

San Miguel County, 2007 – 2016

San Miguel County	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	750,000,000	335,000,000	246,000,000	316,000,000	247,000,000	367,000,000	339,000,000	508,000,000	464,000,000	461,000,000

San Miguel County total dollar volume has been stable over the last three years. Opportunities still exist, we're ready for the next up-tick!

Starting off this new year, 2017 sales and pending sales are stable to strong.

Town of Telluride, 2007 - 2016

Town of Telluride Homes	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	102,811,184	48,791,000	37,267,995	78,671,984	78,570,162	99,682,128	71,034,074	113,475,123	74,067,450	103,548,816
Number of Sales	47	25	17	47	54	52	46	69	50	56
Average Sales Price	2,187,472	1,951,640	2,192,235	1,673,872	1,455,003	1,916,964	1,544,219	1,644,567	1,481,349	1,849,086
Ave. Days/Market	309	303	343	294	407	421	612	359	297	414

The Town of Telluride home sale market continues to be strong. With a lack of inventory and growing demand, prices will go up. At only 455 acres Telluride is essentially a walled in community.

Town of Telluride Condos	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	58,056,103	25,636,680	26,539,720	37,499,058	46,242,394	49,438,595	37,342,198	90,484,647	83,156,920	67,910,683
Number of Sales	67	40	40	54	53	79	58	121	110	83
Average Sales Price	866,509	640,917	663,493	694,247	872,498	625,805	643,831	747,807	755,972	818,201
Ave. Days/Market	231	280	245	179	404	296	325	318	326	315

A lack of inventory has generated an increase in the average sales price.

Telluride / E Valley Land	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	34,152,010	25,883,500	13,055,000	13,091,000	9,717,000	23,654,008	23,496,795	23,917,504	38,269,011	31,606,491
Number of Sales	23	20	7	13	12	28	21	26	33	29
Average Sales Price	1,484,870	1,294,175	1,865,000	1,007,000	809,750	844,786	1,118,895	919,904	1,159,667	1,089,879
Ave. Days/Market	229	211	334	137	195	574	222	648	542	553

Note that Telluride 2015 land sales are skewed due to one more substantial \$9 million sale. Even though the number of transactions in the last three years is above 2007 levels, the average land sales price still reflects opportunity, but with only 27 available land parcels, inventory is under pressure.

Mountain Village Residential Sales 2007 - 2016

Relative Value in Mountain Village is Creating a Notable Pick-up in Real Estate Activity

Mountain Village Homes	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	146,337,438	43,733,200	47,885,795	85,623,700	24,794,496	76,320,992	28,310,590	91,698,986	70,557,459	72,628,464
Number of Sales	39	14	19	20	12	22	11	29	21	24
Average Sales Price	3,752,242	3,123,800	2,520,305	4,281,185	2,066,208	3,469,136	2,573,690	3,162,034	3,359,879	3,026,186

Average Days on Market	324	291	404	469	533	691	607	748	481	510
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Still plenty of great inventory in Mountain Village. Although a few homes have reached the \$ 1000 per square foot level, many home are still at super attractive values, substantially lower than in the Town of Telluride. Big sun and big views, with a lower density, make Mountain Village a great option.

Mountain Village Condos	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	114,758,415	77,326,728	35,048,095	47,075,011	41,213,204	54,701,790	64,643,271	61,779,909	84,366,014	109,658,628
Number of Sales	85	43	29	41	76	65	77	69	83	87
Average Sales Price	1,350,099	1,798,296	1,208,555	1,148,171	542,279	841,566	839,523	895,361	1,016,458	1,160,444
Average Days on Market	327	550	240	289	461	571	495	544	437	405

The Mountain Village condominiums inventory is dropping but good opportunities definitely still exist.

Mountain Village Land	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016
Total Sales Volume	50,216,640	6,200,000	3,984,000	4,943,246	10,675,302	13,224,657	15,429,240	17,525,544	12,969,747	8,023,500
Number of Sales	30	5	8	7	19	17	15	12	27	12
Average Sales Price	1,673,888	1,240,000	498,000	706,178	561,858	777,921	1,028,616	1,460,462	480,361	668,625
Ave. Days/Market	311	327	258	793	641	482	639	388	612	295

A softer residential market has created a greater opportunity to buy existing inventory rather than building new. As older home inventory is sold, lots will increase in sales, and dwindling inventory will uptick land values.

* Report provided compliments of Nevasca Realty, Inc., compiled by NR Broker Associate Karen McCarthy

** Information derived from Telluride MLS and Land Title Guarantee, Robin Watkinson

*** Data is presumed to be accurate, but not guaranteed