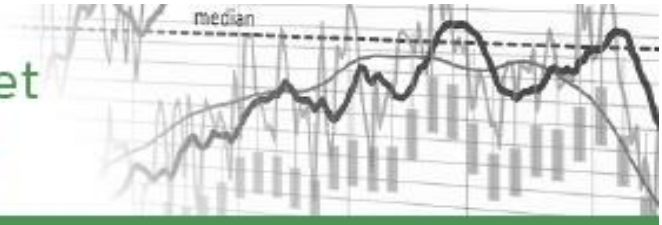
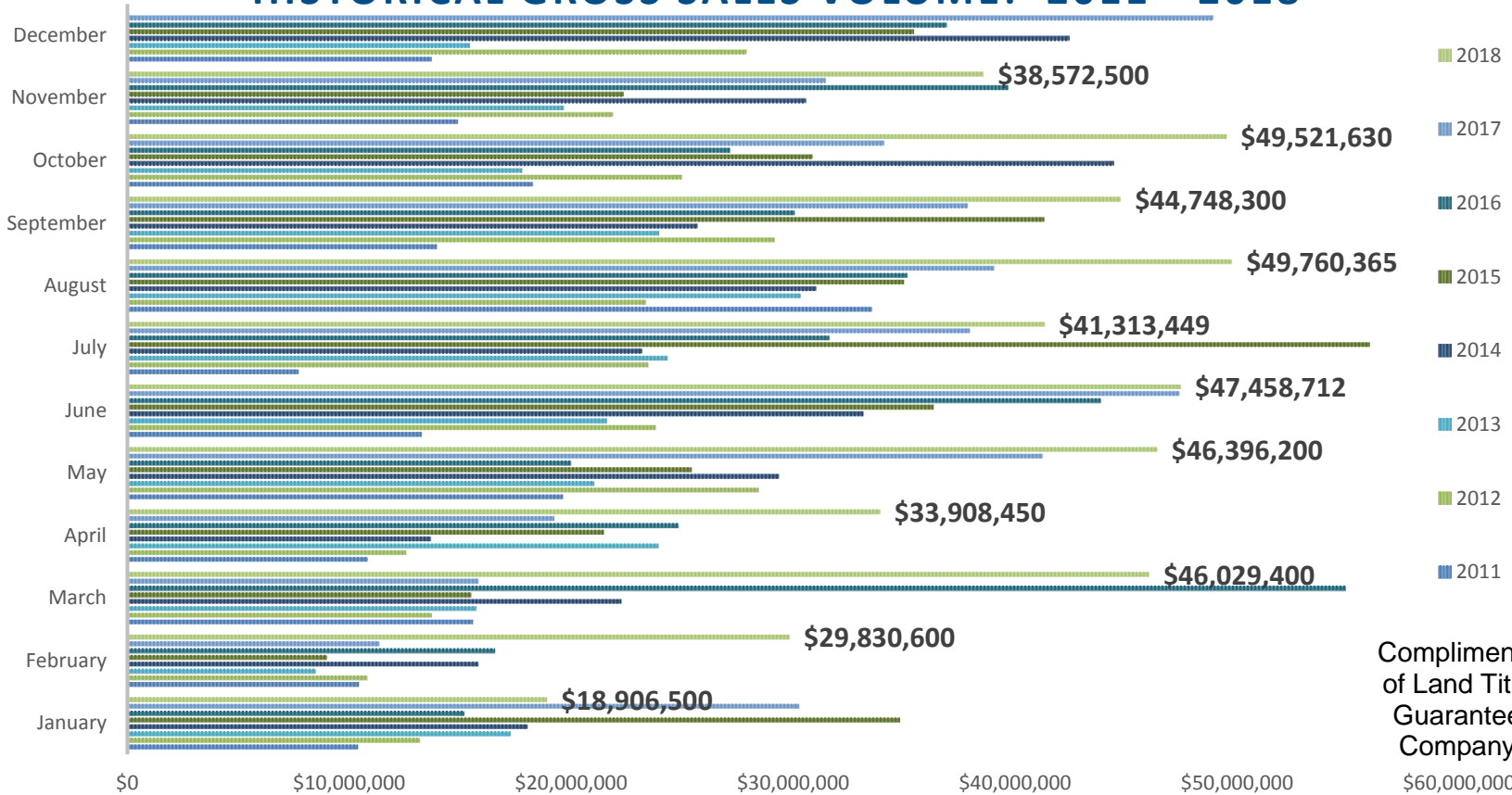




MidValley County Market ANALYSIS



HISTORICAL GROSS SALES VOLUME: 2011 - 2018



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Historical Gross Volume

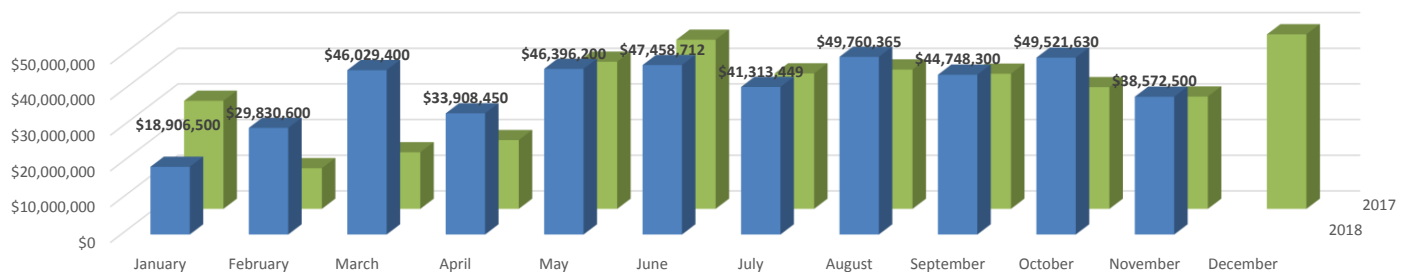
Month to Month Comparison \$ Volume

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	\$41,313,449	8.88%
August	\$33,517,400	\$23,340,151	\$30,327,034	\$31,043,400	\$34,979,415	\$35,136,150	\$39,044,500	\$49,760,365	27.45%
September	\$13,926,400	\$29,130,599	\$23,949,250	\$25,689,550	\$41,311,500	\$30,067,880	\$37,862,562	\$44,748,300	18.19%
October	\$18,252,400	\$24,962,802	\$17,794,231	\$44,444,875	\$30,868,350	\$27,144,675	\$34,094,357	\$49,521,630	45.25%
November	\$14,877,800	\$21,851,300	\$19,659,974	\$30,578,040	\$22,368,400	\$39,670,690	\$31,460,244	\$38,572,500	22.61%
December	\$13,701,300	\$27,868,180	\$15,420,800	\$42,439,100	\$35,433,700	\$36,907,569	\$48,912,950		-100.00%
YTD. Totals	\$168,309,735	\$225,170,295	\$224,112,798	\$287,252,685	\$328,021,945	\$338,924,818	\$345,695,373	\$446,446,106	29.14%
Annual Totals	\$182,011,035	\$253,038,475	\$239,533,598	\$329,691,785	\$363,455,645	\$375,832,387	\$394,608,323	\$446,446,106	13.14%

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	45	-21.05%
August	45	40	57	49	65	61	56	63	12.50%
September	24	53	41	41	59	49	45	53	17.78%
October	31	55	40	55	60	46	59	69	16.95%
November	28	44	32	49	47	62	55	42	-23.64%
December	30	44	40	62	44	51	60		-100.00%
YTD. Totals	305	451	435	455	533	519	519	570	9.83%
Annual Totals	335	495	475	517	577	570	579	570	-1.55%

Current Month to Month



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Market Analysis: MidValley Area

November 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
Basalt									
Basalt - Eagle County	\$8,789,000	22.79%	8	19.05%	\$1,098,625	\$682,500	\$594,667	\$599,000	\$494
Basalt - Pitkin County	\$9,810,000	25.43%	6	14.29%	\$1,635,000	\$590,000	\$2,322,500	\$2,427,500	\$766
TOTAL BASALT:	\$18,599,000	48.22%	14	33.33%	\$1,328,500	\$682,500	\$1,582,000	\$685,000	\$649
El Jebel									
El Jebel - Eagle County	\$1,475,000	3.82%	3	7.14%	\$491,667	\$510,000	\$625,000	n/a	\$401
TOTAL EL JEBEL:	\$1,475,000	3.82%	3	7.14%	\$491,667	\$510,000	\$625,000	n/a	\$401
Carbondale									
Carbondale - Garfield County	\$17,513,500	45.40%	24	57.14%	\$729,729	\$565,000	\$943,750	\$767,500	\$336
Carbondale - Pitkin County	\$985,000	2.55%	1	2.38%	\$985,000	n/a	\$985,000	n/a	\$211
TOTAL CARBONDALE:	\$18,498,500	47.96%	25	59.52%	\$739,940	\$585,000	\$946,923	\$835,000	\$326
MIDVALLEY TOTALS:	\$38,572,500	100.00%	42	100.00%	\$918,393	\$637,500	\$1,143,286	\$720,000	\$436
(NEW UNIT SALES)	\$2,150,000	5.57%	1	0.18%	\$2,150,000	n/a	\$2,150,000	n/a	\$407

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
Basalt									
Basalt - Eagle County	\$67,145,300	15.04%	85	14.91%	\$789,945	\$680,000	\$775,853	\$689,500	\$391
Basalt - Pitkin County	\$84,329,330	18.89%	63	11.05%	\$1,338,561	\$835,000	\$1,206,965	\$755,000	\$510
TOTAL BASALT:	\$151,474,630	33.93%	148	25.96%	\$1,023,477	\$689,750	\$957,596	\$699,250	\$440
El Jebel									
El Jebel - Eagle County	\$73,341,176	16.43%	102	17.89%	\$719,031	\$539,500	\$700,200	\$652,000	\$399
TOTAL EL JEBEL:	\$73,341,176	16.43%	102	17.89%	\$719,031	\$539,500	\$700,200	\$652,000	\$399
Carbondale									
Carbondale - Garfield County	\$216,313,300	48.45%	312	54.74%	\$693,312	\$541,000	\$736,862	\$650,000	\$308
Carbondale - Pitkin County	\$5,317,000	1.19%	8	1.40%	\$664,625	\$665,000	\$735,286	\$720,000	\$294
TOTAL CARBONDALE:	\$221,630,300	49.64%	320	56.14%	\$692,595	\$544,650	\$736,811	\$650,000	\$308
MIDVALLEY TOTALS:	\$446,446,106	100.00%	570	100.00%	\$783,239	\$589,000	\$796,671	\$670,000	\$359
(NEW UNIT SALES)	\$42,444,150	9.51%	31	5.44%	\$1,369,166	\$925,000	\$1,041,313	\$937,500	\$439

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Market Snapshot: MidValley Area

Full Year: 2017 versus YTD: 2018

Area	Average Price Single Family YTD: 2017	Average Price Single Family YTD: 2018	% Change Year-to- Date vs. Prior Year	Average Price Multi-Family YTD: 2017	Average Price Multi-Family YTD: 2018	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land YTD: 2017	Average Price Vacant Land YTD: 2018	% Change Year-to- Date vs. Prior Year
Basalt - Eagle County	\$916,725	\$819,480	-11%	\$516,058	\$712,229	38%	\$253,941	\$913,150	260%
Basalt - Pitkin County	\$1,089,058	\$1,538,417	41%	\$527,643	\$442,077	-16%	\$243,250	\$1,310,969	439%
ALL BASALT	\$993,978	\$1,159,130	17%	\$520,574	\$624,819	20%	\$253,941	\$913,150	260%
El Jebel	\$813,827	\$795,902	-2%	\$579,756	\$561,598	-3%	\$316,213	\$422,674	34%
ALL ELJEBEL	\$813,827	\$795,902	-2%	\$579,756	\$561,598	-3%	\$316,213	\$422,674	34%
Carbondale - Garfield County	\$788,494	\$832,152	6%	\$417,080	\$439,782	5%	\$259,340	\$228,980	-12%
Carbondale - Pitkin County	\$542,733	\$735,286	35%	\$0	\$0	0%	\$0	\$0	n/a
ALL CARBONDALE	\$765,013	\$828,067	8%	\$417,080	\$439,782	5%	\$259,340	\$228,980	-12%
Gross Mean:	\$824,142	\$900,078	9%	\$484,195	\$526,118	9%	\$266,727	\$485,437	82%

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 Family YTD: 2017	Median Price Single Family YTD: 2018	% Change Year-to- Date vs. Prior Year	Median Price Multi- Family YTD: 2017	Median Price Multi- Family YTD: 2018	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land YTD: 2017	Median Price Vacant Land YTD: 2018	% Change Year-to- Date vs. Prior Year
Basalt - Eagle County	\$802,500	\$715,000	-11%	\$479,000	\$602,500	26%	\$257,000	\$303,750	18%
Basalt - Pitkin County	\$740,000	\$898,000	21%	\$425,000	\$430,000	1%	\$262,500	\$1,750,000	567%
ALL BASALT	\$795,000	\$779,000	-2%	\$478,000	\$542,000	13%	\$257,000	\$1,175,000	357%
El Jebel	\$632,500	\$748,500	18%	\$520,000	\$505,000	-3%	\$232,500	\$222,000	-5%
ALL ELJEBEL	\$632,500	\$748,500	18%	\$520,000	\$505,000	-3%	\$232,500	\$222,000	-5%
Carbondale - Garfield County	\$696,500	\$750,000	8%	\$410,000	\$405,000	-1%	\$189,750	\$172,000	-9%
Carbondale - Pitkin County	\$545,000	\$720,000	32%	\$0	\$0	n/a	\$0	\$0	n/a
ALL CARBONDALE	\$680,000	\$740,000	9%	\$410,000	\$405,000	-1%	\$189,750	\$172,000	-9%
Gross Median:	\$698,000	\$755,000	8%	\$433,000	\$450,000	4%	\$207,900	\$205,400	-1%

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