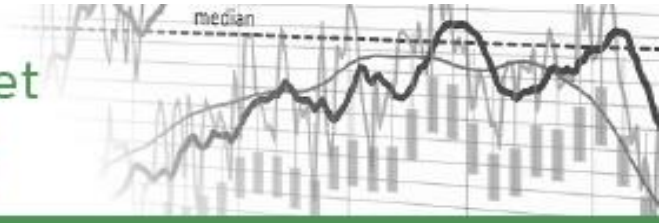
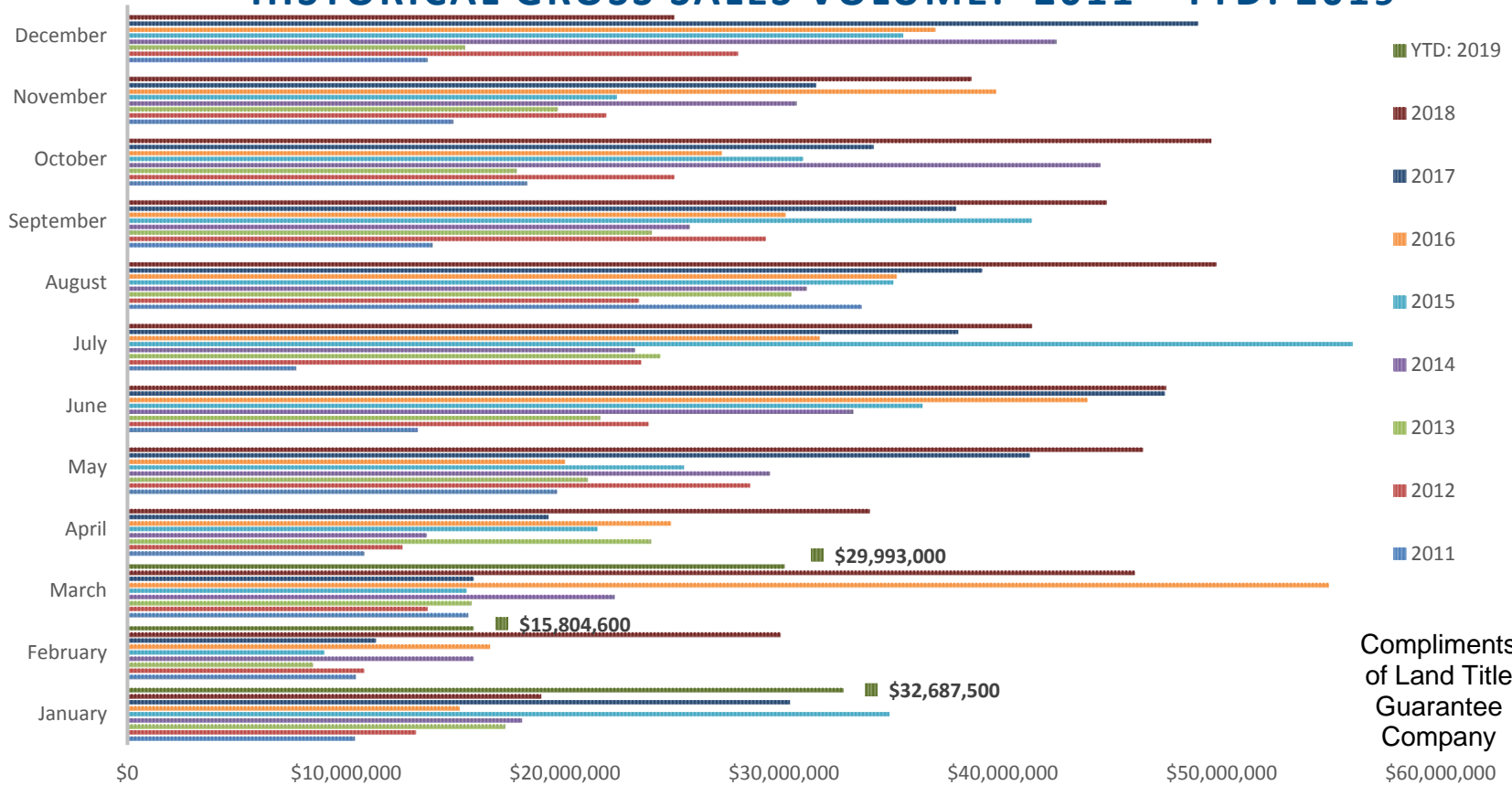




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2019



Compliments of Land Title Guarantee Company



# Historical Gross Volume

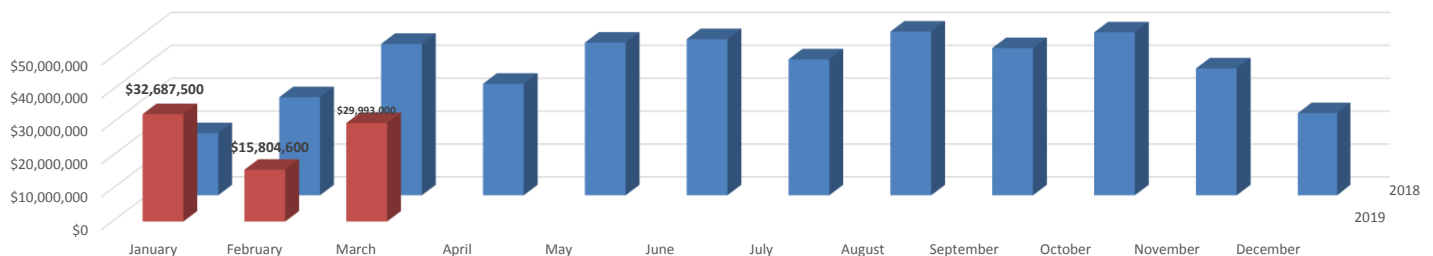
## Month to Month Comparison \$ Volume

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Change 2019 vs. 2018
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	\$32,687,500	72.89%
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	\$15,804,600	-47.02%
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	\$29,993,000	-34.84%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
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		-100.00%
<b>YTD. Totals</b>	<b>\$36,376,370</b>	<b>\$37,681,616</b>	<b>\$41,472,035</b>	<b>\$56,106,426</b>	<b>\$59,313,400</b>	<b>\$86,628,705</b>	<b>\$57,429,118</b>	<b>\$94,766,500</b>	<b>\$78,485,100</b>	<b>-17.18%</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>\$78,485,100</b>	<b>-83.35%</b>

## Month to Month Comparison # of Transactions

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	% Change 2019 vs. 2018
January	20	29	28	24	29	38	41	36	32	-11.11%
February	15	25	26	20	24	30	24	33	26	-21.21%
March	27	33	34	45	31	41	27	61	38	-37.70%
April	27	34	37	30	41	45	33	44		-100.00%
May	32	50	43	45	47	33	62	53		-100.00%
June	31	44	39	48	56	66	60	71		-100.00%
July	25	44	58	49	74	48	57	45		-100.00%
August	45	40	57	49	65	61	56	63		-100.00%
September	24	53	41	41	59	49	45	53		-100.00%
October	31	55	40	55	60	46	59	69		-100.00%
November	28	44	32	49	47	62	55	42		-100.00%
December	30	44	40	62	44	51	60	31		-100.00%
<b>YTD. Totals</b>	<b>62</b>	<b>87</b>	<b>88</b>	<b>89</b>	<b>84</b>	<b>109</b>	<b>92</b>	<b>130</b>	<b>96</b>	<b>-26.15%</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>96</b>	<b>-84.03%</b>

Current Month to Month



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## Commercial Sales Detail

### Commercial Sales Report: January 1st, 2019 through March 31st, 2019: Q1. 2019

ACCOUNTNO	BED	BATH	YOC	STATSF	LANDSIZE	PRICE	LEGAL	STYLE	PPSF	RDATE	STREET ADDRESS
R050671		1.00	1991	2914	0.1640	\$ 575,000.00	MID-VALLEY DESIGN CENTER CONDO UNIT 8	RETAIL	\$ 197.32	1/2/2019	20 SUNSET DR
R066436			2014	1210	0.0140	\$ 399,000.00	MARKET STREET CROSSINGS CONDO UNIT 307	RETAIL	\$ 329.75	2/13/2019	300 MARKET ST
R026626					13.4890	\$ 11,200,000.00	M&B: SEC 11 TWP 8 RNG 87 TR 51	MH PARK	\$ -	1/31/2019	1900 WILLITS LN
R043667			1983	380		\$ 50,000.00	1101 VILLAGE ROAD OFFICE CONDO UNIT UL3D	OFFICE	\$ 131.58	1/11/2019	N/A
R580227			1893	1500	0.0579	\$ 470,000.00	BYRNE-GETZ Lot A	RETAIL	\$ 313.33	1/4/2019	335 MAIN STREET
R044450			2007	978		\$ 305,000.00	CLEAVER & CALEB CONDO EXEMPTION 2ND AMD UNIT C7	OFFICE	\$ 311.86	1/18/2019	1949 DOLORES WAY
77721&R007728&R007729					1.4980	\$ 500,000.00	BOUNDARY @ RIVER VALLEY RANCH 1ST AMD Lot 3,10-11	DEVELOP	\$ -	3/15/2019	N/A
R016389	2	2.00	1998	3346		\$ 799,000.00	SOUTHSIDE PUD PHASE I Block 3 Lot 1	LIVEWORK	\$ 238.79	1/7/2019	351 SOUTH SIDE DRIVE

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Please note: The above figures are an unofficial tabulation of Garfield, Pitkin, and Eagle County Assessor's Records that are believed to be reasonably accurate, but are not guaranteed. Parking Spaces and some other non-standard Commercial Uses may not be included.

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# Market Analysis: MidValley Area

March 2019

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	\$2,678,500	8.93%	3	7.89%	\$892,833	\$525,000	\$892,833	\$525,000	\$504
Basalt - Pitkin County	\$9,224,500	30.76%	5	13.16%	\$1,844,900	\$1,435,000	\$2,056,125	\$1,767,500	\$821
<b>TOTAL BASALT:</b>	<b>\$11,903,000</b>	<b>39.69%</b>	<b>8</b>	<b>21.05%</b>	<b>\$1,487,875</b>	<b>\$1,217,500</b>	<b>\$1,557,571</b>	<b>\$1,435,000</b>	<b>\$685</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$6,272,000	20.91%	9	23.68%	\$696,889	\$635,000	\$696,889	\$635,000	\$440
<b>TOTAL EL JEBEL:</b>	<b>\$6,272,000</b>	<b>20.91%</b>	<b>9</b>	<b>23.68%</b>	<b>\$696,889</b>	<b>\$635,000</b>	<b>\$696,889</b>	<b>\$635,000</b>	<b>\$440</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$11,818,000	39.40%	21	55.26%	\$562,762	\$533,000	\$774,615	\$825,000	\$302
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$11,818,000</b>	<b>39.40%</b>	<b>21</b>	<b>55.26%</b>	<b>\$562,762</b>	<b>\$533,000</b>	<b>\$774,615</b>	<b>\$825,000</b>	<b>\$302</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$29,993,000</b>	<b>100.00%</b>	<b>38</b>	<b>100.00%</b>	<b>\$789,289</b>	<b>\$675,000</b>	<b>\$984,041</b>	<b>\$768,000</b>	<b>\$442</b>
<b>(NEW UNIT SALES)</b>	<b>\$317,000</b>	<b>1.06%</b>	<b>1</b>	<b>1.04%</b>	<b>\$317,000</b>	<b>n/a</b>	<b>\$317,000</b>	<b>n/a</b>	<b>#DIV/0!</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. 2019

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	\$21,050,500	26.82%	11	11.46%	\$1,913,682	\$685,000	\$1,030,611	\$685,000	\$431
Basalt - Pitkin County	\$11,949,000	15.22%	8	8.33%	\$1,493,625	\$1,217,500	\$1,961,000	\$1,580,500	\$755
<b>TOTAL BASALT:</b>	<b>\$32,999,500</b>	<b>42.05%</b>	<b>19</b>	<b>19.79%</b>	<b>\$1,736,816</b>	<b>\$799,000</b>	<b>\$1,362,893</b>	<b>\$1,086,000</b>	<b>\$551</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$16,265,000	20.72%	23	23.96%	\$707,174	\$637,000	\$749,810	\$650,000	\$439
<b>TOTAL EL JEBEL:</b>	<b>\$16,265,000</b>	<b>20.72%</b>	<b>23</b>	<b>23.96%</b>	<b>\$707,174</b>	<b>\$637,000</b>	<b>\$749,810</b>	<b>\$650,000</b>	<b>\$439</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$28,860,600	36.77%	53	55.21%	\$544,540	\$470,000	\$761,394	\$737,500	\$325
Carbondale - Pitkin County	\$360,000	0.46%	1	1.04%	\$360,000	n/a	\$360,000	n/a	\$144
<b>TOTAL CARBONDALE:</b>	<b>\$29,220,600</b>	<b>37.23%</b>	<b>54</b>	<b>56.25%</b>	<b>\$541,122</b>	<b>\$467,500</b>	<b>\$749,230</b>	<b>\$735,000</b>	<b>\$319</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$78,485,100</b>	<b>100.00%</b>	<b>96</b>	<b>100.00%</b>	<b>\$817,553</b>	<b>\$565,000</b>	<b>\$898,750</b>	<b>\$735,000</b>	<b>\$406</b>
<b>(NEW UNIT SALES)</b>	<b>\$4,669,800</b>	<b>5.95%</b>	<b>5</b>	<b>5.21%</b>	<b>\$933,960</b>	<b>\$850,000</b>	<b>\$933,960</b>	<b>\$850,000</b>	<b>\$756</b>

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## Market Snapshot: MidValley Area

### Full Year: 2018 versus YTD: 2019

Area	Average Price Single Family YTD: 2018	Average Price Single Family YTD: 2019	% Change Year-to-Date vs. Prior Year	Average Price Multi-Family YTD: 2018	Average Price Multi-Family YTD: 2019	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land YTD: 2018	Average Price Vacant Land YTD: 2019	% Change Year-to-Date vs. Prior Year
Basalt - Eagle County	\$830,684	\$1,559,625	88%	\$713,875	\$607,400	-15%	\$913,150	\$0	n/a
Basalt - Pitkin County	\$1,538,417	\$2,278,875	48%	\$460,786	\$0	n/a	\$1,472,250	\$672,500	-54%
<b>ALL BASALT</b>	<b>\$1,155,118</b>	<b>\$1,967,643</b>	<b>70%</b>	<b>\$636,402</b>	<b>\$621,083</b>	<b>-2%</b>	<b>\$913,150</b>	<b>\$1,000,000</b>	<b>10%</b>
El Jebel	\$790,597	\$728,615	-8%	\$559,378	\$784,250	40%	\$422,674	\$120,000	-72%
<b>ALL ELJEBEL</b>	<b>\$790,597</b>	<b>\$728,615</b>	<b>-8%</b>	<b>\$559,378</b>	<b>\$784,250</b>	<b>40%</b>	<b>\$422,674</b>	<b>\$120,000</b>	<b>-72%</b>
Carbondale - Garfield County	\$834,863	\$838,824	0%	\$436,728	\$484,857	11%	\$226,937	\$186,529	-18%
Carbondale - Pitkin County	\$735,286	\$360,000	-51%	\$0	\$0	0%	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$830,810</b>	<b>\$820,408</b>	<b>-1%</b>	<b>\$436,728</b>	<b>\$484,857</b>	<b>11%</b>	<b>\$226,937</b>	<b>\$186,529</b>	<b>-18%</b>
<b>Gross Mean:</b>	<b>\$899,169</b>	<b>\$982,055</b>	<b>9%</b>	<b>\$527,316</b>	<b>\$637,833</b>	<b>21%</b>	<b>\$518,885</b>	<b>\$231,800</b>	<b>-55%</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 Family YTD: 2018	Median Price Single Family YTD: 2019	% Change Year-to-Date vs. Prior Year	Median Price Multi-Family YTD: 2018	Median Price Multi-Family YTD: 2019	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land YTD: 2018	Median Price Vacant Land YTD: 2019	% Change Year-to-Date vs. Prior Year
Basalt - Eagle County	\$725,000	\$1,541,750	113%	\$602,500	\$565,000	-6%	\$303,750	\$0	n/a
Basalt - Pitkin County	\$898,000	\$1,840,250	105%	\$430,000	\$0	n/a	\$1,750,000	n/a	n/a
<b>ALL BASALT</b>	<b>\$779,000</b>	<b>\$1,607,000</b>	<b>106%</b>	<b>\$543,500</b>	<b>\$625,000</b>	<b>15%</b>	<b>\$1,750,000</b>	<b>n/a</b>	<b>n/a</b>
El Jebel	\$744,000	\$637,000	-14%	\$502,500	\$687,500	37%	\$222,000	n/a	n/a
<b>ALL ELJEBEL</b>	<b>\$744,000</b>	<b>\$637,000</b>	<b>-14%</b>	<b>\$502,500</b>	<b>\$687,500</b>	<b>37%</b>	<b>\$222,000</b>	<b>n/a</b>	<b>n/a</b>
Carbondale - Garfield County	\$785,000	\$819,300	4%	\$402,500	\$410,000	2%	\$172,250	\$149,000	-13%
Carbondale - Pitkin County	\$720,000	n/a	n/a	\$0	\$0	n/a	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$745,000</b>	<b>\$808,400</b>	<b>9%</b>	<b>\$402,500</b>	<b>\$410,000</b>	<b>2%</b>	<b>\$172,250</b>	<b>\$149,000</b>	<b>-13%</b>
<b>Gross Median:</b>	<b>\$769,500</b>	<b>\$819,300</b>	<b>6%</b>	<b>\$450,000</b>	<b>\$565,000</b>	<b>26%</b>	<b>\$210,250</b>	<b>\$170,000</b>	<b>-19%</b>

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