

Monthly Indicators



July 2018

Percent changes calculated using year-over-year comparisons.

New Listings were up 82.5 percent for single family homes but decreased 3.9 percent for townhouse-condo properties. Pending Sales increased 13.0 percent for single family homes but remained flat for townhouse-condo properties.

The Median Sales Price was up 8.9 percent to \$577,150 for single family homes and 16.3 percent to \$372,250 for townhouse-condo properties. Days on Market decreased 26.9 percent for single family homes and 36.9 percent for townhouse-condo properties.

Consumer spending on home goods and renovations are up, and more people are entering the workforce. Employed people spending money is good for the housing market. Meanwhile, GDP growth was 4.1% in the second quarter, the strongest showing since 2014. Housing starts are down, but that is more reflective of low supply than anything else. With a growing economy, solid lending practices and the potential for improved inventory from new listing and building activity, market balance is more likely than a bubble.

Activity Snapshot

+ 9.8% **+ 25.1%** **- 8.2%**

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
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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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		40	73	+ 82.5%	345	375	+ 8.7%
Pending Sales		46	52	+ 13.0%	214	226	+ 5.6%
Sold Listings		27	43	+ 59.3%	174	183	+ 5.2%
Median Sales Price		\$530,000	\$577,150	+ 8.9%	\$582,500	\$610,000	+ 4.7%
Average Sales Price		\$511,719	\$716,995	+ 40.1%	\$692,090	\$806,041	+ 16.5%
Pct. of List Price Received		95.7%	97.9%	+ 2.3%	95.9%	96.7%	+ 0.8%
Days on Market		52	38	- 26.9%	87	88	+ 1.1%
Housing Affordability Index		68	59	- 13.2%	62	56	- 9.7%
Active Listings		205	229	+ 11.7%	--	--	--
Months Supply		7.4	8.1	+ 9.5%	--	--	--

Townhouse-Condo Market Overview

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



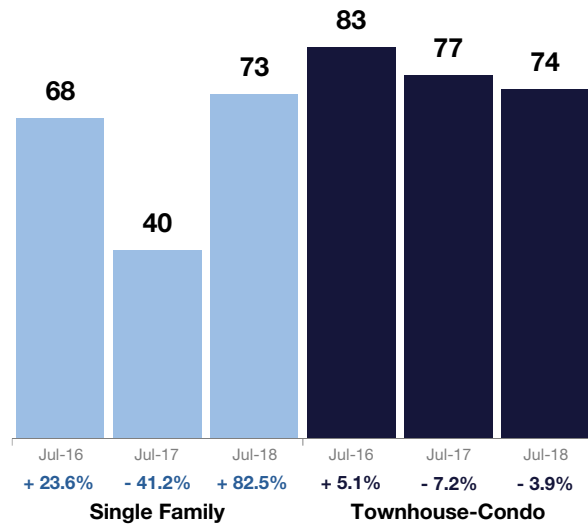
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Key Metrics	Historical Sparkbars	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		77	74	- 3.9%	490	461	- 5.9%
Pending Sales		64	64	0.0%	354	339	- 4.2%
Sold Listings		65	58	- 10.8%	329	316	- 4.0%
Median Sales Price		\$320,000	\$372,250	+ 16.3%	\$355,000	\$375,000	+ 5.6%
Average Sales Price		\$374,070	\$460,876	+ 23.2%	\$457,091	\$461,078	+ 0.9%
Pct. of List Price Received		97.2%	97.1%	- 0.1%	96.9%	97.2%	+ 0.3%
Days on Market		84	53	- 36.9%	108	83	- 23.1%
Housing Affordability Index		113	91	- 19.5%	102	91	- 10.8%
Active Listings		330	262	- 20.6%	--	--	--
Months Supply		6.7	5.2	- 22.4%	--	--	--

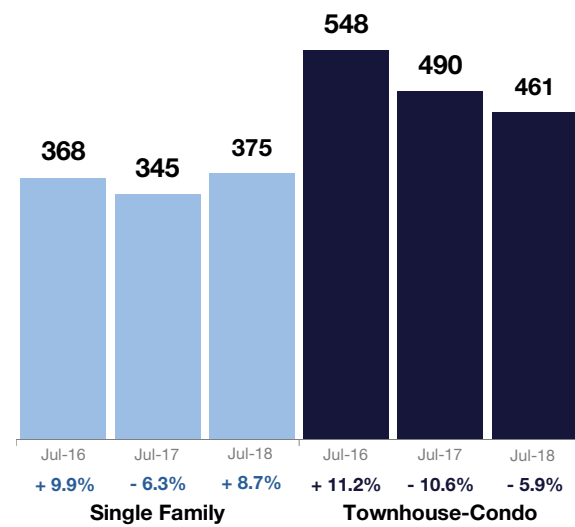
New Listings



July

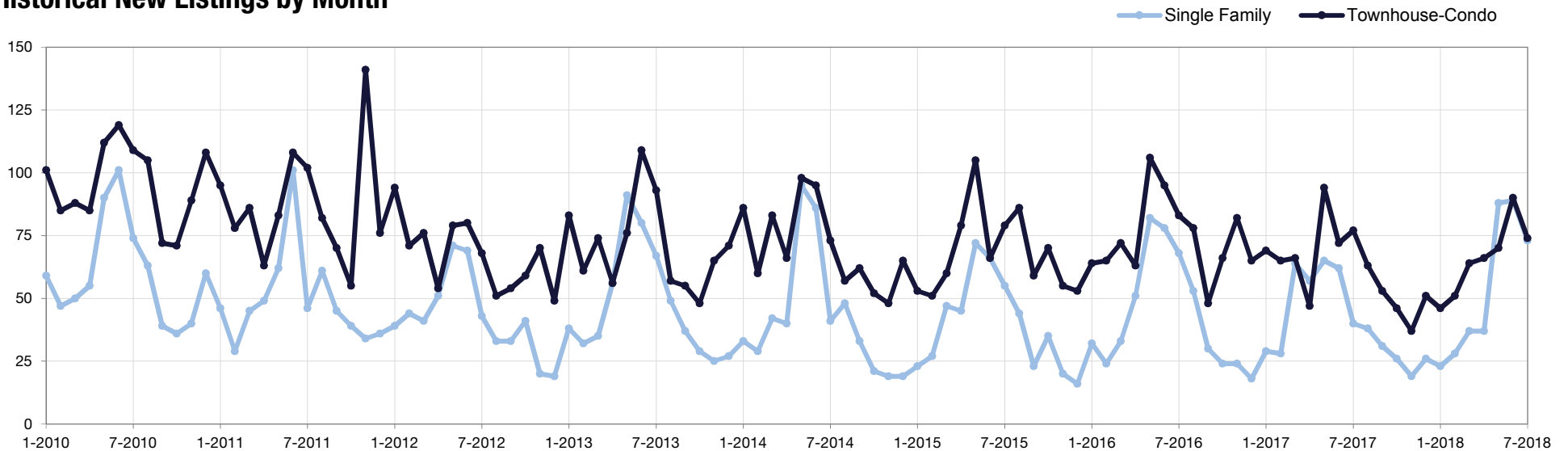


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	38	-28.3%	63	-19.2%
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%

Historical New Listings by Month

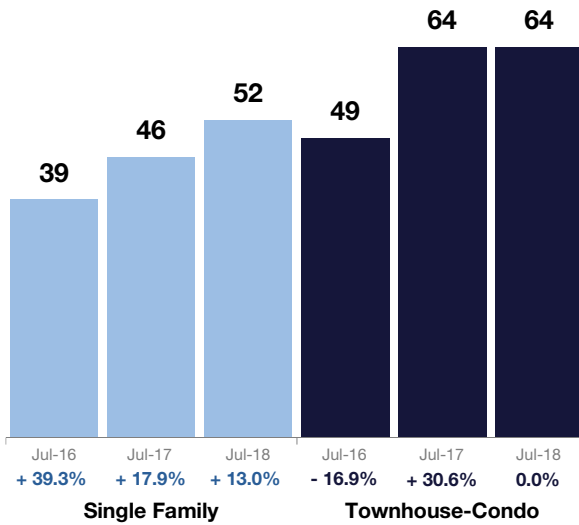


Pending Sales

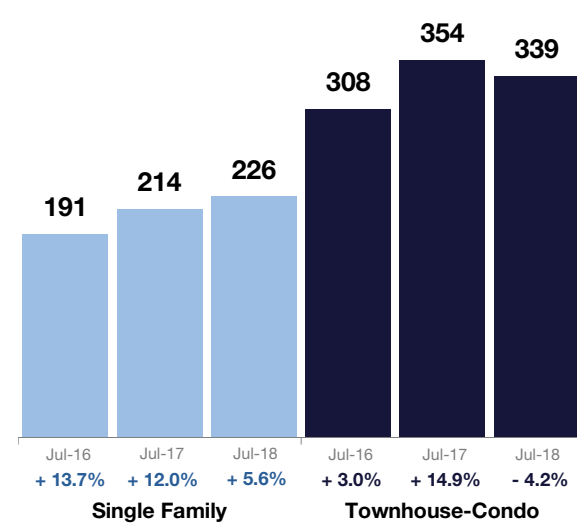


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July

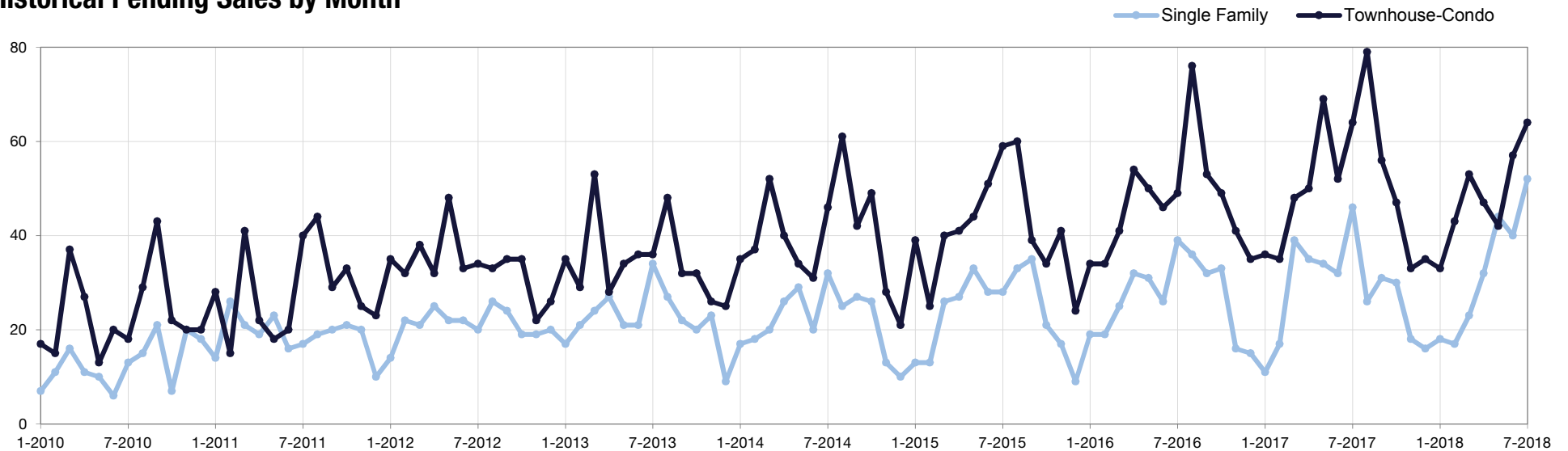


Year to Date



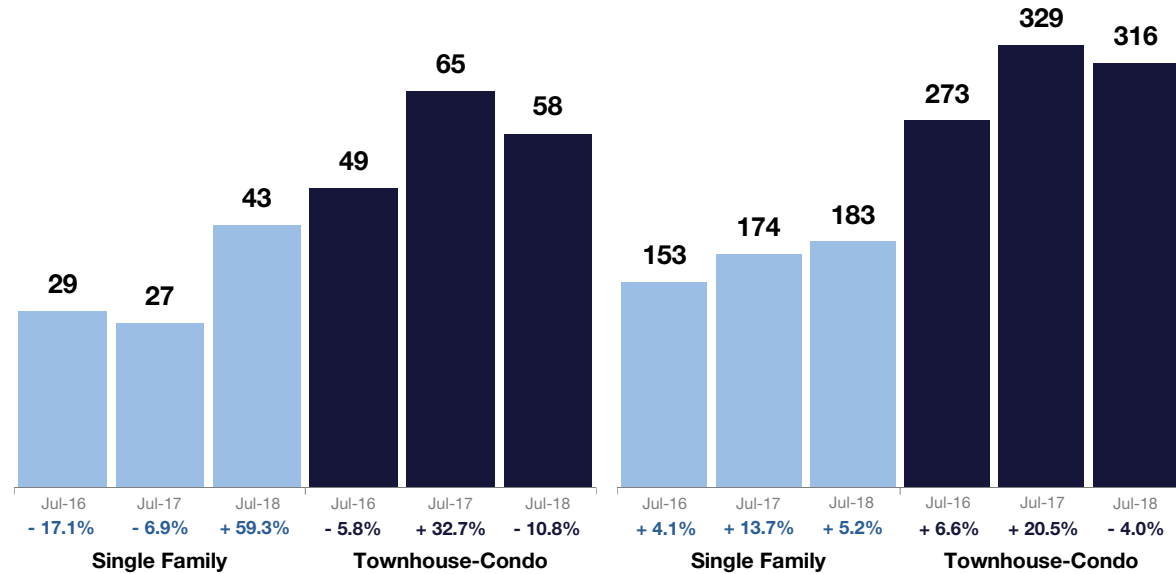
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	26	-27.8%	79	+3.9%
Sep-2017	31	-3.1%	56	+5.7%
Oct-2017	30	-9.1%	47	-4.1%
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	16	+6.7%	35	0.0%
Jan-2018	18	+63.6%	33	-8.3%
Feb-2018	17	0.0%	43	+22.9%
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	40	+25.0%	57	+9.6%
Jul-2018	52	+13.0%	64	0.0%

Historical Pending Sales by Month



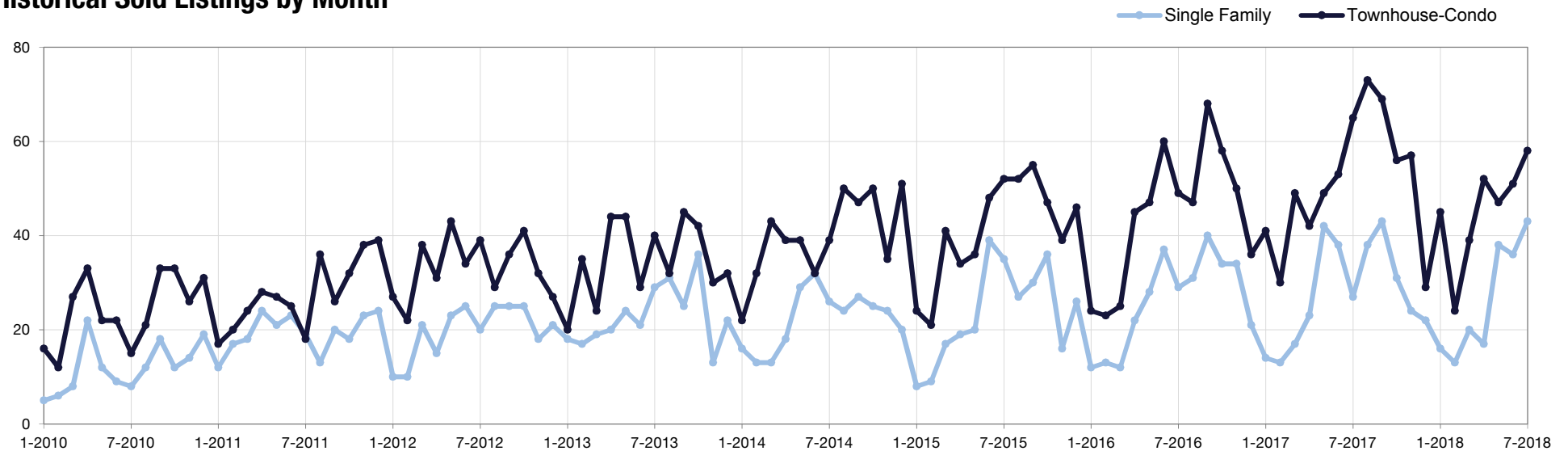
Sold Listings

July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	38	+22.6%	73	+55.3%
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	43	+59.3%	58	-10.8%

Historical Sold Listings by Month

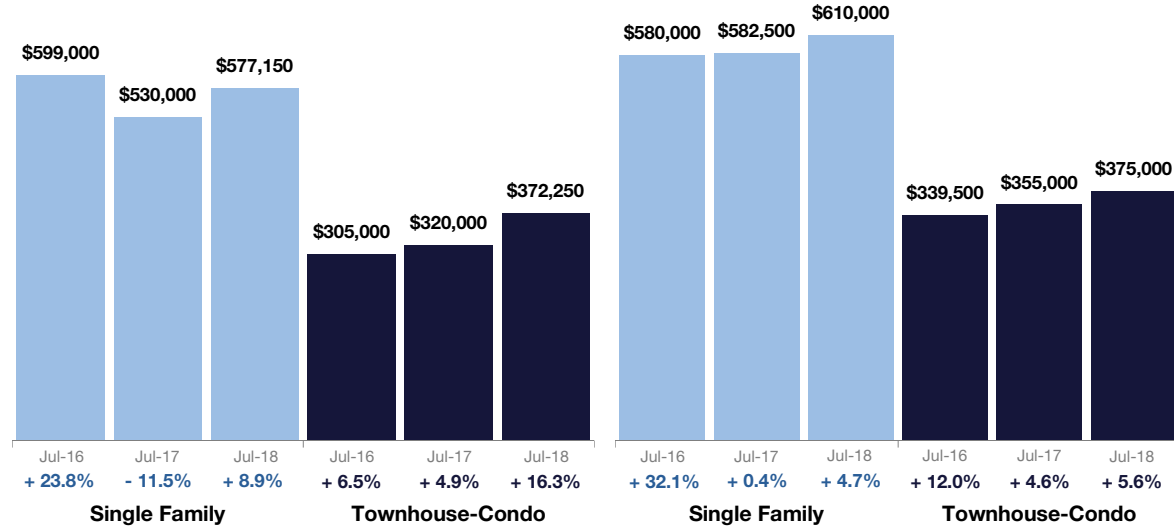


Median Sales Price

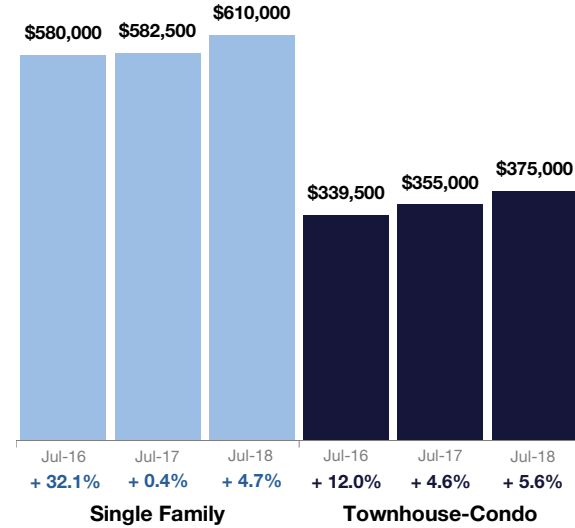


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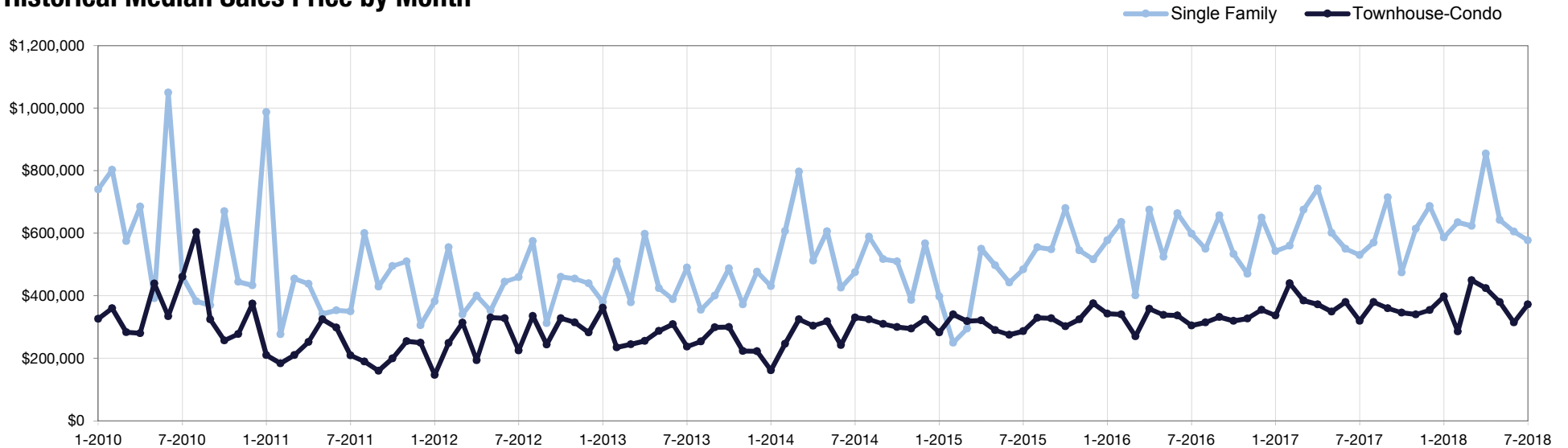


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	\$570,000	+3.6%	\$380,000	+20.6%
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	\$577,150	+8.9%	\$372,250	+16.3%

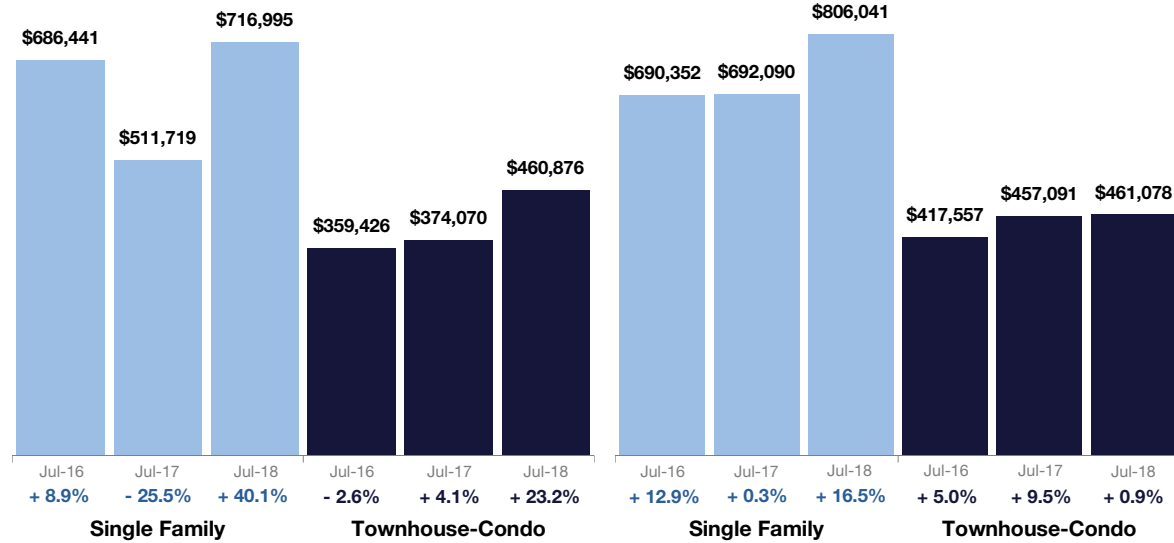
Historical Median Sales Price by Month



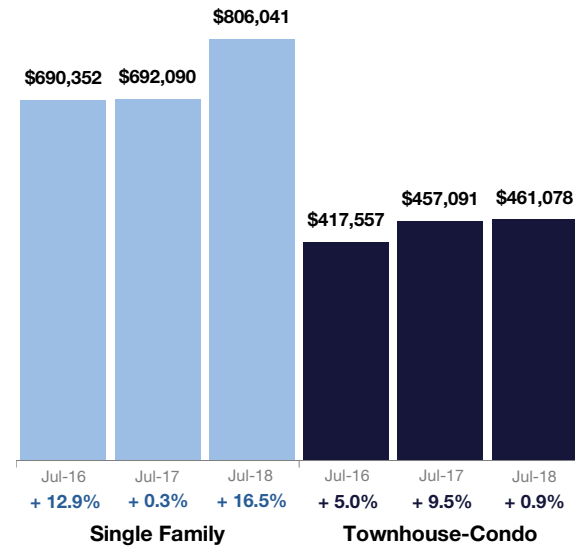
Average Sales Price



July

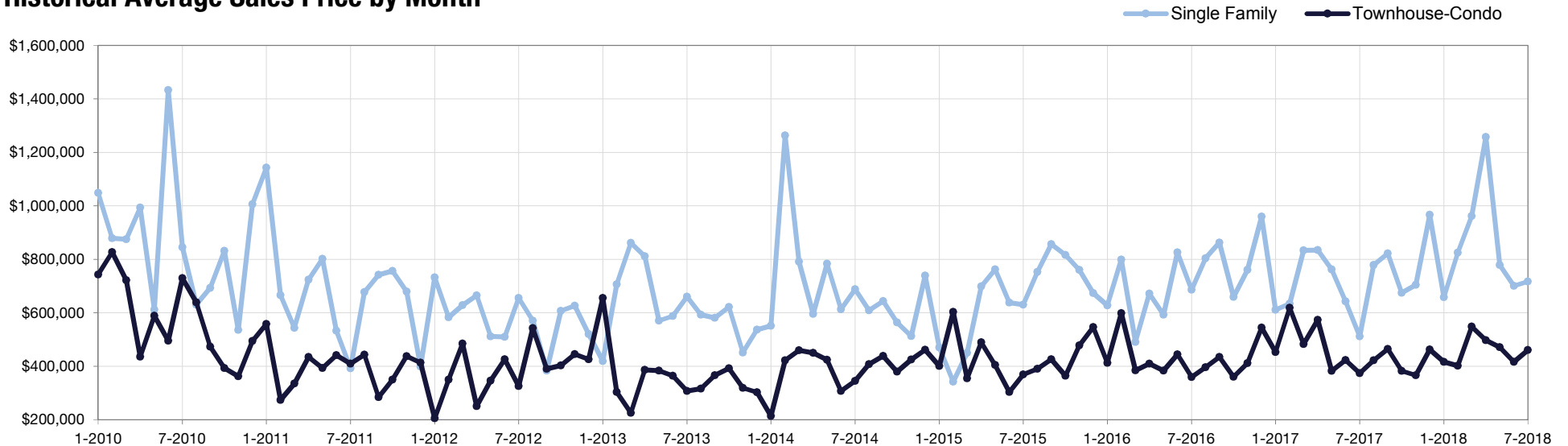


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	\$778,203	-3.2%	\$421,823	+6.6%
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	\$716,995	+40.1%	\$460,876	+23.2%

Historical Average Sales Price by Month

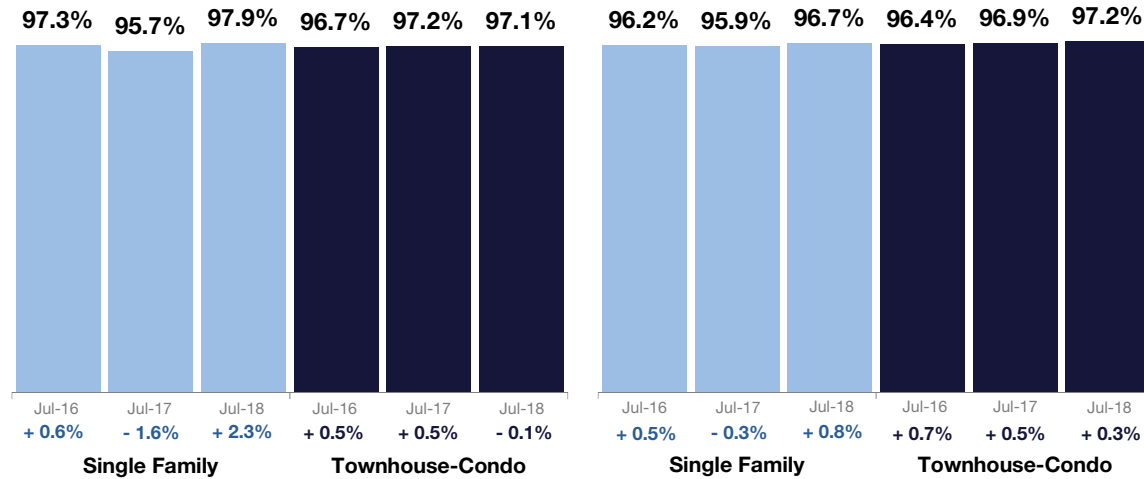


Percent of List Price Received



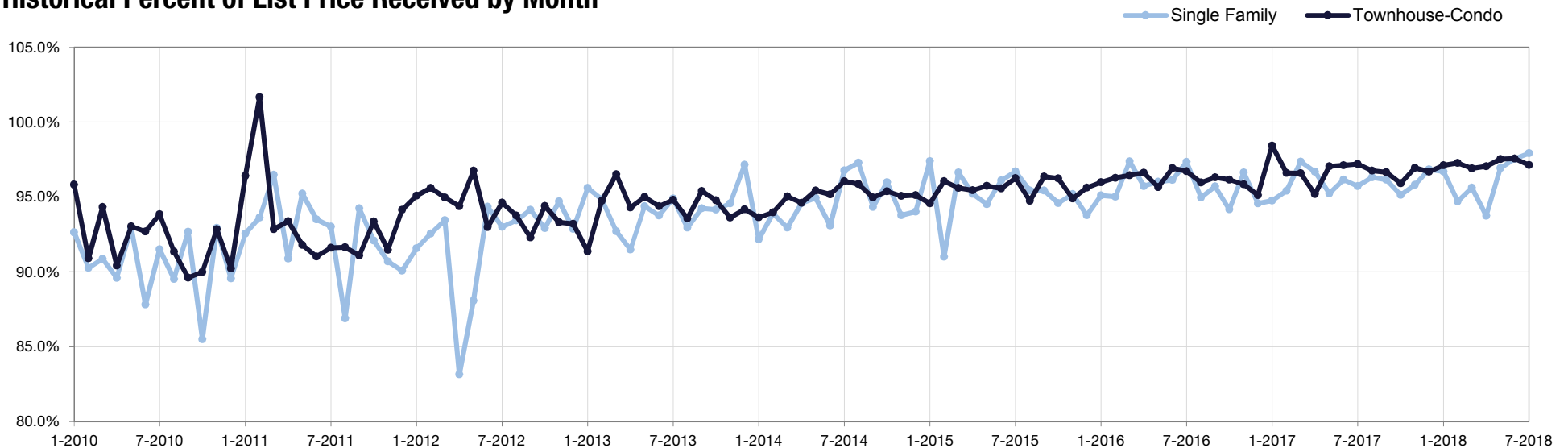
July

Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	96.3%	+1.4%	96.7%	+0.7%
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	97.9%	+2.3%	97.1%	-0.1%

Historical Percent of List Price Received by Month

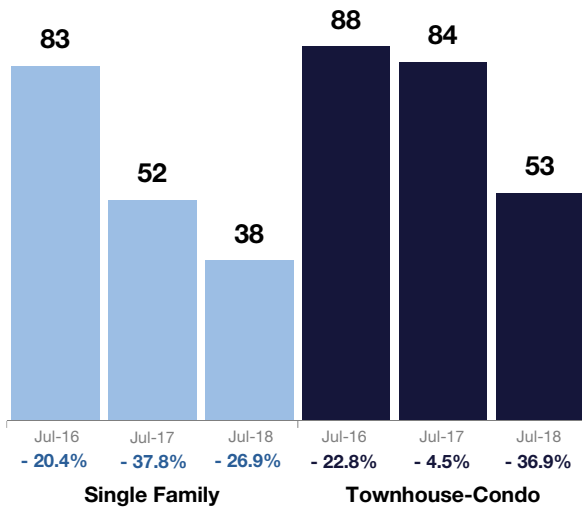


Days on Market Until Sale

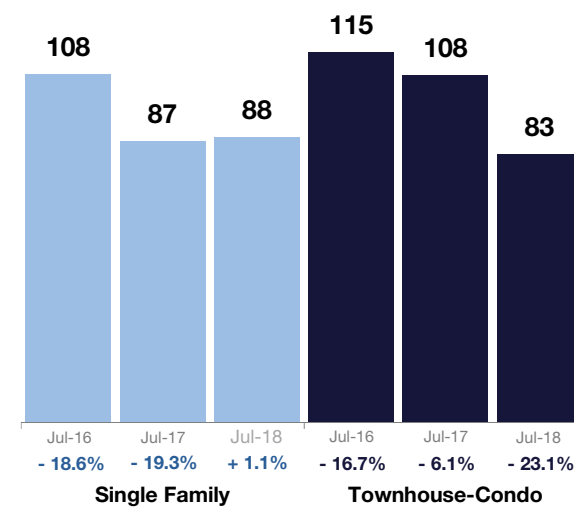


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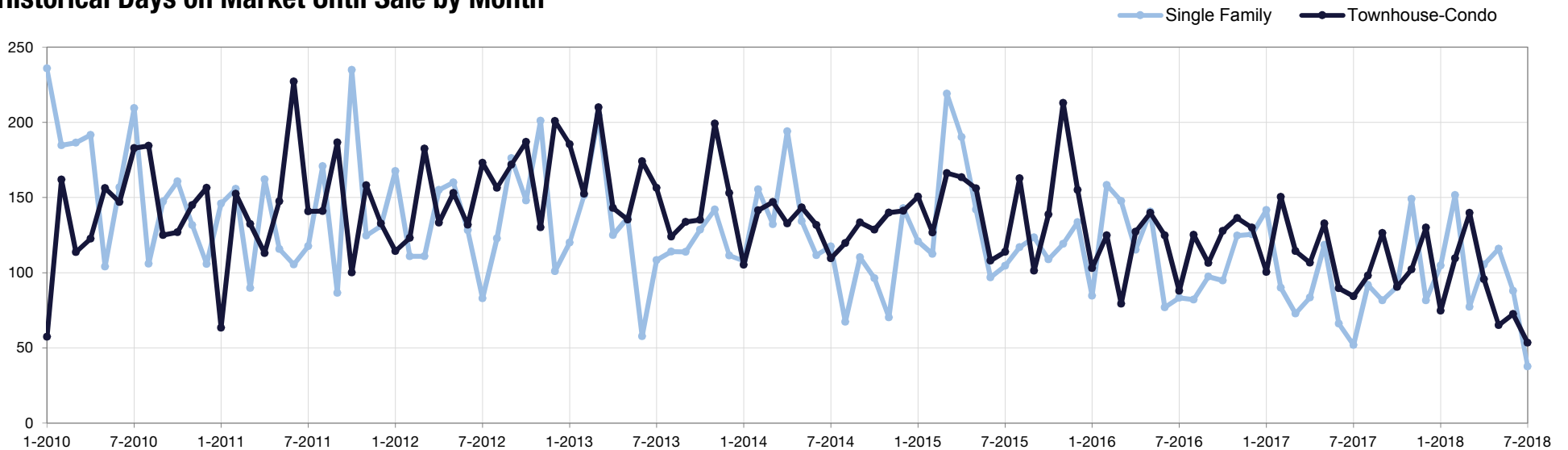


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	92	+12.2%	98	-21.6%
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	38	-26.9%	53	-36.9%

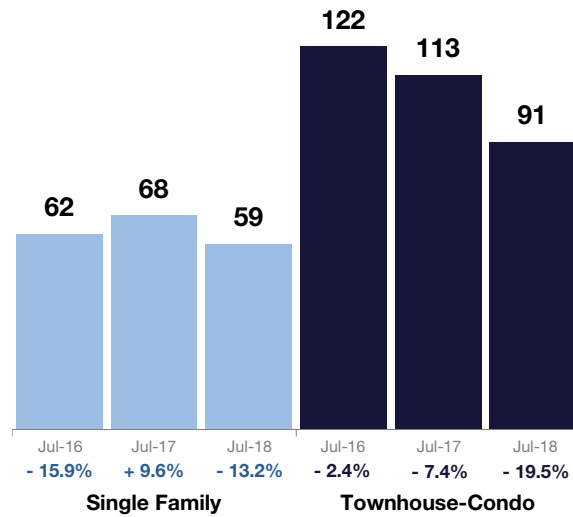
Historical Days on Market Until Sale by Month



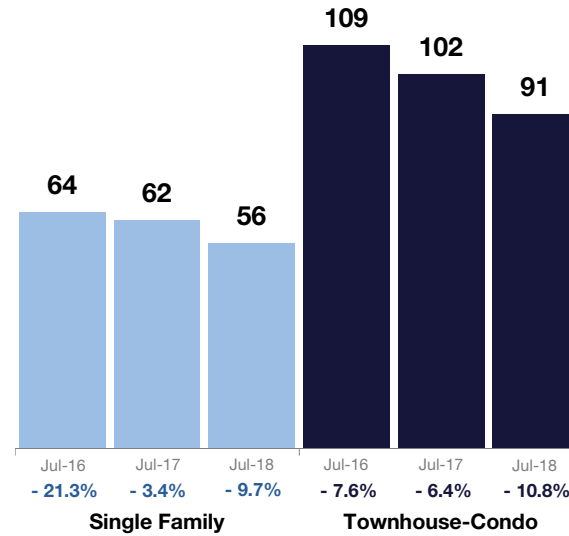
Housing Affordability Index



July

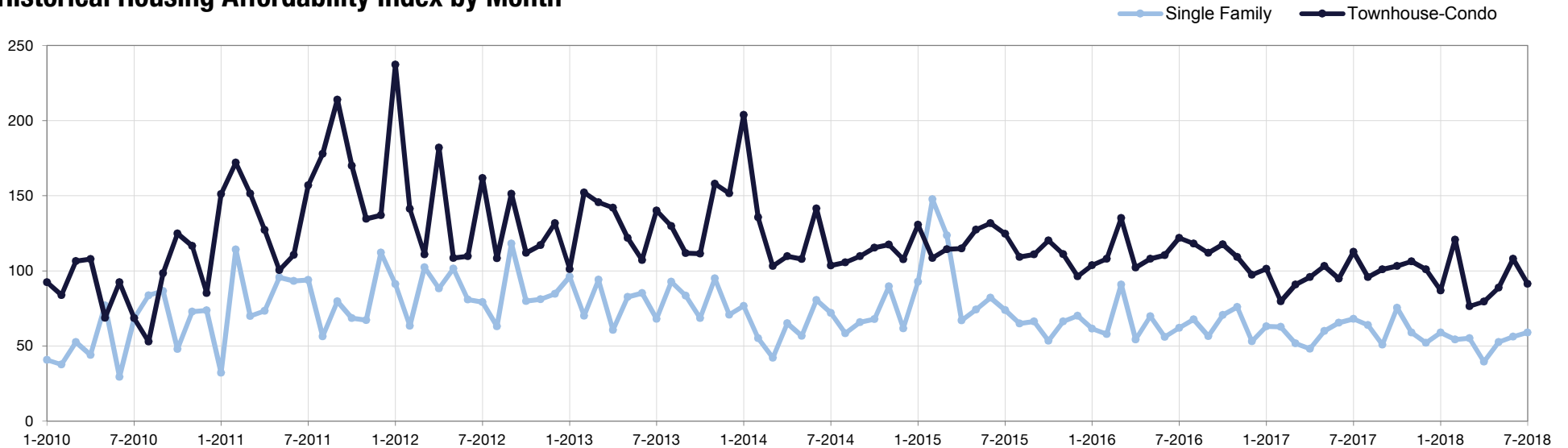


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	64	-5.9%	96	-18.6%
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	59	-13.2%	91	-19.5%

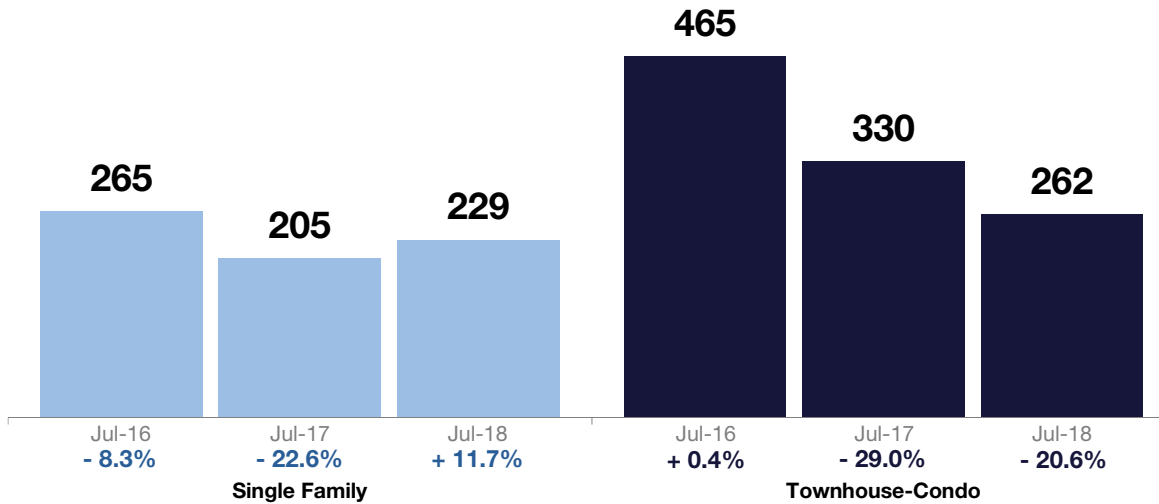
Historical Housing Affordability Index by Month



Inventory of Active Listings

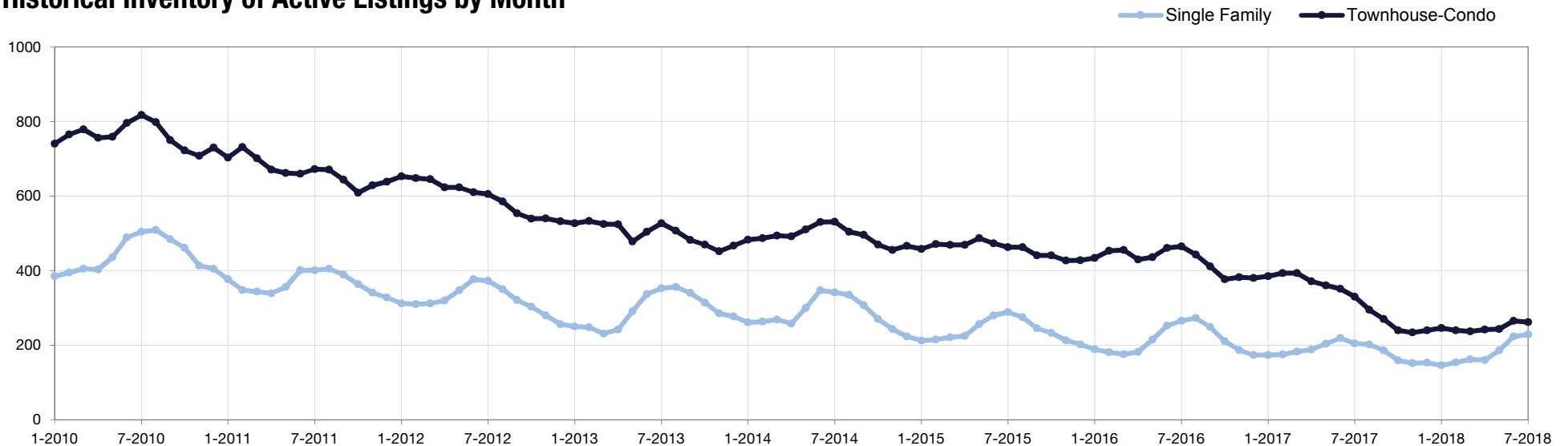


July



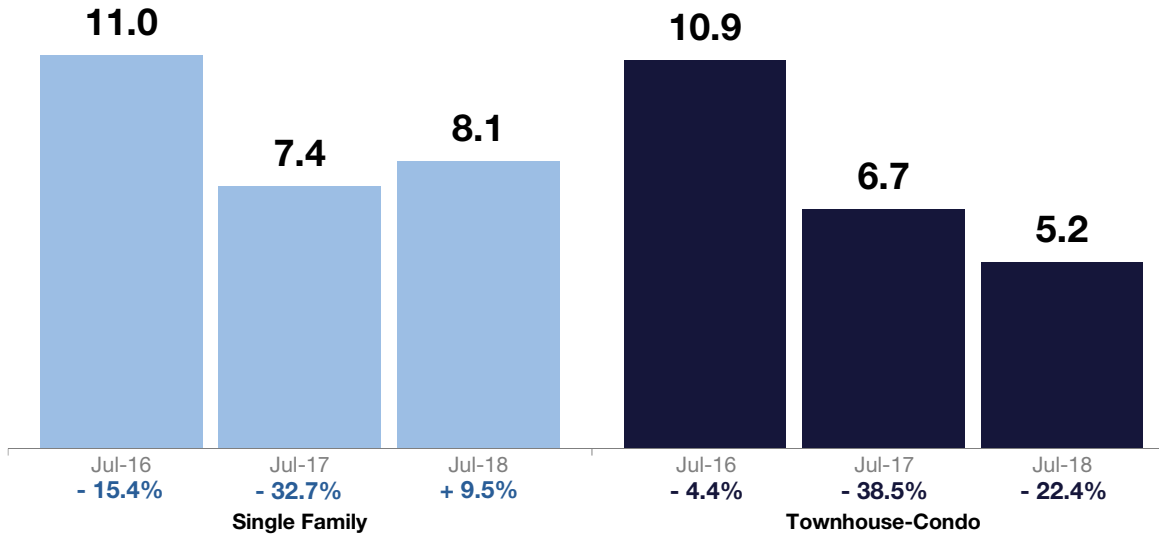
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	202	-26.0%	295	-33.4%
Sep-2017	186	-25.3%	270	-34.3%
Oct-2017	159	-24.3%	240	-36.3%
Nov-2017	152	-18.7%	234	-38.7%
Dec-2017	153	-12.1%	240	-36.8%
Jan-2018	146	-16.1%	246	-36.1%
Feb-2018	154	-12.0%	240	-38.9%
Mar-2018	162	-11.5%	237	-39.7%
Apr-2018	160	-14.9%	242	-34.8%
May-2018	186	-8.8%	243	-32.5%
Jun-2018	223	+1.8%	265	-24.5%
Jul-2018	229	+11.7%	262	-20.6%

Historical Inventory of Active Listings by Month



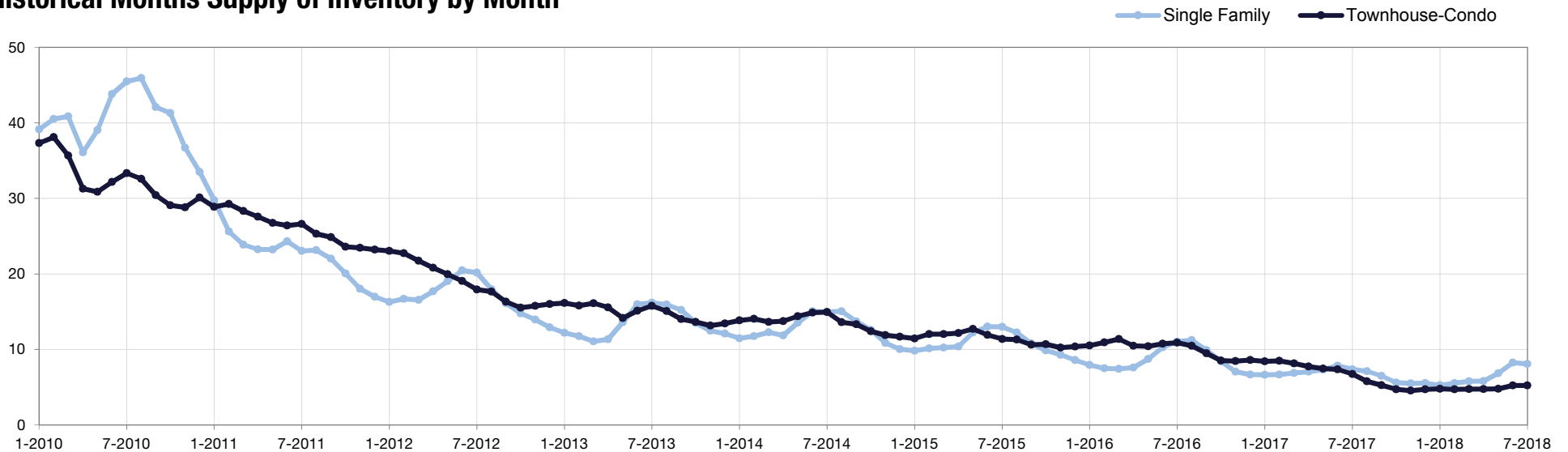
Months Supply of Inventory

July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2017	7.1	-36.6%	5.8	-44.8%
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	5.5	-17.9%	4.7	-45.3%
Jan-2018	5.2	-21.2%	4.8	-42.9%
Feb-2018	5.5	-17.9%	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	6.8	-6.8%	4.8	-36.0%
Jun-2018	8.2	+5.1%	5.2	-29.7%
Jul-2018	8.1	+9.5%	5.2	-22.4%

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	7-2017	7-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		117	147	+ 25.6%	835	836	+ 0.1%
Pending Sales		110	116	+ 5.5%	568	565	- 0.5%
Sold Listings		92	101	+ 9.8%	503	499	- 0.8%
Median Sales Price		\$341,250	\$427,000	+ 25.1%	\$409,900	\$435,000	+ 6.1%
Average Sales Price		\$414,467	\$569,917	+ 37.5%	\$538,383	\$587,588	+ 9.1%
Pct. of List Price Received		96.8%	97.5%	+ 0.7%	96.6%	97.0%	+ 0.4%
Days on Market		75	47	- 37.3%	101	85	- 15.8%
Housing Affordability Index		106	80	- 24.5%	88	78	- 11.4%
Active Listings		535	491	- 8.2%	--	--	--
Months Supply		7.0	6.3	- 10.0%	--	--	--

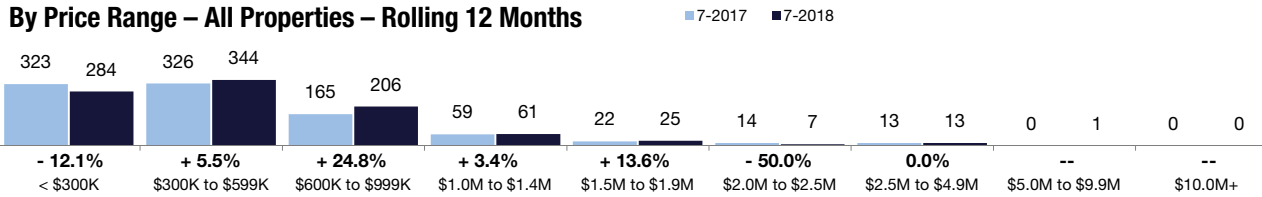
Closed Sales

Actual sales that have closed in a given month.

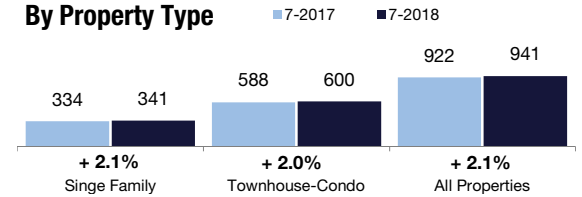


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$299,999 and Below	88	59	-33.0%	235	225	-4.3%
\$300,000 to \$599,999	89	102	+14.6%	237	242	+2.1%
\$600,000 to \$999,999	87	99	+13.8%	78	107	+37.2%
\$1,000,000 to \$1,499,999	34	48	+41.2%	25	13	-48.0%
\$1,500,000 to \$1,999,999	15	16	+6.7%	7	9	+28.6%
\$2,000,000 to \$2,499,999	11	5	-54.5%	3	2	-33.3%
\$2,500,000 to \$4,999,999	10	11	+10.0%	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	334	341	+2.1%	588	600	+2.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$299,999 and Below	11	9	-18.2%	24	22	-8.3%
\$300,000 to \$599,999	6	14	+133.3%	14	23	+64.3%
\$600,000 to \$999,999	11	11	0.0%	11	11	0.0%
\$1,000,000 to \$1,499,999	4	7	+75.0%	1	1	0.0%
\$1,500,000 to \$1,999,999	4	0	-100.0%	1	0	-100.0%
\$2,000,000 to \$2,499,999	0	0	--	0	1	--
\$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	36	43	+19.4%	51	58	+13.7%

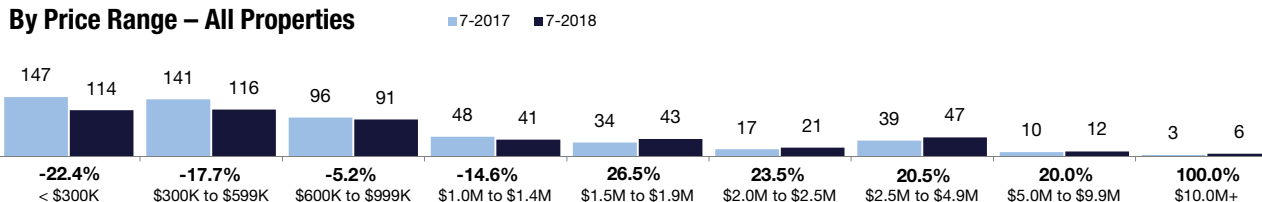
Year to Date

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$299,999 and Below	47	37	-21.3%	127	118	-7.1%
\$300,000 to \$599,999	42	50	+19.0%	133	118	-11.3%
\$600,000 to \$999,999	48	51	+6.3%	51	64	+25.5%
\$1,000,000 to \$1,499,999	23	27	+17.4%	10	8	-20.0%
\$1,500,000 to \$1,999,999	6	8	+33.3%	3	6	+100.0%
\$2,000,000 to \$2,499,999	7	2	-71.4%	2	2	0.0%
\$2,500,000 to \$4,999,999	1	7	+600.0%	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	174	183	+5.2%	329	316	-4.0%

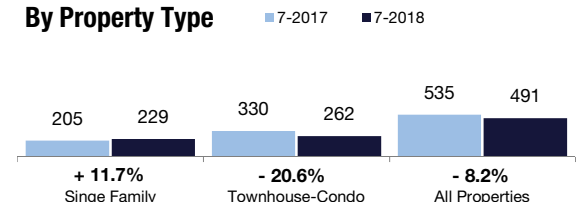
Inventory of Active Listings

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		
	7-2017	7-2018	Change	7-2017	7-2018	Change
\$299,999 and Below	12	17	+41.7%	135	97	-28.1%
\$300,000 to \$599,999	47	35	-25.5%	94	81	-13.8%
\$600,000 to \$999,999	33	46	+39.4%	63	45	-28.6%
\$1,000,000 to \$1,499,999	33	29	-12.1%	15	12	-20.0%
\$1,500,000 to \$1,999,999	23	31	+34.8%	11	12	+9.1%
\$2,000,000 to \$2,499,999	13	16	+23.1%	4	5	+25.0%
\$2,500,000 to \$4,999,999	32	38	+18.8%	7	9	+28.6%
\$5,000,000 to \$9,999,999	10	12	+20.0%	0	0	--
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
All Price Ranges	205	229	+11.7%	330	262	-20.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2018	7-2018	Change	6-2018	7-2018	Change
\$299,999 and Below	15	17	+13.3%	93	97	+4.3%
\$300,000 to \$599,999	38	35	-7.9%	86	81	-5.8%
\$600,000 to \$999,999	44	46	+4.5%	46	45	-2.2%
\$1,000,000 to \$1,499,999	27	29	+7.4%	14	12	-14.3%
\$1,500,000 to \$1,999,999	28	31	+10.7%	11	12	+9.1%
\$2,000,000 to \$2,499,999	14	16	+14.3%	5	5	0.0%
\$2,500,000 to \$4,999,999	40	38	-5.0%	9	9	0.0%
\$5,000,000 to \$9,999,999	12	12	0.0%	0	0	--
\$10,000,000 and Above	5	5	0.0%	1	1	0.0%
All Price Ranges	223	229	+2.7%	265	262	-1.1%

Year to Date

By Price Range	Single Family			Condo		
	7-2017	7-2018	Change	7-2017	7-2018	Change
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.