

Luxury Real Estate Holds Firm in the High Country

While most markets cool, elite homes still command premium prices

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THE DATA

38

Closings

Telluride-area agents recorded 38 sales worth \$121.9 million in September 2026

Despite a statewide 15% drop in home sales, high-end transactions in Telluride remain robust, reflecting enduring demand for exclusive mountain properties. This volume, though not the highest in the region, demonstrates that top-tier buyers are still active, even as others pause.

Source: The Denver Post · Published October 30, 2026

<https://www.denverpost.com/2026/10/30/car-colorado-mountain-september-report-real-estate-voices/>

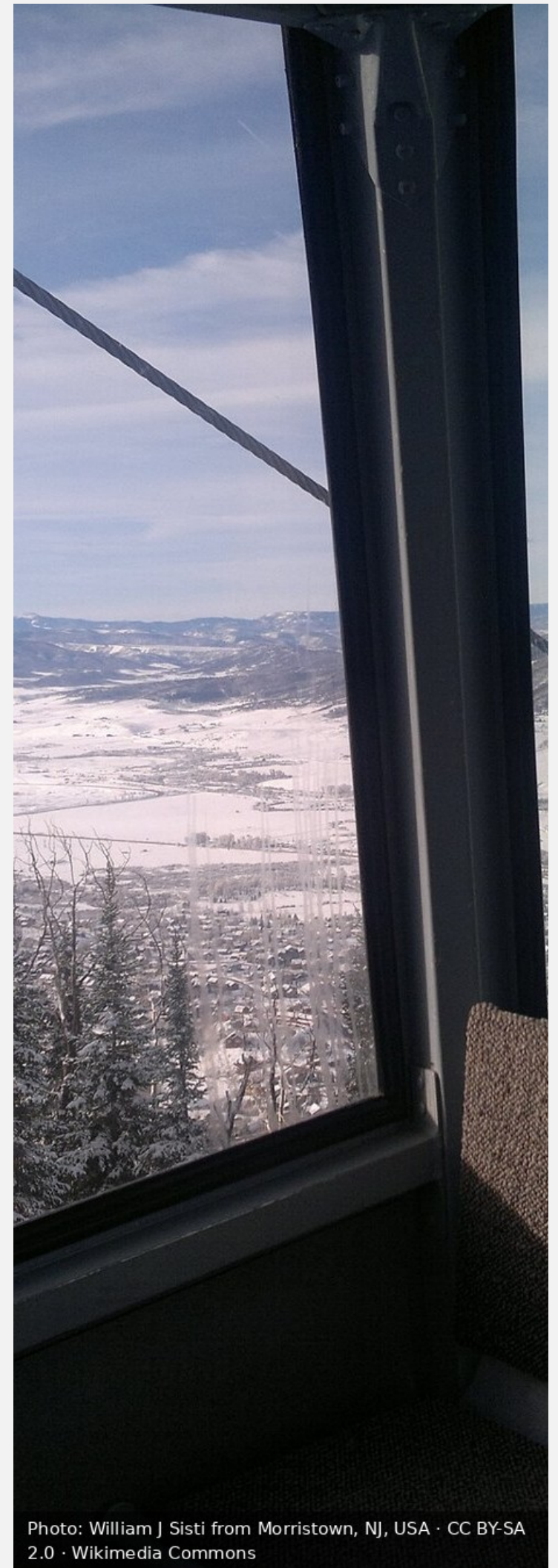
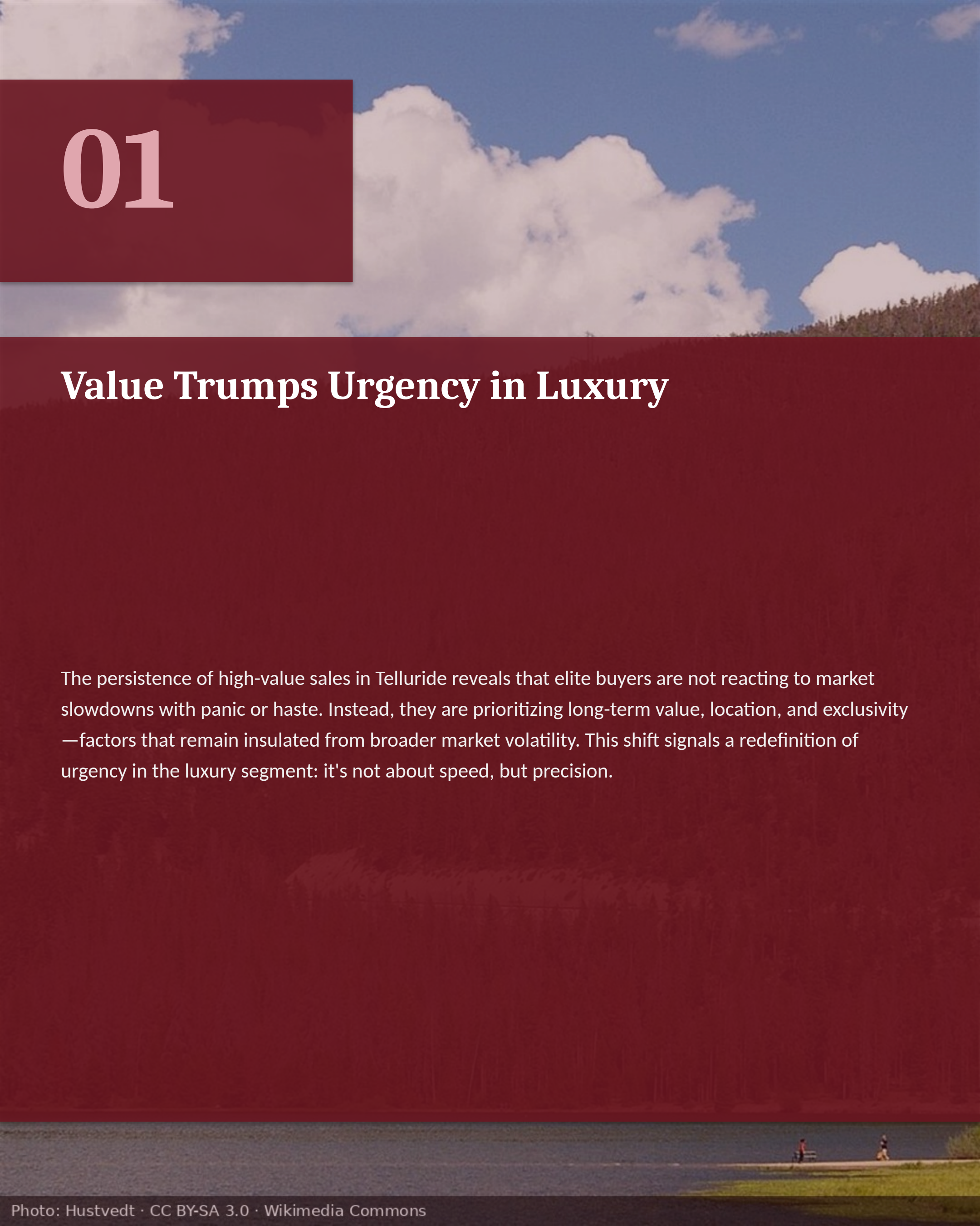


Photo: William J Sisti from Morristown, NJ, USA · CC BY-SA 2.0 · Wikimedia Commons

The background of the entire page is a photograph of a serene landscape. It features a calm body of water in the foreground, a dense forest of evergreen trees in the middle ground, and a blue sky with large, white, fluffy clouds in the upper portion. A semi-transparent red rectangle is positioned in the top-left corner, containing the number '01'. Another larger, semi-transparent red rectangle covers the middle section of the page, serving as a backdrop for the title and the main text paragraph.

01

Value Trumps Urgency in Luxury

The persistence of high-value sales in Telluride reveals that elite buyers are not reacting to market slowdowns with panic or haste. Instead, they are prioritizing long-term value, location, and exclusivity —factors that remain insulated from broader market volatility. This shift signals a redefinition of urgency in the luxury segment: it's not about speed, but precision.

02

Price Isn't the Only Metric

Even as average prices dip slightly in Summit County, luxury homes above \$2 million in Grand County maintain only 3.9 months of supply—indicating scarcity, not oversupply. This imbalance suggests that demand is not failing; it's simply being filtered. The market isn't cooling—it's recalibrating, with value and location determining who wins, not who bids fastest.

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