

## PAGOSA SPRINGS REAL ESTATE STATISTICS

January-November of 2014-2017

Stats collected from the CREM MLS system

Stats are intended to show trends in the area; they include activity for all area agents, not just Lee Riley

Homes	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
\$0 to 100,000	36	20	22	16	-27%	10	6	7	1	-86%
\$100,001 to 150,000	34	19	18	15	-17%	11	9	3	5	+67%
\$150,001 to 200,000	41	47	29	29	+0%	34	15	10	7	-30%
\$200,001 to 250,000	41	39	46	49	+7%	22	15	17	20	+18%
\$250,001 to 300,000	39	47	58	58	+0%	49	24	20	21	+5%
\$300,001 to 400,000	44	49	74	94	+27%	52	43	31	37	+19%
\$400,001 to 500,000	22	28	38	39	+3%	45	38	26	30	+15%
\$500,001 to 750,000	16	28	33	38	+15%	53	38	42	44	+5%
\$750,001 to 1,000,000	6	6	8	13	+63%	26	31	28	34	+21%
\$1,000,001 plus	4	4	4	14	+250%	40	44	41	39	-5%
<b>All</b>	<b>283</b>	<b>287</b>	<b>330</b>	<b>365</b>	<b>+11%</b>	<b>342</b>	<b>263</b>	<b>225</b>	<b>238</b>	<b>+6%</b>

Days on Market	108	122	106	102	-4%
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Median Closing Price	\$237,000	\$275,000	\$298,250	\$320,000	+7%
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Condos	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
\$0 to 100,000	9	16	17	14	-18%	16	6	4	1	-75%
\$100,001 to 200,000	21	33	37	44	+19%	24	18	8	15	+88%
\$200,001 to 300,000	13	15	16	22	+38%	14	5	9	5	-44%
\$300,001 plus	4	4	8	6	-25%	1	8	11	9	-18%
<b>All</b>	<b>47</b>	<b>68</b>	<b>78</b>	<b>86</b>	<b>+10%</b>	<b>55</b>	<b>37</b>	<b>32</b>	<b>30</b>	<b>-6%</b>

Days on Market	125	114	125	59	-53%
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Median Closing Price	\$150,000	\$143,700	\$160,000	\$161,250	+1%
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Vacant Lots	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
up to .50 acres	74	119	127	157	+24%	243	239	224	191	-15%
.51 to 2.99 acres	72	74	104	115	+11%	233	210	153	189	+24%
3 to 5.99 acres	37	55	59	74	+25%	170	156	156	138	-12%
6 to 34.99 acres	15	18	13	23	+77%	61	57	53	46	-13%
35 to 49.99 acres	16	15	13	21	+62%	100	92	83	66	-20%
50 plus acres	1	6	3	6	+100%	31	34	29	27	-7%
<b>All</b>	<b>215</b>	<b>287</b>	<b>319</b>	<b>396</b>	<b>+24%</b>	<b>838</b>	<b>788</b>	<b>698</b>	<b>657</b>	<b>-6%</b>

Days on Market	143	137	154	125	-19%
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Median Closing Price	\$24,000	\$22,750	\$21,999	\$29,999	+36%
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Other	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
Total Commercial	9	23	19	25	+32%	64	51	29	23	-21%
Median Closing Price	\$238,500	\$129,500	\$210,000	\$159,000						
Total Ranches	6	3	4	4	+0%	25	41	32	38	+19%
Median Closing Price	\$770,000	\$1,400,000	\$2,212,750	\$3,950,000						

<b>YTD Total Sales</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>% Difference</b>
	560	668	750	876	+17%