

Presentation at the 2020 Annual TCAR Membership Meeting

The Taos Area Real Estate Market During COVID-19

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Presented November 19, 2020

by

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Taos County Association of REALTORS®

New Mexico and COVID-19

Public Health Order – March 23, 2020

Real Estate Services are classified as an
“essential business”.

q. Real estate services including brokers, title companies, and related services.

Taos Area Real Estate Practices Related to COVID-19

Business Practices

- Working from or staying home as much as possible.
- Social distancing at the office and at showings.
- Wearing masks in public and at the office.
- Wearing gloves in some situations (during showings if requested by the seller).
- Cleaning at the office and between showings in some situations (if requested by the seller).
- Washing hands often.

Taos Area Real Estate Practices Related to COVID-19

Business Practices (continued)

- Screening buyers closer to ensure they are ready and qualified now to make a purchase and are not just kicking the tires, so to speak.
- Having sellers, buyers, inspectors, brokers, and others sign Hold Harmless Agreements related to the risks of potentially catching COVID-19 during a routine real estate related activity.

New Mexico and COVID-19

Public Health Order – November 13/16, 2020

Real Estate Services were no longer classified as an “essential business”.

Taos Area Real Estate Practices Related to COVID-19

New Business Practices

- Real estate and Association offices must reduce in-person workforce by 100% - i.e., offices must remain closed.
- Brokers may NOT have personal interaction with customers/clients or those involved in the real estate transaction.
- No in-person accompanied showings – brokers may open up and close after a showing, but they may not participate in the showing or interact with the buyer during the showing.

The Taos Area Real Estate Market During COVID-19

So how has the market done this year?

Primary Markets We Will Look At Today

- Taos
- Taos Ski Valley
- Angel Fire
- Red River

Real Estate Types We Will Look At Today

Detached Homes
Condominiums
Land Parcels / Lots

Real Estate Criteria We Will Look At Today

Units Sold and Days on Market
Average Sold Price
Median Sold Price
Total Sold Dollars

Time Period We Will Look At Today

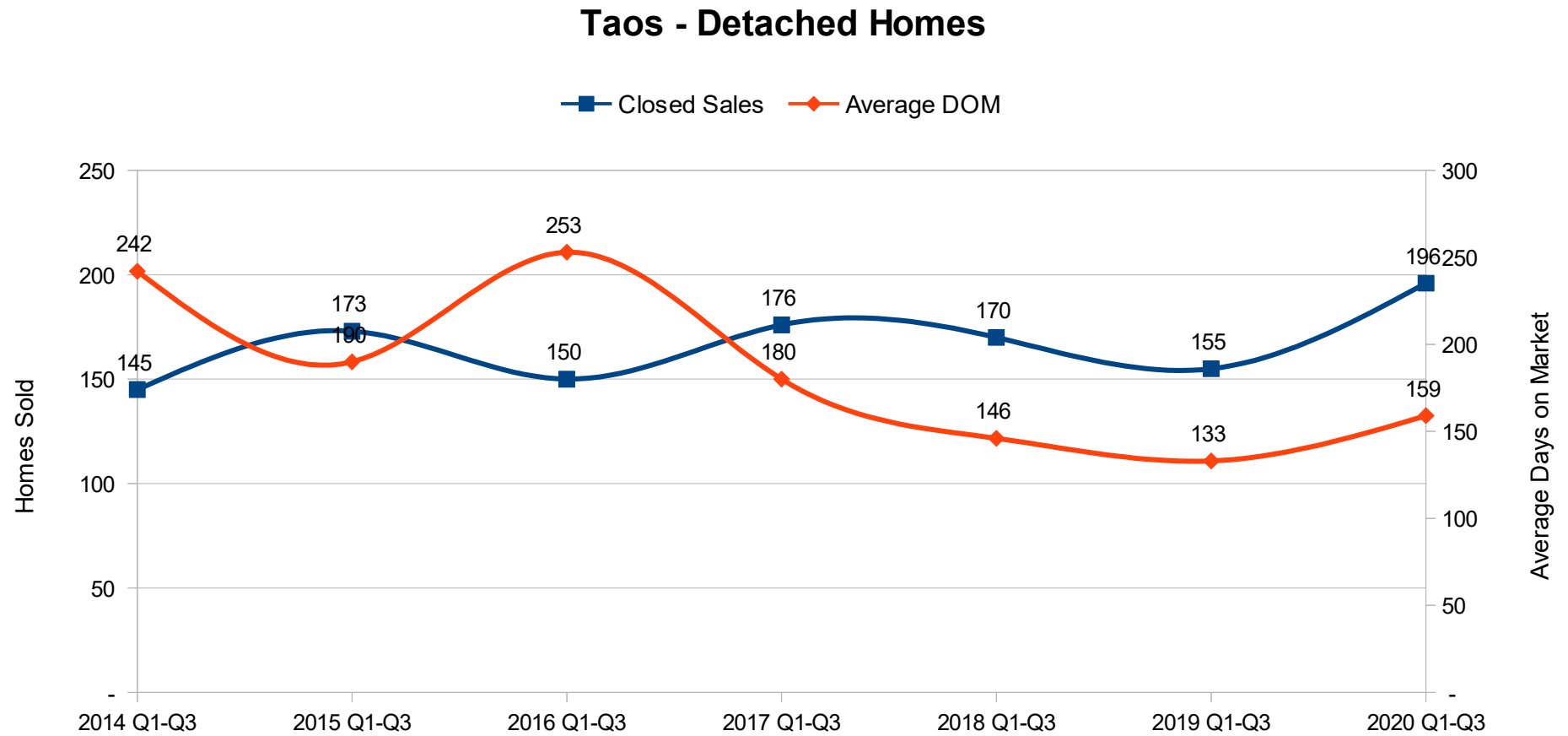
The first 3-Quarters of each year
from 2014 thru 2020

So... on with the Presentation

*(It's a lot of numbers, so
I apologize in advance.)*

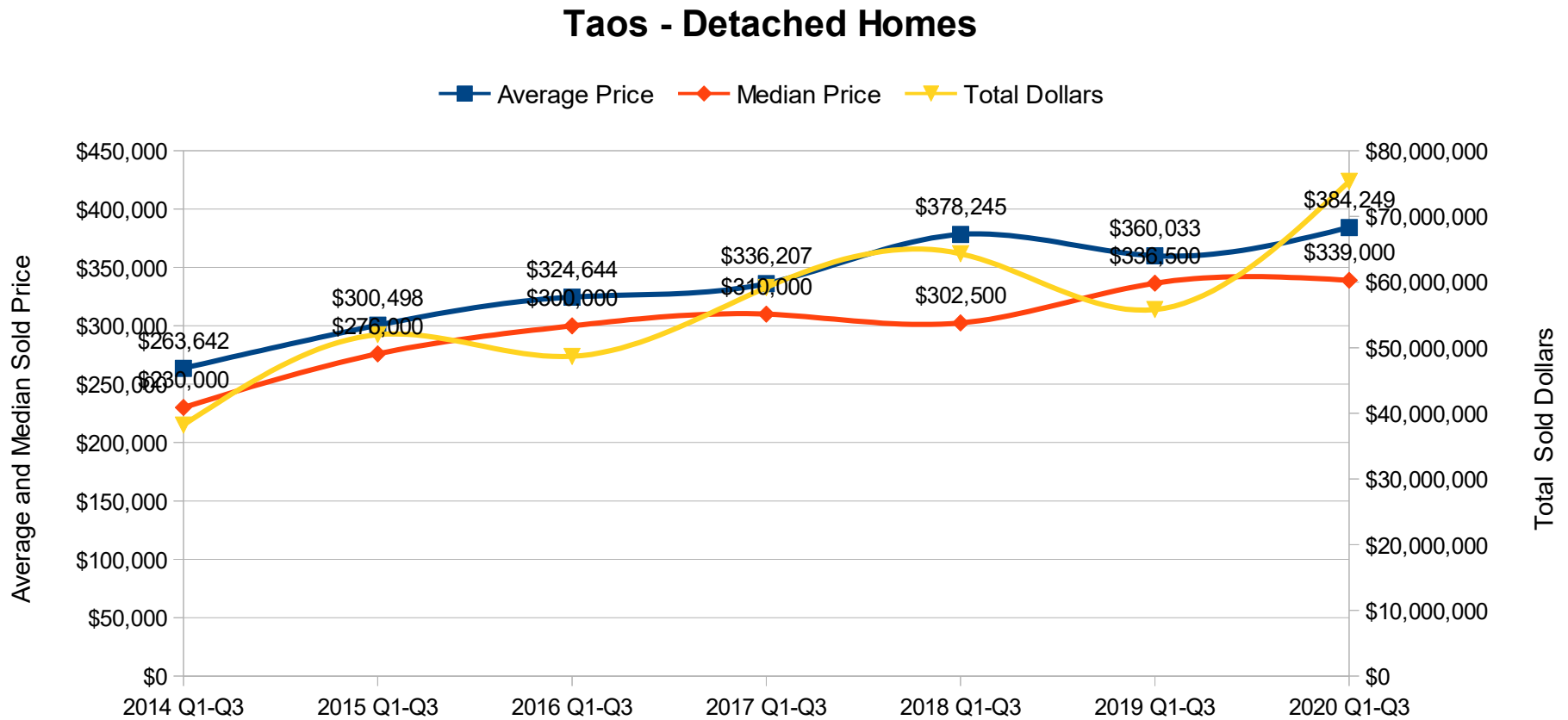
Taos

Detached Homes Sold and DOM



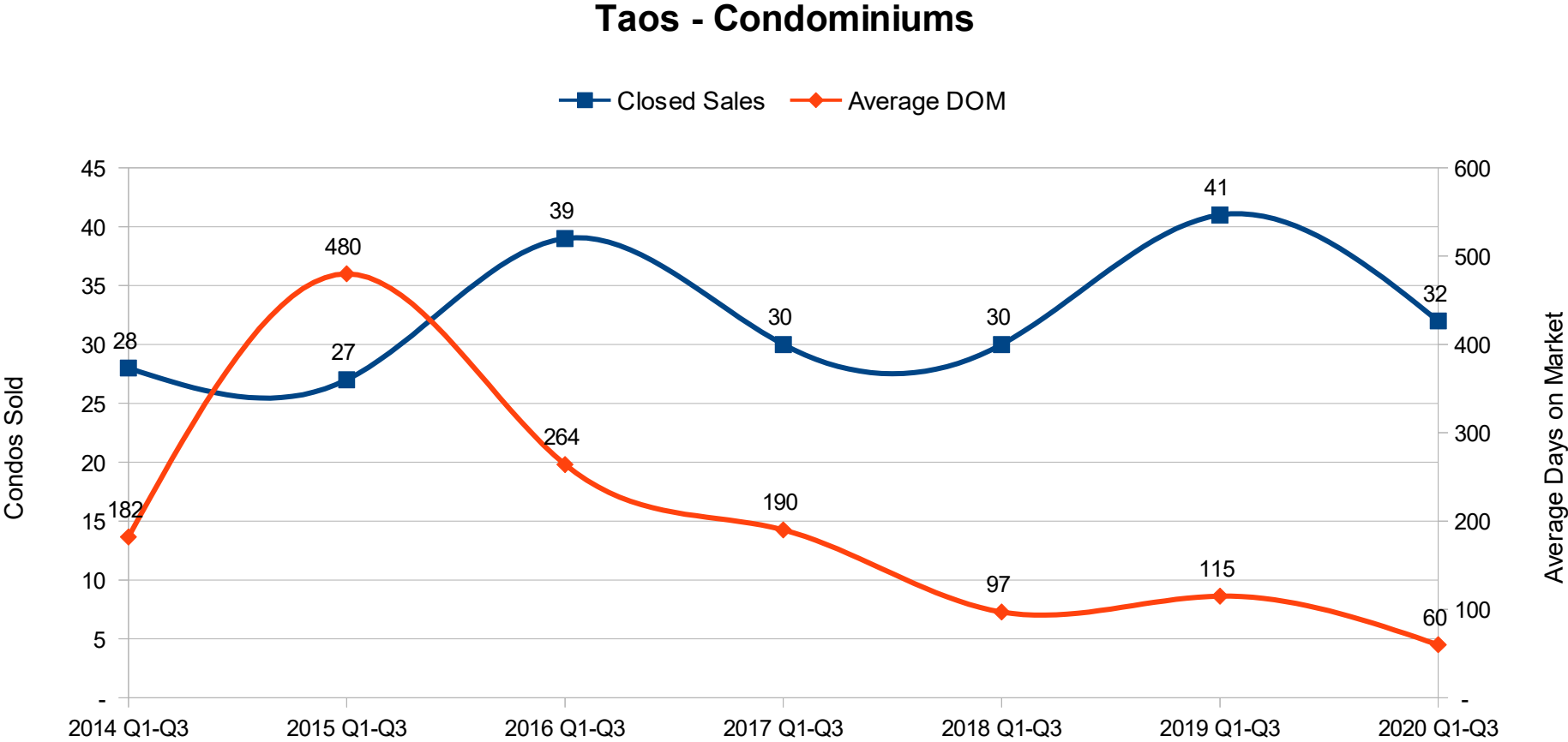
Taos

Detached Homes Sold Prices



Taos

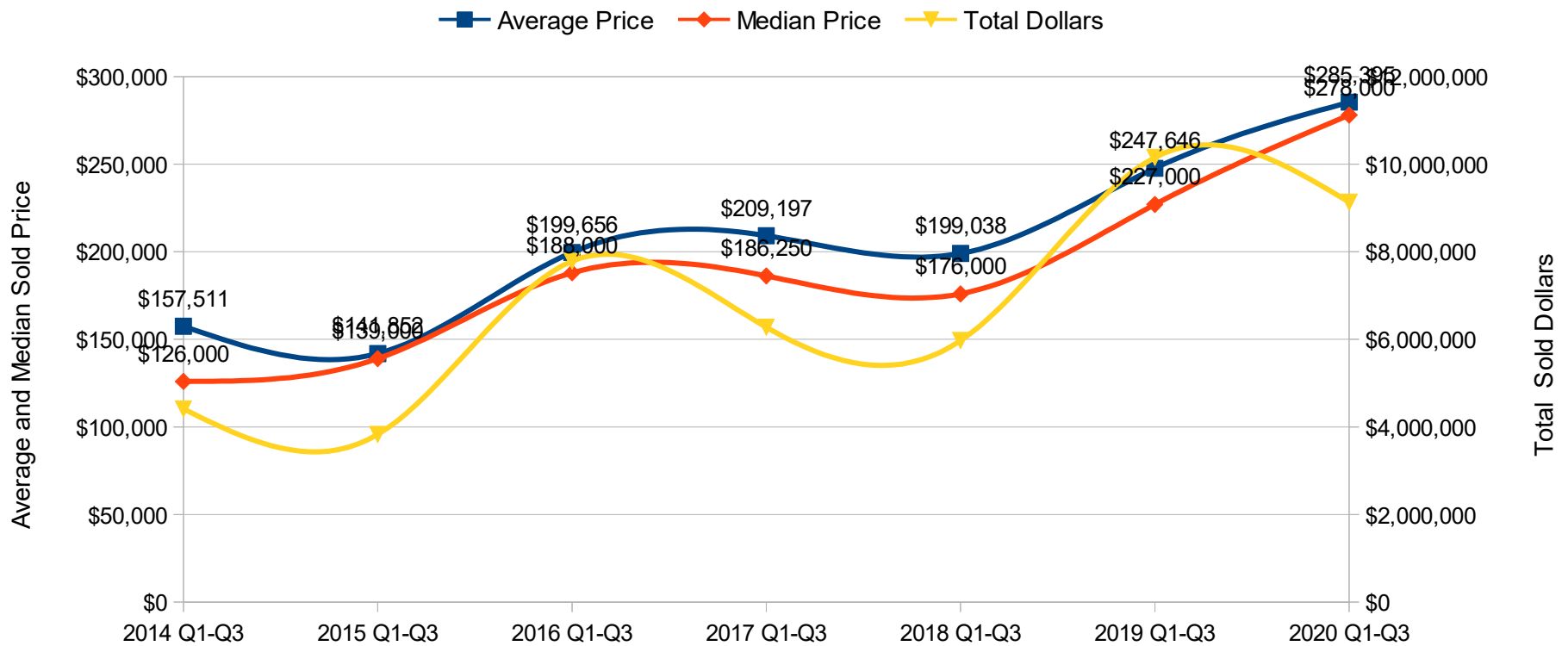
Condominiums Sold and DOM



Taos

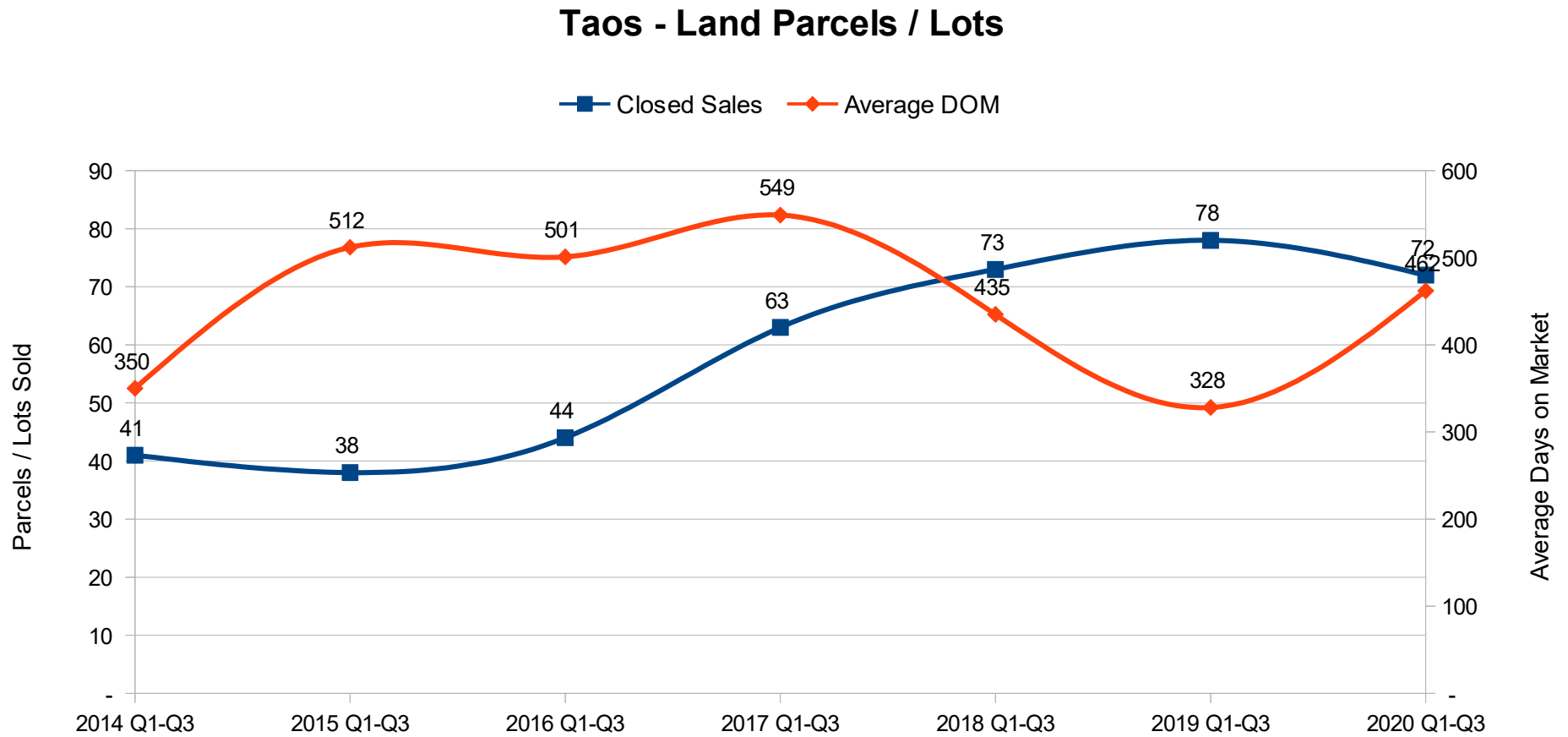
Condominiums Sold Prices

Taos - Condominiums



Taos

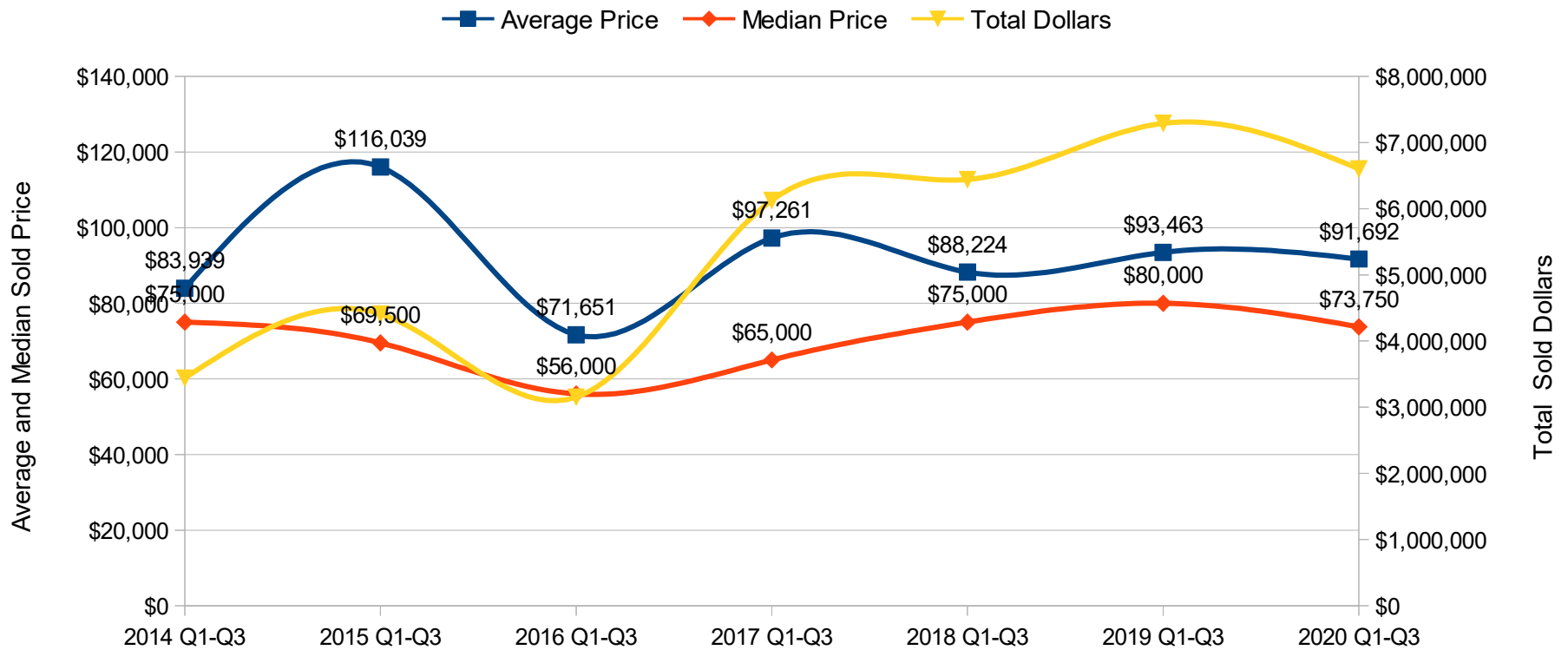
Land Parcels Sold and DOM



Taos

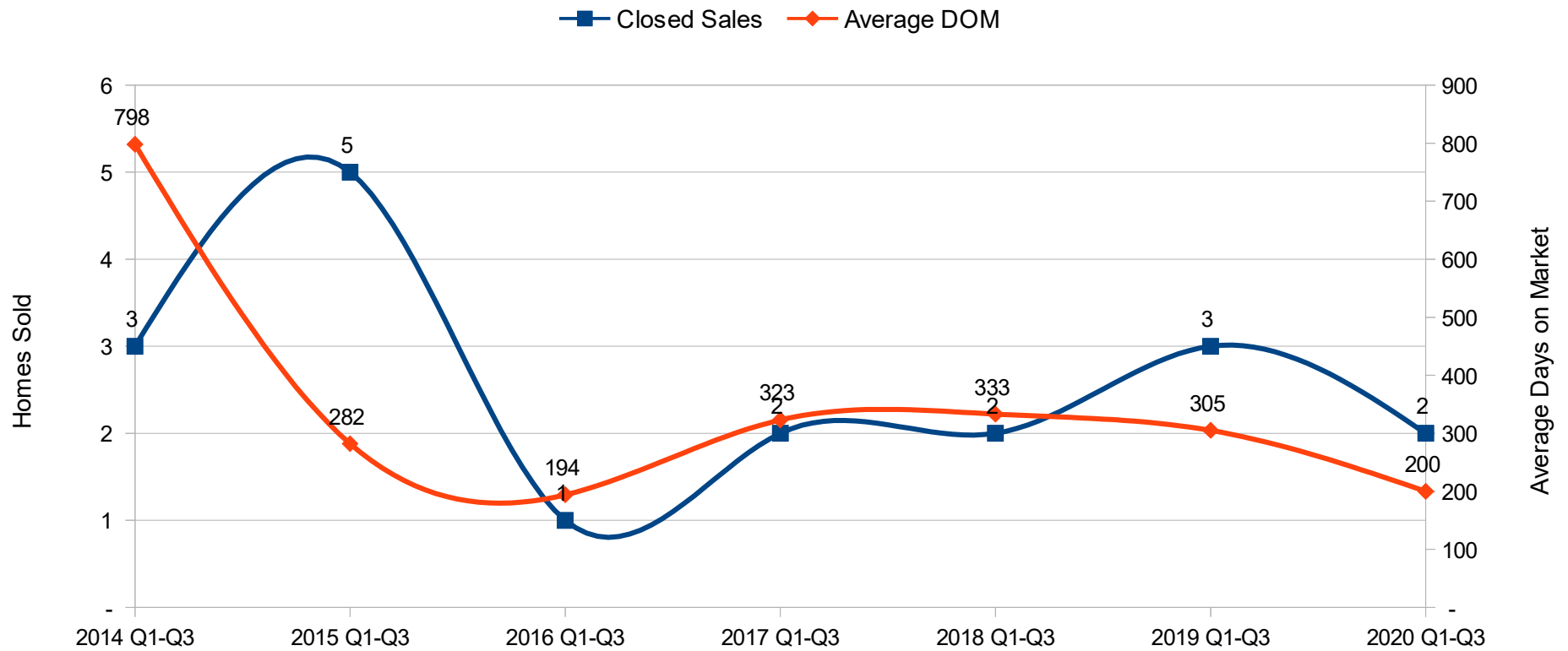
Land Parcels Sold Prices

Taos - Land Parcels / Lots



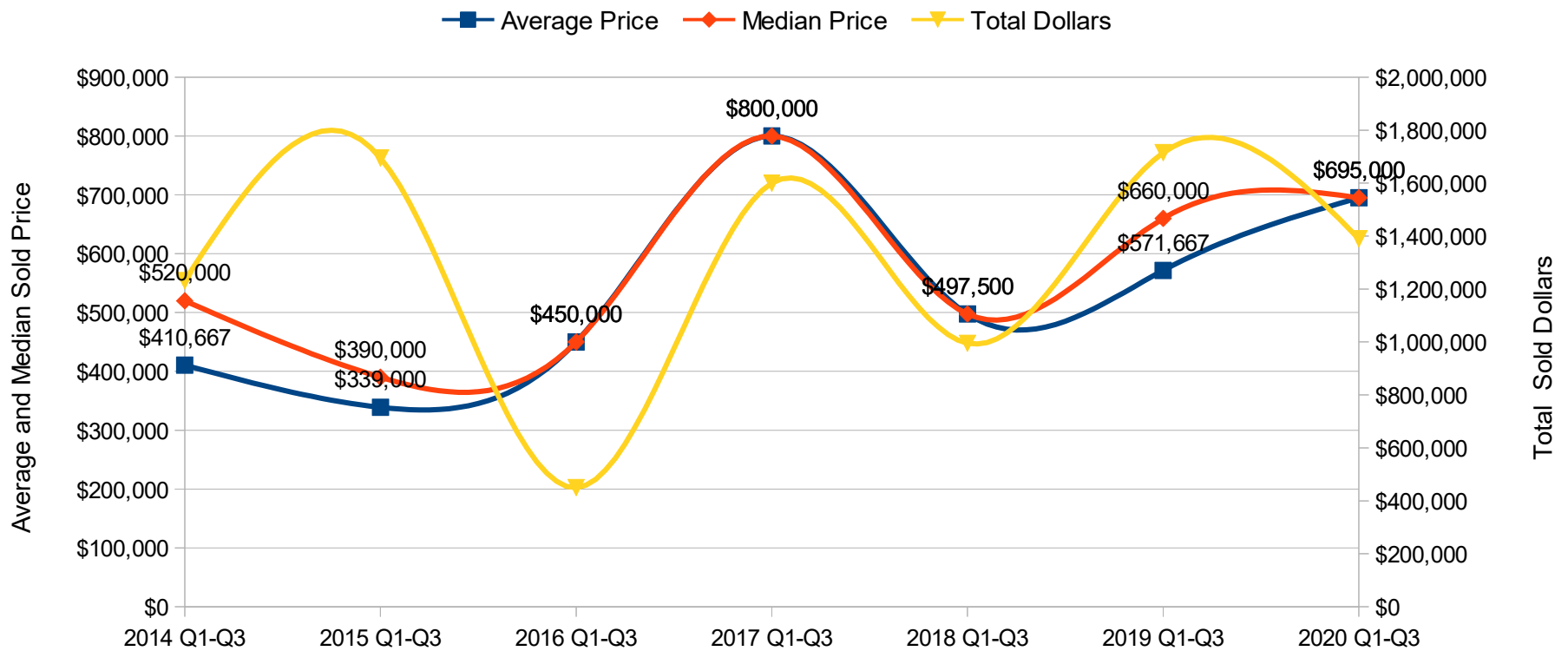
Taos Ski Valley Detached Homes Sold and DOM

Taos Ski Valley - Detached Homes



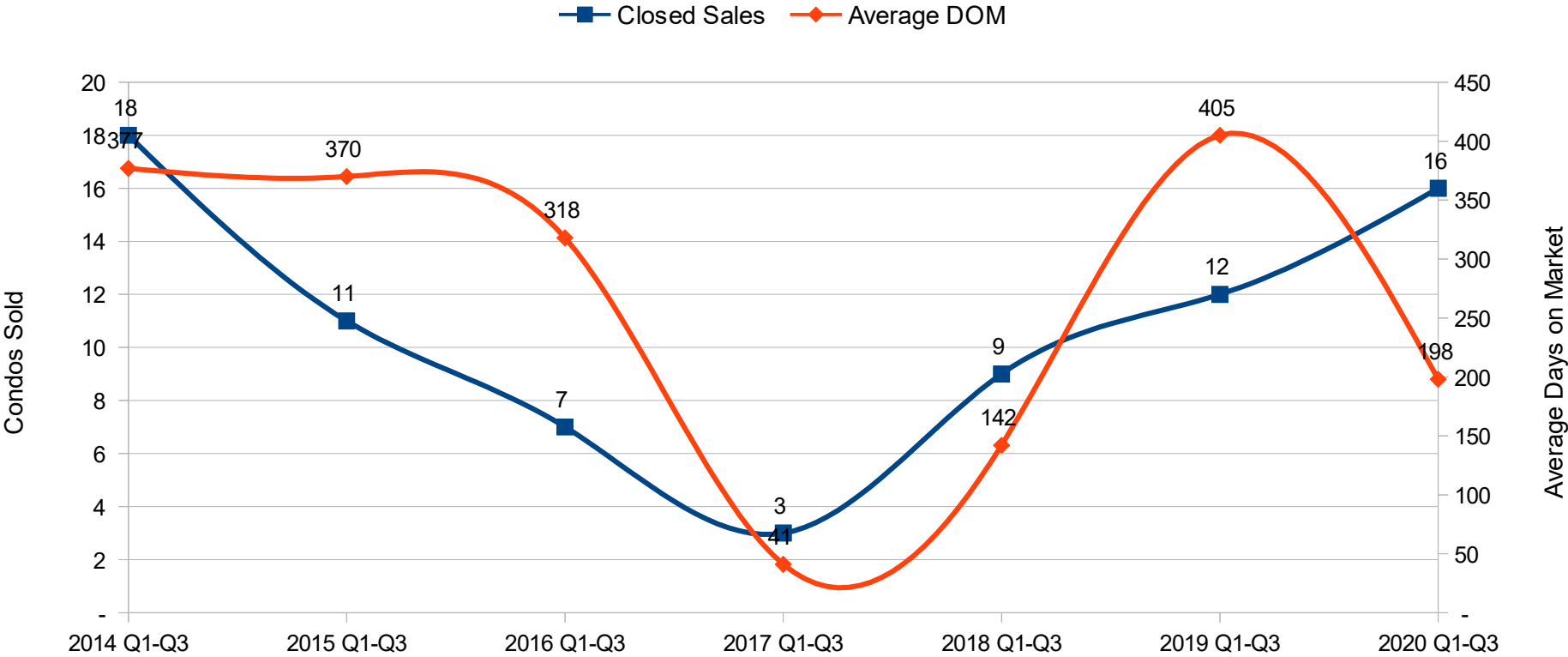
Taos Ski Valley Detached Homes Sold Prices

Taos Ski Valley - Detached Homes



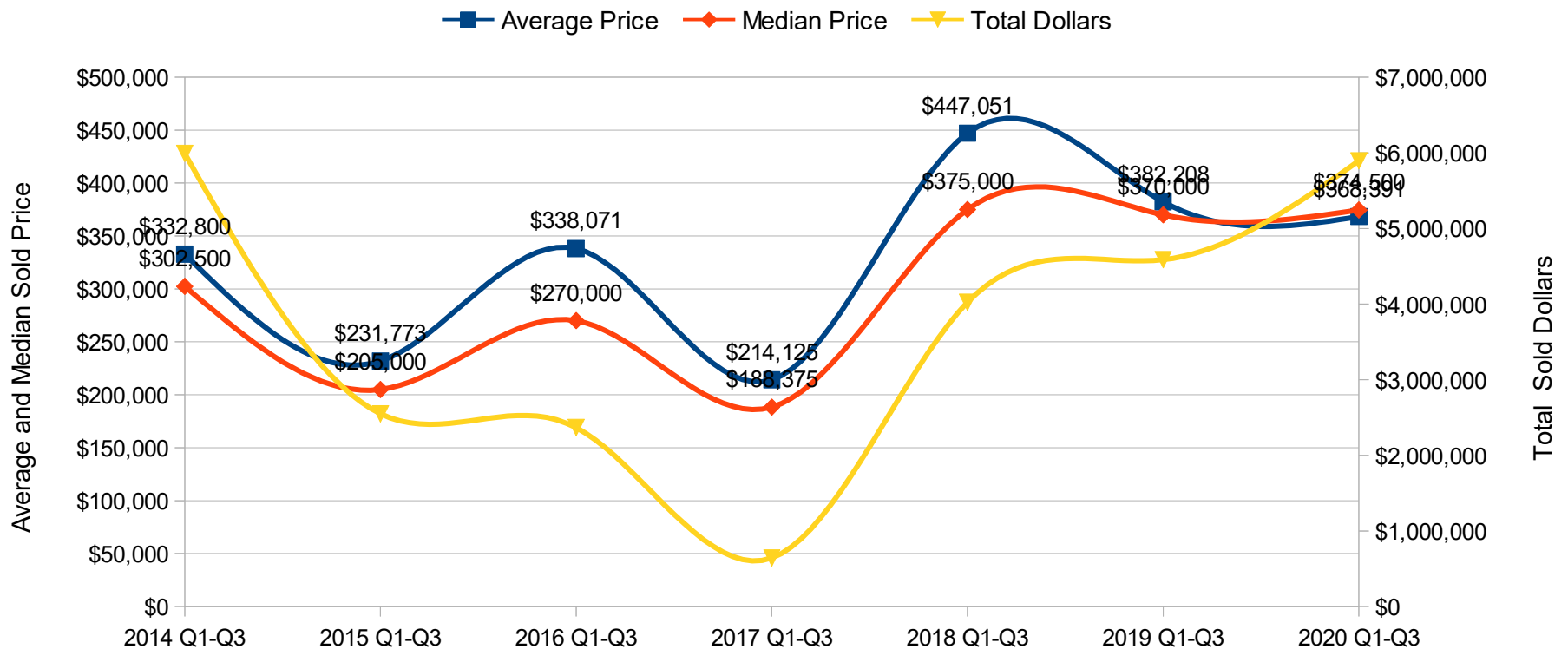
Taos Ski Valley Condominiums Sold and DOM

Taos Ski Valley - Condominiums



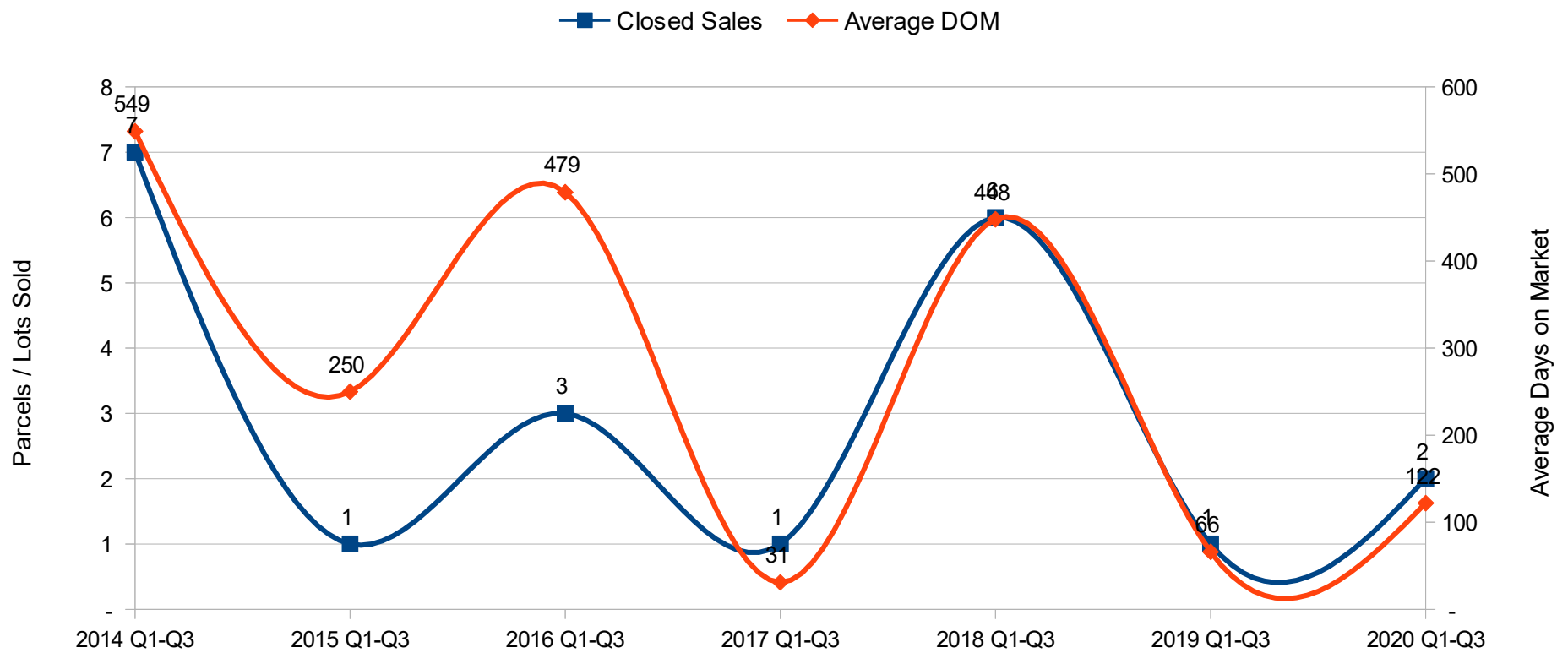
Taos Ski Valley Condominiums Sold Prices

Taos Ski Valley - Condominiums



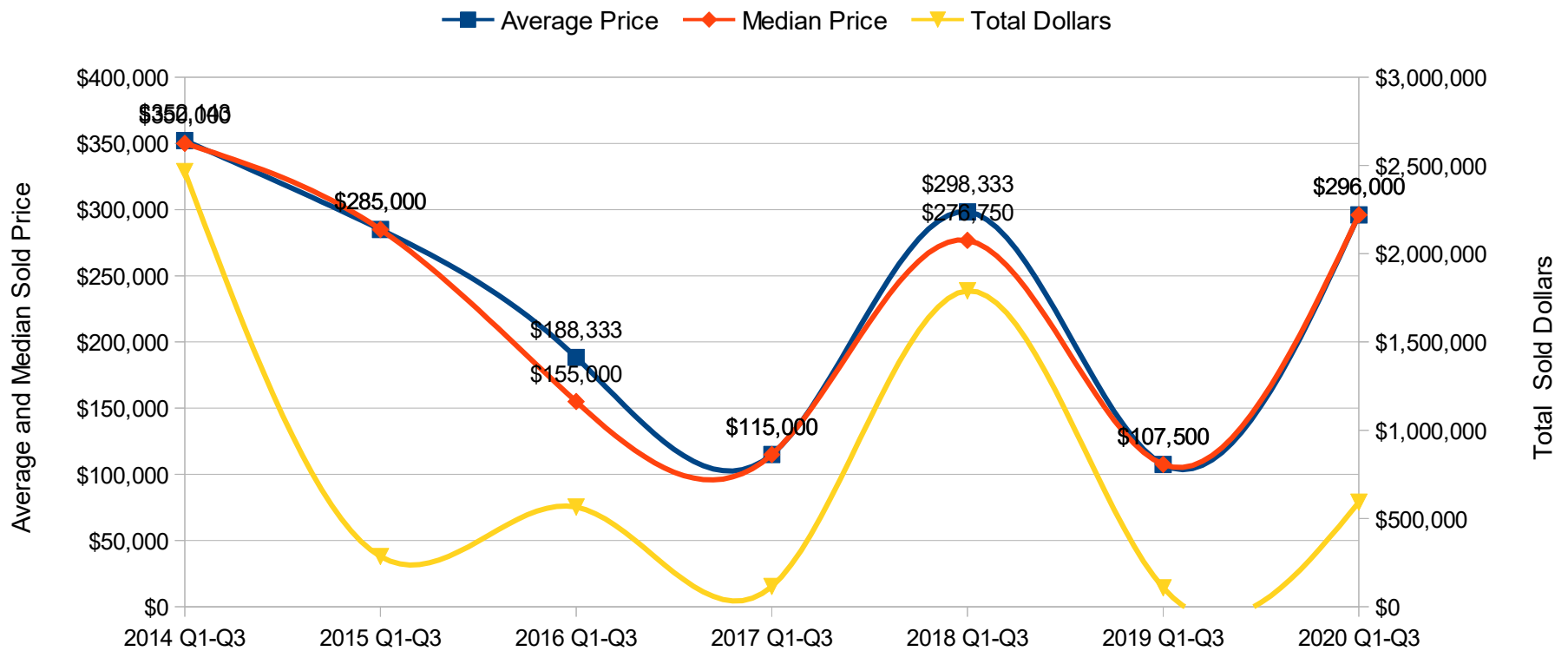
Taos Ski Valley Land Parcels Sold and DOM

Taos Ski Valley - Land Parcels / Lots

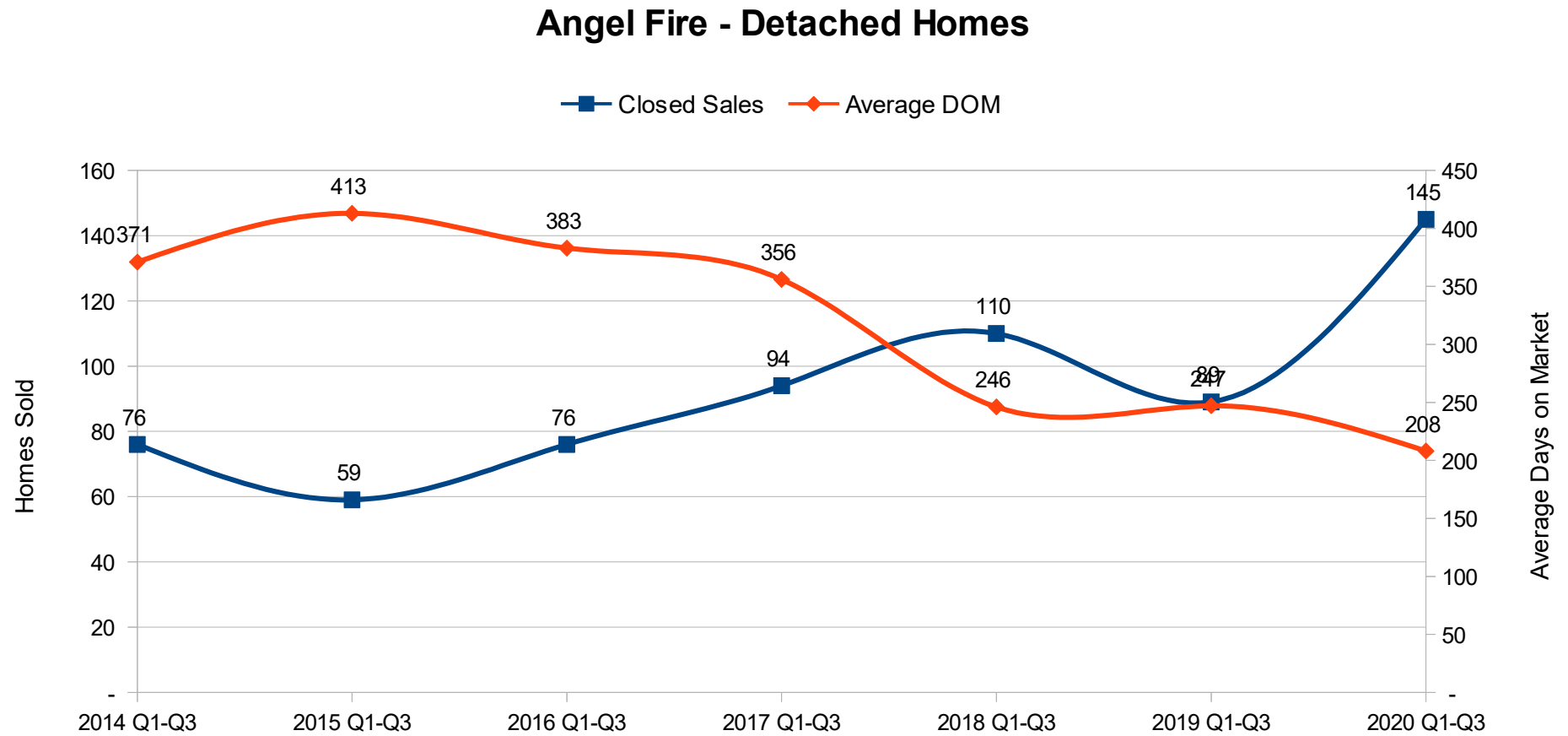


Taos Ski Valley Land Parcels Sold Prices

Taos Ski Valley - Land Parcels / Lots

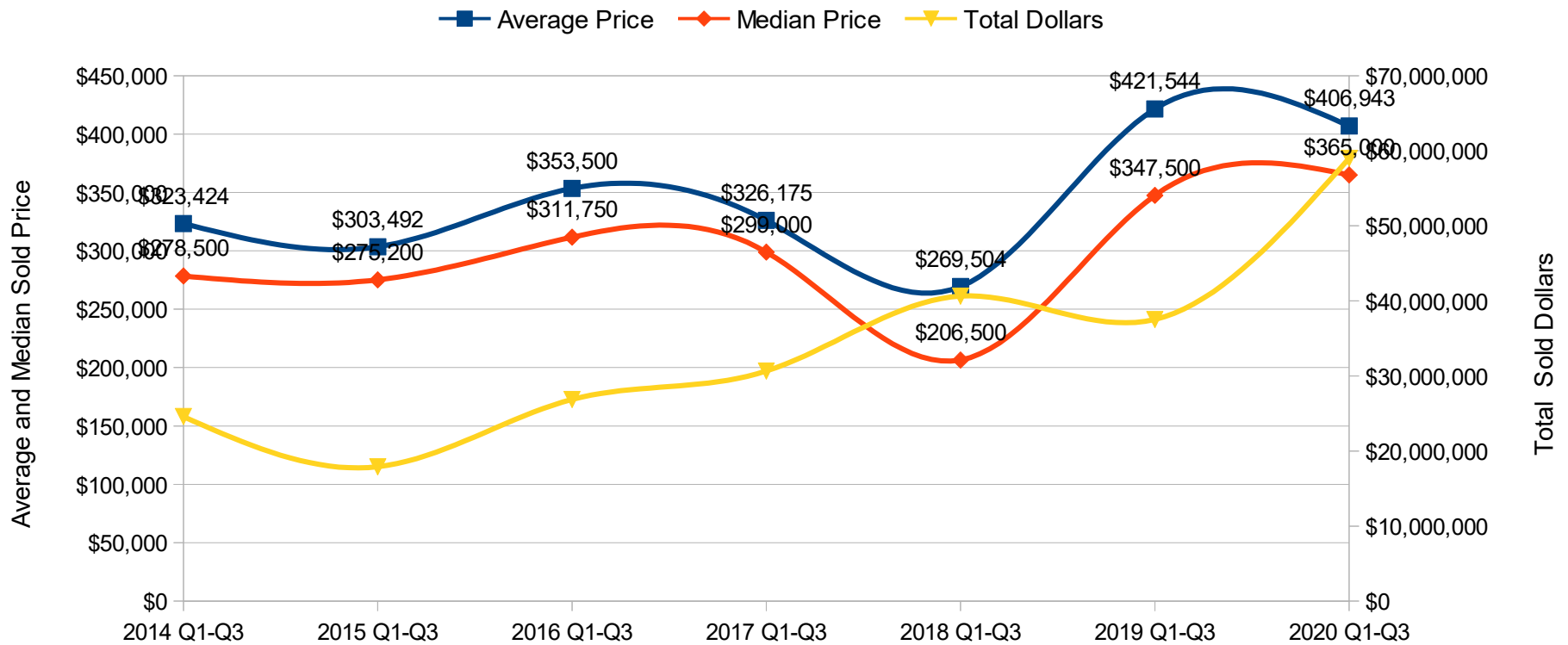


Angel Fire Detached Homes Sold and DOM

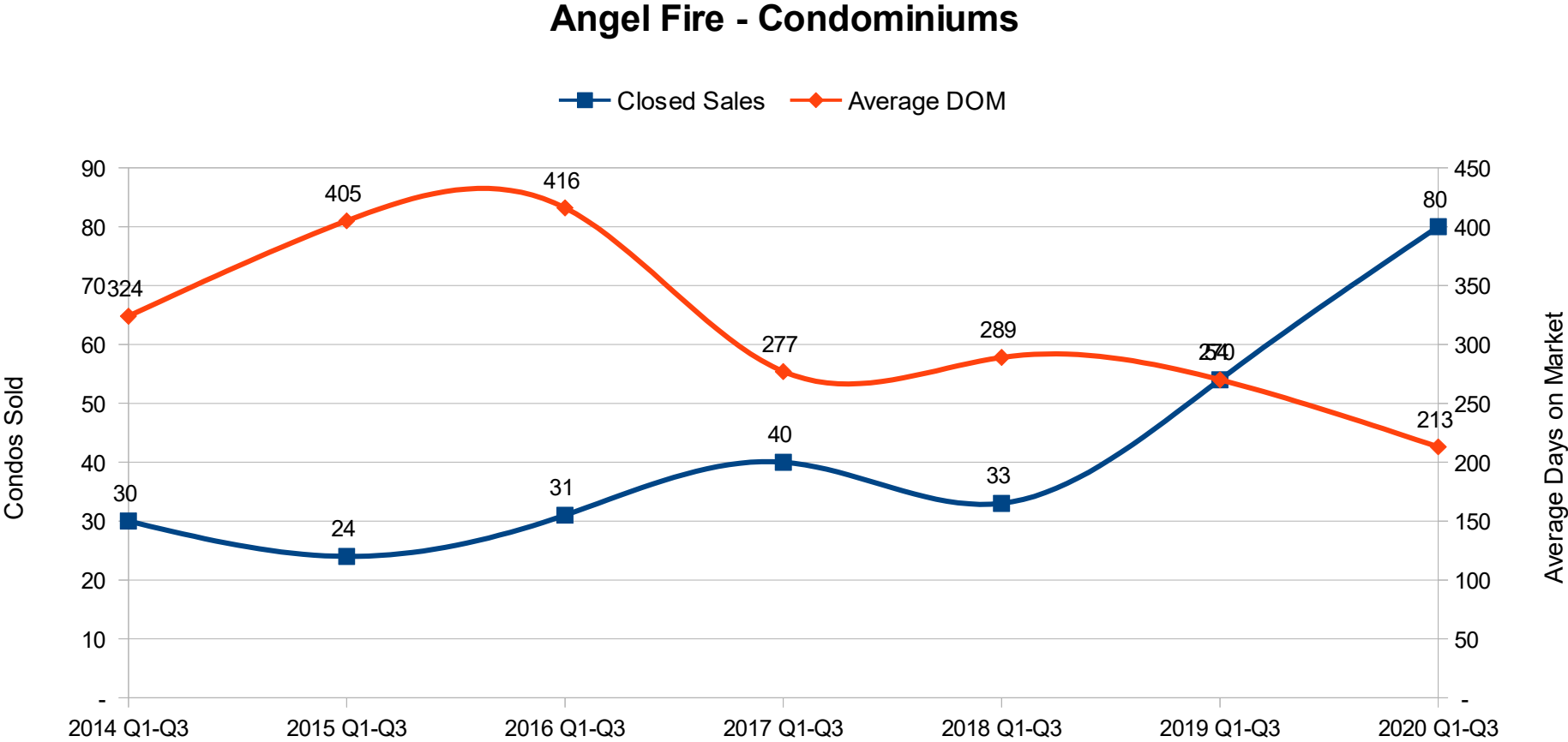


Angel Fire Detached Homes Sold Prices

Angel Fire - Detached Homes

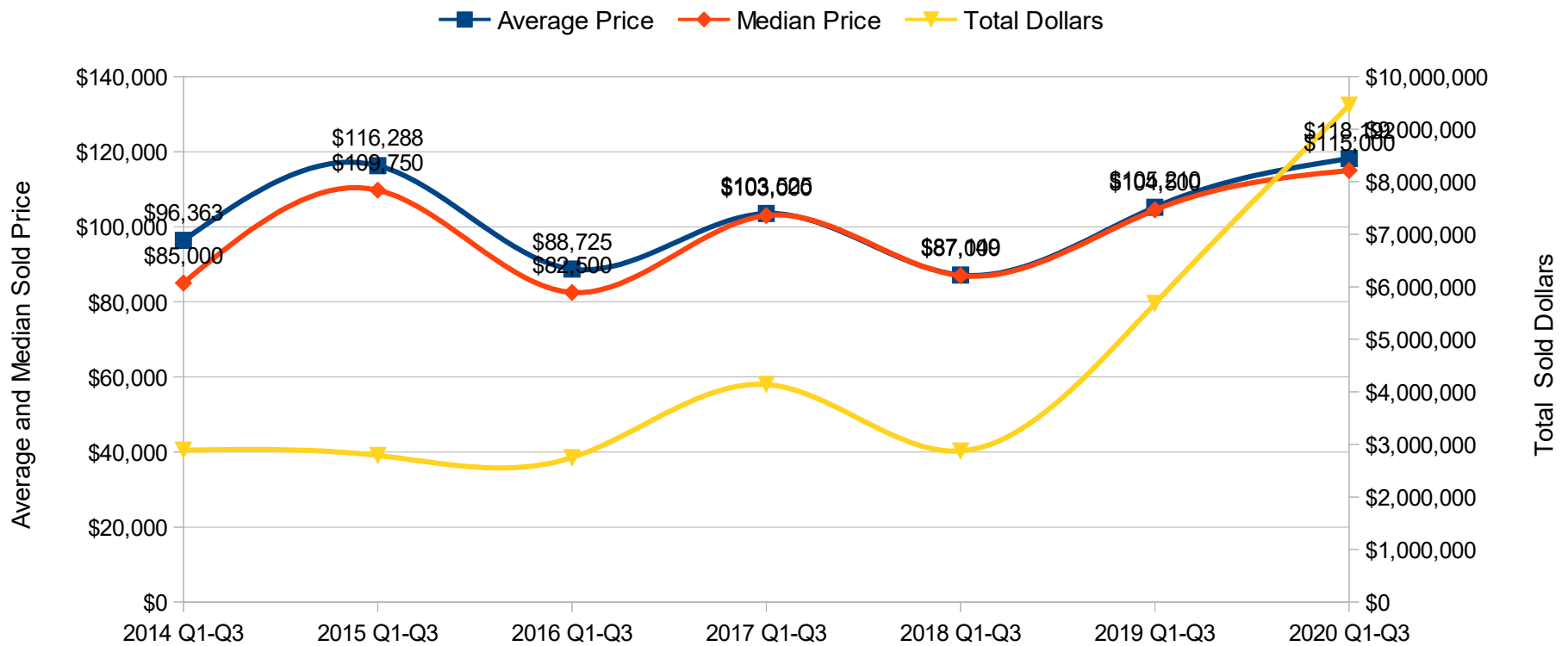


Angel Fire Condominiums Sold and DOM



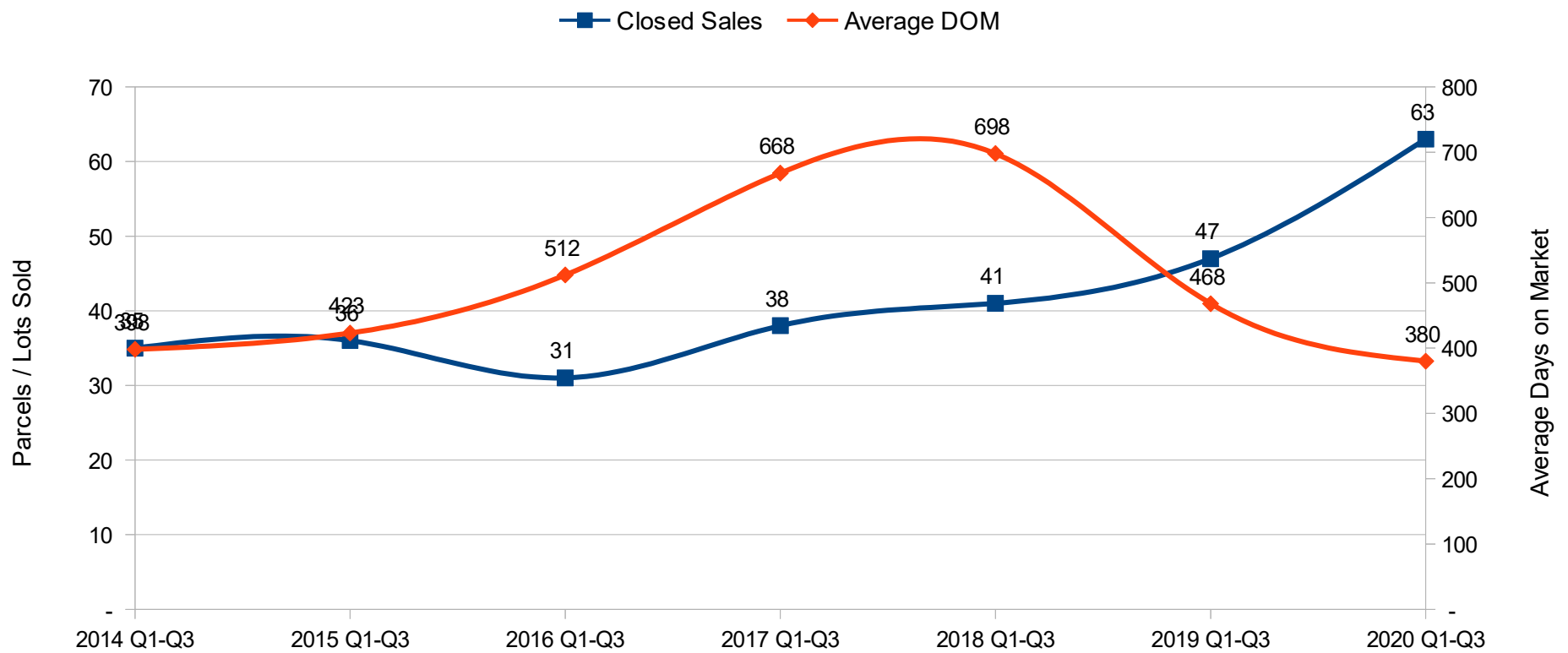
Angel Fire Condominiums Sold Prices

Angel Fire - Condominiums



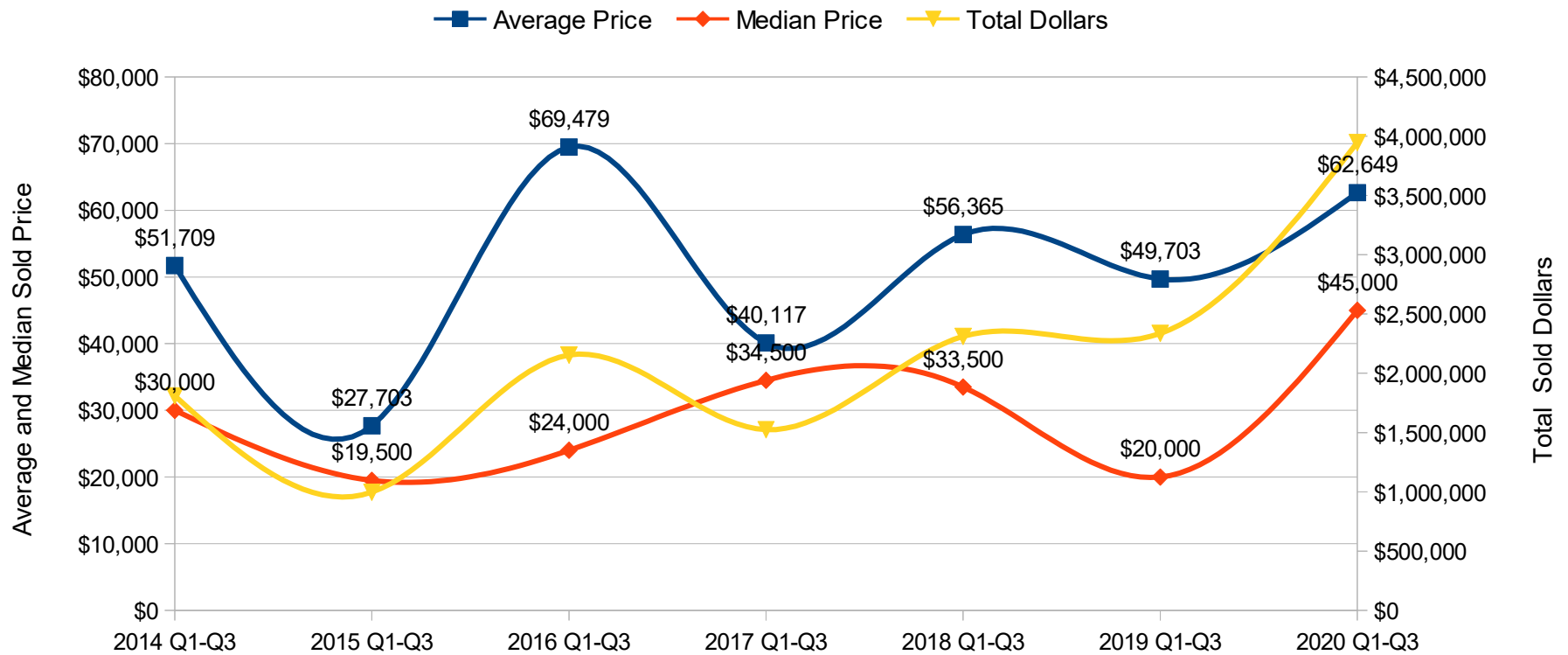
Angel Fire Land Parcels Sold and DOM

Angel Fire - Land Parcels / Lots

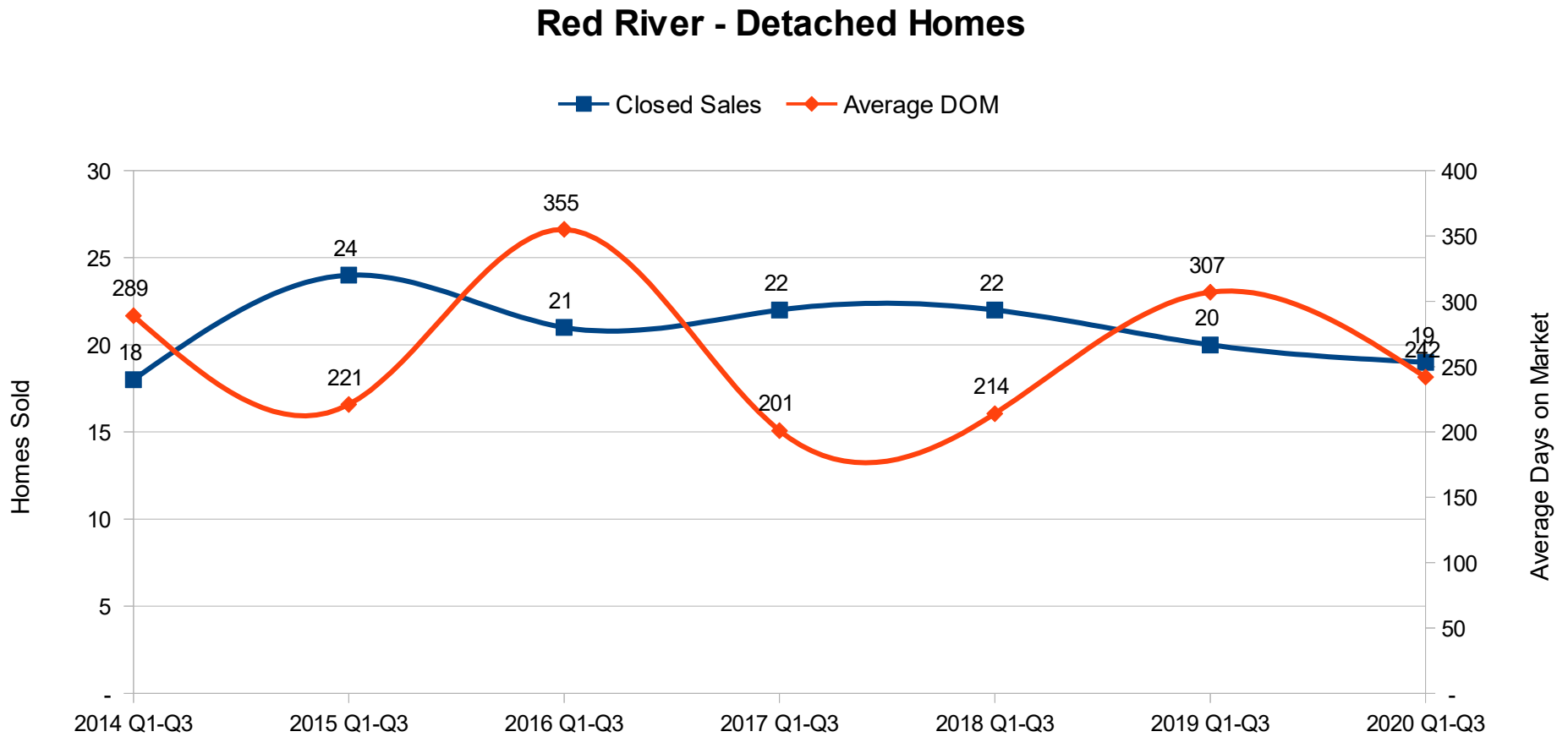


Angel Fire Land Parcels Prices

Angel Fire - Land Parcels / Lots

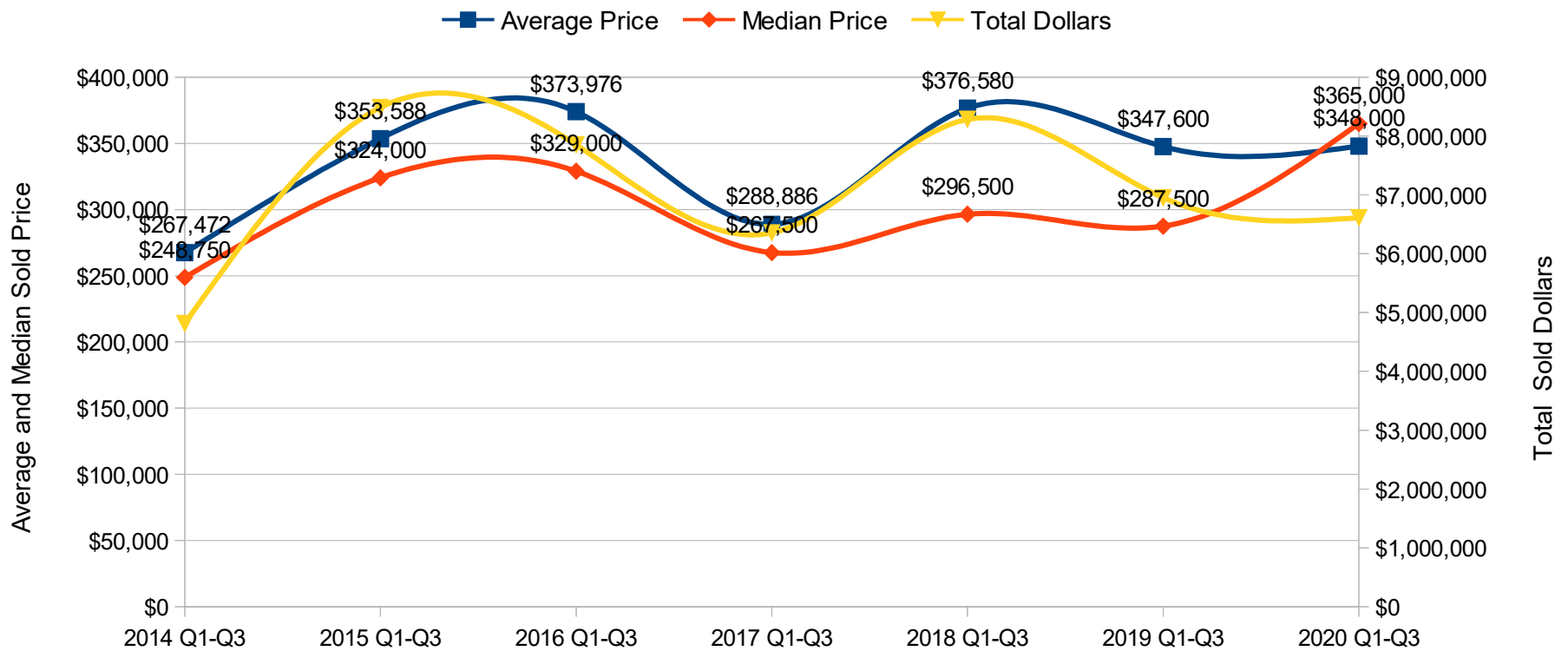


Red River Detached Homes Sold and DOM



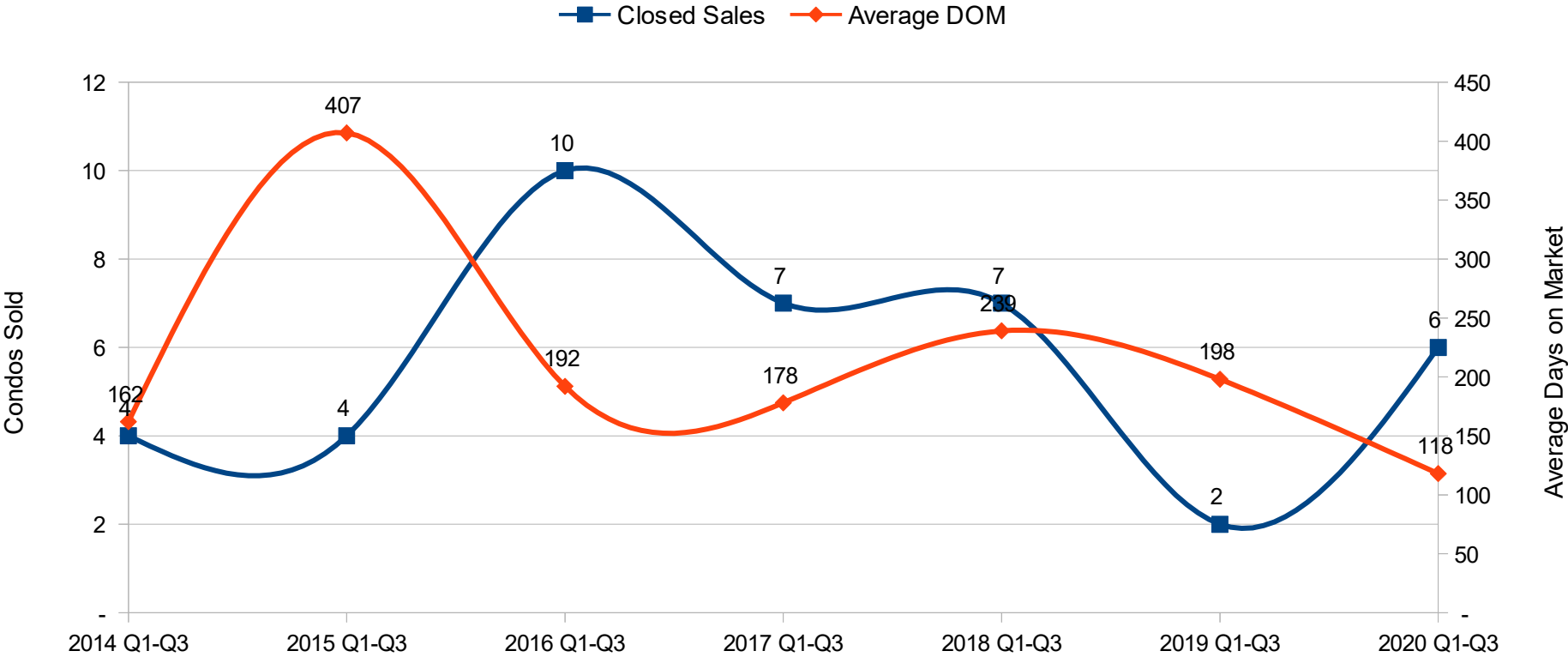
Red River Detached Homes Sold Prices

Red River - Detached Homes



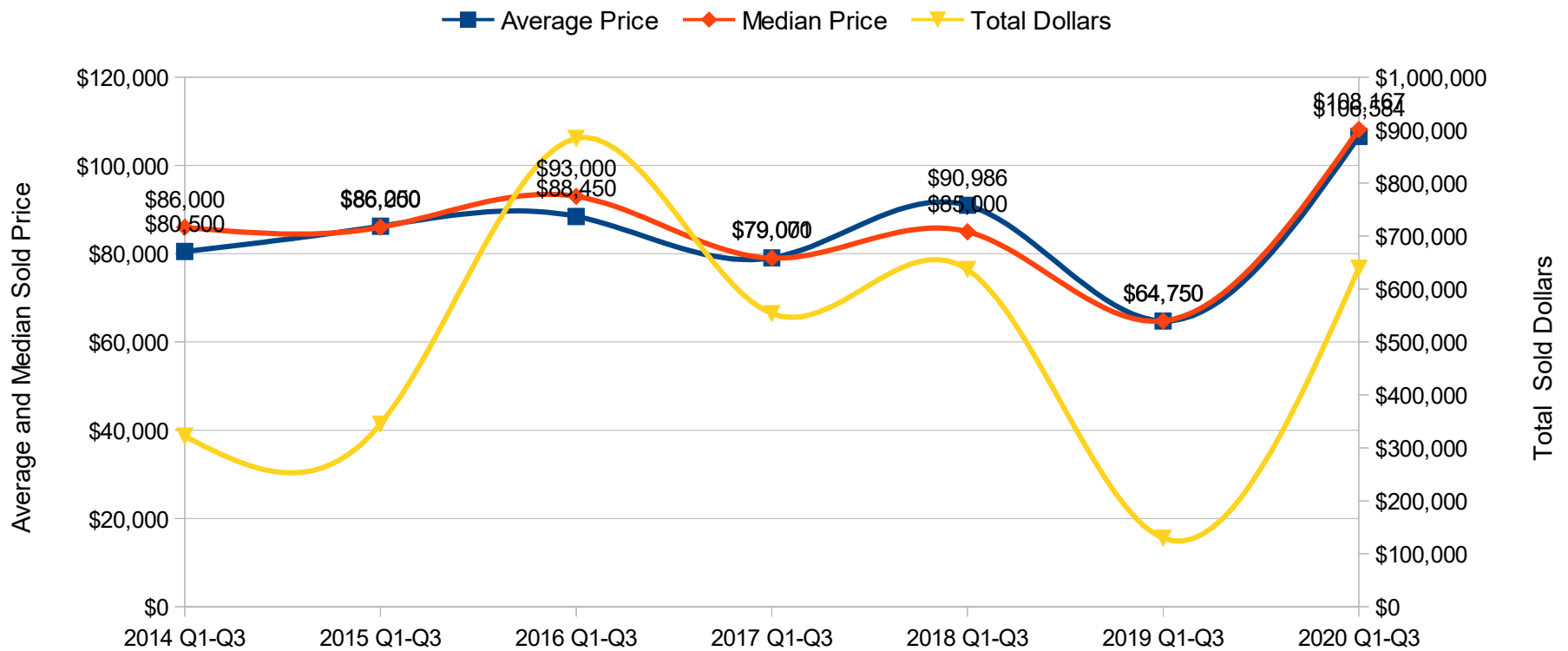
Red River Condominiums Sold and DOM

Red River - Condominiums



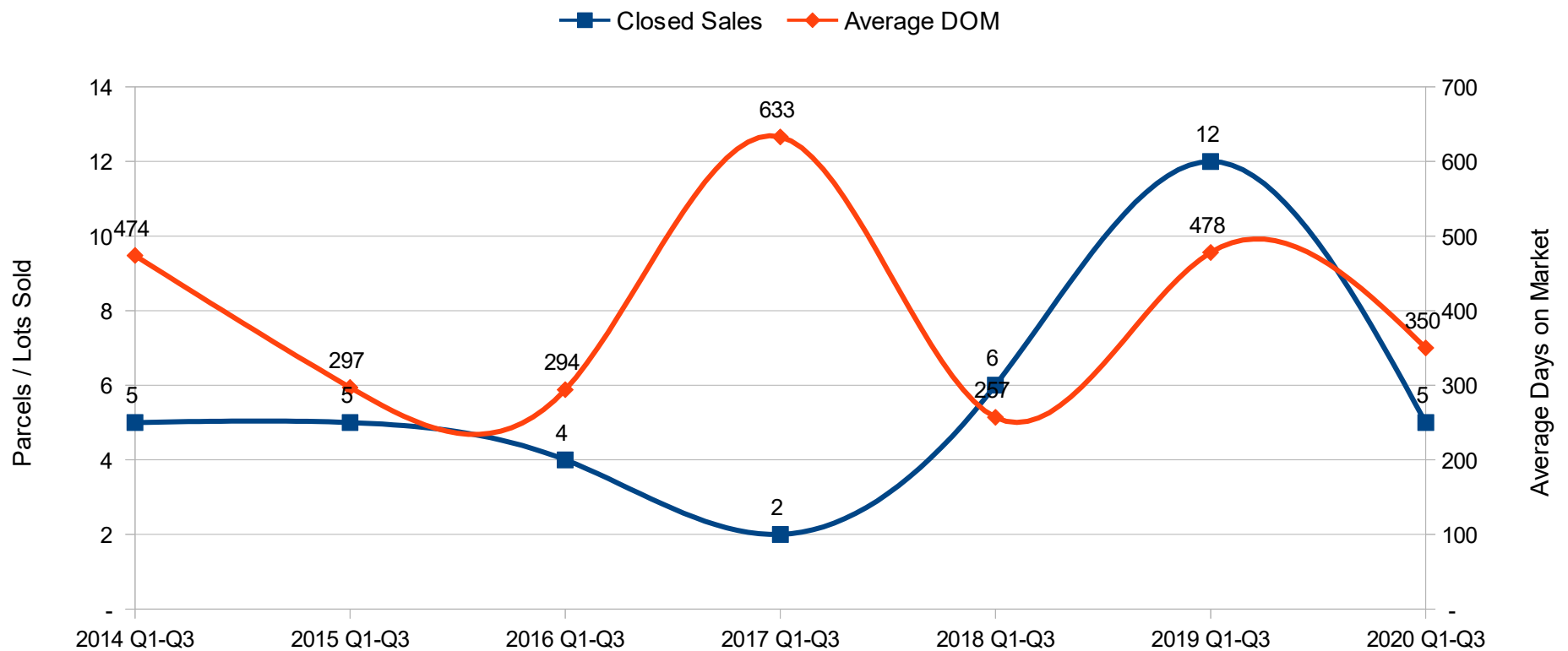
Red River Condominiums Sold Prices

Red River - Condominiums



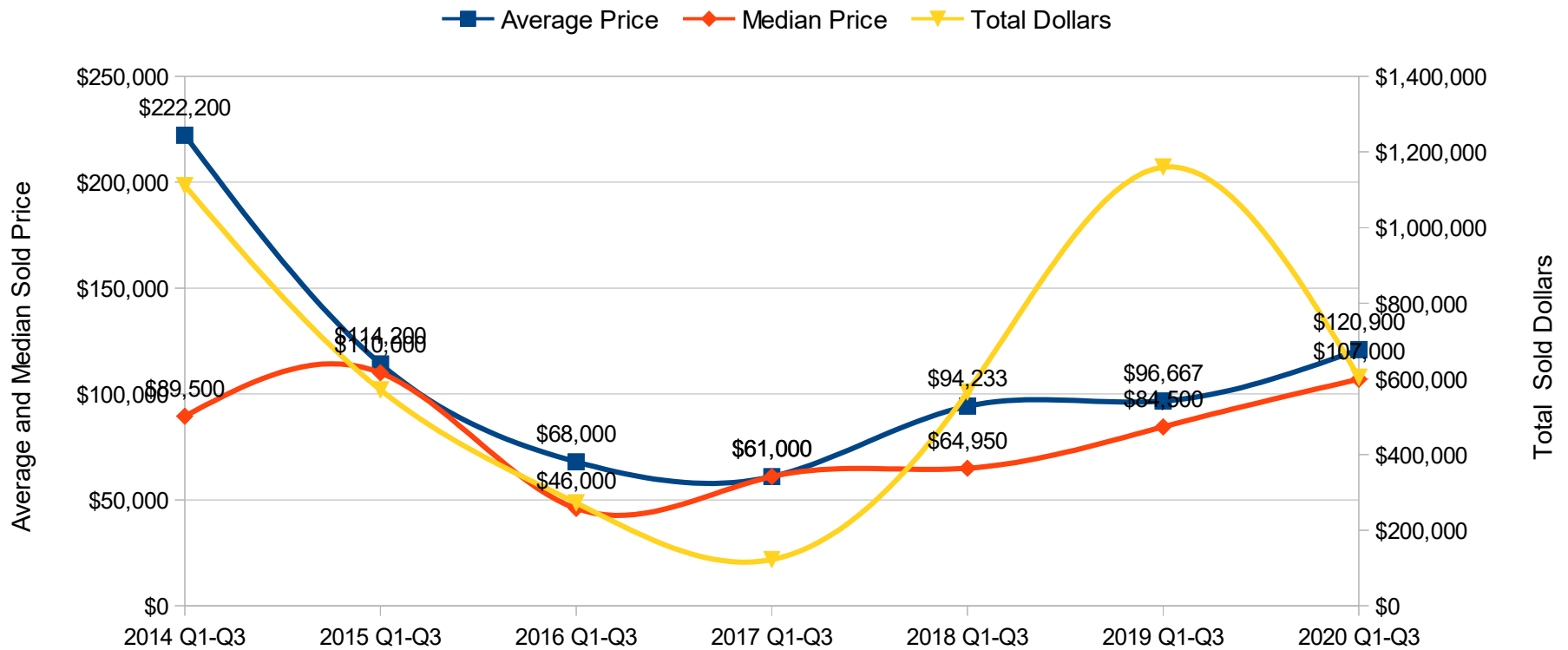
Red River Land Parcels Sold and DOM

Red River - Land Parcels / Lots



Red River Land Parcels Sold Prices

Red River - Land Parcels / Lots



Taos Real Estate Market Stats

For More Information

To find more information on the Taos area real estate market, visit...

<https://TaosCountyAssociationofRealtors.com>

Taos Area Real Estate Market Stats



Taos County Association of REALTORS® 2020 vs 2019 YTD :: 9-month Snapshot Local Real Estate Market Stats

	Single Family Homes			Condominiums			Land Parcels / Lots		
	2019	2020	Variance	2019	2020	Variance	2019	2020	Variance
Angel Fire NM									
Closed Sales	89	145	62.9%	54	80	48.1%	47	63	34.0%
Total Dollars	\$37,517,380	\$59,006,761	57.3%	\$5,681,325	\$9,455,350	66.4%	\$2,336,050	\$3,946,900	69.0%
Average Price	\$421,544	\$406,943	-3.5%	\$105,210	\$118,192	12.3%	\$49,703	\$62,649	26.0%
Median Price	\$347,500	\$365,000	5.0%	\$104,500	\$115,000	10.0%	\$20,000	\$45,000	125.0%
Average DOM	247	208	-15.8%	270	213	-21.1%	468	380	-18.8%
Red River NM									
Closed Sales	20	19	-5.0%	2	6	200.0%	12	5	-58.3%
Total Dollars	\$6,952,000	\$6,612,000	-4.9%	\$129,500	\$639,504	393.8%	\$1,160,000	\$604,500	-47.9%
Average Price	\$347,600	\$348,000	0.1%	\$64,750	\$106,584	64.6%	\$96,667	\$120,900	25.1%
Median Price	\$287,500	\$365,000	27.0%	\$64,750	\$108,167	67.1%	\$84,500	\$107,000	26.6%
Average DOM	307	242	-21.2%	198	118	-40.4%	478	350	-26.8%
Taos NM									
Closed Sales	155	196	26.5%	41	32	-22.0%	78	72	-7.7%
Total Dollars	\$55,805,085	\$75,312,845	35.0%	\$10,153,500	\$9,132,637	-10.1%	\$7,290,150	\$6,601,800	-9.4%
Average Price	\$360,033	\$384,249	6.7%	\$247,646	\$285,395	15.2%	\$93,463	\$91,692	-1.9%
Median Price	\$336,500	\$339,000	0.7%	\$227,000	\$278,000	22.5%	\$80,000	\$73,750	-7.8%
Average DOM	133	159	19.5%	115	60	-47.8%	328	462	40.9%
Taos Ski Valley NM									
Closed Sales	3	2	-33.3%	12	16	33.3%	1	2	100.0%
Total Dollars	\$1,715,000	\$1,390,000	-19.0%	\$4,586,500	\$5,894,250	28.5%	\$107,500	\$592,000	450.7%
Average Price	\$571,667	\$695,000	21.6%	\$382,208	\$368,391	-3.6%	\$107,500	\$296,000	175.3%
Median Price	\$660,000	\$695,000	5.3%	\$370,000	\$374,500	1.2%	\$107,500	\$296,000	175.3%
Average DOM	305	200	-34.4%	405	198	-51.1%	66	122	84.8%

Based on information from the Taos County Association of REALTORS® for the period Jan-Sep 2020 vs Jan-Sep 2019.
Information is deemed to be reliable but is not guaranteed.

Report Date: 10/01/20

The Taos County Association of Realtors (TCAR) serves all of Taos County and western Colfax County, including 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.

Taos Real Estate Market Stats

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