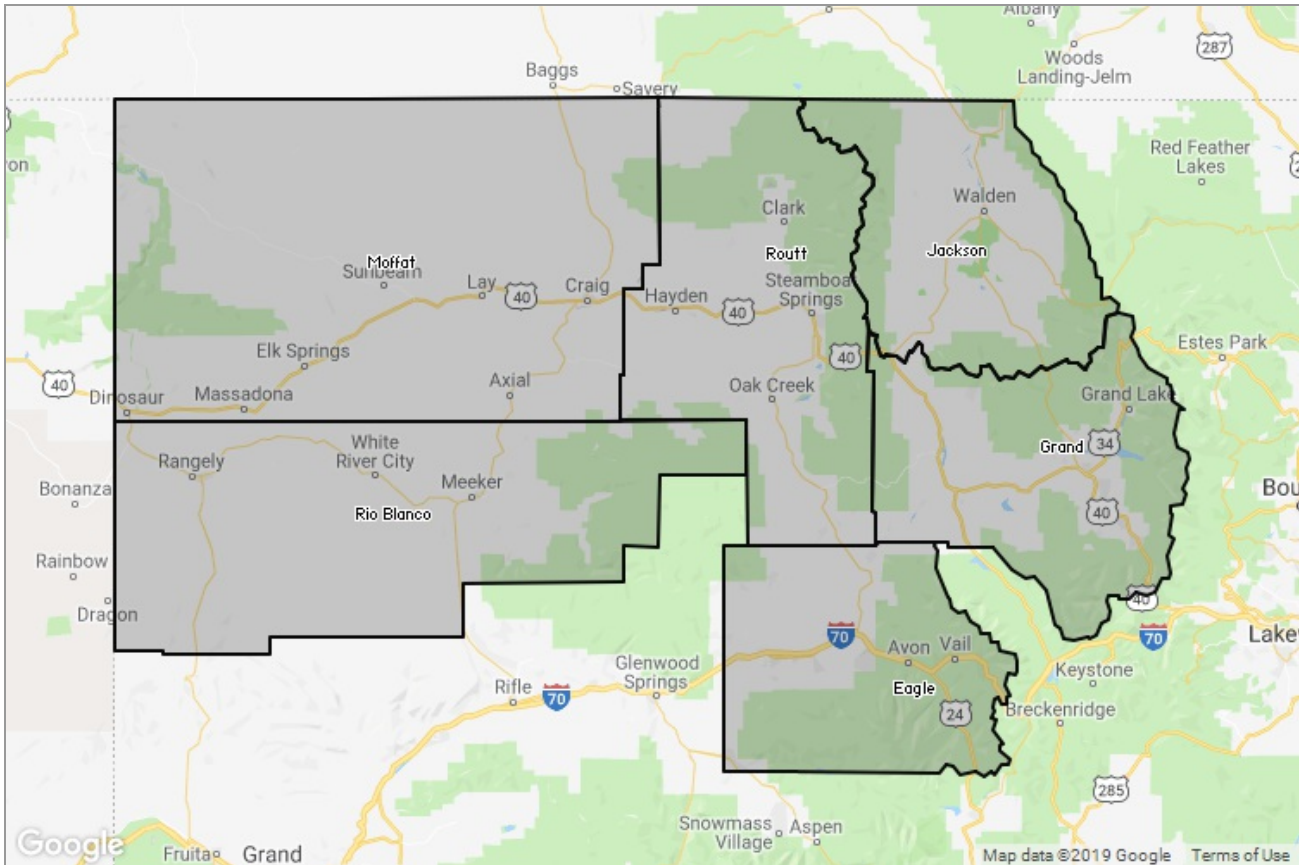




STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

Monthly Market Data Report



Report Characteristics

Report Name:
Monthly Market Data Report

Report Date Range:
9/2018 – 9/2019

Filters Used:
Location

Avg/Med: Avg Only

Include Metrics By: County

Run Date: 10/04/2019

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

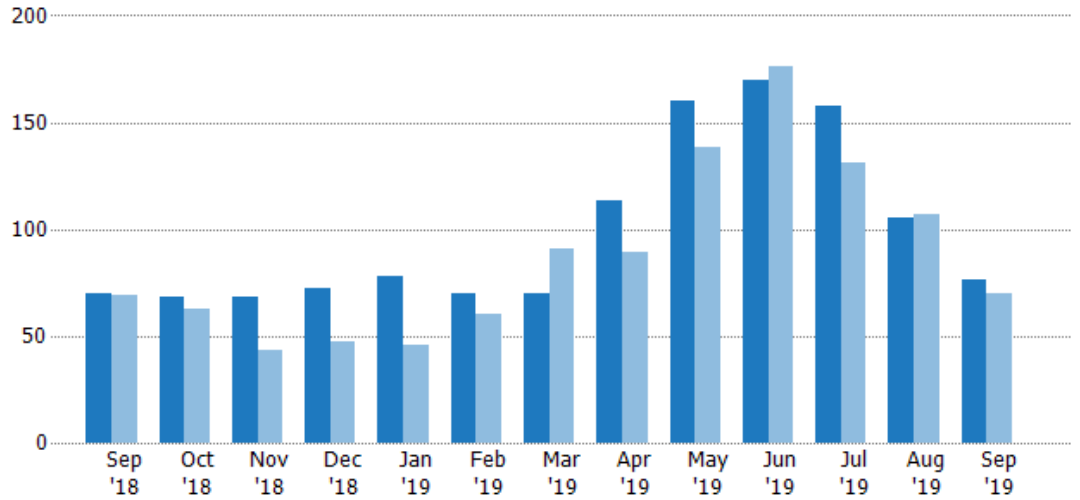
New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '19	76	8.6%
Sep '18	70	1.4%
Sep '17	69	-7.2%



Current Year	70	68	68	72	78	70	70	113	160	170	158	105	76
Prior Year	69	63	43	47	46	60	91	89	138	176	131	107	70
Percent Change from Prior Year	1%	8%	58%	53%	70%	17%	-23%	27%	16%	-3%	21%	-2%	9%

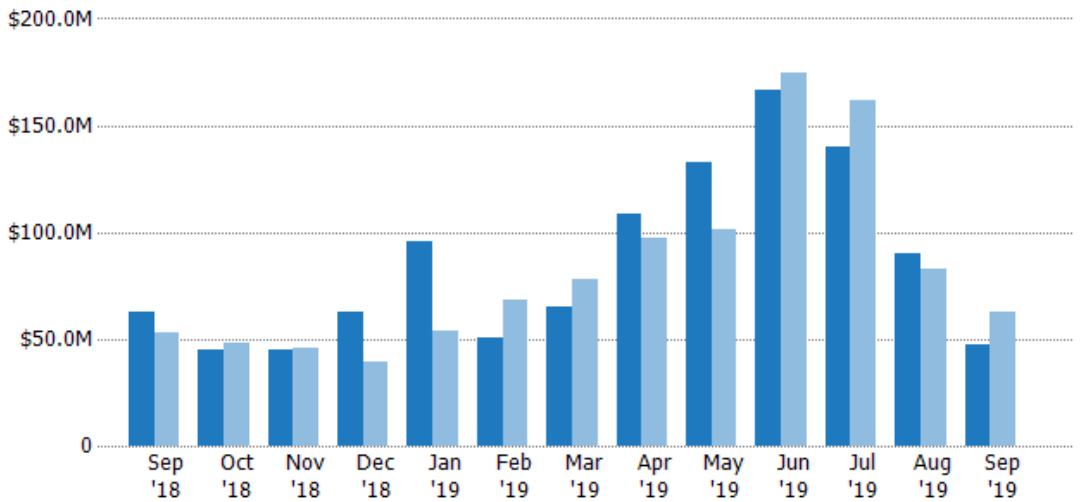
New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Sep '19	\$47.1M	-24.5%
Sep '18	\$62.3M	17.5%
Sep '17	\$53.1M	0.1%



Current Year	\$62.3M	\$45M	\$45.3M	\$62.8M	\$95.8M	\$50.7M	\$65.3M	\$108M	\$133M	\$167M	\$140M	\$90.3M	\$47.1M
Prior Year	\$53.1M	\$47.9M	\$46.1M	\$39.2M	\$53.8M	\$68.5M	\$77.7M	\$97.6M	\$101M	\$174M	\$162M	\$82.6M	\$62.3M
Percent Change from Prior Year	18%	-6%	-2%	60%	78%	-26%	-16%	11%	31%	-4%	-13%	9%	-24%

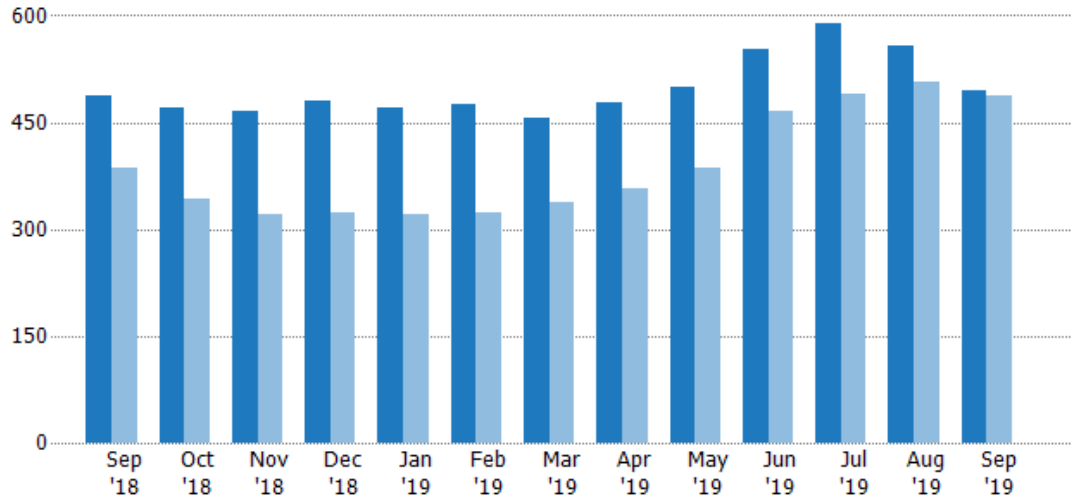
Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '19	494	1.4%
Sep '18	487	26.5%
Sep '17	385	34%



Current Year	487	471	465	480	471	476	457	478	499	552	590	558	494
Prior Year	385	342	322	323	320	323	337	358	387	465	491	508	487
Percent Change from Prior Year	26%	38%	44%	49%	47%	47%	36%	34%	29%	19%	20%	10%	1%

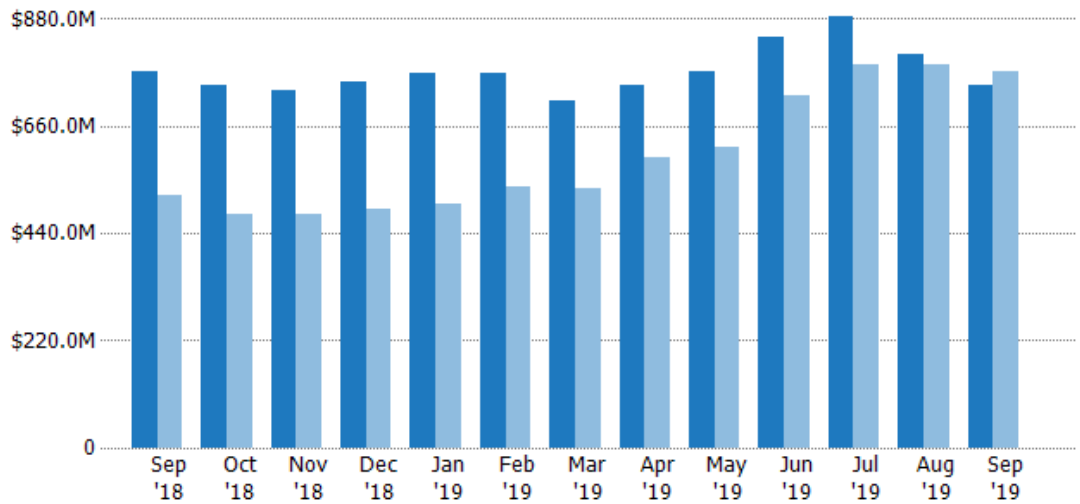
Active Listing Volume

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.
Sep '19	\$744M	-3.5%
Sep '18	\$771M	49.1%
Sep '17	\$517M	-6.2%



Current Year	\$771M	\$744M	\$734M	\$752M	\$768M	\$768M	\$713M	\$746M	\$771M	\$843M	\$885M	\$808M	\$744M
Prior Year	\$517M	\$479M	\$479M	\$488M	\$499M	\$534M	\$533M	\$594M	\$616M	\$723M	\$787M	\$785M	\$771M
Percent Change from Prior Year	49%	55%	53%	54%	54%	44%	34%	25%	25%	16%	12%	3%	-3%

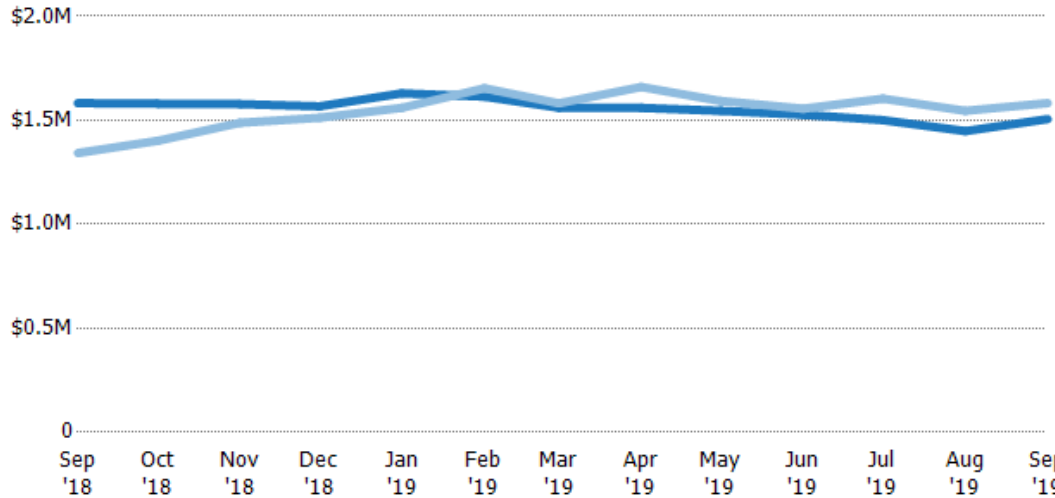
Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Sep '19	\$1.51M	-4.8%
Sep '18	\$1.58M	17.9%
Sep '17	\$1.34M	-30%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$1.58M	\$1.58M	\$1.58M	\$1.57M	\$1.63M	\$1.61M	\$1.56M	\$1.56M	\$1.55M	\$1.53M	\$1.5M	\$1.45M	\$1.51M
Prior Year	\$1.34M	\$1.4M	\$1.49M	\$1.51M	\$1.56M	\$1.65M	\$1.58M	\$1.66M	\$1.59M	\$1.56M	\$1.6M	\$1.55M	\$1.58M
Percent Change from Prior Year	18%	13%	6%	4%	4%	-2%	-1%	-6%	-3%	-2%	-6%	-6%	-5%

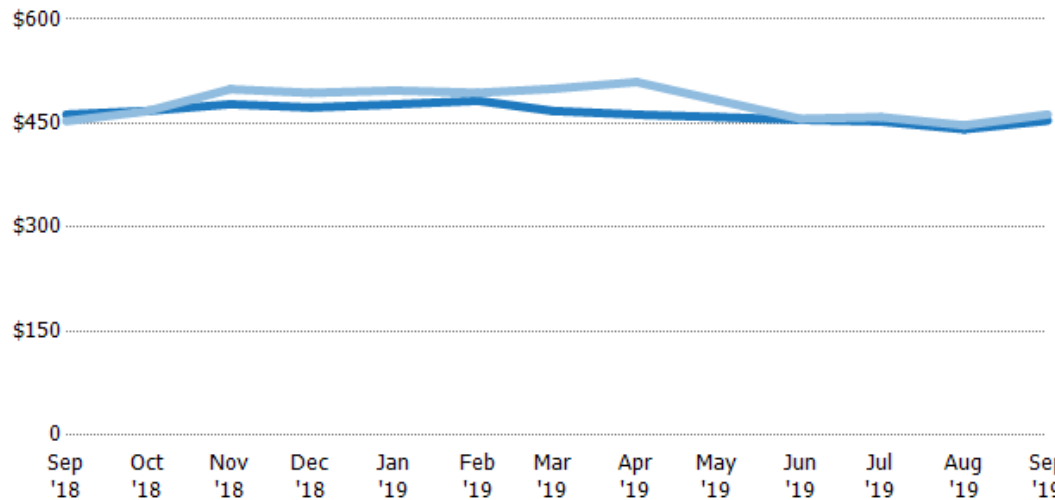
Average Listing Price per Sq Ft

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.
Sep '19	\$454	-1.9%
Sep '18	\$463	2.1%
Sep '17	\$453	-24.6%



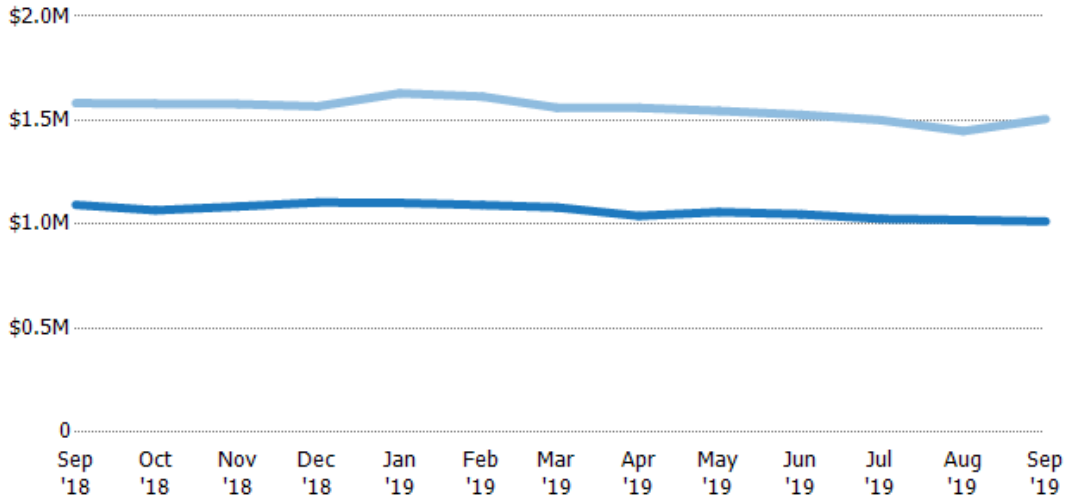
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$463	\$468	\$477	\$473	\$477	\$483	\$468	\$463	\$459	\$455	\$453	\$441	\$454
Prior Year	\$453	\$467	\$499	\$494	\$497	\$494	\$500	\$509	\$483	\$457	\$459	\$447	\$463
Percent Change from Prior Year	2%	0%	-4%	-4%	-4%	-2%	-6%	-9%	-5%	0%	-1%	-1%	-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



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$1.09M	\$1.07M	\$1.09M	\$1.1M	\$1.1M	\$1.09M	\$1.08M	\$1.04M	\$1.06M	\$1.05M	\$1.03M	\$1.02M	\$1.01M
Avg Listing Price	\$1.58M	\$1.58M	\$1.58M	\$1.57M	\$1.63M	\$1.61M	\$1.56M	\$1.56M	\$1.55M	\$1.53M	\$1.5M	\$1.45M	\$1.51M
Avg Listing Price as a % of Avg Est Value	145%	148%	145%	142%	148%	148%	144%	150%	146%	146%	146%	142%	149%

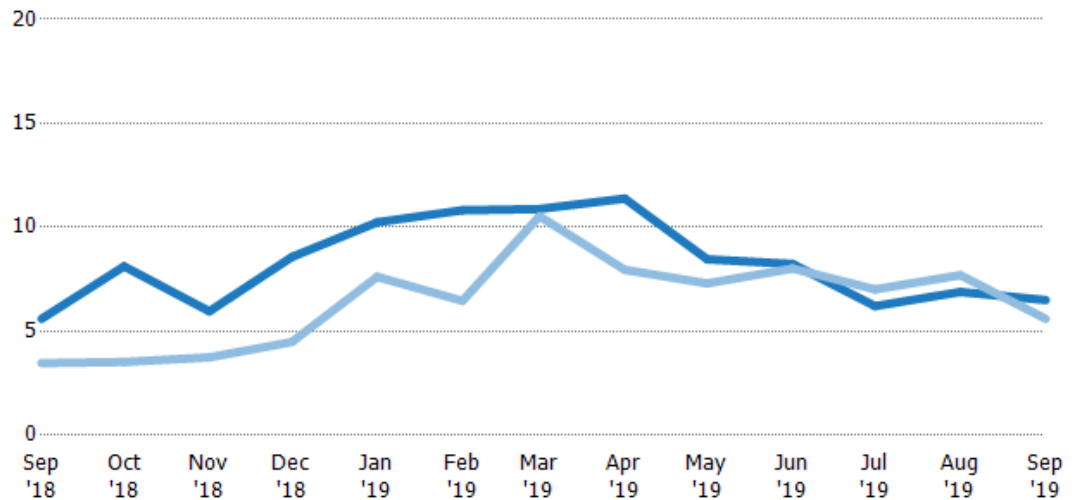
Months of Inventory

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.
Sep '19	6.5	16.1%
Sep '18	5.6	61.4%
Sep '17	3.47	93.2%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	5.6	8.12	5.96	8.57	10.2	10.8	10.9	11.4	8.46	8.24	6.21	6.89	6.5
Prior Year	3.47	3.53	3.74	4.49	7.62	6.46	10.5	7.96	7.3	8.02	7.01	7.7	5.6
Percent Change from Prior Year	61%	130%	59%	91%	34%	67%	3%	43%	16%	3%	-11%	-10%	16%

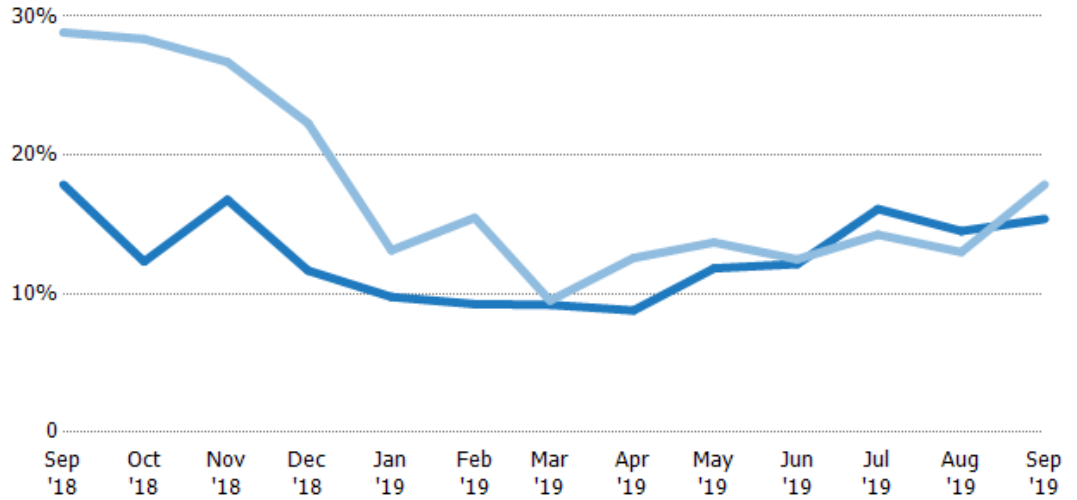
Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Sep '19	15%	2.5%
Sep '18	18%	11%
Sep '17	29%	-48.2%

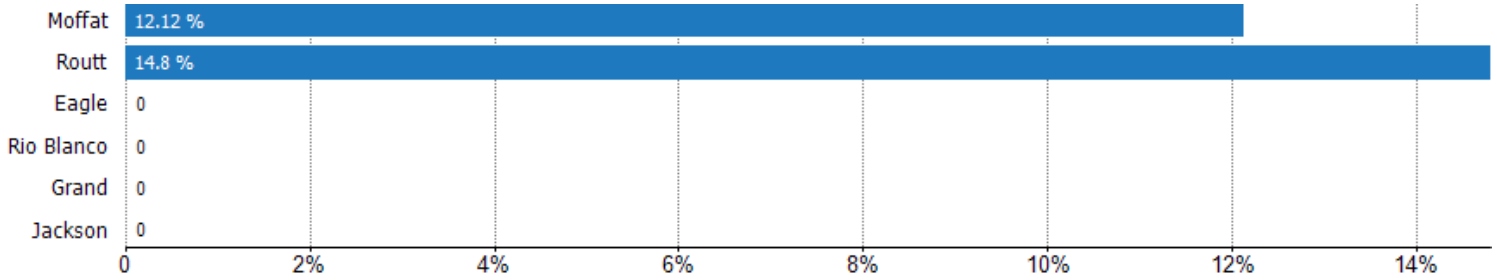


	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	18%	12%	17%	12%	10%	9%	9%	9%	12%	12%	16%	15%	15%
Prior Year	29%	28%	27%	22%	13%	15%	9%	13%	14%	12%	14%	13%	18%
Change from Prior Year	11%	16%	10%	11%	3%	6%	0%	4%	2%	0%	-2%	-2%	2%

Absorption Rate (By County)

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

Filters Used: County: 6 Selected



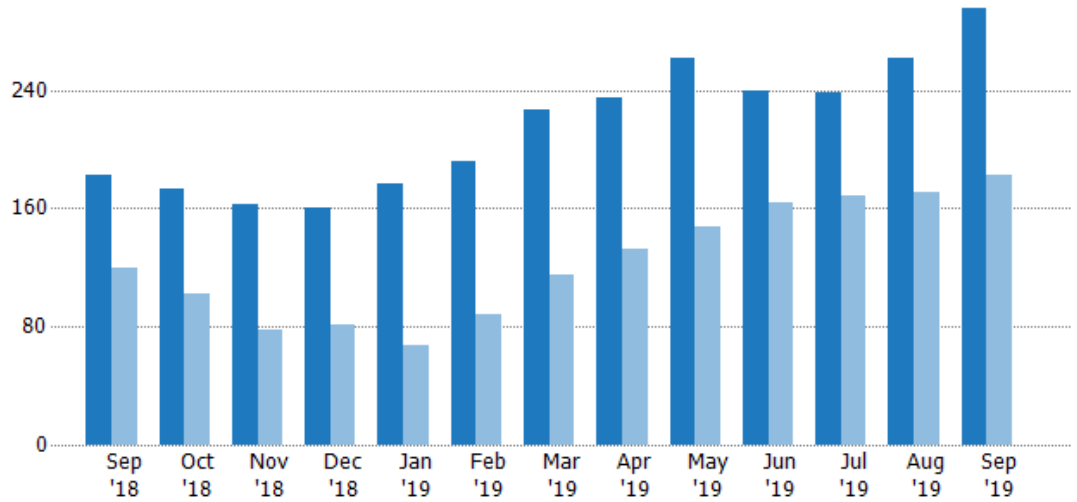
Pending Sales

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.
Sep '19	295	61.2%
Sep '18	183	52.5%
Sep '17	120	-9.2%



Current Year	183	173	163	160	177	192	227	235	262	239	238	262	295
Prior Year	120	102	78	81	67	88	115	132	148	164	169	171	183
Percent Change from Prior Year	53%	70%	109%	98%	164%	118%	97%	78%	77%	46%	41%	53%	61%

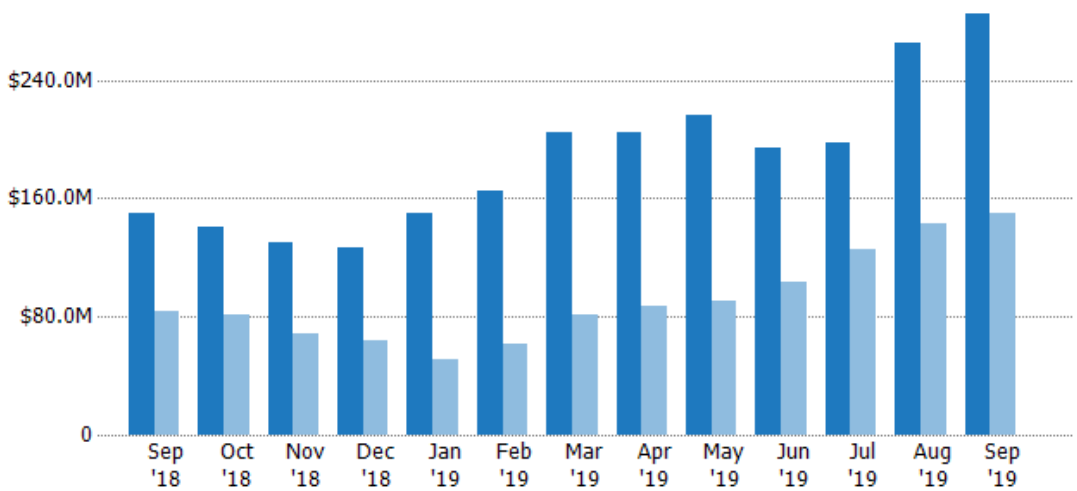
Pending Sales Volume

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.
Sep '19	\$285M	89.5%
Sep '18	\$150M	79.9%
Sep '17	\$83.6M	-17.8%



Current Year	\$150M	\$140M	\$130M	\$127M	\$150M	\$165M	\$205M	\$204M	\$216M	\$194M	\$197M	\$265M	\$285M
Prior Year	\$83.6M	\$81.6M	\$68.3M	\$64.1M	\$50.7M	\$61.4M	\$81.7M	\$87M	\$90.6M	\$103M	\$126M	\$142M	\$150M
Percent Change from Prior Year	80%	72%	91%	97%	196%	169%	151%	135%	138%	88%	56%	86%	89%

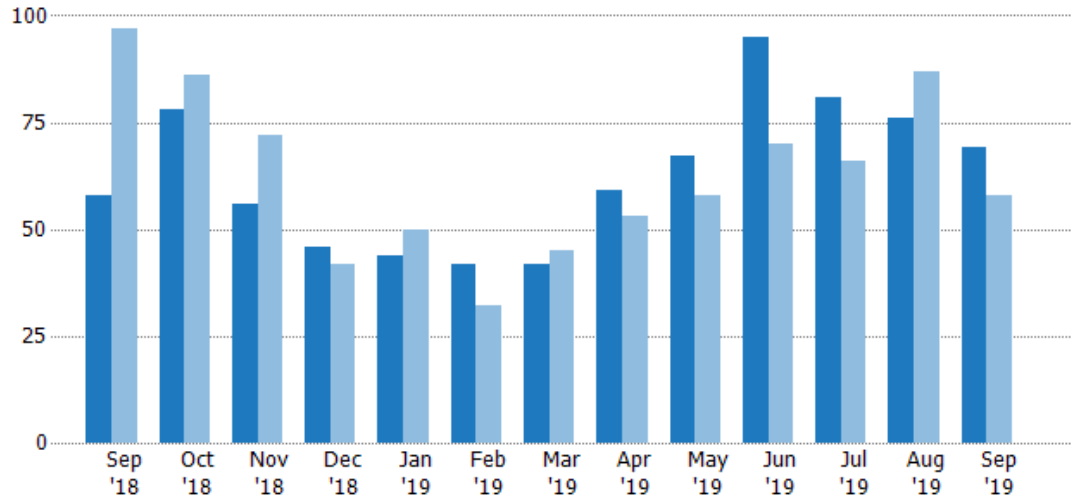
Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Sep '19	69	19%
Sep '18	58	-40.2%
Sep '17	97	2.1%



	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	58	78	56	46	44	42	42	59	67	95	81	76	69
Prior Year	97	86	72	42	50	32	45	53	58	70	66	87	58
Percent Change from Prior Year	-40%	-9%	-22%	10%	-12%	31%	-7%	11%	16%	36%	23%	-13%	19%

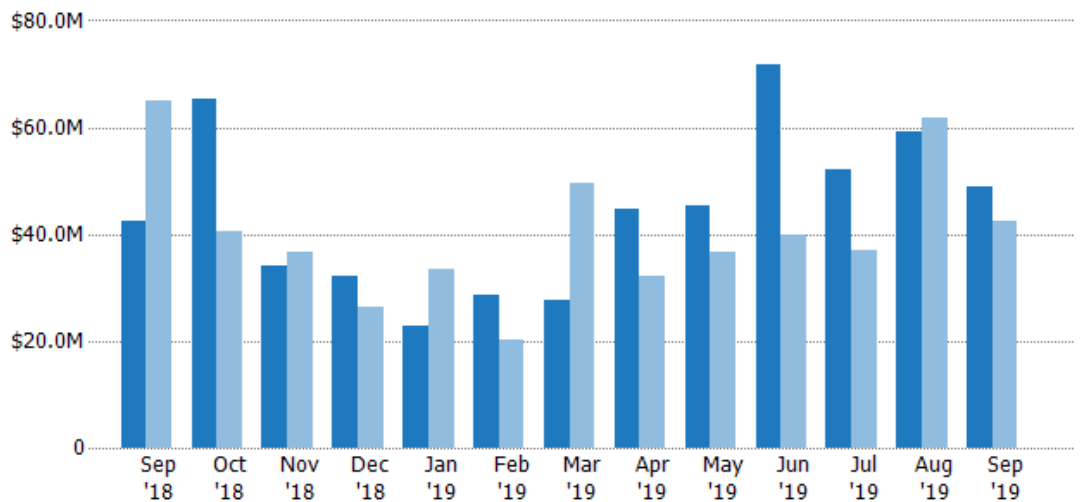
Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Sep '19	\$48.9M	15.5%
Sep '18	\$42.3M	-34.8%
Sep '17	\$64.9M	-5.1%

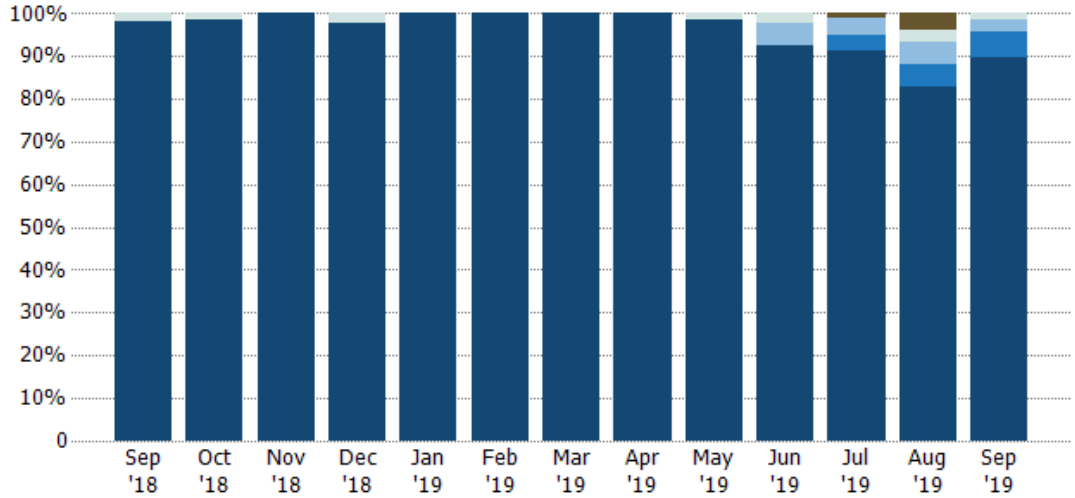


	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Current Year	\$42.3M	\$65.4M	\$34.2M	\$32.2M	\$22.8M	\$28.5M	\$27.5M	\$44.8M	\$45.5M	\$71.8M	\$52.1M	\$59.2M	\$48.9M
Prior Year	\$64.9M	\$40.4M	\$36.6M	\$26.3M	\$33.4M	\$20.2M	\$49.5M	\$32.2M	\$36.8M	\$39.7M	\$37.1M	\$61.9M	\$42.3M
Percent Change from Prior Year	-35%	62%	-6%	23%	-32%	41%	-44%	39%	24%	81%	40%	-4%	16%

Closed Sales by Property Type

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

Filters Used
County: 6 Selected

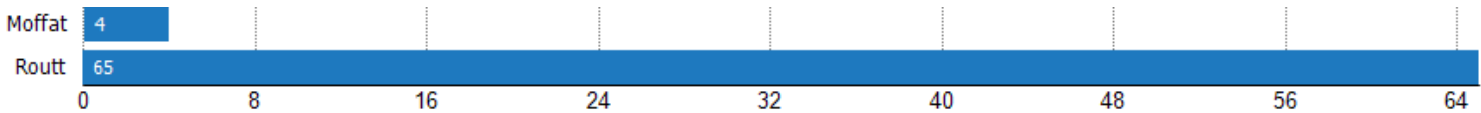


Property Type	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Coop	-	-	-	-	-	-	-	-	-	-	1%	4%	-
Farm/Ranch	2%	1%	-	2%	-	-	-	-	1%	2%	-	3%	1%
Multifamily/Multiplex	-	-	-	-	-	-	-	-	-	5%	4%	5%	3%
Condo/Townhouse	-	-	-	-	-	-	-	-	-	-	4%	5%	6%
Single Family Residence	98%	99%	100%	98%	100%	100%	100%	100%	99%	93%	91%	83%	90%

Closed Sales (By County)

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

Filters Used: County: 6 Selected

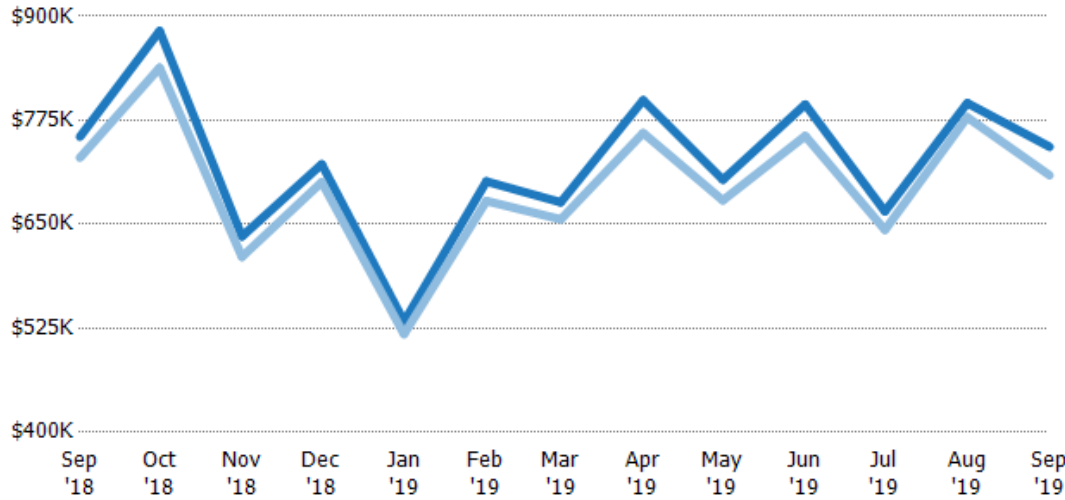


Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



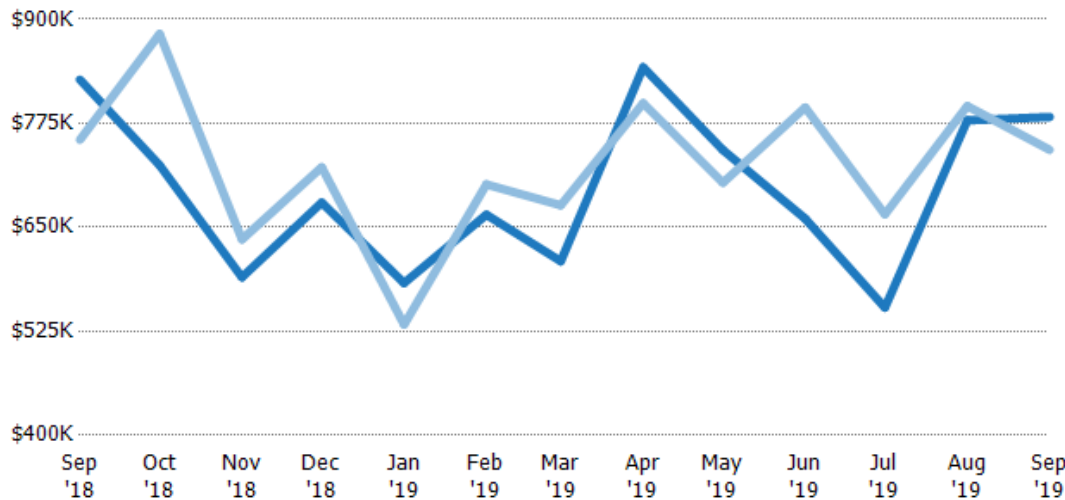
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg List Price	\$755K	\$882K	\$635K	\$722K	\$533K	\$702K	\$676K	\$799K	\$703K	\$794K	\$666K	\$796K	\$743K
Avg Sales Price	\$730K	\$838K	\$611K	\$701K	\$518K	\$678K	\$656K	\$760K	\$679K	\$756K	\$643K	\$779K	\$709K
Avg Sales Price as a % of Avg List Price	97%	95%	96%	97%	97%	97%	97%	95%	96%	95%	97%	98%	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



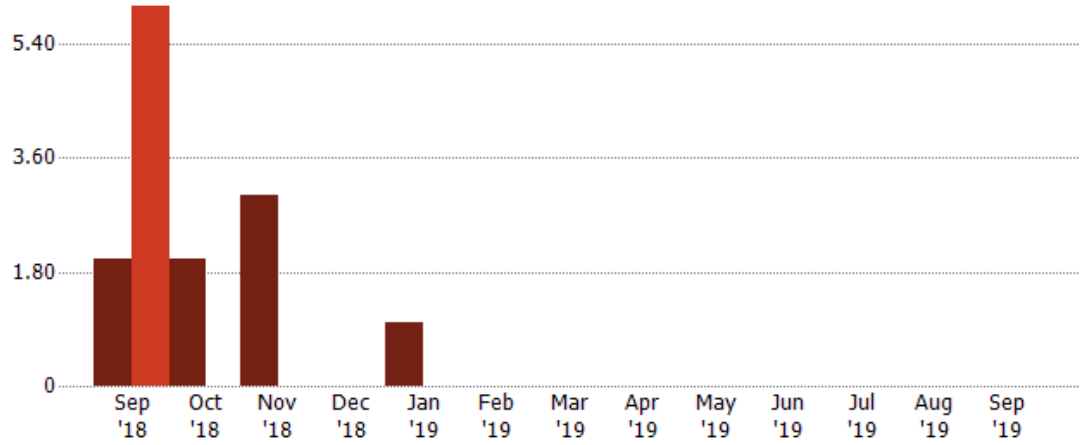
	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19	May '19	Jun '19	Jul '19	Aug '19	Sep '19
Avg Est Value	\$828K	\$725K	\$590K	\$680K	\$583K	\$665K	\$609K	\$842K	\$743K	\$660K	\$553K	\$778K	\$783K
Avg Sales Price	\$755K	\$882K	\$635K	\$722K	\$533K	\$702K	\$676K	\$799K	\$703K	\$794K	\$666K	\$796K	\$743K
Avg Sales Price as a % of Avg Est Value	91%	122%	108%	106%	91%	105%	111%	95%	95%	120%	120%	102%	95%

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	2	2	3	-	1	-	-	-	-	-	-	-	-
Prior Year	6	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-67%	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: 10/04/2019

Scheduled: Yes

Report Date Range: From 9/2018 To: 9/2019

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 9/2019 data

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