

## Taos New Mexico Real Estate Update SEPT. 18, 2008



### **SUPER SUMMER—FANTASTIC FALL TAOS IS TOPS!!**

It's been a double rainbow summer. Cool both in temperature and temperament. Rafting, ballooning, fishing, and relaxing have reached all time highs and we've got the best still to come. Fall in Taos is incredible. It's also the best time for Taos real estate.

### **BEST TIME TO BUY IN 35 YEARS?**

Buyer showings have increased recently and we are seeing more properties go under contract. However, many prospective Buyers are sitting on the fence and looking for reasons not to buy, but they may be missing out.

As quoted in *Time*, "When prices are falling, few people have the discipline to buy stock, a house, gold, art, or any other asset. But those who do pull the trigger excel in the long run. As John D. Rockefeller said 'The way to make money is to buy when blood is running in the streets'."

Here are 5 reasons to "pull the trigger" now:

1. Price cuts have been significant. There are some real deals to be had and you can get more bang for your buck in size, amenities and location..
2. Inventory is at an all time high. If you can't find something that "tickles your fancy", you don't have a fancy.
3. Trying to time the real estate market might not pay off. Finance costs will rise as the economy recovers.
4. New construction costs will continue to rise as the demand for building materials from China, India, Russia, and just about every other country in the world, increases.
5. Real estate in Taos has shown to be a solid long term investment. The average sales price has risen—although sales were down, average sales prices are up.

**Featured Listing:**  
2BR/office/2BA/2CCP  
1,800 sq. ft. Adobe on 1 ac  
w/ water rights  
Priced \$259,000



### **Lower Interest Rates**

At 6% this \$259,000 home with 20% down can result in payments as low as \$1,781.86 per month.

### **TAOS—FUN, DIVERSIFIED, WITH AN OUTDOOR TWIST**



**ITALIANOS TRAIL**

There are lots of "Indian" Summer days left to take a walk in the woods, hike to Wheeler, go mushrooming, cruise down the Rio Grande, get in a few sets at the Quail Ridge, catch some cut-throat, play 18, or just play. If you live in Taos, enjoy! If you can visit, come on out. Some of our favorite events are coming soon. For details, check out this link to the Taos Vacation Guide [click here](#).



**Janet, Diane, & Kari**

Now is the time to buy. Call or e-mail for our "Best Bets" in Taos real estate today. We'll help you find a winner. Need to sell? Give us a call for a free comparative market analysis. Just have questions about the current market? **JUST ASK.**

