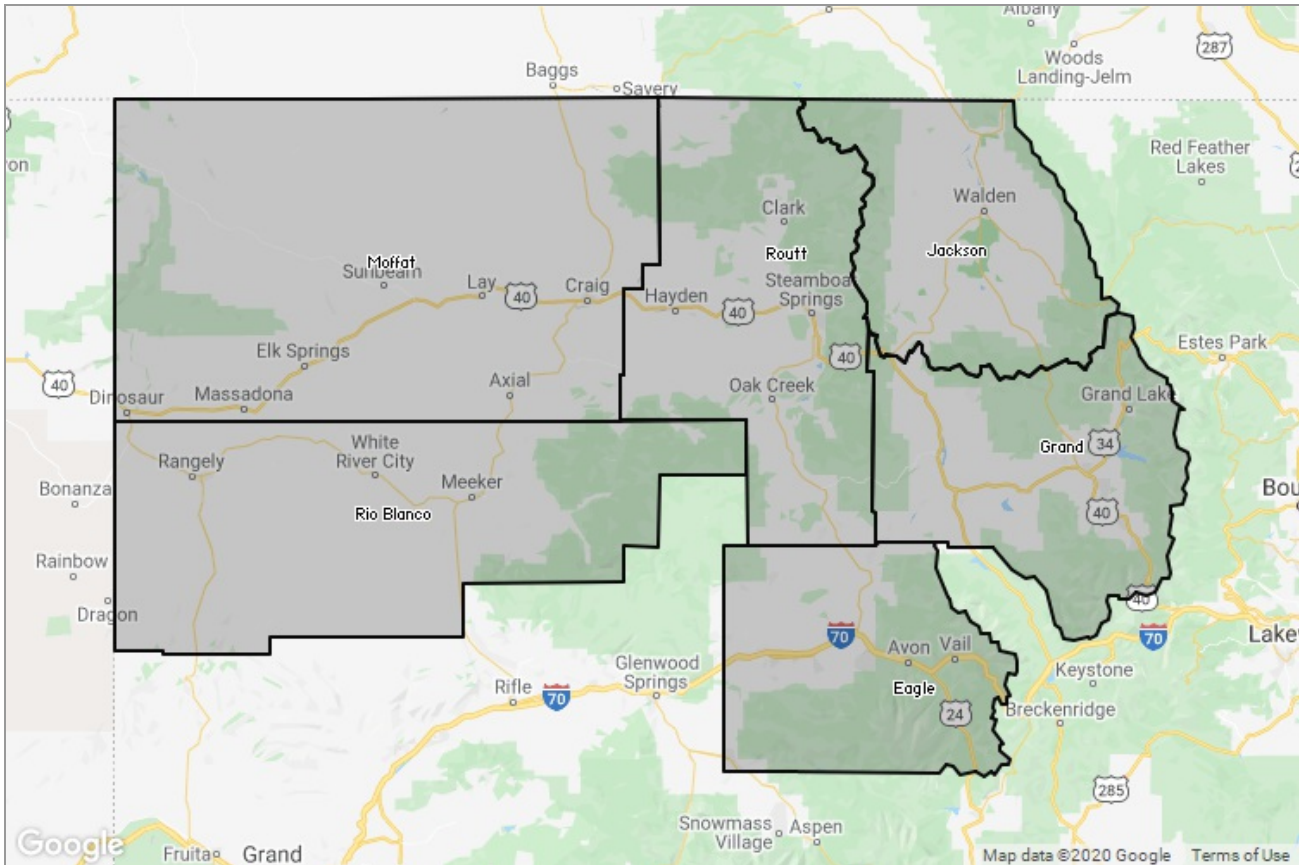




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
1/2019 – 1/2020

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 02/04/2020

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

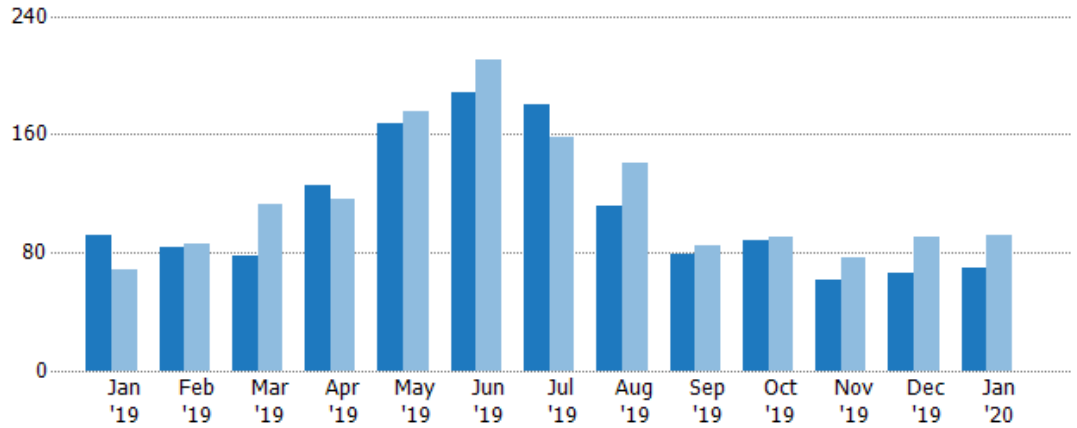
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '20	70	-23.9%
Jan '19	92	33.3%
Jan '18	69	53.6%



Current Year	92	84	78	126	167	188	180	112	79	88	62	66	70
Prior Year	69	86	113	116	176	210	158	141	85	90	77	90	92
Percent Change from Prior Year	33%	-2%	-31%	9%	-5%	-10%	14%	-21%	-7%	-2%	-19%	-27%	-24%

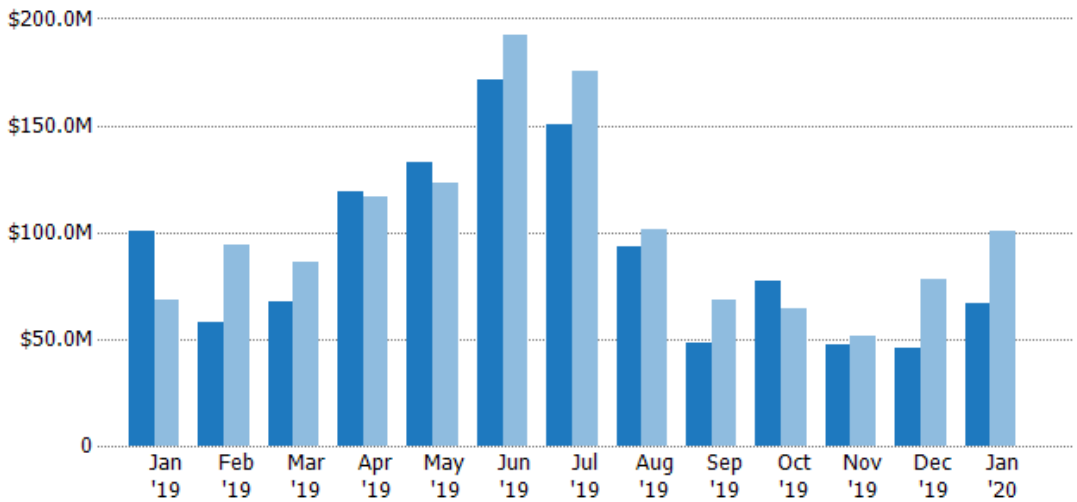
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '20	\$66.4M	-33.8%
Jan '19	\$100M	47.8%
Jan '18	\$67.9M	22.8%



Current Year	\$100M	\$58.2M	\$67.7M	\$119M	\$132M	\$171M	\$150M	\$93.2M	\$48M	\$77.1M	\$47.6M	\$45.9M	\$66.4M
Prior Year	\$67.9M	\$94M	\$86M	\$116M	\$123M	\$192M	\$175M	\$101M	\$68M	\$64.1M	\$51.2M	\$77.8M	\$100M
Percent Change from Prior Year	48%	-38%	-21%	2%	8%	-11%	-14%	-8%	-29%	20%	-7%	-41%	-34%

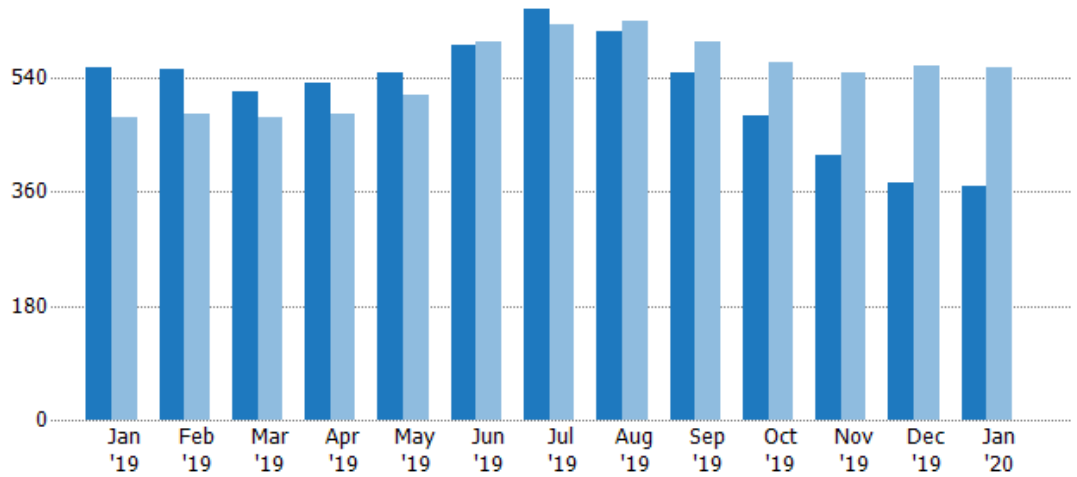
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '20	369	-33.5%
Jan '19	555	16.4%
Jan '18	477	37.5%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	555	554	519	533	547	592	649	612	547	480	419	374	369
Prior Year	477	483	477	482	514	598	624	630	596	563	547	558	555
Percent Change from Prior Year	16%	15%	9%	11%	6%	-1%	4%	-3%	-8%	-15%	-23%	-33%	-34%

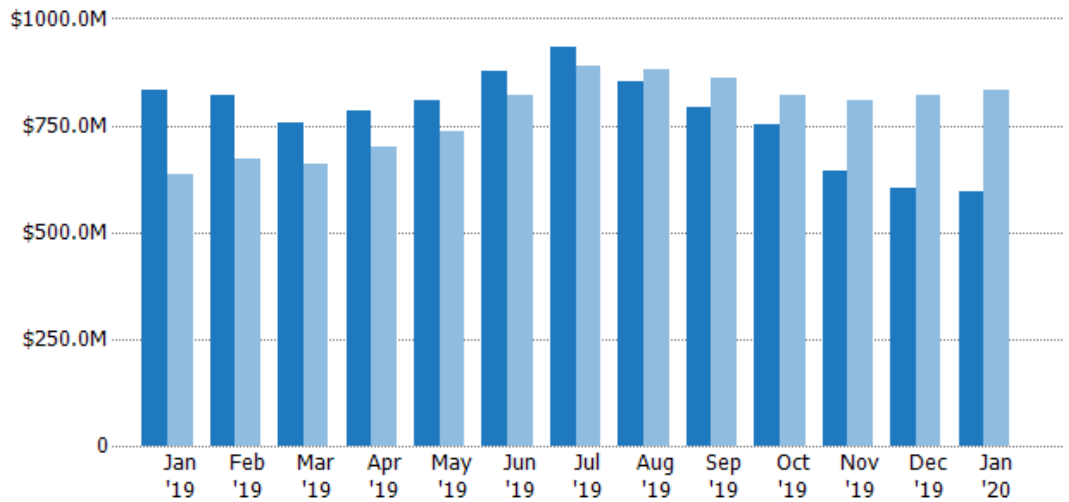
Active Listing Volume

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 '20	\$596M	-28.5%
Jan '19	\$834M	31.2%
Jan '18	\$636M	1.7%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$834M	\$819M	\$757M	\$783M	\$810M	\$876M	\$935M	\$854M	\$793M	\$751M	\$645M	\$605M	\$596M
Prior Year	\$636M	\$672M	\$660M	\$702M	\$735M	\$821M	\$887M	\$879M	\$860M	\$819M	\$808M	\$820M	\$834M
Percent Change from Prior Year	31%	22%	15%	12%	10%	7%	5%	-3%	-8%	-8%	-20%	-26%	-28%

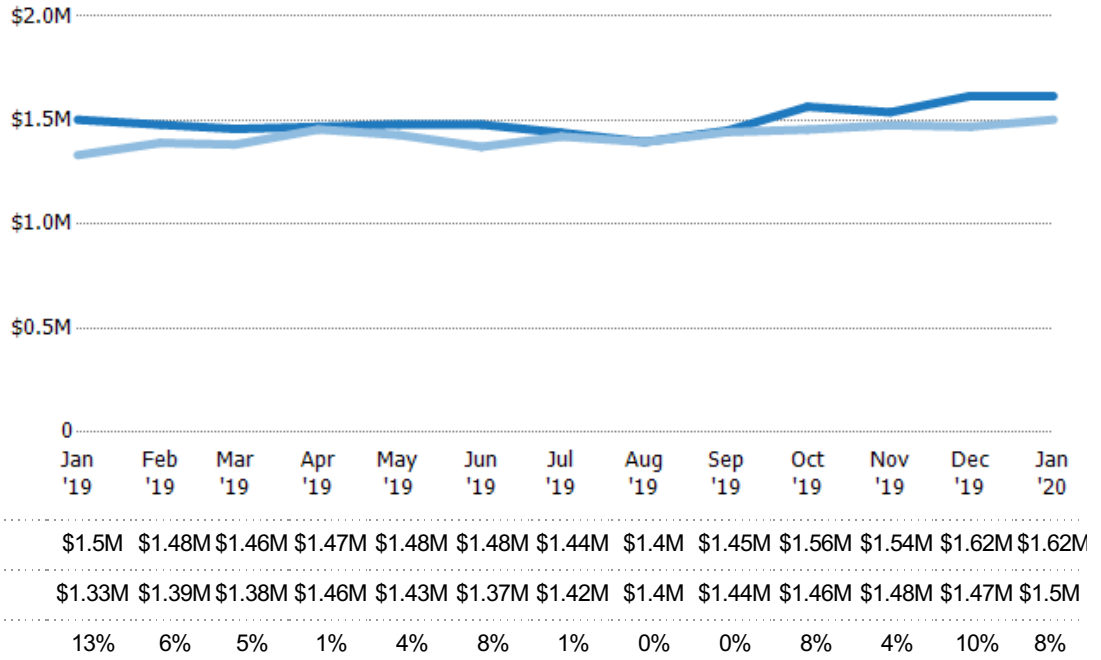
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Jan '20	\$1.62M	7.6%
Jan '19	\$1.5M	12.8%
Jan '18	\$1.33M	-26%



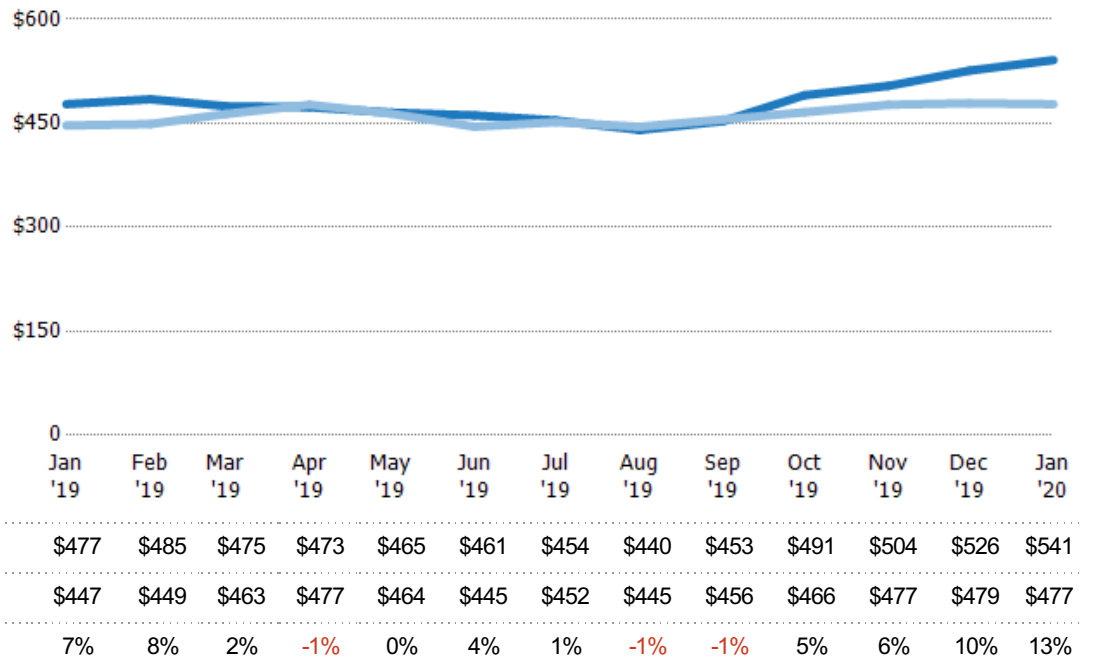
Average Listing Price per Sq Ft

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 '20	\$541	13.3%
Jan '19	\$477	6.9%
Jan '18	\$447	-21.8%

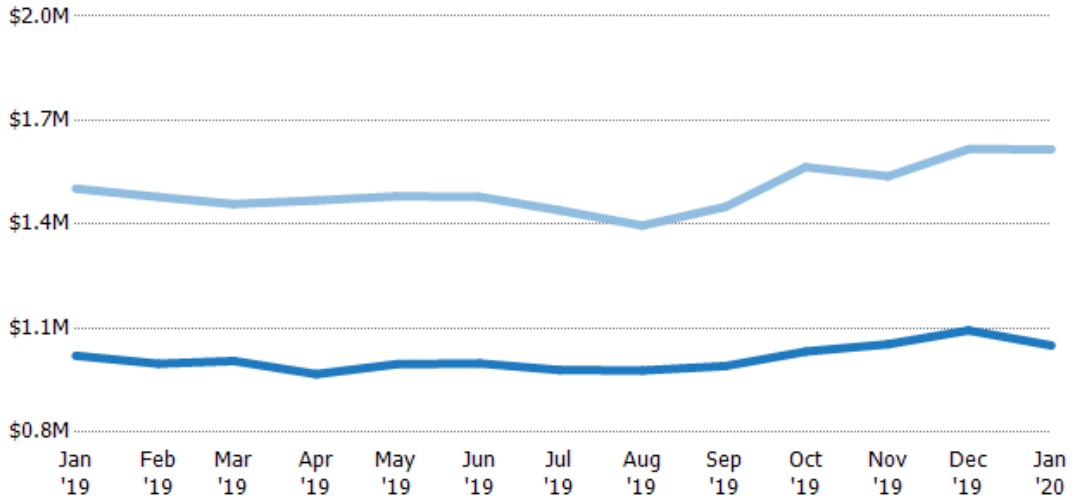


Average Listing Price vs Average Est Value

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



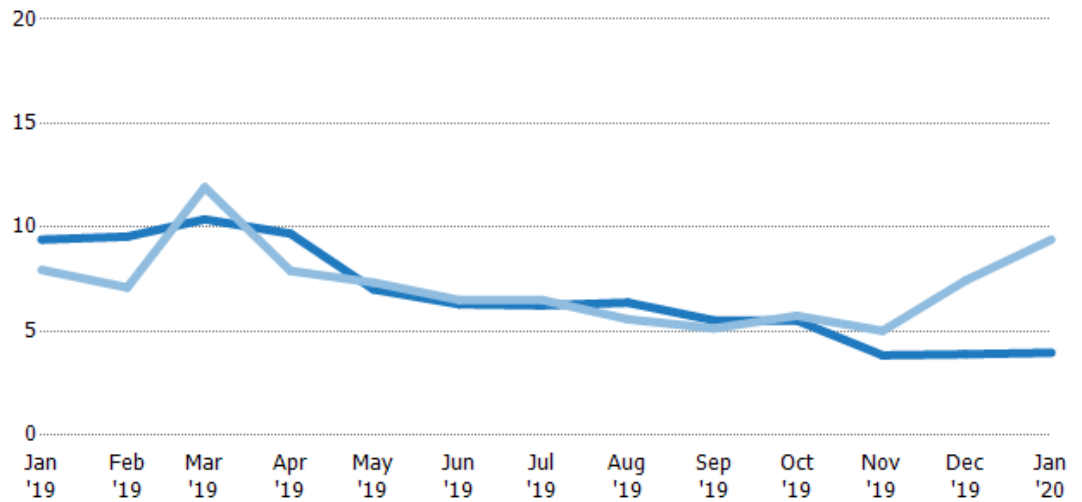
Avg Est Value	\$1.02M	\$998K	\$1.01M	\$968K	\$996K	\$999K	\$980K	\$978K	\$991K	\$1.03M	\$1.05M	\$1.09M	\$1.05M
Avg Listing Price	\$1.5M	\$1.48M	\$1.46M	\$1.47M	\$1.48M	\$1.48M	\$1.44M	\$1.4M	\$1.45M	\$1.56M	\$1.54M	\$1.62M	\$1.62M
Avg Listing Price as a % of Avg Est Value	147%	148%	145%	152%	149%	148%	147%	143%	146%	152%	146%	148%	154%

Months of Inventory

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

Filters Used

County: 6 Selected



Current Year	9.41	9.55	10.4	9.69	7.01	6.3	6.24	6.38	5.53	5.52	3.84	3.9	3.97
Prior Year	7.95	7.1	11.9	7.9	7.34	6.5	6.5	5.58	5.14	5.74	5.02	7.44	9.41
Percent Change from Prior Year	18%	34%	-13%	23%	-4%	-3%	-4%	14%	8%	-4%	-23%	-48%	-58%

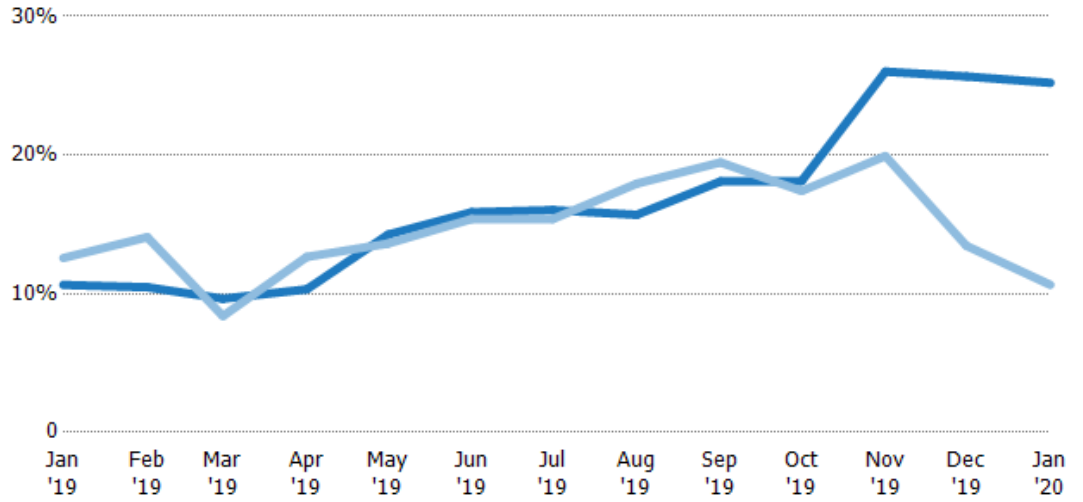
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jan '20	25%	-14.6%
Jan '19	11%	1.9%
Jan '18	13%	-28.5%

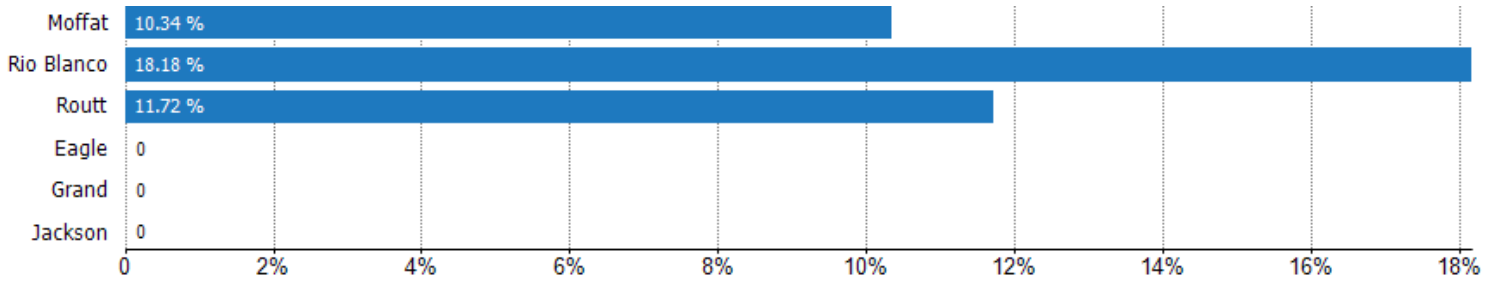


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	11%	10%	10%	10%	14%	16%	16%	16%	18%	18%	26%	26%	25%
Prior Year	13%	14%	8%	13%	14%	15%	15%	18%	19%	17%	20%	13%	11%
Change from Prior Year	2%	4%	-1%	2%	-1%	0%	-1%	2%	1%	-1%	-6%	-12%	-15%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



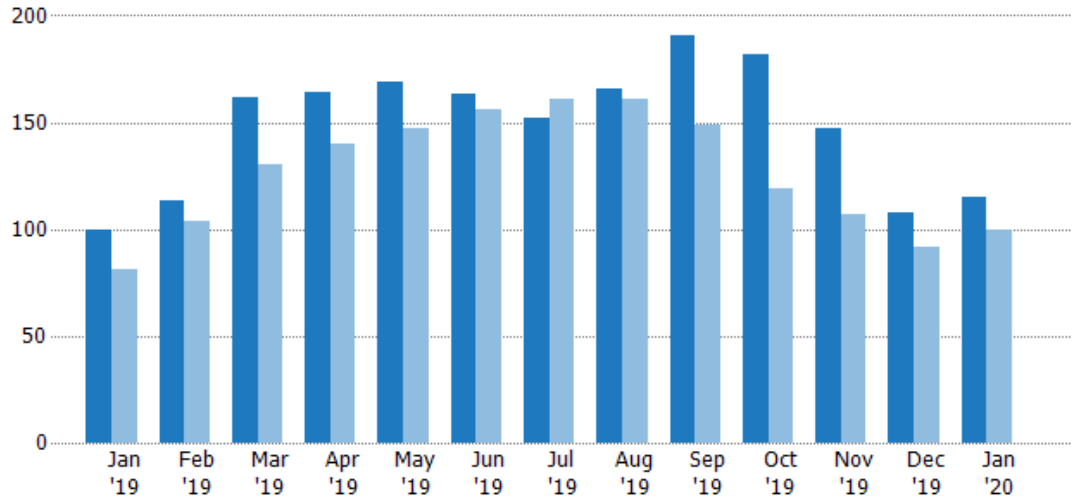
Pending Sales

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 '20	115	15%
Jan '19	100	23.5%
Jan '18	81	40.7%



Current Year	100	113	162	164	169	163	152	166	191	182	147	108	115
Prior Year	81	104	130	140	147	156	161	161	149	119	107	92	100
Percent Change from Prior Year	23%	9%	25%	17%	15%	4%	-6%	3%	28%	53%	37%	17%	15%

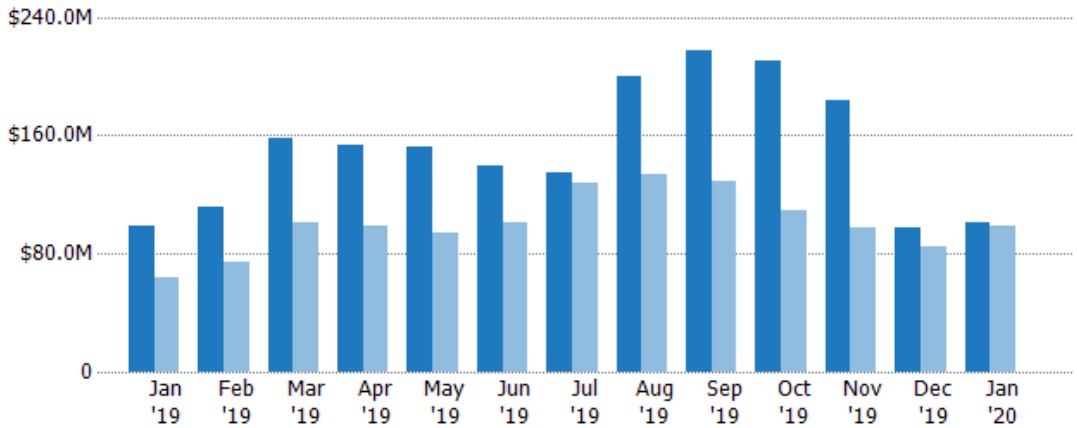
Pending Sales Volume

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 '20	\$101M	2.3%
Jan '19	\$98.3M	52.8%
Jan '18	\$64.3M	18.8%



Current Year	\$98.3M	\$112M	\$159M	\$153M	\$153M	\$139M	\$135M	\$200M	\$217M	\$211M	\$184M	\$97.3M	\$101M
Prior Year	\$64.3M	\$73.9M	\$101M	\$98.3M	\$94.4M	\$101M	\$128M	\$134M	\$128M	\$109M	\$97.7M	\$84.7M	\$98.3M
Percent Change from Prior Year	53%	51%	57%	56%	62%	37%	6%	49%	69%	94%	88%	15%	2%

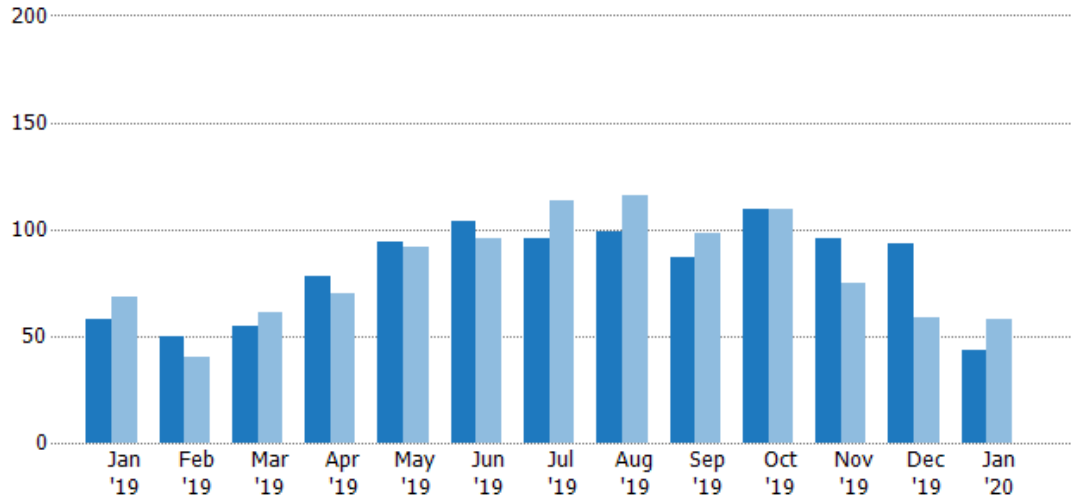
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jan '20	43	-25.9%
Jan '19	58	-14.7%
Jan '18	68	-7.4%



	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	58	50	55	78	94	104	96	99	87	109	96	93	43
Prior Year	68	40	61	70	92	96	113	116	98	109	75	59	58
Percent Change from Prior Year	-15%	25%	-10%	11%	2%	8%	-15%	-15%	-11%	0%	28%	58%	-26%

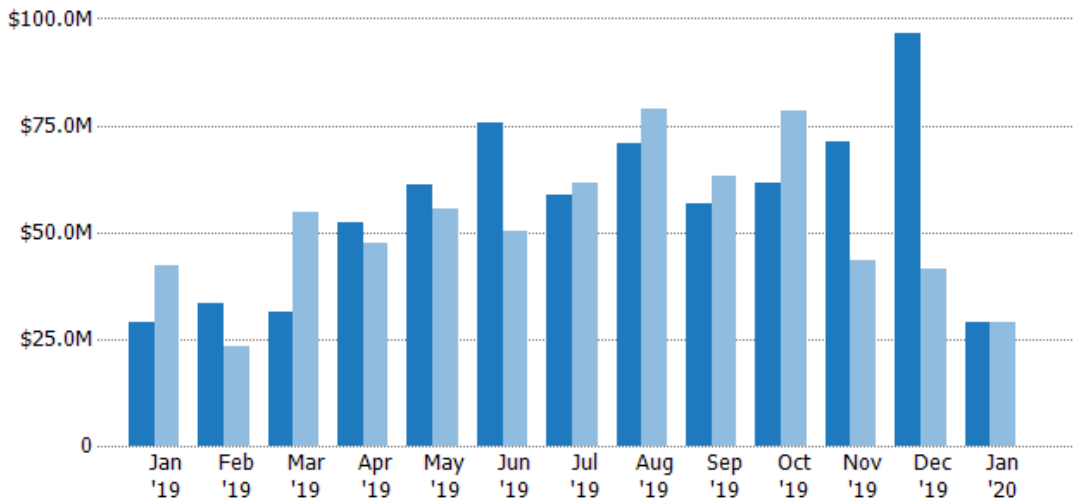
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jan '20	\$29M	0.3%
Jan '19	\$28.9M	-31.2%
Jan '18	\$42M	34.1%

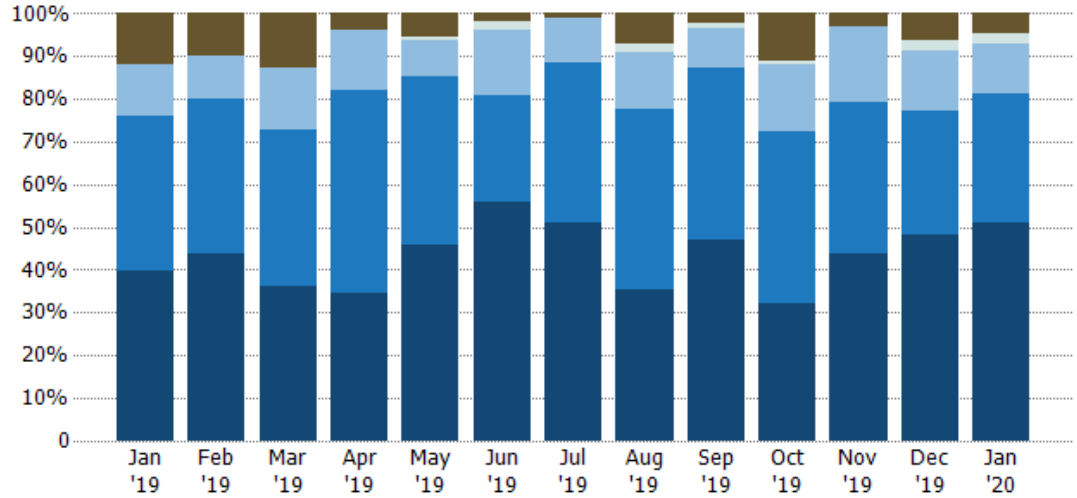


	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Current Year	\$28.9M	\$33.2M	\$31.4M	\$52.2M	\$61.1M	\$75.4M	\$58.8M	\$70.6M	\$56.5M	\$61.4M	\$71.4M	\$96.7M	\$29M
Prior Year	\$42M	\$23.4M	\$54.7M	\$47.3M	\$55.4M	\$50.3M	\$61.3M	\$78.7M	\$63.1M	\$78.4M	\$43.3M	\$41.3M	\$28.9M
Percent Change from Prior Year	-31%	42%	-43%	10%	10%	50%	-4%	-10%	-10%	-22%	65%	134%	0%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

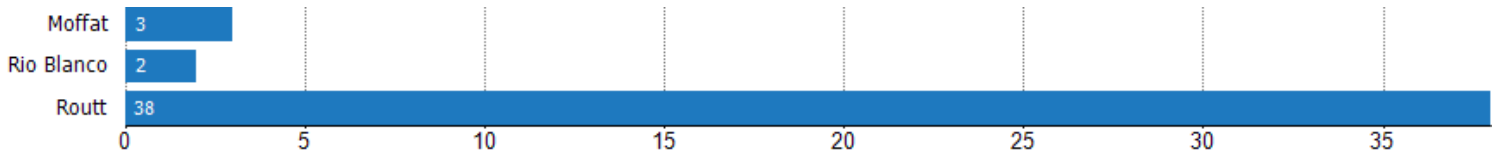


Property Type	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20
Coop	12%	10%	13%	4%	5%	2%	1%	7%	2%	11%	3%	6%	5%
Farm/Ranch	-	-	-	-	1%	2%	-	2%	1%	1%	-	2%	2%
Multifamily/Multiplex	12%	10%	15%	14%	9%	15%	10%	13%	9%	16%	18%	14%	12%
Condo/Townhouse	36%	36%	36%	47%	39%	25%	38%	42%	40%	40%	35%	29%	30%
Single Family Residence	40%	44%	36%	35%	46%	56%	51%	35%	47%	32%	44%	48%	51%

Closed Sales (By County)

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

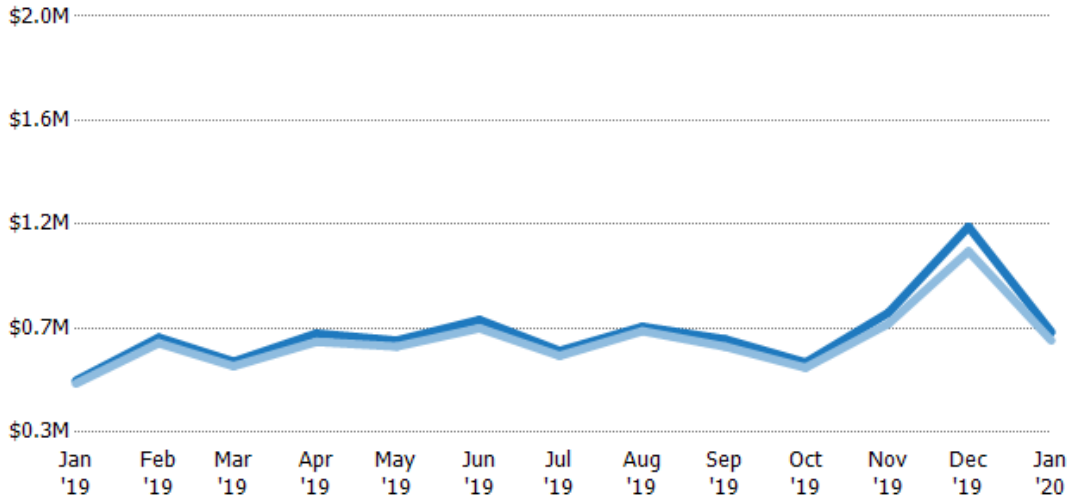
Filters Used: County: 6 Selected



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

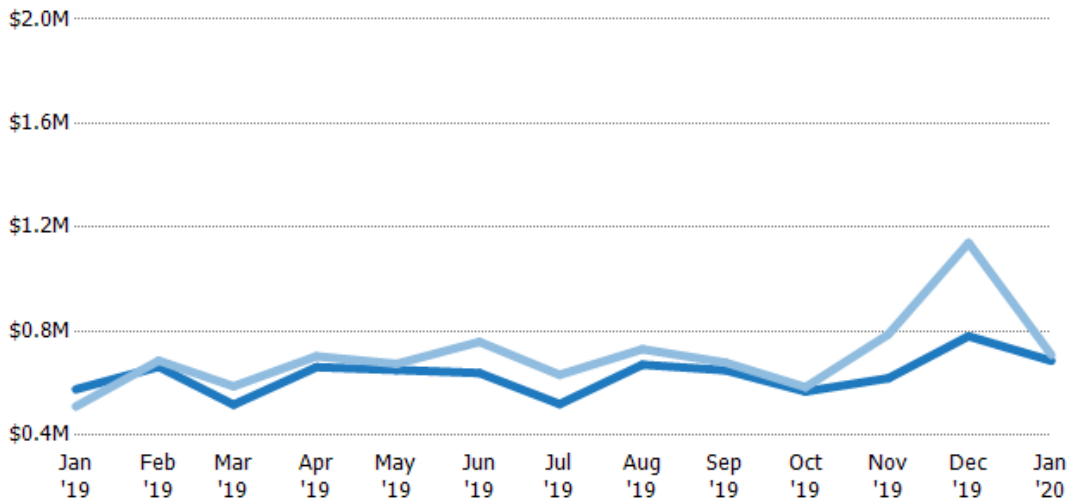


Avg List Price	\$511K	\$687K	\$588K	\$704K	\$675K	\$759K	\$632K	\$731K	\$680K	\$585K	\$788K	\$1.14M	\$709K
Avg Sales Price	\$499K	\$664K	\$570K	\$670K	\$650K	\$725K	\$612K	\$713K	\$650K	\$564K	\$743K	\$1.04M	\$675K
Avg Sales Price as a % of Avg List Price	98%	97%	97%	95%	96%	96%	97%	98%	96%	96%	94%	91%	95%

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



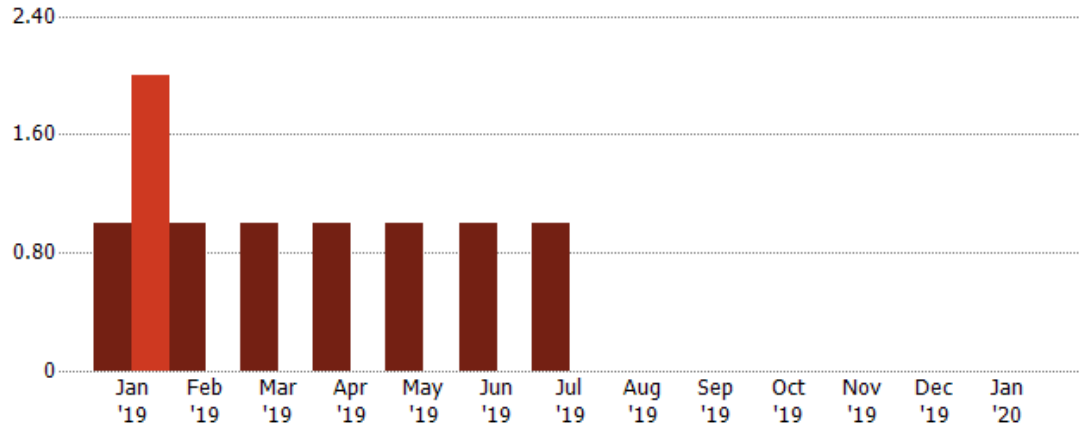
Avg Est Value	\$577K	\$663K	\$517K	\$662K	\$651K	\$639K	\$520K	\$671K	\$650K	\$568K	\$619K	\$781K	\$686K
Avg Sales Price	\$511K	\$687K	\$588K	\$704K	\$675K	\$759K	\$632K	\$731K	\$680K	\$585K	\$788K	\$1.14M	\$709K
Avg Sales Price as a % of Avg Est Value	89%	104%	114%	106%	104%	119%	122%	109%	105%	103%	127%	146%	103%

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	1	1	1	1	1	1	-	-	-	-	-	-
Prior Year	2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-50%	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: 02/04/2020

Scheduled: Yes

Report Date Range: From 1/2019 To: 1/2020

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

County:	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 1/2020 data

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