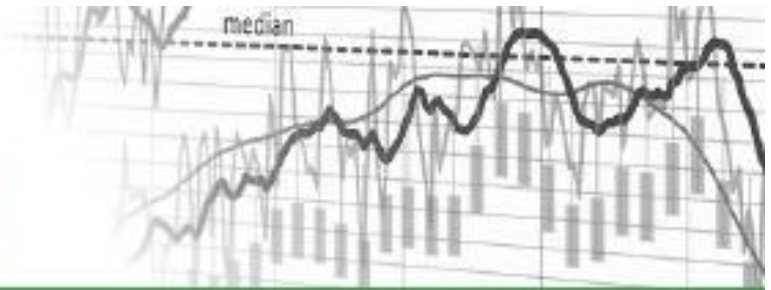
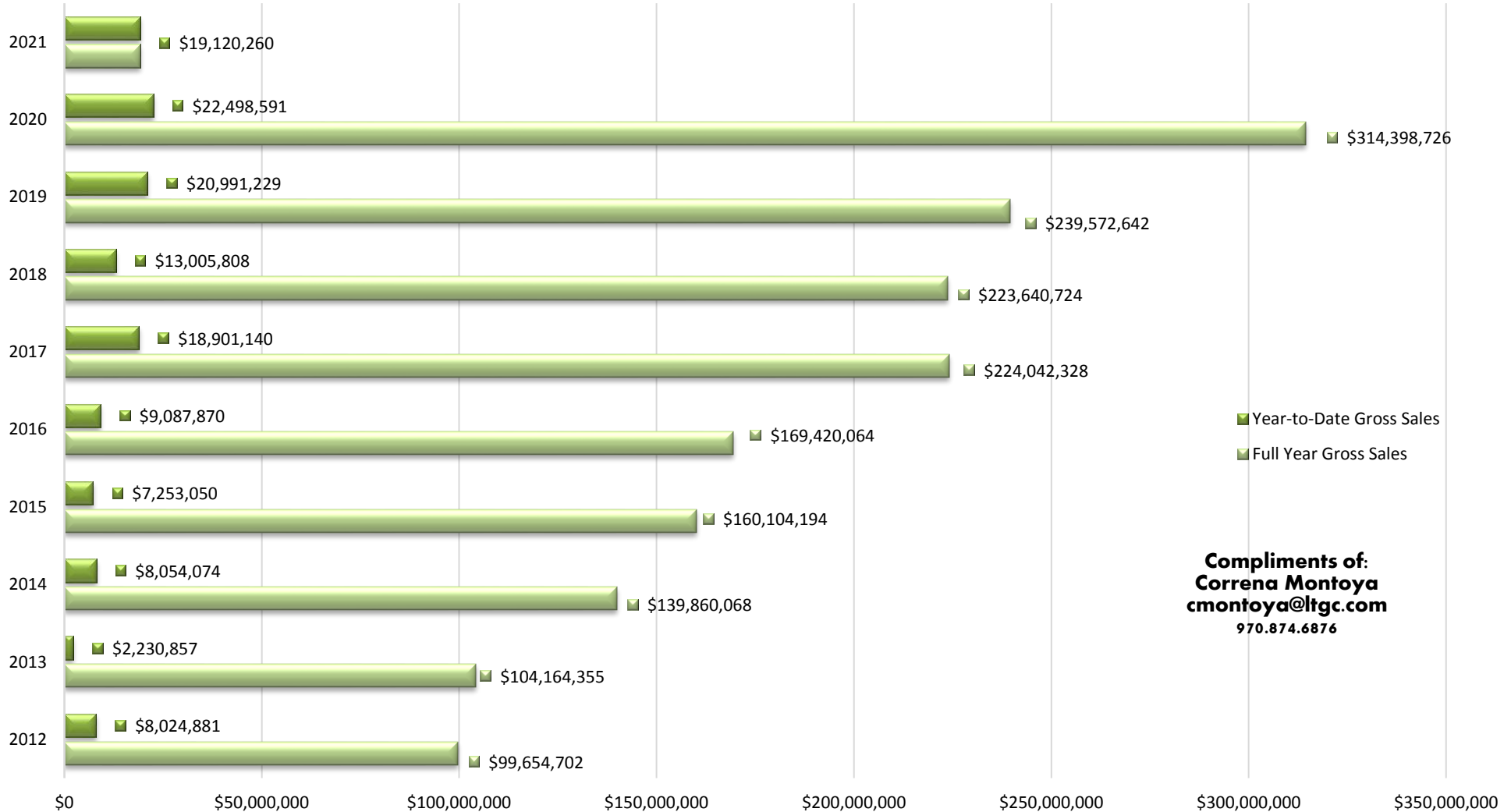




Delta County Market ANALYSIS



Historical Gross Sales Volume 2012 - YTD: 2021



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Historical Gross Volume Sales Analysis

Gross Volume

| Month | Dollar % Change | Dollar Volume 2013 | Dollar Volume % Change | Dollar Volume 2014 | Dollar Volume % Change | Dollar Volume 2015 | Dollar Volume % Change | Dollar Volume 2016 | Dollar Volume % Change | Dollar Volume 2017 | Dollar Volume % Change | Dollar Volume 2018 | Dollar Volume % Change | Dollar Volume 2019 | Dollar Volume % Change | Dollar Volume 2020 | Dollar Volume % Change | Dollar Volume 2021 | Dollar Volume % Change |
|---------------|-----------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|--------------------|------------------------|
| January | 158.00% | \$2,230,857 | -72.20% | \$8,054,074 | 261.03% | \$7,253,050 | -9.95% | \$9,087,870 | 25.30% | \$18,901,140 | 107.98% | \$13,005,808 | -31.19% | \$20,991,229 | 61.40% | \$22,498,591 | 7.18% | \$19,120,260 | -15.02% |
| February | -74.36% | \$5,367,504 | 34.25% | \$5,027,425 | -6.34% | \$6,635,770 | 31.99% | \$5,535,803 | -16.58% | \$9,285,945 | 67.74% | \$11,293,186 | 21.62% | \$12,460,234 | 10.33% | \$11,418,830 | -8.36% | \$11,418,830 | -100.00% |
| March | 93.45% | \$7,711,325 | -29.22% | \$7,302,230 | -5.31% | \$13,753,706 | 88.35% | \$8,812,998 | -35.32% | \$16,640,469 | 88.82% | \$18,801,151 | 12.98% | \$14,030,019 | -25.38% | \$16,836,467 | 20.00% | \$15,214,944 | -100.00% |
| April | 2.07% | \$6,545,494 | -6.64% | \$24,571,897 | 275.40% | \$17,497,037 | -28.79% | \$12,830,456 | -28.67% | \$13,782,320 | 7.42% | \$21,642,462 | 57.03% | \$20,302,303 | -6.19% | \$15,214,944 | -25.06% | \$15,214,944 | -100.00% |
| May | -5.13% | \$12,948,355 | 56.42% | \$12,055,728 | -6.89% | \$14,984,782 | 24.30% | \$16,349,317 | 9.11% | \$19,822,098 | 21.24% | \$20,288,048 | 2.35% | \$24,422,447 | 20.38% | \$11,916,089 | -51.21% | \$11,916,089 | -100.00% |
| June | 13.80% | \$12,460,491 | 71.09% | \$12,380,890 | -0.64% | \$16,953,691 | 36.93% | \$21,229,079 | 25.22% | \$25,054,000 | 18.02% | \$20,906,613 | -16.55% | \$28,152,688 | 34.66% | \$19,465,624 | -30.86% | \$19,465,624 | -100.00% |
| July | -34.58% | \$5,773,561 | -28.50% | \$17,986,325 | 211.53% | \$15,901,930 | -11.59% | \$19,308,356 | 21.42% | \$21,584,392 | 11.79% | \$18,665,132 | -13.52% | \$18,323,113 | -1.83% | \$41,435,167 | 126.14% | \$41,435,167 | -100.00% |
| August | -19.50% | \$9,794,686 | 5.22% | \$10,250,493 | 4.65% | \$14,738,919 | 43.79% | \$15,223,458 | 3.29% | \$22,846,621 | 50.08% | \$24,425,541 | 6.91% | \$21,390,660 | -12.43% | \$32,681,456 | 52.78% | \$32,681,456 | -100.00% |
| September | -11.52% | \$8,974,489 | 8.70% | \$10,009,131 | 11.53% | \$16,655,735 | 66.41% | \$17,301,971 | 3.88% | \$17,385,561 | 0.48% | \$21,433,378 | 23.28% | \$20,059,900 | -6.41% | \$34,440,200 | 71.69% | \$34,440,200 | -100.00% |
| October | -23.80% | \$8,950,532 | 5.92% | \$12,009,400 | 34.18% | \$14,391,672 | 19.84% | \$16,902,293 | 17.44% | \$20,988,614 | 24.18% | \$21,748,246 | 3.62% | \$15,227,964 | -29.98% | \$47,780,076 | 213.77% | \$47,780,076 | -100.00% |
| November | -14.36% | \$10,642,695 | -3.93% | \$10,725,350 | 0.78% | \$11,314,516 | 5.49% | \$13,806,233 | 22.02% | \$11,285,147 | -18.26% | \$15,322,235 | 35.77% | \$28,364,134 | 85.12% | \$28,396,841 | 0.12% | \$28,396,841 | -100.00% |
| December | 58.54% | \$12,764,367 | 41.90% | \$9,487,125 | -25.67% | \$10,023,386 | 5.65% | \$13,032,230 | 30.02% | \$26,466,021 | 103.08% | \$16,108,924 | -39.13% | \$15,847,951 | -1.62% | \$32,314,441 | 103.90% | \$32,314,441 | -100.00% |
| Year to Date: | -92.66% | \$2,230,857 | -72.20% | \$8,054,074 | 261.03% | \$7,253,050 | -9.95% | \$9,087,870 | 25.30% | \$18,901,140 | 107.98% | \$13,005,808 | -31.19% | \$20,991,229 | 61.40% | \$22,498,591 | 7.18% | \$19,120,260 | -15.02% |
| TOTAL | -8.80% | \$104,164,355 | 4.53% | \$139,860,068 | 34.27% | \$160,104,194 | 14.47% | \$169,420,064 | 5.82% | \$224,042,328 | 32.24% | \$223,640,724 | -0.18% | \$239,572,642 | 7.12% | \$314,398,726 | 31.23% | \$19,120,260 | -93.92% |

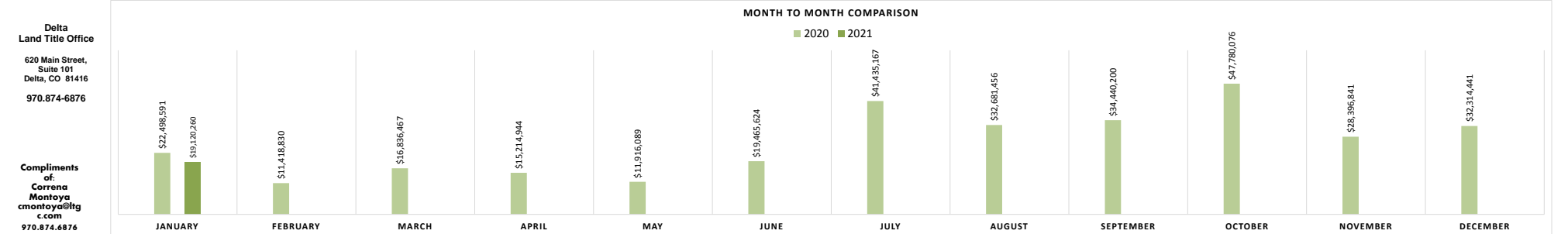
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Number of Transactions

| Month | # Trans % Change | Actual # Transactions 2013 | Actual % Change | # Transactions 2014 | Actual % Change | # Transactions 2015 | Actual % Change | # Transactions 2016 | Transactions % Change | # Transactions 2017 | Transactions % Change | # Transactions 2018 | Transactions % Change | # Transactions 2019 | Transactions % Change | # Transactions 2020 | Transactions % Change | # Transactions 2021 | Transactions % Change |
|---------------|------------------|----------------------------|-----------------|---------------------|-----------------|---------------------|-----------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|---------------------|-----------------------|
| January | 95.65% | 25 | -44.44% | 41 | 64.00% | 41 | 0.00% | 49 | 19.51% | 82 | 67.35% | 68 | -17.07% | 77 | 13.24% | 91 | 18.18% | 83 | -8.79% |
| February | 16.67% | 39 | 11.43% | 31 | -20.51% | 38 | 22.58% | 37 | -2.63% | 49 | 32.43% | 71 | 44.90% | 57 | -19.72% | 53 | -7.02% | 53 | -100.00% |
| March | 72.73% | 58 | 1.75% | 34 | -41.38% | 72 | 111.76% | 57 | -20.83% | 79 | 38.60% | 86 | 8.86% | 66 | -23.26% | 79 | 19.70% | 79 | -100.00% |
| April | 17.95% | 46 | 0.00% | 70 | 52.17% | 80 | 14.29% | 76 | -5.00% | 74 | -2.63% | 102 | 37.84% | 95 | -6.86% | 64 | -32.63% | 64 | -100.00% |
| May | 44.44% | 69 | 32.69% | 69 | 0.00% | 79 | 14.49% | 87 | 10.13% | 107 | 22.99% | 95 | -11.21% | 101 | 6.32% | 56 | -44.55% | 56 | -100.00% |
| June | 35.90% | 67 | 26.42% | 82 | 22.39% | 101 | 23.17% | 100 | -0.99% | 112 | 12.00% | 103 | -8.04% | 122 | 18.45% | 86 | -29.51% | 86 | -100.00% |
| July | -39.71% | 42 | 2.44% | 78 | 85.71% | 74 | -5.13% | 97 | 31.08% | 106 | 9.28% | 87 | -17.92% | 88 | 1.15% | 144 | 63.64% | 144 | -100.00% |
| August | -18.18% | 68 | 25.93% | 56 | -17.65% | 91 | 62.50% | 88 | -3.30% | 103 | 17.05% | 114 | 10.68% | 95 | -16.67% | 112 | 17.89% | 112 | -100.00% |
| September | -15.37% | 52 | -1.92% | 51 | -1.92% | 92 | 80.39% | 79 | -14.13% | 92 | 16.46% | 97 | 5.43% | 85 | -12.37% | 119 | 40.00% | 119 | -100.00% |
| October | 0.00% | 55 | 1.85% | 66 | 20.00% | 85 | 28.79% | 78 | -8.24% | 98 | 25.64% | 91 | -7.14% | 84 | -7.69% | 143 | 70.24% | 143 | -100.00% |
| November | 19.05% | 57 | -24.00% | 61 | 7.02% | 53 | -13.11% | 73 | 37.74% | 62 | -15.07% | 73 | 17.74% | 85 | 16.44% | 103 | 21.18% | 103 | -100.00% |
| December | 16.67% | 48 | -14.29% | 50 | 4.17% | 61 | 22.00% | 61 | 0.00% | 103 | 68.85% | 77 | -25.24% | 68 | -11.69% | 120 | 76.47% | 120 | -100.00% |
| Year to Date: | 10.50% | 626 | 0.81% | 689 | 10.06% | 867 | 25.83% | 882 | 1.73% | 1,067 | 20.98% | 1,064 | -0.28% | 1,023 | -3.85% | 1,170 | 14.37% | 83 | -92.91% |
| TOTAL | 10.50% | 626 | 0.81% | 689 | 10.06% | 867 | 25.83% | 882 | 1.73% | 1,067 | 20.98% | 1,064 | -0.28% | 1,023 | -3.85% | 1,170 | 14.37% | 83 | -92.91% |

This data is reported from the Delta County Clerk & Recorder's office and believed to be accurate but is not guaranteed.

Figures shown reflect arms-length property only and do not include deeds on which a documentary fee was not paid.



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Delta, CO 81416
970.874-6876

Compliments of:
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Market Analysis

January 2021

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 |
|-------------------------|------------------------|----------------|-------------------|-------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|-----------------------------|
| Austin | \$369,000 | 2% | 2 | 2% | \$184,500 | n/a | \$195,000 | n/a | \$100 |
| Cedaredge | \$4,045,550 | 21% | 18 | 22% | \$224,753 | \$146,250 | \$326,175 | \$281,250 | \$177 |
| Cory | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Crawford | \$2,358,000 | 12% | 6 | 7% | \$393,000 | \$397,500 | \$393,000 | \$397,500 | \$204 |
| Delta | \$5,273,796 | 28% | 30 | 36% | \$175,793 | \$177,750 | \$211,783 | \$238,000 | \$144 |
| Eckert | \$240,000 | 1% | 1 | 1% | \$240,000 | n/a | \$240,000 | n/a | \$195 |
| Hotchkiss | \$4,560,514 | 24% | 14 | 17% | \$325,751 | \$215,000 | \$454,957 | \$310,000 | \$285 |
| Lazear | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Orchard City | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Paonia | \$2,013,400 | 774% | 9 | 11% | \$223,711 | \$200,000 | \$280,080 | \$294,500 | \$156 |
| Rural & Out of Area | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Quit Claim Deeds | \$260,000 | 1% | 3 | 4% | \$86,667 | \$8,000 | \$0 | \$0 | \$0 |
| TOTAL | \$19,120,260 | 100% | 83 | 100% | \$235,753 | \$197,500 | \$306,448 | \$266,250 | \$185 |
| (NEW UNIT SALES) | \$1,612,984 | 8% | 5 | 6% | \$322,597 | \$290,250 | \$322,597 | \$292,500 | \$203 |

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed. Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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**Delta
 Land Title Office**

620 Main Street,
 Suite 101
 Delta, CO 81416



Market Analysis

YTD: Jan. 2021

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 |
|-------------------------|------------------------|----------------|-------------------|-------------------|------------------------------|-----------------------------|------------------------------|-----------------------------|-----------------------------|
| Austin | \$369,000 | 2% | 2 | 2% | \$184,500 | n/a | \$195,000 | n/a | \$100 |
| Cedaredge | \$4,045,550 | 21% | 18 | 22% | \$224,753 | \$146,250 | \$326,175 | \$281,250 | \$177 |
| Cory | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Crawford | \$2,358,000 | 12% | 6 | 7% | \$393,000 | \$397,500 | \$393,000 | \$397,500 | \$204 |
| Delta | \$5,273,796 | 28% | 30 | 36% | \$175,793 | \$177,750 | \$211,783 | \$238,000 | \$144 |
| Eckert | \$240,000 | 1% | 1 | 1% | \$240,000 | n/a | \$240,000 | n/a | \$195 |
| Hotchkiss | \$4,560,514 | 24% | 14 | 17% | \$325,751 | \$215,000 | \$454,957 | \$310,000 | \$285 |
| Lazear | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Orchard City | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Paonia | \$2,013,400 | 774% | 9 | 11% | \$223,711 | \$200,000 | \$280,080 | \$294,500 | \$156 |
| Rural & Out of Area | \$0 | 0% | 0 | 0% | \$0 | n/a | n/a | n/a | \$0 |
| Quit Claim Deeds | \$260,000 | 1% | 3 | 4% | \$86,667 | \$8,000 | \$0 | \$0 | \$0 |
| TOTAL | \$19,120,260 | 100% | 83 | 100% | \$235,753 | \$197,500 | \$306,448 | \$266,250 | \$185 |
| (NEW UNIT SALES) | \$1,612,984 | 8% | 5 | 6% | \$322,597 | \$290,250 | \$322,597 | \$292,500 | \$203 |

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed. Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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**Delta
 Land Title Office**
 620 Main Street,
 Suite 101
 Delta, CO 81416
 970.874-6876



Price Point Analysis

January 2021

Improved Residential Summary

| Average Residential Price: | | | \$306,448 |
|----------------------------|----------------|---------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 5 | \$342,000 | 2% |
| 100,001 to 200,000 | 10 | \$1,581,000 | 11% |
| 200,001 to 300,000 | 18 | \$4,730,584 | 32% |
| 300,001 to 400,000 | 4 | \$1,335,000 | 9% |
| 400,001 to 500,000 | 3 | \$1,339,900 | 9% |
| 500,001 to 600,000 | 4 | \$2,126,500 | 14% |
| 600,001 to 700,000 | 3 | \$1,924,530 | 13% |
| 700,001 to 800,000 | 0 | \$0 | 0% |
| 800,001 to 900,000 | 0 | \$0 | 0% |
| 900,001 to 1,000,000 | 0 | \$0 | 0% |
| 1,000,001 to 1,500,000 | 1 | \$1,330,000 | 9% |
| 1,500,001 to 2,000,000 | 0 | \$0 | 0% |
| over \$2 Million | 0 | \$0 | 0% |
| Total: | 48 | \$14,709,514 | 100% |

Volume / Average by Residential Type

| January 2021 | Number Trans. | Total Volume | Average Price |
|------------------------|----------------------|---------------------|----------------------|
| Single Family | 46 | \$14,590,514 | \$317,185 |
| Multi Family | 2 | \$119,000 | \$59,500 |
| Vacant Land | 22 | \$2,429,050 | \$110,411 |
| YTD: 2021 | Number Trans. | Total Volume | Average Price |
| Single Family | 46 | \$14,590,514 | \$317,185 |
| Multi Family | 2 | \$119,000 | \$59,500 |
| Vacant Land | 22 | \$2,429,050 | \$110,411 |
| Full Year: 2020 | Number Trans. | Total Volume | Average Price |
| Single Family | 789 | \$238,238,632 | \$301,950 |
| Multi Family | 3 | \$454,400 | \$151,467 |
| Vacant Land | 238 | \$29,203,699 | \$122,705 |
| Full Year: 2019 | Number Trans. | Total Volume | Average Price |
| Single Family | 669 | \$186,116,350 | \$278,201 |
| Multi Family | 6 | \$747,000 | \$124,500 |
| Vacant Land | 228 | \$23,288,198 | \$102,141 |
| Full Year: 2018 | Number Trans. | Total Volume | Average Price |
| Single Family | 693 | \$167,201,206 | \$241,272 |
| Multi Family | 15 | \$1,840,500 | \$122,700 |
| Vacant Land | 210 | \$23,898,011 | \$113,800 |

Volume / Average by Non-Residential Type

| January 2021 | Number Trans. | Total Volume | Average Price |
|---|----------------------|---------------------|----------------------|
| Commercial Improved | 5 | \$1,220,696 | \$244,139 |
| Commercial Vacant | 3 | \$258,000 | \$86,000 |
| Development Vacant | 0 | \$0 | 0 |
| YTD: 2021 Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 5 | \$1,220,696 | \$244,139 |
| Commercial Vacant | 3 | \$258,000 | \$86,000 |
| Development Vacant | 0 | \$0 | 0 |
| Full Year: 2020 Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 55 | \$24,098,300 | \$438,151 |
| Commercial Vacant | 4 | \$284,000 | \$71,000 |
| Development Vacant | 7 | \$4,590,000 | \$655,714 |
| Full Year: 2019 Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 42 | \$16,538,909 | \$393,784 |
| Commercial Vacant | 5 | \$456,710 | \$91,342 |
| Development Vacant | 5 | \$3,954,844 | \$790,969 |
| Full Year 2018: Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 61 | \$19,922,906 | \$326,605 |
| Commercial Vacant | 3 | \$260,000 | \$86,667 |
| Development Vacant | 0 | \$0 | 0 |

Please note: Calculations are an unofficial tabulation of Delta County records that are believed to be reasonably accurate but are not guaranteed.

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Price Point Analysis

Historical Price Index by Residential Type

| Full Year: 2018 | Number Trans. | Total Volume | Average Price |
|------------------------|----------------------|---------------------|----------------------|
| Single Family | 693 | \$167,201,206 | \$241,272 |
| Multi Family | 15 | \$1,840,500 | \$122,700 |
| Vacant Land | 210 | \$23,898,011 | \$113,800 |
| Full Year: 2017 | Number Trans. | Total Volume | Average Price |
| Single Family | 734 | \$175,301,460 | \$238,830 |
| Multi Family | 9 | \$1,196,500 | \$132,944 |
| Vacant Land | 189 | \$17,993,405 | \$95,203 |
| Full Year: 2016 | Number Trans. | Total Volume | Average Price |
| Single Family | 598 | \$125,136,467 | \$209,258 |
| Multi Family | 6 | \$694,500 | \$115,750 |
| Vacant Land | 136 | \$14,002,204 | \$102,957 |

Historical Commercial Index

| Full Year: 2018 Commercial Summary | Number Trans. | Total Volume | Average Price |
|---|----------------------|---------------------|----------------------|
| Commercial Improved | 61 | \$19,922,906 | \$326,605 |
| Commercial Vacant | 3 | \$260,000 | \$86,667 |
| Development Vacant | 0 | \$0 | 0 |
| Full Year: 2017 Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 47 | \$16,872,809 | \$358,996 |
| Commercial Vacant | 7 | \$353,400 | \$50,486 |
| Development Vacant | 3 | \$4,800,000 | \$1,600,000 |
| Full Year 2016: Commercial Summary | Number Trans. | Total Volume | Average Price |
| Commercial Improved | 51 | \$18,923,150 | \$371,042 |
| Commercial Vacant | 19 | \$1,928,064 | \$101,477 |
| Development Vacant | 1 | \$1,061,000 | \$1,061,000 |

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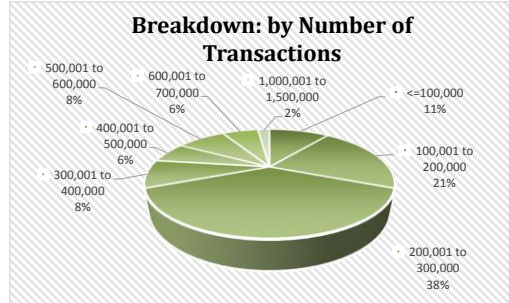
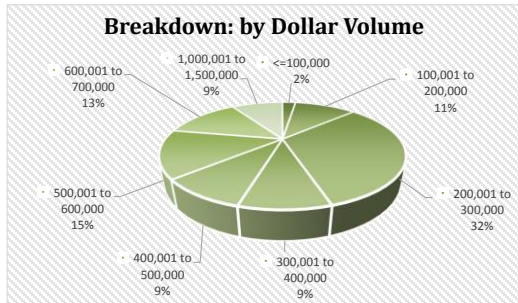


Price Point Analysis

YTD: Jan. 2021

Improved Residential Summary

| Average Residential Price: | | | \$306,448 |
|----------------------------|----------------|---------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 5 | \$342,000 | 2% |
| 100,001 to 200,000 | 10 | \$1,581,000 | 11% |
| 200,001 to 300,000 | 18 | \$4,730,584 | 32% |
| 300,001 to 400,000 | 4 | \$1,335,000 | 9% |
| 400,001 to 500,000 | 3 | \$1,339,900 | 9% |
| 500,001 to 600,000 | 4 | \$2,126,500 | 14% |
| 600,001 to 700,000 | 3 | \$1,924,530 | 13% |
| 700,001 to 800,000 | 0 | \$0 | 0% |
| 800,001 to 900,000 | 0 | \$0 | 0% |
| 900,001 to 1,000,000 | 0 | \$0 | 0% |
| 1,000,001 to 1,500,000 | 1 | \$1,330,000 | 9% |
| 1,500,001 to 2,000,000 | 0 | \$0 | 0% |
| over \$ 2 Million | 0 | \$0 | 0% |
| Total: | 48 | \$14,709,514 | 100% |



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Full Year: 2020

Improved Residential Summary

| Average Residential Price: | | | \$301,380 |
|----------------------------|----------------|----------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 26 | \$1,979,176 | 1% |
| 100,001 to 200,000 | 173 | \$28,221,892 | 12% |
| 200,001 to 300,000 | 298 | \$74,990,260 | 31% |
| 300,001 to 400,000 | 151 | \$52,376,474 | 22% |
| 400,001 to 500,000 | 70 | \$31,242,395 | 13% |
| 500,001 to 600,000 | 38 | \$20,842,800 | 9% |
| 600,001 to 700,000 | 13 | \$8,466,500 | 4% |
| 700,001 to 800,000 | 8 | \$5,903,080 | 2% |
| 800,001 to 900,000 | 8 | \$6,753,456 | 3% |
| 900,001 to 1,000,000 | 3 | \$2,862,000 | 1% |
| 1,000,001 to 1,500,000 | 4 | \$5,055,000 | 2% |
| 1,500,001 to 2,000,000 | 0 | \$0 | 0% |
| over \$ 2 Million | 0 | \$0 | 0% |
| Total: | 792 | \$238,693,032 | 100% |

Full Year: 2019

Improved Residential Summary

| Average Residential Price: | | | \$276,835 |
|----------------------------|----------------|----------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 33 | \$2,308,450 | 1% |
| 100,001 to 200,000 | 233 | \$37,688,111 | 20% |
| 200,001 to 300,000 | 238 | \$58,997,622 | 32% |
| 300,001 to 400,000 | 91 | \$31,437,153 | 17% |
| 400,001 to 500,000 | 39 | \$17,216,500 | 9% |
| 500,001 to 600,000 | 13 | \$7,045,525 | 4% |
| 600,001 to 700,000 | 8 | \$5,151,500 | 3% |
| 700,001 to 800,000 | 8 | \$6,092,969 | 3% |
| 800,001 to 900,000 | 2 | \$1,700,000 | 1% |
| 900,001 to 1,000,000 | 1 | \$989,000 | 1% |
| 1,000,001 to 1,500,000 | 6 | \$7,266,000 | 4% |
| 1,500,001 to 2,000,000 | 1 | \$1,520,520 | 1% |
| over \$ 2 Million | 2 | \$9,450,000 | 5% |
| Total: | 675 | \$186,863,350 | 100% |



Historical Price Point Analysis

Full Year: 2018

Improved Residential Summary

| Average Residential Price: | | 238,759 | |
|----------------------------|----------------|----------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 62 | \$4,603,199 | 3% |
| 100,001 to 200,000 | 271 | \$42,915,105 | 25% |
| 200,001 to 300,000 | 215 | \$53,133,729 | 31% |
| 300,001 to 400,000 | 107 | \$37,085,597 | 22% |
| 400,001 to 500,000 | 25 | \$10,966,751 | 6% |
| 500,001 to 600,000 | 11 | \$6,114,250 | 4% |
| 600,001 to 700,000 | 5 | \$3,112,800 | 2% |
| 700,001 to 800,000 | 6 | \$4,538,275 | 3% |
| 800,001 to 900,000 | 3 | \$2,552,000 | 2% |
| 900,001 to 1,000,000 | 1 | \$1,000,000 | 1% |
| 1,000,001 to 1,500,000 | 1 | \$1,220,000 | 1% |
| 1,500,001 to 2,000,000 | 1 | \$1,800,000 | 1% |
| over \$ 2 Million | 0 | \$0 | 0% |
| Total: | 708 | \$169,041,706 | 100% |

Full Year: 2017

Improved Residential Summary

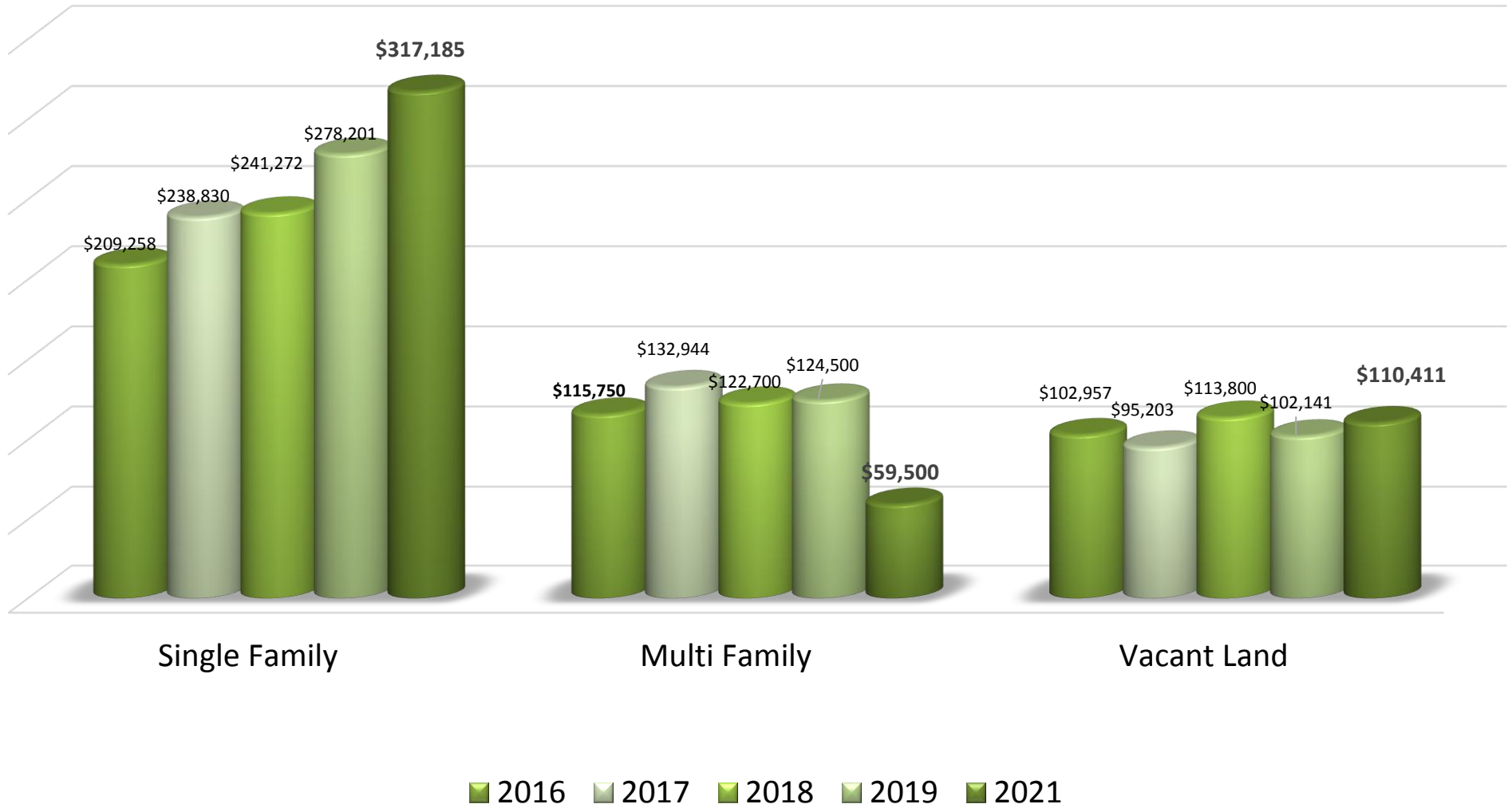
| Average Residential Price: | | \$237,548 | |
|----------------------------|----------------|----------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 80 | \$6,168,480 | 3% |
| 100,001 to 200,000 | 336 | \$52,278,624 | 30% |
| 200,001 to 300,000 | 198 | \$49,484,431 | 28% |
| 300,001 to 400,000 | 75 | \$26,390,200 | 15% |
| 400,001 to 500,000 | 30 | \$13,443,075 | 8% |
| 500,001 to 600,000 | 11 | \$6,165,000 | 3% |
| 600,001 to 700,000 | 3 | \$1,862,150 | 1% |
| 700,001 to 800,000 | 3 | \$2,370,000 | 1% |
| 800,001 to 900,000 | 1 | \$880,000 | 0% |
| 900,001 to 1,000,000 | 0 | \$0 | 0% |
| 1,000,001 to 1,500,000 | 1 | \$1,200,000 | 1% |
| 1,500,001 to 2,000,000 | 0 | \$0 | 0% |
| over \$ 2 Million | 5 | \$16,256,000 | 9% |
| Total: | 743 | \$176,497,960 | 100% |

Full Year: 2016

Improved Residential Summary

| Average Residential Price: | | \$208,329 | |
|----------------------------|----------------|----------------------|------------------|
| | # Transactions | Gross Volume | Percentage Gross |
| <=100,000 | 74 | \$5,399,733 | 4% |
| 100,001 to 200,000 | 272 | \$41,297,998 | 33% |
| 200,001 to 300,000 | 173 | \$42,716,438 | 34% |
| 300,001 to 400,000 | 59 | \$20,253,698 | 16% |
| 400,001 to 500,000 | 16 | \$7,139,600 | 6% |
| 500,001 to 600,000 | 1 | \$550,000 | 0% |
| 600,001 to 700,000 | 4 | \$2,635,000 | 2% |
| 700,001 to 800,000 | 2 | \$1,463,500 | 1% |
| 800,001 to 900,000 | 0 | \$0 | 0% |
| 900,001 to 1,000,000 | 0 | \$0 | 0% |
| 1,000,001 to 1,500,000 | 2 | \$2,225,000 | 2% |
| 1,500,001 to 2,000,000 | 0 | \$0 | 0% |
| over \$ 2 Million | 1 | \$2,150,000 | 2% |
| Total: | 604 | \$125,830,967 | 100% |

Average Price History





Market Highlights

January 2021

**Compliments of:
Correna Montoya
cmontoya@ltgc.com
970.874.6876**

Top Priced Improved Residential Sale:

ACCOUNT R021713
BEDROOM 3
BATH 2.50
YOC 2011
HEATED SQFT 2109
LANDSIZE 29.2400
RECEPTION 725661
PRICE \$ 1,330,000.00
AREA HOTCHKISS
LEGAL BOB WHITE RANCHES MINOR SUBD LT 2
PPSF \$ 630.63
DATE 1/22/2021

Top Priced PSF Improved Residential Sale:

R021713
3
2.50
2011
2109
29.2400
725661
\$ 1,330,000.00
HOTCHKISS
BOB WHITE RANCHES MINOR SUBD LT 2
\$ 630.63
1/22/2021





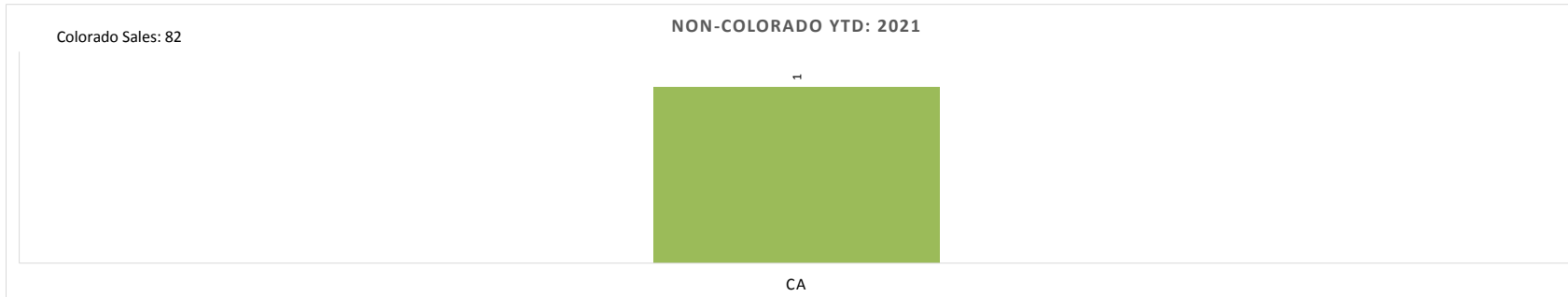
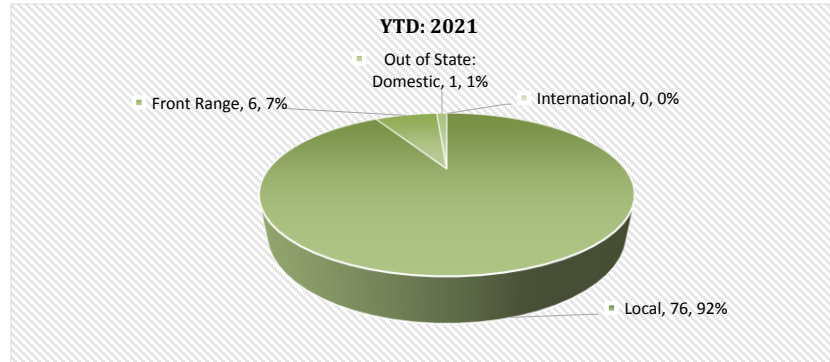
Purchaser Titlement Abstract Highlights

January 2021

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 76 | 92% |
| Front Range | 6 | 7% |
| Out of State: Domestic | 1 | 1% |
| International | 0 | 0% |
| Total Sales | 83 | 100% |

YTD: Jan. 2021

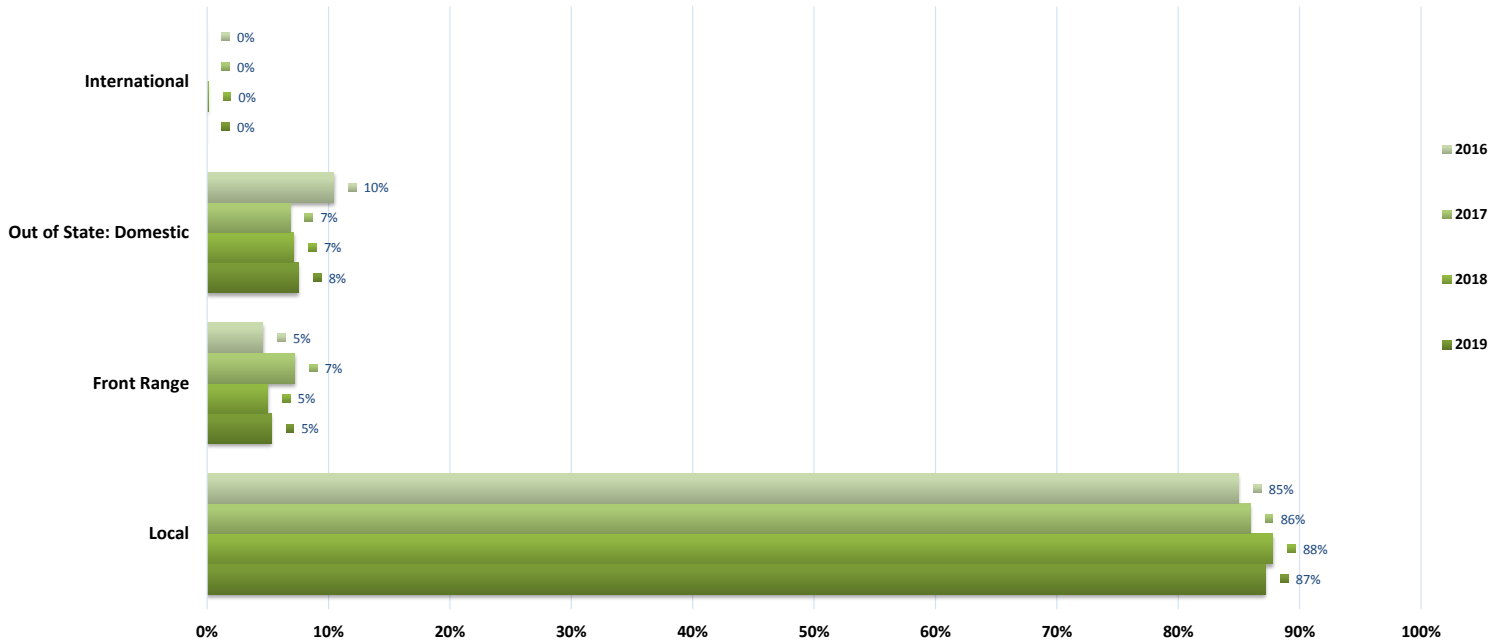
| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 76 | 92% |
| Front Range | 6 | 7% |
| Out of State: Domestic | 1 | 1% |
| International | 0 | 0% |
| Total Sales | 83 | 100% |





Purchaser Titlement Abstract History

Historic Titlement Summary



All Sales: 2020

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 1007 | 86% |
| Front Range | 54 | 5% |
| Out of State: Domestic | 109 | 9% |
| International | 0 | 0% |
| Total Sales | 1170 | 100% |

All Sales: 2019

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 892 | 87% |
| Front Range | 54 | 5% |
| Out of State: Domestic | 77 | 8% |
| International | 0 | 0% |
| Total Sales | 1023 | 100% |

All Sales: 2017

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 917 | 86% |
| Front Range | 77 | 7% |
| Out of State: Domestic | 73 | 7% |
| International | 0 | 0% |
| Total Sales | 1067 | 100% |

All Sales: 2018

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 934 | 88% |
| Front Range | 53 | 5% |
| Out of State: Domestic | 76 | 7% |
| International | 1 | 0% |
| Total Sales | 1064 | 100% |

All Sales: 2016

| Origin of Buyer | # of Trans. | % Overall |
|------------------------|-------------|-------------|
| Local | 758 | 85% |
| Front Range | 41 | 5% |
| Out of State: Domestic | 93 | 10% |
| International | 0 | 0% |
| Total Sales | 892 | 100% |

Compliments of:
Correna Montoya
 cmontoya@ltgc.com
 970.874.6876



Market Snapshot by Area

YTD: 2021 vs. Full Year: 2020

| Area | Average Price Single Family 2020 | Average Price Single Family YTD: 2021 | % Change Price Single Family | Average Price Multi-Family 2020 | Average Price Multi-Family YTD: 2021 | % Change Price Multi-Family | Average Price Vacant Land 2020 | Average Price Vacant Land YTD: 2021 | % Change Price Vacant Land |
|---------------------|----------------------------------|---------------------------------------|------------------------------|---------------------------------|--------------------------------------|-----------------------------|--------------------------------|-------------------------------------|----------------------------|
| Austin | \$330,897 | \$195,000 | -41.07% | \$0 | \$0 | 0.00% | \$115,850 | \$174,000 | 50.19% |
| Cedaredge | \$306,834 | \$326,175 | 6.30% | \$0 | \$0 | 0.00% | \$98,036 | \$132,019 | 34.66% |
| Cory | \$160,000 | \$0 | n/a | \$0 | \$0 | 0.00% | \$0 | \$0 | 0.00% |
| Crawford | \$311,580 | \$393,000 | 26.13% | \$0 | \$0 | 0.00% | \$150,886 | \$0 | n/a |
| Delta | \$269,222 | \$230,819 | -14.26% | \$151,467 | \$59,500 | -60.72% | \$113,001 | \$85,429 | -24.40% |
| Eckert | \$234,994 | \$240,000 | 2.13% | \$0 | \$0 | 0.00% | \$124,000 | \$0 | n/a |
| Hotchkiss | \$376,370 | \$454,957 | 20.88% | \$0 | \$0 | 0.00% | \$165,928 | \$103,975 | -37.34% |
| Lazear | \$175,000 | \$0 | n/a | \$0 | \$0 | 0.00% | \$0 | \$0 | 0.00% |
| Orchard City | \$0 | \$0 | 0.00% | \$0 | \$0 | 0.00% | \$102,375 | \$0 | n/a |
| Paonia | \$334,076 | \$280,080 | -16.16% | \$0 | \$0 | 0.00% | \$156,838 | \$92,500 | -41.02% |
| Rural & Out of Area | \$575,000 | \$0 | n/a | \$0 | \$0 | 0.00% | \$0 | \$0 | 0.00% |
| Gross Mean: | \$301,950 | \$317,185 | 5.05% | \$151,467 | \$59,500 | -60.72% | \$122,705 | \$110,411 | -10.02% |

Please note: The above figures are an unofficial tabulation of Delta County records that are believed to be reasonably accurate. Sales believed to be inaccurate indicators of the market have been eliminated.

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Full Interest, Fee Simple, Arms-Length transactions only, are shown in the Market Snapshot Report.

| Area | Average Price Single Family 2020 | Average Price Single Family YTD: 2021 | % Change Price Single Family | Average Price Multi-Family 2020 | Average Price Multi-Family YTD: 2021 | % Change Price Multi-Family | Average Price Vacant Land 2020 | Average Price Vacant Land YTD: 2021 | % Change Price Vacant Land |
|---------------------|----------------------------------|---------------------------------------|------------------------------|---------------------------------|--------------------------------------|-----------------------------|--------------------------------|-------------------------------------|----------------------------|
| Austin | \$177.13 | \$100.15 | -43.46% | \$0.00 | \$0.00 | 0.00% | \$77,823 | \$9,764 | -87.45% |
| Cedaredge | \$174.40 | \$177.48 | 1.77% | \$0.00 | \$0.00 | 0.00% | \$80,243 | \$73,295 | -8.66% |
| Cory | \$56.42 | \$0.00 | n/a | \$0.00 | \$0.00 | 0.00% | \$0 | \$0 | 0.00% |
| Crawford | \$183.49 | \$204.41 | 11.40% | \$0.00 | \$0.00 | 0.00% | \$48,739 | \$0 | n/a |
| Delta | \$158.07 | \$149.78 | -5.24% | \$138.13 | \$98.26 | -28.86% | \$103,451 | \$22,834 | -77.93% |
| Eckert | \$159.63 | \$194.81 | 22.04% | \$0.00 | \$0.00 | 0.00% | \$23,302 | \$0 | n/a |
| Hotchkiss | \$195.04 | \$285.32 | 46.29% | \$0.00 | \$0.00 | 0.00% | \$93,746 | \$32,849 | -64.96% |
| Lazear | \$73.10 | \$0.00 | n/a | \$0.00 | \$0.00 | 0.00% | \$0 | \$0 | 0.00% |
| Orchard City | \$0.00 | \$0.00 | 0.00% | \$0.00 | \$0.00 | 0.00% | \$21,573 | \$0 | n/a |
| Paonia | \$209.08 | \$155.56 | -25.60% | \$0.00 | \$0.00 | 0.00% | \$59,818 | \$595,833 | 896.08% |
| Rural & Out of Area | \$137.59 | \$0.00 | n/a | \$0.00 | \$0.00 | 0.00% | \$0 | \$0 | 0.00% |
| Gross Mean: | \$174.86 | \$188.77 | 7.96% | \$138.13 | \$98.26 | -28.86% | \$82,133 | \$94,501 | 15.06% |

Compliments of:
Correna Montoya
 cmontoya@ltgc.com
 970.874.6876

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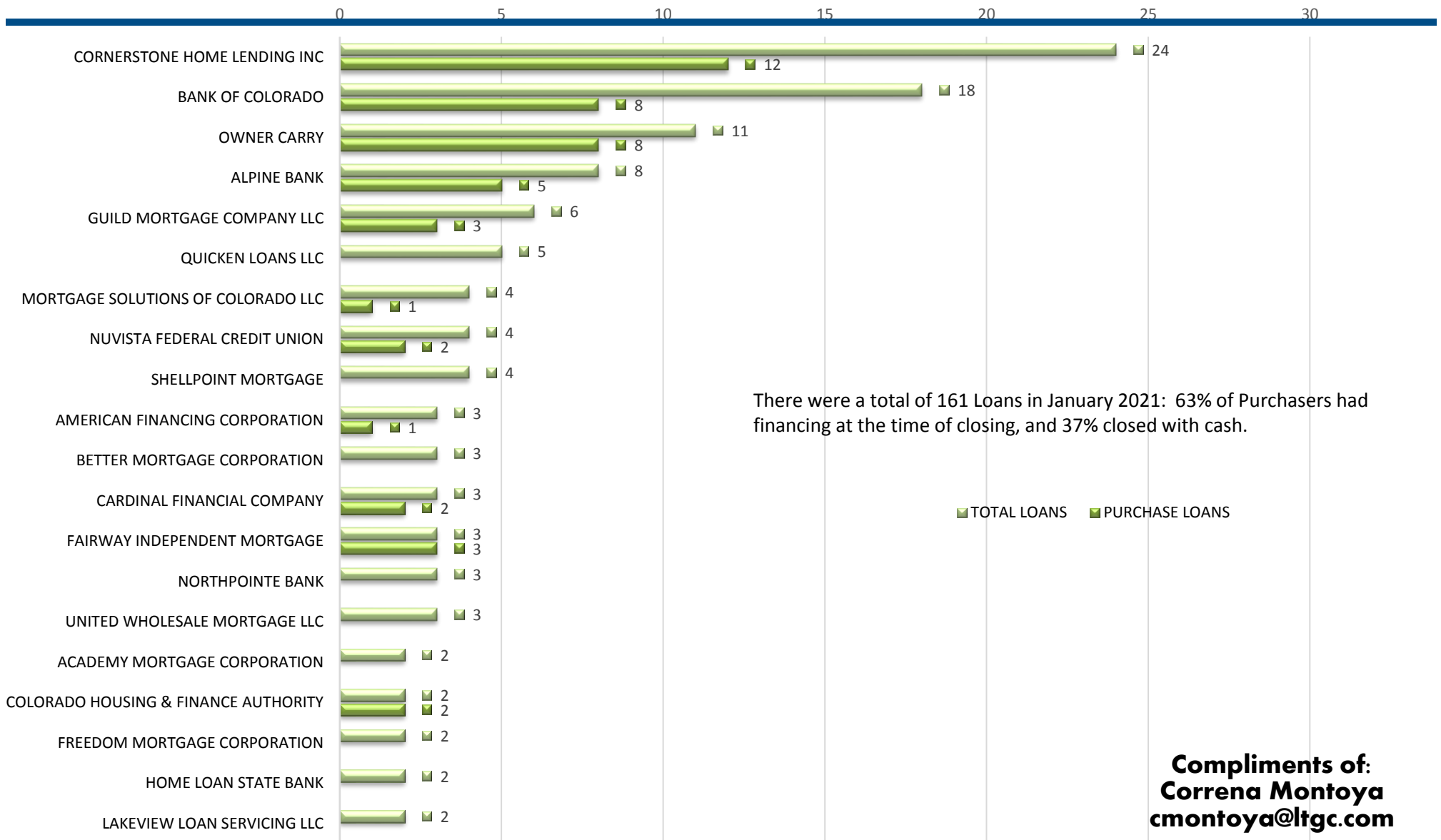
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Delta
 Land Title Office

620 Main Street,
 Suite 101
 Delta, CO 81416



Monthly Lender Analysis



There were a total of 161 Loans in January 2021: 63% of Purchasers had financing at the time of closing, and 37% closed with cash.

■ TOTAL LOANS ■ PURCHASE LOANS

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cmontoya@ltgc.com
970.874.6876



Lender Listing by Volume

| LENDER | NUMBER LOANS | (PURCHASE LOANS) | OVERALL % TOTAL |
|---|--------------|------------------|-----------------|
| CORNERSTONE HOME LENDING INC | 24 | 12 | 14.91% |
| BANK OF COLORADO | 18 | 8 | 11.18% |
| OWNER CARRY | 11 | 8 | 6.83% |
| ALPINE BANK | 8 | 5 | 4.97% |
| GUILD MORTGAGE COMPANY LLC | 6 | 3 | 3.73% |
| QUICKEN LOANS LLC | 5 | | 3.11% |
| MORTGAGE SOLUTIONS OF COLORADO LLC | 4 | 1 | 2.48% |
| NUVISTA FEDERAL CREDIT UNION | 4 | 2 | 2.48% |
| SHELLPOINT MORTGAGE | 4 | | 2.48% |
| AMERICAN FINANCING CORPORATION | 3 | 1 | 1.86% |
| BETTER MORTGAGE CORPORATION | 3 | | 1.86% |
| CARDINAL FINANCIAL COMPANY | 3 | 2 | 1.86% |
| FAIRWAY INDEPENDENT MORTGAGE | 3 | 3 | 1.86% |
| NORTHPOINTE BANK | 3 | | 1.86% |
| UNITED WHOLESAL MORTGAGE LLC | 3 | | 1.86% |
| ACADEMY MORTGAGE CORPORATION | 2 | | 1.24% |
| COLORADO HOUSING & FINANCE AUTHORITY | 2 | 2 | 1.24% |
| FREEDOM MORTGAGE CORPORATION | 2 | | 1.24% |
| HOME LOAN STATE BANK | 2 | | 1.24% |
| LAKEVIEW LOAN SERVICING LLC | 2 | | 1.24% |
| VILLAGE CAPITAL AND INVESTMENT LLC | 2 | | 1.24% |
| WELLS FARGO BANK | 2 | | 1.24% |
| 21ST MORTGAGE | 1 | | 0.62% |
| ADVANTAGE FIRST LENDING INC | 1 | | 0.62% |
| AMCAP MORTGAGE LTD | 1 | | 0.62% |
| AMERICAN AGCREDIT FLCA | 1 | | 0.62% |
| AMERICAN FIRST CREDIT UNION | 1 | | 0.62% |
| AMERISAVE MORTGAGE CORPORATION | 1 | 1 | 0.62% |
| BANK OF ENGLAND | 1 | | 0.62% |
| BAY EQUITY LLC | 1 | 1 | 0.62% |
| BELLCO CREDIT UNION | 1 | | 0.62% |
| BROKER SOLUTIONS INC DBA NEW AMERICAN FUNDING | 1 | | 0.62% |
| CLEARPATH LENDING | 1 | | 0.62% |
| COMMERCE HOME MORTGAGE LLC | 1 | | 0.62% |
| CREDIT UNION OF COLORADO | 1 | | 0.62% |
| DELTA COUNTY FCU | 1 | | 0.62% |
| ELEVATIONS CREDIT UNION | 1 | | 0.62% |
| EMM LOANS LLC | 1 | | 0.62% |
| ENDEAVOR CAPITAL LLC | 1 | | 0.62% |
| ENT CREDIT UNION | 1 | 1 | 0.62% |
| FEDERAL SAVINGS BANK | 1 | | 0.62% |
| FIRSTBANK | 1 | | 0.62% |
| FRANKLIN LOAN CENTER | 1 | | 0.62% |
| GRAND VALLEY BANK | 1 | | 0.62% |
| HLH REAL ESTATE LLC | 1 | | 0.62% |
| HOME POINT FINANCIAL CORPORATION | 1 | | 0.62% |
| INTERLINC MORTGAGE SERVICES LLC | 1 | | 0.62% |
| LOANDEPOTCOM LLC | 1 | | 0.62% |
| LOW VA RATES LLC | 1 | | 0.62% |
| MORTGAGE SOLUTIONS FINANCIAL OF COLORADO LLC | 1 | | 0.62% |
| NATIONSTAR MORTGAGE LLC | 1 | | 0.62% |
| NAVY FEDERAL CREDIT UNION | 1 | | 0.62% |
| OWENR CARRY | 1 | | 0.62% |
| PENNYMAC LOAN SERVICES LLC | 1 | | 0.62% |
| PENTAGON FEDERAL CREDIT UNION | 1 | | 0.62% |
| PLANET HOME LENDING LLC | 1 | | 0.62% |
| PLAZA HOME MORTGAGE INC | 1 | | 0.62% |
| PRIMARY RESIDENTIAL MORTGAGE INC | 1 | | 0.62% |
| RUOFF MORTGAGE COMPANY INC | 1 | | 0.62% |
| SECRETARY OF HOUSING & URBAN DEVELOPMENT | 1 | 1 | 0.62% |
| SECURITY SERVICE FEDERAL CREDIT UNION | 1 | | 0.62% |
| SUN WEST MORTGAGE COMPANY INC | 1 | | 0.62% |
| SYNERGY ONE LENDING INC | 1 | | 0.62% |
| THE MORTGAGE COMPANY | 1 | 1 | 0.62% |
| UNIVERSAL LENDING CORPORATION | 1 | | 0.62% |
| US BANK | 1 | | 0.62% |
| US MORTGAGES | 1 | | 0.62% |
| TOTAL LOANS FOR JANUARY 2021: | 161 | 52 | 100.00% |

Compliments of:
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970.874.6876

Delta
Land Title Office

620 Main Street,
Suite 101
Delta, CO 81416



New Unit Sales Detail

January 2021

Improved Residential New Unit Sales Detail:

| Brm | Bath | Year Built | Size | Price | Legal | Unit Type | PPSF | Address |
|-----|------|------------|------|---------------|---|-----------|-----------|-----------------------|
| 3 | 2.00 | 2020 | 1450 | \$ 297,484.00 | NORTH RIDGE MEADOWS PUD FILING NO 1 LT 28 | SINGLEFAM | \$ 205.16 | 548 JUNIPER STREET |
| 3 | 2.50 | 2021 | 2074 | \$ 480,000.00 | STONEGATE DEER CREEK VILLAGES 1 LT 13 | SINGLEFAM | \$ 231.44 | 1050 SE FAIRWAY DRIVE |
| 3 | 2.00 | 2020 | 1248 | \$ 255,000.00 | COYOTE RUN SUBD PHASE 2 LT 2 | SINGLEFAM | \$ 204.33 | 4052 2055 LANE |
| 3 | 2.00 | 2020 | 1534 | \$ 288,000.00 | STONE MOUNTAIN VILLAGE FILING 4 LT 9 | SINGLEFAM | \$ 187.74 | 8080 HUDSON STREET |
| 3 | 2.00 | 2020 | 1560 | \$ 292,500.00 | DEER CREEK VILLAGE SUBD LT 8 BLK 6 | SINGLEFAM | \$ 187.50 | 446 SE BIRDIE CIRCLE |

Summary of Improved Residential New Unit Sales:

| | |
|-----------------|-----------------|
| Average Price: | \$ 322,596.80 |
| Average PPSF: | \$ 203.23 |
| Median Price: | \$ 292,500.00 |
| # Transactions: | 5 |
| Gross Volume: | \$ 1,612,984.00 |

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 cmontoya@ltgc.com
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NOTE: The above figures do not include time share interests, new vacant site transactions, or new commercial unit transactions. Data is deemed reliable but not guaranteed.