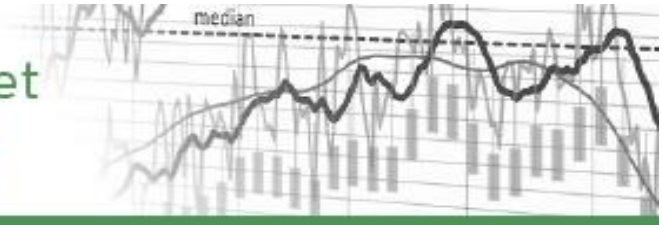
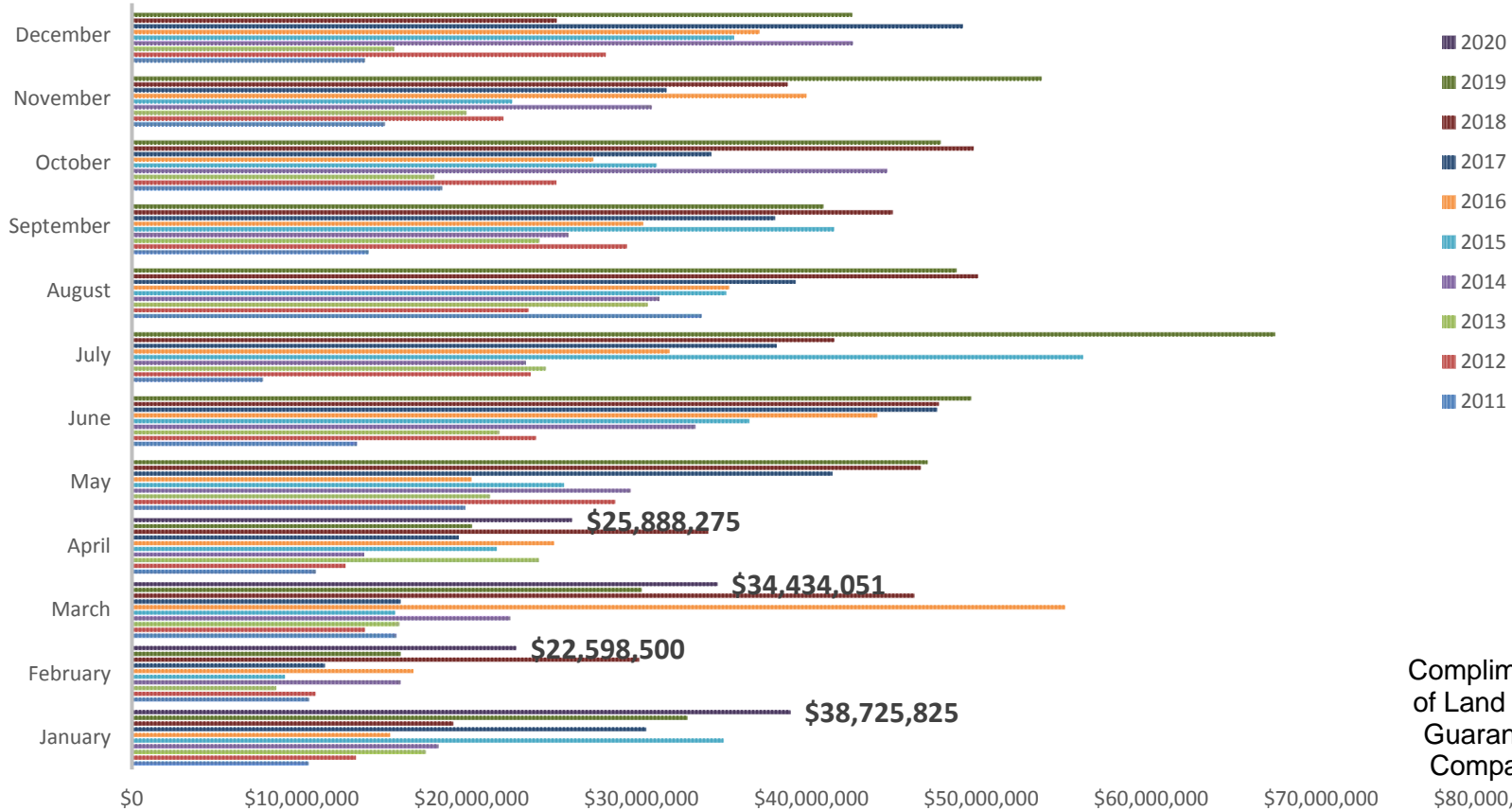




# MidValley County Market ANALYSIS



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



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# Historical Gross Volume

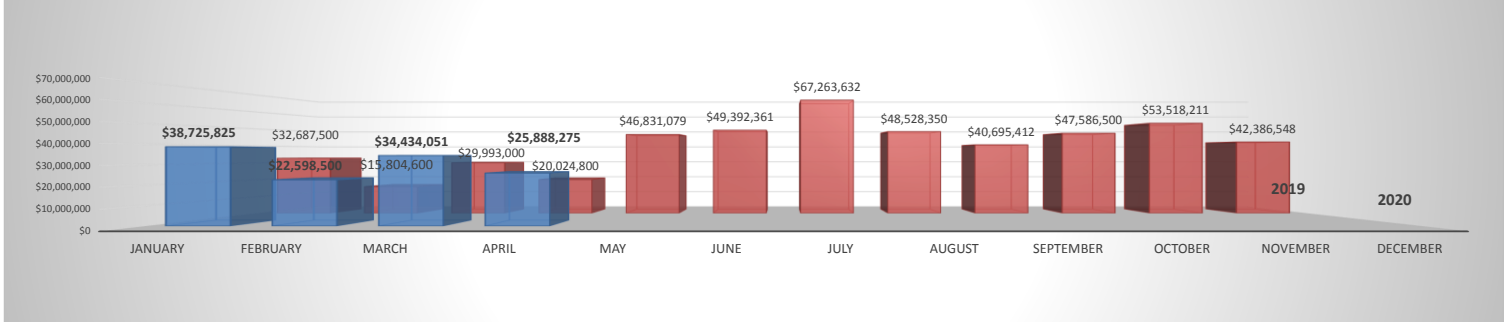
## Month to Month Comparison \$ Volume

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	\$25,888,275	29.28%
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	\$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>\$47,193,235</b>	<b>\$50,239,416</b>	<b>\$65,397,935</b>	<b>\$69,786,190</b>	<b>\$80,776,900</b>	<b>\$111,458,599</b>	<b>\$76,664,553</b>	<b>\$128,674,950</b>	<b>\$98,509,900</b>	<b>\$121,646,651</b>	<b>23.49%</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>\$121,646,651</b>	<b>-75.41%</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	28	-20.00%
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>89</b>	<b>121</b>	<b>125</b>	<b>119</b>	<b>125</b>	<b>154</b>	<b>125</b>	<b>174</b>	<b>131</b>	<b>139</b>	<b>6.11%</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>139</b>	<b>-76.99%</b>

## Current Month to Month



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# Market Analysis: MidValley Area

April 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	\$5,639,675	21.78%	7	25.00%	\$805,668	\$750,000	\$859,113	\$785,000	\$469
Basalt - Pitkin County	\$1,950,000	7.53%	1	3.57%	\$1,950,000	n/a	\$1,950,000	n/a	\$446
<b>TOTAL BASALT:</b>	<b>\$7,589,675</b>	<b>29.32%</b>	<b>8</b>	<b>28.57%</b>	<b>\$948,709</b>	<b>\$785,000</b>	<b>\$1,014,954</b>	<b>\$820,000</b>	<b>\$466</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$4,465,000	17.25%	6	21.43%	\$744,167	\$716,500	\$744,167	\$716,500	\$355
<b>TOTAL EL JEBEL:</b>	<b>\$4,465,000</b>	<b>17.25%</b>	<b>6</b>	<b>21.43%</b>	<b>\$744,167</b>	<b>\$716,500</b>	<b>\$744,167</b>	<b>\$716,500</b>	<b>\$355</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$13,833,600	53.44%	14	50.00%	\$988,114	\$975,000	\$1,381,200	\$1,250,800	\$367
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$13,833,600</b>	<b>53.44%</b>	<b>14</b>	<b>50.00%</b>	<b>\$988,114</b>	<b>\$975,000</b>	<b>\$1,381,200</b>	<b>\$1,250,800</b>	<b>\$367</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$25,888,275</b>	<b>100.00%</b>	<b>28</b>	<b>100.00%</b>	<b>\$924,581</b>	<b>\$750,000</b>	<b>\$1,132,599</b>	<b>\$1,112,500</b>	<b>\$397</b>
<b>(NEW UNIT SALES)</b>	<b>\$4,621,600</b>	<b>17.85%</b>	<b>3</b>	<b>2.16%</b>	<b>\$1,540,533</b>	<b>\$1,495,000</b>	<b>\$1,540,533</b>	<b>\$1,495,000</b>	<b>\$445</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	\$22,393,700	18.41%	28	20.14%	\$799,775	\$690,000	\$827,803	\$725,000	\$398
Basalt - Pitkin County	\$19,716,500	16.21%	9	6.47%	\$2,190,722	\$1,805,000	\$1,471,300	\$1,051,000	\$411
<b>TOTAL BASALT:</b>	<b>\$42,110,200</b>	<b>34.62%</b>	<b>37</b>	<b>26.62%</b>	<b>\$1,138,114</b>	<b>\$750,000</b>	<b>\$946,969</b>	<b>\$820,000</b>	<b>\$400</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$18,371,751	15.10%	24	17.27%	\$765,490	\$740,000	\$790,989	\$740,000	\$417
<b>TOTAL EL JEBEL:</b>	<b>\$18,371,751</b>	<b>15.10%</b>	<b>24</b>	<b>17.27%</b>	<b>\$765,490</b>	<b>\$740,000</b>	<b>\$790,989</b>	<b>\$740,000</b>	<b>\$417</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$61,039,700	50.18%	77	55.40%	\$792,723	\$750,000	\$913,613	\$911,500	\$330
Carbondale - Pitkin County	\$125,000	0.10%	1	0.72%	\$125,000	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$61,164,700</b>	<b>50.28%</b>	<b>78</b>	<b>56.12%</b>	<b>\$784,163</b>	<b>\$742,500</b>	<b>\$913,613</b>	<b>\$911,500</b>	<b>\$330</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$121,646,651</b>	<b>100.00%</b>	<b>139</b>	<b>100.00%</b>	<b>\$875,156</b>	<b>\$750,000</b>	<b>\$908,793</b>	<b>\$820,000</b>	<b>\$366</b>
<b>(NEW UNIT SALES)</b>	<b>\$14,834,051</b>	<b>12.19%</b>	<b>13</b>	<b>9.35%</b>	<b>\$1,141,081</b>	<b>\$1,170,000</b>	<b>\$1,141,081</b>	<b>\$1,170,000</b>	<b>\$429</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	\$1,032,778	-4%	\$599,087	\$685,898	14%	\$453,393	\$700,000	54%
Basalt - Pitkin County	\$1,354,654	\$1,471,300	9%	\$520,194	\$0	n/a	\$453,393	\$1,102,500	143%
<b>ALL BASALT</b>	<b>\$1,217,148</b>	<b>\$1,189,393</b>	<b>-2%</b>	<b>\$569,502</b>	<b>\$685,898</b>	<b>20%</b>	<b>\$379,917</b>	<b>\$968,333</b>	<b>155%</b>
El Jebel	\$939,516	\$827,557	-12%	\$748,062	\$712,629	-5%	\$270,571	\$185,000	-32%
<b>ALL ELJEBEL</b>	<b>\$939,516</b>	<b>\$827,557</b>	<b>-12%</b>	<b>\$748,062</b>	<b>\$712,629</b>	<b>-5%</b>	<b>\$270,571</b>	<b>\$185,000</b>	<b>-32%</b>
Carbondale - Garfield County	\$933,456	\$1,040,057	11%	\$464,262	\$407,836	-12%	\$178,402	\$238,800	34%
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>\$1,040,057</b>	<b>11%</b>	<b>\$464,262</b>	<b>\$407,836</b>	<b>-12%</b>	<b>\$178,402</b>	<b>\$231,688</b>	<b>30%</b>
<b>Gross Mean:</b>	<b>\$999,718</b>	<b>\$1,025,032</b>	<b>3%</b>	<b>\$578,190</b>	<b>\$593,267</b>	<b>3%</b>	<b>\$205,898</b>	<b>\$339,850</b>	<b>65%</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	\$1,063,000	10%	\$549,000	\$605,000	10%	\$232,750	n/a	n/a
Basalt - Pitkin County	\$917,000	\$1,051,000	15%	\$480,000	\$0	n/a	\$305,000	\$0	n/a
<b>ALL BASALT</b>	<b>\$945,000</b>	<b>\$1,051,000</b>	<b>11%</b>	<b>\$546,500</b>	<b>\$605,000</b>	<b>11%</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	\$1,003,300	23%	\$437,000	\$370,000	-15%	\$140,000	\$164,000	17%
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>\$1,003,300</b>	<b>25%</b>	<b>\$437,000</b>	<b>\$370,000</b>	<b>-15%</b>	<b>\$140,000</b>	<b>\$162,000</b>	<b>16%</b>
<b>Gross Median:</b>	<b>\$825,000</b>	<b>\$981,600</b>	<b>19%</b>	<b>\$520,000</b>	<b>\$527,500</b>	<b>1%</b>	<b>\$150,000</b>	<b>\$175,000</b>	<b>17%</b>

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