

Monthly Indicators



February 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 32.1 percent for single family homes but increased 11.8 percent for townhouse-condo properties. Pending Sales increased 52.9 percent for single family homes but decreased 11.6 percent for townhouse-condo properties.

The Median Sales Price was up 15.0 percent to \$730,000 for single family homes and 32.7 percent to \$379,000 for townhouse-condo properties. Days on Market decreased 5.9 percent for single family homes and 18.2 percent for townhouse-condo properties.

The National Association of REALTORS® recently reported that national existing-home sales were down slightly during January 2019 and that pending sales were up in year-over-year comparisons. It is worth noting that some softening of sales was anticipated, as was a positive sales bounce during January 2019 after a slow end to 2018. Weather-related events have hampered some of the necessary machinations of making home sales during February 2019, yet buyers have shown determination toward achieving their homeownership goals.

Activity Snapshot

+ 21.6%	+ 19.2%	+ 10.4%
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 composed 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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		28	19	- 32.1%	51	38	- 25.5%
Pending Sales		17	26	+ 52.9%	35	51	+ 45.7%
Sold Listings		13	19	+ 46.2%	29	36	+ 24.1%
Median Sales Price		\$635,000	\$730,000	+ 15.0%	\$587,800	\$715,000	+ 21.6%
Average Sales Price		\$825,231	\$1,069,368	+ 29.6%	\$733,007	\$926,944	+ 26.5%
Pct. of List Price Received		94.7%	96.9%	+ 2.3%	95.8%	97.7%	+ 2.0%
Days on Market		152	143	- 5.9%	126	109	- 13.5%
Housing Affordability Index		54	47	- 13.0%	59	48	- 18.6%
Active Listings		156	161	+ 3.2%	--	--	--
Months Supply		5.6	5.5	- 1.8%	--	--	--

Townhouse-Condo Market Overview

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



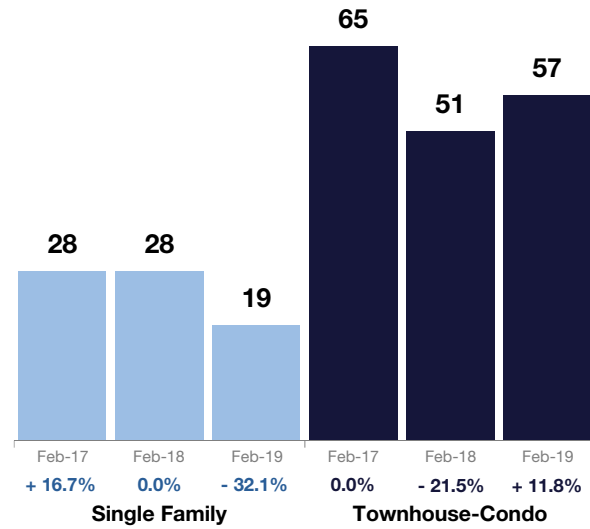
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Key Metrics	Historical Sparkbars	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		51	57	+ 11.8%	97	126	+ 29.9%
Pending Sales		43	38	- 11.6%	76	82	+ 7.9%
Sold Listings		24	26	+ 8.3%	69	61	- 11.6%
Median Sales Price		\$285,585	\$379,000	+ 32.7%	\$360,000	\$353,000	- 1.9%
Average Sales Price		\$402,033	\$451,577	+ 12.3%	\$411,164	\$427,189	+ 3.9%
Pct. of List Price Received		97.3%	95.4%	- 2.0%	97.2%	96.0%	- 1.2%
Days on Market		110	90	- 18.2%	87	94	+ 8.0%
Housing Affordability Index		121	91	- 24.8%	96	98	+ 2.1%
Active Listings		246	283	+ 15.0%	--	--	--
Months Supply		4.8	6.1	+ 27.1%	--	--	--

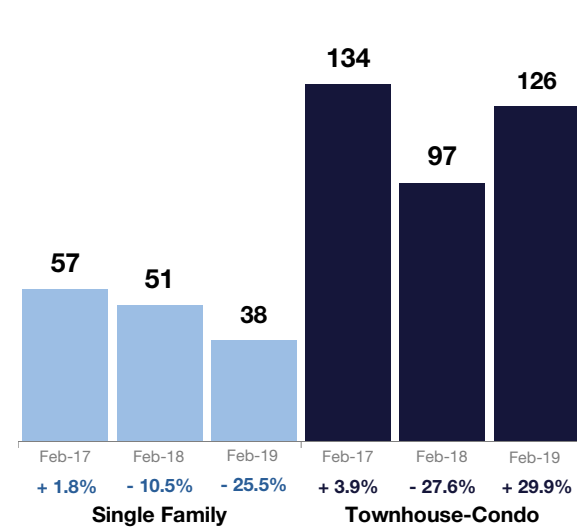
New Listings



February

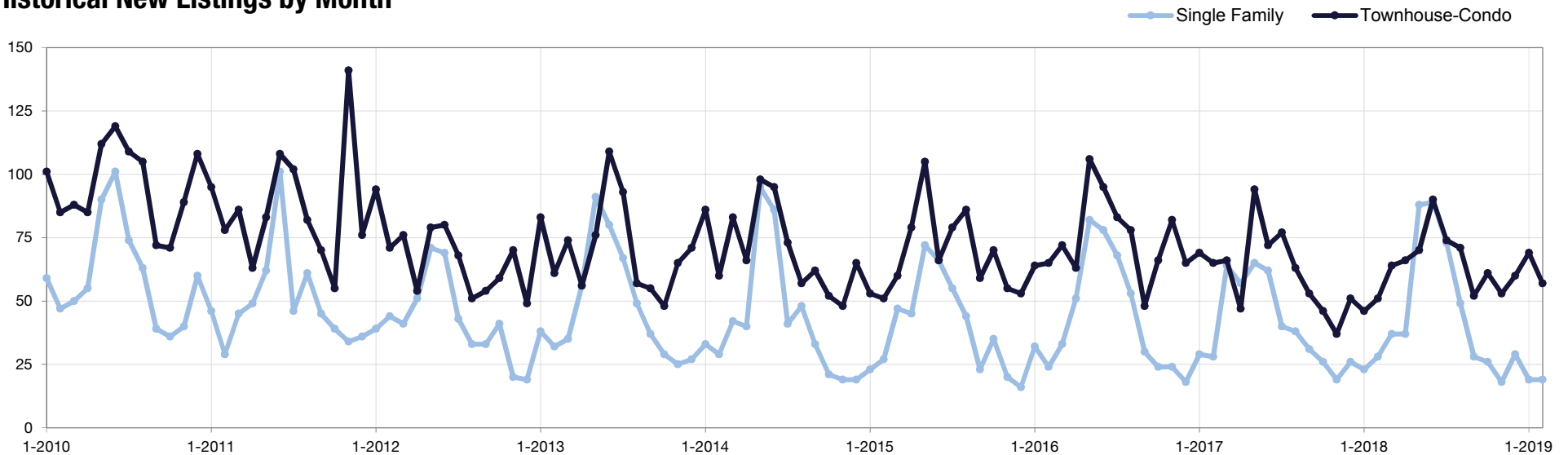


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Sep-2018	28	-9.7%	52	-1.9%
Oct-2018	26	0.0%	61	+32.6%
Nov-2018	18	-5.3%	53	+43.2%
Dec-2018	29	+11.5%	60	+17.6%
Jan-2019	19	-17.4%	69	+50.0%
Feb-2019	19	-32.1%	57	+11.8%

Historical New Listings by Month

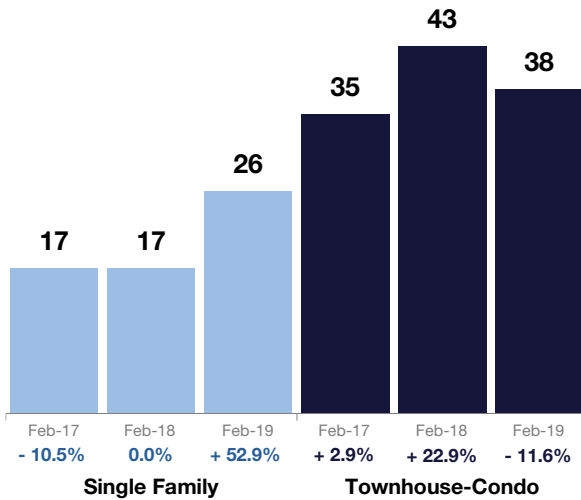


Pending Sales

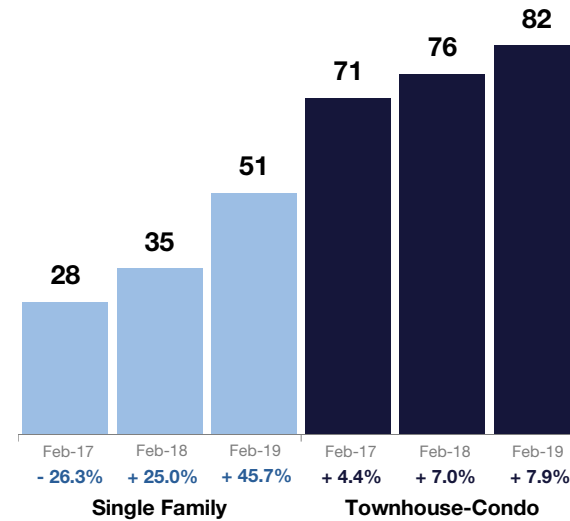


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February

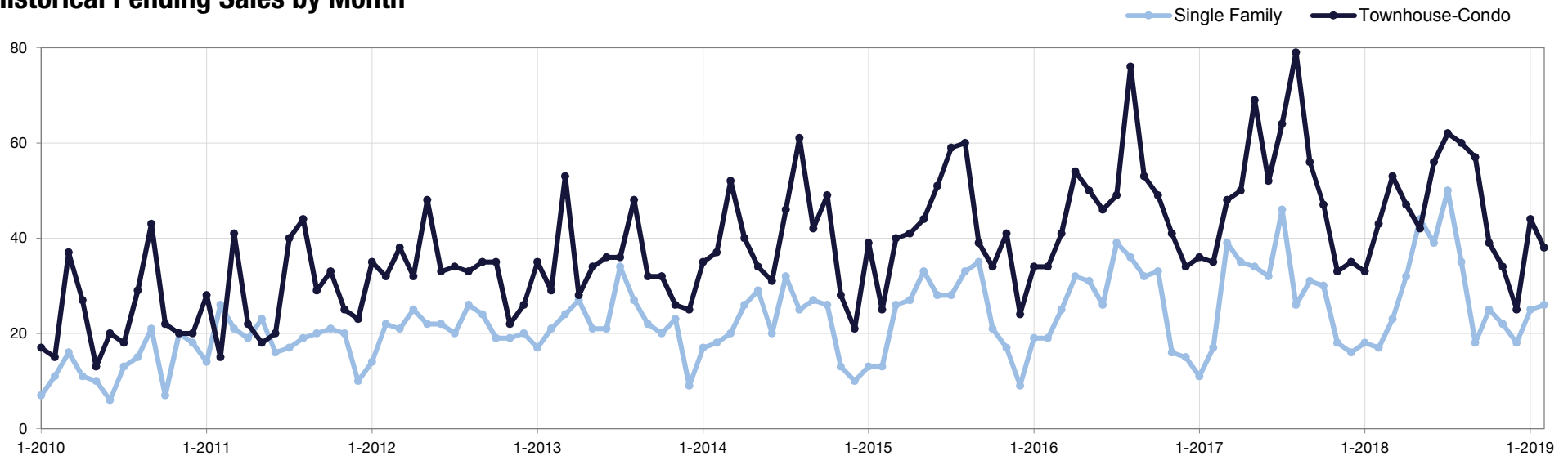


Year to Date



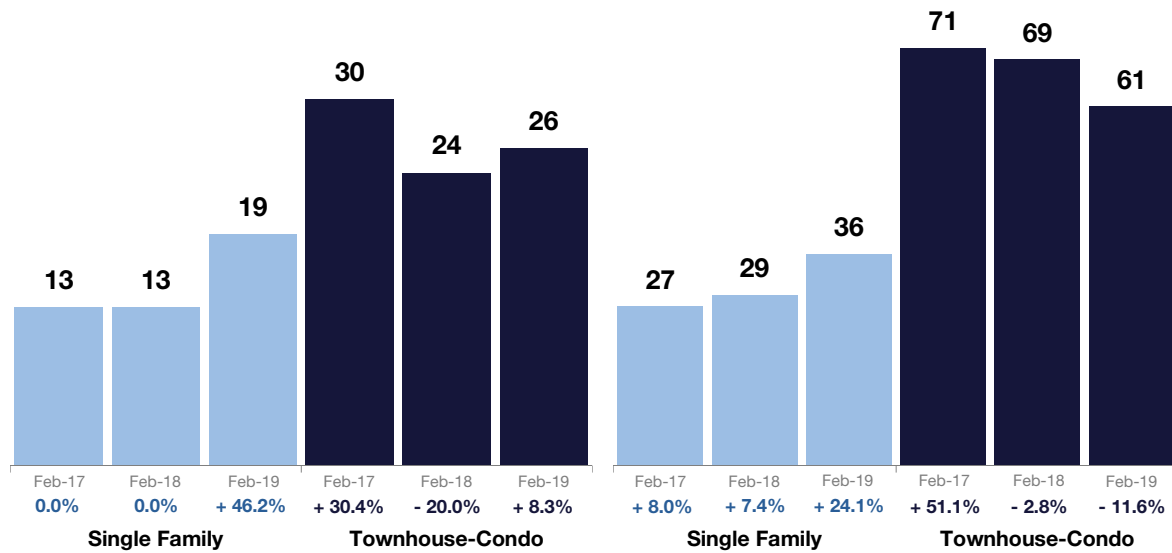
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	23	-41.0%	53	+10.4%
Apr-2018	32	-8.6%	47	-6.0%
May-2018	44	+29.4%	42	-39.1%
Jun-2018	39	+21.9%	56	+7.7%
Jul-2018	50	+8.7%	62	-3.1%
Aug-2018	35	+34.6%	60	-24.1%
Sep-2018	18	-41.9%	57	+1.8%
Oct-2018	25	-16.7%	39	-17.0%
Nov-2018	22	+22.2%	34	+3.0%
Dec-2018	18	+12.5%	25	-28.6%
Jan-2019	25	+38.9%	44	+33.3%
Feb-2019	26	+52.9%	38	-11.6%

Historical Pending Sales by Month



Sold Listings

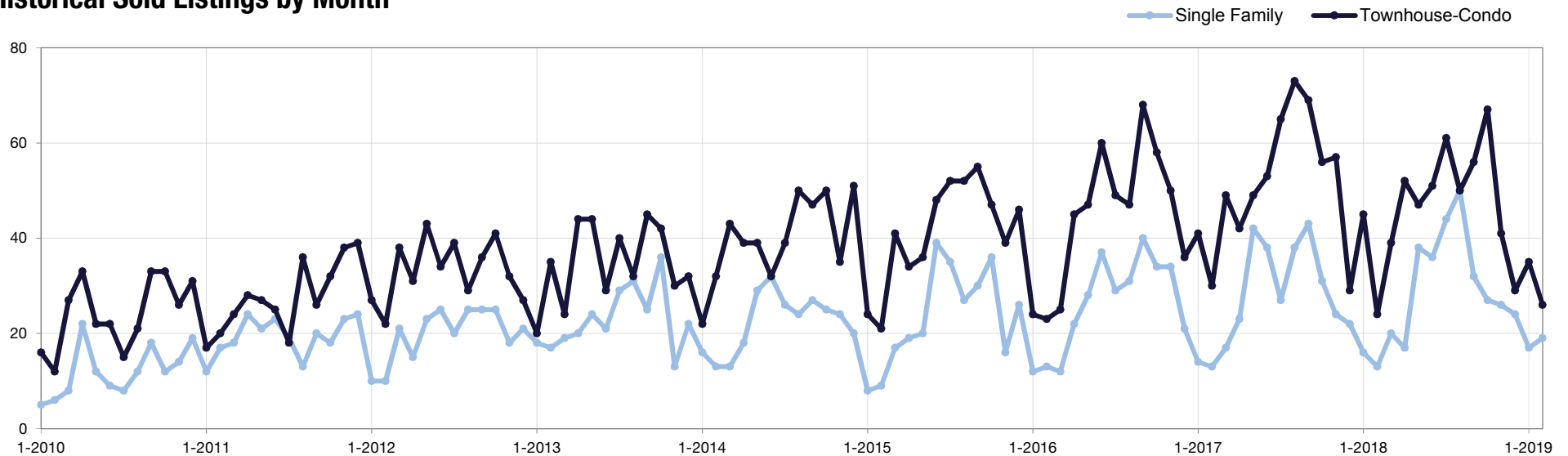
February



Year to Date

Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	61	-6.2%
Aug-2018	50	+31.6%	50	-31.5%
Sep-2018	32	-25.6%	56	-18.8%
Oct-2018	27	-12.9%	67	+19.6%
Nov-2018	26	+8.3%	41	-28.1%
Dec-2018	24	+9.1%	29	0.0%
Jan-2019	17	+6.3%	35	-22.2%
Feb-2019	19	+46.2%	26	+8.3%

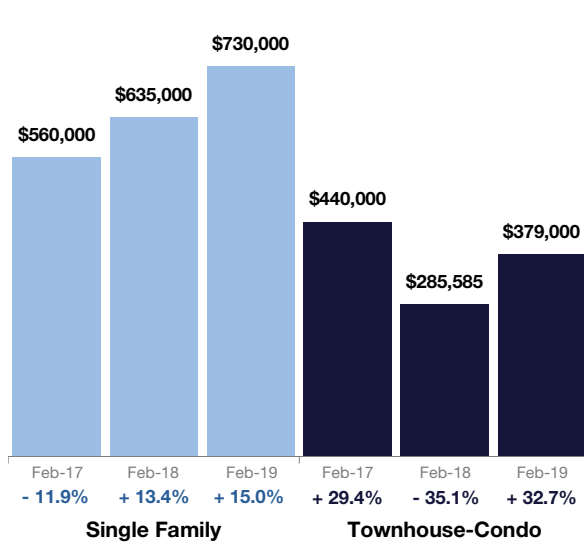
Historical Sold Listings by Month



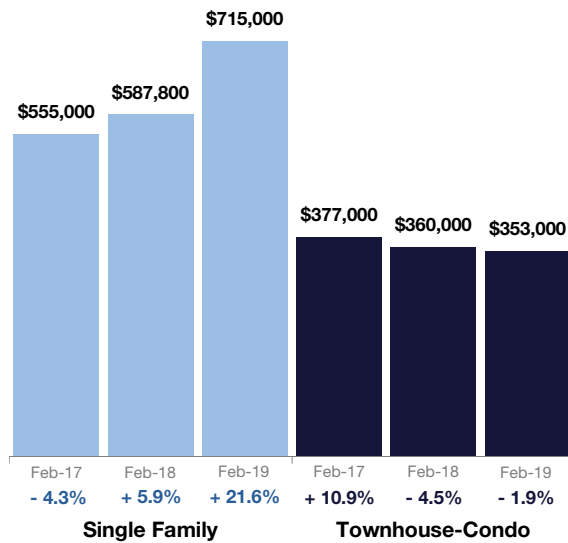
Median Sales Price



February

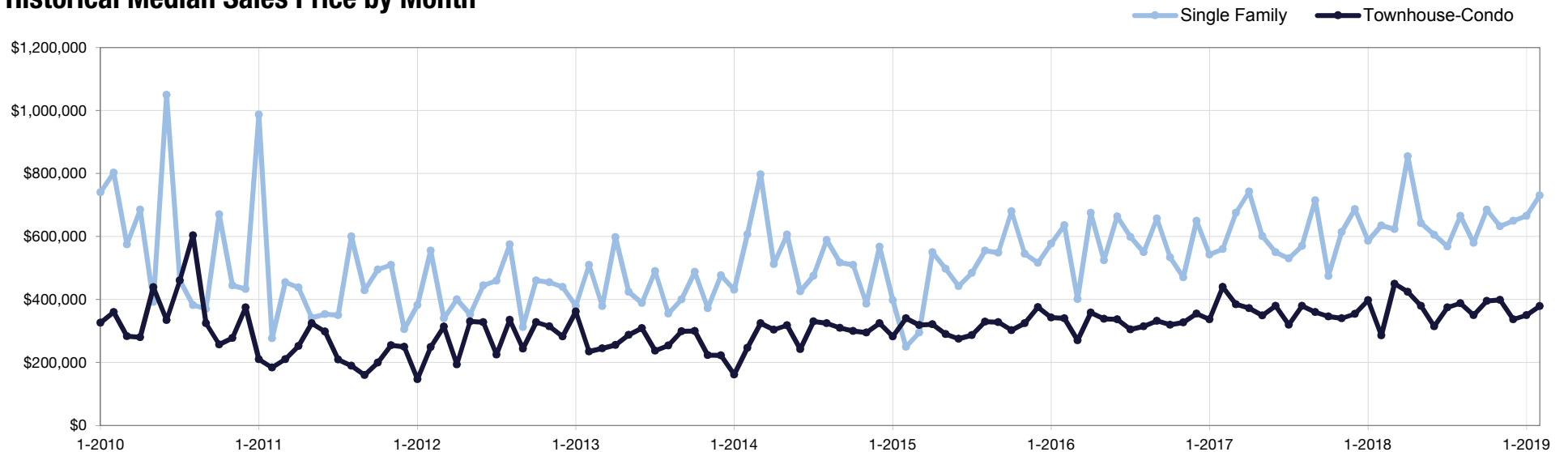


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$665,000	+16.7%	\$387,750	+2.0%
Sep-2018	\$579,500	-19.0%	\$350,000	-2.8%
Oct-2018	\$685,000	+44.5%	\$395,000	+14.2%
Nov-2018	\$632,500	+3.0%	\$399,000	+17.4%
Dec-2018	\$650,000	-5.4%	\$337,000	-4.8%
Jan-2019	\$665,000	+13.4%	\$350,000	-12.1%
Feb-2019	\$730,000	+15.0%	\$379,000	+32.7%

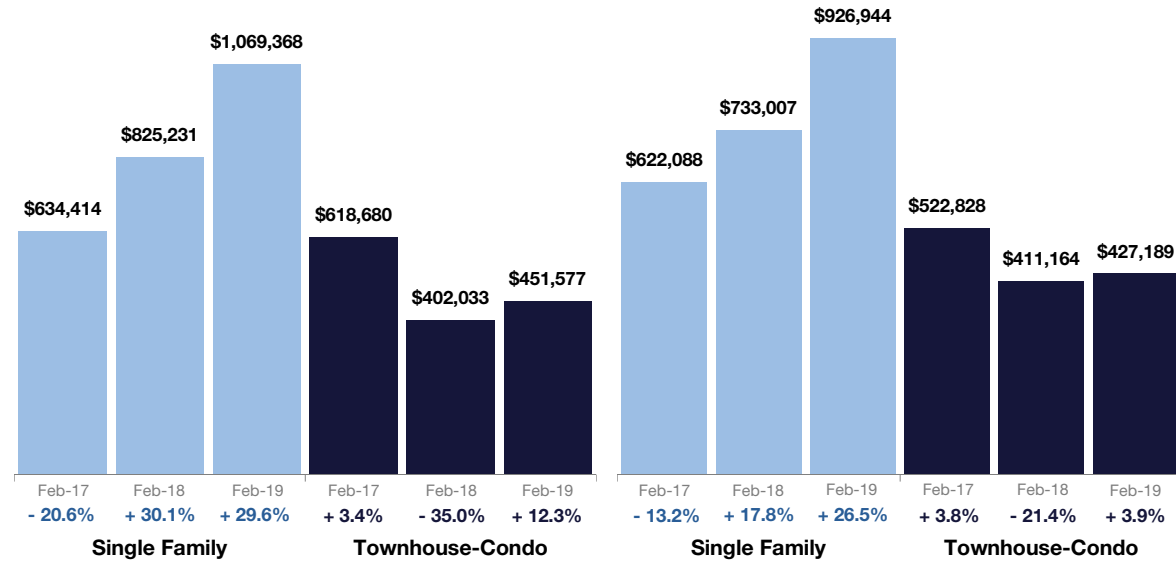
Historical Median Sales Price by Month



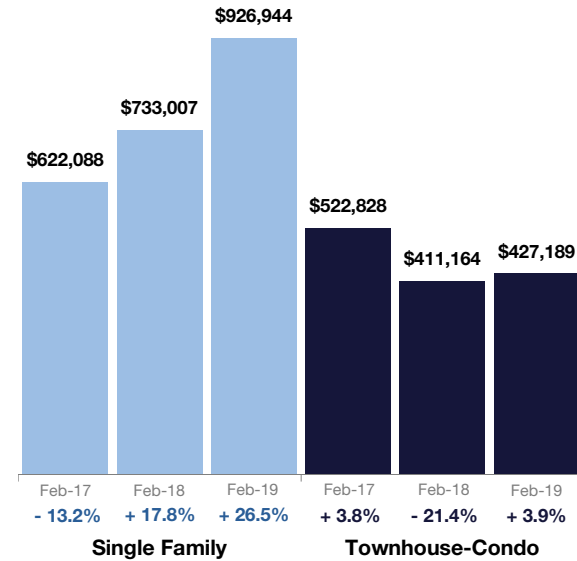
Average Sales Price



February

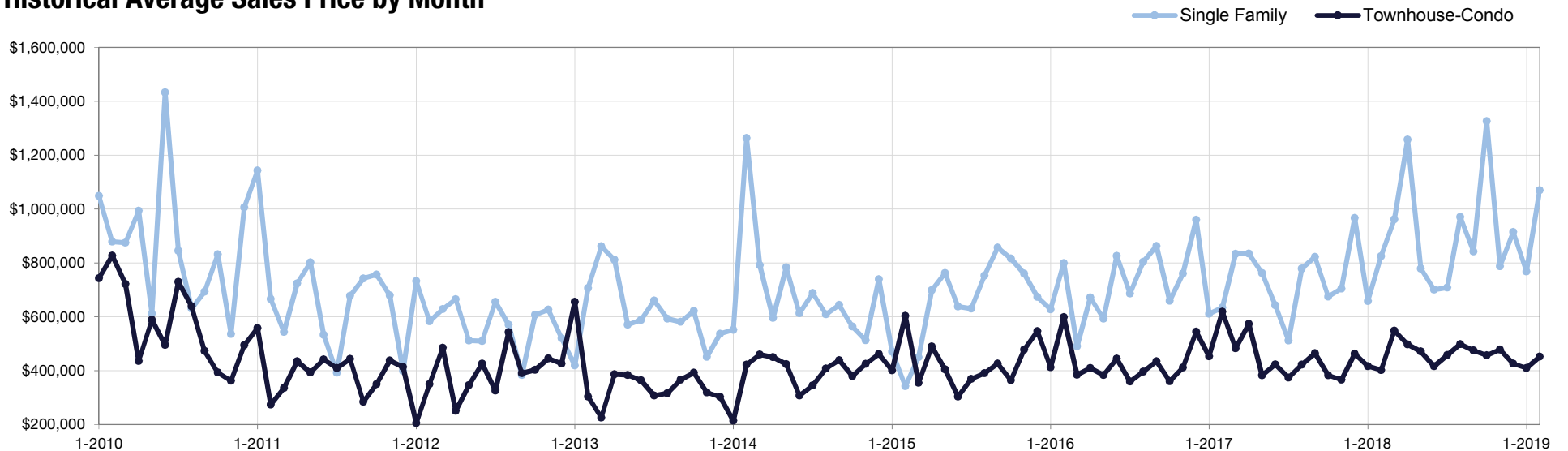


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$457,554	+22.3%
Aug-2018	\$970,386	+24.7%	\$497,780	+18.0%
Sep-2018	\$842,606	+2.5%	\$474,634	+2.2%
Oct-2018	\$1,326,285	+96.7%	\$456,559	+19.4%
Nov-2018	\$787,112	+11.8%	\$477,902	+30.5%
Dec-2018	\$914,479	-5.4%	\$425,634	-8.0%
Jan-2019	\$767,765	+16.7%	\$409,071	-1.7%
Feb-2019	\$1,069,368	+29.6%	\$451,577	+12.3%

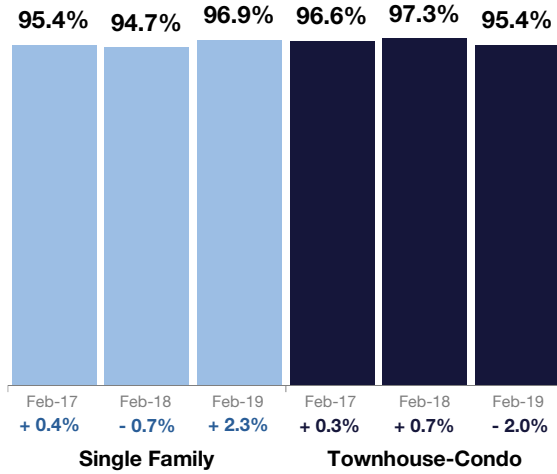
Historical Average Sales Price by Month



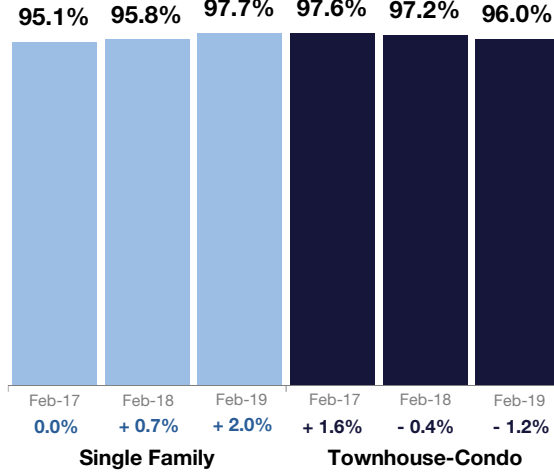
Percent of List Price Received



February

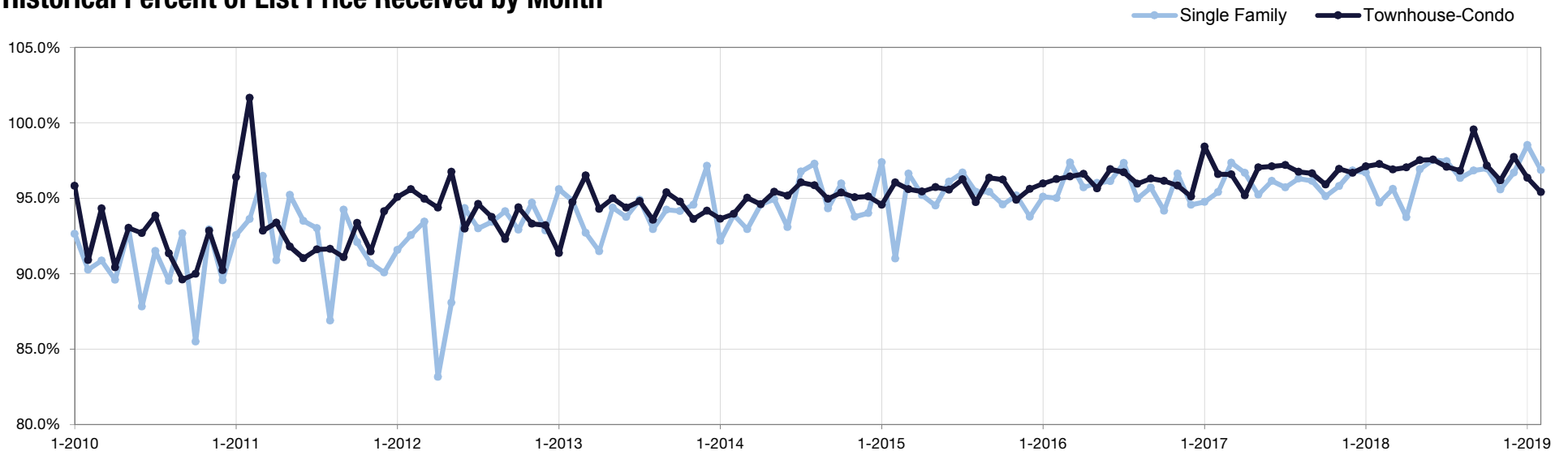


Year to Date



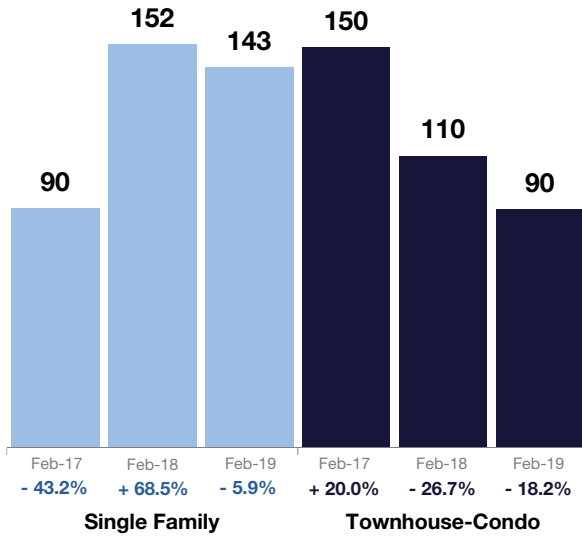
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	95.6%	-1.8%	96.9%	+0.3%
Apr-2018	93.7%	-3.1%	97.0%	+1.9%
May-2018	96.9%	+1.8%	97.5%	+0.4%
Jun-2018	97.5%	+1.4%	97.6%	+0.5%
Jul-2018	97.5%	+1.9%	97.1%	-0.1%
Aug-2018	96.3%	0.0%	96.8%	+0.1%
Sep-2018	96.8%	+0.6%	99.6%	+3.0%
Oct-2018	97.0%	+2.0%	97.2%	+1.4%
Nov-2018	95.6%	-0.2%	96.2%	-0.7%
Dec-2018	96.7%	-0.1%	97.7%	+1.0%
Jan-2019	98.5%	+1.9%	96.4%	-0.7%
Feb-2019	96.9%	+2.3%	95.4%	-2.0%

Historical Percent of List Price Received by Month

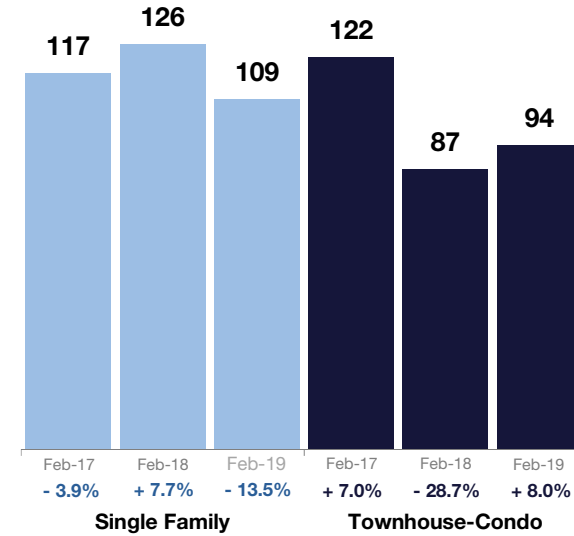


Days on Market Until Sale

February

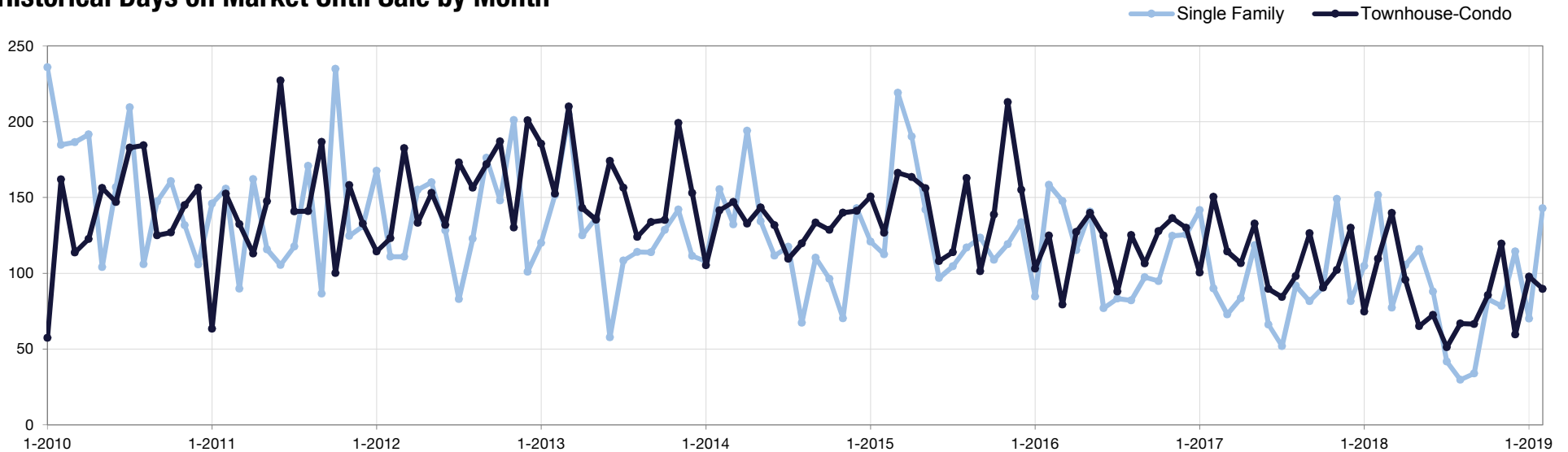


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	51	-39.3%
Aug-2018	30	-67.4%	67	-31.6%
Sep-2018	34	-58.5%	67	-46.8%
Oct-2018	83	-8.8%	85	-5.6%
Nov-2018	78	-47.7%	120	+17.6%
Dec-2018	114	+39.0%	60	-53.8%
Jan-2019	70	-33.3%	98	+30.7%
Feb-2019	143	-5.9%	90	-18.2%

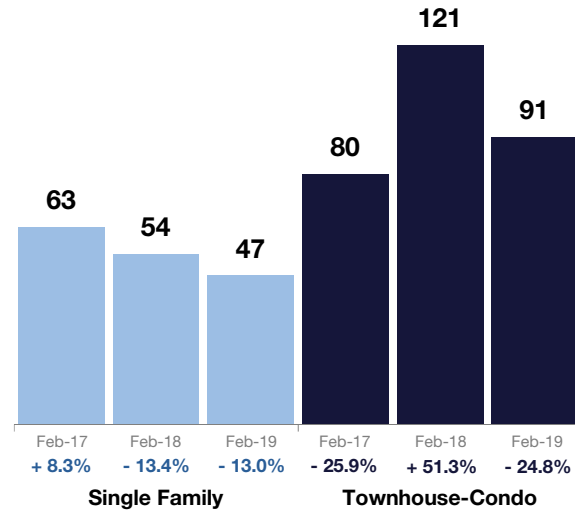
Historical Days on Market Until Sale by Month



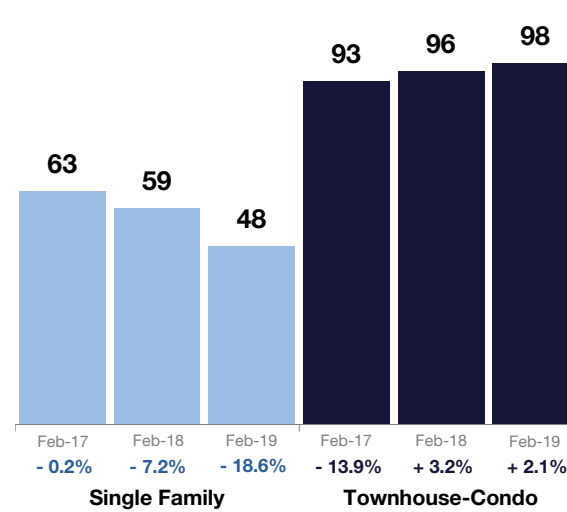
Housing Affordability Index



February

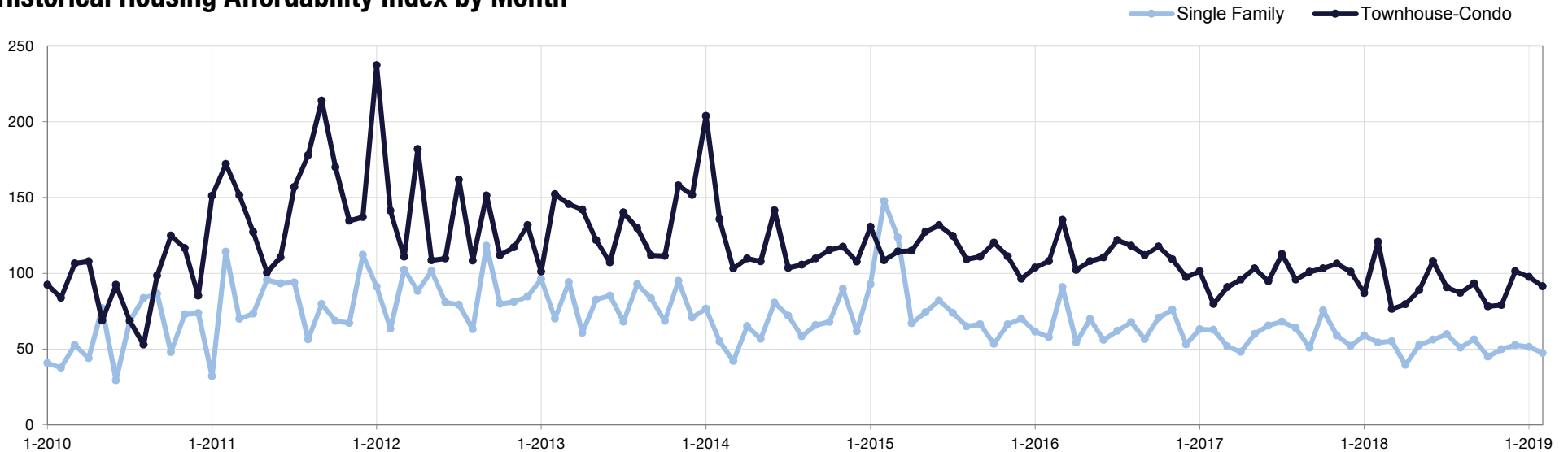


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	51	-20.3%	87	-9.4%
Sep-2018	56	+9.8%	93	-7.9%
Oct-2018	45	-40.0%	78	-24.3%
Nov-2018	50	-15.3%	79	-25.5%
Dec-2018	52	0.0%	101	0.0%
Jan-2019	51	-13.6%	98	+12.6%
Feb-2019	47	-13.0%	91	-24.8%

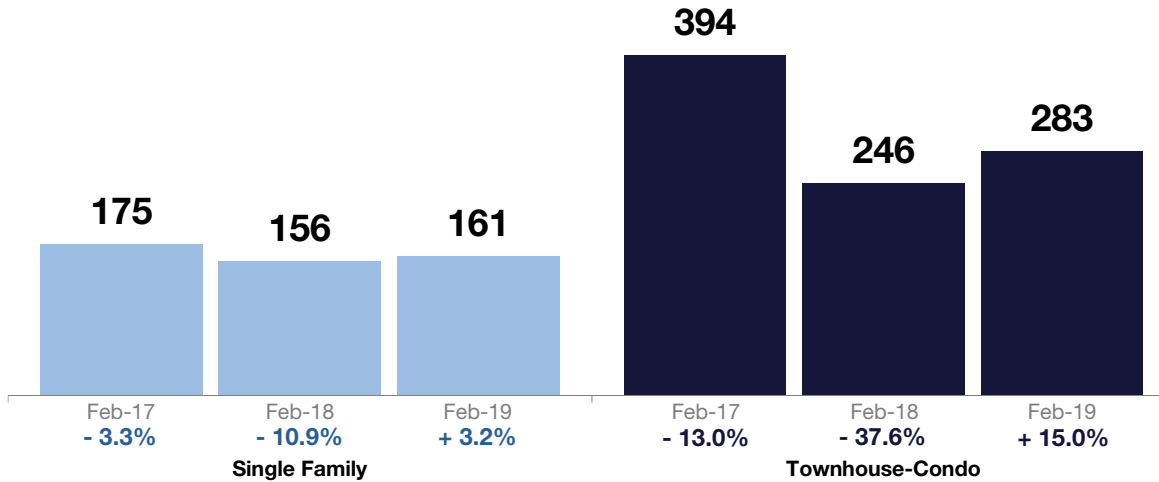
Historical Housing Affordability Index by Month



Inventory of Active Listings

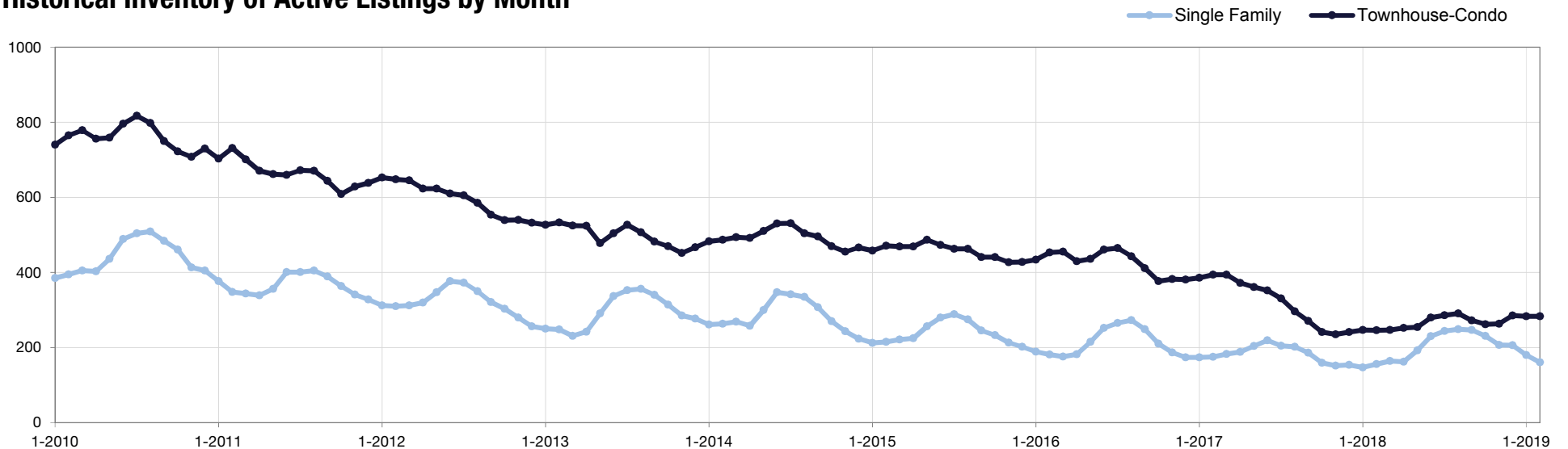


February



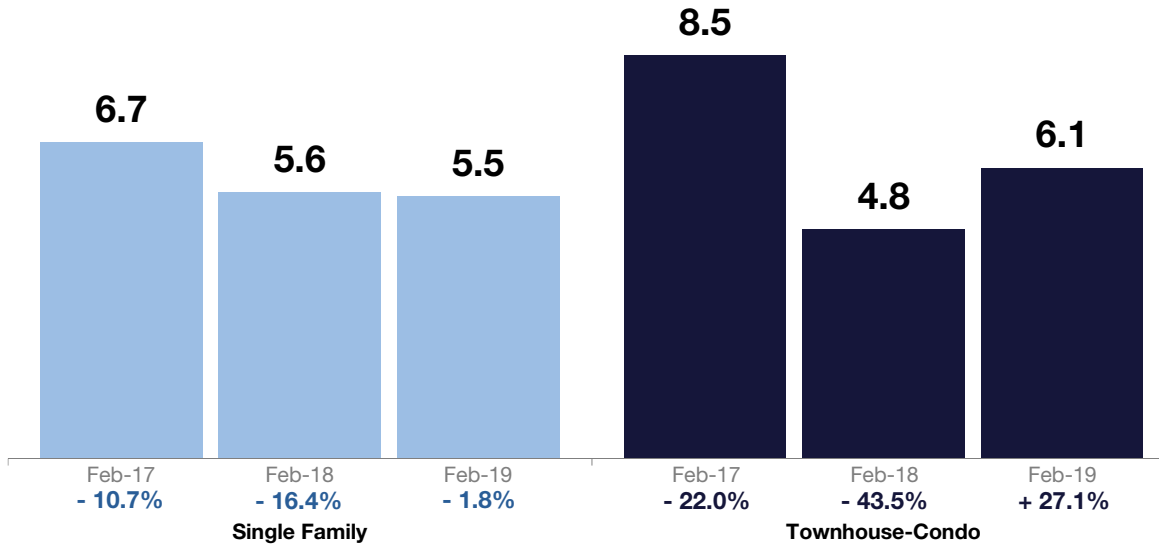
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	164	-10.4%	247	-37.3%
Apr-2018	162	-13.8%	252	-32.3%
May-2018	192	-5.9%	254	-29.6%
Jun-2018	230	+5.0%	280	-20.5%
Jul-2018	244	+19.0%	286	-13.6%
Aug-2018	249	+23.3%	291	-1.7%
Sep-2018	247	+32.8%	272	+0.4%
Oct-2018	231	+45.3%	262	+8.7%
Nov-2018	207	+36.2%	263	+11.9%
Dec-2018	206	+33.8%	285	+18.3%
Jan-2019	180	+22.4%	283	+14.6%
Feb-2019	161	+3.2%	283	+15.0%

Historical Inventory of Active Listings by Month



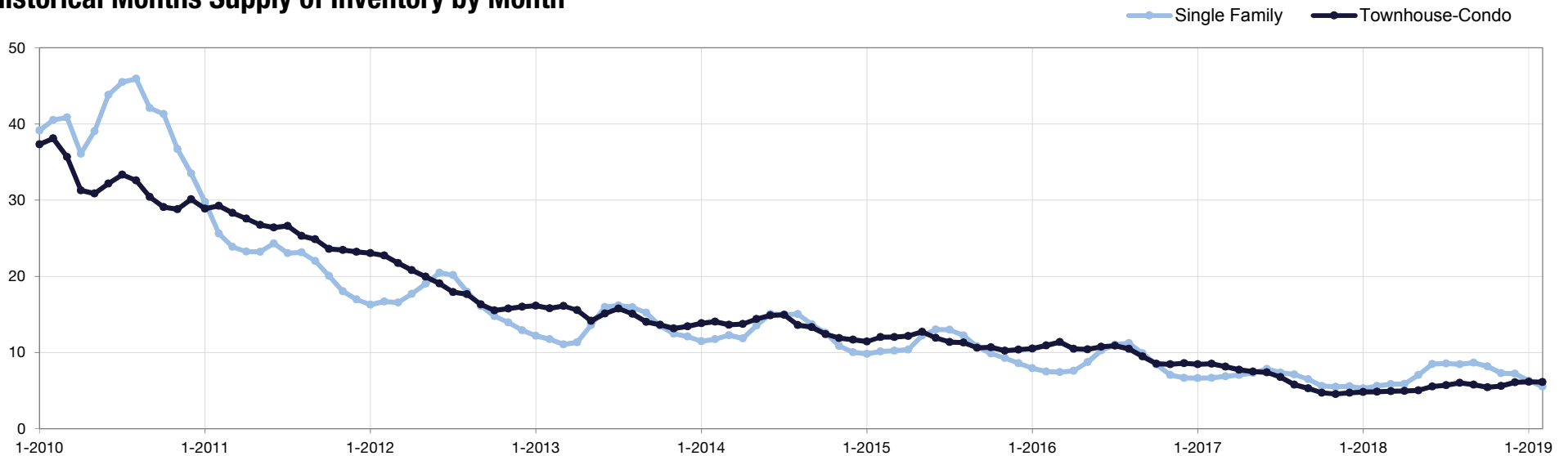
Months Supply of Inventory

February



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Mar-2018	5.8	-15.9%	4.9	-40.2%
Apr-2018	5.9	-15.7%	4.9	-36.4%
May-2018	7.0	-4.1%	5.0	-33.3%
Jun-2018	8.5	+9.0%	5.5	-25.7%
Jul-2018	8.6	+16.2%	5.7	-16.2%
Aug-2018	8.4	+18.3%	6.0	+3.4%
Sep-2018	8.6	+32.3%	5.8	+9.4%
Oct-2018	8.2	+46.4%	5.4	+14.9%
Nov-2018	7.3	+32.7%	5.6	+24.4%
Dec-2018	7.2	+28.6%	6.1	+29.8%
Jan-2019	6.3	+18.9%	6.2	+29.2%
Feb-2019	5.5	-1.8%	6.1	+27.1%

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	2-2018	2-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		79	76	- 3.8%	148	164	+ 10.8%
Pending Sales		60	64	+ 6.7%	111	133	+ 19.8%
Sold Listings		37	45	+ 21.6%	98	97	- 1.0%
Median Sales Price		\$407,000	\$485,000	+ 19.2%	\$404,750	\$450,000	+ 11.2%
Average Sales Price		\$550,724	\$712,422	+ 29.4%	\$506,403	\$612,665	+ 21.0%
Pct. of List Price Received		96.4%	96.0%	- 0.4%	96.8%	96.6%	- 0.2%
Days on Market		124	112	- 9.7%	98	100	+ 2.0%
Housing Affordability Index		85	71	- 16.5%	85	77	- 9.4%
Active Listings		402	444	+ 10.4%	--	--	--
Months Supply		5.1	5.9	+ 15.7%	--	--	--

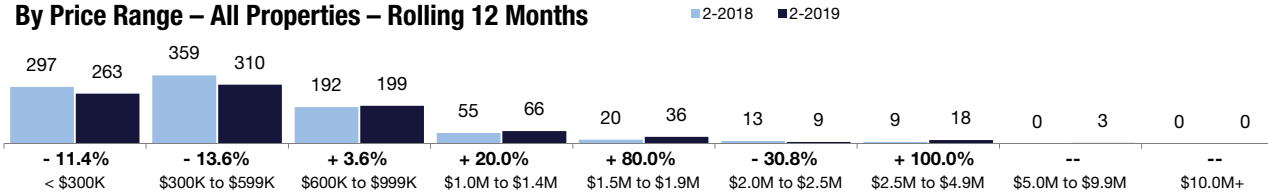
Closed Sales

Actual sales that have closed in a given month.

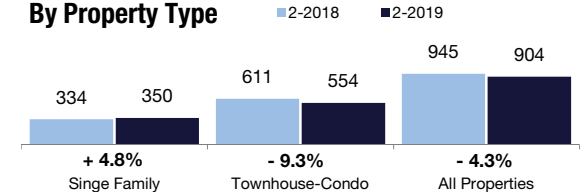


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$299,999 and Below	65	61	-6.2%	232	202	-12.9%
\$300,000 to \$599,999	97	96	-1.0%	262	214	-18.3%
\$600,000 to \$999,999	97	94	-3.1%	95	105	+10.5%
\$1,000,000 to \$1,499,999	45	47	+4.4%	10	19	+90.0%
\$1,500,000 to \$1,999,999	14	25	+78.6%	6	11	+83.3%
\$2,000,000 to \$2,499,999	11	6	-45.5%	2	3	+50.0%
\$2,500,000 to \$4,999,999	5	18	+260.0%	4	0	-100.0%
\$5,000,000 to \$9,999,999	0	3	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	334	350	+4.8%	611	554	-9.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$299,999 and Below	2	2	0.0%	15	9	-40.0%
\$300,000 to \$599,999	6	5	-16.7%	12	11	-8.3%
\$600,000 to \$999,999	5	5	0.0%	6	4	-33.3%
\$1,000,000 to \$1,499,999	2	1	-50.0%	2	1	-50.0%
\$1,500,000 to \$1,999,999	2	4	+100.0%	0	1	--
\$2,000,000 to \$2,499,999	0	0	--	0	0	--
\$2,500,000 to \$4,999,999	0	2	--	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	17	19	+11.8%	35	26	-25.7%

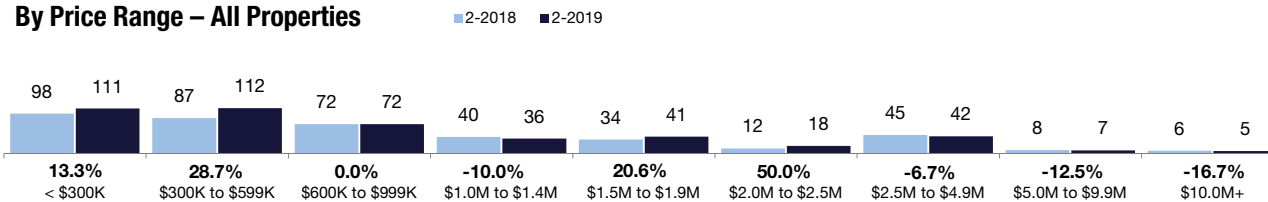
Year to Date

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$299,999 and Below	5	4	-20.0%	25	24	-4.0%
\$300,000 to \$599,999	10	11	+10.0%	30	23	-23.3%
\$600,000 to \$999,999	7	10	+42.9%	13	10	-23.1%
\$1,000,000 to \$1,499,999	5	3	-40.0%	0	3	--
\$1,500,000 to \$1,999,999	1	6	+500.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	0	2	--	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	29	36	+24.1%	69	61	-11.6%

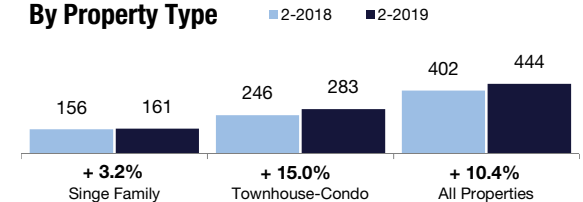
Inventory of Active Listings

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		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$299,999 and Below	7	10	+42.9%	91	101	+11.0%
\$300,000 to \$599,999	27	19	-29.6%	60	93	+55.0%
\$600,000 to \$999,999	21	24	+14.3%	51	48	-5.9%
\$1,000,000 to \$1,499,999	25	23	-8.0%	15	13	-13.3%
\$1,500,000 to \$1,999,999	21	28	+33.3%	13	13	0.0%
\$2,000,000 to \$2,499,999	7	13	+85.7%	5	5	0.0%
\$2,500,000 to \$4,999,999	35	33	-5.7%	10	9	-10.0%
\$5,000,000 to \$9,999,999	8	6	-25.0%	0	1	--
\$10,000,000 and Above	5	5	0.0%	1	0	-100.0%
All Price Ranges	156	161	+3.2%	246	283	+15.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	1-2019	2-2019	Change	1-2019	2-2019	Change
\$299,999 and Below	14	10	-28.6%	103	101	-1.9%
\$300,000 to \$599,999	21	19	-9.5%	93	93	0.0%
\$600,000 to \$999,999	28	24	-14.3%	49	48	-2.0%
\$1,000,000 to \$1,499,999	27	23	-14.8%	10	13	+30.0%
\$1,500,000 to \$1,999,999	32	28	-12.5%	12	13	+8.3%
\$2,000,000 to \$2,499,999	13	13	0.0%	5	5	0.0%
\$2,500,000 to \$4,999,999	33	33	0.0%	10	9	-10.0%
\$5,000,000 to \$9,999,999	7	6	-14.3%	1	1	0.0%
\$10,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	180	161	-10.6%	283	283	0.0%

Year to Date

By Price Range	Single Family			Condo		
	2-2018	2-2019	Change	2-2018	2-2019	Change
\$299,999 and Below	5	4	-20.0%	25	24	-4.0%
\$300,000 to \$599,999	10	11	+10.0%	30	23	-23.3%
\$600,000 to \$999,999	7	10	+42.9%	13	10	-23.1%
\$1,000,000 to \$1,499,999	5	3	-40.0%	0	3	--
\$1,500,000 to \$1,999,999	1	6	+500.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	0	2	--	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	29	36	+24.1%	69	61	-11.6%

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.