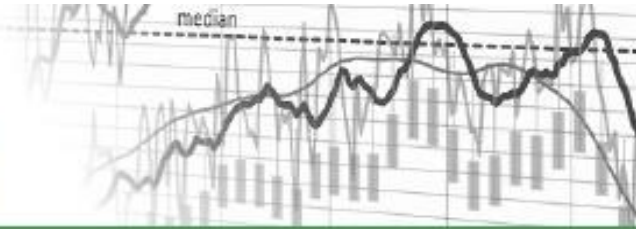
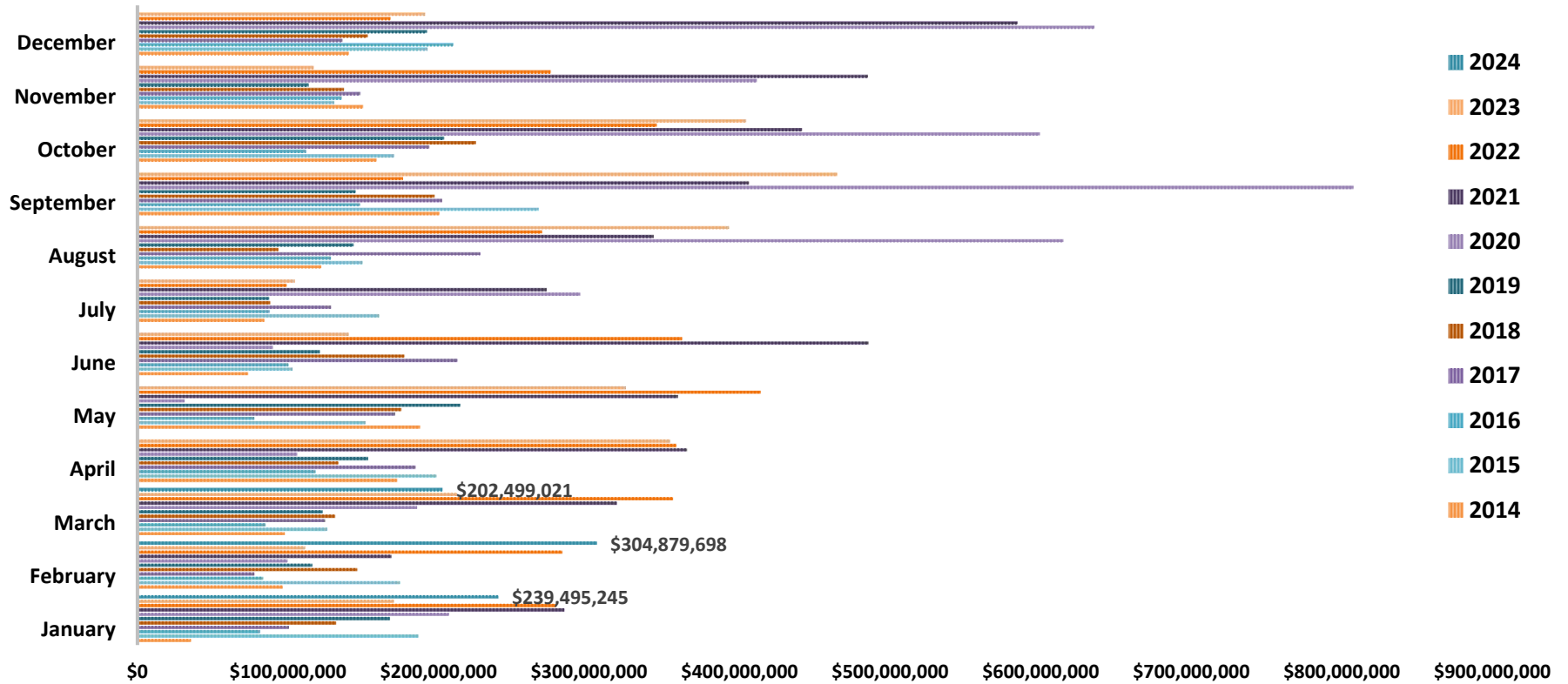




Pitkin County Market ANALYSIS



Fee Simple Sales Volume Pitkin County: 2014 - 2024



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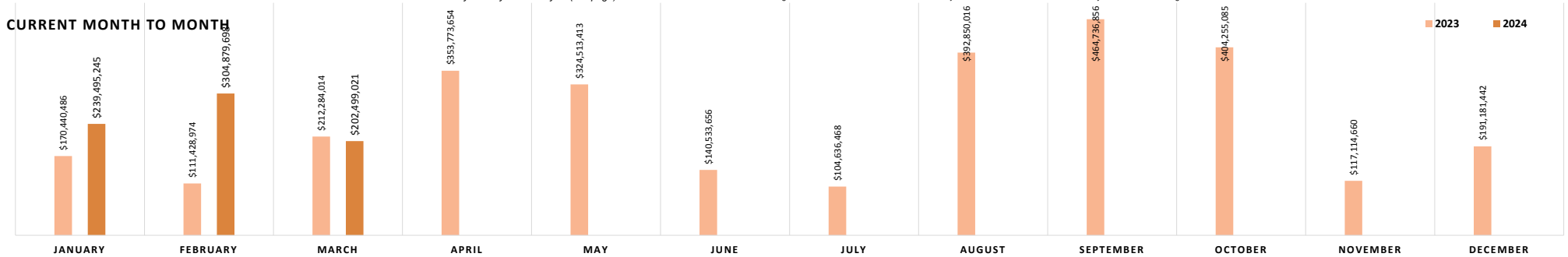
Historic Fee Simple Transaction Analysis

Month	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% Change vs. Previous Year
January	\$35,592,328	\$186,520,543	\$81,338,490	\$100,685,827	\$131,772,908	\$167,476,404	\$206,872,731	\$283,585,322	\$277,727,626	\$170,440,486	\$239,495,245	40.52%
February	\$96,506,369	\$174,375,128	\$83,523,400	\$77,696,702	\$145,777,925	\$116,078,532	\$99,826,204	\$168,843,111	\$282,117,644	\$111,428,974	\$304,879,698	173.61%
March	\$97,805,193	\$126,018,523	\$85,219,981	\$124,650,616	\$130,960,667	\$122,949,380	\$185,879,595	\$318,359,303	\$355,285,716	\$212,284,014	\$202,499,021	-4.61%
April	\$172,030,423	\$198,596,859	\$118,317,037	\$184,615,168	\$133,196,041	\$153,135,041	\$106,287,478	\$364,786,413	\$357,538,418	\$353,773,654		-100.00%
May	\$187,358,202	\$151,307,058	\$77,727,050	\$171,224,048	\$174,874,725	\$214,164,785	\$31,495,617	\$358,799,359	\$413,367,255	\$324,513,413		-100.00%
June	\$73,504,025	\$103,091,638	\$100,329,014	\$212,384,634	\$176,913,441	\$121,054,949	\$90,059,801	\$485,188,079	\$361,368,371	\$140,533,656		-100.00%
July	\$84,125,294	\$160,535,981	\$87,904,171	\$128,545,092	\$88,177,721	\$87,590,476	\$294,161,607	\$271,595,971	\$99,203,258	\$104,636,468		-100.00%
August	\$121,968,946	\$149,535,975	\$128,412,764	\$227,631,116	\$93,477,856	\$143,341,457	\$614,855,652	\$342,768,156	\$268,459,483	\$392,850,016		-100.00%
September	\$200,084,788	\$266,268,790	\$147,943,518	\$202,325,835	\$196,861,769	\$144,700,794	\$807,466,344	\$405,815,531	\$176,341,583	\$464,736,856		-100.00%
October	\$158,401,154	\$170,451,700	\$111,893,824	\$193,780,114	\$224,277,951	\$203,324,478	\$599,332,528	\$441,207,297	\$344,631,575	\$404,255,085		-100.00%
November	\$149,521,948	\$130,724,793	\$135,731,079	\$148,000,294	\$136,981,776	\$113,707,260	\$411,380,808	\$484,915,378	\$274,291,882	\$117,114,660		-100.00%
December	\$140,159,693	\$192,691,656	\$209,683,067	\$136,154,679	\$152,728,797	\$192,026,044	\$635,631,008	\$584,066,661	\$168,075,515	\$191,181,442		-100.00%
YTD Totals	\$229,903,890	\$486,914,194	\$250,081,871	\$303,033,145	\$408,511,500	\$406,504,316	\$492,578,530	\$770,787,736	\$915,130,986	\$494,153,474	\$746,873,964	51.14%
Annual Totals	\$1,517,058,363	\$2,010,118,644	\$1,368,023,395	\$1,907,694,125	\$1,786,001,577	\$1,779,549,600	\$4,083,249,373	\$4,509,930,581	\$3,378,408,326	\$2,987,748,724	\$746,873,964	-75.00%

Month	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% Change vs. Previous Year
January	27	49	36	55	52	51	64	81	57	39	74	89.74%
February	61	37	31	43	55	39	41	59	60	35	64	82.86%
March	77	98	42	59	70	54	44	111	53	41	46	12.20%
April	67	72	50	65	68	63	37	135	76	89		-100.00%
May	73	70	34	76	63	81	27	115	63	48		-100.00%
June	42	69	47	75	70	53	40	112	68	45		-100.00%
July	50	58	54	55	46	46	85	84	31	41		-100.00%
August	62	60	66	78	63	62	143	107	61	67		-100.00%
September	74	93	71	96	78	58	186	111	41	64		-100.00%
October	77	69	58	73	91	70	139	98	60	60		-100.00%
November	65	49	56	65	73	55	110	101	49	41		-100.00%
December	72	66	62	66	66	70	112	89	32	71		-100.00%
YTD Totals	165	184	109	157	177	144	149	251	170	115	184	60.00%
Annual Totals	747	790	607	806	795	702	1,028	1,203	651	641	184	-71.29%

Interval Transactions are not included in these tables. See Interval Sales Transactions included in the Yearly Side by Side Analysis (last page)

Please note: The above figures are an unofficial tabulation of Pitkin County records that are believed to be reasonably accurate but are not guaranteed.



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Market Snapshot by Area

2023 versus 2024

Area	Average Price Single Family: 2023	Average Price Single Family YTD: 2024	% Change vs. Previous Year-to-Date	Average Price Multi-Family: 2023	Average Price Multi-Family YTD: 2024	% Change vs. Previous Year-to-Date	Average Price Vacant Land: 2023	Average Price Vacant Land YTD: 2024	% Change vs. Previous Year-to-Date
Aspen: Zone1	\$18,364,253	\$15,465,571	-16%	\$4,500,767	\$4,518,153	0%	\$9,500,000	\$5,400,000	-43%
Snowmass Village: Zone 2	\$6,958,882	\$7,128,571	2%	\$2,052,157	\$2,436,370	19%	\$8,788,333	--	--
Woody Creek: Zone 3	\$10,775,000	\$7,975,000	-26%	\$0	\$0	--	\$2,000,000	--	--
Old Snowmass: Zone 4	\$3,988,390	\$2,762,500	-31%	\$755,000	--	N/A	\$0	\$0	--
Basalt: Zone 5	\$2,963,644	\$3,816,667	29%	\$823,888	\$834,500	1%	\$682,778	\$434,167	-36%
Carbondale: Zone 6	\$1,051,000	\$15,000,000	1327%	\$0	\$0	--	\$0	\$0	--
Redstone: Zone 8	\$1,464,783	--	--	\$250,000	--	--	\$231,250	--	--
Gross Average:	\$11,455,397	\$11,273,116	-2%	\$2,848,302	\$3,449,884	21%	\$4,247,292	\$2,089,444	-51%

Area	Median Price Single Family: 2023	Median Price Single Family YTD: 2024	% Change vs. Previous Year-to-Date	Median Price Multi-Family: 2023	Median Price Multi-Family YTD: 2024	% Change vs. Previous Year-to-Date	Median Price Vacant Land: 2023	Median Price Vacant Land YTD: 2024	% Change vs. Previous Year-to-Date
Aspen: Zone1	\$14,312,500	\$12,000,000	-16%	\$3,156,250	\$3,482,500	10%	\$11,500,000	\$3,900,000	-66%
Snowmass Village: Zone 2	\$5,650,000	\$6,200,000	10%	\$1,766,250	\$1,850,000	5%	\$9,500,000	--	--
Woody Creek: Zone 3	\$10,400,000	\$7,975,000	-23%	\$0	\$0	--	\$0	\$0	--
Old Snowmass: Zone 4	\$3,750,000	N/A	N/A	N/A	N/A	--	\$0	\$0	--
Basalt: Zone 5	\$2,287,500	\$3,350,000	46%	\$812,000	N/A	-100%	\$432,000	\$337,500	-22%
Carbondale: Zone 6	\$1,025,000	\$15,000,000	1363%	\$0	\$0	--	\$0	\$0	--
Redstone: Zone 8	\$1,167,500	--	--	N/A	N/A	--	\$225,000	--	--
Gross Median:	\$7,000,000	\$8,100,000	16%	\$1,805,000	\$2,100,000	16%	\$667,000	\$585,000	-12%

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Market Analysis by Area

March 2024

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Sales Price	Median \$ Transaction Sales Price	Average \$ Residential Sales Price	Median \$ Residential Sales Price	Average \$ Residential PPSF
Aspen: Zone1	\$129,045,000	62.15%	19	28.79%	\$6,791,842	\$4,675,000	\$7,256,875	\$5,087,500	\$3,120
Snowmass Village: Zone 2	\$39,540,000	19.04%	12	18.18%	\$3,295,000	\$1,862,500	\$4,004,444	\$2,050,000	\$1,903
Woody Creek: Zone 3	\$915,000	0.44%	1	1.52%	\$915,000	n/a	n/a	n/a	n/a
Old Snowmass: Zone 4	\$2,525,000	1.22%	1	1.52%	\$2,525,000	n/a	\$2,525,000	n/a	\$826
Basalt: Zone 5	\$12,344,000	5.94%	6	9.09%	\$2,057,333	\$787,000	\$3,566,333	\$4,925,000	\$1,705
Carbondale: Zone 6	\$15,000,000	7.22%	1	1.52%	\$15,000,000	n/a	\$15,000,000	n/a	\$3,824
Redstone: Zone 8	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
Deed Restricted Units	\$1,630,021	0.79%	5	7.58%	\$326,004	\$400,000	\$0	\$0	\$0
Interval Units	\$5,144,615	2.48%	20	30.30%	\$257,231	\$225,000	\$0	\$0	\$0
Quit Claim Deeds with Doc Fees	\$1,500,000	0.72%	1	1.52%	\$1,500,000	n/a	\$0	\$0	\$0
TOTAL	\$207,643,636	100.00%	66	100.00%	\$4,984,225	\$3,755,000	\$6,012,467	\$4,587,500	\$2,560
(NEW UNIT SALES)	\$24,750,000	11.92%	2	3.03%	\$12,375,000	n/a	\$12,375,000	n/a	\$4,435

YTD: Mar. 2024

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Sales Price	Median \$ Transaction Sales Price	Average \$ Residential Sales Price	Median \$ Residential Sales Price	Average \$ Residential PPSF
Aspen: Zone1	\$469,651,753	61.03%	67	29.52%	\$7,009,728	\$4,000,000	\$7,783,172	\$4,675,000	\$3,298
Snowmass Village: Zone 2	\$143,545,700	18.65%	47	20.70%	\$3,054,164	\$1,900,000	\$3,182,857	\$1,975,000	\$1,704
Woody Creek: Zone 3	\$47,365,000	6.15%	4	1.76%	\$11,841,250	\$7,975,000	\$7,975,000	n/a	\$1,614
Old Snowmass: Zone 4	\$39,551,635	5.14%	4	1.76%	\$9,887,909	\$2,762,500	\$2,762,500	n/a	\$1,393
Basalt: Zone 5	\$15,724,000	2.04%	11	4.85%	\$1,429,455	\$725,000	\$2,623,800	\$1,600,000	\$1,770
Carbondale: Zone 6	\$15,000,000	1.95%	1	0.44%	\$15,000,000	n/a	\$15,000,000	n/a	\$3,824
Redstone: Zone 8	\$0	0.00%	0	0.00%	\$0	n/a	n/a	n/a	n/a
Deed Restricted Units	\$14,535,876	1.89%	49	21.59%	\$296,651	\$272,000	\$0	\$0	\$0
Interval Units	\$22,716,115	2.95%	43	18.94%	\$528,282	\$250,000	\$0	\$0	\$0
Quit Claim Deeds with Doc Fees	\$1,500,000	0.19%	1	0.44%	\$1,500,000	n/a	\$0	\$0	\$0
TOTAL	\$769,590,079	100.00%	227	100.00%	\$5,454,016	\$2,975,000	\$5,705,230	\$3,350,000	\$2,537
(NEW UNIT SALES)	\$79,225,000	10.29%	4	6.06%	\$19,806,250	\$16,250,000	\$19,806,250	\$16,250,000	\$4,602

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Historic Interval Transaction Analysis

Month	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% Increase /Decrease
January	\$7,685,884	\$1,496,536	\$2,215,550	\$10,541,100	\$7,691,000	\$1,252,500	\$9,360,600	\$2,582,528	\$9,651,514	\$2,962,000	\$9,270,000	213%
February	\$6,543,459	\$2,407,161	\$3,694,240	\$4,687,750	\$6,863,500	\$7,095,000	\$4,324,500	\$3,765,876	\$8,580,650	\$5,270,415	\$8,301,500	58%
March	\$6,089,850	\$2,915,441	\$4,023,220	\$6,518,999	\$4,117,500	\$11,331,575	\$7,308,700	\$11,332,387	\$21,524,025	\$13,395,166	\$5,144,615	-62%
April	\$8,206,170	\$9,337,750	\$2,320,626	\$13,071,871	\$7,287,500	\$5,895,000	\$1,770,200	\$11,757,150	\$10,367,622	\$7,954,311		-100%
May	\$5,519,280	\$2,266,400	\$1,903,753	\$6,586,651	\$6,062,500	\$4,003,942	\$1,963,500	\$3,739,900	\$24,307,000	\$5,509,000		-100%
June	\$5,688,037	\$1,747,905	\$1,232,050	\$5,154,200	\$7,380,210	\$2,939,500	\$21,106,000	\$5,651,840	\$3,467,500	\$10,693,175		-100%
July	\$5,140,795	\$9,564,660	\$3,364,250	\$2,477,000	\$5,898,250	\$2,968,250	\$8,575,069	\$22,277,673	\$1,591,500	\$6,411,893		-100%
August	\$3,308,219	\$4,176,770	\$7,428,846	\$7,015,836	\$7,004,450	\$19,050,750	\$9,156,000	\$22,230,075	\$7,940,100	\$9,551,000		-100%
September	\$5,637,151	\$4,430,300	\$7,499,664	\$7,142,700	\$9,926,176	\$6,481,750	\$3,388,500	\$10,884,625	\$12,942,455	\$14,168,000		-100%
October	\$7,990,104	\$1,973,660	\$15,697,000	\$3,611,500	\$3,187,495	\$6,167,500	\$8,788,052	\$16,410,108	\$9,282,500	\$5,160,000		-100%
November	\$1,091,575	\$5,122,620	\$12,767,350	\$5,261,350	\$5,433,500	\$2,777,514	\$8,974,764	\$13,024,575	\$4,185,000	\$3,965,500		-100%
December	\$5,025,505	\$2,546,450	\$17,625,000	\$3,197,300	\$5,830,550	\$2,215,633	\$6,711,400	\$11,042,839	\$9,440,850	\$9,353,299		-100%
Annual Totals	\$67,926,029	\$47,985,653	\$79,771,549	\$75,266,257	\$76,682,631	\$72,178,914	\$91,427,285	\$134,699,576	\$123,280,716	\$94,393,759	\$22,716,115	-76%
Year-to-Date Totals	\$20,319,193	\$6,819,138	\$9,933,010	\$21,747,849	\$18,672,000	\$19,679,075	\$20,993,800	\$17,680,791	\$39,756,189	\$21,627,581	\$22,716,115	5%

Interval Sales in 2013 reflect a sell-off in Innsbruck totalling: \$16,915,371 with 857 transactions that started in July, 2013 and continued throughout the end of the year.

Month	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	% Increase /Decrease
January	101	29	9	13	8	16	15	14	22	14	11	-21%
February	23	28	18	16	15	9	10	15	20	14	12	-14%
March	22	24	21	15	13	24	19	27	32	29	20	-31%
April	93	63	18	22	13	11	8	32	26	20		-100%
May	81	20	24	19	10	14	5	12	36	14		-100%
June	35	15	8	17	8	14	16	12	13	15		-100%
July	10	25	8	6	13	13	17	31	12	14		-100%
August	75	16	27	23	18	50	24	42	25	30		-100%
September	194	23	25	21	17	10	20	27	27	27		-100%
October	135	23	28	17	18	22	38	63	14	13		-100%
November	13	22	21	12	14	12	26	38	8	11		-100%
December	45	14	16	8	22	6	12	25	21	19		-100%
Annual Totals	827	302	223	189	169	201	210	338	256	220	43	-80%
Year-to-Date Totals	146	81	48	44	36	49	44	56	74	57	43	-25%

Interval Sales: 2014 at Innsbruck: 647 Transactions - Interval Sales: 2015 at Innsbruck: 75 Transactions. 2016 at Innsbruck = 11 Transactions. 2017 at Innsbruck = 1, 2018 at Innsbruck = 0, 2019 at Innsbruck = 6, 2020 at Innsbruck = 2, 2021 at Innsbruck = 3, 2022 at Innsbruck = 1, 2023 at Innsbruck = 7.

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Interval Sales Analysis by Project

March 2024

Project / Legal	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Sales Price	Median \$ Sales Price
Innsbruck	\$0	0.00%	0	0.00%	\$0	\$0
Inns of Court	\$0	0.00%	0	0.00%	\$0	\$0
The Ritz Carlton Club: Aspen Highlands	\$957,615	18.61%	7	35.00%	\$136,802	\$55,000
Saint Regis Club: Aspen Residence Club	\$1,285,000	24.98%	2	10.00%	\$642,500	N/A
Grand Hyatt Aspen: GA Resort & Aspen Mountain Residences	\$1,798,000	34.95%	8	40.00%	\$224,750	\$225,000
Dancing Bear Aspen	\$0	0.00%	0	0.00%	\$0	\$0
A Storied Place: Countryside Condo	\$0	0.00%	0	0.00%	\$0	\$0
One Snowmass	\$425,000	8.26%	1	5.00%	\$425,000	N/A
Prospector	\$74,000	1.44%	1	5.00%	\$74,000	N/A
Residences at Little Nell	\$0	0.00%	0	0.00%	\$0	\$0
Roaring Fork Club: Club Suites	\$0	0.00%	0	0.00%	\$0	\$0
Roaring Fork Club: Roaring Fork PUD	\$0	0.00%	0	0.00%	\$0	\$0
Sanctuary	\$0	0.00%	0	0.00%	\$0	\$0
Shadow Mountain Lodge	\$0	0.00%	0	0.00%	\$0	\$0
Sky Residences & Lodge	\$0	0.00%	0	0.00%	\$0	\$0
The Residences at Snowmass Club	\$0	0.00%	0	0.00%	\$0	\$0
Crestwood	\$0	0.00%	0	0.00%	\$0	\$0
Timbers Club	\$605,000	11.76%	1	5.00%	\$605,000	N/A
TOTAL	\$5,144,615	100.00%	20	100.00%	\$257,231	\$225,000

YTD: Mar. 2024

Project / Legal	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Sales Price	Median \$ Sales Price
Innsbruck	\$10,000	0.04%	1	2.33%	\$10,000	N/A
Inns of Court	\$0	0.00%	0	0.00%	\$0	\$0
The Ritz Carlton Club - Aspen Highlands	\$1,342,615	5.91%	11	25.58%	\$122,056	\$55,000
Saint Regis Club - Aspen Residence Club	\$1,910,000	8.41%	3	6.98%	\$636,667	\$625,000
Grand Hyatt Aspen: GA Resort & Aspen Mountain Residences	\$2,362,000	10.40%	12	27.91%	\$196,833	\$180,000
Dancing Bear Aspen	\$3,700,000	16.29%	3	6.98%	\$1,233,333	\$1,500,000
A Storied Place - Countryside Condo	\$0	0.00%	0	0.00%	\$0	\$0
One Snowmass	\$1,015,000	4.47%	3	6.98%	\$338,333	\$300,000
Prospector	\$119,000	0.52%	2	4.65%	\$59,500	N/A
Residences at Little Nell	\$8,200,000	36.10%	3	6.98%	\$2,733,333	\$2,350,000
Roaring Fork Club - Club Suites	\$512,500	2.26%	1	2.33%	\$512,500	N/A
Roaring Fork Club - Roaring Fork PUD	\$1,875,000	8.25%	1	2.33%	\$1,875,000	N/A
Sanctuary	\$490,000	2.16%	1	2.33%	\$490,000	N/A
Shadow Mountain Lodge	\$0	0.00%	0	0.00%	\$0	\$0
Sky Residences & Lodge	\$0	0.00%	0	0.00%	\$0	\$0
The Residences at Snowmass Club	\$0	0.00%	0	0.00%	\$0	\$0
Crestwood	\$0	0.00%	0	0.00%	\$0	\$0
Timbers Club	\$1,180,000	5.19%	2	4.65%	\$590,000	N/A
TOTAL	\$22,716,115	100.00%	43	100.00%	\$528,282	\$250,000

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Price Point Analysis

March 2024

Average Residential Price: \$6,012,467

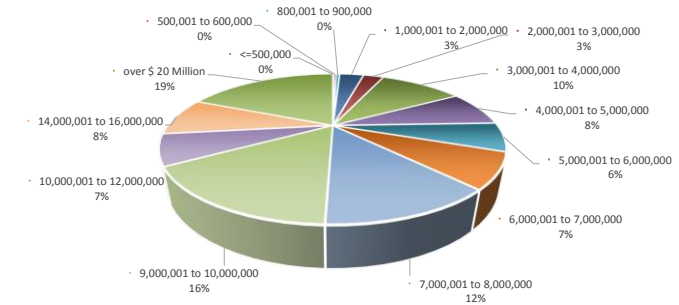
	# Transactions	Gross Volume
<=500,000	1	\$195,000
500,001 to 600,000	1	\$555,000
600,001 to 700,000	0	\$0
700,001 to 800,000	0	\$0
800,001 to 900,000	1	\$849,000
900,001 to 1,000,000	0	\$0
1,000,001 to 2,000,000	4	\$5,455,000
2,000,001 to 3,000,000	2	\$4,575,000
3,000,001 to 4,000,000	5	\$18,360,000
4,000,001 to 5,000,000	3	\$14,075,000
5,000,001 to 6,000,000	2	\$11,225,000
6,000,001 to 7,000,000	2	\$13,360,000
7,000,001 to 8,000,000	3	\$22,475,000
8,000,001 to 9,000,000	0	\$0
9,000,001 to 10,000,000	3	\$28,750,000
10,000,001 to 12,000,000	1	\$12,000,000
12,000,001 to 14,000,000	0	\$0
14,000,001 to 16,000,000	1	\$15,000,000
16,000,001 to 18,000,000	0	\$0
18,000,001 to 20,000,000	0	\$0
over \$ 20 Million	1	\$33,500,000
Total:	30	\$180,374,000

YTD: Mar. 2024

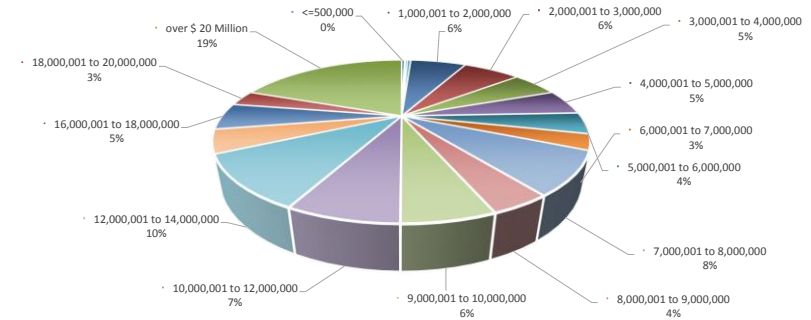
Average Residential Price: \$5,705,230

	# Transactions	Gross Volume
<=500,000	7	\$2,190,000
500,001 to 600,000	1	\$555,000
600,001 to 700,000	0	\$0
700,001 to 800,000	2	\$1,500,000
800,001 to 900,000	3	\$2,548,000
900,001 to 1,000,000	0	\$0
1,000,001 to 2,000,000	26	\$40,613,625
2,000,001 to 3,000,000	16	\$41,129,200
3,000,001 to 4,000,000	9	\$32,995,000
4,000,001 to 5,000,000	7	\$32,625,000
5,000,001 to 6,000,000	5	\$27,150,000
6,000,001 to 7,000,000	3	\$19,560,000
7,000,001 to 8,000,000	7	\$52,225,000
8,000,001 to 9,000,000	3	\$25,594,700
9,000,001 to 10,000,000	4	\$38,450,000
10,000,001 to 12,000,000	4	\$46,595,000
12,000,001 to 14,000,000	5	\$64,575,000
14,000,001 to 16,000,000	2	\$29,350,000
16,000,001 to 18,000,000	2	\$34,000,000
18,000,001 to 20,000,000	1	\$19,900,000
over \$ 20 Million	4	\$121,725,000
Total:	111	\$633,280,525

**Land Title Residential Improved Transactions by Price Point: Pitkin County
Gross Volume: March 2024**



**Land Title Residential Improved Transactions by Price Point: Pitkin County
Gross Volume: YTD. 2024**



Property Type Cost Index

March 2024	Number Trans.	Total Volume	Average Price
Single Family	10	\$99,350,000	\$9,935,000
Multi Family	20	\$81,024,000	\$4,051,200
Vacant Land	5	\$14,295,000	\$2,859,000
YTD: Mar. 2024	Number Trans.	Total Volume	Average Price
Single Family	32	\$360,739,700	\$11,273,116
Multi Family	79	\$272,540,825	\$3,449,884
Vacant Land	9	\$18,805,000	\$2,089,444

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Transaction by Type, Commercial, and Jumbo Sales Analysis

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Transactions by Property Type

March 2024				YTD: Mar. 2024			
	Number Trans.	Total Volume	% Gross		Number Trans.	Total Volume	% Gross
Residential Improved	30	\$180,374,000	87%	Residential Improved	111	\$633,280,525	82%
Commercial	1	\$915,000	0%	Commercial	3	\$36,323,704	5%
Development				Development	1	\$30,500,000	4%
Vacant Land	5	\$14,295,000	7%	Vacant Land	9	\$18,805,000	2%
Interval Units	20	\$5,144,615	2%	Interval Units	43	\$22,716,115	3%
Employee Units	5	\$1,630,021	1%	Employee Units	49	\$14,535,876	2%
Garage Space				Garage Space			
Mobile Home/Trailer Park	1	\$285,000	0%	Mobile Home/Trailer Park	5	\$2,478,859	0%
Open Space/Easement				Open Space/Easement			
Quit Claim Deeds	1	\$1,500,000	1%	Quit Claim Deeds	1	\$1,500,000	0%
Partial Interest Sales	2	\$1,200,000	1%	Partial Interest Sales	4	\$7,150,000	1%
Hotel Suites				Hotel Suites			
Easements				Easements			
Related Parties	1	\$2,300,000	1%	Related Parties	1	\$2,300,000	0%
HOA Purchase				HOA Purchase			
Historic Building				Historic Building			
Horse Stalls/Cemetery Plots				Horse Stalls			
Low Doc Fee/MultiUnits/NAL				Low Doc Fee/MultiUnits			
Deed In Lieu of Foreclosure				Deed in Lieu of Foreclosure			
Water Rights				Water Rights			
Political/Exempt				Political/Exempt			
Deed Restricted Land/Mining				Deed Restricted Land/Mining			
TOTAL ALL TRANSACTIONS:	66	\$207,643,636	100%	TOTAL ALL TRANSACTIONS:	227	\$769,590,079	100%

Commercial Cost Index

March 2024				YTD: Mar. 2024			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	1	\$915,000	\$915,000	Commercial Improved	3	\$36,323,704	\$12,107,901
Commercial Vacant	0	\$0	\$0	Commercial Vacant	0	\$0	\$0
Development	0	\$0	\$0	Development	1	\$30,500,000	\$30,500,000

2015				2018			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	38	\$236,501,700	\$6,223,729	Commercial Improved	27	\$148,247,601	\$5,490,652
Commercial Vacant	8	\$4,263,500	\$532,938	Commercial Vacant	7	\$11,247,000	\$1,606,714
Development	0	\$0	\$0	Development	2	\$6,309,330	\$3,154,665

2016				2019			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	24	\$130,944,230	\$5,456,010	Commercial Improved	26	\$72,595,154	\$2,792,121
Commercial Vacant	3	\$17,125,000	\$5,708,333	Commercial Vacant	6	\$1,660,000	\$276,667
Development	0	\$0	\$0	Development	0	\$0	\$0

2017				2020			
	# Trans.	Total Volume	Average Price		# Trans.	Total Volume	Average Price
Commercial Improved	37	\$124,638,424	\$3,368,606	Commercial Improved	40	\$289,249,500	\$7,231,238
Commercial Vacant	10	\$2,034,000	\$203,400	Commercial Vacant	9	\$2,563,063	\$284,785
Development	1	\$500,000	\$500,000	Development	1	\$19,000,000	\$19,000,000

Jumbo Residential Sales Index

March 2024		
	# Trans	Gross Volume
417,001 to 650,000	1	\$555,000
650,001 to 999,999	1	\$849,000
Over 1,000,000	27	\$178,775,000
Total:	29	\$180,179,000

YTD: Mar. 2024		
	# Trans	Gross Volume
417,001 to 650,000	3	\$1,475,000
650,001 to 999,999	5	\$4,048,000
Over 1,000,000	98	\$626,487,525
Total:	106	\$632,010,525

2021			
	# Trans.	Total Volume	Average Price
Commercial Improved	51	\$329,736,615	\$6,465,424
Commercial Vacant	11	\$3,970,000	\$360,909
Development	2	\$22,550,000	\$11,275,000

2022			
	# Trans.	Total Volume	Average Price
Commercial Improved	36	\$183,009,785	\$5,083,605
Commercial Vacant	16	\$81,947,059	\$5,121,691
Development	4	\$47,465,209	\$11,866,302

2023			
	# Trans.	Total Volume	Average Price
Commercial Improved	19	\$79,928,455	\$4,206,761
Commercial Vacant	8	\$2,992,450	\$374,056
Development	1	\$24,000,000	\$24,000,000



Market Highlights

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March 2024

Top Priced Improved Residential Sale: Top Priced PSF Improved Residential Sale:

ACCOUNT	R006243
BEDROOM	8
BATH	10.00
YOC	2006
HEATED SQFT	11773
LANDSIZE	15.8800
RECEPTION	700949
PRICE	\$ 33,500,000.00
AREA	Z1
LEGAL	WHITE HORSE SPRINGS Block 2 Lot 10 Sec 27-9-85
PPSF	\$ 2,845.49
DATE	3/5/2024

R022838
3
3.50
2021
1932
701097
\$ 9,750,000.00
Z1
208 E MAIN STREET CONDO RESIDENTIAL UNIT
\$ 5,046.58
3/12/2024





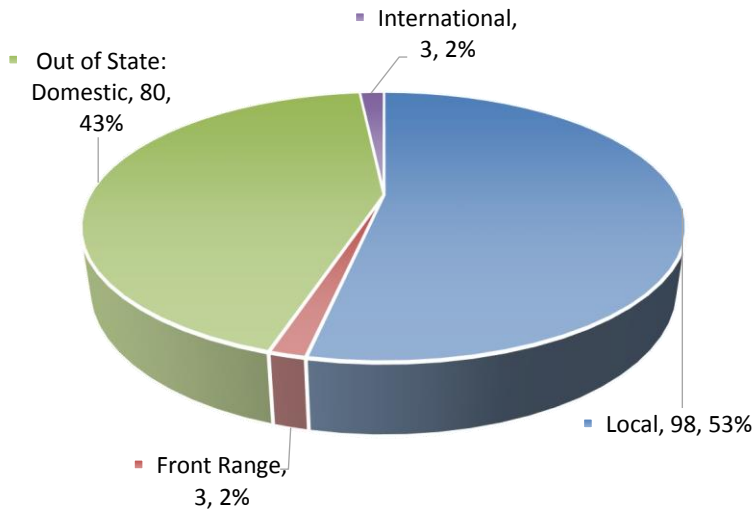
Purchaser Titlement Abstract

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March 2024

YTD: 2024



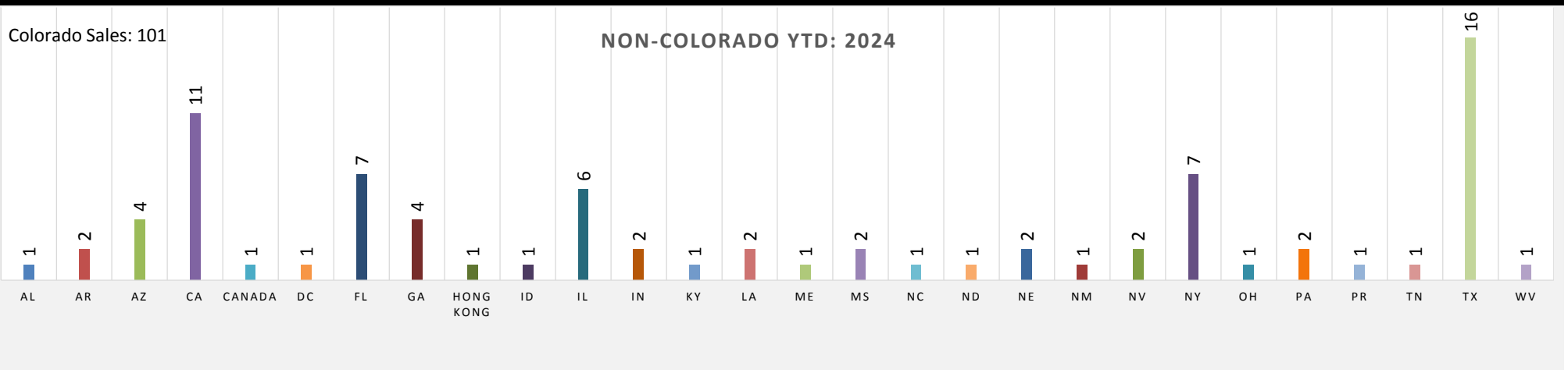
Fee Simple Sales: Mar. 2024

Origin of Buyer	# of Trans.	% Overall
Local	17	37%
Front Range	3	7%
Out of State: Domestic	25	54%
International	1	2%
Total Sales	46	100%

Fee Simple Sales: YTD. 2024

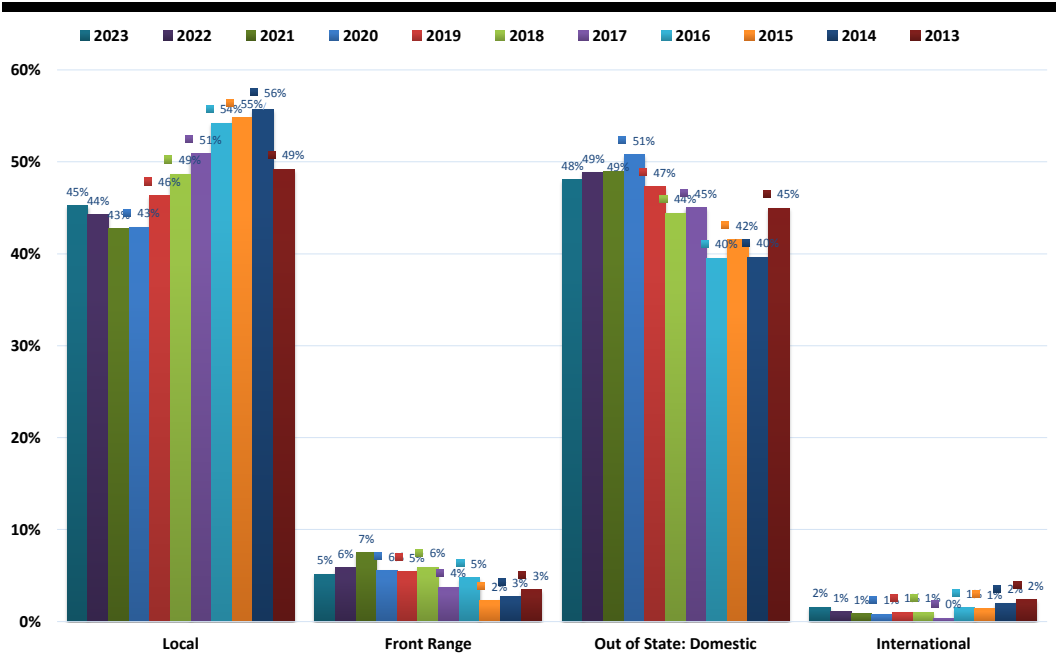
Origin of Buyer	# of Trans.	% Overall
Local	98	53%
Front Range	3	2%
Out of State: Domestic	80	43%
International	3	2%
Total Sales	184	100%

Purchaser Titlement Detail





Purchaser Titlement Abstract History



Fee Simple Sales: 2021			Fee Simple Sales: 2023		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	514	43%	Local	290	45%
Front Range	90	7%	Front Range	33	5%
Out of State: Domestic	589	49%	Out of State: Domestic	308	48%
International	10	1%	International	10	2%
Total Sales	1203	100%	Total Sales	651	100%
Fee Simple Sales: 2020			Fee Simple Sales: 2022		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	441	43%	Local	288	44%
Front Range	57	6%	Front Range	38	6%
Out of State: Domestic	522	51%	Out of State: Domestic	318	49%
International	8	1%	International	7	1%
Total Sales	1028	100%	Total Sales	651	100%
Fee Simple Sales: 2019			Fee Simple Sales: 2016		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	325	46%	Local	329	54%
Front Range	38	5%	Front Range	29	5%
Out of State: Domestic	332	47%	Out of State: Domestic	240	40%
International	7	1%	International	9	1%
Total Sales	702	100%	Total Sales	607	100%
Fee Simple Sales: 2018			Fee Simple Sales: 2015		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	387	49%	Local	433	55%
Front Range	47	6%	Front Range	18	2%
Out of State: Domestic	353	44%	Out of State: Domestic	328	42%
International	8	1%	International	11	1%
Total Sales	795	100%	Total Sales	790	100%
Fee Simple Sales: 2017			Fee Simple Sales: 2014		
Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	410	51%	Local	416	56%
Front Range	30	4%	Front Range	20	3%
Out of State: Domestic	363	45%	Out of State: Domestic	296	40%
International	3	0%	International	15	2%
Total Sales	806	100%	Total Sales	747	100%

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New Unit Sales Detail

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March 2024

Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
3	3.50	2021	1932	\$ 9,750,000.00	208 E MAIN STREET CONDO RESIDENTIAL UNIT	MULTIFAM	\$ 5,046.58	208 E MAIN ST #102
5	7.00	2020	3923	\$ 15,000,000.00	RFC CABINS 52-64 SUBD Lot 64	SINGLEFAM	\$ 3,823.60	64 DAMSELFLY LN

Summary of Improved Residential New Unit Sales:

Average Price:	\$ 12,375,000.00
Average PPSF:	\$ 4,435.09
Median Price:	N/A
# Transactions:	2
Gross Volume:	\$ 24,750,000.00





Gross Historic Market Volume including Interval Sales

Month to Month Comparison by Dollar Volume

Month	2015	% Change vs. Previous Year-to-Date	2016	% Change vs. Previous Year-to-Date	2017	% Change vs. Previous Year-to-Date	2018	% Change vs. Previous Year-to-Date	2019	% Change vs. Previous Year-to-Date	2020	% Change vs. Previous Year-to-Date	2021	% Change vs. Previous Year-to-Date	2022	% Change vs. Previous Year-to-Date	2023	% Change vs. Previous Year-to-Date	2024	% Change vs. Previous Year-to-Date
January	\$188,017,079	334.44%	\$83,554,040	-55.56%	\$111,226,927	33.12%	\$139,463,908	25.39%	\$168,728,904	20.98%	\$216,233,331	28.15%	\$286,167,850	32.34%	\$287,379,140	0.42%	\$173,402,486	-39.66%	\$248,765,245	43.46%
February	\$176,782,289	71.55%	\$87,217,640	-50.66%	\$82,384,452	-5.54%	\$152,641,425	85.28%	\$123,173,532	-19.31%	\$104,150,704	-15.44%	\$172,608,987	65.73%	\$290,698,294	68.41%	\$116,699,389	-59.86%	\$313,181,198	168.37%
March	\$128,933,964	24.10%	\$89,243,201	-30.78%	\$131,169,615	46.98%	\$135,078,167	2.98%	\$134,280,955	-0.59%	\$193,188,295	43.87%	\$329,691,690	70.66%	\$376,809,741	14.29%	\$225,679,180	-40.11%	\$207,643,636	-7.99%
April	\$207,934,609	15.37%	\$120,637,663	-41.98%	\$197,687,039	63.87%	\$140,483,541	-28.94%	\$159,030,041	13.20%	\$108,057,678	-32.05%	\$376,543,563	248.47%	\$367,906,040	-2.29%	\$361,727,965	-1.68%		-100.00%
May	\$153,573,458	-20.38%	\$79,630,803	-48.15%	\$177,810,699	123.29%	\$180,937,225	1.76%	\$218,168,727	20.58%	\$33,459,117	-84.66%	\$362,539,259	983.53%	\$437,674,255	20.72%	\$330,022,413	-24.60%		-100.00%
June	\$104,839,543	32.39%	\$101,561,064	-3.13%	\$217,538,834	114.20%	\$184,293,651	-15.28%	\$123,994,449	-32.72%	\$111,165,801	-10.35%	\$490,839,919	341.54%	\$364,835,871	-25.67%	\$151,226,831	-58.55%		-100.00%
July	\$170,100,641	90.55%	\$91,268,421	-46.34%	\$131,022,092	43.56%	\$94,075,971	-28.20%	\$90,558,726	-3.74%	\$302,736,676	234.30%	\$293,873,644	-2.93%	\$100,794,758	-65.70%	\$111,048,361	10.17%		-100.00%
August	\$153,712,745	22.70%	\$135,841,610	-11.63%	\$234,646,952	72.74%	\$100,482,306	-57.18%	\$162,392,207	61.61%	\$624,011,652	284.26%	\$364,998,231	-41.51%	\$276,399,583	-24.27%	\$402,401,016	45.59%		-100.00%
September	\$270,699,090	31.58%	\$155,443,182	-42.58%	\$209,468,535	34.76%	\$206,787,945	-1.28%	\$151,182,544	-26.89%	\$810,854,844	436.34%	\$416,700,156	-48.61%	\$189,284,038	-54.58%	\$478,904,856	153.01%		-100.00%
October	\$172,425,360	3.63%	\$127,590,824	-26.00%	\$197,391,614	54.71%	\$227,465,446	15.24%	\$209,491,978	-7.90%	\$608,120,580	190.28%	\$457,617,405	-24.75%	\$353,914,075	-22.66%	\$409,415,085	15.68%		-100.00%
November	\$135,847,413	-9.80%	\$148,498,429	9.31%	\$153,261,644	3.21%	\$142,415,276	-7.08%	\$116,484,774	-18.21%	\$420,355,572	260.87%	\$497,939,953	18.46%	\$278,476,882	-44.07%	\$121,080,160	-56.52%		-100.00%
December	\$195,238,106	34.48%	\$226,948,067	16.24%	\$139,351,979	-38.60%	\$158,559,347	13.78%	\$194,241,677	22.50%	\$642,342,408	230.69%	\$595,109,500	-7.35%	\$177,516,365	-70.17%	\$200,534,741	12.97%		-100.00%
Annual Total	#####	29.85%	\$1,447,434,944	-29.67%	\$1,982,960,382	37.00%	\$1,862,684,208	-6.07%	\$1,851,728,514	-0.59%	\$4,174,676,658	125.45%	\$4,644,630,157	11.26%	\$3,501,689,042	-24.61%	\$3,082,142,483	-11.98%	\$769,590,079	-75.03%

Month to Month Comparison by Number of Transactions

Month	2015	% Change vs. Previous Year-to-Date	2016	% Change vs. Previous Year-to-Date	2017	% Change vs. Previous Year-to-Date	2018	% Change vs. Previous Year-to-Date	2019	% Change vs. Previous Year-to-Date	2020	% Change vs. Previous Year-to-Date	2021	% Change vs. Previous Year-to-Date	2022	% Change vs. Previous Year-to-Date	2023	% Change vs. Previous Year-to-Date	2024	% Change vs. Previous Year-to-Date
January	78	-39.06%	45	-42.31%	68	51.11%	60	-11.76%	67	11.67%	79	17.91%	95	20.25%	79	-16.84%	53	-32.91%	85	60.38%
February	65	-22.62%	49	-24.62%	59	20.41%	70	18.64%	48	-31.43%	51	6.25%	74	45.10%	80	8.11%	49	-38.75%	76	55.10%
March	122	23.23%	63	-48.36%	74	17.46%	83	12.16%	78	-6.02%	63	-19.23%	138	119.05%	85	-38.41%	70	-17.65%	66	-5.71%
April	135	-15.63%	68	-49.63%	87	27.94%	81	-6.90%	74	-8.64%	45	-39.19%	167	271.11%	102	-38.92%	109	6.86%		-100.00%
May	90	-41.56%	58	-35.56%	95	63.79%	73	-23.16%	95	30.14%	32	-66.32%	127	296.88%	99	-22.05%	62	-37.37%		-100.00%
June	84	9.09%	55	-34.52%	92	67.27%	78	-15.22%	67	-14.10%	56	-16.42%	124	121.43%	81	-34.68%	60	-25.93%		-100.00%
July	83	38.33%	62	-25.30%	61	-1.61%	59	-3.28%	59	0.00%	102	72.88%	115	12.75%	43	-62.61%	55	27.91%		-100.00%
August	76	-44.53%	93	22.37%	101	8.60%	81	-19.80%	112	38.27%	167	49.11%	149	-10.78%	86	-42.28%	97	12.79%		-100.00%
September	116	-56.72%	96	-17.24%	117	21.88%	95	-18.80%	68	-28.42%	206	202.94%	138	-33.01%	68	-50.72%	91	33.82%		-100.00%
October	92	-56.60%	86	-6.52%	90	4.65%	109	21.11%	92	-15.60%	177	92.39%	161	-9.04%	74	-54.04%	73	-1.35%		-100.00%
November	71	-8.97%	77	8.45%	77	0.00%	87	12.99%	67	-22.99%	136	102.99%	139	2.21%	57	-58.99%	52	-8.77%		-100.00%
December	80	-31.62%	78	-2.50%	74	-5.13%	88	18.92%	76	-13.64%	124	63.16%	114	-8.06%	53	-53.51%	90	69.81%		-100.00%
Annual Total	1,092	-30.62%	830	-23.99%	995	19.88%	964	-3.12%	903	-6.33%	1,238	37.10%	1,541	24.47%	907	-41.14%	861	-5.07%	227	-73.64%

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Lender Analysis: Gross Volume

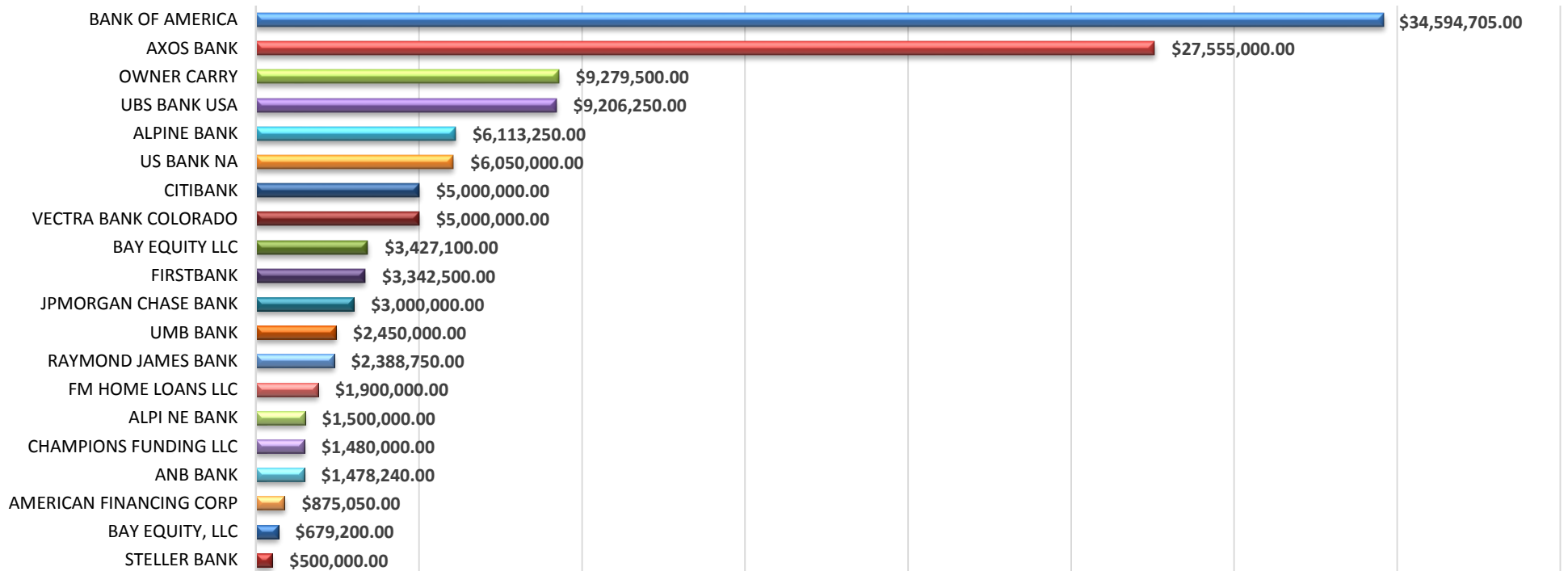
TOP 20 LENDERS FOR MARCH 2024

Loan Breakdown: 18 Loans related to Sales: 27% of the Sales Transactions.

There were 39 Refinance/Equity Loans

The Remainder of Sales: 73% of Real Estate closings were Cash Transactions at the time of closing.

Total Loans: 57



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Lender Analysis: Number of Loans

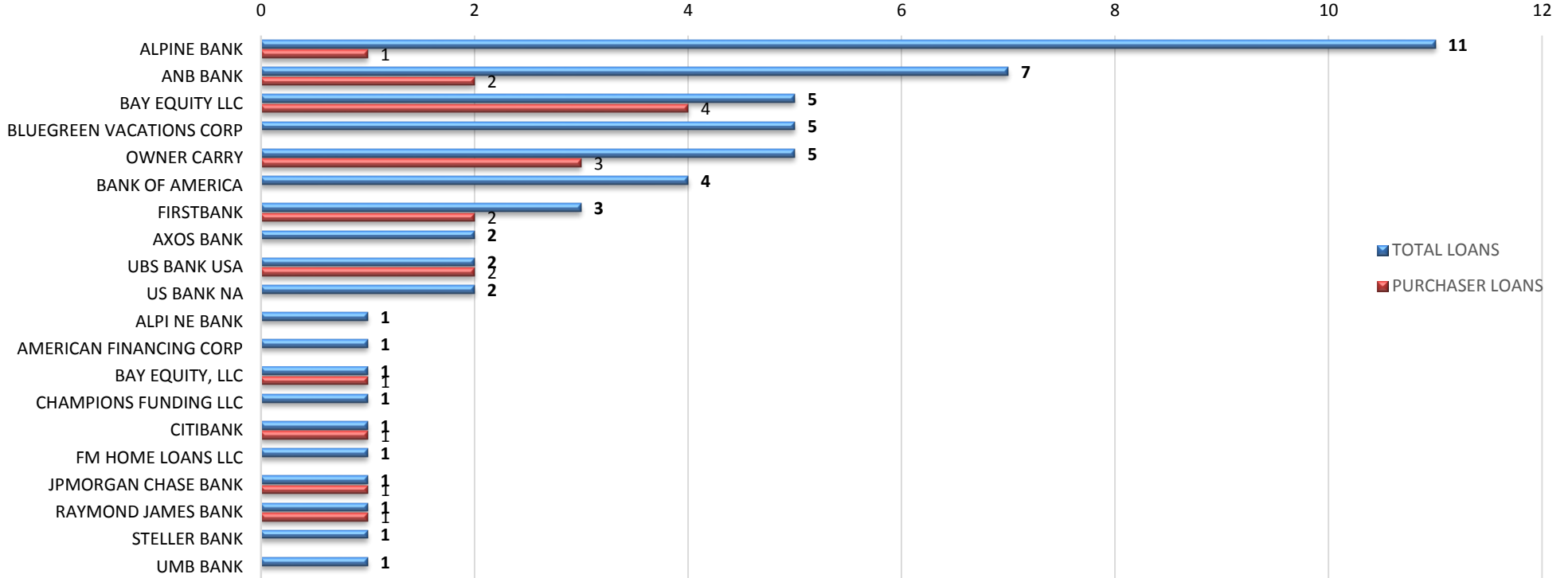
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