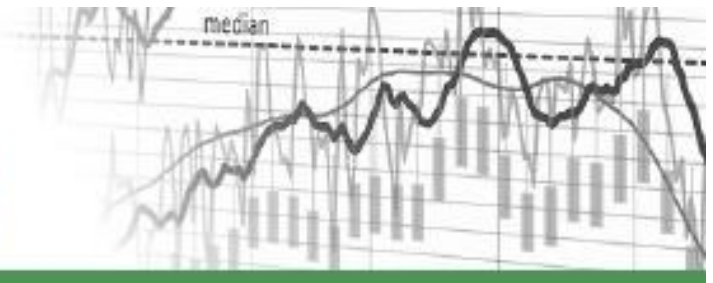
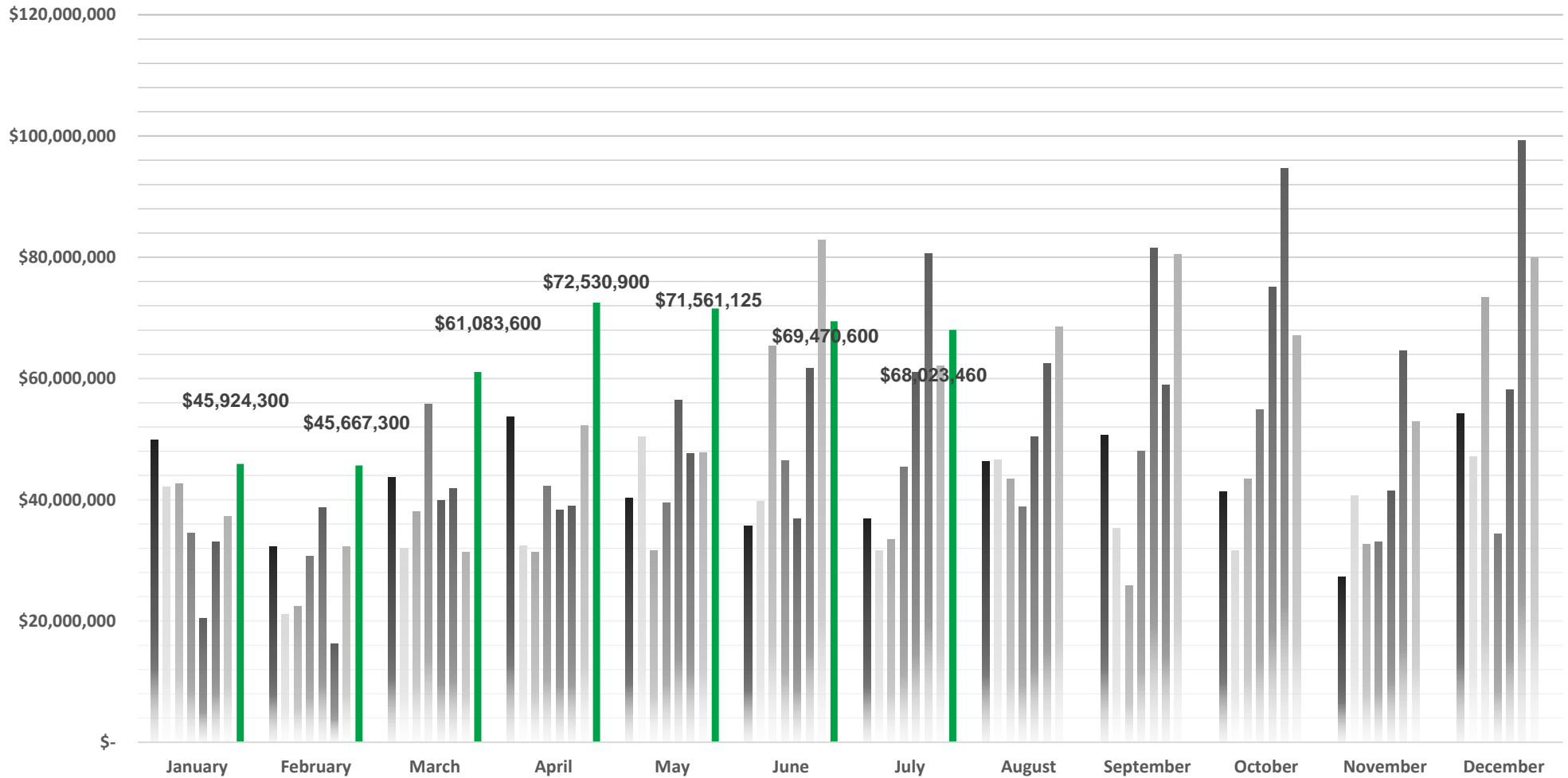




Routt County Market ANALYSIS



Historical Gross Sales Volume: 2010 - YTD: 2017



Compliments of:
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2010 Trans.
 2011 Trans.
 2012 Trans.
 2013 Trans.
 2014 Trans.
 2015 Trans.
 2016 Trans.
 YTD: 2017



Historical Gross Sales and Transactions

Gross Volume

Month	Dollar Volume 2010	Dollar Volume 2011	Actual % Change	Dollar Volume 2012	Actual % Change	Dollar Volume 2013	Actual % Change	Dollar Volume 2014	Actual % Change	Dollar Volume 2015	Actual % Change	Dollar Volume 2016	Actual % Change	Dollar Volume YTD: 2017	Actual % Change
January	\$49,807,800	\$42,060,200	-15.55%	\$42,660,000	1.43%	\$34,454,900	-19.23%	\$20,472,300	-40.58%	\$33,110,029	61.73%	\$37,201,300	12.36%	\$45,924,300	23.45%
February	\$32,234,900	\$21,041,600	-34.72%	\$22,452,400	6.70%	\$30,736,700	36.90%	\$38,764,000	26.12%	\$16,204,600	-58.20%	\$32,320,650	99.45%	\$45,667,300	41.29%
March	\$43,661,200	\$32,004,300	-26.70%	\$38,091,500	19.02%	\$55,795,100	46.48%	\$39,936,500	-28.42%	\$41,852,200	4.80%	\$31,317,500	-25.17%	\$61,083,600	95.05%
April	\$53,646,200	\$32,443,500	-39.52%	\$31,406,700	-3.20%	\$42,183,910	34.32%	\$38,338,000	-9.12%	\$38,982,906	1.68%	\$52,260,510	34.06%	\$72,530,900	38.79%
May	\$40,211,100	\$50,417,300	25.38%	\$31,562,700	-37.40%	\$39,503,200	25.16%	\$56,467,700	42.94%	\$47,619,600	-15.67%	\$47,804,200	0.39%	\$71,561,125	49.70%
June	\$35,689,200	\$39,752,300	11.38%	\$65,420,500	64.57%	\$46,453,300	-28.99%	\$36,841,449	-20.69%	\$61,710,600	67.50%	\$82,880,800	34.31%	\$69,470,600	-16.18%
July	\$36,925,400	\$31,628,400	-14.35%	\$33,443,700	5.74%	\$45,430,700	35.84%	\$61,002,300	34.28%	\$80,602,200	32.13%	\$62,115,000	-22.94%	\$68,023,460	9.51%
August	\$46,343,500	\$46,522,400	0.39%	\$43,473,200	-6.55%	\$38,823,400	-10.70%	\$50,369,100	29.74%	\$62,465,300	24.02%	\$68,456,700	9.59%		-100.00%
September	\$50,689,800	\$35,317,400	-30.33%	\$25,825,950	-26.87%	\$48,074,285	86.15%	\$81,472,505	69.47%	\$58,970,000	-27.62%	\$80,522,800	36.55%		-100.00%
October	\$41,353,400	\$31,640,400	-23.49%	\$43,470,100	37.39%	\$54,851,600	26.18%	\$75,109,000	36.93%	\$94,653,600	26.02%	\$67,017,300	-29.20%		-100.00%
November	\$27,275,714	\$40,648,300	49.03%	\$32,661,400	-19.65%	\$33,072,900	1.26%	\$41,440,400	25.30%	\$64,621,800	55.94%	\$52,950,750	-18.06%		-100.00%
December	\$54,261,900	\$47,103,200	-13.19%	\$73,431,700	55.90%	\$34,361,500	-53.21%	\$58,172,300	69.29%	\$99,291,100	70.68%	\$79,983,100	-19.45%		-100.00%
Year to Date:	\$292,175,800	\$249,347,600	-14.66%	\$265,037,500	6.29%	\$294,557,810	11.14%	\$291,822,249	-0.93%	\$320,082,135	9.68%	\$345,899,960	8.07%	\$434,261,285	25.55%
ANNUAL:	\$512,100,114	\$450,579,300	-12.01%	\$483,899,850	7.40%	\$503,741,495	4.10%	\$598,385,554	18.79%	\$700,083,935	17.00%	\$694,830,610	-0.75%	\$434,261,285	-37.50%

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Number of Transactions

Month	# Transactions 2010	# Transactions 2011	Actual % Change	# Transactions 2012	Actual % Change	# Transactions 2013	Actual % Change	# Transactions 2014	Actual % Change	# Transactions 2015	Actual % Change	# Transactions 2016	Actual % Change	# Transactions YTD: 2017	Actual % Change
January	109	136	24.77%	66	-51.47%	101	53.03%	69	-31.68%	71	2.90%	77	8.45%	78	1.30%
February	78	105	34.62%	69	-34.29%	94	36.23%	98	4.26%	49	-50.00%	63	28.57%	103	63.49%
March	125	142	13.60%	99	-30.28%	71	-28.28%	93	30.99%	109	17.20%	86	-21.10%	112	30.23%
April	104	72	-30.77%	90	25.00%	107	18.89%	129	20.56%	112	-13.18%	114	1.79%	98	-14.04%
May	190	137	-27.89%	79	-42.34%	104	31.65%	122	17.31%	103	-15.57%	119	15.53%	148	24.37%
June	167	94	-43.71%	109	15.96%	108	-0.92%	112	3.70%	144	28.57%	168	16.67%	145	-13.69%
July	213	79	-62.91%	100	26.58%	116	16.00%	109	-6.03%	168	54.13%	150	-10.71%	154	2.67%
August	271	134	-50.55%	138	2.99%	109	-21.01%	133	22.02%	150	12.78%	161	7.33%		-100.00%
September	212	140	-33.96%	84	-40.00%	122	45.24%	137	12.30%	133	-2.92%	176	32.33%		-100.00%
October	176	99	-43.75%	119	20.20%	129	8.40%	131	1.55%	129	-1.53%	171	32.56%		-100.00%
November	93	124	33.33%	93	-25.00%	107	15.05%	106	-0.93%	147	38.68%	123	-16.33%		-100.00%
December	79	136	72.15%	130	-4.41%	110	-15.38%	121	10.00%	142	17.36%	131	-7.75%		-100.00%
Year to Date:	986	765	-22.41%	612	-20.00%	701	14.54%	732	4.42%	756	3.28%	777	2.78%	838	7.85%
ANNUAL:	1817	1398	-23.06%	1176	-15.88%	1278	8.67%	1360	6.42%	1457	7.13%	1539	5.63%	838	-45.55%

This data is reported from the Clerk & Recorder's office and believed to be accurate but is not guaranteed.
Figures shown reflect arms-length property only and do not include deeds on which a documentary fee was not paid.

Compliments of
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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
Fish Creek	\$1,002,896	\$1,127,429	12%	\$419,127	\$508,116	21%	\$0	\$939,000	n/a
Hayden & Surrounding Area	\$340,573	\$310,008	-9%	\$155,283	\$176,125	13%	\$215,483	\$124,313	-42%
Oak Creek, Phippsburg	\$266,707	\$307,250	15%	\$192,833	\$190,000	-1%	\$377,063	\$45,936	-88%
North Routt County	\$992,745	\$530,735	-47%	\$98,000	\$87,000	-11%	\$108,616	\$948,110	773%
South Routt County	\$1,149,098	\$1,142,316	-1%	\$170,563	\$287,125	68%	\$360,167	\$462,228	28%
Stagecoach	\$437,564	\$893,193	104%	\$155,683	\$174,238	12%	\$36,026	\$29,887	-17%
Steamboat - Downtown Area	\$768,148	\$774,750	1%	\$523,203	\$602,147	15%	\$265,054	\$355,833	34%
Steamboat - Mountain Area	\$1,205,178	\$1,329,397	10%	\$450,475	\$513,697	14%	\$334,604	\$351,650	5%
Strawberry Park, Elk River	\$1,078,277	\$796,480	-26%	\$0	\$0	0%	\$262,229	\$747,667	185%
Catamount	\$2,406,875	\$1,180,000	-51%	\$0	\$0	0%	\$1,048,000	\$0	n/a
West Steamboat	\$606,398	\$569,133	-6%	\$328,733	\$362,000	n/a	\$218,420	\$223,500	n/a
Gross Live Average:	\$744,349	\$739,154	-1%	\$427,263	\$496,241	16%	\$185,220	\$320,091	73%

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
Fish Creek	\$897,500	\$1,015,000	13%	\$415,000	\$500,000	20%	\$0	dna	n/a
Hayden & Surrounding Area	\$247,500	\$272,500	10%	\$132,000	\$150,750	14%	\$52,825	\$47,800	-10%
Oak Creek, Phippsburg	\$200,000	\$216,250	8%	\$185,000	dna	n/a	\$150,350	\$37,000	-75%
North Routt County	\$525,000	\$480,000	-9%	\$91,000	dna	n/a	\$63,900	\$172,500	170%
South Routt County	\$825,000	\$773,000	-6%	\$147,500	\$204,500	39%	\$325,000	\$264,500	-19%
Stagecoach	\$377,500	\$405,500	7%	\$168,500	\$169,750	1%	\$12,000	\$11,200	-7%
Steamboat - Downtown Area	\$662,500	\$733,000	11%	\$499,000	\$565,300	13%	\$295,000	\$385,000	31%
Steamboat - Mountain Area	\$786,400	\$1,025,000	30%	\$335,000	\$386,750	15%	\$257,500	\$285,000	11%
Strawberry Park, Elk River	\$850,000	\$723,000	-15%	\$0	\$0	0%	\$200,000	\$423,500	112%
Catamount	\$1,970,000	dna	n/a	\$0	\$0	0%	dna	\$0	n/a
West Steamboat	\$553,500	\$596,750	n/a	dna	dna	n/a	\$165,000	\$235,000	n/a
Gross Live Median:	\$535,000	\$560,000	5%	\$339,000	\$388,500	15%	\$80,960	\$80,960	0%

Area	Average PPSF Single Family 2016	Average PPSF Single Family YTD: 2017	% Change vs. Prior Year	Average PPSF Multi-Family 2016	Average PPSF Multi-Family YTD: 2017	% Change vs. Prior Year	Average PPAC Vacant Land 2016	Average PPAC Vacant Land YTD: 2017	% Change vs. Prior Year
Fish Creek	\$316	\$345	9%	\$292	\$305	4%	\$0	\$642,846	n/a
Hayden & Surrounding Area	\$223	\$179	-20%	\$138	\$158	14%	\$73,297	\$50,843	-31%
Oak Creek, Phippsburg	\$160	\$205	28%	\$172	\$181	5%	\$91,792	\$178,350	94%
North Routt County	\$403	\$258	-36%	\$117	\$104	-11%	\$21,562	\$23,357	8%
South Routt County	\$187	\$415	121%	\$239	\$257	8%	\$29,654	\$29,627	0%
Stagecoach	\$187	\$415	121%	\$124	\$141	14%	\$37,035	\$29,979	-19%
Steamboat - Downtown Area	\$382	\$352	-8%	\$368	\$396	8%	\$936,003	\$686,310	-27%
Steamboat - Mountain Area	\$363	\$373	3%	\$310	\$341	10%	\$912,543	\$1,276,714	40%
Strawberry Park, Elk River	\$432	\$306	-29%	\$0	\$0	0%	\$8,364	\$28,934	246%
Catamount	\$647	\$498	n/a	\$0	\$0	0%	\$20,947	\$0	n/a
West Steamboat	\$267	\$269	1%	\$271	\$281	4%	\$570,297	\$709,509	n/a
Gross Live Average:	\$294	\$287	-2%	\$299	\$330	10%	\$222,164	\$233,247	5%

Please note: The above figures are an unofficial tabulation of Routt 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.

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Market Analysis by Area

July 2017

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
Fish Creek	\$5,188,600	7.63%	9	5.84%	\$576,511	\$499,000	\$598,575	\$499,500	\$291
Hayden & Surrounding Area	\$2,685,400	3.95%	10	6.49%	\$268,540	\$242,500	\$270,550	\$242,500	\$186
Oak Creek, Phippsburg	\$1,466,500	2.16%	7	4.55%	\$209,500	\$192,000	\$209,500	\$192,000	\$167
North Routt County	\$3,801,900	5.59%	7	4.55%	\$543,129	\$200,000	\$0	\$0	\$0
South Routt County	\$7,096,960	10.43%	10	6.49%	\$709,696	\$580,000	\$787,750	\$705,500	\$264
Stagecoach	\$7,132,600	10.49%	16	10.39%	\$445,788	\$83,250	\$975,929	\$265,000	\$567
Steamboat - Downtown Area	\$7,106,300	10.45%	13	8.44%	\$546,638	\$540,000	\$490,130	\$537,000	\$376
Steamboat - Mountain Area	\$27,464,800	40.38%	62	40.26%	\$442,981	\$335,000	\$446,137	\$335,000	\$321
Strawberry Park, Elk River	\$833,300	1.23%	3	1.95%	\$277,767	\$125,000	\$680,000	dna	\$266
Catamount	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
West Steamboat	\$4,639,000	6.82%	9	5.84%	\$515,444	\$530,000	\$550,500	\$552,500	\$280
Quit Claim Deeds	\$111,300	0.16%	2	1.30%	\$55,650	dna	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$496,800	0.73%	6	3.90%	\$82,800	\$86,000	\$0	\$0	\$0
TOTAL	\$68,023,460	100.00%	154	100.00%	\$461,749	\$318,250	\$489,246	\$369,500	\$314
(NEW UNIT SALES)	\$2,394,100	3.52%	4	2.60%	\$598,525	\$467,050	997,050	dna	\$349

Average PPSF is calculated for properties with available Square Footage Living Area from Assessor's Record.

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The above figures are an unofficial tabulation of Routt County records that are believed to be reasonably accurate. Average & Median Price are calculated without Timeshare/Interval Interests.

Average & Median Residential Price & PPSF includes Improved Residential Properties of all Property Type: Single Family, Duplex, Townhome, Condo.

Compliments of:
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YTD. Market Analysis by Area

YTD: July 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
Fish Creek	\$27,926,200	6.43%	37	4.42%	\$754,762	\$615,000	\$770,855	\$619,900	\$322
Hayden & Surrounding Area	\$41,307,300	9.51%	83	9.90%	\$497,678	\$224,800	\$299,710	\$267,000	\$178
Oak Creek, Phippsburg	\$9,520,800	2.19%	42	5.01%	\$226,686	\$180,500	\$298,875	\$204,750	\$203
North Routt County	\$28,168,700	6.49%	41	4.89%	\$687,041	\$350,500	\$484,026	\$480,000	\$242
South Routt County	\$33,250,385	7.66%	46	5.49%	\$722,834	\$480,000	\$999,784	\$652,500	\$304
Stagecoach	\$15,442,600	3.56%	73	8.71%	\$211,542	\$31,000	\$631,755	\$320,850	\$310
Steamboat - Downtown Area	\$42,963,300	9.89%	58	6.92%	\$740,747	\$634,000	\$694,763	\$670,000	\$373
Steamboat - Mountain Area	\$188,214,000	43.34%	305	36.40%	\$617,095	\$435,000	\$628,543	\$446,000	\$345
Strawberry Park, Elk River	\$13,953,400	3.21%	20	2.39%	\$697,670	\$659,600	\$796,480	\$723,000	\$306
Catamount	\$1,180,000	0.27%	1	0.12%	\$1,180,000	dna	\$1,180,000	dna	\$498
West Steamboat	\$24,099,600	5.55%	63	7.52%	\$382,533	\$400,000	\$556,188	\$580,750	\$270
Quit Claim Deeds	\$347,900	0.08%	7	0.84%	\$49,700	\$47,000	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$7,887,100	1.82%	62	7.40%	\$127,211	\$75,950	\$0	\$0	\$0
TOTAL	\$434,261,285	100.00%	838	100.00%	\$554,000	\$365,000	\$604,853	\$460,000	\$311
(NEW UNIT SALES)	18,190,300	4.19%	17	2.03%	\$1,070,018	\$537,000	1,107,107	\$639,900	\$394

Average PPSF is calculated for properties with available Square Footage Living Area from Assessor's Record.

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Average & Median Residential Price & PPSF includes Improved Residential Properties of all Property Type: Single Family, Duplex, Townhome, Condo.

Compliments of:
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Interval Sales Analysis

July 2017

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Christie Club Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Golden Triangle Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Hilltop Resort Interval	\$0	0.00%	0	0.00%	\$0	\$0
The Porches: Mores Corner TH Fractional	\$0	0.00%	0	0.00%	\$0	\$0
North Star Interval	\$1,900	0.00%	1	0.00%	\$1,900	dna
One Steamboat Place	\$0	0.00%	0	0.00%	\$0	\$0
Phoenix @ Steamboat Interval	\$0	0.00%	0	0.00%	\$0	\$0
Ranch @ Steamboat Interval	\$0	0.00%	0	0.00%	\$0	\$0
Rockies Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Shadow Run Fractional	\$	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	\$0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	\$172,000	34.62%	2	33.33%	\$86,000	dna
Steamboat Villas Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Suites at Steamboat Interval	\$1,500	0.30%	1	16.67%	\$1,500	dna
Sunburst Interval	\$0	0.00%	0	0.00%	\$0	\$0
Thunder Mountain Interval	\$0	0.00%	0	0.00%	\$0	\$0
Village at Steamboat Fractional	\$321,400	64.69%	2	33.33%	\$160,700	dna
West Fractional	\$0	0.00%	0	0.00%	\$0	\$0
TOTAL	\$496,800	100.00%	6	100.00%	\$82,800	\$86,000

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YTD: July 2017

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Christie Club Fractional	249,000	3.16%	2	3.23%	\$124,500	dna
Golden Triangle Fractional	0	0.00%	0	0.00%	\$0	\$0
Hilltop Resort Interval	0	0.00%	0	0.00%	\$0	\$0
The Porches: Mores Corner TH Fractional	180,500	2.29%	1	1.61%	\$180,500	dna
North Star Interval	1,900	0.02%	1	1.61%	\$1,900	dna
One Steamboat Place	2,752,200	34.89%	8	12.90%	\$344,025	\$360,000
Phoenix @ Steamboat Interval	18,000	0.23%	1	1.61%	\$18,000	dna
Ranch @ Steamboat Interval	0	0.00%	0	0.00%	\$0	\$0
Rockies Fractional	0	0.00%	0	0.00%	\$0	\$0
Shadow Run Fractional	0	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	3,424,300	43.42%	34	54.84%	\$100,715	\$49,950
Steamboat Villas Fractional	248,900	3.16%	3	4.84%	\$82,967	\$200,000
Suites at Steamboat Interval	1,500	0.02%	1	1.61%	\$1,500	dna
Sunburst Interval	5,500	0.07%	1	1.61%	\$5,500	dna
Thunder Mountain Interval	0	0.00%	0	0.00%	\$0	\$0
Village at Steamboat Fractional	967,300	12.26%	9	14.52%	\$107,478	\$29,100
West Fractional	38,000	0.48%	1	1.61%	\$38,000	dna
TOTAL	\$7,887,100	100.00%	62	100.00%	\$127,211	\$75,950

Compliments of:
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Steamboat Springs
 Melissa Gibson
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Price Point Analysis

July 2017

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	14	13%	\$2,224,900	4%
200,001 to 300,000	27	25%	\$6,839,800	13%
300,001 to 400,000	19	17%	\$6,514,900	12%
400,001 to 500,000	8	7%	\$3,754,000	7%
500,001 to 600,000	14	13%	\$7,604,300	14%
600,001 to 700,000	11	10%	\$7,103,600	13%
700,001 to 800,000	10	9%	\$7,495,600	14%
800,001 to 900,000	1	1%	\$850,000	2%
900,001 to 1,000,000	1	1%	\$995,000	2%
1,000,001 to 1,500,000	3	3%	\$3,590,000	7%
1,500,001 to 2,000,000	1	1%	\$1,545,000	3%
2,000,001 to 2,500,000	0	0%	\$0	0%
2,500,001 to 3,000,000	0	0%	\$0	0%
over \$ 3 Million	1	1%	\$5,300,000	10%
Total:	110	100%	\$53,817,100	100%

YTD: July 2017

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	62	12%	\$9,620,900	3%
200,001 to 300,000	92	17%	\$23,287,100	7%
300,001 to 400,000	83	15%	\$29,032,100	9%
400,001 to 500,000	59	11%	\$26,923,525	8%
500,001 to 600,000	60	11%	\$32,997,300	10%
600,001 to 700,000	52	10%	\$33,812,300	10%
700,001 to 800,000	28	5%	\$21,128,100	6%
800,001 to 900,000	24	4%	\$20,252,800	6%
900,001 to 1,000,000	17	3%	\$16,244,900	5%
1,000,001 to 1,500,000	38	7%	\$47,953,500	15%
1,500,001 to 2,000,000	8	1%	\$13,448,400	4%
2,000,001 to 2,500,000	9	2%	\$20,355,000	6%
2,500,001 to 3,000,000	3	1%	\$8,460,000	3%
over \$ 3 Million	4	1%	\$22,500,000	7%
Total:	539	100%	\$326,015,925	100%

Full Year: 2016

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	176	18%	\$26,767,000	5%
200,001 to 300,000	171	18%	\$42,901,900	8%
300,001 to 400,000	158	16%	\$55,723,500	10%
400,001 to 500,000	101	10%	\$44,932,800	8%
500,001 to 600,000	93	10%	\$51,590,700	9%
600,001 to 700,000	64	7%	\$41,500,500	7%
700,001 to 800,000	49	5%	\$36,786,700	7%
800,001 to 900,000	33	3%	\$28,199,000	5%
900,001 to 1,000,000	21	2%	\$20,148,600	4%
1,000,001 to 1,500,000	50	5%	\$62,183,200	11%
1,500,001 to 2,000,000	33	3%	\$55,945,000	10%
2,000,001 to 2,500,000	6	1%	\$13,102,500	2%
2,500,001 to 3,000,000	7	1%	\$19,370,000	3%
over \$ 3 Million	12	1%	\$54,935,000	10%
Total:	974	100%	\$554,086,400	100%

Full Year: 2015

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	171	19%	\$24,734,450	5%
200,001 to 300,000	156	17%	\$39,117,129	8%
300,001 to 500,000	253	28%	\$96,692,700	20%
500,001 to 600,000	93	10%	\$51,617,500	10%
600,001 to 700,000	56	6%	\$36,026,000	7%
700,001 to 800,000	28	3%	\$20,901,400	4%
800,001 to 900,000	31	3%	\$26,094,300	5%
900,001 to 1,000,000	16	2%	\$15,188,300	3%
1,000,001 to 1,500,000	38	4%	\$47,366,900	10%
1,500,001 to 2,000,000	34	4%	\$60,059,500	12%
2,000,001 to 2,500,000	8	1%	\$17,583,500	4%
2,500,001 to 3,000,000	4	0%	\$10,748,000	2%
over \$ 3 Million	8	1%	\$46,281,600	9%
Total:	896	100%	\$492,411,279	100%

Full Year: 2014

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	161	21%	\$20,885,503	5%
200,001 to 300,000	127	16%	\$32,391,200	7%
300,001 to 500,000	198	25%	\$76,892,350	17%
500,001 to 600,000	76	10%	\$41,657,000	9%
600,001 to 700,000	47	6%	\$30,533,900	7%
700,001 to 800,000	34	4%	\$25,697,500	6%
800,001 to 900,000	29	4%	\$24,820,400	6%
900,001 to 1,000,000	21	3%	\$19,948,000	4%
1,000,001 to 1,500,000	46	6%	\$55,864,400	13%
1,500,001 to 2,000,000	24	3%	\$42,082,400	9%
2,000,001 to 2,500,000	6	1%	\$13,299,000	3%
2,500,001 to 3,000,000	5	1%	\$13,737,500	3%
over \$ 3 Million	8	1%	\$46,018,000	10%
Total:	782	100%	\$443,827,153	100%

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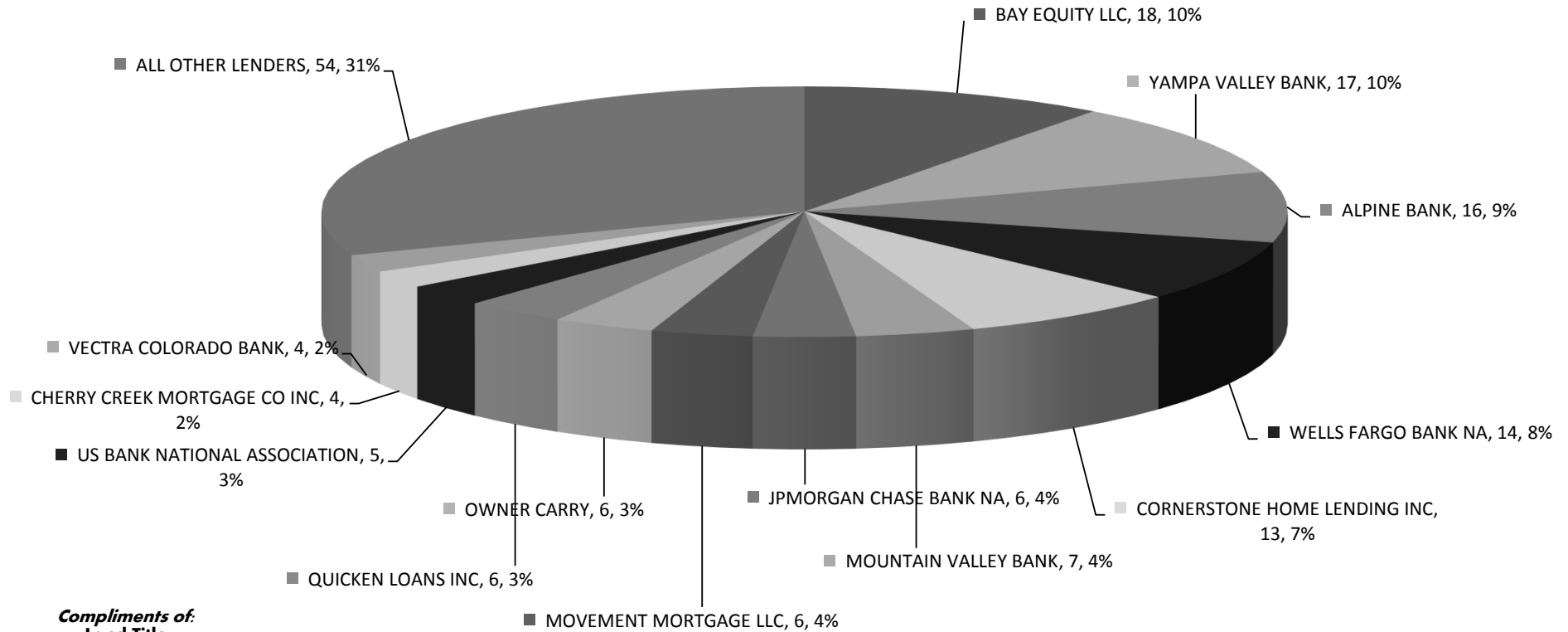


Lender Analysis

Top 69% Lenders for July 2017

Number of Loans: 176

Sales with Loans at Closing: 61% / Cash Purchasers: 39%



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Lender Listing

LENDER	NUMBER LOANS	PERCENTAGE TOTAL	
BAY EQUITY LLC	18	10.23%	Top 69% Lenders for July 2017
YAMPA VALLEY BANK	17	9.66%	Routt County
ALPINE BANK	16	9.09%	
WELLS FARGO BANK NA	14	7.95%	
CORNERSTONE HOME LENDING INC	13	7.39%	
MOUNTAIN VALLEY BANK	7	3.98%	
JPMORGAN CHASE BANK NA	6	3.41%	
MOVEMENT MORTGAGE LLC	6	3.41%	
OWNER CARRY	6	3.41%	
QUICKEN LOANS INC	6	3.41%	
US BANK NATIONAL ASSOCIATION	5	2.84%	
CHERRY CREEK MORTGAGE CO INC	4	2.27%	
VECTRA COLORADO BANK	4	2.27%	
ALL OTHER LENDERS	54	30.68%	
BANK OF AMERICA NA	2	1.14%	
BANK OF THE SAN JUANS	2	1.14%	
CALIBER HOME LOANS INC	2	1.14%	
CENTENNIAL BANK AND TRUST	2	1.14%	
DITECH FINANCIAL LLC	2	1.14%	
ENT FEDERAL CREDIT UNION	2	1.14%	
FIRST NATIONAL BANK OF OMAHA	2	1.14%	
MEGASTAR FINANCIAL CORP	2	1.14%	
SWBC MORTGAGE CORP	2	1.14%	
UNITED WHOLESALE MORTGAGE	2	1.14%	
AMERICAN FINANCING CORPORATION	1	0.57%	
AMERICAN LIBERTY MORTGAGE INC	1	0.57%	
AMERIFIRST FINANCIAL INC	1	0.57%	
BANK OF COLORADO	1	0.57%	
BANK OF THE WEST	1	0.57%	
BOKF NA	1	0.57%	
BUSEY BANK	1	0.57%	
CACHE BANK & TRUST	1	0.57%	
CARDINAL FINANCIAL COMPANY	1	0.57%	
CB&T MORTGAGE	1	0.57%	
COLORADO LENDING SOURCE LTD	1	0.57%	
COMPASS BANK	1	0.57%	
CREDIT UNION OF COLORADO	1	0.57%	
E-FINANCE MORTGAGE	1	0.57%	
FIRST CHOICE LOAN SERVICES INC	1	0.57%	
FIRST GUARANTY MORTGAGE CORPORATION	1	0.57%	
GREAT WESTERN BANK	1	0.57%	
GROUP MORTGAGE LLC	1	0.57%	
GUILD MORTGAGE COMPANY	1	0.57%	
HIGH ROCK FOUNDATION INC	1	0.57%	
LAKEVIEW LOAN SERVICING LLC	1	0.57%	
LIBERTY SAVINGS BANK FSB	1	0.57%	
LOANDEPOT.COM LLC	1	0.57%	
NBH BANK	1	0.57%	
PERL MORTGAGE INC	1	0.57%	
PREMIER MEMBERS CU	1	0.57%	
PRIMELENDING	1	0.57%	
PUBLIC SERVICE CREDIT UNION	1	0.57%	
STEARNS LENDING LLC	1	0.57%	
TIAA FSB	1	0.57%	
TIMBERLINE BANK	1	0.57%	
UNIVERSAL LENDING CORPORATION	1	0.57%	
USAA FEDERAL SAVINGS BANK	1	0.57%	
YAMPA VALLEY HOUSING AUTHORITY	1	0.57%	
TOTAL LOANS FOR JULY 2017:	176	100.00%	

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Market Highlights

Market Highlights:

July 2017

Highest Priced Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
4	4.50	2005	3534	\$ 1,545,000	Par 5 TH Unit A & Land Unit C	1600 Cornice CT, LLC	\$ 437.18	7/21/2017	1600 CORNICE CT



Jumbo Ranch/Agricultural Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
4	1.00	1925	1847	\$ 5,300,000	South Station I Subd Lot 143 & M&B: Sec 23,25,26,27&35-3-84 w/751.64 AC Land	4F Ranch, LLC	\$ 2,869.52	7/5/2017	19675 COUNTY ROAD 16
			357.69 AC	\$ 2,950,000	M&B: Sec 22,23,26,27-5-85	Michael Craig-ScheckMan	N/A	7/12/2017	30800 COUNTY ROAD 35
			575.47 AC	\$ 2,700,000	M&B: Sec 24-8-86 & Sec 19,20,30-8-85	Gibco Partners, LLC	N/A	7/11/2017	N/A

Highest Price PSF Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
2	3.00	2005	1456	\$ 760,000	Waterside Village Condo Unit R-4, Parking Unit G-1	Kelly L. Dorenkott	\$ 521.98	7/11/2017	1110 YAMPA ST #R 4

Bank Sales Detail:

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



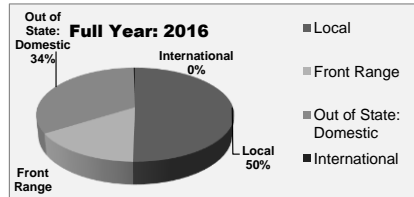
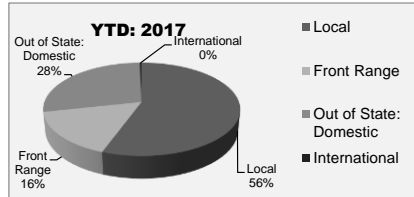
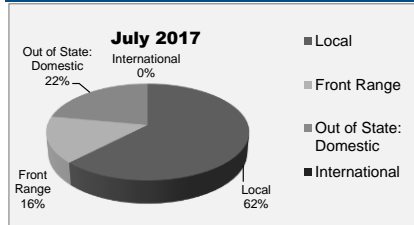
Buyer Profile

July 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	1.00	1925	1847	\$ 5,300,000	South Station I Subd Lot 143 & M&B: Sec 23,25,26,27&35-3-84	\$ 2,869.52	7/5/2017	19675 COUNTY ROAD 16	STEAMBOAT SPRINGS	CO
			357.69 AC	\$ 2,950,000	M&B: Sec 22,23,26,27-5-85	N/A	7/12/2017	30800 COUNTY ROAD 35	STEAMBOAT SPRINGS	CO
			575.47 AC	\$ 2,700,000	M&B: Sec 24-8-86 & Sec 19,20,30-8-85	N/A	7/11/2017	N/A	STEAMBOAT SPRINGS	CO
4	4.50	2005	3534	\$ 1,545,000	Par 5 TH Unit A,C	\$ 437.18	7/21/2017	1600 CORNICE CT	HOUSTON	TX
		2007	2793	\$ 1,515,000	Howelsen Place Condo Unit B103	\$ 542.43	7/17/2017	703 LINCOLN AVE #B103	FORT COLLINS	CO
4	4.50	2016	3082	\$ 1,265,000	Barn Village @ Steamboat Subd Lot 10	\$ 410.45	7/19/2017	760 TWILIGHT LN	STEAMBOAT SPRINGS	CO
3	4.00	1993	4265	\$ 1,225,000	Mountain View Estates Subd #2 Lot 19	\$ 287.22	7/3/2017	320 STEAMBOAT BLVD	STEAMBOAT SPRINGS	CO
3	3.50	1978	3947	\$ 1,100,000	M&B: Sec 12&13-4-85	\$ 278.71	7/28/2017	28200 THORPE MTN LN	STEAMBOAT SPRINGS	CO

Purchaser Abstract:



All Sales: July 2017			All Sales: Full Year 2015		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	96	62%	Local		#DIV/0!
Front Range	24	16%	Front Range		#DIV/0!
Out of State: Domestic	34	22%	Out of State: Domestic		#DIV/0!
International	0	0%	International		#DIV/0!
Total Sales	154	100%	Total Sales	0	#DIV/0!

All Sales YTD: 2017			All Sales: Full Year 2014		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	466	56%	Local	610	45%
Front Range	134	16%	Front Range	217	16%
Out of State: Domestic	235	28%	Out of State: Domestic	527	39%
International	3	0%	International	6	0%
Total Sales	838	100%	Total Sales	1360	100%

All Sales: Full Year 2016			All Sales: Full Year 2013		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	774	50%	Local	549	43%
Front Range	244	16%	Front Range	168	13%
Out of State: Domestic	517	34%	Out of State: Domestic	553	43%
International	4	0%	International	8	1%
Total Sales	1539	100%	Total Sales	1278	100%



Property Type Transaction Summary

July 2017 Reconciliation by Transaction Type		
	# Transactions	Gross Volume
Single Family	37	\$ 19,168,400.00
Multi Family	72	\$ 29,348,700.00
Vacant Land	27	\$ 4,074,960.00
Commercial	5	\$ 3,842,500.00
Development Land		
Timeshare / Interval	6	\$ 496,800.00
Jumbo Ranch/Agricultural	3	\$ 10,950,000.00
Not Arms Length/Low Doc Fee	2	\$ 30,800.00
Quit Claim Deed	2	\$ 111,300.00
Related Parties		
Bulk Multi-Family Unit/Project Sales		
Partial Interest Sales		
Employee Housing Units / Mobile Homes		
Multiple Units & Sites/Same Deed		
Water Rights / Open Space / Easements		
Exempt / Political Transfers		
Total Transactions:	154	\$ 68,023,460.00

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New Unit Sales Detail

July 2017

Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.50	2016	3082	\$ 1,265,000	Barn Village @ Steamboat Subd Lot 10	SINGLEFAM	\$ 410.45	760 TWILIGHT LN
4	3.50	2016	2534	\$ 729,100	Emerald Heights Subd #5 Lot 14, Block 5	MULTIFAM	\$ 287.73	637 CLERMONT CIR

Summary of Improved Residential New Unit Sales:

Average Price:	\$ 997,050.00
Average PPSF:	\$ 349.09
Median Price:	\$ 997,050.00
# Transactions:	2
Gross Volume:	\$ 1,994,100.00

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NOTE: The above figures do not include time share interests, new vacant site transactions, or new commercial unit transactions. Data is deemed reliable but not guaranteed.