

STEAMBOAT SOTHEBY'S INTERNATIONAL REALTY

2015 MARKET REPORT



Steamboat | Sotheby's
INTERNATIONAL REALTY

MAIN OFFICE 970.879.8100 | MOUNTAIN 970.879.7800 | DOWNTOWN 970.870.8885 | STEAMBOATSIR.COM

LOOKING BACK AT THE 2015 REAL ESTATE MARKET

Since 2009, when the Steamboat Springs MLS reported its lowest # of transactions in over 20 years at 467, and subsequent reduction in property values, where in 2012 the average purchase price dropped to \$440K, the market has steadily and systematically climbed out of the doldrums. In 2015, the market posted the fifth best year ever in total dollar volume at \$530M, and # of transactions with 1,074, for an avg price of \$493,033. With a 5% increase in transactions from 2014 to 2015, one would expect that an increase in dollar

volume would follow, but it actually remained relatively flat. This is largely due to more pronounced activity in properties under \$500K, and the fact that land sales, with a median price of only \$179K, represented a more significant number of the transactions.

On the residential side, there were 103 single family home sales within Steamboat city limits (-13% from 2014), but median price increased \$108K to \$775K (+16%). Single family home sales increased 15% outside of Stmbt, possibly because of more affordable

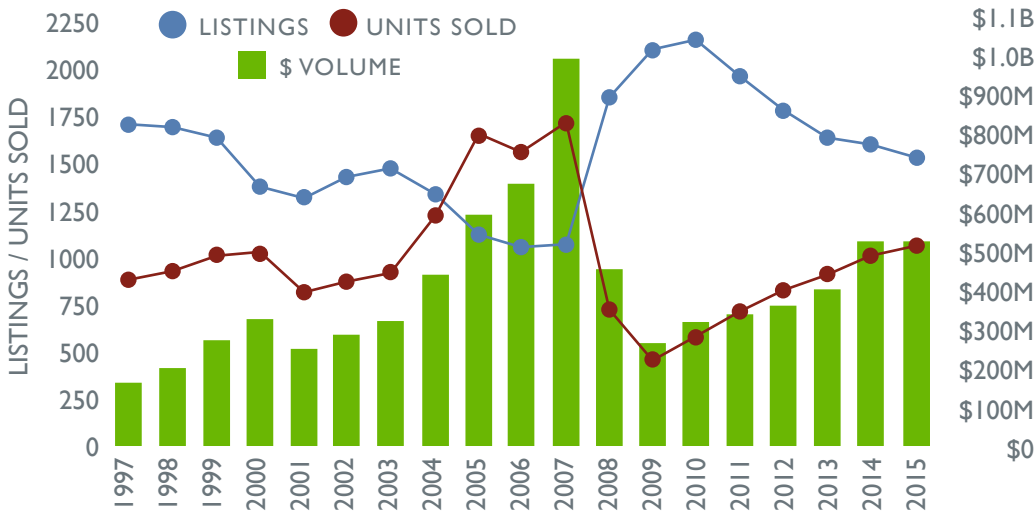
options in neighboring communities.

Condo sales were the strongest since 2007 with 284 sales (+13%) at a median price of \$298,500 (+9%).

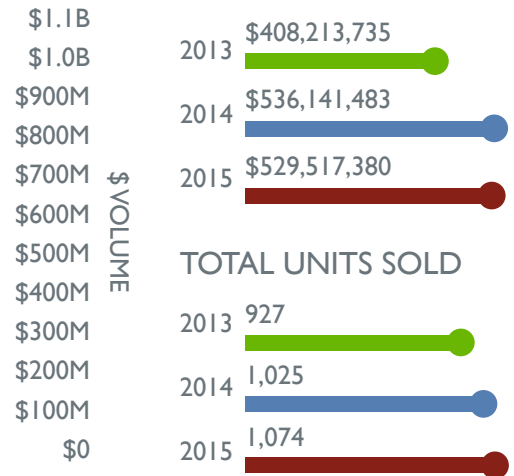
Listings in 2015 dropped to 1573; the lowest level the market has seen since 2007, and this lack of supply will likely increase pricing pressure. Further, with the excitement of the revitalization efforts at the mountain and downtown, it is reasonable to expect the real estate market in Ski Town, USA, to continue on its upward path.

REAL ESTATE SNAPSHOT – PAST 19 YEARS

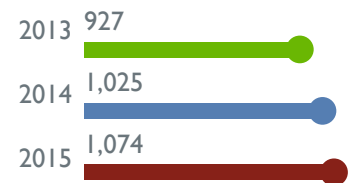
Number of Listings, Units Sold and Dollar Volume



TOTAL \$ VOLUME



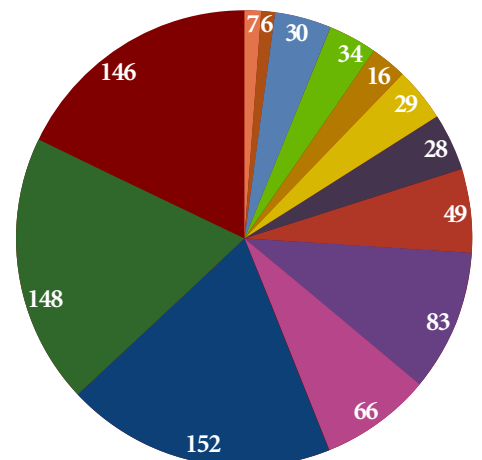
TOTAL UNITS SOLD



ROUTT COUNTY PRICE POINT SUMMARY BY UNITS SOLD

Single Family Homes, Townhomes, and Condominiums

PRICE RANGE	UNITS SOLD	PERCENT OF MARKET	TOTAL \$ VOLUME
Less than \$200,000	146	18%	\$21,463,675
\$200,001 to \$300,000	148	19%	\$37,042,650
\$300,001 to \$400,000	152	19%	\$53,386,600
\$400,001 to \$500,000	66	8%	\$29,951,349
\$500,001 to \$600,000	83	10%	\$46,217,575
\$600,001 to \$700,000	49	6%	\$31,602,455
\$700,001 to \$800,000	28	4%	\$20,835,900
\$800,001 to \$900,000	29	4%	\$24,404,500
\$900,001 to \$1,000,000	16	2%	\$15,180,850
\$1,000,001 to \$1,500,000	34	4%	\$42,175,950
\$1,500,001 to \$2,000,000	30	4%	\$53,177,500
\$2,000,001 to \$2,500,000	6	1%	\$13,473,000
\$2,500,001 to \$3,000,000	1	0%	\$2,600,000
Over \$3,000,000	7	1%	\$34,150,000

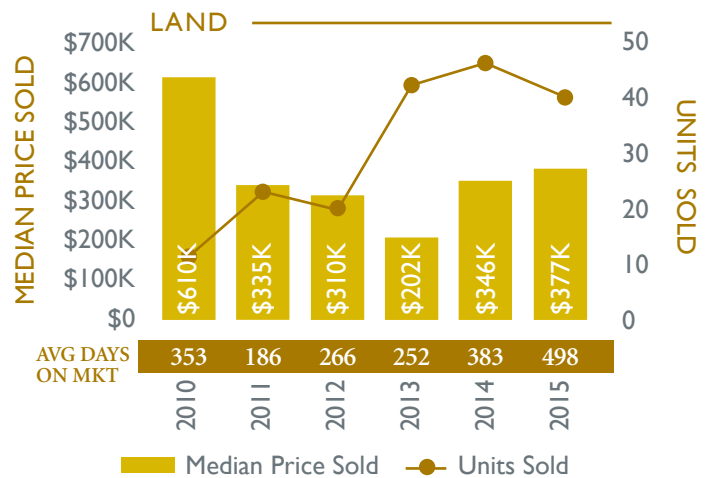
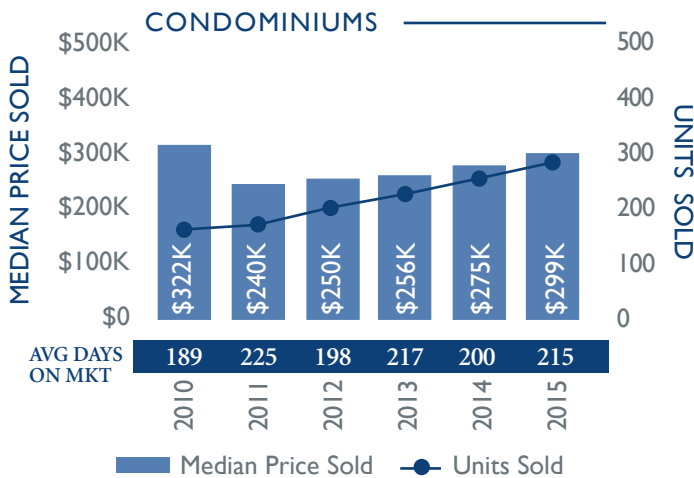
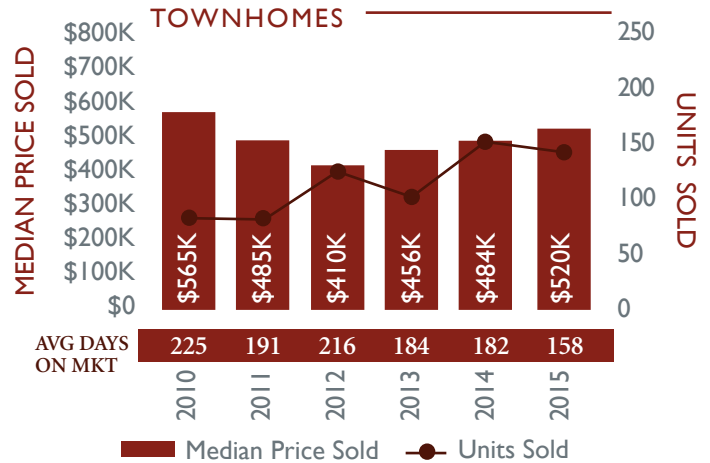
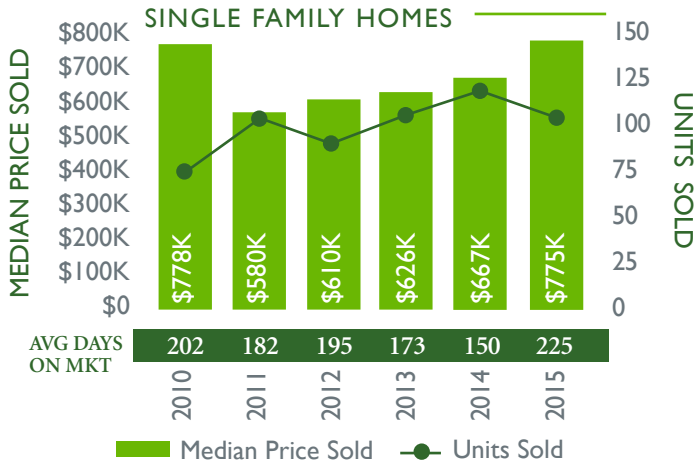


Data Excludes Timeshares, Fractionals, Land & Commercial



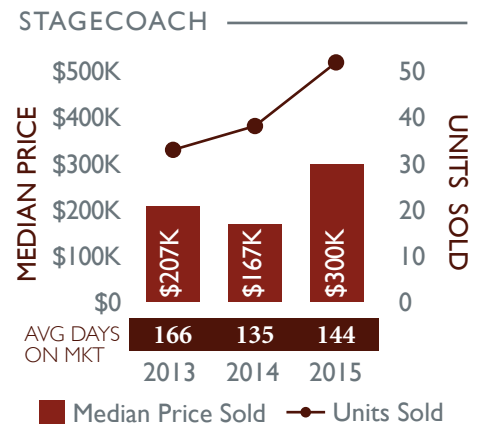
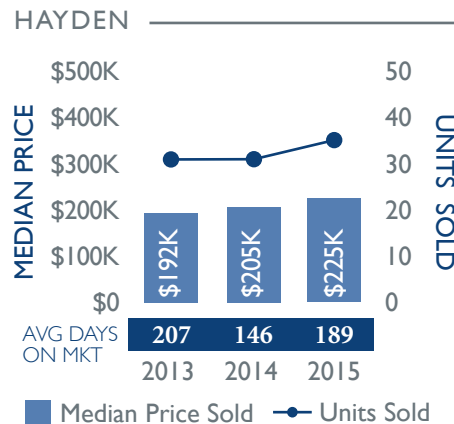
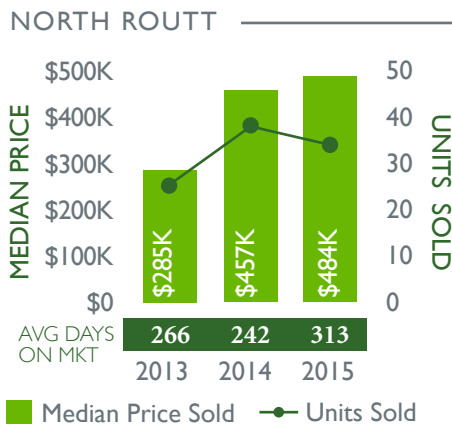
STEAMBOAT SPRINGS – Downtown, Fish Creek and Mountain Areas

Median Price Sold, Units Sold, and Average Days on Market



SURROUNDING COMMUNITIES – Single Family Homes, Townhomes, and Condominiums

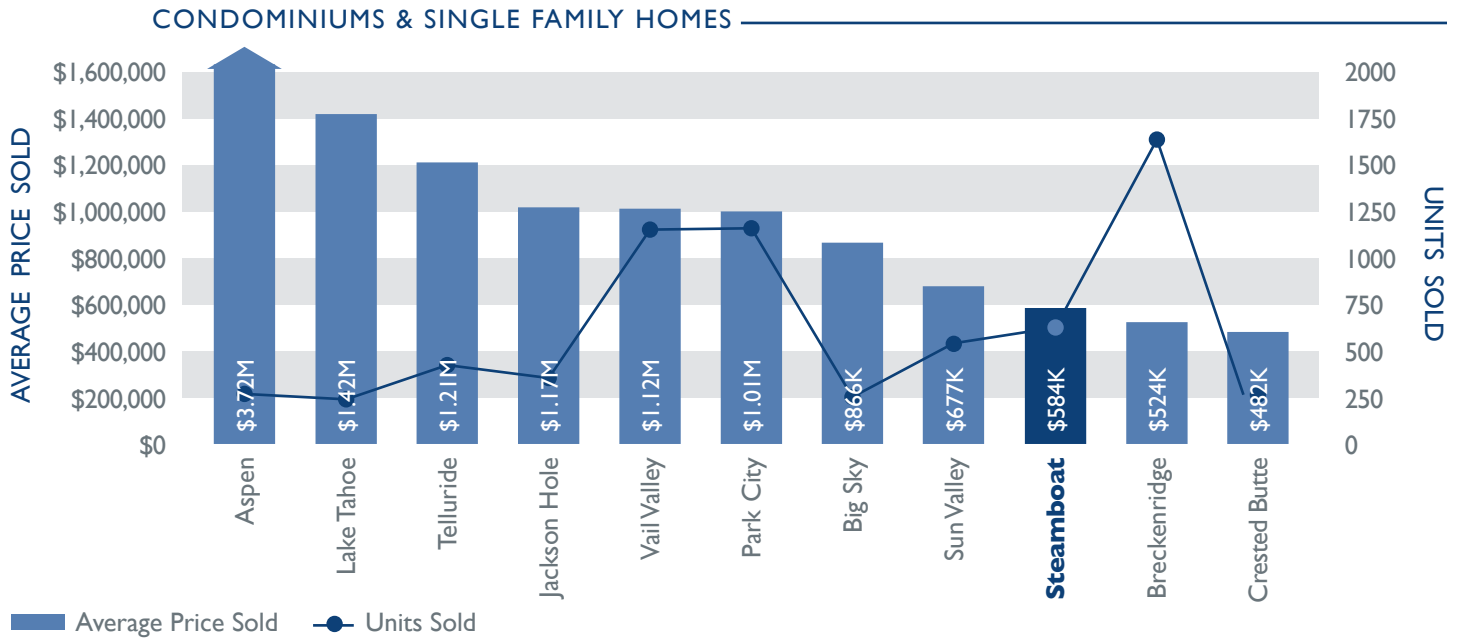
Median Price Sold, Units Sold, and Average Days on Market





STEAMBOAT COMPARED TO OTHER RESORTS

Average Sold Price and Units Sold

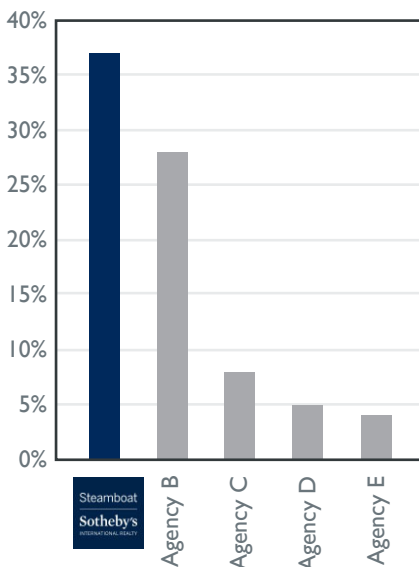


Above information provided by individual Rocky Mountain MLS areas where a Sotheby's office exists.

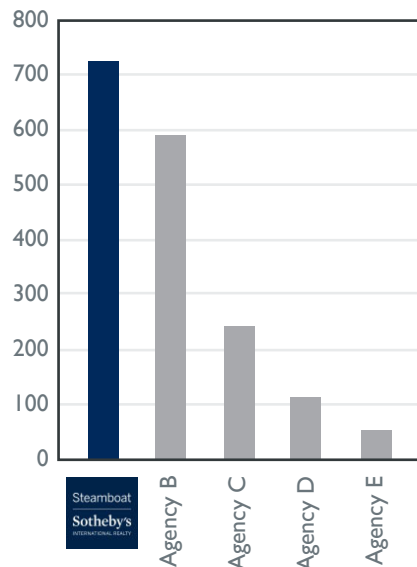
MARKET SHARE 2015

Top 5 Real Estate Agencies in Steamboat

% VOLUME SOLD IN 2015



UNITS SOLD IN 2015



Above information provided by Doug Labor, Steamboat Springs MLS

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NOW 3 LOCATIONS

Steamboat Sotheby's now has three locations to serve clients' needs.



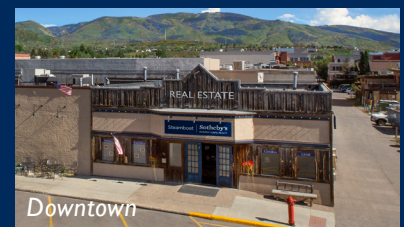
Main Office

610 MARKETPLACE PLZ



Mountain

1855 SKI TIME SQUARE DR



Downtown

56 NINTH STREET