

# SAN MIGUEL COUNTY



## Comparative Sales Report

Time Frame	Dollar Volume (In Millions)	Number of Sales	% Change \$ Prior Year	% Change # Prior Year
<b>Year to Year</b>				
Mar '15	\$41.07	49	-	-
Mar '16	\$24.93	39	-39%	-20%
Mar '17	\$50.88	56	104%	44%
Mar '18	\$46.31	42	-9%	-25%
Mar '19	\$53.57	37	16%	-12%
Mar '20	\$55.18	38	3%	3%
			5 Year vs Now	5 Year vs Now
Mar '15-'19	\$43.35	45	-	-
Mar '20	\$55.18	38	27%	-16%
<b>Year to Date</b>				
Mar '15	\$91.68	108	-	-
Mar '16	\$93.55	125	2%	16%
Mar '17	\$139.91	149	50%	19%
Mar '18	\$110.33	109	-21%	-27%
Mar '19	\$114.83	108	4%	-1%
Mar '20	\$151.84	123	32%	14%
			5 Year vs Now	5 Year vs Now
Mar '15-'19	\$110.06	120	-	-
Mar '20	\$151.84	123	38%	3%

### Bottom Line

I would be remised to not mention the global pandemic, COVID-19, when beginning this month’s San Miguel County Real Estate Analysis. While it is impacting millions across the country, and also global financial markets, we are yet to see how this will impact the local real estate market, but understand that it is inevitable. The effects of the COVID-19 pandemic on the Telluride region real estate market will likely be seen beginning in May and the extent will be dependent on future actions of national, state, and local governments and other factors. However, there is great news with a 38% increase of dollar volume in Q1 '20 (\$151.84m) compared to the prior 5-year average for Q1 (\$110.06m). There was also a large uptick in the number of Telluride condominium sales (8 total sales totaling \$16m) and vacant land sales (9 total sales totaling \$4.8m) this month. These factors contributed to a 3% increase in both dollar volume and number of sales compared to March '19.