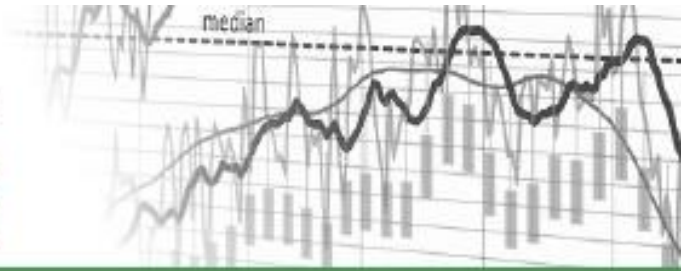
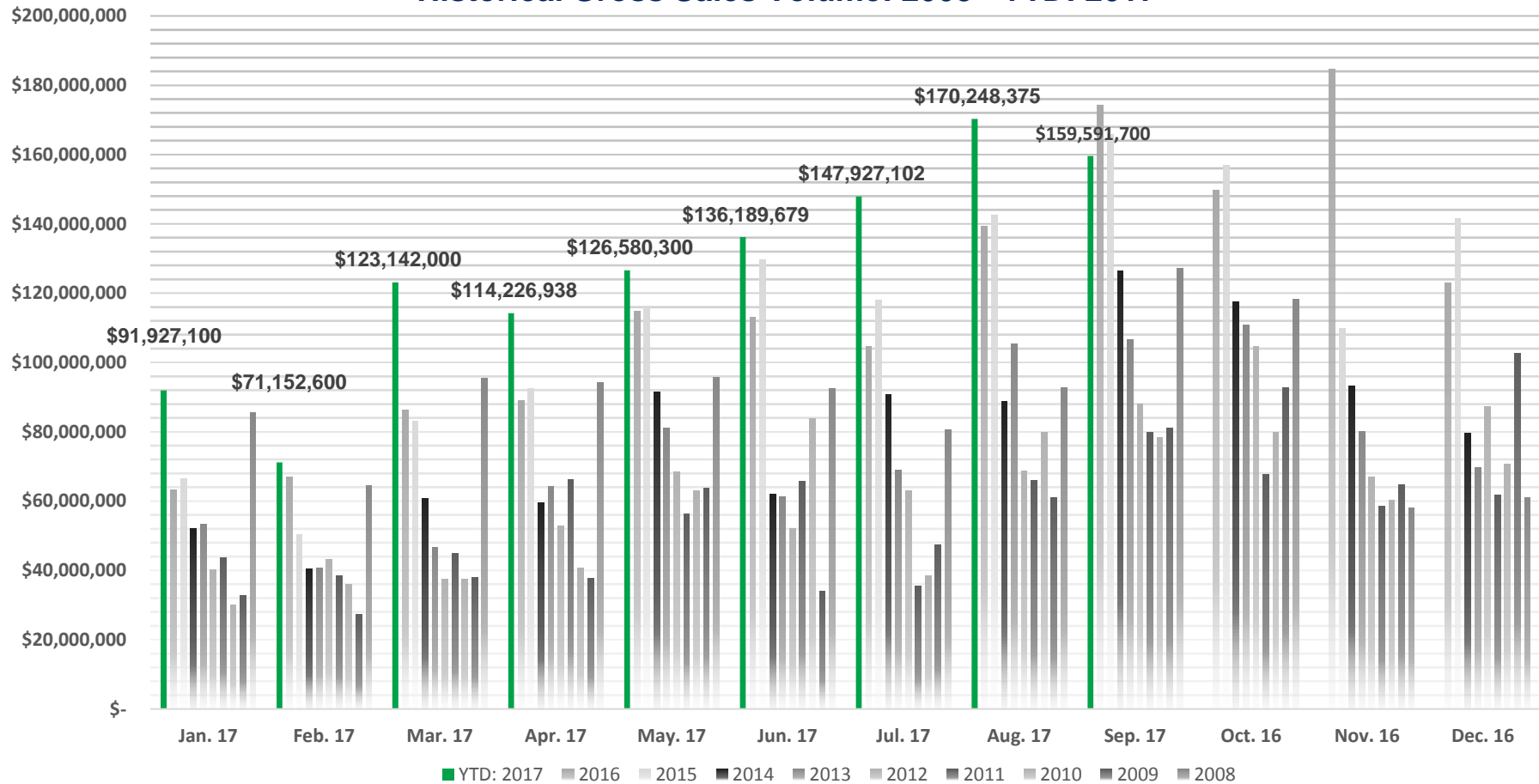




# Summit County Market ANALYSIS



**Historical Gross Sales Volume: 2008 - YTD: 2017**



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## Market Analysis by Area

September 2017	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	\$9,793,600	6%	19	8%	\$515,453	\$600,000	\$777,464	\$765,000	\$305
Breckenridge	\$39,067,700	24%	46	19%	\$849,298	\$774,500	\$865,660	\$794,500	\$563
Breckenridge Golf Course	\$14,012,300	9%	19	8%	\$737,489	\$625,000	\$1,485,000	\$1,395,000	\$436
Copper Mountain	\$5,752,000	4%	14	6%	\$410,857	\$336,500	\$429,000	\$355,000	\$444
Corinthian Hills & Summerwood	\$2,685,000	2%	3	1%	\$895,000	\$330,000	\$0	\$0	\$0
Dillon Town & Lake	\$2,664,000	2%	6	2%	\$444,000	\$412,500	\$518,800	\$429,000	\$437
Dillon Valley	\$2,469,900	2%	6	2%	\$411,650	\$417,500	\$411,650	\$417,500	\$301
Farmers Corner	\$515,000	0%	1	0%	\$515,000	dna	\$515,000	dna	\$350
Frisco	\$8,909,000	6%	14	6%	\$636,357	\$492,500	\$682,083	\$555,000	\$429
Heeney	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
Keystone	\$15,259,500	10%	28	11%	\$544,982	\$450,000	\$548,315	\$445,000	\$437
Montezuma	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
North Summit County (rural)	\$13,214,600	8%	16	6%	\$825,913	\$801,000	\$855,107	\$803,100	\$357
Peak 7	\$2,035,000	1%	3	1%	\$678,333	\$725,000	\$678,333	\$725,000	\$445
Silverthorne	\$20,008,200	13%	22	9%	\$909,464	\$727,500	\$755,945	\$727,500	\$347
Summit Cove	\$4,515,400	3%	8	3%	\$564,425	\$446,900	\$621,057	\$656,300	\$290
Wilderness	\$13,472,800	8%	31	13%	\$434,606	\$357,000	\$441,927	\$367,500	\$354
Woodmoor	\$2,460,500	2%	5	2%	\$492,100	\$577,500	\$561,375	\$601,250	\$304
Deed Restricted Units	\$2,705,200	13%	6	2%	\$450,867	\$397,900	n/a	n/a	n/a
Quit Claim Deeds	\$52,000	0%	1	0%	\$52,000	dna	n/a	n/a	n/a
<b>TOTAL</b>	<b>\$159,591,700</b>	<b>100%</b>	<b>248</b>	<b>100%</b>	<b>\$650,766</b>	<b>\$557,500</b>	<b>\$689,157</b>	<b>\$621,400</b>	<b>\$415</b>
<b>(NEW UNIT SALES)</b>	<b>\$21,155,000</b>	<b>13%</b>	<b>23</b>	<b>9%</b>	<b>\$919,783</b>	<b>\$810,000</b>	<b>\$919,783</b>	<b>\$810,000</b>	<b>\$412</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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**Land Title**  
 60 Main Street  
 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: Sept. 2017

### 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	\$55,236,400	5%	98	5%	\$563,637	\$527,500	\$799,580	\$703,000	\$322
Breckenridge	\$319,345,598	28%	384	21%	\$831,629	\$670,000	\$849,686	\$695,100	\$578
Breckenridge Golf Course	\$116,206,225	10%	134	7%	\$867,211	\$612,500	\$1,263,042	\$1,275,000	\$414
Copper Mountain	\$49,369,000	4%	103	6%	\$479,311	\$365,000	\$505,372	\$382,000	\$453
Corinthian Hills & Summerwood	\$7,110,100	1%	9	0%	\$790,011	\$625,000	\$783,763	\$592,500	\$305
Dillon Town & Lake	\$25,978,600	2%	60	3%	\$432,977	\$347,500	\$398,165	\$342,500	\$388
Dillon Valley	\$17,208,200	2%	64	4%	\$268,878	\$183,200	\$268,878	\$183,200	\$303
Farmers Corner	\$7,929,700	1%	8	0%	\$991,213	\$776,850	\$861,386	\$716,200	\$349
Frisco	\$92,767,550	8%	151	8%	\$614,355	\$528,650	\$643,044	\$560,000	\$441
Heeney	\$0	0%	0	0%	0	\$0	\$0	\$0	\$0
Keystone	\$132,440,000	12%	260	14%	\$509,385	\$402,500	\$517,702	\$415,000	\$422
Montezuma	\$817,500	0%	2	0%	\$408,750	dna	\$707,500	dna	\$268
North Summit County (rural)	\$30,764,355	3%	34	2%	\$904,834	\$804,850	\$999,771	\$838,300	\$335
Peak 7	\$20,534,032	2%	23	1%	\$892,784	\$815,000	\$834,475	\$825,000	\$343
Silverthorne	\$119,197,260	10%	158	9%	\$754,413	\$682,000	\$770,164	\$735,000	\$341
Summit Cove	\$28,484,500	2%	48	3%	\$593,427	\$573,000	\$651,179	\$649,250	\$305
Wilderness	\$65,497,500	6%	174	10%	\$376,422	\$340,750	\$388,726	\$350,000	\$328
Woodmoor	\$29,278,500	3%	36	2%	\$813,292	\$588,250	\$899,661	\$648,000	\$345
Deed Restricted Units	\$20,204,002	2%	57	3%	\$354,456	\$350,900	n/a	n/a	n/a
Quit Claim Deeds	\$2,590,746	0%	22	1%	\$117,761	\$71,500	n/a	n/a	n/a
<b>TOTAL</b>	<b>\$1,140,959,768</b>	<b>100%</b>	<b>1825</b>	<b>100%</b>	<b>\$640,415</b>	<b>\$480,000</b>	<b>\$675,366</b>	<b>\$520,000</b>	<b>\$425</b>
<b>(NEW UNIT SALES)</b>	<b>\$161,240,261</b>	<b>14%</b>	<b>149</b>	<b>8%</b>	<b>\$1,082,149</b>	<b>\$848,000</b>	<b>\$1,108,953</b>	<b>\$876,100</b>	<b>\$433</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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Breckenridge, CO 80424

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# Market Snapshot by Area

## Full Year 2016 versus YTD: 2017

Area	Average Price Single Family 2016	Average Price Single Family YTD: 2017	% Change vs. Prior Year	Average Price Multi-Family 2016	Average Price Multi-Family YTD: 2017	% Change vs. Prior Year	Average Price Vacant Land 2016	Average Price Vacant Land YTD: 2017	% Change vs. Prior Year
Blue River	\$670,990	\$829,929	24%	\$199,250	\$212,833	7%	\$152,952	\$129,882	-15%
Breckenridge	\$1,354,214	\$1,397,710	3%	\$516,571	\$595,329	15%	\$676,632	\$696,875	3%
Breckenridge Golf Course	\$1,409,578	\$1,503,389	7%	\$552,109	\$448,533	-19%	\$397,628	\$527,744	33%
Copper Mountain	\$2,378,748	\$2,160,880	-9%	\$371,149	\$412,366	11%	\$806,667	\$1,075,000	33%
Corinthian Hills/Summerwood	\$815,185	\$1,116,275	37%	\$490,250	\$451,250	-8%	\$0	\$840,000	n/a
Dillon Town & Lake	\$1,340,000	\$691,400	-48%	\$344,751	\$366,970	6%	\$0	\$0	0%
Dillon Valley	\$445,259	\$547,085	23%	\$190,032	\$197,963	4%	\$0	\$0	0%
Farmers Corner	\$660,113	\$943,283	43%	\$0	\$0	n/a	\$269,000	\$0	n/a
Frisco	\$804,803	\$946,361	18%	\$515,799	\$530,106	3%	\$336,238	\$260,600	-22%
Heeney	\$303,567	\$0	n/a	\$0	\$0	0%	\$125,000	\$0	n/a
Keystone	\$1,170,586	\$1,344,819	15%	\$365,636	\$461,862	26%	\$355,100	\$298,167	-16%
Montezuma	\$582,500	\$707,500	21%	\$0	\$0	0%	\$0	\$110,000	n/a
North Summit County (Rural)	\$1,115,178	\$999,771	-10%	\$0	\$0	0%	\$610,700	\$422,750	-31%
Peak 7	\$819,262	\$834,475	2%	\$0	\$0	0%	\$171,250	\$176,333	3%
Silverthorne	\$793,720	\$866,701	9%	\$533,593	\$612,363	15%	\$227,777	\$261,394	15%
Summit Cove	\$618,977	\$782,630	26%	\$283,501	\$322,550	14%	\$159,833	\$189,167	18%
Wilderness	\$566,467	\$641,397	13%	\$308,965	\$332,990	8%	\$159,286	\$203,250	n/a
Woodmoor	\$1,174,850	\$1,172,570	0%	\$337,226	\$403,464	20%	\$472,500	\$277,800	-41%
<b>Gross Live Average:</b>	<b>\$934,163</b>	<b>\$1,072,346</b>	<b>15%</b>	<b>\$409,673</b>	<b>\$464,470</b>	<b>13%</b>	<b>\$353,500</b>	<b>\$345,652</b>	<b>-2%</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 Single Family 2016	Median Price Single Family YTD: 2017	% Change vs. Prior Year	Median Price Multi-Family 2016	Median Price Multi-Family YTD: 2017	% Change vs. Prior Year	Median Price Vacant Land 2016	Median Price Vacant Land YTD: 2017	% Change vs. Prior Year
Blue River	\$640,000	\$742,600	16%	\$212,500	\$185,000	-13%	\$115,000	\$117,500	2%
Breckenridge	\$980,000	\$1,112,500	14%	\$446,000	\$500,000	12%	\$545,000	\$502,500	-8%
Breckenridge Golf Course	\$1,377,500	\$1,445,000	5%	\$547,500	\$395,400	-28%	\$349,000	\$488,500	40%
Copper Mountain	\$2,300,000	\$1,925,000	-16%	\$346,750	\$367,000	6%	\$950,000	dna	n/a
Corinthian Hills/Summerwood	\$750,000	\$1,122,550	50%	\$383,750	\$400,000	4%	\$0	dna	0%
Dillon Town & Lake	dna	\$640,000	n/a	\$340,000	\$336,000	-1%	\$0	\$0	0%
Dillon Valley	\$422,000	\$558,300	32%	\$170,700	\$171,500	0%	\$0	\$0	0%
Farmers Corner	\$548,000	\$776,850	42%	\$0	\$0	n/a	\$258,500	\$0	n/a
Frisco	\$725,000	\$850,000	17%	\$447,500	\$501,250	12%	\$330,000	\$285,000	-14%
Heeney	\$264,000	\$0	n/a	\$0	\$0	0%	\$0	\$0	n/a
Keystone	\$1,032,500	\$1,232,000	19%	\$340,000	\$390,000	15%	\$335,000	\$455,000	36%
Montezuma	dna	dna	n/a	\$0	\$0	0%	\$0	dna	n/a
North Summit County (Rural)	\$850,000	\$838,300	-1%	\$0	\$0	0%	\$850,000	\$343,500	-60%
Peak 7	\$799,000	\$825,000	3%	\$0	\$0	0%	\$167,000	\$175,000	5%
Silverthorne	\$675,000	\$770,000	14%	\$567,500	\$670,250	18%	\$195,000	\$260,000	33%
Summit Cove	\$599,750	\$780,000	30%	\$293,000	\$320,000	9%	\$155,000	\$182,500	18%
Wilderness	\$550,000	\$644,950	17%	\$285,450	\$331,500	16%	\$150,000	dna	n/a
Woodmoor	\$1,022,500	\$947,000	-7%	\$345,000	\$420,000	22%	\$410,000	\$265,000	n/a
<b>Gross Live Median:</b>	<b>\$750,000</b>	<b>\$885,000</b>	<b>18%</b>	<b>\$359,000</b>	<b>\$397,997</b>	<b>11%</b>	<b>\$262,250</b>	<b>\$237,000</b>	<b>-10%</b>

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# Historical Market Analysis: Percentage Market Change: 2009 - YTD. 2017

Month to Month Comparison # of Transactions and \$ Volume

Month	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	% Change 16 to 17	2017
January	\$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	45%	\$91,901,074
February	\$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	6%	\$71,152,600
March	\$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	43%	\$123,142,000
April	\$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	28%	\$114,226,938
May	\$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	10%	\$126,580,300
June	\$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	20%	\$136,189,679
July	\$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	41%	\$147,927,102
August	\$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	22%	\$170,248,375
September	\$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	-8%	\$159,591,700
October	\$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	-100%	
November	\$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	-100%	
December	\$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	-13%	\$122,880,919	-100%	
YTD Comparison	\$422,924,300	2%	\$487,762,615	2%	\$497,111,200	8%	\$537,813,890	29%	\$693,336,482	6%	\$732,245,719	32%	\$964,551,561	-1%	\$951,530,665	20%	\$1,140,959,768
Annual Total	\$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	3%	\$1,408,666,800	-19%	\$1,140,959,768

Month to Month Comparison by Number of Transactions

Month	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	% Change 16 to 17	2017
January	54	0%	54	61%	90	10%	102	13%	116	-6%	107	19%	127	-2%	124	11%	138
February	55	20%	66	35%	90	-11%	81	16%	97	-10%	91	16%	106	19%	126	-8%	116
March	71	21%	86	19%	103	-21%	86	46%	128	1%	125	19%	149	-9%	136	31%	178
April	68	34%	91	16%	106	7%	119	19%	136	-13%	124	23%	153	1%	155	22%	189
May	88	7%	94	14%	107	25%	145	18%	165	10%	181	13%	205	-4%	197	0%	197
June	80	73%	138	-25%	104	5%	124	28%	151	6%	155	69%	262	-16%	220	6%	234
July	95	-21%	75	31%	98	29%	131	23%	163	26%	201	0%	202	6%	215	18%	253
August	114	3%	117	28%	150	6%	162	36%	221	-6%	214	25%	267	6%	282	-4%	272
September	147	1%	149	9%	162	-2%	164	54%	254	11%	286	5%	301	-1%	297	-16%	248
October	160	-4%	154	5%	171	43%	240	5%	251	5%	265	7%	284	-7%	263	-100%	
November	135	4%	141	1%	152	8%	158	10%	197	19%	216	-5%	205	31%	268	-100%	
December	178	-13%	154	-9%	147	32%	188	-29%	138	32%	186	48%	276	-26%	203	-100%	
YTD Comparison	772	13%	870	16%	1,010	10%	1,114	28%	1,431	4%	1,484	19%	1,772	-1%	1,752	4%	1,825
Annual Total	1,245	6%	1,319	12%	1,480	15%	1,700	19%	2,017	7%	2,151	18%	2,537	-2%	2,486	-27%	1,825

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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# Residential Cost Analysis

<b>Residential Improved Units - Price Point Summary</b>			
<b>September 2017</b>			
	# Transactions	Gross Volume	Percentage Gross
<=200,000	11	\$1,833,100	1%
200,001 to 300,000	17	\$4,379,800	3%
300,001 to 400,000	30	\$10,311,400	7%
400,001 to 500,000	23	\$10,495,500	7%
500,001 to 600,000	19	\$10,552,000	7%
600,001 to 700,000	23	\$14,896,600	10%
700,001 to 800,000	17	\$12,888,900	9%
800,001 to 900,000	20	\$16,882,900	12%
900,001 to 1,000,000	10	\$9,602,900	7%
1,000,001 to 1,500,000	28	\$34,621,300	24%
1,500,001 to 2,000,000	5	\$8,915,000	6%
2,000,001 to 2,500,000	3	\$6,587,000	5%
2,500,001 to 3,000,000	0	\$0	0%
over \$ 3 Million	0	\$0	0%
<b>Total:</b>	<b>206</b>	<b>\$141,966,400</b>	<b>100%</b>
<b>September 2017</b>			
<b>New Construction</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	17	\$16,575,900	\$975,053
Multi Family	4	\$3,804,900	\$951,225
Vacant Land	0	\$0	\$0
<b>Resales</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	71	\$67,228,400	\$946,879
Multi Family	114	\$54,357,200	\$476,818
Vacant Land	21	\$6,417,300	\$305,586
<b>Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	88	\$83,804,300	\$952,322
Multi Family	118	\$58,162,100	\$492,899
Vacant Land	21	\$6,417,300	\$305,586
<b>YTD: Sept. 2017</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	527	\$565,126,497	\$1,072,346
Multi Family	992	\$460,753,948	\$464,470
Vacant Land	120	\$41,478,200	\$345,652
<b>Full Year 2016: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	677	\$632,428,549	\$934,163
Multi Family	1410	\$577,639,084	\$409,673
Vacant Land	145	\$51,257,475	\$353,500
<b>Full Year 2015: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	678	\$580,317,085	\$855,925
Multi Family	1422	\$567,707,483	\$399,232
Vacant Land	156	\$58,155,900	\$372,794
<b>Full Year 2014: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	561	\$440,261,075	\$784,779
Multi Family	1170	\$418,406,606	\$357,612
Vacant Land	126	\$40,097,000	\$318,230
<b>Full Year 2013: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	569	\$427,455,600	\$751,240
Multi Family	994	\$342,510,355	\$344,578
Vacant Land	118	\$38,248,200	\$324,137
<b>Full Year 2012: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	509	\$389,107,600	\$764,455
Multi Family	805	\$284,438,000	\$353,339
Vacant Land	114	\$35,284,400	\$309,512
<b>Full Year 2011: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	454	\$333,355,100	\$734,262
Multi Family	722	\$265,175,800	\$367,280
Vacant Land	91	\$22,429,500	\$246,478
<b>Full Year 2010: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	415	\$319,880,900	\$770,797
Multi Family	691	\$293,730,300	\$425,080
Vacant Land	77	\$25,920,100	\$336,625
<b>Full Year 2009: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	392	\$354,771,700	\$905,030
Multi Family	655	\$260,723,700	\$398,051
Vacant Land	69	\$27,532,700	\$399,025
<b>Full Year 2008: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	470	\$392,827,200	\$835,803
Multi Family	1001	\$464,096,800	\$463,633
Vacant Land	151	\$71,009,300	\$470,260
<b>Full Year 2007: Gross Residential Price Index</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
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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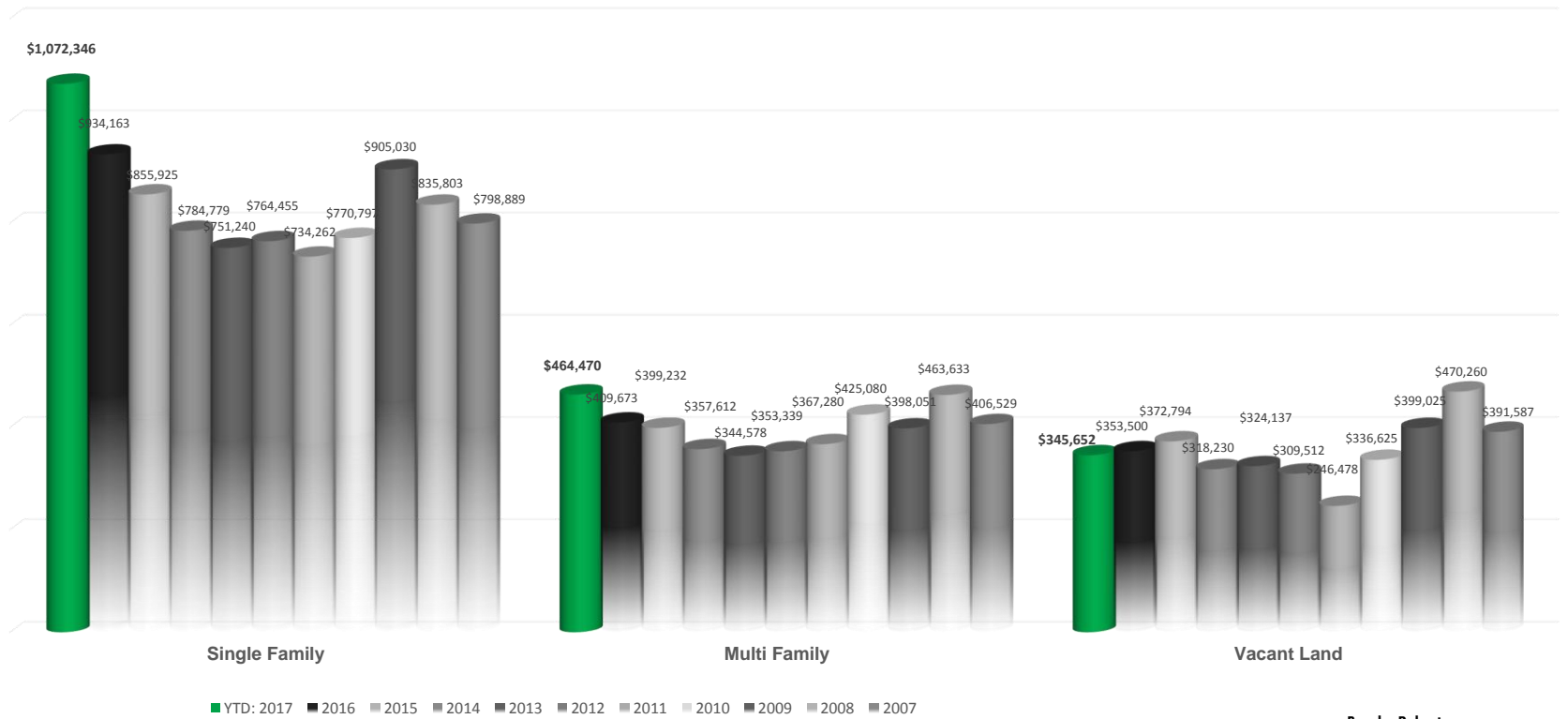
Frisco  
Land Title  
60 Main Street  
Frisco, CO 80443  
970.668.2205

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. 2017



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## Comparative Historical Cost Analysis

YTD. 2017 Price Point Summary for Residential Volume - Average Price:			\$675,366
	# Transactions	Gross Volume	Percentage Gross
<=200,000	90	\$15,041,100	1%
200,001 to 300,000	187	\$48,543,800	5%
300,001 to 400,000	261	\$91,521,193	9%
400,001 to 500,000	190	\$84,858,238	8%
500,001 to 600,000	131	\$72,005,117	7%
600,001 to 700,000	129	\$84,289,200	8%
700,001 to 800,000	127	\$95,961,810	9%
800,001 to 900,000	90	\$76,229,055	7%
900,001 to 1,000,000	70	\$66,975,000	7%
1,000,001 to 1,500,000	151	\$184,570,932	18%
1,500,001 to 2,000,000	48	\$82,483,600	8%
2,000,001 to 2,500,000	21	\$46,944,300	5%
2,500,001 to 3,000,000	15	\$42,139,100	4%
over \$ 3 Million	9	\$34,318,000	3%
<b>Total:</b>	<b>1519</b>	<b>\$1,025,880,445</b>	<b>100%</b>

YTD. 2016 Price Point Summary for Residential Volume - Average Price:			\$569,158
	# Transactions	Gross Volume	Percentage Gross
<=200,000	132	\$20,487,622	2%
200,001 to 300,000	275	\$69,604,252	8%
300,001 to 400,000	230	\$80,817,859	10%
400,001 to 500,000	212	\$94,328,152	11%
500,001 to 600,000	128	\$70,176,619	8%
600,001 to 700,000	134	\$87,605,600	11%
700,001 to 800,000	89	\$66,882,100	8%
800,001 to 900,000	71	\$60,273,988	7%
900,001 to 1,000,000	42	\$40,061,000	5%
1,000,001 to 1,500,000	90	\$109,217,542	13%
1,500,001 to 2,000,000	35	\$59,956,000	7%
2,000,001 to 2,500,000	11	\$24,080,500	3%
2,500,001 to 3,000,000	5	\$13,625,000	2%
over \$ 3 Million	9	\$35,561,244	4%
<b>Total:</b>	<b>1463</b>	<b>\$832,677,478</b>	<b>100%</b>

YTD. 2015 Price Point Summary for Residential Volume - Average Price:			\$545,252
	# Transactions	Gross Volume	Percentage Gross
<=200,000	162	\$25,127,628	3%
200,001 to 300,000	273	\$68,626,600	9%
300,001 to 400,000	252	\$88,236,100	11%
400,001 to 500,000	182	\$81,586,140	10%
500,001 to 600,000	151	\$82,815,985	11%
600,001 to 700,000	112	\$72,693,815	9%
700,001 to 800,000	76	\$56,709,200	7%
800,001 to 900,000	54	\$46,248,700	6%
900,001 to 1,000,000	36	\$34,075,300	4%
1,000,001 to 1,500,000	81	\$101,539,400	13%
1,500,001 to 2,000,000	32	\$54,683,700	7%
2,000,001 to 2,500,000	12	\$27,396,300	3%
2,500,001 to 3,000,000	10	\$27,009,000	3%
over \$ 3 Million	5	\$17,325,000	2%
<b>Total:</b>	<b>1438</b>	<b>\$784,072,868</b>	<b>100%</b>

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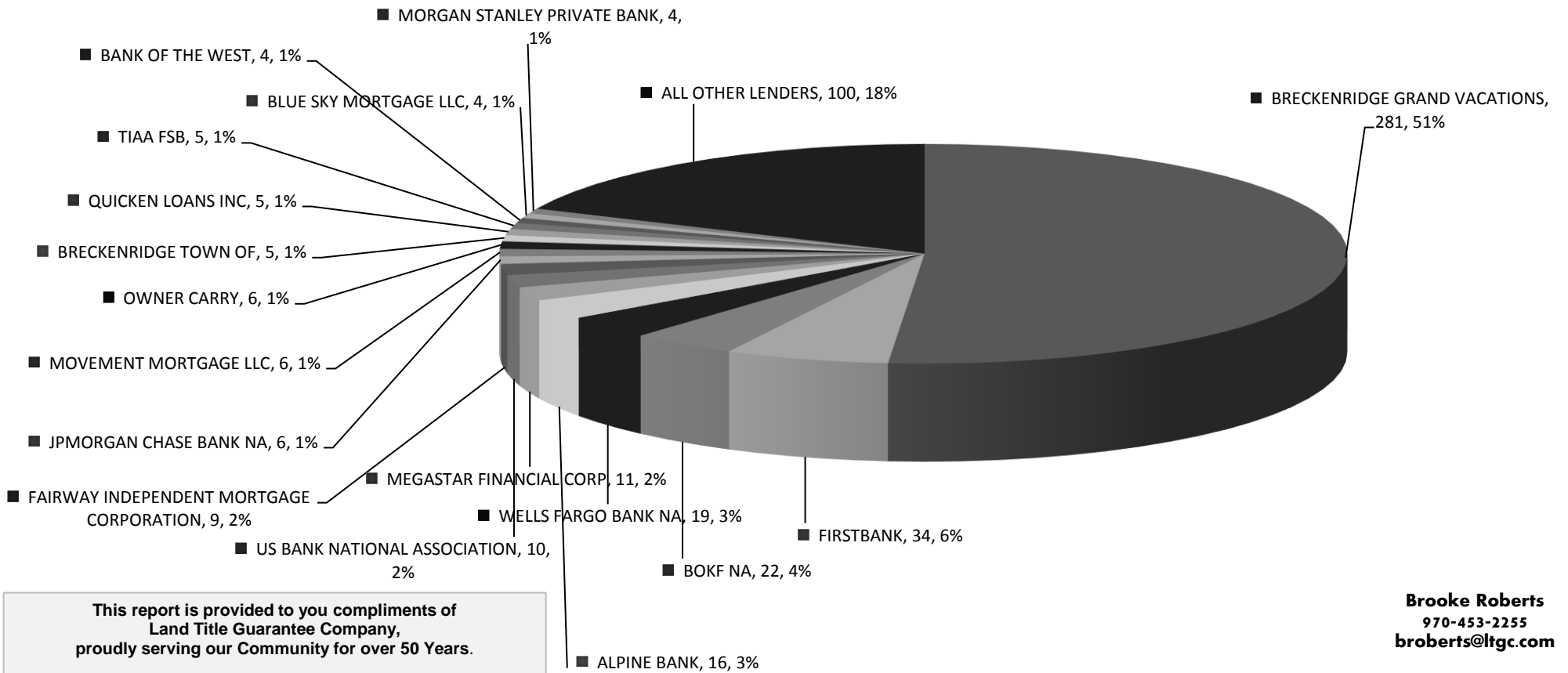




## Lender Analysis

### TOP 82% LENDERS - September 2017

**LOAN BREAKDOWN:** 158 Loans related to Sales 64% of the 248 Sales Transactions.  
 There were 108 Refinance/Equity Loans, and 281 Loans related to Timeshare Sales.  
 The Remainder of Sales: 36% of Real Estate closings were Cash Transactions at the time of closing.  
**Total Loans: 547**



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# Market Highlights

## Market Highlights:

### September 2017

#### Highest Priced Residential Sale

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
4	4.00	2016	3114	\$ 2,212,000.00	Columbia Lode Subd Lot 18 PH VI w/.0802 AC Land Area	GOODMAN FAMILY LP	\$ 710.34	09/27/2017	62 LUISA DRIVE



#### Highest Price PSF Residential Sale

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
2	2.00	2007	1121	\$ 1,030,000.00	Crystal Peak Lodge Condo Unit 7201	GEORGE HULL TRUST	\$ 918.82	09/14/2017	1891 SKI HILL ROAD

#### Bank Sales Detail

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address	Bank Reference
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There were no Bank Sales in September 2017

## Foreclosure Document Breakdown

September 2017	Total	Timeshare	Fee Simple	Unknown: No legal shown
#1 Notice Election & Demand: (NED)	2	0	2	0
#2 Certificate of Purchase: (CTP)	1	0	1	0
#3 Public Trustee's Deeds: (PTD)	0	0	0	0
<b>Total Foreclosure Docs Filed:</b>	<b>3</b>	<b>0</b>	<b>3</b>	<b>0</b>

### Land Title Historical Foreclosure Summary

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

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

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

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

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

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

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

2016 Summary:	
NED:	35
Withdrawn NED'S	26
Active NED's for 2016:	9
<b>Public Trustee's Deeds Issued:</b>	<b>9</b>

YTD: 2017 Summary	
NED:	23
Withdrawn NED'S	n/a
Active NED's for 2016:	23
<b>Public Trustee's Deeds Issued:</b>	<b>7</b>

Eight Year Foreclosure Summary & Analysis:	
Total Active NED's for Period: 1/1/2009 thru 12/31/2016	822
Total PTD's Issued: 1/1/2009 thru 12/31/2016	817
<b>Unissued Public Trustee's Deeds Remaining:</b>	<b>5</b>

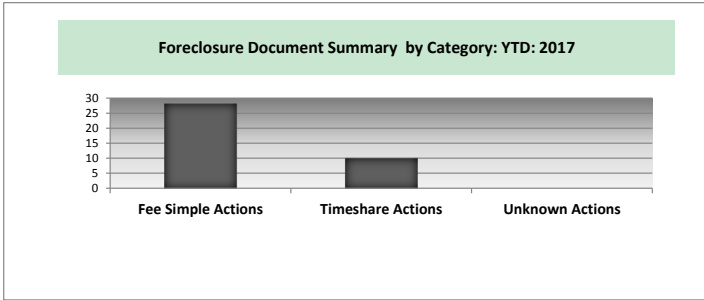
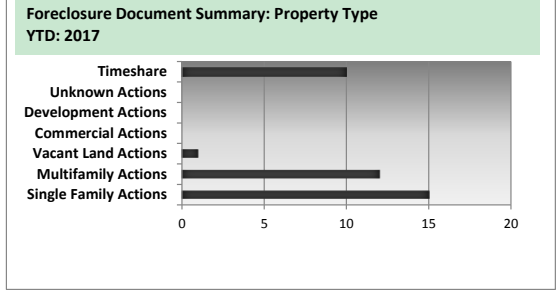
\*data is obtained from the Summit County Treasurer's Office; it is deemed reliable but it is not guaranteed.

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# Summary of Foreclosure Actions

## YTD: Sept. 2017

Property Foreclosure Summary:	
Fee Simple Actions	28
Timeshare Actions	10
Unknown Actions	0
Property Type Breakdown:	
Single Family Actions	15
Multifamily Actions	12
Vacant Land Actions	1
Commercial Actions	0
Development Actions	0
Unknown Actions	0
Timeshare	10



**Location Summary: ALL TYPES**

Blue River	1
Breckenridge	16
Breckenridge Golf Course	0
Central Summit County	0
Copper Mountain	4
Corinthian Hill & Summerwoc	0
Dillon, Town & Lake	2
Dillon Valley	0
Farmers Corner	1
Frisco	1
Heeney	0
Keystone	7
Montezuma	0
North Summit County Rural	0
Peak 7	1
Silverthorne	2
Summit Cove	2
Wilderness	1
Woodmoor	0

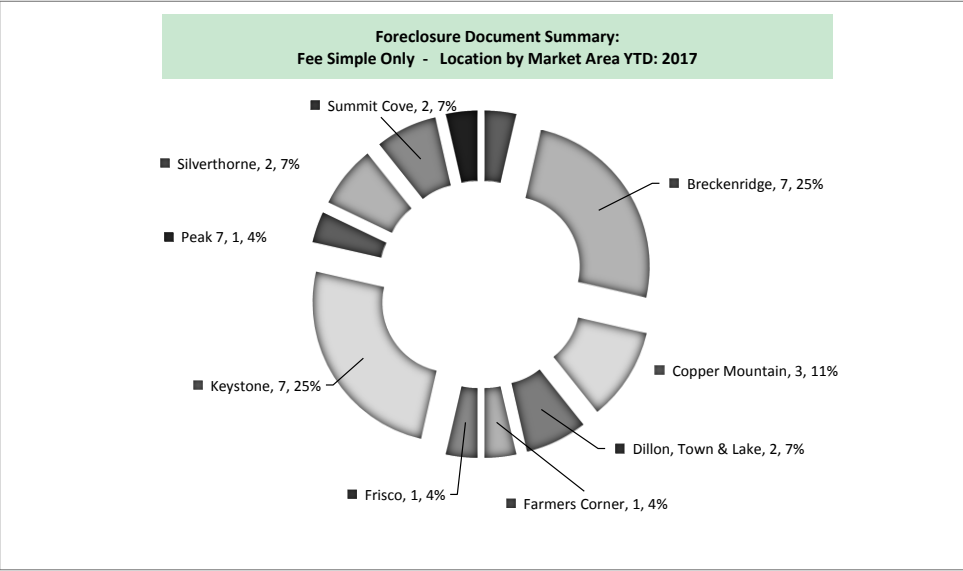
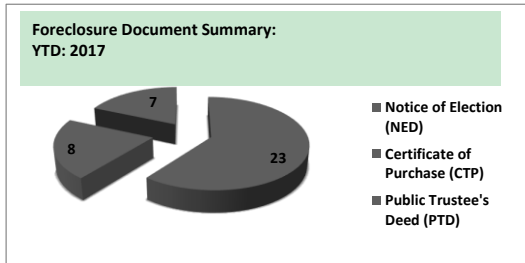
**Location Summary: Fee Simple Only**

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

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

**Document Summary:**

Notice of Election (NED)	23
Certificate of Purchase (CTP)	8
Public Trustee's Deed (PTD)	7



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# Top Lender Listing

LENDER	NUMBER LOANS	PERCENTAGE TOTAL	
BRECKENRIDGE GRAND VACATIONS	281	51.37%	Top 82% Lenders for September 2017 Summit County
FIRSTBANK	34	6.22%	
BOKF NA	22	4.02%	
WELLS FARGO BANK NA	19	3.47%	
ALPINE BANK	16	2.93%	
MEGASTAR FINANCIAL CORP	11	2.01%	
US BANK NATIONAL ASSOCIATION	10	1.83%	
FAIRWAY INDEPENDENT MORTGAGE CORPORATION	9	1.65%	
JPMORGAN CHASE BANK NA	6	1.10%	
MOVEMENT MORTGAGE LLC	6	1.10%	
OWNER CARRY	6	1.10%	
BRECKENRIDGE TOWN OF	5	0.91%	
QUICKEN LOANS INC	5	0.91%	
TIAA FSB	5	0.91%	
BANK OF THE WEST	4	0.73%	
BLUE SKY MORTGAGE LLC	4	0.73%	
MORGAN STANLEY PRIVATE BANK	4	0.73%	
ALL OTHER LENDERS	100	18.28%	
BANK OF AMERICA NA	3	0.55%	
COMMERCE HOME MORTGAGE	3	0.55%	
CREDIT UNION OF THE ROCKIES	3	0.55%	
GUARANTEED RATE INC	3	0.55%	
UNITED WHOLESALE MORTGAGE LLC	3	0.55%	
AMERICAN FINANCING CORPORATION	2	0.37%	
AMERISAVE MORTGAGE CORPORATION	2	0.37%	
BAY EQUITY LLC	2	0.37%	
BUSEY BANK	2	0.37%	
CHERRY CREEK MORTGAGE CO INC	2	0.37%	
HOME MORTGAGE ALLIANCE LLC	2	0.37%	
RELIANCE BANK	2	0.37%	
SUNFLOWER BANK NA	2	0.37%	
THE MORTGAGE COMPANY	2	0.37%	
UMB BANK NA	2	0.37%	
VECTRA BANK COLORADO	2	0.37%	
VERUS BANK OF COMMERCE	2	0.37%	
ACADEMY MORTGAGE CORPORATION	1	0.18%	
ALLEGIANCE BANK	1	0.18%	
AMERICAN PORTFOLIO MORTGAGE CORPORATION	1	0.18%	
ARK-LA-TEX FINANCIAL SERVICES LLC	1	0.18%	
BANCFIRST	1	0.18%	
BANK OF BELLEVILLE	1	0.18%	
BANK OF COLORADO	1	0.18%	
BMO HARRIS BANK NA	1	0.18%	
BNY MELLON NA	1	0.18%	
BROKER SOLUTIONS INC	1	0.18%	
CARDINAL FINANCIAL	1	0.18%	
CARRINGTON MORTGAGE SERVICES LLC	1	0.18%	
CITIZENS NATIONAL BANK	1	0.18%	
CITYWIDE BANKS	1	0.18%	
CITYWIDE HOME LOANS	1	0.18%	
COLORADO CREDIT UNION	1	0.18%	
COMMERCE BANK	1	0.18%	
CORNERSTONE HOME LENDING INC	1	0.18%	
CORRIDOR MORTGAGE GROUP INC	1	0.18%	
CREDIT FARM CREDIT SERVICES OF AMERICA FLCA	1	0.18%	
CREDIT UNION OF COLORADO	1	0.18%	
CU MEMBERS MORTGAGE	1	0.18%	
DITECH FINANCIAL LLC	1	0.18%	
ELEVATIONS CREDIT UNION	1	0.18%	
ENT CREDIT UNION	1	0.18%	
ENVOY MORTGAGE LTD	1	0.18%	
FINANCE OF AMERICA MORTGAGE LLC	1	0.18%	
FINANCIAL FUNDING SOLUTIONS INC	1	0.18%	
FIRST GUARANTY MORTGAGE CORPORATION	1	0.18%	
FIRST STATE BANK OF ST CHARLES MO	1	0.18%	
FIRST WESTERN TRUST BANK	1	0.18%	
FIRST-CITIZENS BANK & TRUST COMPANY	1	0.18%	
GUILD MORTGAGE COMPANY	1	0.18%	
HUETTNER CAPITAL LLC	1	0.18%	
JG WENTWORTH HOME LENDING LLC	1	0.18%	
JOHNSON BANK	1	0.18%	
KDCX CAPITAL LLC	1	0.18%	
LIBERTY SAVINGS BANK FSB	1	0.18%	
LOANDEPOT.COM LLC	1	0.18%	
LOS ANGELES POLICE FEDERAL CREDIT UNION	1	0.18%	
MACS MORTGAGE INC	1	0.18%	
MIDFIRST BANK	1	0.18%	
NBKC BANK	1	0.18%	
NEW YORK COMMUNITY BANK	1	0.18%	
NORTH COUNTRY FCU	1	0.18%	
NORTHPOINTE BANK	1	0.18%	
NUDGE FUNDING LLC	1	0.18%	
PARAMOUNT EQUITY MORTGAGE LLC	1	0.18%	
PEOPLES NATIONAL BANK	1	0.18%	
SODPER CREDIT UNION	1	0.18%	
STEARNS LENDING LLC	1	0.18%	
STIFEL BANK & TRUST	1	0.18%	
SUNTRUST MORTGAGE INC	1	0.18%	
SWBC MORTGAGE CORPORATION	1	0.18%	
TCF NATIONAL BANK	1	0.18%	
UBS BANK USA	1	0.18%	
US MORTGAGES	1	0.18%	
USAA FEDERAL SAVINGS BANK	1	0.18%	
WEINBERG SERVICING LLC	1	0.18%	
WESTERRA CREDIT UNION	1	0.18%	
WINNPOINTE CORPORATION	1	0.18%	
<b>TOTAL LOANS FOR SEPTEMBER 2017:</b>	<b>547</b>	<b>100.00%</b>	

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# Purchaser Profile Abstract

September 2017

## Upper End Purchaser Details

Brm	Bath	Year Built	Size	Price	Legal	PPSF	Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
4	4.00	2015	3114	\$ 2,212,000.00	Columbia Lake Subd Phase 6 Lot 18	\$ 710.34	09/27/2017	42 LUXA DRIVE	COLLEGE STATION	TX
4	6.00	2001	4011	\$ 2,000,000.00	Highlands at Breckenridge Filing 9 Lot 3	\$ 548.49	09/26/2017	56 PRESTON WAY	SARASOTA	FL
5	5.00	2013	4446	\$ 2,175,000.00	Highlands at Breckenridge Filing 8 Lot 199	\$ 489.20	09/05/2017	882 PRESTON WAY	HIGHLANDS RANCH	CO
4	4.00	2002	2361	\$ 1,850,000.00	Cucumber Patch at Shock Hill Condo Phase 4 Unit 7	\$ 783.57	09/16/2017	71 CUCUMBER PATCH PLACER ROAD	PARKER	CO
5	5.00	1991	4360	\$ 1,825,000.00	Summit Estates Filing 1 Lot 20	\$ 418.58	09/21/2017	1134 STATIS DR	COON RAPIDS	WI
4	4.00	1995	4057	\$ 1,805,000.00	Boulder Ridge Subd Filing 2 Phase 2 Lot 10	\$ 444.91	09/19/2017	77 BOULDER CIRCLE	BOULDER	CO
4	4.00	2000	3485	\$ 1,725,000.00	Frisco, Town of Lots 7-12 Block 28	\$ 509.33	09/20/2017	605 ST	FRISCO	CO
4	6.00	1989	7038	\$ 1,660,000.00	Pinnacle at Summerwood Lot 54A	\$ 235.86	09/29/2017	293 HIGH MEADOW DRIVE	DENVER	CO
4	4.00	2004	2886	\$ 1,600,000.00	Shuka Ridge Subd Lot 3	\$ 519.75	09/21/2017	559 HIGHWOOD CIRCLE	SEAN	TX
5	4.00	2007	3967	\$ 1,430,000.00	Eailes Neet Golf Course Subd Filing 2 Lot 47	\$ 360.47	09/06/2017	325 GAME TRAIL ROAD	COLORADO SPRINGS	CO
4	4.00	1973	2107	\$ 1,395,000.00	Tyra Subd Filing 1 Block 2 Portion Lots 4&5	\$ 662.08	09/28/2017	945 FOUR O'CLOCK ROAD	GREEN BAY	WI
3	5.00	2008	3078	\$ 1,395,000.00	Crescent Subd Lot 11	\$ 453.92	09/19/2017	704 FAIRWAYS DRIVE	COLORADO SPRINGS	CO
4	4.00	2004	2689	\$ 1,375,000.00	Eailes Neet Golf Course Subd Filing 1 Lot 104	\$ 383.12	09/08/2017	440 TWO CARNS DRIVE	GILMER	TX
4	6.00	2005	4578	\$ 1,375,000.00	Whispering Pines Ranch Subd Filing 1 Bldg 10 Unit 16	\$ 300.35	09/20/2017	24 LEGENDS CIRCLE	DILLON	CO
3	3.00	2008	2689	\$ 1,355,000.00	Highlands at Breckenridge Filing 8 Lot 222	\$ 503.90	09/27/2017	90 EVANS COURT	DENVER	CO
5	4.00	1980	2688	\$ 1,350,000.00	Amber Ridge Subd Filing 2 Unit 1	\$ 368.05	09/13/2017	37 AMBER CT	SAN ANTONIO	TX
6	5.00	2000	4471	\$ 1,325,000.00	Old Keestone Golf Course Subd Lot 13	\$ 296.35	09/05/2017	41 WARTH WAY CD	SAN DIEGO	CA
3	4.00	2016	2047	\$ 1,325,000.00	Abbotts Addition Subd Block 1 Lot 1R	\$ 647.29	09/15/2017	308 NORTH FRENCH STREET	DENVER	CO
3	4.00	1985	2487	\$ 1,315,000.00	Vista Ridge TH Lot 1	\$ 528.75	09/27/2017	209 N RIDGE STREET	GARY	NC
3	4.00	2010	3048	\$ 1,285,000.00	Cortina Ridge Filing 1 Lot 9	\$ 421.99	09/05/2017	173 SOLUMONS LANE	DILLON	CO
4	5.00	2016	3537	\$ 1,265,000.00	South Maryland Creek Ranch Filing 1 Lot 33	\$ 377.82	09/08/2017	282 MARYLAND CREEK ROAD	AURORA	CO
3	3.00	1999	1733	\$ 1,265,000.00	Timbers on River Run Condo Unit 3078	\$ 729.95	09/29/2017	224 TRAILHEAD DRIVE	BOERNE	TX
4	5.00	2016	3448	\$ 1,257,000.00	South Maryland Creek Ranch Filing 1 Lot 32	\$ 364.56	09/05/2017	256 MARYLAND CREEK ROAD	WEST DES MOINES	IA
3	3.00	2014	1554	\$ 1,225,000.00	Water House On Main Street Condo Unit 6405 Building West	\$ 788.29	09/05/2017	680 COLUMBINE ROAD	MAJISCAN	MS
4	4.00	2011	2707	\$ 1,190,000.00	Cabins at Angler Mtn Ranch Filing 2 Unit 2	\$ 439.60	09/28/2017	57 STONELY DRIVE	SUPERIOR	CO
5	5.00	1996	4997	\$ 1,187,100.00	Alpine Breckenridge Subd Filing 2 Block 8 Lots 8.9 And 10	\$ 237.56	09/14/2017	169 CR 60	WEST MONROE	LA
3	3.00	1998	2248	\$ 1,180,000.00	Reserve at Frisco Filing 2 Phase 1 Block 1 Lot 15	\$ 524.91	09/08/2017	119 ROSE CROWN CIR	GRAPEVINE	TX
3	5.00	2001	3192	\$ 1,150,000.00	Hamilton Creek Subd Filing 1 Lot 32	\$ 360.38	09/07/2017	196 HAMILTON CREEK RD	BOULDER	CO
3	4.00	2000	3431	\$ 1,115,000.00	Highlands at Breck Bradstock Hill Lot 30	\$ 324.98	09/29/2017	539 HIGHFIELD TRAIL	AUSTIN	TX
3	4.00	2001	2364	\$ 1,100,000.00	Breckenridge Heights Subd Filing 2 Block 7 Lot 6	\$ 465.31	09/14/2017	0175 TIMBERLANE CIRCLE	PALM BEACH	FL
4	4.00	1996	4246	\$ 1,100,000.00	Spruce Valley Ranch Filing 2 Lot 42	\$ 259.07	09/25/2017	97 MOUNT ARGENTINE ROAD	TAMPA	FL
4	3.00	1981	2698	\$ 1,050,000.00	Last Chance Subd Block 2 Lot 11	\$ 389.16	09/09/2017	92 LINNABEE LANE	MINNEAPOLIS	MN
3	5.00	1977	3131	\$ 1,050,000.00	Iwee Condo Unit 1728/1729 & Parking Units: 7 & 8 Montezuma C	\$ 335.36	09/20/2017	22300 HW 6	ERIE	CO
2	2.00	2007	1121	\$ 1,030,000.00	Crystal Peak Lodge Condo Unit 7301	\$ 918.82	09/14/2017	1891 SKI HILL ROAD	ARLINGTON	TX
3	4.00	2016	2565	\$ 1,019,600.00	South Maryland Creek Ranch Filing 1 Unit 47	\$ 397.50	09/28/2017	60 W BENJAMIN POINT	DILLON	CO
3	3.00	1995	2086	\$ 1,012,000.00	Lakosmit Circle Duplex Homes Lots 12-A	\$ 485.14	09/29/2017	938 LAKEPOINT CIRCLE	CENTENNIAL	CO
4	3.00	1988	2820	\$ 1,000,000.00	Legends at Copper Creek Phase 2 Lot 1R	\$ 354.61	09/20/2017	75 GOLF COURSE DR	DENVER	CO

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### All Sales: September 2017

Origin of Buyer	# of Trans.	% Overall
Local	54	22%
Front Range	103	42%
Out of State: Domestic	90	36%
International	1	0%
<b>Total Sales</b>	<b>248</b>	<b>100%</b>

### YTD: Sept. 2017

Origin of Buyer	# of Trans.	% Overall
Local	519	26%
Front Range	103	39%
Out of State: Domestic	587	32%
International	7	0%
<b>Total Sales</b>	<b>1825</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

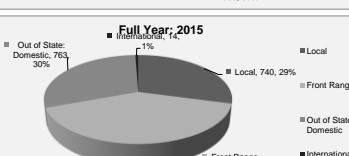
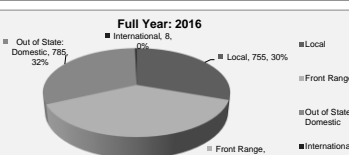
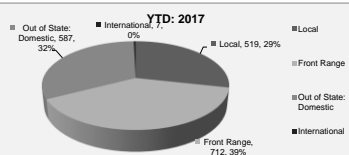
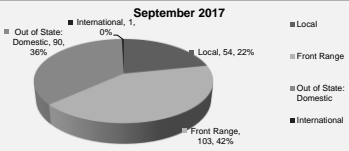
Origin of Buyer	# of Trans.	% Overall
Local	719	29%
Front Range	1020	40%
Out of State: Domestic	763	30%
International	14	1%
<b>Total Sales</b>	<b>2537</b>	<b>100%</b>

### All Sales: 2014

Origin of Buyer	# of Trans.	% Overall
Local	432	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

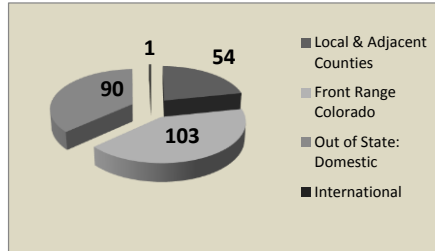
Origin of Buyer	# of Trans.	% Overall
Local	502	26%
Front Range	765	40%
Out of State: Domestic	624	33%
International	17	1%
<b>Total Sales</b>	<b>1908</b>	<b>100%</b>



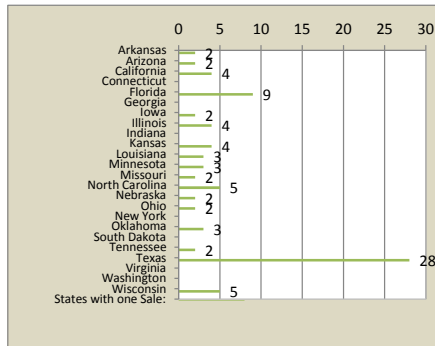
# Purchaser Detailed Profile

September 2017

Purchaser Origin



Out-of-State Breakout



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

## Purchaser Point of Origin:

Origin	Number Sales	% All Sales
Local & Adjacent Counties	54	21.77%
Front Range Colorado	103	41.53%
Out of State: Domestic	90	36.29%
International	1	0.40%

## Out-of-State Breakout:

State	Number Sales	% All Sales
Arkansas	2	2.22%
Arizona	2	2.22%
California	4	4.44%
Connecticut	0	0.00%
Florida	9	10.00%
Georgia	0	0.00%
Iowa	2	2.22%
Illinois	4	4.44%
Indiana	0	0.00%
Kansas	4	4.44%
Louisiana	3	3.33%
Minnesota	3	3.33%
Missouri	2	2.22%
North Carolina	5	5.56%
Nebraska	2	2.22%
Ohio	2	2.22%
New York	0	0.00%
Oklahoma	3	3.33%
South Dakota	0	0.00%
Tennessee	2	2.22%
Texas	28	31.11%
Virginia	0	0.00%
Washington	0	0.00%
Wisconsin	5	5.56%
<b>States with one Sale:</b> GA,MI,MS,NJ,NM,PA,SC,VA	8	8.89%
<b>Total</b>	<b>90</b>	

## International Breakout:

Country	Number Sales	% INT'L Sales
<b>Countries with one sale:</b> Jamaica	1	100.00%
<b>Total International:</b>	<b>1</b>	<b>100.00%</b>

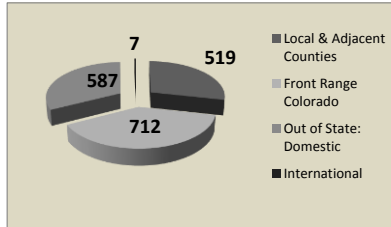
Note: This Summary does not include data on INTERVAL transactions.



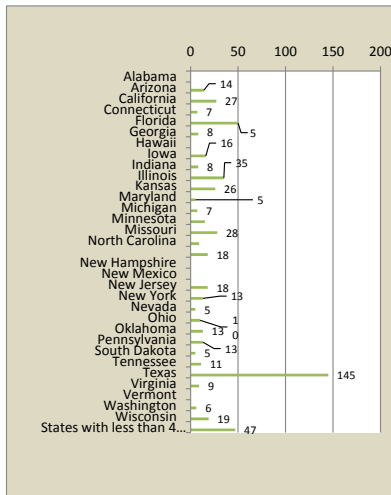
## Purchaser Detailed Profile

YTD: Sept. 2017

Purchaser Origin



Out-of-State Breakout



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

### Purchaser Point of Origin:

Origin	Number Sales	% All Sales
Local & Adjacent Counties	519	28.44%
Front Range Colorado	712	39.01%
Out of State: Domestic	587	32.16%
International	7	0.38%

### Out-of-State Breakout:

State	Number Sales	% All Sales
Alabama	0	0.00%
Arizona	14	2.39%
California	27	4.60%
Connecticut	7	1.19%
Florida	50	8.52%
Georgia	8	1.36%
Hawaii	0	0.00%
Iowa	16	2.73%
Indiana	8	1.36%
Illinois	35	5.96%
Kansas	26	4.43%
Maryland	5	0.85%
Michigan	7	1.19%
Minnesota	15	2.56%
Missouri	28	4.77%
North Carolina	9	1.53%
Nebraska	18	3.07%
New Hampshire	0	0.00%
New Mexico	0	0.00%
New Jersey	18	3.07%
New York	13	2.21%
Nevada	5	0.85%
Ohio	10	1.70%
Oklahoma	13	2.21%
Pennsylvania	13	2.21%
South Dakota	5	0.85%
Tennessee	11	1.87%
Texas	145	24.70%
Virginia	9	1.53%
Vermont	0	0.00%
Washington	6	1.02%
Wisconsin	19	3.24%
States with less than 4 Sales:	47	8.01%
AK,AL,AR,DC,DE,ID,KY,LA,MA,MT		
MS,NH,NM,NV,SC,UT,VT,WY	587	

### International Breakout:

Country	Number Sales	% INT'L Sales
Mexico, United Kingdom	5	
Countries with one sale:	2	100.00%
Brazil, Jamaica		
<b>Total International:</b>	<b>7</b>	<b>100.00%</b>

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

## New Development Summary

### September 2017

#### Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.00	2016	3114	\$ 2,212,000.00	Columbia Lode Subd Phase 6 Lot 18	SINGLEFAM	\$ 710.34	62 LUISA DRIVE
3	4.00	2016	2047	\$ 1,325,000.00	Abbetts Addition Subd Block 1 Lot 1R	SINGLEFAM	\$ 647.29	308 NORTH FRENCH STREET
4	5.00	2016	3537	\$ 1,265,600.00	South Maryland Creek Ranch Filing 1 Lot 33	SINGLEFAM	\$ 357.82	282 MARYLAND CREEK ROAD
4	5.00	2016	3448	\$ 1,257,000.00	South Maryland Creek Ranch Filing 1 Lot 32	SINGLEFAM	\$ 364.56	256 MARYLAND CREEK ROAD
3	3.00	2014	1554	\$ 1,225,000.00	Water House On Main Street Condo Unit 6405 Building West	MULTIFAM	\$ 788.29	610 COLUMBINE ROAD
3	4.00	2016	2565	\$ 1,019,600.00	South Maryland Creek Ranch Filing 1 Unit 47	SINGLEFAM	\$ 397.50	60 W BENJAMIN POINT
3	4.00	2017	2476	\$ 959,900.00	River Run TH Phase 2 Lot 5A	MULTIFAM	\$ 387.68	63 ERICKSON LOOP
3	4.00	2016	2565	\$ 876,100.00	South Maryland Creek Ranch Filing 1 Unit 13	SINGLEFAM	\$ 341.56	59 BYERS VALLEY ROAD
4	3.00	2017	2128	\$ 862,300.00	Lincoln Park at the Wellington Nhd Filing 2 Block 2 Lot 1	SINGLEFAM	\$ 405.22	20 LINCOLN GREEN
3	4.00	2016	2565	\$ 849,600.00	South Maryland Creek Ranch Filing 1 Lot 44	SINGLEFAM	\$ 331.23	25 E BENJAMIN POINT
3	4.00	2016	2106	\$ 838,300.00	South Maryland Creek Ranch Filing 1 Lot 39	SINGLEFAM	\$ 398.05	50 E BENJAMIN POINT
3	3.00	2017	2116	\$ 810,000.00	Alders TH Unit 3B PH III	MULTIFAM	\$ 382.80	779 INDEPENDENCE RD
3	3.00	2017	2116	\$ 810,000.00	Alders TH Unit 3A PH III	MULTIFAM	\$ 382.80	767 INDEPENDENCE ROAD
4	4.00	2016	2174	\$ 806,600.00	South Maryland Creek Ranch Filing 1 Lot 45	SINGLEFAM	\$ 371.02	9 E BENJAMIN POINT
3	4.00	2016	2116	\$ 803,100.00	South Maryland Creek Ranch Filing 1 Lot 37	SINGLEFAM	\$ 379.54	20 E BENJAMIN POINT
3	4.00	2016	2870	\$ 798,900.00	South Maryland Creek Ranch Filing 1 Lot 6 Cabin 6 Tract X	SINGLEFAM	\$ 278.36	36 W BENJAMIN POINT
3	5.00	2016	2116	\$ 791,200.00	South Maryland Creek Ranch Filing 1 Lot 30	SINGLEFAM	\$ 373.91	61 LUND WAY
3	4.00	2016	2116	\$ 771,100.00	South Maryland Creek Ranch Filing 1 Lot 36	SINGLEFAM	\$ 364.41	6 E BENJAMIN POINT
3	4.00	2016	2116	\$ 766,900.00	South Maryland Creek Ranch Filing 1 Lot 31	SINGLEFAM	\$ 362.43	19 LUND WAY
3	3.00	2017	1881	\$ 709,800.00	South Maryland Creek Ranch Filing 1 Cabin 1 Tract X	SINGLEFAM	\$ 377.35	29 W BENJAMIN POINT
3	3.00	2017	1570	\$ 622,800.00	South Maryland Creek Ranch Filing 1 Cabin 2 Tract X	SINGLEFAM	\$ 396.69	35 W BENJAMIN POINT
3	2.00	2017	1292	\$ 405,800.00	Lincoln Park at the Wellington Nhd Bldg 2 Lot 20A	DEEDRESTRICTED	\$ 314.09	39 FAIR FOUNTAIN GREEN
2	2.00	2017	1006	\$ 368,400.00	Lincoln Park at the Wellington Nhd Block 2 Lot 20B	DEEDRESTRICTED	\$ 366.20	45 FAIR FOUNTAIN GREEN

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

Average Price:	\$ 919,783
Average PPSF:	\$ 412.14
Median Price:	\$ 810,000
# Transactions:	23
Gross Volume:	\$ 21,155,000

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