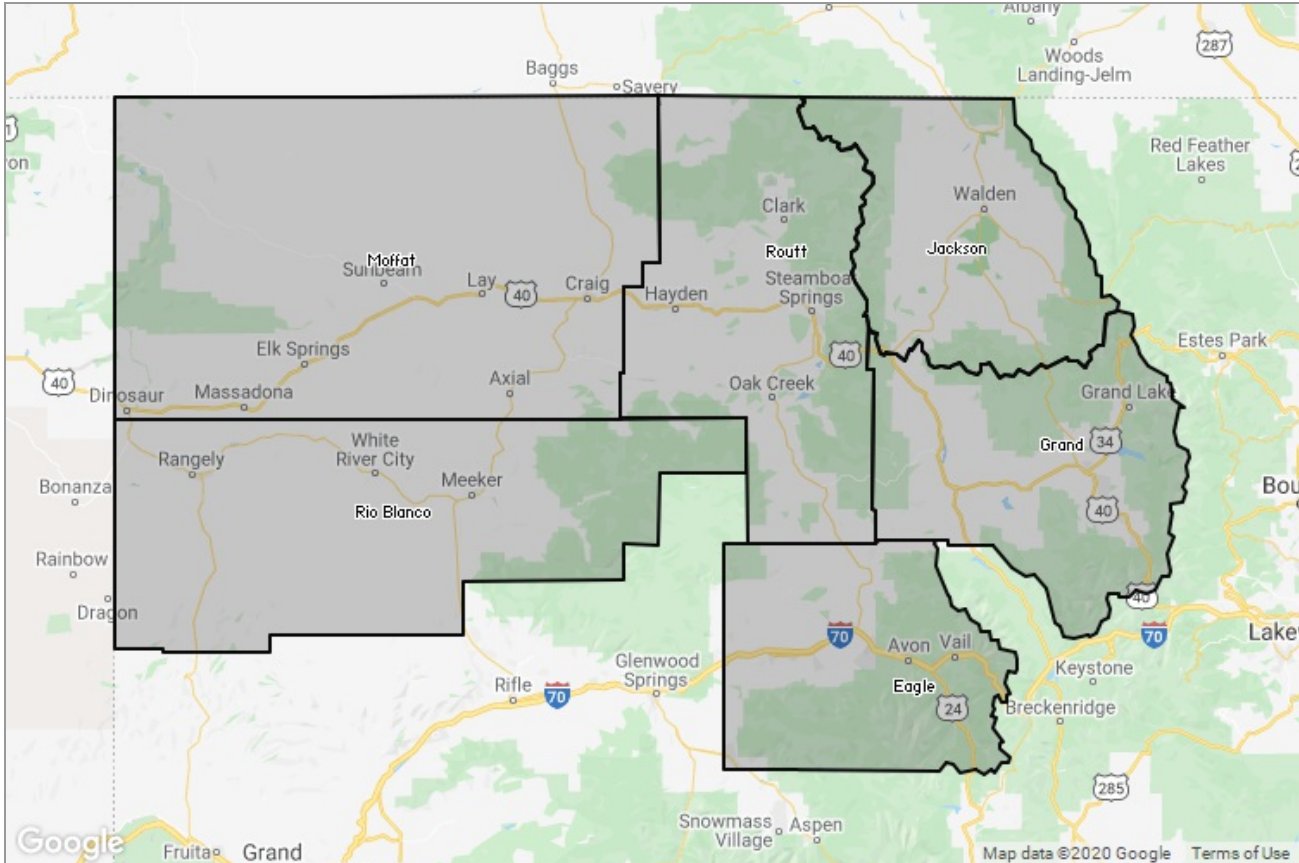




# STEAMBOAT SPRINGS BOARD of REALTORS®

MARKET DATA REPORT

## Monthly Market Data Report



### Report Characteristics

**Report Name:**  
Monthly Market Data Report

**Report Date Range:**  
8/2019 – 8/2020

**Filters Used:**  
Location

**Avg/Med:** Avg Only

**Include Metrics By:** County

**Run Date:** 09/06/2020

**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

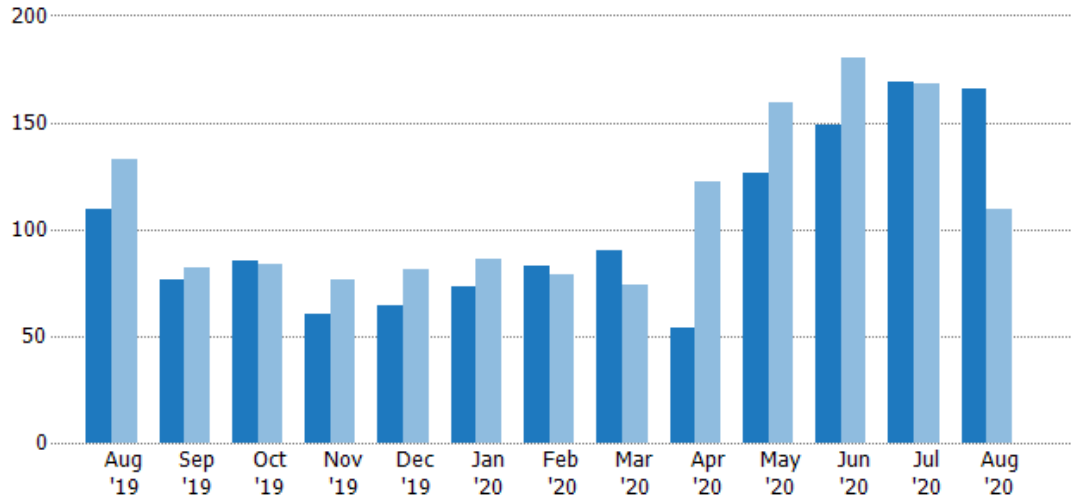
## New Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '20	166	52.3%
Aug '19	109	-18%
Aug '18	133	-24.1%



Current Year	109	76	85	60	64	73	83	90	54	126	149	169	166
Prior Year	133	82	84	76	81	86	79	74	122	159	180	168	109
Percent Change from Prior Year	-18%	-7%	1%	-21%	-21%	-15%	5%	22%	-56%	-21%	-17%	1%	52%

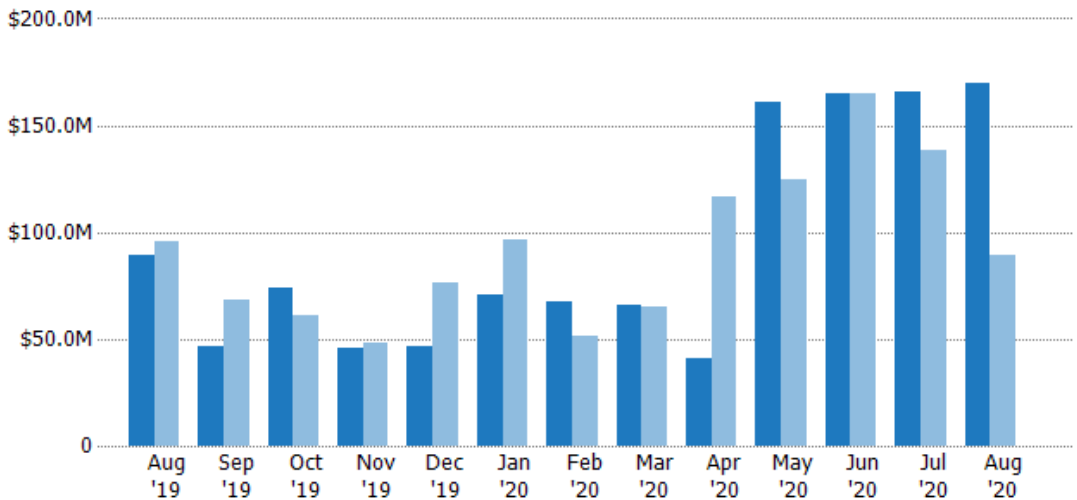
## New Listing Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '20	\$170M	90.5%
Aug '19	\$89.2M	-7%
Aug '18	\$96M	-11.8%



Current Year	\$89.2M	\$46.2M	\$73.8M	\$45.8M	\$46.2M	\$70.9M	\$67.2M	\$66.2M	\$41M	\$161M	\$165M	\$166M	\$170M
Prior Year	\$96M	\$68.5M	\$61M	\$48M	\$76M	\$96.8M	\$51.4M	\$65M	\$117M	\$125M	\$165M	\$139M	\$89.2M
Percent Change from Prior Year	-7%	-33%	21%	-5%	-39%	-27%	31%	2%	-65%	29%	0%	19%	91%

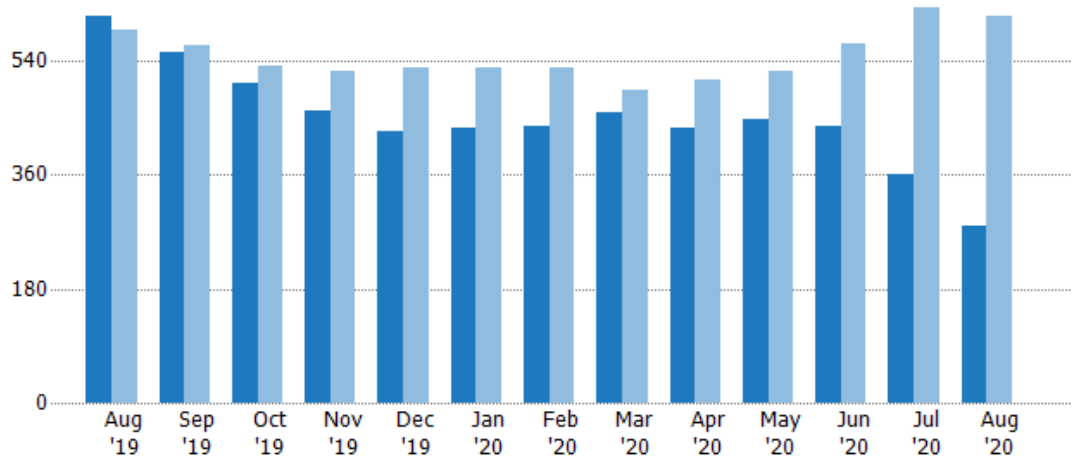
## Active Listings

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

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '20	280	-54.2%
Aug '19	611	3.6%
Aug '18	590	-11.9%



Current Year	611	553	505	461	429	433	437	458	434	448	438	361	280
Prior Year	590	565	533	523	530	530	529	493	511	523	566	625	611
Percent Change from Prior Year	4%	-2%	-5%	-12%	-19%	-18%	-17%	-7%	-15%	-14%	-23%	-42%	-54%

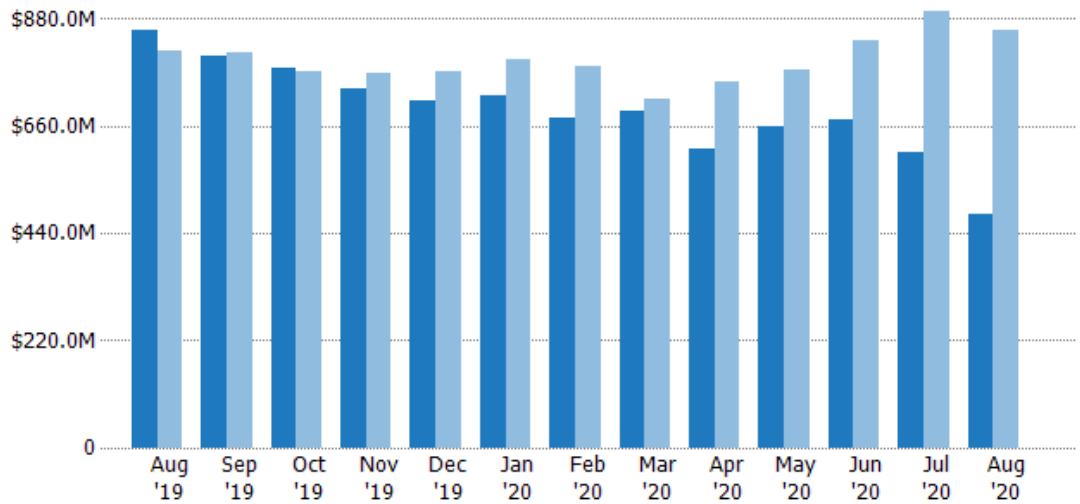
## Active Listing Volume

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.
Aug '20	\$479M	-44.1%
Aug '19	\$858M	5.2%
Aug '18	\$816M	-28.2%



Current Year	\$858M	\$803M	\$780M	\$737M	\$712M	\$723M	\$678M	\$693M	\$613M	\$660M	\$672M	\$608M	\$479M
Prior Year	\$816M	\$811M	\$774M	\$768M	\$771M	\$797M	\$782M	\$716M	\$751M	\$777M	\$837M	\$896M	\$858M
Percent Change from Prior Year	5%	-1%	1%	-4%	-8%	-9%	-13%	-3%	-18%	-15%	-20%	-32%	-44%

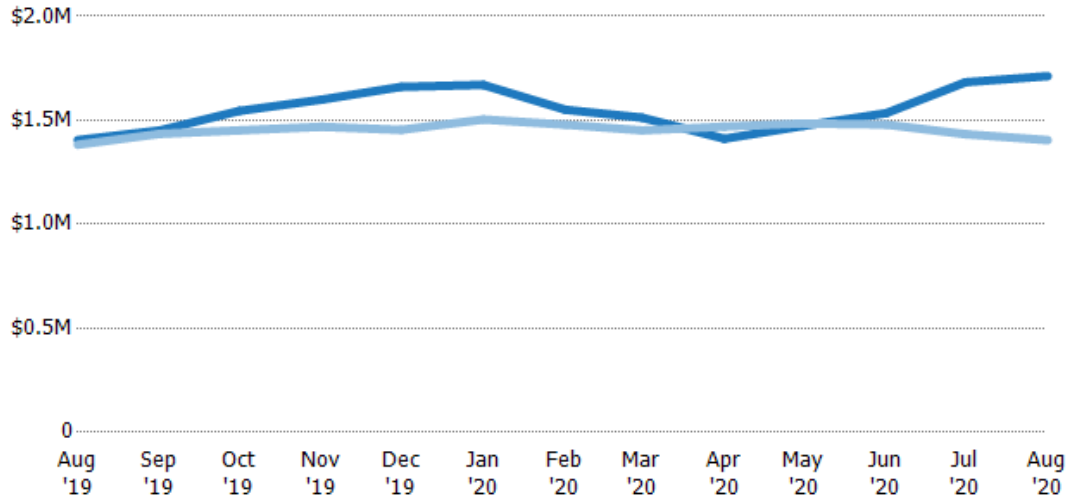
## Average Listing Price

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

Filters Used

County: 6 Selected

Month/Year	Price	% Chg.
Aug '20	\$1.71M	21.9%
Aug '19	\$1.4M	1.6%
Aug '18	\$1.38M	-18.6%



	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$1.4M	\$1.45M	\$1.55M	\$1.6M	\$1.66M	\$1.67M	\$1.55M	\$1.51M	\$1.41M	\$1.47M	\$1.53M	\$1.68M	\$1.71M
Prior Year	\$1.38M	\$1.43M	\$1.45M	\$1.47M	\$1.45M	\$1.5M	\$1.48M	\$1.45M	\$1.47M	\$1.49M	\$1.48M	\$1.43M	\$1.4M
Percent Change from Prior Year	2%	1%	6%	9%	14%	11%	5%	4%	-4%	-1%	4%	17%	22%

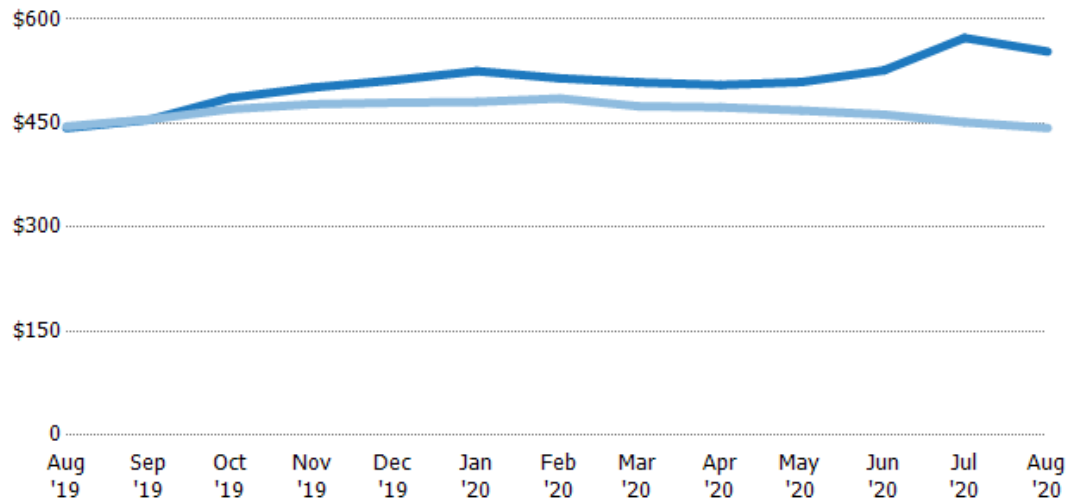
## Average Listing Price per Sq Ft

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.
Aug '20	\$553	24.9%
Aug '19	\$443	-0.5%
Aug '18	\$445	-9.4%



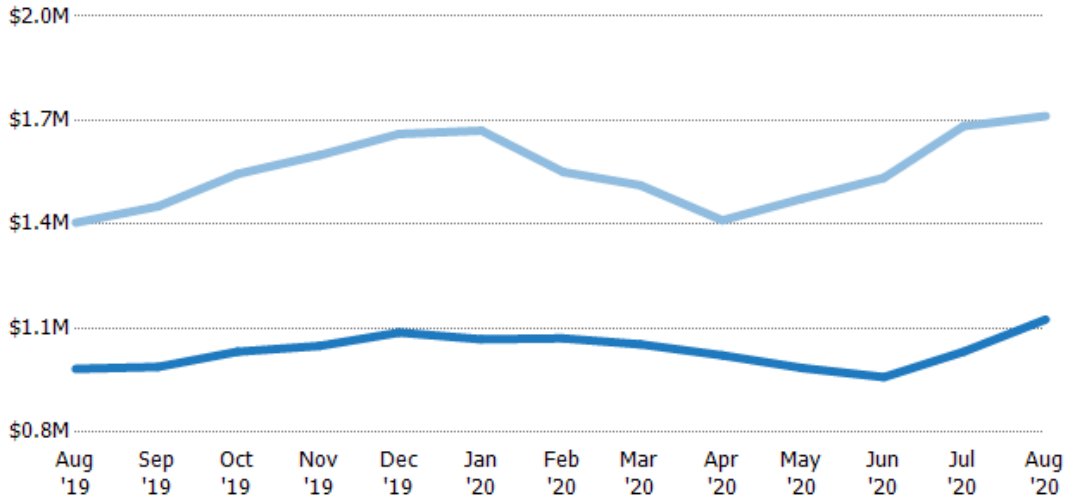
	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	\$443	\$455	\$487	\$502	\$512	\$525	\$515	\$509	\$505	\$509	\$526	\$573	\$553
Prior Year	\$445	\$456	\$470	\$478	\$480	\$481	\$486	\$475	\$473	\$468	\$462	\$451	\$443
Percent Change from Prior Year	-1%	0%	3%	5%	7%	9%	6%	7%	7%	9%	14%	27%	25%

## 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



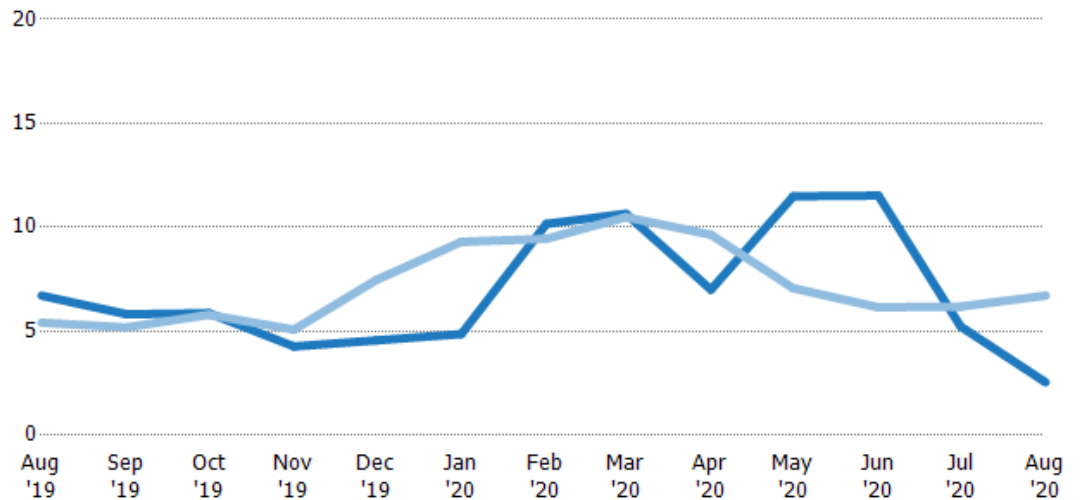
Avg Est Value	\$983K	\$988K	\$1.03M	\$1.05M	\$1.09M	\$1.07M	\$1.07M	\$1.05M	\$1.02M	\$985K	\$959K	\$1.03M	\$1.13M
Avg Listing Price	\$1.4M	\$1.45M	\$1.55M	\$1.6M	\$1.66M	\$1.67M	\$1.55M	\$1.51M	\$1.41M	\$1.47M	\$1.53M	\$1.68M	\$1.71M
Avg Listing Price as a % of Avg Est Value	143%	147%	150%	152%	153%	156%	145%	144%	138%	150%	160%	163%	152%

## Months of Inventory

The number of months it would take to exhaust active listings at the current sales rate.

Filters Used

County: 6 Selected



Current Year	6.71	5.82	5.87	4.27	4.56	4.87	10.2	10.7	7	11.5	11.5	5.23	2.55
Prior Year	5.41	5.18	5.79	5.08	7.46	9.3	9.45	10.5	9.64	7.07	6.15	6.19	6.71
Percent Change from Prior Year	24%	12%	1%	-16%	-39%	-48%	8%	2%	-27%	63%	87%	-15%	-62%

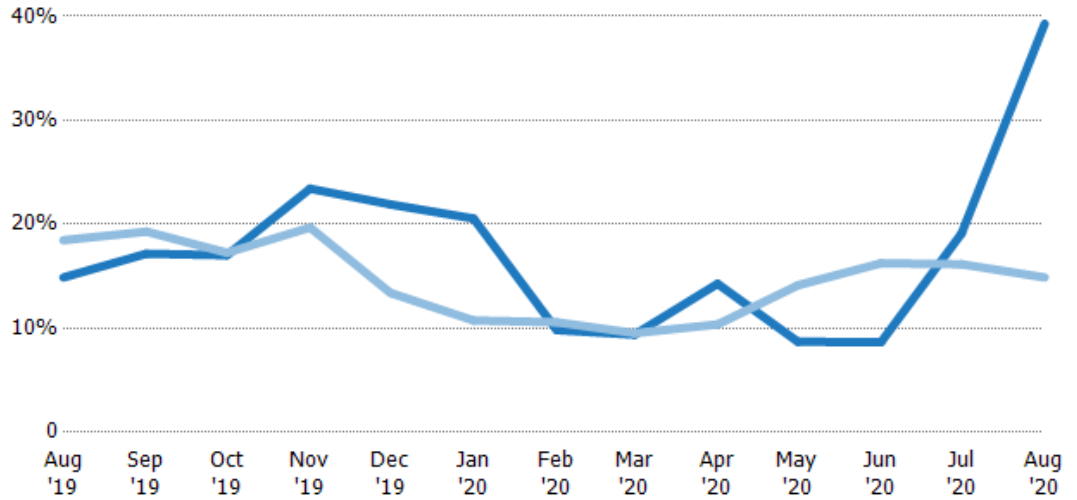
## Absorption Rate

The percentage of inventory sold per month.

Filters Used

County: 6 Selected

Month/Year	Rate	Chg.
Aug '20	39%	-24.4%
Aug '19	15%	3.6%
Aug '18	18%	-6.3%

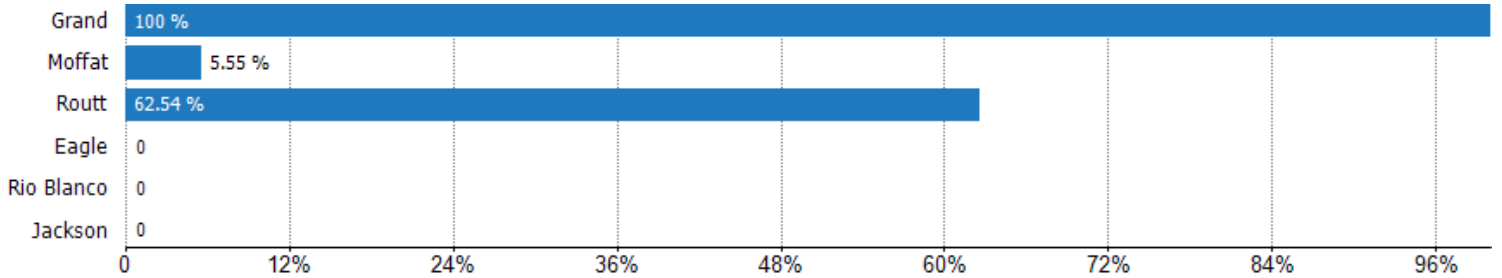


	Aug '19	Sep '19	Oct '19	Nov '19	Dec '19	Jan '20	Feb '20	Mar '20	Apr '20	May '20	Jun '20	Jul '20	Aug '20
Current Year	15%	17%	17%	23%	22%	21%	10%	9%	14%	9%	9%	19%	39%
Prior Year	18%	19%	17%	20%	13%	11%	11%	10%	10%	14%	16%	16%	15%
Change from Prior Year	4%	2%	0%	-4%	-9%	-10%	1%	0%	-4%	5%	8%	-3%	-24%

## Absorption Rate (By County)

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

Filters Used: County: 6 Selected



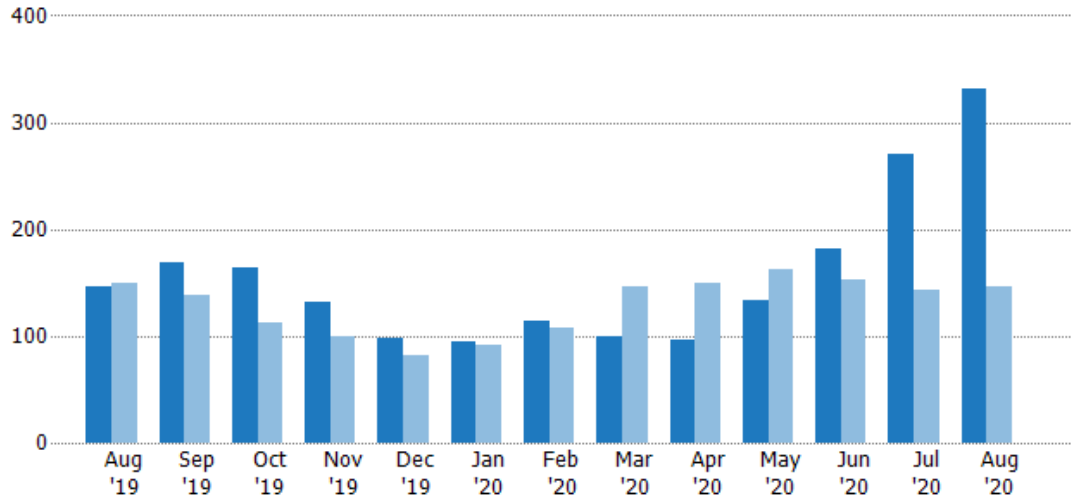
## Pending Sales

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.
Aug '20	331	125.2%
Aug '19	147	-1.3%
Aug '18	149	8.1%



Current Year	147	169	164	131	98	94	114	100	96	133	181	270	331
Prior Year	149	139	112	100	82	91	107	147	150	162	153	143	147
Percent Change from Prior Year	-1%	22%	46%	31%	20%	3%	7%	-32%	-36%	-18%	18%	89%	125%

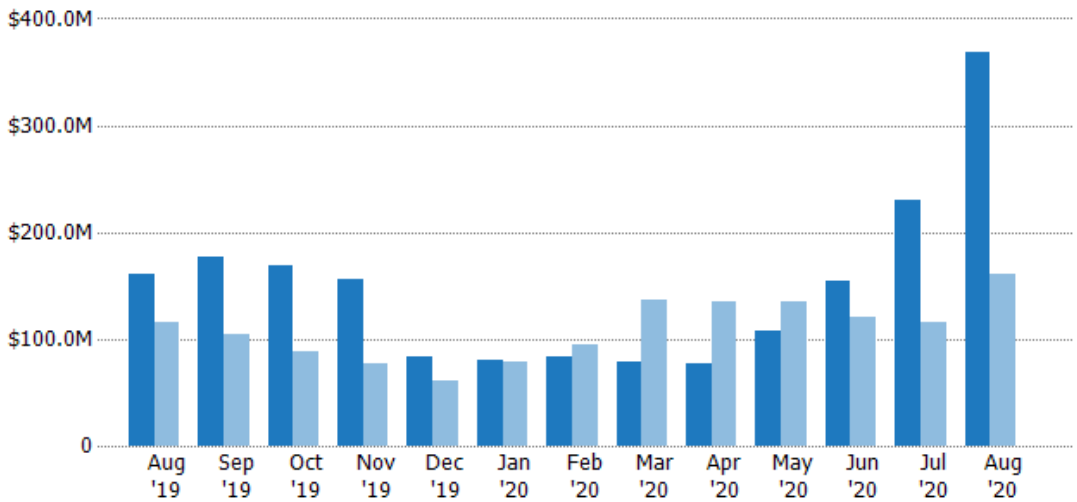
## Pending Sales Volume

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.
Aug '20	\$368M	129.8%
Aug '19	\$160M	37.8%
Aug '18	\$116M	4.5%



Current Year	\$160M	\$176M	\$169M	\$156M	\$83.9M	\$79.6M	\$83.5M	\$79M	\$77.4M	\$108M	\$154M	\$230M	\$368M
Prior Year	\$116M	\$105M	\$88.9M	\$77.6M	\$61.6M	\$79.3M	\$94.4M	\$137M	\$136M	\$135M	\$121M	\$116M	\$160M
Percent Change from Prior Year	38%	68%	90%	101%	36%	0%	-12%	-42%	-43%	-20%	27%	98%	130%

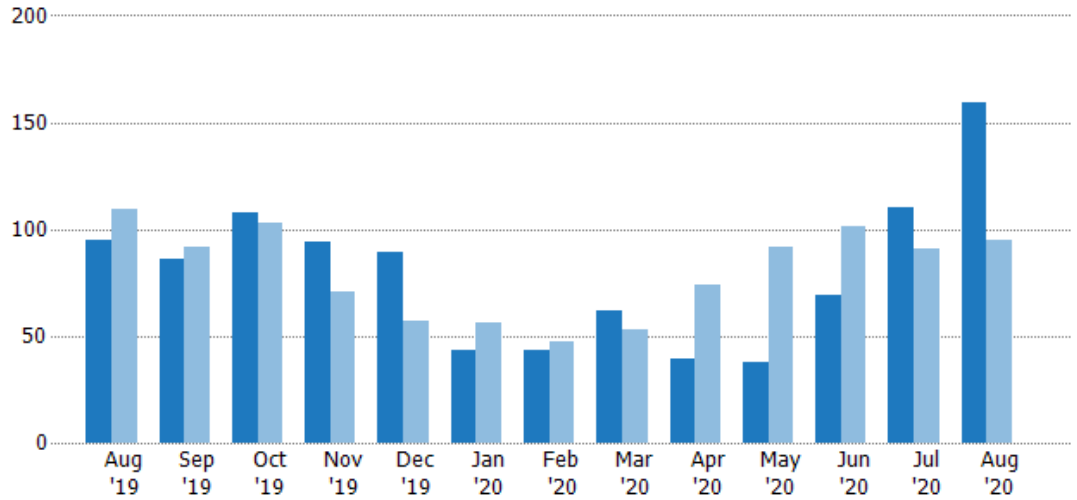
## Closed Sales

The total number of residential properties sold each month.

Filters Used

County: 6 Selected

Month/Year	Count	% Chg.
Aug '20	159	67.4%
Aug '19	95	-12.8%
Aug '18	109	7.3%



Current Year	95	86	108	94	89	43	43	62	39	38	69	110	159
Prior Year	109	92	103	71	57	56	47	53	74	92	101	91	95
Percent Change from Prior Year	-13%	-7%	5%	32%	56%	-23%	-9%	17%	-47%	-59%	-32%	21%	67%

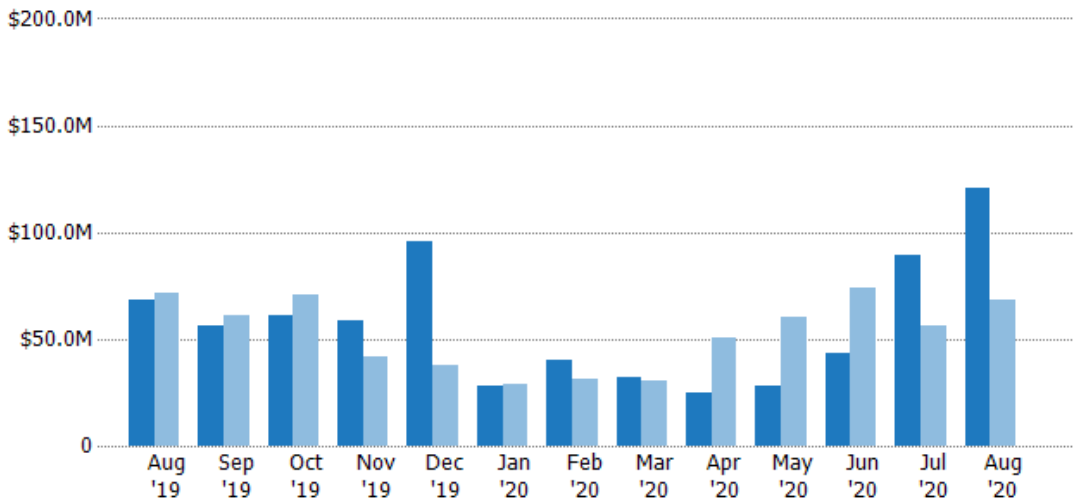
## Closed Sales Volume

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

Filters Used

County: 6 Selected

Month/Year	Volume	% Chg.
Aug '20	\$120M	75.3%
Aug '19	\$68.6M	-4.5%
Aug '18	\$71.8M	-15%



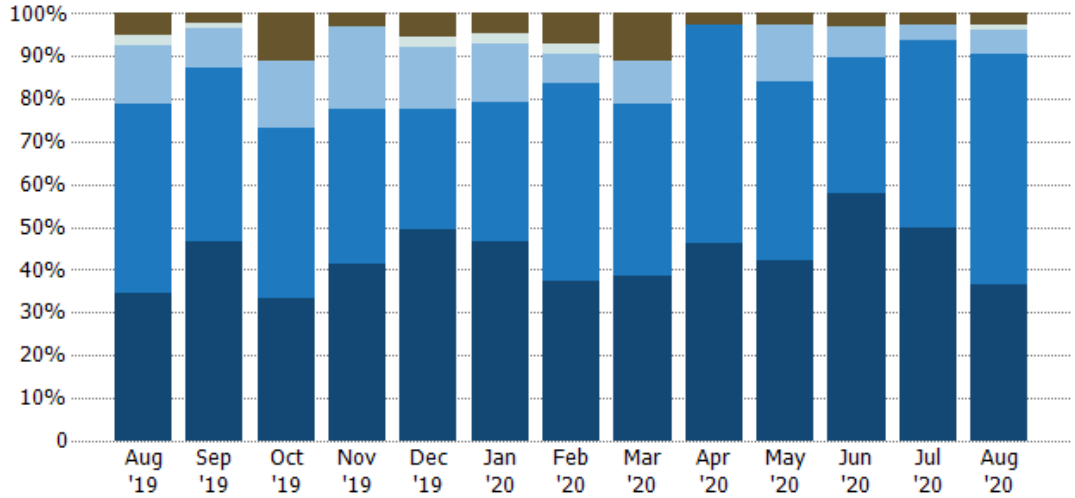
Current Year	\$68.6M	\$56.2M	\$61.2M	\$59M	\$95.8M	\$28.1M	\$40.4M	\$32.2M	\$25M	\$28.2M	\$43.3M	\$89.5M	\$120M
Prior Year	\$71.8M	\$60.7M	\$70.9M	\$41.6M	\$37.5M	\$28.7M	\$31.3M	\$30.7M	\$50.9M	\$60M	\$74.2M	\$56.2M	\$68.6M
Percent Change from Prior Year	-4%	-7%	-14%	42%	155%	-2%	29%	5%	-51%	-53%	-42%	59%	75%



## Closed Sales by Property Type

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

Filters Used  
County: 6 Selected

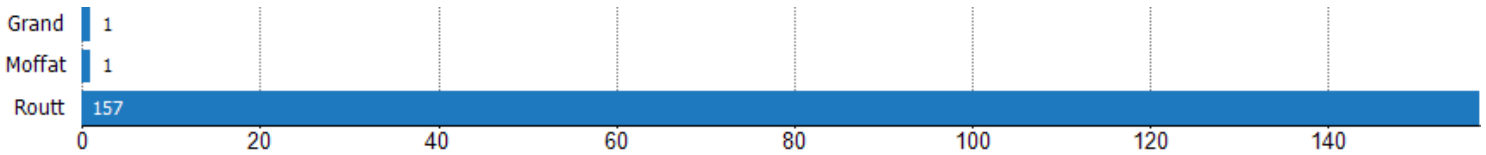


Coop	5%	2%	11%	3%	6%	5%	7%	11%	3%	3%	3%	3%	3%
Farm/Ranch	2%	1%	-	-	2%	2%	2%	-	-	-	-	-	1%
Multifamily/Multiplex	14%	9%	16%	19%	15%	14%	7%	10%	-	13%	7%	4%	6%
Condo/Townhouse	44%	41%	40%	36%	28%	33%	47%	40%	51%	42%	32%	44%	54%
Single Family Residence	35%	47%	33%	41%	49%	47%	37%	39%	46%	42%	58%	50%	36%

## Closed Sales (By County)

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

Filters Used: County: 6 Selected

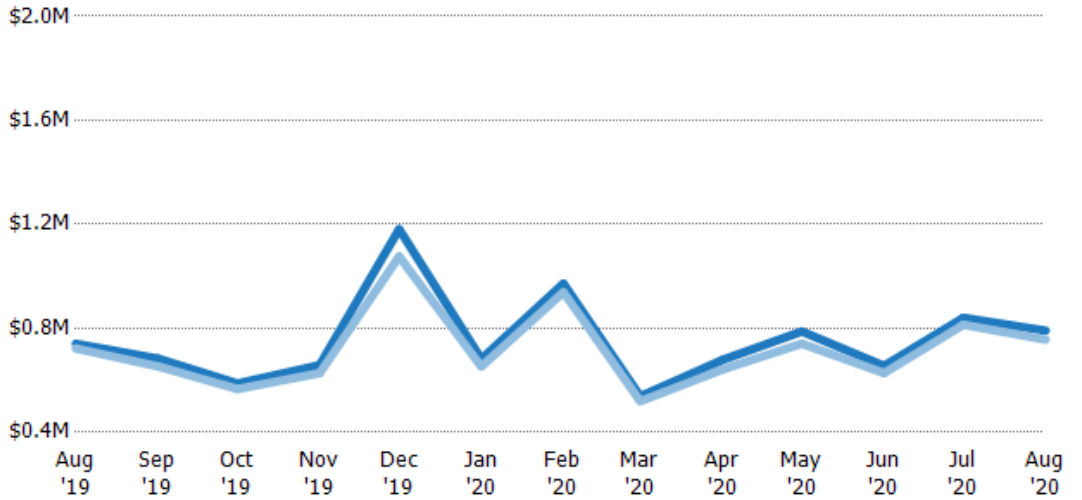


## Average Sales Price vs Average Listing Price

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

Filters Used

County: 6 Selected



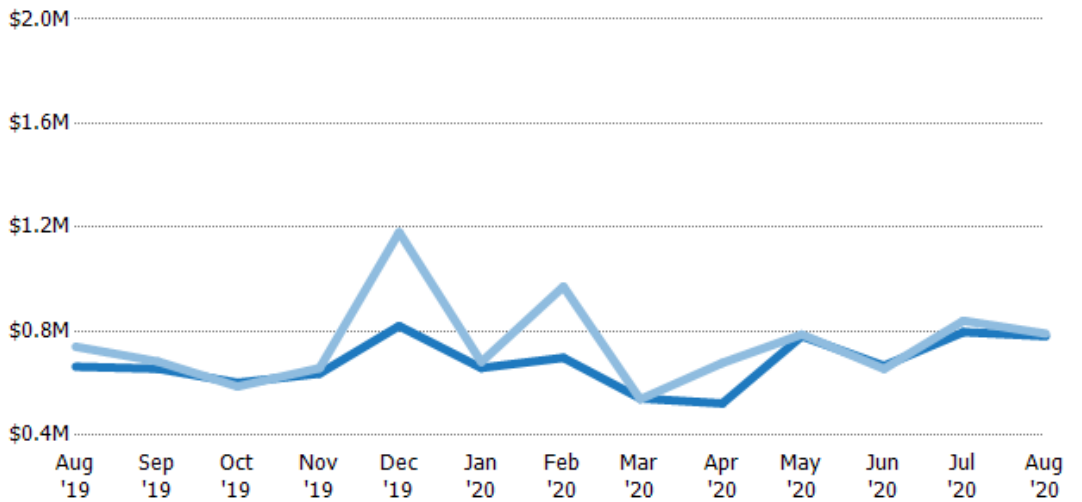
Avg List Price	\$740K	\$684K	\$588K	\$658K	\$1.18M	\$682K	\$972K	\$538K	\$678K	\$788K	\$655K	\$840K	\$791K
Avg Sales Price	\$722K	\$653K	\$566K	\$628K	\$1.08M	\$653K	\$939K	\$519K	\$641K	\$741K	\$628K	\$814K	\$757K
Avg Sales Price as a % of Avg List Price	98%	96%	96%	95%	91%	96%	97%	96%	95%	94%	96%	97%	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



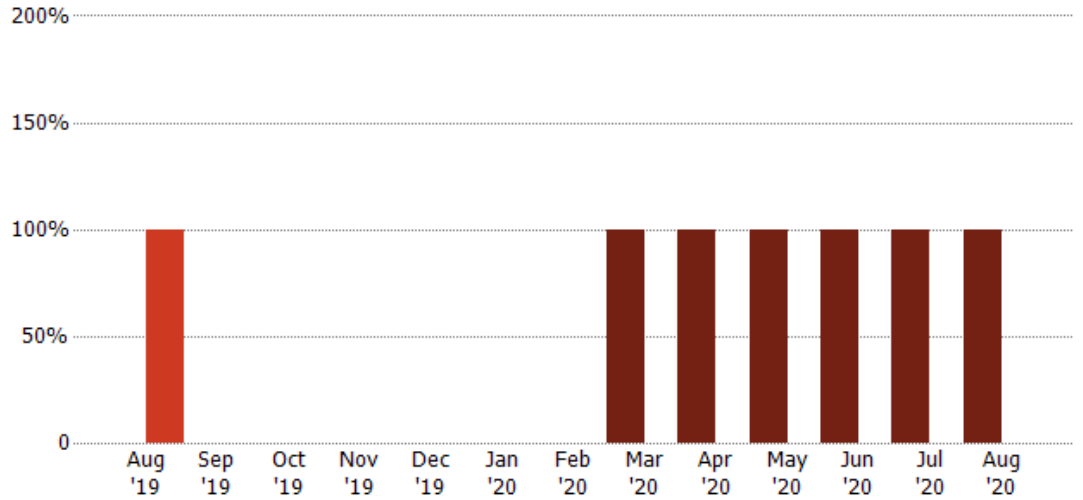
Avg Est Value	\$664K	\$656K	\$602K	\$637K	\$820K	\$659K	\$698K	\$542K	\$522K	\$781K	\$667K	\$797K	\$781K
Avg Sales Price	\$740K	\$684K	\$588K	\$658K	\$1.08M	\$682K	\$972K	\$538K	\$678K	\$788K	\$655K	\$840K	\$791K
Avg Sales Price as a % of Avg Est Value	112%	104%	98%	103%	144%	103%	139%	99%	130%	101%	98%	105%	101%

## Distressed Listings

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

Filters Used

County: 6 Selected

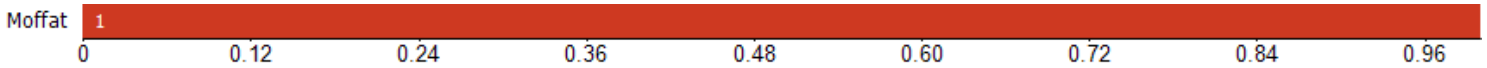


Current Year	-	-	-	-	-	-	-	1	1	1	1	1	1
Prior Year	1	-	-	-	-	-	-	-	-	-	-	-	-
Percent Change from Prior Year	-100%	-	-	-	-	-	-	100%	100%	100%	100%	100%	100%

## 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:** 09/06/2020

**Scheduled:** Yes

**Report Date Range:** From 8/2019 To: 8/2020

### 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

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 8/2020 data

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