

# What's New In The Vail Valley

**COLDWELL  
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DISTINCTIVE PROPERTIES



## April

*The 2011-12 ski season is drawing to a close.*

*Both Beaver Creek Mountain and Vail Mountain close on April 15th.*



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*Dedicated to creating exceptional real estate experiences.*

## Year Starts Strong For Eagle County Real Estate Sales



According to the latest information from Land Title Guarantee Company, there were 90 completed sales in January of this year; the same number of sales as in January of 2011. The big difference is the price of those transactions: \$104.5 million dollars; the largest volume number since the same time period in 2008; a 21% jump from last year's numbers. Last year, total transactions in the county were up, but dollar volume was down. In fact, 2011's dollar volume total was down 23% from 2010.

As is often the case in Eagle County, a handful of transactions (six sales of \$4 million or above) accounted for about half of January's dollar volume. Sales of \$2 million or above (10 transactions) made up more than 60% of the month's total.

At the other end of the market, there were 52 sales of \$1 million or less in January. All of those sales accounted for just 20% of the total dollar volume. That said, the local real estate market may be poised

for a comeback. While short sales (deals negotiated between homeowners and lenders to sell a unit for less than the amount owed), foreclosures and sales of bank-owned units still make up a significant portion of the county's transactions, there is also quite a bit of interest throughout the valley's market. While the high-end market is showing strength, the down-valley market is, also, experiencing a lot of activity. Buyers are starting to realize prices might not go much lower and sellers are becoming much more realistic about pricing.

"We've seen a huge uptick in traffic in January and February. Although business is usually light in the first quarter of just about any year, this year is different; and, I think that's going to translate into transactions," said. Bill Holm, sales representative for the Stratton Flats and Sky Legend projects in Gypsum. Holm said he believes potential buyers feel the local market might be near or at its bottom. Combine that with historically low mortgage rates and there's renewed interest in real estate. The company that owns Stratton Flats and Sky Legend has started foundation work on nine new homes in the two neighborhoods; and, may start as many as 20 homes this year.

### By the numbers:

**90:** Number of transactions in January.

**\$104.5 million:** The total value of those transactions.

**21%:** Increase in January sales volume compared to 2011.

**10:** Bank-owned sales in Gypsum in January.

**21:** Total sales in Gypsum.

**9:** New homes starting construction at the Stratton Flats and

### April Quote

*"If we did all the things we are capable of doing we would truly astound ourselves".*

**Inventor, Thomas Edison**

Please call me for all your Real Estate needs and visit my web site and blog at [www.KathySellsVail.com](http://www.KathySellsVail.com) for information on the Vail Valley. *Kathy Cole*

## Vail International Dance Festival Tickets On Sale!

Tickets for the 2012 Vail International Dance Festival are now on sale. Besides the highly anticipated 'International Evenings of Dance', which take place Friday and Saturday nights, August 3 and 4, 2012, the Festival opens with "New York City Moves", including masterworks from legendary founding choreographers George Balanchine and Jerome Robbins.



As well, a special performance entitled "Up Close: Stravinsky by Balanchine" will celebrate the 40th anniversary of the New York City Ballet's landmark Stravinsky Festival. The 'International Evenings of Dance', one of the most exciting parts of "The Festival", will feature performers from the New York City Ballet, the American Ballet Theatre, the Boston Ballet, the Fang-Yi Sheu & Artists Dance Company, the Alvin Ailey American Dance Theater, the Pacific Northwest Ballet, and various international guest artists. Throughout the "Festival", there are numerous, free, in-town performances and interactive events, as well as master classes and educational opportunities.

The Vail International Dance Festival runs July 29 thru Aug. 11, 2012. For additional information go to [www.VailDance.org](http://www.VailDance.org).

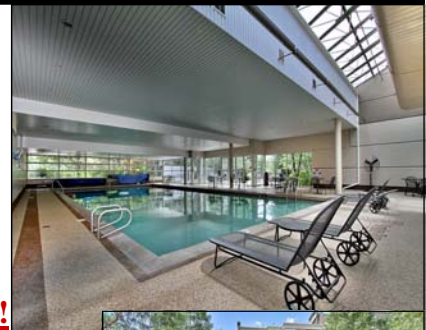


**Simba Run #1206**  
**\$434,900 furnished**

**Price Reductions!**

**Simba Run #2504 is NOW \$429,500 and #1106 at \$449,500 is Now Under Contract!**

All 3 condos have 2 bedrooms and 2 bathrooms and are being sold fully furnished! Complex amenities include: pool, indoor and outdoor hot tubs, tennis courts, fitness room, sauna, steam room, storage and ski lockers, conference/meeting room, garage parking and on site management. On Town of Vail free bus route and complex has its own shuttle buses during the ski season. Good rental potential.



Thank you for your ongoing referrals. They are the cornerstone of my success!!  
If you or anyone you know is interested in Buying or Selling, please give me a call . I would love to put my 29 years of Real Estate experience in the Vail Valley to work for you.



### Spring Back to Vail: April 9-15, 2012

Vail's huge end-of-the-season bash with free concerts from national headliners, on-snow events and street parties. You don't want to miss the greatest spectacle of all – the World Pond Skimming Championships – a celebration of spring and the end of a great ski season.

Top off the festivities with incredible lift ticket deals and great lodging packages and you'll see why everyone knows Vail is the place to be this spring!

For additional information go to  
[www.Vail.com/Events/SpringBack.aspx](http://www.Vail.com/Events/SpringBack.aspx)



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