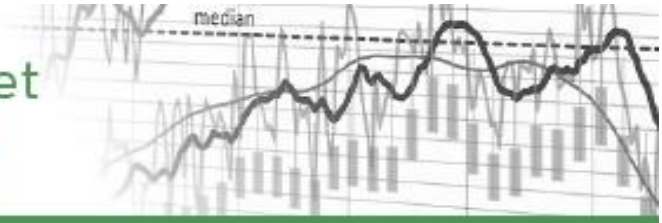
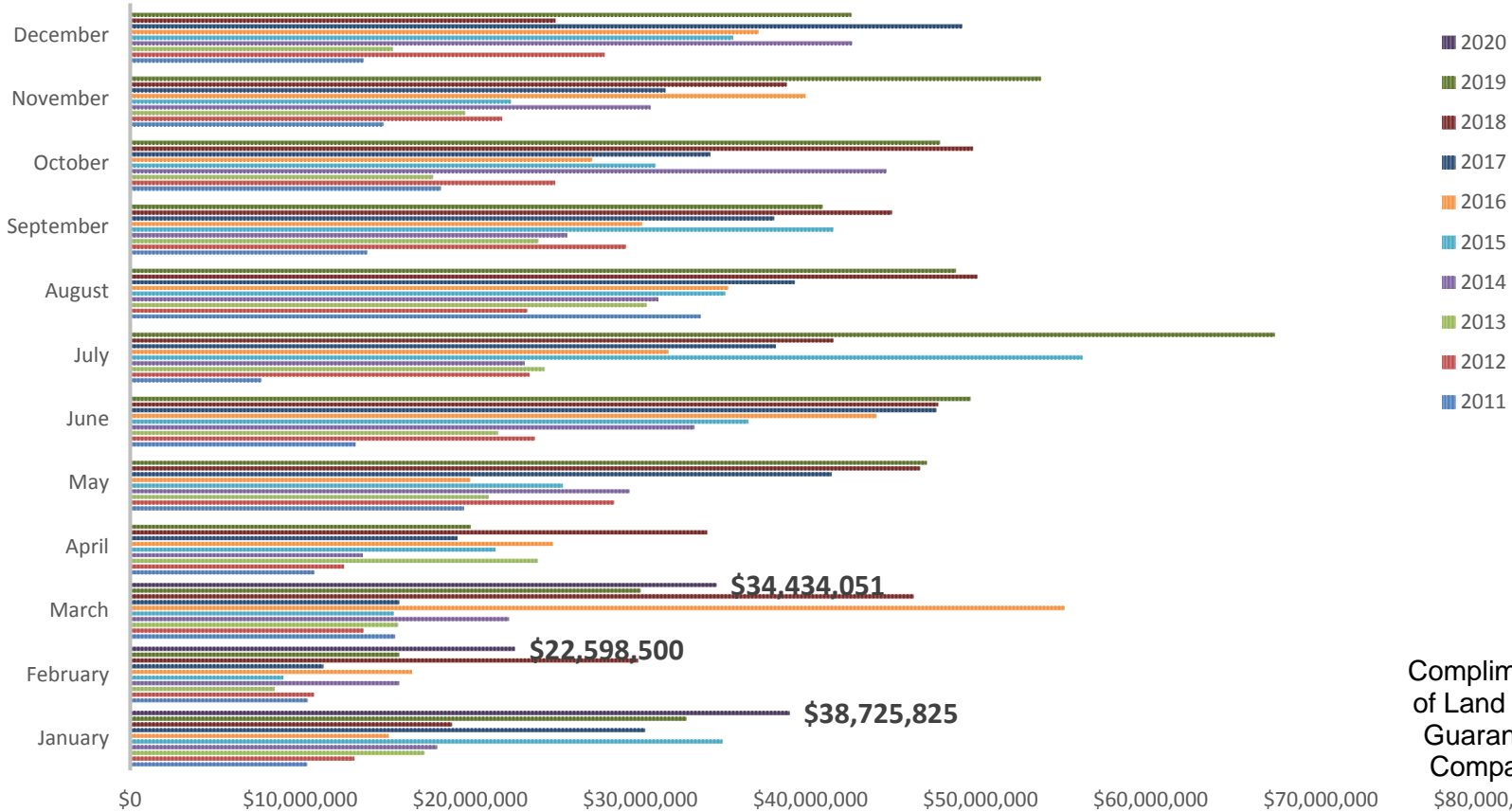




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2020



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# Historical Gross Volume

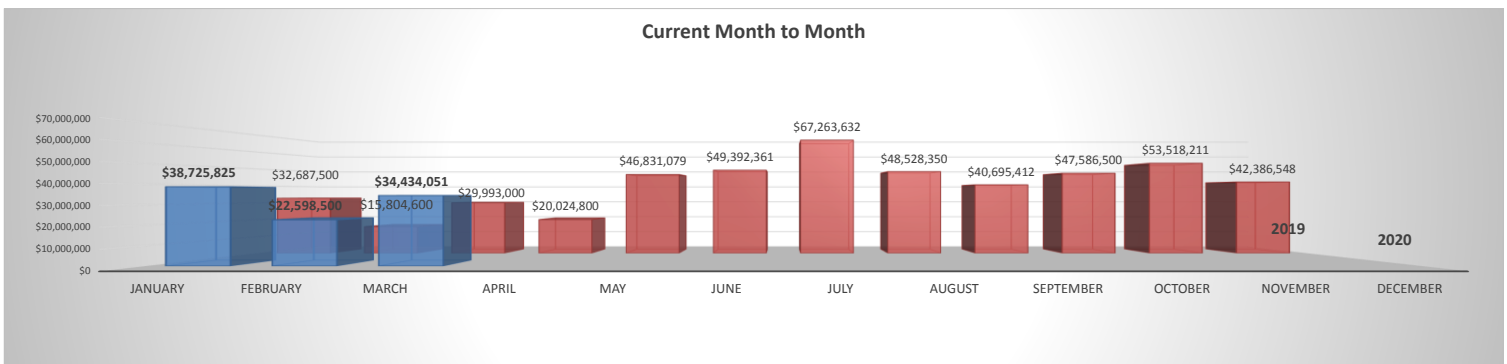
## Month to Month Comparison \$ Volume

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	% Change 2020 vs. 2019
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	\$38,725,825	18.47%
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	\$22,598,500	42.99%
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	\$34,434,051	14.81%
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		-100.00%
May	\$19,604,700	\$28,423,127	\$21,041,700	\$29,356,340	\$25,423,600	\$28,423,600	\$41,231,000	\$19,980,482	\$46,396,200	\$46,831,079	-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	\$49,392,361		-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	\$67,263,632		-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	\$48,528,350		-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	\$40,695,412		-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	\$47,586,500		-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	\$53,518,211		-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	\$42,386,548		-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>\$95,758,376</b>	<b>22.01%</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>\$494,711,993</b>	<b>\$95,758,376</b>	<b>-80.64%</b>

## Month to Month Comparison # of Transactions

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	% Change 2020 vs. 2019
January	20	29	28	24	29	38	41	36	32	34	6.25%
February	15	25	26	20	24	30	24	33	26	32	23.08%
March	27	33	34	45	31	41	27	61	38	45	18.42%
April	27	34	37	30	41	45	33	44	35		-100.00%
May	32	50	43	45	47	33	62	53	65		-100.00%
June	31	44	39	48	56	66	60	71	61		-100.00%
July	25	44	58	49	74	48	57	45	66		-100.00%
August	45	40	57	49	65	61	56	63	49		-100.00%
September	24	53	41	41	59	49	45	53	52		-100.00%
October	31	55	40	55	60	46	59	69	73		-100.00%
November	28	44	32	49	47	62	55	42	52		-100.00%
December	30	44	40	62	44	51	60	31	55		-100.00%
<b>YTD. Totals</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>96</b>	<b>111</b>	<b>15.63%</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>604</b>	<b>111</b>	<b>-81.62%</b>

## Current Month to Month



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## Commercial Sales Detail

### Commercial Sales Report: January 1st, 2020 through March 31st, 2020: Q1. 2020

ACCOUNTNO	BED	BATH	YOC	STATSF	LANDSIZE	PRICE	LEGAL	STYLE	PPSF	RDATE	STREET ADDRESS
R013755			1974	11250	1.5400	\$ 1,805,000.00	HOLLAND HILLS AT BASALT Lot 1,2,58	OFFICE	\$ 160.44	1/2/2020	24505 HWY 82
R006924	3	2.50	1969	27536	4.7000	\$ 8,350,000.00	M&B: LOT 55 SEC 17-8-86	WHSE	\$ 303.24	1/21/2020	24480 HWY 82
R067293			2020	N/A	0.1670	\$ 2,209,525.00	WILLITS TOWN CENTER PUD BLK 8	RETAIL	N/A	1/17/2020	160 ROBINSON STREET
R064997					0.3940	\$ 785,000.00	MID-VALLEY DESIGN CENTER CONDO UNIT 4	COMMVACANT	\$ -	2/3/2020	N/A
R050667			1991	1861	0.1370	\$ 400,000.00	RIVERWALK AT THE FRYING PAN CONDO UNIT 102 BLDG 2	RETAIL	\$ 214.94	3/31/2020	20 SUNSET DR
R057457			2004	504	0.0230	\$ 217,500.00	FRYING PAN INN CONDO UNIT 6 BLDG 2	OFFICE	\$ 431.55	3/2/2020	231 MIDLAND AVE
R025611			1982	690	0.0340	\$ 170,000.00	311 MAIN STREET CONDO Unit 101,102,202,203	RETAIL	\$ 246.38	3/12/2020	175 MIDLAND AVE
R084428-4432			2008	5120		\$ 2,000,000.00	LINES PLAZA II CONDO Unit 111	OFFICE	\$ 390.63	1/31/2020	311 MAIN STREET
R008636	2.00	2002	1488			\$ 224,000.00	LAPPALA MAIN STREET SUB Lot C	RETAIL	\$ 150.54	1/27/2020	111 VILLAGE LN
R341198	1.00	1964	1844	0.1100		\$ 950,000.00		OFFICE	\$ 515.18	3/9/2020	647 MAIN ST

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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 2020

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	\$7,517,500	21.83%	11	24.44%	\$683,409	\$680,000	\$841,250	\$770,000	\$429
Basalt - Pitkin County	\$3,230,000	9.38%	3	6.67%	\$1,076,667	\$1,025,000	\$1,025,000	n/a	\$298
<b>TOTAL BASALT:</b>	<b>\$10,747,500</b>	<b>31.21%</b>	<b>14</b>	<b>31.11%</b>	<b>\$767,679</b>	<b>\$690,000</b>	<b>\$861,667</b>	<b>\$840,000</b>	<b>\$414</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$4,678,851	13.59%	5	11.11%	\$935,770	\$730,000	\$935,770	\$730,000	\$473
<b>TOTAL EL JEBEL:</b>	<b>\$4,678,851</b>	<b>13.59%</b>	<b>5</b>	<b>11.11%</b>	<b>\$935,770</b>	<b>\$730,000</b>	<b>\$935,770</b>	<b>\$730,000</b>	<b>\$473</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$19,007,700	55.20%	26	57.78%	\$731,065	\$712,500	\$834,890	\$770,000	\$312
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$19,007,700</b>	<b>55.20%</b>	<b>26</b>	<b>57.78%</b>	<b>\$731,065</b>	<b>\$712,500</b>	<b>\$834,890</b>	<b>\$770,000</b>	<b>\$312</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$34,434,051</b>	<b>100.00%</b>	<b>45</b>	<b>100.00%</b>	<b>\$765,201</b>	<b>\$700,000</b>	<b>\$850,065</b>	<b>\$770,000</b>	<b>\$358</b>
<b>(NEW UNIT SALES)</b>	<b>\$4,183,851</b>	<b>12.15%</b>	<b>4</b>	<b>3.60%</b>	<b>\$1,045,963</b>	<b>\$1,097,500</b>	<b>\$1,045,963</b>	<b>\$1,097,500</b>	<b>\$425</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. 2020

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	\$16,754,025	17.50%	21	18.92%	\$797,811	\$680,000	\$816,063	\$690,000	\$371
Basalt - Pitkin County	\$17,766,500	18.55%	8	7.21%	\$2,220,813	\$1,428,000	\$1,351,625	\$1,038,000	\$402
<b>TOTAL BASALT:</b>	<b>\$34,520,525</b>	<b>36.05%</b>	<b>29</b>	<b>26.13%</b>	<b>\$1,190,363</b>	<b>\$750,000</b>	<b>\$923,175</b>	<b>\$795,000</b>	<b>\$377</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$13,906,751	14.52%	18	16.22%	\$772,597	\$748,750	\$808,547	\$748,750	\$441
<b>TOTAL EL JEBEL:</b>	<b>\$13,906,751</b>	<b>14.52%</b>	<b>18</b>	<b>16.22%</b>	<b>\$772,597</b>	<b>\$748,750</b>	<b>\$808,547</b>	<b>\$748,750</b>	<b>\$441</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$47,206,100	49.30%	63	56.76%	\$749,303	\$735,000	\$834,023	\$840,000	\$324
Carbondale - Pitkin County	\$125,000	0.13%	1	0.90%	\$125,000	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$47,331,100</b>	<b>49.43%</b>	<b>64</b>	<b>57.66%</b>	<b>\$739,548</b>	<b>\$702,500</b>	<b>\$834,023</b>	<b>\$840,000</b>	<b>\$324</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$95,758,376</b>	<b>100.00%</b>	<b>111</b>	<b>100.00%</b>	<b>\$862,688</b>	<b>\$735,000</b>	<b>\$855,080</b>	<b>\$797,000</b>	<b>\$358</b>
<b>(NEW UNIT SALES)</b>	<b>\$10,212,451</b>	<b>10.66%</b>	<b>10</b>	<b>9.01%</b>	<b>\$1,021,245</b>	<b>\$978,300</b>	<b>\$1,021,245</b>	<b>\$978,300</b>	<b>\$424</b>

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## Market Snapshot: MidValley Area

### Full Year: 2019 versus YTD: 2020

Area	Average Price Single Family YTD: 2019	Average Price Single Family YTD: 2020	% Change Year-to- Date vs. Prior Year	Average Price Multi-Family YTD: 2019	Average Price Multi-Family YTD: 2020	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land YTD: 2019	Average Price Vacant Land YTD: 2020	% Change Year-to- Date vs. Prior Year
Basalt - Eagle County	\$1,078,196	\$1,066,667	-1%	\$599,087	\$665,700	11%	\$453,393	\$700,000	54%
Basalt - Pitkin County	\$1,354,654	\$1,351,625	0%	\$520,194	\$0	n/a	\$453,393	\$1,102,500	143%
<b>ALL BASALT</b>	<b>\$1,217,148</b>	<b>\$1,180,650</b>	<b>-3%</b>	<b>\$569,502</b>	<b>\$665,700</b>	<b>17%</b>	<b>\$379,917</b>	<b>\$968,333</b>	<b>155%</b>
El Jebel	\$939,516	\$838,941	-11%	\$748,062	\$741,680	-1%	\$270,571	\$185,000	-32%
<b>ALL ELJEBEL</b>	<b>\$939,516</b>	<b>\$838,941</b>	<b>-11%</b>	<b>\$748,062</b>	<b>\$741,680</b>	<b>-1%</b>	<b>\$270,571</b>	<b>\$185,000</b>	<b>-32%</b>
Carbondale - Garfield County	\$933,456	\$946,916	1%	\$464,262	\$416,320	-10%	\$178,402	\$265,250	49%
Carbondale - Pitkin County	\$917,218	\$0	n/a	\$0	\$0	0%	\$0	\$125,000	n/a
<b>ALL CARBONDALE</b>	<b>\$933,864</b>	<b>\$946,916</b>	<b>1%</b>	<b>\$464,262</b>	<b>\$416,320</b>	<b>-10%</b>	<b>\$178,402</b>	<b>\$254,462</b>	<b>43%</b>
<b>Gross Mean:</b>	<b>\$999,718</b>	<b>\$966,737</b>	<b>-3%</b>	<b>\$578,190</b>	<b>\$581,144</b>	<b>1%</b>	<b>\$205,898</b>	<b>\$376,353</b>	<b>83%</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: 2019	Median Price Single Family YTD: 2020	% Change Year-to- Date vs. Prior Year	Median Price Multi- Family YTD: 2019	Median Price Multi- Family YTD: 2020	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land YTD: 2019	Median Price Vacant Land YTD: 2020	% Change Year-to- Date vs. Prior Year
Basalt - Eagle County	\$965,000	n/a	n/a	\$549,000	\$612,500	12%	\$232,750	n/a	n/a
Basalt - Pitkin County	\$917,000	\$1,038,000	13%	\$480,000	\$0	n/a	\$305,000	\$0	n/a
<b>ALL BASALT</b>	<b>\$945,000</b>	<b>\$1,063,000</b>	<b>12%</b>	<b>\$546,500</b>	<b>\$612,500</b>	<b>12%</b>	<b>\$270,000</b>	<b>\$700,000</b>	<b>159%</b>
El Jebel	\$725,000	\$767,500	6%	\$687,500	\$552,500	-20%	\$290,000	n/a	n/a
<b>ALL ELJEBEL</b>	<b>\$725,000</b>	<b>\$767,500</b>	<b>6%</b>	<b>\$687,500</b>	<b>\$552,500</b>	<b>-20%</b>	<b>\$290,000</b>	<b>n/a</b>	<b>n/a</b>
Carbondale - Garfield County	\$815,000	\$970,000	19%	\$437,000	\$377,500	-14%	\$140,000	\$175,000	25%
Carbondale - Pitkin County	\$600,000	\$0	n/a	\$0	\$0	n/a	\$0	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$800,000</b>	<b>\$970,000</b>	<b>21%</b>	<b>\$437,000</b>	<b>\$377,500</b>	<b>-14%</b>	<b>\$140,000</b>	<b>\$175,000</b>	<b>25%</b>
<b>Gross Median:</b>	<b>\$825,000</b>	<b>\$970,000</b>	<b>18%</b>	<b>\$520,000</b>	<b>\$547,000</b>	<b>5%</b>	<b>\$150,000</b>	<b>\$185,000</b>	<b>23%</b>

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