

# Bachelor Gulch Report

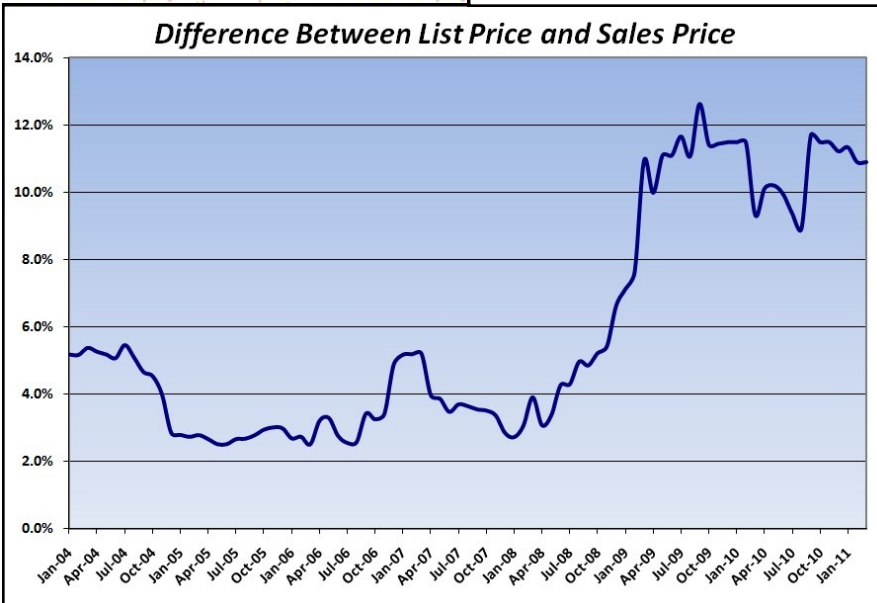
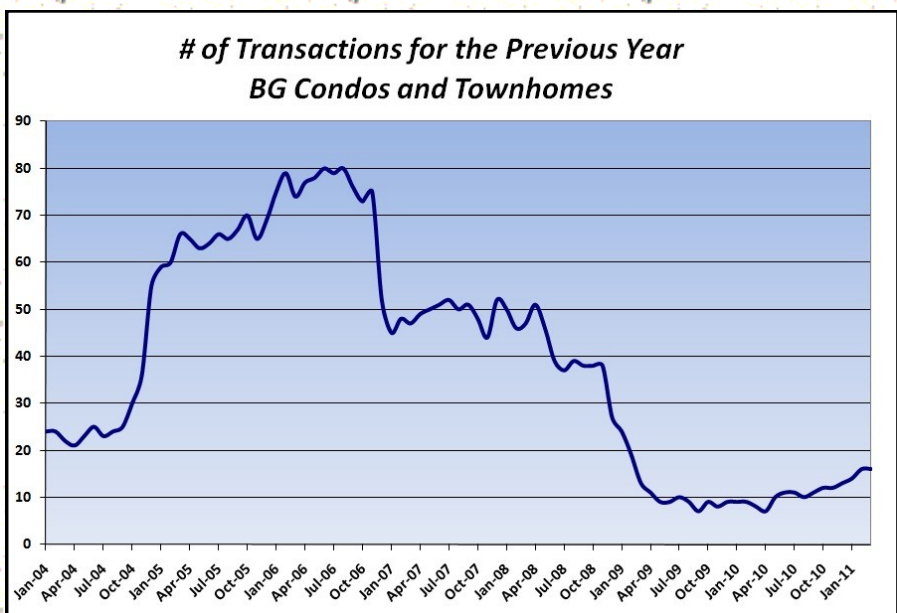


## Bachelor Gulch Real Estate Market Gaining Traction

Welcome to your March Bachelor Gulch Market Update. Activity is slowing picking up in Bachelor Gulch.

The graph to the right shows condo and town home transactions in Bachelor Gulch over the past year. Sales are increasing. So far in 2010 we've had three sales and two more properties are under contract. There were only 15 BG sales in 2010 so things are looking up.

Our Prudential office in Beaver Creek is seeing a number of buyers actively looking for property in



Bachelor Gulch. Buyers are still mainly price-driven unless they find that "perfect" property, in which case they may be willing to pay more than comparable sales.

The graph to the left shows the difference between final list price and sales price. The difference between initial list price is closer to 20%.

As I mentioned earlier, most buyers are price-driven. Deals are getting done when the seller is willing to significantly discount the property to attract buyers.

## Notes from the March Vail Homeowners Association Newsletter

### Vail Economy - Lodging and Retail

The pace of bookings and room rates for the winter season is modestly ahead of the past year, with bookings for March indicating a strong 13% rise. In a faceoff over average daily room rates, Aspen, in January, was \$430 - up 2.4%; while Vail's daily rate of \$379 increased 4.5% over the same month in 2010. However, the abnormal lateness of Easter vacation is putting a strain on April's performance with a negative -16.5% in occupancy forecasted. Retailers are reporting consumers are spending more than last year, but are still restrained in their purchasing. Some merchants are saying the Town of Vail's report of sales tax increases may mean that the Town's revenues are increasing but many businesses are not experiencing the same increase. Some attribute this to increased competition caused by redevelopment. The Town is reporting improvement from all of its revenue sources through February 22, 2011. Snow conditions remain superb. Spring runoff could bring abnormally high flood conditions.

### Eagle County Airport

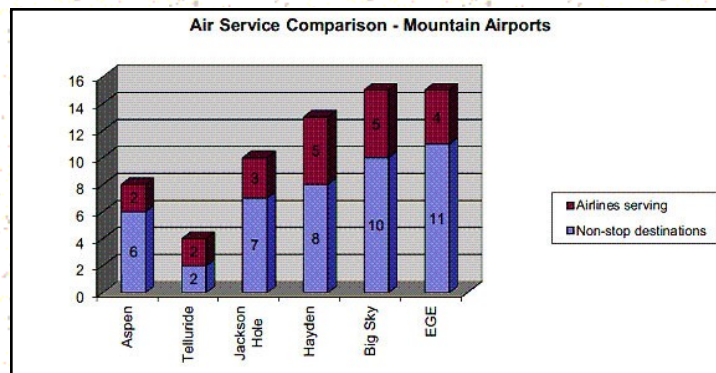
December saw a 0.5% increase over the same month in the previous year in a report by Eagle County Airport officials. The Eagle Air Alliance, a coalition of local businesses and governments, is anticipating increased participation in the subsidization of commercial passenger service to the County airport. The airport has the highest number of scheduled commercial flights of any resort airport in

Colorado and is updating its master plan in expectation of increased business. Improvements to increased capacity for baggage handling are underway. Summer service is again on the rise now that runway reconstruction and expansion have been completed. In recognition of the importance of air service to the local economy, the Vail Valley Jet Center has begun a feasibility study of an estimated \$3 million project to expand terminal facilities and customs services for international commercial charter flights. It is expected at inception the most likely international destinations to be served are Canada, Mexico and Latin America. The importance of the airport is being recognized by other communities. Aspen doesn't pay anything to cover the cost of the airport, yet an unofficial estimate is that 15 - 20% of its traffic is Aspen bound. The airport could raise landing fees to cover the cost of Aspen passengers, but it would apply across the board to all travelers.

I also send this newsletter out by email and many folks have opted to go that way. Let's save a tree and all convert to email. Send me a note at [Terry@TNolanProperties.com](mailto:Terry@TNolanProperties.com) and I'll add you to my e-mail list. If you know of anyone considering a real estate transaction, I would appreciate your referral. All referrals receive my immediate attention.

Best wishes to you and your family. Take care.

Check out my Blog at [www.BeaverCreekVoice.com](http://www.BeaverCreekVoice.com).



**Terry Nolan, GRI, e-PRO®**  
Broker Associate  
Fine Homes Specialist

**Prudential**

**Colorado Properties**

The Beaver Creek Lodge  
26 Avondale Lane, PO Box 2467, Beaver Creek, CO 81620  
Bus 970 845-8440 800 288-8440 Fax 970 845-8632  
Cellular 970 471-2210 Terry@TNolanProperties.com

An independently owned and operated member of Prudential Real Estate Affiliates, Inc.