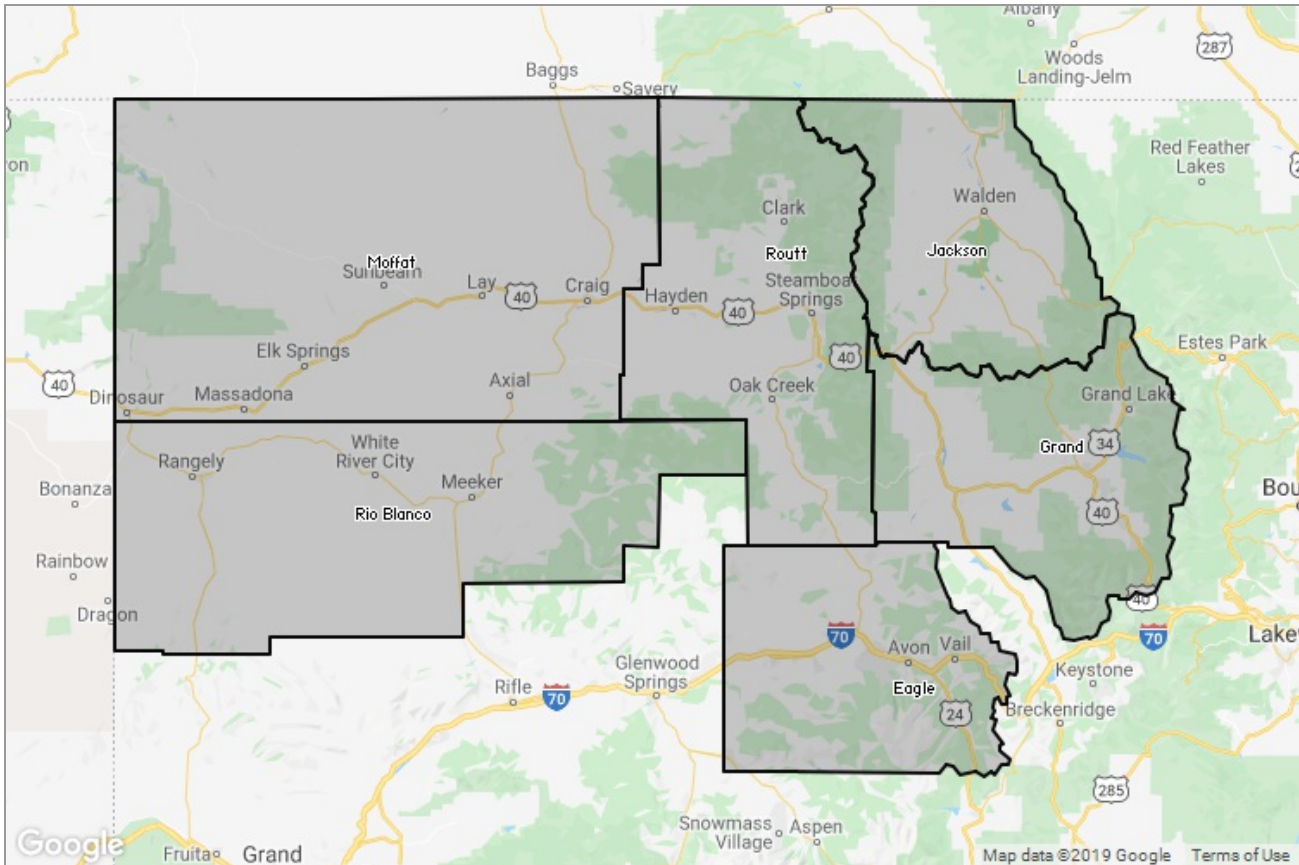




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
10/2018 – 10/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 11/06/2019

**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

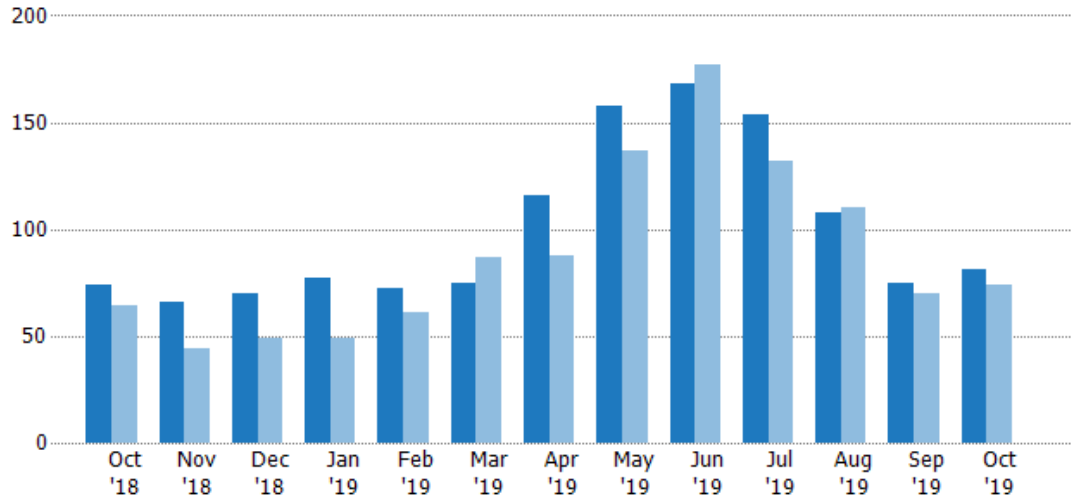
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '19	81	9.5%
Oct '18	74	15.6%
Oct '17	64	21.9%



Current Year	74	66	70	77	72	75	116	158	168	154	108	75	81
Prior Year	64	44	49	49	61	87	88	137	177	132	110	70	74
Percent Change from Prior Year	16%	50%	43%	57%	18%	-14%	32%	15%	-5%	17%	-2%	7%	9%

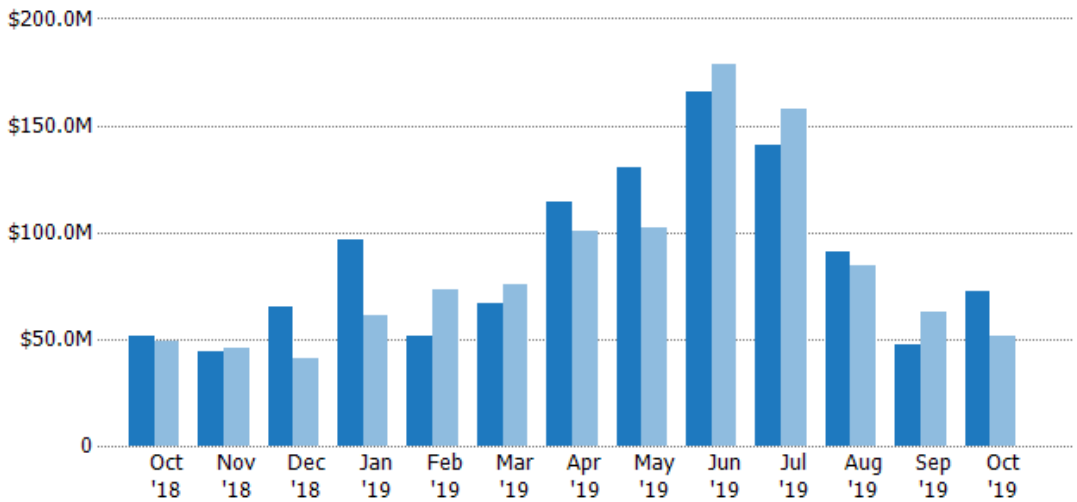
## New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Oct '19	\$72.7M	42.2%
Oct '18	\$51.1M	4.7%
Oct '17	\$48.8M	19.6%



Current Year	\$51.1M	\$44.1M	\$65.3M	\$96.3M	\$51.6M	\$66.8M	\$114M	\$130M	\$166M	\$141M	\$91.1M	\$47M	\$72.7M
Prior Year	\$48.8M	\$46.1M	\$40.7M	\$61M	\$73.4M	\$75.2M	\$101M	\$102M	\$179M	\$157M	\$84.4M	\$62.3M	\$51.1M
Percent Change from Prior Year	5%	-4%	60%	58%	-30%	-11%	13%	27%	-7%	-10%	8%	-25%	42%

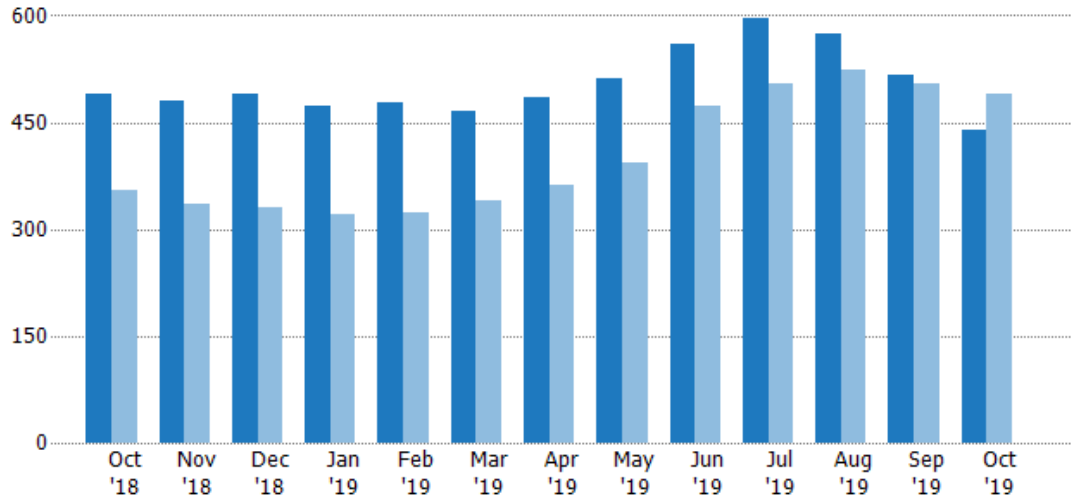
## Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '19	438	-10.6%
Oct '18	490	38%
Oct '17	355	30.1%



Current Year	490	481	489	473	479	466	485	511	560	597	575	516	438
Prior Year	355	336	330	322	323	339	362	393	474	504	523	504	490
Percent Change from Prior Year	38%	43%	48%	47%	48%	37%	34%	30%	18%	18%	10%	2%	-11%

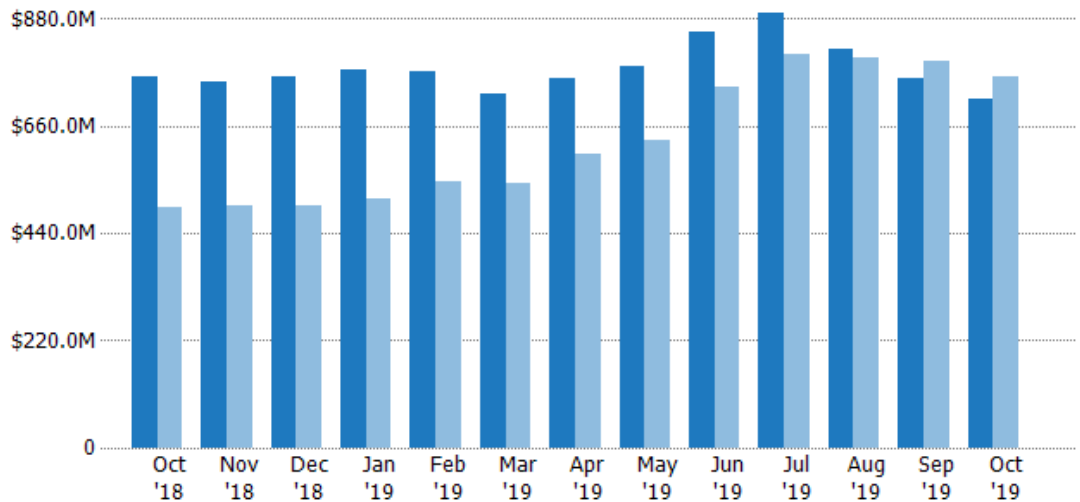
## Active Listing Volume

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.
Oct '19	\$717M	-6%
Oct '18	\$763M	54.8%
Oct '17	\$493M	-2.7%



Current Year	\$763M	\$751M	\$761M	\$775M	\$774M	\$727M	\$756M	\$783M	\$854M	\$891M	\$818M	\$759M	\$717M
Prior Year	\$493M	\$496M	\$497M	\$509M	\$546M	\$544M	\$601M	\$629M	\$740M	\$808M	\$802M	\$794M	\$763M
Percent Change from Prior Year	55%	51%	53%	52%	42%	34%	26%	24%	15%	10%	2%	-4%	-6%

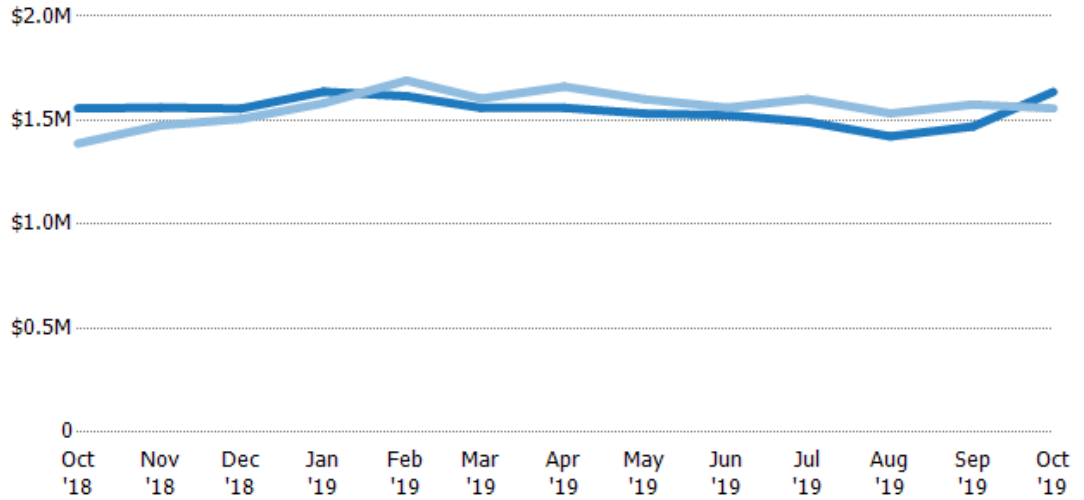
## Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Oct '19	\$1.64M	5.1%
Oct '18	\$1.56M	12.2%
Oct '17	\$1.39M	-25.3%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$1.56M	\$1.56M	\$1.56M	\$1.64M	\$1.62M	\$1.56M	\$1.56M	\$1.53M	\$1.52M	\$1.49M	\$1.42M	\$1.47M	\$1.64M
Prior Year	\$1.39M	\$1.48M	\$1.51M	\$1.58M	\$1.69M	\$1.6M	\$1.66M	\$1.6M	\$1.56M	\$1.6M	\$1.53M	\$1.58M	\$1.56M
Percent Change from Prior Year	12%	6%	3%	4%	-4%	-3%	-6%	-4%	-2%	-7%	-7%	-7%	5%

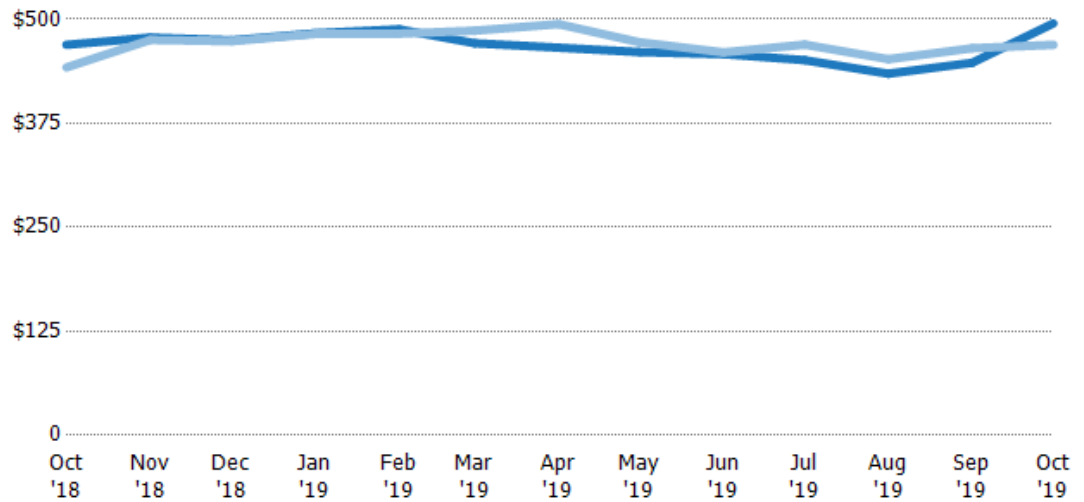
## Average Listing Price per Sq Ft

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.
Oct '19	\$495	5.5%
Oct '18	\$469	6.2%
Oct '17	\$442	-22.1%



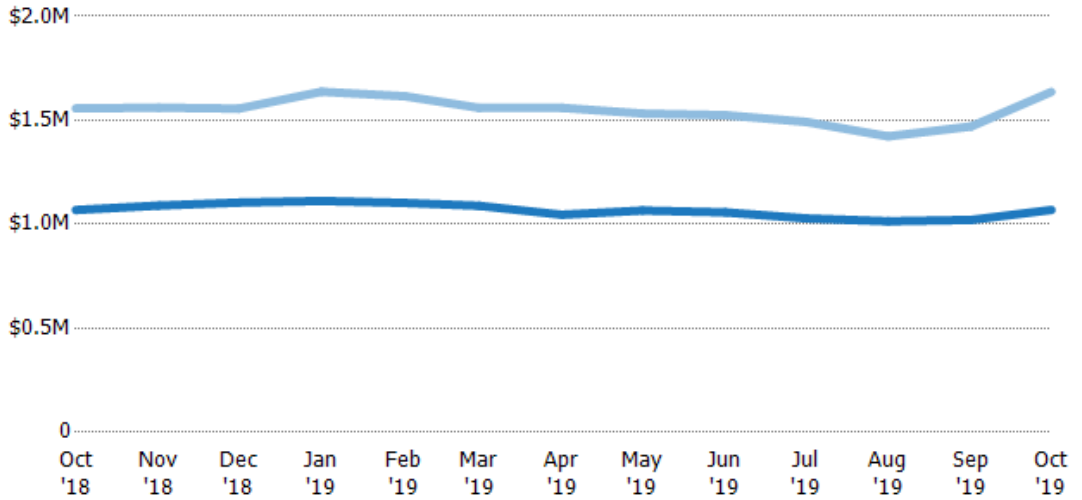
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$469	\$478	\$475	\$483	\$488	\$471	\$466	\$461	\$458	\$451	\$435	\$448	\$495
Prior Year	\$442	\$475	\$474	\$482	\$483	\$486	\$494	\$472	\$460	\$470	\$452	\$465	\$469
Percent Change from Prior Year	6%	1%	0%	0%	1%	-3%	-6%	-3%	0%	-4%	-4%	-4%	5%

## 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



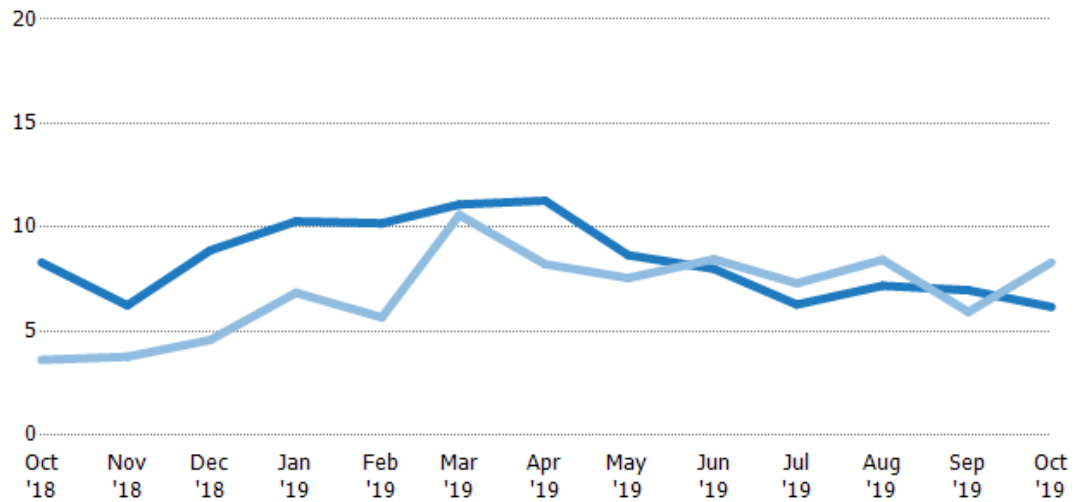
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$1.07M	\$1.09M	\$1.1M	\$1.11M	\$1.1M	\$1.09M	\$1.05M	\$1.07M	\$1.06M	\$1.03M	\$1.01M	\$1.02M	\$1.07M
Avg Listing Price	\$1.56M	\$1.56M	\$1.56M	\$1.64M	\$1.62M	\$1.56M	\$1.56M	\$1.53M	\$1.52M	\$1.49M	\$1.42M	\$1.47M	\$1.64M
Avg Listing Price as a % of Avg Est Value	146%	143%	141%	147%	146%	143%	149%	144%	144%	145%	140%	144%	153%

## 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.
Oct '19	6.17	-25.7%
Oct '18	8.31	129.3%
Oct '17	3.62	15.9%

	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	8.31	6.25	8.89	10.3	10.2	11.1	11.3	8.66	8	6.28	7.19	6.97	6.17
Prior Year	3.62	3.78	4.58	6.85	5.67	10.6	8.23	7.56	8.46	7.3	8.44	5.93	8.31
Percent Change from Prior Year	129%	65%	94%	50%	80%	5%	37%	15%	-5%	-14%	-15%	18%	-26%

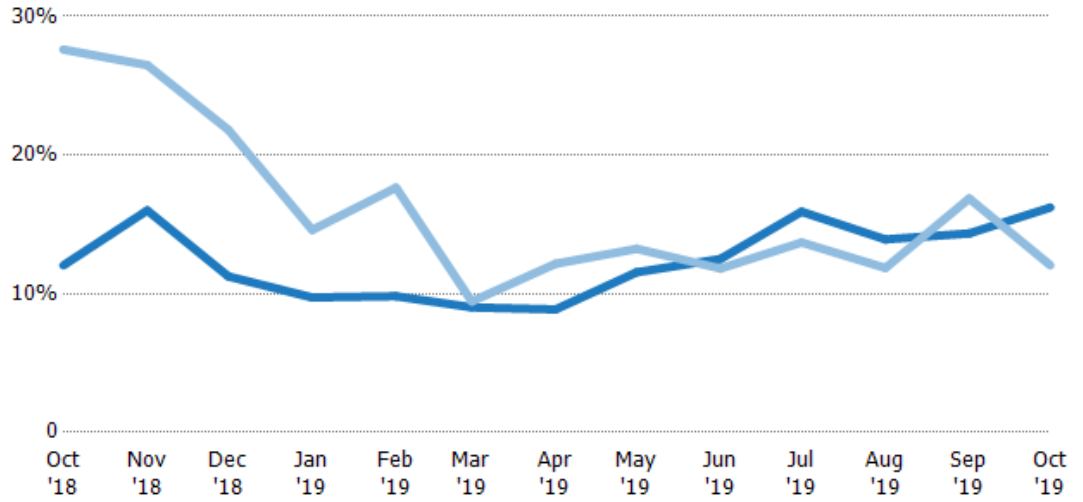
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Oct '19	16%	-4.2%
Oct '18	12%	15.6%
Oct '17	28%	-13.8%

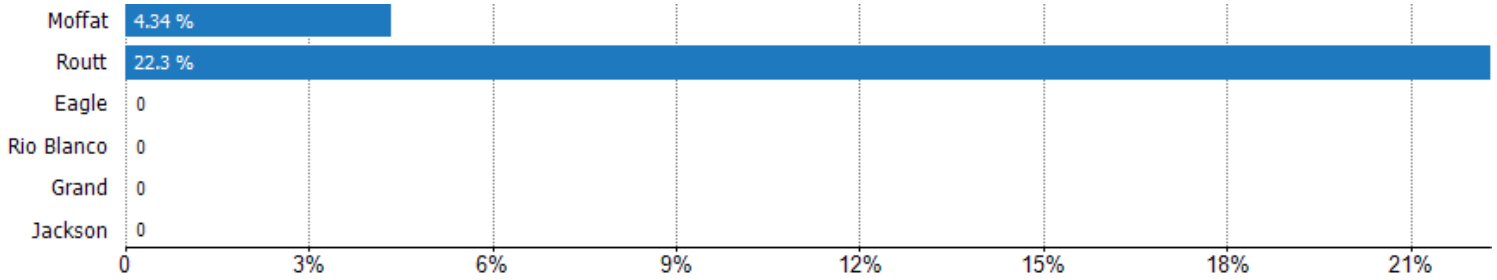


	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	12%	16%	11%	10%	10%	9%	9%	12%	13%	16%	14%	14%	16%
Prior Year	28%	26%	22%	15%	18%	9%	12%	13%	12%	14%	12%	17%	12%
Change from Prior Year	16%	10%	11%	5%	8%	0%	3%	2%	-1%	-2%	-2%	3%	-4%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



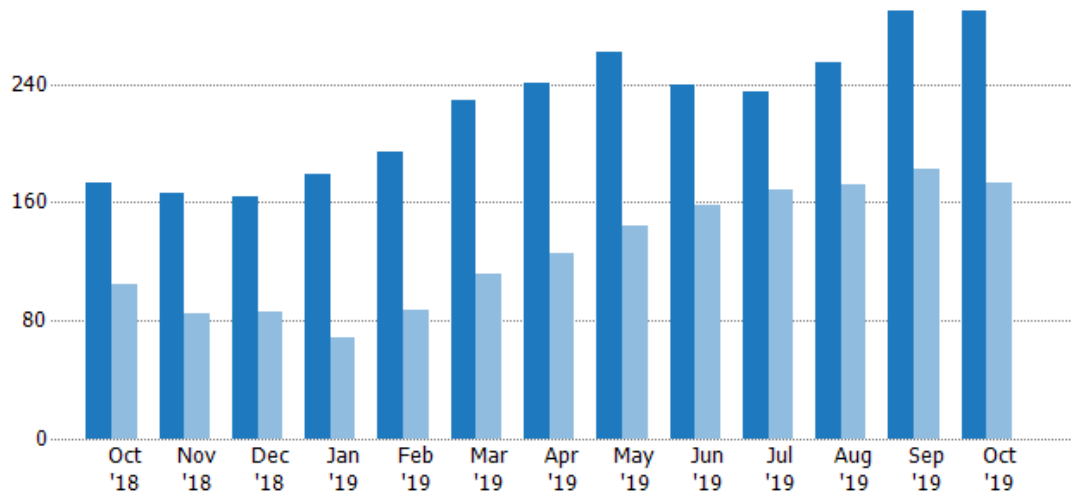
## Pending Sales

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.
Oct '19	289	67.1%
Oct '18	173	64.8%
Oct '17	105	10.5%



Current Year	173	166	164	179	194	229	241	262	240	235	255	289	289
Prior Year	105	85	86	69	87	112	125	144	158	168	172	183	173
Percent Change from Prior Year	65%	95%	91%	159%	123%	104%	93%	82%	52%	40%	48%	58%	67%

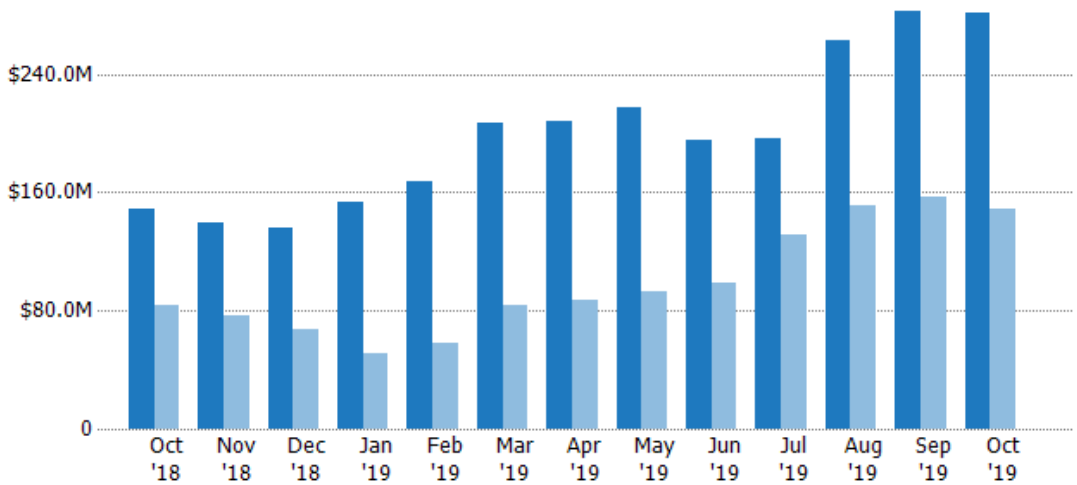
## Pending Sales Volume

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.
Oct '19	\$282M	89.2%
Oct '18	\$149M	77.7%
Oct '17	\$83.8M	3.2%



Current Year	\$149M	\$139M	\$136M	\$154M	\$168M	\$207M	\$209M	\$218M	\$195M	\$197M	\$263M	\$283M	\$282M
Prior Year	\$83.8M	\$76.1M	\$67.4M	\$51.1M	\$58.2M	\$83.6M	\$87M	\$92.5M	\$98.8M	\$131M	\$151M	\$157M	\$149M
Percent Change from Prior Year	78%	83%	102%	201%	188%	148%	140%	135%	98%	51%	74%	80%	89%

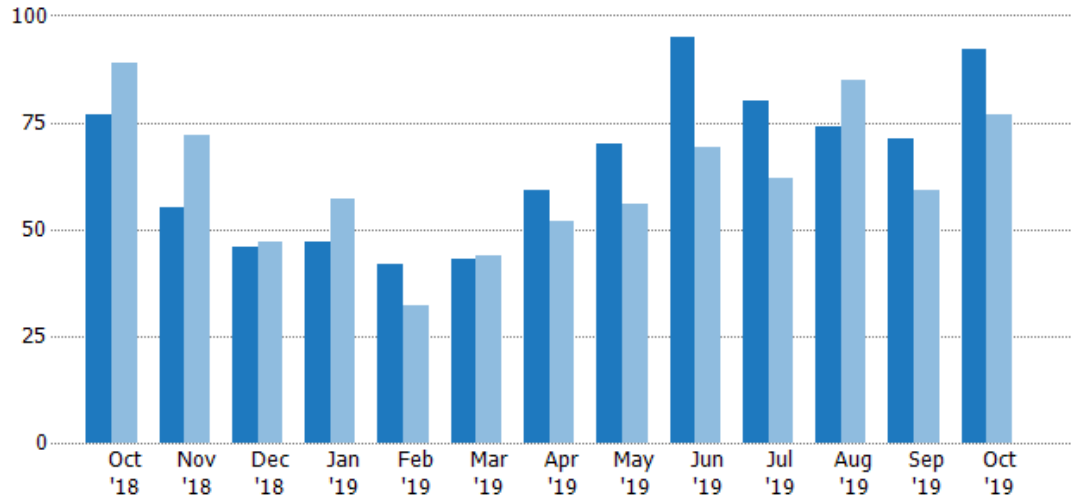
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '19	92	19.5%
Oct '18	77	-13.5%
Oct '17	89	-6.7%



	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	77	55	46	47	42	43	59	70	95	80	74	71	92
Prior Year	89	72	47	57	32	44	52	56	69	62	85	59	77
Percent Change from Prior Year	-13%	-24%	-2%	-18%	31%	-2%	13%	25%	38%	29%	-13%	20%	19%

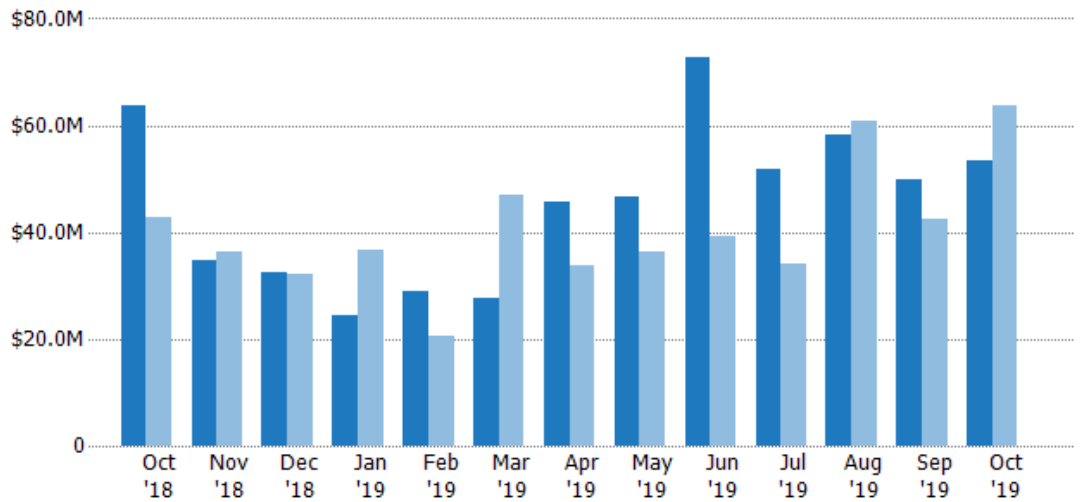
## Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Oct '19	\$53.3M	-16.2%
Oct '18	\$63.6M	48.3%
Oct '17	\$42.9M	-7.2%



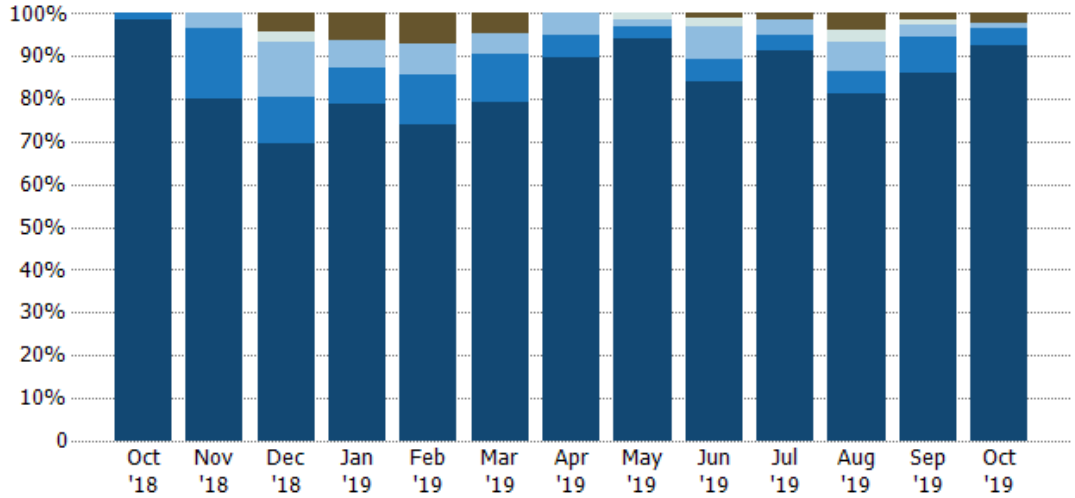
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Current Year	\$63.6M	\$34.6M	\$32.6M	\$24.5M	\$29M	\$27.8M	\$45.5M	\$46.7M	\$72.8M	\$51.7M	\$58.2M	\$49.8M	\$53.3M
Prior Year	\$42.9M	\$36.4M	\$32.1M	\$36.6M	\$20.5M	\$47M	\$33.9M	\$36.3M	\$39.4M	\$34M	\$60.7M	\$42.3M	\$63.6M
Percent Change from Prior Year	48%	-5%	1%	-33%	42%	-41%	34%	28%	85%	52%	-4%	18%	-16%



### Closed Sales by Property Type

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

Filters Used  
County: 6 Selected

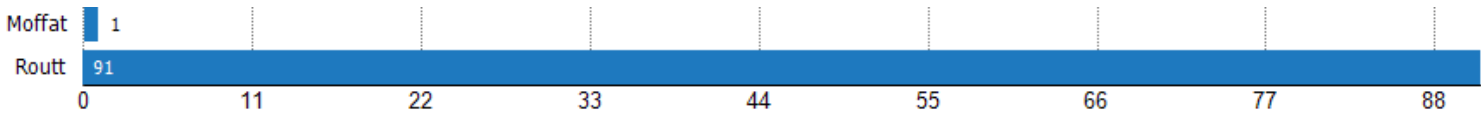


Property Type	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Coop	-	-	4%	6%	7%	5%	-	-	1%	1%	4%	1%	2%
Farm/Ranch	-	-	2%	-	-	-	-	1%	2%	-	3%	1%	-
Multifamily/Multiplex	-	4%	13%	6%	7%	5%	5%	1%	7%	4%	7%	3%	1%
Condo/Townhouse	1%	16%	11%	9%	12%	12%	5%	3%	5%	4%	5%	8%	4%
Single Family Residence	99%	80%	70%	79%	74%	79%	90%	94%	84%	91%	81%	86%	92%

### Closed Sales (By County)

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

Filters Used: County: 6 Selected

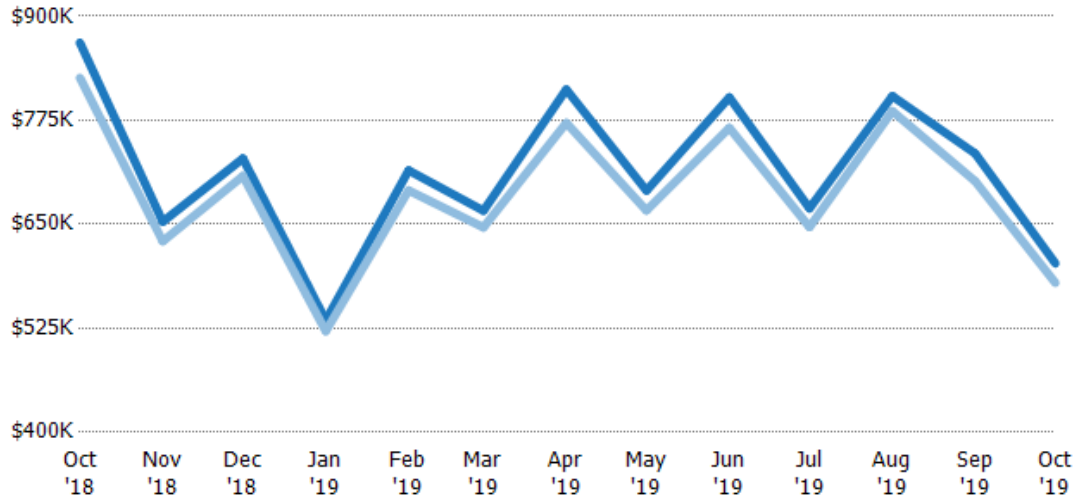


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



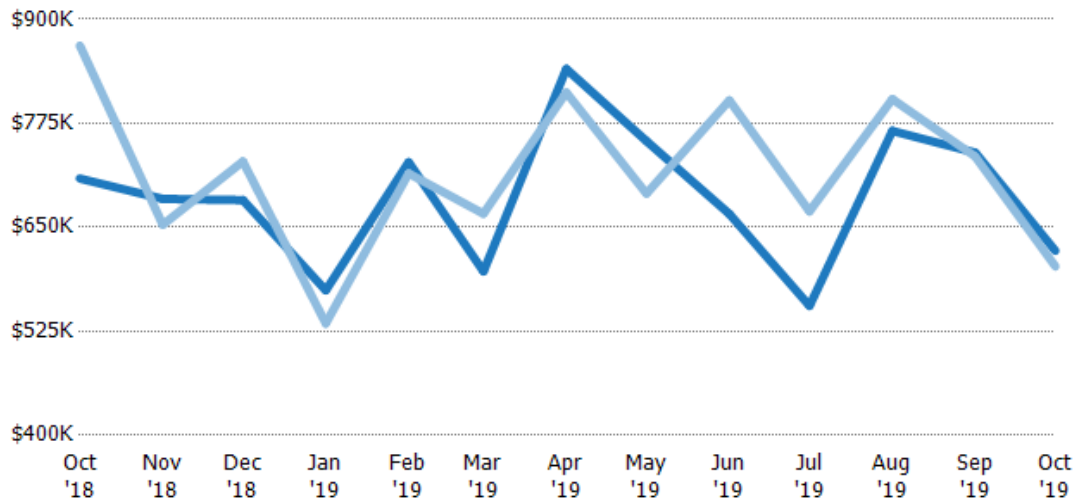
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg List Price	\$868K	\$653K	\$729K	\$534K	\$715K	\$666K	\$812K	\$691K	\$803K	\$669K	\$804K	\$735K	\$603K
Avg Sales Price	\$826K	\$630K	\$708K	\$522K	\$691K	\$646K	\$772K	\$667K	\$766K	\$647K	\$786K	\$702K	\$580K
Avg Sales Price as a % of Avg List Price	95%	96%	97%	98%	97%	97%	95%	97%	95%	97%	98%	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



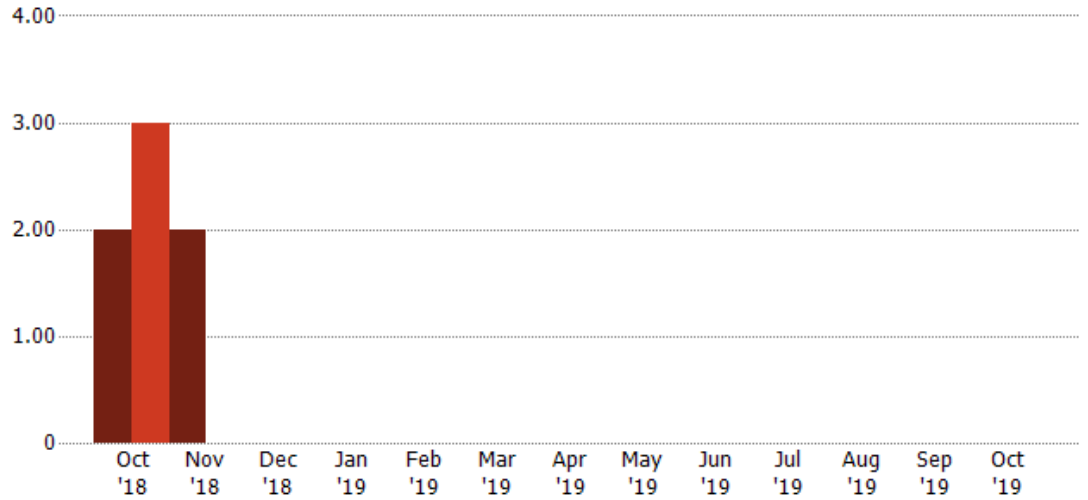
	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19
Avg Est Value	\$709K	\$684K	\$683K	\$574K	\$728K	\$597K	\$840K	\$754K	\$666K	\$556K	\$766K	\$740K	\$622K
Avg Sales Price	\$868K	\$653K	\$729K	\$534K	\$715K	\$666K	\$812K	\$691K	\$803K	\$669K	\$804K	\$735K	\$603K
Avg Sales Price as a % of Avg Est Value	123%	95%	107%	93%	98%	112%	97%	92%	120%	120%	105%	99%	97%

## 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	2	2	-	-	-	-	-	-	-	-	-	-	-
Prior Year	3	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-33%	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:** 11/06/2019

**Scheduled:** Yes

**Report Date Range:** From 10/2018 To: 10/2019

### 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 10/2019 data

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