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Havlik Real Estate
 Vail Valley Real Estate

New Listings

11 -26.67%

| YTD | 2019 | 2018 | % Change |
|-----|------|------|----------|
| | 11 | 15 | -26.67% |

Unconditional Sales

7 -36.36%

| YTD | 2019 | 2018 | % Change |
|-----|------|------|----------|
| | 7 | 11 | -36.36% |

Ratio of Sales to New listings

64% -13.22%

| YTD | 2019 | 2018 | % Change |
|-----|------|------|----------|
| | 64% | 73% | -13.22% |

Median Sale Price

\$1.87M +27.83%

| YTD | 2019 | 2018 | % Change |
|-----|---------|---------|----------|
| | \$1.87M | \$1.46M | +27.83% |

Average Sale Price

\$2.63M -20.65%

| YTD | 2019 | 2018 | % Change |
|-----|---------|---------|----------|
| | \$2.63M | \$3.32M | -20.65% |

Average Ask to Sell Ratio

0.933 -4.9%

| YTD | 2019 | 2018 | % Change |
|-----|-------|-------|----------|
| | 0.933 | 0.981 | -4.9% |

Line Monthly Sales

Overview of the number of sold listings on a monthly basis



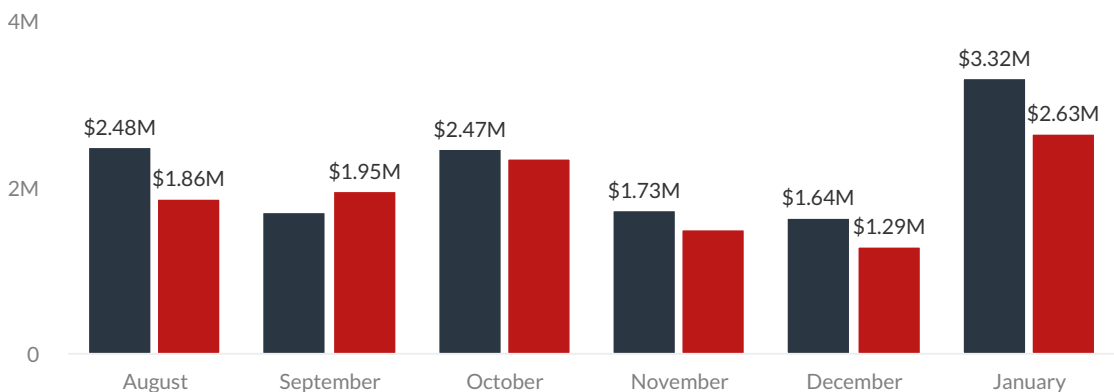
7

Jan, 2019: There were 7 sold listings, a 36.36% decrease from January, 2018. **YTD 2019:** There were 7 sold listings, a 36.36% decrease from January, 2018.

\$2.63M

Bar Monthly Sales Price

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



Jan, 2019: The average sales price was \$2.63M, a 20.65% decrease from January, 2018. **YTD 2019:** The average sales price was \$2.63M, a 20.65% decrease from January, 2018.

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