



TELLURIDE CONSULTING, LLC.

2018

in perspective

Time Frame	Dollar Volume	Number of Sales
2009	\$265.7 million	276
2010	\$317.6 million	327
2011	\$247.4 million	383
2012	\$364.7 million	444
2013	\$342.2 million	410
2014	\$507.1 million	523
2015	\$461.8 million	555
2016	\$452.8 million	562
2017	\$621.1 million	619
2018	\$537.5 million	499

<u>Changes from 2017 to 2018:</u>	<u>\$ Volume</u>	<u># of Sales</u>
Overall change in Dollar Volume for San Miguel Co.	-13%	
Overall change in Number of Sales for San Miguel Co.		-19%
Change in Dollar Volume/Sales for Mtn. Village	-31%	-15%
Change in Dollar Volume/Sales for Telluride	-1%	-24%
Change in Dollar Volume/Sales for remaining County	9%	-20%

- Dollars and Numbers were dramatically DOWN in Mtn. Village
- Dollars were slightly DOWN and Number of Sales were significantly DOWN in Telluride.
- County sales recorded an increase in Dollars and a significant decrease in Numbers.

In conclusion, as discussed throughout the year, the decrease from the prior year is mainly attributed to available inventory along with an increase in price per square foot. We also saw our highest mark in 10 years for both number of transactions and dollar volume last year. Comparing 2018 dollar volume (\$537.5m) to the prior 5 year average (\$477m) shows us that we still had a strong year by dollar volume. The number of sales is down due to available inventory along with an increase in price per square foot.