

Monthly Indicators



April 2017

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.4 percent for single family homes and 34.5 percent for townhouse-condo properties. Pending Sales increased 2.9 percent for single family homes but decreased 12.5 percent for townhouse-condo properties.

The Median Sales Price was up 13.1 percent to \$763,750 for single family homes and 20.0 percent to \$450,000 for townhouse-condo properties. Days on Market decreased 19.8 percent for single family homes and 14.9 percent for condo properties.

Although there is a mounting amount of buyer competition during the annual spring market cycle, buyer demand has not abated, nor is it expected to in the immediate future unless something unpredictable occurs. While strong demand is generally considered a good problem to have, it creates an affordability issue for some buyers, especially first-time buyers. And yet, prices will continue to rise amidst strong demand.

Activity Snapshot

- 13.1%	+ 39.5%	+ 3.4%
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	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		54	50	- 7.4%	151	161	+ 6.6%
Pending Sales		34	35	+ 2.9%	97	103	+ 6.2%
Sold Listings		22	22	0.0%	59	71	+ 20.3%
Median Sales Price		\$675,000	\$763,750	+ 13.1%	\$595,000	\$670,000	+ 12.6%
Average Sales Price		\$671,609	\$857,494	+ 27.7%	\$653,774	\$919,340	+ 40.6%
Pct. of List Price Received		95.7%	96.6%	+ 0.9%	95.8%	95.5%	- 0.3%
Days on Market		162	130	- 19.8%	179	161	- 10.1%
Housing Affordability Index		54	47	- 13.0%	62	53	- 14.5%
Active Listings		211	241	+ 14.2%	--	--	--
Months Supply		8.6	8.7	+ 1.2%	--	--	--

Townhouse-Condo Market Overview

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

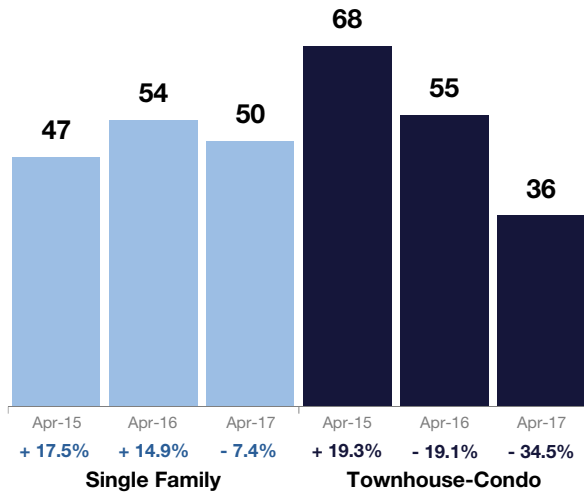


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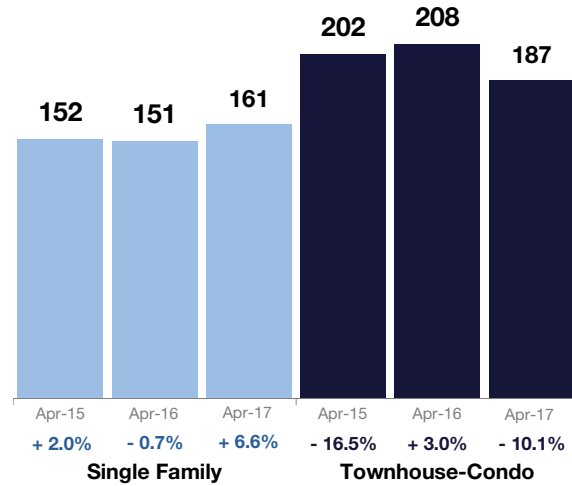
Key Metrics	Historical Sparkbars	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		55	36	- 34.5%	208	187	- 10.1%
Pending Sales		48	42	- 12.5%	145	140	- 3.4%
Sold Listings		38	31	- 18.4%	100	129	+ 29.0%
Median Sales Price		\$375,000	\$450,000	+ 20.0%	\$357,250	\$430,000	+ 20.4%
Average Sales Price		\$434,011	\$723,154	+ 66.6%	\$459,749	\$590,073	+ 28.3%
Pct. of List Price Received		97.3%	95.9%	- 1.4%	96.6%	97.1%	+ 0.5%
Days on Market		161	137	- 14.9%	143	153	+ 7.0%
Housing Affordability Index		98	79	- 19.4%	102	83	- 18.6%
Active Listings		289	270	- 6.6%	--	--	--
Months Supply		7.9	6.5	- 17.7%	--	--	--

New Listings

April

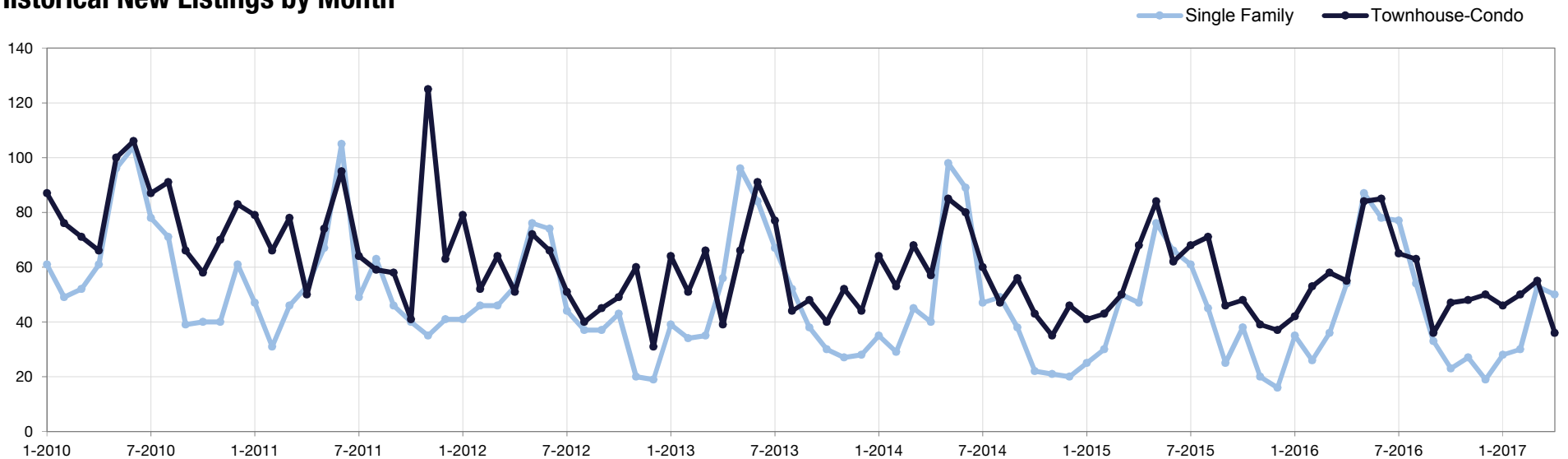


Year to Date



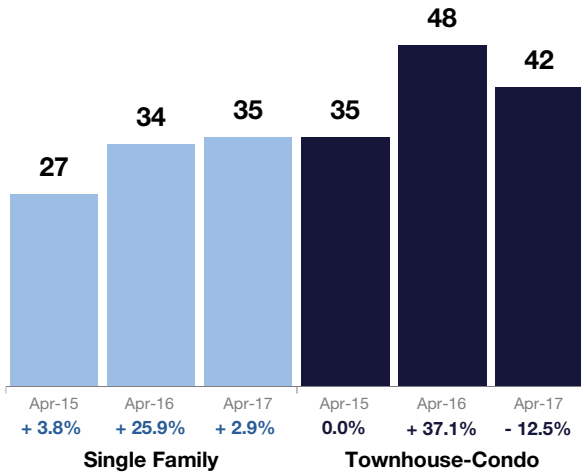
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	87	+14.5%	84	0.0%
Jun-2016	78	+18.2%	85	+37.1%
Jul-2016	77	+26.2%	65	-4.4%
Aug-2016	54	+20.0%	63	-11.3%
Sep-2016	33	+32.0%	36	-21.7%
Oct-2016	23	-39.5%	47	-2.1%
Nov-2016	27	+35.0%	48	+23.1%
Dec-2016	19	+18.8%	50	+35.1%
Jan-2017	28	-20.0%	46	+9.5%
Feb-2017	30	+15.4%	50	-5.7%
Mar-2017	53	+47.2%	55	-5.2%
Apr-2017	50	-7.4%	36	-34.5%

Historical New Listings by Month

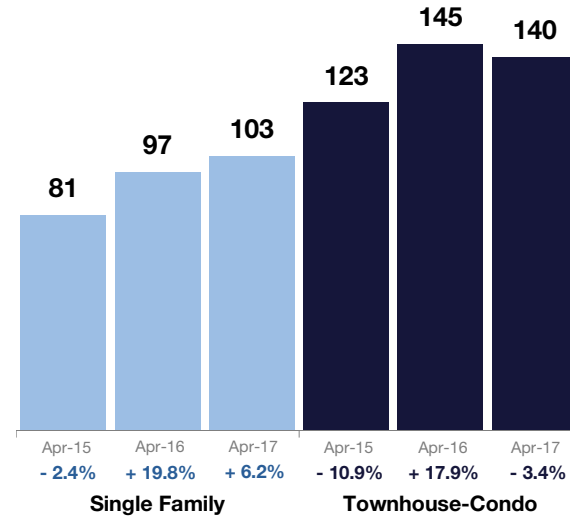


Pending Sales

April

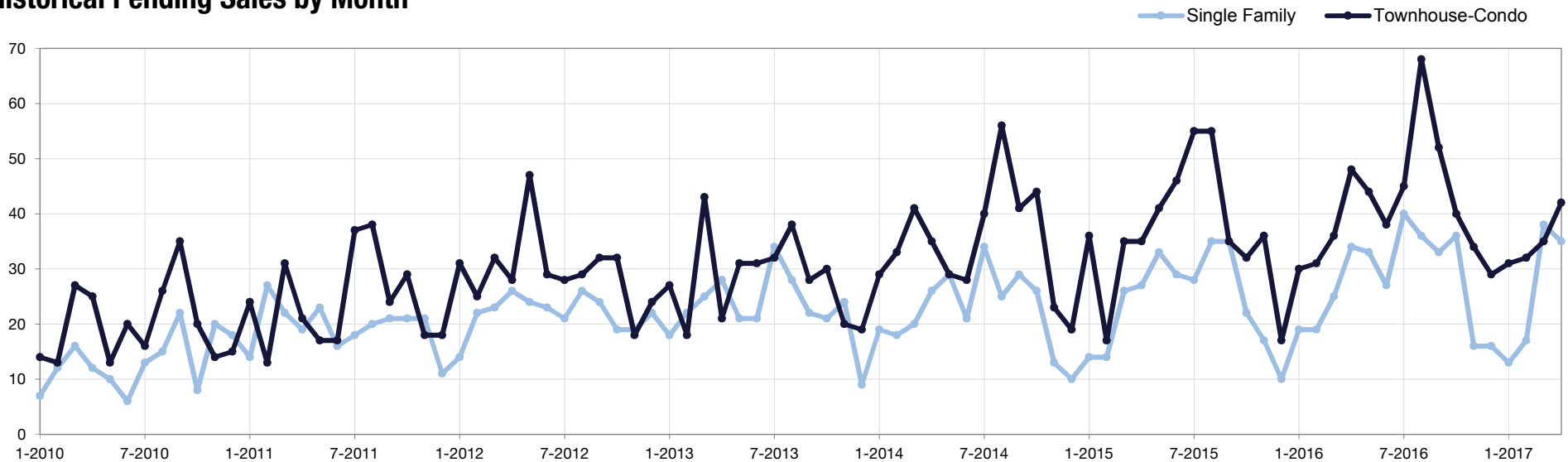


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	33	0.0%	44	+7.3%
Jun-2016	27	-6.9%	38	-17.4%
Jul-2016	40	+42.9%	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%	29	+70.6%
Jan-2017	13	-31.6%	31	+3.3%
Feb-2017	17	-10.5%	32	+3.2%
Mar-2017	38	+52.0%	35	-2.8%
Apr-2017	35	+2.9%	42	-12.5%

Historical Pending Sales by Month

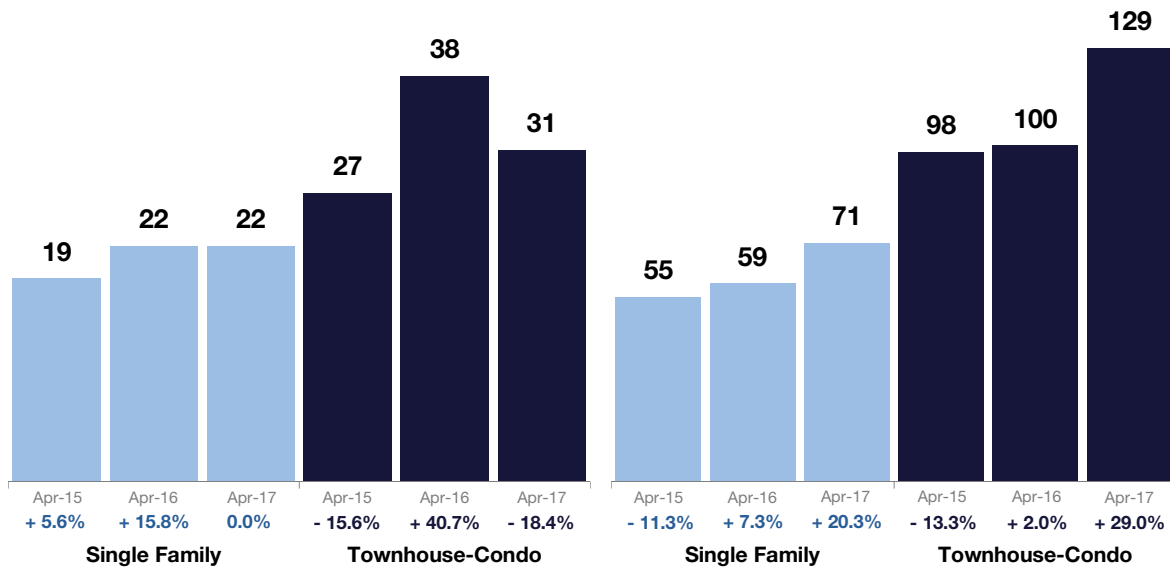


Sold Listings



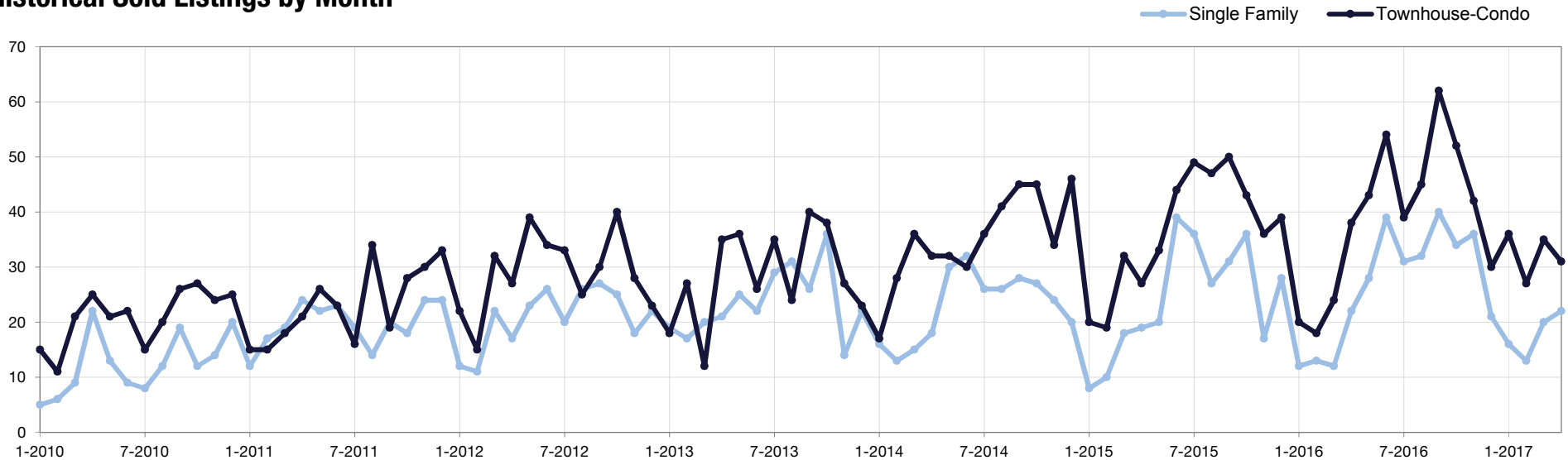
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Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	28	+40.0%	43	+30.3%
Jun-2016	39	0.0%	54	+22.7%
Jul-2016	31	-13.9%	39	-20.4%
Aug-2016	32	+18.5%	45	-4.3%
Sep-2016	40	+29.0%	62	+24.0%
Oct-2016	34	-5.6%	52	+20.9%
Nov-2016	36	+111.8%	42	+16.7%
Dec-2016	21	-25.0%	30	-23.1%
Jan-2017	16	+33.3%	36	+80.0%
Feb-2017	13	0.0%	27	+50.0%
Mar-2017	20	+66.7%	35	+45.8%
Apr-2017	22	0.0%	31	-18.4%

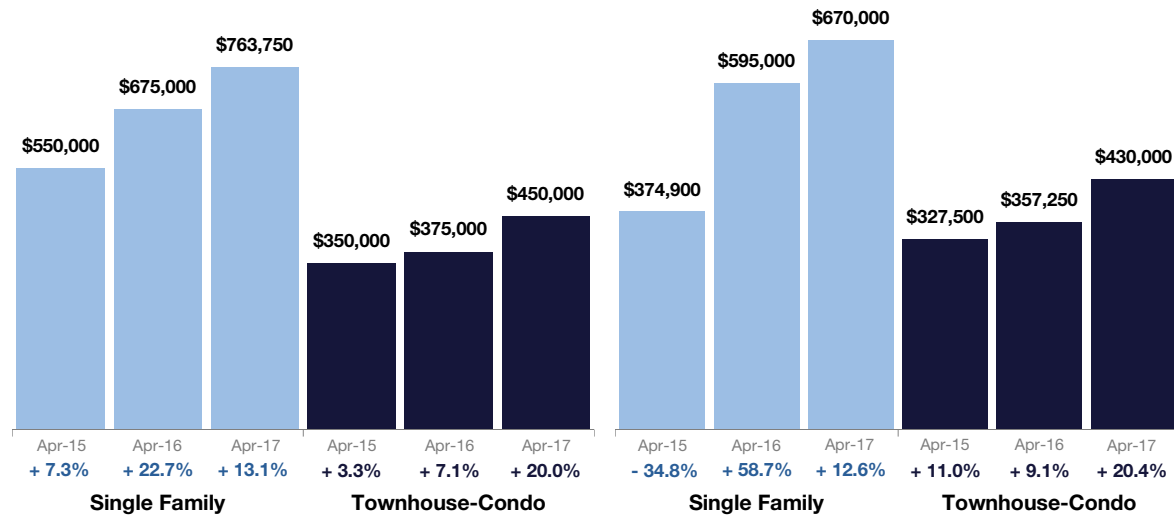
Historical Sold Listings by Month



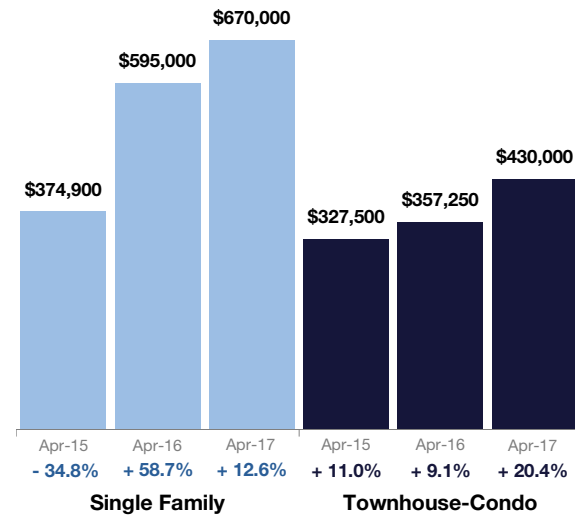
Median Sales Price



April

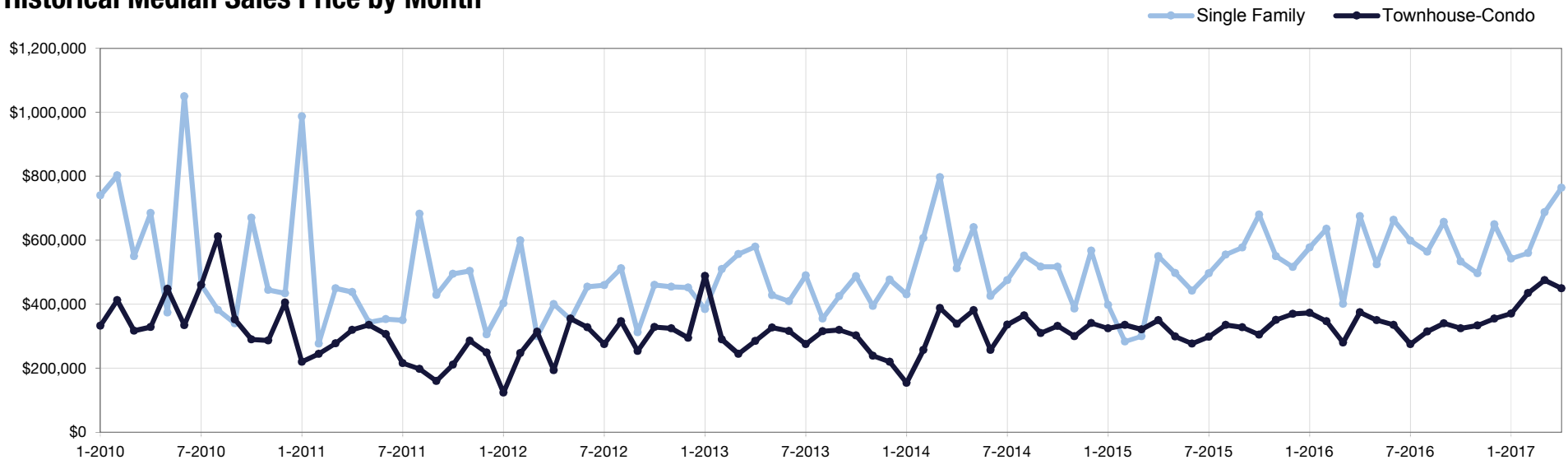


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$650,000	+25.9%	\$355,000	-4.1%
Jan-2017	\$542,500	-6.1%	\$370,500	-0.8%
Feb-2017	\$560,000	-11.9%	\$435,000	+25.5%
Mar-2017	\$687,500	+71.2%	\$475,000	+69.6%
Apr-2017	\$763,750	+13.1%	\$450,000	+20.0%

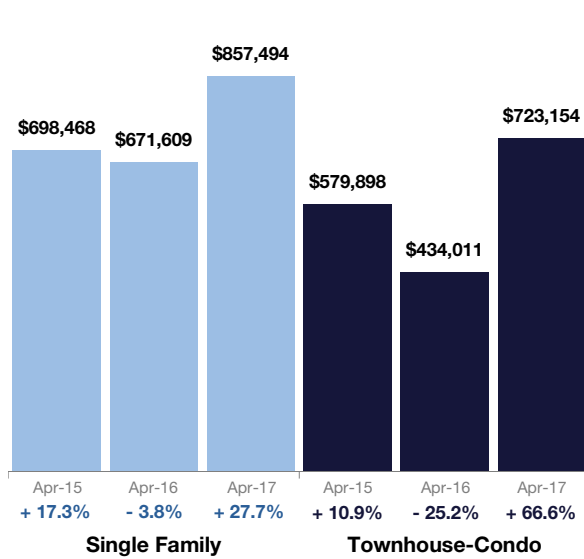
Historical Median Sales Price by Month



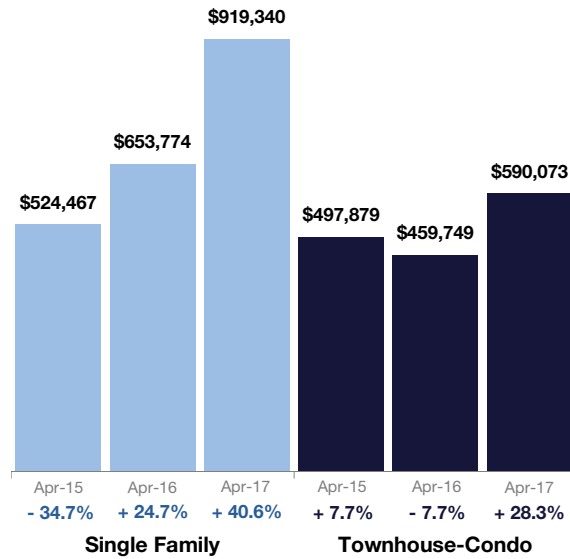
Average Sales Price



April

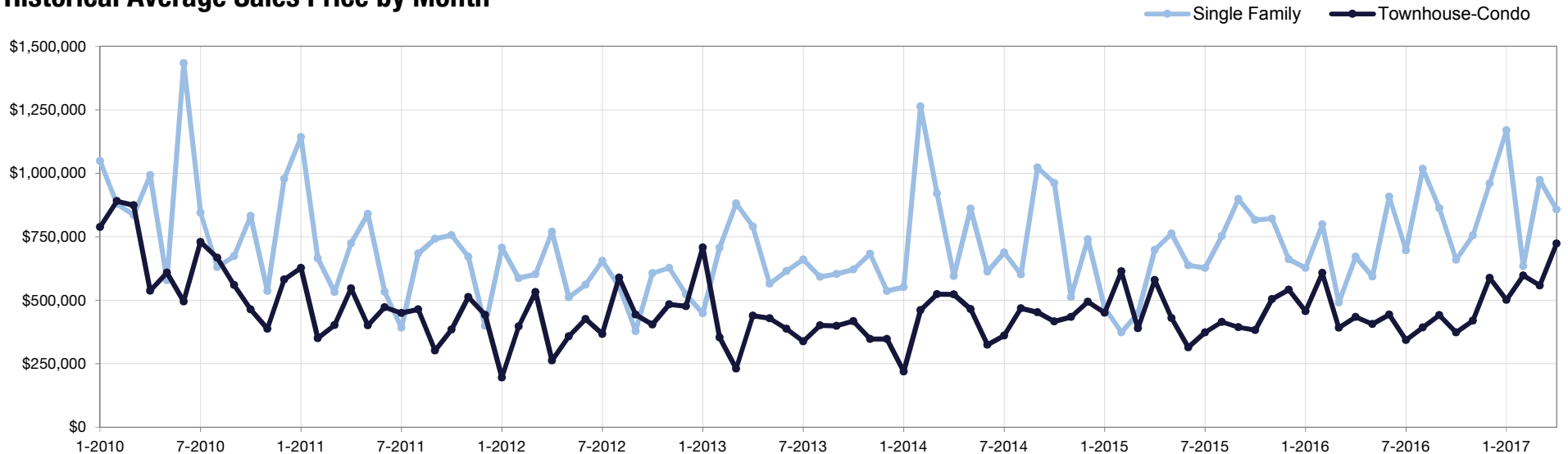


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	\$593,035	-22.2%	\$406,285	-5.5%
Jun-2016	\$907,703	+42.4%	\$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	\$959,452	+45.2%	\$588,297	+8.6%
Jan-2017	\$1,168,688	+86.4%	\$501,271	+9.7%
Feb-2017	\$634,414	-20.6%	\$597,052	-1.8%
Mar-2017	\$973,093	+98.3%	\$558,157	+42.4%
Apr-2017	\$857,494	+27.7%	\$723,154	+66.6%

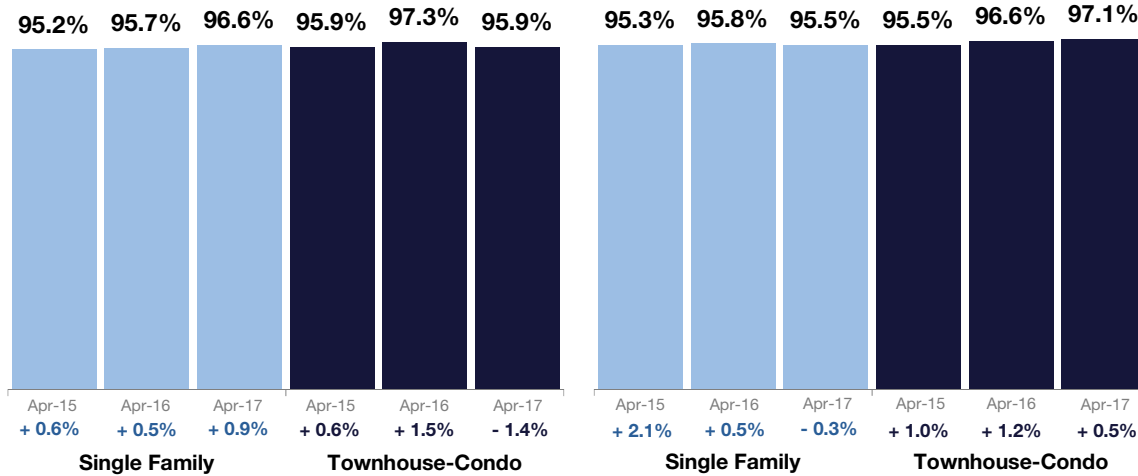
Historical Average Sales Price by Month



Percent of List Price Received

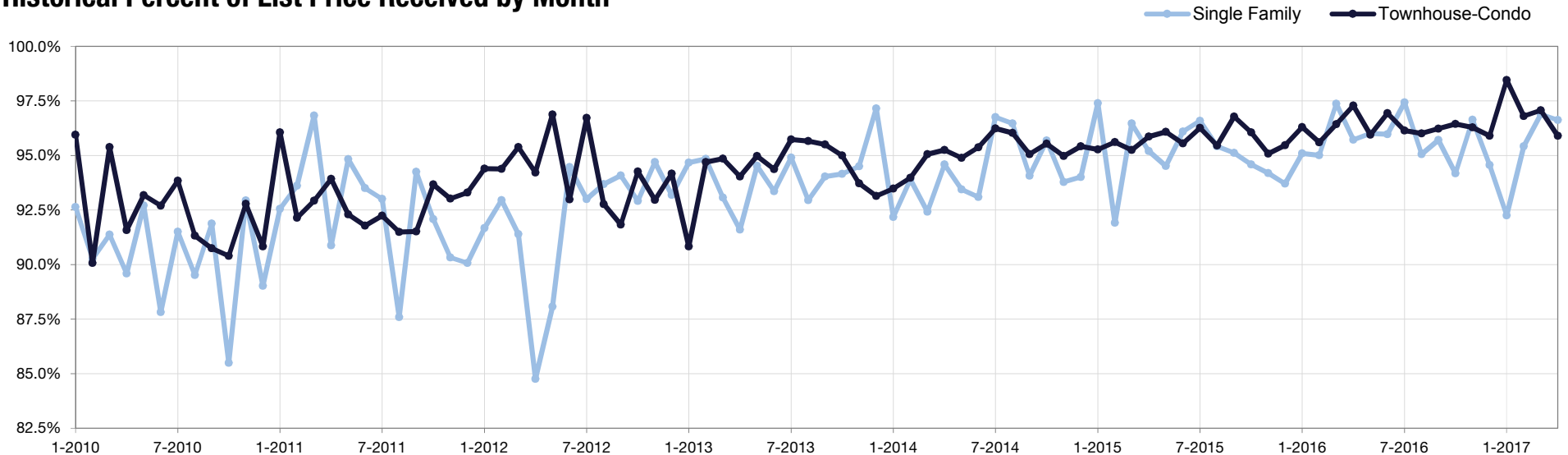
April

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	96.0%	+1.6%	95.9%	-0.2%
Jun-2016	96.0%	-0.1%	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	94.6%	+1.0%	95.9%	+0.4%
Jan-2017	92.3%	-2.9%	98.5%	+2.3%
Feb-2017	95.4%	+0.4%	96.8%	+1.3%
Mar-2017	96.9%	-0.5%	97.1%	+0.7%
Apr-2017	96.6%	+0.9%	95.9%	-1.4%

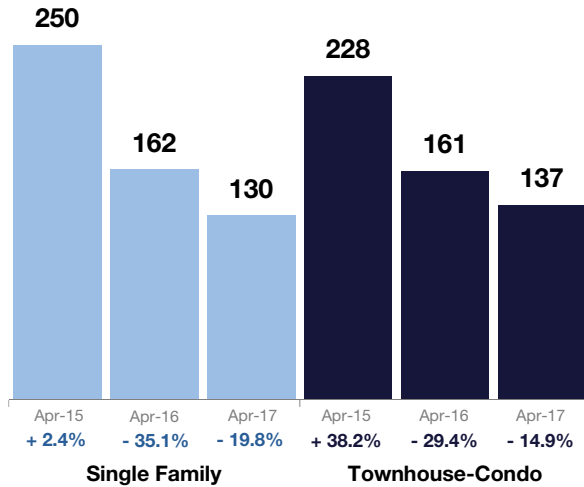
Historical Percent of List Price Received by Month



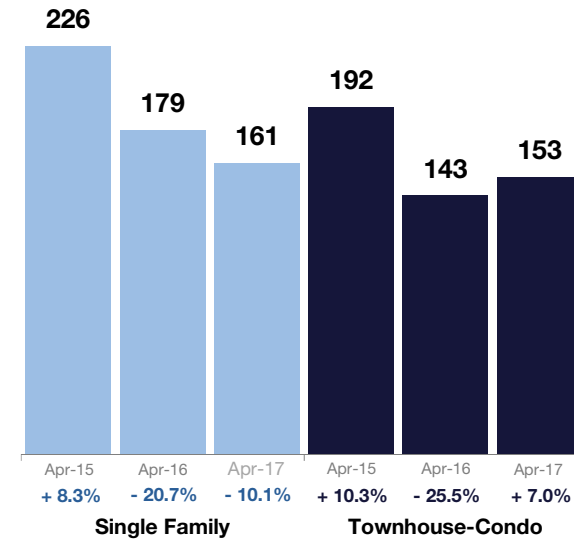
Days on Market Until Sale



April

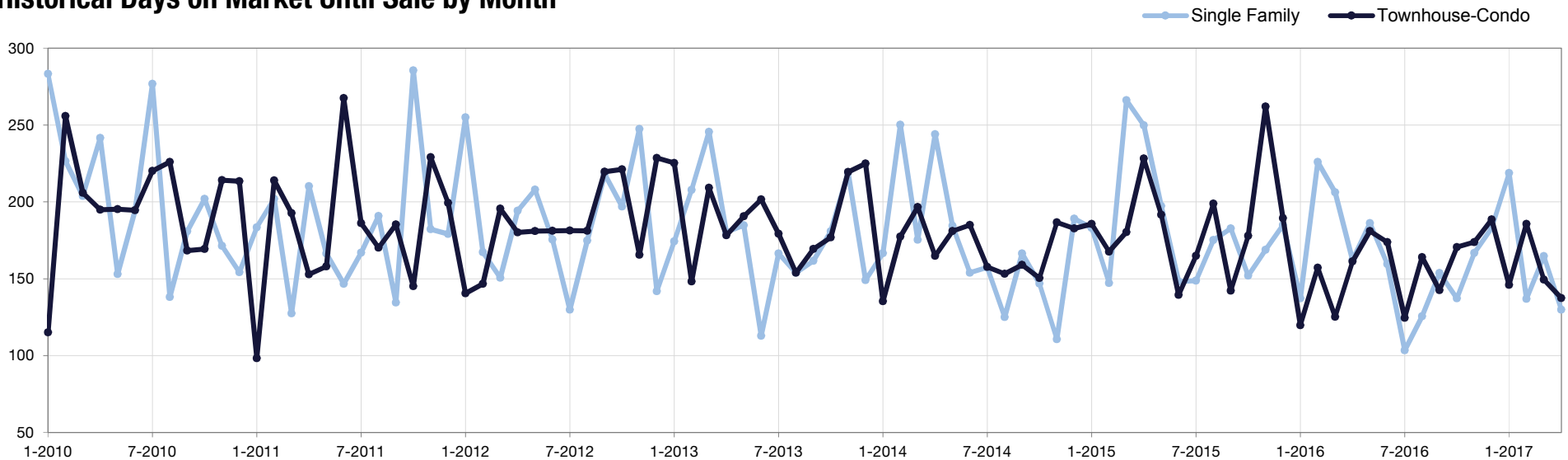


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	186	-5.6%	181	-5.7%
Jun-2016	160	+8.1%	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	183	-1.1%	189	0.0%
Jan-2017	219	+59.9%	146	+21.7%
Feb-2017	137	-39.4%	186	+18.5%
Mar-2017	165	-19.9%	149	+19.2%
Apr-2017	130	-19.8%	137	-14.9%

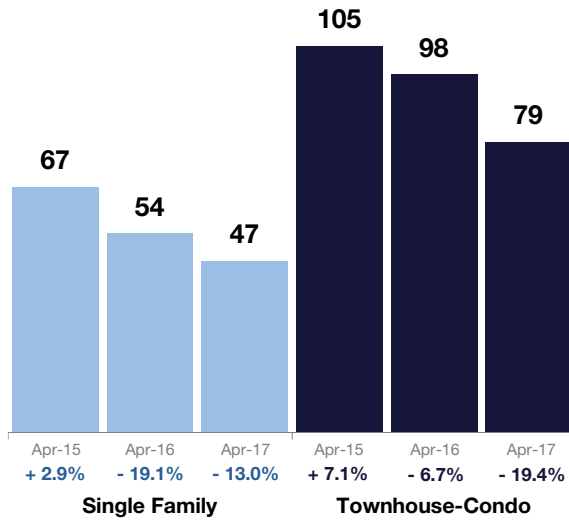
Historical Days on Market Until Sale by Month



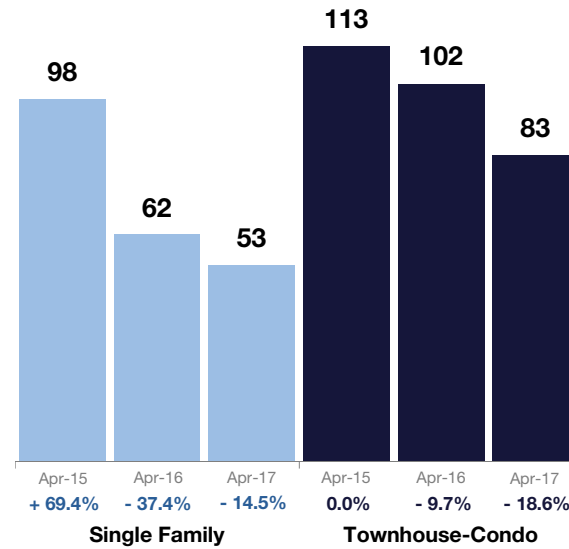
Housing Affordability Index



April

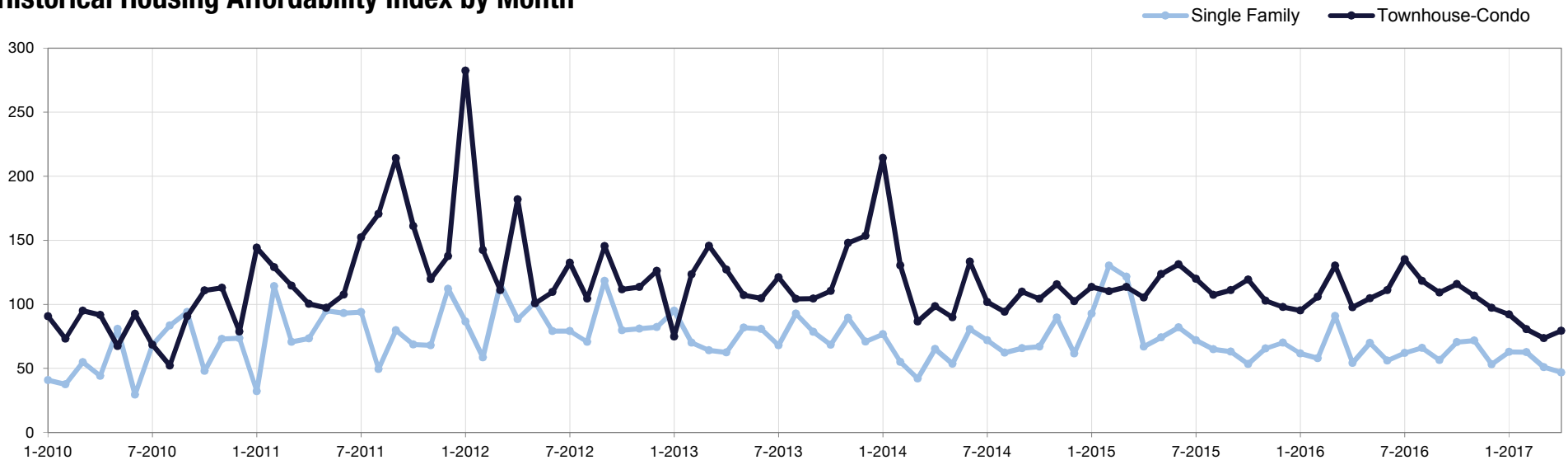


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	63	+1.6%	92	-3.2%
Feb-2017	63	+8.6%	81	-23.6%
Mar-2017	51	-44.0%	74	-43.1%
Apr-2017	47	-13.0%	79	-19.4%

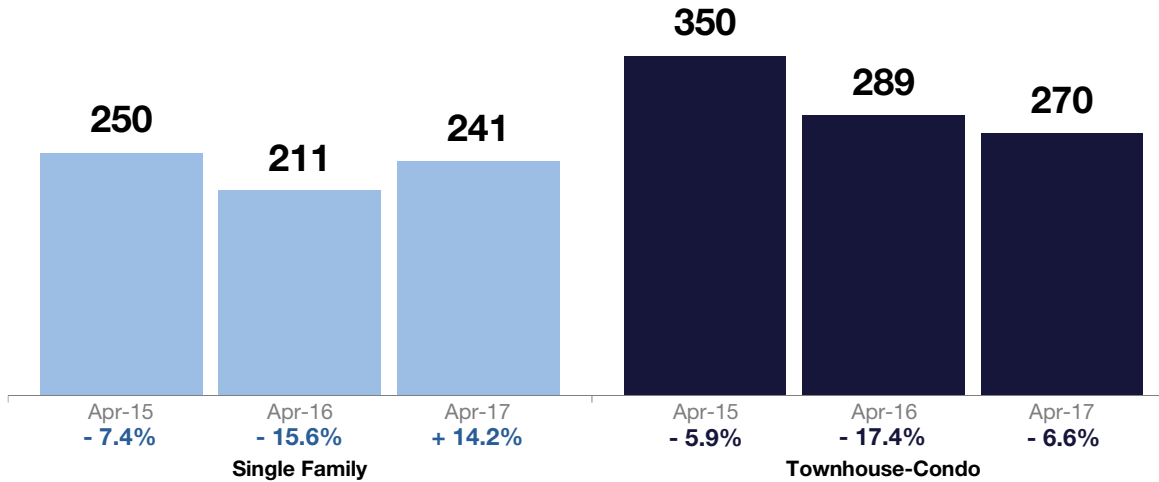
Historical Housing Affordability Index by Month



Inventory of Active Listings

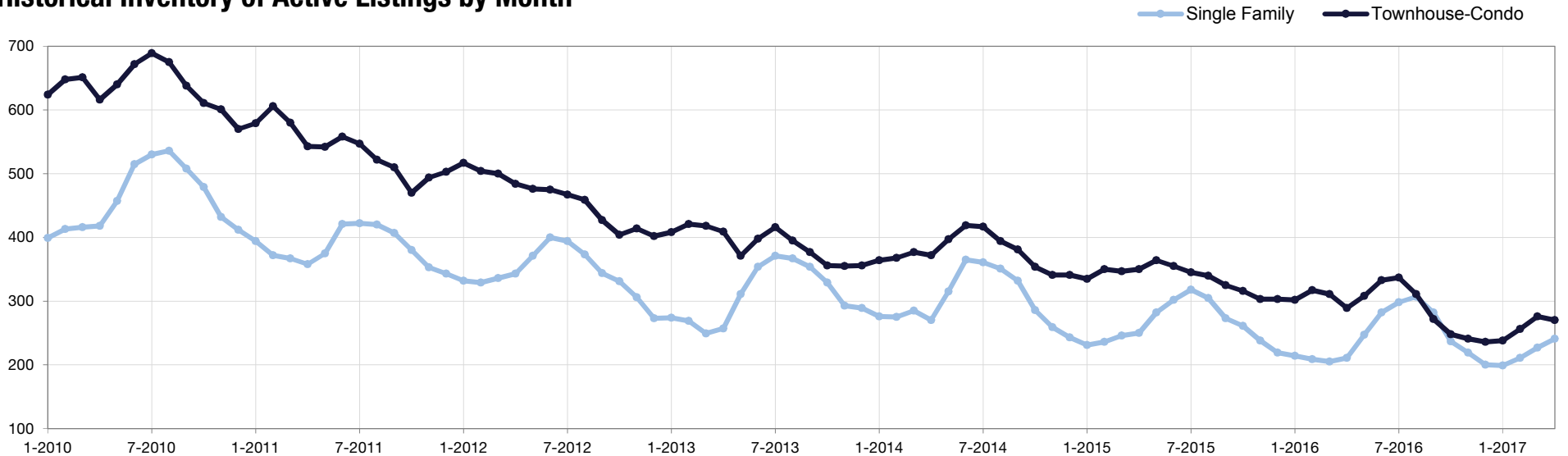


April



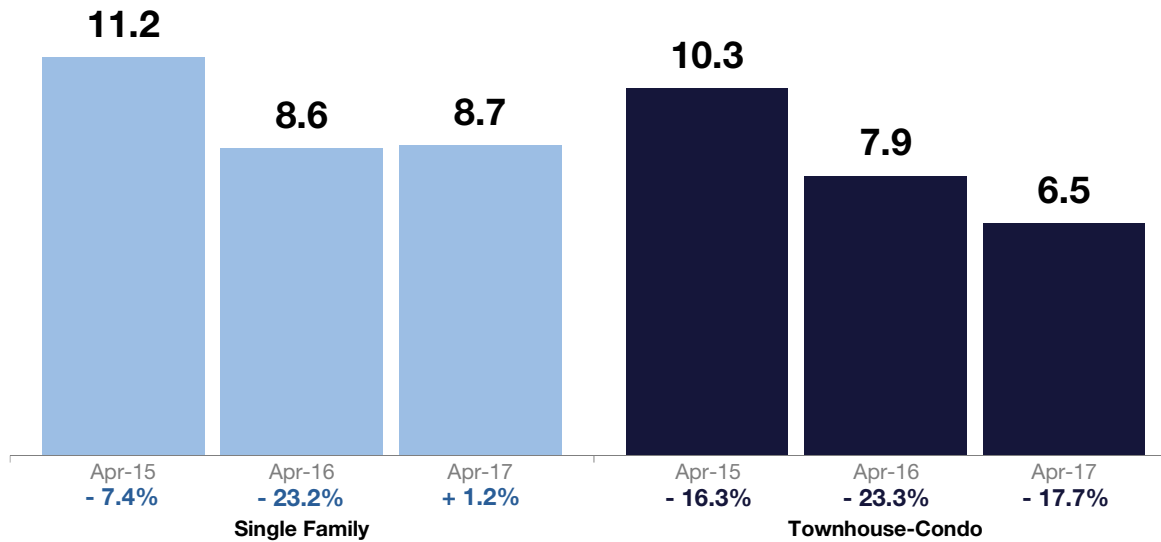
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	247	-12.4%	308	-15.4%
Jun-2016	282	-6.6%	333	-6.2%
Jul-2016	298	-6.3%	337	-2.3%
Aug-2016	307	+0.7%	311	-8.5%
Sep-2016	282	+3.3%	272	-16.3%
Oct-2016	237	-9.2%	248	-21.5%
Nov-2016	219	-8.0%	241	-20.5%
Dec-2016	200	-8.7%	236	-22.1%
Jan-2017	199	-7.0%	238	-21.2%
Feb-2017	211	+1.0%	256	-19.2%
Mar-2017	227	+10.7%	276	-11.3%
Apr-2017	241	+14.2%	270	-6.6%

Historical Inventory of Active Listings by Month



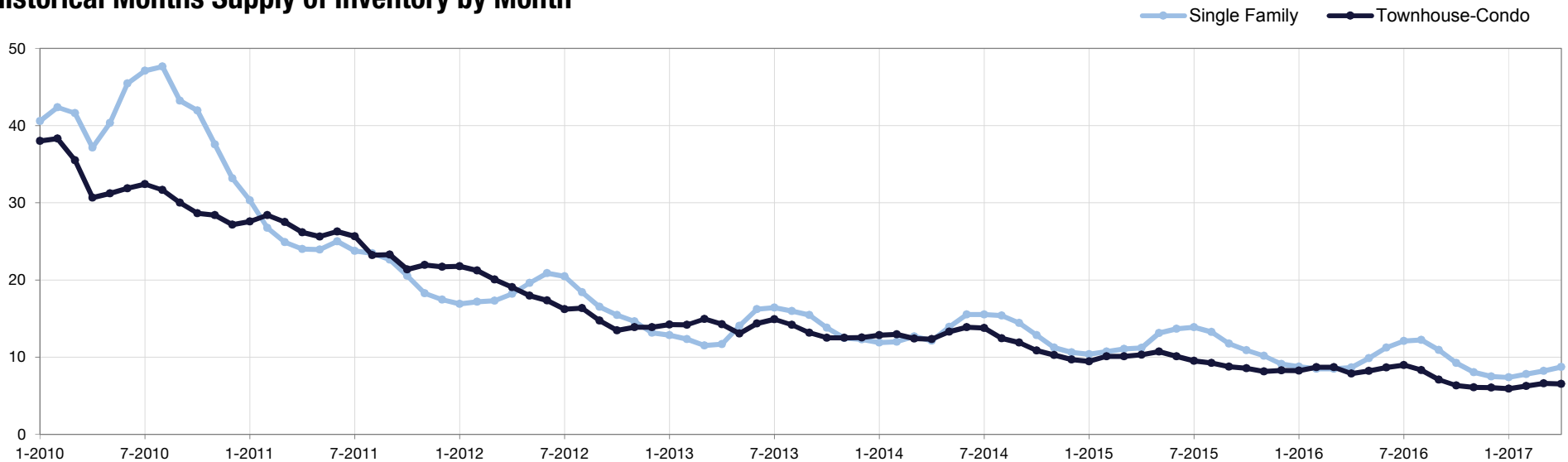
Months Supply of Inventory

April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2016	9.8	-25.2%	8.2	-23.4%
Jun-2016	11.2	-18.2%	8.7	-13.9%
Jul-2016	12.1	-12.9%	9.0	-5.3%
Aug-2016	12.2	-8.3%	8.3	-10.8%
Sep-2016	10.9	-6.8%	7.1	-18.4%
Oct-2016	9.2	-15.6%	6.3	-25.9%
Nov-2016	8.0	-21.6%	6.1	-25.6%
Dec-2016	7.5	-17.6%	6.1	-26.5%
Jan-2017	7.4	-15.9%	5.9	-28.9%
Feb-2017	7.8	-8.2%	6.2	-28.7%
Mar-2017	8.2	-3.5%	6.6	-24.1%
Apr-2017	8.7	+1.2%	6.5	-17.7%

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	4-2016	4-2017	Percent Change	YTD 2016	YTD 2017	Percent Change
New Listings		110	88	- 20.0%	364	354	- 2.7%
Pending Sales		82	79	- 3.7%	244	248	+ 1.6%
Sold Listings		61	53	- 13.1%	162	204	+ 25.9%
Median Sales Price		\$426,500	\$595,000	+ 39.5%	\$390,000	\$518,000	+ 32.8%
Average Sales Price		\$525,456	\$778,918	+ 48.2%	\$539,139	\$712,370	+ 32.1%
Pct. of List Price Received		96.7%	96.2%	- 0.5%	96.3%	96.6%	+ 0.3%
Days on Market		160	134	- 16.3%	154	158	+ 2.6%
Housing Affordability Index		86	60	- 30.2%	94	69	- 26.6%
Active Listings		506	523	+ 3.4%	--	--	--
Months Supply		8.2	7.4	- 9.8%	--	--	--

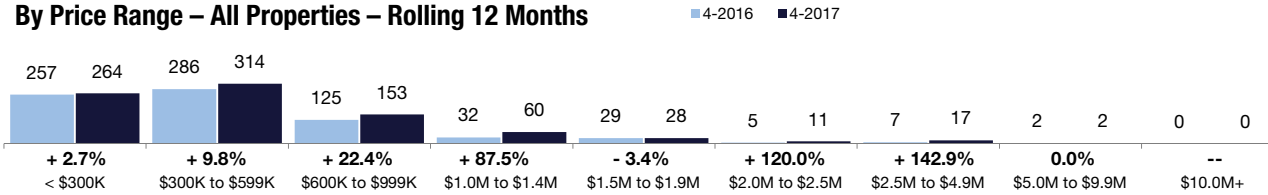
Closed Sales

Actual sales that have closed in a given month.

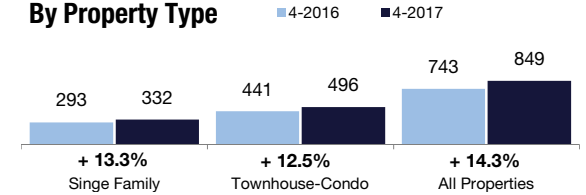


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$299,999 and Below	64	77	+ 20.3%	192	187	- 2.6%
\$300,000 to \$599,999	104	91	- 12.5%	180	214	+ 18.9%
\$600,000 to \$999,999	80	87	+ 8.7%	42	57	+ 35.7%
\$1,000,000 to \$1,499,999	17	34	+ 100.0%	14	23	+ 64.3%
\$1,500,000 to \$1,999,999	17	20	+ 17.6%	10	8	- 20.0%
\$2,000,000 to \$2,499,999	2	8	+ 300.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	7	13	+ 85.7%	0	4	--
\$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	332	+ 13.3%	441	496	+ 12.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2017	4-2017	Change	3-2017	4-2017	Change
\$299,999 and Below	2	2	0.0%	7	5	- 28.6%
\$300,000 to \$599,999	5	4	- 20.0%	17	17	0.0%
\$600,000 to \$999,999	5	10	+ 100.0%	9	4	- 55.6%
\$1,000,000 to \$1,499,999	4	4	0.0%	0	2	--
\$1,500,000 to \$1,999,999	1	0	- 100.0%	1	0	- 100.0%
\$2,000,000 to \$2,499,999	2	2	0.0%	1	1	0.0%
\$2,500,000 to \$4,999,999	1	0	- 100.0%	0	2	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	20	22	+ 10.0%	35	31	- 11.4%

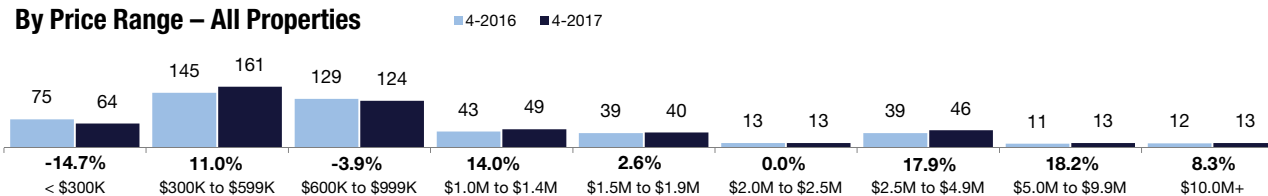
Year to Date

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$299,999 and Below	16	13	- 18.8%	42	35	- 16.7%
\$300,000 to \$599,999	14	17	+ 21.4%	41	57	+ 39.0%
\$600,000 to \$999,999	23	21	- 8.7%	8	24	+ 200.0%
\$1,000,000 to \$1,499,999	3	12	+ 300.0%	4	6	+ 50.0%
\$1,500,000 to \$1,999,999	2	2	0.0%	5	2	- 60.0%
\$2,000,000 to \$2,499,999	0	4	--	0	2	--
\$2,500,000 to \$4,999,999	1	1	0.0%	0	3	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	59	71	+ 20.3%	100	129	+ 29.0%

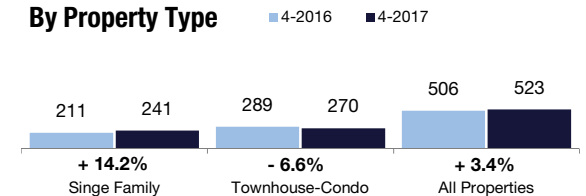
Inventory of Active Listings

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		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$299,999 and Below	22	22	0.0%	53	42	- 20.8%
\$300,000 to \$599,999	23	38	+ 65.2%	119	119	0.0%
\$600,000 to \$999,999	41	44	+ 7.3%	87	76	- 12.6%
\$1,000,000 to \$1,499,999	26	32	+ 23.1%	15	14	- 6.7%
\$1,500,000 to \$1,999,999	26	29	+ 11.5%	13	10	- 23.1%
\$2,000,000 to \$2,499,999	12	11	- 8.3%	1	2	+ 100.0%
\$2,500,000 to \$4,999,999	38	40	+ 5.3%	1	6	+ 500.0%
\$5,000,000 to \$9,999,999	11	13	+ 18.2%	0	0	--
\$10,000,000 and Above	12	12	0.0%	0	1	--
All Price Ranges	211	241	+ 14.2%	289	270	- 6.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2017	4-2017	Change	3-2017	4-2017	Change
\$299,999 and Below	25	22	- 12.0%	43	42	- 2.3%
\$300,000 to \$599,999	30	38	+ 26.7%	120	119	- 0.8%
\$600,000 to \$999,999	41	44	+ 7.3%	81	76	- 6.2%
\$1,000,000 to \$1,499,999	25	32	+ 28.0%	12	14	+ 16.7%
\$1,500,000 to \$1,999,999	30	29	- 3.3%	10	10	0.0%
\$2,000,000 to \$2,499,999	9	11	+ 22.2%	2	2	0.0%
\$2,500,000 to \$4,999,999	42	40	- 4.8%	7	6	- 14.3%
\$5,000,000 to \$9,999,999	13	13	0.0%	0	0	--
\$10,000,000 and Above	12	12	0.0%	1	1	0.0%
All Price Ranges	227	241	+ 6.2%	276	270	- 2.2%

Year to Date

By Price Range	Single Family			Condo		
	4-2016	4-2017	Change	4-2016	4-2017	Change
\$299,999 and Below	16	13	- 18.8%	42	35	- 16.7%
\$300,000 to \$599,999	14	17	+ 21.4%	41	57	+ 39.0%
\$600,000 to \$999,999	23	21	- 8.7%	8	24	+ 200.0%
\$1,000,000 to \$1,499,999	3	12	+ 300.0%	4	6	+ 50.0%
\$1,500,000 to \$1,999,999	2	2	0.0%	5	2	- 60.0%
\$2,000,000 to \$2,499,999	0	4	--	0	2	--
\$2,500,000 to \$4,999,999	1	1	0.0%	0	3	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	59	71	+ 20.3%	100	129	+ 29.0%

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.