

Monthly Indicators



January 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 28.6 percent for single family homes but remained flat for townhouse-condo properties. Pending Sales decreased 36.8 percent for single family homes and 6.7 percent for townhouse-condo properties.

The Median Sales Price was down 26.4 percent to \$425,000 for single family homes and 0.8 percent to \$370,500 for townhouse-condo properties. Days on Market increased 42.3 percent for single family homes and 16.7 percent for condo properties.

In case you missed it, we have a new U.S. president. In his first hour in office, the .25 percentage point rate cut for loans backed by the Federal Housing Administration (FHA) was removed, setting the table for what should be an interesting presidential term for real estate policy. FHA loans tend to be a favorable option for those with limited financial resources. On a brighter note, wages are on the uptick for many Americans, while unemployment rates have remained stable and relatively unchanged for several months. The system is ripe for more home purchasing if there are more homes available to sell.

Activity Snapshot

+ 34.4%	- 5.0%	- 15.4%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in zip codes 80487, 81639 and 80467, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		35	25	- 28.6%	35	25	- 28.6%
Pending Sales		19	12	- 36.8%	19	12	- 36.8%
Sold Listings		12	13	+ 8.3%	12	13	+ 8.3%
Median Sales Price		\$577,500	\$425,000	- 26.4%	\$577,500	\$425,000	- 26.4%
Average Sales Price		\$627,033	\$1,223,231	+ 95.1%	\$627,033	\$1,223,231	+ 95.1%
Pct. of List Price Received		95.1%	92.1%	- 3.2%	95.1%	92.1%	- 3.2%
Days on Market		137	195	+ 42.3%	137	195	+ 42.3%
Housing Affordability Index		62	80	+ 29.0%	62	80	+ 29.0%
Active Listings		216	197	- 8.8%	--	--	--
Months Supply		8.8	7.3	- 17.0%	--	--	--

Townhouse-Condo Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.

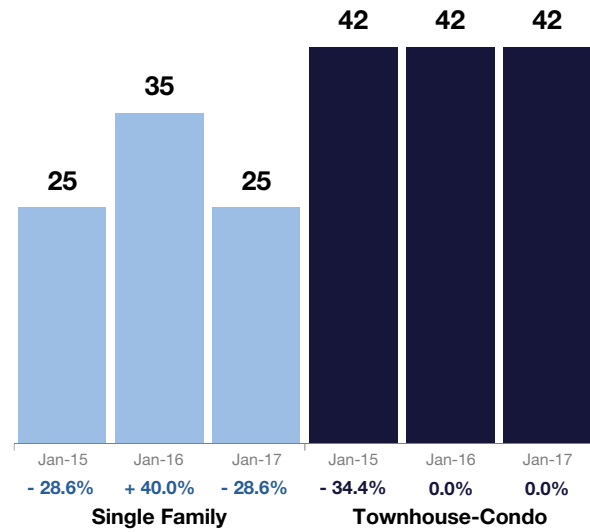


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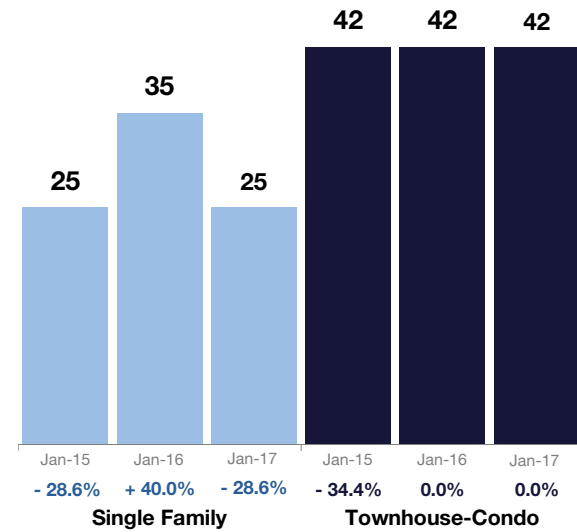
Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		42	42	0.0%	42	42	0.0%
Pending Sales		30	28	- 6.7%	30	28	- 6.7%
Sold Listings		20	30	+ 50.0%	20	30	+ 50.0%
Median Sales Price		\$373,500	\$370,500	- 0.8%	\$373,500	\$370,500	- 0.8%
Average Sales Price		\$456,824	\$517,959	+ 13.4%	\$456,824	\$517,959	+ 13.4%
Pct. of List Price Received		96.3%	98.7%	+ 2.5%	96.3%	98.7%	+ 2.5%
Days on Market		120	140	+ 16.7%	120	140	+ 16.7%
Housing Affordability Index		95	92	- 3.2%	95	92	- 3.2%
Active Listings		303	235	- 22.4%	--	--	--
Months Supply		8.3	5.9	- 28.9%	--	--	--

New Listings

January

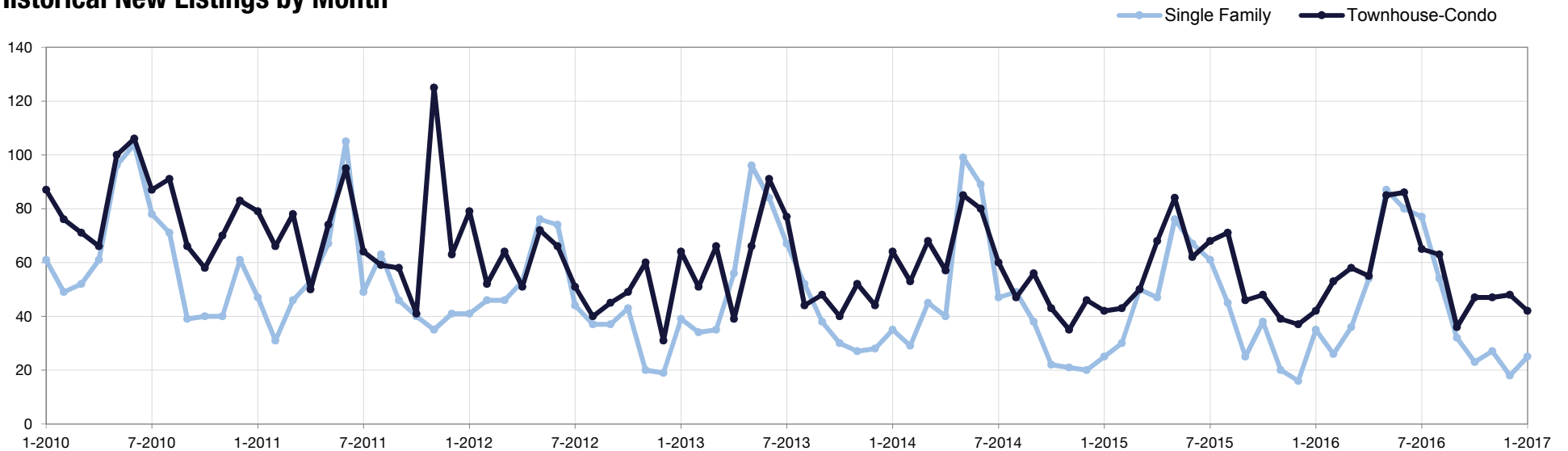


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	26	-13.3%	53	+23.3%
Mar-2016	36	-28.0%	58	+16.0%
Apr-2016	54	+14.9%	55	-19.1%
May-2016	87	+14.5%	85	+1.2%
Jun-2016	80	+19.4%	86	+38.7%
Jul-2016	77	+26.2%	65	-4.4%
Aug-2016	54	+20.0%	63	-11.3%
Sep-2016	32	+28.0%	36	-21.7%
Oct-2016	23	-39.5%	47	-2.1%
Nov-2016	27	+35.0%	47	+20.5%
Dec-2016	18	+12.5%	48	+29.7%
Jan-2017	25	-28.6%	42	0.0%

Historical New Listings by Month

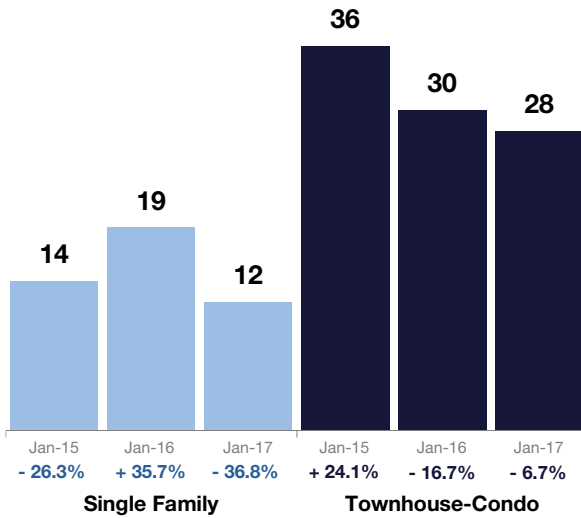


Pending Sales

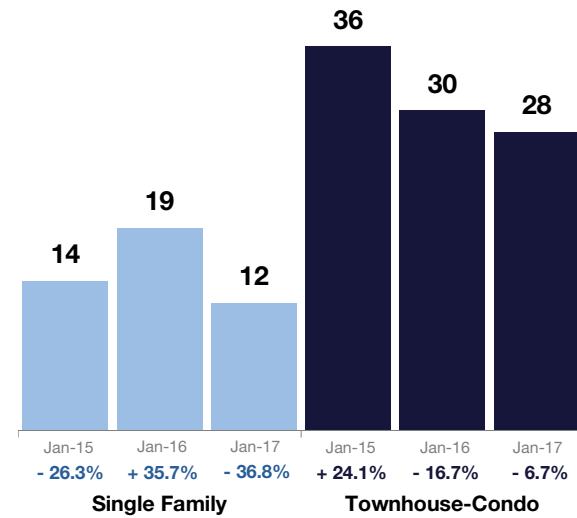


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January

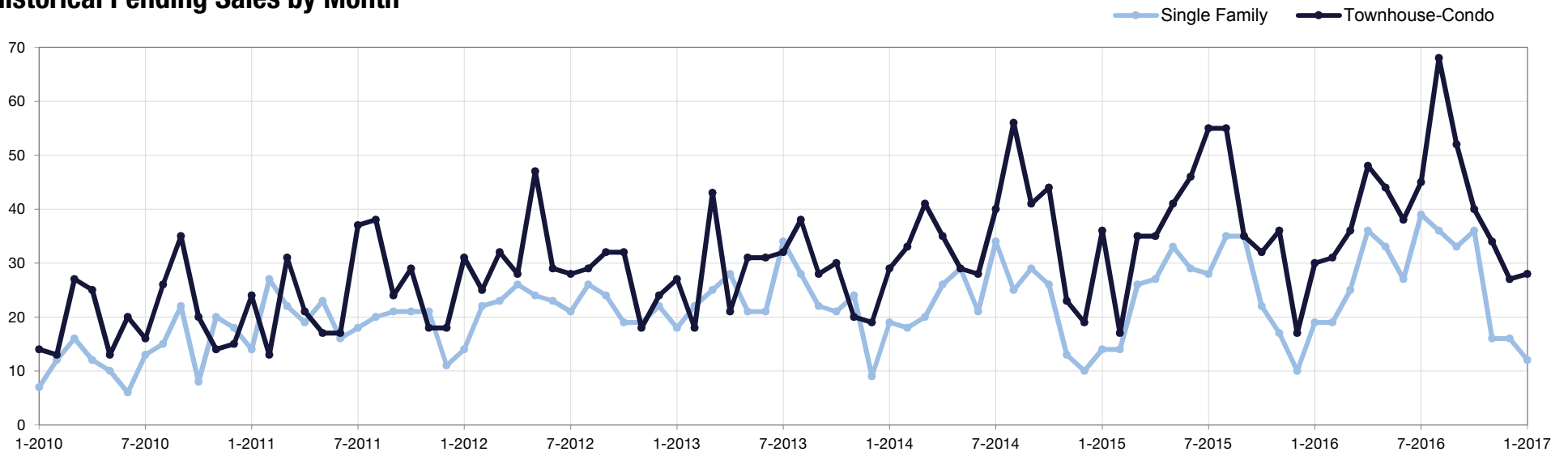


Year to Date



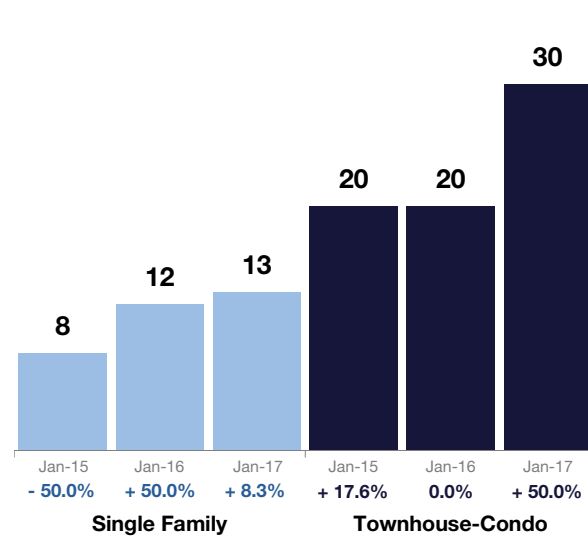
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	19	+35.7%	31	+82.4%
Mar-2016	25	-3.8%	36	+2.9%
Apr-2016	36	+33.3%	48	+37.1%
May-2016	33	0.0%	44	+7.3%
Jun-2016	27	-6.9%	38	-17.4%
Jul-2016	39	+39.3%	45	-18.2%
Aug-2016	36	+2.9%	68	+23.6%
Sep-2016	33	-5.7%	52	+48.6%
Oct-2016	36	+63.6%	40	+25.0%
Nov-2016	16	-5.9%	34	-5.6%
Dec-2016	16	+60.0%	27	+58.8%
Jan-2017	12	-36.8%	28	-6.7%

Historical Pending Sales by Month

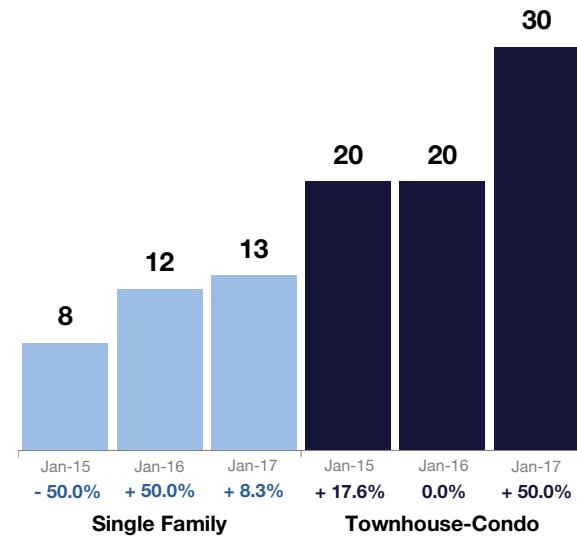


Sold Listings

January

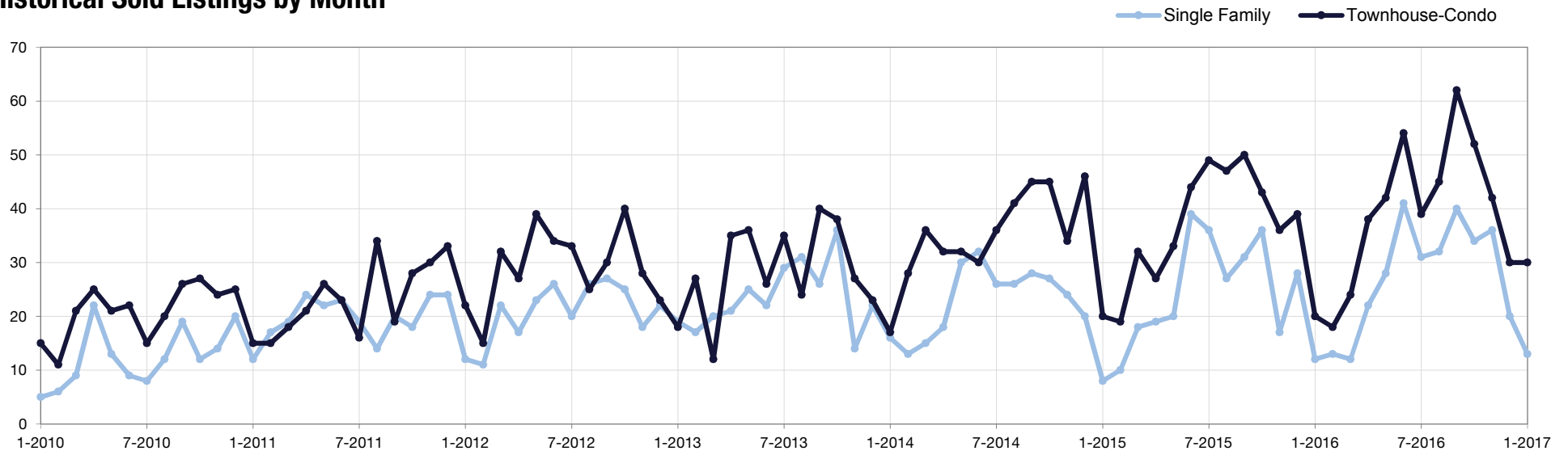


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	13	+30.0%	18	-5.3%
Mar-2016	12	-33.3%	24	-25.0%
Apr-2016	22	+15.8%	38	+40.7%
May-2016	28	+40.0%	42	+27.3%
Jun-2016	41	+5.1%	54	+22.7%
Jul-2016	31	-13.9%	39	-20.4%
Aug-2016	32	+18.5%	45	-4.3%
Sep-2016	40	+29.0%	62	+24.0%
Oct-2016	34	-5.6%	52	+20.9%
Nov-2016	36	+111.8%	42	+16.7%
Dec-2016	20	-28.6%	30	-23.1%
Jan-2017	13	+8.3%	30	+50.0%

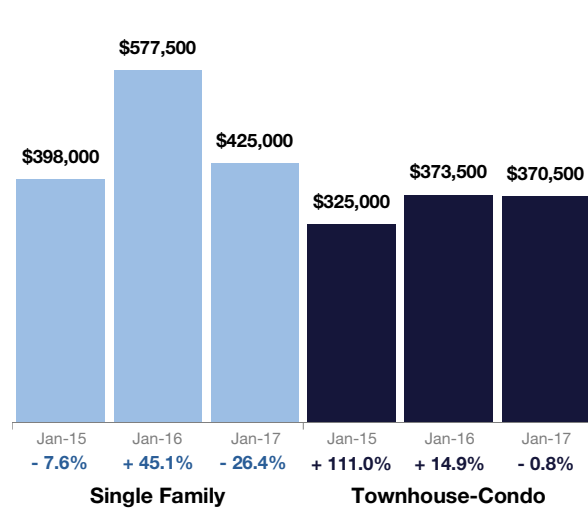
Historical Sold Listings by Month



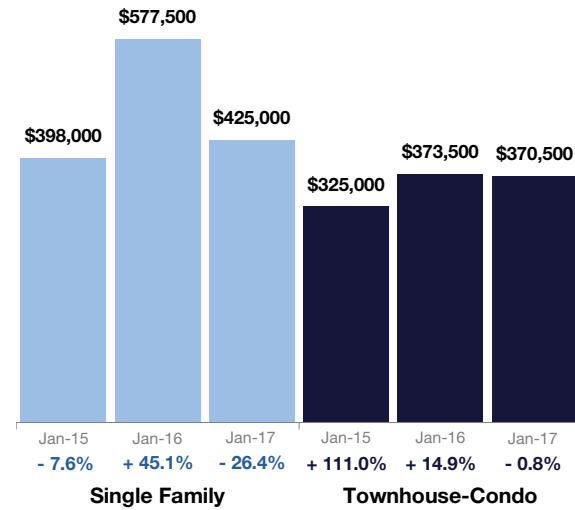
Median Sales Price



January

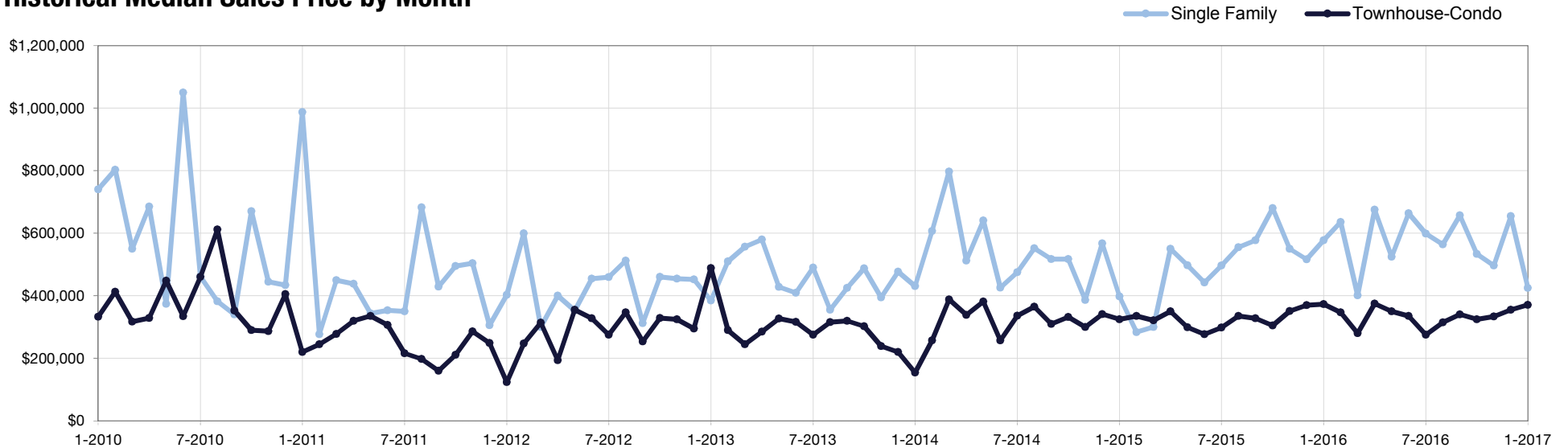


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$635,350	+124.1%	\$346,750	+3.5%
Mar-2016	\$401,500	+33.8%	\$280,000	-12.9%
Apr-2016	\$675,000	+22.7%	\$375,000	+7.1%
May-2016	\$525,000	+5.5%	\$350,000	+17.1%
Jun-2016	\$664,000	+50.2%	\$334,950	+21.1%
Jul-2016	\$599,000	+20.5%	\$275,000	-7.7%
Aug-2016	\$564,500	+1.7%	\$315,000	-6.0%
Sep-2016	\$657,000	+13.8%	\$340,250	+3.7%
Oct-2016	\$533,500	-21.5%	\$325,000	+6.6%
Nov-2016	\$497,000	-9.6%	\$334,000	-4.8%
Dec-2016	\$655,000	+26.9%	\$355,000	-4.1%
Jan-2017	\$425,000	-26.4%	\$370,500	-0.8%

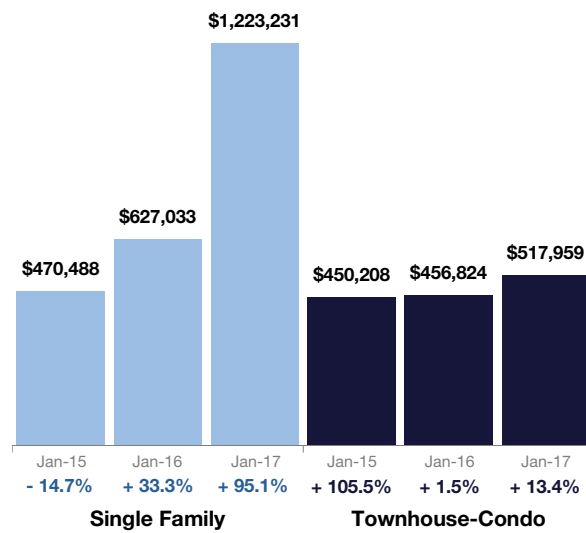
Historical Median Sales Price by Month



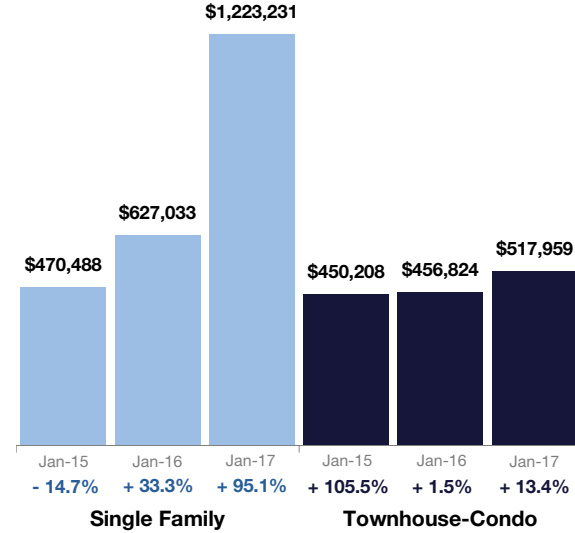
Average Sales Price



January

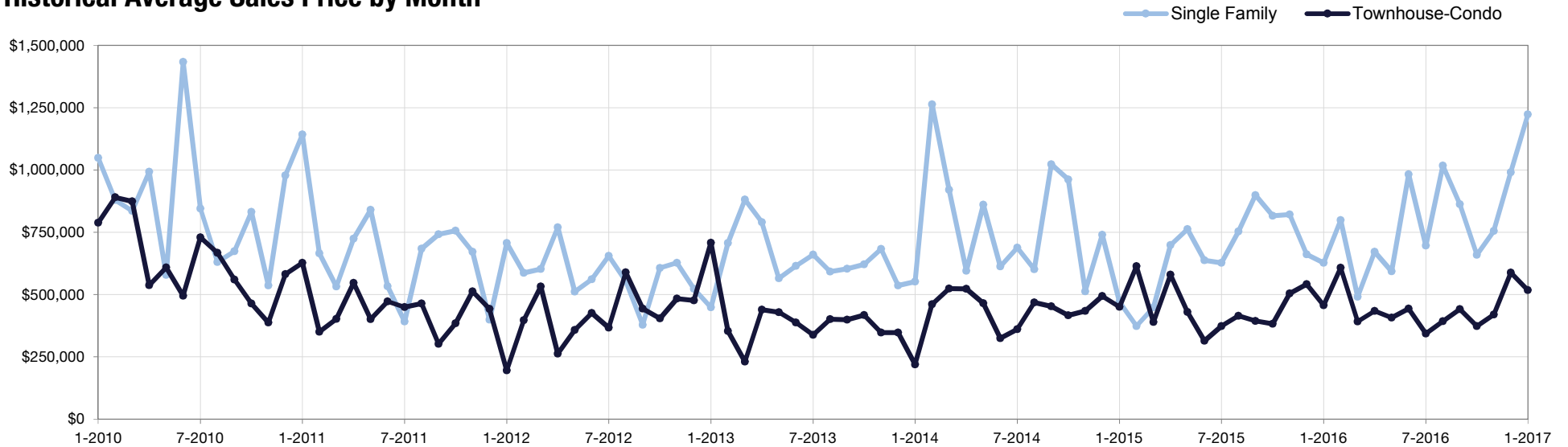


Year to Date



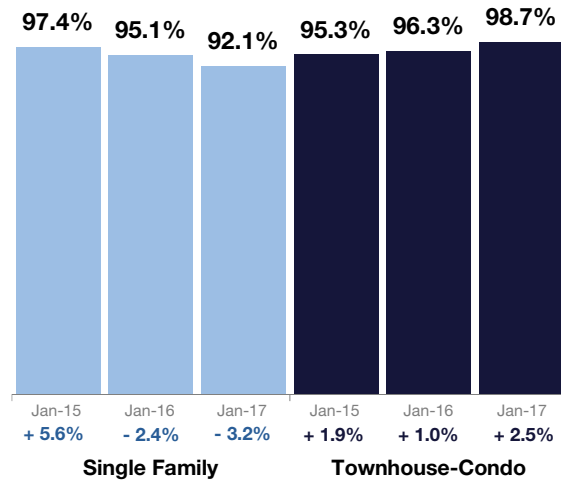
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	\$798,719	+113.8%	\$607,844	-1.0%
Mar-2016	\$490,792	+9.4%	\$391,867	+0.6%
Apr-2016	\$671,609	-3.8%	\$434,011	-25.2%
May-2016	\$593,035	-22.2%	\$407,030	-5.3%
Jun-2016	\$981,986	+54.0%	\$443,265	+40.8%
Jul-2016	\$695,832	+11.0%	\$343,163	-8.1%
Aug-2016	\$1,017,742	+35.2%	\$392,811	-5.3%
Sep-2016	\$862,253	-4.1%	\$441,338	+12.1%
Oct-2016	\$658,941	-19.3%	\$373,488	-2.3%
Nov-2016	\$755,391	-8.0%	\$419,482	-16.9%
Dec-2016	\$990,425	+49.9%	\$588,297	+8.6%
Jan-2017	\$1,223,231	+95.1%	\$517,959	+13.4%

Historical Average Sales Price by Month

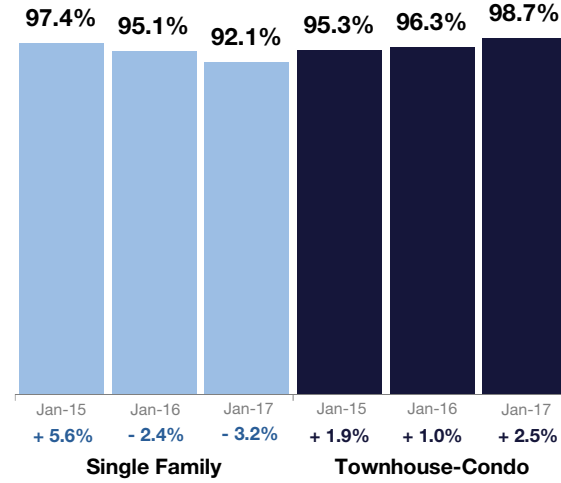


Percent of List Price Received

January

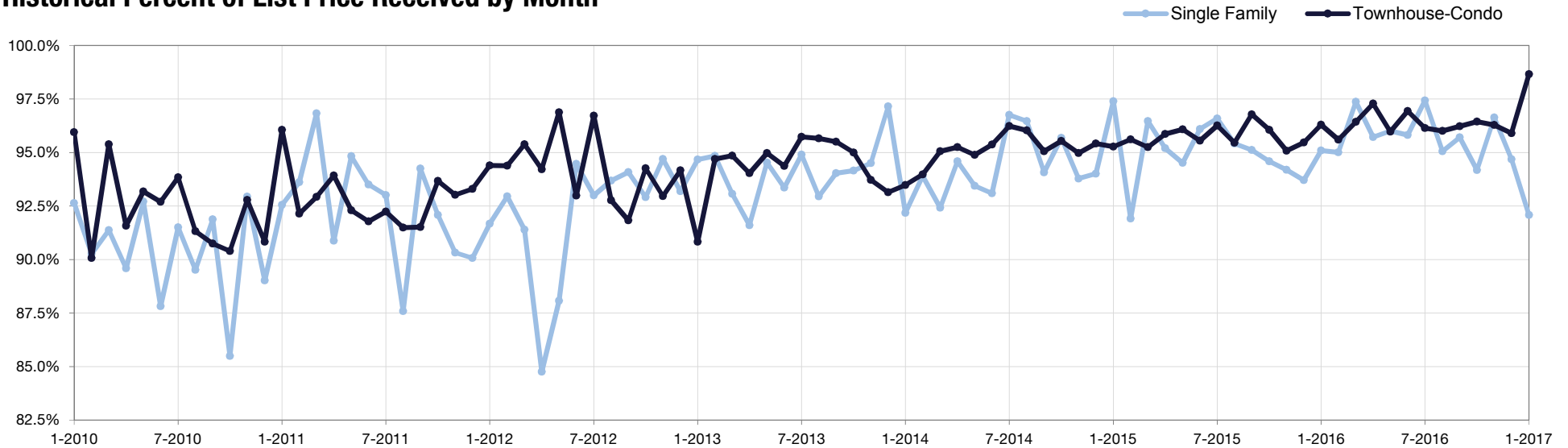


Year to Date



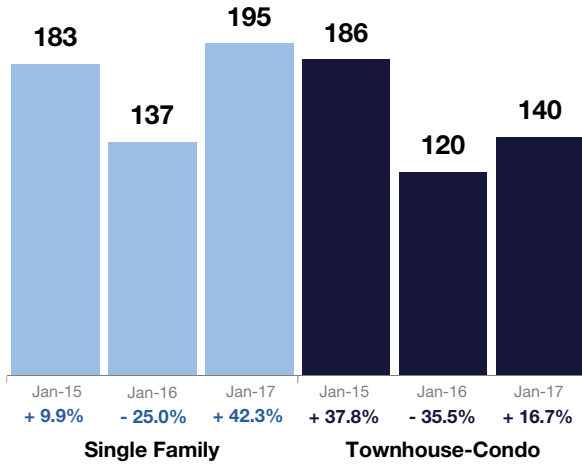
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	95.0%	+3.4%	95.6%	0.0%
Mar-2016	97.4%	+0.9%	96.4%	+1.3%
Apr-2016	95.7%	+0.5%	97.3%	+1.5%
May-2016	96.0%	+1.6%	96.0%	-0.1%
Jun-2016	95.8%	-0.3%	96.9%	+1.4%
Jul-2016	97.4%	+0.8%	96.1%	-0.2%
Aug-2016	95.1%	-0.3%	96.0%	+0.6%
Sep-2016	95.7%	+0.6%	96.2%	-0.6%
Oct-2016	94.2%	-0.4%	96.4%	+0.3%
Nov-2016	96.6%	+2.5%	96.3%	+1.3%
Dec-2016	94.7%	+1.1%	95.9%	+0.4%
Jan-2017	92.1%	-3.2%	98.7%	+2.5%

Historical Percent of List Price Received by Month

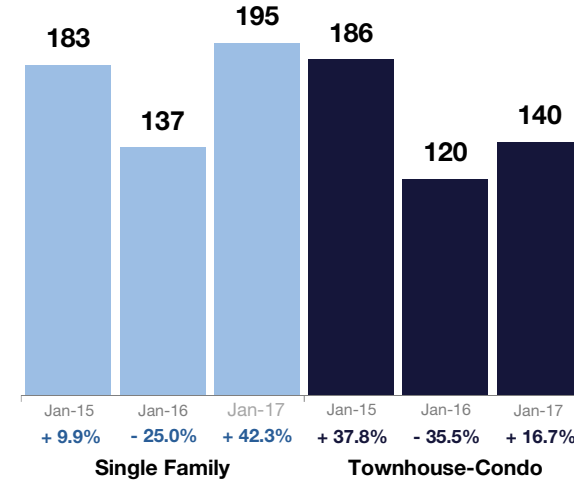


Days on Market Until Sale

January

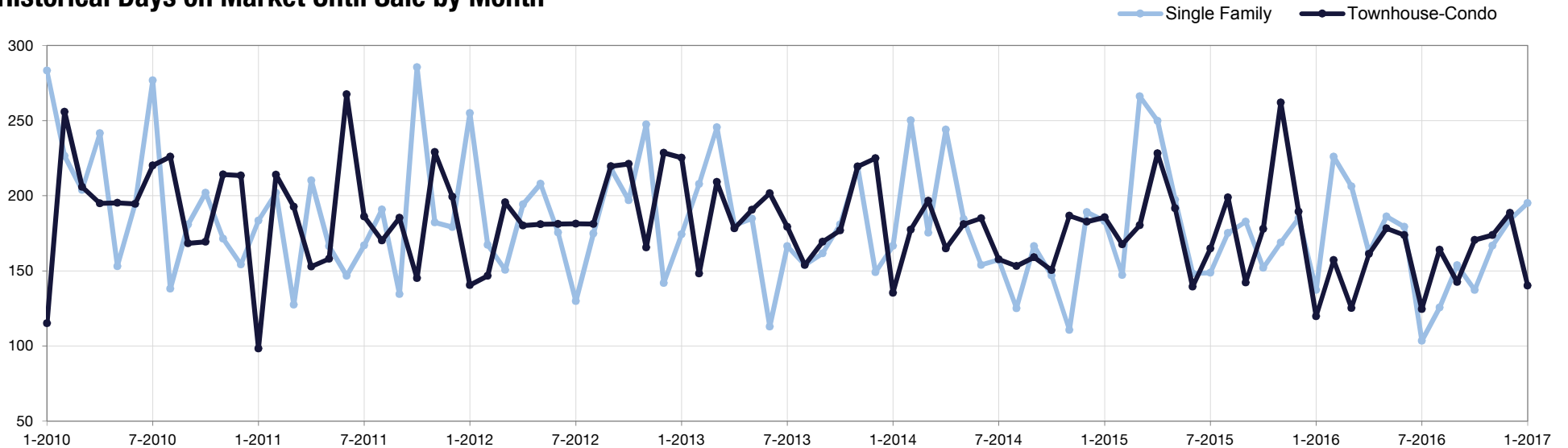


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	226	+53.7%	157	-6.5%
Mar-2016	206	-22.6%	125	-30.6%
Apr-2016	162	-35.2%	161	-29.4%
May-2016	186	-5.6%	178	-7.3%
Jun-2016	179	+20.9%	174	+24.3%
Jul-2016	103	-30.9%	125	-24.2%
Aug-2016	126	-28.0%	164	-17.6%
Sep-2016	154	-15.8%	143	+0.7%
Oct-2016	137	-9.9%	170	-4.5%
Nov-2016	167	-1.2%	174	-33.6%
Dec-2016	184	-0.5%	189	0.0%
Jan-2017	195	+42.3%	140	+16.7%

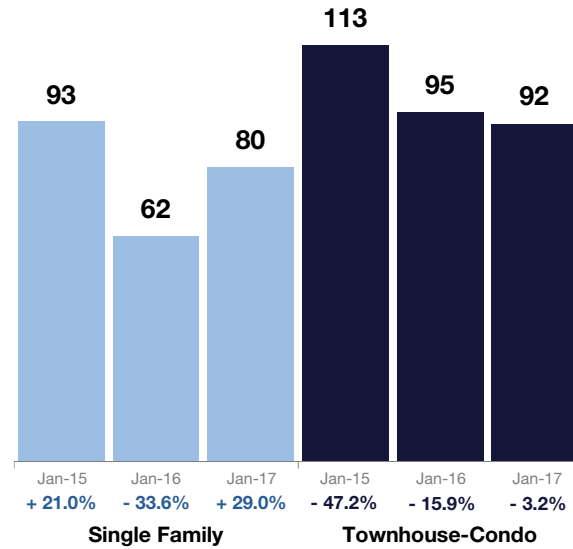
Historical Days on Market Until Sale by Month



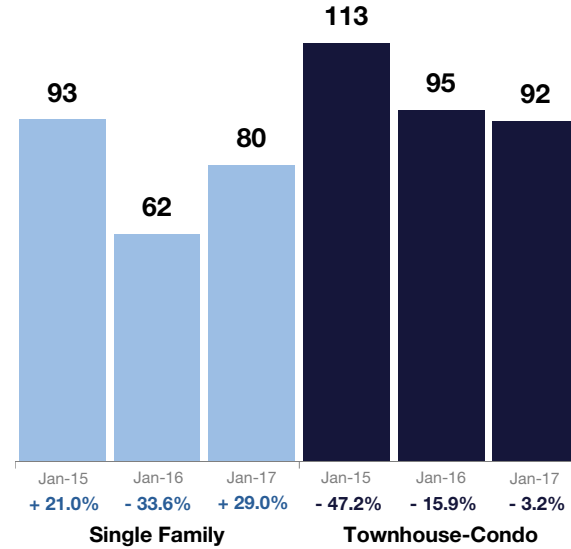
Housing Affordability Index



January

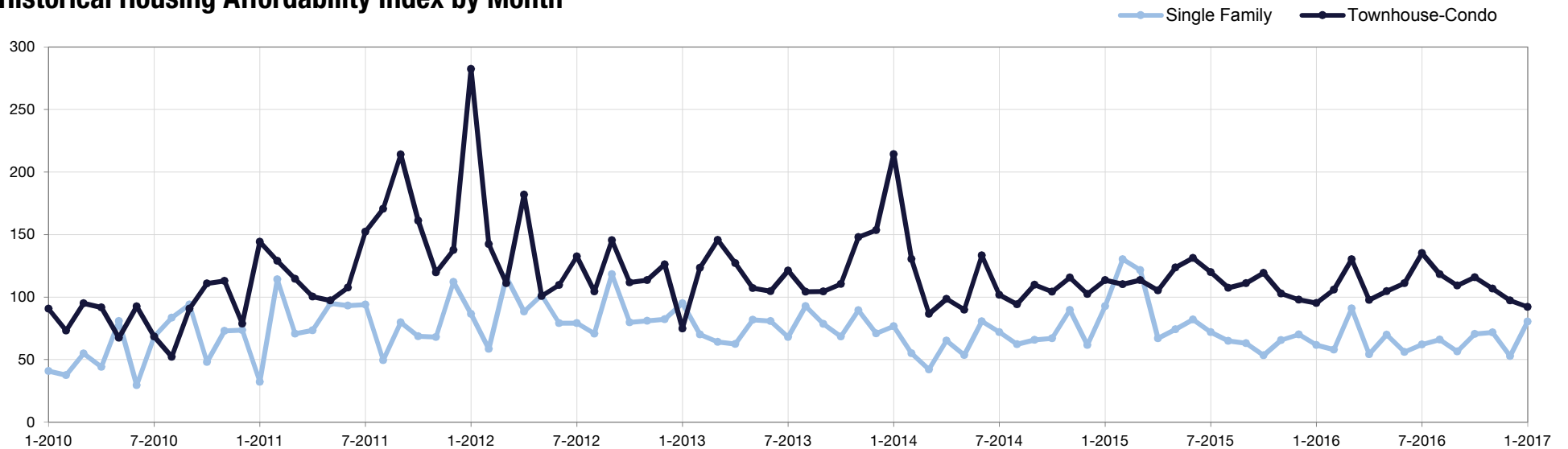


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	58	-55.4%	106	-3.6%
Mar-2016	91	-25.4%	130	+15.0%
Apr-2016	54	-19.4%	98	-6.7%
May-2016	70	-5.4%	105	-15.3%
Jun-2016	56	-31.7%	111	-15.3%
Jul-2016	62	-13.9%	135	+12.5%
Aug-2016	66	+1.5%	118	+10.3%
Sep-2016	57	-9.5%	109	-1.8%
Oct-2016	71	+34.0%	116	-2.5%
Nov-2016	72	+9.1%	107	+3.9%
Dec-2016	53	-24.3%	97	-1.0%
Jan-2017	80	+29.0%	92	-3.2%

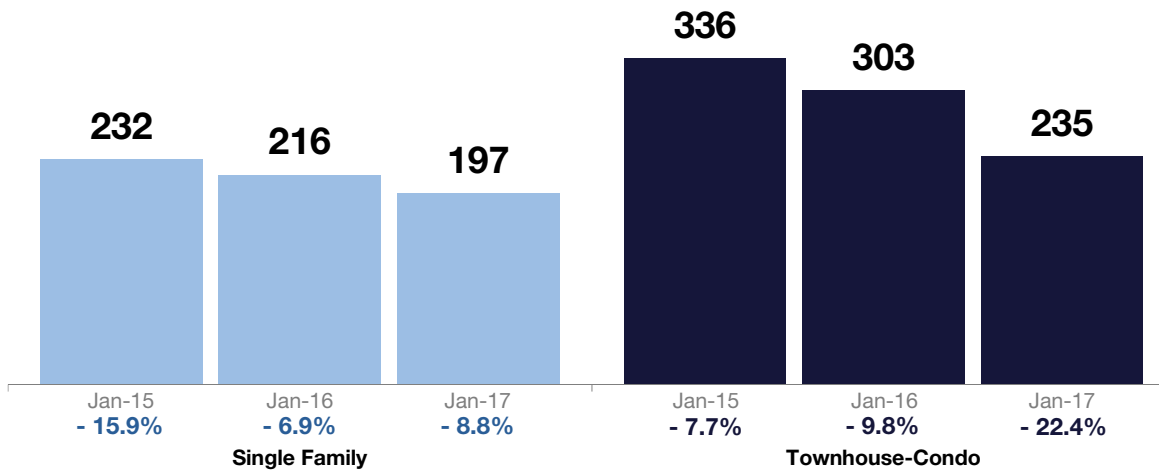
Historical Housing Affordability Index by Month



Inventory of Active Listings

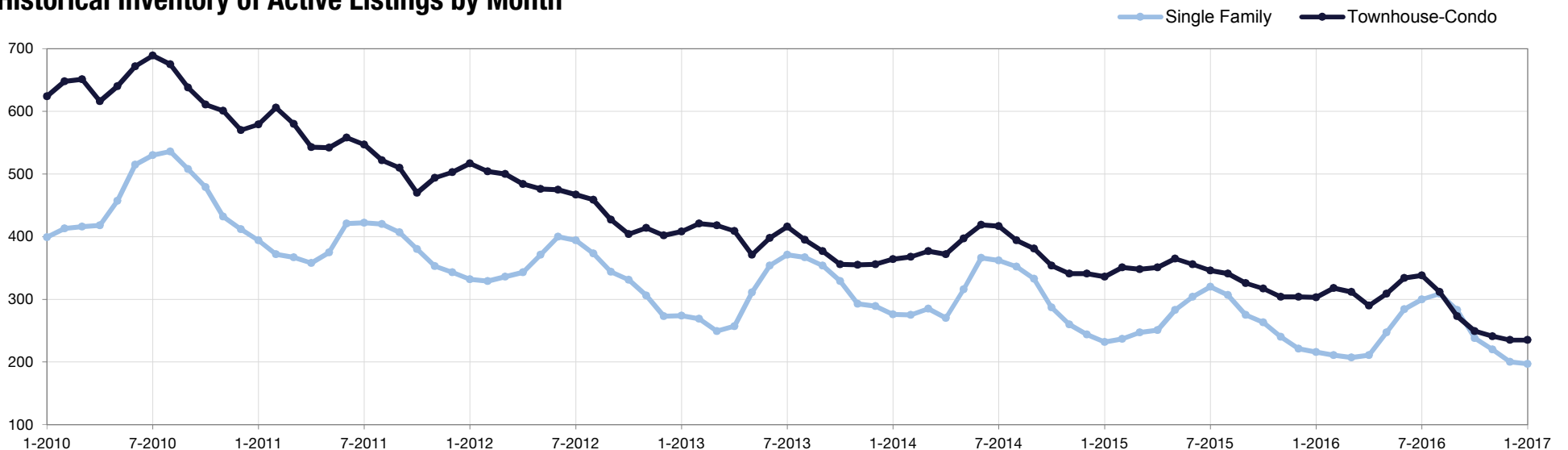


January



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	211	-11.0%	318	-9.4%
Mar-2016	207	-16.2%	312	-10.3%
Apr-2016	211	-15.9%	290	-17.4%
May-2016	247	-12.7%	309	-15.3%
Jun-2016	284	-6.6%	334	-6.2%
Jul-2016	300	-6.3%	338	-2.3%
Aug-2016	309	+0.7%	312	-8.5%
Sep-2016	283	+2.9%	273	-16.3%
Oct-2016	238	-9.5%	249	-21.5%
Nov-2016	220	-8.3%	241	-20.7%
Dec-2016	200	-9.5%	235	-22.7%
Jan-2017	197	-8.8%	235	-22.4%

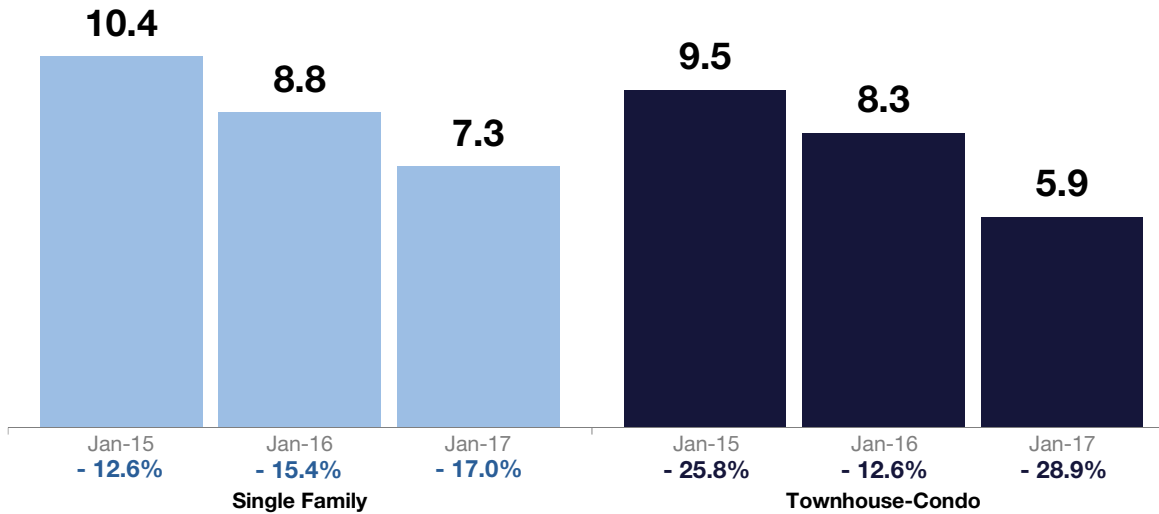
Historical Inventory of Active Listings by Month



Months Supply of Inventory

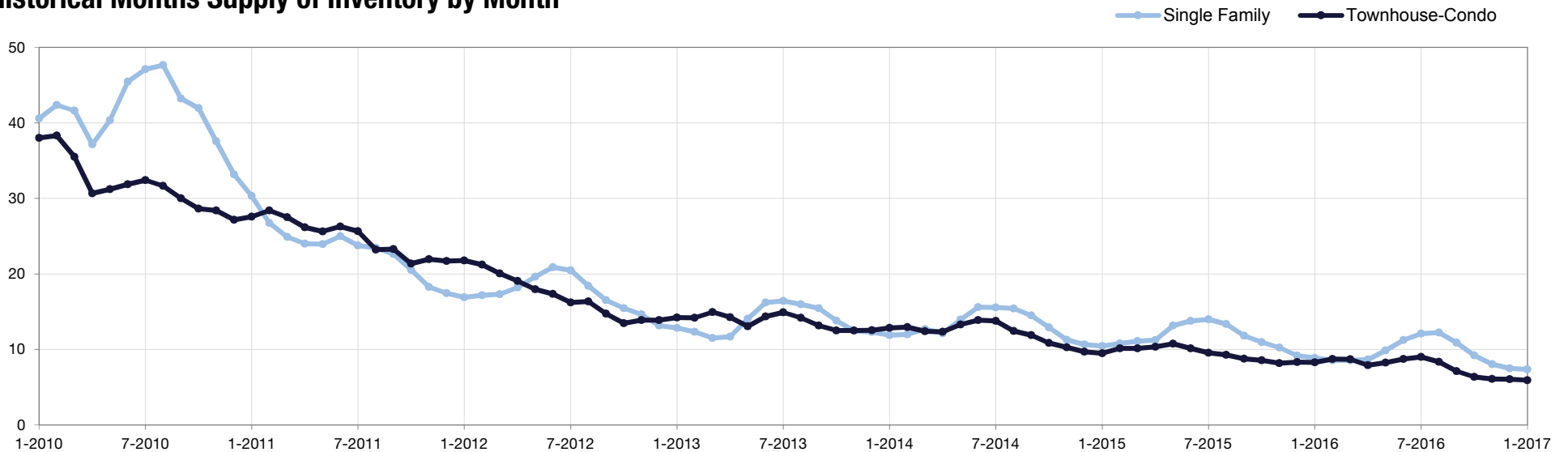


January



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Feb-2016	8.6	-20.4%	8.7	-13.9%
Mar-2016	8.6	-22.5%	8.7	-13.9%
Apr-2016	8.6	-23.2%	7.9	-23.3%
May-2016	9.8	-25.8%	8.2	-23.4%
Jun-2016	11.2	-18.8%	8.7	-13.9%
Jul-2016	12.1	-13.6%	9.0	-5.3%
Aug-2016	12.2	-8.3%	8.4	-9.7%
Sep-2016	10.9	-7.6%	7.1	-19.3%
Oct-2016	9.2	-16.4%	6.4	-25.6%
Nov-2016	8.0	-21.6%	6.1	-25.6%
Dec-2016	7.5	-18.5%	6.1	-26.5%
Jan-2017	7.3	-17.0%	5.9	-28.9%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	1-2016	1-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		79	70	- 11.4%	79	70	- 11.4%
Pending Sales		49	41	- 16.3%	49	41	- 16.3%
Sold Listings		32	43	+ 34.4%	32	43	+ 34.4%
Median Sales Price		\$400,000	\$380,000	- 5.0%	\$400,000	\$380,000	- 5.0%
Average Sales Price		\$520,652	\$731,181	+ 40.4%	\$520,652	\$731,181	+ 40.4%
Pct. of List Price Received		95.8%	96.7%	+ 0.9%	95.8%	96.7%	+ 0.9%
Days on Market		126	157	+ 24.6%	126	157	+ 24.6%
Housing Affordability Index		89	90	+ 1.1%	89	90	+ 1.1%
Active Listings		526	445	- 15.4%	--	--	--
Months Supply		8.6	6.5	- 24.4%	--	--	--

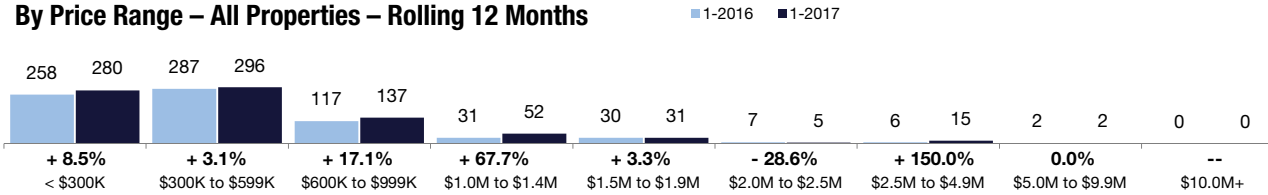
Closed Sales

Actual sales that have closed in a given month.

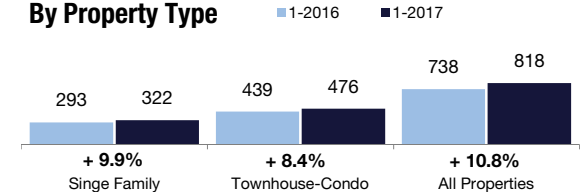


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$299,999 and Below	69	81	+ 17.4%	189	198	+ 4.8%
\$300,000 to \$599,999	111	88	- 20.7%	174	199	+ 14.4%
\$600,000 to \$999,999	67	87	+ 29.9%	48	43	- 10.4%
\$1,000,000 to \$1,499,999	17	27	+ 58.8%	13	23	+ 76.9%
\$1,500,00 to \$1,999,999	18	19	+ 5.6%	11	11	0.0%
\$2,000,000 to \$2,499,999	3	4	+ 33.3%	4	1	- 75.0%
\$2,500,000 to \$4,999,999	6	14	+ 133.3%	0	1	--
\$5,000,000 to \$9,999,999	2	2	0.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	293	322	+ 9.9%	439	476	+ 8.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$299,999 and Below	4	4	0.0%	10	12	+ 20.0%
\$300,000 to \$599,999	4	5	+ 25.0%	11	11	0.0%
\$600,000 to \$999,999	6	1	- 83.3%	4	3	- 25.0%
\$1,000,000 to \$1,499,999	2	2	0.0%	2	3	+ 50.0%
\$1,500,00 to \$1,999,999	1	0	- 100.0%	2	1	- 50.0%
\$2,000,000 to \$2,499,999	1	0	- 100.0%	1	0	- 100.0%
\$2,500,000 to \$4,999,999	2	0	- 100.0%	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	20	13	- 35.0%	30	30	0.0%

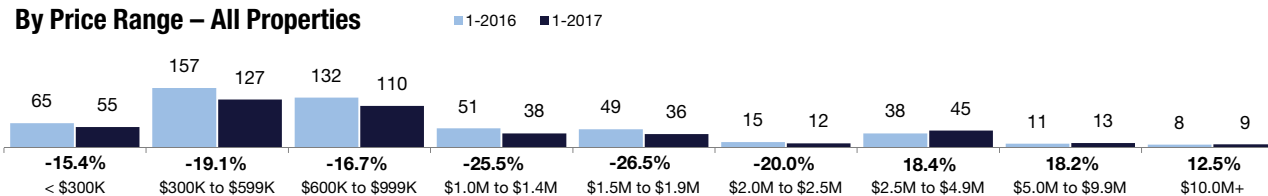
Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$299,999 and Below	3	4	+ 33.3%	8	12	+ 50.0%
\$300,000 to \$599,999	4	5	+ 25.0%	9	11	+ 22.2%
\$600,000 to \$999,999	4	1	- 75.0%	1	3	+ 200.0%
\$1,000,000 to \$1,499,999	0	2	--	1	3	+ 200.0%
\$1,500,00 to \$1,999,999	1	0	- 100.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	12	13	+ 8.3%	20	30	+ 50.0%

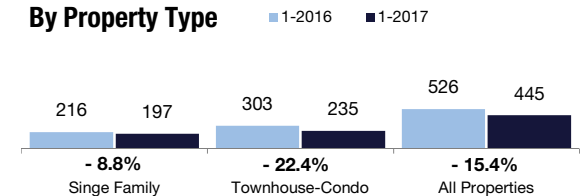
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$299,999 and Below	17	20	+ 17.6%	47	35	- 25.5%
\$300,000 to \$599,999	28	21	- 25.0%	127	103	- 18.9%
\$600,000 to \$999,999	43	38	- 11.6%	87	66	- 24.1%
\$1,000,000 to \$1,499,999	32	24	- 25.0%	17	11	- 35.3%
\$1,500,00 to \$1,999,999	29	24	- 17.2%	20	11	- 45.0%
\$2,000,000 to \$2,499,999	13	9	- 30.8%	2	3	+ 50.0%
\$2,500,000 to \$4,999,999	35	39	+ 11.4%	3	6	+ 100.0%
\$5,000,000 to \$9,999,999	11	13	+ 18.2%	0	0	--
\$10,000,000 and Above	8	9	+ 12.5%	0	0	--
All Price Ranges	216	197	- 8.8%	303	235	- 22.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	12-2016	1-2017	Change	12-2016	1-2017	Change
\$299,999 and Below	21	20	- 4.8%	35	35	0.0%
\$300,000 to \$599,999	22	21	- 4.5%	107	103	- 3.7%
\$600,000 to \$999,999	34	38	+ 11.8%	65	66	+ 1.5%
\$1,000,000 to \$1,499,999	26	24	- 7.7%	10	11	+ 10.0%
\$1,500,00 to \$1,999,999	25	24	- 4.0%	8	11	+ 37.5%
\$2,000,000 to \$2,499,999	10	9	- 10.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	40	39	- 2.5%	7	6	- 14.3%
\$5,000,000 to \$9,999,999	13	13	0.0%	0	0	--
\$10,000,000 and Above	9	9	0.0%	0	0	--
All Price Ranges	200	197	- 1.5%	235	235	0.0%

Year to Date

By Price Range	Single Family			Condo		
	1-2016	1-2017	Change	1-2016	1-2017	Change
\$299,999 and Below	3	4	+ 33.3%	8	12	+ 50.0%
\$300,000 to \$599,999	4	5	+ 25.0%	9	11	+ 22.2%
\$600,000 to \$999,999	4	1	- 75.0%	1	3	+ 200.0%
\$1,000,000 to \$1,499,999	0	2	--	1	3	+ 200.0%
\$1,500,00 to \$1,999,999	1	0	- 100.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	0	--	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	12	13	+ 8.3%	20	30	+ 50.0%

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and average income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.