

SAN MIGUEL COUNTY



Comparative Sales Report

Time Frame	Dollar Volume (In Millions)	Number of Sales	% Change \$ Prior Year	% Change # Prior Year
Year to Year				
Apr '17	\$36.67	42	-	-
Apr '18	\$30.79	35	-16%	-17%
Apr '19	\$20.08	34	-35%	-3%
Apr '20	\$47.07	39	134%	15%
Apr '21	\$125.98	86	168%	121%
Apr '22	\$120.20	73	-5%	-15%
5 Year vs Now				
Apr '17-21	\$52.12	47	-	-
Apr '22	\$120.20	73	131%	55%
Year to Date				
Apr '17	\$176.59	191	-	-
Apr '18	\$141.12	144	-20%	-25%
Apr '19	\$134.91	142	-4%	-1%
Apr '20	\$198.91	162	47%	14%
Apr '21	\$413.65	305	108%	88%
Apr '22	\$455.75	242	10%	-21%
5 Year vs Now				
Apr '17-21	\$213.04	189	-	-
Apr '22	\$455.75	242	114%	28%

Bottom Line

April '22 sales in San Miguel County totaled \$120.2m over 73 transactions, another tremendous month for real estate activity in our market. This is slightly under the largest dollar volume month of April ever set last year at \$125.98m, but is an increase over the prior 5-year average for April (\$52.12m) of 131%! The YTD '22 dollar volume (\$455.75m) is 10% ahead of the record setting pace set in '21 (\$413.65m) and 114% ahead of the prior 5-year average YTD (\$213.04m).

The leading contributors for another sizzling start to the year is the continued activity in the Mountain Village market (\$177m YTD '22) and Remainder of the County areas (\$145m YTD '22). The Fed raising interest rates is pushing mortgage rates higher at the

fastest pace in history, which is an attempt by policymakers to control housing cost and ultimately control inflation, which may start to cool down the market. Based on activity in April '22, it seems there is still a long way to go before the real estate market activity in Telluride slows down.