



**DOUG LABOR**  
ABR, ABRM, CEBA, CRS, GRI, e-PRO, RRP

970.846.0661  
dlabor@buysteamboat.com



November 2019

## Steamboat Market Leveling Off?

For the first time in a decade, sales and dollar volume dropped over the first three quarters of the year and listings have increased. Signs are pointing to a leveling of the market for the first time since its crash in 2009.

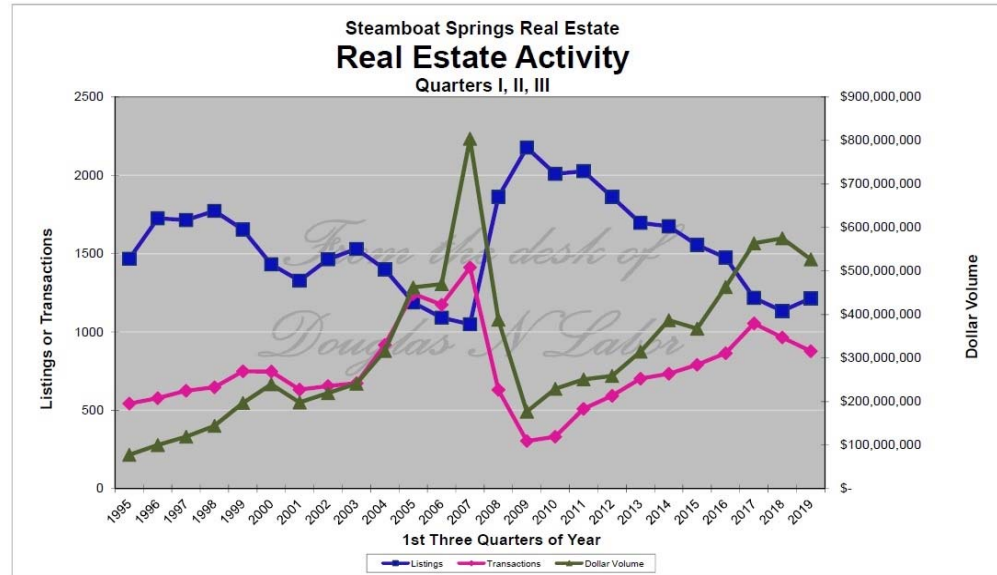
The 1,134 listings the market had in 2018, which was the third lowest number of properties for sale since 1985, went up 7% in 2019 to 1,215. From a buyer's perspective, that is not necessarily a bad thing, as over the past three years they have had few options to consider for purchase.

With the added inventory, it seems that buyers would act on the additional options. However, the opposite has occurred with a 9% drop in transactions (964 to 877) from 2018 to 2019.



Looking closely at the type of properties that have sold, land sales have taken a substantial hit over the last few years (purple line in following graph). The first three quarters of 2017 saw 200 land transactions. Two-thousand eighteen posted 174 and in 2019 there were 120. That's 54 fewer than 2018, and 80 fewer than 2017. Post-crash land sales have been hurt mainly by construction costs and contractor availability. Also evident on the graph is the shot in the arm land sales received in the Stagecoach area from the anticipation of the sale of the Stagecoach Ski Area, which eventually fell through.

Another reason, though to a lesser degree, transactions have declined over the past two years is from a decline in condo sales. Lower inventories have hurt the condo market, and as of the end of QIII 2019, a five-month supply existed, while single family home inventory has an eight-month supply. Historically condo and single-family home sales track nearly the same.



Although purchases of Steamboat condos have dropped in 2019 from 2018 and 2017, median dollar-per-square foot values increased in 2019 by 18% over two years, to \$372/sf, and median prices increased 8% to \$354,000. The number of Steamboat Springs single family homes have leveled off, yet \$/sf values from 2017 to 2019 increased 20% to \$379/sf, and median price increased a whopping 28% over the past two years to \$1,075,000! Overall listings may be increasing, but the most desirable property types in the most desir-

cont...

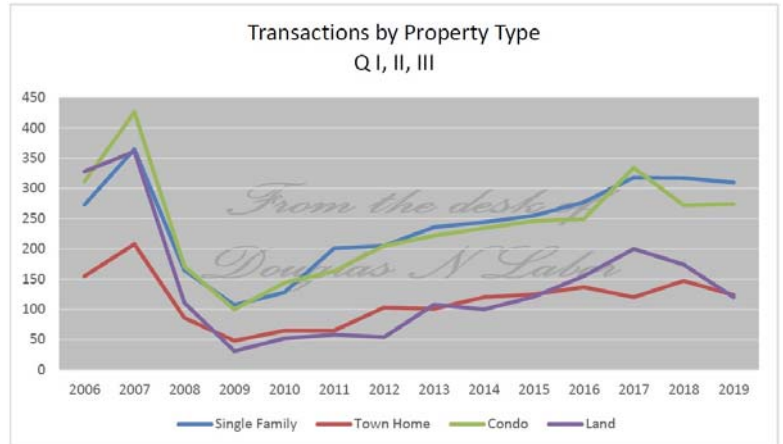
## Steamboat Market Leveling Off?

able locations continue to appreciate.

### Steamboat Monopoly

It is always interesting to see the inner workings of real estate markets and to understand the trends as they ebb and flow.

In traditional communities, people primarily buy or sell as they move in or out of the city or town where they reside. In Steamboat Springs, which is not only considered a traditional market, but also a resort community, there are several additional reasons people buy or sell properties. In addition to a primary residence, other common intentions can be a family vacation home, investment property, or retirement home. But whatever their initial motivation, real estate needs can change over time, and there appears to be more frequently moving of longstanding Steamboat owners than ever before.



Just this past year I assisted 15 clients who either moved up or down in size or simply to a different property. These included:

- ◆ Clients who, in 2001 purchased a slope side 841 square foot Storm Meadows condo, then in 2007 bought a 2,900-sf townhome on the golf course, then in 2019 a single-family home in the same neighborhood as the townhome.
- ◆ Out of state clients who bought a three-bedroom Timbers Condominium in 2009, a mountain-area townhome in 2011, and upon retirement, sold their primary home and bought a single-family home on the Rollingstone Ranch Golf Course.
- ◆ A local family who bought a home in Hayden in 2013, then as their kids and space needs grew, purchased a larger residence just a block away from their prior home.
- ◆ An executive who owned a 1,900 sf Cornerstone townhome since 2015 sold it to buy a 3,800-sf townhome for retirement on Fish Creek.
- ◆ In 2010 a client bought a fixer-upper near the mountain and lived in it part time while his contractor made the renovations. They then purchased a tear-down cabin in the middle of town on a beautiful 3.5-acre parcel, and built a 7,500-sf home, lived in it for a few years, then sold it to move into a 6,900-sf home just a block away.

The important take-away from these examples is that the residents of Steamboat love Steamboat. No matter what the market does (or doesn't do), Steamboat Springs is the place they want to be. The constant turnover of property from one owner to the next is always happening, no matter if people are moving up, down or sideways in their real estate needs.

### ABOUT DOUG...

*Doug Labor has over 35 years of real estate experience, including executive level positions with some of the largest ski and golf resorts in North America. He is the General Manager of Sotheby's downtown Steamboat Springs office. What he enjoys most in his real estate practice is providing imaginative, yet logical and valuable guidance in helping clients reach their goals. His industry knowledge and service have been recognized by both clients and peers as one of the premier brokers in Steamboat, with the 2005 and 2014 Steamboat Springs REALTOR of the Year and 2012 and 2014 "Best of the Boat" Real Estate Agent awards. Doug's clients appreciate his unsurpassed market knowledge and keen negotiating skills working for them, as well as the professional work ethic and personal care he delivers to each and every client, no matter if they are in the luxury or introductory market.*



*To receive my monthly e-newsletter (including Best Buys), learn more about the market, or discuss how to put me to work, contact me at...*

970.846.0661 | [dlabor@buysteamboat.com](mailto:dlabor@buysteamboat.com) | [www.buysteamboat.com](http://www.buysteamboat.com)