



Santa Fe, NM | mls: 201604549

## Santa Fe Market Update

### First Quarter 2017

#### SANTA FE BROKERAGES

Washington Avenue Brokerage | t. 505.988.8088

Grant Avenue Brokerage | t. 505.988.2533

East Palace Brokerage | t. 500.982.6207

[sothebyshomes.com/santafe](http://sothebyshomes.com/santafe)

Statistics and numbers are obtained from the Santa Fe Association of Realtors Multiple Listing Service and are deemed reliable but are not guaranteed and are subject to change. Data may not reflect all real estate activity in the market area.





## A MESSAGE FROM ASSOCIATE BROKER CAROLINE RUSSELL:

t: 505.699.0909 | [caroline.russell@sothebyshomes.com](mailto:caroline.russell@sothebyshomes.com)

Based upon sales statistics obtained from the Santa Fe Association of Realtors MLS, in the first quarter of 2017, sales activity in the Santa Fe residential real estate market has been healthy and robust. Most notably, the first quarter of 2017 had the highest total number of sales in the past ten years during the three-month period from January – March. Additionally, for the second year in a row, both average and median sale prices increased in the first quarter of 2017, compared to the first quarter of the year prior. The number of closed sales units in five of six price bands have increased when compared to the same period one year ago, while closed sales in the \$1M-\$2M price band declined from 29 closed sales in the first quarter of 2016 to 23. As the summer sales season approaches, traditionally the busiest of the year, the residential real estate market in Santa Fe remains positive, attractive, and welcoming for buyers and sellers alike.

### SANTA FE BROKERAGES | [sothebyshomes.com/santafe](http://sothebyshomes.com/santafe)

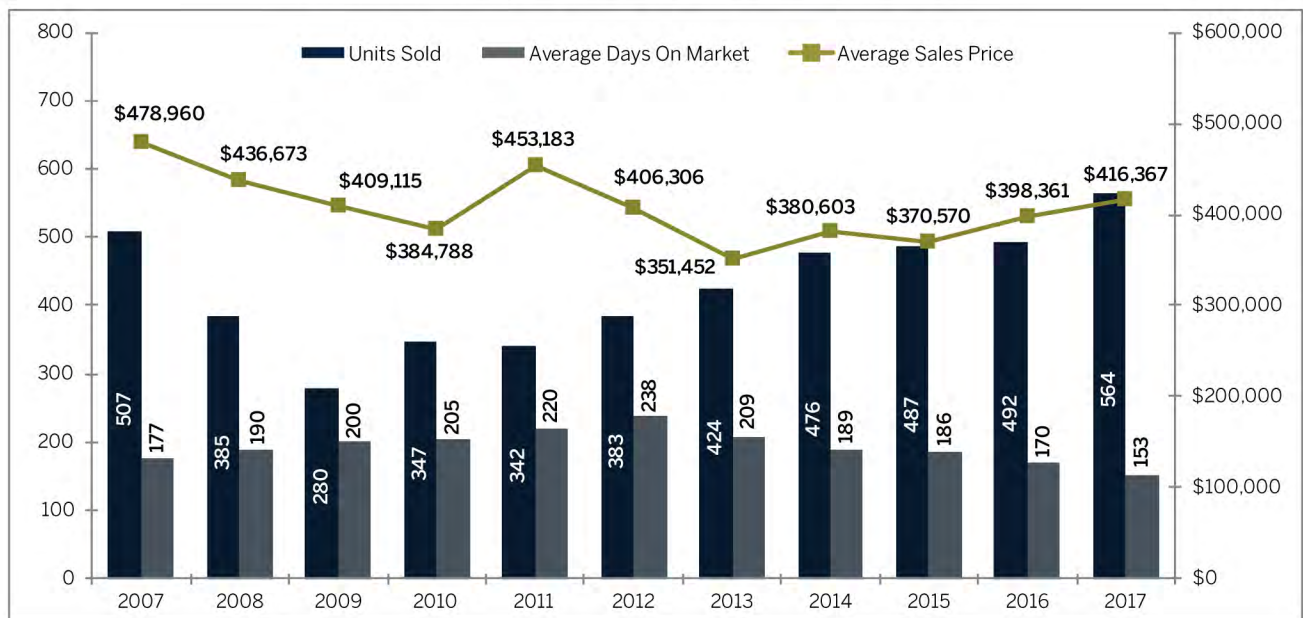
326 Grant Avenue  
Santa Fe, NM 87501  
t: 505.988.2533

231 Washington Avenue  
Santa Fe, NM 87501  
t: 505.988.8088

417 East Palace Avenue  
Santa Fe, NM 87501  
t: 505.982.6207

### FIRST QUARTER ACTIVITY (JAN 1 – MAR 31)

Number of Units Sold, Average DOM, and Average Sales Price for Single Family Homes, Townhouses and Condominiums Sold in All Areas for All First Quarters of 2007 through 2017

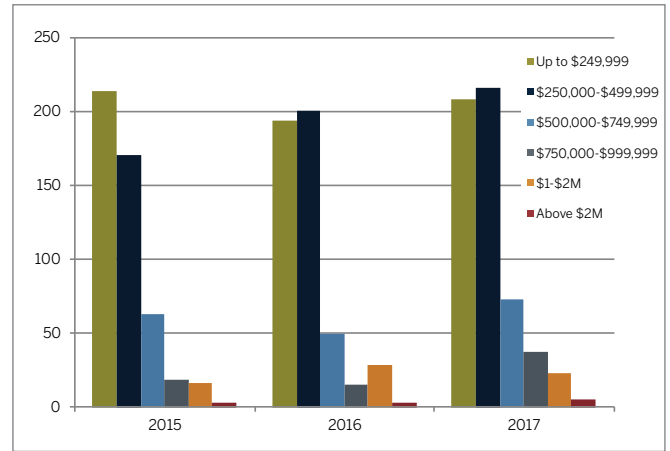


# SALES

# SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

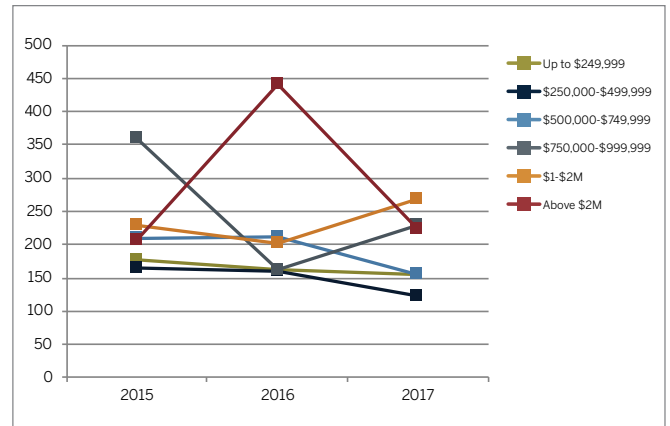
## FIRST QUARTER CLOSED SALES

PRICE RANGE	2015	2016	2017	% Change (2015 v 2016)
UP TO \$249,999	214	194	209	8%
\$250,000-\$499,999	171	201	216	7%
\$500,000-\$749,999	63	50	73	46%
\$750,000-\$999,999	19	15	38	153%
\$1-\$2 MILLION	17	29	23	-21%
ABOVE \$2 MILLION	3	3	5	67%



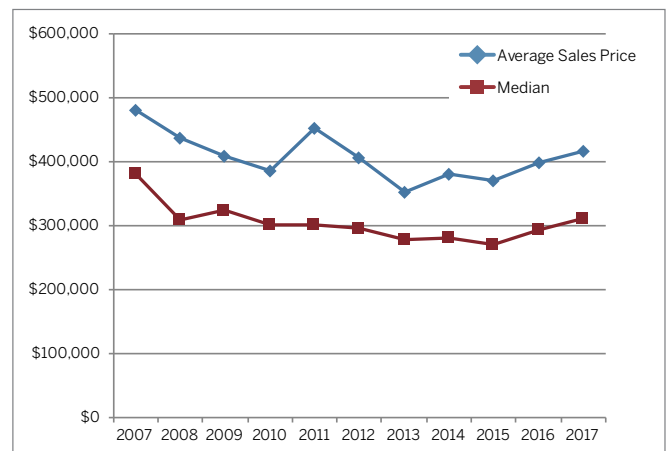
## FIRST QUARTER AVERAGE DAYS ON MARKET

PRICE RANGE	2015	2016	2017	% Change (2016 v 2017)
UP TO \$249,999	178	162	155	-4%
\$250,000-\$499,999	165	159	124	-22%
\$500,000-\$749,999	209	212	156	-26%
\$750,000-\$999,999	360	162	230	42%
\$1-\$2 MILLION	230	202	269	33%
ABOVE \$2 MILLION	208	442	225	-49%



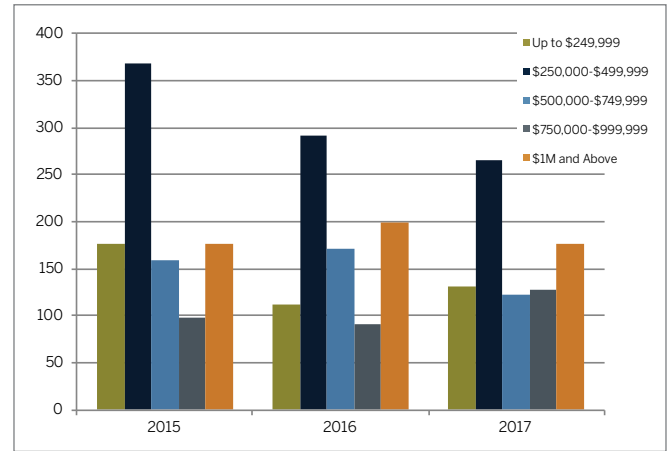
## FIRST QUARTER AVERAGE & MEDIAN SALES PRICES

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2007	\$478,960	\$380,000
2008	\$436,673	\$310,000
2009	\$409,115	\$324,500
2010	\$384,788	\$300,000
2011	\$453,183	\$300,000
2012	\$406,306	\$295,000
2013	\$351,452	\$278,500
2014	\$380,603	\$280,400
2015	\$370,570	\$270,000
2016	\$398,361	\$293,250
2017	\$416,367	\$312,000



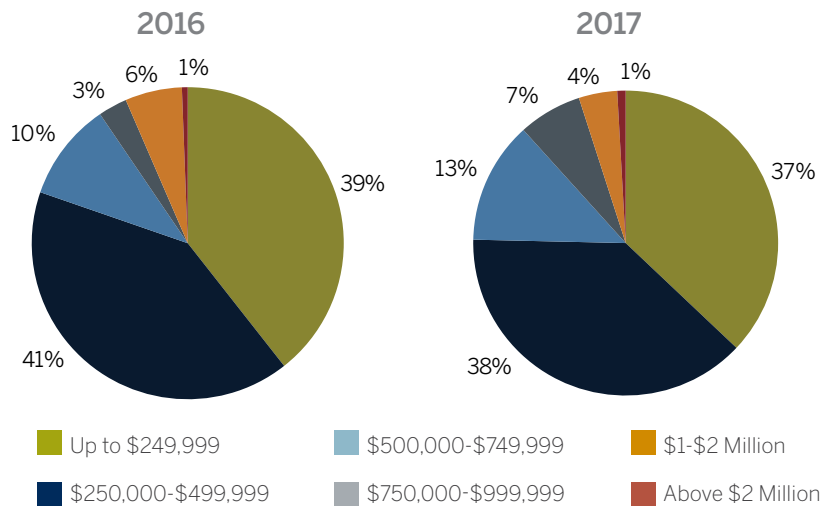
LISTING INVENTORY AS OF 3/31: SANTA FE COUNTY

PRICE RANGE	2015	2016	2017	% Change (2016 v 2017)
UP TO \$249,999	176	113	131	16%
\$250,000-\$499,999	368	292	266	-9%
\$500,000-\$749,999	160	172	123	-28%
\$750,000-\$999,999	98	91	128	41%
\$1M AND ABOVE	177	200	176	-12%

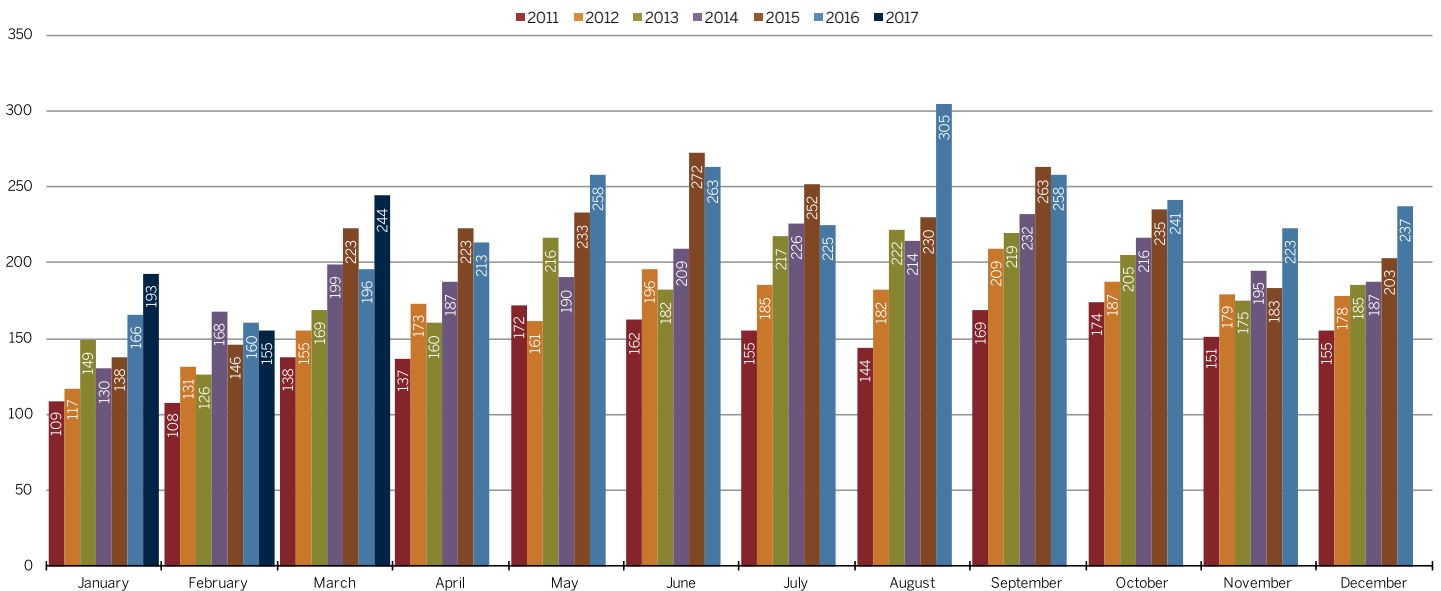


FIRST QUARTER SALES BY PRICE RANGE

PRICE RANGE	2016	2017
UP TO \$249,999	39%	37%
\$250,000-\$499,999	41%	38%
\$500,000-\$749,999	10%	13%
\$750,000-\$999,999	3%	7%
\$1-\$2 MILLION	6%	4%
ABOVE \$2 MILLION	1%	1%



RESIDENTIAL SOLD BY MONTH - ALL PROPERTY TYPES



Values for residential solds by month are for all property types including single family homes, townhouses, condominiums, duplexes, manufactured homes, mobile homes, modular homes, and x-plexes. All statistics and numbers are obtained from the Santa Fe Association of Realtors Multiple Listing Service and are deemed reliable but are not guaranteed and are subject to change. Data may not reflect all real estate activity in the market area.



# CAROLINE'S FEATURED LISTINGS

1012 CALLE DORTHIA  
\$1,260,000  
MLS 201701853



54 VEREDA SERENA  
\$895,000  
MLS 201701103



804 CALLE DAVID  
\$878,000  
MLS 201701420

