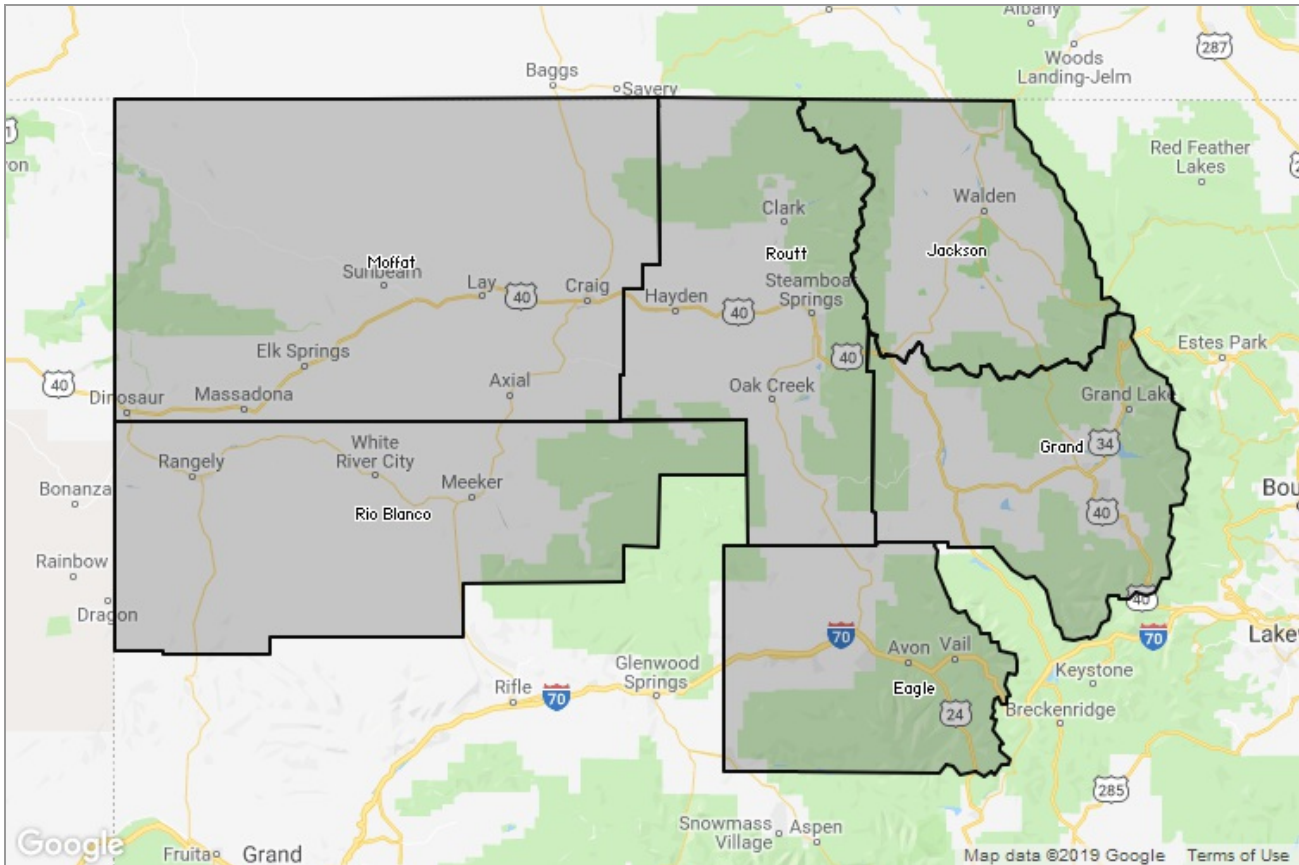




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
1/2018 – 1/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 02/04/2019

**Scheduled:** Yes

Presented by

**Steamboat Springs Board of  
REALTORS®**

Colorado Real Estate License: 40043155

(970) 879-4663

Other: <http://www.ssbr.org/>

625 S. Lincoln, #202  
P. O. Box 775103  
Steamboat Springs, CO 80477

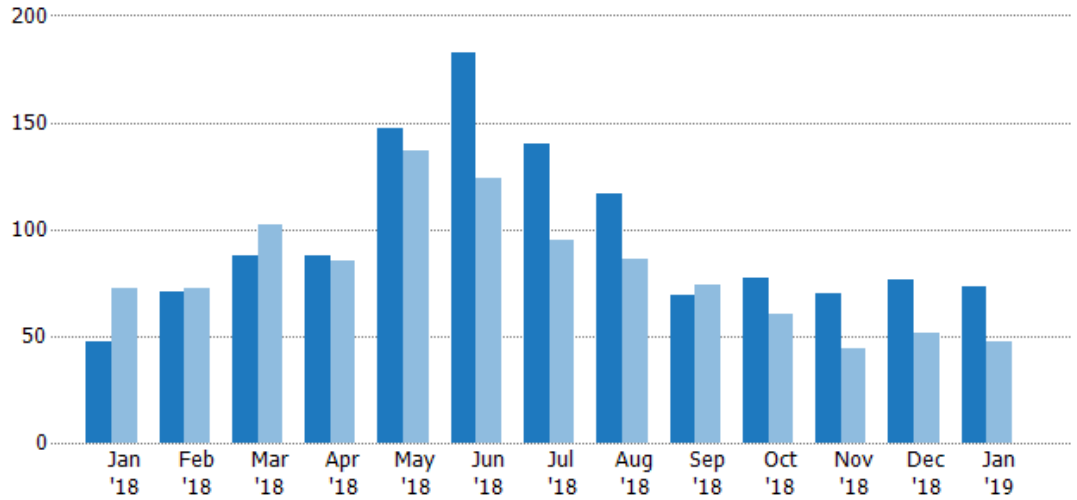
## New Listings

The number of new residential listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '19	73	55.3%
Jan '18	47	-34.7%
Jan '17	72	-15.3%



Current Year	47	71	88	88	147	183	140	117	69	77	70	76	73
Prior Year	72	72	102	85	137	124	95	86	74	60	44	51	47
Percent Change from Prior Year	-35%	-1%	-14%	4%	7%	48%	47%	36%	-7%	28%	59%	49%	55%

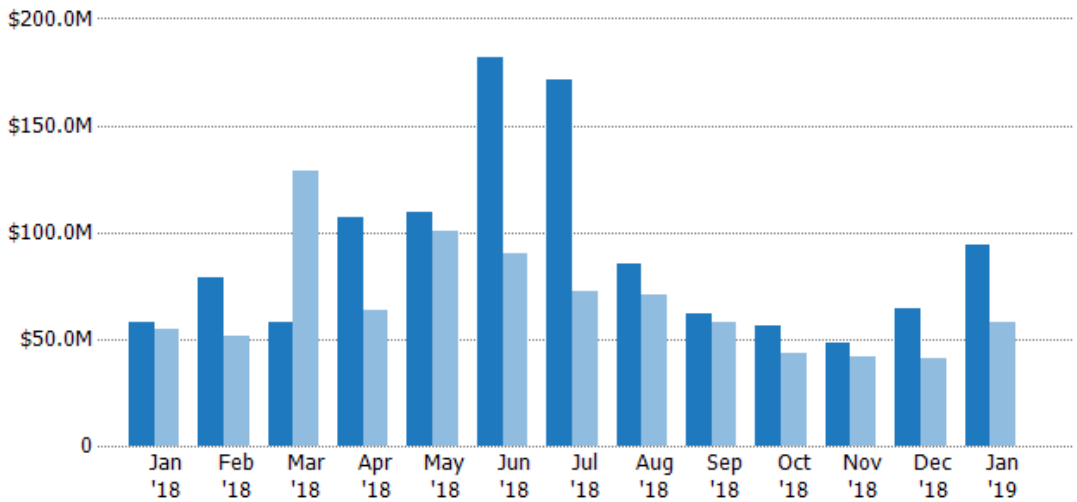
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '19	\$93.9M	61.4%
Jan '18	\$58.2M	6.2%
Jan '17	\$54.8M	-38.2%



Current Year	\$58.2M	\$78.6M	\$58M	\$107M	\$110M	\$182M	\$171M	\$85.3M	\$61.9M	\$56.2M	\$47.9M	\$64.1M	\$93.9M
Prior Year	\$54.8M	\$51.2M	\$128M	\$63.1M	\$101M	\$89.9M	\$72M	\$70.4M	\$57.7M	\$43.7M	\$41.4M	\$41.3M	\$58.2M
Percent Change from Prior Year	6%	54%	-55%	69%	9%	103%	138%	21%	7%	29%	16%	55%	61%

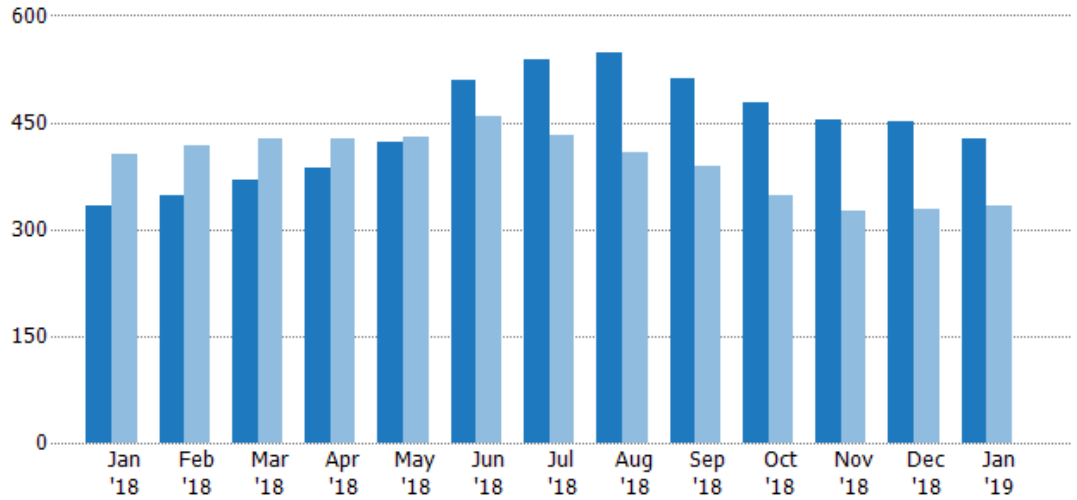
## Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '19	426	27.5%
Jan '18	334	-17.5%
Jan '17	405	-2.5%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	334	348	369	386	423	509	539	549	511	479	454	452	426
Prior Year	405	418	428	427	429	458	432	407	388	347	326	328	334
Percent Change from Prior Year	-18%	-17%	-14%	-10%	-1%	11%	25%	35%	32%	38%	39%	38%	28%

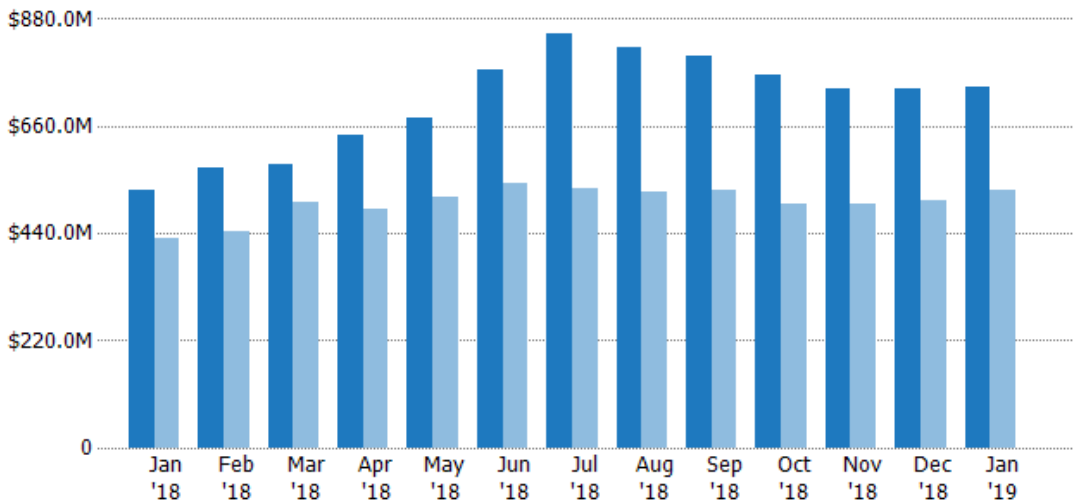
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '19	\$742M	40.7%
Jan '18	\$527M	22.5%
Jan '17	\$430M	-28%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$527M	\$576M	\$581M	\$642M	\$675M	\$776M	\$849M	\$823M	\$804M	\$764M	\$739M	\$738M	\$742M
Prior Year	\$430M	\$445M	\$503M	\$491M	\$514M	\$544M	\$532M	\$523M	\$529M	\$499M	\$501M	\$508M	\$527M
Percent Change from Prior Year	23%	29%	15%	31%	31%	43%	60%	57%	52%	53%	47%	45%	41%

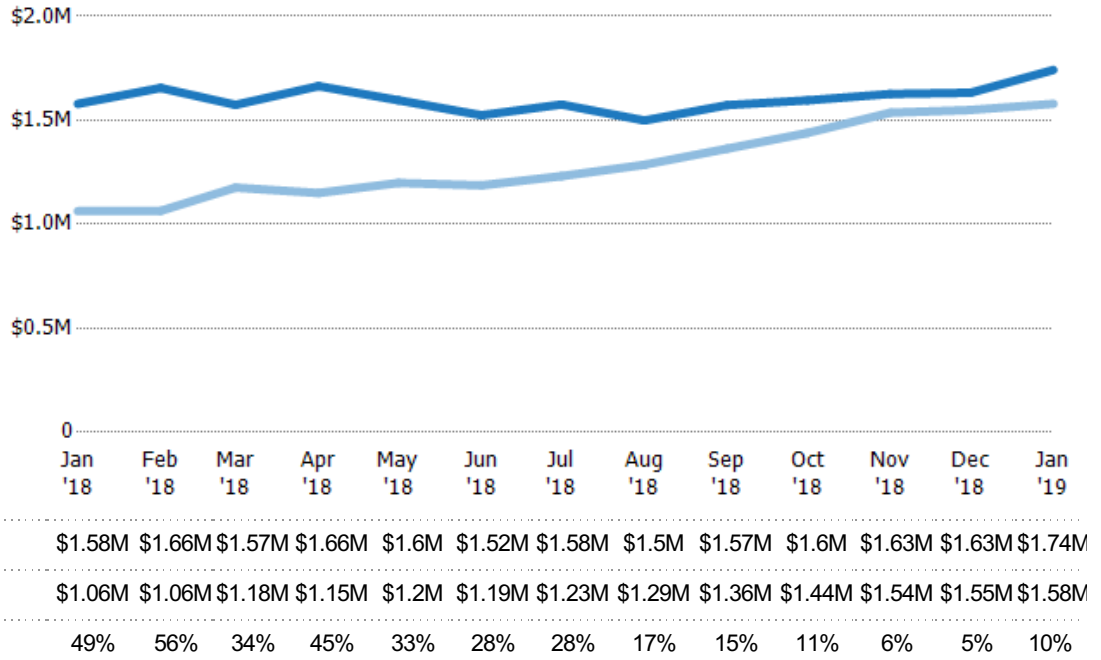
## Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Jan '19	\$1.74M	10.3%
Jan '18	\$1.58M	48.6%
Jan '17	\$1.06M	-26.2%



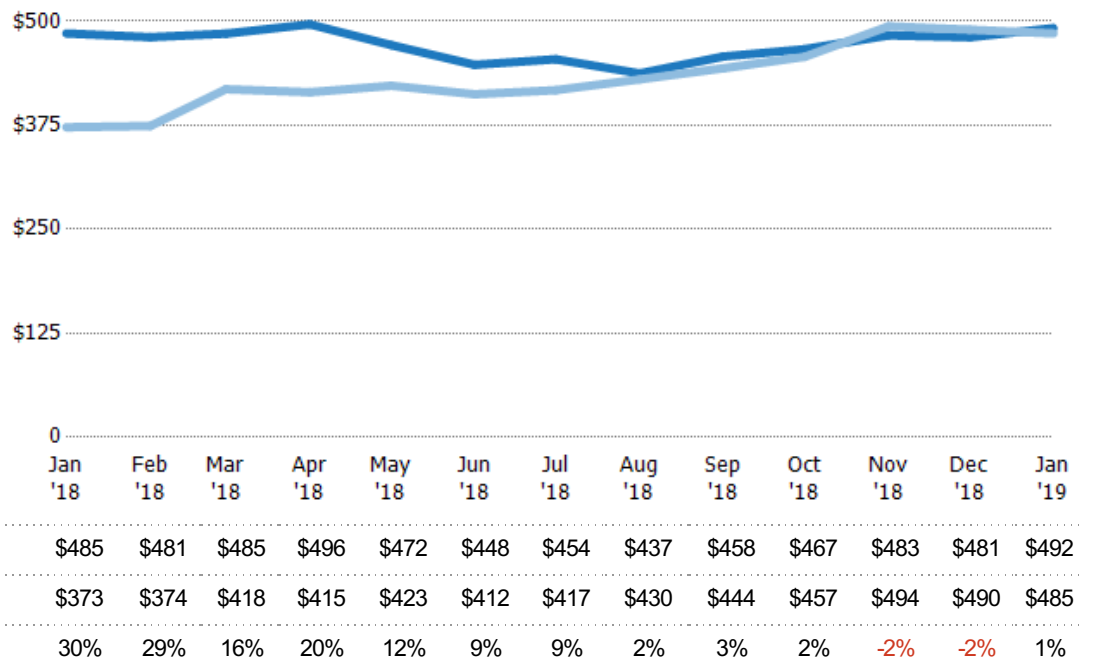
## Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price/sq ft	% Chg.
Jan '19	\$492	1.3%
Jan '18	\$485	30.2%
Jan '17	\$373	-11.1%

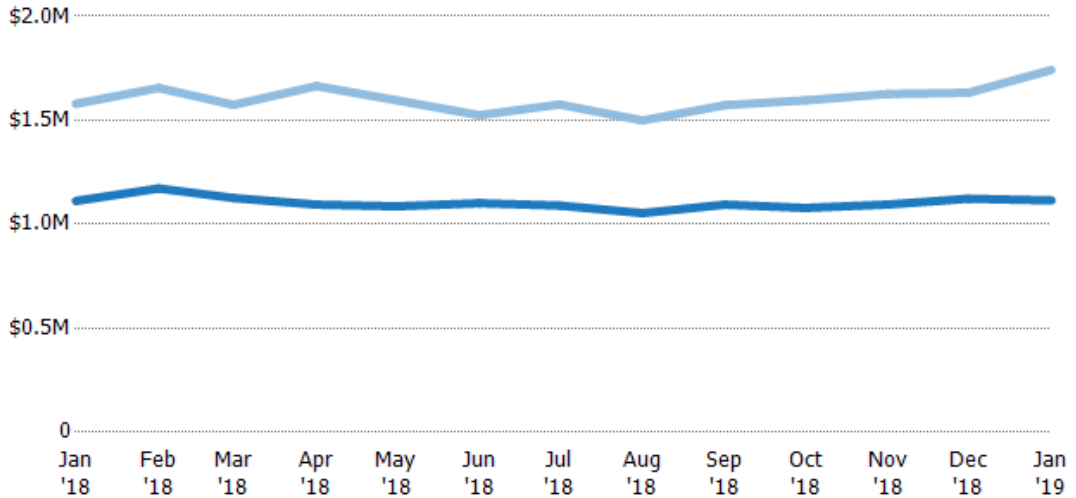


## Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 6 Selected



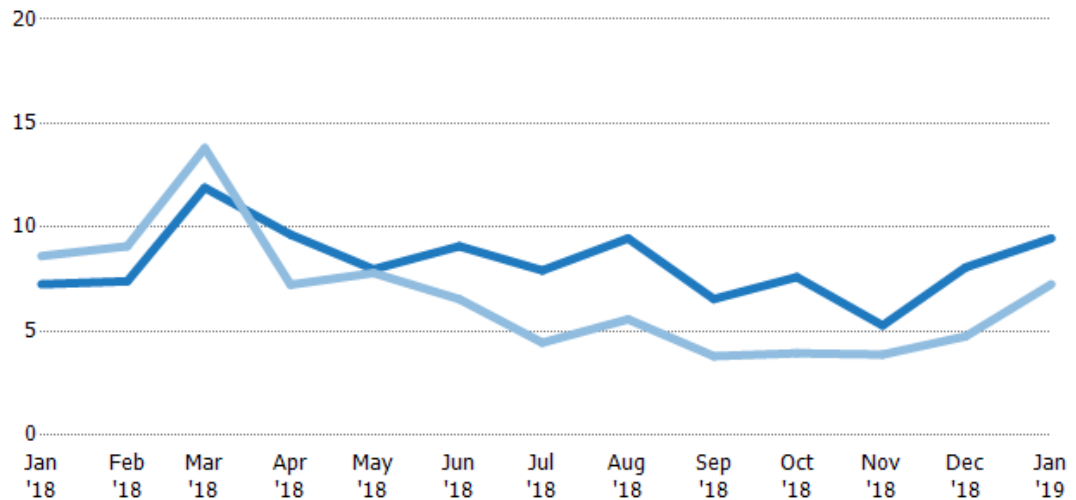
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$1.11M	\$1.17M	\$1.13M	\$1.09M	\$1.09M	\$1.1M	\$1.09M	\$1.05M	\$1.09M	\$1.08M	\$1.1M	\$1.12M	\$1.11M
Avg Listing Price	\$1.58M	\$1.66M	\$1.57M	\$1.66M	\$1.6M	\$1.52M	\$1.58M	\$1.5M	\$1.57M	\$1.6M	\$1.63M	\$1.63M	\$1.74M
Avg Listing Price as a % of Avg Est Value	142%	141%	140%	152%	147%	138%	145%	142%	144%	148%	149%	145%	156%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 6 Selected



Month/Year	Months	% Chg.
Jan '19	9.47	30.4%
Jan '18	7.26	-15.7%
Jan '17	8.62	6.6%

	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	7.26	7.4	11.9	9.65	7.98	9.09	7.93	9.47	6.55	7.6	5.28	8.07	9.47
Prior Year	8.62	9.09	13.8	7.24	7.8	6.54	4.45	5.58	3.8	3.94	3.88	4.75	7.26
Percent Change from Prior Year	-16%	-19%	-14%	33%	2%	39%	78%	70%	72%	93%	36%	70%	30%

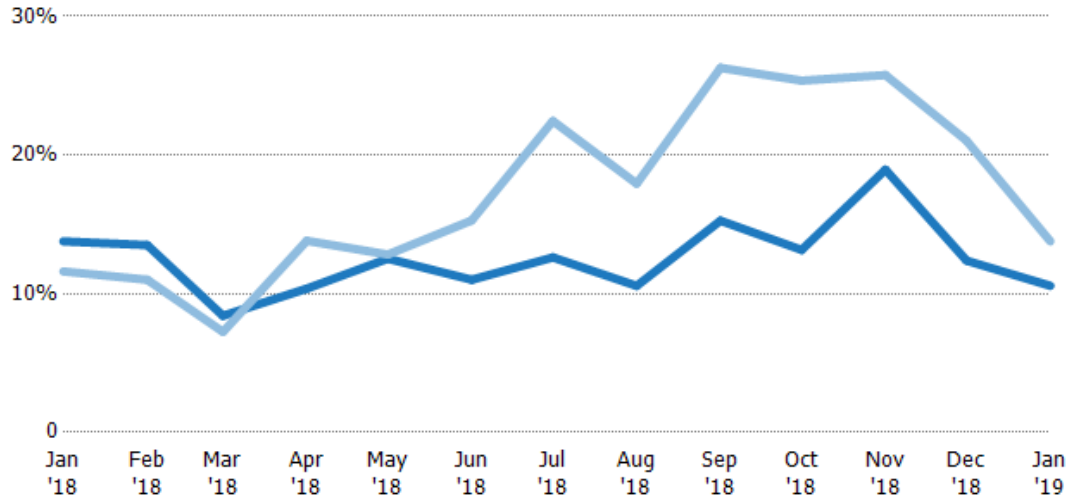
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jan '19	11%	3.2%
Jan '18	14%	-2.2%
Jan '17	12%	-6.2%

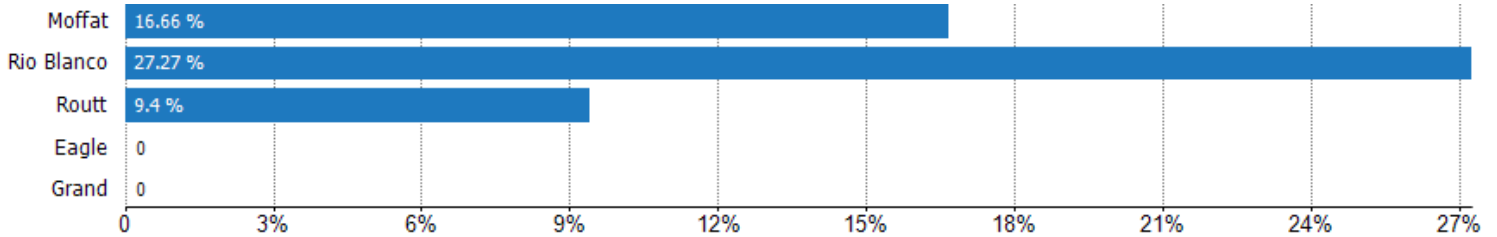


	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	14%	14%	8%	10%	13%	11%	13%	11%	15%	13%	19%	12%	11%
Prior Year	12%	11%	7%	14%	13%	15%	22%	18%	26%	25%	26%	21%	14%
Change from Prior Year	-2%	-3%	-1%	3%	0%	4%	10%	7%	11%	12%	7%	9%	3%

## Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 6 Selected



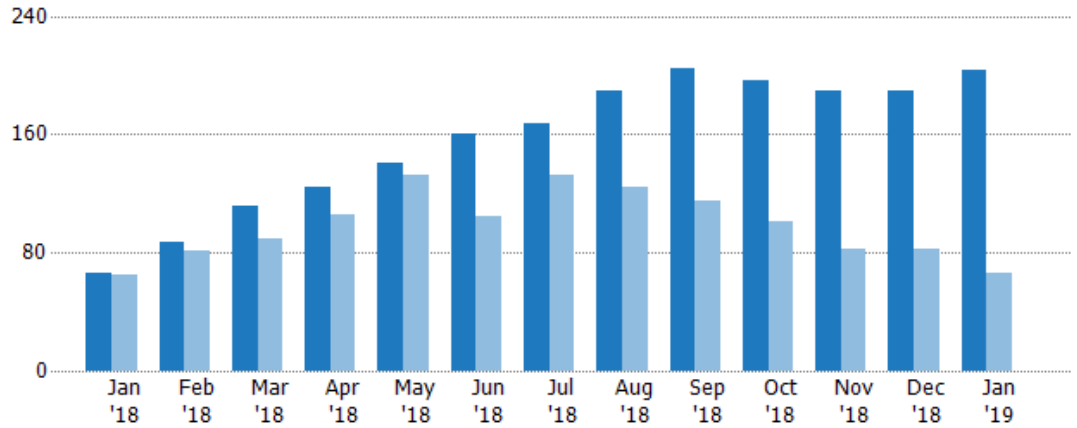
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '19	204	209.1%
Jan '18	66	1.5%
Jan '17	65	-27.7%



Current Year	66	87	111	124	141	160	167	189	205	197	190	189	204
Prior Year	65	81	89	106	133	104	133	124	115	101	83	83	66
Percent Change from Prior Year	2%	7%	25%	17%	6%	54%	26%	52%	78%	95%	129%	128%	209%

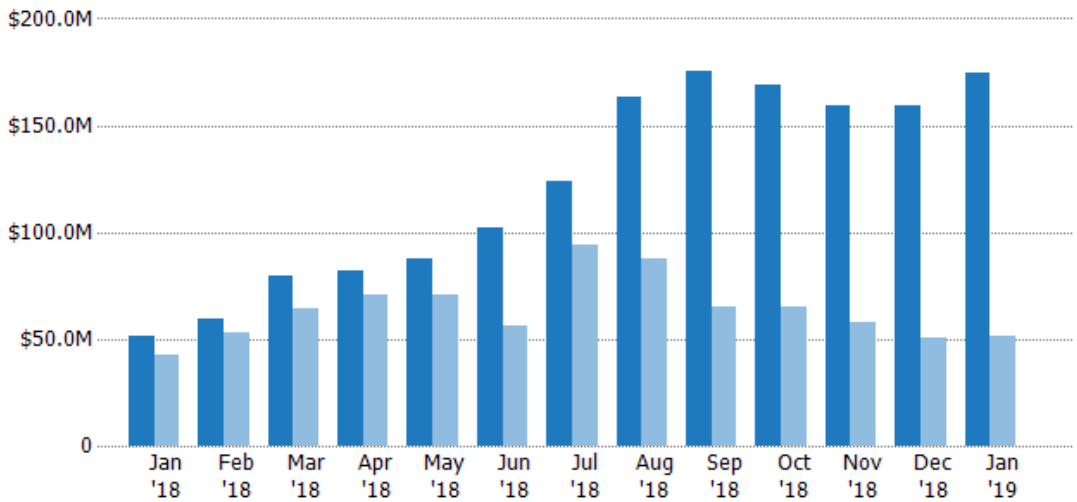
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '19	\$174M	237.3%
Jan '18	\$51.6M	20.4%
Jan '17	\$42.9M	-24.8%



Current Year	\$51.6M	\$59.8M	\$79.6M	\$82.2M	\$87.8M	\$102M	\$124M	\$164M	\$175M	\$169M	\$160M	\$159M	\$174M
Prior Year	\$42.9M	\$52.9M	\$64.6M	\$70.9M	\$71.1M	\$56.3M	\$93.9M	\$87.3M	\$65.5M	\$65M	\$58M	\$50.4M	\$51.6M
Percent Change from Prior Year	20%	13%	23%	16%	24%	81%	32%	87%	168%	160%	175%	215%	237%

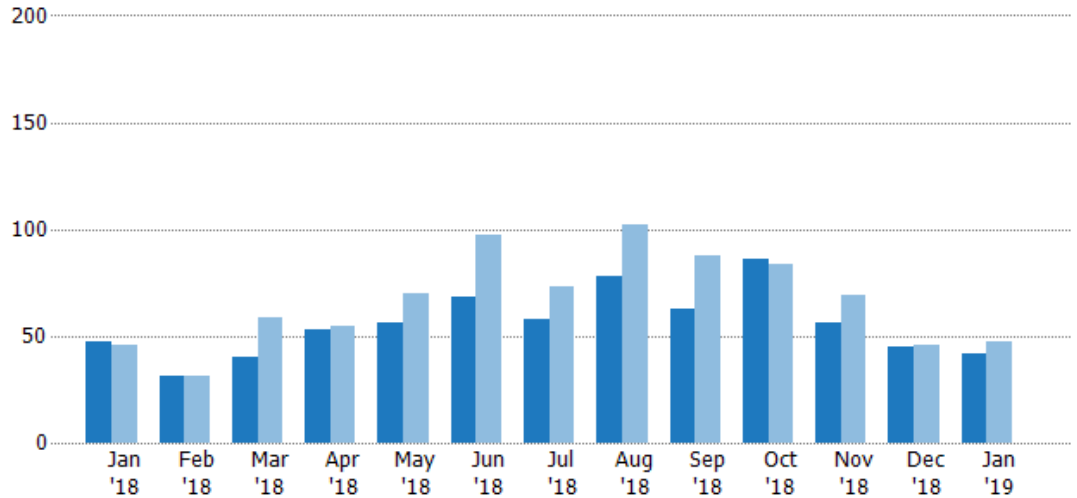
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '19	42	-10.6%
Jan '18	47	2.2%
Jan '17	46	-32.6%



	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	47	31	40	53	56	68	58	78	63	86	56	45	42
Prior Year	46	31	59	55	70	97	73	102	88	84	69	46	47
Percent Change from Prior Year	2%	0%	-32%	-4%	-20%	-30%	-21%	-24%	-28%	2%	-19%	-2%	-11%

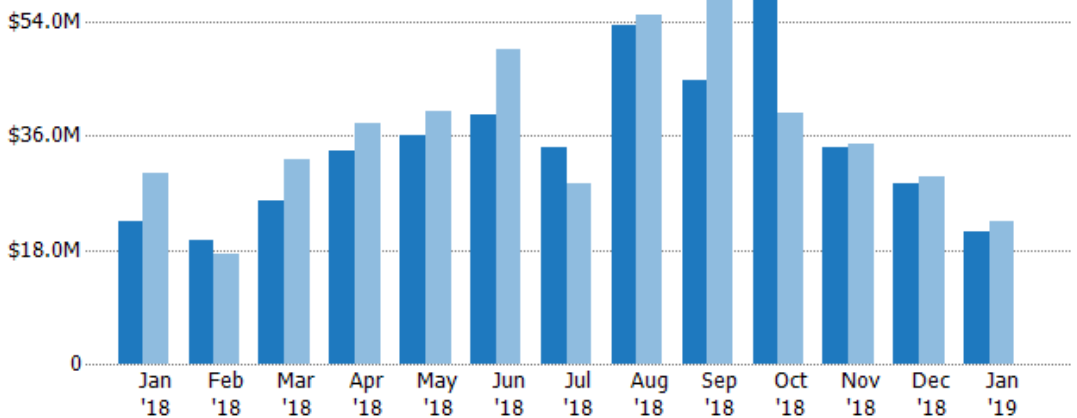
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '19	\$21M	-7.3%
Jan '18	\$22.6M	-24.8%
Jan '17	\$30.1M	-50.6%



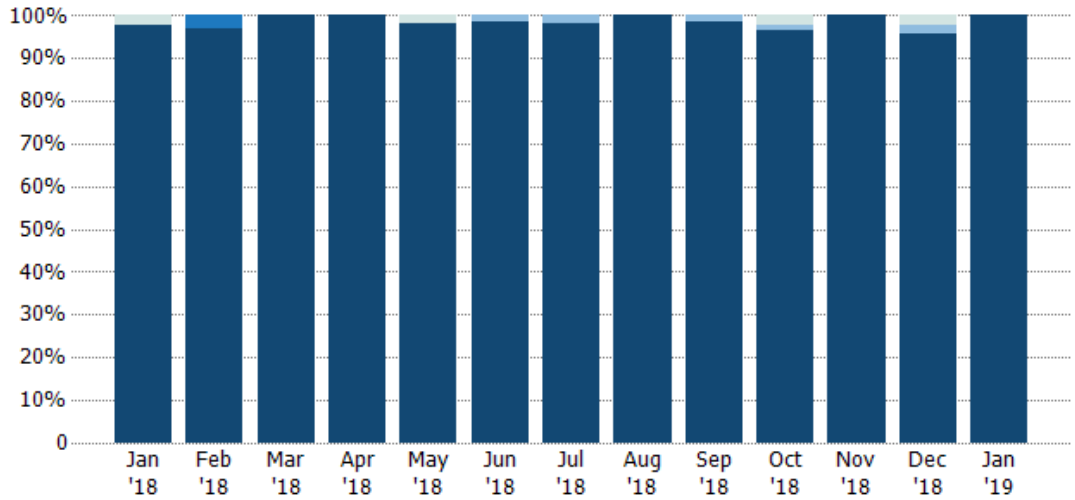
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Current Year	\$22.6M	\$19.5M	\$25.9M	\$33.5M	\$36.2M	\$39.3M	\$34.2M	\$53.6M	\$44.7M	\$66.8M	\$34.3M	\$28.3M	\$21M
Prior Year	\$30.1M	\$17.3M	\$32.2M	\$38M	\$39.9M	\$49.6M	\$28.6M	\$55.1M	\$60.7M	\$39.5M	\$34.8M	\$29.7M	\$22.6M
Percent Change from Prior Year	-25%	13%	-20%	-12%	-9%	-21%	20%	-3%	-26%	69%	-1%	-4%	-7%



### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used  
County: 6 Selected

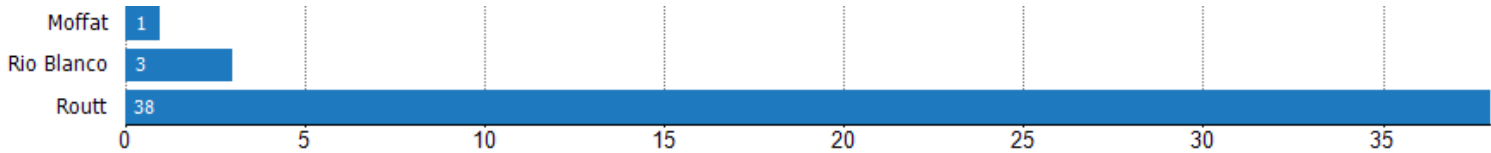


Other	2%	-	-	-	2%	-	-	-	-	2%	-	2%	-
Farm/Ranch	-	-	-	-	-	1%	2%	-	2%	1%	-	2%	-
Condo/Townhouse	-	3%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	98%	97%	100%	100%	98%	99%	98%	100%	98%	97%	100%	96%	100%

### Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: 6 Selected

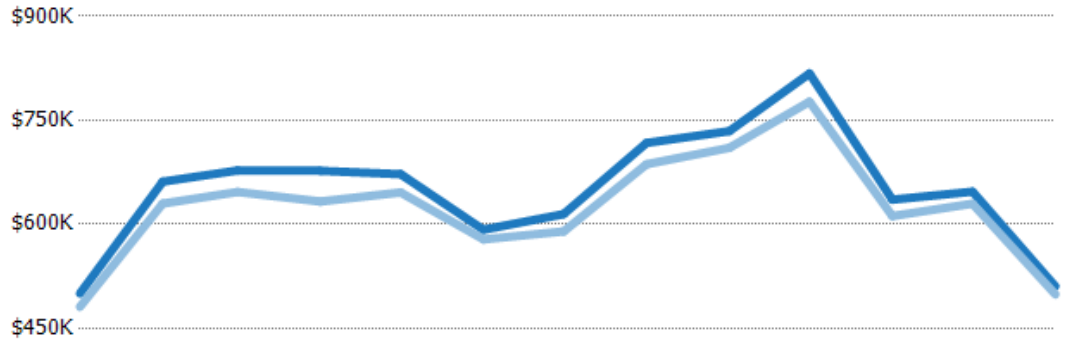


## Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used

County: 6 Selected



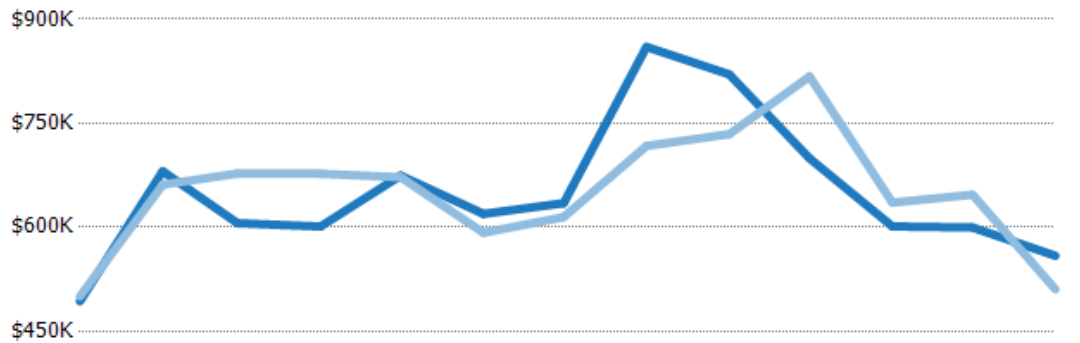
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg List Price	\$500K	\$661K	\$678K	\$677K	\$672K	\$592K	\$615K	\$717K	\$734K	\$817K	\$636K	\$647K	\$511K
Avg Sales Price	\$481K	\$630K	\$647K	\$633K	\$646K	\$578K	\$590K	\$687K	\$710K	\$777K	\$612K	\$630K	\$499K
Avg Sales Price as a % of Avg List Price	96%	95%	95%	93%	96%	98%	96%	96%	97%	95%	96%	97%	98%

## Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

County: 6 Selected



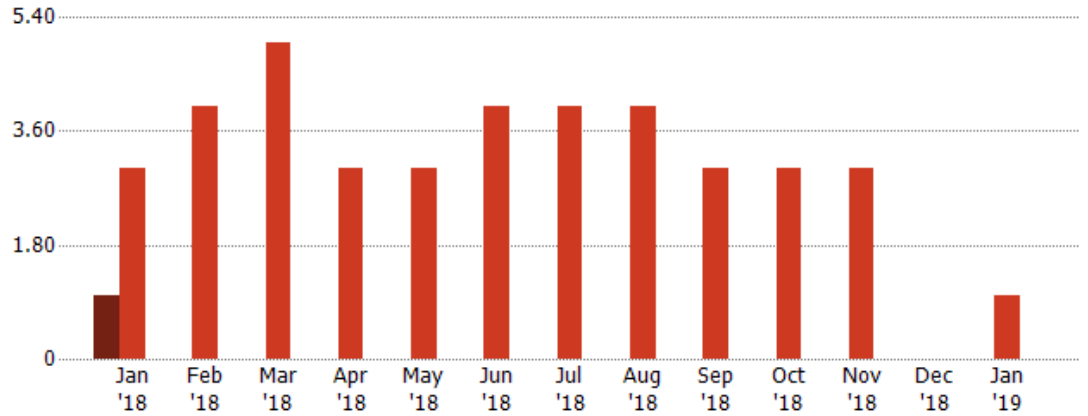
	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19
Avg Est Value	\$493K	\$681K	\$606K	\$601K	\$675K	\$619K	\$635K	\$860K	\$820K	\$699K	\$601K	\$600K	\$559K
Avg Sales Price	\$500K	\$661K	\$678K	\$677K	\$672K	\$592K	\$615K	\$717K	\$734K	\$817K	\$636K	\$647K	\$511K
Avg Sales Price as a % of Avg Est Value	101%	97%	112%	113%	100%	96%	97%	83%	90%	117%	106%	108%	91%

## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: 6 Selected



Current Year	1	-	-	-	-	-	-	-	-	-	-	-	-
Prior Year	3	4	5	3	3	4	4	4	3	3	3	-	1
Percent Change from Prior Year	-67%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-100%	-	-100%

## Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

### Report Details

**Report Name:** Monthly Market Data Report

**Run Date:** 02/04/2019

**Scheduled:** Yes

**Report Date Range:** From 1/2018 To: 1/2019

### Information Included

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet        | <input checked="" type="checkbox"/> Averages         |
| <input type="checkbox"/> Include Key Metric Summary            | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians                     |

### MLS Filter

MLS: All

### Listing Filters

Property Types: All

Sales Types: All

Price Range: None

### Location Filters

State: All

<b>County:</b>	Eagle County, Colorado	Grand County, Colorado	Jackson County, Colorado
	Moffat County, Colorado	Rio Blanco County, Colorado	Routt County, Colorado

ZIP Code: All

### Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

### Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

### Distressed Charts

- Distressed Listings
- Distressed Sales

### Data Tables Using 1/2019 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area