

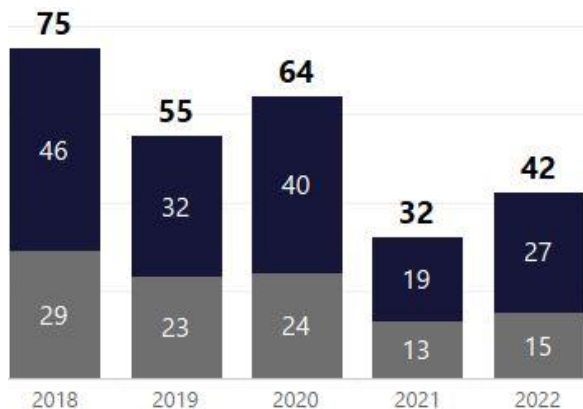
Routt County Housing Market

Home prices, along with transaction volume, continue to paint a picture of a changing real estate landscape in Routt County. According to REcolorado data, the median closed price of a home in Routt County in December was more than \$1.4M, 78% higher than last year and 192% more than just 5 years ago. The number of home closings, as a result, was down 62% from last year and 29% from last month. Buyer activity is down year over year but saw a slight uptick from last month with the number of listings with contracts pending up 16%. The Routt County housing market saw a boost in inventory levels in December, especially in the \$1M+ price ranges. Sellers brought 42 fresh listings to the market, 23 of which at the \$1M or more price point. At the close of December, there was 127 active listings of homes for sale in Routt County, which is more than double compared to last year. Just over 65% of those active listings are priced at \$1M or above.

127 Active Listings	\$1,670,694 Average Closed Price	32 Listings Closed	55 Median Days in MLS
42 New Listings	\$1,431,813 Median Closed Price	29 Pending Listings	17 Weeks of Inventory

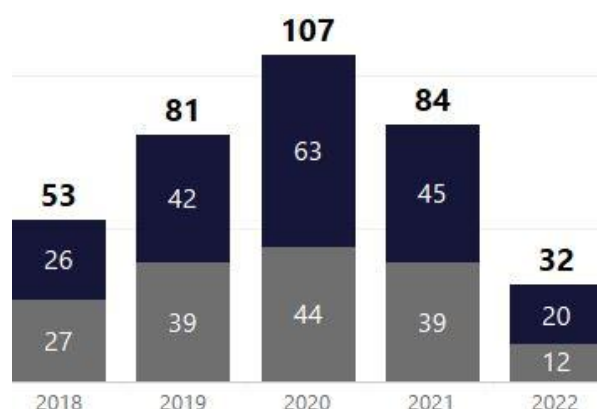
NEW LISTINGS

+31% Year Over Year | +75% Month Over Month



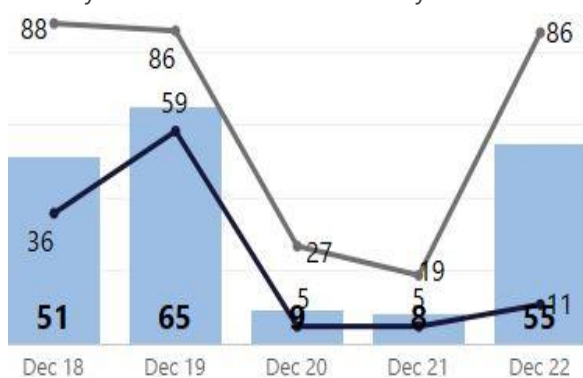
CLOSED LISTINGS

-62% Year Over Year | -29% Month Over Month



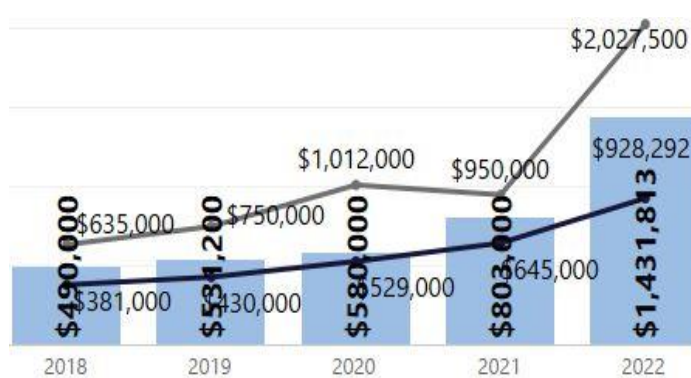
MEDIAN DAYS IN MLS

+47 Days Year Over Year | +26 Days Month Over Month



MEDIAN CLOSED PRICE

+78% Year Over Year | +65% Month Over Month



■ Condo/Townhome/Multi-Family ■ Single-Family Residential

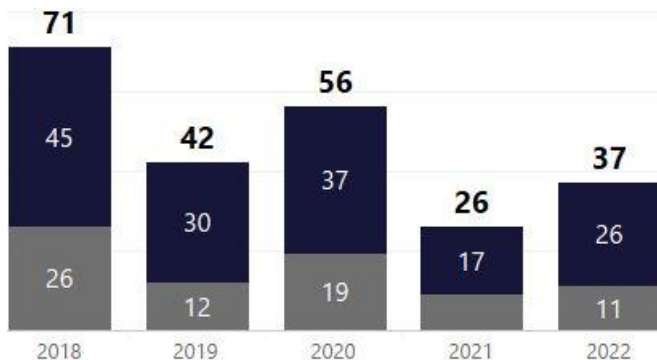
Steamboat Springs Housing Market

The Steamboat Springs Housing Market saw a decrease in buyer activity compared to last December with closings down 57% and the number of listings in Pending status down 16%. Compared to November, there was a slight uptick in the number of homes pending sale, which is a leading indicator for closings in the upcoming months. Home values continued to rise with a 70% increase in median home price from last year. The median price of a single-family home (detached) jumped above \$2M as 4 of the 11 homes closed at a price of \$3M or more. At the close of December there were 97 listings actively available for sale in Steamboat Springs. Inventory levels are up thanks to sellers bringing more fresh listings to the market. The number of New Listings is up 42% from last year, which will bring buyers more choices, especially in the \$1-3M price ranges.

97 Active Listings	\$1,735,074 Average Closed Price	30 Listings Closed	63 Median Days in MLS
37 New Listings	\$1,466,563 Median Closed Price	26 Pending Listings	14 Weeks of Inventory

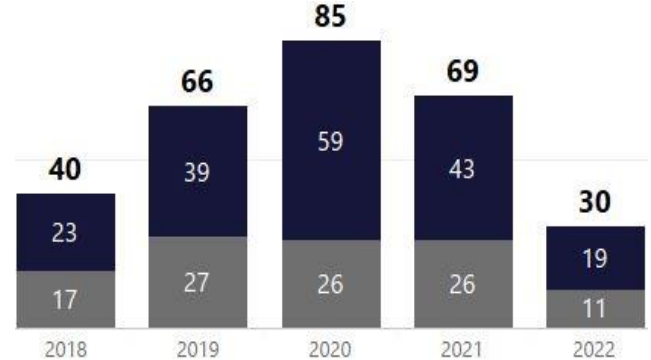
NEW LISTINGS

+42% Year Over Year | +164% Month Over Month



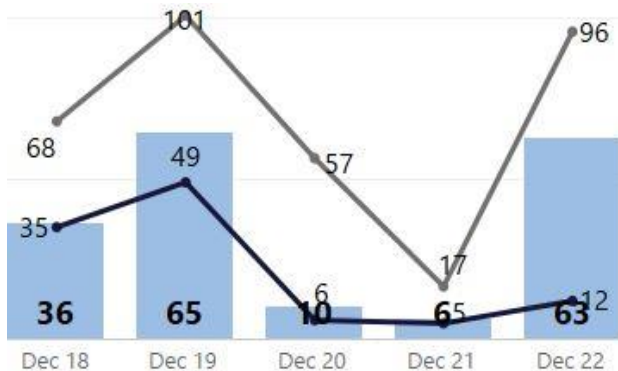
CLOSED LISTINGS

-57% Year Over Year | -14% Month Over Month



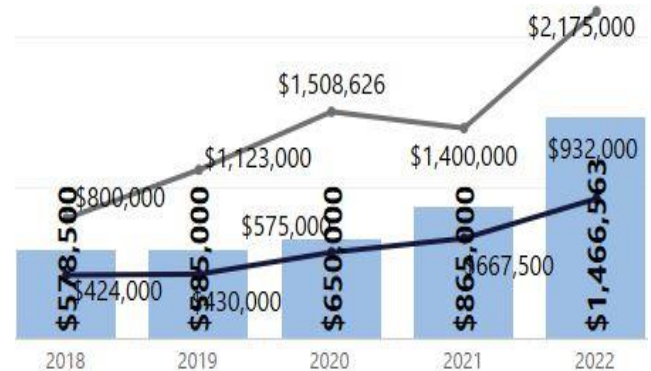
MEDIAN DAYS IN MLS

+57 Days Year Over Year | +31 Days Month Over Month



MEDIAN CLOSED PRICE

+70% Year Over Year | +40% Month Over Month



■ Condo/Townhome/Multi-Family ■ Single-Family Residential