

Real Estate News from Tierney Skahill



MEMO: Durango Real Estate...Recession Over

The real estate market is recovering. I have not experienced this much activity since 2007. Buyers have realized that this is a fantastic time to buy and are buying. Prices have adjusted and interest rates are still in the 4's. There is a lot of inventory to absorb but provides buyers with many choices.

Buy Now – A recession is a terrible thing to waste!

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Call me for Good Advice



TIERNEY MOVES TO RE/MAX PINNACLE

I moved to the brand new RE/MAX Pinnacle June 16th. RE/MAX is the abbreviation for Real Estate Maximus. It is the #1 real estate company on the planet. It is an excellent business decision for myself as well as the properties I represent. RE/MAX is a Colorado Company. I love that. Interestingly enough the balloon logo was created at the 1978 Albuquerque Balloon Fiesta.



Real estate has moved almost completely toward internet marketing and RE/MAX stands above the others in what it has to offer, hence the slogan, "Above the Crowd." The new office is located at 111 West College Drive, behind Jean Pierre. Our office was the original ice house in Durango. **Come in and visit if you get a chance.**



RE/MAX versus the Industry

Nobody Sells More Real Estate Than RE/MAX®

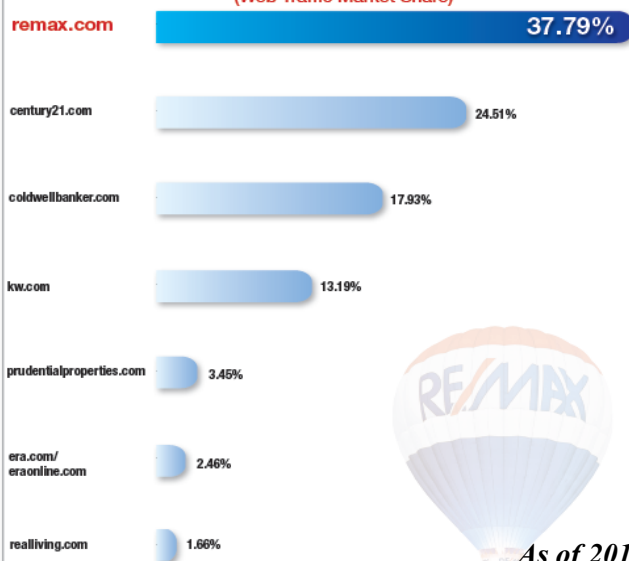
As of 2010



Most Visited

The chart below indicates which websites buyers and sellers visit for their real estate needs. remax.com is the most visited real estate franchise website. Millions of buyers and sellers visit remax.com each month, creating a site that continues to generate more leads and business for you.

remax.com vs franchise competitors (Web Traffic Market Share)



As of 2011

2nd Quarter Statistical Comparisons 2010 & 2011

Second Quarter Statistics Residential	2010 # Sold	2011 # Sold	% Change	2010 Total \$ Volume	2011 Total \$ Volume	% Change	2010 Sold Avg Price	2011 Sold Avg Price	% Change	2011 Avg Days on market	# Homes for sale (active)	# Homes Under Contract (pending)
City of Durango, Homes	36	48	33%	\$13,139,176	\$19,522,828	49%	\$364,994	\$406,726	11%	193	116	24
Durango Rural, Homes	52	46	-12%	\$28,765,352	\$21,627,050	-25%	\$551,045	\$470,153	-15%	224	448	27
City of Bayfield, Homes	7	3	-57%	\$1,797,805	\$720,000	-60%	\$256,829	\$240,000	-7%	53	38	6
Bayfield Rural, Homes	11	30	173%	\$2,816,753	\$8,105,555	188%	\$256,068	\$270,185	6%	108	117	12
Ignacio All homes	6	3	-50%	\$1,113,058	\$542,401	-51%	\$185,500	\$180,800	-3%	236	33	1
Resort Homes	2	4	100%	\$1,154,500	\$3,185,000	176%	\$577,250	\$796,250	38%	616!	48	1
Vallecito, All homes	4	3	-25%	\$1,225,000	\$744,000	-39%	\$306,250	\$248,000	-19%	261	53	3

Second Quarter Statistics Condo/Towhomes	2010 # Sold	2011 # Sold	% Change	2010 Total \$ Volume	2011 Total \$ Volume	% Change	2010 Sold Avg Price	2011 Sold Avg Price	% Change	2011 Avg Days on market	# Condo/TH for sale (active)	# Condo/TH Under Contract (pending)
City of Durango	33	18	-45%	\$9,429,921	\$4,322,200	-54%	\$285,755	\$240,122	-16%	410	150	17
Durango Rural-CD/TH Resort	11	16	45%	\$3,203,500	\$4,874,400	52%	\$291,227	\$304,650	5%	226	25	3
	10	13	30%	\$4,762,127	\$3,419,900	-28%	\$467,213	\$263,069	-44%	596!	175	4

Second Quarter Statistics Land	2010 # Sold	2011 # Sold	% Change	2010 Total Volume	2011 Total Volume	% Change	2010 Sold Avg Price	2011 Sold Avg Price	% Change	2011 Avg Days on the	# of Lots for sale (active)	# of Lots Under Contract (pending)
All of La Plata County	37	49	32%	\$9,750,280	\$9,194,220	-6%	\$263,521	\$187,637	-29%	306	735	15

Second Quarter Totals	2010 # Sold	2011 # Sold	% Change	2010 Total \$ Volume	2011 Total \$ Volume	% Change	2010 Sold Avg Price	2011 Sold Avg Price	% Change	2011 Avg Days on market	# Listings for sale	# Listings Under Contract
La Plata County Total	209	233	11%	77,157,472	76,257,554	-6%	3,805,652	3,607,592	-5%	224	1,938	113

NEWS YOU CAN USE

AUTO NOTIFICATION

There is a **new service** through our multiple listing service that will automatically **notify you of properties that are of interest to you** via e-mail. It is fun whether you are interested in seeing **new listings**, or maybe you want to **keep up on what is going on in your neighborhood**. Just **let me know** your criteria and I will sign you up.

TAX ADVISE FROM KATE HALSBAND, OWNER of ACCOUNTING SERVICES

Kate keeps me abreast of tax changes that affect Real Estate. Recently Kate said, "Have you heard about **the Medicare surtax?** Starting in 2013, investment income for single filers with AGI over \$200,000 and marrieds over \$250,000 will have to pay an additional 3.8% tax. If you fall into this category, are trying to sell your primary residence, and anticipate the gain will exceed the exclusion amount of \$250,000 single and \$500,000 married, you may want to think about selling before the end of 2012."

If you have further questions give Kate a call at 970.385.6768
Kate.as@durango.net

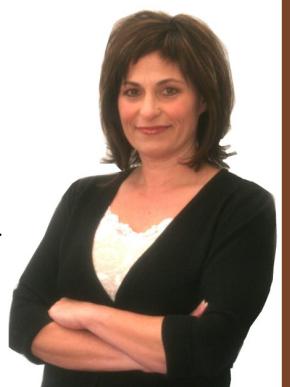
Who do you know that wants to buy or sell real estate?

I appreciate any and all referrals. I promise you will be glad you referred friends, coworkers and family to me. I will do a great job for them!



970-749-0080

Tierney Skahill



I have chosen to include you to receive my Newsletter.

I hope you enjoy it but if you are not interested in receiving this information just let me know and I will take you off the list.