



# Taos County Association of REALTORS®

2018 vs 2017 YTD :: 3-month Snapshot

Local Real Estate Market Stats

	Single Family Homes			Condominiums			Land Parcels / Lots		
	2017	2018	Variance	2017	2018	Variance	2017	2018	Variance
<b>Angel Fire NM</b>									
Closed Sales	26	34	30.8%	11	14	27.3%	7	9	28.6%
Total Dollars	\$8,475,200	\$12,536,250	47.9%	\$1,259,250	\$1,188,300	-5.6%	\$245,500	\$458,100	86.6%
Average Price	\$325,969	\$368,713	13.1%	\$114,477	\$84,879	-25.9%	\$34,786	\$50,900	46.3%
Median Price	\$332,500	\$325,000	-2.3%	\$125,000	\$85,450	-31.6%	\$23,000	\$48,000	108.7%
Average DOM	424	287	-32.3%	398	325	-18.3%	1,235	515	-58.3%
<b>Red River NM</b>									
Closed Sales	1	3	200.0%	1	1	0.0%	1	2	100.0%
Total Dollars	\$490,000	\$1,710,000	249.0%	\$136,500	\$61,000	-55.3%	\$12,000	\$235,000	1858.3%
Average Price	\$490,000	\$570,000	16.3%	\$136,500	\$61,000	-55.3%	\$12,000	\$117,500	879.2%
Median Price	\$490,000	\$700,000	42.9%	\$136,500	\$61,000	-55.3%	\$12,000	\$117,500	879.2%
Average DOM	187	376	101.1%	95	531	458.9%	1,158	171	-85.2%
<b>Taos NM</b>									
Closed Sales	45	47	4.4%	7	7	0.0%	15	20	33.3%
Total Dollars	\$12,974,924	\$15,781,125	21.6%	\$1,538,900	\$1,291,000	-16.1%	\$957,500	\$1,732,470	80.9%
Average Price	\$288,332	\$335,769	16.5%	\$219,843	\$184,429	-16.1%	\$63,833	\$86,624	35.7%
Median Price	\$265,000	\$335,000	26.4%	\$175,000	\$162,500	-7.1%	\$54,000	\$72,000	33.3%
Average DOM	154	142	-7.8%	281	99	-64.8%	953	468	-50.9%
<b>Taos Ski Valley NM</b>									
Closed Sales	2	1	-50.0%	No	3	N/A	1	3	200.0%
Total Dollars	\$1,600,000	\$545,000	-65.9%	Sales	\$754,900	N/A	\$115,000	\$1,127,500	880.4%
Average Price	\$800,000	\$545,000	-31.9%	Reported	\$251,633	N/A	\$115,000	\$375,833	226.8%
Median Price	\$800,000	\$545,000	-31.9%	This	\$265,000	N/A	\$115,000	\$350,000	204.3%
Average DOM	323	658	103.7%	Period	35	N/A	31	266	758.1%

Based on information from the Taos County Association of REALTORS® for the period Jan-Mar 2018 vs Jan-Mar 2017

Report Date: 03/31/18

Information is deemed to be reliable but is not guaranteed.

Home and land sales are starting off with a bang in 2018! As this 3-month Local Real Estate Market Stats report shows, the number of homes, condominiums, and land parcels sold in the 1st Quarter of 2018 were up across the board in 9 out of 12 categories, or in 75% of the reported categories, and were holding steady in another 2 of the 12 categories.

So what does this mean for the upcoming months and the rest of the year? Well, indications are that while sales remain strong, the availability of homes listed for sale is moderately low while buyers looking for homes remains high. Any decrease in available homes in a high demand situation will apply pressure on the market for prices to continue to go up. This is evident in this report where the average sold price for a single family home year to date this year compared to the same period in 2017 went up 13.1% in the Angel Fire area; up 16.3% in the Red River area; and up 16.5% in the Taos area.

Additionally, with 30-year fixed mortgage interest rates trending upward, climbing from around 4.00% at the beginning of the year to around 4.45% at the end of March, buyers are somewhat rushing to still capture a good rate before rates climb higher.

So if you have been thinking about selling your home, now is probably a good time.

The Taos County Association of Realtors (TCAR) serves all of Taos County and western Colfax County, including our primary markets of Taos, Angel Fire, Taos Ski Valley, and Red River. For more local real estate market stats, visit the TCAR website at <https://TaosCountyAssociationofRealtors.com>. For any questions regarding this report, contact the TCAR office at 1210 Salazar Rd, Suite H, Taos, NM 87571 – (575) 758-7411.