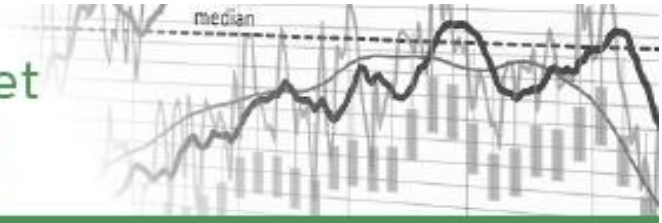
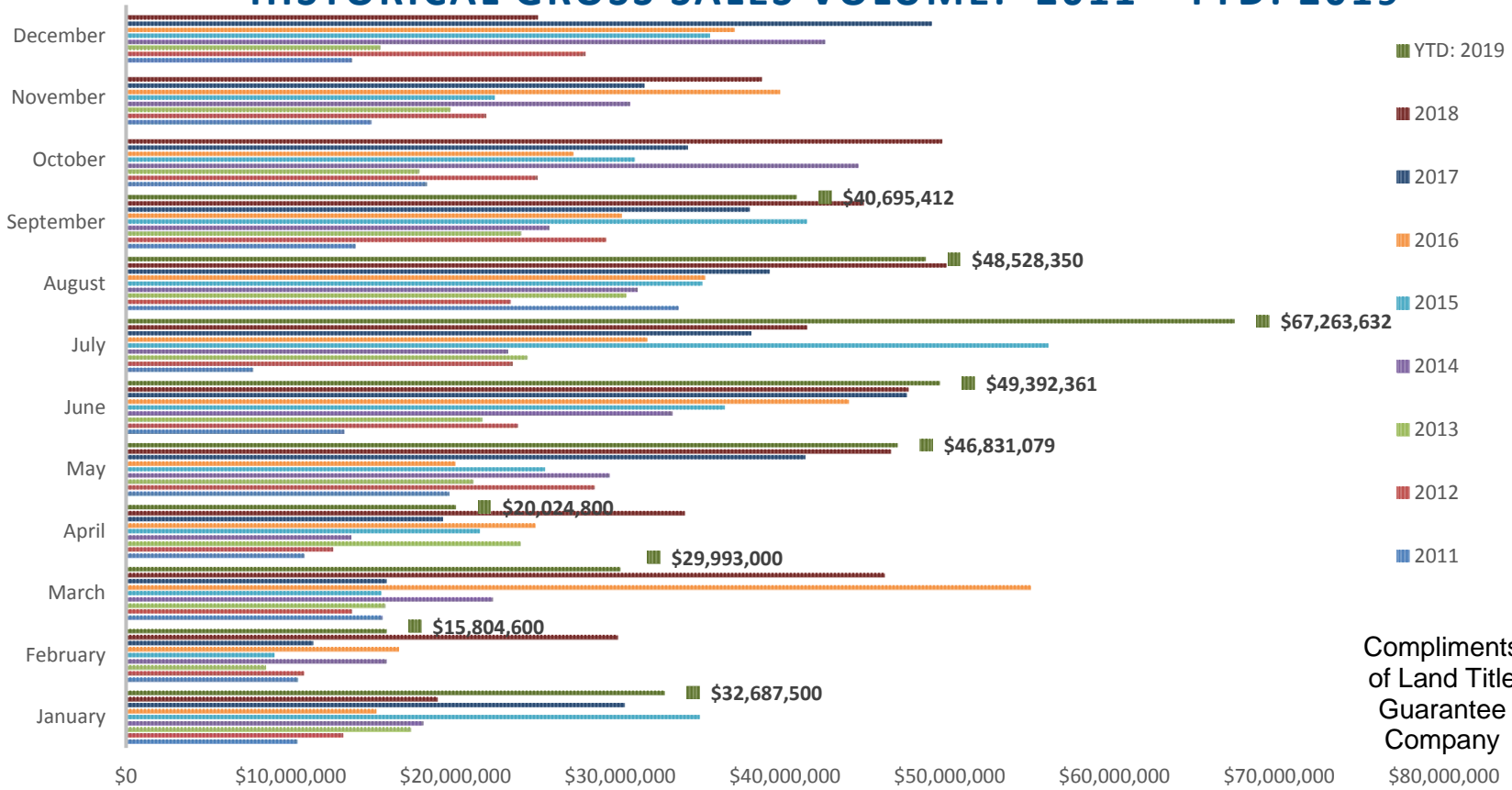




MidValley County Market ANALYSIS



HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2019



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Historical Gross Volume

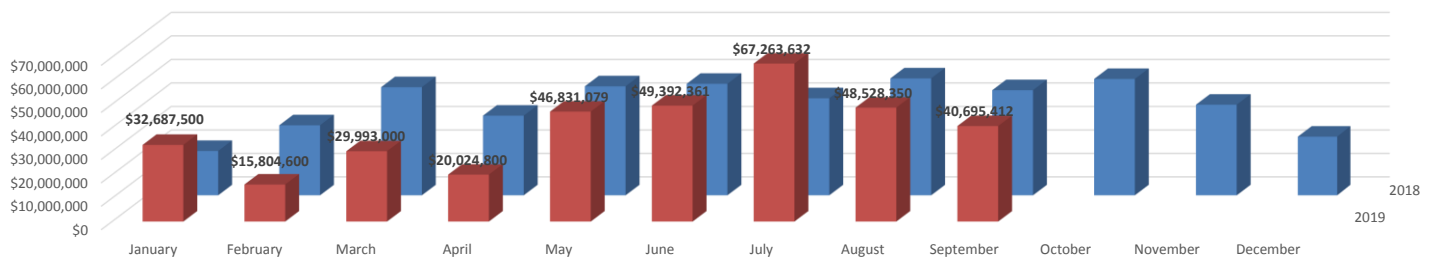
Month to Month Comparison \$ Volume

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	\$20,024,800	-40.94%
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	\$46,831,079	0.94%
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	\$49,392,361	4.07%
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	\$67,263,632	62.81%
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	\$48,528,350	-2.48%
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	\$40,695,412	-9.06%
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%
YTD. Totals	\$135,179,535	\$178,356,193	\$186,658,593	\$212,229,770	\$274,785,195	\$272,109,453	\$280,140,772	\$358,351,976	\$351,220,734	-1.99%
Annual Totals	\$182,011,035	\$253,038,475	\$239,533,598	\$329,691,785	\$363,455,645	\$375,832,387	\$394,608,323	\$471,432,206	\$351,220,734	-25.50%

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	35	-20.45%
May	32	50	43	45	47	33	62	53	65	22.64%
June	31	44	39	48	56	66	60	71	61	-14.08%
July	25	44	58	49	74	48	57	45	66	46.67%
August	45	40	57	49	65	61	56	63	49	-22.22%
September	24	53	41	41	59	49	45	53	52	-1.89%
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%
YTD. Totals	246	352	363	351	426	411	405	459	424	-7.63%
Annual Totals	335	495	475	517	577	570	579	601	424	-29.45%

Current Month to Month



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Commercial Sales Detail

Commercial Sales Report: January 1st, 2019 through September 30th, 2019: Q3. 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	SOUTHSHORE PUD PHASE I Block 3 Lot 1	LIVEWORK	\$ 238.79	1/7/2019	351 SOUTH SIDE DRIVE
R580437			1995	3600		\$ 740,000.00	770 INDUSTRY PLACE CONDOS Lot B	WHSE	\$ 205.56	5/31/2019	770 INDUSTRY PLACE
R083359			1961	2406	0.2135	\$ 850,000.00	CHRISTNER LOT BOUNDARY ADJ PLAT Lot A	RETAIL	\$ 353.28	6/27/2019	1310 133 HWY
R340837	108	55.00	1973	46449	1.5400	\$ 9,150,000.00	WEST ADD-CARBONDALE Lot 4 Block 1	APARTMENT	\$ 196.99	6/3/2019	900 GARFIELD AVENUE
Numerous: 36 Parcels Total					18.4180	\$ 2,230,000.00	ASPEN GLEN FLG 1 Lot E-3,E-22,E24, Block E-26,F-19,F-7	DEVELOP	\$ -	6/28/2019	BROOKLE CRYSTAL CANYON, BALK EAGLE, WADER, BUFFALO, FOX PROWL, RIVER PAR, & DIAMOND A RANCH ROAD
R009491&R009492						\$ 190,000.00	RIVER VALLEY RANCH PHASE 7 Lot 6-7 Block AA	DEVELOP	\$ -	6/17/2019	255 & 265 CRYSTAL CANYON DRIVE
R830012&R830101&R830102					1.8280	\$ 175,000.00	ASPEN GLEN FLG 1 Lot A-12,E-12,E-13	DEVELOP	\$ -	6/17/2019	241 RIVERS BEND, 43 PUMA, & 67 PUMA
R015631			1995	320		\$ 70,000.00	RIVERVIEW PLAZA CONDO Unit 200	OFFICE	\$ 218.75	6/7/2019	100 ELK RUN DRIVE
R059616			2004	1367	0.0340	\$ 610,000.00	104 MIDLAND AVENUE PUD COMM UNIT 202	OFFICE	\$ 446.23	4/15/2019	104 MIDLAND AVE
R029745					16.9000	\$ 450,000.00	M&B: LOT E SEC 8 TWP 2 RNG 83 TR 50	POLITICAL	\$ -	4/29/2019	18231 HWY 131
R029745					16.9000	\$ 500,000.00	M&B: LOT E SEC 8 TWP 2 RNG 83 TR 50	POLITICAL	\$ -	4/29/2019	18231 HWY 131
R065230	1	1.00	1946	2356	106.5770	\$ 1,584,000.00	EL JEBEL SCHOOL SITE PARCEL	POLITICAL	\$ 672.33	5/2/2019	895 EL JEBEL
R050665		1.00	1991	2871	0.1780	\$ 650,000.00	MID-VALLEY DESIGN CENTER CONDO UNIT 2	RETAIL	\$ 226.40	5/15/2019	20 SUNSET DR
R066438			2014	1465	0.0170	\$ 503,000.00	MARKET STREET CROSSINGS CONDO UNIT 309	OFFICE	\$ 343.34	5/24/2019	300 MARKET ST
R056934		0.50	2002	1344	0.0680	\$ 435,000.00	RIVERWALK AT THE FRYING PAN UNIT C-3	OFFICE	\$ 323.66	5/17/2019	227 MIDLAND AVE
R066439			2014	865	0.0100	\$ 297,000.00	MARKET STREET CROSSINGS CONDO UNIT 310	OFFICE	\$ 343.35	5/2/2019	300 MARKET ST
R066437			2014	739	0.0080	\$ 253,500.00	MARKET STREET CROSSINGS CONDO UNIT 308	OFFICE	\$ 343.03	5/24/2019	300 MARKET ST
R050666			1991	1324	0.0960	\$ 395,000.00	MID-VALLEY DESIGN CENTER CONDO UNIT 3	RETAIL	\$ 298.34	6/17/2019	20 SUNSET DR
R055060		0.50	2002	529	0.0250	\$ 220,000.00	RIVERWALK AT THE FRYING PAN LOT 12A	RETAIL	\$ 415.88	6/19/2019	227 MIDLAND AVE
R067081	86	82.00	2018	55571	0.9530	\$ 19,000,000.00	WILLITS TOWN CENTER FILING NO 3 LOT A	APARTMENT	\$ 341.90	7/31/2019	110 HARRIS STREET
R060213			1997	3120	0.3660	\$ 940,000.00	MID-VALLEY MEDICAL CENTER CONDO LOT 101	OFFICE	\$ 301.28	7/30/2019	1450 E VALLEY RD
R063772&R063874	1	1.00	2009	1120	0.0180	\$ 466,750.00	WILLITS BEND CONDO LOT 501 BLK 5	LIVEWORK	\$ 416.74	7/3/2019	35 WIDGET STREET
R049745		3.00	1991	1168	0.0650	\$ 340,000.00	OLD ORCHARD PLAZA COMMERCIAL CONDO LOT 102	RETAIL	\$ 291.10	7/9/2019	218 E VALLEY RD
R052795					0.7590	\$ 2,050,000.00	WILLITS TOWN CENTER PUD BLK 9	COMMVACANT	\$ -	8/1/2019	N/A
R066352			2003	1178	0.0630	\$ 560,000.00	ALPINE BANK BUILDING CONDO UNIT 201C	OFFICE	\$ 475.38	9/13/2019	711 E VALLEY RD
R026820					5.0000	\$ 2,600,000.00	M&B: SEC 10 TWP 8 RNG 86	DEVELOP	\$ -	9/30/2019	3006 FRYING PAN ROAD
R015627			1995	470		\$ 90,000.00	RIVERVIEW PLAZA Unit 124	OFFICE/RETAIL	\$ 191.49	9/24/2019	100 ELK RUN
R084330-333	32	16.00	1977	16208		\$ 1,350,000.00	718 LINCOLN CONDOS Lot 718,720,722,724	APARTMENT	\$ 83.29	7/26/2019	718-724 LINCOLN AVENUE
09561, R009565, R009561, R009564					1.54	\$ 315,000.00	RIVER VALLEY RANCH PHASE 8 Lot 8,9,11,12,13 Block V	DEVELOP	\$ -	7/1/2019	707,719, 761, 719, 751 PERRY RIDGE
R580046&R580045			1968	2400	0.3730	\$ 654,000.00	COCO PALMS ESTATES Lot 1-2	WHSE	\$ 272.50	8/2/2019	156 N 12TH STREET
R005959					2.0010	\$ 199,000.00	CORYELL RANCH FNL Lot 24	COMMVACANT	\$ -	8/12/2019	N/A
07098, R007101, R007102, R007103, R007105, R007107, R007109, R007110					85.6600	\$ 2,090,000.00	WHITECLOUD RIDGE SUB Lot 1-13	DEVELOP	\$ -	8/30/2019	LEVITT LANE & WHITECLOUD ROAD
R044446			2007	978		\$ 304,300.00	CLEAVER & CALEB CONDO EXEMPTION Lot C3	OFFICE/RETAIL	\$ 311.15	9/17/2019	1917 DOLORES WAY #C3
R043669&R043670			1983	1154		\$ 130,000.00	1101 VILLAGE ROAD OFFICE CONDO Unit UL5D, UL6D	OFFICE	\$ 112.65	9/6/2019	N/A
R340869					1.4400	\$ 1,200,000.00	M&B: Section: 33 Township: 75 Range: 88W	COMMVACANT	\$ -	9/20/2019	N/A

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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

September 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
Basalt									
Basalt - Eagle County	\$10,997,811	27.02%	11	21.15%	\$999,801	\$590,000	\$919,201	\$590,000	\$381
Basalt - Pitkin County	\$2,988,900	7.34%	4	7.69%	\$747,225	\$585,000	\$966,300	\$621,000	\$402
TOTAL BASALT:	\$13,986,711	34.37%	15	28.85%	\$932,447	\$590,000	\$930,976	\$605,500	\$386
El Jebel									
El Jebel - Eagle County	\$3,769,501	9.26%	6	11.54%	\$628,250	\$600,000	\$589,875	\$576,000	\$493
TOTAL EL JEBEL:	\$3,769,501	9.26%	6	11.54%	\$628,250	\$600,000	\$589,875	\$576,000	\$493
Carbondale									
Carbondale - Garfield County	\$22,335,200	54.88%	30	57.69%	\$744,507	\$530,500	\$875,604	\$590,000	\$343
Carbondale - Pitkin County	\$604,000	1.48%	1	1.92%	\$604,000	n/a	\$604,000	n/a	\$267
TOTAL CARBONDALE:	\$22,939,200	56.37%	31	59.62%	\$739,974	\$530,500	\$875,604	\$590,000	\$340
MIDVALLEY TOTALS:	\$40,695,412	100.00%	52	100.00%	\$782,604	\$550,000	\$874,463	\$590,000	\$365
(NEW UNIT SALES)	\$1,475,000	3.62%	1	0.24%	\$1,475,000	n/a	\$1,475,000	n/a	\$541

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
Basalt									
Basalt - Eagle County	\$76,357,161	21.74%	61	14.39%	\$1,251,757	\$650,000	\$838,027	\$726,500	\$377
Basalt - Pitkin County	\$43,861,082	12.49%	42	9.91%	\$1,044,311	\$794,500	\$1,205,404	\$826,250	\$496
TOTAL BASALT:	\$120,218,243	34.23%	103	24.29%	\$1,167,167	\$720,600	\$997,546	\$748,500	\$428
El Jebel									
El Jebel - Eagle County	\$53,273,780	15.17%	71	16.75%	\$750,335	\$635,000	\$796,917	\$667,500	\$410
TOTAL EL JEBEL:	\$53,273,780	15.17%	71	16.75%	\$750,335	\$635,000	\$796,917	\$667,500	\$410
Carbondale									
Carbondale - Garfield County	\$171,499,100	48.83%	243	57.31%	\$705,758	\$560,000	\$819,131	\$700,000	\$325
Carbondale - Pitkin County	\$6,229,611	1.77%	7	1.65%	\$889,944	\$495,000	\$889,944	\$495,000	\$304
TOTAL CARBONDALE:	\$177,728,711	50.60%	250	58.96%	\$710,915	\$550,000	\$823,080	\$690,000	\$325
MIDVALLEY TOTALS:	\$351,220,734	100.00%	424	100.00%	\$828,351	\$599,000	\$866,239	\$703,000	\$366
(NEW UNIT SALES)	\$20,864,860	5.94%	17	4.01%	\$1,227,345	\$1,150,000	\$1,227,345	\$1,150,000	\$478

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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	\$1,005,361	21%	\$713,875	\$626,658	-12%	\$913,150	\$520,625	-43%
Basalt - Pitkin County	\$1,538,417	\$1,462,201	-5%	\$460,786	\$520,611	13%	\$1,472,250	\$520,625	-65%
ALL BASALT	\$1,155,118	\$1,226,404	6%	\$636,402	\$592,571	-7%	\$913,150	\$421,156	-54%
El Jebel	\$790,597	\$881,156	11%	\$559,378	\$661,402	18%	\$422,674	\$251,800	-40%
ALL ELJEBEL	\$790,597	\$881,156	11%	\$559,378	\$661,402	18%	\$422,674	\$251,800	-40%
Carbondale - Garfield County	\$834,863	\$910,609	9%	\$436,728	\$485,011	11%	\$226,937	\$161,212	-29%
Carbondale - Pitkin County	\$735,286	\$889,944	21%	\$0	\$0	0%	\$0	\$0	n/a
ALL CARBONDALE	\$830,810	\$912,504	10%	\$436,728	\$485,011	11%	\$226,937	\$161,212	-29%
Gross Mean:	\$899,169	\$972,958	8%	\$527,316	\$566,260	7%	\$518,885	\$202,367	-61%

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	\$872,000	20%	\$602,500	\$565,000	-6%	\$303,750	\$197,500	-35%
Basalt - Pitkin County	\$898,000	\$955,000	6%	\$430,000	\$463,000	8%	\$1,750,000	\$325,000	-81%
ALL BASALT	\$779,000	\$926,000	19%	\$543,500	\$549,500	1%	\$1,750,000	\$270,000	-85%
El Jebel	\$744,000	\$700,000	-6%	\$502,500	\$605,000	20%	\$222,000	\$280,000	n/a
ALL ELJEBEL	\$744,000	\$700,000	-6%	\$502,500	\$605,000	20%	\$222,000	\$280,000	n/a
Carbondale - Garfield County	\$785,000	\$819,300	4%	\$402,500	\$450,000	12%	\$172,250	\$128,750	-25%
Carbondale - Pitkin County	\$720,000	\$495,000	-31%	\$0	\$0	n/a	\$0	\$0	n/a
ALL CARBONDALE	\$745,000	\$798,250	7%	\$402,500	\$450,000	12%	\$172,250	\$128,750	-25%
Gross Median:	\$769,500	\$825,000	7%	\$450,000	\$520,000	16%	\$210,250	\$149,000	-29%

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