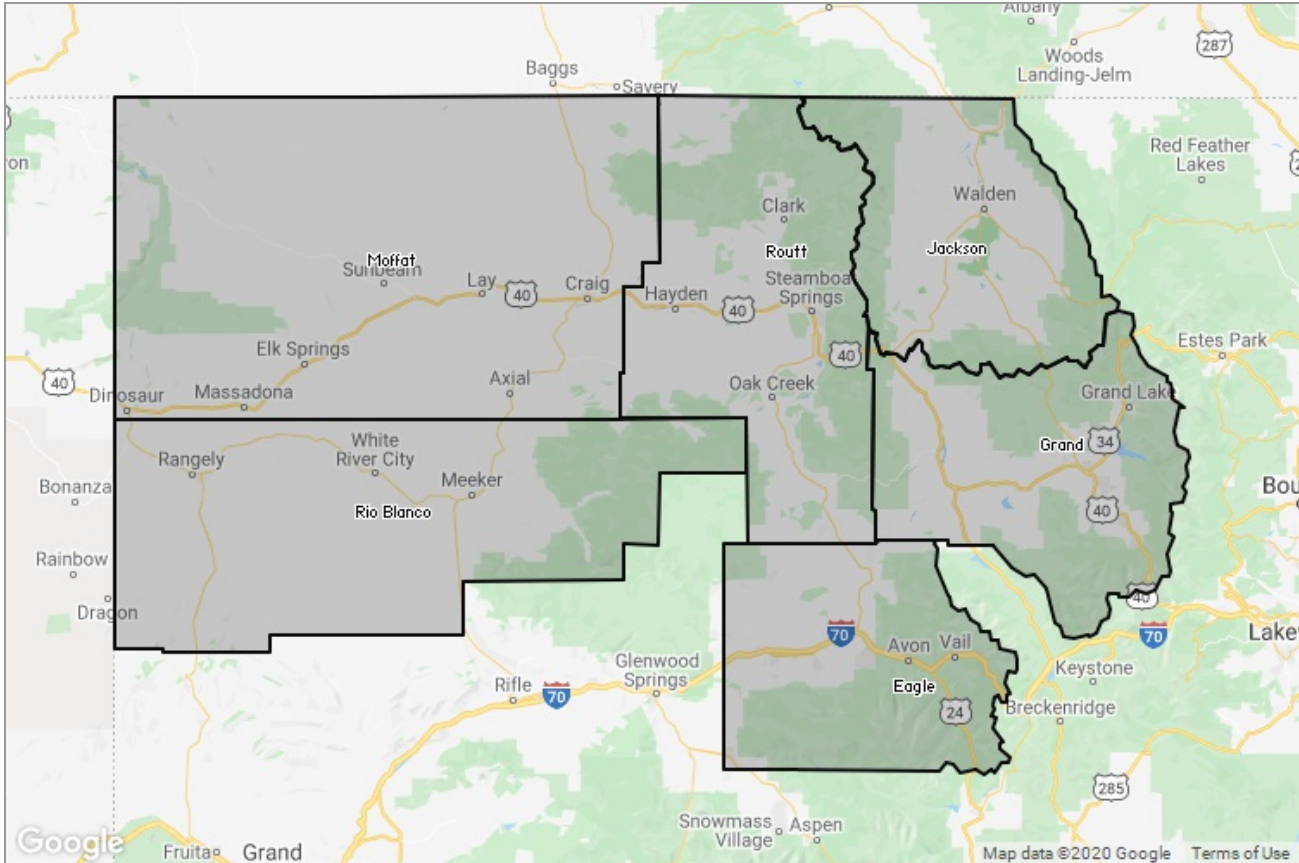




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
3/2019 – 3/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 04/06/2020

**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

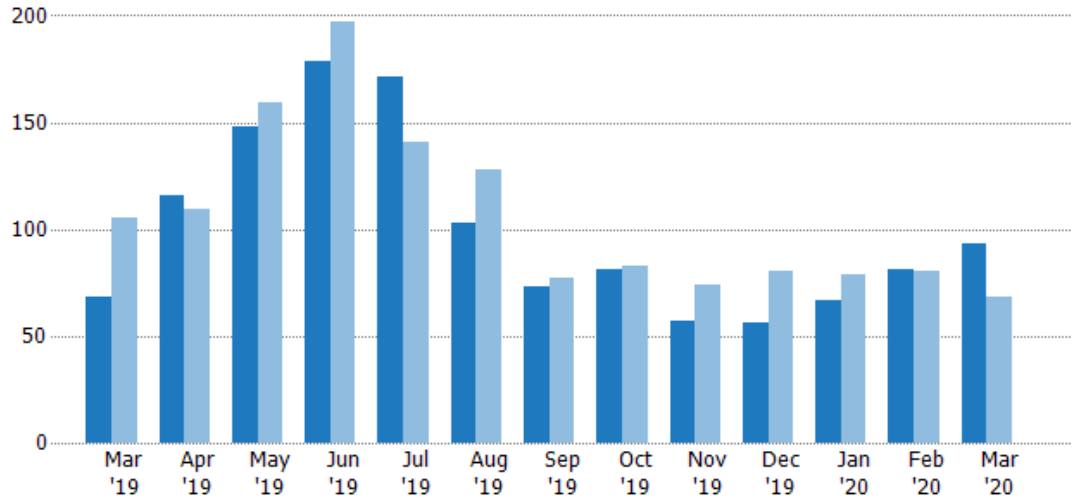
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '20	93	36.8%
Mar '19	68	-35.2%
Mar '18	105	21%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	68	116	148	179	171	103	73	81	57	56	67	81	93
Prior Year	105	109	159	197	141	128	77	83	74	80	79	80	68
Percent Change from Prior Year	-35%	6%	-7%	-9%	21%	-20%	-5%	-2%	-23%	-30%	-15%	1%	37%

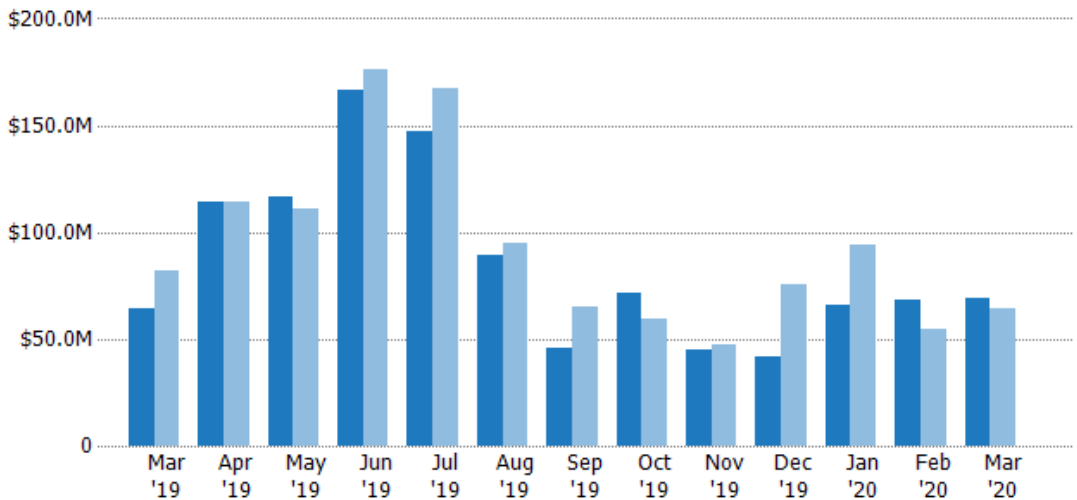
## New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '20	\$69.4M	8.4%
Mar '19	\$64M	-22.2%
Mar '18	\$82.2M	64.6%



	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	\$64M	\$114M	\$117M	\$166M	\$147M	\$89.5M	\$45.6M	\$71.7M	\$44.6M	\$41.7M	\$65.7M	\$68.2M	\$69.4M
Prior Year	\$82.2M	\$115M	\$111M	\$176M	\$167M	\$94.6M	\$65.4M	\$59.2M	\$47M	\$75.3M	\$94M	\$54.4M	\$64M
Percent Change from Prior Year	-22%	0%	5%	-6%	-12%	-5%	-30%	21%	-5%	-45%	-30%	25%	8%

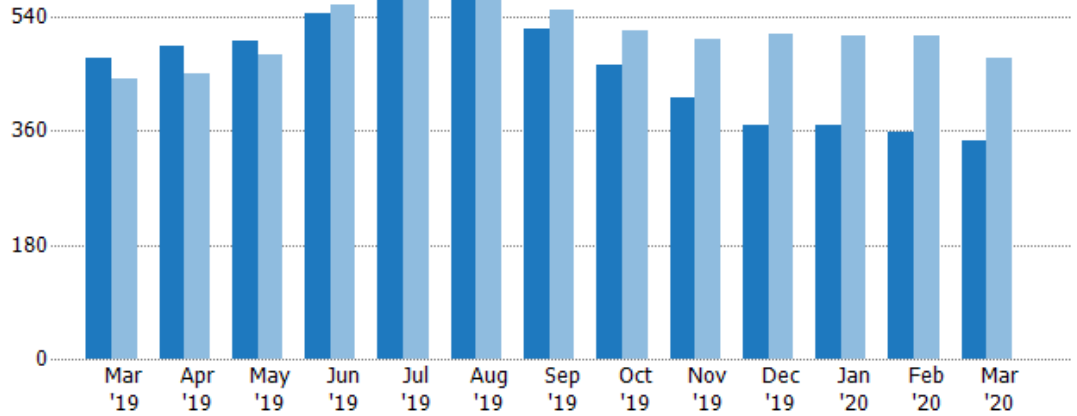
## Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '20	344	-27.4%
Mar '19	474	7.5%
Mar '18	441	28.3%



Current Year	474	494	502	546	605	575	520	463	411	370	368	358	344
Prior Year	441	449	479	558	581	583	552	518	505	513	511	510	474
Percent Change from Prior Year	7%	10%	5%	-2%	4%	-1%	-6%	-11%	-19%	-28%	-28%	-30%	-27%

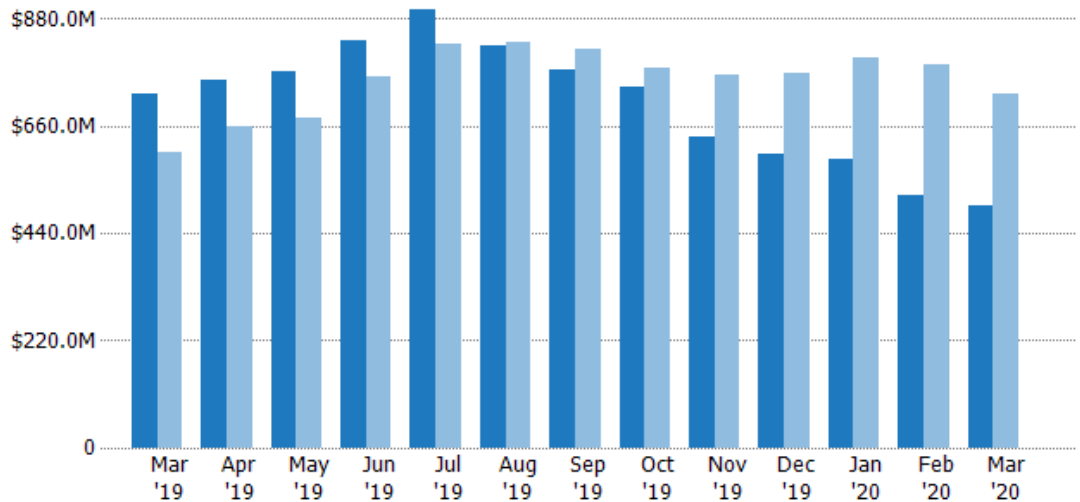
## Active Listing Volume

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.
Mar '20	\$497M	-31.4%
Mar '19	\$725M	19.8%
Mar '18	\$605M	1.4%



Current Year	\$725M	\$753M	\$773M	\$835M	\$898M	\$825M	\$774M	\$740M	\$640M	\$601M	\$591M	\$518M	\$497M
Prior Year	\$605M	\$659M	\$678M	\$763M	\$829M	\$833M	\$817M	\$779M	\$767M	\$770M	\$801M	\$785M	\$725M
Percent Change from Prior Year	20%	14%	14%	9%	8%	-1%	-5%	-5%	-17%	-22%	-26%	-34%	-31%

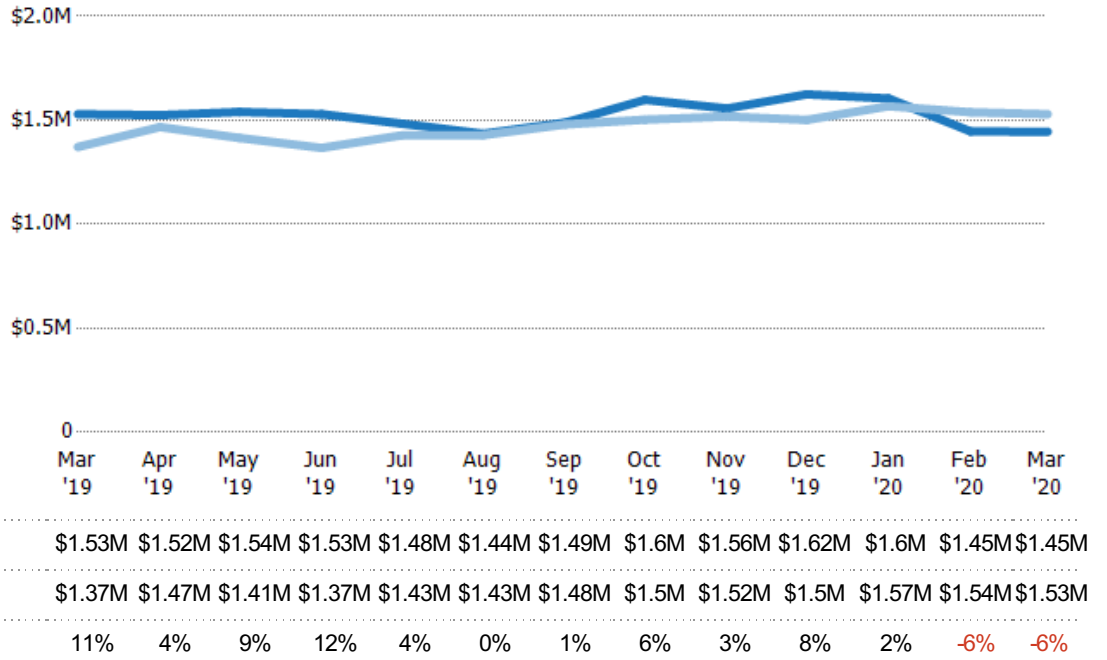
## Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Mar '20	\$1.45M	-5.5%
Mar '19	\$1.53M	11.5%
Mar '18	\$1.37M	-21%



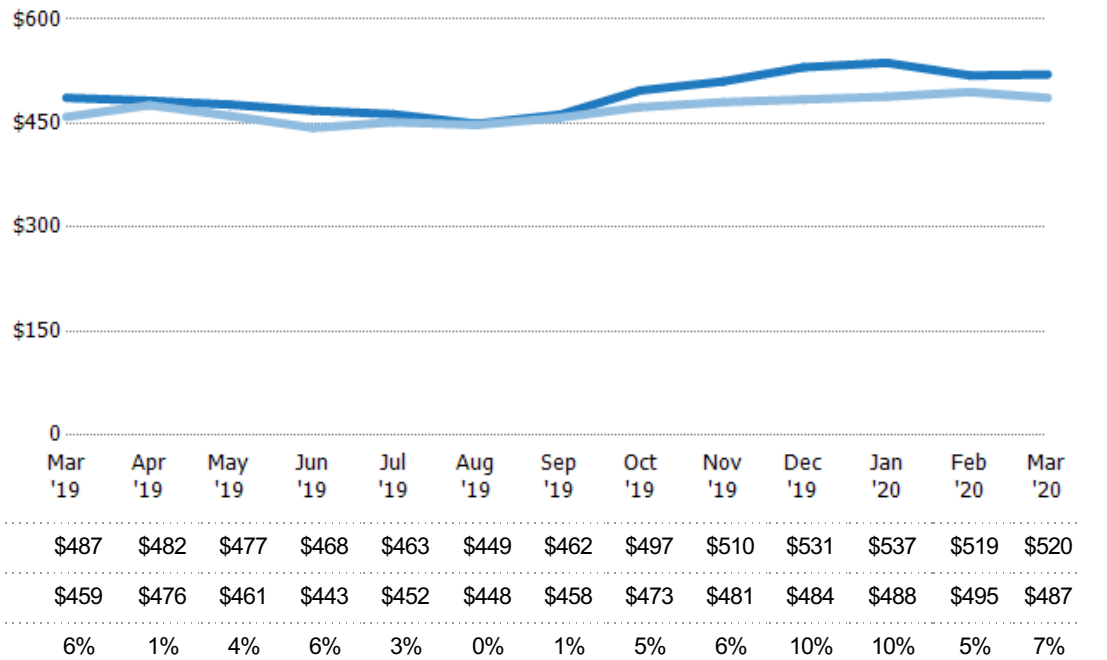
## Average Listing Price per Sq Ft

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.
Mar '20	\$520	6.9%
Mar '19	\$487	6%
Mar '18	\$459	-14.5%

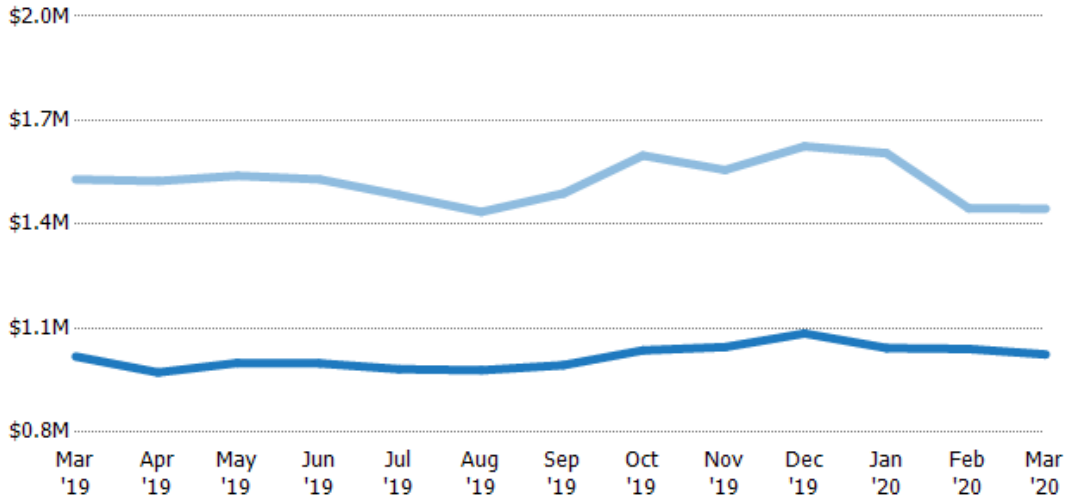


## Average Listing Price vs Average Est Value

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	\$1.02M	\$973K	\$1,000K	\$999K	\$982K	\$979K	\$994K	\$1.04M	\$1.05M	\$1.08M	\$1.04M	\$1.04M	\$1.02M
Avg Listing Price	\$1.53M	\$1.52M	\$1.54M	\$1.53M	\$1.48M	\$1.44M	\$1.49M	\$1.6M	\$1.56M	\$1.62M	\$1.6M	\$1.45M	\$1.45M
Avg Listing Price as a % of Avg Est Value	150%	157%	154%	153%	151%	147%	150%	154%	149%	150%	154%	139%	141%

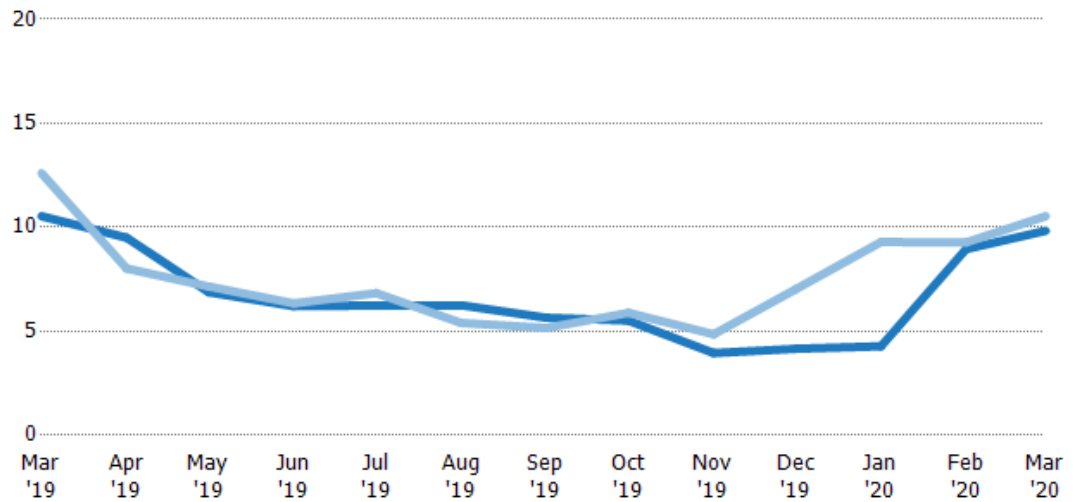
## Months of Inventory

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.
Mar '20	9.83	-6.7%
Mar '19	10.5	-16.4%
Mar '18	12.6	4.5%



Current Year	10.5	9.5	6.88	6.2	6.24	6.25	5.65	5.51	3.95	4.16	4.28	8.95	9.83
Prior Year	12.6	8.02	7.15	6.34	6.84	5.4	5.16	5.89	4.86	7.03	9.29	9.27	10.5
Percent Change from Prior Year	-16%	18%	-4%	-2%	-9%	16%	10%	-6%	-19%	-41%	-54%	-3%	-7%

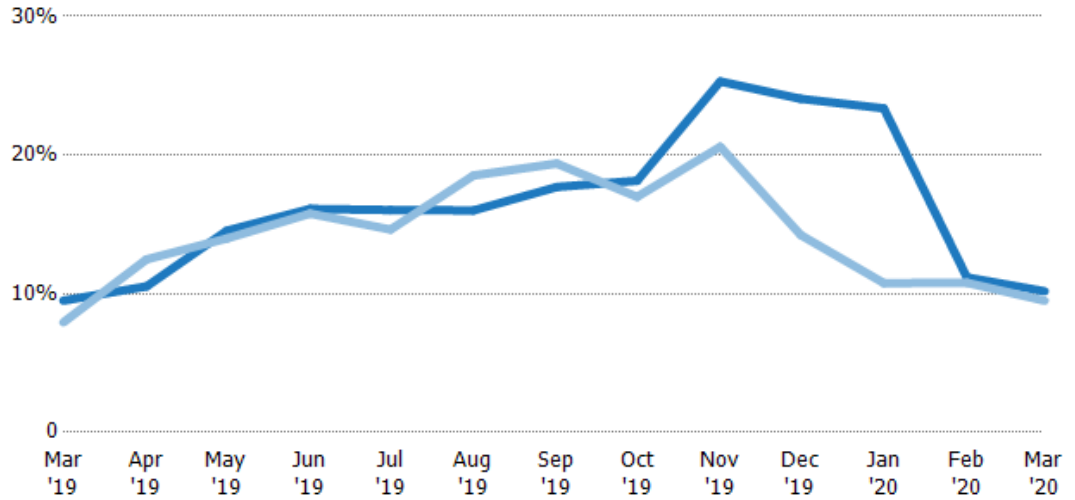
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Mar '20	10%	-0.7%
Mar '19	9%	-1.6%
Mar '18	8%	-4.3%

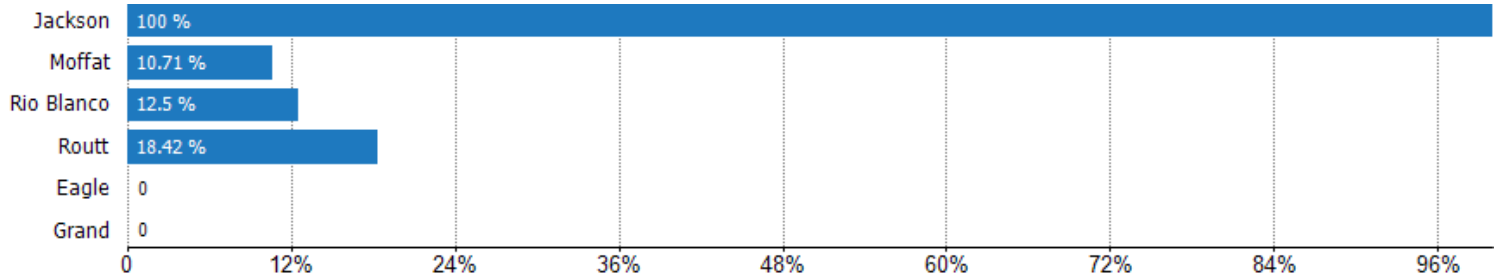


	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20
Current Year	9%	11%	15%	16%	16%	16%	18%	18%	25%	24%	23%	11%	10%
Prior Year	8%	12%	14%	16%	15%	19%	19%	17%	21%	14%	11%	11%	9%
Change from Prior Year	-2%	2%	-1%	0%	-1%	3%	2%	-1%	-5%	-10%	-13%	0%	-1%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



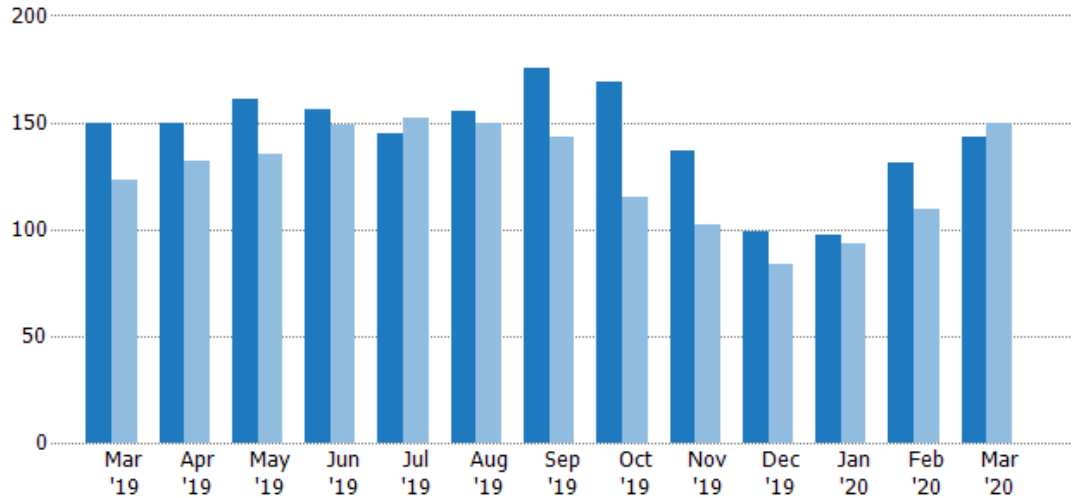
## Pending Sales

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.
Mar '20	143	-4.7%
Mar '19	150	22%
Mar '18	123	2.4%



Current Year	150	150	161	156	145	155	175	169	137	99	97	131	143
Prior Year	123	132	135	149	152	150	143	115	102	84	93	109	150
Percent Change from Prior Year	22%	14%	19%	5%	-5%	3%	22%	47%	34%	18%	4%	20%	-5%

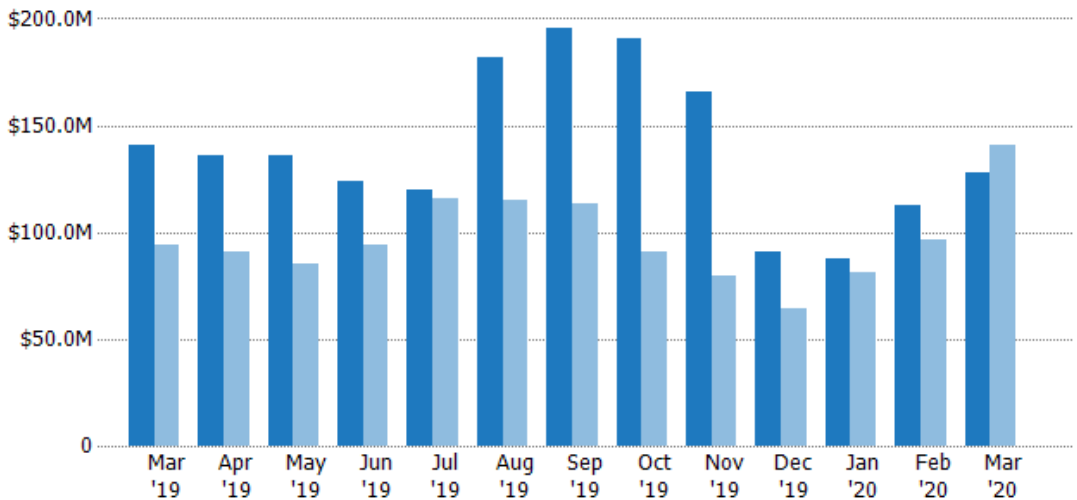
## Pending Sales Volume

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.
Mar '20	\$128M	-9.5%
Mar '19	\$141M	50.2%
Mar '18	\$93.9M	-5.7%



Current Year	\$141M	\$136M	\$136M	\$124M	\$120M	\$182M	\$196M	\$190M	\$166M	\$90.4M	\$87.4M	\$113M	\$128M
Prior Year	\$93.9M	\$91.1M	\$84.9M	\$94.2M	\$116M	\$115M	\$113M	\$90.9M	\$80M	\$64M	\$81.2M	\$96.4M	\$141M
Percent Change from Prior Year	50%	50%	60%	31%	4%	58%	72%	109%	107%	41%	8%	17%	-10%

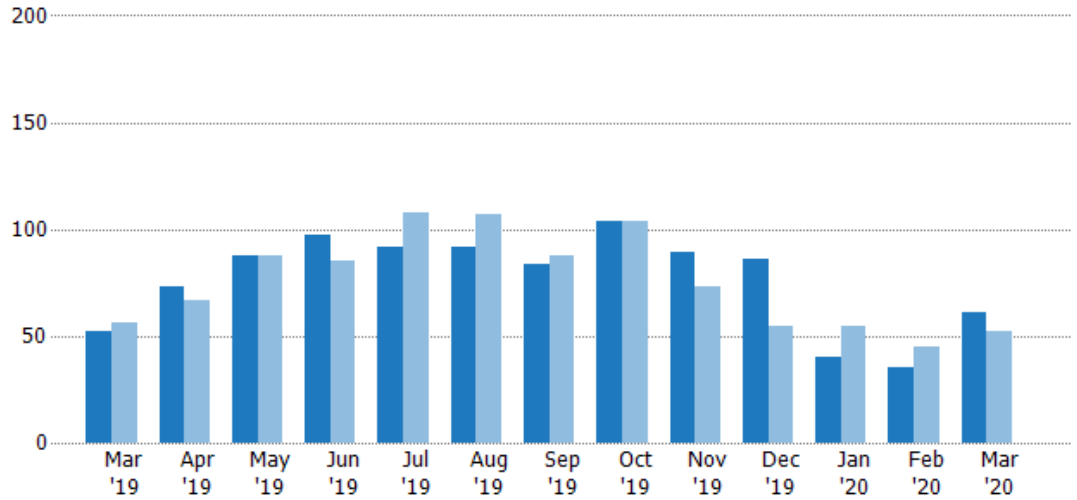
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Mar '20	61	17.3%
Mar '19	52	-7.1%
Mar '18	56	28.6%



Current Year	52	73	88	97	92	92	84	104	89	86	40	35	61
Prior Year	56	67	88	85	108	107	88	104	73	55	55	45	52
Percent Change from Prior Year	-7%	9%	0%	14%	-15%	-14%	-5%	0%	22%	56%	-27%	-22%	17%

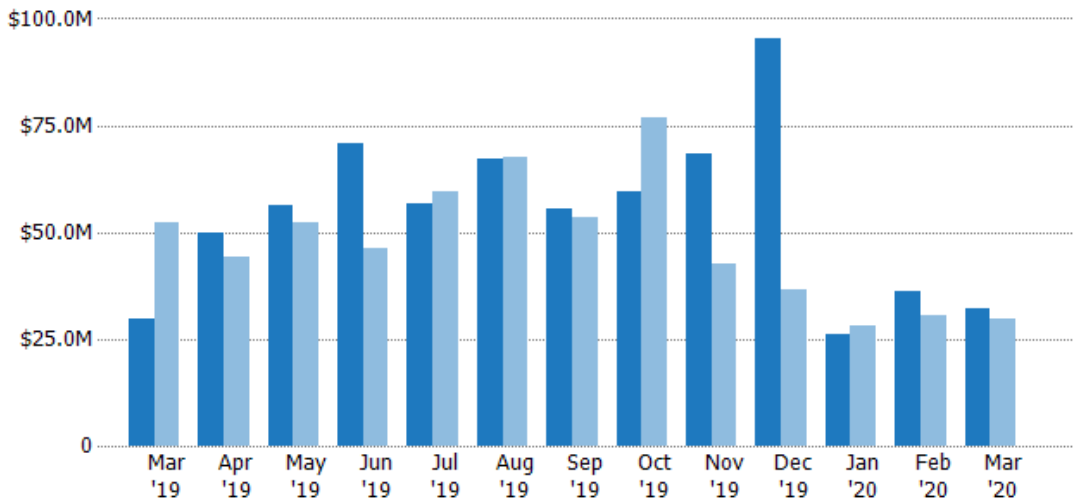
## Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Mar '20	\$32.1M	8.4%
Mar '19	\$29.6M	-43.4%
Mar '18	\$52.3M	-18.4%



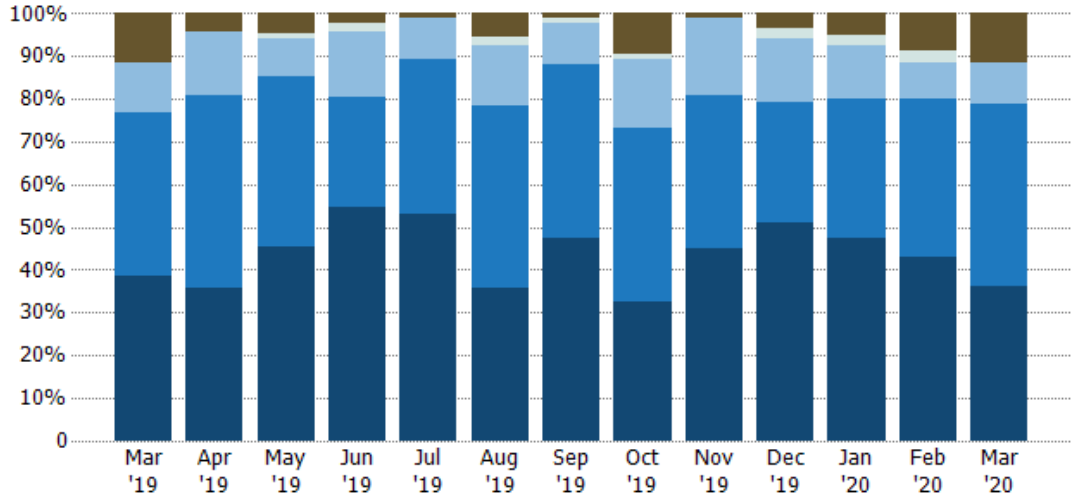
Current Year	\$29.6M	\$50M	\$56.3M	\$70.7M	\$56.8M	\$67.1M	\$55.4M	\$59.7M	\$68.5M	\$95.3M	\$26.2M	\$36.2M	\$32.1M
Prior Year	\$52.3M	\$44.1M	\$52.2M	\$46.3M	\$59.6M	\$67.7M	\$53.5M	\$76.8M	\$42.7M	\$36.7M	\$28.3M	\$30.5M	\$29.6M
Percent Change from Prior Year	-43%	13%	8%	53%	-5%	-1%	4%	-22%	60%	160%	-7%	19%	8%



## Closed Sales by Property Type

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

Filters Used  
County: 6 Selected

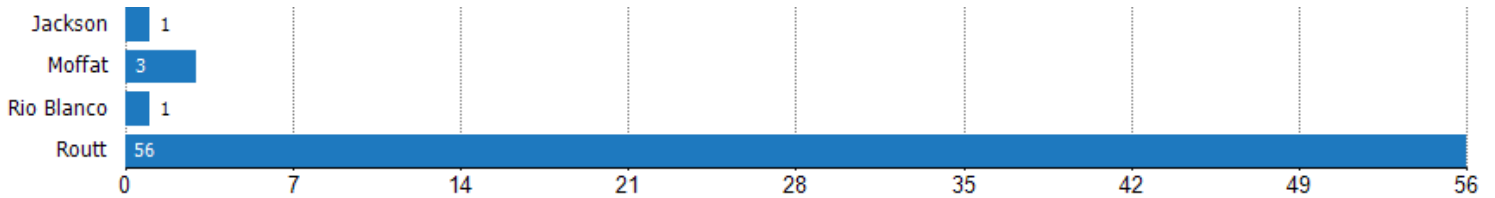


Coop	12%	4%	5%	2%	1%	5%	1%	10%	1%	3%	5%	9%	11%
Farm/Ranch	-	-	1%	2%	-	2%	1%	1%	-	2%	3%	3%	-
Multifamily/Multiplex	12%	15%	9%	15%	10%	14%	10%	16%	18%	15%	13%	9%	10%
Condo/Townhouse	38%	45%	40%	26%	36%	42%	40%	40%	36%	28%	33%	37%	43%
Single Family Residence	38%	36%	45%	55%	53%	36%	48%	33%	45%	51%	48%	43%	36%

## Closed Sales (By County)

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

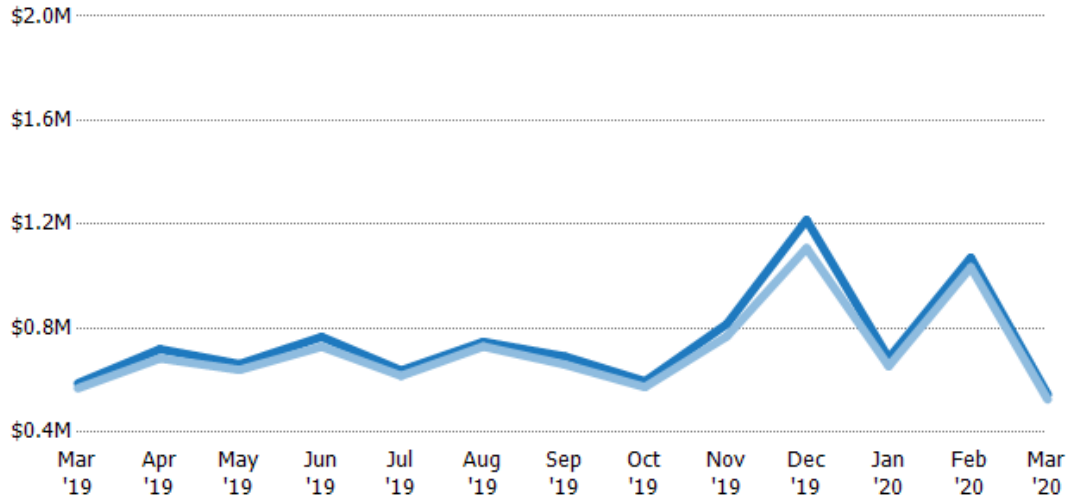
Filters Used: County: 6 Selected



### 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

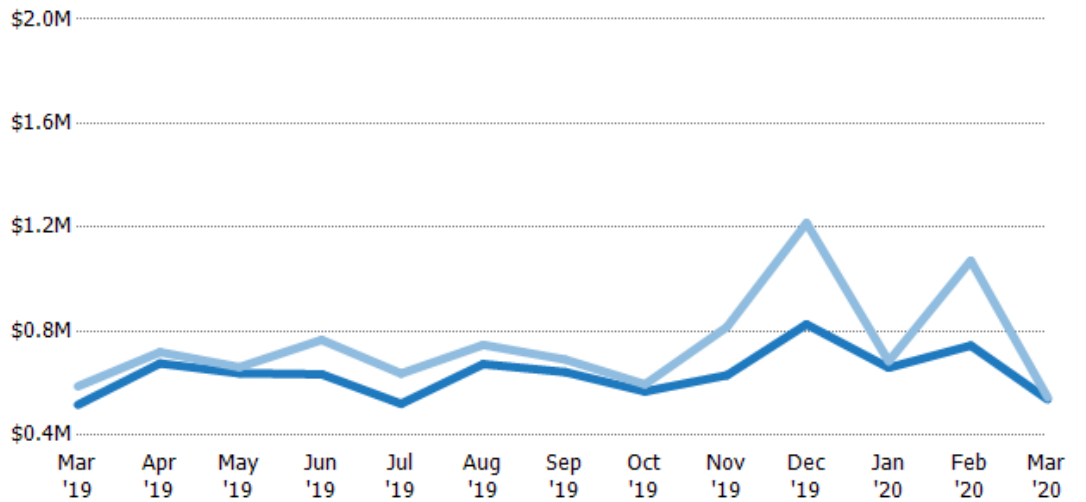


Avg List Price	\$588K	\$720K	\$662K	\$767K	\$637K	\$748K	\$691K	\$596K	\$817K	\$1.22M	\$685K	\$1.07M	\$545K
Avg Sales Price	\$569K	\$684K	\$640K	\$729K	\$617K	\$730K	\$660K	\$574K	\$770K	\$1.11M	\$654K	\$1.03M	\$526K
Avg Sales Price as a % of Avg List Price	97%	95%	97%	95%	97%	98%	96%	96%	94%	91%	96%	97%	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

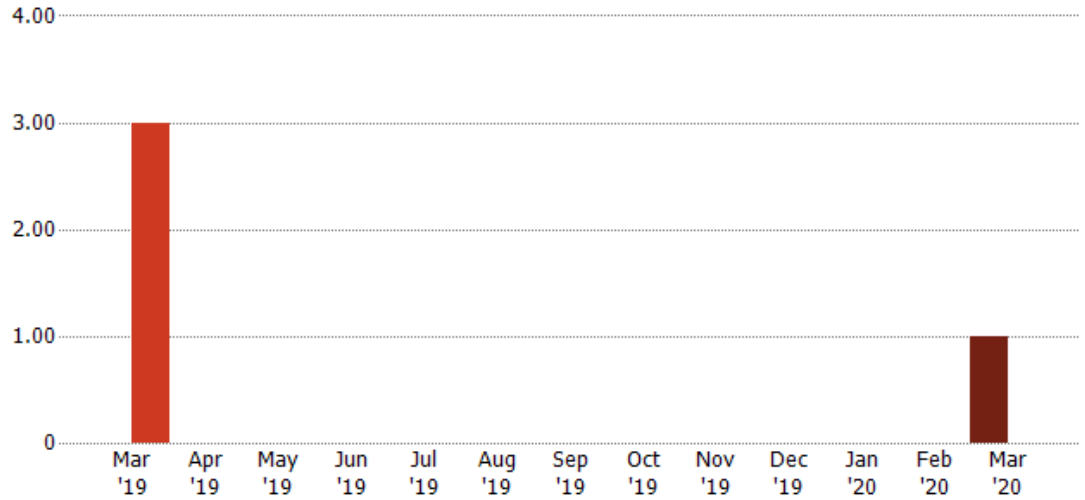


Avg Est Value	\$517K	\$676K	\$638K	\$634K	\$521K	\$674K	\$643K	\$568K	\$631K	\$827K	\$660K	\$745K	\$538K
Avg Sales Price	\$588K	\$720K	\$662K	\$767K	\$637K	\$748K	\$691K	\$596K	\$817K	\$1.22M	\$685K	\$1.07M	\$545K
Avg Sales Price as a % of Avg Est Value	114%	106%	104%	121%	122%	111%	107%	105%	129%	147%	104%	144%	101%

## Distressed Listings

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

Filters Used  
County: 6 Selected

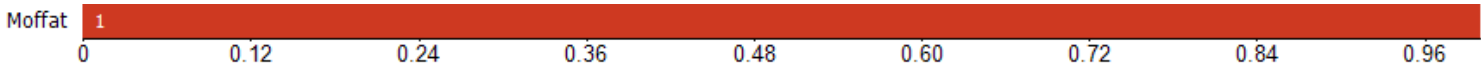


Current Year	-	-	-	-	-	-	-	-	-	-	-	-	-	1
Prior Year	3	-	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	-	-	-	-	-	-	100%

## Distressed Listings (By County)

The number of distressed single-family, condominium and townhome properties that were for sale at the end of the last month by county.

Filters Used: County: 6 Selected



## 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:** 04/06/2020

**Scheduled:** Yes

**Report Date Range:** From 3/2019 To: 3/2020

### 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 3/2020 data

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