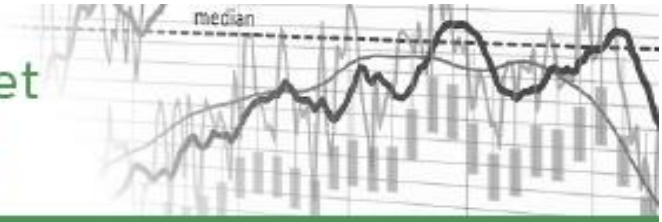
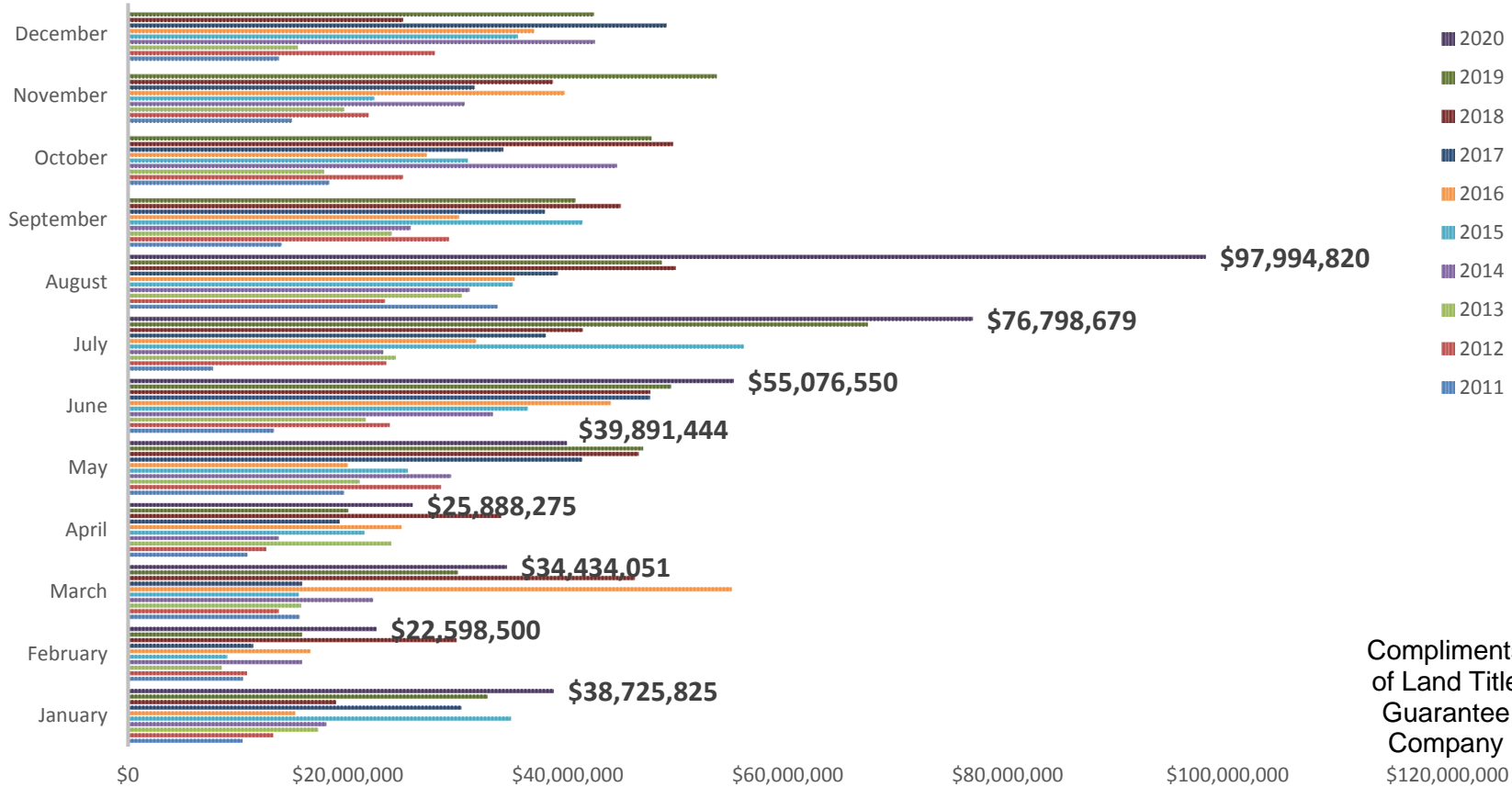




MidValley County Market ANALYSIS



HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2020



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\$120,000,000



Historical Gross Volume

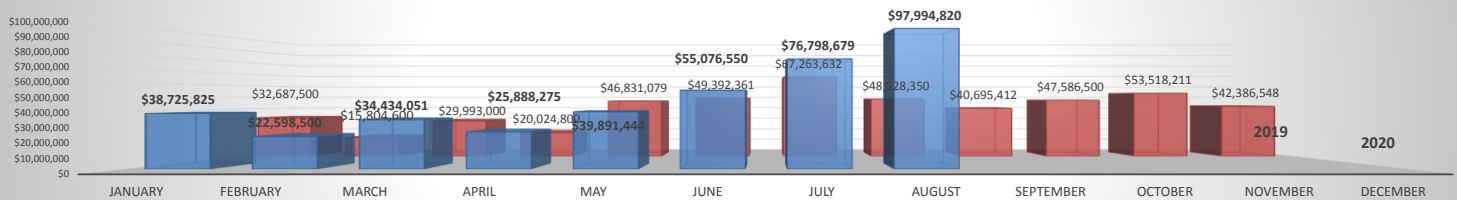
Month to Month Comparison \$ Volume

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	\$39,891,444	-14.82%
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	\$55,076,550	11.51%
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	\$76,798,679	14.18%
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	\$97,994,820	101.93%
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%
YTD. Totals	\$121,253,135	\$149,225,594	\$162,709,343	\$186,540,220	\$233,473,695	\$242,041,573	\$242,278,210	\$313,603,676	\$310,525,322	\$391,408,144	26.05%
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	\$494,711,993	\$391,408,144	-20.88%

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	32	-50.77%
June	31	44	39	48	56	66	60	71	61	72	18.03%
July	25	44	58	49	74	48	57	45	66	82	24.24%
August	45	40	57	49	65	61	56	63	49	83	69.39%
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%
YTD. Totals	222	299	322	310	367	362	360	406	372	408	9.68%
Annual Totals	335	495	475	517	577	570	579	601	604	408	-32.45%

Current Month to Month



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Market Analysis: MidValley Area

August 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
Basalt									
Basalt - Eagle County	\$14,505,820	14.80%	11	13.25%	\$1,318,711	\$1,008,000	\$1,338,550	\$953,500	\$556
Basalt - Pitkin County	\$14,625,000	14.92%	8	9.64%	\$1,828,125	\$892,000	\$4,992,000	n/a	\$781
TOTAL BASALT:	\$29,130,820	29.73%	19	22.89%	\$1,533,201	\$1,008,000	\$1,947,458	\$953,500	\$594
El Jebel									
El Jebel - Eagle County	\$20,799,000	21.22%	19	22.89%	\$1,094,684	\$770,000	\$1,222,600	\$770,000	\$456
TOTAL EL JEBEL:	\$20,799,000	21.22%	19	22.89%	\$1,094,684	\$770,000	\$1,222,600	\$770,000	\$456
Carbondale									
Carbondale - Garfield County	\$45,773,000	46.71%	42	50.60%	\$1,089,833	\$776,500	\$1,487,414	\$1,050,000	\$366
Carbondale - Pitkin County	\$2,292,000	2.34%	3	3.61%	\$764,000	\$577,000	\$963,500	n/a	\$338
TOTAL CARBONDALE:	\$48,065,000	49.05%	45	54.22%	\$1,068,111	\$773,000	\$1,453,613	\$1,050,000	\$364
MIDVALLEY TOTALS:	\$97,994,820	100.00%	83	100.00%	\$1,180,660	\$800,000	\$1,536,653	\$950,000	\$437
(NEW UNIT SALES)	\$6,997,000	7.14%	5	1.23%	\$1,399,400	\$1,500,000	\$1,399,400	\$1,500,000	\$581

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
Basalt									
Basalt - Eagle County	\$65,427,568	16.72%	73	17.89%	\$896,268	\$700,000	\$941,024	\$750,000	\$470
Basalt - Pitkin County	\$44,538,500	11.38%	31	7.60%	\$1,436,726	\$860,000	\$1,463,611	\$880,000	\$447
TOTAL BASALT:	\$109,966,068	28.09%	104	25.49%	\$1,057,366	\$750,000	\$1,064,795	\$756,500	\$465
El Jebel									
El Jebel - Eagle County	\$64,055,676	16.37%	68	16.67%	\$941,995	\$727,500	\$998,521	\$750,000	\$418
TOTAL EL JEBEL:	\$64,055,676	16.37%	68	16.67%	\$941,995	\$727,500	\$998,521	\$750,000	\$418
Carbondale									
Carbondale - Garfield County	\$209,910,400	53.63%	225	55.15%	\$932,935	\$700,000	\$1,088,650	\$927,500	\$352
Carbondale - Pitkin County	\$7,476,000	1.91%	11	2.70%	\$679,636	\$595,000	\$776,222	\$619,000	\$312
TOTAL CARBONDALE:	\$217,386,400	55.54%	236	57.84%	\$921,129	\$672,500	\$1,072,012	\$911,500	\$350
MIDVALLEY TOTALS:	\$391,408,144	100.00%	408	100.00%	\$959,334	\$700,000	\$1,062,348	\$820,000	\$392
(NEW UNIT SALES)	\$35,353,051	9.03%	29	7.11%	\$1,219,071	\$1,170,000	\$1,219,071	\$1,170,000	\$464

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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	\$1,096,070	2%	\$599,087	\$750,198	25%	\$453,393	\$556,350	23%
Basalt - Pitkin County	\$1,354,654	\$1,865,385	38%	\$520,194	\$419,000	-19%	\$453,393	\$982,500	117%
ALL BASALT	\$1,217,148	\$1,318,317	8%	\$569,502	\$696,779	22%	\$379,917	\$745,750	96%
El Jebel	\$939,516	\$1,129,586	20%	\$748,062	\$736,389	-2%	\$270,571	\$662,222	145%
ALL ELJEBEL	\$939,516	\$1,129,586	20%	\$748,062	\$736,389	-2%	\$270,571	\$662,222	145%
Carbondale - Garfield County	\$933,456	\$1,222,395	31%	\$464,262	\$532,097	15%	\$178,402	\$203,662	14%
Carbondale - Pitkin County	\$917,218	\$776,222	-15%	\$0	\$0	0%	\$0	\$245,000	n/a
ALL CARBONDALE	\$933,864	\$1,193,297	28%	\$464,262	\$532,097	15%	\$178,402	\$205,112	15%
Gross Mean:	\$999,718	\$1,207,799	21%	\$578,190	\$643,044	11%	\$205,898	\$324,842	58%

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	\$899,000	-7%	\$549,000	\$612,500	12%	\$232,750	\$151,750	-35%
Basalt - Pitkin County	\$917,000	\$1,051,000	15%	\$480,000	\$415,000	-14%	\$305,000	\$902,500	196%
ALL BASALT	\$945,000	\$879,500	-7%	\$546,500	\$550,000	1%	\$270,000	\$305,000	13%
El Jebel	\$725,000	\$781,750	8%	\$687,500	\$530,000	-23%	\$290,000	\$240,000	-17%
ALL ELJEBEL	\$725,000	\$781,750	8%	\$687,500	\$530,000	-23%	\$290,000	\$240,000	-17%
Carbondale - Garfield County	\$815,000	\$1,050,000	29%	\$437,000	\$442,500	1%	\$140,000	\$170,000	21%
Carbondale - Pitkin County	\$600,000	\$619,000	3%	\$0	\$0	n/a	\$0	\$0	n/a
ALL CARBONDALE	\$800,000	\$1,032,500	29%	\$437,000	\$440,000	1%	\$140,000	\$170,000	21%
Gross Median:	\$825,000	\$963,600	17%	\$520,000	\$515,000	-1%	\$150,000	\$175,000	17%

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