

Q1 | 2018

Santa Fe

Market Update

Sotheby's

INTERNATIONAL REALTY



ELEGANCE WITH TOP-OF-THE-WORLD VIEWS
OFFERED AT \$1,875,000
MLS 201704213

{Q1 | JAN - MAR 2018}

at a glance

SANTA FE

7%

Change in Median Selling Price
{2018 v 2017}

16%

Change in Units Sold
{2018 v 2017}

697

Units Sold

\$421.7k

Average Selling Price

231 WASHINGTON AVENUE BROKERAGE
505.988.8088

326 GRANT AVENUE BROKERAGE
505.988.2533

318 GRANT AVENUE BROKERAGE
505.982.6207



A MESSAGE FROM

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Santa Fe's real estate market continued to move at a robust and healthy pace throughout the first quarter of 2018. Total residential sales of single-family homes, townhomes and condos in Santa Fe County rose by 16% over the same period last year, according to the Santa Fe Association of Realtors MLS. Median prices of residential sales rose by 7% while the average selling price rose by 5% to \$422K. The first quarter also resulted in a significant decrease in days on market in all price categories with the exception of homes priced from \$2M and above. Inventories of existing residential housing decreased to their lowest level in the last three years in all price categories with the exception of homes priced from \$2M and above which remained relatively flat.

As always, our goal in sharing this data with you is to create a better understanding of the trends affecting our unique housing market. We hope you find it to be a valuable resource, and we look forward to working with you to meet your real estate needs now and in the future. If you have any questions about the Santa Fe market, please do not hesitate to reach out to us.

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. 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. 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. Equal housing opportunity.

Featured Properties

We invite you to explore offerings at
SOTHEBYSHOMES.COM/SANTA_FE



DAZZLING PANORAMIC VIEWS
98 PASEO ENCANTADO SW
OFFERED AT \$875,000
MLS 201800932

Our Featured Recent Transactions



54 A PASEO DEL CONEJO

Last asking \$975,000

SOLD

1103 PIEDRA ALTO

Last asking \$875,000

PENDING

9 PASEO DEL PAISANO

Last asking \$835,000

PENDING

46 E. VIA PLAZA NUEVA

Last asking \$685,000

SOLD

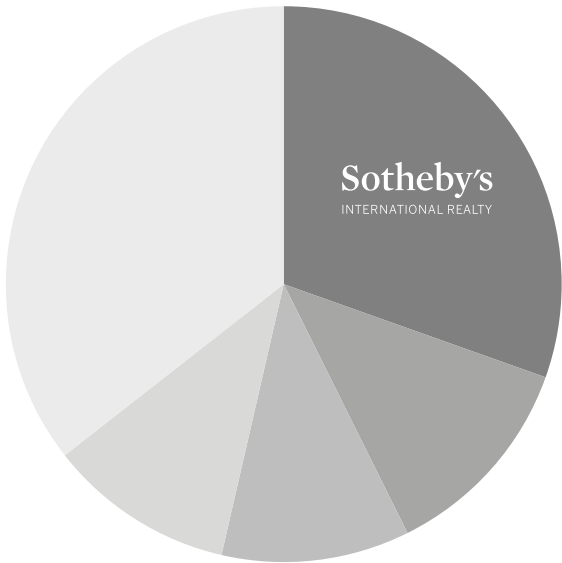
* IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

[SOTHEBYSHOMES.COM/SANTAFE](https://www.sotthebyshomes.com/santafe)

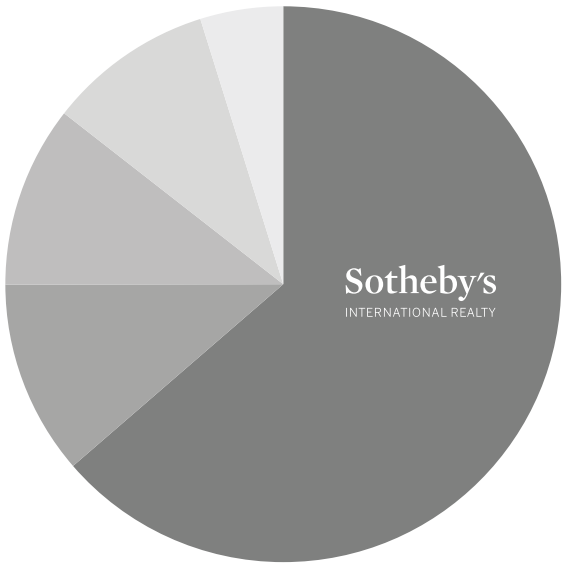
{MAR 2018 | LAST 12 MONTHS}

Market Share

Sotheby's International Realty vs. Local Competitors



Market Share
All Price Ranges



Market Share
Over \$1 Million

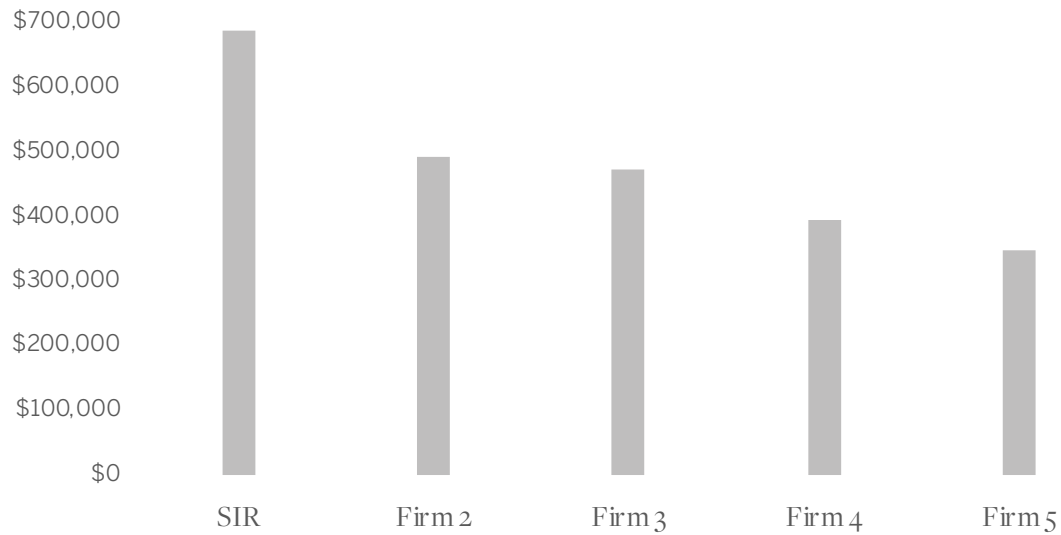
- 30% Sotheby's International Realty | Santa Fe
- 12% Firm 2
- 11% Firm 3
- 11% Firm 4
- 36% Combination of Additional Companies

- 64% Sotheby's International Realty | Santa Fe
- 11% Firm 2
- 11% Firm 3
- 10% Firm 4
- 4% Combination of Additional Companies

{MAR 2018 | LAST 12 MONTHS}

Average Selling Prices by Top 5 Firms

Sotheby's International Realty vs. Local Competitors

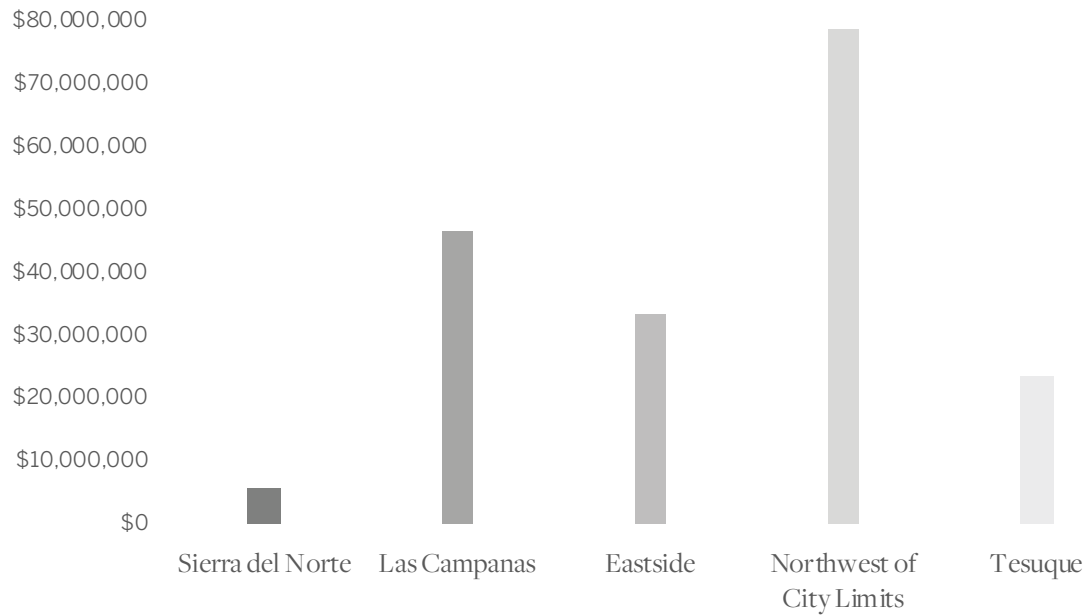


Average Selling Prices by Brokerage

\$685,268	\$493,149	\$470,950	\$394,254	\$346,716
Sotheby's International Realty - Santa Fe	Firm 2	Firm 3	Firm 4	Firm 5

Active Listings by Select Area

Listed by Sotheby's International Realty



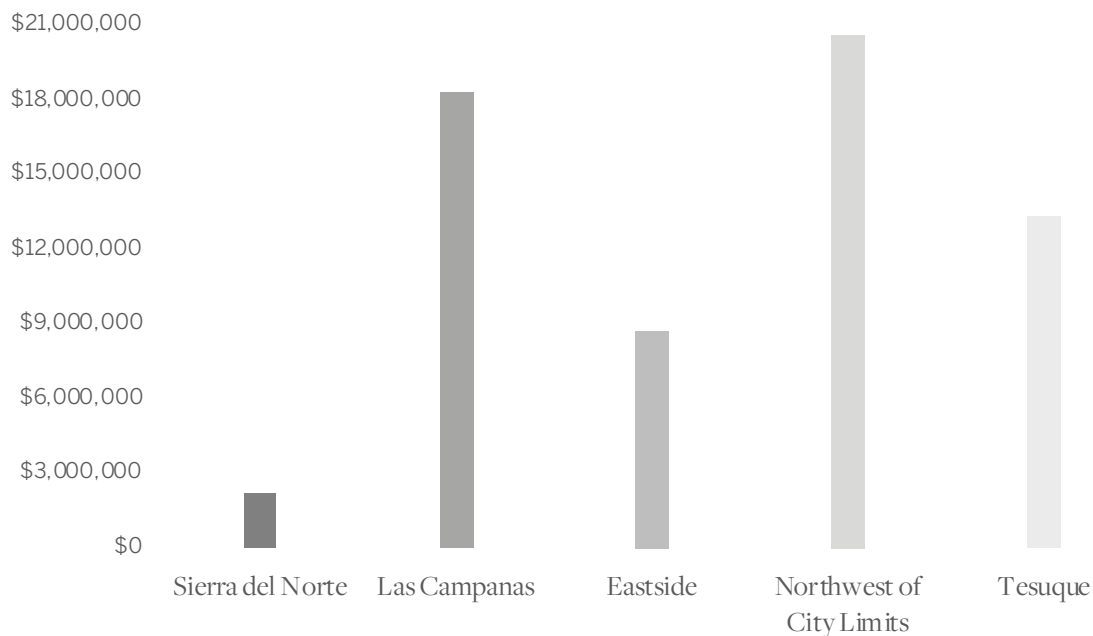
SIR Market Share Percentage By Active Listings Dollar Volume *as of March 31, 2018*



{MAR 2018 | LAST 12 MONTHS}

Sold Dollar Volume by Select Area

Sold by Sotheby's International Realty



SIR Market Share Percentage By Sold Dollar Volume

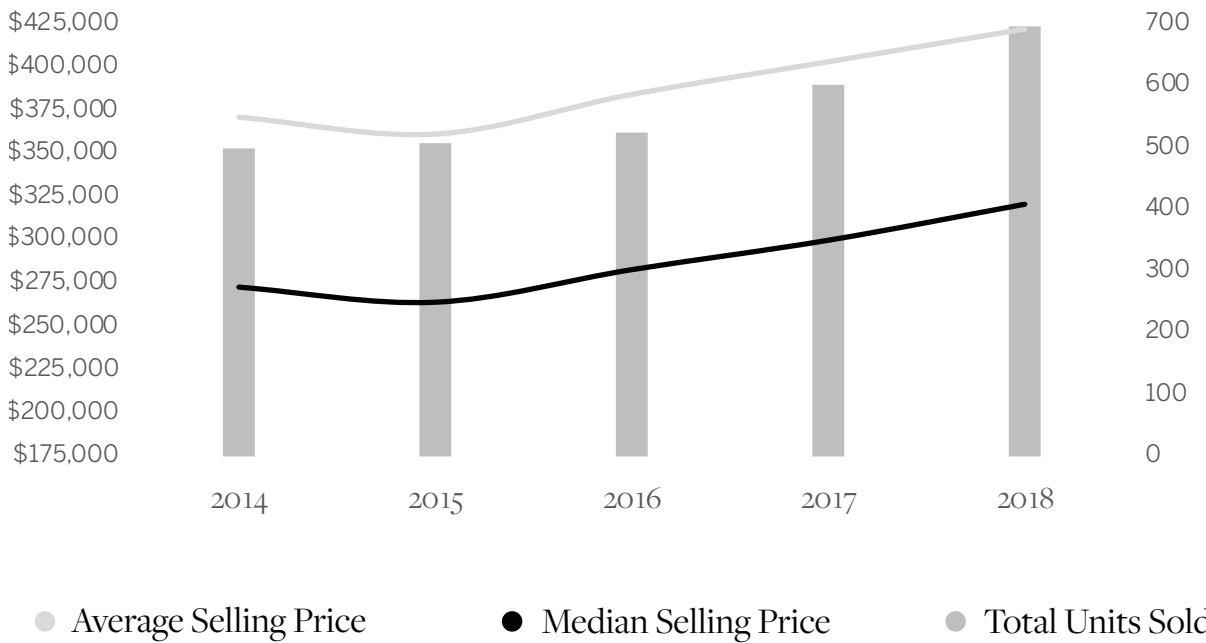
April 1, 2017 - March 31, 2018



Sales & Price Comparison

Q1 | All Santa Fe | Five Years

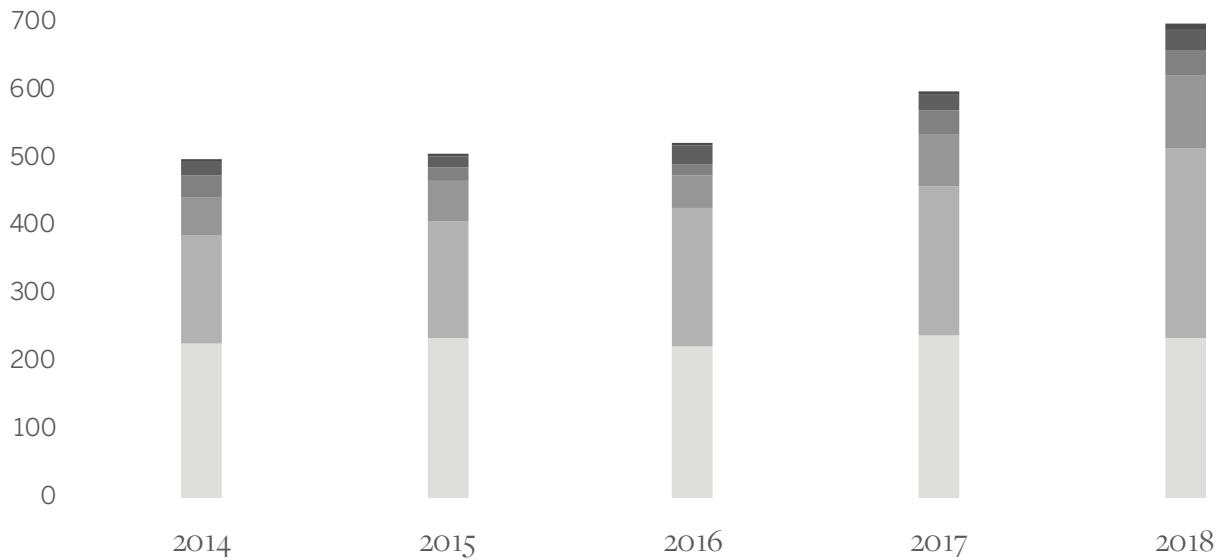
Average Selling Price | Median Selling Price | Total Units Sold



Q1	Average Selling Price	Median Selling Price	Total Units Sold
<div>{2018 v 2017}</div> Change	5%	7%	16%
2018	\$421,721	\$320,000	697
2017	\$402,779	\$299,500	600
2016	\$383,845	\$282,750	522
2015	\$360,873	\$264,200	507
2014	\$370,633	\$272,800	497

Units Sold Comparison

Q1 | All Santa Fe | Five Years



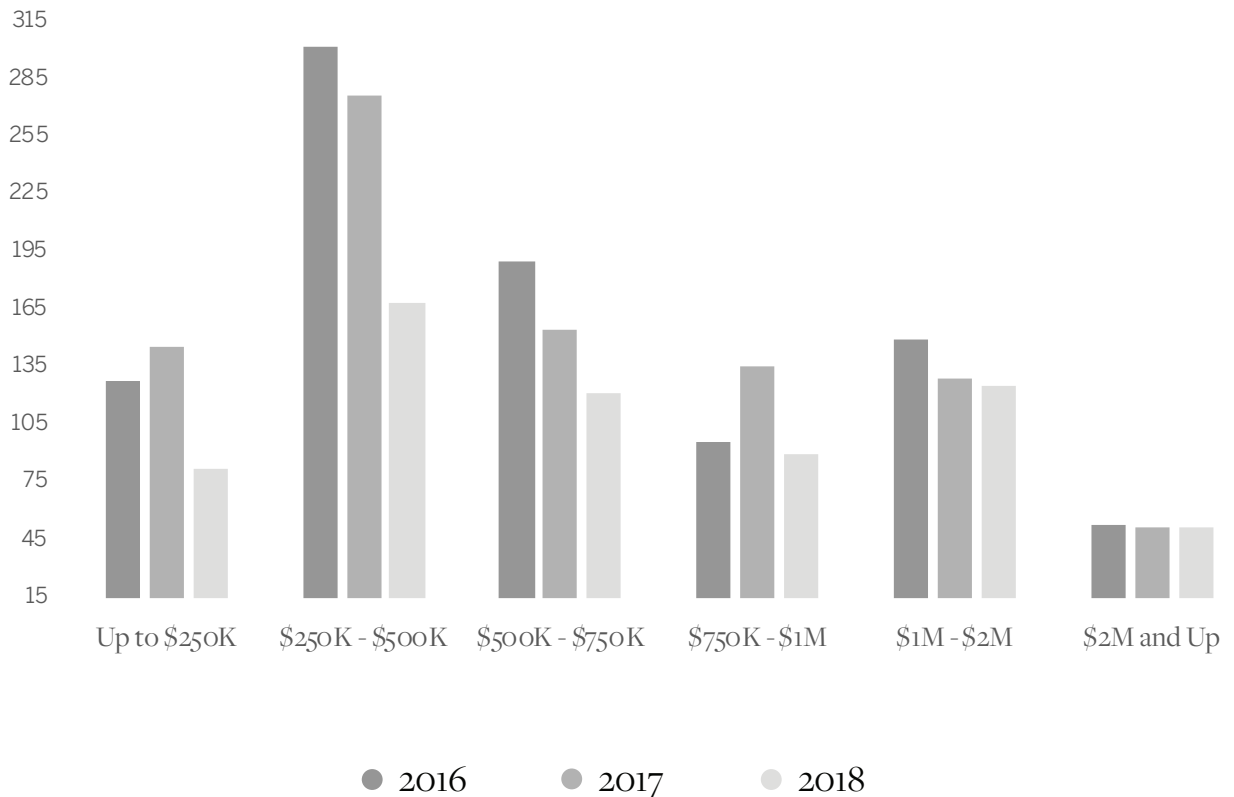
Total Units Sold By Price Point



Q1	{Units Percent}						Total
	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	
{2018 v 2017} Change	-1%	27%	41%	-5%	43%	40%	16%
2018	234 34%	280 40%	107 15%	36 5%	33 5%	7 1%	697
2017	237 40%	221 37%	76 13%	38 6%	23 4%	5 1%	600
2016	222 43%	203 39%	50 10%	15 3%	28 5%	4 1%	522
2015	234 46%	171 34%	63 12%	19 4%	17 3%	3 1%	507
2014	228 46%	158 32%	55 11%	34 7%	20 4%	2 0%	497

Listing Inventory

All Santa Fe

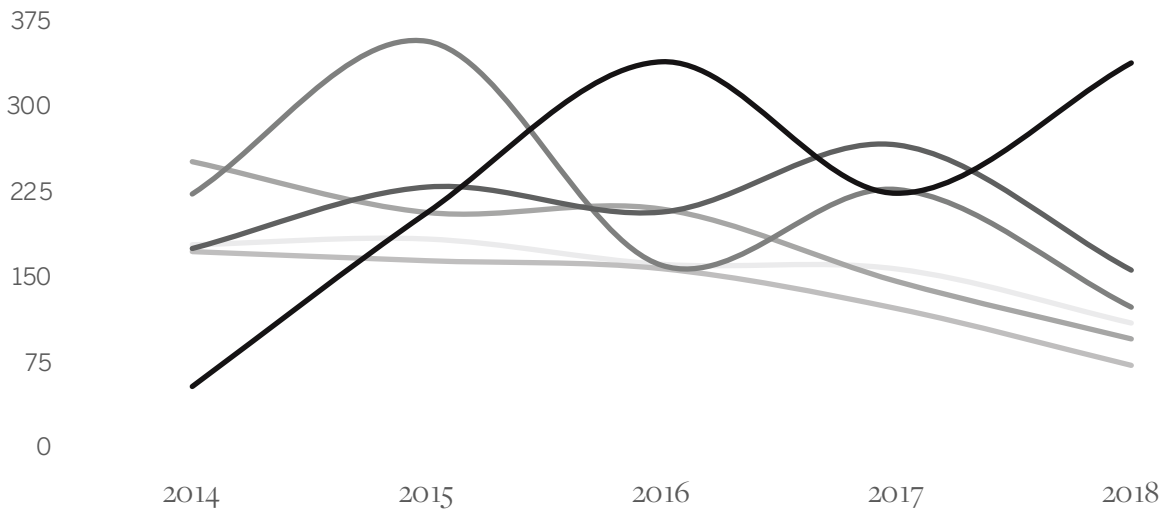


Active Listings for all of Santa Fe County *as of March 31*

Q1	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
{2018 v 2017} Change	-44%	-39%	-21%	-33%	-3%	2%	-28%
2018	82	169	121	90	125	52	639
2017	146	277	154	135	129	51	892
2016	128	302	190	96	149	53	918

Days On Market

Q1 | All Santa Fe | Five Years



Average Days on Market



Q1	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
^{2018 v 2017} Change	-30%	-41%	-34%	-45%	-41%	51%	-35%
2017	112	73	97	125	157	339	99
2016	159	123	148	229	267	225	153
2015	163	158	212	162	208	340	170
2014	185	165	209	360	230	208	189
2013	180	173	254	225	176	56	188

Our Featured Listings

ELEGANCE WITH TOP-OF-THE-WORLD VIEWS

48 TIERRA SABROSA
MLS 201704213 | \$1,875,000



DAZZLING PANORAMIC VIEWS

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MLS 201800932 | \$875,000



IDYLLIC TESUQUE GEM BY BETTY STEWART

3 TESUQUE MEADOW
ON WAIVER | \$835,000

