

THIRD QUARTER 2023

Telluride Real Estate *Quarterly* Market Report

LIV | Sotheby's
INTERNATIONAL REALTY

 **TEDDY
ERRICO**
TELLURIDE, COLORADO

AT A GLANCE

Market *Highlights*

Number of Transactions

– 17.0%

Q3 2022 vs 2023

Total Dollar Volume

Flat

Q3 2022 vs 2023

Number of Transactions

– 31.0%

YTD 2022 vs 2023

Total Dollar Volume

– 25.0%

YTD 2022 vs 2023



Major *Telluride* *Submarket* Stats

Q3 2023

38

Transactions between
\$1M - \$3M

Q3 2023

\$18.9M

Highest Sold Price in
San Miguel county

Q3 2023

32

Transactions \$3M+

	Absorbtion Rate	Average Days on Market	Active Listings YTD 2022 vs 2023	Average List to Sale Price
Telluride Single Family	15 Months	67 Days	+ 32.0%	\$8,542,900 \$3,526,250
Telluride Condominium	5.3 Months	170 Days	- 23.0%	\$3,788,250 \$2,393,513
Mountain Village Single Family	9.9 Months	293 Days	+ 44.0%	\$10,848,413 \$6,866,667
Mountain Village Condominium	5.4 Months	191 Days	- 12.0%	\$2,191,273 \$2,426,865

Third Quarter *Narrative*

TELLURIDE REAL ESTATE

That was a pretty good third quarter. To think that activity picked up so much in August and September that we were flat with the third quarter of 2022 sales dollar volume is really good news for the Telluride market. This activity has kept us on pace to be the third best year ever, for San Miguel county real estate dollar volume.

WHAT HAPPENED IN QUARTER 3?

The Expiration of Short-Term License Restrictions is good news for the Town of Telluride buyer who wants to buy in the Accommodations or Commercial Zone Districts and maximize their short-term rental revenues to offset their investment. And? That is good for town to increase tax revenues and keep the restaurants and stores humming along.

But, the Town of Mountain Village continues to hum along. Year to date, residential home sales in Mountain Village have almost doubled the dollar volume of the Town of Telluride with over \$156 million in sales, year to date. The wealthy buyer is here, and now they are choosing the Mountain Village for larger homes, and a little more space. And just possibly a less intrusive government.

AND just like that! The Town of Telluride sprung to life in August and September, up 122% and \$160% vs 2022 in dollar volume, respectively.

WINTER 2023 - 2024 FORECAST

First and foremost? Pray for Snow. All kidding aside, the market will continue to hum along. We won't be setting any volume records but it is a healthy market.

That will not change, unless something drastic happens. Buyers will come to ski and enjoy the lifestyle and many will decide this is the time to enjoy life. The only thing that will slow us down? Choices for buyers and no inventory outside of the Town of Telluride and Mountain Village.

WHAT TO DO?

For the Buyer? Despite the market being off year to date by 24% in dollar volume and 31% in the number of sales, there has not been a decrease in values. So waiting really isn't helping any buyer at this moment in time. As your Trusted Advisor, I know if you are borrowing money to purchase real estate the mortgage rates are a deterrent? But maybe there is a way to purchase in a real estate investment trust off of your 401K or consider the extra interest you are making on your money to off-set this new cost of doing business? Inventory quality is only OK, so if you see something you like? Buy it!

For the Seller? New trends and data show that a seller must be priced right immediately or risk a long slow drawn-out strategy of price reductions to sell their property. Buyers look online when a property gets listed and after a few weeks, their interest dies down and never returns to the same pace. So if you are you motivated to set a record? It may take time and you'll have to trust ongoing broker advisement. And there is no guarantee of that record. But if its priced right? It will move. Buyers are looking for a property that is brand new (or close to it), or recently remodeled and that product is tough to find in Telluride. Buyers are scared to do any significant work on their home, especially in a destination resort. One other tidbit. Offer seller financing at 5% to entice any buyer to act now!

But for both sides? We as a brokerage community don't know why, but the actual deal from day one of the contract, to the closing day, continues to get harder to manage.

LIV Sotheby's International Realty | *Telluride*



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Locally, LIV Sotheby's International Realty, Telluride has the Telluride real estate market covered with over 27 Agents and support staff in ten office locations throughout Mountain Village, downtown Telluride and the majority of luxury hotels.

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 Realt, 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.



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