

A MONTHLY PUBLICATION BY



TheGroup
REAL ESTATE

509 LINCOLN AVE
STEAMBOAT SPRINGS, CO
970.870.8800



REAL ESTATE INSIDER

Vol. 9 No. 6

JULY 2026

HOW'S THE MARKET?

Summer is here, and so are the good vibes. The Farmer's Market kicked off to a strong start in June, and we've enjoyed hosting a booth for the second year in a row. Stop by and say hi if you're out at the market. The hiking and biking trails are open and well-maintained, especially considering how dry the year has been. The river is in good shape, too. We've had a better tube season than expected, and temperatures have stayed relatively low, which has been good for the fish. Here's hoping that continues into July.

The Group will have a float in this year's Fourth of July parade, so give us a wave if you're attending. Even better, our very own Pete Whither will serve as Grand Marshal. We're honored to have a town legend at our brokerage who continues to give back to the community.

As of June 22, 2026, there are 417 active residential listings in Routt County. Inventory continues to climb, which is typical for this season, though it has also been rising fairly steadily since the pandemic and has now returned to roughly pre-pandemic levels. Pending sales jumped to 54 in May, up from 29 in April, a sign that buyer demand is picking up as the season heats up. Closings held roughly flat at 47 in May, down just one from 48 in April. So while inventory is back to pre-pandemic levels, sold listings have not yet followed.

Nationally, the average 30-year fixed-rate mortgage was 6.47% on June 18, 2026, according to Freddie Mac. Rates have held relatively stable over the past month.

This month, we've got an update on the construction projects around the base of the ski resort and downtown. Group Mortgage walks through additional mortgage products that can help non-traditional applicants, and we dig into staging and home improvements that pay off when listing your home.

We're grateful for the trust you've placed in us, and we're always happy to answer any real estate questions you may have. Wishing you a great July, whether you're spending it in the Yampa Valley or somewhere else. Stay safe, and happy Independence Day!

YEAR-TO-DATE STATS

SINGLE FAMILY HOME STATS

| | 2025 | 2026 | % CHANGE |
|--------------------|----------|----------|----------|
| SOLD | 43 | 43 | 0.00% |
| MEDIAN DAYS IN MLS | 58 | 44 | -24.14% |
| MEDIAN CLOSE PRICE | \$2.425M | \$1.619M | -33.24% |

CONDO/TOWNHOME/DUPLEX STATS

| | 2025 | 2026 | % CHANGE |
|--------------------|---------|----------|----------|
| SOLD | 119 | 130 | 9.24% |
| MEDIAN DAYS IN MLS | 24 | 31 | 29.17% |
| MEDIAN CLOSE PRICE | \$1.15M | \$1.397M | 21.52% |

Source: Altitude MLS stats for (Steamboat Springs 80487) through 06/18/2026



INSIDE THE
INSIDER

P2

From Forecast to Foundation:
The Base and Downtown
Take Shape

P3

From Forecast to Foundation:
The Base and Downtown Take
Shape

P4

Think You Need Tax
Returns to Buy a Home?
Ready, Steady, Sell.

FROM FORECAST TO FOUNDATION: THE BASE AND DOWNTOWN TAKE SHAPE

A development update from The Group Real Estate

Back in February, our Forecast event spotlighted nearly a billion dollars of new construction promised for the Steamboat base and downtown corridors. Four months on, the renderings are becoming real. Here's where the projects we highlighted now stand.



1 THE AMBLE

2 ROAN STEAMBOAT SPRINGS

3 THE STOCKMAN

4 1700 SKI TIME SQUARE

Developments referenced in this article.

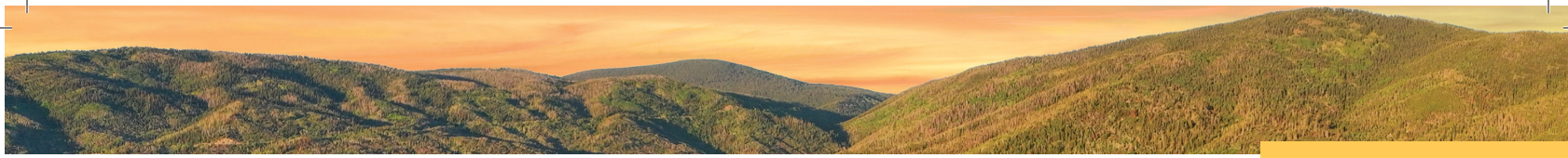
AT THE MOUNTAIN

The headline belongs to **The Amble (1)**. East West Partners' 42-residence community at the resort base has received its Certificate of Occupancy, making it the first development of its size and quality to open at the base in well over a decade. After years of talk about what the base could become, The Amble is the property that actually got there, and it sets the bar for everything following behind it.

ROAN (2) is out of the ground and taking shape on its two elevated parcels below the Wildhorse Gondola. The first phase is far enough along that the development's website now flags four units as pending, an early read on demand for the 78-townhome project.

The Stockman (3) the \$500 million, 204-residence mixed-use project on the north side of the base, has broken ground. The team reports a list of interested parties, but a project this size will be years in the making, so expect a long build rather than a quick ribbon-cutting.

1700 Ski Time Square (4) has opened pre-sales on its collection of luxury base-area residences, joining the wave of activity reshaping the resort core.



DOWNTOWN STEAMBOAT

- 5** THE EMERALD
- 6** 608 YAMPA
- 7** MIXED-USE PROJECT AT 12TH & YAMPA

Developments referenced in this article.

DOWNTOWN, ACROSS THE RIVER

On Yampa Street, the bare lots are filling fast. **The Emerald (5)**, the row of luxury homes at 10th & Yampa, is now vertical and has set pricing at \$6.55 million for its first unit. A small parcel of ground-level commercial space is being offered initially to townhome buyers only, at \$500,000.

Blocks away, **608 Yampa (6)** reports three of its four riverfront residences sold, with a single top-floor unit remaining.

And the street isn't finished growing. Steamboat Springs City Council just green-lighted a long-debated **mixed-use project at 12th & Yampa (7)**, a three-story building with eight condominiums, a ground-floor restaurant, and a rooftop deck, in a 4-1 vote after a year of back-and-forth between council and the planning commission. Proposed by a local restaurant owner, it adds another dining-and-living anchor to the strip.

All of these new downtown properties face the river with views of Howelsen Hill, claiming some of the last open ground on one of downtown's most coveted streets.

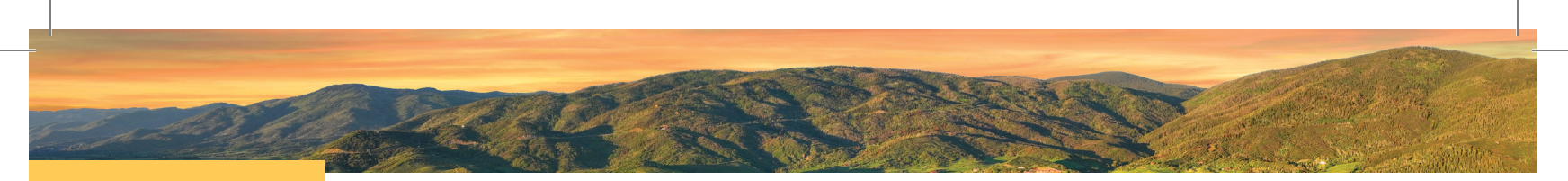
WHAT THIS MEANS FOR YOU

It's too early to read these projects as sold-out successes or cautionary tales. Most are still pouring concrete or opening their sales offices. But the progress is undeniable. **The Amble (1)** proved a base-area project of real quality can cross the finish line, and the pace downtown makes the shrinking supply of developable land along Yampa Street impossible to ignore.

If you've been watching any of these from the sidelines, now is the moment to get specific about which building, which floor, and which view matters to you. The early-phase pricing and unit selection on several of these projects won't last as the buildings rise. Reach out and we'll walk you through what's available, what's pending, and what's still on the boards.

Questions about any of these developments? Your Group broker can pull current availability and pricing on request.





THINK YOU NEED TAX RETURNS TO BUY A HOME? THINK AGAIN

If you've been told you don't qualify for a mortgage because your tax returns show limited income or you don't receive a traditional W-2 paycheck, there may be more options available than you realize.

Today, lenders like Group Mortgage, LLC offer loan programs designed for self-employed professionals, retirees, investors, and high-net-worth individuals whose finances don't fit a conventional mortgage application.

Bank Statement Loans

Self-employed borrowers often reduce taxable income through legitimate business deductions, which can make qualifying for a traditional mortgage difficult.

A Bank Statement Loan uses 12 to 24 months of bank deposits instead of tax returns to verify income. Lenders review deposits and apply an industry-specific expense factor to determine qualifying income. This option can be especially helpful if your most recent tax return has not been filed or your reported income is lower after deductions.

Asset Depletion Loans

For borrowers with substantial savings, investments, or retirement accounts but limited monthly income, an Asset Depletion Loan may be a solution.

Instead of relying on employment income, lenders convert eligible assets into a qualifying monthly income figure. Assets are typically multiplied by a percentage based on asset type and divided over a set number of months. These loans are popular with retirees and can also be combined with traditional income sources to strengthen a loan application.

DSCR Loans

Real estate investors may benefit from a DSCR (Debt-Service Coverage Ratio) loan. Rather than using personal income, qualification is based on the property's rental income.

The lender compares expected rental income to the mortgage payment. If the rental income sufficiently covers the payment, the borrower may qualify without providing personal income documentation.

More Paths to Homeownership

Every borrower has a unique financial situation. Whether you're self-employed, retired, investing in rental properties, or have a non-traditional income structure, there may be a mortgage solution that fits your needs.

Additional requirements, restrictions, and underwriting conditions apply. See a loan officer for details. Not a commitment to lend.

Additional requirements, restrictions, and underwriting conditions apply; see loan officer for details. Not a commitment to lend. Group Mortgage, LLC | Company NMLS 1170166

READY, STEADY, SELL. PRE-LISTING TIPS TO PREPARE FOR SELLING.

In Routt County, buyers are often investing in more than a home. They are investing in a lifestyle. Thoughtful preparation, strategic updates, and proper staging can help sellers maximize value and attract qualified buyers.

The Group recently spoke with local designer Emmanuelle Vital of Vital Space Designs about preparing a home before listing.

"Start by talking to your realtor about how the property lives," says Emmanuelle. "You want to show flexibility so buyers can envision themselves in the space."

Focus on Maintenance and Efficiency

Mountain homes experience demanding weather conditions, making maintenance and energy efficiency important selling points.

Before listing, consider:

- Servicing heating systems and fireplaces.
- Inspecting roofing, gutters, and drainage.
- Repairing exterior wear caused by weather.
- Updating weather stripping, insulation, or windows when appropriate.

Invest in Key Areas

Some spaces offer a greater return on investment than others.

Kitchens: Simple updates like new countertops or sinks can refresh the space.

Mudrooms and Entryways: Functional storage and durable finishes appeal to active lifestyles.

Garages and Storage Areas: Organized storage for outdoor gear is highly desirable.

Outdoor Living Spaces: Well-maintained decks, patios, and low-maintenance landscaping help buyers envision enjoying the outdoors.

Prepare for Showings

Presentation matters.

- Deep clean throughout the home and consider fresh, neutral paint.
- Maximize natural light and showcase views.
- Refresh worn entryways, lighting, rugs, and accessories.
- Organize storage areas and remove clutter.
- Use clean linens, fresh towels, and simple décor accents for photography and showings.

Why Preparation Pays Off

Preparing your home before listing can increase buyer interest, reduce time on market, and improve perceived value. A well-presented property helps buyers envision themselves in the space and can lead to stronger offers.



Corporate NMLS 1170166 Office Phone 970.419.2374
Regulated by the Division of Real Estate

