

Sotheby's

INTERNATIONAL REALTY



Santa Fe, NM | mls: 201401575

Santa Fe Market Update Second Quarter 2015

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

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:

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I am pleased to report that the Santa Fe residential real estate market signaled good news for both buyers and sellers throughout the second quarter of 2015, according to Santa Fe Association of Realtors Multiple Listing Service. The good news for sellers was reflected in the fact that sales rose in nearly all price bands while average days on market across all price ranges remained relatively flat in the second quarter of 2015. The good news for buyers was revealed in the fact that homes remained affordable in Q2 2015 as both the average sales price and median sales price experienced slight declines.

78% of residential sales in the Santa Fe area remained under \$500,000, highlighting the affordability of the market. Sales in price ranges from \$500,000 and above continued to be relatively stable. In summary, the Santa Fe market remains a supremely attractive and affordable alternative to many other destination markets.

SANTA FE BROKERAGES | sothebyshomes.com/santafe

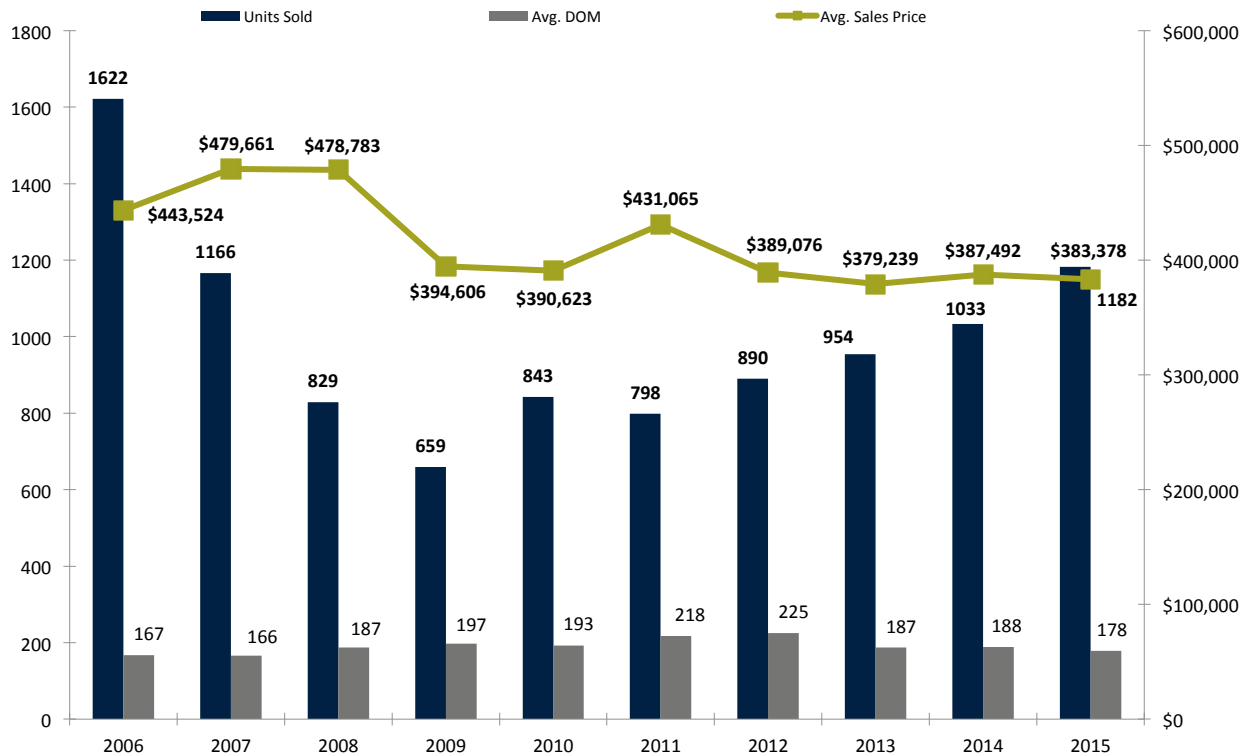
231 Washington Avenue
Santa Fe, NM 87501
t: 505.988.8088

326 Grant Avenue
Santa Fe, NM 87501
t: 505.988.2533

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

SECOND QUARTER ACTIVITY

Number of Units Sold, Average DOM, and Average Sales Price for Residential Listings Sold in All Areas for First and Second Quarters of 2006 through 2015

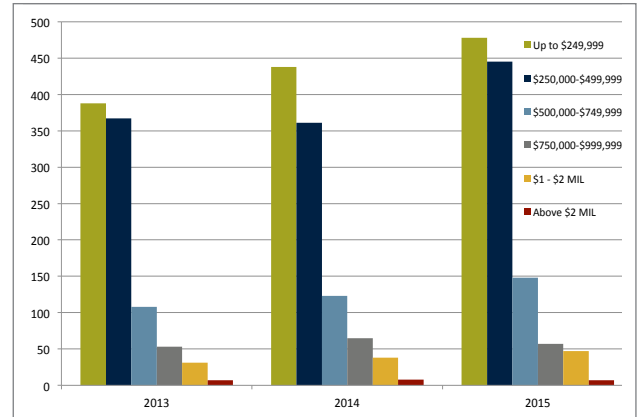


SALES

SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

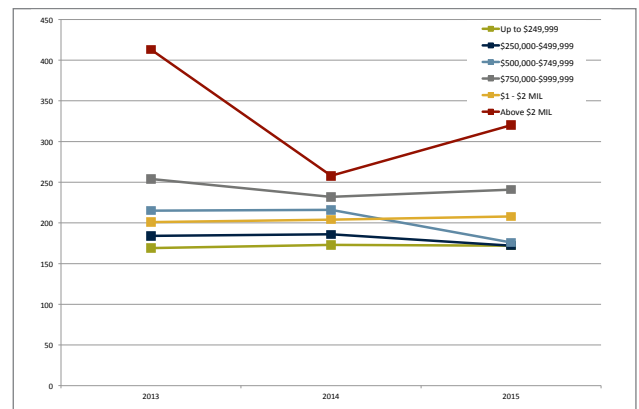
SECOND QUARTER CLOSED SALES

PRICE RANGE	2013	2014	2015	% Change (2014 v 2015)
UP TO \$249,999	388	438	478	9.13%
\$250,000-\$499,999	367	361	445	23.26%
\$500,000-\$749,999	108	123	148	20.32%
\$750,000-\$999,999	53	65	57	-12.30%
\$1M-\$2M	31	38	47	23.68%
ABOVE \$2M	7	8	7	-12.50%



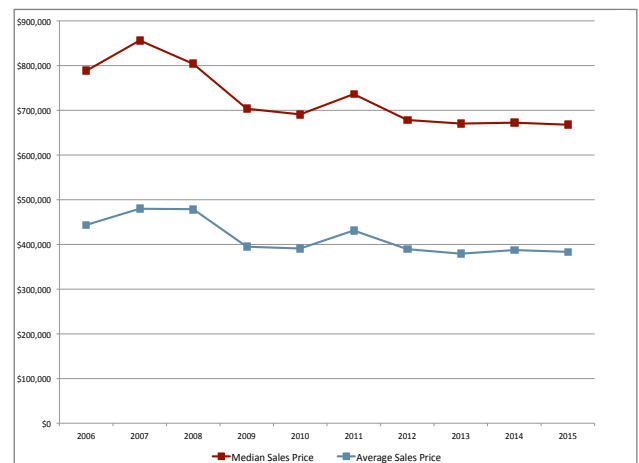
SECOND QUARTER AVERAGE DAYS ON MARKET

PRICE RANGE	2013	2014	2015	% Change (2014 v 2015)
UP TO \$249,999	169	173	172	-0.57%
\$250,000-\$499,999	184	186	172	-7.52%
\$500,000-\$749,999	215	216	176	-18.51%
\$750,000-\$999,999	254	232	241	3.87%
\$1M-\$2M	201	204	208	1.96%
ABOVE \$2M	413	258	320	24.03%



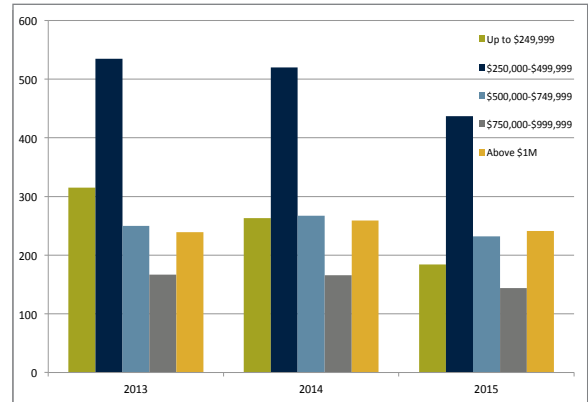
SECOND QUARTER AVERAGE & MEDIAN SALES PRICES

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2006	\$443,524	\$345,000
2007	\$479,661	\$376,625
2008	\$478,783	\$325,000
2009	\$394,606	\$309,000
2010	\$390,623	\$300,000
2011	\$431,065	\$305,175
2012	\$389,076	\$289,076
2013	\$379,239	\$291,250
2014	\$387,492	\$285,000
2015	\$383,378	\$284,250



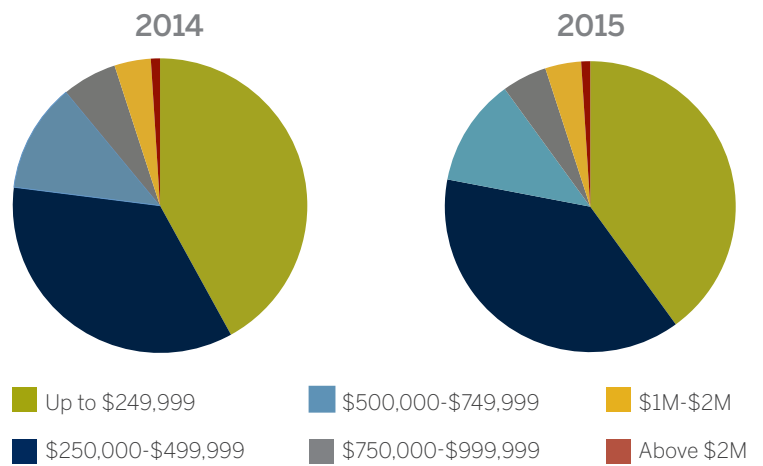
LISTING INVENTORY AS OF 6/30: SANTA FE COUNTY

PRICE RANGE	2013	2014	2015	% Change (2015 v 2014)
UP TO \$249,999	315	263	184	-30.04%
\$250,000-\$499,999	535	520	437	-15.96%
\$500,000-\$749,999	250	267	232	-13.11%
\$750,000-\$999,999	167	166	144	-13.25%
ABOVE \$1M	239	259	241	-6.95%

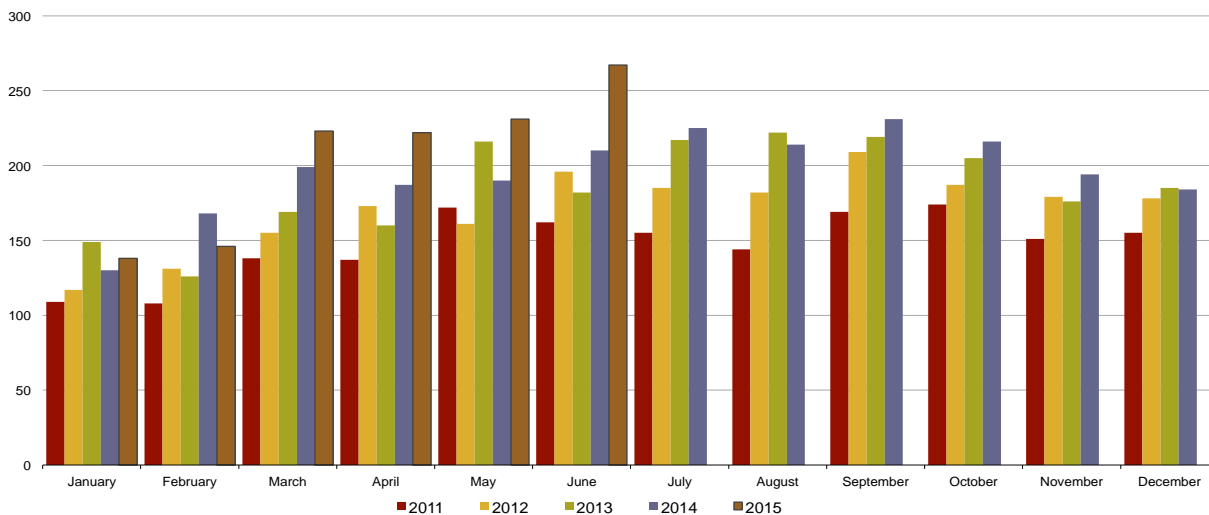


SECOND QUARTER SALES BY PRICE RANGE

PRICE RANGE	2014	2015
UP TO \$249,999	42%	40%
\$250,000-\$499,999	35%	38%
\$500,000-\$749,999	12%	12%
\$750,000-\$999,999	6%	5%
\$1M-\$2M	4%	4%
ABOVE \$2M	1%	1%



RESIDENTIAL SOLDS BY MONTH - ALL PROPERTY TYPES



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CAROLINE'S RECENT TRANSACTIONS

23 CAMINO DEL MONTE
MLS 201404718 | \$649,000 (list price)

SOLD



710 CANADA ANCHA
MLS 201501768 | \$1,095,000 (list price)

UNDER CONTRACT



18 PASEO DEL PAISANO
MLS 201502644 | \$695,000 (list price)

UNDER CONTRACT



CAROLINE'S FEATURED LISTINGS



40 PALO DURO ROAD
MLS 201404571 | \$1,440,000



31 A&B HONDO TRAIL
MLS 201502539 | \$1,250,000



83 APACHE RIDGE ROAD
MLS 201404587 | \$1,028,000



7465-A OLD SANTA FE TRAIL
MLS 201501445 | \$989,000



1522 CERRO GORDO ROAD
MLS 201502396 | \$848,000



616 PASEO DE LA CUMA, UNIT B
MLS 201501909 | \$825,000