

PAGOSA SPRINGS REAL ESTATE STATISTICS

Jan-Dec of Last 5 Years

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	YTD Properties Sold						Inventory Available					
	2013	2014	2015	2016	2017	% Difference	2013	2014	2015	2016	2017	% Difference
\$0-100,000	40	39	23	23	17	-26%	16	7	10	7	1	-86%
\$100,001 to 150,000	47	35	20	20	15	-25%	21	8	7	4	6	+50%
\$150,001 to 200,000	39	42	51	32	31	-3%	28	28	12	8	5	-38%
\$200,001 to 250,000	34	43	48	56	52	-7%	29	21	9	13	16	+23%
\$250,001 to 300,000	38	41	51	62	60	-3%	46	43	22	16	22	+38%
\$300,001 to 400,000	31	47	55	80	98	+23%	60	41	38	19	27	+42%
\$400,001 to 500,000	20	28	31	38	43	+13%	32	42	33	19	22	+16%
\$500,001 to 750,000	26	20	30	35	46	+31%	36	49	31	34	40	+18%
\$750,001 to 1,000,000	4	6	8	9	14	+56%	24	20	24	23	32	+39%
\$1,000,001 plus	6	5	5	5	14	+180%	44	32	37	31	31	+0%
All	285	306	322	360	390	+8%	336	291	223	174	202	+16%

Days on Market	126	114	126	110	105	-5%
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Median Closing Price	\$225,000	\$240,500	\$273,450	\$294,750	\$321,500	+9%
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Median Price/Sq Ft	\$126	\$126	\$147	\$159	\$171	+8%
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Note: Median closing price does not account for the value of the Land, nor the quality of the home

Note: Price per square foot does not account for the value of the Land, nor the quality of the home

Condos	YTD Properties Sold						Inventory Available					
	2013	2014	2015	2016	2017	% Difference	2013	2014	2015	2016	2017	% Difference
\$0-100,000	9	10	17	18	14	-22%	15	13	6	1	1	+0%
\$100,001-200,000	29	26	34	40	47	+18%	18	20	18	9	16	+78%
\$200,001-300,000	5	13	17	16	23	+44%	19	11	5	9	7	-22%
\$300,001 plus	3	4	4	8	8	+0%	10	1	8	8	10	+25%
All	46	53	72	82	92	+12%	62	45	37	27	34	+26%

Days on Market	204	148	114	128	61	-52%
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Median Closing Price	\$135,000	\$139,900	\$143,700	\$155,950	\$163,750	+5%
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Median Price/Sq Ft	\$104	\$98	\$102	\$118	\$119	+1%
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Note: Median closing price does not account for the quality of the Condo

Note: Price per square foot does not account for the quality of the Condo

Vacant Lots	YTD Properties Sold						Inventory Available					
	2013	2014	2015	2016	2017	% Difference	2013	2014	2015	2016	2017	% Difference
up to .50 acres	69	79	130	135	170	+26%	301	235	220	202	178	-12%
.51 to 2.99 acres	58	77	78	113	122	+8%	201	220	173	139	164	+18%
3 to 5.99 acres	26	41	59	60	82	+37%	157	158	141	143	119	-17%
6 to 34.99 acres	8	15	20	15	25	+67%	63	61	56	50	45	-10%
35 to 49.99 acres	15	19	19	14	22	+57%	107	96	81	74	60	-19%
50 plus acres	3	2	6	3	6	+100%	27	25	27	22	25	+14%
All	179	233	312	340	427	+26%	856	795	698	630	591	-6%

Days on Market	149	155	143	156	132	-15%
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Median Closing Price	\$24,900	\$25,000	\$23,375	\$21,000	\$30,000	+43%
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Median Price/Acre	\$26,730	\$21,759	\$26,887	\$25,000	\$36,458	+46%
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Note: Median closing price does not account for the size of parcel Sold.

Other	YTD Properties Sold						Inventory Available					
	2013	2014	2015	2016	2017	% Difference	2013	2014	2015	2016	2017	% Difference
Total Commercial	18	13	26	21	28	+33%	77	55	53	26	21	-19%
Median Sale Closed	\$212,500	\$238,500	\$127,250	\$225,000	\$270,500							
Total Ranches	6	7	3	4	4	+0%	28	23	40	27	32	+19%
Median Sale Closed	\$1,075,000	\$900,000	\$1,400,000	\$713,000	\$3,950,000							

YTD Total Sales	YTD Properties Sold						New House Construction Permits					
	2013	2014	2015	2016	2017	% Difference	2013	2014	2015	2016	2017	% Difference
	534	612	735	807	941	+17%	60	65	92	113	149	+32%