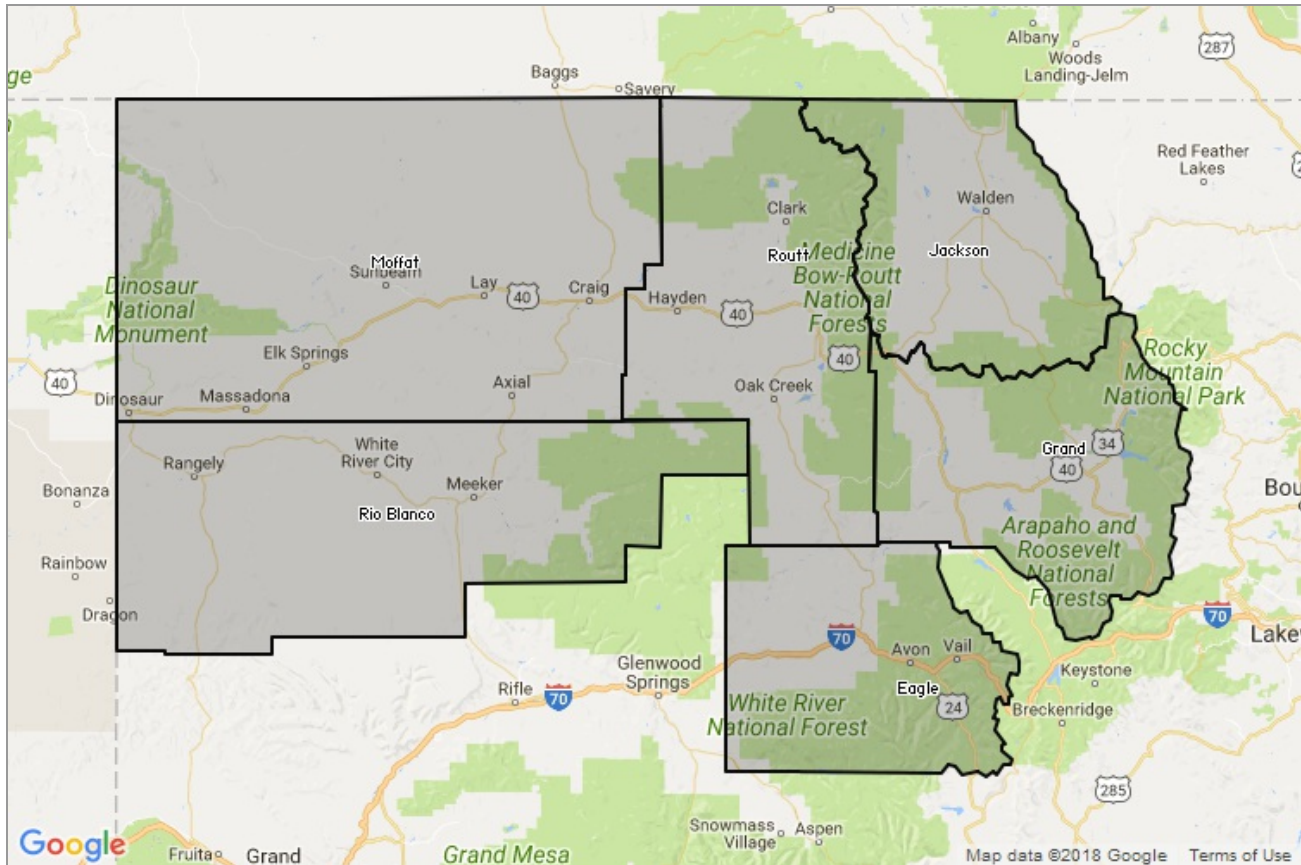




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
2/2017 – 2/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 03/07/2018

Scheduled: Yes

Presented by

Steamboat Springs Board of
REALTORS®

Colorado Real Estate License: 40043155

(970) 879-4663

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

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

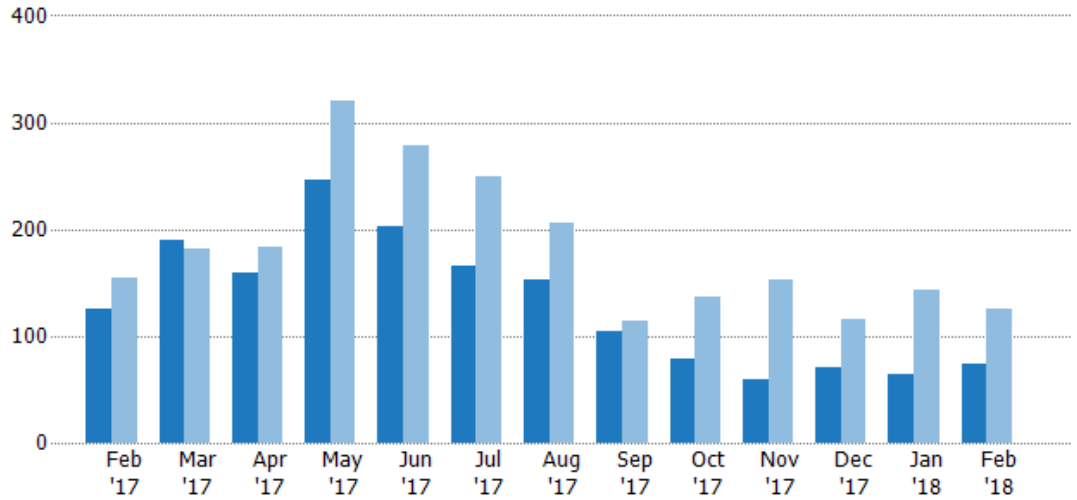
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Feb '18	74	-41.3%
Feb '17	126	-18.2%
Feb '16	154	-13.6%



Current Year	126	190	159	246	202	165	153	104	79	59	70	64	74
Prior Year	154	182	184	320	278	250	206	114	136	152	115	143	126
Percent Change from Prior Year	-18%	4%	-14%	-23%	-27%	-34%	-26%	-9%	-42%	-61%	-39%	-55%	-41%

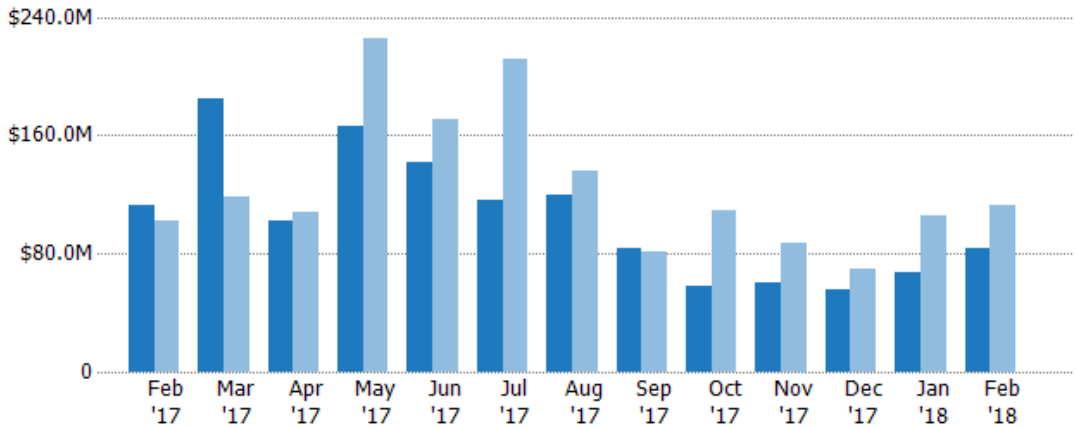
New Listing Volume

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.
Feb '18	\$83.2M	-26.6%
Feb '17	\$113M	11.3%
Feb '16	\$102M	-4.5%



Current Year	\$113M	\$185M	\$102M	\$167M	\$142M	\$116M	\$120M	\$83.1M	\$57.7M	\$60.1M	\$55.3M	\$67.7M	\$83.2M
Prior Year	\$102M	\$118M	\$107M	\$226M	\$171M	\$212M	\$136M	\$81.1M	\$109M	\$86.8M	\$69.8M	\$106M	\$113M
Percent Change from Prior Year	11%	56%	-5%	-26%	-17%	-45%	-11%	2%	-47%	-31%	-21%	-36%	-27%

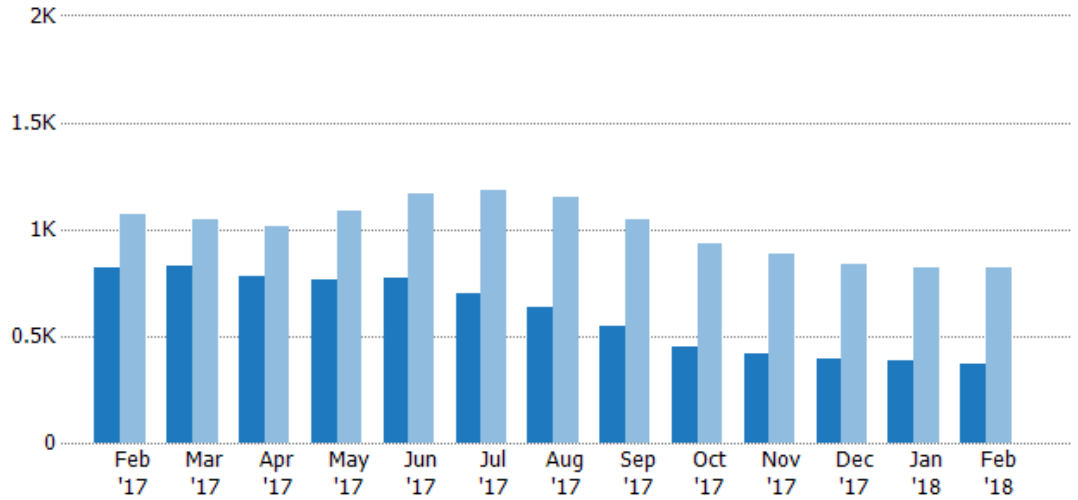
Active Listings

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.
Feb '18	372	-54.5%
Feb '17	818	-23.3%
Feb '16	1.07K	7%



Current Year	818	824	777	764	768	700	636	544	447	414	390	383	372
Prior Year	1.07K	1.05K	1.01K	1.09K	1.16K	1.18K	1.15K	1.04K	929	882	836	818	818
Percent Change from Prior Year	-23%	-21%	-23%	-30%	-34%	-41%	-45%	-48%	-52%	-53%	-53%	-53%	-55%

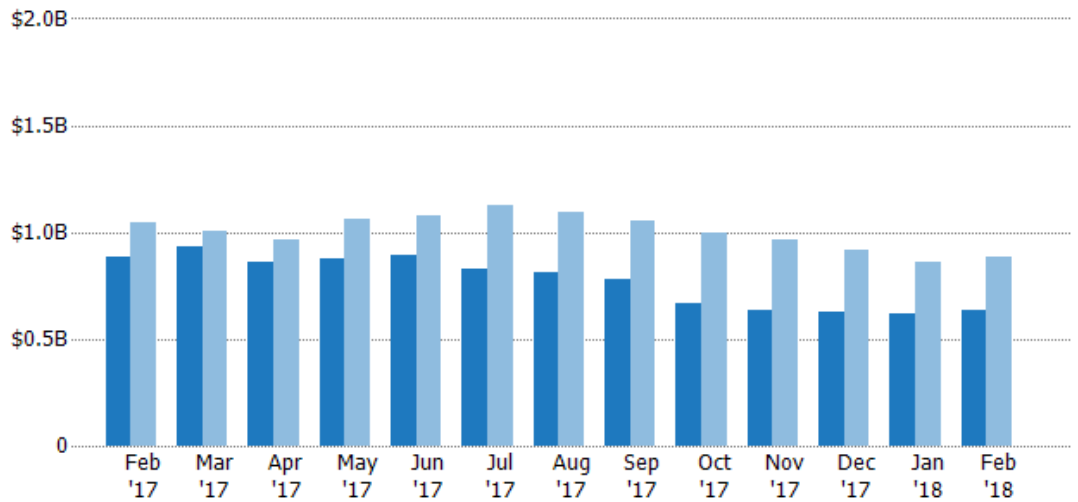
Active Listing Volume

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.
Feb '18	\$632M	-28.6%
Feb '17	\$885M	-15.1%
Feb '16	\$1.04B	2.6%



Current Year	\$885M	\$934M	\$857M	\$876M	\$892M	\$830M	\$814M	\$783M	\$666M	\$638M	\$630M	\$621M	\$632M
Prior Year	\$1.04B	\$1.01B	\$969M	\$1.06B	\$1.08B	\$1.13B	\$1.1B	\$1.05B	\$997M	\$966M	\$919M	\$863M	\$885M
Percent Change from Prior Year	-15%	-7%	-12%	-18%	-17%	-26%	-26%	-25%	-33%	-34%	-31%	-28%	-29%

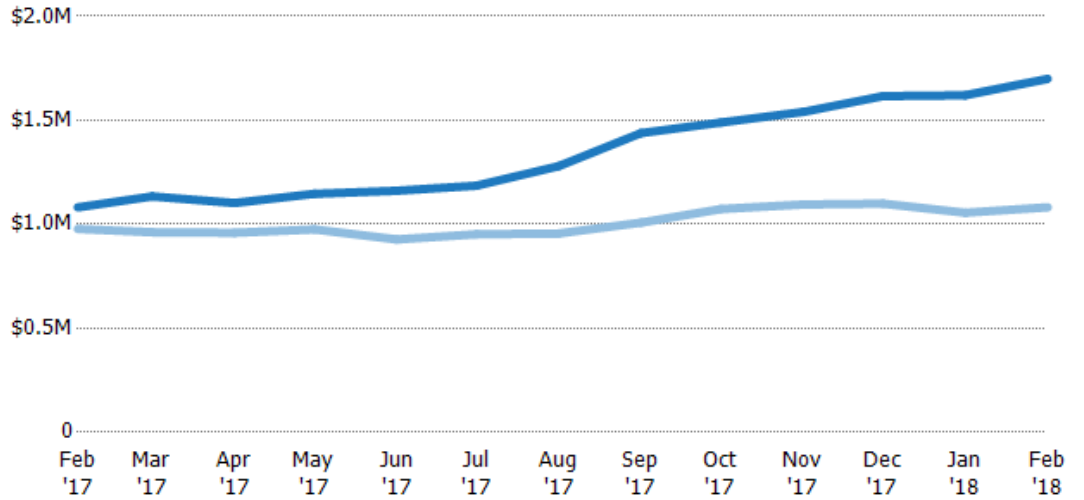
Average Listing Price

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.
Feb '18	\$1.7M	57.1%
Feb '17	\$1.08M	10.6%
Feb '16	\$978K	-4.1%



	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$1.08M	\$1.13M	\$1.1M	\$1.15M	\$1.16M	\$1.19M	\$1.28M	\$1.44M	\$1.49M	\$1.54M	\$1.62M	\$1.62M	\$1.7M
Prior Year	\$978K	\$962K	\$959K	\$975K	\$927K	\$952K	\$956K	\$1.01M	\$1.07M	\$1.1M	\$1.1M	\$1.06M	\$1.08M
Percent Change from Prior Year	11%	18%	15%	18%	25%	25%	34%	43%	39%	41%	47%	54%	57%

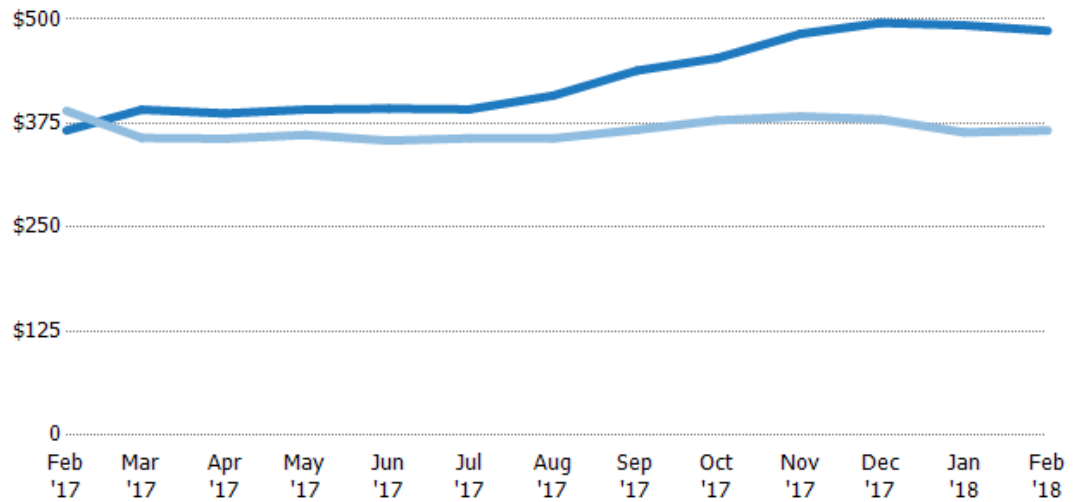
Average Listing Price per Sq Ft

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.
Feb '18	\$486	32.7%
Feb '17	\$366	-6.1%
Feb '16	\$390	-5.2%



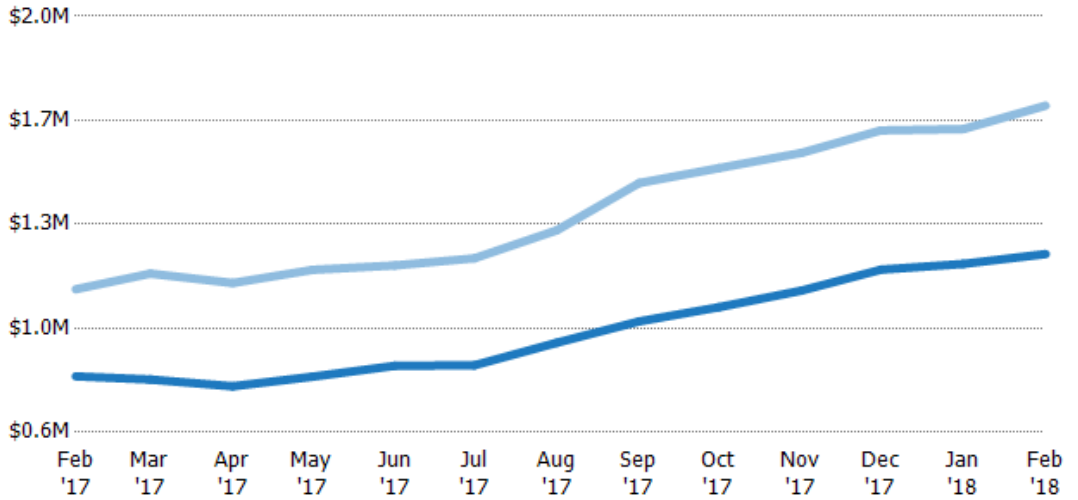
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Current Year	\$366	\$391	\$387	\$392	\$393	\$392	\$408	\$438	\$453	\$482	\$496	\$493	\$486
Prior Year	\$390	\$357	\$356	\$361	\$354	\$357	\$357	\$367	\$378	\$383	\$380	\$364	\$366
Percent Change from Prior Year	-6%	9%	9%	8%	11%	10%	14%	19%	20%	26%	31%	35%	33%

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

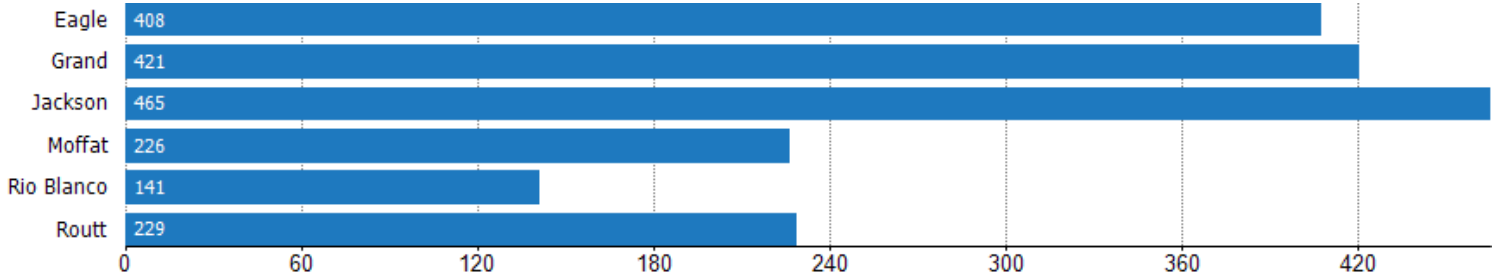


Avg Est Value	\$788K	\$778K	\$755K	\$787K	\$824K	\$826K	\$901K	\$973K	\$1.02M	\$1.08M	\$1.15M	\$1.17M	\$1.2M
Avg Listing Price	\$1.08M	\$1.13M	\$1.1M	\$1.15M	\$1.16M	\$1.19M	\$1.28M	\$1.44M	\$1.49M	\$1.54M	\$1.62M	\$1.62M	\$1.7M
Avg Listing Price as a % of Avg Est Value	137%	146%	146%	146%	141%	144%	142%	148%	146%	143%	141%	139%	142%

Average Days in RPR (By County)

The average number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR by county.

Filters Used: County: 6 Selected



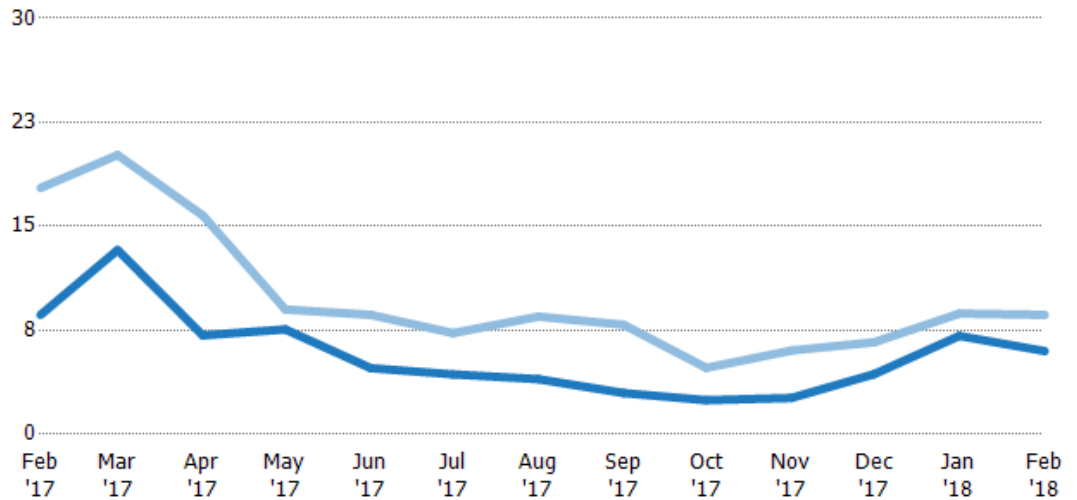
Months of Inventory

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.
Feb '18	6	-30.3%
Feb '17	8.61	-51.5%
Feb '16	17.8	21.2%



Current Year	8.61	13.3	7.13	7.56	4.77	4.32	3.98	2.97	2.46	2.62	4.33	7.09	6
Prior Year	17.8	20.1	15.8	9	8.61	7.3	8.49	7.89	4.79	6.04	6.63	8.7	8.61
Percent Change from Prior Year	-52%	-34%	-55%	-16%	-45%	-41%	-53%	-62%	-49%	-57%	-35%	-18%	-30%

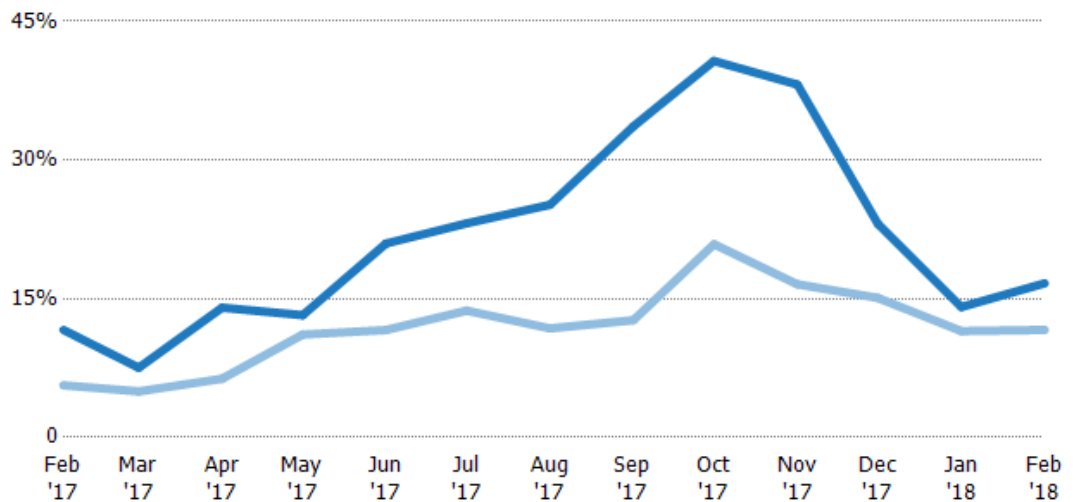
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Feb '18	17%	-5.1%
Feb '17	12%	-6%
Feb '16	6%	-17.4%

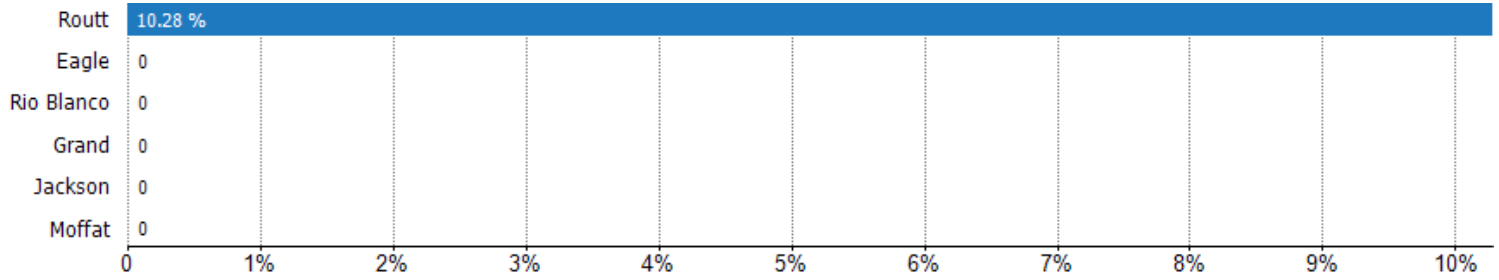


Current Year	12%	8%	14%	13%	21%	23%	25%	34%	41%	38%	23%	14%	17%
Prior Year	6%	5%	6%	11%	12%	14%	12%	13%	21%	17%	15%	11%	12%
Change from Prior Year	-6%	-3%	-8%	-2%	-9%	-9%	-13%	-21%	-20%	-22%	-8%	-3%	-5%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



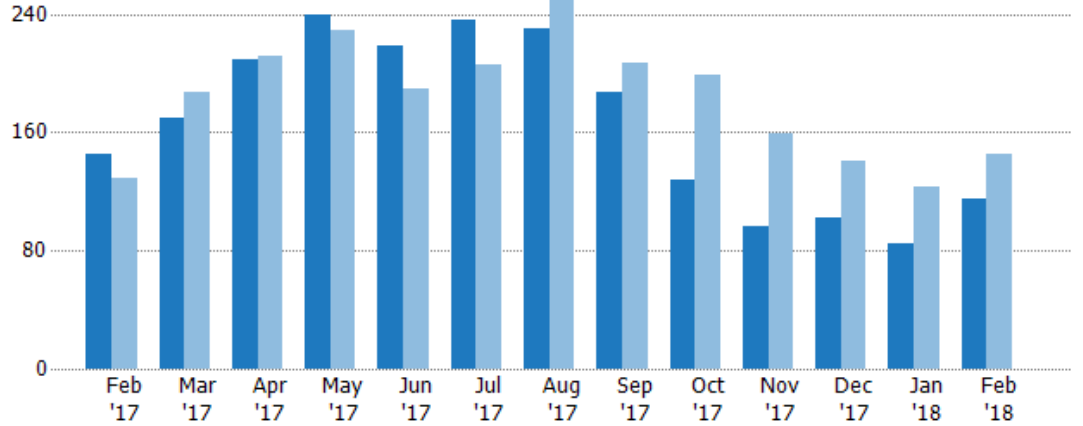
Pending Sales

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.
Feb '18	115	-20.7%
Feb '17	145	12.4%
Feb '16	129	1.6%



Current Year	145	170	209	239	218	236	230	187	128	96	102	85	115
Prior Year	129	187	212	229	189	206	270	207	199	159	141	123	145
Percent Change from Prior Year	12%	-9%	-1%	4%	15%	15%	-15%	-10%	-36%	-40%	-28%	-31%	-21%

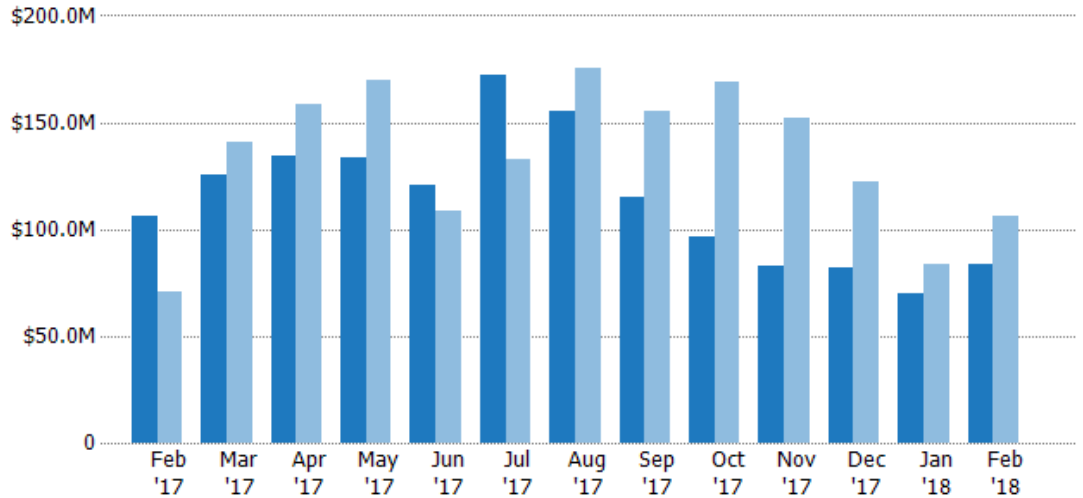
Pending Sales Volume

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.
Feb '18	\$83.2M	-21.3%
Feb '17	\$106M	50.3%
Feb '16	\$70.4M	-2%



Current Year	\$106M	\$126M	\$134M	\$133M	\$120M	\$172M	\$156M	\$115M	\$96.6M	\$82.7M	\$82.4M	\$70.2M	\$83.2M
Prior Year	\$70.4M	\$141M	\$158M	\$169M	\$109M	\$132M	\$175M	\$156M	\$169M	\$152M	\$122M	\$83.5M	\$106M
Percent Change from Prior Year	50%	-11%	-15%	-21%	10%	30%	-11%	-26%	-43%	-46%	-32%	-16%	-21%

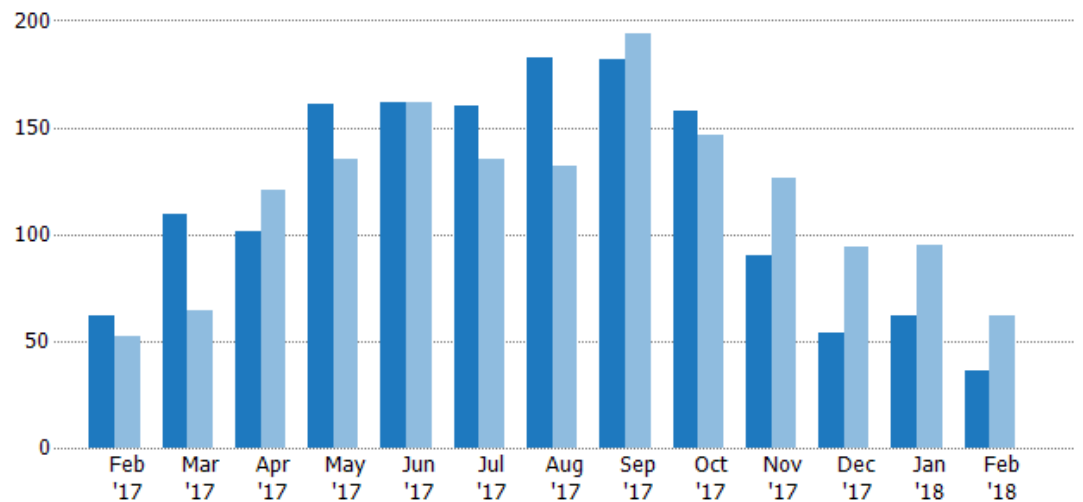
Closed Sales

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Feb '18	36	-41.9%
Feb '17	62	19.2%
Feb '16	52	-9.6%



Current Year	62	109	101	161	162	160	183	182	158	90	54	62	36
Prior Year	52	64	121	135	162	135	132	194	146	126	94	95	62
Percent Change from Prior Year	19%	70%	-17%	19%	0%	19%	39%	-6%	8%	-29%	-43%	-35%	-42%

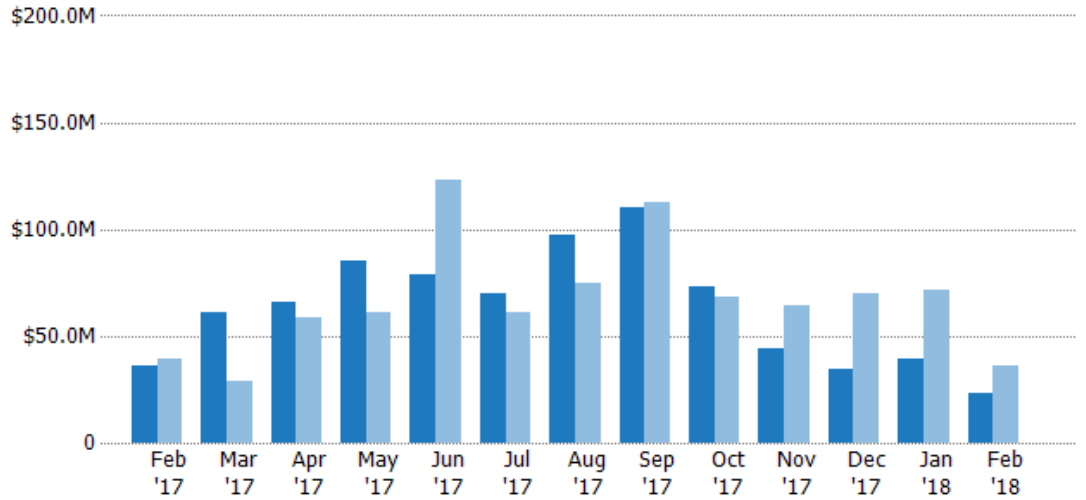
Closed Sales Volume

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.
Feb '18	\$22.9M	-36.1%
Feb '17	\$35.8M	-9.5%
Feb '16	\$39.5M	-48.3%

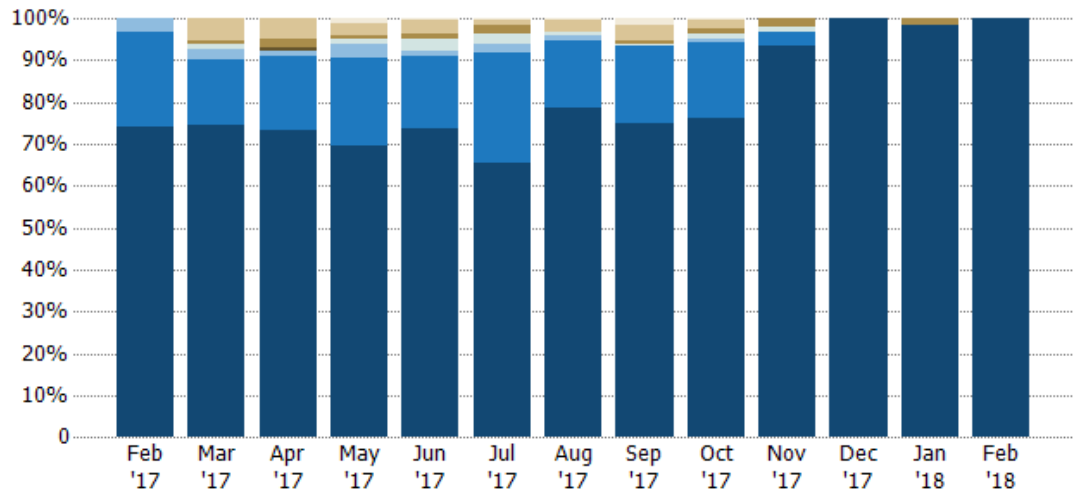


Current Year	\$35.8M	\$61.4M	\$66.2M	\$84.8M	\$78.8M	\$69.8M	\$97.6M	\$110M	\$73.2M	\$43.9M	\$34.6M	\$39M	\$22.9M
Prior Year	\$39.5M	\$29.1M	\$58.5M	\$60.7M	\$123M	\$61.2M	\$74.5M	\$112M	\$68M	\$64.2M	\$69.7M	\$71.7M	\$35.8M
Percent Change from Prior Year	-10%	111%	13%	40%	-36%	14%	31%	-2%	8%	-32%	-50%	-46%	-36%

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%	1%	1%	1%	2%	1%	-	-	-	-
Coop	-	6%	5%	3%	3%	1%	3%	4%	2%	-	-	-	-
Farm/Ranch	-	1%	2%	1%	1%	2%	-	1%	1%	2%	-	2%	-
Lot/Land	-	-	1%	-	-	-	-	-	-	-	-	-	-
Multifamily/Multiplex	-	1%	-	1%	3%	3%	1%	1%	1%	1%	-	-	-
Mobile/Manufactured	3%	3%	1%	3%	1%	2%	1%	-	1%	-	-	-	-
Condo/Townhouse	23%	16%	18%	21%	17%	26%	16%	19%	18%	3%	-	-	-
Single Family Residence	74%	74%	73%	70%	73%	66%	79%	75%	76%	93%	100%	98%	100%

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

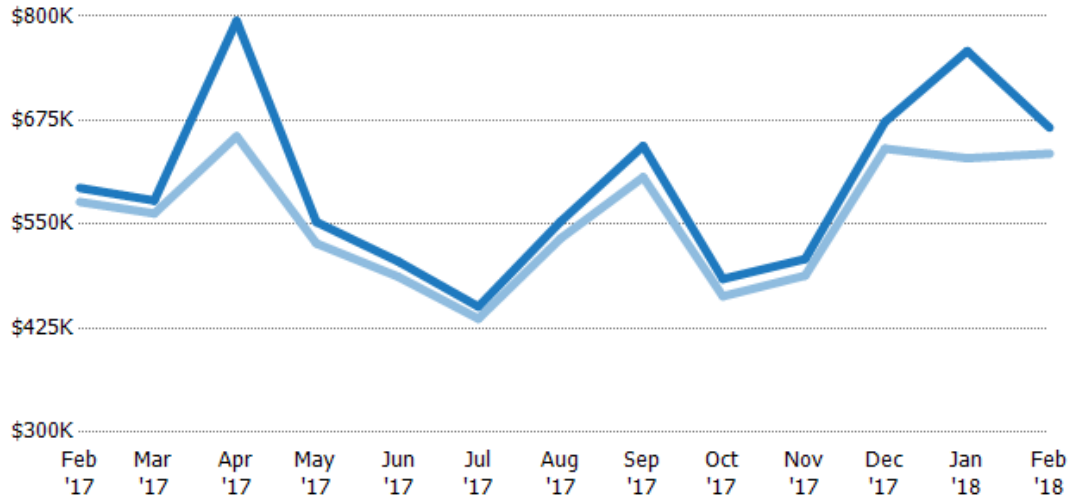


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



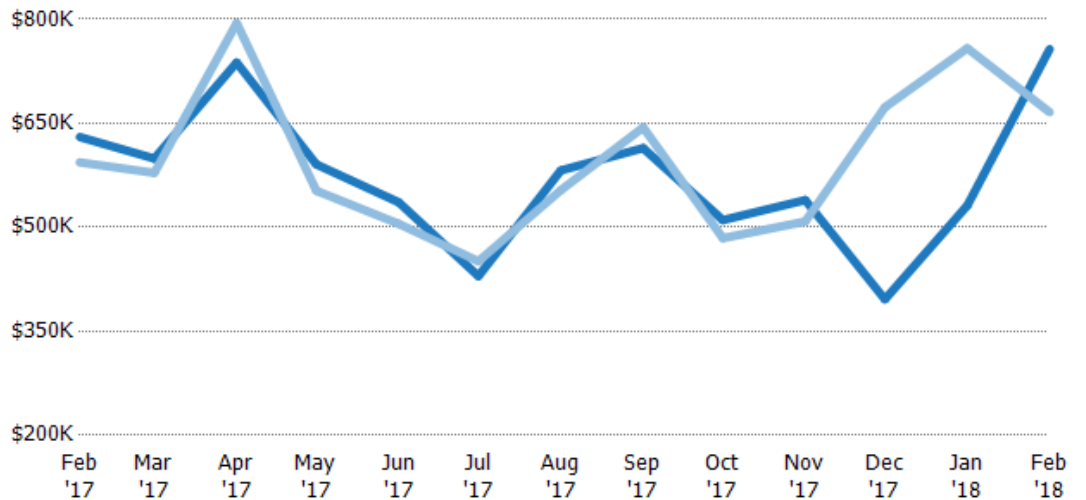
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg List Price	\$594K	\$579K	\$795K	\$553K	\$505K	\$451K	\$553K	\$644K	\$484K	\$508K	\$673K	\$758K	\$666K
Avg Sales Price	\$577K	\$563K	\$656K	\$527K	\$487K	\$436K	\$533K	\$607K	\$463K	\$488K	\$641K	\$629K	\$635K
Avg Sales Price as a % of Avg List Price	97%	97%	83%	95%	96%	97%	96%	94%	96%	96%	95%	83%	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



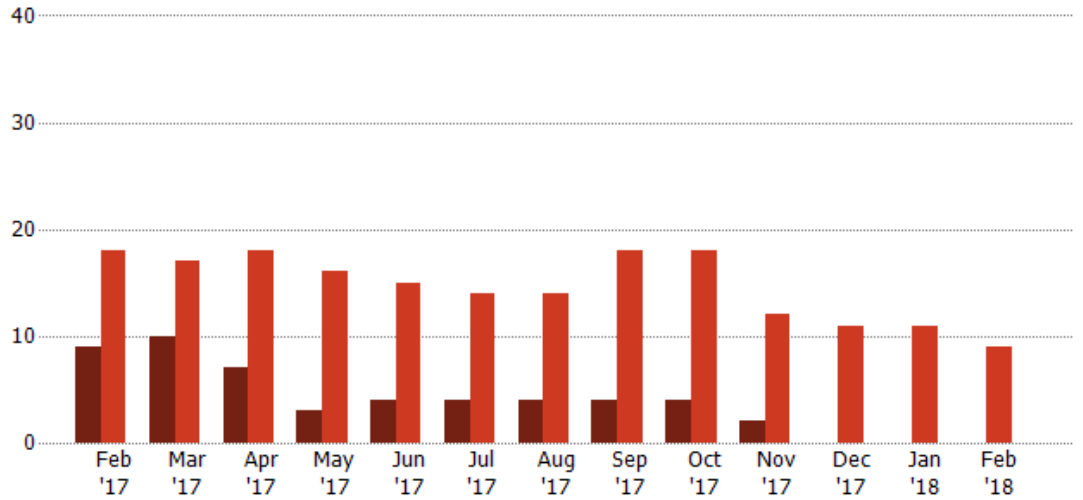
	Feb '17	Mar '17	Apr '17	May '17	Jun '17	Jul '17	Aug '17	Sep '17	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18
Avg Est Value	\$630K	\$599K	\$738K	\$591K	\$536K	\$429K	\$582K	\$614K	\$510K	\$539K	\$396K	\$531K	\$757K
Avg Sales Price	\$594K	\$579K	\$656K	\$527K	\$487K	\$436K	\$533K	\$607K	\$463K	\$488K	\$641K	\$629K	\$635K
Avg Sales Price as a % of Avg Est Value	94%	97%	108%	94%	94%	105%	95%	105%	95%	94%	170%	143%	88%

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	9	10	7	3	4	4	4	4	4	2	-	-	-
Prior Year	18	17	18	16	15	14	14	18	18	12	11	11	9
Percent Change from Prior Year	-50%	-41%	-61%	-81%	-73%	-71%	-71%	-78%	-78%	-83%	-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: 03/07/2018

Scheduled: Yes

Report Date Range: From 2/2017 To: 2/2018

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 2/2018 data

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