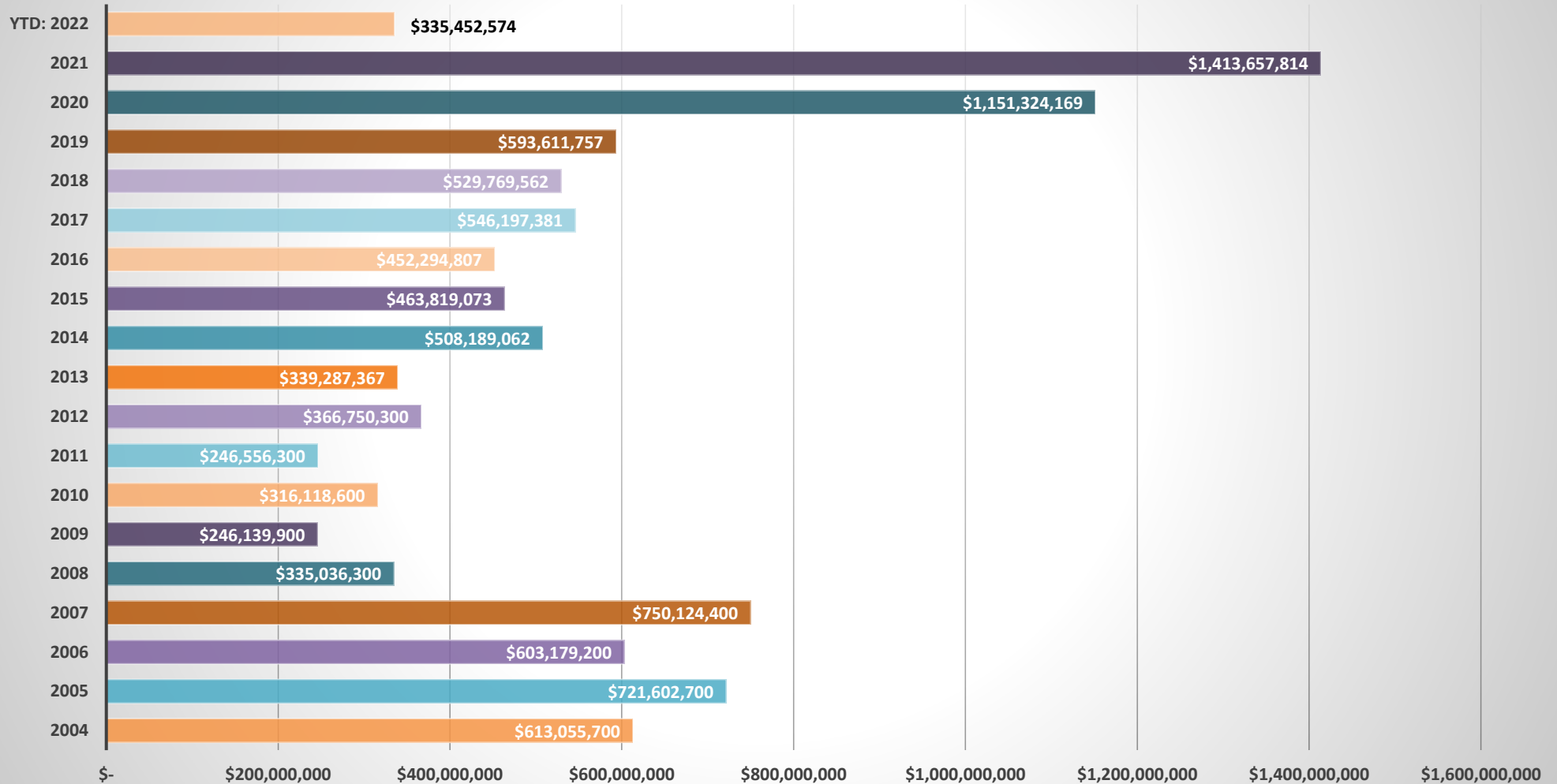
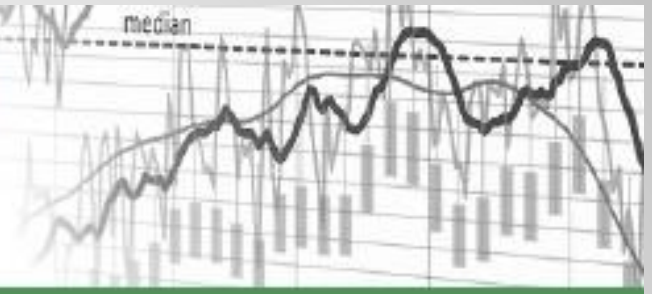




# San Miguel County Market ANALYSIS

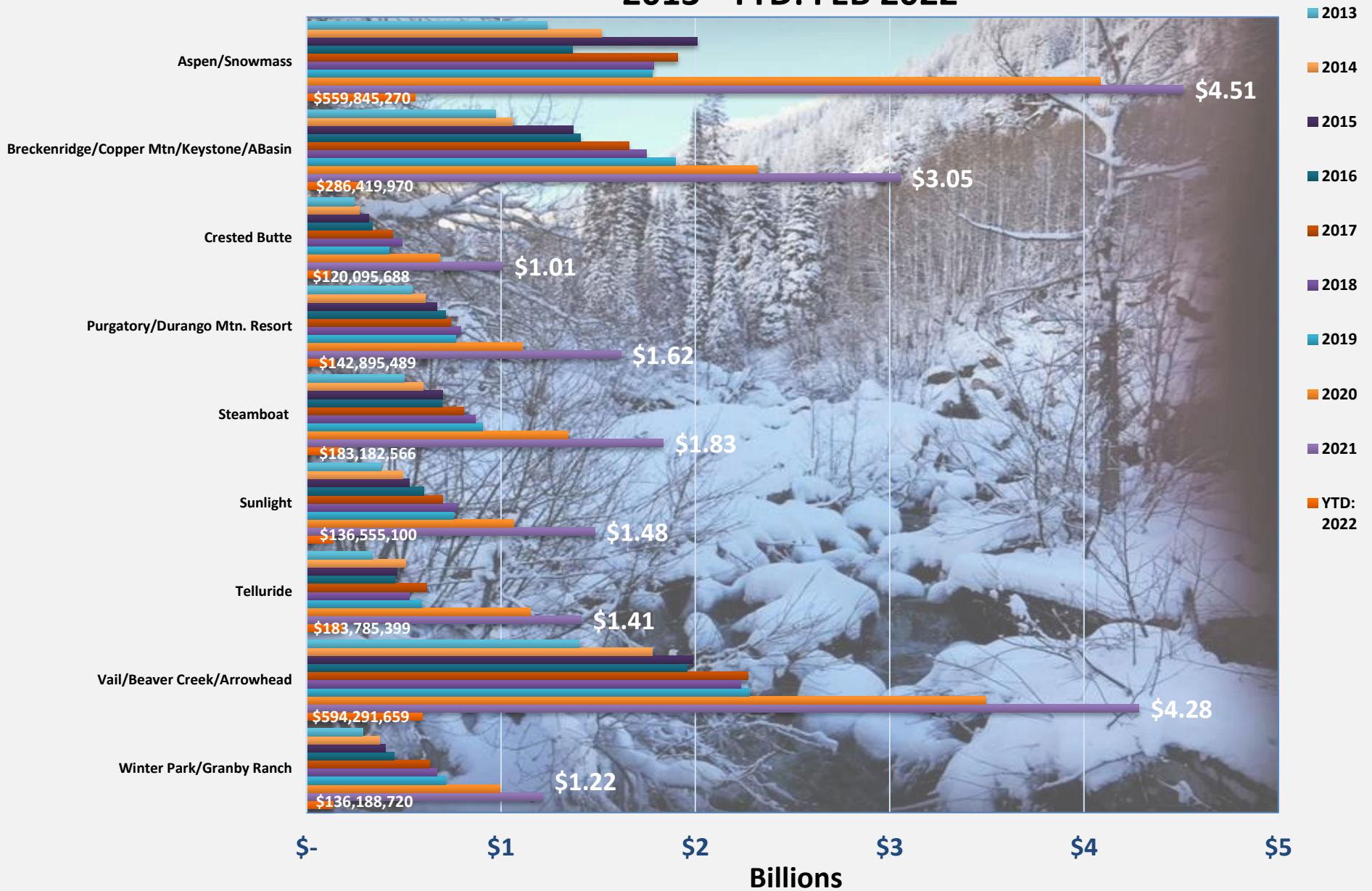


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# Colorado Ski Resort Gross Sales Transaction by County

## 2013 - YTD: FEB 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

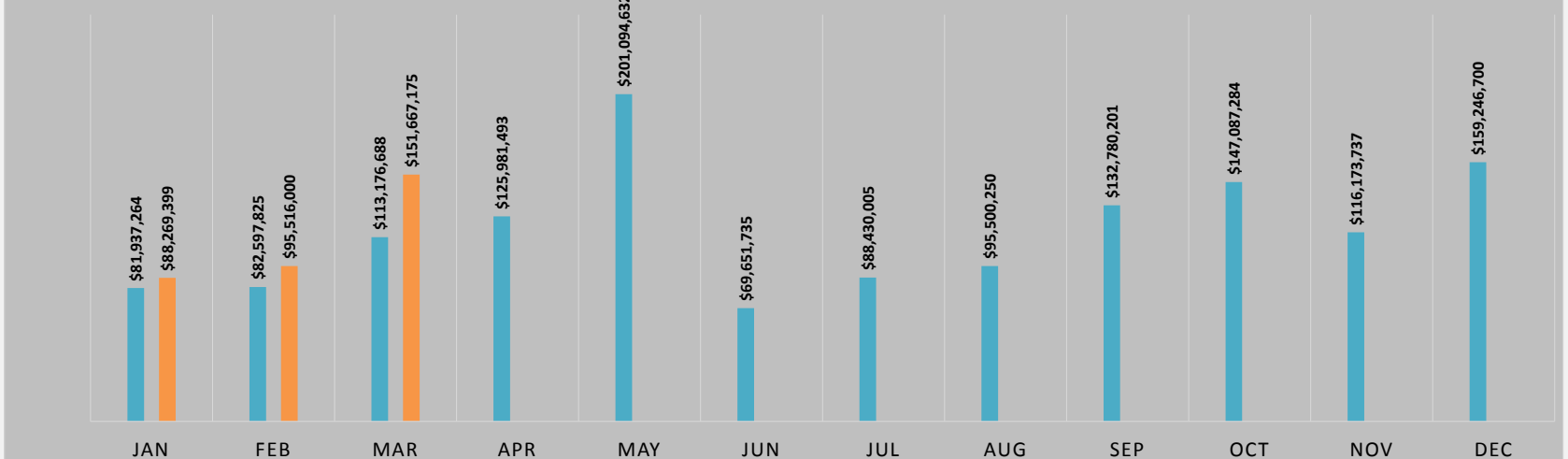
## Month to Month Comparison # of Transactions

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	\$151,667,175	34%	MAR	48	49	38	57	42	37	38	96	76	-21%
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	\$46,301,450	\$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>D</b>	<b>\$94,222,552</b>	<b>\$91,670,778</b>	<b>\$93,536,555</b>	<b>\$140,469,263</b>	<b>\$110,327,109</b>	<b>\$114,913,057</b>	<b>\$151,840,872</b>	<b>\$277,711,777</b>	<b>\$335,452,574</b>	<b>21%</b>	<b>YTD</b>	<b>106</b>	<b>107</b>	<b>124</b>	<b>151</b>	<b>109</b>	<b>109</b>	<b>123</b>	<b>217</b>	<b>169</b>	<b>-22%</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>\$335,452,574</b>	<b>-76%</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>169</b>	<b>-82%</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	\$1,151,324,169	94%
2021	\$1,413,657,814	23%
<b>TTD</b>	<b>\$335,452,574</b>	<b>-76%</b>

### CURRENT MONTH TO MONTH



Telluride  
Land Title Office

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

970.728.1023

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970.728.1023

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## Market Analysis by Area

March 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	\$5,709,175	4%	2	3%	\$2,854,588	n/a	\$4,639,175	n/a	\$671
Fall Creek	\$293,000	0%	1	1%	\$293,000	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	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Lawson Hill	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Mountain Village	\$37,047,500	24%	19	25%	\$1,949,868	\$1,150,000	\$2,446,346	\$1,250,000	\$1,171
Norwood	\$2,795,100	2%	5	7%	\$559,020	\$295,000	\$275,000	n/a	\$244
Ophir	\$615,000	0%	2	3%	\$307,500	n/a	n/a	n/a	\$0
Placerville & Sawpit	\$3,070,000	2%	3	4%	\$1,023,333	\$900,000	\$1,097,500	n/a	\$1,053
Preserve	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Rural & Out of Area	\$37,030,000	24%	3	4%	\$12,343,333	\$4,985,000	n/a	n/a	\$0
Ski Ranches	\$13,024,000	9%	7	9%	\$1,860,571	\$1,775,000	\$2,590,000	\$2,685,000	\$895
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	\$40,725,500	27%	12	16%	\$3,393,792	\$2,597,500	\$4,094,722	\$4,445,000	\$2,081
West Meadows	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Wilson Mesa, Ptarmigan, Little Cone	\$7,882,500	5%	4	5%	\$1,970,625	\$1,691,250	\$2,460,833	\$1,700,000	\$565
Interval Units	\$1,715,400	1%	16	21%	\$107,213	\$64,000	\$0	\$0	\$0
Deed Restricted Units	\$1,760,000	1%	2	3%	\$880,000	n/a	\$880,000	n/a	\$608
Quit Claim Deeds	\$0	0%	0	0%	\$0	\$0	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$151,667,175</b>	<b>100%</b>	<b>76</b>	<b>100%</b>	<b>\$2,555,031</b>	<b>\$2,450,319</b>	<b>\$2,763,384</b>	<b>\$2,100,000</b>	<b>\$1,260</b>
<b>(NEW UNIT SALES)</b>	<b>\$0</b>	<b>0%</b>	<b>0</b>	<b>0%</b>	<b>\$0</b>	<b>n/a</b>	<b>n/a</b>	<b>n/a</b>	<b>\$0</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**

**Compliments of:  
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rwatkinson@ltgc.com  
970.728.1023**

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



## YTD. Market Analysis by Area

YTD: March 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	\$7,409,175	2%	3	2%	\$2,469,725	\$1,700,000	\$3,169,588	n/a	\$705
Fall Creek	\$1,543,000	0%	2	1%	\$771,500	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	3%	3	2%	\$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	\$129,339,900	39%	53	31%	\$2,440,375	\$1,435,000	\$3,047,911	\$2,495,000	\$1,155
Norwood	\$5,483,599	2%	12	7%	\$456,967	\$322,500	\$379,917	\$322,500	\$254
Ophir	\$1,806,000	1%	4	2%	\$451,500	\$307,500	\$950,000	n/a	\$371
Placerville & Sawpit	\$6,095,000	2%	7	4%	\$870,714	\$850,000	\$893,750	\$862,500	\$991
Preserve	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Rural & Out of Area	\$37,030,000	11%	3	2%	\$12,343,333	\$4,985,000	n/a	n/a	\$0
Ski Ranches	\$28,809,000	9%	10	6%	\$2,880,900	\$1,637,500	\$5,442,500	\$2,835,000	\$925
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	\$92,423,000	28%	31	18%	\$2,981,387	\$1,800,000	\$3,201,852	\$2,000,000	\$1,925
West Meadows	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Wilson Mesa, Ptarmigan, Little Cone	\$7,882,500	2%	4	2%	\$1,970,625	\$1,691,250	\$2,460,833	\$1,700,000	\$565
Interval Units	\$2,951,400	1%	30	18%	\$98,380	\$60,000	\$0	\$0	\$0
Deed Restricted Units	\$3,950,000	1%	5	3%	\$790,000	\$775,000	\$790,000	\$775,000	\$554
Quit Claim Deeds	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$335,452,574</b>	<b>100%</b>	<b>169</b>	<b>100%</b>	<b>\$2,451,874</b>	<b>\$1,709,503</b>	<b>\$2,822,299</b>	<b>\$1,700,000</b>	<b>\$1,259</b>
<b>(NEW UNIT SALES)</b>	<b>\$3,946,500</b>	<b>1%</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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 Land Title Office**  
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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	\$3,169,588	-63%	\$0	\$0	0%	\$790,922	\$1,070,000	35%
Fall Creek	\$706,667	\$1,250,000	77%	\$0	\$0	0%	\$1,973,800	\$293,000	-85%
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	\$6,248,150	16%	\$1,571,942	\$1,767,816	12%	\$849,727	\$995,889	17%
Norwood	\$523,997	\$385,900	-26%	\$220,000	\$350,000	59%	\$149,287	\$614,750	312%
Ophir	\$853,167	\$950,000	11%	\$0	\$0	0%	\$195,654	\$285,333	46%
Placerville & Sawpit	\$1,149,597	\$893,750	-22%	\$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	\$12,343,333	1077%
Ski Ranches	\$2,445,167	\$5,442,500	123%	\$0	\$0	0%	\$499,750	\$941,000	88%
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	\$5,776,250	29%	\$1,612,195	\$2,117,895	31%	\$1,321,975	\$1,525,000	15%
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	\$2,460,833	21%	\$0	\$0	0%	\$299,000	\$500,000	67%
<b>Gross Average Price:</b>	<b>\$3,350,302</b>	<b>\$3,904,812</b>	<b>17%</b>	<b>\$1,578,999</b>	<b>\$1,884,120</b>	<b>19%</b>	<b>\$677,259</b>	<b>\$2,122,273</b>	<b>213%</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	\$705.25	-39%	\$0.00	\$0.00	0%	\$254,702	\$389,091	53%
Fall Creek	\$364.35	\$576.57	58%	\$0.00	\$0.00	0%	\$503,159	\$266,606	-47%
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	\$1,135.61	20%	\$850.77	\$1,162.56	37%	\$2,390,819	\$2,276,673	-5%
Norwood	\$232.85	\$262.29	13%	\$124.79	\$213.15	71%	\$62,003	\$3,645	-94%
Ophir	\$453.03	\$370.66	-18%	\$0.00	\$0.00	0%	\$1,245,093	\$2,485,681	100%
Placerville & Sawpit	\$478.60	\$990.54	107%	\$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	\$11,665	4%
Ski Ranches	\$572.62	\$925.44	62%	\$0.00	\$0.00	0%	\$340,634	\$294,045	-14%
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	\$2,127.08	3%	\$1,339.11	\$1,840.33	37%	\$9,321,065	\$21,935,735	135%
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	\$564.69	18%	\$0.00	\$0.00	0%	\$26,488	\$71,124	169%
<b>Gross Average PPSF:</b>	<b>\$941.29</b>	<b>\$1,064.93</b>	<b>13%</b>	<b>\$1,051.51</b>	<b>\$1,427.63</b>	<b>36%</b>	<b>\$1,616,194</b>	<b>\$2,901,092</b>	<b>80%</b>

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**Land Title Office**  
191 South Pine Street, Suite  
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Telluride, CO 81435



# Price Point Index

## March 2022 Improved Residential Summary

Average Price:			<b>\$2,763,384</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	0	\$0	0%
200,001 to 300,000	3	\$820,000	1%
300,001 to 400,000	1	\$375,000	0%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	0	\$0	0%
600,001 to 700,000	1	\$675,000	1%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	2	\$1,727,500	2%
900,001 to 1,000,000	2	\$1,872,500	2%
1,000,001 to 1,500,000	5	\$6,445,000	7%
1,500,001 to 2,000,000	2	\$3,382,500	4%
over \$2 Million	17	\$75,894,175	83%
<b>Total:</b>	<b>33</b>	<b>\$91,191,675</b>	<b>100%</b>

## Volume / Average by Residential Type

March 2022	Number Trans.	Total Volume	Average Price
Single Family	17	\$61,186,675	\$3,599,216
Multi Family	16	\$30,005,000	\$1,875,313
Vacant Land	17	\$50,242,000	\$2,955,412
YTD: March 2022	Number Trans.	Total Volume	Average Price
Single Family	39	\$152,287,674	\$3,904,812
Multi Family	45	\$84,785,400	\$1,884,120
Vacant Land	33	\$70,035,000	\$2,122,273
2021	Number Trans.	Total Volume	Average Price
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
2020	Number Trans.	Total Volume	Average Price
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
2019	Number Trans.	Total Volume	Average Price
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
2018	Number Trans.	Total Volume	Average Price
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

March 2022	Number Trans.	Total Volume	Average Price
Commercial Improved	1	\$1,398,000	\$1,398,000
Commercial Vacant	2	\$465,000	\$232,500
Development Vacant	1	\$700,000	\$700,000
YTD: 2022 March Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	3	\$7,348,000	\$2,449,333
Commercial Vacant	4	\$1,225,000	\$306,250
Development Vacant	1	\$700,000	\$700,000
2021 Commercial Summary	Number Trans.	Total Volume	Average Price
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
2020 Commercial Summary	Number Trans.	Total Volume	Average Price
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
2019 Commercial Summary	Number Trans.	Total Volume	Average Price
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
2018 Commercial Summary	Number Trans.	Total Volume	Average Price
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

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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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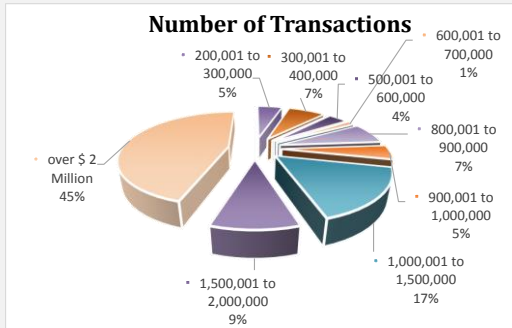
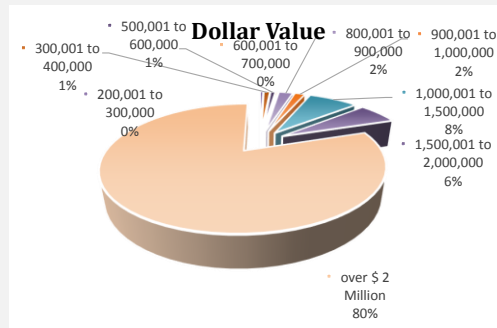




# YTD. Price Point Index

## YTD: March 2022 Improved Residential Summary

Average Price:	\$2,822,299		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	0	\$0	0%
200,001 to 300,000	4	\$1,096,000	0%
300,001 to 400,000	6	\$2,204,900	1%
400,001 to 500,000	0	\$0	0%
500,001 to 600,000	3	\$1,658,499	1%
600,001 to 700,000	1	\$675,000	0%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	6	\$5,153,500	2%
900,001 to 1,000,000	4	\$3,747,500	2%
1,000,001 to 1,500,000	14	\$18,126,500	8%
1,500,001 to 2,000,000	8	\$14,080,500	6%
over \$ 2 Million	38	\$190,330,675	80%
<b>Total:</b>	<b>84</b>	<b>\$237,073,074</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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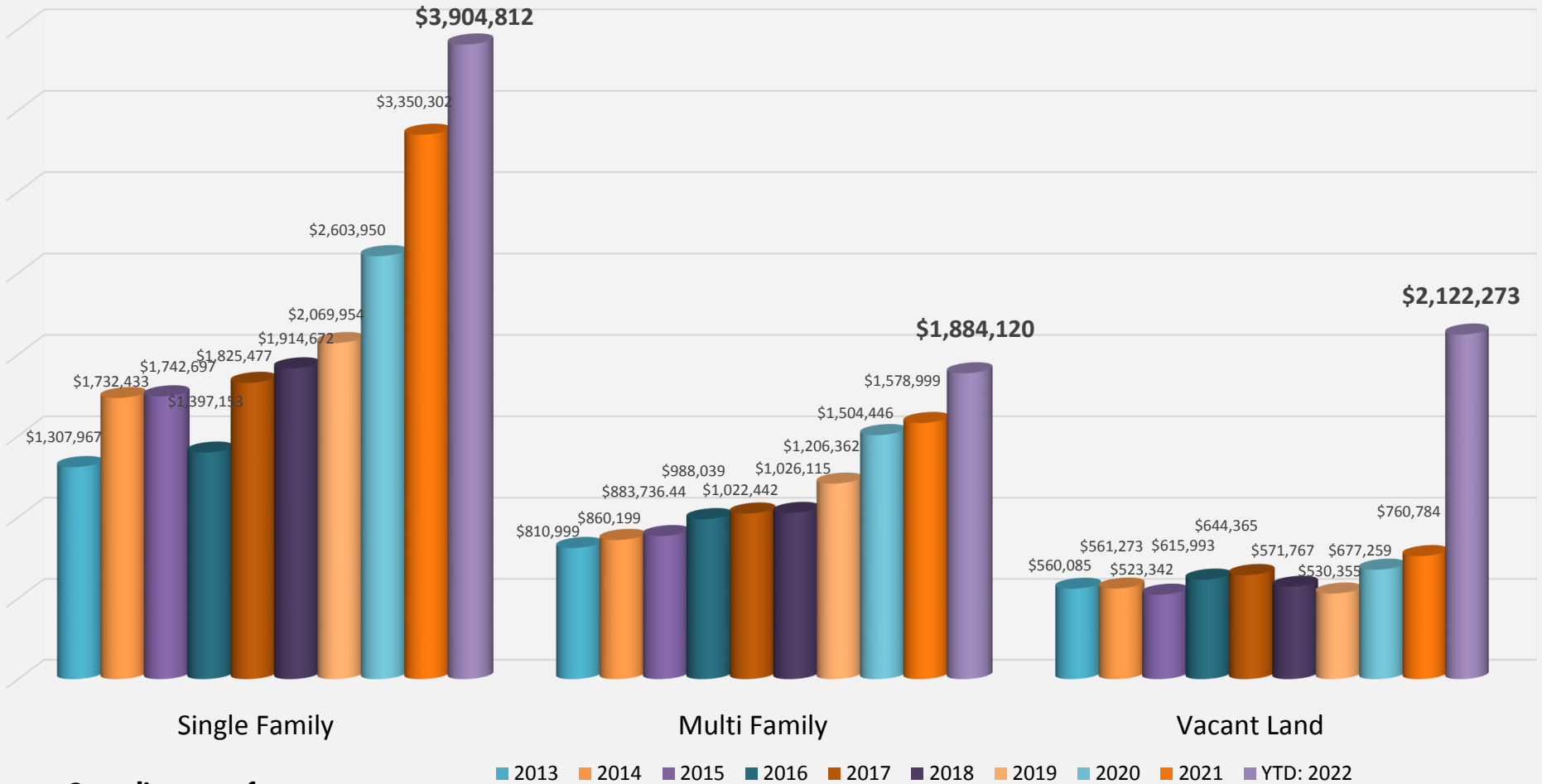
# Historic Annual Price Point Index

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%
300,001 to 400,000	31	\$10,797,842	3%	300,001 to 400,000	26	\$9,148,699	4%
400,001 to 500,000	16	\$7,304,372	2%	400,001 to 500,000	10	\$4,333,500	2%
500,001 to 600,000	18	\$9,850,329	3%	500,001 to 600,000	13	\$7,330,300	3%
600,001 to 700,000	15	\$9,683,700	3%	600,001 to 700,000	13	\$8,507,764	4%
700,001 to 800,000	14	\$10,550,990	3%	700,001 to 800,000	7	\$5,308,500	2%
800,001 to 900,000	13	\$11,094,500	3%	800,001 to 900,000	11	\$9,511,500	4%
900,001 to 1,000,000	17	\$16,234,695	4%	900,001 to 1,000,000	9	\$8,527,500	4%
1,000,001 to 1,500,000	41	\$50,890,986	14%	1,000,001 to 1,500,000	39	\$49,059,427	22%
1,500,001 to 2,000,000	24	\$41,700,500	11%	1,500,001 to 2,000,000	16	\$27,740,000	12%
over \$ 2 Million	55	\$187,186,014	51%	over \$ 2 Million	24	\$84,325,375	38%
<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



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## Interval Analysis by Project

**March 2022**

### Interval Transaction Detail

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Aspen Ridge	\$695,000	0%	1	0%	\$695,000	n/a
Bear Creek Lodge	\$0	0%	0	0%	\$0	\$0
Club Telluride	\$1,020,400	0%	15	0%	\$68,027	\$80,000
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	\$0	0%	0	0%	\$0	\$0
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$1,715,400</b>	<b>0%</b>	<b>16</b>	<b>0%</b>	<b>\$107,213</b>	<b>\$64,000</b>

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Average & Median Price: Statistically Viable Sales Only.

**Compliments of:**  
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**Telluride**  
**Land Title Office**  
 191 South Pine Street,  
 Suite 1C  
 Telluride, CO 81435



## YTD. Interval Analysis by Area

**YTD: March 2022**

### Interval Transaction Detail

Area	\$ Volume Transactions	% of \$ Volume	# of Transactions	% of Transactions	Average \$ Transaction Price	Median \$ Transaction Price
Aspen Ridge	\$695,000	24%	1	24%	\$695,000	n/a
Bear Creek Lodge	\$22,500	1%	1	1%	\$22,500	n/a
Club Telluride	\$2,068,900	70%	27	70%	\$76,626	\$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	6%	1	6%	\$165,000	n/a
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$2,951,400</b>	<b>100%</b>	<b>30</b>	<b>100%</b>	<b>\$98,380</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

**March 2022**

Data is deemed reliable but not guaranteed.

## Top Priced Improved Residential Sale:

<b>ACCOUNT</b>	R1080087180
<b>BEDROOM</b>	7
<b>BATH</b>	6.00
<b>YOC</b>	2003
<b>HEATED SQFT</b>	7262
<b>LANDSIZE</b>	0.5900
<b>RECEPTION</b>	475892
<b>PRICE</b>	\$ 10,750,000.00
<b>AREA</b>	MTNVILL
<b>LEGAL</b>	TELLURIDE MOUNTAIN VILLAGE LOT 18
<b>PPSF</b>	\$ 1,480.31
<b>DATE</b>	3/30/2022



## Top Priced PSF Improved Residential Sale:

<b>ACCOUNT</b>	R1015096084
<b>BEDROOM</b>	3
<b>BATH</b>	3.00
<b>YOC</b>	2000
<b>HEATED SQFT</b>	2026
<b>LANDSIZE</b>	0.0574
<b>RECEPTION</b>	475631
<b>PRICE</b>	\$ 6,650,000.00
<b>AREA</b>	TELLTOWN
<b>LEGAL</b>	HUNTER PROPERTY REPLAT LOT 8, BLOCK 28 EAST TELLURIDE ADDN
<b>PPSF</b>	\$ 3,282.33
<b>DATE</b>	3/14/2022

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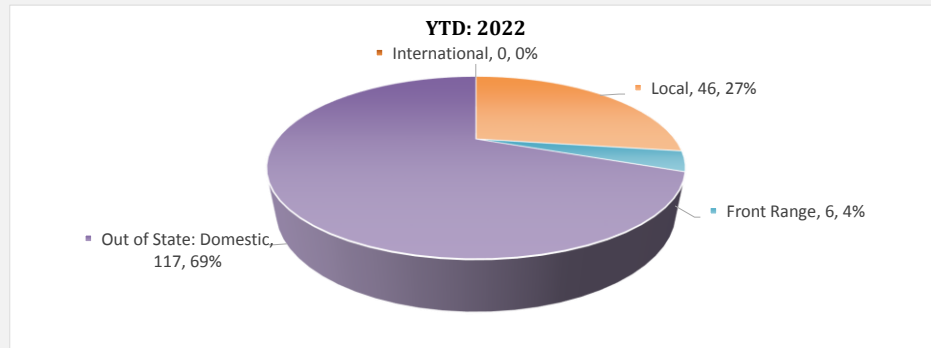




# Purchaser Titlement Abstract

## March 2022

Origin of Buyer	# of Trans.	% Overall
Local	20	26%
Front Range	2	3%
Out of State: Domestic	54	71%
International	0	0%
<b>Total Sales</b>	<b>76</b>	<b>100%</b>



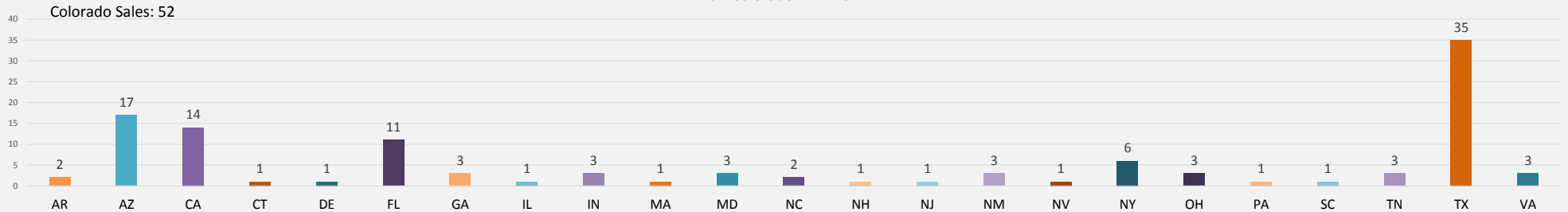
Compliments of:  
**Robin Watkinson**  
 rwatkinson@ltgc.com  
 970.728.1023

Telluride  
 Land Title Office  
 191 South Pine Street, Suite  
 1C  
 Telluride, CO 81435  
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## All Sales: YTD. 2022

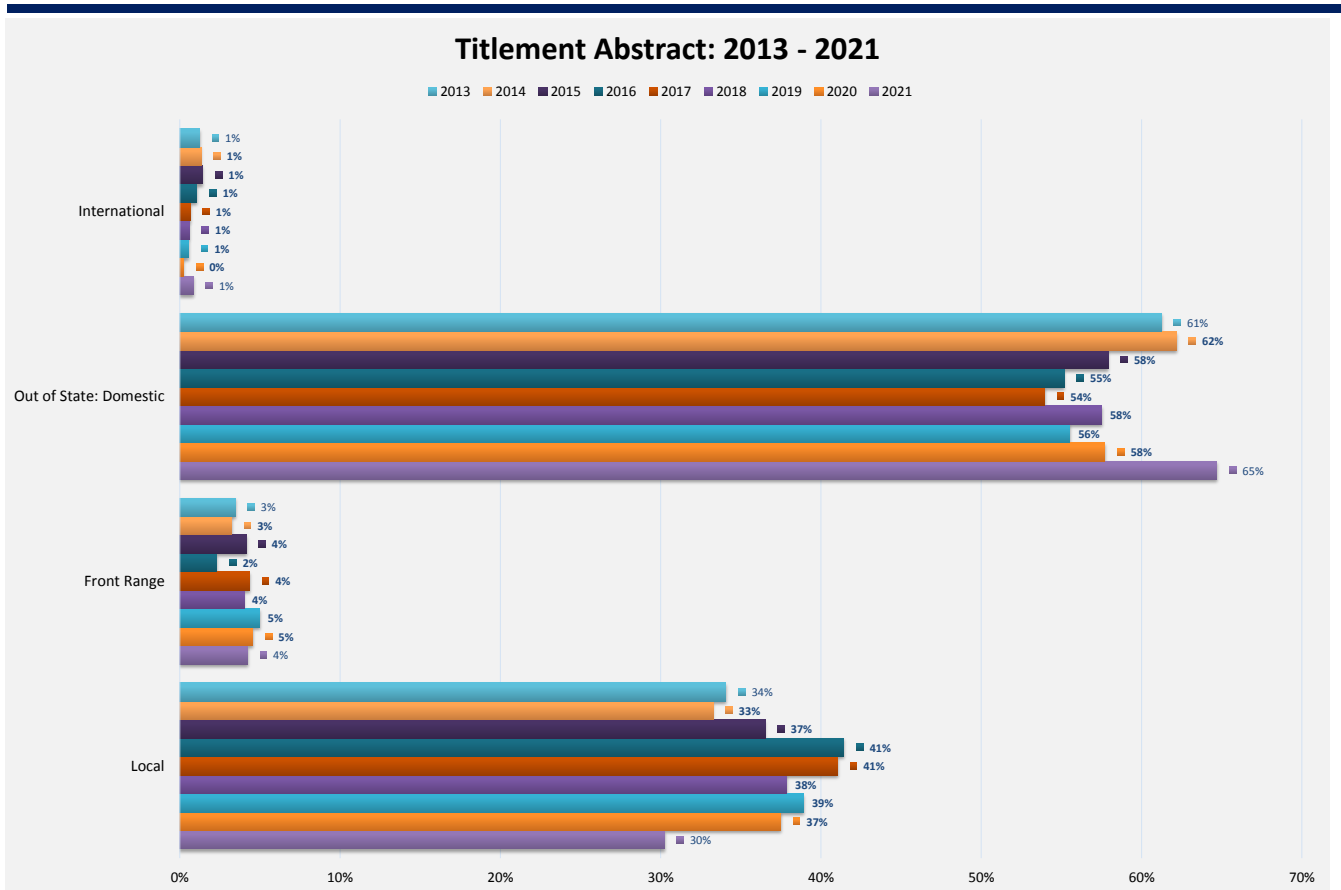
Origin of Buyer	# of Trans.	% Overall
Local	46	27%
Front Range	6	4%
Out of State: Domestic	117	69%
International	0	0%
<b>Total Sales</b>	<b>169</b>	<b>100%</b>

## 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	39	\$	152,287,674.00
Multi Family	45	\$	84,785,400.00
Vacant Land	33	\$	70,035,000.00
Commercial	7	\$	8,573,000.00
Development Land	1	\$	700,000.00
Timeshare / Interval	30	\$	2,951,400.00
Not Arms Length/Low Doc Fee			
Quit Claim Deed			
Related Parties	1	\$	875,000.00
Bulk Multi-Family Unit/Project Sales			
Partial Interest Sales			
Deed Restricted / Mobile Homes	5	\$	3,950,000.00
Multiple Units & Sites/Same Deed	8	\$	11,295,100.00
Water Rights / Open Space / Easements			
Exempt / Political Transfers / Density Transfers			
<b>Total Transactions:</b>	<b>169</b>	<b>\$</b>	<b>335,452,574.00</b>

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# New Residential Unit Sales Detail

## March 2022

### New Residential Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
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There were no new unit sales in March 2022

### Summary New Residential Unit Sales:

Average Price:	\$	-
Median Price	\$	-
Average PPSF:	\$	-
# Transactions:		0
Gross Volume:	\$	-

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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.