

Monthly Indicators



October 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 32.0 percent for single family homes and 50.0 percent for townhouse-condo properties. Pending Sales increased 53.6 percent for single family homes and 27.1 percent for townhouse-condo properties.

The Median Sales Price was up 22.5 percent to \$782,500 for single family homes and 44.6 percent to \$600,000 for townhouse-condo properties. Days on Market increased 2.4 percent for single family homes but decreased 50.6 percent for townhouse-condo properties.

Mortgage rates dropped to new record lows again in October, helping to offset the monthly mortgage payment increases caused by the rise in home prices seen in many segments of the market across the country. While prices often dip a bit in the winter months, continued buyer demand may temper any price retreats this year.

Activity Snapshot

+ 62.1%	+ 47.0%	- 56.7%
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 composed 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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		25	33	+ 32.0%	423	436	+ 3.1%
Pending Sales		28	43	+ 53.6%	298	393	+ 31.9%
Sold Listings		27	67	+ 148.1%	267	337	+ 26.2%
Median Sales Price		\$639,000	\$782,500	+ 22.5%	\$720,000	\$825,000	+ 14.6%
Average Sales Price		\$808,855	\$1,309,806	+ 61.9%	\$971,471	\$1,179,114	+ 21.4%
Pct. of List Price Received		97.1%	97.0%	- 0.1%	96.9%	96.4%	- 0.5%
Days on Market		82	84	+ 2.4%	104	103	- 1.0%
Housing Affordability Index		59	51	- 13.6%	52	49	- 5.8%
Active Listings		238	87	- 63.4%	--	--	--
Months Supply		9.0	2.6	- 71.1%	--	--	--

Townhouse-Condo Market Overview

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



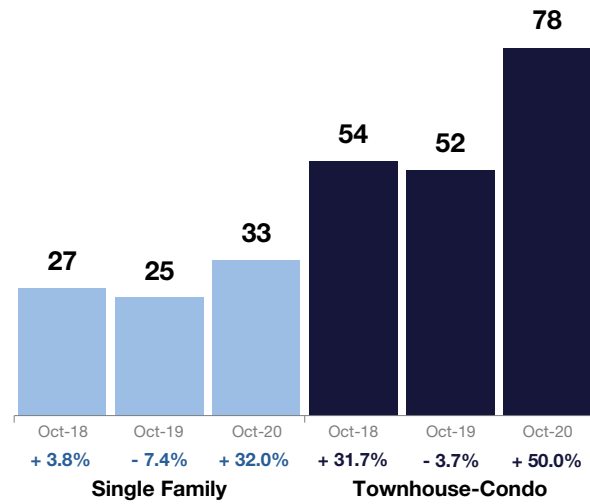
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Key Metrics	Historical Sparkbars	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		52	78	+ 50.0%	570	586	+ 2.8%
Pending Sales		59	75	+ 27.1%	484	562	+ 16.1%
Sold Listings		64	88	+ 37.5%	431	471	+ 9.3%
Median Sales Price		\$415,000	\$600,000	+ 44.6%	\$425,000	\$480,000	+ 12.9%
Average Sales Price		\$552,107	\$718,935	+ 30.2%	\$513,557	\$609,302	+ 18.6%
Pct. of List Price Received		97.3%	98.8%	+ 1.5%	97.5%	98.0%	+ 0.5%
Days on Market		79	39	- 50.6%	75	62	- 17.3%
Housing Affordability Index		90	67	- 25.6%	88	84	- 4.5%
Active Listings		179	72	- 59.8%	--	--	--
Months Supply		4.3	1.5	- 65.1%	--	--	--

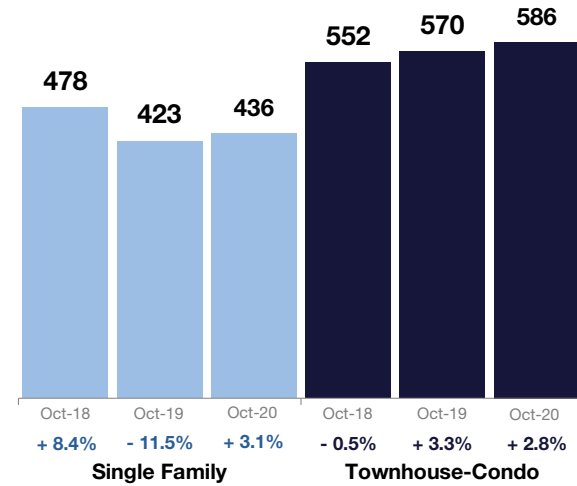
New Listings



October

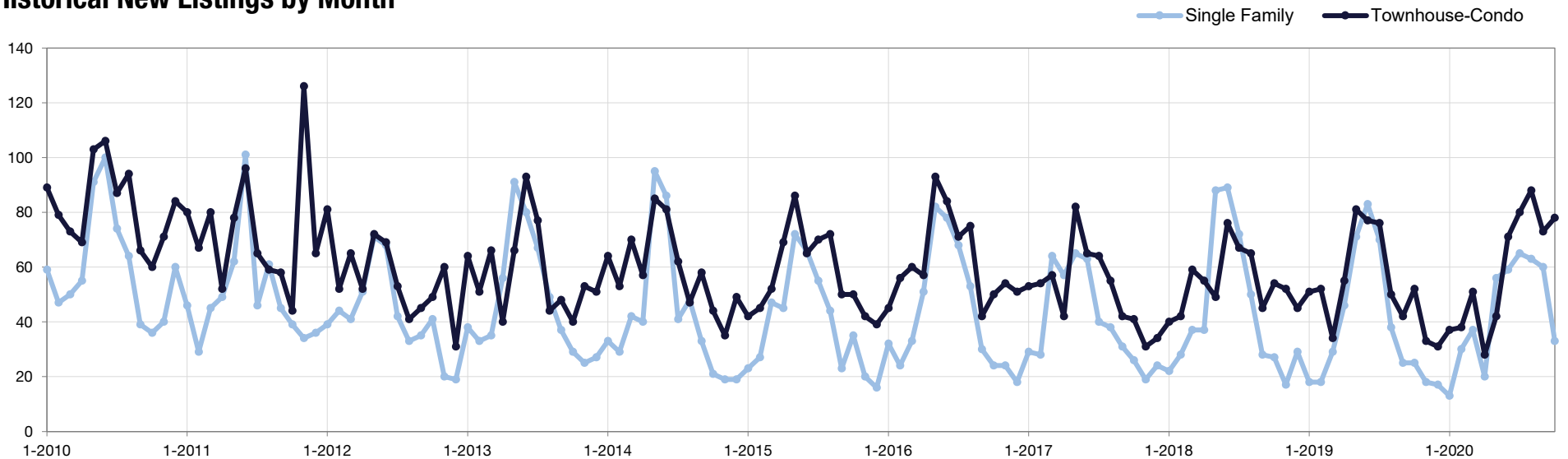


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	18	+5.9%	33	-36.5%
Dec-2019	17	-41.4%	31	-31.1%
Jan-2020	13	-27.8%	37	-27.5%
Feb-2020	30	+66.7%	38	-26.9%
Mar-2020	37	+27.6%	51	+50.0%
Apr-2020	20	-56.5%	28	-49.1%
May-2020	56	-21.1%	42	-48.1%
Jun-2020	59	-28.9%	71	-7.8%
Jul-2020	65	-7.1%	80	+5.3%
Aug-2020	63	+65.8%	88	+76.0%
Sep-2020	60	+140.0%	73	+73.8%
Oct-2020	33	+32.0%	78	+50.0%

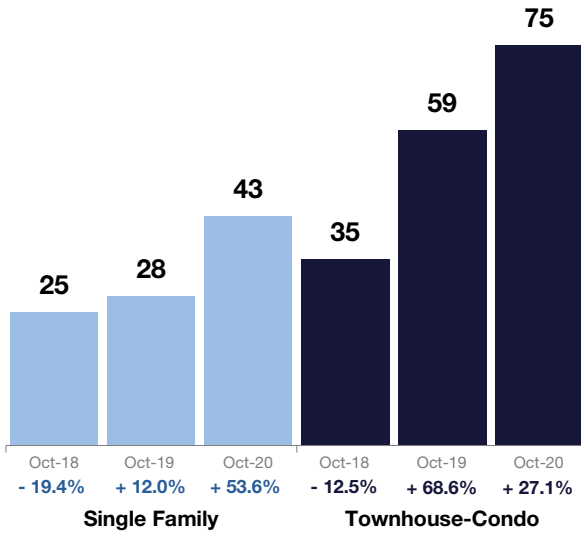
Historical New Listings by Month



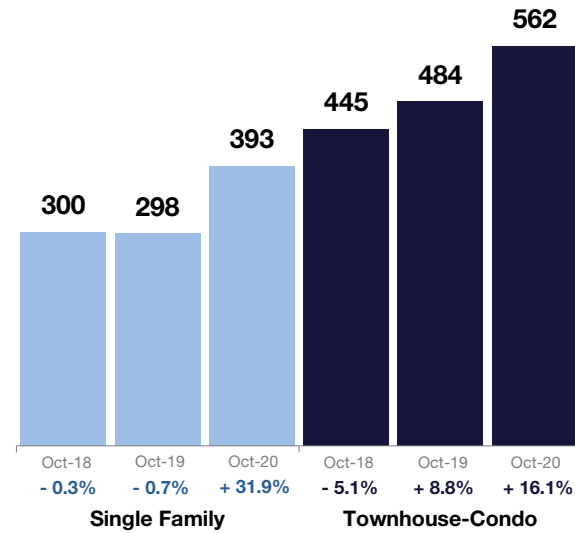
Pending Sales



October

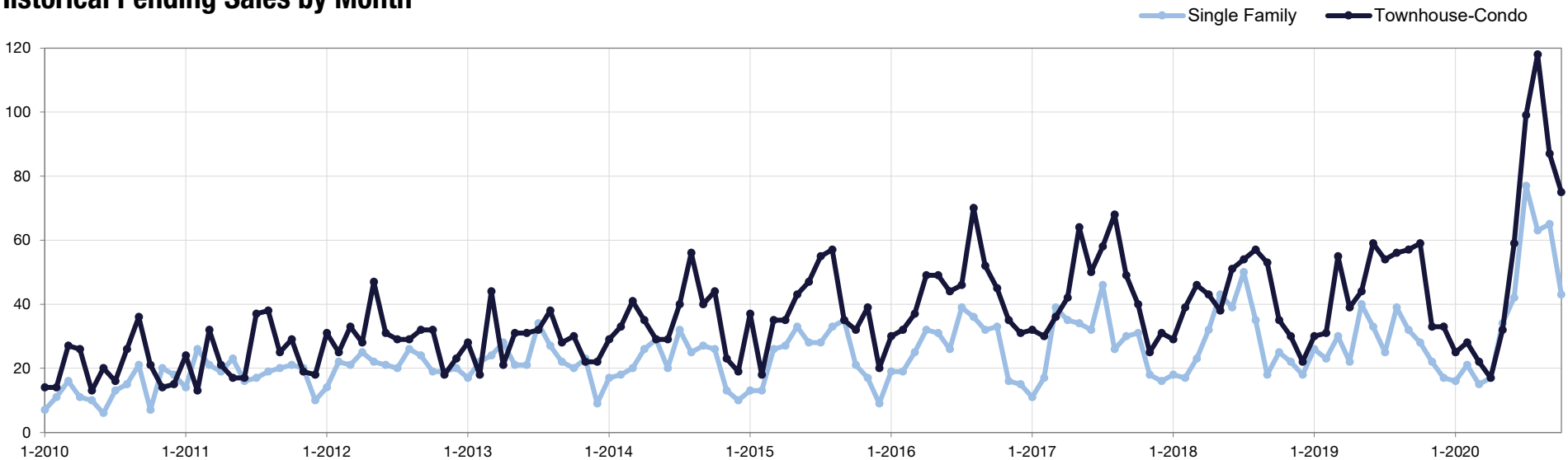


Year to Date



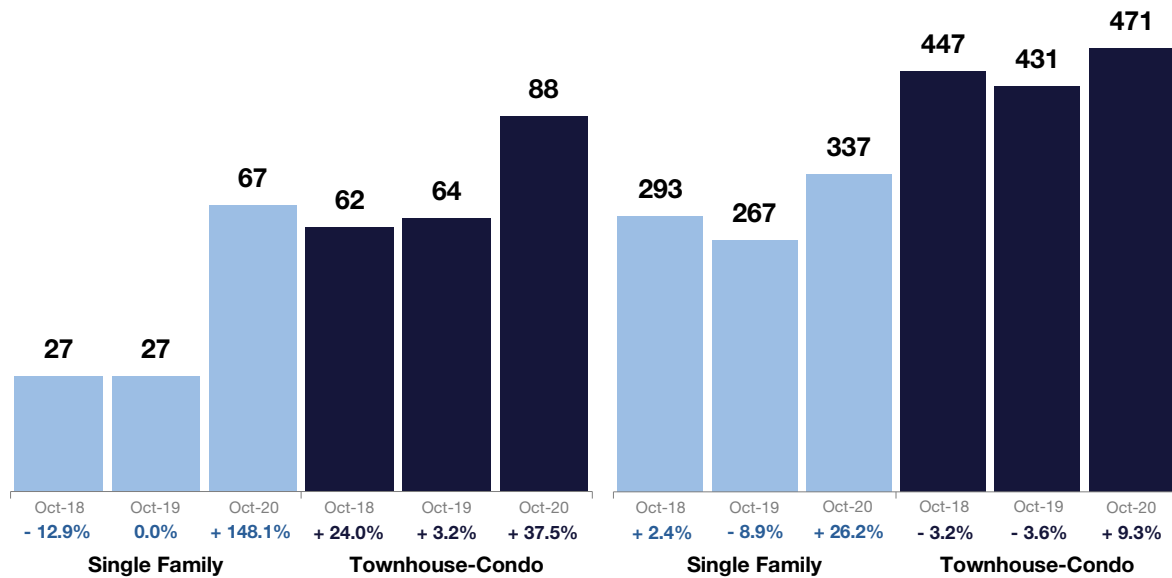
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	22	0.0%	33	+10.0%
Dec-2019	17	-5.6%	33	+50.0%
Jan-2020	16	-38.5%	25	-16.7%
Feb-2020	21	-8.7%	28	-9.7%
Mar-2020	15	-50.0%	22	-60.0%
Apr-2020	17	-22.7%	17	-56.4%
May-2020	34	-15.0%	32	-27.3%
Jun-2020	42	+27.3%	59	0.0%
Jul-2020	77	+208.0%	99	+83.3%
Aug-2020	63	+61.5%	118	+110.7%
Sep-2020	65	+103.1%	87	+52.6%
Oct-2020	43	+53.6%	75	+27.1%

Historical Pending Sales by Month



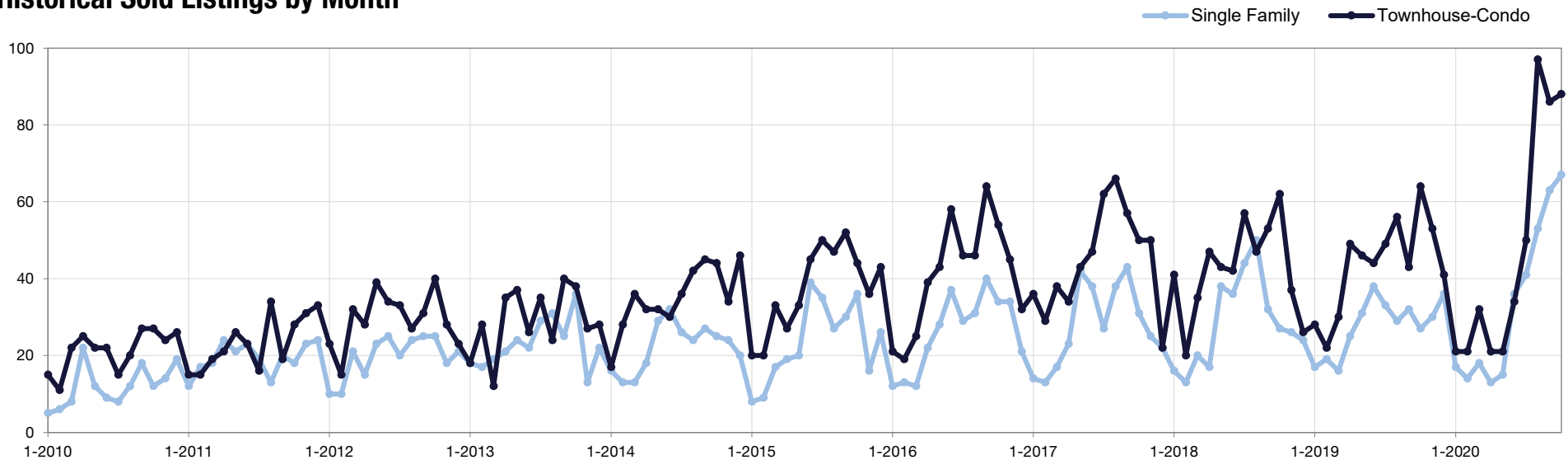
Sold Listings

October



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	30	+15.4%	53	+43.2%
Dec-2019	36	+50.0%	41	+57.7%
Jan-2020	17	0.0%	21	-25.0%
Feb-2020	14	-26.3%	21	-4.5%
Mar-2020	18	+12.5%	32	+6.7%
Apr-2020	13	-48.0%	21	-57.1%
May-2020	15	-51.6%	21	-54.3%
Jun-2020	36	-5.3%	34	-22.7%
Jul-2020	41	+24.2%	50	+2.0%
Aug-2020	53	+82.8%	97	+73.2%
Sep-2020	63	+96.9%	86	+100.0%
Oct-2020	67	+148.1%	88	+37.5%

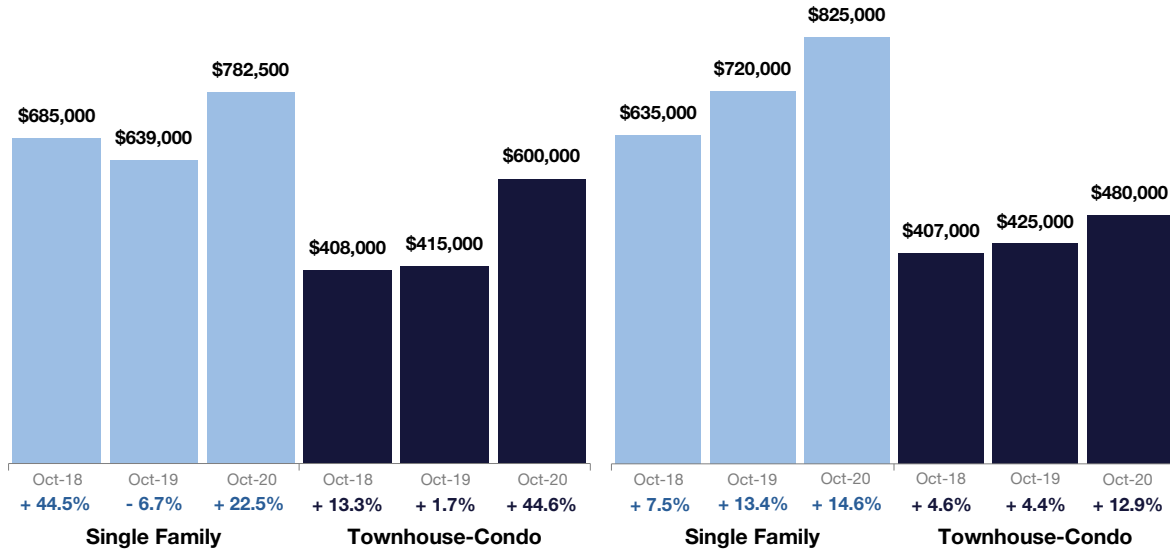
Historical Sold Listings by Month



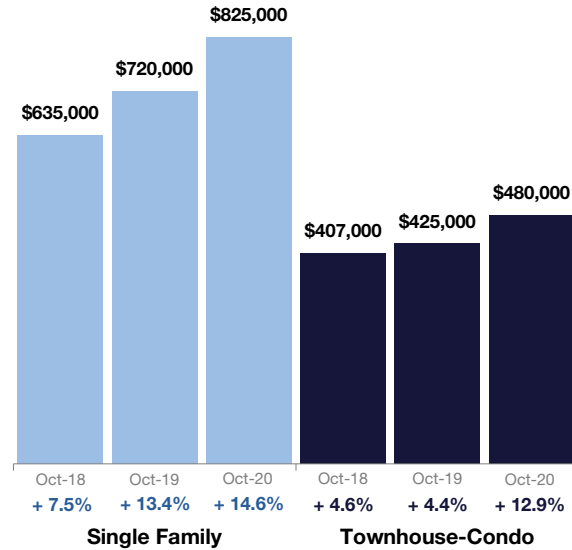
Median Sales Price



October

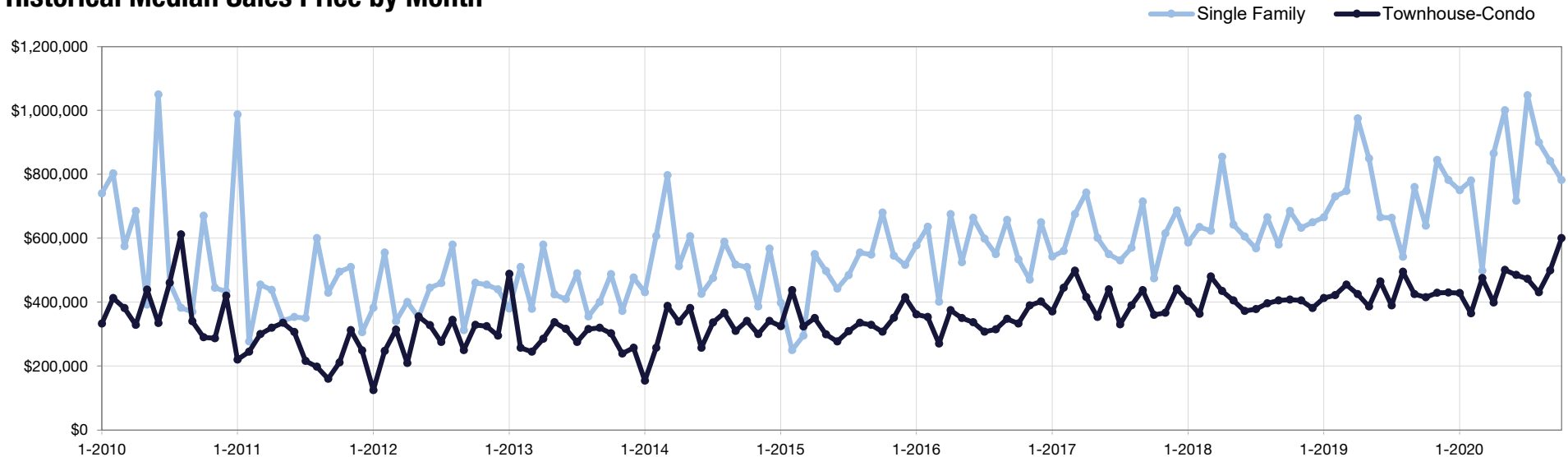


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$844,500	+33.5%	\$429,000	+5.9%
Dec-2019	\$782,500	+20.4%	\$430,000	+12.9%
Jan-2020	\$750,000	+12.8%	\$428,000	+3.8%
Feb-2020	\$780,500	+6.9%	\$365,000	-13.4%
Mar-2020	\$498,500	-33.3%	\$475,000	+4.5%
Apr-2020	\$865,000	-11.3%	\$399,000	-6.1%
May-2020	\$1,000,000	+17.6%	\$500,785	+29.7%
Jun-2020	\$717,250	+7.9%	\$485,000	+4.5%
Jul-2020	\$1,047,000	+57.7%	\$472,500	+21.2%
Aug-2020	\$900,000	+66.1%	\$431,000	-12.9%
Sep-2020	\$841,500	+10.7%	\$499,500	+17.5%
Oct-2020	\$782,500	+22.5%	\$600,000	+44.6%

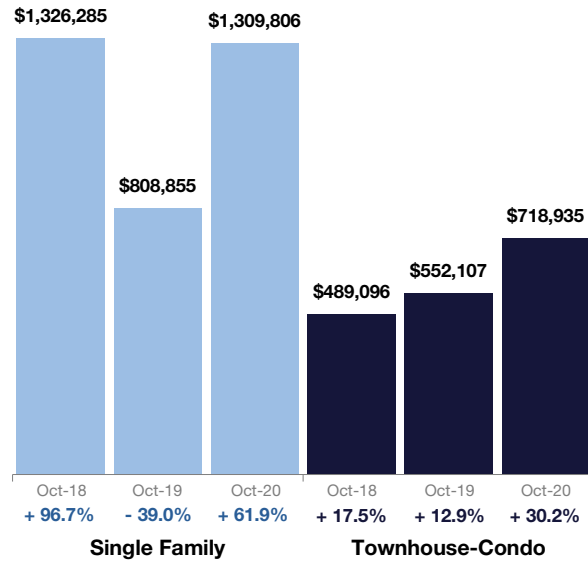
Historical Median Sales Price by Month



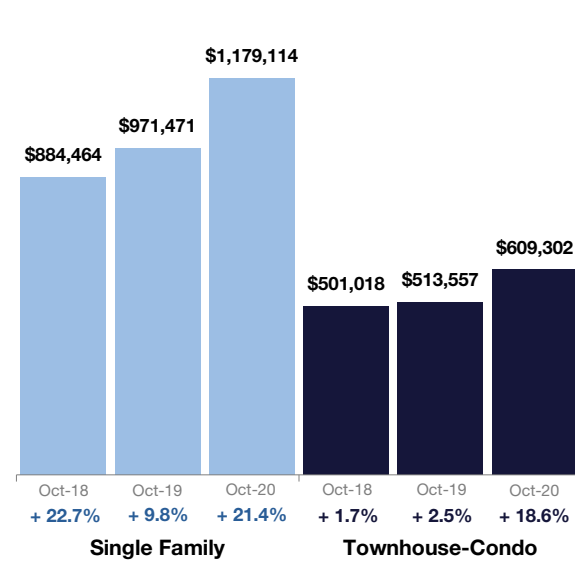
Average Sales Price



October

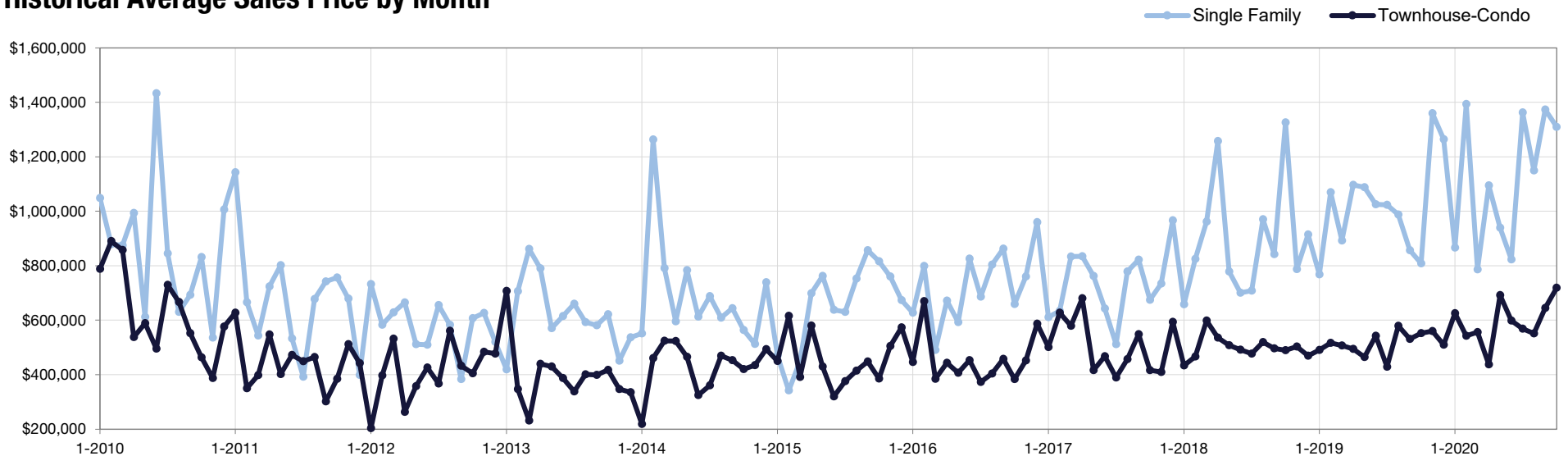


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	\$1,359,348	+72.7%	\$559,493	+11.3%
Dec-2019	\$1,263,880	+38.2%	\$509,402	+8.7%
Jan-2020	\$866,176	+12.9%	\$625,695	+27.5%
Feb-2020	\$1,392,932	+30.3%	\$542,533	+5.1%
Mar-2020	\$786,719	-11.8%	\$556,161	+9.8%
Apr-2020	\$1,094,433	-0.2%	\$437,262	-11.6%
May-2020	\$939,320	-13.7%	\$692,216	+49.1%
Jun-2020	\$823,133	-19.7%	\$598,321	+10.3%
Jul-2020	\$1,362,976	+33.2%	\$568,342	+32.7%
Aug-2020	\$1,149,076	+16.3%	\$550,935	-4.9%
Sep-2020	\$1,372,765	+60.2%	\$644,946	+21.5%
Oct-2020	\$1,309,806	+61.9%	\$718,935	+30.2%

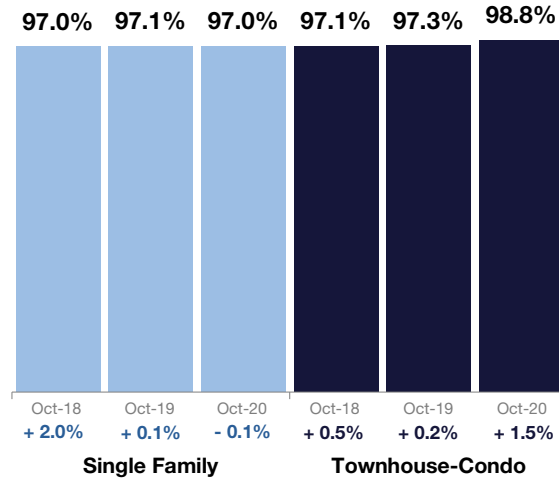
Historical Average Sales Price by Month



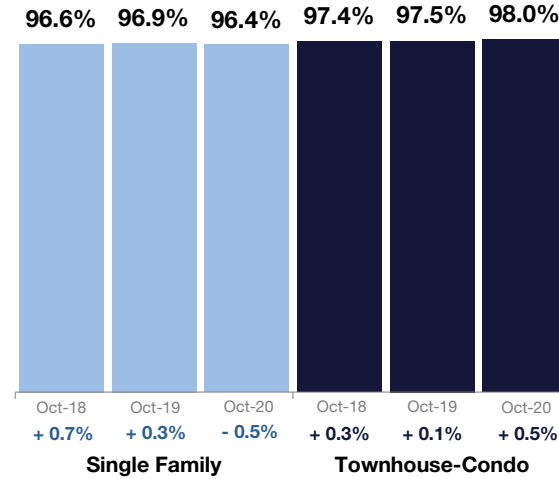
Percent of List Price Received



October

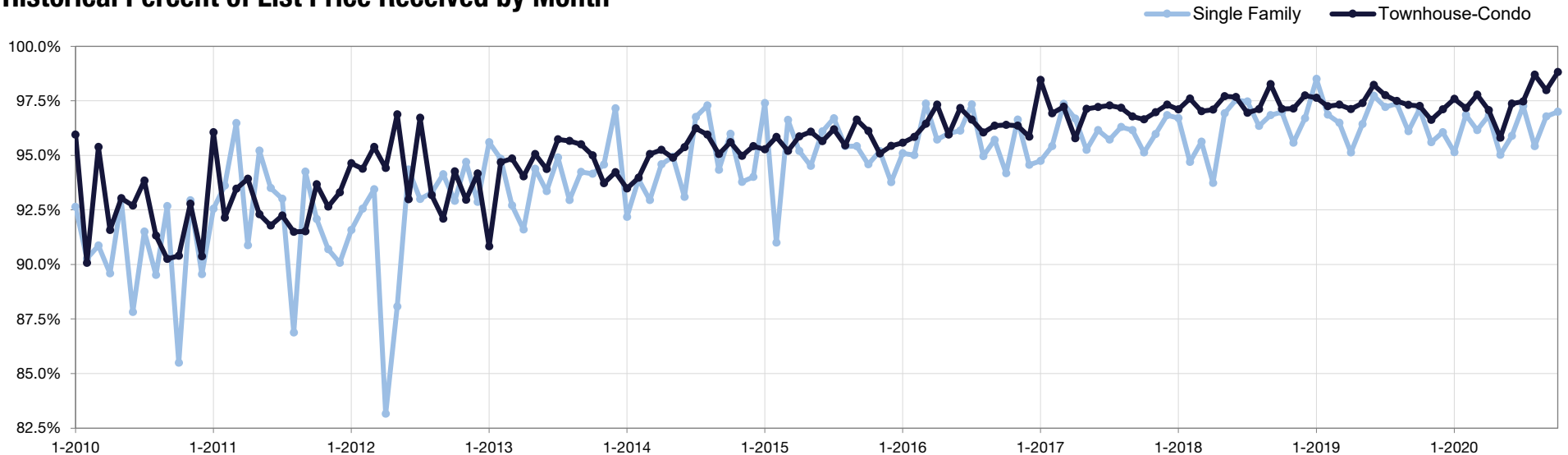


Year to Date



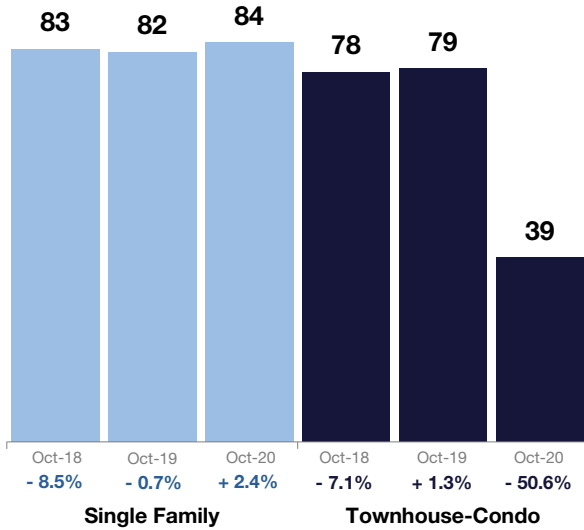
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	95.6%	0.0%	96.6%	-0.5%
Dec-2019	96.1%	-0.6%	97.1%	-0.6%
Jan-2020	95.1%	-3.5%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
Mar-2020	96.2%	-0.3%	97.8%	+0.5%
Apr-2020	96.8%	+1.8%	97.1%	0.0%
May-2020	95.0%	-1.5%	95.8%	-1.6%
Jun-2020	95.9%	-1.8%	97.4%	-0.8%
Jul-2020	97.3%	+0.1%	97.5%	-0.3%
Aug-2020	95.4%	-2.1%	98.7%	+1.2%
Sep-2020	96.8%	+0.7%	98.0%	+0.7%
Oct-2020	97.0%	-0.1%	98.8%	+1.5%

Historical Percent of List Price Received by Month

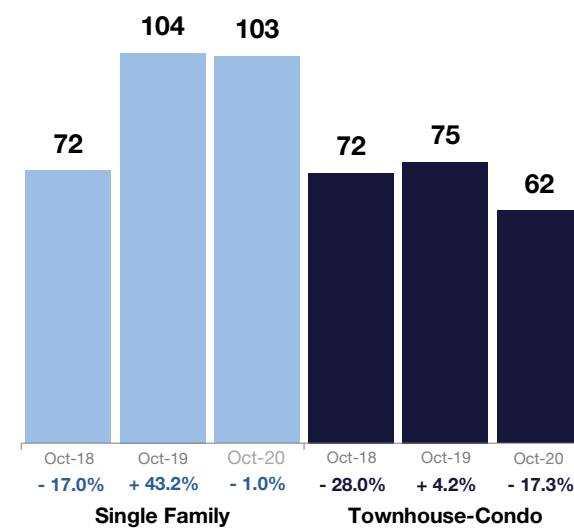


Days on Market Until Sale

October

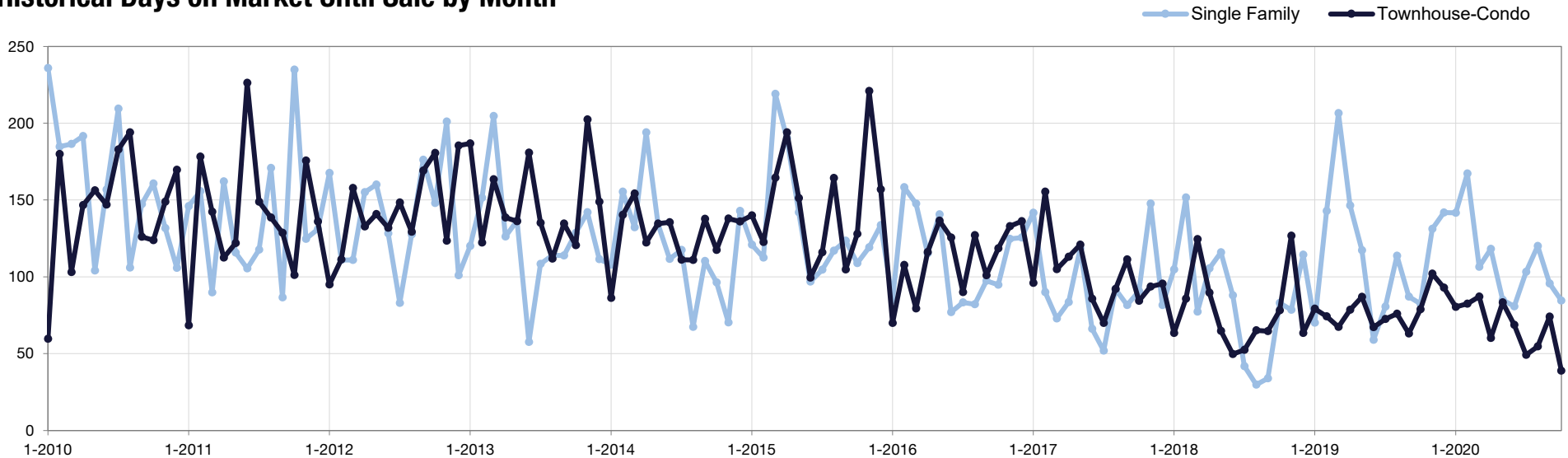


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	131	+67.9%	102	-19.7%
Dec-2019	142	+24.6%	93	+47.6%
Jan-2020	142	+102.9%	80	+1.3%
Feb-2020	167	+16.8%	82	+10.8%
Mar-2020	106	-48.5%	87	+29.9%
Apr-2020	118	-19.2%	60	-23.1%
May-2020	85	-27.4%	83	-4.6%
Jun-2020	81	+37.3%	69	+3.0%
Jul-2020	103	+27.2%	49	-32.9%
Aug-2020	120	+5.3%	55	-27.6%
Sep-2020	96	+10.3%	74	+17.5%
Oct-2020	84	+2.4%	39	-50.6%

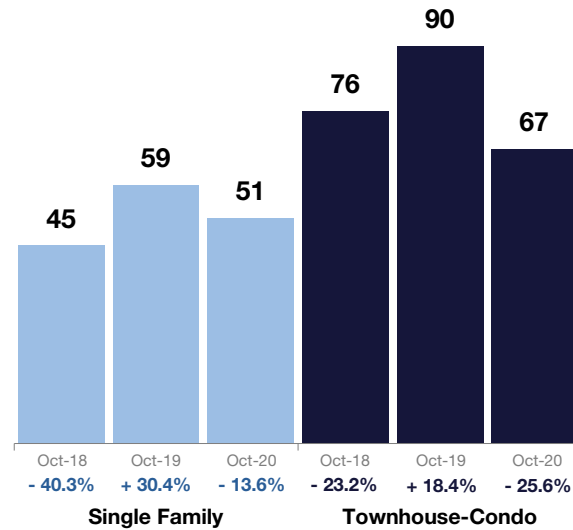
Historical Days on Market Until Sale by Month



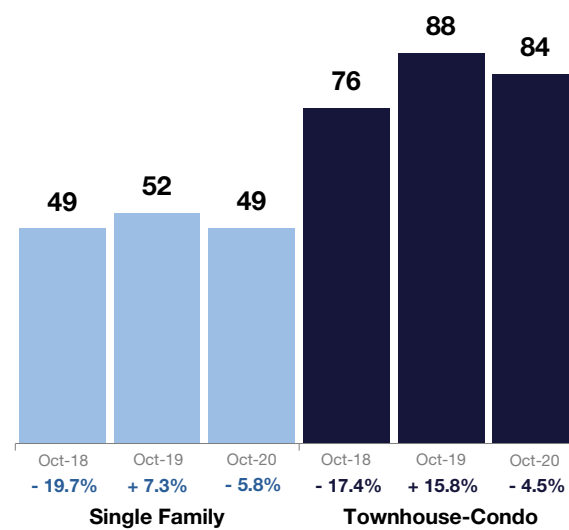
Housing Affordability Index



October

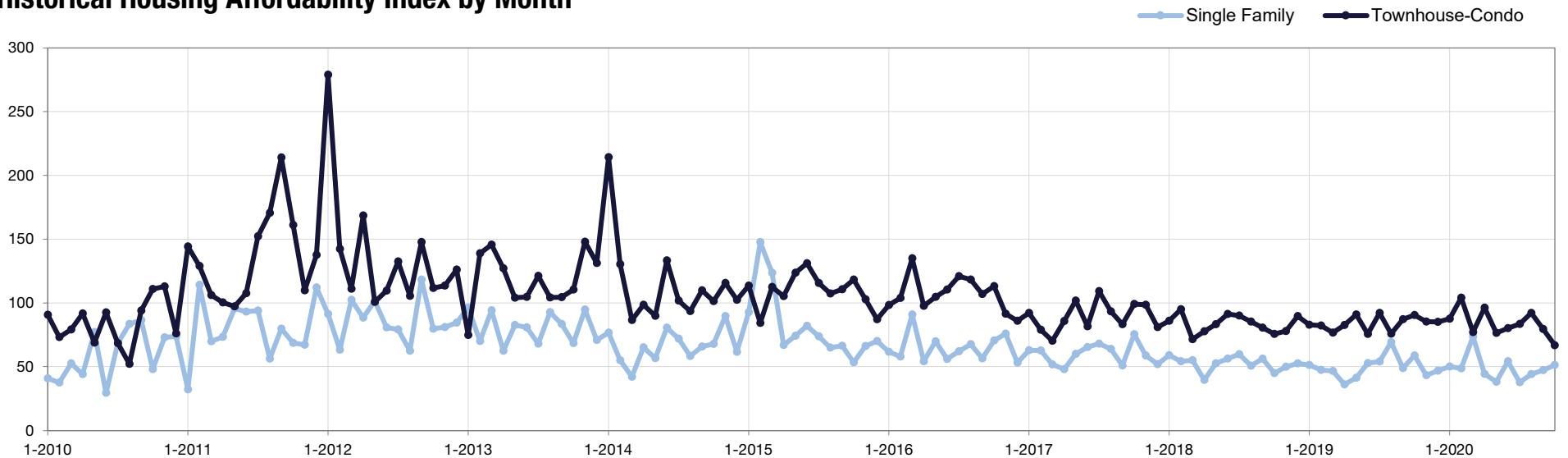


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	43	-14.0%	85	+9.0%
Dec-2019	47	-9.6%	85	-5.6%
Jan-2020	50	-2.0%	88	+6.0%
Feb-2020	49	+4.3%	104	+26.8%
Mar-2020	73	+55.3%	77	0.0%
Apr-2020	44	+22.2%	96	+15.7%
May-2020	38	-7.3%	76	-16.5%
Jun-2020	54	+1.9%	80	+5.3%
Jul-2020	38	-29.6%	83	-9.8%
Aug-2020	44	-36.2%	92	+21.1%
Sep-2020	47	-4.1%	80	-8.0%
Oct-2020	51	-13.6%	67	-25.6%

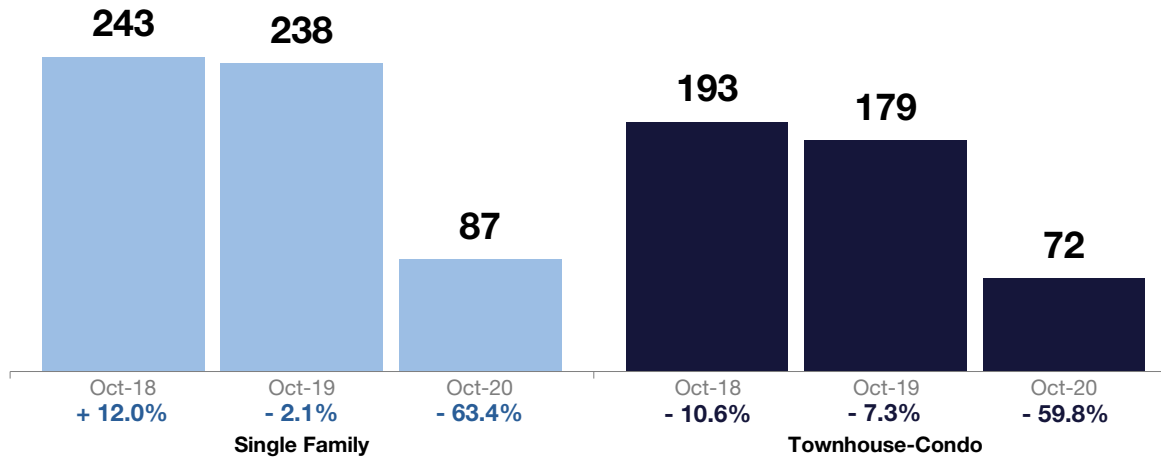
Historical Housing Affordability Index by Month



Inventory of Active Listings

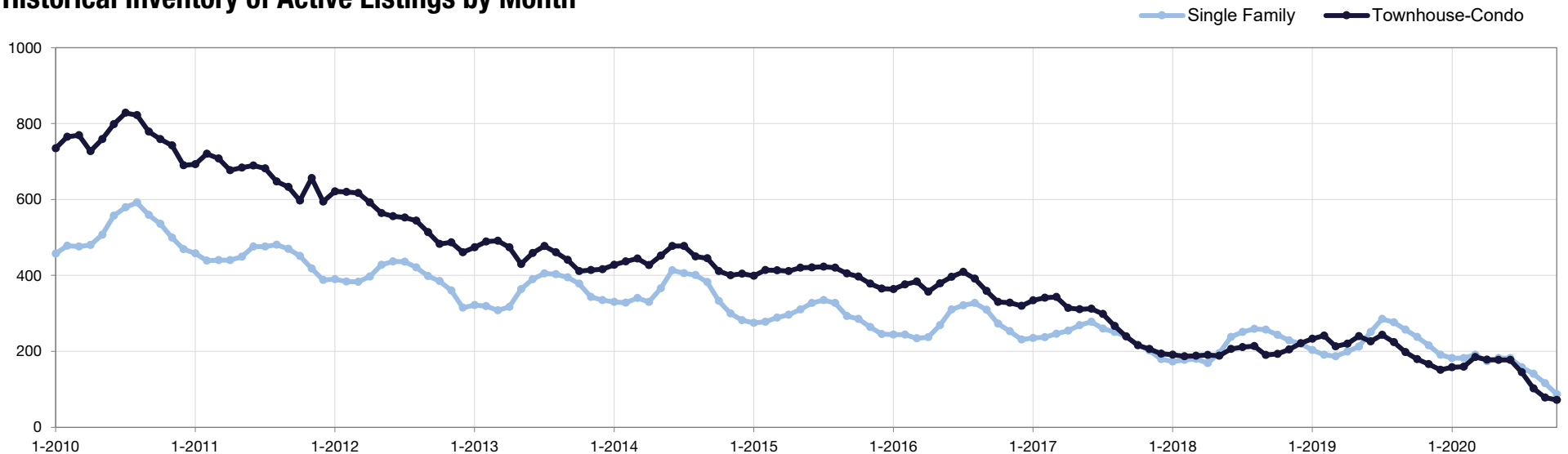


October



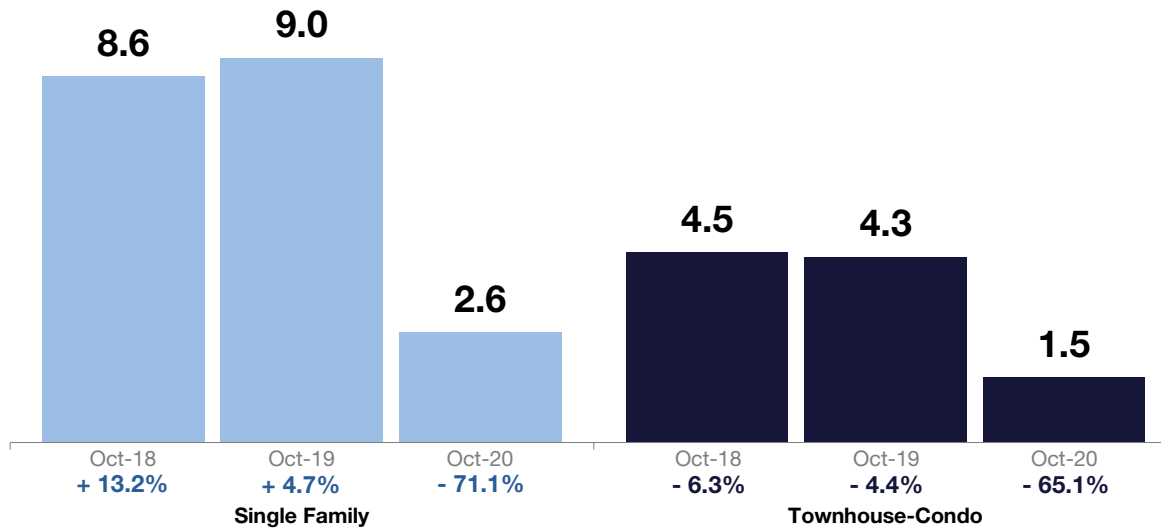
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	216	-5.7%	166	-19.0%
Dec-2019	191	-13.2%	151	-31.7%
Jan-2020	182	-10.3%	158	-32.2%
Feb-2020	182	-4.7%	159	-34.0%
Mar-2020	191	+2.1%	185	-13.1%
Apr-2020	174	-12.6%	178	-19.1%
May-2020	182	-14.2%	177	-26.3%
Jun-2020	182	-27.5%	177	-21.7%
Jul-2020	158	-44.6%	145	-40.3%
Aug-2020	141	-48.9%	102	-54.5%
Sep-2020	116	-54.9%	78	-60.6%
Oct-2020	87	-63.4%	72	-59.8%

Historical Inventory of Active Listings by Month



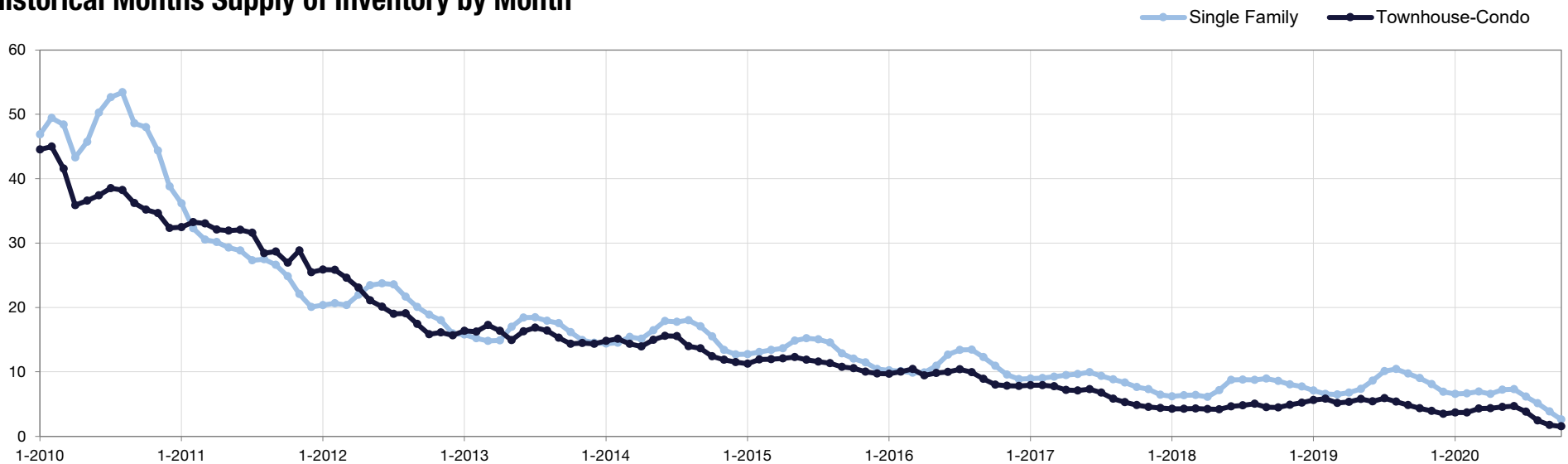
Months Supply of Inventory

October



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Nov-2019	8.1	0.0%	3.9	-20.4%
Dec-2019	6.9	-10.4%	3.5	-32.7%
Jan-2020	6.6	-7.0%	3.7	-33.9%
Feb-2020	6.7	+3.1%	3.7	-36.2%
Mar-2020	6.9	+6.2%	4.3	-17.3%
Apr-2020	6.6	-1.5%	4.4	-17.0%
May-2020	7.2	-1.4%	4.6	-20.7%
Jun-2020	7.3	-15.1%	4.7	-13.0%
Jul-2020	6.2	-38.6%	3.8	-35.6%
Aug-2020	5.1	-51.0%	2.5	-53.7%
Sep-2020	3.8	-60.8%	1.7	-64.6%
Oct-2020	2.6	-71.1%	1.5	-65.1%

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	10-2019	10-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		82	125	+ 52.4%	1,073	1,110	+ 3.4%
Pending Sales		92	138	+ 50.0%	834	1,008	+ 20.9%
Sold Listings		103	167	+ 62.1%	750	848	+ 13.1%
Median Sales Price		\$415,000	\$610,000	+ 47.0%	\$455,000	\$575,000	+ 26.4%
Average Sales Price		\$576,343	\$910,580	+ 58.0%	\$649,840	\$812,044	+ 25.0%
Pct. of List Price Received		97.2%	97.8%	+ 0.6%	97.0%	97.2%	+ 0.2%
Days on Market		92	59	- 35.9%	92	81	- 12.0%
Housing Affordability Index		90	66	- 26.7%	82	70	- 14.6%
Active Listings		485	210	- 56.7%	--	--	--
Months Supply		6.7	2.5	- 62.7%	--	--	--

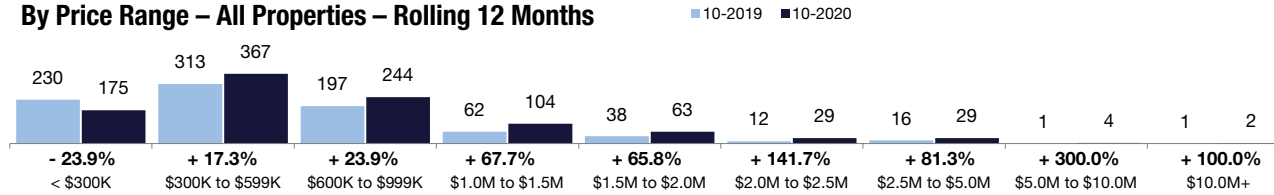
Closed Sales

Actual sales that have closed in a given month.

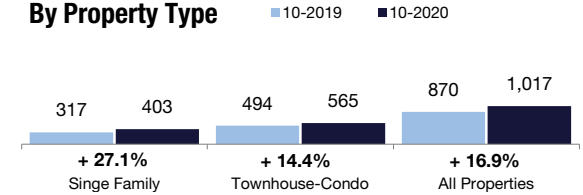


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	43	30	-30.2%	137	101	-26.3%
\$300,000 to \$599,999	88	102	+15.9%	216	260	+20.4%
\$600,000 to \$999,999	87	109	+25.3%	110	135	+22.7%
\$1,000,000 to \$1,499,999	42	62	+47.6%	20	42	+110.0%
\$1,500,000 to \$1,999,999	31	42	+35.5%	7	21	+200.0%
\$2,000,000 to \$2,499,999	10	24	+140.0%	2	5	+150.0%
\$2,500,000 to \$4,999,999	14	28	+100.0%	2	1	-50.0%
\$5,000,000 to \$9,999,999	1	4	+300.0%	0	0	--
\$10,000,000 and Above	1	2	+100.0%	0	0	--
All Price Ranges	317	403	+27.1%	494	565	+14.4%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$299,999 and Below	6	7	+16.7%	14	9	-35.7%
\$300,000 to \$599,999	12	18	+50.0%	39	34	-12.8%
\$600,000 to \$999,999	17	15	-11.8%	21	29	+38.1%
\$1,000,000 to \$1,499,999	8	11	+37.5%	6	10	+66.7%
\$1,500,000 to \$1,999,999	7	8	+14.3%	3	4	+33.3%
\$2,000,000 to \$2,499,999	4	1	-75.0%	2	2	0.0%
\$2,500,000 to \$4,999,999	8	5	-37.5%	1	0	-100.0%
\$5,000,000 to \$9,999,999	1	1	0.0%	0	0	--
\$10,000,000 and Above	0	1	--	0	0	--
All Price Ranges	63	67	+6.3%	86	88	+2.3%

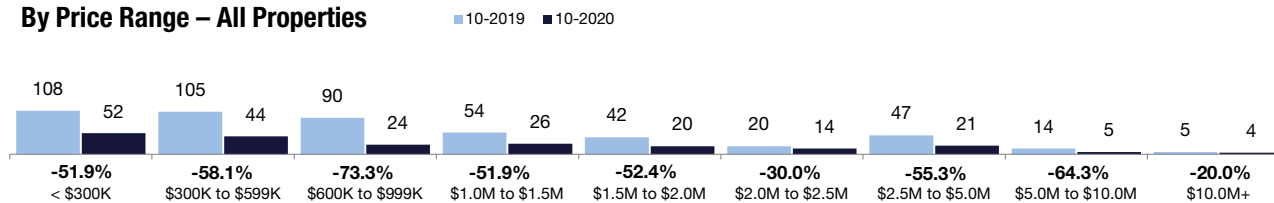
Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	36	21	-41.7%	117	78	-33.3%
\$300,000 to \$599,999	74	90	+21.6%	190	216	+13.7%
\$600,000 to \$999,999	70	89	+27.1%	96	117	+21.9%
\$1,000,000 to \$1,499,999	39	56	+43.6%	18	36	+100.0%
\$1,500,000 to \$1,999,999	27	36	+33.3%	7	18	+157.1%
\$2,000,000 to \$2,499,999	7	20	+185.7%	1	5	+400.0%
\$2,500,000 to \$4,999,999	12	20	+66.7%	2	1	-50.0%
\$5,000,000 to \$9,999,999	1	4	+300.0%	0	0	--
\$10,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	267	337	+26.2%	431	471	+9.3%

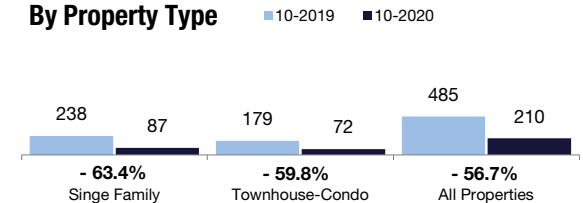
Inventory of Active Listings

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		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	23	6	-73.9%	25	4	-84.0%
\$300,000 to \$599,999	40	18	-55.0%	60	18	-70.0%
\$600,000 to \$999,999	44	6	-86.4%	44	17	-61.4%
\$1,000,000 to \$1,499,999	37	12	-67.6%	17	14	-17.6%
\$1,500,000 to \$1,999,999	27	14	-48.1%	15	6	-60.0%
\$2,000,000 to \$2,499,999	18	8	-55.6%	2	6	+200.0%
\$2,500,000 to \$4,999,999	31	14	-54.8%	15	7	-53.3%
\$5,000,000 to \$9,999,999	13	5	-61.5%	1	0	-100.0%
\$10,000,000 and Above	5	4	-20.0%	0	0	--
All Price Ranges	238	87	-63.4%	179	72	-59.8%

Compared to Prior Month

By Price Range	Single Family			Condo		
	9-2020	10-2020	Change	9-2020	10-2020	Change
\$299,999 and Below	9	6	-33.3%	8	4	-50.0%
\$300,000 to \$599,999	20	18	-10.0%	21	18	-14.3%
\$600,000 to \$999,999	9	6	-33.3%	13	17	+30.8%
\$1,000,000 to \$1,499,999	15	12	-20.0%	16	14	-12.5%
\$1,500,000 to \$1,999,999	19	14	-26.3%	3	6	+100.0%
\$2,000,000 to \$2,499,999	12	8	-33.3%	7	6	-14.3%
\$2,500,000 to \$4,999,999	23	14	-39.1%	10	7	-30.0%
\$5,000,000 to \$9,999,999	5	5	0.0%	0	0	--
\$10,000,000 and Above	4	4	0.0%	0	0	--
All Price Ranges	116	87	-25.0%	78	72	-7.7%

Year to Date

By Price Range	Single Family			Condo		
	10-2019	10-2020	Change	10-2019	10-2020	Change
\$299,999 and Below	36	21	-41.7%	117	78	-33.3%
\$300,000 to \$599,999	74	90	+21.6%	190	216	+13.7%
\$600,000 to \$999,999	70	89	+27.1%	96	117	+21.9%
\$1,000,000 to \$1,499,999	39	56	+43.6%	18	36	+100.0%
\$1,500,000 to \$1,999,999	27	36	+33.3%	7	18	+157.1%
\$2,000,000 to \$2,499,999	7	20	+185.7%	1	5	+400.0%
\$2,500,000 to \$4,999,999	12	20	+66.7%	2	1	-50.0%
\$5,000,000 to \$9,999,999	1	4	+300.0%	0	0	--
\$10,000,000 and Above	1	1	0.0%	0	0	--
All Price Ranges	267	337	+26.2%	431	471	+9.3%

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.