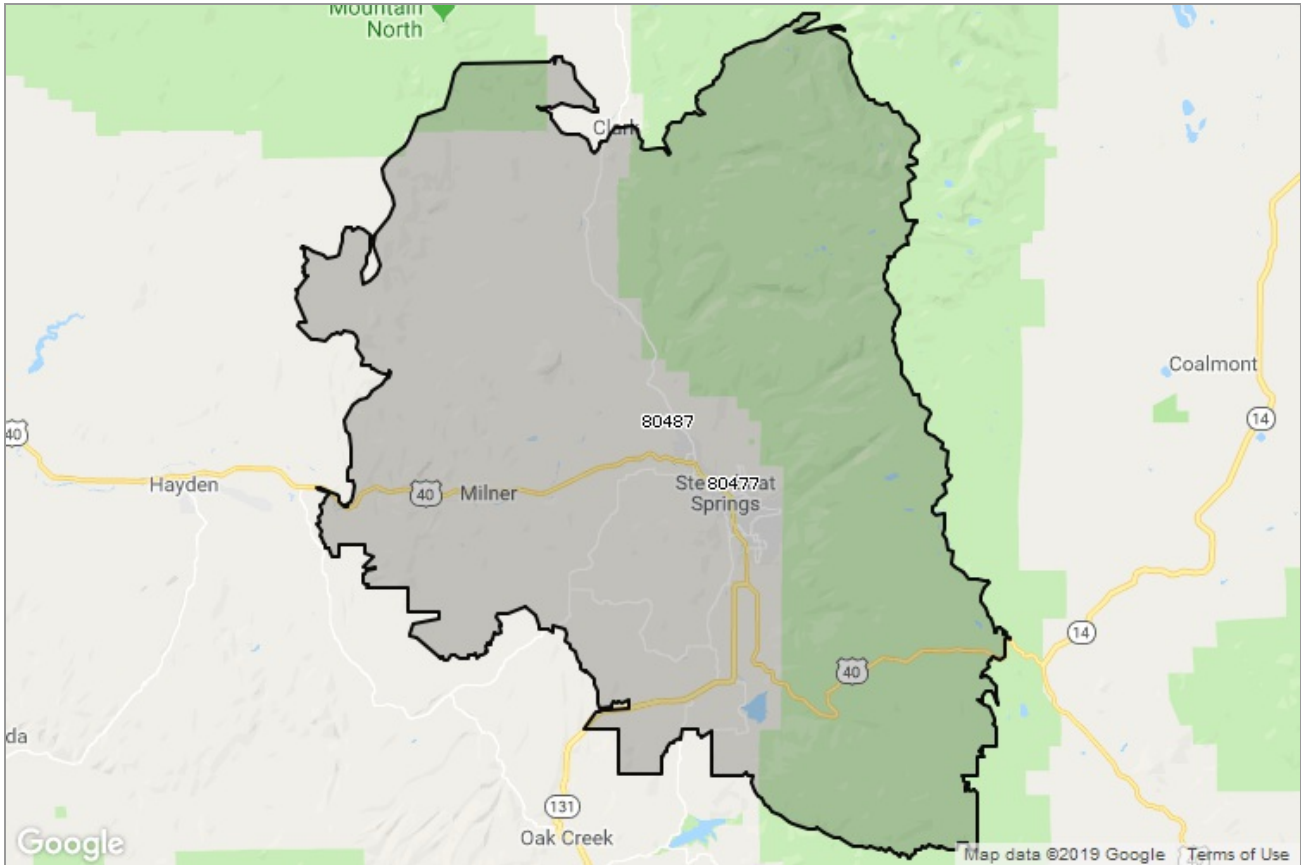




MARKET DATA REPORT

# Steamboat Springs Market Update December 2018



## Report Characteristics

**Report Name:**

Steamboat Springs Market Update  
December 2018

**Report Date Range:**

12/2017 – 12/2018

**Filters Used:**

MLS, Location

**Compare to Market:** No

**Office by Office Details:** No

**Avg/Med:** Both

**Run Date:** 01/09/2019

**Scheduled:** No

Presented by

**Theresa Pemberton**



**Coldwell Banker Distinctive Properties**  
105 Victory Way  
Craig, CO 81625

## 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	Dec 2018	Dec 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	72	43	+67.4%	895	783	+14.3%
New Listing Volume	\$67,400,300	\$38,306,749	+75.9%	\$870,668,178	\$640,023,500	+36%
Active Listing Count	337	258	+30.6%	N/A	N/A	
Active Listing Volume	\$526,316,849	\$381,342,886	+38%	N/A	N/A	
Median Days in RPR	135	166	-18.7%	118.81	127.44	-6.8%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	140	63	+122.2%	N/A	N/A	
Pending Sales Volume	\$133,954,419	\$44,156,376	+203.4%	N/A	N/A	
Closed Sales Count	32	33	-3%	537	649	-17.3%
Closed Sales Volume	\$24,355,900	\$25,014,925	-2.6%	\$384,299,878	\$382,572,089	+0.5%
Average Sales Price	\$761,122	\$758,028	+0.4%	\$715,642	\$589,479	+21.4%
Median Sales Price	\$583,250	\$565,000	+3.2%	\$538,617	\$481,442	+11.9%

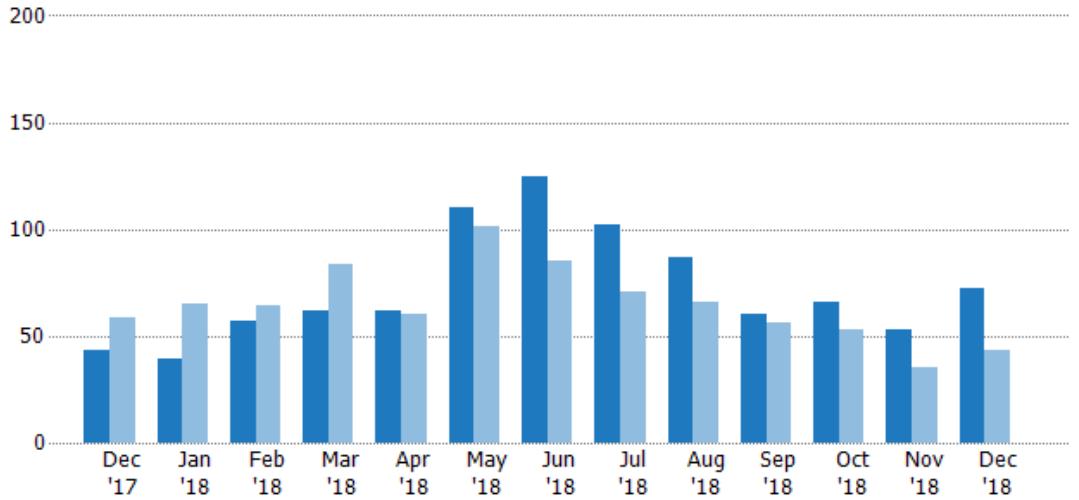
## New Listings

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/Year	Count	% Chg.
Dec '18	72	67.4%
Dec '17	43	-27.1%
Dec '16	59	-37.3%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	43	39	57	62	62	110	125	102	87	60	66	53	72
Prior Year	59	65	64	84	60	101	85	71	66	56	53	35	43
Percent Change from Prior Year	-27%	-40%	-11%	-26%	3%	9%	47%	44%	32%	7%	25%	51%	67%

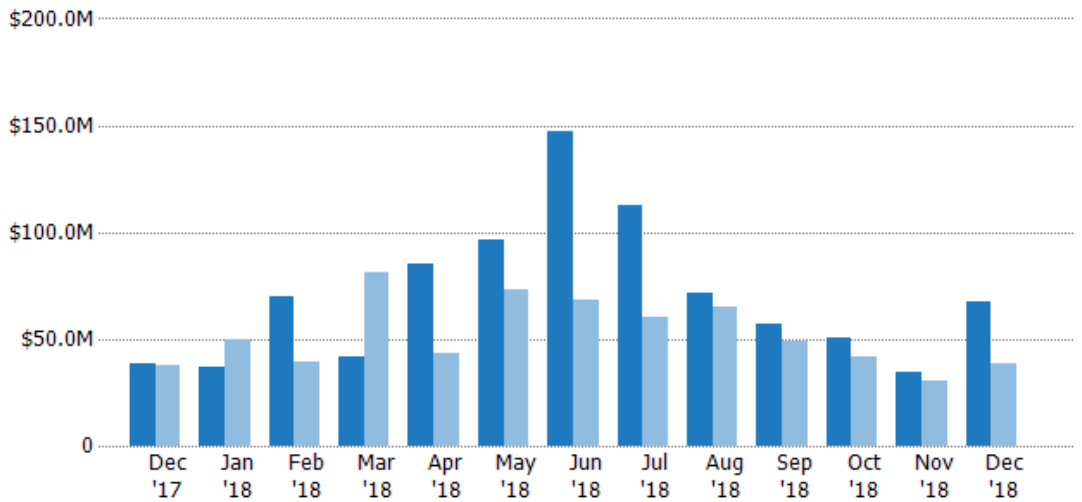
## New Listing Volume

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/Year	Volume	% Chg.
Dec '18	\$67.4M	75.9%
Dec '17	\$38.3M	2.3%
Dec '16	\$37.5M	-42.5%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$38.3M	\$37M	\$69.7M	\$41.9M	\$85.4M	\$96.1M	\$147M	\$112M	\$71.3M	\$57.2M	\$50.4M	\$34.6M	\$67.4M
Prior Year	\$37.5M	\$50M	\$39.6M	\$80.9M	\$43.4M	\$73.1M	\$68.2M	\$60.3M	\$64.7M	\$49.1M	\$41.7M	\$30.6M	\$38.3M
Percent Change from Prior Year	2%	-26%	76%	-48%	97%	32%	116%	86%	10%	17%	21%	13%	76%

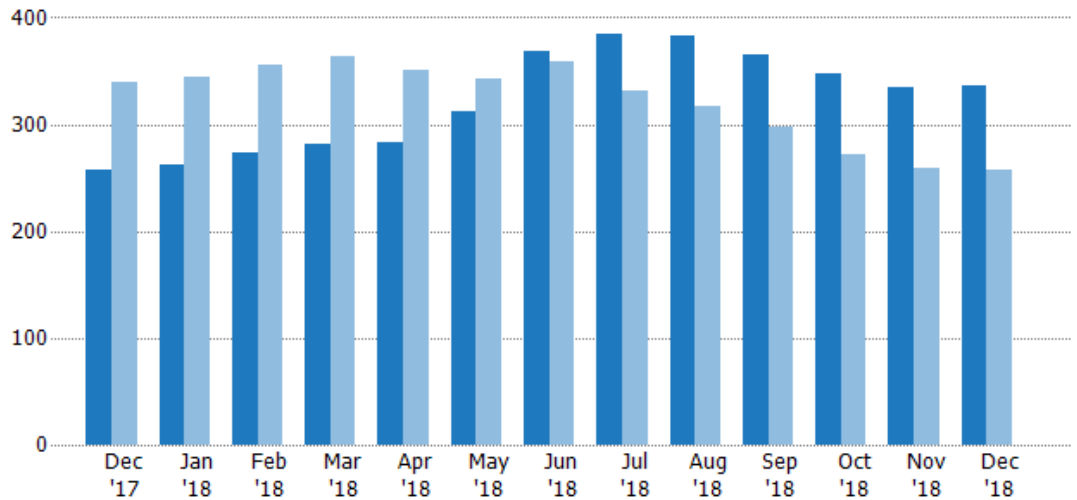
## Active Listings

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/Year	Count	% Chg.
Dec '18	337	30.6%
Dec '17	258	-24.1%
Dec '16	340	-5.9%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	258	262	274	282	283	312	369	384	383	366	348	335	337
Prior Year	340	344	355	364	351	343	359	332	317	297	272	259	258
Percent Change from Prior Year	-24%	-24%	-23%	-23%	-19%	-9%	3%	16%	21%	23%	28%	29%	31%

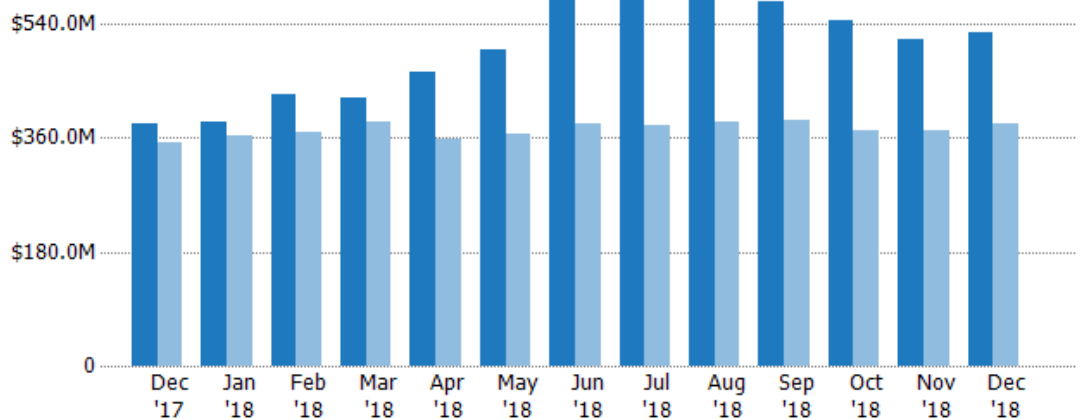
## Active Listing Volume

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/Year	Volume	% Chg.
Dec '18	\$526M	38%
Dec '17	\$381M	8.2%
Dec '16	\$352M	-18.9%



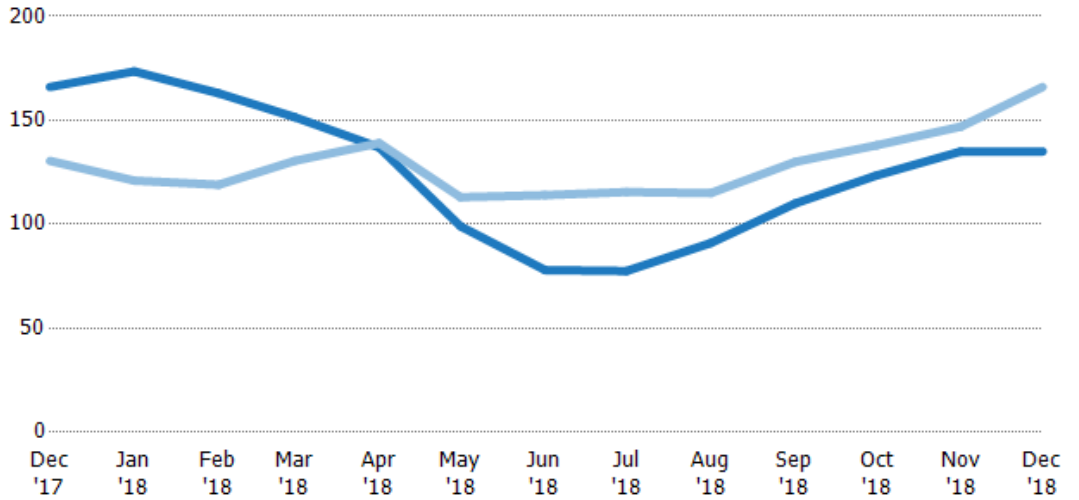
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$381M	\$386M	\$430M	\$422M	\$463M	\$499M	\$580M	\$607M	\$584M	\$575M	\$545M	\$517M	\$526M
Prior Year	\$352M	\$363M	\$369M	\$384M	\$357M	\$365M	\$383M	\$379M	\$386M	\$387M	\$372M	\$371M	\$381M
Percent Change from Prior Year		8%	6%	17%	10%	30%	36%	51%	60%	51%	49%	47%	39%

## 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

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488



Month/Year	Days	% Chg.
Dec '18	135	-18.7%
Dec '17	166	27.2%
Dec '16	131	12.3%

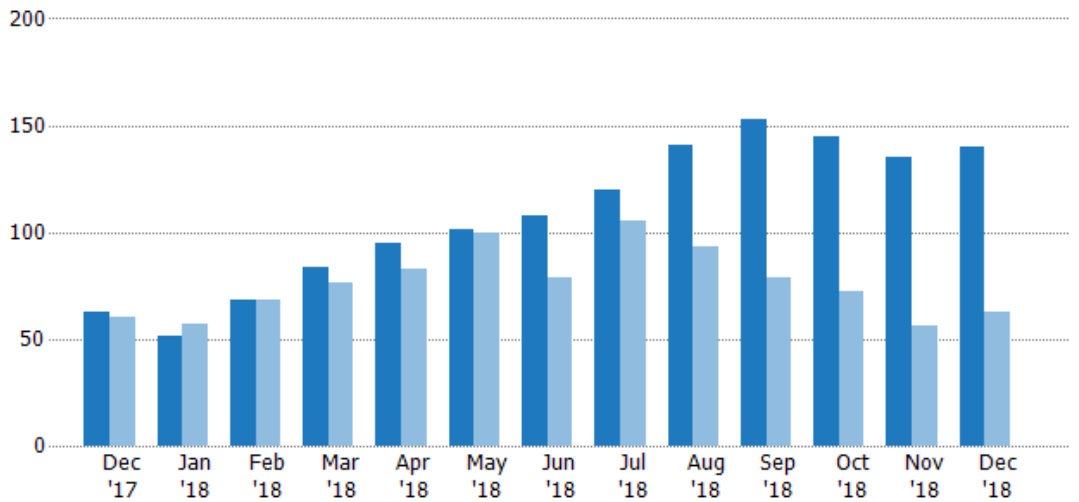
	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	166	174	163	152	137	99	78	77.5	91	110	124	135	135
Prior Year	131	121	119	131	139	113	114	116	115	130	138	147	166
Percent Change from Prior Year	27%	43%	37%	16%	-1%	-12%	-32%	-33%	-21%	-15%	-11%	-8%	-19%

## Pending Sales

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488



Month/Year	Count	% Chg.
Dec '18	140	122.2%
Dec '17	63	5%
Dec '16	60	-50%

	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	63	51	68	84	95	101	108	120	141	153	145	135	140
Prior Year	60	57	68	76	83	100	79	105	93	79	72	56	63
Percent Change from Prior Year	5%	-11%	0%	11%	14%	1%	37%	14%	52%	94%	101%	141%	122%

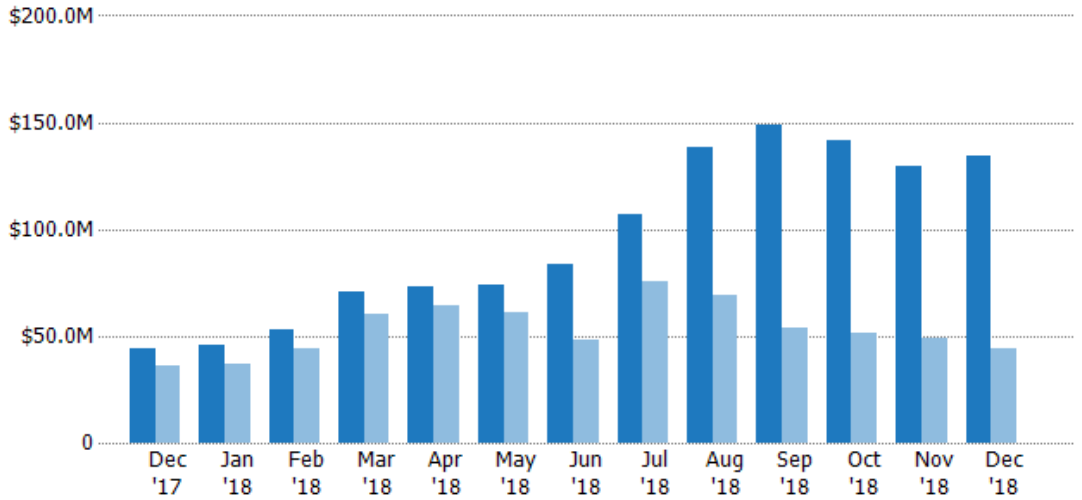
## Pending Sales Volume

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/ Year	Volume	% Chg.
Dec '18	\$134M	203.4%
Dec '17	\$44.2M	21.4%
Dec '16	\$36.4M	-52.7%



Current Year	\$44.2M	\$46.1M	\$53M	\$70.8M	\$72.9M	\$73.8M	\$83.7M	\$107M	\$138M	\$149M	\$141M	\$130M	\$134M
Prior Year	\$36.4M	\$37.3M	\$44.4M	\$60M	\$64M	\$61M	\$47.9M	\$75.2M	\$68.7M	\$53.9M	\$51.7M	\$48.9M	\$44.2M
Percent Change from Prior Year	21%	24%	19%	18%	14%	21%	75%	43%	101%	176%	174%	165%	203%

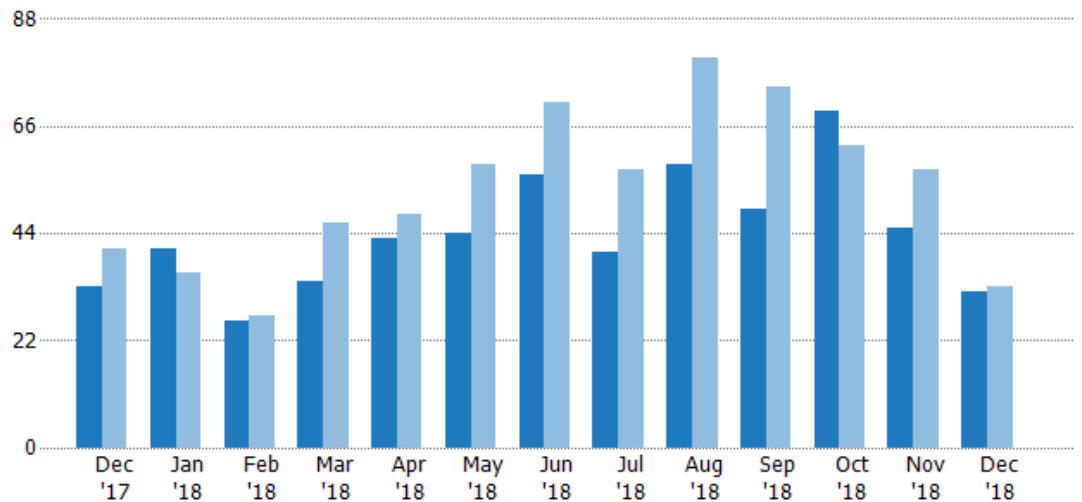
## Closed Sales

The total number of residential properties sold each month.

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/ Year	Count	% Chg.
Dec '18	32	-3%
Dec '17	33	-19.5%
Dec '16	41	-17.1%



Current Year	33	41	26	34	43	44	56	40	58	49	69	45	32
Prior Year	41	36	27	46	48	58	71	57	80	74	62	57	33
Percent Change from Prior Year	-20%	14%	-4%	-26%	-10%	-24%	-21%	-30%	-28%	-34%	11%	-21%	-3%

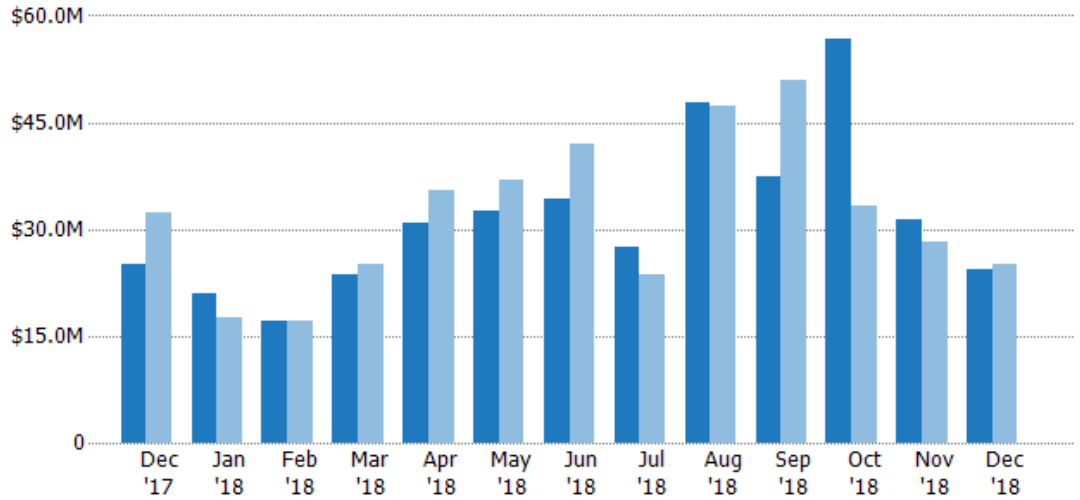
## Closed Sales Volume

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488

Month/Year	Volume	% Chg.
Dec '18	\$24.4M	-2.6%
Dec '17	\$25M	-22.6%
Dec '16	\$32.3M	-46.8%



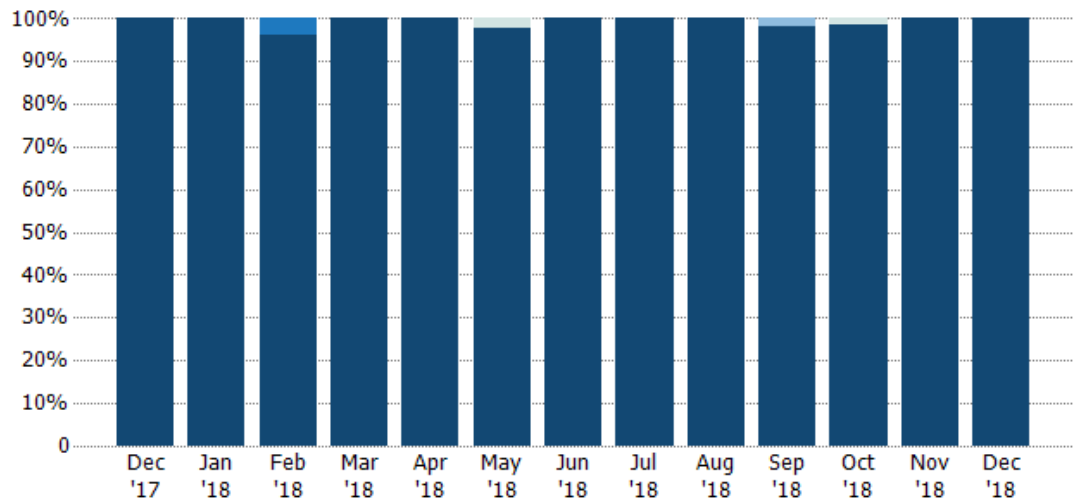
Current Year	\$25M	\$21.1M	\$17.2M	\$23.6M	\$30.8M	\$32.5M	\$34.3M	\$27.4M	\$47.9M	\$37.4M	\$56.6M	\$31.3M	\$24.4M
Prior Year	\$32.3M	\$17.6M	\$17.1M	\$25M	\$35.4M	\$37M	\$42.1M	\$23.5M	\$47.2M	\$51M	\$33.3M	\$28.3M	\$25M
Percent Change from Prior Year	-23%	20%	1%	-6%	-13%	-12%	-19%	16%	1%	-27%	70%	11%	-3%

## Closed Sales by Property Type

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

### Filters Used

MLSs: 2 of 8  
 ZIP: Steamboat Springs, CO 80477,  
 Steamboat Springs, CO 80487,  
 Steamboat Springs, CO 80488



Other	-	-	-	-	-	2%	-	-	-	-	1%	-	-
Farm/Ranch	-	-	-	-	-	-	-	-	-	2%	-	-	-
Condo/Townhouse	-	-	4%	-	-	-	-	-	-	-	-	-	-
Single Family Residence	100%	100%	96%	100%	100%	98%	100%	100%	100%	98%	99%	100%	100%

## Average Sales Price

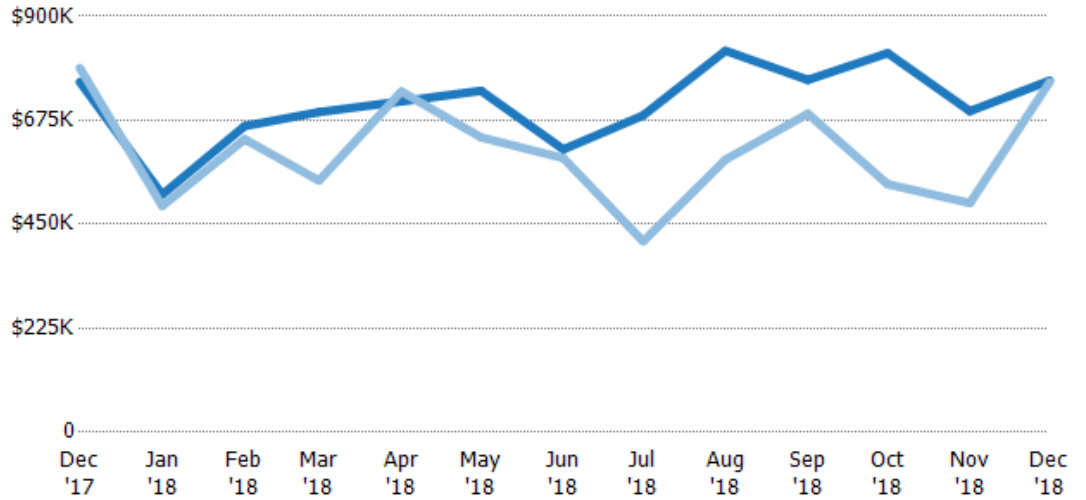
The average sales price of the residential properties sold each month.

### Filters Used

MLSs: 2 of 8

ZIP: Steamboat Springs, CO 80477,  
Steamboat Springs, CO 80487,  
Steamboat Springs, CO 80488

Month/ Year	Price	% Chg.
Dec '18	\$761K	0.4%
Dec '17	\$758K	-3.8%
Dec '16	\$788K	-35.9%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$758K	\$514K	\$662K	\$693K	\$716K	\$739K	\$612K	\$685K	\$825K	\$762K	\$820K	\$695K	\$761K
Prior Year	\$788K	\$490K	\$634K	\$545K	\$737K	\$638K	\$593K	\$413K	\$590K	\$689K	\$537K	\$496K	\$758K
Percent Change from Prior Year	-4%	5%	4%	27%	-3%	16%	3%	66%	40%	11%	53%	40%	0%

## Median Sales Price

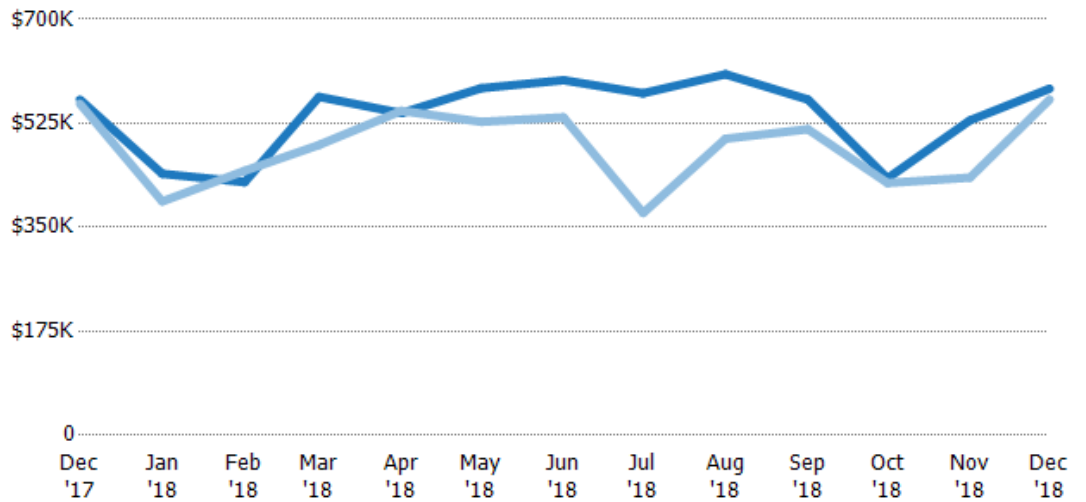
The median sales price of the residential properties sold each month.

### Filters Used

MLSs: 2 of 8

ZIP: Steamboat Springs, CO 80477,  
Steamboat Springs, CO 80487,  
Steamboat Springs, CO 80488

Month/ Year	Price	% Chg.
Dec '18	\$583K	3.2%
Dec '17	\$565K	1.3%
Dec '16	\$558K	-31.4%



	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18	Nov '18	Dec '18
Current Year	\$565K	\$440K	\$426K	\$570K	\$542K	\$584K	\$598K	\$576K	\$608K	\$565K	\$433K	\$530K	\$583K
Prior Year	\$558K	\$394K	\$445K	\$489K	\$546K	\$528K	\$535K	\$374K	\$499K	\$515K	\$425K	\$434K	\$565K
Percent Change from Prior Year	1%	12%	-4%	17%	-1%	11%	12%	54%	22%	10%	2%	22%	3%