

2022

MID-YEAR

TELLURIDE REAL ESTATE MARKET REPORT

MARKET HIGHLIGHTS

2022 VS 2021

QUARTER 2

▲
-23%

TOTAL DOLLAR
VOLUME

▼
-34%

OF TRANSACTIONS



YEAR TO DATE (JUNE 30)

▲
-7%

TOTAL DOLLAR
VOLUME

▲
-29%

OF TRANSACTIONS

2022 QUARTER 2

2022 QUARTER 2

HIGHLIGHTS

MAJOR TELLURIDE SUBMARKET STATISTICS

JUNE 2022

50

TRANSACTIONS
BETWEEN
\$1-\$3 MILLION

29

TRANSACTIONS
OVER
\$3 MILLION

\$17.1M

HIGHEST SALE IN
SAN MIGUEL
COUNTY

TELLURIDE SINGLE FAMILY

ABSORPTION RATE	5 MONTHS
AVERAGE LIST/SALE PRICE	\$8,838,500 / \$3,750,000
AVERAGE DAYS ON MARKET	312
NUMBER OF LISTINGS	31 IN 2022 30 IN 2021 » UP 3%

TELLURIDE CONDOMINIUM

ABSORPTION RATE	3 MONTHS
AVERAGE LIST/SALE PRICE	\$3,088,204 / \$2,095,000
AVERAGE DAYS ON MARKET	37
NUMBER OF LISTINGS	71 IN 2022 69 IN 2021 » UP 3%

MOUNTAIN VILLAGE SINGLE FAMILY

ABSORPTION RATE	2.7 MONTHS
AVERAGE LIST/SALE PRICE	\$15,548,500 / \$9,533,333
AVERAGE DAYS ON MARKET	206
NUMBER OF LISTINGS	38 IN 2022 49 IN 2021 » DOWN 22%

MOUNTAIN VILLAGE CONDOMINIUM

ABSORPTION RATE	1.5 MONTHS
AVERAGE LIST/SALE PRICE	\$2,450,000 / \$2,076,500
AVERAGE DAYS ON MARKET	78
NUMBER OF LISTINGS	72 IN 2022 132 IN 2021 » DOWN 46%

TELLURIDE REAL ESTATE

What is happening in the Telluride Real Estate Market? That is a great question as we hit the middle of year and approach the start of the Summer selling season. The long story short, is we are not sure where we are headed, but the Real Estate “fever” has subsided. That doesn’t mean it’s bad, just returning to normal.

ARE WE UP OR DOWN AND WHY?

These are the questions I get asked. What is the Inventory like? Despite what we are seeing in the real world, inventories are still down in Mountain Village as compared to a year ago, and in the town of Telluride the inventory is just about flat. So we are not seeing a rush to market for Sellers, but also not seeing Buyers jump in fast, unless it’s a very unique property or value driven. So, is Telluride Up or Down? The number of transactions has really dropped off. We have seen just 338 sales at the mid-year point and that’s off 29%. But if we look at dollar volume? We are only off 7% and it was not realistic to eclipse the Mid-Year of 2021 because of an absolute insane month of May 2021 with over \$200 million in sales. May 2022 was the 2nd best May ever, yet just hit \$92 million, to give you an idea of the discrepancy. We will know more where we stand by mid-September. But the market is still very strong and trending to be the 2nd best year ever, and who knows, with a few big-ticket sales, could very well surpass 2021. Are Prices Dropping? Not yet. And that is reflected on the discrepancy of the Number of Sales and Dollar Volume. The right property fetches top dollar. Maybe a property in poor condition or a subpar location will gain less appreciation in a sale, but there is not enough inventory in these segments to see a trend of relaxing values and sales prices. Any recent proof of that? Well, it’s not closed yet, but the office of Teddy Errico contracted an Auberge Residence at Element 52 condominium in just 2 days of being active at over \$2,400 per square foot. In the history of Telluride Condominium sales, \$2,400 per square foot has only been surpassed 8 other times.

SUMMER/FALL 2022 FORECAST

Forecasting when there are so many factors influencing the United States economy is tough in the Telluride Region. But right now? We are fighting off these indicators. Dropping stock market, Rising Interest rates, European Travel slowing demand to buy in the heat of the moment, Gas prices, War in Ukraine, Airline headaches. These concerns have hit our lodging market though, as tourism occupancies are off approximately 30% this summer. But that drop in tourism has made Telluride even more delightful this summer! Trails are less crowded, restaurants are easier to get into, and it’s just more relaxing than the last 2 summers. The only thing that hasn’t changed is the demand to attend the major Telluride Festivals.

Simply put, we are seeing new people discover Telluride and new faces from recent purchases. Can this level of wealth sustain and continue our real estate market? We are not seeing any slowdown in the level of construction and Six Sense Hotel projects is going through the Mountain Village design process, while the Four Seasons was approved by Mountain Village Town Council on July 21.

But my prediction is that we start to see more normal real estate activity in the \$80-\$90 million per month range this summer and fall. No more spikes to \$200 million, but no more drop offs to \$50 million either. So the Buyers will keep on buying and keeping the Telluride market strong. My best advice is to stay in close contact with me

WHAT TO DO?

It’s a simple choice for Buyers. You either love Telluride and the lifestyle it provides or you don’t. You can either afford Telluride or you can’t. You either want to be here or you don’t.

The choice is simple for Sellers too. You can make money on your investment. But if you want to move up or downsize and remain in Telluride? That will cost you, and diminish your profits. Maybe it’s just time to move on from Telluride and discover something different?

Therefore, the advice still remains the same. If you love it here and are in it for the long haul? Buy! But be prepared to pull the trigger immediately, sight unseen. If you can, purchase with cash, and be ready for a multiple offer scenario (not necessarily a bidding war anymore) although that is less common. Contracts do favor Buyers in the State of Colorado, so with a Realtors’ expert advice, you will be protected. Telluride continues to shine and more than almost any other luxury resort in North America, we have managed and protected the lifestyle from the hustle and bustle and overcrowding. If you love Telluride and want an outdoor resort escape from your real world, then buy. If you are worried about values? Look to markets like Aspen and Jackson. See what’s happening at the Yellowstone Club in Big Sky Montana. These markets show that there can be room for us to grow and improve vertically in terms of sales prices.

If you are considering Selling and you are ready to move on from Telluride? Get your property on the market ASAP and take advantage of record setting prices and appreciation.



TEDDY ERRICO'S TELLURIDE MARKET REPORT

The office of Broker Associate Teddy Errico utilizes local data sources in addition to his experience as a Local Broker since 1999 to develop a more dynamic and easy to read report that sheds light on the current trends that shape Telluride's dynamic marketplace.

Use this experience with the success of LIV Sotheby's International Realty - Telluride, plus the Global resources the Sotheby's brand offers, and you have an ideal balance of local knowledge with a powerful worldwide reach. Please do not hesitate to contact Teddy for a personal market analysis or additional real estate information.

* This report is intended to offer an overview of general market conditions, not a detailed analysis.

* All information is deemed reliable, but not guaranteed.

* Market data provided by the Telluride Multiple Listing Service and Telluride Consulting



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LIV SOTHEBY'S INTERNATIONAL REALTY - TELLURIDE

Founded in 1976 to provide independent brokerages with a powerful marketing and referral program for luxury listings, the Sotheby's International Realty network was designed to connect the finest independent real estate companies to the most prestigious clientele in the world. Franchise affiliates also benefit from an association with the venerable Sotheby's auction house, established in 1744.

Colorado has become an international destination. Among our global network of 970 offices, Sotheby's International Realty® has earned a dominant presence in Colorado with 38 offices in 13 key markets and a team of professional brokers who

collectively sell more luxury real estate in Colorado than any other brand. LIV Sotheby's International Realty is ranked as the #1 Sotheby's International Realty Affiliate in the world for sales volume.

Locally, LIV Sotheby's International Realty - Telluride has the Telluride Real Estate Market covered with over 35 Agents and support staff in ten office locations throughout Mountain Village, Downtown Telluride and the majority of Luxury Hotels.



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