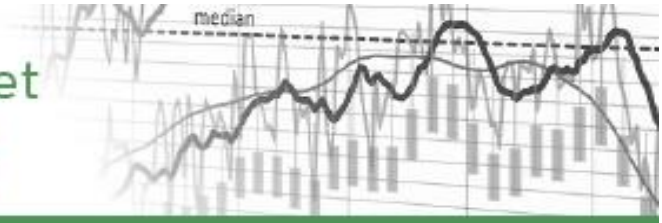
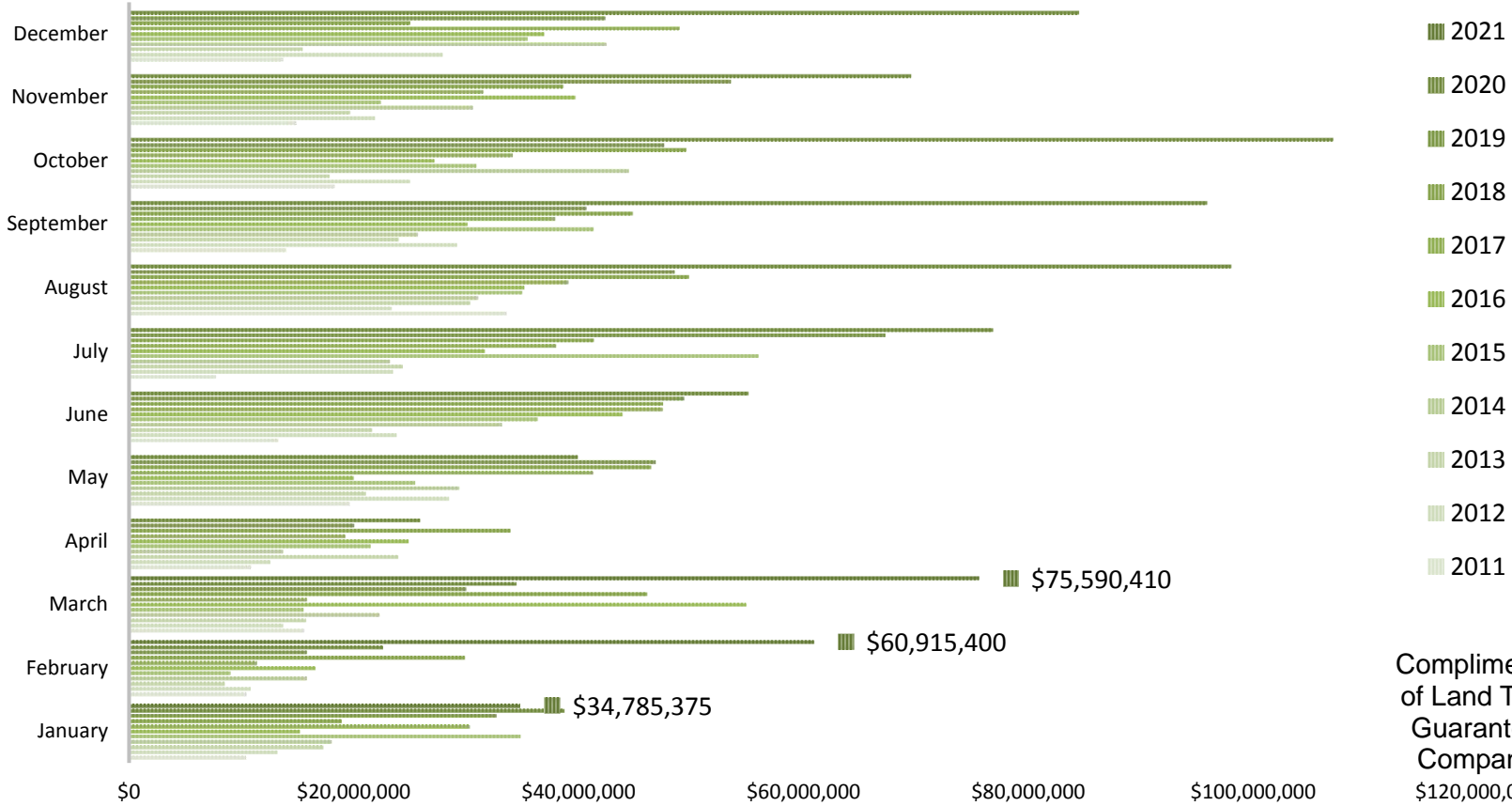




# MidValley County Market ANALYSIS



## HISTORICAL GROSS SALES VOLUME: 2011 - YTD: 2021



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\$120,000,000



# Historical Gross Volume

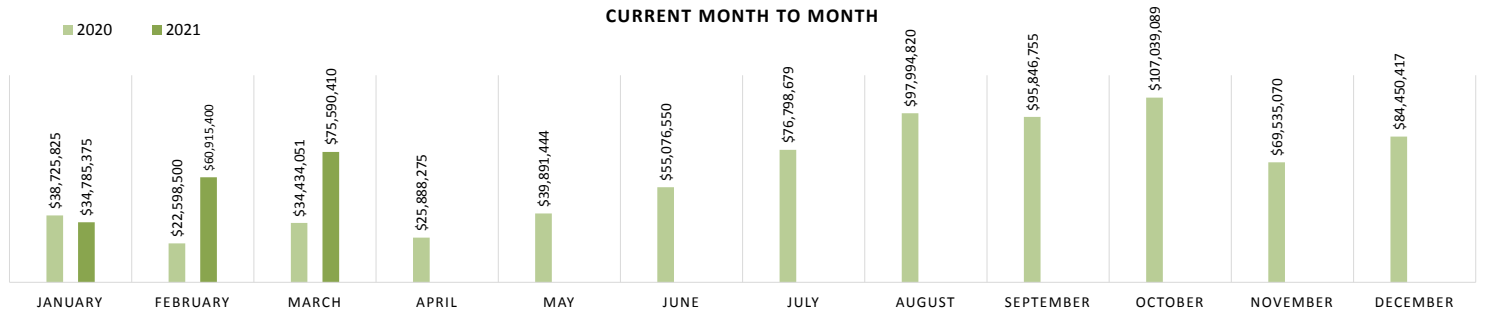
## Month to Month Comparison \$ Volume

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	% 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	\$34,785,375	-10.18%
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	\$60,915,400	169.56%
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	\$75,590,410	119.52%
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		-100.00%
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		-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	\$55,076,550		-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	\$76,798,679		-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	\$97,994,820		-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	\$95,846,755		-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	\$107,039,089		-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	\$69,535,070		-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	\$84,450,417		-100.00%
<b>YTD. Totals</b>	<b>\$36,376,370</b>	<b>\$37,681,616</b>	<b>\$41,472,035</b>	<b>\$56,106,426</b>	<b>\$59,313,400</b>	<b>\$86,628,705</b>	<b>\$57,429,118</b>	<b>\$94,766,500</b>	<b>\$78,485,100</b>	<b>\$95,758,376</b>	<b>\$171,291,185</b>	<b>78.88%</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>\$748,279,475</b>	<b>\$171,291,185</b>	<b>-77.11%</b>

## Month to Month Comparison # of Transactions

Month	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	% Change 2020 vs. 2019
January	20	29	28	24	29	38	41	36	32	34	42	23.53%
February	15	25	26	20	24	30	24	33	26	32	61	90.63%
March	27	33	34	45	31	41	27	61	38	45	78	73.33%
April	27	34	37	30	41	45	33	44	35	28		-100.00%
May	32	50	43	45	47	33	62	53	65	32		-100.00%
June	31	44	39	48	56	66	60	71	61	72		-100.00%
July	25	44	58	49	74	48	57	45	66	82		-100.00%
August	45	40	57	49	65	61	56	63	49	83		-100.00%
September	24	53	41	41	59	49	45	53	52	102		-100.00%
October	31	55	40	55	60	46	59	69	73	115		-100.00%
November	28	44	32	49	47	62	55	42	52	74		-100.00%
December	30	44	40	62	44	51	60	31	55	75		-100.00%
<b>YTD. Totals</b>	<b>62</b>	<b>87</b>	<b>88</b>	<b>89</b>	<b>84</b>	<b>109</b>	<b>92</b>	<b>130</b>	<b>96</b>	<b>111</b>	<b>181</b>	<b>63.06%</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>774</b>	<b>181</b>	<b>-76.61%</b>

## CURRENT MONTH TO MONTH



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## Commercial Sales Detail

### Commercial Sales Report: January 1st, 2021 through March 31st, 2021: Q1. 2021

ACCOUNTNO	BED	BATH	YOC	STATSF	LANDSIZE	PRICE	LEGAL	STYLE	PPSF	RDATE	STREET ADDRESS
R007009				2001 1604		\$ 390,000.00	LA FONTANA PLAZA CONDO Unit 8	RETAIL	\$ 243.14	2/1/2021	574 133 HWY
R042423	0	1.00	2005	800		\$ 235,000.00	BRAEBURN BUILDING CONDOS EXP CORRECTION Unit 100	RETAIL	\$ 293.75	3/31/2021	1136 COLORADO AVENUE
R111418			1979	5760	5.0000	\$ 635,000.00	M&B: Section: 31 Township: 75 Range: 87W	CHURCH	\$ 110.24	3/1/2021	16472 82 HWY
R009839	3	13.00	1891	26928	0.4477	\$ 4,100,000.00	CARBONDALE TOWNSITE LOT LINE ADJ Lot 7-12 Block 20	MIXEDUSE	\$ 152.26	1/19/2021	403 MAIN ST
R111763		2.00	1994	5490	4.0000	\$ 788,800.00	M&B: Section: 17 Township: 75 Range: 88W	WHSE	\$ 143.68	1/6/2021	600 113 COUNTY RD
R049746			1991	1009	0.0560	\$ 413,700.00	OLD ORCHARD PLAZA COMM L CONDO UNIT 1 UNIT 104	RETAIL	\$ 410.01	1/5/2021	218 E VALLEY RD
R068193			2020			\$ 382,500.00	EAST VALLEY BUILDING CONDO UNIT 500 AKA CS	RETAIL	N/A	3/18/2021	E VALLEY ROAD
R025200			1995	6581	0.2410	\$ 2,500,000.00	M&B: TWP 5 RNG 86 TR 45	OFFICE	\$ 379.88	3/12/2021	110 MIDLAND AVE
R025609			1982	690	0.0340	\$ 195,000.00	FRYING PAN INN CONDO UNIT 5 BLDG 2	RETAIL	\$ 282.61	3/29/2021	175 MIDLAND AVE
R050608&R041823					5.3830	\$ 2,116,000.00	BASALT SOUTH P.U.D. ARBANEY PARK+M&B: TR 48 SEC 8-8-86	COMMVACANT	N/A	2/5/2021	600 ELK RUN DRIVE
R045933					1.1660	\$ 1,600,000.00	MID VALLEY CENTER PUD LOT 4	COMMVACANT	N/A	1/15/2021	HWY 82
R015718			1995	300		\$ 50,000.00	RIVERVIEW PLAZA CONDO Unit 224	OFFICE	\$ 166.67	2/8/2021	100 ELK RUN DR #224
R017149			1995	225		\$ 46,000.00	RIVERVIEW PLAZA Unit 226	OFFICE	\$ 204.44	2/1/2021	100 ELK RUN DR #226
R015414			1994	714		\$ 240,000.00	ROARING RIVER LODGES Unit 34 BLDG C	OFFICERETAIL	\$ 336.13	2/5/2021	23300 TWO RIVERS RD #34
R008126			1977	3291	0.3627	\$ 1,000,000.00	M&B: TRACT 48 7-8-86	OFFICE	\$ 303.86	3/31/2021	23280 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

March 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
<b>Basalt</b>									
Basalt - Eagle County	\$11,422,000	15.11%	15	19.23%	\$761,467	\$632,500	\$798,450	\$650,000	\$400
Basalt - Pitkin County	\$10,895,750	14.41%	9	11.54%	\$1,210,639	\$834,000	\$1,689,550	\$1,700,000	\$618
<b>TOTAL BASALT:</b>	<b>\$22,317,750</b>	<b>29.52%</b>	<b>24</b>	<b>30.77%</b>	<b>\$929,906</b>	<b>\$636,250</b>	<b>\$1,095,483</b>	<b>\$660,000</b>	<b>\$473</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$16,796,000	22.22%	10	12.82%	\$1,679,600	\$630,500	\$2,007,625	\$780,000	\$522
<b>TOTAL EL JEBEL:</b>	<b>\$16,796,000</b>	<b>22.22%</b>	<b>10</b>	<b>12.82%</b>	<b>\$1,679,600</b>	<b>\$630,500</b>	<b>\$2,007,625</b>	<b>\$780,000</b>	<b>\$522</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$34,297,100	45.37%	42	53.85%	\$816,598	\$627,500	\$1,076,557	\$842,500	\$432
Carbondale - Pitkin County	\$2,179,560	2.88%	2	2.56%	\$1,089,780	n/a	\$1,089,780	n/a	\$521
<b>TOTAL CARBONDALE:</b>	<b>\$36,476,660</b>	<b>48.26%</b>	<b>44</b>	<b>56.41%</b>	<b>\$829,015</b>	<b>\$627,500</b>	<b>\$1,077,439</b>	<b>\$842,500</b>	<b>\$438</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$75,590,410</b>	<b>100.00%</b>	<b>78</b>	<b>100.00%</b>	<b>\$969,108</b>	<b>\$633,750</b>	<b>\$1,158,896</b>	<b>\$750,000</b>	<b>\$460</b>
<b>(NEW UNIT SALES)</b>	<b>\$3,089,600</b>	<b>4.09%</b>	<b>6</b>	<b>3.31%</b>	<b>\$514,933</b>	<b>\$532,450</b>	<b>\$514,933</b>	<b>\$532,450</b>	<b>\$375</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. 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
<b>Basalt</b>									
Basalt - Eagle County	\$36,370,900	21.23%	33	18.23%	\$1,102,148	\$715,000	\$1,039,523	\$725,000	\$454
Basalt - Pitkin County	\$18,891,750	11.03%	20	11.05%	\$944,588	\$750,000	\$1,473,275	\$1,355,000	\$521
<b>TOTAL BASALT:</b>	<b>\$55,262,650</b>	<b>32.26%</b>	<b>53</b>	<b>29.28%</b>	<b>\$1,042,692</b>	<b>\$665,000</b>	<b>\$1,187,223</b>	<b>\$765,000</b>	<b>\$475</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$27,938,575	16.31%	22	12.15%	\$1,269,935	\$651,000	\$1,653,325	\$1,000,000	\$477
<b>TOTAL EL JEBEL:</b>	<b>\$27,938,575</b>	<b>16.31%</b>	<b>22</b>	<b>12.15%</b>	<b>\$1,269,935</b>	<b>\$651,000</b>	<b>\$1,653,325</b>	<b>\$1,000,000</b>	<b>\$477</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$85,282,400	49.79%	103	56.91%	\$827,984	\$630,000	\$1,126,772	\$817,000	\$416
Carbondale - Pitkin County	\$2,807,560	1.64%	3	1.66%	\$935,853	\$628,000	\$935,853	\$628,000	\$499
<b>TOTAL CARBONDALE:</b>	<b>\$88,089,960</b>	<b>51.43%</b>	<b>106</b>	<b>58.56%</b>	<b>\$831,037</b>	<b>\$630,000</b>	<b>\$1,125,598</b>	<b>\$817,000</b>	<b>\$420</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$171,291,185</b>	<b>100.00%</b>	<b>181</b>	<b>100.00%</b>	<b>\$946,360</b>	<b>\$654,000</b>	<b>\$1,178,701</b>	<b>\$817,000</b>	<b>\$443</b>
<b>(NEW UNIT SALES)</b>	<b>\$13,618,100</b>	<b>7.95%</b>	<b>17</b>	<b>9.39%</b>	<b>\$801,065</b>	<b>\$715,000</b>	<b>\$801,065</b>	<b>\$715,000</b>	<b>\$383</b>

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## Market Snapshot: MidValley Area

### Full Year: 2020 versus YTD: 2021

Area	Average Price Single Family 2020	Average Price Single Family YTD: 2021	% Change Year-to-Date vs. Prior Year	Average Price Multi-Family 2020	Average Price Multi-Family YTD: 2021	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land 2020	Average Price Vacant Land YTD: 2021	% Change Year-to-Date vs. Prior Year
Basalt - Eagle County	\$1,308,802	\$1,492,778	14%	\$847,923	\$725,731	-14%	\$357,720	\$571,580	60%
Basalt - Pitkin County	\$1,623,825	\$1,875,000	15%	\$541,389	\$535,917	-1%	\$740,000	\$470,500	-36%
<b>ALL BASALT</b>	<b>\$1,405,732</b>	<b>\$1,660,000</b>	<b>18%</b>	<b>\$771,290</b>	<b>\$690,141</b>	<b>-11%</b>	<b>\$479,354</b>	<b>\$516,445</b>	<b>8%</b>
El Jebel	\$1,280,501	\$1,910,323	49%	\$828,354	\$625,333	n/a	\$614,000	\$454,167	-26%
<b>ALL ELJEBEL</b>	<b>\$1,280,501</b>	<b>\$1,910,323</b>	<b>49%</b>	<b>\$828,354</b>	<b>\$625,333</b>	<b>n/a</b>	<b>\$614,000</b>	<b>\$454,167</b>	<b>-26%</b>
Carbondale - Garfield County	\$1,285,549	\$1,447,550	13%	\$550,971	\$596,791	8%	\$237,385	\$258,347	9%
Carbondale - Pitkin County	\$774,692	\$935,853	21%	\$0	\$0	0%	\$243,333	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$1,256,421</b>	<b>\$1,410,109</b>	<b>12%</b>	<b>\$550,971</b>	<b>\$596,791</b>	<b>8%</b>	<b>\$237,519</b>	<b>\$258,347</b>	<b>9%</b>
<b>Gross Mean:</b>	<b>\$1,292,417</b>	<b>\$1,555,048</b>	<b>20%</b>	<b>\$722,181</b>	<b>\$634,392</b>	<b>-12%</b>	<b>\$303,858</b>	<b>\$334,083</b>	<b>10%</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 2020	Median Price Single Family YTD: 2021	% Change Year-to-Date vs. Prior Year	Median Price Multi-Family 2020	Median Price Multi-Family YTD: 2021	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land 2020	Median Price Vacant Land YTD: 2021	% Change Year-to-Date vs. Prior Year
Basalt - Eagle County	\$1,030,000	\$1,705,000	66%	\$697,500	\$640,000	-8%	\$151,750	\$300,000	98%
Basalt - Pitkin County	\$1,038,000	\$1,700,000	64%	\$472,500	\$523,750	11%	\$425,000	\$422,000	-1%
<b>ALL BASALT</b>	<b>\$1,025,000</b>	<b>\$1,705,000</b>	<b>66%</b>	<b>\$622,500</b>	<b>\$652,500</b>	<b>5%</b>	<b>\$265,110</b>	<b>\$350,000</b>	<b>32%</b>
El Jebel	\$835,000	\$1,479,188	77%	\$735,000	\$621,000	-16%	\$250,000	\$395,000	58%
<b>ALL ELJEBEL</b>	<b>\$835,000</b>	<b>\$1,479,188</b>	<b>77%</b>	<b>\$735,000</b>	<b>\$621,000</b>	<b>-16%</b>	<b>\$250,000</b>	<b>\$395,000</b>	<b>58%</b>
Carbondale - Garfield County	\$1,050,000	\$1,473,750	40%	\$500,000	\$605,500	21%	\$195,000	\$238,750	22%
Carbondale - Pitkin County	\$645,000	\$628,000	-3%	\$0	\$0	0%	\$240,000	\$0	n/a
<b>ALL CARBONDALE</b>	<b>\$1,012,500</b>	<b>\$1,472,500</b>	<b>45%</b>	<b>\$497,500</b>	<b>\$605,500</b>	<b>22%</b>	<b>\$195,000</b>	<b>\$238,750</b>	<b>22%</b>
<b>Gross Median:</b>	<b>\$1,000,000</b>	<b>\$1,497,500</b>	<b>50%</b>	<b>\$583,000</b>	<b>\$632,500</b>	<b>8%</b>	<b>\$205,000</b>	<b>\$255,000</b>	<b>24%</b>

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