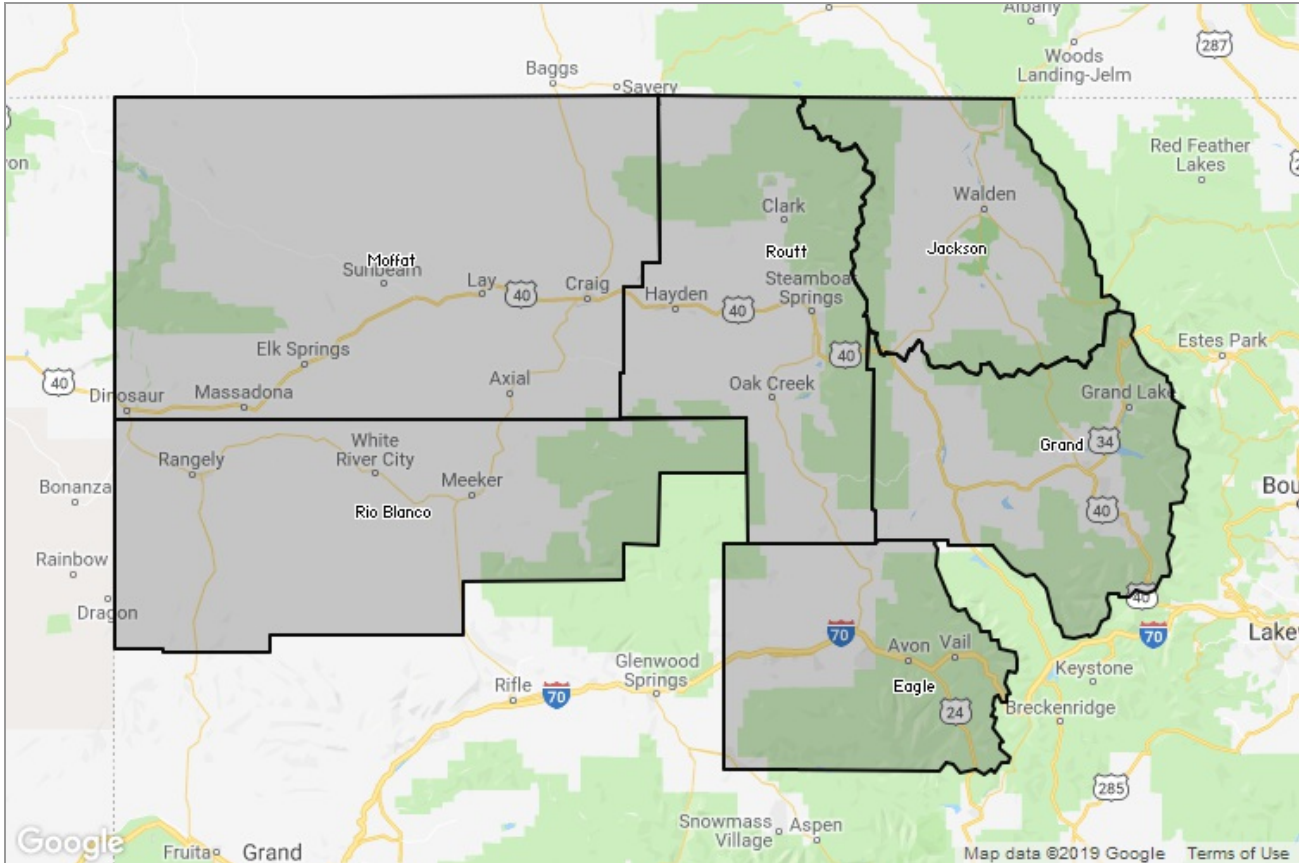




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
6/2018 – 6/2019

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 07/06/2019

**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

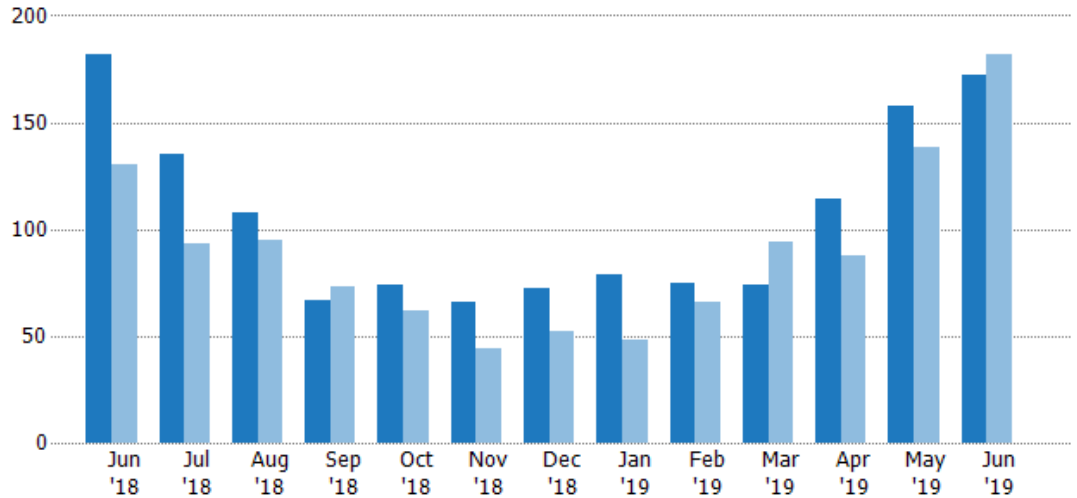
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jun '19	172	-5.5%
Jun '18	182	40%
Jun '17	130	11.5%



Current Year	182	135	108	67	74	66	72	79	75	74	114	158	172
Prior Year	130	93	95	73	62	44	52	48	66	94	88	138	182
Percent Change from Prior Year	40%	45%	14%	-8%	19%	50%	38%	65%	14%	-21%	30%	14%	-5%

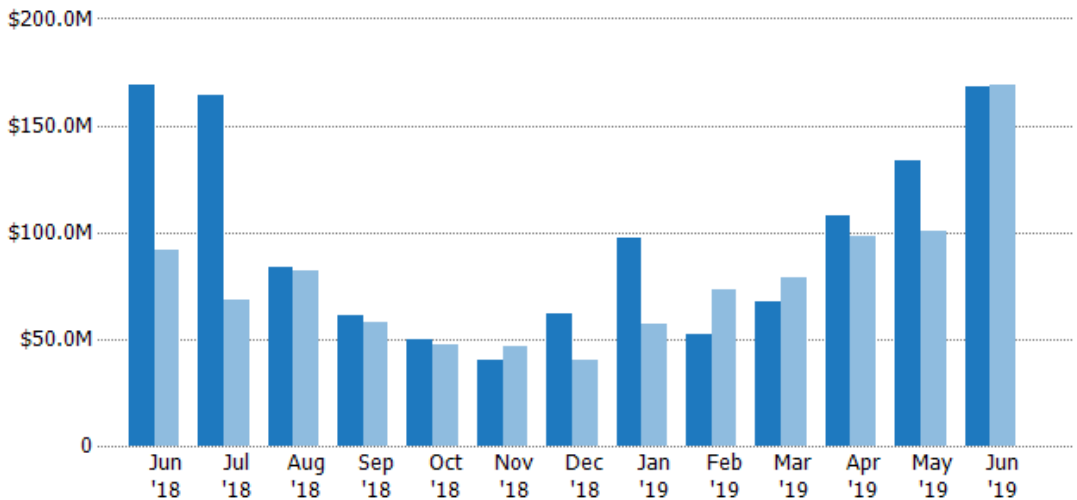
## New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jun '19	\$168M	-0.5%
Jun '18	\$169M	83.3%
Jun '17	\$92M	5.3%



Current Year	\$169M	\$164M	\$83.4M	\$61.1M	\$50.2M	\$40.3M	\$62M	\$97.1M	\$52.2M	\$67.2M	\$108M	\$134M	\$168M
Prior Year	\$92M	\$68.2M	\$81.8M	\$57.8M	\$47.6M	\$46.4M	\$40.4M	\$56.9M	\$73M	\$78.7M	\$98.2M	\$100M	\$169M
Percent Change from Prior Year	83%	141%	2%	6%	5%	-13%	54%	71%	-29%	-15%	10%	33%	-1%

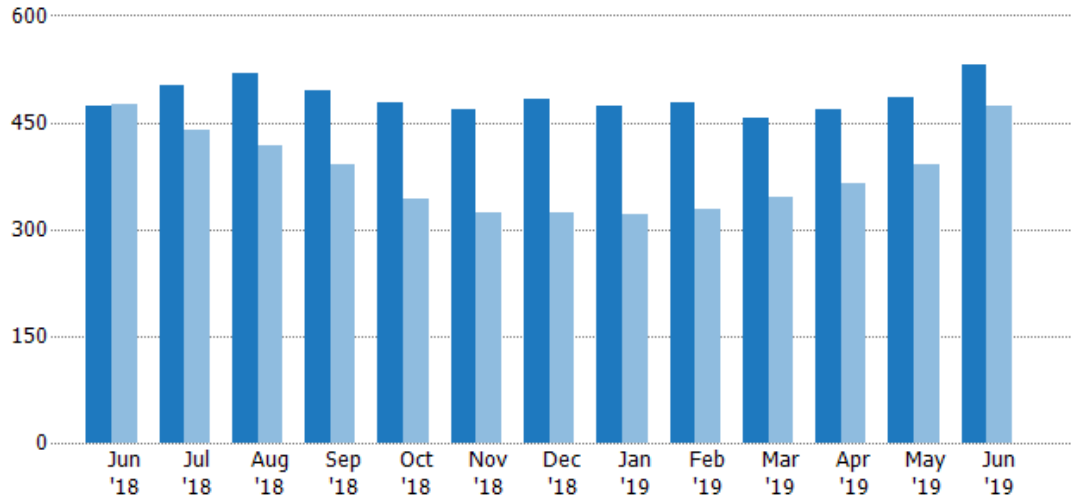
## Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jun '19	530	11.8%
Jun '18	474	-0.4%
Jun '17	476	12%



Current Year	474	501	518	494	477	468	482	472	478	455	467	485	530
Prior Year	476	440	418	391	342	324	324	322	329	344	365	390	474
Percent Change from Prior Year	0%	14%	24%	26%	39%	44%	49%	47%	45%	32%	28%	24%	12%

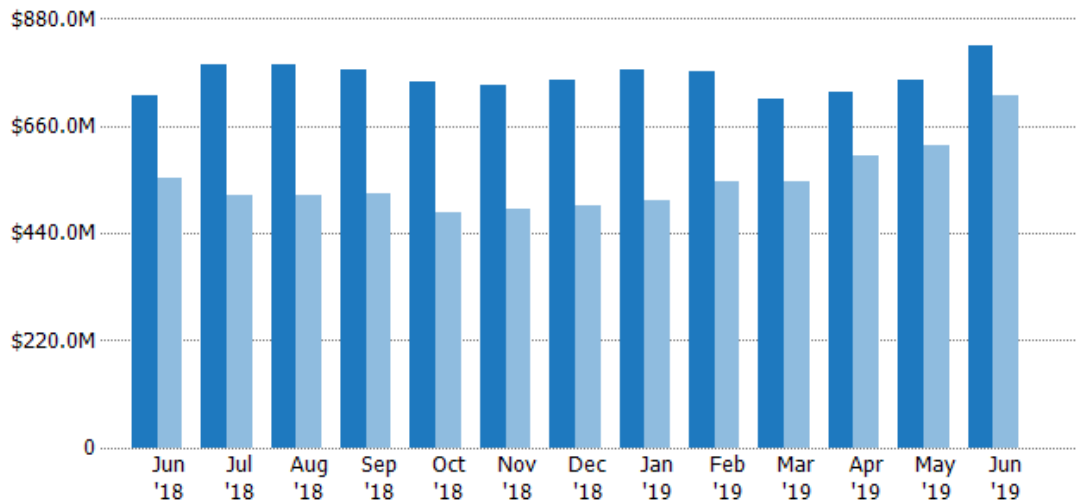
## Active Listing Volume

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.
Jun '19	\$825M	14.5%
Jun '18	\$721M	30.5%
Jun '17	\$553M	-17.7%



Current Year	\$721M	\$786M	\$787M	\$775M	\$751M	\$744M	\$756M	\$775M	\$773M	\$715M	\$730M	\$754M	\$825M
Prior Year	\$553M	\$518M	\$519M	\$523M	\$482M	\$489M	\$498M	\$509M	\$548M	\$547M	\$600M	\$619M	\$721M
Percent Change from Prior Year	30%	52%	52%	48%	56%	52%	52%	52%	41%	31%	22%	22%	14%

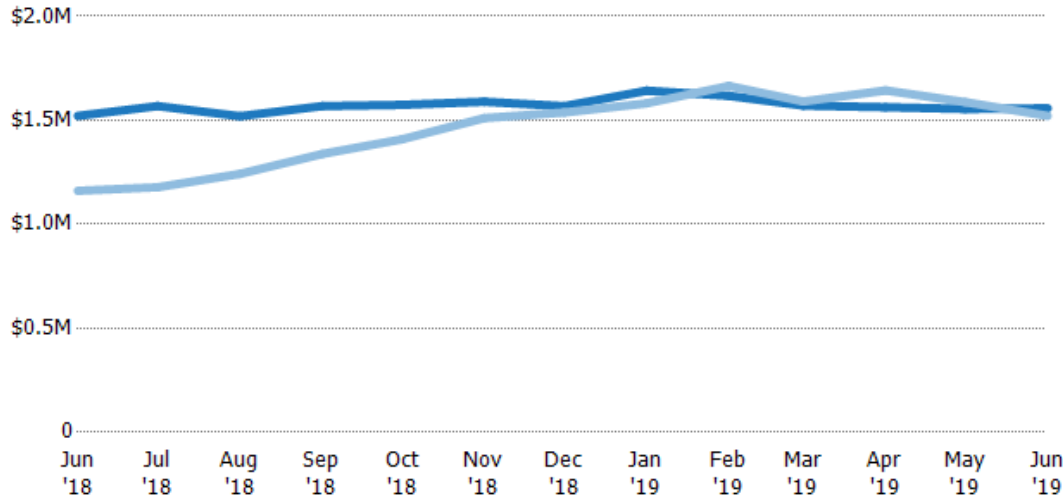
## Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Jun '19	\$1.56M	2.4%
Jun '18	\$1.52M	31%
Jun '17	\$1.16M	-26.5%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$1.52M	\$1.57M	\$1.52M	\$1.57M	\$1.57M	\$1.59M	\$1.57M	\$1.64M	\$1.62M	\$1.57M	\$1.56M	\$1.55M	\$1.56M
Prior Year	\$1.16M	\$1.18M	\$1.24M	\$1.34M	\$1.41M	\$1.51M	\$1.54M	\$1.58M	\$1.67M	\$1.59M	\$1.64M	\$1.59M	\$1.52M
Percent Change from Prior Year	31%	33%	22%	17%	12%	5%	2%	4%	-3%	-1%	-5%	-2%	2%

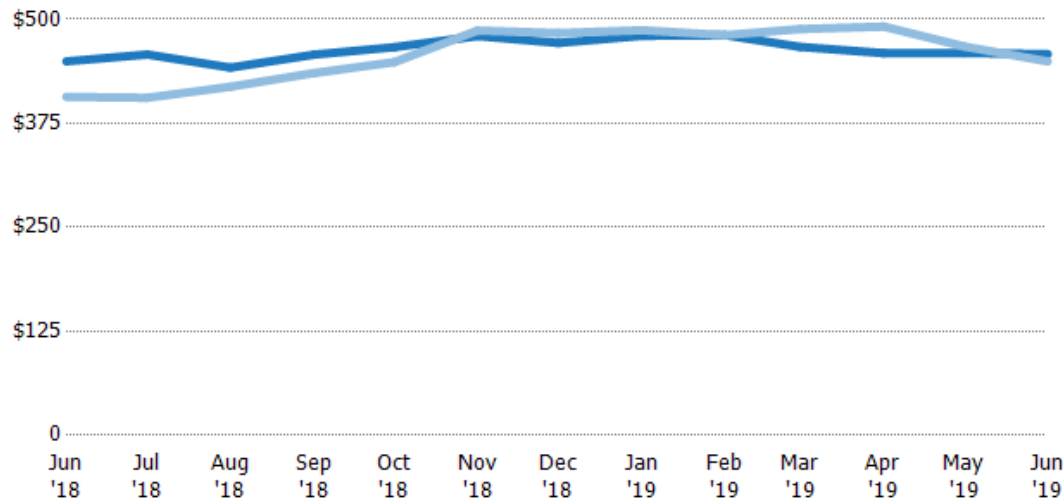
## Average Listing Price per Sq Ft

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.
Jun '19	\$458	1.9%
Jun '18	\$449	10.5%
Jun '17	\$407	-19%



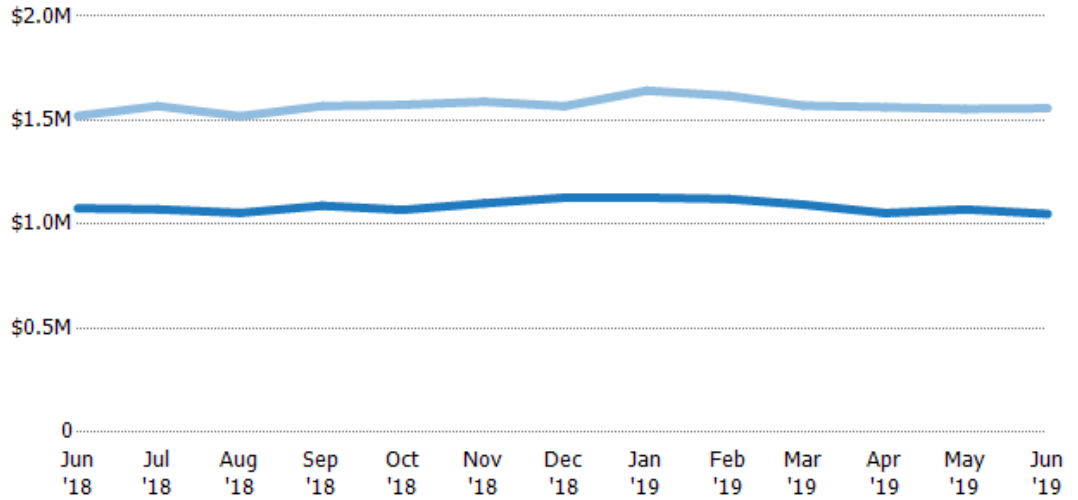
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$449	\$458	\$442	\$458	\$466	\$480	\$472	\$480	\$481	\$467	\$459	\$459	\$458
Prior Year	\$407	\$406	\$419	\$435	\$449	\$486	\$483	\$487	\$481	\$488	\$491	\$467	\$449
Percent Change from Prior Year	10%	13%	5%	5%	4%	-1%	-2%	-1%	0	-4%	-7%	-2%	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



Avg Est Value	\$1.08M	\$1.07M	\$1.05M	\$1.09M	\$1.07M	\$1.1M	\$1.13M	\$1.13M	\$1.12M	\$1.09M	\$1.05M	\$1.07M	\$1.05M
Avg Listing Price	\$1.52M	\$1.57M	\$1.52M	\$1.57M	\$1.57M	\$1.59M	\$1.57M	\$1.64M	\$1.62M	\$1.57M	\$1.56M	\$1.55M	\$1.56M
Avg Listing Price as a % of Avg Est Value	141%	146%	144%	144%	147%	144%	139%	146%	144%	143%	148%	145%	148%

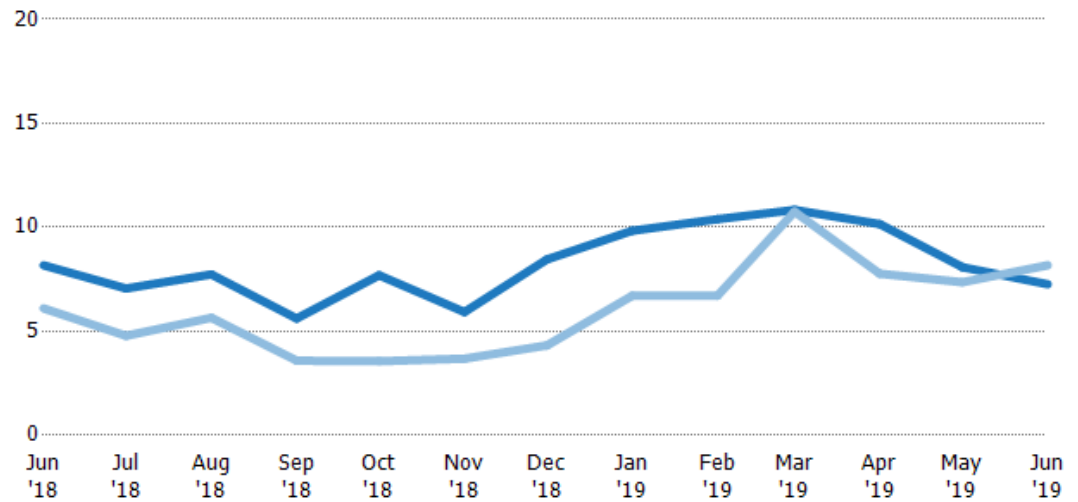
## Months of Inventory

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.
Jun '19	7.26	-11.2%
Jun '18	8.17	33.9%
Jun '17	6.1	32.3%



Current Year	8.17	7.06	7.73	5.61	7.69	5.92	8.46	9.83	10.4	10.8	10.2	8.08	7.26
Prior Year	6.1	4.78	5.65	3.59	3.56	3.68	4.32	6.71	6.71	10.8	7.77	7.36	8.17
Percent Change from Prior Year	34%	48%	37%	56%	116%	61%	96%	47%	55%	1%	31%	10%	-11%

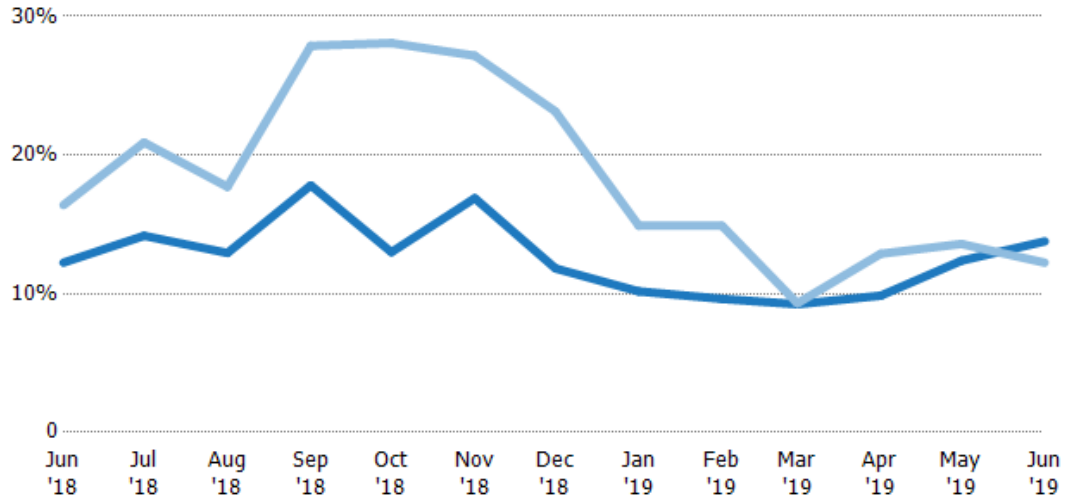
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Jun '19	14%	-1.5%
Jun '18	12%	4.2%
Jun '17	16%	-24.4%

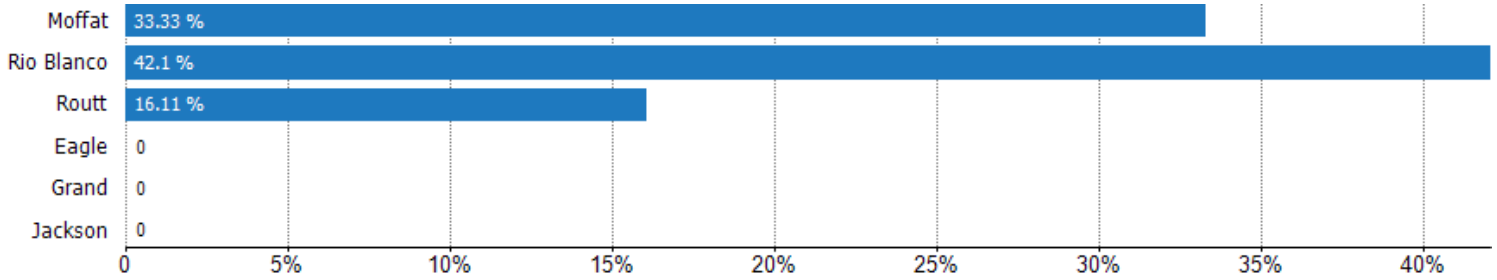


	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	12%	14%	13%	18%	13%	17%	12%	10%	10%	9%	10%	12%	14%
Prior Year	16%	21%	18%	28%	28%	27%	23%	15%	15%	9%	13%	14%	12%
Change from Prior Year	4%	7%	5%	10%	15%	10%	11%	5%	5%	0%	3%	1%	-2%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



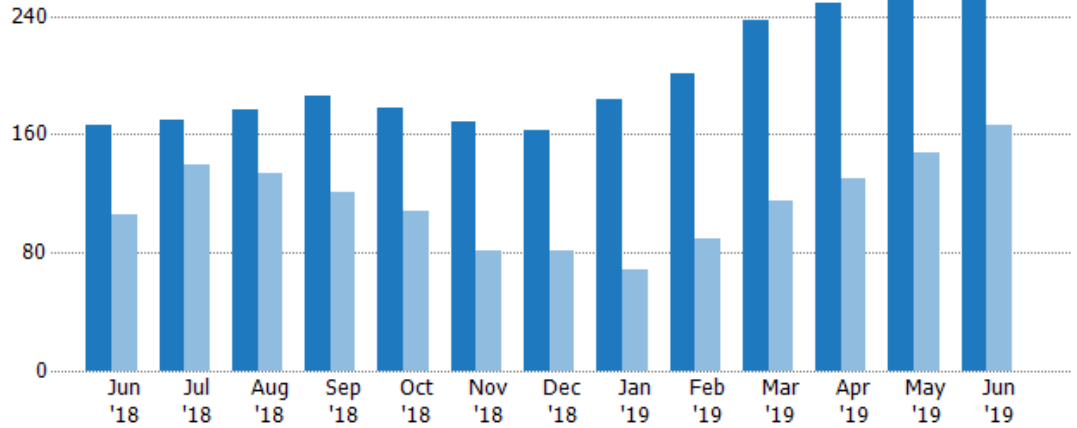
## Pending Sales

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.
Jun '19	261	57.2%
Jun '18	166	56.6%
Jun '17	106	-10.4%



Current Year	166	170	177	186	178	168	163	184	201	237	249	271	261
Prior Year	106	140	134	121	108	81	81	68	89	115	130	148	166
Percent Change from Prior Year	57%	21%	32%	54%	65%	107%	101%	171%	126%	106%	92%	83%	57%

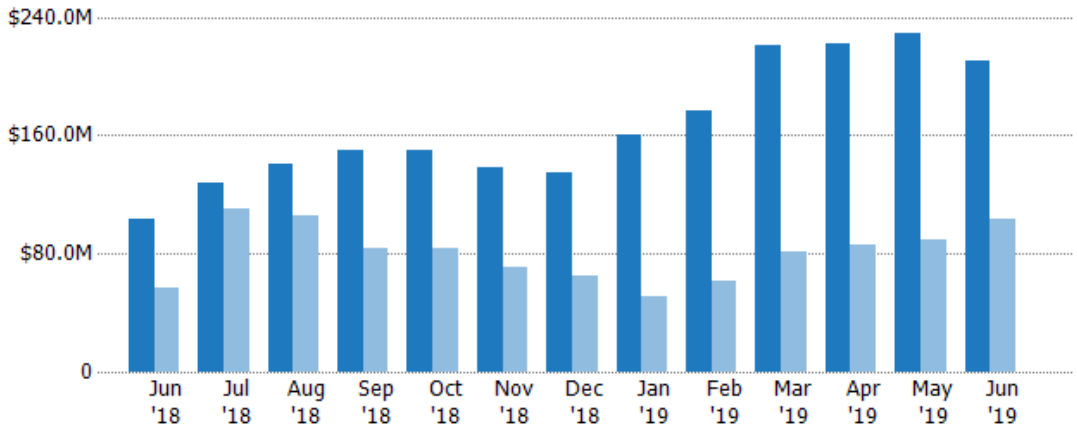
## Pending Sales Volume

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.
Jun '19	\$210M	103.9%
Jun '18	\$103M	81.8%
Jun '17	\$56.7M	5.1%



Current Year	\$103M	\$128M	\$141M	\$149M	\$150M	\$138M	\$134M	\$160M	\$176M	\$220M	\$223M	\$229M	\$210M
Prior Year	\$56.7M	\$111M	\$105M	\$83.1M	\$83.6M	\$70.7M	\$64.8M	\$50.8M	\$61.7M	\$81.7M	\$86.2M	\$90M	\$103M
Percent Change from Prior Year	82%	16%	34%	80%	79%	96%	108%	216%	186%	170%	158%	155%	104%

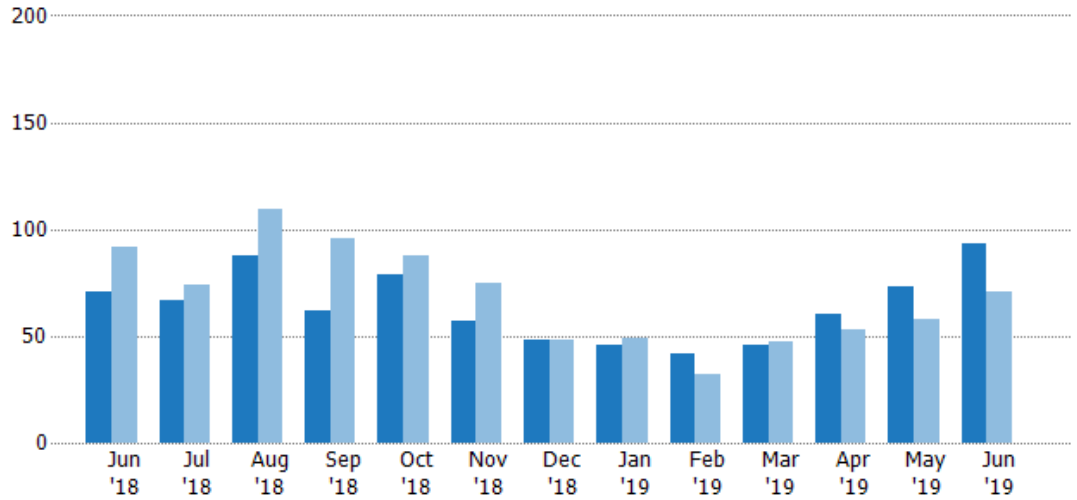
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Jun '19	93	31%
Jun '18	71	-22.8%
Jun '17	92	-7.6%



	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	71	67	88	62	79	57	48	46	42	46	60	73	93
Prior Year	92	74	109	96	88	75	48	49	32	47	53	58	71
Percent Change from Prior Year	-23%	-9%	-19%	-35%	-10%	-24%	0%	-6%	31%	-2%	13%	26%	31%

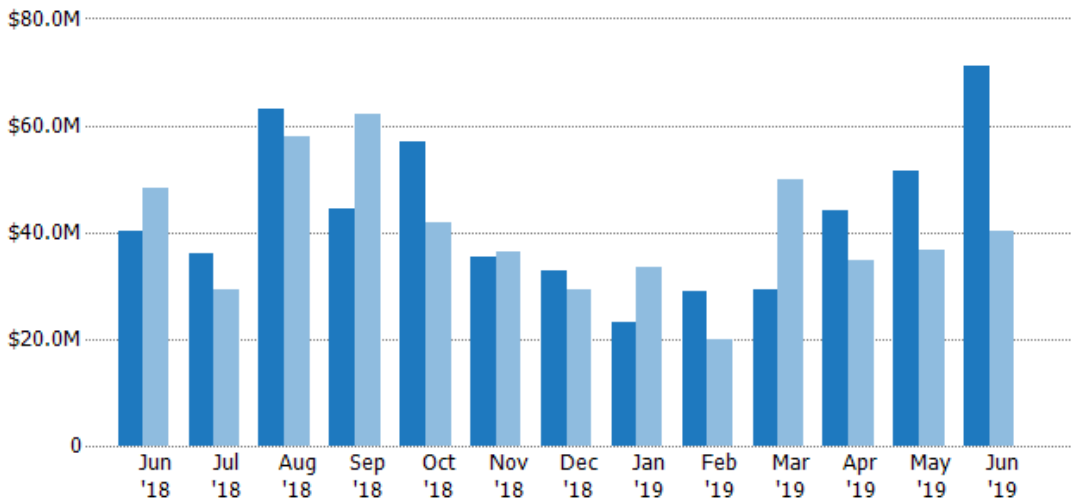
## Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Jun '19	\$71.1M	77%
Jun '18	\$40.1M	-16.5%
Jun '17	\$48.1M	-2.1%



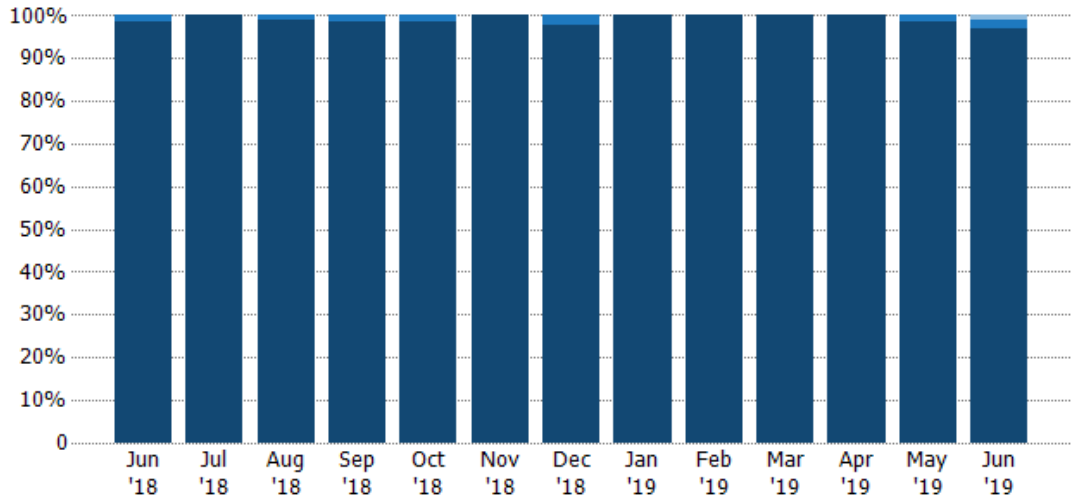
	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Current Year	\$40.1M	\$35.9M	\$63M	\$44.5M	\$56.9M	\$35.3M	\$32.8M	\$23.2M	\$28.9M	\$29.1M	\$44.2M	\$51.5M	\$71.1M
Prior Year	\$48.1M	\$29.4M	\$57.8M	\$62.3M	\$41.7M	\$36.5M	\$29.4M	\$33.4M	\$20M	\$49.9M	\$34.7M	\$36.5M	\$40.1M
Percent Change from Prior Year	-17%	22%	9%	-28%	37%	-3%	11%	-30%	45%	-42%	27%	41%	77%



### Closed Sales by Property Type

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

Filters Used  
County: 6 Selected

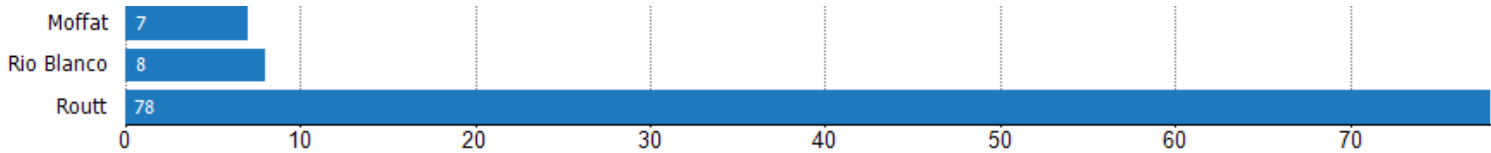


Property Type	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19
Other	-	-	-	-	-	-	-	-	-	-	-	-	1%
Farm/Ranch	1%	-	1%	2%	1%	-	2%	-	-	-	-	1%	2%
Single Family Residence	99%	100%	99%	98%	99%	100%	98%	100%	100%	100%	100%	99%	97%

### Closed Sales (By County)

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

Filters Used: County: 6 Selected

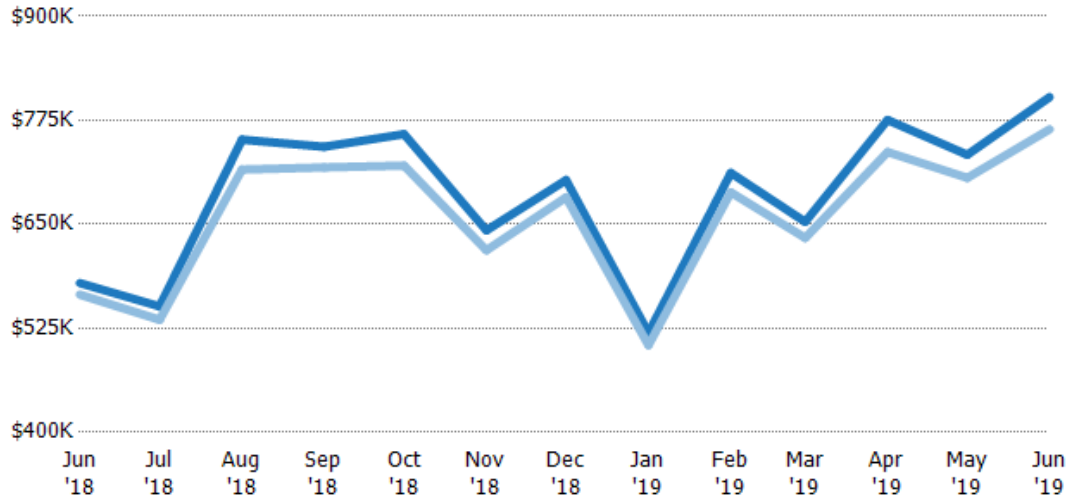


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



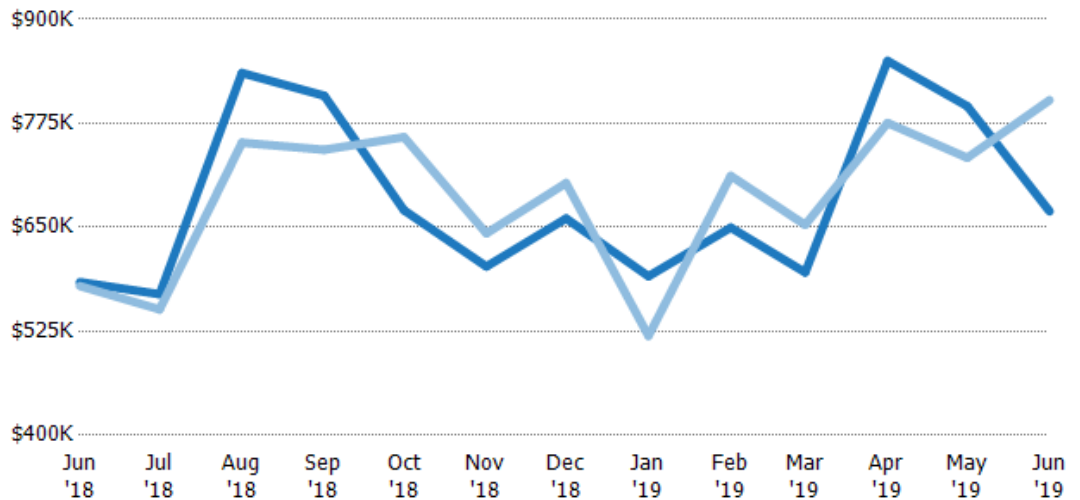
Avg List Price	\$579K	\$551K	\$752K	\$743K	\$758K	\$643K	\$703K	\$519K	\$712K	\$653K	\$775K	\$734K	\$803K
Avg Sales Price	\$565K	\$535K	\$716K	\$718K	\$721K	\$619K	\$682K	\$505K	\$688K	\$634K	\$737K	\$706K	\$764K
Avg Sales Price as a % of Avg List Price	98%	97%	95%	97%	95%	96%	97%	97%	97%	97%	95%	96%	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



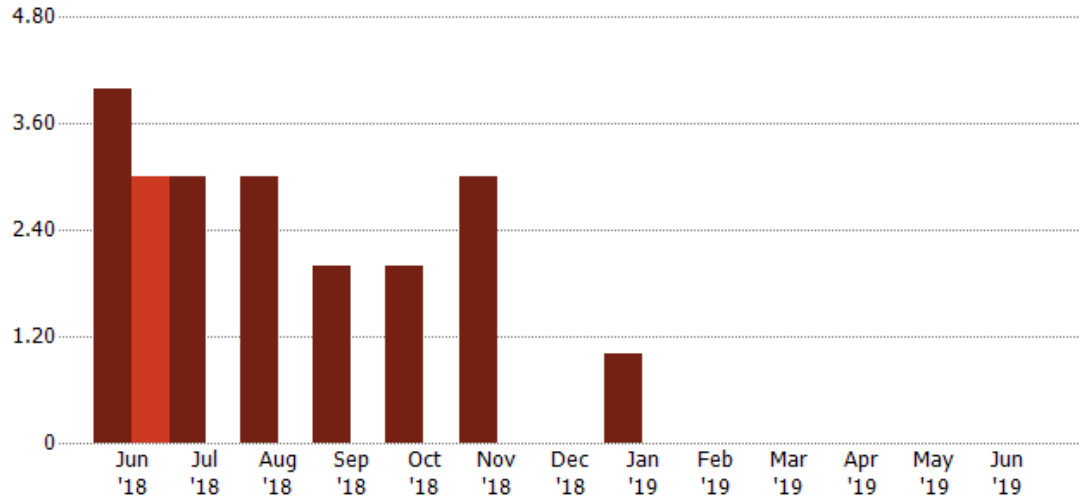
Avg Est Value	\$584K	\$570K	\$835K	\$808K	\$670K	\$603K	\$661K	\$591K	\$650K	\$596K	\$850K	\$796K	\$669K
Avg Sales Price	\$579K	\$551K	\$752K	\$743K	\$758K	\$643K	\$703K	\$519K	\$712K	\$653K	\$775K	\$734K	\$803K
Avg Sales Price as a % of Avg Est Value	99%	97%	90%	92%	113%	107%	106%	88%	110%	110%	91%	92%	120%

## 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	4	3	3	2	2	3	-	1	-	-	-	-	-
Prior Year	3	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	33%	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:** 07/06/2019

**Scheduled:** Yes

**Report Date Range:** From 6/2018 To: 6/2019

### 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 6/2019 data

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