

Monthly Indicators



November 2020

Percent changes calculated using year-over-year comparisons.

New Listings were up 22.2 percent for single family homes and 45.5 percent for townhouse-condo properties. Pending Sales increased 18.2 percent for single family homes and 39.4 percent for townhouse-condo properties.

The Median Sales Price was up 3.3 percent to \$872,500 for single family homes and 18.4 percent to \$508,013 for townhouse-condo properties. Days on Market decreased 66.4 percent for single family homes and 46.1 percent for townhouse-condo properties.

Showing activity remains higher than the same period a year ago across most of the country, suggesting that strong buyer demand is likely to continue into what is typically the slowest time of year. With inventory remaining constrained in most market segments, sellers continue to benefit from the tight market conditions.

Activity Snapshot

+ 46.5%	- 8.2%	- 58.2%
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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		18	22	+ 22.2%	441	459	+ 4.1%
Pending Sales		22	26	+ 18.2%	320	417	+ 30.3%
Sold Listings		30	36	+ 20.0%	297	375	+ 26.3%
Median Sales Price		\$844,500	\$872,500	+ 3.3%	\$735,000	\$831,000	+ 13.1%
Average Sales Price		\$1,359,348	\$1,135,443	- 16.5%	\$1,010,650	\$1,174,076	+ 16.2%
Pct. of List Price Received		95.6%	96.8%	+ 1.3%	96.8%	96.4%	- 0.4%
Days on Market		131	44	- 66.4%	106	97	- 8.5%
Housing Affordability Index		43	46	+ 7.0%	50	49	- 2.0%
Active Listings		216	72	- 66.7%	--	--	--
Months Supply		8.1	2.1	- 74.1%	--	--	--

Townhouse-Condo Market Overview

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

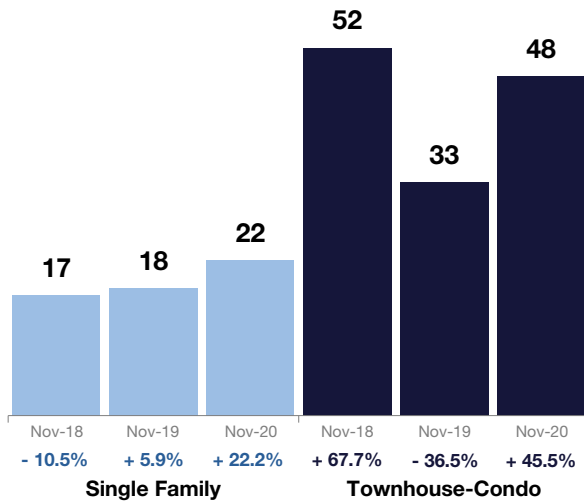


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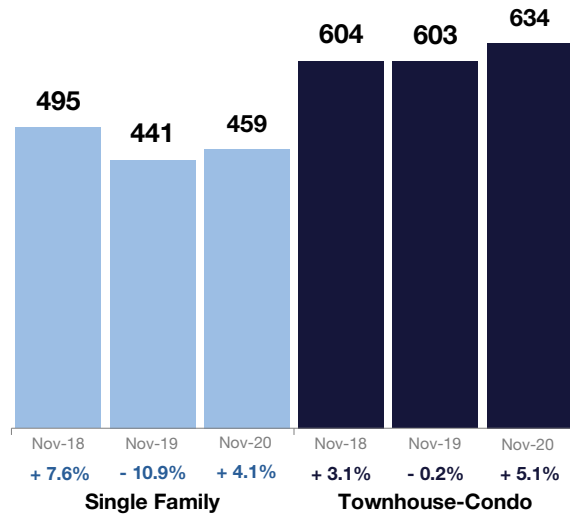
Key Metrics	Historical Sparkbars	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		33	48	+ 45.5%	603	634	+ 5.1%
Pending Sales		33	46	+ 39.4%	517	608	+ 17.6%
Sold Listings		53	78	+ 47.2%	484	550	+ 13.6%
Median Sales Price		\$429,000	\$508,013	+ 18.4%	\$425,000	\$483,250	+ 13.7%
Average Sales Price		\$559,493	\$663,233	+ 18.5%	\$518,587	\$616,215	+ 18.8%
Pct. of List Price Received		96.6%	99.5%	+ 3.0%	97.4%	98.2%	+ 0.8%
Days on Market		102	55	- 46.1%	78	61	- 21.8%
Housing Affordability Index		85	79	- 7.1%	86	83	- 3.5%
Active Listings		166	67	- 59.6%	--	--	--
Months Supply		3.9	1.4	- 64.1%	--	--	--

New Listings

November

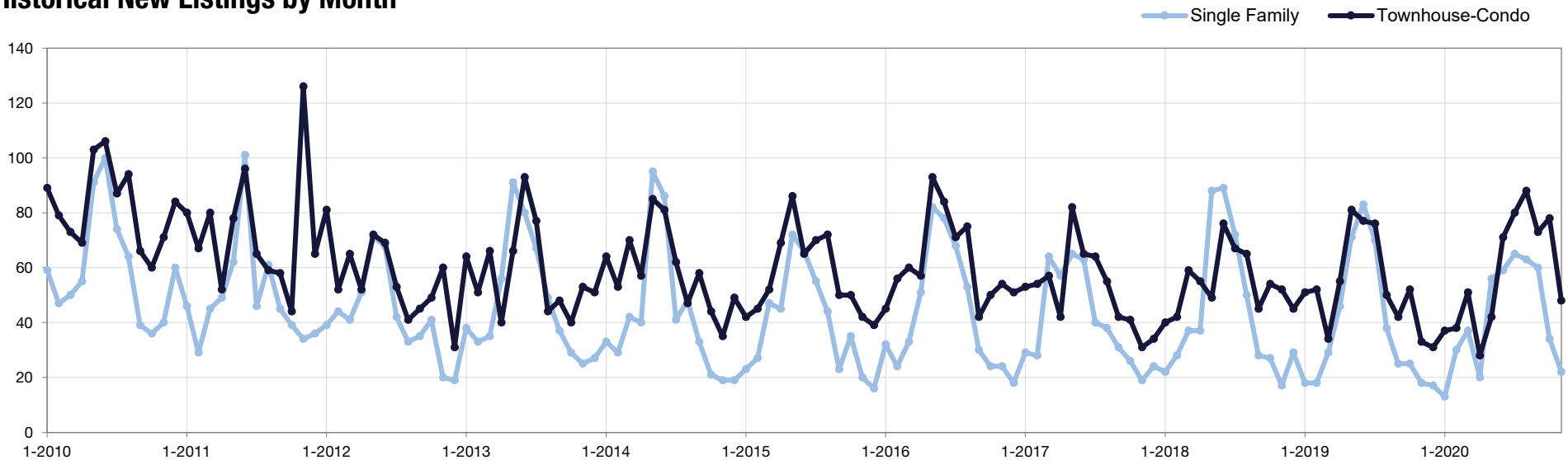


Year to Date



New Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	34	+36.0%	78	+50.0%
Nov-2020	22	+22.2%	48	+45.5%

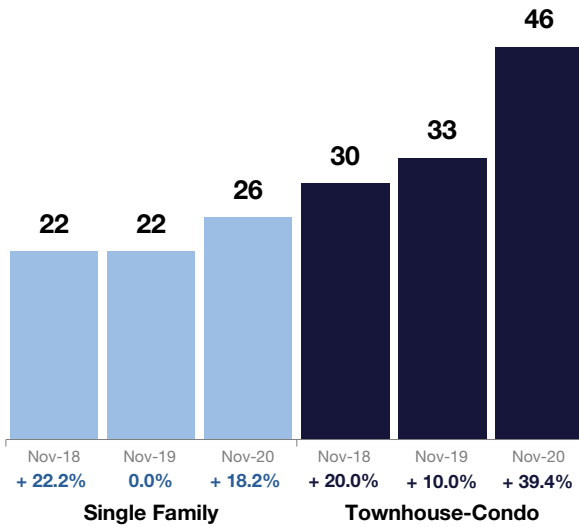
Historical New Listings by Month



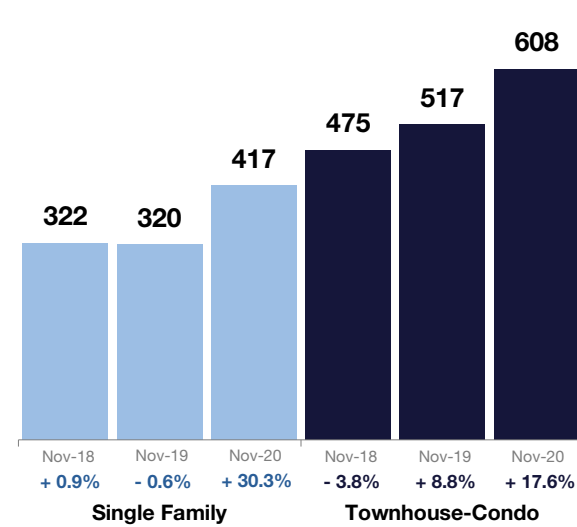
Pending Sales



November

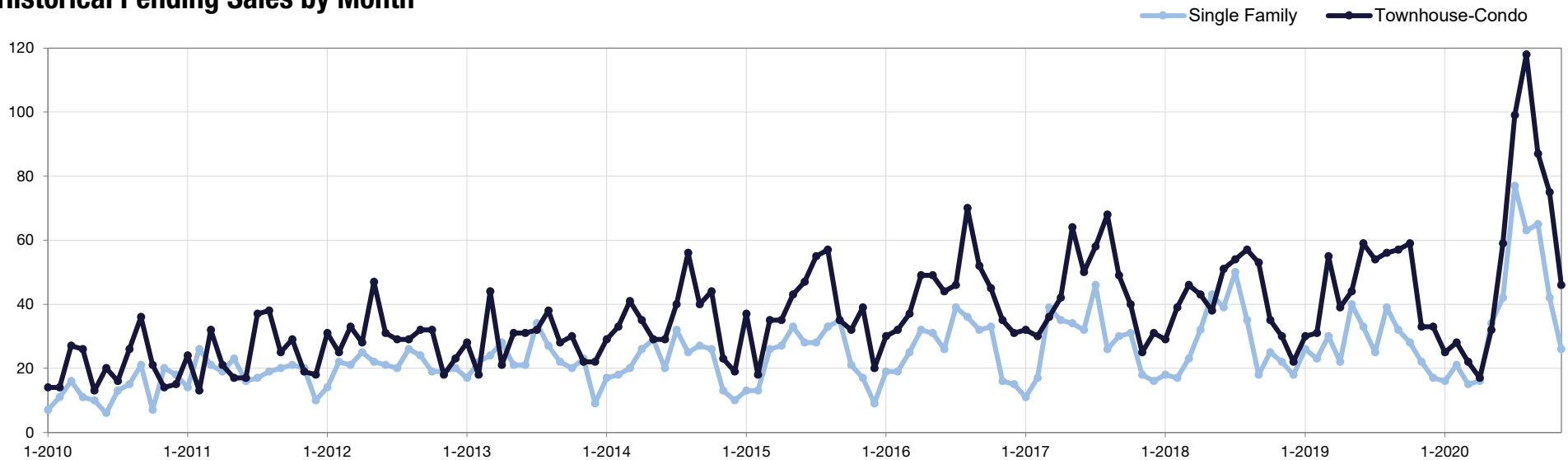


Year to Date



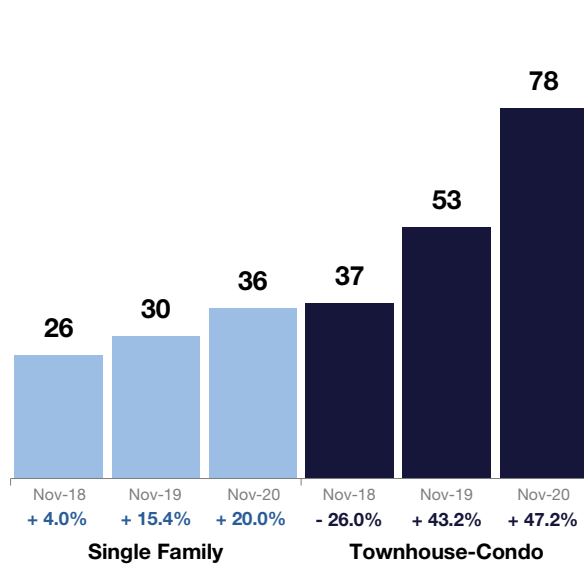
Pending Sales	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	17	-5.6%	33	+50.0%
Jan-2020	16	-38.5%	25	-16.7%
Feb-2020	21	-8.7%	28	-9.7%
Mar-2020	15	-50.0%	22	-60.0%
Apr-2020	16	-27.3%	17	-56.4%
May-2020	34	-15.0%	32	-27.3%
Jun-2020	42	+27.3%	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	26	+18.2%	46	+39.4%

Historical Pending Sales by Month

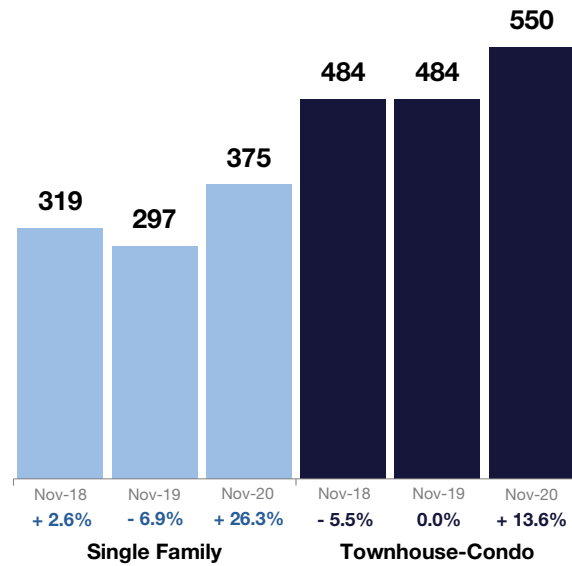


Sold Listings

November

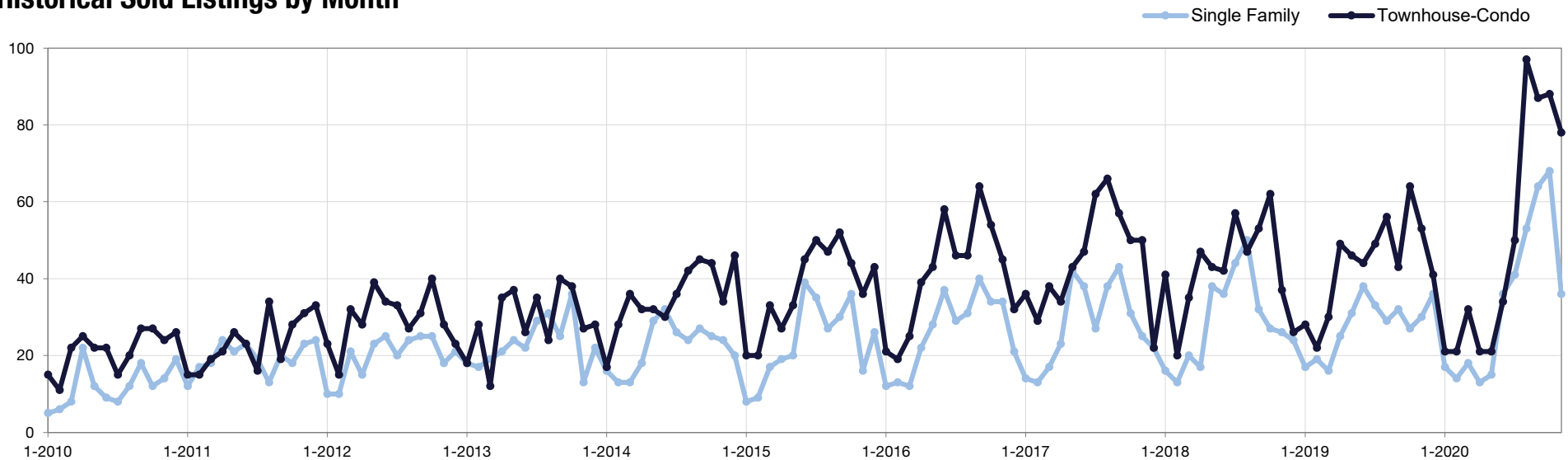


Year to Date



Sold Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	64	+100.0%	87	+102.3%
Oct-2020	68	+151.9%	88	+37.5%
Nov-2020	36	+20.0%	78	+47.2%

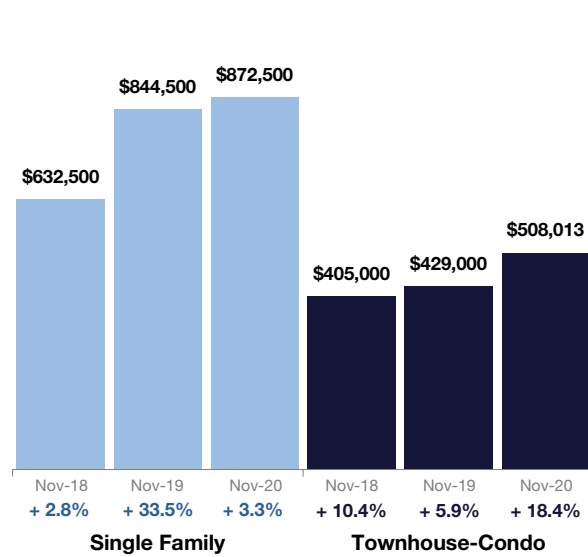
Historical Sold Listings by Month



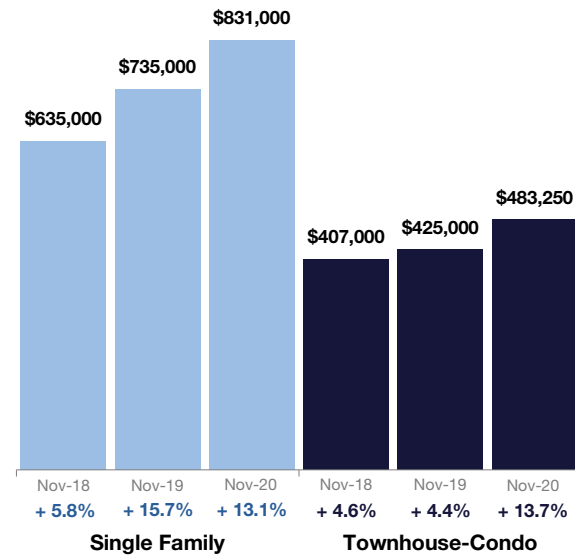
Median Sales Price



November

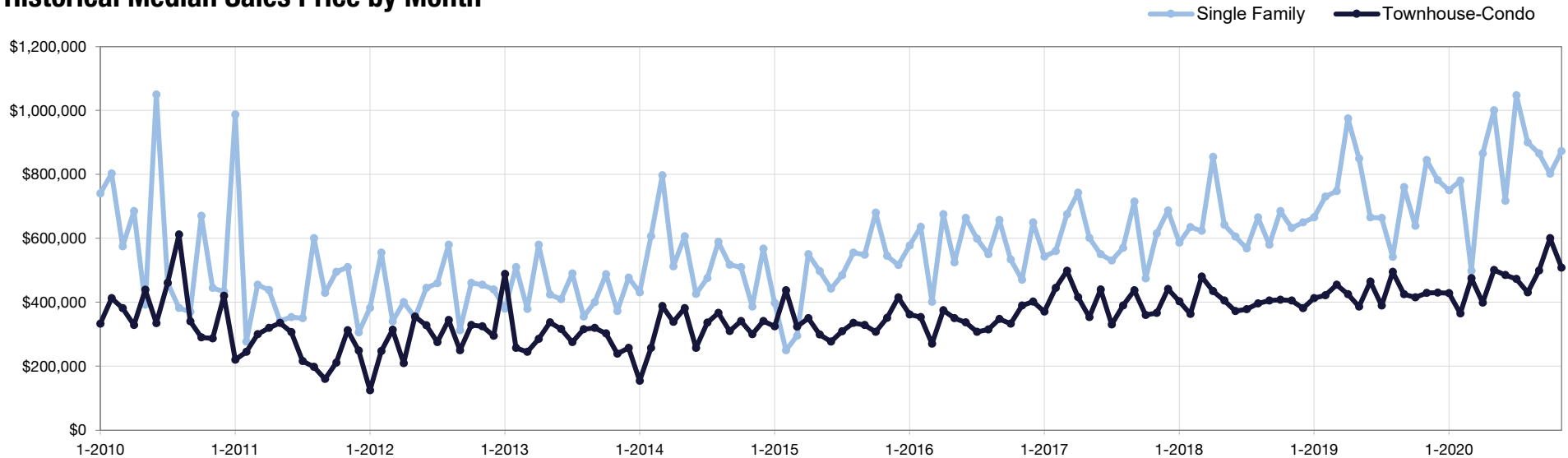


Year to Date



Median Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$865,675	+13.9%	\$499,000	+17.4%
Oct-2020	\$801,750	+25.5%	\$600,000	+44.6%
Nov-2020	\$872,500	+3.3%	\$508,013	+18.4%

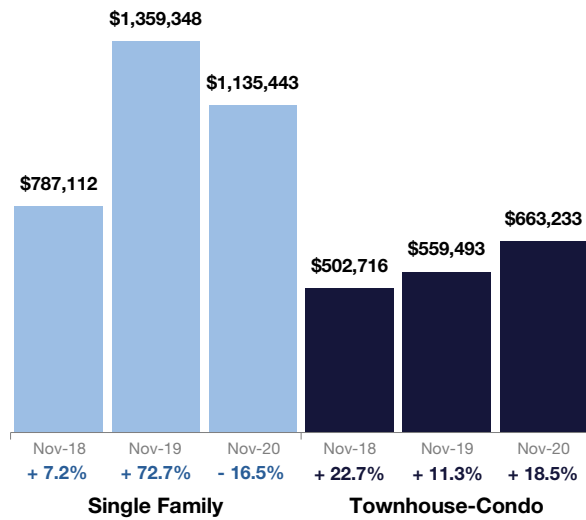
Historical Median Sales Price by Month



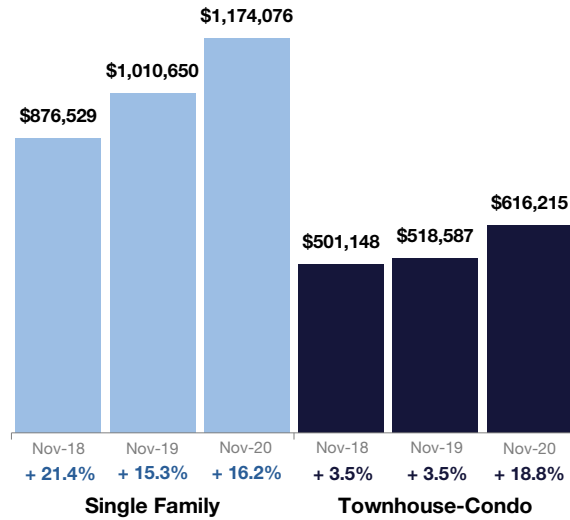
Average Sales Price



November

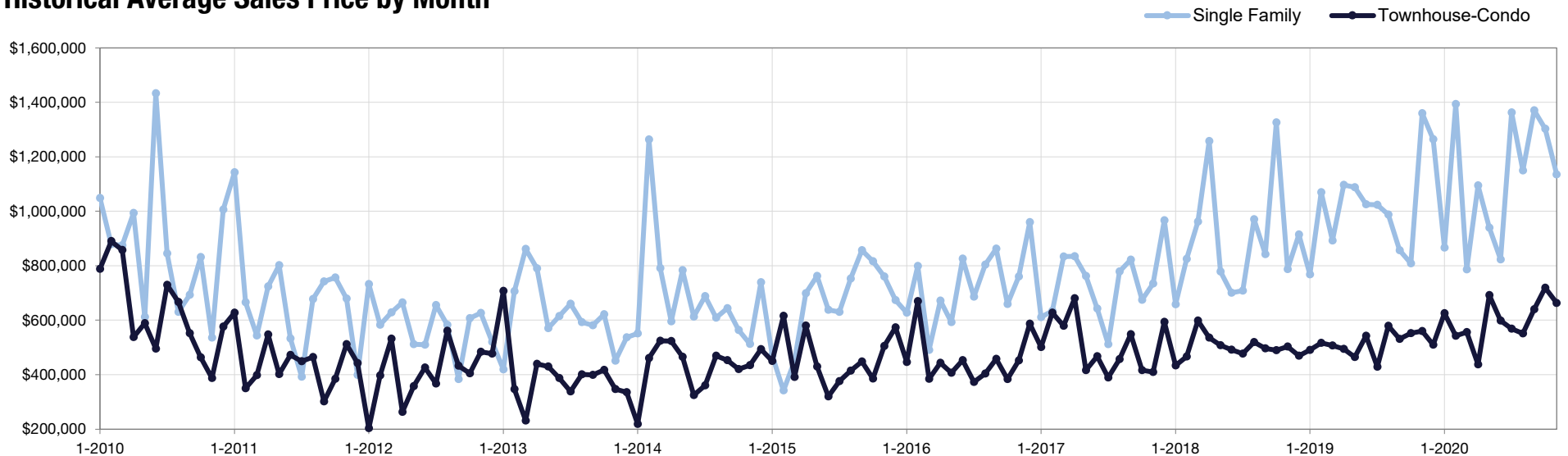


Year to Date



Avg. Sales Price	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	\$1,370,378	+59.9%	\$639,889	+20.5%
Oct-2020	\$1,302,618	+61.0%	\$718,935	+30.2%
Nov-2020	\$1,135,443	-16.5%	\$663,233	+18.5%

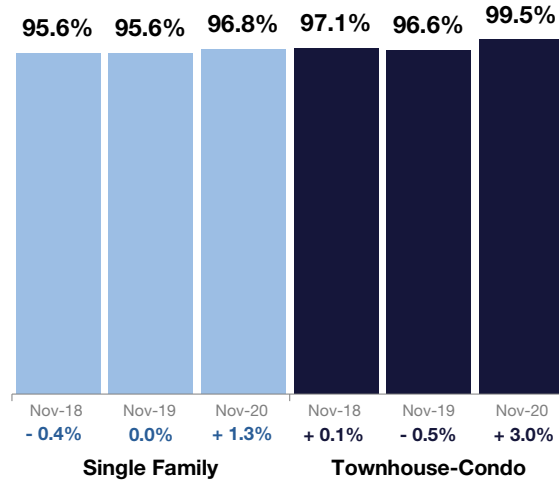
Historical Average Sales Price by Month



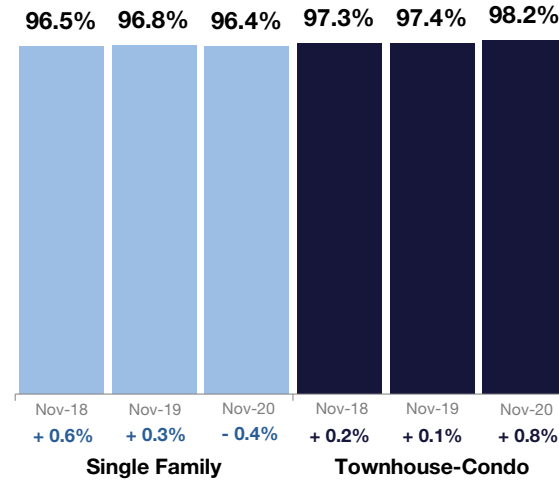
Percent of List Price Received



November

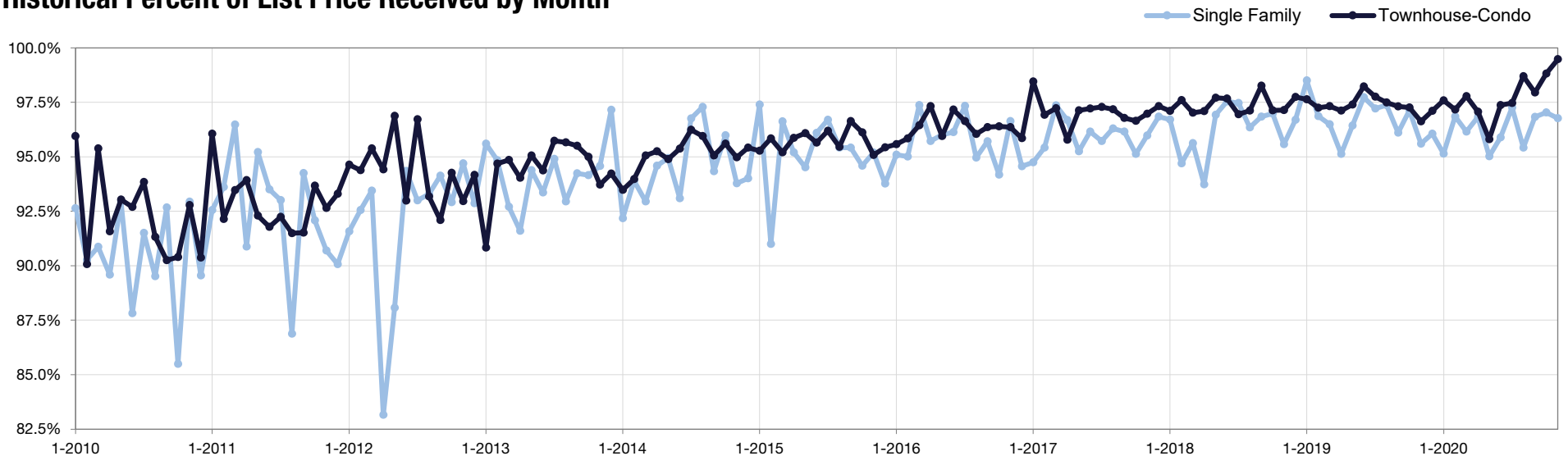


Year to Date



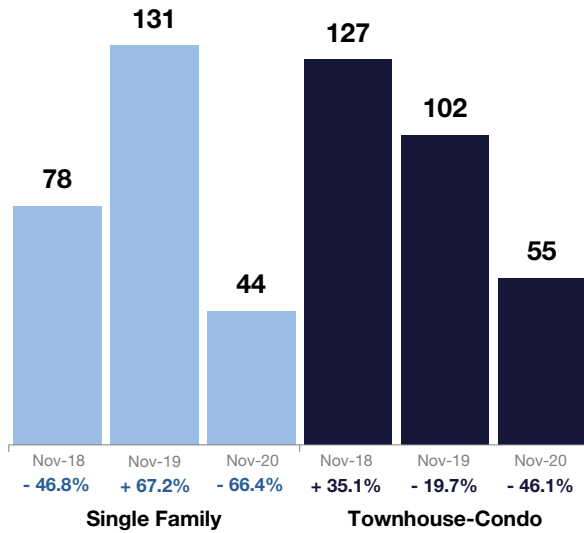
Pct. of List Price Received	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	96.1%	-0.6%	97.1%	-0.6%
Jan-2020	95.1%	-3.5%	97.6%	0.0%
Feb-2020	96.8%	-0.1%	97.2%	0.0%
Mar-2020	96.2%	-0.3%	97.8%	+0.5%
Apr-2020	96.8%	+1.8%	97.1%	0.0%
May-2020	95.0%	-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%	97.9%	+0.6%
Oct-2020	97.0%	-0.1%	98.8%	+1.5%
Nov-2020	96.8%	+1.3%	99.5%	+3.0%

Historical Percent of List Price Received by Month

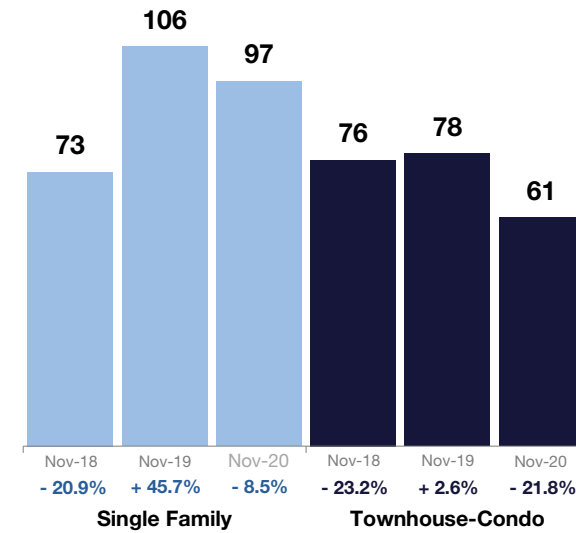


Days on Market Until Sale

November

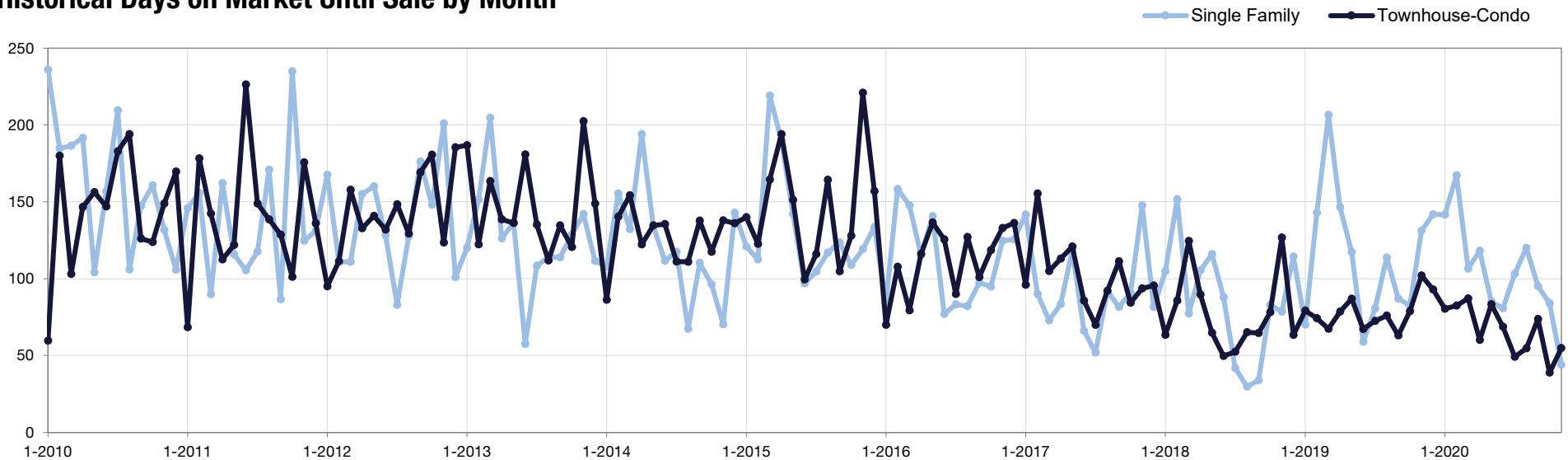


Year to Date



Days on Market Until Sale	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	95	+9.2%	74	+17.5%
Oct-2020	84	+2.4%	39	-50.6%
Nov-2020	44	-66.4%	55	-46.1%

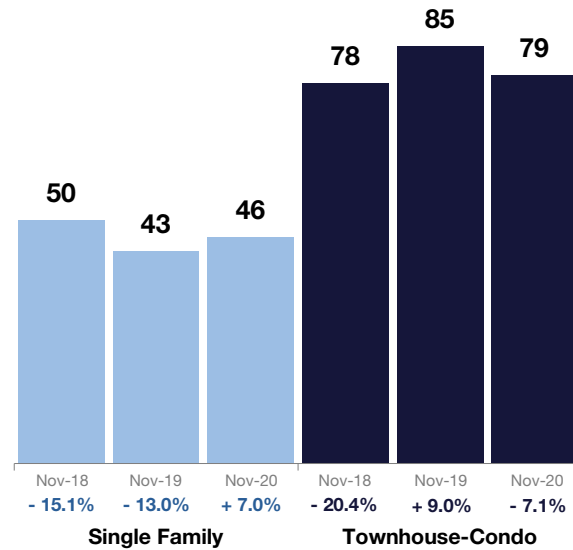
Historical Days on Market Until Sale by Month



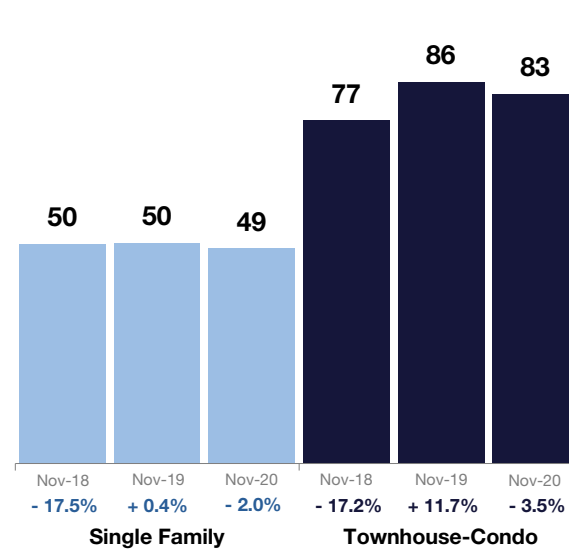
Housing Affordability Index



November

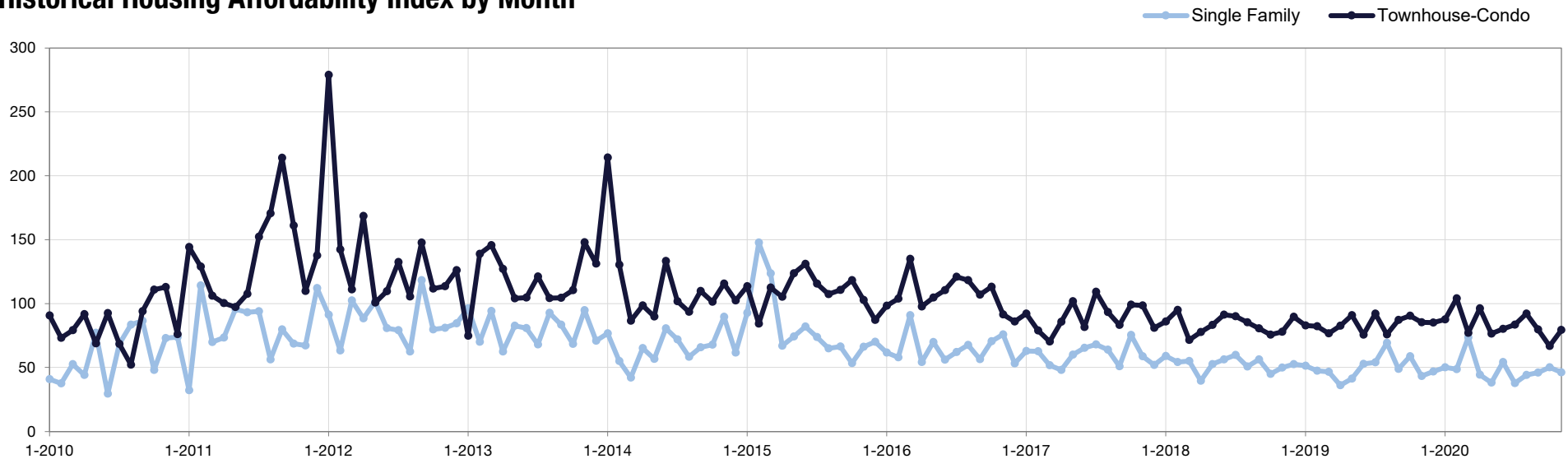


Year to Date



Housing Affordability Index	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	46	-6.1%	80	-8.0%
Oct-2020	50	-15.3%	67	-25.6%
Nov-2020	46	+7.0%	79	-7.1%

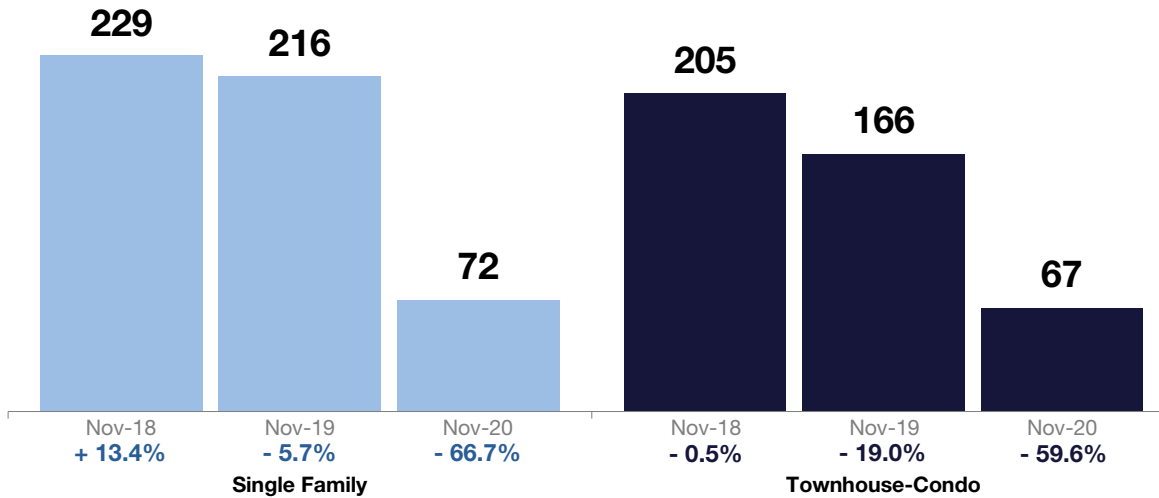
Historical Housing Affordability Index by Month



Inventory of Active Listings

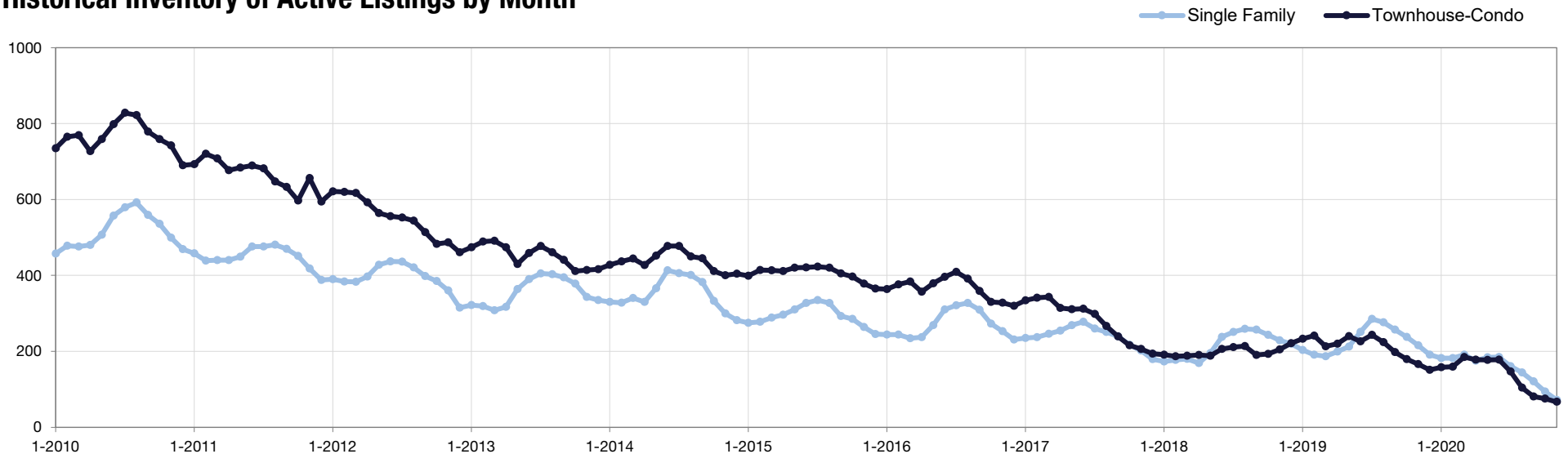


November



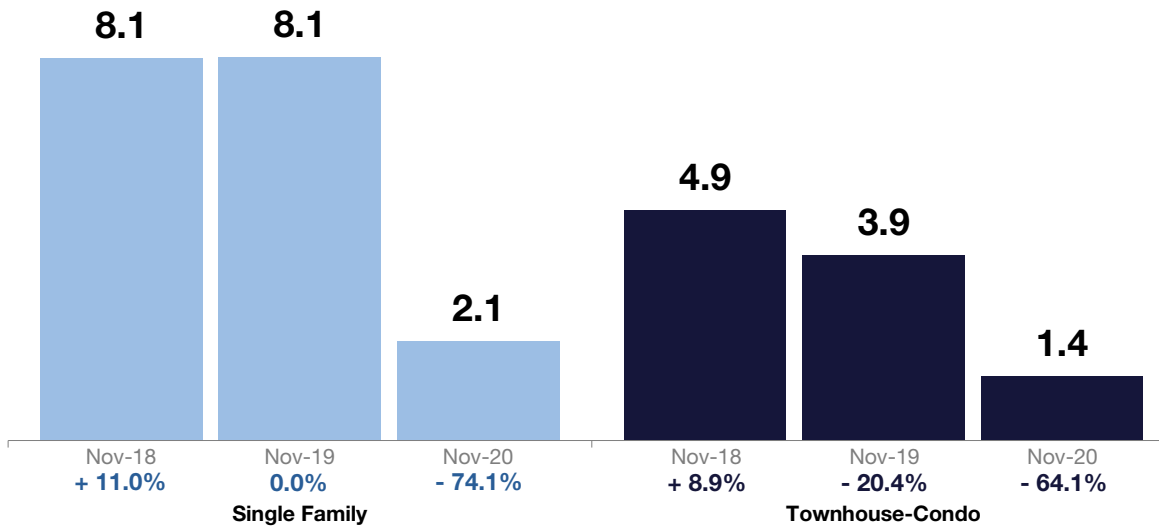
Inventory of Active Listings	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
Dec-2019	191	-13.2%	151	-31.7%
Jan-2020	182	-10.3%	158	-32.2%
Feb-2020	182	-4.7%	159	-34.0%
Mar-2020	191	+2.1%	185	-13.1%
Apr-2020	175	-12.1%	178	-19.1%
May-2020	184	-13.2%	177	-26.3%
Jun-2020	185	-26.3%	178	-21.2%
Jul-2020	161	-43.5%	147	-39.5%
Aug-2020	144	-47.8%	104	-53.6%
Sep-2020	121	-52.9%	81	-59.1%
Oct-2020	94	-60.5%	75	-58.1%
Nov-2020	72	-66.7%	67	-59.6%

Historical Inventory of Active Listings by Month



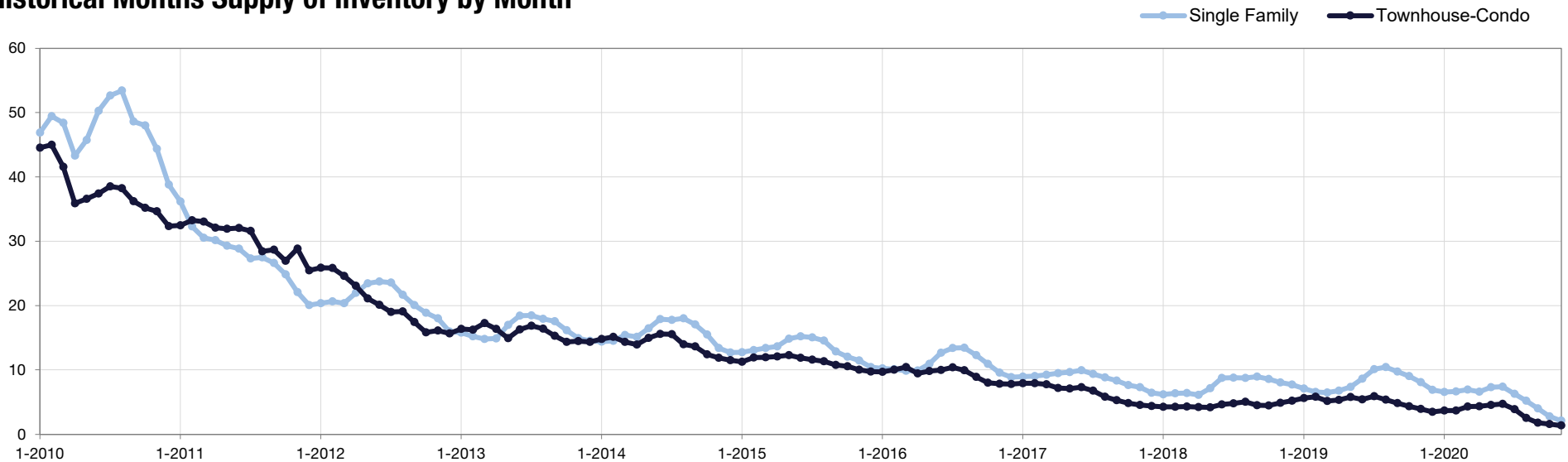
Months Supply of Inventory

November



Months Supply of Inventory	Single Family	Percent Change from Previous Year	Townhouse-Condo	Percent Change from Previous Year
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	7.3	0.0%	4.6	-20.7%
Jun-2020	7.4	-14.0%	4.7	-13.0%
Jul-2020	6.3	-37.6%	3.9	-33.9%
Aug-2020	5.2	-50.0%	2.5	-53.7%
Sep-2020	4.0	-58.8%	1.8	-62.5%
Oct-2020	2.8	-68.9%	1.6	-62.8%
Nov-2020	2.1	-74.1%	1.4	-64.1%

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	11-2019	11-2020	Percent Change	YTD 2019	YTD 2020	Percent Change
New Listings		56	72	+ 28.6%	1,129	1,183	+ 4.8%
Pending Sales		58	76	+ 31.0%	892	1,081	+ 21.2%
Sold Listings		86	126	+ 46.5%	836	977	+ 16.9%
Median Sales Price		\$553,500	\$507,880	- 8.2%	\$460,500	\$560,000	+ 21.6%
Average Sales Price		\$824,966	\$743,755	- 9.8%	\$667,855	\$803,042	+ 20.2%
Pct. of List Price Received		96.2%	98.2%	+ 2.1%	96.9%	97.3%	+ 0.4%
Days on Market		108	66	- 38.9%	93	79	- 15.1%
Housing Affordability Index		66	79	+ 19.7%	80	72	- 10.0%
Active Listings		445	186	- 58.2%	--	--	--
Months Supply		6.0	2.1	- 65.0%	--	--	--

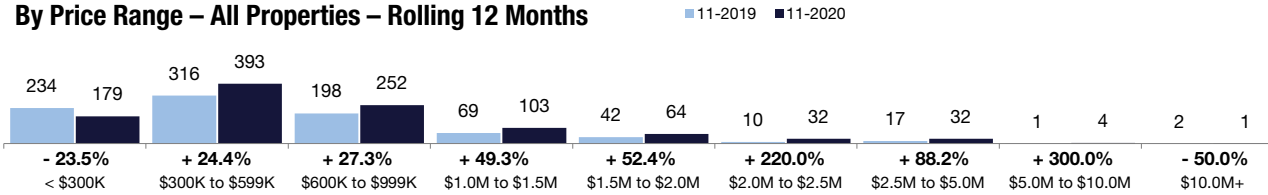
Closed Sales

Actual sales that have closed in a given month.

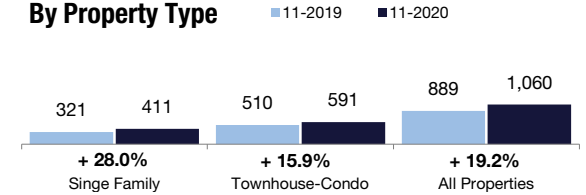


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By Price Range – All Properties – Rolling 12 Months



By Property Type



Rolling 12 Months

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	44	29	-34.1%	140	97	-30.7%
\$300,000 to \$599,999	85	110	+29.4%	223	278	+24.7%
\$600,000 to \$999,999	87	106	+21.8%	111	146	+31.5%
\$1,000,000 to \$1,499,999	45	63	+40.0%	24	40	+66.7%
\$1,500,000 to \$1,999,999	33	43	+30.3%	9	21	+133.3%
\$2,000,000 to \$2,499,999	9	26	+188.9%	1	6	+500.0%
\$2,500,000 to \$4,999,999	15	29	+93.3%	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	321	411	+28.0%	510	591	+15.9%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$299,999 and Below	7	3	-57.1%	9	9	0.0%
\$300,000 to \$599,999	18	13	-27.8%	34	40	+17.6%
\$600,000 to \$999,999	16	7	-56.3%	29	21	-27.6%
\$1,000,000 to \$1,499,999	11	3	-72.7%	10	3	-70.0%
\$1,500,000 to \$1,999,999	8	4	-50.0%	4	2	-50.0%
\$2,000,000 to \$2,499,999	1	3	+200.0%	2	1	-50.0%
\$2,500,000 to \$4,999,999	5	3	-40.0%	0	2	--
\$5,000,000 to \$9,999,999	1	0	-100.0%	0	0	--
\$10,000,000 and Above	1	0	-100.0%	0	0	--
All Price Ranges	68	36	-47.1%	88	78	-11.4%

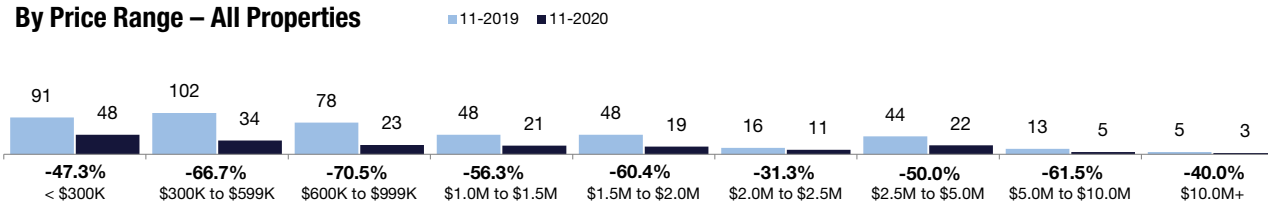
Year to Date

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	40	24	-40.0%	131	88	-32.8%
\$300,000 to \$599,999	79	103	+30.4%	212	256	+20.8%
\$600,000 to \$999,999	81	97	+19.8%	106	138	+30.2%
\$1,000,000 to \$1,499,999	42	60	+42.9%	23	39	+69.6%
\$1,500,000 to \$1,999,999	30	40	+33.3%	9	20	+122.2%
\$2,000,000 to \$2,499,999	8	23	+187.5%	1	6	+500.0%
\$2,500,000 to \$4,999,999	14	23	+64.3%	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	297	375	+26.3%	484	550	+13.6%

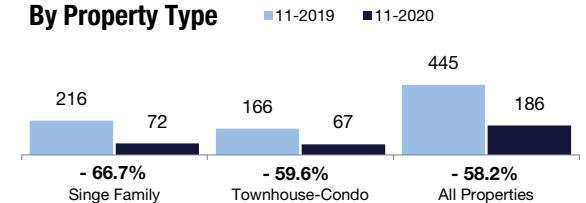
Inventory of Active Listings

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		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	18	7	-61.1%	16	3	-81.3%
\$300,000 to \$599,999	37	14	-62.2%	62	12	-80.6%
\$600,000 to \$999,999	40	4	-90.0%	36	18	-50.0%
\$1,000,000 to \$1,499,999	31	9	-71.0%	17	12	-29.4%
\$1,500,000 to \$1,999,999	30	12	-60.0%	18	7	-61.1%
\$2,000,000 to \$2,499,999	14	6	-57.1%	2	5	+150.0%
\$2,500,000 to \$4,999,999	29	12	-58.6%	14	10	-28.6%
\$5,000,000 to \$9,999,999	12	5	-58.3%	1	0	-100.0%
\$10,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	216	72	-66.7%	166	67	-59.6%

Compared to Prior Month

By Price Range	Single Family			Condo		
	10-2020	11-2020	Change	10-2020	11-2020	Change
\$299,999 and Below	6	7	+16.7%	5	3	-40.0%
\$300,000 to \$599,999	19	14	-26.3%	19	12	-36.8%
\$600,000 to \$999,999	7	4	-42.9%	18	18	0.0%
\$1,000,000 to \$1,499,999	14	9	-35.7%	14	12	-14.3%
\$1,500,000 to \$1,999,999	15	12	-20.0%	6	7	+16.7%
\$2,000,000 to \$2,499,999	8	6	-25.0%	6	5	-16.7%
\$2,500,000 to \$4,999,999	16	12	-25.0%	7	10	+42.9%
\$5,000,000 to \$9,999,999	5	5	0.0%	0	0	--
\$10,000,000 and Above	4	3	-25.0%	0	0	--
All Price Ranges	94	72	-23.4%	75	67	-10.7%

Year to Date

By Price Range	Single Family			Condo		
	11-2019	11-2020	Change	11-2019	11-2020	Change
\$299,999 and Below	18	7	-61.1%	16	3	-81.3%
\$300,000 to \$599,999	37	14	-62.2%	62	12	-80.6%
\$600,000 to \$999,999	40	4	-90.0%	36	18	-50.0%
\$1,000,000 to \$1,499,999	31	9	-71.0%	17	12	-29.4%
\$1,500,000 to \$1,999,999	30	12	-60.0%	18	7	-61.1%
\$2,000,000 to \$2,499,999	14	6	-57.1%	2	5	+150.0%
\$2,500,000 to \$4,999,999	29	12	-58.6%	14	10	-28.6%
\$5,000,000 to \$9,999,999	12	5	-58.3%	1	0	-100.0%
\$10,000,000 and Above	5	3	-40.0%	0	0	--
All Price Ranges	216	72	-66.7%	166	67	-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.