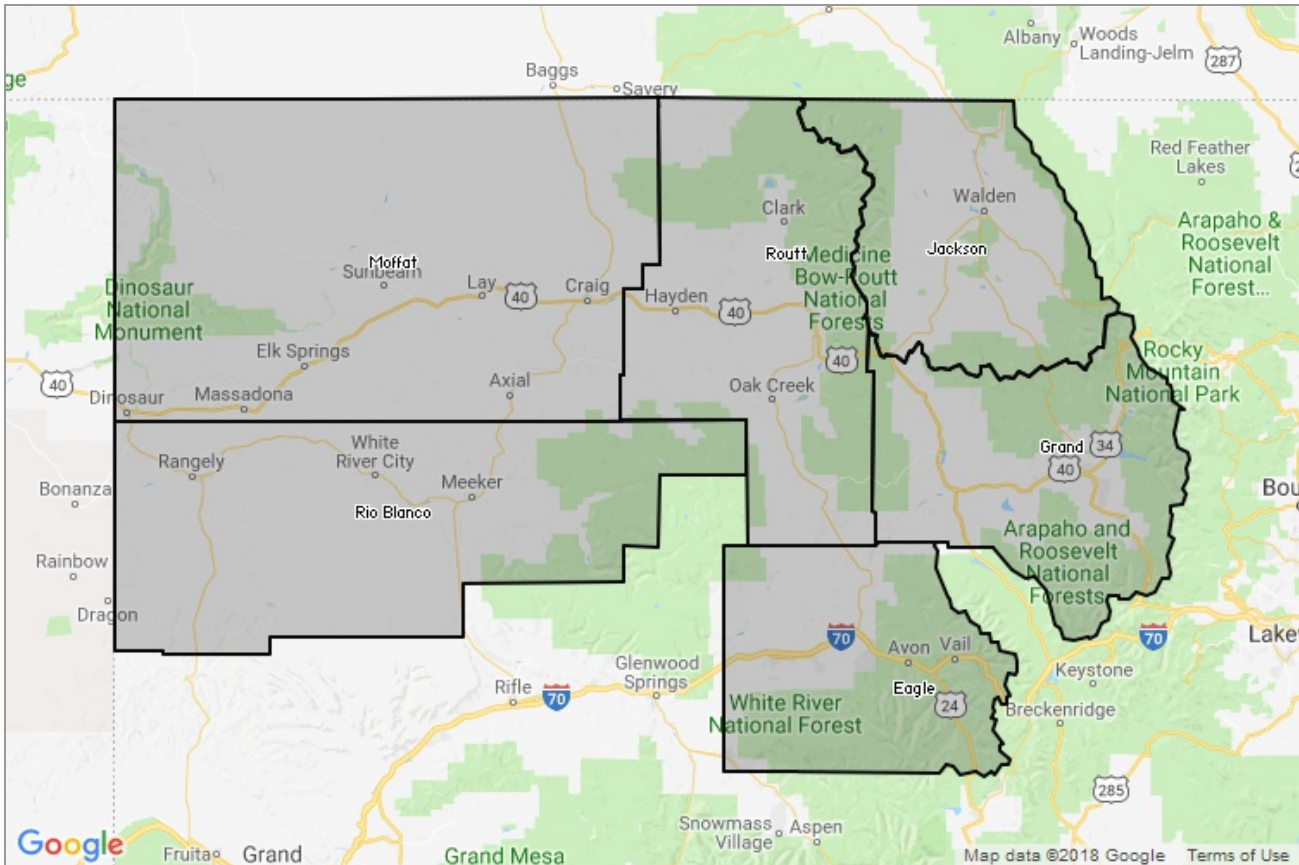




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2017 – 7/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/07/2018

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

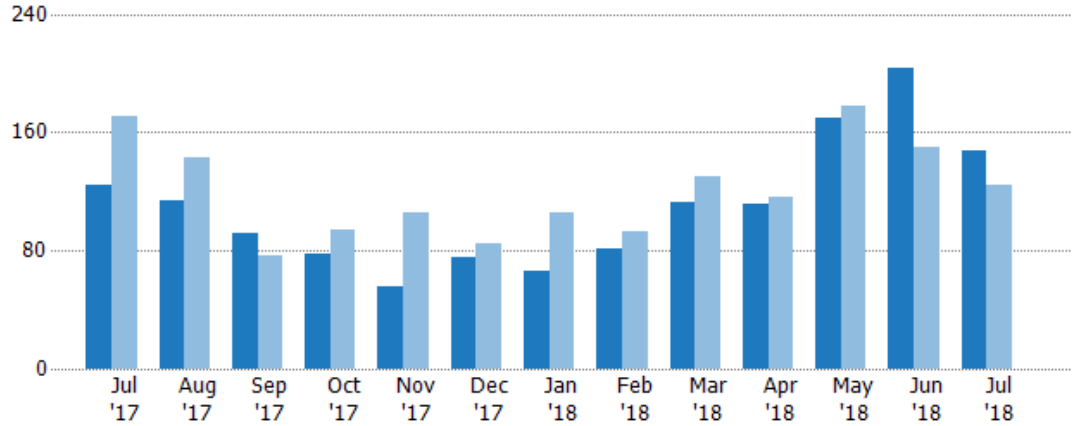
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '18	148	19.4%
Jul '17	124	-27.5%
Jul '16	171	-17.5%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	124	114	92	78	56	75	66	81	113	111	170	203	148
Prior Year	171	143	77	94	106	85	106	93	130	116	178	150	124
Percent Change from Prior Year	-27%	-20%	19%	-17%	-47%	-12%	-38%	-13%	-13%	-4%	-4%	35%	19%

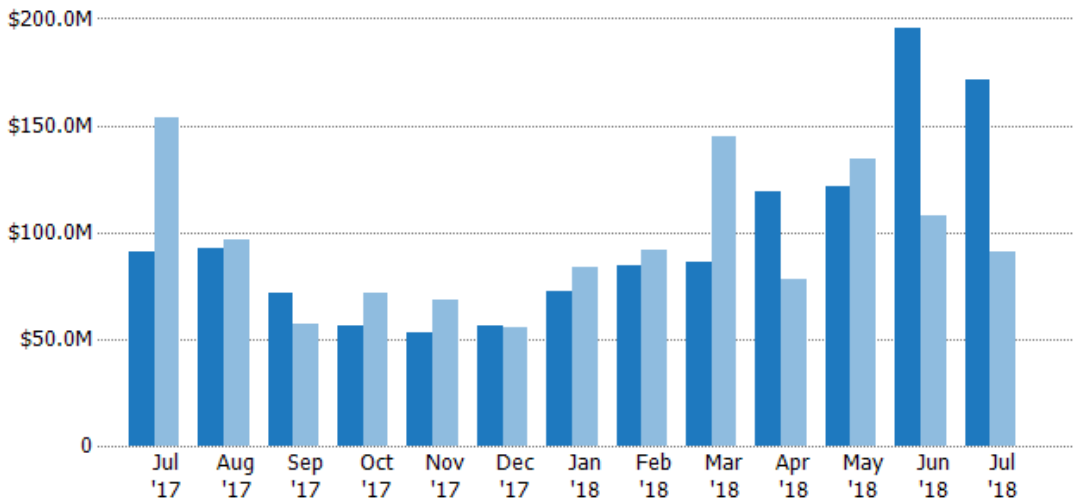
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '18	\$171M	88.6%
Jul '17	\$90.7M	-41%
Jul '16	\$154M	-29.1%



	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	\$90.7M	\$92.8M	\$71.1M	\$56M	\$52.7M	\$56.1M	\$72.1M	\$84.6M	\$86.3M	\$119M	\$121M	\$195M	\$171M
Prior Year	\$154M	\$96.4M	\$57M	\$71.2M	\$68.7M	\$55.3M	\$83.8M	\$91.6M	\$145M	\$78.2M	\$134M	\$108M	\$90.7M
Percent Change from Prior Year	-41%	-4%	25%	-21%	-23%	2%	-14%	-8%	-40%	52%	-10%	81%	89%

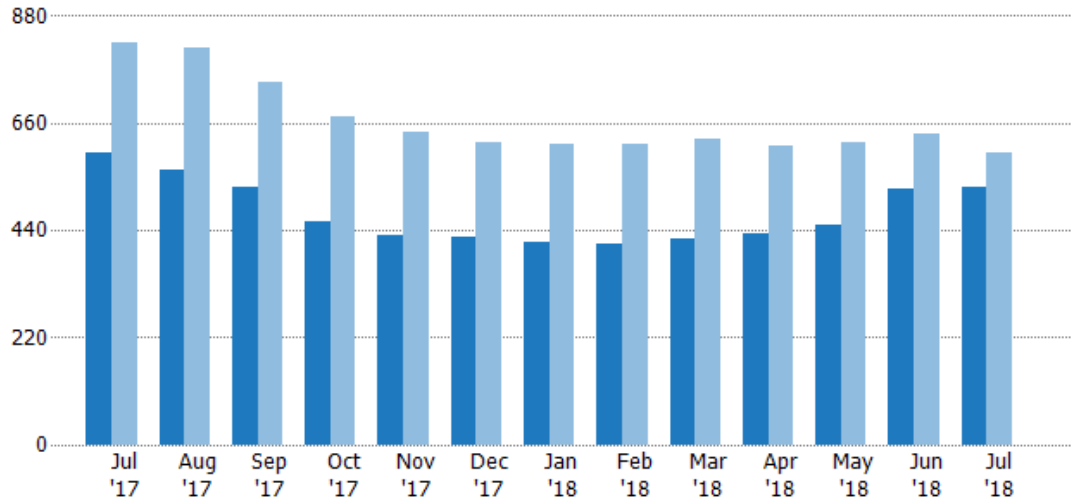
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '18	529	-11.7%
Jul '17	599	-27.5%
Jul '16	826	2.7%



Current Year	599	565	527	457	429	426	417	413	424	434	452	525	529
Prior Year	826	815	745	673	641	622	617	617	626	612	622	637	599
Percent Change from Prior Year	-27%	-31%	-29%	-32%	-33%	-32%	-32%	-33%	-32%	-29%	-27%	-18%	-12%

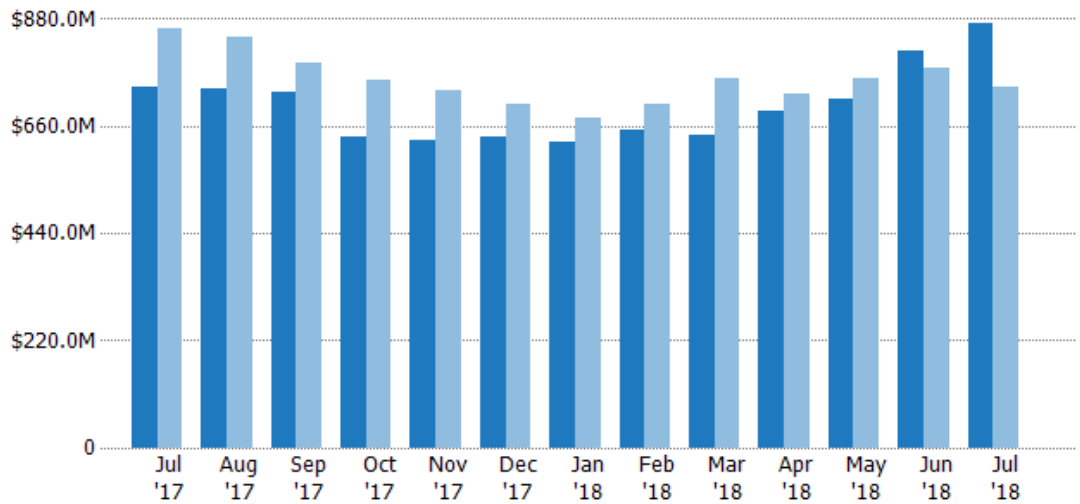
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '18	\$872M	17.8%
Jul '17	\$740M	-14%
Jul '16	\$861M	0.2%



Current Year	\$740M	\$735M	\$730M	\$639M	\$631M	\$638M	\$628M	\$651M	\$642M	\$691M	\$716M	\$815M	\$872M
Prior Year	\$861M	\$844M	\$791M	\$754M	\$733M	\$705M	\$678M	\$704M	\$759M	\$727M	\$759M	\$780M	\$740M
Percent Change from Prior Year	-14%	-13%	-8%	-15%	-14%	-10%	-7%	-8%	-15%	-5%	-6%	4%	18%

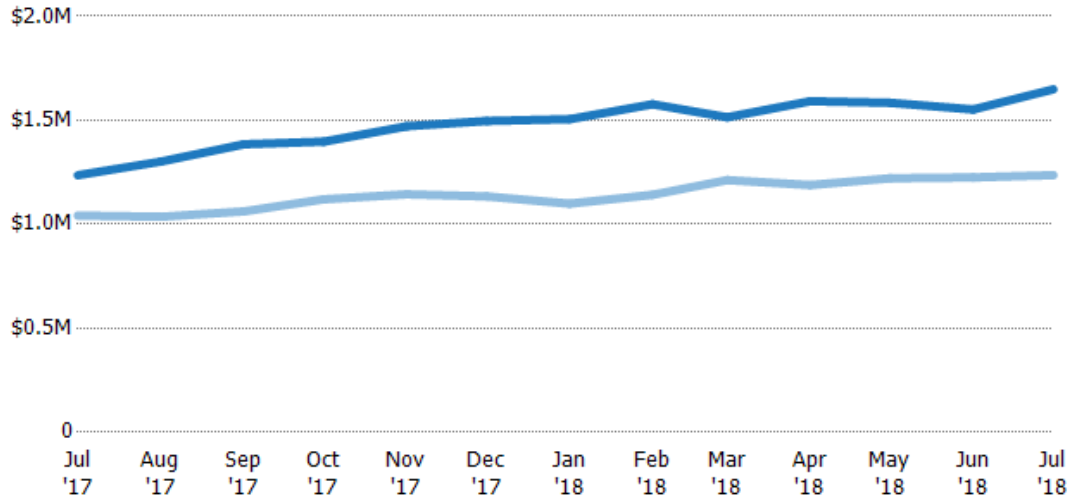
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Jul '18	\$1.65M	33.4%
Jul '17	\$1.24M	18.6%
Jul '16	\$1.04M	-2.4%



Current Year	\$1.24M	\$1.3M	\$1.38M	\$1.4M	\$1.47M	\$1.5M	\$1.51M	\$1.58M	\$1.51M	\$1.59M	\$1.58M	\$1.55M	\$1.65M
Prior Year	\$1.04M	\$1.04M	\$1.06M	\$1.12M	\$1.14M	\$1.13M	\$1.1M	\$1.14M	\$1.21M	\$1.19M	\$1.22M	\$1.23M	\$1.24M
Percent Change from Prior Year	19%	26%	30%	25%	29%	32%	37%	38%	25%	34%	30%	27%	33%

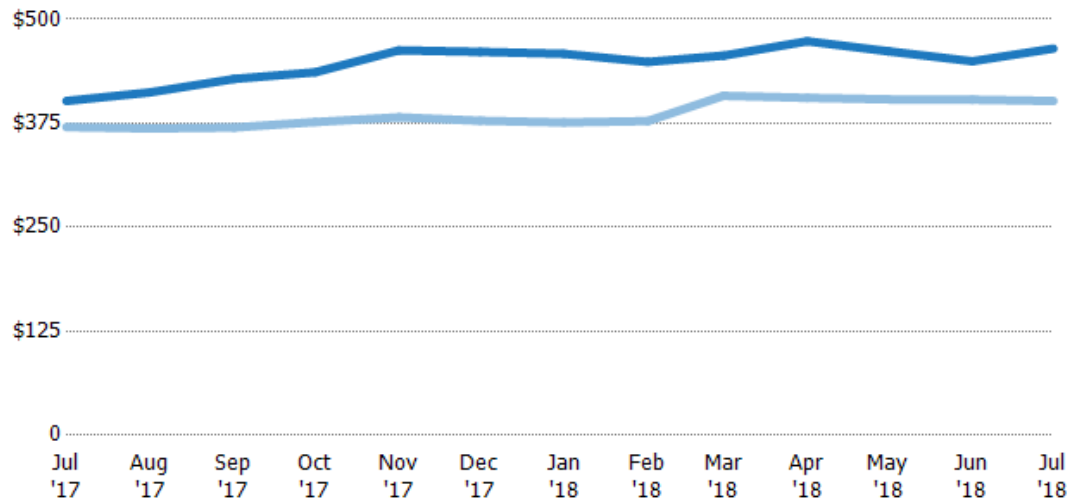
Average Listing Price per Sq Ft

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.
Jul '18	\$465	15.7%
Jul '17	\$402	8.5%
Jul '16	\$370	4.2%



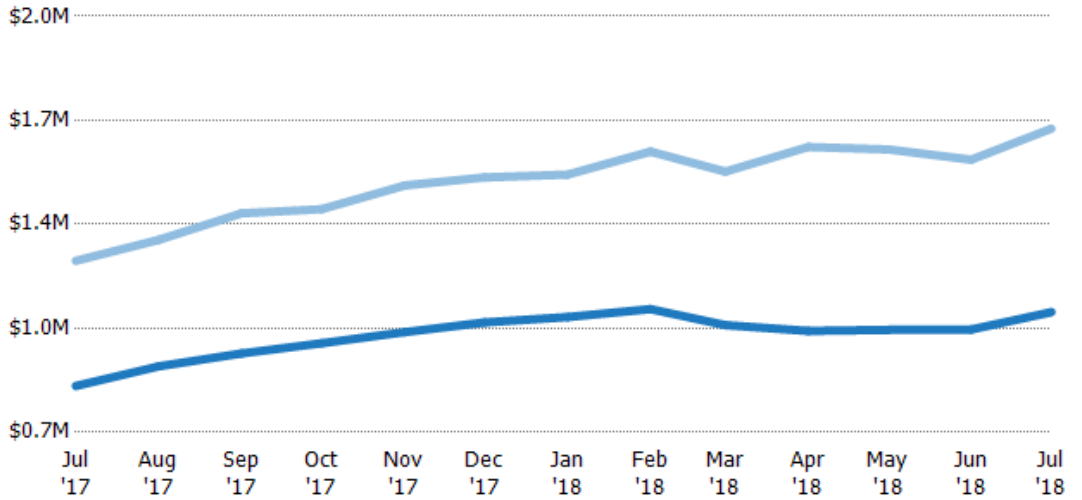
Current Year	\$402	\$412	\$428	\$436	\$463	\$461	\$458	\$449	\$456	\$474	\$462	\$450	\$465
Prior Year	\$370	\$369	\$370	\$377	\$382	\$378	\$376	\$378	\$408	\$406	\$404	\$403	\$402
Percent Change from Prior Year	8%	12%	16%	16%	21%	22%	22%	19%	12%	17%	14%	11%	16%

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



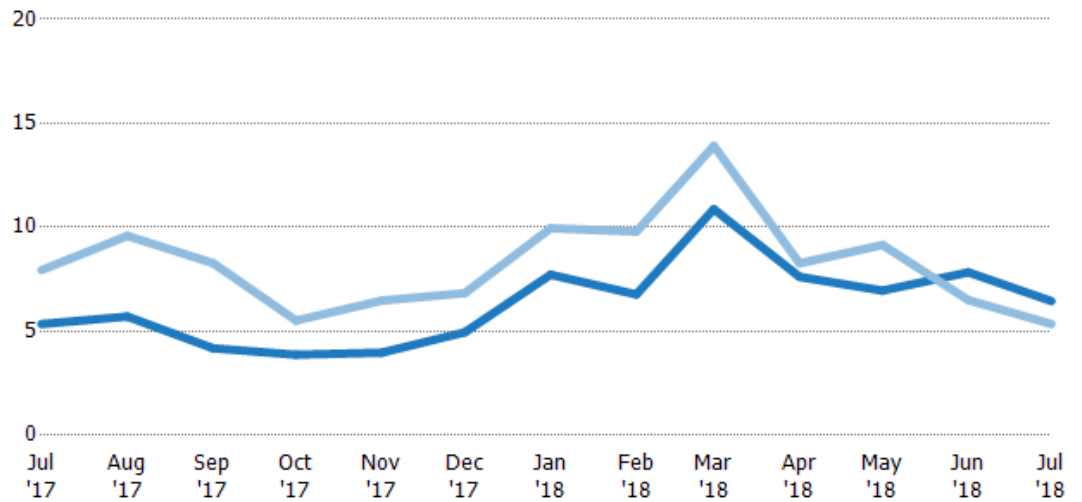
Avg Est Value	\$845K	\$906K	\$946K	\$978K	\$1.01M	\$1.04M	\$1.06M	\$1.09M	\$1.03M	\$1.02M	\$1.02M	\$1.02M	\$1.08M
Avg Listing Price	\$1.24M	\$1.3M	\$1.38M	\$1.4M	\$1.47M	\$1.5M	\$1.51M	\$1.58M	\$1.51M	\$1.59M	\$1.58M	\$1.55M	\$1.65M
Avg Listing Price as a % of Avg Est Value	146%	144%	146%	143%	145%	143%	142%	145%	146%	157%	155%	152%	153%

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	5.35	5.71	4.18	3.87	3.97	4.95	7.72	6.77	10.9	7.61	6.95	7.84	6.45
Prior Year	7.94	9.59	8.28	5.52	6.47	6.84	9.95	9.79	13.9	8.27	9.15	6.5	5.35
Percent Change from Prior Year	-33%	-40%	-49%	-30%	-39%	-28%	-22%	-31%	-22%	-8%	-24%	21%	21%

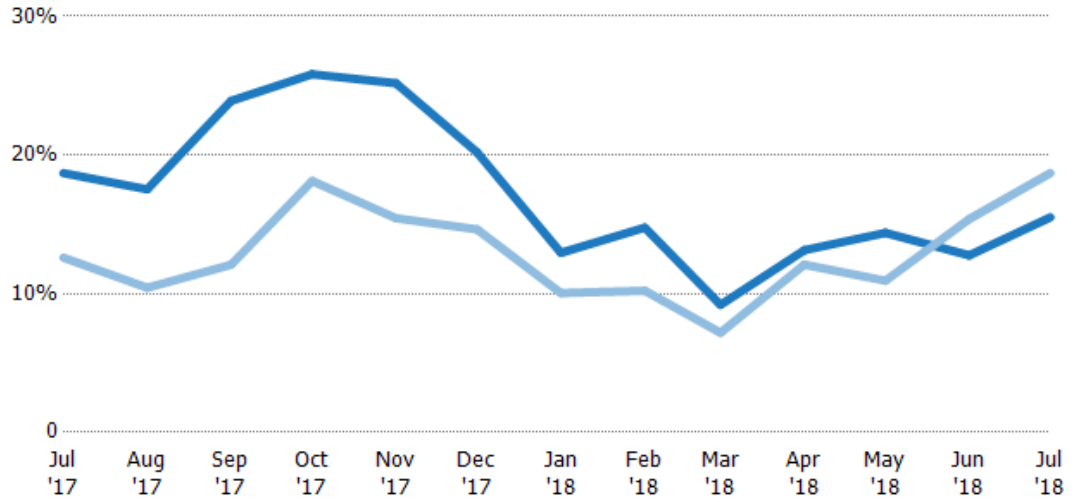
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jul '18	16%	3.2%
Jul '17	19%	-6.1%
Jul '16	13%	-15.7%

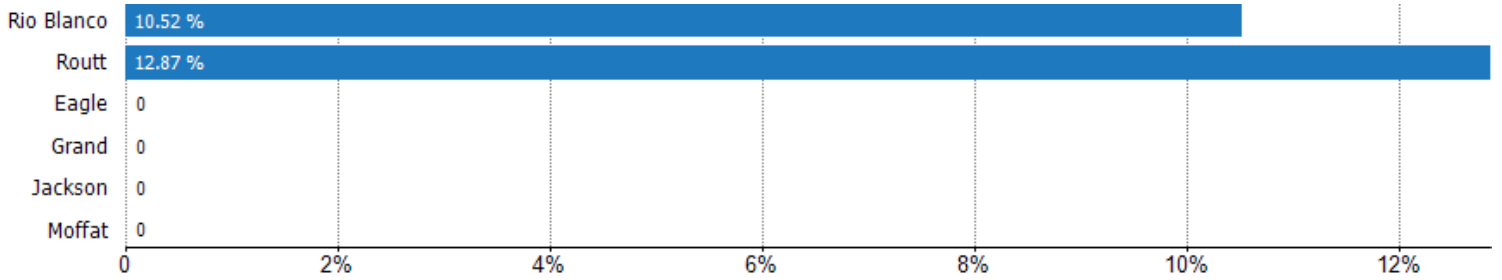


	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Current Year	19%	18%	24%	26%	25%	20%	13%	15%	9%	13%	14%	13%	16%
Prior Year	13%	10%	12%	18%	15%	15%	10%	10%	7%	12%	11%	15%	19%
Change from Prior Year	-6%	-7%	-12%	-8%	-10%	-6%	-3%	-5%	-2%	-1%	-3%	3%	3%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



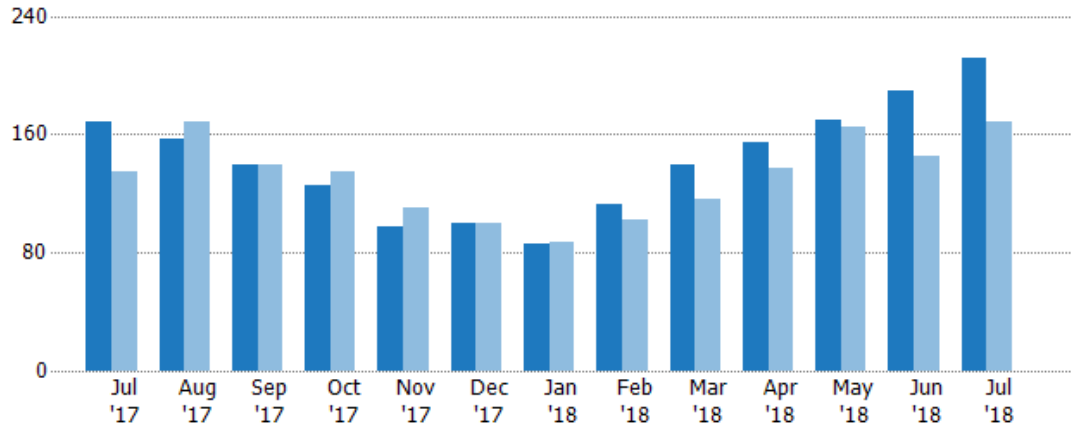
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '18	212	25.4%
Jul '17	169	25.2%
Jul '16	135	-11.9%



Current Year	169	157	139	125	97	100	86	113	139	155	170	190	212
Prior Year	135	168	140	135	110	100	87	102	116	137	165	145	169
Percent Change from Prior Year	25%	-7%	-1%	-7%	-12%	0%	-1%	11%	20%	13%	3%	31%	25%

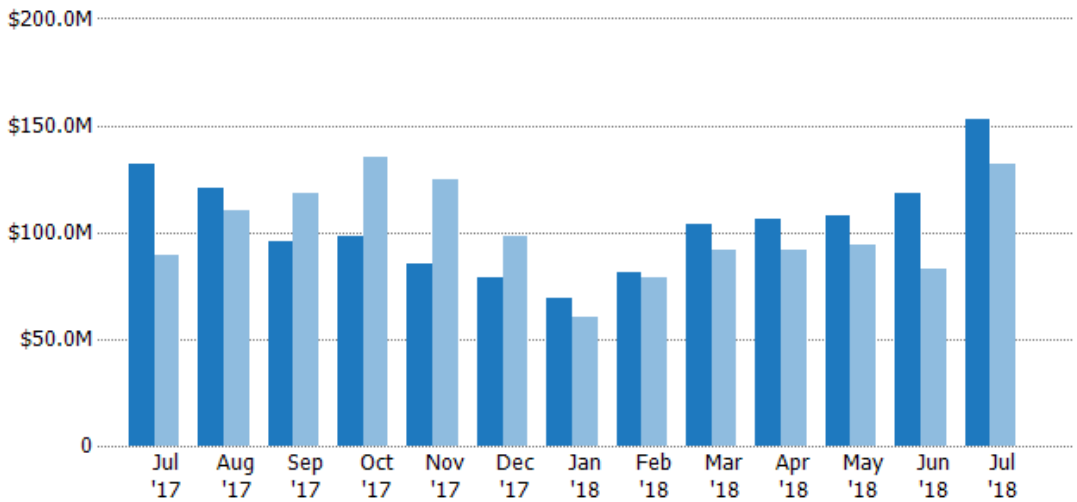
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '18	\$153M	16.1%
Jul '17	\$132M	47.1%
Jul '16	\$89.6M	-23%



Current Year	\$132M	\$121M	\$95.8M	\$97.8M	\$84.9M	\$78.8M	\$69.2M	\$81.3M	\$104M	\$106M	\$108M	\$119M	\$153M
Prior Year	\$89.6M	\$110M	\$118M	\$135M	\$125M	\$98.4M	\$60.3M	\$78.9M	\$91.3M	\$91.3M	\$94.1M	\$83.2M	\$132M
Percent Change from Prior Year	47%	10%	-19%	-27%	-32%	-20%	15%	3%	14%	16%	15%	43%	16%

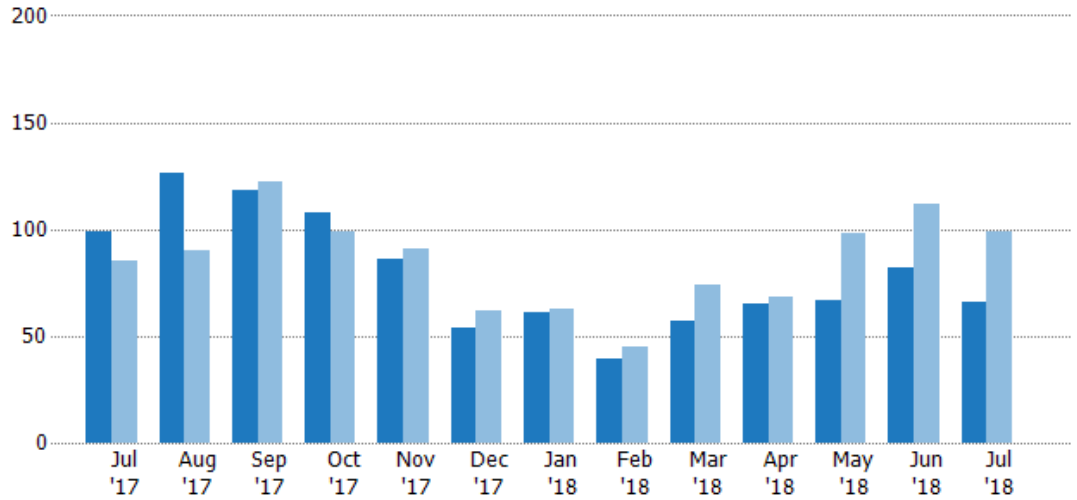
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '18	66	-33.3%
Jul '17	99	16.5%
Jul '16	85	14.1%



Current Year	99	126	118	108	86	54	61	39	57	65	67	82	66
Prior Year	85	90	122	99	91	62	63	45	74	68	98	112	99
Percent Change from Prior Year	16%	40%	-3%	9%	-5%	-13%	-3%	-13%	-23%	-4%	-32%	-27%	-33%

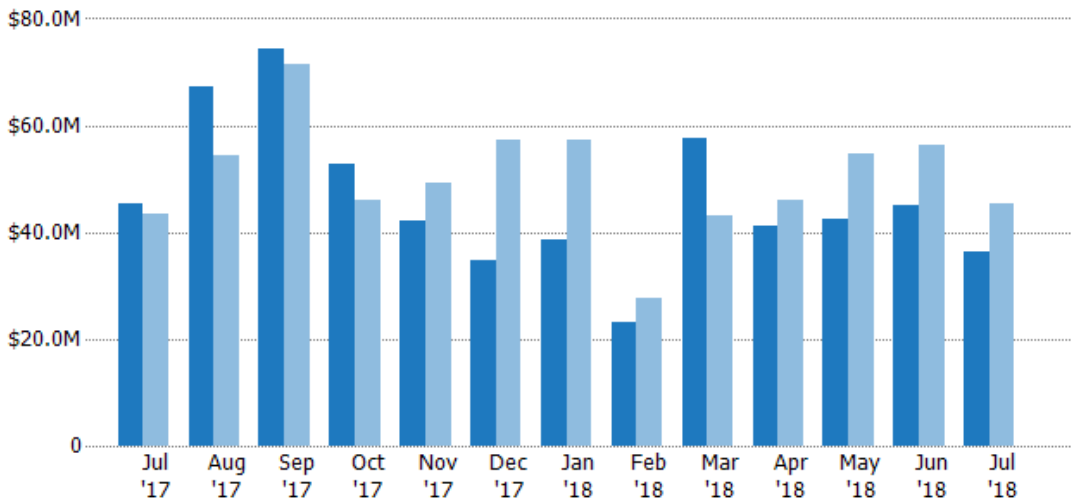
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '18	\$36.2M	-20.4%
Jul '17	\$45.5M	4.9%
Jul '16	\$43.4M	4.8%

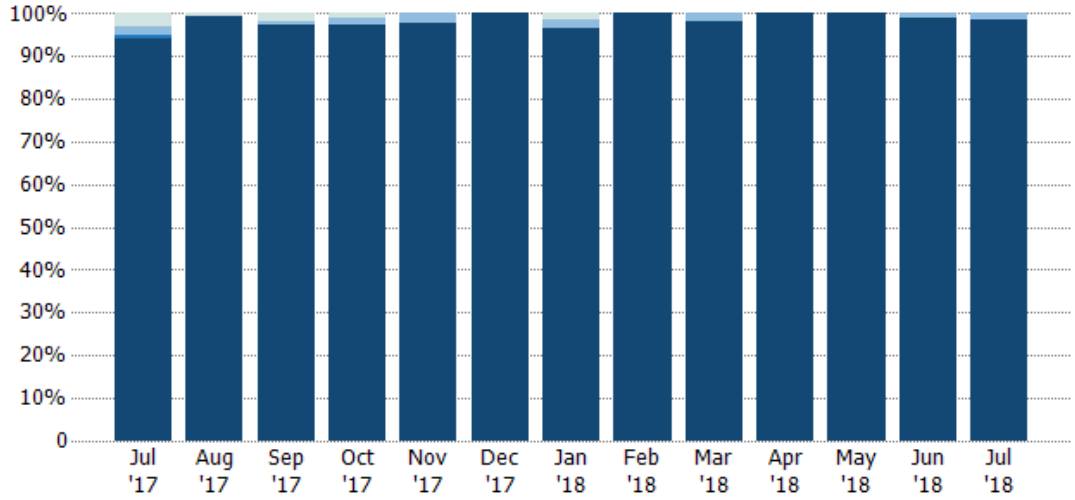


Current Year	\$45.5M	\$67.2M	\$74.3M	\$52.7M	\$42.2M	\$34.6M	\$38.6M	\$23.2M	\$57.6M	\$41M	\$42.3M	\$45.1M	\$36.2M
Prior Year	\$43.4M	\$54.5M	\$71.5M	\$45.9M	\$49.2M	\$57.2M	\$57.4M	\$27.6M	\$43.2M	\$46M	\$54.7M	\$56.2M	\$45.5M
Percent Change from Prior Year	5%	23%	4%	15%	-14%	-39%	-33%	-16%	33%	-11%	-23%	-20%	-20%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used
County: 6 Selected

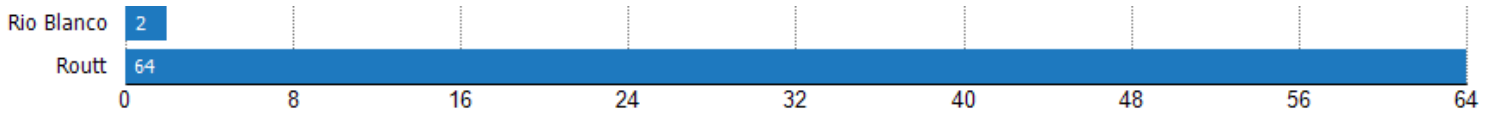


Property Type	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18
Other	3%	1%	2%	1%	-	-	2%	-	-	-	-	-	-
Farm/Ranch	2%	-	1%	2%	2%	-	2%	-	2%	-	-	1%	2%
Condo/Townhouse	1%	-	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	94%	99%	97%	97%	98%	100%	97%	100%	98%	100%	100%	99%	98%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

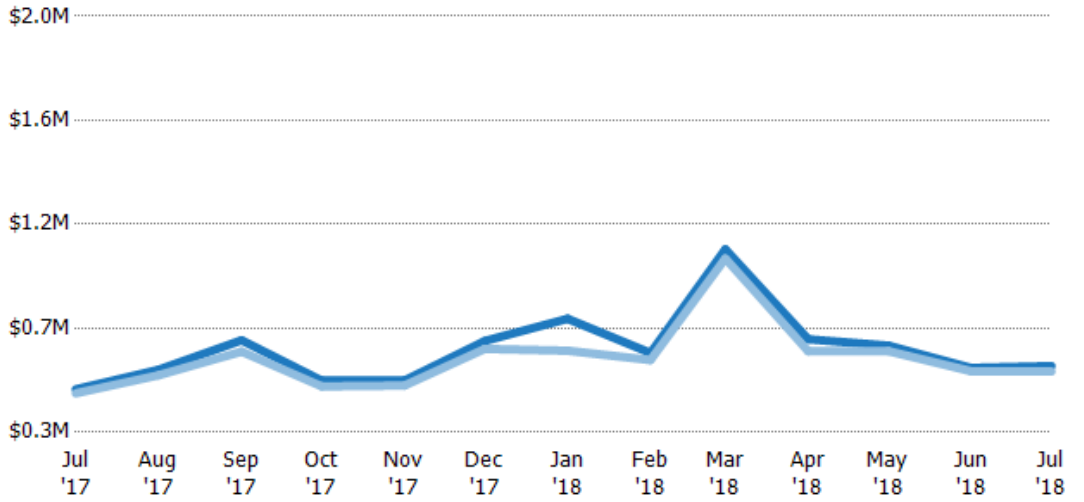
Filters Used: County: 6 Selected



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

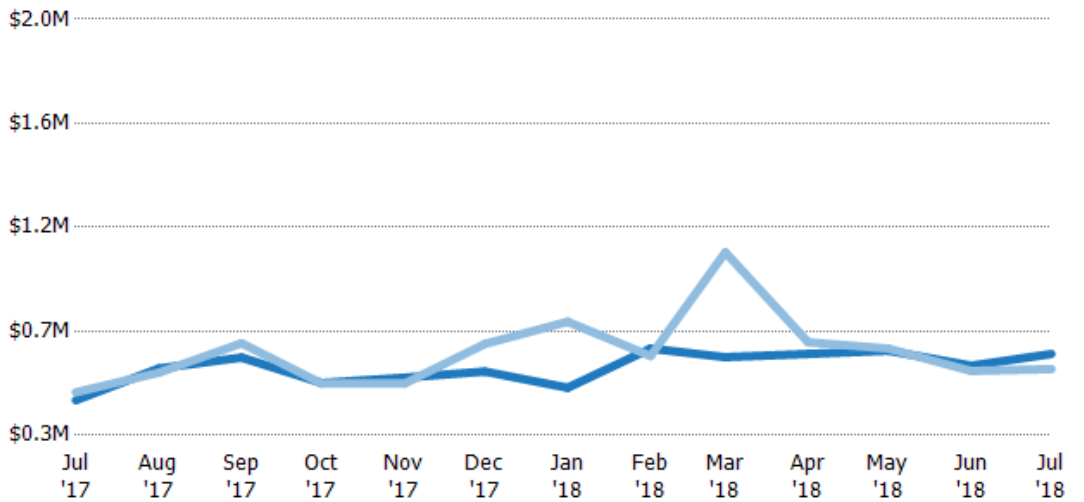


Avg List Price	\$476K	\$556K	\$676K	\$511K	\$512K	\$673K	\$764K	\$624K	\$1.05M	\$680K	\$654K	\$563K	\$571K
Avg Sales Price	\$459K	\$533K	\$630K	\$488K	\$491K	\$641K	\$633K	\$595K	\$1.01M	\$632K	\$631K	\$550K	\$548K
Avg Sales Price as a % of Avg List Price	97%	96%	93%	95%	96%	95%	83%	95%	96%	93%	97%	98%	96%

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



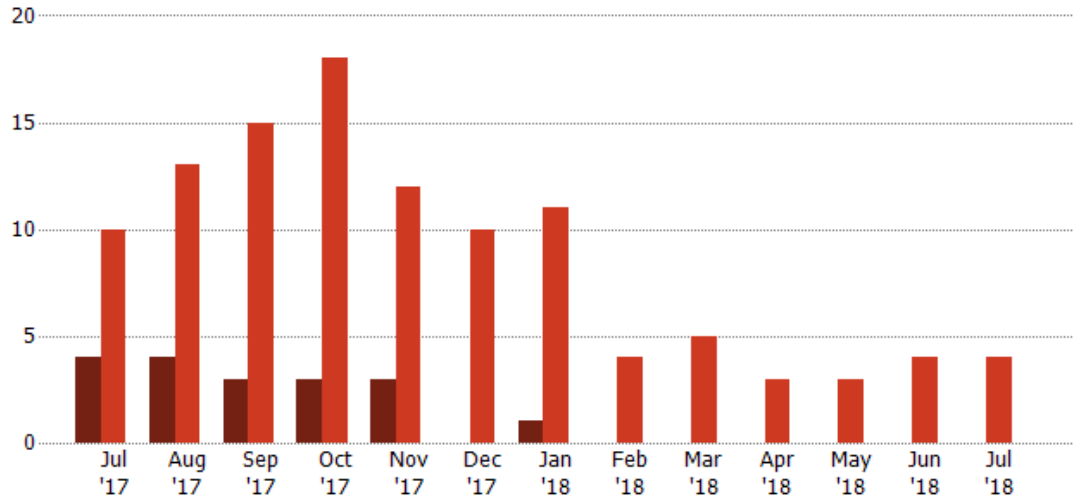
Avg Est Value	\$443K	\$573K	\$618K	\$514K	\$536K	\$561K	\$494K	\$654K	\$619K	\$633K	\$646K	\$584K	\$632K
Avg Sales Price	\$476K	\$556K	\$676K	\$511K	\$512K	\$673K	\$764K	\$624K	\$1.05M	\$680K	\$654K	\$563K	\$571K
Avg Sales Price as a % of Avg Est Value	107%	97%	109%	99%	96%	120%	155%	95%	169%	108%	101%	96%	90%

Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 6 Selected



Current Year	4	4	3	3	3	-	1	-	-	-	-	-	-
Prior Year	10	13	15	18	12	10	11	4	5	3	3	4	4
Percent Change from Prior Year	-60%	-69%	-80%	-83%	-75%	-100%	-91%	-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: 08/07/2018

Scheduled: Yes

Report Date Range: From 7/2017 To: 7/2018

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 7/2018 data

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