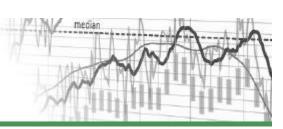
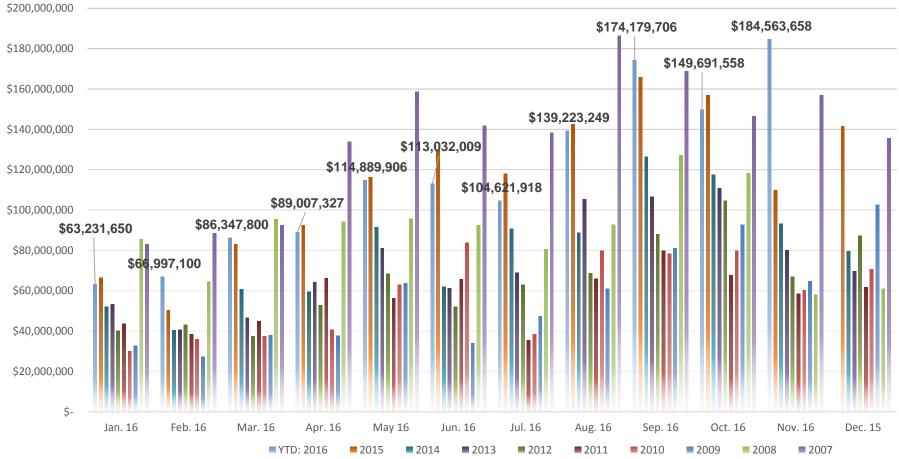


# ANALYSIS



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



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## **Market Analysis by Area**

November 2016		All Transaction Summary						Residential Summary			
Area	s Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average s Transaction Price	Median s Transaction Price	Average s Residential Price	Median s Residential Price	Average s Residential PPSF		
Blue River & South to County Line	\$4,915,900	3%	16	6%	\$307,244	\$237,450	\$596,738	\$602,500	\$299		
Breckenridge	\$29,437,200	16%	44	16%	\$669,027	\$583,500	\$659,465	\$587,000	\$506		
Breckenridge Golf Course	\$20,092,000	11%	18	7%	\$1,116,222	\$1,247,500	\$1,168,059	\$1,250,000	\$437		
Copper Mountain	\$24,626,650	13%	13	5%	\$1,894,358	\$300,000	\$318,221	\$299,250	\$435		
Corinthian Hills & Summerwood	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0		
Dillon Town & Lake	\$2,320,500	1%	7	3%	\$331,500	\$355,000	\$331,500	\$355,000	\$348		
Dillon Valley	\$2,433,700	1%	12	4%	\$202,808	\$217,500	\$202,808	\$217,500	\$281		
Farmers Corner	\$1,200,500	1%	2	1%	\$600,250	dna	\$600,250	dna	\$256		
Frisco	\$19,384,915	11%	29	11%	\$668,445	\$590,000	\$676,961	\$607,500	\$409		
Heeney	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0		
Keystone	\$28,010,930	15%	41	15%	\$683,193	\$435,000	\$540,273	\$433,000	\$385		
Montezuma	\$565,000	0%	1	0%	\$565,000	dna	\$565,000	dna	\$517		
North Summit County (rural)	\$850,000	0%	1	0%	\$850,000	dna	\$0	\$0	\$0		
Peak 7	\$3,007,500	2%	4	1%	\$751,875	\$763,750	\$751,875	\$763,750	\$373		
Silverthorne	\$23,775,000	13%	23	9%	\$1,033,696	\$580,000	\$701,737	\$580,000	\$318		
Summit Cove	\$5,950,140	3%	13	5%	\$457,703	\$360,000	\$457,703	\$360,000	\$299		
Wildernest	\$8,247,600	4%	26	10%	\$317,215	\$294,950	\$325,104	\$295,000	\$308		
Woodmoor	\$3,917,000	2%	5	2%	\$783,400	\$415,000	\$905,000	\$490,000	\$369		
Deed Restricted Units	\$4,009,123	20%	11	4%	\$364,466	\$340,223	n/a	n/a	n/a		
Quit Claim Deeds	\$1,820,000	1%	2	1%	\$910,000	dna	n/a	n/a	n/a		
TOTAL	\$184,563,658	100%	268	100%	\$700,920	\$432,000	\$585,037	\$449,000	\$384		
(NEW UNIT SALES)	\$20,289,600	11%	20	7%	\$1,014,480	\$779,450	\$1,014,480	\$779,450	\$450		

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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Frisco Land Title

60 Main Street Frisco, CO 80443 Dillon Land Title

256 Dillon Ridge Dillon, CO 80435 Breckenridge Land Title

200 North Ridge Street Breckenridge, CO 80424

970.668.2205

970.453.2255



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

YTD: November 2016			All Transa	ction Sumi	mary		Reside	ential Sur	mmary
Area	s Volume Transactions	% of s Volume	# of Transactions	% of Transactions	Average s Transaction Price	Median s Transaction Price	Average s Residential Price	Median s Residential Price	Average s Residential PPSF
Blue River & South to County Line	\$59,416,100	5%	117	5%	\$507,830	\$529,500	\$626,223	\$615,000	\$279
Breckenridge	\$339,241,351	26%	449	20%	\$755,549	\$580,000	\$732,031	\$585,000	\$503
Breckenridge Golf Course	\$124,930,817	10%	179	8%	\$697,938	\$450,000	\$1,086,437	\$903,500	\$396
Copper Mountain	\$63,118,361	5%	104	5%	\$606,907	\$337,475	\$421,290	\$346,750	\$421
Corinthian Hills & Summerwood	\$11,883,400	1%	16	1%	\$742,713	\$741,250	\$742,713	\$741,250	\$274
Dillon Town & Lake	\$18,909,650	1%	51	2%	\$370,777	\$349,000	\$368,293	\$344,500	\$332
Dillon Valley	\$26,286,100	2%	109	5%	\$241,157	\$202,000	\$241,157	\$202,000	\$261
Farmers Corner	\$10,452,700	1%	18	1%	\$580,706	\$517,000	\$669,764	\$556,500	\$282
Frisco	\$152,019,191	12%	249	11%	\$610,519	\$490,000	\$579,352	\$509,050	\$391
Heeney	\$1,677,400	0%	7	0%	\$239,629	\$175,000	\$295,480	\$198,000	\$325
Keystone	\$143,654,530	11%	313	14%	\$458,960	\$360,000	\$443,895	\$360,000	\$363
Montezuma	\$1,165,000	0%	2	0%	\$582,500	dna	\$582,500	dna	\$449
North Summit County (rural)	\$10,290,100	1%	12	1%	\$857,508	\$787,500	\$1,143,800	\$840,000	\$349
Peak 7	\$16,510,000	1%	24	1%	\$687,917	\$715,000	\$831,816	\$800,000	\$349
Silverthorne	\$136,278,050	11%	203	9%	\$671,320	\$550,000	\$679,695	\$597,500	\$308
Summit Cove	\$35,172,689	3%	75	3%	\$468,969	\$410,000	\$490,838	\$450,000	\$289
Wildernest	\$76,518,549	6%	224	10%	\$341,601	\$298,500	\$348,699	\$302,500	\$294
Woodmoor	\$35,163,500	3%	53	2%	\$663,462	\$415,000	\$677,776	\$415,000	\$314
Deed Restricted Units	\$19,358,193	11%	61	3%	\$317,347	\$288,937	n/a	n/a	n/a
Quit Claim Deeds	\$3,740,200	0%	17	1%	\$220,012	\$50,000	n/a	n/a	n/a
TOTAL	\$1,285,785,881	100%	2283	100%	\$572,647	\$422,500	\$572,008	\$442,250	\$371
(NEW UNIT SALES)	\$172,351,737	13%	148	6%	\$1,164,539	\$850,000	\$1,146,175	\$895,000	\$430

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.

 $\label{posterior} \mbox{Average PPSF is calculated from the heated living area when available from the Summit County Assessor's Office.}$ 

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Frisco Land Title Dillon Land Title

Breckenridge Land Title

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256 Dillon Ridge Dillon, CO 80435

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200 North Ridge Street Breckenridge, CO 80424

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#### **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	\$667,879	10%	\$193,923	\$199,250	3%	\$124,087	\$154,526	25%
Breckenridge	\$1,264,723	\$1,290,906	2%	\$540,033	\$517,828	-4%	\$761,003	\$670,056	-12%
Breckenridge Golf Course	\$1,368,690	\$1,408,877	3%	\$423,355	\$552,109	30%	\$364,441	\$406,599	12%
Copper Mountain	\$0	\$2,858,122	n/a	\$355,966	\$368,315	3%	\$1,025,000	\$960,000	-6%
Corinthian Hills/Summerwood	\$681,188	\$826,867	21%	\$431,333	\$490,250	14%	\$0	\$0	0%
Dillon Town & Lake	\$571,250	\$1,340,000	135%	\$338,398	\$348,462	3%	\$0	\$0	0%
Dillon Valley	\$425,050	\$445,259	5%	\$146,944	\$189,545	29%	\$0	\$0	0%
Farmers Corner	\$503,280	\$669,764	33%	\$0	\$0	n/a	\$146,500	\$269,000	84%
Frisco	\$814,014	\$801,473	-2%	\$437,106	\$510,908	17%	\$286,421	\$317,483	11%
Heeney	\$286,100	\$295,480	3%	\$0	\$0	0%	\$230,000	\$125,000	-46%
Keystone	\$1,155,666	\$1,206,241	4%	\$352,469	\$362,013	3%	\$291,250	\$364,375	25%
Montezuma	\$426,667	\$582,500	37%	\$0	\$0	0%	\$146,667	\$0	n/a
North Summit County (Rural)	\$1,064,500	\$1,143,800	7%	\$0	\$0	0%	\$359,667	\$550,875	53%
Peak 7	\$794,406	\$831,816	5%	\$0	\$0	0%	\$151,575	\$171,250	13%
Silverthorne	\$707,508	\$779,168	10%	\$486,984	\$532,712	9%	\$273,535	\$230,290	-16%
Summit Cove	\$619,291	\$630,463	2%	\$320,214	\$281,401	-12%	\$175,960	\$162,800	-7%
Wildernest	\$550,507	\$555,397	1%	\$283,324	\$305,974	8%	\$163,125	\$164,000	1%
Woodmoor	\$985,110	\$1,174,850	19%	\$364,387	\$334,966	-8%	\$273,500	\$488,125	78%
Gross Live Average:	\$855,925	\$922,163	8%	\$399,232	\$407,513	2%	\$372,794	\$354,248	-5%

Please note: The above figures are an unofficial tabulation of Summit County records that are believed to be reasonably accurate. Sales belived 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	\$630,000	17%	\$192,500	\$212,500	10%	\$125,000	\$102,000	-18%
Breckenridge	\$963,500	\$939,400	-3%	\$445,000	\$447,000	0%	\$655,000	\$486,500	-26%
Breckenridge Golf Course	\$1,375,000	\$1,357,500	-1%	\$383,500	\$547,500	43%	\$347,500	\$350,000	1%
Copper Mountain	\$0	dna	n/a	\$350,000	\$342,250	-2%	dna	dna	n/a
Corinthian Hills/Summerwood	\$685,000	\$755,000	n/a	\$340,000	\$383,750	13%	\$0	\$0	0%
Dillon Town & Lake	\$524,500	dna	n/a	\$327,500	\$340,000	4%	\$0	\$0	0%
Dillon Valley	\$383,650	\$422,000	10%	\$139,000	\$164,000	18%	\$0	\$0	0%
Farmers Corner	\$504,550	\$556,500	10%	\$0	\$0	n/a	dna	\$258,500	n/a
Frisco	\$729,000	\$725,000	-1%	\$407,000	\$446,250	10%	\$287,500	\$307,450	7%
Heeney	\$235,000	\$198,000	-16%	\$0	\$0	0%	dna	\$0	n/a
Keystone	\$729,000	\$1,050,000	44%	\$294,500	\$334,750	14%	dna	\$354,250	n/a
Montezuma	\$442,500	dna	n/a	\$0	\$0	0%	\$125,000	\$0	n/a
North Summit County (Rural)	\$580,000	\$840,000	45%	\$0	\$0	0%	\$350,000	\$509,250	46%
Peak 7	\$647,500	\$800,000	24%	\$0	\$0	0%	\$143,150	\$167,000	17%
Silverthorne	\$610,000	\$675,000	11%	\$421,450	\$565,000	34%	\$230,000	\$200,000	-13%
Summit Cove	\$615,000	\$613,000	0%	\$316,500	\$291,500	-8%	\$162,500	\$165,000	2%
Wildernest	\$540,000	\$550,000	2%	\$264,000	\$285,000	8%	\$158,250	\$182,000	15%
Woodmoor	\$863,750	\$1,022,500	18%	\$336,000	\$345,000	3%	\$254,500	\$423,000	66%
Gross Live Median:	\$685,000	\$745,000	9%	\$339,000	\$355,000	5%	\$260,000	\$254,000	-2%

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Frisco **Land Title** 

**60 Main Street** Frisco, CO 80443

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Dillon **Land Title** 

256 Dillon Ridge **Dillon, CO 80435** 

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Breckenridge **Land Title** 

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

Month to Month Comparison # of Transactions and \$ Volume

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	33%	\$66,997,100
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	4%	\$86,347,800
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	-4%	\$89,007,327
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	-1%	\$114,889,906
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	-13%	\$113,032,009
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	-11%	\$104,621,918
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	-2%	\$139,223,249
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	5%	\$174,179,706
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	-5%	\$149,691,558
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	68%	\$184,563,658
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	\$1,004,674,400	-42%	\$580,323,400	8%	\$627,684,715	1%	\$631,985,100	15%	\$726,843,890	23%	\$897,256,217	8%	\$966,995,219	27%	\$1,231,358,111	4%	\$1,285,785,881
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	-6%	\$1,285,785,881

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Month to Month Comparison by Number of Transactions

		% Change		% Change		% Change		%		%		%		%		%	
Month	2008	08 to 09	2009	09 to 10	2010	10 to 11	2011	Change	2012	Change	2013	Change	2014	Change	2015	Change	2016
		35 45 55		55 15 15		10 10 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	19%	126
March	162	-56%	71	21%	86	19%	103	-21%	86	46%	128	1%	125	19%	149	-9%	136
April	163	-58%	68	34%	91	16%	106	7%	119	19%	136	-13%	124	23%	153	1%	155
May	162	-46%	88	7%	94	14%	107	25%	145	18%	165	10%	181	13%	205	-4%	197
June	155	-48%	80	73%	138	-25%	104	5%	124	28%	151	6%	155	69%	262	-16%	220
July	136	-30%	95	-21%	75	31%	98	29%	131	23%	163	26%	201	0%	202	6%	215
August	183	-38%	114	3%	117	28%	150	6%	162	36%	221	-6%	214	25%	267	6%	282
September	201	-27%	147	1%	149	9%	162	-2%	164	54%	254	11%	286	5%	301	-1%	297
October	176	-9%	160	-4%	154	5%	171	43%	240	5%	251	5%	265	7%	284	-7%	263
November	105	29%	135	4%	141	1%	152	8%	158	10%	197	19%	216	-5%	205	31%	268
December	98	82%	178	-13%	154	-9%	147	32%	188	-29%	138	32%	186	48%	276	-100%	
YTD Comparison	1,736	-39%	1,067	9%	1,165	14%	1,333	13%	1,512	24%	1,879	5%	1,965	15%	2,261	1%	2,283
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	-10%	2,283

Please note: The above figures do not include time share interests or Refi's and are an unofficial tabulation of Summit County records that are believed to be reasonably accurate.

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Dillon Land Title

256 Dillon Ridge Dillon, CO 80435 970.262.1883 Frisco Land Title

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200 North Ridge Street
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Breckenridge

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# **Residential Cost Analysis**

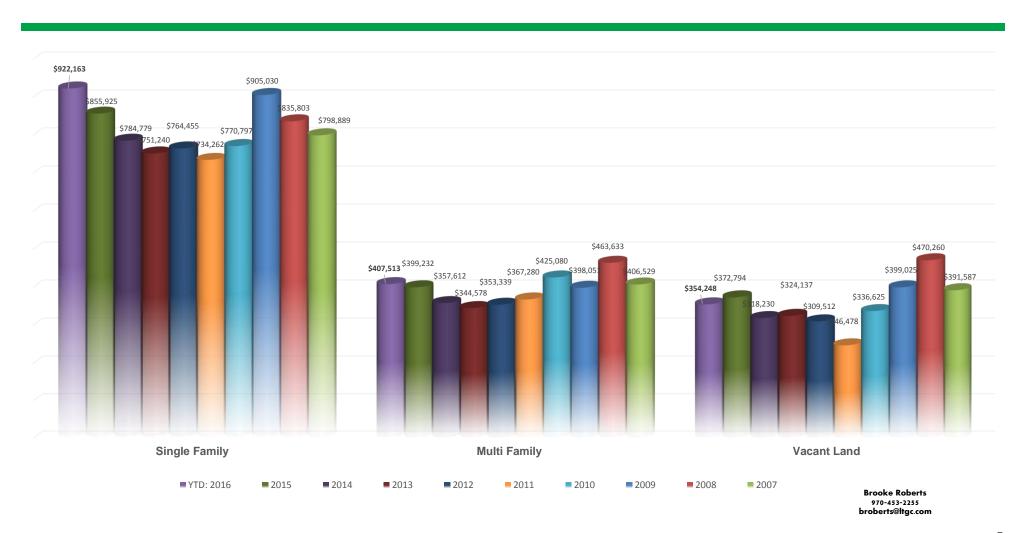
	# Transactions	Gross Volume	Percentage Gros
<=200,000	14	\$2,350,200	2%
200,001 to 300,000	44	\$11,517,450	9%
300,001 to 400,000	35	\$12,292,000	9%
00,001 to 500,000	35	\$15,464,470	12%
500,001 to 600,000	22	\$12,355,115	9%
600,001 to 700,000	22 16	\$14,382,500	11%
700,001 to 800,000 800,001 to 900,000	10	\$12,147,800 \$8,571,000	9% 6%
000,001 to 1,000,000	3	\$2,905,000	2%
1,000,001 to 1,500,000	18	\$2,905,000	16%
,500,001 to 2,000,000	6	\$10,423,000	8%
2,000,001 to 2,500,000	3	\$6,690,000	5%
2,500,001 to 3,000,000	1	\$2,895,000	2%
over \$ 3 Million	0	\$0	0%
Total:	229	\$133,973,535	100%
New Construction	Number Trans.	Total Volume	Average Price
Single Family	7	\$12,223,000	\$1,746,143
Multi Family	9	\$6,753,800	\$750,422
/acant Land	0	\$0	\$0
esales	Number Trans.	Total Volume	Average Price
Single Family	65	\$55,772,955	\$858,045
Multi Family	148	\$59,223,780	\$400,161
/acant Land	10	\$6,154,000	\$615,400
November 2016 Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	72	\$67,995,955	\$944,388
Multi Family	157	\$65,977,580	\$420,239
/acant Land	10	\$6,154,000	\$615,400
TD. 2016: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	614	\$566,208,024	\$922,163
Multi Family	1307	\$532,619,417	\$407,513
/acant Land	127	\$44,989,475	\$354,248
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
ull 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	<u>\$324,137</u>
ull Year 2012: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	509	\$389,107,600	\$764,455
Aulti Family	805 114	\$284,438,000	\$353,339
/acant Land		\$35,284,400	\$309,512
ull Year 2011: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family Aulti Family	454	\$333,355,100	\$734,262
/acant Land	722 91	\$265,175,800 \$22,429,500	\$367,280 \$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
Aulti 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
Aulti Family	1779	\$723,215,400	\$406,529
/acant Land	334	\$130,790,200	\$391,587

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



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





# **Comparative Historical Cost Analysis**

YTD. 2016 Price Point Summary f	or Residential Volume - Averag	ge Price:	\$572,008
•	# Transactions	Gross Volume	Percentage Gross
<=200,000	160	\$25,157,122	2%
200,001 to 300,000	363	\$92,379,702	8%
300,001 to 400,000	299	\$105,245,159	10%
400,001 to 500,000	273	\$121,442,955	11%
500,001 to 600,000	180	\$99,155,234	9%
600,001 to 700,000	181	\$118,335,200	11%
700,001 to 800,000	117	\$88,157,050	8%
800,001 to 900,000	91	\$77,290,988	7%
900,001 to 1,000,000	54	\$51,530,000	5%
1,000,001 to 1,500,000	127	\$154,453,287	14%
1,500,001 to 2,000,000	44	\$75,459,000	7%
2,000,001 to 2,500,000	16	\$35,505,500	3%
2,500,001 to 3,000,000	7	\$19,155,000	2%
over \$ 3 Million	9	\$35,561,244	3%
Total:	1921	\$1,098,827,441	100%
Total.	1921	\$1,090,827,441	100 %
YTD. 2015 Price Point Summary f	or Residential Volume - Averag	ne Price·	\$549,260
	# Transactions	Gross Volume	Percentage Gross
<=200,000	207	\$32,438,328	3%
200,001 to 300,000	350	\$87,952,950	9%
300,001 to 400,000	326	\$114,217,400	11%
400,001 to 500,000	236	\$105,813,540	10%
500,001 to 600,000	186	\$101,870,485	10%
600,001 to 700,000	151	\$97,840,715	10%
700,001 to 800,000	111	\$83,254,600	8%
800,001 to 900,000	75	\$63,935,400	6%
900,001 to 1,000,000	46	\$43,608,700	4%
1,000,001 to 1,500,000	104	\$130,220,600	13%
1,500,001 to 2,000,000	44	\$76,101,500	7%
2,000,001 to 2,500,000	15	\$33,923,100	3%
2,500,001 to 3,000,000	13	\$35,113,000	3%
over \$ 3 Million	6	\$20,825,000	2%
Total:	1870	\$1,027,115,318	100%
	1070	ψ1,027,113,310	10070
YTD. 2014 Price Point Summary f			\$496,653
•			
<=200,000	or Residential Volume - Averaç	ge Price: Gross Volume \$33,655,150	\$496,653
•	or Residential Volume - Averaç	ge Price: Gross Volume	\$496,653 Percentage Gross
<=200,000	or Residential Volume - Average # Transactions 222	ge Price: Gross Volume \$33,655,150	\$496,653  Percentage Gross  4%  9%  14%
<=200,000 200,001 to 300,000	or Residential Volume - Average # Transactions 222 286	ge Price: Gross Volume \$33,655,150 \$71,293,400	\$496,653 Percentage Gross 4% 9%
<=200,000 200,001 to 300,000 300,001 to 400,000	For Residential Volume - Average # Transactions 222 286 310 235 135	ge Price:  Gross Volume  \$33,655,150  \$71,293,400  \$108,078,806  \$105,183,000  \$74,020,900	\$496,653  Percentage Gross  4%  9%  14%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000	for Residential Volume - Average # Transactions 222 286 310 235	ge Price: Gross Volume \$33,655,150 \$71,293,400 \$108,078,806 \$105,183,000	\$496,653  Percentage Gross  4%  9%  14%  13%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000	For Residential Volume - Average # Transactions 222 286 310 235 135	ge Price:  Gross Volume  \$33,655,150  \$71,293,400  \$108,078,806  \$105,183,000  \$74,020,900	\$496,653  Percentage Gross  4% 9% 14% 13% 9%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000	For Residential Volume - Average # Transactions 222 286 310 235 135 118	ge Price:  Gross Volume  \$33,655,150  \$71,293,400  \$108,078,806  \$105,183,000  \$74,020,900  \$76,793,500  \$54,933,600	\$496,653  Percentage Gross  4%  9%  14%  13%  9%  10%  7%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000	For Residential Volume - Average # Transactions 222 286 310 235 135 118 74 54	ge Price:	\$496,653  Percentage Gross  4%  9%  14%  13%  9%  10%  7%  6%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000 900,001 to 1,000,000	For Residential Volume - Average # Transactions  222 286 310 235 135 118 74 54 38	ge Price:  \$33,655,150 \$71,293,400 \$108,078,806 \$105,183,000 \$74,020,900 \$76,793,500 \$54,933,600 \$46,197,000 \$36,083,925	\$496,653  Percentage Gross  4%  9%  14%  13%  9%  10%  7%  6%  5%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000 900,001 to 1,000,000 1,000,001 to 1,500,000	For Residential Volume - Average # Transactions  222 286 310 235 135 118 74 54 38 72	ge Price:  Gross Volume  \$33,655,150 \$71,293,400 \$108,078,806 \$105,183,000 \$74,020,900 \$76,793,500 \$54,933,600 \$46,197,000 \$36,083,925 \$88,157,000	\$496,653  Percentage Gross  4% 9% 14% 13% 9% 10% 7% 6% 5% 11%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000 900,001 to 1,000,000 1,000,001 to 1,500,000 1,500,001 to 2,000,000	For Residential Volume - Average # Transactions  222 286 310 235 135 118 74 54 38 72 21	ge Price:  \$33,655,150 \$71,293,400 \$108,078,806 \$105,183,000 \$74,020,900 \$76,793,500 \$54,933,600 \$46,197,000 \$36,083,925 \$88,157,000 \$35,593,400	\$496,653  Percentage Gross  4% 9% 14% 13% 9% 10% 7% 6% 5% 11% 5%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000 900,001 to 1,000,000 1,000,001 to 1,500,000 1,500,001 to 2,000,000 2,000,001 to 2,500,000	For Residential Volume - Average # Transactions  222 286 310 235 135 118 74 54 38 72 21	ge Price:	\$496,653  Percentage Gross  4% 9% 14% 13% 9% 10% 7% 6% 5% 11% 5% 3%
<=200,000 200,001 to 300,000 300,001 to 400,000 400,001 to 500,000 500,001 to 600,000 600,001 to 700,000 700,001 to 800,000 800,001 to 900,000	For Residential Volume - Average # Transactions  222 286 310 235 135 118 74 54 38 72 21	ge Price:  \$33,655,150 \$71,293,400 \$108,078,806 \$105,183,000 \$74,020,900 \$76,793,500 \$54,933,600 \$46,197,000 \$36,083,925 \$88,157,000 \$35,593,400	\$496,653  Percentage Gross  4% 9% 14% 13% 9% 10% 7% 6% 5% 11% 5%

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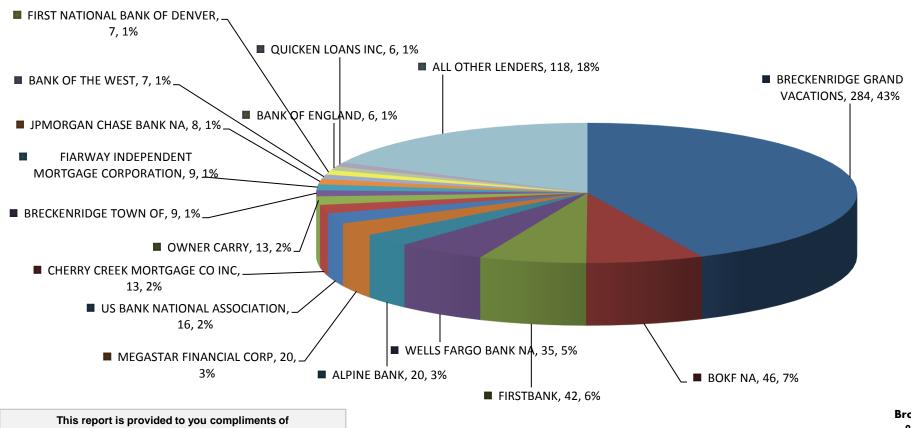
#### **Lender Analysis**

#### TOP 82% LENDERS - November 2016

<u>LOAN BREAKDOWN</u>: 188 Loans related to Sales 70% of the 268 Sales Transactions. There were 186 Refinance/Equity Loans, and 285 Loans related to Timeshare Sales.

The Remainder of Sales: 30% of Real Estate closings were Cash Transactions at the time of closing.

**Total Loans: 659** 



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# **Market Highlights**

Highest Priced Residential Sale: November 2016

Brn	n Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
4	5.00	2016	3450	\$ 2,895,000.00	Cottages @ Shock Hill Subd #9 Unit 1	DAVID GUERNSEY	\$ 839.13	11/23/2016	12 REGENT DRIVE	

21 Regent Drive



Highest Price PSF Residential Sale: November 2016

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Comments
1	2.00	1968	1945	\$ 2,290,000.00	Highlands @ Breckenridge Subd #5 Lot 124	PORTE DE BOIS HOLDINGS LP	\$ 1,177.38	11/21/2016	38 FLETCHER COURT	

Bank Sales Detail: November 2016

Brm	Bath	Year Built	Size	1	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference
2	2.00	2006	1038	\$	340,223.00	Wellington 2 Subd #1 Lot 13B, Block 5	ANNE MURPHY	\$ 327.77	11/1/2016	14 BRIDGE ST	Bank: V MORTGAGE REO 2 LLC
			70.25 AC	\$	850,000.00	Shadow Creek Ranch Subd Lot 11	SHADOW PEAK LLC	N/A	11/16/2016	350 CORRAL TRAIL	Bank: KENSINGTON BANK

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#### **Foreclosure Document Breakdown**

November 2016:	Total	Timeshare	Fee Simple	Unknown: No legal shown
#1 Notice Election & Demand: (NED)	6	2	4	0
#2 Certificate of Purchase: (CTP)	0	0	0	0
#3 Public Trustee's Deeds: (PTD)	0	0	0	0
Total Foreclosure Docs Filed:	6	2	4	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

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

2010 Summary:

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

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

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

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

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

YTD. 2016 Summary:	
NED:	32
Withdrawn NED'S	0
Active NED's for 2015:	32
Public Trustee's Deeds Issued:	8

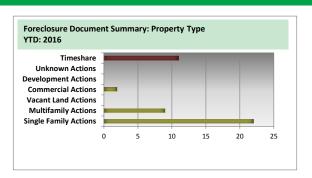
Seven Year Foreclosure Summary & Analysis:	
Total Active NED's for Period: 1/1/2009 thru 12/31/2015	813
Total PTD's Issued: 1/1/2009 thru 12/31/2015	808
Unissued Public Trustee's Deeds Remaining:	5

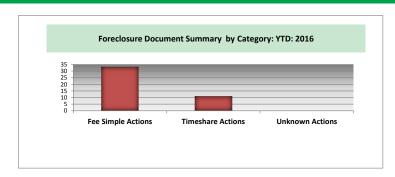
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#### **Summary of Foreclosure Actions**

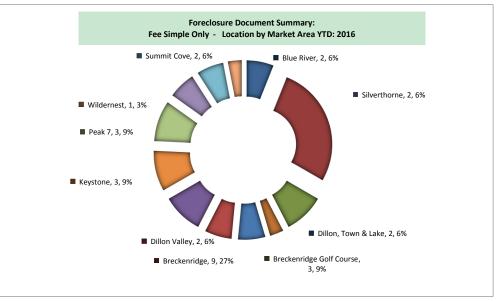
Property Foreclosure Summary:	
Fee Simple Actions	33
Timeshare Actions	11
Unknown Actions	0
Property Type Breakdown	1:
Single Family Actions	22
Multifamily Actions	9
Vacant Land Actions	0
Commercial Actions	2
Development Actions	0
Unknown Actions	0
Timeshare	11





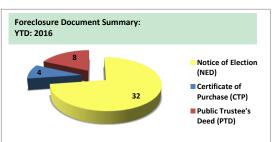
Location Summary: ALL TYPES	
Blue River	2
Breckenridge	20
Breckenridge Golf Course	3
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoo	1
Dillon, Town & Lake	2
Dillon Valley	2
Farmers Corner	0
Frisco	3
Heeney	0
Keystone	3
Montezuma	0
North Summit County Rural	0
Peak 7	3 2
Silverthorne	2
Summit Cove	2
Wildernest	1
Moodmoor	0

Location Summary: Fee Simple Only	
Blue River	2
Breckenridge	9
Breckenridge Golf Course	3
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoc	1
Dillon, Town & Lake	2
Dillon Valley	2
Farmers Corner	0
Frisco	3
Heeney	0
Keystone	3
Montezuma	0
North Summit County Rural	0
Peak 7	3
Silverthorne	2
Summit Cove	2
Wildernest	1
Woodmoor	0



Location Summaries do not inloude recordings wi	ith Unknown Lea:	al Descriptions
Location Summaries do not inicude recordings wi	itii OlikiiOwii Lega	ai Descriptions

Document Summary:	
Notice of Election (NED)	32
Certificate of Purchase (CTP)	4
Public Trustee's Deed (PTD)	8



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# **Top Lender Listing**

LENDER BRECKENRIDGE GRAND VACATIONS	NUMBER LOANS 284	PERCENTAGE TOTAL 43.10%	Top 82% Loans for November 2016
BRECKENRIDGE GRAND VACATIONS BOKF NA	<b>284</b> 46	6.98%	Summit County
FIRSTBANK	42	6.37%	
WELLS FARGO BANK NA ALPINE BANK	35 20	5.31% 3.03%	
MEGASTAR FINANCIAL CORP	20	3.03%	
US BANK NATIONAL ASSOCIATION	16	2.43%	
CHERRY CREEK MORTGAGE CO INC	13	1.97%	
OWNER CARRY BRECKENRIDGE TOWN OF	13	1.97% 1.37%	
FIARWAY INDEPENDENT MORTGAGE CORPORATION	9	1.37%	
JPMORGAN CHASE BANK NA	8	1.21%	
BANK OF THE WEST	7	1.06%	
FIRST NATIONAL BANK OF DENVER BANK OF ENGLAND	7	0.91%	
QUICKEN LOANS INC	6	0.91%	
ALL OTHER LENDERS	118	17.91%	
EVERBANK	5	0.76%	
MOVEMENT MORTGAGE LLC BAY EQUITY LLC	5 4	0.76% 0.61%	
LIBERTY SAVINGS BANK FSB	4	0.61%	
M&T BANK	4	0.61%	
CREDIT UNION OF THE ROCKIES	3	0.46%	
GUILD MORTGAGE COMPANY PROVIDENT FUNDING ASSOCIATES LP	3	0.46%	
UNITED WHOLESALE MORTGAGE LLC	3	0.46%	
ALLIANT CREDIT UNION	2	0.30%	
BANK OF AMERICA NA	2	0.30%	
CALIBER HOME LOANS INC	2 2	0.30%	
CITYWIDE HOME LOANS DITECH FINANCIAL LLC	2	0.30% 0.30%	
ELEVATIONS CREDIT UNION	2	0.30%	
EVERETT FINANCIAL INC	2	0.30%	
LOANDEPOT.COM LLC	2	0.30%	<u> </u>
M2 LENDING SOLUTIONS LLC	2	0.30% 0.30%	
STEARNS LENDING LLC SWBC MORTGAGE CORP	2	0.30%	
ADAMS BANK & TRUST	1	0.15%	
AMEGY MORTGAGE COMPANY LLC	1	0.15%	
AMERICAN LIBERTY MORTGAGE INC	1	0.15%	
AMERICAN SOUTHWEST MORTGAGE CORP BANK OF COLORADO	1	0.15% 0.15%	
BANK OF COMMERCE	1	0.15%	
BBMC MORTGAGE	1	0.15%	
BELLCO CREDIT UNION	1	0.15%	
BERKLEY BANK	1	0.15%	
BLUE BRICK FINANCIAL, LLC CARDINAL FINANCIAL COMPANY	1	0.15% 0.15%	
CATALYST LENDING INC	1	0.15%	
CITIBANK NA	1	0.15%	
CITYWIDE BANKS	1	0.15%	
COLORADO CREDIT UNION COLORADO STATE BANK AND TRUST	1	0.15% 0.15%	
COMMERCE HOME MORTGAGE	1	0.15%	
CREATIVE FINANCIAL CONCEPTS LLC	1	0.15%	
CREDIT UNITON OF DENVER	1	0.15%	
DELPHI CRE FUNDING LLC	1	0.15%	
DSW MORTGAGE INC ENVOY MORTGAGE LTD	1 1	0.15% 0.15%	
FIDELITY BANK	1	0.15%	
FINANCE OF AMERICA MORTGAGE LLC	1	0.15%	
FIRST NATIONAL BANK	1	0.15%	
FIRST NATIONAL BANK OF SANTA FE NA FIRST WESTERN TRUST BANK	1	0.15% 0.15%	
FIRST CAPITAL BANK OF TEXAS NA	1	0.15%	
FRONTIER BANK	1	0.15%	
HALLMARK HOME MORTGAGE	1	0.15%	
HIGHLINE CAPITAL CORP	1	0.15%	
HOMESTEAD FUNDING CORP INTERFIRST MORTGAGE COMPANY	1	0.15% 0.15%	
LAKEVIEW LOAN SERVICING LLC	1	0.15%	
MILLENIUM BANK	1	0.15%	
MISSOURI BANK AND TRUST COMPANY	1	0.15%	
MORTGAGE COMPANY MORTGAGE RESEARCH CENTER LLC	1	0.15% 0.15%	
MOUNTAIN TROPIC CONNECTIONS INC	1	0.15%	
NATIONSTAR MORTGAGE LLC	1	0.15%	
NAVY FEDERAL CREDIT UNION	1	0.15%	
NORTHPOINTE BANK	1	0.15%	
NOVA FINANCIAL & INVESTMENT CORPORATION NREA KEYSTONE INVESTORS LLC	1	0.15% 0.15%	
PARAMOUNT RESIDENTIAL MORTGAGE GROUP INC	1	0.15%	
PARKSIDE LENDING LLC	1	0.15%	
PEOPLES BANK	1	0.15%	
PEOPLES HOME EQUITY INC	1	0.15%	
PEOPLES NATIONAL BANK PLAZA HOME MORTGAGE INC	1	0.15% 0.15%	
PNC BANK	1	0.15%	
PREMIER MEMBRES CREDIT UNION	1	0.15%	
PRIMELENDING	1	0.15%	
PROGRESSIVE BANK	1	0.15%	
ROCKY MOUNTAIN MORTGAGE SPECIALISTS INC RPM MORTGAGE INC	1	0.15% 0.15%	
SOOPER CREDIT UNION	1	0.15%	
SUMMIT BANK & TRUST	1	0.15%	
UMB BANK NA	1	0.15%	
UNIVERSAL AMERICAN MORTGAGE COMPANY LLC	1	0.15%	
VECTRA BANK NA WHITNEY BANK	1	0.15% 0.15%	
		U. ±J/0	



#### **Purchaser Profile Abstract**

#### Upper End Purchaser Details: November 2016

Brm	Bath	Year Built	Size	Price	Legal	PPSF		Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
			98713	\$ 20,808,000.00	Copper Mountain Base Area Properties All Comm.	\$ 2	10.79	11/2/2016	N/A - NUMEROUS	PLANTATION	FL
		1996	4900	\$ 7,850,000.00	M&B: Sec. 12 Twnshp 5S Range 78W	\$ 1,6		11/29/2016	120 BLUE RIVER PARKWAY	EDGEWATER	CO
103	103.00	1989	72627	\$ 6,400,000.00	wak-Nelson Hotel Tracts A & B + Tracts A-C Mtn View TH Valet Parl	\$	38.12	11/17/2016	23044 HWY 6	DALLAS	TX
4	5.00	2016	3450	\$ 2,895,000.00	Cottages @ Shock Hill Subd #9 Unit 1	\$ 8		11/23/2016	12 REGENT DRIVE	CLIFTON	VA
4	3.00	1999	5197	\$ 2,300,000.00	Juniata Subd #1 Lot 7	\$ 4	12.56	11/23/2016	261 JUNIATA CIRCLE	DENVER	CO
1	2.00	1968	1945	\$ 2,290,000.00	Highlands @ Breckenridge Subd #5 Lot 124	\$ 1,1	77.38	11/21/2016	38 FLETCHER COURT	LAKEWOOD	CO
		1900	3934	\$ 2,100,000.00	Silverthorne, Town of Lots 2-4, & Lot 13R	\$ 5	33.81	11/4/2016	300 ADAMS AVE & 311 BLUE RIVER PKWY	NORTH HOLLYWOOD	CA
4	6.00	2007	5070	\$ 2,100,000.00	Highlands @ Breckenridge Subd #10 Lot 10	\$ 4	14.20	11/14/2016	1284 HIGHLANDS DRIVE	ATLANTA	GA
5	6.00	2006	5530	\$ 1,950,000.00	East Ranch Subd Lot 21 Tract F-4	\$ 3	52.62	11/29/2016	17 EDELWEISS CIRCLE	SEWICKLEY	PA
4	5.00	2015	4697	\$ 1,878,000.00	Highlands @ Breckenridge Subd #10 Lot 215	\$ 3	99.83	11/21/2016	1330 HIGHLANDS DRIVE	ANNAPOLIS	MD
			.78 AC	\$ 1,800,000.00	Shock Hill Subd Lot 19	N/A		11/4/2016	188 PEERLESS DRIVE	SAINT LOUIS	MO
5	3.00	2000	4319	\$ 1,700,000.00	Wooden Canoe at Water Dance Subd Lot 38	\$ 3	93.61	11/2/2016	515 WOODEN CANOE LN	MANTENO	IL
3	4.00	2015	3131	\$ 1.700.000.00	Peak Ten Bluffs Subd Lot 8R	\$ 5	12.96	11/9/2016	205 SILVER QUEEN DR	TULSA	OK
4	5.00	2015	3871	\$ 1,600,000.00	Highlands @ Breckenridge Subd #8 Lot 207	\$ 4	13.33	11/21/2016	977 PRESTON WAY	ENGLEWOOD	CO
5	7.00	2005	5852	\$ 1,595,000.00	Saw Whiskers Subd #3 Lot 1	\$ 2	72.56	11/23/2016	16 SAW WHISKERS DRIVE	CHESTERFIELD	MO
			2.1 AC	\$ 1,500,000.00	Gold Flake Subd #3A Lot 2	N/A		11/9/2016	206 STILLSON PLACER	CHARLOTTE	NC
3	3.00	2008	1382	\$ 1,500,000.00	One Ski Hill Place Condo Unit 8403	\$ 1,0	35.38	11/14/2016	1521 SKI HILL RD	TORONTO ONTARIO	CANADA
4	4.00	2006	3420	\$ 1,465,000.00	Eagles Nest Golf Course Subd #2 Lot 43	\$ 4	28.36	11/21/2016	2830 HUNTERS KNOB ROAD	SILVERTHORNE	CO
5	4.00	1999	3950	\$ 1,445,000.00	Frisco Terrace Subd #1 Lot 32	\$ 3	55.82	11/17/2016	204 HIGHWOOD TERRACE	FAYETTEVILLE	AR
4	4.00	1998	4662	\$ 1,390,000.00	Highlands @ Breck Fox Crossing Subd Lot 1	\$ 2	98.16	11/3/2016	528 SILVER CIRCLE	BRECKENRIDGE	CO
2	4.00	1997	3245	\$ 1,365,000.00	Highlands @ Breckenridge Subd #3 Lot 79	\$ 4	20.65	11/7/2016	215 HIGHLANDS DRIVE	BRECKENRIDGE	CO
4	4.00	2004	3008	\$ 1,350,000.00	Crescent Subd #1 Lot 1	\$ 4	18.80	11/2/2016	180 HIGHLANDS DRIVE	PIERCE	NE
3	3.00	2006	3498	\$ 1.320.000.00	Highlands @ Breckenridge Subd #10 Lot 14	\$ 3	77.36	11/15/2016	197 WESTERMAN RD	BRECKENRIDGE	CO
4	5.00	2003	3209	\$ 1,250,000.00	Highlands @ Breckenridge Subd #7 Lot 174	\$ 3	39.53	11/16/2016	116 MUMFORD PLACE	AUSTIN	TX
3	4.00	1997	3491	\$ 1,245,000.00	Highlands @ Breckenridge Subd #2 Lot 44	\$ 3	56.63	11/1/2016	157 DYER TRAIL	SYLVANIA	OH
3	4.00	2001	2841	\$ 1,200,000.00	Wooden Canoe @ Water Dance Subd Lot 49	\$ 4	22.39	11/23/2016	590 WATER DANCE DRIVE	WESTERN SPRINGS	IL
3	3.00	2005	1604	\$ 1,180,000.00	Mountain Thunder Lodge Condo Unit 600, Bldg. 6 PH II	\$ 7	35.66	11/21/2016	75 MOUNTAIN THUNDER DR	ARLINGTON	TX
6	6.00	1992	4056	\$ 1,150,000.00	Keystone Ranch Subd #1 Lot 2 Tract C	\$ 2	33.53	11/28/2016	48 SAXIFRAGE ROAD	BOULDER	CO
4	3.00	1966	3580	\$ 1,150,000.00	Frisco Heights Subd #4 Lot 1R	\$ 3	21.23	11/7/2016	162 CR 1042	MONTGOMERY	ОН
4	4.00	1997	2678	\$ 1,120,000.00	Reserve @ Frisco Subd #2 PH I Unit 4, Bldg 1	\$ 4	18.22	11/2/2016	108 SILVERBELL COURT	PHILADELPHIA	PA
3	4.00	1999	1731	\$ 1,100,000.00	Saddle Ridge TH Unit 6	\$ 6	35.47	11/16/2016	62 ILIFF COURT	ATLANTA	GA
5	5.00	2000	3172	\$ 1,100,000.00	Winterwood Subd Lot 55	\$ 3	16.78	11/22/2016	68 SNOWSHOE CIRCLE	AUSTIN	TX
4	4.00	2016	3139	\$ 1,065,000.00	Cabins @ Angler Mountain Ranch Subd #4 Cabin 6	\$ 3	39.28	11/9/2016	64 HARES EAR LANE	DILLON	со
2	2.00	2008	1090	\$ 1,060,000.00	One Ski Hill Place Condo Unit 8324	\$ 9	72.48	11/14/2016	1521 SKI HILL RD	LEAWOOD	KS
6	5.00	1999	4986	\$ 1,025,000.00	Whispering Pines Ranch Subd #1 Lot 5, Block 10	\$ 2	05.58	11/3/2016	46 LEGEND CIRCLE	FRISCO	CO

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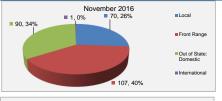
All Sales: November 2016					
Origin of Buyer	# of Trans.	% Overall			
ocal	70	26%			
ront Range	107	40%			
Out of State: Domestic	90	34%			
nternational	1	0%			
otal Sales	268	100%			

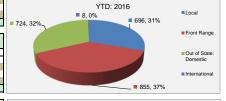
YTD: Nov. 2016		
Origin of Buyer	# of Trans.	% Overall
Local	696	30%
Front Range	855	37%
Out of State: Domestic	724	32%
International	8	0%
Total Sales	2283	100%

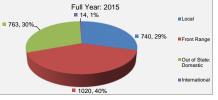
All Sales: 2015				
Origin of Buyer	# of Trans.	% Overall		
Local	740	29%		
Front Range	1020	40%		
Out of State: Domestic	763	30%		
International	14	1%		
Total Sales	2537	100%		

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%			





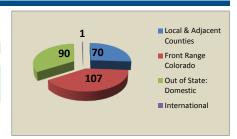




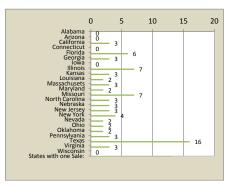
## **Purchaser Detailed Profile**

#### **November 2015**

Purchaser Origin



Out-of-State Breakout



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<u>-</u>								
Origin	Number Sales	% All Sales						
cal & Adjacent Counties	70	64.90%						
Front Range Colorado	107	12.58%						
Out of State: Domestic	90	22.52%						
International	1	0.00%						
t-of-State Breakout for: November 2016								
State	Number Sales	% All Sales						
Alabama	0	0.00%						
Arizona	0	0.00%						
California	3	3.33%						
Connecticut	0	0.00%						
Florida	6	6.67%						
Georgia	3	3.33%						
lowa	0	0.00%						
Illinois	7	7.78%						
Kansas	3	3.33%						
Louisiana	2	2.22%						
Massachusets	3	3.33%						
Maryland	2	2.22%						
Missouri	7	7.78%						
North Carolina	3	3.33%						
Nebraska	3	3.33%						
New Jersey	3	3.33%						
New York	4	4.44%						
Nevada	2	2.22%						
Ohio	2	2.22%						
Oklahoma	2	2.22%						
Pennsylvania	3	3.33%						
Texas	16	17.78%						
Virginia	3	3.33%						
Wisconsin	0	0.00%						
States with one Sale:	13	14.44%						
AK,AR,AZ,CT,DE,IA,IN	13	0.00%						
MI,NM,RI,VT,WA,WI	90	0.0070						
rnational Breakout fo		16						
Country	Number Sales	% INT'L Sales						
Country	Number 54.55	/0 littl = 50						
Countries with one sale:	1	100.00%						
Canada								

**Total International:** 

Note: This Summary does not include data on INTERVAL transactions.

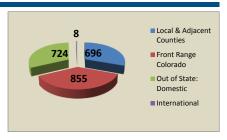
100.00%	
	page 15



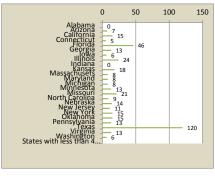
#### **Purchaser Detailed Profile**

#### YTD: Starting with July 1st, 2016

Purchaser Origin



Out-of-State Breakout



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	Purchaser Point of Origin for: Full Year YTD. 2016							
	Origin	Number Sales	% All Sales					
Ī	Local & Adjacent Counties	696	64.90%					
	Front Range Colorado	855	12.58%					
ı	Out of State: Domestic	724	22.52%					
	International	8	0.00%					
	Out-of-State Breakout fo	r YTD: starting w	ith July 1st, 2016					
	State	Number Sales	% All Sales					
Ī	Alabama	0	0.00%					
	Arizona	7	1.48%					
	California	15	3.18%					
	Connecticut	5	1.06%					
	Florida	46	9.75%					
	Georgia	13	2.75%					
	lowa	6	1.27%					
	Illinois	24	5.08%					
L	Indiana	0	0.00%					
	Kansas	18	3.81%					
L	Massachusets	8	1.69%					
	Maryland	8	1.69%					
L	Michigan	8	1.69%					
	Minnesota	13	2.75%					
	Missouri	21	4.45%					
	North Carolina	9	1.91%					
L	Nebraska	14	2.97%					
	New Jersey	11	2.33%					

International Breakout for YTD: Starting with July 1st, 2016						
Country	Number Sales	% INT'L Sales				
Countries with one sale:		100.00%				
United Kingdom, Canada						
Total International:	4	100.00%				

15

15

13

13

6

64

472

120

3.18%

3.18%

2.75%

25.42%

2.75%

1.27%

0.00%

13.56%

starting July 1st, 2016

Note: This Summary does not include data on INTERVAL transactions.

New York

Oklahoma

Pennsylvania

Texas Virginia

Washington

States with less than 4 Sales:

AK,AL,DC,HI,IN,ID,KY,LA,ME,NH

NM,NV,OH,RI,SC,SD,TN,VT,WI



## **New Development Summary**

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

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.00	2016	2302	\$ 799,000.00	Angler Mtn Ranch Lakeside TH #8 Unit 50A	MULTIFAM	\$ 347.09	308 FLYLINE DRIVE
3	3.00	2016	1540	\$ 470,800.00	Lincoln Park @ Wellington Nbhd Subd Lot 15, Block 1	DEEDRESTRICTED	\$ 305.71	35 SISLER GREEN
3	3.00	2016	1225	\$ 287,100.00	Lincoln Park @ Wellington Nbhd Subd Lot 7B, Block 1	DEEDRESTRICTED	\$ 234.37	13 STILLSON GREEN
3	3.00	2016	1221	\$ 274,300.00	Lincoln Park At The Wellington Nbhd Block 1 Lot 7A	DEEDRESTRICTED	\$ 224.65	17 STILLSON GREEN
3	3.00	2016	2074	\$ 759,900.00	Alders TH PH II Unit 4A, Bldg. 4	MULTIFAM	\$ 366.39	867 INDEPENDENCE ROAD
3	3.00	2015	1609	\$ 580,000.00	Rainbow Run Condo Unit 201, Bldg. C	MULTIFAM	\$ 360.47	830 BLUE RIVER PARKWAY
3	3.00	2015	1586	\$ 555,000.00	Rainbow Run Condo Unit 202, Bldg. C	MULTIFAM	\$ 349.94	830 BLUE RIVER PKWY
4	4.00	2016	3139	\$ 1,065,000.00	Cabins @ Angler Mountain Ranch Subd #4 Cabin 6	SINGLEFAM	\$ 339.28	64 HARES EAR LANE
4	5.00	2015	3871	\$ 1,600,000.00	Highlands @ Breckenridge Subd #8 Lot 207	SINGLEFAM	\$ 413.33	977 PRESTON WAY
3	3.00	2016	1221	\$ 280,600.00	Lincoln Park @ Wellington Nbhd Subd #1 Lot 7C, Block 1	DEEDRESTRICTED	\$ 229.81	7 STILLSON GREEN
2	2.00	2014	1058	\$ 895,000.00	Water House On Main Street Condo Unit 6307, Bldg. West	MULTIFAM	\$ 845.94	610 COLUMBINE RD
3	3.00	2016	2074	\$ 759,900.00	Alders TH PH II Unit 4B	MULTIFAM	\$ 366.39	869 INDEPEDENCE RD
4	4.00	2016	2820	\$ 985,000.00	Cabins @ Angler Mtn Ranch Subd #4 Cabin 3	SINGLEFAM	\$ 349.29	71 HARE'S EAR LANE
4	6.00	2007	5070	\$ 2,100,000.00	Highlands @ Breckenridge Subd #10 Lot 10	SINGLEFAM	\$ 414.20	1284 HIGHLANDS DRIVE
2	2.00	2015	1353	\$ 690,000.00	481B West Main Condos Unit B202 Garage Unit B-202	MULTIFAM	\$ 509.98	481 W MAIN STREET
2	2.00	2008	1090	\$ 1,060,000.00	One Ski Hill Place Condo Unit 8324	MULTIFAM	\$ 972.48	1521 SKI HILL RD
4	5.00	2015	4697	\$ 1,878,000.00	Highlands @ Breckenridge Subd #10 Lot 215	SINGLEFAM	\$ 399.83	1330 HIGHLANDS DRIVE
3	4.00	2015	3131	\$ 1,700,000.00	Peak Ten Bluffs Subd Lot 8R	SINGLEFAM	\$ 542.96	205 SILVER QUEEN DR
4	5.00	2016	3450	\$ 2,895,000.00	Cottages @ Shock Hill Subd #9 Unit 1	SINGLEFAM	\$ 839.13	12 REGENT DRIVE
2	2.00	2015	1097	\$ 655,000.00	481B West Main Condos Unit B201 Garage Unit B-201	MULTIFAM	\$ 597.08	481 W MAIN STREET

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

Average Price:	\$ 1,014,480
Average PPSF:	\$ 450.42
Median Price:	\$ 779,450
# Transactions:	20
Gross Volume:	\$ 20,289,600

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