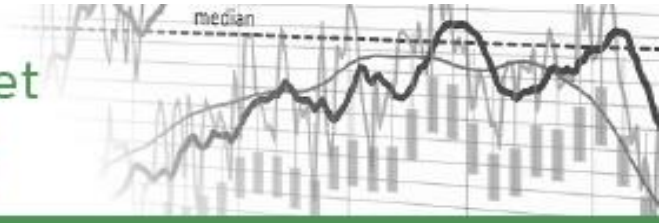
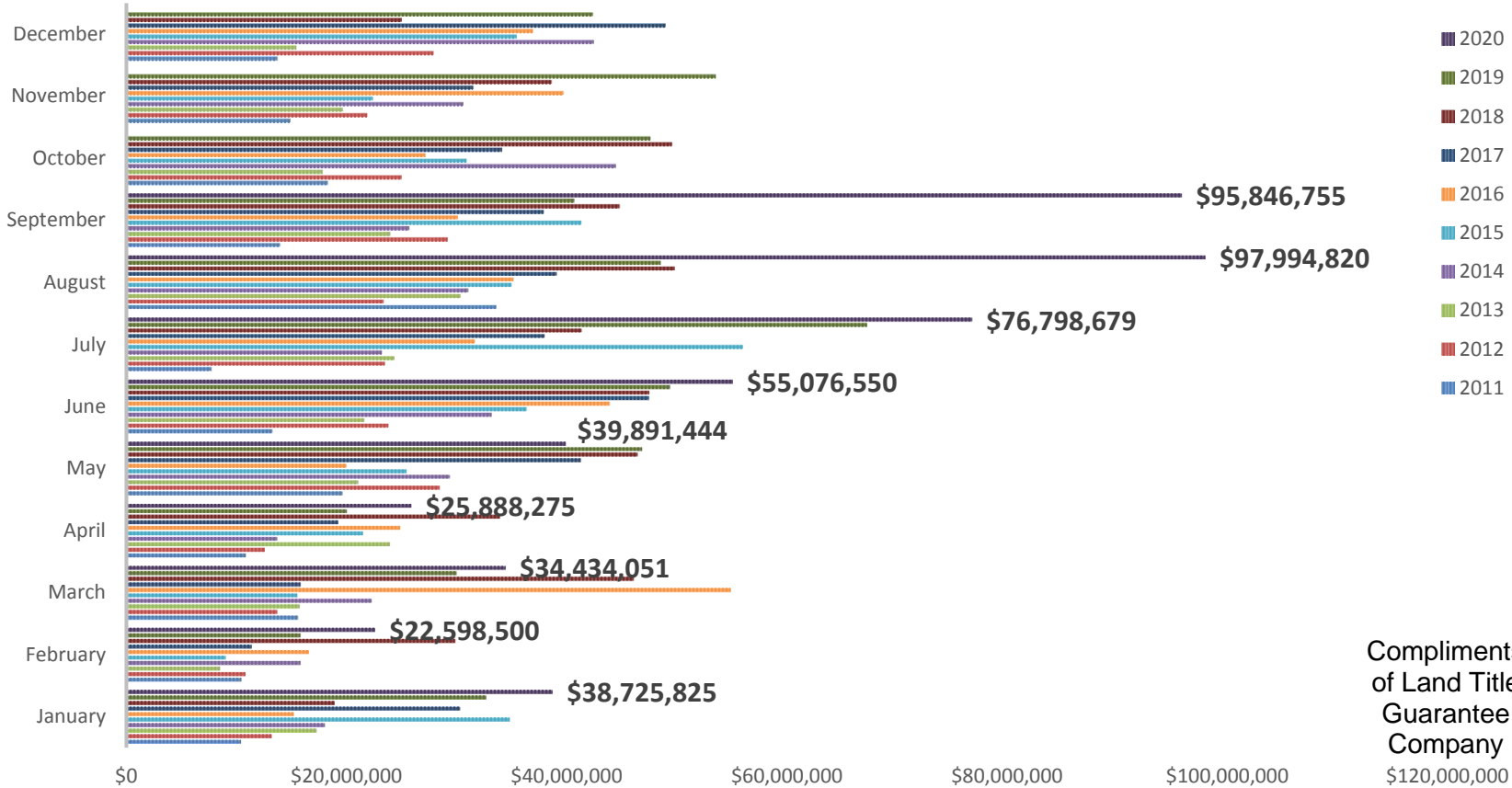




MidValley County Market ANALYSIS



HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2020



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Historical Gross Volume

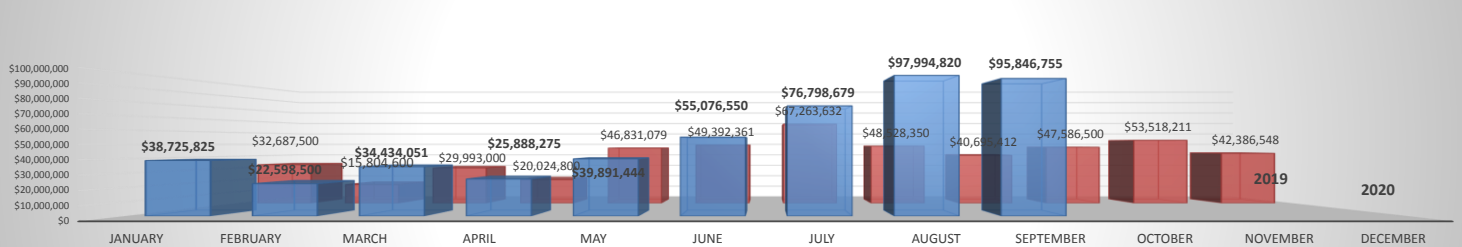
Month to Month Comparison \$ Volume

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	\$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	\$95,846,755	135.52%
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	\$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	\$487,254,899	38.73%
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	\$487,254,899	-1.51%

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	102	96.15%
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	246	352	363	351	426	411	405	459	424	510	20.28%
Annual Totals	335	495	475	517	577	570	579	601	604	510	-15.56%

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
1009556-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
R016588			1996	686		\$ 250,000.00	ROARING RIVER LODGES CONDO Unit 43 BLDG D	RETAIL	\$ 364.43	7/1/2020	23400 TWO RIVERS RD #43
R016391	2	3.00	1009	3207	0.1696	\$ 667,500.00	SOUTHSIDE PUD PHASE I Block 3 Lot 3	LIVEWORK	\$ 208.14	7/15/2020	371 SOUTHSIDE DR
R020474			2006	823		\$ 421,000.00	RESIDENCES AT ROARING FORK CONDO Unit 101	OFFICE/RETAIL	\$ 511.54	8/24/2020	23272 TWO RIVERS RD #101
R015626			1995	445		\$ 95,000.00	RIVERVIEW PLAZA CONO Unit 122	OFFICE/RETAIL	\$ 213.48	8/11/2020	100 ELK RUN DR #122
R013761			1993	5470	0.2875	\$ 1,100,000.00	BASALT BUSINESS CENTER EAST Lot B	OFFICE/RETAIL	\$ 201.10	8/31/2020	216 CODY LN
R013784					1.0690	\$ 1,300,000.00	BASALT BUSINESS CENTER WEST Lot 1	COMMVACANT	N/A	8/7/2020	115 SOUTHSIDE DR
R066723		2017	3114	0.0410		\$ 1,120,320.00	BLOCK SEVEN CONDO UNIT R705 BLDG 7	RETAIL	\$ 359.77	8/4/2020	341 MARKET ST
R067909					0.7790	\$ 2,424,755.00	WILLITS TOWN CENTER PUD BLK 4	COMMVACANT	N/A	9/9/2020	200 ROBINSON STREET
R590165	2	4.00	1995	7600	0.5700	\$ 1,450,000.00	VILLAGE BUSINESS CENTER Lot 45-51	MIXEDUSE	\$ 190.79	9/29/2020	695 BUGGY CIR
R341003			1985	192	0.3000	\$ 649,000.00	VILLAGE BUSINESS CENTER Lot 1-2	CARWASH	N/A	9/30/2020	714 BUGGY CIR
R084103					4.1930	\$ 6,500,000.00	CARBONDALE MARKETPLACE SUB LOT 5A 1ST AMD FNL Lot 5A	COMMVACANT	N/A	9/3/2020	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 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	\$26,163,255	27.30%	22	21.57%	\$1,189,239	\$980,000	\$1,353,941	\$1,220,000	\$471
Basalt - Pitkin County	\$8,860,800	9.24%	11	10.78%	\$805,527	\$600,000	\$892,867	\$645,000	\$487
TOTAL BASALT:	\$35,024,055	36.54%	33	32.35%	\$1,061,335	\$764,000	\$1,194,338	\$885,000	\$477
El Jebel									
El Jebel - Eagle County	\$10,671,000	11.13%	14	13.73%	\$762,214	\$618,000	\$778,833	\$618,000	\$537
TOTAL EL JEBEL:	\$10,671,000	11.13%	14	13.73%	\$762,214	\$618,000	\$778,833	\$618,000	\$537
Carbondale									
Carbondale - Garfield County	\$50,151,700	52.32%	55	53.92%	\$911,849	\$625,000	\$1,203,863	\$916,550	\$427
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
TOTAL CARBONDALE:	\$50,151,700	52.32%	55	53.92%	\$911,849	\$625,000	\$1,203,863	\$916,550	\$427
MIDVALLEY TOTALS:	\$95,846,755	100.00%	102	100.00%	\$939,674	\$649,000	\$1,158,737	\$895,000	\$465
(NEW UNIT SALES)	\$3,526,800	3.68%	3	0.59%	\$1,175,600	\$1,107,800	\$1,209,500	n/a	\$317

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	\$91,590,823	18.80%	95	18.63%	\$964,114	\$750,000	\$1,034,619	\$764,000	\$470
Basalt - Pitkin County	\$53,399,300	10.96%	42	8.24%	\$1,271,412	\$777,500	\$1,273,363	\$860,000	\$460
TOTAL BASALT:	\$144,990,123	29.76%	137	26.86%	\$1,058,322	\$750,000	\$1,097,816	\$782,000	\$468
El Jebel									
El Jebel - Eagle County	\$74,726,676	15.34%	82	16.08%	\$911,301	\$696,000	\$960,314	\$730,000	\$439
TOTAL EL JEBEL:	\$74,726,676	15.34%	82	16.08%	\$911,301	\$696,000	\$960,314	\$730,000	\$439
Carbondale									
Carbondale - Garfield County	\$260,062,100	53.37%	280	54.90%	\$928,793	\$672,500	\$1,106,842	\$927,500	\$364
Carbondale - Pitkin County	\$7,476,000	1.53%	11	2.16%	\$679,636	\$595,000	\$776,222	\$619,000	\$312
TOTAL CARBONDALE:	\$267,538,100	54.91%	291	57.06%	\$919,375	\$670,000	\$1,091,889	\$911,500	\$362
MIDVALLEY TOTALS:	\$487,254,899	100.00%	510	100.00%	\$955,402	\$700,000	\$1,080,161	\$840,000	\$405
(NEW UNIT SALES)	\$38,879,851	7.98%	32	6.27%	\$1,214,995	\$1,167,500	\$1,218,453	\$1,170,000	\$449

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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	\$1,236,518	15%	\$599,087	\$791,151	32%	\$453,393	\$389,250	-14%
Basalt - Pitkin County	\$1,354,654	\$1,628,726	20%	\$520,194	\$429,375	-17%	\$453,393	\$792,500	75%
ALL BASALT	\$1,217,148	\$1,360,718	12%	\$569,502	\$722,241	27%	\$379,917	\$550,550	45%
El Jebel	\$939,516	\$1,122,674	19%	\$748,062	\$749,247	0%	\$270,571	\$726,000	168%
ALL ELJEBEL	\$939,516	\$1,122,674	19%	\$748,062	\$749,247	0%	\$270,571	\$726,000	168%
Carbondale - Garfield County	\$933,456	\$1,250,636	34%	\$464,262	\$550,097	18%	\$178,402	\$216,081	21%
Carbondale - Pitkin County	\$917,218	\$776,222	-15%	\$0	\$0	0%	\$0	\$245,000	n/a
ALL CARBONDALE	\$933,864	\$1,223,951	31%	\$464,262	\$550,097	18%	\$178,402	\$216,813	22%
Gross Mean:	\$999,718	\$1,240,384	24%	\$578,190	\$669,057	16%	\$205,898	\$313,908	52%

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	\$954,000	-1%	\$549,000	\$622,500	13%	\$232,750	\$151,750	-35%
Basalt - Pitkin County	\$917,000	\$1,025,000	12%	\$480,000	\$427,500	-11%	\$305,000	\$452,500	48%
ALL BASALT	\$945,000	\$900,000	-5%	\$546,500	\$548,500	0%	\$270,000	\$232,000	-14%
El Jebel	\$725,000	\$785,000	8%	\$687,500	\$582,500	-15%	\$290,000	\$245,000	-16%
ALL ELJEBEL	\$725,000	\$785,000	8%	\$687,500	\$582,500	-15%	\$290,000	\$245,000	-16%
Carbondale - Garfield County	\$815,000	\$1,050,000	29%	\$437,000	\$462,500	6%	\$140,000	\$171,500	23%
Carbondale - Pitkin County	\$600,000	\$619,000	3%	\$0	\$0	n/a	\$0	\$0	n/a
ALL CARBONDALE	\$800,000	\$1,012,500	27%	\$437,000	\$450,000	3%	\$140,000	\$171,500	23%
Gross Median:	\$825,000	\$972,500	18%	\$520,000	\$515,000	-1%	\$150,000	\$183,000	22%

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