

SAN MIGUEL COUNTY



Comparative Sales Report

Bottom Line

We closed out an incredible year of real estate sales in San Miguel County with August through December all exceeding \$125m each month in dollar volume! The total dollar volume for '20 set an all-time record in San Miguel County with \$1.16 billion in sales, which is a 54% increase from the previous all-time high set in '07 (\$756.6m). The number of transactions in '20 for San Miguel County totaled 814 compared to 631 in '07, which is a 29% increase. With \$160.83m of total dollar volume in December '20, we finished the year strong with a 166% increase in dollar volume for the month compared to the prior 5-year average of December sales. Comparing December '20 v '19, there was a whopping 95% increase in total dollar volume and 51% increase in total number of

Time Frame	Dollar Volume (In Millions)	Number of Sales	% Change \$ Prior Year	% Change # Prior Year
<i>Year to Year</i>				
Dec '15	\$43.20	53	-	-
Dec '16	\$46.68	56	8%	6%
Dec '17	\$68.61	44	47%	-21%
Dec '18	\$47.18	44	-31%	0%
Dec '19	\$96.99	78	106%	77%
Dec '20	\$160.83	100	66%	28%
			5 Year vs Now	5 Year vs Now
Dec '15-'19	\$60.53	55	-	-
Dec '20	\$160.83	100	166%	82%
<i>Year to Date</i>				
Dec '15	\$461.75	555	-	-
Dec '16	\$452.82	562	-2%	1%
Dec '17	\$621.07	619	37%	10%
Dec '18	\$539.38	500	-13%	-19%
Dec '19	\$594.33	540	10%	8%
Dec '20	\$1161.70	814	95%	51%
			5 Year vs Now	5 Year vs Now
Dec '15-'19	\$533.87	555	-	-
Dec '20	\$1161.70	814	118%	47%

transactions.

Overall, San Miguel County saw a boom in real estate sales throughout the COVID-19 pandemic in 2020, the likes of which has never been seen in the region's history. This caused prices to spike, inventory to plummet, and the average time on market to shorten significantly. The average sales price in the county climbed 30% in '20 (\$1.43m) compared to '19 (\$1.1m) due to the buying frenzy. The top three-dollar volume states for purchases in '20 (excluding CO) were Texas (\$320m), Arizona (\$91m), and California (\$77.5m). Reach out to us for custom year-end reports!

There was a private sale that occurred on July 20th in the amount of \$960k that is not included in our total's as there was no additional information available to the public. Document #464069