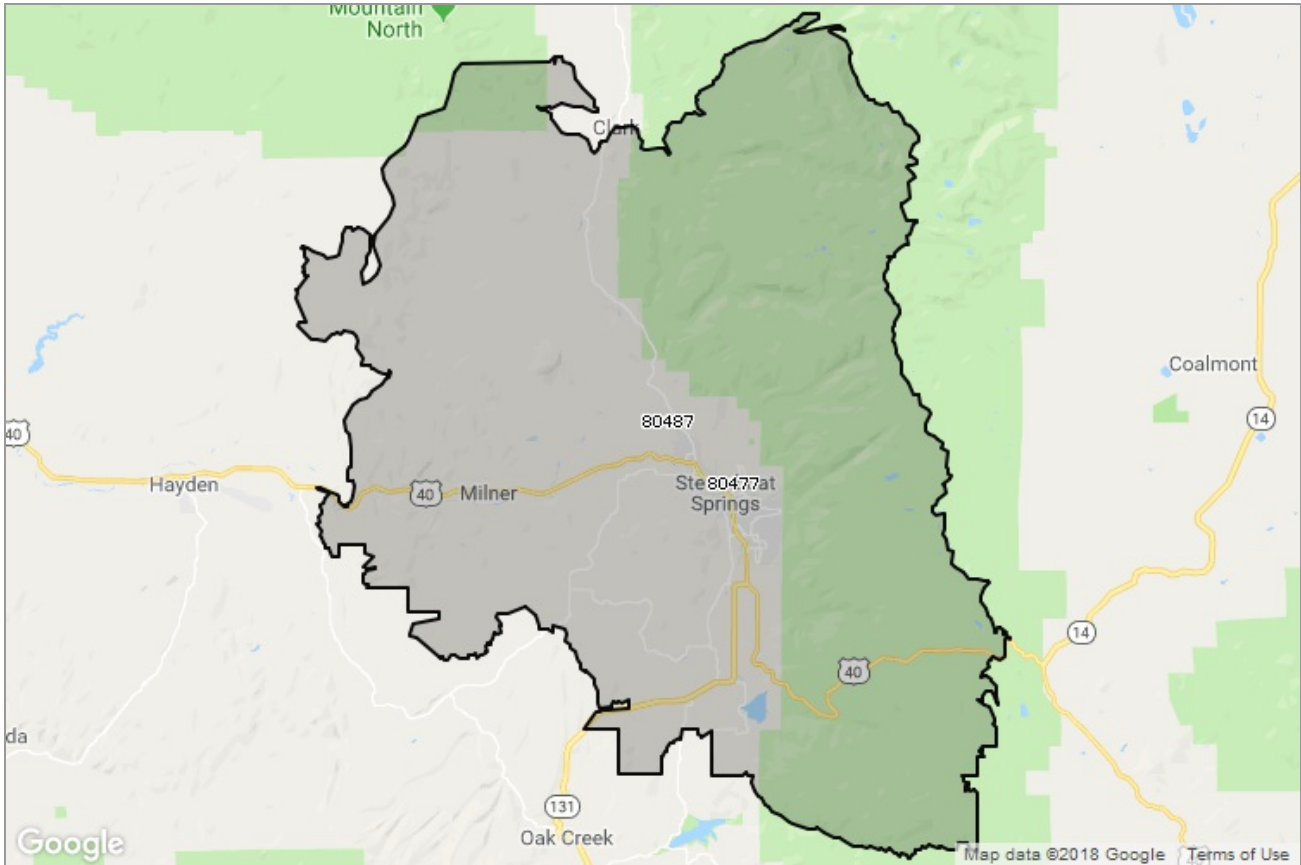




MARKET DATA REPORT

# Steamboat Springs Monthly Market Report Oct 2018



## Report Characteristics

**Report Name:**

Steamboat Springs Monthly Market Report Oct 2018

**Report Date Range:**

10/2017 – 10/2018

**Filters Used:**

MLS, Location

**Compare to Market:** No

**Office by Office Details:** No

**Avg/Med:** Both

**Run Date:** 11/07/2018

**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	Oct 2018	Oct 2017	+ / -	YTD 2018	YTD 2017	+ / -
<b>Listing Activity Charts Metrics</b>						
New Listing Count	66	56	+17.9%	769	728	+5.6%
New Listing Volume	\$47,206,890	\$44,173,300	+6.9%	\$753,908,330	\$582,880,862	+29.3%
Active Listing Count	339	282	+20.2%	N/A	N/A	
Active Listing Volume	\$546,384,446	\$377,794,717	+44.6%	N/A	N/A	
Median Days in RPR	124	138	-10.1%	115.77	124.27	-6.8%
<b>Sales Activity Charts Metrics</b>						
Pending Sales Count	150	72	+108.3%	N/A	N/A	
Pending Sales Volume	\$144,311,519	\$51,651,255	+179.4%	N/A	N/A	
Closed Sales Count	73	65	+12.3%	464	576	-19.4%
Closed Sales Volume	\$57,781,155	\$36,429,263	+58.6%	\$329,703,878	\$341,095,809	-3.3%
Average Sales Price	\$791,523	\$560,450	+41.2%	\$710,569	\$592,180	+20%
Median Sales Price	\$424,000	\$429,000	-1.2%	\$534,095	\$487,635	+9.5%

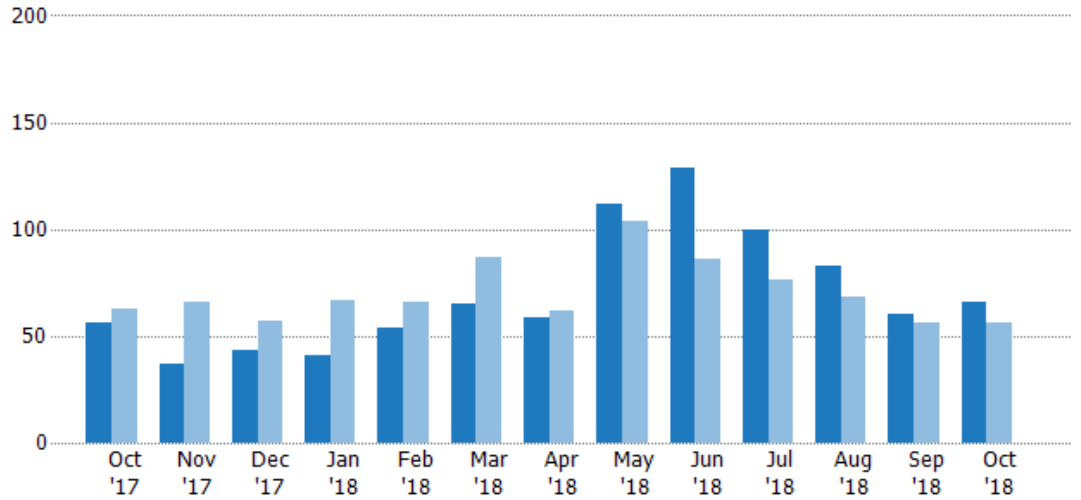
### New Listings

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.
Oct '18	66	17.9%
Oct '17	56	-11.1%
Oct '16	63	12.7%



Current Year	56	37	43	41	54	65	59	112	129	100	83	60	66
Prior Year	63	66	57	67	66	87	62	104	86	76	68	56	56
Percent Change from Prior Year	-11%	-44%	-25%	-39%	-18%	-25%	-5%	8%	50%	32%	22%	7%	18%

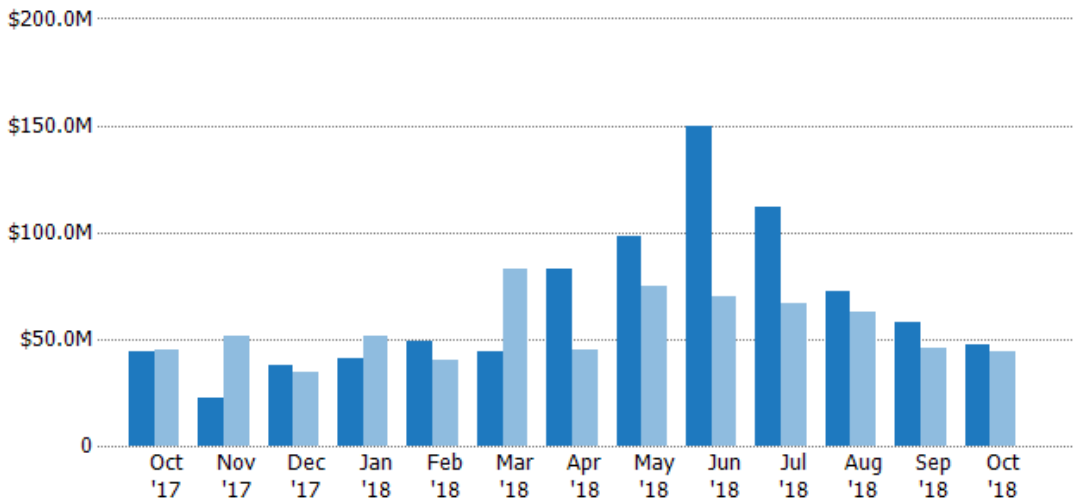
### New Listing Volume

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.
Oct '18	\$47.2M	6.9%
Oct '17	\$44.2M	-1.6%
Oct '16	\$44.9M	19.5%



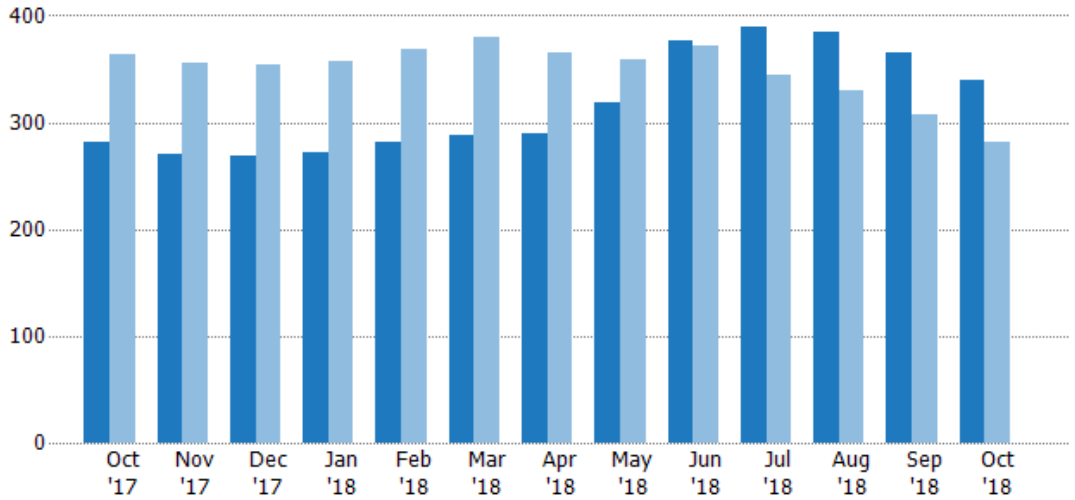
Current Year	\$44.2M	\$22.5M	\$37.9M	\$40.8M	\$49.2M	\$44.1M	\$82.7M	\$98.2M	\$150M	\$112M	\$72.1M	\$57.6M	\$47.2M
Prior Year	\$44.9M	\$51.7M	\$34.5M	\$51.1M	\$40.4M	\$82.5M	\$45.1M	\$74.9M	\$69.9M	\$66.5M	\$62.4M	\$46M	\$44.2M
Percent Change from Prior Year	-2%	-57%	10%	-20%	22%	-47%	84%	31%	115%	68%	15%	25%	7%

### 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



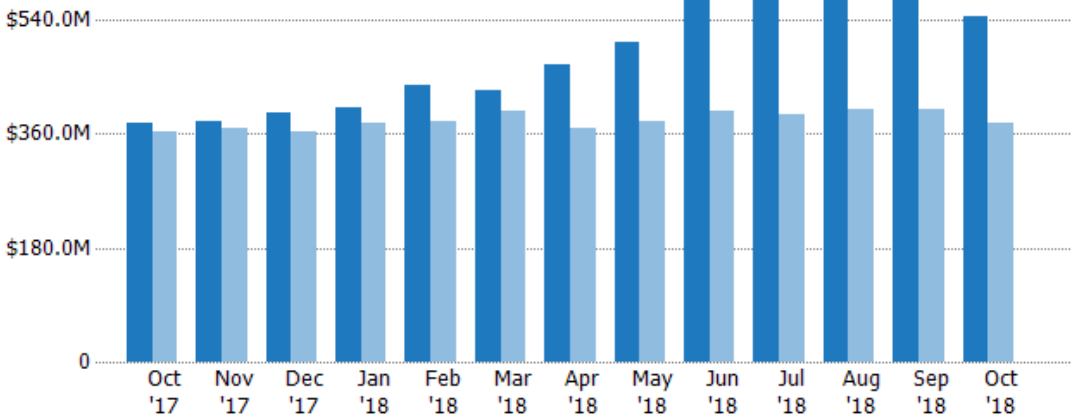
Month/Year	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	339	282	20.2%
Oct '17	282	282	-22.5%
Oct '16	364	364	1.9%

### 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	Current Year	Prior Year	Percent Change from Prior Year
Oct '18	\$546M	\$378M	44.6%
Oct '17	\$378M	\$378M	4%
Oct '16	\$363M	\$363M	-11.6%

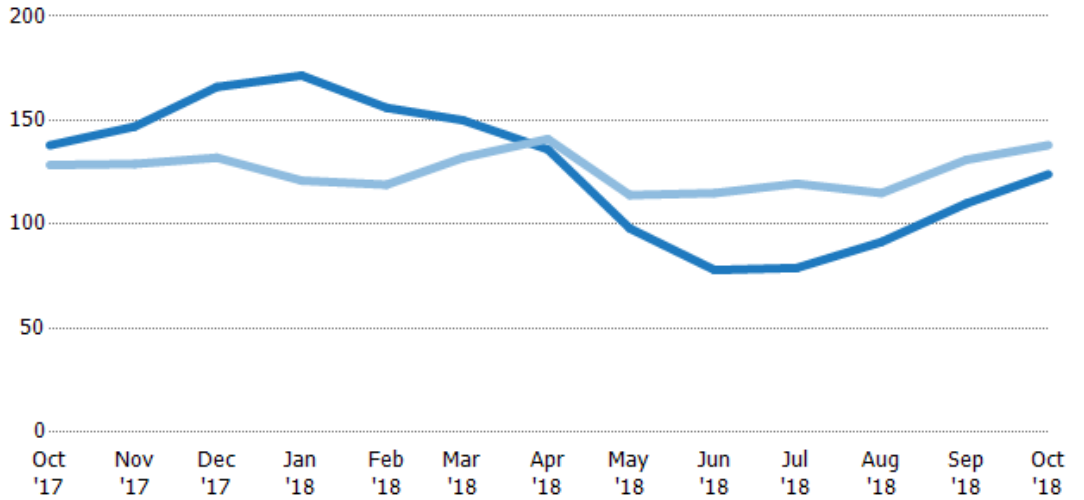
### Median Days in RPR

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.
Oct '18	124	-10.1%
Oct '17	138	7.4%
Oct '16	129	-5.8%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	138	147	166	172	156	150	136	98	78	79	91.5	110	124
Prior Year	129	129	132	121	119	132	141	114	115	120	115	131	138
Percent Change from Prior Year	7%	14%	26%	42%	31%	14%	-4%	-14%	-32%	-34%	-20%	-16%	-10%

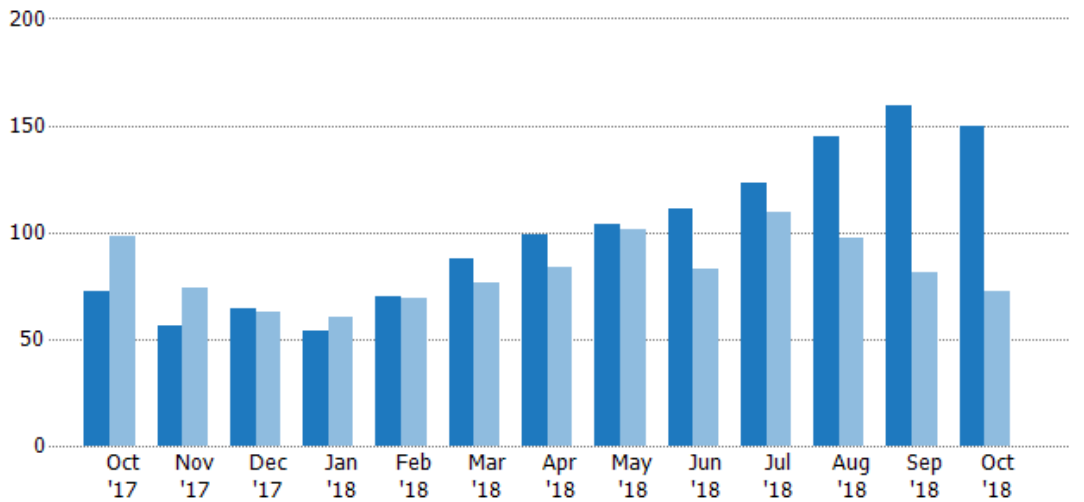
### Pending Sales

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.
Oct '18	150	108.3%
Oct '17	72	-26.5%
Oct '16	98	-53.1%



	Oct '17	Nov '17	Dec '17	Jan '18	Feb '18	Mar '18	Apr '18	May '18	Jun '18	Jul '18	Aug '18	Sep '18	Oct '18
Current Year	72	56	64	54	70	88	99	104	111	123	145	159	150
Prior Year	98	74	63	60	69	76	84	101	83	109	97	81	72
Percent Change from Prior Year	-27%	-24%	2%	-10%	1%	16%	18%	3%	34%	13%	49%	96%	108%

### Pending Sales Volume

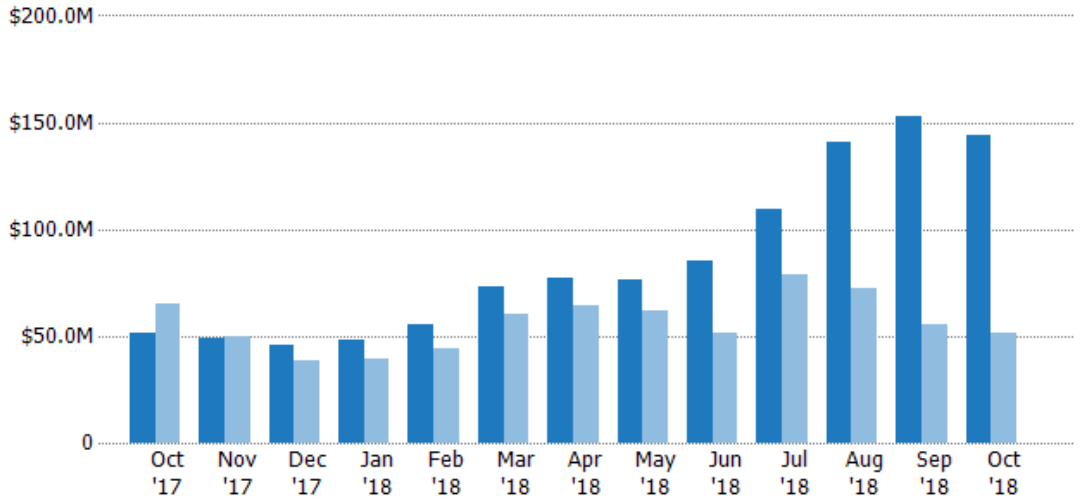
The sum of the sales price of residential properties with accepted offers that were available at the end of each month.

#### Filters Used

MLSs: 2 of 8

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

Month/Year	Volume	% Chg.
Oct '18	\$144M	179.4%
Oct '17	\$51.7M	-21%
Oct '16	\$65.4M	-55.6%



Current Year	\$51.7M	\$48.9M	\$46M	\$48.5M	\$55.2M	\$73.3M	\$76.8M	\$76.3M	\$85.5M	\$109M	\$141M	\$153M	\$144M
Prior Year	\$65.4M	\$50M	\$38.3M	\$39.5M	\$44.5M	\$60M	\$64.3M	\$62M	\$51M	\$78.7M	\$72.4M	\$55.1M	\$51.7M
Percent Change from Prior Year	-21%	-2%	20%	23%	24%	22%	19%	23%	68%	39%	94%	178%	179%

### Closed Sales

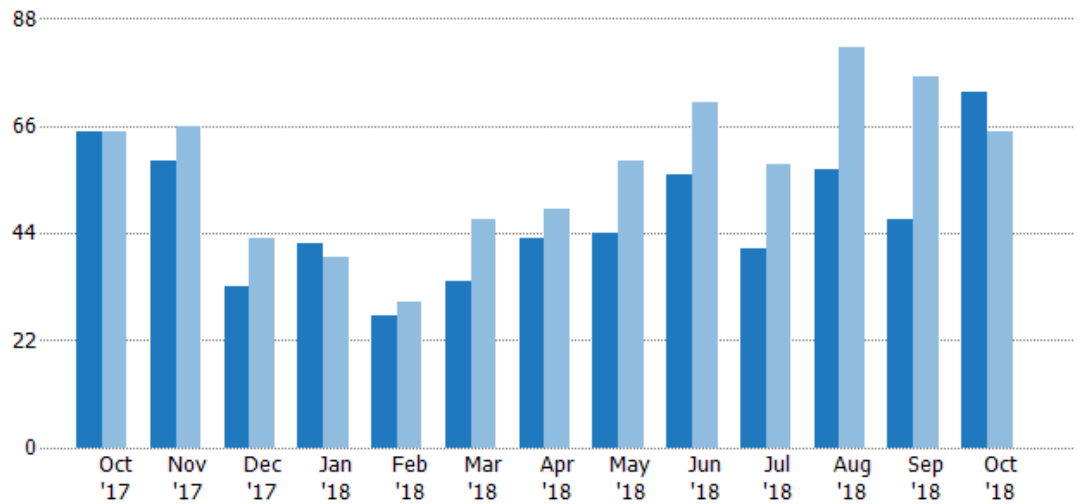
The total number of residential properties sold each month.

#### Filters Used

MLSs: 2 of 8

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

Month/Year	Count	% Chg.
Oct '18	73	12.3%
Oct '17	65	0%
Oct '16	65	-13.8%



Current Year	65	59	33	42	27	34	43	44	56	41	57	47	73
Prior Year	65	66	43	39	30	47	49	59	71	58	82	76	65
Percent Change from Prior Year	0%	-11%	-23%	8%	-10%	-28%	-12%	-25%	-21%	-29%	-30%	-38%	12%

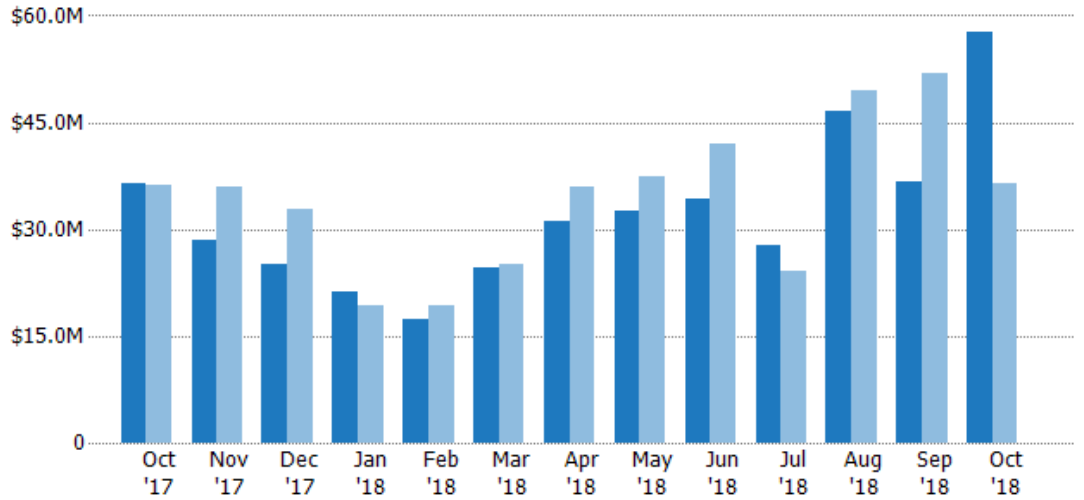
### Closed Sales Volume

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.
Oct '18	\$57.8M	58.6%
Oct '17	\$36.4M	0.6%
Oct '16	\$36.2M	-11.8%



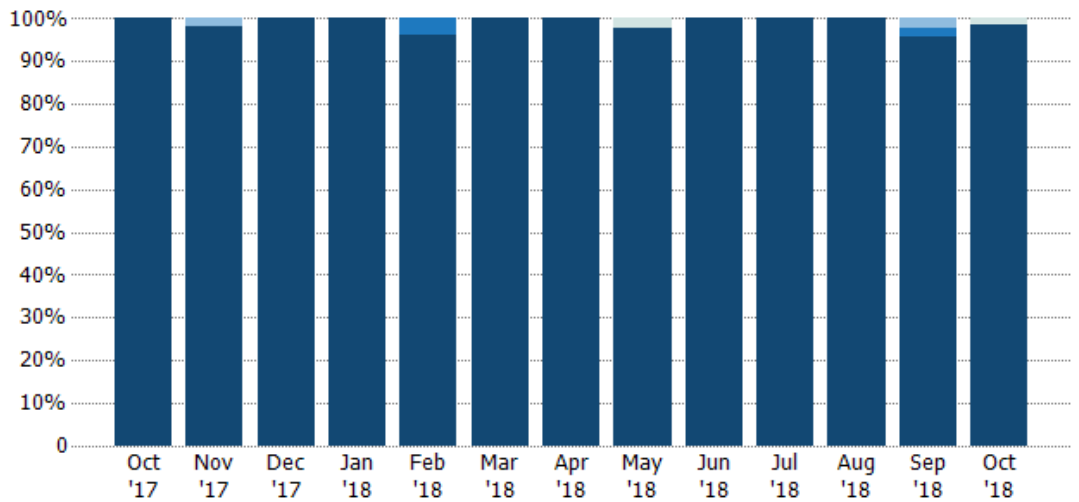
Current Year	\$36.4M	\$28.4M	\$25M	\$21.2M	\$17.3M	\$24.6M	\$31.1M	\$32.5M	\$34.3M	\$27.7M	\$46.7M	\$36.6M	\$57.8M
Prior Year	\$36.2M	\$35.9M	\$32.9M	\$19.2M	\$19.3M	\$25.2M	\$36M	\$37.4M	\$42.1M	\$24.2M	\$49.6M	\$51.8M	\$36.4M
Percent Change from Prior Year	1%	-21%	-24%	10%	-10%	-2%	-14%	-13%	-19%	15%	-6%	-29%	59%

### 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%	-	-	-	-	-	-	-	-	-	2%	-
Condo/Townhouse	-	-	-	-	4%	-	-	-	-	-	-	2%	-
Single Family Residence	100%	98%	100%	100%	96%	100%	100%	98%	100%	100%	100%	96%	99%

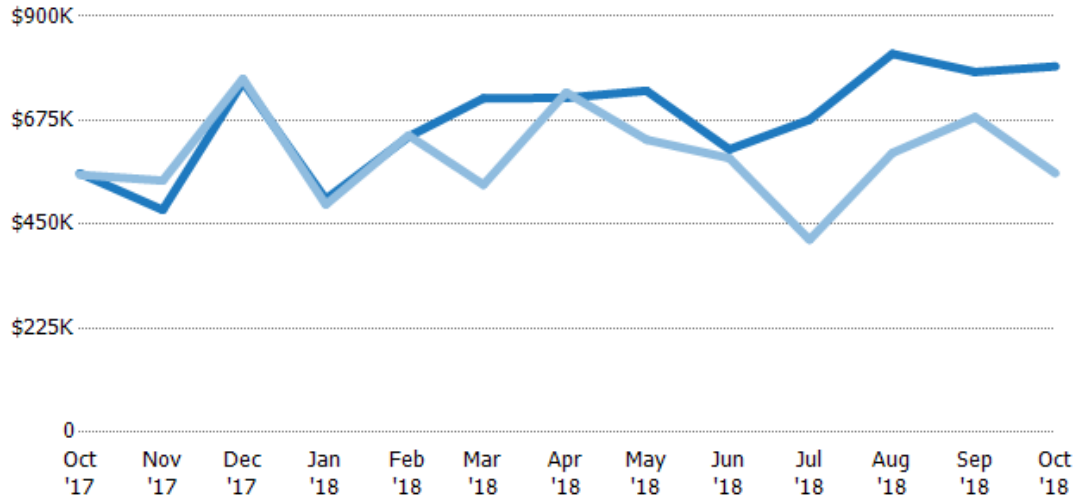
### Average Sales Price

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.
Oct '18	\$792K	41.2%
Oct '17	\$560K	0.6%
Oct '16	\$557K	2.4%



Current Year	\$560K	\$481K	\$758K	\$504K	\$640K	\$722K	\$723K	\$739K	\$612K	\$676K	\$819K	\$779K	\$792K
Prior Year	\$557K	\$544K	\$765K	\$493K	\$642K	\$536K	\$735K	\$633K	\$593K	\$416K	\$604K	\$682K	\$560K
Percent Change from Prior Year	1%	-12%	-1%	2%	0%	35%	-2%	17%	3%	62%	35%	14%	41%

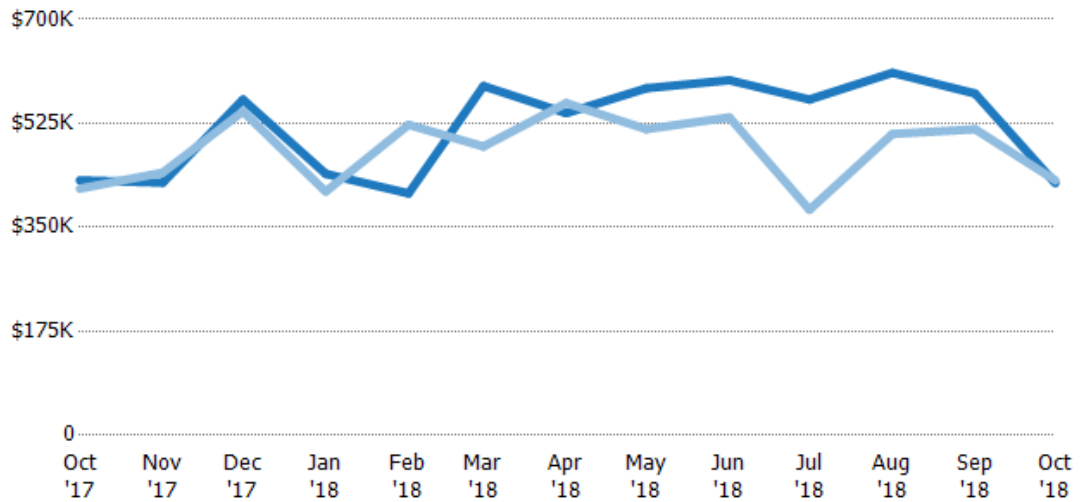
### Median Sales Price

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.
Oct '18	\$424K	-1.2%
Oct '17	\$429K	3.4%
Oct '16	\$415K	20%



Current Year	\$429K	\$425K	\$565K	\$440K	\$407K	\$588K	\$542K	\$584K	\$598K	\$565K	\$610K	\$575K	\$424K
Prior Year	\$415K	\$442K	\$545K	\$410K	\$523K	\$486K	\$559K	\$515K	\$535K	\$380K	\$507K	\$515K	\$429K
Percent Change from Prior Year	3%	-4%	4%	7%	-22%	21%	-3%	13%	12%	49%	20%	12%	-1%