

2025 YEAR END REPORT

YEAR IN REVIEW | STEAMBOAT STATISTICS | GROUPGIVES | ROUTT COUNTY STATISTICS | INTEGRATED SERVICES

2025 YEAR IN REVIEW

LOOKING BACK ON THE YEAR IN REAL ESTATE

Throughout 2025, the Yampa Valley real estate market shifted from the holding pattern of previous years into a period of healthy normalization. While 2024 was defined by a pricing plateau where values held firm at high water marks, 2025 was defined by the return of inventory and choice. Active listings surged—reaching levels not seen since the post 2008 down turn—which helped soften the competitive landscape. While the median close price for single-family homes remained robust, holding near the \$2.1M baseline established last year, the market has clearly moved away from aggressive appreciation. This “return to balance” allowed for more traditional negotiation cycles, creating a healthier environment for buyers while preserving the substantial equity gains realized by long-term owners.

NAVIGATING NEW MARKET DYNAMICS

While inventory improved in 2025, affordability and cost-of-carry remained central themes. High interest rates persisted for much of the year, and rising property insurance premiums in the mountains added a layer of complexity to transactions. However, the Routt County market remains relatively insulated from national mortgage trends due to significant liquidity. The prevalence of cash transactions continued to dominate, particularly in the luxury sector where over 50% of purchases remain all-cash. For financed buyers, the increased “days on market” provided a welcome reprieve, offering the time necessary to navigate lending and inspections without the pressure of immediate bidding wars.

DEVELOPMENT & THE NEW LUXURY LANDSCAPE

The base area is undergoing a historic transformation, driven by nearly \$1 billion in new, luxury developments. While some of these projects won't break ground until the spring of 2026, their anticipated impact is already reshaping market expectations. We are now seeing prime properties transact over \$2,500 per square foot—a milestone that introduces a new luxury threshold. This shift indicates that Steamboat is attracting a new tier of wealth, steadily elevating the region from a regional favorite into a top-tier destination.

While the luxury sector redefines the market ceiling, development remains active across the spectrum. Projects in Hayden and West Steamboat continue to bring necessary inventory to the market, and the proposed private ski community in the Stagecoach area remains a focal point for investors watching the next wave of regional expansion.

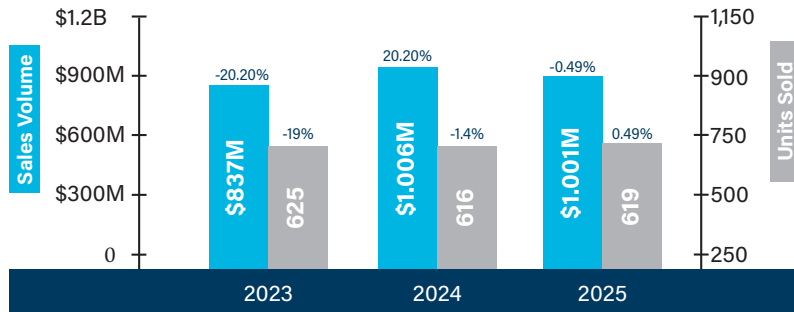
LOCAL SERVICE, NATIONAL STANDARDS

As the market landscape changes, our commitment to simplicity, service, and trust remains the constant at the core of what we do. Whether you are navigating a complex luxury acquisition, selling a family home, or seeking investment opportunities in a shifting market, we offer streamlined solutions and unparalleled guidance. Our family of affiliated businesses—including mortgage lending, title insurance, and property and casualty insurance—ensures that we continue to be a convenient, one-stop resource for all things real estate.

STEAMBOAT 2025 MARKET STATISTICS

TOTAL MARKET VOLUME

■ Sales Volume
■ Units Sold



All Property Types



STEAMBOAT NEIGHBORHOOD REPORT

Neighborhood	Closed *Residential Sales	Median Sales Price
Downtown	53	\$1.825M
Mountain Area	286	\$1.097M
Fish Creek Falls	50	\$1.747M
Strawberry Park	1	\$975K
West Steamboat/US 40	46	\$1.293M
Elk River	9	\$2.625M

MEDIAN CLOSE PRICE, UNITS SOLD & MEDIAN PRICE/SQ FT

** SINGLE FAMILY HOME

Jan- Dec	Median Close Price	Units Sold	Median Sold Price/SqFt
2022	\$1.644M	207	\$689.00
2023	\$1.791M	160	\$769.00
2024	\$2.160M	157	\$852.00
2025	\$2.072M	162	\$837.00

*** TOWNHOME/CONDO

Jan- Dec	Median Close Price	Units Sold	Median Sold Price/SqFt
2022	\$815K	303	\$772.00
2023	\$850K	249	\$842.00
2024	\$1.035M	298	\$895.00
2025	\$1.025M	316	\$874.00

COMMERCIAL

Jan- Dec	Median Close Price	Units Sold	Median Sold Price/SqFt
2022	\$1.020M	41	\$469.00
2023	\$1.176M	32	\$549.00
2024	\$1.225M	21	\$544.00
2025	\$850K	21	\$443.00

LAND

Jan- Dec	Median Close Price	Units Sold
2022	\$750K	86
2023	\$895K	49
2024	\$1.120M	56
2025	\$867K	40

Source: Altitude MLS
Steamboat Springs is defined by the zip code 80487
*Residential includes: Single Family Residence, Condo, Duplex, & Townhouse.
**Single Family homes Includes: Single Family
***TownHome/Condos Includes: Condo, Duplex, Townhouse.

SALES BY PRICE RANGE

Price Range	**Single Family	Townhome/Condo
<\$299K	0	3
\$300K - \$599K	0	53
\$600K - \$999K	9	94
\$1M - \$1.49M	26	67
\$1.5M - \$1.99M	39	42
\$2M - \$2.49M	17	25
\$2.5M - \$4.99M	51	28
\$5M+	20	4

AVERAGE DAYS ON MARKET UNTIL PENDING

Average days on market starts the day the listing goes active in the system until the day it goes under contract.

** SINGLE FAMILY			*** TOWNHOME/CONDO		
2023	2024	2025	2023	2024	2025
61	60	80	46	44	68
15.1%	-1.6%	33.33%	119%	-4.30%	54.55%



PERCENT OF LIST PRICE RECEIVED

**SINGLE FAMILY

2023: 96.30%
2024: 97.10%
2025: 96.70%

***TOWNHOME/
CONDO

2023: 99.40%
2024: 98.20%
2025: 97.40%

Source: Altitude MLS

Steamboat Springs is defined by the zip code 80487 | **Single Family Homes Includes: Single Family | ***TownHome/Condos Includes: Condo, Duplex, & Townhouse.

OUR CHARITABLE FOUNDATION



GroupGives
YAMPA VALLEY

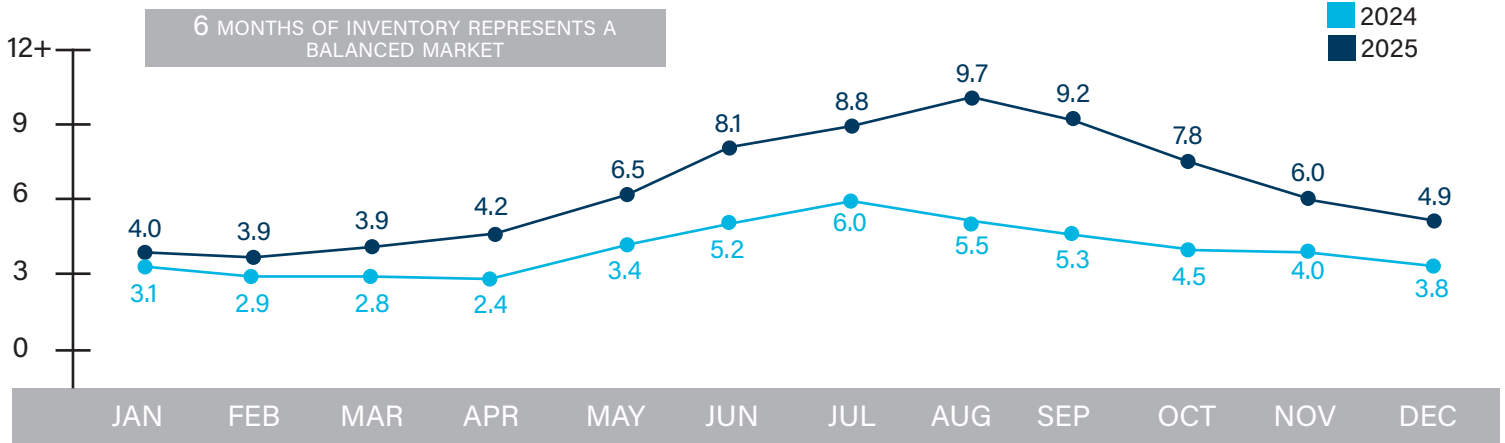
Our mission at GroupGives Yampa Valley is to provide financial support to local charities to amplify their positive impact throughout the Yampa Valley. In 2025, the GroupGives YV supported 27 deserving charities with donations totaling over \$42,000. As part of our closing process, agents are encouraged to donate a portion of their compensation from each closing to our foundation. In addition to financial contributions, The Group Agents donate their time, planning, and ideas to help our non-profit partners. We support local non-profits near and dear to our clients, staff, and agents' hearts.



ROUTT COUNTY STATISTICS

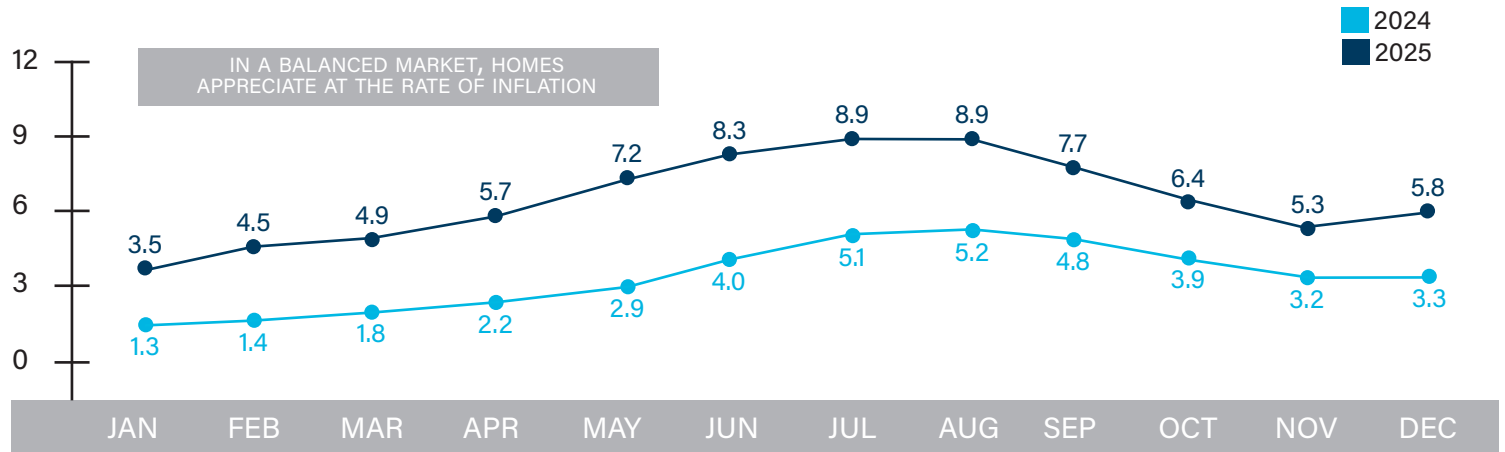
MONTHS OF INVENTORY FOR **SINGLE FAMILY HOMES

The number of months it would take to sell active listings at the current sales rate for Routt County:



MONTHS OF INVENTORY FOR ***CONDOS/TOWNHOMES

The number of months it would take to sell active listings at the current sales rate for Routt County:



6 months of inventory represents a balanced market. In a balanced market, homes appreciate at the rate of inflation. More than 6 months of inventory represents a buyers market. Less than 6 months of inventory represents a sellers market. Source: Altitude MLS. Steamboat Springs defined by zip code 80487 | Hayden is defined by zip code 81639| Oak Creek is defined by zip code 80467 | **Single Family Homes Includes: Single Family| ***TownHome/Condos Includes: Condo, Duplex, &Townhouse.

TOTAL NUMBER OF BUILDING CONSTRUCTED IN ROUTT COUNTY VS. STEAMBOAT



■ Single Family**
■ Duplex/Triplex/Live Work Units
■ Commercial

Source: Routt County Regional Building Department CY 2025 Year-End Report
 **Single Family Dwellings includes Single Family, Secondary Dwellings, Tiny Homes, Manufactured Homes

YEAR OVER YEAR *RESIDENTIAL UNITS SOLD AND MEDIAN CLOSED PRICE

2024 2025

STAGECOACH

-45.71%

35 vs 19 Units

One-Year Change in # of Sold Units

+21.24%

\$827K vs \$1.00M

One-Year Change in Median Close Price

NORTH ROUTT

-35.48%

31 vs 20 Units

One-Year Change in # of Sold Units

-7.94%

\$1.02M vs \$939k

One-Year Change in Median Close Price

HAYDEN

+8.11%

37 vs 40 Units

One-Year Change in # of Sold Units

-10.68%

\$585K vs \$522K

One-Year Change in Median Close Price

OAK CREEK/PHIPPSBURG/YAMPA

+15.38%

26 vs 30 Units

One-Year Change in # of Sold Units

+7.10%

\$422K vs \$452K

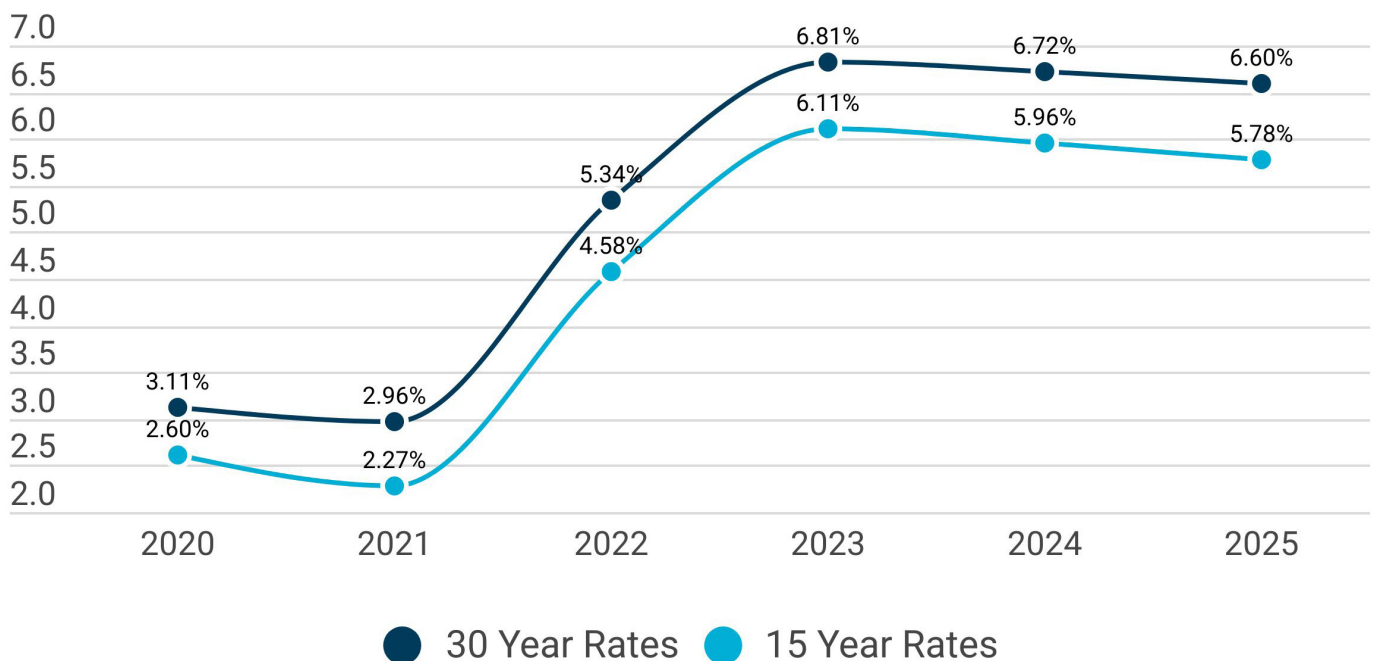
One-Year Change in Median Close Price

Source: Altitude MLS

*Residential includes: Single Family, Condo, Duplex, & Townhouse.

FIXED RATE MORTGAGE ANNUAL AVERAGE IN THE UNITED STATES

Source: fred.stlouisfed.org



* Federal Reserve Economic Data, Federal Reserve Bank of St. Louis. Includes mobile and manufactured homes
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THE GROUP ADVANTAGE

FINDING A HOME IS EASY. BUYING A HOME IS HARD. WE'RE HERE TO HELP YOU WITH THE HARD PART.

For more than two decades, The Group has focused on delivering a smooth, reliable real estate experience. Having the right professionals working together can make buying or owning a home feel more manageable from start to finish.

The Group Advantage

Through our affiliated partners, we offer access to trusted mortgage, title, insurance, and property management professionals. You're always free to choose the service providers that best fit your needs.



Group Mortgage, LLC is a full-service Colorado mortgage banker founded on the principles of excellence, integrity, and distinction. Their team offers a wide range of loan options and personalized guidance throughout the financing process.



Guaranteed Title Group, LLC provides title insurance and closing services, helping ensure a clear title and a smooth, well-coordinated closing experience.



Collective Insurance Group helps simplify your coverage needs by working with multiple insurance carriers. Their team conducts research to help you find coverage options and competitive rates that fit your situation.



Want to Learn More?

Scan the QR code to explore how our affiliated mortgage, title, insurance, and property management partners can support your homeownership journey.

Use of affiliated services is not required.



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