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Havlik Real Estate
Vail Valley Real Estate

Quick Review

This is a full market report for Vail Village and Lionshead Village in Vail.

In July, 2018, we have seen a total value of 6 listings sold which has resulted in a 100% increase from July, 2017 in which 3 listings were sold; we have seen a year to date value of 85 in 2018 and 64 in 2017 resulting in a 32.81% increase.

The median sales price in July, 2018 was \$1.44M, 30.78% lower from this month of the prior year with a median sales price of \$2.08M. We have seen a year to date median sales price of \$1.75M in 2018 and \$1.78M in 2017 resulting in a 1.8% decrease from 2017.

In July, 2018 the total count of listing inventory available on the market was 159. In July, 2017 the total count of listing inventory available on the market was 192. This results in a 17.19% decrease from July, 2017 to July, 2018.

Key Figures

	Jul, 2018	Jul, 2017	Percent Change
<i>New Listings</i>	30	27	+11.11%
<i>Unconditional Sales</i>	6	3	+100%
<i>Ratio of Sales to New listings</i>	20%	11%	+80%
<i>Median Sale Price</i>	\$1.44M	\$2.08M	-30.78%
<i>Average Sale Price</i>	\$4.92M	\$2.21M	+122.3%
<i>Average Ask to Sell Ratio</i>	93%	93%	0.08%
<i>Total Months Supply</i>	13.16	18.43	-28.61%
<i>Total Listing Inventory</i>	159	192	-17.19%
<i>Days on Market Until Sale</i>	116.50	222.00	-47.52%

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Total Listing Inventory	16
Days on Market Until Sale	18

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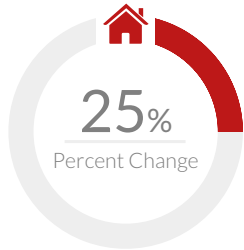


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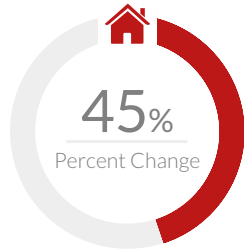
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New Listings

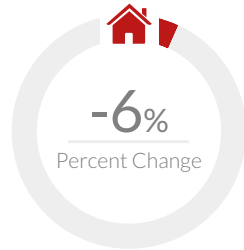
Overview of the number of listings which have been added to the market as of July, 2018



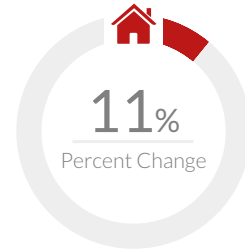
20
Jul, 2015



29
Jul, 2016



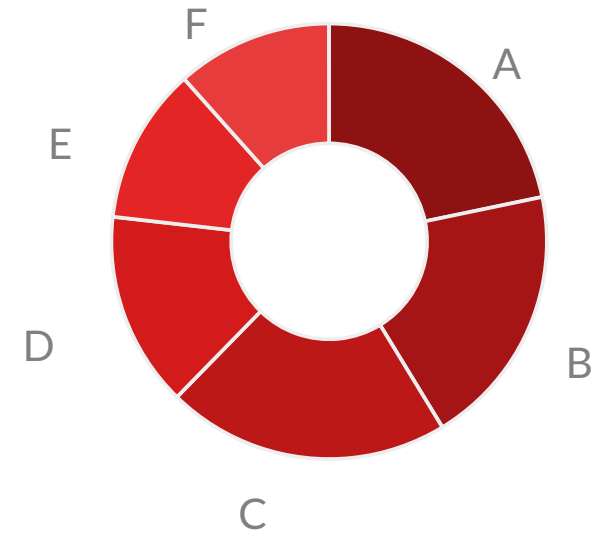
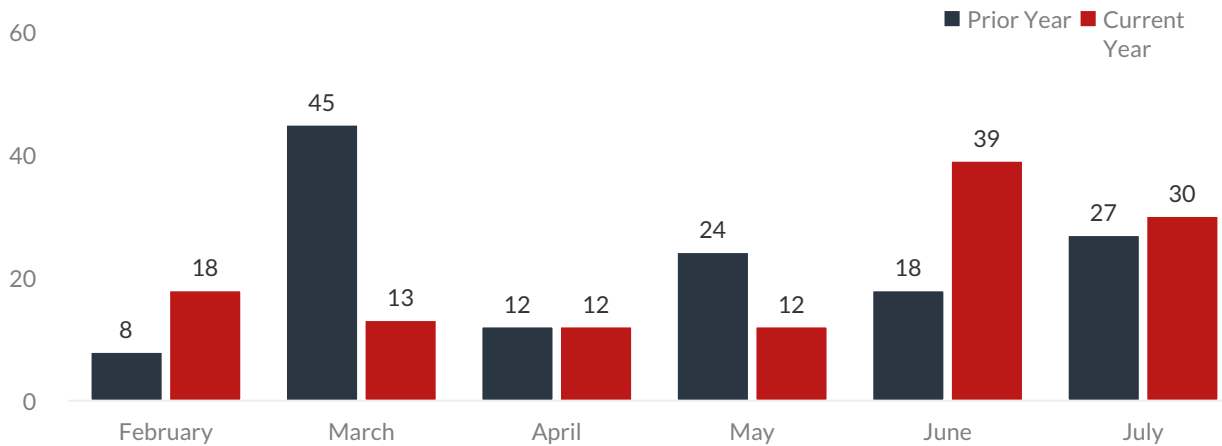
27
Jul, 2017



30
Jul, 2018

Bar Monthly New Listings

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



A JUL, 2018

There were 30 new listings, an 11.11% increase from July, 2017

B JUL, 2017

There were 27 new listings, a 6.9% decrease from July, 2016

C JUL, 2016

There were 29 new listings, a 45% increase from July, 2015

D JUL, 2015

There were 20 new listings, a 25% increase from July, 2014

E JUL, 2014

There were 16 new listings, a 0% decrease from July, 2013

F JUL, 2013

There were 16 new listings, a 0% decrease from July, 2012

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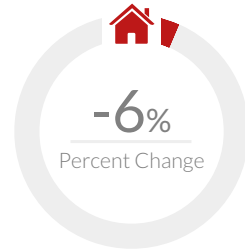
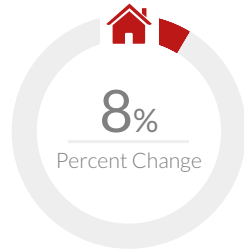
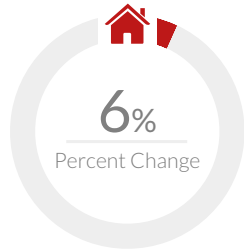
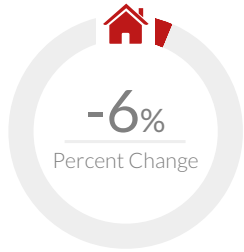


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New Listings

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



129
YTD 2015

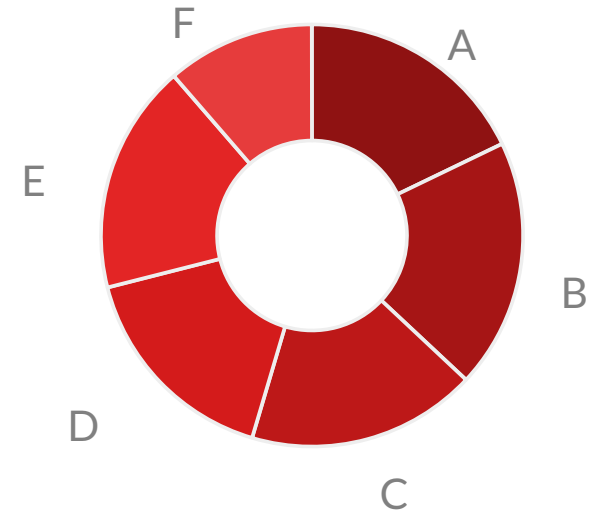
138
YTD 2016

150
YTD 2017

140
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 140 new listings, a 6.67% decrease from July, 2017

B YTD 2017

There were 150 new listings, an 8.7% increase from July, 2016

C YTD 2016

There were 138 new listings, a 6.98% increase from July, 2015

D YTD 2015

There were 129 new listings, a 6.52% decrease from July, 2014

E YTD 2014

There were 138 new listings, a 55.06% increase from July, 2013

F YTD 2013

There were 89 new listings, a 3.49% increase from July, 2012

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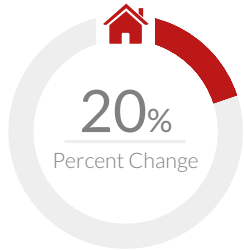


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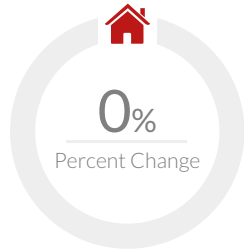
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Unconditional Sales

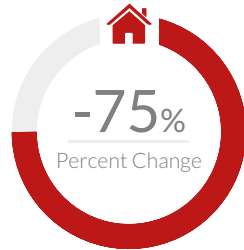
Overview of the number of sold listings as of July, 2018



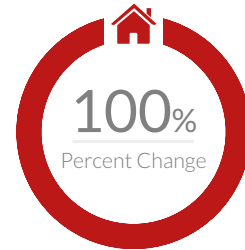
12
Jul, 2015



12
Jul, 2016



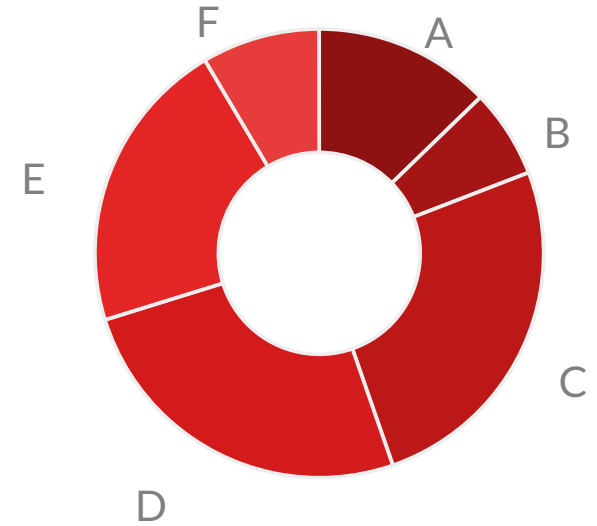
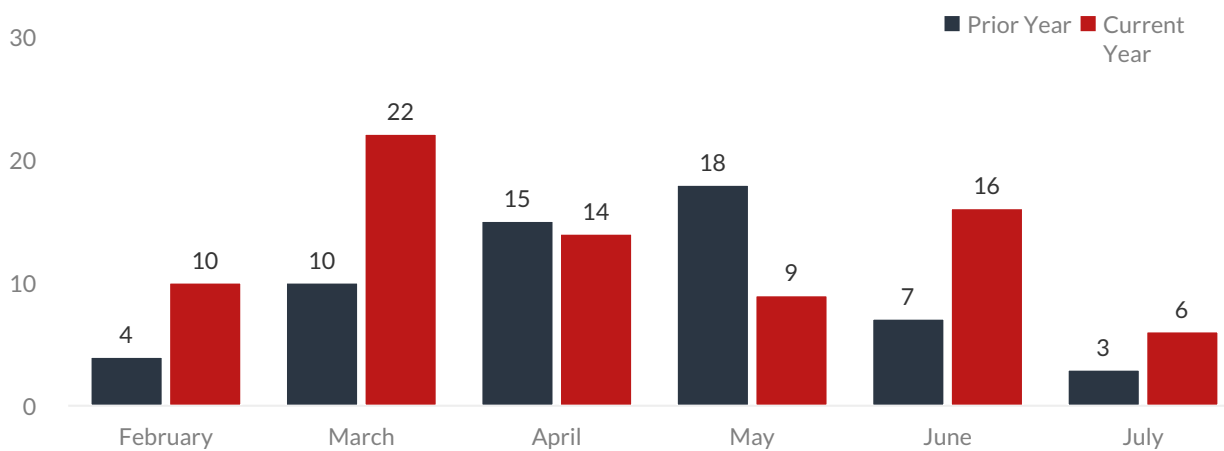
3
Jul, 2017



6
Jul, 2018

Bar Monthly Sales

Overview of the number of sold listings on a monthly basis



A JUL, 2018

There were 6 sold listings, a 100% increase from July, 2017

B JUL, 2017

There were 3 sold listings, a 75% decrease from July, 2016

C JUL, 2016

There were 12 sold listings, a 0% decrease from July, 2015

D JUL, 2015

There were 12 sold listings, a 20% increase from July, 2014

E JUL, 2014

There were 10 sold listings, a 150% increase from July, 2013

F JUL, 2013

There were 4 sold listings, a 100% increase from July, 2012

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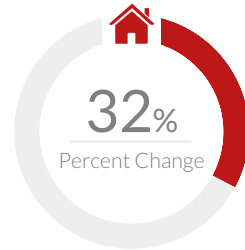
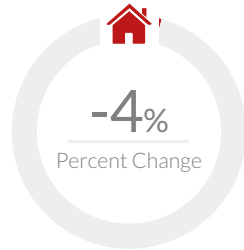
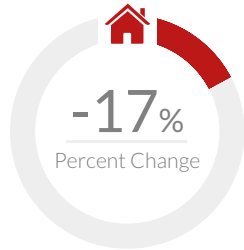
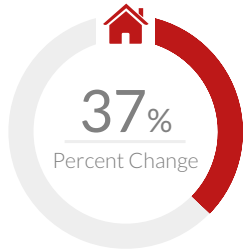


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Unconditional Sales

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



81
YTD 2015

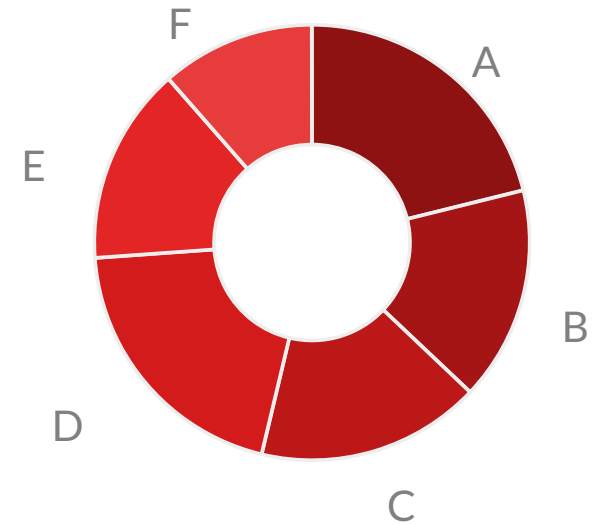
67
YTD 2016

64
YTD 2017

85
YTD 2018

Line Monthly Sales

Overview of the number of sold listings on a monthly basis



A YTD 2018

There were 85 sold listings, a 32.81% increase from July, 2017

B YTD 2017

There were 64 sold listings, a 4.48% decrease from July, 2016

C YTD 2016

There were 67 sold listings, a 17.28% decrease from July, 2015

D YTD 2015

There were 81 sold listings, a 37.29% increase from July, 2014

E YTD 2014

There were 59 sold listings, a 28.26% increase from July, 2013

F YTD 2013

There were 46 sold listings, an 8% decrease from July, 2012

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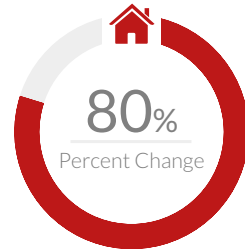
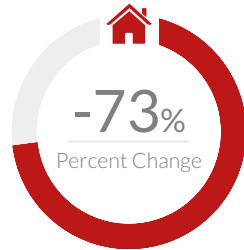
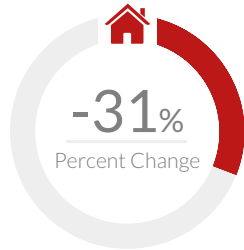
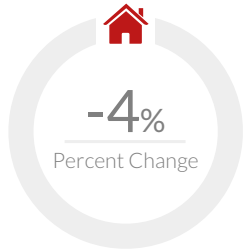


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Ratio of Sales to New listings

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



60%
Jul, 2015

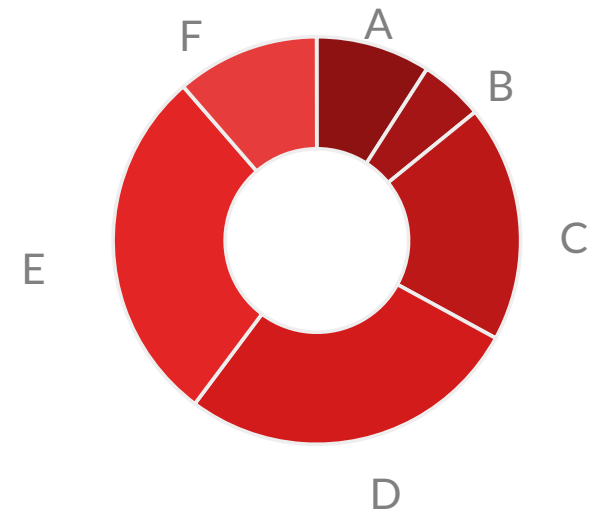
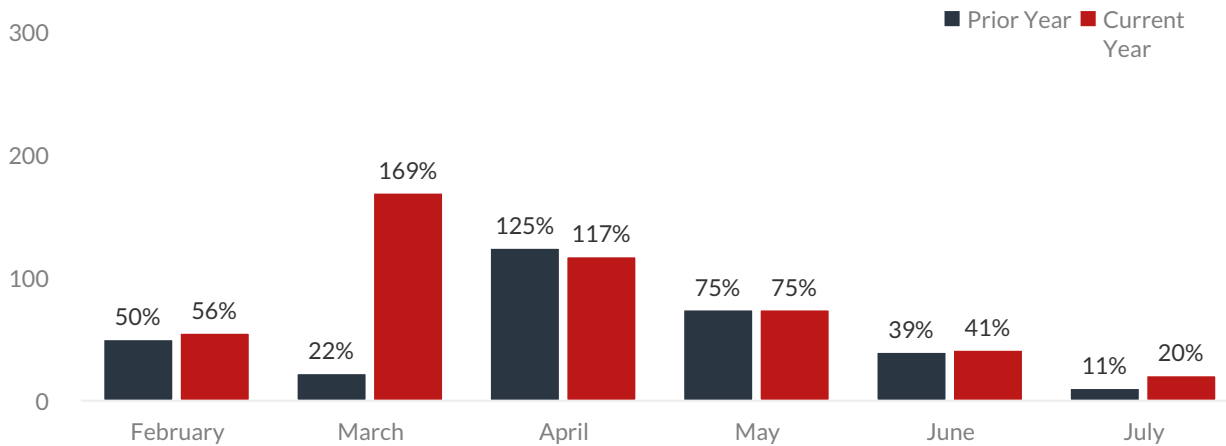
41%
Jul, 2016

11%
Jul, 2017

20%
Jul, 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 JUL, 2018

The ratio of sales to new listings was 20%, an 80% increase from July, 2017

B JUL, 2017

The ratio of sales to new listings was 11%, a 73.15% decrease from July, 2016

C JUL, 2016

The ratio of sales to new listings was 41%, a 31.03% decrease from July, 2015

D JUL, 2015

The ratio of sales to new listings was 60%, a 4% decrease from July, 2014

E JUL, 2014

The ratio of sales to new listings was 63%, a 150% increase from July, 2013

F JUL, 2013

The ratio of sales to new listings was 25%, a 100% increase from July, 2012

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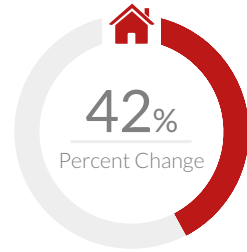
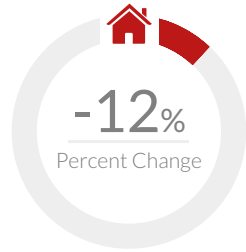
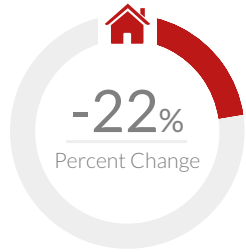
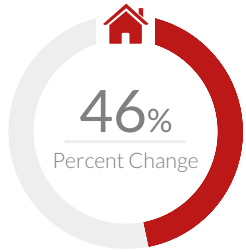


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Ratio of Sales to New listings

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



63%
YTD 2015

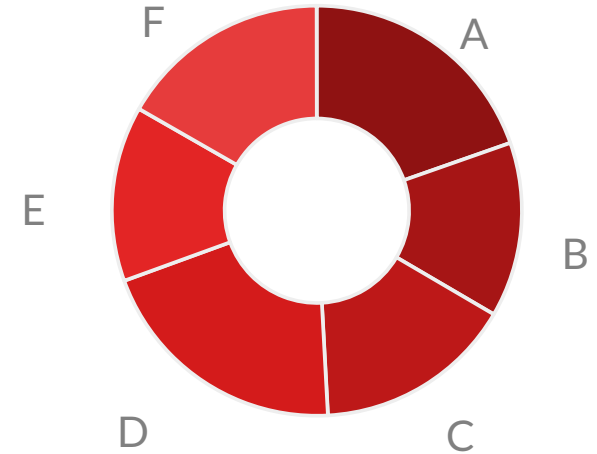
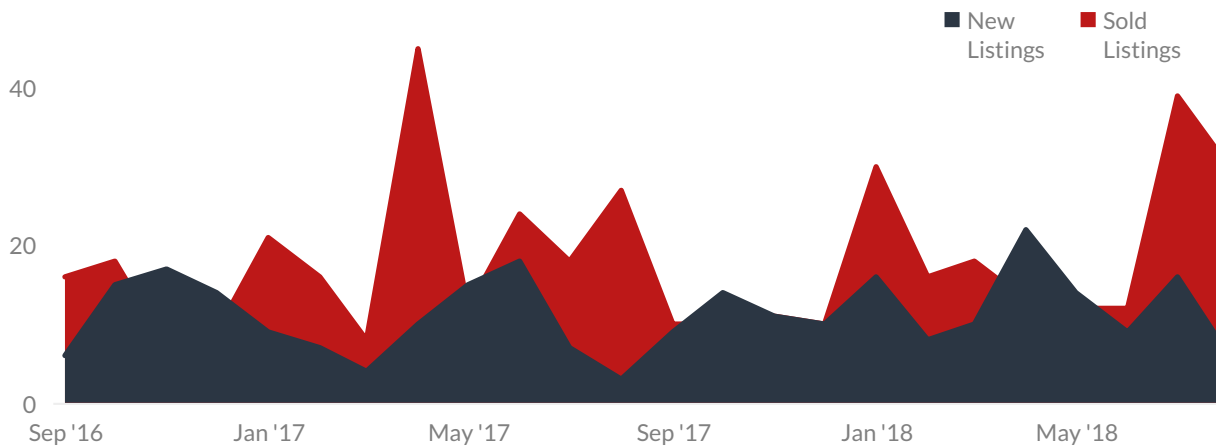
49%
YTD 2016

43%
YTD 2017

61%
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 61%, a 42.3% increase from July, 2017

B YTD 2017

The ratio of sales to new listings was 43%, a 12.12% decrease from July, 2016

C YTD 2016

The ratio of sales to new listings was 49%, a 22.68% decrease from July, 2015

D YTD 2015

The ratio of sales to new listings was 63%, a 46.87% increase from July, 2014

E YTD 2014

The ratio of sales to new listings was 43%, a 17.28% decrease from July, 2013

F YTD 2013

The ratio of sales to new listings was 52%, an 11.1% decrease from July, 2012

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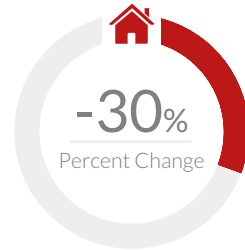
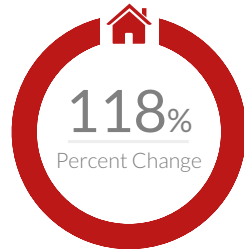
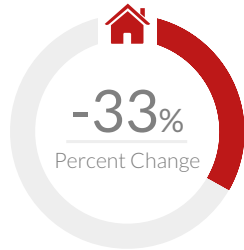
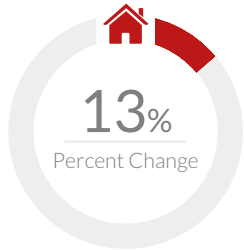


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Median Sale Price

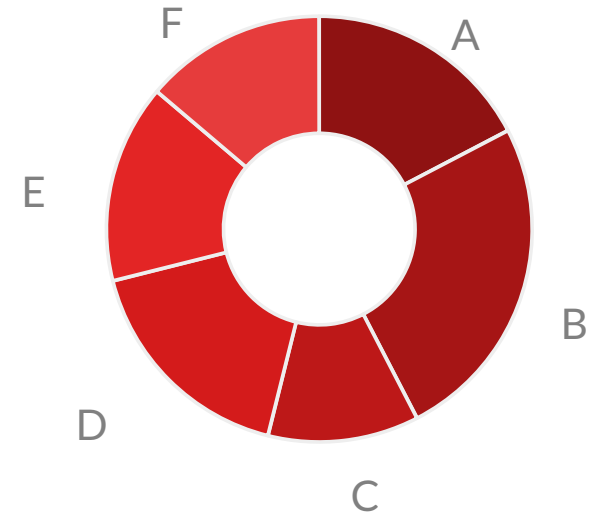
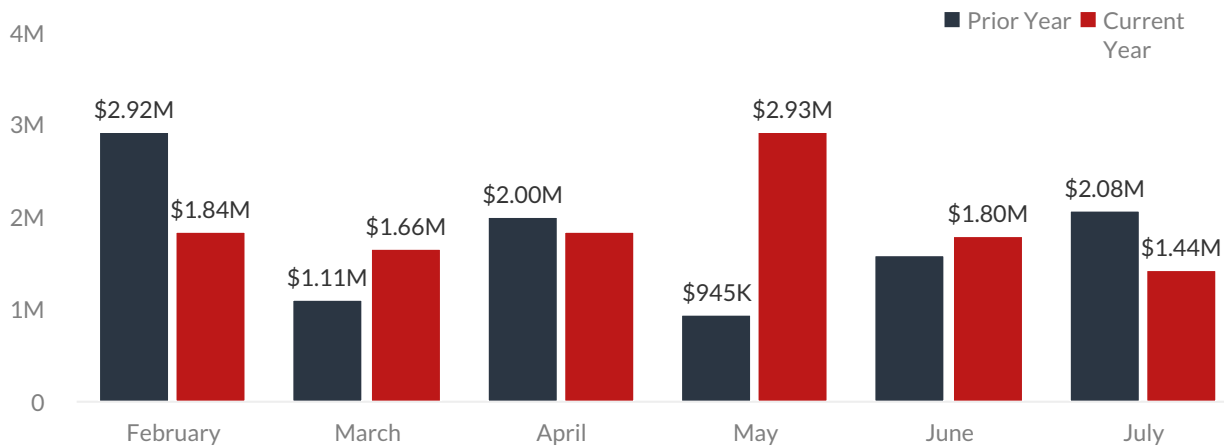
Overview of the median selling price based on sold listings as of July, 2018



\$1.43M Jul, 2015 **\$951k** Jul, 2016 **\$2.08M** Jul, 2017 **\$1.44M** Jul, 2018

Bar Monthly Median Sales Price

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



A JUL, 2018

The median sales price was \$1.44M, a 30.78% decrease from July, 2017

B JUL, 2017

The median sales price was \$2.08M, a 118.31% increase from July, 2016

C JUL, 2016

The median sales price was \$951K, a 33.3% decrease from July, 2015

D JUL, 2015

The median sales price was \$1.43M, a 13.89% increase from July, 2014

E JUL, 2014

The median sales price was \$1.25M, a 9.52% increase from July, 2013

F JUL, 2013

The median sales price was \$1.14M, a 73.66% decrease from July, 2012

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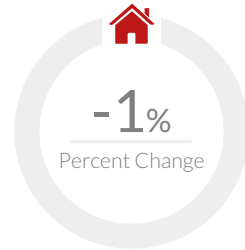
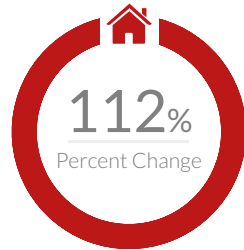
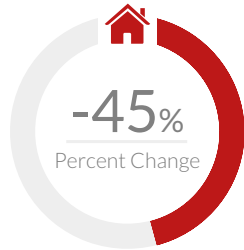
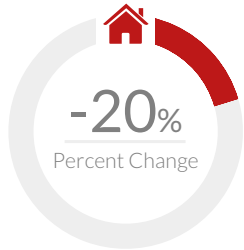


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Median Sale Price

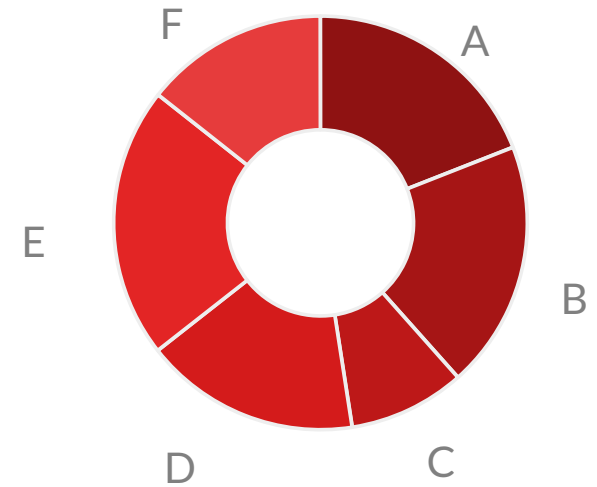
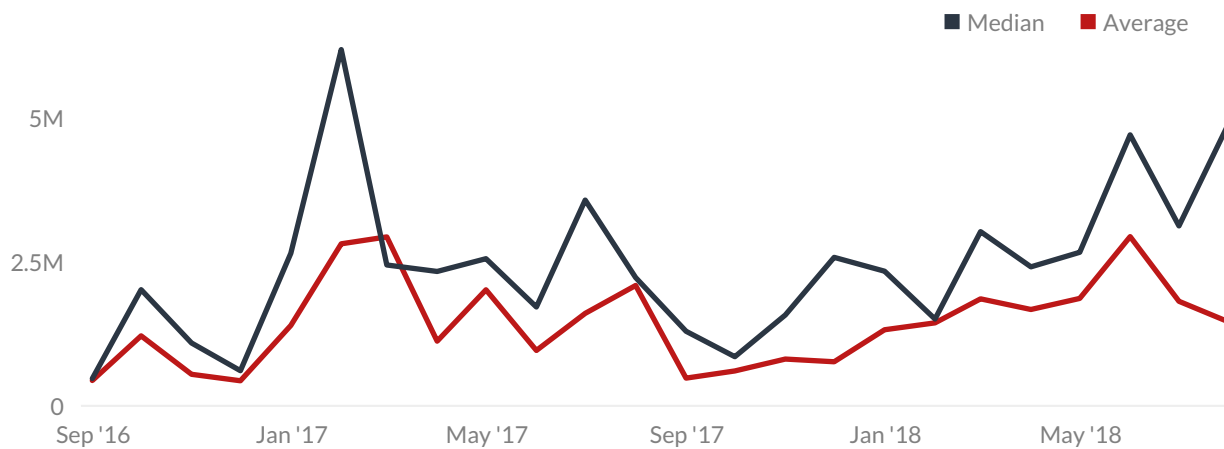
Overview of the median selling price based on sold listings as of July, 2018



\$1.55M YTD 2015 **\$838k** YTD 2016 **\$1.78M** YTD 2017 **\$1.75M** 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 \$1.75M, a 1.8% decrease from July, 2017

B YTD 2017

The median sales price was \$1.78M, a 112.78% increase from July, 2016

C YTD 2016

The median sales price was \$838K, a 45.97% decrease from July, 2015

D YTD 2015

The median sales price was \$1.55M, a 20.51% decrease from July, 2014

E YTD 2014

The median sales price was \$1.95M, a 47.73% increase from July, 2013

F YTD 2013

The median sales price was \$1.32M, a 43.53% decrease from July, 2012

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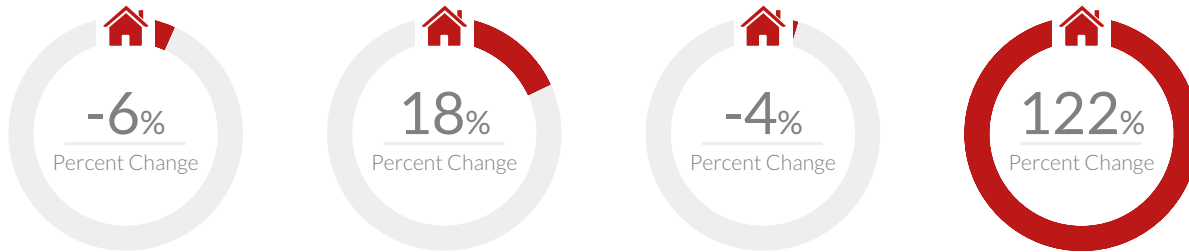


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Havlik Real Estate
 Vail Valley Real Estate

Average Sale Price

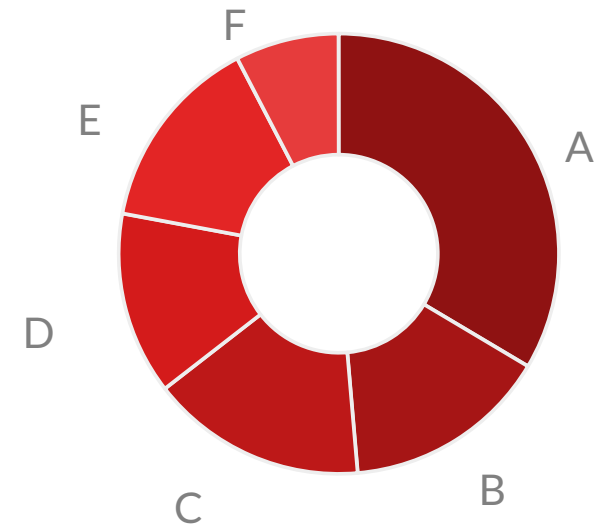
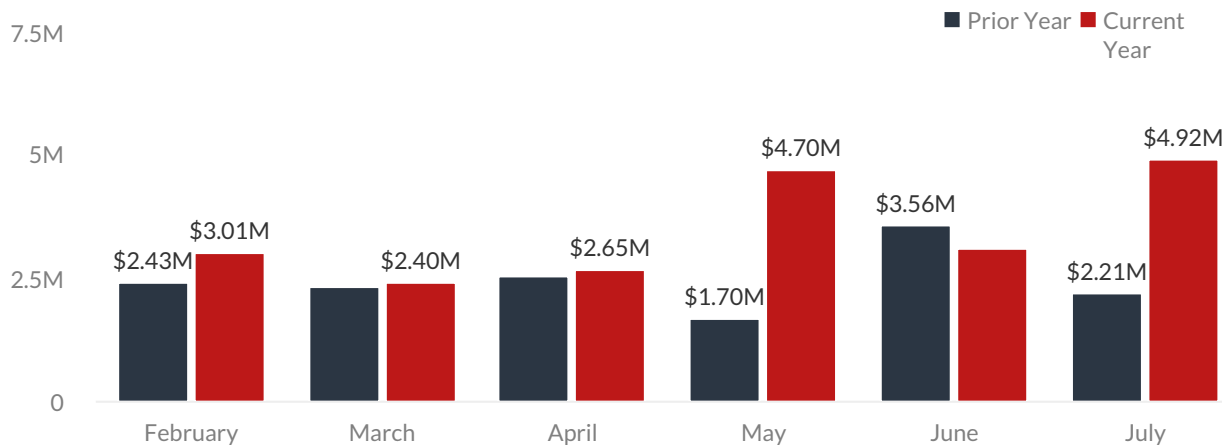
Overview of the average selling price based on sold listings as of July, 2018



\$1.97M Jul, 2015 **\$2.33M** Jul, 2016 **\$2.21M** Jul, 2017 **\$4.92M** Jul, 2018

Bar Monthly Sales Price

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



A JUL, 2018

The average sales price was \$4.92M, a 122.3% increase from July, 2017

B JUL, 2017

The average sales price was \$2.21M, a 4.88% decrease from July, 2016

C JUL, 2016

The average sales price was \$2.33M, an 18.11% increase from July, 2015

D JUL, 2015

The average sales price was \$1.97M, a 6.9% decrease from July, 2014

E JUL, 2014

The average sales price was \$2.12M, an 88.92% increase from July, 2013

F JUL, 2013

The average sales price was \$1.12M, a 74.18% decrease from July, 2012

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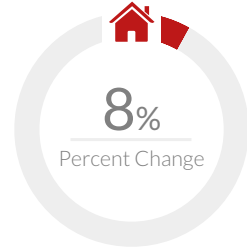
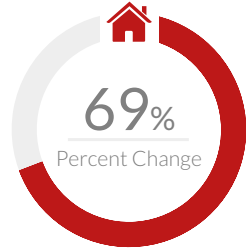
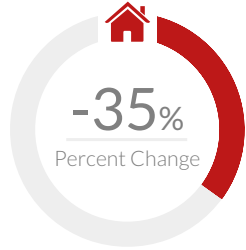
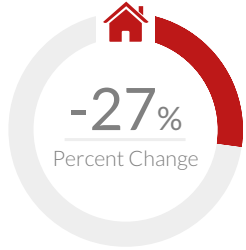


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Havlik Real Estate
 Vail Valley Real Estate

Average Sale Price

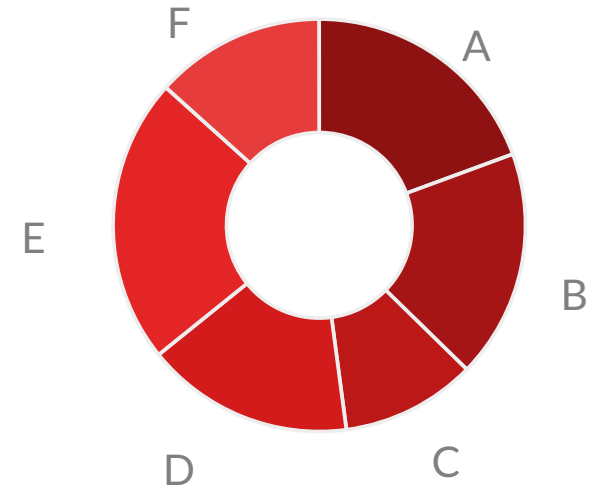
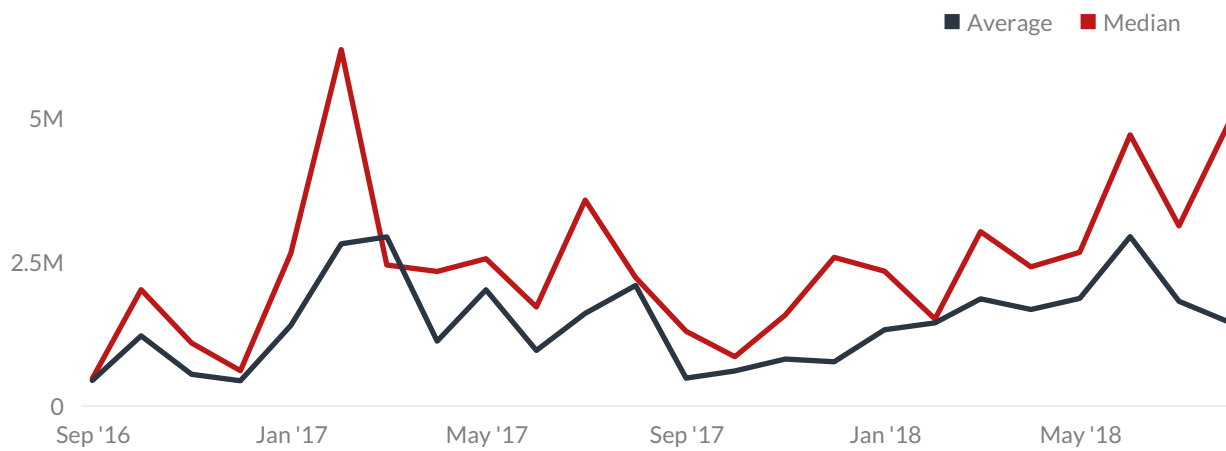
Overview of the average selling price based on sold listings as of July, 2018



\$2.51M YTD 2015 **\$1.63M** YTD 2016 **\$2.76M** YTD 2017 **\$2.98M** 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 \$2.98M, an 8.18% increase from July, 2017

B YTD 2017

The average sales price was \$2.76M, a 69.39% increase from July, 2016

C YTD 2016

The average sales price was \$1.63M, a 35.09% decrease from July, 2015

D YTD 2015

The average sales price was \$2.51M, a 27.35% decrease from July, 2014

E YTD 2014

The average sales price was \$3.45M, a 68.28% increase from July, 2013

F YTD 2013

The average sales price was \$2.05M, a 33.17% decrease from July, 2012

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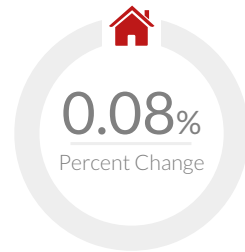
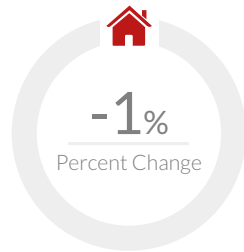
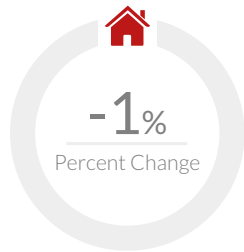
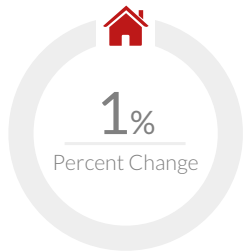


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Havlik Real Estate
 Vail Valley Real Estate

Average Ask to Sell Ratio

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



96%
Jul, 2015

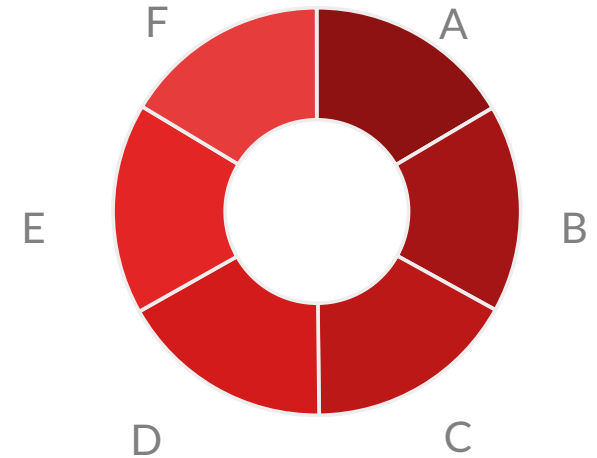
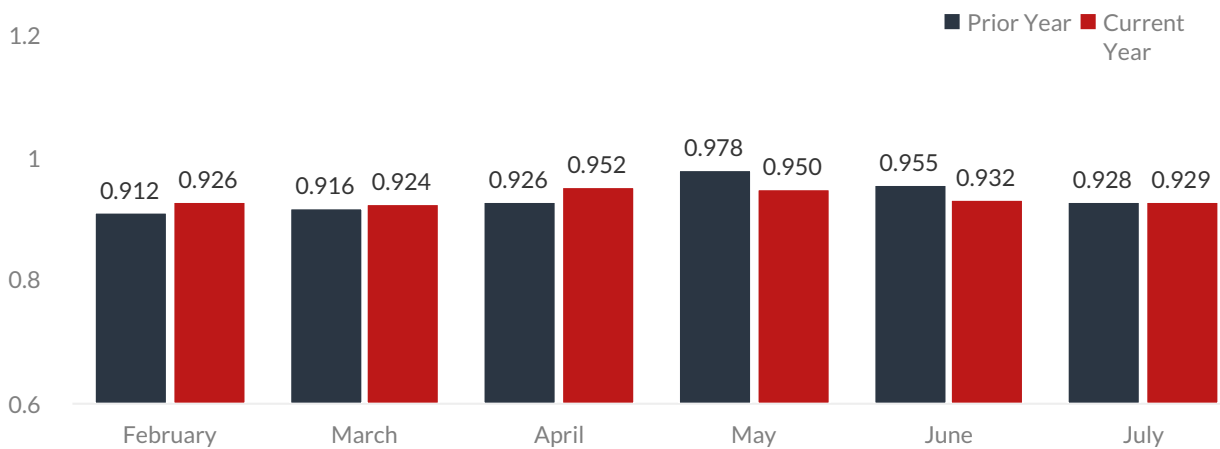
95%
Jul, 2016

93%
Jul, 2017

93%
Jul, 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 JUL, 2018

The average ask to sell ratio was 0.929, a 0.08% increase from July, 2017

B JUL, 2017

The average ask to sell ratio was 0.928, a 1.75% decrease from July, 2016

C JUL, 2016

The average ask to sell ratio was 0.945, a 1.26% decrease from July, 2015

D JUL, 2015

The average ask to sell ratio was 0.957, a 1.36% increase from July, 2014

E JUL, 2014

The average ask to sell ratio was 0.944, a 2.48% increase from July, 2013

F JUL, 2013

The average ask to sell ratio was 0.921, a 2.97% decrease from July, 2012

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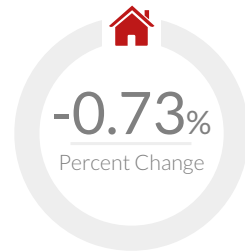
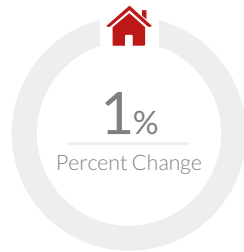
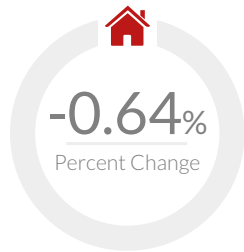
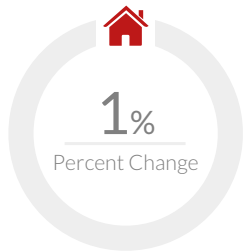


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Havlik Real Estate
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Average Ask to Sell Ratio

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



94%
YTD 2015

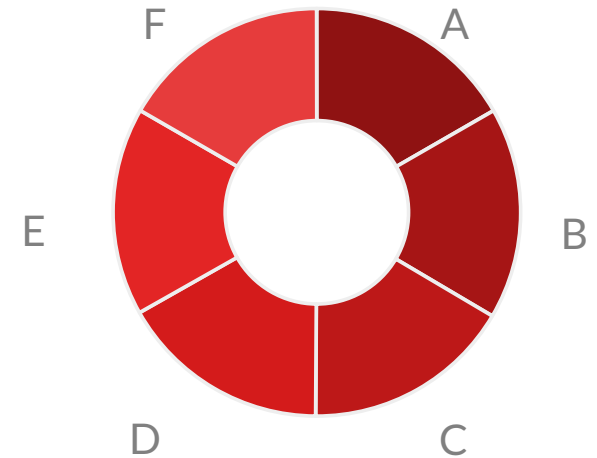
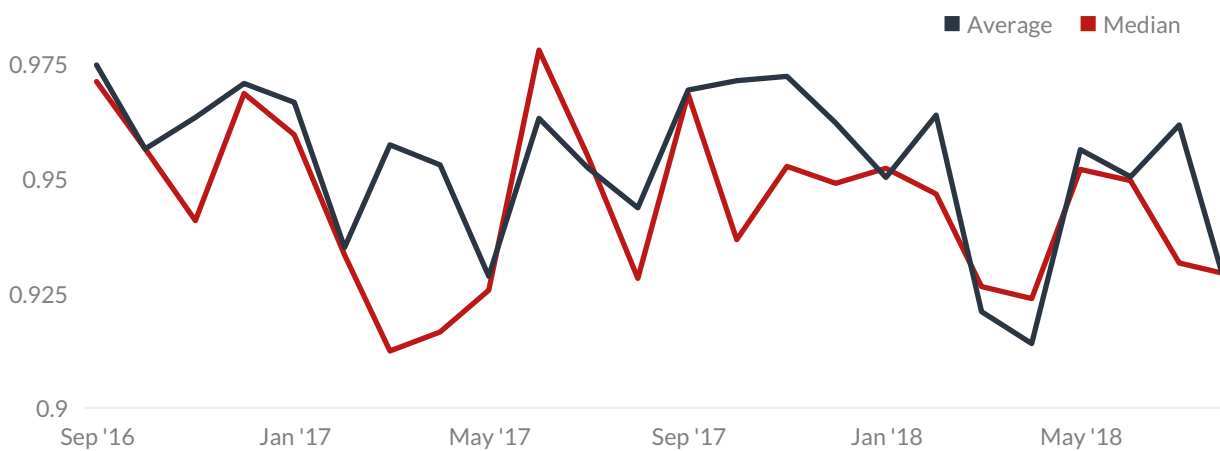
93%
YTD 2016

94%
YTD 2017

94%
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 0.935, a 0.73% decrease from July, 2017

B YTD 2017

The average ask to sell ratio was 0.942, a 1.31% increase from July, 2016

C YTD 2016

The average ask to sell ratio was 0.930, a 0.64% decrease from July, 2015

D YTD 2015

The average ask to sell ratio was 0.936, a 1.09% increase from July, 2014

E YTD 2014

The average ask to sell ratio was 0.926, a 0.86% decrease from July, 2013

F YTD 2013

The average ask to sell ratio was 0.934, a 3.16% increase from July, 2012

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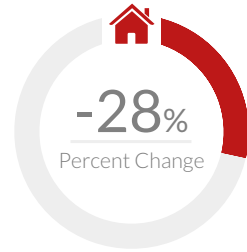
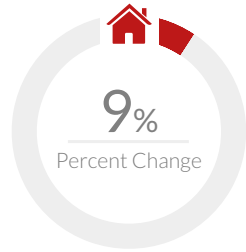
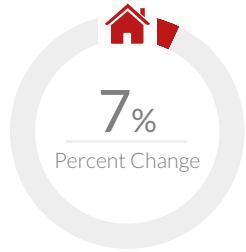
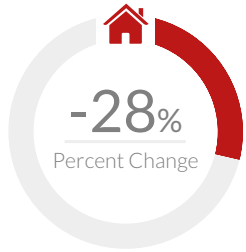


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Havlik Real Estate
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Total Months Supply

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



15.71
Jul, 2015

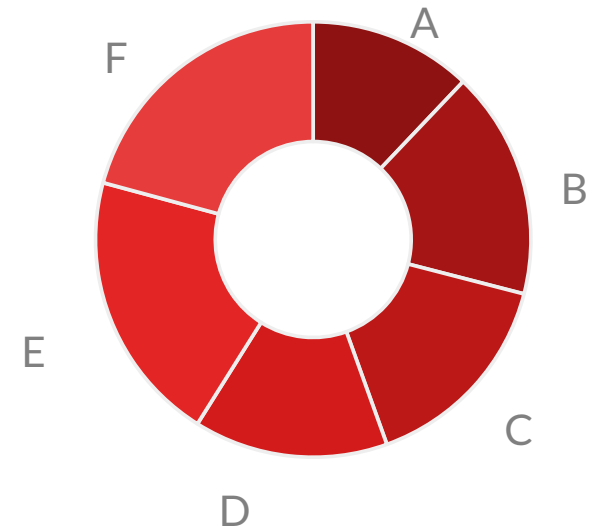
16.85
Jul, 2016

18.43
Jul, 2017

13.16
Jul, 2018

Line Monthly Supply of Inventory

Overview of months supply of total inventory on a monthly basis



A JUL, 2018

The months supply as of July, 2018 was 13.16, a 28.61% decrease from July, 2017

B JUL, 2017

The months supply as of July, 2017 was 18.43, a 9.36% increase from July, 2016

C JUL, 2016

The months supply as of July, 2016 was 16.85, a 7.32% increase from July, 2015

D JUL, 2015

The months supply as of July, 2015 was 15.71, a 28.85% decrease from July, 2014

E JUL, 2014

The months supply as of July, 2014 was 22.08, a 2.43% decrease from July, 2013

F JUL, 2013

The months supply as of July, 2013 was 22.63, a 29.51% decrease from July, 2012

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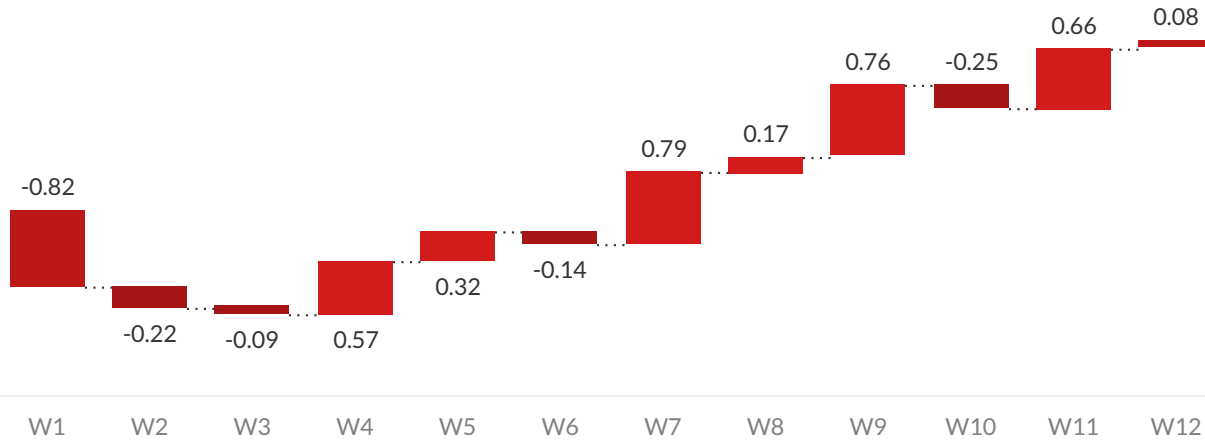


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Havlik Real Estate
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Total Months Supply

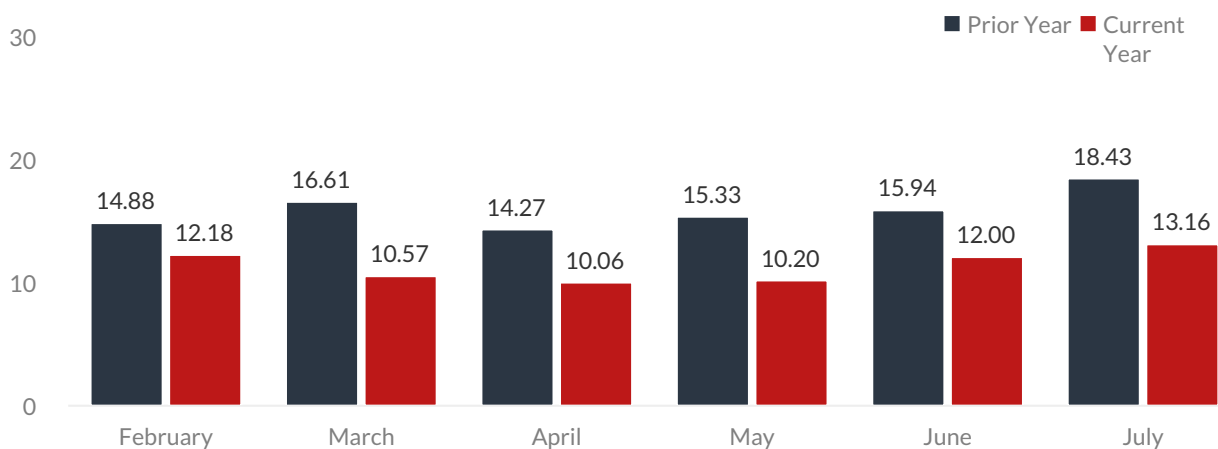
Overview of months supply of total inventory based as of July, 2018



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 MAY 12/2018

The total months supply was 10.6 month(s), a 7.13% decrease from May 5

W2 MAY 19/2018

The total months supply was 10.38 month(s), a 2.16% decrease from May 12

W3 MAY 26/2018

The total months supply was 10.29 month(s), a 0.87% decrease from May 19

W4 JUN 2/2018

The total months supply was 10.86 month(s), a 5.56% increase from May 26

W5 JUN 9/2018

The total months supply was 11.18 month(s), a 2.99% increase from Jun 2

W6 JUN 16/2018

The total months supply was 11.04 month(s), a 1.24% decrease from Jun 9

W7 JUN 23/2018

The total months supply was 11.83 month(s), a 7.09% increase from Jun 16

W8 JUN 30/2018

The total months supply was 12 month(s), a 1.47% increase from Jun 23

W9 JUL 7/2018

The total months supply was 12.76 month(s), a 6.34% increase from Jun 30

W10 JUL 14/2018

The total months supply was 12.51 month(s), a 1.99% decrease from Jul 7

W11 JUL 21/2018

The total months supply was 13.17 month(s), a 5.34% increase from Jul 14

W12 JUL 28/2018

The total months supply was 13.25 month(s), a 0.57% increase from Jul 21

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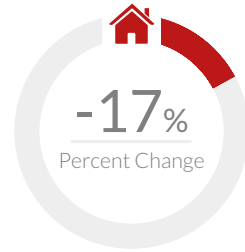
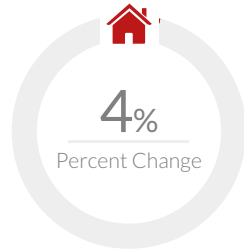
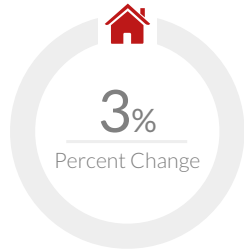
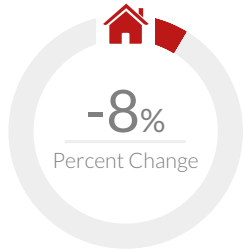


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Total Listing Inventory

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



178
Jul, 2015

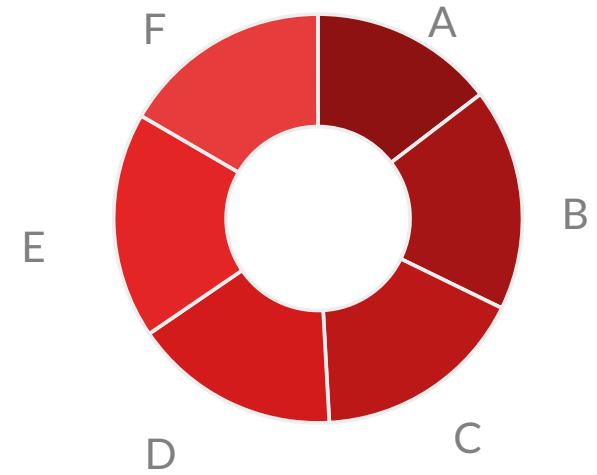
184
Jul, 2016

192
Jul, 2017

159
Jul, 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 JUL, 2018

As of July, 2018 the total inventory was 159, a 17.19% decrease from July, 2017

B JUL, 2017

As of July, 2017 the total inventory was 192, a 4.35% increase from July, 2016

C JUL, 2016

As of July, 2016 the total inventory was 184, a 3.37% increase from July, 2015

D JUL, 2015

As of July, 2015 the total inventory was 178, an 8.72% decrease from July, 2014

E JUL, 2014

As of July, 2014 the total inventory was 195, a 7.73% increase from July, 2013

F JUL, 2013

As of July, 2013 the total inventory was 181, an 18.47% decrease from July, 2012

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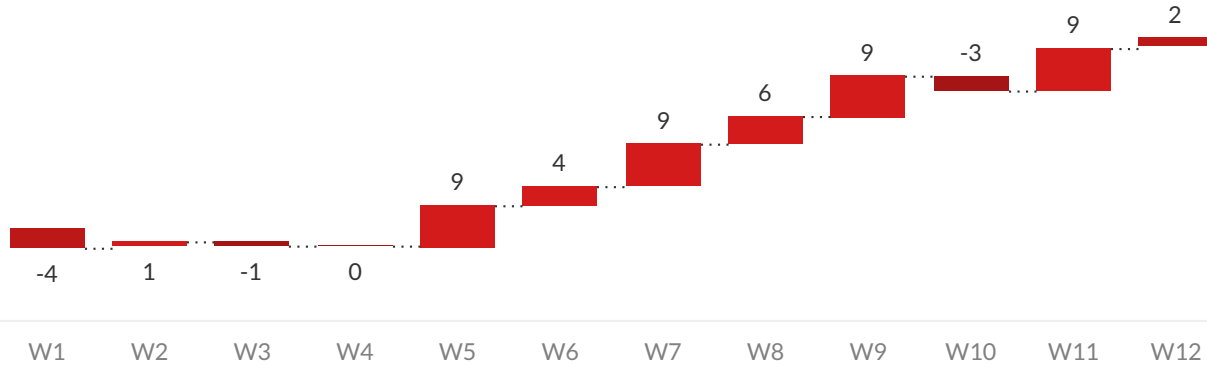


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Total Listing Inventory

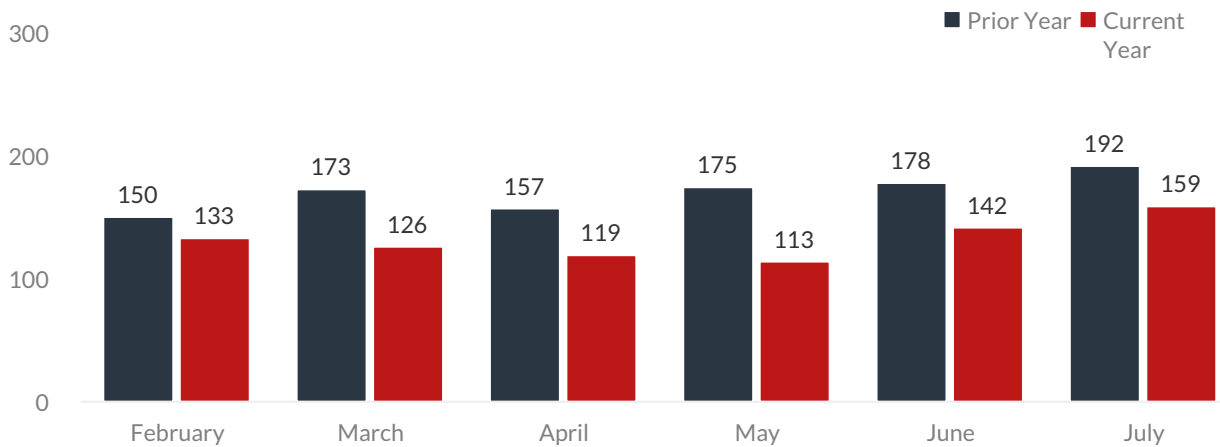
Overview of the total number of listings which were currently active on the market as of July, 2018



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 MAY 12/2018

There were 114 active listings as of May 12, a 3.39% decrease from May 5

W2 MAY 19/2018

There were 115 active listings as of May 19, a 0.88% increase from May 12

W3 MAY 26/2018

There were 114 active listings as of May 26, a 0.87% decrease from May 19

W4 JUN 2/2018

There were 114 active listings as of Jun 2, a 0% decrease from May 26

W5 JUN 9/2018

There were 123 active listings as of Jun 9, a 7.89% increase from Jun 2

W6 JUN 16/2018

There were 127 active listings as of Jun 16, a 3.25% increase from Jun 9

W7 JUN 23/2018

There were 136 active listings as of Jun 23, a 7.09% increase from Jun 16

W8 JUN 30/2018

There were 142 active listings as of Jun 30, a 4.41% increase from Jun 23

W9 JUL 7/2018

There were 151 active listings as of Jul 7, a 6.34% increase from Jun 30

W10 JUL 14/2018

There were 148 active listings as of Jul 14, a 1.99% decrease from Jul 7

W11 JUL 21/2018

There were 157 active listings as of Jul 21, a 6.08% increase from Jul 14

W12 JUL 28/2018

There were 159 active listings as of Jul 28, a 1.27% increase from Jul 21

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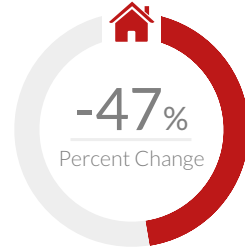
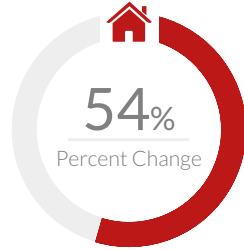
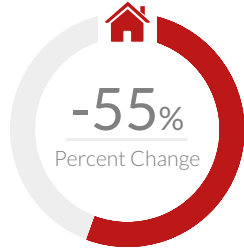
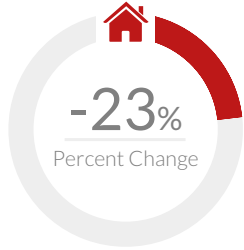


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Havlik Real Estate
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Days on Market Until Sale

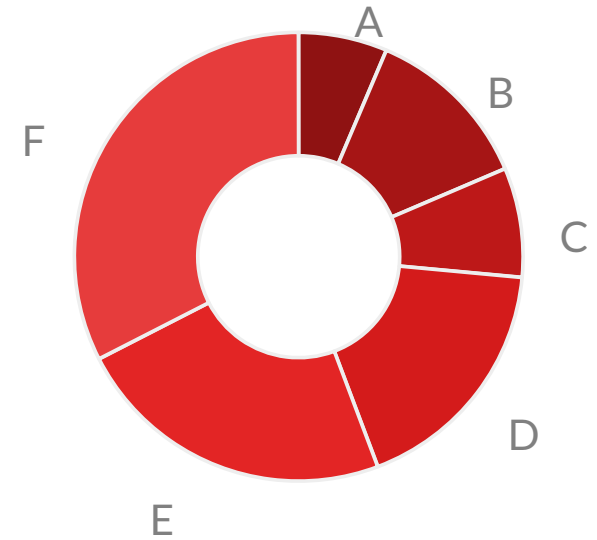
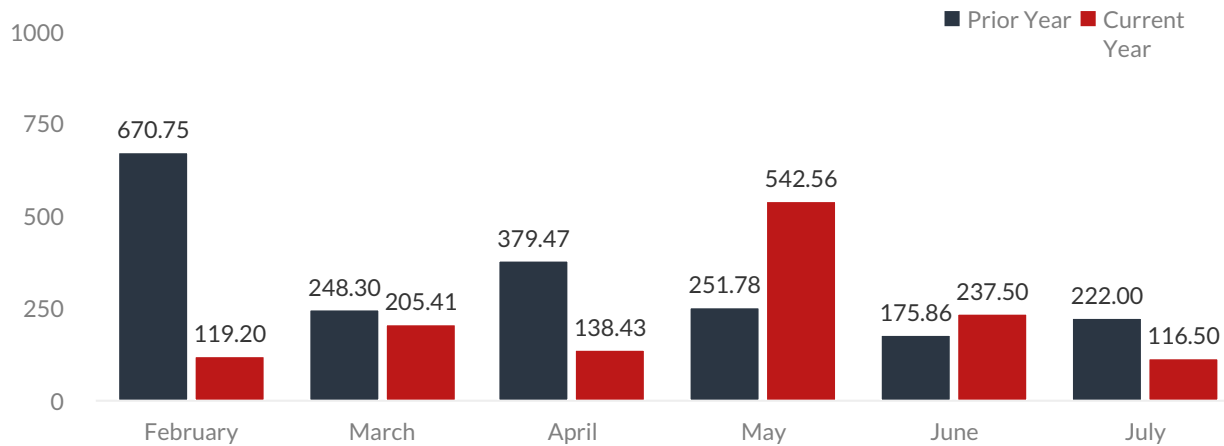
Overview of the average number of days that sold listings as of July, 2018 have been on the market for



324.08 **143.50** **222.00** **116.50**
 Jul, 2015 Jul, 2016 Jul, 2017 Jul, 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 JUL, 2018

The average days on market was 116.50, a 47.52% decrease from July, 2017

B JUL, 2017

The average days on market was 222.00, a 54.7% increase from July, 2016

C JUL, 2016

The average days on market was 143.50, a 55.72% decrease from July, 2015

D JUL, 2015

The average days on market was 324.08, a 23.28% decrease from July, 2014

E JUL, 2014

The average days on market was 422.40, a 28.65% decrease from July, 2013

F JUL, 2013

The average days on market was 592.00, a 486.14% increase from July, 2012

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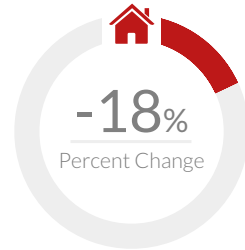
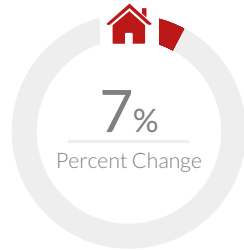
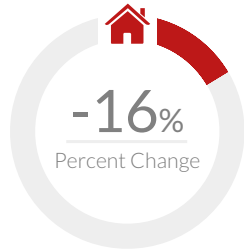
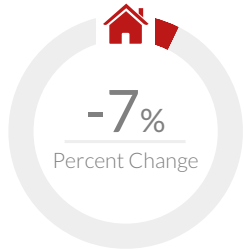


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Days on Market Until Sale

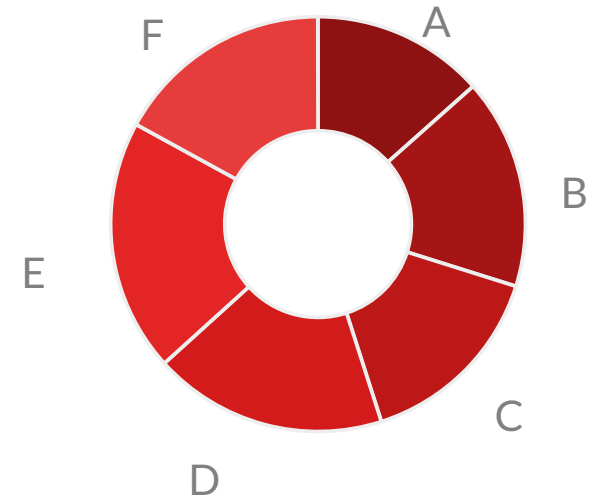
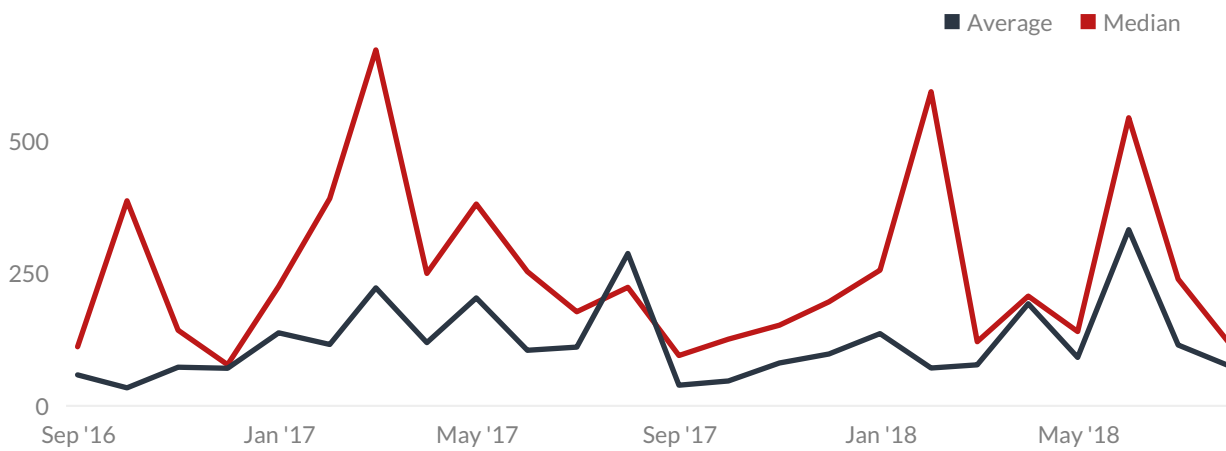
Overview of the average number of days that sold listings as of July, 2018 have been on the market for



347.12 YTD 2015 **289.90** YTD 2016 **312.75** YTD 2017 **256.06** 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 256.06, an 18.13% decrease from July, 2017

B YTD 2017

The average days on market was 312.75, a 7.88% increase from July, 2016

C YTD 2016

The average days on market was 289.90, a 16.49% decrease from July, 2015

D YTD 2015

The average days on market was 347.12, a 7.48% decrease from July, 2014

E YTD 2014

The average days on market was 375.19, a 15.7% increase from July, 2013

F YTD 2013

The average days on market was 324.28, an 18.59% increase from July, 2012

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