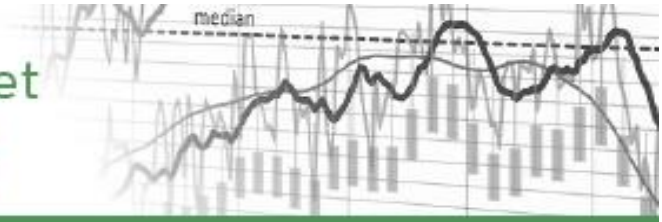
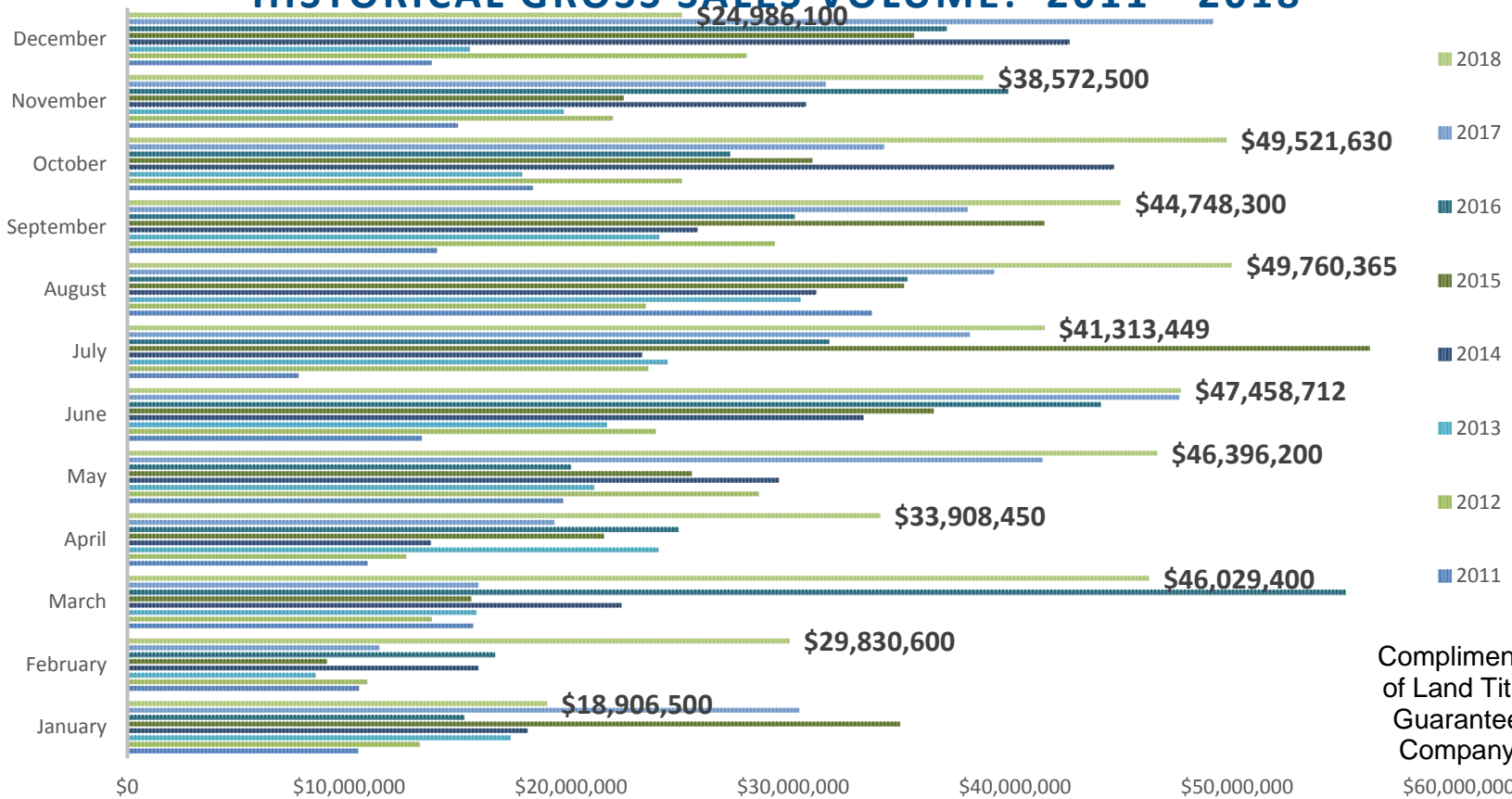




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - 2018



Compliments of Land Title Guarantee Company



# Historical Gross Volume

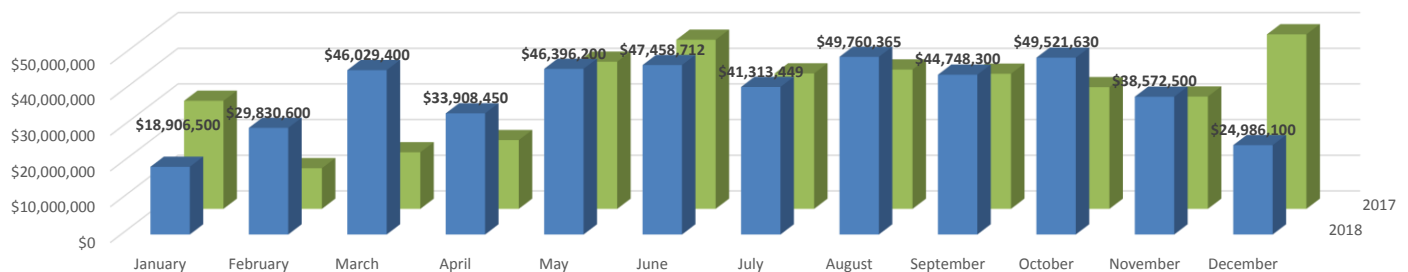
## Month to Month Comparison \$ Volume

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	\$24,986,100	-48.92%
<b>YTD. 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>\$471,432,206</b>	<b>19.47%</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>\$471,432,206</b>	<b>19.47%</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	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	31	-48.33%
<b>YTD. Totals</b>	<b>335</b>	<b>495</b>	<b>475</b>	<b>517</b>	<b>577</b>	<b>570</b>	<b>579</b>	<b>601</b>	<b>3.80%</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>601</b>	<b>3.80%</b>

Current Month to Month



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# Market Analysis: MidValley Area

December 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	\$4,948,500	19.81%	6	19.35%	\$824,750	\$799,250	\$824,750	\$799,250	\$327
Basalt - Pitkin County	\$6,229,000	24.93%	3	9.68%	\$2,076,333	\$1,750,000	\$704,000	n/a	\$373
<b>TOTAL BASALT:</b>	<b>\$11,177,500</b>	<b>44.73%</b>	<b>9</b>	<b>29.03%</b>	<b>\$1,241,944</b>	<b>\$873,500</b>	<b>\$807,500</b>	<b>\$725,000</b>	<b>\$334</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$3,219,000	12.88%	5	16.13%	\$643,800	\$675,000	\$661,000	\$702,500	\$424
<b>TOTAL EL JEBEL:</b>	<b>\$3,219,000</b>	<b>12.88%</b>	<b>5</b>	<b>16.13%</b>	<b>\$643,800</b>	<b>\$675,000</b>	<b>\$661,000</b>	<b>\$702,500</b>	<b>\$424</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$10,589,600	42.38%	17	54.84%	\$622,918	\$425,000	\$641,662	\$537,000	\$261
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$10,589,600</b>	<b>42.38%</b>	<b>17</b>	<b>54.84%</b>	<b>\$622,918</b>	<b>\$425,000</b>	<b>\$641,662</b>	<b>\$537,000</b>	<b>\$261</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$24,986,100</b>	<b>100.00%</b>	<b>31</b>	<b>100.00%</b>	<b>\$806,003</b>	<b>\$675,000</b>	<b>\$696,186</b>	<b>\$687,500</b>	<b>\$309</b>
<b>(NEW UNIT SALES)</b>	<b>\$985,000</b>	<b>3.94%</b>	<b>1</b>	<b>0.17%</b>	<b>\$985,000</b>	<b>n/a</b>	<b>\$985,000</b>	<b>n/a</b>	<b>\$389</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	\$72,093,800	15.29%	91	15.14%	\$792,240	\$685,000	\$780,366	\$690,000	\$385
Basalt - Pitkin County	\$90,558,330	19.21%	66	10.98%	\$1,372,096	\$845,000	\$1,195,534	\$750,000	\$507
<b>TOTAL BASALT:</b>	<b>\$162,652,130</b>	<b>34.50%</b>	<b>157</b>	<b>26.12%</b>	<b>\$1,036,001</b>	<b>\$699,500</b>	<b>\$947,957</b>	<b>\$700,000</b>	<b>\$433</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$76,560,176	16.24%	107	17.80%	\$715,516	\$540,350	\$698,110	\$668,000	\$400
<b>TOTAL EL JEBEL:</b>	<b>\$76,560,176</b>	<b>16.24%</b>	<b>107</b>	<b>17.80%</b>	<b>\$715,516</b>	<b>\$540,350</b>	<b>\$698,110</b>	<b>\$668,000</b>	<b>\$400</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$226,902,900	48.13%	329	54.74%	\$689,674	\$537,000	\$731,312	\$650,000	\$306
Carbondale - Pitkin County	\$5,317,000	1.13%	8	1.33%	\$664,625	\$665,000	\$735,286	\$720,000	\$294
<b>TOTAL CARBONDALE:</b>	<b>\$232,219,900</b>	<b>49.26%</b>	<b>337</b>	<b>56.07%</b>	<b>\$689,080</b>	<b>\$542,000</b>	<b>\$731,433</b>	<b>\$650,000</b>	<b>\$305</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$471,432,206</b>	<b>100.00%</b>	<b>601</b>	<b>100.00%</b>	<b>\$784,413</b>	<b>\$599,000</b>	<b>\$790,799</b>	<b>\$670,000</b>	<b>\$356</b>
<b>(NEW UNIT SALES)</b>	<b>\$43,429,150</b>	<b>9.21%</b>	<b>32</b>	<b>5.32%</b>	<b>\$1,357,161</b>	<b>\$937,500</b>	<b>\$1,039,228</b>	<b>\$950,000</b>	<b>\$437</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	\$830,684	-9%	\$516,058	\$713,875	38%	\$253,941	\$913,150	260%
Basalt - Pitkin County	\$1,089,058	\$1,538,417	41%	\$527,643	\$460,786	-13%	\$243,250	\$1,472,250	505%
<b>ALL BASALT</b>	<b>\$993,978</b>	<b>\$1,155,118</b>	<b>16%</b>	<b>\$520,574</b>	<b>\$636,402</b>	<b>22%</b>	<b>\$253,941</b>	<b>\$913,150</b>	<b>260%</b>
El Jebel	\$813,827	\$790,597	-3%	\$579,756	\$559,378	-4%	\$316,213	\$422,674	34%
<b>ALL ELJEBEL</b>	<b>\$813,827</b>	<b>\$790,597</b>	<b>-3%</b>	<b>\$579,756</b>	<b>\$559,378</b>	<b>-4%</b>	<b>\$316,213</b>	<b>\$422,674</b>	<b>34%</b>
Carbondale - Garfield County	\$788,494	\$834,863	6%	\$417,080	\$436,728	5%	\$259,340	\$226,937	-12%
Carbondale - Pitkin County	\$542,733	\$735,286	35%	\$0	\$0	0%	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$765,013</b>	<b>\$830,810</b>	<b>9%</b>	<b>\$417,080</b>	<b>\$436,728</b>	<b>5%</b>	<b>\$259,340</b>	<b>\$226,937</b>	<b>-12%</b>
<b>Gross Mean:</b>	<b>\$824,142</b>	<b>\$899,169</b>	<b>9%</b>	<b>\$484,195</b>	<b>\$527,316</b>	<b>9%</b>	<b>\$266,727</b>	<b>\$518,885</b>	<b>95%</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	\$725,000	-10%	\$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%
<b>ALL BASALT</b>	<b>\$795,000</b>	<b>\$779,000</b>	<b>-2%</b>	<b>\$478,000</b>	<b>\$543,500</b>	<b>14%</b>	<b>\$257,000</b>	<b>\$1,750,000</b>	<b>581%</b>
El Jebel	\$632,500	\$744,000	18%	\$520,000	\$502,500	-3%	\$232,500	\$222,000	-5%
<b>ALL ELJEBEL</b>	<b>\$632,500</b>	<b>\$744,000</b>	<b>18%</b>	<b>\$520,000</b>	<b>\$502,500</b>	<b>-3%</b>	<b>\$232,500</b>	<b>\$222,000</b>	<b>-5%</b>
Carbondale - Garfield County	\$696,500	\$785,000	13%	\$410,000	\$402,500	-2%	\$189,750	\$172,250	-9%
Carbondale - Pitkin County	\$545,000	\$720,000	32%	\$0	\$0	n/a	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$680,000</b>	<b>\$745,000</b>	<b>10%</b>	<b>\$410,000</b>	<b>\$402,500</b>	<b>-2%</b>	<b>\$189,750</b>	<b>\$172,250</b>	<b>-9%</b>
<b>Gross Median:</b>	<b>\$698,000</b>	<b>\$769,500</b>	<b>10%</b>	<b>\$433,000</b>	<b>\$450,000</b>	<b>4%</b>	<b>\$207,900</b>	<b>\$210,250</b>	<b>1%</b>

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