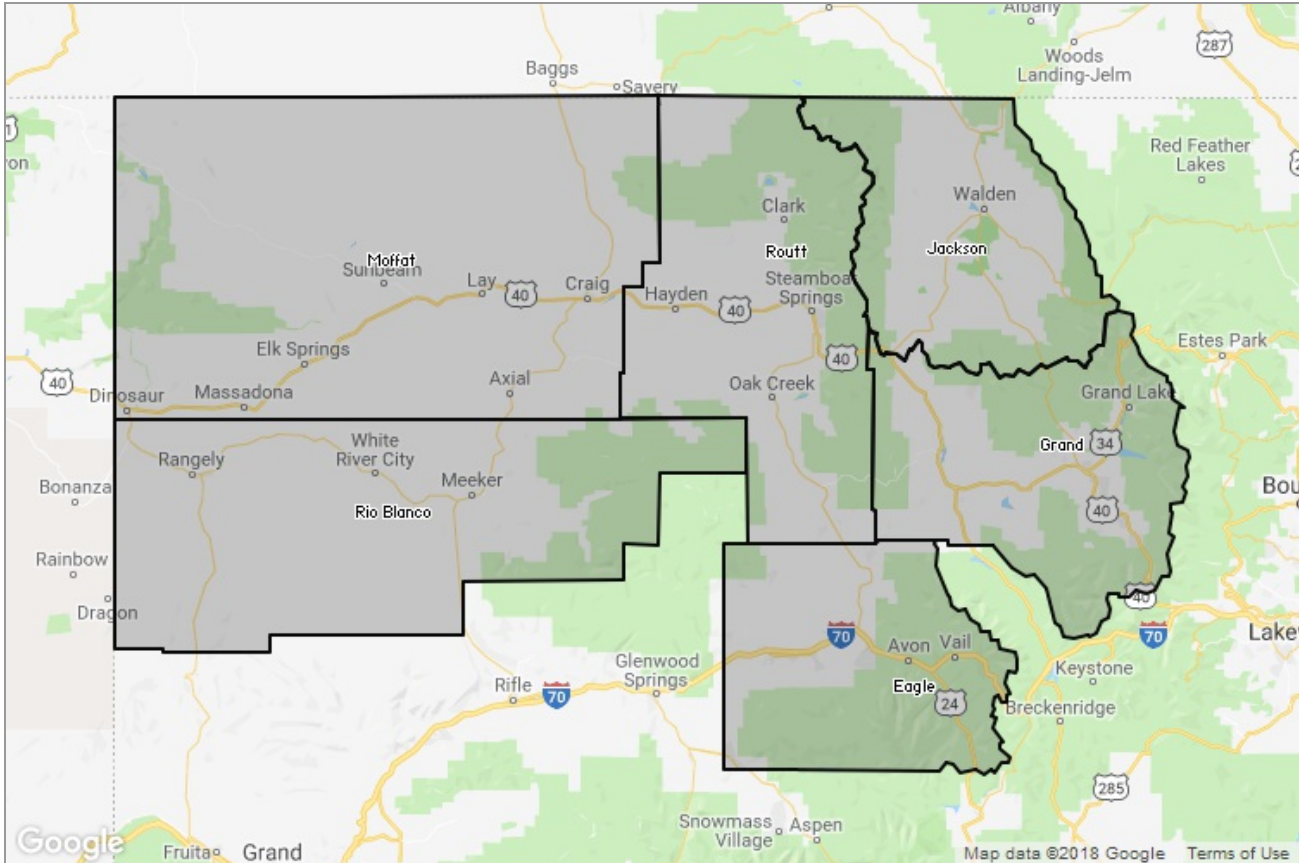




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
10/2017 – 10/2018

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 11/09/2018

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

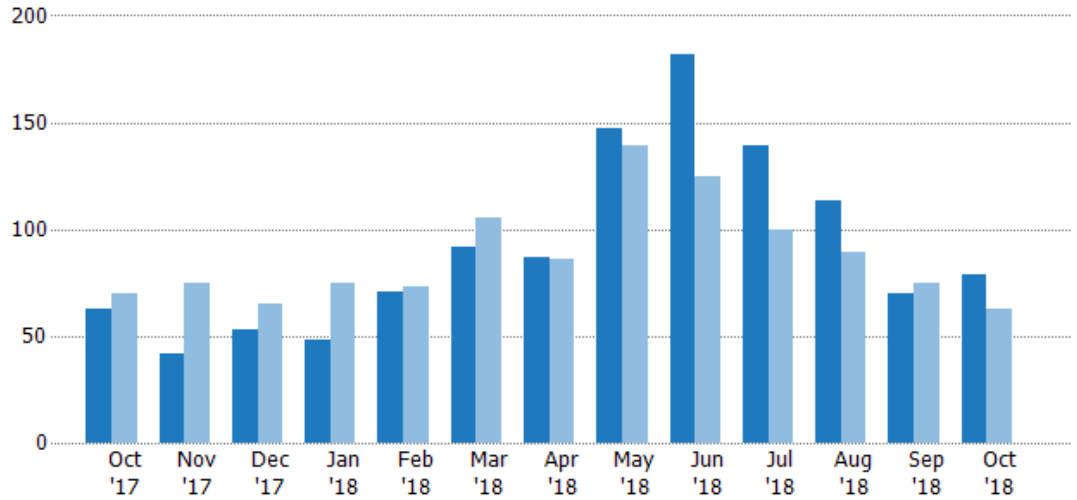
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '18	79	25.4%
Oct '17	63	-10%
Oct '16	70	20%



Current Year	63	42	53	48	71	92	87	147	182	139	113	70	79
Prior Year	70	75	65	75	73	105	86	139	125	100	89	75	63
Percent Change from Prior Year	-10%	-44%	-18%	-36%	-3%	-12%	1%	6%	46%	39%	27%	-7%	25%

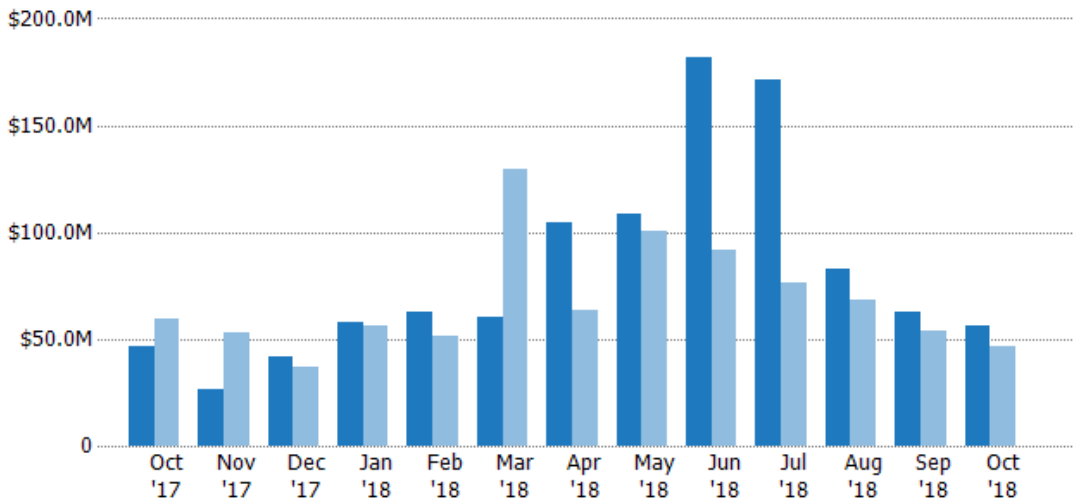
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Oct '18	\$56.2M	21.3%
Oct '17	\$46.3M	-22.1%
Oct '16	\$59.4M	1.5%



Current Year	\$46.3M	\$26.4M	\$42.1M	\$58M	\$62.9M	\$60.6M	\$105M	\$109M	\$182M	\$171M	\$82.6M	\$62.4M	\$56.2M
Prior Year	\$59.4M	\$53.1M	\$36.8M	\$56.5M	\$51.7M	\$130M	\$63.4M	\$101M	\$91.5M	\$76.3M	\$68.2M	\$53.5M	\$46.3M
Percent Change from Prior Year	-22%	-50%	14%	3%	22%	-53%	65%	8%	99%	125%	21%	17%	21%

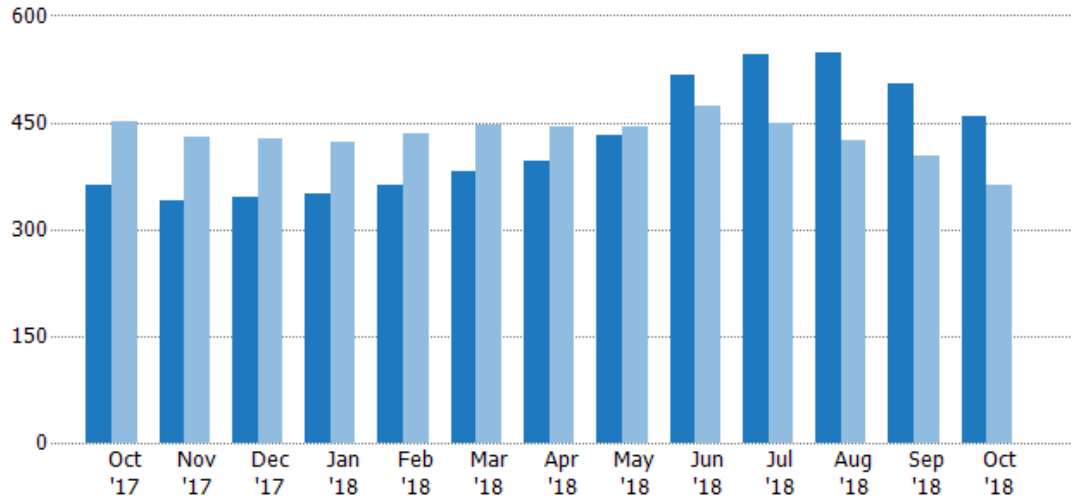
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '18	458	26.2%
Oct '17	363	-19.7%
Oct '16	452	2.9%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	363	340	345	351	362	381	396	431	517	545	548	505	458
Prior Year	452	430	428	423	434	447	444	445	473	448	425	404	363
Percent Change from Prior Year	-20%	-21%	-19%	-17%	-17%	-15%	-11%	-3%	9%	22%	29%	25%	26%

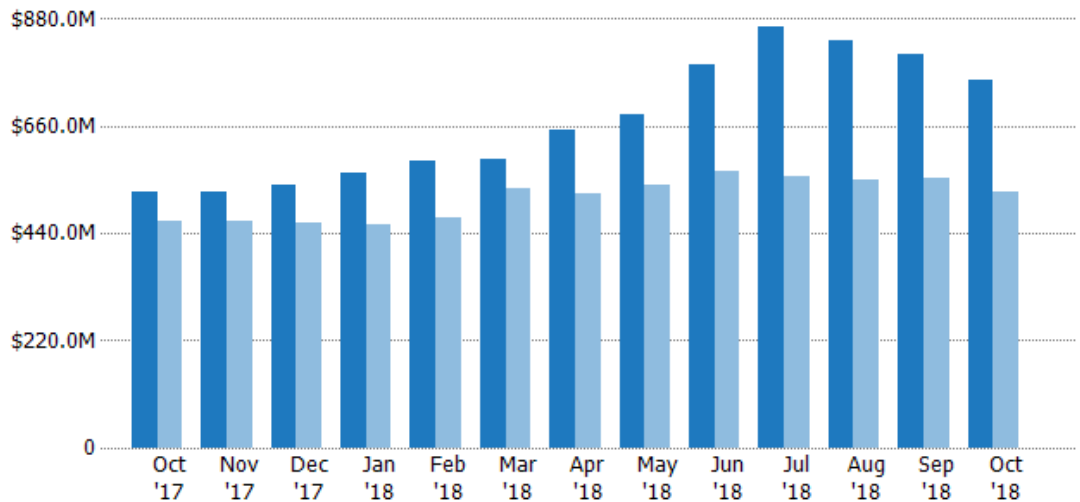
Active Listing Volume

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.
Oct '18	\$756M	44.2%
Oct '17	\$524M	13%
Oct '16	\$464M	-15.9%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$524M	\$524M	\$540M	\$564M	\$590M	\$594M	\$652M	\$683M	\$787M	\$863M	\$835M	\$809M	\$756M
Prior Year	\$464M	\$466M	\$461M	\$460M	\$474M	\$533M	\$520M	\$539M	\$567M	\$557M	\$551M	\$553M	\$524M
Percent Change from Prior Year	13%	12%	17%	23%	25%	11%	25%	27%	39%	55%	52%	46%	44%

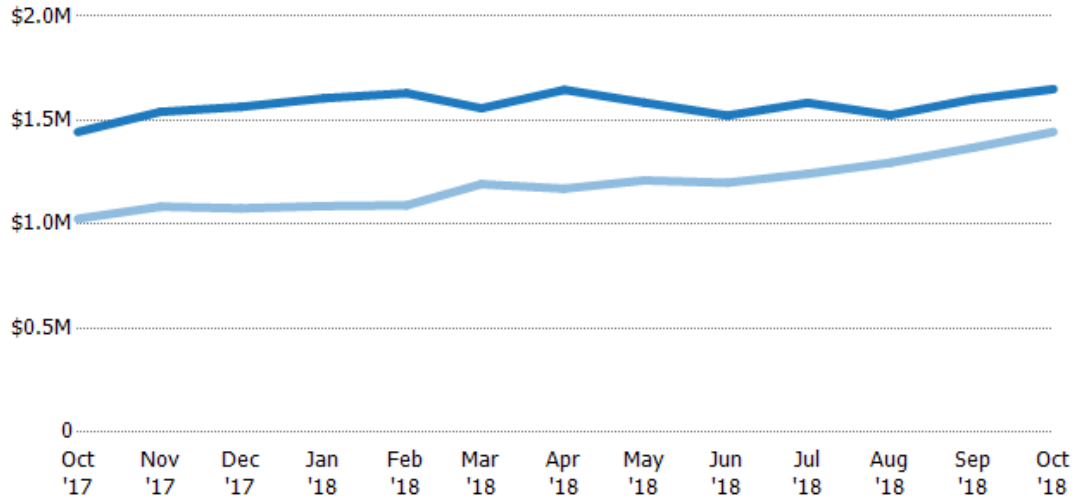
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Oct '18	\$1.65M	14.3%
Oct '17	\$1.44M	40.7%
Oct '16	\$1.03M	-18.3%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$1.44M	\$1.54M	\$1.56M	\$1.61M	\$1.63M	\$1.56M	\$1.65M	\$1.58M	\$1.52M	\$1.58M	\$1.52M	\$1.6M	\$1.65M
Prior Year	\$1.03M	\$1.08M	\$1.08M	\$1.09M	\$1.09M	\$1.19M	\$1.17M	\$1.21M	\$1.2M	\$1.24M	\$1.3M	\$1.37M	\$1.44M
Percent Change from Prior Year	41%	42%	45%	48%	49%	31%	41%	31%	27%	27%	18%	17%	14%

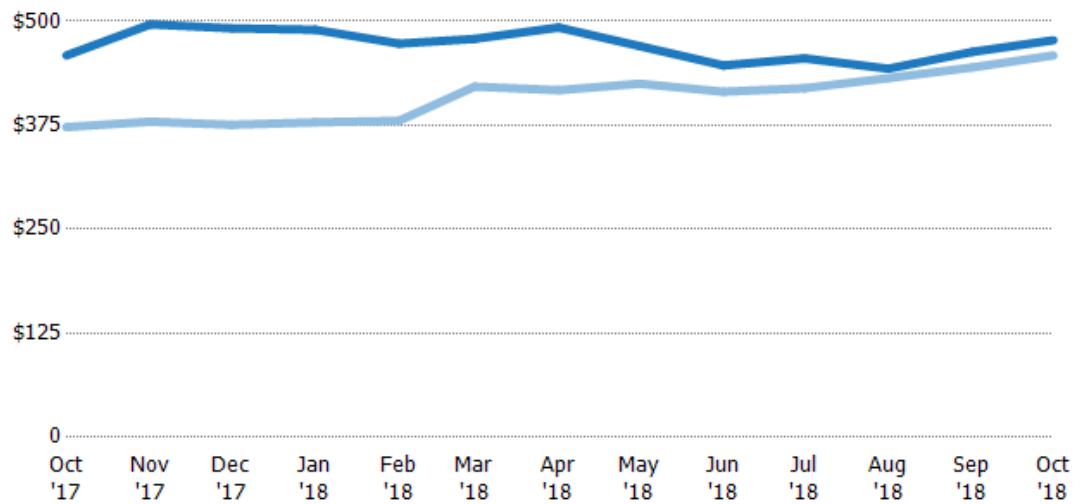
Average Listing Price per Sq Ft

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.
Oct '18	\$477	4%
Oct '17	\$459	23.1%
Oct '16	\$373	-9.8%



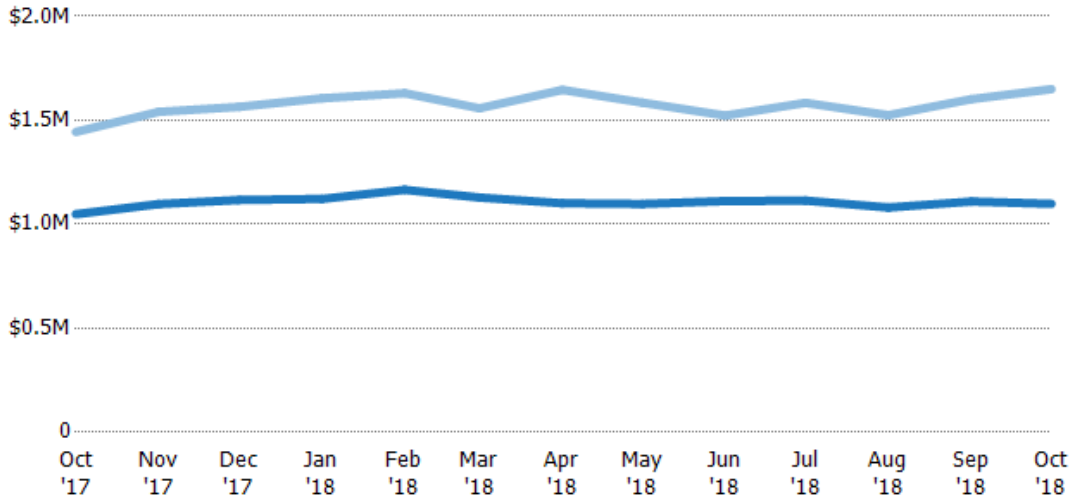
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	\$459	\$496	\$492	\$490	\$473	\$479	\$493	\$470	\$447	\$455	\$443	\$463	\$477
Prior Year	\$373	\$379	\$376	\$379	\$380	\$421	\$417	\$425	\$415	\$420	\$432	\$445	\$459
Percent Change from Prior Year	23%	31%	31%	29%	24%	14%	18%	11%	8%	9%	3%	4%	4%

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



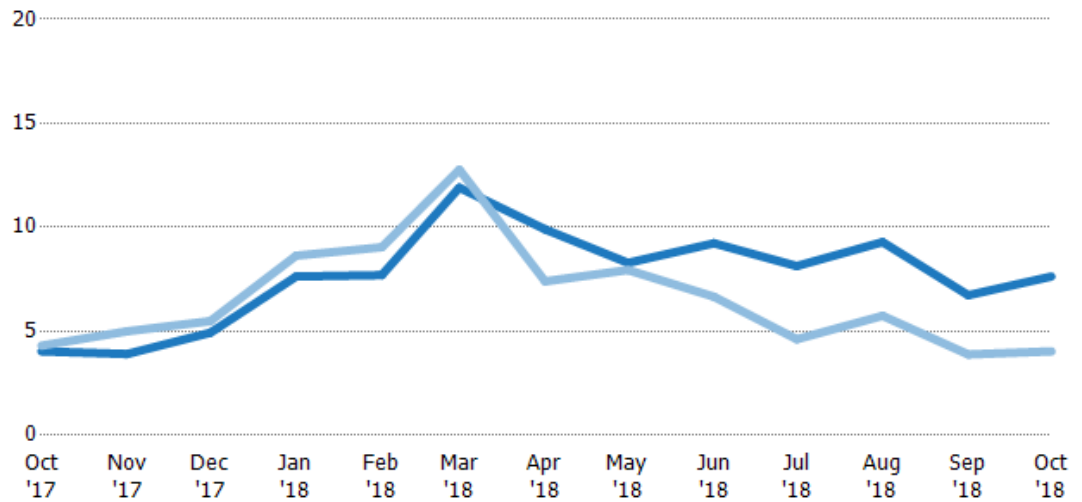
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	\$1.05M	\$1.1M	\$1.12M	\$1.12M	\$1.17M	\$1.13M	\$1.1M	\$1.1M	\$1.11M	\$1.11M	\$1.08M	\$1.11M	\$1.1M
Avg Listing Price	\$1.44M	\$1.54M	\$1.56M	\$1.61M	\$1.63M	\$1.56M	\$1.65M	\$1.58M	\$1.52M	\$1.58M	\$1.52M	\$1.6M	\$1.65M
Avg Listing Price as a % of Avg Est Value	138%	140%	140%	143%	140%	138%	150%	144%	137%	142%	141%	144%	150%

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.
Oct '18	7.63	89.3%
Oct '17	4.03	-6.3%
Oct '16	4.3	66.2%

	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	4.03	3.91	4.93	7.63	7.7	11.9	9.9	8.29	9.23	8.13	9.29	6.73	7.63
Prior Year	4.3	5	5.49	8.63	9.04	12.8	7.4	7.95	6.66	4.62	5.74	3.88	4.03
Percent Change from Prior Year	-6%	-22%	-10%	-12%	-15%	-7%	34%	4%	39%	76%	62%	73%	89%

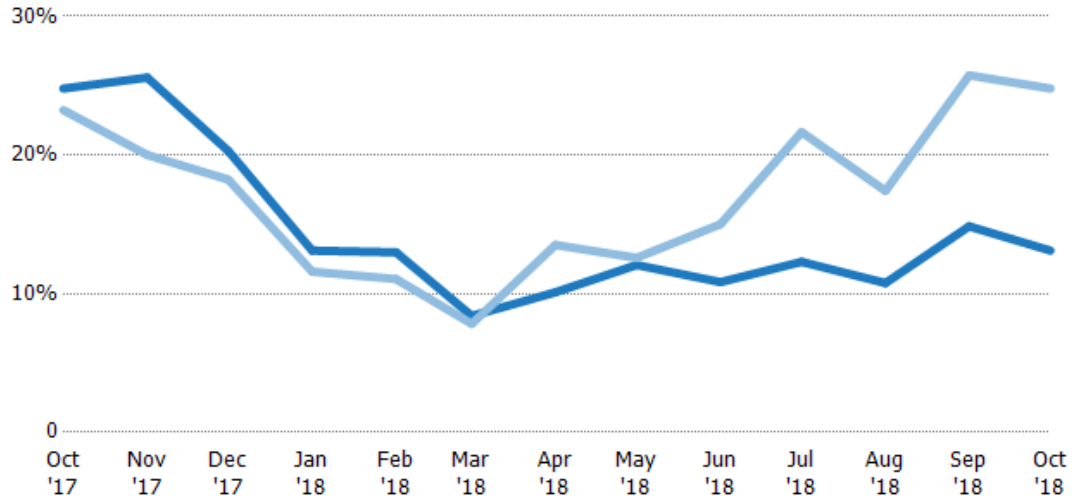
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Oct '18	13%	11.7%
Oct '17	25%	-1.6%
Oct '16	23%	-39.9%

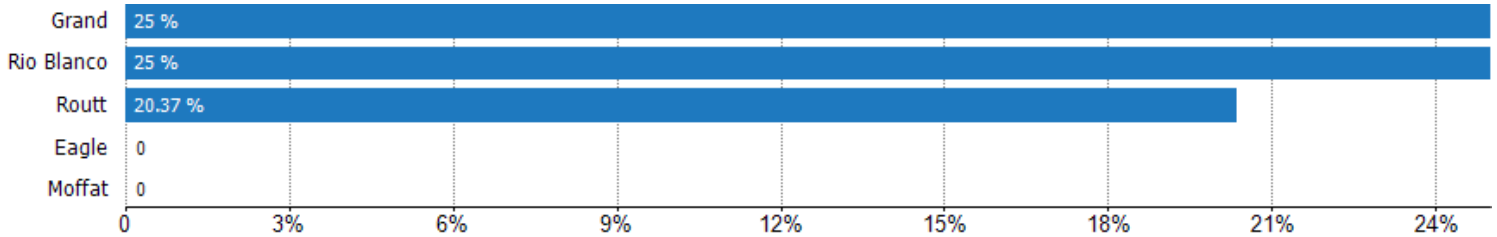


	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	25%	26%	20%	13%	13%	8%	10%	12%	11%	12%	11%	15%	13%
Prior Year	23%	20%	18%	12%	11%	8%	14%	13%	15%	22%	17%	26%	25%
Change from Prior Year	-2%	-6%	-2%	-2%	-2%	-1%	3%	1%	4%	9%	7%	11%	12%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



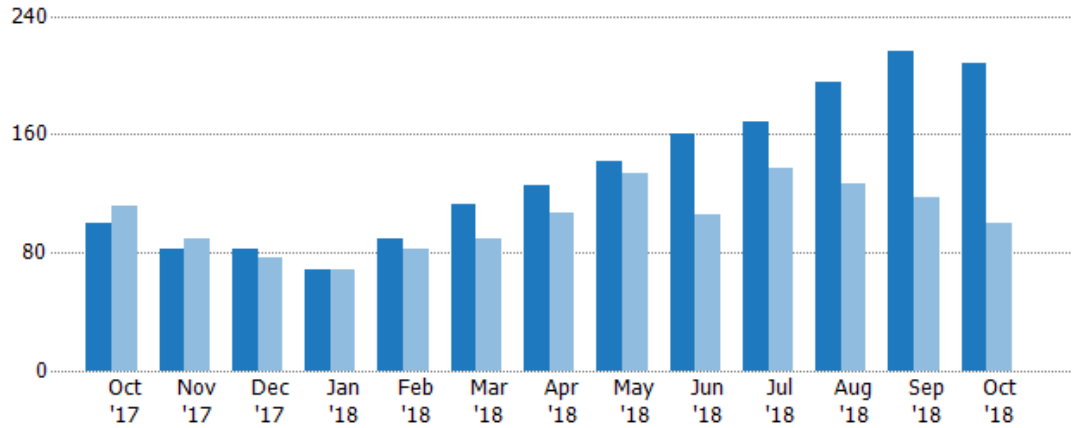
Pending Sales

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.
Oct '18	208	108%
Oct '17	100	-10.7%
Oct '16	112	-39.3%



Current Year	100	83	83	68	89	113	125	142	160	169	195	216	208
Prior Year	112	89	77	69	82	89	107	134	106	137	127	117	100
Percent Change from Prior Year	-11%	-7%	8%	-1%	9%	27%	17%	6%	51%	23%	54%	85%	108%

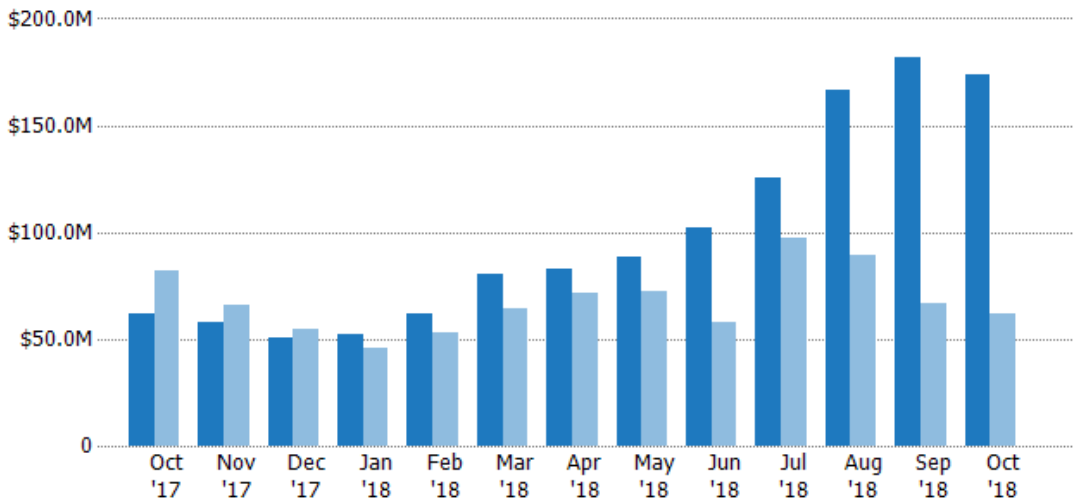
Pending Sales Volume

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.
Oct '18	\$174M	180.3%
Oct '17	\$62M	-24.5%
Oct '16	\$82.2M	-44%



Current Year	\$62M	\$58M	\$50.4M	\$52.3M	\$62M	\$80.6M	\$82.8M	\$88.4M	\$102M	\$125M	\$167M	\$182M	\$174M
Prior Year	\$82.2M	\$66.2M	\$54.6M	\$45.7M	\$53M	\$64.6M	\$71.3M	\$72.1M	\$57.9M	\$97.3M	\$89.1M	\$66.6M	\$62M
Percent Change from Prior Year	-25%	-12%	-8%	14%	17%	25%	16%	23%	77%	29%	87%	173%	180%

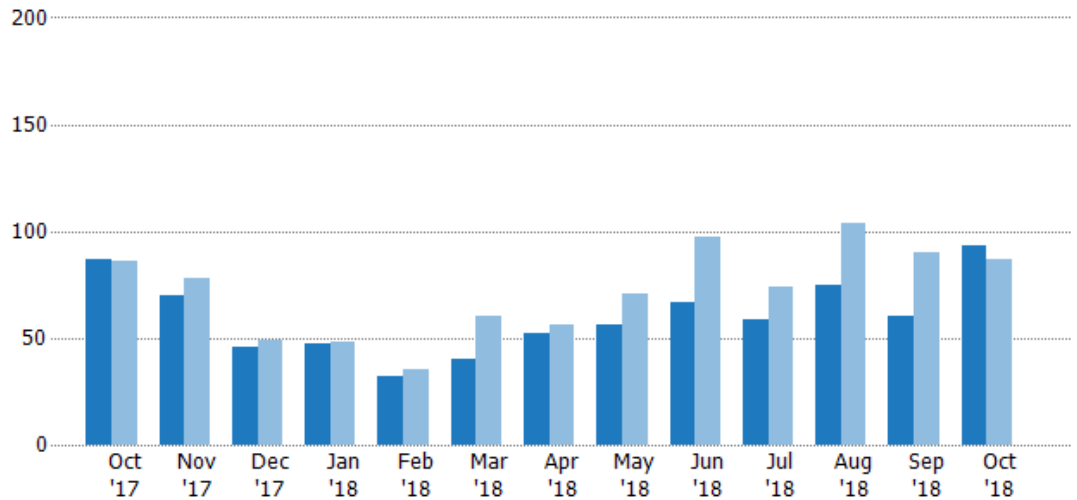
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Oct '18	93	6.9%
Oct '17	87	1.2%
Oct '16	86	-24.4%



Current Year	87	70	46	47	32	40	52	56	67	59	75	60	93
Prior Year	86	78	49	48	35	60	56	71	97	74	104	90	87
Percent Change from Prior Year	1%	-10%	-6%	-2%	-9%	-33%	-7%	-21%	-31%	-20%	-28%	-33%	7%

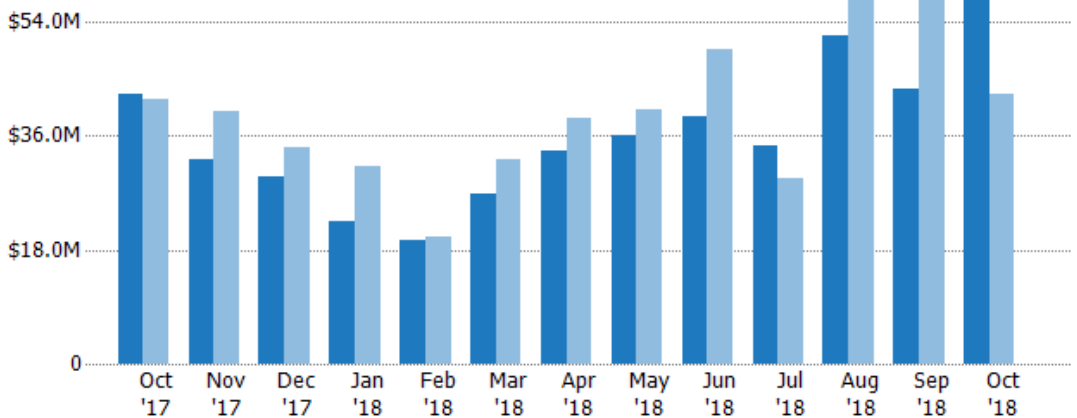
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Oct '18	\$69.1M	62.2%
Oct '17	\$42.6M	2.3%
Oct '16	\$41.6M	-18.7%

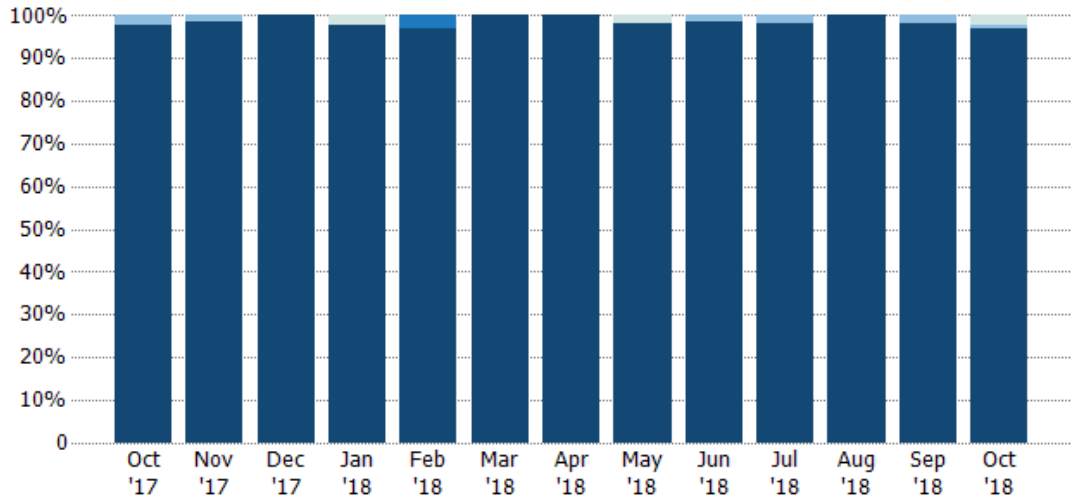


Current Year	\$42.6M	\$32.1M	\$29.7M	\$22.6M	\$19.6M	\$26.9M	\$33.6M	\$36.2M	\$39.1M	\$34.3M	\$51.7M	\$43.4M	\$69.1M
Prior Year	\$41.6M	\$39.8M	\$34.2M	\$31.2M	\$20M	\$32.3M	\$38.7M	\$40.2M	\$49.6M	\$29.2M	\$57.4M	\$61.6M	\$42.6M
Percent Change from Prior Year	2%	-19%	-13%	-28%	-2%	-17%	-13%	-10%	-21%	18%	-10%	-30%	62%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

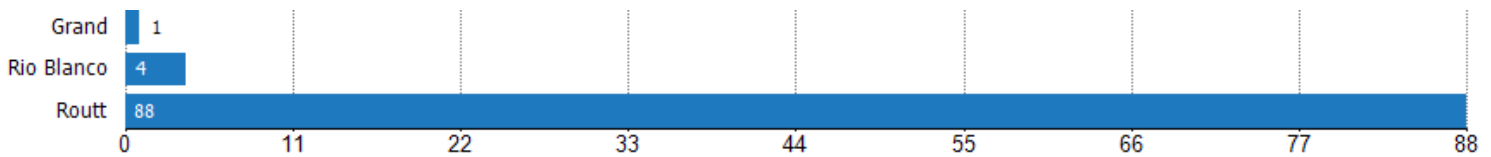


Property Type	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Other	-	-	-	2%	-	-	-	2%	-	-	-	-	2%
Farm/Ranch	2%	1%	-	-	-	-	-	-	1%	2%	-	2%	1%
Condo/Townhouse	-	-	-	-	3%	-	-	-	-	-	-	-	-
Single Family Residence	98%	99%	100%	98%	97%	100%	100%	98%	99%	98%	100%	98%	97%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

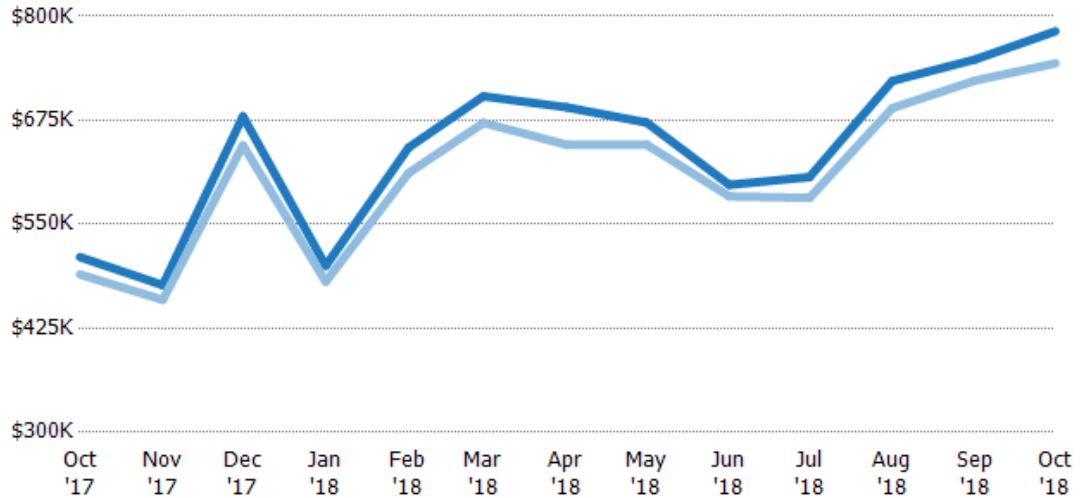


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



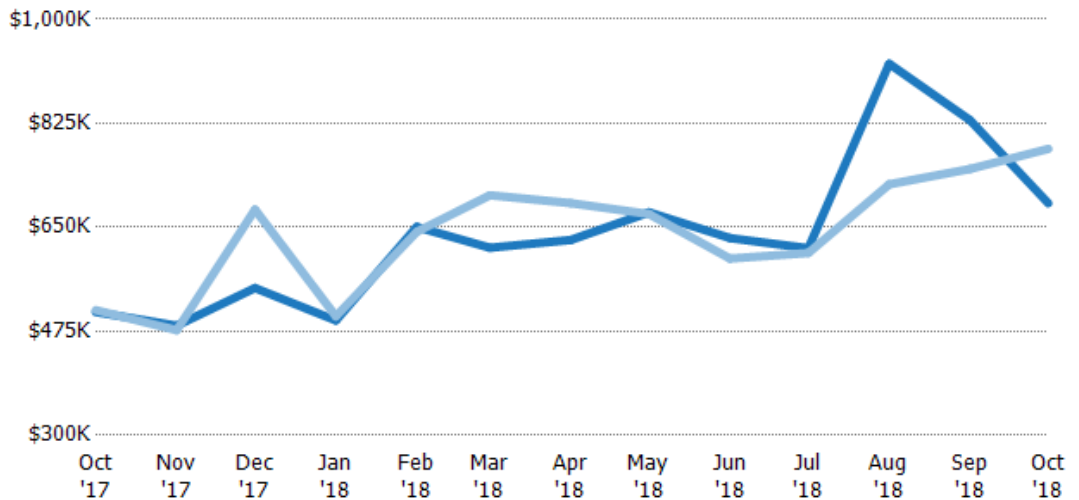
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg List Price	\$511K	\$477K	\$680K	\$500K	\$642K	\$704K	\$691K	\$672K	\$597K	\$607K	\$722K	\$748K	\$782K
Avg Sales Price	\$490K	\$459K	\$645K	\$481K	\$612K	\$672K	\$646K	\$646K	\$584K	\$582K	\$690K	\$723K	\$743K
Avg Sales Price as a % of Avg List Price	96%	96%	95%	96%	95%	95%	93%	96%	98%	96%	95%	97%	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



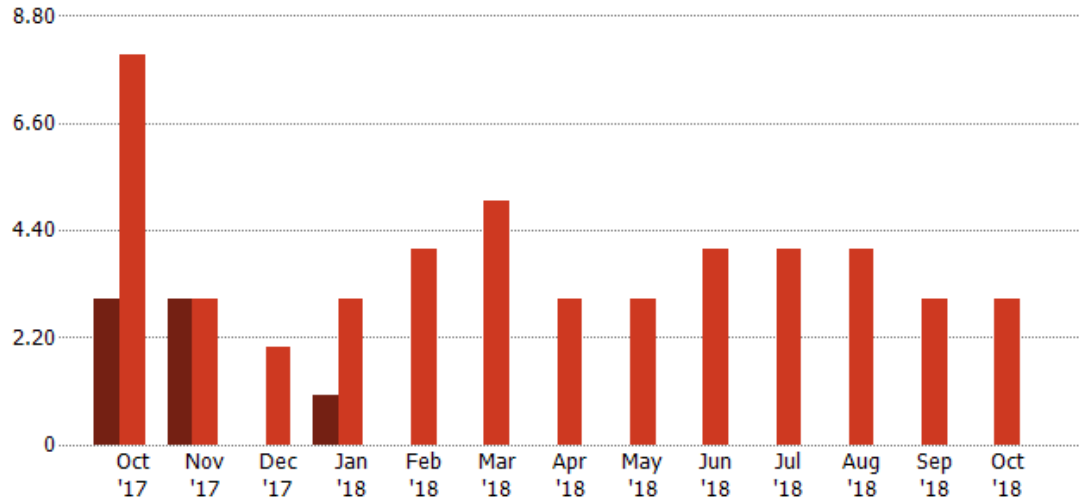
	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Avg Est Value	\$507K	\$484K	\$548K	\$493K	\$651K	\$616K	\$629K	\$675K	\$632K	\$615K	\$925K	\$830K	\$690K
Avg Sales Price	\$511K	\$477K	\$680K	\$500K	\$642K	\$704K	\$691K	\$672K	\$597K	\$607K	\$722K	\$748K	\$782K
Avg Sales Price as a % of Avg Est Value	101%	98%	124%	101%	99%	114%	110%	100%	95%	99%	78%	90%	113%

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	-	1	-	-	-	-	-	-	-	-
Prior Year	8	3	2	3	4	5	3	3	4	4	4	3
Percent Change from Prior Year	-63%	0%	-100%	-67%	-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: 11/09/2018

Scheduled: Yes

Report Date Range: From 10/2017 To: 10/2018

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 10/2018 data

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