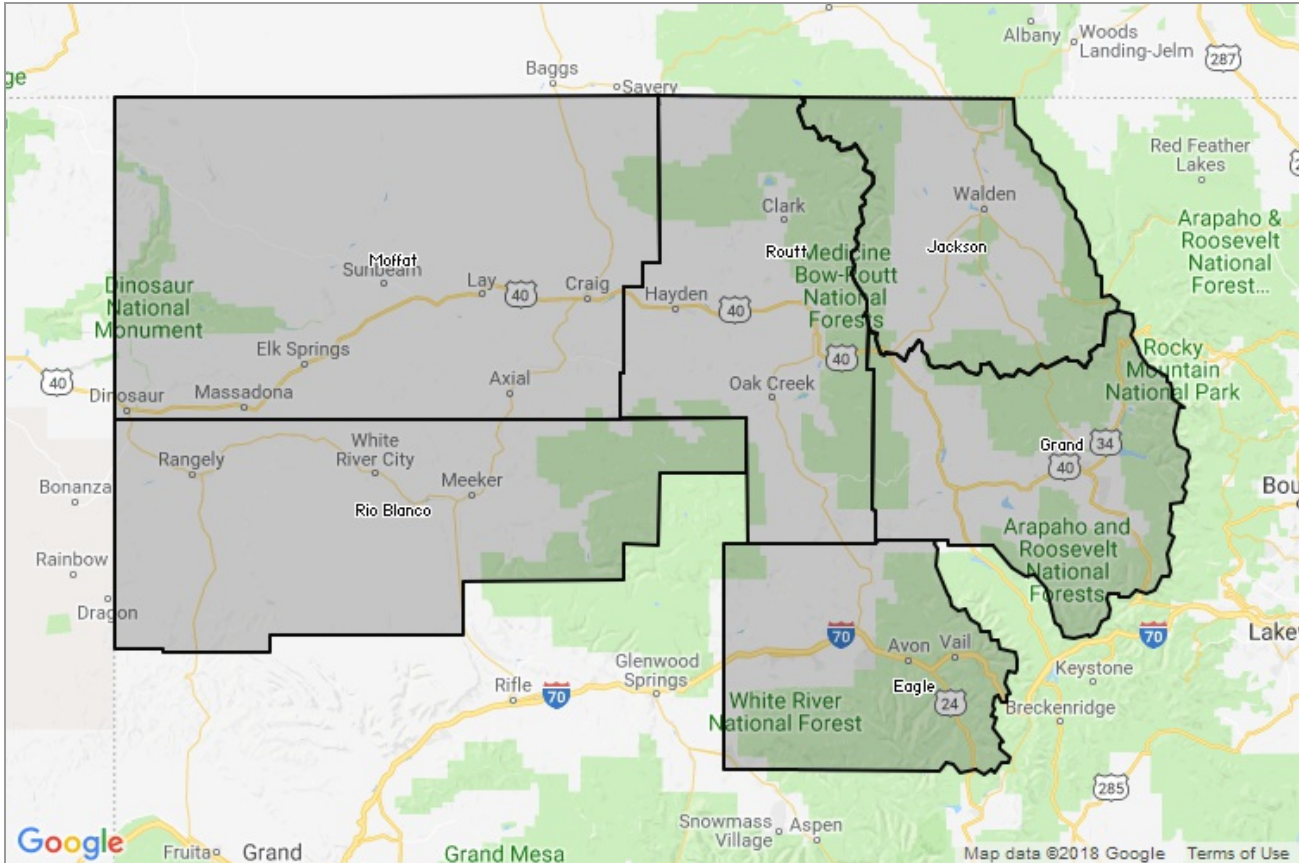




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
6/2017 – 6/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 07/09/2018

**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

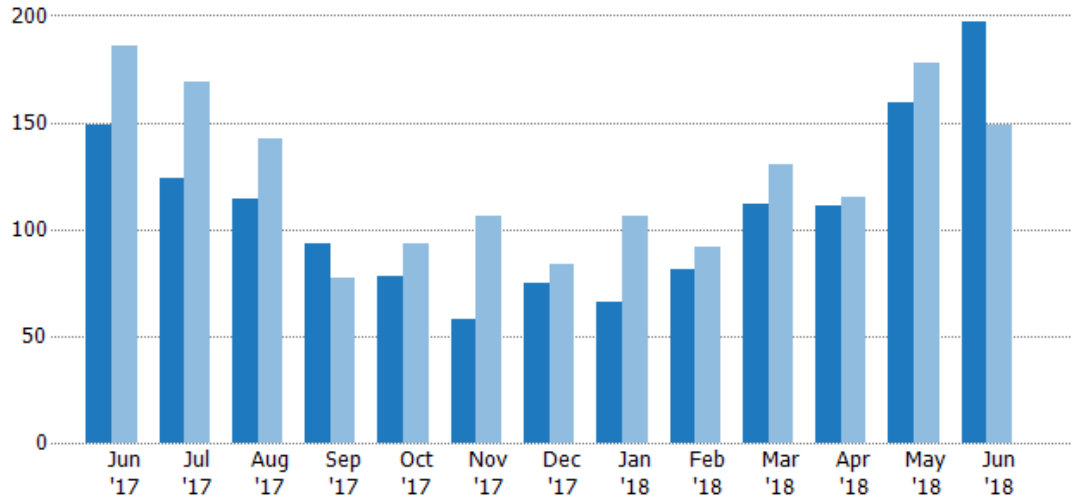
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jun '18	197	32.2%
Jun '17	149	-19.9%
Jun '16	186	-18.3%



Current Year	149	124	114	93	78	58	75	66	81	112	111	159	197
Prior Year	186	169	142	77	93	106	84	106	92	130	115	178	149
Percent Change from Prior Year	-20%	-27%	-20%	21%	-16%	-45%	-11%	-38%	-12%	-14%	-3%	-11%	32%

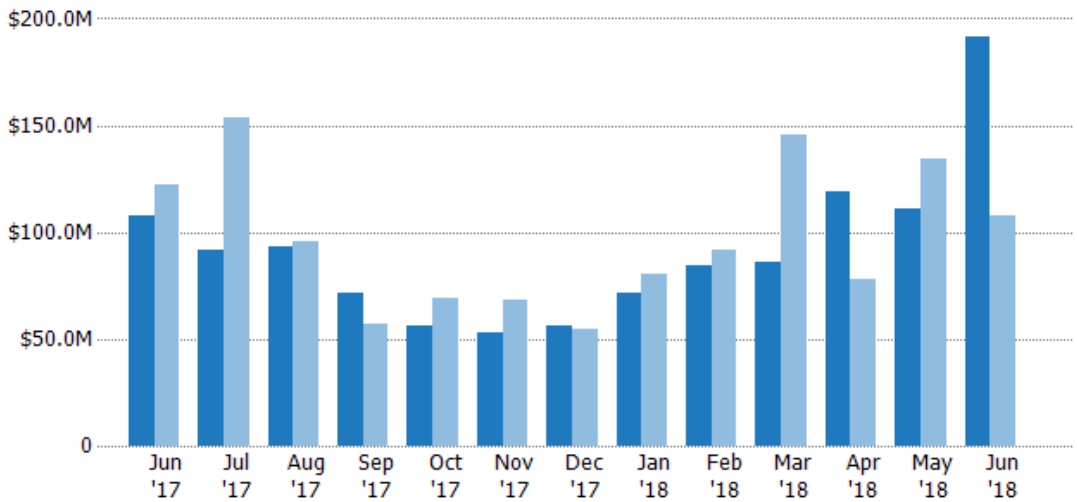
## New Listing Volume

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.
Jun '18	\$191M	78.3%
Jun '17	\$107M	-12.2%
Jun '16	\$122M	-18.8%



Current Year	\$107M	\$91.4M	\$93M	\$71.7M	\$56.5M	\$53.2M	\$56.1M	\$71.8M	\$84.7M	\$86.1M	\$119M	\$111M	\$191M
Prior Year	\$122M	\$154M	\$95.8M	\$57M	\$69.4M	\$68.7M	\$54.8M	\$80.4M	\$91.3M	\$146M	\$77.8M	\$134M	\$107M
Percent Change from Prior Year	-12%	-40%	-3%	26%	-19%	-23%	2%	-11%	-7%	-41%	53%	-17%	78%

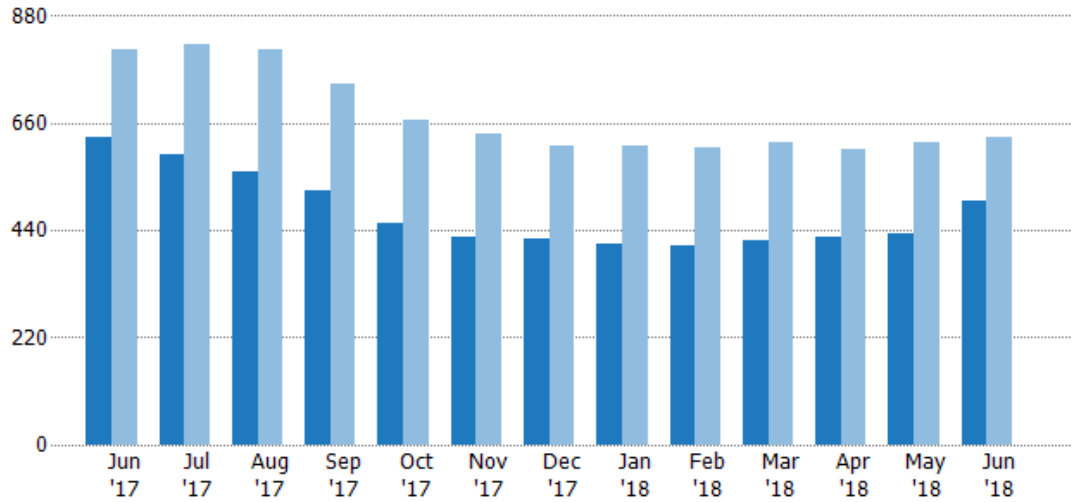
## Active Listings

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.
Jun '18	501	-20.7%
Jun '17	632	-22%
Jun '16	810	4.8%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	632	597	562	523	453	426	423	414	409	418	427	432	501
Prior Year	810	822	812	740	667	638	615	615	611	622	608	619	632
Percent Change from Prior Year	-22%	-27%	-31%	-29%	-32%	-33%	-31%	-33%	-33%	-33%	-30%	-30%	-21%

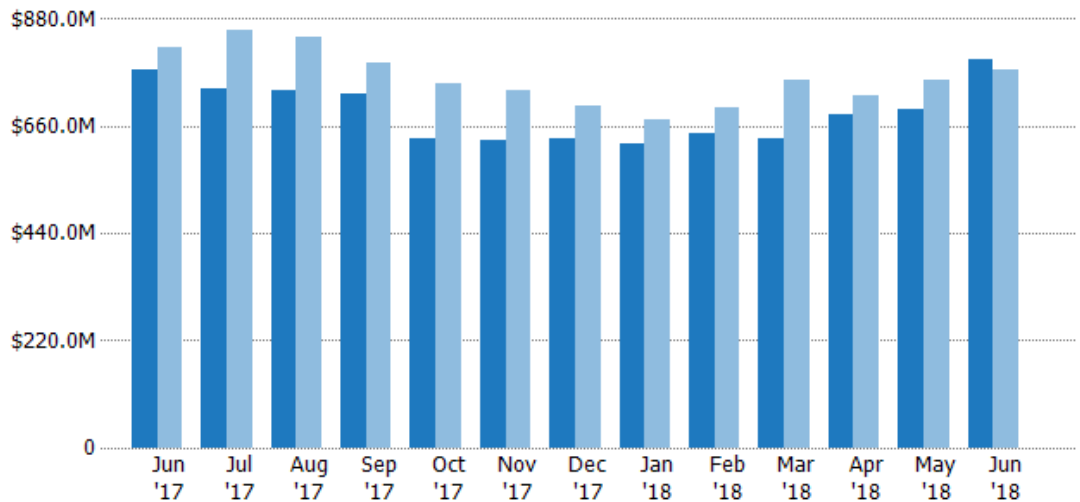
## Active Listing Volume

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.
Jun '18	\$798M	2.8%
Jun '17	\$776M	-5.4%
Jun '16	\$821M	0.8%



	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	\$776M	\$735M	\$733M	\$726M	\$636M	\$631M	\$635M	\$624M	\$647M	\$635M	\$683M	\$696M	\$798M
Prior Year	\$821M	\$858M	\$844M	\$790M	\$749M	\$733M	\$702M	\$674M	\$699M	\$755M	\$724M	\$756M	\$776M
Percent Change from Prior Year	-5%	-14%	-13%	-8%	-15%	-14%	-10%	-7%	-7%	-16%	-6%	-8%	3%

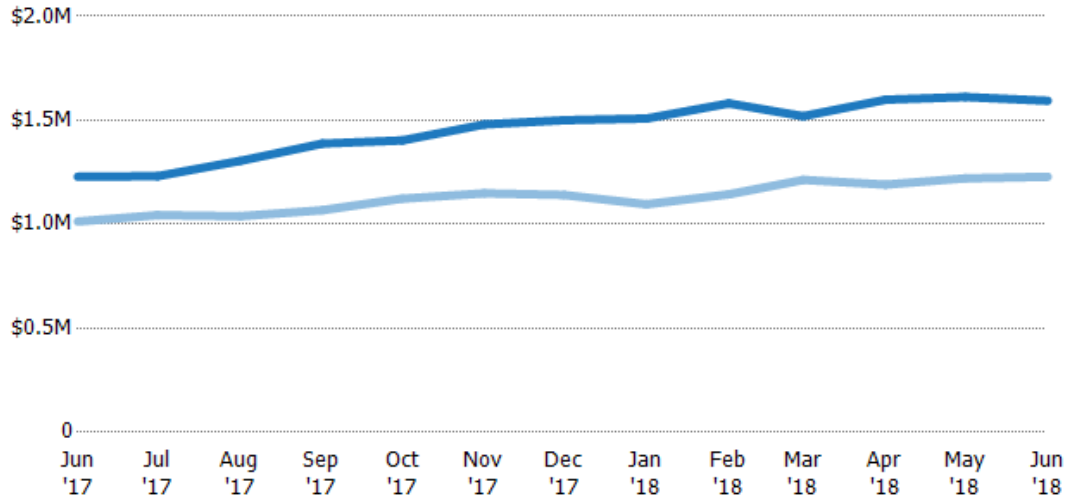
## Average Listing Price

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.
Jun '18	\$1.59M	29.7%
Jun '17	\$1.23M	21.2%
Jun '16	\$1.01M	-3.9%



Current Year	\$1.23M	\$1.23M	\$1.3M	\$1.39M	\$1.4M	\$1.48M	\$1.5M	\$1.51M	\$1.58M	\$1.52M	\$1.6M	\$1.61M	\$1.59M
Prior Year	\$1.01M	\$1.04M	\$1.04M	\$1.07M	\$1.12M	\$1.15M	\$1.14M	\$1.1M	\$1.14M	\$1.21M	\$1.19M	\$1.22M	\$1.23M
Percent Change from Prior Year	21%	18%	26%	30%	25%	29%	32%	38%	38%	25%	34%	32%	30%

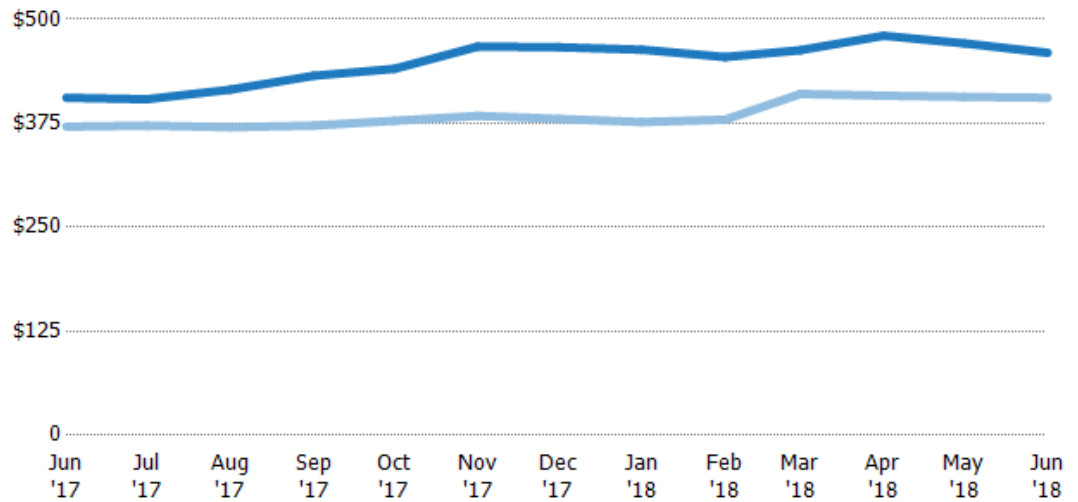
## Average Listing Price per Sq Ft

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.
Jun '18	\$460	13.3%
Jun '17	\$406	9.3%
Jun '16	\$371	0.6%



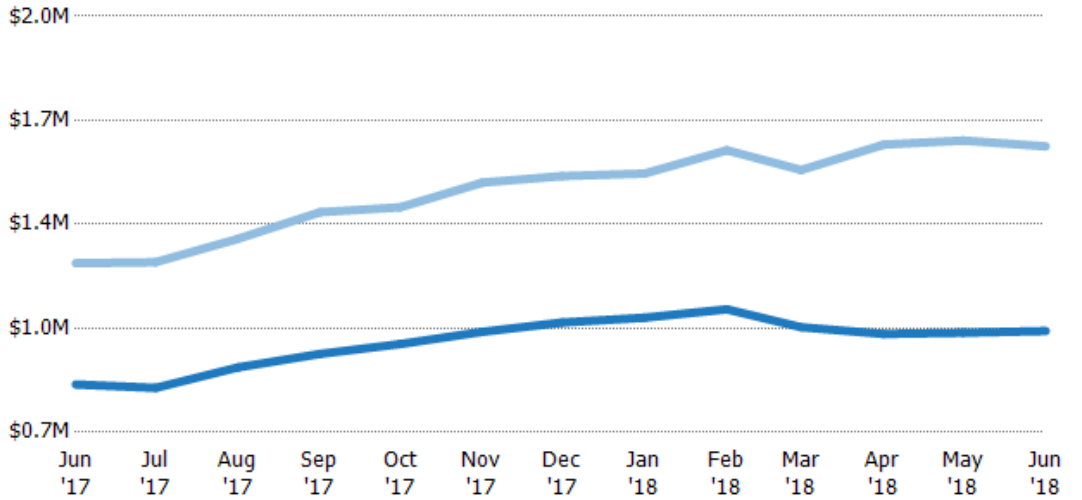
Current Year	\$406	\$404	\$415	\$432	\$440	\$467	\$466	\$464	\$455	\$463	\$480	\$471	\$460
Prior Year	\$371	\$372	\$370	\$372	\$378	\$384	\$380	\$376	\$379	\$410	\$408	\$407	\$406
Percent Change from Prior Year	9%	9%	12%	16%	17%	22%	23%	23%	20%	13%	18%	16%	13%

## 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



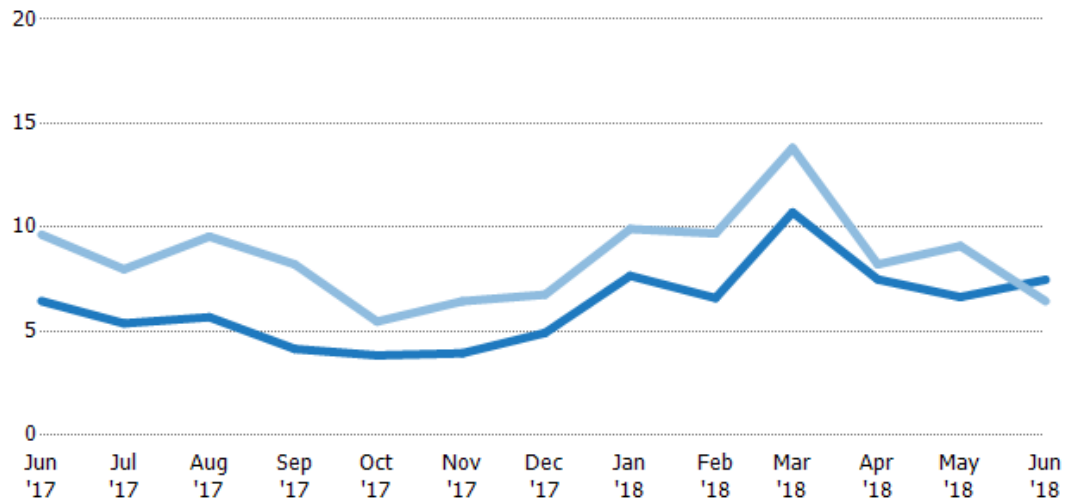
Avg Est Value	\$850K	\$839K	\$903K	\$945K	\$975K	\$1.01M	\$1.04M	\$1.06M	\$1.08M	\$1.03M	\$1.01M	\$1.01M	\$1.02M
Avg Listing Price	\$1.23M	\$1.23M	\$1.3M	\$1.39M	\$1.4M	\$1.48M	\$1.5M	\$1.51M	\$1.58M	\$1.52M	\$1.6M	\$1.61M	\$1.59M
Avg Listing Price as a % of Avg Est Value	145%	147%	145%	147%	144%	146%	144%	143%	146%	148%	159%	159%	157%

## 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	6.45	5.38	5.68	4.15	3.84	3.94	4.92	7.67	6.6	10.7	7.49	6.65	7.48
Prior Year	9.64	7.98	9.55	8.22	5.47	6.44	6.76	9.92	9.7	13.8	8.22	9.1	6.45
Percent Change from Prior Year	-33%	-33%	-41%	-50%	-30%	-39%	-27%	-23%	-32%	-22%	-9%	-27%	16%

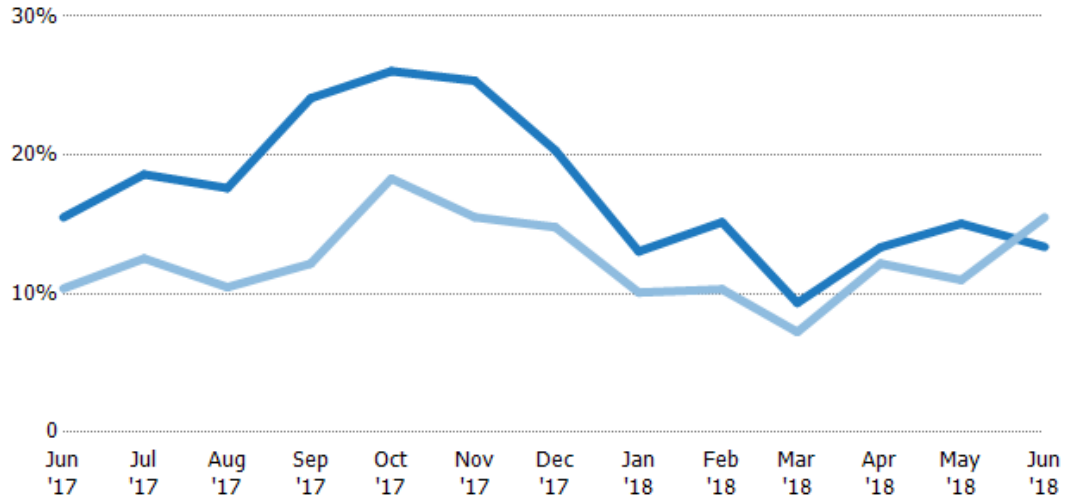
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jun '18	13%	2.1%
Jun '17	16%	-5.1%
Jun '16	10%	-35.3%

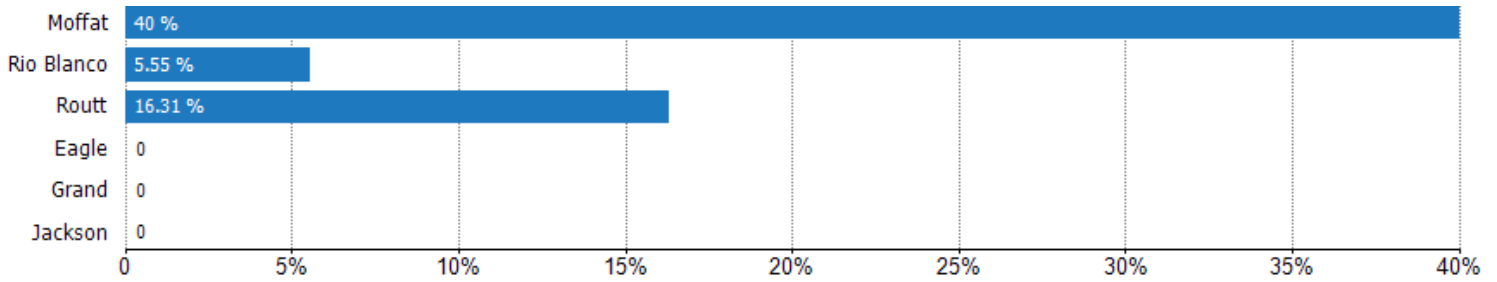


	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Current Year	16%	19%	18%	24%	26%	25%	20%	13%	15%	9%	13%	15%	13%
Prior Year	10%	13%	10%	12%	18%	16%	15%	10%	10%	7%	12%	11%	16%
Change from Prior Year	-5%	-6%	-7%	-12%	-8%	-10%	-6%	-3%	-5%	-2%	-1%	-4%	2%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



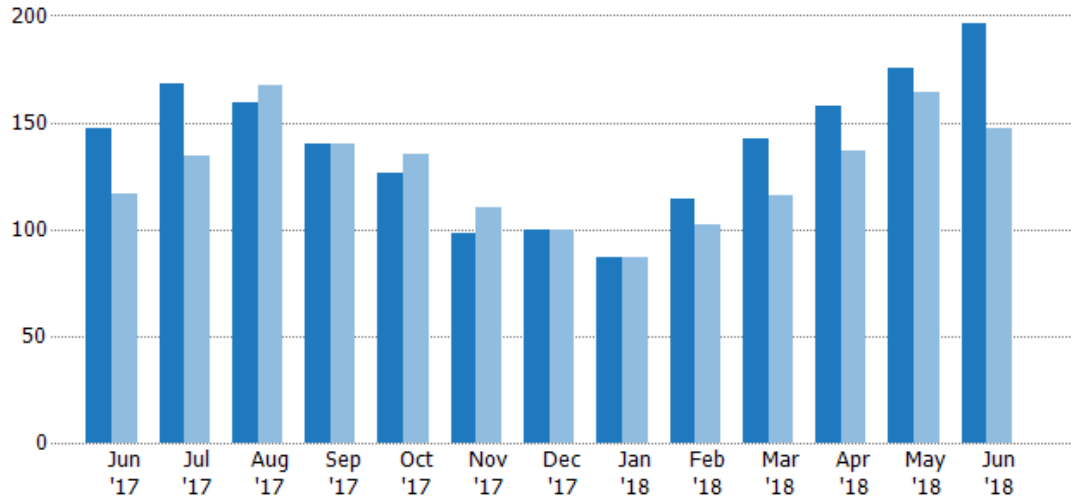
## Pending Sales

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.
Jun '18	196	33.3%
Jun '17	147	25.6%
Jun '16	117	0%



Current Year	147	168	159	140	126	98	100	87	114	142	158	175	196
Prior Year	117	134	167	140	135	110	100	87	102	116	137	164	147
Percent Change from Prior Year	26%	25%	-5%	0%	-7%	-11%	0%	0%	12%	22%	15%	7%	33%

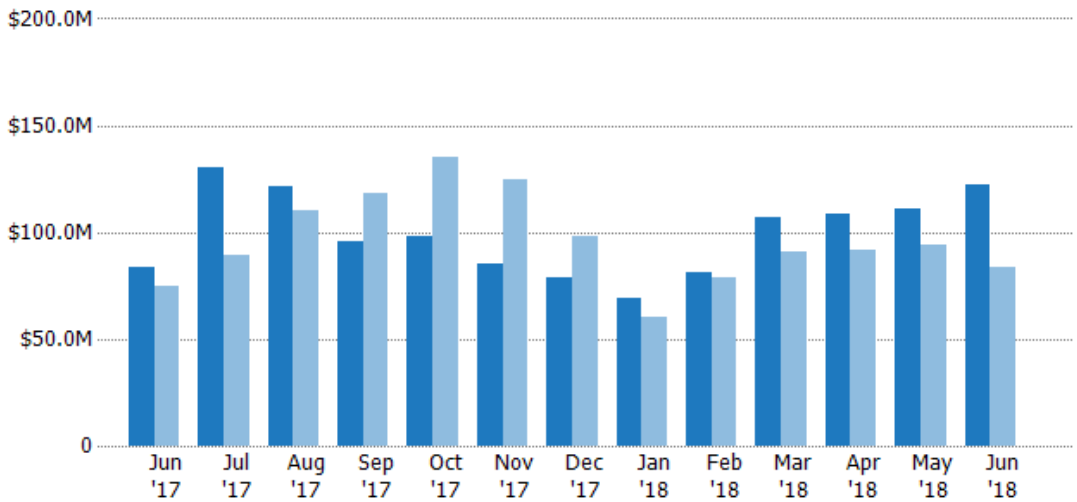
## Pending Sales Volume

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.
Jun '18	\$122M	46.3%
Jun '17	\$83.6M	12.2%
Jun '16	\$74.5M	-16.9%



Current Year	\$83.6M	\$130M	\$121M	\$96M	\$97.9M	\$85.1M	\$78.9M	\$69.4M	\$81.5M	\$107M	\$109M	\$111M	\$122M
Prior Year	\$74.5M	\$89.6M	\$110M	\$118M	\$135M	\$125M	\$98.4M	\$60.3M	\$78.9M	\$91.2M	\$91.3M	\$94M	\$83.6M
Percent Change from Prior Year	12%	45%	10%	-19%	-27%	-32%	-20%	15%	3%	17%	19%	18%	46%

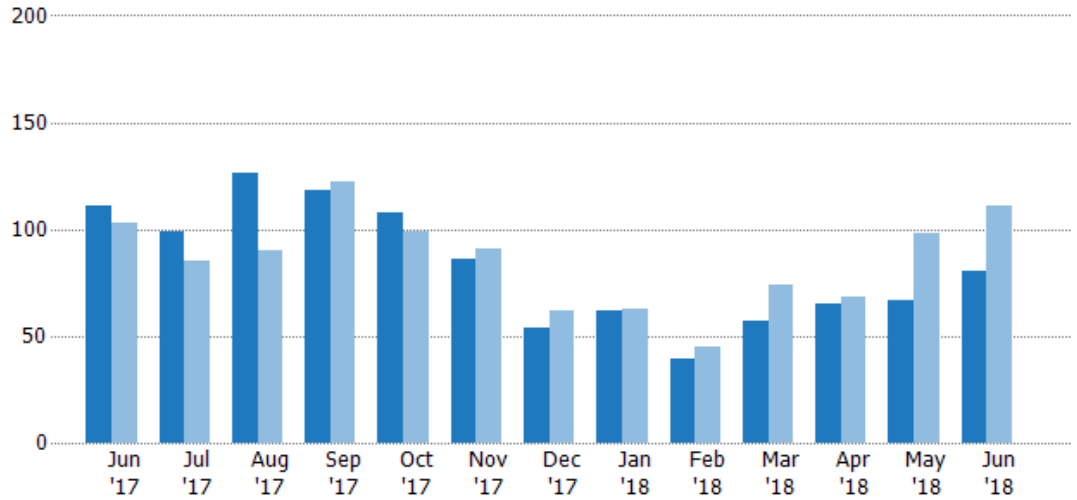
## Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jun '18	80	-27.9%
Jun '17	111	7.8%
Jun '16	103	-12.6%



Current Year	111	99	126	118	108	86	54	62	39	57	65	67	80
Prior Year	103	85	90	122	99	91	62	63	45	74	68	98	111
Percent Change from Prior Year	8%	16%	40%	-3%	9%	-5%	-13%	-2%	-13%	-23%	-4%	-32%	-28%

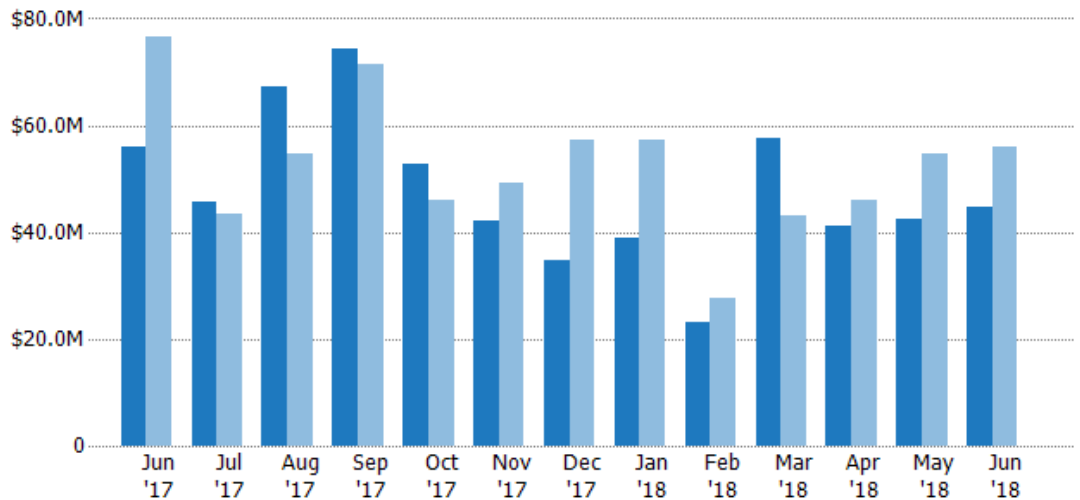
## Closed Sales Volume

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.
Jun '18	\$44.7M	-20.3%
Jun '17	\$56.1M	-26.7%
Jun '16	\$76.5M	-46.5%



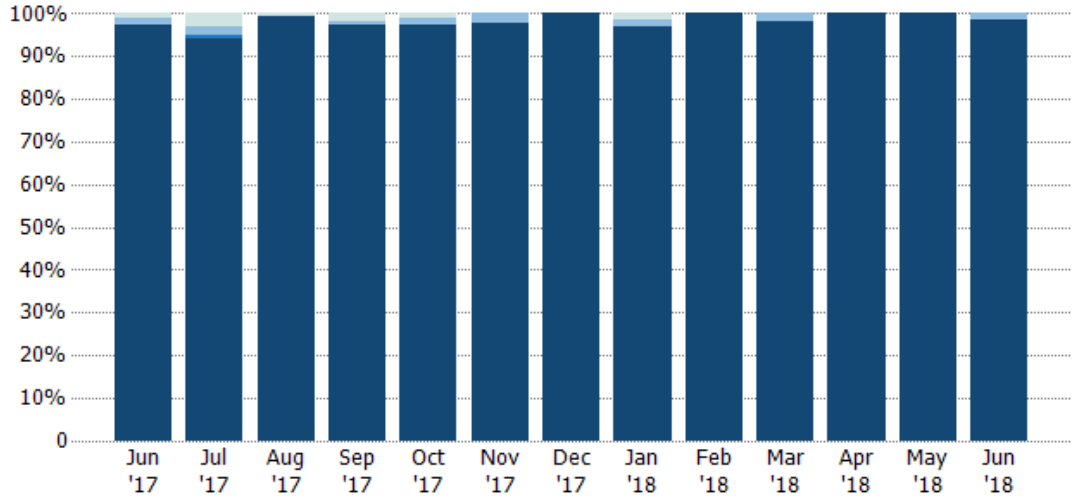
Current Year	\$56.1M	\$45.8M	\$67.2M	\$74.4M	\$52.7M	\$42.2M	\$34.6M	\$39M	\$23.2M	\$57.6M	\$41M	\$42.3M	\$44.7M
Prior Year	\$76.5M	\$43.4M	\$54.6M	\$71.5M	\$45.9M	\$49.2M	\$57.2M	\$57.4M	\$27.6M	\$43.2M	\$46M	\$54.7M	\$56.1M
Percent Change from Prior Year	-27%	6%	23%	4%	15%	-14%	-40%	-32%	-16%	33%	-11%	-23%	-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

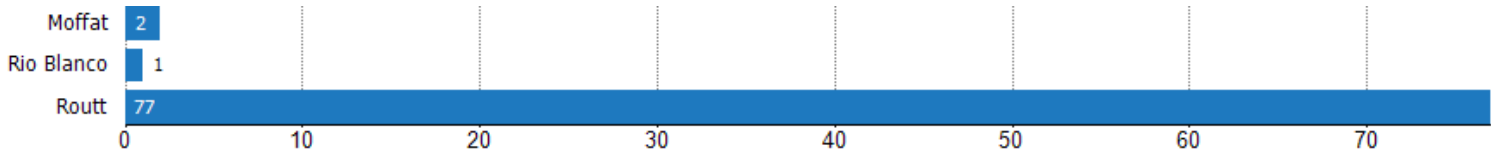


Property Type	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18
Other	1%	3%	1%	2%	1%	-	-	2%	-	-	-	-	-
Farm/Ranch	2%	2%	-	1%	2%	2%	-	2%	-	2%	-	-	1%
Condo/Townhouse	-	1%	-	-	-	-	-	-	-	-	-	-	-
Single Family Residence	97%	94%	99%	97%	97%	98%	100%	97%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

### Closed Sales (By County)

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

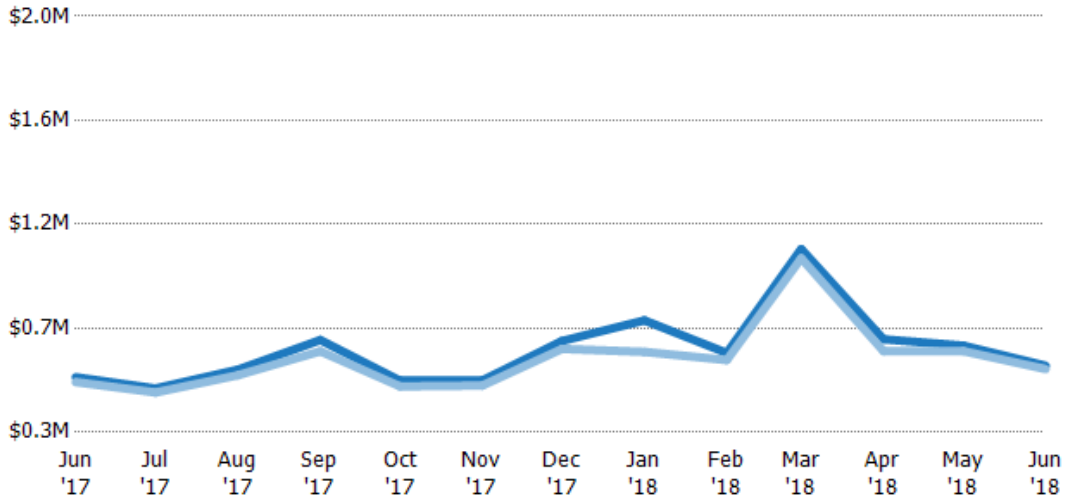
Filters Used: County: 6 Selected



### 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

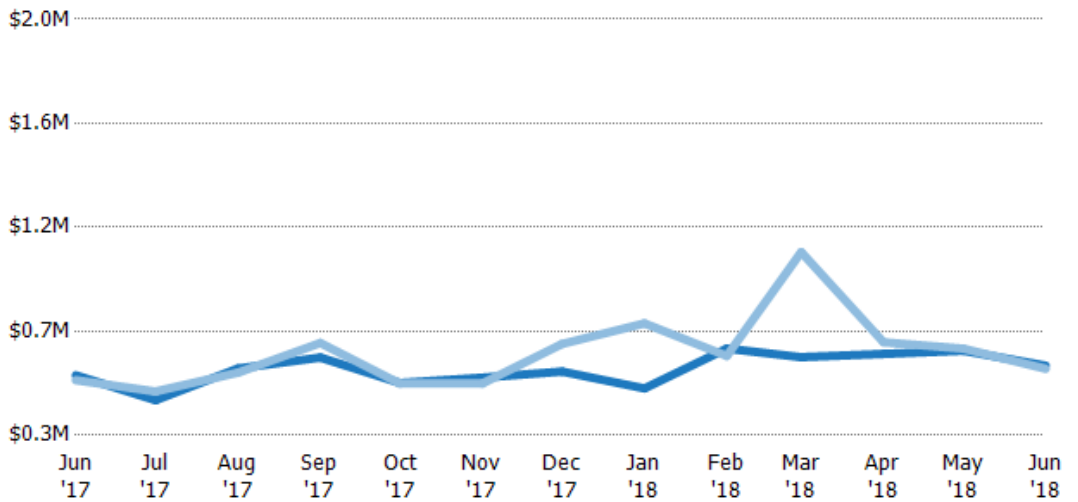


Avg List Price	\$525K	\$479K	\$556K	\$677K	\$511K	\$512K	\$673K	\$757K	\$624K	\$1.05M	\$680K	\$654K	\$572K
Avg Sales Price	\$505K	\$463K	\$533K	\$631K	\$488K	\$491K	\$641K	\$629K	\$595K	\$1.01M	\$632K	\$631K	\$558K
Avg Sales Price as a % of Avg List Price	96%	97%	96%	93%	95%	96%	95%	83%	95%	96%	93%	97%	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



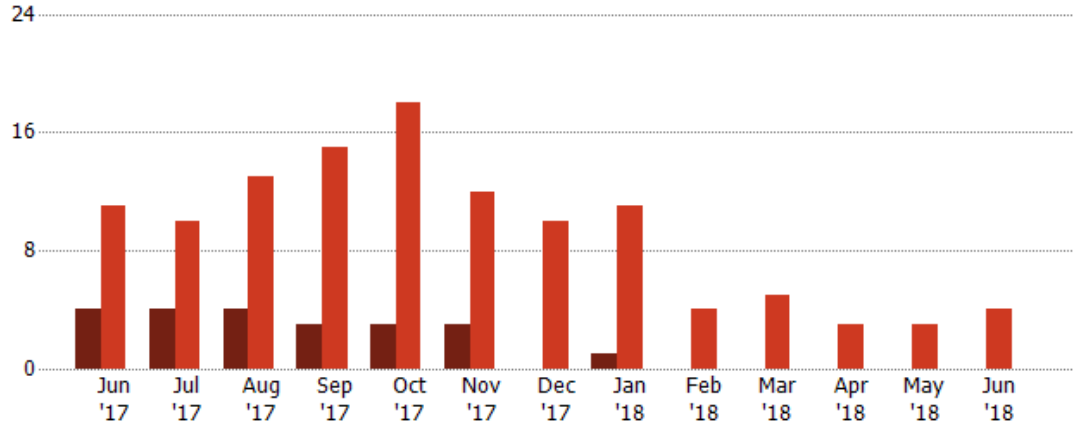
Avg Est Value	\$545K	\$443K	\$573K	\$618K	\$514K	\$536K	\$561K	\$492K	\$654K	\$619K	\$633K	\$646K	\$584K
Avg Sales Price	\$525K	\$463K	\$533K	\$631K	\$488K	\$491K	\$641K	\$629K	\$595K	\$1.05M	\$632K	\$631K	\$558K
Avg Sales Price as a % of Avg Est Value	96%	108%	97%	110%	99%	96%	120%	154%	95%	169%	108%	101%	98%

## 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	4	3	3	3	-	1	-	-	-	-	-
Prior Year	11	10	13	15	18	12	10	11	4	5	3	3	4
Percent Change from Prior Year	-64%	-60%	-69%	-80%	-83%	-75%	-100%	-91%	-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:** 07/09/2018

**Scheduled:** Yes

**Report Date Range:** From 6/2017 To: 6/2018

### 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 6/2018 data

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