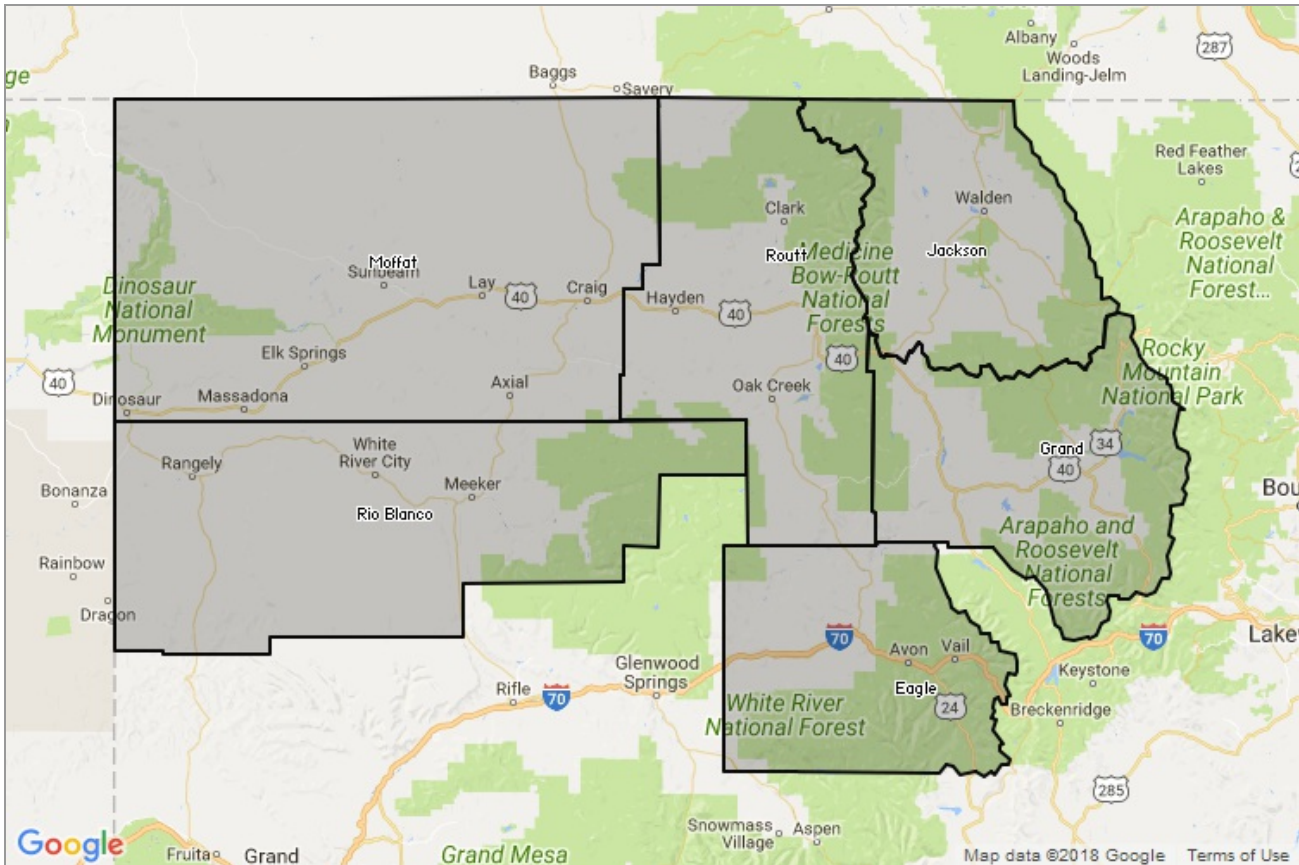




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2017 – 3/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/06/2018

**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

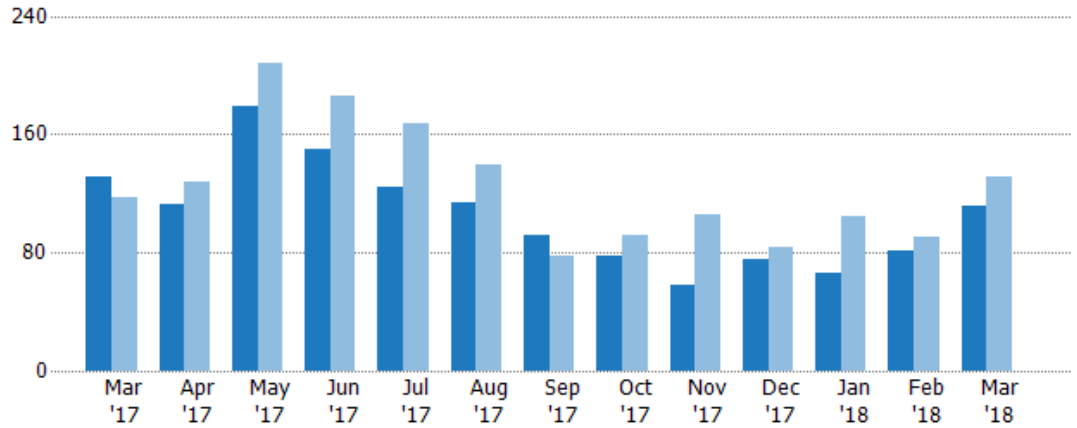
## New Listings

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 '18	112	-14.5%
Mar '17	131	12%
Mar '16	117	0.9%



Current Year	131	113	179	150	124	114	92	78	58	75	66	81	112
Prior Year	117	128	208	186	167	140	78	92	106	84	104	91	131
Percent Change from Prior Year	12%	-12%	-14%	-19%	-26%	-19%	18%	-15%	-45%	-11%	-37%	-11%	-15%

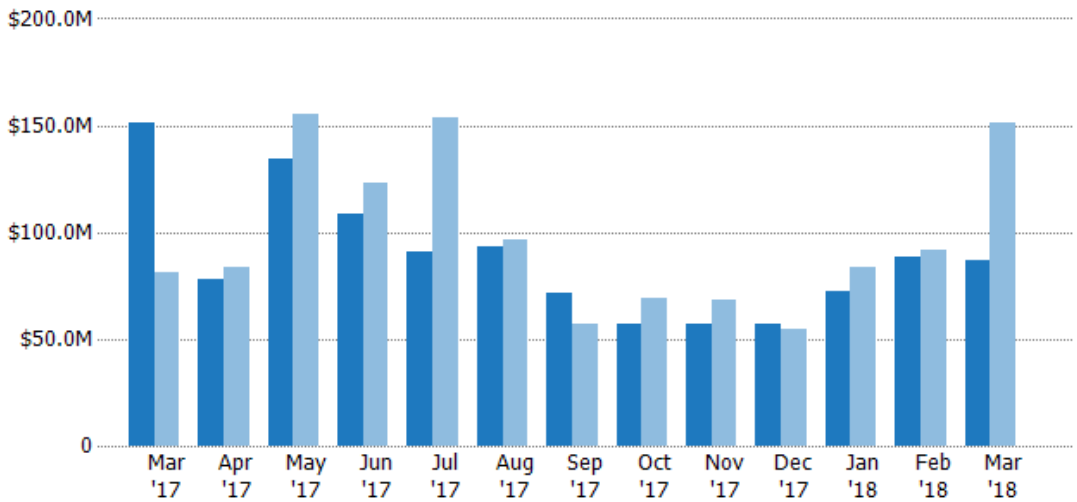
## New Listing Volume

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 '18	\$86.6M	-42.8%
Mar '17	\$151M	86%
Mar '16	\$81.4M	4%



Current Year	\$151M	\$77.8M	\$134M	\$109M	\$91.1M	\$93.4M	\$71.3M	\$57.1M	\$56.7M	\$57.3M	\$72.6M	\$88.1M	\$86.6M
Prior Year	\$81.4M	\$83.3M	\$155M	\$123M	\$153M	\$96.2M	\$57.1M	\$68.9M	\$68.7M	\$54.6M	\$83.6M	\$91.3M	\$151M
Percent Change from Prior Year	86%	-7%	-13%	-12%	-41%	-3%	25%	-17%	-17%	5%	-13%	-3%	-43%

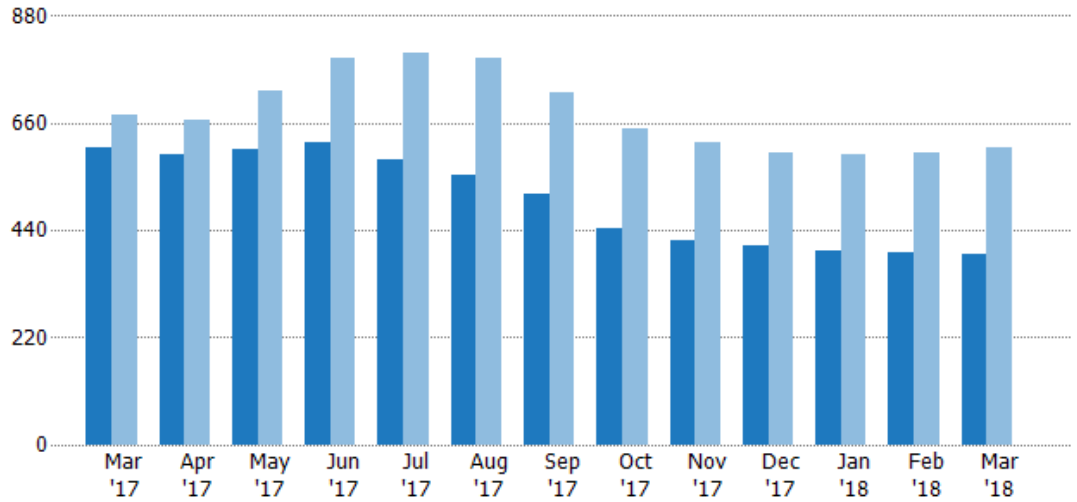
## Active Listings

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 '18	392	-35.6%
Mar '17	609	-10%
Mar '16	677	9.9%



Current Year	609	594	607	622	584	552	515	444	418	409	398	394	392
Prior Year	677	666	727	793	805	792	722	649	621	598	597	601	609
Percent Change from Prior Year	-10%	-11%	-17%	-22%	-27%	-30%	-29%	-32%	-33%	-32%	-33%	-34%	-36%

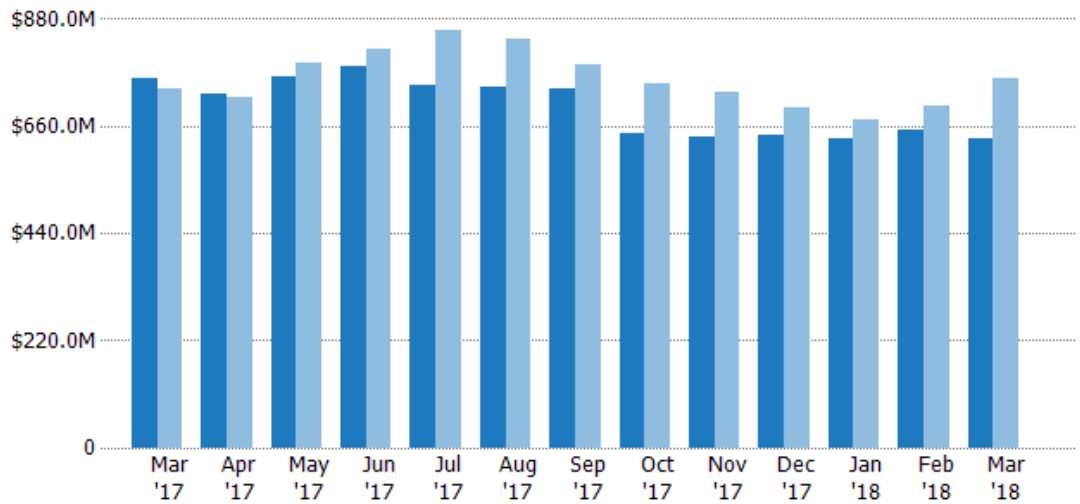
## Active Listing Volume

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 '18	\$635M	-16.4%
Mar '17	\$759M	3.2%
Mar '16	\$735M	0.5%



Current Year	\$759M	\$727M	\$762M	\$783M	\$743M	\$741M	\$736M	\$646M	\$638M	\$642M	\$633M	\$654M	\$635M
Prior Year	\$735M	\$720M	\$790M	\$818M	\$856M	\$840M	\$788M	\$747M	\$730M	\$698M	\$675M	\$700M	\$759M
Percent Change from Prior Year	3%	1%	-3%	-4%	-13%	-12%	-7%	-14%	-13%	-8%	-6%	-7%	-16%

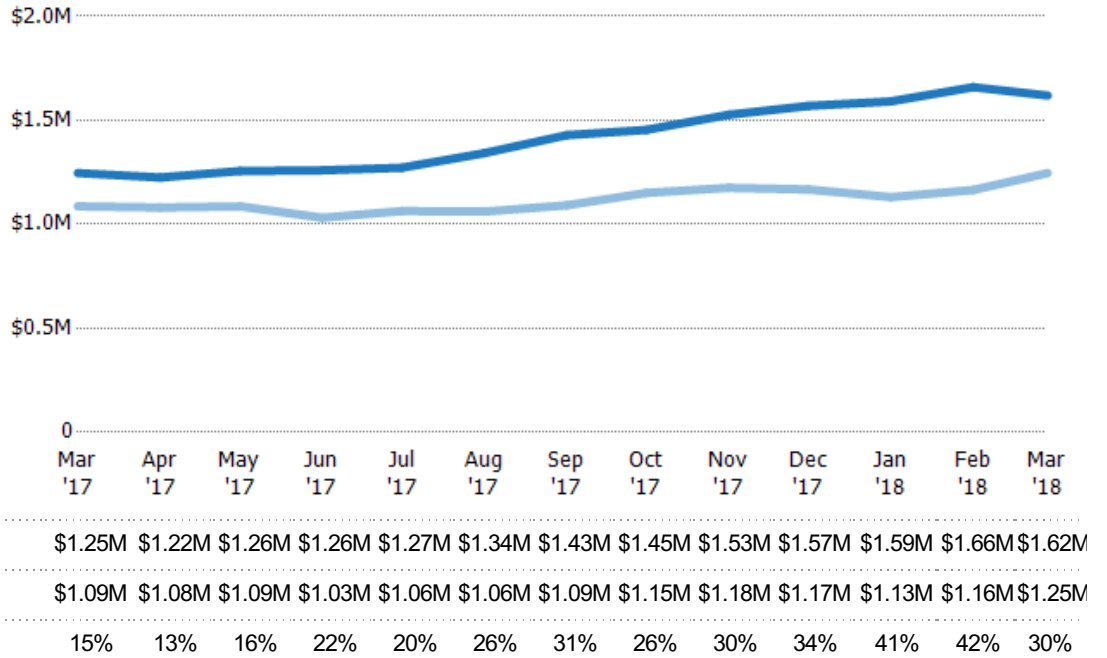
## Average Listing Price

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 '18	\$1.62M	29.9%
Mar '17	\$1.25M	14.7%
Mar '16	\$1.09M	-8.5%



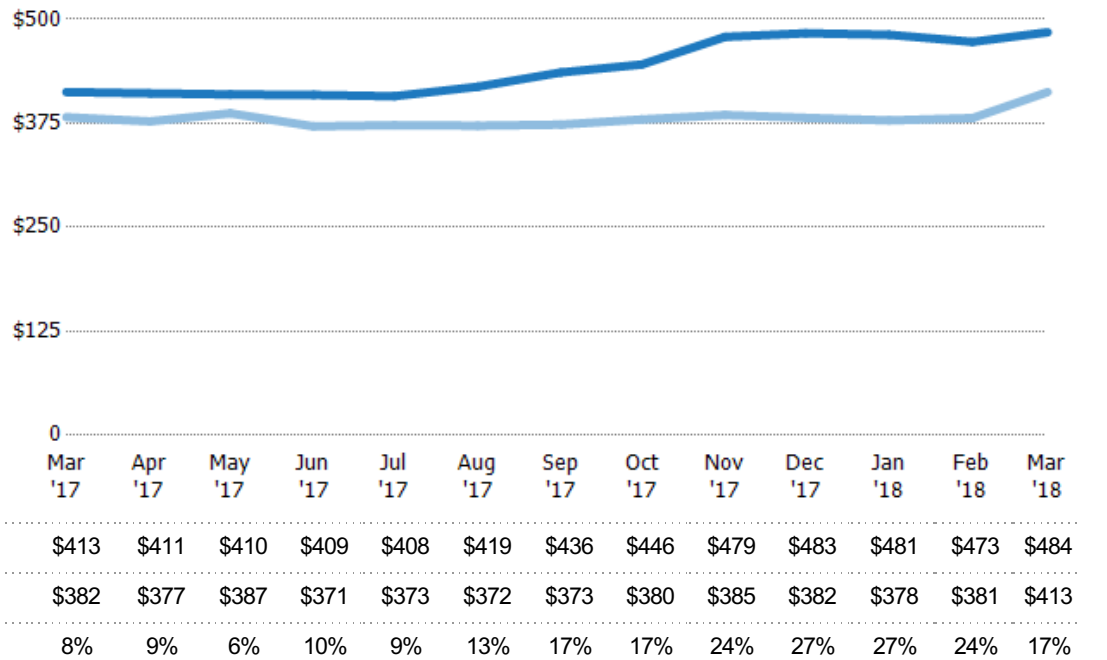
## Average Listing Price per Sq Ft

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

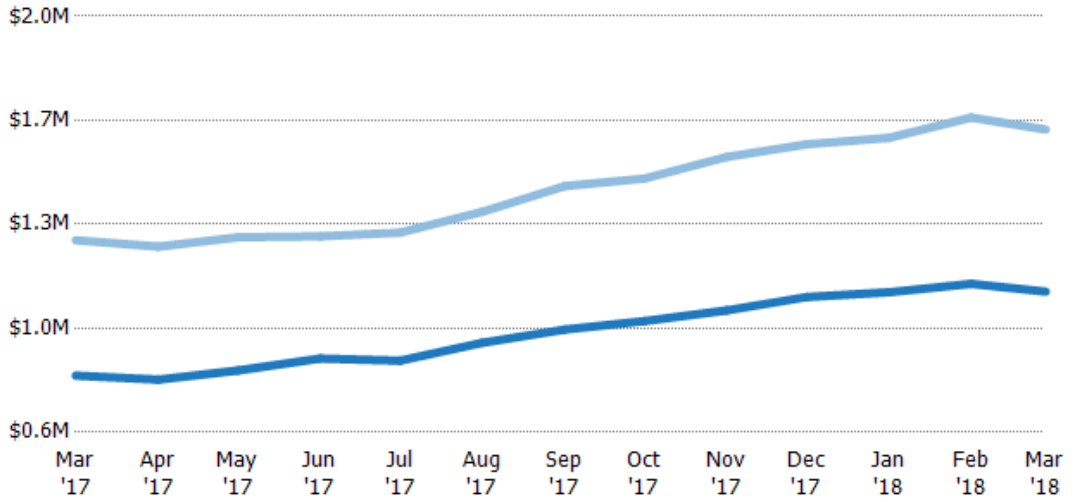
Month/Year	Price/sq ft	% Chg.
Mar '18	\$484	17.4%
Mar '17	\$413	7.9%
Mar '16	\$382	-4%



## 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

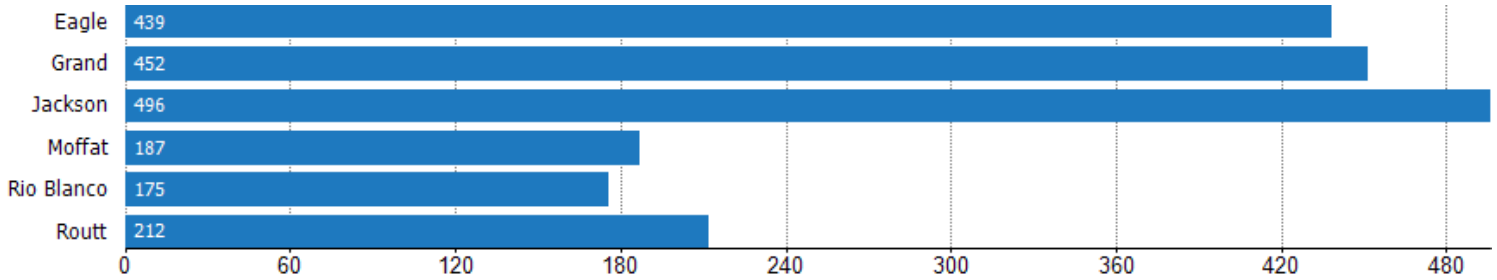


Avg Est Value	\$791K	\$777K	\$808K	\$848K	\$841K	\$901K	\$946K	\$974K	\$1.01M	\$1.06M	\$1.07M	\$1.1M	\$1.07M
Avg Listing Price	\$1.25M	\$1.22M	\$1.26M	\$1.26M	\$1.27M	\$1.34M	\$1.43M	\$1.45M	\$1.53M	\$1.57M	\$1.59M	\$1.66M	\$1.62M
Avg Listing Price as a % of Avg Est Value	158%	158%	155%	148%	151%	149%	151%	149%	151%	149%	149%	151%	151%

## 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



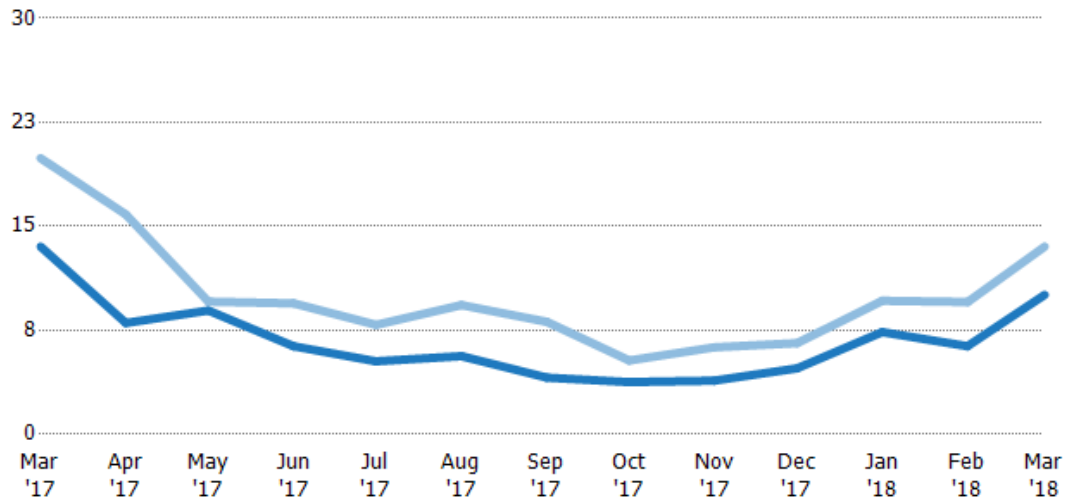
## Months of Inventory

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 '18	10.1	-25.7%
Mar '17	13.5	-32%
Mar '16	19.9	24.5%



Current Year	13.5	8.03	8.93	6.35	5.26	5.63	4.09	3.76	3.87	4.76	7.37	6.35	10.1
Prior Year	19.9	15.9	9.57	9.44	7.89	9.32	8.11	5.32	6.27	6.57	9.63	9.54	13.5
Percent Change from Prior Year	-32%	-49%	-7%	-33%	-33%	-40%	-50%	-29%	-38%	-28%	-23%	-33%	-26%

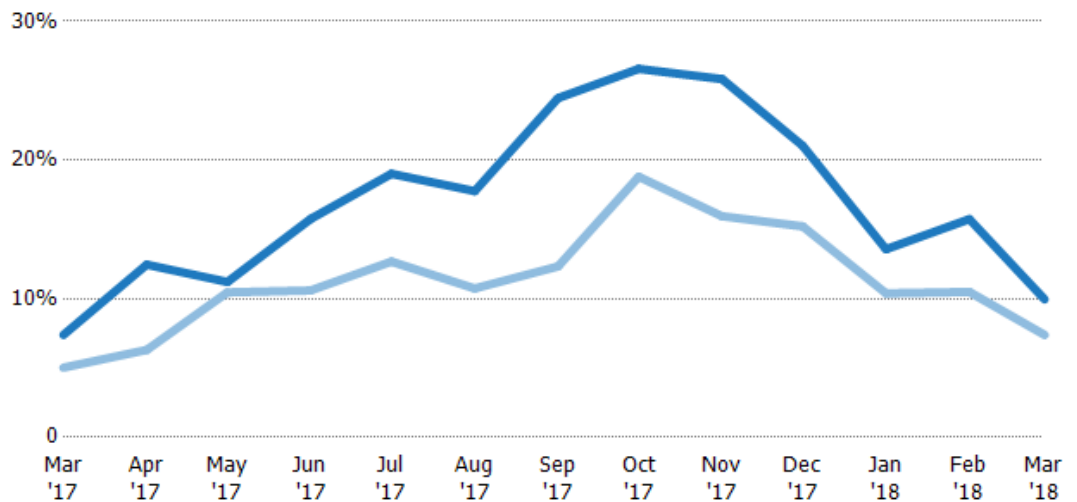
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Mar '18	10%	-2.6%
Mar '17	7%	-2.4%
Mar '16	5%	-19.7%

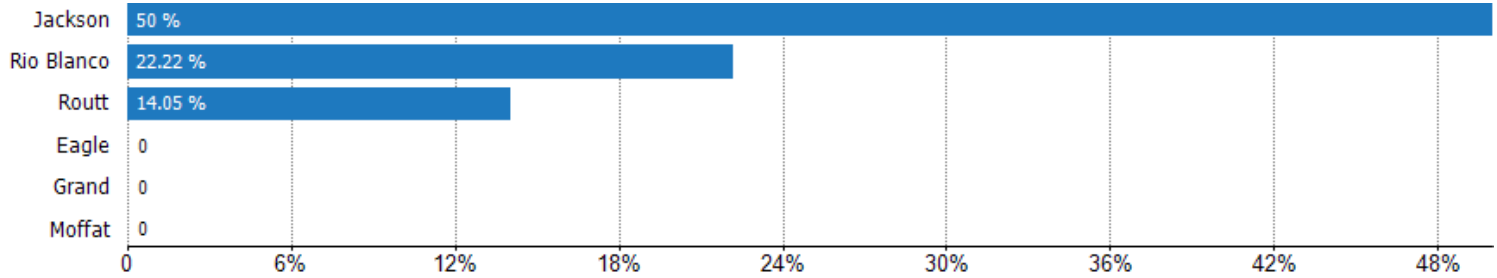


Current Year	7%	12%	11%	16%	19%	18%	24%	27%	26%	21%	14%	16%	10%
Prior Year	5%	6%	10%	11%	13%	11%	12%	19%	16%	15%	10%	10%	7%
Change from Prior Year	-2%	-6%	-1%	-5%	-6%	-7%	-12%	-8%	-10%	-6%	-3%	-5%	-3%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



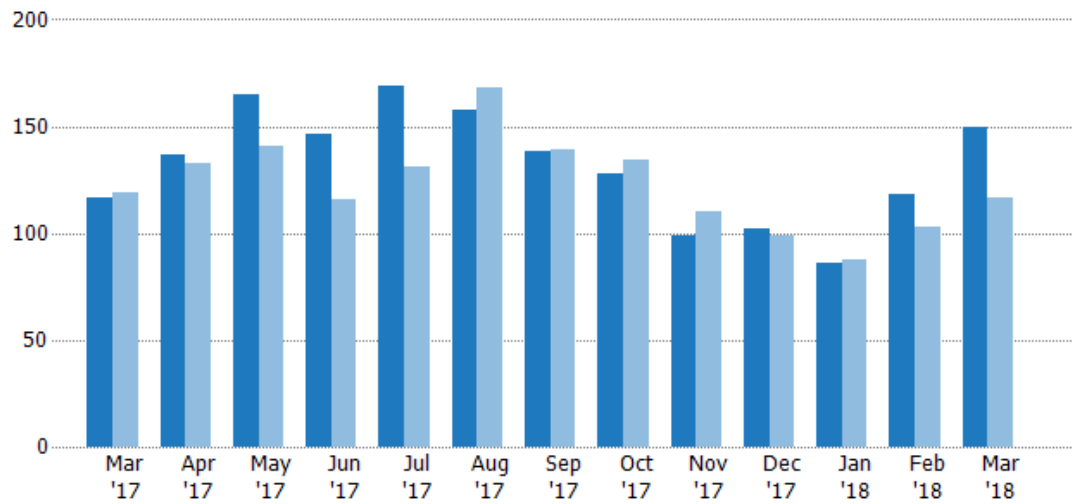
## Pending Sales

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 '18	150	28.2%
Mar '17	117	-1.7%
Mar '16	119	-33.6%



	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18
Current Year	117	137	165	146	169	158	138	128	99	102	86	118	150
Prior Year	119	133	141	116	131	168	139	134	110	99	88	103	117
Percent Change from Prior Year	-2%	3%	17%	26%	29%	-6%	-1%	-4%	-10%	3%	-2%	15%	28%

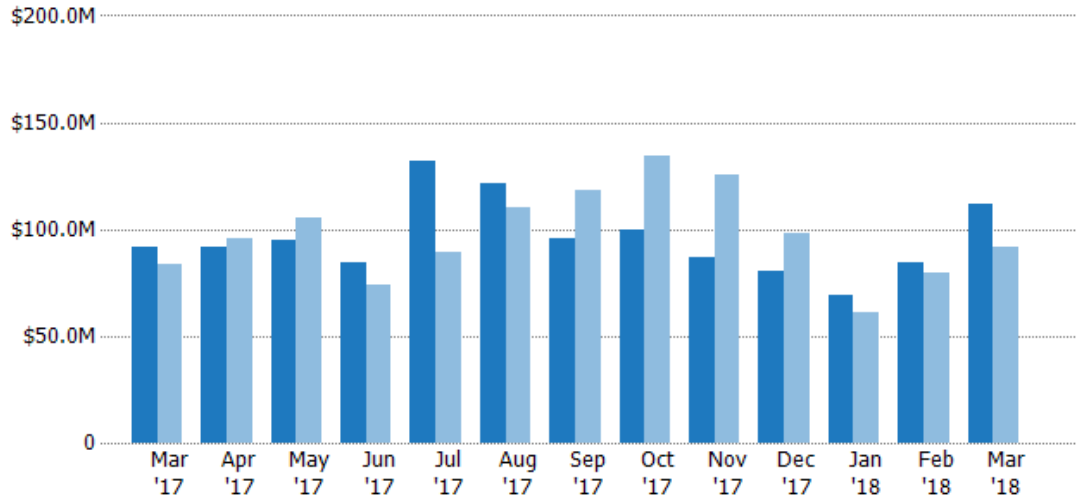
## Pending Sales Volume

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 '18	\$111M	21.2%
Mar '17	\$92M	10.3%
Mar '16	\$83.4M	-35%



Current Year	\$92M	\$91.7M	\$94.5M	\$84.4M	\$132M	\$121M	\$95.6M	\$99.3M	\$86.7M	\$80.4M	\$69.3M	\$84.5M	\$111M
Prior Year	\$83.4M	\$95.6M	\$106M	\$74.2M	\$88.9M	\$111M	\$119M	\$135M	\$125M	\$98.5M	\$61M	\$79.7M	\$92M
Percent Change from Prior Year	10%	-4%	-11%	14%	48%	10%	-19%	-26%	-31%	-18%	14%	6%	21%

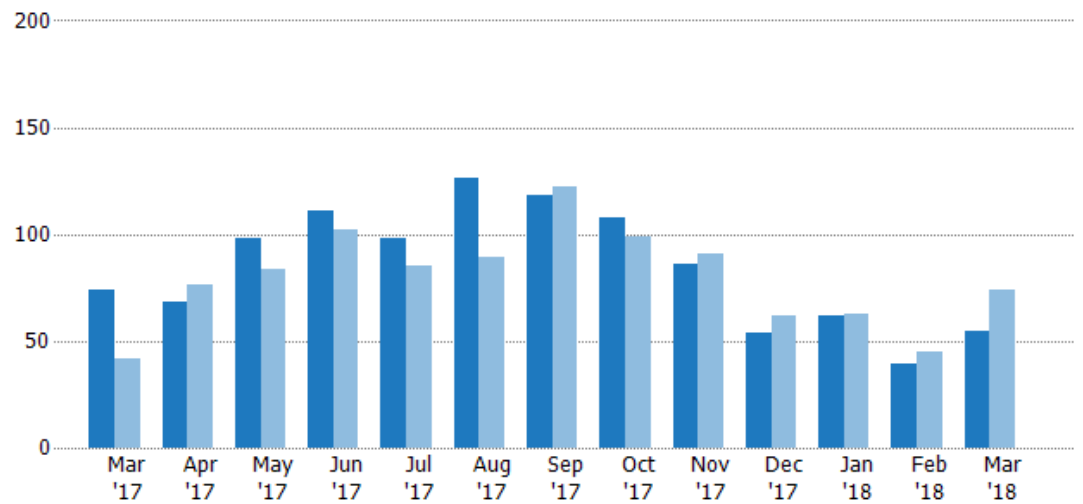
## Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '18	55	-25.7%
Mar '17	74	76.2%
Mar '16	42	69%



Current Year	74	68	98	111	98	126	118	108	86	54	62	39	55
Prior Year	42	76	84	102	85	89	122	99	91	62	63	45	74
Percent Change from Prior Year	76%	-11%	17%	9%	15%	42%	-3%	9%	-5%	-13%	-2%	-13%	-26%



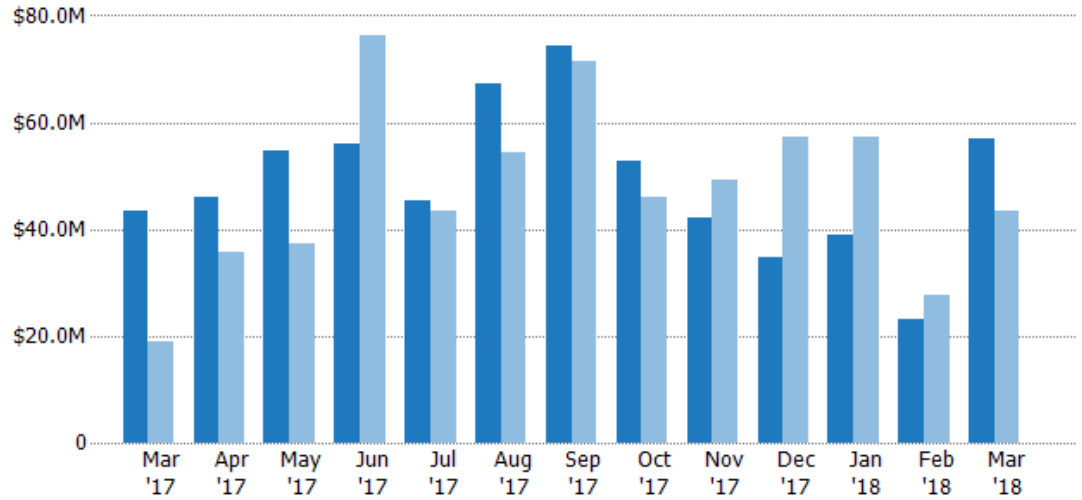
## Closed Sales Volume

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 '18	\$56.9M	31.2%
Mar '17	\$43.4M	129.3%
Mar '16	\$18.9M	34.1%



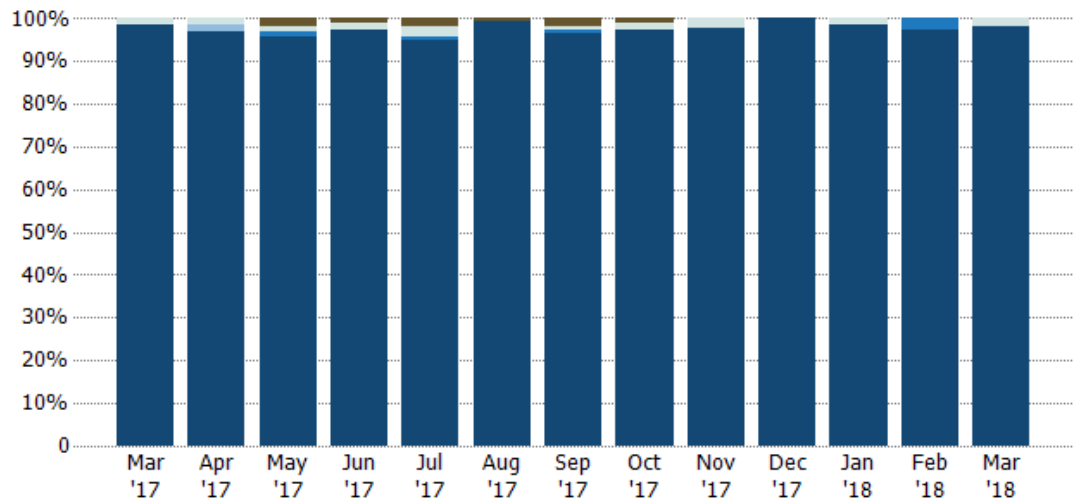
Current Year	\$43.4M	\$46M	\$54.7M	\$56.1M	\$45.2M	\$67.2M	\$74.3M	\$52.7M	\$42.2M	\$34.6M	\$39M	\$23.2M	\$56.9M
Prior Year	\$18.9M	\$35.7M	\$37.3M	\$76.2M	\$43.4M	\$54.4M	\$71.5M	\$45.9M	\$49.2M	\$57.2M	\$57.4M	\$27.6M	\$43.4M
Percent Change from Prior Year	129%	29%	47%	-26%	4%	23%	4%	15%	-14%	-39%	-32%	-16%	31%

## 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

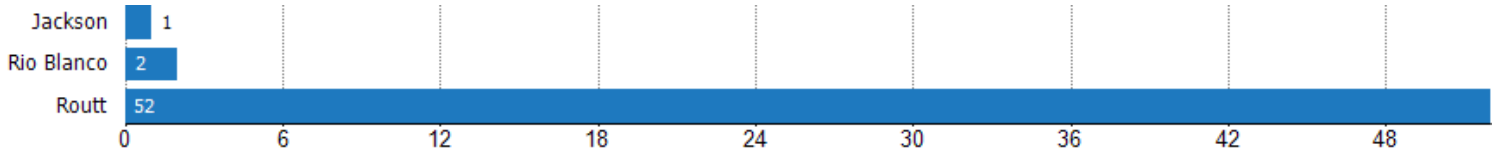


Other	-	-	2%	1%	2%	1%	2%	1%	-	-	-	-	-
Farm/Ranch	1%	1%	1%	2%	2%	-	1%	2%	2%	-	2%	-	2%
Mobile/Manufactured	-	1%	-	-	-	-	-	-	-	-	-	-	-
Condo/Townhouse	-	-	1%	-	1%	-	1%	-	-	-	-	3%	-
Single Family Residence	99%	97%	96%	97%	95%	99%	97%	97%	98%	100%	98%	97%	98%

## 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

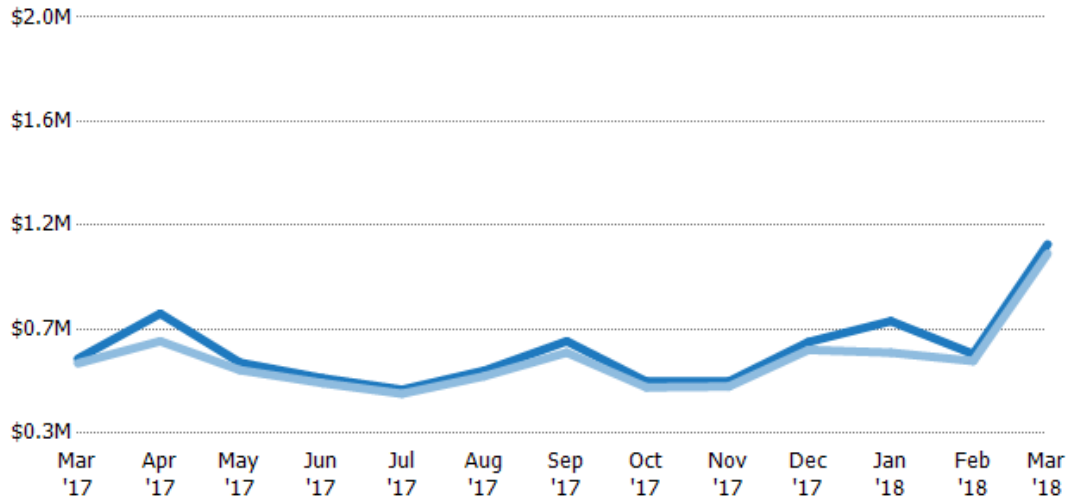


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



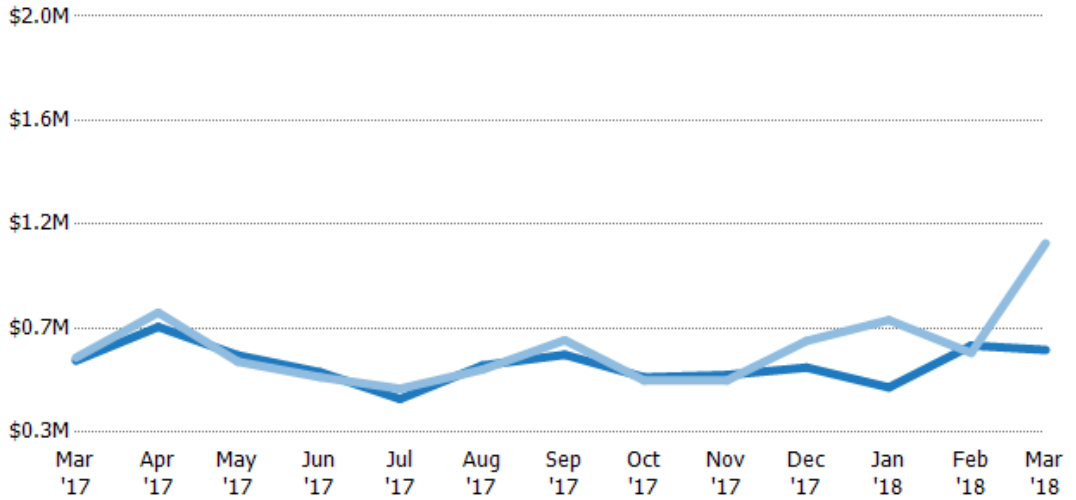
Avg List Price	\$605K	\$789K	\$588K	\$525K	\$478K	\$556K	\$676K	\$511K	\$512K	\$673K	\$758K	\$624K	\$1.07M
Avg Sales Price	\$586K	\$676K	\$558K	\$505K	\$462K	\$533K	\$630K	\$488K	\$491K	\$641K	\$629K	\$595K	\$1.03M
Avg Sales Price as a % of Avg List Price	97%	86%	95%	96%	97%	96%	93%	95%	96%	95%	83%	95%	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



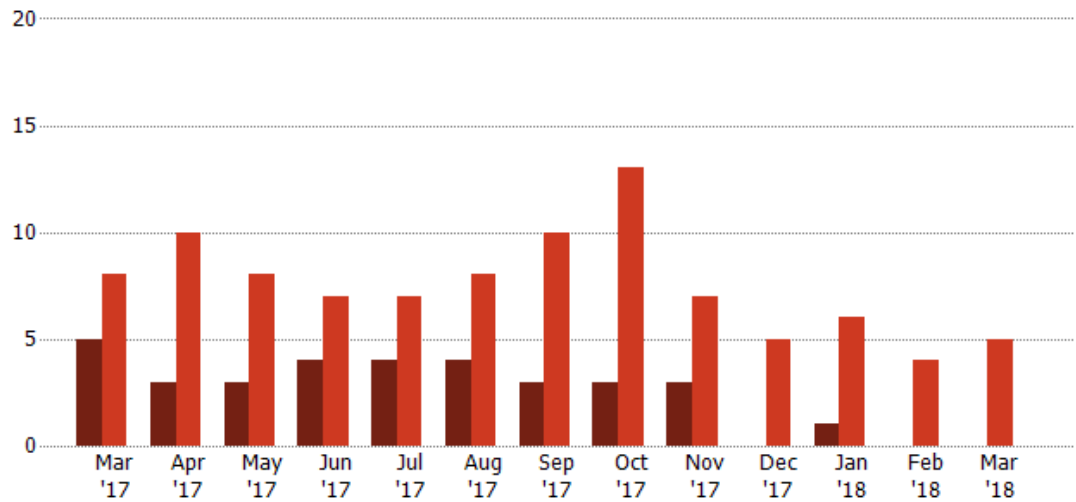
Avg Est Value	\$593K	\$731K	\$614K	\$545K	\$436K	\$573K	\$617K	\$524K	\$534K	\$564K	\$483K	\$654K	\$636K
Avg Sales Price	\$605K	\$789K	\$588K	\$525K	\$478K	\$556K	\$676K	\$511K	\$512K	\$673K	\$758K	\$624K	\$1.07M
Avg Sales Price as a % of Avg Est Value	102%	108%	96%	96%	110%	97%	110%	97%	96%	119%	157%	95%	169%

## 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	5	3	3	4	4	4	3	3	3	-	1	-	-
Prior Year	8	10	8	7	7	8	10	13	7	5	6	4	5
Percent Change from Prior Year	-38%	-70%	-63%	-43%	-43%	-50%	-70%	-77%	-57%	-100%	-83%	-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:** 04/06/2018

**Scheduled:** Yes

**Report Date Range:** From 3/2017 To: 3/2018

### 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

<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 3/2018 data

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