

Monthly Indicators



July 2020

Percent changes calculated using year-over-year comparisons.

New Listings were down 7.1 percent for single family homes but increased 6.6 percent for townhouse-condo properties. Pending Sales increased 228.0 percent for single family homes and 96.2 percent for townhouse-condo properties.

The Median Sales Price was up 53.8 percent to \$1,021,000 for single family homes and 21.2 percent to \$472,500 for townhouse-condo properties. Days on Market increased 24.7 percent for single family homes but decreased 32.9 percent for townhouse-condo properties.

While the number of unemployment insurance weekly initial claims have been far lower in recent weeks than their peak in March and April, more than 1 million new claims are still being filed each week and more 31 million were claiming benefits in all programs as of early July, compared to fewer than 2 million in July 2019. Despite this significant economic impact, home buyers remain extremely resilient. With mortgage rates remaining near record-low levels and home purchase mortgage applications up from a year ago, high buyer activity is expected to continue into the late summer and early fall market.

Activity Snapshot

+ 15.7% **+ 45.3%** **- 49.6%**

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 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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		70	65	- 7.1%	332	277	- 16.6%
Pending Sales		25	82	+ 228.0%	197	228	+ 15.7%
Sold Listings		33	42	+ 27.3%	177	154	- 13.0%
Median Sales Price		\$664,000	\$1,021,000	+ 53.8%	\$742,800	\$813,000	+ 9.5%
Average Sales Price		\$1,023,132	\$1,334,381	+ 30.4%	\$1,013,572	\$1,047,800	+ 3.4%
Pct. of List Price Received		97.2%	97.3%	+ 0.1%	96.9%	96.3%	- 0.6%
Days on Market		81	101	+ 24.7%	109	108	- 0.9%
Housing Affordability Index		54	39	- 27.8%	48	48	0.0%
Active Listings		284	122	- 57.0%	--	--	--
Months Supply		10.1	4.8	- 52.5%	--	--	--

Townhouse-Condo Market Overview

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

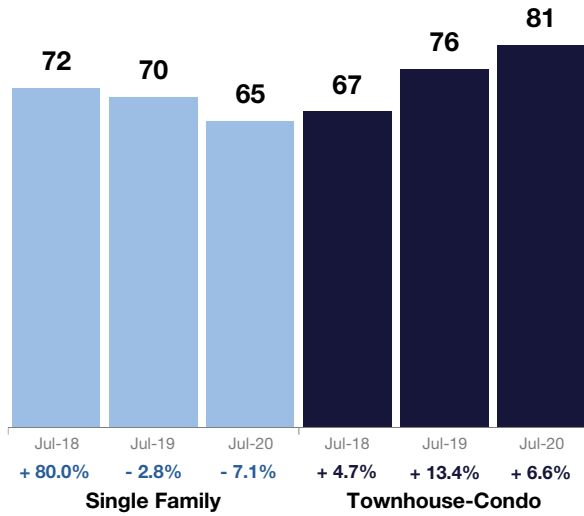


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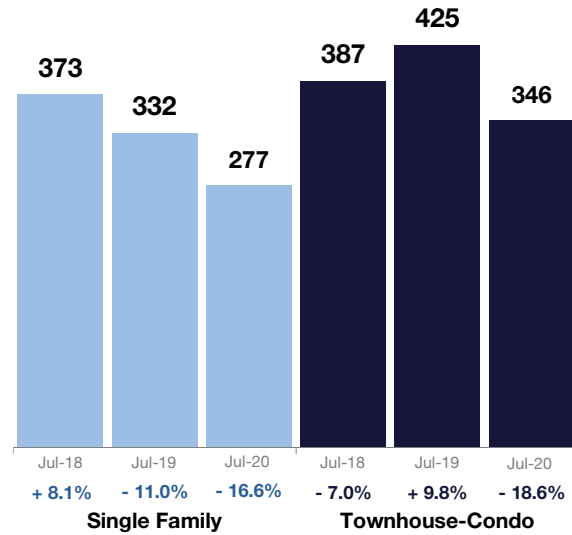
Key Metrics	Historical Sparkbars	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		76	81	+ 6.6%	425	346	- 18.6%
Pending Sales		53	104	+ 96.2%	313	290	- 7.3%
Sold Listings		49	50	+ 2.0%	268	199	- 25.7%
Median Sales Price		\$390,000	\$472,500	+ 21.2%	\$419,000	\$445,000	+ 6.2%
Average Sales Price		\$428,306	\$568,342	+ 32.7%	\$487,835	\$575,929	+ 18.1%
Pct. of List Price Received		97.8%	97.5%	- 0.3%	97.5%	97.2%	- 0.3%
Days on Market		73	49	- 32.9%	75	70	- 6.7%
Housing Affordability Index		92	83	- 9.8%	86	89	+ 3.5%
Active Listings		240	117	- 51.3%	--	--	--
Months Supply		5.8	3.1	- 46.6%	--	--	--

New Listings

July

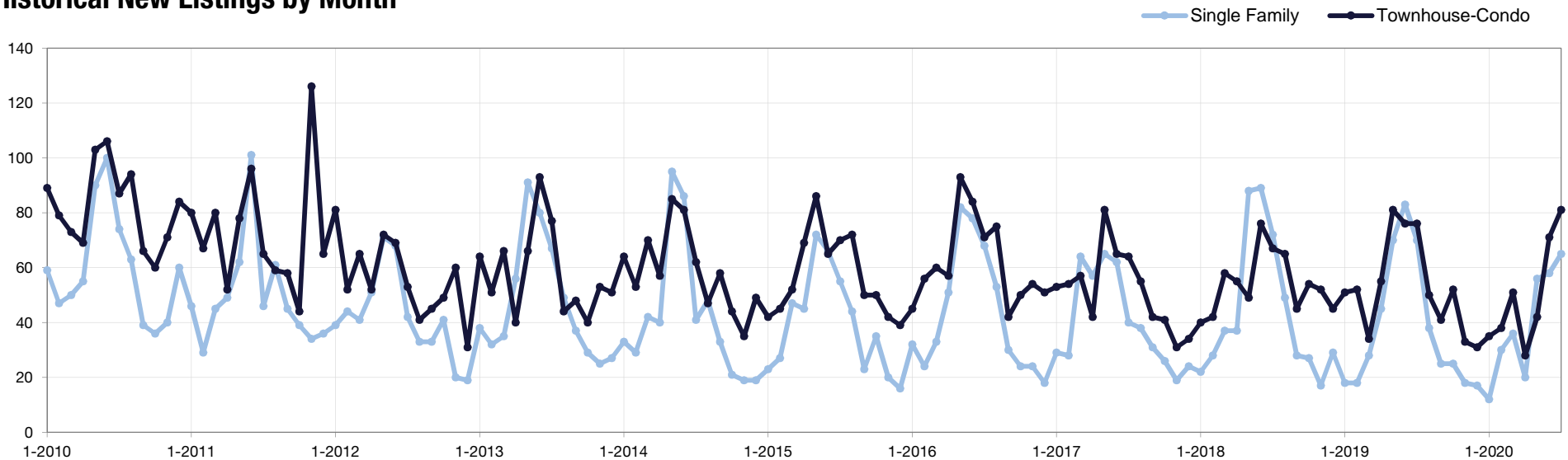


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	38	-22.4%	50	-23.1%
Sep-2019	25	-10.7%	41	-8.9%
Oct-2019	25	-7.4%	52	-3.7%
Nov-2019	18	+5.9%	33	-36.5%
Dec-2019	17	-41.4%	31	-31.1%
Jan-2020	12	-33.3%	35	-31.4%
Feb-2020	30	+66.7%	38	-26.9%
Mar-2020	36	+28.6%	51	+50.0%
Apr-2020	20	-55.6%	28	-49.1%
May-2020	56	-20.0%	42	-48.1%
Jun-2020	58	-30.1%	71	-6.6%
Jul-2020	65	-7.1%	81	+6.6%

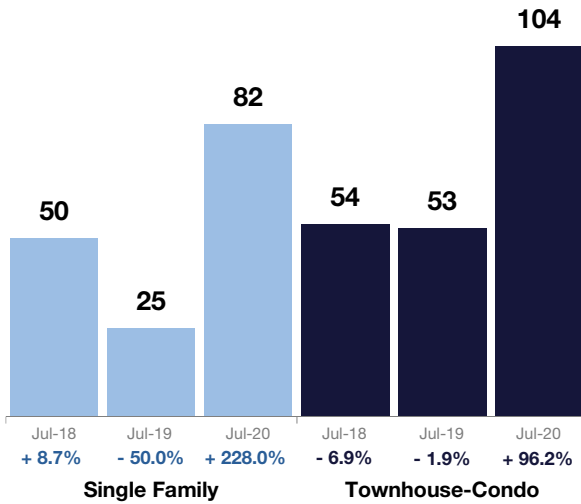
Historical New Listings by Month



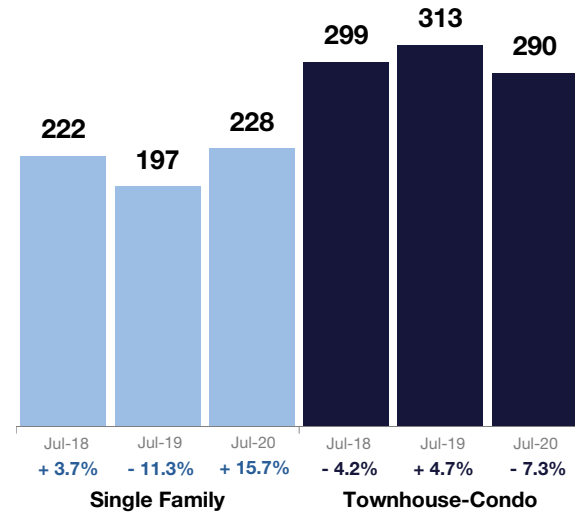
Pending Sales



July

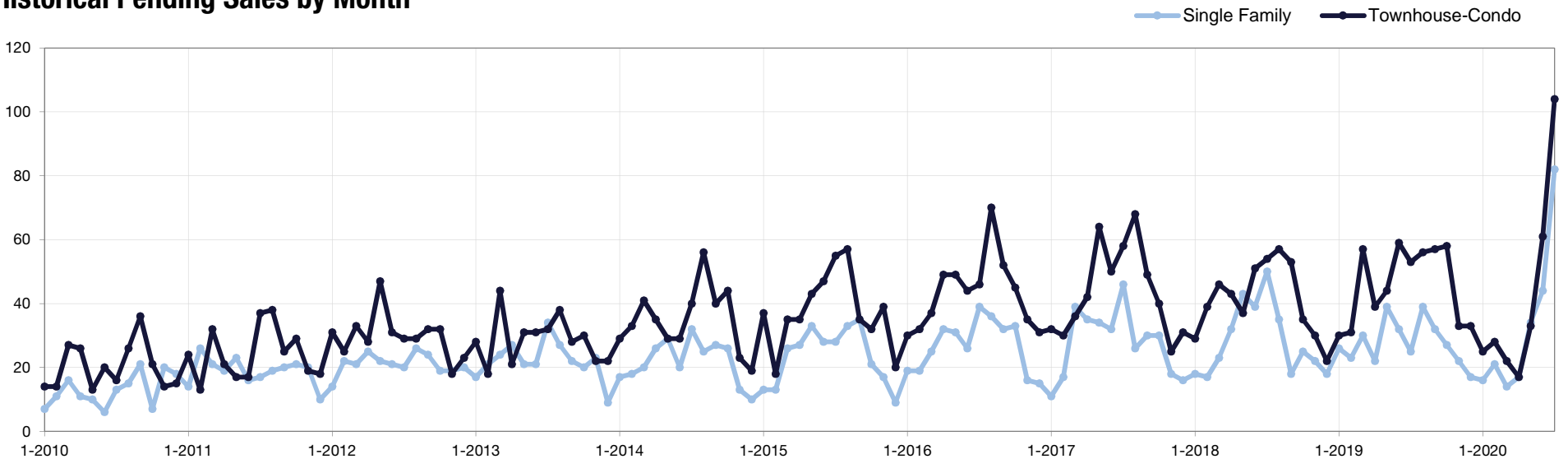


Year to Date



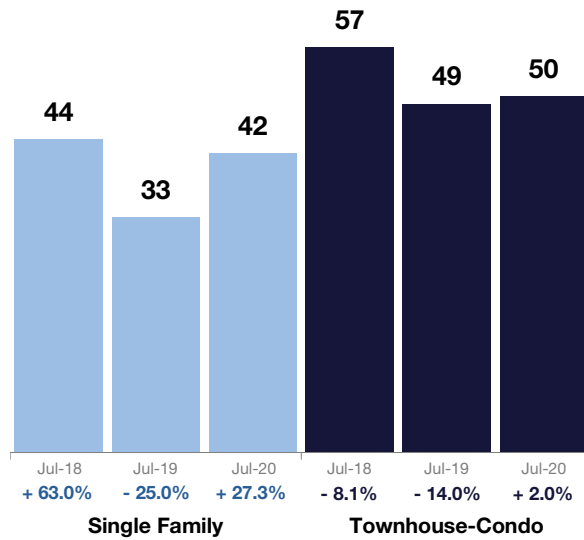
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	39	+11.4%	56	-1.8%
Sep-2019	32	+77.8%	57	+7.5%
Oct-2019	27	+8.0%	58	+65.7%
Nov-2019	22	0.0%	33	+10.0%
Dec-2019	17	-5.6%	33	+50.0%
Jan-2020	16	-38.5%	25	-16.7%
Feb-2020	21	-8.7%	28	-9.7%
Mar-2020	14	-53.3%	22	-61.4%
Apr-2020	17	-22.7%	17	-56.4%
May-2020	34	-12.8%	33	-25.0%
Jun-2020	44	+37.5%	61	+3.4%
Jul-2020	82	+228.0%	104	+96.2%

Historical Pending Sales by Month

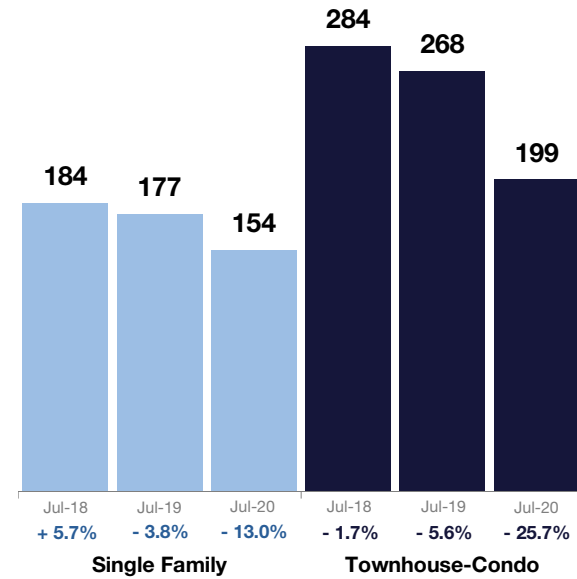


Sold Listings

July

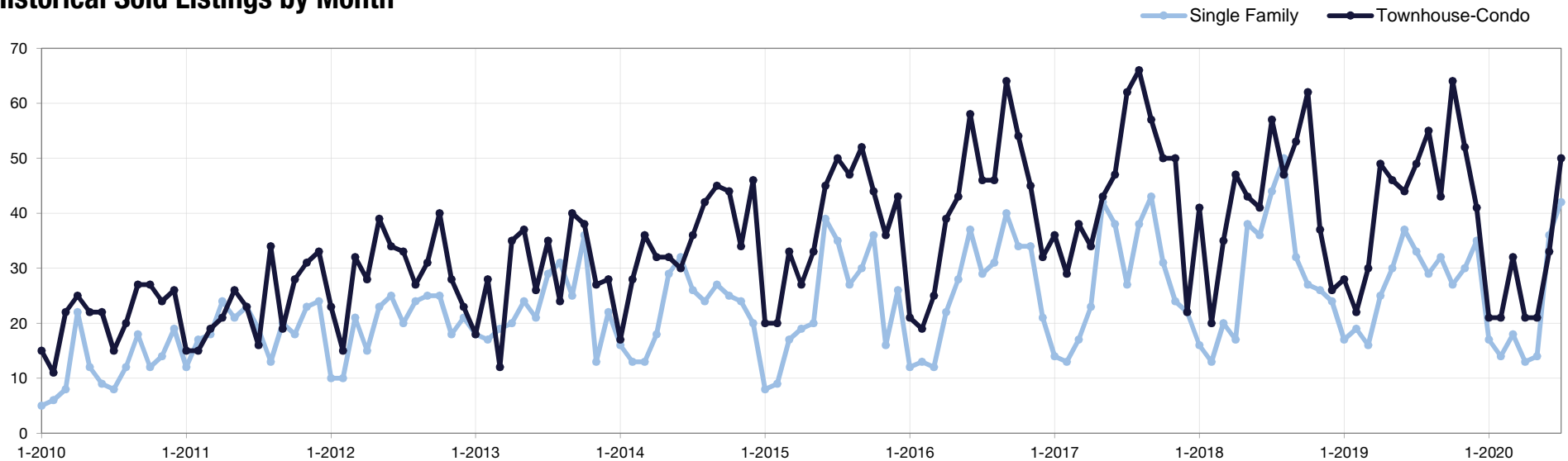


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	29	-42.0%	55	+17.0%
Sep-2019	32	0.0%	43	-18.9%
Oct-2019	27	0.0%	64	+3.2%
Nov-2019	30	+15.4%	52	+40.5%
Dec-2019	35	+45.8%	41	+57.7%
Jan-2020	17	0.0%	21	-25.0%
Feb-2020	14	-26.3%	21	-4.5%
Mar-2020	18	+12.5%	32	+6.7%
Apr-2020	13	-48.0%	21	-57.1%
May-2020	14	-53.3%	21	-54.3%
Jun-2020	36	-2.7%	33	-25.0%
Jul-2020	42	+27.3%	50	+2.0%

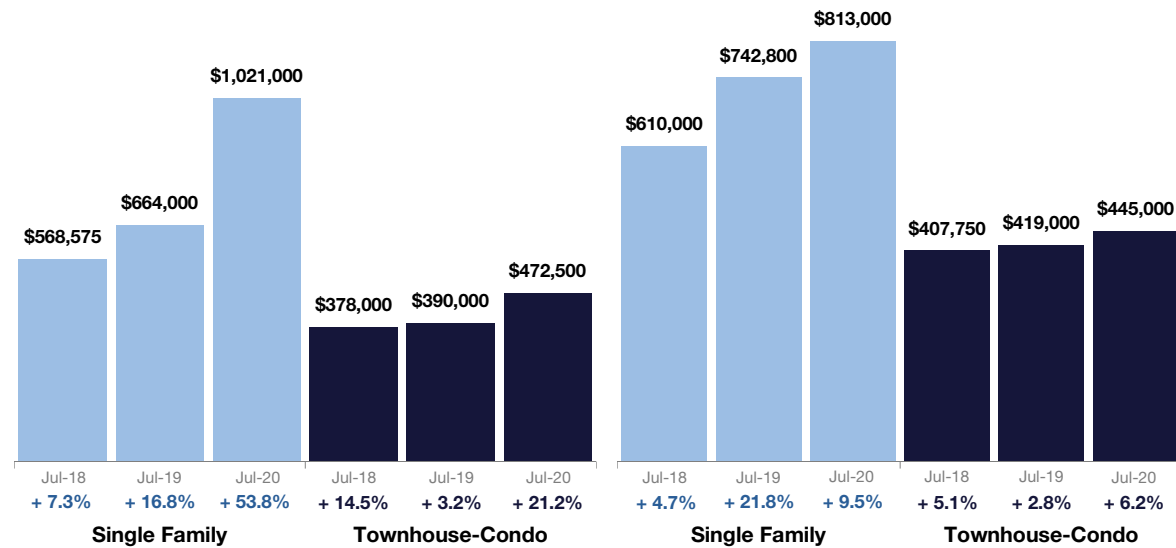
Historical Sold Listings by Month



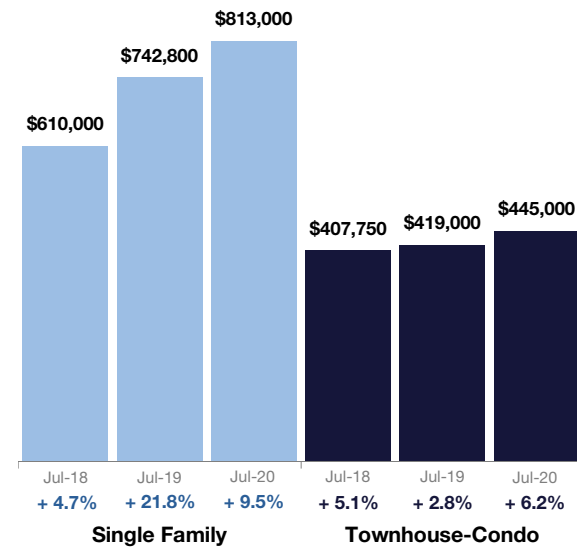
Median Sales Price



July

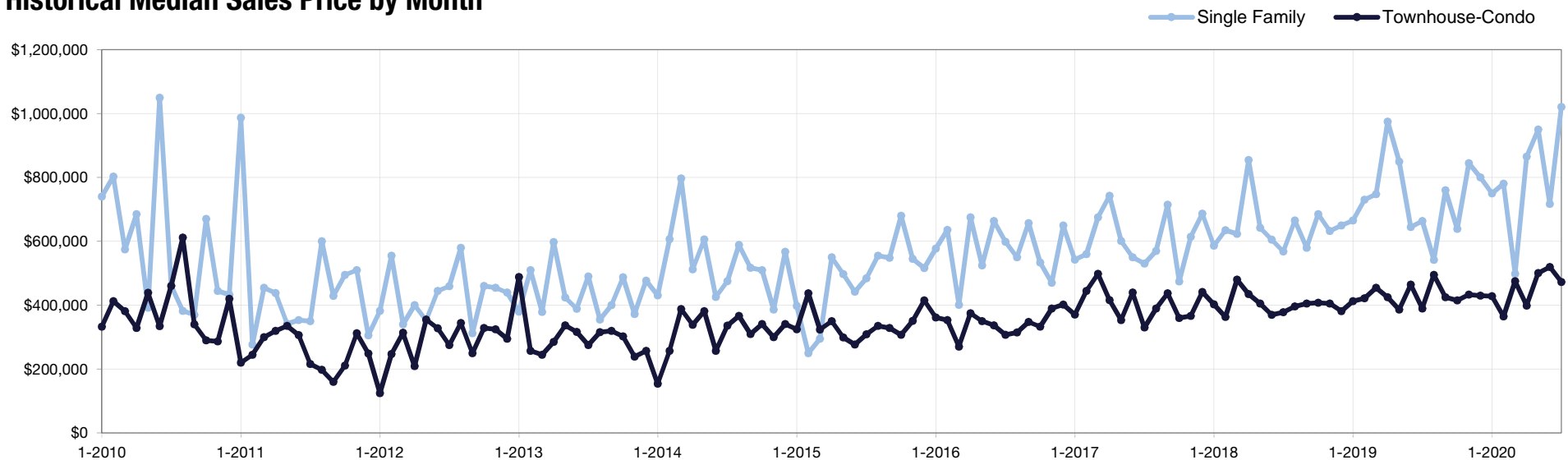


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	\$542,000	-18.5%	\$495,000	+25.0%
Sep-2019	\$760,000	+31.1%	\$425,000	+4.9%
Oct-2019	\$639,000	-6.7%	\$415,000	+1.7%
Nov-2019	\$844,500	+33.5%	\$433,250	+7.0%
Dec-2019	\$800,000	+23.1%	\$430,000	+12.9%
Jan-2020	\$750,000	+12.8%	\$428,000	+3.8%
Feb-2020	\$780,500	+6.9%	\$365,000	-13.4%
Mar-2020	\$498,500	-33.3%	\$475,000	+4.5%
Apr-2020	\$865,000	-11.3%	\$399,000	-6.1%
May-2020	\$950,000	+11.8%	\$500,785	+29.7%
Jun-2020	\$717,250	+11.2%	\$520,000	+12.0%
Jul-2020	\$1,021,000	+53.8%	\$472,500	+21.2%

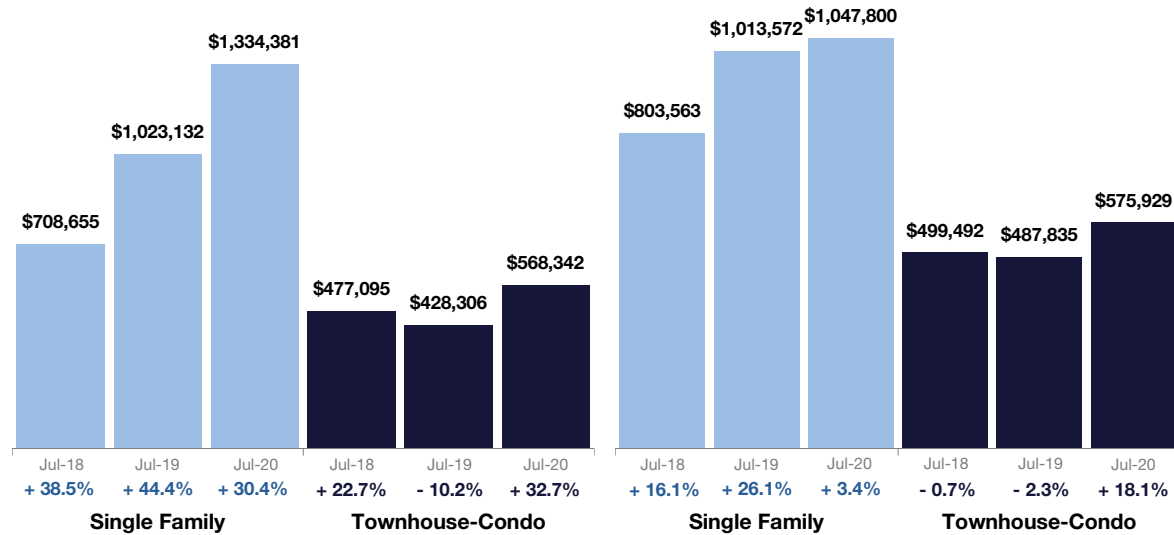
Historical Median Sales Price by Month



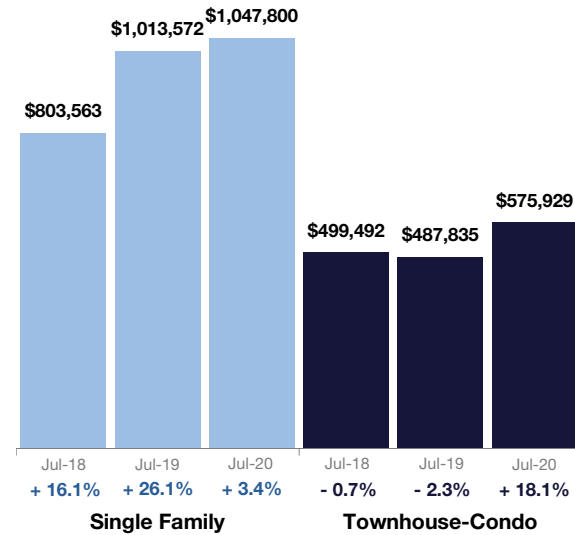
Average Sales Price



July

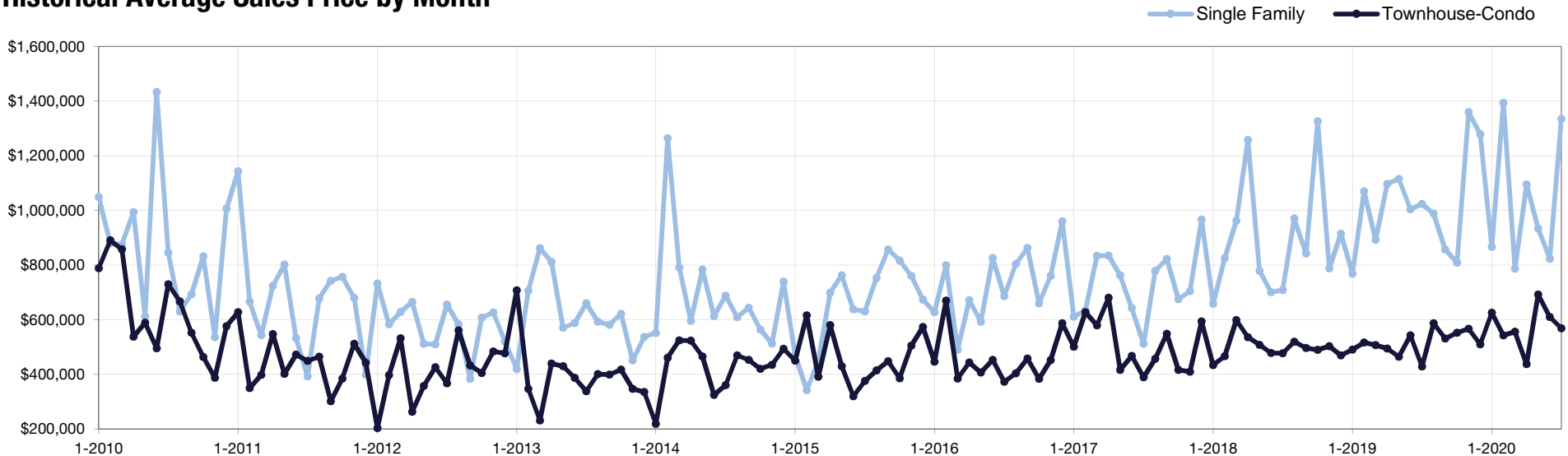


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	\$987,680	+1.8%	\$586,595	+13.0%
Sep-2019	\$856,834	+1.7%	\$530,884	+6.9%
Oct-2019	\$808,855	-39.0%	\$552,107	+12.9%
Nov-2019	\$1,359,348	+72.7%	\$566,849	+12.8%
Dec-2019	\$1,278,562	+39.8%	\$509,402	+8.7%
Jan-2020	\$866,176	+12.9%	\$625,695	+27.5%
Feb-2020	\$1,392,932	+30.3%	\$542,533	+5.1%
Mar-2020	\$786,719	-11.8%	\$556,161	+9.8%
Apr-2020	\$1,094,433	-0.2%	\$437,262	-11.6%
May-2020	\$933,557	-16.3%	\$692,216	+49.1%
Jun-2020	\$823,133	-18.0%	\$610,415	+12.6%
Jul-2020	\$1,334,381	+30.4%	\$568,342	+32.7%

Historical Average Sales Price by Month

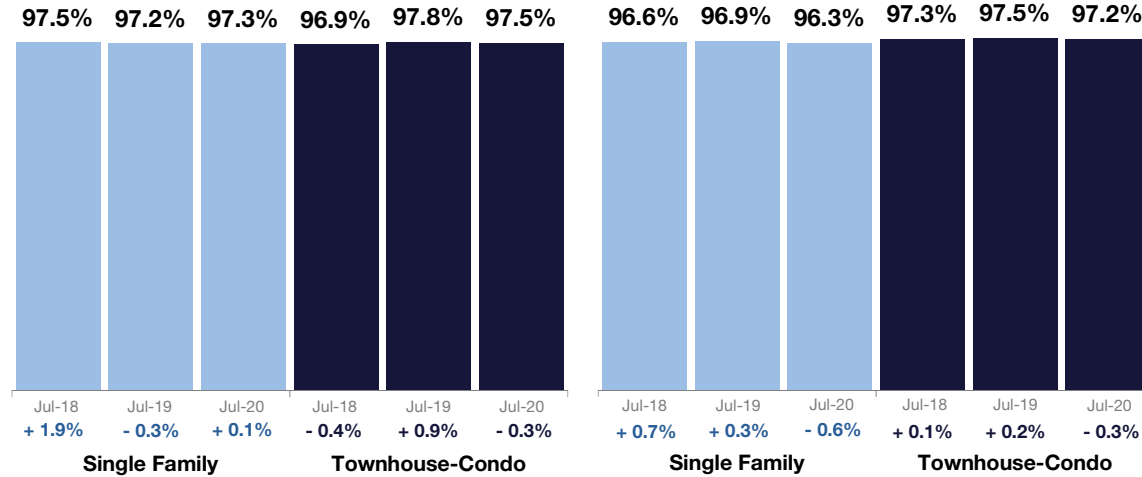


Percent of List Price Received



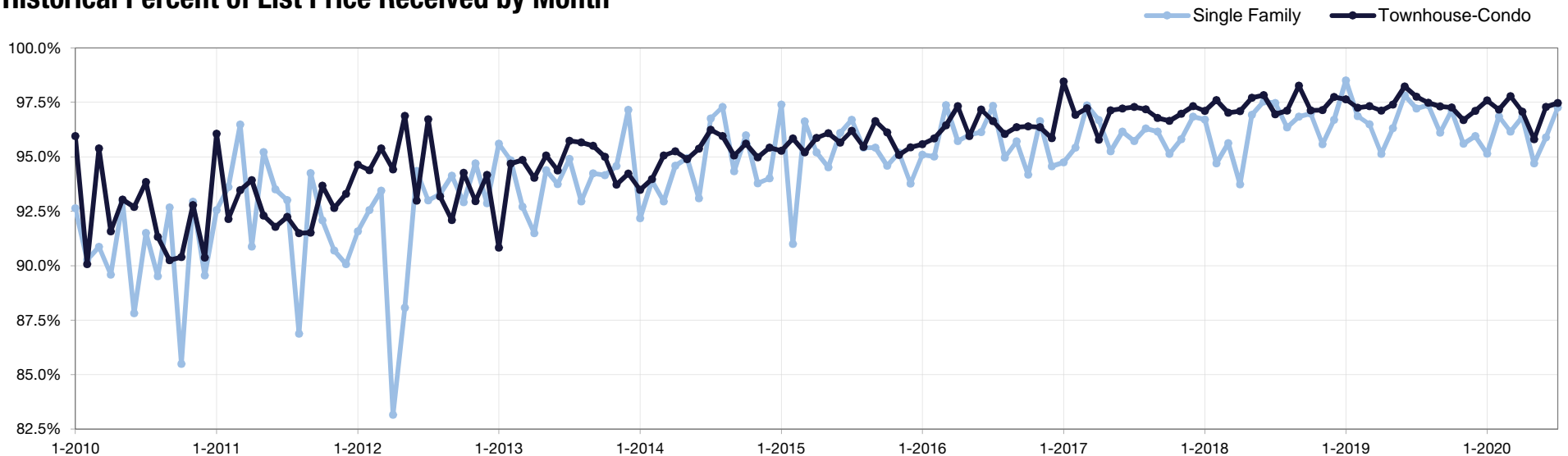
July

Year to Date



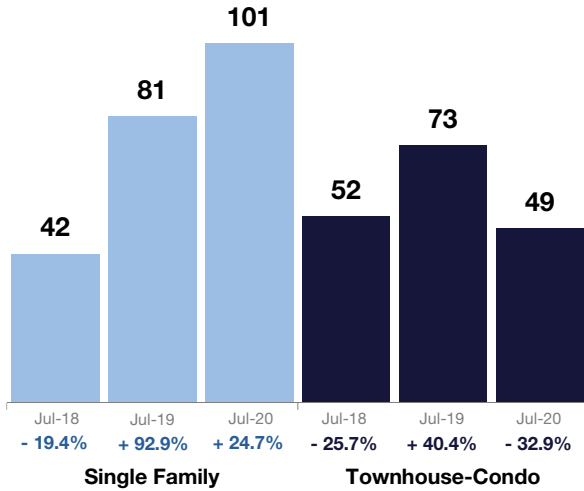
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	97.4%	+1.1%	97.5%	+0.4%
Sep-2019	96.1%	-0.7%	97.3%	-1.0%
Oct-2019	97.1%	+0.1%	97.3%	+0.2%
Nov-2019	95.6%	0.0%	96.7%	-0.4%
Dec-2019	95.9%	-0.8%	97.1%	-0.6%
Jan-2020	95.1%	-3.5%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
Mar-2020	96.2%	-0.3%	97.8%	+0.5%
Apr-2020	96.8%	+1.8%	97.1%	0.0%
May-2020	94.7%	-1.7%	95.8%	-1.6%
Jun-2020	95.9%	-1.9%	97.3%	-0.9%
Jul-2020	97.3%	+0.1%	97.5%	-0.3%

Historical Percent of List Price Received by Month

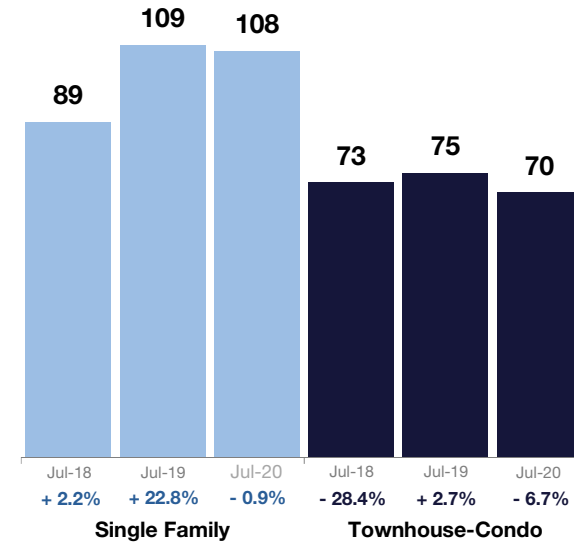


Days on Market Until Sale

July

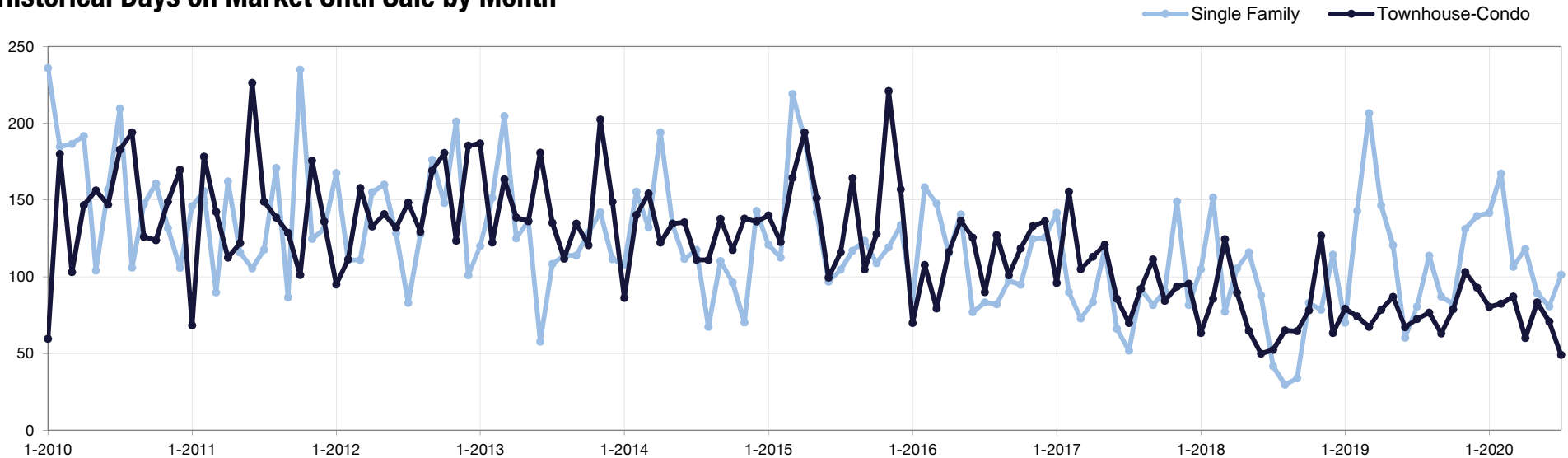


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	114	+280.0%	77	+18.5%
Sep-2019	87	+155.9%	63	-3.1%
Oct-2019	82	-1.2%	79	+1.3%
Nov-2019	131	+67.9%	103	-18.9%
Dec-2019	140	+22.8%	93	+47.6%
Jan-2020	142	+102.9%	80	+1.3%
Feb-2020	167	+16.8%	82	+10.8%
Mar-2020	106	-48.5%	87	+29.9%
Apr-2020	118	-19.2%	60	-23.1%
May-2020	89	-26.4%	83	-4.6%
Jun-2020	81	+35.0%	71	+6.0%
Jul-2020	101	+24.7%	49	-32.9%

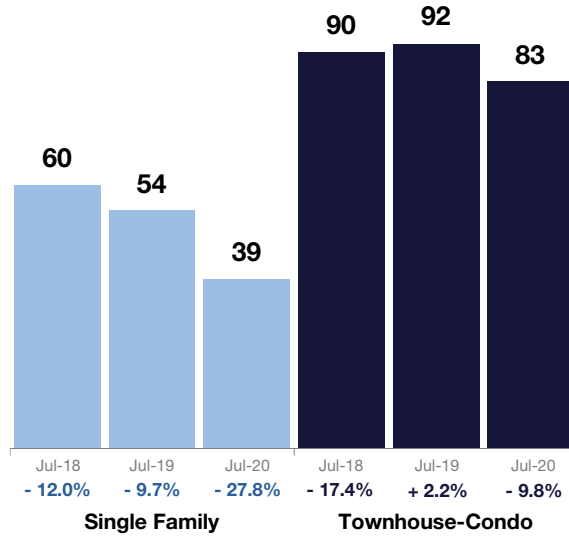
Historical Days on Market Until Sale by Month



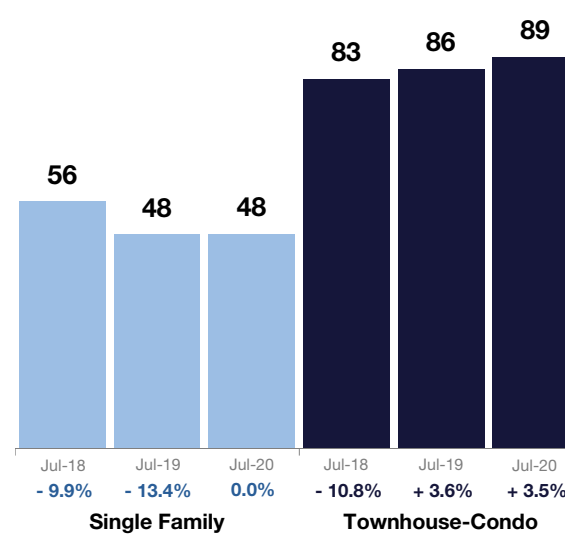
Housing Affordability Index



July

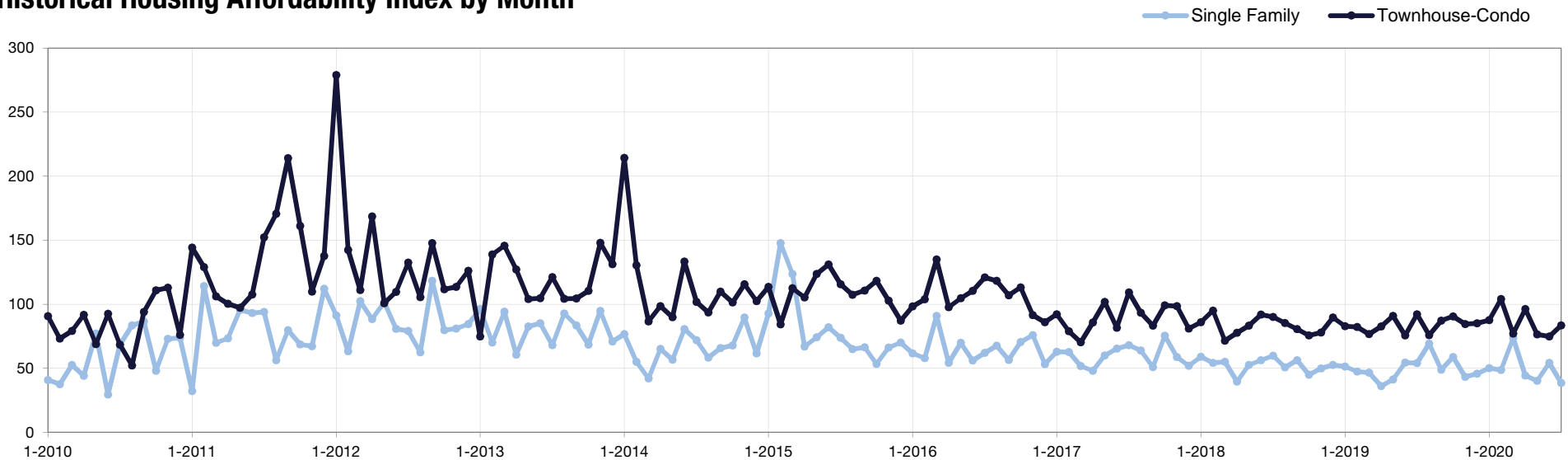


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	69	+35.3%	76	-10.6%
Sep-2019	49	-12.5%	87	+7.4%
Oct-2019	59	+31.1%	90	+18.4%
Nov-2019	43	-14.0%	85	+9.0%
Dec-2019	46	-11.5%	85	-5.6%
Jan-2020	50	-2.0%	88	+6.0%
Feb-2020	49	+4.3%	104	+26.8%
Mar-2020	73	+55.3%	77	0.0%
Apr-2020	44	+22.2%	96	+15.7%
May-2020	40	-2.4%	76	-16.5%
Jun-2020	54	0.0%	75	-1.3%
Jul-2020	39	-27.8%	83	-9.8%

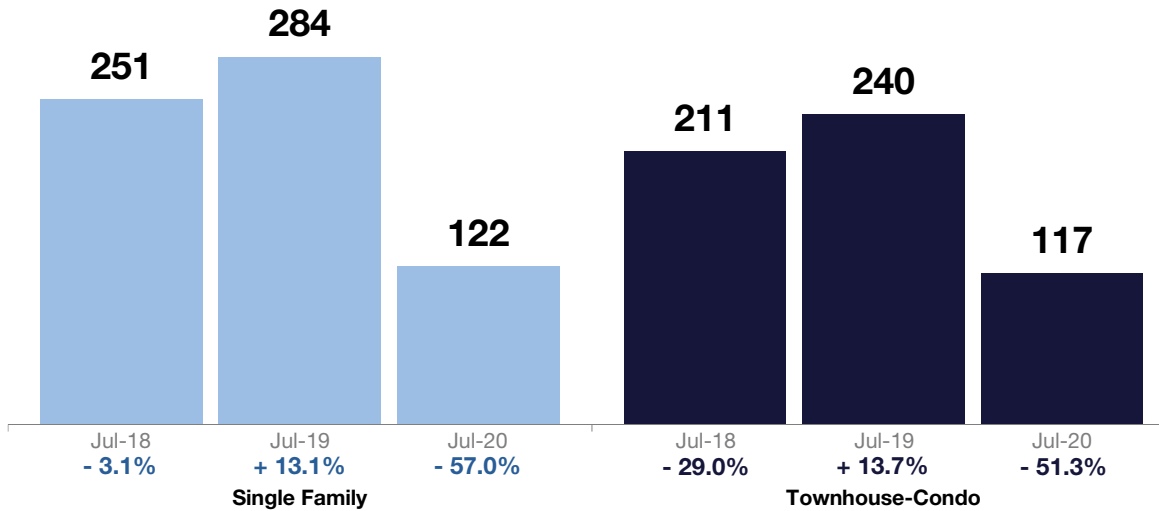
Historical Housing Affordability Index by Month



Inventory of Active Listings

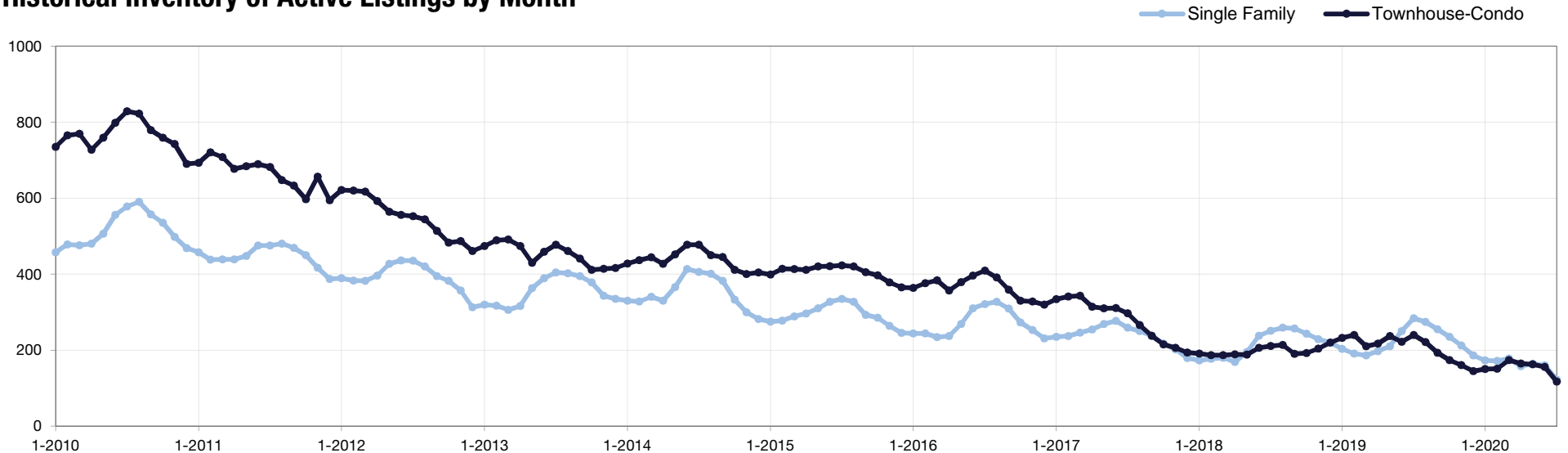


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	274	+5.8%	221	+3.3%
Sep-2019	255	-0.8%	193	+1.6%
Oct-2019	235	-3.3%	174	-9.4%
Nov-2019	212	-7.4%	161	-21.1%
Dec-2019	186	-15.5%	145	-34.1%
Jan-2020	173	-14.8%	150	-35.3%
Feb-2020	172	-9.9%	151	-37.1%
Mar-2020	178	-4.3%	174	-17.1%
Apr-2020	158	-19.8%	165	-24.0%
May-2020	164	-21.9%	163	-31.2%
Jun-2020	160	-36.0%	156	-29.7%
Jul-2020	122	-57.0%	117	-51.3%

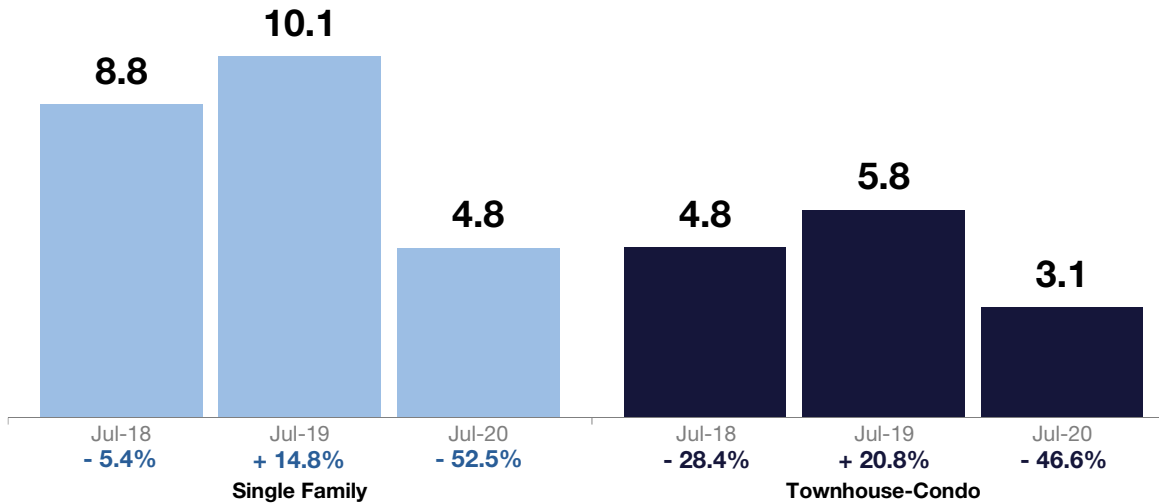
Historical Inventory of Active Listings by Month



Months Supply of Inventory

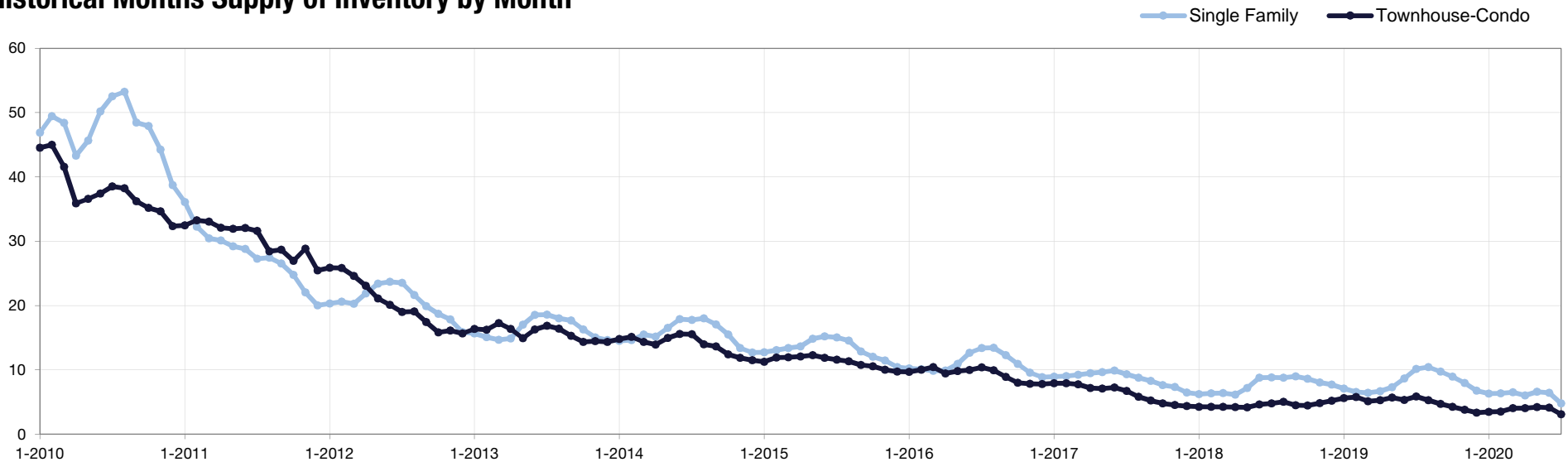


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2019	10.4	+18.2%	5.3	+6.0%
Sep-2019	9.7	+7.8%	4.7	+4.4%
Oct-2019	9.0	+4.7%	4.2	-4.5%
Nov-2019	8.0	-1.2%	3.8	-20.8%
Dec-2019	6.8	-11.7%	3.3	-36.5%
Jan-2020	6.3	-11.3%	3.5	-37.5%
Feb-2020	6.4	-1.5%	3.5	-39.7%
Mar-2020	6.5	0.0%	4.0	-21.6%
Apr-2020	6.0	-10.4%	4.0	-24.5%
May-2020	6.6	-9.6%	4.2	-26.3%
Jun-2020	6.4	-25.6%	4.1	-22.6%
Jul-2020	4.8	-52.5%	3.1	-46.6%

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	7-2019	7-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		160	156	- 2.5%	824	683	- 17.1%
Pending Sales		84	191	+ 127.4%	545	540	- 0.9%
Sold Listings		83	96	+ 15.7%	476	373	- 21.6%
Median Sales Price		\$430,000	\$625,000	+ 45.3%	\$459,300	\$555,000	+ 20.8%
Average Sales Price		\$660,275	\$886,512	+ 34.3%	\$658,716	\$745,464	+ 13.2%
Pct. of List Price Received		97.5%	97.4%	- 0.1%	97.0%	96.7%	- 0.3%
Days on Market		77	78	+ 1.3%	94	90	- 4.3%
Housing Affordability Index		83	63	- 24.1%	78	71	- 9.0%
Active Listings		607	306	- 49.6%	--	--	--
Months Supply		8.3	4.5	- 45.8%	--	--	--

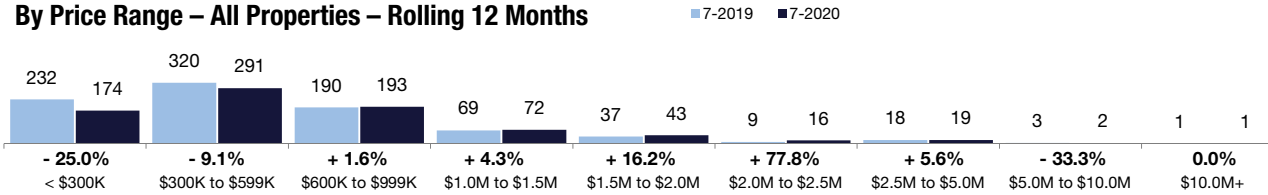
Closed Sales

Actual sales that have closed in a given month.

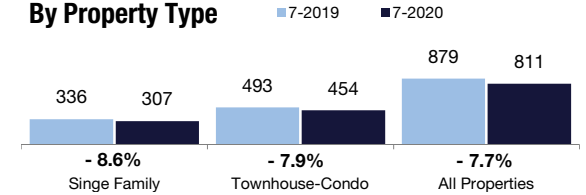


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	46	29	-37.0%	141	104	-26.2%
\$300,000 to \$599,999	92	83	-9.8%	223	199	-10.8%
\$600,000 to \$999,999	90	86	-4.4%	100	107	+7.0%
\$1,000,000 to \$1,499,999	49	46	-6.1%	20	26	+30.0%
\$1,500,000 to \$1,999,999	29	29	0.0%	8	14	+75.0%
\$2,000,000 to \$2,499,999	8	14	+75.0%	1	2	+100.0%
\$2,500,000 to \$4,999,999	18	17	-5.6%	0	2	--
\$5,000,000 to \$9,999,999	3	2	-33.3%	0	0	--
\$10,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	336	307	-8.6%	493	454	-7.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$299,999 and Below	2	1	-50.0%	6	7	+16.7%
\$300,000 to \$599,999	12	11	-8.3%	14	22	+57.1%
\$600,000 to \$999,999	13	9	-30.8%	11	18	+63.6%
\$1,000,000 to \$1,499,999	4	10	+150.0%	0	2	--
\$1,500,000 to \$1,999,999	4	2	-50.0%	1	1	0.0%
\$2,000,000 to \$2,499,999	1	4	+300.0%	1	0	-100.0%
\$2,500,000 to \$4,999,999	0	4	--	0	0	--
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	36	42	+16.7%	33	50	+51.5%

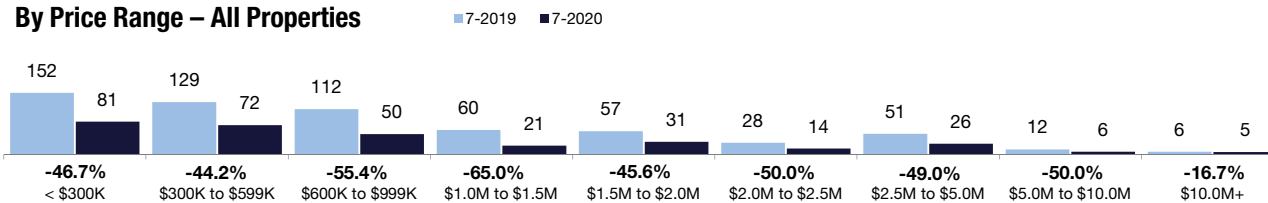
Year to Date

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	21	6	-71.4%	72	38	-47.2%
\$300,000 to \$599,999	48	45	-6.3%	125	90	-28.0%
\$600,000 to \$999,999	50	47	-6.0%	56	49	-12.5%
\$1,000,000 to \$1,499,999	27	28	+3.7%	12	14	+16.7%
\$1,500,000 to \$1,999,999	17	14	-17.6%	3	7	+133.3%
\$2,000,000 to \$2,499,999	3	6	+100.0%	0	1	--
\$2,500,000 to \$4,999,999	9	6	-33.3%	0	0	--
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	177	154	-13.0%	268	199	-25.7%

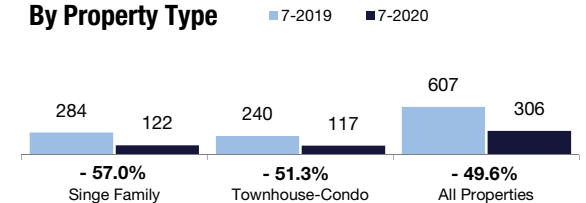
Inventory of Active Listings

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		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	29	8	-72.4%	48	15	-68.8%
\$300,000 to \$599,999	45	25	-44.4%	79	39	-50.6%
\$600,000 to \$999,999	53	23	-56.6%	57	26	-54.4%
\$1,000,000 to \$1,499,999	45	10	-77.8%	15	11	-26.7%
\$1,500,000 to \$1,999,999	33	20	-39.4%	24	11	-54.2%
\$2,000,000 to \$2,499,999	23	9	-60.9%	5	5	0.0%
\$2,500,000 to \$4,999,999	39	16	-59.0%	11	10	-9.1%
\$5,000,000 to \$9,999,999	11	6	-45.5%	1	0	-100.0%
\$10,000,000 and Above	6	5	-16.7%	0	0	--
All Price Ranges	284	122	-57.0%	240	117	-51.3%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2020	7-2020	Change	6-2020	7-2020	Change
\$299,999 and Below	13	8	-38.5%	17	15	-11.8%
\$300,000 to \$599,999	36	25	-30.6%	60	39	-35.0%
\$600,000 to \$999,999	30	23	-23.3%	37	26	-29.7%
\$1,000,000 to \$1,499,999	17	10	-41.2%	14	11	-21.4%
\$1,500,000 to \$1,999,999	21	20	-4.8%	12	11	-8.3%
\$2,000,000 to \$2,499,999	12	9	-25.0%	4	5	+25.0%
\$2,500,000 to \$4,999,999	20	16	-20.0%	12	10	-16.7%
\$5,000,000 to \$9,999,999	6	6	0.0%	0	0	--
\$10,000,000 and Above	5	5	0.0%	0	0	--
All Price Ranges	160	122	-23.8%	156	117	-25.0%

Year to Date

By Price Range	Single Family			Condo		
	7-2019	7-2020	Change	7-2019	7-2020	Change
\$299,999 and Below	21	6	-71.4%	72	38	-47.2%
\$300,000 to \$599,999	48	45	-6.3%	125	90	-28.0%
\$600,000 to \$999,999	50	47	-6.0%	56	49	-12.5%
\$1,000,000 to \$1,499,999	27	28	+3.7%	12	14	+16.7%
\$1,500,000 to \$1,999,999	17	14	-17.6%	3	7	+133.3%
\$2,000,000 to \$2,499,999	3	6	+100.0%	0	1	--
\$2,500,000 to \$4,999,999	9	6	-33.3%	0	0	--
\$5,000,000 to \$9,999,999	1	2	+100.0%	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	177	154	-13.0%	268	199	-25.7%

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.