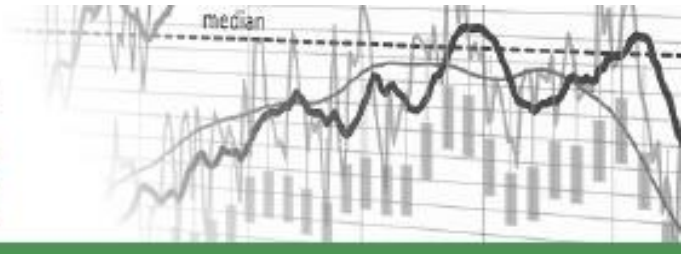
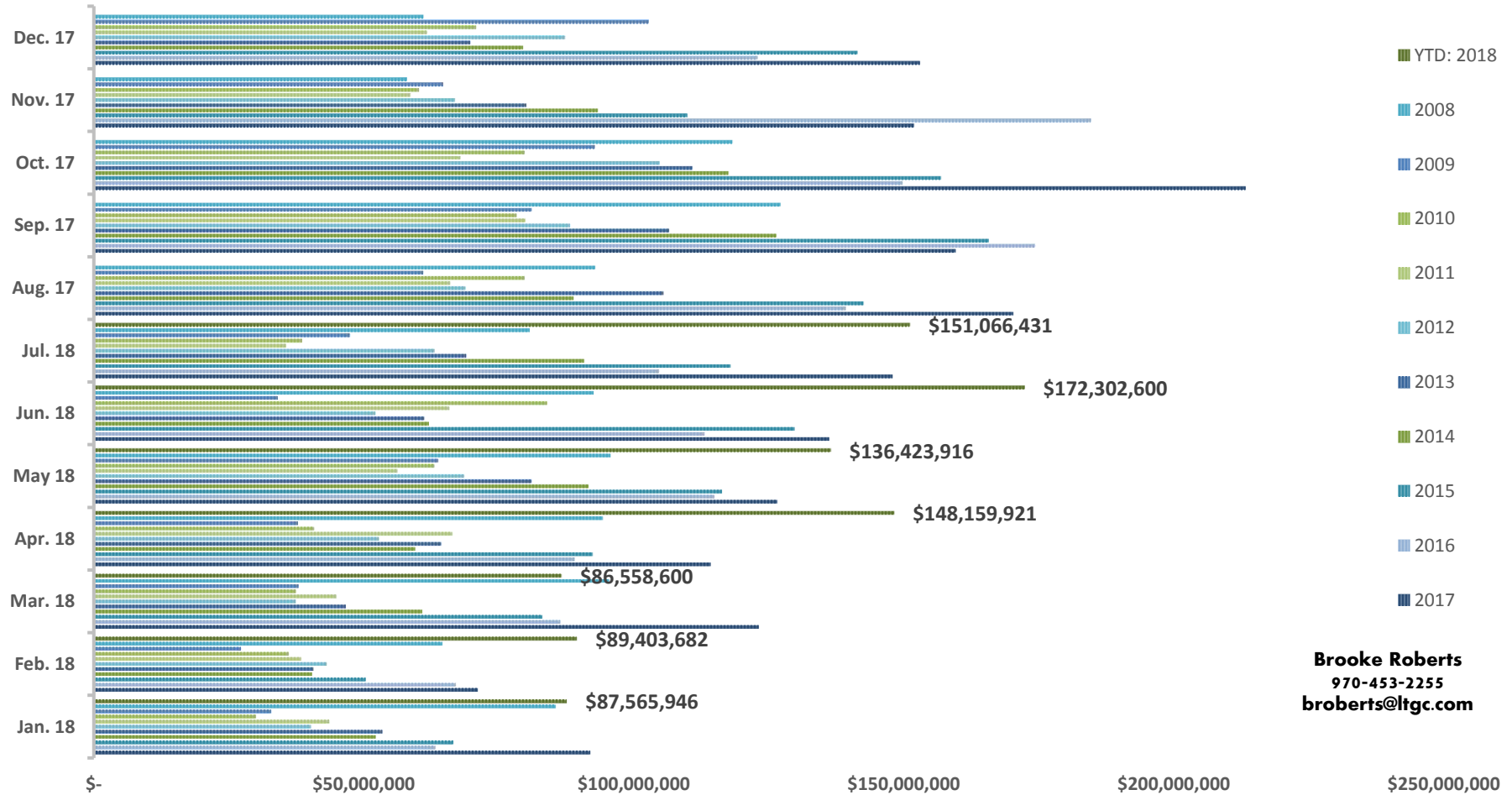




# Summit County Market ANALYSIS



## Historical Gross Sales Volume: 2008 - YTD: 2018



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# Market Analysis by Area

July 2018

## All Transaction Summary

## Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
Blue River & South to County Line	\$7,960,700	5%	9	4%	\$884,522	\$716,700	\$884,522	\$716,700	\$368
Breckenridge	\$43,122,500	29%	42	20%	\$1,026,726	\$772,500	\$1,094,566	\$832,500	\$639
Breckenridge Golf Course	\$11,052,000	7%	17	8%	\$650,118	\$525,000	\$1,121,938	\$1,032,250	\$449
Copper Mountain	\$5,963,500	4%	7	3%	\$851,929	\$525,000	\$983,750	\$640,000	\$576
Corinthian Hills & Summerwood	\$1,685,000	1%	2	1%	\$842,500	n/a	\$842,500	n/a	\$401
Dillon Town & Lake	\$1,619,000	1%	4	2%	\$404,750	\$427,000	\$404,750	\$427,000	\$449
Dillon Valley	\$1,452,100	1%	6	3%	\$242,017	\$220,500	\$242,017	\$220,500	\$375
Farmers Corner	\$590,000	0%	1	0%	\$590,000	n/a	\$590,000	n/a	\$346
Frisco	\$15,779,200	10%	20	9%	\$788,960	\$737,500	\$769,659	\$750,000	\$441
Heeney	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Keystone	\$20,119,300	13%	27	13%	\$745,159	\$552,500	\$745,159	\$570,000	\$490
Montezuma	\$17,500	0%	1	0%	\$17,500	n/a	n/a	n/a	\$0
North Summit County (rural)	\$6,590,300	4%	9	4%	\$732,256	\$800,000	\$1,001,400	\$1,024,500	\$396
Peak 7	\$5,384,500	4%	5	2%	\$1,076,900	\$860,000	\$1,345,000	\$1,115,000	\$376
Silverthorne	\$12,689,600	8%	17	8%	\$746,447	\$600,000	\$783,508	\$615,000	\$387
Summit Cove	\$3,822,500	3%	8	4%	\$477,813	\$501,500	\$563,083	\$648,250	\$313
Wilderness	\$7,732,500	5%	18	9%	\$429,583	\$445,000	\$429,583	\$445,000	\$396
Woodmoor	\$1,037,500	1%	2	1%	\$518,750	n/a	\$518,750	n/a	\$392
Deed Restricted Units	\$3,427,731	16%	12	6%	\$285,644	\$287,100	n/a	n/a	n/a
Quit Claim Deeds	\$1,021,000	1%	4	2%	\$255,250	\$300,000	n/a	n/a	n/a
<b>TOTAL</b>	<b>\$151,066,431</b>	<b>100%</b>	<b>211</b>	<b>100%</b>	<b>\$750,087</b>	<b>\$560,000</b>	<b>\$818,589</b>	<b>\$607,500</b>	<b>\$475</b>
<b>(NEW UNIT SALES)</b>	<b>\$21,939,531</b>	<b>15%</b>	<b>22</b>	<b>10%</b>	<b>\$997,251</b>	<b>\$796,900</b>	<b>\$1,041,977</b>	<b>\$799,400</b>	<b>\$400</b>

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, CO 80443  
 970.668.2205

**Dillon**  
**Land Title**  
 256 Dillon Ridge  
 Dillon, CO 80435

**Breckenridge**  
**Land Title**  
 200 North Ridge Street  
 Breckenridge, CO 80424  
 970.453.2255



# Year-to-Date Market Analysis by Area

YTD: July 2018

## All Transaction Summary

## Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
Blue River & South to County Line	\$32,030,800	4%	70	5%	\$457,583	\$367,000	\$688,805	\$650,000	\$375
Breckenridge	\$229,475,300	26%	261	20%	\$879,216	\$710,000	\$901,221	\$715,000	\$602
Breckenridge Golf Course	\$82,588,900	9%	84	7%	\$983,201	\$660,000	\$1,216,106	\$1,000,000	\$424
Copper Mountain	\$24,762,170	3%	48	4%	\$515,879	\$413,500	\$595,593	\$475,000	\$536
Corinthian Hills & Summerwood	\$10,187,000	1%	12	1%	\$848,917	\$927,000	\$906,091	\$930,000	\$344
Dillon Town & Lake	\$17,463,500	2%	26	2%	\$671,673	\$394,000	\$412,939	\$389,000	\$388
Dillon Valley	\$11,093,000	1%	40	3%	\$277,325	\$226,000	\$277,325	\$226,000	\$349
Farmers Corner	\$4,800,500	1%	8	1%	\$600,063	\$565,000	\$715,167	\$613,000	\$371
Frisco	\$75,311,200	9%	107	8%	\$703,843	\$607,000	\$692,111	\$625,000	\$454
Heeney	\$1,605,000	0%	3	0%	\$535,000	\$215,000	\$757,500	n/a	\$356
Keystone	\$126,365,000	15%	202	16%	\$625,569	\$520,000	\$618,202	\$520,000	\$494
Montezuma	\$1,926,300	0%	7	1%	\$275,186	\$125,000	\$536,333	\$520,000	\$429
North Summit County (rural)	\$34,407,264	4%	39	3%	\$882,238	\$940,800	\$951,072	\$941,500	\$362
Peak 7	\$17,335,100	2%	26	2%	\$666,735	\$598,500	\$995,615	\$860,000	\$330
Silverthorne	\$90,719,000	10%	115	9%	\$788,861	\$702,000	\$812,831	\$739,000	\$367
Summit Cove	\$21,904,600	3%	39	3%	\$561,656	\$505,000	\$612,518	\$674,250	n/a
Wilderness	\$50,288,900	6%	110	9%	\$457,172	\$399,000	\$469,880	\$405,000	\$383
Woodmoor	\$14,781,500	2%	19	1%	\$777,974	\$575,000	\$835,767	\$575,000	\$404
Deed Restricted Units	\$17,358,399	2%	51	4%	\$340,361	\$305,700	n/a	n/a	n/a
Quit Claim Deeds	\$7,077,663	1%	21	2%	\$337,032	\$60,000	n/a	n/a	n/a
<b>TOTAL</b>	<b>\$871,481,096</b>	<b>100%</b>	<b>1288</b>	<b>100%</b>	<b>\$696,339</b>	<b>\$549,000</b>	<b>\$726,883</b>	<b>\$595,000</b>	<b>\$462</b>

**(NEW UNIT SALES)** \$115,552,228 13% 121 9% \$954,977 \$849,000 \$961,783 \$849,000 \$405

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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# Market Snapshot by Area

## Full Year 2017 versus YTD: 2018

Area	Average Price	Average Price	% Change vs. Prior Year	Average Price	Average Price	% Change vs. Prior Year	Average Price	Average Price	% Change vs. Prior Year
	Single Family YTD: 2017	Single Family YTD: 2018		Multi-Family YTD: 2017	Multi-Family YTD: 2018		Vacant Land YTD: 2017	Vacant Land YTD: 2018	
Blue River	\$797,115	\$787,433	-1%	\$204,750	\$281,963	38%	\$131,387	\$112,142	-15%
Breckenridge	\$1,467,308	\$1,455,493	-1%	\$590,350	\$636,601	8%	\$628,579	\$826,500	31%
Breckenridge Golf Course	\$1,509,029	\$1,520,903	1%	\$429,671	\$570,653	33%	\$545,191	\$458,073	-16%
Copper Mountain	\$2,160,880	\$2,689,250	24%	\$409,362	\$488,226	19%	\$1,075,000	\$0	n/a
Corinthian Hills/Summerwood	\$1,069,760	\$1,010,429	-6%	\$534,750	\$723,500	35%	\$840,000	\$220,000	-74%
Dillon Town & Lake	\$691,400	\$842,500	22%	\$380,265	\$372,029	-2%	\$70,000	\$0	n/a
Dillon Valley	\$526,338	\$522,800	-1%	\$208,313	\$242,257	16%	\$0	\$0	n/a
Farmers Corner	\$864,725	\$715,167	-17%	\$370,000	\$0	n/a	\$325,000	\$254,750	-22%
Frisco	\$948,801	\$1,048,288	10%	\$530,345	\$545,117	3%	\$270,333	\$429,660	59%
Heeneey	\$400,000	\$757,500	89%	\$0	\$0	n/a	\$160,000	\$90,000	-44%
Keystone	\$1,347,388	\$1,545,912	15%	\$480,154	\$530,095	10%	\$362,438	\$517,500	43%
Montezuma	\$603,625	\$536,333	-11%	\$0	\$0	n/a	\$120,000	\$71,250	-41%
North Summit County (Rural)	\$1,005,599	\$951,072	-5%	\$0	\$0	n/a	\$498,000	\$564,800	13%
Peak 7	\$854,759	\$995,615	16%	\$0	\$0	n/a	\$231,095	\$321,600	39%
Silverthorne	\$947,012	\$907,853	-4%	\$606,782	\$594,633	-2%	\$266,412	\$291,969	10%
Summit Cove	\$750,523	\$800,143	7%	\$332,925	\$309,431	-7%	\$191,250	\$215,800	13%
Wilderness	\$670,770	\$752,930	7%	\$341,263	\$390,488	14%	\$217,875	\$197,000	-10%
Woodmoor	\$1,255,969	\$1,560,300	24%	\$476,351	\$473,500	-1%	\$278,625	\$438,333	57%
<b>Gross Mean:</b>	<b>\$1,087,893</b>	<b>\$1,104,549</b>	<b>2%</b>	<b>\$473,862</b>	<b>\$512,892</b>	<b>8%</b>	<b>\$323,692</b>	<b>\$364,701</b>	<b>13%</b>

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	Median Price	% Change vs. Prior Year	Median Price	Median Price	% Change vs. Prior Year	Median Price	Median Price	% Change vs. Prior Year
	Single Family YTD: 2017	Single Family YTD: 2018		Multi-Family YTD: 2017	Multi-Family YTD: 2018		Vacant Land YTD: 2017	Vacant Land YTD: 2018	
Blue River	\$688,750	\$716,700	4%	\$195,250	\$270,000	38%	\$127,500	\$109,000	-15%
Breckenridge	\$1,166,000	\$1,162,500	0%	\$525,000	\$580,000	10%	\$387,500	\$842,500	117%
Breckenridge Golf Course	\$1,460,000	\$1,297,500	-11%	\$360,000	\$525,000	46%	\$500,000	\$475,000	-5%
Copper Mountain	\$1,925,000	n/a	n/a	\$368,500	\$450,000	22%	dna	n/a	n/a
Corinthian Hills/Summerwood	\$883,700	\$950,000	8%	\$462,000	\$632,500	37%	dna	n/a	n/a
Dillon Town & Lake	\$640,000	n/a	n/a	\$340,000	\$380,000	12%	dna	n/a	n/a
Dillon Valley	\$529,000	\$530,000	0%	\$182,200	\$219,000	20%	\$0	n/a	n/a
Farmers Corner	\$703,600	\$613,000	-13%	dna	n/a	n/a	dna	n/a	n/a
Frisco	\$870,000	\$952,500	9%	\$495,000	\$505,000	2%	\$302,000	\$485,000	61%
Heeneey	dna	n/a	n/a	\$0	n/a	n/a	dna	n/a	n/a
Keystone	\$1,194,500	\$1,327,500	11%	\$417,500	\$500,000	20%	\$360,000	\$495,000	38%
Montezuma	\$579,500	\$520,000	-10%	\$0	n/a	n/a	dna	n/a	n/a
North Summit County (Rural)	\$821,400	\$941,500	15%	\$0	n/a	n/a	\$388,000	\$554,400	43%
Peak 7	\$830,000	\$860,000	4%	\$0	n/a	n/a	\$230,000	\$279,000	21%
Silverthorne	\$808,000	\$800,000	-1%	\$634,000	\$700,000	10%	\$280,000	\$231,750	-17%
Summit Cove	\$710,000	\$800,000	13%	\$309,750	\$280,000	-10%	\$190,000	\$185,000	-3%
Wilderness	\$649,950	\$669,000	3%	\$335,000	\$377,400	13%	\$212,500	\$180,000	-15%
Woodmoor	\$1,057,500	\$1,299,000	23%	\$430,000	\$471,250	10%	\$275,000	\$285,000	4%
<b>Gross Mean:</b>	<b>\$882,000</b>	<b>\$943,250</b>	<b>7%</b>	<b>\$420,000</b>	<b>\$455,000</b>	<b>8%</b>	<b>\$240,000</b>	<b>\$259,000</b>	<b>8%</b>

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# Historical Market Analysis: Percentage Market Change: 2010 - YTD. 2018

## Month to Month Comparison # of Transactions and \$ Volume

Month	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	% Change 16 to 17	2017	% Change 17 to 18	2018
January	\$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	45%	\$91,901,074	-5%	\$87,565,946
February	\$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	6%	\$71,152,600	26%	\$89,403,682
March	\$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	43%	\$123,142,000	-30%	\$86,558,600
April	\$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	28%	\$114,226,938	30%	\$148,159,921
May	\$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	10%	\$126,580,300	8%	\$136,423,916
June	\$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	20%	\$136,189,679	27%	\$172,302,600
July	\$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	41%	\$147,927,102	2%	\$151,066,431
August	\$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	22%	\$170,248,375	-100%	
September	\$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	-8%	\$159,591,700	-100%	
October	\$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	43%	\$213,311,500	-100%	
November	\$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	-18%	\$151,871,354	-100%	
December	\$70,755,100	-13%	\$66,168,700	42%	\$88,152,000	-20%	\$75,615,706	14%	\$90,305,800	57%	\$141,435,873	-13%	\$122,880,919	25%	\$153,007,686	-100%	
YTD Comparison	\$329,781,015	7%	\$351,413,100	7%	\$375,683,315	26%	\$473,775,682	3%	\$489,744,636	34%	\$656,301,203	-3%	\$638,127,710	27%	\$811,119,693	7%	\$871,481,096
Annual Total	\$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	3%	\$1,408,666,800	18%	\$1,659,150,308	-47%	\$871,481,096

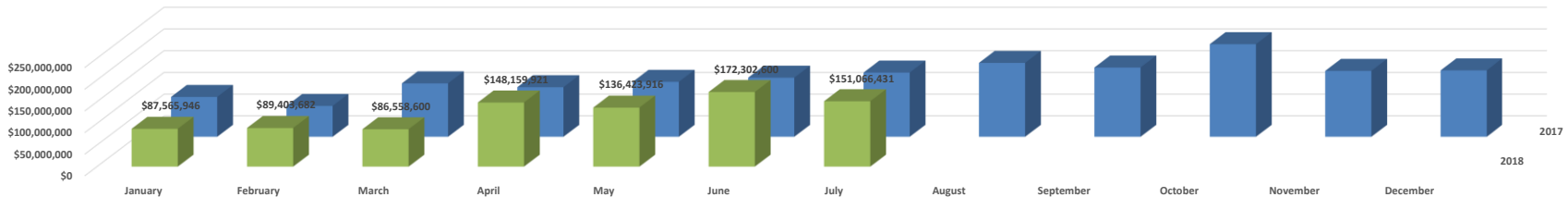
page 5

## Month to Month Comparison by Number of Transactions

Month	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	% Change 16 to 17	2017	% Change 17 to 18	2018
January	54	61%	90	10%	102	13%	116	-6%	107	19%	127	-2%	124	11%	138	6%	146
February	66	35%	90	-11%	81	16%	97	-10%	91	16%	106	19%	126	-8%	116	20%	139
March	86	19%	103	-21%	86	46%	128	1%	125	19%	149	-9%	136	31%	178	-21%	140
April	91	16%	106	7%	119	19%	136	-13%	124	23%	153	1%	155	22%	189	10%	207
May	94	14%	107	25%	145	18%	165	10%	181	13%	205	-4%	197	0%	197	-1%	196
June	138	-25%	104	5%	124	28%	151	6%	155	69%	262	-16%	220	6%	234	6%	249
July	75	31%	98	29%	131	23%	163	26%	201	0%	202	6%	215	18%	253	-17%	211
August	117	28%	150	6%	162	36%	221	-6%	214	25%	267	6%	282	-4%	272	-100%	
September	149	9%	162	-2%	164	54%	254	11%	286	5%	301	-1%	297	-16%	248	-100%	
October	154	5%	171	43%	240	5%	251	5%	265	7%	284	-7%	263	22%	322	-100%	
November	141	1%	152	8%	158	10%	197	19%	216	-5%	205	31%	268	-14%	230	-100%	
December	154	-9%	147	32%	188	-29%	138	32%	186	48%	276	-26%	203	13%	230	-100%	
YTD Comparison	604	16%	698	13%	788	21%	956	3%	984	22%	1,204	-3%	1,173	11%	1,305	-1%	1,288
Annual Total	1,319	12%	1,480	15%	1,700	19%	2,017	7%	2,151	18%	2,537	-2%	2,486	5%	2,607	-51%	1,288

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

Current Month to Month



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# Residential Cost Analysis

## Residential Improved Units - Price Point Summary

### July 2018

**Average Price:**

**\$818,589**

	# Transactions	Gross Volume	Percentage Gross
<=200,000	1	\$150,000	0%
200,001 to 300,000	10	\$2,487,100	2%
300,001 to 400,000	26	\$9,452,200	7%
400,001 to 500,000	25	\$11,581,500	8%
500,001 to 600,000	21	\$11,546,500	8%
600,001 to 700,000	14	\$9,056,300	7%
700,001 to 800,000	15	\$11,431,500	8%
800,001 to 900,000	10	\$8,518,400	6%
900,001 to 1,000,000	9	\$8,554,900	6%
1,000,001 to 1,500,000	19	\$22,498,100	16%
1,500,001 to 2,000,000	8	\$14,022,500	10%
2,000,001 to 2,500,000	3	\$6,640,000	5%
2,500,001 to 3,000,000	3	\$8,236,800	6%
over \$ 3 Million	3	\$12,528,500	9%
<b>Total:</b>	<b>167</b>	<b>\$136,704,300</b>	<b>100%</b>

### July 2018

#### New Construction

	Number Trans.	Total Volume	Average Price
Single Family	9	\$15,621,200	\$1,735,689
Multi Family	3	\$2,677,900	\$892,633
Vacant Land	2	\$1,100,000	\$550,000

#### Resales

	Number Trans.	Total Volume	Average Price
Single Family	54	\$65,753,300	\$1,217,654
Multi Family	101	\$52,651,900	\$521,306
Vacant Land	10	\$3,544,900	\$354,490

#### Gross Residential Price Index

	Number Trans.	Total Volume	Average Price
Single Family	63	\$81,374,500	\$1,291,659
Multi Family	104	\$55,329,800	\$532,017
Vacant Land	12	\$4,644,900	\$387,075

#### YTD: July 2018

	Number Trans.	Total Volume	Average Price
Single Family	370	\$408,682,964	\$1,104,549
Multi Family	653	\$334,918,520	\$512,892
Vacant Land	107	\$39,023,000	\$364,701

#### Full Year: 2017

	Number Trans.	Total Volume	Average Price
Single Family	756	\$822,447,297	\$1,087,893
Multi Family	1429	\$677,148,472	\$473,862
Vacant Land	187	\$60,530,400	\$323,692

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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



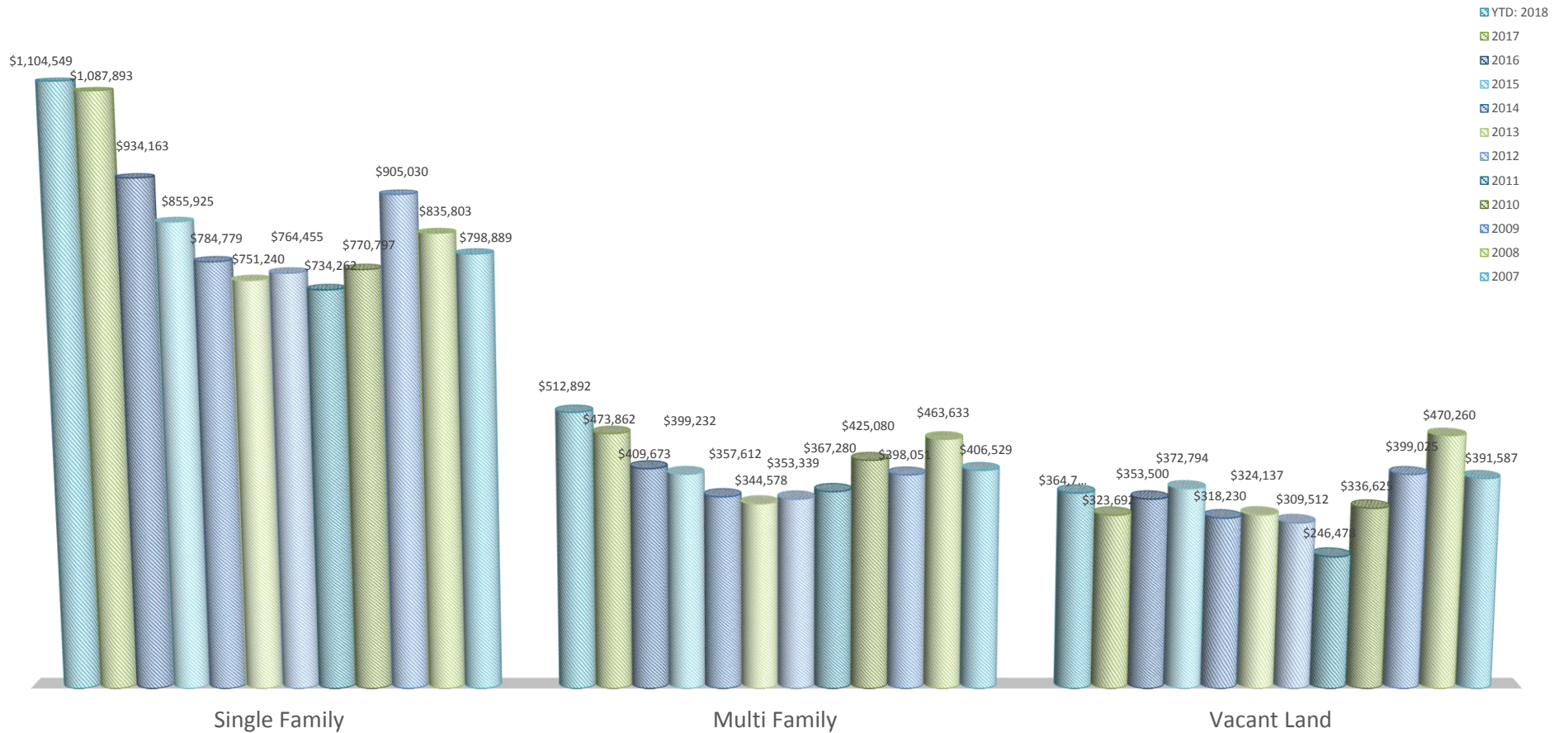
# Historical Residential Cost Analysis

## Historical Residential Improved Units - Price Point Summary

Full Year 2016: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	677	\$632,428,549	\$934,163
Multi Family	1410	\$577,639,084	\$409,673
Vacant Land	145	\$51,257,475	\$353,500
Full 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
Vacant 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
Vacant Land	126	\$40,097,000	\$318,230
Full 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
Vacant Land	118	\$38,248,200	\$324,137
Full 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
Vacant Land	114	\$35,284,400	\$309,512
Full Year 2011: Gross Residential Price Index	Number Trans.	Total Volume	Average Price
Single Family	454	\$333,355,100	\$734,262
Multi Family	722	\$265,175,800	\$367,280
Vacant Land	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
Vacant Land	77	\$25,920,100	\$336,625
Full 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
Vacant Land	69	\$27,532,700	\$399,025
Full 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
Vacant Land	151	\$71,009,300	\$470,260
Full 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

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## Average Price History by Type: 2007 - YTD. 2018



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# Comparative Historical Cost Analysis

## YTD. 2018 Price Point Summary for Residential Volume - Average Price:

\$726,883

	# Transactions	Gross Volume	Percentage Gross
<=200,000	32	\$5,385,000	1%
200,001 to 300,000	87	\$21,975,000	3%
300,001 to 400,000	154	\$54,859,300	7%
400,001 to 500,000	126	\$56,891,700	8%
500,001 to 600,000	121	\$66,630,020	9%
600,001 to 700,000	93	\$61,150,400	8%
700,001 to 800,000	103	\$77,275,400	10%
800,001 to 900,000	56	\$47,769,100	6%
900,001 to 1,000,000	72	\$68,415,821	9%
1,000,001 to 1,500,000	108	\$129,984,443	17%
1,500,001 to 2,000,000	39	\$66,307,500	9%
2,000,001 to 2,500,000	17	\$38,175,000	5%
2,500,001 to 3,000,000	7	\$19,540,300	3%
over \$ 3 Million	8	\$29,242,500	4%
<b>Total:</b>	<b>1023</b>	<b>\$743,601,484</b>	<b>100%</b>

## YTD. 2017 Price Point Summary for Residential Volume - Average Price:

\$671,875

	# Transactions	Gross Volume	Percentage Gross
<=200,000	64	\$10,623,300	1%
200,001 to 300,000	147	\$38,110,600	5%
300,001 to 400,000	193	\$67,809,993	9%
400,001 to 500,000	133	\$58,977,138	8%
500,001 to 600,000	98	\$53,920,617	7%
600,001 to 700,000	87	\$56,986,900	8%
700,001 to 800,000	82	\$61,713,410	8%
800,001 to 900,000	61	\$51,590,855	7%
900,001 to 1,000,000	47	\$44,972,200	6%
1,000,001 to 1,500,000	96	\$115,496,832	16%
1,500,001 to 2,000,000	37	\$63,689,600	9%
2,000,001 to 2,500,000	16	\$35,457,300	5%
2,500,001 to 3,000,000	13	\$36,389,100	5%
over \$ 3 Million	8	\$31,230,500	4%
<b>Total:</b>	<b>1082</b>	<b>\$726,968,345</b>	<b>100%</b>

## YTD. 2016 Price Point Summary for Residential Volume - Average Price:

\$562,664

	# Transactions	Gross Volume	Percentage Gross
<=200,000	103	\$15,839,722	3%
200,001 to 300,000	196	\$49,642,627	9%
300,001 to 400,000	160	\$56,541,479	10%
400,001 to 500,000	136	\$60,376,852	11%
500,001 to 600,000	76	\$41,609,719	7%
600,001 to 700,000	89	\$58,151,700	10%
700,001 to 800,000	57	\$42,794,700	8%
800,001 to 900,000	47	\$39,925,519	7%
900,001 to 1,000,000	29	\$27,633,600	5%
1,000,001 to 1,500,000	57	\$69,760,300	12%
1,500,001 to 2,000,000	23	\$38,746,000	7%
2,000,001 to 2,500,000	8	\$17,520,000	3%
2,500,001 to 3,000,000	4	\$11,075,000	2%
over \$ 3 Million	7	\$28,545,000	5%
<b>Total:</b>	<b>992</b>	<b>\$558,162,218</b>	<b>100%</b>

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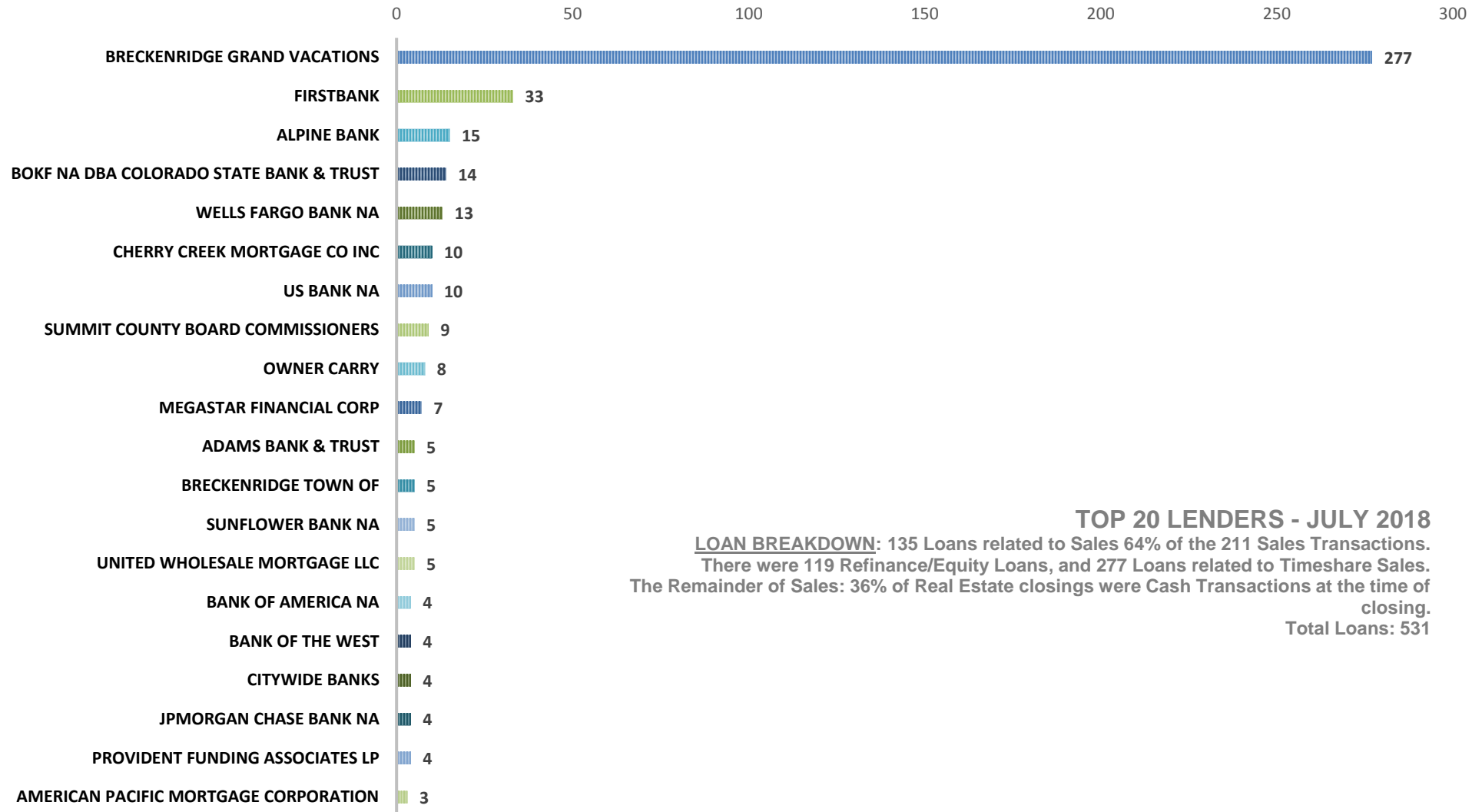
Frisco  
Land Title  
60 Main Street  
Frisco, CO 80443  
970.668.2205

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



# Lender Analysis



## TOP 20 LENDERS - JULY 2018

LOAN BREAKDOWN: 135 Loans related to Sales 64% of the 211 Sales Transactions.  
 There were 119 Refinance/Equity Loans, and 277 Loans related to Timeshare Sales.  
 The Remainder of Sales: 36% of Real Estate closings were Cash Transactions at the time of closing.  
 Total Loans: 531

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# Market Highlights

## July 2018

### Top Priced Improved Residential Sale:

<b>ACCOUNT</b>	6505268
<b>BEDROOM</b>	5
<b>BATH</b>	6.00
<b>YOC</b>	2016
<b>HEATED SQFT</b>	5084
<b>LANDSIZE</b>	1.2600
<b>RECEPTION</b>	1173653
<b>PRICE</b>	\$ 4,700,000.00
<b>AREA</b>	BRECKEN
<b>LEGAL</b>	SHOCK HILL Lot 7
<b>PPSF</b>	\$ 924.47
<b>DATE</b>	7/3/2018

### Top Priced PSF Improved Residential Sale:

303733
Studio
1.00
1984
395
1173665
\$ 378,000.00
BRECKEN
LIFTSIDE CONDO Unit 222
\$ 956.96
7/5/2018



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# Foreclosure Document Breakdown

July 2018	Total	Timeshare	Fee Simple	Unknown: No legal shown
#1 Notice Election & Demand: (NED)	2	0		2
#2 Certificate of Purchase: (CTP)	0	0		0
#3 Public Trustee's Deeds: (PTD)	0	0		0
<b>Total Foreclosure Docs Filed:</b>	<b>2</b>	<b>0</b>		<b>2</b>

## Land Title Historical Foreclosure Summary

2009 Summary:		2010 Summary:	
NED:	300	NED:	367
Withdrawn NED'S	117	Withdrawn NED'S	162
Active NED's for 2009:	183	Active NED's for 2010:	205

<b>Public Trustee's Deeds Issued:</b>	<b>86</b>	<b>Public Trustee's Deeds Issued:</b>	<b>148</b>
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2011 Summary:		2012 Summary:	
NED:	326	NED:	251
Withdrawn NED'S	148	Withdrawn NED'S	132
Active NED's for 2011:	178	Active NED's for 2012:	119

<b>Public Trustee's Deeds Issued:</b>	<b>227</b>	<b>Public Trustee's Deeds Issued:</b>	<b>165</b>
---------------------------------------	------------	---------------------------------------	------------

2013 Summary:		2014 Summary:	
NED:	138	NED:	86
Withdrawn NED'S	86	Withdrawn NED'S	27
Active NED's for 2013:	52	Active NED's for 2014:	59

<b>Public Trustee's Deeds Issued:</b>	<b>92</b>	<b>Public Trustee's Deeds Issued:</b>	<b>65</b>
---------------------------------------	-----------	---------------------------------------	-----------

2015 Summary:		2016 Summary:	
NED:	32	NED:	35
Withdrawn NED'S	14	Withdrawn NED'S	26
Active NED's for 2015:	18	Active NED's for 2016:	9

<b>Public Trustee's Deeds Issued:</b>	<b>26</b>	<b>Public Trustee's Deeds Issued:</b>	<b>9</b>
---------------------------------------	-----------	---------------------------------------	----------

2017 Summary		YTD: 2018 Summary	
NED:	37	NED:	20
Withdrawn NED'S	21	Withdrawn NED'S	n/a
Active NED's for 2017:	16	Active NED's for 2018:	20

<b>Public Trustee's Deeds Issued:</b>	<b>8</b>	<b>Public Trustee's Deeds Issued:</b>	<b>17</b>
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## Eight Year Foreclosure Summary:

Total Active NED's for Period: 1/1/2009 thru 12/31/2017	838
Total PTD's Issued: 1/1/2009 thru 12/31/2017	825
<b>Unissued Public Trustee's Deeds Remaining:</b>	<b>13</b>

\*data is obtained from the Summit County Treasurer's Office; it is deemed reliable but it is not guaranteed.

# Summary of Foreclosure Actions

## YTD: July 2018

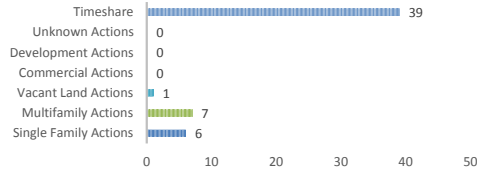
### Property Foreclosure Summary:

Fee Simple Actions	14
Timeshare Actions	39
Unknown Actions	0

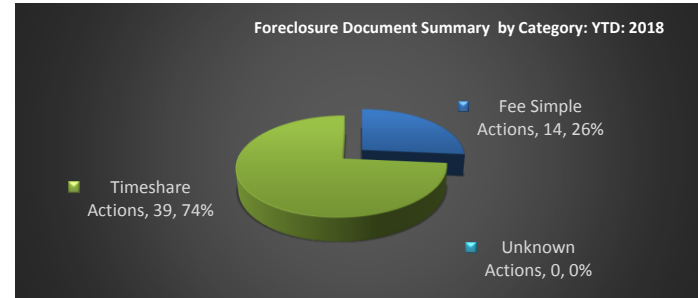
### Property Type Breakdown:

Single Family Actions	6
Multifamily Actions	7
Vacant Land Actions	1
Commercial Actions	0
Development Actions	0
Unknown Actions	0
Timeshare	39

### Foreclosure Document Summary: Property Type YTD: 2018



### Foreclosure Document Summary by Category: YTD: 2018



### Location Summary: ALL TYPES

Blue River	0
Breckenridge	37
Breckenridge Golf Course	1
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoc	0
Dillon, Town & Lake	2
Dillon Valley	1
Farmers Corner	0
Frisco	0
Heeney	0
Keystone	3
Montezuma	0
North Summit County Rural	0
Peak 7	0
Silverthorne	1
Summit Cove	0
Wilderness	2
Woodmoor	0

### Location Summary: Fee Simple Only

Blue River	0
Breckenridge	4
Breckenridge Golf Course	1
Central Summit County	0
Copper Mountain	0
Corinthian Hill & Summerwoc	0
Dillon, Town & Lake	2
Dillon Valley	1
Farmers Corner	0
Frisco	0
Heeney	0
Keystone	3
Montezuma	0
North Summit County Rural	0
Peak 7	0
Silverthorne	1
Summit Cove	0
Wilderness	2
Woodmoor	0

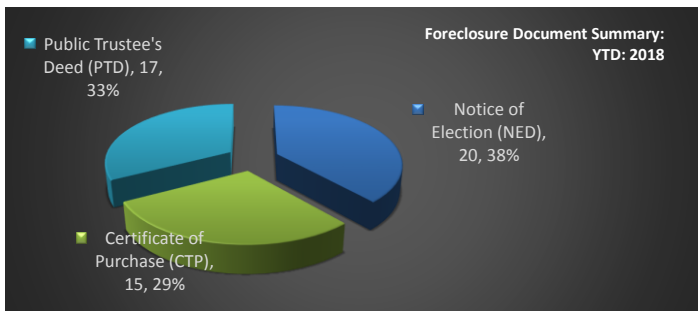
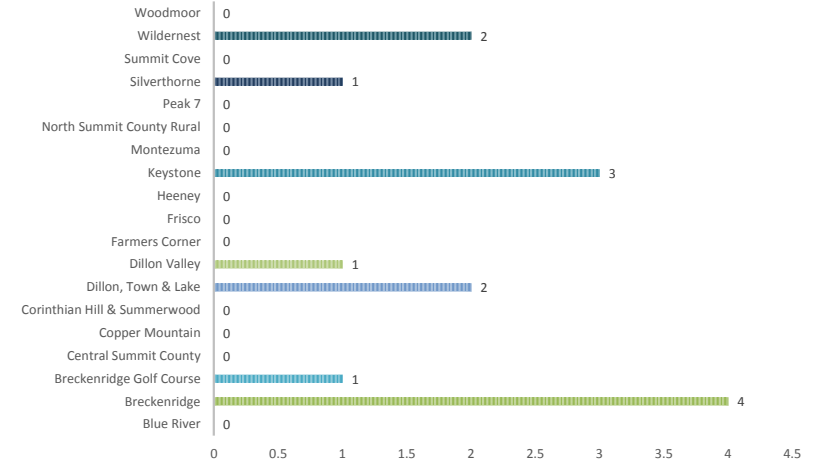
\* Location Summaries do not include recordings with Unknown Legal Descriptions

### Document Summary:

Notice of Election (NED)	20
Certificate of Purchase (CTP)	15
Public Trustee's Deed (PTD)	17

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### Foreclosure Document Summary: Fee Simple Only - Location by Market Area YTD: 2018



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# Top Lender Listing

LENDER	NUMBER LOANS	PERCENTAGE TOTAL
BRECKENRIDGE GRAND VACATIONS	277	52.17%
FIRSTBANK	33	6.21%
ALPINE BANK	15	2.82%
BOKF NA DBA COLORADO STATE BANK & TRUST	14	2.64%
WELLS FARGO BANK NA	13	2.45%
CHERRY CREEK MORTGAGE CO INC	10	1.88%
US BANK NA	10	1.88%
SUMMIT COUNTY BOARD COMMISSIONERS	9	1.69%
OWNER CARRY	8	1.51%
MEGASTAR FINANCIAL CORP	7	1.32%
ADAMS BANK & TRUST	5	0.94%
BRECKENRIDGE TOWN OF	5	0.94%
SUNFLOWER BANK NA	5	0.94%
UNITED WHOLESAL MORTGAGE LLC	5	0.94%
BANK OF AMERICA NA	4	0.75%
BANK OF THE WEST	4	0.75%
CITYWIDE BANKS	4	0.75%
JPMORGAN CHASE BANK NA	4	0.75%
PROVIDENT FUNDING ASSOCIATES LP	4	0.75%
AMERICAN PACIFIC MORTGAGE CORPORATION	3	0.56%
FLAGSTAR BANK FSB	3	0.56%
LIBERTY SAVINGS BANK FSB	3	0.56%
QUICKEN LOANS INC	3	0.56%
TUSO DEVELOPMENT & MANAGEMENT INC	3	0.56%
UBS BANK USA	3	0.56%
ALL WESTERN MORTGAGE INC	2	0.38%
CITIBANK NA	2	0.38%
CMG MORTGAGE INC	2	0.38%
ELEVATIONS CREDIT UNION	2	0.38%
ENT CREDIT UNION	2	0.38%
FIRST WESTERN TRUST BANK	2	0.38%
GORMAN & COMPANY LLC	2	0.38%
GREAT WESTERN BANK	2	0.38%
GUILD MORTGAGE COMPANY	2	0.38%
HUNT MORTGAGE PARTNERS LLC	2	0.38%
VECTRA BANK COLORADO	2	0.38%
ACADEMY MORTGAGE CORPORATION	1	0.19%
AMERICAN FINANCIAL RESOURCES INC	1	0.19%
AMERICAN FINANCING CORPORATION	1	0.19%
AMERIHOM MORTGAGE COMPANY LLC	1	0.19%
AURORA SCHOOLS FCU	1	0.19%
BANK OF DENVER	1	0.19%
BANK OF ENGLAND	1	0.19%
BANK OF NEW ENGLAND	1	0.19%
BELLCO CREDIT UNION	1	0.19%
BMO HARRIS BANK NA	1	0.19%
CITY NATIONAL BANK	1	0.19%
CITYWIDE BANKS	1	0.19%
CITYWIDE HOME LOANS	1	0.19%
COLORADO BUSINESS BANK	1	0.19%
COMMERCE BANK	1	0.19%
COMMERCE HOME MORTGAGE	1	0.19%
COMMERCIAL BANK	1	0.19%
FAIRWAY INDEPENDENT MORTGAGE CORPORATION	1	0.19%
FEDERAL SAVINGS BANK	1	0.19%
GENEVA FINANCIAL LLC	1	0.19%
GEORGETOWN MORTGAGE LLC	1	0.19%
GOLD STAR MORTGAGE FINANCIAL GROUP CORPORATION	1	0.19%
GUARANTEED RATE INC	1	0.19%
HALLMARK HOME MORTGAGE LLC	1	0.19%
HOME MORTGAGE ALLIANCE LLC	1	0.19%
HOME POINT FINANCIAL CORPORATION	1	0.19%
HOMESERVICES LENDING LLC	1	0.19%
HUNTINGTON NATIONAL BANK	1	0.19%
IMPAC MORTGAGE CORP	1	0.19%
JMAC LENDING INC	1	0.19%
JP MORGAN CHASE BANK NA	1	0.19%
KEY BANK NA	1	0.19%
LEAD FUNDING II LLC	1	0.19%
LENDERFI INC	1	0.19%
LOANDEPOT.COM LLC	1	0.19%
MOVEMENT MORTGAGE LLC	1	0.19%
NATIONSTAR MORTGAGE LLC	1	0.19%
NORTHPOINTE BANK	1	0.19%
PARAMOUNT RESIDENTIAL MORTGAGE GROUP INC	1	0.19%
PLANET HOME LENDING LLC	1	0.19%
PMW RETIREMENT INVESTMENTS LLC	1	0.19%
PNC BANK NA	1	0.19%
RELIANCE BANK	1	0.19%
SOOPER CREDIT UNION	1	0.19%
STIFEL BANK AND TRUST	1	0.19%
SUMMIT COMBINED HOUSING AUTHORITY	1	0.19%
TCF NATIONAL BANK	1	0.19%
THIRD FEDERAL SAVINGS AND LOAN	1	0.19%
TIAA FSB	1	0.19%
TOLLESON PRIVATE BANK	1	0.19%
UMB BANK NA	1	0.19%
USAA FEDERAL SAVINGS BANK	1	0.19%
USBS BANK USA	1	0.19%
VISIO FINANCIAL SERVICES INC	1	0.19%
WESTERRA CREDIT UNION	1	0.19%
<b>TOTAL LOANS FOR JULY 2018:</b>	<b>531</b>	<b>100.00%</b>

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# Upper End Transaction Detail

**July 2018**

## Upper End Purchaser Details

Brm	Bath	Year Built	Size	Price	Legal	PPSF	Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
5	6.00	2016	5084	\$ 4,700,000.00	SHOCK HILL Lot 7	\$ 924.47	7/3/2018	142 PENN LODE DRIVE	BRECKENRIDGE	CO
5	7.00	2012	6340	\$ 4,385,000.00	GOLD FLAKE SUBD Filing 3 Lot 1	\$ 691.64	7/18/2018	158 STILLSON PLACER TERRACE	DENVER	CO
5	6.00	2006	6395	\$ 3,443,500.00	M&B: Sec. 6 Twnshp 7S Range 77W	\$ 538.47	7/31/2018	31 RIVERWOOD DRIVE	AURORA	CO
8	11.00	2001	8951	\$ 2,900,000.00	WEST PINES GOLF COURSE SUBD Lot 9	\$ 323.99	7/11/2018	31 RIVER OVERLOOK COURT	FORT WAYNE	IN
4	6.00	2008	5357	\$ 2,800,000.00	LEWIS RANCH AT COPPER Lot 52R	\$ 522.68	7/27/2018	500 BEELER PLACE	MILWAUKEE	WI
4	4.00	2015	5356	\$ 2,536,800.00	DERCUMS DASH Lot 4	\$ 473.64	7/3/2018	72 W TRADE CT	LUCAS	TX
6	5.00	2008	6710	\$ 2,375,000.00	AMERICAN SUBD Block 2 Lot 4	\$ 353.95	7/11/2018	88 COUNTY ROAD 926	DENVER	CO
5	5.00	2008	3716	\$ 2,250,000.00	MC CULLOUGH GULCH RESERVE SUBD Lot 1	\$ 605.49	7/31/2018	140 RIO AZUL ROAD	SPRINGFIELD	MO
3	6.00	2006	4850	\$ 2,015,000.00	EAGLES NEST GOLF COURSE SUBD Filing 1 Lot 40	\$ 415.46	7/30/2018	321 TWO CABINS DRIVE	DILLON	CO
4	5.00	2017	3922	\$ 2,000,000.00	HIGHLANDS AT BRECK-DISCOVERY HILL Filing 2 Lot 122	\$ 509.94	7/11/2018	126 DISCOVERY HILL DRIVE BRECKNERIDG	BRECKENRIDGE	CO
		2003	3119	\$ 1,995,000.00	FRISCO MARKET PLACE CONDO Unit 1A & 1B	\$ 639.63	7/6/2018	320 E MAIN ST	BRECKENRIDGE	CO
5	5.00	1996	5000	\$ 1,965,000.00	HIGHLANDS AT BRECKENRIDGE Filing 3 Lot 80	\$ 393.00	7/18/2018	217 HIGHLANDS DRIVE	DENVER	CO
3	4.00	2015	2296	\$ 1,812,500.00	COLUMBIA LODE SUBD Phase 5 Lot 5	\$ 789.42	7/17/2018	53 LUISA DRIVE	DENVER	CO
5	5.00	2011	4029	\$ 1,680,000.00	WOODEN CANOE AT WATER DANCE SUBD Lot 4	\$ 416.98	7/31/2018	515 KOKOPELLI COURT	LITTLETON	CO
3	4.00	1973	1906	\$ 1,665,000.00	TYRA SUBD Filing 1 Block 2 LOT4	\$ 873.56	7/17/2018	935 FOUR OCLOCK ROAD	TULSA	OK
3	4.00	1971	3001	\$ 1,650,000.00	TEN MILE VISTA SUBD Filing 2 Lot 4	\$ 549.82	7/27/2018	92 BRADDOCK COURT		SINGAPORE
4	4.00	1999	4066	\$ 1,650,000.00	SUMMIT ESTATES Filing 1 Lot 18	\$ 405.80	7/23/2018	98 SCENIC VIEW LANE	PACIFIC PALISADES	CA
5	5.00	2015	3938	\$ 1,600,000.00	EAGLES NEST GOLF COURSE SUBD Filing 4 Lot 12	\$ 406.30	7/20/2018	1790 GOLDEN EAGLE ROAD	LOUISVILLE	CO
4	4.00	2006	3837	\$ 1,460,000.00	OLD KEYSTONE GOLF COURSE SUBD Lot 39	\$ 380.51	7/3/2018	63 ELK SPUR LANE	ENGLEWOOD	CO
4	5.00	2002	4227	\$ 1,400,000.00	TIMBER CREEK ESTATES Phase 1 Lot 6	\$ 331.20	7/13/2018	310 WHISEPRING PINES CIRCLE	IRVINE	CA
4	4.00	1996	2098	\$ 1,375,000.00	WHITE WOLF TH UNIT 11	\$ 655.39	7/16/2018	1346 SETTLERS DRIVE	BRECKENRIDGE	CO
3	3.00	2015	3024	\$ 1,370,000.00	SHADOWS SUBD Lot 10R	\$ 453.04	7/20/2018	0077 PROTECTOR CIRCLE	FORT COLLINS	CO
3	4.00	2017	2565	\$ 1,260,000.00	SOUTH MARYLAND CREEK RANCH Filing 1 Lot 43	\$ 491.23	7/10/2018	47 E BENJAMIN POINT	LIBERTYVILLE	FL
3	4.00	2017	2556	\$ 1,250,000.00	SHORES AT THE HIGHLANDS Lot 16A	\$ 489.05	7/27/2018	222 SHORES LANE	BRECKENRIDGE	CO
5	3.00	1992	3574	\$ 1,235,000.00	SILVER SHEKEL SUBD Filing 3 Lot 33	\$ 345.55	7/24/2018	831 SILVER CIRCLE	HOUSTON	TX
5	2.00	1957	2031	\$ 1,199,000.00	SILVERTHORNE SUBD Lot 4	\$ 590.35	7/3/2018	700 BLUE RIVER PKWY	FRISCO	CO
3	4.00	2017	2545	\$ 1,175,000.00	SHORES AT THE HIGHLANDS Filing 8 Lot 9A	\$ 461.69	7/3/2018	68 RED QUILL LANE	BRECKENRIDGE	CO
3	3.00	2007	1815	\$ 1,167,500.00	UNION CREEK TH WEST CONDO Unit 39A	\$ 643.25	7/24/2018	39 UNION CREEK TRAIL	FORT COLLINS	CO
3	4.00	1984	2682	\$ 1,150,000.00	SUMMER RIDGE CONDO Units B-3	\$ 428.78	7/31/2018	0417 SUMMERWOOD DRIVE	DENVER	CO
5	4.00	1979	2825	\$ 1,150,000.00	WARRIORS MARK WEST SUBD Filing 4 Block 1 Lot 2	\$ 407.08	7/24/2018	48 GOLD KING WAY	BOULDER	CO
3	4.00	2006	2777	\$ 1,107,000.00	VISTA POINT SUBD Filing 1 Block 7 Lot 5A	\$ 398.63	7/27/2018	200 RACHEL LANE	LITTLETON	CO
4	5.00	2017	3119	\$ 1,100,600.00	SOUTH MARYLAND CREEK RANCH Filing 3 Lot 15	\$ 352.87	7/23/2018	11 YOUNGS PRESERVE RD	SILVERTHORNE	CO
4	4.00	1998	2290	\$ 1,095,000.00	WARRIORS MARK WEST SUBD Filing 4 Block 1 UNIT 4B	\$ 478.17	7/18/2018	88 GOLD KING WAY	LONGMONT	CO
4	4.00	1999	3024	\$ 1,079,000.00	HAMILTON CREEK SUBD Filing 1 Lot 4R	\$ 356.81	7/17/2018	25 EAGLE WINGS TRAIL	CASTLE PINES	CO
3	2.00	1962	1584	\$ 1,050,000.00	WEISSHORN SUBD Filing 1 Block 7 Lot 1	\$ 662.88	7/27/2018	300 WELLINGTON ROAD	BRECKENRIDGE	CO
3	3.00	1998	1275	\$ 1,025,000.00	TWIN ELK LODGE Bldg 4 Unit 16	\$ 803.92	7/24/2018	260 SKI HILL ROAD	FORT COLLINS	CO
3	3.00	1998	3109	\$ 1,025,000.00	LOST CREEK RANCH SUBD Lot 13	\$ 329.69	7/19/2018	220 DARBY DRIVE	SILVERTHORNE	CO
4	3.00	2007	3058	\$ 1,024,000.00	M&B: Sec. 28-3-78	\$ 334.86	7/18/2018	406 UTE PARK RD	DILLON	CO



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# Purchaser Titlement Abstract

## July 2018

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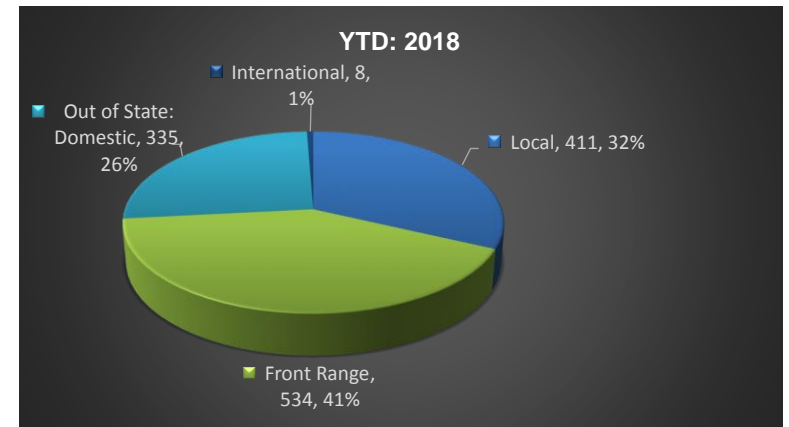
**Brooke Roberts**  
970-453-2255  
broberts@ltgc.com

### All Sales: July 2018

Origin of Buyer	# of Trans.	% Overall
Local	71	34%
Front Range	96	45%
Out of State: Domestic	43	20%
International	1	0%
<b>Total Sales</b>	<b>211</b>	<b>100%</b>

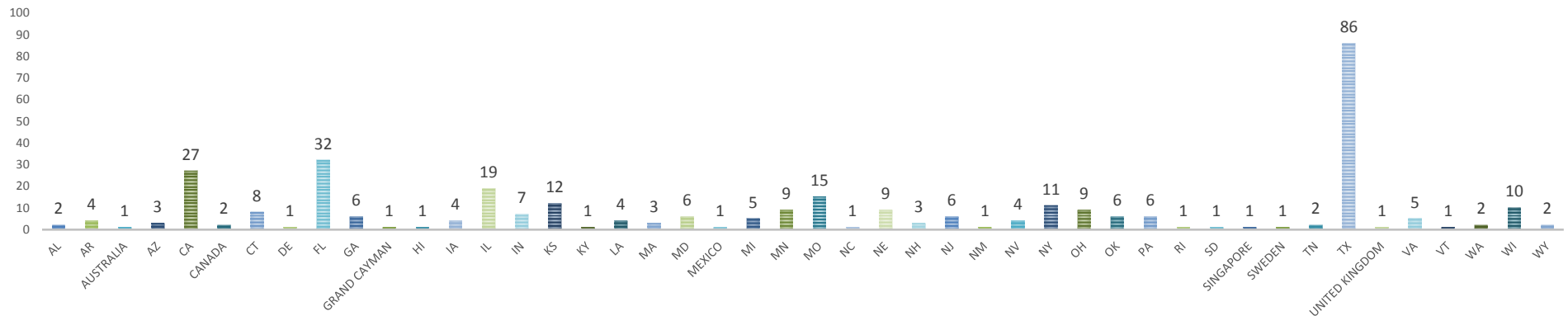
### YTD: July 2018

Origin of Buyer	# of Trans.	% Overall
Local	411	32%
Front Range	534	41%
Out of State: Domestic	335	26%
International	8	1%
<b>Total Sales</b>	<b>1288</b>	<b>100%</b>



Colorado Purchasers: 945

### NON-COLORADO YTD: 2018







# Purchaser Titlement Abstract History

## All Sales: 2017

Origin of Buyer	# of Trans.	% Overall
Local	719	28%
Front Range	1048	40%
Out of State: Domestic	830	32%
International	10	0%
<b>Total Sales</b>	<b>2607</b>	<b>100%</b>

## All Sales: 2016

Origin of Buyer	# of Trans.	% Overall
Local	755	30%
Front Range	938	38%
Out of State: Domestic	785	32%
International	8	0%
<b>Total Sales</b>	<b>2486</b>	<b>100%</b>

## All Sales: 2015

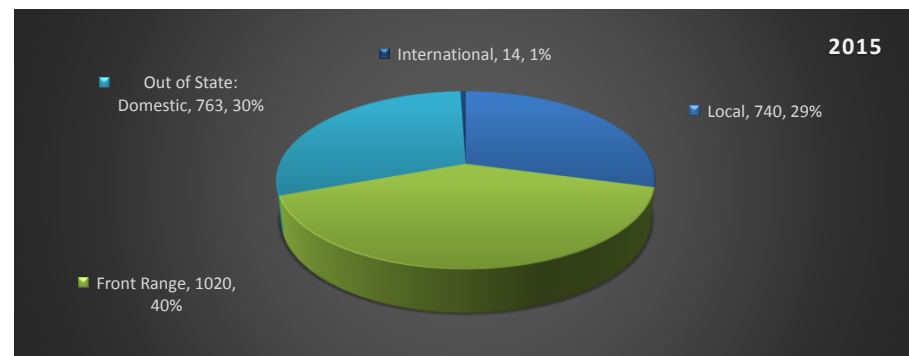
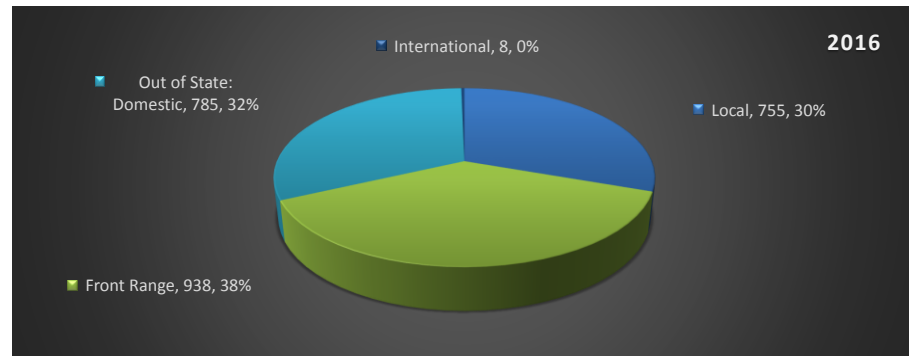
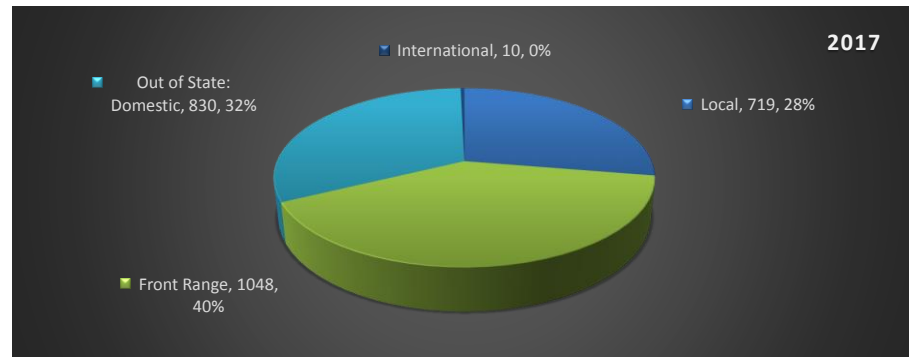
Origin of Buyer	# of Trans.	% Overall
Local	740	29%
Front Range	1020	40%
Out of State: Domestic	763	30%
International	14	1%
<b>Total Sales</b>	<b>2537</b>	<b>100%</b>

## 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%
<b>Total Sales</b>	<b>2042</b>	<b>100%</b>

## 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%
<b>Total Sales</b>	<b>1908</b>	<b>100%</b>



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## New Development Summary

### Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.00	2015	5356	\$ 2,536,800.00	DERCUMS DASH Lot 4	SINGLEFAM	\$ 473.64	72 W TRADE CT
3	4.00	2017	2565	\$ 1,260,000.00	SOUTH MARYLAND CREEK RANCH Filing 1 Lot 43	SINGLEFAM	\$ 491.23	47 E BENJAMIN POINT
3	4.00	2017	2107	\$ 798,800.00	SOUTH MARYLAND CREEK RANCH Lot 35 TRACT R CABIN 35	SINGLEFAM	\$ 379.12	21 LENA WAY
5	6.00	2016	5084	\$ 4,700,000.00	SHOCK HILL Lot 7	SINGLEFAM	\$ 924.47	142 PENN LODE DRIVE
4	5.00	2017	3922	\$ 2,000,000.00	HIGHLANDS AT BRECK-DISCOVERY HILL Filing 2 Lot 122	SINGLEFAM	\$ 509.94	726 DISCOVERY HILL DRIVE
3	4.00	2017	2556	\$ 1,250,000.00	SHORES AT THE HIGHLANDS Lot 16A	SINGLEFAM	\$ 489.05	222 SHORES LANE
3	4.00	2017	2545	\$ 1,175,000.00	SHORES AT THE HIGHLANDS Filing 8 Lot 9A	SINGLEFAM	\$ 461.69	68 RED QUILL LANE
4	5.00	2017	3119	\$ 1,100,600.00	SOUTH MARYLAND CREEK RANCH Filing 3 Lot 15	SINGLEFAM	\$ 352.87	11 YOUNGS PRESERVE RD
3	3.00	2017	1637	\$ 800,000.00	SOUTH MARYLAND CREEK RANCH TRACT S CABIN 20	SINGLEFAM	\$ 488.70	148 MOSS WAY
3	2.00	2018	1339	\$ 433,231.00	LINCOLN PARK AT THE WELLINGTON NBHD PH 3 Block 3 Lot 8	DEEDRESTRICTED	\$ 323.55	27 PLACER GREEN
4	3.00	2018	2157	\$ 925,000.00	ALDERS TH UNIT 7B	MULTIFAM	\$ 428.84	0074 OUTPOST DRIVE
3	3.00	2017	2116	\$ 795,000.00	ALDERS TH UNIT 1A	MULTIFAM	\$ 375.71	817 INDEPENDENCE ROAD
3	3.00	2014	2237	\$ 957,900.00	LAGOON TH CONDO Unit 739C	MULTIFAM	\$ 428.21	739 LAGOON DRIVE
3	2.00	2017	1211	\$ 399,400.00	WEST HILLS TH Filing 1 Lot 5B	DEEDRESTRICTED	\$ 329.81	81 WAYBACK DRIVE
3	2.00	2018	1211	\$ 357,200.00	WEST HILLS TH Filing 1 Lot 3A	DEEDRESTRICTED	\$ 294.96	51 WAYBACK DRIVE
2	2.00	2018	1080	\$ 299,200.00	WEST HILLS TH Filing 1 Lot 11C	DEEDRESTRICTED	\$ 277.04	12 WAYBACK DRIVE
2	2.00	2018	1080	\$ 299,200.00	WEST HILLS TH Filing 1 Lot 11A	DEEDRESTRICTED	\$ 277.04	20 WAYBACK DRIVE
2	2.00	2018	1080	\$ 299,200.00	WEST HILLS TH Filing 1 Lot 9C	DEEDRESTRICTED	\$ 277.04	38 WAYBACK DRIVE
2	2.00	2018	1080	\$ 226,500.00	WEST HILLS TH Filing 1 Lot 9B	DEEDRESTRICTED	\$ 209.72	42 WAYBACK DRIVE
2	2.00	2018	1080	\$ 226,500.00	WEST HILLS TH Filing 1 Lot 11B	DEEDRESTRICTED	\$ 209.72	16 WAYBACK DRIVE

### Summary of Improved Residential New Unit Sales:

Average Price:	\$	1,041,977
Average PPSF:	\$	400.12
Median Price:	\$	799,400
# Transactions:		20
Gross Volume:	\$	20,839,531



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