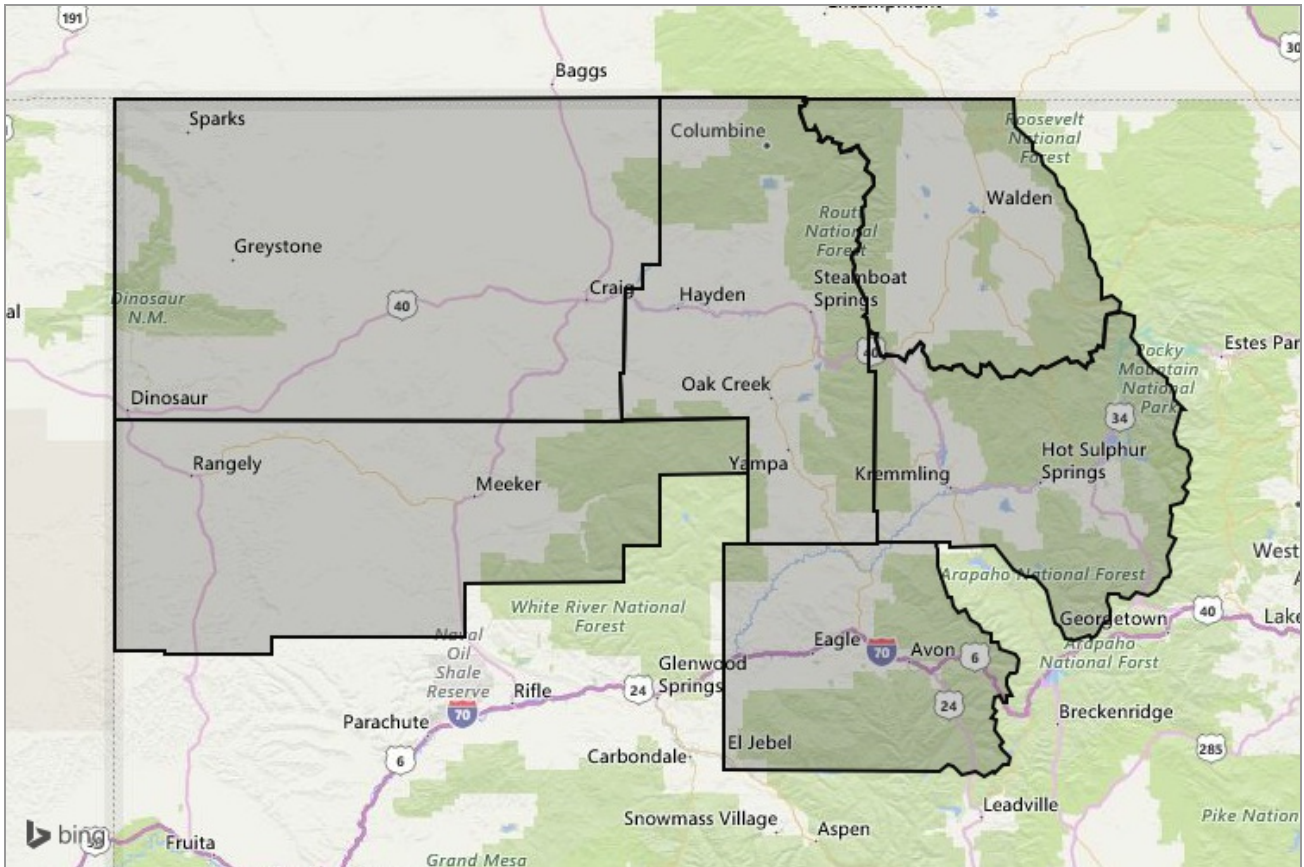




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2016 – 3/2017

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/07/2017

Scheduled: Yes

Presented by

**Steamboat Springs Board of
REALTORS®**

Colorado Real Estate License: 40043155

(970) 879-4663

<http://www.ssbr.org>

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

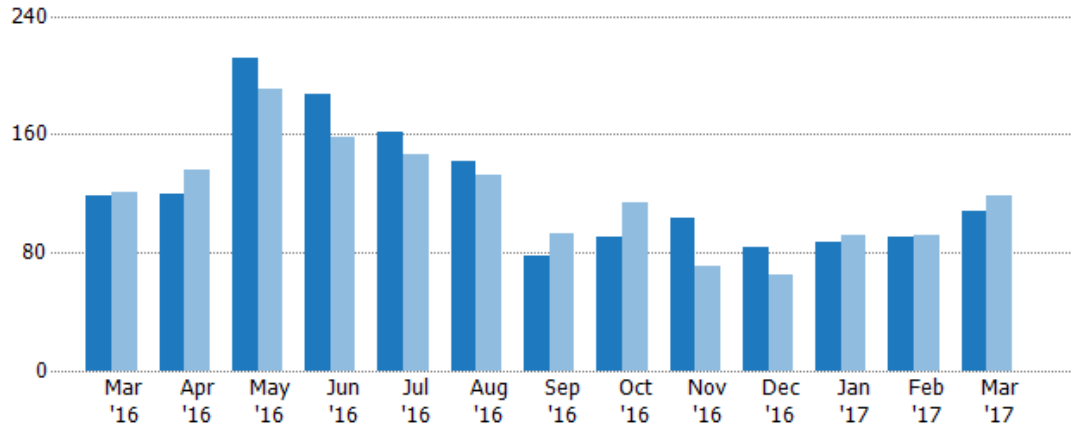
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	108	-8.5%
Mar '16	118	-2.5%
Mar '15	121	6.6%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	118	120	212	187	161	142	78	90	103	84	87	91	108
Prior Year	121	136	191	158	146	133	93	114	71	65	92	92	118
Percent Change from Prior Year	-2%	-12%	11%	18%	10%	7%	-16%	-21%	45%	29%	-5%	-1%	-8%

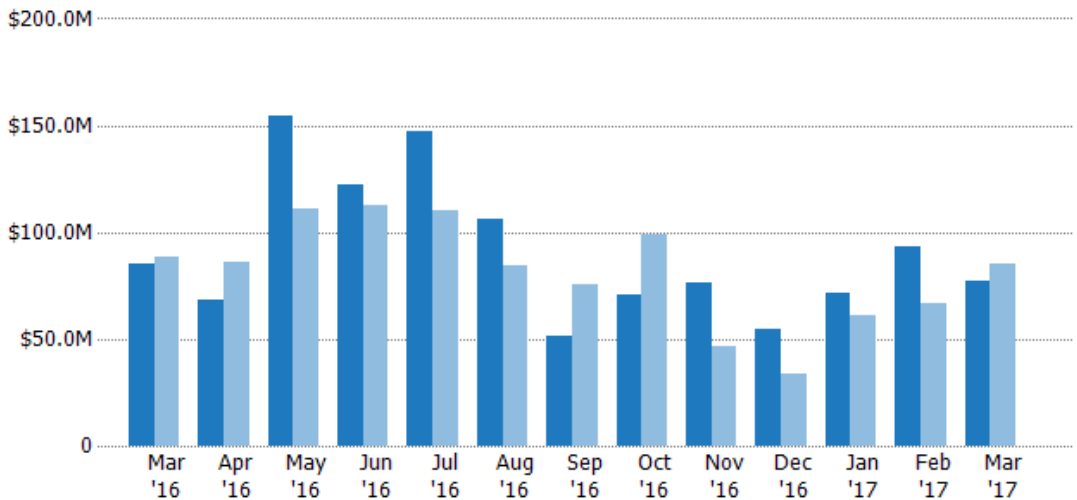
New Listing Volume

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.
Mar '17	\$77.5M	-8.8%
Mar '16	\$85M	-3.8%
Mar '15	\$88.3M	5.4%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$85M	\$68.4M	\$155M	\$122M	\$147M	\$106M	\$51M	\$71M	\$76.7M	\$54.4M	\$71.3M	\$93M	\$77.5M
Prior Year	\$88.3M	\$86M	\$111M	\$113M	\$110M	\$84.7M	\$75.9M	\$98.9M	\$46.5M	\$33.3M	\$61M	\$66.8M	\$85M
Percent Change from Prior Year	-4%	-20%	39%	8%	34%	26%	-33%	-28%	65%	63%	17%	39%	-9%

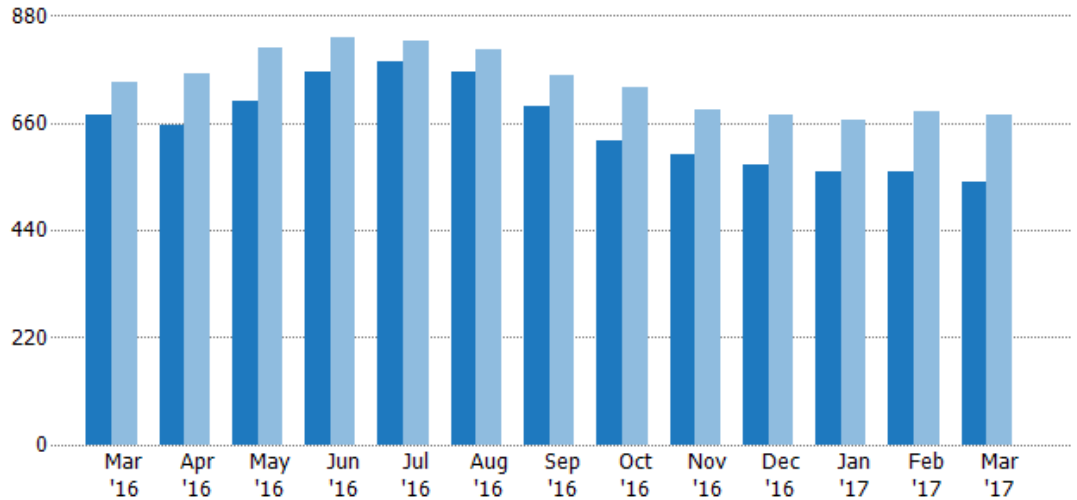
Active Listings

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.
Mar '17	538	-20.6%
Mar '16	678	-9%
Mar '15	745	12.8%



Current Year	678	654	706	766	788	765	693	623	597	573	559	562	538
Prior Year	745	762	815	837	829	812	758	733	688	676	668	685	678
Percent Change from Prior Year	-9%	-14%	-13%	-8%	-5%	-6%	-9%	-15%	-13%	-15%	-16%	-18%	-21%

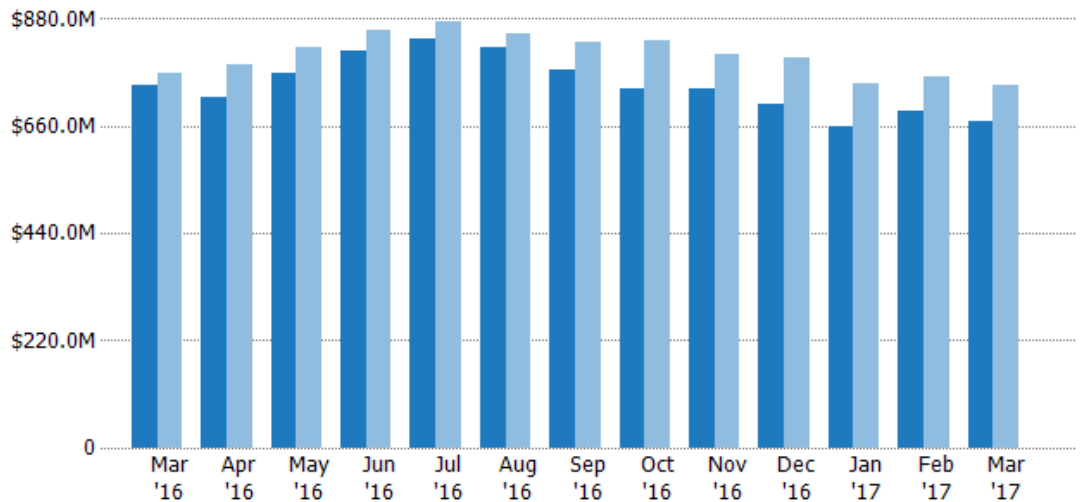
Active Listing Volume

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.
Mar '17	\$671M	-9.8%
Mar '16	\$743M	-3.1%
Mar '15	\$767M	-3.6%



Current Year	\$743M	\$718M	\$768M	\$815M	\$838M	\$820M	\$774M	\$738M	\$736M	\$707M	\$661M	\$690M	\$671M
Prior Year	\$767M	\$785M	\$821M	\$858M	\$876M	\$848M	\$832M	\$837M	\$807M	\$799M	\$747M	\$761M	\$743M
Percent Change from Prior Year	-3%	-9%	-6%	-5%	-4%	-3%	-7%	-12%	-9%	-12%	-12%	-9%	-10%

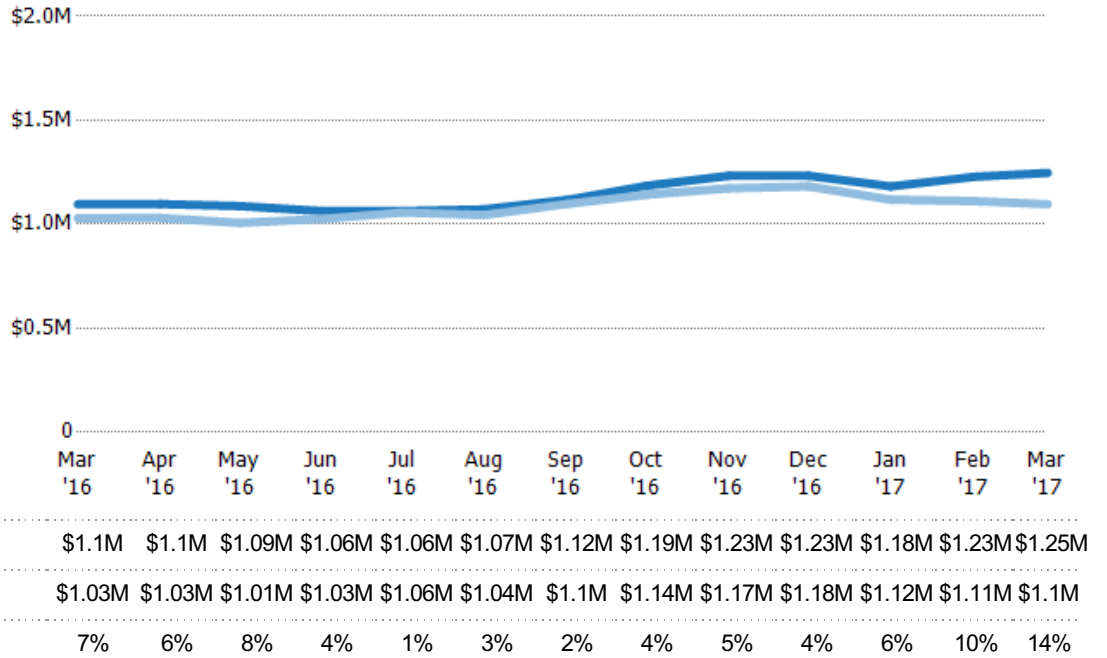
Average Listing Price

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.
Mar '17	\$1.25M	13.7%
Mar '16	\$1.1M	6.5%
Mar '15	\$1.03M	-14.5%



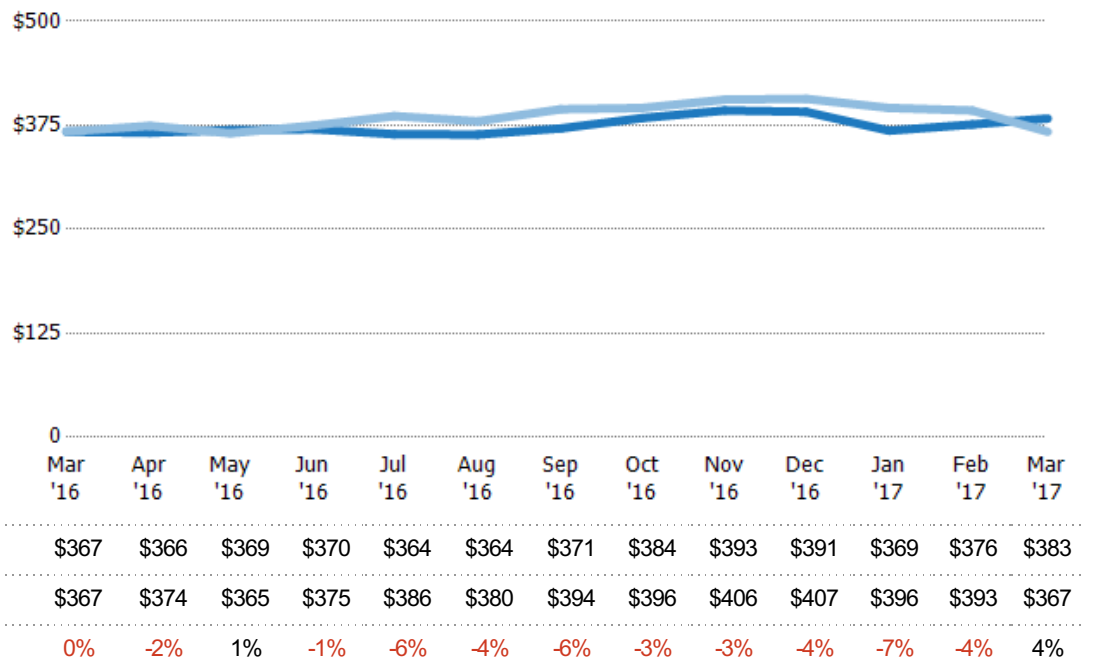
Average Listing Price per Sq Ft

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.
Mar '17	\$383	4.3%
Mar '16	\$367	0%
Mar '15	\$367	-1.6%

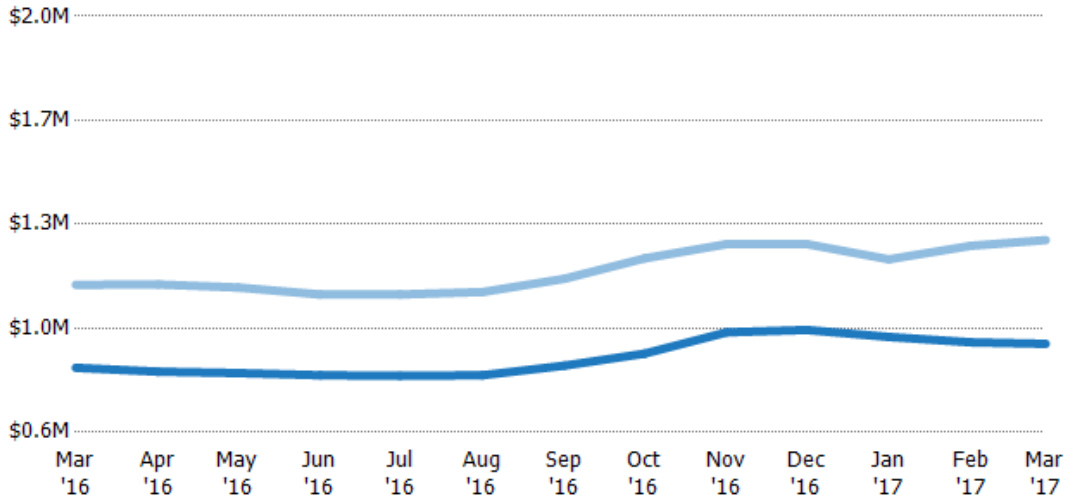


Average Listing Price vs Average Est Value

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



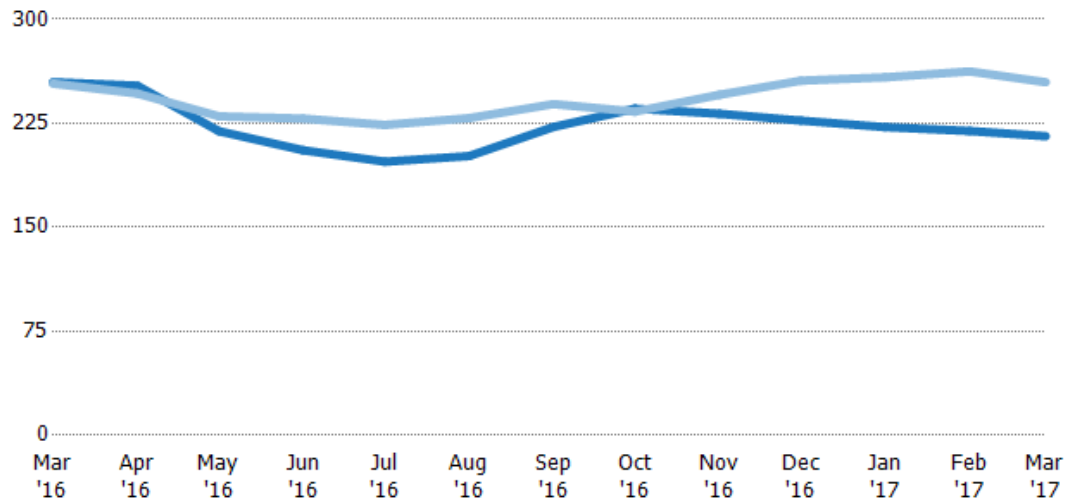
Avg Est Value	\$817K	\$804K	\$799K	\$792K	\$790K	\$792K	\$825K	\$864K	\$936K	\$944K	\$921K	\$903K	\$898K
Avg Listing Price	\$1.1M	\$1.1M	\$1.09M	\$1.06M	\$1.06M	\$1.07M	\$1.12M	\$1.19M	\$1.23M	\$1.23M	\$1.18M	\$1.23M	\$1.25M
Avg Listing Price as a % of Avg Est Value	134%	136%	136%	134%	135%	135%	135%	137%	132%	131%	128%	136%	139%

Average Days in RPR

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

County: 6 Selected



Month/Year	Days	% Chg.
Mar '17	216	-15.3%
Mar '16	255	0.4%
Mar '15	254	-12.6%

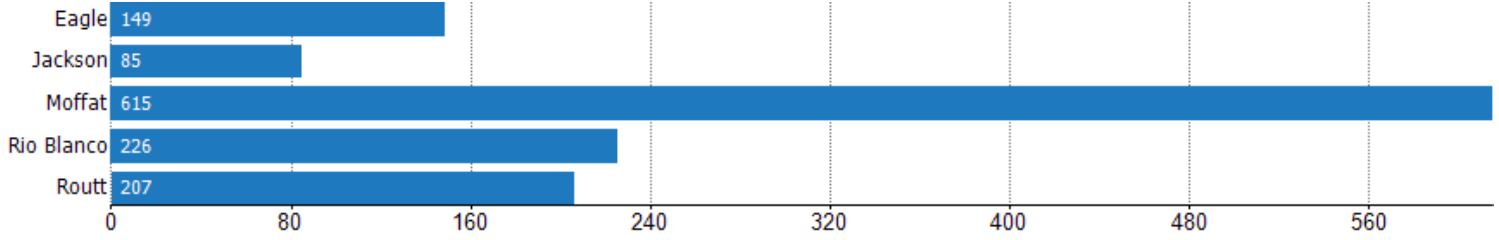
Current Year	255	252	219	206	197	201	222	236	232	227	222	219	216
Prior Year	254	247	230	228	224	229	239	233	246	256	258	262	255
Percent Change from Prior Year	0%	2%	-5%	-10%	-12%	-12%	-7%	1%	-6%	-11%	-14%	-16%	-15%



Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: 6 Selected



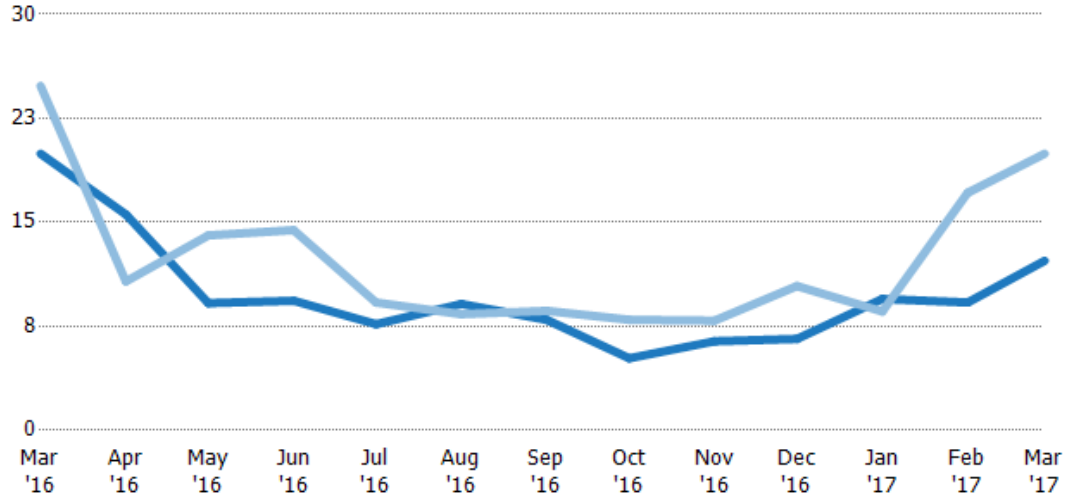
Months of Inventory

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.
Mar '17	12.2	-38.7%
Mar '16	19.9	-19.7%
Mar '15	24.8	-13.3%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	19.9	15.6	9.17	9.34	7.65	9.11	7.97	5.19	6.42	6.59	9.47	9.21	12.2
Prior Year	24.8	10.7	14.1	14.4	9.21	8.37	8.61	7.97	7.91	10.4	8.56	17.1	19.9
Percent Change from Prior Year	-20%	45%	-35%	-35%	-17%	9%	-8%	-35%	-19%	-37%	11%	-46%	-39%

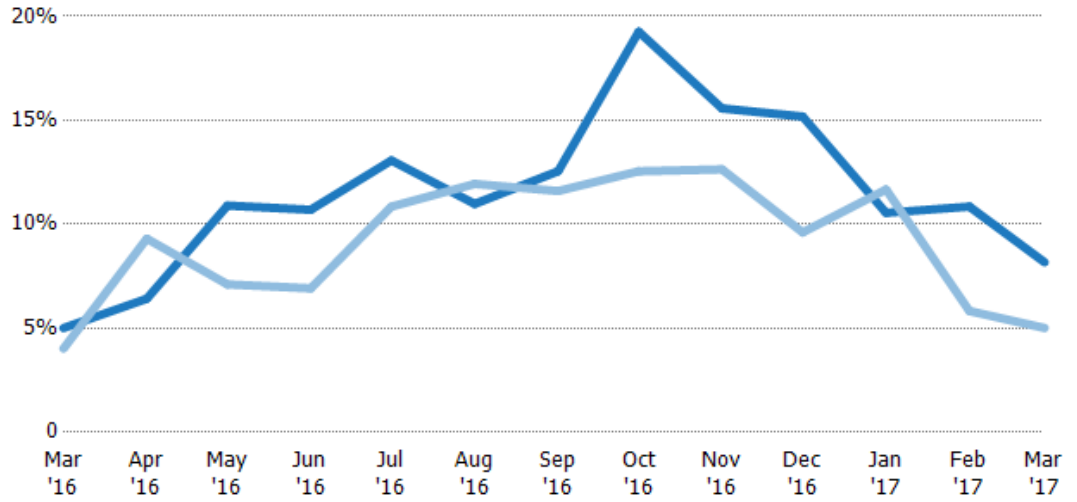
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Mar '17	8%	-3.2%
Mar '16	5%	-1%
Mar '15	4%	15.4%

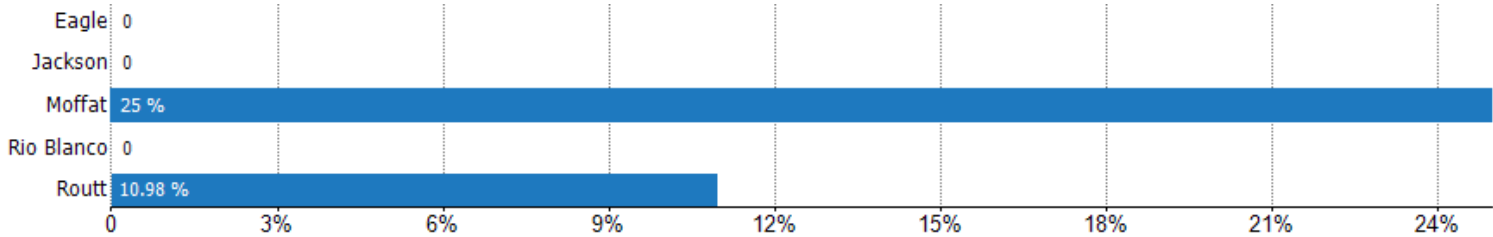


	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	5%	6%	11%	11%	13%	11%	13%	19%	16%	15%	11%	11%	8%
Prior Year	4%	9%	7%	7%	11%	12%	12%	13%	13%	10%	12%	6%	5%
Change from Prior Year	-1%	3%	-4%	-4%	-2%	1%	-1%	-7%	-3%	-6%	1%	-5%	-3%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



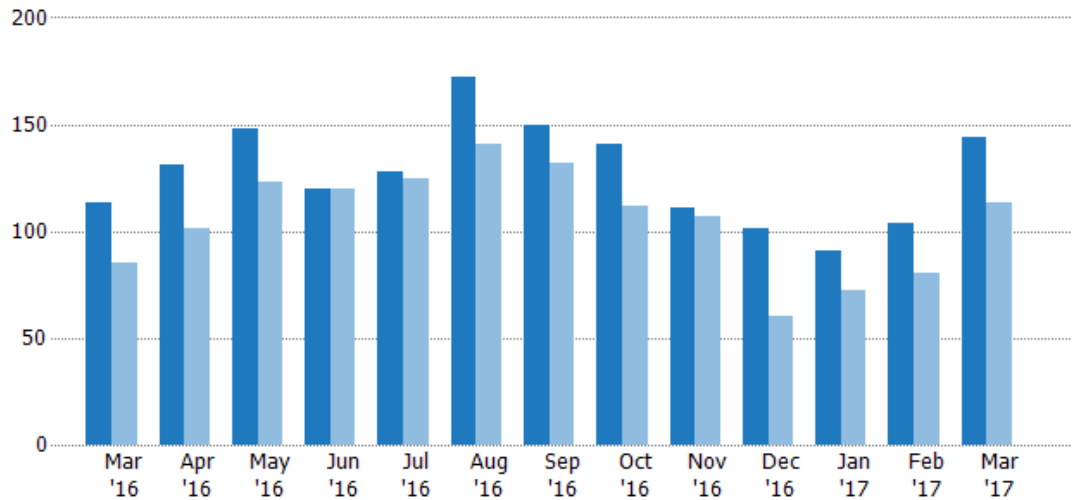
Pending Sales

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.
Mar '17	144	27.4%
Mar '16	113	32.9%
Mar '15	85	-1.2%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	113	131	148	120	128	172	150	141	111	101	91	104	144
Prior Year	85	101	123	120	125	141	132	112	107	60	72	80	113
Percent Change from Prior Year	33%	30%	20%	0%	2%	22%	14%	26%	4%	68%	26%	30%	27%

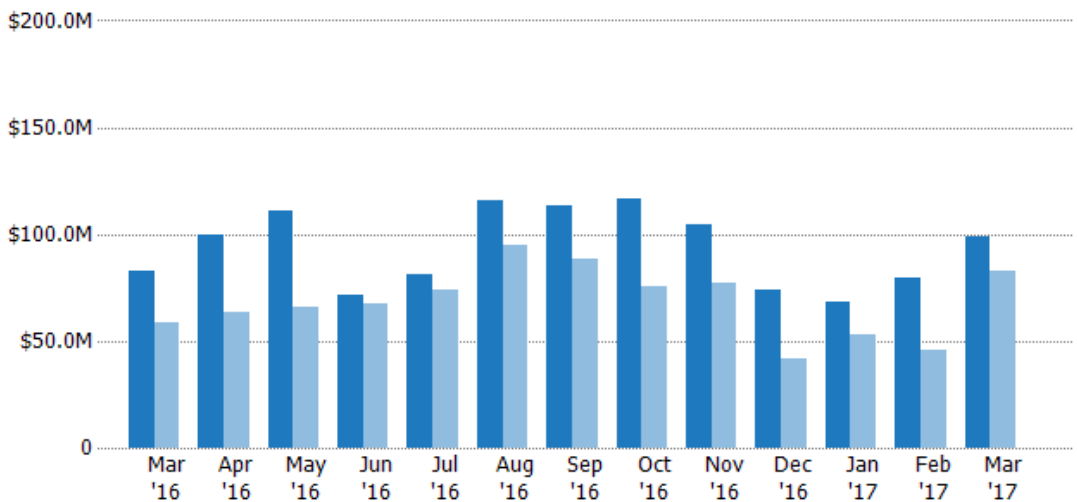
Pending Sales Volume

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.
Mar '17	\$99.2M	19.4%
Mar '16	\$83.1M	41.2%
Mar '15	\$58.8M	-2.7%



	Mar '16	Apr '16	May '16	Jun '16	Jul '16	Aug '16	Sep '16	Oct '16	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17
Current Year	\$83.1M	\$100M	\$111M	\$71.5M	\$81.2M	\$116M	\$114M	\$117M	\$104M	\$73.9M	\$67.9M	\$79.5M	\$99.2M
Prior Year	\$58.8M	\$63.5M	\$66.2M	\$67.8M	\$73.8M	\$94.6M	\$88.6M	\$75.9M	\$77.1M	\$42M	\$52.9M	\$45.7M	\$83.1M
Percent Change from Prior Year	41%	57%	67%	6%	10%	23%	28%	54%	35%	76%	28%	74%	19%

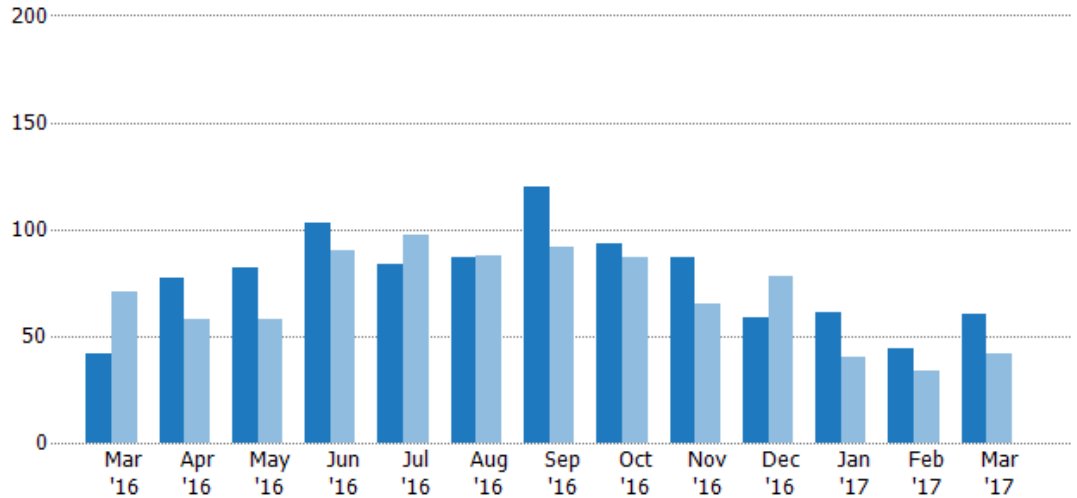
Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '17	60	42.9%
Mar '16	42	-40.8%
Mar '15	71	-31%



Current Year	42	77	82	103	84	87	120	93	87	59	61	44	60
Prior Year	71	58	58	90	97	88	92	87	65	78	40	34	42
Percent Change from Prior Year	-41%	33%	41%	14%	-13%	-1%	30%	7%	34%	-24%	53%	29%	43%

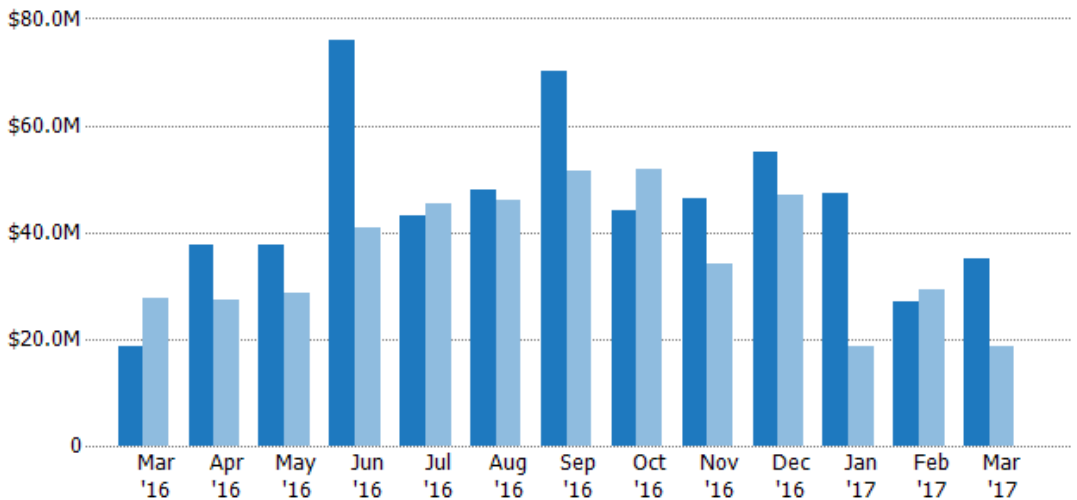
Closed Sales Volume

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.
Mar '17	\$35.1M	87.6%
Mar '16	\$18.7M	-31.9%
Mar '15	\$27.5M	4.8%

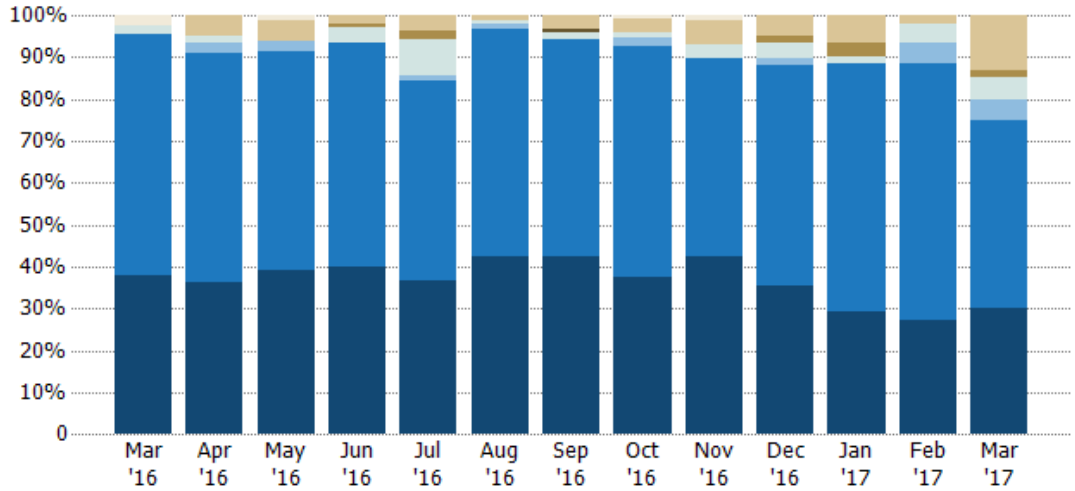


Current Year	\$18.7M	\$37.5M	\$37.8M	\$76M	\$43.1M	\$47.8M	\$70.1M	\$44.2M	\$46.5M	\$54.9M	\$47.2M	\$26.9M	\$35.1M
Prior Year	\$27.5M	\$27.4M	\$28.6M	\$40.9M	\$45.4M	\$45.9M	\$51.5M	\$51.9M	\$34M	\$47M	\$18.5M	\$29.4M	\$18.7M
Percent Change from Prior Year	-32%	37%	32%	86%	-5%	4%	36%	-15%	37%	17%	155%	-8%	88%

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

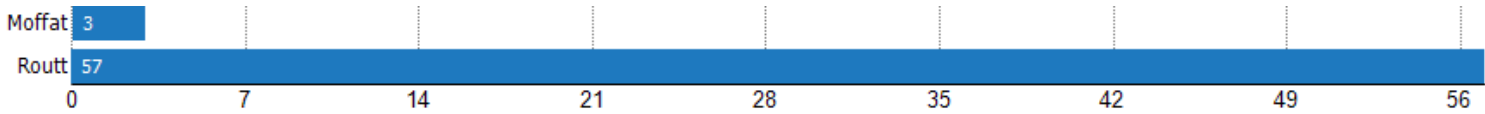


Other	2%	-	1%	-	-	-	-	1%	1%	-	-	-	-
Coop	-	5%	5%	2%	4%	1%	3%	3%	6%	5%	7%	2%	13%
Farm/Ranch	-	-	-	1%	2%	-	-	-	-	2%	3%	-	2%
Lot/Land	-	-	-	-	-	-	1%	-	-	-	-	-	-
Multifamily/Multiplex	2%	1%	-	4%	8%	1%	2%	1%	3%	3%	2%	5%	5%
Mobile/Manufactured	-	3%	2%	-	1%	1%	-	2%	-	2%	-	5%	5%
Condo/Townhouse	57%	55%	52%	53%	48%	54%	52%	55%	47%	53%	59%	61%	45%
Single Family Residence	38%	36%	39%	40%	37%	43%	43%	38%	43%	36%	30%	27%	30%

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

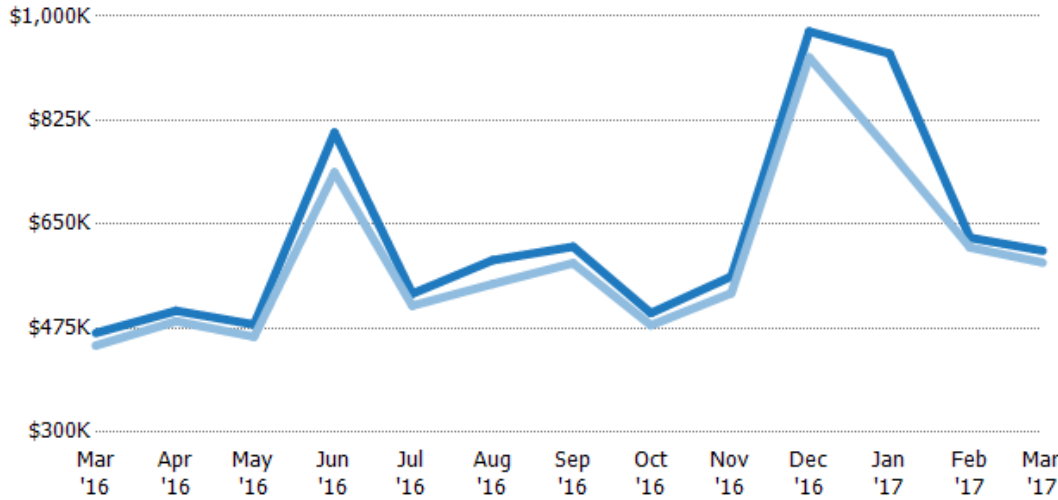


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



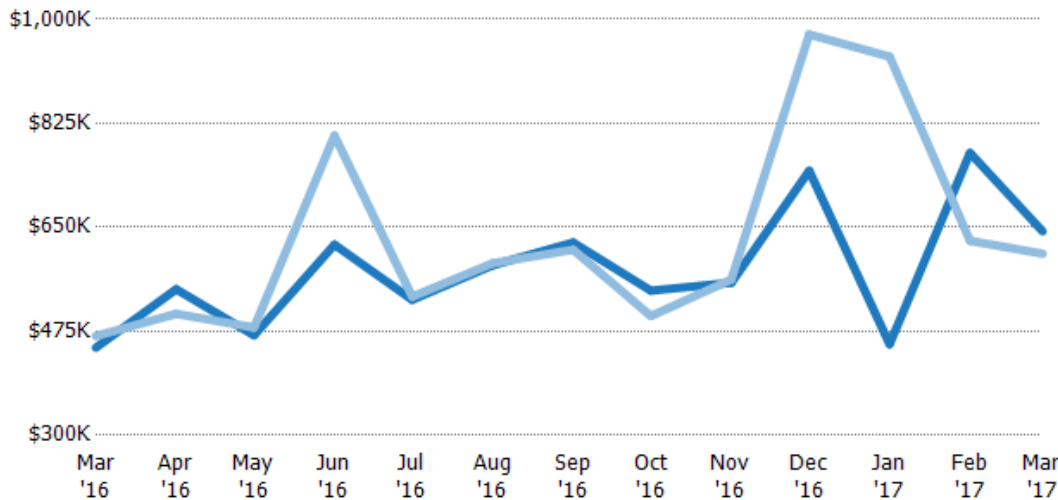
Avg List Price	\$467K	\$504K	\$481K	\$804K	\$533K	\$590K	\$612K	\$501K	\$562K	\$974K	\$937K	\$627K	\$606K
Avg Sales Price	\$446K	\$487K	\$461K	\$737K	\$513K	\$549K	\$585K	\$480K	\$534K	\$931K	\$774K	\$611K	\$586K
Avg Sales Price as a % of Avg List Price	95%	97%	96%	92%	96%	93%	95%	96%	95%	96%	83%	97%	97%

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	\$447K	\$546K	\$468K	\$621K	\$528K	\$586K	\$624K	\$543K	\$557K	\$745K	\$453K	\$775K	\$643K
Avg Sales Price	\$467K	\$504K	\$481K	\$804K	\$533K	\$590K	\$612K	\$501K	\$562K	\$974K	\$937K	\$627K	\$606K
Avg Sales Price as a % of Avg Est Value	104%	92%	103%	130%	101%	101%	98%	92%	101%	131%	207%	81%	94%

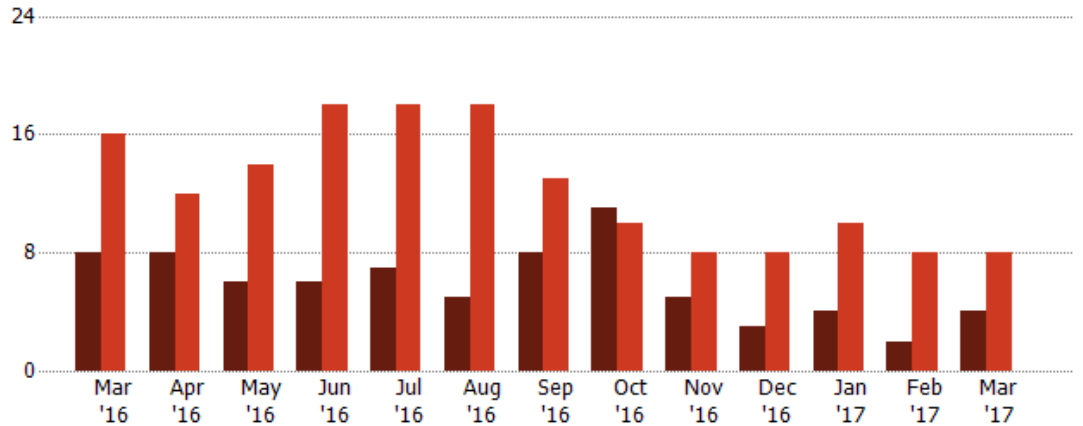
Distressed Listings

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

Month/Year	Count	% Chg.
Mar '17	4	-50%
Mar '16	8	-50%
Mar '15	16	62.5%



Current Year	8	8	6	6	7	5	8	11	5	3	4	2	4
Prior Year	16	12	14	18	18	18	13	10	8	8	10	8	8
Percent Change from Prior Year	-50%	-33%	-57%	-67%	-61%	-72%	-38%	10%	-38%	-63%	-60%	-75%	-50%

Distressed Listings (By County)

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

Filters Used: County: 6 Selected



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: 04/07/2017

Scheduled: Yes

Report Date Range: From 3/2016 To: 3/2017

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
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
- Average 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 3/2017 data

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