



VOLUME 4 ISSUE 7



How's the Market?

Warm weather, hot housing market; that seems to be the case in Routt County! The number of active listings remains low with 134 active listings (excluding fractionals) throughout Routt County compared to 406 listings this time last year. This dearth of supply encourages a competitive marketplace with many properties receiving multiple offers. Indeed, the average days on market this year is just 39, while it was 93 through the first six months of 2020.

The lack of supply and increased demand continues to exert upward pressure on pricing: the average closed price of homes of all types is up 29% county-wide and up an eye-popping 34% in Steamboat Springs. Price per square foot is now averaging \$562, up 40% from last year, pricing many hopeful buyers out of the market.

New listings hitting the market spiked slightly in June (93 new listings compared to just 65 in May) but buyers snapped up the vast majority of those listings quickly, a trend that doesn't seem to be changing. Sales volume for June crested \$100M which is almost double the pandemic-dampened sales volume from last June. So what are buyers and sellers to do in such a competitive market?

For buyers, preparation is key. Perhaps the most important thing a buyer can do is have their financing in order. In Steamboat, over 50% of homes are being purchased with all cash, putting buyers using a loan at a disadvantage. This year, the average sale-to-list price is 100%, with some homes going for 108-112% of ask price. Buyers need to ensure that their offers are submitted with pre-approval letters (if their deal will be financed) or proof of funds (if paying in cash). Buyers also need to be ready to act immediately as many homes have multiple offers within hours of listing.

For sellers, although it is a "seller's market", preparation is also key if they are to demand top dollar. There are many buyers competing for the same properties so a bit of planning and elbow grease before listing a home can go a long way to ensure the best offer. Sellers should also remember that the highest price in a multiple offer scenario isn't always the "best" offer.

Colorado Group Realty has experts in every regional market segment for both buyers and sellers. Give us a call at 970-870-8800 to see how we can help you with your situation today.

Year to Date Stats



Single Family Home Stats
2020 vs. 2021

Sold Single Family Homes
90 vs. 115
+28%

Median Days in MLS
52 vs. 11
-79%

Median Close Price
\$953K vs. \$1.8M
+89%



**Condo/
Townhome Stats**
2020 vs. 2021

Sold Condos/Townhomes
133 vs. 244
+83%

Median Days in MLS
34 vs. 5
-85%

Median Close Price
\$433K vs. \$648K
+50%

Seeking Solutions for Housing Shortage



Lack of housing, escalating housing costs, and the impacts of short-term rentals were among the greatest concerns identified by residents from the biggest Colorado mountain communities in a recent study. The goal of the survey was to shed light on the economic and social impacts the COVID-19 fueled urban exodus has had on mountain communities.

In Routt County, demand for housing continues to rise despite a lack of inventory. Cash sales for properties has increased, now making up over 50% of home purchases in Steamboat. Without the need for contingencies associated with a mortgage, cash buyers do not need the home to appraise for the contract price. As a result, homes are going for above asking price, making it more challenging for buyers who need a loan to make a purchase.

The study found that residents working for out of county employers earned more than those employed locally. As a result, local workers struggle to compete with the location-neutral workforce for properties.

Recently, the Steamboat Springs City Council enacted a 90 day moratorium on applications for vacation home rental permits. They also changed an outdated code requirement to allow five unrelated people to live in a single unit, up from three. "We've got a lot of people and businesses looking for employees and a lot of employees looking for housing. That housing is very limited," said Jason Peasley, executive director for the Yampa Valley Housing Authority.

The YVHA is currently building their latest affordable housing development, Sunlight Crossings. Despite an unprecedented surge in construction costs, the 90 unit project is still on schedule for completion in late 2022.

"We were able to lock in many of our contracts last fall and over the winter, so while we experienced some increases in costs over our anticipated budget, we've been able to keep the project moving ahead on time," said Kimble Crangle, from developer Gorman and Company. The development consists of studios, one-, two-, and three-bedroom configurations, priced for residents who earn 80% to 120% of the average median income.

Eventually, mountain communities may need to continue to shift expenditures focused on visitor experience and tourism marketing to complete capital projects supporting livability, quality-of-life improvements, and more affordable housing.

Home Values Rising Fast in Nearby Communities

Median One-Year Home Value Increase (all properties)

Clark
+48%

Craig
+8%

Hayden
+13%

Oak Creek
+24%

Be Wildfire Ready



With smoke currently enveloping the Yampa Valley from the Muddy Slide and Morgan Creek fires, locals are unfortunately getting used to summer wildfire season in the mountains. Last year, three of the largest wildfires in state history cost the state over \$200M in fire suppression efforts and over \$1B in insured losses. What was once considered an unlikely scenario, wildfires are now a very real risk in Colorado.

The recently formed Routt County Wildfire Mitigation Council aims to create resilient, fire-adapted communities to minimize the potential impacts of wildfire. They note that roofs are the

most vulnerable part of a home due to the risk of flying embers and falling objects. They recommend that roofs be built with materials such as metal, tile and composition. Vents should be covered with metal mesh and gutters should remain free of debris. Single-pane or large windows can break even before the fire has reached the home. Wood products, which are popular for siding and fences also pose high risk.

Many homeowners in high risk areas are choosing to increase their insurance coverage amounts. Local insurance agent Teresa Weinman with American Family Insurance said creating a defensible space around the property offers the greatest protection. American Family partnered with Wildfire Defense Systems to offer free mitigation services to existing clients. She shared their client checklist with Colorado Group Realty:

Defensible Space is Divided into Zones by Number of Feet from the Structure

Zone 1: 0 to 5 Feet

The objective of this zone is to reduce embers landing near any structure that could result in ignition and direct flame exposure.

- Install hard surfaces in this zone, such as a concrete walkway. For landscaping, stick to well-irrigated grass, rock mulch, and low-growing, non-woody plants.
- Avoid planting shrubs and trees in this zone. Trim back any trees that overhang the house.
- Do not store combustible materials, such as firewood, under your deck or porch. When wildfire threatens, move any combustible deck furniture and cushions inside, or move them as far away from the house as possible.
- Replace any combustible fencing that is connected to structure with a noncombustible section that is at least five feet long.

Zone 2: 5 to 30 Feet

The objective of this zone is to create a landscape that, if ignited, will not readily transmit fire to your home.

- Plants in this zone should be low-growing, well irrigated and less flammable. Keep grass mowed to no higher than 6-8 inches.
- Thin trees so their crowns are at least 10 feet apart so fire can't climb from treetop to treetop. Prune trees up 6-10 feet from the ground. Remove stressed, diseased, dead or dying trees and shrubs.
- Do not store flammable materials, such as propane tanks or firewood, in this space.
- Do not store recreational vehicles or machinery within this space. If that is not an option, store these items in an enclosure made with noncombustible materials.
- Post the home or business address clearly and prominently so firefighters and emergency personnel can easily see it. Make sure driveways allow easy access for emergency vehicles.

5 Free Ways to Spend a Cultured Lunch Hour in Steamboat



1

Take a tour of the side streets and alleyways around downtown Steamboat, to view approximately 20 murals depicting many of the area's iconic landscapes and interests. Subjects vary from bold sunsets to Colorado Group Realty's cowgirl to an interactive angel, which has become a favorite photo opportunity. As a certified Creative District, Steamboat is constantly adding to its' public art through grant funding, donations, and sponsorship. A map of the murals is available at www.steamboatcreates.com/activities/mural-tour

2

Ever wondered what it was like to roll into town in the pioneer days or how Steamboat made its mark in skiing history? Join The Tread of Pioneers Museum every Friday from 12-1PM all summer, for their virtual brown bag lunch series. The line-up is a fascinating mix of ranchers, Olympians, artists, and historians with stories to tell from early life in Hahns Peak Village to the start of Nordic Combined. www.treadofpioneers.org

3

Take an early lunch on a Wednesday every week from 10-10:45AM, until August 18, and head to the Yampa River Botanic Garden. Strings Music Festival brings live musicians to the park all summer with the ever popular Music on the Green series. The eclectic line-up includes the best of Americana and folk, to opera:

- Henry Howard, July 21
- Pat Waters, July 28
- Apple Pie Order, August 4
- Opera Steamboat, August 11
- Steve Boynton, August 18
- www.stringsmusicfestival.org

4

View the work of renowned western artists at the Steamboat Art Museum, located inside the historic First National Bank/Redher Building at Eighth Street and Lincoln Avenue. For those seeking an in-depth look at current exhibits, a free tour is offered every Wednesday at 11AM. On display now is a 30-year retrospective of four of the West's best known plein air painters: Skip Whitcomb, Dan Young, Matt Smith and Ralph Oberg. The museum is open Tuesdays – Saturdays. www.steamboatartmuseum.org

5

It's not every day a national exhibit makes it to a mountain town. This summer Frida Kahlo's Garden, an adaption of FRIDA KAHLO: ART, GARDEN, LIFE has come to Steamboat through the National Endowment for the Humanities. Thanks to a partnership between Integrated Community, Opera Steamboat, Steamboat Creates, Bud Werner Memorial Library, and Yampa River Botanic Park, locals and visitors get an opportunity to learn about the life and works of the iconic artist from Mexico City. Exhibits can be seen at Bud Werner Memorial Library, The Depot and the Yampa River Botanic Park. www.steamboatcreates.org

THE METZLER TEAM

(O) 970.875.2923

(C) 970.846.8811

METZLERTEAM@MYBROKERS.COM



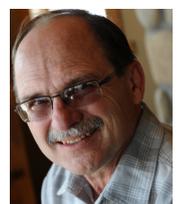
Nick Metzler
Broker/Owner



Jon Kowalsky
Broker Associate



Reall Regan
Broker Associate



Bert Svendsen
Broker Associate