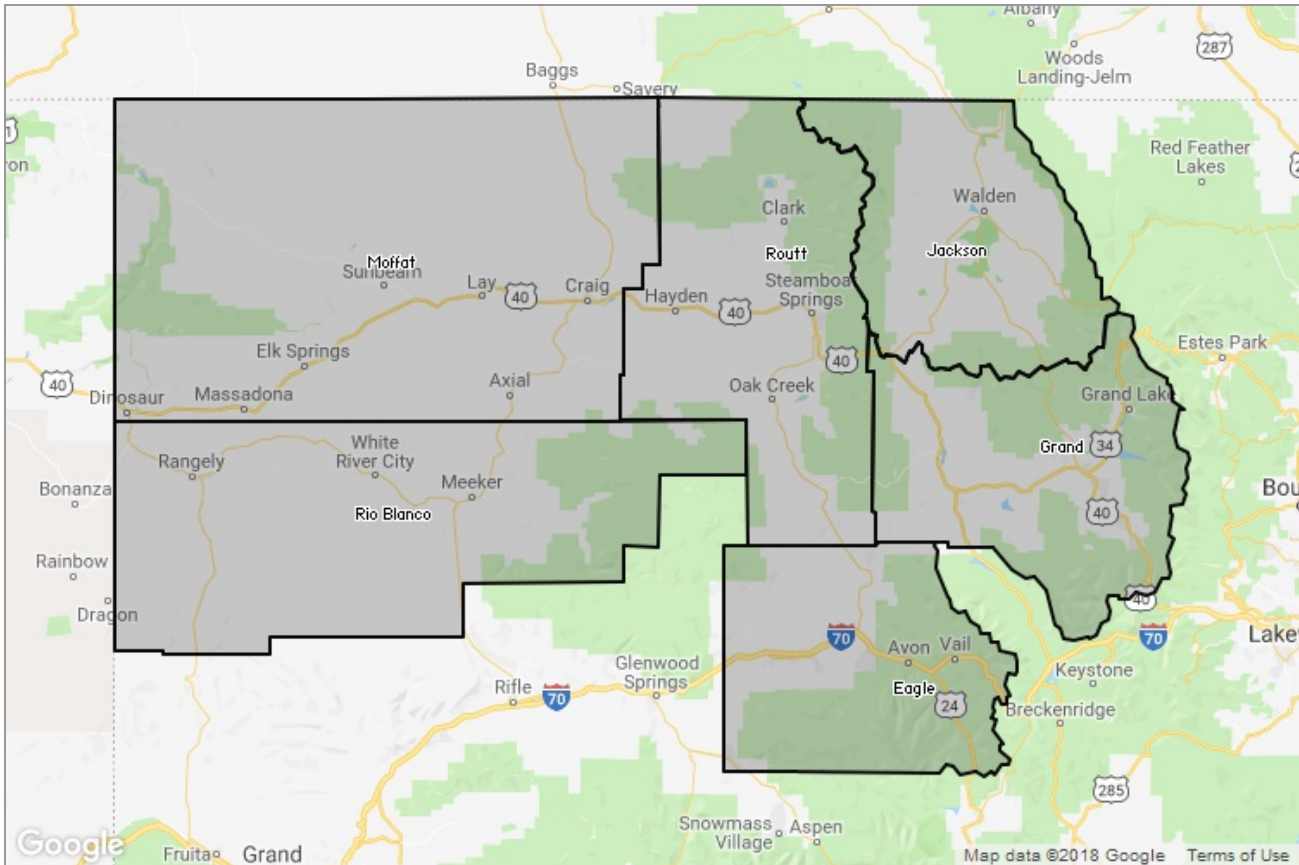




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2017 – 9/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/09/2018

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

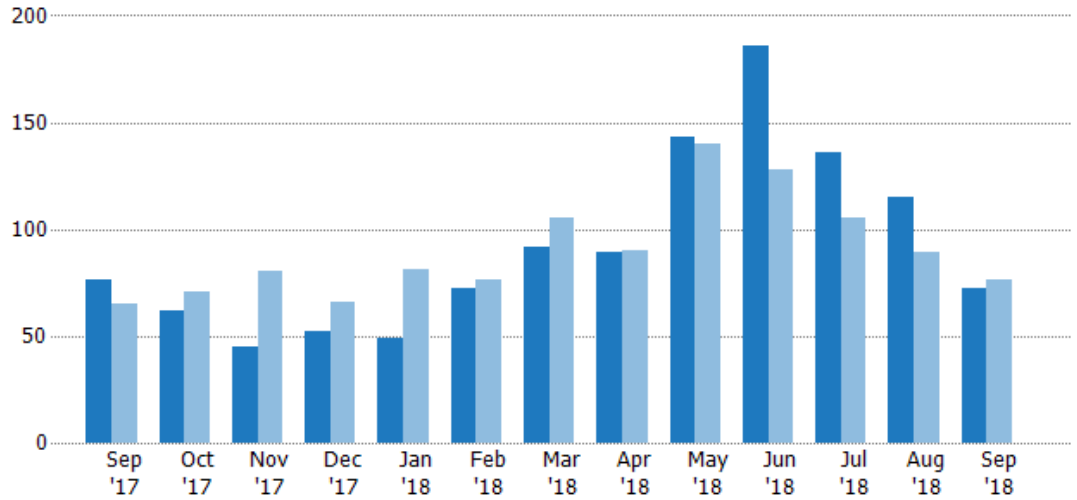
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '18	72	-5.3%
Sep '17	76	16.9%
Sep '16	65	3.1%



Current Year	76	62	45	52	49	72	92	89	143	186	136	115	72
Prior Year	65	71	80	66	81	76	105	90	140	128	105	89	76
Percent Change from Prior Year	17%	-13%	-44%	-21%	-40%	-5%	-12%	-1%	2%	45%	30%	29%	-5%

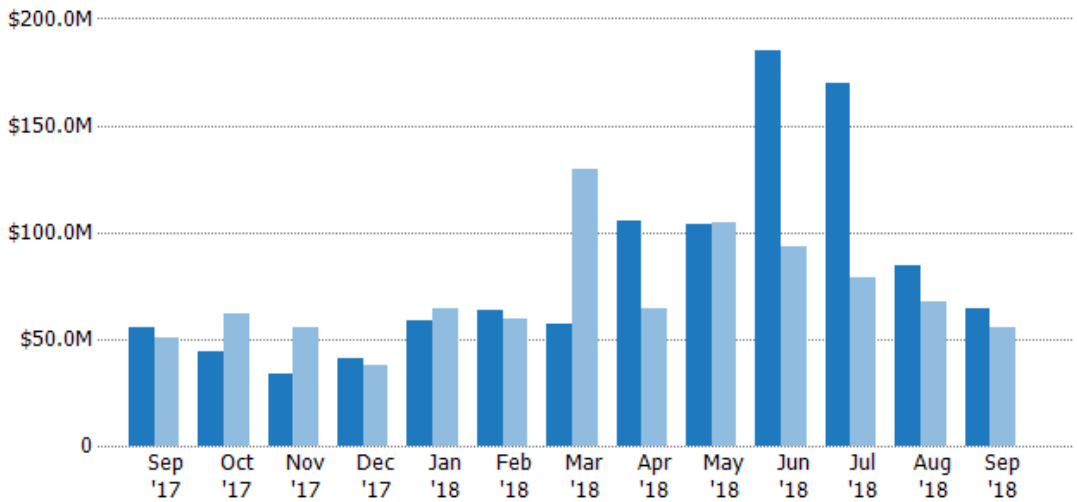
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Sep '18	\$64.6M	16.4%
Sep '17	\$55.5M	9.6%
Sep '16	\$50.7M	-2.8%



Current Year	\$55.5M	\$43.9M	\$33.7M	\$41.1M	\$58.7M	\$63.2M	\$56.7M	\$105M	\$104M	\$185M	\$169M	\$84.2M	\$64.6M
Prior Year	\$50.7M	\$61.8M	\$55.7M	\$37.7M	\$64M	\$59.3M	\$130M	\$64.6M	\$104M	\$92.9M	\$78.9M	\$67.4M	\$55.5M
Percent Change from Prior Year	10%	-29%	-40%	9%	-8%	7%	-56%	63%	-1%	99%	115%	25%	16%

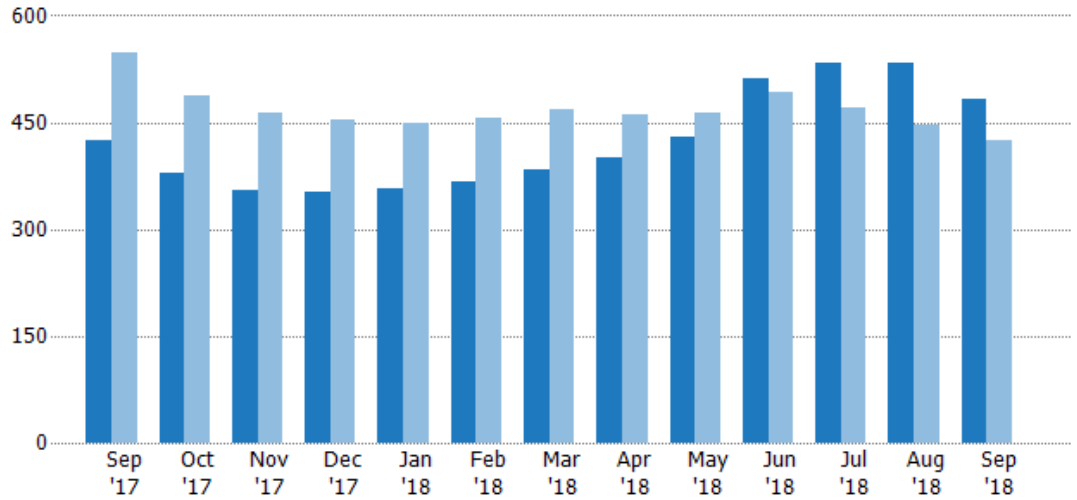
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '18	482	13.4%
Sep '17	425	-22.6%
Sep '16	549	-7.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	425	380	355	353	357	366	383	400	430	512	534	533	482
Prior Year	549	487	464	453	449	456	467	462	464	492	470	447	425
Percent Change from Prior Year	-23%	-22%	-23%	-22%	-20%	-20%	-18%	-13%	-7%	4%	14%	19%	13%

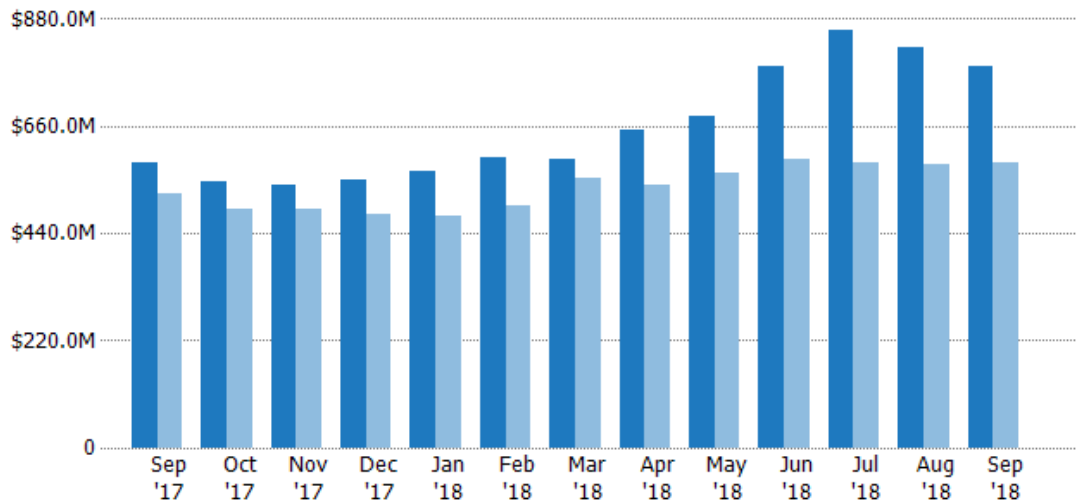
Active Listing Volume

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.
Sep '18	\$783M	34.3%
Sep '17	\$584M	12.1%
Sep '16	\$520M	-17.5%



	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	\$584M	\$548M	\$541M	\$551M	\$569M	\$596M	\$594M	\$653M	\$681M	\$784M	\$856M	\$820M	\$783M
Prior Year	\$520M	\$491M	\$491M	\$478M	\$474M	\$495M	\$555M	\$539M	\$564M	\$592M	\$585M	\$580M	\$584M
Percent Change from Prior Year	12%	12%	10%	15%	20%	20%	7%	21%	21%	32%	46%	41%	34%

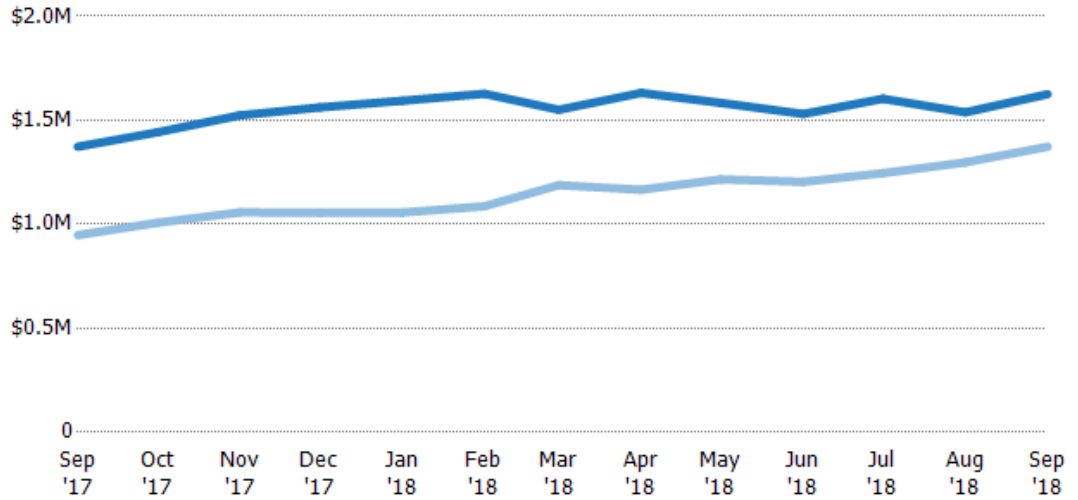
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Sep '18	\$1.63M	18.4%
Sep '17	\$1.37M	44.8%
Sep '16	\$948K	-10.9%



Current Year	\$1.37M	\$1.44M	\$1.52M	\$1.56M	\$1.59M	\$1.63M	\$1.55M	\$1.63M	\$1.58M	\$1.53M	\$1.6M	\$1.54M	\$1.63M
Prior Year	\$948K	\$1.01M	\$1.06M	\$1.06M	\$1.06M	\$1.09M	\$1.19M	\$1.17M	\$1.22M	\$1.2M	\$1.25M	\$1.3M	\$1.37M
Percent Change from Prior Year	45%	43%	44%	48%	51%	50%	30%	40%	30%	27%	29%	19%	18%

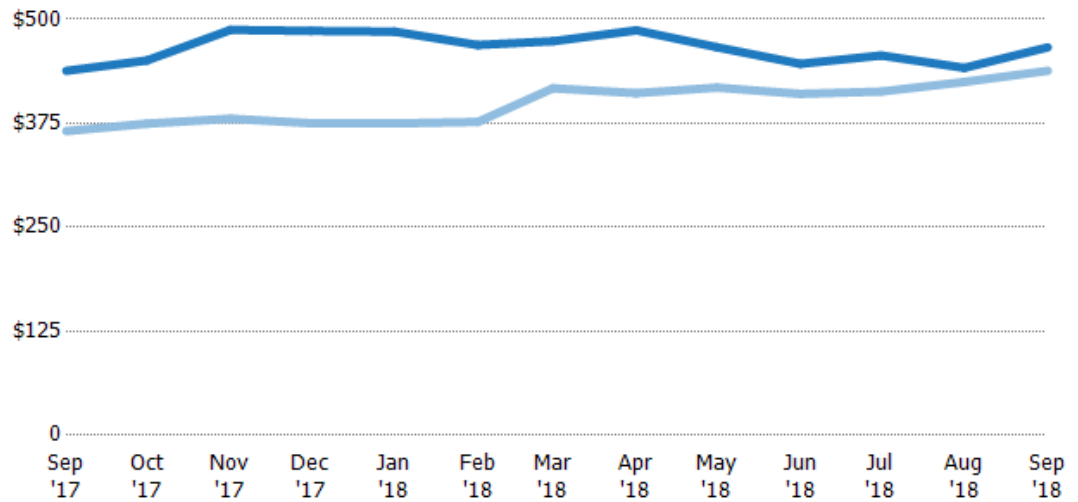
Average Listing Price per Sq Ft

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.
Sep '18	\$466	6.4%
Sep '17	\$438	19.8%
Sep '16	\$366	-1.9%



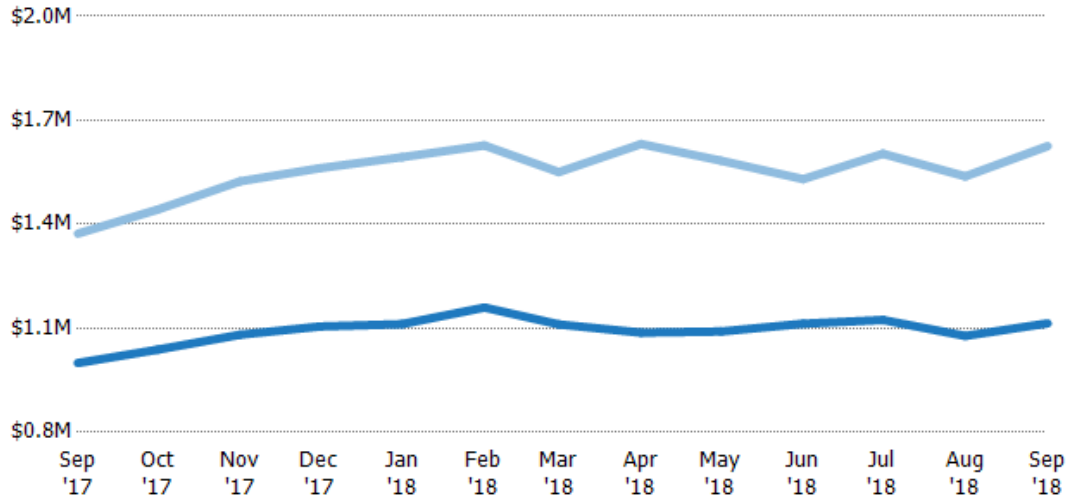
Current Year	\$438	\$451	\$487	\$486	\$485	\$469	\$474	\$487	\$466	\$446	\$457	\$442	\$466
Prior Year	\$366	\$375	\$380	\$375	\$375	\$377	\$417	\$411	\$418	\$410	\$413	\$425	\$438
Percent Change from Prior Year	20%	20%	28%	30%	29%	25%	14%	18%	12%	9%	11%	4%	6%

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	\$1,000K	\$1.04M	\$1.08M	\$1.11M	\$1.11M	\$1.16M	\$1.11M	\$1.09M	\$1.09M	\$1.11M	\$1.12M	\$1.08M	\$1.11M
Avg Listing Price	\$1.37M	\$1.44M	\$1.52M	\$1.56M	\$1.59M	\$1.63M	\$1.55M	\$1.63M	\$1.58M	\$1.53M	\$1.6M	\$1.54M	\$1.63M
Avg Listing Price as a % of Avg Est Value	137%	139%	141%	141%	143%	140%	150%	145%	137%	143%	143%	146%	

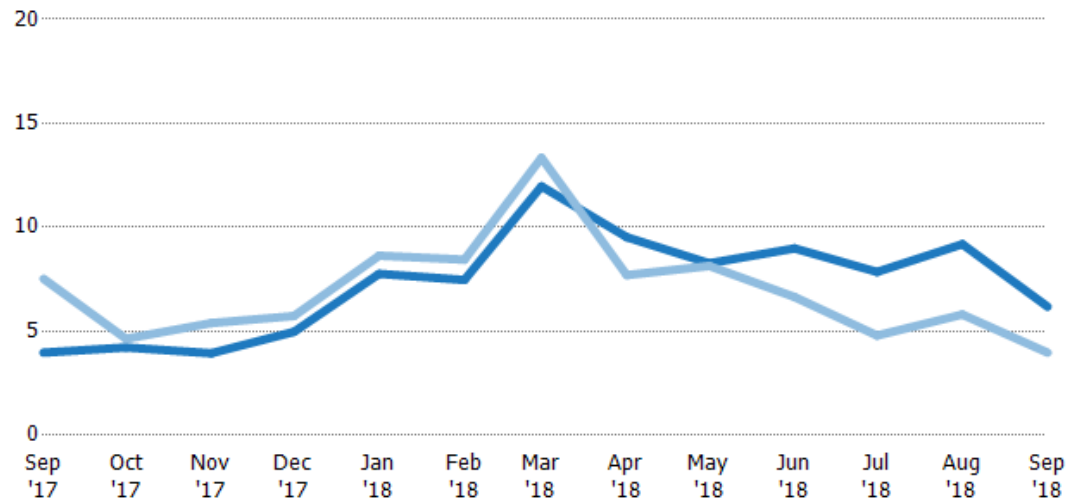
Months of Inventory

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.
Sep '18	6.18	55.6%
Sep '17	3.97	-47.2%
Sep '16	7.52	-7.5%



Current Year	3.97	4.22	3.94	4.97	7.76	7.47	12	9.52	8.27	8.98	7.85	9.19	6.18
Prior Year	7.52	4.64	5.4	5.73	8.63	8.44	13.3	7.7	8.14	6.65	4.8	5.81	3.97
Percent Change from Prior Year	-47%	-9%	-27%	-13%	-10%	-12%	-10%	24%	2%	35%	64%	58%	56%

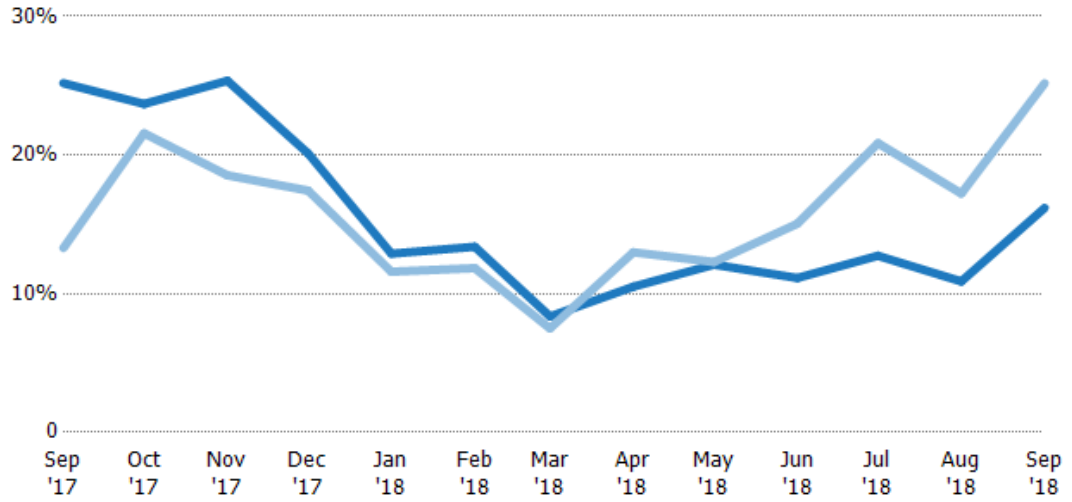
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Sep '18	16%	9%
Sep '17	25%	-11.9%
Sep '16	13%	8.1%

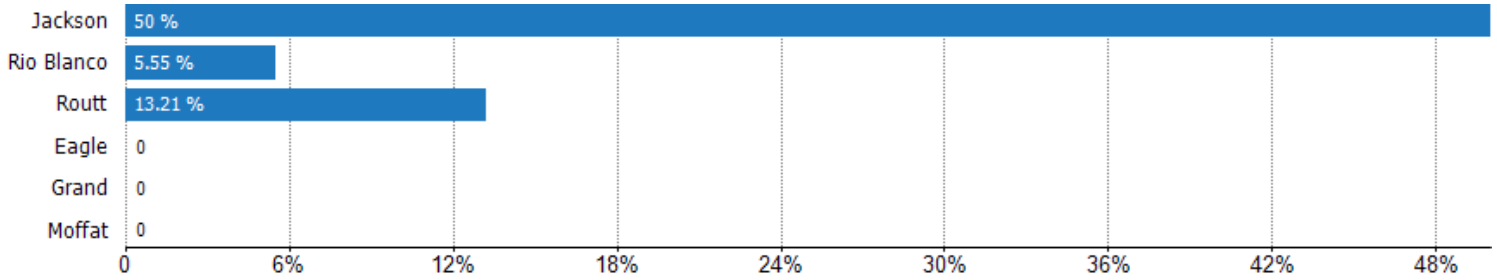


	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Current Year	25%	24%	25%	20%	13%	13%	8%	11%	12%	11%	13%	11%	16%
Prior Year	13%	22%	19%	17%	12%	12%	7%	13%	12%	15%	21%	17%	25%
Change from Prior Year	-12%	-2%	-7%	-3%	-1%	-2%	-1%	2%	0%	4%	8%	6%	9%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



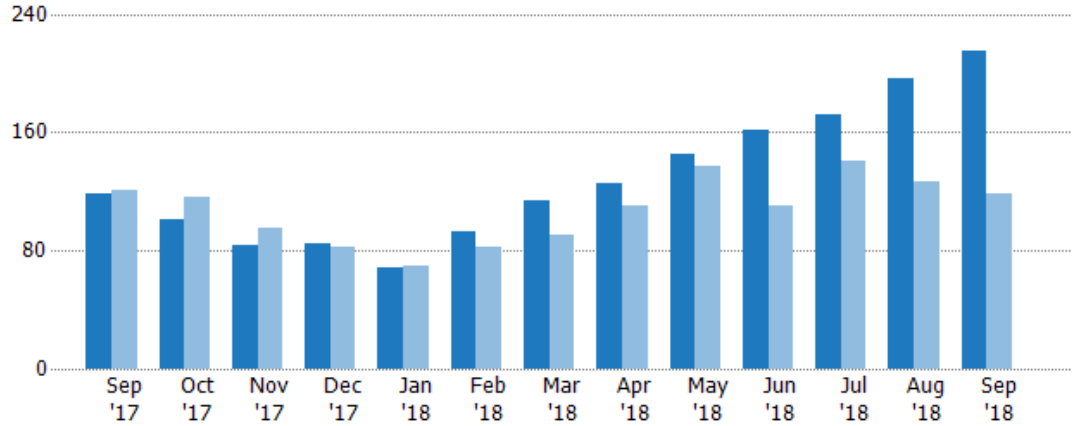
Pending Sales

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.
Sep '18	215	82.2%
Sep '17	118	-2.5%
Sep '16	121	-26.4%



Current Year	118	101	84	85	69	93	114	125	145	162	172	196	215
Prior Year	121	116	95	83	70	83	90	110	137	110	141	127	118
Percent Change from Prior Year	-2%	-13%	-12%	2%	-1%	12%	27%	14%	6%	47%	22%	54%	82%

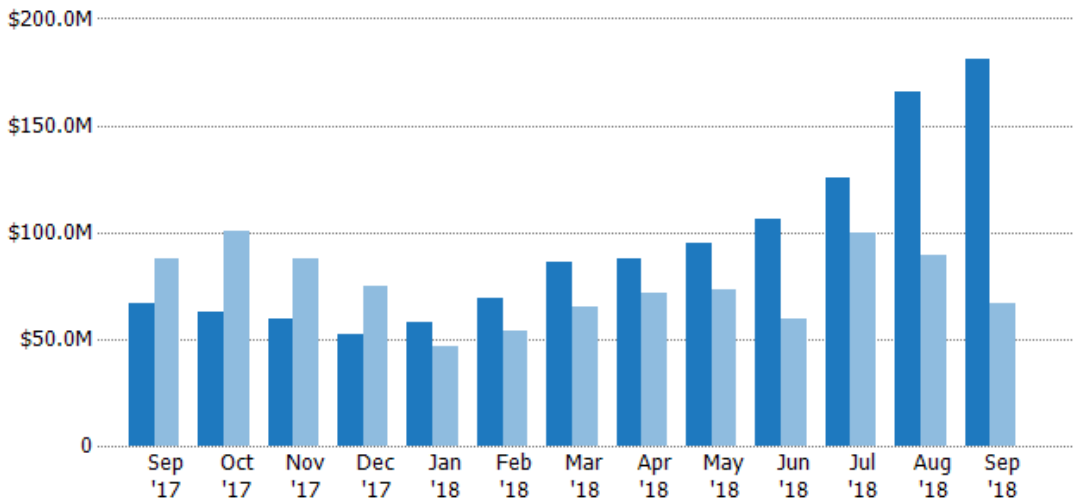
Pending Sales Volume

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.
Sep '18	\$181M	169.8%
Sep '17	\$67M	-23.4%
Sep '16	\$87.6M	-39.9%



Current Year	\$67M	\$62.9M	\$59.3M	\$52M	\$58M	\$69.1M	\$85.6M	\$87.8M	\$95M	\$106M	\$125M	\$166M	\$181M
Prior Year	\$87.6M	\$101M	\$87.9M	\$74.7M	\$46.3M	\$53.6M	\$65.2M	\$71.9M	\$73M	\$59.6M	\$100M	\$89.1M	\$67M
Percent Change from Prior Year	-23%	-38%	-33%	-30%	25%	29%	31%	22%	30%	78%	26%	86%	170%

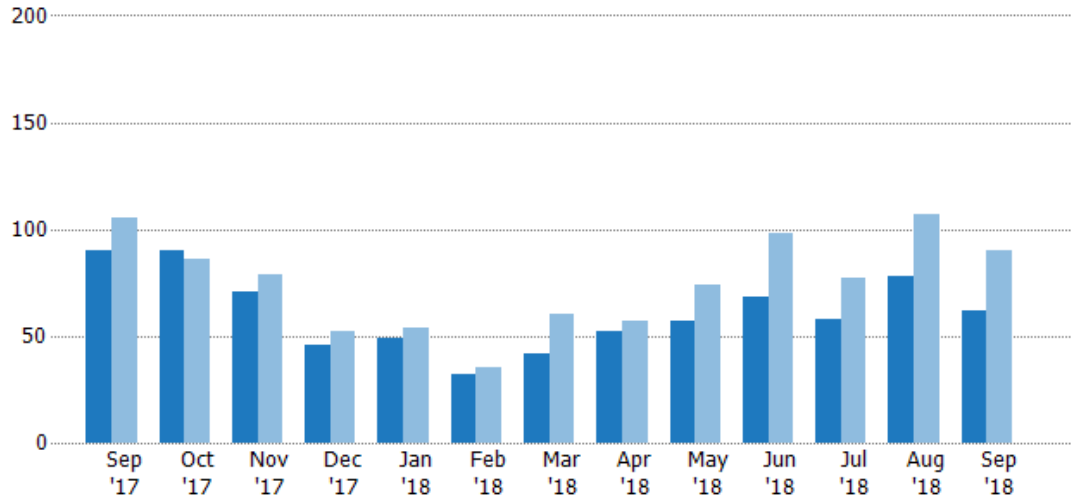
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '18	62	-31.1%
Sep '17	90	-14.3%
Sep '16	105	-37.1%



Current Year	90	90	71	46	49	32	42	52	57	68	58	78	62
Prior Year	105	86	79	52	54	35	60	57	74	98	77	107	90
Percent Change from Prior Year	-14%	5%	-10%	-12%	-9%	-9%	-30%	-9%	-23%	-31%	-25%	-27%	-31%

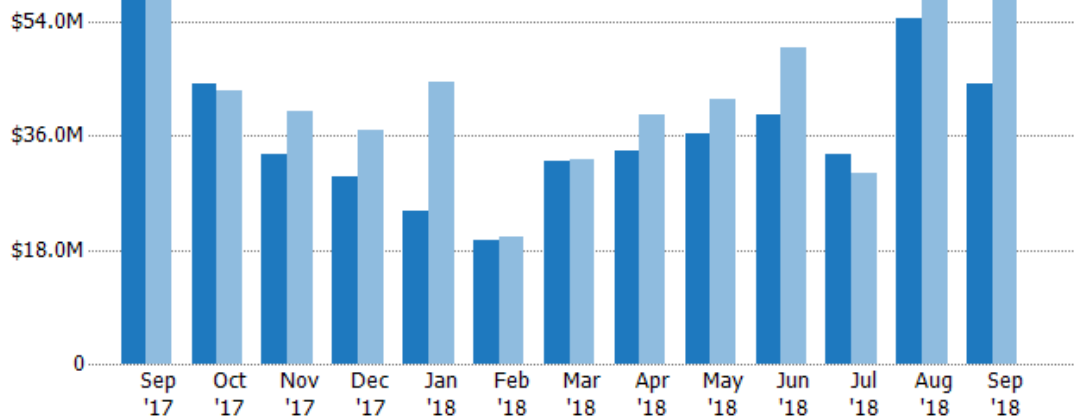
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Sep '18	\$44.3M	-28%
Sep '17	\$61.6M	5.3%
Sep '16	\$58.5M	-40.4%

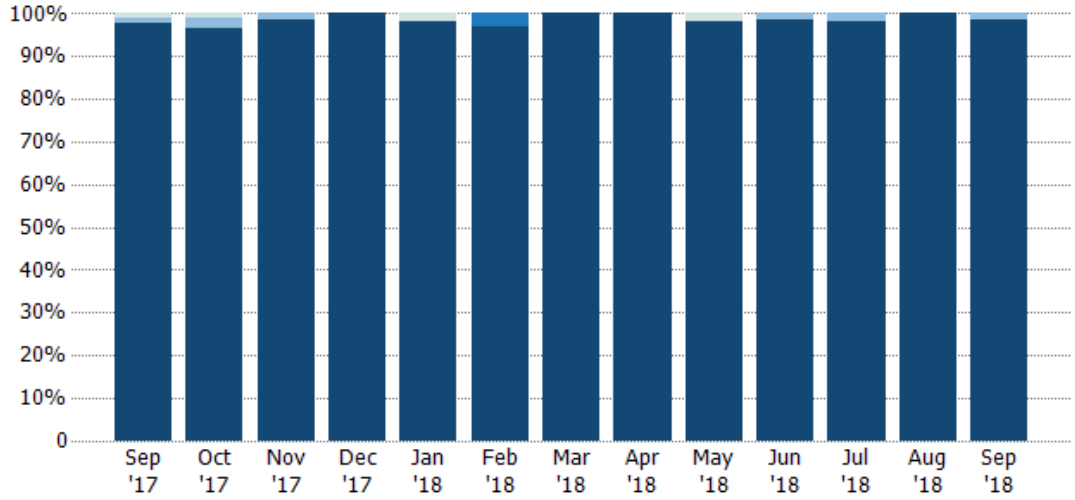


Current Year	\$61.6M	\$44.3M	\$33M	\$29.7M	\$24.1M	\$19.6M	\$32.1M	\$33.6M	\$36.2M	\$39.3M	\$33.2M	\$54.6M	\$44.3M
Prior Year	\$58.5M	\$43M	\$40M	\$36.8M	\$44.5M	\$20M	\$32.3M	\$39.3M	\$41.7M	\$50M	\$30.2M	\$59.4M	\$61.6M
Percent Change from Prior Year	5%	3%	-17%	-19%	-46%	-2%	-1%	-15%	-13%	-21%	10%	-8%	-28%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

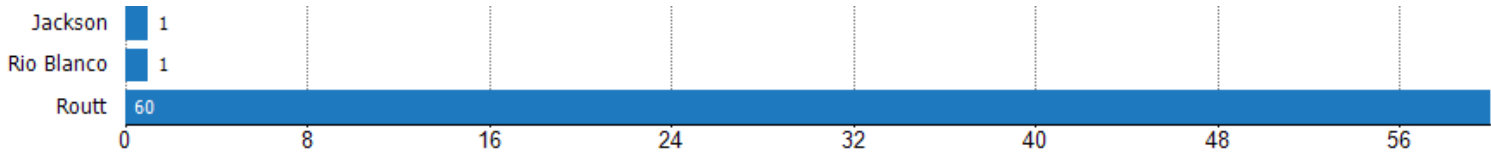


Property Type	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Other	1%	1%	-	-	2%	-	-	-	2%	-	-	-	-
Farm/Ranch	1%	2%	1%	-	-	-	-	-	-	1%	2%	-	2%
Condo/Townhouse	-	-	-	-	-	3%	-	-	-	-	-	-	-
Single Family Residence	98%	97%	99%	100%	98%	97%	100%	100%	98%	99%	98%	100%	98%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

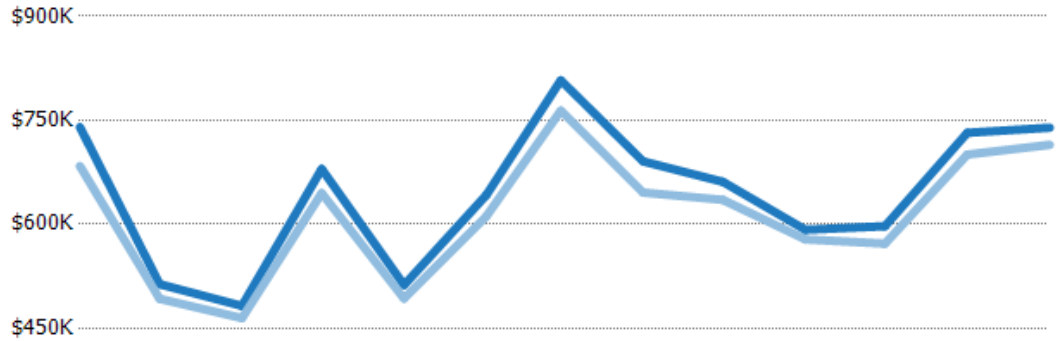


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



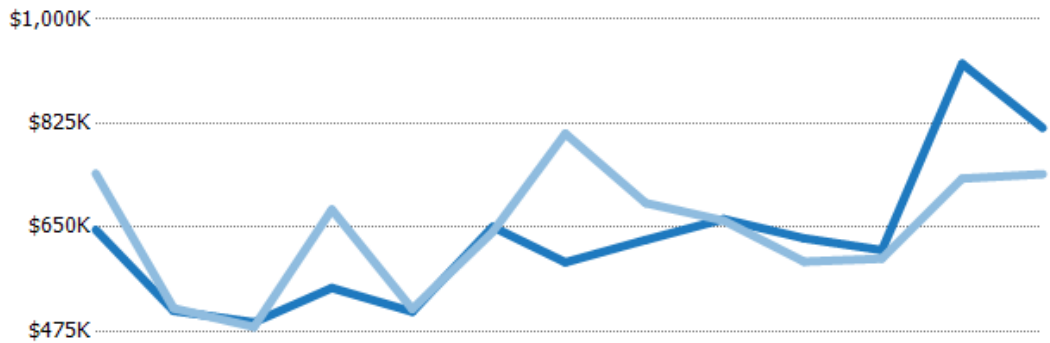
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg List Price	\$740K	\$514K	\$482K	\$680K	\$512K	\$642K	\$808K	\$691K	\$661K	\$592K	\$597K	\$732K	\$739K
Avg Sales Price	\$684K	\$493K	\$465K	\$645K	\$493K	\$612K	\$764K	\$646K	\$635K	\$578K	\$572K	\$701K	\$715K
Avg Sales Price as a % of Avg List Price	92%	96%	96%	95%	96%	95%	95%	93%	96%	98%	96%	96%	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



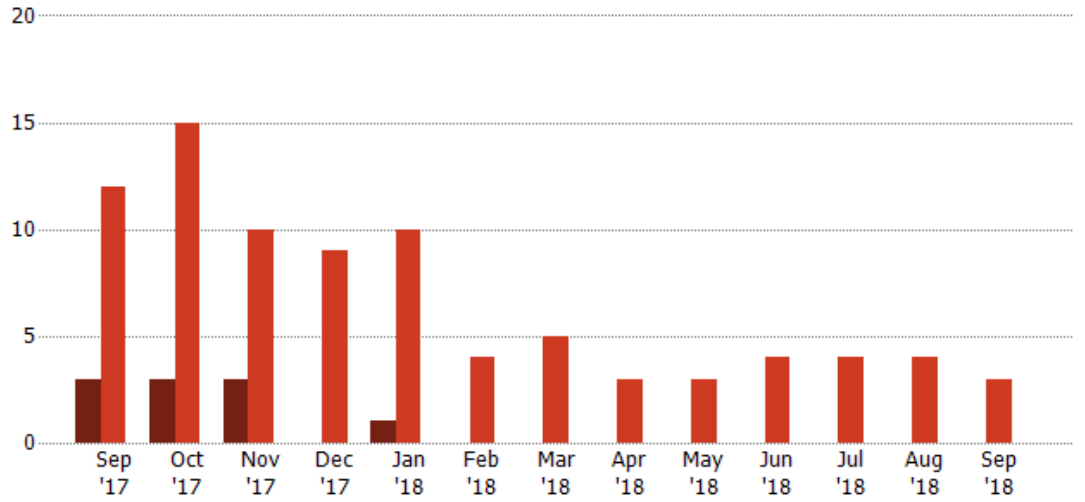
	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18
Avg Est Value	\$646K	\$509K	\$490K	\$548K	\$508K	\$651K	\$591K	\$629K	\$664K	\$631K	\$612K	\$925K	\$817K
Avg Sales Price	\$740K	\$514K	\$482K	\$680K	\$512K	\$642K	\$808K	\$691K	\$661K	\$592K	\$597K	\$732K	\$739K
Avg Sales Price as a % of Avg Est Value	115%	101%	98%	124%	101%	99%	137%	110%	100%	94%	98%	79%	90%

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	3	3	3	-	1	-	-	-	-	-	-	-	-
Prior Year	12	15	10	9	10	4	5	3	3	4	4	4	3
Percent Change from Prior Year	-75%	-80%	-70%	-100%	-90%	-100%	-100%	-100%	-100%	-100%	-100%	-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: 10/09/2018

Scheduled: Yes

Report Date Range: From 9/2017 To: 9/2018

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

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 9/2018 data

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