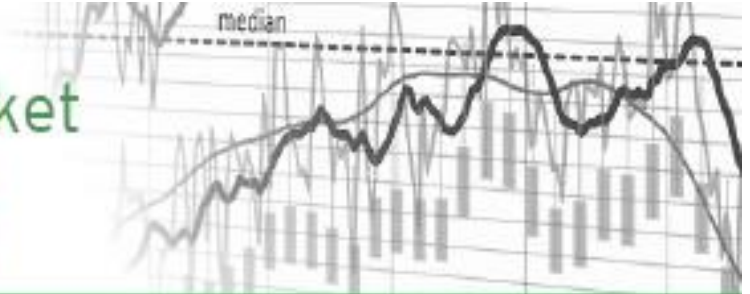
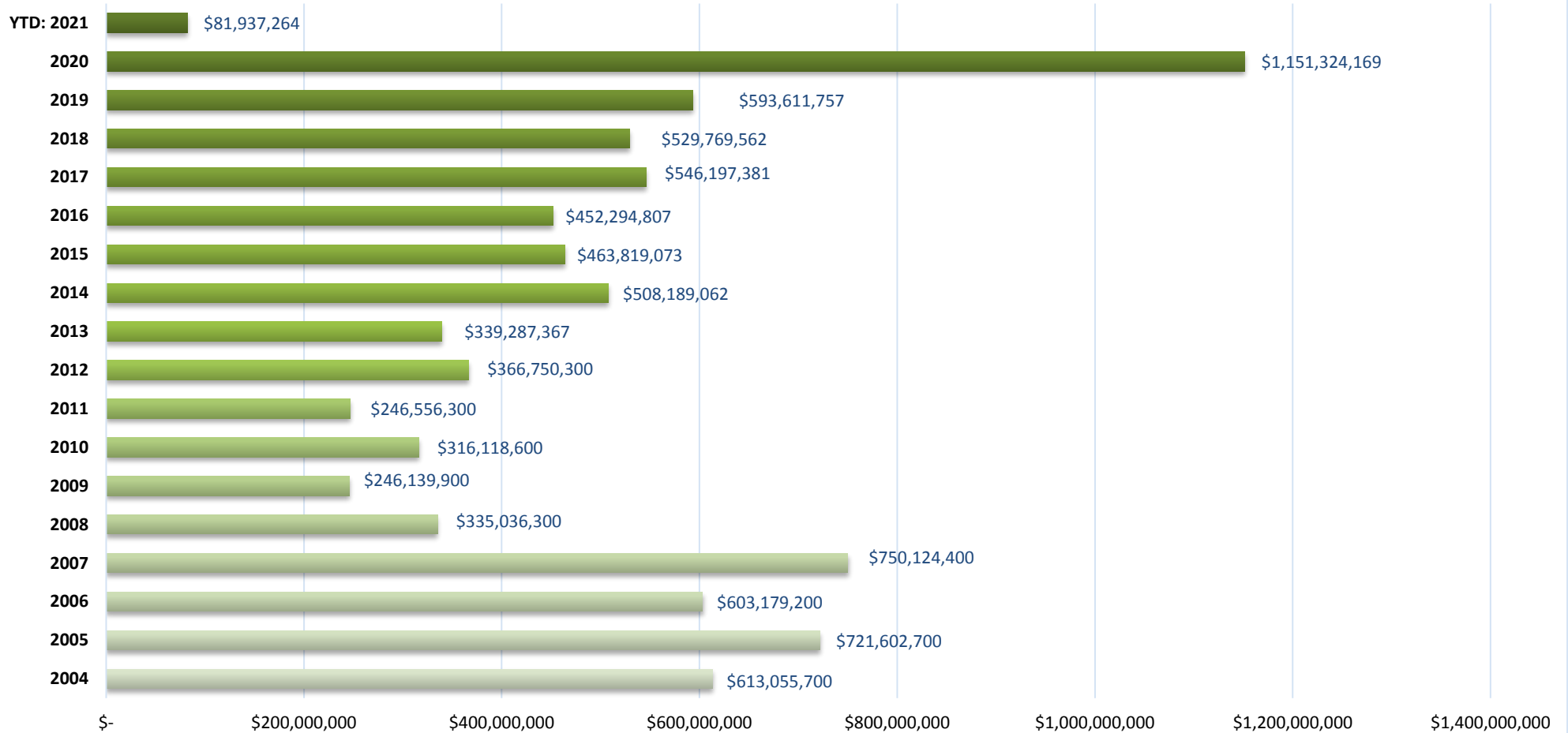




# San Miguel County Market ANALYSIS



## Historical Gross Sales Volume: 2004 - YTD: 2021



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Compliments of:  
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# Historical Gross Sales Volume

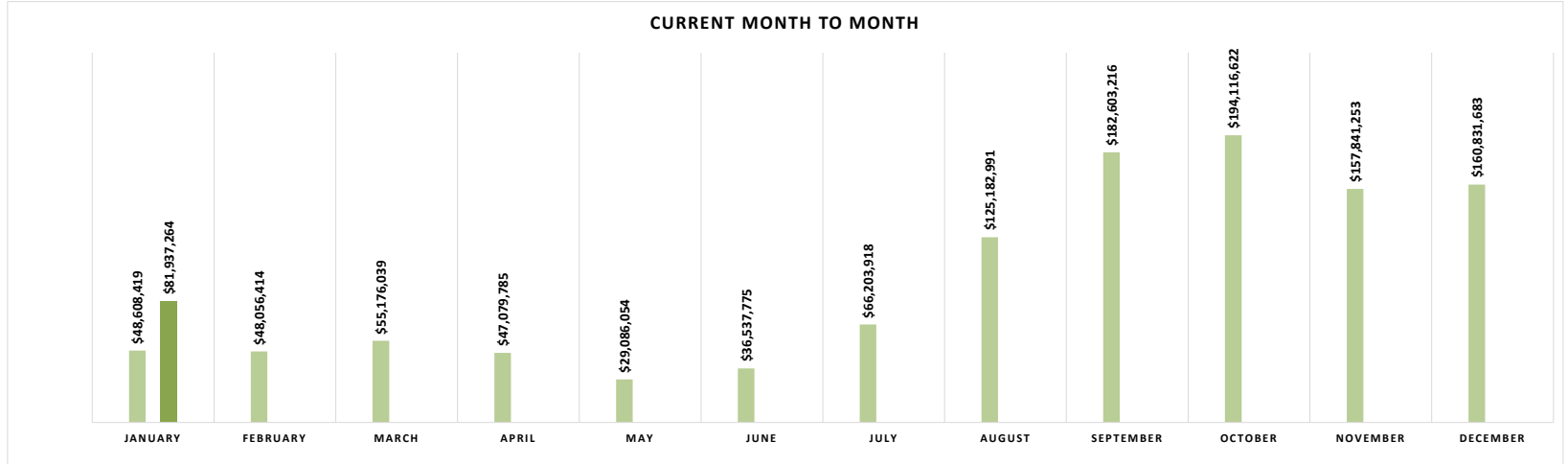
## Month to Month Comparison \$ Volume

## Month to Month Comparison # of Transactions

Month	2014	2015	2016	2017	2018	2019	2020	2021	% Change	Month	2014	2015	2016	2017	2018	2019	2020	2021	% Change
January	\$20,955,654	\$20,138,325	\$37,849,245	\$49,170,551	\$29,962,500	\$22,127,365	\$48,608,419	\$81,937,264	69%	January	24	29	46	54	28	33	43	64	49%
February	\$28,019,467	\$30,461,256	\$30,771,950	\$40,359,977	\$34,052,609	\$39,216,692	\$48,056,414		-100%	February	34	29	40	40	39	39	42		-100%
March	\$45,247,431	\$41,071,197	\$24,915,360	\$50,938,735	\$46,312,000	\$53,569,000	\$55,176,039		-100%	March	48	49	38	57	42	37	38		-100%
April	\$26,275,135	\$38,095,500	\$26,881,089	\$36,674,195	\$30,788,600	\$19,027,480	\$47,079,785		-100%	April	43	44	47	42	35	33	39		-100%
May	\$36,515,087	\$45,336,200	\$30,975,788	\$43,587,974	\$50,421,040	\$25,613,234	\$29,086,054		-100%	May	36	46	50	66	52	37	28		-100%
June	\$40,167,733	\$23,657,725	\$27,154,945	\$46,301,450	\$27,280,250	\$25,847,330	\$36,537,775		-100%	June	39	37	31	49	30	26	39		-100%
July	\$31,738,578	\$54,854,005	\$26,315,999	\$27,535,690	\$23,078,690	\$30,500,380	\$66,203,918		-100%	July	47	59	32	44	31	33	51		-100%
August	\$85,924,930	\$41,432,367	\$51,156,023	\$60,445,896	\$43,614,484	\$65,327,946	\$125,182,991		-100%	August	58	58	60	52	34	66	91		-100%
September	\$70,115,777	\$53,127,836	\$50,976,400	\$75,164,205	\$65,620,860	\$45,801,767	\$182,603,216		-100%	September	63	65	55	69	53	55	120		-100%
October	\$55,337,701	\$35,856,401	\$57,740,624	\$71,056,936	\$85,991,113	\$84,217,295	\$194,116,622		-100%	October	49	47	58	63	67	53	133		-100%
November	\$36,829,802	\$35,328,638	\$40,875,483	\$44,961,772	\$46,810,394	\$85,474,950	\$157,841,253		-100%	November	45	40	47	39	45	52	87		-100%
December	\$31,061,767	\$44,459,623	\$46,681,901	\$73,442,809	\$45,837,022	\$96,888,318	\$160,831,683		-100%	December	40	53	56	44	43	78	100		-100%
<b>Date:</b>	<b>\$20,955,654</b>	<b>\$20,138,325</b>	<b>\$37,849,245</b>	<b>\$49,170,551</b>	<b>\$29,962,500</b>	<b>\$22,127,365</b>	<b>\$48,608,419</b>	<b>\$81,937,264</b>	<b>69%</b>	<b>Year to Date:</b>	<b>24</b>	<b>29</b>	<b>46</b>	<b>54</b>	<b>28</b>	<b>33</b>	<b>43</b>	<b>64</b>	<b>49%</b>
<b>Annual:</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>\$81,937,264</b>	<b>-93%</b>	<b>Annual:</b>	<b>526</b>	<b>556</b>	<b>560</b>	<b>619</b>	<b>499</b>	<b>542</b>	<b>811</b>	<b>64</b>	<b>-92%</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%
<b>YTD: 2021</b>	<b>\$81,937,264</b>	<b>-86%</b>



Telluride  
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Please note: The above figures are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate.



# Market Analysis by Area

January 2021

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	\$9,302,500	11%	8	13%	\$1,162,813	\$706,250	\$3,550,000	n/a	\$705
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	\$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	\$34,066,800	42%	17	27%	\$2,003,929	\$1,200,000	\$2,131,120	\$1,200,000	\$764
Norwood	\$545,000	1%	2	3%	\$272,500	n/a	\$440,000	n/a	\$177
Ophir	\$178,000	0%	1	2%	\$178,000	n/a	n/a	n/a	\$0
Placerville & Sawpit	\$3,857,500	5%	7	11%	\$551,071	\$440,000	\$945,833	\$950,000	\$320
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	\$6,222,500	8%	1	2%	\$6,222,500	n/a	\$6,222,500	n/a	\$618
Specie Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunnyside	\$1,789,000	2%	2	3%	\$894,500	n/a	\$894,500	n/a	\$585
Sunshine Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Telluride	\$14,320,000	17%	11	17%	\$1,301,818	\$1,000,000	\$1,266,125	\$1,050,000	\$1,143
West Meadows	\$7,725,000	9%	2	3%	\$3,862,500	n/a	\$4,000,000	n/a	\$1,004
Wilson Mesa, Ptarmigan, Little Cone	\$1,109,000	1%	2	3%	\$554,500	n/a	\$700,000	n/a	\$430
Interval Units	\$2,039,900	2%	9	14%	\$226,656	\$90,000	\$0	\$0	\$0
Deed Restricted Units	\$782,064	1%	2	3%	\$391,032	n/a	\$226,656	\$90,000	\$275
Quit Claim Deeds	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$81,937,264</b>	<b>100%</b>	<b>64</b>	<b>100%</b>	<b>\$1,492,742</b>	<b>\$850,000</b>	<b>\$1,867,721</b>	<b>\$1,000,000</b>	<b>\$778</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**

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## YTD. Market Analysis by Area

YTD: Jan. 2021

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	\$9,302,500	11%	8	13%	\$1,162,813	\$706,250	\$3,550,000	n/a	\$705
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	\$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	\$34,066,800	42%	17	27%	\$2,003,929	\$1,200,000	\$2,131,120	\$1,200,000	\$764
Norwood	\$545,000	1%	2	3%	\$272,500	n/a	\$440,000	n/a	\$177
Ophir	\$178,000	0%	1	2%	\$178,000	n/a	n/a	n/a	\$0
Placerville & Sawpit	\$3,857,500	5%	7	11%	\$551,071	\$440,000	\$945,833	\$950,000	\$320
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	\$6,222,500	8%	1	2%	\$6,222,500	n/a	\$6,222,500	n/a	\$618
Specie Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Sunnyside	\$1,789,000	2%	2	3%	\$894,500	n/a	\$894,500	n/a	\$585
Sunshine Mesa	\$0	0%	0	0%	\$0	n/a	n/a	n/a	\$0
Telluride	\$14,320,000	17%	11	17%	\$1,301,818	\$1,000,000	\$1,266,125	\$1,050,000	\$1,143
West Meadows	\$7,725,000	9%	2	3%	\$3,862,500	n/a	\$4,000,000	n/a	\$1,004
Wilson Mesa, Ptarmigan, Little Cone	\$1,109,000	1%	2	3%	\$554,500	n/a	\$700,000	n/a	\$430
Interval Units	\$2,039,900	2%	9	14%	\$226,656	\$90,000	\$0	\$0	\$0
Deed Restricted Units	\$782,064	1%	2	3%	\$391,032	n/a	\$226,656	\$90,000	\$275
Quit Claim Deeds	\$0	0%	0	0%	\$0	n/a	\$0	\$0	\$0
<b>TOTAL</b>	<b>\$81,937,264</b>	<b>100%</b>	<b>64</b>	<b>100%</b>	<b>\$1,492,742</b>	<b>\$850,000</b>	<b>\$1,867,721</b>	<b>\$1,000,000</b>	<b>\$778</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.

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 Telluride, CO 81435

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# Market Snapshot by Area

## Full Year 2020 vs. YTD: 2021

Area	Average Price Single Family YTD: 2020	Average Price Single Family YTD: 2021	% Change: 2021/2020	Average Price Multi-Family YTD: 2020	Average Price Multi-Family YTD: 2021	% Change: 2021/2020	Average Price Vacant Land YTD: 2020	Average Price Vacant Land YTD: 2021	% Change: 2021/2020
Aldasoro & Diamond Ranch	\$3,050,000	\$3,550,000	16%	\$0	\$0	0%	\$643,125	\$821,786	28%
Fall Creek	\$917,500	\$0	n/a	\$0	\$0	0%	\$315,000	\$0	n/a
Gray Head	\$0	\$0	0%	\$0	\$0	0%	\$3,500,000	\$0	n/a
Hastings Mesa	\$808,000	\$0	n/a	\$0	\$0	0%	\$377,800	\$0	n/a
Idarado/East End	\$7,300,000	\$0	n/a	\$0	\$0	0%	\$1,840,000	\$0	n/a
Ironsprings / Horsefly Mesa	\$0	\$0	0%	\$0	\$0	0%	\$1,950,000	\$0	n/a
Lawson Hill	\$1,535,000	\$0	n/a	\$735,000	\$0	n/a	\$393,250	\$0	n/a
Mountain Village	\$4,051,364	\$6,150,000	52%	\$1,402,733	\$1,512,831	8%	\$613,306	\$1,050,000	71%
Norwood	\$377,071	\$440,000	17%	\$0	\$0	0%	\$261,200	\$105,000	-60%
Ophir	\$564,208	\$0	n/a	\$0	\$0	0%	\$146,542	\$178,000	21%
Placerville & Sawpit	\$1,644,894	\$945,833	-42%	\$0	\$0	0%	\$237,431	\$255,000	7%
Preserve	\$0	\$0	0%	\$0	\$0	0%	\$1,775,000	\$0	n/a
Rural & Out of Area	\$0	\$0	0%	\$0	\$0	0%	\$302,000	\$0	n/a
Ski Ranches	\$2,316,393	\$6,222,500	169%	\$0	\$0	0%	\$494,603	\$0	n/a
Specie Mesa	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
Sunnyside	\$1,083,127	\$1,230,000	14%	\$0	\$559,000	n/a	\$1,211,667	\$0	n/a
Sunshine Mesa	\$1,700,000	\$0	n/a	\$0	\$0	0%	\$0	\$0	0%
Telluride	\$3,747,360	\$2,290,000	-39%	\$1,601,703	\$1,119,857	-30%	\$1,277,313	\$783,000	-39%
Trout Lake	\$0	\$0	0%	\$0	\$0	0%	\$0	\$0	0%
West Meadows	\$0	\$0	0%	\$0	\$0	0%	\$2,850,000	\$3,725,000	31%
Wilson Mesa, etc..	\$1,141,833	\$700,000	-39%	\$0	\$0	0%	\$899,413	\$409,000	-55%
<b>Gross Mean:</b>	<b>\$2,603,950</b>	<b>\$2,797,500</b>	<b>7%</b>	<b>\$1,504,446</b>	<b>\$1,336,419</b>	<b>-11%</b>	<b>\$677,259</b>	<b>\$781,868</b>	<b>15%</b>

Please note: The above figures are an unofficial tabulation of San Miguel County records that are believed to be reasonably accurate. Sales believed to be inaccurate indicators of the market have been eliminated.

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

Area	Average PPSF Single Family YTD: 2020	Average PPSF Single Family YTD: 2021	% Change: 2021/2020	Average PPSF Multi-Family YTD: 2020	Average PPSF Multi-Family YTD: 2021	% Change: 2021/2020	Average PPAC Vacant Land YTD: 2020	Average PPAC Vacant Land YTD: 2021	% Change: 2021/2020
Aldasoro & Diamond Ranch	\$647.31	\$705.06	9%	\$0.00	\$0.00	0%	\$212,253	\$264,686	25%
Fall Creek	\$295.87	\$0.00	n/a	\$0.00	\$0.00	0%	\$274,331	\$0	n/a
Gray Head	\$0.00	\$0.00	n/a	\$0.00	\$0.00	0%	\$98,204	\$0	n/a
Hastings Mesa	\$292.03	\$0.00	n/a	\$0.00	\$0.00	0%	\$7,767	\$0	n/a
Idarado/East End	\$1,649.34	\$0.00	n/a	\$0.00	\$0.00	0%	\$1,803,013	\$0	n/a
Ironsprings / Horsefly Mesa	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$5,111	\$0	n/a
Lawson Hill	\$596.12	\$0.00	n/a	\$334.22	\$0.00	n/a	\$600,055	\$0	n/a
Mountain Village	\$741.18	\$911.02	23%	\$739.10	\$741.24	0%	\$1,675,007	\$854,209	-49%
Norwood	\$219.96	\$177.13	-19%	\$0.00	\$0.00	0%	\$38,560	\$2,625	-93%
Ophir	\$414.05	\$0.00	n/a	\$0.00	\$0.00	0%	\$463,963	\$516,911	11%
Placerville & Sawpit	\$613.65	\$319.73	-48%	\$0.00	\$0.00	0%	\$13,466	\$8,405	-38%
Preserve	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$119,771	\$0	n/a
Rural & Out of Area	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$6,510	\$0	n/a
Ski Ranches	\$524.24	\$618.35	18%	\$0.00	\$0.00	0%	\$244,463	\$0	n/a
Specie Mesa	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0	\$0	0%
Sunnyside	\$550.66	\$537.12	-2%	\$0.00	\$633.79	n/a	\$2,212,012	\$0	n/a
Sunshine Mesa	\$1,223.02	\$0.00	n/a	\$0.00	\$0.00	0%	\$0	\$0	0%
Telluride	\$1,416.58	\$743.75	-47%	\$1,001.33	\$1,200.56	20%	\$11,383,758	\$5,967,005	-48%
Trout Lake	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$0	\$0	0%
West Meadows	\$0.00	\$0.00	0%	\$0.00	\$0.00	0%	\$228,916	\$105,854	-54%
Wilson Mesa, etc..	\$455.74	\$430.24	-6%	\$0.00	\$0.00	0%	\$22,643	\$57,123	152%
<b>Gross Mean PPSF:</b>	<b>\$763.99</b>	<b>\$583.03</b>	<b>-24%</b>	<b>\$876.97</b>	<b>\$889.23</b>	<b>1%</b>	<b>\$1,645,799</b>	<b>\$853,229</b>	<b>-48%</b>

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Telluride  
 Land Title Office

191 South Pine Street, Suite  
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# Price Point Index

## January 2021

## Improved Residential Summary

Average Price:			<b>\$1,867,721</b>
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	1	\$149,800	0%
200,001 to 300,000	1	\$218,000	0%
300,001 to 400,000	1	\$367,000	1%
400,001 to 500,000	3	\$1,310,000	2%
500,001 to 600,000	2	\$1,069,000	2%
600,001 to 700,000	2	\$1,369,000	2%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	3	\$2,607,000	4%
900,001 to 1,000,000	4	\$3,862,500	6%
1,000,001 to 1,500,000	5	\$6,120,000	10%
1,500,001 to 2,000,000	0	\$0	0%
over \$2 Million	11	\$44,562,500	72%
<b>Total:</b>	<b>33</b>	<b>\$61,634,800</b>	<b>100%</b>

## Volume / Average by Residential Type

January 2021	Number Trans.	Total Volume	Average Price
Single Family	12	\$33,570,000	\$2,797,500
Multi Family	21	\$28,064,800	\$1,336,419
Vacant Land	19	\$14,855,500	\$781,868
<b>YTD: Jan. 2021</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Single Family	12	\$33,570,000	\$2,797,500
Multi Family	21	\$28,064,800	\$1,336,419
Vacant Land	19	\$14,855,500	\$781,868
<b>Full Year: 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>Full Year: 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>Full Year: 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

January 2021	Number Trans.	Total Volume	Average Price
Commercial Improved	1	\$2,625,000	\$2,625,000
Commercial Vacant	0	\$0	\$0
Development Vacant	0	\$0	\$0
<b>YTD: 2020 January Summary</b>	<b>Number Trans.</b>	<b>Total Volume</b>	<b>Average Price</b>
Commercial Improved	1	\$2,625,000	\$2,625,000
Commercial Vacant	0	\$0	\$0
Development Vacant	0	\$0	\$0
<b>Full Year: 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>Full Year: 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>Full Year: 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:**  
**Robin Watkinson**  
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 970.728.1023

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## Historical Price Point Index

### Volume / Average by Residential Type

Full Year: 2017	Number Trans.	Total Volume	Average Price
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
Full Year: 2016	Number Trans.	Total Volume	Average Price
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
Full Year: 2015	Number Trans.	Total Volume	Average Price
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
Full Year: 2014	Number Trans.	Total Volume	Average Price
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
Full Year: 2013	Number Trans.	Total Volume	Average Price
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

Full Year: 2017 Commercial Summary	Number Trans.	Total Volume	Average Price
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
Full Year: 2016 Commercial Summary	Number Trans.	Total Volume	Average Price
Commercial Improved	22	\$12,092,615	\$549,664
Commercial Vacant	17	\$3,327,500	\$195,735
Development Vacant	0	\$0	\$0
Full Year: 2015 Commercial Summary	Number Trans.	Total Volume	Average Price
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
Full Year: 2014 Commercial Summary	Number Trans.	Total Volume	Average Price
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
Full Year: 2013 Commercial Summary	Number Trans.	Total Volume	Average Price
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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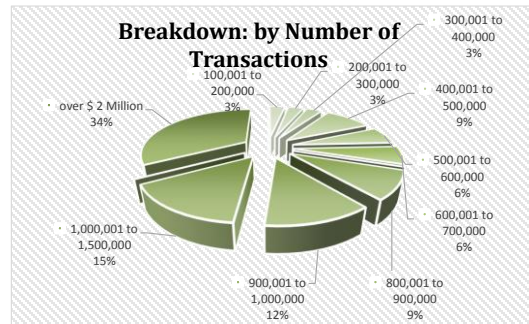
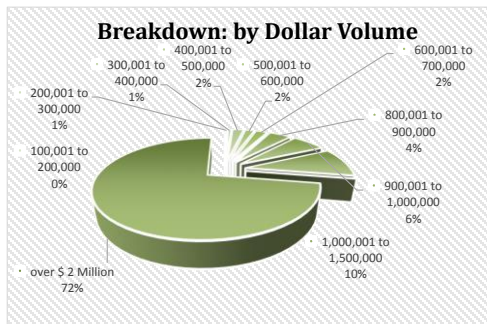


# YTD. Price Point Index

## YTD: Jan. 2021

## Improved Residential Summary

Average Price:	<b>\$1,867,721</b>		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	1	\$149,800	0%
200,001 to 300,000	1	\$218,000	0%
300,001 to 400,000	1	\$367,000	1%
400,001 to 500,000	3	\$1,310,000	2%
500,001 to 600,000	2	\$1,069,000	2%
600,001 to 700,000	2	\$1,369,000	2%
700,001 to 800,000	0	\$0	0%
800,001 to 900,000	3	\$2,607,000	4%
900,001 to 1,000,000	4	\$3,862,500	6%
1,000,001 to 1,500,000	5	\$6,120,000	10%
1,500,001 to 2,000,000	0	\$0	0%
over \$ 2 Million	11	\$44,562,500	72%
<b>Total:</b>	<b>33</b>	<b>\$61,634,800</b>	<b>100%</b>



## Full Year: 2020

## Improved Residential Summary

Average Price:	<b>\$2,023,915</b>		
	# 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>

## Full Year: 2019

## Improved Residential Summary

Average Price:	<b>\$1,541,401</b>		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	24	\$3,898,300	1%
200,001 to 300,000	23	\$5,875,070	1%
300,001 to 400,000	19	\$6,742,479	1%
400,001 to 500,000	25	\$11,405,800	2%
500,001 to 600,000	22	\$12,057,320	3%
600,001 to 700,000	18	\$12,004,000	3%
700,001 to 800,000	12	\$8,964,200	2%
800,001 to 900,000	11	\$9,485,774	2%
900,001 to 1,000,000	7	\$6,709,000	1%
1,000,001 to 1,500,000	39	\$50,985,856	11%
1,500,001 to 2,000,000	30	\$52,655,000	11%
over \$ 2 Million	69	\$280,096,125	61%
<b>Total:</b>	<b>299</b>	<b>\$460,878,924</b>	<b>100%</b>

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# Historical Annual Price Point Index

## Full Year: 2018

## Improved Residential Summary

## Full Year: 2017

## Improved Residential Summary

Average Price:	\$1,407,777		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	0	\$0	0%
100,001 to 200,000	21	\$3,540,000	1%
200,001 to 300,000	24	\$5,955,800	1%
300,001 to 400,000	19	\$6,636,850	2%
400,001 to 500,000	20	\$9,078,600	2%
500,001 to 600,000	18	\$10,030,850	2%
600,001 to 700,000	22	\$14,507,300	3%
700,001 to 800,000	10	\$7,585,500	2%
800,001 to 900,000	10	\$8,501,000	2%
900,001 to 1,000,000	11	\$10,633,750	3%
1,000,001 to 1,500,000	47	\$59,028,550	14%
1,500,001 to 2,000,000	27	\$45,985,000	11%
over \$ 2 Million	69	\$238,034,337	57%
<b>Total:</b>	<b>298</b>	<b>\$419,517,537</b>	<b>100%</b>

Average Price:	\$1,334,987		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	4	\$375,100	0%
100,001 to 200,000	38	\$6,141,197	1%
200,001 to 300,000	17	\$4,182,394	2%
300,001 to 400,000	30	\$10,520,669	2%
400,001 to 500,000	22	\$10,051,892	3%
500,001 to 600,000	18	\$10,064,150	4%
600,001 to 700,000	16	\$10,471,206	3%
700,001 to 800,000	19	\$13,932,306	3%
800,001 to 900,000	19	\$16,301,000	2%
900,001 to 1,000,000	12	\$11,519,500	3%
1,000,001 to 1,500,000	45	\$55,994,428	13%
1,500,001 to 2,000,000	40	\$68,964,325	13%
over \$ 2 Million	72	\$251,397,111	50%
<b>Total:</b>	<b>352</b>	<b>\$469,915,278</b>	<b>100%</b>

## Full Year: 2016

## Improved Residential Summary

## Full Year: 2015

## Improved Residential Summary

Average Price:	\$1,168,687		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	9	\$739,312	0%
100,001 to 200,000	31	\$4,763,160	1%
200,001 to 300,000	25	\$6,394,580	2%
300,001 to 400,000	23	\$8,172,439	2%
400,001 to 500,000	24	\$11,034,615	3%
500,001 to 600,000	26	\$14,272,025	4%
600,001 to 700,000	16	\$10,579,500	3%
700,001 to 800,000	14	\$10,549,000	3%
800,001 to 900,000	9	\$7,898,757	2%
900,001 to 1,000,000	10	\$9,517,457	3%
1,000,001 to 1,500,000	38	\$47,875,958	13%
1,500,001 to 2,000,000	28	\$48,453,900	13%
over \$ 2 Million	55	\$179,704,882	50%
<b>Total:</b>	<b>308</b>	<b>\$359,955,585</b>	<b>100%</b>

Average Price:	\$1,172,147		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	3	\$245,000	0%
100,001 to 200,000	17	\$2,732,266	1%
200,001 to 300,000	21	\$5,284,667	2%
300,001 to 400,000	37	\$12,982,075	4%
400,001 to 500,000	16	\$7,229,500	2%
500,001 to 600,000	20	\$11,096,800	3%
600,001 to 700,000	12	\$7,810,250	2%
700,001 to 800,000	11	\$8,150,500	3%
800,001 to 900,000	14	\$11,965,442	4%
900,001 to 1,000,000	15	\$14,355,000	4%
1,000,001 to 1,500,000	41	\$49,019,230	15%
1,500,001 to 2,000,000	26	\$45,748,841	14%
over \$ 2 Million	41	\$144,548,611	45%
<b>Total:</b>	<b>274</b>	<b>\$321,168,182</b>	<b>100%</b>

## Full Year: 2014

## Improved Residential Summary

## Full Year: 2013

## Improved Residential Summary

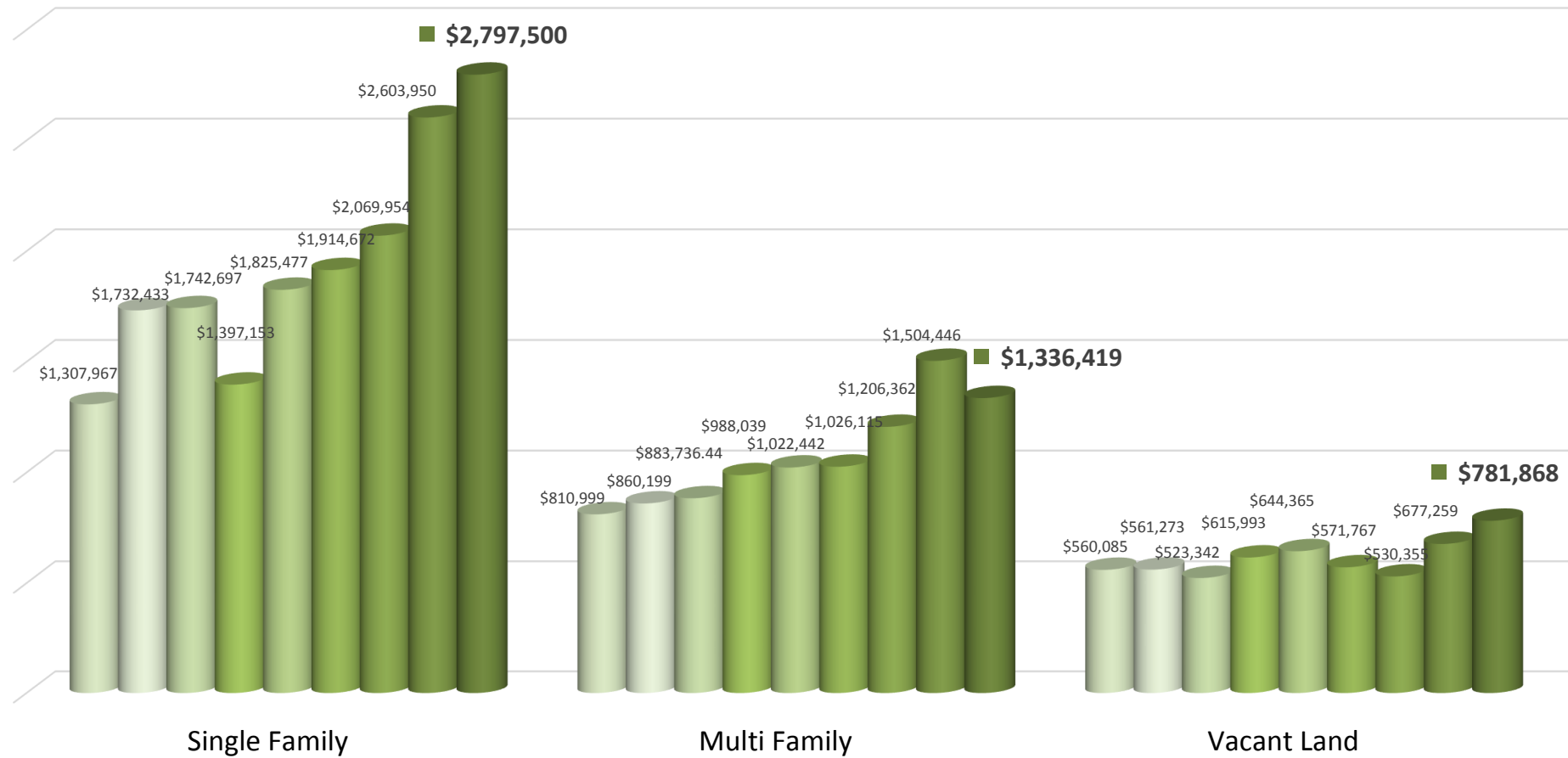
Average Price:	\$1,237,388		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	4	\$318,100	0%
100,001 to 200,000	15	\$2,501,985	1%
200,001 to 300,000	31	\$10,797,842	3%
300,001 to 400,000	16	\$7,304,372	2%
400,001 to 500,000	18	\$9,850,329	3%
500,001 to 600,000	15	\$9,683,700	3%
600,001 to 700,000	14	\$10,550,990	3%
700,001 to 800,000	13	\$11,094,500	3%
800,001 to 900,000	17	\$16,234,695	4%
900,001 to 1,000,000	41	\$50,890,986	14%
1,000,001 to 1,500,000	24	\$41,700,500	11%
1,500,001 to 2,000,000	55	\$187,186,014	51%
<b>Total:</b>	<b>296</b>	<b>\$366,266,761</b>	<b>100%</b>

Average Price:	\$1,020,728		
	# Transactions	Gross Volume	Percentage Gross
<=100,000	6	\$464,800	0%
100,001 to 200,000	30	\$4,947,900	2%
200,001 to 300,000	26	\$9,148,699	4%
300,001 to 400,000	10	\$4,333,500	2%
400,001 to 500,000	13	\$7,330,300	3%
500,001 to 600,000	13	\$8,507,764	4%
600,001 to 700,000	7	\$5,308,500	2%
700,001 to 800,000	11	\$9,511,500	4%
800,001 to 900,000	9	\$8,527,500	4%
900,001 to 1,000,000	39	\$49,059,427	22%
1,000,001 to 1,500,000	16	\$27,740,000	12%
1,500,001 to 2,000,000	24	\$84,325,375	38%
<b>Total:</b>	<b>218</b>	<b>\$222,518,765</b>	<b>100%</b>

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## Average Price Analysis: 2013 - YTD: 2021



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

■ 2013 ■ 2014 ■ 2015 ■ 2016 ■ 2017 ■ 2018 ■ 2019 ■ 2020 ■ YTD: 2021



## Interval Analysis by Project

**January 2021**

## 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	\$1,241,500	0%	2	0%	\$620,750	n/a
Club Telluride	\$738,500	0%	6	0%	\$123,083	\$75,000
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	\$59,900	0%	1	0%	\$59,900	n/a
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$2,039,900</b>	<b>0%</b>	<b>9</b>	<b>0%</b>	<b>\$226,656</b>	<b>\$90,000</b>

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Average & Median Price: Statistically Viable Sales Only.

**Compliments of:**  
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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: Jan. 2021

## 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	\$1,241,500	61%	2	61%	\$620,750	n/a
Club Telluride	\$738,500	36%	6	36%	\$123,083	\$75,000
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	\$59,900	3%	1	3%	\$59,900	n/a
Spruce Lodge	\$0	0%	0	0%	\$0	\$0
Sunshine Lodge	\$0	0%	0	0%	\$0	\$0
<b>TOTAL</b>	<b>\$2,039,900</b>	<b>100%</b>	<b>9</b>	<b>100%</b>	<b>\$226,656</b>	<b>\$90,000</b>

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Average & Median Price Includes: Statistically Viable Sales Only.

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 Land Title Office**

191 South Pine Street,  
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# Market Highlights

## January 2021

### Top Priced Improved Residential Sale:

<b>ACCOUNT</b>	R1080091246
<b>BEDROOM</b>	5
<b>BATH</b>	7.00
<b>YOC</b>	2009
<b>HEATED SQFT</b>	6481
<b>LANDSIZE</b>	1.2300
<b>RECEPTION</b>	468073
<b>PRICE</b>	\$ 7,500,000.00
<b>AREA</b>	MTNVILL
<b>LEGAL</b>	TELLURIDE MOUNTAIN VILLAGE SUBD #6 PH II LOT 246
<b>PPSF</b>	\$ 1,157.23
<b>DATE</b>	1/29/2021

### Top Priced PSF Improved Residential Sale:

R1010093540
3
1.75
1991
1196
467656
\$ 2,400,000.00
TELLTOWN
LORENZ BUILDING CONDO UNIT 1
\$ 2,006.69
1/6/2021

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**No Picture Available**



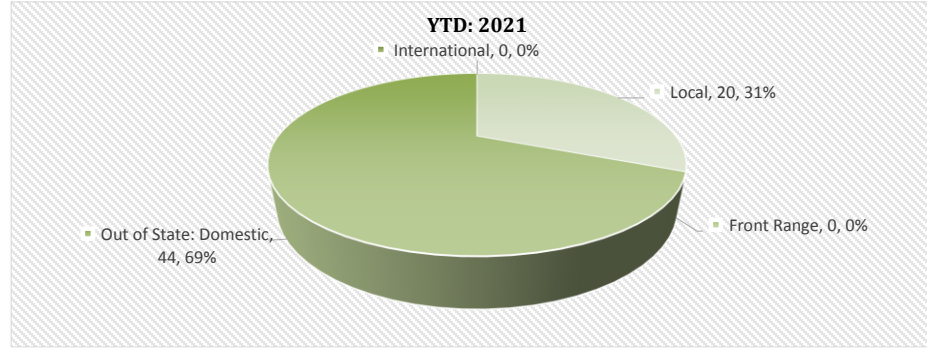
# Purchaser Titlement Abstract

## January 2021

Origin of Buyer	# of Trans.	% Overall
Local	20	31%
Front Range	0	0%
Out of State: Domestic	44	69%
International	0	0%
<b>Total Sales</b>	<b>64</b>	<b>100%</b>

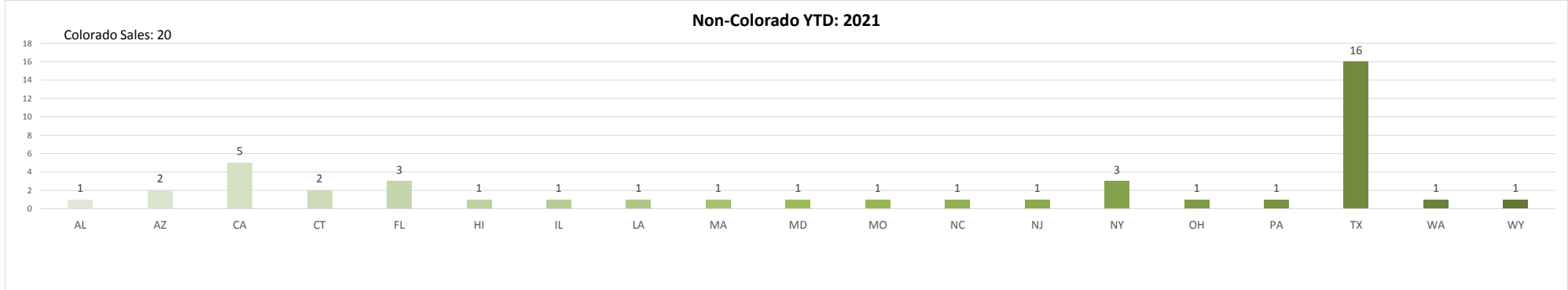
## All Sales: YTD. 2021

Origin of Buyer	# of Trans.	% Overall
Local	20	31%
Front Range	0	0%
Out of State: Domestic	44	69%
International	0	0%
<b>Total Sales</b>	<b>64</b>	<b>100%</b>



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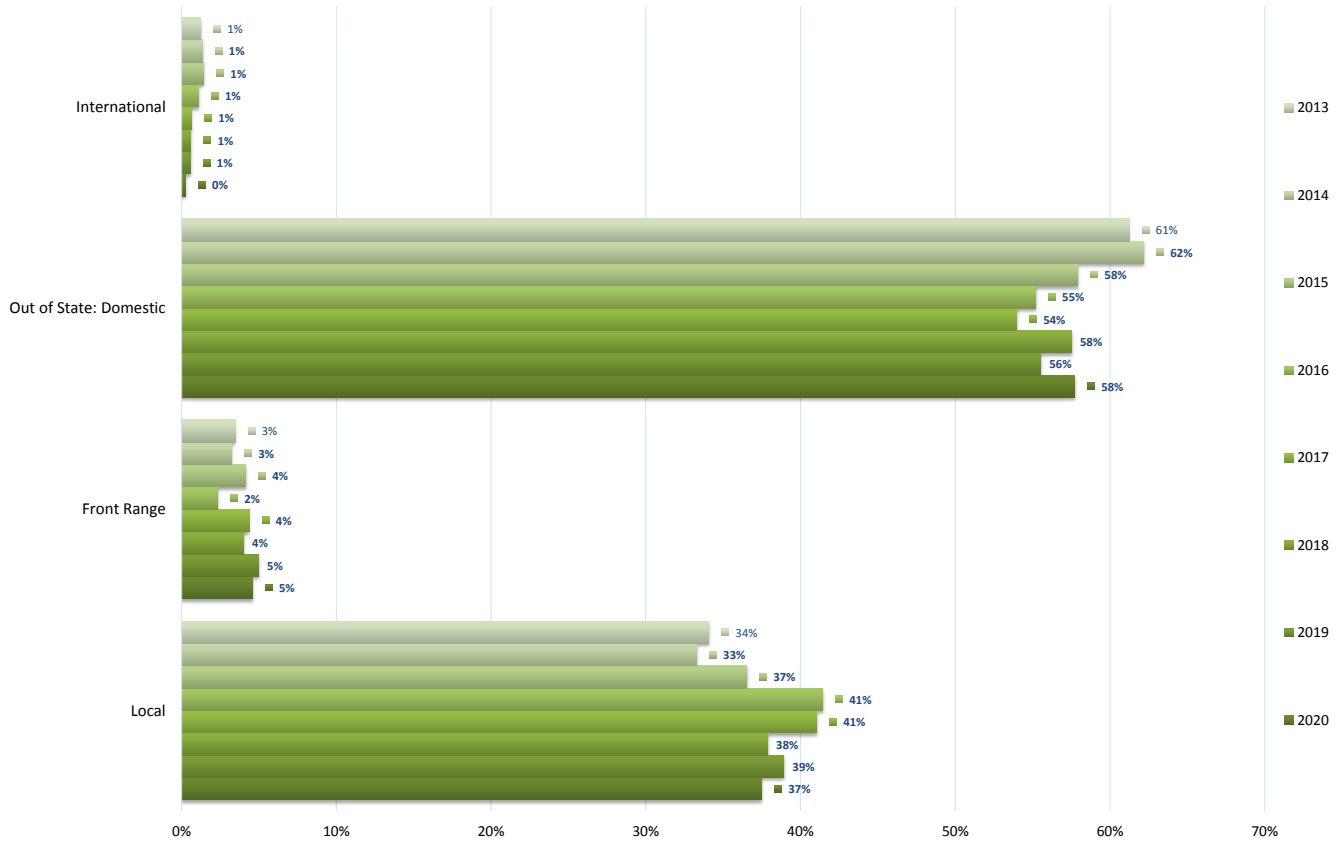
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 Land Title Office  
 191 South Pine Street, Suite  
 1C  
 Telluride, CO 81435  
 970.728.1023





# Purchaser Titlement Abstract History

## Historic Purchaser Titlement Abstract



### 2020

### 2016

Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	304	37%	Local	232	41%
Front Range	37	5%	Front Range	13	2%
Out of State: Domestic	468	58%	Out of State: Domestic	309	55%
International	2	0%	International	6	1%
<b>Total Sales</b>	<b>811</b>	<b>100%</b>	<b>Total Sales</b>	<b>560</b>	<b>100%</b>

### 2019

### 2015

Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	211	39%	Local	203	37%
Front Range	27	5%	Front Range	23	4%
Out of State: Domestic	301	56%	Out of State: Domestic	322	58%
International	3	1%	International	8	1%
<b>Total Sales</b>	<b>542</b>	<b>100%</b>	<b>Total Sales</b>	<b>556</b>	<b>100%</b>

### 2018

### 2014

Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	189	38%	Local	175	33%
Front Range	20	4%	Front Range	17	3%
Out of State: Domestic	287	58%	Out of State: Domestic	327	62%
International	3	1%	International	7	1%
<b>Total Sales</b>	<b>499</b>	<b>100%</b>	<b>Total Sales</b>	<b>526</b>	<b>100%</b>

### 2017

### 2013

Origin of Buyer	# of Trans.	% Overall	Origin of Buyer	# of Trans.	% Overall
Local	254	41%	Local	138	34%
Front Range	27	4%	Front Range	14	3%
Out of State: Domestic	334	54%	Out of State: Domestic	248	61%
International	4	1%	International	5	1%
<b>Total Sales</b>	<b>619</b>	<b>100%</b>	<b>Total Sales</b>	<b>405</b>	<b>100%</b>



## Property Type Transaction Analysis

### YTD: 2020 Gross Sales Reconciliation by Transaction Type

	# Transactions		Gross Volume
Single Family	12	\$	33,570,000.00
Multi Family	21	\$	28,064,800.00
Vacant Land	19	\$	14,855,500.00
Commercial	1	\$	2,625,000.00
Development Land			
Timeshare / Interval	9	\$	2,039,900.00
Not Arms Length/Low Doc Fee			
Quit Claim Deed			
Related Parties			
Bulk Multi-Family Unit/Project Sales			
Partial Interest Sales			
Deed Restricted / Mobile Homes	2	\$	782,064.00
Multiple Units & Sites/Same Deed			
Water Rights / Open Space / Easements			
Exempt / Political Transfers			
<b>Total Transactions:</b>	<b>64</b>	<b>\$</b>	<b>81,937,264.00</b>

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**970.728.1023**

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





## New Unit Sales Detail

### January 2021

#### Improved Residential New Unit Sales:

Brm	Bath	Year Built	Size	Price	Legal	Unit Type	PPSF	Address
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There were no New Unit Sales in January 2021

#### Summary of Improved Residential New 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.