

Monthly Indicators



November 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 5.3 percent for single family homes but increased 43.2 percent for townhouse-condo properties. Pending Sales increased 22.2 percent for single family homes and 12.1 percent for townhouse-condo properties.

The Median Sales Price was up 3.0 percent to \$632,500 for single family homes and 17.5 percent to \$399,500 for townhouse-condo properties. Days on Market decreased 46.3 percent for single family homes but increased 19.6 percent for townhouse-condo properties.

The Bureau of Labor Statistics recently reported that the national unemployment rate was at 3.7 percent. Low unemployment has helped the housing industry during this extensive period of U.S. economic prosperity. Home buying and selling activity relies on gainful employment. It also relies on demand, and builders are showing caution by breaking ground on fewer single-family home construction projects in the face of rising mortgage rates and fewer showings.

Activity Snapshot

- 21.0%	+ 7.5%	+ 11.4%
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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		19	18	- 5.3%	459	496	+ 8.1%
Pending Sales		18	22	+ 22.2%	319	323	+ 1.3%
Sold Listings		24	24	0.0%	310	317	+ 2.3%
Median Sales Price		\$614,000	\$632,500	+ 3.0%	\$599,500	\$635,000	+ 5.9%
Average Sales Price		\$704,214	\$767,332	+ 9.0%	\$719,793	\$875,596	+ 21.6%
Pct. of List Price Received		95.8%	95.0%	- 0.8%	95.9%	96.5%	+ 0.6%
Days on Market		149	80	- 46.3%	92	73	- 20.7%
Housing Affordability Index		59	50	- 15.3%	60	50	- 16.7%
Active Listings		152	187	+ 23.0%	--	--	--
Months Supply		5.5	6.6	+ 20.0%	--	--	--

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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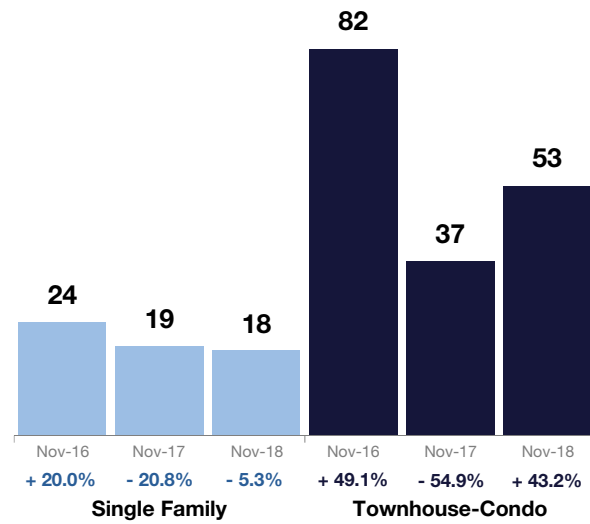
Key Metrics	Historical Sparkbars	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		37	53	+ 43.2%	689	698	+ 1.3%
Pending Sales		33	37	+ 12.1%	569	529	- 7.0%
Sold Listings		57	40	- 29.8%	584	530	- 9.2%
Median Sales Price		\$340,000	\$399,500	+ 17.5%	\$355,000	\$382,500	+ 7.7%
Average Sales Price		\$366,333	\$481,975	+ 31.6%	\$437,519	\$467,050	+ 6.7%
Pct. of List Price Received		96.9%	96.2%	- 0.7%	96.8%	97.3%	+ 0.5%
Days on Market		102	122	+ 19.6%	107	83	- 22.4%
Housing Affordability Index		106	79	- 25.5%	102	82	- 19.6%
Active Listings		235	244	+ 3.8%	--	--	--
Months Supply		4.5	5.2	+ 15.6%	--	--	--

New Listings

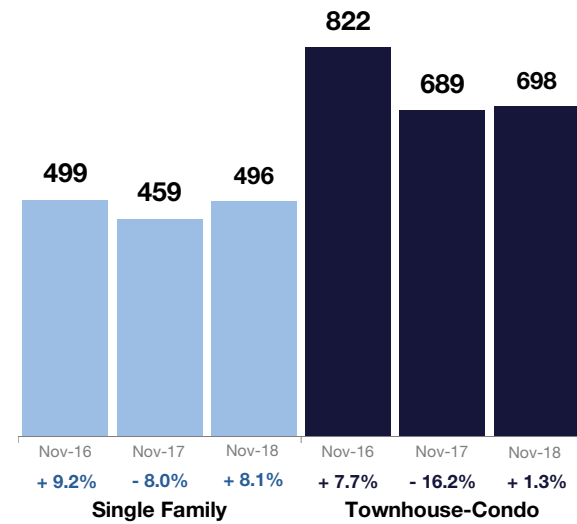


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November

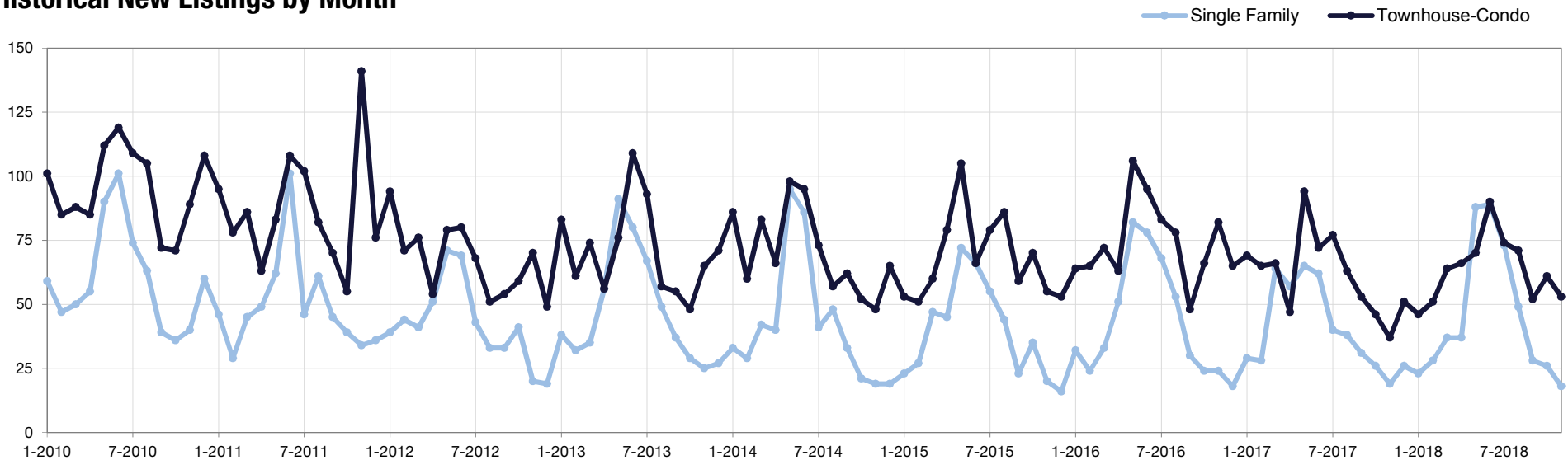


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%
Sep-2018	28	-9.7%	52	-1.9%
Oct-2018	26	0.0%	61	+32.6%
Nov-2018	18	-5.3%	53	+43.2%

Historical New Listings by Month

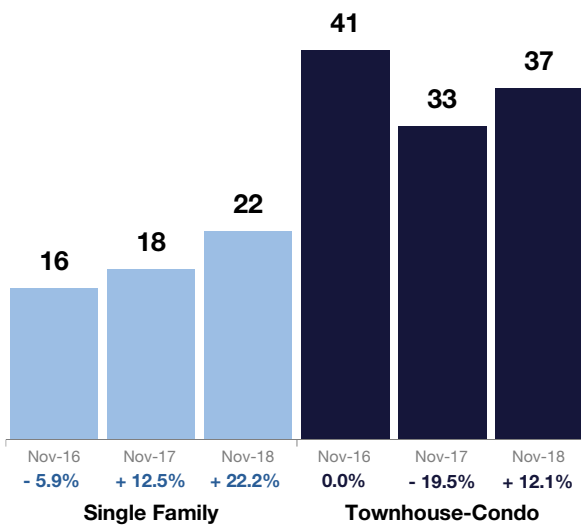


Pending Sales

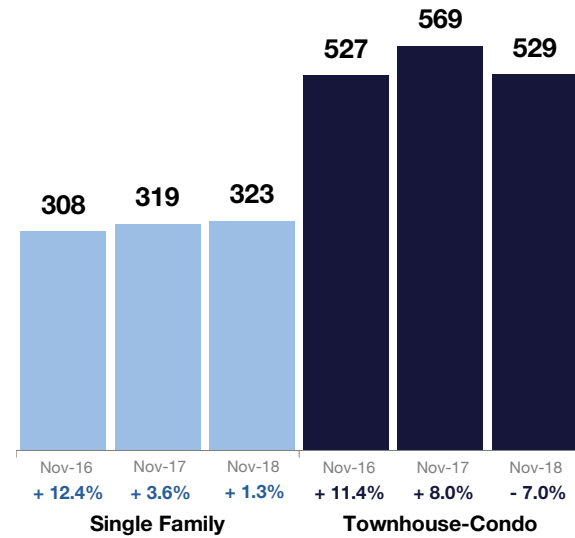


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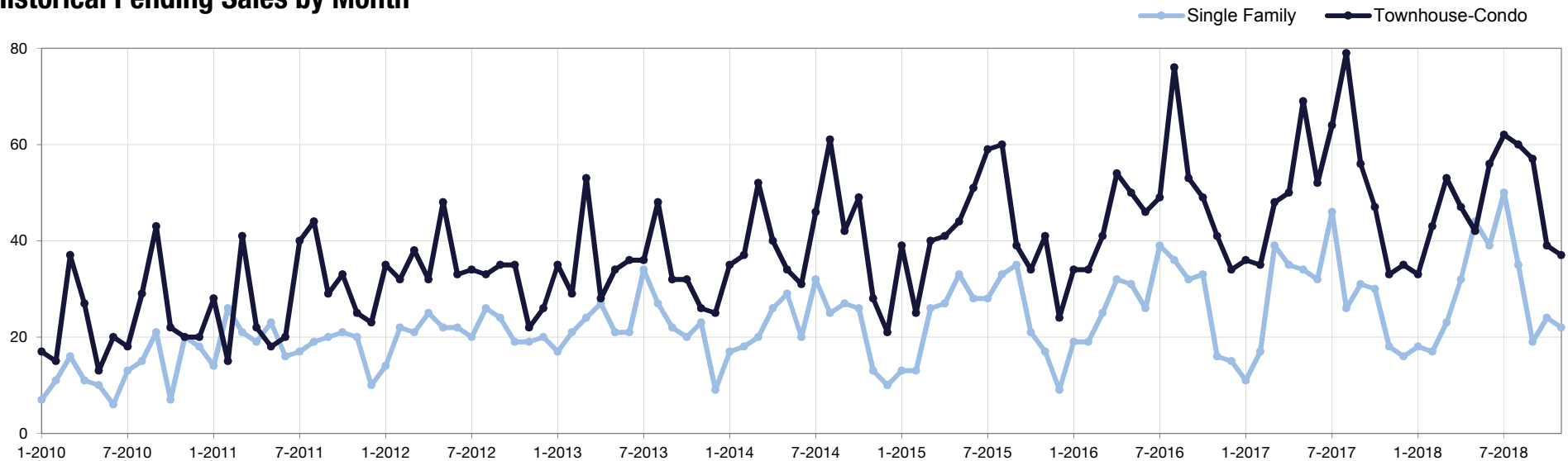


Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	16	+6.7%	35	+2.9%
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	50	+8.7%	62	-3.1%
Aug-2018	35	+34.6%	60	-24.1%
Sep-2018	19	-38.7%	57	+1.8%
Oct-2018	24	-20.0%	39	-17.0%
Nov-2018	22	+22.2%	37	+12.1%

Historical Pending Sales by Month

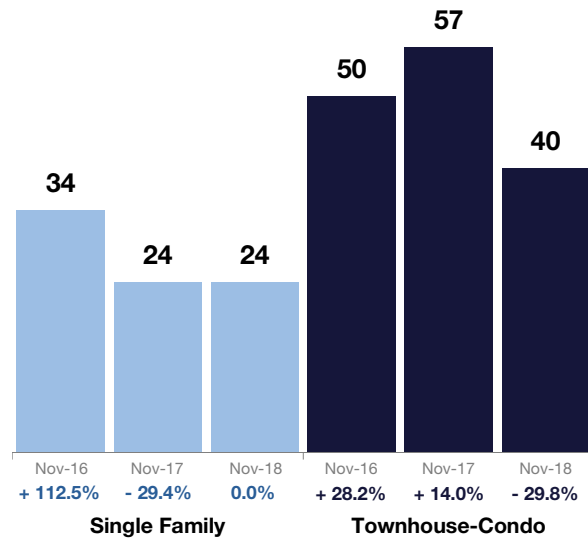


Sold Listings

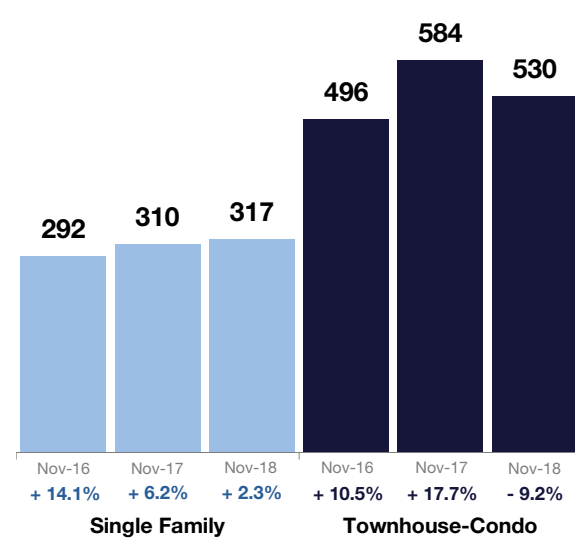


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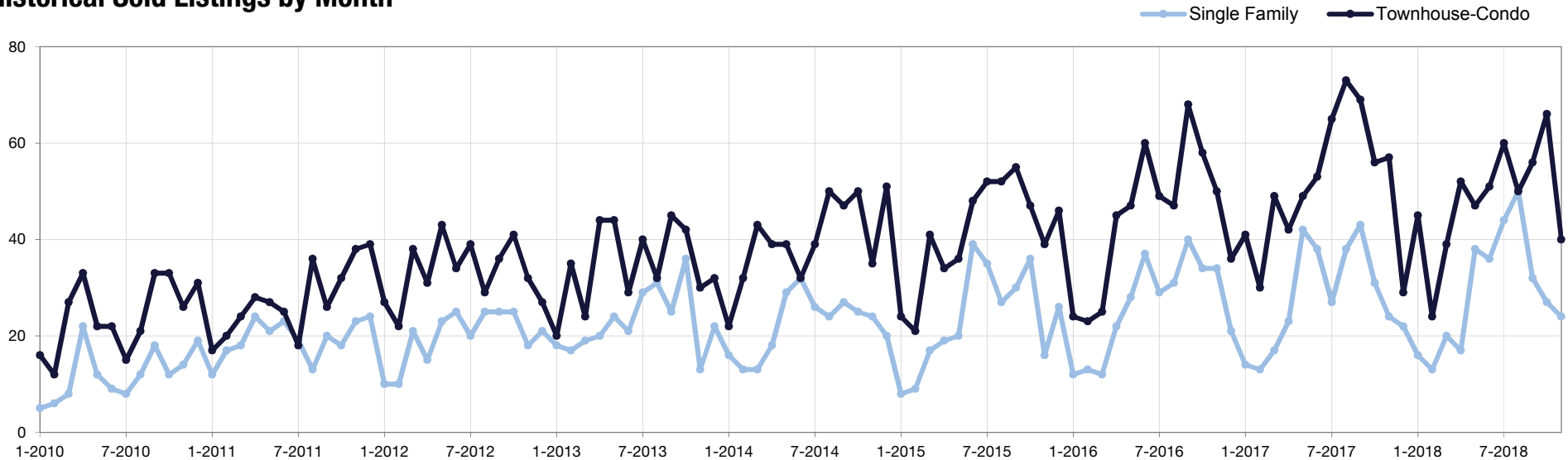


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	50	+31.6%	50	-31.5%
Sep-2018	32	-25.6%	56	-18.8%
Oct-2018	27	-12.9%	66	+17.9%
Nov-2018	24	0.0%	40	-29.8%

Historical Sold Listings by Month

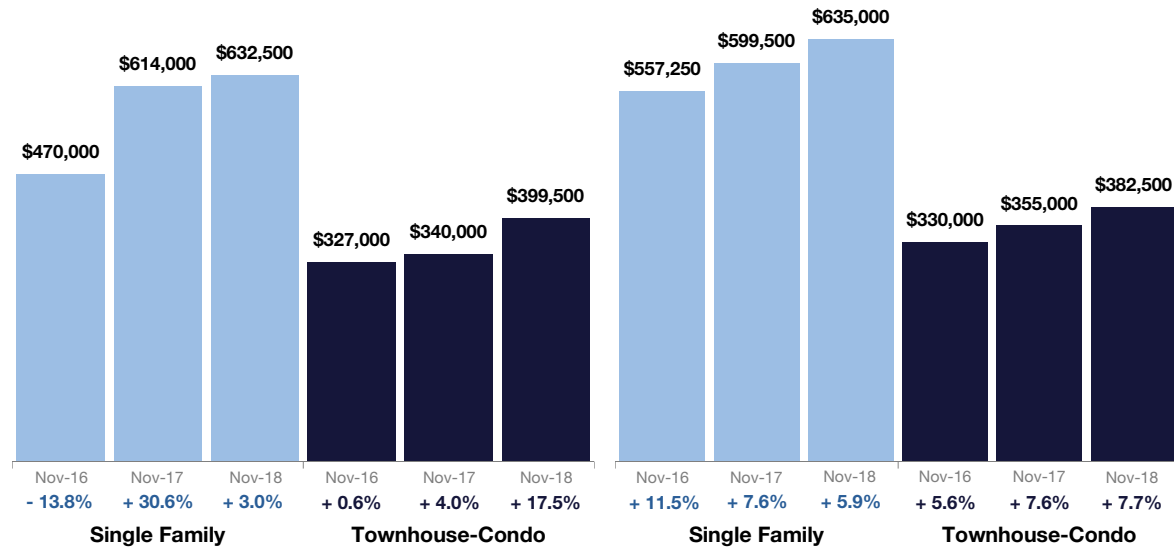


Median Sales Price

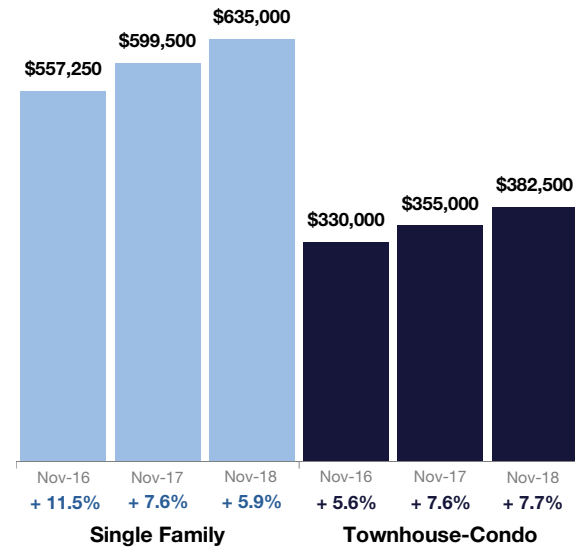


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November

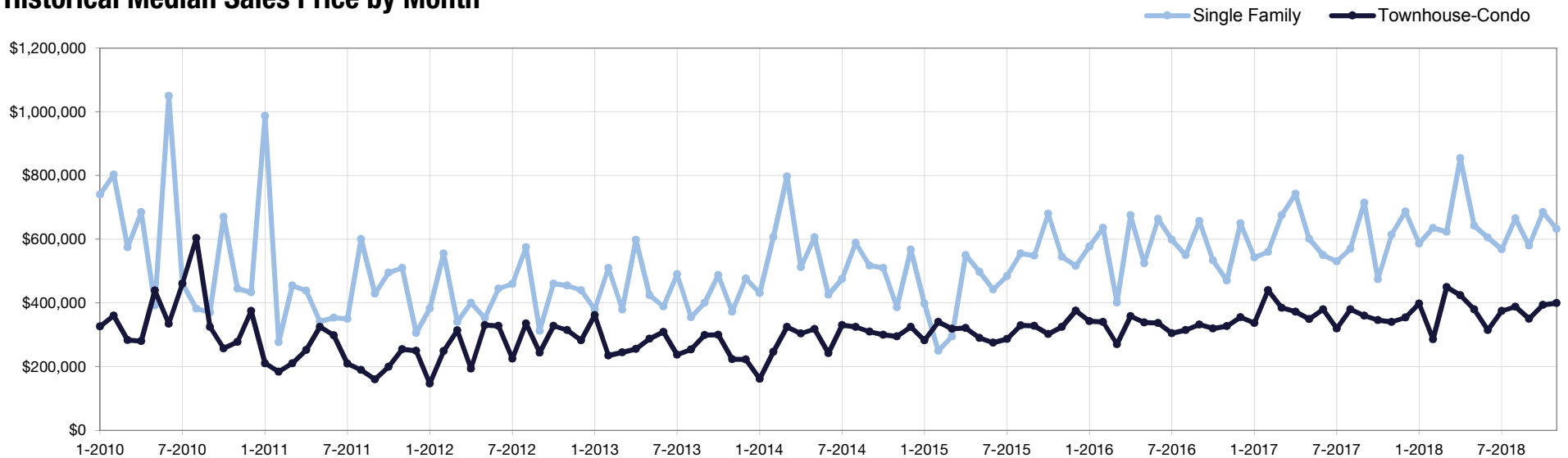


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$665,000	+16.7%	\$387,750	+2.0%
Sep-2018	\$579,500	-19.0%	\$350,000	-2.8%
Oct-2018	\$685,000	+44.5%	\$394,000	+13.9%
Nov-2018	\$632,500	+3.0%	\$399,500	+17.5%

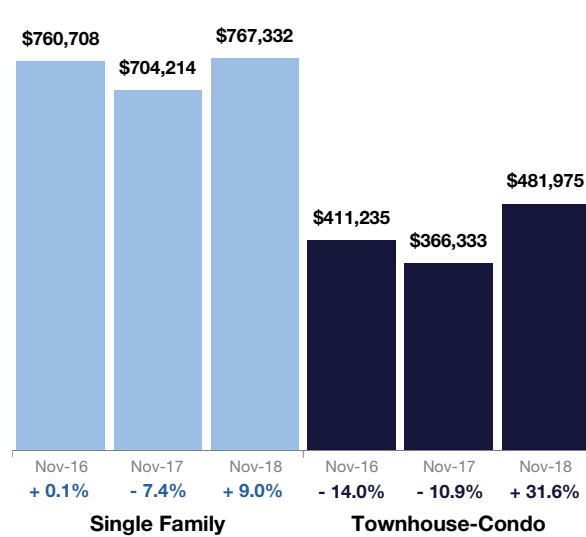
Historical Median Sales Price by Month



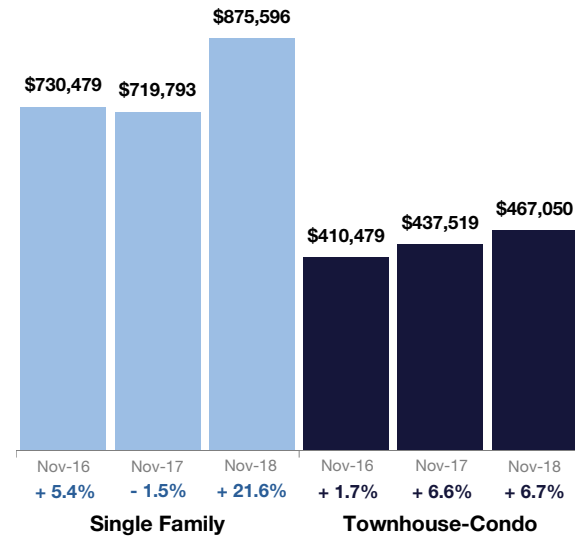
Average Sales Price



November

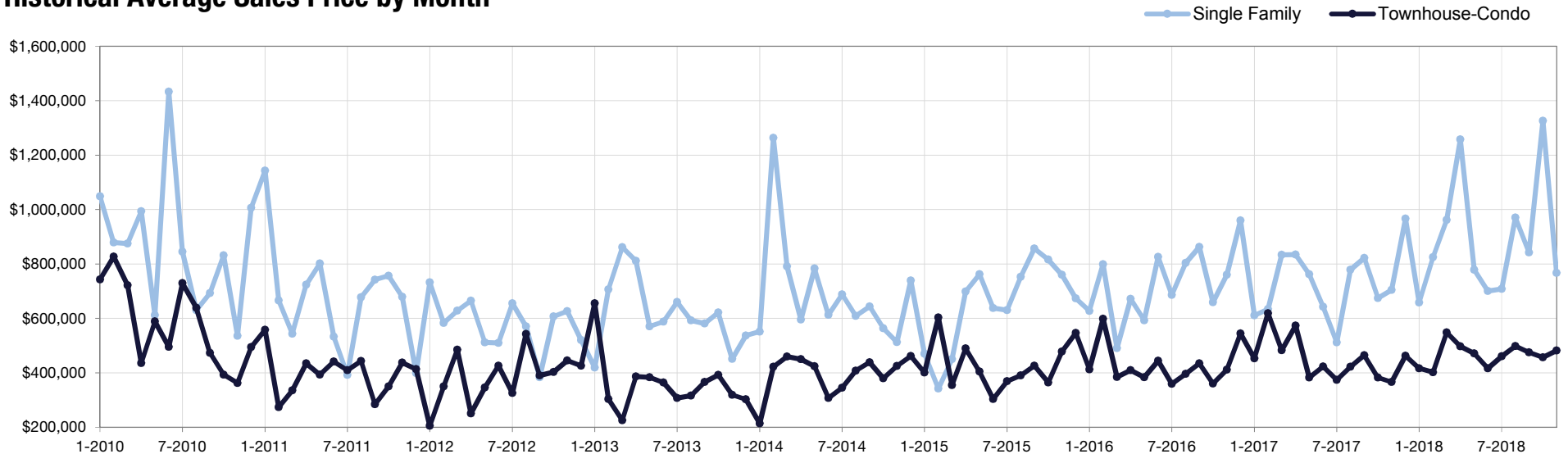


Year to Date



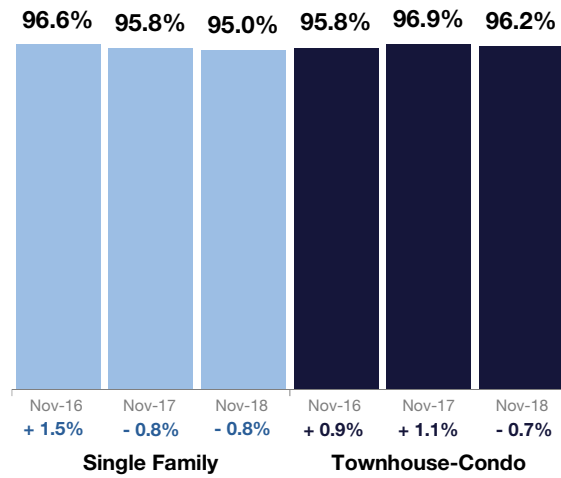
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	\$966,682	+0.8%	\$462,682	-15.0%
Jan-2018	\$658,075	+7.8%	\$416,033	-8.1%
Feb-2018	\$825,231	+30.1%	\$402,033	-35.0%
Mar-2018	\$961,900	+15.4%	\$548,222	+13.5%
Apr-2018	\$1,257,789	+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	\$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%	\$457,022	+19.5%
Nov-2018	\$767,332	+9.0%	\$481,975	+31.6%

Historical Average Sales Price by Month

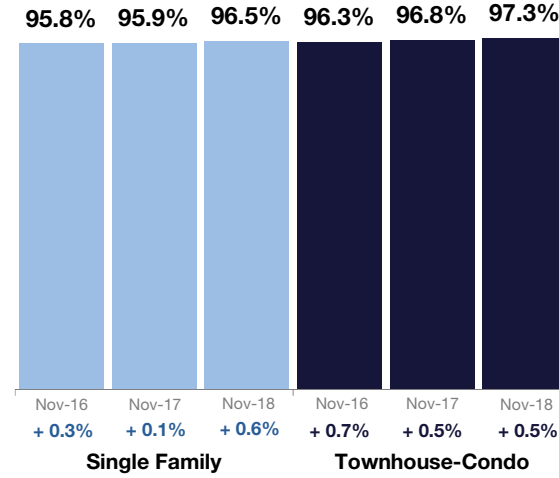


Percent of List Price Received

November

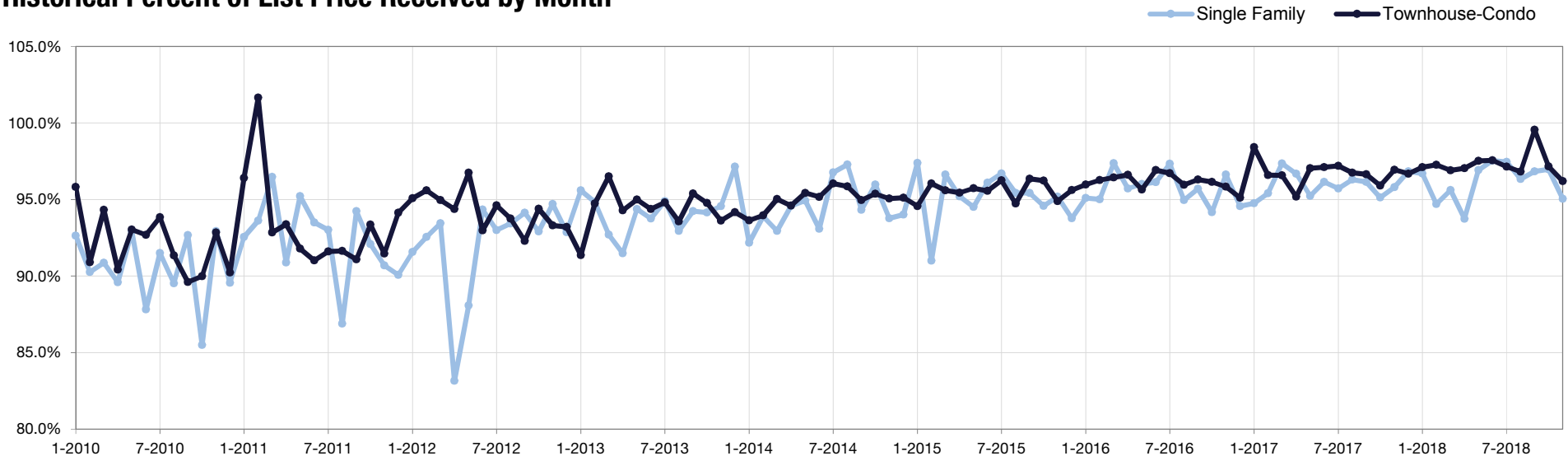


Year to Date



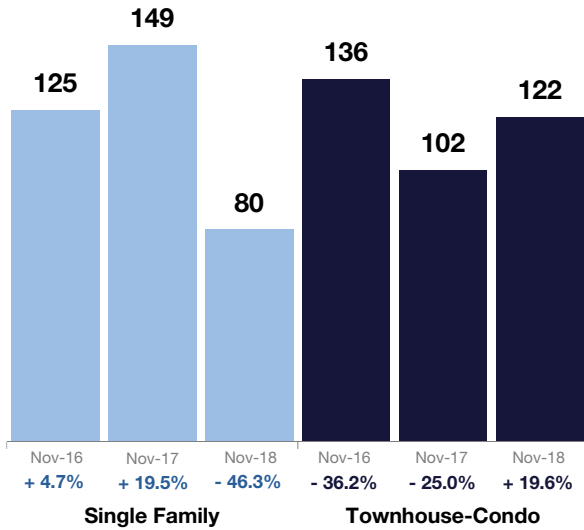
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	96.8%	+2.3%	96.7%	+1.7%
Jan-2018	96.7%	+2.1%	97.1%	-1.3%
Feb-2018	94.7%	-0.7%	97.3%	+0.7%
Mar-2018	95.6%	-1.8%	96.9%	+0.3%
Apr-2018	93.7%	-3.1%	97.0%	+1.9%
May-2018	96.9%	+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	96.3%	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	95.0%	-0.8%	96.2%	-0.7%

Historical Percent of List Price Received by Month

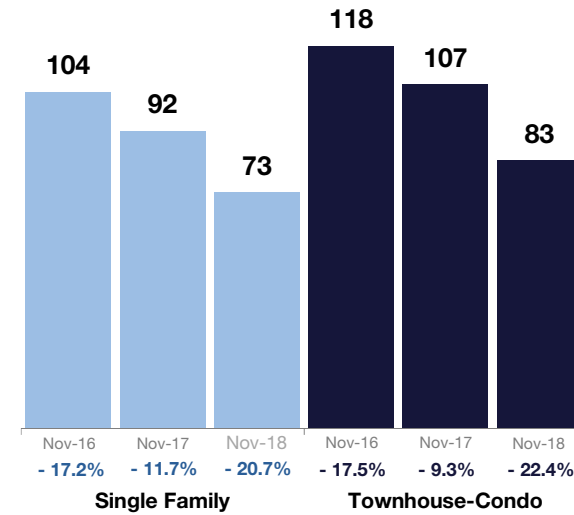


Days on Market Until Sale

November

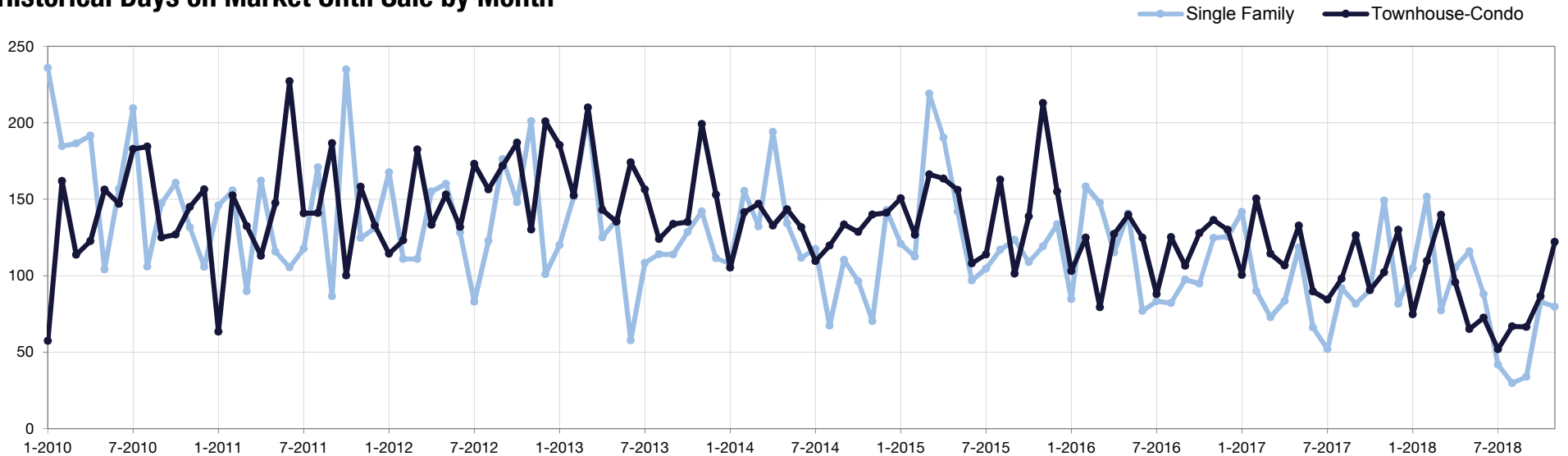


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	30	-67.4%	67	-31.6%
Sep-2018	34	-58.5%	67	-46.8%
Oct-2018	83	-8.8%	87	-3.3%
Nov-2018	80	-46.3%	122	+19.6%

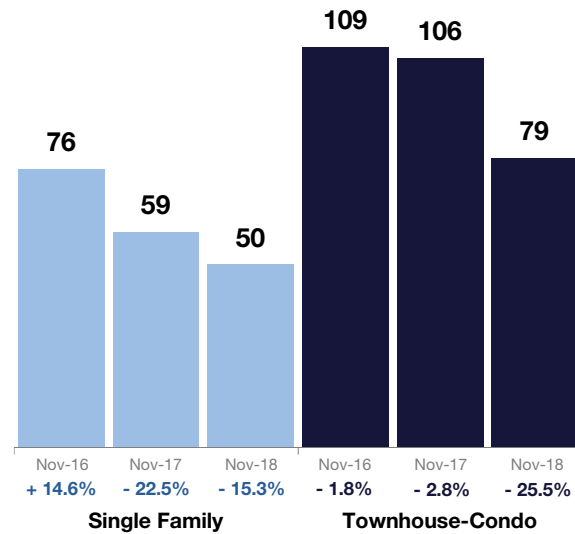
Historical Days on Market Until Sale by Month



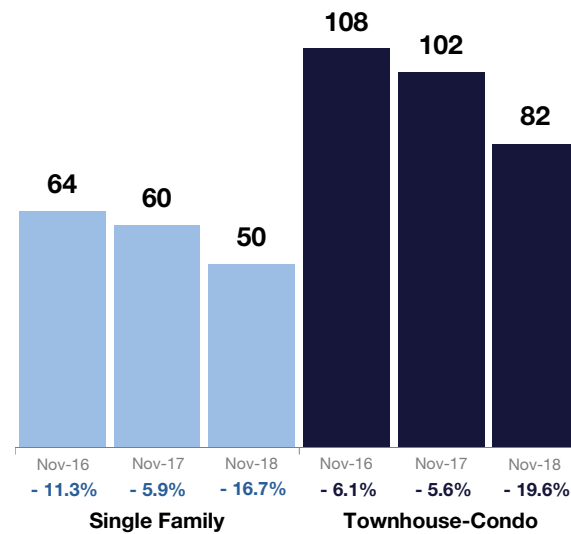
Housing Affordability Index



November

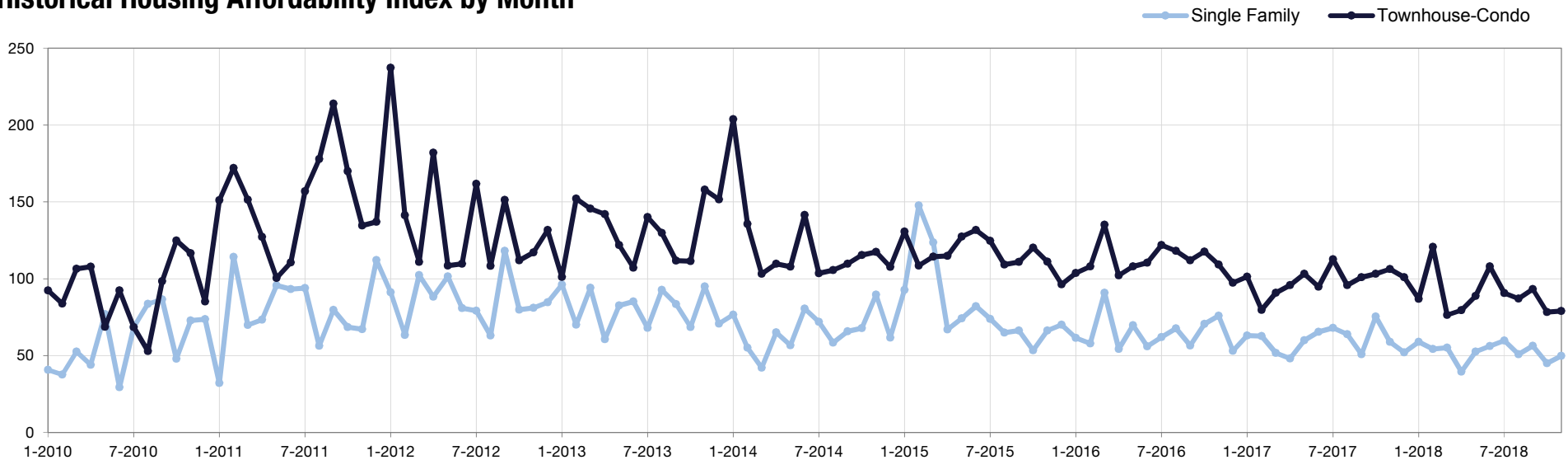


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	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%

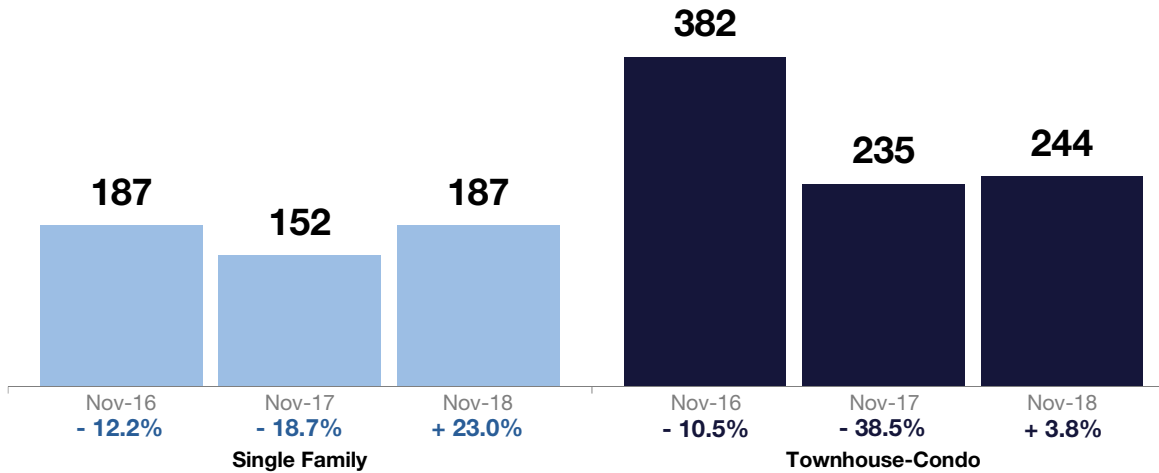
Historical Housing Affordability Index by Month



Inventory of Active Listings

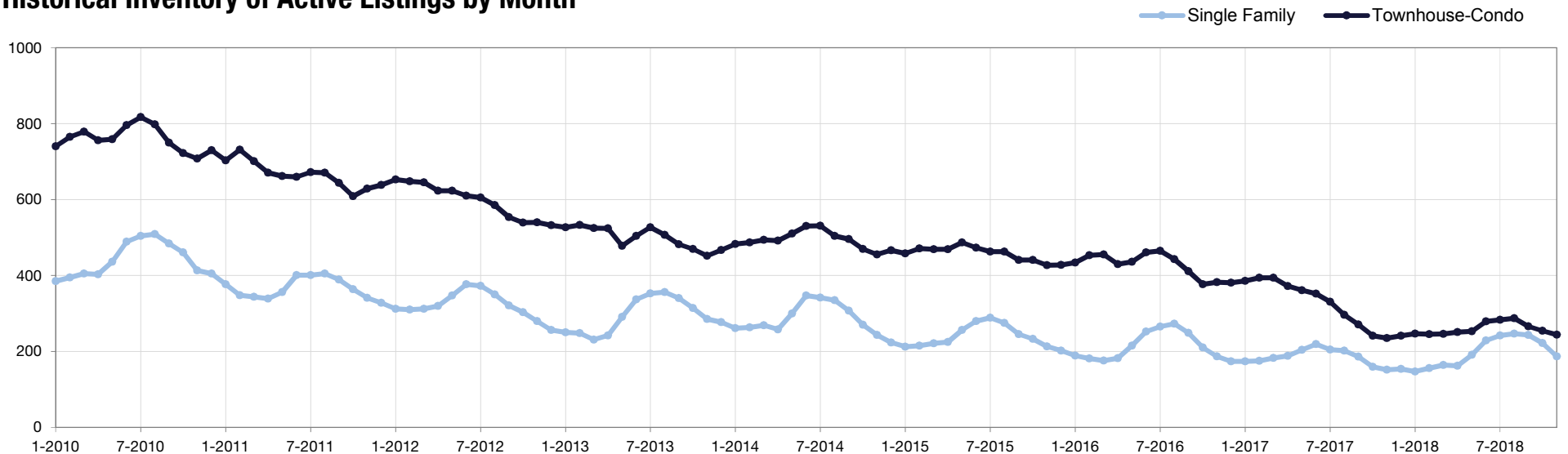


November



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2017	154	-11.5%	241	-36.7%
Jan-2018	147	-15.5%	247	-36.0%
Feb-2018	156	-10.9%	245	-37.8%
Mar-2018	164	-10.4%	246	-37.6%
Apr-2018	162	-13.8%	251	-32.5%
May-2018	191	-6.4%	253	-29.9%
Jun-2018	229	+4.6%	279	-20.7%
Jul-2018	242	+18.0%	283	-14.5%
Aug-2018	247	+22.3%	287	-3.0%
Sep-2018	243	+30.6%	266	-1.8%
Oct-2018	222	+39.6%	254	+5.4%
Nov-2018	187	+23.0%	244	+3.8%

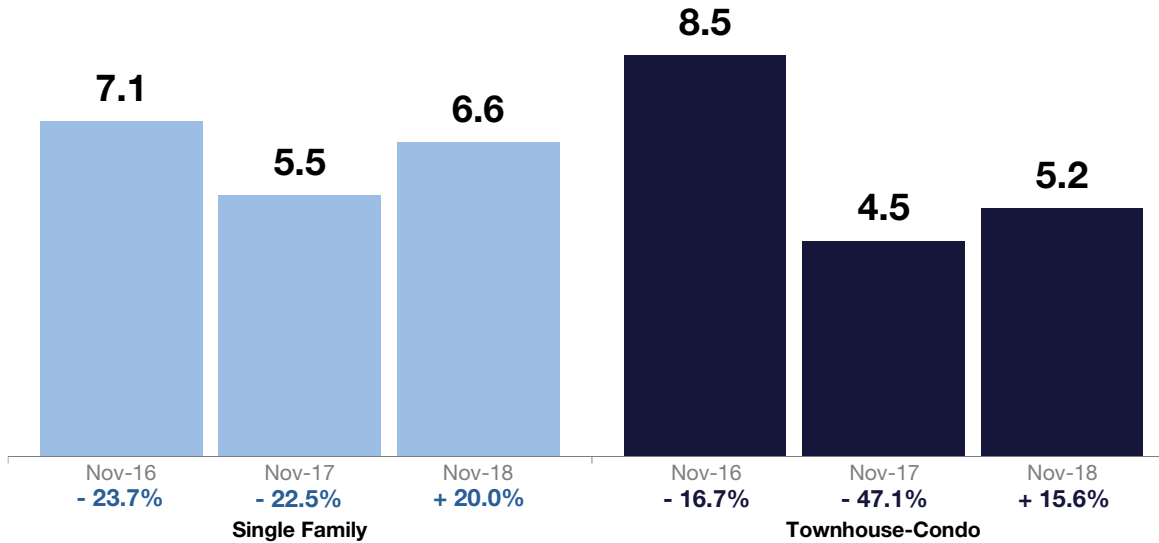
Historical Inventory of Active Listings by Month



Months Supply of Inventory

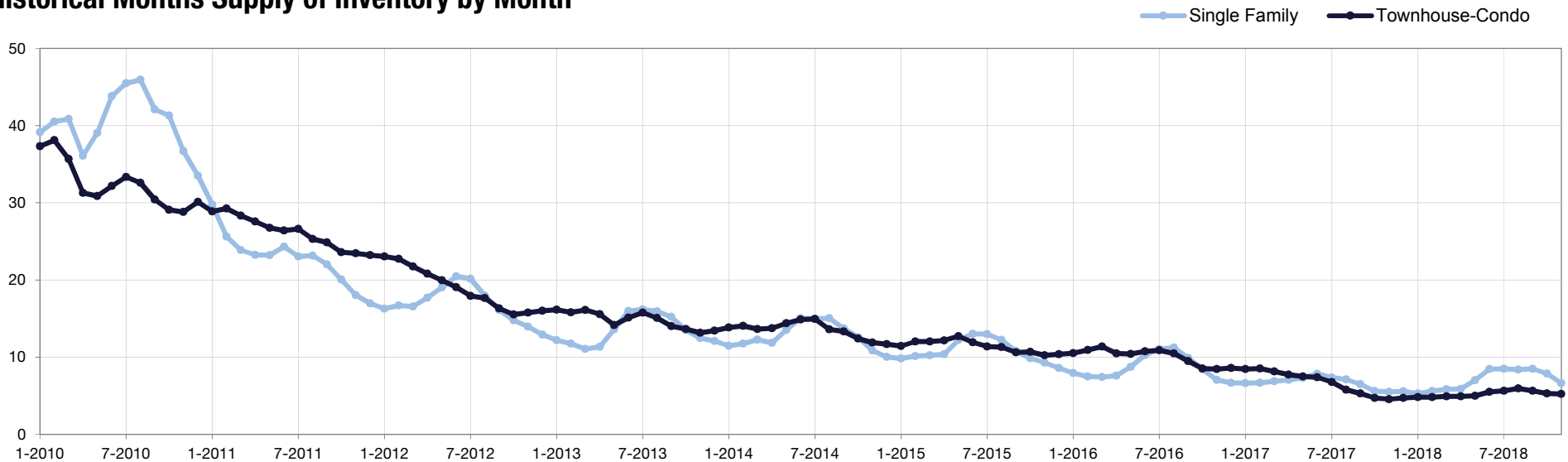


November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	4.8	-43.5%
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	8.5	+14.9%	5.6	-17.6%
Aug-2018	8.4	+18.3%	5.9	+1.7%
Sep-2018	8.5	+30.8%	5.6	+5.7%
Oct-2018	7.9	+41.1%	5.3	+12.8%
Nov-2018	6.6	+20.0%	5.2	+15.6%

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	11-2017	11-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		56	71	+ 26.8%	1,148	1,194	+ 4.0%
Pending Sales		51	59	+ 15.7%	888	852	- 4.1%
Sold Listings		81	64	- 21.0%	894	847	- 5.3%
Median Sales Price		\$419,000	\$450,500	+ 7.5%	\$416,000	\$437,500	+ 5.2%
Average Sales Price		\$466,446	\$588,984	+ 26.3%	\$535,399	\$619,953	+ 15.8%
Pct. of List Price Received		96.6%	95.8%	- 0.8%	96.5%	97.0%	+ 0.5%
Days on Market		116	106	- 8.6%	102	79	- 22.5%
Housing Affordability Index		86	70	- 18.6%	87	72	- 17.2%
Active Listings		387	431	+ 11.4%	--	--	--
Months Supply		4.9	5.8	+ 18.4%	--	--	--

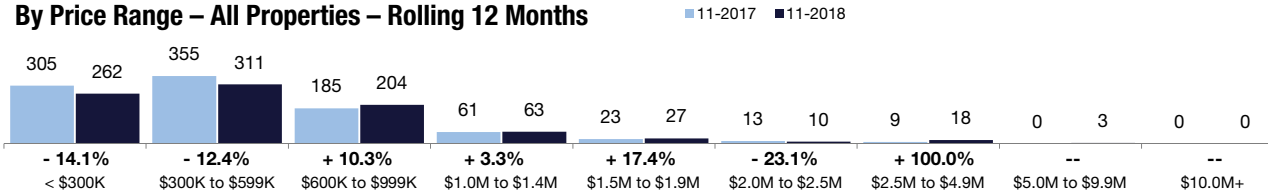
Closed Sales

Actual sales that have closed in a given month.

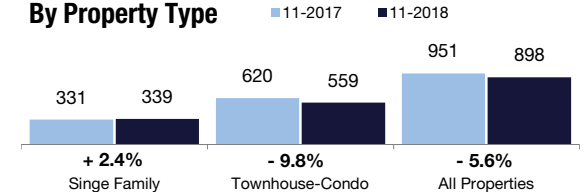


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$299,999 and Below	70	61	-12.9%	235	201	-14.5%
\$300,000 to \$599,999	94	93	-1.1%	261	218	-16.5%
\$600,000 to \$999,999	93	94	+1.1%	92	110	+19.6%
\$1,000,000 to \$1,499,999	44	48	+9.1%	17	15	-11.8%
\$1,500,000 to \$1,999,999	15	16	+6.7%	8	11	+37.5%
\$2,000,000 to \$2,499,999	10	7	-30.0%	3	3	0.0%
\$2,500,000 to \$4,999,999	5	17	+240.0%	4	1	-75.0%
\$5,000,000 to \$9,999,999	0	3	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	331	339	+2.4%	620	559	-9.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$299,999 and Below	4	3	-25.0%	23	13	-43.5%
\$300,000 to \$599,999	6	7	+16.7%	29	16	-44.8%
\$600,000 to \$999,999	5	11	+120.0%	11	9	-18.2%
\$1,000,000 to \$1,499,999	6	0	-100.0%	0	1	--
\$1,500,000 to \$1,999,999	3	0	-100.0%	3	0	-100.0%
\$2,000,000 to \$2,499,999	1	2	+100.0%	0	1	--
\$2,500,000 to \$4,999,999	0	1	--	0	0	--
\$5,000,000 to \$9,999,999	2	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	27	24	-11.1%	66	40	-39.4%

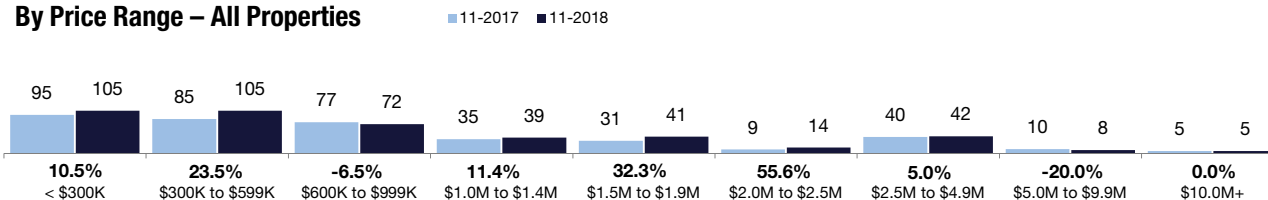
Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$299,999 and Below	66	58	-12.1%	223	190	-14.8%
\$300,000 to \$599,999	89	88	-1.1%	247	208	-15.8%
\$600,000 to \$999,999	87	85	-2.3%	87	103	+18.4%
\$1,000,000 to \$1,499,999	42	46	+9.5%	15	15	0.0%
\$1,500,000 to \$1,999,999	14	16	+14.3%	6	11	+83.3%
\$2,000,000 to \$2,499,999	9	6	-33.3%	2	3	+50.0%
\$2,500,000 to \$4,999,999	3	15	+400.0%	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	310	317	+2.3%	584	530	-9.2%

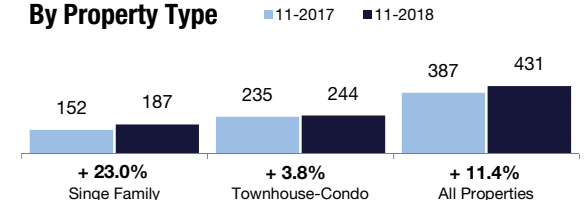
Inventory of Active Listings

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		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$299,999 and Below	10	14	+40.0%	85	91	+7.1%
\$300,000 to \$599,999	29	27	-6.9%	56	78	+39.3%
\$600,000 to \$999,999	24	34	+41.7%	53	38	-28.3%
\$1,000,000 to \$1,499,999	22	26	+18.2%	13	13	0.0%
\$1,500,000 to \$1,999,999	17	31	+82.4%	14	10	-28.6%
\$2,000,000 to \$2,499,999	6	10	+66.7%	3	4	+33.3%
\$2,500,000 to \$4,999,999	31	33	+6.5%	9	9	0.0%
\$5,000,000 to \$9,999,999	10	7	-30.0%	0	1	--
\$10,000,000 and Above	3	5	+66.7%	2	0	-100.0%
All Price Ranges	152	187	+23.0%	235	244	+3.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2018	11-2018	Change	10-2018	11-2018	Change
\$299,999 and Below	12	14	+16.7%	100	91	-9.0%
\$300,000 to \$599,999	36	27	-25.0%	73	78	+6.8%
\$600,000 to \$999,999	43	34	-20.9%	42	38	-9.5%
\$1,000,000 to \$1,499,999	30	26	-13.3%	14	13	-7.1%
\$1,500,000 to \$1,999,999	39	31	-20.5%	10	10	0.0%
\$2,000,000 to \$2,499,999	13	10	-23.1%	5	4	-20.0%
\$2,500,000 to \$4,999,999	34	33	-2.9%	9	9	0.0%
\$5,000,000 to \$9,999,999	10	7	-30.0%	1	1	0.0%
\$10,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	222	187	-15.8%	254	244	-3.9%

Year to Date

By Price Range	Single Family			Condo		
	11-2017	11-2018	Change	11-2017	11-2018	Change
\$299,999 and Below	10	14	+40.0%	85	91	+7.1%
\$300,000 to \$599,999	29	27	-6.9%	56	78	+39.3%
\$600,000 to \$999,999	24	34	+41.7%	53	38	-28.3%
\$1,000,000 to \$1,499,999	22	26	+18.2%	13	13	0.0%
\$1,500,000 to \$1,999,999	17	31	+82.4%	14	10	-28.6%
\$2,000,000 to \$2,499,999	6	10	+66.7%	3	4	+33.3%
\$2,500,000 to \$4,999,999	31	33	+6.5%	9	9	0.0%
\$5,000,000 to \$9,999,999	10	7	-30.0%	0	1	0.0%
\$10,000,000 and Above	3	5	+66.7%	2	0	-100.0%
All Price Ranges	152	187	+23.0%	235	244	+3.8%

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.