



HIGH COUNTRY HOMESTEADS

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High Country Highlights

Real Estate Market Stats, its important to dig Deeper



Lake Dillon has completely melted. The Ice Melt device fell through the ice on Easter Sunday, April 16th. Second earliest thaw since the Ice Melt fundraiser started. Photo by Ingrid Basler

There has been a lot of chatter about the low inventories in Summit County and Colorado in general. The Summit Daily reported earlier this month that Real Estate sales were up over last year. How can that be when inventories are lower than last year at this time?

As with any statistic that is quoted, it is important to dig deeper.

In the Summit Daily article, they stated that new home construction is the reason for the increased transaction volume. Seventy percent of Summit County buyers are second home owners or investors. They are not finding what they want in existing properties so they may choose to build. They are not in a rush to move in and can wait for a property to be built that meets their needs.

So how is the market performing? Using the information on the Summit

County MLS, as of April 27, 2017, I decided to do a little digging deeper myself. I compared sales YTD in 2016 to the sales YTD for 2017. I looked at number of sales and average Days on Market (DOM) by four pricing categories: Under \$300,00 which is typically the entry point in this market, \$300,000 to \$499,999 which is usually the next jump in purchases, \$500,000 to \$999,999 and Over \$1M. I looked at each town separately as property values are very much location dependent.

My findings are generalized. To understand how your property is performing specifically, reach out to your "Realtor for Life" for a Comparative Market Analysis (that would be me).

In general, the under \$300,000 price range is selling very quickly from hours to the maximum of three weeks. So if you are looking to buy what is considered an entry level

property, it is best to have your ducks in a row with financing before you start looking. Then when the property you would like to buy comes on the market, it is important to act quickly and get your offer in ASAP. Otherwise, it could be gone and you've missed your opportunity.

Keystone has not reached its peak 2008 levels yet and it is showing in the number of properties selling with short Days on Market (89% sell in under 2 months).

Dillon/Summit Cove properties are usually under contract in under 45 days across all price categories. Surprisingly, Dillon prices have not increased substantially but there hasn't been a lot on the market either.

Frisco and Breckenridge have some anomalies going on. Frisco has low inventories but higher than expected Days on Market in general (2 to 3 months). Average days on market has almost doubled over 2016. Which may be signaling that buyers are not finding what they want and are willing to wait or the price inflation due to low inventory may have buyers hesitant to purchase.

Breckenridge reached its 2008 peak level last



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Special points of interest:

- REI Opens in Summit County at the old Sports Authority location. Opening May 5-7
- Lake Dillon Concerts will be held at the Amphitheatre from June 16th to July 8th. Concerts move to Dillon Town Park and will only be held on Saturdays through Labor Day.
- If you are interested in seeing the results of my analysis, send me an email. I'm happy to share!



Real Estate Market Stats, its important to dig Deeper (cont)

Concerns by Summit County Management are safety, sales taxes, permits and compliance with community (HOA) rules.

year. Overall Breckenridge's average days on market has increased to 4 to 6 months which is triple what it was last year at this time. Could be that Breckenridge's market is leveling a bit or taking a breather before more movement occurs. Prices are continuing to increase and it may be taking a while for buyers to accept the new and higher prices. There has been quite a bit of new construction in Breckenridge at the over \$1M price point which is driving the average sales price up potentially deterring some buyers from considering Breckenridge.

Prices in Wildernest and Silverthorne have dropped 3 to 8% depending on style of

property and location which could be the reason why days on market have dropped slightly. Price inflation experienced in the other communities has not been a factor in Wildernest/Silverthorne. Days on Market have risen in the upper price categories. This could be attributed to the amount of new construction in these two higher price categories.

So based on the analysis of sales through April 27, 2017, Keystone, Silverthorne and Wildernest are the areas to invest in if you are looking for value. With the redevelopment of the Silverthorne town core, these improvements will make Silverthorne even more desirable and the potential for property values to increase is there.

If Dillon is where you want to be, when you see a property you like, get your Realtor to

do a comparative analysis pronto! Make an offer quickly. If its priced right, it will sell quickly. Even if it is slightly over priced, it will sell.

Continue to watch Frisco and Breckenridge. Last year at the start of the year, list prices were high and buyers weren't buying. Prices began to come down in early July and buyers started buying. My gut tells me we may be seeing this behavior happening this year as well. Stay tuned!

Note: A balanced market is considered to be 180 DOM.

Note: Due to low volumes, statistics may not be indicative.