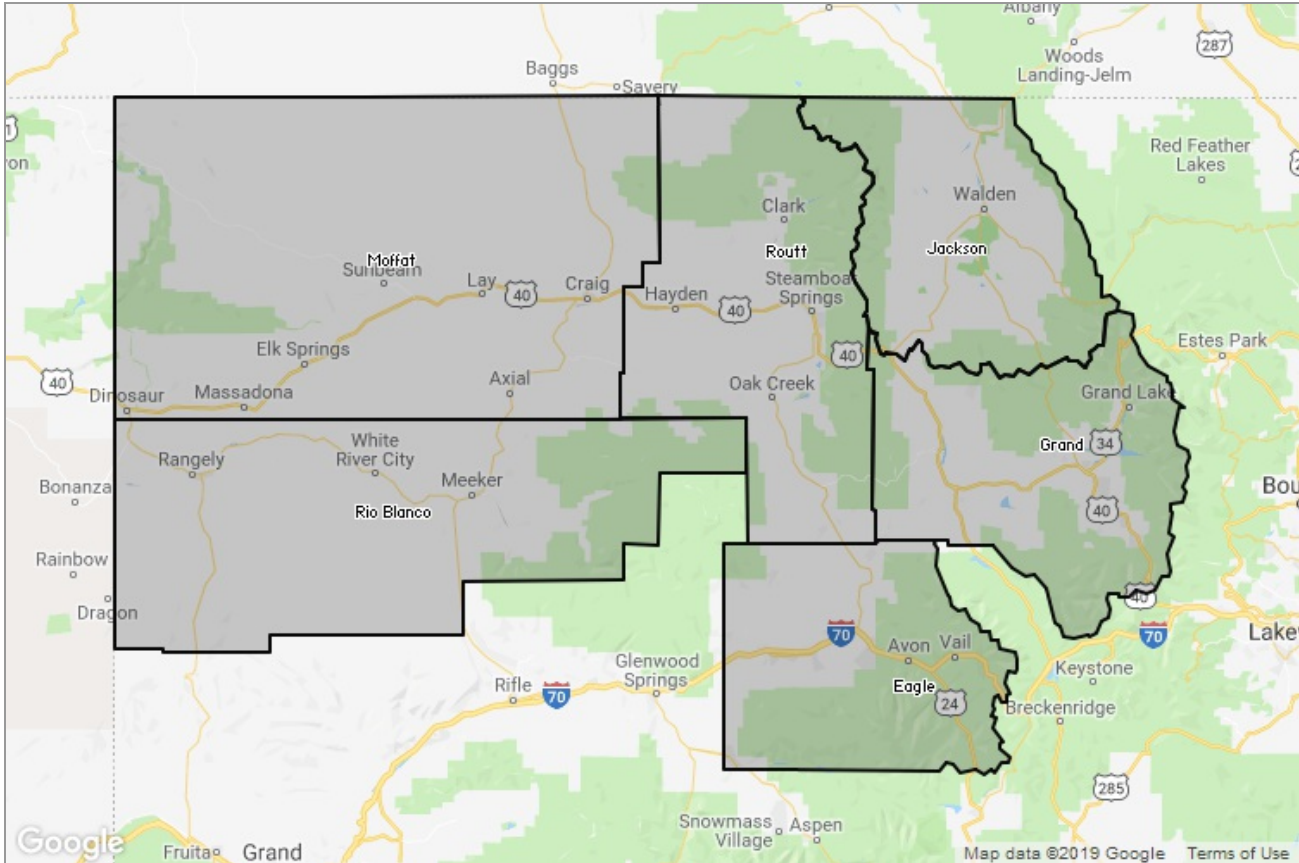




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2017 – 12/2018

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/08/2019

**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

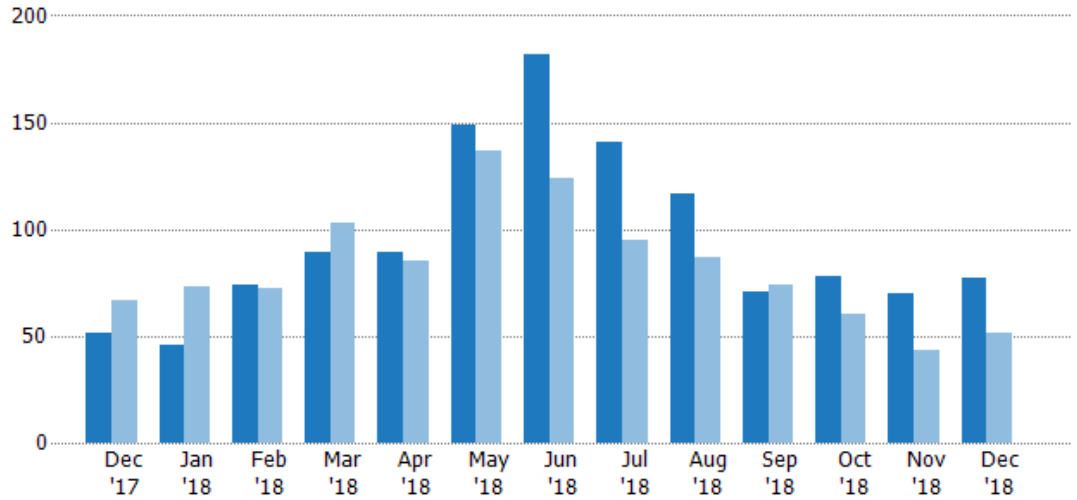
## New Listings

The number of new residential listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '18	77	51%
Dec '17	51	-23.9%
Dec '16	67	-32.8%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	51	46	74	89	89	149	182	141	117	71	78	70	77
Prior Year	67	73	72	103	85	137	124	95	87	74	60	43	51
Percent Change from Prior Year	-24%	-37%	3%	-14%	5%	9%	47%	48%	34%	-4%	30%	63%	51%

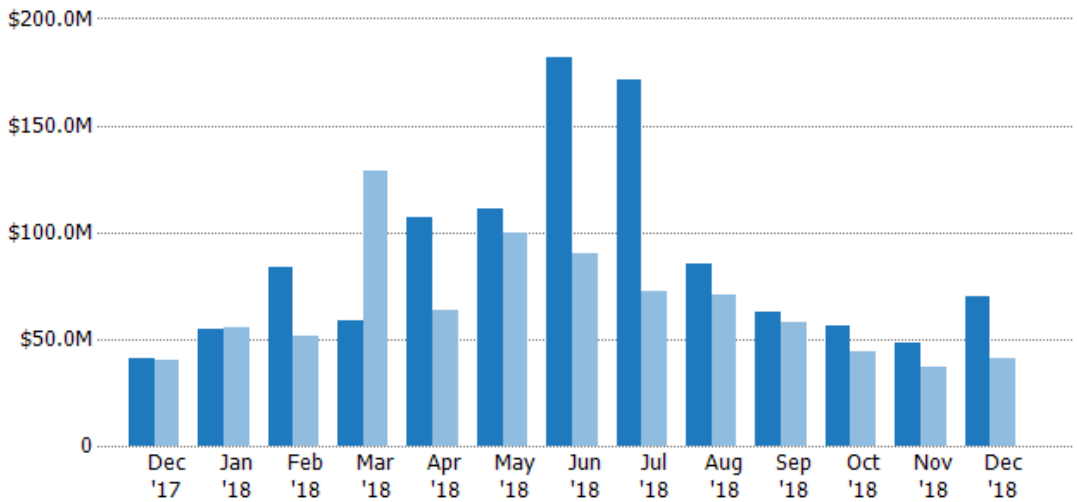
## New Listing Volume

The sum of the listing price of residential listings that were added each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '18	\$69.7M	68.8%
Dec '17	\$41.3M	3.8%
Dec '16	\$39.8M	-40%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$41.3M	\$54.2M	\$83.4M	\$58.3M	\$107M	\$111M	\$182M	\$172M	\$85.2M	\$62.5M	\$56M	\$47.8M	\$69.7M
Prior Year	\$39.8M	\$55.4M	\$51.2M	\$128M	\$63.1M	\$100M	\$89.9M	\$72.1M	\$70.5M	\$57.7M	\$43.8M	\$37.1M	\$41.3M
Percent Change from Prior Year	4%	-2%	63%	-55%	70%	11%	102%	138%	21%	8%	28%	29%	69%

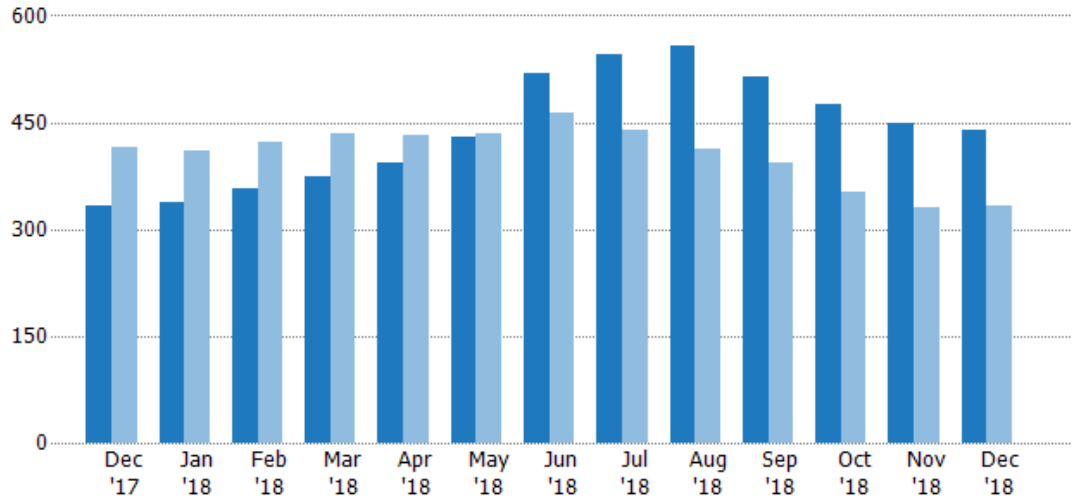
## Active Listings

The number of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '18	440	31.7%
Dec '17	334	-19.5%
Dec '16	415	-2.4%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	334	338	356	375	393	429	518	546	557	514	476	449	440
Prior Year	415	411	423	434	433	435	464	439	413	393	353	331	334
Percent Change from Prior Year	-20%	-18%	-16%	-14%	-9%	-1%	12%	24%	35%	31%	35%	36%	32%

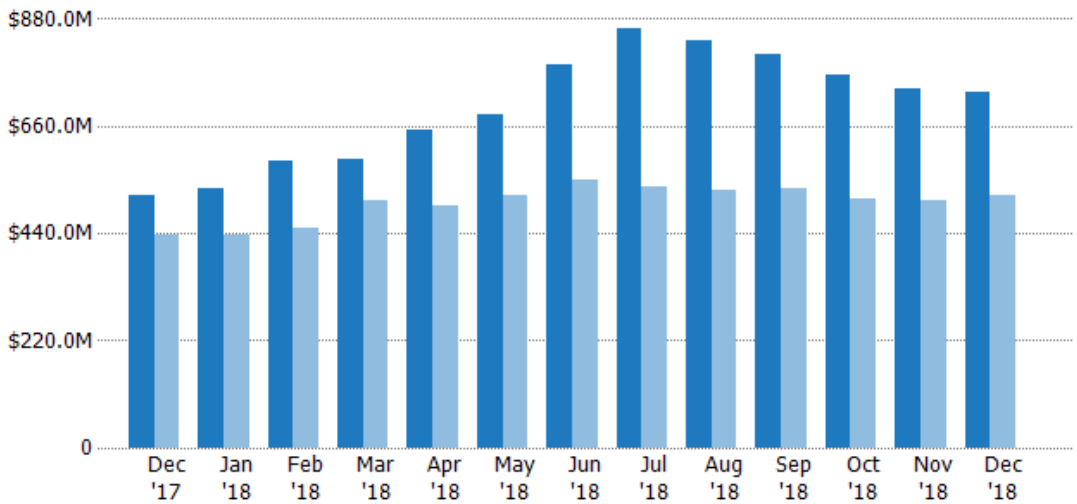
## Active Listing Volume

The sum of the listing price of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '18	\$731M	41.4%
Dec '17	\$517M	18.6%
Dec '16	\$436M	-22.8%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$517M	\$534M	\$588M	\$591M	\$651M	\$683M	\$788M	\$859M	\$834M	\$808M	\$764M	\$736M	\$731M
Prior Year	\$436M	\$436M	\$450M	\$508M	\$496M	\$519M	\$548M	\$537M	\$528M	\$533M	\$510M	\$508M	\$517M
Percent Change from Prior Year	19%	23%	31%	16%	31%	32%	44%	60%	58%	51%	50%	45%	41%

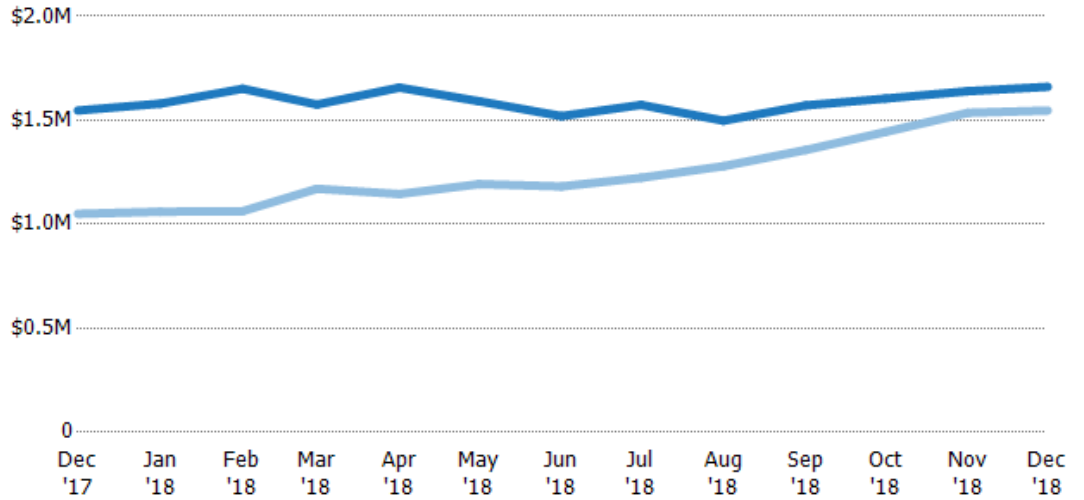
## Average Listing Price

The average listing price of active residential listings at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Dec '18	\$1.66M	7.4%
Dec '17	\$1.55M	47.3%
Dec '16	\$1.05M	-20.9%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$1.55M	\$1.58M	\$1.65M	\$1.58M	\$1.66M	\$1.59M	\$1.52M	\$1.57M	\$1.5M	\$1.57M	\$1.6M	\$1.64M	\$1.66M
Prior Year	\$1.05M	\$1.06M	\$1.06M	\$1.17M	\$1.15M	\$1.19M	\$1.18M	\$1.22M	\$1.28M	\$1.36M	\$1.44M	\$1.54M	\$1.55M
Percent Change from Prior Year	47%	49%	55%	35%	45%	33%	29%	29%	17%	16%	11%	7%	7%

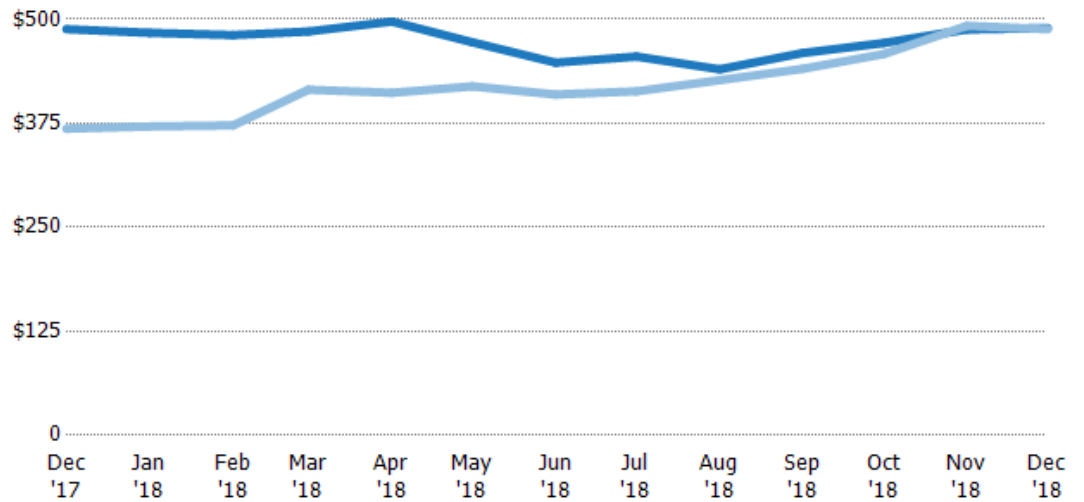
## Average Listing Price per Sq Ft

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.
Dec '18	\$489	0.3%
Dec '17	\$488	32.5%
Dec '16	\$368	-9.6%



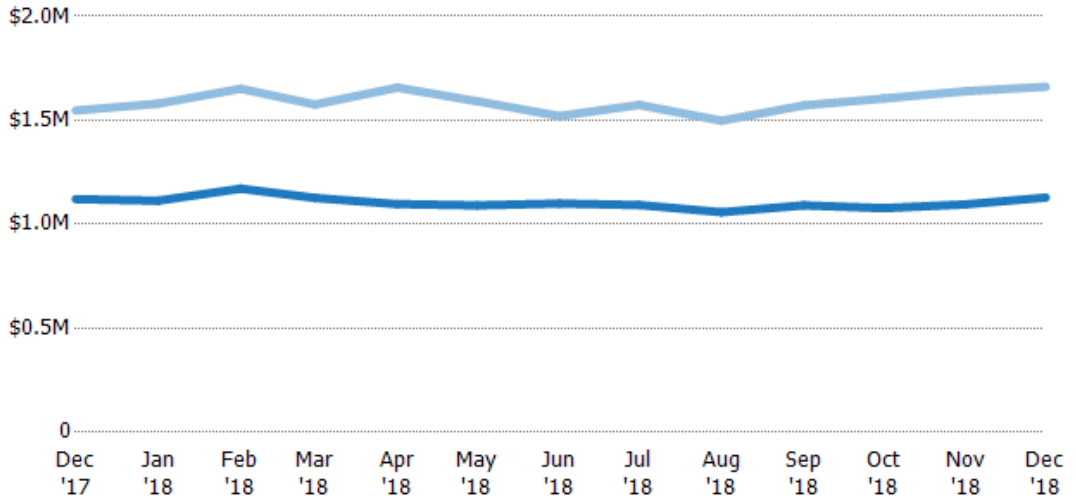
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$488	\$484	\$481	\$485	\$497	\$472	\$448	\$455	\$440	\$460	\$471	\$488	\$489
Prior Year	\$368	\$371	\$372	\$415	\$412	\$419	\$410	\$413	\$427	\$441	\$458	\$492	\$488
Percent Change from Prior Year	32%	30%	29%	17%	21%	13%	9%	10%	3%	4%	3%	-1%	0%

## 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



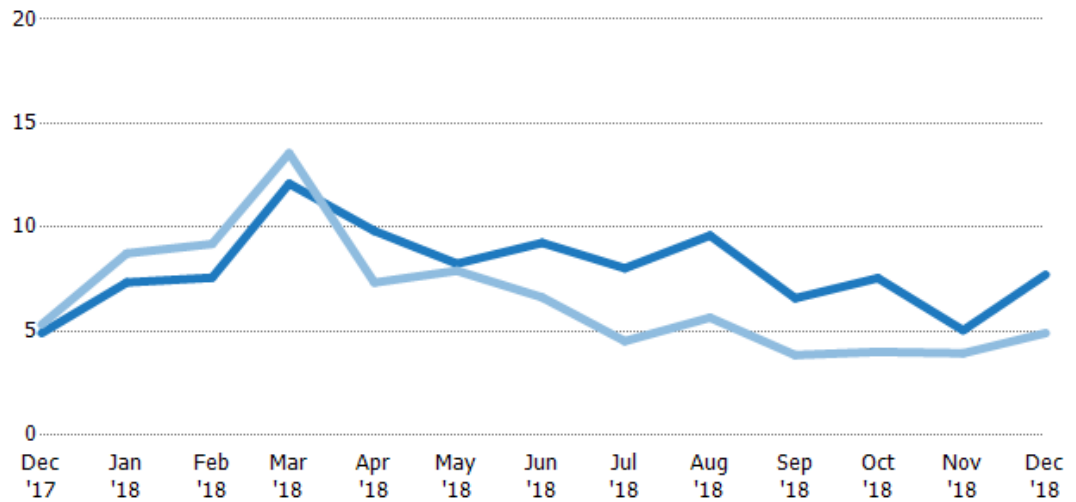
Avg Est Value	\$1.12M	\$1.11M	\$1.17M	\$1.13M	\$1.1M	\$1.09M	\$1.1M	\$1.09M	\$1.06M	\$1.09M	\$1.08M	\$1.1M	\$1.13M
Avg Listing Price	\$1.55M	\$1.58M	\$1.65M	\$1.58M	\$1.66M	\$1.59M	\$1.52M	\$1.57M	\$1.5M	\$1.57M	\$1.6M	\$1.64M	\$1.66M
Avg Listing Price as a % of Avg Est Value	138%	142%	141%	140%	151%	146%	138%	144%	142%	144%	149%	150%	147%

## Months of Inventory

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

Filters Used

County: 6 Selected



Current Year	4.91	7.35	7.57	12.1	9.83	8.25	9.25	8.03	9.6	6.59	7.56	5.04	7.72
Prior Year	5.32	8.74	9.2	13.6	7.34	7.91	6.63	4.53	5.66	3.85	4.01	3.94	4.91
Percent Change from Prior Year	-8%	-16%	-18%	-11%	34%	4%	40%	77%	70%	71%	88%	28%	57%

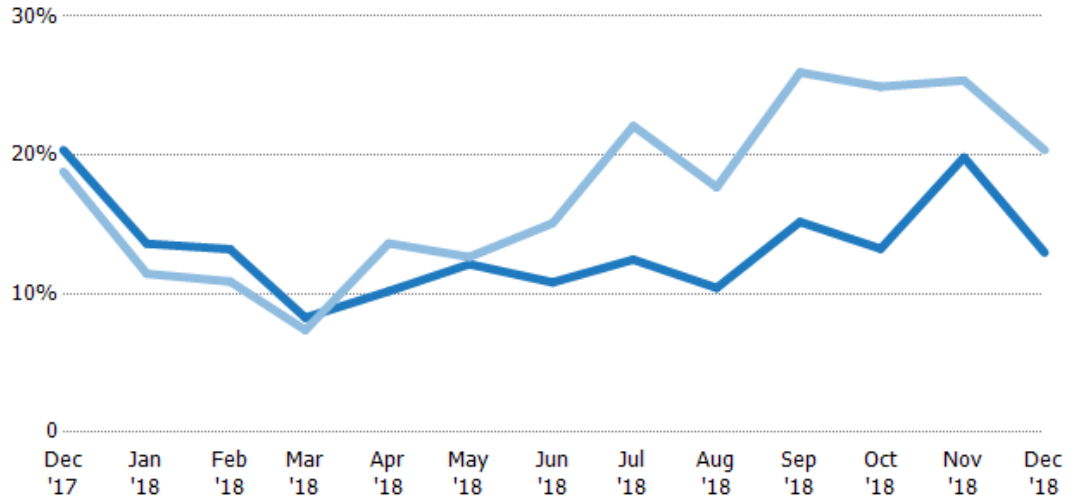
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Dec '18	13%	7.4%
Dec '17	20%	-1.6%
Dec '16	19%	-33%

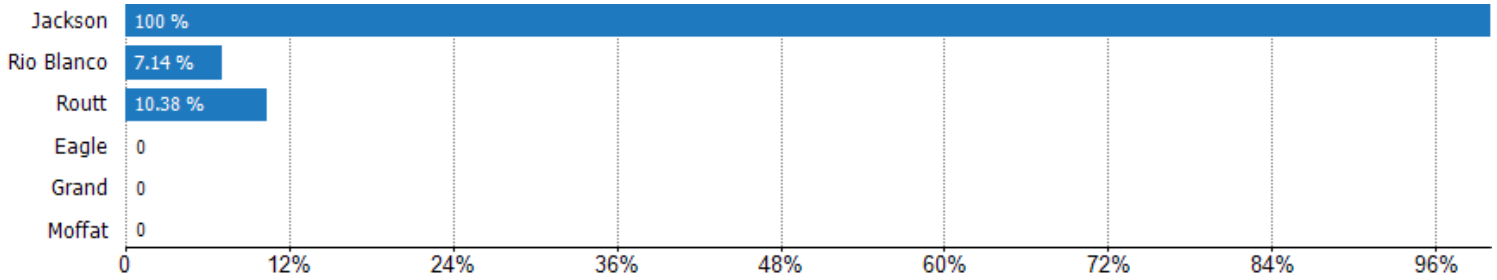


	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	20%	14%	13%	8%	10%	12%	11%	12%	10%	15%	13%	20%	13%
Prior Year	19%	11%	11%	7%	14%	13%	15%	22%	18%	26%	25%	25%	20%
Change from Prior Year	-2%	-2%	-2%	-1%	3%	1%	4%	10%	7%	11%	12%	6%	7%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



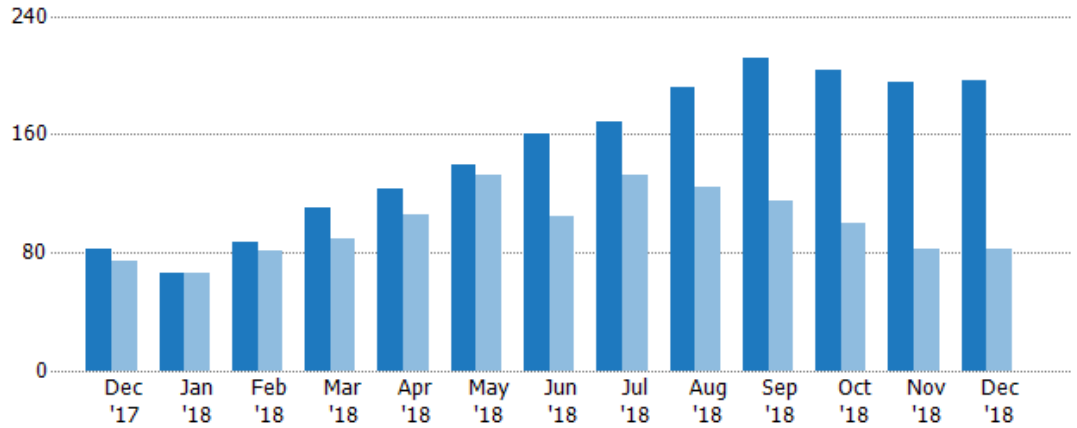
## Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '18	197	137.3%
Dec '17	83	12.2%
Dec '16	74	-43.2%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	83	66	87	110	123	140	160	168	192	211	204	195	197
Prior Year	74	66	81	89	106	133	104	133	124	115	100	83	83
Percent Change from Prior Year	12%	0%	7%	24%	16%	5%	54%	26%	55%	83%	104%	135%	137%

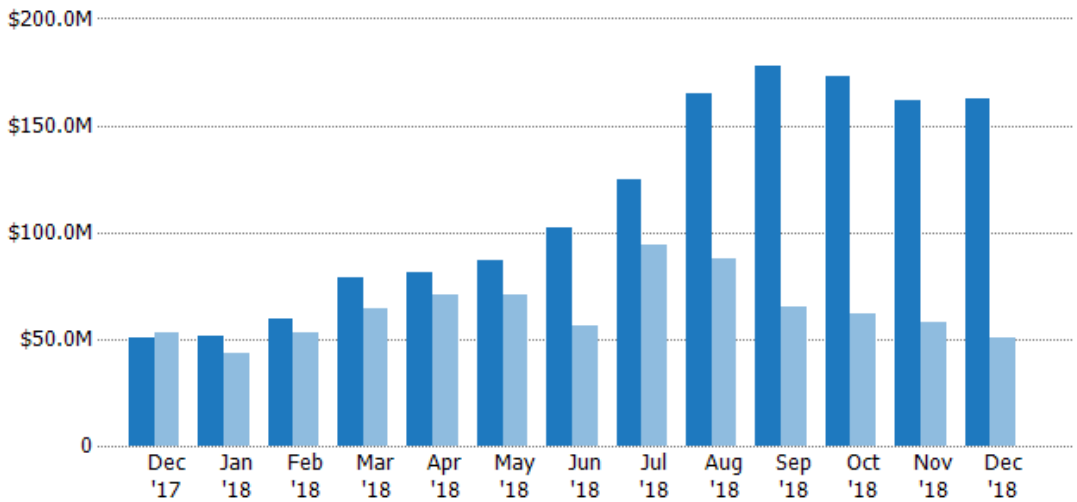
## Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '18	\$163M	222.8%
Dec '17	\$50.4M	-4.3%
Dec '16	\$52.7M	-43.1%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$50.4M	\$51.6M	\$59.8M	\$78.9M	\$81.5M	\$87.2M	\$102M	\$125M	\$165M	\$178M	\$173M	\$162M	\$163M
Prior Year	\$52.7M	\$43.5M	\$52.9M	\$64.6M	\$70.9M	\$71.1M	\$56.3M	\$93.9M	\$87.3M	\$65.5M	\$62M	\$58M	\$50.4M
Percent Change from Prior Year	-4%	19%	13%	22%	15%	23%	82%	33%	89%	172%	179%	180%	223%

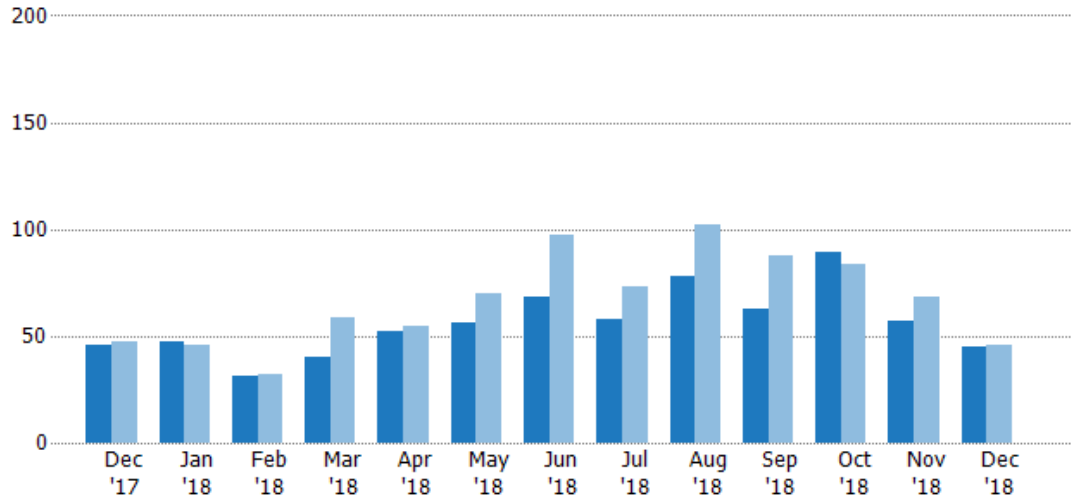
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '18	45	-2.2%
Dec '17	46	-2.1%
Dec '16	47	-6.4%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	46	47	31	40	52	56	68	58	78	63	89	57	45
Prior Year	47	46	32	59	55	70	97	73	102	88	84	68	46
Percent Change from Prior Year	-2%	2%	-3%	-32%	-5%	-20%	-30%	-21%	-24%	-28%	6%	-16%	-2%

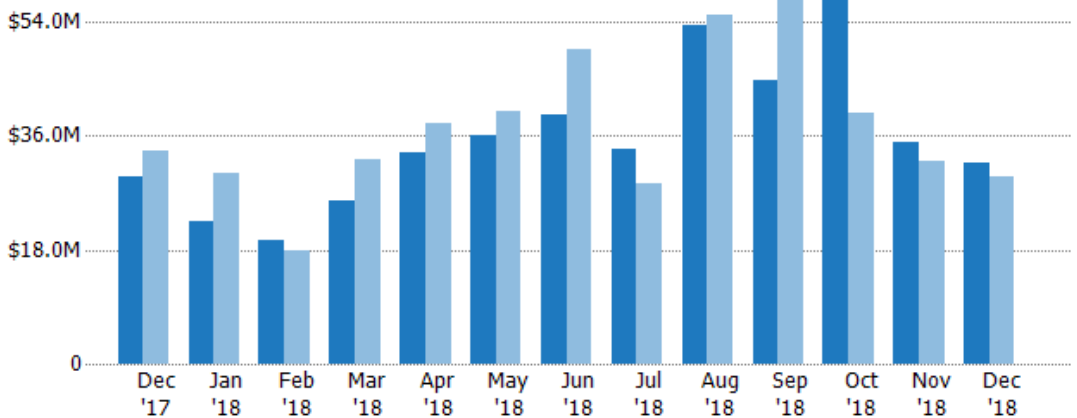
## Closed Sales Volume

The sum of the sales price of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '18	\$31.6M	6.5%
Dec '17	\$29.7M	-11.7%
Dec '16	\$33.6M	-39%



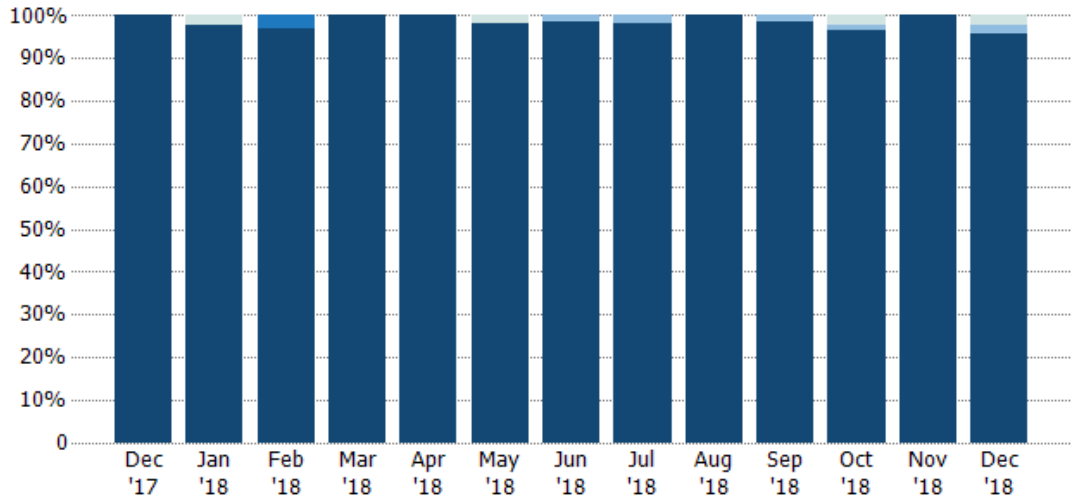
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$29.7M	\$22.6M	\$19.5M	\$25.9M	\$33.3M	\$36.2M	\$39.3M	\$34M	\$53.6M	\$44.7M	\$68M	\$35M	\$31.6M
Prior Year	\$33.6M	\$30.1M	\$17.9M	\$32.2M	\$38M	\$39.9M	\$49.6M	\$28.6M	\$55.1M	\$60.7M	\$39.5M	\$32M	\$29.7M
Percent Change from Prior Year	-12%	-25%	9%	-20%	-13%	-9%	-21%	19%	-3%	-26%	72%	9%	7%



### Closed Sales by Property Type

The percentage of residential properties sold each month by property type.

Filters Used  
County: 6 Selected

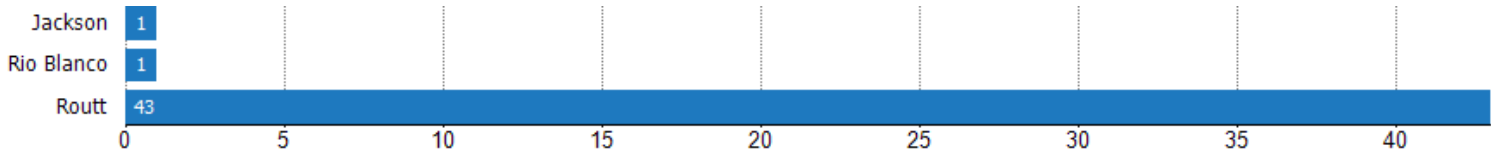


Property Type	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Other	-	2%	-	-	-	2%	-	-	-	-	2%	-	2%
Fam/Ranch	-	-	-	-	-	-	1%	2%	-	2%	1%	-	2%
Condo/Townhouse	-	-	3%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	98%	97%	100%	100%	98%	99%	98%	100%	98%	97%	100%	96%

### Closed Sales (By County)

The total number of residential properties sold during the last month by county.

Filters Used: County: 6 Selected

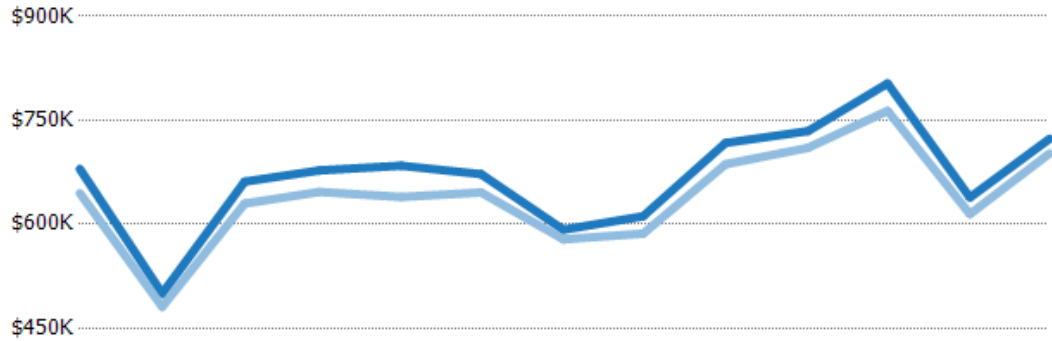


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



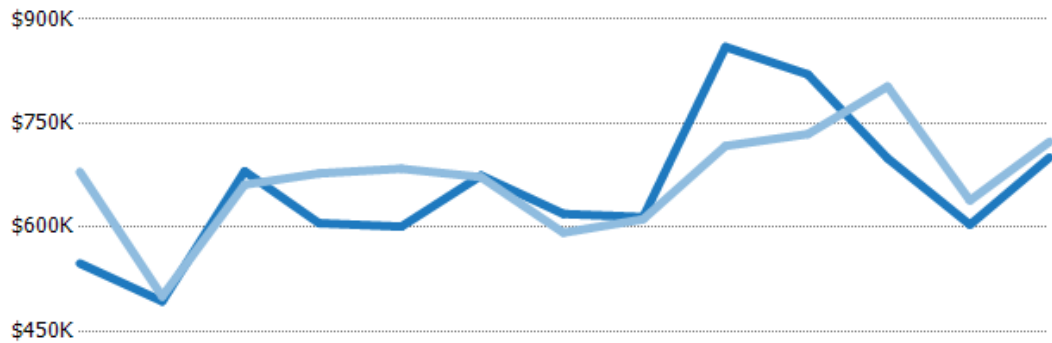
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg List Price	\$680K	\$500K	\$661K	\$678K	\$684K	\$672K	\$592K	\$612K	\$717K	\$734K	\$803K	\$639K	\$723K
Avg Sales Price	\$645K	\$481K	\$630K	\$647K	\$639K	\$646K	\$578K	\$586K	\$687K	\$710K	\$764K	\$615K	\$702K
Avg Sales Price as a % of Avg List Price	95%	96%	95%	95%	93%	96%	98%	96%	96%	97%	95%	96%	97%

## 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



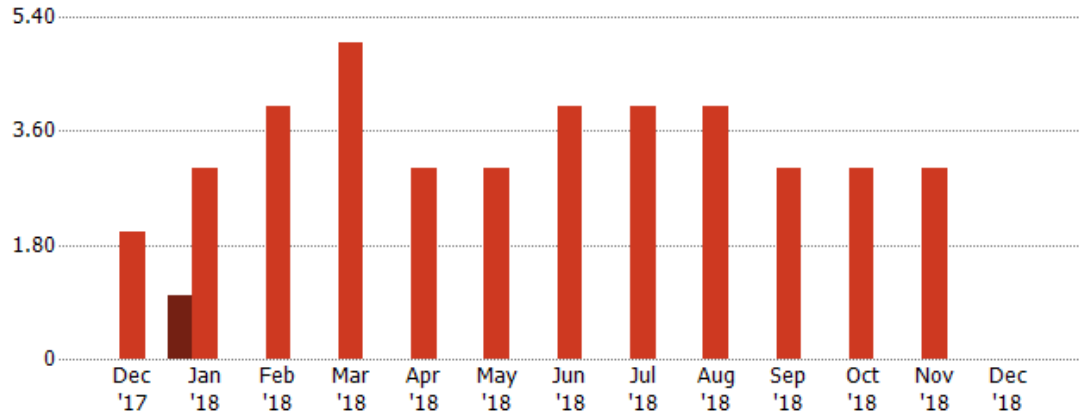
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Avg Est Value	\$548K	\$493K	\$681K	\$606K	\$601K	\$675K	\$619K	\$615K	\$860K	\$820K	\$699K	\$604K	\$701K
Avg Sales Price	\$680K	\$500K	\$661K	\$678K	\$684K	\$672K	\$592K	\$612K	\$717K	\$734K	\$803K	\$639K	\$723K
Avg Sales Price as a % of Avg Est Value	124%	101%	97%	112%	114%	100%	96%	99%	83%	90%	115%	106%	103%

## Distressed Listings

The number of distressed residential properties that were for sale at the end of each month.

Filters Used

County: 6 Selected



Current Year	-	1	-	-	-	-	-	-	-	-	-	-	-
Prior Year	2	3	4	5	3	3	4	4	4	3	3	3	-
Percent Change from Prior Year	-100%	-67%	-100%	-100%	-100%	-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:** 01/08/2019

**Scheduled:** Yes

**Report Date Range:** From 12/2017 To: 12/2018

### 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

<b>County:</b>	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 12/2018 data

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