



Santa Fe, NM | mls: 201401575

Santa Fe Market Update

Third 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:

Caroline Russell, t: 505.954.5530 | caroline.russell@sothebyshomes.com

In the third quarter of 2015, residential sales in Santa Fe continued at a relatively steady pace. According to the Santa Fe Association of Realtors Multiple Listing Service, recorded sales in all but one price band increased – with a healthy and welcome uptick of 14.29% in the \$1 million - \$2 million price range. Average days on market declined slightly in all but one price band. Although sales were steady, both average and median prices continued their slight downward trend; a good sign for those buyers wishing to enter the market before prices begin to rise. This trend may be nearing an end since listing inventory across the board showed double-digit declines in all but one price category – certainly a call to action for those buyers on the sidelines.

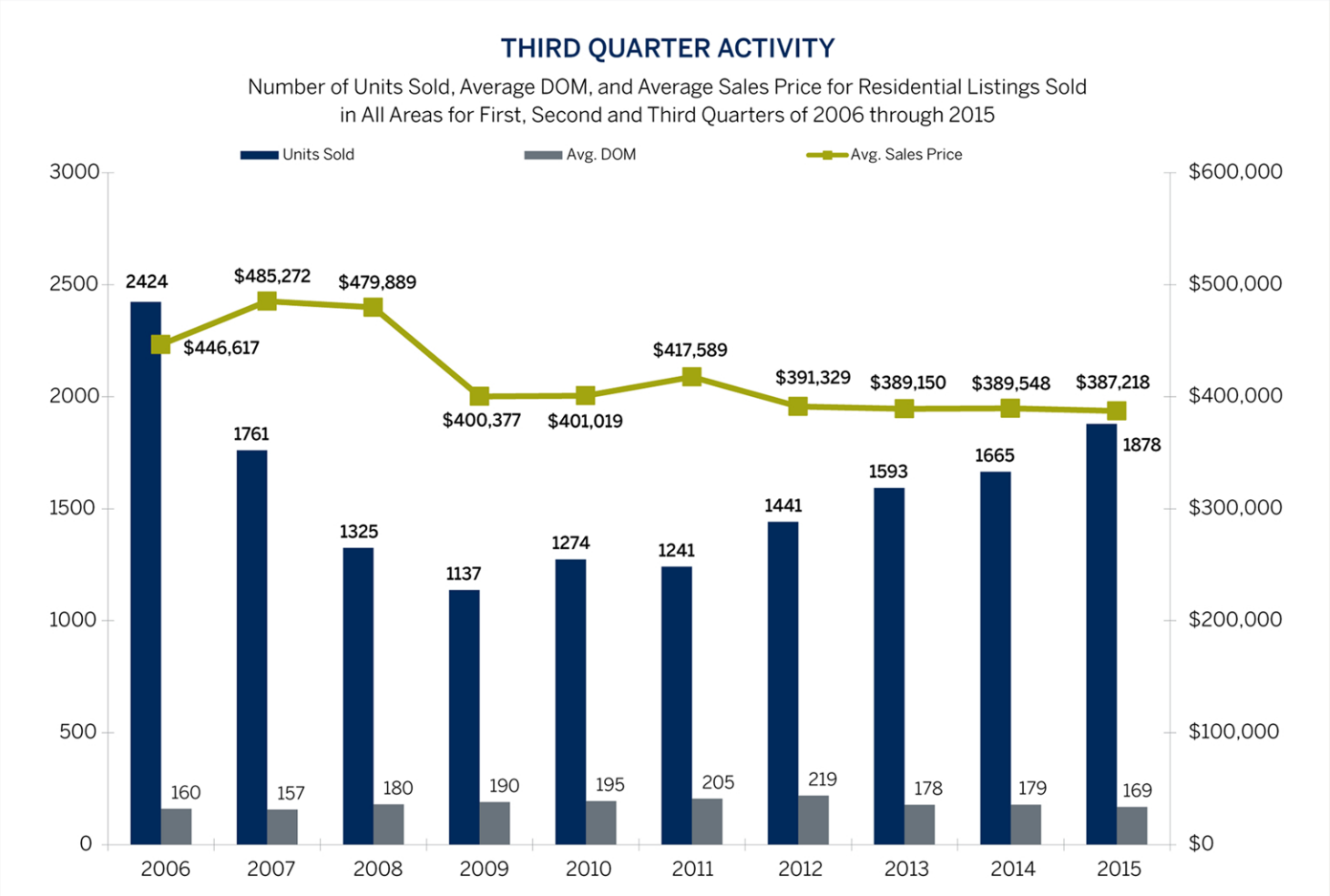
Sotheby's International Realty ended the third quarter of 2015 by closing the significant sale of Forked Lightning Ranch, formerly owned by Jane Fonda, which had been listed at \$19.5 million.

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



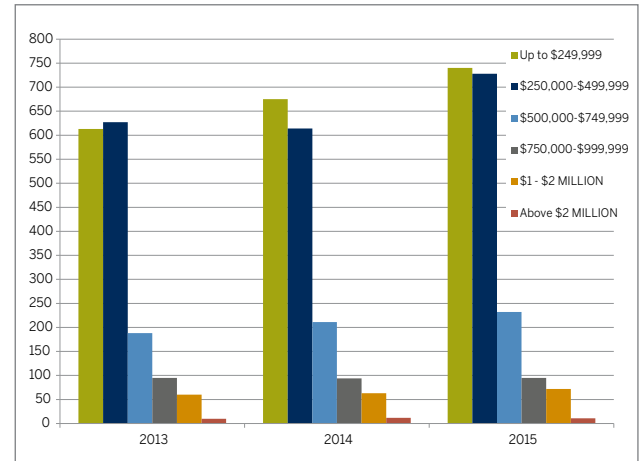
Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc. If your property is listed with a real estate broker, please disregard. It is not our intention to solicit the offerings of other real estate brokers. We are happy to work with them and cooperate fully. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc.

SALES

SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

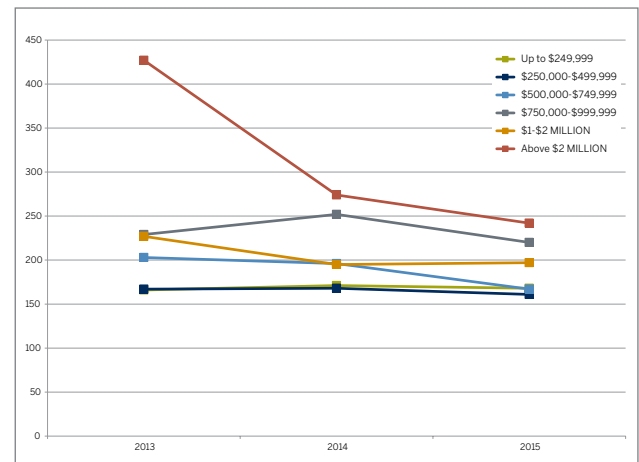
THIRD QUARTER CLOSED SALES

PRICE RANGE	2013	2014	2015	% Change (2014 v 2015)
UP TO \$249,999	613	675	740	9.63%
\$250,000-\$499,999	627	614	728	18.57%
\$500,000-\$749,999	188	211	232	9.95%
\$750,000-\$999,999	95	94	95	1.06%
\$1M-\$2M	60	63	72	14.29%
ABOVE \$2M	10	12	11	-8.33%



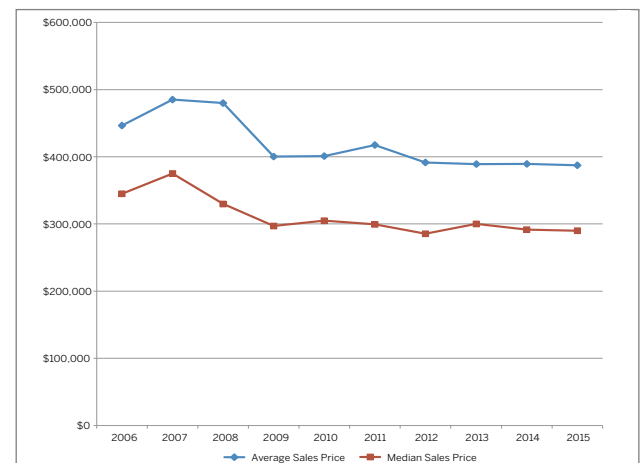
THIRD QUARTER AVERAGE DAYS ON MARKET

PRICE RANGE	2013	2014	2015	% Change (2014 v 2015)
UP TO \$249,999	166	171	168	-1.75%
\$250,000-\$499,999	167	168	161	-4.17%
\$500,000-\$749,999	203	196	167	-14.80%
\$750,000-\$999,999	229	252	220	-12.70%
\$1M-\$2M	227	195	197	1.03%
ABOVE \$2M	427	274	242	-11.68%



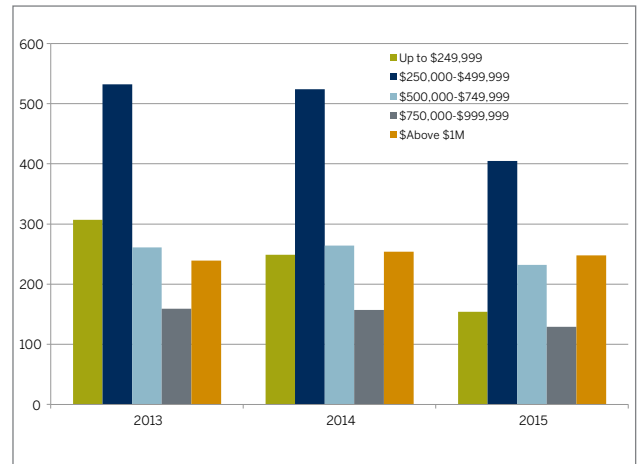
THIRD QUARTER AVERAGE & MEDIAN SALES PRICES

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2006	\$446,617	\$345,000
2007	\$485,272	\$375,000
2008	\$479,889	\$330,000
2009	\$400,377	\$297,000
2010	\$401,019	\$305,000
2011	\$417,589	\$299,578
2012	\$391,329	\$285,500
2013	\$389,150	\$300,000
2014	\$389,548	\$291,500
2015	\$387,218	\$290,000



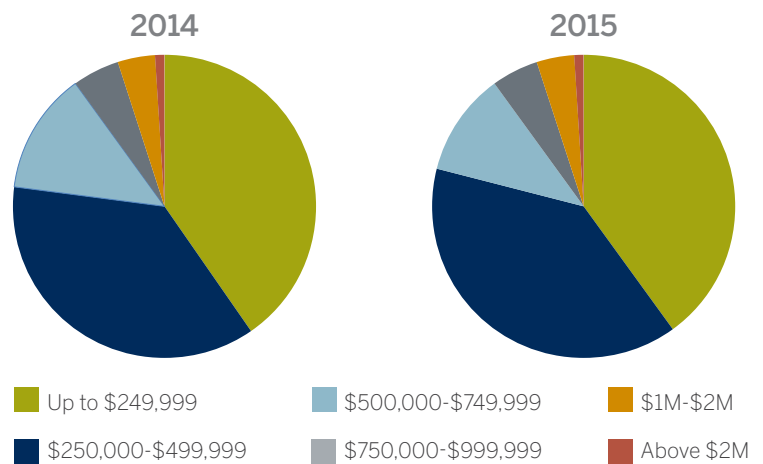
LISTING INVENTORY AS OF 9/30: SANTA FE COUNTY

PRICE RANGE	2013	2014	2015	% Change (2015 v 2014)
UP TO \$249,999	307	249	154	-38.15%
\$250,000-\$499,999	532	524	405	-22.71%
\$500,000-\$749,999	261	264	232	-12.12%
\$750,000-\$999,999	159	157	129	-17.83%
ABOVE \$1M	239	254	248	-2.36%

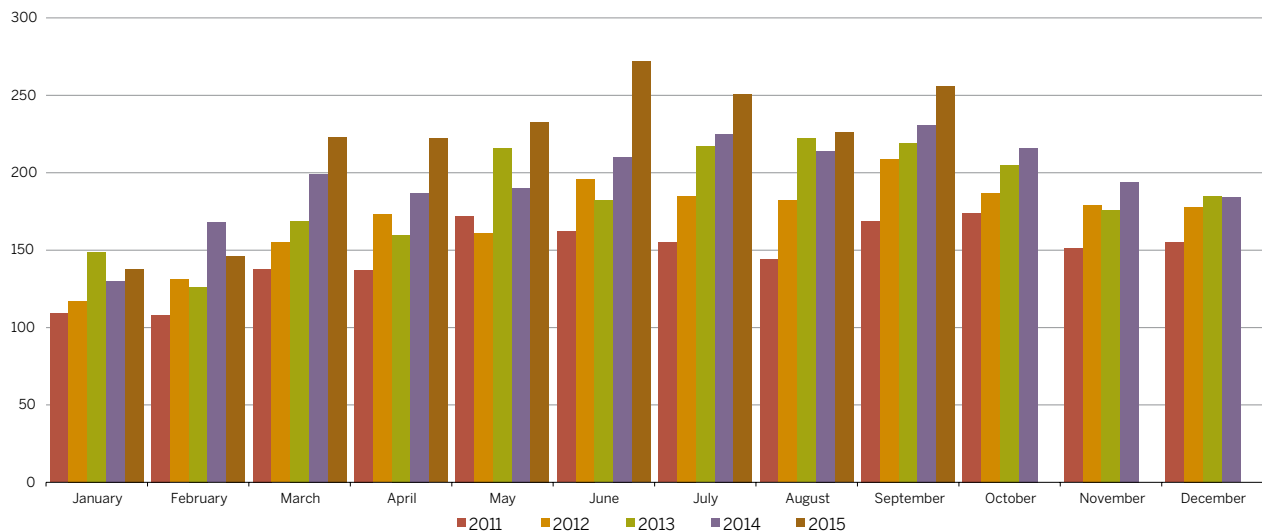


THIRD QUARTER SALES BY PRICE RANGE

PRICE RANGE	2014	2015
UP TO \$249,999	40%	39%
\$250,000-\$499,999	37%	39%
\$500,000-\$749,999	13%	12%
\$750,000-\$999,999	5%	5%
\$1M-\$2M	4%	4%
ABOVE \$2M	1%	1%



RESIDENTIAL SOLDs BY MONTH - ALL PROPERTY TYPES



CAROLINE'S FEATURED LISTINGS



83 APACHE RIDGE ROAD
MLS 201404587 | \$998,000



7465-A OLD SANTA FE TRAIL
MLS 201501445 | \$970,000



1270 ESTE LANE
(ON WAIVER) | \$925,000



1522 CERRO GORDO ROAD
MLS 201502396 | \$838,000



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



874 PASEO DEL SUR
MLS 201503864 | \$748,000