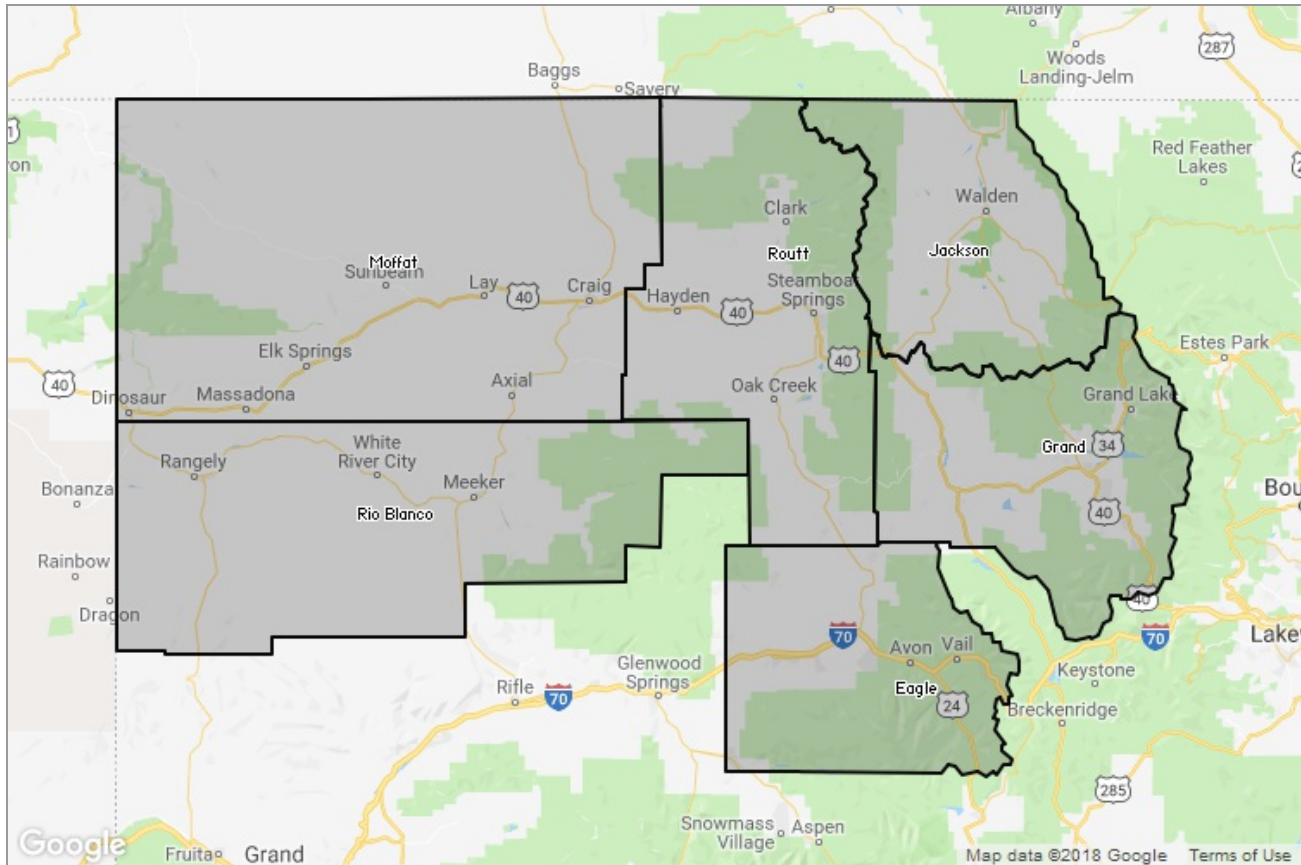




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
11/2017 – 11/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 12/05/2018

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

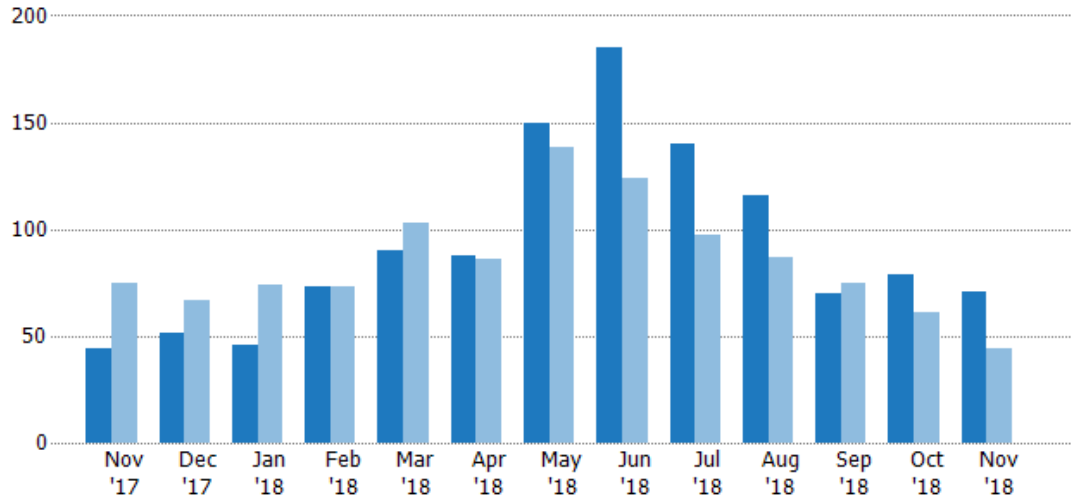
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '18	71	61.4%
Nov '17	44	-41.3%
Nov '16	75	-45.3%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	44	51	46	73	90	88	150	185	140	116	70	79	71
Prior Year	75	67	74	73	103	86	138	124	97	87	75	61	44
Percent Change from Prior Year	-41%	-24%	-38%	0%	-13%	2%	9%	49%	44%	33%	-7%	30%	61%

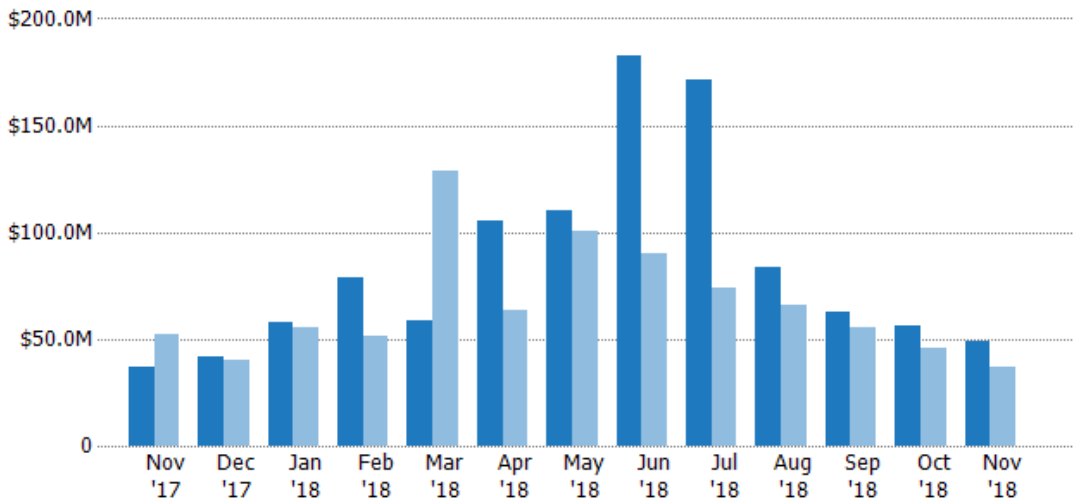
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Nov '18	\$49.1M	31.7%
Nov '17	\$37.3M	-28.8%
Nov '16	\$52.3M	-51.5%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$37.3M	\$41.8M	\$57.5M	\$79.1M	\$58.7M	\$106M	\$110M	\$183M	\$171M	\$83.9M	\$62.5M	\$56.3M	\$49.1M
Prior Year	\$52.3M	\$39.8M	\$55.5M	\$51.7M	\$128M	\$63.4M	\$101M	\$89.9M	\$74M	\$65.6M	\$55.4M	\$45.7M	\$37.3M
Percent Change from Prior Year	-29%	5%	4%	53%	-54%	66%	9%	104%	132%	28%	13%	23%	32%

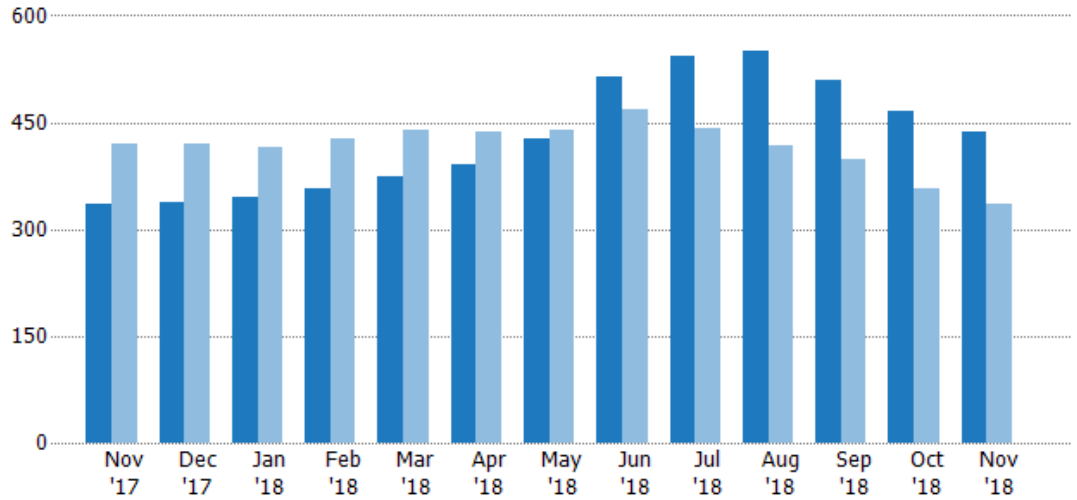
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '18	436	29.8%
Nov '17	336	-20.2%
Nov '16	421	-2.1%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	336	338	344	357	375	390	427	513	543	551	509	465	436
Prior Year	421	421	416	427	438	436	439	467	442	418	397	357	336
Percent Change from Prior Year	-20%	-20%	-17%	-16%	-14%	-11%	-3%	10%	23%	32%	28%	30%	30%

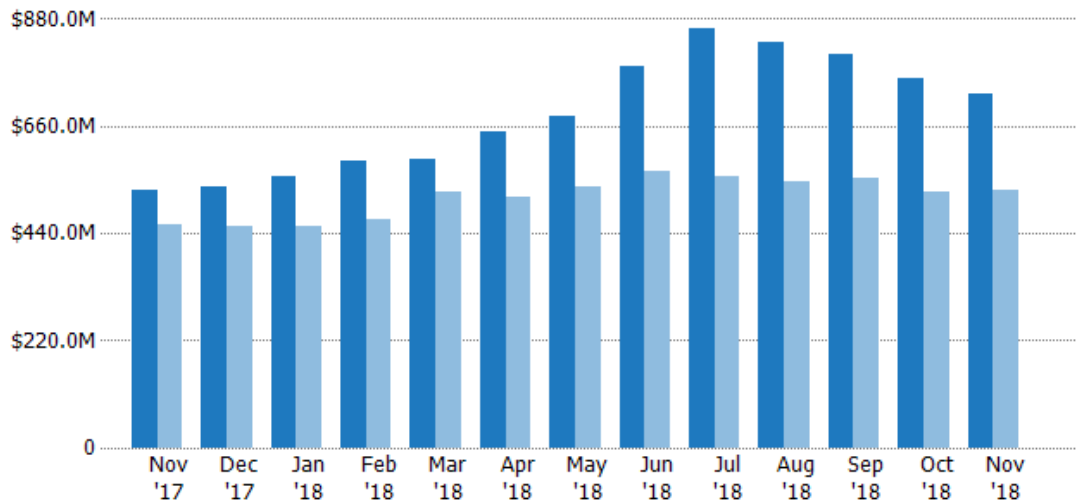
Active Listing Volume

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.
Nov '18	\$726M	37.7%
Nov '17	\$527M	15.3%
Nov '16	\$457M	-22.5%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$527M	\$535M	\$558M	\$587M	\$592M	\$648M	\$680M	\$783M	\$861M	\$833M	\$808M	\$758M	\$726M
Prior Year	\$457M	\$455M	\$454M	\$468M	\$526M	\$514M	\$537M	\$566M	\$556M	\$548M	\$552M	\$525M	\$527M
Percent Change from Prior Year	15%	18%	23%	25%	12%	26%	27%	38%	55%	52%	46%	44%	38%

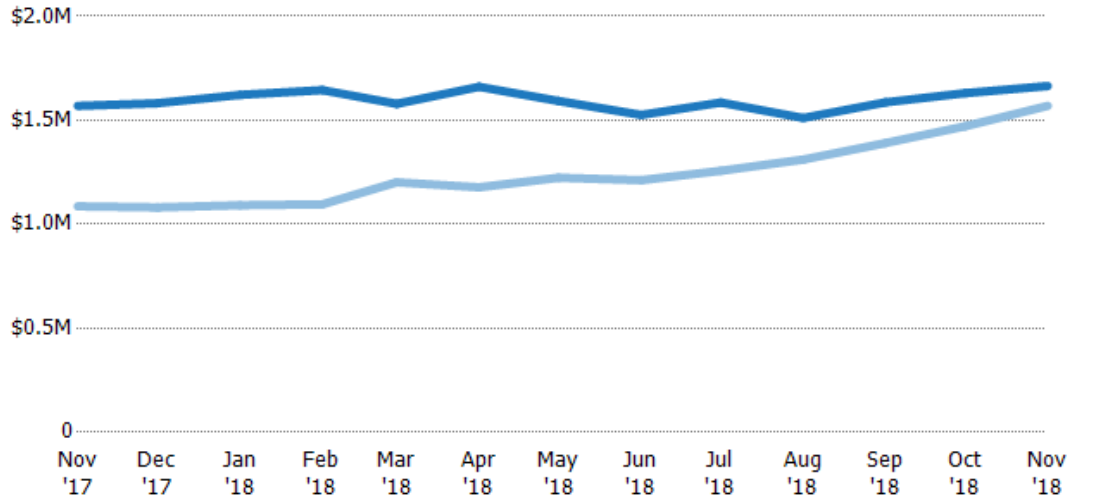
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Nov '18	\$1.66M	6.1%
Nov '17	\$1.57M	44.5%
Nov '16	\$1.09M	-20.8%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$1.57M	\$1.58M	\$1.62M	\$1.64M	\$1.58M	\$1.66M	\$1.59M	\$1.53M	\$1.59M	\$1.51M	\$1.59M	\$1.63M	\$1.66M
Prior Year	\$1.09M	\$1.08M	\$1.09M	\$1.1M	\$1.2M	\$1.18M	\$1.22M	\$1.21M	\$1.26M	\$1.31M	\$1.39M	\$1.47M	\$1.57M
Percent Change from Prior Year	44%	46%	49%	50%	31%	41%	30%	26%	26%	15%	14%	11%	6%

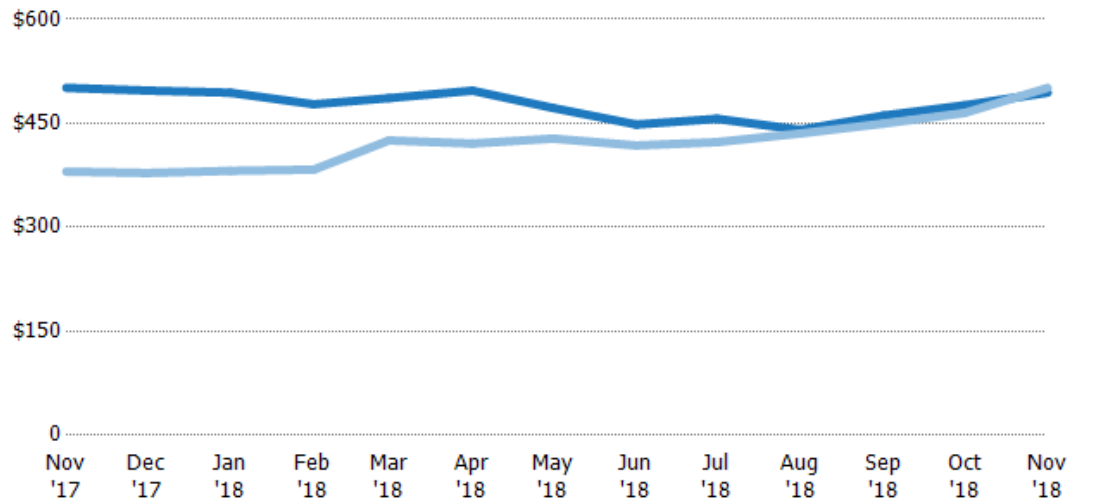
Average Listing Price per Sq Ft

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.
Nov '18	\$494	-1.4%
Nov '17	\$501	31.8%
Nov '16	\$380	-9.9%



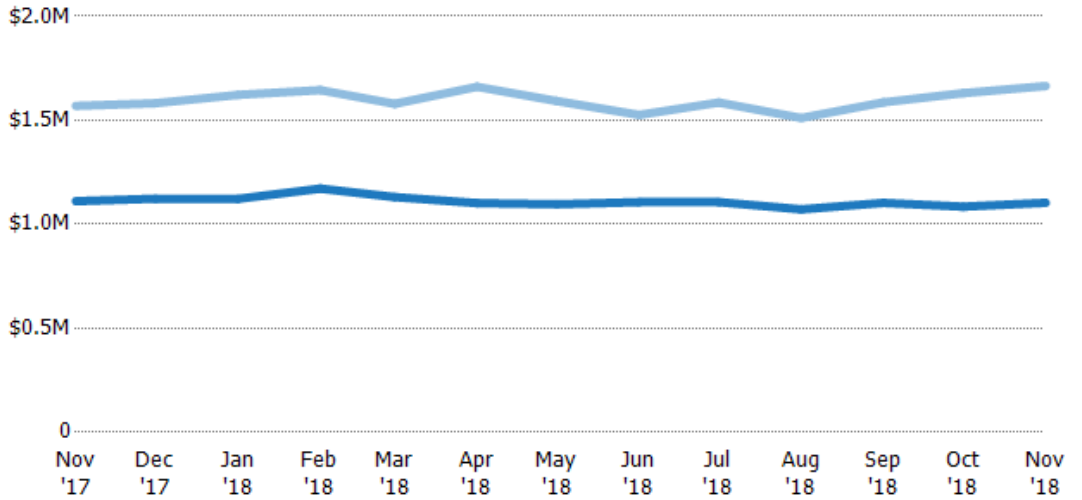
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$501	\$497	\$494	\$477	\$486	\$497	\$472	\$448	\$456	\$441	\$461	\$476	\$494
Prior Year	\$380	\$378	\$381	\$383	\$425	\$421	\$428	\$418	\$423	\$435	\$450	\$465	\$501
Percent Change from Prior Year	32%	31%	30%	25%	14%	18%	10%	7%	8%	1%	3%	2%	-1%

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



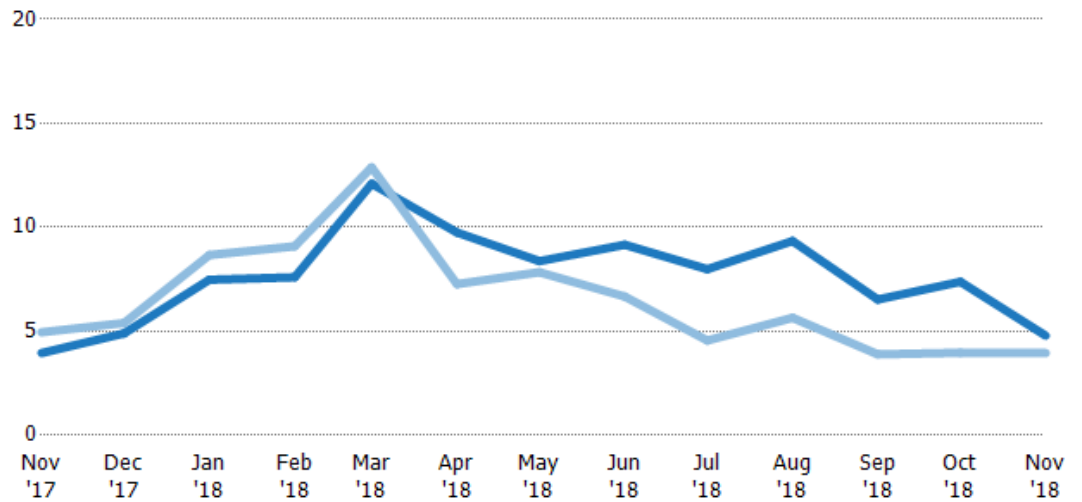
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$1.11M	\$1.12M	\$1.12M	\$1.17M	\$1.13M	\$1.1M	\$1.1M	\$1.11M	\$1.11M	\$1.07M	\$1.1M	\$1.08M	\$1.1M
Avg Listing Price	\$1.57M	\$1.58M	\$1.62M	\$1.64M	\$1.58M	\$1.66M	\$1.59M	\$1.53M	\$1.59M	\$1.51M	\$1.59M	\$1.63M	\$1.66M
Avg Listing Price as a % of Avg Est Value	141%	141%	145%	140%	140%	151%	145%	138%	143%	141%	144%	150%	151%

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.
Nov '18	4.79	21.2%
Nov '17	3.95	-20.2%
Nov '16	4.95	28%

	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	3.95	4.9	7.48	7.6	12.1	9.75	8.37	9.16	7.99	9.34	6.53	7.38	4.79
Prior Year	4.95	5.4	8.67	9.09	12.9	7.27	7.84	6.67	4.56	5.65	3.89	3.97	3.95
Percent Change from Prior Year	-20%	-9%	-14%	-16%	-6%	34%	7%	37%	75%	65%	68%	86%	21%

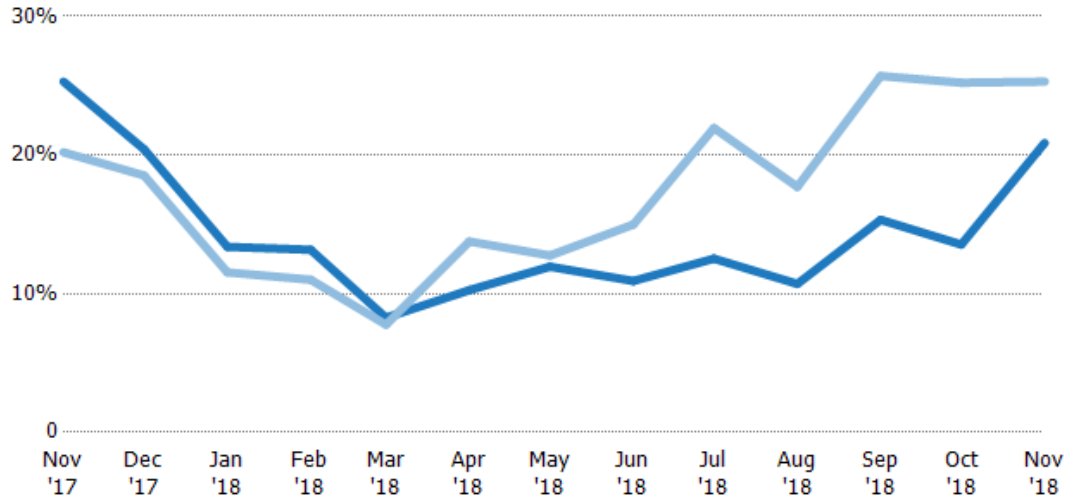
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Nov '18	21%	4.4%
Nov '17	25%	-5.1%
Nov '16	20%	-21.9%

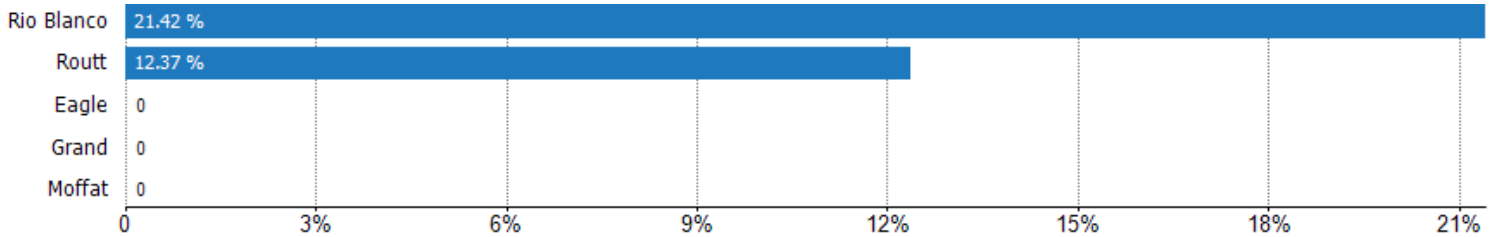


	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	25%	20%	13%	13%	8%	10%	12%	11%	13%	11%	15%	14%	21%
Prior Year	20%	19%	12%	11%	8%	14%	13%	15%	22%	18%	26%	25%	25%
Change from Prior Year	-5%	-2%	-2%	-2%	-1%	4%	1%	4%	9%	7%	10%	12%	4%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



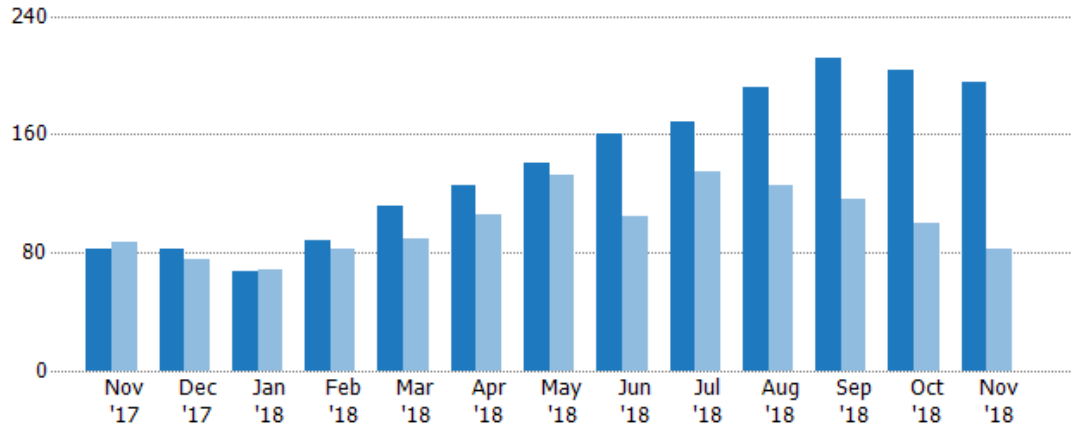
Pending Sales

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.
Nov '18	195	134.9%
Nov '17	83	-4.6%
Nov '16	87	-27.6%



Current Year	83	83	67	88	112	125	141	160	168	192	211	203	195
Prior Year	87	75	68	82	89	106	133	105	135	126	116	100	83
Percent Change from Prior Year	-5%	11%	-1%	7%	26%	18%	6%	52%	24%	52%	82%	103%	135%

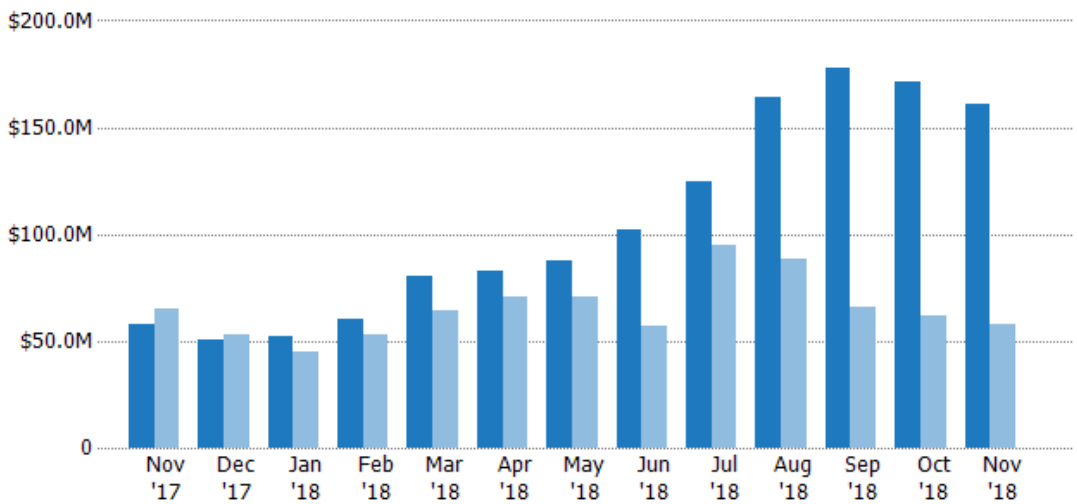
Pending Sales Volume

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.
Nov '18	\$161M	178%
Nov '17	\$58M	-11.4%
Nov '16	\$65.5M	-34.7%



Current Year	\$58M	\$50.4M	\$52.2M	\$60.4M	\$80.2M	\$82.8M	\$87.3M	\$102M	\$125M	\$164M	\$178M	\$171M	\$161M
Prior Year	\$65.5M	\$53M	\$45M	\$53M	\$64.6M	\$70.9M	\$71.1M	\$56.9M	\$94.9M	\$88.1M	\$65.6M	\$62M	\$58M
Percent Change from Prior Year	-11%	-5%	16%	14%	24%	17%	23%	80%	31%	86%	171%	176%	178%

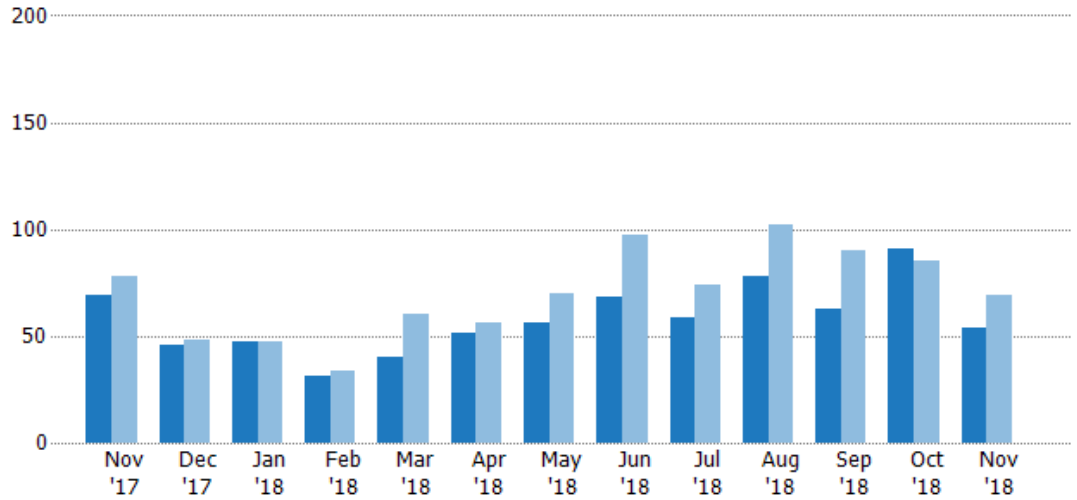
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Nov '18	54	-21.7%
Nov '17	69	-11.5%
Nov '16	78	-35.9%



	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	69	46	47	31	40	51	56	68	59	78	63	91	54
Prior Year	78	48	47	34	60	56	70	97	74	102	90	85	69
Percent Change from Prior Year	-12%	-4%	0%	-9%	-33%	-9%	-20%	-30%	-20%	-24%	-30%	7%	-22%

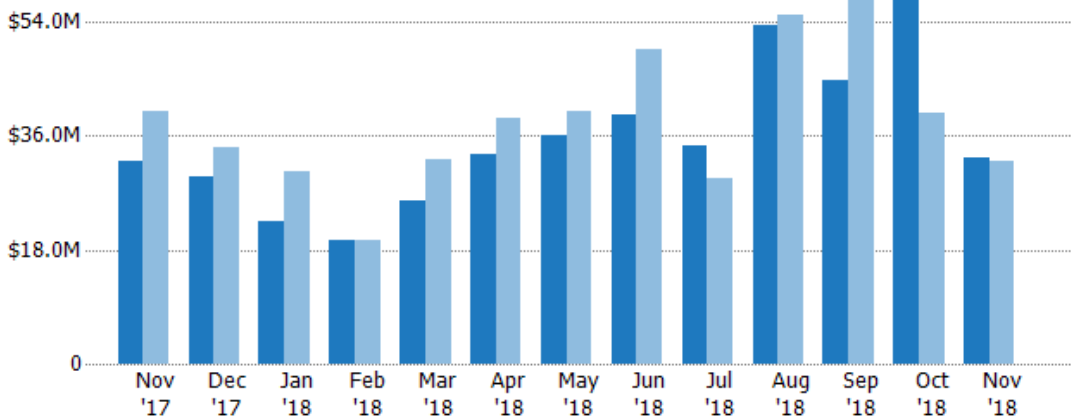
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Nov '18	\$32.7M	1.8%
Nov '17	\$32.1M	-19.3%
Nov '16	\$39.8M	-32.6%

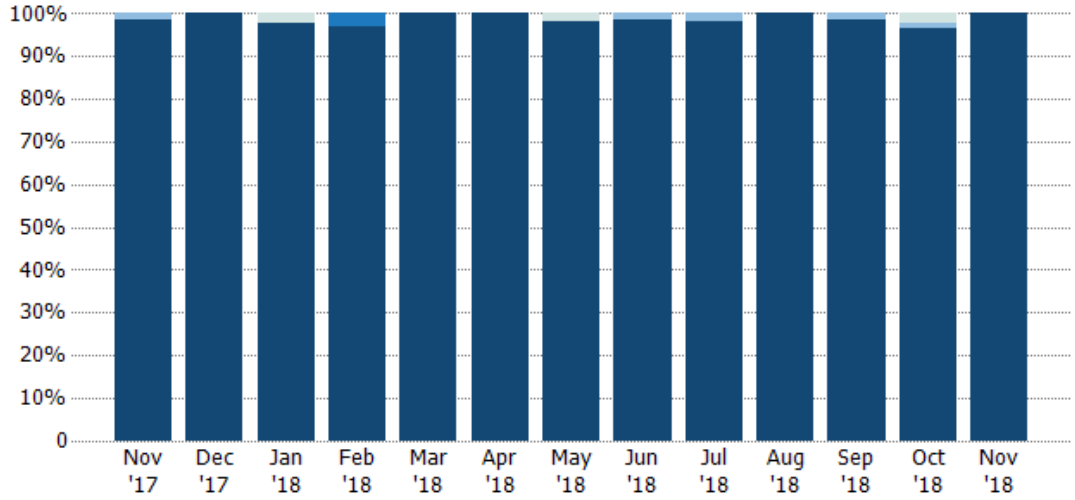


	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Current Year	\$32.1M	\$29.7M	\$22.6M	\$19.5M	\$25.9M	\$33.2M	\$36.2M	\$39.3M	\$34.3M	\$53.6M	\$44.9M	\$68.6M	\$32.7M
Prior Year	\$39.8M	\$34.1M	\$30.4M	\$19.4M	\$32.3M	\$38.7M	\$39.9M	\$49.6M	\$29.2M	\$55.1M	\$61.6M	\$39.6M	\$32.1M
Percent Change from Prior Year	-19%	-13%	-26%	1%	-20%	-14%	-9%	-21%	18%	-3%	-27%	73%	2%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

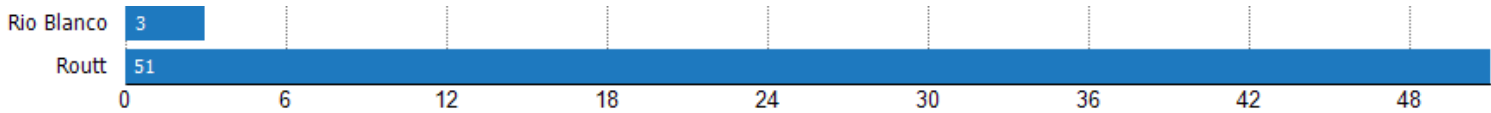


Other	-	-	2%	-	-	-	2%	-	-	-	-	2%	-
Fam/Ranch	1%	-	-	-	-	-	-	1%	2%	-	2%	1%	-
Condo/Townhouse	-	-	-	3%	-	-	-	-	-	-	-	-	-
Single Family Residence	99%	100%	98%	97%	100%	100%	98%	99%	98%	100%	98%	97%	100%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

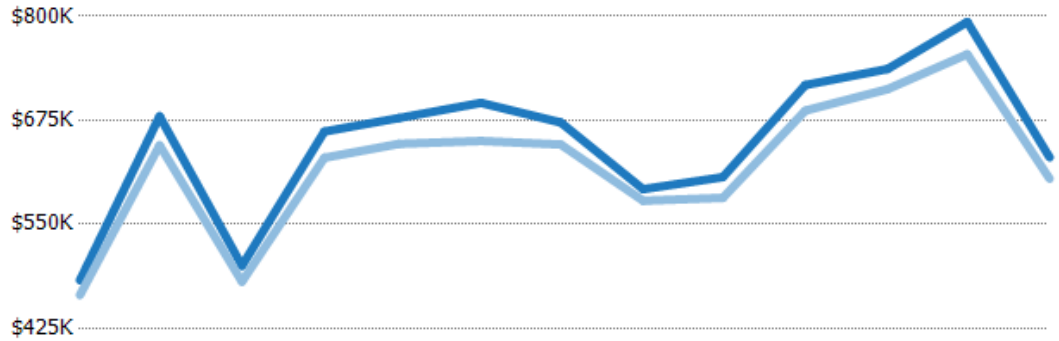


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



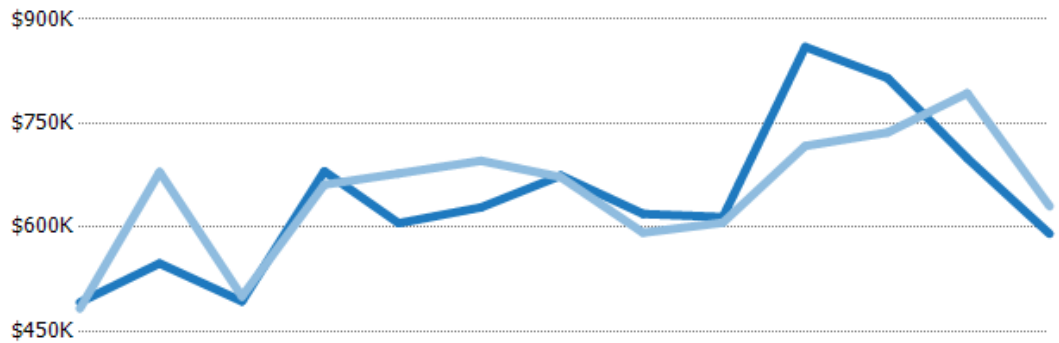
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg List Price	\$483K	\$680K	\$500K	\$661K	\$678K	\$696K	\$672K	\$592K	\$607K	\$717K	\$737K	\$793K	\$630K
Avg Sales Price	\$465K	\$645K	\$481K	\$630K	\$647K	\$650K	\$646K	\$578K	\$582K	\$687K	\$712K	\$754K	\$605K
Avg Sales Price as a % of Avg List Price	96%	95%	96%	95%	95%	93%	96%	98%	96%	96%	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



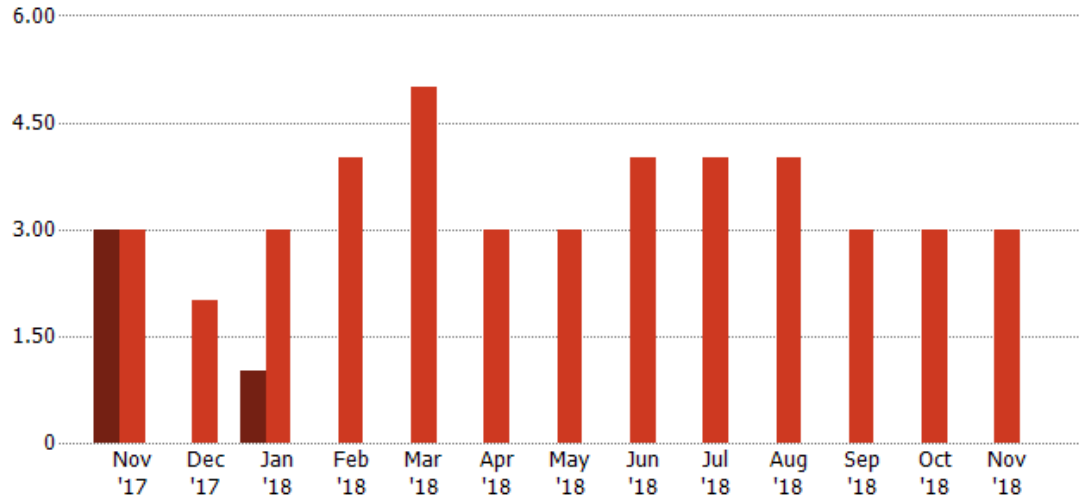
	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18
Avg Est Value	\$492K	\$548K	\$493K	\$681K	\$606K	\$629K	\$675K	\$619K	\$615K	\$860K	\$815K	\$700K	\$590K
Avg Sales Price	\$483K	\$680K	\$500K	\$661K	\$678K	\$696K	\$672K	\$592K	\$607K	\$717K	\$737K	\$793K	\$630K
Avg Sales Price as a % of Avg Est Value	98%	124%	101%	97%	112%	111%	100%	96%	99%	83%	90%	113%	107%

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	-	1	-	-	-	-	-	-	-	-	-	-
Prior Year	3	2	3	4	5	3	3	4	4	4	3	3	3
Percent Change from Prior Year	0%	-100%	-67%	-100%	-100%	-100%	-100%	-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: 12/05/2018

Scheduled: Yes

Report Date Range: From 11/2017 To: 11/2018

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 11/2018 data

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