

Monthly Indicators



September 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 10.7 percent for single family homes and 13.5 percent for townhouse-condo properties. Pending Sales increased 94.4 percent for single family homes and 24.6 percent for townhouse-condo properties.

The Median Sales Price was up 35.5 percent to \$785,000 for single family homes and 21.4 percent to \$425,000 for townhouse-condo properties. Days on Market increased 164.7 percent for single family homes but decreased 4.5 percent for townhouse-condo properties.

In Washington there are discussions around a broad overhaul of the housing finance system, including the re-privatization of Fannie Mae and Freddie Mac and reforms to federal agencies involved with financing substantial portions of the mortgages made every year. Many of these policy conversations and eventual changes will take months or years to be implemented and their impact is not yet clear. While Halloween decorations are beginning to adorn homes around the country, the real estate market this fall is looking far from scary.

Activity Snapshot

- 15.9%	+ 19.9%	- 13.2%
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

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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		28	25	- 10.7%	452	400	- 11.5%
Pending Sales		18	35	+ 94.4%	276	275	- 0.4%
Sold Listings		32	31	- 3.1%	266	238	- 10.5%
Median Sales Price		\$579,500	\$785,000	+ 35.5%	\$615,400	\$737,500	+ 19.8%
Average Sales Price		\$842,606	\$870,055	+ 3.3%	\$839,617	\$987,841	+ 17.7%
Pct. of List Price Received		96.8%	95.9%	- 0.9%	96.6%	96.9%	+ 0.3%
Days on Market		34	90	+ 164.7%	71	107	+ 50.7%
Housing Affordability Index		56	47	- 16.1%	53	50	- 5.7%
Active Listings		257	219	- 14.8%	--	--	--
Months Supply		9.0	8.3	- 7.8%	--	--	--

Townhouse-Condo Market Overview

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



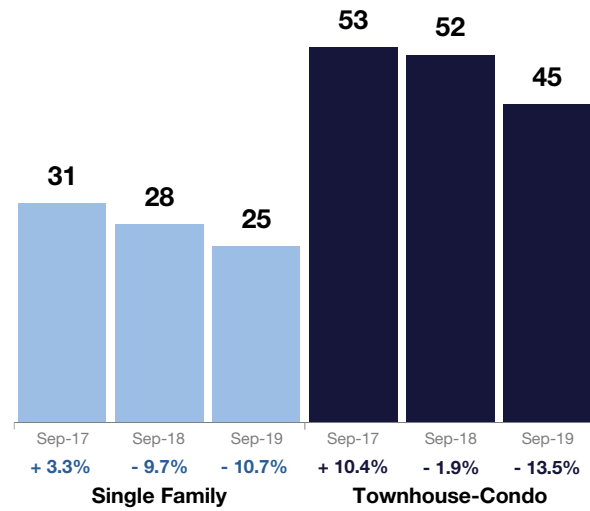
STEAMBOAT SPRINGS
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Key Metrics	Historical Sparkbars	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		52	45	- 13.5%	584	586	+ 0.3%
Pending Sales		57	71	+ 24.6%	453	478	+ 5.5%
Sold Listings		56	43	- 23.2%	426	403	- 5.4%
Median Sales Price		\$350,000	\$425,000	+ 21.4%	\$375,000	\$400,000	+ 6.7%
Average Sales Price		\$474,634	\$527,663	+ 11.2%	\$465,648	\$470,626	+ 1.1%
Pct. of List Price Received		99.6%	97.5%	- 2.1%	97.4%	97.1%	- 0.3%
Days on Market		67	64	- 4.5%	80	84	+ 5.0%
Housing Affordability Index		93	87	- 6.5%	87	93	+ 6.9%
Active Listings		274	242	- 11.7%	--	--	--
Months Supply		5.8	5.4	- 6.9%	--	--	--

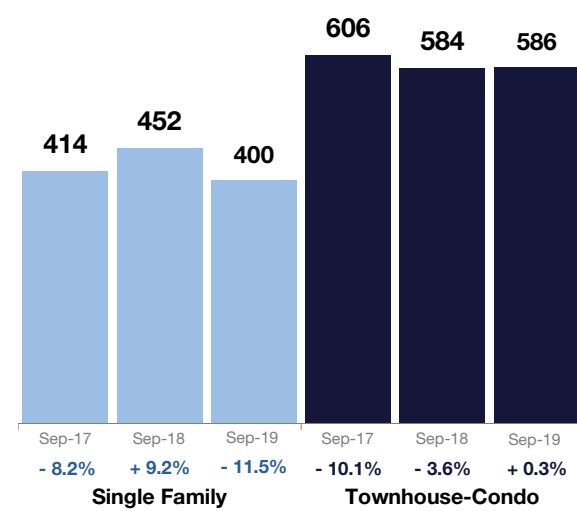
New Listings



September

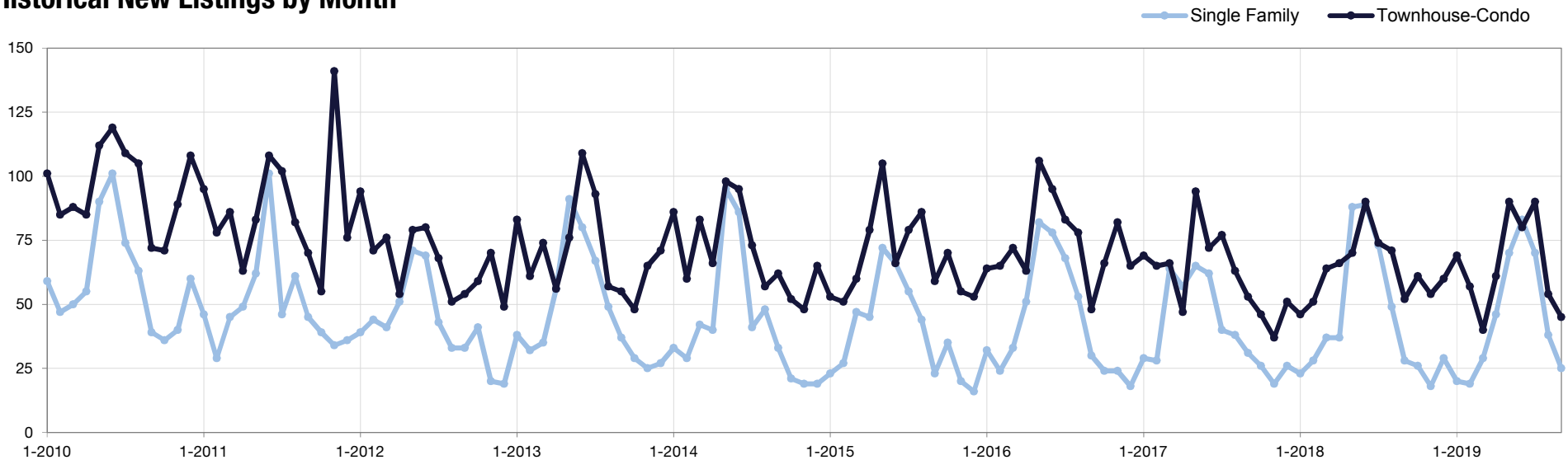


Year to Date



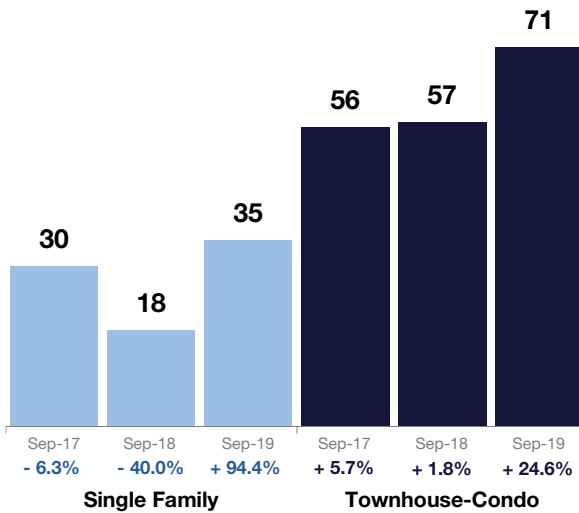
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	26	0.0%	61	+32.6%
Nov-2018	18	-5.3%	54	+45.9%
Dec-2018	29	+11.5%	60	+17.6%
Jan-2019	20	-13.0%	69	+50.0%
Feb-2019	19	-32.1%	57	+11.8%
Mar-2019	29	-21.6%	40	-37.5%
Apr-2019	46	+24.3%	61	-7.6%
May-2019	70	-20.5%	90	+28.6%
Jun-2019	83	-6.7%	80	-11.1%
Jul-2019	70	-4.1%	90	+21.6%
Aug-2019	38	-22.4%	54	-23.9%
Sep-2019	25	-10.7%	45	-13.5%

Historical New Listings by Month

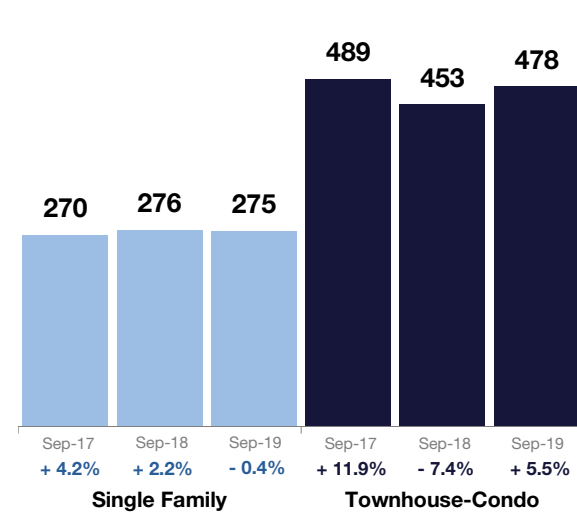


Pending Sales

September

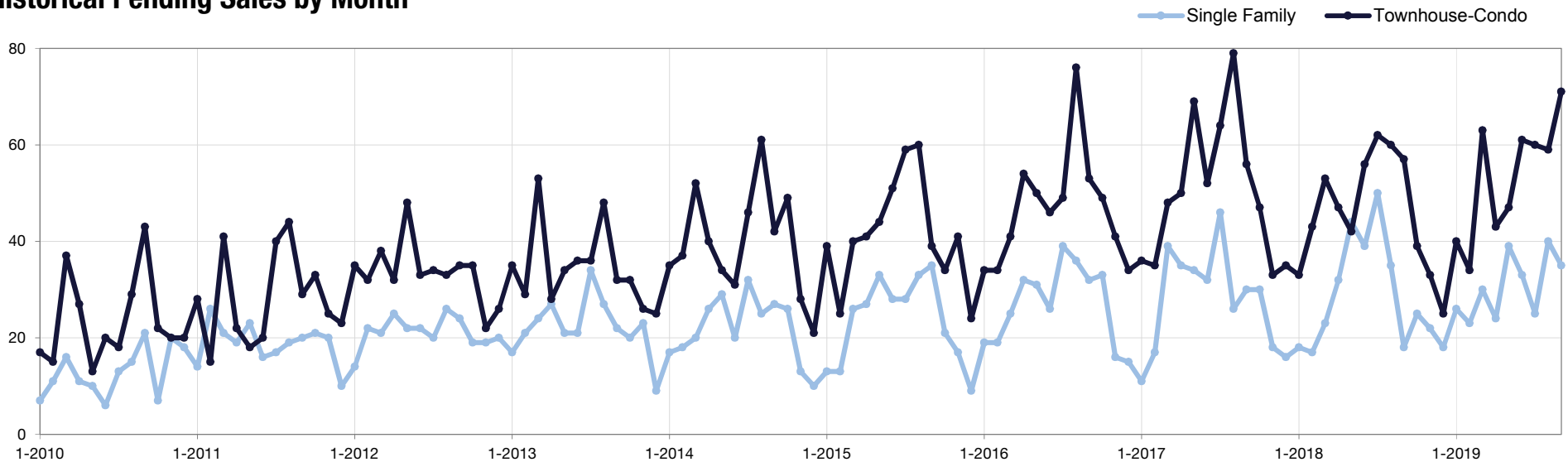


Year to Date



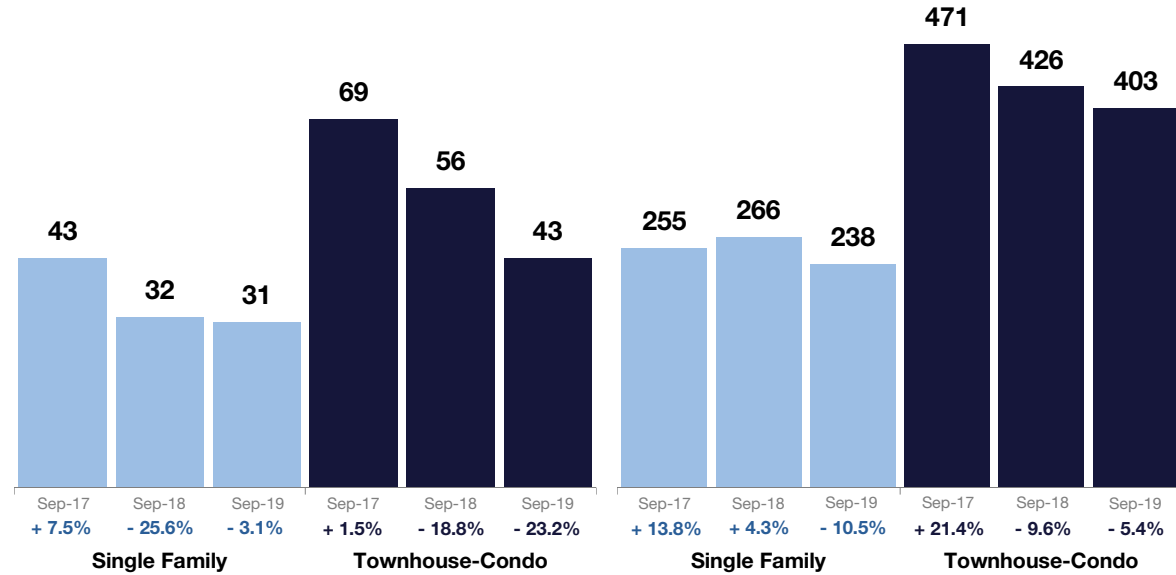
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	25	-16.7%	39	-17.0%
Nov-2018	22	+22.2%	33	0.0%
Dec-2018	18	+12.5%	25	-28.6%
Jan-2019	26	+44.4%	40	+21.2%
Feb-2019	23	+35.3%	34	-20.9%
Mar-2019	30	+30.4%	63	+18.9%
Apr-2019	24	-25.0%	43	-8.5%
May-2019	39	-11.4%	47	+11.9%
Jun-2019	33	-15.4%	61	+8.9%
Jul-2019	25	-50.0%	60	-3.2%
Aug-2019	40	+14.3%	59	-1.7%
Sep-2019	35	+94.4%	71	+24.6%

Historical Pending Sales by Month

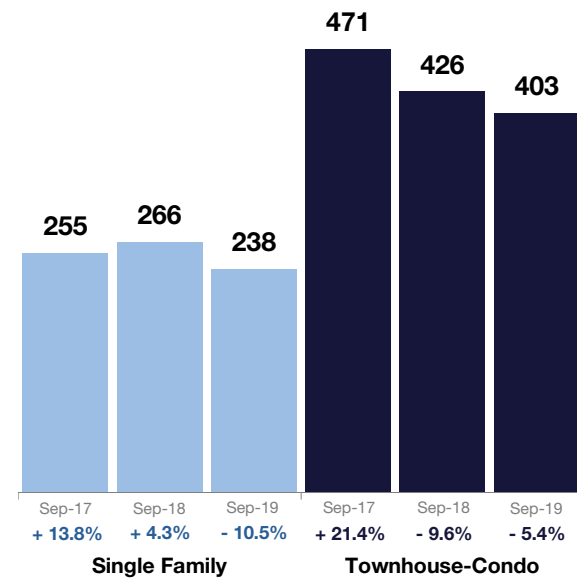


Sold Listings

September

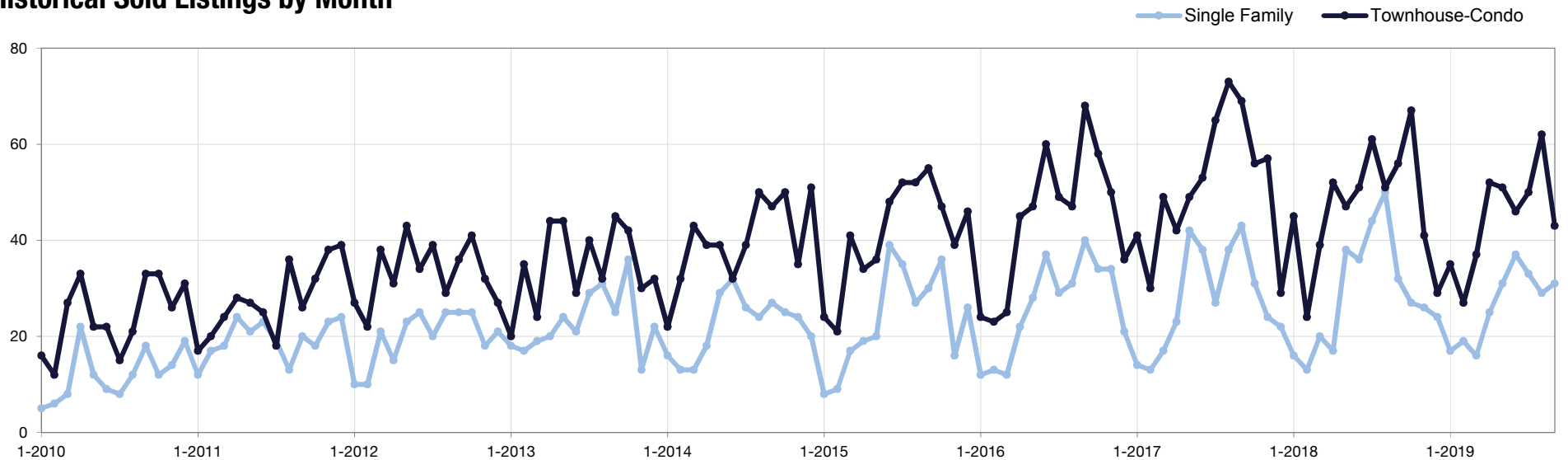


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	27	+12.5%
Mar-2019	16	-20.0%	37	-5.1%
Apr-2019	25	+47.1%	52	0.0%
May-2019	31	-18.4%	51	+8.5%
Jun-2019	37	+2.8%	46	-9.8%
Jul-2019	33	-25.0%	50	-18.0%
Aug-2019	29	-42.0%	62	+21.6%
Sep-2019	31	-3.1%	43	-23.2%

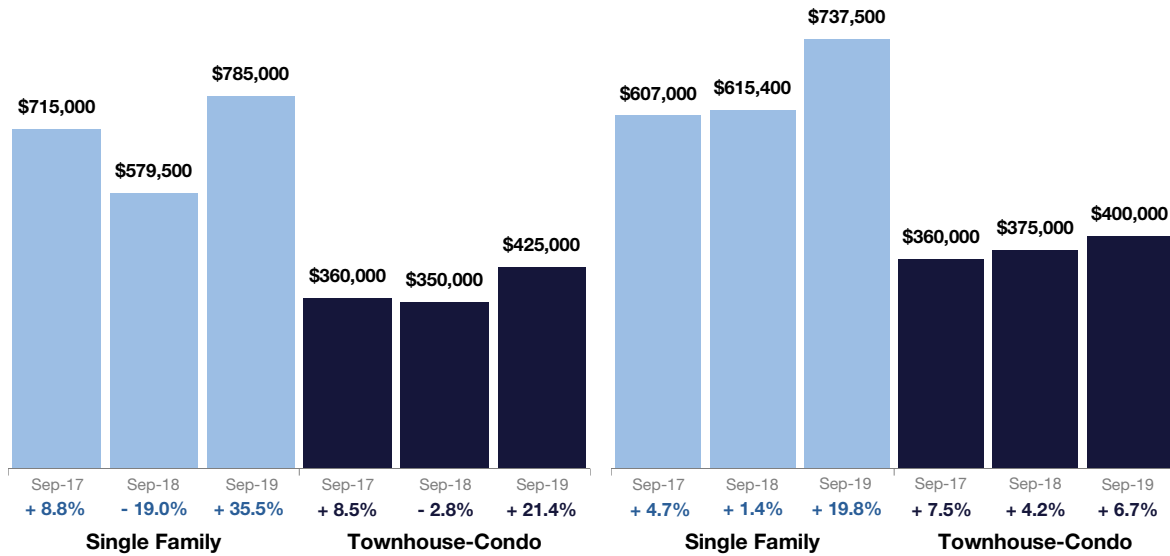
Historical Sold Listings by Month



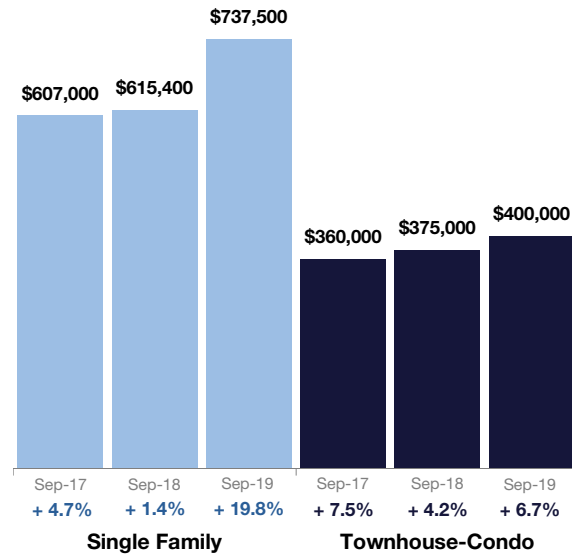
Median Sales Price



September

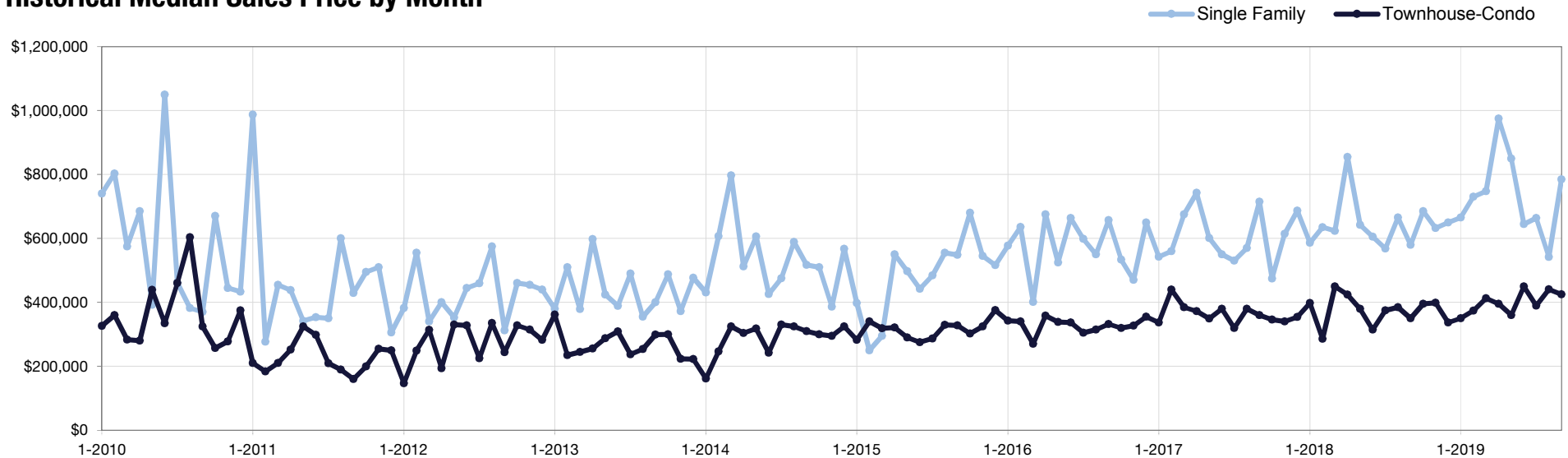


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	\$374,000	+31.0%
Mar-2019	\$747,500	+19.9%	\$412,500	-8.2%
Apr-2019	\$975,000	+14.0%	\$395,450	-6.8%
May-2019	\$850,000	+32.4%	\$360,000	-5.3%
Jun-2019	\$645,000	+6.6%	\$449,800	+42.8%
Jul-2019	\$664,000	+16.8%	\$390,000	+4.0%
Aug-2019	\$542,000	-18.5%	\$440,425	+14.4%
Sep-2019	\$785,000	+35.5%	\$425,000	+21.4%

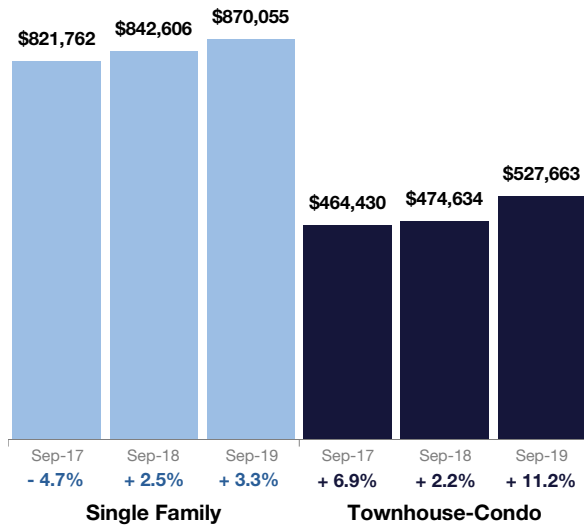
Historical Median Sales Price by Month



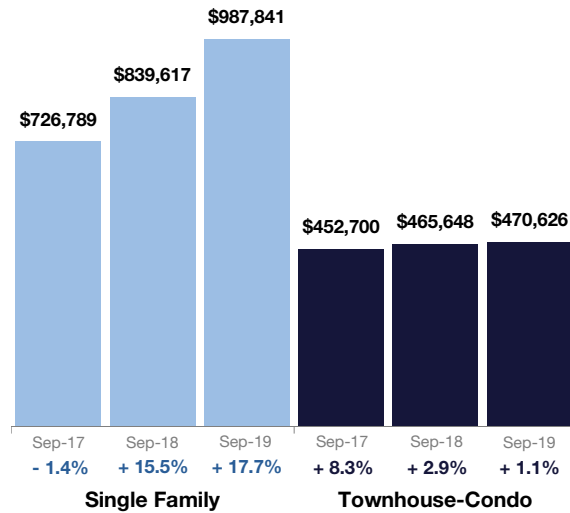
Average Sales Price



September

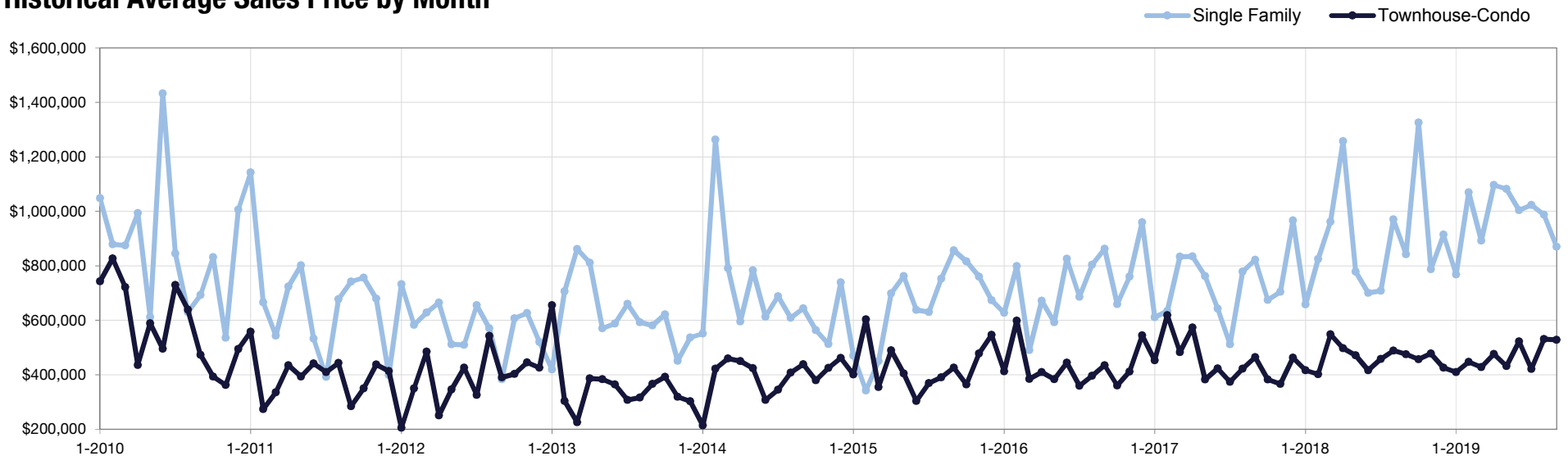


Year to Date



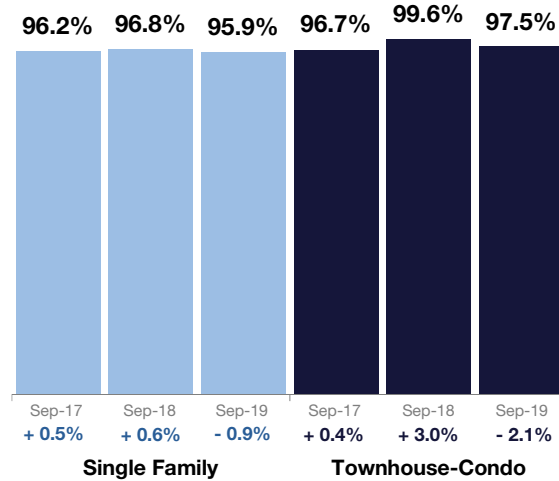
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	\$1,326,285	+96.7%	\$456,559	+19.4%
Nov-2018	\$787,112	+11.8%	\$477,902	+30.5%
Dec-2018	\$914,479	-5.4%	\$425,634	-8.0%
Jan-2019	\$767,500	+16.6%	\$409,071	-1.7%
Feb-2019	\$1,069,368	+29.6%	\$446,704	+11.1%
Mar-2019	\$892,442	-7.2%	\$428,054	-21.9%
Apr-2019	\$1,096,370	-12.8%	\$476,151	-4.2%
May-2019	\$1,081,707	+38.9%	\$432,086	-8.3%
Jun-2019	\$1,003,827	+43.3%	\$521,910	+25.4%
Jul-2019	\$1,023,132	+44.4%	\$420,790	-8.0%
Aug-2019	\$987,680	+1.8%	\$530,849	+8.7%
Sep-2019	\$870,055	+3.3%	\$527,663	+11.2%

Historical Average Sales Price by Month

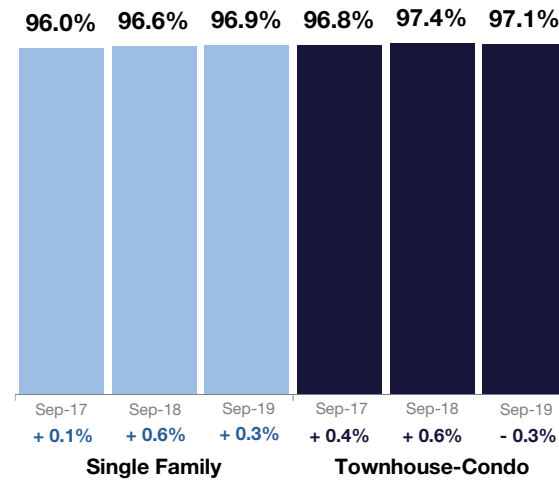


Percent of List Price Received

September

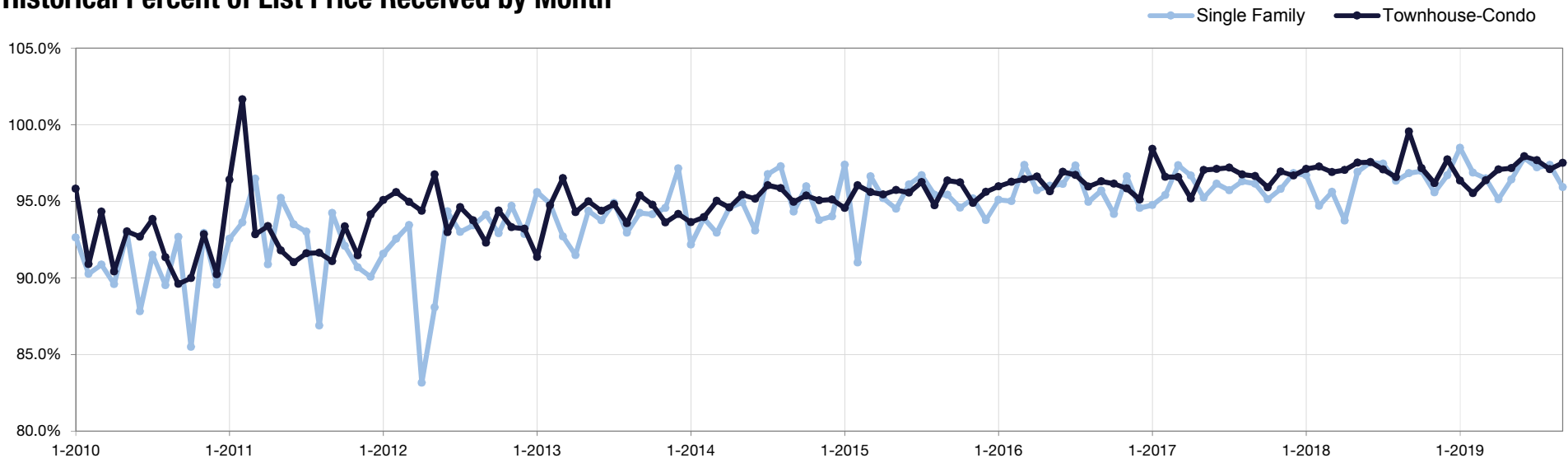


Year to Date



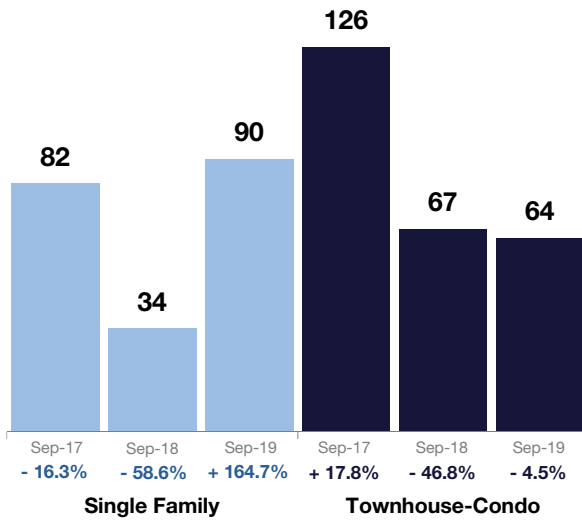
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	97.0%	+2.0%	97.2%	+1.4%
Nov-2018	95.6%	-0.2%	96.2%	-0.7%
Dec-2018	96.7%	-0.1%	97.7%	+1.0%
Jan-2019	98.5%	+1.9%	96.4%	-0.7%
Feb-2019	96.9%	+2.3%	95.5%	-1.8%
Mar-2019	96.5%	+0.9%	96.4%	-0.5%
Apr-2019	95.1%	+1.5%	97.1%	+0.1%
May-2019	96.4%	-0.5%	97.2%	-0.3%
Jun-2019	97.8%	+0.3%	97.9%	+0.3%
Jul-2019	97.2%	-0.3%	97.7%	+0.6%
Aug-2019	97.4%	+1.1%	97.1%	+0.5%
Sep-2019	95.9%	-0.9%	97.5%	-2.1%

Historical Percent of List Price Received by Month

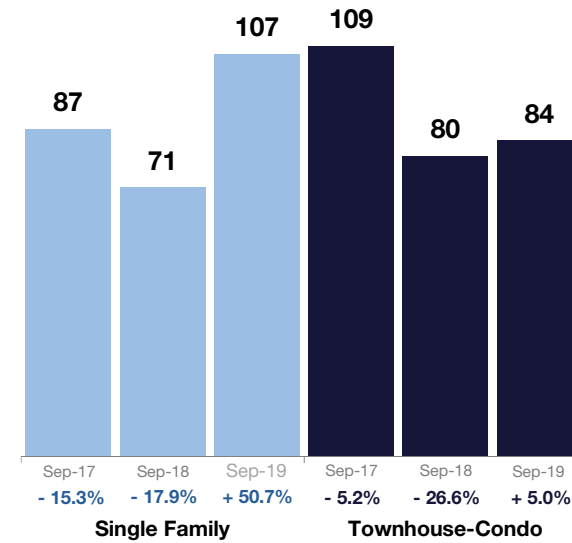


Days on Market Until Sale

September

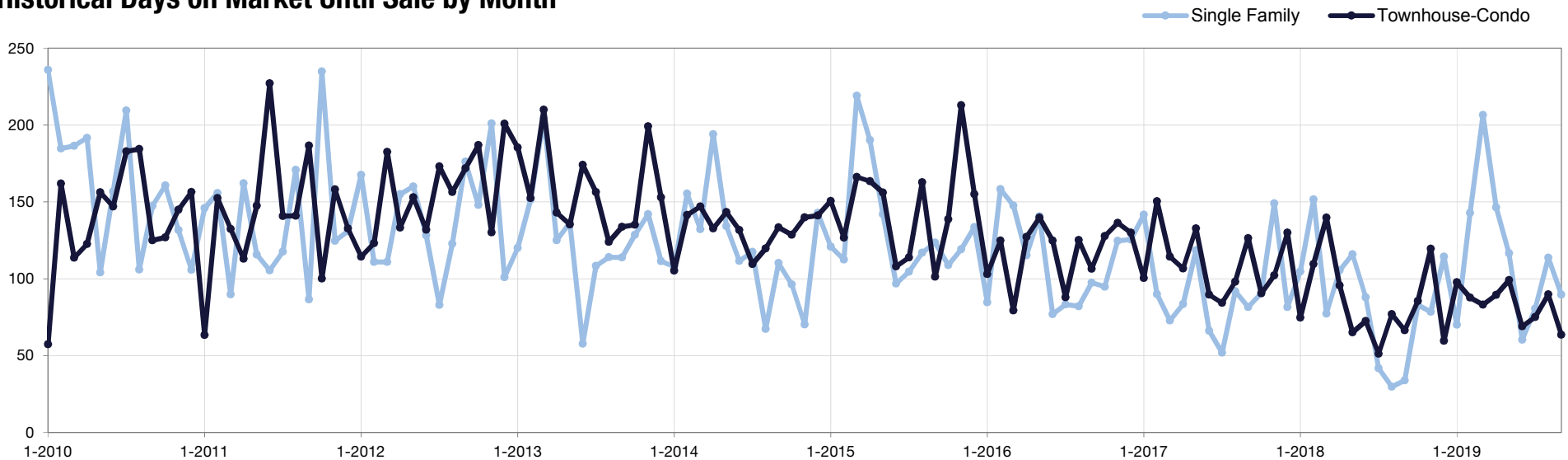


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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%	88	-20.0%
Mar-2019	206	+167.5%	83	-40.7%
Apr-2019	146	+39.0%	89	-7.3%
May-2019	117	+0.9%	99	+52.3%
Jun-2019	60	-31.8%	69	-4.2%
Jul-2019	81	+92.9%	75	+47.1%
Aug-2019	114	+280.0%	90	+16.9%
Sep-2019	90	+164.7%	64	-4.5%

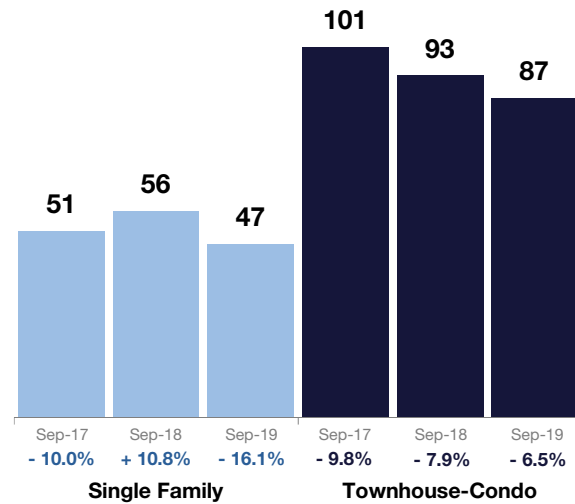
Historical Days on Market Until Sale by Month



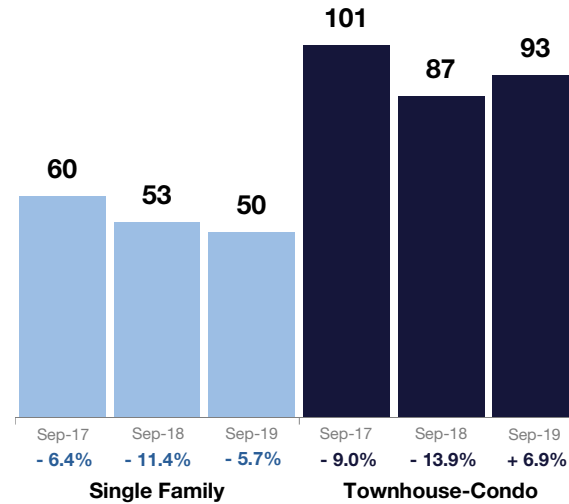
Housing Affordability Index



September

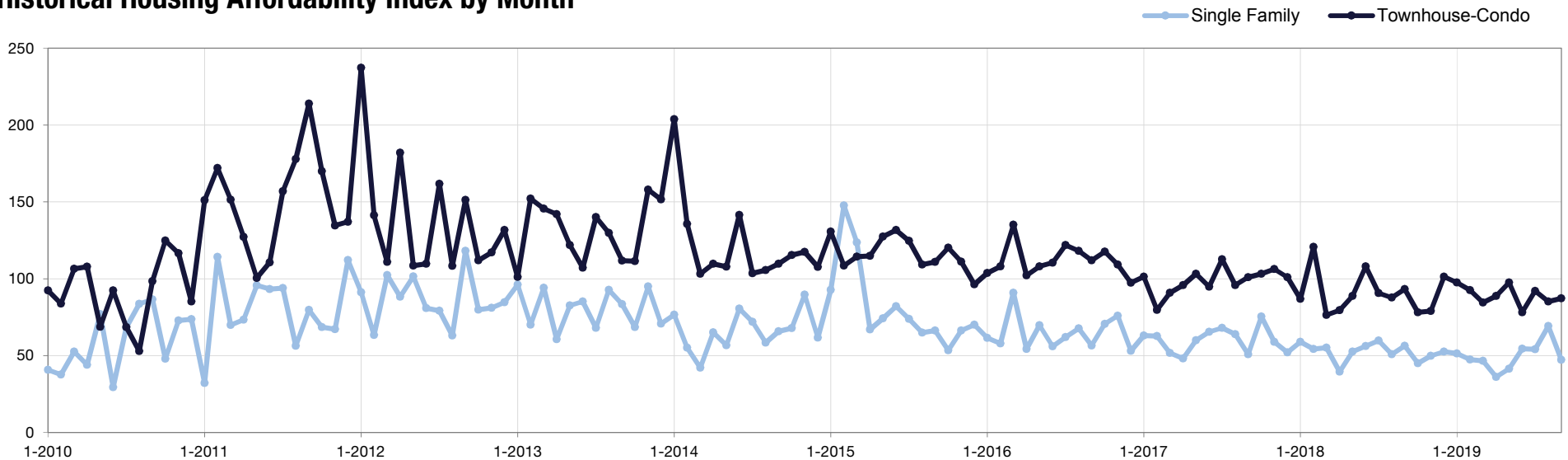


Year to Date



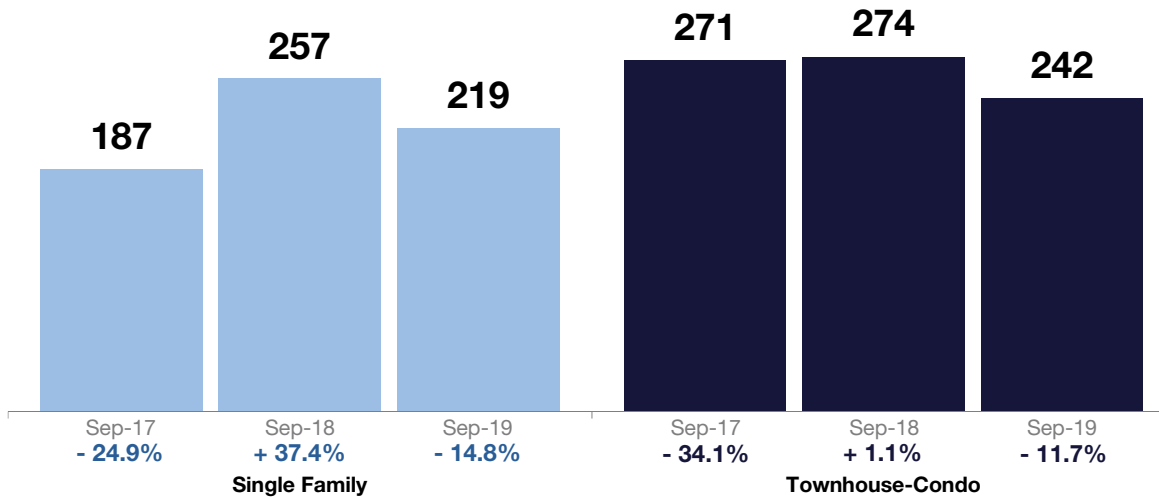
Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	45	-40.0%	78	-24.3%
Nov-2018	50	-15.3%	79	-25.5%
Dec-2018	52	0.0%	101	0.0%
Jan-2019	51	-13.6%	98	+12.6%
Feb-2019	47	-13.0%	93	-23.1%
Mar-2019	47	-14.5%	84	+10.5%
Apr-2019	36	-7.7%	89	+11.3%
May-2019	41	-22.6%	98	+10.1%
Jun-2019	54	-3.6%	78	-27.8%
Jul-2019	54	-10.0%	92	+1.1%
Aug-2019	69	+35.3%	85	-3.4%
Sep-2019	47	-16.1%	87	-6.5%

Historical Housing Affordability Index by Month



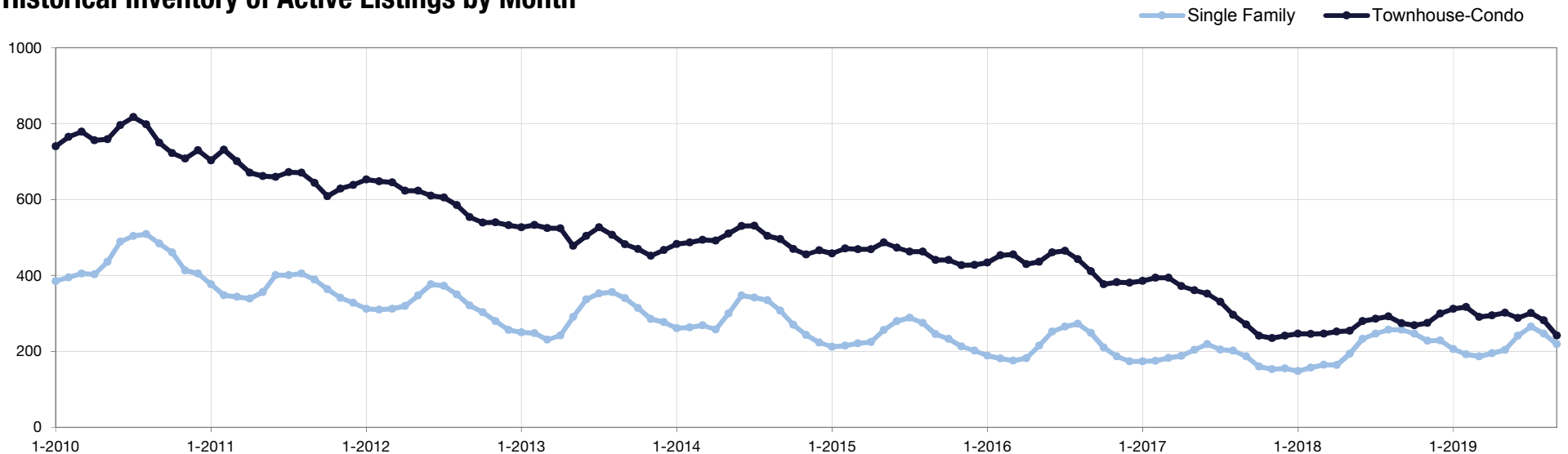
Inventory of Active Listings

September



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	247	+54.4%	269	+11.6%
Nov-2018	228	+49.0%	275	+17.0%
Dec-2018	229	+47.7%	300	+24.5%
Jan-2019	206	+39.2%	312	+26.3%
Feb-2019	192	+22.3%	317	+28.9%
Mar-2019	187	+13.3%	291	+17.8%
Apr-2019	195	+18.9%	295	+17.1%
May-2019	204	+5.2%	302	+18.9%
Jun-2019	241	+3.4%	288	+2.9%
Jul-2019	265	+7.3%	301	+5.2%
Aug-2019	247	-3.9%	282	-3.4%
Sep-2019	219	-14.8%	242	-11.7%

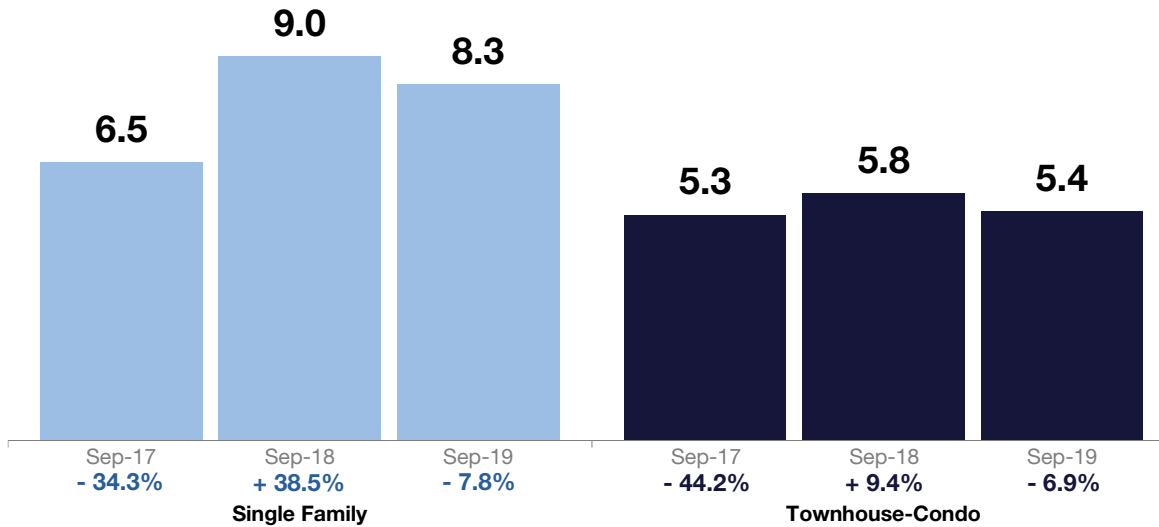
Historical Inventory of Active Listings by Month



Months Supply of Inventory

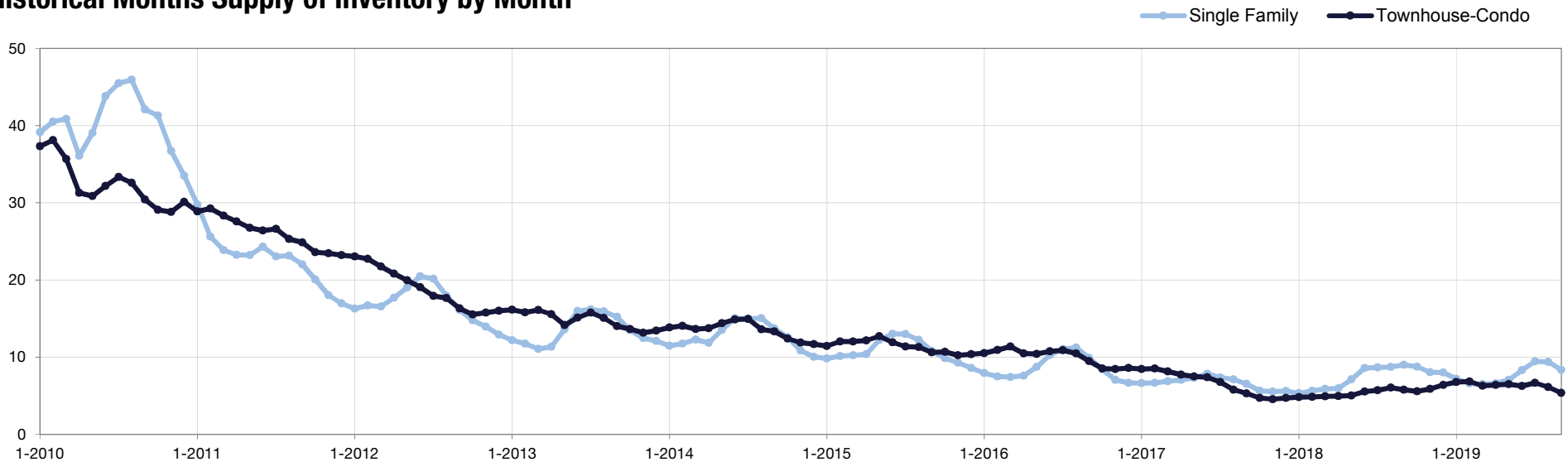


September



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Oct-2018	8.7	+55.4%	5.6	+19.1%
Nov-2018	8.0	+45.5%	5.9	+31.1%
Dec-2018	8.0	+42.9%	6.4	+36.2%
Jan-2019	7.2	+35.8%	6.8	+41.7%
Feb-2019	6.6	+17.9%	6.8	+41.7%
Mar-2019	6.5	+10.2%	6.3	+28.6%
Apr-2019	6.6	+11.9%	6.4	+30.6%
May-2019	7.1	0.0%	6.5	+30.0%
Jun-2019	8.3	-3.5%	6.2	+12.7%
Jul-2019	9.4	+8.0%	6.7	+17.5%
Aug-2019	9.4	+8.0%	6.1	+1.7%
Sep-2019	8.3	-7.8%	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	9-2018	9-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		80	70	- 12.5%	1,036	986	- 4.8%
Pending Sales		75	106	+ 41.3%	729	753	+ 3.3%
Sold Listings		88	74	- 15.9%	692	641	- 7.4%
Median Sales Price		\$441,500	\$529,500	+ 19.9%	\$440,000	\$467,500	+ 6.3%
Average Sales Price		\$608,442	\$671,098	+ 10.3%	\$609,399	\$662,665	+ 8.7%
Pct. of List Price Received		98.6%	96.8%	- 1.8%	97.1%	97.0%	- 0.1%
Days on Market		55	74	+ 34.5%	77	92	+ 19.5%
Housing Affordability Index		74	70	- 5.4%	74	79	+ 6.8%
Active Listings		531	461	- 13.2%	--	--	--
Months Supply		7.0	6.5	- 7.1%	--	--	--

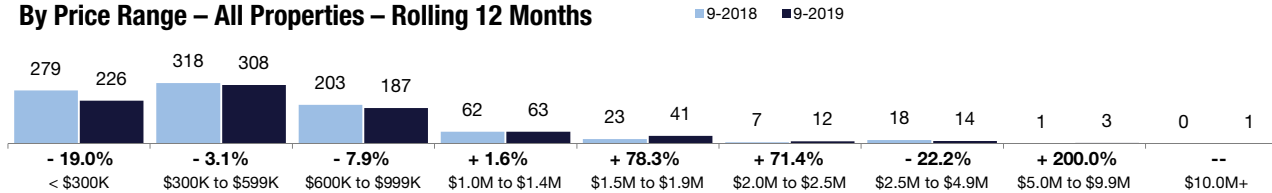
Closed Sales

Actual sales that have closed in a given month.

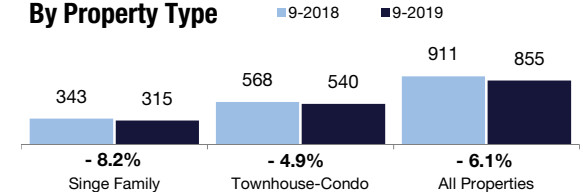


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	65	43	-33.8%	214	183	-14.5%
\$300,000 to \$599,999	97	85	-12.4%	221	223	+0.9%
\$600,000 to \$999,999	96	83	-13.5%	107	104	-2.8%
\$1,000,000 to \$1,499,999	47	44	-6.4%	15	19	+26.7%
\$1,500,000 to \$1,999,999	15	32	+113.3%	8	9	+12.5%
\$2,000,000 to \$2,499,999	5	11	+120.0%	2	1	-50.0%
\$2,500,000 to \$4,999,999	17	13	-23.5%	1	1	0.0%
\$5,000,000 to \$9,999,999	1	3	+200.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	343	315	-8.2%	568	540	-4.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$299,999 and Below	5	5	0.0%	20	15	-25.0%
\$300,000 to \$599,999	10	7	-30.0%	26	12	-53.8%
\$600,000 to \$999,999	3	8	+166.7%	12	11	-8.3%
\$1,000,000 to \$1,499,999	3	5	+66.7%	1	4	+300.0%
\$1,500,000 to \$1,999,999	3	5	+66.7%	2	1	-50.0%
\$2,000,000 to \$2,499,999	3	1	-66.7%	0	0	--
\$2,500,000 to \$4,999,999	2	0	-100.0%	1	0	-100.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	29	31	+6.9%	62	43	-30.6%

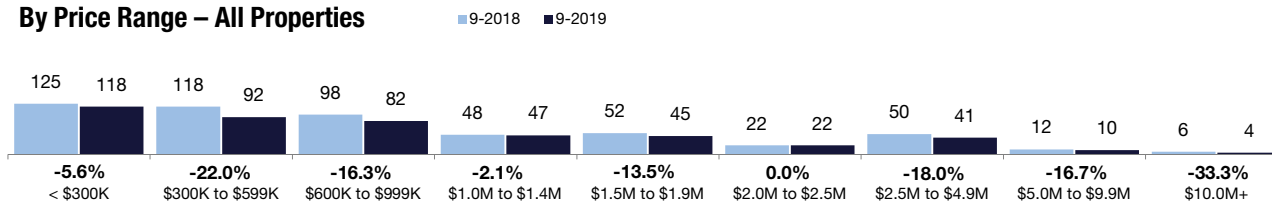
Year to Date

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	51	32	-37.3%	156	135	-13.5%
\$300,000 to \$599,999	75	65	-13.3%	163	165	+1.2%
\$600,000 to \$999,999	69	61	-11.6%	83	79	-4.8%
\$1,000,000 to \$1,499,999	40	35	-12.5%	14	17	+21.4%
\$1,500,000 to \$1,999,999	13	25	+92.3%	8	6	-25.0%
\$2,000,000 to \$2,499,999	3	7	+133.3%	2	0	-100.0%
\$2,500,000 to \$4,999,999	14	11	-21.4%	0	1	--
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	266	238	-10.5%	426	403	-5.4%

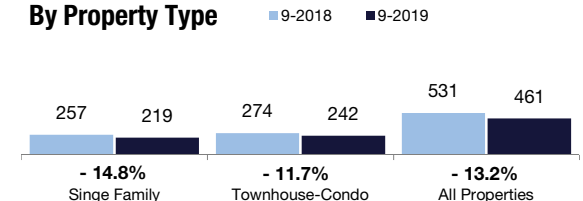
Inventory of Active Listings

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		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	18	23	+27.8%	107	95	-11.2%
\$300,000 to \$599,999	41	35	-14.6%	77	57	-26.0%
\$600,000 to \$999,999	51	38	-25.5%	47	44	-6.4%
\$1,000,000 to \$1,499,999	32	34	+6.3%	16	13	-18.8%
\$1,500,000 to \$1,999,999	41	28	-31.7%	11	17	+54.5%
\$2,000,000 to \$2,499,999	16	18	+12.5%	6	4	-33.3%
\$2,500,000 to \$4,999,999	42	30	-28.6%	8	11	+37.5%
\$5,000,000 to \$9,999,999	11	9	-18.2%	1	1	0.0%
\$10,000,000 and Above	5	4	-20.0%	1	0	-100.0%
All Price Ranges	257	219	-14.8%	274	242	-11.7%

Compared to Prior Month

By Price Range	Single Family			Condo		
	8-2019	9-2019	Change	8-2019	9-2019	Change
\$299,999 and Below	27	23	-14.8%	104	95	-8.7%
\$300,000 to \$599,999	34	35	+2.9%	73	57	-21.9%
\$600,000 to \$999,999	47	38	-19.1%	58	44	-24.1%
\$1,000,000 to \$1,499,999	40	34	-15.0%	10	13	+30.0%
\$1,500,000 to \$1,999,999	33	28	-15.2%	19	17	-10.5%
\$2,000,000 to \$2,499,999	19	18	-5.3%	5	4	-20.0%
\$2,500,000 to \$4,999,999	34	30	-11.8%	12	11	-8.3%
\$5,000,000 to \$9,999,999	9	9	0.0%	1	1	0.0%
\$10,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	247	219	-11.3%	282	242	-14.2%

Year to Date

By Price Range	Single Family			Condo		
	9-2018	9-2019	Change	9-2018	9-2019	Change
\$299,999 and Below	18	23	+27.8%	107	95	-11.2%
\$300,000 to \$599,999	41	35	-14.6%	77	57	-26.0%
\$600,000 to \$999,999	51	38	-25.5%	47	44	-6.4%
\$1,000,000 to \$1,499,999	32	34	+6.3%	16	13	-18.8%
\$1,500,000 to \$1,999,999	41	28	-31.7%	11	17	+54.5%
\$2,000,000 to \$2,499,999	16	18	+12.5%	6	4	-33.3%
\$2,500,000 to \$4,999,999	42	30	-28.6%	8	11	+37.5%
\$5,000,000 to \$9,999,999	11	9	-18.2%	1	1	0.0%
\$10,000,000 and Above	5	4	-20.0%	1	0	-100.0%
All Price Ranges	257	219	-14.8%	274	242	-11.7%

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.