



# The Best Way to Buy Real Estate in Steamboat



## Steamboat

Real Estate Analyst & Newsletter

April, 2008

Douglas Labor, Editor



**Doug Labor**, GRI, RRP, ABR, ABRM, CEBA  
Broker / Owner

**Ulrich Salzgeber**, Broker / Associate, ABR

**Mary Labor**, Administration / Owner

Office: 970.870.8885

Toll Free: 877.970.8885

Web Site: [www.BuySteamboat.com](http://www.BuySteamboat.com)

*Dedicated to serving buyers in the Steamboat marketplace.*

## Real Estate Market Takes a Breather

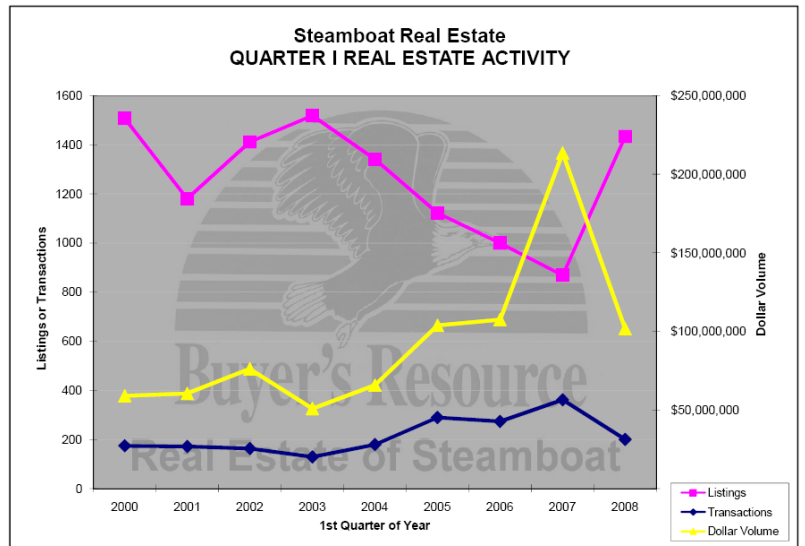
The Steamboat Springs real estate market gave a record performance in 2007 following announcements of the proposed purchases of the Steamboat Ski Area by Intrawest, ULC, as well as the Sheraton holdings in Ski Time Square by Cafritz Interests and Starwood, Inc., the Bear Claw III parcel by The Atira Group and Brown parcel west of town by a Las Vegas based development group. That news has now passed and all deals have closed. But now it appears national news has influenced our local market. With an unstable lending climate, concerns over a slowing national economy and election year jitters, the first quarter of 2008 produced lower than expected results.

In a quarter that is typically the slowest of the year, the first quarter of 2008 saw the Steamboat Springs Multiple Listing Service post a total of 226 transactions; 37% fewer than the 2007 high but 2% greater than the eight year average since 2000. Dollar volume was \$116 million, 46% below Q1 of 2007 but 27% higher than the average since 2000. Trend analysis for the past 13 years calculates dollar volume should have been approximately \$135 million and 250 transactions. The \$320,000 median price for all real estate transactions was 9% below the prior year's first quarter.

As of the close of the first quarter the Steamboat Springs MLS had 1,450 listings. This number was 869 in 2007, which stands as the lowest supply the MLS has had at the close of any quarter going back as far as 1995. The average number of listings in that time has been 1,452. A 13 year trend analysis estimates listings should have been around 1,150 for this quarter.

The biggest drop in activity was in land sales; a 64% decrease in transactions (35 from 96) and 47% over the average since 2000. Land inventory has been dropping over the past several years, and this under supply is reflective in the median price increasing nearly 30% over the past year from \$287,000 to \$372,800. Land transactions ranged from a .26 acre unbuildable lot in Steamboat Lakes subdivision to a 44 acre parcel with a quarter-mile of Soda Creek in the Moose Tracks subdivision in Strawberry Park for \$2,500,000. It should also be noted that the 538 acre Brown parcel closed in the first quarter of 2007 for \$24,609,000.

The property type that realized the greatest gain was in the commercial sector, where 40 sales were posted. Of these 40 *continued...*



Additional information on the Steamboat real estate market can be found by visiting our web site, at [www.BuySteamboat.com](http://www.BuySteamboat.com).

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

sales, 30 were at the Hayden Airport Garages, a garage / storage facility next to the Yampa Valley Regional Airport. Commercial transactions typical for this time of the year average four.

On the residential side, the 151 transactions were 42% off of 2007, but right at the eight year average. Regardless of this drop from 2007, there was a 3.7% median price increase to \$372,800. Total sales volume went from \$146 million in Q1 of 2007 to \$87 million, a 40% decline but still 29% higher than average.

Condominium transactions dropped from 93 in the first quarter of 2007 to 56 in Q1 '08. However the median purchase price went from \$330,000 to \$357,500, and sales ranged from a one bedroom and bath 452 square foot remodeled condo downtown at \$218,153 to a slopeside four bedroom and four bath 2,272 square foot Antlers condominium for \$2.5 million – calculating at \$1,100 per square foot. This is the first time an MLS condominium sale has exceeded the \$1,000 per square foot mark! The prior record was a Sheraton studio condominium consisting of 361 square feet and was purchased a year ago at \$914 per square foot, or \$330,001.



**The Antlers at Christie Base**

There were 38 single family home sales in the first three months of 2008, down from last year's 77. Median price throughout Routt County dropped substantially in this timeframe from \$620,000 in '07 to \$486,500 in '08. However, home sales within Steamboat town limits increased from \$1,112,500 in 2007 to \$1,307,500 in 2008. MLS sales ranged from a two bedroom one bath Phippsburg home for \$122,500 to a four bedroom, five bath 7,937 square foot home on the Elk River with 35 acres and substantial equestrian facilities for \$4.7 million.

Townhome sales also saw a drop in numbers, but not as drastic. 47 transactions occurred in Q1 '07 and 34 closed in '08. Median price jumped substantially from \$470,000 to \$772,000. The least expensive townhome purchase was a three bedroom, one bath Hayden townhome for \$199,000 to an Ironwood four bedroom and bath, 2,570 square foot end unit on the slopes for \$1,815,000 and at \$706 per square foot.

There is little doubt from this data that the Steamboat Springs real estate market is not as active as it was during its record-setting pace a year ago. The fourth quarter of 2007 was not as active as Q4 in 2006 (or even in 2005 for that matter). But the one factor that is different than past times is the increase in the number of listings.

A recent *Steamboat Pilot* newspaper article by Tom Ross sites University of Denver professor Glenn Mueller, a teacher of real estate feasibility and management courses, stating that the real estate markets in Colorado's mountain towns are relatively immune to the current economic downturn nationally. However, it is difficult for the Steamboat Springs real estate market to be totally immune to outside influences, and a slowdown in recent activity coupled with the increase in available inventory may provide opportunities for buyers that haven't been available in several years.

## Major Steamboat Summertime Events

### June

- 1 - 27th Annual Steamboat Marathon, 1/2 Marathon, 10K
- 12 - 20th Annual Rocky Mountain Ford Mustang Roundup
- 13, 14 - Beginning of Pro Rodeo Series, Friday & Saturday evenings

### July

- 4th - 105th Cowboys' Roundup Days and 4th of July Celebration
- 12 - 34th Annual Art in the Park
- 12 - 28th Annual Hot Air Balloon Rodeo
- 31, Aug 1, 2, 3 - 5th Annual Steamboat Wine Festival

### August

- 15, 16 - Final Weekend, Pro Rodeo Series
- 30 - 4th Annual Wild West Air Fest



### **Buyer Tip of the Month**

*Half of the sale is made at the time of purchase.*

*We appreciate referrals.  
They're the greatest compliment we can be given!*