

Monthly Indicators



December 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 58.8 percent for single family homes and 32.3 percent for townhouse-condo properties. Pending Sales increased 105.9 percent for single family homes and 39.4 percent for townhouse-condo properties.

The Median Sales Price was up 37.4 percent to \$1,075,000 for single family homes and 21.4 percent to \$522,000 for townhouse-condo properties. Days on Market decreased 64.1 percent for single family homes and 72.0 percent for townhouse-condo properties.

With low mortgage rates and strong buyer demand in most market segments, the housing market of early 2021 looks to continue the trends we saw in the second half of 2020. Low inventory and multiple offers on in-demand properties and market segments are likely to remain common while the market waits and hopes for a boost in new construction and a surge in home sellers to help provide more balance to the market.

Activity Snapshot

+ 30.1% **+ 7.3%** **- 61.0%**

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
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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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		17	27	+ 58.8%	458	485	+ 5.9%
Pending Sales		17	35	+ 105.9%	337	450	+ 33.5%
Sold Listings		36	39	+ 8.3%	333	418	+ 25.5%
Median Sales Price		\$782,500	\$1,075,000	+ 37.4%	\$750,000	\$840,750	+ 12.1%
Average Sales Price		\$1,263,880	\$1,267,452	+ 0.3%	\$1,038,027	\$1,188,263	+ 14.5%
Pct. of List Price Received		96.1%	97.1%	+ 1.0%	96.7%	96.5%	- 0.2%
Days on Market		142	51	- 64.1%	110	92	- 16.4%
Housing Affordability Index		47	38	- 19.1%	49	48	- 2.0%
Active Listings		195	58	- 70.3%	--	--	--
Months Supply		7.0	1.7	- 75.7%	--	--	--

Townhouse-Condo Market Overview

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

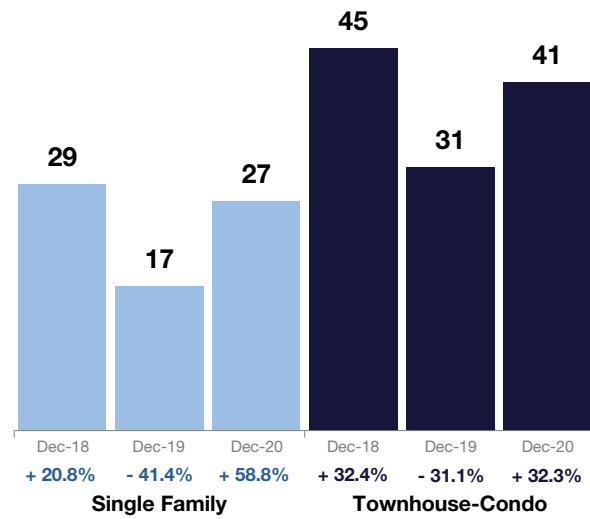


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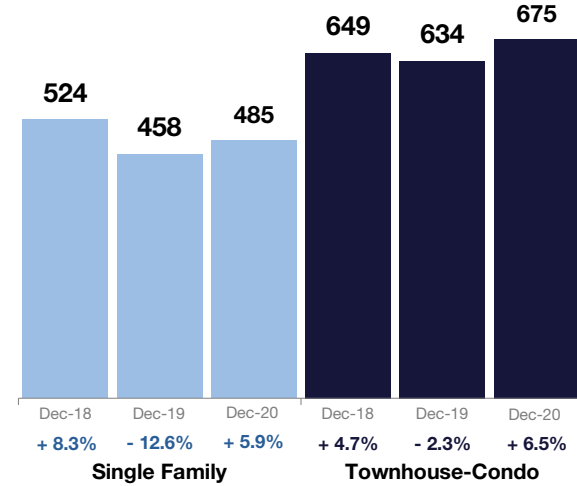
Key Metrics	Historical Sparkbars	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		31	41	+ 32.3%	634	675	+ 6.5%
Pending Sales		33	46	+ 39.4%	550	651	+ 18.4%
Sold Listings		41	62	+ 51.2%	525	614	+ 17.0%
Median Sales Price		\$430,000	\$522,000	+ 21.4%	\$427,000	\$489,950	+ 14.7%
Average Sales Price		\$509,402	\$653,976	+ 28.4%	\$517,870	\$620,138	+ 19.7%
Pct. of List Price Received		97.1%	99.2%	+ 2.2%	97.4%	98.3%	+ 0.9%
Days on Market		93	26	- 72.0%	79	58	- 26.6%
Housing Affordability Index		85	77	- 9.4%	86	82	- 4.7%
Active Listings		151	61	- 59.6%	--	--	--
Months Supply		3.5	1.2	- 65.7%	--	--	--

New Listings

December

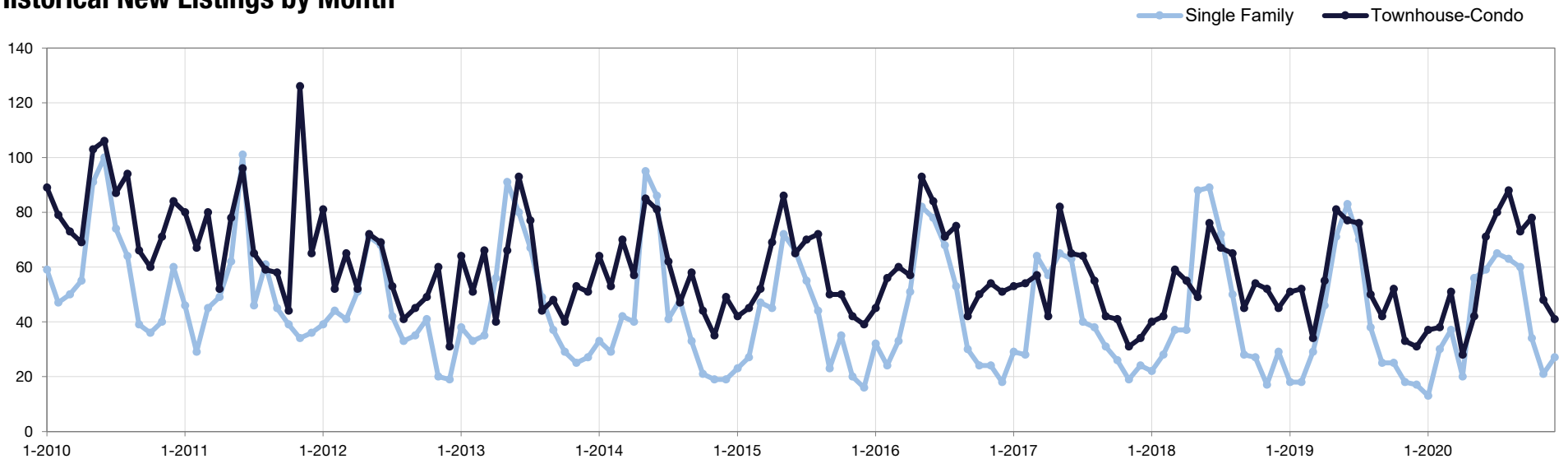


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	34	+36.0%	78	+50.0%
Nov-2020	21	+16.7%	48	+45.5%
Dec-2020	27	+58.8%	41	+32.3%

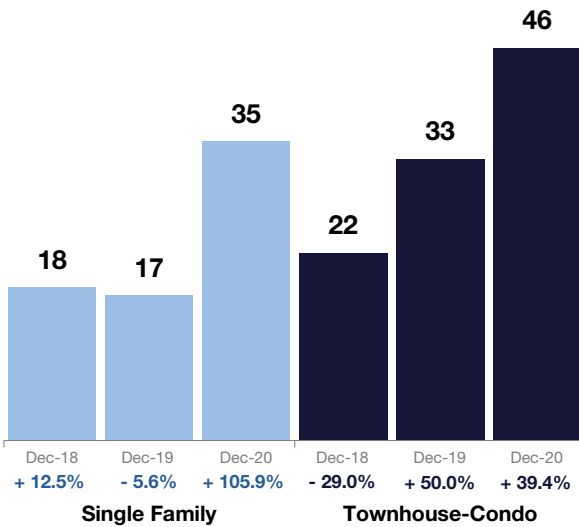
Historical New Listings by Month



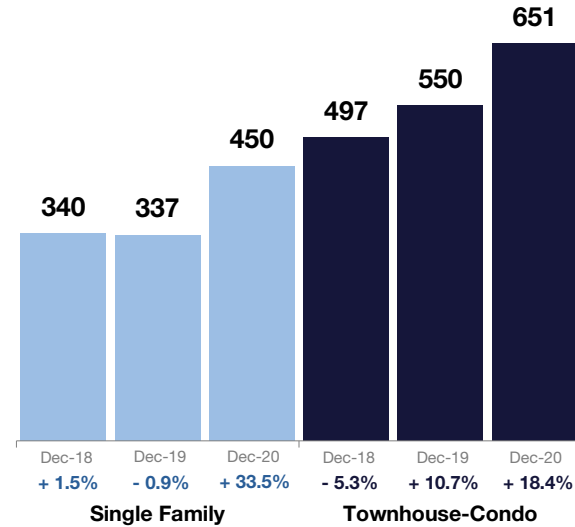
Pending Sales



December

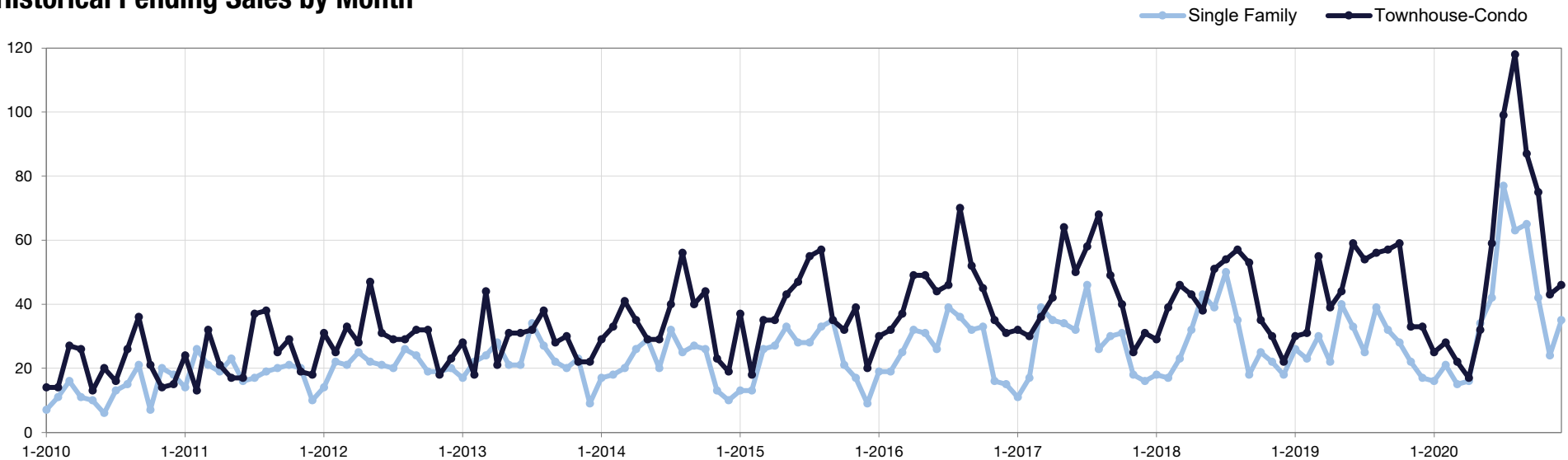


Year to Date



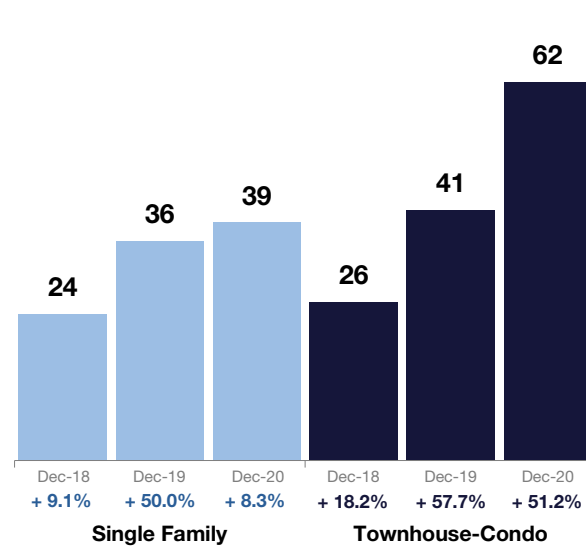
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	16	-38.5%	25	-16.7%
Feb-2020	21	-8.7%	28	-9.7%
Mar-2020	15	-50.0%	22	-60.0%
Apr-2020	16	-27.3%	17	-56.4%
May-2020	34	-15.0%	32	-27.3%
Jun-2020	42	+27.3%	59	0.0%
Jul-2020	77	+208.0%	99	+83.3%
Aug-2020	63	+61.5%	118	+110.7%
Sep-2020	65	+103.1%	87	+52.6%
Oct-2020	42	+50.0%	75	+27.1%
Nov-2020	24	+9.1%	43	+30.3%
Dec-2020	35	+105.9%	46	+39.4%

Historical Pending Sales by Month

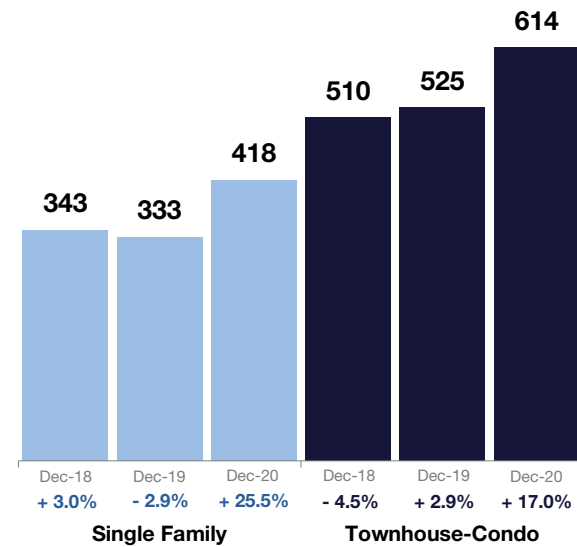


Sold Listings

December

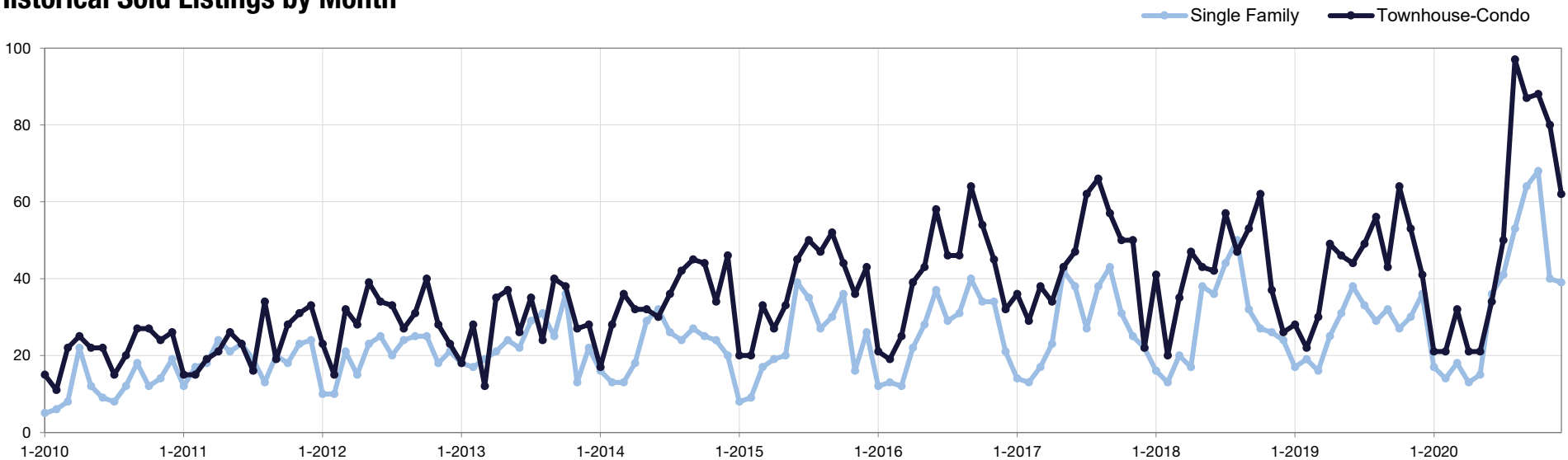


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	64	+100.0%	87	+102.3%
Oct-2020	68	+151.9%	88	+37.5%
Nov-2020	40	+33.3%	80	+50.9%
Dec-2020	39	+8.3%	62	+51.2%

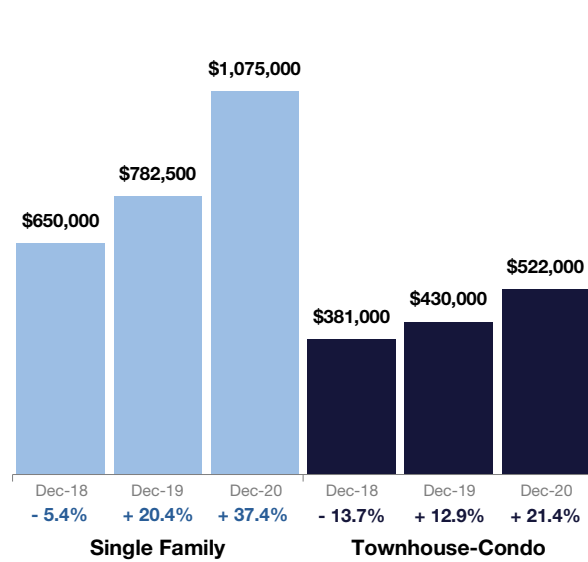
Historical Sold Listings by Month



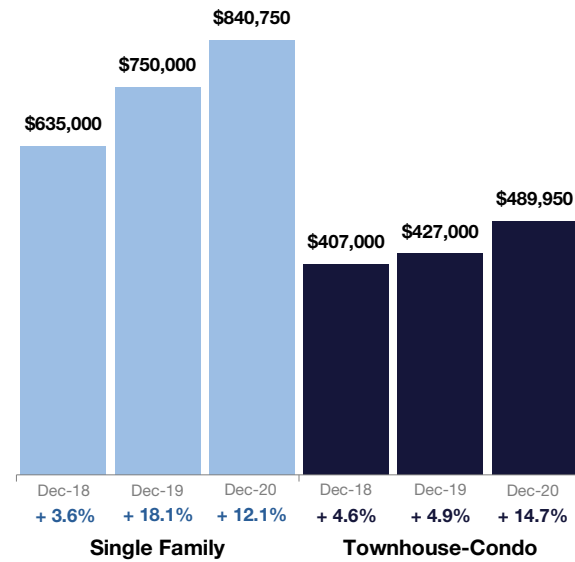
Median Sales Price



December

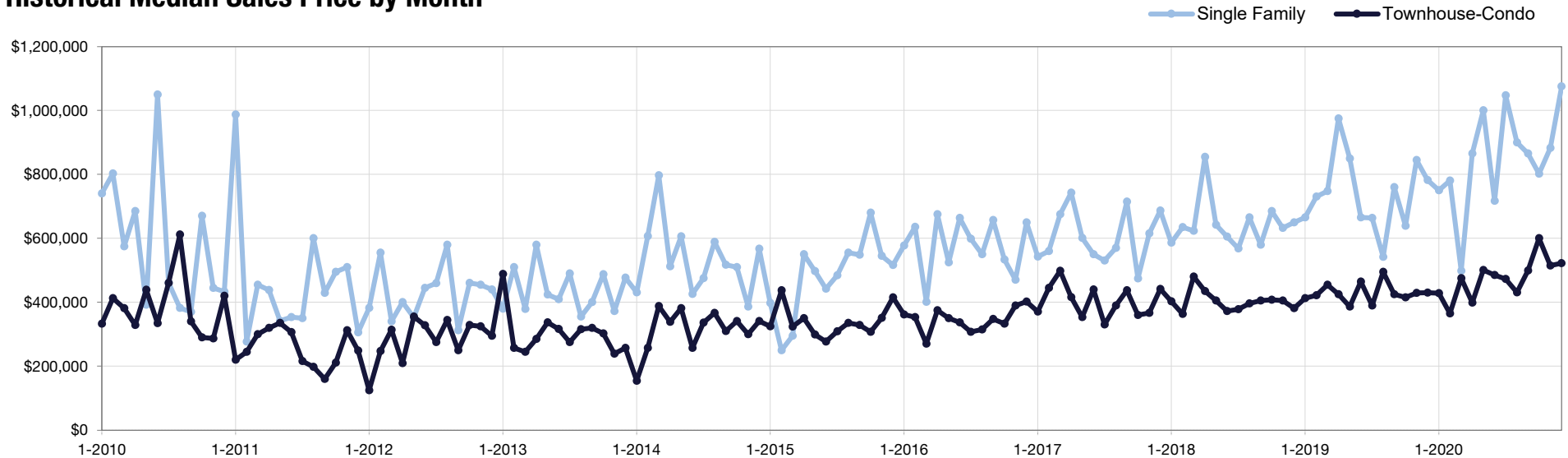


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$865,675	+13.9%	\$499,000	+17.4%
Oct-2020	\$801,750	+25.5%	\$600,000	+44.6%
Nov-2020	\$882,250	+4.5%	\$515,000	+20.0%
Dec-2020	\$1,075,000	+37.4%	\$522,000	+21.4%

Historical Median Sales Price by Month

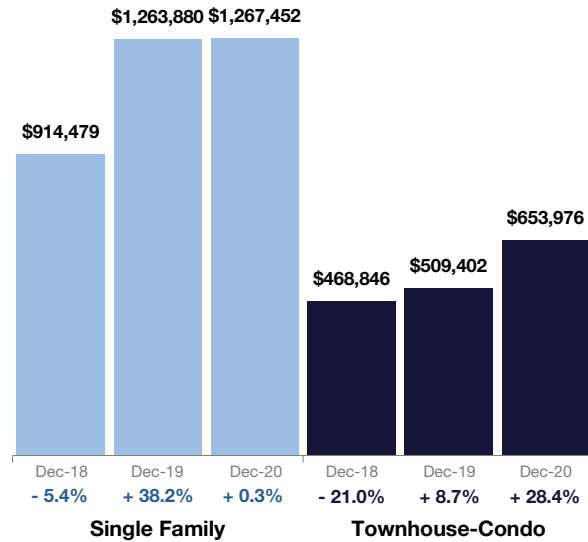


Average Sales Price

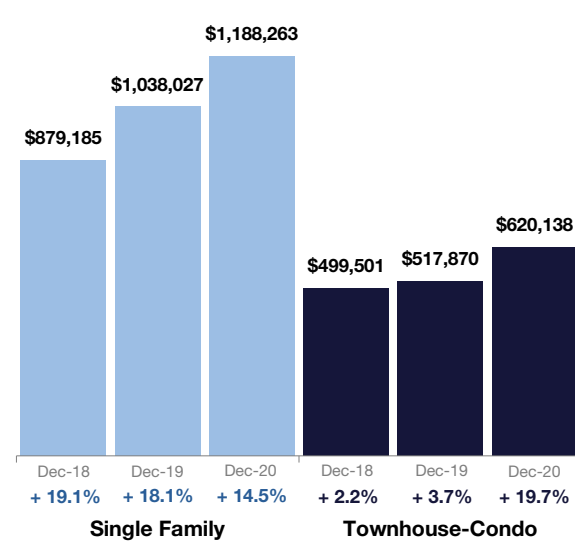


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December

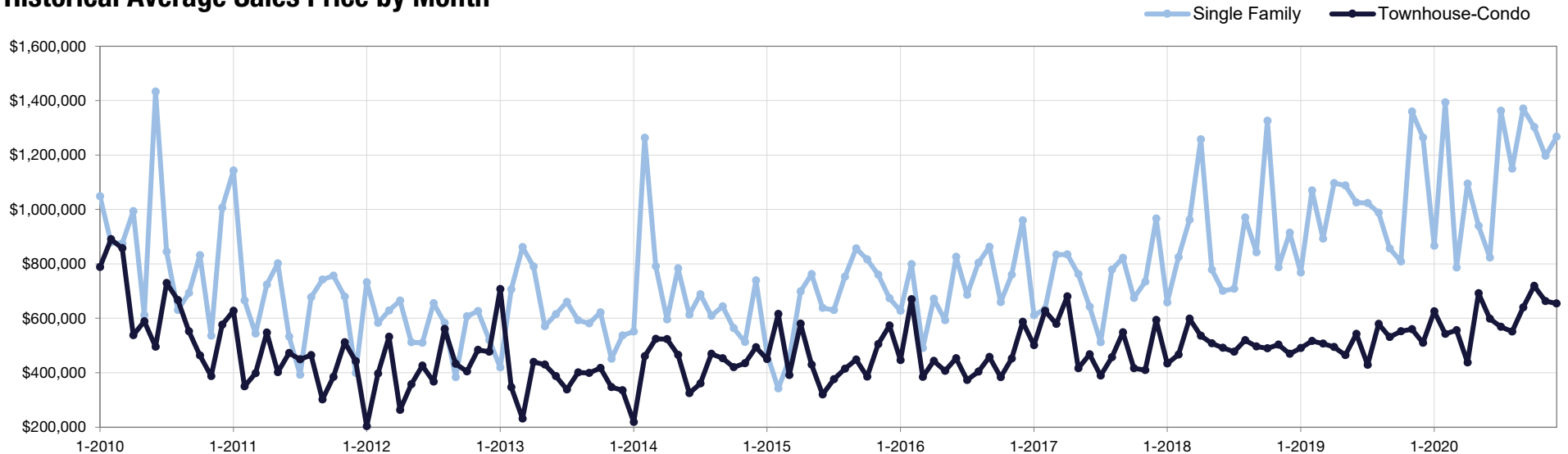


Year to Date



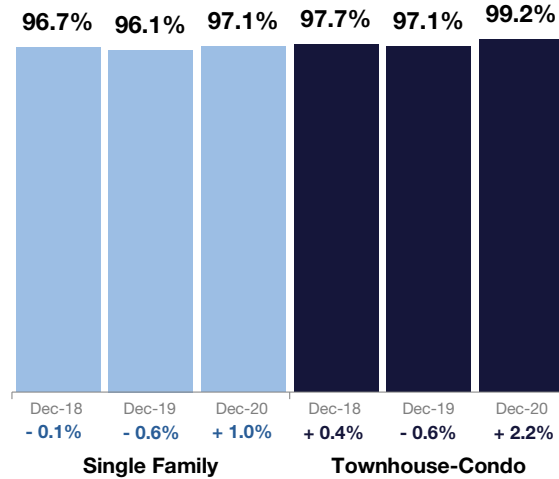
Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	\$866,176	+12.9%	\$625,695	+27.5%
Feb-2020	\$1,392,932	+30.3%	\$542,533	+5.1%
Mar-2020	\$786,719	-11.8%	\$556,161	+9.8%
Apr-2020	\$1,094,433	-0.2%	\$437,262	-11.6%
May-2020	\$939,320	-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	\$1,370,378	+59.9%	\$639,889	+20.5%
Oct-2020	\$1,302,618	+61.0%	\$718,935	+30.2%
Nov-2020	\$1,196,524	-12.0%	\$662,902	+18.5%
Dec-2020	\$1,267,452	+0.3%	\$653,976	+28.4%

Historical Average Sales Price by Month

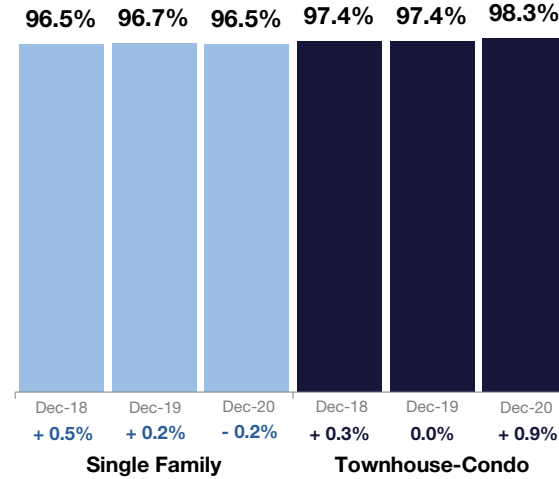


Percent of List Price Received

December

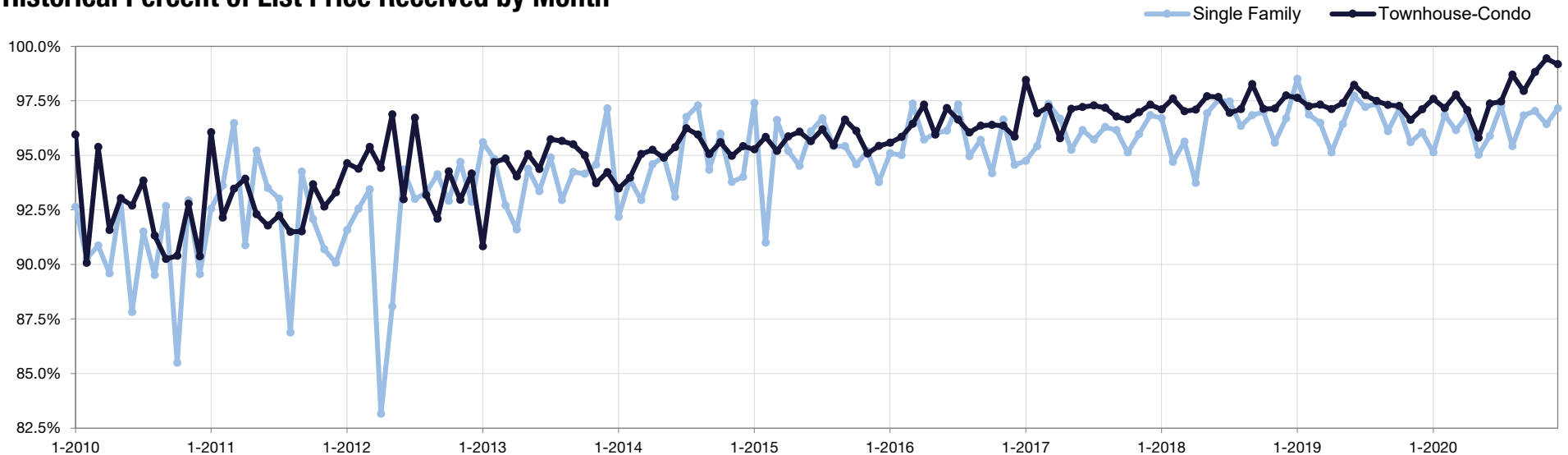


Year to Date



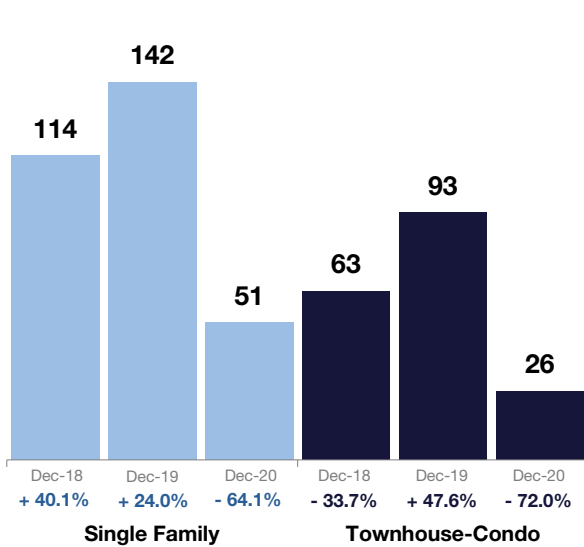
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	95.1%	-3.5%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
Mar-2020	96.2%	-0.3%	97.8%	+0.5%
Apr-2020	96.8%	+1.8%	97.1%	0.0%
May-2020	95.0%	-1.5%	95.8%	-1.6%
Jun-2020	95.9%	-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%	97.9%	+0.6%
Oct-2020	97.0%	-0.1%	98.8%	+1.5%
Nov-2020	96.4%	+0.8%	99.4%	+2.9%
Dec-2020	97.1%	+1.0%	99.2%	+2.2%

Historical Percent of List Price Received by Month

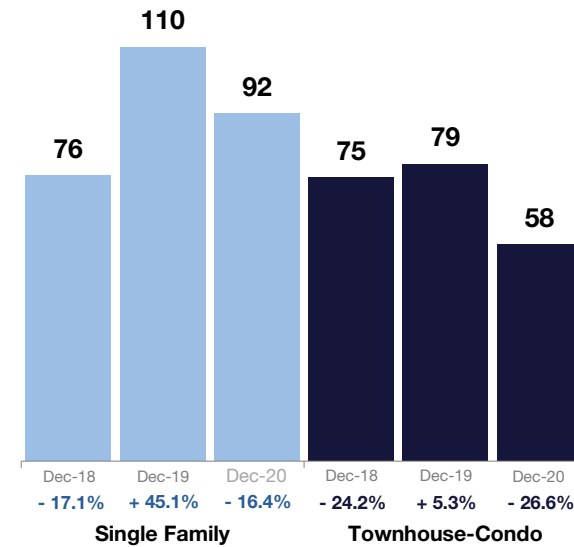


Days on Market Until Sale

December

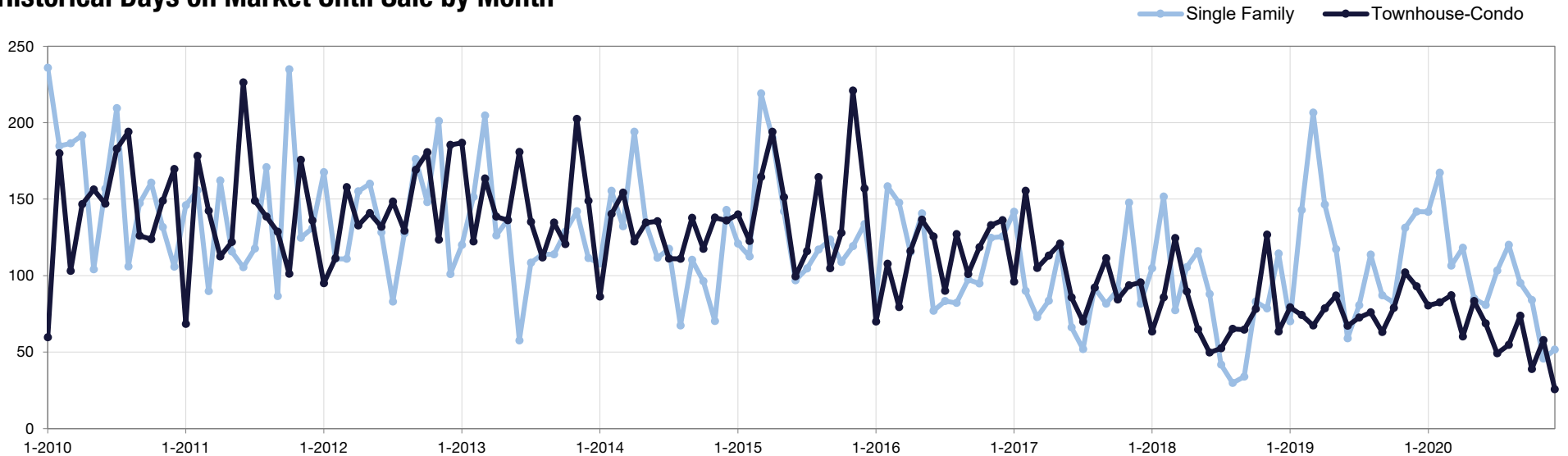


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	95	+9.2%	74	+17.5%
Oct-2020	84	+2.4%	39	-50.6%
Nov-2020	46	-64.9%	58	-43.1%
Dec-2020	51	-64.1%	26	-72.0%

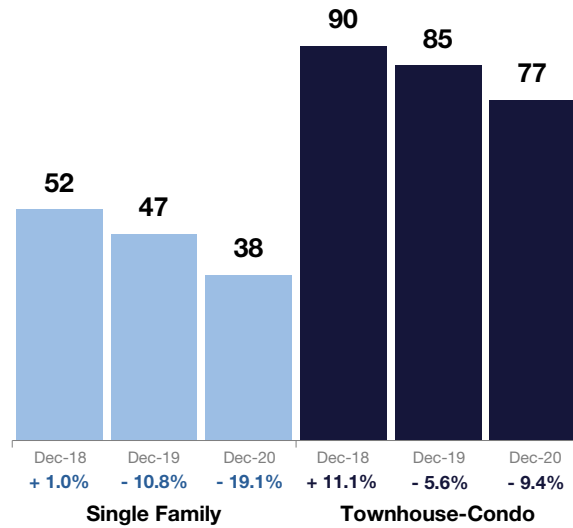
Historical Days on Market Until Sale by Month



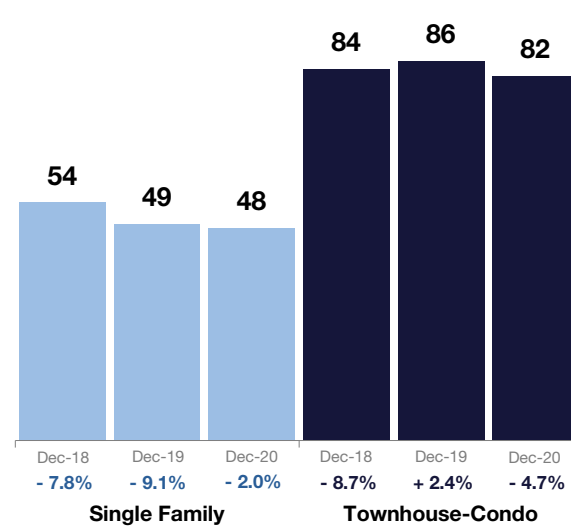
Housing Affordability Index



December

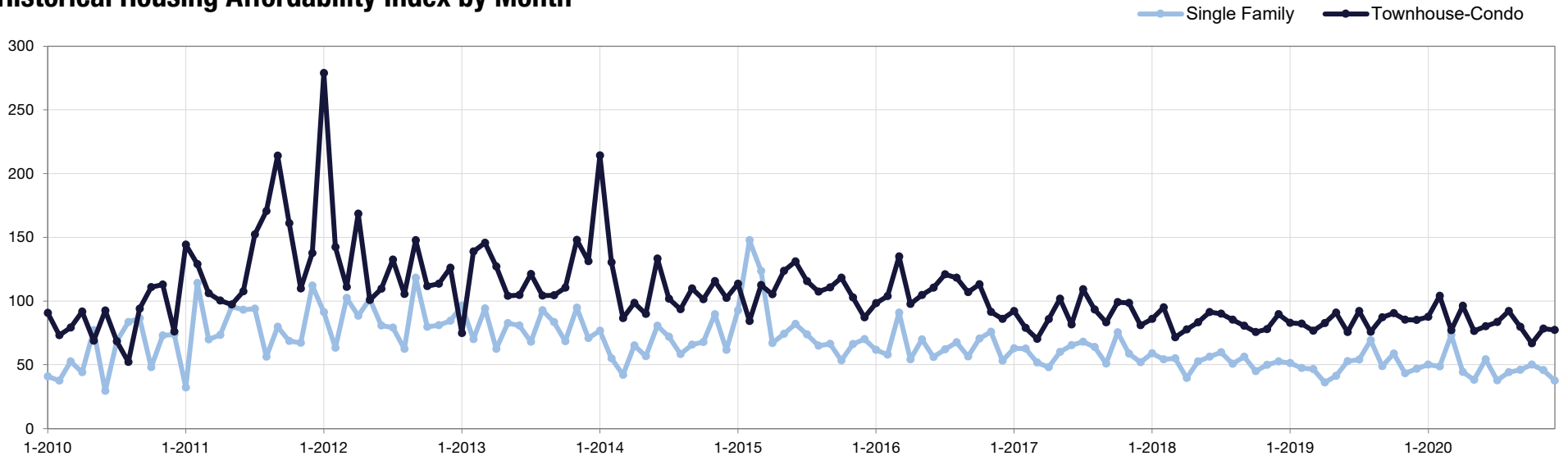


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	46	-6.1%	80	-8.0%
Oct-2020	50	-15.3%	67	-25.6%
Nov-2020	46	+7.0%	78	-8.2%
Dec-2020	38	-19.1%	77	-9.4%

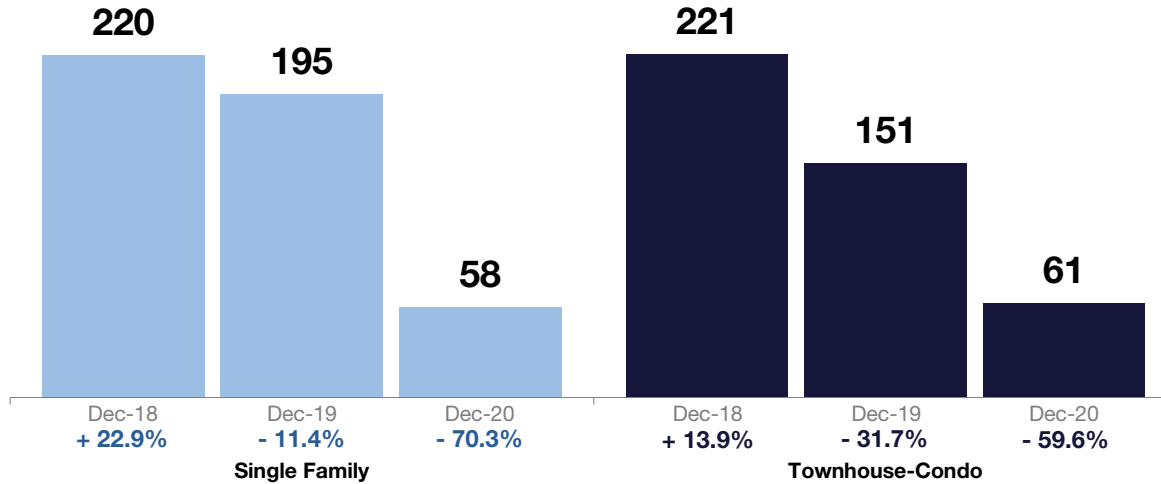
Historical Housing Affordability Index by Month



Inventory of Active Listings

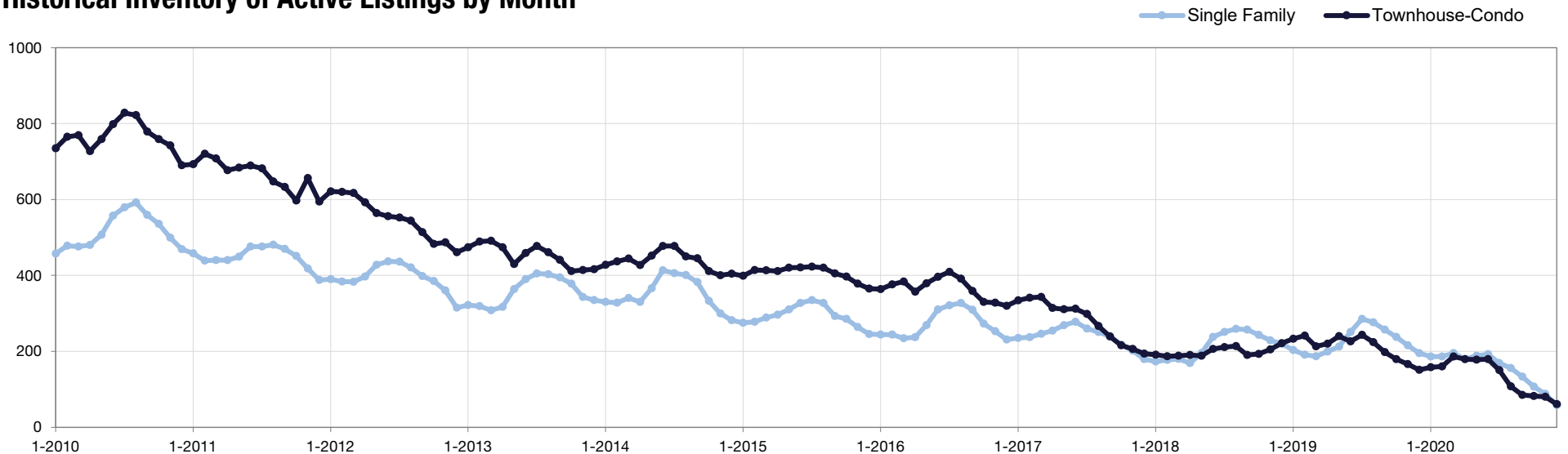


December



Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	186	-8.4%	158	-32.2%
Feb-2020	186	-2.6%	160	-33.6%
Mar-2020	195	+4.3%	186	-12.7%
Apr-2020	179	-10.1%	179	-18.6%
May-2020	188	-11.3%	178	-25.8%
Jun-2020	192	-23.5%	179	-20.8%
Jul-2020	169	-40.7%	150	-38.3%
Aug-2020	156	-43.5%	108	-51.8%
Sep-2020	133	-48.2%	85	-57.1%
Oct-2020	107	-55.0%	82	-54.2%
Nov-2020	88	-59.3%	80	-51.8%
Dec-2020	58	-70.3%	61	-59.6%

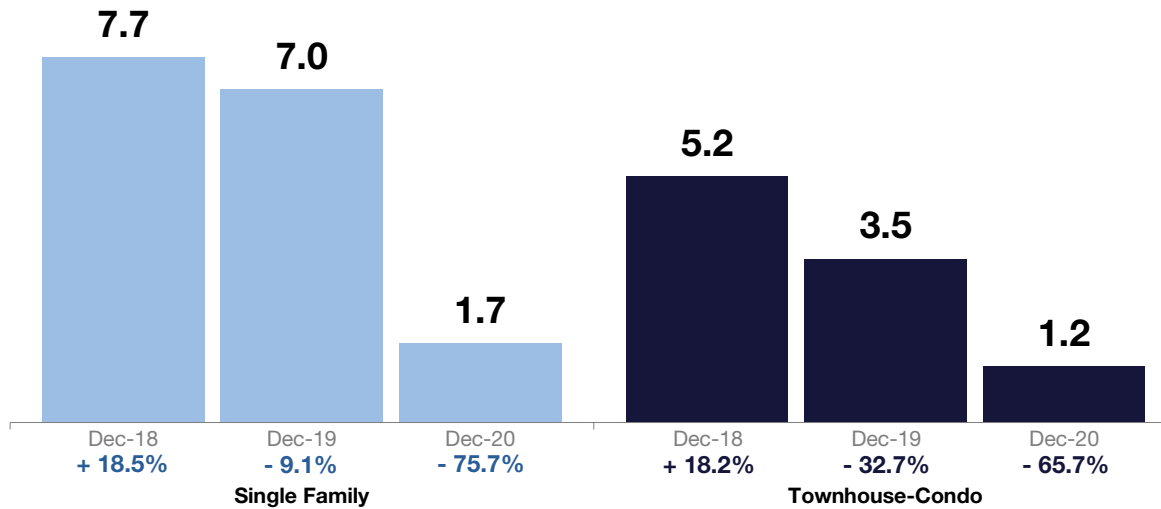
Historical Inventory of Active Listings by Month



Months Supply of Inventory

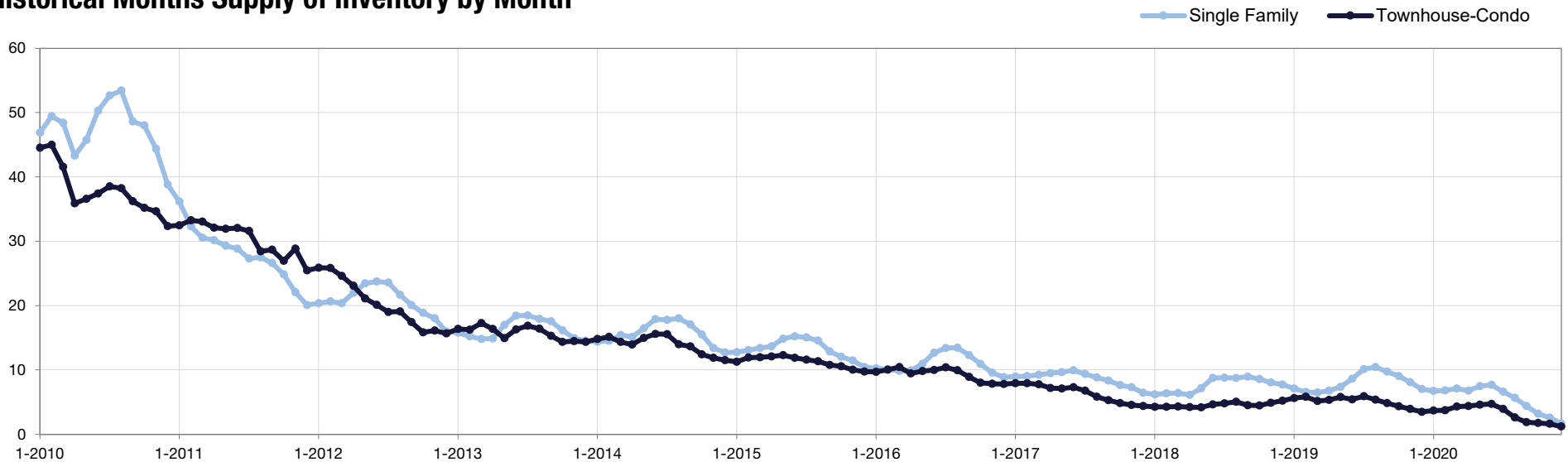


December



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Jan-2020	6.7	-5.6%	3.7	-33.9%
Feb-2020	6.8	+4.6%	3.7	-36.2%
Mar-2020	7.1	+9.2%	4.3	-17.3%
Apr-2020	6.8	+1.5%	4.4	-17.0%
May-2020	7.5	+2.7%	4.6	-20.7%
Jun-2020	7.7	-10.5%	4.7	-13.0%
Jul-2020	6.6	-34.7%	3.9	-33.9%
Aug-2020	5.6	-46.2%	2.6	-51.9%
Sep-2020	4.4	-54.6%	1.9	-60.4%
Oct-2020	3.2	-64.4%	1.7	-60.5%
Nov-2020	2.5	-69.1%	1.6	-59.0%
Dec-2020	1.7	-75.7%	1.2	-65.7%

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	12-2019	12-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		61	74	+ 21.3%	1,190	1,257	+ 5.6%
Pending Sales		55	88	+ 60.0%	947	1,166	+ 23.1%
Sold Listings		83	108	+ 30.1%	919	1,092	+ 18.8%
Median Sales Price		\$520,500	\$558,750	+ 7.3%	\$465,000	\$570,000	+ 22.6%
Average Sales Price		\$810,117	\$840,605	+ 3.8%	\$680,704	\$809,535	+ 18.9%
Pct. of List Price Received		96.6%	98.1%	+ 1.6%	96.9%	97.4%	+ 0.5%
Days on Market		117	56	- 52.1%	96	77	- 19.8%
Housing Affordability Index		70	72	+ 2.9%	79	71	- 10.1%
Active Listings		410	160	- 61.0%	--	--	--
Months Supply		5.4	1.8	- 66.7%	--	--	--

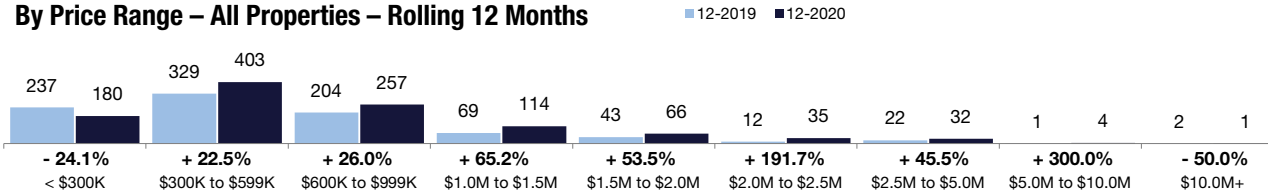
Closed Sales

Actual sales that have closed in a given month.

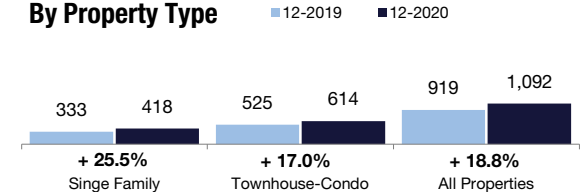


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	45	30	-33.3%	140	96	-31.4%
\$300,000 to \$599,999	86	113	+31.4%	234	284	+21.4%
\$600,000 to \$999,999	90	100	+11.1%	114	157	+37.7%
\$1,000,000 to \$1,499,999	45	69	+53.3%	24	45	+87.5%
\$1,500,000 to \$1,999,999	33	44	+33.3%	10	22	+120.0%
\$2,000,000 to \$2,499,999	11	28	+154.5%	1	7	+600.0%
\$2,500,000 to \$4,999,999	20	29	+45.0%	2	3	+50.0%
\$5,000,000 to \$9,999,999	1	4	+300.0%	0	0	--
\$10,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	333	418	+25.5%	525	614	+17.0%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$299,999 and Below	3	6	+100.0%	9	8	-11.1%
\$300,000 to \$599,999	13	10	-23.1%	41	27	-34.1%
\$600,000 to \$999,999	8	2	-75.0%	22	18	-18.2%
\$1,000,000 to \$1,499,999	4	8	+100.0%	3	6	+100.0%
\$1,500,000 to \$1,999,999	5	3	-40.0%	2	2	0.0%
\$2,000,000 to \$2,499,999	3	5	+66.7%	1	1	0.0%
\$2,500,000 to \$4,999,999	4	5	+25.0%	2	0	-100.0%
\$5,000,000 to \$9,999,999	0	0	--	0	0	--
\$10,000,000 and Above	0	0	--	0	0	--
All Price Ranges	40	39	-2.5%	80	62	-22.5%

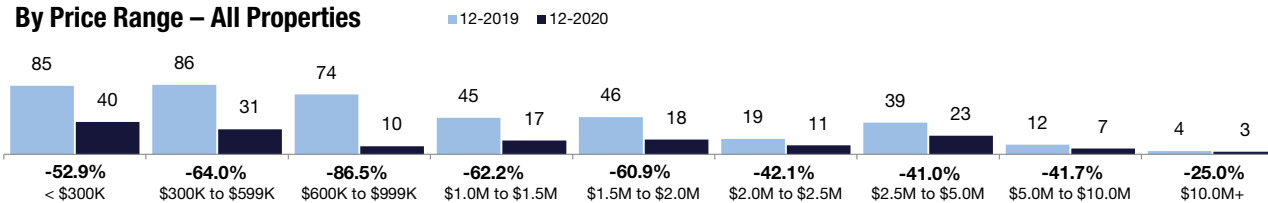
Year to Date

By Price Range	Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	45	30	-33.3%	140	96	-31.4%
\$300,000 to \$599,999	86	113	+31.4%	234	284	+21.4%
\$600,000 to \$999,999	90	100	+11.1%	114	157	+37.7%
\$1,000,000 to \$1,499,999	45	69	+53.3%	24	45	+87.5%
\$1,500,000 to \$1,999,999	33	44	+33.3%	10	22	+120.0%
\$2,000,000 to \$2,499,999	11	28	+154.5%	1	7	+600.0%
\$2,500,000 to \$4,999,999	20	29	+45.0%	2	3	+50.0%
\$5,000,000 to \$9,999,999	1	4	+300.0%	0	0	--
\$10,000,000 and Above	2	1	-50.0%	0	0	--
All Price Ranges	333	418	+25.5%	525	614	+17.0%

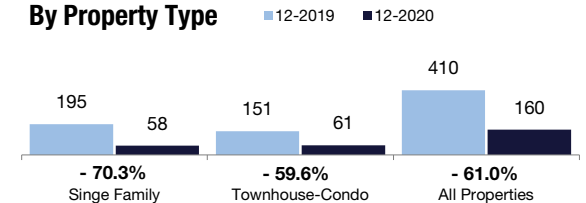
Inventory of Active Listings

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		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	14	3	-78.6%	12	4	-66.7%
\$300,000 to \$599,999	35	9	-74.3%	47	14	-70.2%
\$600,000 to \$999,999	38	3	-92.1%	36	7	-80.6%
\$1,000,000 to \$1,499,999	26	7	-73.1%	19	10	-47.4%
\$1,500,000 to \$1,999,999	27	10	-63.0%	19	8	-57.9%
\$2,000,000 to \$2,499,999	14	5	-64.3%	5	6	+20.0%
\$2,500,000 to \$4,999,999	26	13	-50.0%	12	10	-16.7%
\$5,000,000 to \$9,999,999	11	5	-54.5%	1	2	+100.0%
\$10,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	195	58	-70.3%	151	61	-59.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	11-2020	12-2020	Change	11-2020	12-2020	Change
\$299,999 and Below	7	3	-57.1%	4	4	0.0%
\$300,000 to \$599,999	15	9	-40.0%	16	14	-12.5%
\$600,000 to \$999,999	8	3	-62.5%	19	7	-63.2%
\$1,000,000 to \$1,499,999	15	7	-53.3%	16	10	-37.5%
\$1,500,000 to \$1,999,999	17	10	-41.2%	8	8	0.0%
\$2,000,000 to \$2,499,999	6	5	-16.7%	7	6	-14.3%
\$2,500,000 to \$4,999,999	12	13	+8.3%	10	10	0.0%
\$5,000,000 to \$9,999,999	5	5	0.0%	0	2	--
\$10,000,000 and Above	3	3	0.0%	0	0	--
All Price Ranges	88	58	-34.1%	80	61	-23.8%

Year to Date

By Price Range	Single Family			Condo		
	12-2019	12-2020	Change	12-2019	12-2020	Change
\$299,999 and Below	14	3	-78.6%	12	4	-66.7%
\$300,000 to \$599,999	35	9	-74.3%	47	14	-70.2%
\$600,000 to \$999,999	38	3	-92.1%	36	7	-80.6%
\$1,000,000 to \$1,499,999	26	7	-73.1%	19	10	-47.4%
\$1,500,000 to \$1,999,999	27	10	-63.0%	19	8	-57.9%
\$2,000,000 to \$2,499,999	14	5	-64.3%	5	6	+20.0%
\$2,500,000 to \$4,999,999	26	13	-50.0%	12	10	-16.7%
\$5,000,000 to \$9,999,999	11	5	-54.5%	1	2	+100.0%
\$10,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	195	58	-70.3%	151	61	-59.6%

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.