

## PAGOSA SPRINGS REAL ESTATE STATISTICS

January-July 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	22	11	16	9	-44%	25	10	3	6	+100%
\$100,001 to 150,000	19	13	9	8	-11%	18	7	8	2	-75%
\$150,001 to 200,000	22	30	19	18	-5%	35	22	13	9	-31%
\$200,001 to 250,000	23	21	28	33	+18%	42	36	27	20	-26%
\$250,001 to 300,000	25	33	26	30	+15%	54	37	37	29	-22%
\$300,001 to 400,000	19	25	38	56	+47%	88	73	48	51	+6%
\$400,001 to 500,000	12	10	18	23	+28%	63	68	42	41	-2%
\$500,001 to 750,000	8	8	12	20	+67%	66	72	52	48	-8%
\$750,001 to 1,000,000	2	3	3	9	+200%	35	37	39	35	-10%
\$1,000,001 plus	1	3	1	7	+600%	54	52	47	46	-2%
<b>All</b>	<b>153</b>	<b>157</b>	<b>170</b>	<b>213</b>	<b>+25%</b>	<b>480</b>	<b>414</b>	<b>316</b>	<b>287</b>	<b>-9%</b>

Days on Market	105	124	99	101	+2%
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Median Closing Price	\$235,400	\$255,000	\$279,500	\$320,000	+14%
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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	7	10	5	9	+80%	20	11	7	1	-86%
\$100,001 to 200,000	9	16	14	27	+93%	30	24	20	12	-40%
\$200,001 to 300,000	5	8	6	13	+117%	20	16	11	5	-55%
\$300,001 plus	1	1	4	3	-25%	8	7	11	9	-18%
<b>All</b>	<b>22</b>	<b>35</b>	<b>29</b>	<b>52</b>	<b>+79%</b>	<b>78</b>	<b>58</b>	<b>49</b>	<b>27</b>	<b>-45%</b>

Days on Market	164	211	96	59	-39%
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Median Closing Price	\$143,500	\$138,000	\$163,000	\$159,250	-2%
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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	41	65	76	95	+25%	272	271	252	220	-13%
.51 to 2.99 acres	43	46	63	69	+10%	220	215	149	196	+32%
3 to 5.99 acres	18	26	35	38	+9%	191	173	162	164	+1%
6 to 34.99 acres	8	12	7	13	+86%	66	59	64	60	-6%
35 to 49.99 acres	8	11	7	12	+71%	105	91	90	81	-10%
50 plus acres	0	3	0	2	N/A	36	31	37	20	-46%
<b>All</b>	<b>118</b>	<b>163</b>	<b>188</b>	<b>229</b>	<b>+22%</b>	<b>890</b>	<b>840</b>	<b>754</b>	<b>741</b>	<b>-2%</b>

Days on Market	165	154	172	104	-40%
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Median Closing Price	\$19,950	\$21,250	\$20,000	\$25,000	+25%
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Other	Year To Date Properties Sold					Inventory Available				
	2014	2015	2016	2017	% Difference	2014	2015	2016	2017	% Difference
Total Commercial	7	12	15	14	-7%	64	67	45	26	-42%
Median Closing Price	\$238,500	\$129,750	\$210,000	\$154,500						
Total Ranches	5	1	3	3	+0%	37	30	37	39	+5%
Median Closing Price	\$640,000	\$1,400,000	\$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>
	305	368	405	511	+26%