

Monthly Indicators



August 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 28.9 percent for single family homes and 12.7 percent for townhouse-condo properties. Pending Sales increased 50.0 percent for single family homes but decreased 15.2 percent for townhouse-condo properties.

The Median Sales Price was up 17.5 percent to \$670,000 for single family homes and 2.0 percent to \$387,750 for townhouse-condo properties. Days on Market decreased 68.5 percent for single family homes and 31.6 percent for townhouse-condo properties.

While some are starting to look for recessionary signs like fewer sales, dropping prices and even foreclosures, others are taking a more cautious and research-based approach to their predictions. The fact remains that the trends do not yet support a dramatic shift away from what has been experienced over the last several years. Housing starts are performing admirably if not excitingly, prices are still inching upward, supply remains low and consumers are optimistic. The U.S. economy is under scrutiny but certainly not deteriorating.

Activity Snapshot

- 11.7%	+ 10.0%	- 0.8%
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	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		38	49	+ 28.9%	383	424	+ 10.7%
Pending Sales		26	39	+ 50.0%	240	264	+ 10.0%
Sold Listings		38	48	+ 26.3%	212	232	+ 9.4%
Median Sales Price		\$570,000	\$670,000	+ 17.5%	\$578,000	\$632,500	+ 9.4%
Average Sales Price		\$778,203	\$996,844	+ 28.1%	\$707,525	\$843,552	+ 19.2%
Pct. of List Price Received		96.3%	96.2%	- 0.1%	96.0%	96.5%	+ 0.5%
Days on Market		92	29	- 68.5%	88	77	- 12.5%
Housing Affordability Index		64	50	- 21.9%	63	53	- 15.9%
Active Listings		202	232	+ 14.9%	--	--	--
Months Supply		7.1	7.9	+ 11.3%	--	--	--

Townhouse-Condo Market Overview

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

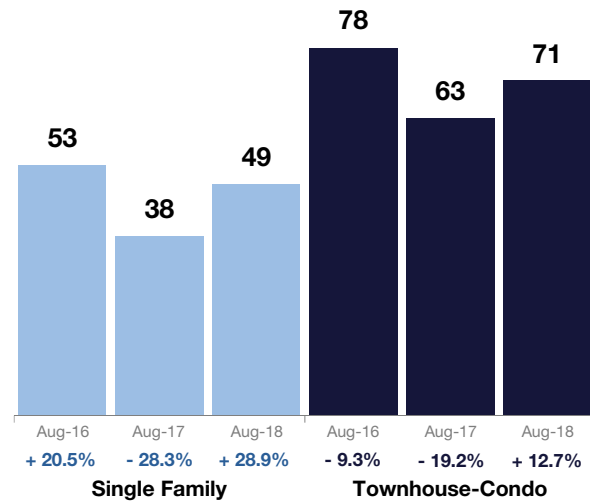


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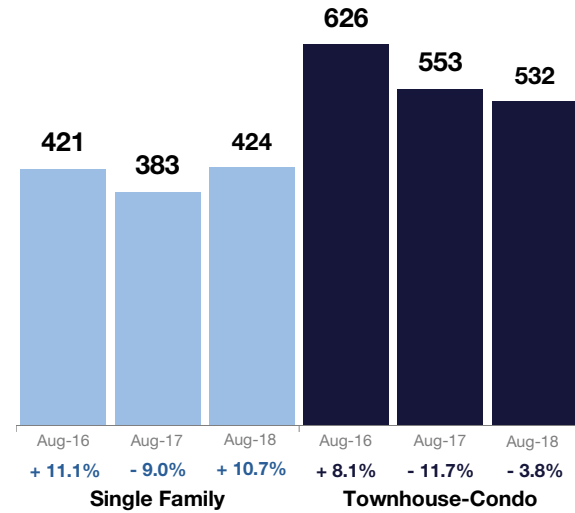
Key Metrics	Historical Sparkbars	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		63	71	+ 12.7%	553	532	- 3.8%
Pending Sales		79	67	- 15.2%	433	403	- 6.9%
Sold Listings		73	50	- 31.5%	402	368	- 8.5%
Median Sales Price		\$380,000	\$387,750	+ 2.0%	\$360,000	\$375,000	+ 4.2%
Average Sales Price		\$421,823	\$497,780	+ 18.0%	\$450,687	\$466,072	+ 3.4%
Pct. of List Price Received		96.7%	96.8%	+ 0.1%	96.9%	97.2%	+ 0.3%
Days on Market		98	67	- 31.6%	106	81	- 23.6%
Housing Affordability Index		96	87	- 9.4%	101	90	- 10.9%
Active Listings		295	261	- 11.5%	--	--	--
Months Supply		5.8	5.4	- 6.9%	--	--	--

New Listings

August

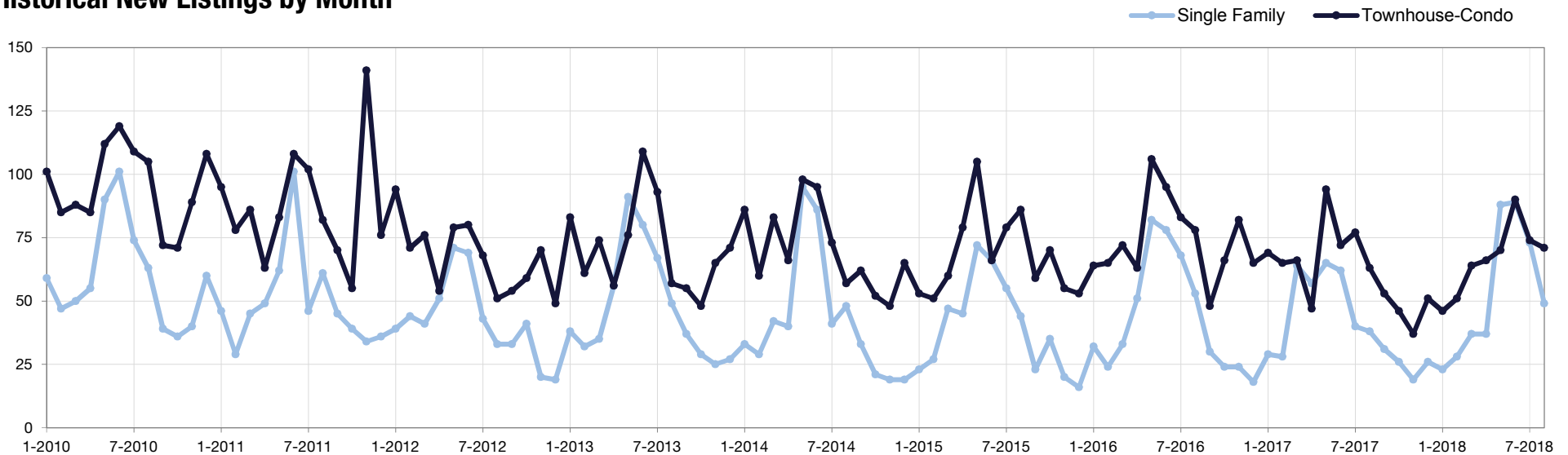


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	31	+3.3%	53	+10.4%
Oct-2017	26	+8.3%	46	-30.3%
Nov-2017	19	-20.8%	37	-54.9%
Dec-2017	26	+44.4%	51	-21.5%
Jan-2018	23	-20.7%	46	-33.3%
Feb-2018	28	0.0%	51	-21.5%
Mar-2018	37	-42.2%	64	-3.0%
Apr-2018	37	-35.1%	66	+40.4%
May-2018	88	+35.4%	70	-25.5%
Jun-2018	89	+43.5%	90	+25.0%
Jul-2018	73	+82.5%	74	-3.9%
Aug-2018	49	+28.9%	71	+12.7%

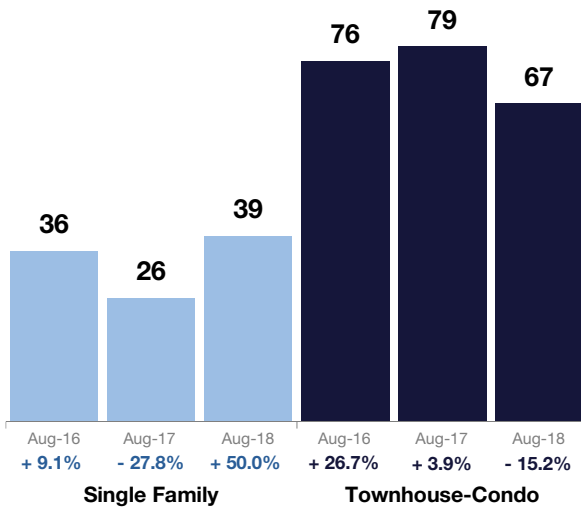
Historical New Listings by Month



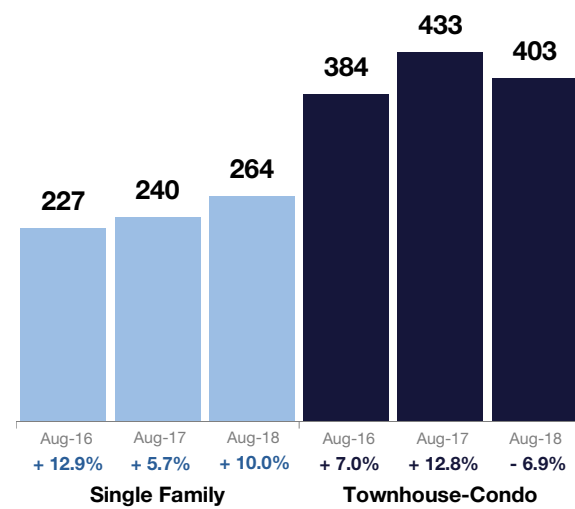
Pending Sales



August

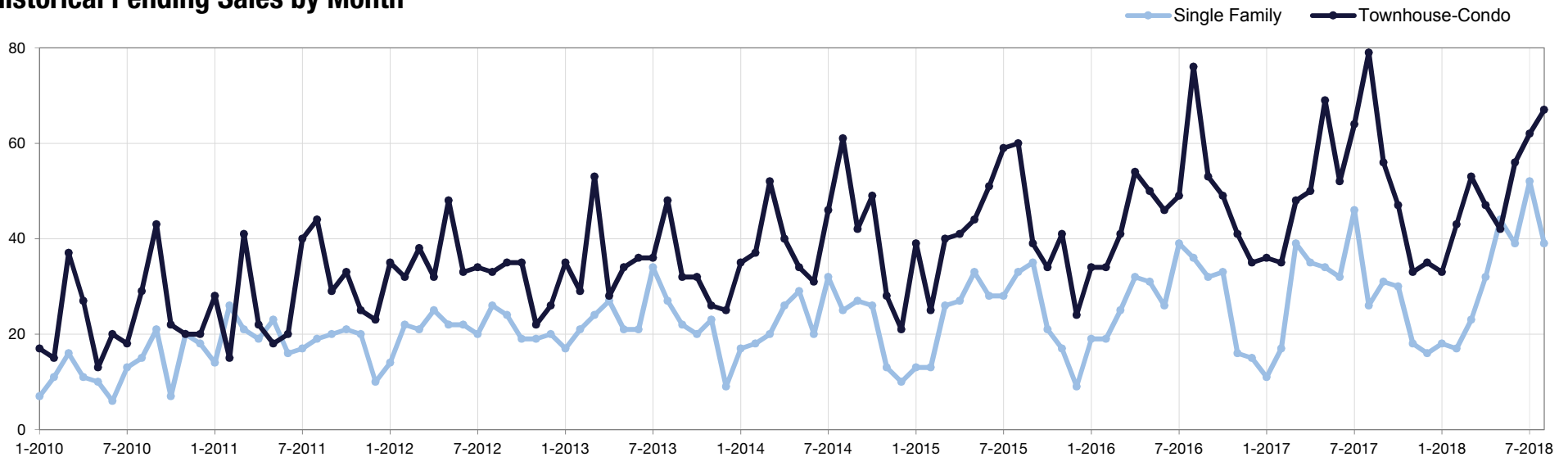


Year to Date



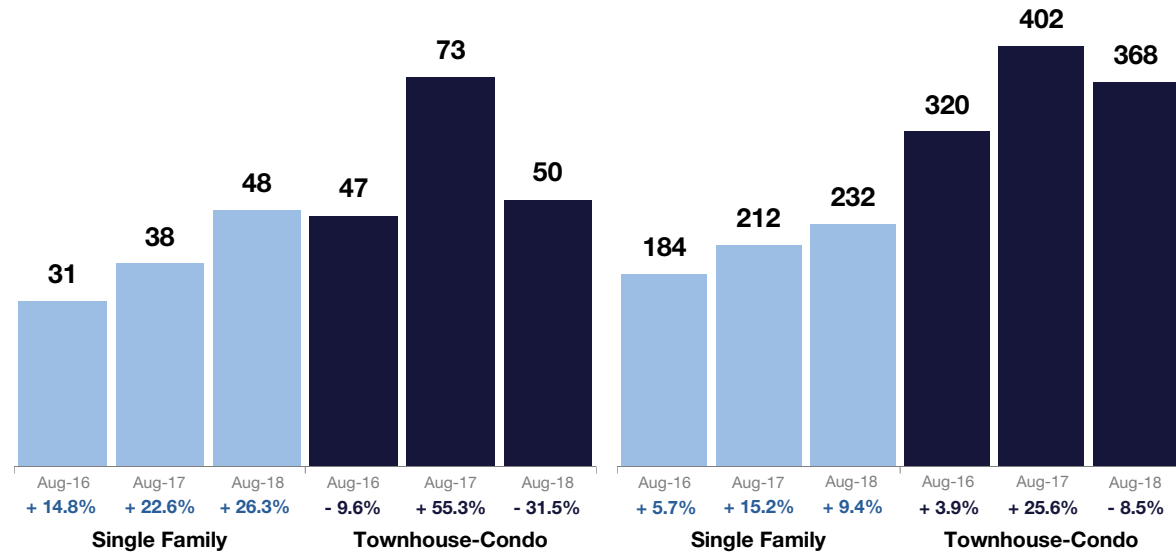
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	31	-3.1%	56	+5.7%
Oct-2017	30	-9.1%	47	-4.1%
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	16	+6.7%	35	0.0%
Jan-2018	18	+63.6%	33	-8.3%
Feb-2018	17	0.0%	43	+22.9%
Mar-2018	23	-41.0%	53	+10.4%
Apr-2018	32	-8.6%	47	-6.0%
May-2018	44	+29.4%	42	-39.1%
Jun-2018	39	+21.9%	56	+7.7%
Jul-2018	52	+13.0%	62	-3.1%
Aug-2018	39	+50.0%	67	-15.2%

Historical Pending Sales by Month



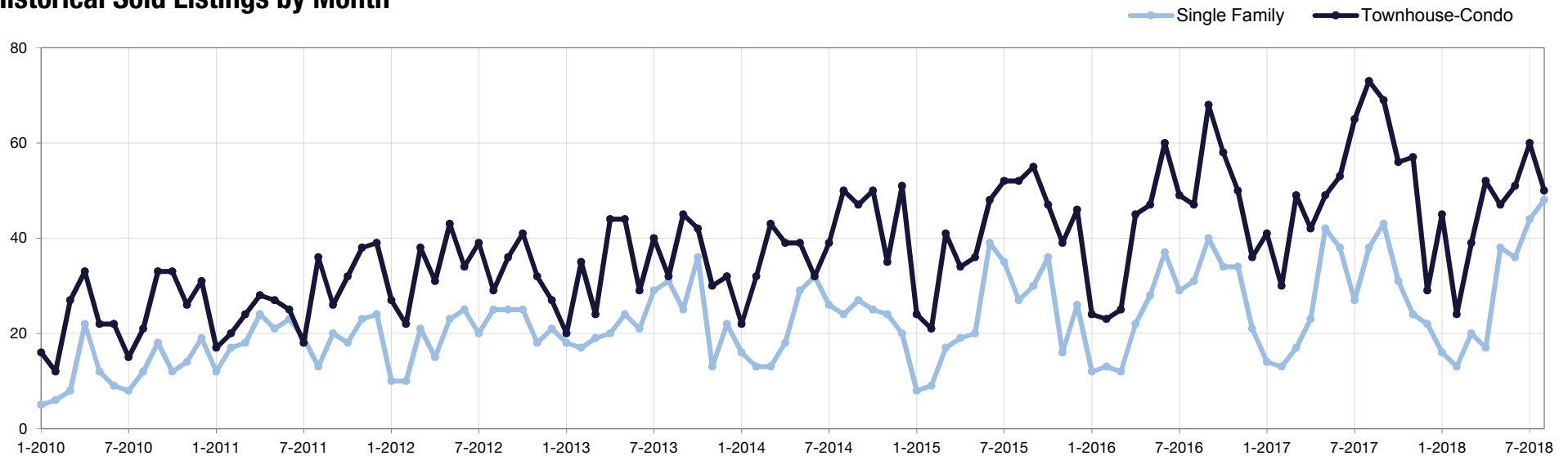
Sold Listings

August



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	43	+7.5%	69	+1.5%
Oct-2017	31	-8.8%	56	-3.4%
Nov-2017	24	-29.4%	57	+14.0%
Dec-2017	22	+4.8%	29	-19.4%
Jan-2018	16	+14.3%	45	+9.8%
Feb-2018	13	0.0%	24	-20.0%
Mar-2018	20	+17.6%	39	-20.4%
Apr-2018	17	-26.1%	52	+23.8%
May-2018	38	-9.5%	47	-4.1%
Jun-2018	36	-5.3%	51	-3.8%
Jul-2018	44	+63.0%	60	-7.7%
Aug-2018	48	+26.3%	50	-31.5%

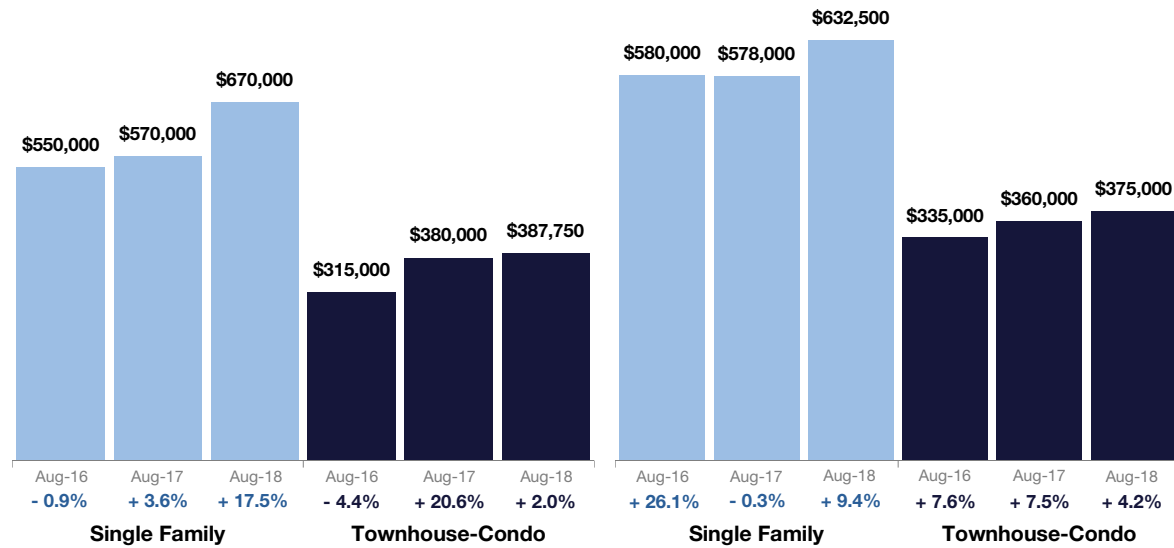
Historical Sold Listings by Month



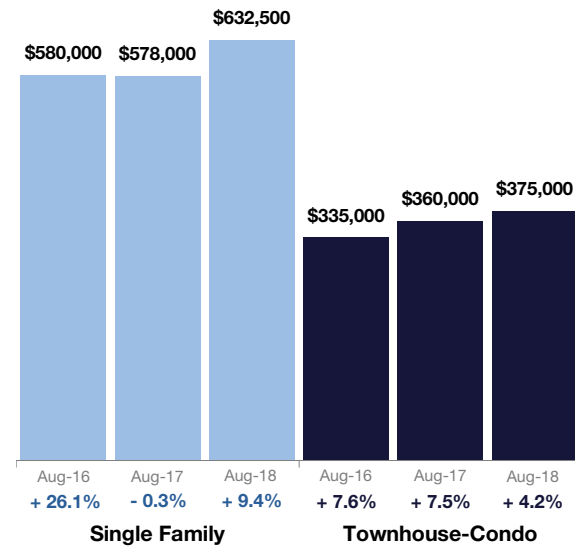
Median Sales Price



August

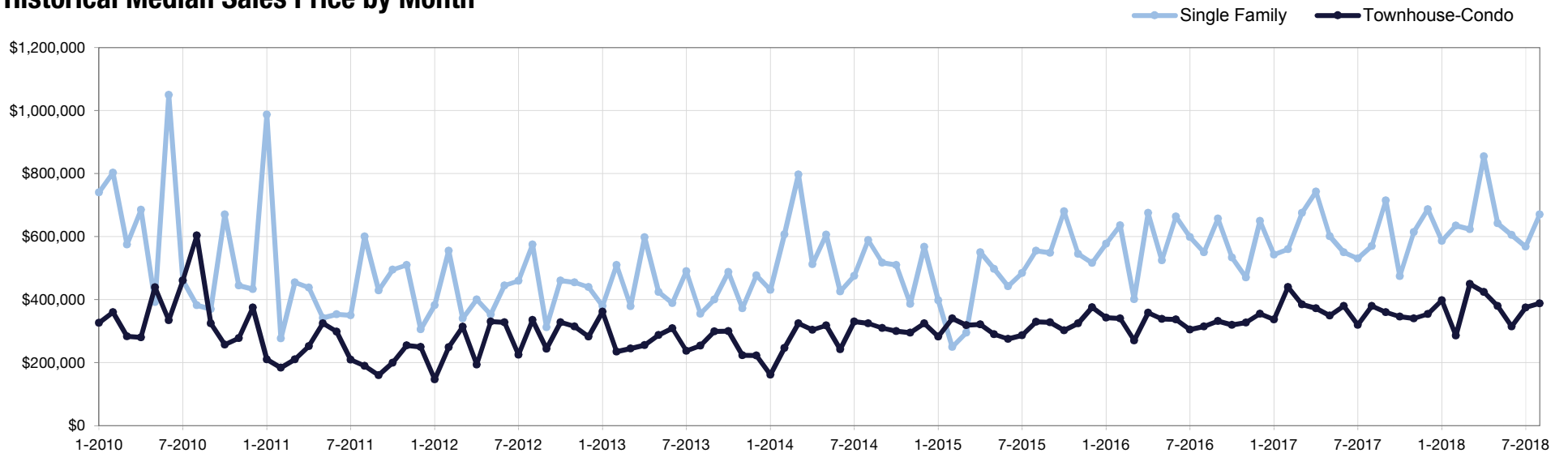


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	\$715,000	+8.8%	\$360,000	+8.5%
Oct-2017	\$474,000	-11.2%	\$346,000	+8.1%
Nov-2017	\$614,000	+30.6%	\$340,000	+4.0%
Dec-2017	\$687,000	+5.7%	\$354,000	-0.3%
Jan-2018	\$586,400	+8.1%	\$398,000	+18.0%
Feb-2018	\$635,000	+13.4%	\$285,585	-35.1%
Mar-2018	\$623,250	-7.7%	\$449,500	+16.8%
Apr-2018	\$855,000	+15.2%	\$424,200	+13.9%
May-2018	\$642,000	+6.9%	\$380,000	+8.9%
Jun-2018	\$605,000	+10.0%	\$315,000	-17.0%
Jul-2018	\$568,575	+7.3%	\$375,000	+17.2%
Aug-2018	\$670,000	+17.5%	\$387,750	+2.0%

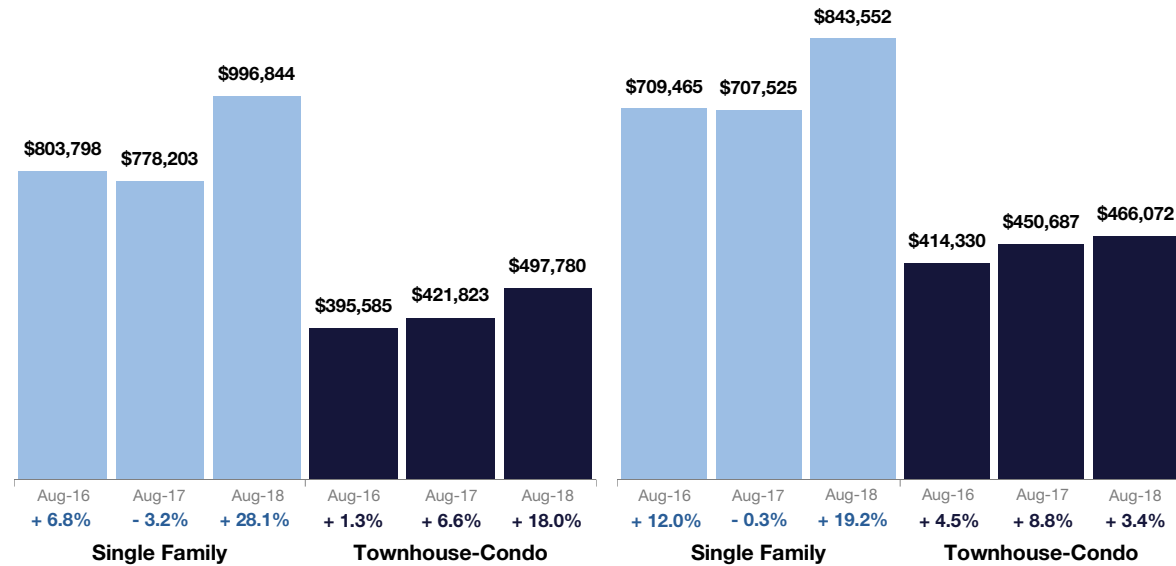
Historical Median Sales Price by Month



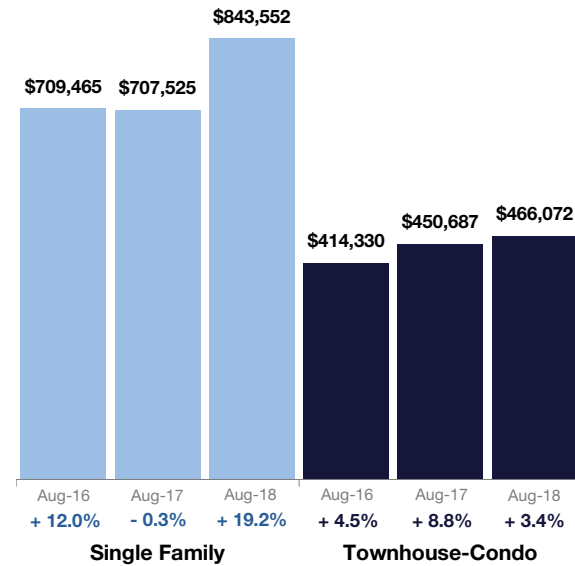
Average Sales Price



August

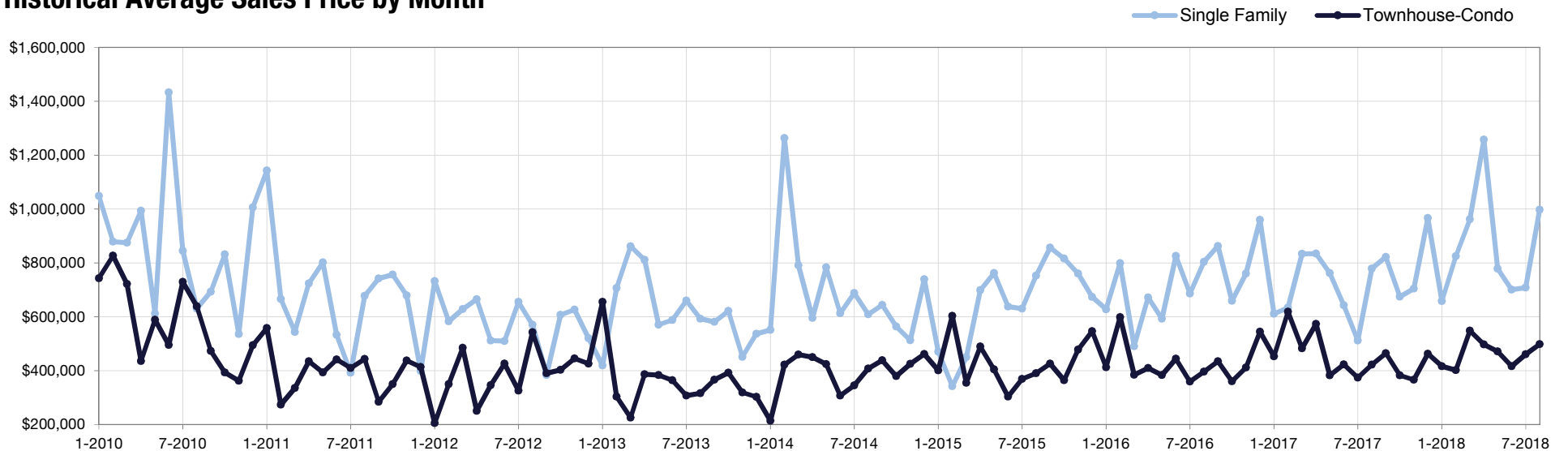


Year to Date



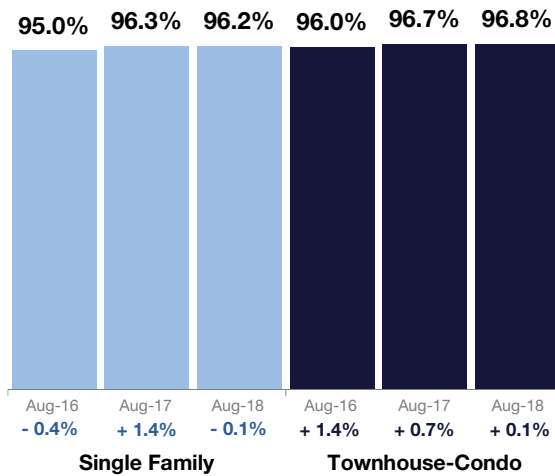
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	\$821,762	-4.7%	\$464,430	+6.9%
Oct-2017	\$674,307	+2.3%	\$382,294	+6.1%
Nov-2017	\$704,214	-7.4%	\$366,333	-10.9%
Dec-2017	\$966,682	+0.8%	\$462,682	-15.0%
Jan-2018	\$658,075	+7.8%	\$416,033	-8.1%
Feb-2018	\$825,231	+30.1%	\$402,033	-35.0%
Mar-2018	\$961,900	+15.4%	\$548,222	+13.5%
Apr-2018	\$1,257,789	+50.8%	\$496,850	-13.4%
May-2018	\$778,526	+2.1%	\$471,383	+23.1%
Jun-2018	\$700,365	+8.9%	\$416,230	-1.6%
Jul-2018	\$708,655	+38.5%	\$460,930	+23.2%
Aug-2018	\$996,844	+28.1%	\$497,780	+18.0%

Historical Average Sales Price by Month

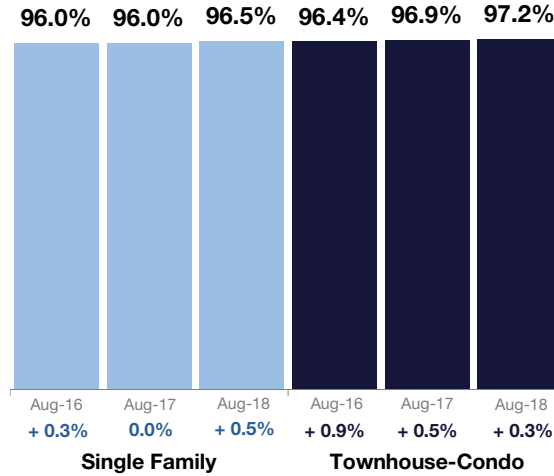


Percent of List Price Received

August

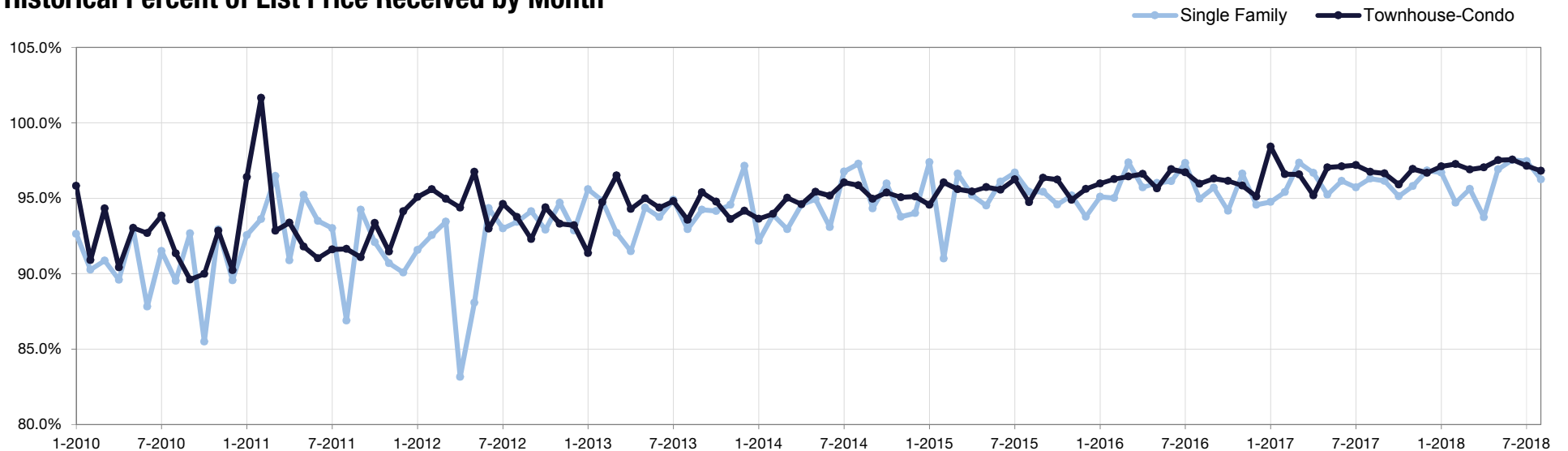


Year to Date



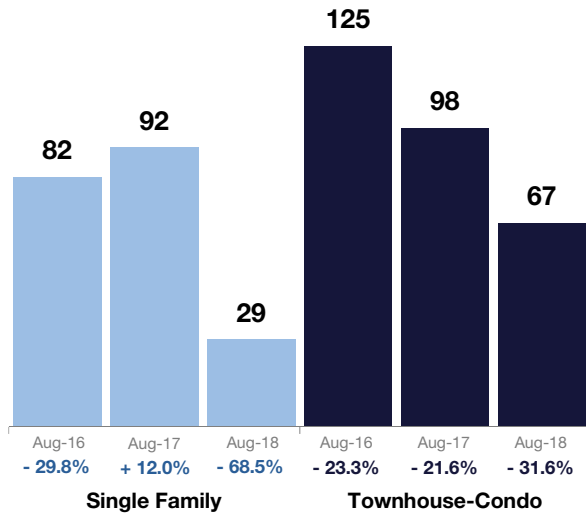
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	96.2%	+0.5%	96.7%	+0.4%
Oct-2017	95.1%	+1.0%	95.9%	-0.2%
Nov-2017	95.8%	-0.8%	96.9%	+1.1%
Dec-2017	96.8%	+2.3%	96.7%	+1.7%
Jan-2018	96.7%	+2.1%	97.1%	-1.3%
Feb-2018	94.7%	-0.7%	97.3%	+0.7%
Mar-2018	95.6%	-1.8%	96.9%	+0.3%
Apr-2018	93.7%	-3.1%	97.0%	+1.9%
May-2018	96.9%	+1.8%	97.5%	+0.4%
Jun-2018	97.5%	+1.4%	97.6%	+0.5%
Jul-2018	97.5%	+1.9%	97.1%	-0.1%
Aug-2018	96.2%	-0.1%	96.8%	+0.1%

Historical Percent of List Price Received by Month

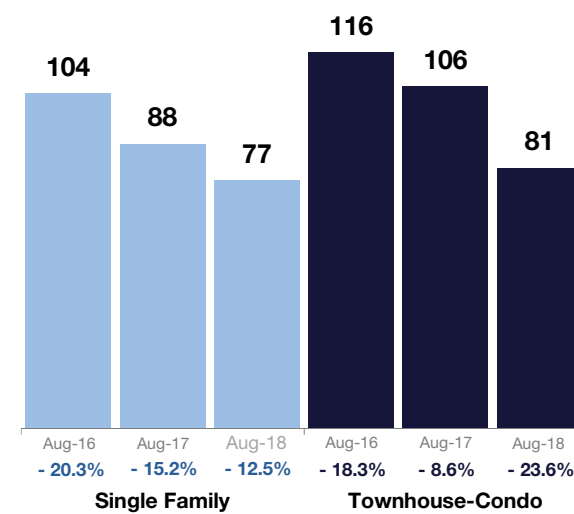


Days on Market Until Sale

August

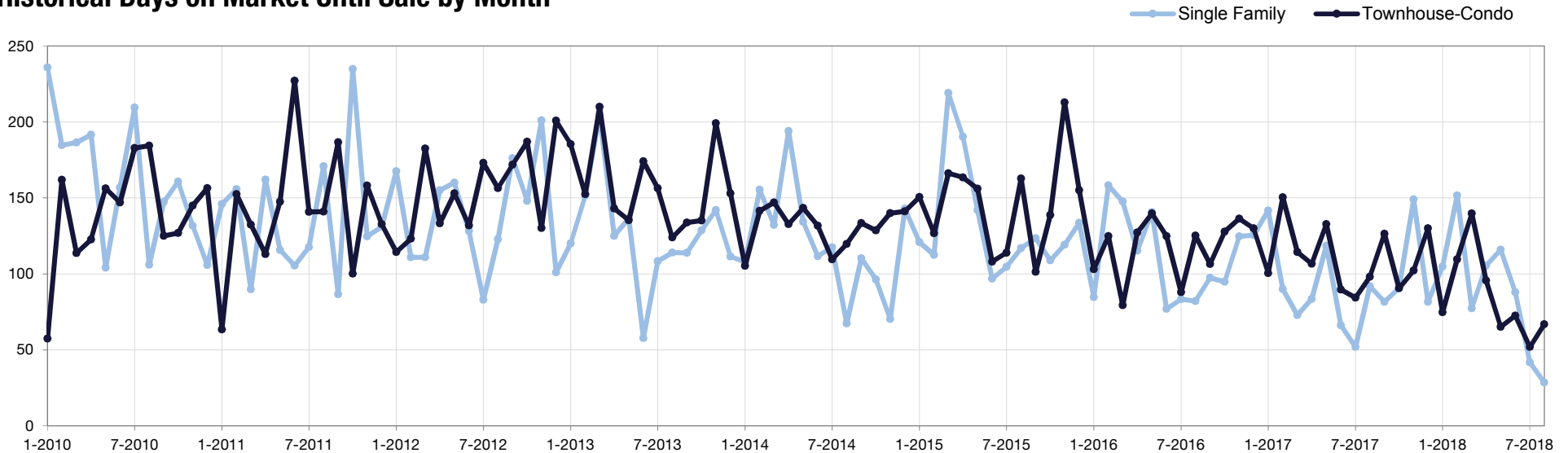


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	82	-15.5%	126	+17.8%
Oct-2017	91	-4.2%	90	-29.7%
Nov-2017	149	+19.2%	102	-25.0%
Dec-2017	82	-34.9%	130	0.0%
Jan-2018	105	-26.1%	75	-25.0%
Feb-2018	152	+68.9%	110	-26.7%
Mar-2018	77	+5.5%	140	+22.8%
Apr-2018	105	+25.0%	96	-10.3%
May-2018	116	-1.7%	65	-51.1%
Jun-2018	88	+33.3%	72	-20.0%
Jul-2018	42	-19.2%	52	-38.1%
Aug-2018	29	-68.5%	67	-31.6%

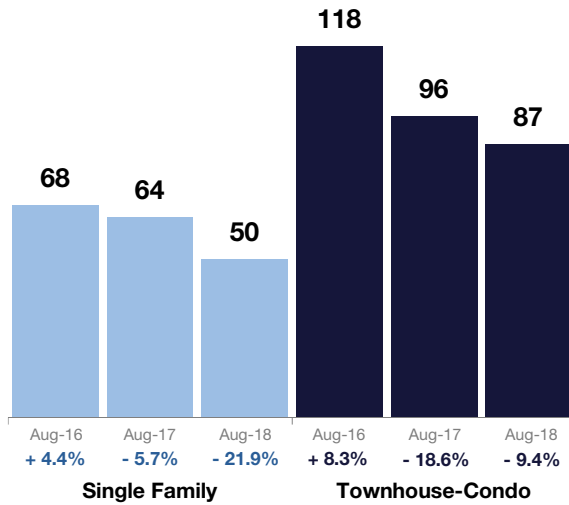
Historical Days on Market Until Sale by Month



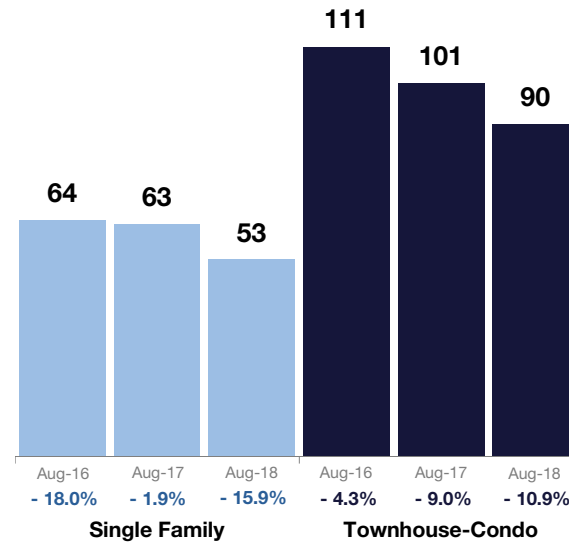
Housing Affordability Index



August

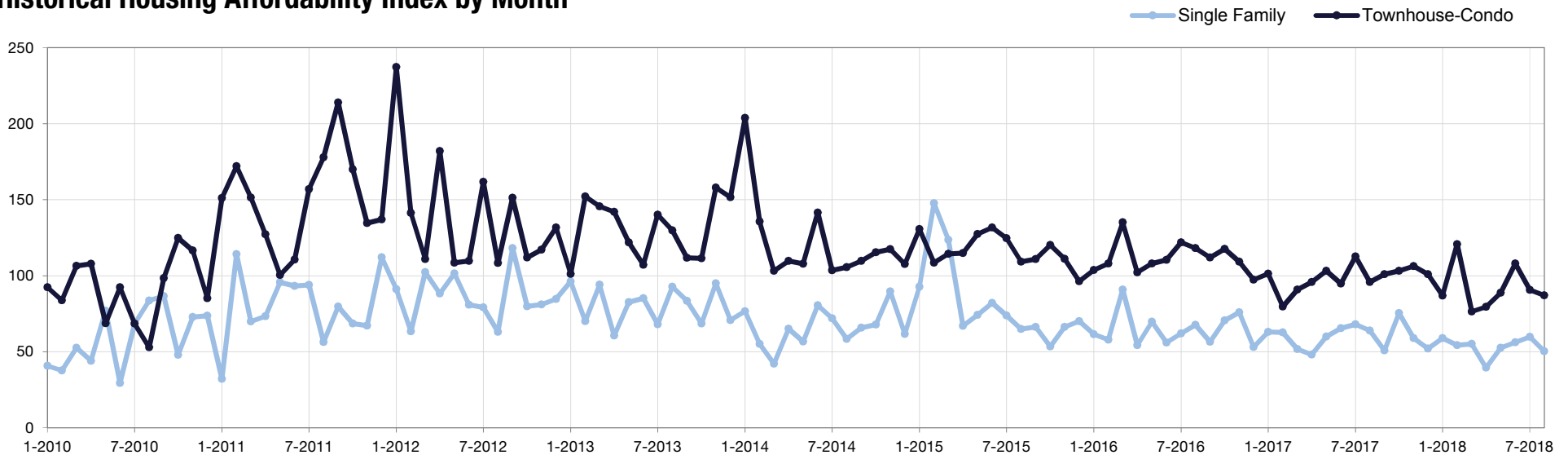


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	51	-10.5%	101	-9.8%
Oct-2017	75	+5.6%	103	-12.7%
Nov-2017	59	-22.4%	106	-2.8%
Dec-2017	52	-1.9%	101	+4.1%
Jan-2018	59	-6.3%	87	-13.9%
Feb-2018	54	-14.3%	121	+51.3%
Mar-2018	55	+5.8%	76	-16.5%
Apr-2018	39	-18.8%	80	-16.7%
May-2018	53	-11.7%	89	-13.6%
Jun-2018	56	-13.8%	108	+13.7%
Jul-2018	60	-11.8%	91	-19.5%
Aug-2018	50	-21.9%	87	-9.4%

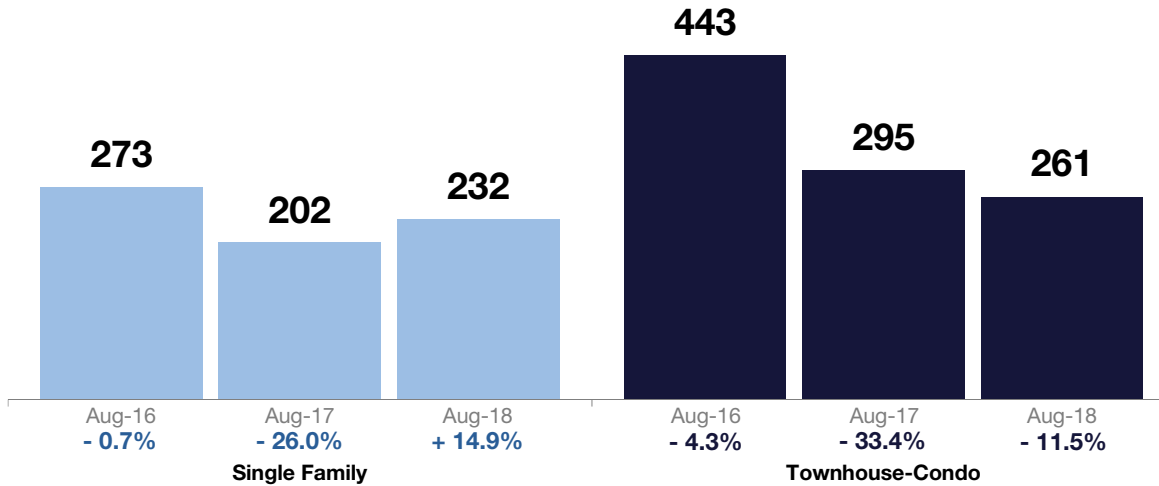
Historical Housing Affordability Index by Month



Inventory of Active Listings

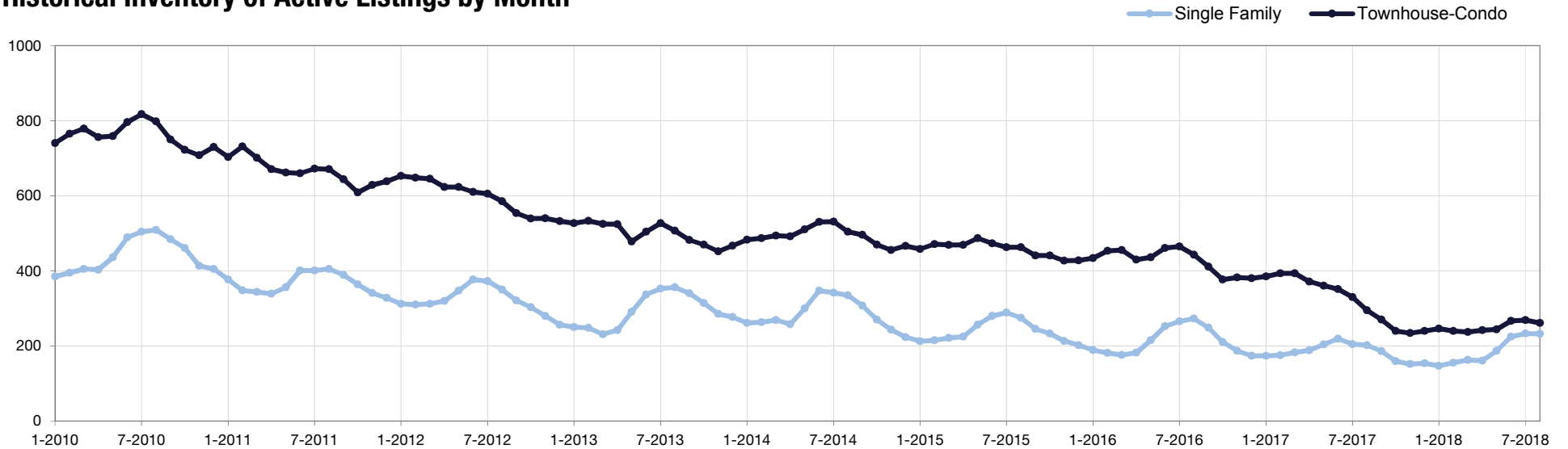


August



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	186	-25.3%	270	-34.3%
Oct-2017	159	-24.3%	240	-36.3%
Nov-2017	152	-18.7%	234	-38.7%
Dec-2017	154	-11.5%	240	-36.8%
Jan-2018	147	-15.5%	246	-36.1%
Feb-2018	155	-11.4%	240	-38.9%
Mar-2018	163	-10.9%	237	-39.7%
Apr-2018	161	-14.4%	242	-34.8%
May-2018	187	-8.3%	244	-32.2%
Jun-2018	225	+2.7%	267	-23.9%
Jul-2018	233	+13.7%	269	-18.5%
Aug-2018	232	+14.9%	261	-11.5%

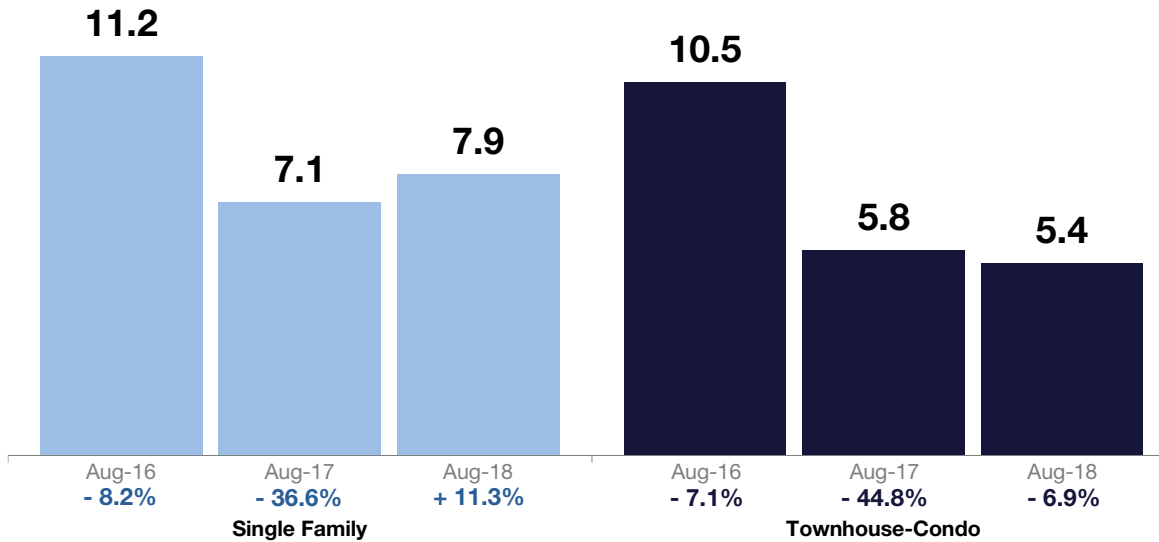
Historical Inventory of Active Listings by Month



Months Supply of Inventory

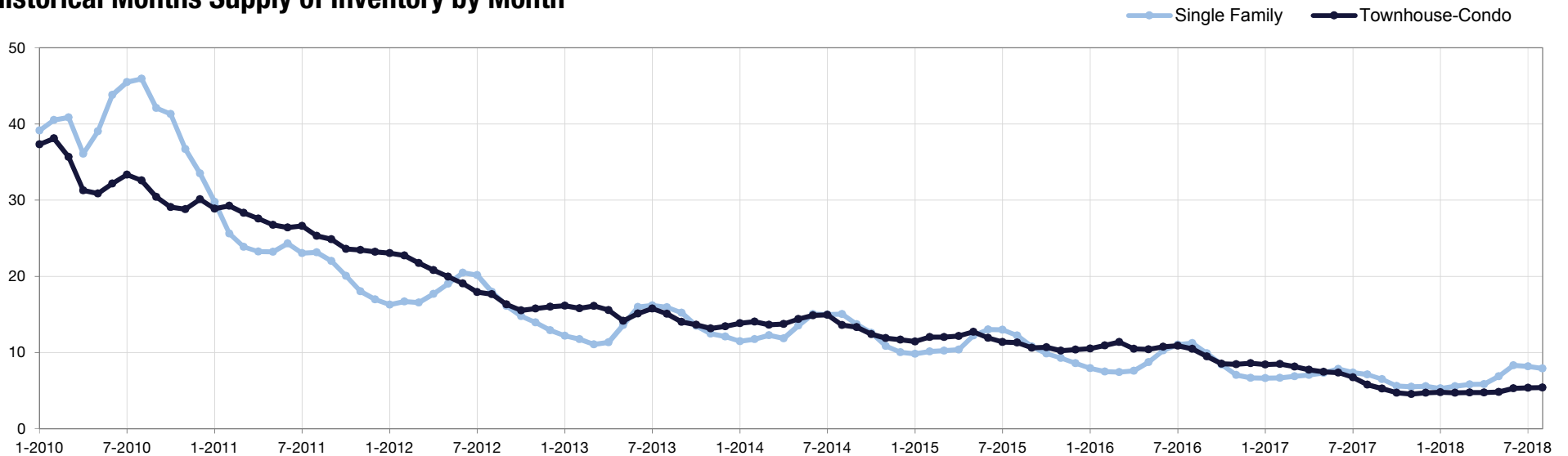


August



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Sep-2017	6.5	-34.3%	5.3	-44.2%
Oct-2017	5.6	-33.3%	4.7	-44.7%
Nov-2017	5.5	-22.5%	4.5	-47.1%
Dec-2017	5.6	-16.4%	4.7	-45.3%
Jan-2018	5.3	-19.7%	4.8	-42.9%
Feb-2018	5.6	-16.4%	4.7	-44.7%
Mar-2018	5.8	-15.9%	4.7	-42.0%
Apr-2018	5.8	-17.1%	4.8	-37.7%
May-2018	6.9	-5.5%	4.8	-36.0%
Jun-2018	8.3	+6.4%	5.3	-28.4%
Jul-2018	8.2	+10.8%	5.4	-19.4%
Aug-2018	7.9	+11.3%	5.4	-6.9%

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	8-2017	8-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		101	120	+ 18.8%	936	956	+ 2.1%
Pending Sales		105	106	+ 1.0%	673	667	- 0.9%
Sold Listings		111	98	- 11.7%	614	600	- 2.3%
Median Sales Price		\$450,000	\$495,000	+ 10.0%	\$415,000	\$442,500	+ 6.6%
Average Sales Price		\$543,827	\$742,219	+ 36.5%	\$539,367	\$612,031	+ 13.5%
Pct. of List Price Received		96.6%	96.5%	- 0.1%	96.6%	96.9%	+ 0.3%
Days on Market		96	48	- 50.0%	100	79	- 21.0%
Housing Affordability Index		81	68	- 16.0%	88	76	- 13.6%
Active Listings		497	493	- 0.8%	--	--	--
Months Supply		6.2	6.4	+ 3.2%	--	--	--

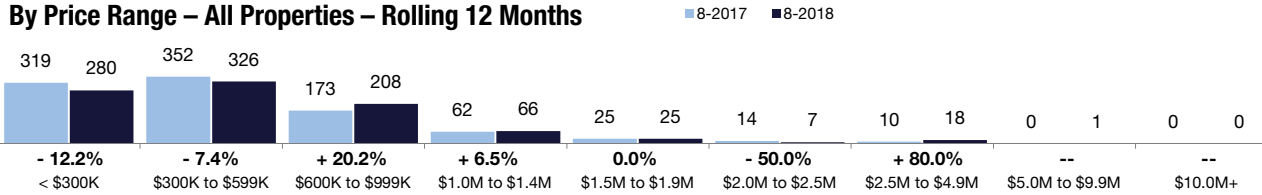
Closed Sales

Actual sales that have closed in a given month.

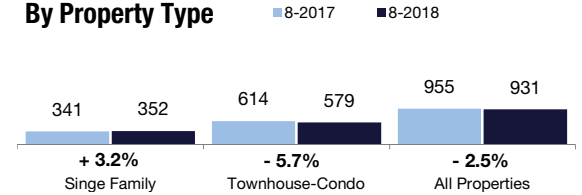


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$299,999 and Below	83	62	-25.3%	236	218	-7.6%
\$300,000 to \$599,999	97	98	+1.0%	255	228	-10.6%
\$600,000 to \$999,999	86	104	+20.9%	87	104	+19.5%
\$1,000,000 to \$1,499,999	38	52	+36.8%	24	14	-41.7%
\$1,500,000 to \$1,999,999	19	14	-26.3%	6	11	+83.3%
\$2,000,000 to \$2,499,999	11	5	-54.5%	3	2	-33.3%
\$2,500,000 to \$4,999,999	7	16	+128.6%	3	2	-33.3%
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	341	352	+3.2%	614	579	-5.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$299,999 and Below	9	9	0.0%	22	15	-31.8%
\$300,000 to \$599,999	15	10	-33.3%	25	22	-12.0%
\$600,000 to \$999,999	11	12	+9.1%	11	9	-18.2%
\$1,000,000 to \$1,499,999	7	9	+28.6%	1	2	+100.0%
\$1,500,000 to \$1,999,999	0	2	--	0	2	--
\$2,000,000 to \$2,499,999	0	1	--	1	0	-100.0%
\$2,500,000 to \$4,999,999	2	5	+150.0%	0	0	--
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	44	48	+9.1%	60	50	-16.7%

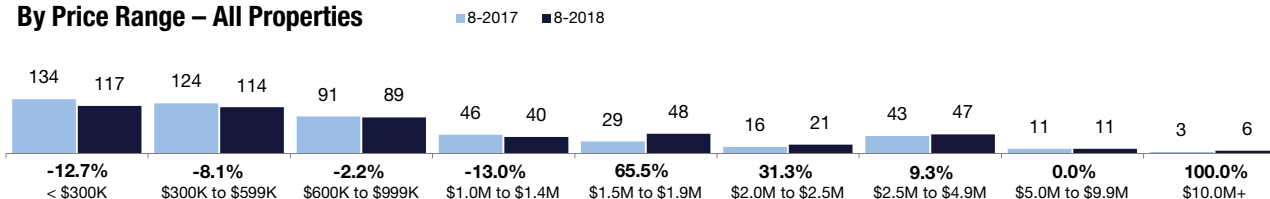
Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$299,999 and Below	53	46	-13.2%	149	133	-10.7%
\$300,000 to \$599,999	57	61	+7.0%	171	142	-17.0%
\$600,000 to \$999,999	55	63	+14.5%	63	73	+15.9%
\$1,000,000 to \$1,499,999	28	36	+28.6%	11	10	-9.1%
\$1,500,000 to \$1,999,999	10	10	0.0%	3	8	+166.7%
\$2,000,000 to \$2,499,999	8	3	-62.5%	2	2	0.0%
\$2,500,000 to \$4,999,999	1	12	+1,200.0%	3	0	-100.0%
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	212	232	+9.4%	402	368	-8.5%

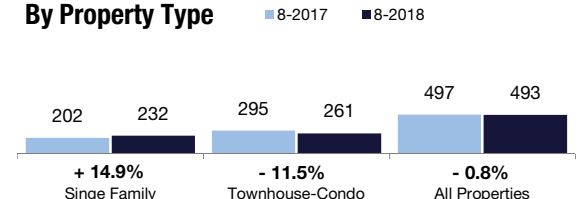
Inventory of Active Listings

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		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$299,999 and Below	12	17	+41.7%	122	100	-18.0%
\$300,000 to \$599,999	40	37	-7.5%	84	77	-8.3%
\$600,000 to \$999,999	38	45	+18.4%	53	44	-17.0%
\$1,000,000 to \$1,499,999	32	28	-12.5%	14	12	-14.3%
\$1,500,000 to \$1,999,999	20	36	+80.0%	9	12	+33.3%
\$2,000,000 to \$2,499,999	12	16	+33.3%	4	5	+25.0%
\$2,500,000 to \$4,999,999	35	38	+8.6%	8	9	+12.5%
\$5,000,000 to \$9,999,999	11	10	-9.1%	0	1	--
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
All Price Ranges	202	232	+14.9%	295	261	-11.5%

Compared to Prior Month

By Price Range	Single Family			Condo		
	7-2018	8-2018	Change	7-2018	8-2018	Change
\$299,999 and Below	16	17	+6.3%	100	100	0.0%
\$300,000 to \$599,999	37	37	0.0%	82	77	-6.1%
\$600,000 to \$999,999	47	45	-4.3%	48	44	-8.3%
\$1,000,000 to \$1,499,999	30	28	-6.7%	12	12	0.0%
\$1,500,000 to \$1,999,999	32	36	+12.5%	12	12	0.0%
\$2,000,000 to \$2,499,999	16	16	0.0%	5	5	0.0%
\$2,500,000 to \$4,999,999	38	38	0.0%	9	9	0.0%
\$5,000,000 to \$9,999,999	12	10	-16.7%	0	1	--
\$10,000,000 and Above	5	5	0.0%	1	1	0.0%
All Price Ranges	233	232	-0.4%	269	261	-3.0%

Year to Date

By Price Range	Single Family			Condo		
	8-2017	8-2018	Change	8-2017	8-2018	Change
\$299,999 and Below	12	17	+41.7%	122	100	-18.0%
\$300,000 to \$599,999	40	37	-7.5%	84	77	-8.3%
\$600,000 to \$999,999	38	45	+18.4%	53	44	-17.0%
\$1,000,000 to \$1,499,999	32	28	-12.5%	14	12	-14.3%
\$1,500,000 to \$1,999,999	20	36	+80.0%	9	12	+33.3%
\$2,000,000 to \$2,499,999	12	16	+33.3%	4	5	+25.0%
\$2,500,000 to \$4,999,999	35	38	+8.6%	8	9	+12.5%
\$5,000,000 to \$9,999,999	11	10	-9.1%	0	1	--
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
All Price Ranges	202	232	+14.9%	295	261	-11.5%

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 median 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.