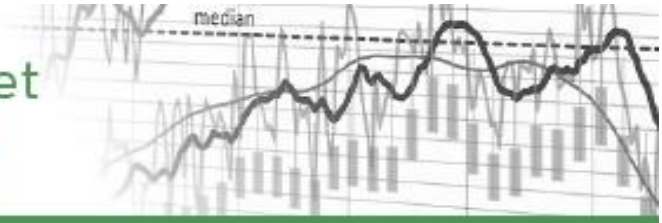
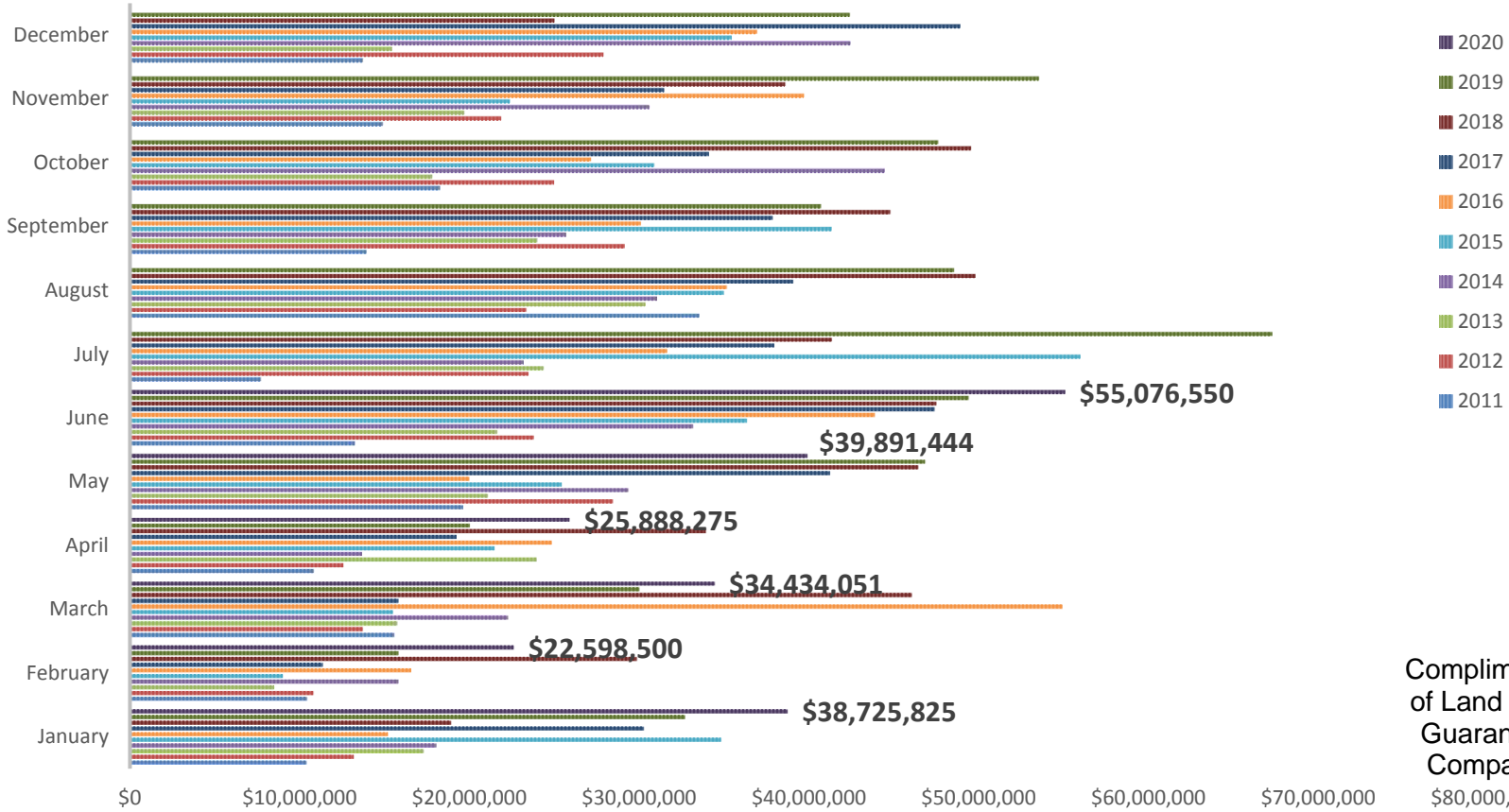




MidValley County Market ANALYSIS



HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2020



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Historical Gross Volume

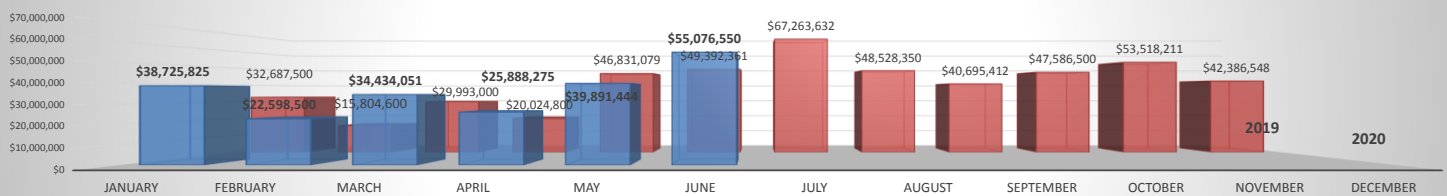
Month to Month Comparison \$ Volume

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	\$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		-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%
YTD. Totals	\$80,041,135	\$102,437,643	\$108,044,809	\$132,308,680	\$142,523,700	\$175,284,073	\$165,288,210	\$222,529,862	\$194,733,340	\$216,614,645	11.24%
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	\$216,614,645	-56.21%

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		-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%
YTD. Totals	152	215	207	212	228	253	247	298	257	243	-5.45%
Annual Totals	335	495	475	517	577	570	579	601	604	243	-59.77%

Current Month to Month



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Commercial Sales Detail

Commercial Sales Report: January 1st, 2020 through June 30th, 2020: Q2. 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 FILING NO 3 LOT B2	RETAIL	N/A	1/17/2020	160 ROBINSON STREET
R064997					0.3940	\$ 785,000.00	WILLITS TOWN CENTER PUD BLK 8	COMMVACANT	N/A	2/3/2020	N/A
R050667			1991	1861	0.1370	\$ 400,000.00	MID-VALLEY DESIGN CENTER CONDO UNIT 4	RETAIL	\$ 214.94	3/31/2020	20 SUNSET DR
R057457			2004	504	0.0230	\$ 217,500.00	RIVERWALK AT THE FRYING PAN CONDO UNIT 102 BLDG 2	OFFICE	\$ 431.55	3/2/2020	231 MIDLAND AVE
R025611			1982	690	0.0340	\$ 170,000.00	FRYING PAN INN CONDO UNIT 6 BLDG 2	RETAIL	\$ 246.38	3/12/2020	175 MIDLAND AVE
R084428-4432			2008	5120		\$ 2,000,000.00	311 MAIN STREET CONDO Unit 101,102,202,203	OFFICE	\$ 390.63	1/31/2020	311 MAIN STREET
R008636	2.00	2002	1488			\$ 224,000.00	LINES PLAZA II CONDO Unit 111	RETAIL	\$ 150.54	1/27/2020	111 VILLAGE LN
R341198	1.00	1964	1844	0.1100		\$ 950,000.00	LAPPALA MAIN STREET SUB Lot C	OFFICE	\$ 515.18	3/9/2020	647 MAIN ST
R060706	1	1.00	2008	950	0.0180	\$ 485,000.00	WILLITS BEND CONDO UNIT 413	LIVEWORK	\$ 510.53	4/2/2020	28 WIDGET ST
R067294					0.1160	\$ 1,336,080.00	WILLITS TOWN CENTER FILING NO 3 LOT B3	COMMVACANT	N/A	5/5/2020	190 ROBINSON STREET
R059743			2004	438	0.0230	\$ 125,000.00	RIVERWALK AT THE FRYING PAN LOT 105 BLK 2	OFFICE	\$ 285.39	6/29/2020	N/A
R058908			2003	849	0.0440	\$ 395,000.00	ALPINE BANK BUILDING CONDO UNIT 202B	OFFICE	\$ 465.25	6/16/2020	711 E VALLEY RD
R055063	0.50	2002	873	0.0420		\$ 303,000.00	RIVERWALK AT THE FRYING PAN LOT 17A	OFFICE	\$ 347.08	6/26/2020	227 MIDLAND AVE
R067490					0.6190	\$ 1,700,000.00	WILLITS TOWN CENTER FILING NO 11 LOT 8	COMMVACANT	N/A	6/2/2020	N/A
R340320			1936	512	0.0574	\$ 410,000.00	ORIGINAL TWNSTE CARBONDALE Lot 5 Block 9	OFFICE	\$ 800.78	4/27/2020	234 MAIN ST
R340867	1.00	63 & 20	9040	0.9300		\$ 1,775,000.00	M&B: Section: 33 Township: 75 Range: 88W	WHSE	\$ 196.35	4/15/2020	890 133 HWY
009556-R009559					1.5611	\$ 200,000.00	RIVER VALLEY RANCH PHASE 8 Lot 4-7 Block V	DEVELOP	N/A	4/15/2020	PERRY RIDGE
R090132			1974		9.3400	\$ 9,500,000.00	M&B: Section: 28 Township: 75 Range: 88W	MH PARK	N/A	5/29/2020	171 133 HWY
R016595			1996	719		\$ 275,000.00	ROARING RIVER LODGES Unit 50 BLDG D	OFFICE/RETAIL	\$ 382.48	5/1/2020	23400 TWO RIVERS ROAD

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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

June 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	\$11,360,850	20.63%	15	20.83%	\$757,390	\$695,000	\$825,555	\$700,000	\$443
Basalt - Pitkin County	\$3,635,000	6.60%	5	6.94%	\$727,000	\$515,000	\$727,000	\$515,000	\$398
TOTAL BASALT:	\$14,995,850	27.23%	20	27.78%	\$749,793	\$680,000	\$794,756	\$697,500	\$429
El Jebel									
El Jebel - Eagle County	\$4,773,000	8.67%	9	12.50%	\$530,333	\$489,000	\$782,600	\$529,000	\$399
TOTAL EL JEBEL:	\$4,773,000	8.67%	9	12.50%	\$530,333	\$489,000	\$782,600	\$529,000	\$399
Carbondale									
Carbondale - Garfield County	\$34,037,700	61.80%	41	56.94%	\$830,188	\$756,000	\$1,005,416	\$927,500	\$380
Carbondale - Pitkin County	\$1,270,000	2.31%	2	2.78%	\$635,000	n/a	\$635,000	n/a	\$288
TOTAL CARBONDALE:	\$35,307,700	64.11%	43	59.72%	\$821,109	\$675,000	\$983,626	\$914,000	\$375
MIDVALLEY TOTALS:	\$55,076,550	100.00%	72	100.00%	\$764,952	\$635,400	\$916,493	\$756,000	\$393
(NEW UNIT SALES)	\$11,032,000	20.03%	9	3.70%	\$1,225,778	\$1,165,000	\$1,225,778	\$1,165,000	\$443

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	\$40,364,494	18.63%	49	20.16%	\$823,765	\$695,000	\$857,017	\$700,000	\$427
Basalt - Pitkin County	\$24,021,500	11.09%	16	6.58%	\$1,501,344	\$962,500	\$1,035,136	\$900,000	\$403
TOTAL BASALT:	\$64,385,994	29.72%	65	26.75%	\$990,554	\$700,000	\$897,003	\$700,000	\$422
El Jebel									
El Jebel - Eagle County	\$32,004,751	14.77%	36	14.81%	\$889,021	\$686,500	\$942,233	\$730,000	\$408
TOTAL EL JEBEL:	\$32,004,751	14.77%	36	14.81%	\$889,021	\$686,500	\$942,233	\$730,000	\$408
Carbondale									
Carbondale - Garfield County	\$116,758,900	53.90%	137	56.38%	\$852,255	\$735,000	\$930,629	\$903,000	\$348
Carbondale - Pitkin County	\$3,465,000	1.60%	5	2.06%	\$693,000	\$675,000	\$835,000	\$732,500	\$312
TOTAL CARBONDALE:	\$120,223,900	55.50%	142	58.44%	\$846,647	\$717,500	\$926,986	\$897,500	\$346
MIDVALLEY TOTALS:	\$216,614,645	100.00%	243	100.00%	\$891,418	\$700,000	\$919,579	\$790,000	\$376
(NEW UNIT SALES)	\$25,866,051	11.94%	22	9.05%	\$1,175,730	\$1,167,500	\$1,175,730	\$1,167,500	\$435

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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	\$997,861	-7%	\$599,087	\$730,257	22%	\$453,393	\$425,875	-6%
Basalt - Pitkin County	\$1,354,654	\$1,386,643	2%	\$520,194	\$420,000	-19%	\$453,393	\$1,102,500	143%
ALL BASALT	\$1,217,148	\$1,106,720	-9%	\$569,502	\$678,547	19%	\$379,917	\$764,188	101%
El Jebel	\$939,516	\$1,076,966	15%	\$748,062	\$686,240	-8%	\$270,571	\$700,000	159%
ALL ELJEBEL	\$939,516	\$1,076,966	15%	\$748,062	\$686,240	-8%	\$270,571	\$700,000	159%
Carbondale - Garfield County	\$933,456	\$1,023,244	10%	\$464,262	\$473,000	2%	\$178,402	\$216,300	21%
Carbondale - Pitkin County	\$917,218	\$835,000	-9%	\$0	\$0	0%	\$0	\$125,000	n/a
ALL CARBONDALE	\$933,864	\$1,014,688	9%	\$464,262	\$473,000	2%	\$178,402	\$213,152	19%
Gross Mean:	\$999,718	\$1,041,082	4%	\$578,190	\$611,540	6%	\$205,898	\$335,214	63%

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	\$900,000	-7%	\$549,000	\$590,000	7%	\$232,750	n/a	n/a
Basalt - Pitkin County	\$917,000	\$1,051,000	15%	\$480,000	\$432,500	-10%	\$305,000	\$0	n/a
ALL BASALT	\$945,000	\$870,000	-8%	\$546,500	\$548,500	0%	\$270,000	\$425,875	58%
El Jebel	\$725,000	\$767,500	6%	\$687,500	\$541,250	-21%	\$290,000	\$165,000	-43%
ALL ELJEBEL	\$725,000	\$767,500	6%	\$687,500	\$541,250	-21%	\$290,000	\$165,000	-43%
Carbondale - Garfield County	\$815,000	\$972,500	19%	\$437,000	\$380,000	-13%	\$140,000	\$162,000	16%
Carbondale - Pitkin County	\$600,000	\$732,500	22%	\$0	\$0	n/a	\$0	\$0	n/a
ALL CARBONDALE	\$800,000	\$966,800	21%	\$437,000	\$385,000	-12%	\$140,000	\$160,000	14%
Gross Median:	\$825,000	\$925,000	12%	\$520,000	\$495,000	-5%	\$150,000	\$164,000	9%

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