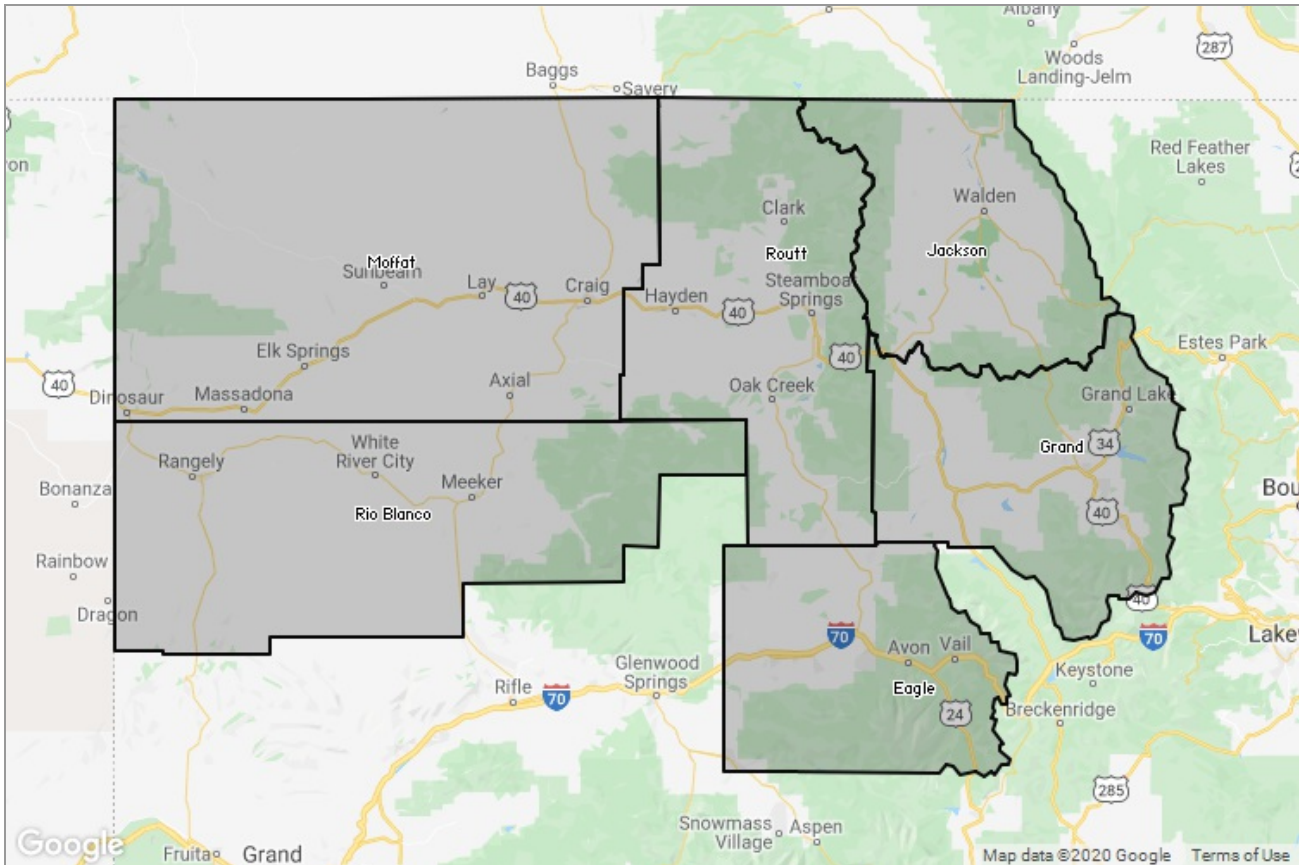




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
12/2018 – 12/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 01/04/2020

**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

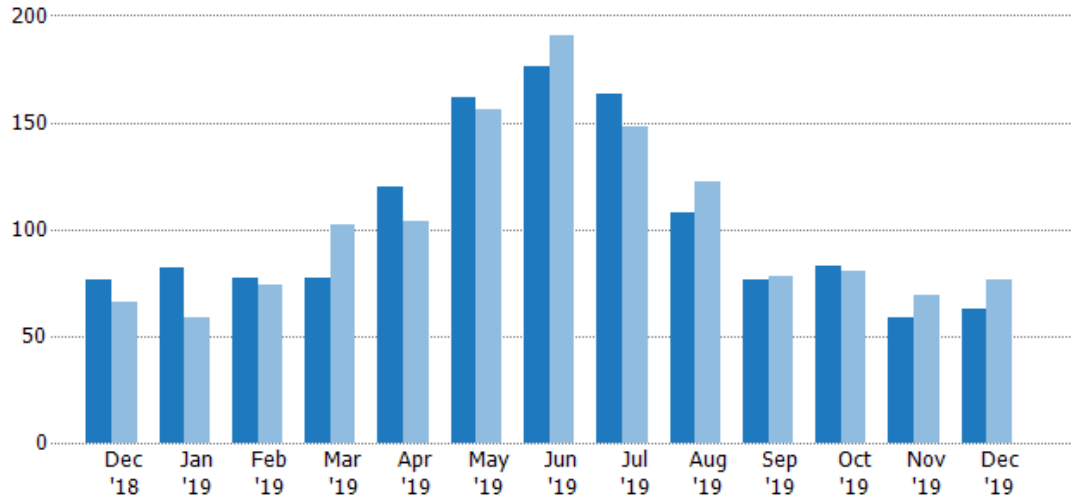
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '19	63	-17.1%
Dec '18	76	15.2%
Dec '17	66	10.6%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	76	82	77	77	120	162	176	163	108	76	83	59	63
Prior Year	66	59	74	102	104	156	191	148	122	78	80	69	76
Percent Change from Prior Year	15%	39%	4%	-25%	15%	4%	-8%	10%	-11%	-3%	4%	-14%	-17%

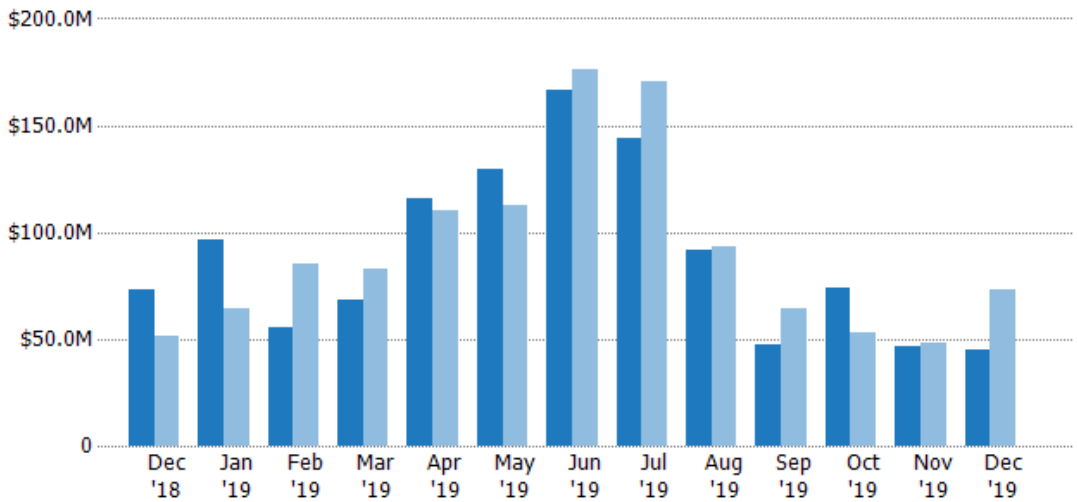
## New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '19	\$45.1M	-38.5%
Dec '18	\$73.4M	43.7%
Dec '17	\$51.1M	-2%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$73.4M	\$96.9M	\$55.7M	\$67.9M	\$116M	\$130M	\$167M	\$144M	\$91.9M	\$47M	\$73.7M	\$46.6M	\$45.1M
Prior Year	\$51.1M	\$64.3M	\$85.5M	\$83M	\$110M	\$112M	\$176M	\$171M	\$93.4M	\$64.6M	\$52.9M	\$48.1M	\$73.4M
Percent Change from Prior Year	44%	51%	-35%	-18%	5%	15%	-5%	-16%	-2%	-27%	39%	-3%	-39%

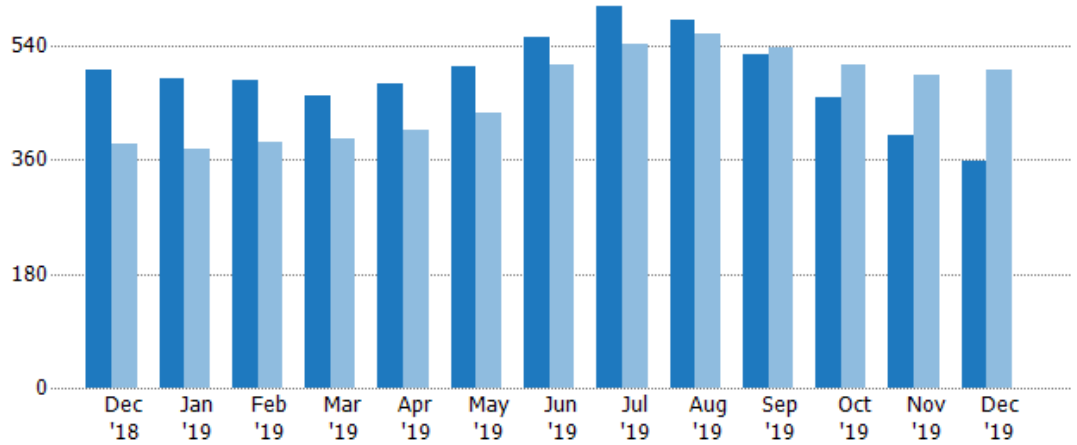
## Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '19	359	-28.3%
Dec '18	501	29.8%
Dec '17	386	20.5%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	501	489	485	461	481	507	554	602	581	526	458	398	359
Prior Year	386	377	387	394	408	435	511	543	559	537	510	493	501
Percent Change from Prior Year	30%	30%	25%	17%	18%	17%	8%	11%	4%	-2%	-10%	-19%	-28%

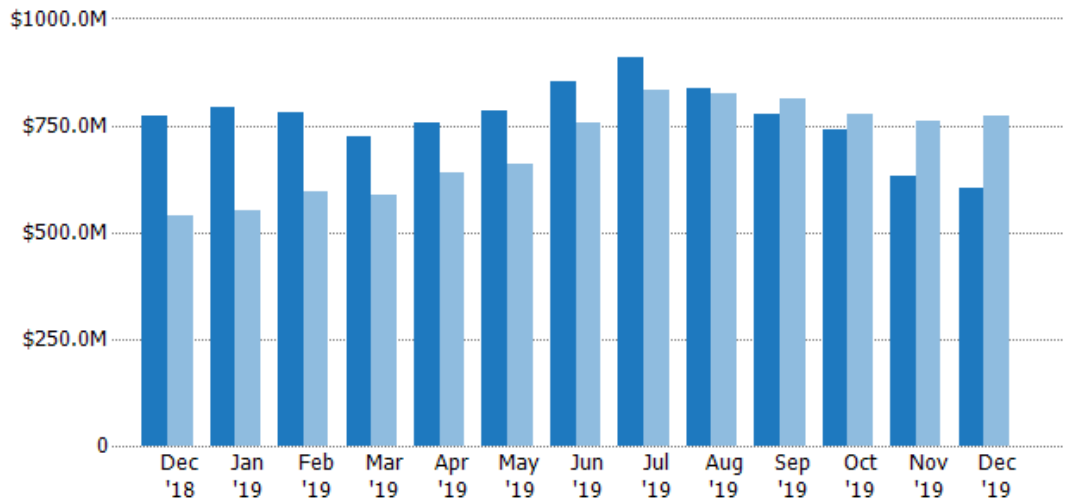
## Active Listing Volume

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 '19	\$602M	-21.9%
Dec '18	\$770M	42.6%
Dec '17	\$540M	-8.2%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$770M	\$794M	\$778M	\$723M	\$758M	\$786M	\$854M	\$908M	\$836M	\$778M	\$741M	\$632M	\$602M
Prior Year	\$540M	\$551M	\$595M	\$586M	\$639M	\$661M	\$756M	\$831M	\$825M	\$813M	\$775M	\$759M	\$770M
Percent Change from Prior Year	43%	44%	31%	23%	19%	19%	13%	9%	1%	-4%	-4%	-17%	-22%

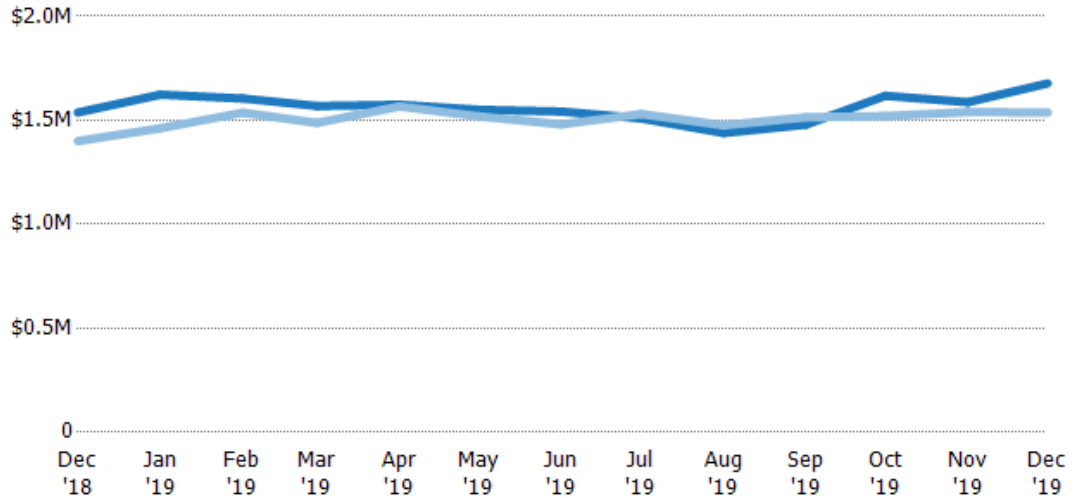
## Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Dec '19	\$1.68M	9.1%
Dec '18	\$1.54M	9.8%
Dec '17	\$1.4M	-23.8%



	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$1.54M	\$1.62M	\$1.6M	\$1.57M	\$1.57M	\$1.55M	\$1.54M	\$1.51M	\$1.44M	\$1.48M	\$1.62M	\$1.59M	\$1.68M
Prior Year	\$1.4M	\$1.46M	\$1.54M	\$1.49M	\$1.57M	\$1.52M	\$1.48M	\$1.53M	\$1.48M	\$1.51M	\$1.52M	\$1.54M	\$1.54M
Percent Change from Prior Year	10%	11%	4%	5%	1%	2%	4%	-1%	-3%	-2%	6%	3%	9%

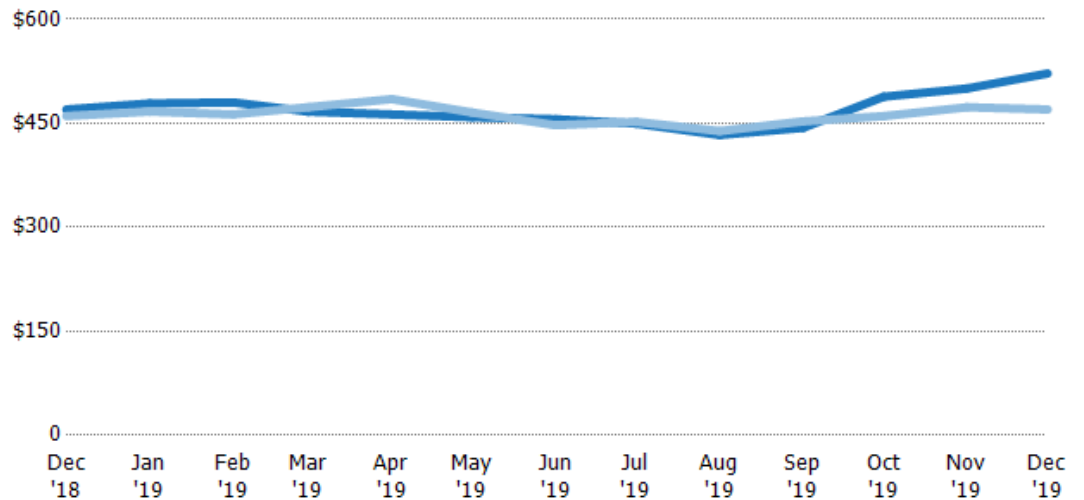
## Average Listing Price per Sq Ft

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 '19	\$522	11%
Dec '18	\$470	2%
Dec '17	\$461	-24.9%



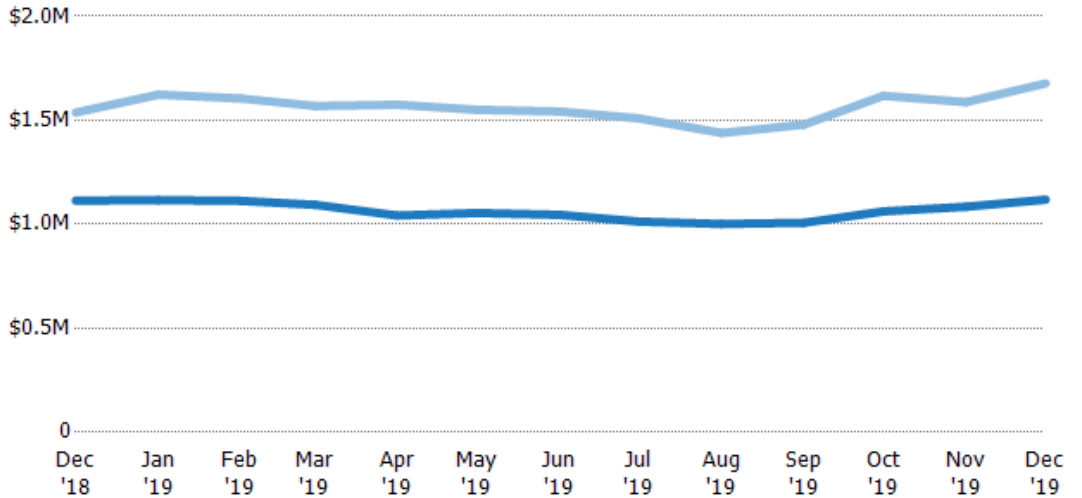
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	\$470	\$479	\$480	\$467	\$463	\$459	\$456	\$450	\$433	\$443	\$488	\$500	\$522
Prior Year	\$461	\$467	\$463	\$473	\$485	\$465	\$447	\$452	\$439	\$453	\$460	\$473	\$470
Percent Change from Prior Year	2%	2%	4%	-1%	-5%	-1%	2%	-1%	-1%	-2%	6%	6%	11%

## 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



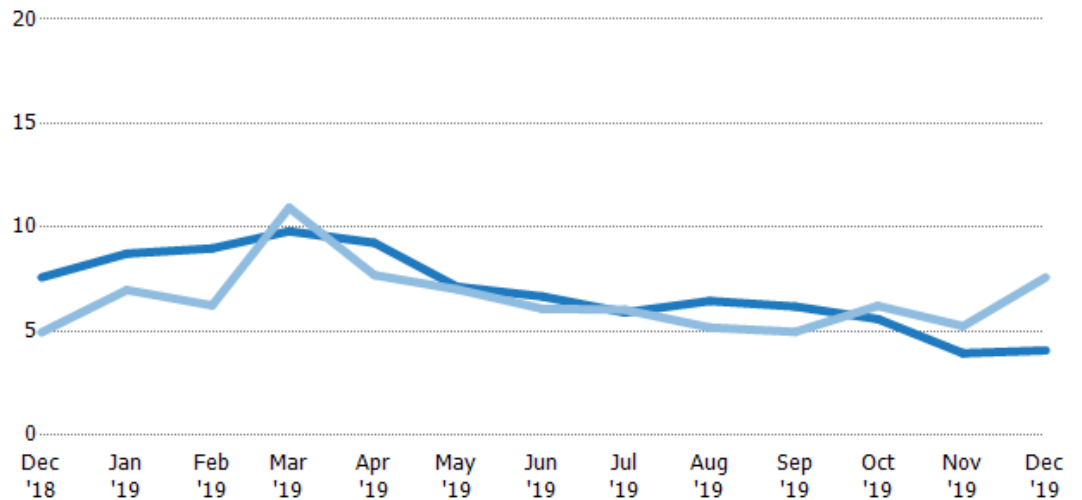
	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Avg Est Value	\$1.11M	\$1.12M	\$1.11M	\$1.09M	\$1.04M	\$1.05M	\$1.05M	\$1.01M	\$1M	\$1.01M	\$1.06M	\$1.08M	\$1.12M
Avg Listing Price	\$1.54M	\$1.62M	\$1.6M	\$1.57M	\$1.57M	\$1.55M	\$1.54M	\$1.51M	\$1.44M	\$1.48M	\$1.62M	\$1.59M	\$1.68M
Avg Listing Price as a % of Avg Est Value	138%	145%	144%	143%	151%	147%	147%	149%	144%	147%	152%	146%	150%

## 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.
Dec '19	4.08	-46.3%
Dec '18	7.59	53.4%
Dec '17	4.95	22%

	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19
Current Year	7.59	8.73	8.98	9.81	9.25	7.14	6.67	5.9	6.46	6.19	5.59	3.94	4.08
Prior Year	4.95	6.98	6.24	10.9	7.7	7.02	6.08	6.03	5.18	4.97	6.22	5.24	7.59
Percent Change from Prior Year	53%	25%	44%	-10%	20%	2%	10%	-2%	25%	24%	-10%	-25%	-46%

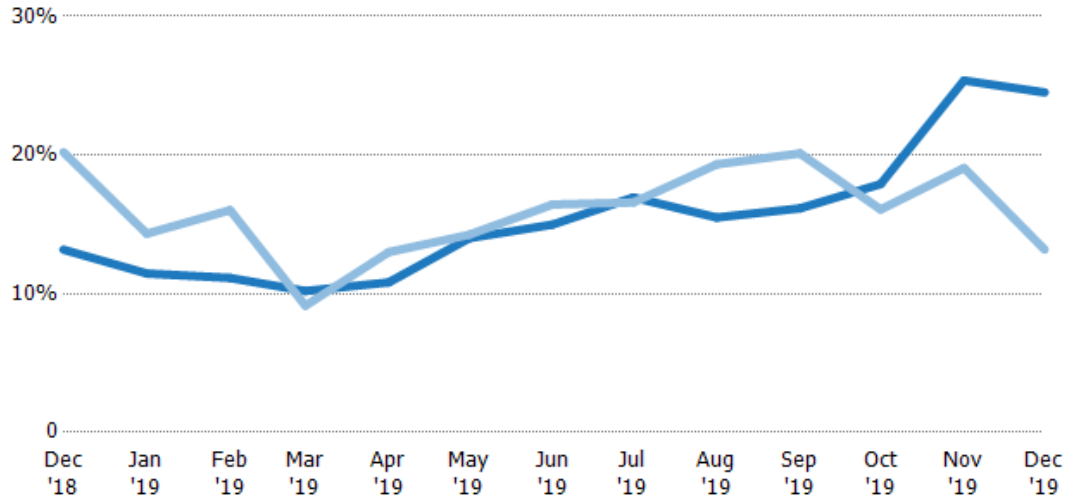
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Dec '19	25%	-11.3%
Dec '18	13%	7%
Dec '17	20%	-18.1%

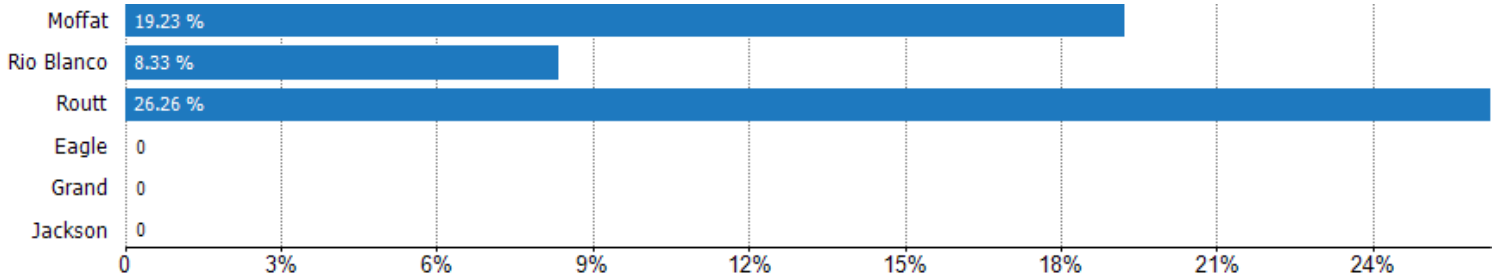


Current Year	13%	11%	11%	10%	11%	14%	15%	17%	15%	16%	18%	25%	25%
Prior Year	20%	14%	16%	9%	13%	14%	16%	17%	19%	20%	16%	19%	13%
Change from Prior Year	7%	3%	5%	-1%	2%	0%	1%	0%	4%	4%	-2%	-6%	-11%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



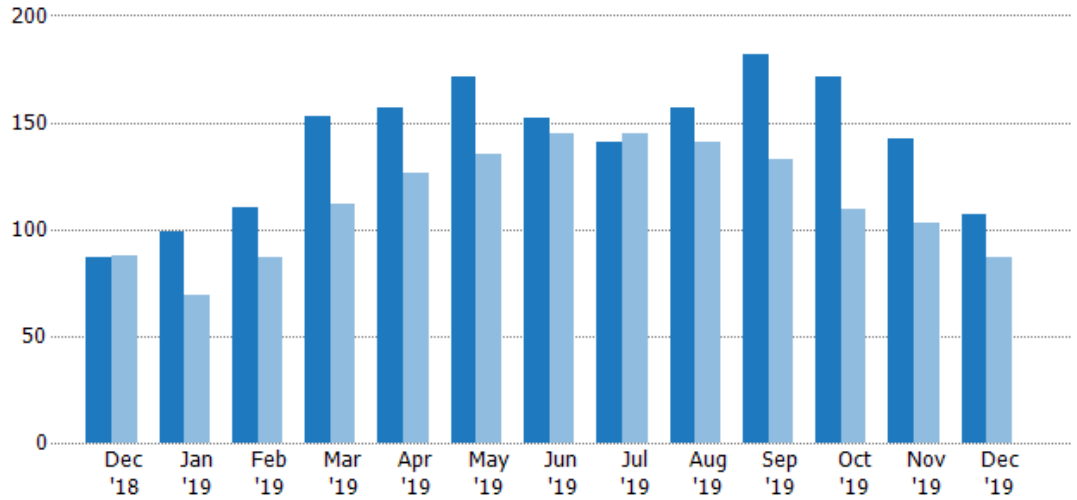
## Pending Sales

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 '19	107	23%
Dec '18	87	-1.1%
Dec '17	88	5.7%



Current Year	87	99	110	153	157	171	152	141	157	182	171	142	107
Prior Year	88	69	87	112	126	135	145	145	141	133	109	103	87
Percent Change from Prior Year	-1%	43%	26%	37%	25%	27%	5%	-3%	11%	37%	57%	38%	23%

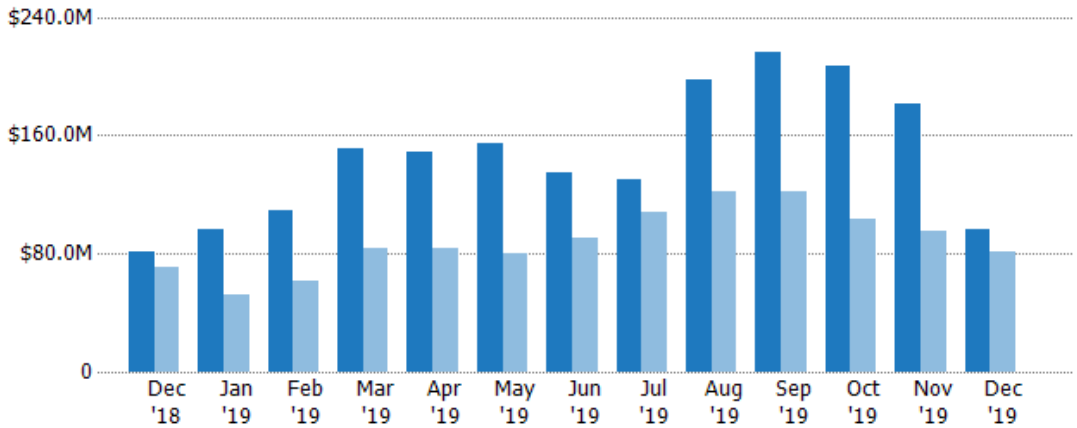
## Pending Sales Volume

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 '19	\$95.9M	18.4%
Dec '18	\$81M	15.3%
Dec '17	\$70.2M	15.4%



Current Year	\$81M	\$96.2M	\$109M	\$151M	\$149M	\$154M	\$134M	\$130M	\$197M	\$216M	\$207M	\$181M	\$95.9M
Prior Year	\$70.2M	\$52.5M	\$61.4M	\$84.1M	\$83.7M	\$80.5M	\$90.1M	\$108M	\$122M	\$122M	\$104M	\$95.4M	\$81M
Percent Change from Prior Year	15%	83%	77%	79%	78%	91%	49%	21%	62%	77%	99%	90%	18%

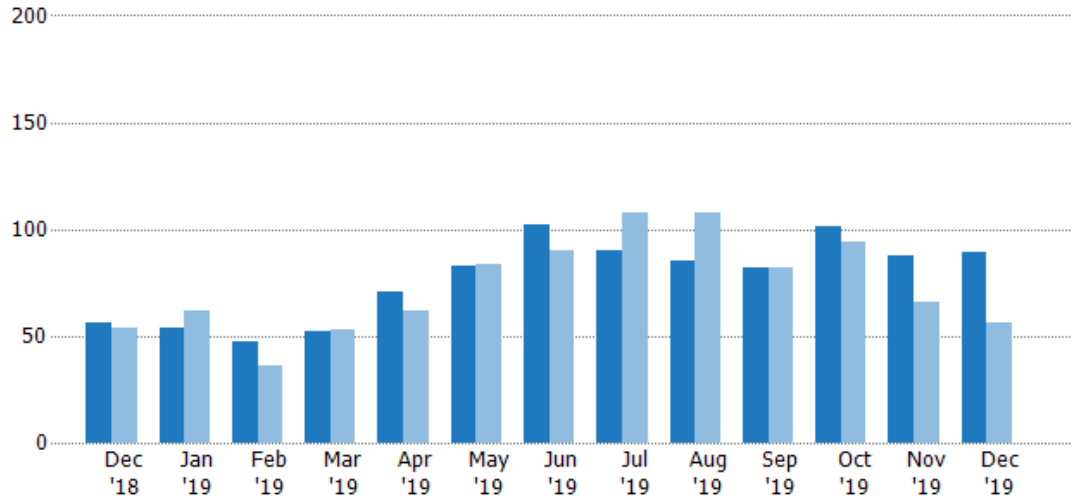
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Dec '19	89	58.9%
Dec '18	56	3.7%
Dec '17	54	1.9%



Current Year	56	54	47	52	71	83	102	90	85	82	101	88	89
Prior Year	54	62	36	53	62	84	90	108	108	82	94	66	56
Percent Change from Prior Year	4%	-13%	31%	-2%	15%	-1%	13%	-17%	-21%	0%	7%	33%	59%

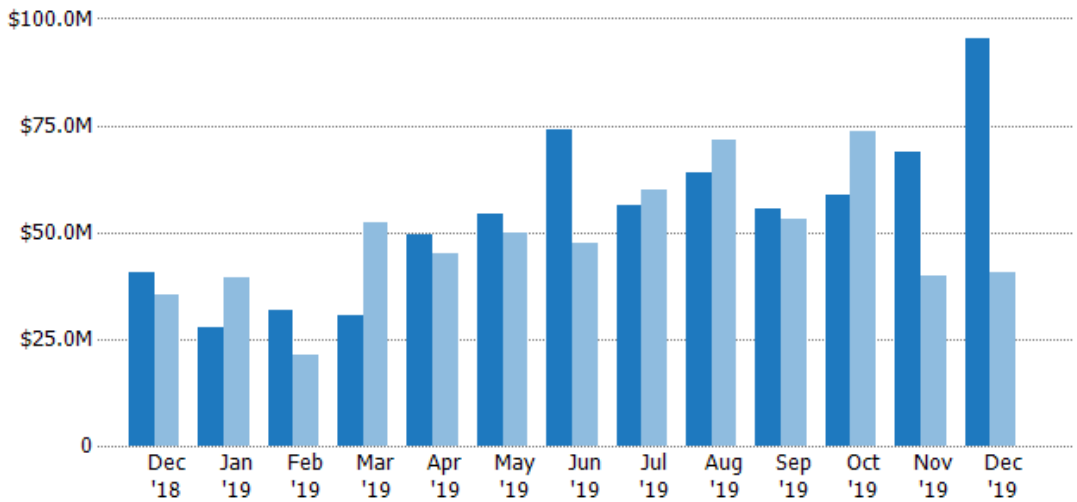
## Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Dec '19	\$95.4M	135.1%
Dec '18	\$40.6M	14.5%
Dec '17	\$35.4M	7.9%



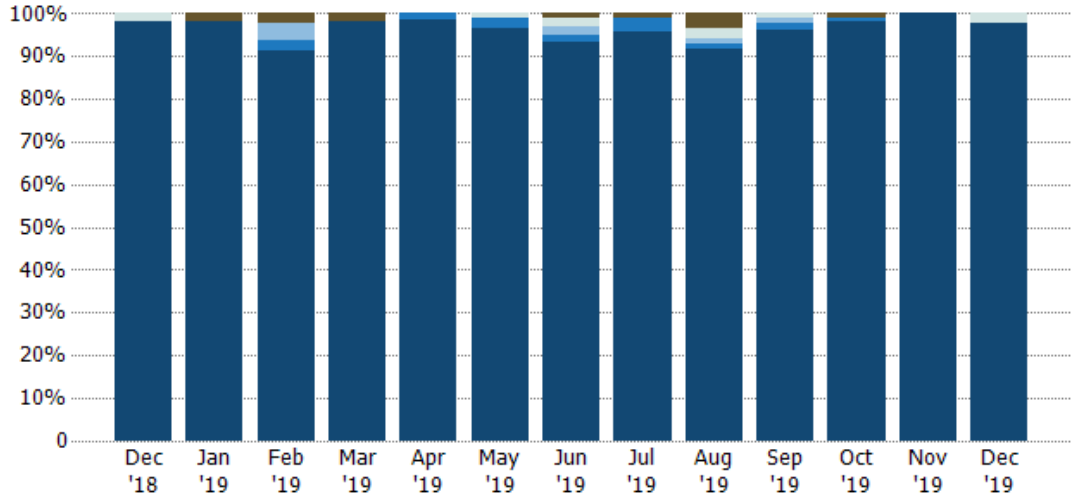
Current Year	\$40.6M	\$27.7M	\$31.8M	\$30.5M	\$49.6M	\$54.1M	\$74M	\$56.5M	\$64.1M	\$55.3M	\$58.9M	\$68.9M	\$95.4M
Prior Year	\$35.4M	\$39.3M	\$21.4M	\$52.4M	\$44.9M	\$49.8M	\$47.5M	\$59.9M	\$71.8M	\$53.2M	\$73.5M	\$39.8M	\$40.6M
Percent Change from Prior Year	15%	-30%	48%	-42%	11%	9%	56%	-6%	-11%	4%	-20%	73%	135%



## Closed Sales by Property Type

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

Filters Used  
County: 6 Selected

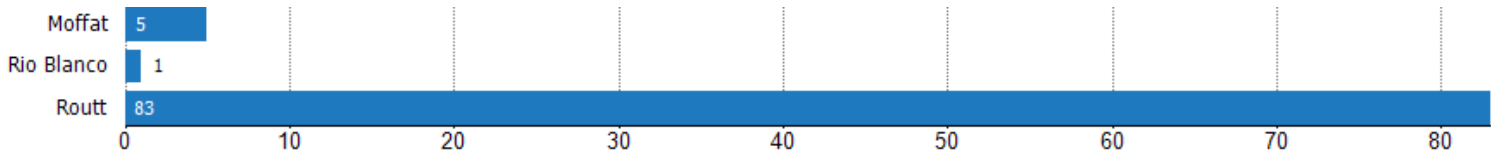


Coop	-	2%	2%	2%	-	-	1%	1%	4%	-	1%	-	-
Farm/Ranch	2%	-	-	-	-	1%	2%	-	2%	1%	-	-	2%
Multifamily/Multiplex	-	-	4%	-	-	-	2%	-	1%	1%	-	-	-
Condo/Townhouse	-	-	2%	-	1%	2%	2%	3%	1%	1%	1%	-	-
Single Family Residence	98%	98%	91%	98%	99%	96%	93%	96%	92%	96%	98%	100%	98%

## Closed Sales (By County)

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

Filters Used: County: 6 Selected

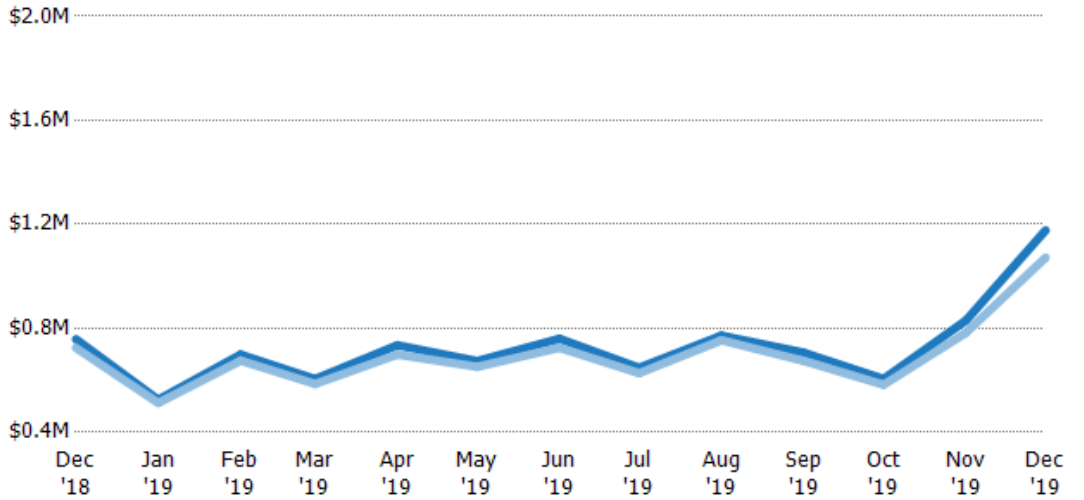


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



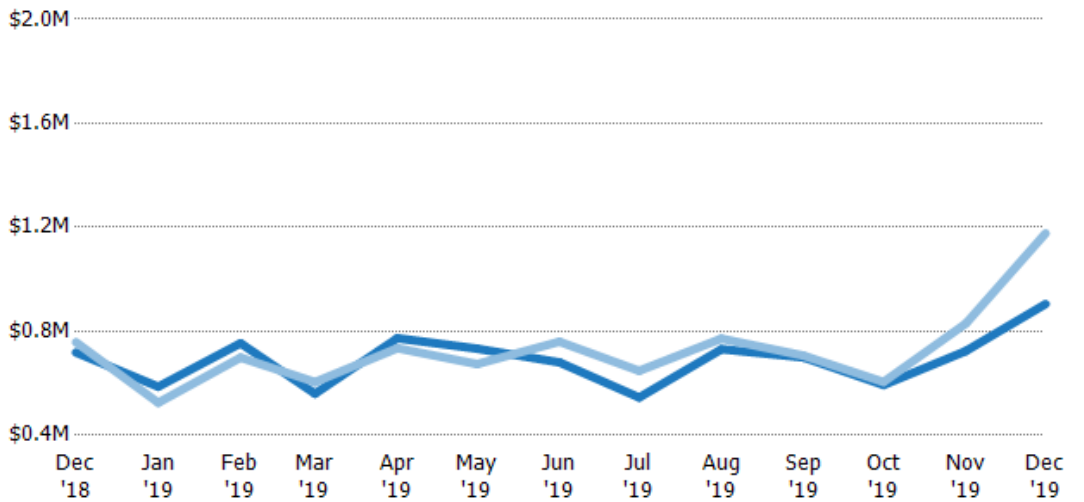
Avg List Price	\$758K	\$525K	\$699K	\$604K	\$735K	\$674K	\$760K	\$648K	\$772K	\$706K	\$605K	\$830K	\$1.18M
Avg Sales Price	\$725K	\$513K	\$676K	\$586K	\$699K	\$652K	\$725K	\$627K	\$754K	\$675K	\$583K	\$783K	\$1.07M
Avg Sales Price as a % of Avg List Price	96%	98%	97%	97%	95%	97%	95%	97%	98%	96%	96%	94%	91%

## 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



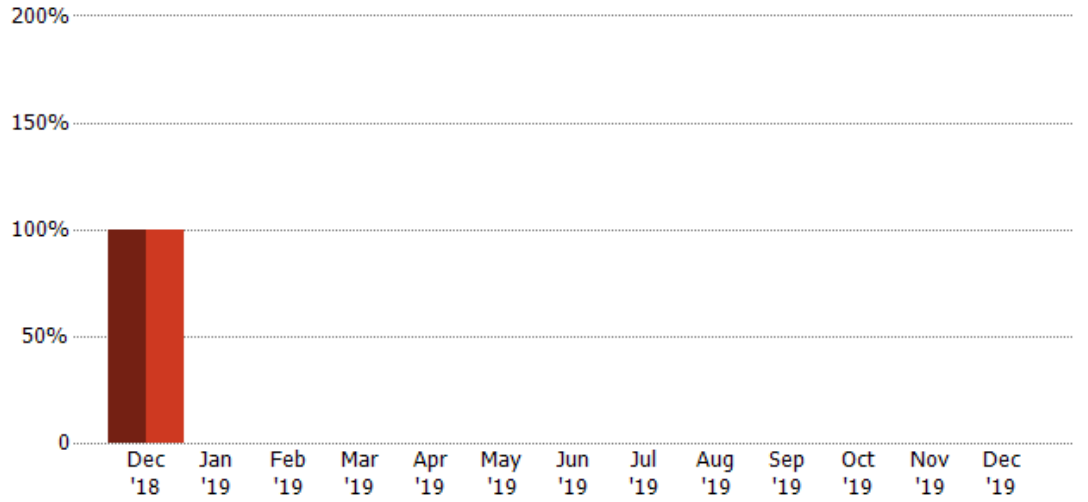
Avg Est Value	\$719K	\$587K	\$754K	\$560K	\$773K	\$733K	\$680K	\$545K	\$731K	\$699K	\$594K	\$724K	\$905K
Avg Sales Price	\$758K	\$525K	\$699K	\$604K	\$735K	\$674K	\$760K	\$648K	\$772K	\$706K	\$605K	\$830K	\$1.18M
Avg Sales Price as a % of Avg Est Value	106%	89%	93%	108%	95%	92%	112%	119%	106%	101%	102%	115%	130%

## 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	1	-	-	-	-	-	-	-	-	-	-	-	-

## 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:** 01/04/2020

**Scheduled:** Yes

**Report Date Range:** From 12/2018 To: 12/2019

### 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 12/2019 data

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