

Monthly Indicators



July 2019

Percent changes calculated using year-over-year comparisons.

New Listings were down 4.1 percent for single family homes but increased 21.6 percent for townhouse-condo properties. Pending Sales decreased 42.0 percent for single family homes but increased 6.5 percent for townhouse-condo properties.

The Median Sales Price was up 16.8 percent to \$664,000 for single family homes and 4.0 percent to \$390,000 for townhouse-condo properties. Days on Market increased 92.9 percent for single family homes and 25.5 percent for townhouse-condo properties.

During the record-setting 121-month economic expansion, the unemployment rate has dropped from 10.0 percent in 2009 to 3.7 percent, yet many consumers continue to struggle financially. Low mortgage interest rates have helped offset low housing affordability, but high home prices are outpacing median household income growth. In a move to stoke continued economic prosperity, the Federal Reserve reduced the benchmark interest rate by a quarter point to about 2.25 percent, marking the first reduction in more than a decade.

Activity Snapshot

- 24.8%	+ 2.4%	+ 0.8%
One-Year Change in Sold Listings All Properties	One-Year Change in Median Sales Price All Properties	One-Year Change in Active Listings All Properties

Residential real estate activity in ZIP codes 80487, 81639 and 80467 composed of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

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Single Family Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		73	70	- 4.1%	375	337	- 10.1%
Pending Sales		50	29	- 42.0%	223	204	- 8.5%
Sold Listings		44	33	- 25.0%	184	178	- 3.3%
Median Sales Price		\$568,575	\$664,000	+ 16.8%	\$610,000	\$741,400	+ 21.5%
Average Sales Price		\$708,655	\$1,023,132	+ 44.4%	\$803,563	\$1,008,406	+ 25.5%
Pct. of List Price Received		97.5%	97.2%	- 0.3%	96.6%	96.9%	+ 0.3%
Days on Market		42	81	+ 92.9%	89	109	+ 22.5%
Housing Affordability Index		60	54	- 10.0%	56	48	- 14.3%
Active Listings		247	254	+ 2.8%	--	--	--
Months Supply		8.7	9.0	+ 3.4%	--	--	--

Townhouse-Condo Market Overview

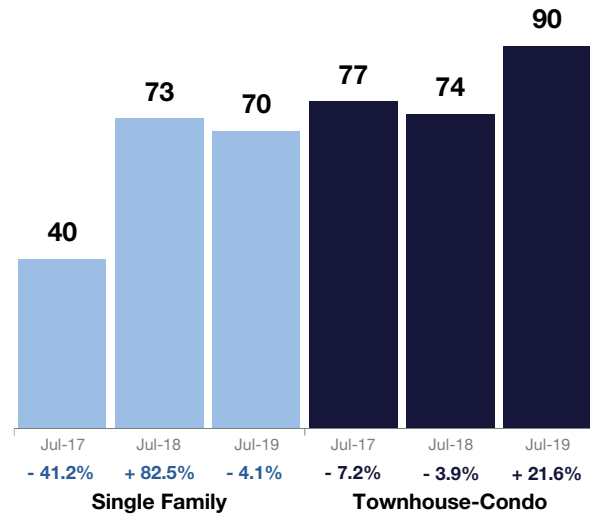
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



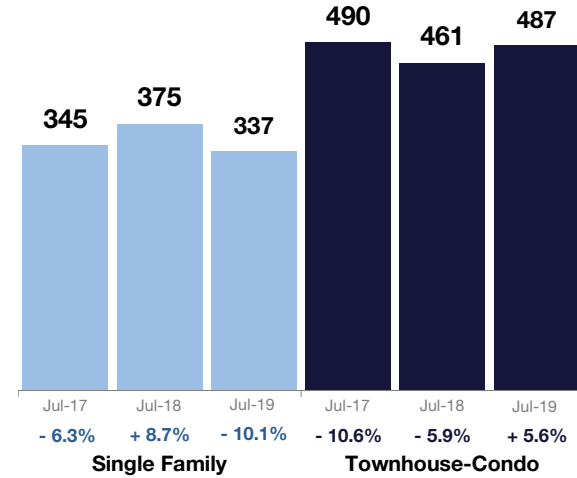
Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		74	90	+ 21.6%	461	487	+ 5.6%
Pending Sales		62	66	+ 6.5%	336	355	+ 5.7%
Sold Listings		61	46	- 24.6%	319	295	- 7.5%
Median Sales Price		\$375,000	\$390,000	+ 4.0%	\$375,000	\$385,000	+ 2.7%
Average Sales Price		\$457,554	\$419,554	- 8.3%	\$460,441	\$450,949	- 2.1%
Pct. of List Price Received		97.1%	97.7%	+ 0.6%	97.2%	97.0%	- 0.2%
Days on Market		51	64	+ 25.5%	82	84	+ 2.4%
Housing Affordability Index		91	92	+ 1.1%	91	93	+ 2.2%
Active Listings		286	283	- 1.0%	--	--	--
Months Supply		5.7	6.3	+ 10.5%	--	--	--

New Listings

July

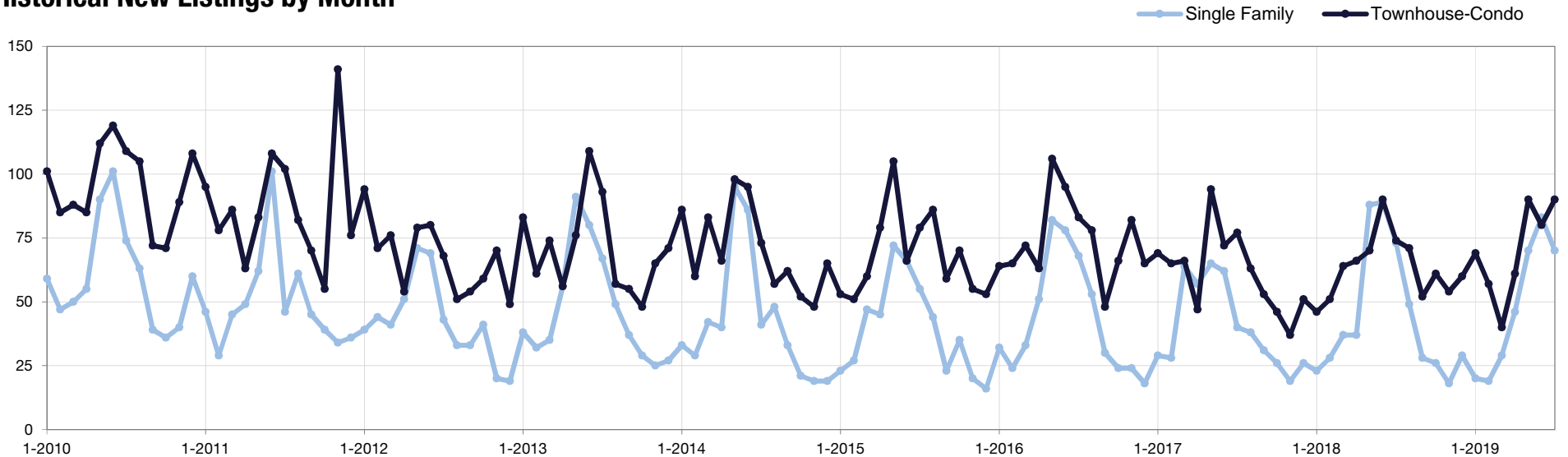


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	49	+28.9%	71	+12.7%
Sep-2018	28	-9.7%	52	-1.9%
Oct-2018	26	0.0%	61	+32.6%
Nov-2018	18	-5.3%	54	+45.9%
Dec-2018	29	+11.5%	60	+17.6%
Jan-2019	20	-13.0%	69	+50.0%
Feb-2019	19	-32.1%	57	+11.8%
Mar-2019	29	-21.6%	40	-37.5%
Apr-2019	46	+24.3%	61	-7.6%
May-2019	70	-20.5%	90	+28.6%
Jun-2019	83	-6.7%	80	-11.1%
Jul-2019	70	-4.1%	90	+21.6%

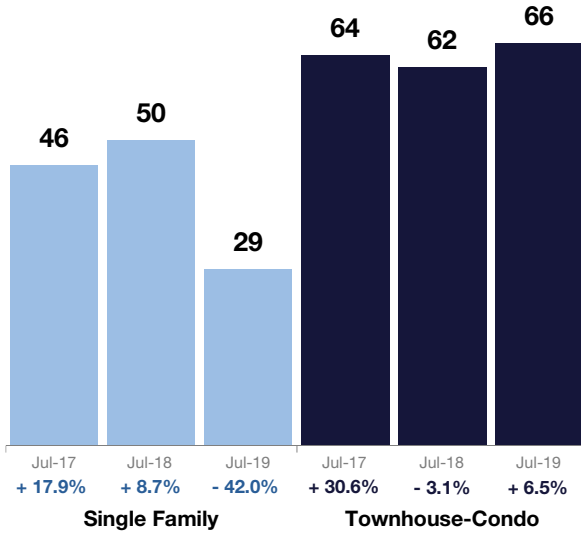
Historical New Listings by Month



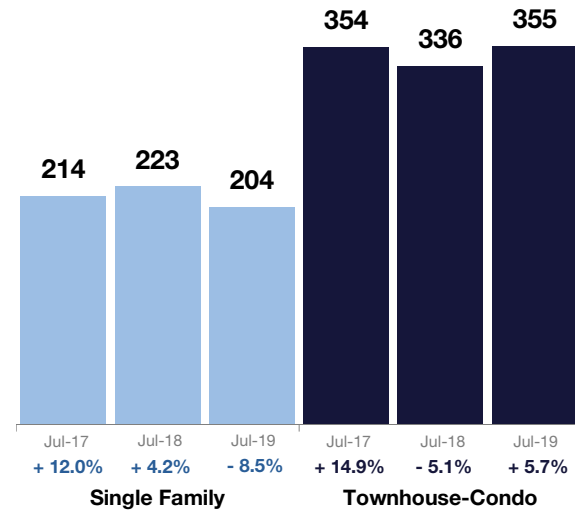
Pending Sales



July

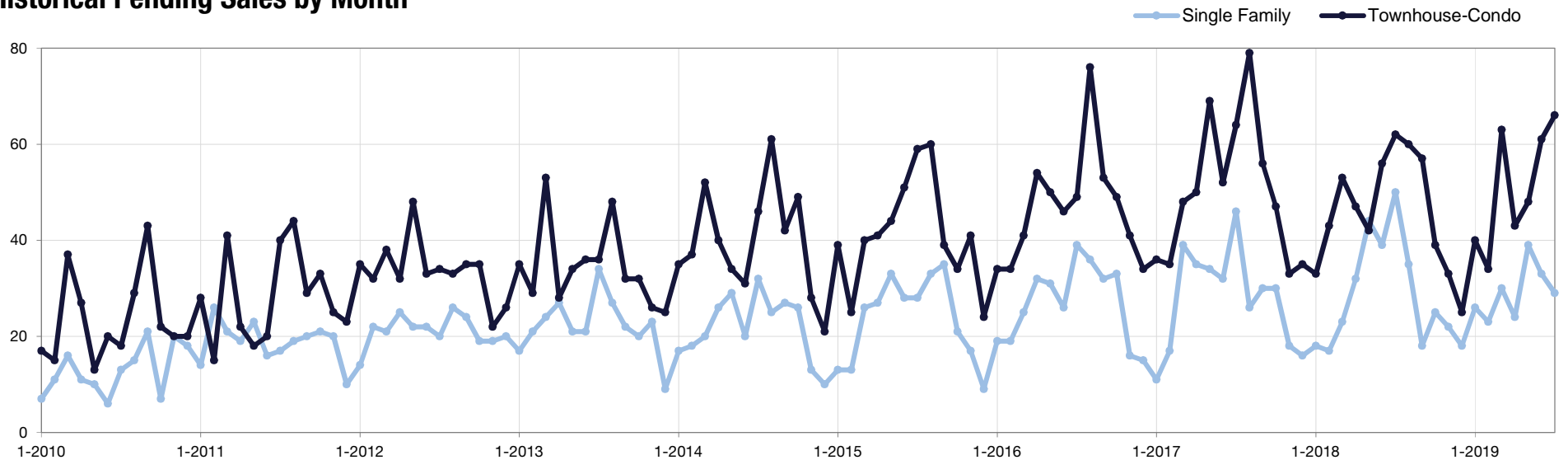


Year to Date



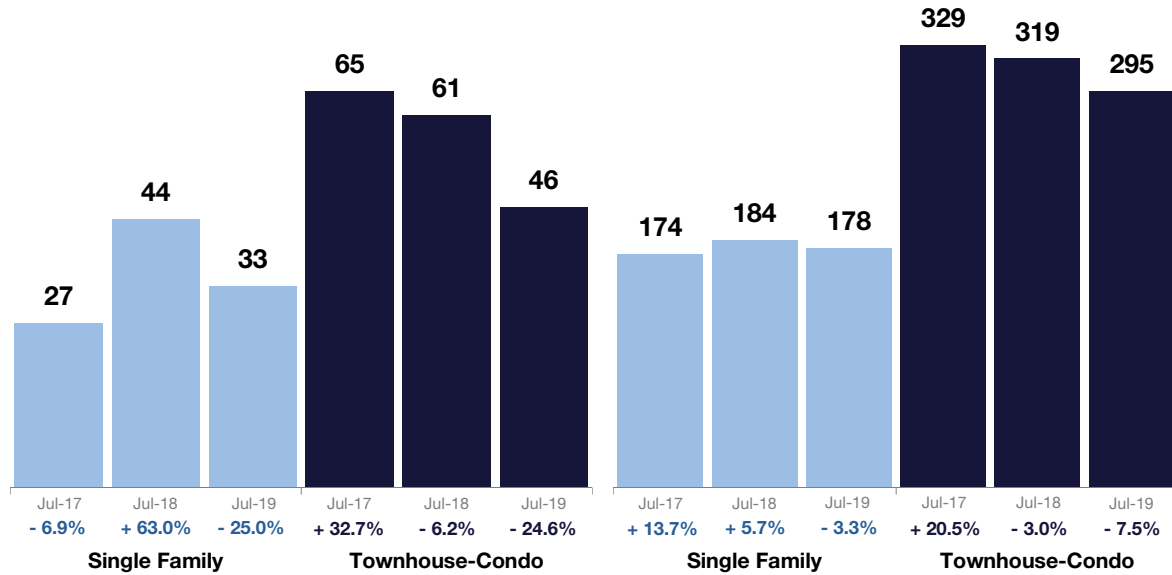
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	35	+34.6%	60	-24.1%
Sep-2018	18	-40.0%	57	+1.8%
Oct-2018	25	-16.7%	39	-17.0%
Nov-2018	22	+22.2%	33	0.0%
Dec-2018	18	+12.5%	25	-28.6%
Jan-2019	26	+44.4%	40	+21.2%
Feb-2019	23	+35.3%	34	-20.9%
Mar-2019	30	+30.4%	63	+18.9%
Apr-2019	24	-25.0%	43	-8.5%
May-2019	39	-11.4%	48	+14.3%
Jun-2019	33	-15.4%	61	+8.9%
Jul-2019	29	-42.0%	66	+6.5%

Historical Pending Sales by Month



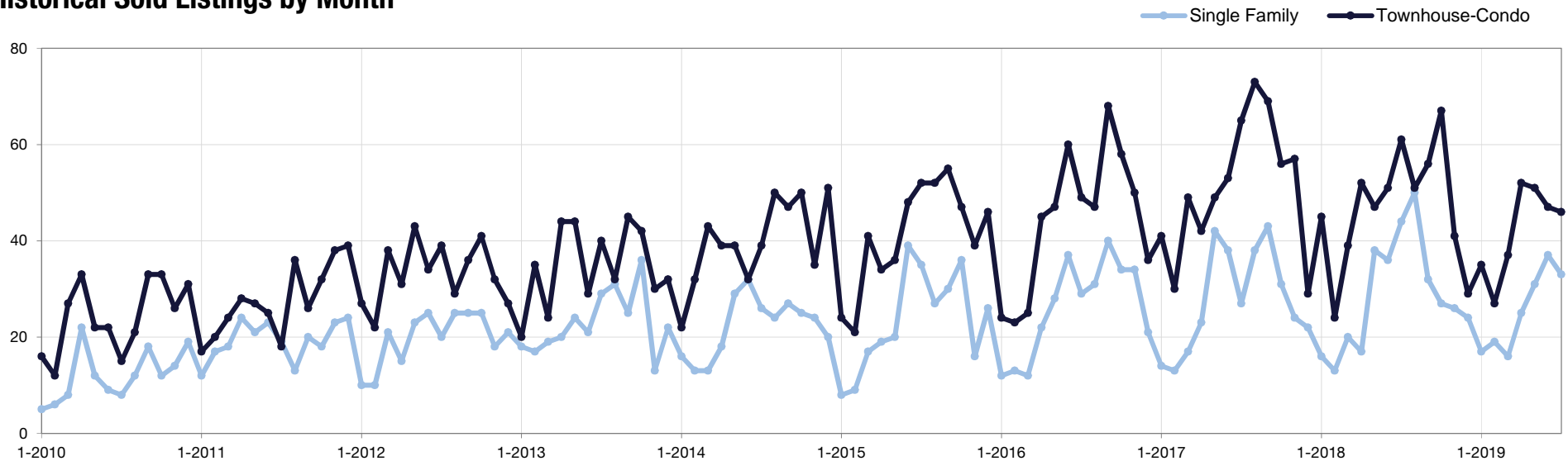
Sold Listings

July



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	50	+31.6%	51	-30.1%
Sep-2018	32	-25.6%	56	-18.8%
Oct-2018	27	-12.9%	67	+19.6%
Nov-2018	26	+8.3%	41	-28.1%
Dec-2018	24	+9.1%	29	0.0%
Jan-2019	17	+6.3%	35	-22.2%
Feb-2019	19	+46.2%	27	+12.5%
Mar-2019	16	-20.0%	37	-5.1%
Apr-2019	25	+47.1%	52	0.0%
May-2019	31	-18.4%	51	+8.5%
Jun-2019	37	+2.8%	47	-7.8%
Jul-2019	33	-25.0%	46	-24.6%

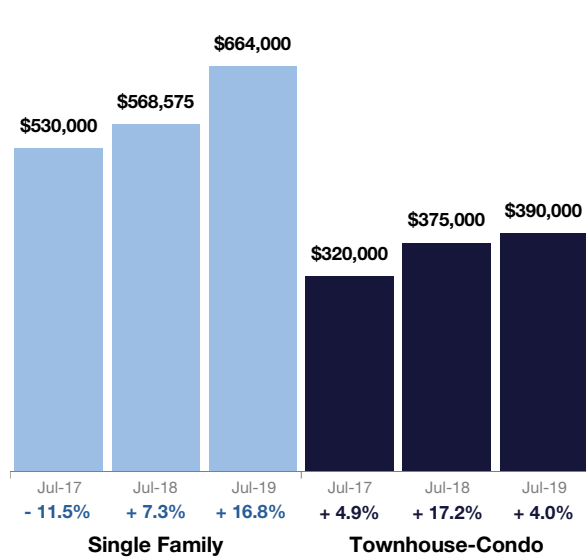
Historical Sold Listings by Month



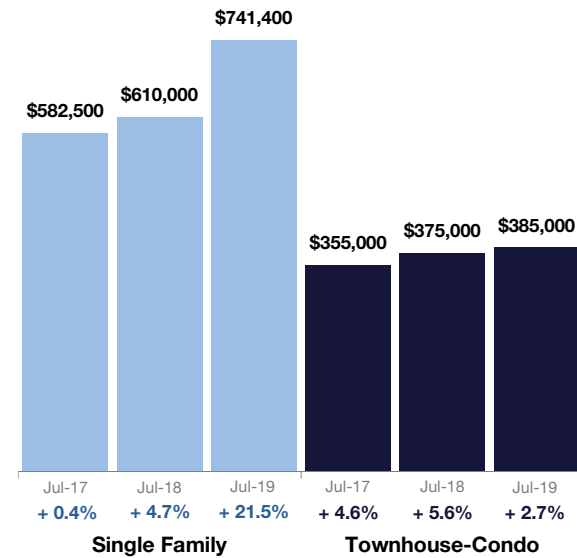
Median Sales Price



July

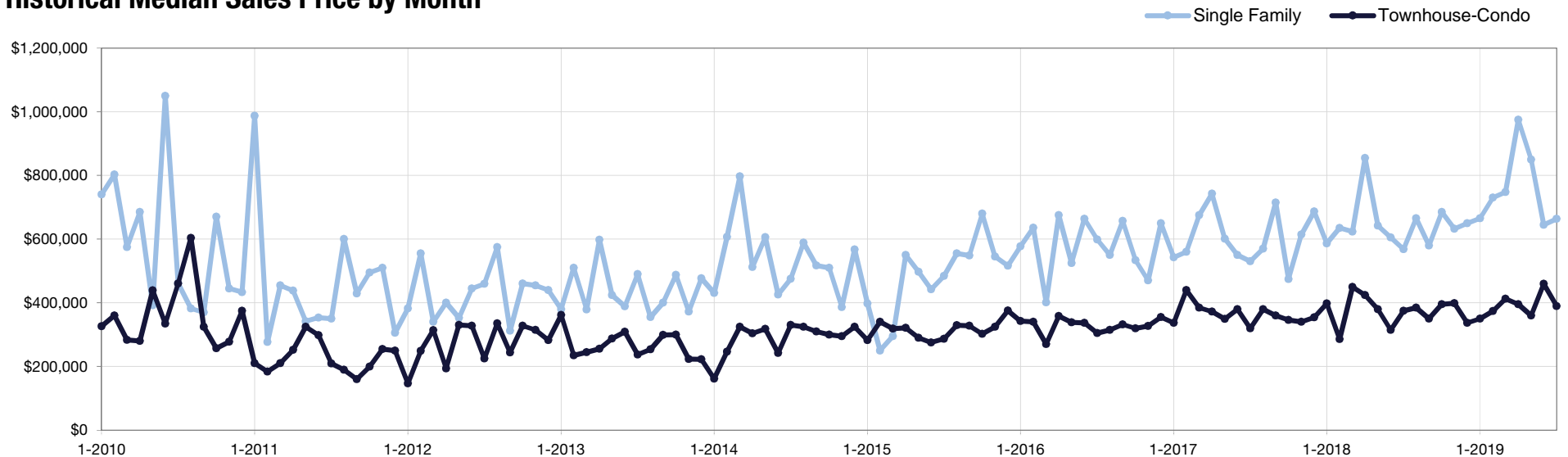


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$665,000	+16.7%	\$385,000	+1.3%
Sep-2018	\$579,500	-19.0%	\$350,000	-2.8%
Oct-2018	\$685,000	+44.5%	\$395,000	+14.2%
Nov-2018	\$632,500	+3.0%	\$399,000	+17.4%
Dec-2018	\$650,000	-5.4%	\$337,000	-4.8%
Jan-2019	\$665,000	+13.4%	\$350,000	-12.1%
Feb-2019	\$730,000	+15.0%	\$374,000	+31.0%
Mar-2019	\$747,500	+19.9%	\$412,500	-8.2%
Apr-2019	\$975,000	+14.0%	\$395,450	-6.8%
May-2019	\$850,000	+32.4%	\$360,000	-5.3%
Jun-2019	\$645,000	+6.6%	\$459,600	+45.9%
Jul-2019	\$664,000	+16.8%	\$390,000	+4.0%

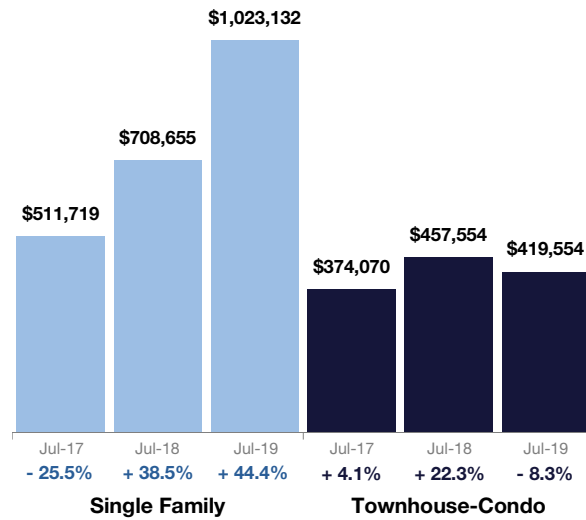
Historical Median Sales Price by Month



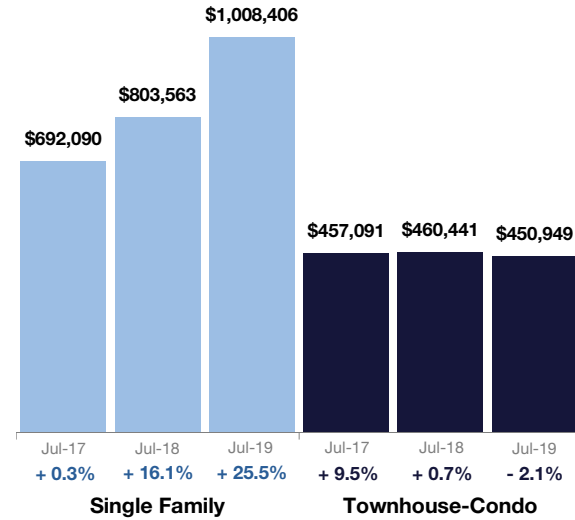
Average Sales Price



July

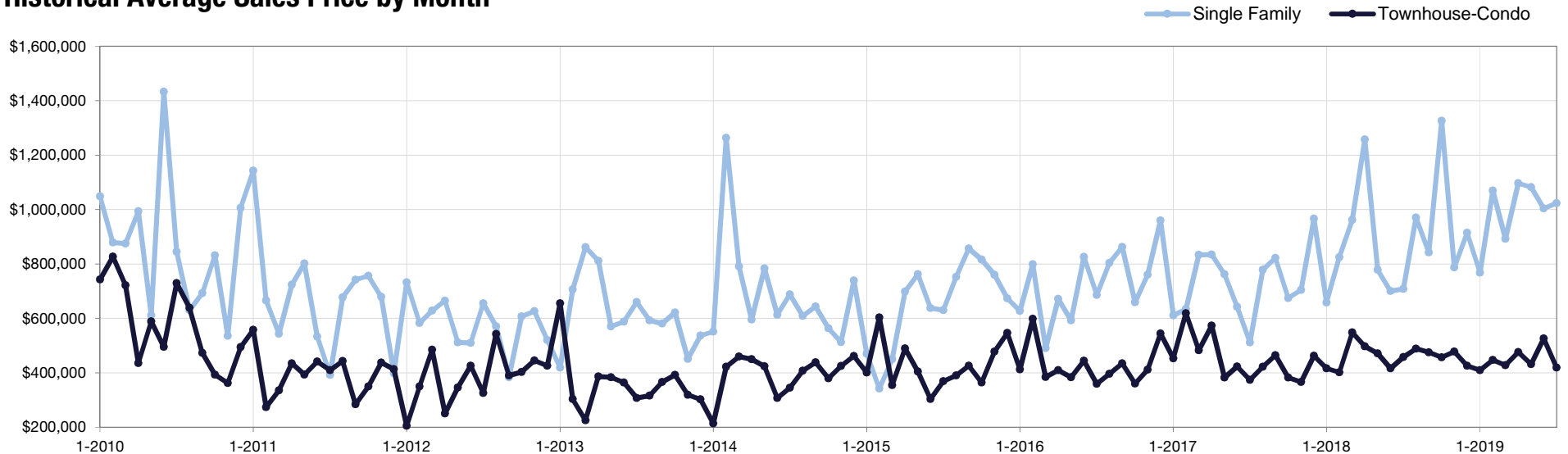


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	\$970,386	+24.7%	\$488,353	+15.8%
Sep-2018	\$842,606	+2.5%	\$474,634	+2.2%
Oct-2018	\$1,326,285	+96.7%	\$456,559	+19.4%
Nov-2018	\$787,112	+11.8%	\$477,902	+30.5%
Dec-2018	\$914,479	-5.4%	\$425,634	-8.0%
Jan-2019	\$767,765	+16.7%	\$409,071	-1.7%
Feb-2019	\$1,069,368	+29.6%	\$446,704	+11.1%
Mar-2019	\$892,442	-7.2%	\$428,054	-21.9%
Apr-2019	\$1,096,370	-12.8%	\$476,151	-4.2%
May-2019	\$1,081,707	+38.9%	\$432,086	-8.3%
Jun-2019	\$1,003,827	+43.3%	\$525,912	+26.4%
Jul-2019	\$1,023,132	+44.4%	\$419,554	-8.3%

Historical Average Sales Price by Month

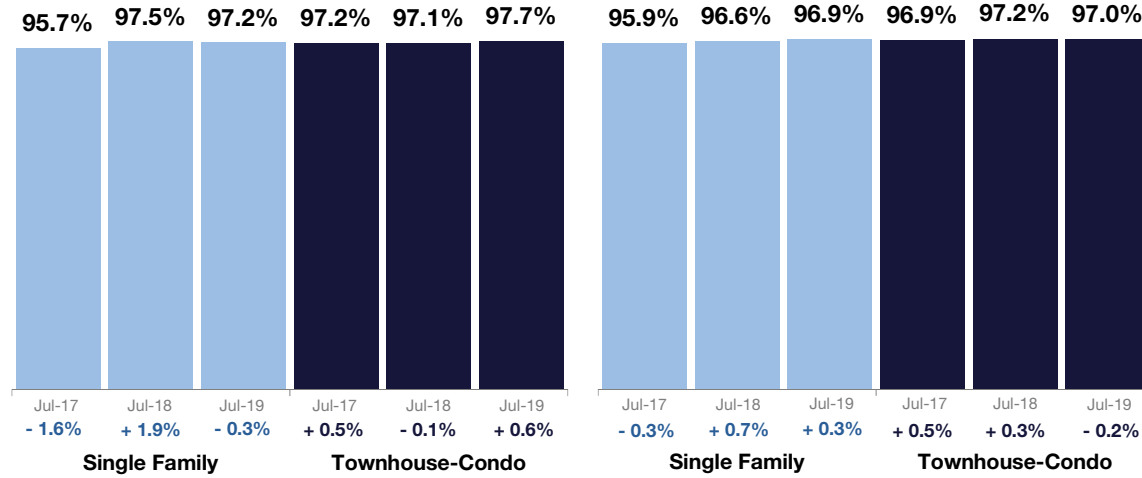


Percent of List Price Received



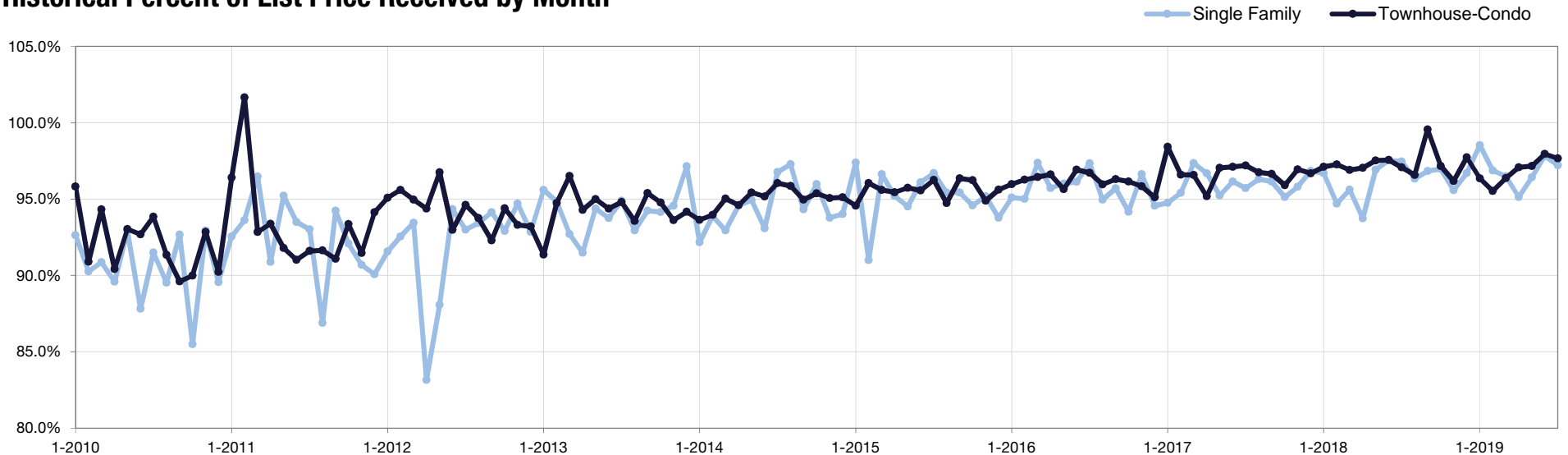
July

Year to Date



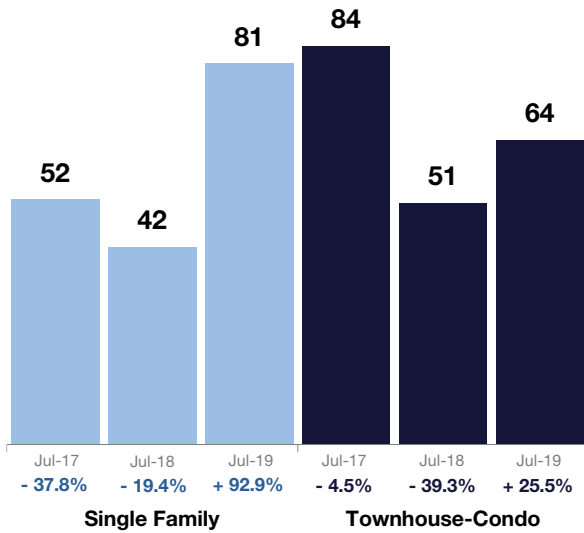
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	96.3%	0.0%	96.6%	-0.1%
Sep-2018	96.8%	+0.6%	99.6%	+3.0%
Oct-2018	97.0%	+2.0%	97.2%	+1.4%
Nov-2018	95.6%	-0.2%	96.2%	-0.7%
Dec-2018	96.7%	-0.1%	97.7%	+1.0%
Jan-2019	98.5%	+1.9%	96.4%	-0.7%
Feb-2019	96.9%	+2.3%	95.5%	-1.8%
Mar-2019	96.5%	+0.9%	96.4%	-0.5%
Apr-2019	95.1%	+1.5%	97.1%	+0.1%
May-2019	96.4%	-0.5%	97.2%	-0.3%
Jun-2019	97.8%	+0.3%	98.0%	+0.4%
Jul-2019	97.2%	-0.3%	97.7%	+0.6%

Historical Percent of List Price Received by Month

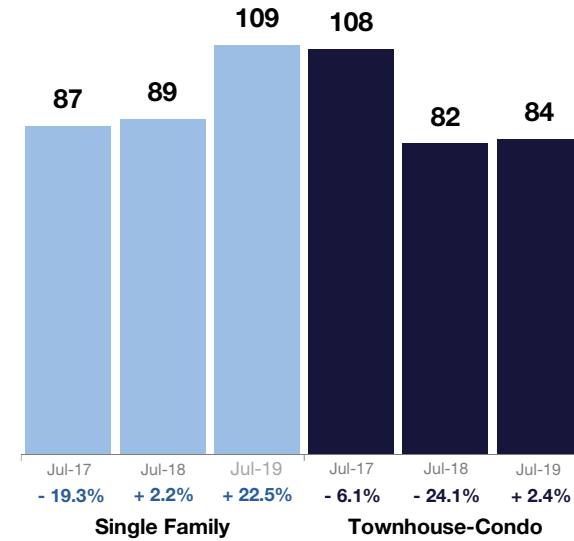


Days on Market Until Sale

July

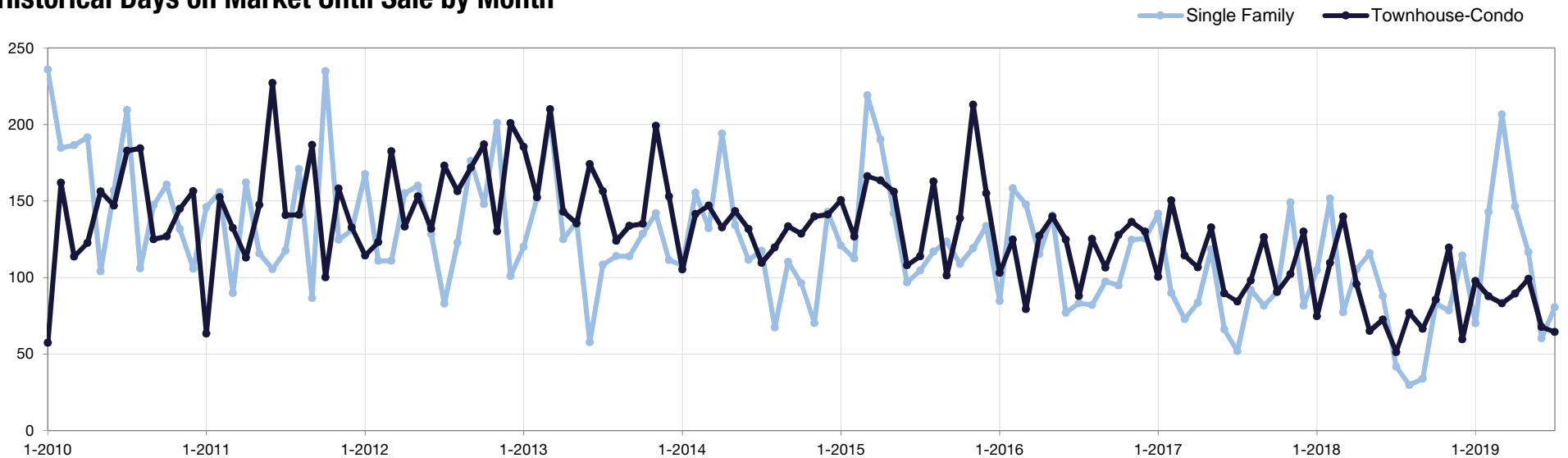


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	30	-67.4%	77	-21.4%
Sep-2018	34	-58.5%	67	-46.8%
Oct-2018	83	-8.8%	85	-5.6%
Nov-2018	78	-47.7%	120	+17.6%
Dec-2018	114	+39.0%	60	-53.8%
Jan-2019	70	-33.3%	98	+30.7%
Feb-2019	143	-5.9%	88	-20.0%
Mar-2019	206	+167.5%	83	-40.7%
Apr-2019	146	+39.0%	89	-7.3%
May-2019	117	+0.9%	99	+52.3%
Jun-2019	60	-31.8%	68	-5.6%
Jul-2019	81	+92.9%	64	+25.5%

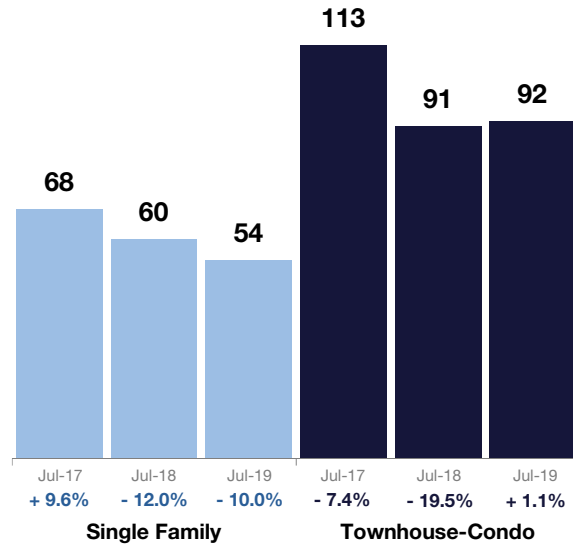
Historical Days on Market Until Sale by Month



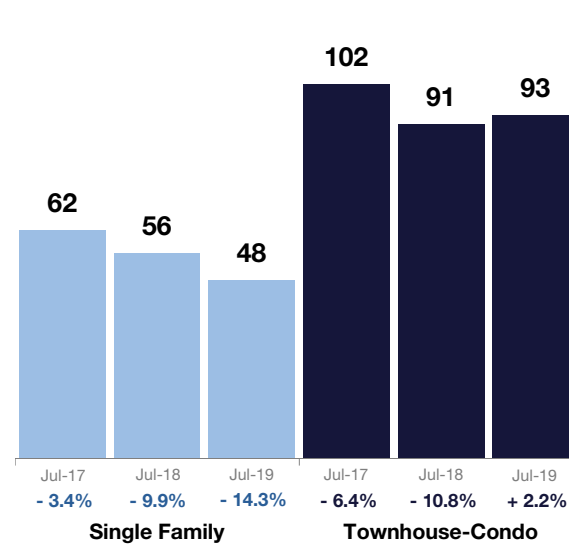
Housing Affordability Index



July

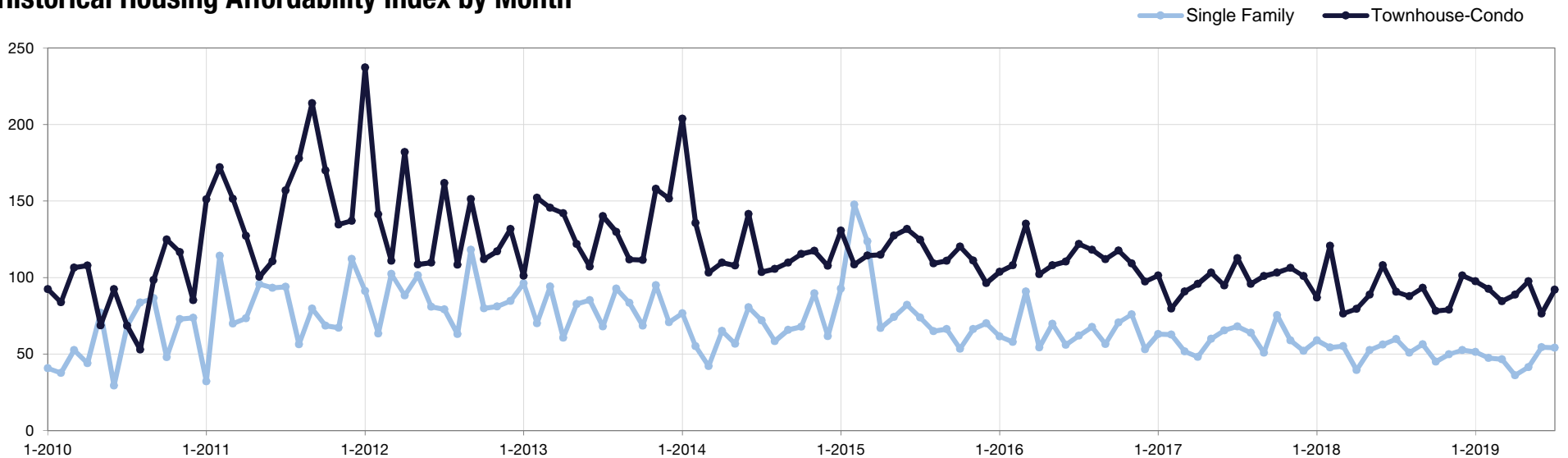


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	51	-20.3%	88	-8.3%
Sep-2018	56	+9.8%	93	-7.9%
Oct-2018	45	-40.0%	78	-24.3%
Nov-2018	50	-15.3%	79	-25.5%
Dec-2018	52	0.0%	101	0.0%
Jan-2019	51	-13.6%	98	+12.6%
Feb-2019	47	-13.0%	93	-23.1%
Mar-2019	47	-14.5%	84	+10.5%
Apr-2019	36	-7.7%	89	+11.3%
May-2019	41	-22.6%	98	+10.1%
Jun-2019	54	-3.6%	76	-29.6%
Jul-2019	54	-10.0%	92	+1.1%

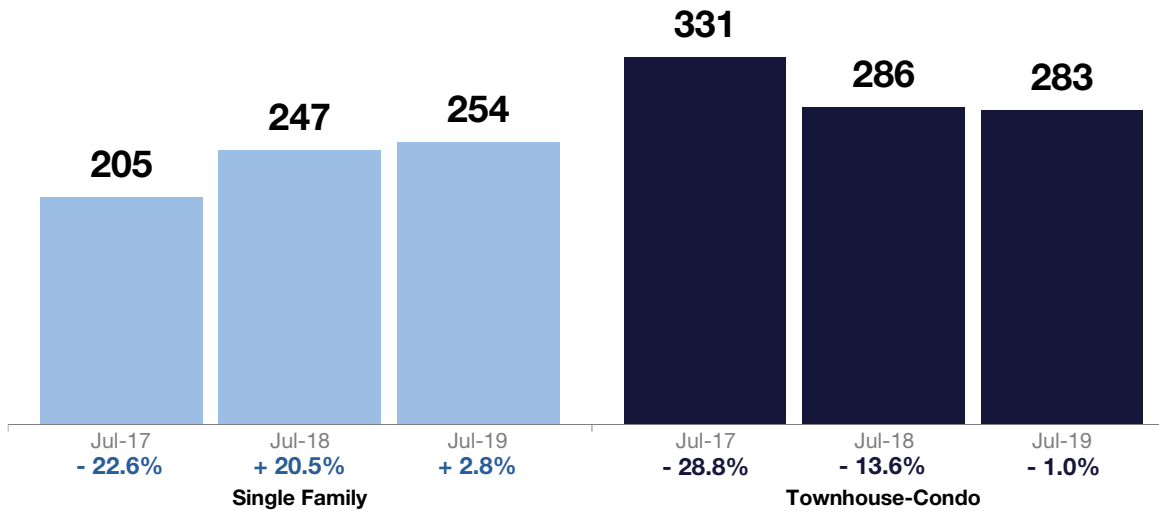
Historical Housing Affordability Index by Month



Inventory of Active Listings

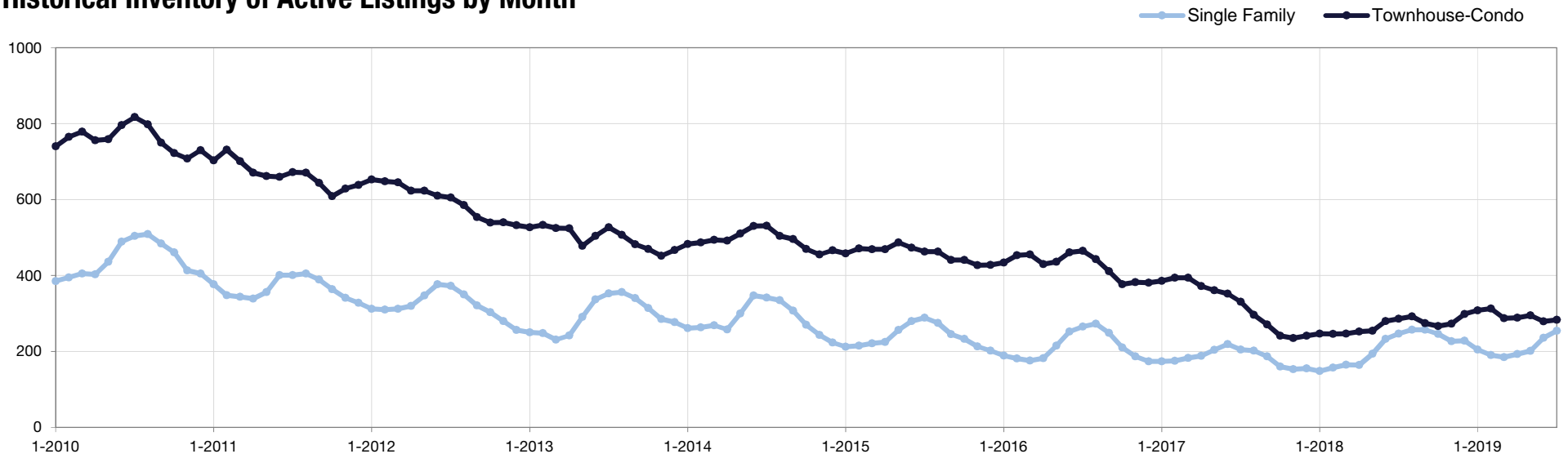


July



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	257	+27.2%	292	-1.4%
Sep-2018	257	+37.4%	274	+1.1%
Oct-2018	246	+53.8%	267	+10.8%
Nov-2018	227	+48.4%	273	+16.2%
Dec-2018	228	+47.1%	298	+23.7%
Jan-2019	205	+38.5%	308	+24.7%
Feb-2019	190	+21.0%	313	+27.2%
Mar-2019	185	+12.1%	287	+16.2%
Apr-2019	193	+17.7%	289	+14.7%
May-2019	201	+3.6%	295	+16.1%
Jun-2019	236	+1.3%	279	-0.4%
Jul-2019	254	+2.8%	283	-1.0%

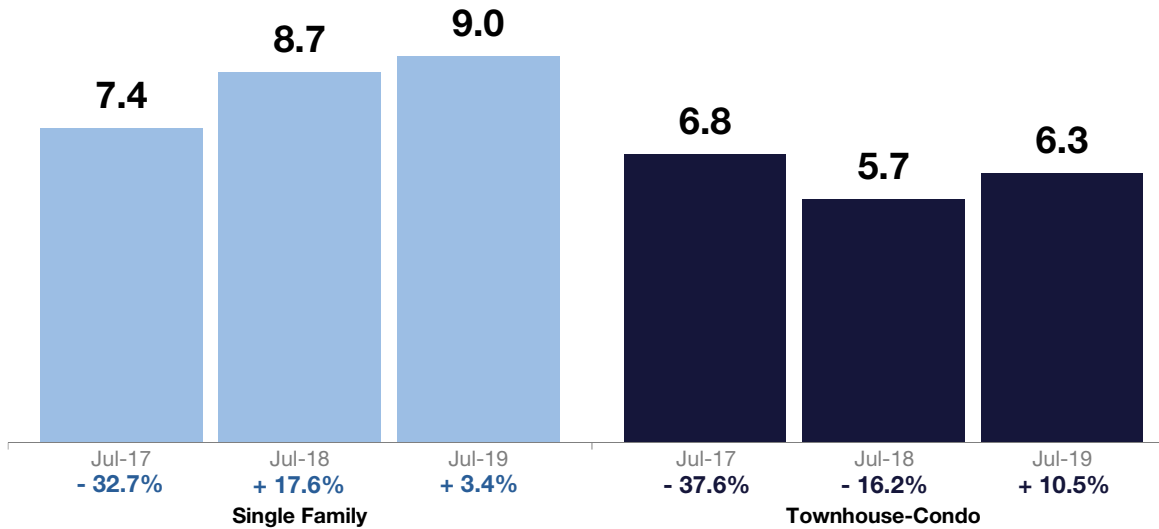
Historical Inventory of Active Listings by Month



Months Supply of Inventory

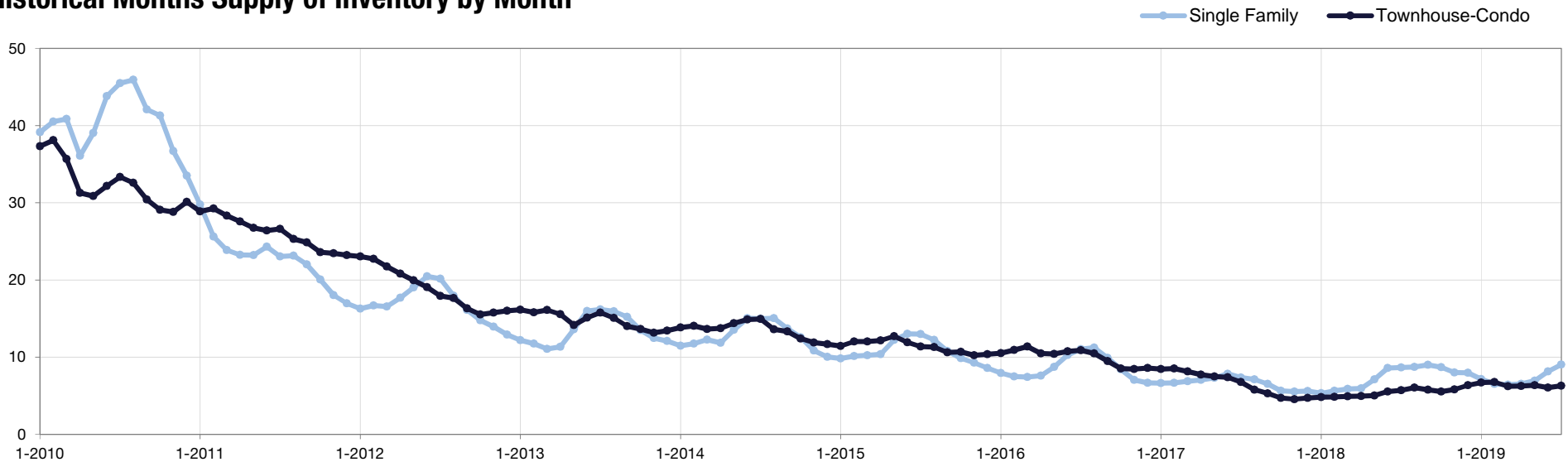


July



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Aug-2018	8.7	+22.5%	6.0	+3.4%
Sep-2018	9.0	+38.5%	5.8	+9.4%
Oct-2018	8.7	+55.4%	5.5	+17.0%
Nov-2018	8.0	+45.5%	5.8	+28.9%
Dec-2018	8.0	+42.9%	6.4	+36.2%
Jan-2019	7.2	+35.8%	6.7	+39.6%
Feb-2019	6.5	+16.1%	6.8	+41.7%
Mar-2019	6.4	+8.5%	6.2	+26.5%
Apr-2019	6.5	+10.2%	6.3	+28.6%
May-2019	7.0	-1.4%	6.3	+26.0%
Jun-2019	8.1	-5.8%	6.0	+9.1%
Jul-2019	9.0	+3.4%	6.3	+10.5%

Historical Months Supply of Inventory by Month



Total Market Overview

Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



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Key Metrics	Historical Sparkbars	7-2018	7-2019	Percent Change	YTD 2018	YTD 2019	Percent Change
New Listings		147	160	+ 8.8%	836	824	- 1.4%
Pending Sales		112	95	- 15.2%	559	559	0.0%
Sold Listings		105	79	- 24.8%	503	473	- 6.0%
Median Sales Price		\$420,000	\$430,000	+ 2.4%	\$433,000	\$459,600	+ 6.1%
Average Sales Price		\$562,777	\$671,682	+ 19.4%	\$585,957	\$660,732	+ 12.8%
Pct. of List Price Received		97.2%	97.5%	+ 0.3%	97.0%	97.0%	0.0%
Days on Market		47	71	+ 51.1%	85	93	+ 9.4%
Housing Affordability Index		81	83	+ 2.5%	79	78	- 1.3%
Active Listings		533	537	+ 0.8%	--	--	--
Months Supply		6.8	7.4	+ 8.8%	--	--	--

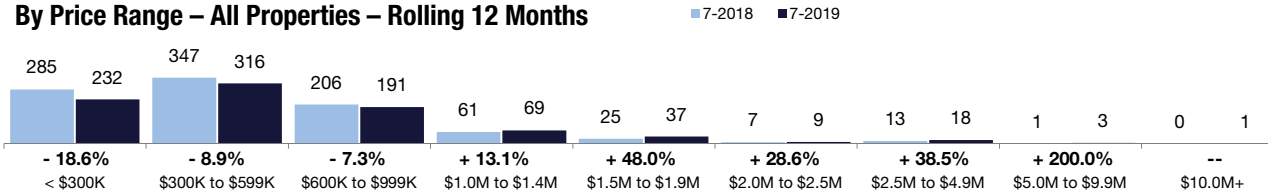
Closed Sales

Actual sales that have closed in a given month.

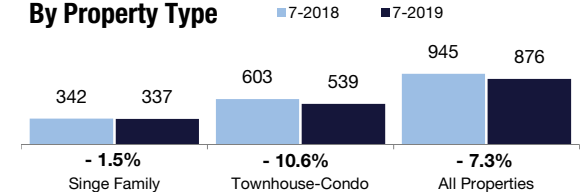


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$299,999 and Below	59	47	-20.3%	226	185	-18.1%
\$300,000 to \$599,999	103	92	-10.7%	244	224	-8.2%
\$600,000 to \$999,999	99	90	-9.1%	107	101	-5.6%
\$1,000,000 to \$1,499,999	48	49	+2.1%	13	20	+53.8%
\$1,500,00 to \$1,999,999	16	29	+81.3%	9	8	-11.1%
\$2,000,000 to \$2,499,999	5	8	+60.0%	2	1	-50.0%
\$2,500,000 to \$4,999,999	11	18	+63.6%	2	0	-100.0%
\$5,000,000 to \$9,999,999	1	3	+200.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	342	337	-1.5%	603	539	-10.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$299,999 and Below	4	4	0.0%	14	11	-21.4%
\$300,000 to \$599,999	14	9	-35.7%	14	28	+100.0%
\$600,000 to \$999,999	11	10	-9.1%	16	6	-62.5%
\$1,000,000 to \$1,499,999	3	7	+133.3%	2	1	-50.0%
\$1,500,00 to \$1,999,999	1	2	+100.0%	1	0	-100.0%
\$2,000,000 to \$2,499,999	1	0	-100.0%	0	0	--
\$2,500,000 to \$4,999,999	2	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	37	33	-10.8%	47	46	-2.1%

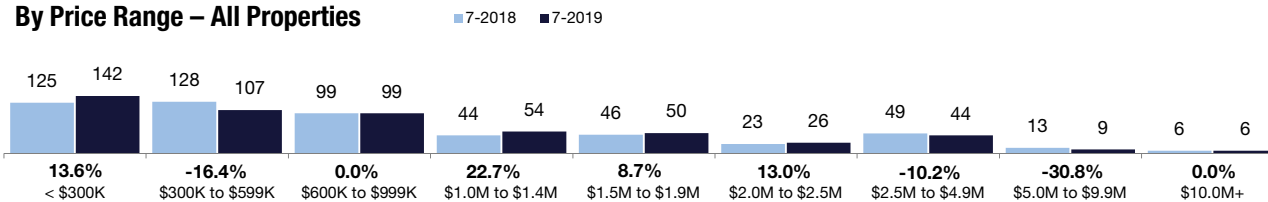
Year to Date

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$299,999 and Below	37	22	-40.5%	119	100	-16.0%
\$300,000 to \$599,999	51	48	-5.9%	120	123	+2.5%
\$600,000 to \$999,999	51	50	-2.0%	64	57	-10.9%
\$1,000,000 to \$1,499,999	27	27	0.0%	8	12	+50.0%
\$1,500,00 to \$1,999,999	8	17	+112.5%	6	3	-50.0%
\$2,000,000 to \$2,499,999	2	3	+50.0%	2	0	-100.0%
\$2,500,000 to \$4,999,999	7	9	+28.6%	0	0	--
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	184	178	-3.3%	319	295	-7.5%

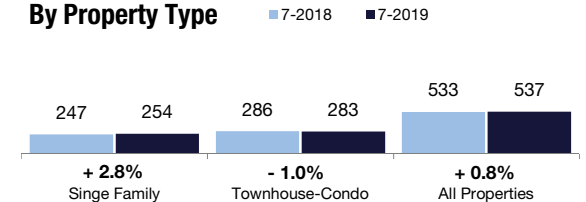
Inventory of Active Listings

A measure of the number of homes available for sale at a given time.

By Price Range – All Properties



By Property Type



Year over Year

By Price Range	Single Family			Condo		
	7-2018	7-2019	Change	7-2018	7-2019	Change
\$299,999 and Below	17	26	+52.9%	108	116	+7.4%
\$300,000 to \$599,999	40	37	-7.5%	88	70	-20.5%
\$600,000 to \$999,999	50	50	0.0%	49	49	0.0%
\$1,000,000 to \$1,499,999	30	41	+36.7%	14	13	-7.1%
\$1,500,00 to \$1,999,999	34	29	-14.7%	12	21	+75.0%
\$2,000,000 to \$2,499,999	18	22	+22.2%	5	4	-20.0%
\$2,500,000 to \$4,999,999	40	35	-12.5%	9	9	0.0%
\$5,000,000 to \$9,999,999	13	8	-38.5%	0	1	--
\$10,000,000 and Above	5	6	+20.0%	1	0	-100.0%
All Price Ranges	247	254	+2.8%	286	283	-1.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	6-2019	7-2019	Change	6-2019	7-2019	Change
\$299,999 and Below	23	26	+13.0%	102	116	+13.7%
\$300,000 to \$599,999	36	37	+2.8%	81	70	-13.6%
\$600,000 to \$999,999	43	50	+16.3%	53	49	-7.5%
\$1,000,000 to \$1,499,999	32	41	+28.1%	10	13	+30.0%
\$1,500,00 to \$1,999,999	32	29	-9.4%	19	21	+10.5%
\$2,000,000 to \$2,499,999	21	22	+4.8%	5	4	-20.0%
\$2,500,000 to \$4,999,999	37	35	-5.4%	8	9	+12.5%
\$5,000,000 to \$9,999,999	7	8	+14.3%	1	1	0.0%
\$10,000,000 and Above	5	6	+20.0%	0	0	--
All Price Ranges	236	254	+7.6%	279	283	+1.4%

Year to Date

There are no year-to-date figures for inventory because it is simply a snapshot frozen in time at the end of each month. It does not add up over a period of months.

Glossary of Terms

A research tool provided by the Colorado Association of REALTORS®



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New Listings	A measure of how much new supply is coming onto the market from sellers.
Pending Sales	A count of all the listings that went into pending status during the reported period. Pending listings are counted at the end of the reported period. Each listing can only be counted one time. If a listing goes into Pending, out of Pending, then back into Pending all in one reported period, this listing would only be counted once. This is the most real-time measure possible for home buyer activity, as it measures signed contracts on sales rather than the actual closed sale. As such, it is called a "leading indicator" of buyer demand.
Sold Listings	A measure of home sales that were closed to completion during the report period.
Median Sales Price	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
Average Sales Price	A sum of all home sales prices divided by total number of sales.
Percent of List Price Received	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
Days on Market Until Sale	A measure of how long it takes homes to sell, on average.
Housing Affordability Index	A measure of how affordable a region's housing is to its consumers. A higher number means greater affordability. The index is based on interest rates, median sales price and median income by county.
Inventory of Active Listings	A measure of the number of homes available for sale at a given time. The availability of homes for sale has a big effect on supply-demand dynamics and home prices.
Months Supply of Inventory	A measure of how balanced the market is between buyers and sellers. It is expressed as the number of months it would hypothetically take to sell through all the available homes for sale, given current levels of home sales. A balanced market ranges from 4 to 7 months of supply. A buyer's market has a higher number, reflecting fewer buyers relative to homes for sale. A seller's market has a lower number, reflecting more buyers relative to homes for sale.