

Monthly Indicators



October 2018

Percent changes calculated using year-over-year comparisons.

New Listings remained flat for single family homes but increased 32.6 percent for townhouse condo properties. Pending Sales decreased 6.7 percent for single family homes and 12.8 percent for townhouse-condo properties.

The Median Sales Price was up 44.5 percent to \$685,000 for single family homes and 13.9 percent to \$394,000 for townhouse-condo properties. Days on Market decreased 8.8 percent for single family homes and 3.3 percent for townhouse-condo properties.

Stock markets experienced an October setback, but that does not necessarily translate to a decline in the real estate market. The national unemployment rate has been below 4.0 percent for three straight months and during five of the last six months. This is exceptional news for industries related to real estate.

Meanwhile, homebuilder confidence remains positive, homeownership rates have increased in the key under-35 buyer group and prices, though still rising, have widely reduced the march toward record highs.

Activity Snapshot

+ 6.9%	+ 10.4%	+ 14.3%
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, comprised of single-family properties, townhomes and condominiums. Percent changes are calculated using rounded figures.

Single Family Market Overview	2
Townhouse-Condo Market Overview	3
New Listings	4
Pending Sales	5
Sold Listings	6
Median Sales Price	7
Average Sales Price	8
Percent of List Price Received	9
Days on Market Until Sale	10
Housing Affordability Index	11
Inventory of Active Listings	12
Months Supply of Inventory	13
Total Market Overview	14
Closed Sales and Inventory by Price Range	15
Glossary of Terms	16

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		26	26	0.0%	440	478	+ 8.6%
Pending Sales		30	28	- 6.7%	301	308	+ 2.3%
Sold Listings		31	27	- 12.9%	286	293	+ 2.4%
Median Sales Price		\$474,000	\$685,000	+ 44.5%	\$590,750	\$635,000	+ 7.5%
Average Sales Price		\$674,307	\$1,326,285	+ 96.7%	\$721,100	\$884,464	+ 22.7%
Pct. of List Price Received		95.1%	97.0%	+ 2.0%	95.9%	96.6%	+ 0.7%
Days on Market		91	83	- 8.8%	87	72	- 17.2%
Housing Affordability Index		75	45	- 40.0%	60	49	- 18.3%
Active Listings		159	214	+ 34.6%	--	--	--
Months Supply		5.6	7.6	+ 35.7%	--	--	--

Townhouse-Condo Market Overview

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

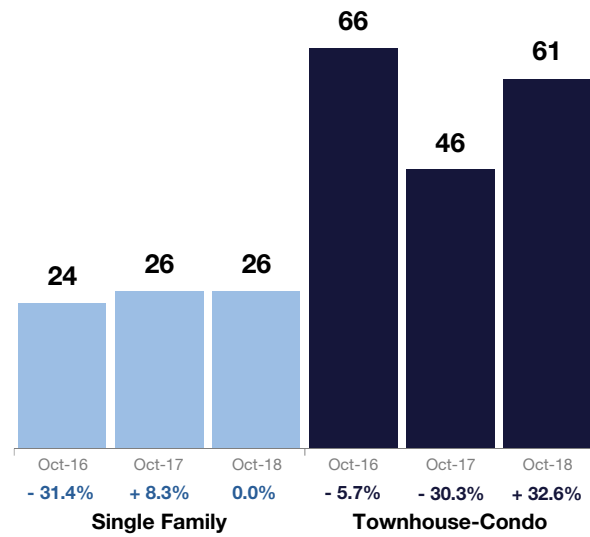


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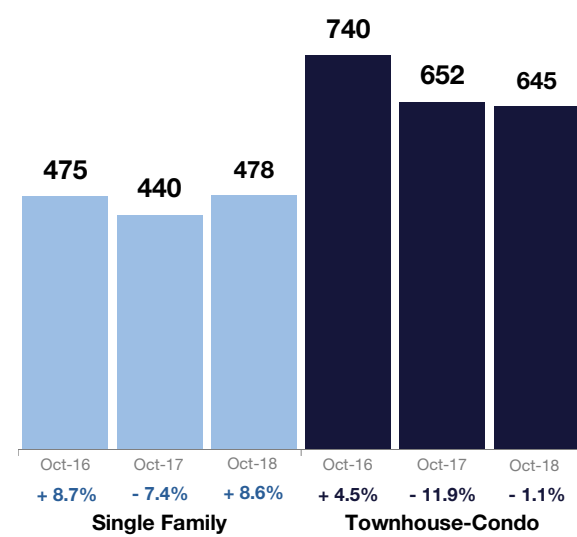
Key Metrics	Historical Sparkbars	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		46	61	+ 32.6%	652	645	- 1.1%
Pending Sales		47	41	- 12.8%	536	495	- 7.6%
Sold Listings		56	66	+ 17.9%	527	490	- 7.0%
Median Sales Price		\$346,000	\$394,000	+ 13.9%	\$360,000	\$379,000	+ 5.3%
Average Sales Price		\$382,294	\$457,022	+ 19.5%	\$445,219	\$465,832	+ 4.6%
Pct. of List Price Received		95.9%	97.2%	+ 1.4%	96.7%	97.4%	+ 0.7%
Days on Market		90	87	- 3.3%	107	80	- 25.2%
Housing Affordability Index		103	78	- 24.3%	99	81	- 18.2%
Active Listings		241	243	+ 0.8%	--	--	--
Months Supply		4.7	5.1	+ 8.5%	--	--	--

New Listings

October

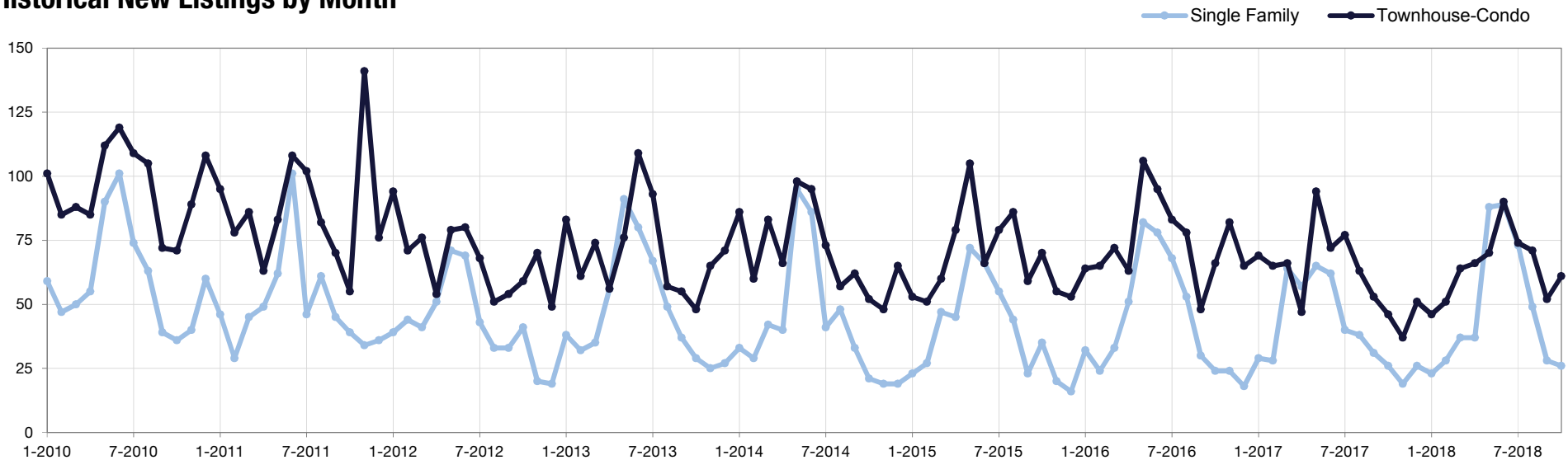


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	19	-20.8%	37	-54.9%
Dec-2017	26	+44.4%	51	-21.5%
Jan-2018	23	-20.7%	46	-33.3%
Feb-2018	28	0.0%	51	-21.5%
Mar-2018	37	-42.2%	64	-3.0%
Apr-2018	37	-35.1%	66	+40.4%
May-2018	88	+35.4%	70	-25.5%
Jun-2018	89	+43.5%	90	+25.0%
Jul-2018	73	+82.5%	74	-3.9%
Aug-2018	49	+28.9%	71	+12.7%
Sep-2018	28	-9.7%	52	-1.9%
Oct-2018	26	0.0%	61	+32.6%

Historical New Listings by Month



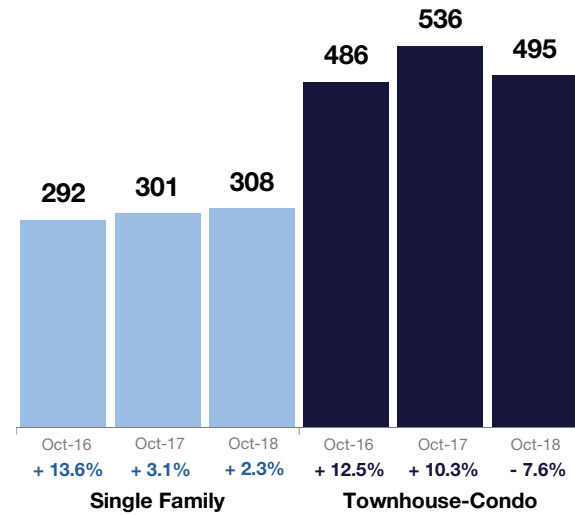
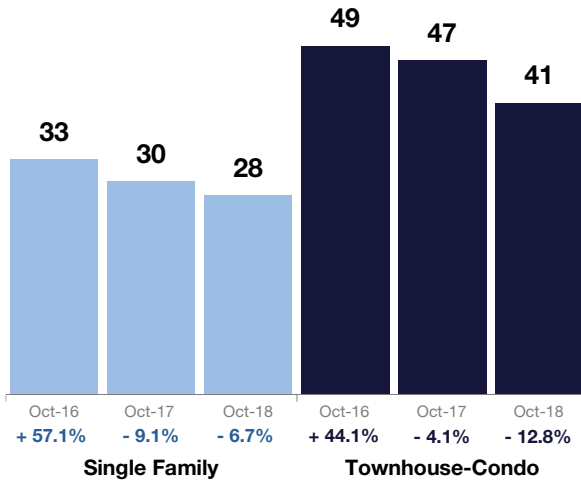
Pending Sales



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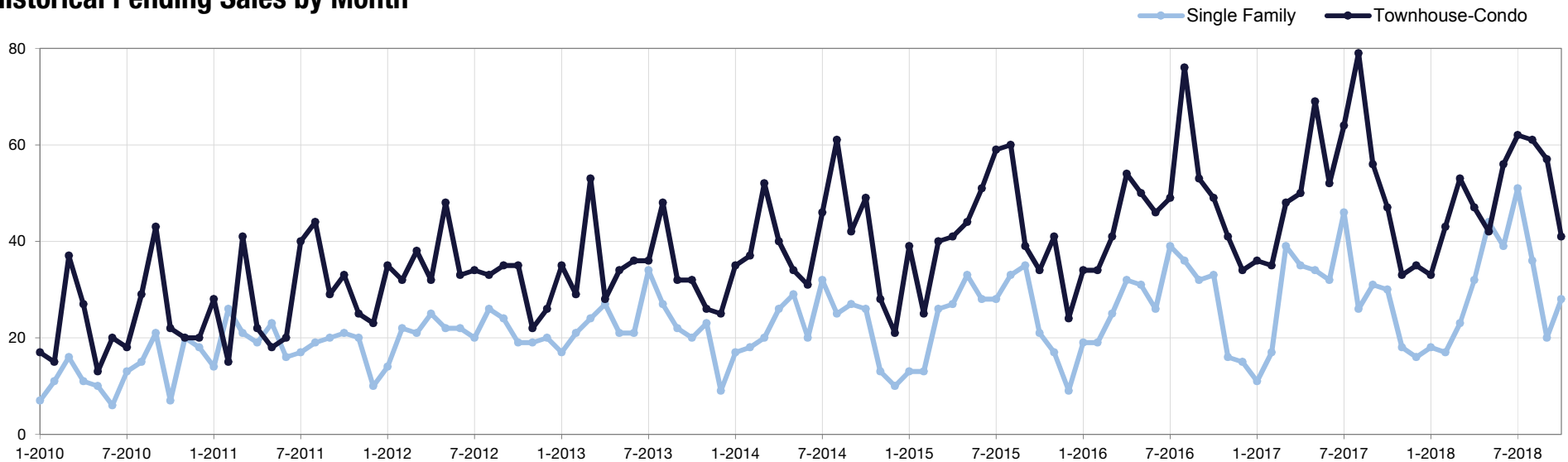
October

Year to Date



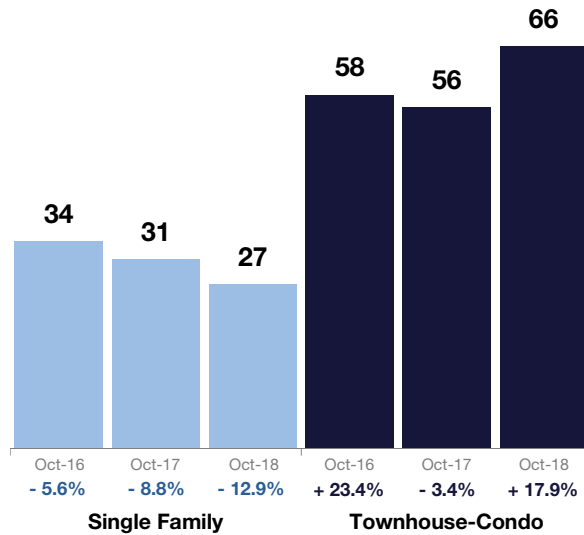
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	16	+6.7%	35	+2.9%
Jan-2018	18	+63.6%	33	-8.3%
Feb-2018	17	0.0%	43	+22.9%
Mar-2018	23	-41.0%	53	+10.4%
Apr-2018	32	-8.6%	47	-6.0%
May-2018	44	+29.4%	42	-39.1%
Jun-2018	39	+21.9%	56	+7.7%
Jul-2018	51	+10.9%	62	-3.1%
Aug-2018	36	+38.5%	61	-22.8%
Sep-2018	20	-35.5%	57	+1.8%
Oct-2018	28	-6.7%	41	-12.8%

Historical Pending Sales by Month

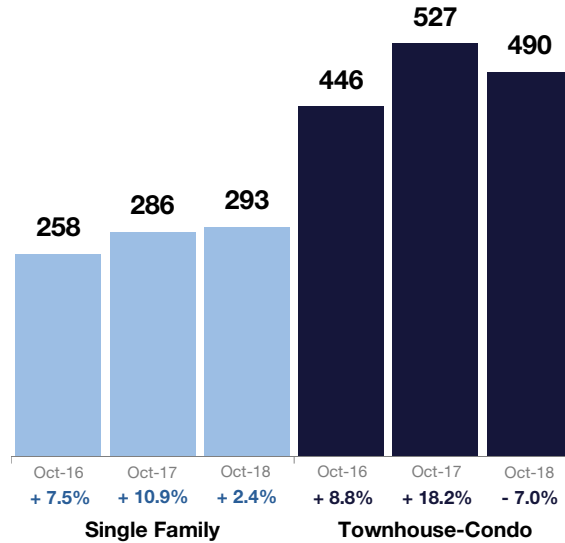


Sold Listings

October

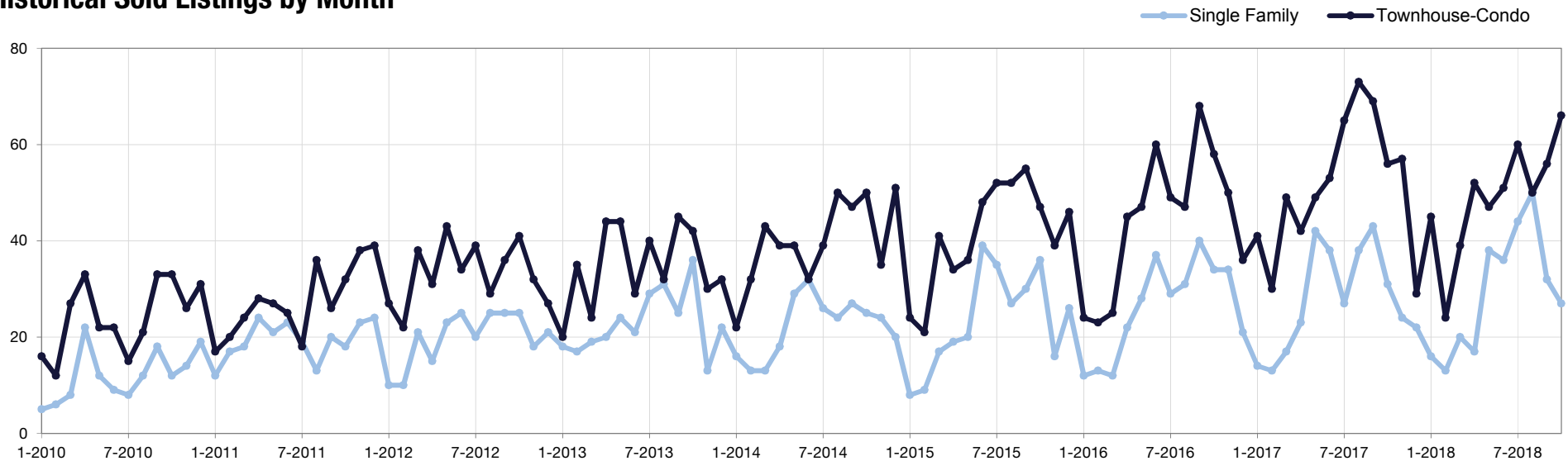


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	24	-29.4%	57	+14.0%
Dec-2017	22	+4.8%	29	-19.4%
Jan-2018	16	+14.3%	45	+9.8%
Feb-2018	13	0.0%	24	-20.0%
Mar-2018	20	+17.6%	39	-20.4%
Apr-2018	17	-26.1%	52	+23.8%
May-2018	38	-9.5%	47	-4.1%
Jun-2018	36	-5.3%	51	-3.8%
Jul-2018	44	+63.0%	60	-7.7%
Aug-2018	50	+31.6%	50	-31.5%
Sep-2018	32	-25.6%	56	-18.8%
Oct-2018	27	-12.9%	66	+17.9%

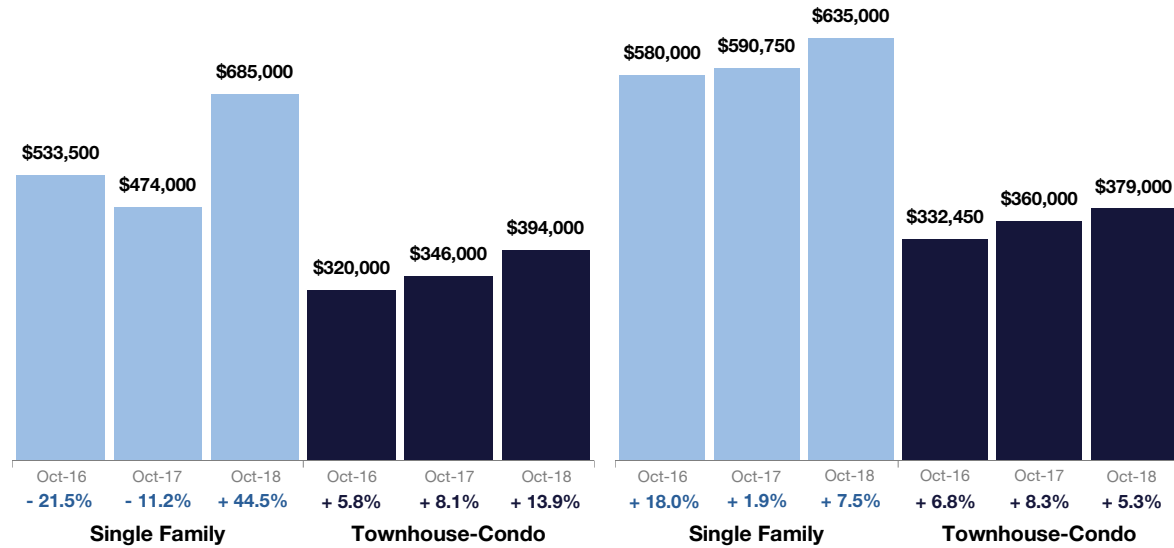
Historical Sold Listings by Month



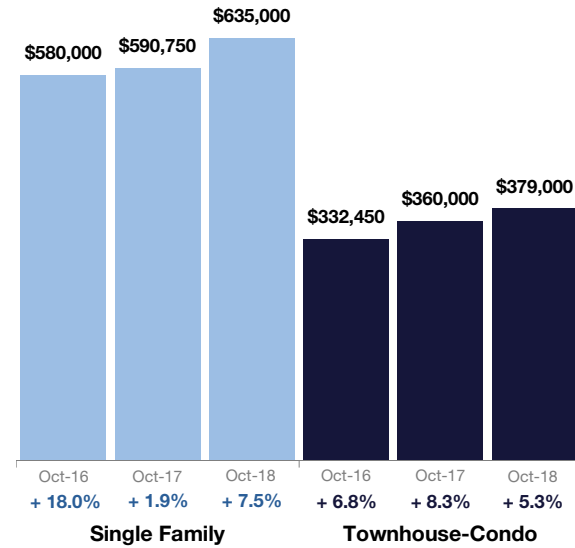
Median Sales Price



October

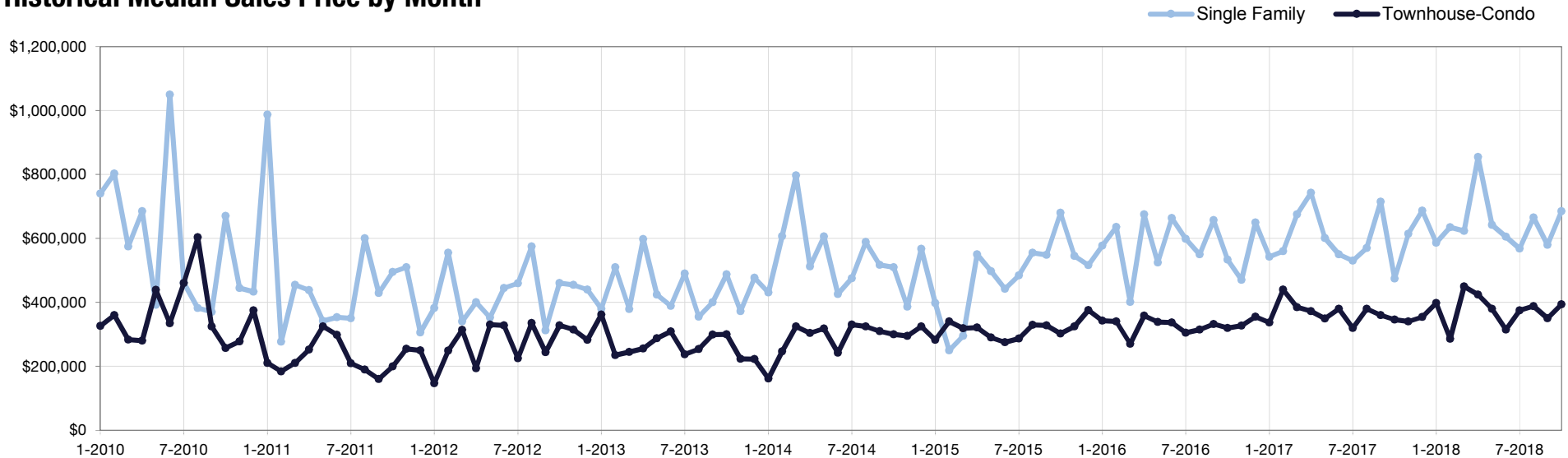


Year to Date



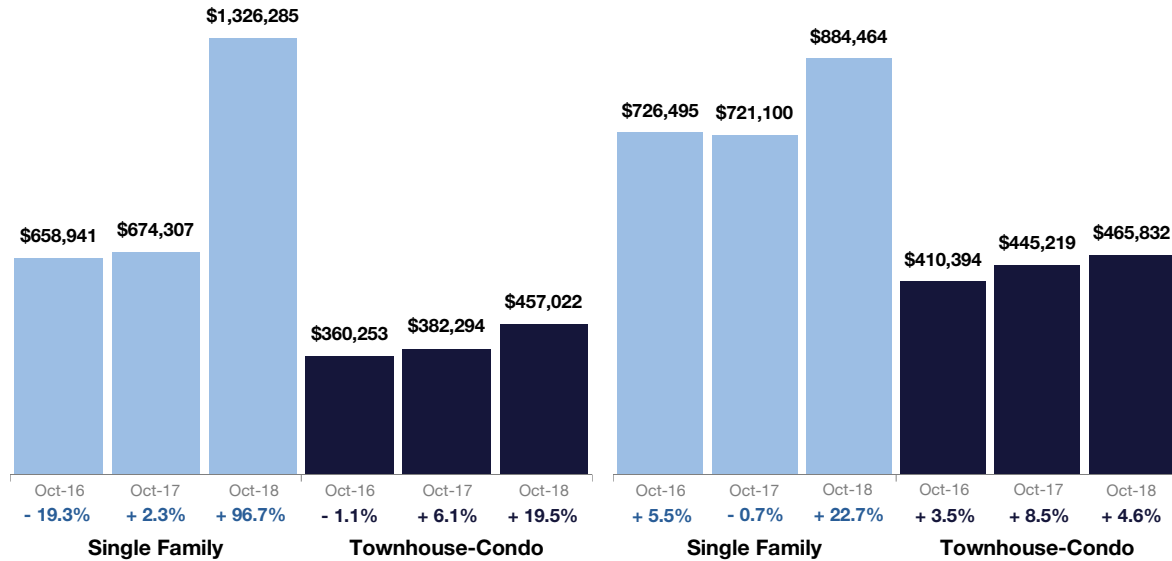
Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$614,000	+30.6%	\$340,000	+4.0%
Dec-2017	\$687,000	+5.7%	\$354,000	-0.3%
Jan-2018	\$586,400	+8.1%	\$398,000	+18.0%
Feb-2018	\$635,000	+13.4%	\$285,585	-35.1%
Mar-2018	\$623,250	-7.7%	\$449,500	+16.8%
Apr-2018	\$855,000	+15.2%	\$424,200	+13.9%
May-2018	\$642,000	+6.9%	\$380,000	+8.9%
Jun-2018	\$605,000	+10.0%	\$315,000	-17.0%
Jul-2018	\$568,575	+7.3%	\$375,000	+17.2%
Aug-2018	\$665,000	+16.7%	\$387,750	+2.0%
Sep-2018	\$579,500	-19.0%	\$350,000	-2.8%
Oct-2018	\$685,000	+44.5%	\$394,000	+13.9%

Historical Median Sales Price by Month

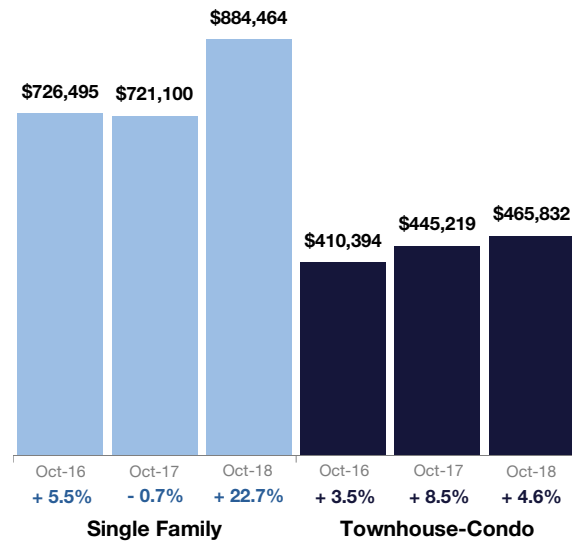


Average Sales Price

October

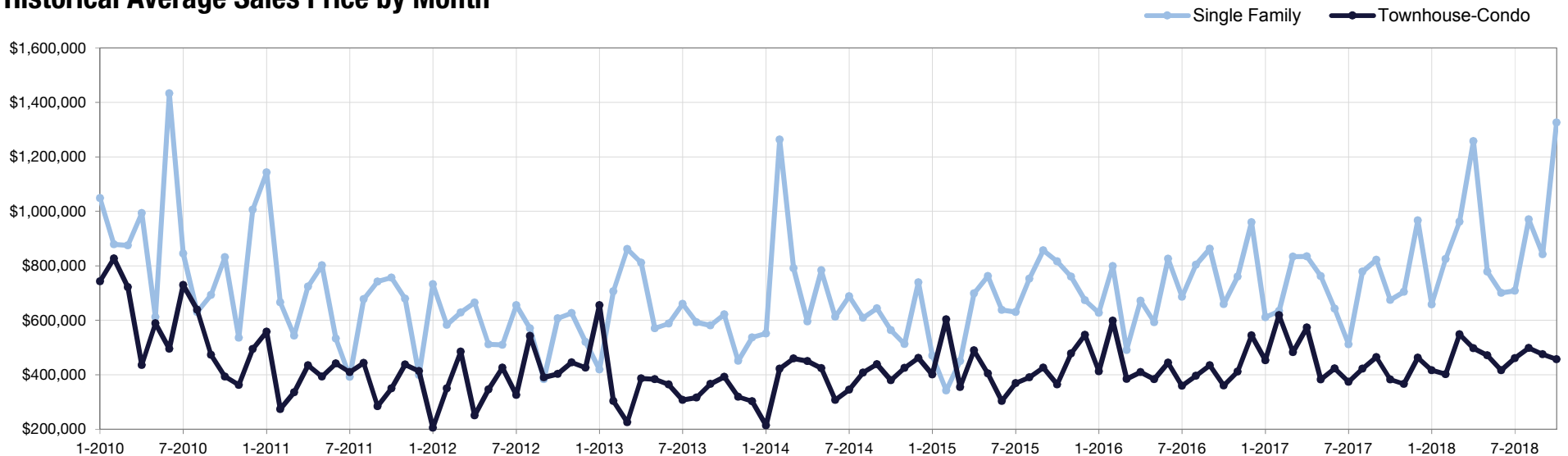


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	\$704,214	-7.4%	\$366,333	-10.9%
Dec-2017	\$966,682	+0.8%	\$462,682	-15.0%
Jan-2018	\$658,075	+7.8%	\$416,033	-8.1%
Feb-2018	\$825,231	+30.1%	\$402,033	-35.0%
Mar-2018	\$961,900	+15.4%	\$548,222	+13.5%
Apr-2018	\$1,257,789	+50.8%	\$496,850	-13.4%
May-2018	\$778,526	+2.1%	\$471,383	+23.1%
Jun-2018	\$700,365	+8.9%	\$416,230	-1.6%
Jul-2018	\$708,655	+38.5%	\$460,930	+23.2%
Aug-2018	\$970,386	+24.7%	\$497,780	+18.0%
Sep-2018	\$842,606	+2.5%	\$474,634	+2.2%
Oct-2018	\$1,326,285	+96.7%	\$457,022	+19.5%

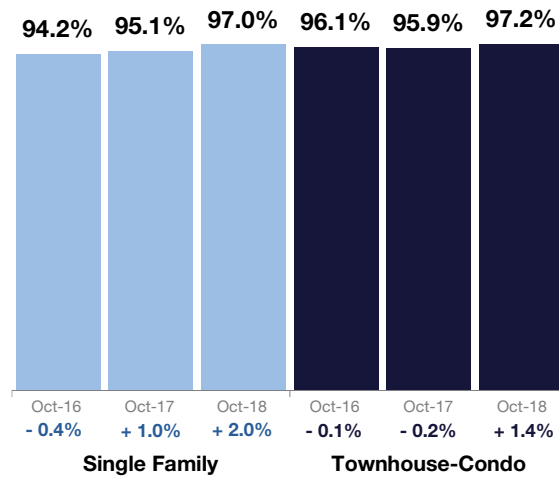
Historical Average Sales Price by Month



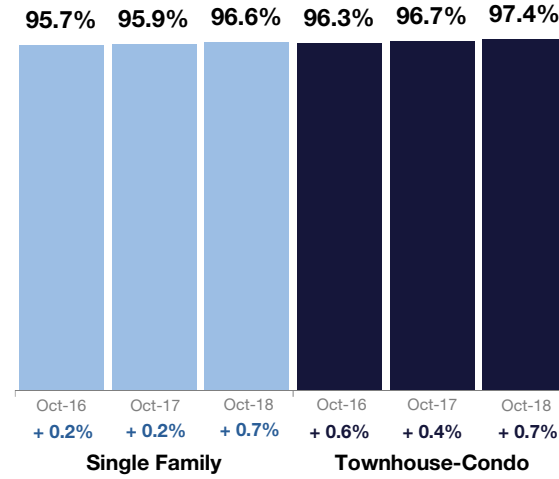
Percent of List Price Received



October

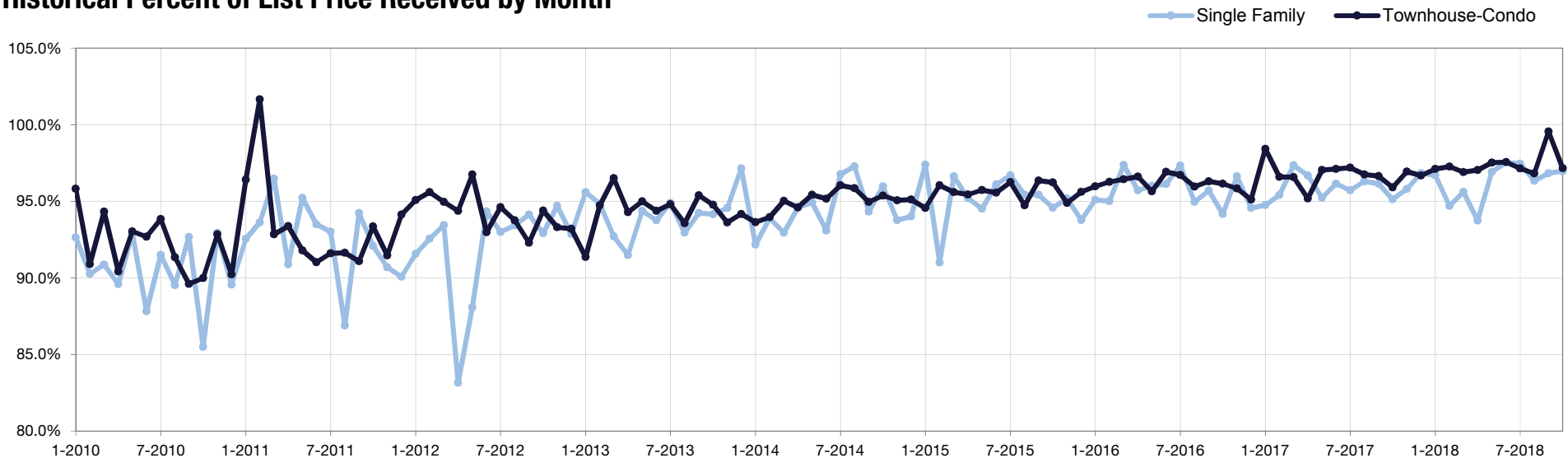


Year to Date



Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	95.8%	-0.8%	96.9%	+1.1%
Dec-2017	96.8%	+2.3%	96.7%	+1.7%
Jan-2018	96.7%	+2.1%	97.1%	-1.3%
Feb-2018	94.7%	-0.7%	97.3%	+0.7%
Mar-2018	95.6%	-1.8%	96.9%	+0.3%
Apr-2018	93.7%	-3.1%	97.0%	+1.9%
May-2018	96.9%	+1.8%	97.5%	+0.4%
Jun-2018	97.5%	+1.4%	97.6%	+0.5%
Jul-2018	97.5%	+1.9%	97.1%	-0.1%
Aug-2018	96.3%	0.0%	96.8%	+0.1%
Sep-2018	96.8%	+0.6%	99.6%	+3.0%
Oct-2018	97.0%	+2.0%	97.2%	+1.4%

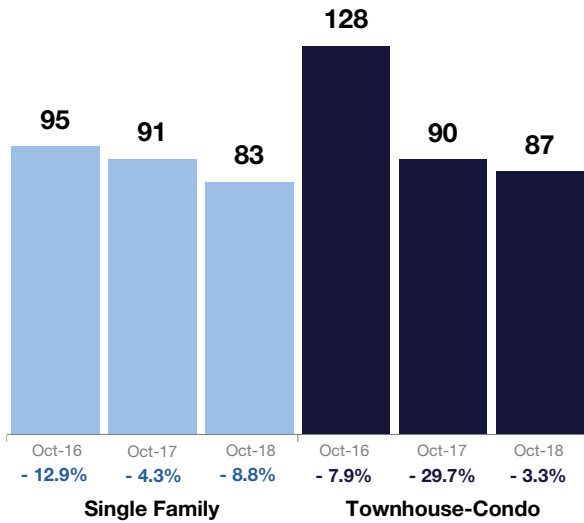
Historical Percent of List Price Received by Month



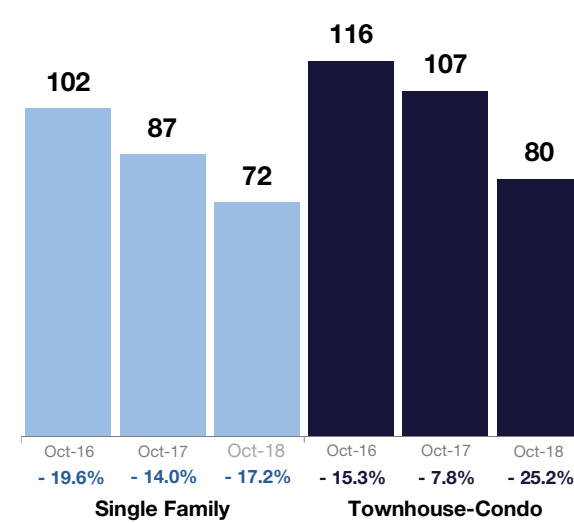
Days on Market Until Sale



October

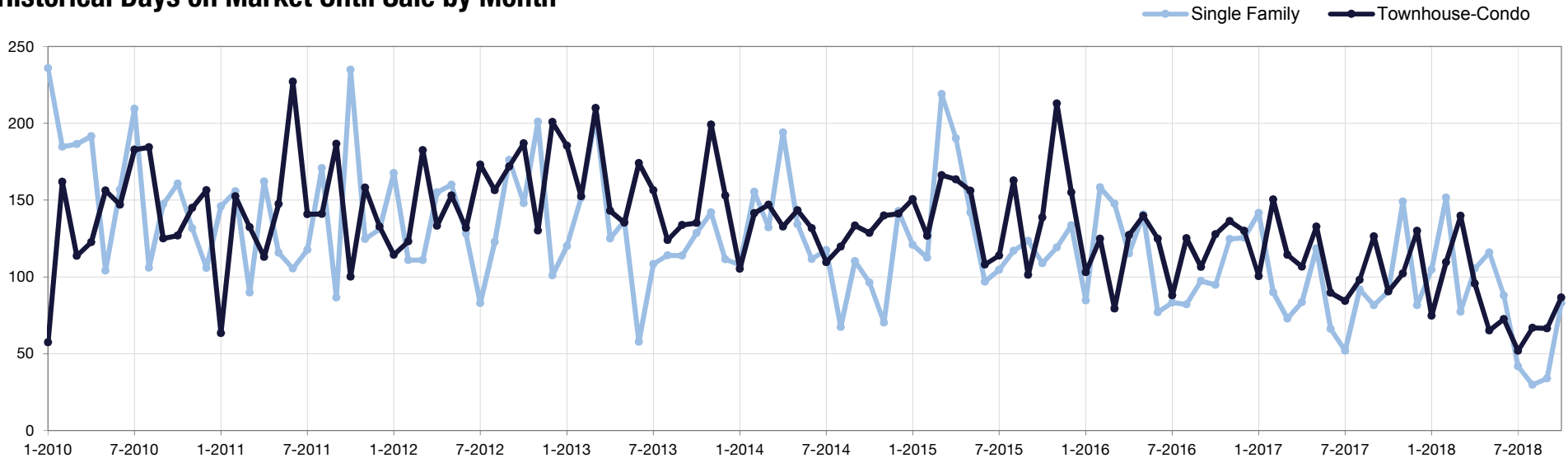


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	149	+19.2%	102	-25.0%
Dec-2017	82	-34.9%	130	0.0%
Jan-2018	105	-26.1%	75	-25.0%
Feb-2018	152	+68.9%	110	-26.7%
Mar-2018	77	+5.5%	140	+22.8%
Apr-2018	105	+25.0%	96	-10.3%
May-2018	116	-1.7%	65	-51.1%
Jun-2018	88	+33.3%	72	-20.0%
Jul-2018	42	-19.2%	52	-38.1%
Aug-2018	30	-67.4%	67	-31.6%
Sep-2018	34	-58.5%	67	-46.8%
Oct-2018	83	-8.8%	87	-3.3%

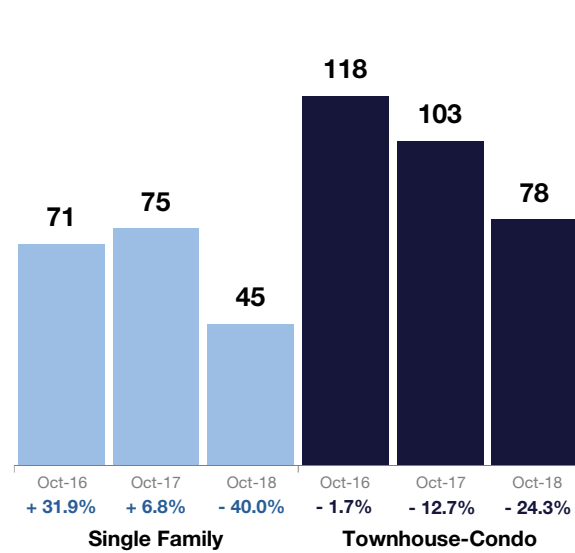
Historical Days on Market Until Sale by Month



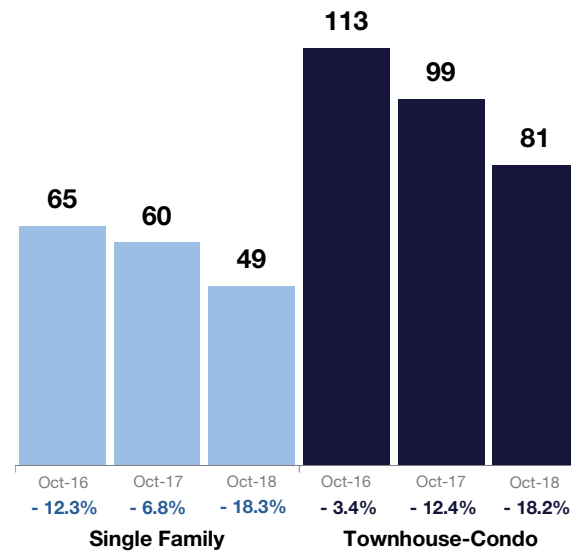
Housing Affordability Index



October

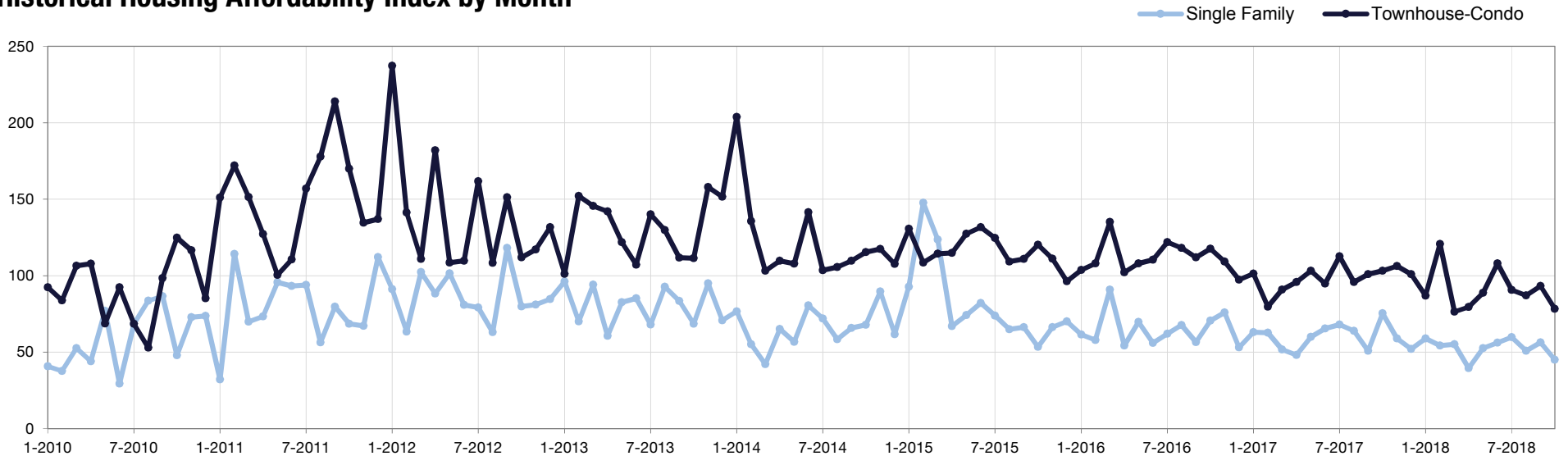


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	59	-22.4%	106	-2.8%
Dec-2017	52	-1.9%	101	+4.1%
Jan-2018	59	-6.3%	87	-13.9%
Feb-2018	54	-14.3%	121	+51.3%
Mar-2018	55	+5.8%	76	-16.5%
Apr-2018	39	-18.8%	80	-16.7%
May-2018	53	-11.7%	89	-13.6%
Jun-2018	56	-13.8%	108	+13.7%
Jul-2018	60	-11.8%	91	-19.5%
Aug-2018	51	-20.3%	87	-9.4%
Sep-2018	56	+9.8%	93	-7.9%
Oct-2018	45	-40.0%	78	-24.3%

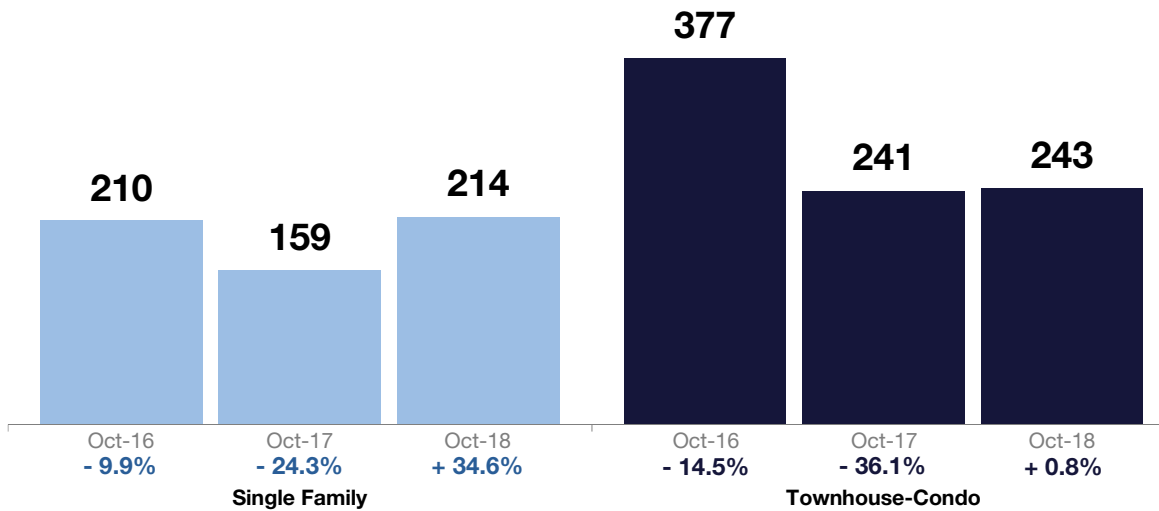
Historical Housing Affordability Index by Month



Inventory of Active Listings

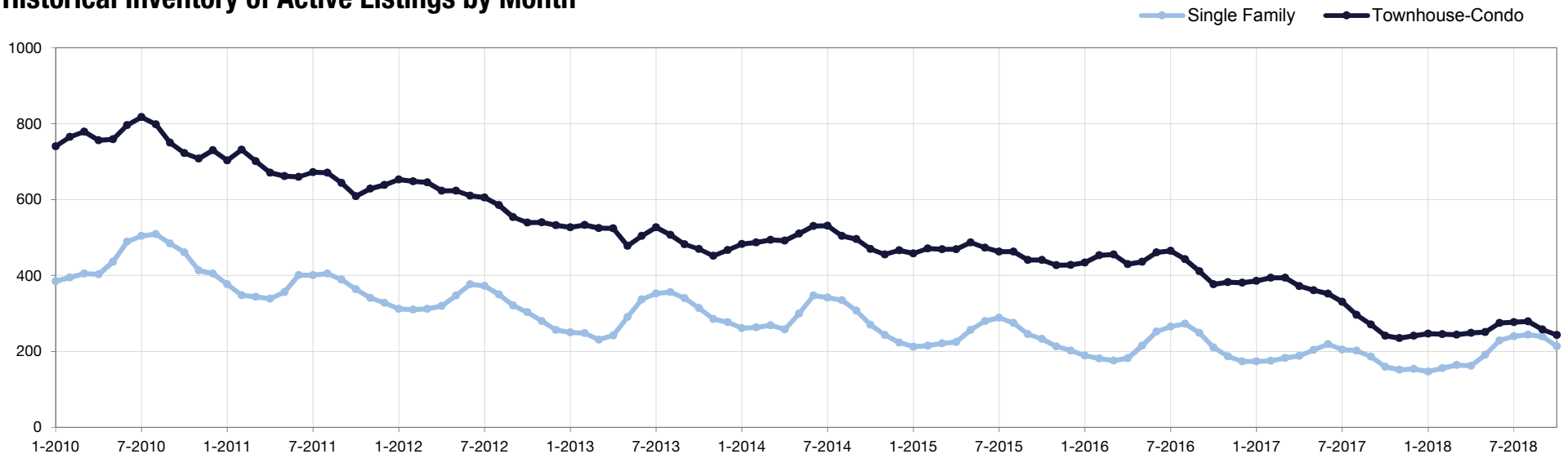


October



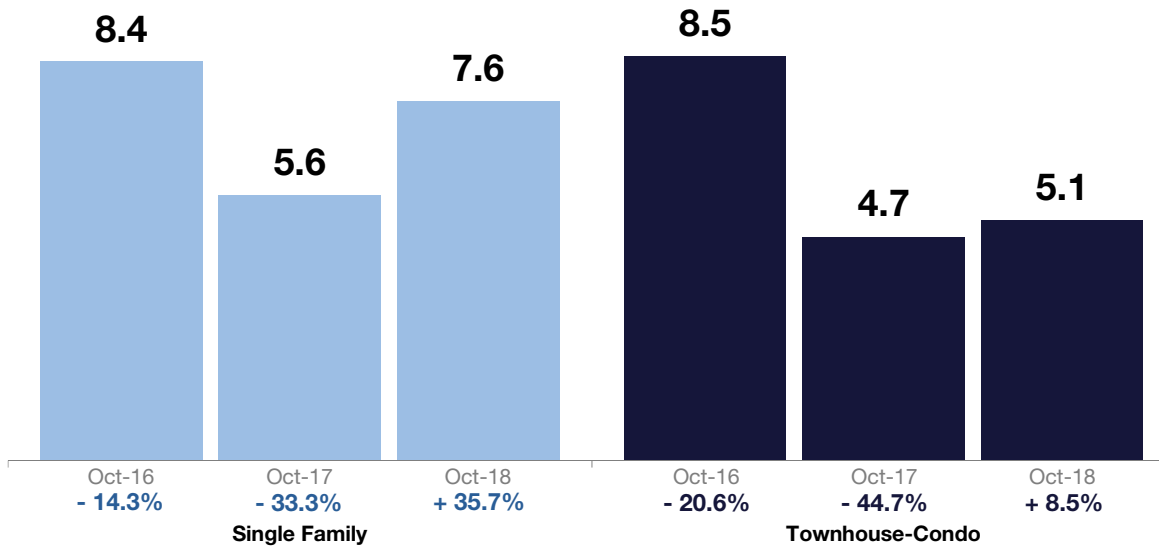
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	152	-18.7%	235	-38.5%
Dec-2017	154	-11.5%	241	-36.7%
Jan-2018	147	-15.5%	247	-36.0%
Feb-2018	156	-10.9%	245	-37.8%
Mar-2018	164	-10.4%	244	-38.1%
Apr-2018	162	-13.8%	249	-33.1%
May-2018	191	-6.4%	251	-30.5%
Jun-2018	229	+4.6%	275	-21.9%
Jul-2018	240	+17.1%	277	-16.3%
Aug-2018	244	+20.8%	279	-5.7%
Sep-2018	239	+28.5%	258	-4.8%
Oct-2018	214	+34.6%	243	+0.8%

Historical Inventory of Active Listings by Month



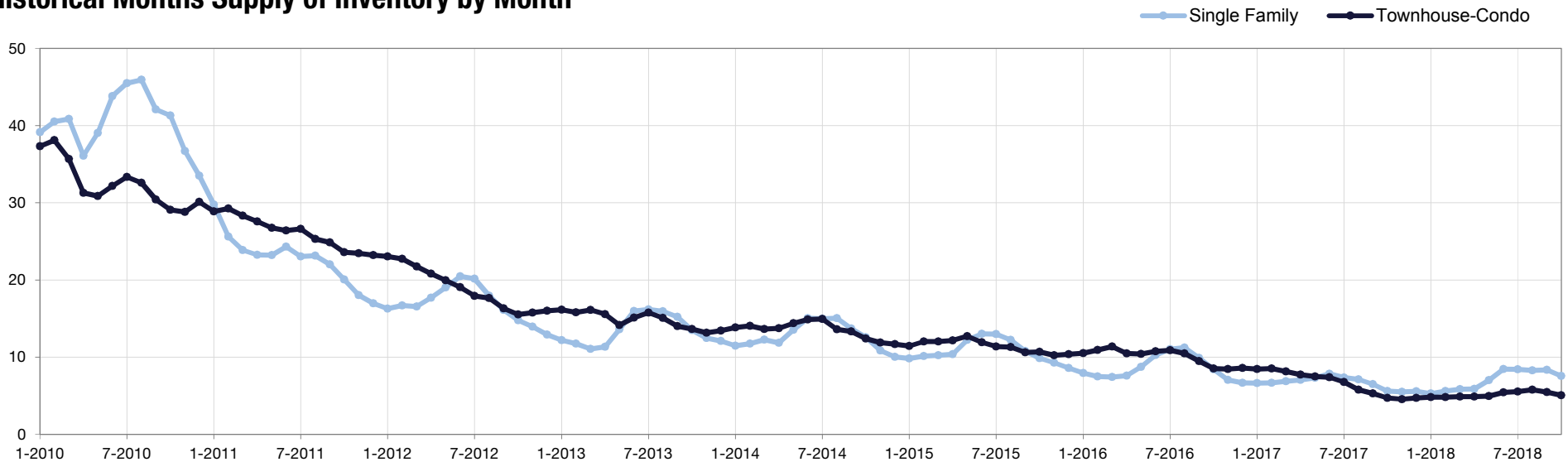
Months Supply of Inventory

October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2017	5.5	-22.5%	4.5	-47.1%
Dec-2017	5.6	-16.4%	4.7	-45.3%
Jan-2018	5.3	-19.7%	4.8	-42.9%
Feb-2018	5.6	-16.4%	4.8	-43.5%
Mar-2018	5.8	-15.9%	4.9	-40.2%
Apr-2018	5.9	-15.7%	4.9	-36.4%
May-2018	7.0	-4.1%	4.9	-34.7%
Jun-2018	8.5	+9.0%	5.4	-27.0%
Jul-2018	8.4	+13.5%	5.5	-19.1%
Aug-2018	8.3	+16.9%	5.8	0.0%
Sep-2018	8.4	+29.2%	5.5	+3.8%
Oct-2018	7.6	+35.7%	5.1	+8.5%

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	10-2017	10-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
New Listings		72	87	+ 20.8%	1,092	1,123	+ 2.8%
Pending Sales		77	69	- 10.4%	837	803	- 4.1%
Sold Listings		87	93	+ 6.9%	813	783	- 3.7%
Median Sales Price		\$370,000	\$408,500	+ 10.4%	\$415,000	\$437,300	+ 5.4%
Average Sales Price		\$486,344	\$709,389	+ 45.9%	\$542,269	\$622,485	+ 14.8%
Pct. of List Price Received		95.6%	97.1%	+ 1.6%	96.4%	97.1%	+ 0.7%
Days on Market		91	86	- 5.5%	100	77	- 23.0%
Housing Affordability Index		97	75	- 22.7%	86	71	- 17.4%
Active Listings		400	457	+ 14.3%	--	--	--
Months Supply		5.0	6.0	+ 20.0%	--	--	--

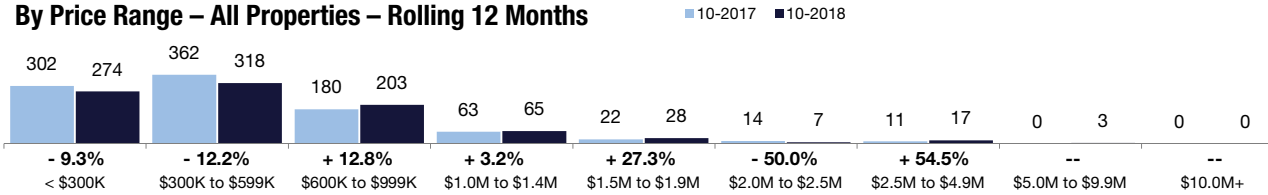
Closed Sales

Actual sales that have closed in a given month.

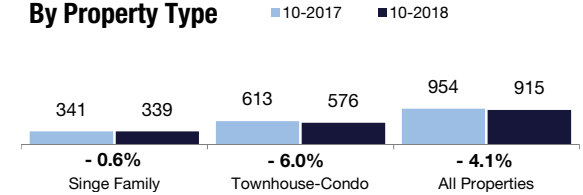


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	73	61	-16.4%	229	213	-7.0%
\$300,000 to \$599,999	103	93	-9.7%	259	225	-13.1%
\$600,000 to \$999,999	90	93	+3.3%	90	110	+22.2%
\$1,000,000 to \$1,499,999	43	51	+18.6%	20	14	-30.0%
\$1,500,000 to \$1,999,999	14	17	+21.4%	8	11	+37.5%
\$2,000,000 to \$2,499,999	11	5	-54.5%	3	2	-33.3%
\$2,500,000 to \$4,999,999	7	16	+128.6%	4	1	-75.0%
\$5,000,000 to \$9,999,999	0	3	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	341	339	-0.6%	613	576	-6.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$299,999 and Below	4	4	0.0%	21	23	+9.5%
\$300,000 to \$599,999	13	6	-53.8%	21	29	+38.1%
\$600,000 to \$999,999	6	5	-16.7%	10	11	+10.0%
\$1,000,000 to \$1,499,999	4	6	+50.0%	4	0	-100.0%
\$1,500,000 to \$1,999,999	3	3	0.0%	0	3	--
\$2,000,000 to \$2,499,999	0	1	--	0	0	--
\$2,500,000 to \$4,999,999	2	0	-100.0%	0	0	--
\$5,000,000 to \$9,999,999	0	2	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	32	27	-15.6%	56	66	+17.9%

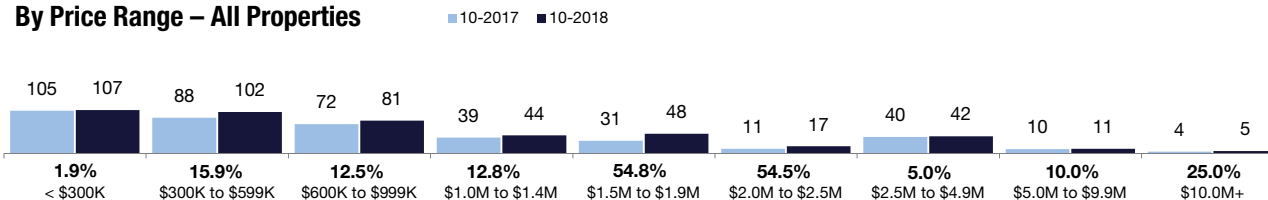
Year to Date

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	63	55	-12.7%	198	177	-10.6%
\$300,000 to \$599,999	82	81	-1.2%	224	192	-14.3%
\$600,000 to \$999,999	77	74	-3.9%	78	94	+20.5%
\$1,000,000 to \$1,499,999	39	46	+17.9%	15	14	-6.7%
\$1,500,000 to \$1,999,999	13	16	+23.1%	6	11	+83.3%
\$2,000,000 to \$2,499,999	9	4	-55.6%	2	2	0.0%
\$2,500,000 to \$4,999,999	3	14	+366.7%	4	0	-100.0%
\$5,000,000 to \$9,999,999	0	3	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	286	293	+2.4%	527	490	-7.0%

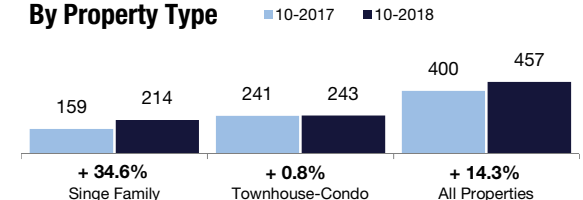
Inventory of Active Listings

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		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	8	12	+50.0%	97	95	-2.1%
\$300,000 to \$599,999	31	35	+12.9%	57	67	+17.5%
\$600,000 to \$999,999	26	39	+50.0%	46	42	-8.7%
\$1,000,000 to \$1,499,999	26	30	+15.4%	13	14	+7.7%
\$1,500,000 to \$1,999,999	17	38	+123.5%	14	10	-28.6%
\$2,000,000 to \$2,499,999	8	12	+50.0%	3	5	+66.7%
\$2,500,000 to \$4,999,999	31	33	+6.5%	9	9	0.0%
\$5,000,000 to \$9,999,999	10	10	0.0%	0	1	--
\$10,000,000 and Above	2	5	+150.0%	2	0	-100.0%
All Price Ranges	159	214	+34.6%	241	243	+0.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2018	10-2018	Change	9-2018	10-2018	Change
\$299,999 and Below	16	12	-25.0%	100	95	-5.0%
\$300,000 to \$599,999	38	35	-7.9%	71	67	-5.6%
\$600,000 to \$999,999	48	39	-18.8%	46	42	-8.7%
\$1,000,000 to \$1,499,999	29	30	+3.4%	15	14	-6.7%
\$1,500,000 to \$1,999,999	40	38	-5.0%	11	10	-9.1%
\$2,000,000 to \$2,499,999	14	12	-14.3%	5	5	0.0%
\$2,500,000 to \$4,999,999	39	33	-15.4%	8	9	+12.5%
\$5,000,000 to \$9,999,999	10	10	0.0%	1	1	0.0%
\$10,000,000 and Above	5	5	0.0%	1	0	-100.0%
All Price Ranges	239	214	-10.5%	258	243	-5.8%

Year to Date

By Price Range	Single Family			Condo		
	10-2017	10-2018	Change	10-2017	10-2018	Change
\$299,999 and Below	8	12	+50.0%	97	95	-2.1%
\$300,000 to \$599,999	31	35	+12.9%	57	67	+17.5%
\$600,000 to \$999,999	26	39	+50.0%	46	42	-8.7%
\$1,000,000 to \$1,499,999	26	30	+15.4%	13	14	+7.7%
\$1,500,000 to \$1,999,999	17	38	+123.5%	14	10	-28.6%
\$2,000,000 to \$2,499,999	8	12	+50.0%	3	5	+66.7%
\$2,500,000 to \$4,999,999	31	33	+6.5%	9	9	0.0%
\$5,000,000 to \$9,999,999	10	10	0.0%	0	1	--
\$10,000,000 and Above	2	5	+150.0%	2	0	-100.0%
All Price Ranges	159	214	+34.6%	241	243	+0.8%

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.