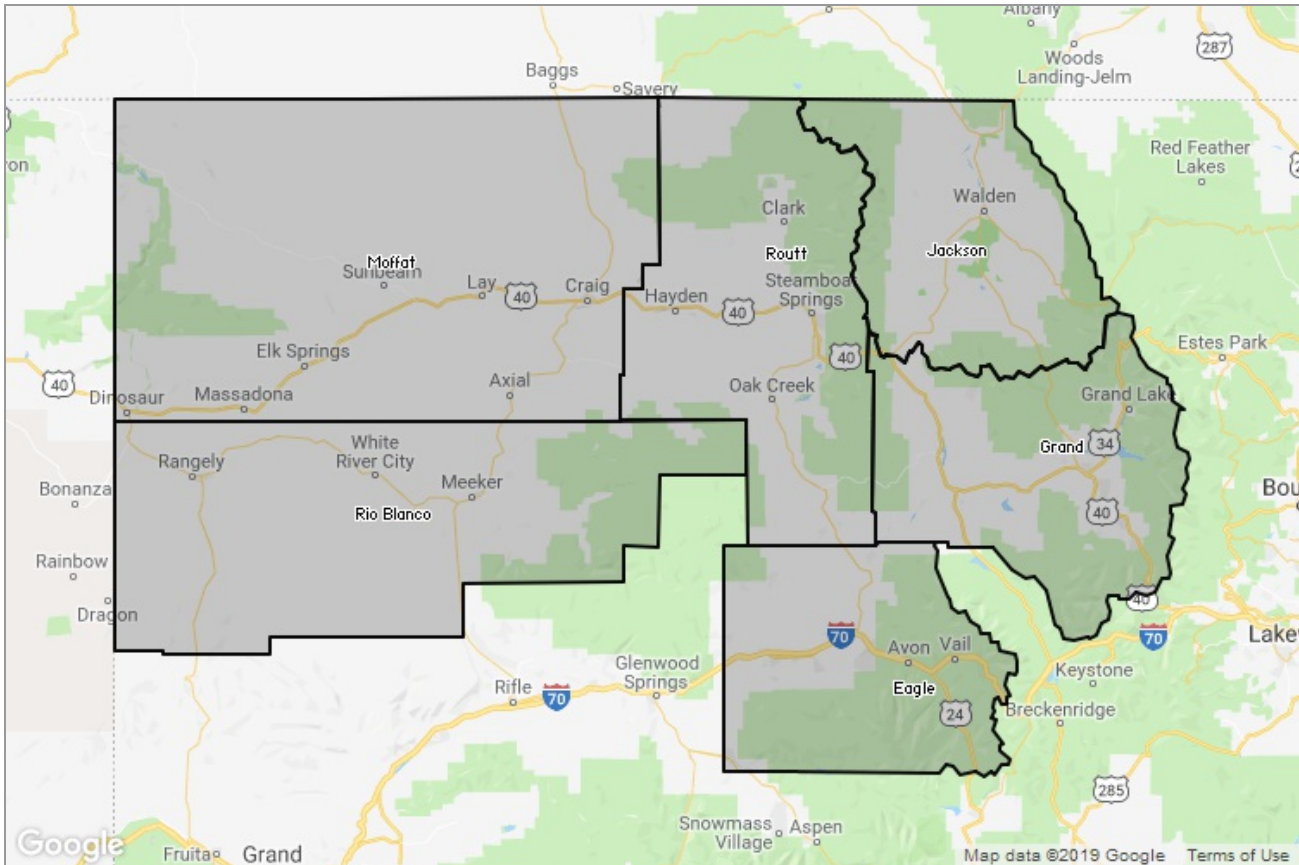




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
3/2018 – 3/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 04/08/2019

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

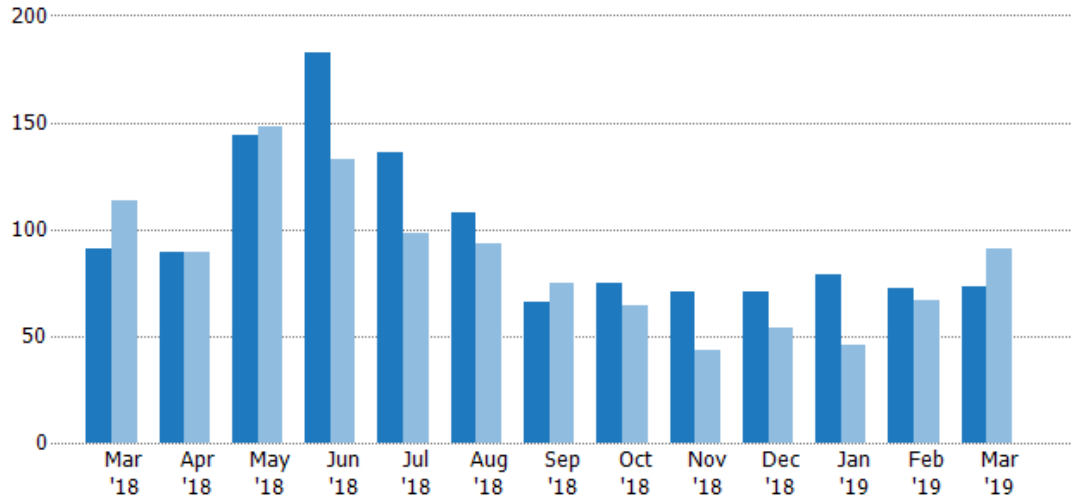
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '19	73	-19.8%
Mar '18	91	-19.5%
Mar '17	113	-17.7%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	91	89	144	183	136	108	66	75	71	71	79	72	73
Prior Year	113	89	148	133	98	93	75	64	43	54	46	67	91
Percent Change from Prior Year	-19%	0%	-3%	38%	39%	16%	-12%	17%	65%	31%	72%	7%	-20%

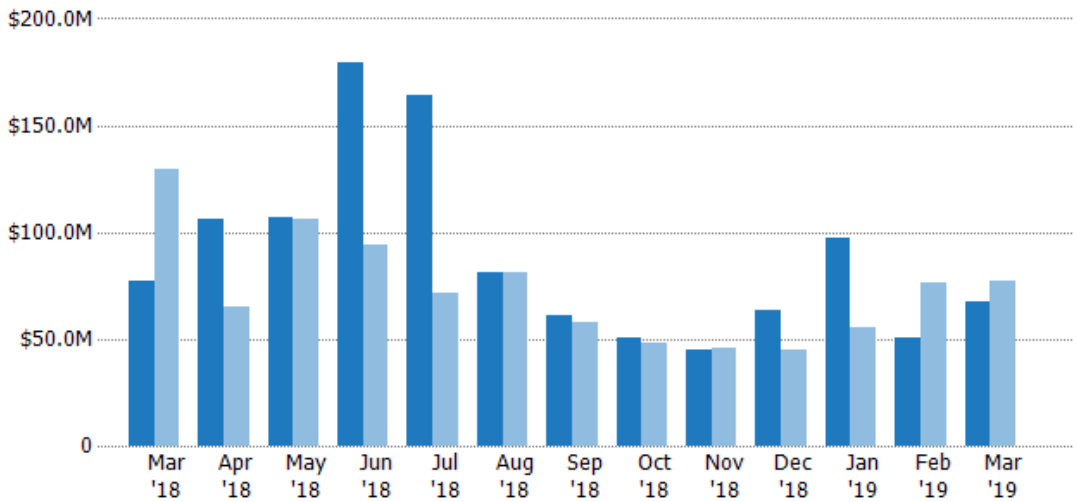
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '19	\$67.2M	-13.2%
Mar '18	\$77.4M	-40.3%
Mar '17	\$130M	-47.5%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$77.4M	\$106M	\$107M	\$180M	\$164M	\$80.8M	\$61.3M	\$50.3M	\$45.2M	\$63.4M	\$97.4M	\$50.5M	\$67.2M
Prior Year	\$130M	\$65.2M	\$106M	\$94.2M	\$71.3M	\$81.1M	\$58M	\$48.5M	\$45.8M	\$45.2M	\$55.7M	\$76.2M	\$77.4M
Percent Change from Prior Year	-40%	63%	0%	91%	130%	0%	6%	4%	-1%	40%	75%	-34%	-13%

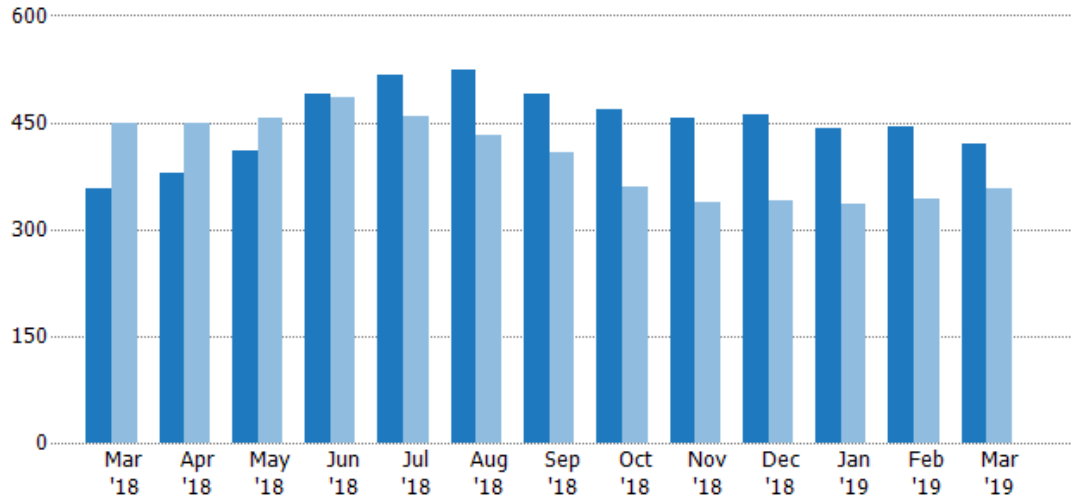
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '19	419	17.4%
Mar '18	357	-20.5%
Mar '17	449	-9.1%



Current Year	357	379	409	491	516	523	490	468	455	460	442	444	419
Prior Year	449	449	457	486	459	432	408	359	338	340	336	343	357
Percent Change from Prior Year	-20%	-16%	-11%	1%	12%	21%	20%	30%	35%	35%	32%	29%	17%

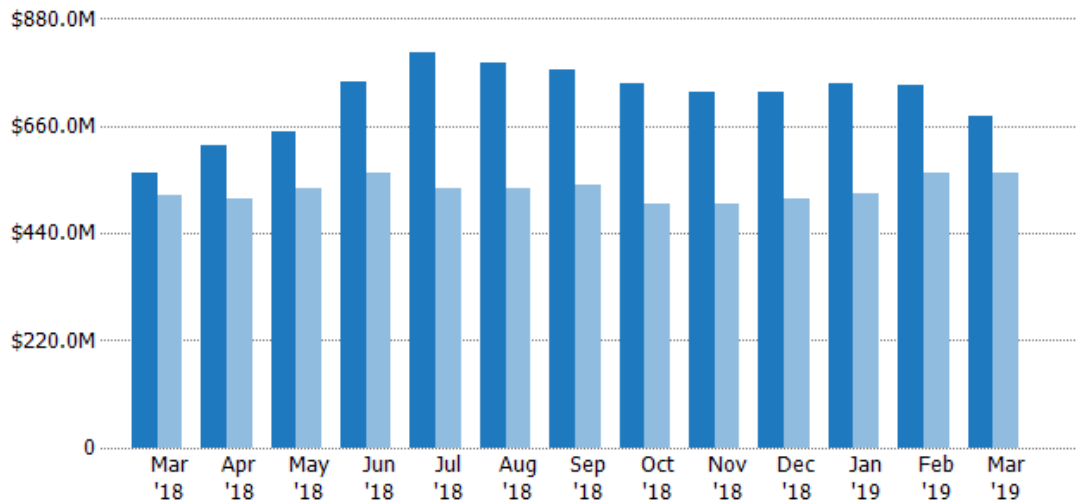
Active Listing Volume

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.
Mar '19	\$680M	20.9%
Mar '18	\$563M	8.5%
Mar '17	\$518M	-32.9%



Current Year	\$563M	\$622M	\$650M	\$752M	\$812M	\$791M	\$776M	\$748M	\$729M	\$731M	\$749M	\$743M	\$680M
Prior Year	\$518M	\$511M	\$531M	\$565M	\$533M	\$532M	\$540M	\$499M	\$500M	\$512M	\$522M	\$566M	\$563M
Percent Change from Prior Year	9%	22%	22%	33%	52%	49%	44%	50%	46%	43%	43%	31%	21%

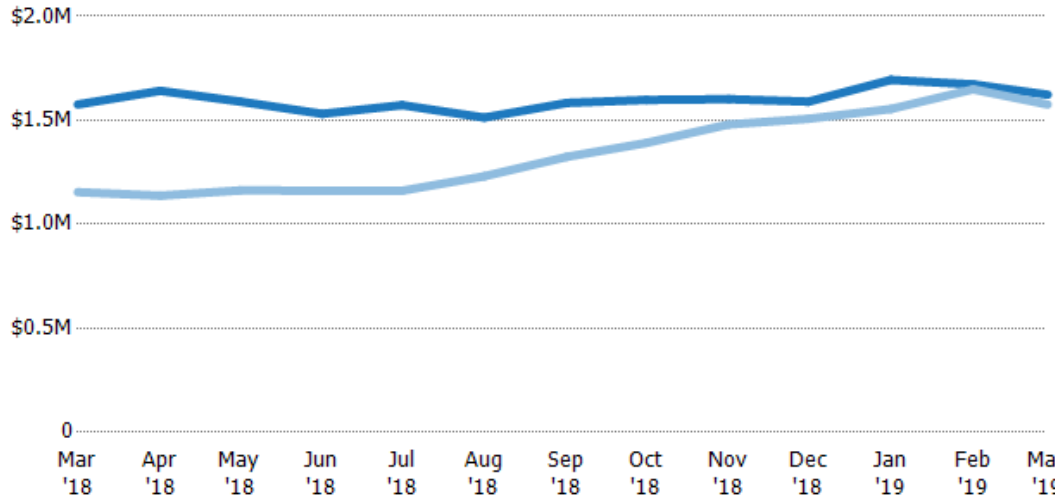
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Mar '19	\$1.62M	3%
Mar '18	\$1.58M	36.5%
Mar '17	\$1.15M	-26.2%



Current Year	\$1.58M	\$1.64M	\$1.59M	\$1.53M	\$1.57M	\$1.51M	\$1.58M	\$1.6M	\$1.6M	\$1.59M	\$1.69M	\$1.67M	\$1.62M
Prior Year	\$1.15M	\$1.14M	\$1.16M	\$1.16M	\$1.16M	\$1.23M	\$1.32M	\$1.39M	\$1.48M	\$1.51M	\$1.55M	\$1.65M	\$1.58M
Percent Change from Prior Year	36%	44%	37%	32%	35%	23%	20%	15%	8%	5%	9%	1%	3%

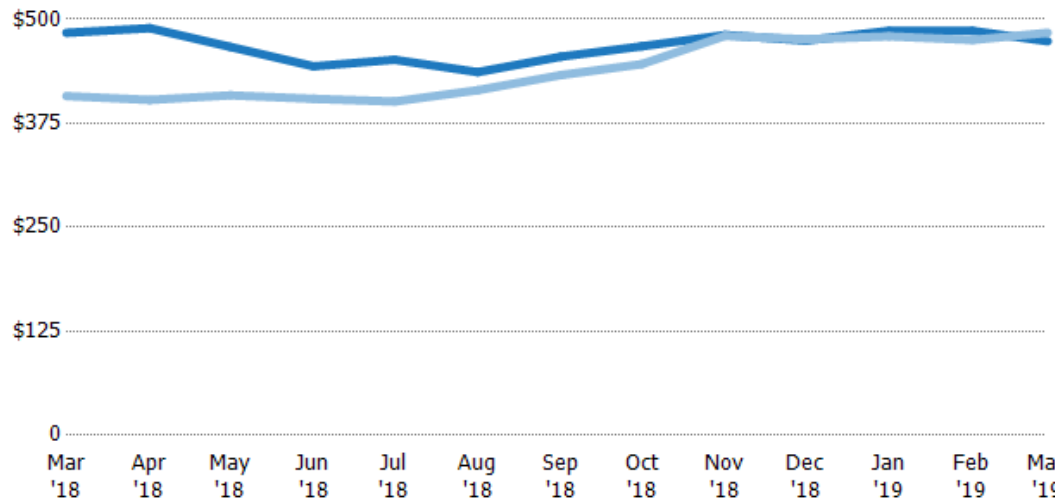
Average Listing Price per Sq Ft

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 '19	\$474	-2.1%
Mar '18	\$484	18.7%
Mar '17	\$408	-20.9%



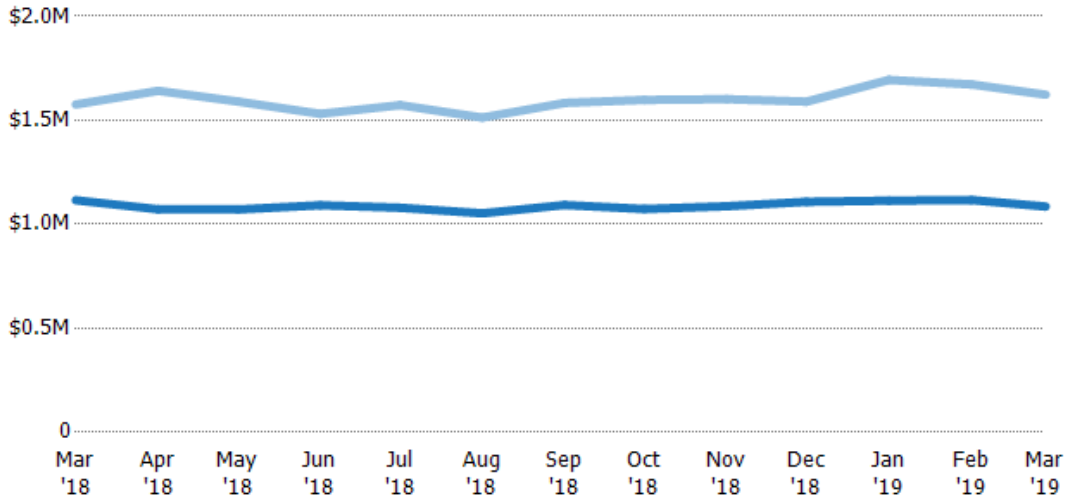
Current Year	\$484	\$489	\$467	\$443	\$451	\$437	\$455	\$467	\$481	\$474	\$486	\$486	\$474
Prior Year	\$408	\$403	\$409	\$404	\$401	\$415	\$433	\$446	\$480	\$476	\$479	\$475	\$484
Percent Change from Prior Year	19%	21%	14%	10%	13%	5%	5%	5%	0%	0%	1%	2%	-2%

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	\$1.12M	\$1.07M	\$1.07M	\$1.09M	\$1.08M	\$1.05M	\$1.09M	\$1.07M	\$1.09M	\$1.11M	\$1.11M	\$1.12M	\$1.09M
Avg Listing Price	\$1.58M	\$1.64M	\$1.59M	\$1.53M	\$1.57M	\$1.51M	\$1.58M	\$1.6M	\$1.6M	\$1.59M	\$1.69M	\$1.67M	\$1.62M
Avg Listing Price as a % of Avg Est Value	141%	153%	148%	140%	146%	144%	145%	149%	147%	143%	152%	150%	150%

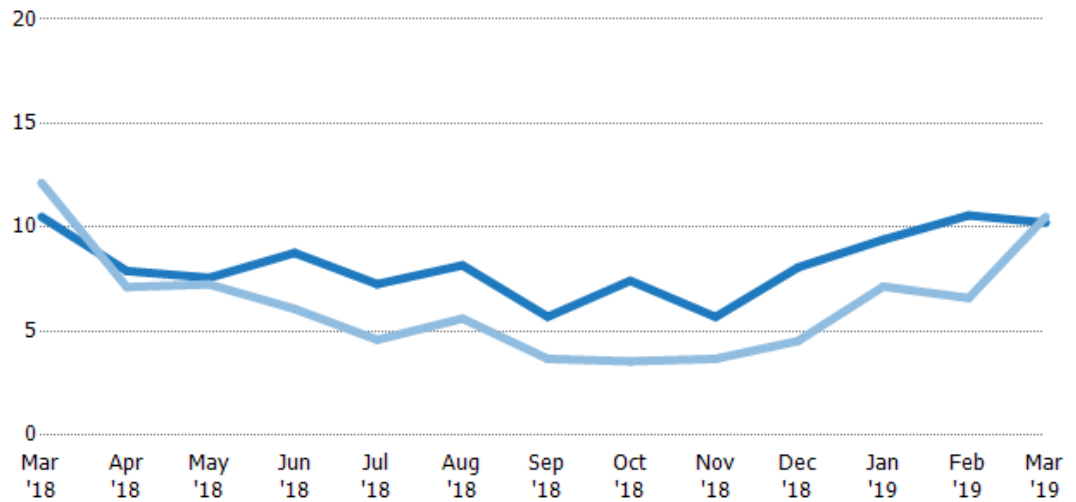
Months of Inventory

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 '19	10.2	-2.7%
Mar '18	10.5	-13.5%
Mar '17	12.1	20.1%



Current Year	10.5	7.9	7.57	8.77	7.27	8.17	5.7	7.43	5.69	8.07	9.4	10.6	10.2
Prior Year	12.1	7.13	7.25	6.08	4.59	5.61	3.68	3.55	3.67	4.53	7.15	6.6	10.5
Percent Change from Prior Year	-13%	11%	4%	44%	58%	46%	55%	109%	55%	78%	32%	60%	-3%

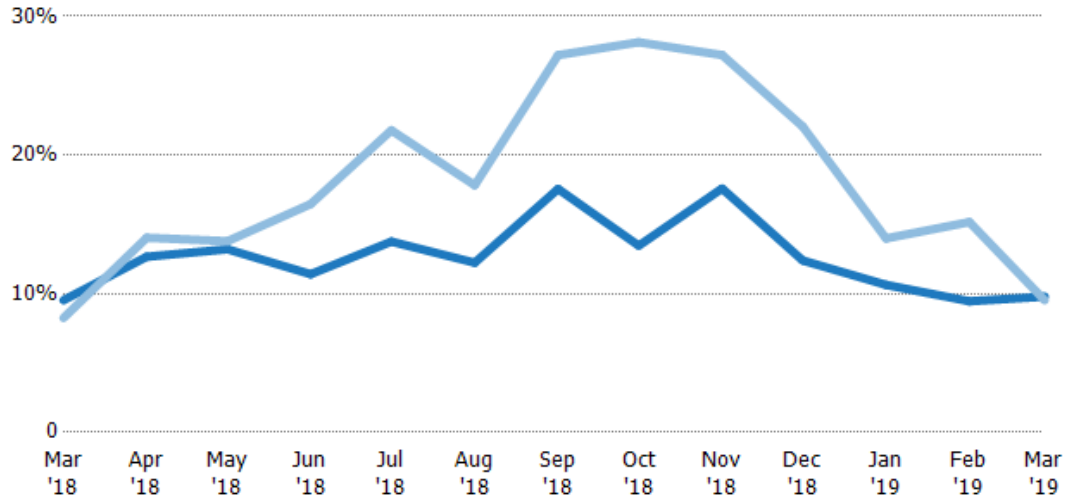
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Mar '19	10%	-0.3%
Mar '18	10%	-1.3%
Mar '17	8%	-16.7%

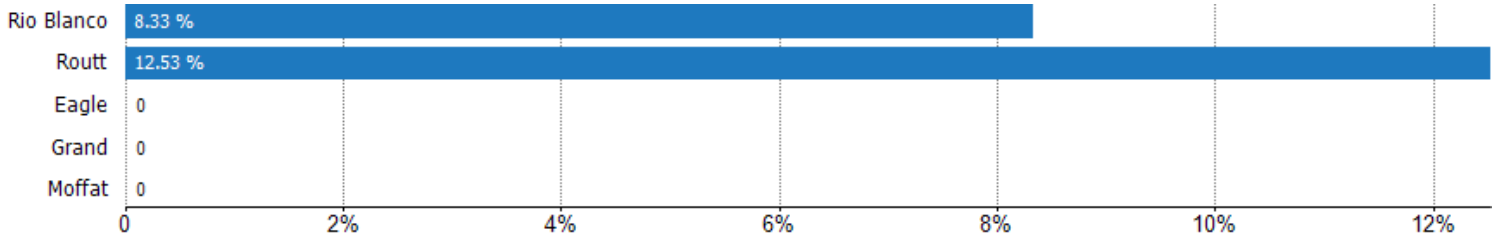


	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	10%	13%	13%	11%	14%	12%	18%	13%	18%	12%	11%	9%	10%
Prior Year	8%	14%	14%	16%	22%	18%	27%	28%	27%	22%	14%	15%	10%
Change from Prior Year	-1%	1%	1%	5%	8%	6%	10%	15%	10%	10%	3%	6%	0%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



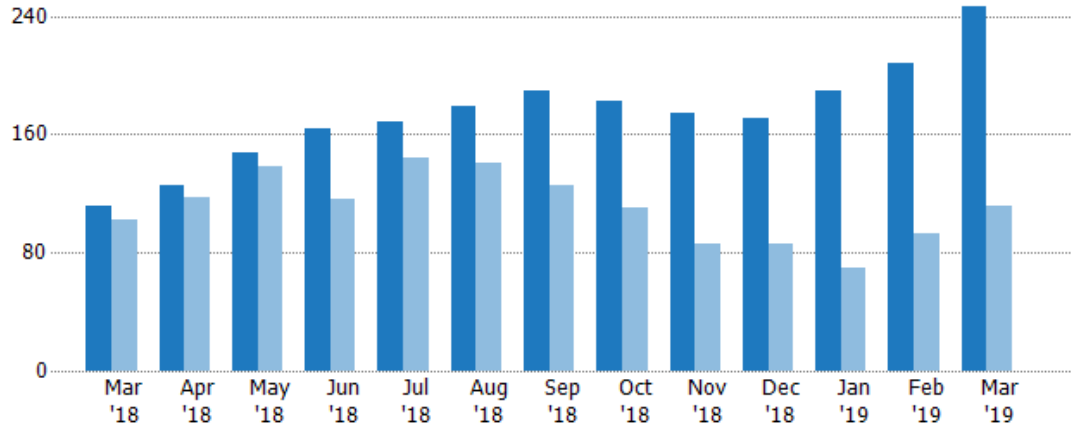
Pending Sales

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.
Mar '19	247	120.5%
Mar '18	112	9.8%
Mar '17	102	-1%



Current Year	112	125	147	164	169	179	190	183	174	171	190	208	247
Prior Year	102	117	138	116	144	141	125	110	86	86	70	93	112
Percent Change from Prior Year	10%	7%	7%	41%	17%	27%	52%	66%	102%	99%	171%	124%	121%

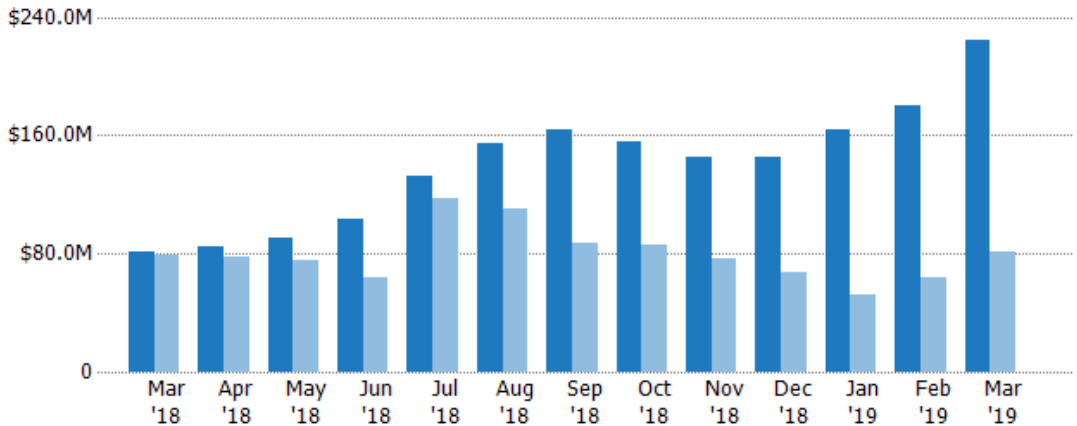
Pending Sales Volume

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.
Mar '19	\$224M	178.1%
Mar '18	\$80.7M	1.6%
Mar '17	\$79.4M	-34.5%



Current Year	\$80.7M	\$84.7M	\$91M	\$104M	\$132M	\$155M	\$164M	\$156M	\$146M	\$145M	\$164M	\$180M	\$224M
Prior Year	\$79.4M	\$78.2M	\$75.3M	\$63.4M	\$117M	\$110M	\$86.7M	\$86.3M	\$76.6M	\$67.2M	\$52.1M	\$63.3M	\$80.7M
Percent Change from Prior Year	2%	8%	21%	64%	13%	41%	90%	81%	90%	115%	215%	184%	178%

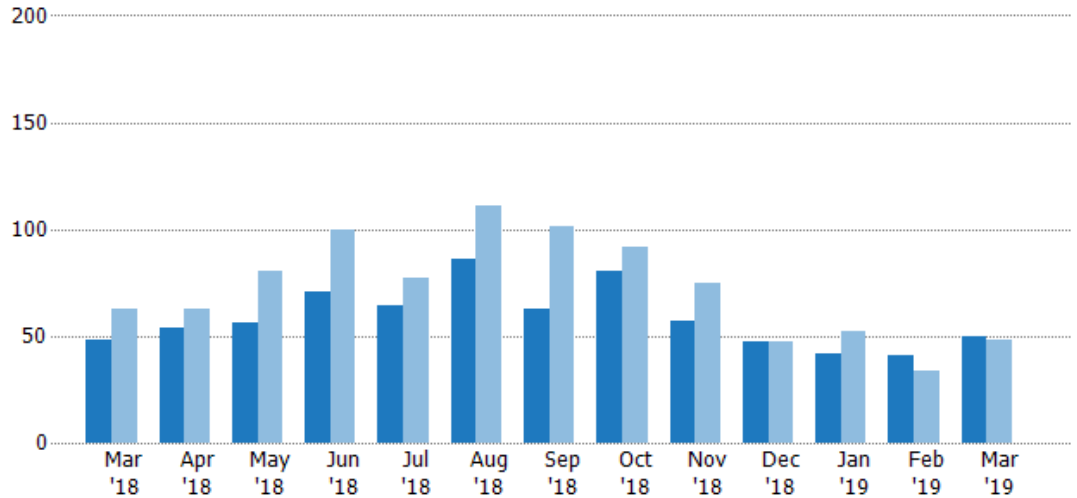
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '19	50	4.2%
Mar '18	48	-23.8%
Mar '17	63	-46%



	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	48	54	56	71	64	86	63	80	57	47	42	41	50
Prior Year	63	63	80	100	77	111	101	92	75	47	52	34	48
Percent Change from Prior Year	-24%	-14%	-30%	-29%	-17%	-23%	-38%	-13%	-24%	0%	-19%	21%	4%

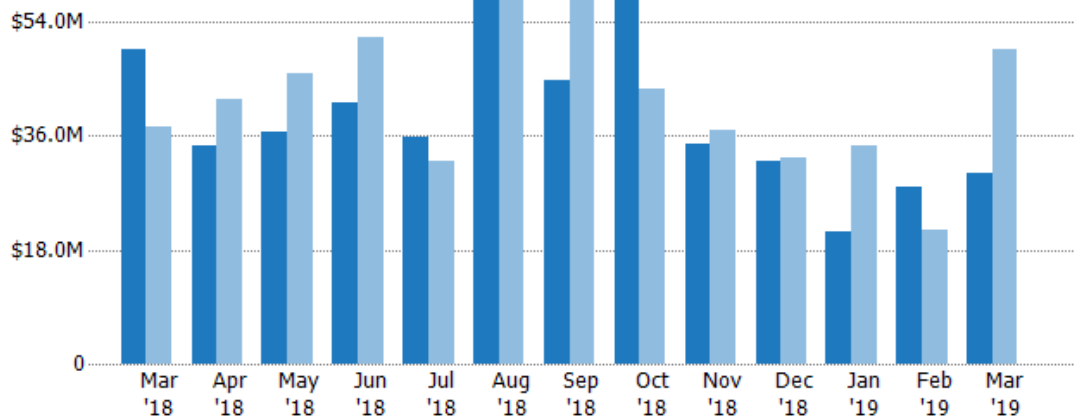
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '19	\$30M	-39.8%
Mar '18	\$49.8M	33.2%
Mar '17	\$37.4M	-59.9%

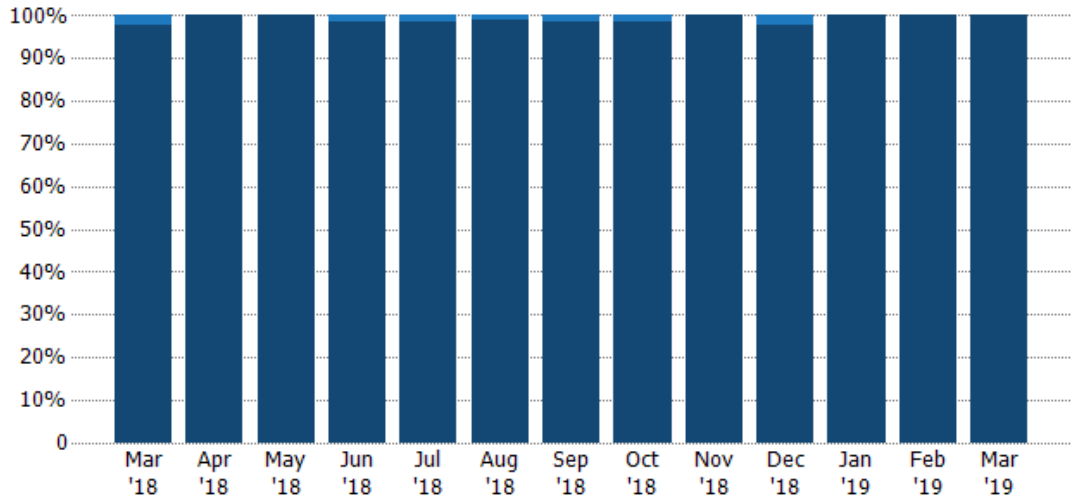


	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Current Year	\$49.8M	\$34.3M	\$36.5M	\$41.1M	\$35.9M	\$61.8M	\$44.8M	\$65.2M	\$34.8M	\$32M	\$20.8M	\$27.9M	\$30M
Prior Year	\$37.4M	\$41.7M	\$45.7M	\$51.6M	\$31.9M	\$61.2M	\$64.3M	\$43.3M	\$36.9M	\$32.6M	\$34.3M	\$21.1M	\$49.8M
Percent Change from Prior Year	33%	-18%	-20%	-20%	12%	1%	-30%	50%	-6%	-2%	-39%	32%	-40%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

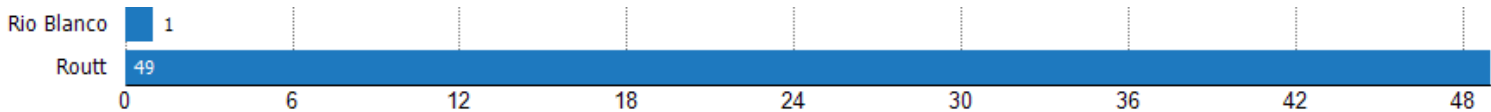


Property Type	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19
Farm/Ranch	2%	-	-	1%	2%	1%	2%	1%	-	2%	-	-	-
Single Family Residence	98%	100%	100%	99%	98%	99%	98%	99%	100%	98%	100%	100%	100%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

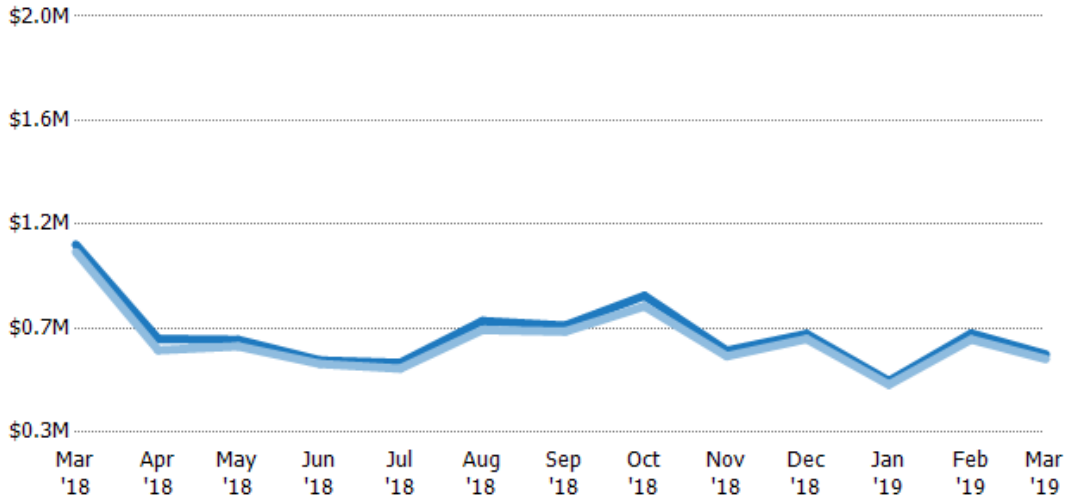


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



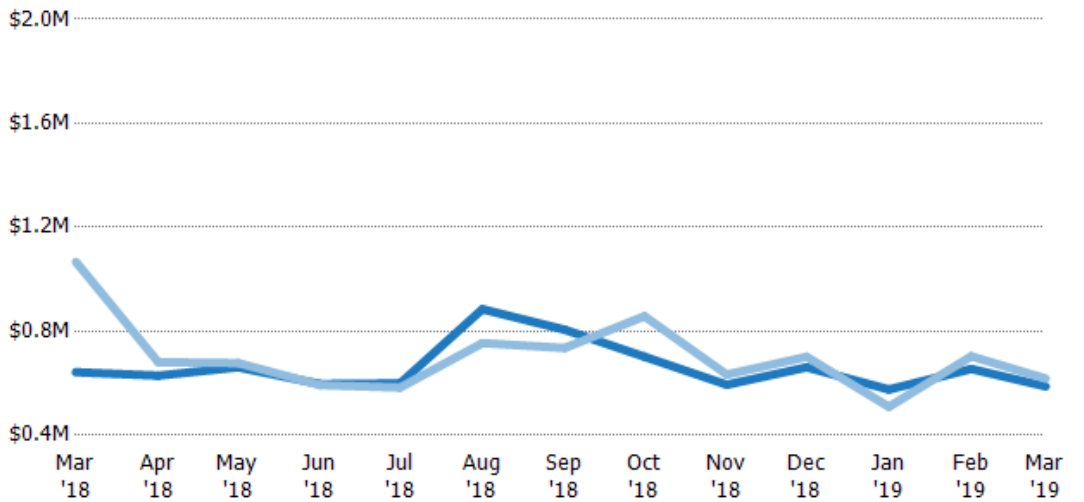
Avg List Price	\$1.07M	\$681K	\$678K	\$593K	\$583K	\$755K	\$736K	\$858K	\$633K	\$702K	\$509K	\$704K	\$618K
Avg Sales Price	\$1.04M	\$635K	\$651K	\$579K	\$560K	\$718K	\$711K	\$815K	\$611K	\$681K	\$495K	\$679K	\$599K
Avg Sales Price as a % of Avg List Price	97%	93%	96%	98%	96%	95%	97%	95%	96%	97%	97%	97%	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



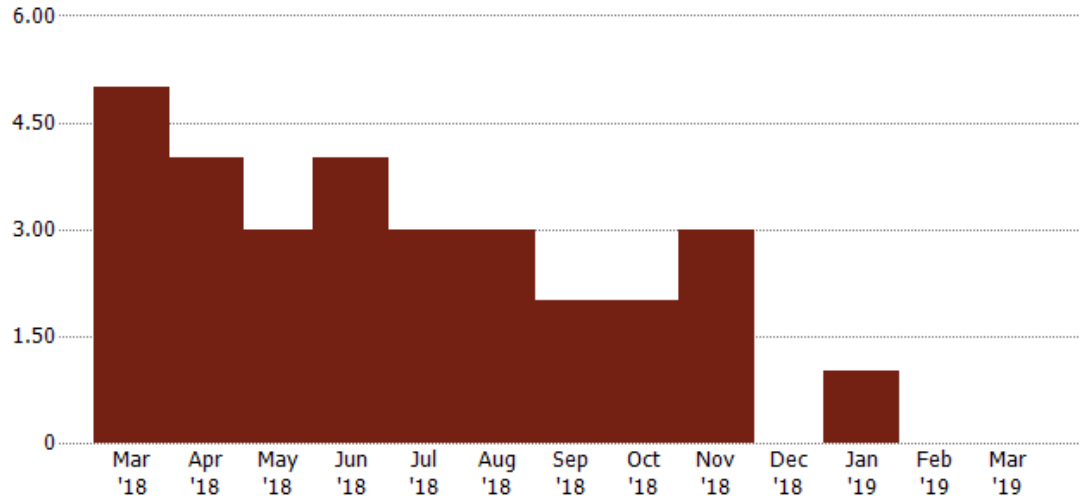
Avg Est Value	\$643K	\$629K	\$662K	\$597K	\$600K	\$885K	\$806K	\$702K	\$594K	\$661K	\$576K	\$655K	\$588K
Avg Sales Price	\$1.07M	\$681K	\$678K	\$593K	\$583K	\$755K	\$736K	\$858K	\$633K	\$702K	\$509K	\$704K	\$618K
Avg Sales Price as a % of Avg Est Value	166%	108%	102%	99%	97%	85%	91%	122%	107%	106%	88%	107%	105%

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

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: 04/08/2019

Scheduled: Yes

Report Date Range: From 3/2018 To: 3/2019

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 3/2019 data

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