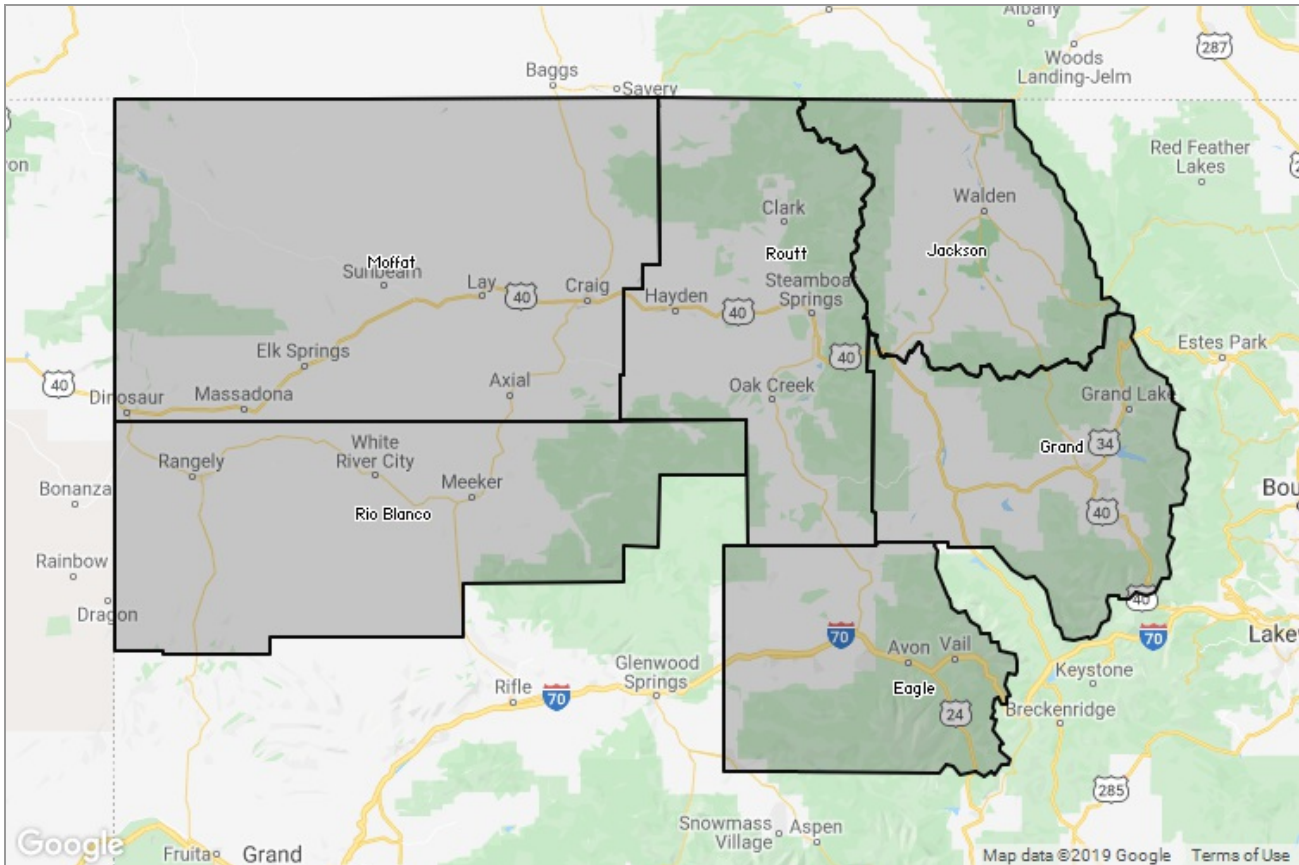




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2018 – 11/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/04/2019

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

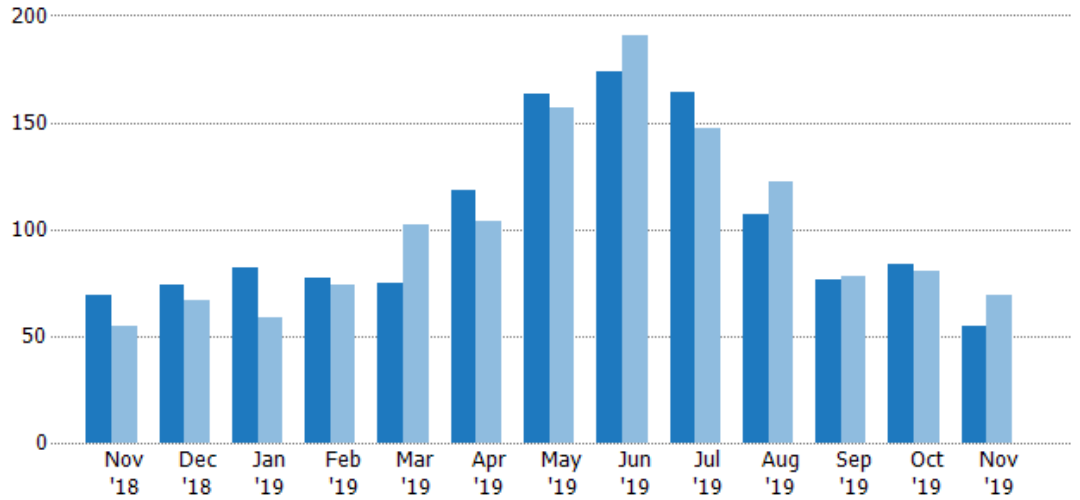
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '19	55	-20.3%
Nov '18	69	25.5%
Nov '17	55	43.6%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	69	74	82	77	75	118	163	174	164	107	76	84	55
Prior Year	55	67	59	74	102	104	157	191	147	122	78	80	69
Percent Change from Prior Year	25%	10%	39%	4%	-26%	13%	4%	-9%	12%	-12%	-3%	5%	-20%

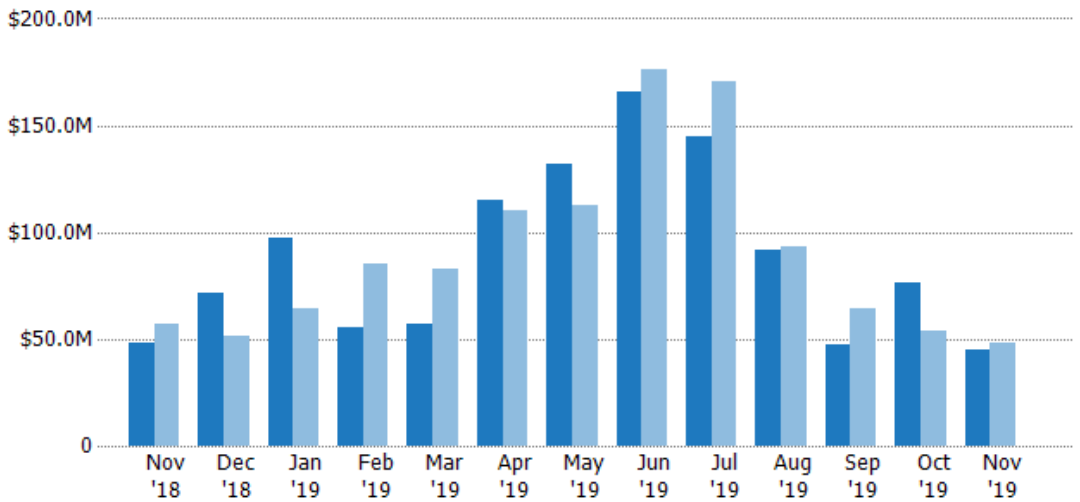
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Nov '19	\$44.6M	-7.2%
Nov '18	\$48.1M	-15.4%
Nov '17	\$56.8M	-4%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$48.1M	\$71.7M	\$97M	\$55.7M	\$56.9M	\$115M	\$132M	\$166M	\$145M	\$91.4M	\$47M	\$76M	\$44.6M
Prior Year	\$56.8M	\$51.3M	\$64.3M	\$85.5M	\$83M	\$110M	\$113M	\$176M	\$171M	\$93.4M	\$64.6M	\$53.4M	\$48.1M
Percent Change from Prior Year	-15%	40%	51%	-35%	-31%	5%	17%	-6%	-15%	-2%	-27%	42%	-7%

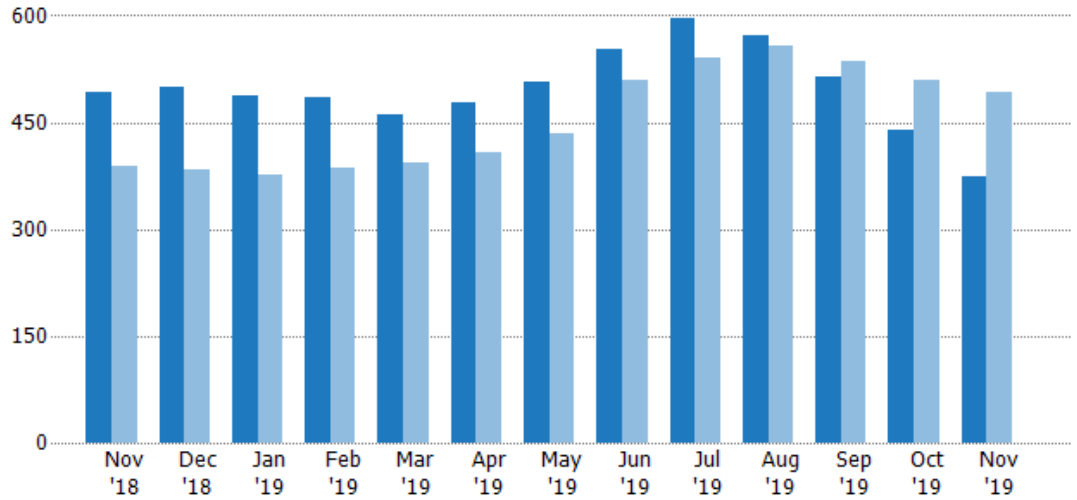
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '19	375	-23.9%
Nov '18	493	27.1%
Nov '17	388	20.1%



Current Year	493	499	487	484	460	479	506	552	597	573	513	439	375
Prior Year	388	384	376	386	393	407	434	509	540	558	537	510	493
Percent Change from Prior Year	27%	30%	30%	25%	17%	18%	17%	8%	11%	3%	-4%	-14%	-24%

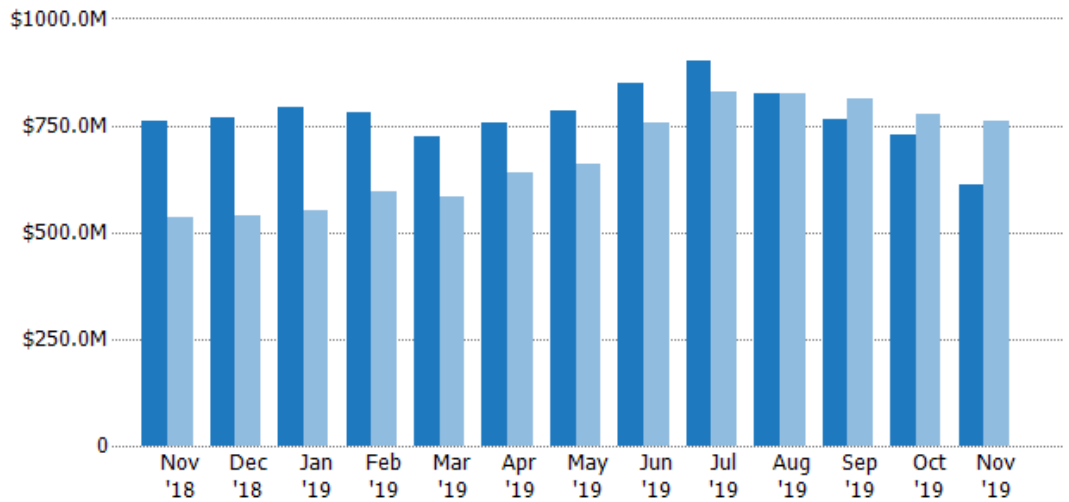
Active Listing Volume

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.
Nov '19	\$611M	-19.5%
Nov '18	\$760M	41.8%
Nov '17	\$536M	-9.6%



Current Year	\$760M	\$770M	\$793M	\$779M	\$724M	\$757M	\$783M	\$851M	\$901M	\$826M	\$765M	\$728M	\$611M
Prior Year	\$536M	\$539M	\$550M	\$594M	\$585M	\$638M	\$659M	\$755M	\$829M	\$824M	\$813M	\$776M	\$760M
Percent Change from Prior Year	42%	43%	44%	31%	24%	19%	19%	13%	9%	0%	-6%	-6%	-20%

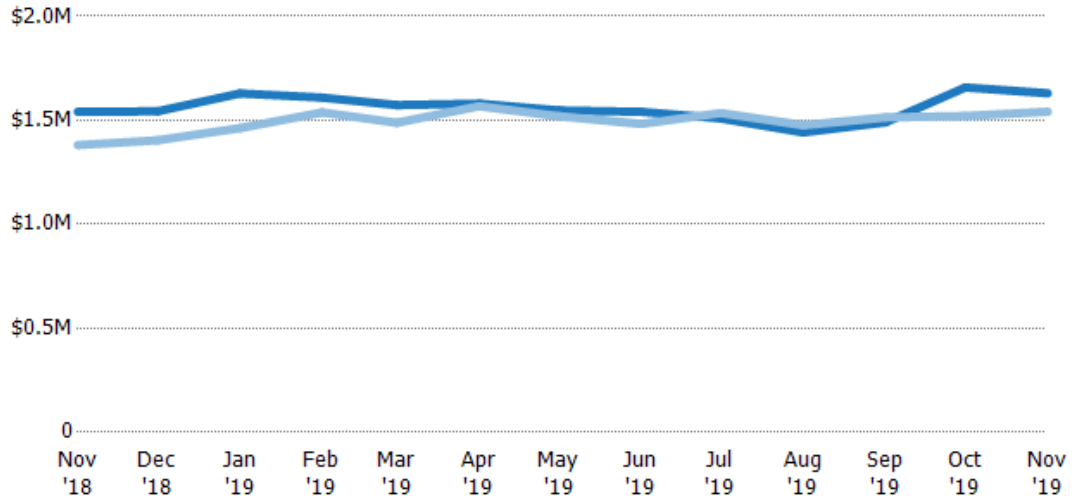
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Nov '19	\$1.63M	5.8%
Nov '18	\$1.54M	11.6%
Nov '17	\$1.38M	-24.7%



Current Year	\$1.54M	\$1.54M	\$1.63M	\$1.61M	\$1.57M	\$1.58M	\$1.55M	\$1.54M	\$1.51M	\$1.44M	\$1.49M	\$1.66M	\$1.63M
Prior Year	\$1.38M	\$1.4M	\$1.46M	\$1.54M	\$1.49M	\$1.57M	\$1.52M	\$1.48M	\$1.53M	\$1.48M	\$1.51M	\$1.52M	\$1.54M
Percent Change from Prior Year	12%	10%	11%	5%	6%	1%	2%	4%	-2%	-2%	-2%	9%	6%

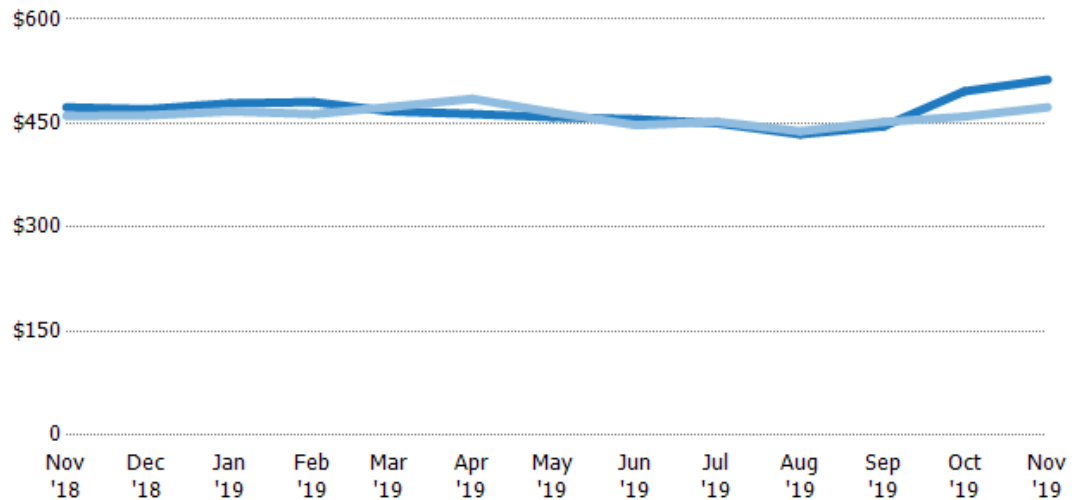
Average Listing Price per Sq Ft

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 '19	\$513	8.4%
Nov '18	\$473	2.7%
Nov '17	\$461	-25.7%

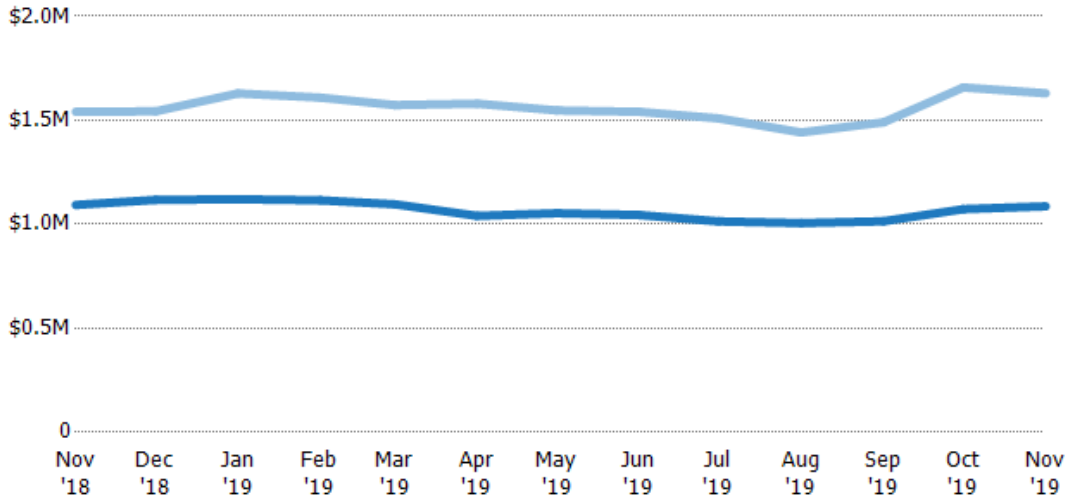


Current Year	\$473	\$470	\$479	\$481	\$467	\$463	\$459	\$456	\$450	\$434	\$445	\$496	\$513
Prior Year	\$461	\$461	\$467	\$463	\$473	\$485	\$466	\$447	\$452	\$438	\$452	\$460	\$473
Percent Change from Prior Year	3%	2%	3%	4%	-1%	-5%	-1%	2%	-1%	-1%	-1%	8%	8%

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



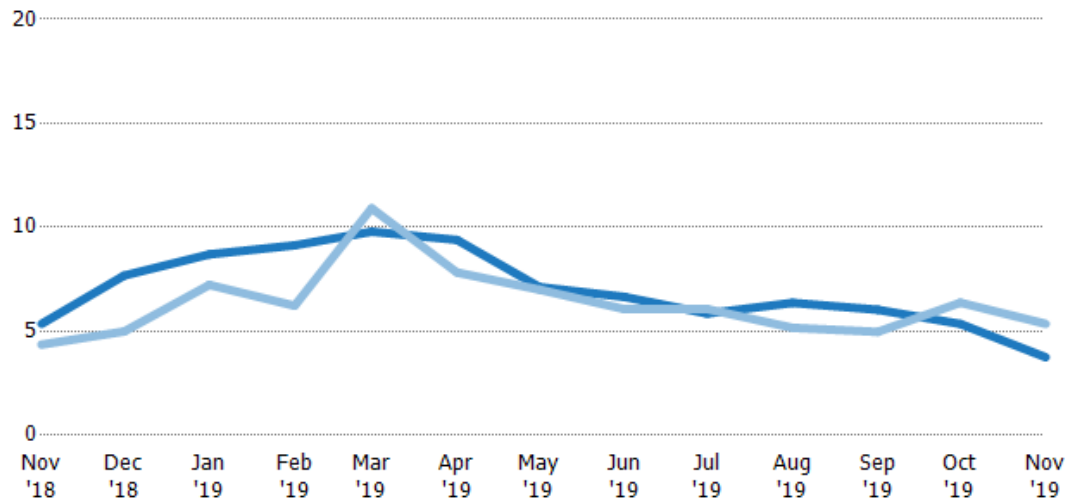
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$1.09M	\$1.12M	\$1.12M	\$1.12M	\$1.1M	\$1.04M	\$1.05M	\$1.04M	\$1.01M	\$1.01M	\$1.01M	\$1.07M	\$1.09M
Avg Listing Price	\$1.54M	\$1.54M	\$1.63M	\$1.61M	\$1.57M	\$1.58M	\$1.55M	\$1.54M	\$1.51M	\$1.44M	\$1.49M	\$1.66M	\$1.63M
Avg Listing Price as a % of Avg Est Value	141%	138%	145%	144%	143%	152%	147%	148%	149%	143%	147%	155%	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.
Nov '19	3.75	-30%
Nov '18	5.36	22.9%
Nov '17	4.36	32%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	5.36	7.68	8.7	9.13	9.79	9.39	7.13	6.65	5.85	6.37	6.04	5.35	3.75
Prior Year	4.36	4.99	7.23	6.23	10.9	7.83	7	6.06	6.07	5.17	4.97	6.38	5.36
Percent Change from Prior Year	23%	54%	20%	47%	-10%	20%	2%	10%	-4%	23%	21%	-16%	-30%

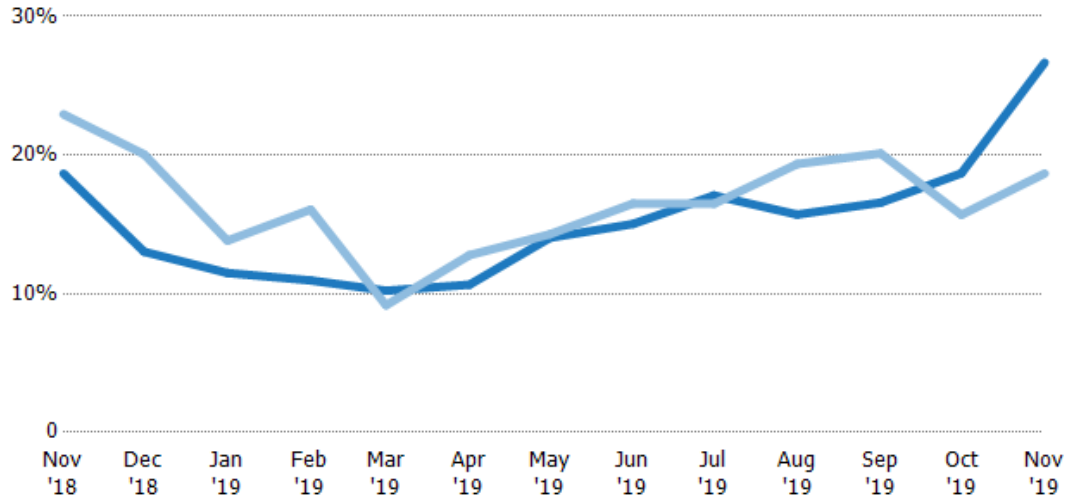
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Nov '19	27%	-8%
Nov '18	19%	4.3%
Nov '17	23%	-24.2%

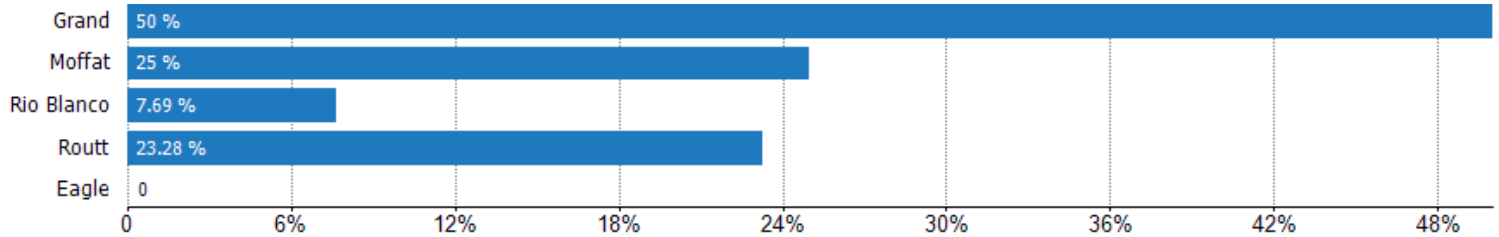


	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	19%	13%	11%	11%	10%	11%	14%	15%	17%	16%	17%	19%	27%
Prior Year	23%	20%	14%	16%	9%	13%	14%	17%	16%	19%	20%	16%	19%
Change from Prior Year	4%	7%	2%	5%	-1%	2%	0%	1%	-1%	4%	4%	-3%	-8%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



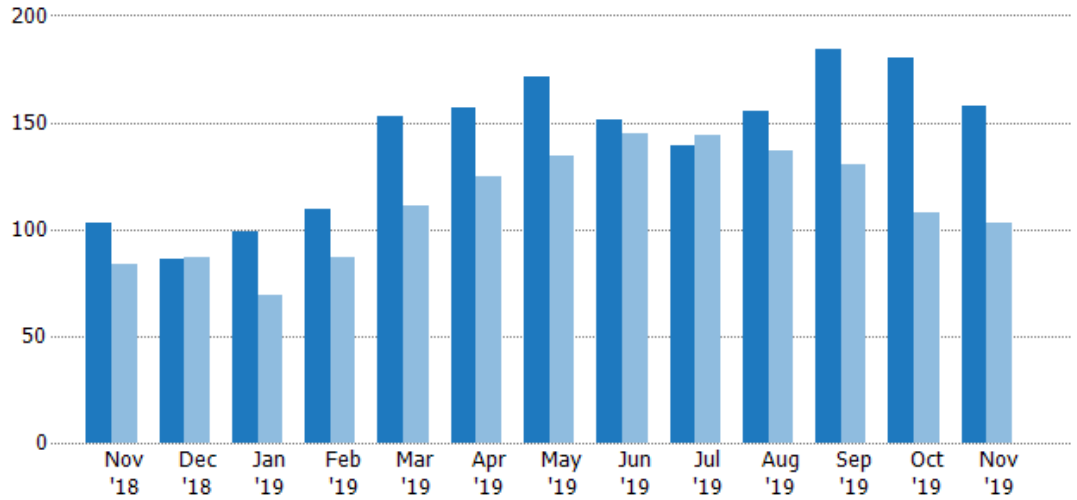
Pending Sales

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.
Nov '19	158	53.4%
Nov '18	103	22.6%
Nov '17	84	22.6%



Current Year	103	86	99	109	153	157	171	151	139	155	184	180	158
Prior Year	84	87	69	87	111	125	134	145	144	137	130	108	103
Percent Change from Prior Year	23%	-1%	43%	25%	38%	26%	28%	4%	-3%	13%	42%	67%	53%

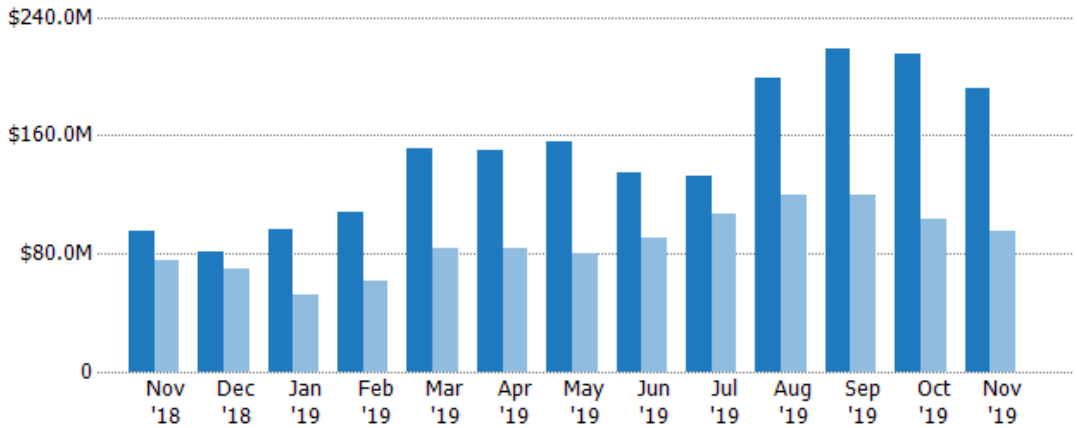
Pending Sales Volume

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.
Nov '19	\$191M	100.7%
Nov '18	\$95.4M	26.2%
Nov '17	\$75.6M	24.7%



Current Year	\$95.4M	\$80.8M	\$96.2M	\$108M	\$151M	\$150M	\$155M	\$134M	\$133M	\$198M	\$218M	\$215M	\$191M
Prior Year	\$75.6M	\$69.9M	\$52.5M	\$61.4M	\$84M	\$83.6M	\$80.4M	\$90.1M	\$107M	\$120M	\$119M	\$103M	\$95.4M
Percent Change from Prior Year	26%	16%	83%	77%	80%	79%	93%	49%	24%	66%	83%	109%	101%

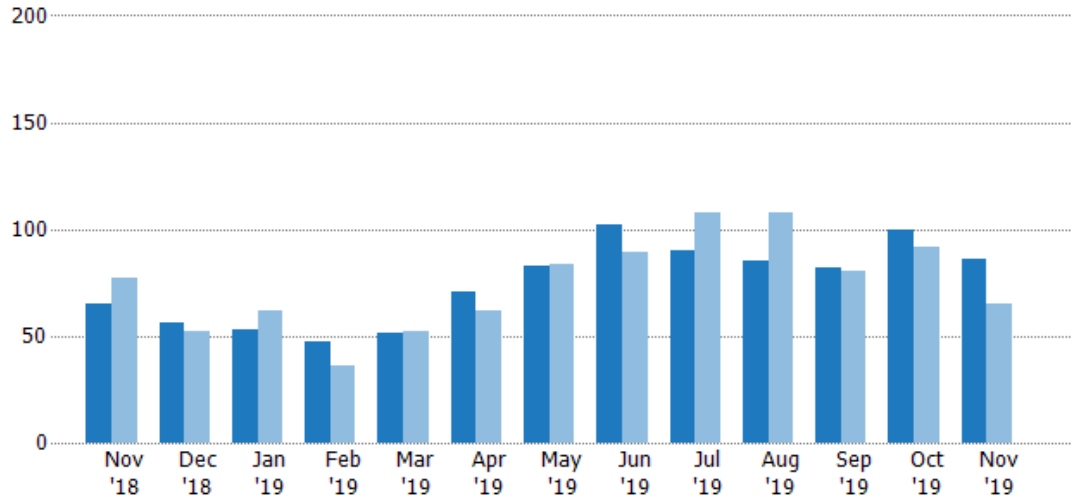
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '19	86	32.3%
Nov '18	65	-15.6%
Nov '17	77	-1.3%



	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	65	56	53	47	51	71	83	102	90	85	82	100	86
Prior Year	77	52	62	36	52	62	84	89	108	108	80	92	65
Percent Change from Prior Year	-16%	8%	-15%	31%	-2%	15%	-1%	15%	-17%	-21%	3%	9%	32%

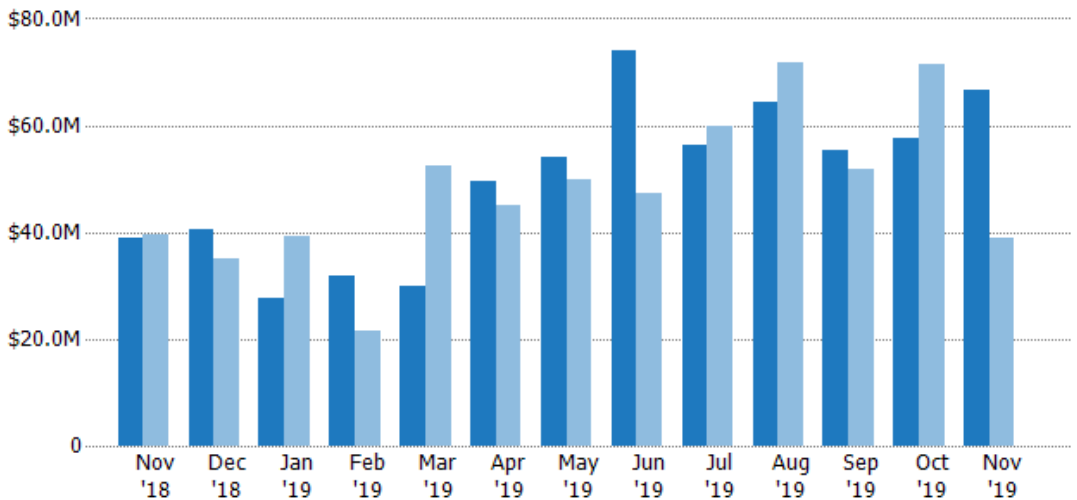
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Nov '19	\$66.5M	70.3%
Nov '18	\$39.1M	-1.1%
Nov '17	\$39.5M	-6.8%

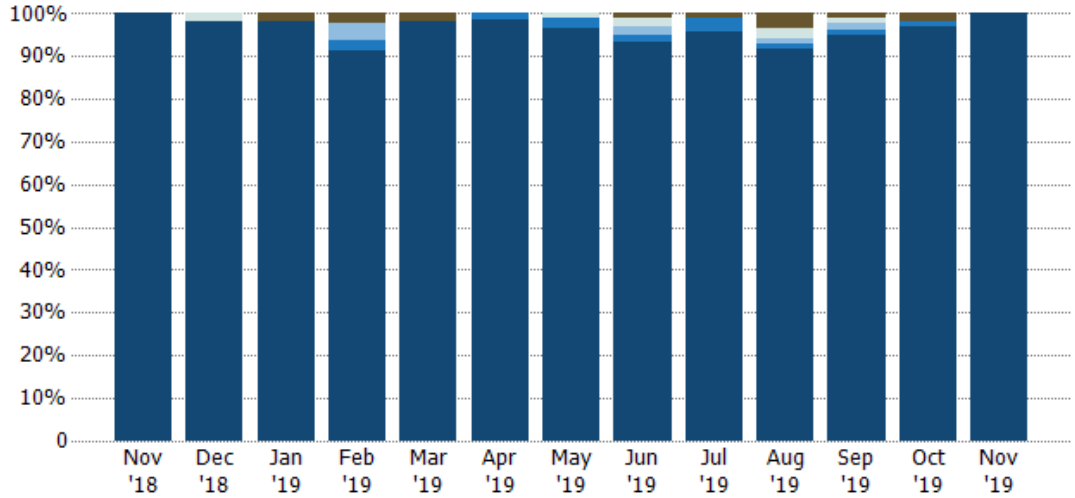


	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Current Year	\$39.1M	\$40.6M	\$27.6M	\$31.8M	\$29.9M	\$49.6M	\$54.1M	\$74M	\$56.5M	\$64.3M	\$55.3M	\$57.7M	\$66.5M
Prior Year	\$39.5M	\$35M	\$39.3M	\$21.4M	\$52.3M	\$44.9M	\$49.8M	\$47.3M	\$59.9M	\$71.8M	\$51.8M	\$71.4M	\$39.1M
Percent Change from Prior Year	-1%	16%	-30%	48%	-43%	11%	9%	56%	-6%	-10%	7%	-19%	70%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

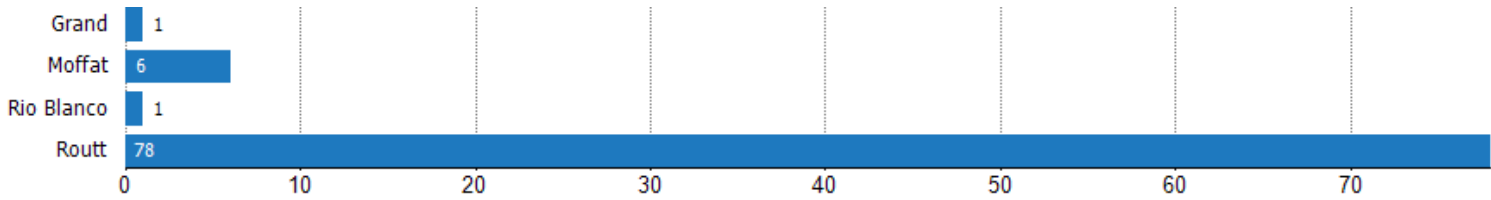


Coop	-	-	2%	2%	2%	-	-	1%	1%	4%	1%	2%	-
Farm/Ranch	-	2%	-	-	-	-	1%	2%	-	2%	1%	-	-
Multifamily/Multiplex	-	-	-	4%	-	-	-	2%	-	1%	1%	-	-
Condo/Townhouse	-	-	-	2%	-	1%	2%	2%	3%	1%	1%	1%	-
Single Family Residence	100%	98%	98%	91%	98%	99%	96%	93%	96%	92%	95%	97%	100%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

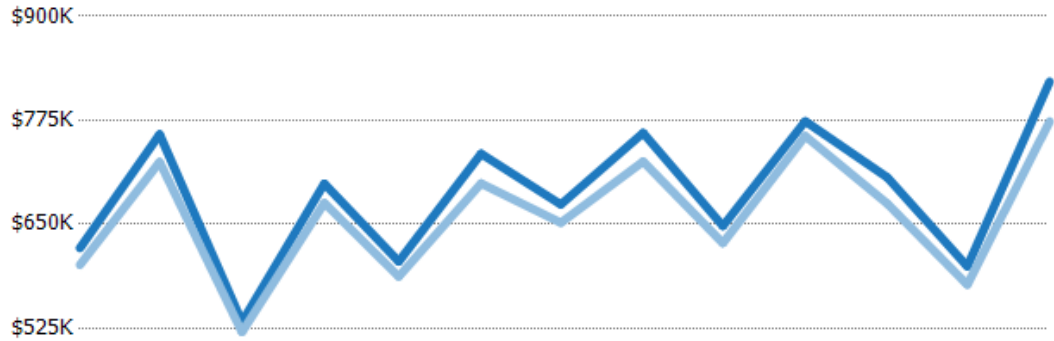


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



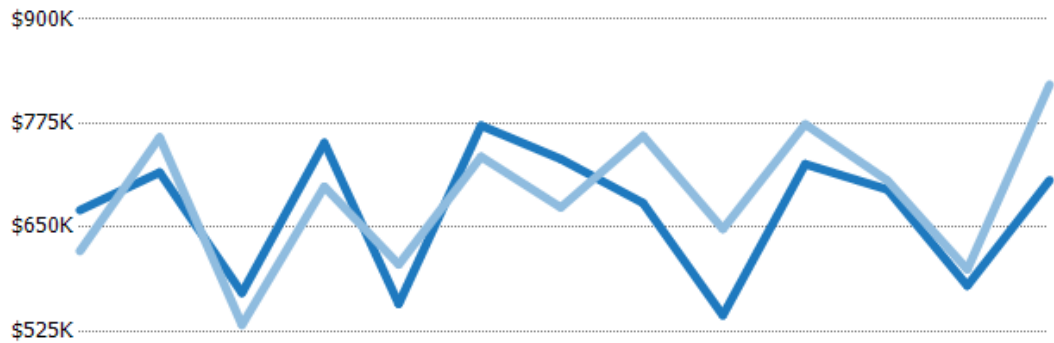
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg List Price	\$621K	\$758K	\$533K	\$699K	\$605K	\$735K	\$674K	\$760K	\$648K	\$774K	\$706K	\$599K	\$822K
Avg Sales Price	\$601K	\$725K	\$520K	\$676K	\$587K	\$699K	\$652K	\$725K	\$627K	\$756K	\$675K	\$577K	\$774K
Avg Sales Price as a % of Avg List Price	97%	96%	98%	97%	97%	95%	97%	95%	97%	98%	96%	96%	94%

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



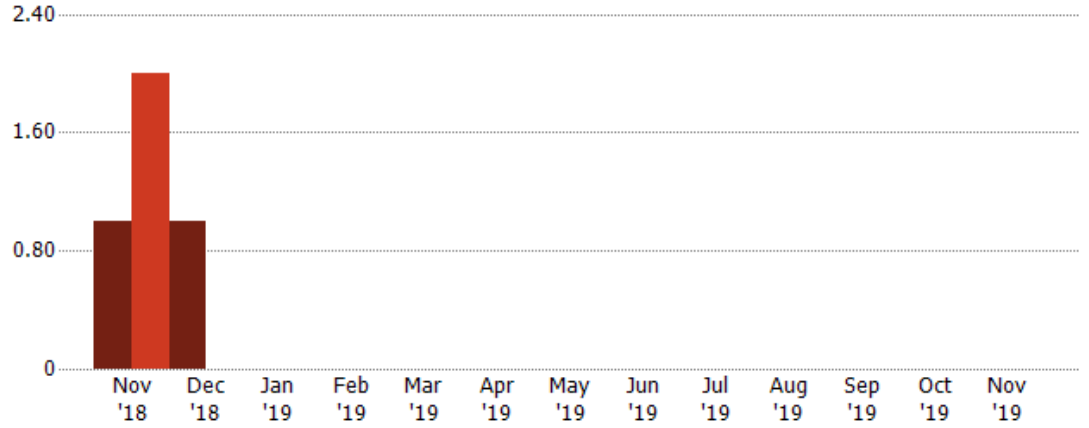
	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19
Avg Est Value	\$671K	\$716K	\$571K	\$751K	\$558K	\$772K	\$732K	\$679K	\$544K	\$726K	\$695K	\$580K	\$707K
Avg Sales Price	\$621K	\$758K	\$533K	\$699K	\$605K	\$735K	\$674K	\$760K	\$648K	\$774K	\$706K	\$599K	\$822K
Avg Sales Price as a % of Avg Est Value	93%	106%	93%	93%	108%	95%	92%	112%	119%	107%	102%	103%	116%

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	1	1	-	-	-	-	-	-	-	-	-	-	-
Prior Year	2	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-50%	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: 12/04/2019

Scheduled: Yes

Report Date Range: From 11/2018 To: 11/2019

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 11/2019 data

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