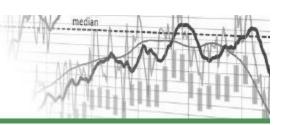
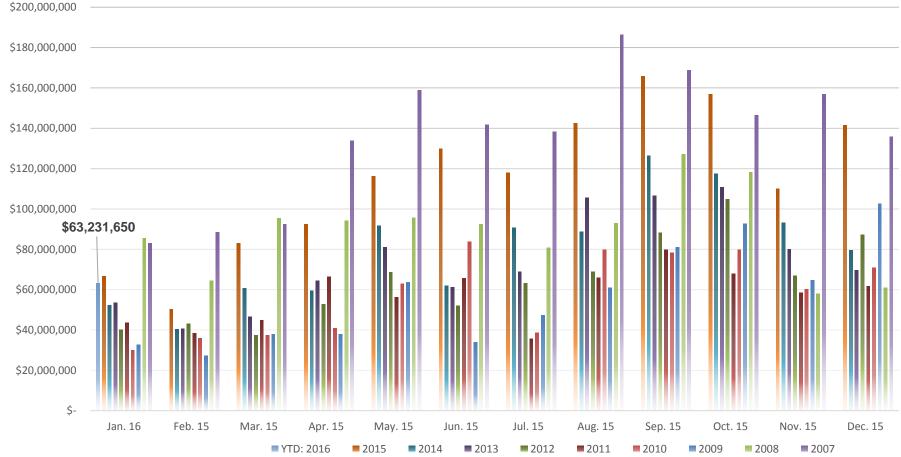


# Summit County Market ANALYSIS



#### Historical Gross Sales Volume: 2007 - YTD: 2016



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Brooke Roberts 970-453-2255 broberts@ltgc.com

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# **Market Analysis by Area**

January 2016		All Transaction Summary					Reside	ential Sui	mmary
Area	s Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average s Transaction Price	Median s Transaction Price	Average \$ Residential Price	Median s Residential Price	Average s Residential PPSF
Blue River & South to County Line	\$3,550,000	6%	6	5%	\$591,667	\$647,500	\$591,667	\$647,500	\$250
Breckenridge	\$22,460,200	36%	30	24%	\$748,673	\$522,500	\$766,138	\$522,500	\$486
Breckenridge Golf Course	\$3,670,000	6%	6	5%	\$611,667	\$461,250	\$906,667	\$725,000	\$440
Copper Mountain	\$3,720,500	6%	7	6%	\$531,500	\$435,500	\$570,083	\$437,750	\$396
Corinthian Hills & Summerwood	\$118,000	0%	1	1%	\$118,000	dna	\$118,000	dna	\$60
Dillon Town & Lake	\$1,011,900	2%	3	2%	\$337,300	\$349,000	\$337,300	\$349,000	\$341
Dillon Valley	\$2,505,000	4%	10	8%	\$250,500	\$179,500	\$250,500	\$179,500	\$249
Farmers Corner	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Frisco	\$8,450,250	13%	19	15%	\$444,750	\$406,000	\$480,953	\$429,000	\$375
Heeney	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Keystone	\$7,362,000	12%	13	10%	\$566,308	\$475,000	\$566,308	\$475,000	\$331
Montezuma	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
North Summit County (rural)	\$248,500	0%	2	2%	\$124,250	dna	\$0	\$0	\$0
Peak 7	\$380,000	1%	1	1%	\$380,000	dna	\$380,000	dna	\$485
Silverthorne	\$3,822,600	6%	8	6%	\$477,825	\$431,550	\$589,900	\$502,400	\$281
Summit Cove	\$1,353,000	2%	4	3%	\$338,250	\$326,500	\$338,250	\$326,500	\$290
Wildernest	\$3,106,700	5%	9	7%	\$345,189	\$318,800	\$345,189	\$318,800	\$258
Woodmoor	\$975,000	2%	3	2%	\$325,000	\$365,000	\$325,000	\$365,000	\$278
Deed Restricted Units	\$498,000	5%	2	2%	\$249,000	dna	n/a	n/a	n/a
Quit Claim Deeds	\$0	0%	0	0%	\$0	\$0	n/a	n/a	n/a
TOTAL	\$63,231,650	100%	124	100%	\$514,210	\$402,250	\$533,982	\$408,000	\$355
(NEW UNIT SALES)	\$10,941,600	17%	11	9%	\$994,691	\$739,000	\$10,624,500	\$794,500	\$427

NOTES: The above figures do not include time share interests or refinance transactions. Average & Median price calculations do not include Quit Claim Deed transactions. Residential Summary includes statistically viable sales only. Average PPSF is calculated from the heated living area when available from the Summit County Assessor's Office.

**Brooke Roberts** 970-453-2255

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Frisco **Land Title** 

**60 Main Street** 

Frisco, CO 80443

970.668.2205

Dillon **Land Title** 

256 Dillon Ridge **Dillon, CO 80435** 

970.262.1883

Breckenridge Land Title

200 North Ridge Street Breckenridge, CO 80424

970.453.2255



# **Year-to-Date Market Analysis by Area**

YTD: Jan. 2016		All Transaction Summary						ential Sui	mmary
Area	s Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average s Transaction Price	Median s Transaction Price	Average \$ Residential Price	Median s Residential Price	Average \$ Residential PPSF
Blue River & South to County Line	\$3,550,000	6%	6	5%	\$591,667	\$647,500	\$591,667	\$647,500	\$250
Breckenridge	\$22,460,200	36%	30	24%	\$748,673	\$522,500	\$766,138	\$522,500	\$486
Breckenridge Golf Course	\$3,670,000	6%	6	5%	\$611,667	\$461,250	\$906,667	\$725,000	\$440
Copper Mountain	\$3,720,500	6%	7	6%	\$531,500	\$435,500	\$570,083	\$437,750	\$396
Corinthian Hills & Summerwood	\$118,000	0%	1	1%	\$118,000	dna	\$118,000	dna	\$60
Dillon Town & Lake	\$1,011,900	2%	3	2%	\$337,300	\$349,000	\$337,300	\$349,000	\$341
Dillon Valley	\$2,505,000	4%	10	8%	\$250,500	\$179,500	\$250,500	\$179,500	\$249
Farmers Corner	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Frisco	\$8,450,250	13%	19	15%	\$444,750	\$406,000	\$480,953	\$406,000	\$375
Heeney	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Keystone	\$7,362,000	12%	13	10%	\$566,308	\$475,000	\$566,308	\$475,000	\$331
Montezuma	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
North Summit County (rural)	\$248,500	0%	2	2%	\$124,250	\$124,250	\$0	\$0	\$0
Peak 7	\$380,000	1%	1	1%	\$380,000	dna	\$380,000	dna	\$485
Silverthorne	\$3,822,600	6%	8	6%	\$477,825	\$431,550	\$589,900	\$502,400	\$281
Summit Cove	\$1,353,000	2%	4	3%	\$338,250	\$326,500	\$338,250	\$326,500	\$290
Wildernest	\$3,106,700	5%	9	7%	\$345,189	\$318,800	\$345,189	\$318,800	\$258
Woodmoor	\$975,000	2%	3	2%	\$325,000	\$365,000	\$325,000	\$365,000	\$278
Deed Restricted Units	\$498,000	5%	2	2%	\$249,000	dna	n/a	n/a	n/a
Quit Claim Deeds	\$0	0%	0	0%	\$0	\$0	n/a	n/a	n/a
TOTAL	\$63,231,650	100%	124	100%	\$514,210	\$402,250	\$533,982	\$406,000	\$355
(NEW UNIT SALES)	\$10,941,600	17%	11	9%	\$994,691	\$739,000	\$10,624,500	\$794,500	\$427

NOTES: The above figures do not include time share interests or refinance transactions. Average & Median price calculations do not include Quit Claim Deed transactions. Residential Summary includes statistically viable sales only.

Average PPSF is calculated from the heated living area when available from the Summit County Assessor's Office.

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Breckenridge Land Title

200 North Ridge Street Breckenridge, CO 80424

970.453.2255



# **Market Snapshot by Area**

#### Full Year 2015 versus YTD: 2016

Area	Average Price Single Family 2015	Average Price Single Family YTD: 2016	% Change vs. Prior Year	Average Price Multi-Family 2015	Average Price Multi-Family YTD: 2016	% Change vs. Prior Year	Average Price Vacant Land 2015	Average Price Vacant Land YTD: 2016	% Change vs. Prior Year
Blue River	\$609,297	\$681,000	12%	\$193,923	\$145,000	-25%	\$124,087	\$0	n/a
Breckenridge	\$1,264,723	\$1,472,286	16%	\$540,033	\$475,371	-12%	\$761,003	\$171,500	-77%
Breckenridge Golf Course	\$1,368,690	\$1,223,750	-11%	\$423,355	\$272,500	-36%	\$364,441	\$650,000	78%
Copper Mountain	\$0	\$0	0%	\$355,966	\$570,083	60%	\$1,025,000	\$0	n/a
Corinthian Hills/Summerwood	\$681,188	\$118,000	-83%	\$431,333	\$0	n/a	\$0	\$0	0%
Dillon Town & Lake	\$571,250	\$0	n/a	\$338,398	\$337,300	0%	\$0	\$0	0%
Dillon Valley	\$425,050	\$463,667	9%	\$146,944	\$159,143	8%	\$0	\$0	n/a
Farmers Corner	\$503,280	\$0	n/a	\$0	\$0	n/a	\$146,500	\$0	n/a
Frisco	\$814,014	\$811,000	0%	\$437,106	\$458,950	5%	\$286,421	\$275,000	-4%
Heeney	\$286,100	\$0	n/a	\$0	\$0	0%	\$230,000	\$0	n/a
Keystone	\$1,155,666	\$1,298,750	12%	\$352,469	\$433,136	23%	\$291,250	\$0	n/a
Montezuma	\$426,667	\$0	n/a	\$0	\$0	0%	\$146,667	\$0	n/a
North Summit County (Rural)	\$1,064,500	\$0	n/a	\$0	\$0	0%	\$359,667	\$168,500	-53%
Peak 7	\$794,406	\$380,000	-52%	\$0	\$0	0%	\$151,575	\$0	n/a
Silverthorne	\$707,508	\$552,625	-22%	\$486,984	\$739,000	52%	\$273,535	\$373,550	37%
Summit Cove	\$619,291	\$360,000	-42%	\$320,214	\$331,000	3%	\$175,960	\$0	n/a
Wildernest	\$550,507	\$550,000	0%	\$283,324	\$319,588	13%	\$163,125	\$0	m
Woodmoor	\$985,110	\$0	n/a	\$364,387	\$325,000	-11%	\$273,500	\$0	m
Gross Live Average:	\$855,925	\$877,732	3%	\$399,232	\$407,338	2%	\$372,794	\$311,943	-16%

Please note: The above figures are an unofficial tabulation of Summit 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 Market Snapshot Report.

Area	Median Price Single Family 2015	Median Price Single Family YTD: 2016	% Change vs. Prior Year	Median Price Multi-Family 2015	Median Price Multi-Family YTD: 2016	% Change vs. Prior Year	Median Price Vacant Land 2015	Median Price Vacant Land YTD: 2016	% Change vs. Prior Year
Blue River	\$540,000	\$660,000	22%	\$192,500	dna	n/a	\$125,000	\$0	n/a
Breckenridge	\$963,500	\$1,555,000	61%	\$445,000	\$398,900	-10%	\$655,000	dna	n/a
Breckenridge Golf Course	\$1,375,000	dna	n/a	\$383,500	dna	n/a	\$347,500	dna	n/a
Copper Mountain	\$0	\$0	n/a	\$350,000	\$437,750	25%	dna	\$0	n/a
Corinthian Hills/Summerwood	\$685,000	dna	n/a	\$340,000	\$0	n/a	\$0	\$0	0%
Dillon Town & Lake	\$524,500	\$0	n/a	\$327,500	\$349,000	7%	\$0	\$0	0%
Dillon Valley	\$383,650	\$410,000	7%	\$139,000	\$142,000	2%	\$0	\$0	0%
Farmers Corner	\$504,550	\$0	n/a	\$0	\$0	n/a	dna	\$0	n/a
Frisco	\$729,000	dna	n/a	\$407,000	\$406,000	0%	\$287,500	dna	n/a
Heeney	\$235,000	\$0	n/a	\$0	\$0	0%	dna	\$0	n/a
Keystone	\$729,000	dna	n/a	\$294,500	\$415,000	41%	dna	\$0	n/a
Montezuma	\$442,500	\$0	n/a	\$0	\$0	0%	\$125,000	\$0	n/a
North Summit County (Rural)	\$580,000	\$0	n/a	\$0	\$0	0%	\$350,000	dna	n/a
Peak 7	\$647,500	dna	n/a	\$0	\$0	0%	\$143,150	\$0	n/a
Silverthorne	\$610,000	\$467,750	-23%	\$421,450	dna	n/a	\$230,000	dna	n/a
Summit Cove	\$615,000	dna	n/a	\$316,500	\$293,000	-7%	\$162,500	\$0	n/a
Wildernest	\$540,000	dna	n/a	\$264,000	\$316,850	20%	\$158,250	\$0	n/a
Woodmoor	\$863,750	\$0	n/a	\$336,000	\$365,000	9%	\$254,500	\$0	n/a
Gross Live Median:	\$685,000	\$665,000	-3%	\$339,000	\$368,000	9%	\$260,000	\$275,000	6%

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# Historical Market Analysis: Percentage Market Change: 2008 - YTD. 2016

Month to Month Comparison # of Transactions and \$ Volume

			ina y voiamo														
Month	2008	% Change 08 to 09	2009	% Change 09 to 10	2010	% Change 10 to 11	2011	% Change 11 to 12	2012	% Change 12 to 13	2013	% Change 13 to 14	2014	% Change 14 to 15	2015	% Change 15 to 16	2016
January	\$85,497,600	-62%	\$32,813,600	-8%	\$30,051,500	45%	\$44,042,400	-8%	\$42,663,800	33%	\$62,235,670	-2%	\$53,073,051	25%	\$66,536,300	-5%	\$63,231,650
February	\$64,539,900	-58%	\$27,246,500	32%	\$36,036,515	6%	\$38,516,800	12%	\$43,683,600	-6%	\$45,837,653	-1%	\$44,671,060	13%	\$50,326,500	-100%	
March	\$95,396,600	-60%	\$37,878,500	-1%	\$37,425,700	20%	\$45,046,200	-17%	\$38,893,960	25%	\$55,149,780	30%	\$67,244,100	24%	\$83,058,500	-100%	
April	\$94,201,300	-60%	\$37,792,900	8%	\$40,792,200	63%	\$66,323,300	-20%	\$55,250,700	22%	\$64,956,000	-7%	\$62,554,700	48%	\$92,373,585	-100%	
May	\$95,667,500	-33%	\$63,752,300	-1%	\$63,039,000	-11%	\$56,177,600	22%	\$73,173,000	18%	\$94,375,050	13%	\$96,773,950	20%	\$116,330,500	-100%	
June	\$92,536,900	-63%	\$34,049,300	146%	\$83,871,000	-22%	\$65,751,300	-21%	\$56,820,400	17%	\$70,371,650	1%	\$69,830,150	86%	\$129,754,349	-100%	
July	\$80,686,100	-41%	\$47,401,000	-19%	\$38,565,100	-8%	\$35,555,500	77%	\$65,197,855	9%	\$80,849,879	32%	\$95,597,625	23%	\$117,921,469	-100%	
August	\$92,825,200	-34%	\$60,975,000	31%	\$79,753,200	-17%	\$65,898,700	4%	\$71,800,475	53%	\$108,430,700	-16%	\$95,422,383	49%	\$142,534,040	-100%	
September	\$127,090,100	-36%	\$81,015,200	-3%	\$78,228,400	2%	\$79,799,400	10%	\$90,330,100	21%	\$111,130,100	19%	\$147,078,700	13%	\$165,716,318	-100%	
October	\$118,230,800	-22%	\$92,709,100	-14%	\$79,749,200	-15%	\$73,125,800	54%	\$114,295,400	6%	\$114,722,935	6%	\$130,161,800	21%	\$156,891,050	-100%	
November	\$58,002,400	12%	\$64,690,000	-7%	\$60,172,900	-3%	\$61,748,100	14%	\$74,734,600	20%	\$89,196,800	16%	\$104,587,700	5%	\$109,915,500	-100%	
December	\$61,054,700	68%	\$102,685,700	-31%	\$70,755,100	-13%	\$66,168,700	42%	\$88,152,000	-20%	\$75,615,706	14%	\$90,305,800	57%	\$141,435,873	-100%	
YTD Comparison	\$85,497,600	-62%	\$32,813,600	-8%	\$30,051,500	47%	\$44,042,400	-3%	\$42,663,800	46%	\$62,235,670	-15%	\$53,073,051	25%	\$66,536,300	-5%	\$63,231,650
Annual Total	\$1,065,729,100	-36%	\$683,009,100	2%	\$698,439,815	0%	\$698,153,800	17%	\$814,995,890	19%	\$972,871,923	9%	\$1,057,301,019	30%	\$1,372,793,984	-95%	\$63,231,650

Month to Month Comparison by Number of Transactions

MOTHET TO MOTE	nur to Month Companson by Number of Transactions																
Mondo		% Change	2009	% Change	2040	%	2011	%	2042	%	0040	%	0044	%	2045	%	0046
Month	2008	08 to 09	2009	09 to 10	2010	Change	2011	Change	2012	Change	2013	Change	2014	Change	2015	Change	2016
		35 15 55		00 10 10		10 to 11		11 to 12		12 to 13		13 to 14		14 to 15		15 to 16	
January	165	-67%	54	0%	54	61%	90	10%	102	13%	116	-6%	107	19%	127	-2%	124
February	128	-57%	55	20%	66	35%	90	-11%	81	16%	97	-10%	91	16%	106	-100%	
March	162	-56%	71	21%	86	19%	103	-21%	86	46%	128	1%	125	19%	149	-100%	
April	163	-58%	68	34%	91	16%	106	7%	119	19%	136	-13%	124	23%	153	-100%	
May	162	-46%	88	7%	94	14%	107	25%	145	18%	165	10%	181	13%	205	-100%	
June	155	-48%	80	73%	138	-25%	104	5%	124	28%	151	6%	155	69%	262	-100%	
July	136	-30%	95	-21%	75	31%	98	29%	131	23%	163	26%	201	0%	202	-100%	
August	183	-38%	114	3%	117	28%	150	6%	162	36%	221	-6%	214	25%	267	-100%	
September	201	-27%	147	1%	149	9%	162	-2%	164	54%	254	11%	286	5%	301	-100%	
October	176	-9%	160	-4%	154	5%	171	43%	240	5%	251	5%	265	7%	284	-100%	
November	105	29%	135	4%	141	1%	152	8%	158	10%	197	19%	216	-5%	205	-100%	
December	98	82%	178	-13%	154	-9%	147	32%	188	-29%	138	32%	186	48%	276	-100%	
YTD Comparison	165	-67%	54	0%	54	67%	90	13%	102	14%	116	-8%	107	19%	127	-2%	124
Annual Total	1,834	-32%	1,245	6%	1,319	12%	1,480	15%	1,700	19%	2,017	7%	2,151	18%	2,537	-95%	124

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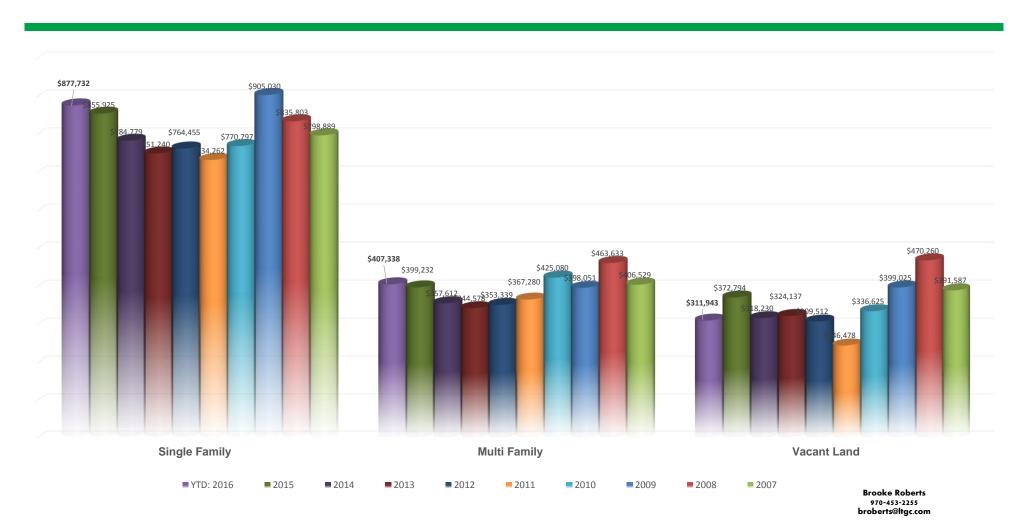


# **Residential Cost Analysis**

January 2016 Residential Improved Uni	•		
. 000 000	# Transactions	Gross Volume	Percentage Gros
<=200,000	13 17	\$1,873,000	3%
200,001 to 300,000	17	\$4,501,550	8% 12%
00,001 to 400,000 00,001 to 500,000	16	\$6,810,600 \$6,797,600	12%
500,001 to 500,000	6	\$3,260,400	6%
600,001 to 700,000	12	\$7,738,000	14%
700,001 to 800,000	5	\$3,678,000	7%
300,001 to 900,000	6	\$5,051,000	9%
900,001 to 1,000,000	1	\$999,000	2%
1,000,001 to 1,500,000	3	\$3,520,000	6%
,500,001 to 2,000,000	5	\$8,585,000	15%
2,000,001 to 2,500,000	0	\$0	0%
2,500,001 to 3,000,000	1	\$2,720,000	5%
over \$ 3 Million	0	\$0	0%
Total:	104	\$55,534,150	100%
lew Construction	Number Trans.	Total Volume	Average Price
Single Family	4	\$6,667,500	\$1,666,875
Multi Family	6	\$3,957,000	\$659,500
/acant Land	1	\$317,100	\$317,100
tesales .	Number Trans.	Total Volume	Average Price
Single Family	24	\$17,909,000	\$746,208
Multi Family	70 6	\$27,000,650	\$385,724
/acant Land		\$1,866,500	\$311,083
an. 2015 Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	28	\$24,576,500	\$877,732
Multi Family	76	\$30,957,650	\$407,338
/acant Land	7	\$2,183,600	\$311,943
TD. 2016: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	28	\$24,576,500	\$877,732
Multi Family	76	\$30,957,650	\$407,338
Vacant Land	7	\$2,183,600	\$311,943
ull Year 2015: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	678	\$580,317,085	\$855,925
Multi Family	1422	\$567,707,483	\$399,232
/acant Land	156	\$58,155,900	\$372,794
Full Year 2014: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	561	\$440,261,075	\$784,779
Multi Family	1170	\$418,406,606	\$357,612
/acant Land	126	\$40,097,000	\$318,230
ull Year 2013: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	569	\$427,455,600	\$751,240
Multi Family	994	\$342,510,355	\$344,578
/acant Land	118	\$38,248,200	\$324,137
ull Year 2012: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	509	\$389,107,600	\$764,455
Multi Family	805	\$284,438,000	\$353,339
/acant Land	114	\$35,284,400	\$309,512
ull Year 2011: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family Multi Family	454	\$333,355,100 \$265,175,800	\$734,262 \$367,280
/acant Land	722 91	\$22,429,500	\$246,478
full Year 2010: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	415	\$319.880.900	\$770,797
Multi Family	691	\$293,730,300	\$425,080
/acant Land	77	\$25,920,100	\$336,625
ull Year 2009: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	392	\$354,771,700	\$905,030
Multi Family	655	\$260,723,700	\$398,051
/acant Land	69	\$27,532,700	\$399,025
ull Year 2008: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	470	\$392,827,200	\$835,803
Multi Family	1001	\$464,096,800	\$463,633
/acant Land	151	\$71,009,300	\$470,260
ull Year 2007: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	801	\$639,910,300	\$798,889
Multi Family	1779	\$723,215,400	\$406,529
Vacant Land	334	\$130,790,200	\$391,587



# **Average Price History by Type: 2007 - YTD. 2016**





# **Comparative Historical Cost Analysis**

YTD. 2016 Price Point Summary for		O	D
200 000	# Transactions 13	Gross Volume	Percentage Gross
<=200,000		\$1,873,000	3%
200,001 to 300,000	17	\$4,501,550	8%
300,001 to 400,000	19	\$6,810,600	12%
400,001 to 500,000	16	\$6,797,600	12%
500,001 to 600,000	6	\$3,260,400	6%
600,001 to 700,000	12	\$7,738,000	14%
700,001 to 800,000	5	\$3,678,000	7%
300,001 to 900,000	6	\$5,051,000	9%
900,001 to 1,000,000	1	\$999,000	2%
1,000,001 to 1,500,000	3	\$3,520,000	6%
1,500,001 to 2,000,000	5	\$8,585,000	15%
2,000,001 to 2,500,000	0	\$0	0%
2,500,001 to 3,000,000	1	\$2,720,000	5%
over \$ 3 Million	0	\$0	0%
Total:	104	\$55,534,150	100%
YTD. 2015 Price Point Summary for		<del>400,00</del> 1,100	
TIDI 2010 TITIO TOTAL Gammary To	# Transactions	Gross Volume	Percentage Gross
<=200,000	13	\$1,764,200	3%
200,001 to 300,000	19	\$4,839,800	9%
300,001 to 400,000	17	\$5,729,800	10%
400,001 to 500,000	11	\$4,773,800	8%
500,001 to 600,000	6	\$3,318,000	6%
600,001 to 700,000	6	\$3,885,000	7%
700,001 to 800,000	6	\$4,508,000	8%
800,001 to 900,000	4	\$3,416,000	6%
900,001 to 1,000,000	4	\$3,796,500	7%
1,000,001 to 1,500,000	5	\$6,739,000	12%
1,500,001 to 2,000,000	5	\$8,066,500	14%
2,000,001 to 2,500,000	0 2	\$0	0%
2,500,001 to 3,000,000 over \$ 3 Million	0	\$5,374,000 \$0	10% 0%
Total:	98	\$56,210,600	100%
YTD. 2014 Price Point Summary for		\$30,210,000	100 /8
1 1D. 2014 Frice Fount Summary for	# Transactions	Gross Volume	Percentage Gross
<=200,000	14	\$2,078,800	5%
200,000 to 300,000	20	\$5,014,000	13%
300,001 to 400,000	12	\$4,400,800	11%
100,001 to 500,000	11	\$5,025,000	13%
500,001 to 600,000	_		
600,001 to 700,000	6 2	\$3,320,000 \$1,369,900	9% 4%
700,001 to 800,000	4		8%
		\$2,950,000	
300,001 to 900,000	4	\$3,412,500	9%
900,001 to 1,000,000	3	\$2,785,000	7%
,000,001 to 1,500,000	6	\$7,052,500	18%
,500,001 to 2,000,000	1	\$1,580,000	4%
2,000,001 to 2,500,000	0	\$0	0%
2,500,001 to 3,000,000	0	\$0	0%
over \$ 3 Million	0	\$0	0%
Total:	83	\$38,988,500	100%

Brooke Roberts 970-453-2255 broberts@ltgc.com Frisco Land Title 60 Main Street Frisco, CO 80443 970.668.2205 Dillon Land Title 256 Dillon Ridge Dillon, CO 80435 970.262.1883 Breckenridge Land Title 200 North Ridge Street Breckenridge, CO 80424 970.453.2255



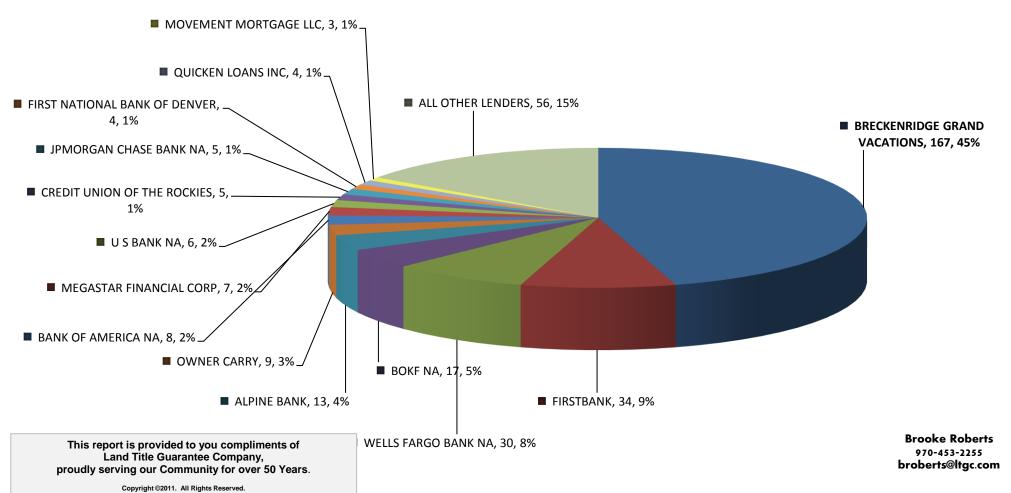
## **Lender Analysis**

#### TOP 85% LENDERS - January 2016

<u>LOAN BREAKDOWN</u>: 78 Loans related to Sales 63% of the 368 Sales Transactions. There were 123 Refinance/Equity Loans, and 167 Loans related to Timeshare Sales.

The Remainder of Sales: 37% of Real Estate closings were Cash Transactions at the time of closing.

**Total Loans: 368** 





# **Market Highlights**

Highest Priced Residential Sale: January 2016.

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
4	5.00	2012	5433	\$ 2,720,000	Yingling & Mickles Addition Sub, Block 11, Lot 19A	JIL COHEN TRUST	\$ 500.64	01/15/2016	215 S GOLD FLAKE TER	

215 South Gold Flake Terrace



Highest Price PSF Residential Sale: January 2016

Brm	Bath	Year Built	Size	ı	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
1	1.00	1999	602	\$	370,000	Park Avenue Lofts Condo, Unit 204	JASON FRENCH	\$ 614.62	01/07/2016	500 S PARK AVE	

Ponk Salas Datail: January 2016

Bank	Sales	Detail	: Janua	ry 2016						
Brm	Bath	Year	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference
		Built								
1	2.00	2000	898	\$ 278,000	Drake Landing Condo, Unit B9	KELSEY VOYLES	\$ 309.58	01/07/2016	801 NORTH LAKEPOINT DR	Bank: FNMA

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# **Foreclosure Document Breakdown**

January 2016:	Total	Timeshare	Fee Simple	Unknown: No legal shown
#1 Notice Election & Demand: (NED)	3	1	2	0
#2 Certificate of Purchase: (CTP)	0	0	0	0
#3 Public Trustee's Deeds: (PTD)	1	0	1	0
Total Foreclosure Docs Filed:	4	1	3	0

# **Land Title Historical Foreclosure Summary**

2009 Summary:	
NED:	300
Withdrawn NED'S	117
Active NED's for 2009:	183
Public Trustee's Deeds Issued:	86

2011 Summary:	
NED:	326
Withdrawn NED'S	148
Active NED's for 2011:	178
Public Trustee's Deeds Issued:	227

2013 Summary:	
NED:	138
Withdrawn NED'S	86
Active NED's for 2013:	52
Public Trustee's Deeds Issued:	92

2015 Summary:	
NED:	32
Withdrawn NED'S	14
Active NED's for 2015:	18
Public Trustee's Deeds Issued:	26

2010 Summary:	
NED:	367
Withdrawn NED'S	162
Active NED's for 2010:	205
Public Trustee's Deeds Issued:	148

2012 Summary:	
NED:	251
Withdrawn NED'S	132
Active NED's for 2012:	119
Public Trustee's Deeds Issued:	165

2014 Summary:	
NED:	86
Withdrawn NED'S	27
Active NED's for 2014:	59
Public Trustee's Deeds Issued:	65

YTD. 2016 Summary:	
NED:	3
Withdrawn NED'S	0
Active NED's for 2015:	3
Public Trustee's Deeds Issued:	1

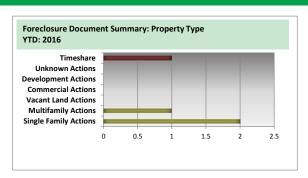
Seven Year Foreclosure Summary & Analysis:	
Total Active NED's for Period: 1/1/2009 thru 12/31/2015	813
Total PTD's Issued: 1/1/2009 thru 12/31/2015	808
Unissued Public Trustee's Deeds Remaining:	5

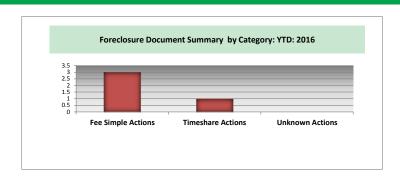
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# **Summary of Foreclosure Actions**

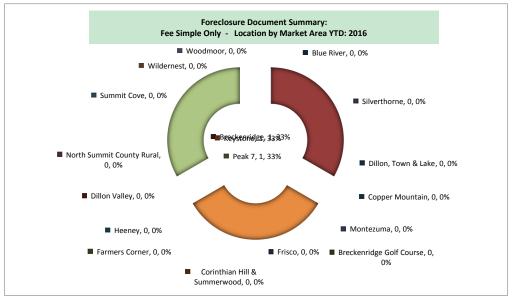
Property Foreclosure Summary:	
Fee Simple Actions	3
Timeshare Actions	1
Unknown Actions	0
Property Type Breakdowi	n:
Single Family Actions	2
Multifamily Actions	1
Vacant Land Actions	0
Commercial Actions	0
Development Actions	0
Unknown Actions	0
Timeshare	1





Location Summary: ALL TYPES	
Blue River	0
Breckenridge	2
Breckenridge Golf Course	0
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoo	0
Dillon, Town & Lake	0
Dillon Valley	0
Farmers Corner	0
Frisco	0
Heeney	0
Keystone	1
Montezuma	0
North Summit County Rural	0
Peak 7	1
Silverthorne	0
Summit Cove	0
Wildernest	0

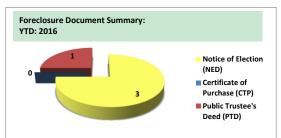
Location Summary: Fee Simple Only	
Blue River	0
Breckenridge	1
Breckenridge Golf Course	0
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoc	0
Dillon, Town & Lake	0
Dillon Valley	0
Farmers Corner	0
Frisco	0
Heeney	0
Keystone	1
Montezuma	0
North Summit County Rural	0
Peak 7	1
Silverthorne	0
Summit Cove	0
Wildernest	0
Woodmoor	0



\* Location Summaries do not inlcude recordings with Unknown Legal Descriptions

Document Summary:	
Notice of Election (NED)	3
Certificate of Purchase (CTP)	0
Public Trustee's Deed (PTD)	1

Woodmoor



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# **Top Lender Listing**

LENDER	NUMBER LOANS	PERCENTAGE TOTAL	
BRECKENRIDGE GRAND VACATIONS	167	45.38%	Top 85% Lenders for January 2016
FIRSTBANK	34	9.24%	Summit County
WELLS FARGO BANK NA	30	8.15%	
BOKF NA	17	4.62%	
ALPINE BANK	13	3.53%	
OWNER CARRY	9	2.45%	
BANK OF AMERICA NA	8	2.17%	
MEGASTAR FINANCIAL CORP	7	1.90%	
U S BANK NA	6	1.63%	
CREDIT UNION OF THE ROCKIES	5	1.36%	
JPMORGAN CHASE BANK NA	5	1.36%	
FIRST NATIONAL BANK OF DENVER	4	1.09%	
QUICKEN LOANS INC	4	1.09%	
MOVEMENT MORTGAGE LLC	3	0.82%	
ALL OTHER LENDERS	56	15.22%	
BANK OF ENGLAND	2	0.54%	
BANK OF THE WEST	2	0.54%	
CHERRY CREEK MORTGAGE CO INC	2	0.54%	
COMMERCE HOME MORTGAGE	2	0.54%	
EVERBANK	2	0.54%	
LAKEVIEW LOAN SERVICING LLC	2	0.54%	
MORGAN STANLEY PRIVATE BANK NATIONAL ASSOCIATION	2	0.54%	
UNITED WHOLESALE MORTGAGE	2	0.54%	
AMERICAN SOUTHWEST MORTGAGE CORP	1	0.27%	
AMERISAVE MORTGAGE CORPORATION	1	0.27%	
BOFI FEDERAL BANK	1	0.27%	
CALIBER HOME LOANS INC	1	0.27%	
COMMUNITY BANK	1	0.27%	
COMPASS BANK	1	0.27%	
CORNERSTONE HOME LENDING INC	1	0.27%	
E MORTGAGE MANAGEMENT LLC	1	0.27%	
ELEVATIONS CREDIT UNION	1	0.27%	
EMPRISE BANK	1	0.27%	
FIRST AMERICAN STATE BANK	1	0.27%	
FIRST INTERNET BANK OF INDIANA	1	0.27%	
GOLDMAN SACHS BANK USA	1	0.27%	
GOLDWATER BANK NA	1	0.27%	
INTERFIRST MORTGAGE COMPANY	1	0.27%	
KINECTA FEDERAL CREDIT UNION	1	0.27%	
LIBERTY SAVINGS BANK FSB	1	0.27%	
M&T BANK	1	0.27%	
NATIONSTAR MORTGAGE LLC	1	0.27%	
NAVY FEDERAL CREDIT UNION	1	0.27%	
NORTHPOINTE BANK	1	0.27%	
PENTAGON FEDERAL C U	1	0.27%	
PROFESSIONAL MORTGAGE SOURCE LLC	1	0.27%	
PROVIDENT FUNDING ASSOCIATES	1	0.27%	
REDSTONE BANK	1	0.27%	
REGIONS BANK	1	0.27%	
RPM MORTGAGE INC	1	0.27%	
SECURITY SERVICE FEDERAL CREDIT UNION	1	0.27%	
SIERRA PACIFIC MORTGAGE COMPANY INC	1	0.27%	
STOCKTON NATIONAL BANK	1	0.27%	
SUMMIT COUNTY	1	0.27%	
SUMMIT MORTGAGE CORPORATION	1	0.27%	
U S DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT	1	0.27%	
UNION BANK &TRUST COMPANY	1	0.27%	
UNIVERSAL AMERICAN MORTGAGE COMPANY LLC	1	0.27%	
US BANK NATIONAL ASSOCIATION	1	0.27%	
USAA FEDERAL SAVINGS BANK	1	0.27%	
USB BANK USA	1	0.27%	
VECTRA BANK COLORADO NATIONAL ASSOCIATION	1	0.27%	
WEST TOWN BANK & TRUST	1	0.27%	
TOTAL LOANS FOR JANUARY 2016:	368	100.00%	

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## **Purchaser Profile Abstract**

Upper End Purchaser Details: January 2016

Brm	Bath	Year Built	Size	Price	Legal	PPSF	Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
4	5.00	2012	5433	\$ 2,720,000	Yingling & Mickles Addition Sub, Block 11, Lot 19A	\$ 500.64	01/15/2016	215 S GOLD FLAKE TER	BOULDER	CO
6	7.00	1995	5688	\$ 1,900,000	Yingling & Mickles Addition Sub, Block 11, Lot 18A	\$ 334.04	01/07/2016	205 S GOLD FLAKE TER	BRECKENRIDGE	CO
		1990	2456	\$ 1,800,000	Stiles Addition Sub, Block 1, Lot 3	\$ 732.90	01/26/2016	130 SOUTH MAIN STREET	BRECKENRIDGE	CO
5	5.00	2000	4227	\$ 1,782,500	North Fork Sub, Lot 5	\$ 421.69	01/05/2016	577 MONTEZUMA RD	ROCHESTER	MN
4	5.00	2014	3762	\$ 1,722,500	Highlands at Breck-Discovery Hill, Filing 2, Lot 99	\$ 457.87	01/27/2016	118 HAMILTON COURT	WINDERMERE	FL
5	6.00	1913	2985	\$ 1,625,000	Yingling & Mickles Addition Sub, Block 6, Lot 9	\$ 544.39	01/13/2016	215 S HIGH STREET	BRECKENRIDGE	CO
3	5.00	2015	3658	\$ 1,555,000	Peak Ten Bluffs, Lot 5	\$ 425.10	01/27/2016	239 SILVER QUEEN DR	AUSTIN	TX
4	4.00	2003	2641	\$ 1,205,000	Breckenridge Park Estates Sub, Lot 10	\$ 456.27	01/05/2016	218 CR 530	THE WOODLANDS	TX
4	4.00	2007	2492	\$ 1,195,000	Union Creek Townhomes Condo, Unit 39C	\$ 479.53	01/11/2016	39 UNION CREEK TRAIL	BATON ROUGE	LA
4	4.00	1996	2466	\$ 1,120,000	Pines at 4 O'Clock Sub, Filing 3, Lot 13B	\$ 454.18	01/05/2016	31 TALL PINES DRIVE	BOULDER	СО

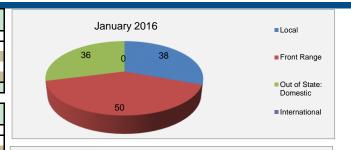
All Sales: Jan. 2016								
Origin of Buyer	# of Trans.	% Overall						
Local	38	31%						
Front Range	50	40%						
Out of State: Domestic	36	29%						
International	0	0%						
Total Sales	124	100%						

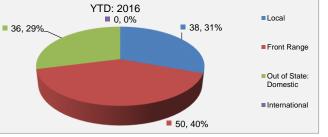
YTD: Jan. 2016		
Origin of Buyer	# of Trans.	% Overall
Local	38	31%
Front Range	50	40%
Out of State: Domestic	36	29%
International	0	0%
Total Sales	124	100%

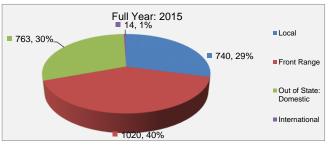
All Sales: 2015								
Origin of Buyer	# of Trans.	% Overall						
Local	740	29%						
Front Range	1020	40%						
Out of State: Domestic	763	30%						
International	14	1%						
Total Sales	2537	100%						

All Sales: 2014							
Origin of Buyer	# of Trans.	% Overall					
Local	492	24%					
Front Range	896	44%					
Out of State: Domestic	635	31%					
International	19	1%					
Total Sales	2042	100%					

All Sales: 2013							
Origin of Buyer	# of Trans.	% Overall					
Local	502	26%					
Front Range	765	40%					
Out of State: Domestic	624	33%					
International	17	1%					
Total Sales	1908	100%					







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# **New Development Summary**

#### Improved Residential New Unit Sales detail: January 2016

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	5.00	2015	3658	\$ 1,555,000	Peak Ten Bluffs, Lot 5	SINGLEFAM	\$ 425.10	239 SILVER QUEEN DR
3	3.00	2014	1892	\$ 850,000	Town Centre Condos, Bldg 1, Unit 1	MULTIFAM	\$ 449.26	118 S 5TH AVE
3	3.00	2015	1663	\$ 670,000	Homes At Maggie Point, Filing 2, Unit 13	SINGLEFAM	\$ 402.89	81 MAGGIE PLACER LOOP
2	2.00	2014	1024	\$ 285,000	Town Centre Condos, Bldg 1, Unit 7	MULTIFAM	\$ 278.32	118 S 5TH AVE
4	5.00	2014	3762	\$ 1,722,500	Highlands At Breck-Discovery Hill, Filing 2, Lot 99	SINGLEFAM	\$ 457.87	118 HAMILTON COURT
4	3.00	2014	2237	\$ 870,000	Town Centre Condos, Bldg 1, Unit 5	MULTIFAM	\$ 388.91	118 S 5TH AVE
3	3.00	2014	1381	\$ 675,000	Town Centre Condos, Bldg 1, Unit 2	MULTIFAM	\$ 488.78	118 S 5TH AVE
4	5.00	2012	5433	\$ 2,720,000	Yingling & Mickles Addition Sub, Block 11, Lot 19A	SINGLEFAM	\$ 500.64	215 S GOLD FLAKE TER
3	3.00	2015	2192	\$ 739,000	Angler Mtn Ranch Lakeside Townhomes, Filing 7, Lot 56A	MULTIFAM	\$ 337.14	113 DRAGONFLY LANE
2	2.00	2014	995	\$ 538,000	Town Centre Condos, Bldg 1, Unit 9	MULTIFAM	\$ 540.70	118 S 5TH AVE

#### Summary of Improved Residential New Unit Sales: January 2016

Average Price:	\$ 1,062,450
Average PPSF:	\$426.96
Median Price:	\$ 794,500
# Transactions:	10
Gross Volume:	\$ 10,624,500

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