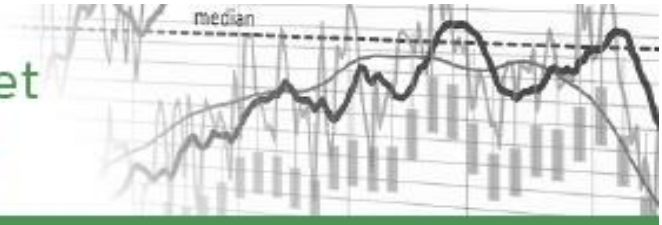
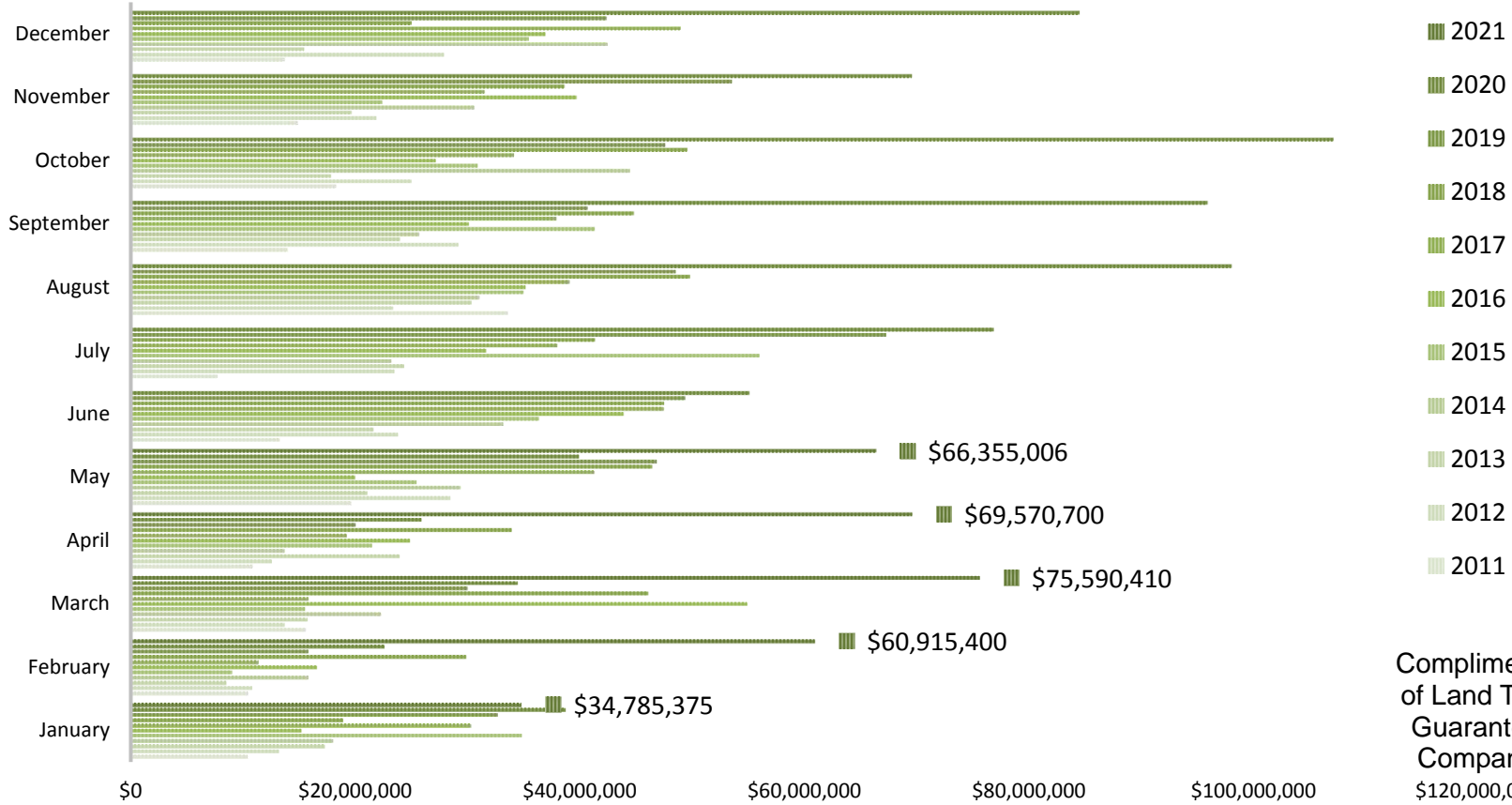




# MidValley County Market ANALYSIS



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



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Company  
\$120,000,000



# Historical Gross Volume

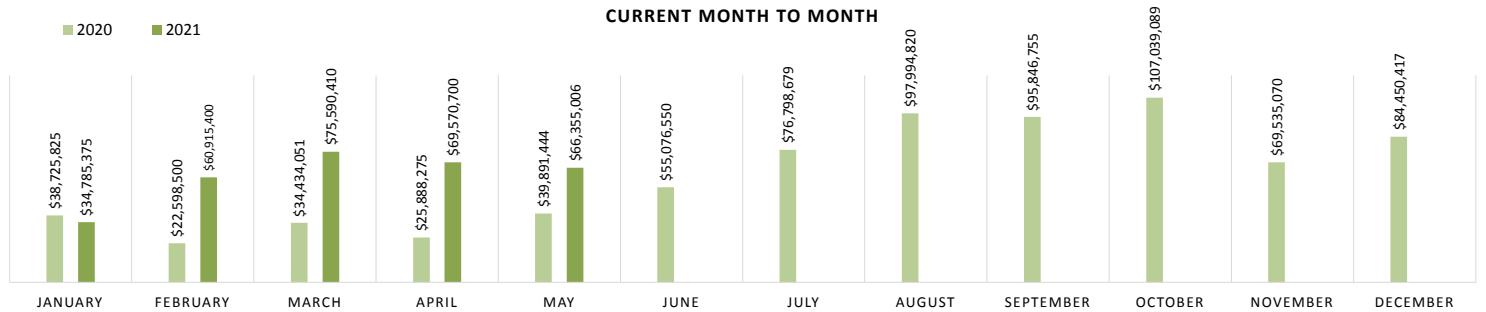
## Month to Month Comparison \$ Volume

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	\$69,570,700	168.73%
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	\$66,355,006	66.34%
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>\$66,797,935</b>	<b>\$78,662,543</b>	<b>\$86,439,635</b>	<b>\$99,142,530</b>	<b>\$106,200,500</b>	<b>\$131,439,081</b>	<b>\$117,895,553</b>	<b>\$175,071,150</b>	<b>\$145,340,979</b>	<b>\$161,538,095</b>	<b>\$307,216,891</b>	<b>90.18%</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>\$307,216,891</b>	<b>-58.94%</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	73	160.71%
May	32	50	43	45	47	33	62	53	65	32	80	150.00%
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>121</b>	<b>171</b>	<b>168</b>	<b>164</b>	<b>172</b>	<b>187</b>	<b>187</b>	<b>227</b>	<b>196</b>	<b>171</b>	<b>334</b>	<b>95.32%</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>334</b>	<b>-56.85%</b>

## CURRENT MONTH TO MONTH



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# Market Analysis: MidValley Area

May 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	\$11,806,656	17.79%	13	16.25%	\$908,204	\$980,000	\$898,808	\$662,656	\$406
Basalt - Pitkin County	\$7,886,000	11.88%	14	17.50%	\$563,286	\$387,000	\$1,054,000	\$940,000	\$536
<b>TOTAL BASALT:</b>	<b>\$19,692,656</b>	<b>29.68%</b>	<b>27</b>	<b>33.75%</b>	<b>\$729,358</b>	<b>\$620,000</b>	<b>\$963,471</b>	<b>\$707,500</b>	<b>\$460</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$8,832,050	13.31%	10	12.50%	\$883,205	\$805,500	\$825,783	\$720,000	\$453
<b>TOTAL EL JEBEL:</b>	<b>\$8,832,050</b>	<b>13.31%</b>	<b>10</b>	<b>12.50%</b>	<b>\$883,205</b>	<b>\$805,500</b>	<b>\$825,783</b>	<b>\$720,000</b>	<b>\$453</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$37,830,300	57.01%	43	53.75%	\$879,774	\$638,800	\$1,181,096	\$727,000	\$495
Carbondale - Pitkin County	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
<b>TOTAL CARBONDALE:</b>	<b>\$37,830,300</b>	<b>57.01%</b>	<b>43</b>	<b>53.75%</b>	<b>\$879,774</b>	<b>\$638,800</b>	<b>\$1,181,096</b>	<b>\$727,000</b>	<b>\$495</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$66,355,006</b>	<b>100.00%</b>	<b>80</b>	<b>100.00%</b>	<b>\$829,438</b>	<b>\$650,728</b>	<b>\$1,082,028</b>	<b>\$720,000</b>	<b>\$478</b>
<b>(NEW UNIT SALES)</b>	<b>\$2,434,400</b>	<b>3.67%</b>	<b>1</b>	<b>0.30%</b>	<b>\$2,434,400</b>	<b>n/a</b>	<b>\$2,434,400</b>	<b>n/a</b>	<b>\$632</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	\$60,006,556	19.53%	56	16.77%	\$1,071,546	\$725,000	\$987,018	\$708,000	\$469
Basalt - Pitkin County	\$34,085,750	11.10%	45	13.47%	\$757,461	\$350,000	\$1,479,809	\$1,050,000	\$542
<b>TOTAL BASALT:</b>	<b>\$94,092,306</b>	<b>30.63%</b>	<b>101</b>	<b>30.24%</b>	<b>\$931,607</b>	<b>\$640,000</b>	<b>\$1,149,580</b>	<b>\$795,000</b>	<b>\$492</b>
<b>El Jebel</b>									
El Jebel - Eagle County	\$47,462,125	15.45%	42	12.57%	\$1,130,051	\$733,500	\$1,262,454	\$875,500	\$488
<b>TOTAL EL JEBEL:</b>	<b>\$47,462,125</b>	<b>15.45%</b>	<b>42</b>	<b>12.57%</b>	<b>\$1,130,051</b>	<b>\$733,500</b>	<b>\$1,262,454</b>	<b>\$875,500</b>	<b>\$488</b>
<b>Carbondale</b>									
Carbondale - Garfield County	\$162,329,900	52.84%	186	55.69%	\$872,741	\$625,000	\$1,184,933	\$826,000	\$440
Carbondale - Pitkin County	\$3,332,560	1.08%	5	1.50%	\$666,512	\$564,560	\$935,853	\$628,000	\$499
<b>TOTAL CARBONDALE:</b>	<b>\$165,662,460</b>	<b>53.92%</b>	<b>191</b>	<b>57.19%</b>	<b>\$867,343</b>	<b>\$617,500</b>	<b>\$1,183,203</b>	<b>\$826,000</b>	<b>\$442</b>
<b>MIDVALLEY TOTALS:</b>	<b>\$307,216,891</b>	<b>100.00%</b>	<b>334</b>	<b>100.00%</b>	<b>\$919,811</b>	<b>\$638,800</b>	<b>\$1,178,921</b>	<b>\$835,000</b>	<b>\$463</b>
<b>(NEW UNIT SALES)</b>	<b>\$16,052,500</b>	<b>5.23%</b>	<b>18</b>	<b>5.39%</b>	<b>\$891,806</b>	<b>\$717,250</b>	<b>\$891,806</b>	<b>\$717,250</b>	<b>\$397</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	\$1,419,475	8%	\$847,923	\$711,818	-16%	\$357,720	\$557,557	56%
Basalt - Pitkin County	\$1,623,825	\$1,856,167	14%	\$541,389	\$576,550	6%	\$740,000	\$325,565	-56%
<b>ALL BASALT</b>	<b>\$1,405,732</b>	<b>\$1,621,025</b>	<b>15%</b>	<b>\$771,290</b>	<b>\$686,769</b>	<b>-11%</b>	<b>\$479,354</b>	<b>\$379,697</b>	<b>-21%</b>
El Jebel	\$1,280,501	\$1,483,915	16%	\$828,354	\$647,283	n/a	\$614,000	\$454,167	-26%
<b>ALL ELJEBEL</b>	<b>\$1,280,501</b>	<b>\$1,483,915</b>	<b>16%</b>	<b>\$828,354</b>	<b>\$647,283</b>	<b>n/a</b>	<b>\$614,000</b>	<b>\$454,167</b>	<b>-26%</b>
Carbondale - Garfield County	\$1,285,549	\$1,504,448	17%	\$550,971	\$571,811	4%	\$237,385	\$335,861	41%
Carbondale - Pitkin County	\$774,692	\$935,853	21%	\$0	\$0	0%	\$243,333	\$262,500	8%
<b>ALL CARBONDALE</b>	<b>\$1,256,421</b>	<b>\$1,481,397</b>	<b>18%</b>	<b>\$550,971</b>	<b>\$571,811</b>	<b>4%</b>	<b>\$237,519</b>	<b>\$333,824</b>	<b>41%</b>
<b>Gross Mean:</b>	<b>\$1,292,417</b>	<b>\$1,510,943</b>	<b>17%</b>	<b>\$722,181</b>	<b>\$623,634</b>	<b>-14%</b>	<b>\$303,858</b>	<b>\$353,252</b>	<b>16%</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	\$1,555,000	51%	\$697,500	\$636,250	-9%	\$151,750	\$300,000	98%
Basalt - Pitkin County	\$1,038,000	\$1,680,000	62%	\$472,500	\$525,000	11%	\$425,000	\$249,000	-41%
<b>ALL BASALT</b>	<b>\$1,025,000</b>	<b>\$1,555,000</b>	<b>52%</b>	<b>\$622,500</b>	<b>\$640,000</b>	<b>3%</b>	<b>\$265,110</b>	<b>\$258,500</b>	<b>-2%</b>
El Jebel	\$835,000	\$1,000,000	20%	\$735,000	\$621,000	-16%	\$250,000	\$395,000	58%
<b>ALL ELJEBEL</b>	<b>\$835,000</b>	<b>\$1,000,000</b>	<b>20%</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	\$1,472,500	40%	\$500,000	\$560,000	12%	\$195,000	\$247,000	27%
Carbondale - Pitkin County	\$645,000	\$628,000	-3%	\$0	\$0	0%	\$240,000	n/a	n/a
<b>ALL CARBONDALE</b>	<b>\$1,012,500</b>	<b>\$1,469,000</b>	<b>45%</b>	<b>\$497,500</b>	<b>\$560,000</b>	<b>13%</b>	<b>\$195,000</b>	<b>\$249,500</b>	<b>28%</b>
<b>Gross Median:</b>	<b>\$1,000,000</b>	<b>\$1,450,000</b>	<b>45%</b>	<b>\$583,000</b>	<b>\$605,500</b>	<b>4%</b>	<b>\$205,000</b>	<b>\$250,000</b>	<b>22%</b>

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