

Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

Key Metrics	Apr 2019	Apr 2018	+ / -	YTD 2019	YTD 2018	+ / -
Listing Activity Charts Metrics						
New Listing Count	101	84	+20.2%	322	276	+16.7%
New Listing Volume	\$71,923,398	\$105,086,350	-31.6%	\$239,586,898	\$288,159,896	-16.9%
Active Listing Count	406	343	+18.4%	N/A	N/A	
Active Listing Volume	\$553,769,198	\$543,727,885	+1.8%	N/A	N/A	
Median Days in RPR	163.5	131	+24.8%	161.07	154.47	+4.3%
Sales Activity Charts Metrics						
Pending Sales Count	241	125	+92.8%	N/A	N/A	
Pending Sales Volume	\$217,601,918	\$85,085,376	+155.7%	N/A	N/A	
Closed Sales Count	65	52	+25%	194	178	+9%
Closed Sales Volume	\$45,802,709	\$33,888,620	+35.2%	\$125,500,776	\$115,733,872	+8.4%
Average Sales Price	\$704,657	\$651,704	+8.1%	\$646,911	\$650,190	-0.5%
Median Sales Price	\$480,500	\$437,500	+9.8%	\$467,513	\$463,357	+0.9%

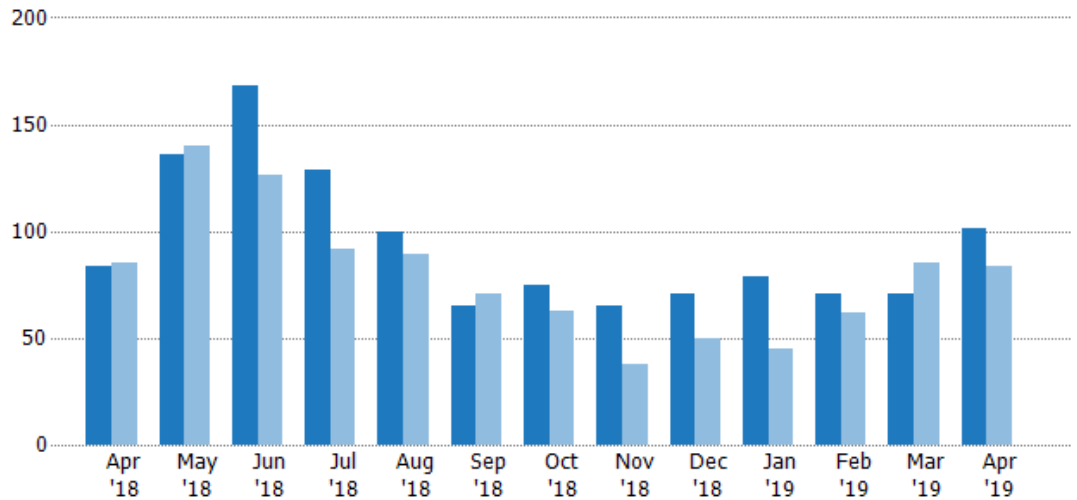
New Listings

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Count	% Chg.
Apr '19	101	20.2%
Apr '18	84	-1.2%
Apr '17	85	17.6%



Current Year	84	136	168	129	100	65	75	65	71	79	71	71	101
Prior Year	85	140	126	92	89	71	63	38	50	45	62	85	84
Percent Change from Prior Year	-1%	-3%	33%	40%	12%	-8%	19%	71%	42%	76%	15%	-16%	20%

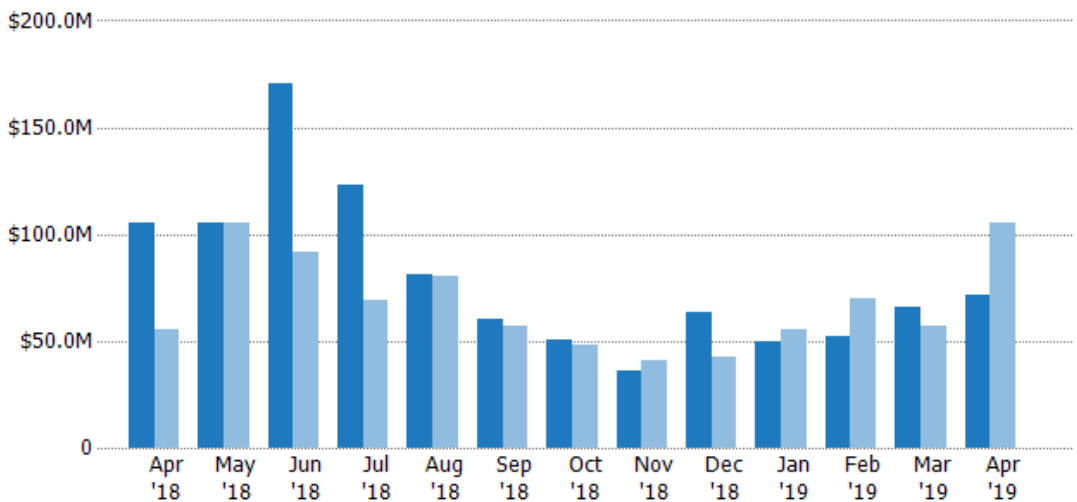
New Listing Volume

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Volume	% Chg.
Apr '19	\$71.9M	-31.6%
Apr '18	\$105M	90.2%
Apr '17	\$55.3M	32.7%



Current Year	\$105M	\$105M	\$171M	\$123M	\$81.3M	\$60.5M	\$50.9M	\$36M	\$63.3M	\$50.2M	\$51.9M	\$65.6M	\$71.9M
Prior Year	\$55.3M	\$105M	\$91.3M	\$69.5M	\$80.1M	\$56.9M	\$48.3M	\$40.5M	\$42.8M	\$55.6M	\$70.3M	\$57.2M	\$105M
Percent Change from Prior Year	90%	0%	87%	77%	1%	6%	5%	-11%	48%	-10%	-26%	15%	-32%

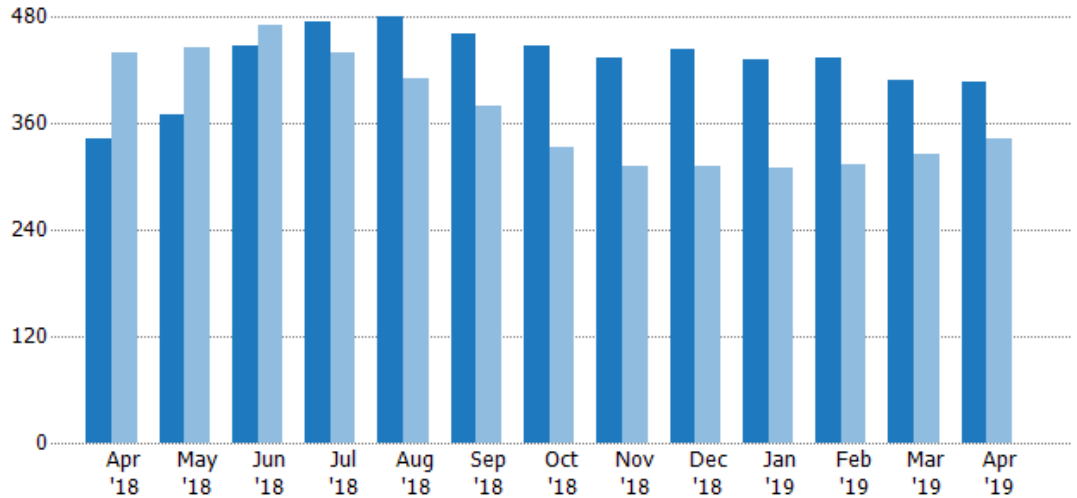
Active Listings

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Count	% Chg.
Apr '19	406	18.4%
Apr '18	343	-22%
Apr '17	440	-4.3%



Current Year	343	371	447	474	481	462	447	434	444	433	434	409	406
Prior Year	440	445	470	440	411	380	333	311	311	310	314	326	343
Percent Change from Prior Year	-22%	-17%	-5%	8%	17%	22%	34%	40%	43%	40%	38%	25%	18%

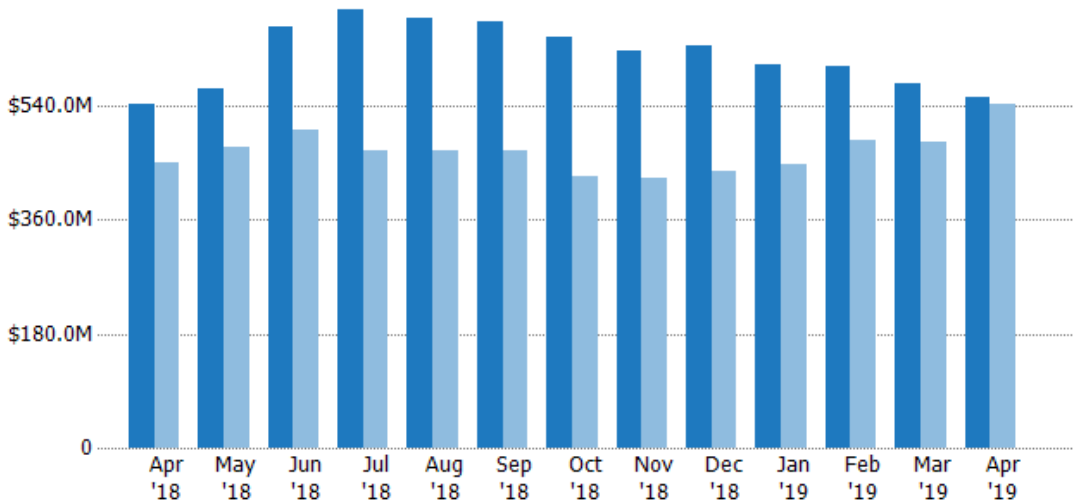
Active Listing Volume

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Volume	% Chg.
Apr '19	\$554M	1.8%
Apr '18	\$544M	20.8%
Apr '17	\$450M	-20%



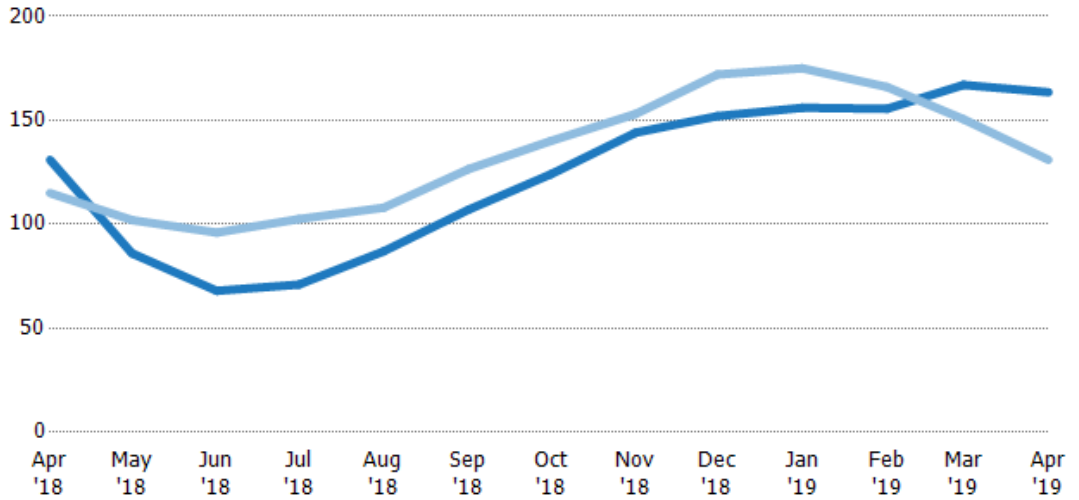
Current Year	\$544M	\$567M	\$665M	\$692M	\$679M	\$673M	\$649M	\$628M	\$636M	\$605M	\$603M	\$575M	\$554M
Prior Year	\$450M	\$473M	\$502M	\$470M	\$469M	\$469M	\$428M	\$425M	\$436M	\$446M	\$487M	\$484M	\$544M
Percent Change from Prior Year	21%	20%	32%	47%	45%	43%	51%	48%	46%	36%	24%	19%	2%

Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected



Month/Year	Days	% Chg.
Apr '19	164	24.8%
Apr '18	131	13.9%
Apr '17	115	0%

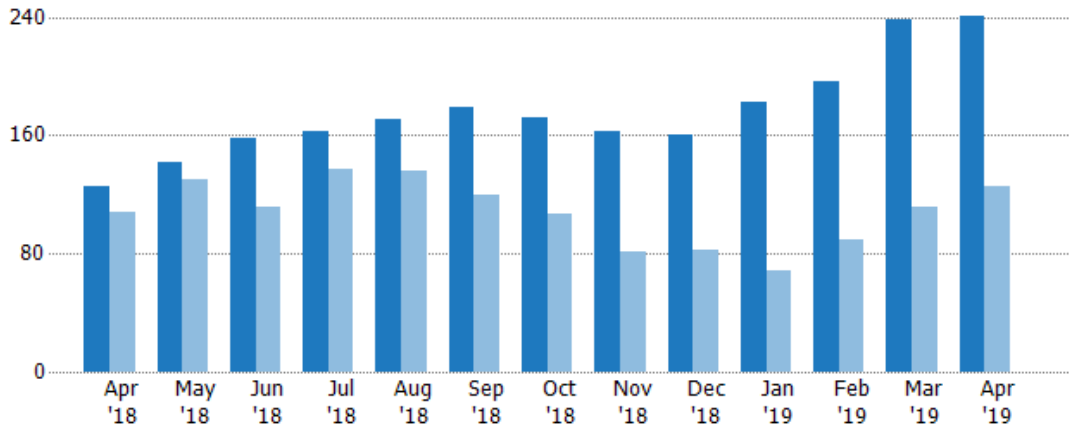
	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	131	86	68	71	87	107	124	144	152	156	156	167	164
Prior Year	115	102	96	103	108	127	140	153	172	175	166	151	131
Percent Change from Prior Year	14%	-16%	-29%	-31%	-19%	-15%	-11%	-6%	-12%	-11%	-6%	11%	25%

Pending Sales

The number of residential properties with accepted offers that were available at the end each month.

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected



Month/Year	Count	% Chg.
Apr '19	241	92.8%
Apr '18	125	15.7%
Apr '17	108	0.9%

	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18	Jan '19	Feb '19	Mar '19	Apr '19
Current Year	125	142	158	163	171	179	172	163	160	182	196	238	241
Prior Year	108	130	111	137	136	120	107	81	83	68	89	111	125
Percent Change from Prior Year	16%	9%	42%	19%	26%	49%	61%	101%	93%	168%	120%	114%	93%

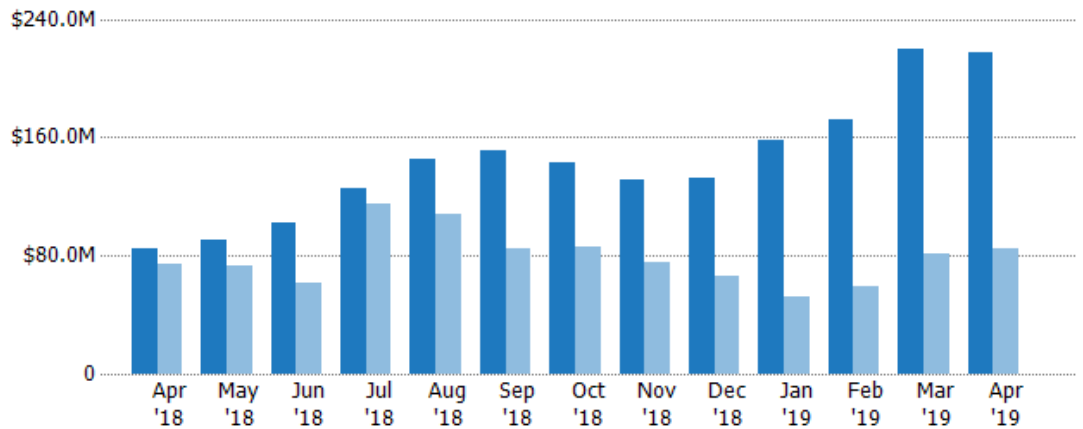
Pending Sales Volume

The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Volume	% Chg.
Apr '19	\$218M	155.7%
Apr '18	\$85.1M	15.4%
Apr '17	\$73.7M	-20.6%



Current Year	\$85.1M	\$90.9M	\$102M	\$125M	\$146M	\$151M	\$142M	\$132M	\$133M	\$158M	\$172M	\$220M	\$218M
Prior Year	\$73.7M	\$73.5M	\$61.4M	\$115M	\$108M	\$84.7M	\$85.5M	\$75.1M	\$66.2M	\$51.8M	\$59.7M	\$81.1M	\$85.1M
Percent Change from Prior Year	15%	24%	66%	9%	35%	78%	67%	75%	101%	205%	188%	171%	156%

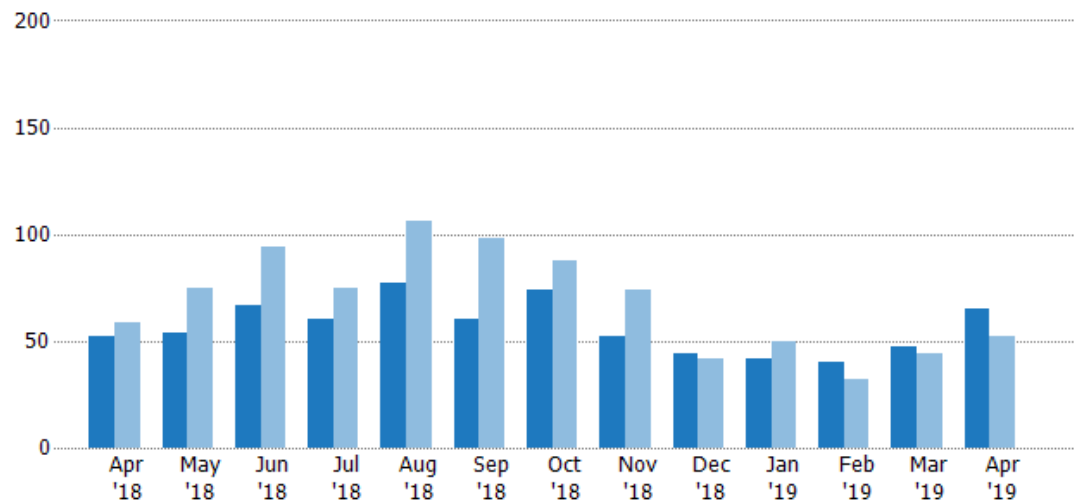
Closed Sales

The total number of residential properties sold each month.

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Count	% Chg.
Apr '19	65	25%
Apr '18	52	-11.9%
Apr '17	59	-1.7%



Current Year	52	54	67	60	77	60	74	52	44	42	40	47	65
Prior Year	59	75	94	75	106	98	88	74	42	50	32	44	52
Percent Change from Prior Year	-12%	-28%	-29%	-20%	-27%	-39%	-16%	-30%	5%	-16%	25%	7%	25%

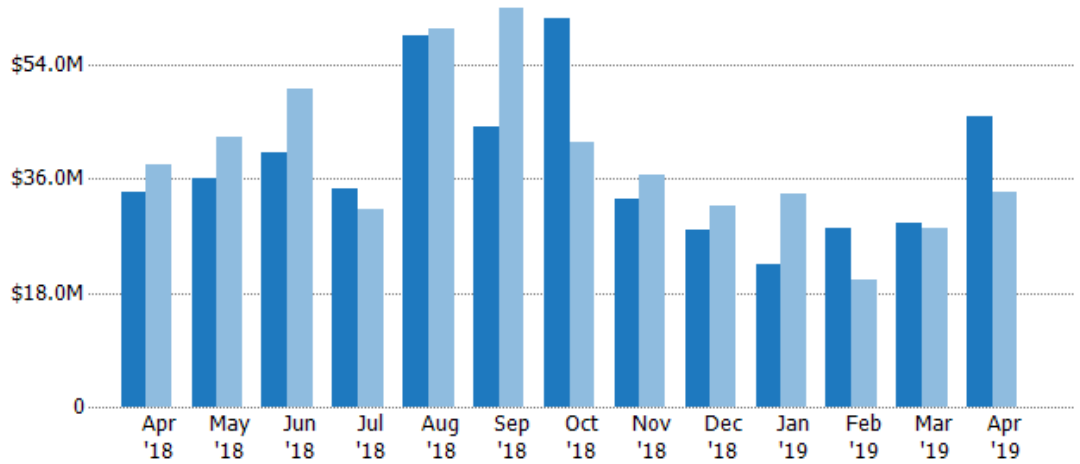
Closed Sales Volume

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Volume	% Chg.
Apr '19	\$45.8M	35.2%
Apr '18	\$33.9M	-11.3%
Apr '17	\$38.2M	-23.1%



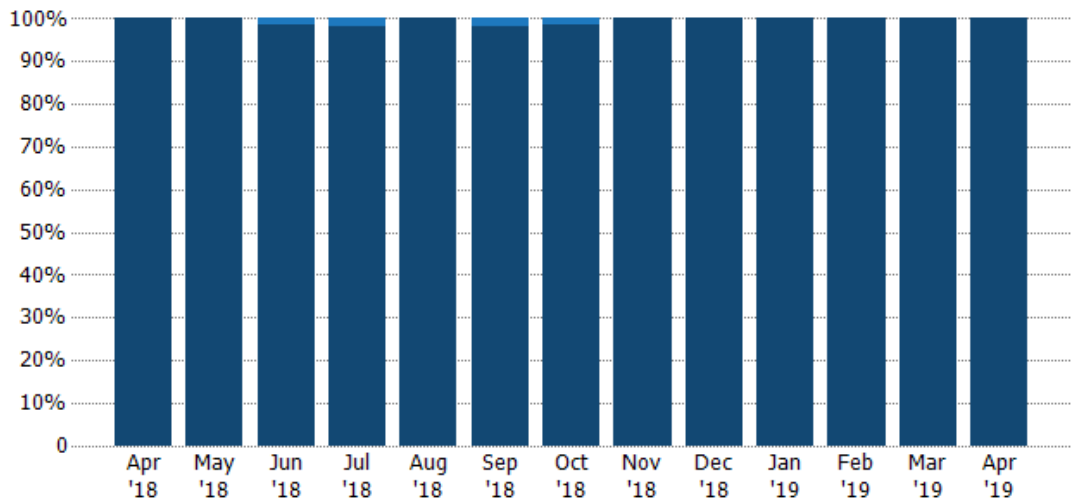
Current Year	\$33.9M	\$35.9M	\$40.2M	\$34.5M	\$58.7M	\$44.3M	\$61.2M	\$32.9M	\$27.9M	\$22.5M	\$28.2M	\$29M	\$45.8M
Prior Year	\$38.2M	\$42.7M	\$50.1M	\$31.2M	\$59.7M	\$63.1M	\$41.8M	\$36.7M	\$31.6M	\$33.6M	\$20M	\$28.2M	\$33.9M
Percent Change from Prior Year	-11%	-16%	-20%	11%	-2%	-30%	46%	-10%	-12%	-33%	41%	3%	35%

Closed Sales by Property Type

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

Filters Used

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ZIP: 9 Selected



Farm/Ranch	-	-	1%	2%	-	2%	1%	-	-	-	-	-	-
Single Family Residence	100%	100%	99%	98%	100%	98%	99%	100%	100%	100%	100%	100%	100%

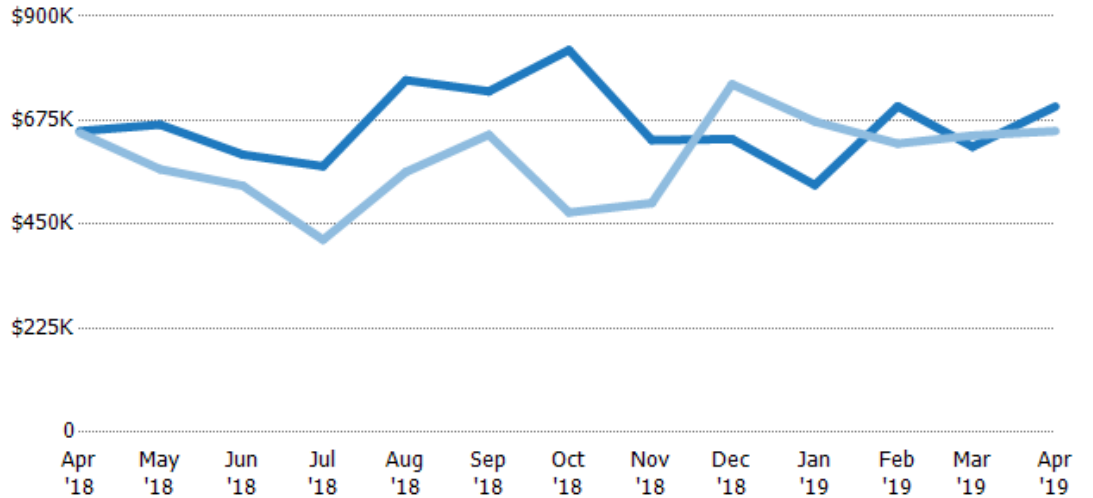
Average Sales Price

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Price	% Chg.
Apr '19	\$705K	8.1%
Apr '18	\$652K	0.6%
Apr '17	\$648K	-21.7%



Current Year	\$652K	\$666K	\$601K	\$576K	\$762K	\$738K	\$827K	\$632K	\$634K	\$535K	\$705K	\$618K	\$705K
Prior Year	\$648K	\$569K	\$533K	\$416K	\$563K	\$644K	\$475K	\$496K	\$753K	\$672K	\$625K	\$642K	\$652K
Percent Change from Prior Year	1%	17%	13%	38%	35%	15%	74%	27%	-16%	-20%	13%	-4%	8%

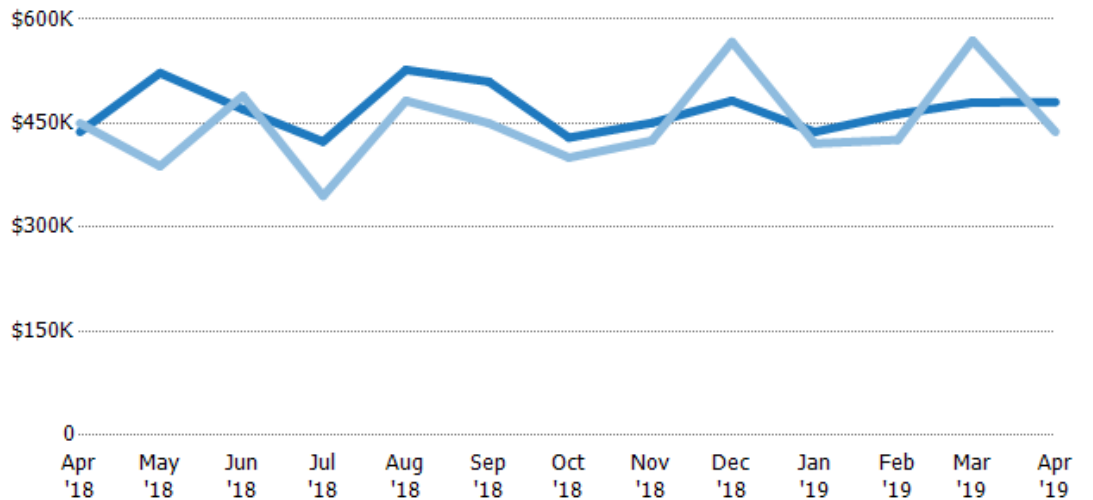
Median Sales Price

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

Filters Used

MLS: Steamboat Springs Board of REALTORS® MLS
ZIP: 9 Selected

Month/Year	Price	% Chg.
Apr '19	\$481K	9.8%
Apr '18	\$438K	-2.8%
Apr '17	\$450K	0.4%



Current Year	\$438K	\$523K	\$470K	\$424K	\$527K	\$510K	\$429K	\$451K	\$483K	\$438K	\$463K	\$480K	\$481K
Prior Year	\$450K	\$388K	\$490K	\$345K	\$483K	\$450K	\$401K	\$425K	\$568K	\$421K	\$426K	\$570K	\$438K
Percent Change from Prior Year	-3%	35%	-4%	23%	9%	13%	7%	6%	-15%	4%	9%	-16%	10%

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: Steamboat Market Update Report April 2019

Run Date: 05/14/2019

Scheduled: No

Report Date Range: From 4/2018 To: 4/2019

Filter Type: Market Activity

Information Included

- Include Cover Sheet
- Include Key Metric Summary *
- Include Metrics By
- Include Office by Office Comparison
- Include Appendix
- Averages
- Medians

* The Key Metrics Table's YTD median calculations are calculated using a weighted average of the median values for each month that is included.

Company Filters

Brands: All

Offices: All

MLS: Steamboat Springs Board of REALTORS® MLS

Listing Filters

Property Types: All

Sales Types: All

Price Range: None

Location Filters

State: All

County: All

ZIP Code:	Clark, CO 80428	Oak Creek, CO 80467	Phippsburg, CO 80469
	Steamboat Springs, CO 80477	Toponas, CO 80479	Yampa, CO 80483
	Steamboat Springs, CO 80487	Steamboat Springs, CO 80488	Hayden, CO 81639

Listing Activity Charts

- New Listings
- Active Listings
- Avg/Med Listing Price
- Avg/Med Listing Price per Sq Ft
- Avg/Med 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
- Avg/Med Sales Price
- Avg/Med Sales Price per Sq Ft
- Avg/Med Sales Price vs Listing Price
- Avg/Med Sales Price vs Est Value
- Total Sales by Sides

Distressed Charts

- Distressed Listings
- Distressed Sales

Data Tables Using 4/2019 data

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