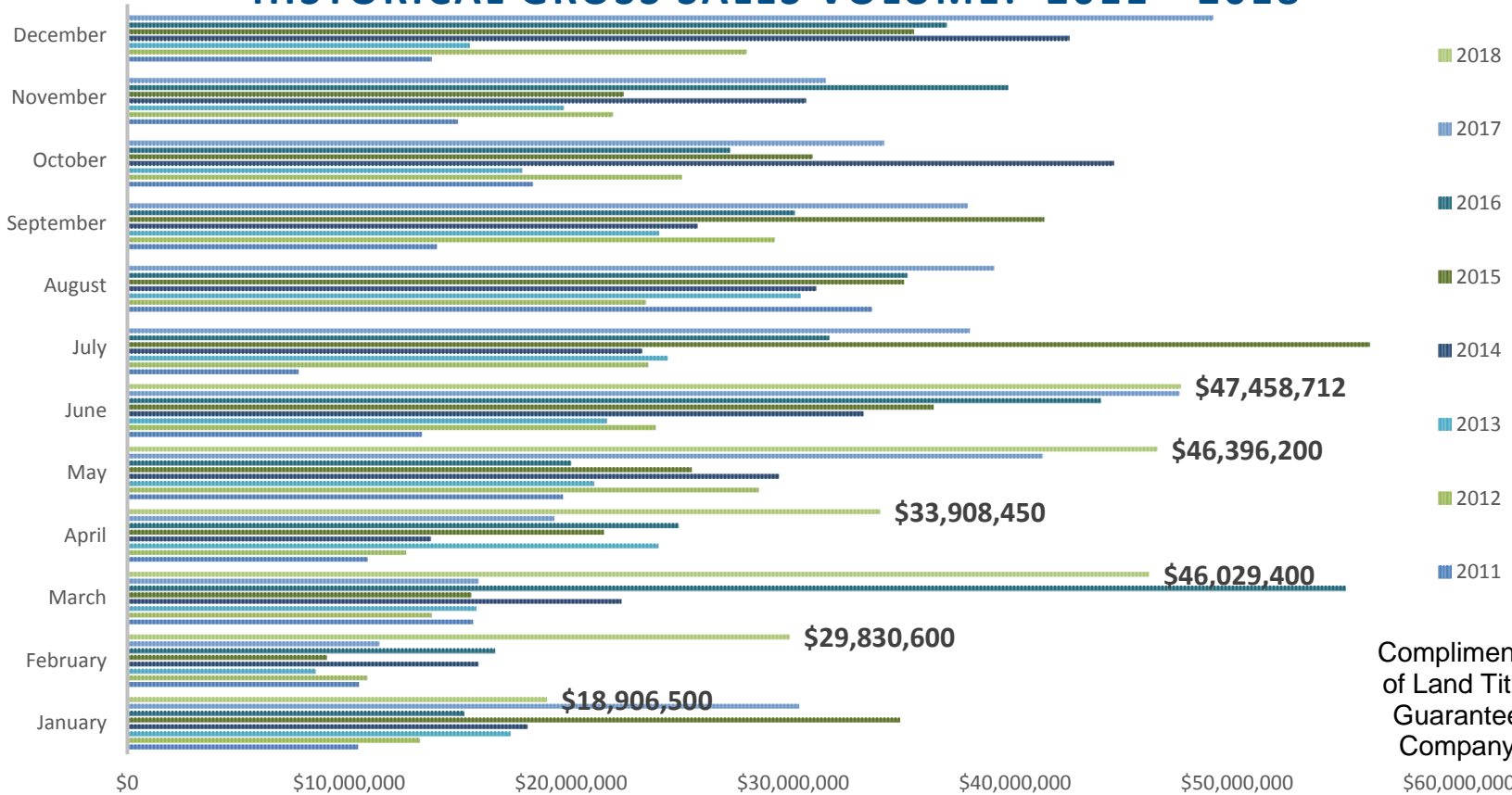




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - 2018



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# Historical Gross Volume

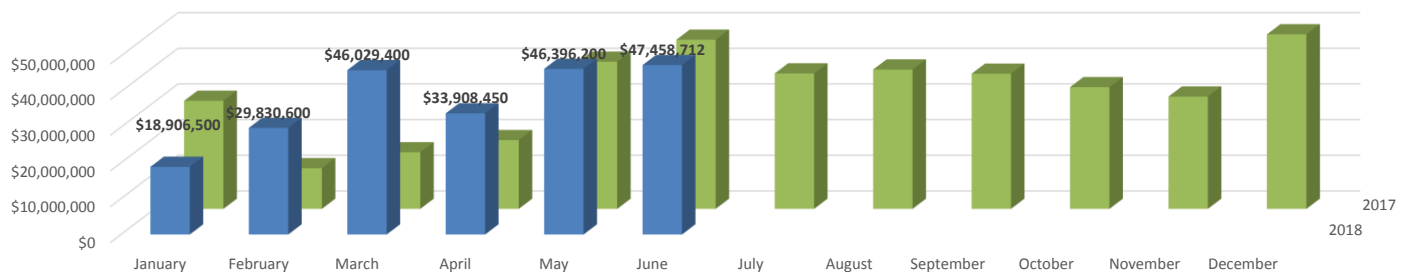
## Month to Month Comparison \$ Volume

Month	2011	2012	2013	2014	2015	2016	2017	2018	% Change 2018 vs. 2017
January	\$10,389,100	\$13,172,850	\$17,263,200	\$18,033,826	\$34,814,200	\$15,187,750	\$30,262,718	\$18,906,500	-37.53%
February	\$10,428,400	\$10,806,566	\$8,491,835	\$15,810,700	\$9,003,700	\$16,567,075	\$11,353,000	\$29,830,600	162.76%
March	\$15,558,870	\$13,702,200	\$15,717,000	\$22,261,900	\$15,495,500	\$54,873,880	\$15,813,400	\$46,029,400	191.08%
April	\$10,816,865	\$12,557,800	\$23,925,900	\$13,679,764	\$21,463,500	\$24,829,894	\$19,235,435	\$33,908,450	76.28%
May	\$19,604,700	\$28,423,127	\$21,041,700	\$29,356,340	\$25,423,600	\$19,980,482	\$41,231,000	\$46,396,200	12.53%
June	\$13,243,200	\$23,775,100	\$21,605,174	\$33,166,150	\$36,323,200	\$43,844,992	\$47,392,657	\$47,458,712	0.14%
July	\$7,694,600	\$23,447,800	\$24,337,500	\$23,188,140	\$55,970,580	\$31,621,350	\$37,945,500		-100.00%
August	\$33,517,400	\$23,340,151	\$30,327,034	\$31,043,400	\$34,979,415	\$35,136,150	\$39,044,500		-100.00%
September	\$13,926,400	\$29,130,599	\$23,949,250	\$25,689,550	\$41,311,500	\$30,067,880	\$37,862,562		-100.00%
October	\$18,252,400	\$24,962,802	\$17,794,231	\$44,444,875	\$30,868,350	\$27,144,675	\$34,094,357		-100.00%
November	\$14,877,800	\$21,851,300	\$19,659,974	\$30,578,040	\$22,368,400	\$39,670,690	\$31,460,244		-100.00%
December	\$13,701,300	\$27,868,180	\$15,420,800	\$42,439,100	\$35,433,700	\$36,907,569	\$48,912,950		-100.00%
<b>YTD. Totals</b>	<b>\$80,041,135</b>	<b>\$102,437,643</b>	<b>\$108,044,809</b>	<b>\$132,308,680</b>	<b>\$142,523,700</b>	<b>\$175,284,073</b>	<b>\$165,288,210</b>	<b>\$222,529,862</b>	<b>34.63%</b>
<b>Annual Totals</b>	<b>\$182,011,035</b>	<b>\$253,038,475</b>	<b>\$239,533,598</b>	<b>\$329,691,785</b>	<b>\$363,455,645</b>	<b>\$375,832,387</b>	<b>\$394,608,323</b>	<b>\$222,529,862</b>	<b>-43.61%</b>

## Month to Month Comparison # of Transactions

Month	2011	2012	2013	2014	2015	2016	2017	2018	% Change 2018 vs. 2017
January	20	29	28	24	29	38	41	36	-12.20%
February	15	25	26	20	24	30	24	33	37.50%
March	27	33	34	45	31	41	27	61	125.93%
April	27	34	37	30	41	45	33	44	33.33%
May	32	50	43	45	47	33	62	53	-14.52%
June	31	44	39	48	56	66	60	71	18.33%
July	25	44	58	49	74	48	57		-100.00%
August	45	40	57	49	65	61	56		-100.00%
September	24	53	41	41	59	49	45		-100.00%
October	31	55	40	55	60	46	59		-100.00%
November	28	44	32	49	47	62	55		-100.00%
December	30	44	40	62	44	51	60		-100.00%
<b>YTD. Totals</b>	<b>152</b>	<b>215</b>	<b>207</b>	<b>212</b>	<b>228</b>	<b>253</b>	<b>247</b>	<b>298</b>	<b>20.65%</b>
<b>Annual Totals</b>	<b>335</b>	<b>495</b>	<b>475</b>	<b>517</b>	<b>577</b>	<b>570</b>	<b>579</b>	<b>298</b>	<b>-48.53%</b>

Current Month to Month



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# Market Analysis: MidValley Area

June 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
<b>Basalt</b>									
Basalt - Eagle County	\$7,234,000	15.24%	11	15.49%	\$657,636	\$702,500	\$929,643	\$925,000	\$375
Basalt - Pitkin County	\$5,034,000	10.61%	7	9.86%	\$719,143	\$600,000	\$857,800	\$820,000	\$352
<b>TOTAL BASALT:</b>	<b>\$12,268,000</b>	<b>25.85%</b>	<b>18</b>	<b>25.35%</b>	<b>\$681,556</b>	<b>\$651,250</b>	<b>\$899,708</b>	<b>\$844,500</b>	<b>\$366</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$3,856,712	8.13%	8	11.27%	\$482,089	\$378,101	\$792,667	\$668,000	\$432
<b>TOTAL EL JEBEL:</b>	<b>\$3,856,712</b>	<b>8.13%</b>	<b>8</b>	<b>11.27%</b>	<b>\$482,089</b>	<b>\$378,101</b>	<b>\$792,667</b>	<b>\$668,000</b>	<b>\$432</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$30,199,000	63.63%	43	60.56%	\$702,302	\$546,000	\$622,871	\$550,000	\$311
Carbondale - Pitkin County	\$1,135,000	2.39%	2	2.82%	\$567,500	n/a	\$567,500	n/a	\$336
<b>TOTAL CARBONDALE:</b>	<b>\$31,334,000</b>	<b>66.02%</b>	<b>45</b>	<b>63.38%</b>	<b>\$696,311</b>	<b>\$546,000</b>	<b>\$619,515</b>	<b>\$550,000</b>	<b>\$312</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$47,458,712</b>	<b>100.00%</b>	<b>71</b>	<b>100.00%</b>	<b>\$668,433</b>	<b>\$562,500</b>	<b>\$697,409</b>	<b>\$610,000</b>	<b>\$333</b>
<b>(NEW UNIT SALES)</b>	<b>\$2,970,000</b>	<b>6.26%</b>	<b>3</b>	<b>1.01%</b>	<b>\$990,000</b>	<b>\$900,000</b>	<b>\$990,000</b>	<b>\$900,000</b>	<b>\$352</b>

Please note: These figures are an unofficial tabulation of Garfield, Eagle & Pitkin County records that are believed to be reasonably accurate. Average and Median Prices do not include Interval or Quit Claim Deeds.

New: Average & Median Residential Column includes only Improved Residential Sales - all property types: Single Family, Duplex, Townhome, Condo.

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YTD. 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
<b>Basalt</b>									
Basalt - Eagle County	\$28,979,800	13.02%	46	15.44%	\$629,996	\$630,000	\$790,376	\$689,750	\$374
Basalt - Pitkin County	\$47,601,500	21.39%	34	11.41%	\$1,400,044	\$879,500	\$1,073,737	\$629,000	\$482
<b>TOTAL BASALT:</b>	<b>\$76,581,300</b>	<b>34.41%</b>	<b>80</b>	<b>26.85%</b>	<b>\$957,266</b>	<b>\$672,750</b>	<b>\$891,958</b>	<b>\$689,500</b>	<b>\$409</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$42,020,062	18.88%	57	19.13%	\$737,194	\$520,000	\$732,040	\$660,000	\$416
<b>TOTAL EL JEBEL:</b>	<b>\$42,020,062</b>	<b>18.88%</b>	<b>57</b>	<b>19.13%</b>	<b>\$737,194</b>	<b>\$520,000</b>	<b>\$732,040</b>	<b>\$660,000</b>	<b>\$416</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$100,316,500	45.08%	155	52.01%	\$647,203	\$510,800	\$705,851	\$609,500	\$302
Carbondale - Pitkin County	\$3,612,000	1.62%	6	2.01%	\$602,000	\$606,000	\$688,400	\$610,000	\$319
<b>TOTAL CARBONDALE:</b>	<b>\$103,928,500</b>	<b>46.70%</b>	<b>161</b>	<b>54.03%</b>	<b>\$645,519</b>	<b>\$525,000</b>	<b>\$705,079</b>	<b>\$610,000</b>	<b>\$303</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$222,529,862</b>	<b>100.00%</b>	<b>298</b>	<b>100.00%</b>	<b>\$746,745</b>	<b>\$550,000</b>	<b>\$761,707</b>	<b>\$653,500</b>	<b>\$352</b>
<b>(NEW UNIT SALES)</b>	<b>\$26,611,150</b>	<b>11.96%</b>	<b>18</b>	<b>6.04%</b>	<b>\$1,478,397</b>	<b>\$912,400</b>	<b>\$915,410</b>	<b>\$924,800</b>	<b>\$426</b>

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## Market Snapshot: MidValley Area

### Full Year: 2017 versus YTD: 2018

Area	Average Price	Average Price	% Change Year-to- Date vs. Prior Year	Average Price	Average Price	% Change Year-to- Date vs. Prior Year	Average Price	Average Price	% Change Year-to- Date vs. Prior Year
	Single Family YTD: 2017	Single Family YTD: 2018		Multi-Family YTD: 2017	Multi-Family YTD: 2018		Vacant Land YTD: 2017	Vacant Land YTD: 2018	
Basalt - Eagle County	\$916,725	\$817,489	-11%	\$516,058	\$756,033	47%	\$253,941	\$192,750	-24%
Basalt - Pitkin County	\$1,089,058	\$1,433,417	32%	\$527,643	\$457,143	-13%	\$243,250	\$1,442,893	493%
<b>ALL BASALT</b>	<b>\$993,978</b>	<b>\$1,069,443</b>	<b>8%</b>	<b>\$520,574</b>	<b>\$675,881</b>	<b>30%</b>	<b>\$253,941</b>	<b>\$192,750</b>	<b>-24%</b>
El Jebel	\$813,827	\$859,861	6%	\$579,756	\$588,241	1%	\$316,213	\$245,951	-22%
<b>ALL ELJEBEL</b>	<b>\$813,827</b>	<b>\$859,861</b>	<b>6%</b>	<b>\$579,756</b>	<b>\$588,241</b>	<b>1%</b>	<b>\$316,213</b>	<b>\$245,951</b>	<b>-22%</b>
Carbondale - Garfield County	\$788,494	\$807,171	2%	\$417,080	\$454,184	9%	\$259,340	\$227,781	-12%
Carbondale - Pitkin County	\$542,733	\$688,400	27%	\$0	\$0	0%	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$765,013</b>	<b>\$799,929</b>	<b>5%</b>	<b>\$417,080</b>	<b>\$454,184</b>	<b>9%</b>	<b>\$259,340</b>	<b>\$227,781</b>	<b>-12%</b>
<b>Gross Mean:</b>	<b>\$824,142</b>	<b>\$868,740</b>	<b>5%</b>	<b>\$484,195</b>	<b>\$551,189</b>	<b>14%</b>	<b>\$266,727</b>	<b>\$506,192</b>	<b>90%</b>

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

Area	Median Price Single	Median Price	% Change Year-to- Date vs. Prior Year	Median Price Multi-	Median Price Multi-	% Change Year-to- Date vs. Prior Year	Median Price	Median Price	% Change Year-to- Date vs. Prior Year
	Family YTD: 2017	Single Family YTD: 2018		Family YTD: 2017	Family YTD: 2018		Vacant Land YTD: 2017	Vacant Land YTD: 2018	
Basalt - Eagle County	\$802,500	\$715,000	-11%	\$479,000	\$689,000	44%	\$257,000	\$142,500	-45%
Basalt - Pitkin County	\$740,000	\$879,500	19%	\$425,000	\$430,000	1%	\$262,500	\$1,862,500	610%
<b>ALL BASALT</b>	<b>\$795,000</b>	<b>\$725,000</b>	<b>-9%</b>	<b>\$478,000</b>	<b>\$547,500</b>	<b>15%</b>	<b>\$257,000</b>	<b>\$1,175,000</b>	<b>357%</b>
El Jebel	\$632,500	\$777,500	23%	\$520,000	\$502,500	-3%	\$232,500	\$216,500	-7%
<b>ALL ELJEBEL</b>	<b>\$632,500</b>	<b>\$777,500</b>	<b>23%</b>	<b>\$520,000</b>	<b>\$502,500</b>	<b>-3%</b>	<b>\$232,500</b>	<b>\$216,500</b>	<b>-7%</b>
Carbondale - Garfield County	\$696,500	\$740,000	6%	\$410,000	\$408,500	0%	\$189,750	\$200,000	5%
Carbondale - Pitkin County	\$545,000	\$610,000	12%	\$0	\$0	n/a	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$680,000</b>	<b>\$727,500</b>	<b>7%</b>	<b>\$410,000</b>	<b>\$408,500</b>	<b>0%</b>	<b>\$189,750</b>	<b>\$200,000</b>	<b>5%</b>
<b>Gross Median:</b>	<b>\$698,000</b>	<b>\$738,500</b>	<b>6%</b>	<b>\$433,000</b>	<b>\$446,000</b>	<b>3%</b>	<b>\$207,900</b>	<b>\$223,500</b>	<b>8%</b>

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