



e-newsletter: Winter 2010

YOUR PERSONAL TAOS CONNECTION

Taos, New Mexico

#1 Real Estate Company in the Taos Area

MARKET TRENDS

I am sure you have been reading journals and articles the past couple of months. Across the nation there has been increased unit sales in the last quarter. Plus, prices and borrowing costs are low.

But there is good news, bad news. Commenting on the tax credit of November and its extension, one article stated, "We definitely 'borrowed' some sales from future months....expect the next 'feeding frenzy' to come in the spring". (see chart below about Tax Credit.)

* For all of 2009, there were 5.16 million homes sales, up 4.9% from 4.91 million in 2008. It was the first annual sales gain since 2005. Taos was slow to fall, and should start to see an upturn in 2010.

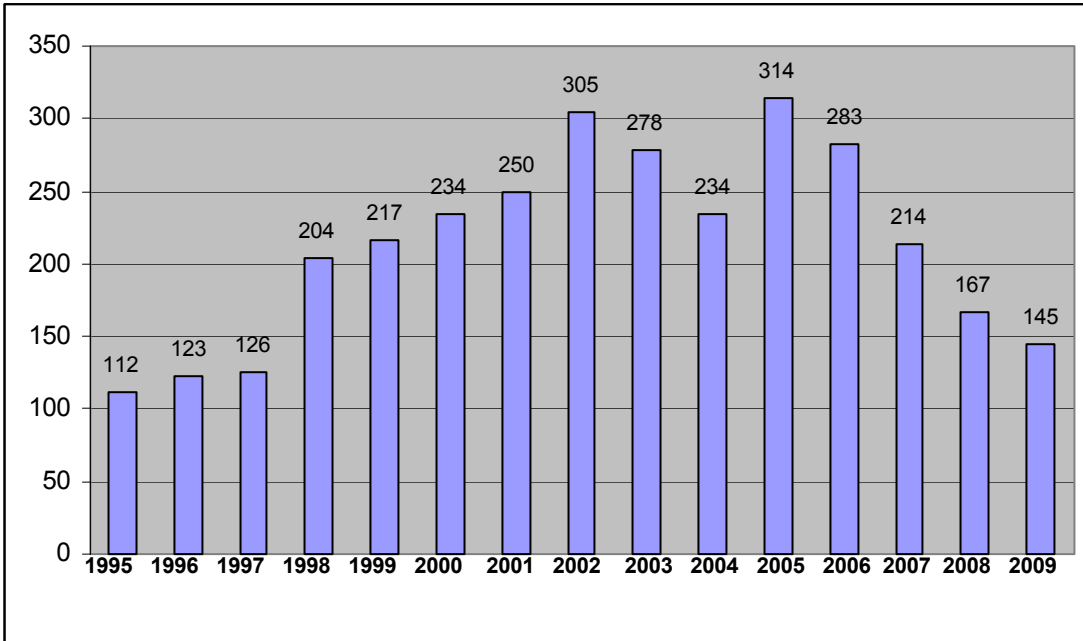
LOCAL TRENDS

In particular markets, inventories have dropped and sales prices are rising. In Taos, we have seen inventory drop, but many sellers have taken their properties off the market for several reasons: 1) don't have to sell and will wait until the market takes a turn upward, 2) winter/spring historically can be a slow time of year for sales and will relist in the spring, 3) sellers are reevaluating their property needs, or 4) refinancing process is taking a longer period of time.

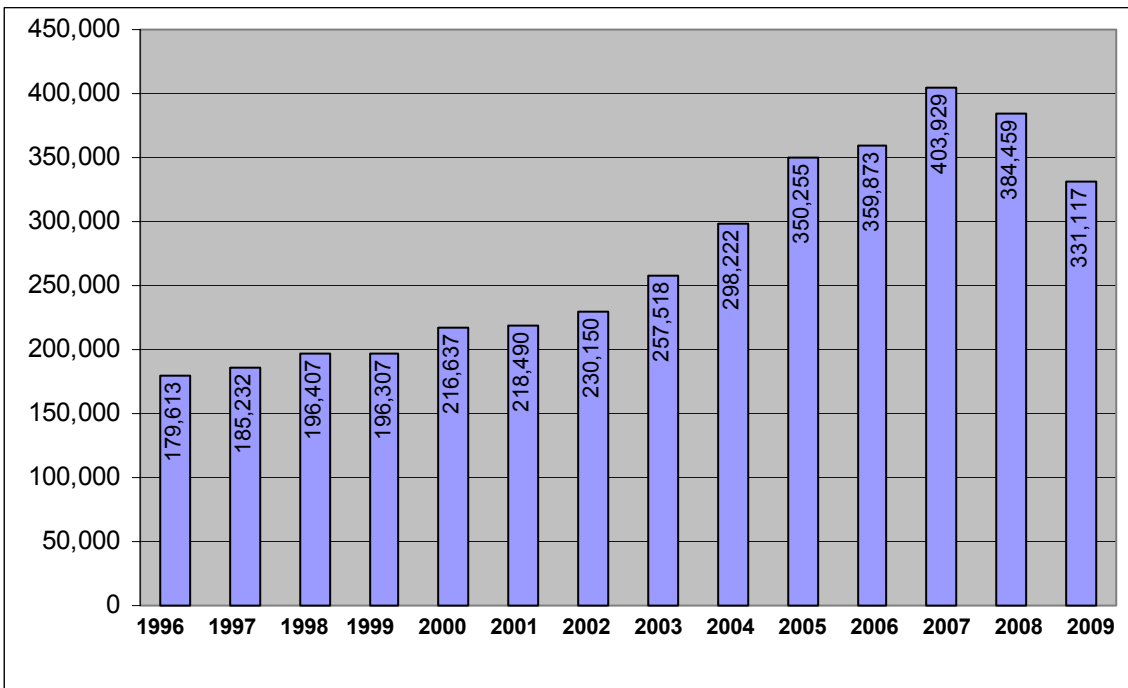
As for sales prices rising, after a big dip in the beginning of 2009 to \$324,163, prices rallied to \$331,117 for the year. This is now compared to 2004/2005 average sales price in Taos.

Our market suffered this year. As you can see in the charts below, single family residential sales decreased to 145 units sold, a 14% decrease from 2008. Overall market was 15% down from 2008 and 35% down in sales volume. We look forward to an upward swing for 2010.

Single Family: 1995 – 2009
Units Sold



Taos MLS Single Family: 1996 – 2009
Average Sales Price per year



Credit available to 1st Homebuyer & Current Homeowners

\$8000 credit for first home buyers. \$6500 credit for current home owners.

<i>FEATURE</i>	Jan 1 – November 30, 2009 Rules as Enacted February 2009	December 1 – April 30, 2010 Rules as enacted November 2009
First-time Buyer – Amount of Credit	\$8000 (\$4000 married filing separate)	\$8000 (\$4000 married filing separate)
First-time Buyer- Definition for Eligibility	May not have had an interest In a principal residence for 3 years prior to purchase	Same
Current Homeowner – Amount of Credit	No Provision	\$6500 (\$3250 married filing separate)
Effective Date – Current Owner	No Provision	Date of Enactment
Current Homeowner – Definition for Eligibility	No Provision	Must have used the home sold or being s as a principal residence consecutively for of the previous 8 years
Termination of Credit	(Purchases after November 30, 2009. (Becomes April 30,2010 on Date of Enactment.)	Purchases after April 30, 2010
Binding Contract Rule	None	So long as a written binding contract to purchase is in effect on April 30, 2010, t purchaser will have until July 1, 2010 close.
Income Limits (Note: Increased income limits are effective as of date of enactment of bill)	\$75,000 – Single \$150,000 – married Additional \$20,000 phase out	\$125,000 – single \$225,000 – married Additional \$20,000 phase out
Limitation of Cost of Purchased Home	None	\$800,000 Effective Date of Enactment
Purchase by a Dependent	No Provision	Ineligible Effective Date of Enactment
Anti-fraud Rule	None	Purchaser must attach documentation of purchase to tax return

FUN STUFF

<http://www.reuters.com:80/article/idUSTRE5B30LL20091204>

Where do you want to spend the Holidays next year?

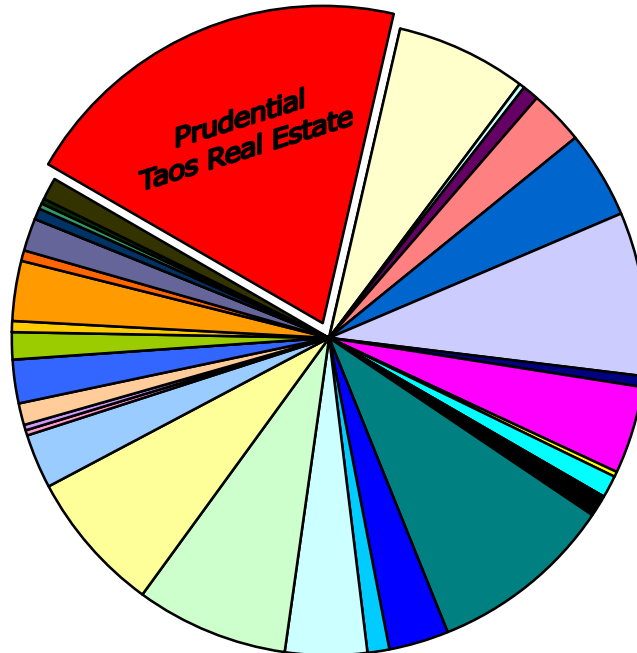
<http://rismedia.com/2010-01-24/top-10-must-have-features-in-todays-new-homes/>

Interesting to see how Taos homes fit into the list.

PRUDENTIAL TRENDS

Prudential Taos Real Estate once again holds the number #1 position in the Taos real estate market for 2009. Sales may have been down, but real estate still happens. Prudential Taos Real Estate is a full service real estate agency with professional licensees for nearly 23 years.

Total Market Share in Sales Volume: Taos MLS 2009
(Excluding: Angel Fire, Red River, Velarde, Black Lake, Chama, Other)
Comparing Prudential to the 35 Offices that had production in 2009



"Do business with the real estate professionals who are doing the business."

Information

Taos Multiple Listing Service:

(MLS) from the website, www.PrudentialTaosRealEstate.com enabling you to experience "one-stop" shopping and total view of all properties currently listed in Taos and its surrounding areas.

Prudential website:

www.PrudentialTaosRealEstate.com is updated on a daily basis bringing you the real estate offered by Prudential Taos Real Estate "up, front and personal". Virtual tours of many of our properties are all on the site. Residential, land, commercial and investment properties are all featured.

Real Estate Guide:

Featuring all current Prudential listings in a magazine format. Perfect as a reference guide including a calendar of events for the upcoming season and trends affecting the real estate market. This guide can be seen at:

www.PrudentialTaosRealEstate.com



Prudential Taos Real Estate is the leader in Taos real estate to provide RealBiz360 **virtual tours** of residential and commercial listings. These property "videos" are posted on our website, www.PrudentialTaosRealEstate.com, and www.realtor.com. New tours are added on a regular basis and new listings are added daily, so check the website often to see what's new! Please come and visit us soon! Call us toll free: 1-800-530-8899



What is **GREEN**? Solar energy, passive & active, recycled materials, off- the grid, sustainable. It is about being friendly with your environment and being pro-active in thinking about the future. All of us can help to sustain our environment. It is available and affordable. Rain catchment systems taking gray water to your garden & trees, tram walls capturing heat with southern exposure windows, vent & heat mass, alternative/recycle building materials such as tires, pumice, rastra block & strawbale, all are adaptable means of being energy efficient.

Look for our green logo throughout our publications and websites. It will take you one step closer to economic, ecologic and sustainable living.

All the Beautiful Properties are at One Address:
www.PrudentialTaosRealestate.com

Contact

- 314A Paseo del Pueblo Norte, Taos, NM 87571
- Office 575-758-1924
- Fax 575-758-4833
- Toll free 1-800-530-8899

Links

- www.realtor.com
- www.skitaos.org
- www.taosvacationguide.com