



The Best Way to Buy Real Estate in Steamboat



# Steamboat

Real Estate Analyst & Newsletter

January, 2011

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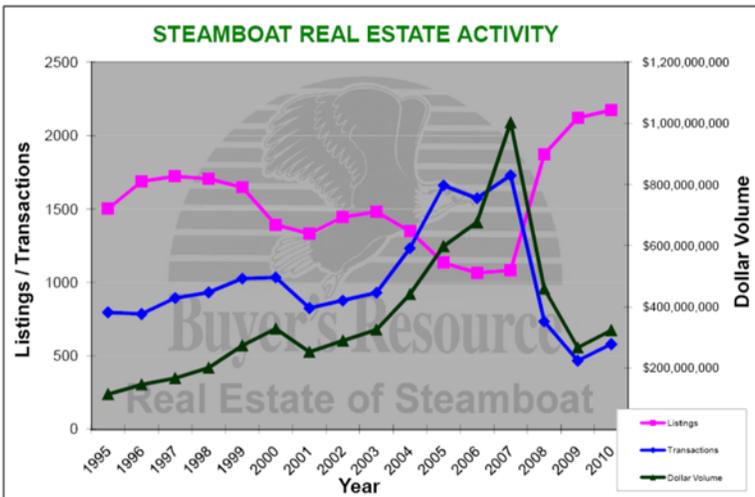


*Dedicated to serving buyers in the Steamboat marketplace.*

## Did 2010 Buyers Time the Market?

The Steamboat Springs area real estate market took a turn for the better in 2010, but whether or not this trend continues will be left to answer in future times. The 580 transactions posted by the Steamboat Springs Multiple Listing Service showed a 24% increase from the 467 in 2009, and the \$324 million in total dollar volume was a 21% increase over the prior year's total of \$267 million. The uptick in activity is most likely from seller's acknowledging and adjusting to current market conditions and buyers acting with intuition that the market is poised to improve. This buyer reaction is evidenced by the year-over-year drop in the median price of all property types, which was from \$351,250 in 2009 (2009 saw the least amount of market activity dating back to 1995) to \$330,000 in 2010.

The product type that realized the most significant increase in purchases is undeveloped land. Lot sales totaled a mere 49 in 2009, but notched 80 in 2010...a healthy 63% increase. Median price in this category increased from \$150,000 to \$195,000. This interest in vacant land could bring about an increase in construction activity in the near future.



The least expensive lot purchase in 2010 was located in Stagecoach. The .92 acre High Cross lot was originally listed for \$20,000, was reduced to \$7,500 in November of 2009 and closed a few months later at asking price. The most expensive land purchase was a 733 acre multiple parcel purchase for \$4,750,000. A sportsman's paradise, the property included 160 acres with Elk River frontage and a 415 acre parcel bordered on three sides by national forest and Big Creek flowing through the middle.

On the residential side, single family homes, which typically make up a quarter of the overall market, saw a slight increase in median price from '09 by going from \$445,000 to \$450,000. Total single family home purchases increased by 17%. In 2006 the median price of a single family home was

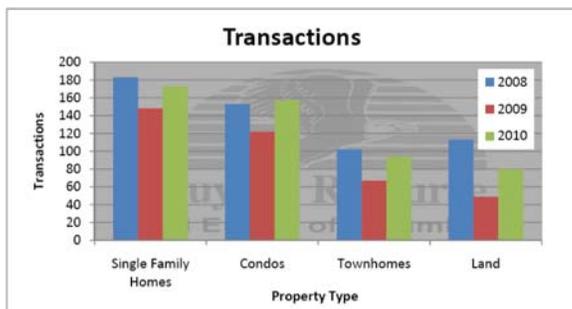
\$451,500. The least expensive buy was a two bedroom, one bath, and 873 square foot bank-owned home in fair condition in Phippsburg for \$23,500. Sitting on the other end of the spectrum was a beautiful 8,823 square foot, five bedroom residence situated on nearly 21 acres in the south valley for \$4,300,000. The property was listed for \$5,450,000 and on the market for 381 days.

Although condominium financing is still difficult to secure for certain projects, condo sales jumped 29% in 2010 to 157. To generate interest and adjust to the current market conditions, developers of several new projects reduced prices for a limited number of sales by 25% and some even 30%. Buyers quickly seized those opportunities and left people who hesitated out of what could have been an excellent buy. One of those projects was Edgemont, located upslope from the Gondola terminal building, where a three-plus bed-

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If you would like us to conduct a personal property search, please give us a call, toll free, at 877.970.8885.

room, three bath, 1,882 square foot 7<sup>th</sup> floor penthouse was purchased for \$2,594,000 (\$1,378 per square foot), and was the most expensive condo purchased in 2010. On the other side of the spectrum was a foreclosed, one bedroom and bath 584 square foot Walton Village condo that was only on the market for 112 days and purchased for \$80,000 (\$137 per square foot). This type of activity resulted in a 16% median price drop for condominiums in 2010 to \$310,000 from \$369,000 in 2009.



Townhomes enjoyed the largest gain in interest in 2010 from the prior year at 40%, going from 67 to 94. Contributing to this increase could have been price reductions, which also gave townhomes the award for the greatest median price reduction of 18% - a full \$100,000 decrease to \$465,000. There were a number of significant reductions of townhomes in Stagecoach. Selling at market peak in 2007 for up to \$300,000, one of the three bedroom, 1,400 square foot townhomes were purchased in 2010 for \$78,000, while another one was purchased for \$1,000 more. A slopeside four bedroom, five bath, 5,230 square foot residence with an elevator, heated walkways, several stone fireplaces and commercial-grade gourmet kitchen was the highest priced townhome that was bought in 2010. Originally listed at \$3,740,000, the property was reduced to \$2,900,000 and eventually sold for \$2,400,000.

The historic low interest rates that were available in 2010 may not be seen again in 2011, but are still very reasonable. However, as the economy improves, rates will most likely increase making the cost of ownership higher. Right now buyers have an excellent selection of properties to consider, with sellers continuing to compete with one another to attractively price their property. Furthermore, there were only 6 MLS purchases in 2009 that were foreclosures. In 2010 buyers saw opportunities where they bought 77 foreclosures. As of January 12, there were 52 foreclosure listings. Should this number begin to decrease, and as other market factors change, 2010 may be known as the "Year for Buyers."



## Upcoming Steamboat Events

**Help Us Celebrate Our Grand Opening By Visiting Our New Office!**

### January

- 14 - Keller Williams Concert
- 18 - 37th Annual Cowboy Downhill
- 26 - Extaxis Tango Quartet at Strings Pavilion

### February

- 2 - 6 98th Annual Winter Carnival / 5th & 6th Downtown

### Events

- 14 - Valentines Day Torchlight Parade & Fireworks
- 22 - Daily & Vincent Concert at Strings Pavilion
- 26 - Free Rock the Boat Concert
- 26 - March 5 National Brotherhood Ski Summit

### March

- 4 - Free Rock the Boat Concert
- 5 - Steamboat Pentathlon
- 17 - St Patrick's Day Torchlight Parade & Fireworks
- 18 - Downtown Sidewalk Sales
- 19 - Free Rock the Boat Concert
- 25 - 26 Ski4 Yellow
- 26 - Free Rock the Boat Concert
- 22 - Steamboat Springs Orchestra Spring Concert

### April

- 2 - Free Rock the Boat Concert
- 10 - Last day of skiing, Free Rock the Boat Concert

### Buyer Tip of the Month

*When buying a short sale property, delete the clause giving the seller the ability to consider and accept other offers while the offer is being submitted to the seller's lender.*



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