

# Monthly Indicators



## April 2018

Percent changes calculated using year-over-year comparisons.

New Listings were down 35.1 percent for single family homes but increased 40.4 percent for townhouse-condo properties. Pending Sales decreased 5.7 percent for single family homes and 4.0 percent for townhouse-condo properties.

The Median Sales Price was up 18.9 percent to \$882,500 for single family homes and 13.9 percent to \$424,200 for townhouse-condo properties. Days on Market increased 31.0 percent for single family homes but decreased 10.3 percent for townhouse-condo properties.

This winter and spring exhibited unseasonal weather patterns in much of the country. As the seasons change to something more palatable, wages and consumer spending are both up, on average, which should translate positively for the housing market. Being quick with an offer is still the rule of the day as the number of days a home stays on the market drops lower. If that wasn't enough for buyers to mull over with each potential offer, being aware of pending mortgage rate increases is once again in fashion.

## Activity Snapshot

<b>+ 4.6%</b>	<b>+ 4.4%</b>	<b>- 31.8%</b>
One-Year Change in <b>Sold Listings</b> All Properties	One-Year Change in <b>Median Sales Price</b> All Properties	One-Year Change in <b>Active Listings</b> 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.

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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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		57	37	- 35.1%	178	125	- 29.8%
<b>Pending Sales</b>		35	33	- 5.7%	102	92	- 9.8%
<b>Sold Listings</b>		23	16	- 30.4%	67	64	- 4.5%
<b>Median Sales Price</b>		\$742,500	\$882,500	+ 18.9%	\$650,000	\$655,750	+ 0.9%
<b>Average Sales Price</b>		\$834,060	\$1,284,401	+ 54.0%	\$748,457	\$952,900	+ 27.3%
<b>Pct. of List Price Received</b>		96.7%	93.4%	- 3.4%	96.2%	95.3%	- 0.9%
<b>Days on Market</b>		84	110	+ 31.0%	94	108	+ 14.9%
<b>Housing Affordability Index</b>		48	38	- 20.8%	55	51	- 7.3%
<b>Active Listings</b>		188	150	- 20.2%	--	--	--
<b>Months Supply</b>		7.0	5.5	- 21.4%	--	--	--

# Townhouse-Condo Market Overview

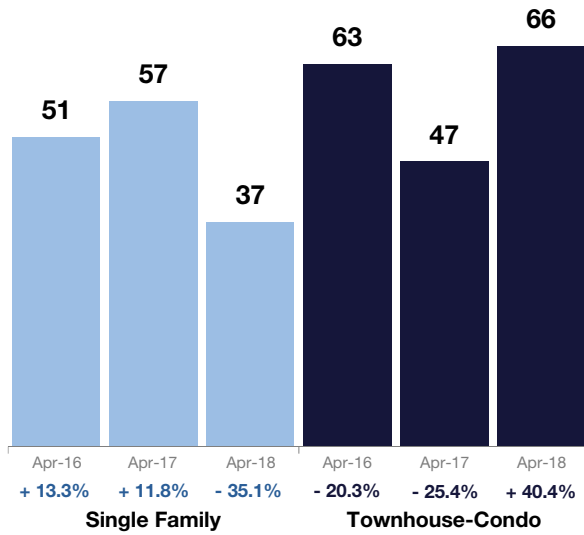
Key metrics by report month and for year-to-date (YTD) starting from the first of the year.



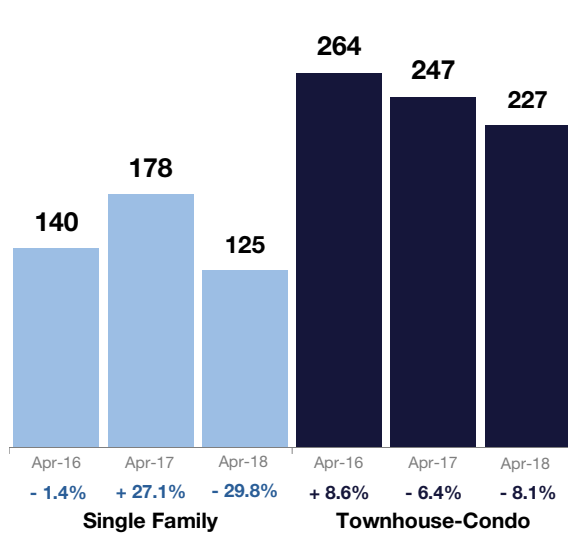
Key Metrics	Historical Sparkbars	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		47	66	+ 40.4%	247	227	- 8.1%
<b>Pending Sales</b>		50	48	- 4.0%	169	177	+ 4.7%
<b>Sold Listings</b>		42	52	+ 23.8%	162	159	- 1.9%
<b>Median Sales Price</b>		\$372,500	\$424,200	+ 13.9%	\$375,000	\$401,000	+ 6.9%
<b>Average Sales Price</b>		\$573,495	\$496,850	- 13.4%	\$523,973	\$470,988	- 10.1%
<b>Pct. of List Price Received</b>		95.2%	97.0%	+ 1.9%	96.7%	97.1%	+ 0.4%
<b>Days on Market</b>		107	96	- 10.3%	116	103	- 11.2%
<b>Housing Affordability Index</b>		96	80	- 16.7%	95	84	- 11.6%
<b>Active Listings</b>		371	231	- 37.7%	--	--	--
<b>Months Supply</b>		7.7	4.5	- 41.6%	--	--	--

# New Listings

## April

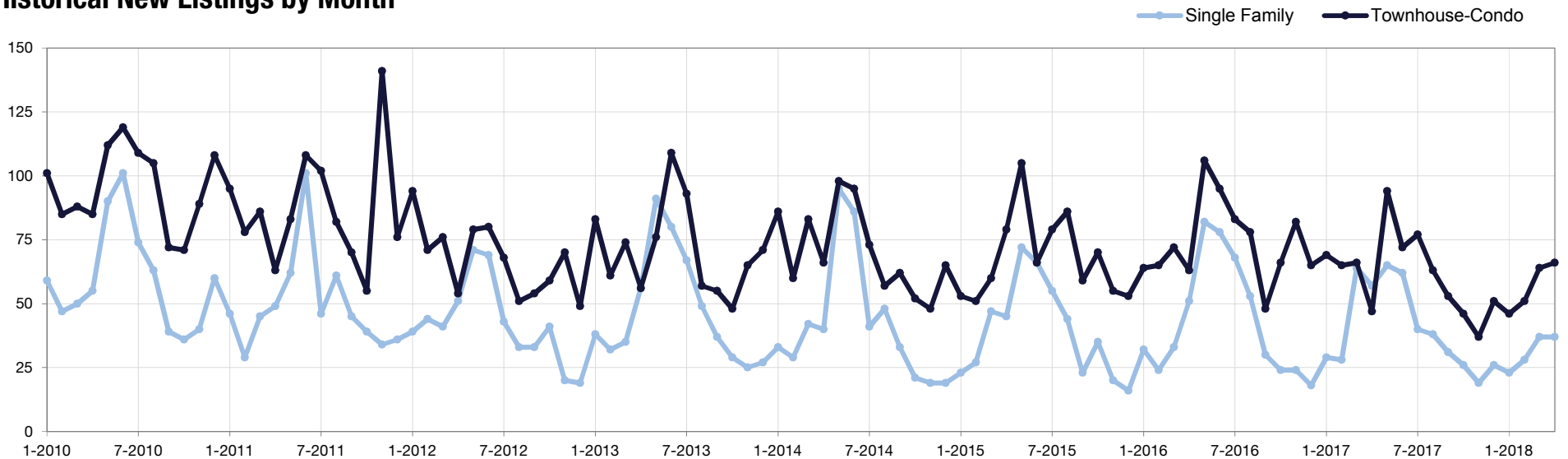


## Year to Date



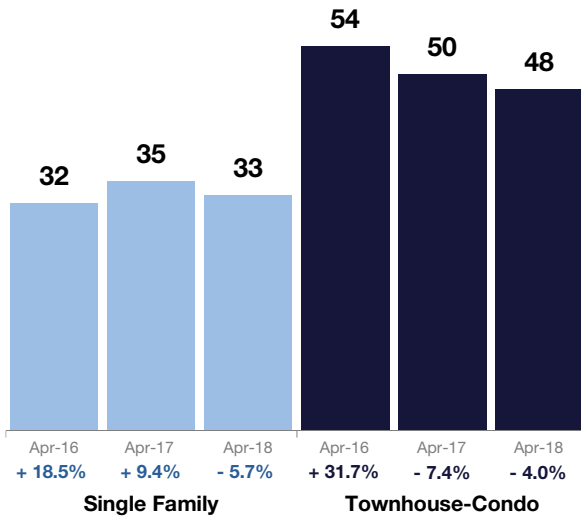
New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	65	-20.7%	94	-11.3%
Jun-2017	62	-20.5%	72	-24.2%
Jul-2017	40	-41.2%	77	-7.2%
Aug-2017	38	-28.3%	63	-19.2%
Sep-2017	31	+3.3%	53	+10.4%
Oct-2017	26	+8.3%	46	-30.3%
Nov-2017	19	-20.8%	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%
<b>Apr-2018</b>	<b>37</b>	<b>-35.1%</b>	<b>66</b>	<b>+40.4%</b>

## Historical New Listings by Month

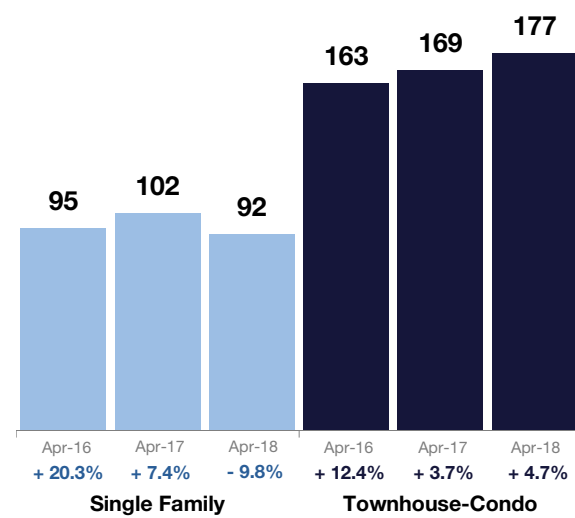


# Pending Sales

## April

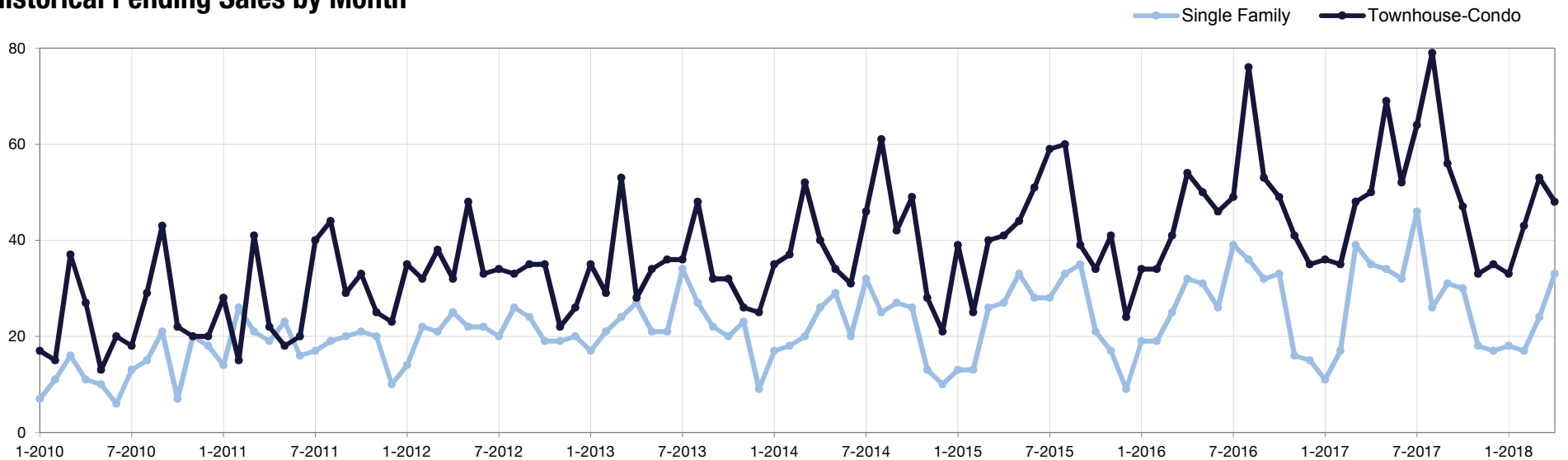


## Year to Date



Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	34	+9.7%	69	+38.0%
Jun-2017	32	+23.1%	52	+13.0%
Jul-2017	46	+17.9%	64	+30.6%
Aug-2017	26	-27.8%	79	+3.9%
Sep-2017	31	-3.1%	56	+5.7%
Oct-2017	30	-9.1%	47	-4.1%
Nov-2017	18	+12.5%	33	-19.5%
Dec-2017	17	+13.3%	35	0.0%
Jan-2018	18	+63.6%	33	-8.3%
Feb-2018	17	0.0%	43	+22.9%
Mar-2018	24	-38.5%	53	+10.4%
<b>Apr-2018</b>	<b>33</b>	<b>-5.7%</b>	<b>48</b>	<b>-4.0%</b>

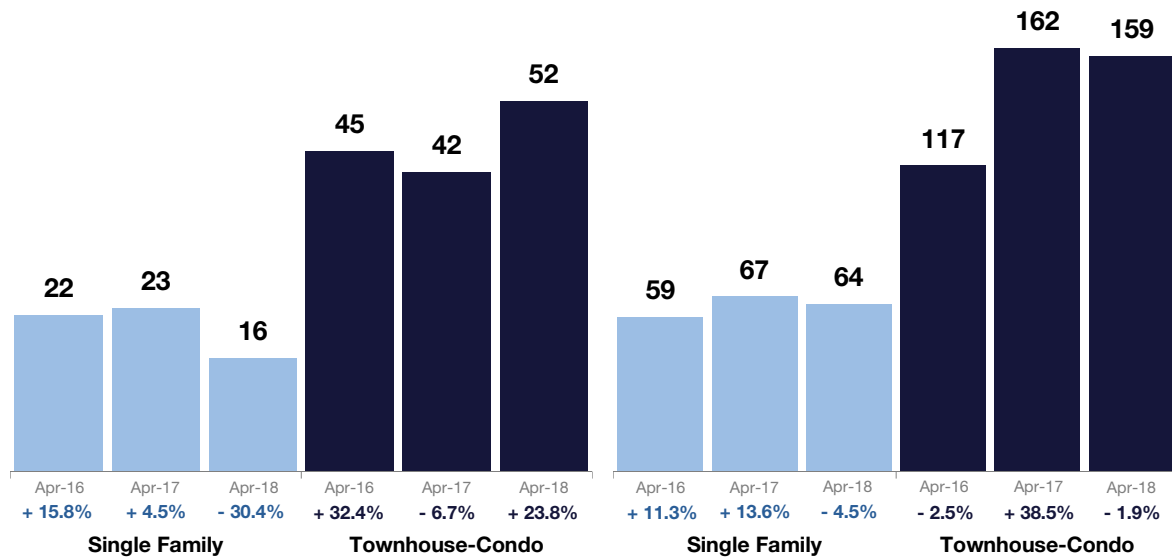
## Historical Pending Sales by Month



# Sold Listings

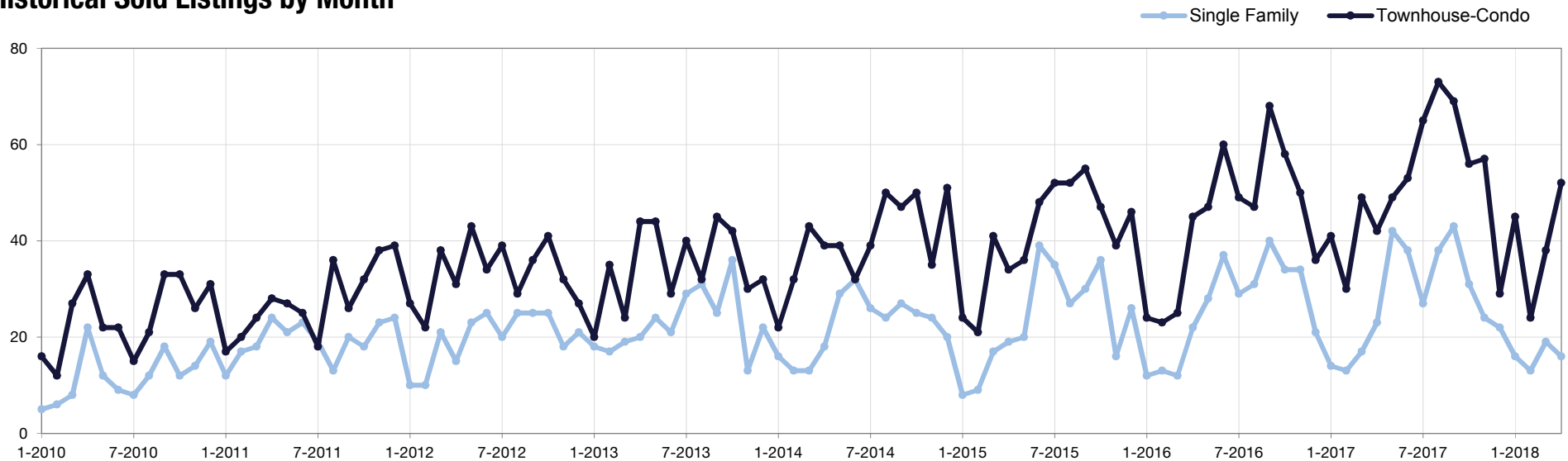
## April

## Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	42	+50.0%	49	+4.3%
Jun-2017	38	+2.7%	53	-11.7%
Jul-2017	27	-6.9%	65	+32.7%
Aug-2017	38	+22.6%	73	+55.3%
Sep-2017	43	+7.5%	69	+1.5%
Oct-2017	31	-8.8%	56	-3.4%
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	19	+11.8%	38	-22.4%
<b>Apr-2018</b>	<b>16</b>	<b>-30.4%</b>	<b>52</b>	<b>+23.8%</b>

## Historical Sold Listings by Month

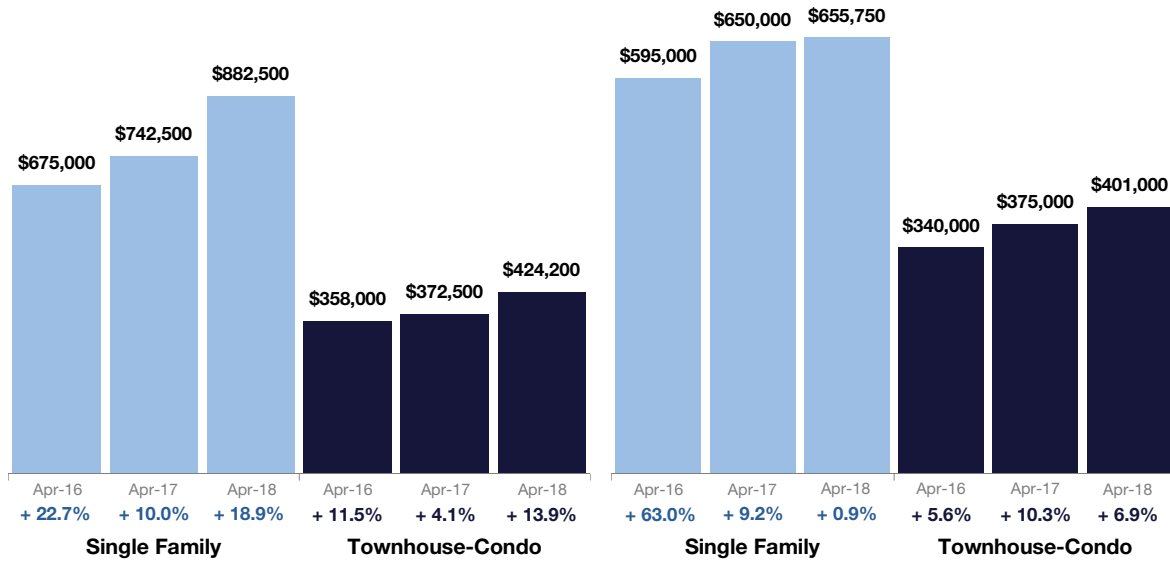


# Median Sales Price

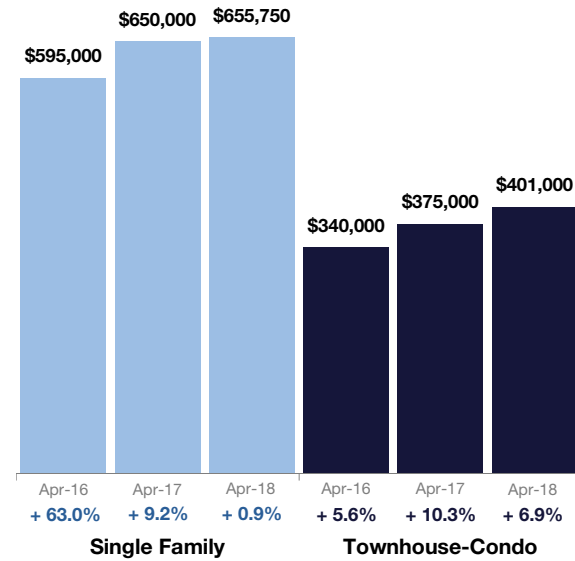


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## April

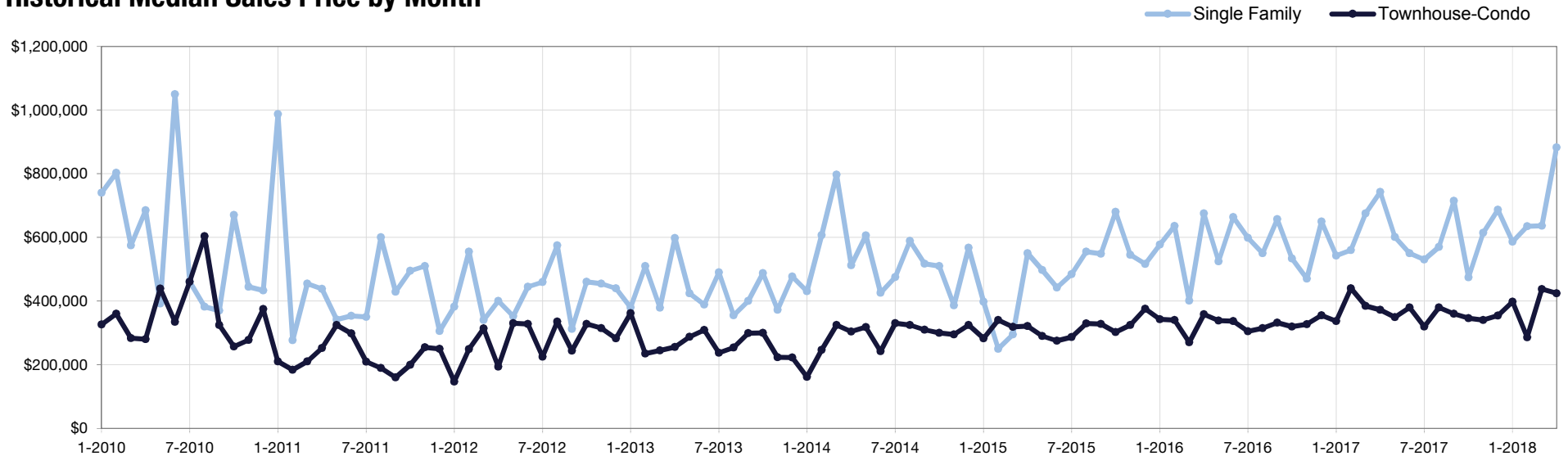


## Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$600,750	+14.4%	\$349,000	+2.9%
Jun-2017	\$550,000	-17.2%	\$379,500	+12.5%
Jul-2017	\$530,000	-11.5%	\$320,000	+4.9%
Aug-2017	\$570,000	+3.6%	\$380,000	+20.6%
Sep-2017	\$715,000	+8.8%	\$360,000	+8.5%
Oct-2017	\$474,000	-11.2%	\$346,000	+8.1%
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	\$636,500	-5.7%	\$437,250	+13.6%
<b>Apr-2018</b>	<b>\$882,500</b>	<b>+18.9%</b>	<b>\$424,200</b>	<b>+13.9%</b>

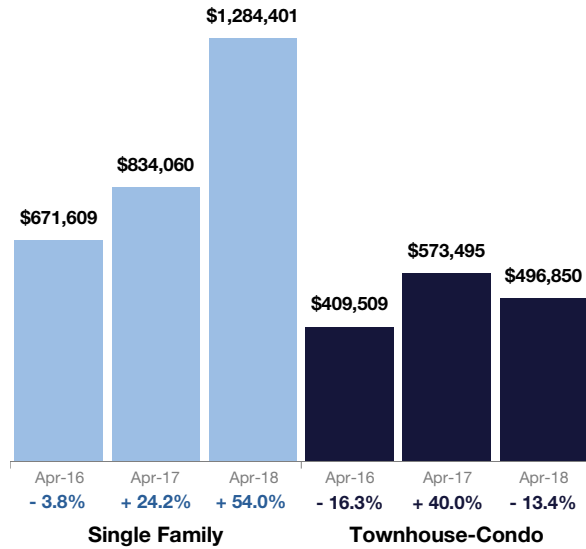
## Historical Median Sales Price by Month



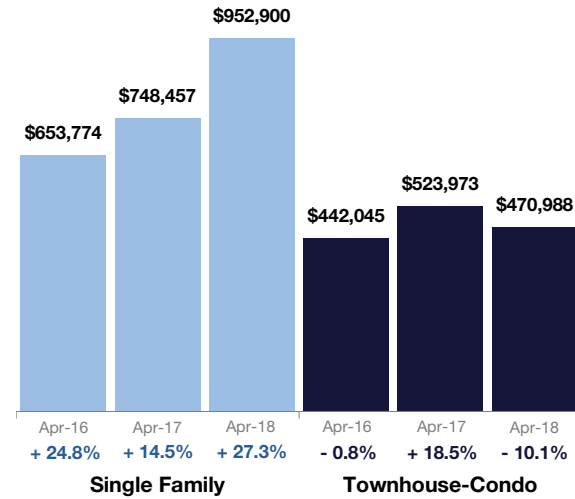
# Average Sales Price



## April

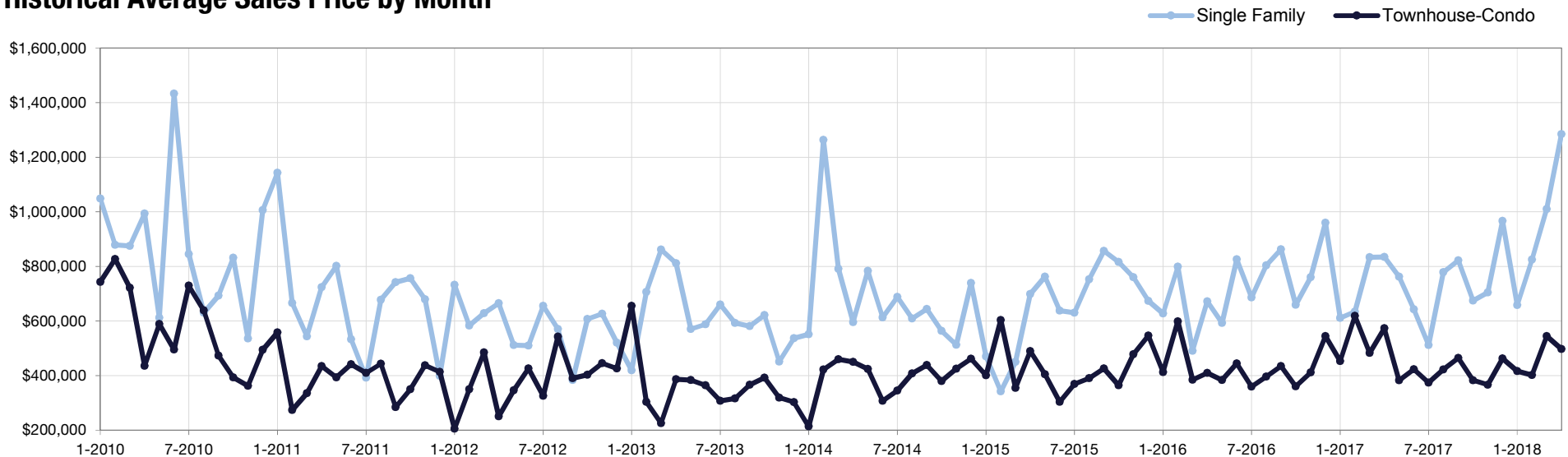


## Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	\$762,544	+28.6%	\$383,000	-0.0%
Jun-2017	\$642,995	-22.1%	\$422,981	-4.8%
Jul-2017	\$511,719	-25.5%	\$374,070	+4.1%
Aug-2017	\$778,203	-3.2%	\$421,823	+6.6%
Sep-2017	\$821,762	-4.7%	\$464,430	+6.9%
Oct-2017	\$674,307	+2.3%	\$382,294	+6.1%
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	\$1,009,368	+21.1%	\$544,228	+12.6%
<b>Apr-2018</b>	<b>\$1,284,401</b>	<b>+54.0%</b>	<b>\$496,850</b>	<b>-13.4%</b>

## Historical Average Sales Price by Month

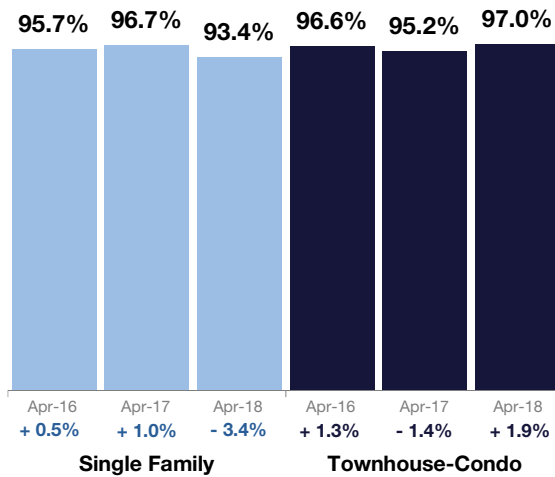




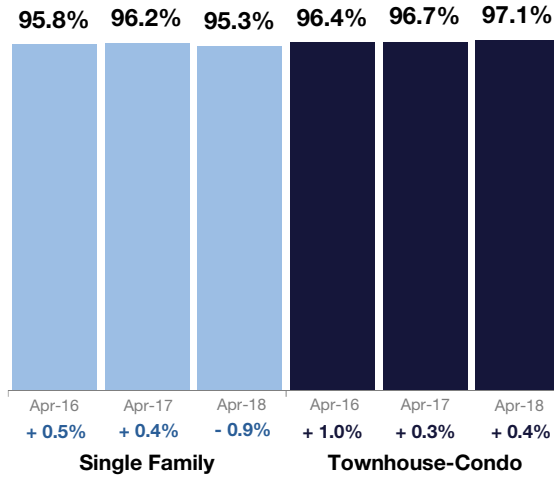
# Percent of List Price Received



## April

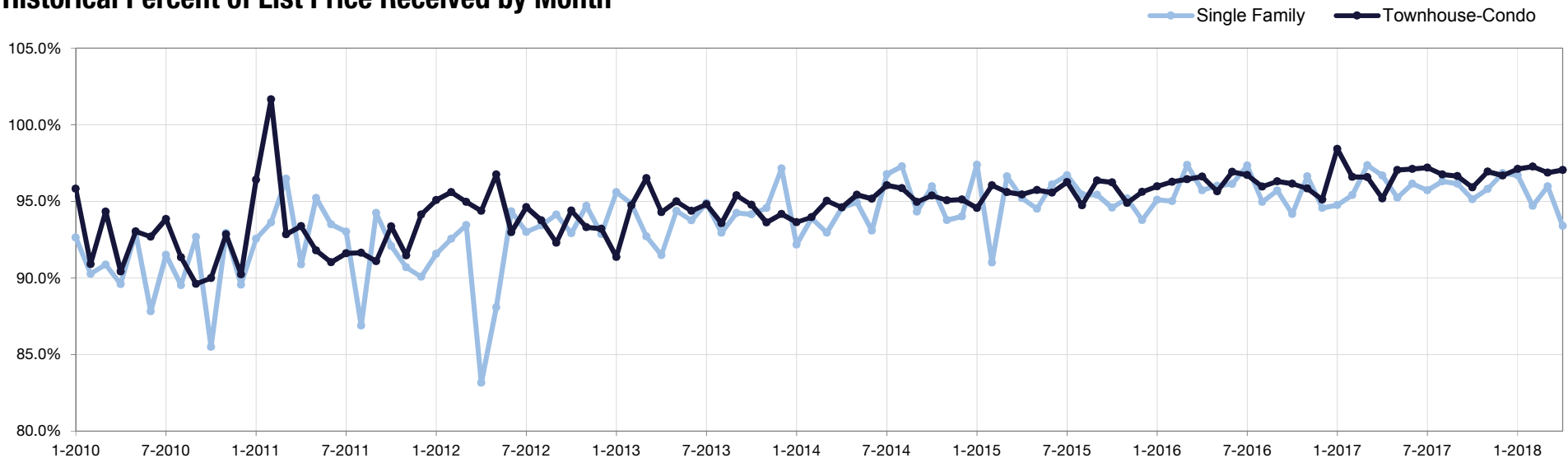


## Year to Date



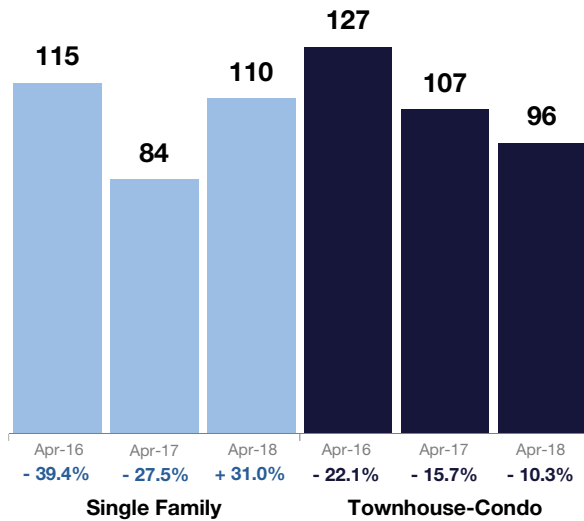
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	95.2%	-0.8%	97.1%	+1.6%
Jun-2017	96.2%	+0.1%	97.1%	+0.2%
Jul-2017	95.7%	-1.6%	97.2%	+0.5%
Aug-2017	96.3%	+1.4%	96.7%	+0.7%
Sep-2017	96.2%	+0.5%	96.7%	+0.4%
Oct-2017	95.1%	+1.0%	95.9%	-0.2%
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	96.0%	-1.4%	96.9%	+0.3%
<b>Apr-2018</b>	<b>93.4%</b>	<b>-3.4%</b>	<b>97.0%</b>	<b>+1.9%</b>

## Historical Percent of List Price Received by Month

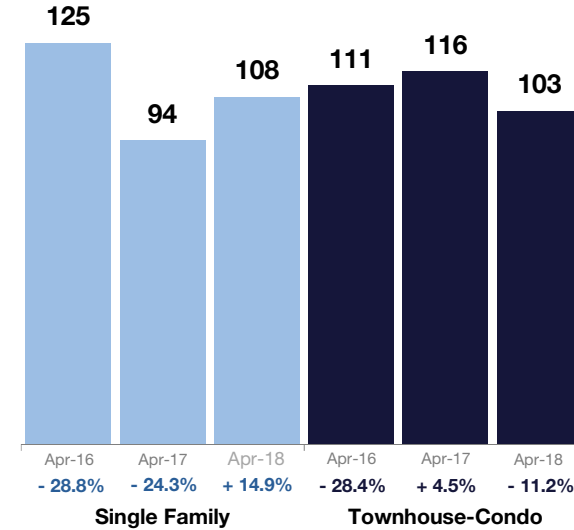


# Days on Market Until Sale

## April

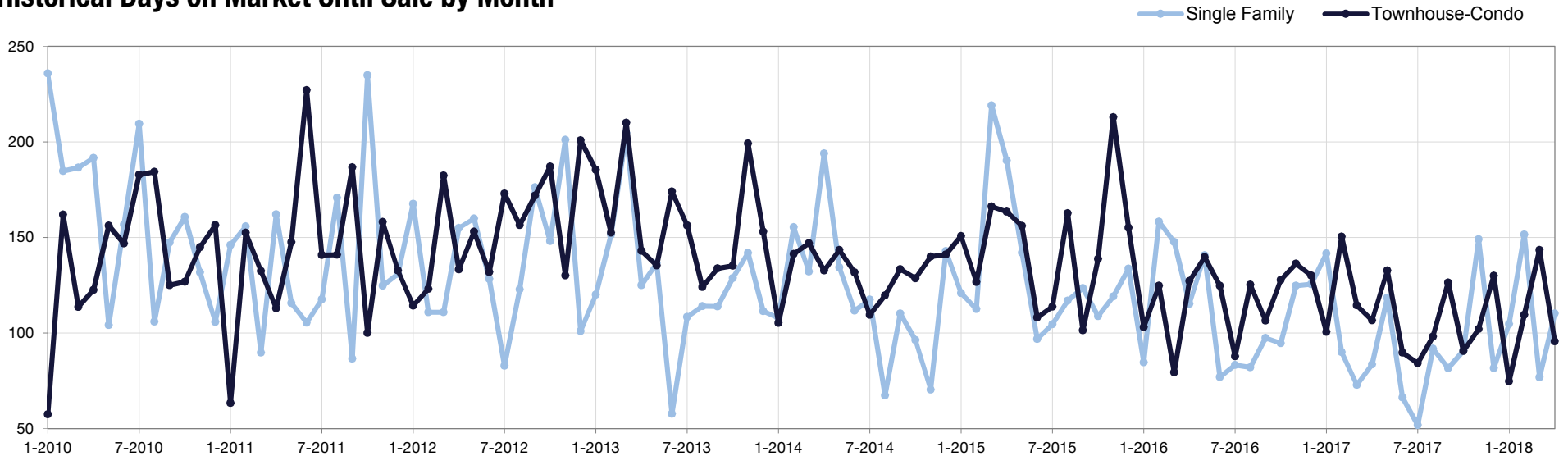


## Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	118	-16.3%	133	-5.0%
Jun-2017	66	-14.3%	90	-28.0%
Jul-2017	52	-37.3%	84	-4.5%
Aug-2017	92	+12.2%	98	-21.6%
Sep-2017	82	-15.5%	126	+17.8%
Oct-2017	91	-4.2%	90	-29.7%
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%	143	+25.4%
<b>Apr-2018</b>	<b>110</b>	<b>+31.0%</b>	<b>96</b>	<b>-10.3%</b>

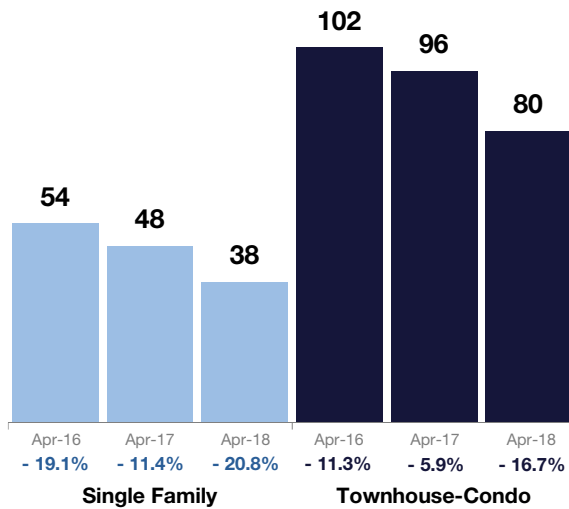
## Historical Days on Market Until Sale by Month



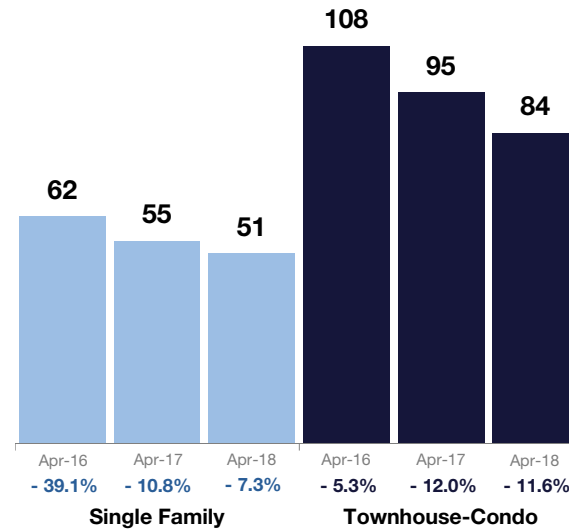
# Housing Affordability Index



## April

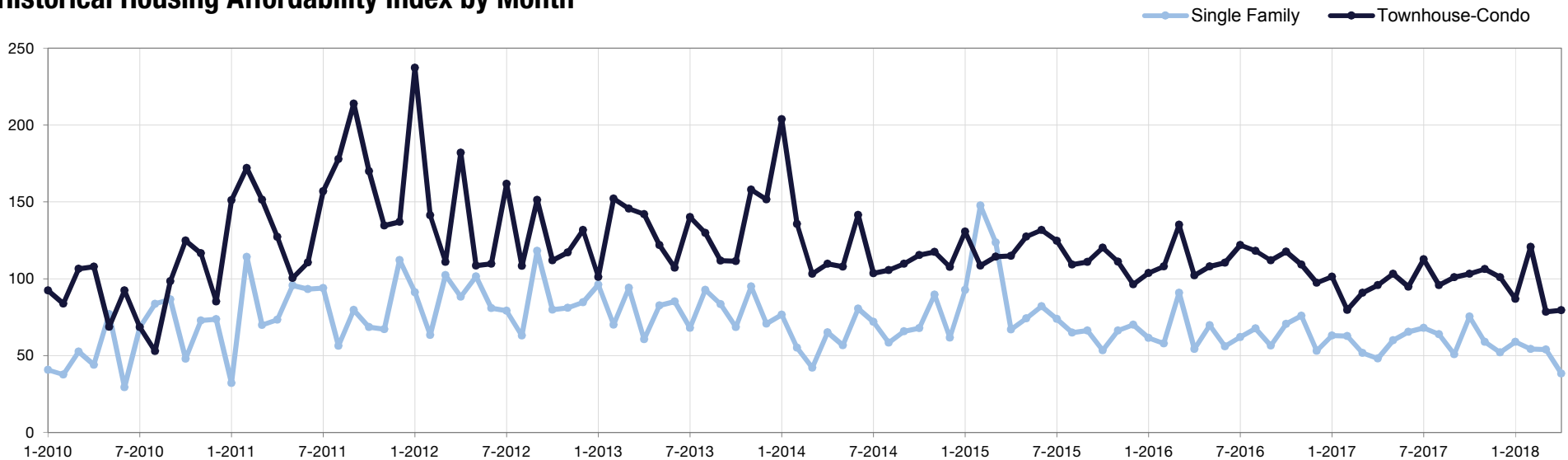


## Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	60	-14.3%	103	-4.6%
Jun-2017	65	+16.1%	95	-13.6%
Jul-2017	68	+9.7%	113	-7.4%
Aug-2017	64	-5.9%	96	-18.6%
Sep-2017	51	-10.5%	101	-9.8%
Oct-2017	75	+5.6%	103	-12.7%
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	54	+3.8%	79	-13.2%
<b>Apr-2018</b>	<b>38</b>	<b>-20.8%</b>	<b>80</b>	<b>-16.7%</b>

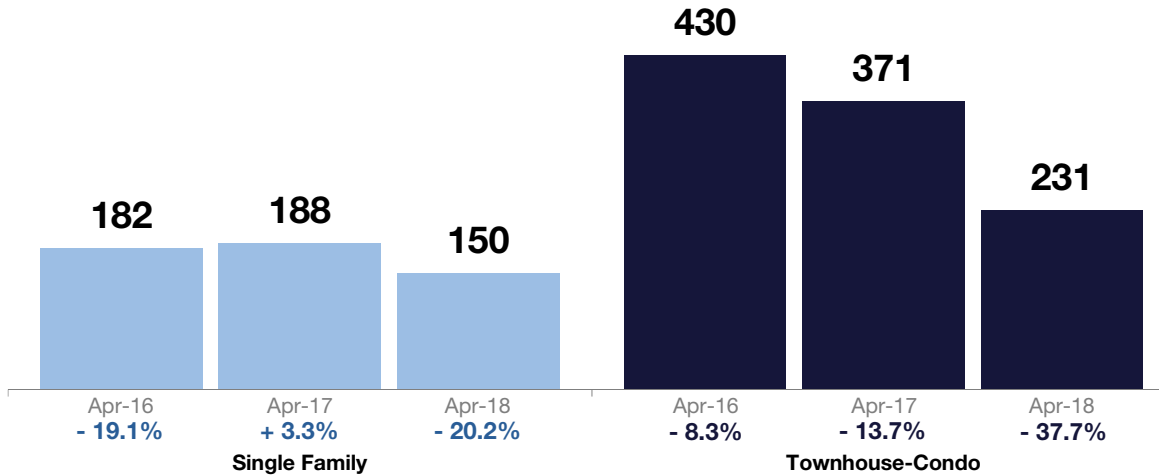
## Historical Housing Affordability Index by Month



# Inventory of Active Listings

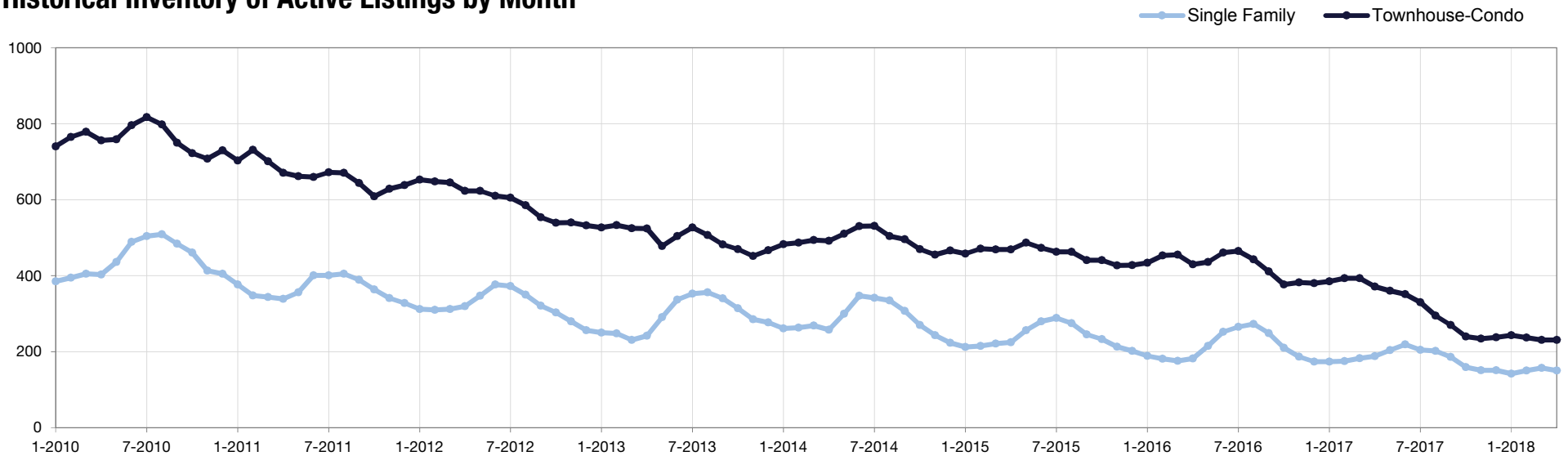


April



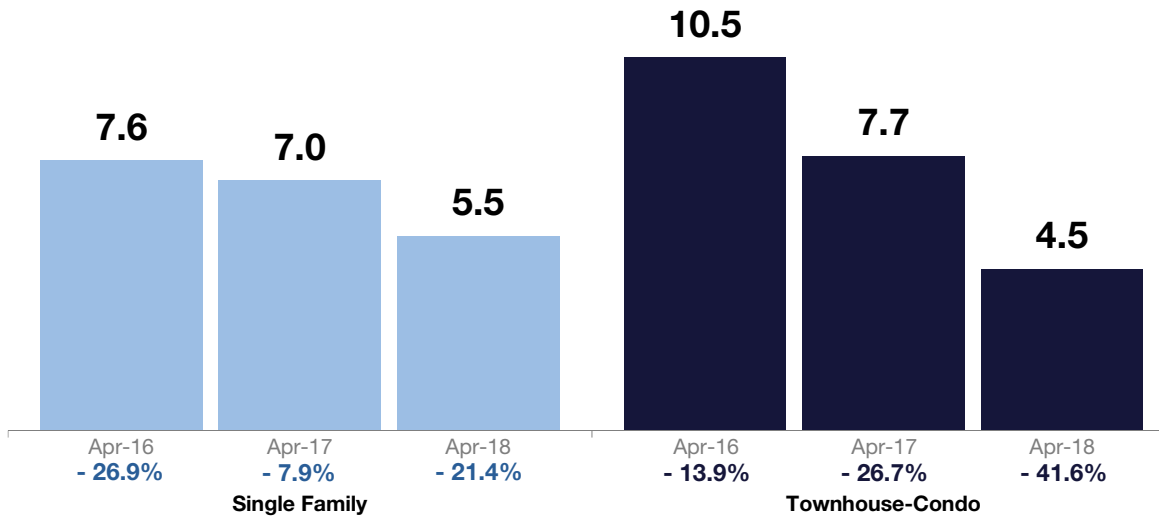
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	204	-5.1%	360	-17.4%
Jun-2017	219	-13.1%	351	-23.9%
Jul-2017	205	-22.6%	330	-29.0%
Aug-2017	202	-26.0%	295	-33.4%
Sep-2017	186	-25.3%	270	-34.3%
Oct-2017	159	-24.3%	240	-36.3%
Nov-2017	151	-19.3%	234	-38.7%
Dec-2017	151	-13.2%	238	-37.4%
Jan-2018	142	-18.4%	243	-36.9%
Feb-2018	150	-14.3%	237	-39.7%
Mar-2018	157	-14.2%	231	-41.2%
<b>Apr-2018</b>	<b>150</b>	<b>-20.2%</b>	<b>231</b>	<b>-37.7%</b>

## Historical Inventory of Active Listings by Month



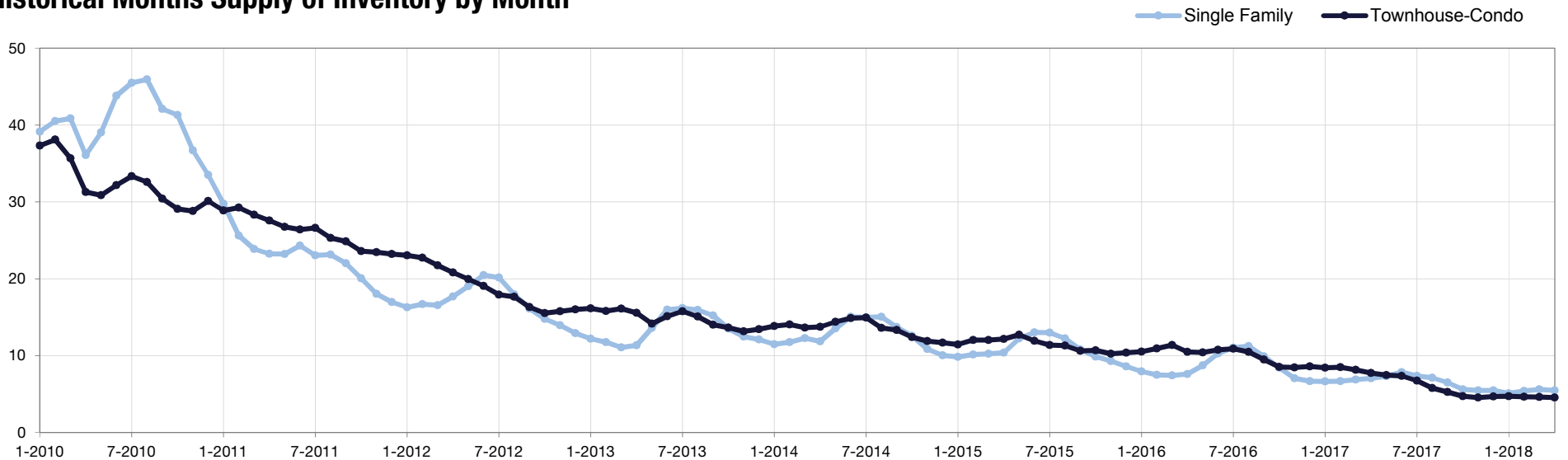
# Months Supply of Inventory

April



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
May-2017	7.3	-16.1%	7.5	-27.9%
Jun-2017	7.8	-24.3%	7.4	-30.8%
Jul-2017	7.4	-32.7%	6.7	-38.5%
Aug-2017	7.1	-36.6%	5.8	-44.8%
Sep-2017	6.5	-34.3%	5.3	-44.2%
Oct-2017	5.6	-33.3%	4.7	-44.7%
Nov-2017	5.5	-22.5%	4.5	-47.1%
Dec-2017	5.5	-17.9%	4.7	-45.3%
Jan-2018	5.1	-22.7%	4.7	-44.0%
Feb-2018	5.4	-19.4%	4.7	-44.7%
Mar-2018	5.6	-18.8%	4.6	-43.2%
<b>Apr-2018</b>	<b>5.5</b>	<b>-21.4%</b>	<b>4.5</b>	<b>-41.6%</b>

## 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	4-2017	4-2018	Percent Change	YTD 2017	YTD 2018	Percent Change
<b>New Listings</b>		104	<b>103</b>	- 1.0%	425	<b>352</b>	- 17.2%
<b>Pending Sales</b>		85	<b>81</b>	- 4.7%	271	<b>269</b>	- 0.7%
<b>Sold Listings</b>		65	<b>68</b>	+ 4.6%	229	<b>223</b>	- 2.6%
<b>Median Sales Price</b>		\$450,000	<b>\$470,000</b>	+ 4.4%	\$435,000	<b>\$440,000</b>	+ 1.1%
<b>Average Sales Price</b>		\$665,695	<b>\$682,156</b>	+ 2.5%	\$589,652	<b>\$609,295</b>	+ 3.3%
<b>Pct. of List Price Received</b>		95.7%	<b>96.2%</b>	+ 0.5%	96.5%	<b>96.5%</b>	0.0%
<b>Days on Market</b>		98	<b>99</b>	+ 1.0%	109	<b>105</b>	- 3.7%
<b>Housing Affordability Index</b>		79	<b>72</b>	- 8.9%	82	<b>77</b>	- 6.1%
<b>Active Listings</b>		559	<b>381</b>	- 31.8%	--	<b>--</b>	--
<b>Months Supply</b>		7.5	<b>4.9</b>	- 34.7%	--	<b>--</b>	--

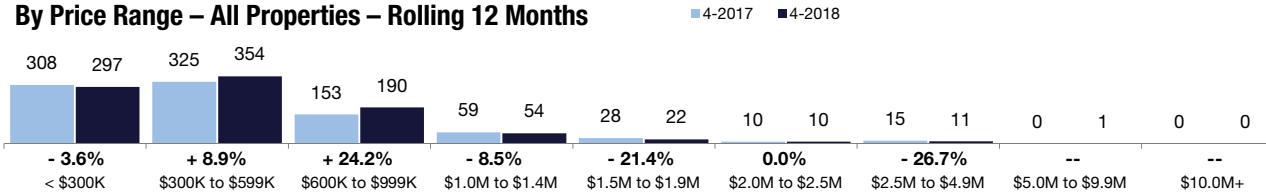
# Closed Sales

Actual sales that have closed in a given month.

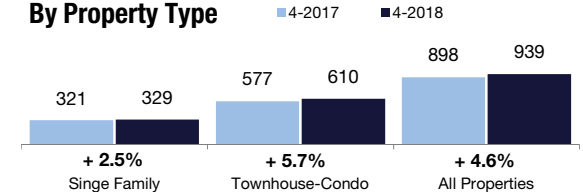


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## By Price Range – All Properties – Rolling 12 Months



## By Property Type



### Rolling 12 Months

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$299,999 and Below	77	66	-14.3%	231	231	0.0%
\$300,000 to \$599,999	90	95	+5.6%	235	259	+10.2%
\$600,000 to \$999,999	83	93	+12.0%	70	97	+38.6%
\$1,000,000 to \$1,499,999	33	42	+27.3%	26	12	-53.8%
\$1,500,00 to \$1,999,999	20	14	-30.0%	8	8	0.0%
\$2,000,000 to \$2,499,999	7	9	+28.6%	3	1	-66.7%
\$2,500,000 to \$4,999,999	11	9	-18.2%	4	2	-50.0%
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>321</b>	<b>329</b>	<b>+2.5%</b>	<b>577</b>	<b>610</b>	<b>+5.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$299,999 and Below	3	2	-33.3%	13	16	+23.1%
\$300,000 to \$599,999	5	3	-40.0%	13	22	+69.2%
\$600,000 to \$999,999	6	4	-33.3%	7	11	+57.1%
\$1,000,000 to \$1,499,999	3	2	-33.3%	2	2	0.0%
\$1,500,00 to \$1,999,999	0	1	--	3	0	-100.0%
\$2,000,000 to \$2,499,999	0	1	--	0	1	--
\$2,500,000 to \$4,999,999	1	3	+200.0%	0	0	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>19</b>	<b>16</b>	<b>-15.8%</b>	<b>38</b>	<b>52</b>	<b>+36.8%</b>

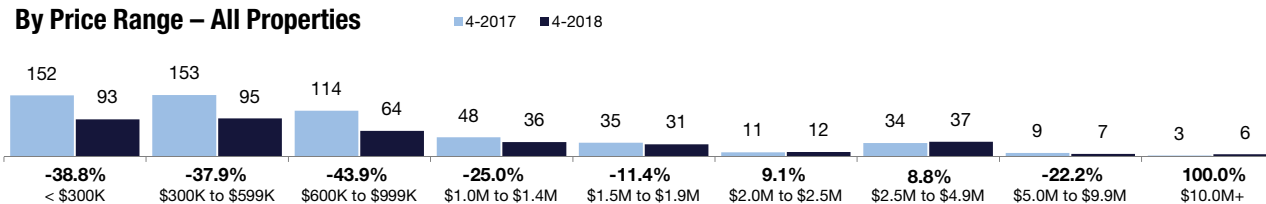
### Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$299,999 and Below	13	10	-23.1%	57	54	-5.3%
\$300,000 to \$599,999	17	18	+5.9%	63	65	+3.2%
\$600,000 to \$999,999	20	17	-15.0%	28	31	+10.7%
\$1,000,000 to \$1,499,999	12	10	-16.7%	7	4	-42.9%
\$1,500,00 to \$1,999,999	2	2	0.0%	2	4	+100.0%
\$2,000,000 to \$2,499,999	3	2	-33.3%	2	1	-50.0%
\$2,500,000 to \$4,999,999	0	4	--	3	0	-100.0%
\$5,000,000 to \$9,999,999	0	1	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
<b>All Price Ranges</b>	<b>67</b>	<b>64</b>	<b>-4.5%</b>	<b>162</b>	<b>159</b>	<b>-1.9%</b>

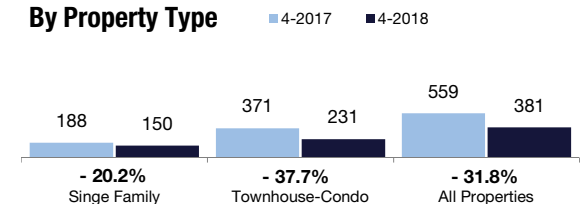
# Inventory of Active Listings

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		
	4-2017	4-2018	Change	4-2017	4-2018	Change
\$299,999 and Below	19	15	-21.1%	133	78	-41.4%
\$300,000 to \$599,999	35	22	-37.1%	118	73	-38.1%
\$600,000 to \$999,999	34	22	-35.3%	80	42	-47.5%
\$1,000,000 to \$1,499,999	31	22	-29.0%	17	14	-17.6%
\$1,500,00 to \$1,999,999	22	23	+4.5%	13	8	-38.5%
\$2,000,000 to \$2,499,999	9	7	-22.2%	2	5	+150.0%
\$2,500,000 to \$4,999,999	27	27	0.0%	7	10	+42.9%
\$5,000,000 to \$9,999,999	9	7	-22.2%	0	0	--
\$10,000,000 and Above	2	5	+150.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>188</b>	<b>150</b>	<b>-20.2%</b>	<b>371</b>	<b>231</b>	<b>-37.7%</b>

### Compared to Prior Month

By Price Range	Single Family			Condo		
	3-2018	4-2018	Change	3-2018	4-2018	Change
\$299,999 and Below	14	15	+7.1%	83	78	-6.0%
\$300,000 to \$599,999	23	22	-4.3%	58	73	+25.9%
\$600,000 to \$999,999	23	22	-4.3%	51	42	-17.6%
\$1,000,000 to \$1,499,999	25	22	-12.0%	15	14	-6.7%
\$1,500,00 to \$1,999,999	21	23	+9.5%	9	8	-11.1%
\$2,000,000 to \$2,499,999	7	7	0.0%	5	5	0.0%
\$2,500,000 to \$4,999,999	31	27	-12.9%	9	10	+11.1%
\$5,000,000 to \$9,999,999	8	7	-12.5%	0	0	--
\$10,000,000 and Above	5	5	0.0%	1	1	0.0%
<b>All Price Ranges</b>	<b>157</b>	<b>150</b>	<b>-4.5%</b>	<b>231</b>	<b>231</b>	<b>0.0%</b>

### Year to Date

By Price Range	Single Family			Condo		
	4-2017	4-2018	Change	4-2017	4-2018	Change
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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<b>New Listings</b>	A measure of how much new supply is coming onto the market from sellers.
<b>Pending Sales</b>	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.
<b>Sold Listings</b>	A measure of home sales that were closed to completion during the report period.
<b>Median Sales Price</b>	A measure of home values in a market area where 50% of activity was higher and 50% was lower than this price point.
<b>Average Sales Price</b>	A sum of all home sales prices divided by total number of sales.
<b>Percent of List Price Received</b>	A mathematical calculation of the percent difference from last list price and sold price for those listings sold in the reported period.
<b>Days on Market Until Sale</b>	A measure of how long it takes homes to sell, on average.
<b>Housing Affordability Index</b>	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.
<b>Inventory of Active Listings</b>	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.
<b>Months Supply of Inventory</b>	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.