

# SAN MIGUEL COUNTY



## Comparative Sales Report

Time Frame	Dollar Volume (In Millions)	Number of Sales	% Change \$ Prior Year	% Change # Prior Year
<b>Year to Year</b>				
Jan '17	\$49.17	54	-	-
Jan '18	\$29.96	28	-39%	-48%
Jan '19	\$21.73	31	-27%	11%
Jan '20	\$48.61	43	124%	39%
Jan '21	\$81.94	64	69%	49%
Jan '22	\$88.27	42	8%	-34%
			5 Year vs Now	5 Year vs Now
Jan '17-'21	\$46.28	44	-	-
Jan '22	\$88.27	42	91%	-5%
<b>Year to Date</b>				
Jan '17	\$49.17	54	-	-
Jan '18	\$29.96	28	-39%	-48%
Jan '19	\$21.73	31	-27%	11%
Jan '20	\$48.61	43	124%	39%
Jan '21	\$81.94	64	69%	49%
Jan '22	\$88.27	42	8%	-34%
			5 Year vs Now	5 Year vs Now
Jan '17-'21	\$46.28	44	-	-
Jan '22	\$88.27	42	91%	-5%

### Bottom Line

We have turned the page on another record-breaking year of real estate sales in '21, which exceeded \$1.4 billion in total dollar volume! January '22 saw an 8% increase in total dollar volume over January '21 but there was a steep 34% decrease in number of sales during that same time period (2022: \$88.27m over 42 sales, 2021 \$81.94m over 64 sales). This was the largest January we have seen in the county based on total dollar volume of sales, which was carried by a \$14m sale in Raspberry Patch, \$8.55m sale ranch sale on Iron Springs Mesa, and two SFH sales in Mountain Village exceeding \$6.5m.

Looking at January '22 compared to the prior 5-year average shows we are up 91% in total dollar volume and down 5% in number of total

sales, further indicating the prices of real estate sales are historically high in our region. This is the 20th straight month that total dollar volume of sales by month has exceeded that of the prior 5-year average for the same time period!

# Telluride & Mountain Village *Market*

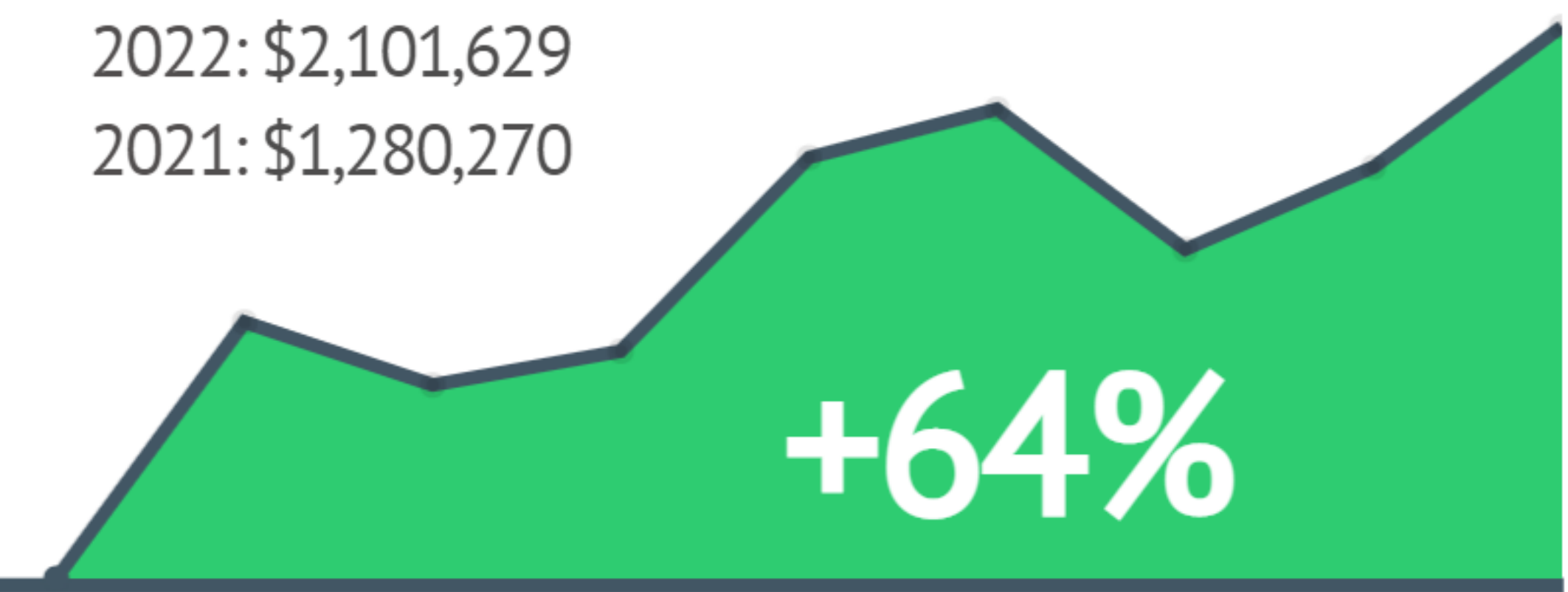
## Snapshot

### Total San Miguel County Market

	Jan 2021	Jan 2022	% Change
Monthly Unit Sales	64	42	-34%
Year-to-Date Unit Sales	64	42	-34%
Monthly Dollar Sales	\$81,937,264	\$88,268,399	8%
Year-to-Date Dollar Sales	\$81,937,264	\$88,268,399	8%

YTD Avg. Sales Price vs Previous YTD Avg. Sales Price  
per Unit per Unit

2022: \$2,101,629  
2021: \$1,280,270

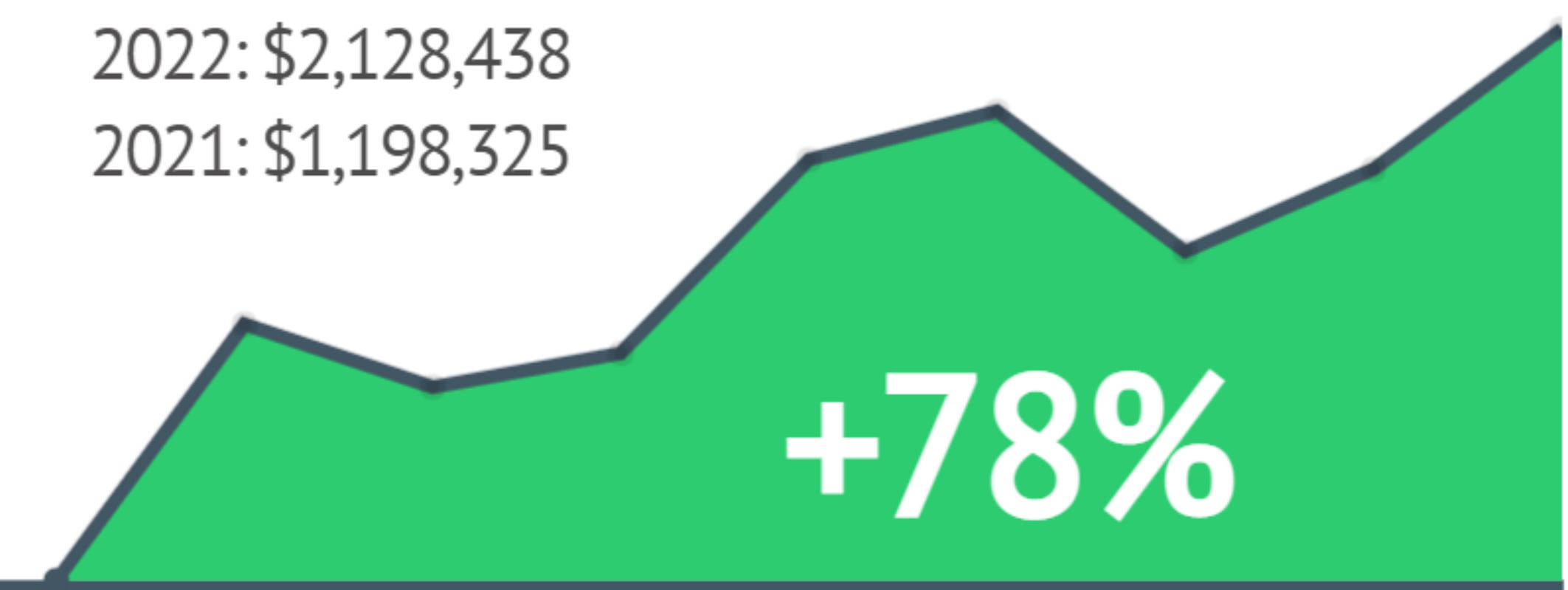


### Telluride Market

	Jan 2021	Jan 2022	% Change
Monthly Unit Sales	12	8	-33%
Year-to-Date Unit Sales	12	8	-33%
Monthly Dollar Sales	\$14,379,900	\$17,027,500	18%
Year-to-Date Dollar Sales	\$14,379,900	\$17,027,500	18%

YTD Avg. Sales Price vs Previous YTD Avg. Sales Price  
per Unit per Unit

2022: \$2,128,438  
2021: \$1,198,325

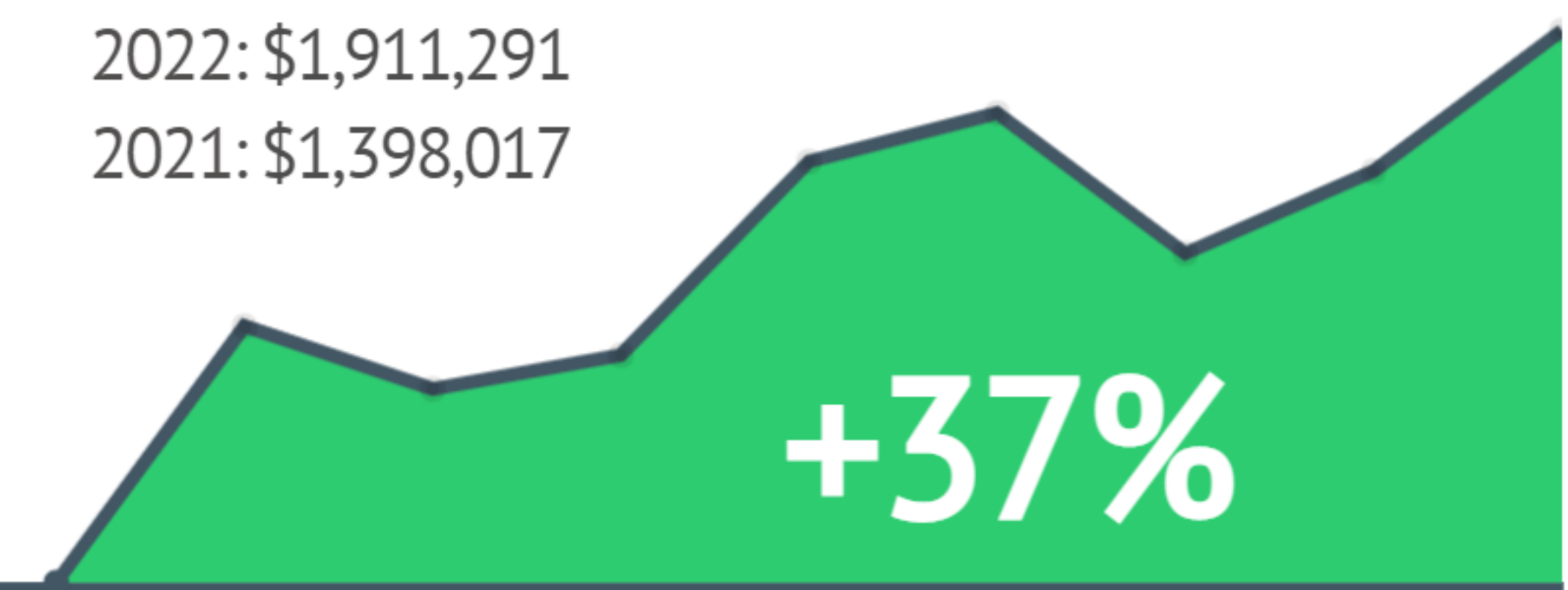


### Mountain Village Market

	Jan 2021	Jan 2022	% Change
Monthly Unit Sales	26	22	-15%
Year-to-Date Unit Sales	26	22	-15%
Monthly Dollar Sales	\$36,348,452	\$42,048,400	16%
Year-to-Date Dollar Sales	\$36,348,452	\$42,048,400	16%

YTD Avg. Sales Price vs Previous YTD Avg. Sales Price  
per Unit per Unit

2022: \$1,911,291  
2021: \$1,398,017

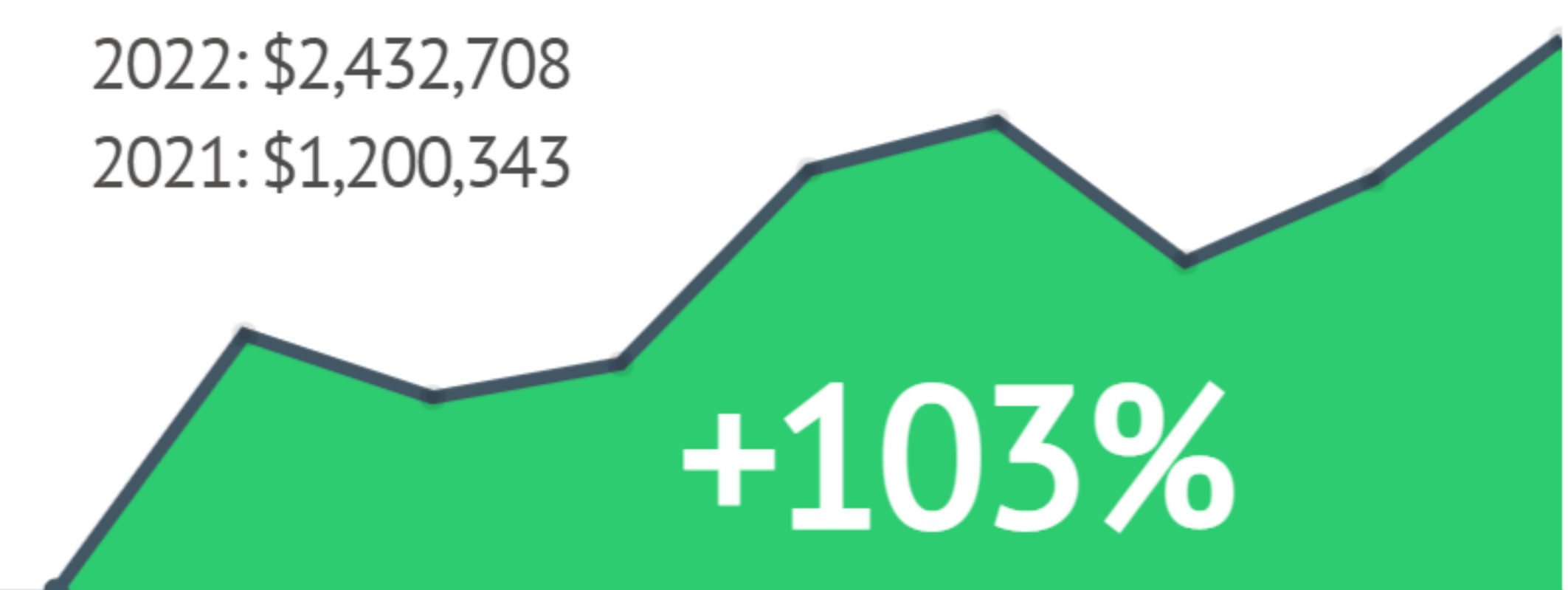


### Remainder of County

	Jan 2021	Jan 2022	% Change
Monthly Unit Sales	26	12	-54%
Year-to-Date Unit Sales	26	12	-54%
Monthly Dollar Sales	\$31,208,912	\$29,192,499	-6%
Year-to-Date Dollar Sales	\$31,208,912	\$29,192,499	-6%

YTD Avg. Sales Price vs Previous YTD Avg. Sales Price  
per Unit per Unit

2022: \$2,432,708  
2021: \$1,200,343

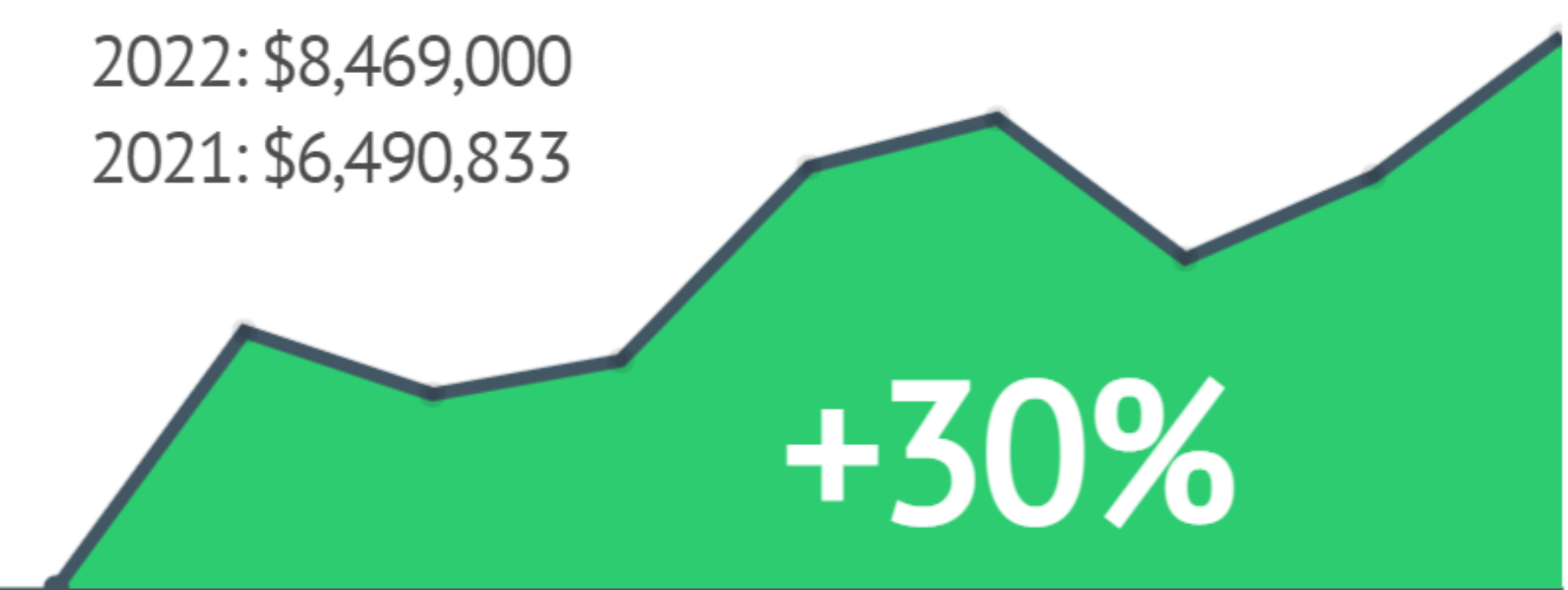


### Total Property Sales \$5M and Over

	Jan 2021	Jan 2022	% Change
Monthly Unit Sales	3	5	67%
Year-to-Date Unit Sales	3	5	67%
Monthly Dollar Sales	\$19,472,500	\$42,345,000	117%
Year-to-Date Dollar Sales	\$19,472,500	\$42,345,000	117%

YTD Avg. Sales Price vs Previous YTD Avg. Sales Price  
per Unit per Unit

2022: \$8,469,000  
2021: \$6,490,833



## Bottom Line

We are seeing a drastic increase in YTD average sales prices across all regions of the county (as shown by the graph to the right of each region). This proves that the low available inventory is continuing to push prices higher and forcing buyers to look outside the town limits of Telluride & Mountain Village.

The number of sales across each region were down slightly from the same time period last year, but with 5 sales exceeding \$5m, the total dollar volume was still able to exceed that of January '21.

# San Miguel County Real Estate Activity Report for 2022

<i>Telluride</i>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Totals
Telluride Vacant Non-Residential	\$0   0												\$0   0
Telluride Vacant Residential	\$0   0												\$0   0
Telluride Improved Non-Residential	\$0   0												\$0   0
Telluride Single Family Homes	\$4,050,000   1												\$4,050,000   1
Telluride Fractional Condominiums/Half Duplex	\$0   0												\$0   0
Telluride Deed-Restricted Condos/Half Duplex	\$0   0												\$0   0
Telluride Condominiums/Half Duplex	\$12,977,500   7												\$12,977,500   7
<i>Mountain Village</i>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Totals
Mtn. Village Vacant Non-Residential	\$0   0												\$0   0
Mtn. Village Deed-Restricted Vacant Residential	\$0   0												\$0   0
Mtn. Village Vacant Residential	\$3,588,000   4												\$3,588,000   4
Mtn. Village Deed-Restricted Improved Non-Residential	\$0   0												\$0   0
Mtn. Village Improved Non-Residential	\$4,660,000   2												\$4,660,000   2
Mtn. Village Deed-Restricted Single Family Homes	\$0   0												\$0   0
Mtn. Village Single Family Homes	\$16,790,000   3												\$16,790,000   3
Mtn. Village Fractional Condominiums	\$217,500   3												\$217,500   3
Mtn. Village Deed-Restricted Condos/Half Duplex	\$525,000   1												\$525,000   1
Mtn. Village Condominiums/Half Duplex	\$16,267,900   9												\$16,267,900   9
<i>Remainder of COUNTY</i>	January	February	March	April	May	June	July	August	September	October	November	December	YTD Totals
County Vacant Non-Residential	\$0   0												\$0   0
County Deed-Restricted Vacant Residential	\$0   0												\$0   0
County Vacant Residential	\$2,549,000   4												\$2,549,000   4
County Deed-Restricted Improved Non-Residential	\$0   0												\$0   0
County Improved Non-Residential	\$0   0												\$0   0
County Deed-Restricted Single Family Home	\$0   0												\$0   0
County Single Family Homes	\$26,128,499   7												\$26,128,499   7
County Deed-Restricted Condos/Half Duplex	\$515,000   1												\$515,000   1
County Condominiums/Half Duplex	\$0   0												\$0   0
Ski Ranch Vacant Residential	\$0   0												\$0   0
Ski Ranch Single Family Homes	\$0   0												\$0   0
Aldasoro Deed-Restricted Vacant Residential	\$0   0												\$0   0
Aldasoro Vacant Residential	\$0   0												\$0   0
Aldasoro Deed-Restricted Homes	\$0   0												\$0   0
Aldasoro Single Family Homes	\$0   0												\$0   0
<b>Monthly Totals</b>	<b>\$88,268,399   42</b>												<b>\$88,268,399   42</b>

# SINGLE FAMILY HOMES

## Town of Telluride

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

<b>DECREASE</b> -50%	1	2022	1	<b>DECREASE</b> -50%
	2	2021	2	

### Total Dollar Volume

<b>28%</b> INCREASE	\$4,050,000	2022	\$4,050,000	<b>28%</b> INCREASE
	\$3,165,000	2021	\$3,165,000	

### Price Per Square Foot

<b>201%</b> INCREASE	\$2,650	2022	\$2,650	<b>201%</b> INCREASE
	\$880	2021	\$880	

## Telluride SFH Highlights

- 116 E. Columbia – 1,528 sf - \$4.05m

# 1

Single Family Homes  
Sold

# SINGLE FAMILY HOMES

## Mountain Village

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

<b>50%</b> INCREASE	3	2022	3	<b>50%</b> INCREASE
	2	2021	2	

### Total Dollar Volume

<b>37%</b> INCREASE	\$16,790,000	2022	\$16,790,000	<b>37%</b> INCREASE
	\$12,300,000	2021	\$12,300,000	

### Price Per Square Foot

<b>28%</b> INCREASE	\$1,169	2022	\$1,169	<b>28%</b> INCREASE
	\$911	2021	\$911	

## Mountain Village SFH Highlights

- 232 Benchmark – 5,938 sf - \$7.3m
- 135 High Country – 6,757 sf - \$6.995m
- 6 Spring Creek – 2,006 sf - \$2.495m

# 3

Single Family Homes  
Sold

# CONDOMINIUMS

## Town of Telluride

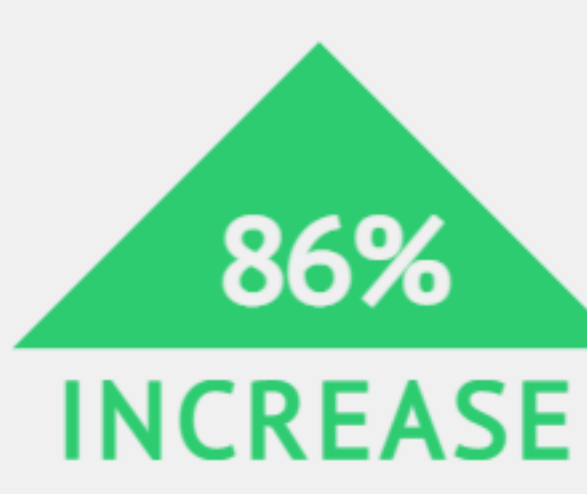
Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

	7	2022	7	
	6	2021	6	

### Total Dollar Volume

	\$12,977,500	2022	\$12,977,500	
	\$6,964,000	2021	\$6,964,000	

### Price Per Square Foot

	\$1,550	2022	\$1,550	
	\$1,231	2021	\$1,231	

## Telluride Condo Highlights

- Rivercrown Unit 1 – 2,794 sf - \$5.5m
- Owl Meadows Unit 25 – 1,405 sf - \$2.175m
- Lulu City Unit 6F – 1,190 sf - \$1.675m

# 7

## Condominiums Sold

# CONDOMINIUMS

## Mountain Village

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

	9	2022	9	
	14	2021	14	

### Total Dollar Volume

	\$16,267,900	2022	\$16,267,900	
	\$20,758,500	2021	\$20,758,500	

### Price Per Square Foot

	\$1,161	2022	\$1,161	
	\$724	2021	\$724	

## Mountain Village Condo Highlights

- Belvedere Park Unit 6 – 2,626 sf - \$3.765m
- Lot 28 Condos Unit 604/604A – 2,006 sf - \$2.8m
- Lorian Unit 20 – 2,510 sf - \$2.555m

# 9

## Condominiums Sold

# VACANT PROPERTIES

## Town of Telluride

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

	0	2022	0	
	2	2021	2	

### Total Dollar Volume

	\$0	2022	\$0	
	\$1,566,000	2021	\$1,566,000	

## Telluride Vacant Lot Highlights

0

Vacant Properties

## Mountain Village

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

	4	2022	4	
	3	2021	3	

### Total Dollar Volume

	\$3,588,000	2022	\$3,588,000	
	\$2,249,800	2021	\$2,249,800	

Disclaimer: this might be a bit off

## Mountain Village Vacant Lot Highlights

4

Vacant Properties

## Remainder of County

Year Over Year  
(January 2022 over January 2021)

Year To Date

### Number Of Sales

	4	2022	4	
	8	2021	8	

### Total Dollar Volume

	\$2,549,000	2022	\$2,549,000	
	\$5,437,000	2021	\$5,437,000	

Disclaimer: this might be a bit off

## Remainder of County Vacant Lot Highlights

4

Vacant Properties

## What's hot in the region?

The Town of Telluride and Mountain Village saw a fast start to '22 in condo sales with 7 sales totaling \$12.98m in Telluride and 9 sales totaling \$16.27m in Mountain Village. However, both of these segments are showing a decrease in price per sf from the all-time highs that were set in '21. It will be interesting to track price per sf as we move into a new year to see if the market starts to settle down.

## Have Questions or Need Additional Info

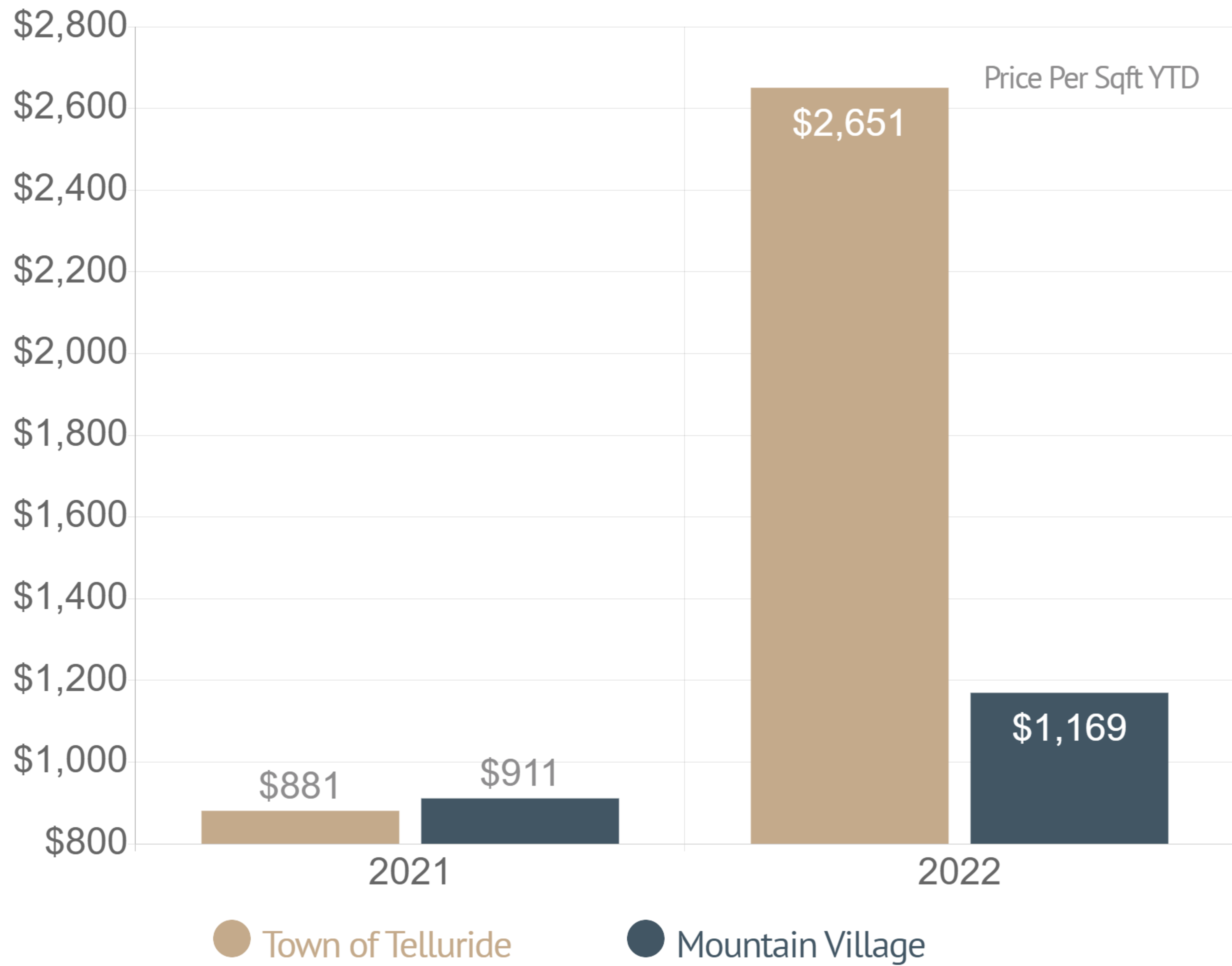
We know this can be a lot of data and sometimes can get a bit overwhelming we are here to help. Send us a email or give us a call. Also you can get more information by visiting our client portal.

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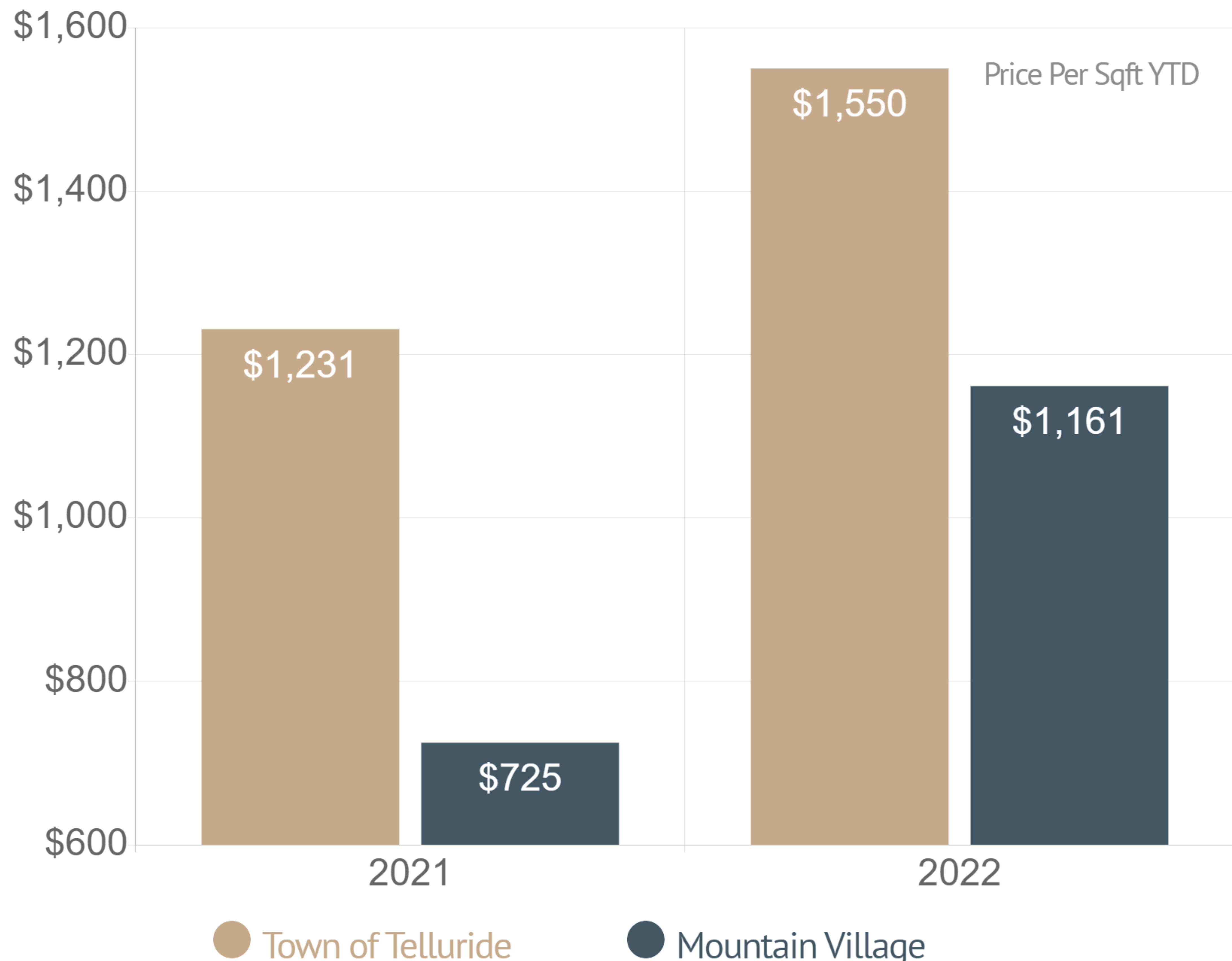
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## Single Family Homes

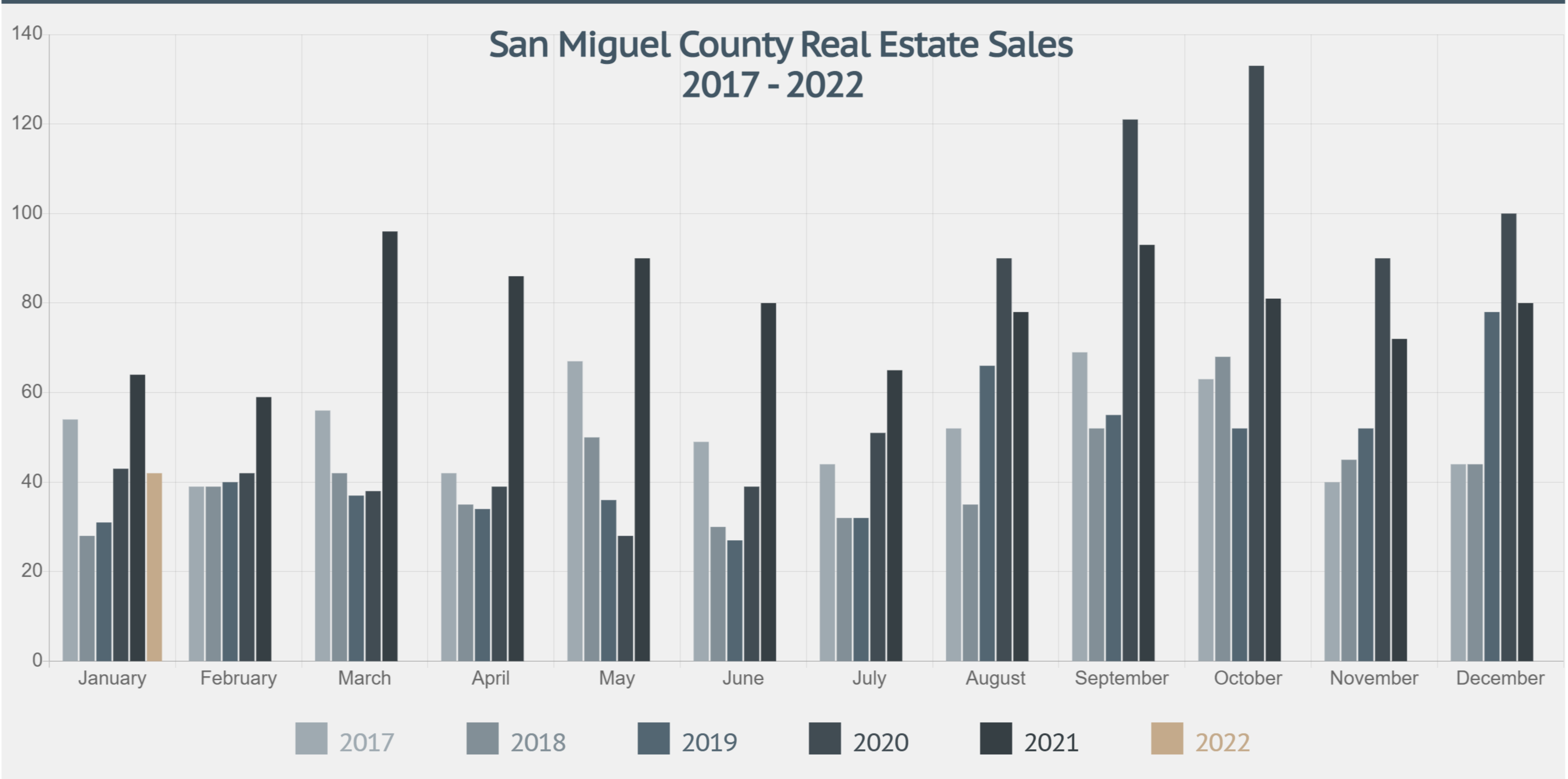


## Condominiums



# Big Picture SMC Number Sales

## Monthly Number of Sales Comparison

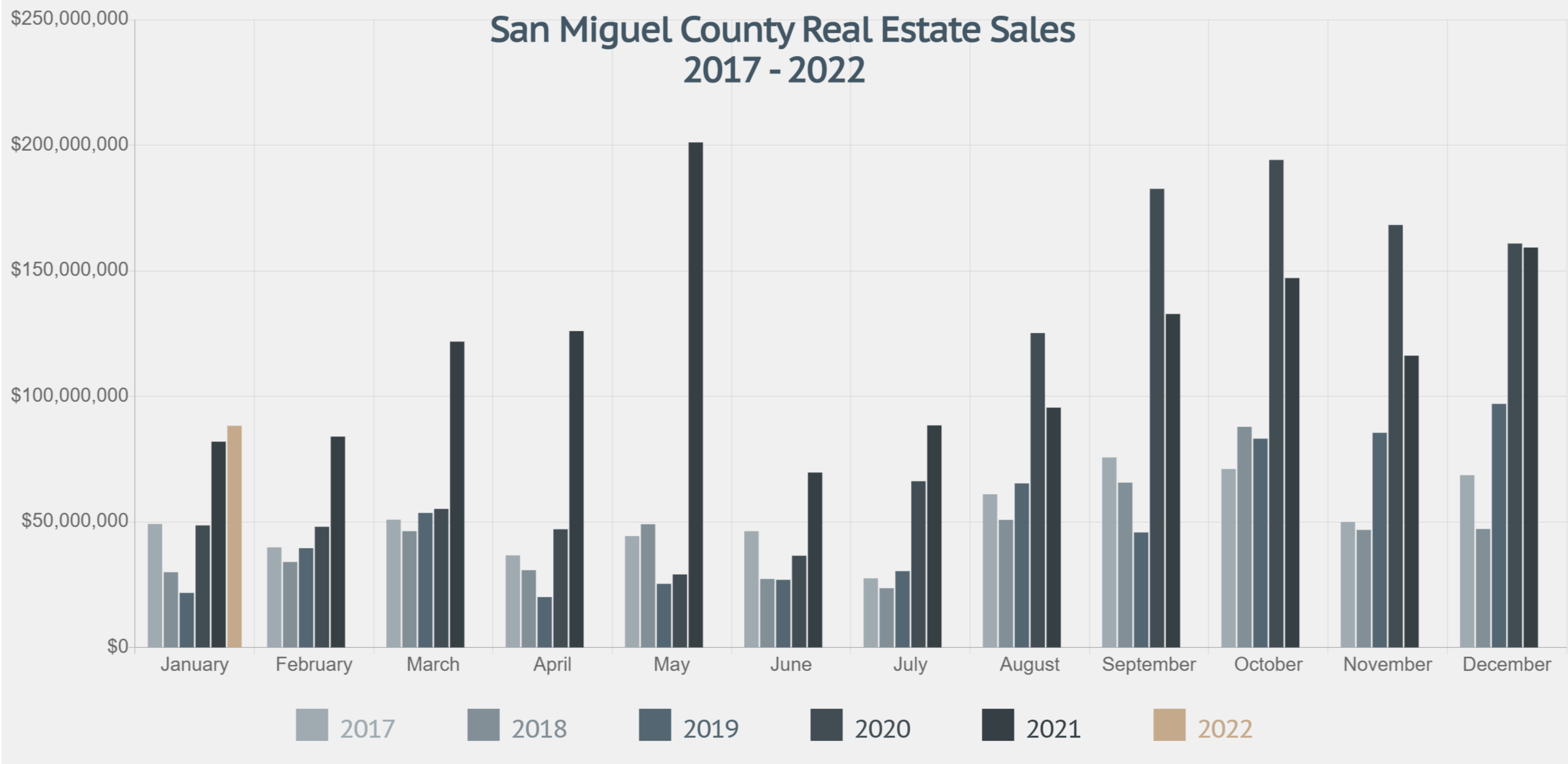


Month	2017	2018	2019	2020	2021	2022	% Change Current vs Prior	2017 - 2022 Average	2022 vs 5 Yr. % Change
January	54	28	31	43	64	42	-34%	44	-5%
February	39	39	40	42	59	-	-	43.8	-
March	56	42	37	38	96	-	-	53.8	-
April	42	35	34	39	86	-	-	47.2	-
May	67	50	36	28	90	-	-	54.2	-
June	49	30	27	39	80	-	-	45	-
July	44	32	32	51	65	-	-	44.8	-
August	52	35	66	90	78	-	-	64.2	-
September	69	52	55	121	93	-	-	78	-
October	63	68	52	133	81	-	-	79.4	-
November	40	45	52	90	72	-	-	59.8	-
December	44	44	78	100	80	-	-	69.2	-
Annual Totals	619	500	540	814	944	-	-96%	683.4	-5%
YTD Totals	54	28	31	43	64	42	-34%	44	-5%



# Big Picture SMC Dollar Volume

## Monthly Dollar Volume Comparison



Month	2017	2018	2019	2020	2021	2022	% Change Current vs Prior	2017 - 2022 Average	2022 vs 5 Yr. % Change
January	\$49,170,625	\$29,962,500	\$21,732,365	\$48,608,419	\$81,937,264	\$88,268,399	8%	\$46,282,234	91%
February	\$39,864,944	\$34,052,609	\$39,531,654	\$48,056,214	\$83,955,355	-	-	\$49,092,155	-
March	\$50,878,735	\$46,312,000	\$53,569,000	\$55,176,039	\$121,776,688	-	-	\$65,542,492	-
April	\$36,674,195	\$30,788,600	\$20,077,480	\$47,070,785	\$125,981,493	-	-	\$52,118,510	-
May	\$44,352,974	\$49,075,615	\$25,337,734	\$29,086,054	\$201,094,632	-	-	\$69,789,401	-
June	\$46,301,450	\$27,280,250	\$26,947,330	\$36,537,775	\$69,651,735	-	-	\$41,343,708	-
July	\$27,535,650	\$23,608,690	\$30,400,380	\$66,203,918	\$88,429,005	-	-	\$47,235,528	-
August	\$60,990,740	\$50,814,434	\$65,327,946	\$125,182,491	\$95,494,457	-	-	\$79,562,013	-
September	\$75,667,304	\$65,645,860	\$45,801,767	\$182,603,166	\$132,780,201	-	-	\$100,499,659	-
October	\$71,056,936	\$87,850,613	\$83,136,294	\$194,116,601	\$147,087,284	-	-	\$116,649,545	-
November	\$49,970,772	\$46,810,394	\$85,475,150	\$168,223,253	\$116,184,737	-	-	\$93,332,861	-
December	\$68,606,409	\$47,182,022	\$96,988,362	\$160,831,721	\$159,246,700	-	-	\$106,571,042	-
Annual Totals	\$621,070,734	\$539,383,587	\$594,325,462	\$1,161,696,436	\$1,423,619,551	-	-94%	\$868,019,154	91%
YTD Totals	\$49,170,625	\$29,962,500	\$21,732,365	\$48,608,419	\$81,937,264	\$88,268,399	8%	\$46,282,234	91%

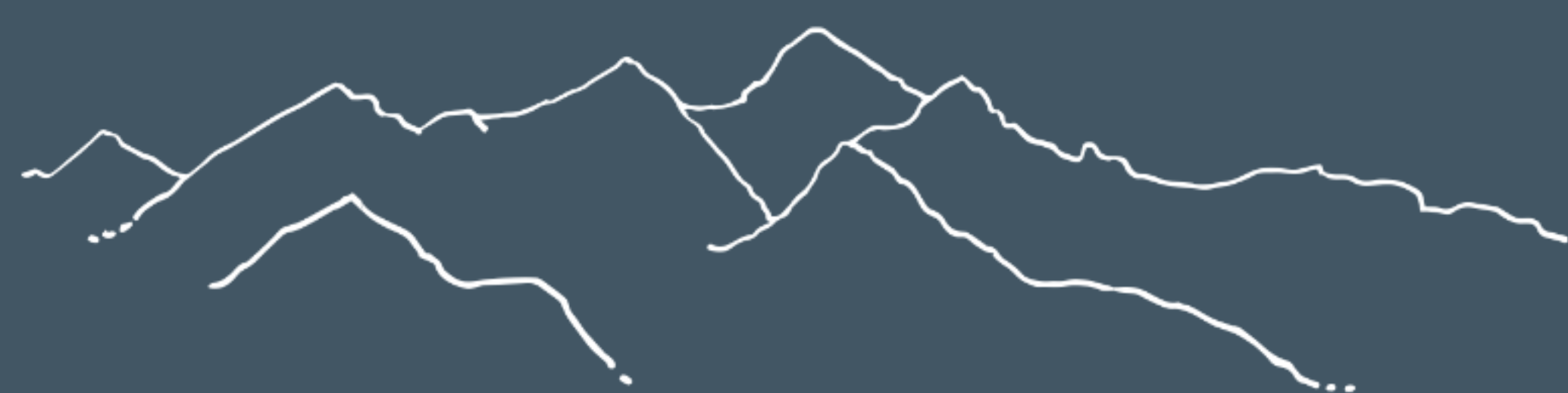
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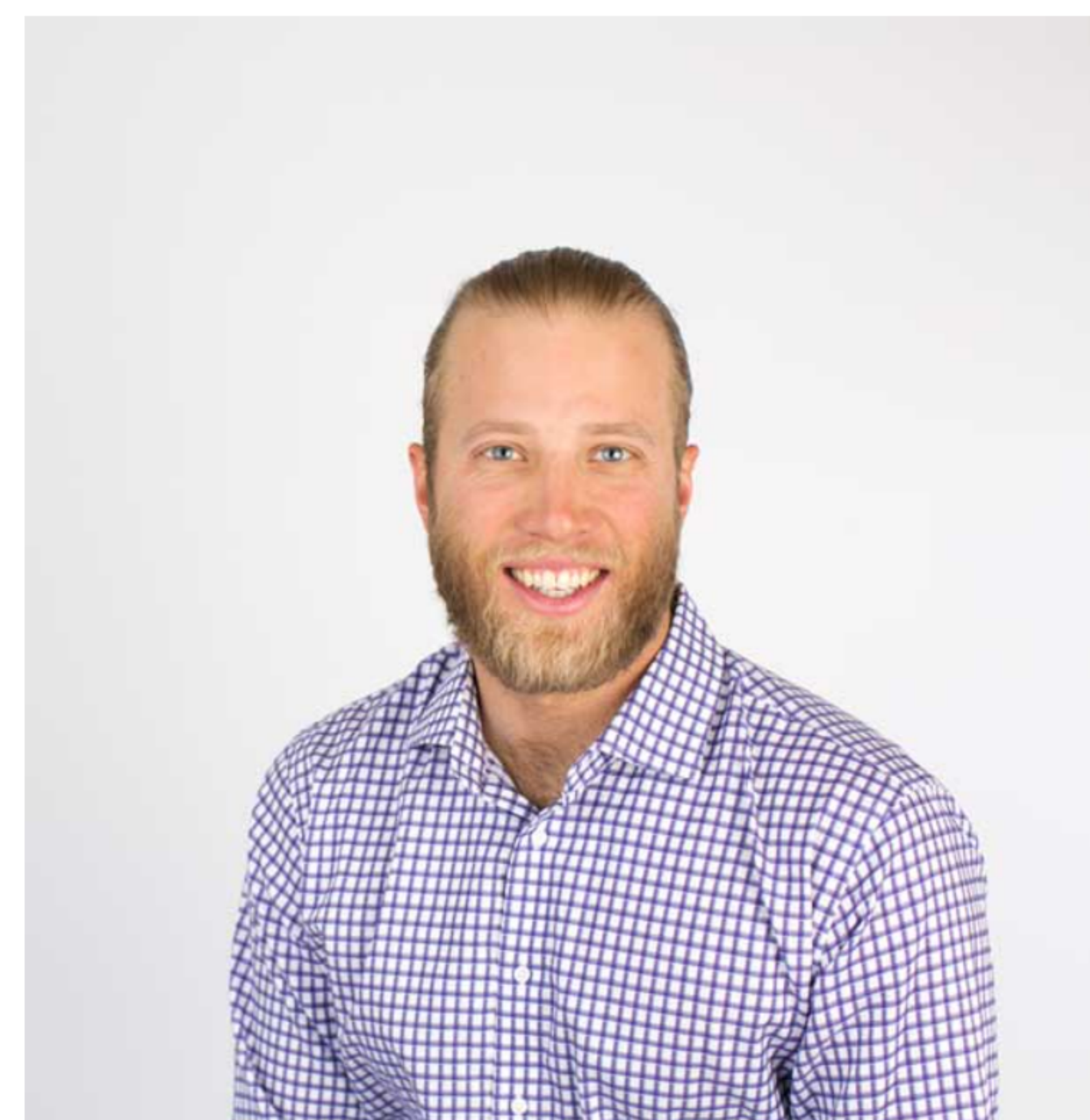
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Garrett Brafford



Scott Bengel

The Telluride Consulting reports are the oldest, most accurate and comprehensive real estate market reports in San Miguel County, CO. We derive our statistics from a privately maintained database that tracks every single sale, not just the transactions reported through MLS.

We hope this report has given you a snapshot of market trends. As always, we would be glad to discuss them further with you. Please contact us if you would like a more detailed analysis of specific areas, or prior San Miguel County Real Estate reports. We appreciate your business.

Since 1985, Telluride Consulting has provided real estate professionals, builders, developers, bankers, appraisers, and individual investors with detailed information and analysis of real estate activity and trends in San Miguel County. It is the shared vision of Telluride Consulting, LLC and Catapult Consulting, LLC to provide high-quality services that promote individual and group success through knowledge based decision-making founded on integrity, innovation, and the most accurate information available.

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