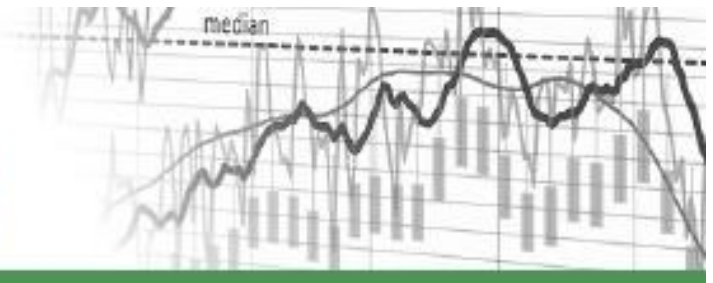
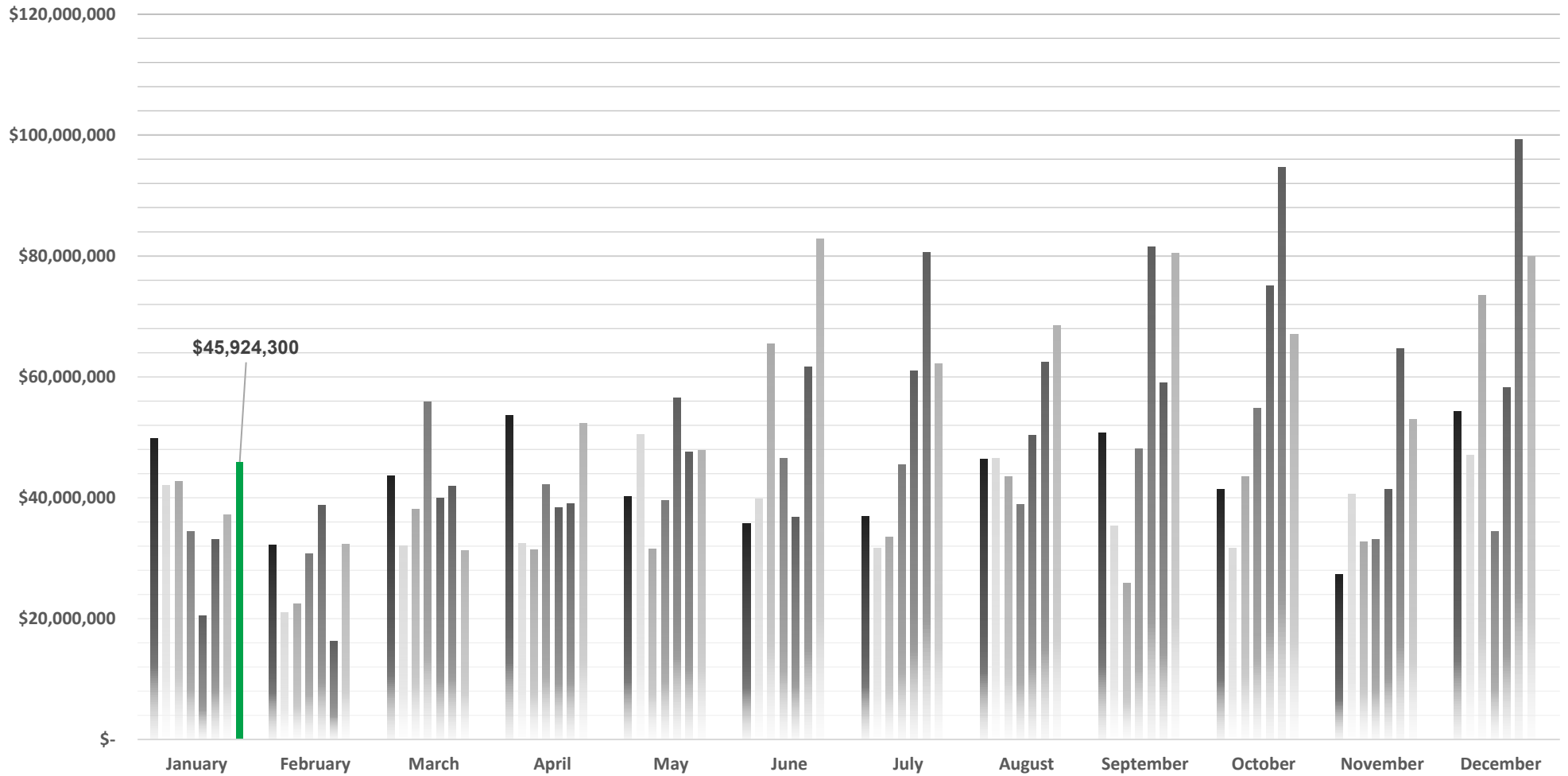




# Routt County Market ANALYSIS



## Historical Gross Sales Volume: 2010 - YTD: 2017



Compliments of:  
 Land Title  
 Steamboat Springs  
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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%		-100.00%
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%		-100.00%
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%		-100.00%
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%		-100.00%
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%		-100.00%
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%		-100.00%
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%
<b>Year to Date:</b>	<b>\$49,807,800</b>	<b>\$42,060,200</b>	<b>-15.55%</b>	<b>\$42,660,000</b>	<b>1.43%</b>	<b>\$34,454,900</b>	<b>-19.23%</b>	<b>\$20,472,300</b>	<b>-40.58%</b>	<b>\$33,110,029</b>	<b>61.73%</b>	<b>\$37,201,300</b>	<b>12.36%</b>	<b>\$45,924,300</b>	<b>23.45%</b>
<b>ANNUAL:</b>	<b>\$512,100,114</b>	<b>\$450,579,300</b>	<b>-12.01%</b>	<b>\$483,899,850</b>	<b>7.40%</b>	<b>\$503,741,495</b>	<b>4.10%</b>	<b>\$598,385,554</b>	<b>18.79%</b>	<b>\$700,083,935</b>	<b>17.00%</b>	<b>\$694,830,610</b>	<b>-0.75%</b>	<b>\$45,924,300</b>	<b>-93.39%</b>

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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%		-100.00%
March	125	142	13.60%	99	-30.28%	71	-28.28%	93	30.99%	109	17.20%	86	-21.10%		-100.00%
April	104	72	-30.77%	90	25.00%	107	18.89%	129	20.56%	112	-13.18%	114	1.79%		-100.00%
May	190	137	-27.89%	79	-42.34%	104	31.65%	122	17.31%	103	-15.57%	119	15.53%		-100.00%
June	167	94	-43.71%	109	15.96%	108	-0.92%	112	3.70%	144	28.57%	168	16.67%		-100.00%
July	213	79	-62.91%	100	26.58%	116	16.00%	109	-6.03%	168	54.13%	150	-10.71%		-100.00%
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%
<b>Year to Date:</b>	<b>109</b>	<b>136</b>	<b>24.77%</b>	<b>66</b>	<b>-51.47%</b>	<b>101</b>	<b>53.03%</b>	<b>69</b>	<b>-31.68%</b>	<b>71</b>	<b>2.90%</b>	<b>77</b>	<b>8.45%</b>	<b>78</b>	<b>1.30%</b>
<b>ANNUAL:</b>	<b>1817</b>	<b>1398</b>	<b>-23.06%</b>	<b>1176</b>	<b>-15.88%</b>	<b>1278</b>	<b>8.67%</b>	<b>1360</b>	<b>6.42%</b>	<b>1457</b>	<b>7.13%</b>	<b>1539</b>	<b>5.63%</b>	<b>78</b>	<b>-94.93%</b>

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	\$0	n/a	\$419,127	\$420,000	0%	\$0	\$0	0%
Hayden & Surrounding Area	\$340,573	\$327,917	-4%	\$155,283	\$0	n/a	\$215,483	\$42,433	-80%
Oak Creek, Phippsburg	\$266,707	\$197,200	-26%	\$192,833	\$0	n/a	\$377,063	\$0	n
North Routt County	\$992,745	\$423,333	-57%	\$98,000	\$0	n/a	\$108,616	\$4,898,900	4410%
South Routt County	\$1,149,098	\$0	n/a	\$170,563	\$0	n/a	\$360,167	\$0	n
Stagecoach	\$437,564	\$0	n/a	\$155,683	\$0	n/a	\$36,026	\$6,657	-82%
Steamboat - Downtown Area	\$768,148	\$555,000	-28%	\$523,203	\$852,500	63%	\$265,054	\$0	n
Steamboat - Mountain Area	\$1,205,178	\$449,375	-63%	\$450,475	\$659,491	46%	\$334,604	\$0	n
Strawberry Park, Elk River	\$1,078,277	\$0	n/a	\$0	\$0	0%	\$262,229	\$0	n
Catamount	\$2,406,875	\$0	n/a	\$0	\$0	0%	\$1,048,000	\$0	n
West Steamboat	\$606,398	\$800,000	32%	\$328,733	\$0	n/a	\$218,420	\$0	n
<b>Gross Live Average:</b>	<b>\$744,349</b>	<b>\$368,800</b>	<b>-50%</b>	<b>\$427,263</b>	<b>\$665,127</b>	<b>56%</b>	<b>\$185,220</b>	<b>\$890,131</b>	<b>381%</b>

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	\$0	n/a	\$415,000	dna	n/a	\$0	\$0	0%
Hayden & Surrounding Area	\$247,500	\$291,750	18%	\$132,000	\$0	n/a	\$52,825	\$29,500	-44%
Oak Creek, Phippsburg	\$200,000	\$175,000	-13%	\$185,000	\$0	n/a	\$150,350	\$0	n/a
North Routt County	\$525,000	\$450,000	-14%	\$91,000	\$0	n/a	\$63,900	dna	n/a
South Routt County	\$825,000	\$0	n/a	\$147,500	\$0	n/a	\$325,000	\$0	n/a
Stagecoach	\$377,500	\$0	n/a	\$168,500	\$0	n/a	\$12,000	\$5,000	-58%
Steamboat - Downtown Area	\$662,500	\$555,000	-16%	\$499,000	dna	n/a	\$295,000	\$0	n/a
Steamboat - Mountain Area	\$786,400	dna	n/a	\$335,000	\$475,000	42%	\$257,500	\$0	n/a
Strawberry Park, Elk River	\$850,000	\$0	n/a	\$0	\$0	0%	\$200,000	\$0	n/a
Catamount	\$1,970,000	\$0	n/a	\$0	\$0	0%	dna	dna	n/a
West Steamboat	\$553,500	dna	n/a	dna	dna	n/a	\$165,000	\$0	n/a
<b>Gross Live Median:</b>	<b>\$535,000</b>	<b>\$385,000</b>	<b>-28%</b>	<b>\$339,000</b>	<b>\$484,500</b>	<b>43%</b>	<b>\$7,800</b>	<b>\$7,800</b>	<b>0%</b>

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	\$0	n	\$292	\$299	3%	\$0	\$0	n/a
Hayden & Surrounding Area	\$223	\$230	3%	\$138	\$0	n/a	\$73,297	\$47,562	-35%
Oak Creek, Phippsburg	\$160	\$156	-3%	\$172	\$0	n/a	\$91,792	\$0	n/a
North Routt County	\$403	\$270	-33%	\$117	\$0	n/a	\$21,562	\$6,281	-71%
South Routt County	\$187	\$0	n	\$239	\$0	n/a	\$29,654	\$0	n/a
Stagecoach	\$187	\$0	n	\$124	\$0	n/a	\$37,035	\$7,556	-80%
Steamboat - Downtown Area	\$382	\$284	-26%	\$368	\$526	43%	\$936,003	\$0	n/a
Steamboat - Mountain Area	\$363	\$239	-34%	\$310	\$368	19%	\$912,543	\$0	n/a
Strawberry Park, Elk River	\$432	\$0	n	\$0	\$0	0%	\$8,364	\$0	n/a
Catamount	\$647	\$0	n	\$0	\$0	0%	\$20,947	\$0	n/a
West Steamboat	\$267	\$244	-8%	\$271	\$0	n/a	\$570,297	\$0	n/a
<b>Gross Live Average:</b>	<b>\$294</b>	<b>\$223</b>	<b>-24%</b>	<b>\$299</b>	<b>\$378</b>	<b>26%</b>	<b>\$222,164</b>	<b>\$51,076</b>	<b>-77%</b>

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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Compliments of:  
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## Market Analysis by Area

January 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	\$2,020,000	4.40%	2	2.56%	\$1,010,000	dna	\$420,000	dna	\$299
Hayden & Surrounding Area	\$2,121,700	4.62%	10	12.82%	\$212,170	\$217,500	\$327,917	\$291,750	\$230
Oak Creek, Phippsburg	\$1,363,000	2.97%	6	7.69%	\$227,167	\$188,500	\$197,200	\$175,000	\$156
North Routt County	\$11,067,800	24.10%	5	6.41%	\$2,213,560	\$450,000	\$423,333	\$450,000	\$270
South Routt County	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
Stagecoach	\$46,600	0.10%	7	8.97%	\$6,657	\$5,000	\$0	\$0	\$0
Steamboat - Downtown Area	\$5,460,000	11.89%	4	5.13%	\$1,365,000	\$852,500	\$753,333	\$735,000	\$446
Steamboat - Mountain Area	\$20,720,800	45.12%	31	39.74%	\$668,413	\$450,300	\$628,363	\$450,300	\$349
Strawberry Park, Elk River	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
Catamount	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
West Steamboat	\$2,463,200	5.36%	5	6.41%	\$492,640	\$545,000	\$800,000	dna	\$244
Quit Claim Deeds	\$47,000	0.10%	1	1.28%	\$47,000	dna	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$614,200	1.34%	7	8.97%	\$87,743	\$45,000	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$45,924,300</b>	<b>100.00%</b>	<b>78</b>	<b>100.00%</b>	<b>\$646,616</b>	<b>\$377,000</b>	<b>\$536,289</b>	<b>\$419,500</b>	<b>\$310</b>
<b>(NEW UNIT SALES)</b>	<b>2,665,000</b>	<b>5.80%</b>	<b>2</b>	<b>2.56%</b>	<b>\$1,332,500</b>	<b>dna</b>	<b>1,332,500</b>	<b>dna</b>	<b>\$441</b>

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: Jan. 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	\$2,020,000	4.40%	2	2.56%	\$1,010,000	dna	\$420,000	dna	\$299
Hayden & Surrounding Area	\$2,121,700	4.62%	10	12.82%	\$212,170	\$217,500	\$327,917	\$291,750	\$230
Oak Creek, Phippsburg	\$1,363,000	2.97%	6	7.69%	\$227,167	\$188,500	\$197,200	\$175,000	\$156
North Routt County	\$11,067,800	24.10%	5	6.41%	\$2,213,560	\$450,000	\$423,333	\$450,000	\$270
South Routt County	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
Stagecoach	\$46,600	0.10%	7	8.97%	\$6,657	\$5,000	\$0	\$0	\$0
Steamboat - Downtown Area	\$5,460,000	11.89%	4	5.13%	\$1,365,000	\$852,500	\$753,333	\$735,000	\$446
Steamboat - Mountain Area	\$20,720,800	45.12%	31	39.74%	\$668,413	\$450,300	\$628,363	\$450,300	\$349
Strawberry Park, Elk River	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
Catamount	\$0	0.00%	0	0.00%	\$0	\$0	\$0	\$0	\$0
West Steamboat	\$2,463,200	5.36%	5	6.41%	\$492,640	\$545,000	\$800,000	dna	\$244
Quit Claim Deeds	\$47,000	0.10%	1	1.28%	\$47,000	dna	\$0	\$0	\$0
Timeshare & Interval Unit Sales	\$614,200	1.34%	7	8.97%	\$87,743	\$45,000	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$45,924,300</b>	<b>100.00%</b>	<b>78</b>	<b>100.00%</b>	<b>\$646,616</b>	<b>\$377,000</b>	<b>\$536,289</b>	<b>\$419,500</b>	<b>\$310</b>
<b>(NEW UNIT SALES)</b>	<b>2,665,000</b>	<b>5.80%</b>	<b>2</b>	<b>2.56%</b>	<b>\$1,332,500</b>	<b>dna</b>	<b>1,332,500</b>	<b>dna</b>	<b>\$441</b>

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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# Interval Sales Analysis

January 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	\$0	0.00%	0	0.00%	\$0	\$0
One Steamboat Place	\$337,200	0.00%	1	0.00%	\$337,200	dna
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	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	\$0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	\$216,400	0.00%	5	0.00%	\$43,280	\$45,000
Steamboat Villas Fractional	\$0	0.00%	0	0.00%	\$0	\$0
Suites at Steamboat Interval	\$0	0.00%	0	0.00%	\$0	\$0
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	\$60,600	9.87%	1	14.29%	\$60,600	dna
West Fractional	\$0	0.00%	0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>\$614,200</b>	<b>100.00%</b>	<b>7</b>	<b>100.00%</b>	<b>\$87,743</b>	<b>\$45,000</b>

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YTD: Jan. 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	0	0.00%	0	0.00%	\$0	\$0
One Steamboat Place	337,200	54.90%	1	14.29%	\$337,200	dna
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	0.00%	0	0.00%	\$0	\$0
Ski Time Square Interval	0	0.00%	0	0.00%	\$0	\$0
Steamboat Grand Fractional	216,400	35.23%	5	71.43%	\$43,280	\$45,000
Steamboat Villas Fractional	0	0.00%	0	0.00%	\$0	\$0
Suites at Steamboat Interval	0	0.00%	0	0.00%	\$0	\$0
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	60,600	9.87%	1	14.29%	\$60,600	dna
West Fractional	0	0.00%	0	0.00%	\$0	\$0
<b>TOTAL</b>	<b>\$614,200</b>	<b>100.00%</b>	<b>7</b>	<b>100.00%</b>	<b>\$87,743</b>	<b>\$45,000</b>

Compliments of:  
**Land Title**  
**Steamboat Springs**  
 Melissa Gibson  
 970-870-2822



# Price Point Analysis

January 2017

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	7	15%	\$1,033,300	4%
200,001 to 300,000	6	13%	\$1,384,500	6%
300,001 to 400,000	8	17%	\$2,815,500	11%
400,001 to 500,000	9	20%	\$4,033,300	16%
500,001 to 600,000	5	11%	\$2,696,200	11%
600,001 to 700,000	0	0%	\$0	0%
700,001 to 800,000	2	4%	\$1,535,000	6%
800,001 to 900,000	1	2%	\$837,500	3%
900,001 to 1,000,000	2	4%	\$1,940,000	8%
1,000,001 to 1,500,000	5	11%	\$6,514,000	26%
1,500,001 to 2,000,000	1	2%	\$1,880,000	8%
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	0	0%	\$0	0%
<b>Total:</b>	<b>46</b>	<b>100%</b>	<b>\$24,669,300</b>	<b>100%</b>

YTD: Jan. 2017

Residential Transactions

	# Transactions	% of Transactions	Gross Volume	% of Gross Volume
<=200,000	7	15%	\$1,033,300	4%
200,001 to 300,000	6	13%	\$1,384,500	6%
300,001 to 400,000	8	17%	\$2,815,500	11%
400,001 to 500,000	9	20%	\$4,033,300	16%
500,001 to 600,000	5	11%	\$2,696,200	11%
600,001 to 700,000	0	0%	\$0	0%
700,001 to 800,000	2	4%	\$1,535,000	6%
800,001 to 900,000	1	2%	\$837,500	3%
900,001 to 1,000,000	2	4%	\$1,940,000	8%
1,000,001 to 1,500,000	5	11%	\$6,514,000	26%
1,500,001 to 2,000,000	1	2%	\$1,880,000	8%
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	0	0%	\$0	0%
<b>Total:</b>	<b>46</b>	<b>100%</b>	<b>\$24,669,300</b>	<b>100%</b>

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%
<b>Total:</b>	<b>974</b>	<b>100%</b>	<b>\$554,086,400</b>	<b>100%</b>

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%
<b>Total:</b>	<b>896</b>	<b>100%</b>	<b>\$492,411,279</b>	<b>100%</b>

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%
<b>Total:</b>	<b>782</b>	<b>100%</b>	<b>\$443,827,153</b>	<b>100%</b>

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Compliments of  
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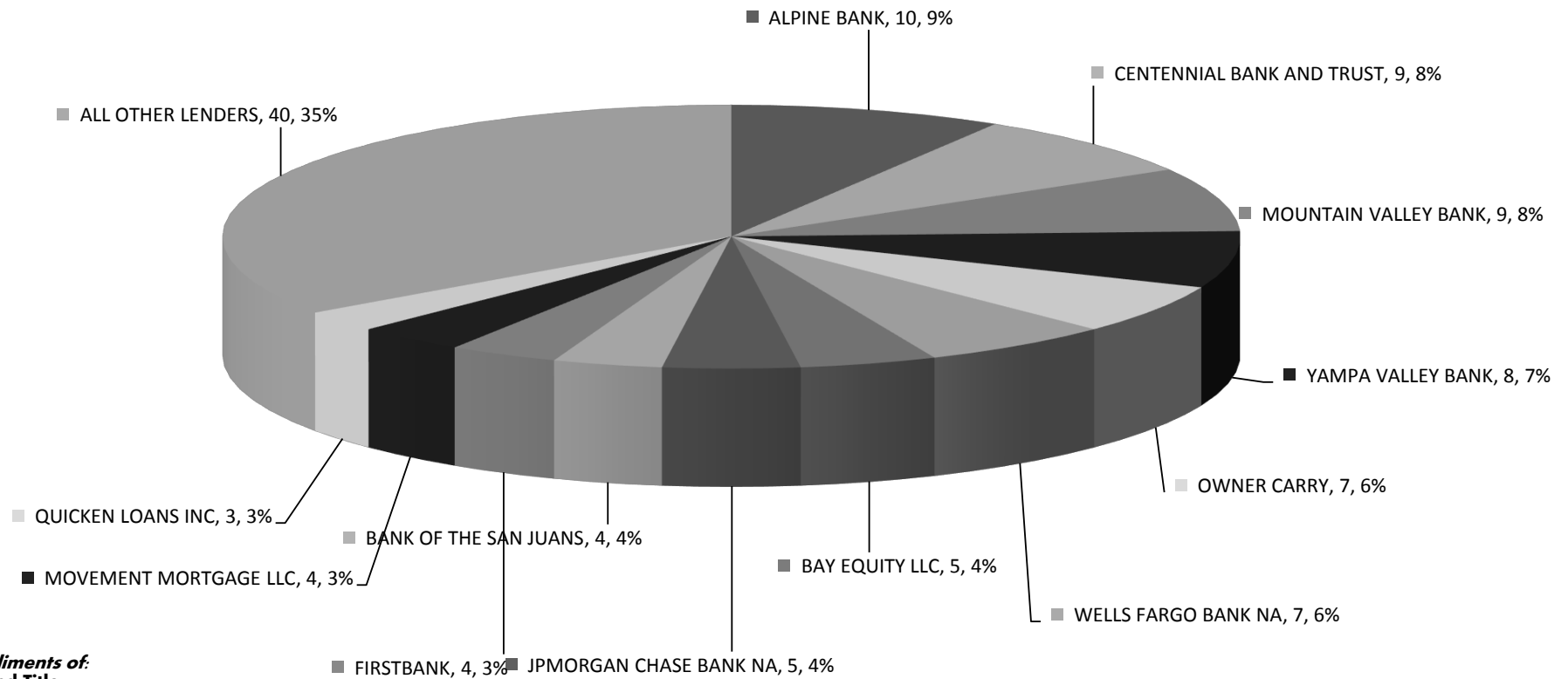


## Lender Analysis

**Top 69% Lenders January 2017**

**Number of Loans: 115**

**Sales with Loans at Closing: 50% / Cash Purchasers: 50%**



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# Lender Listing

LENDER	NUMBER LOANS	PERCENTAGE TOTAL	
ALPINE BANK	10	8.70%	Top 65% Lenders for January 2017 Routt County
CENTENNIAL BANK AND TRUST	9	7.83%	
MOUNTAIN VALLEY BANK	9	7.83%	
YAMPA VALLEY BANK	8	6.96%	
OWNER CARRY	7	6.09%	
WELLS FARGO BANK NA	7	6.09%	
BAY EQUITY LLC	5	4.35%	
JPMORGAN CHASE BANK NA	5	4.35%	
BANK OF THE SAN JUANS	4	3.48%	
FIRSTBANK	4	3.48%	
MOVEMENT MORTGAGE LLC	4	3.48%	
QUICKEN LOANS INC	3	2.61%	
ALL OTHER LENDERS	40	34.78%	
EVERBANK	2	1.74%	
VECTRA BANK COLORADO	2	1.74%	
ALLIANT CREDIT UNION	1	0.87%	
AMERICAN FINANCIAL NETWORK INC	1	0.87%	
AMERICAN NATIONAL BANK OF TEXAS	1	0.87%	
BANK OF COLORADO	1	0.87%	
BANK OF THE WEST	1	0.87%	
BNC NATIONAL BANK	1	0.87%	
BNY MELLON NA	1	0.87%	
BOKF NA	1	0.87%	
CARDINAL FINANCIAL COMPANY	1	0.87%	
CBC NATIONAL BANK	1	0.87%	
CITIBANK NA	1	0.87%	
CITIZENS NATIONAL BANK	1	0.87%	
COLORADO LENDING SOURCE LTD	1	0.87%	
CORNERSTONE HOME LENDING INC	1	0.87%	
FIFTH THIRD MORTGAGE CO	1	0.87%	
FIRST NATIONAL BANK OF OMAHA	1	0.87%	
FIRST STATE COMMUNITY BANK	1	0.87%	
HEARTLAND BANK AND TRUST COMPANY	1	0.87%	
INDEPENDENT BANK	1	0.87%	
INTEGRITY MORTGAGE & FINANCIAL INC	1	0.87%	
KEYBANK NA	1	0.87%	
LOANDEPOT.COM LLC	1	0.87%	
NATIONSTAR MORTGAGE LLC	1	0.87%	
NEW PENN FINANCIAL LLC	1	0.87%	
OPERATING ENGINEERS #3 FEDERAL CREDIT UNION	1	0.87%	
PLATTE VALLEY BANK	1	0.87%	
STATE FARM BANK FSB	1	0.87%	
THIRD FEDERAL SAVINGS AND LOAN ASSOCIATION OF CLEVELAND	1	0.87%	
UBS BANK USA	1	0.87%	
UMB BANK NA	1	0.87%	
UNITED WHOLESALE MORTGAGE	1	0.87%	
UNKNOWN LENDER	1	0.87%	
US BANK NATIONAL ASSOCIATION	1	0.87%	
USAA FEDERAL SAVINGS BANK	1	0.87%	
WEST GATE BANK	1	0.87%	
WR STARKEY MORTGAGE LLP	1	0.87%	
<b>TOTAL LENDERS FOR JANUARY 2017:</b>	<b>115</b>	<b>100.00%</b>	

**Compliments of:**  
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## Market Highlights

### Market Highlights:

January 2017

#### Highest Priced Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
3	3.00	2009	1760	\$ 1,880,000	Edgemont Condo TH Unit 2501, Building A	P: Bear Claw 514, LLC	\$ 1,068.18	1/4/2017	2410 SKI TRAIL LN #2501



#### Jumbo Ranch/Agricultural Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
			1907.06 AC	\$ 9,790,000	M&B: Secs 2,3,10,11,12,14,15,22,23-8-86	P: Jagers Family Trust	N/A	1/9/2017	PORTOLA VALLEY

#### Highest Price PSF Residential Sale:

Brm	Bath	Year Built	Size	Price	Legal	Purchaser	PPSF	Date	Street Address
3	3.00	2009	1760	\$ 1,880,000	Edgemont Condo TH Unit 2501, Building A	P: Bear Claw 514, LLC	\$ 1,068.18	1/4/2017	2410 SKI TRAIL LN #2501

#### 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 January 2017



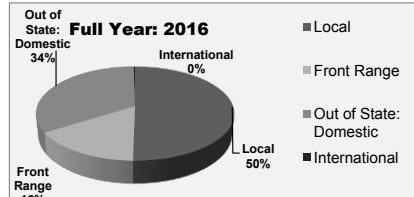
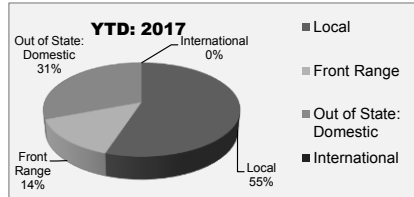
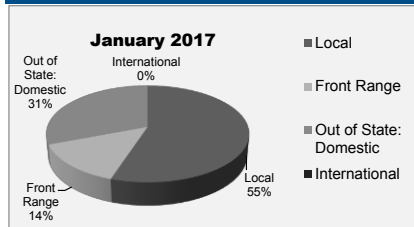
# Buyer Profile

## January 2017

### Upper End Purchaser Details:

Brm	Bath	Year Built	Size	Price	Legal	PPSF	Date	Street Address	Origin of Buyer: City	Origin of Buyer: State
		1947	1907.06 AC	\$ 9,790,000	M&B: Secs 2,3,10,11,12,14,15,22,23-8-86	N/A	1/9/2017	N/A	PORTOLA VALLEY	CA
		22792	22792	\$ 3,200,000	SS, Town of Lot 15-18, Block 12	\$ 140.40	1/9/2017	1TH ST #103-106, 1104 LINCOLN AVE #101-102, 1106 LINCOLN AVE #101, 105, 106, 20	STEAMBOAT SPRINGS	CO
		1996	15328	\$ 2,650,000	Mid-Valley Business Center Subd Lot 1	\$ 172.89	1/6/2017	1600 MID VALLEY DR	ADDISON	TX
3	3.00	2009	1760	\$ 1,880,000	Edgemont Condo TH Unit 2501, Building A	\$ 1,068.18	1/4/2017	2410 SKI TRAIL LN #2501	JOHNSTOWN	CO
			3.51 AC	\$ 1,600,000	Hinsdale Subd Lot 3	N/A	1/19/2017	N/A	STEAMBOAT SPRINGS	CO
4	5.50	2006	4382	\$ 1,449,000	Bear Chalets @ Burgess Creek Subd Lot 1	\$ 330.67	1/6/2017	2758 BURGESS CREEK RD	ST LOUIS	MO
4	4.50	2014	3298	\$ 1,375,000	Homestead at Wildhorse Meadows Condo Unit A2	\$ 416.92	1/5/2017	1466 BANGTAIL WAY	WAVERLY	PA
5	6.00	2006	3007	\$ 1,300,000	Cimarron @ Steamboat Subd #2 Lot 5	\$ 432.32	1/16/2017	1977 CIMARRON CIR	HOUSTON	TX
3	3.50	2015	2774	\$ 1,290,000	Homestead @ Wildhorse Meadows Condo Unit C	\$ 465.03	1/13/2017	1468 BANGTAIL WAY	LINCOLN	NE
6	6.00	2009	3227	\$ 1,100,000	OSP Condo @ Apres Ski Way Units E1-E5 & Parking Spaces 66-70	\$ 340.87	1/19/2017	2250 APRES SKI WAY #E-1, E-2, E-3, E-4, E-5	STEAMBOAT SPRINGS	CO

### Purchaser Abstract:



### All Sales: January 2017

Origin of Buyer	# of Trans.	% Overall
Local	43	55%
Front Range	11	14%
Out of State: Domestic	24	31%
International	0	0%
<b>Total Sales</b>	<b>78</b>	<b>100%</b>

### All Sales: Full Year 2015

Origin of Buyer	# of Trans.	% Overall
Local	718	49%
Front Range	179	12%
Out of State: Domestic	559	38%
International	1	0%
<b>Total Sales</b>	<b>1457</b>	<b>100%</b>

### All Sales YTD: 2017

Origin of Buyer	# of Trans.	% Overall
Local	43	55%
Front Range	11	14%
Out of State: Domestic	24	31%
International	0	0%
<b>Total Sales</b>	<b>78</b>	<b>100%</b>

### All Sales: Full Year 2014

Origin of Buyer	# of Trans.	% Overall
Local	610	45%
Front Range	217	16%
Out of State: Domestic	527	39%
International	6	0%
<b>Total Sales</b>	<b>1360</b>	<b>100%</b>

### All Sales: Full Year 2016

Origin of Buyer	# of Trans.	% Overall
Local	774	50%
Front Range	244	16%
Out of State: Domestic	517	34%
International	4	0%
<b>Total Sales</b>	<b>1539</b>	<b>100%</b>

### All Sales: Full Year 2013

Origin of Buyer	# of Trans.	% Overall
Local	549	43%
Front Range	168	13%
Out of State: Domestic	553	43%
International	8	1%
<b>Total Sales</b>	<b>1278</b>	<b>100%</b>



## Property Type Transaction Summary

January 2017 Reconciliation by Transaction Type		
	# Transactions	Gross Volume
Single Family	20	\$ 7,376,000.00
Multi Family	26	\$ 17,293,300.00
Vacant Land	12	\$ 1,781,700.00
Commercial	10	\$ 8,902,100.00
Development Land		
Timeshare / Interval	7	\$ 614,200.00
Jumbo Ranch/Agricultural	1	\$ 9,790,000.00
Not Arms Length/Low Doc Fee		
Quit Claim Deed	1	\$ 47,000.00
Related Parties	1	\$ 120,000.00
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		
<b>Total Transactions:</b>	<b>78</b>	<b>\$ 45,924,300.00</b>

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## New Unit Sales Detail

### January 2017

#### Improved Residential New Unit Sales Detail:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.50	2014	3298	\$ 1,375,000	Homestead at Wildhorse Meadows Condo Unit A2	MULTIFAM	\$ 416.92	1466 BANGTAIL WAY
3	3.50	2015	2774	\$ 1,290,000	Homestead at Wildhorse Meadows Condo Unit C	MULTIFAM	\$ 465.03	1468 BANGTAIL WAY

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

Average Price:	\$ 1,332,500.00
Average PPSF:	\$ 440.98
Median Price:	dna
# Transactions:	2
Gross Volume:	\$ 2,665,000



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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.