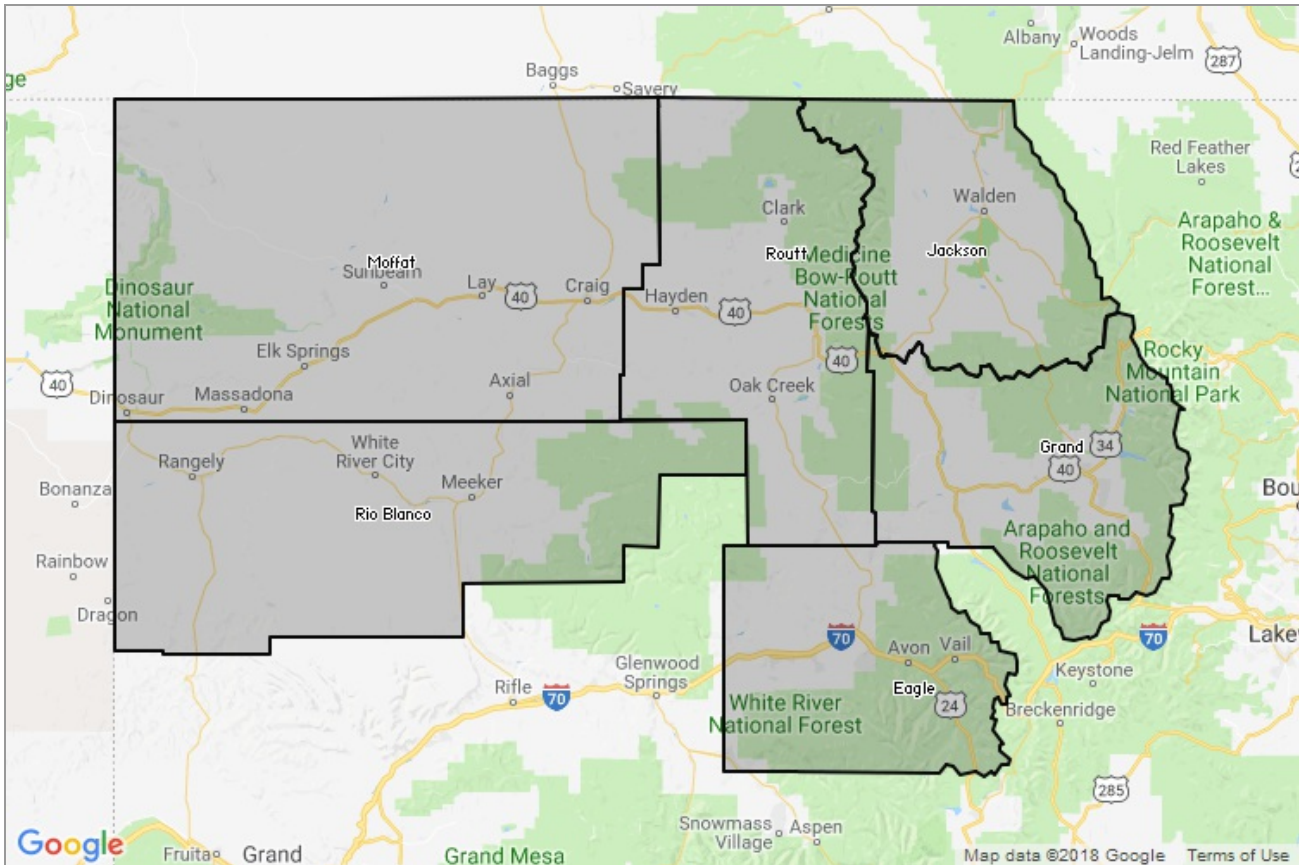




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
8/2017 – 8/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 09/07/2018

Scheduled: Yes

Presented by

**Steamboat Springs Board of
REALTORS®**

Colorado Real Estate License: 40043155

(970) 879-4663

Other: <http://www.ssbr.org/>

625 S. Lincoln, #202
P. O. Box 775103
Steamboat Springs, CO 80477

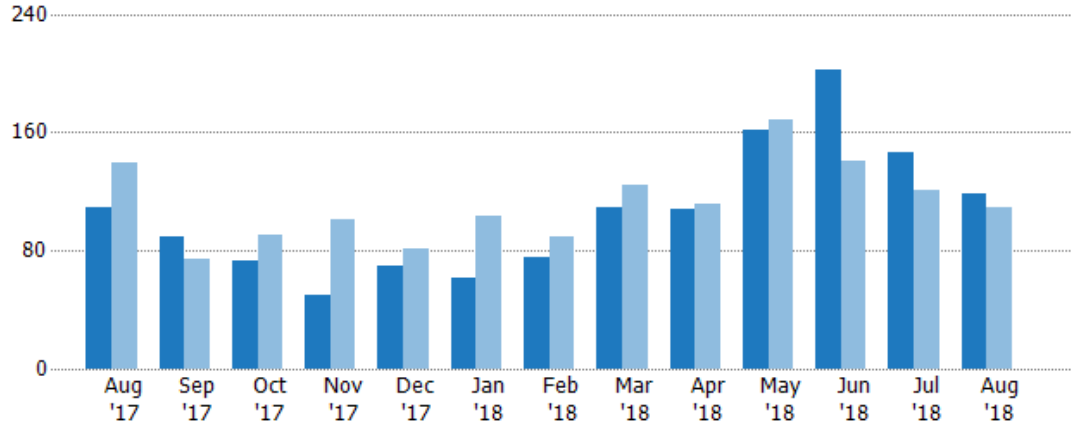
New Listings

The number of new single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '18	118	8.3%
Aug '17	109	-22.1%
Aug '16	140	-6.4%



Current Year	109	89	73	50	70	62	76	109	108	161	202	146	118
Prior Year	140	74	91	101	81	103	89	124	111	168	141	121	109
Percent Change from Prior Year	-22%	20%	-20%	-50%	-14%	-40%	-15%	-12%	-3%	-4%	43%	21%	8%

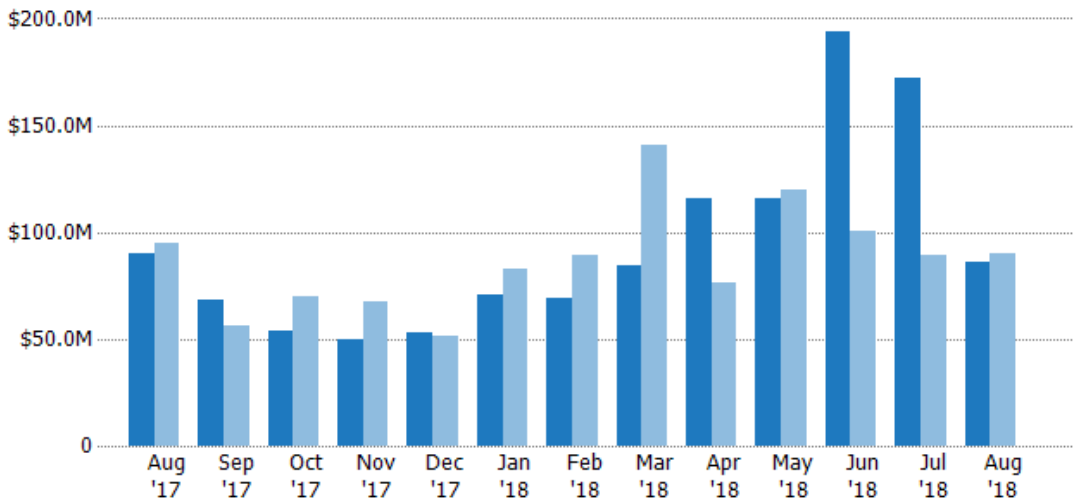
New Listing Volume

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '18	\$86.3M	-4.1%
Aug '17	\$90.1M	-5.4%
Aug '16	\$95.2M	-15%



Current Year	\$90.1M	\$68.5M	\$54.2M	\$49.9M	\$53.4M	\$70.5M	\$69.4M	\$84.6M	\$116M	\$116M	\$194M	\$172M	\$86.3M
Prior Year	\$95.2M	\$56.3M	\$69.7M	\$67.5M	\$51.6M	\$82.8M	\$89.2M	\$141M	\$76.4M	\$120M	\$100M	\$89.4M	\$90.1M
Percent Change from Prior Year	-5%	22%	-22%	-26%	4%	-15%	-22%	-40%	52%	-4%	93%	92%	-4%

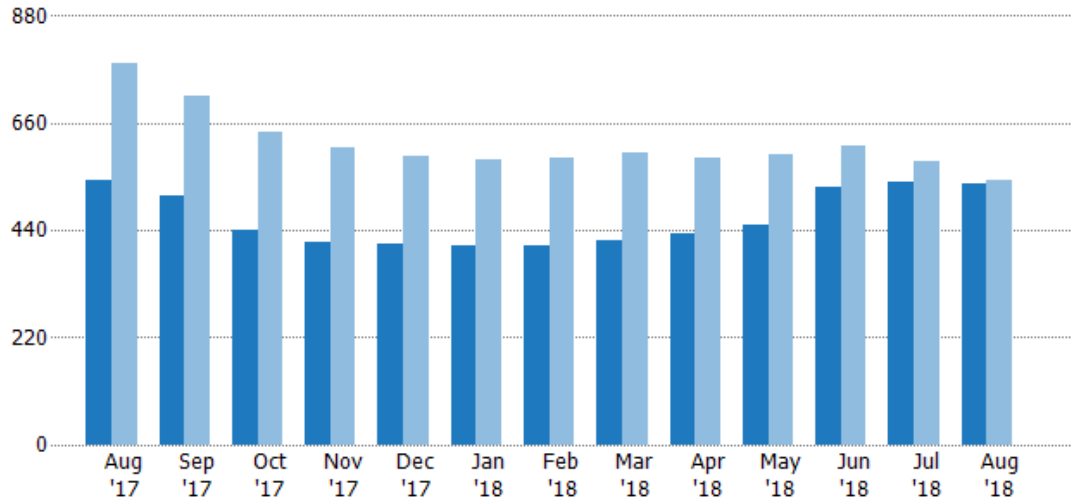
Active Listings

The number of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '18	535	-1.5%
Aug '17	543	-30.7%
Aug '16	784	2.7%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	543	511	442	415	412	408	408	419	433	452	528	540	535
Prior Year	784	716	642	611	591	585	587	599	590	596	614	580	543
Percent Change from Prior Year	-31%	-29%	-31%	-32%	-30%	-30%	-30%	-30%	-27%	-24%	-14%	-7%	-1%

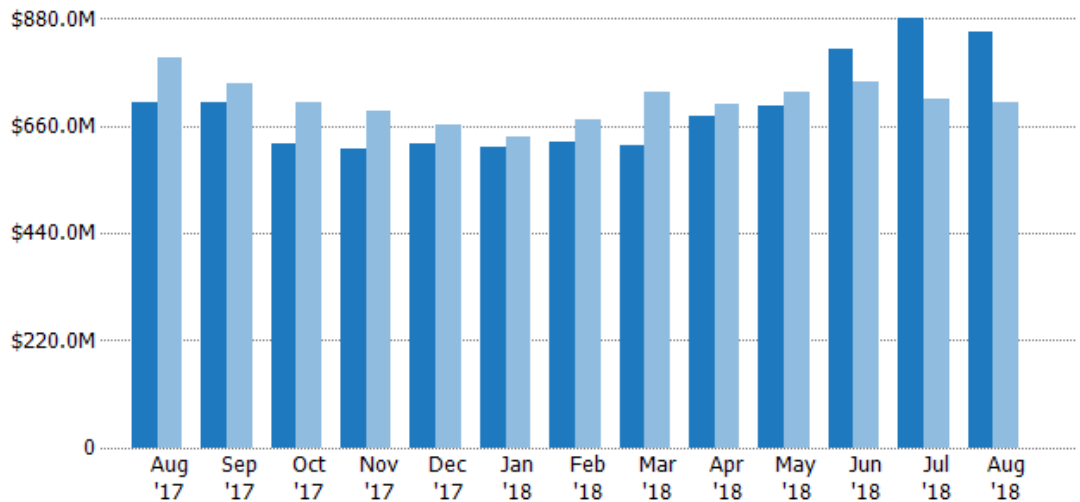
Active Listing Volume

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '18	\$852M	20%
Aug '17	\$710M	-11.2%
Aug '16	\$799M	-1.1%



	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	\$710M	\$709M	\$624M	\$615M	\$623M	\$617M	\$629M	\$620M	\$681M	\$703M	\$818M	\$880M	\$852M
Prior Year	\$799M	\$747M	\$709M	\$693M	\$663M	\$640M	\$673M	\$729M	\$706M	\$731M	\$752M	\$716M	\$710M
Percent Change from Prior Year	-11%	-5%	-12%	-11%	-6%	-4%	-6%	-15%	-4%	-4%	9%	23%	20%

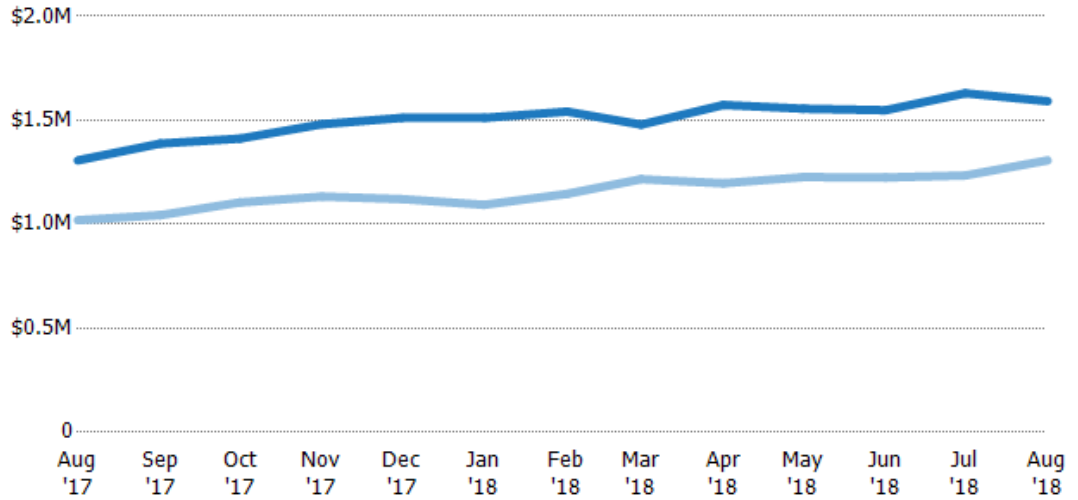
Average Listing Price

The average listing price of active single-family, condominium and townhome listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Aug '18	\$1.59M	21.8%
Aug '17	\$1.31M	28.2%
Aug '16	\$1.02M	-3.7%



Current Year	\$1.31M	\$1.39M	\$1.41M	\$1.48M	\$1.51M	\$1.51M	\$1.54M	\$1.48M	\$1.57M	\$1.56M	\$1.55M	\$1.63M	\$1.59M
Prior Year	\$1.02M	\$1.04M	\$1.1M	\$1.13M	\$1.12M	\$1.09M	\$1.15M	\$1.22M	\$1.2M	\$1.23M	\$1.22M	\$1.23M	\$1.31M
Percent Change from Prior Year	28%	33%	28%	31%	35%	38%	35%	22%	31%	27%	26%	32%	22%

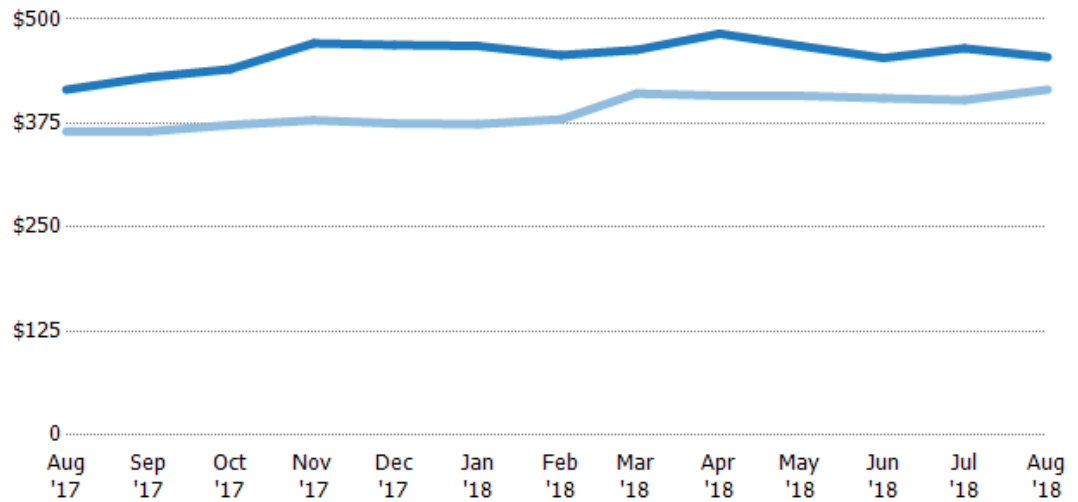
Average Listing Price per Sq Ft

The average of listing prices divided by the living area of homes on market at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price/sq ft	% Chg.
Aug '18	\$455	9.4%
Aug '17	\$415	13.8%
Aug '16	\$365	3.7%



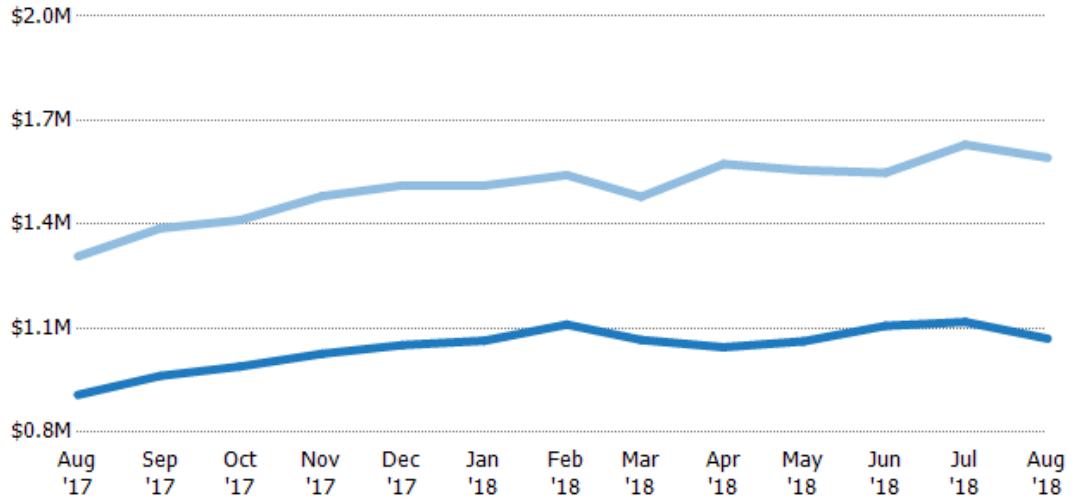
Current Year	\$415	\$430	\$440	\$471	\$469	\$468	\$457	\$463	\$483	\$468	\$453	\$465	\$455
Prior Year	\$365	\$365	\$373	\$379	\$375	\$374	\$380	\$411	\$408	\$408	\$405	\$403	\$415
Percent Change from Prior Year	14%	18%	18%	24%	25%	25%	20%	13%	18%	15%	12%	15%	9%

Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

Filters Used

County: 6 Selected



Avg Est Value	\$908K	\$963K	\$990K	\$1.03M	\$1.05M	\$1.06M	\$1.11M	\$1.07M	\$1.05M	\$1.06M	\$1.11M	\$1.12M	\$1.07M
Avg Listing Price	\$1.31M	\$1.39M	\$1.41M	\$1.48M	\$1.51M	\$1.51M	\$1.54M	\$1.48M	\$1.57M	\$1.56M	\$1.55M	\$1.63M	\$1.59M
Avg Listing Price as a % of Avg Est Value	144%	144%	143%	144%	144%	142%	139%	139%	151%	146%	140%	146%	149%

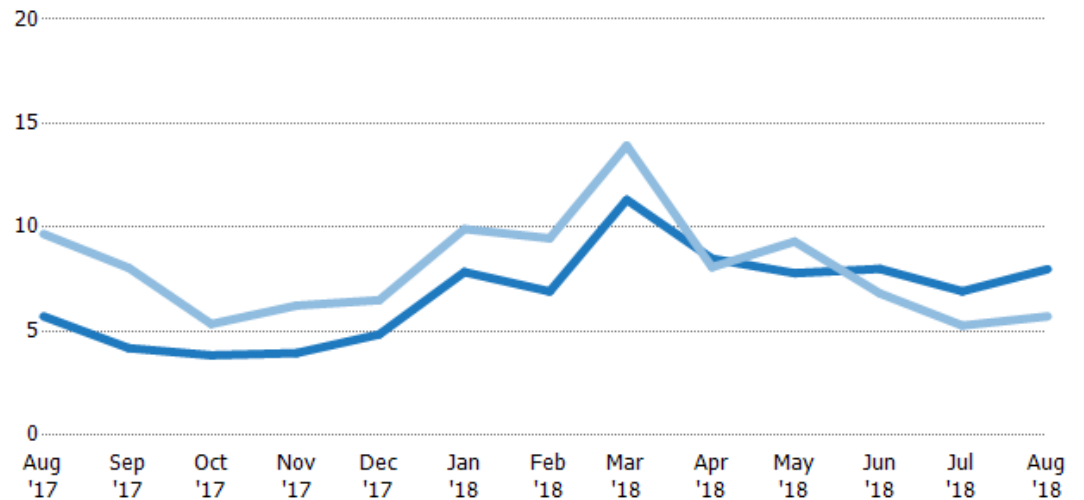
Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 6 Selected

Month/Year	Months	% Chg.
Aug '18	7.99	39.7%
Aug '17	5.72	-40.9%
Aug '16	9.68	-10.6%



Current Year	5.72	4.19	3.84	3.95	4.85	7.85	6.92	11.3	8.49	7.79	8	6.92	7.99
Prior Year	9.68	8.04	5.35	6.23	6.49	9.92	9.47	13.9	8.08	9.31	6.82	5.27	5.72
Percent Change from Prior Year	-41%	-48%	-28%	-37%	-25%	-21%	-27%	-19%	5%	-16%	17%	31%	40%

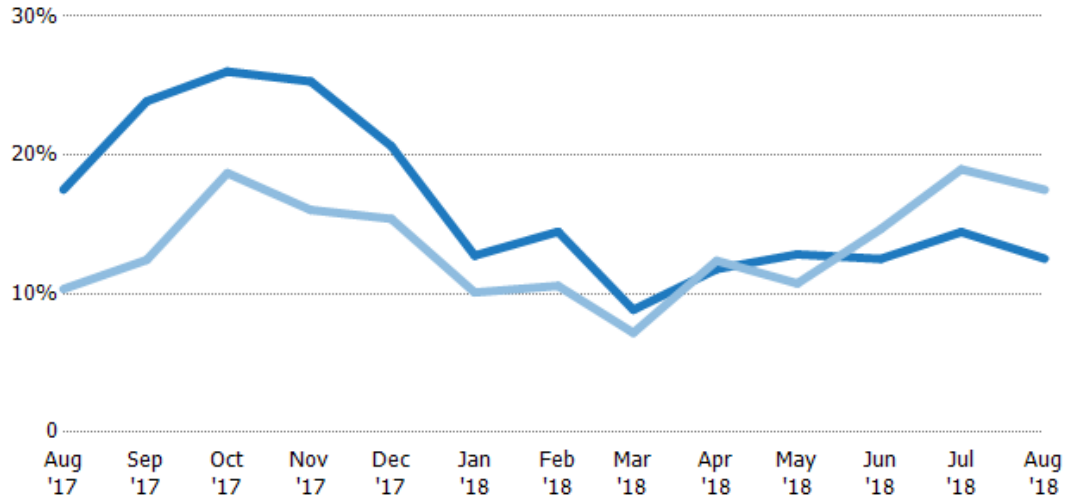
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Aug '18	13%	5%
Aug '17	17%	-7.2%
Aug '16	10%	11.8%

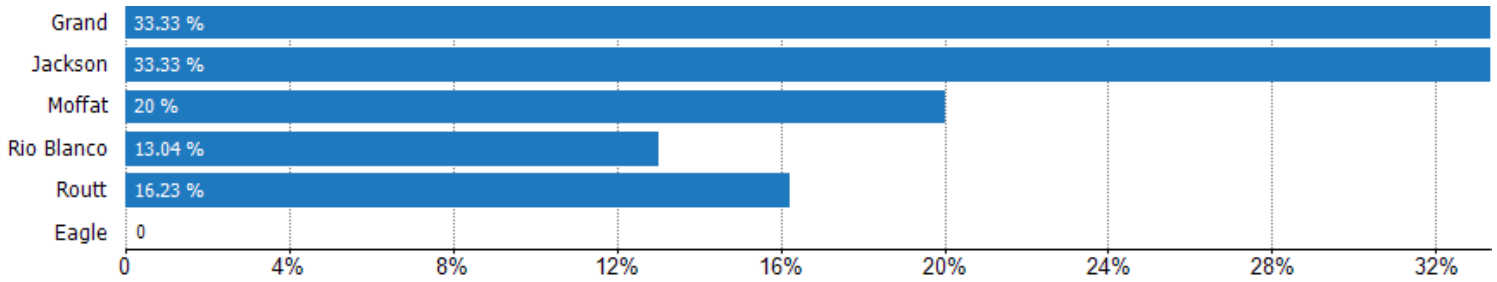


	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18
Current Year	17%	24%	26%	25%	21%	13%	14%	9%	12%	13%	13%	14%	13%
Prior Year	10%	12%	19%	16%	15%	10%	11%	7%	12%	11%	15%	19%	17%
Change from Prior Year	-7%	-11%	-7%	-9%	-5%	-3%	-4%	-2%	1%	-2%	2%	5%	5%

Absorption Rate (By County)

The percentage of the inventory sold during the last month by county.

Filters Used: County: 6 Selected



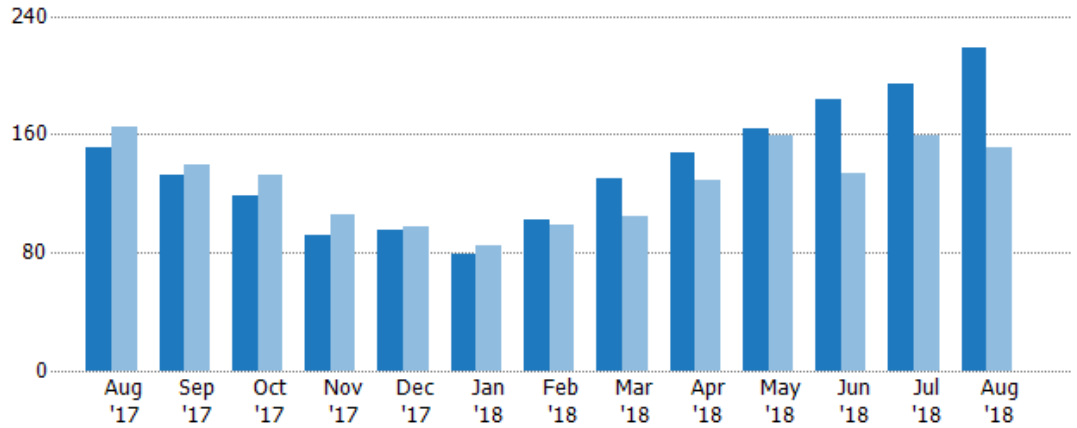
Pending Sales

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '18	218	44.4%
Aug '17	151	-8.5%
Aug '16	165	-20.6%



Current Year	151	132	119	92	95	79	102	130	147	164	184	194	218
Prior Year	165	139	133	106	97	85	99	105	129	159	134	159	151
Percent Change from Prior Year	-8%	-5%	-11%	-13%	-2%	-7%	3%	24%	14%	3%	37%	22%	44%

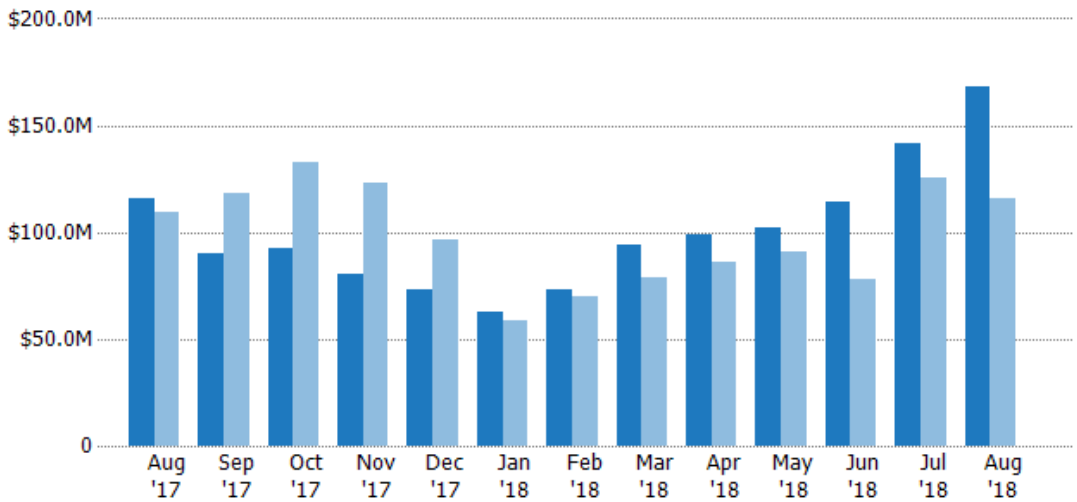
Pending Sales Volume

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '18	\$168M	45.7%
Aug '17	\$116M	5.8%
Aug '16	\$109M	-20.6%



Current Year	\$116M	\$90.3M	\$92.5M	\$80.3M	\$73.1M	\$62.8M	\$73.1M	\$93.9M	\$98.7M	\$102M	\$114M	\$141M	\$168M
Prior Year	\$109M	\$118M	\$133M	\$123M	\$96.3M	\$58.3M	\$70.3M	\$79.1M	\$86.1M	\$90.5M	\$78.3M	\$125M	\$116M
Percent Change from Prior Year	6%	-24%	-31%	-35%	-24%	8%	4%	19%	15%	12%	46%	13%	46%

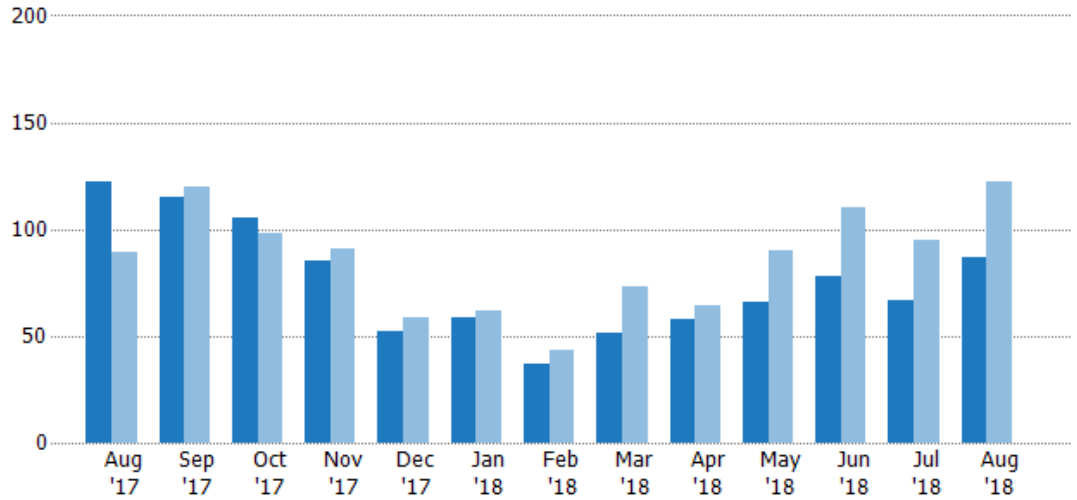
Closed Sales

The total number of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '18	87	-28.7%
Aug '17	122	37.1%
Aug '16	89	-2.2%



Current Year	122	115	105	85	52	59	37	51	58	66	78	67	87
Prior Year	89	120	98	91	59	62	43	73	64	90	110	95	122
Percent Change from Prior Year	37%	-4%	7%	-7%	-12%	-5%	-14%	-30%	-9%	-27%	-29%	-29%	-29%

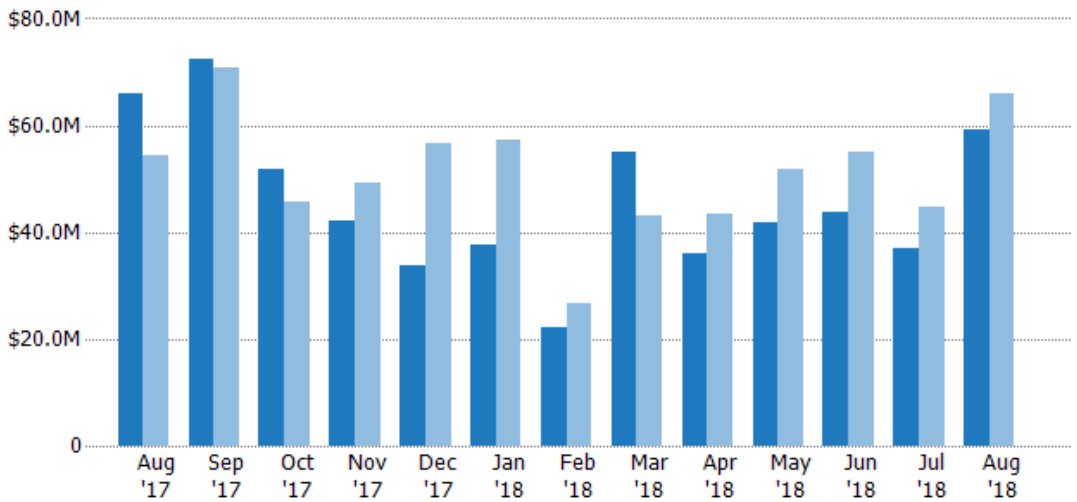
Closed Sales Volume

The sum of the sales price of single-family, condominium and townhome properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '18	\$59.2M	-10.1%
Aug '17	\$65.8M	21.3%
Aug '16	\$54.3M	-17.9%

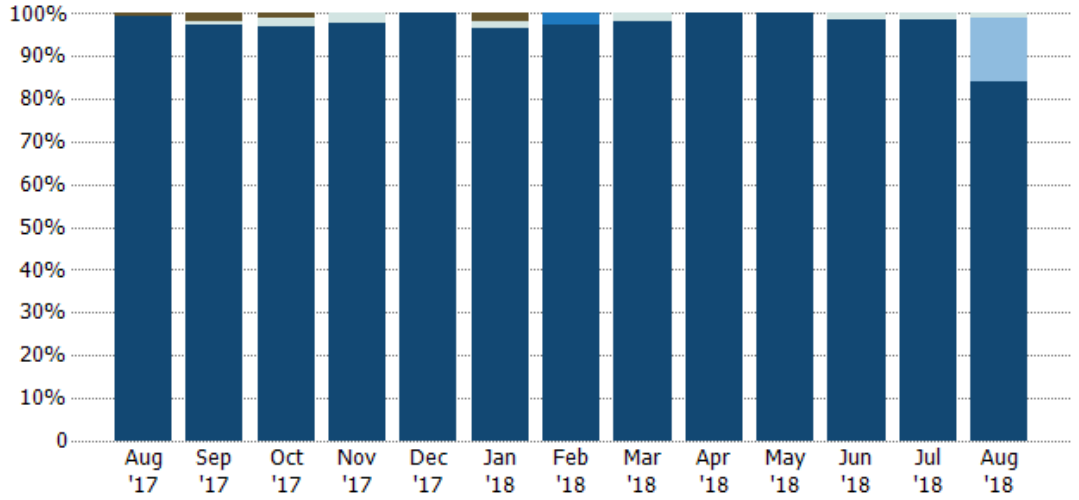


Current Year	\$65.8M	\$72.5M	\$51.7M	\$42M	\$33.9M	\$37.8M	\$22.3M	\$54.9M	\$36.1M	\$41.9M	\$43.8M	\$36.9M	\$59.2M
Prior Year	\$54.3M	\$70.8M	\$45.7M	\$49.2M	\$56.6M	\$57.2M	\$26.5M	\$43M	\$43.4M	\$51.6M	\$55.2M	\$44.6M	\$65.8M
Percent Change from Prior Year	21%	2%	13%	-15%	-40%	-34%	-16%	28%	-17%	-19%	-21%	-17%	-10%

Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

Filters Used
County: 6 Selected

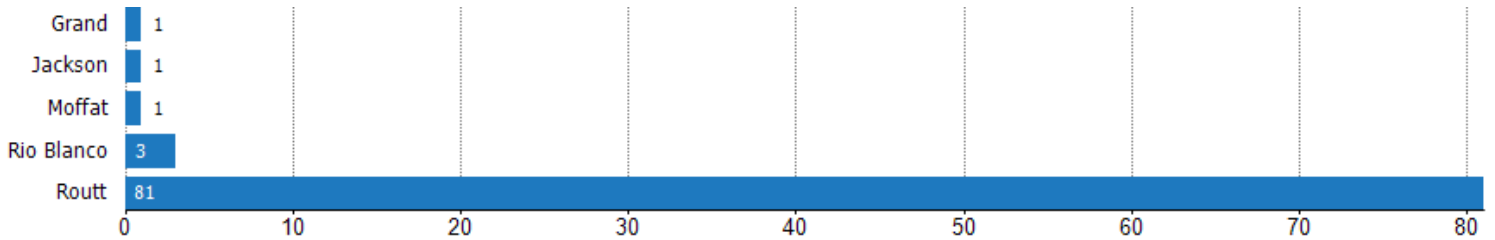


Other	1%	2%	1%	-	-	2%	-	-	-	-	-	-	-
Farm/Ranch	-	1%	2%	2%	-	2%	-	2%	-	-	1%	1%	1%
Lot/Land	-	-	-	-	-	-	-	-	-	-	-	-	15%
Condo/Townhouse	-	-	-	-	-	-	3%	-	-	-	-	-	-
Single Family Residence	99%	97%	97%	98%	100%	97%	97%	98%	100%	100%	99%	99%	84%

Closed Sales (By County)

The total number of single-family, condominium and townhome properties sold during the last month by county.

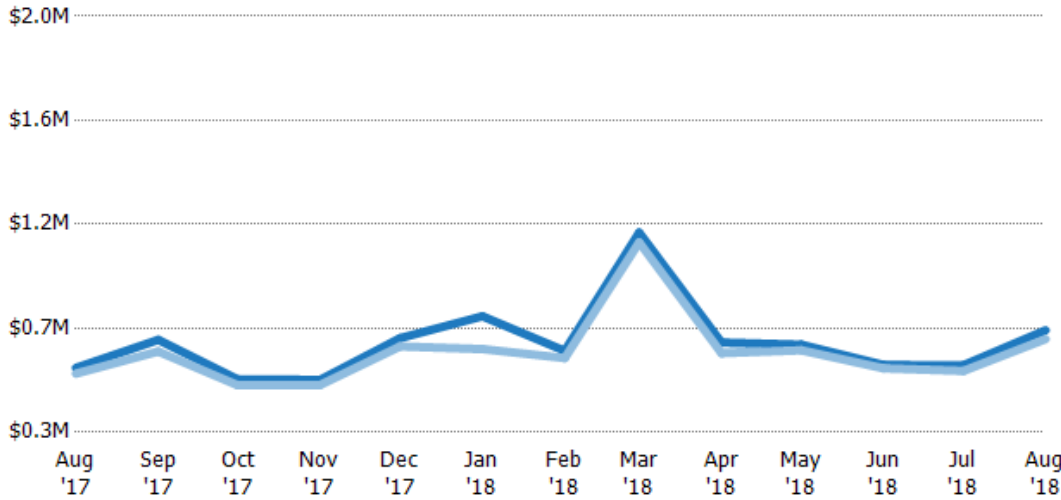
Filters Used: County: 6 Selected



Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

Filters Used
County: 6 Selected

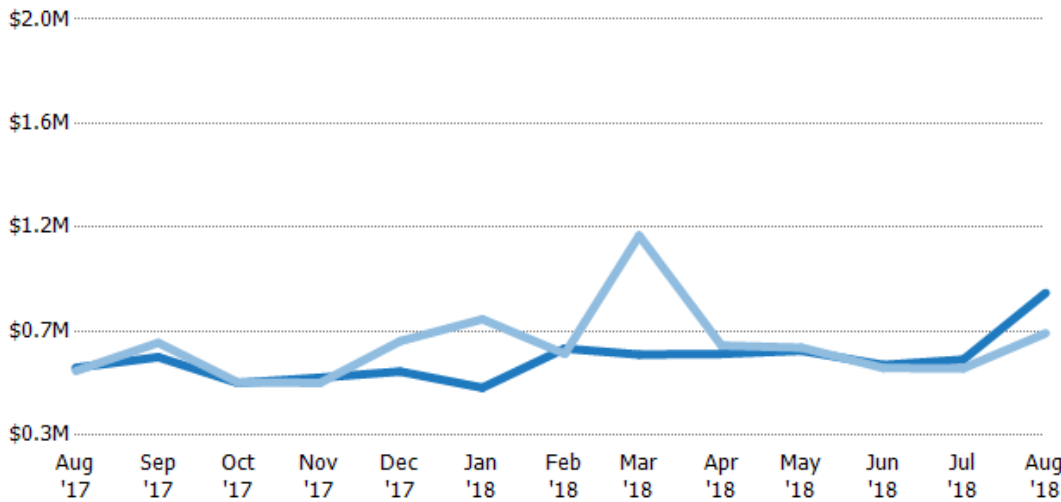


Avg List Price	\$563K	\$678K	\$516K	\$514K	\$684K	\$774K	\$633K	\$1.12M	\$667K	\$658K	\$575K	\$574K	\$717K
Avg Sales Price	\$540K	\$630K	\$492K	\$494K	\$651K	\$640K	\$603K	\$1.08M	\$623K	\$635K	\$561K	\$551K	\$681K
Avg Sales Price as a % of Avg List Price	96%	93%	95%	96%	95%	83%	95%	96%	93%	97%	98%	96%	95%

Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used
County: 6 Selected



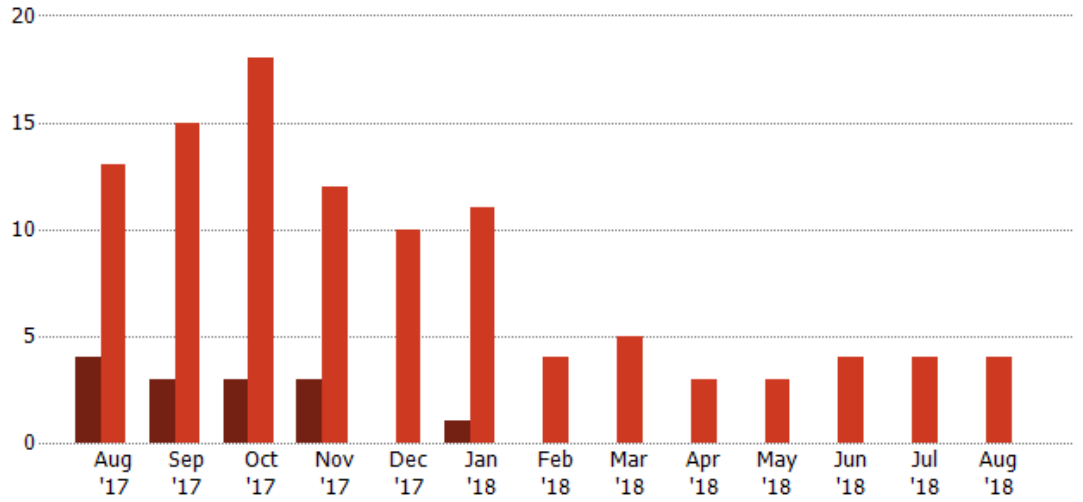
Avg Est Value	\$576K	\$619K	\$514K	\$536K	\$561K	\$494K	\$654K	\$630K	\$633K	\$646K	\$587K	\$609K	\$882K
Avg Sales Price	\$563K	\$678K	\$516K	\$514K	\$684K	\$774K	\$633K	\$1.12M	\$667K	\$658K	\$575K	\$574K	\$717K
Avg Sales Price as a % of Avg Est Value	98%	109%	100%	96%	122%	157%	97%	177%	105%	102%	98%	94%	81%

Distressed Listings

The number of distressed single-family, condominium and townhome properties that were for sale at the end of each month.

Filters Used

County: 6 Selected



Current Year	4	3	3	3	-	1	-	-	-	-	-	-	-
Prior Year	13	15	18	12	10	11	4	5	3	3	4	4	4
Percent Change from Prior Year	-69%	-80%	-83%	-75%	-100%	-91%	-100%	-100%	-100%	-100%	-100%	-100%	-100%

Appendix

The metrics that are calculated by RPR® may show the same general trends as those published by other sources (i.e. MLS, Associations or vendors), but because of our processes and parcel-centric approach, some variation may occur. Data sources include MLS's, where licensed, and public records for more in-depth metrics on distressed properties.

Report Details

Report Name: Monthly Market Data Report

Run Date: 09/07/2018

Scheduled: Yes

Report Date Range: From 8/2017 To: 8/2018

Information Included

- | | |
|--|--|
| <input checked="" type="checkbox"/> Include Cover Sheet | <input checked="" type="checkbox"/> Averages |
| <input type="checkbox"/> Include Key Metric Summary | <input checked="" type="checkbox"/> Include Appendix |
| <input checked="" type="checkbox"/> Include Metrics By: County | <input type="checkbox"/> Medians |

MLS Filter

MLS: All

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County:	Eagle County, Colorado	Grand County, Colorado	Jackson County, Colorado
	Moffat County, Colorado	Rio Blanco County, Colorado	Routt County, Colorado

ZIP Code: All

Listing Activity Charts

- New Listings
- Active Listings
- Average Listing Price
- Average Listing Price per Sq Ft
- Average Listing Price vs Est Value
- Median Days in RPR
- Months of Inventory
- Absorption Rate

Sales Activity Charts

- Active/Pending/Sold
- New Pending Sales
- Pending Sales
- Closed Sales
- Average Sales Price
- Average Sales Price per Sq Ft
- Average Sales Price vs Listing Price
- Average Sales Price vs Est Value

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 8/2018 data

- Listing Activity by ZIP
- Listing Activity by Metro Area
- Sales Activity by ZIP
- Sales Activity by Metro Area