

## PAGOSA SPRINGS REAL ESTATE STATISTICS

January-September 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	28	17	18	13	-28%	19	7	7	7	+0%
\$100,001 to 150,000	29	15	13	14	+8%	11	11	5	4	-20%
\$150,001 to 200,000	32	41	22	23	+5%	44	21	19	6	-68%
\$200,001 to 250,000	31	31	34	41	+21%	36	28	30	24	-20%
\$250,001 to 300,000	33	40	44	41	-7%	57	38	24	27	+13%
\$300,001 to 400,000	33	35	56	77	+38%	71	73	44	55	+25%
\$400,001 to 500,000	19	18	28	32	+14%	52	64	31	40	+29%
\$500,001 to 750,000	13	19	21	30	+43%	66	59	49	56	+14%
\$750,001 to 1,000,000	5	6	6	11	+83%	33	37	36	36	+0%
\$1,000,001 plus	3	4	3	9	+200%	46	50	45	46	+2%
<b>All</b>	<b>226</b>	<b>226</b>	<b>245</b>	<b>291</b>	<b>+19%</b>	<b>435</b>	<b>388</b>	<b>290</b>	<b>301</b>	<b>+4%</b>

Days on Market	106	108	96	98	+2%
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Median Closing Price	\$238,500	\$259,000	\$297,500	\$319,000	+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	10	14	12	-14%	17	12	8	1	-88%
\$100,001 to 200,000	18	23	24	35	+46%	26	25	9	8	-11%
\$200,001 to 300,000	8	11	10	18	+80%	17	13	9	6	-33%
\$300,001 plus	2	3	6	5	-17%	4	10	9	11	+22%
<b>All</b>	<b>37</b>	<b>47</b>	<b>54</b>	<b>70</b>	<b>+30%</b>	<b>64</b>	<b>60</b>	<b>35</b>	<b>26</b>	<b>-26%</b>

Days on Market	116	135	101	59	-42%
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Median Closing Price	\$149,000	\$150,000	\$160,500	\$158,500	-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	57	97	101	128	+27%	272	264	246	205	-17%
.51 to 2.99 acres	61	62	83	97	+17%	241	225	158	192	+22%
3 to 5.99 acres	28	43	48	58	+21%	184	174	158	150	-5%
6 to 34.99 acres	12	16	10	18	+80%	66	64	61	50	-18%
35 to 49.99 acres	11	14	11	19	+73%	110	95	87	79	-9%
50 plus acres	1	4	1	4	+300%	32	33	36	24	-33%
<b>All</b>	<b>170</b>	<b>236</b>	<b>254</b>	<b>324</b>	<b>+28%</b>	<b>905</b>	<b>855</b>	<b>746</b>	<b>700</b>	<b>-6%</b>

Days on Market	129	124	167	115	-31%
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Median Closing Price	\$23,250	\$25,000	\$22,250	\$29,999	+35%
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Other	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
Total Commercial	8	20	18	19	+6%	68	58	36	25	-31%
Median Closing Price	\$254,250	\$129,750	\$207,500	\$266,000						
Total Ranches	5	2	3	3	+0%	33	31	41	34	-17%
Median Closing Price	\$640,000	\$812,500	\$1,056,000	\$6,800,000						

<b>YTD Total Sales</b>	<b>2014</b>	<b>2015</b>	<b>2016</b>	<b>2017</b>	<b>% Difference</b>
	446	531	574	707	+23%