

SAN MIGUEL COUNTY



Comparative Sales Report

Time Frame	Dollar Volume (In Millions)	Number of Sales	% Change \$ Prior Year	% Change # Prior Year
Year to Year				
Aug '17	\$60.99	52	-	-
Aug '18	\$50.81	35	-17%	-33%
Aug '19	\$65.33	66	29%	89%
Aug '20	\$125.18	90	92%	36%
Aug '21	\$95.49	78	-24%	-13%
Aug '22	\$75.35	51	-21%	-35%
			5 Year vs Now	5 Year vs Now
Aug '17-'21	\$79.56	64	-	-
Aug '22	\$75.35	51	-5%	-20%
Year to Date				
Aug '17	\$355.77	403	-	-
Aug '18	\$291.89	291	-18%	-28%
Aug '19	\$282.92	303	-3%	4%
Aug '20	\$455.92	370	61%	22%
Aug '21	\$868.32	618	90%	67%
Aug '22	\$784.07	433	-10%	-30%
			5 Year vs Now	5 Year vs Now
Aug '17-'21	\$450.97	397	-	-
Aug '22	\$784.07	433	74%	9%

Bottom Line

We are coming to an end of the '22 summer season and the San Miguel County real estate market has solidified signs of slowing down from its pandemic related boom. August '22 recorded \$75.35m in total sales over 51 transactions which is down 21% and 35%, respectively, over August '21 numbers. Even more telling is that these numbers are down 5% and 20%, respectively, over the prior 5-year average which could be further skewed by the pandemic years. This brings the total dollar volume of sales for Summer '22 (June – August) to \$236.2m, compared to \$253.6m during Summer '21, which is a 7% decrease. The high demand for our region is still there, just not the same rush as we saw during the pandemic, with a 74% increase of dollar volume in YTD '22

(\$784.07m) compared to prior YTD 5-year average (\$450.97m).

As a breakdown of dollar volume within the county, Telluride has been responsible for 30% of the total dollar volume, Mountain Village 40%, and the remainder of the county at 30% thus far in YTD '22. Comparing this to YTD '21, Telluride was responsible for 28%, Mountain Village totaled 42%, and 30% for the remainder of the county. Looking at the number of transactions within the county, Telluride has been responsible for 23% of the transactions, with Mountain Village accounting for 44%, and the remainder of the county at 33% thus far in YTD '22. Comparing this to YTD '21, Telluride was responsible for 19%, while Mountain Village totaled 46%, and the activity in the remainder of the county was 35%.