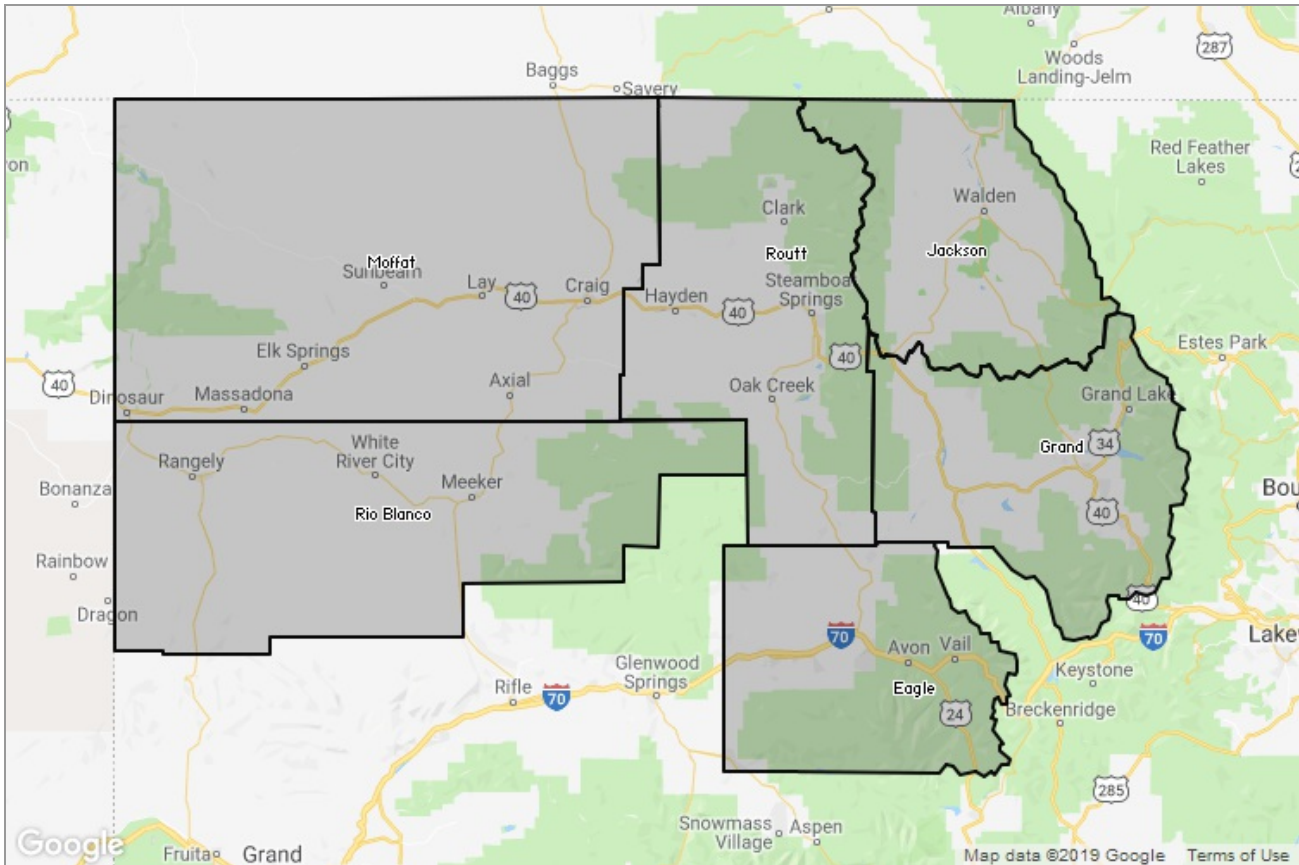




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
7/2018 – 7/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 08/06/2019

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

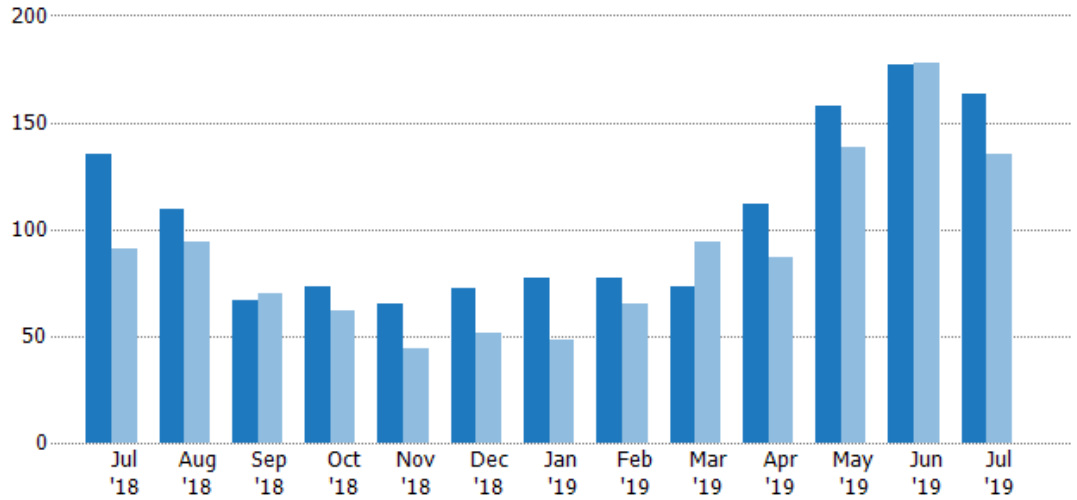
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '19	163	20.7%
Jul '18	135	48.4%
Jul '17	91	45.1%



Current Year	135	109	67	73	65	72	77	77	73	112	158	177	163
Prior Year	91	94	70	62	44	51	48	65	94	87	138	178	135
Percent Change from Prior Year	48%	16%	-4%	18%	48%	41%	60%	18%	-22%	29%	14%	-1%	21%

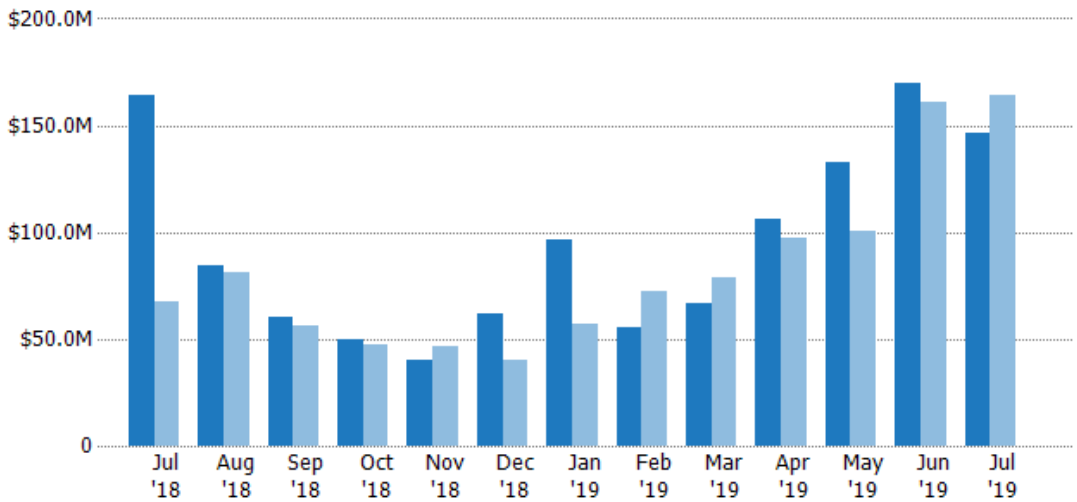
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '19	\$146M	-11%
Jul '18	\$164M	142.6%
Jul '17	\$67.7M	58.1%



Current Year	\$164M	\$84.7M	\$60.3M	\$49.4M	\$40.1M	\$61.7M	\$96.2M	\$55.6M	\$67M	\$106M	\$133M	\$170M	\$146M
Prior Year	\$67.7M	\$81.4M	\$56.1M	\$47.5M	\$46.4M	\$40.5M	\$56.9M	\$72.5M	\$78.7M	\$97.5M	\$100M	\$161M	\$164M
Percent Change from Prior Year	143%	4%	7%	4%	-14%	52%	69%	-23%	-15%	9%	33%	6%	-11%

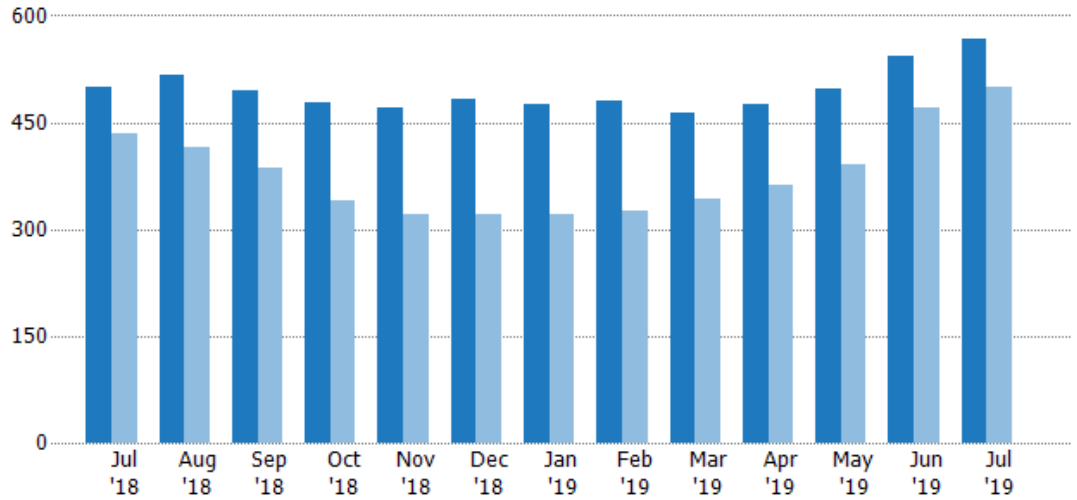
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '19	568	13.6%
Jul '18	500	14.9%
Jul '17	435	25.7%



Current Year	500	517	495	478	471	482	476	481	464	476	496	542	568
Prior Year	435	414	385	340	322	322	321	326	342	361	391	471	500
Percent Change from Prior Year	15%	25%	29%	41%	46%	50%	48%	48%	36%	32%	27%	15%	14%

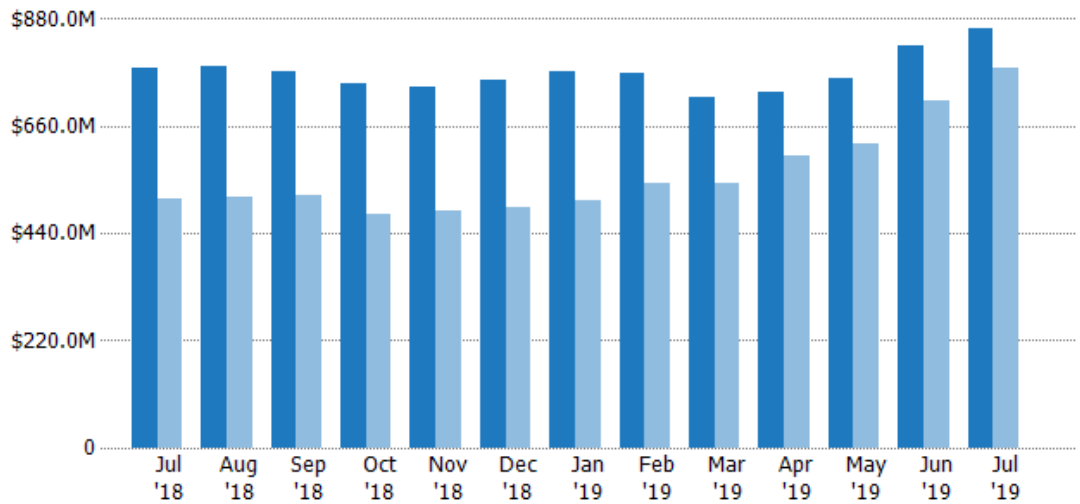
Active Listing Volume

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.
Jul '19	\$861M	10.3%
Jul '18	\$781M	52.3%
Jul '17	\$513M	-6.2%



Current Year	\$781M	\$784M	\$774M	\$746M	\$740M	\$754M	\$772M	\$769M	\$718M	\$731M	\$758M	\$825M	\$861M
Prior Year	\$513M	\$514M	\$517M	\$478M	\$485M	\$495M	\$506M	\$543M	\$544M	\$598M	\$624M	\$711M	\$781M
Percent Change from Prior Year	52%	53%	50%	56%	52%	52%	53%	42%	32%	22%	21%	16%	10%

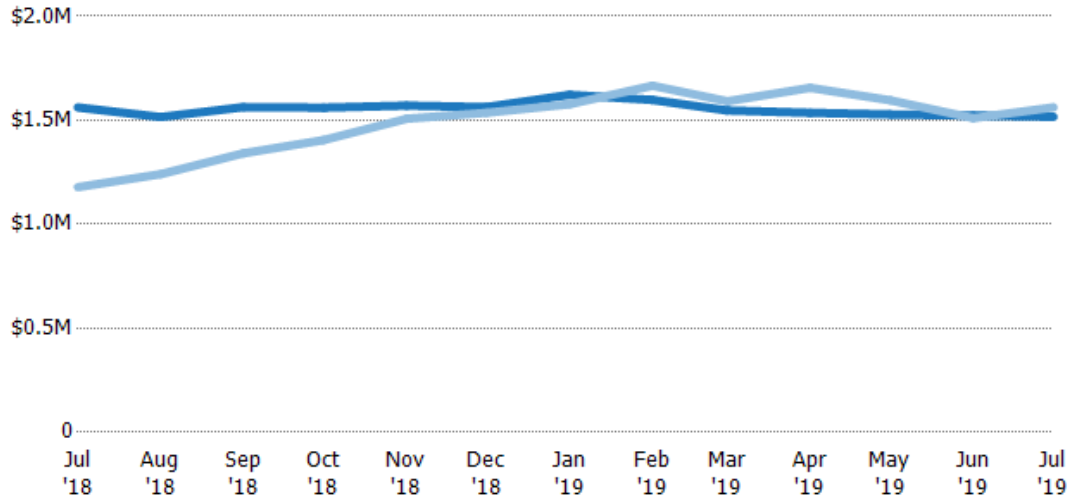
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Jul '19	\$1.52M	-2.9%
Jul '18	\$1.56M	32.5%
Jul '17	\$1.18M	-25.4%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$1.56M	\$1.52M	\$1.56M	\$1.56M	\$1.57M	\$1.56M	\$1.62M	\$1.6M	\$1.55M	\$1.54M	\$1.53M	\$1.52M	\$1.52M
Prior Year	\$1.18M	\$1.24M	\$1.34M	\$1.4M	\$1.51M	\$1.54M	\$1.58M	\$1.67M	\$1.59M	\$1.66M	\$1.6M	\$1.51M	\$1.56M
Percent Change from Prior Year	33%	22%	17%	11%	4%	2%	3%	-4%	-3%	-7%	-4%	1%	-3%

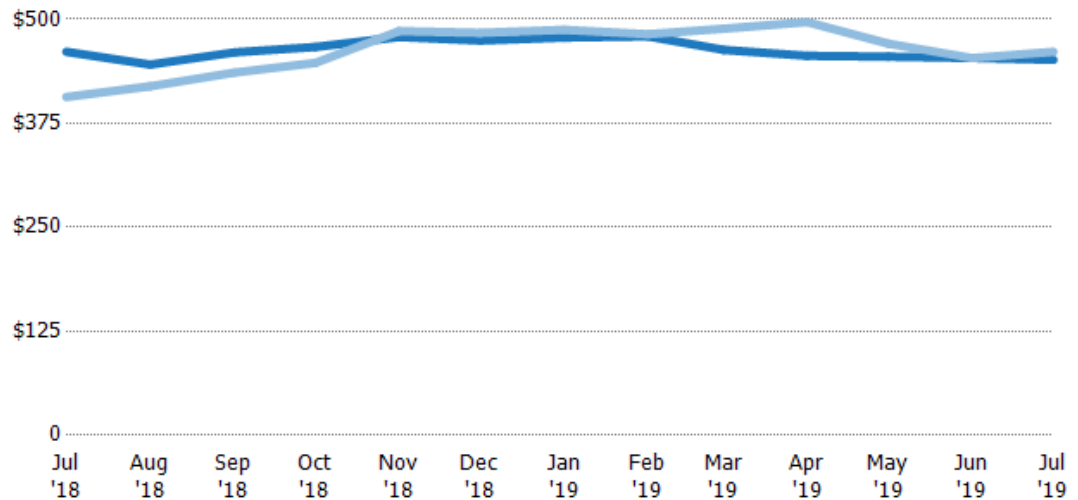
Average Listing Price per Sq Ft

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.
Jul '19	\$451	-2.1%
Jul '18	\$461	13.3%
Jul '17	\$407	-16.9%



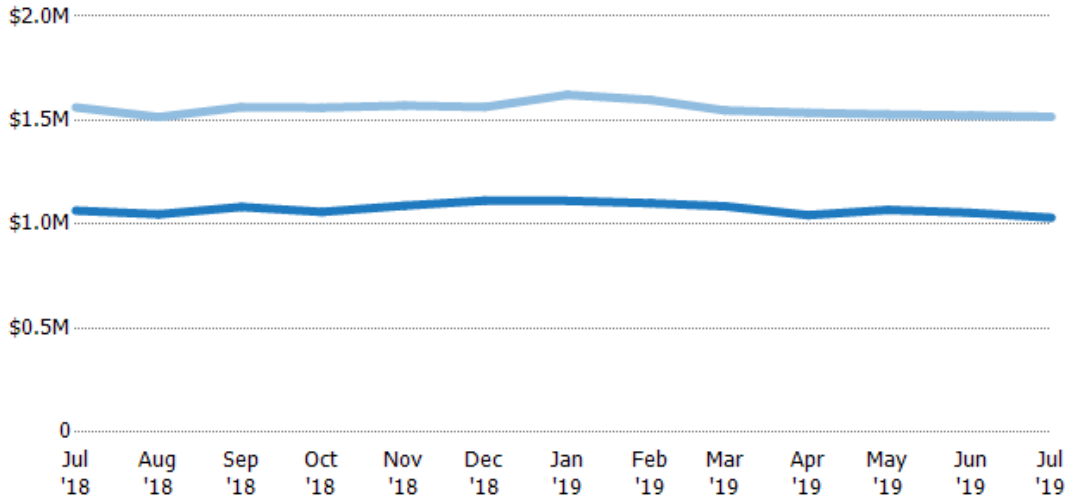
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$461	\$446	\$460	\$467	\$479	\$474	\$478	\$480	\$463	\$456	\$455	\$454	\$451
Prior Year	\$407	\$420	\$436	\$448	\$486	\$484	\$487	\$482	\$489	\$497	\$471	\$453	\$461
Percent Change from Prior Year	13%	6%	6%	4%	-1%	-2%	-2%	-1%	-5%	-8%	-3%	0%	-2%

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



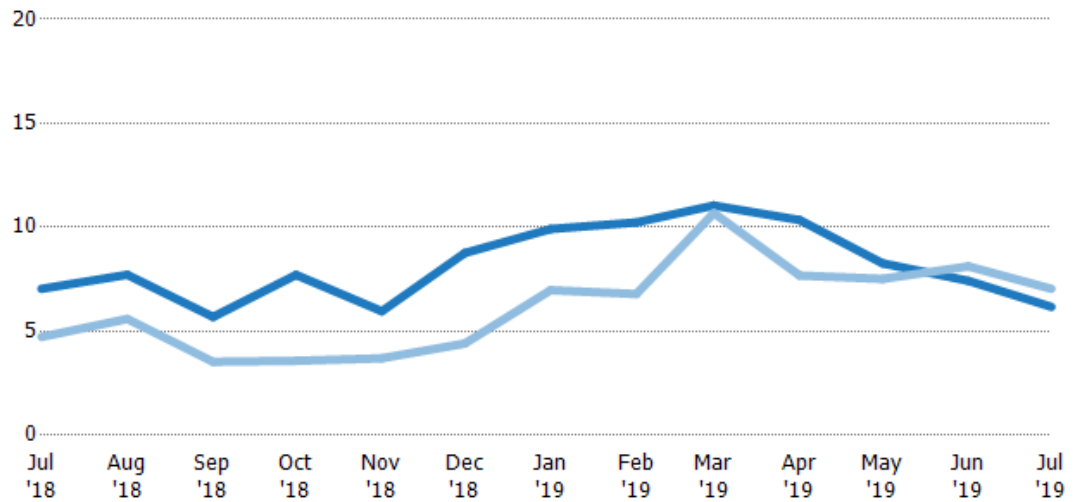
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$1.07M	\$1.05M	\$1.08M	\$1.06M	\$1.09M	\$1.11M	\$1.11M	\$1.1M	\$1.09M	\$1.04M	\$1.07M	\$1.06M	\$1.03M
Avg Listing Price	\$1.56M	\$1.52M	\$1.56M	\$1.56M	\$1.57M	\$1.56M	\$1.62M	\$1.6M	\$1.55M	\$1.54M	\$1.53M	\$1.52M	\$1.52M
Avg Listing Price as a % of Avg Est Value	147%	145%	144%	147%	144%	140%	146%	145%	142%	147%	143%	144%	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



Month/Year	Months	% Chg.
Jul '19	6.17	-12.3%
Jul '18	7.04	48.9%
Jul '17	4.73	46.4%

	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	7.04	7.72	5.69	7.71	5.96	8.76	9.92	10.2	11	10.3	8.27	7.42	6.17
Prior Year	4.73	5.59	3.53	3.58	3.7	4.41	6.98	6.79	10.7	7.68	7.52	8.12	7.04
Percent Change from Prior Year	49%	38%	61%	115%	61%	99%	42%	51%	3%	35%	10%	-9%	-12%

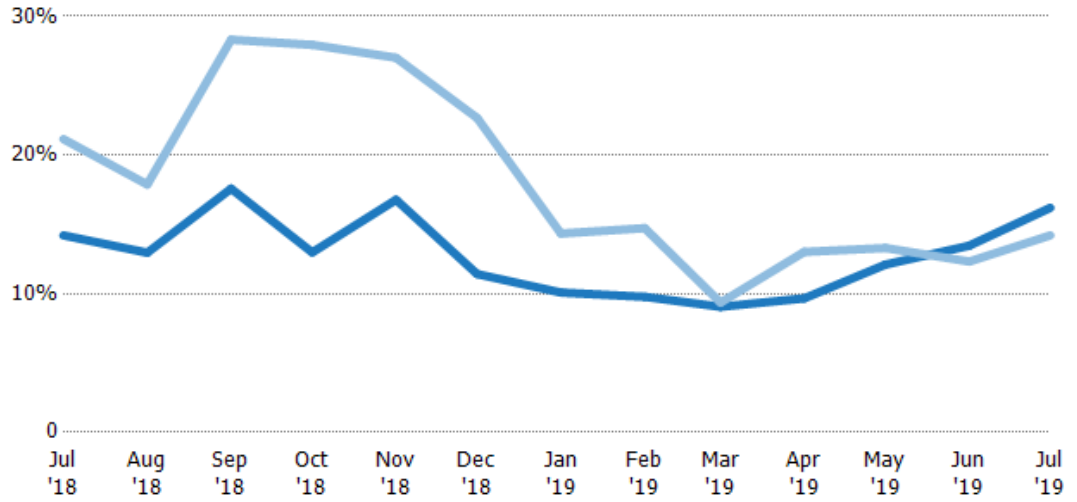
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jul '19	16%	-2%
Jul '18	14%	6.9%
Jul '17	21%	-31.7%

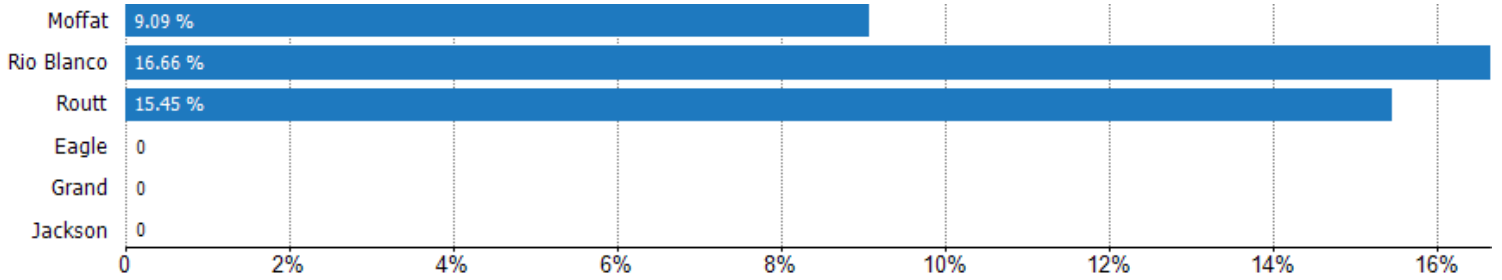


	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	14%	13%	18%	13%	17%	11%	10%	10%	9%	10%	12%	13%	16%
Prior Year	21%	18%	28%	28%	27%	23%	14%	15%	9%	13%	13%	12%	14%
Change from Prior Year	7%	5%	11%	15%	10%	11%	4%	5%	0%	3%	1%	-1%	-2%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



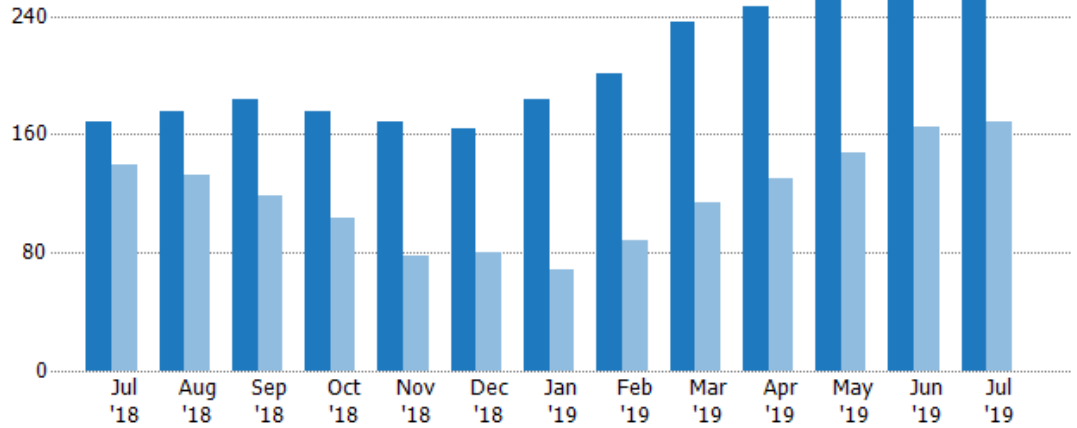
Pending Sales

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.
Jul '19	265	57.7%
Jul '18	168	20%
Jul '17	140	-23.6%



Current Year	168	175	184	175	168	164	184	201	236	247	268	257	265
Prior Year	140	132	119	103	78	80	68	88	114	130	147	165	168
Percent Change from Prior Year	20%	33%	55%	70%	115%	105%	171%	128%	107%	90%	82%	56%	58%

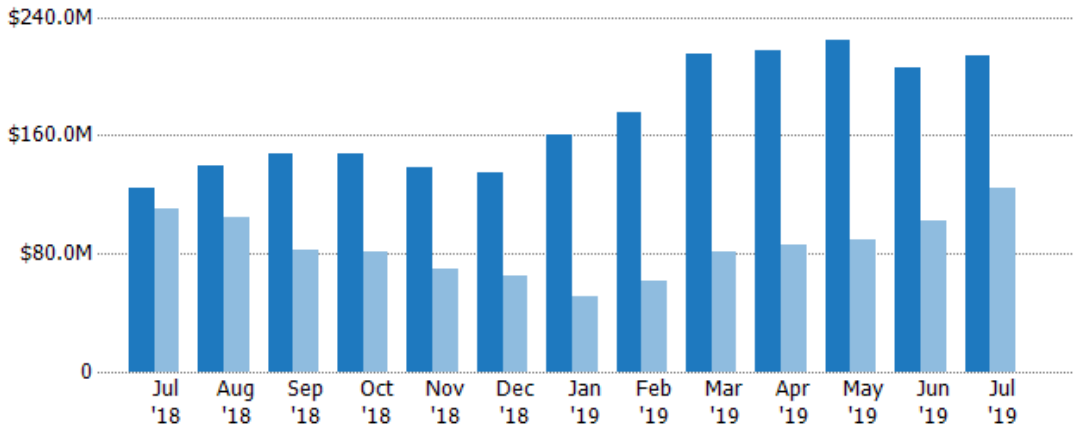
Pending Sales Volume

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.
Jul '19	\$213M	71.6%
Jul '18	\$124M	12.1%
Jul '17	\$111M	-35.5%



Current Year	\$124M	\$139M	\$148M	\$148M	\$138M	\$134M	\$160M	\$176M	\$215M	\$217M	\$224M	\$205M	\$213M
Prior Year	\$111M	\$105M	\$82.6M	\$80.9M	\$69.1M	\$64.5M	\$50.8M	\$61.1M	\$81.1M	\$86.2M	\$89.4M	\$102M	\$124M
Percent Change from Prior Year	12%	33%	79%	83%	99%	108%	215%	188%	165%	152%	151%	100%	72%

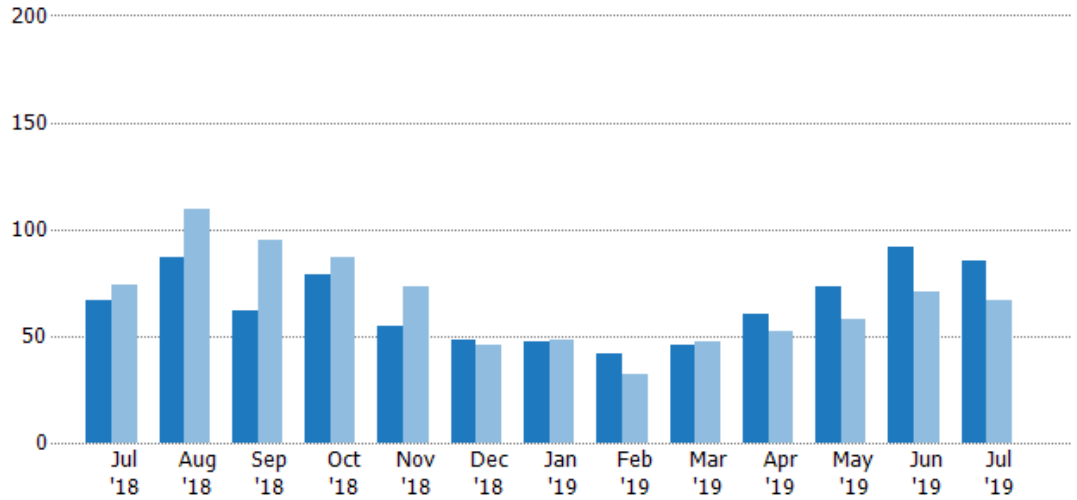
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jul '19	85	26.9%
Jul '18	67	-9.5%
Jul '17	74	-6.8%



	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	67	87	62	79	55	48	47	42	46	60	73	92	85
Prior Year	74	109	95	87	73	46	48	32	47	52	58	71	67
Percent Change from Prior Year	-9%	-20%	-35%	-9%	-25%	4%	-2%	31%	-2%	15%	26%	30%	27%

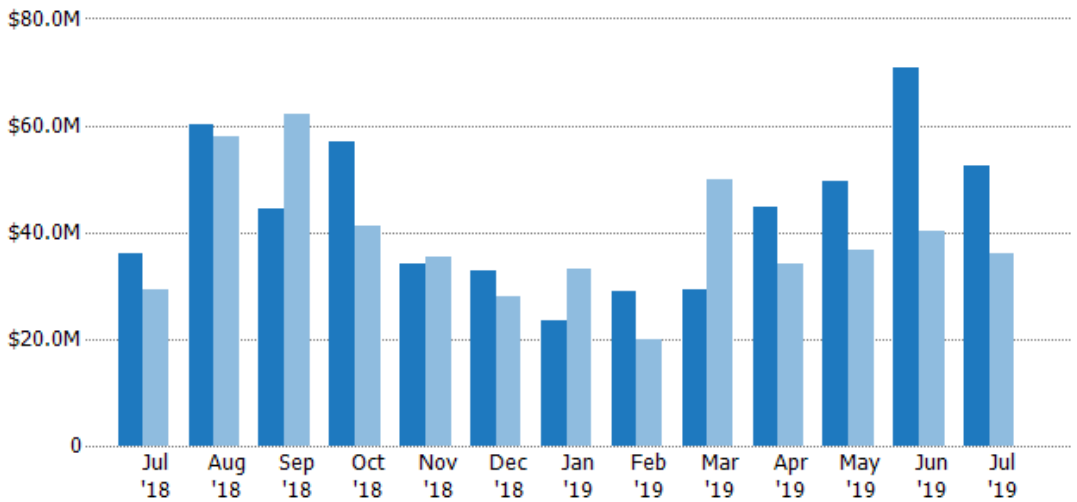
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jul '19	\$52.5M	46.4%
Jul '18	\$35.9M	22.1%
Jul '17	\$29.4M	17%

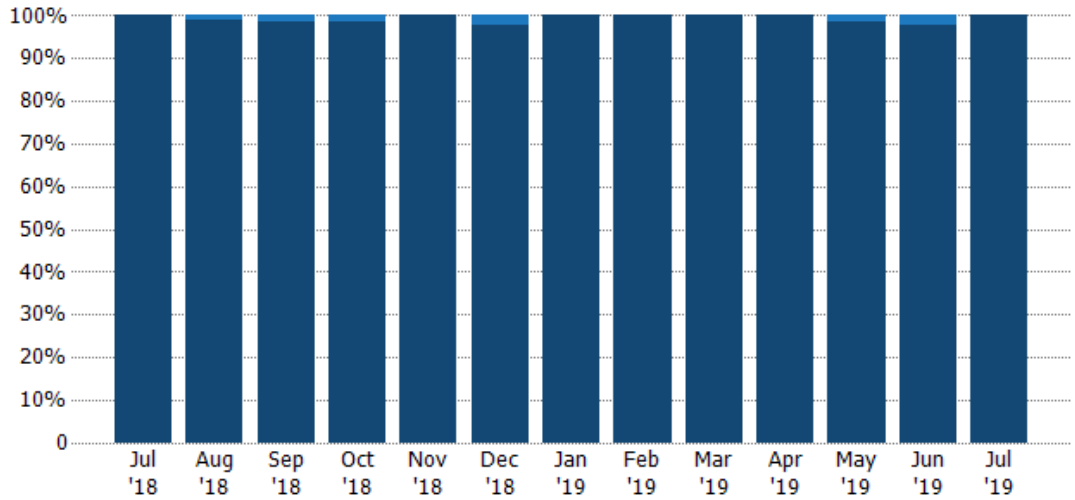


	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Current Year	\$35.9M	\$60.3M	\$44.5M	\$56.9M	\$34M	\$32.8M	\$23.5M	\$28.9M	\$29.1M	\$44.8M	\$49.5M	\$70.8M	\$52.5M
Prior Year	\$29.4M	\$57.8M	\$62M	\$41M	\$35.4M	\$28.1M	\$33.1M	\$20M	\$49.9M	\$34.2M	\$36.5M	\$40.1M	\$35.9M
Percent Change from Prior Year	22%	4%	-28%	39%	-4%	17%	-29%	45%	-42%	31%	35%	76%	46%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

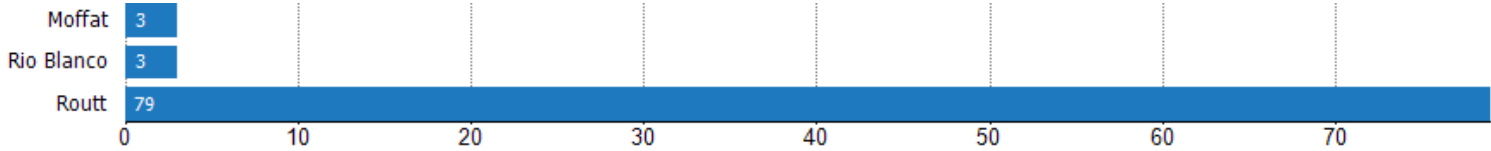


Property Type	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Farm/Ranch	-	1%	2%	1%	-	2%	-	-	-	-	1%	2%	-
Single Family Residence	100%	99%	98%	99%	100%	98%	100%	100%	100%	100%	99%	98%	100%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

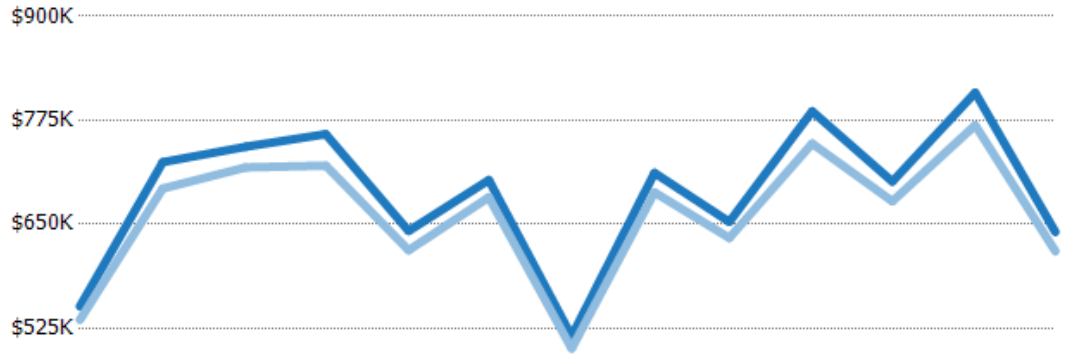


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



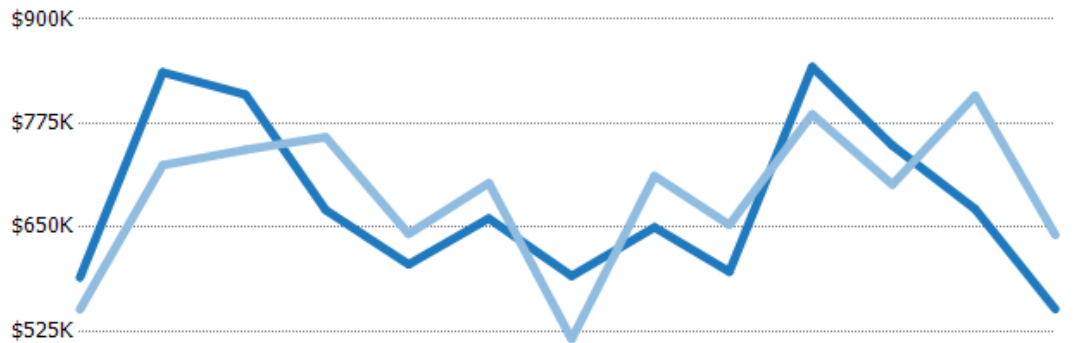
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg List Price	\$551K	\$725K	\$743K	\$758K	\$642K	\$703K	\$515K	\$712K	\$653K	\$786K	\$701K	\$808K	\$641K
Avg Sales Price	\$535K	\$693K	\$718K	\$721K	\$619K	\$682K	\$501K	\$688K	\$634K	\$747K	\$678K	\$769K	\$618K
Avg Sales Price as a % of Avg List Price	97%	96%	97%	95%	96%	97%	97%	97%	97%	95%	97%	95%	96%

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



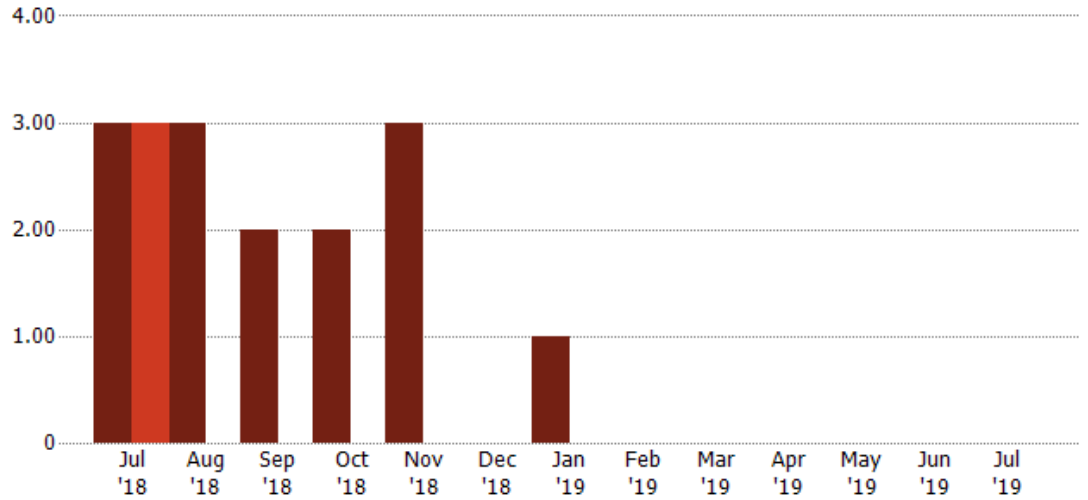
	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19
Avg Est Value	\$590K	\$836K	\$809K	\$671K	\$605K	\$661K	\$591K	\$650K	\$597K	\$843K	\$748K	\$672K	\$552K
Avg Sales Price	\$551K	\$725K	\$743K	\$758K	\$642K	\$703K	\$515K	\$712K	\$653K	\$786K	\$701K	\$808K	\$641K
Avg Sales Price as a % of Avg Est Value	94%	87%	92%	113%	106%	106%	87%	110%	109%	93%	94%	120%	116%

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	3	3	2	2	3	-	1	-	-	-	-	-	-
Prior Year	3	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	0%	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: 08/06/2019

Scheduled: Yes

Report Date Range: From 7/2018 To: 7/2019

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

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 7/2019 data

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