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Havlik Real Estate
Vail Valley Real Estate

Quick Review

This is a full market report for Beaver Creek Village.

In December, 2018, we have seen a total value of 6 listings sold which has resulted in a 20% increase from December, 2017 in which 5 listings were sold; we have seen a year to date value of 117 in 2018 and 89 in 2017 resulting in a 31.46% increase.

The median sales price in December, 2018 was \$980K, 22.5% higher from this month of the prior year with a median sales price of \$800K. We have seen a year to date median sales price of \$1.40M in 2018 and \$1.53M in 2017 resulting in an 8.2% decrease from 2017.

In December, 2018 the total count of listing inventory available on the market was 104. In December, 2017 the total count of listing inventory available on the market was 105. This results in a 0.95% decrease from December, 2017 to December, 2018.

Key Figures

	Dec, 2018	Dec, 2017	Percent Change
<i>New Listings</i>	10	16	-37.5%
<i>Unconditional Sales</i>	6	5	+20%
<i>Ratio of Sales to New listings</i>	60%	31%	+92%
<i>Median Sale Price</i>	\$980K	\$800K	+22.5%
<i>Average Sale Price</i>	\$1.29M	\$1.64M	-21.16%
<i>Average Ask to Sell Ratio</i>	95%	91%	+3.86%
<i>Total Months Supply</i>	10.67	14.16	-24.66%
<i>Total Listing Inventory</i>	104	105	-0.95%
<i>Days on Market Until Sale</i>	163.50	194.00	-15.72%

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Total Listing Inventory	16
Days on Market Until Sale	18

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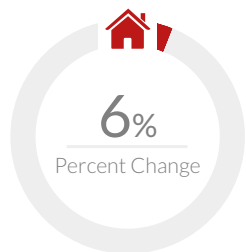


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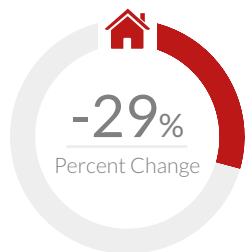
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New Listings

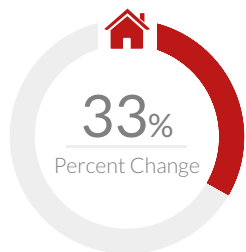
Overview of the number of listings which have been added to the market as of December, 2018



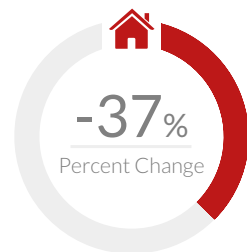
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Dec, 2015



12
Dec, 2016



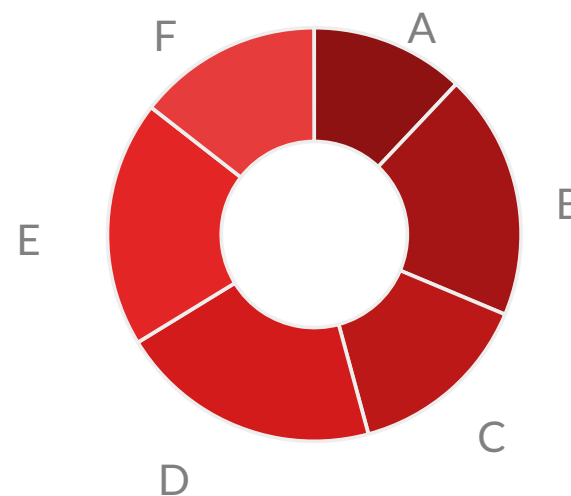
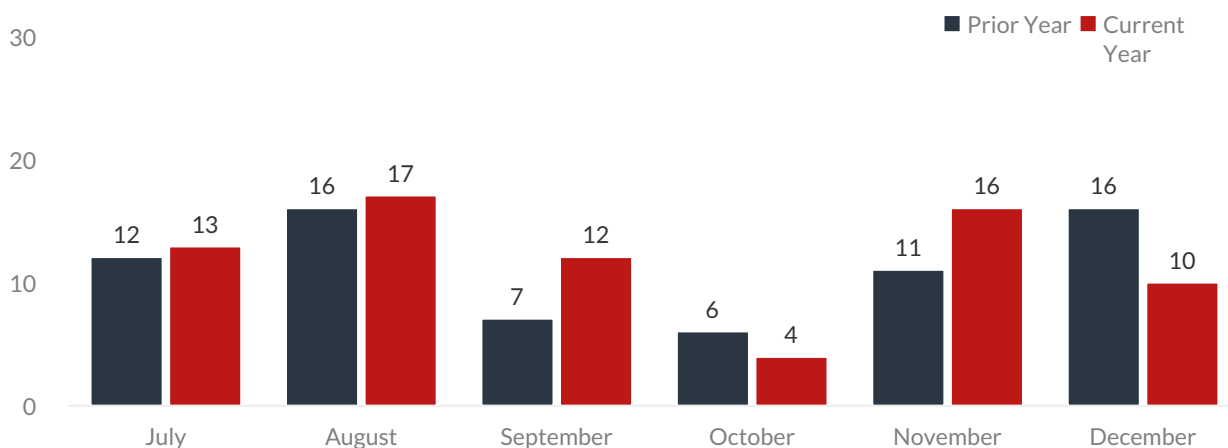
16
Dec, 2017



10
Dec, 2018

Bar Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A DEC, 2018

There were 10 new listings, a 37.5% decrease from December, 2017

B DEC, 2017

There were 16 new listings, a 33.33% increase from December, 2016

C DEC, 2016

There were 12 new listings, a 29.41% decrease from December, 2015

D DEC, 2015

There were 17 new listings, a 6.25% increase from December, 2014

E DEC, 2014

There were 16 new listings, a 33.33% increase from December, 2013

F DEC, 2013

There were 12 new listings, a 9.09% increase from December, 2012

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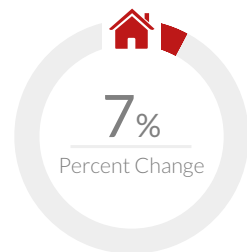
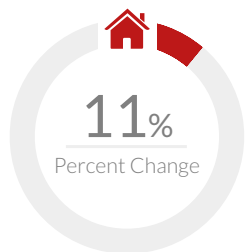
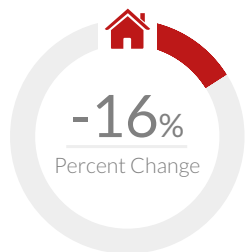
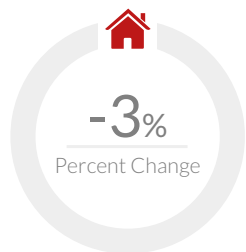


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New Listings

Overview of the number of listings which have been added to the market as of December, 2018



149
YTD 2015

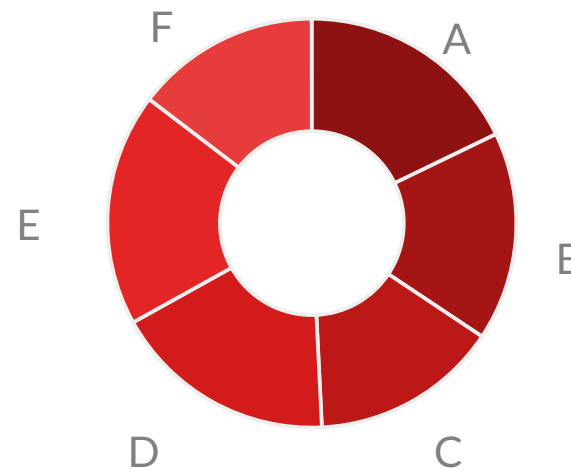
125
YTD 2016

139
YTD 2017

150
YTD 2018

Line Monthly New Listings

Overview of the number of listings which have been added to the market on a monthly basis



A YTD 2018

There were 150 new listings, a 7.91% increase from December, 2017

B YTD 2017

There were 139 new listings, an 11.2% increase from December, 2016

C YTD 2016

There were 125 new listings, a 16.11% decrease from December, 2015

D YTD 2015

There were 149 new listings, a 3.87% decrease from December, 2014

E YTD 2014

There were 155 new listings, a 26.02% increase from December, 2013

F YTD 2013

There were 123 new listings, a 16.33% decrease from December, 2012

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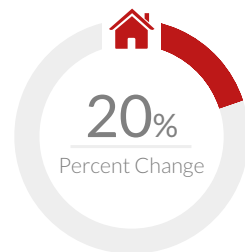
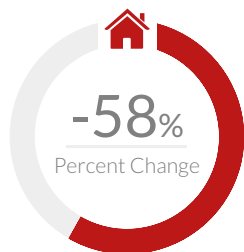
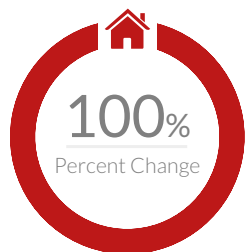
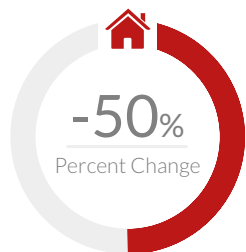


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Unconditional Sales

Overview of the number of sold listings as of December, 2018



6
Dec, 2015

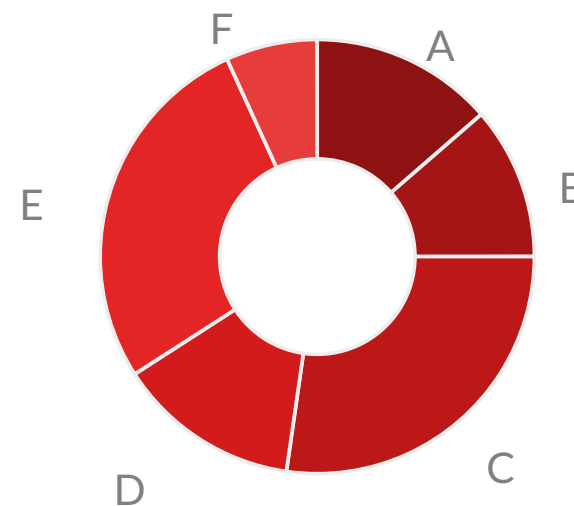
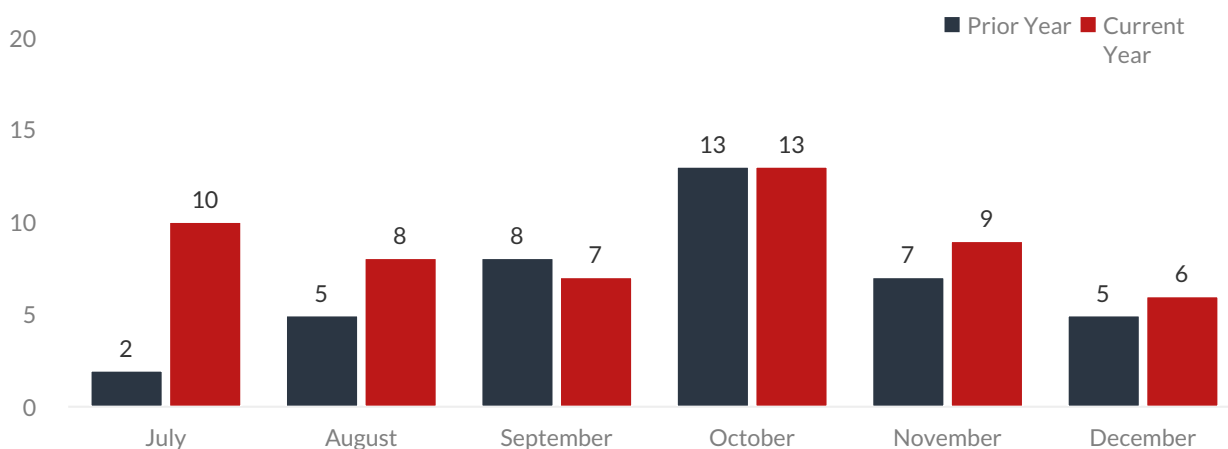
12
Dec, 2016

5
Dec, 2017

6
Dec, 2018

Bar Monthly Sales

Overview of the number of sold listings on a monthly basis



A DEC, 2018

There were 6 sold listings, a 20% increase from December, 2017

B DEC, 2017

There were 5 sold listings, a 58.33% decrease from December, 2016

C DEC, 2016

There were 12 sold listings, a 100% increase from December, 2015

D DEC, 2015

There were 6 sold listings, a 50% decrease from December, 2014

E DEC, 2014

There were 12 sold listings, a 300% increase from December, 2013

F DEC, 2013

There were 3 sold listings, a 57.14% decrease from December, 2012

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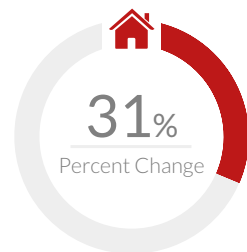
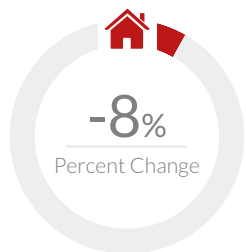
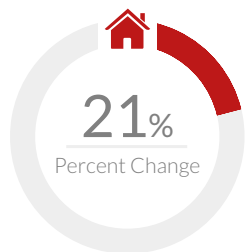
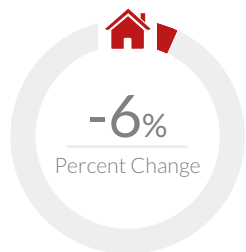


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Unconditional Sales

Overview of the number of sold listings as of December, 2018



80
YTD 2015

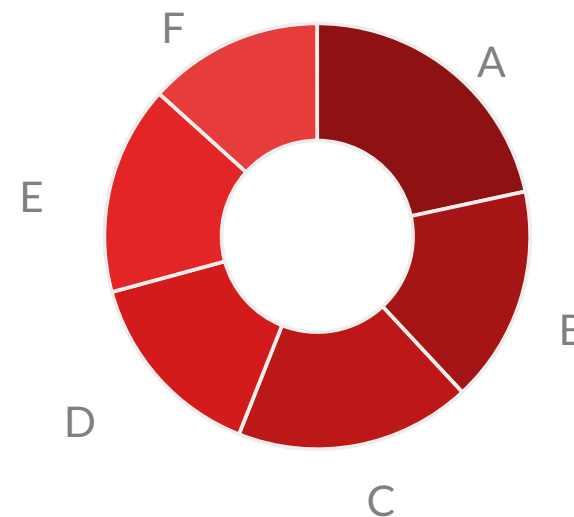
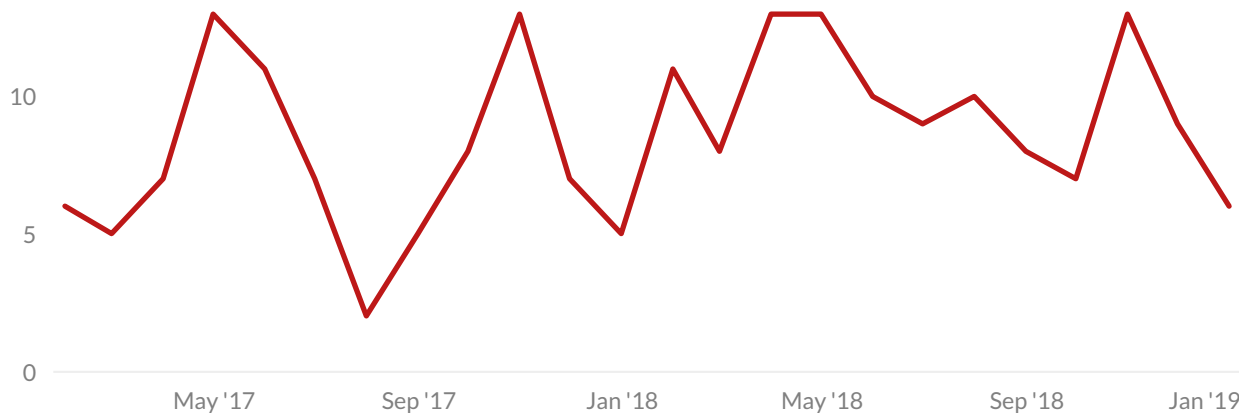
97
YTD 2016

89
YTD 2017

117
YTD 2018

Line Monthly Sales

Overview of the number of sold listings on a monthly basis



A YTD 2018

There were 117 sold listings, a 31.46% increase from December, 2017

B YTD 2017

There were 89 sold listings, an 8.25% decrease from December, 2016

C YTD 2016

There were 97 sold listings, a 21.25% increase from December, 2015

D YTD 2015

There were 80 sold listings, a 6.98% decrease from December, 2014

E YTD 2014

There were 86 sold listings, a 19.44% increase from December, 2013

F YTD 2013

There were 72 sold listings, an 11.11% decrease from December, 2012

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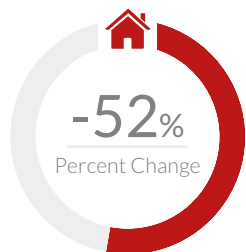


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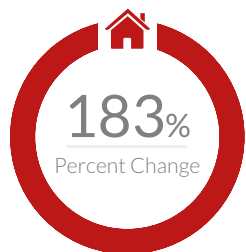
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Ratio of Sales to New listings

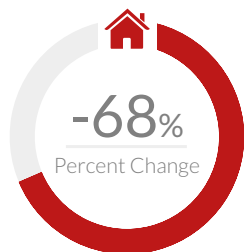
Comparison between the number of sold listings to the number of new listings as of December, 2018



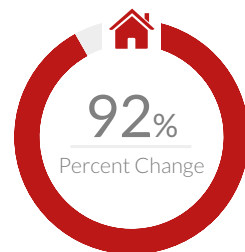
35%
Dec, 2015



100%
Dec, 2016



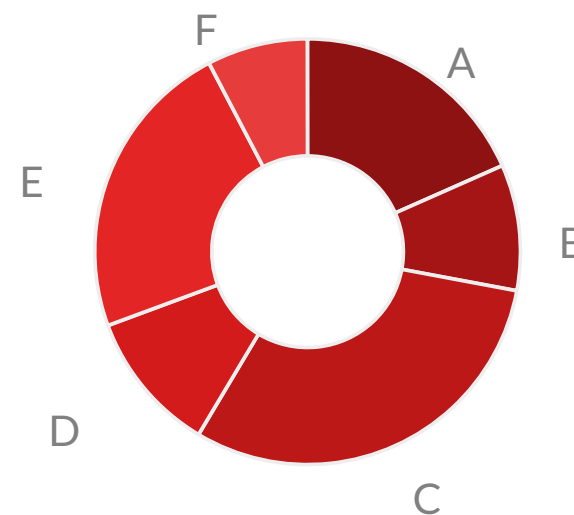
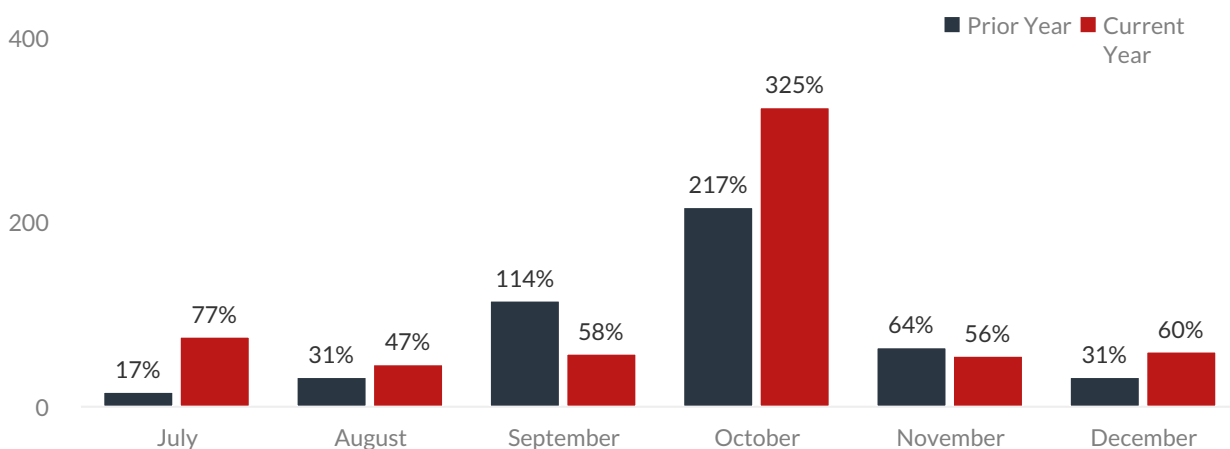
31%
Dec, 2017



60%
Dec, 2018

Bar Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



A DEC, 2018

The ratio of sales to new listings was 60%, a 92% increase from December, 2017

B DEC, 2017

The ratio of sales to new listings was 31%, a 68.75% decrease from December, 2016

C DEC, 2016

The ratio of sales to new listings was 100%, a 183.33% increase from December, 2015

D DEC, 2015

The ratio of sales to new listings was 35%, a 52.94% decrease from December, 2014

E DEC, 2014

The ratio of sales to new listings was 75%, a 200% increase from December, 2013

F DEC, 2013

The ratio of sales to new listings was 25%, a 60.71% decrease from December, 2012

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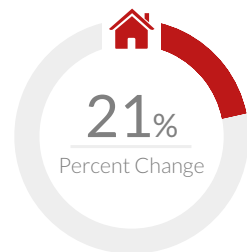
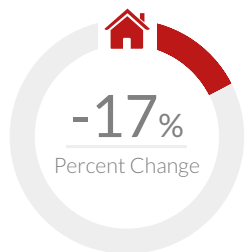
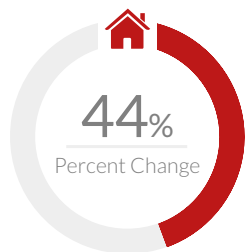
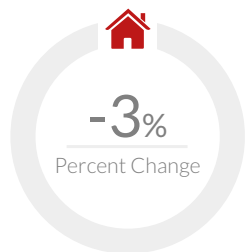


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Ratio of Sales to New listings

Comparison between the number of sold listings to the number of new listings as of December, 2018



54%
YTD 2015

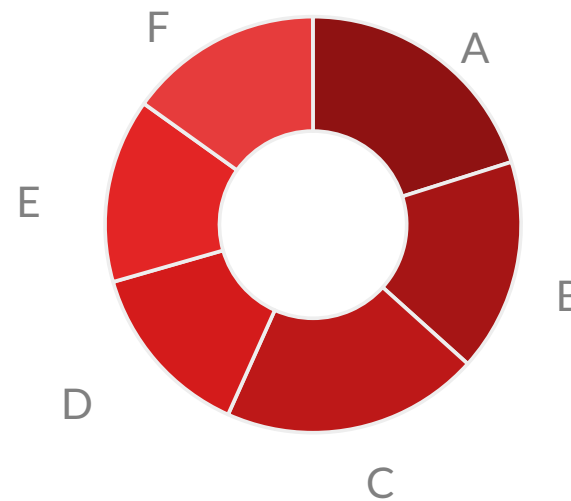
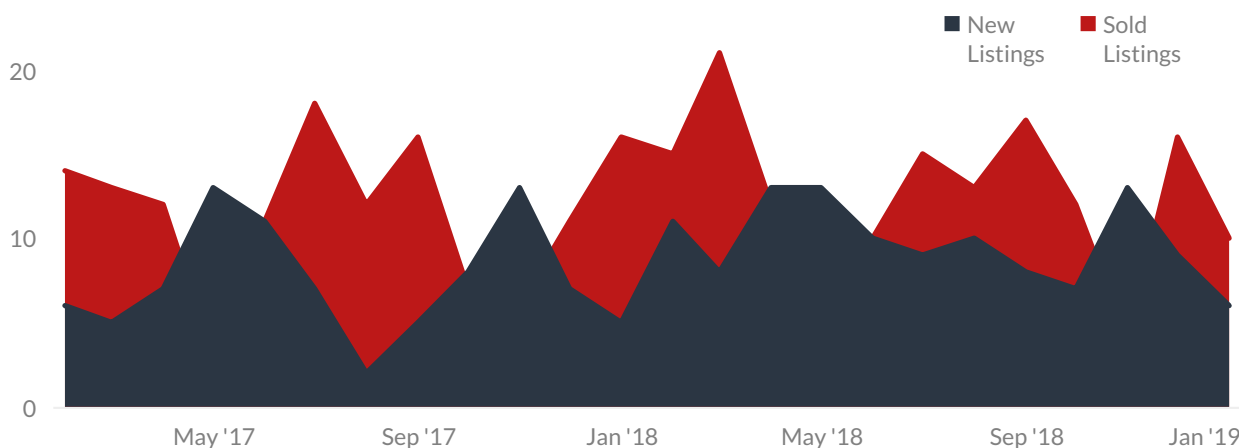
78%
YTD 2016

64%
YTD 2017

78%
YTD 2018

Area Monthly Sales to New Listings

Comparison between the number of sold listings to the number of new listings on a monthly basis



A YTD 2018

The ratio of sales to new listings was 78%, a 21.82% increase from December, 2017

B YTD 2017

The ratio of sales to new listings was 64%, a 17.49% decrease from December, 2016

C YTD 2016

The ratio of sales to new listings was 78%, a 44.53% increase from December, 2015

D YTD 2015

The ratio of sales to new listings was 54%, a 3.23% decrease from December, 2014

E YTD 2014

The ratio of sales to new listings was 55%, a 5.22% decrease from December, 2013

F YTD 2013

The ratio of sales to new listings was 59%, a 6.23% increase from December, 2012

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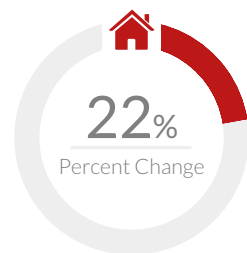
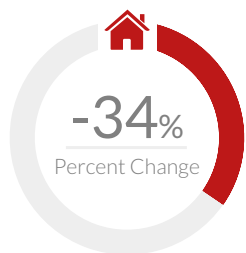
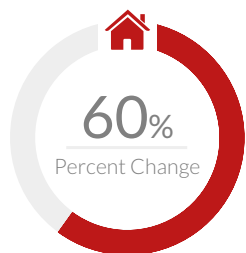
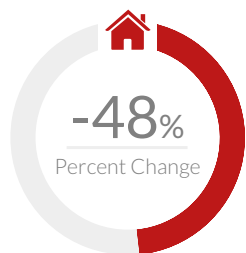


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Median Sale Price

Overview of the median selling price based on sold listings as of December, 2018



\$765K
Dec, 2015

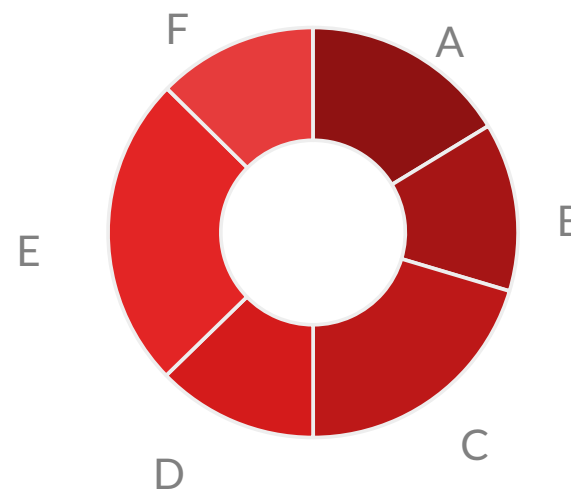
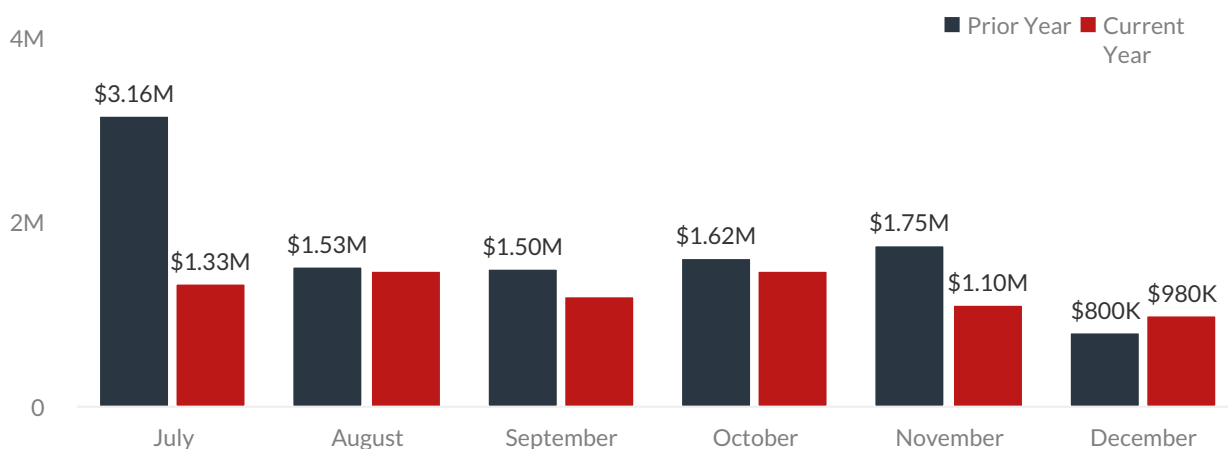
\$1.23M
Dec, 2016

\$800K
Dec, 2017

\$980K
Dec, 2018

Bar Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



A DEC, 2018

The median sales price was \$980K, a 22.5% increase from December, 2017

B DEC, 2017

The median sales price was \$800K, a 34.69% decrease from December, 2016

C DEC, 2016

The median sales price was \$1.23M, a 60.13% increase from December, 2015

D DEC, 2015

The median sales price was \$765K, a 48.4% decrease from December, 2014

E DEC, 2014

The median sales price was \$1.48M, a 95.58% increase from December, 2013

F DEC, 2013

The median sales price was \$758K, a 72.54% decrease from December, 2012

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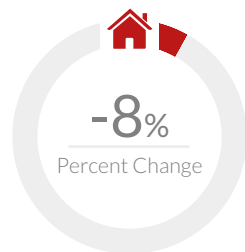
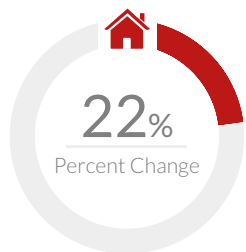
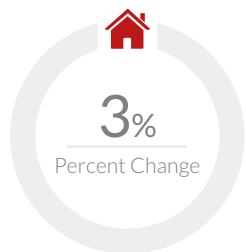
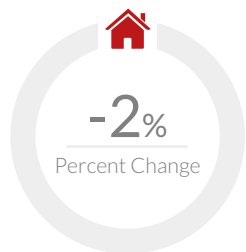


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Median Sale Price

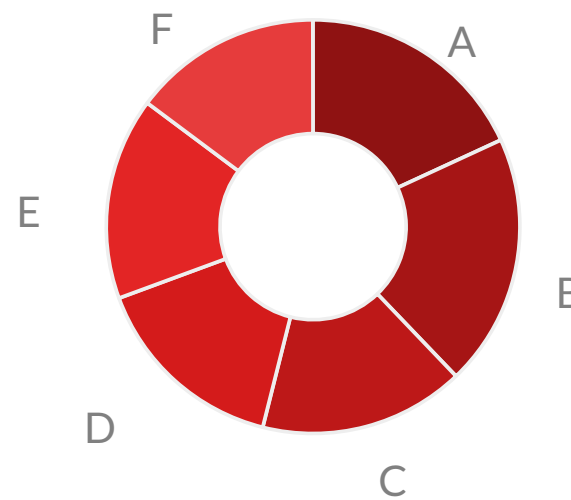
Overview of the median selling price based on sold listings as of December, 2018



\$1.20M YTD 2015 **\$1.24M** YTD 2016 **\$1.53M** YTD 2017 **\$1.40M** YTD 2018

Line Monthly Median Sales Price

Overview of the median selling price based on sold listings on a monthly basis



A YTD 2018

The median sales price was \$1.40M, an 8.2% decrease from December, 2017

B YTD 2017

The median sales price was \$1.53M, a 22.98% increase from December, 2016

C YTD 2016

The median sales price was \$1.24M, a 3.77% increase from December, 2015

D YTD 2015

The median sales price was \$1.20M, a 2.25% decrease from December, 2014

E YTD 2014

The median sales price was \$1.22M, a 7% increase from December, 2013

F YTD 2013

The median sales price was \$1.14M, a 24.09% decrease from December, 2012

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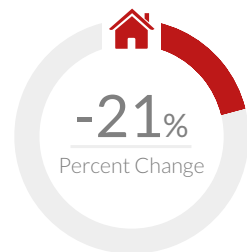
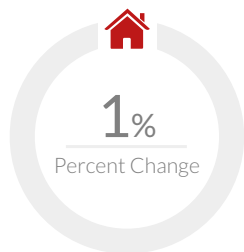
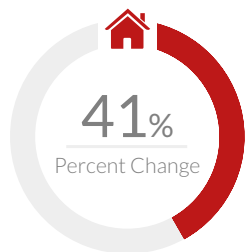
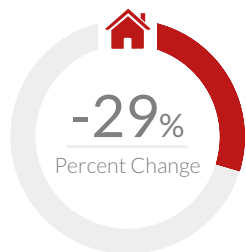


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Havlik Real Estate
 Vail Valley Real Estate

Average Sale Price

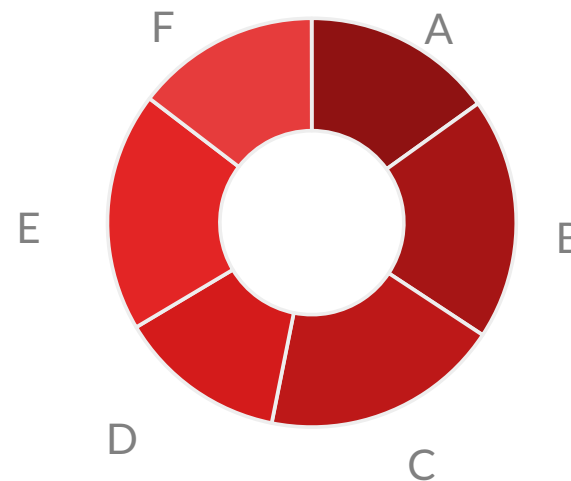
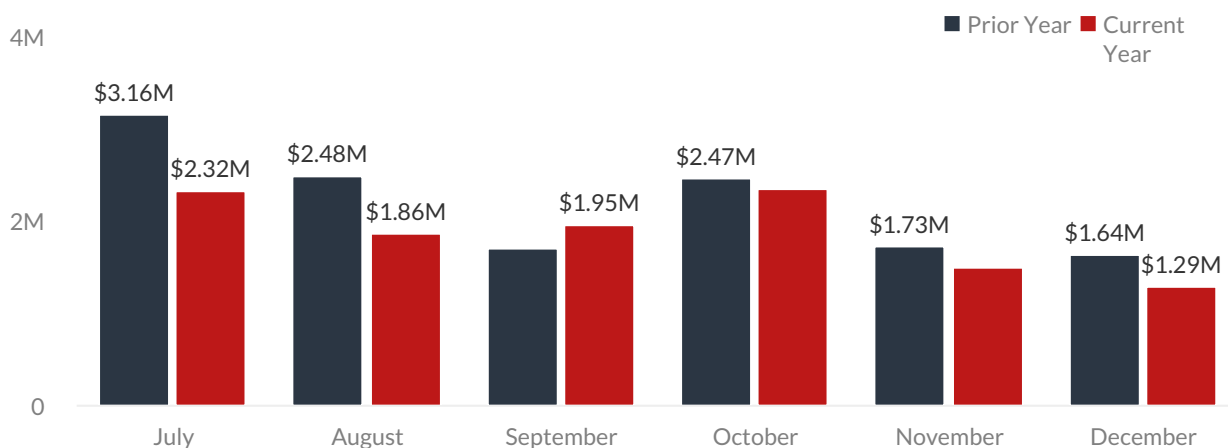
Overview of the average selling price based on sold listings as of December, 2018



\$1.14M Dec, 2015 **\$1.61M** Dec, 2016 **\$1.64M** Dec, 2017 **\$1.29M** Dec, 2018

Bar Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A DEC, 2018

The average sales price was \$1.29M, a 21.16% decrease from December, 2017

B DEC, 2017

The average sales price was \$1.64M, a 1.45% increase from December, 2016

C DEC, 2016

The average sales price was \$1.61M, a 41.96% increase from December, 2015

D DEC, 2015

The average sales price was \$1.14M, a 29.78% decrease from December, 2014

E DEC, 2014

The average sales price was \$1.62M, a 29.76% increase from December, 2013

F DEC, 2013

The average sales price was \$1.25M, a 56.99% decrease from December, 2012

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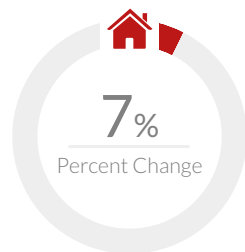
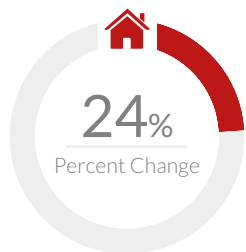
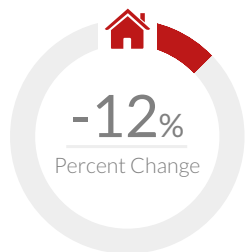
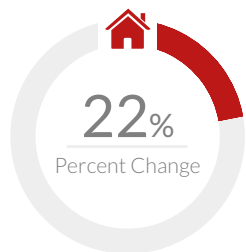


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Havlik Real Estate
 Vail Valley Real Estate

Average Sale Price

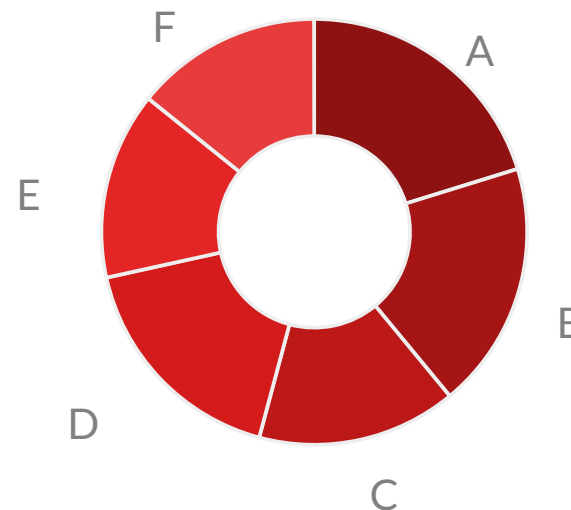
Overview of the average selling price based on sold listings as of December, 2018



\$2.00M YTD 2015 **\$1.75M** YTD 2016 **\$2.17M** YTD 2017 **\$2.33M** YTD 2018

Line Monthly Sales Price

Overview of the average selling price based on sold listings on a monthly basis



A YTD 2018

The average sales price was \$2.33M, a 7.57% increase from December, 2017

B YTD 2017

The average sales price was \$2.17M, a 24.1% increase from December, 2016

C YTD 2016

The average sales price was \$1.75M, a 12.85% decrease from December, 2015

D YTD 2015

The average sales price was \$2.00M, a 22.24% increase from December, 2014

E YTD 2014

The average sales price was \$1.64M, a 0.01% increase from December, 2013

F YTD 2013

The average sales price was \$1.64M, a 23.52% decrease from December, 2012

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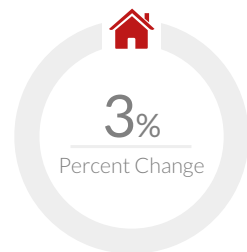
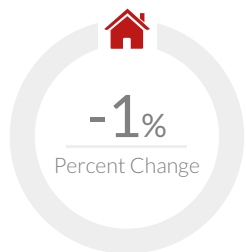
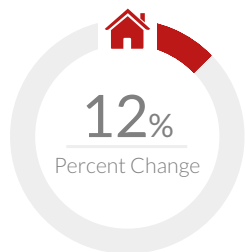
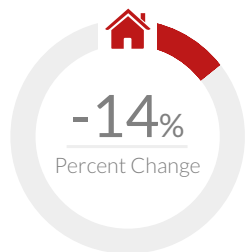


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Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of December, 2018



82%
Dec, 2015

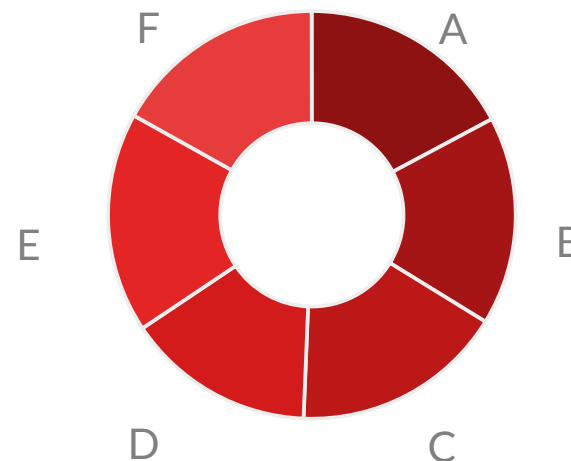
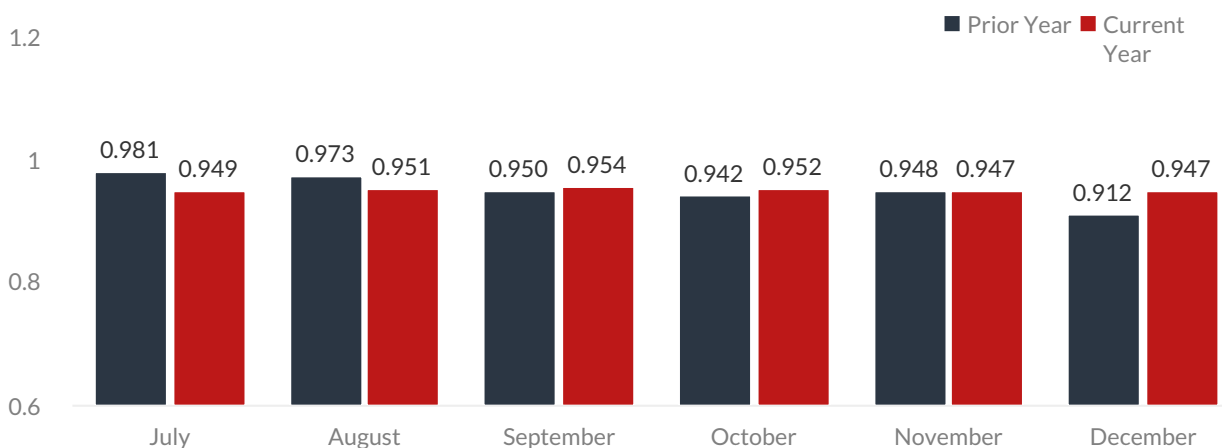
93%
Dec, 2016

91%
Dec, 2017

95%
Dec, 2018

Bar Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A DEC, 2018

The average ask to sell ratio was 0.947, a 3.86% increase from December, 2017

B DEC, 2017

The average ask to sell ratio was 0.912, a 1.76% decrease from December, 2016

C DEC, 2016

The average ask to sell ratio was 0.928, a 12.82% increase from December, 2015

D DEC, 2015

The average ask to sell ratio was 0.823, a 14.53% decrease from December, 2014

E DEC, 2014

The average ask to sell ratio was 0.963, a 3.65% increase from December, 2013

F DEC, 2013

The average ask to sell ratio was 0.929, a 0.92% increase from December, 2012

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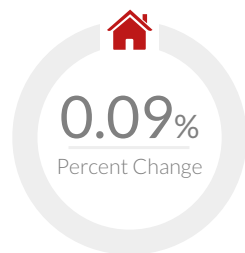
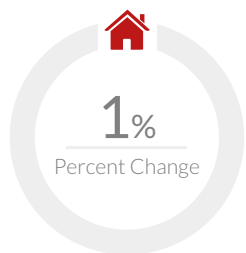
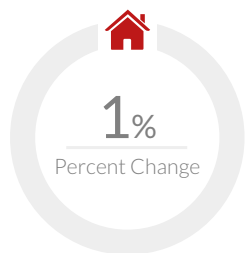
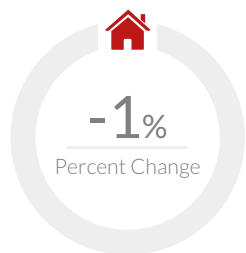


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Average Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings as of December, 2018



93%
YTD 2015

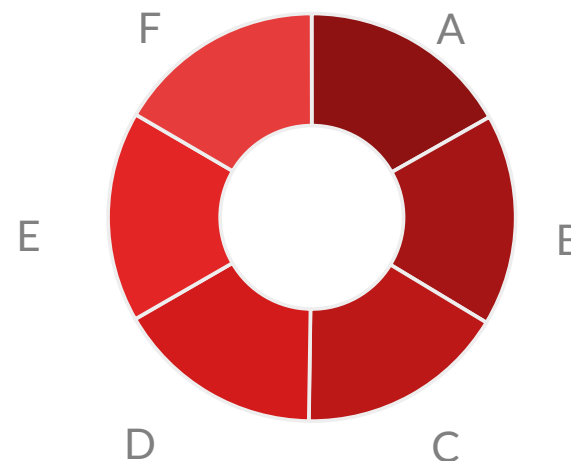
94%
YTD 2016

95%
YTD 2017

95%
YTD 2018

Line Monthly Ask to Sell Ratio

Overview comparing the asking price of listings to the selling price of listings based on sold listings on a monthly basis



A YTD 2018

The average ask to sell ratio was 0.950, a 0.09% increase from December, 2017

B YTD 2017

The average ask to sell ratio was 0.949, a 1.14% increase from December, 2016

C YTD 2016

The average ask to sell ratio was 0.938, a 1.09% increase from December, 2015

D YTD 2015

The average ask to sell ratio was 0.928, a 1.62% decrease from December, 2014

E YTD 2014

The average ask to sell ratio was 0.944, a 0.74% increase from December, 2013

F YTD 2013

The average ask to sell ratio was 0.937, a 1.31% increase from December, 2012

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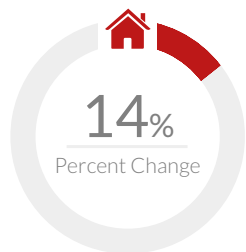


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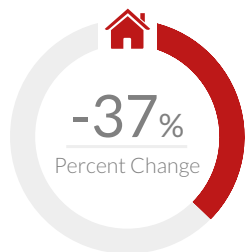
Havlik Real Estate
 Vail Valley Real Estate

Total Months Supply

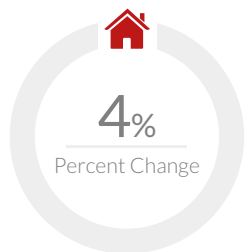
Overview of months supply of total inventory based as of December, 2018



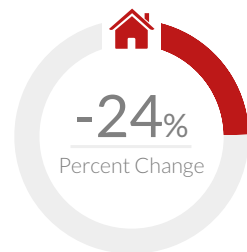
21.75
Dec, 2015



13.61
Dec, 2016



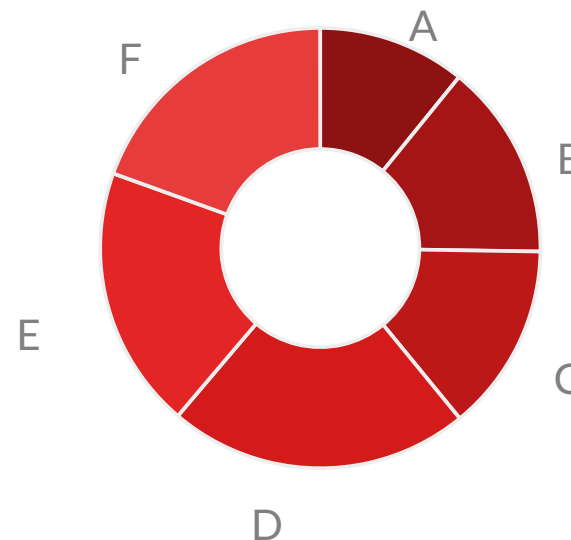
14.16
Dec, 2017



10.67
Dec, 2018

Line Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



A DEC, 2018

The months supply as of December, 2018 was 10.67, a 24.66% decrease from December, 2017

C DEC, 2016

The months supply as of December, 2016 was 13.61, a 37.43% decrease from December, 2015

E DEC, 2014

The months supply as of December, 2014 was 18.98, a 0.99% decrease from December, 2013

B DEC, 2017

The months supply as of December, 2017 was 14.16, a 4.03% increase from December, 2016

D DEC, 2015

The months supply as of December, 2015 was 21.75, a 14.61% increase from December, 2014

F DEC, 2013

The months supply as of December, 2013 was 19.17, a 3.45% decrease from December, 2012

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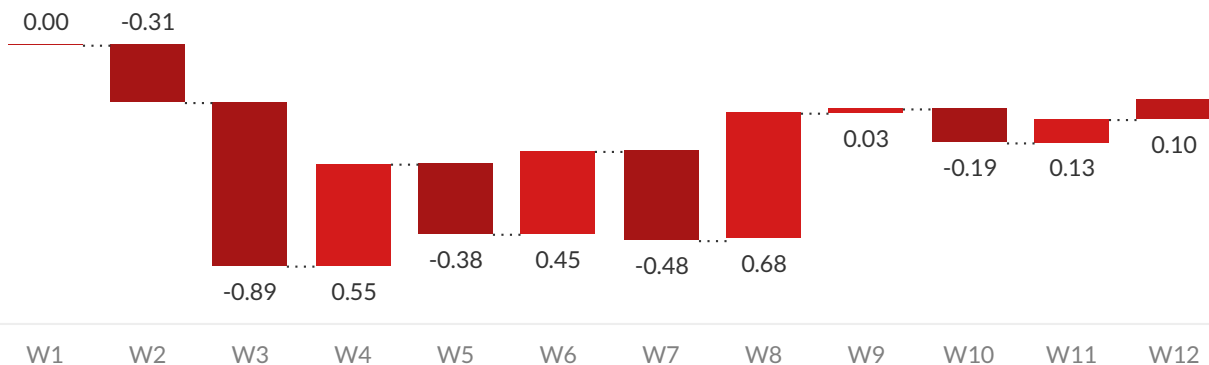


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Havlik Real Estate
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Total Months Supply

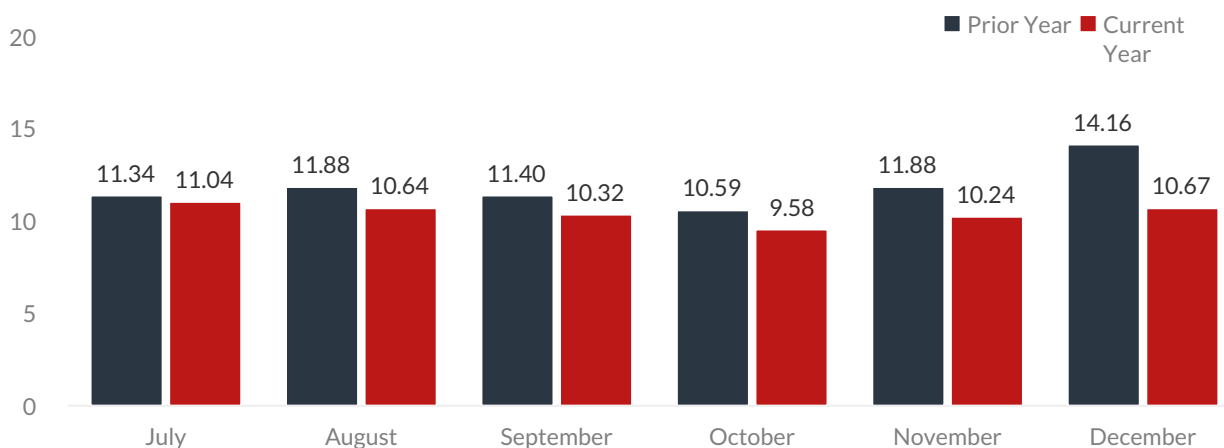
Overview of months supply of total inventory based as of December, 2018



The waterfall graph on the left displays the change in months supply over the last 12 weeks. Lighter colors represents an increase in months supply levels while darker colors represent a decrease.

Bar Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



W1 OCT 13/2018

The total months supply was 11.08 month(s), a 0% decrease from Oct 6

W2 OCT 20/2018

The total months supply was 10.77 month(s), a 2.8% decrease from Oct 13

W3 OCT 27/2018

The total months supply was 9.88 month(s), an 8.27% decrease from Oct 20

W4 NOV 3/2018

The total months supply was 10.43 month(s), a 5.61% increase from Oct 27

W5 NOV 10/2018

The total months supply was 10.05 month(s), a 3.6% decrease from Nov 3

W6 NOV 17/2018

The total months supply was 10.5 month(s), a 4.44% increase from Nov 10

W7 NOV 24/2018

The total months supply was 10.02 month(s), a 4.6% decrease from Nov 17

W8 DEC 1/2018

The total months supply was 10.7 month(s), a 6.84% increase from Nov 24

W9 DEC 8/2018

The total months supply was 10.73 month(s), a 0.21% increase from Dec 1

W10 DEC 15/2018

The total months supply was 10.54 month(s), a 1.74% decrease from Dec 8

W11 DEC 22/2018

The total months supply was 10.67 month(s), a 1.21% increase from Dec 15

W12 DEC 29/2018

The total months supply was 10.77 month(s), a 0.96% increase from Dec 22

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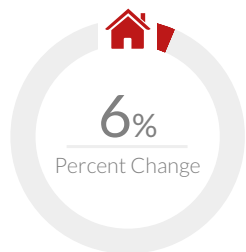


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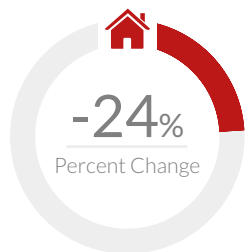


Total Listing Inventory

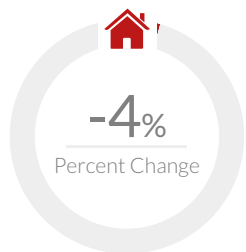
Overview of the total number of listings which were currently active on the market as of December, 2018



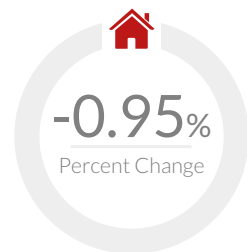
145
Dec, 2015



110
Dec, 2016



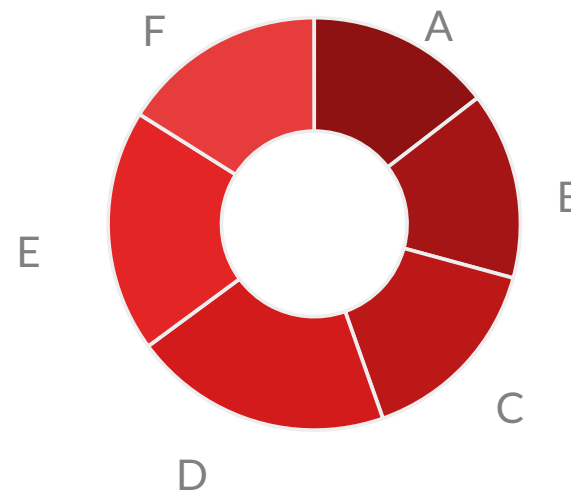
105
Dec, 2017



104
Dec, 2018

Line Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



A DEC, 2018

As of December, 2018 the total inventory was 104, a 0.95% decrease from December, 2017

B DEC, 2017

As of December, 2017 the total inventory was 105, a 4.55% decrease from December, 2016

C DEC, 2016

As of December, 2016 the total inventory was 110, a 24.14% decrease from December, 2015

D DEC, 2015

As of December, 2015 the total inventory was 145, a 6.62% increase from December, 2014

E DEC, 2014

As of December, 2014 the total inventory was 136, an 18.26% increase from December, 2013

F DEC, 2013

As of December, 2013 the total inventory was 115, a 14.18% decrease from December, 2012

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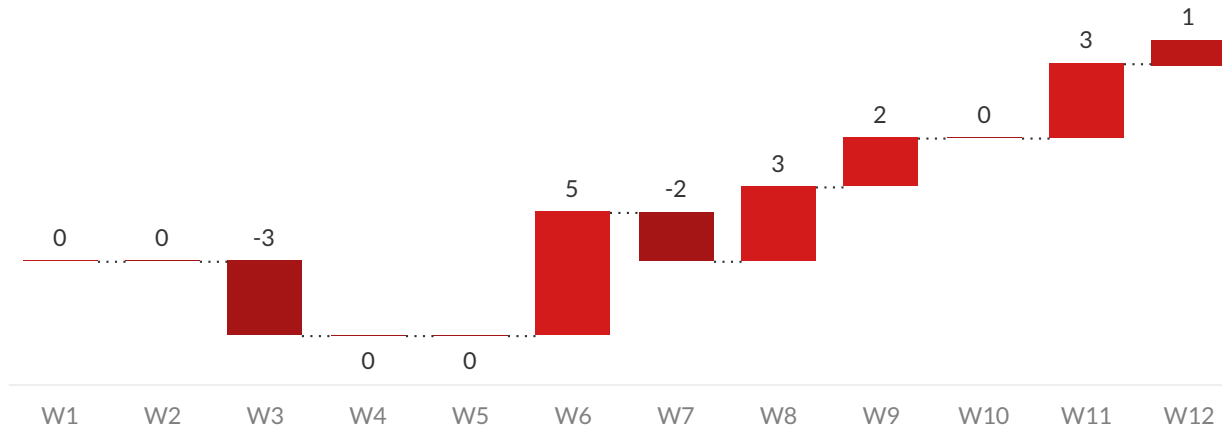


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Total Listing Inventory

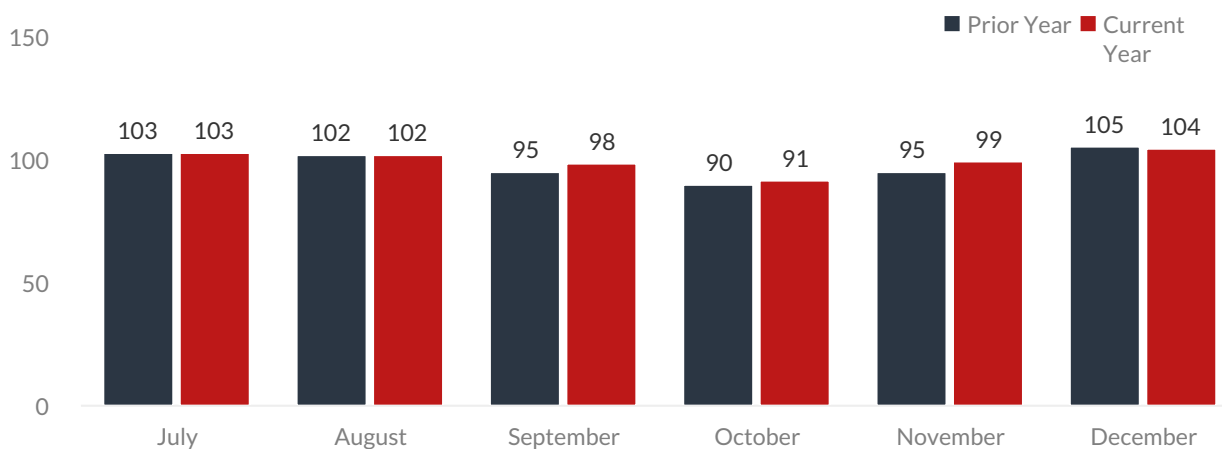
Overview of the total number of listings which were currently active on the market as of December, 2018



The waterfall graph on the left displays the change in inventory over the last 12 weeks. Lighter colors represents an increase in inventory levels while darker colors represent a decrease.

Bar Monthly Total Listing Inventory

Overview of the total number of listings which were currently active on the market on a monthly basis



W1 OCT 13/2018

There were 96 active listings as of Oct 13, a 0% decrease from Oct 6

W2 OCT 20/2018

There were 96 active listings as of Oct 20, a 0% decrease from Oct 13

W3 OCT 27/2018

There were 93 active listings as of Oct 27, a 3.13% decrease from Oct 20

W4 NOV 3/2018

There were 93 active listings as of Nov 3, a 0% decrease from Oct 27

W5 NOV 10/2018

There were 93 active listings as of Nov 10, a 0% decrease from Nov 3

W6 NOV 17/2018

There were 98 active listings as of Nov 17, a 5.38% increase from Nov 10

W7 NOV 24/2018

There were 96 active listings as of Nov 24, a 2.04% decrease from Nov 17

W8 DEC 1/2018

There were 99 active listings as of Dec 1, a 3.13% increase from Nov 24

W9 DEC 8/2018

There were 101 active listings as of Dec 8, a 2.02% increase from Dec 1

W10 DEC 15/2018

There were 101 active listings as of Dec 15, a 0% decrease from Dec 8

W11 DEC 22/2018

There were 104 active listings as of Dec 22, a 2.97% increase from Dec 15

W12 DEC 29/2018

There were 105 active listings as of Dec 29, a 0.96% increase from Dec 22

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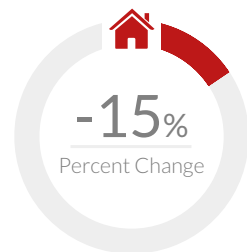
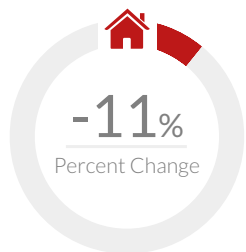
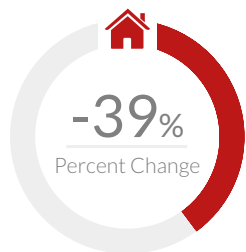
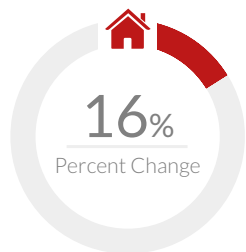


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Havlik Real Estate
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Days on Market Until Sale

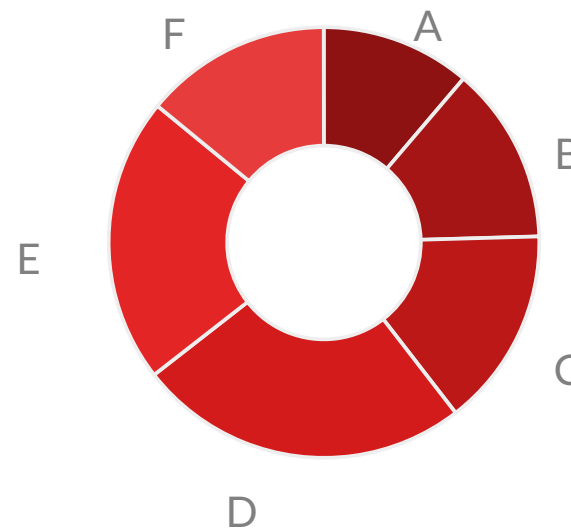
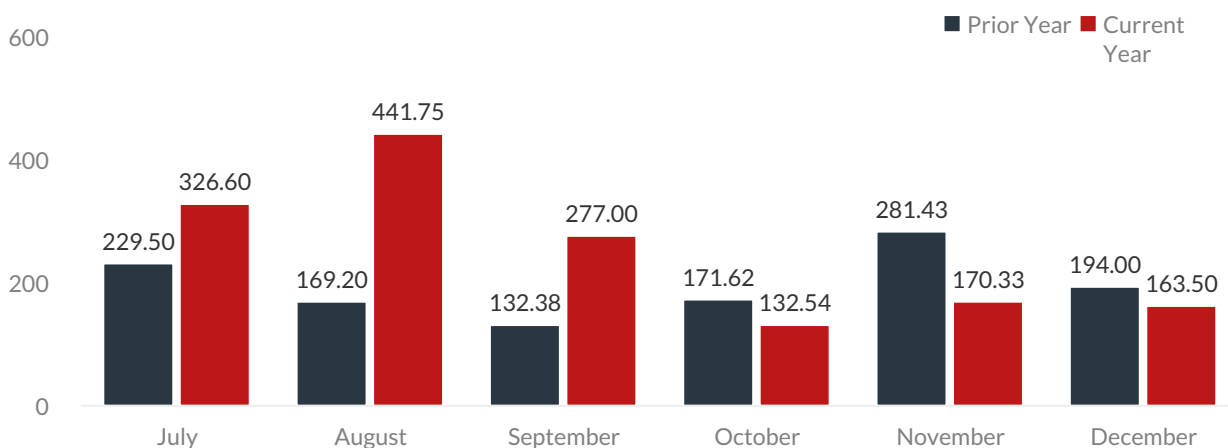
Overview of the average number of days that sold listings as of December, 2018 have been on the market for



363.33 **218.08** **194.00** **163.50**
 Dec, 2015 Dec, 2016 Dec, 2017 Dec, 2018

Bar Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A DEC, 2018

The average days on market was 163.50, a 15.72% decrease from December, 2017

B DEC, 2017

The average days on market was 194.00, an 11.04% decrease from December, 2016

C DEC, 2016

The average days on market was 218.08, a 39.98% decrease from December, 2015

D DEC, 2015

The average days on market was 363.33, a 16.2% increase from December, 2014

E DEC, 2014

The average days on market was 312.67, a 52.77% increase from December, 2013

F DEC, 2013

The average days on market was 204.67, a 31.92% increase from December, 2012

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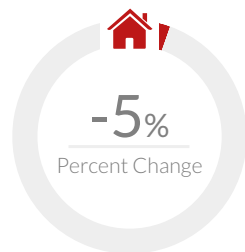
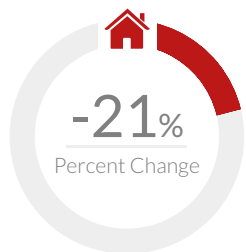
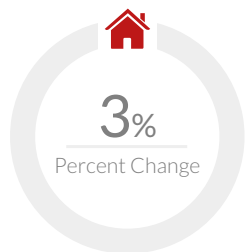
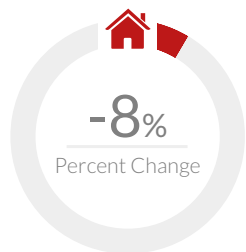


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Days on Market Until Sale

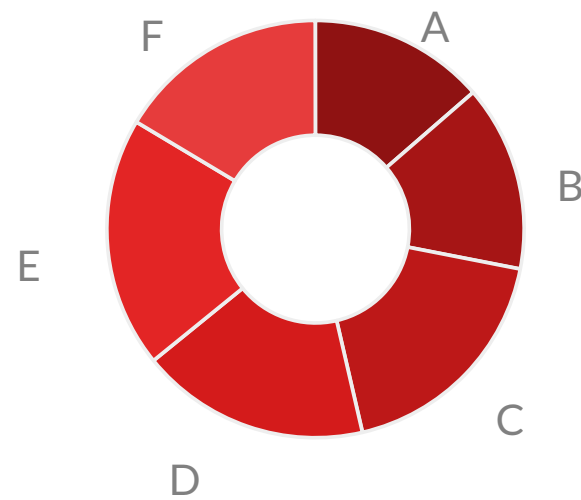
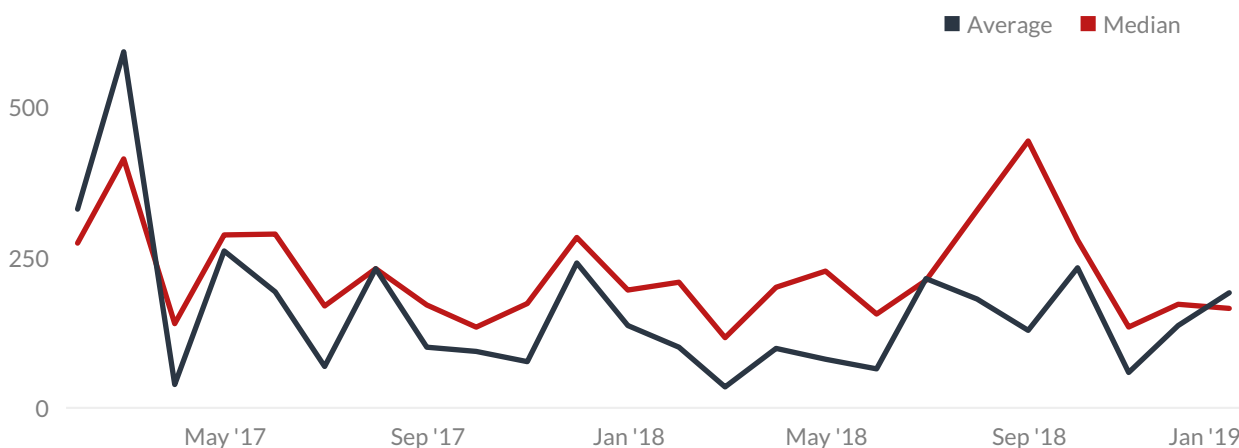
Overview of the average number of days that sold listings as of December, 2018 have been on the market for



279.71 **288.72** **227.38** **214.68**
 YTD 2015 YTD 2016 YTD 2017 YTD 2018

Line Monthly Days on Market

Overview of the average number of days that sold listings have been on the market for on a monthly basis



A YTD 2018

The average days on market was 214.68, a 5.59% decrease from December, 2017

B YTD 2017

The average days on market was 227.38, a 21.25% decrease from December, 2016

C YTD 2016

The average days on market was 288.72, a 3.22% increase from December, 2015

D YTD 2015

The average days on market was 279.71, an 8.62% decrease from December, 2014

E YTD 2014

The average days on market was 306.10, an 18.44% increase from December, 2013

F YTD 2013

The average days on market was 258.44, an 11.4% decrease from December, 2012

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