

**PAGOSA SPRINGS REAL ESTATE STATISTICS**

Jan-Dec of 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011

\*\*Note: These numbers may not be exact.\*\*

% Difference indicates change from 2010 to 2011

Homes	YTD Properties Sold									Inventory Available								
	2004	2005	2006	2007	2008	2009	2010	2011	% Difference	2004	2005	2006	2007	2008	2009	2010	2011	% Difference
\$0-100,000	46	62	33	13	17	14	24	64	+167%	28	18	11	23	18	29	36	32	-11%
\$100,001 to 150,000	80	66	20	19	23	24	36	48	+33%	24	17	19	27	33	35	30	31	+3%
\$150,001 to 200,000	102	89	43	24	27	24	40	52	+30%	40	19	9	26	43	57	50	44	-12%
\$200,001 to 250,000	56	68	47	29	27	29	33	24	-27%	22	24	22	43	40	48	32	27	-16%
\$250,001 to 300,000	40	60	50	29	29	29	14	35	+150%	22	27	24	53	58	43	54	38	-30%
\$300,001 to 400,000	43	59	53	36	25	28	33	36	+9%	34	31	54	87	64	66	56	37	-34%
\$400,001 to 500,000	18	25	23	16	11	10	20	18	-10%	20	27	36	47	50	32	25	24	-4%
\$500,001 to 750,000	21	30	23	29	23	12	19	17	-11%	42	56	50	56	54	55	41	30	-27%
\$750,001 to 1,000,000		4	10	6	5	4	3	4	+33%			29	34	31	29	28	20	20
\$1,000,001 plus	7	9	11	4	8	6	3	8	+167%	21	27	26	50	41	48	28	30	+7%
<b>All</b>	<b>413</b>	<b>472</b>	<b>313</b>	<b>205</b>	<b>195</b>	<b>180</b>	<b>225</b>	<b>306</b>	<b>+36%</b>	<b>254</b>	<b>246</b>	<b>280</b>	<b>446</b>	<b>432</b>	<b>442</b>	<b>380</b>	<b>313</b>	<b>-18%</b>

Days on Market	185	139	159	186	201	152	142	118	-17%
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Median Closing Price	\$184,500	\$216,750	\$264,000	\$278,000	\$265,000	\$249,500	\$220,000	\$179,647	-18%
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Median Price/Sq Ft	\$108	\$135	\$158	\$166	\$155	\$133	\$116	\$105	-9%
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Note: Price per square foot is a misleading statistic. It does not account for the cost of the land, nor the quality of the home. It does not differentiate between a mobile home on 1/8 acre and an executive home on 35 acres. Be careful that you're not comparing apples to oranges.

Condos	YTD Properties Sold									Inventory Available								
	2004	2005	2006	2007	2008	2009	2010	2011	% Difference	2004	2005	2006	2007	2008	2009	2010	2011	% Difference
\$0-100,000	28	39	10	4	7	8	11	24	+118%	17	4	1	3	5	20	14	14	+0%
\$100,001-200,000	22	30	36	20	17	17	11	12	+9%	23	13	26	52	31	64	36	25	-31%
\$200,001-300,000	11	30	15	12	10	3	5	6	+20%	23	49	20	40	14	11	20	13	-35%
\$300,001 plus		21	22	14	6	0	1	1	+0%			56	42	29	21	9	5	5
<b>All</b>	<b>61</b>	<b>120</b>	<b>83</b>	<b>50</b>	<b>40</b>	<b>28</b>	<b>28</b>	<b>43</b>	<b>+54%</b>	<b>63</b>	<b>66</b>	<b>103</b>	<b>137</b>	<b>79</b>	<b>116</b>	<b>79</b>	<b>57</b>	<b>-28%</b>

Days on Market	239	120	182	223	254	106	255	142	-44%
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Median Closing Price	\$105,000	\$143,500	\$195,500	\$182,500	\$156,250	\$133,450	\$113,500	\$95,000	-16%
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Median Price/Sq Ft	\$66	\$96	\$127	\$138	\$101	\$96	\$94	\$78	-17%
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Vacant Lots	YTD Properties Sold									Inventory Available								
	2004	2005	2006	2007	2008	2009	2010	2011	% Difference	2004	2005	2006	2007	2008	2009	2010	2011	% Difference
up to .50 acres	347	340	201	112	44	36	50	47	-6%	704	696	777	1020	963	1049	774	828	+7%
.51 to 2.99 acres	173	304	177	76	39	35	30	31	+3%									
3 to 5.99 acres	180	182	64	35	25	14	20	23	+15%									
6 to 34.99 acres		53	24	13	9	5	4	7	+75%									
35 to 49.99 acres	49	109	55	30	9	7	14	6	-57%									
50 plus acres		25	12	8	2	2	3	7	+133%									
<b>All</b>	<b>749</b>	<b>1013</b>	<b>533</b>	<b>274</b>	<b>128</b>	<b>99</b>	<b>121</b>	<b>121</b>	<b>+0%</b>									

Days on Market	228	159	161	240	271	178	148	216	+46%
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Median Closing Price	\$24,000	\$48,000	\$63,000	\$61,000	\$44,250	\$28,000	\$32,000	\$37,500	+17%
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Median Price/Acre	\$34,783	\$37,500	\$61,905	\$59,406	\$37,179	\$23,853	\$37,500	\$39,120	+4%
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Note: Median closing price does not account for the size of parcel sold.

Other	YTD Properties Sold									Inventory Available								
	2004	2005	2006	2007	2008	2009	2010	2011	% Difference	2004	2005	2006	2007	2008	2009	2010	2011	% Difference
Total Commercial	37	49	23	23	15	9	20	26	+30%	96	55	72	90	90	104	107	76	-29%
Median Sale Closed	N/A	\$180,000	\$365,000	\$217,771	\$240,000	\$330,000	\$180,000	\$160,000										
Total Ranches	N/A	N/A	6	6	4	2	0	4	N/A	N/A	N/A	5	6	22	16	24	20	-20%
Median Sale Closed	N/A	N/A	\$2,133,167	\$630,000	\$274,000	\$2,925,000	N/A	\$1,836,500										

YTD Total Sales	YTD Properties Sold									New House Construction Permits								
	2004	2005	2006	2007	2008	2009	2010	2011	% Difference	2004	2005	2006	2007	2008	2009	2010	2011	% Difference
	1260	1654	958	558	382	318	394	500	+27%	N/A	224	230	159	67	39	36	34	-6%