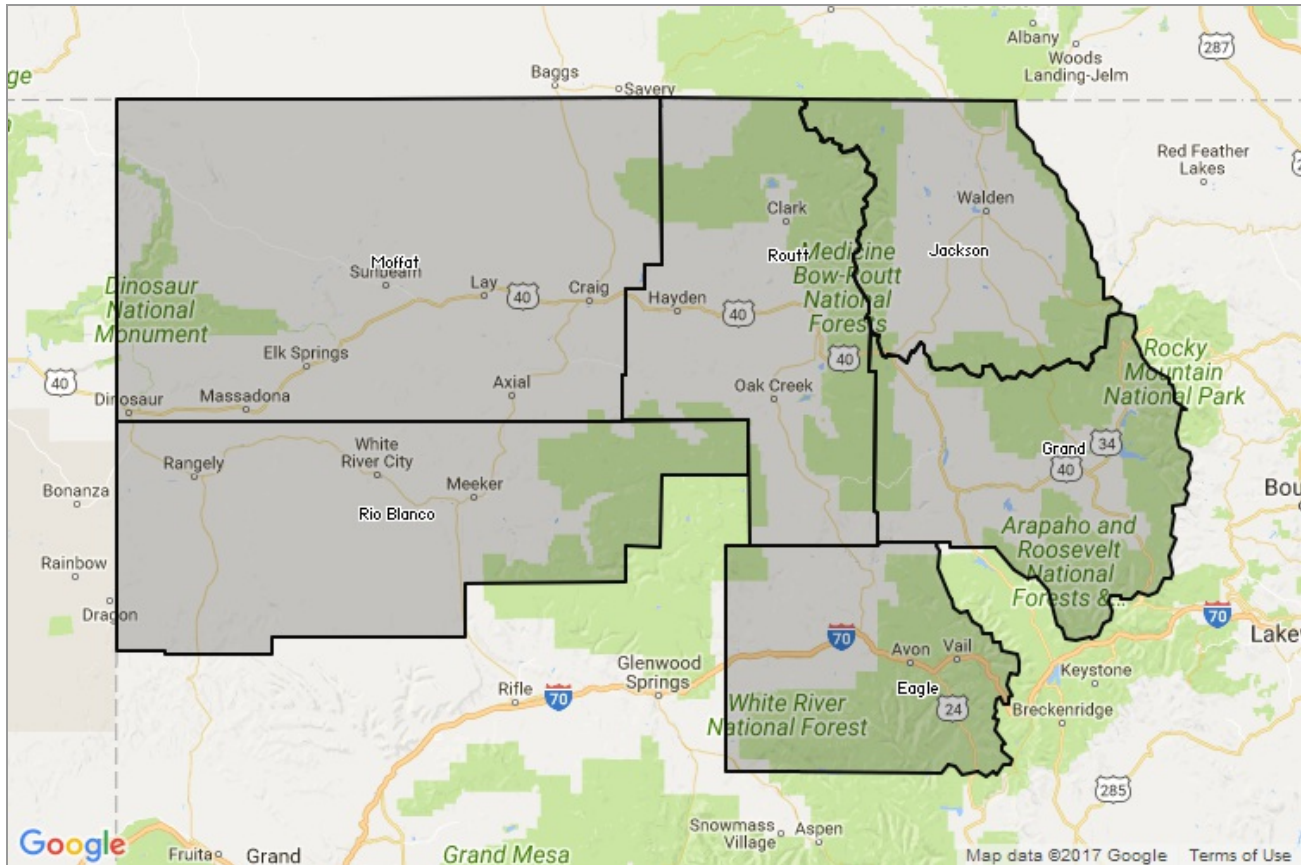




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
11/2016 – 11/2017

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 12/07/2017

**Scheduled:** Yes

Presented by

Steamboat Springs Board of  
**REALTORS®**

Colorado Real Estate License: 40043155

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<http://www.ssbr.org/>

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Steamboat Springs, CO 80477

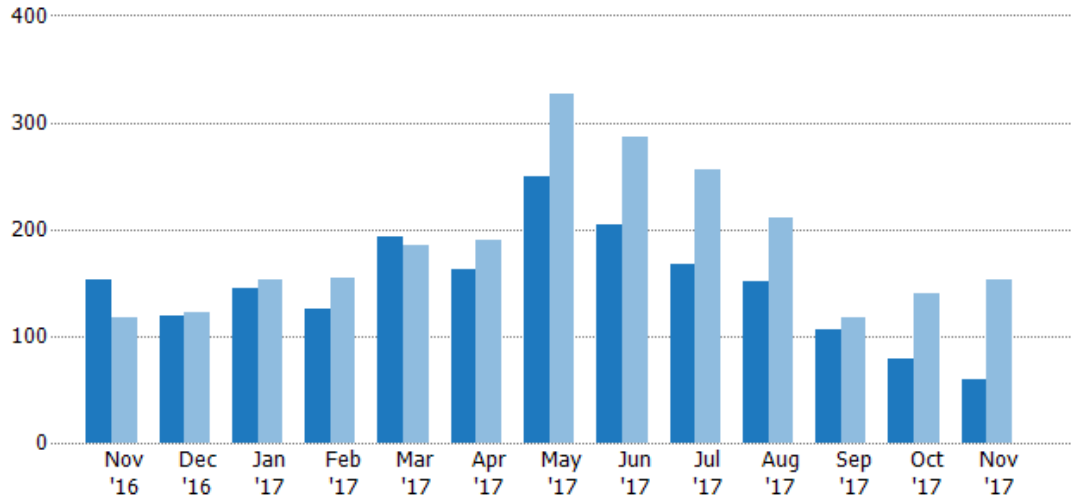
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '17	59	-61.4%
Nov '16	153	30.8%
Nov '15	117	-4.3%



Current Year	153	119	144	126	193	162	249	204	167	151	106	78	59
Prior Year	117	122	153	154	185	189	326	286	255	210	118	140	153
Percent Change from Prior Year	31%	-2%	-6%	-18%	4%	-14%	-24%	-29%	-35%	-28%	-10%	-44%	-61%

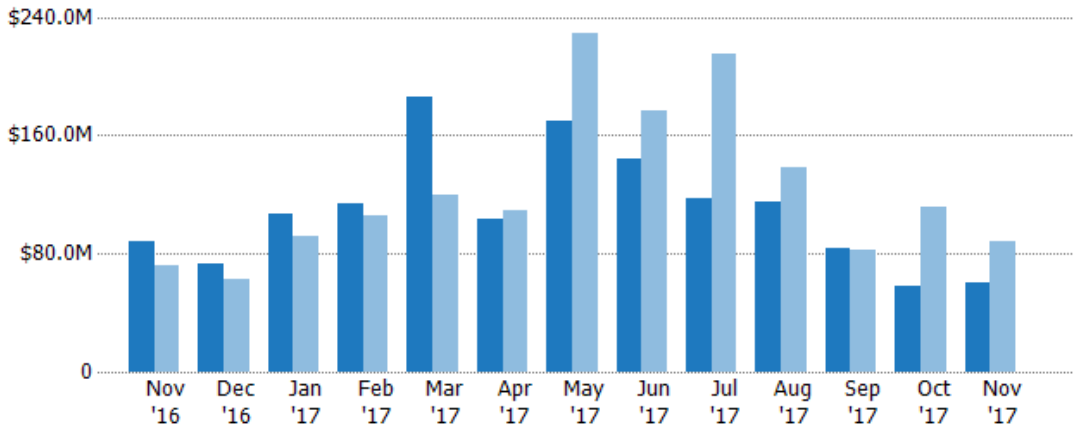
## New Listing Volume

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.
Nov '17	\$60.6M	-31.2%
Nov '16	\$88.1M	23%
Nov '15	\$71.6M	8.5%



Current Year	\$88.1M	\$72.8M	\$106M	\$114M	\$186M	\$104M	\$169M	\$144M	\$117M	\$115M	\$83.7M	\$57.8M	\$60.6M
Prior Year	\$71.6M	\$62.3M	\$92M	\$105M	\$120M	\$109M	\$230M	\$177M	\$215M	\$138M	\$82.3M	\$111M	\$88.1M
Percent Change from Prior Year	23%	17%	16%	8%	56%	-5%	-26%	-19%	-46%	-16%	2%	-48%	-31%

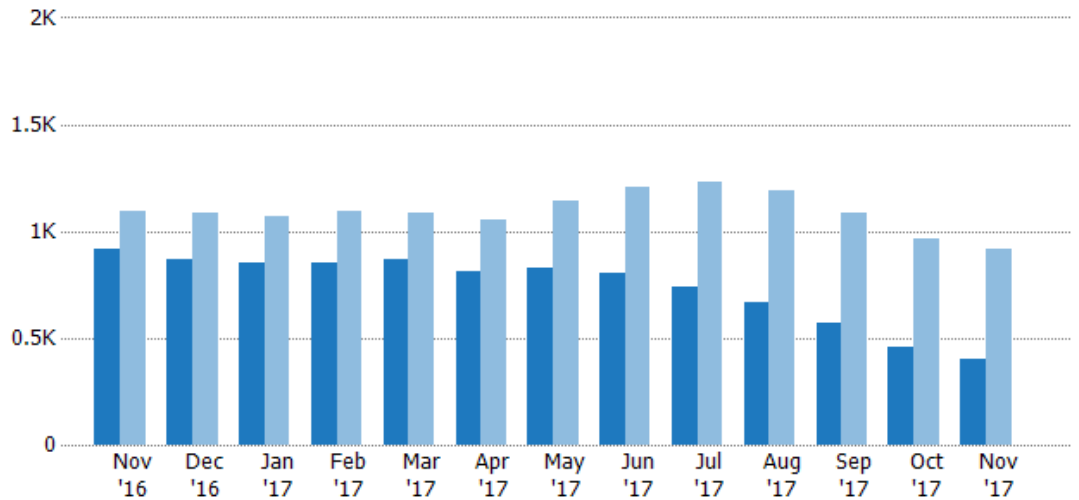
## Active Listings

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.
Nov '17	404	-56%
Nov '16	918	-16.1%
Nov '15	1.09K	11.2%



Current Year	918	869	852	851	865	815	824	804	742	664	571	460	404
Prior Year	1.09K	1.08K	1.07K	1.1K	1.09K	1.06K	1.14K	1.21K	1.23K	1.19K	1.08K	968	918
Percent Change from Prior Year	-16%	-20%	-20%	-22%	-20%	-23%	-28%	-34%	-40%	-44%	-47%	-52%	-56%

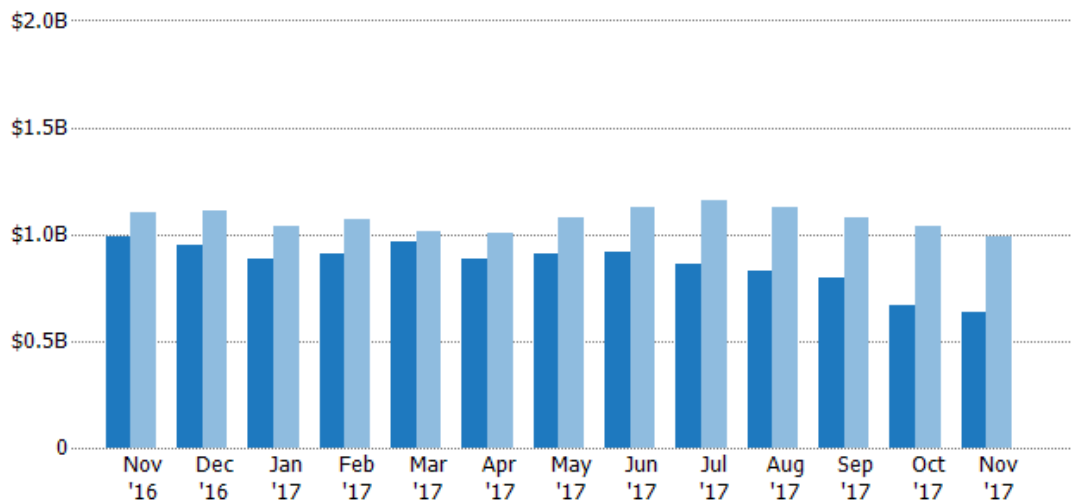
## Active Listing Volume

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.
Nov '17	\$637M	-35.7%
Nov '16	\$992M	-10.1%
Nov '15	\$1.1B	-1.8%



Current Year	\$992M	\$945M	\$887M	\$912M	\$965M	\$884M	\$911M	\$919M	\$863M	\$832M	\$796M	\$671M	\$637M
Prior Year	\$1.1B	\$1.11B	\$1.04B	\$1.07B	\$1.02B	\$1.01B	\$1.08B	\$1.12B	\$1.16B	\$1.13B	\$1.08B	\$1.03B	\$992M
Percent Change from Prior Year	-10%	-15%	-14%	-15%	-5%	-12%	-15%	-18%	-26%	-26%	-26%	-35%	-36%

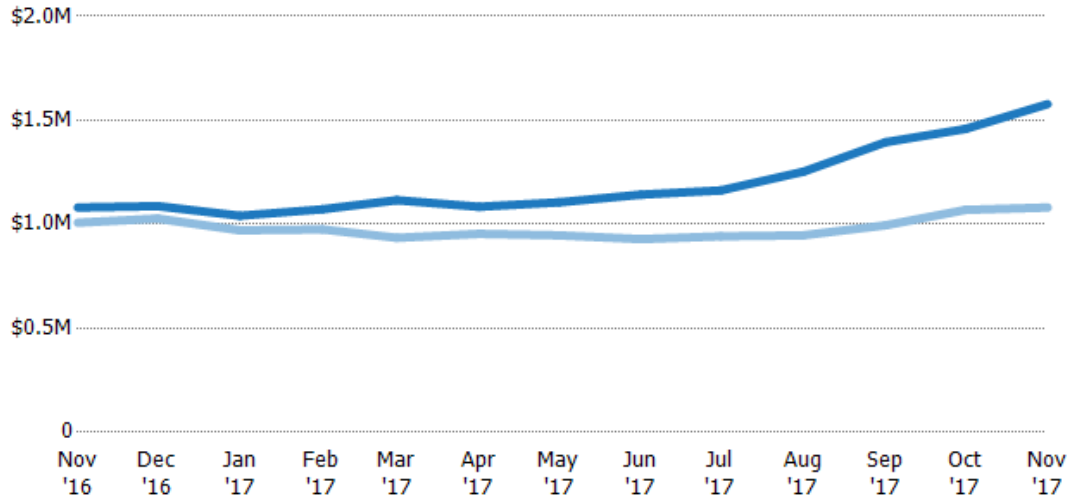
## Average Listing Price

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.
Nov '17	\$1.58M	46%
Nov '16	\$1.08M	7.2%
Nov '15	\$1.01M	-11.7%



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$1.08M	\$1.09M	\$1.04M	\$1.07M	\$1.12M	\$1.08M	\$1.11M	\$1.14M	\$1.16M	\$1.25M	\$1.39M	\$1.46M	\$1.58M
Prior Year	\$1.01M	\$1.03M	\$971K	\$975K	\$935K	\$954K	\$947K	\$928K	\$942K	\$947K	\$995K	\$1.07M	\$1.08M
Percent Change from Prior Year	7%	6%	7%	10%	19%	14%	17%	23%	23%	32%	40%	36%	46%

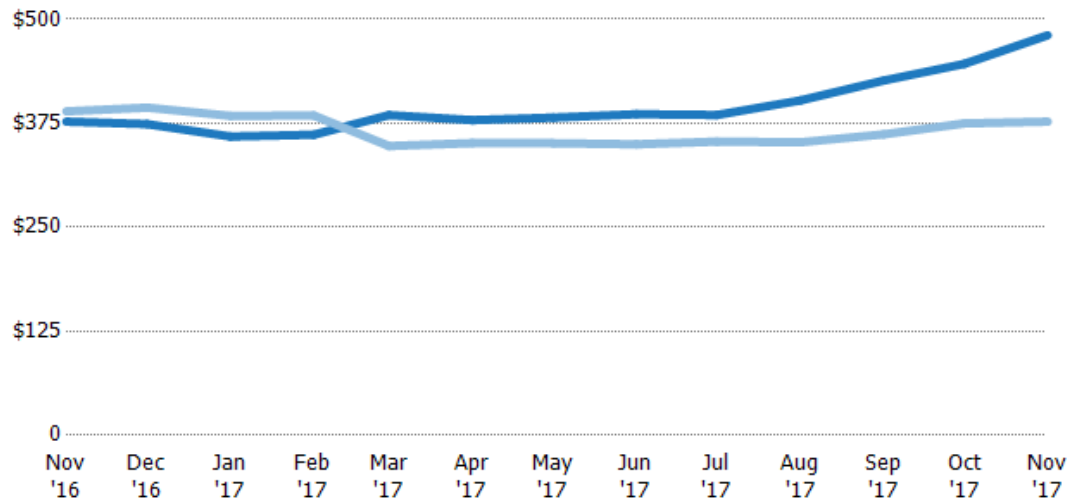
## Average Listing Price per Sq Ft

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.
Nov '17	\$481	27.5%
Nov '16	\$377	-3.2%
Nov '15	\$389	-9.5%



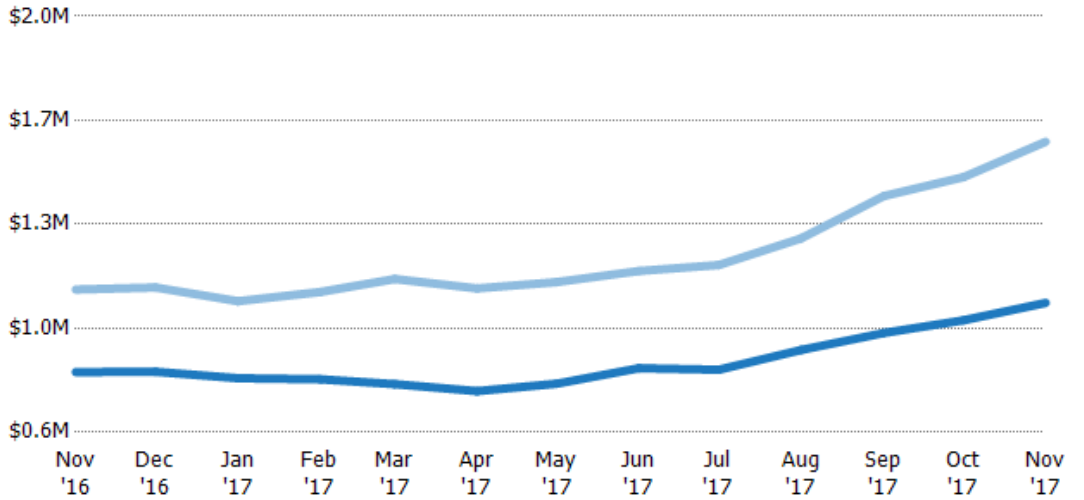
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Current Year	\$377	\$374	\$359	\$361	\$385	\$379	\$382	\$386	\$385	\$402	\$426	\$446	\$481
Prior Year	\$389	\$394	\$384	\$384	\$348	\$351	\$351	\$350	\$353	\$352	\$362	\$375	\$377
Percent Change from Prior Year	-3%	-5%	-6%	-6%	11%	8%	9%	10%	9%	14%	18%	19%	28%

## 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

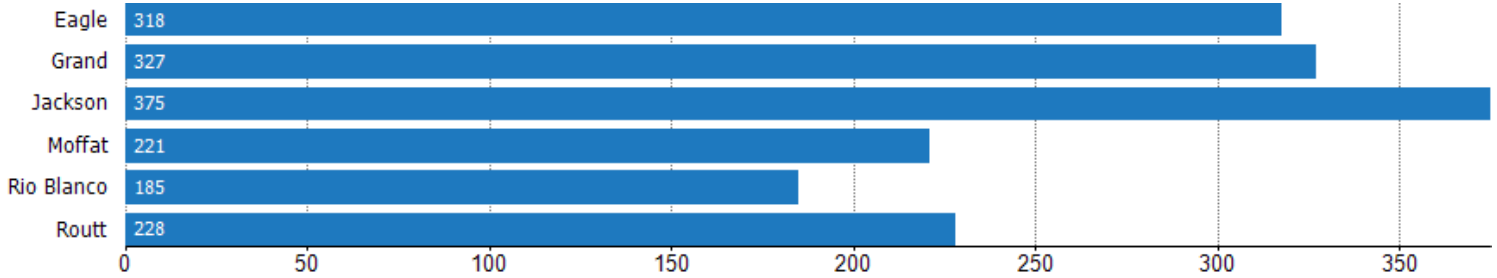


Avg Est Value	\$802K	\$804K	\$782K	\$778K	\$762K	\$739K	\$763K	\$816K	\$810K	\$877K	\$934K	\$977K	\$1.04M
Avg Listing Price	\$1.08M	\$1.09M	\$1.04M	\$1.07M	\$1.12M	\$1.08M	\$1.11M	\$1.14M	\$1.16M	\$1.25M	\$1.39M	\$1.46M	\$1.58M
Avg Listing Price as a % of Avg Est Value	135%	135%	133%	138%	146%	147%	145%	140%	143%	143%	149%	149%	152%

## 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



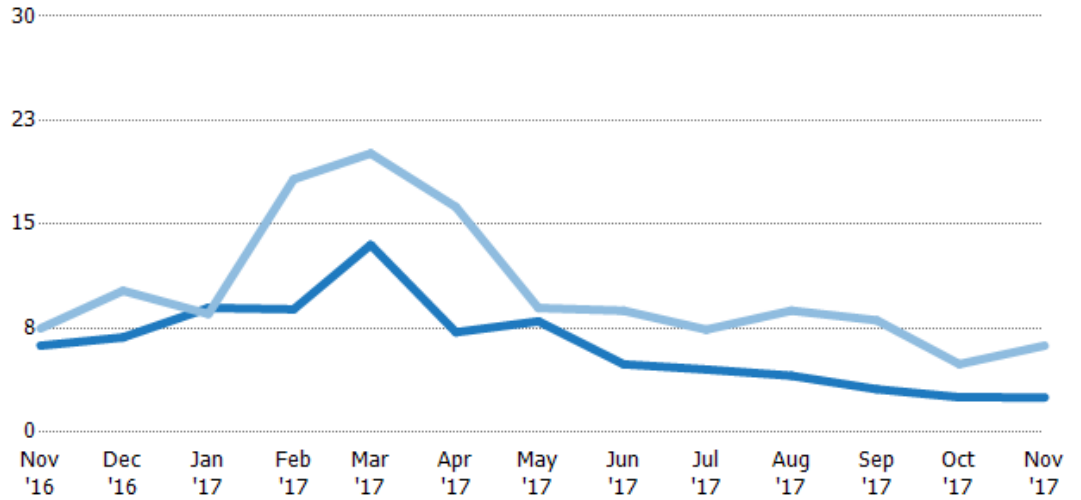
## Months of Inventory

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.
Nov '17	2.51	-59.8%
Nov '16	6.24	-16.7%
Nov '15	7.49	12.8%



Current Year	6.24	6.84	8.97	8.86	13.5	7.21	8	4.9	4.52	4.07	3.1	2.53	2.51
Prior Year	7.49	10.2	8.53	18.3	20.1	16.2	8.96	8.77	7.4	8.77	8.07	4.91	6.24
Percent Change from Prior Year	-17%	-33%	5%	-51%	-33%	-56%	-11%	-44%	-39%	-54%	-62%	-49%	-60%

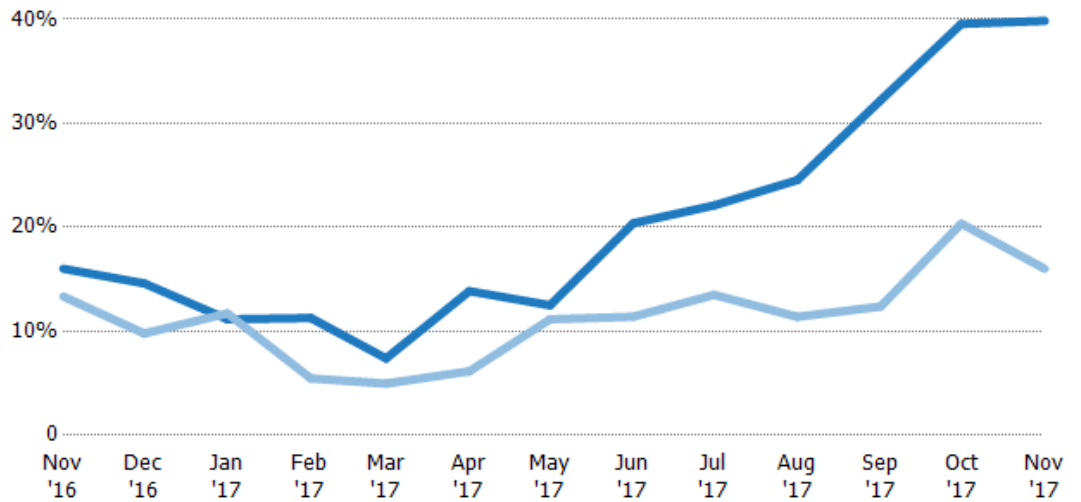
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Nov '17	40%	-23.8%
Nov '16	16%	-2.7%
Nov '15	13%	-11.3%

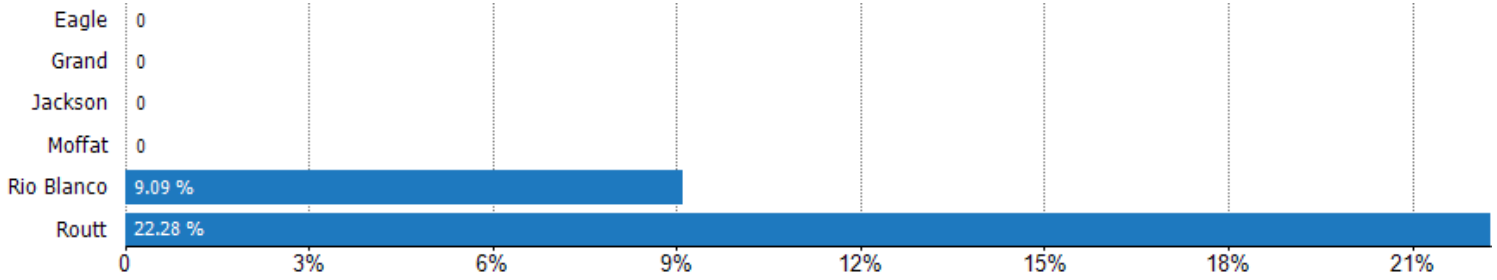


Current Year	16%	15%	11%	11%	7%	14%	13%	20%	22%	25%	32%	40%	40%
Prior Year	13%	10%	12%	5%	5%	6%	11%	11%	14%	11%	12%	20%	16%
Change from Prior Year	-3%	-5%	1%	-6%	-2%	-8%	-1%	-9%	-9%	-13%	-20%	-19%	-24%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



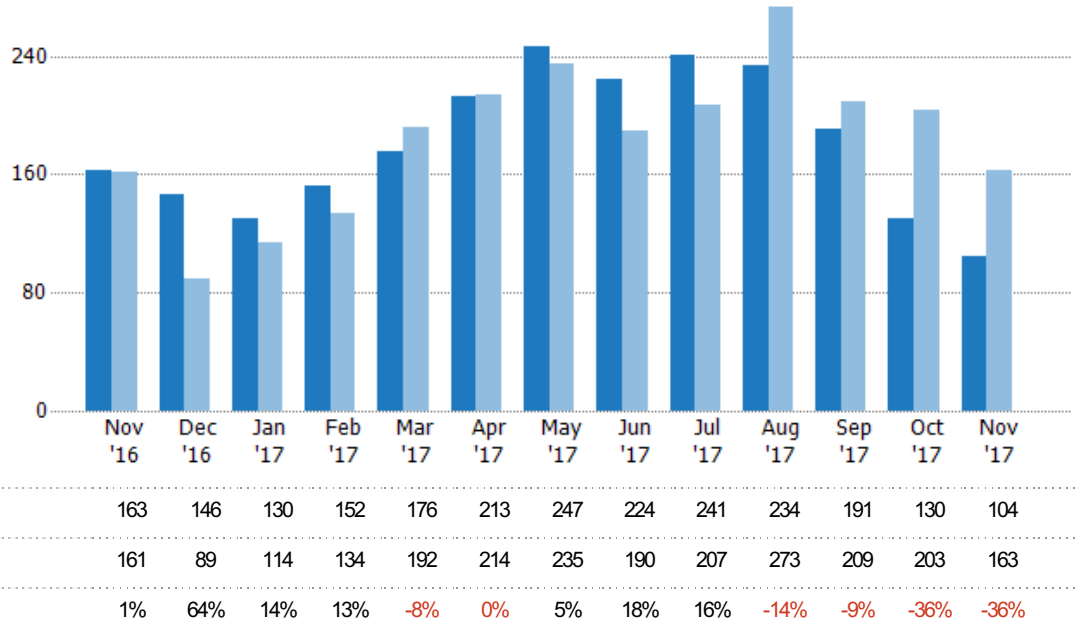
## Pending Sales

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.
Nov '17	104	-36.2%
Nov '16	163	1.2%
Nov '15	161	-5%



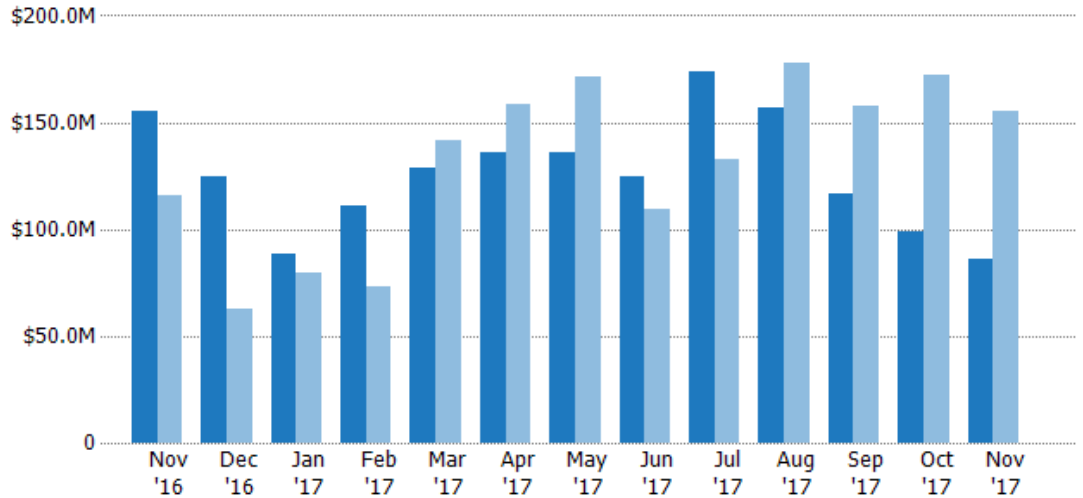
## Pending Sales Volume

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.
Nov '17	\$86.4M	-44.4%
Nov '16	\$155M	34.5%
Nov '15	\$116M	-21.1%



Current Year	\$155M	\$125M	\$88.2M	\$111M	\$129M	\$136M	\$136M	\$125M	\$174M	\$157M	\$117M	\$98.5M	\$86.4M
Prior Year	\$116M	\$62.9M	\$79.6M	\$72.9M	\$142M	\$158M	\$171M	\$109M	\$133M	\$178M	\$158M	\$172M	\$155M
Percent Change from Prior Year	35%	98%	11%	52%	-9%	-14%	-21%	14%	31%	-12%	-26%	-43%	-44%

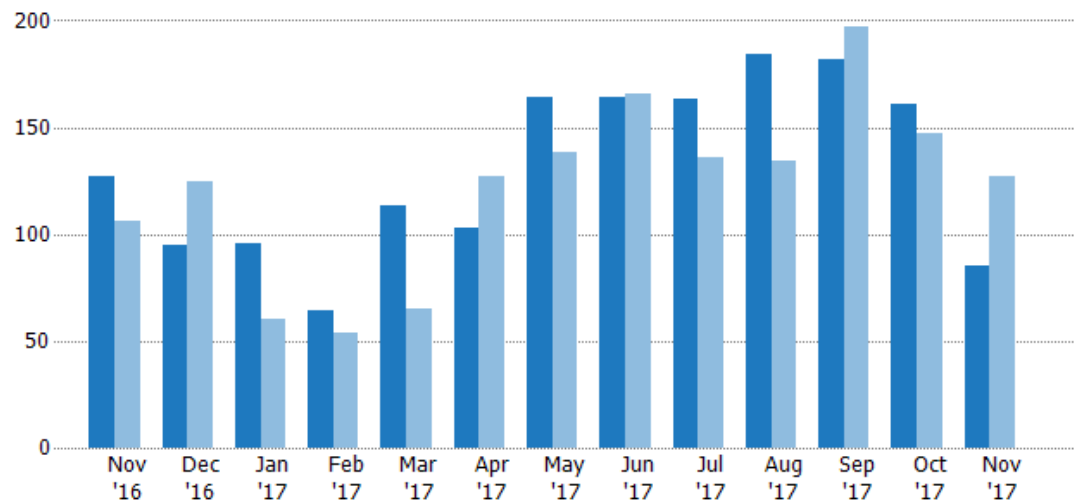
## Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '17	85	-33.1%
Nov '16	127	19.8%
Nov '15	106	0.9%



Current Year	127	95	96	64	113	103	164	164	163	184	182	161	85
Prior Year	106	125	60	54	65	127	138	166	136	134	197	147	127
Percent Change from Prior Year	20%	-24%	60%	19%	74%	-19%	19%	-1%	20%	37%	-8%	10%	-33%



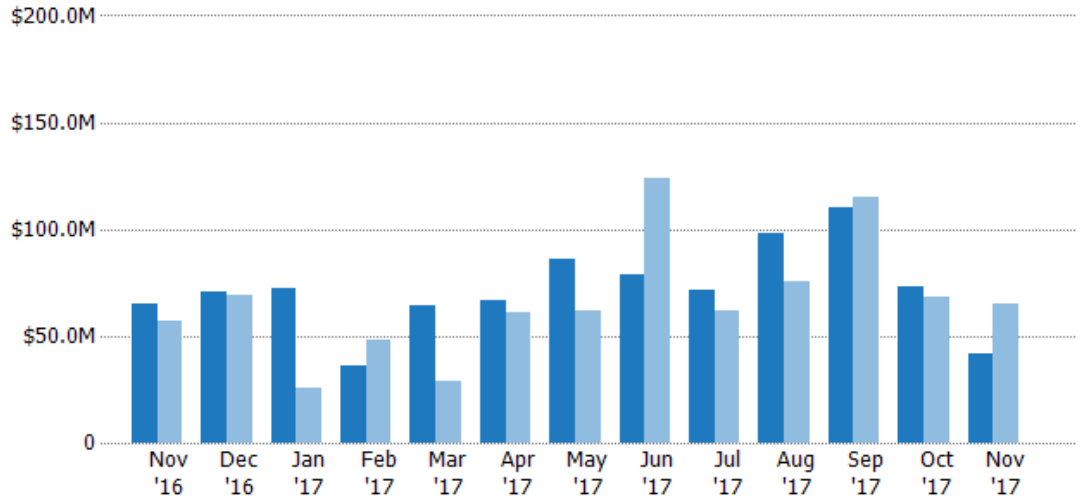
## Closed Sales Volume

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.
Nov '17	\$41.9M	-35.3%
Nov '16	\$64.7M	13.2%
Nov '15	\$57.2M	-15.6%

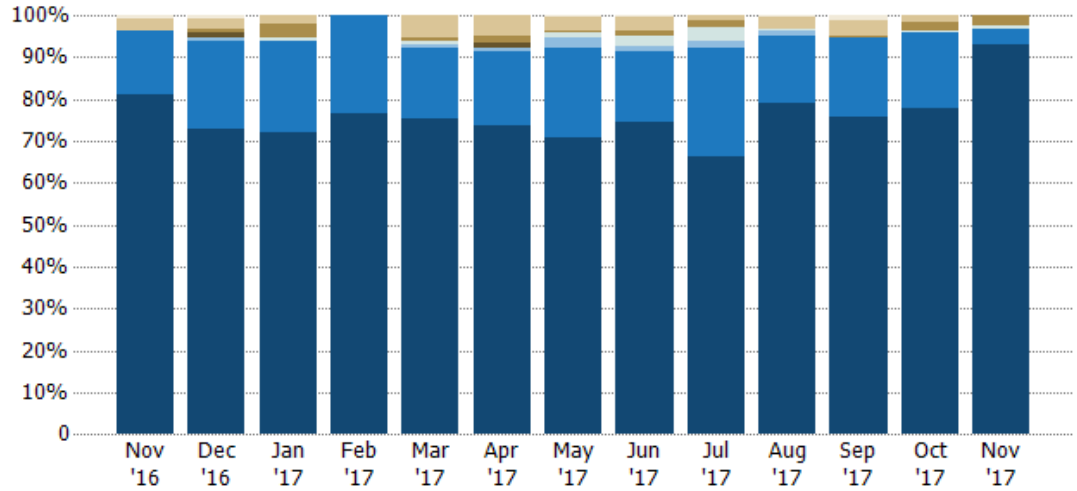


Current Year	\$64.7M	\$70.9M	\$72.2M	\$36.1M	\$63.9M	\$66.9M	\$85.8M	\$79.1M	\$71.5M	\$98M	\$110M	\$73M	\$41.9M
Prior Year	\$57.2M	\$69.2M	\$26M	\$47.9M	\$29.1M	\$61.3M	\$62M	\$124M	\$61.6M	\$75.5M	\$115M	\$68.2M	\$64.7M
Percent Change from Prior Year	13%	2%	178%	-25%	119%	9%	38%	-36%	16%	30%	-4%	7%	-35%

## 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

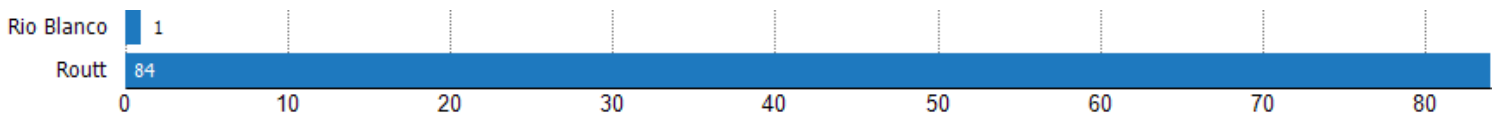


Other	1%	1%	-	-	-	-	1%	1%	-	1%	1%	-	-
Coop	3%	2%	2%	-	5%	5%	3%	3%	1%	3%	4%	2%	-
Farm/Ranch	-	1%	3%	-	1%	2%	1%	1%	2%	-	1%	2%	2%
Lot/Land	-	1%	-	-	-	1%	-	-	-	-	-	-	-
Multifamily/Multiplex	-	-	1%	-	1%	-	1%	2%	3%	1%	-	1%	1%
Mobile/Manufactured	-	1%	-	-	1%	1%	2%	1%	2%	1%	-	-	-
Condo/Townhouse	15%	21%	22%	23%	17%	17%	21%	17%	26%	16%	19%	18%	4%
Single Family Residence	81%	73%	72%	77%	75%	74%	71%	74%	66%	79%	76%	78%	93%

## 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

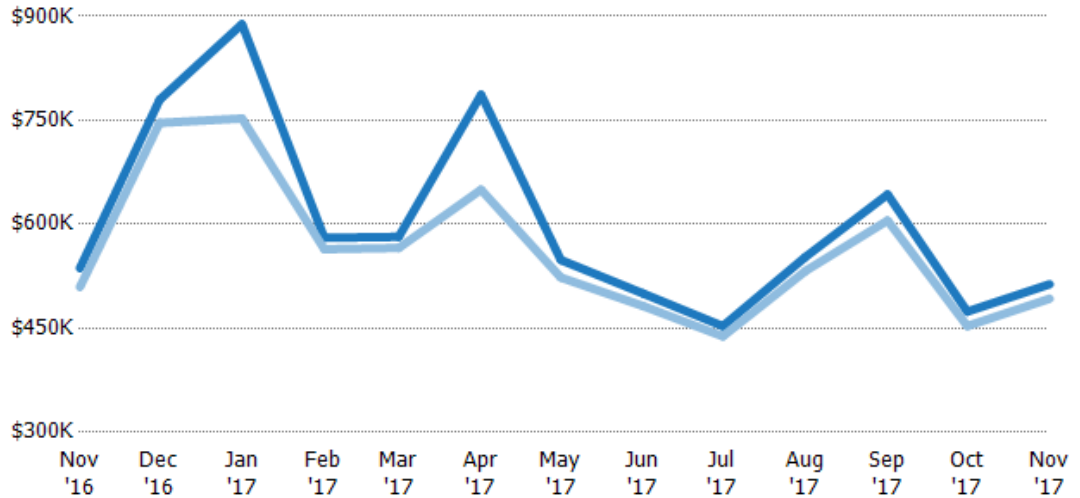


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



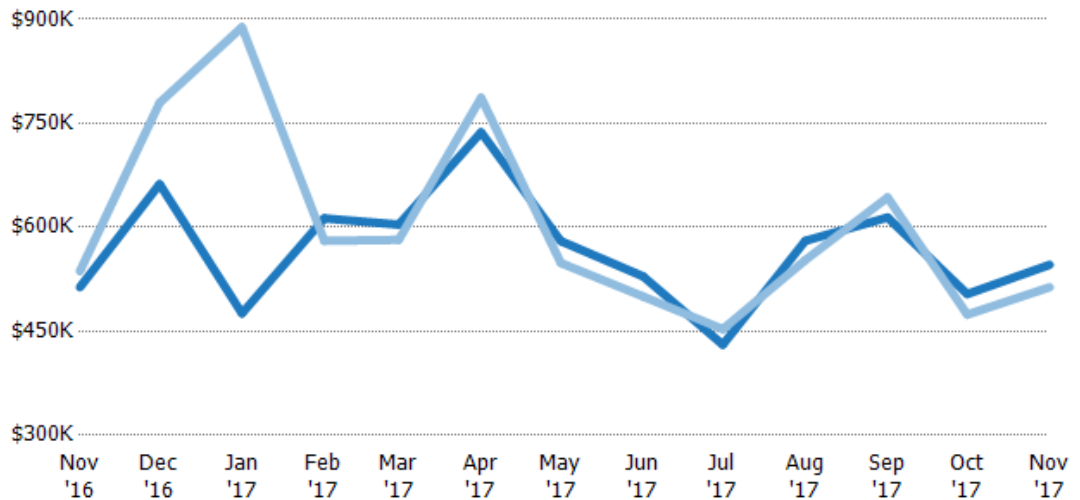
	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg List Price	\$537K	\$780K	\$889K	\$580K	\$582K	\$787K	\$549K	\$500K	\$453K	\$553K	\$643K	\$474K	\$514K
Avg Sales Price	\$509K	\$746K	\$753K	\$564K	\$566K	\$650K	\$523K	\$482K	\$438K	\$532K	\$605K	\$453K	\$493K
Avg Sales Price as a % of Avg List Price	95%	96%	85%	97%	97%	83%	95%	96%	97%	96%	94%	96%	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



	Nov '16	Dec '16	Jan '17	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17
Avg Est Value	\$514K	\$662K	\$476K	\$613K	\$604K	\$737K	\$580K	\$529K	\$431K	\$580K	\$614K	\$504K	\$546K
Avg Sales Price	\$537K	\$780K	\$889K	\$580K	\$582K	\$787K	\$549K	\$500K	\$453K	\$553K	\$643K	\$474K	\$514K
Avg Sales Price as a % of Avg Est Value	105%	118%	187%	95%	96%	107%	95%	95%	105%	95%	105%	94%	94%

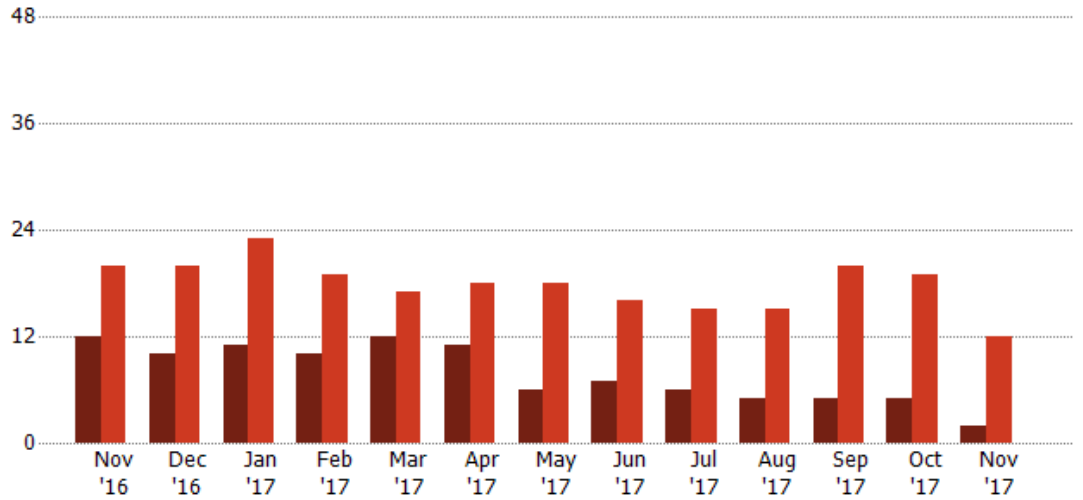
## Distressed Listings

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.
Nov '17	2	-83.3%
Nov '16	12	-40%
Nov '15	20	105%



Current Year	12	10	11	10	12	11	6	7	6	5	5	5	2
Prior Year	20	20	23	19	17	18	18	16	15	15	20	19	12
Percent Change from Prior Year	-40%	-50%	-52%	-47%	-29%	-39%	-67%	-56%	-60%	-67%	-75%	-74%	-83%

## 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:** 12/07/2017

**Scheduled:** Yes

**Report Date Range:** From 11/2016 To: 11/2017

### 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

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 11/2017 data

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