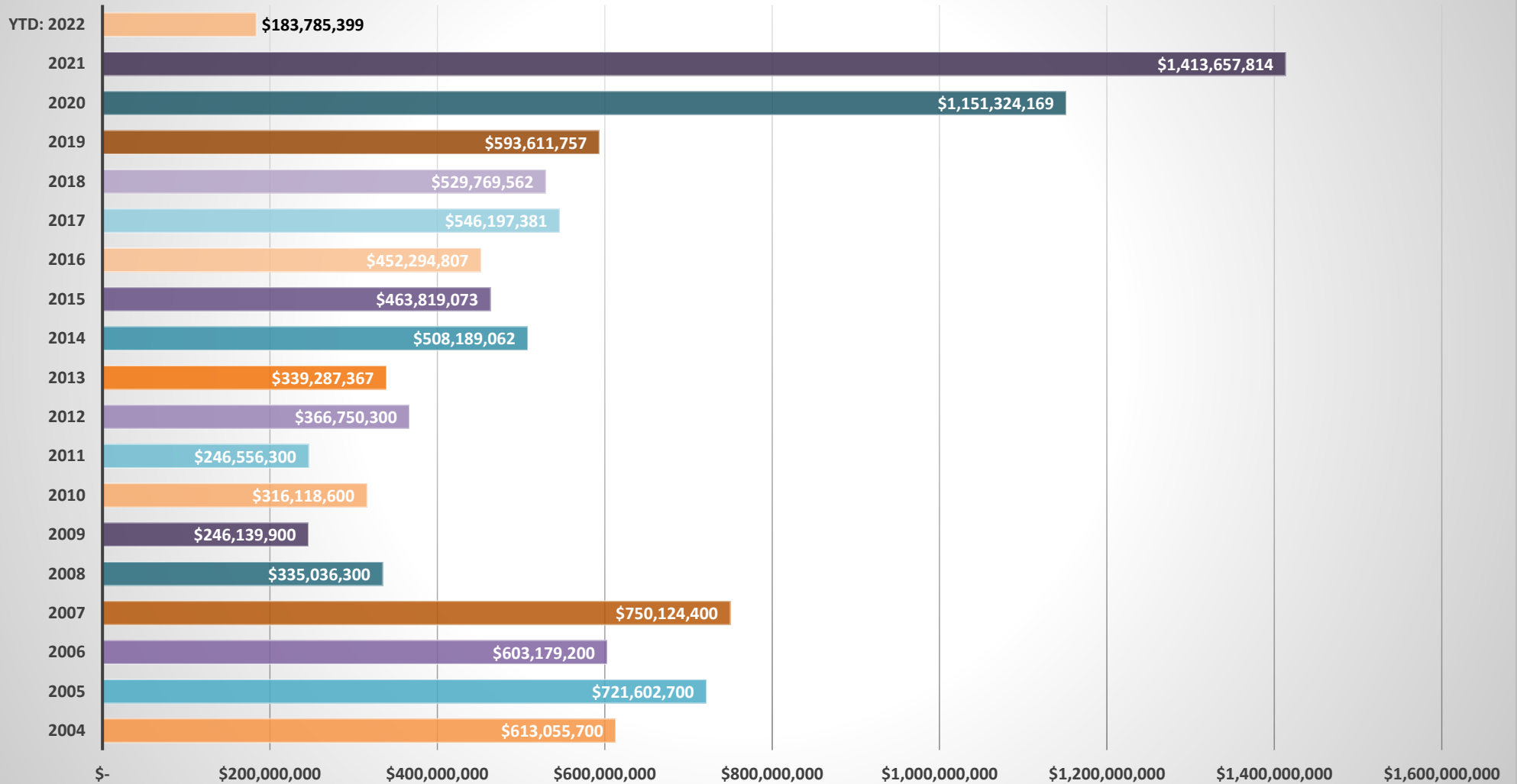
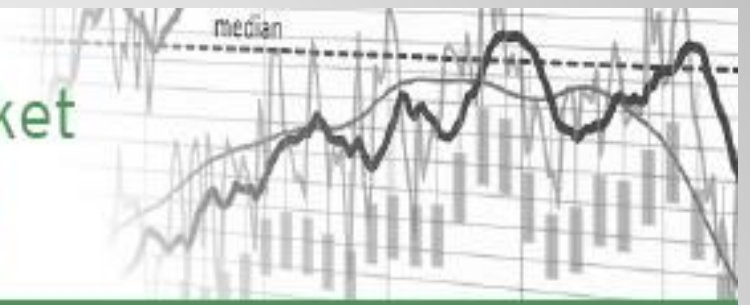




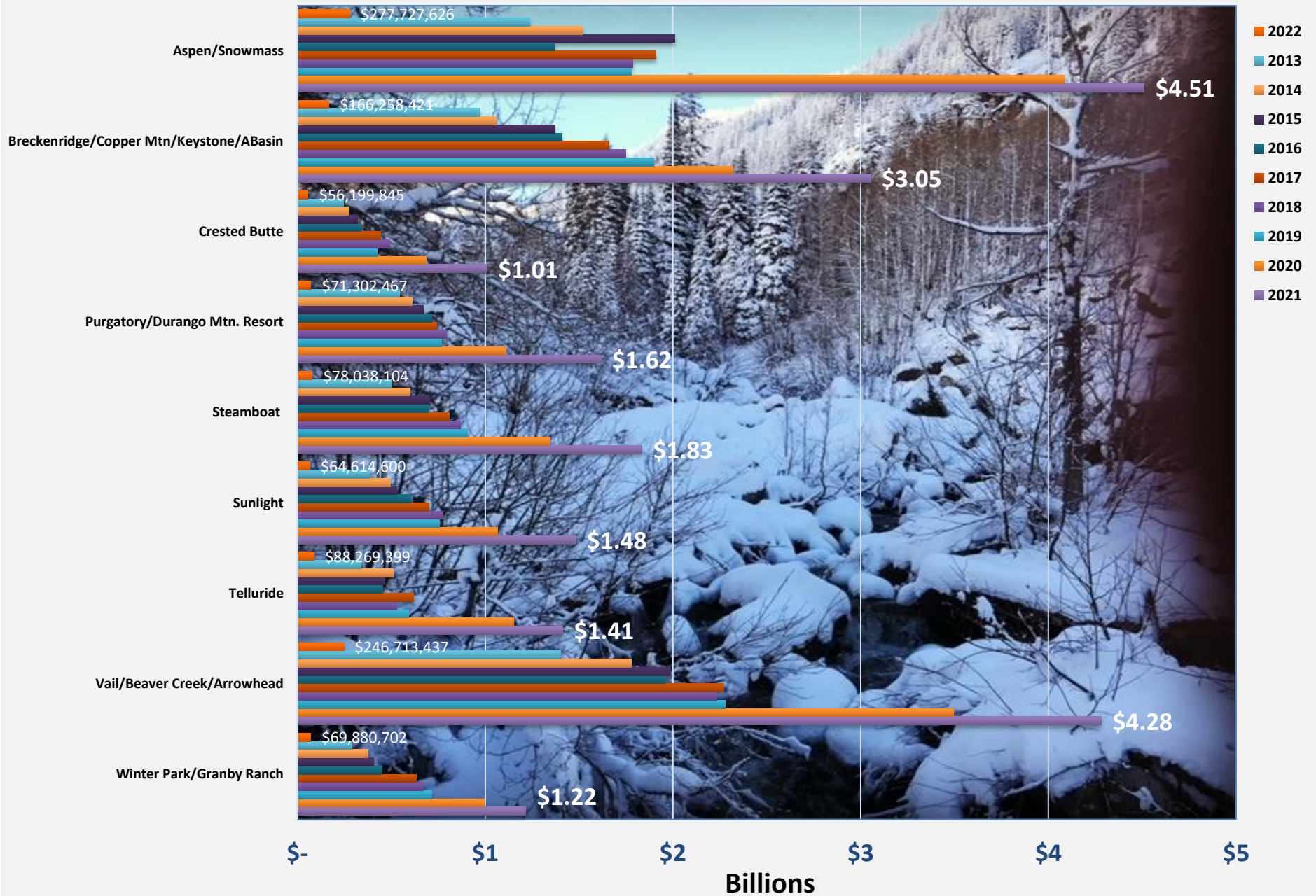
# San Miguel County Market ANALYSIS



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# Colorado Ski Resort Gross Sales Transaction by County: 2013 - 2022



Compliments of Land Title Guarantee Company mountain offices located in Aspen, Avon, Basalt, Breckenridge, Crested Butte, Dillon, Durango, Eagle, Frisco, Glenwood Springs, Steamboat Springs, Telluride, Vail & Winter Park., serving Colorado since 1967.  
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# Gross Sales Volume

## Month to Month Comparison \$ Volume

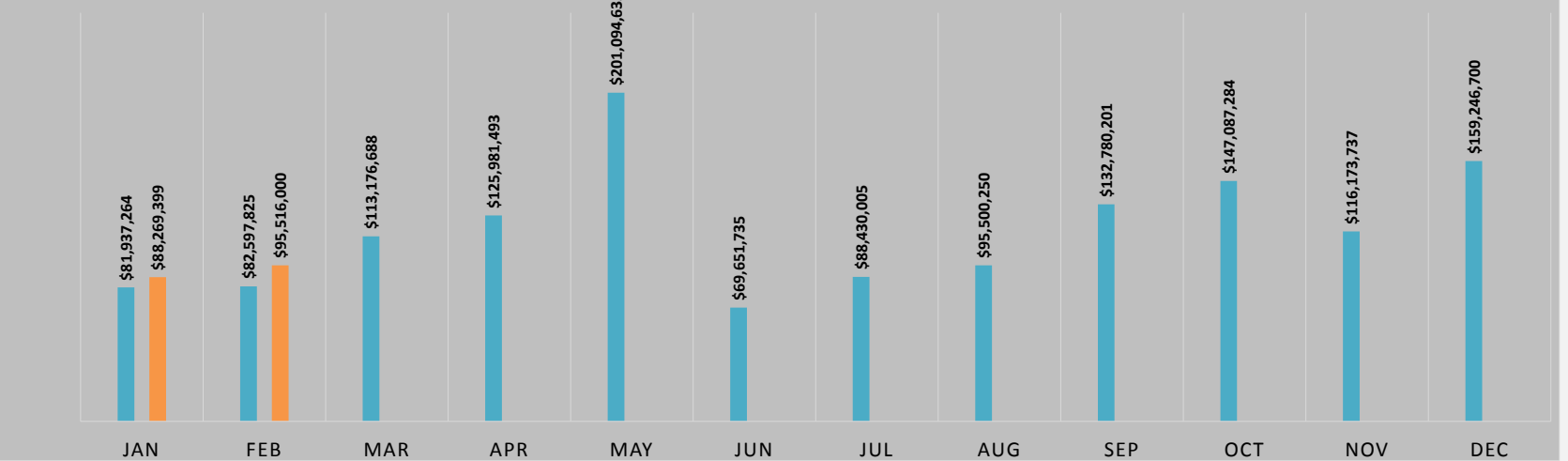
## Month to Month Comparison # of Transactions

MO	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Change	MO	2014	2015	2016	2017	2018	2019	2020	2021	2022	% Change
JAN	\$20,955,654	\$20,138,325	\$37,849,245	\$49,170,551	\$29,962,500	\$22,127,365	\$48,608,419	\$81,937,264	\$88,269,399	8%	JAN	24	29	46	54	28	33	43	64	42	-34%
FEB	\$28,019,467	\$30,461,256	\$30,771,950	\$40,359,977	\$34,052,609	\$39,216,692	\$48,056,414	\$82,597,825	\$95,516,000	16%	FEB	34	29	40	40	39	39	42	57	51	-11%
MAR	\$45,247,431	\$41,071,197	\$24,915,360	\$50,938,735	\$46,312,000	\$53,569,000	\$55,176,039	\$113,176,688		-100%	MAR	48	49	38	57	42	37	38	96		-100%
APR	\$26,275,135	\$38,095,500	\$26,881,089	\$36,674,195	\$30,788,600	\$19,027,480	\$47,079,785	\$125,981,493		-100%	APR	43	44	47	42	35	33	39	86		-100%
MAY	\$36,515,087	\$45,336,200	\$30,975,788	\$43,587,974	\$50,421,040	\$25,613,234	\$29,086,054	\$201,094,632		-100%	MAY	36	46	50	66	52	37	28	90		-100%
JUN	\$40,167,733	\$23,657,725	\$27,154,945	\$27,535,690	\$27,280,250	\$25,847,330	\$36,537,775	\$69,651,735		-100%	JUN	39	37	31	49	30	26	39	80		-100%
JUL	\$31,738,578	\$54,854,005	\$26,315,999	\$27,535,690	\$23,078,690	\$30,500,380	\$66,203,918	\$88,430,005		-100%	JUL	47	59	32	44	31	33	51	66		-100%
AUG	\$85,924,930	\$41,432,367	\$51,156,023	\$60,445,896	\$43,614,484	\$65,327,946	\$125,182,991	\$95,500,250		-100%	AUG	58	58	60	52	34	66	91	81		-100%
SEP	\$70,115,777	\$53,127,836	\$50,976,400	\$75,164,205	\$65,620,860	\$45,801,767	\$182,603,216	\$132,780,201		-100%	SEP	63	65	55	69	53	55	120	93		-100%
OCT	\$55,337,701	\$35,856,401	\$57,740,624	\$71,056,936	\$85,991,113	\$84,217,295	\$194,116,622	\$147,087,284		-100%	OCT	49	47	58	63	67	53	133	81		-100%
NOV	\$36,829,802	\$35,328,638	\$40,875,483	\$44,961,772	\$46,810,394	\$85,474,950	\$157,841,253	\$116,173,737		-100%	NOV	45	40	47	39	45	52	87	72		-100%
DEC	\$31,061,767	\$44,459,623	\$46,681,901	\$73,442,809	\$45,837,022	\$96,888,318	\$160,831,683	\$159,246,700		-100%	DEC	40	53	56	44	43	78	100	80		-100%
<b>YTD</b>	<b>\$48,975,121</b>	<b>\$50,599,581</b>	<b>\$68,621,195</b>	<b>\$89,530,528</b>	<b>\$64,015,109</b>	<b>\$61,344,057</b>	<b>\$96,664,833</b>	<b>\$164,535,089</b>	<b>\$183,785,399</b>	<b>12%</b>	<b>YTD</b>	<b>58</b>	<b>58</b>	<b>86</b>	<b>94</b>	<b>67</b>	<b>72</b>	<b>85</b>	<b>121</b>	<b>93</b>	<b>-23%</b>
<b>FY:</b>	<b>\$508,189,062</b>	<b>\$463,819,073</b>	<b>\$452,294,807</b>	<b>\$619,640,190</b>	<b>\$529,769,562</b>	<b>\$593,611,757</b>	<b>\$1,151,324,169</b>	<b>\$1,413,657,814</b>	<b>\$183,785,399</b>	<b>-87%</b>	<b>FY:</b>	<b>526</b>	<b>556</b>	<b>560</b>	<b>619</b>	<b>499</b>	<b>542</b>	<b>811</b>	<b>946</b>	<b>93</b>	<b>-90%</b>

2004 - 2012 Gross Sales Volume is a summary of total documentary fees annually, provided by the San Miguel Clerk's Office.

Year	Annual Gross Volume	% Change
2006	\$603,179,200	-16%
2007	\$750,124,400	24%
2008	\$335,036,300	-55%
2009	\$246,139,900	-27%
2010	\$316,118,600	28%
2011	\$246,556,300	-22%
2012	\$366,750,300	49%
2013	\$339,287,367	-7%
2014	\$508,189,062	50%
2015	\$463,819,073	-9%
2016	\$452,294,807	-2%
2017	\$619,640,190	37%
2018	\$529,769,562	-15%
2019	\$593,611,757	12%
2020	\$96,664,833	-84%
2021	\$1,413,657,814	1362%
<b>YTD</b>	<b>\$183,785,399</b>	<b>-87%</b>

### CURRENT MONTH TO MONTH



Telluride  
Land Title Office

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## Market Analysis by Area

February 2022

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
Aldasoro & Diamond Ranch	\$1,700,000	2%	1	2%	\$1,700,000	n/a	\$1,700,000	n/a	\$739
Fall Creek	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Gray Head	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Hastings Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Idarado/East End	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Ironsprings / Horsefly Mesa	\$400,000	0%	1	2%	\$400,000	n/a	\$400,000	n/a	\$132
Lawson Hill	\$600,000	1%	1	2%	\$600,000	n/a	n/a	n/a	\$0
Mountain Village	\$50,986,500	53%	16	31%	\$3,186,656	\$2,625,000	\$4,056,045	\$3,900,000	\$1,148
Norwood	\$1,140,000	1%	3	6%	\$380,000	\$350,000	\$350,000	n/a	\$213
Ophir	\$241,000	0%	1	2%	\$241,000	n/a	n/a	n/a	\$0
Placerville & Sawpit	\$3,025,000	3%	4	8%	\$756,250	\$810,000	\$690,000	n/a	\$928
Preserve	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Rural & Out of Area	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Ski Ranches	\$585,000	1%	1	2%	\$585,000	n/a	n/a	n/a	\$0
Specie Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunnyside	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunshine Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Telluride	\$34,670,000	36%	11	22%	\$3,151,818	\$1,700,000	\$3,257,000	\$1,662,500	\$1,976
West Meadows	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Wilson Mesa, Ptarmigan, Little Cone	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Interval Units	\$1,018,500	1%	11	22%	\$92,591	\$60,000	\$0	\$0	\$0
Deed Restricted Units	\$1,150,000	1%	1	2%	\$1,150,000	n/a	\$1,150,000	n/a	\$481
Quit Claim Deeds	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$95,516,000</b>	<b>100%</b>	<b>51</b>	<b>100%</b>	<b>\$2,393,526</b>	<b>\$2,450,319</b>	<b>\$3,116,019</b>	<b>\$1,700,000</b>	<b>\$1,359</b>
<b>(NEW UNIT SALES)</b>	<b>\$3,946,500</b>	<b>4%</b>	<b>1</b>	<b>2%</b>	<b>\$3,946,500</b>	<b>n/a</b>	<b>\$3,946,500</b>	<b>n/a</b>	<b>\$794</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate but are not guaranteed.

Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

**Telluride  
Land Title Office**

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## YTD. Market Analysis by Area

YTD: February 2022

All Transaction Summary

Residential Summary

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price	Average \$ Residential Price	Median \$ Residential Price	Average \$ Residential PPSF
Aldasoro & Diamond Ranch	\$1,700,000	1%	1	1%	\$1,700,000	n/a	\$1,700,000	n/a	\$739
Fall Creek	\$1,250,000	1%	1	1%	\$1,250,000	n/a	\$1,250,000	n/a	\$577
Gray Head	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Hastings Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Idarado/East End	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Ironsprings / Horsefly Mesa	\$9,230,000	5%	3	3%	\$3,076,667	\$400,000	\$400,000	n/a	\$132
Lawson Hill	\$600,000	0%	1	1%	\$600,000	n/a	n/a	n/a	\$0
Mountain Village	\$92,292,400	50%	34	37%	\$2,714,482	\$2,099,000	\$3,403,382	\$2,540,000	\$1,145
Norwood	\$2,688,499	1%	7	8%	\$384,071	\$350,000	\$432,375	\$430,000	\$259
Ophir	\$1,191,000	1%	2	2%	\$595,500	n/a	\$950,000	n/a	\$371
Placerville & Sawpit	\$3,025,000	2%	4	4%	\$756,250	\$810,000	\$690,000	n/a	\$928
Preserve	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Rural & Out of Area	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Ski Ranches	\$15,785,000	9%	3	3%	\$5,261,667	\$1,200,000	\$14,000,000	n/a	\$1,015
Specie Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunnyside	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunshine Mesa	\$900,000	0%	1	1%	\$900,000	n/a	n/a	n/a	\$0
Telluride	\$51,697,500	28%	19	20%	\$2,720,921	\$1,675,000	\$2,755,417	\$1,650,000	\$1,848
West Meadows	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Wilson Mesa, Ptarmigan, Little Cone	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Interval Units	\$1,236,000	1%	14	15%	\$88,286	\$60,000	\$0	\$0	\$0
Deed Restricted Units	\$2,190,000	1%	3	3%	\$730,000	\$525,000	\$730,000	\$525,000	\$517
Quit Claim Deeds	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$183,785,399</b>	<b>100%</b>	<b>93</b>	<b>100%</b>	<b>\$2,373,150</b>	<b>\$1,709,503</b>	<b>\$2,860,420</b>	<b>\$1,675,000</b>	<b>\$1,258</b>
<b>(NEW UNIT SALES)</b>	<b>\$3,946,500</b>	<b>2%</b>	<b>1</b>	<b>1%</b>	<b>\$3,946,500</b>	<b>n/a</b>	<b>\$3,946,500</b>	<b>n/a</b>	<b>\$794</b>

Please note: The above figures do not include time share interests. Calculations are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate but are not guaranteed.

Average & Median Residential Price & PPSF Includes: Statistically Viable Sales Only. Average PPSF is calculated for properties with available Square Footages.

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 Telluride, CO 81435

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# Market Snapshot by Area

## 2021 vs. YTD: 2022

Area	Average Price Single Family 2021	Average Price Single Family YTD: 2022	% Change: 2022/2021	Average Price Multi-Family 2021	Average Price Multi-Family YTD: 2022	% Change: 2022/2021	Average Price Vacant Land 2021	Average Price Vacant Land YTD: 2022	% Change: 2022/2021
Aldasoro & Diamond Ranch	\$8,625,222	\$1,700,000	-80%	\$0	\$0	0%	\$790,922	\$0	n/a
Fall Creek	\$706,667	\$1,250,000	77%	\$0	\$0	0%	\$1,973,800	\$0	n/a
Gray Head	\$9,450,000	\$0	n/a	\$0	\$0	0%	\$1,400,500	\$0	n/a
Hastings Mesa	\$2,051,875	\$0	n/a	\$0	\$0	0%	\$0	\$0	0%
Idarado/East End	\$15,700,000	\$0	n/a	\$0	\$0	0%	\$2,956,250	\$0	n/a
Ironsprings / Horsefly Mesa	\$735,000	\$400,000	-46%	\$0	\$0	0%	\$223,000	\$4,415,000	1880%
Lawson Hill	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
Mountain Village	\$5,384,119	\$5,703,938	6%	\$1,571,942	\$2,088,779	33%	\$849,727	\$836,600	-2%
Norwood	\$523,997	\$459,833	-12%	\$220,000	\$350,000	59%	\$149,287	\$319,667	114%
Ophir	\$853,167	\$950,000	11%	\$0	\$0	0%	\$195,654	\$241,000	23%
Placerville & Sawpit	\$1,149,597	\$690,000	-40%	\$0	\$0	0%	\$311,906	\$795,000	155%
Preserve	\$6,350,000	\$0	n/a	\$0	\$0	0%	\$0	\$0	0%
Rural & Out of Area	\$7,331,250	\$0	n/a	\$0	\$0	0%	\$1,048,833	\$0	n/a
Ski Ranches	\$2,445,167	\$14,000,000	473%	\$0	\$0	0%	\$499,750	\$892,500	79%
Specie Mesa	\$0	\$0	0%	\$0	\$0	0%	\$1,430,400	\$0	n/a
Sunnyside	\$1,270,400	\$0	n/a	\$559,000	\$0	n/a	\$3,225,000	\$0	n/a
Sunshine Mesa	\$0	\$0	n/a	\$0	\$0	0%	\$0	\$900,000	n/a
Telluride	\$4,474,278	\$6,102,500	36%	\$1,612,195	\$1,799,107	12%	\$1,321,975	\$2,100,000	59%
Trout Lake	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
West Meadows	\$4,179,000	\$0	n/a	\$0	\$0	0%	\$2,751,000	\$0	n/a
Wilson Mesa, etc..	\$2,029,167	\$0	n/a	\$0	\$0	0%	\$299,000	\$0	n/a
<b>Gross Average Price:</b>	<b>\$3,350,302</b>	<b>\$4,140,955</b>	<b>24%</b>	<b>\$1,578,999</b>	<b>\$1,888,979</b>	<b>20%</b>	<b>\$677,259</b>	<b>\$1,237,063</b>	<b>83%</b>

Please note: The above figures are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate but not guaranteed.

Full Interest, Fee Simple, Arms-Length transactions only, are shown in the Market Snapshot Report.

Area	Average PPSF Single Family 2021	Average PPSF Single Family YTD: 2022	% Change: 2022/2021	Average PPSF Multi-Family 2021	Average PPSF Multi-Family YTD: 2022	% Change: 2022/2021	Average PPAC Vacant Land 2021	Average PPAC Vacant Land YTD: 2022	% Change: 2022/2021
Aldasoro & Diamond Ranch	\$1,162.26	\$739.13	-36%	\$0.00	\$0.00	0%	\$254,702	\$0	n/a
Fall Creek	\$364.35	\$576.57	58%	\$0.00	\$0.00	0%	\$503,159	\$0	n/a
Gray Head	\$1,196.20	\$0.00	n/a	\$0.00	\$0.00	0%	\$39,215	\$0	n/a
Hastings Mesa	\$948.12	\$0.00	n/a	\$0.00	\$0.00	0%	\$0	\$0	0%
Idarado/East End	\$1,665.25	\$0.00	n/a	\$0.00	\$0.00	0%	\$7,106,711	\$0	n/a
Ironsprings / Horsefly Mesa	\$411.07	\$132.41	-68%	\$0.00	\$0.00	0%	\$40,399	\$4,812	-88%
Lawson Hill	\$0.00	\$0.00	n/a	\$0.00	\$0.00	0%	\$0	\$0	0%
Mountain Village	\$947.49	\$1,038.50	10%	\$850.77	\$1,206.39	42%	\$2,390,819	\$2,511,790	5%
Norwood	\$232.85	\$274.80	18%	\$124.79	\$213.15	71%	\$62,003	\$4,603	-93%
Ophir	\$453.03	\$370.66	-18%	\$0.00	\$0.00	0%	\$1,245,093	\$2,099,596	69%
Placerville & Sawpit	\$478.60	\$927.99	94%	\$0.00	\$0.00	0%	\$38,688	\$9,751	-75%
Preserve	\$3,400.98	\$0.00	n/a	\$0.00	\$0.00	0%	\$0	\$0	0%
Rural & Out of Area	\$1,210.33	\$0.00	n/a	\$0.00	\$0.00	0%	\$11,209	\$0	n/a
Ski Ranches	\$572.62	\$1,015.45	77%	\$0.00	\$0.00	0%	\$340,634	\$345,572	1%
Specie Mesa	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$8,212	\$0	n/a
Sunnyside	\$586.98	\$0.00	n/a	\$633.79	\$0.00	n/a	\$91,880	\$0	n/a
Sunshine Mesa	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0	\$9,783	n/a
Telluride	\$2,071.37	\$2,109.00	2%	\$1,339.11	\$1,772.85	32%	\$9,321,065	\$15,213,092	63%
Trout Lake	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0	\$0	0%
West Meadows	\$1,573.17	\$0.00	n/a	\$0.00	\$0.00	0%	\$98,478	\$0	n/a
Wilson Mesa, etc..	\$479.34	\$0.00	n/a	\$0.00	\$0.00	0%	\$26,488	\$0	n/a
<b>Gross Average PPSF:</b>	<b>\$941.29</b>	<b>\$1,011.76</b>	<b>7%</b>	<b>\$1,051.51</b>	<b>\$1,445.60</b>	<b>37%</b>	<b>\$1,616,194</b>	<b>\$1,912,859</b>	<b>18%</b>

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Telluride, CO 81435



# Price Point Index

## February 2022

## Improved Residential Summary

Average Price:			<b>\$3,116,019</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	0	\$0	0%
200,001 to 300,000	0	\$0	0%
300,001 to 400,000	2	\$750,000	1%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	1	\$555,000	1%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	2	\$1,685,000	2%
900,001 to 1,000,000	0	\$0	0%
1,000,001 to 1,500,000	6	\$7,600,000	9%
1,500,001 to 2,000,000	4	\$7,025,000	9%
over \$2 Million	11	\$63,401,500	78%
<b>Total:</b>	<b>26</b>	<b>\$81,016,500</b>	<b>100%</b>

## Volume / Average by Residential Type

February 2022	Number Trans.	Total Volume	Average Price
Single Family	12	\$52,681,500	\$4,390,125
Multi Family	14	\$28,335,000	\$2,023,929
Vacant Land	7	\$5,106,000	\$729,429
<b>YTD: February 2022</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	22	\$91,100,999	\$4,140,955
Multi Family	29	\$54,780,400	\$1,888,979
Vacant Land	16	\$19,793,000	\$1,237,063
<b>2021</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	204	\$683,461,662	\$3,350,302
Multi Family	241	\$380,538,645	\$1,578,999
Vacant Land	256	\$194,760,678	\$760,784
<b>2020</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	223	\$580,680,843	\$2,603,950
Multi Family	249	\$374,607,088	\$1,504,446
Vacant Land	164	\$111,070,400	\$677,259
<b>2019</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	116	\$240,114,645	\$2,069,954
Multi Family	183	\$220,764,279	\$1,206,362
Vacant Land	62	\$32,882,000	\$530,355
<b>2018</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	128	\$245,078,037	\$1,914,672
Multi Family	170	\$174,439,500	\$1,026,115
Vacant Land	81	\$46,313,100	\$571,767

## Volume / Average by Non-Residential Type

February 2022	Number Trans.	Total Volume	Average Price
Commercial Improved	1	\$1,450,000	\$1,450,000
Commercial Vacant	1	\$600,000	\$600,000
Development Vacant	0	\$0	\$0
<b>YTD: 2022 February Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	2	\$5,950,000	\$2,975,000
Commercial Vacant	2	\$760,000	\$380,000
Development Vacant	0	\$0	\$0
<b>2021 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	22	\$70,776,000	\$3,217,091
Commercial Vacant	16	\$1,689,800	\$105,613
Development Vacant	7	\$23,510,000	\$3,358,571
<b>2020 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	27	\$37,408,185	\$1,385,488
Commercial Vacant	11	\$4,034,000	\$366,727
Development Vacant	6	\$15,240,000	\$2,540,000
<b>2019 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	21	\$44,871,117	\$2,136,720
Commercial Vacant	9	\$13,413,500	\$1,490,389
Development Vacant	3	\$11,135,000	\$3,711,667
<b>2018 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	10	\$16,294,600	\$1,629,460
Commercial Vacant	6	\$1,454,000	\$242,333
Development Vacant	4	\$12,739,000	\$3,184,750

Please note: Calculations are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate but are not guaranteed.

**Compliments of:**  
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 970.728.1023

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## Historic Price Point Index

### Volume / Average by Residential Type

<b>2017</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	137	\$250,090,299	\$1,825,477
Multi Family	215	\$219,824,979	\$1,022,442
Vacant Land	93	\$59,925,945	\$644,365
<b>2016</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	136	\$190,012,842	\$1,397,153
Multi Family	172	\$169,942,743	\$988,039
Vacant Land	90	\$55,439,360	\$615,993
<b>2015</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	92	\$160,328,150	\$1,742,697
Multi Family	182	\$160,840,032	\$883,736.44
Vacant Land	89	\$46,577,450	\$523,342
<b>2014</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	128	\$221,751,368	\$1,732,433
Multi Family	168	\$144,513,393	\$860,199
Vacant Land	75	\$42,095,511	\$561,273
<b>2013</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	92	\$120,332,941	\$1,307,967
Multi Family	126	\$102,185,824	\$810,999
Vacant Land	49	\$27,444,150	\$560,085

### Volume / Average by Non-Residential Type

<b>2017 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	22	\$43,313,455	\$1,968,793
Commercial Vacant	13	\$2,995,400	\$230,415
Development Vacant	2	\$7,950,000	\$3,975,000
<b>2016 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	22	\$12,092,615	\$549,664
Commercial Vacant	17	\$3,327,500	\$195,735
Development Vacant	0	\$0	\$0
<b>2015 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	29	\$51,111,925	\$1,762,480.17
Commercial Vacant	11	\$6,507,500	\$591,590.91
Development Vacant	5	\$8,988,660	\$1,797,732
<b>2014 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	17	\$56,599,136	\$3,329,360.94
Commercial Vacant	5	\$7,808,866	\$1,561,773
Development Vacant	1	\$10,850,000	\$10,850,000
<b>2013 Commercial Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	24	\$34,845,274	\$1,451,886
Commercial Vacant	7	\$260,260	\$37,180
Development Vacant	5	\$25,350,000	\$5,070,000

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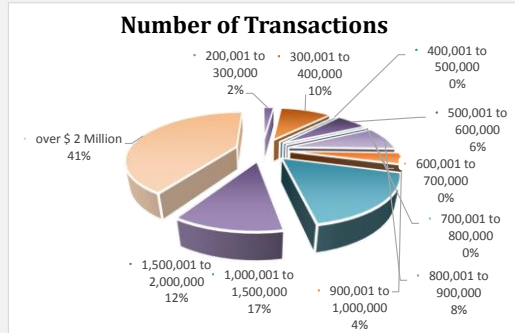
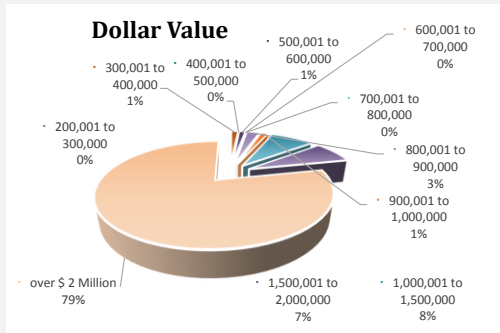


## YTD. Price Point Index

### YTD: February 2022

### Improved Residential Summary

Average Price:	\$2,860,420		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	0	\$0	0%
200,001 to 300,000	1	\$276,000	0%
300,001 to 400,000	5	\$1,829,900	1%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	3	\$1,658,499	1%
600,001 to 700,000	0	\$0	0%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	4	\$3,426,000	2%
900,001 to 1,000,000	2	\$1,875,000	1%
1,000,001 to 1,500,000	9	\$11,681,500	8%
1,500,001 to 2,000,000	6	\$10,698,000	7%
over \$ 2 Million	21	\$114,436,500	78%
<b>Total:</b>	<b>51</b>	<b>\$145,881,399</b>	<b>100%</b>



### 2021

### Improved Residential Summary

Average Price:	\$2,391,012		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	1	\$90,000	0%
100,001 to 200,000	19	\$3,182,506	0%
200,001 to 300,000	30	\$7,324,850	1%
300,001 to 400,000	18	\$6,521,500	1%
400,001 to 500,000	20	\$8,993,900	1%
500,001 to 600,000	21	\$11,539,475	1%
600,001 to 700,000	11	\$7,350,000	1%
700,001 to 800,000	18	\$13,468,700	1%
800,001 to 900,000	24	\$20,598,089	2%
900,001 to 1,000,000	15	\$14,441,500	1%
1,000,001 to 1,500,000	56	\$70,210,500	7%
1,500,001 to 2,000,000	36	\$63,263,000	6%
over \$ 2 Million	176	\$837,016,287	79%
<b>Total:</b>	<b>445</b>	<b>\$1,064,000,307</b>	<b>100%</b>

### 2020

### Improved Residential Summary

Average Price:	\$2,023,915		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	19	\$3,001,635	0%
200,001 to 300,000	17	\$4,371,000	0%
300,001 to 400,000	32	\$11,490,256	1%
400,001 to 500,000	34	\$15,679,500	2%
500,001 to 600,000	18	\$9,984,000	1%
600,001 to 700,000	27	\$17,588,854	2%
700,001 to 800,000	17	\$12,947,800	1%
800,001 to 900,000	24	\$20,546,900	2%
900,001 to 1,000,000	12	\$11,415,500	1%
1,000,001 to 1,500,000	53	\$67,474,010	7%
1,500,001 to 2,000,000	52	\$89,944,768	9%
over \$ 2 Million	167	\$690,843,708	72%
<b>Total:</b>	<b>472</b>	<b>\$955,287,931</b>	<b>100%</b>

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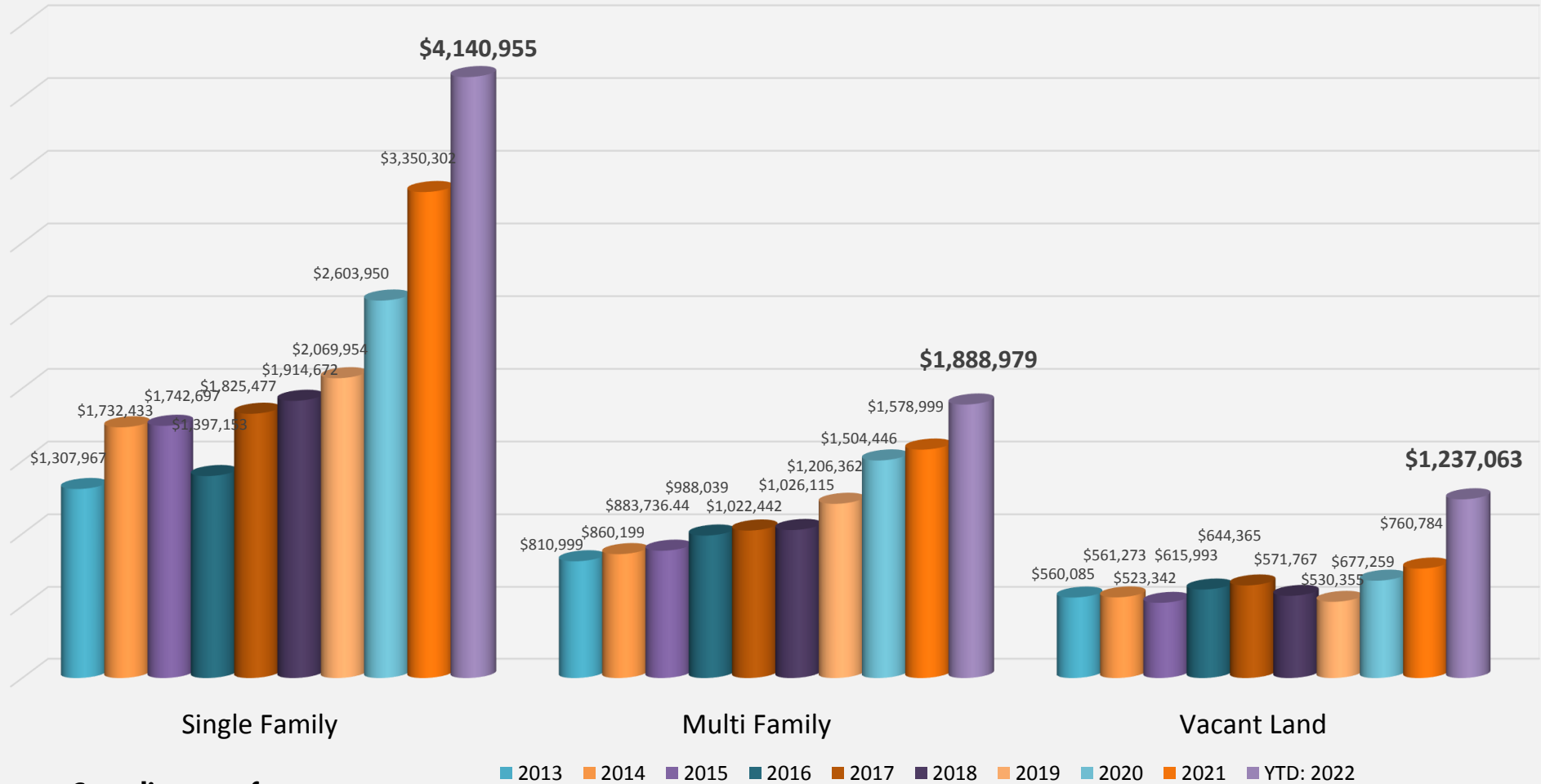
# Historic Annual Price Point Index

2020				2019			
Average Price:			\$2,023,915	Average Price:			\$1,541,401
	# Transactions	Gross Volume	Percentage Gross		# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%	<=100,000	0	\$0	0%
100,001 to 200,000	19	\$3,001,635	0%	100,001 to 200,000	24	\$3,898,300	1%
200,001 to 300,000	17	\$4,371,000	0%	200,001 to 300,000	23	\$5,875,070	1%
300,001 to 400,000	32	\$11,490,256	1%	300,001 to 400,000	19	\$6,742,479	1%
400,001 to 500,000	34	\$15,679,500	2%	400,001 to 500,000	25	\$11,405,800	2%
500,001 to 600,000	18	\$9,984,000	1%	500,001 to 600,000	22	\$12,057,320	3%
600,001 to 700,000	27	\$17,588,854	2%	600,001 to 700,000	18	\$12,004,000	3%
700,001 to 800,000	17	\$12,947,800	1%	700,001 to 800,000	12	\$8,964,200	2%
800,001 to 900,000	24	\$20,546,900	2%	800,001 to 900,000	11	\$9,485,774	2%
900,001 to 1,000,000	12	\$11,415,500	1%	900,001 to 1,000,000	7	\$6,709,000	1%
1,000,001 to 1,500,000	53	\$67,474,010	7%	1,000,001 to 1,500,000	39	\$50,985,856	11%
1,500,001 to 2,000,000	52	\$89,944,768	9%	1,500,001 to 2,000,000	30	\$52,655,000	11%
over \$ 2 Million	167	\$690,843,708	72%	over \$ 2 Million	69	\$280,096,125	61%
<b>Total:</b>	<b>472</b>	<b>\$955,287,931</b>	<b>100%</b>	<b>Total:</b>	<b>299</b>	<b>\$460,878,924</b>	<b>100%</b>
2018				2017			
Average Price:			\$1,407,777	Average Price:			\$1,334,987
	# Transactions	Gross Volume	Percentage Gross		# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%	<=100,000	4	\$375,100	0%
100,001 to 200,000	21	\$3,540,000	1%	100,001 to 200,000	38	\$6,141,197	1%
200,001 to 300,000	24	\$5,955,800	1%	200,001 to 300,000	17	\$4,182,394	2%
300,001 to 400,000	19	\$6,636,850	2%	300,001 to 400,000	30	\$10,520,669	2%
400,001 to 500,000	20	\$9,078,600	2%	400,001 to 500,000	22	\$10,051,892	3%
500,001 to 600,000	18	\$10,030,850	2%	500,001 to 600,000	18	\$10,064,150	4%
600,001 to 700,000	22	\$14,507,300	3%	600,001 to 700,000	16	\$10,471,206	3%
700,001 to 800,000	10	\$7,585,500	2%	700,001 to 800,000	19	\$13,932,306	3%
800,001 to 900,000	10	\$8,501,000	2%	800,001 to 900,000	19	\$16,301,000	2%
900,001 to 1,000,000	11	\$10,633,750	3%	900,001 to 1,000,000	12	\$11,519,500	3%
1,000,001 to 1,500,000	47	\$59,028,550	14%	1,000,001 to 1,500,000	45	\$55,994,428	13%
1,500,001 to 2,000,000	27	\$45,985,000	11%	1,500,001 to 2,000,000	40	\$68,964,325	13%
over \$ 2 Million	69	\$238,034,337	57%	over \$ 2 Million	72	\$251,397,111	50%
<b>Total:</b>	<b>298</b>	<b>\$419,517,537</b>	<b>100%</b>	<b>Total:</b>	<b>352</b>	<b>\$469,915,278</b>	<b>100%</b>
2016				2015			
Average Price:			\$1,168,687	Average Price:			\$1,172,147
	# Transactions	Gross Volume	Percentage Gross		# Transactions	Gross Volume	Percentage Gross
<=100,000	9	\$739,312	0%	<=100,000	3	\$245,000	0%
100,001 to 200,000	31	\$4,763,160	1%	100,001 to 200,000	17	\$2,732,266	1%
200,001 to 300,000	25	\$6,394,580	2%	200,001 to 300,000	21	\$5,284,667	2%
300,001 to 400,000	23	\$8,172,439	2%	300,001 to 400,000	37	\$12,982,075	4%
400,001 to 500,000	24	\$11,034,615	3%	400,001 to 500,000	16	\$7,229,500	2%
500,001 to 600,000	26	\$14,272,025	4%	500,001 to 600,000	20	\$11,096,800	3%
600,001 to 700,000	16	\$10,579,500	3%	600,001 to 700,000	12	\$7,810,250	2%
700,001 to 800,000	14	\$10,549,000	3%	700,001 to 800,000	11	\$8,150,500	3%
800,001 to 900,000	9	\$7,898,757	2%	800,001 to 900,000	14	\$11,965,442	4%
900,001 to 1,000,000	10	\$9,517,457	3%	900,001 to 1,000,000	15	\$14,355,000	4%
1,000,001 to 1,500,000	38	\$47,875,958	13%	1,000,001 to 1,500,000	41	\$49,019,230	15%
1,500,001 to 2,000,000	28	\$48,453,900	13%	1,500,001 to 2,000,000	26	\$45,748,841	14%
over \$ 2 Million	55	\$179,704,882	50%	over \$ 2 Million	41	\$144,548,611	45%
<b>Total:</b>	<b>308</b>	<b>\$359,955,585</b>	<b>100%</b>	<b>Total:</b>	<b>274</b>	<b>\$321,168,182</b>	<b>100%</b>
2014				2013			
Average Price:			\$1,237,388	Average Price:			\$1,020,728
	# Transactions	Gross Volume	Percentage Gross		# Transactions	Gross Volume	Percentage Gross
<=100,000	4	\$318,100	0%	<=100,000	6	\$464,800	0%
100,001 to 200,000	15	\$2,501,985	1%	100,001 to 200,000	30	\$4,947,900	2%
200,001 to 300,000	31	\$10,797,842	3%	200,001 to 300,000	26	\$9,148,699	4%
300,001 to 400,000	16	\$7,304,372	2%	300,001 to 400,000	10	\$4,333,500	2%
400,001 to 500,000	18	\$9,850,329	3%	400,001 to 500,000	13	\$7,330,300	3%
500,001 to 600,000	15	\$9,683,700	3%	500,001 to 600,000	13	\$8,507,764	4%
600,001 to 700,000	14	\$10,550,990	3%	600,001 to 700,000	7	\$5,308,500	2%
700,001 to 800,000	13	\$11,094,500	3%	700,001 to 800,000	11	\$9,511,500	4%
800,001 to 900,000	17	\$16,234,695	4%	800,001 to 900,000	9	\$8,527,500	4%
900,001 to 1,000,000	41	\$50,890,986	14%	900,001 to 1,000,000	39	\$49,059,427	22%
1,000,001 to 1,500,000	24	\$41,700,500	11%	1,000,001 to 1,500,000	16	\$27,740,000	12%
1,500,001 to 2,000,000	55	\$187,186,014	51%	1,500,001 to 2,000,000	24	\$84,325,375	38%
over \$ 2 Million				over \$ 2 Million			
<b>Total:</b>	<b>296</b>	<b>\$366,266,761</b>	<b>100%</b>	<b>Total:</b>	<b>218</b>	<b>\$222,518,765</b>	<b>100%</b>

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## Average Price Analysis: 2013 - YTD: 2022



**Compliments of:**  
**Robin Watkinson**  
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**970.728.1023**



## Interval Analysis by Project

**February 2022**

## Interval Transaction Detail

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Aspen Ridge	\$0	0%	0	0%	\$0	\$0
Bear Creek Lodge	\$0	0%	0	0%	\$0	\$0
Club Telluride	\$853,500	0%	10	0%	\$85,350	\$58,250
Inn at Lost Creek	\$0	0%	0	0%	\$0	\$0
Le Chamonix	\$0	0%	0	0%	\$0	\$0
Le Chateaux	\$0	0%	0	0%	\$0	\$0
Pine Meadows	\$0	0%	0	0%	\$0	\$0
River Club	\$165,000	0%	1	0%	\$165,000	na
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$1,018,500</b>	<b>0%</b>	<b>11</b>	<b>0%</b>	<b>\$92,591</b>	<b>\$60,000</b>

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Average & Median Price: Statistically Viable Sales Only.

**Compliments of:**  
**Robin Watkinson**  
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 970.728.1023

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**Telluride  
 Land Title Office**

191 South Pine Street,  
 Suite 1C  
 Telluride, CO 81435



## YTD. Interval Analysis by Area

**YTD: February 2022**

### Interval Transaction Detail

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Aspen Ridge	\$0	0%	0	0%	\$0	\$0
Bear Creek Lodge	\$22,500	2%	1	2%	\$22,500	n/a
Club Telluride	\$1,048,500	85%	12	85%	\$87,375	\$60,000
Inn at Lost Creek	\$0	0%	0	0%	\$0	\$0
Le Chamonix	\$0	0%	0	0%	\$0	\$0
Le Chateaux	\$0	0%	0	0%	\$0	\$0
Pine Meadows	\$0	0%	0	0%	\$0	\$0
River Club	\$165,000	13%	1	13%	\$165,000	n/a
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$1,236,000</b>	<b>100%</b>	<b>14</b>	<b>100%</b>	<b>\$88,286</b>	<b>\$60,000</b>

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Average & Median Price Includes: Statistically Viable Sales Only.

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**Telluride  
 Land Title Office**

191 South Pine Street,  
 Suite 1C  
 Telluride, CO 81435



# Market Highlights

## February 2022

Data is deemed reliable but not guaranteed.

### Top Priced Improved Residential Sale:

<b>ACCOUNT</b>	R1080000091
<b>BEDROOM</b>	5
<b>BATH</b>	5.50
<b>YOC</b>	1997
<b>HEATED SQFT</b>	7630
<b>LANDSIZE</b>	1.3100
<b>RECEPTION</b>	475223
<b>PRICE</b>	\$ 10,750,000.00
<b>AREA</b>	MTNVILL
<b>LEGAL</b>	TELLURIDE MOUNTAIN VILLAGE SUBD #1 LOT 91
<b>PPSF</b>	\$ 1,408.91
<b>DATE</b>	2/15/2022



### Top Priced PSF Improved Residential Sale:

R1010003923
4
5.00
1900
3578
0.0633
475080
\$ 9,950,000.00
TELLTOWN
TELLURIDE, TOWN OF N LOT 13, BLOCK 18
\$ 2,780.88
2/8/2022

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Robin Watkinson  
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970.728.1023**





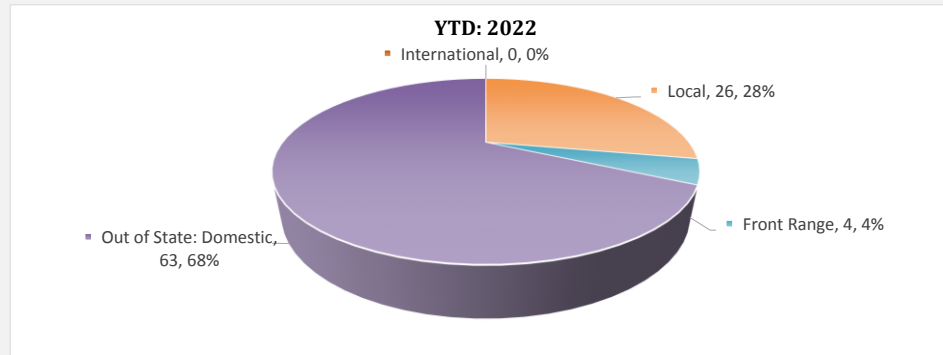
# Purchaser Titlement Abstract

## February 2022

Origin of Buyer	# of Trans.	% Overall
Local	15	29%
Front Range	1	2%
Out of State: Domestic	35	69%
International	0	0%
<b>Total Sales</b>	<b>51</b>	<b>100%</b>

## All Sales: YTD. 2022

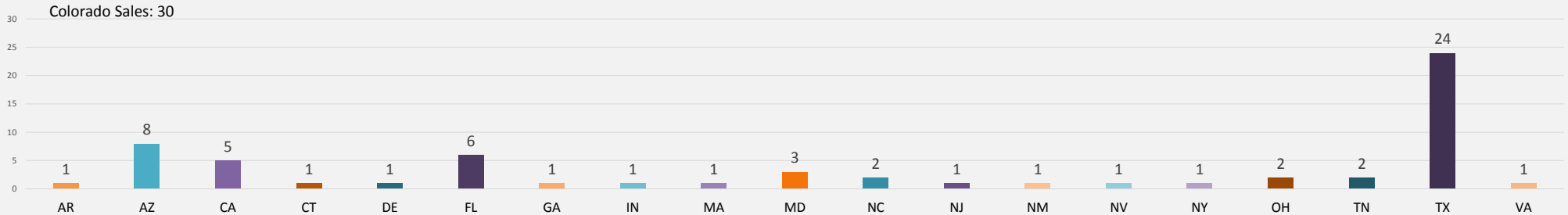
Origin of Buyer	# of Trans.	% Overall
Local	26	28%
Front Range	4	4%
Out of State: Domestic	63	68%
International	0	0%
<b>Total Sales</b>	<b>93</b>	<b>100%</b>



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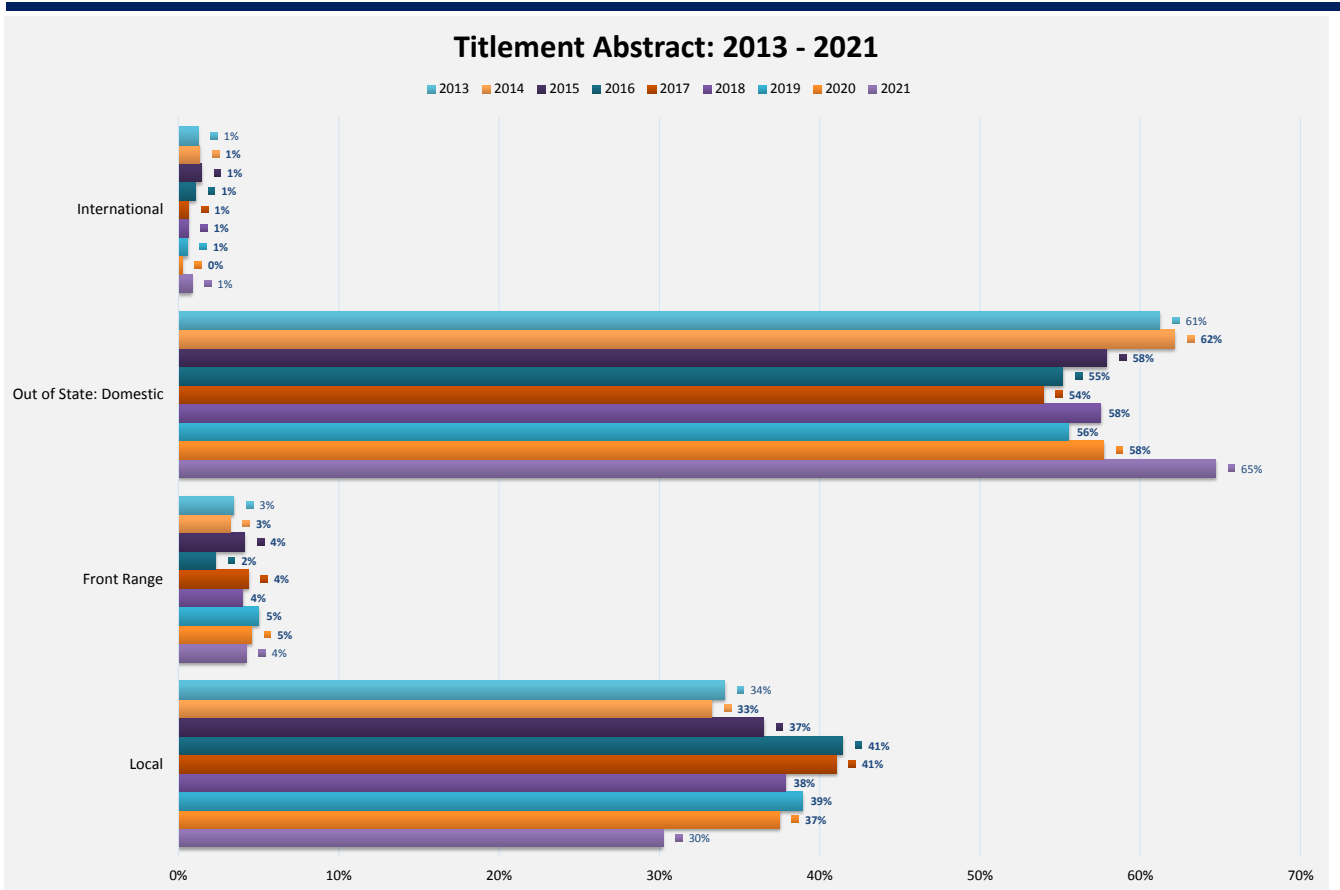
## Non-Colorado YTD: 2022



Please note: Calculations are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate but are not guaranteed.

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# Purchaser Titlement Abstract History



Data is deemed reliable but not guaranteed.

## 2021

Origin of Buyer	# of Trans.	% Overall
Local	286	30%
Front Range	40	4%
Out of State: Domestic	612	65%
International	8	1%
<b>Total Sales</b>	<b>946</b>	<b>100%</b>

## 2020

Origin of Buyer	# of Trans.	% Overall
Local	304	37%
Front Range	37	5%
Out of State: Domestic	468	58%
International	2	0%
<b>Total Sales</b>	<b>811</b>	<b>100%</b>

## 2019

Origin of Buyer	# of Trans.	% Overall
Local	211	39%
Front Range	27	5%
Out of State: Domestic	301	56%
International	3	1%
<b>Total Sales</b>	<b>542</b>	<b>100%</b>

## 2018

Origin of Buyer	# of Trans.	% Overall
Local	189	38%
Front Range	20	4%
Out of State: Domestic	287	58%
International	3	1%
<b>Total Sales</b>	<b>499</b>	<b>100%</b>

## 2017

Origin of Buyer	# of Trans.	% Overall
Local	254	41%
Front Range	27	4%
Out of State: Domestic	334	54%
International	4	1%
<b>Total Sales</b>	<b>619</b>	<b>100%</b>

## 2016

Origin of Buyer	# of Trans.	% Overall
Local	232	41%
Front Range	13	2%
Out of State: Domestic	309	55%
International	6	1%
<b>Total Sales</b>	<b>560</b>	<b>100%</b>

## 2015

Origin of Buyer	# of Trans.	% Overall
Local	203	37%
Front Range	23	4%
Out of State: Domestic	322	58%
International	8	1%
<b>Total Sales</b>	<b>556</b>	<b>100%</b>

## 2014

Origin of Buyer	# of Trans.	% Overall
Local	175	33%
Front Range	17	3%
Out of State: Domestic	327	62%
International	7	1%
<b>Total Sales</b>	<b>526</b>	<b>100%</b>

## 2013

Origin of Buyer	# of Trans.	% Overall
Local	138	34%
Front Range	14	3%
Out of State: Domestic	248	61%
International	5	1%
<b>Total Sales</b>	<b>405</b>	<b>100%</b>





## Property Type Transaction Analysis

### YTD: 2022 Gross Sales Reconciliation by Transaction Type

	# Transactions		Gross Volume
Single Family	22	\$	91,100,999.00
Multi Family	29	\$	54,780,400.00
Vacant Land	16	\$	19,793,000.00
Commercial	4	\$	6,710,000.00
Development Land			
Timeshare / Interval	14	\$	1,236,000.00
Not Arms Length/Low Doc Fee			
Quit Claim Deed			
Related Parties			
Bulk Multi-Family Unit/Project Sales			
Partial Interest Sales			
Deed Restricted / Mobile Homes	3	\$	2,190,000.00
Multiple Units & Sites/Same Deed	5	\$	7,975,000.00
Water Rights / Open Space / Easements			
Exempt / Political Transfers / Density Transfers			
<b>Total Transactions:</b>	<b>93</b>	<b>\$</b>	<b>183,785,399.00</b>

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## New Residential Unit Sales Detail

**February 2022**

### New Residential Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
4	4.00	2020	4969	\$ 3,946,500.00	BOSTON COMMONS LAWSON HILL PH III LOT 105	SINGLEFAM	\$ 794.22	114 LAWSON OVERLOOK

### Summary New Residential Unit Sales:

Average Price:	\$	3,946,500.00
Median Price:		N/A
Average PPSF:	\$	794.22
# Transactions:		1
Gross Volume:	\$	3,946,500.00

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NOTE: The above figures do not include time share interests, new vacant site transactions, or new commercial unit transactions. Data is deemed reliable but not guaranteed.