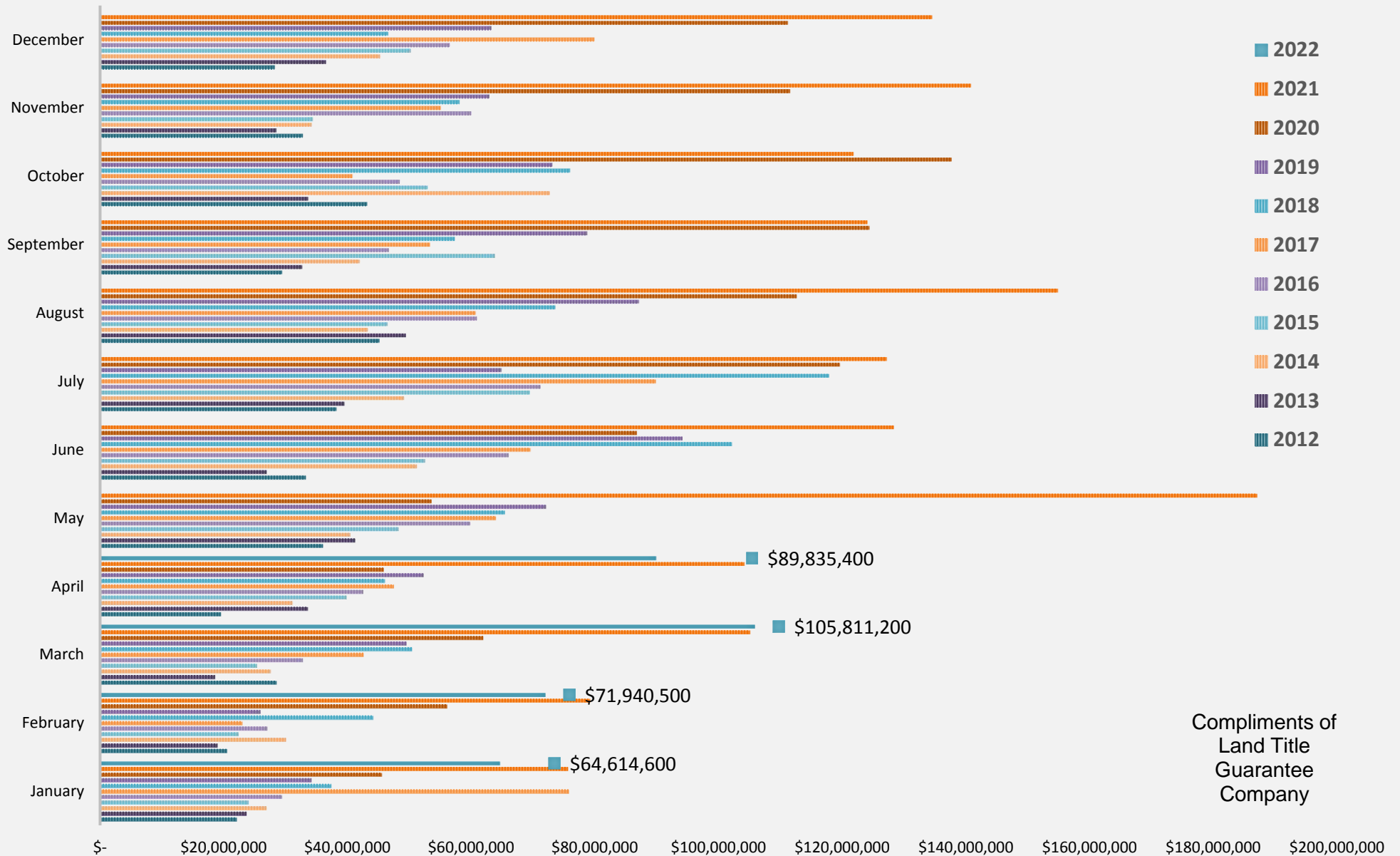
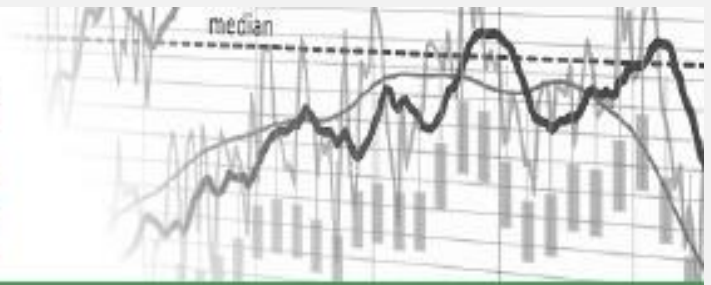




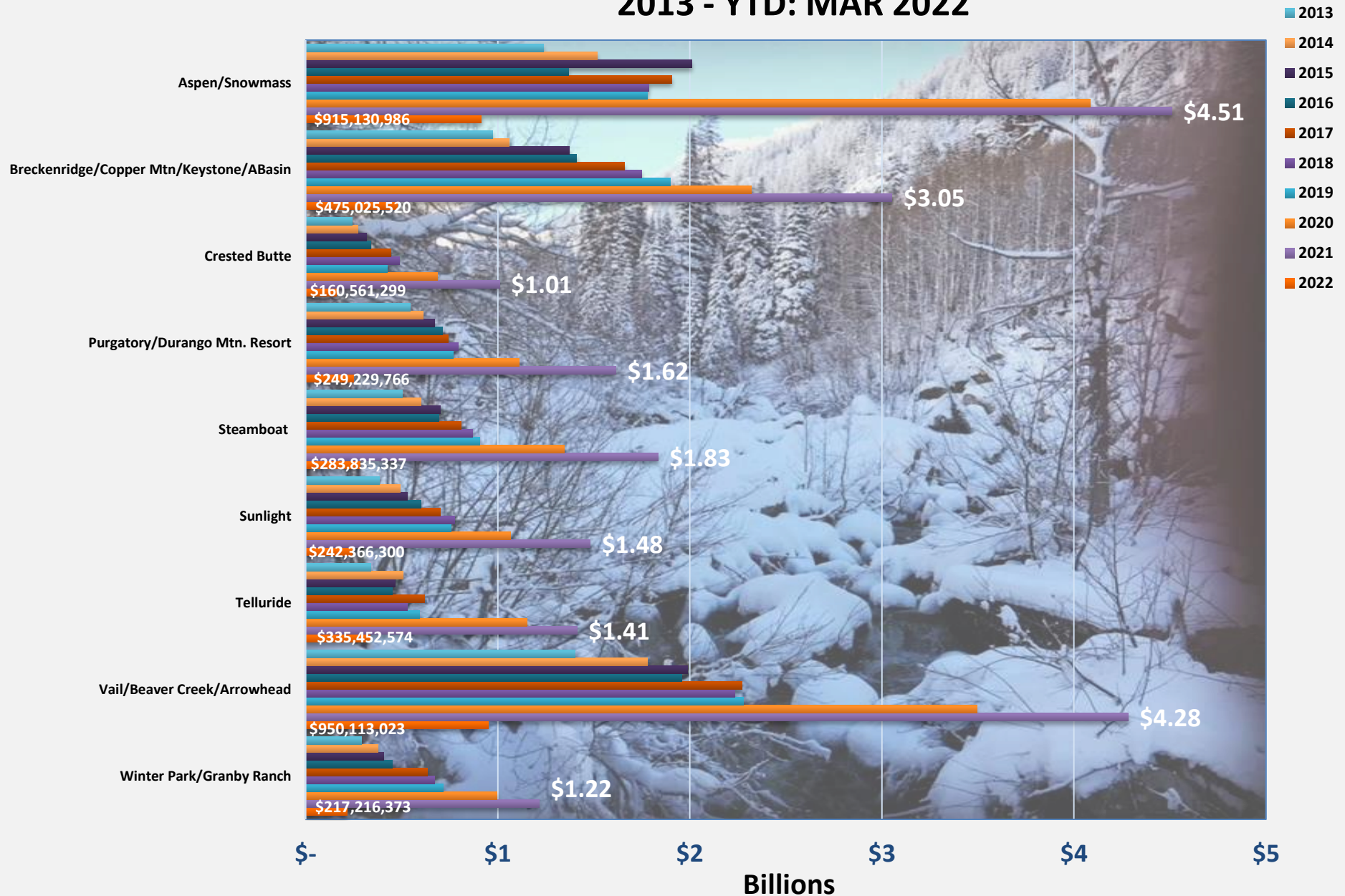
# Garfield County Market ANALYSIS



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# Colorado Ski Resort Gross Sales Transaction by County

## 2013 - YTD: MAR 2022



Compliments of Land Title Guarantee Company mountain offices located in Aspen, Avon, Basalt, Breckenridge, Crested Butte, Dillon, Durango, Eagle, Frisco, Glenwood Springs, Steamboat Springs, Telluride, Vail & Winter Park., serving Colorado since 1967.  
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## Historic Gross Sales Volume

Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Change
January	\$23,657,100	\$26,864,925	\$23,996,800	\$29,408,700	\$75,754,700	\$37,390,295	\$34,161,000	\$45,569,600	\$75,646,600	\$64,614,600	-14.58%
February	\$18,961,800	\$30,023,600	\$22,399,300	\$27,034,000	\$22,991,800	\$44,166,210	\$25,907,500	\$56,108,800	\$79,232,300	\$71,940,500	-9.20%
March	\$18,584,400	\$27,564,600	\$25,338,900	\$32,750,800	\$42,567,000	\$50,433,187	\$49,485,650	\$61,920,000	\$105,057,200	\$105,811,200	0.72%
April	\$33,594,160	\$31,087,200	\$39,861,900	\$42,547,300	\$47,478,200	\$46,049,300	\$52,272,300	\$45,866,800	\$104,150,800	\$89,835,400	-13.74%
May	\$41,220,050	\$40,434,600	\$48,246,950	\$59,813,400	\$63,942,545	\$65,436,280	\$72,016,200	\$53,550,700	\$187,001,600		-100.00%
June	\$26,888,300	\$51,175,800	\$52,511,100	\$66,028,900	\$69,506,700	\$102,106,000	\$94,152,400	\$86,727,200	\$128,270,400		-100.00%
July	\$39,482,800	\$49,114,288	\$69,439,700	\$71,188,700	\$89,802,300	\$117,818,390	\$64,857,500	\$119,542,500	\$127,138,800		-100.00%
August	\$49,376,700	\$43,238,000	\$46,496,708	\$60,908,600	\$60,681,500	\$73,580,600	\$87,041,200	\$112,588,800	\$154,799,800		-100.00%
September	\$32,667,800	\$41,916,200	\$63,816,300	\$46,671,900	\$53,304,800	\$57,305,808	\$78,704,000	\$124,355,900	\$124,007,500		-100.00%
October	\$33,600,400	\$72,606,200	\$52,928,572	\$48,435,300	\$40,773,900	\$75,983,822	\$73,062,200	\$137,608,500	\$121,754,700		-100.00%
November	\$28,487,265	\$34,152,700	\$34,370,100	\$59,968,500	\$55,017,500	\$58,092,494	\$62,878,600	\$111,511,500	\$140,737,100		-100.00%
December	\$36,496,800	\$45,211,700	\$50,196,400	\$56,499,400	\$79,855,100	\$46,566,862	\$63,208,400	\$111,157,800	\$134,470,900		-100.00%
YTD. Totals	\$94,797,460	\$115,540,325	\$111,596,900	\$131,740,800	\$188,791,700	\$178,038,992	\$161,826,450	\$209,465,200	\$364,086,900	\$332,201,700	-8.76%
Annual Totals	\$383,017,575	\$493,389,813	\$529,602,730	\$601,255,500	\$701,676,045	\$774,929,248	\$757,746,950	\$1,066,508,100	\$1,482,267,700	\$332,201,700	-77.59%

This data is believed to be accurate but is not guaranteed.

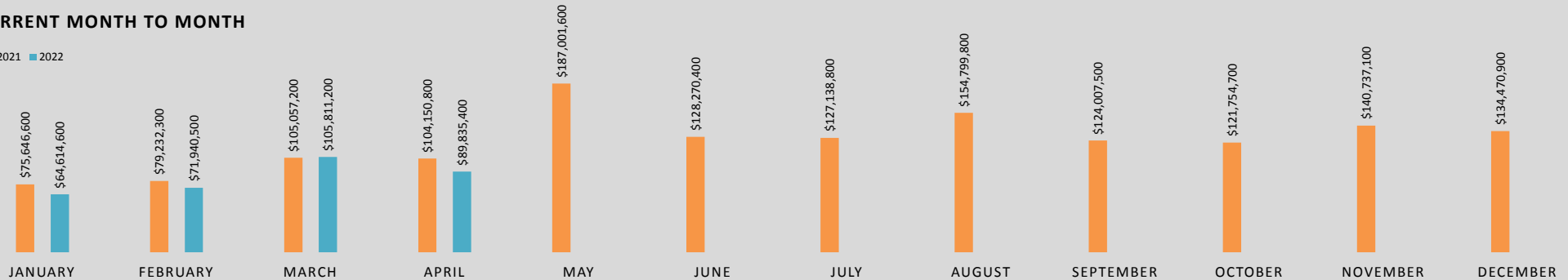
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Month	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Change
January	86	59	71	94	106	96	88	84	128	110	-14.06%
February	84	74	76	87	75	109	72	100	150	118	-21.33%
March	78	89	87	100	131	149	125	123	216	164	-24.07%
April	102	101	125	128	120	116	135	101	212	166	-21.70%
May	118	119	142	149	157	166	172	113	207		-100.00%
June	103	125	157	174	169	214	184	171	221		-100.00%
July	105	130	174	174	167	169	145	225	224		-100.00%
August	134	117	146	168	173	184	159	213	179		-100.00%
September	107	111	140	136	129	126	146	220	195		-100.00%
October	108	125	162	132	125	185	172	235	185		-100.00%
November	85	95	97	125	117	127	124	180	194		-100.00%
December	120	136	131	133	131	126	141	185	197		-100.00%
YTD. Totals	350	323	359	409	432	470	420	408	706	558	-20.96%
Annual Totals	1,230	1,281	1,508	1,600	1,600	1,767	1,663	1,950	2,308	558	-75.82%

### CURRENT MONTH TO MONTH

2021 2022





## Market Snapshot by Area

### 2021 versus 2022

Area	Average Price Single Family 2021	Average Price Single Family YTD: 2022	% Change Year-to-Date vs. Prior Year	Average Price Multi-Family YTD: 2021	Average Price Multi-Family 2022	% Change Year-to-Date vs. Prior Year	Average Price Vacant Land YTD: 2021	Average Price Vacant Land 2022	% Change Year-to-Date vs. Prior Year
Parachute	\$252,085	\$246,750	-2%	\$132,500	\$0	n/a	\$112,250	\$3,357,700	2891%
Battlement Mesa	\$344,158	\$365,609	6%	\$223,850	\$260,500	16%	\$229,256	\$65,780	-71%
Rifle	\$409,141	\$440,224	8%	\$262,391	\$274,033	4%	\$95,616	\$203,419	113%
Silt	\$528,007	\$527,144	0%	\$312,375	\$399,000	n/a	\$132,727	\$117,686	-11%
New Castle	\$593,087	\$619,833	5%	\$314,332	\$345,100	10%	\$173,127	\$141,939	-18%
Rural	\$2,357,250	\$0	n/a	\$0	\$0	0%	\$132,727	\$640,000	n/a
Glenwood Springs	\$784,806	\$878,211	12%	\$355,377	\$486,606	37%	\$219,180	\$244,338	11%
Carbondale	\$1,438,121	\$1,789,819	24%	\$643,873	\$749,706	16%	\$336,613	\$404,862	20%
<b>Gross Mean:</b>	<b>\$686,419</b>	<b>\$665,237</b>	<b>-3%</b>	<b>\$407,542</b>	<b>\$467,322</b>	<b>15%</b>	<b>\$239,351</b>	<b>\$241,183</b>	<b>1%</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.

Area	Median Price Single Family 2021	Median Price Single Family YTD: 2022	% Change Year-to-Date vs. Prior Year	Median Price Multi-Family 2021	Median Price Multi-Family YTD: 2022	% Change Year-to-Date vs. Prior Year	Median Price Vacant Land 2021	Median Price Vacant Land YTD: 2022	% Change Year-to-Date vs. Prior Year
Parachute	\$227,500	\$231,000	2%	n/a	\$0	n/a	\$87,500	n/a	n/a
Battlement Mesa	\$315,000	\$326,750	4%	\$200,000	\$242,500	21%	\$50,000	\$79,900	n/a
Rifle	\$371,250	\$405,000	9%	\$255,000	\$305,750	20%	\$75,000	\$89,000	19%
Silt	\$490,500	\$495,000	1%	\$306,000	n/a	n/a	\$100,000	\$71,900	-28%
New Castle	\$525,000	\$583,000	11%	\$295,000	\$340,000	15%	\$75,750	\$150,000	98%
Rural	\$1,725,000	\$0	n/a	\$0	\$0	0%	\$580,000	n/a	n/a
Glenwood Springs	\$710,000	\$750,000	6%	\$361,500	\$460,000	27%	\$179,000	\$234,500	31%
Carbondale	\$1,255,000	\$1,772,500	41%	\$580,000	\$845,700	46%	\$245,000	\$357,000	46%
<b>Gross Median:</b>	<b>\$523,500</b>	<b>\$500,000</b>	<b>-4%</b>	<b>\$350,000</b>	<b>\$405,000</b>	<b>16%</b>	<b>\$167,500</b>	<b>\$177,250</b>	<b>6%</b>

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# Market Analysis by Area

All Transaction Summary							Single Family Summary			Multi-Family Summary		
Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Single Family Price	Median \$ Single Family Price	Average \$ Single Family PPSF	Average \$ MultiFamily Price	Median \$ MultiFamily Price	Average \$ MultiFamily PPSF
Parachute	\$812,000	0.90%	3	1.81%	\$270,667	\$240,000	\$286,000	n/a	\$158	n/a	n/a	n/a
Battlement Mesa	\$6,122,500	6.82%	19	11.45%	\$322,237	\$328,500	\$380,107	\$344,000	\$233	\$309,500	\$309,500	\$228
Rifle	\$10,815,200	12.04%	28	16.87%	\$386,257	\$338,000	\$513,000	\$446,000	\$271	\$300,333	\$325,000	\$228
Silt	\$7,768,000	8.65%	23	13.86%	\$337,739	\$326,200	\$596,775	\$452,500	\$291	\$399,000	n/a	\$236
New Castle	\$15,553,000	17.31%	26	15.66%	\$598,192	\$469,500	\$672,577	\$690,000	\$336	\$346,875	\$349,250	\$230
All Rural Areas Garfield County	\$640,000	0.71%	1	0.60%	\$640,000	n/a	n/a	n/a	n/a	n/a	n/a	n/a
Glenwood Springs	\$23,007,800	25.61%	38	22.89%	\$605,468	\$520,000	\$787,100	\$745,000	\$433	\$517,222	\$460,000	\$353
Carbondale	\$25,115,400	27.96%	27	16.27%	\$930,200	\$770,000	\$2,048,333	\$2,047,500	\$647	\$660,140	\$686,000	\$452
Interval Units, QCD, DR Units	\$1,500	0.00%	1	0.60%	\$1,500	n/a	\$0	\$0	\$0	\$0	\$0	\$0
TOTAL	\$89,835,400	100.00%	166	100.00%	\$544,448	\$430,000	\$708,916	\$590,000	\$343	\$502,169	\$440,000	\$344
(NEW UNIT SALES)	\$12,688,100	14.12%	16	9.64%	\$793,006	\$772,500	\$760,022	\$600,000	\$373	\$835,414	\$852,900	\$391

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YTD: Apr. 2022							All Transaction Summary			Single Family Summary			Multi-Family Summary		
Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Single Family Price	Median \$ Single Family Price	Average \$ Single Family PPSF	Average \$ MultiFamily Price	Median \$ MultiFamily Price	Average \$ MultiFamily PPSF			
Parachute	\$6,410,700	1.93%	14	2.51%	\$457,907	\$238,500	\$246,750	\$231,000	\$158	\$0	\$0	n/a			
Battlement Mesa	\$13,979,500	4.21%	44	7.89%	\$317,716	\$309,000	\$365,609	\$326,750	\$213	\$260,500	\$242,500	\$200			
Rifle	\$45,756,000	13.77%	117	20.97%	\$391,077	\$350,000	\$440,224	\$405,000	\$246	\$274,033	\$305,750	\$213			
Silt	\$32,276,300	9.72%	77	13.80%	\$419,173	\$350,000	\$527,144	\$495,000	\$273	\$399,000	n/a	\$236			
New Castle	\$35,015,700	10.54%	86	15.41%	\$407,159	\$338,050	\$619,833	\$583,000	\$340	\$345,100	\$340,000	\$284			
All Rural Areas Garfield County	\$640,600	0.19%	2	0.36%	\$320,300	n/a	\$0	\$0	n/a	\$0	\$0	n/a			
Glenwood Springs	\$120,872,000	36.39%	128	22.94%	\$944,313	\$627,500	\$878,211	\$750,000	\$430	\$486,606	\$460,000	\$337			
Carbondale	\$73,625,900	22.16%	77	13.80%	\$956,181	\$700,000	\$1,789,819	\$1,772,500	\$596	\$749,706	\$845,700	\$455			
Interval Units, QCD, DR Units	\$3,625,000	1.09%	13	2.33%	\$278,846	\$35,000	\$0	\$0	\$0	\$0	\$0	\$0			
TOTAL	\$332,201,700	100.00%	558	100.00%	\$602,893	\$410,000	\$665,237	\$500,000	\$324	\$467,322	\$405,000	\$321			
(NEW UNIT SALES)	\$44,453,200	13.38%	57	34.34%	\$779,881	\$650,000	\$813,509	\$574,000	\$353	\$726,382	\$745,000	\$345			

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## Historical Cost Analysis

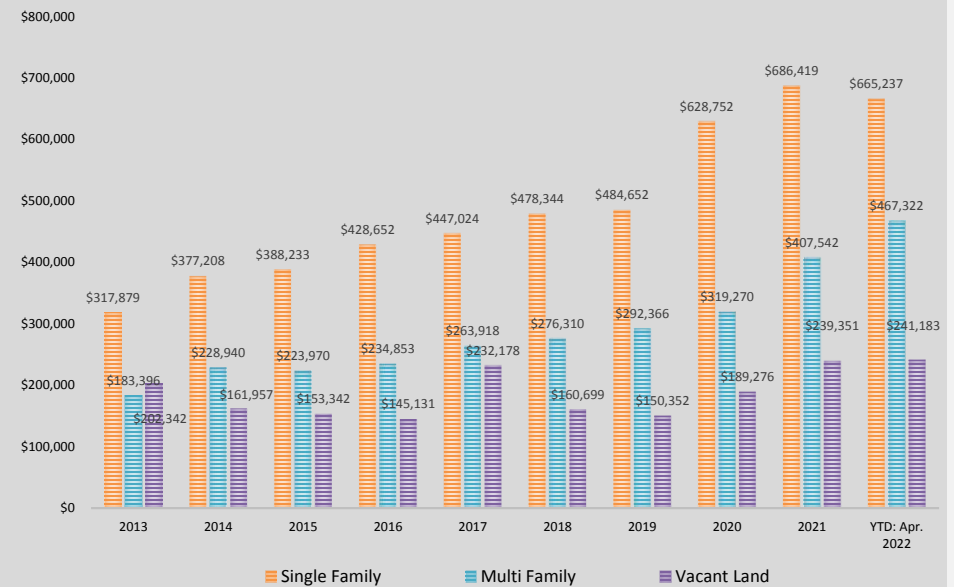
April 2022	# Transactions	Gross Volume	Average Price
Single Family	73	\$51,750,900	\$708,916
Multi Family	29	\$14,562,900	\$502,169
Vacant Land	46	\$10,620,800	\$230,887
YTD: Apr. 2022	# Transactions	Gross Volume	Average Price
Single Family	259	\$172,296,300	\$665,237
Multi Family	85	\$39,722,400	\$467,322
Vacant Land	138	\$33,283,300	\$241,183
2021	# Transactions	Gross Volume	Average Price
Single Family	1261	\$865,573,900	\$686,419
Multi Family	316	\$128,783,300	\$407,542
Vacant Land	482	\$115,367,400	\$239,351
2020	# Transactions	Gross Volume	Average Price
Single Family	1160	\$729,352,200	\$628,752
Multi Family	231	\$73,751,300	\$319,270
Vacant Land	371	\$70,221,400	\$189,276
2019	# Transactions	Gross Volume	Average Price
Single Family	1063	\$515,184,750	\$484,652
Multi Family	220	\$64,320,500	\$292,366
Vacant Land	225	\$33,829,100	\$150,352
2018	# Transactions	Gross Volume	Average Price
Single Family	1075	\$514,220,086	\$478,344
Multi Family	264	\$72,945,900	\$276,310
Vacant Land	242	\$38,889,262	\$160,699
2017	# Transactions	Gross Volume	Average Price
Single Family	932	\$416,626,624	\$447,024
Multi Family	283	\$74,688,800	\$263,918
Vacant Land	222	\$51,543,538	\$232,178
2016	# Transactions	Gross Volume	Average Price
Single Family	955	\$409,363,000	\$428,652
Multi Family	258	\$60,592,200	\$234,853
Vacant Land	226	\$32,799,600	\$145,131
2015	# Transactions	Gross Volume	Average Price
Single Family	924	\$358,727,200	\$388,233
Multi Family	212	\$47,481,700	\$223,970
Vacant Land	235	\$36,035,308	\$153,342
2014	# Transactions	Gross Volume	Average Price
Single Family	759	\$286,301,225.00	\$377,208
Multi Family	163	\$37,317,300.00	\$228,940
Vacant Land	202	\$32,642,600.00	\$161,957
2013	# Transactions	Gross Volume	Average Price
Single Family	762	\$242,223,575.00	\$317,879
Multi Family	179	\$32,827,900.00	\$183,396
Vacant Land	140	\$28,327,900.00	\$202,342
2012	# Transactions	Gross Volume	Average Price
Single Family	788	\$262,465,658.00	\$333,078
Multi Family	205	\$28,049,466.00	\$136,827
Vacant Land	98	\$18,034,800.00	\$184,029

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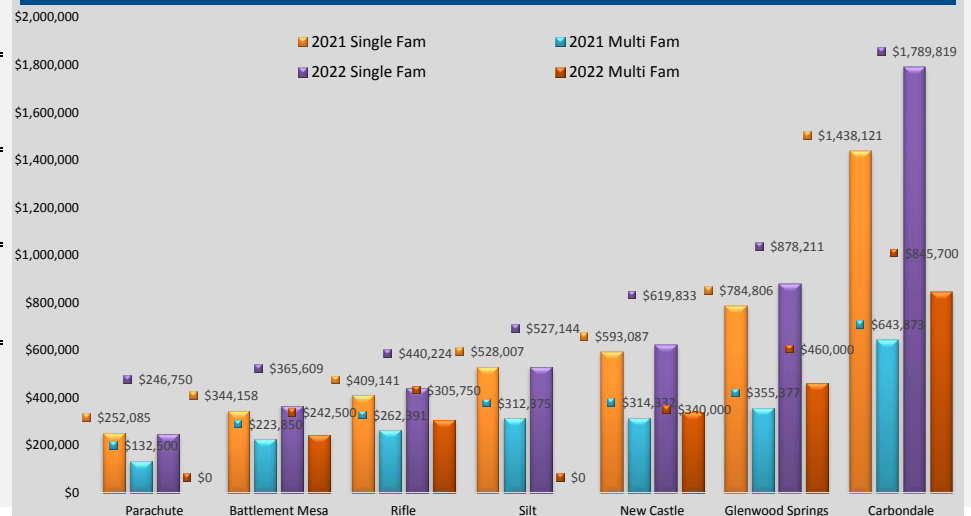
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### Average Price History by Property Type: 2013 - 2022



### Residential Average Price Comparison by Area: 2021 versus 2022





# Single Family Price Point Analysis

## April 2022 Single Family Price Point Analysis

Average Price: **\$708,916**

	# Transactions	Gross Volume	% Gross Volume	% Gross Trans
<=200,000	0	\$0	0%	0%
200,001 to 300,000	4	\$1,027,000	2%	5%
300,001 to 400,000	13	\$4,422,700	9%	18%
400,001 to 500,000	17	\$7,612,000	15%	23%
500,001 to 600,000	6	\$3,450,700	7%	8%
600,001 to 700,000	8	\$5,187,500	10%	11%
700,001 to 800,000	7	\$5,261,000	10%	10%
800,001 to 900,000	7	\$6,017,000	12%	10%
900,001 to 1,000,000	1	\$975,000	2%	1%
1,000,001 to 1,500,000	5	\$6,308,000	12%	7%
1,500,001 to 2,000,000	2	\$3,515,000	7%	3%
2,000,001 to 2,500,000	1	\$2,200,000	4%	1%
2,500,001 to 3,000,000	1	\$2,650,000	5%	1%
over \$ 3 Million	1	\$3,125,000	6%	1%
<b>Total:</b>	<b>73</b>	<b>\$51,750,900</b>	<b>100%</b>	<b>100%</b>

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## YTD: April 2022 Single Family Price Point Analysis

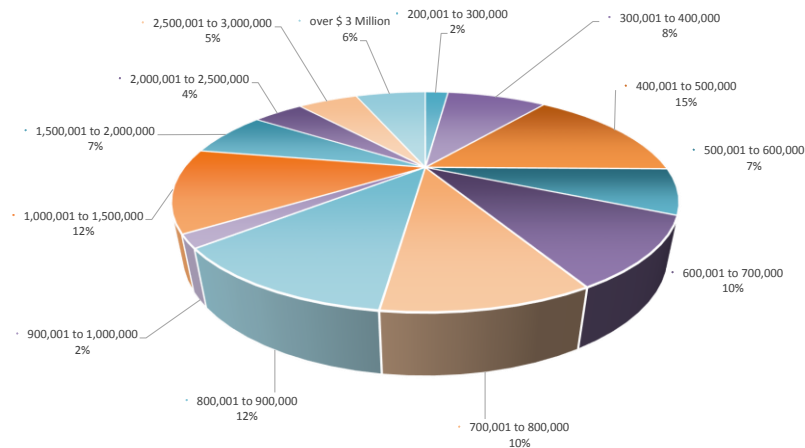
Average Price: **\$665,237**

	# Transactions	Gross Volume	% Gross Volume	% Gross Trans
<=200,000	2	\$374,000	0%	1%
200,001 to 300,000	22	\$5,527,700	3%	8%
300,001 to 400,000	53	\$18,399,100	11%	20%
400,001 to 500,000	54	\$24,375,800	14%	21%
500,001 to 600,000	31	\$17,436,200	10%	12%
600,001 to 700,000	27	\$17,326,200	10%	10%
700,001 to 800,000	23	\$17,376,500	10%	9%
800,001 to 900,000	9	\$7,728,000	4%	3%
900,001 to 1,000,000	5	\$4,825,000	3%	2%
1,000,001 to 1,500,000	15	\$18,907,800	11%	6%
1,500,001 to 2,000,000	9	\$15,130,000	9%	3%
2,000,001 to 2,500,000	3	\$6,570,000	4%	1%
2,500,001 to 3,000,000	3	\$8,150,000	5%	1%
over \$ 3 Million	3	\$10,170,000	6%	1%
<b>Total:</b>	<b>259</b>	<b>\$172,296,300</b>	<b>100%</b>	<b>100%</b>

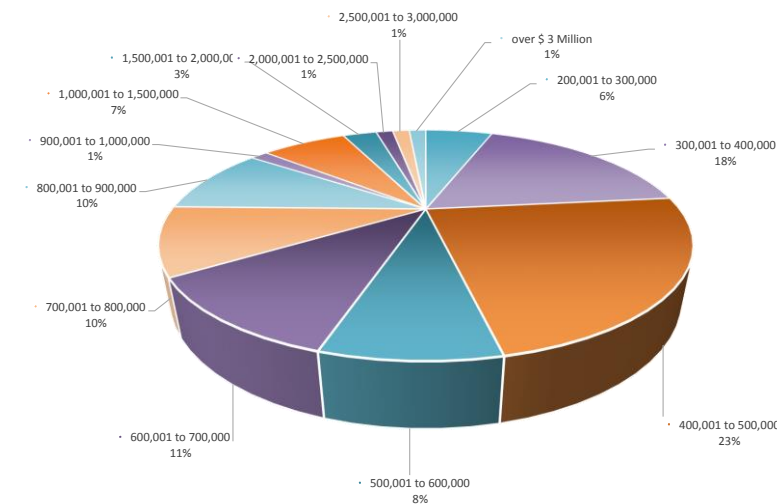
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### Single Family Dollar Volume by Price Point: April 2022



### Single Family Transactions by Price Point: April 2022



## Transaction Reconciliation, Commercial Cost, Jumbo Sales

### Transaction Reconciliation by Type

	# Transactions	Gross Volume
Single Family	73	\$51,750,900
Multi Family	29	\$14,562,900
Vacant Land	46	\$10,620,800
Commercial	12	\$10,342,600
Development Land	1	\$200,000
Easement/Open Space/Conservation		
Not Arms Length/Low Doc Fee/Deed in Lieu	1	\$100,000
Quit Claim Deed	1	\$1,500
Related Parties/Protected Person		
Bulk Multi-Family Unit/Project Sales	3	\$2,256,700
Partial Interest Sales		
Employee Housing Units/Mobile Homes		
Political Transfers		
<b>Total Transactions:</b>	<b>166</b>	<b>\$89,835,400</b>

### Average / Volume by Non-Residential Type

April 2022	# Sales	Gross Volume	Average Price
Commercial Improved:	10	\$9,787,600	\$978,760
Commercial Vacant:	2	\$555,000	\$277,500
Development Vacant:	1	\$200,000	\$200,000
<b>YTD: Apr. 2022</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	35	\$60,879,400	\$1,739,411
Commercial Vacant:	9	\$4,479,000	\$497,667
Development Vacant:	5	\$13,610,000	\$2,722,000
<b>2021</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	144	\$314,062,800	\$2,180,992
Commercial Vacant:	27	\$15,781,000	\$584,481
Development Vacant:	14	\$26,990,000	\$1,927,857
<b>2020</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	72	\$114,195,000	\$1,586,042
Commercial Vacant:	30	\$38,303,800	\$1,276,793
Development Vacant:	17	\$22,908,500	\$1,347,559
<b>2019</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	71	\$97,166,300	\$1,368,539
Commercial Vacant:	21	\$13,026,000	\$620,286
Development Vacant:	18	\$25,797,400	\$1,433,189
<b>2018</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	102	\$106,314,200	\$1,042,296
Commercial Vacant:	27	\$21,254,300	\$787,196
Development Vacant:	8	\$10,240,300	\$1,280,038
<b>2017</b>	<b># Sales</b>	<b>Gross Volume</b>	<b>Average Price</b>
Commercial Improved:	94	\$124,767,100	\$1,327,310
Commercial Vacant:	19	\$10,392,600	\$546,979
Development Vacant:	9	\$12,098,200	\$1,344,244

### Jumbo Improved Residential Sales Index

April 2022	# Trans	Gross Volume
417,001 to 650,000	36	\$17,995,700
650,001 to 999,999	26	\$20,830,400
Over 1,000,000	10	\$17,798,000
<b>Total:</b>	<b>72</b>	<b>\$56,624,100</b>
<b>YTD: Apr. 2022</b>	<b># Trans</b>	<b>Gross Volume</b>
417,001 to 650,000	120	\$62,035,100
650,001 to 999,999	63	\$49,261,600
Over 1,000,000	36	\$62,084,500
<b>Total:</b>	<b>219</b>	<b>\$173,381,200</b>

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The above figures are an unofficial tabulation of Garfield County Website Records that are believed to be reasonably accurate but not guaranteed.

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## Market Highlights

### April 2022

#### Top Priced Improved Residential Sale:

<b>ACCOUNT</b>	R008785
<b>BEDROOM</b>	6
<b>BATH</b>	5.00
<b>YOC</b>	1988
<b>HEATED SQFT</b>	5715
<b>LANDSIZE</b>	12.4260
<b>RECEPTION</b>	973701
<b>PRICE</b>	\$ 3,125,000.00
<b>AREA</b>	CARBON
<b>LEGAL</b>	STIRLING RANCH PUD Lot 10
<b>PPSF</b>	\$ 546.81
<b>DATE</b>	4/19/2022

#### Top Priced PSF Improved Residential Sale:

R005499
3
3.50
2019
2993
0.2390
973924
\$ 2,650,000.00
CARBON
RIVER VALLEY RANCH PHASE 5A Lot 26 Block HH
\$ 885.40
4/25/2022

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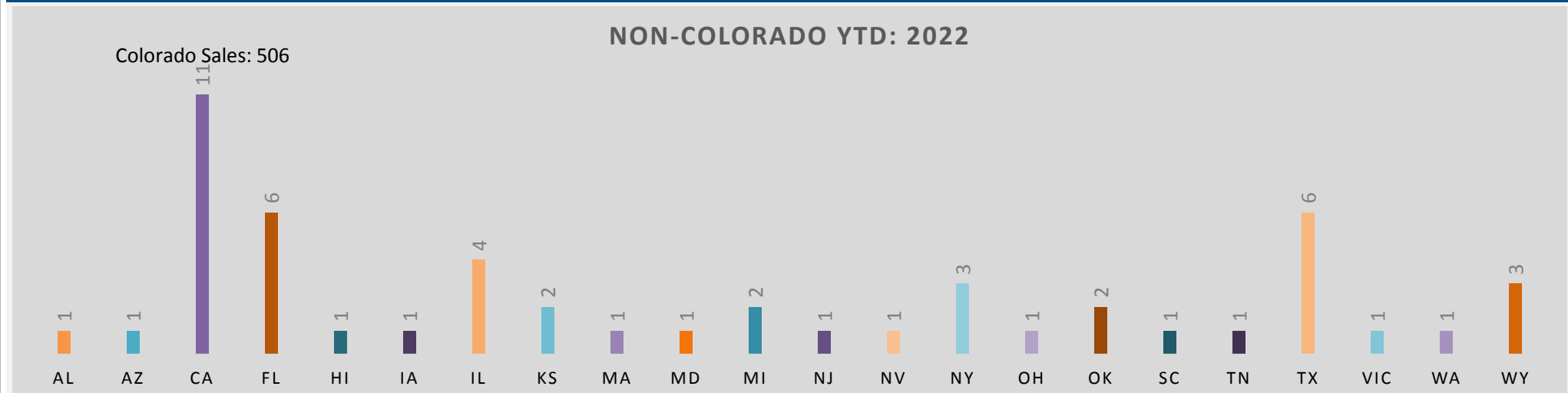
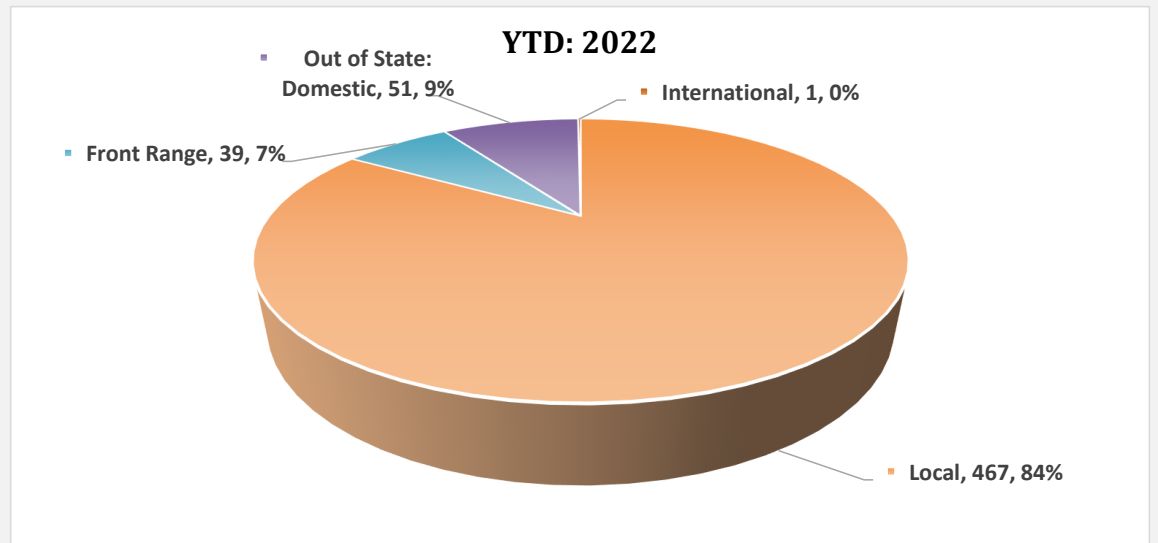
## Purchaser Titlement Abstract

April 2022

Origin of Buyer	# of Trans.	% Overall
Local	143	86%
Front Range	9	5%
Out of State: Domestic	13	8%
International	1	1%
<b>Total Sales</b>	<b>166</b>	<b>100%</b>

YTD: 2022

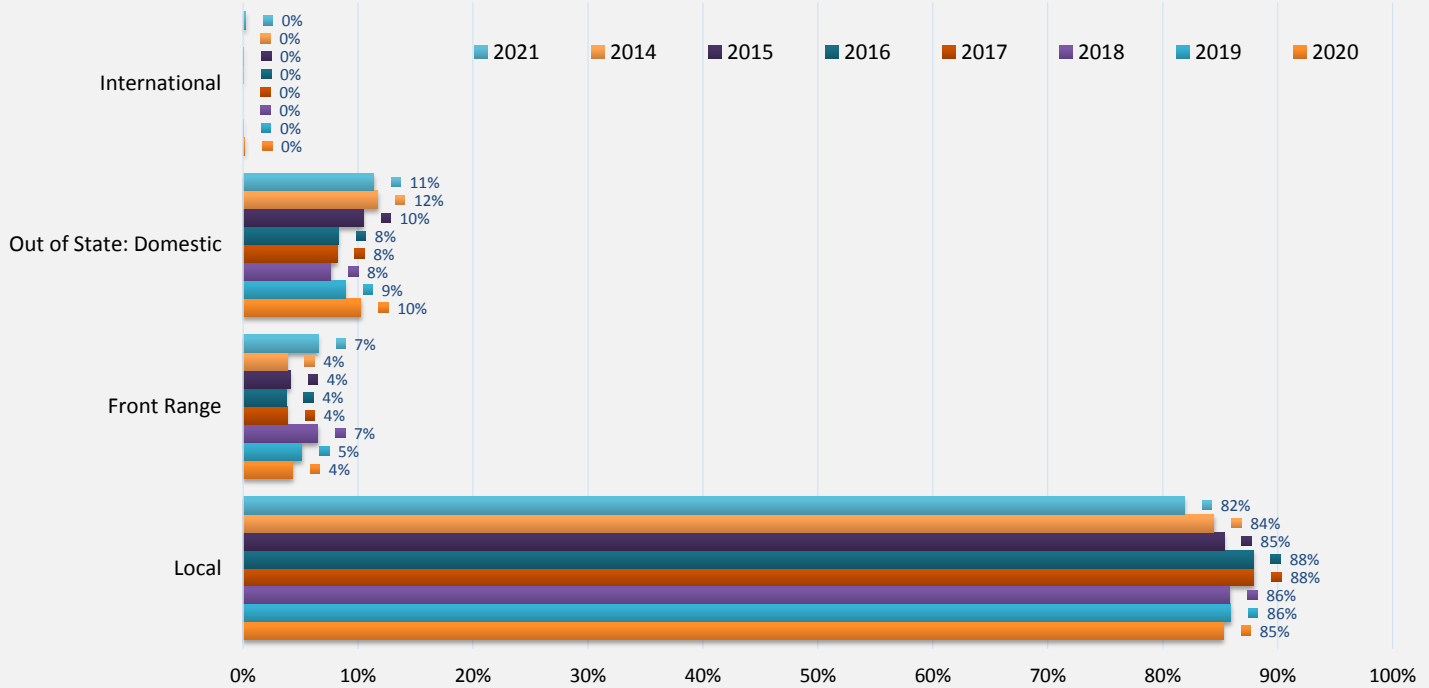
Origin of Buyer	# of Trans.	% Overall
Local	467	84%
Front Range	39	7%
Out of State: Domestic	51	9%
International	1	0%
<b>Total Sales</b>	<b>558</b>	<b>100%</b>



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## Purchaser Titlement Abstract



### 2021

Origin of Buyer	# of Trans.	% Overall
Local	1890	82%
Front Range	151	7%
Out of State: Domestic	262	11%
International	5	0%
<b>Total Sales</b>	<b>2308</b>	<b>100%</b>

### 2017

Origin of Buyer	# of Trans.	% Overall
Local	1407	88%
Front Range	62	4%
Out of State: Domestic	131	8%
International	0	0%
<b>Total Sales</b>	<b>1600</b>	<b>100%</b>

### 2020

Origin of Buyer	# of Trans.	% Overall
Local	1663	85%
Front Range	84	4%
Out of State: Domestic	200	10%
International	3	0%
<b>Total Sales</b>	<b>1950</b>	<b>100%</b>

### 2016

Origin of Buyer	# of Trans.	% Overall
Local	1406	88%
Front Range	60	4%
Out of State: Domestic	133	8%
International	1	0%
<b>Total Sales</b>	<b>1600</b>	<b>100%</b>

### 2019

Origin of Buyer	# of Trans.	% Overall
Local	1429	86%
Front Range	85	5%
Out of State: Domestic	148	9%
International	1	0%
<b>Total Sales</b>	<b>1663</b>	<b>100%</b>

### 2015

Origin of Buyer	# of Trans.	% Overall
Local	1287	85%
Front Range	62	4%
Out of State: Domestic	158	10%
International	1	0%
<b>Total Sales</b>	<b>1508</b>	<b>100%</b>

### 2018

Origin of Buyer	# of Trans.	% Overall
Local	1517	86%
Front Range	115	7%
Out of State: Domestic	135	8%
International	0	0%
<b>Total Sales</b>	<b>1767</b>	<b>100%</b>

### 2014

Origin of Buyer	# of Trans.	% Overall
Local	1082	84%
Front Range	49	4%
Out of State: Domestic	150	12%
International	0	0%
<b>Total Sales</b>	<b>1281</b>	<b>100%</b>



## New Unit Sales Detail

April 2022

### Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	3.00	2021	1944	\$ 814,500.00	IRONBRIDGE PUD FNL PH III Lot 55	SINGLEFAM	\$ 418.98	255 BLUE HERON DR
3	3.00	2021	1944	\$ 745,000.00	IRONBRIDGE PUD FNL PH III Lot 59	SINGLEFAM	\$ 383.23	63 BLUE HERON DR
4	3.00	2021	2879	\$ 2,200,000.00	ASPEN EQUESTRIAN EST SUBD Lot B 2	SINGLEFAM	\$ 764.15	22 EQUESTRIAN WAY
3	2.25	2021	1840	\$ 934,300.00	THOMPSON PARK SUBD PH 2 FNL PLAT Lot 11	MULTIFAM	\$ 507.77	308 JEWELS CT
3	2.25	2021	1840	\$ 852,900.00	THOMPSON PARK SUBD PH 2 FNL PLAT Lot 15	MULTIFAM	\$ 463.53	300 JEWELS CT
3	2.25	2021	1856	\$ 853,500.00	THOMPSON PARK SUBD PH 2 FNL PLAT Lot 12	MULTIFAM	\$ 459.86	306 JEWELS CT
3	2.25	2021	1856	\$ 838,500.00	THOMPSON PARK SUBD PH 2 FNL PLAT Lot 14	MULTIFAM	\$ 451.78	302 JEWELS CT
3	1.00	2022	1400	\$ 540,700.00	IRONBRIDGE PUD PH II FLG 1,2,3 AMD BLOCK 2 & 3 Lot 285	SINGLEFAM	\$ 386.21	330 BLUE HERON VISTA
3	2.00	2022	1359	\$ 490,000.00	PAINTED PASTURES SUBD FNL Lot 29	SINGLEFAM	\$ 360.56	2201 GRAND AVE
3	2.25	2021	2334	\$ 715,000.00	CARDIFF GLEN PUD FLG 9 SOLTICE NEIGHBOORHOOD & SPIRIT MTN PARK RESUBD LOT 95 & 96 AMD FNL TH Unit 4C	MULTIFAM	\$ 306.34	4264 RIPPLE LN
3	2.00	2021	2005	\$ 600,000.00	NORTH PASTURE FLG 6 Lot 11	SINGLEFAM	\$ 299.25	1655 BALSAM LOOP
3	2.50	2021	2833	\$ 800,000.00	CARDIFF GLEN PUD FLG 9 SOLTICE NEIGHBOORHOOD & SPIRIT MTN PARK RESUBD LOT 95 & 96 AMD FNL TH Unit 1D	MULTIFAM	\$ 282.39	1691 DRAKE PLACE
4	4.00	2022	2355	\$ 630,000.00	STONEY RIDGE PUD FINAL PLAT Lot 139	SINGLEFAM	\$ 267.52	640 EAGLES NEST DR
4	3.00	2015	3196	\$ 853,700.00	THOMPSON PARK SUBD PH 2 FNL PLAT Lot 13	MULTIFAM	\$ 267.12	304 JEWELS CT
3	2.00	2021	1771	\$ 455,000.00	FIRST EAGLES POINT-RESUBD PARCEL 3-3 FINAL PLAT Lot 4	SINGLEFAM	\$ 256.92	56 EAGLE RIDGE DR
3	2.50	2021	1659	\$ 365,000.00	NORTH PASTURE FLG 6 RESUBD LOTS 15-18 Lot 18A	SINGLEFAM	\$ 220.01	1648 ARABIAN AVE

### Summary of Improved Residential New Unit Sales:

**Average Price:** \$ 793,006.25  
**Average PPSF:** \$ 380.98  
**Median Price:** \$ 772,500.00  
**# Transactions:** 16  
**Gross Volume:** \$ 12,688,100.00



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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.



## Historic Transaction Comparison

### Month to Month Comparison by Dollar Volume

Month	2014	% Change vs. Previous Year-to- Date	2015	% Change vs. Previous Year-to- Date	2016	% Change vs. Previous Year-to- Date	2017	% Change vs. Previous Year-to- Date	2018	% Change vs. Previous Year-to- Date	2019	% Change vs. Previous Year-to- Date	2020	% Change vs. Previous Year-to- Date	2021	% Change vs. Previous Year-to- Date	2022	% Change vs. Previous Year-to- Date
January	\$26,864,925	13.56%	\$23,996,800	-10.68%	\$29,408,700	22.55%	\$75,754,700	157.59%	\$37,390,295	-50.64%	\$34,161,000	-8.64%	\$45,569,600	33.40%	\$75,646,600	66.00%	\$64,614,600	-14.58%
February	\$30,023,600	58.34%	\$22,399,300	-25.39%	\$27,034,000	20.69%	\$22,991,800	-14.95%	\$44,166,210	92.10%	\$25,907,500	-41.34%	\$56,108,800	116.57%	\$79,232,300	41.21%	\$71,940,500	-9.20%
March	\$27,564,600	48.32%	\$25,338,900	-8.07%	\$32,750,800	29.25%	\$42,567,000	29.97%	\$50,433,187	18.48%	\$49,485,650	-1.88%	\$61,920,000	25.13%	\$105,057,200	69.67%	\$105,811,200	0.72%
April	\$31,087,200	-7.46%	\$39,861,900	28.23%	\$42,547,300	6.74%	\$47,478,200	11.59%	\$46,049,300	-3.01%	\$52,272,300	13.51%	\$45,866,800	-12.25%	\$104,150,800	127.07%	\$89,835,400	-13.74%
May	\$40,434,600	-1.91%	\$48,246,950	19.32%	\$59,813,400	23.97%	\$63,942,545	6.90%	\$65,436,280	2.34%	\$72,016,200	10.06%	\$53,550,700	-25.64%	\$187,001,600	249.20%		-100.00%
June	\$51,175,800	90.33%	\$52,511,100	2.61%	\$66,028,900	25.74%	\$69,506,700	5.27%	\$102,106,000	46.90%	\$94,152,400	-7.79%	\$86,727,200	-7.89%	\$128,270,400	47.90%		-100.00%
July	\$49,114,288	24.39%	\$69,439,700	41.38%	\$71,188,700	2.52%	\$89,802,300	26.15%	\$117,818,390	31.20%	\$64,857,500	-44.95%	\$119,542,500	84.32%	\$127,138,800	6.35%		-100.00%
August	\$43,238,000	-12.43%	\$46,496,708	7.54%	\$60,908,600	31.00%	\$60,681,500	-0.37%	\$73,580,600	21.26%	\$87,041,200	18.29%	\$112,588,800	29.35%	\$154,799,800	37.49%		-100.00%
September	\$41,916,200	28.31%	\$63,816,300	52.25%	\$46,671,900	-26.87%	\$53,304,800	14.21%	\$57,305,808	7.51%	\$78,704,000	37.34%	\$124,355,900	58.00%	\$124,007,500	-0.28%		-100.00%
October	\$72,606,200	116.09%	\$52,928,572	-27.10%	\$48,435,300	-8.49%	\$40,773,900	-15.82%	\$75,983,822	86.35%	\$73,062,200	-3.85%	\$137,608,500	88.34%	\$121,754,700	-11.52%		-100.00%
November	\$34,152,700	19.89%	\$34,370,100	0.64%	\$59,968,500	74.48%	\$55,017,500	-8.26%	\$58,092,494	5.59%	\$62,878,600	8.24%	\$111,511,500	77.34%	\$140,737,100	26.21%		-100.00%
December	\$45,211,700	23.88%	\$50,196,400	11.03%	\$56,499,400	12.56%	\$79,855,100	41.34%	\$46,566,862	-41.69%	\$63,208,400	35.74%	\$111,157,800	75.86%	\$134,470,900	20.97%		-100.00%
Annual Total:	\$493,389,813	28.82%	\$529,602,730	7.34%	\$601,255,500	13.53%	\$701,676,045	16.70%	\$774,929,248	10.44%	\$757,746,950	-2.22%	\$1,066,508,100	40.75%	\$1,482,267,700	38.98%	\$332,201,700	-77.59%

### Month to Month Comparison by Number of Transactions

Month	2014	% Change vs. Previous Year-to- Date	2015	% Change vs. Previous Year-to- Date	2016	% Change vs. Previous Year-to- Date	2017	% Change vs. Previous Year-to- Date	2018	% Change vs. Previous Year-to- Date	2019	% Change vs. Previous Year-to- Date	2020	% Change vs. Previous Year-to- Date	2021	% Change vs. Previous Year-to- Date	2022	% Change vs. Previous Year-to- Date
January	59	-31.40%	71	20.34%	94	32.39%	106	12.77%	96	-9.43%	88	-8.33%	84	-4.55%	128	52.38%	110	-14.06%
February	74	-11.90%	76	2.70%	87	14.47%	75	-14.79%	109	45.33%	72	-33.94%	100	38.89%	150	50.00%	118	-21.33%
March	89	14.10%	87	-2.25%	100	14.94%	131	31.00%	149	13.74%	125	-16.11%	123	-1.60%	216	75.61%	164	-24.07%
April	101	-0.98%	125	23.76%	128	2.40%	120	-6.25%	116	-3.33%	135	16.38%	101	-25.19%	212	109.90%	166	-21.70%
May	119	0.85%	142	19.33%	149	4.93%	157	5.37%	166	5.73%	172	3.61%	113	-34.30%	207	83.19%		-100.00%
June	125	21.36%	157	25.60%	174	10.83%	169	-2.87%	214	26.63%	184	-14.02%	171	-7.07%	221	29.24%		-100.00%
July	130	23.81%	174	33.85%	174	0.00%	167	-4.02%	169	1.20%	145	-14.20%	225	55.17%	224	-0.44%		-100.00%
August	117	-12.69%	146	24.79%	168	15.07%	173	2.98%	184	6.36%	159	-13.59%	213	33.96%	179	-15.96%		-100.00%
September	111	3.74%	140	26.13%	136	-2.86%	129	-5.15%	126	-2.33%	146	15.87%	220	50.68%	195	-11.36%		-100.00%
October	125	15.74%	162	29.60%	132	-18.52%	125	-5.30%	185	48.00%	172	-7.03%	235	36.63%	185	-21.28%		-100.00%
November	95	11.76%	97	2.11%	125	28.87%	117	-6.40%	127	8.55%	124	-2.36%	180	45.16%	194	7.78%		-100.00%
December	136	13.33%	131	-3.68%	133	1.53%	131	-1.50%	126	-3.82%	141	11.90%	185	31.21%	197	6.49%		-100.00%
Annual Total:	1,281	4.15%	1,508	17.72%	1,600	6.10%	1,600	0.00%	1,767	10.44%	1,663	-5.89%	1,950	17.26%	2,308	18.36%	558	-75.82%

Please note: The above figures include all transactions. They are an unofficial tabulation of Garfield County records that are believed to be reasonably accurate but are not guaranteed.

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## Lender Analysis

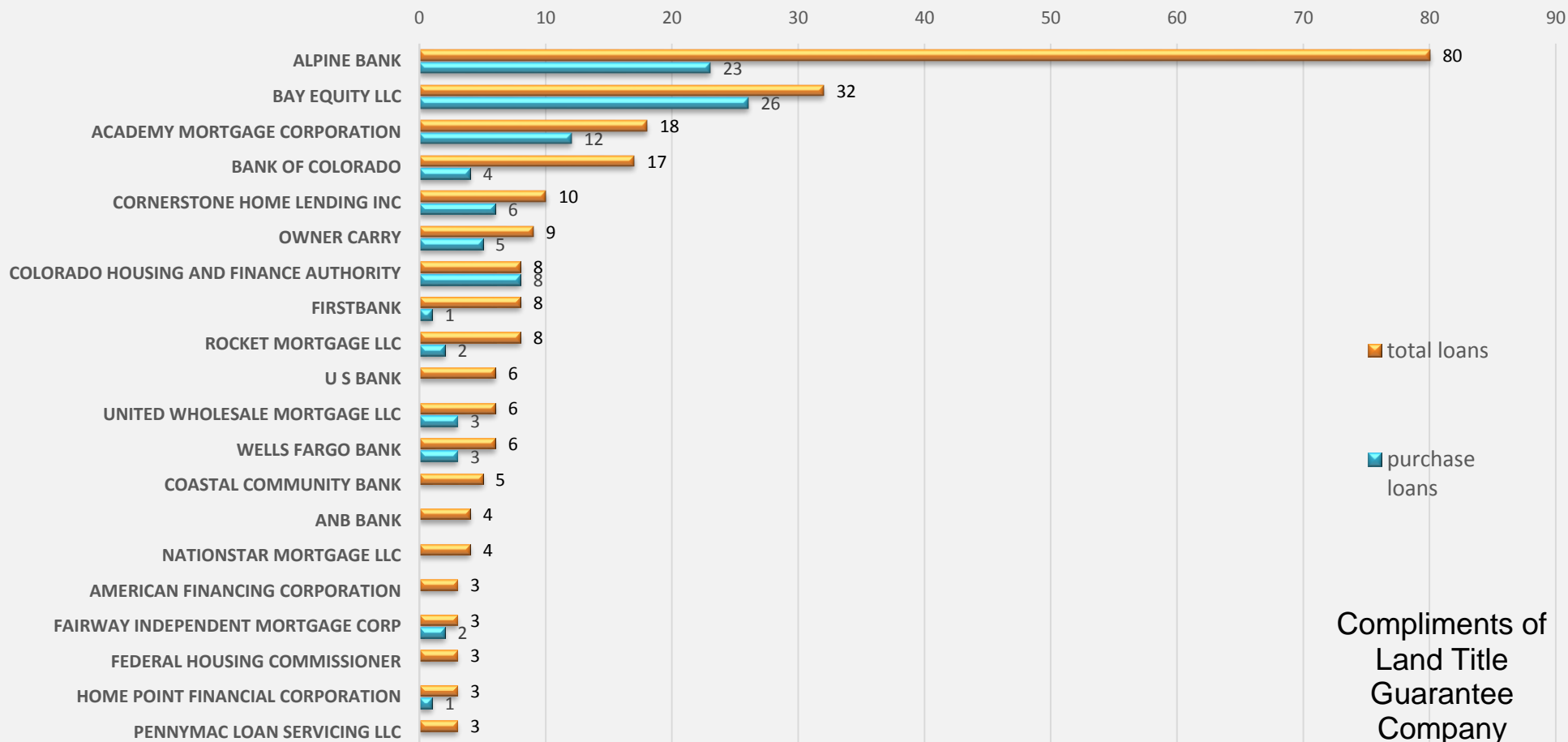
### Top 20 Lenders - April 2022

**Loan Breakdown:** 126 Loans related to Sales : 76% of the 166 Sales Transactions.

There were 182 Refinance/Equity Loans.

The Remainder of Sales: 24% of Real Estate closings were Cash Transactions at the time of closing.

Total Loans: 308



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