

Sotheby's

INTERNATIONAL REALTY



Santa Fe, NM | mls: 201604549

Santa Fe Market Update Fourth Quarter 2016

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

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, according to the Santa Fe Association of Realtors, the fourth quarter of 2016 closed with positive results. Closed sales in four of six major price bands (\$250,000 to \$1M-2M) remained flat or increased, a welcome sign for sellers. The number of homes that sold between \$500,000 to \$749,999 increased by 9% year over year and homes between \$250,000 to \$499,999 and \$1M to \$2M range showed double-digit increases in units sold.

Both average and median sales prices continued a gradual upward movement year over year. Units sold and average sales prices increased while days on market continued a downward trend. Listing inventories reflected mixed results depending upon price bands with the largest increase in inventory up more than 18% for properties listed from \$750,000 to \$999,000 while inventory declined by 17% for properties listed between \$500,000 to \$749,999. 2016 closed out what could be described as a healthy real estate market for Santa Fe.

SANTA FE BROKERAGES | sothebyshomes.com/santafe

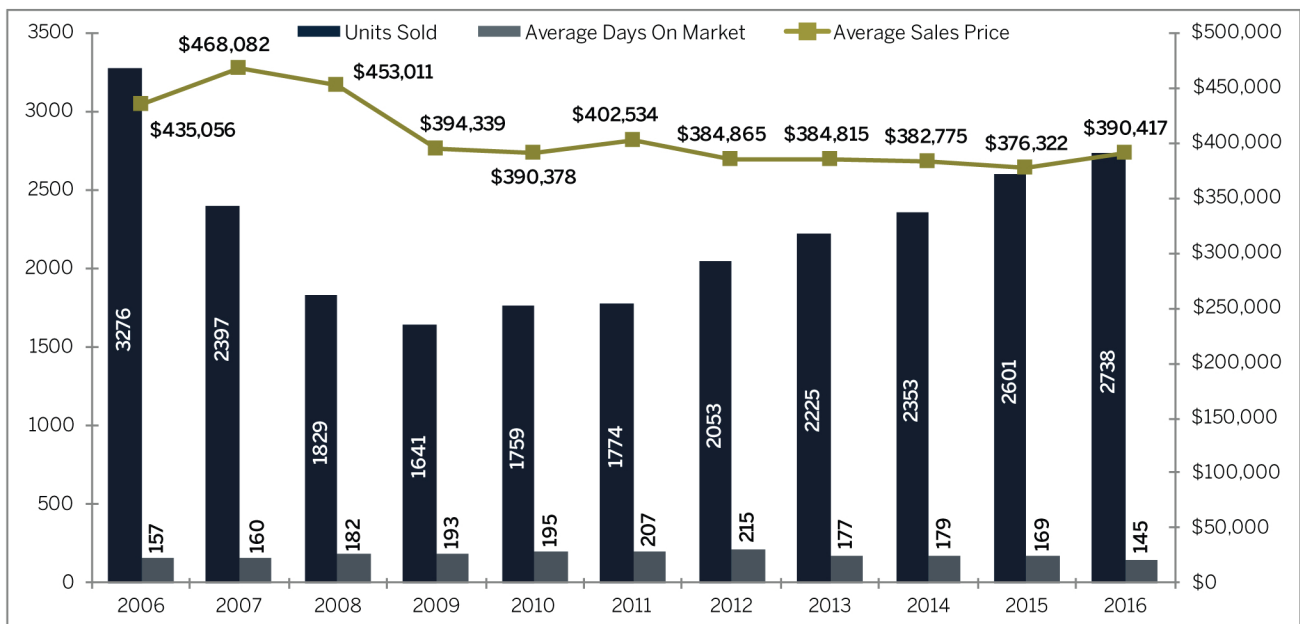
326 Grant Avenue
Santa Fe, NM 87501
t: 505.988.2533

231 Washington Avenue
Santa Fe, NM 87501
t: 505.988.8088

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

FOURTH QUARTER ACTIVITY

Number of Units Sold, Average DOM, and Average Sales Price for Residential Listings Sold in All Areas for All Fourth Quarters of 2006 through 2016

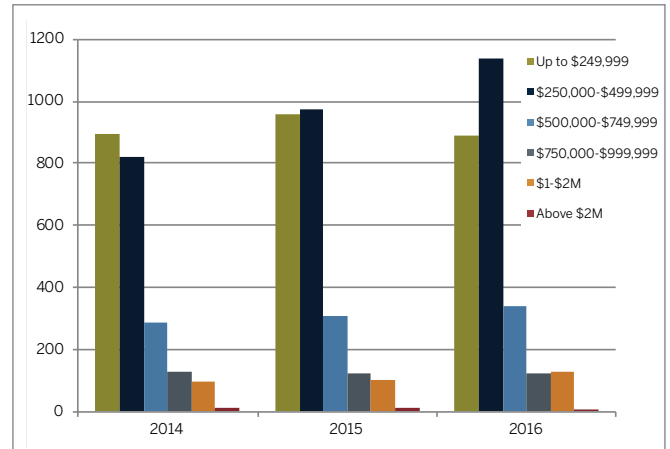


SALES

SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

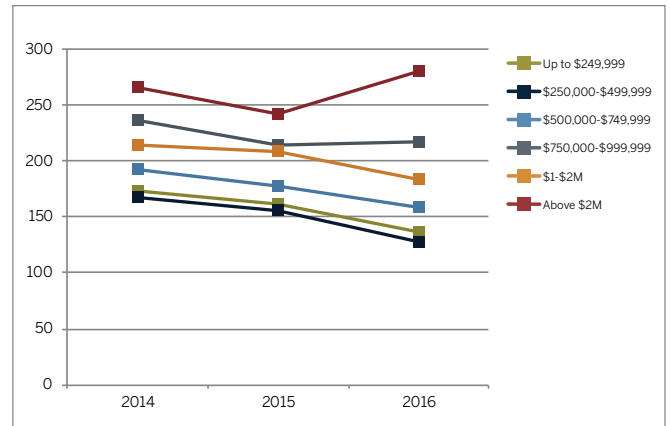
FOURTH QUARTER CLOSED SALES

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	893	957	888	-7.21%
\$250,000-\$499,999	822	974	1137	16.74%
\$500,000-\$749,999	285	308	337	9.42%
\$750,000-\$999,999	128	123	123	0.00%
\$1-\$2 MILLION	98	104	126	21.15%
ABOVE \$2 MILLION	14	11	9	-18.18%



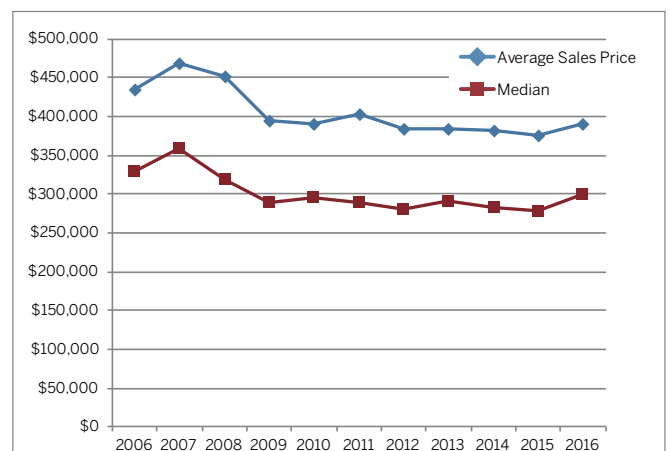
FOURTH QUARTER AVERAGE DAYS ON MARKET

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	173	162	137	-15.43%
\$250,000-\$499,999	167	156	128	-17.95%
\$500,000-\$749,999	193	178	158	-11.24%
\$750,000-\$999,999	237	214	218	1.87%
\$1-\$2 MILLION	214	209	184	-11.96%
ABOVE \$2 MILLION	266	242	281	16.12%



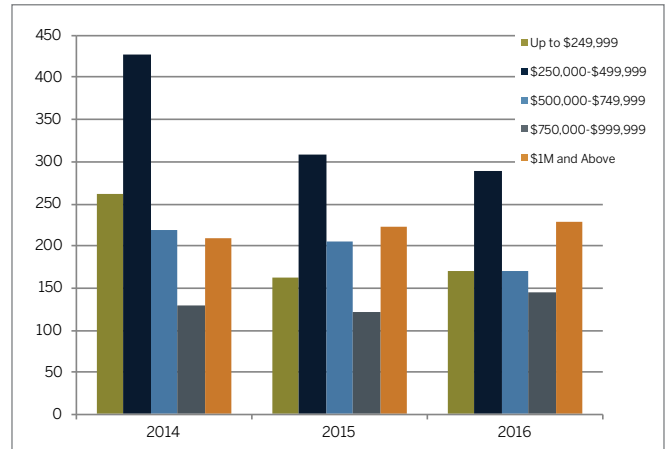
FOURTH QUARTER AVERAGE & MEDIAN SALES PRICES

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2006	\$435,056	\$330,000
2007	\$468,082	\$360,000
2008	\$453,011	\$318,000
2009	\$394,339	\$290,000
2010	\$390,378	\$295,000
2011	\$402,534	\$288,750
2012	\$384,865	\$281,272
2013	\$384,815	\$291,100
2014	\$382,775	\$283,900
2015	\$376,322	\$279,000
2016	\$390,417	\$300,000



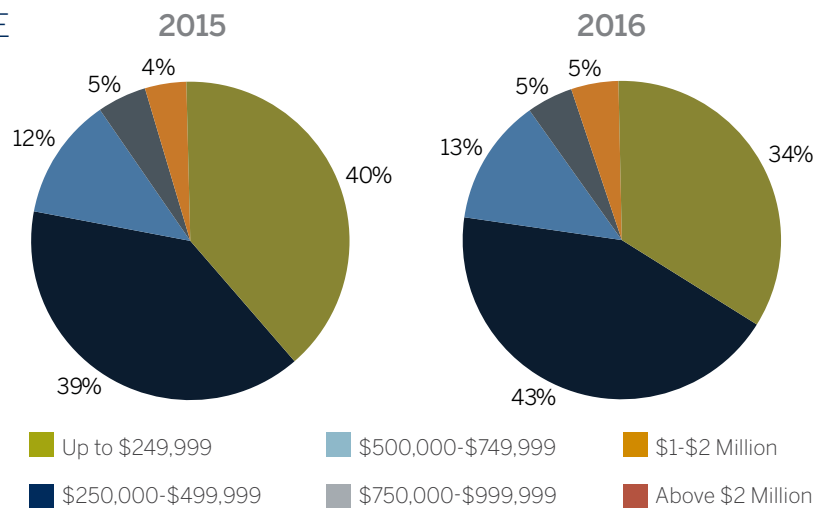
LISTING INVENTORY AS OF 12/31: SANTA FE COUNTY

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	261	163	171	4.91%
\$250,000-\$499,999	428	308	289	-6.17%
\$500,000-\$749,999	219	205	170	-17.07%
\$750,000-\$999,999	130	122	145	18.85%
\$1M AND ABOVE	210	223	228	2.24%

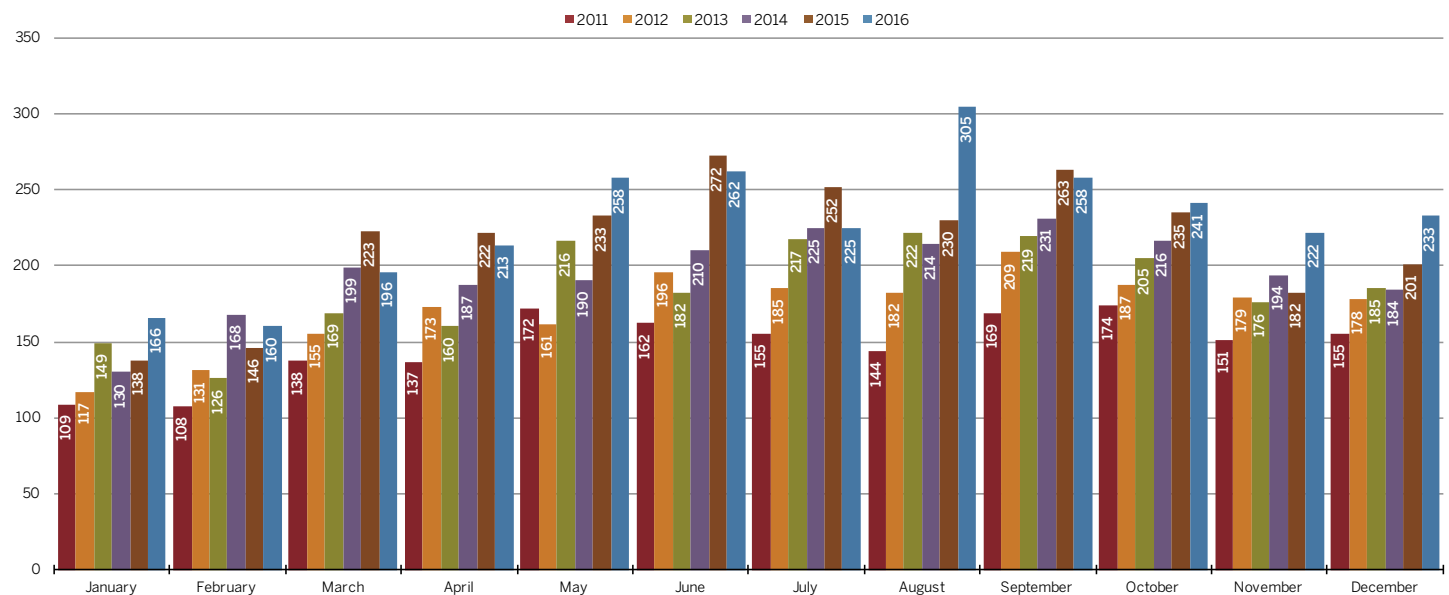


FOURTH QUARTER SALES BY PRICE RANGE

PRICE RANGE	2015	2016
UP TO \$249,999	40%	34%
\$250,000-\$499,999	39%	43%
\$500,000-\$749,999	12%	13%
\$750,000-\$999,999	5%	5%
\$1-\$2 MILLION	4%	5%
ABOVE \$2 MILLION	0%	0%



RESIDENTIAL SOLDS 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 RECENT TRANSATIONS

756 ASPEN COMPOUND
MLS 201603458 | \$525,000 (list price)
SOLD



10 COUGAR CANYON
MLS 201605035 | \$342,000 (list price)
SOLD



5 PURPLE CROW PLACE
MLS 201603804 | \$326,000 (list price)
SOLD

