

Sotheby's

INTERNATIONAL REALTY



1520 Cerro Gordo, Santa Fe, NM | mls: 201401575

Santa Fe Market Update Fourth Quarter 2014

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. They are deemed reliable but are not guaranteed and are subject to change. They may not reflect all real estate activity in the market area.



A MESSAGE FROM ASSOCIATE BROKER CAROLINE RUSSELL:

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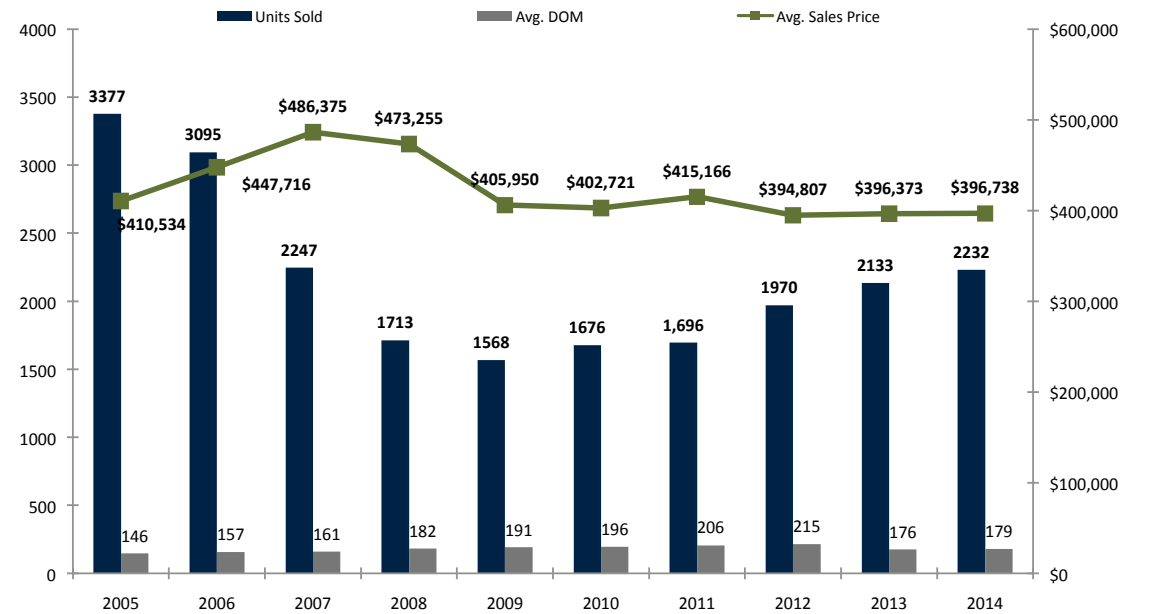
The Santa Fe real estate market closed out the final quarter of 2014 relatively unchanged— continuing the stability it had experienced during the preceding two quarters. According to the Santa Fe Association of Realtors, when compared to one year ago, units sold, average days on market and average sales price remained only slightly changed with a slight increase in number of units sold (99). As one examines the breakdown of closed sales, a clearer picture emerges showing double-digit or near double-digit percentage increases in four of six price categories, with healthy increases in the \$750,000 to \$999,999 ranges (+14.15 percent) and the all-important ranges of \$1M to \$2M (+8.88 percent). Average days on the market remains relatively stable in most price categories with an impressive decline in days on market found in residences priced above \$2M, a reflection of the fact that sellers in this price category were pricing homes more realistically from the point of view of active buyers. Seventy-six percent of all Multiple Listing Service recorded sales were under \$500,000, a mere two percent decline in that price category from one year ago. As we enter the first quarter of 2015, it appears that the stability achieved throughout 2014 will continue to be the trend at least for the not-too-distant future.

SANTA FE BROKERAGES | sothebyshomes.com/santafe

231 Washington Avenue
Santa Fe, NM 87501
t: 505.988.8088

326 Grant Avenue
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417 East Palace Avenue
Santa Fe, NM 87501
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FEATURED END-OF-YEAR SALES

108 CANTERA CIRCLE

MLS 201404379 | \$970,000 list

Single-level 4BR,5BA home near Canyon Road and the Plaza, in gated La Cantera.



6 VIA VECINO

MLS 201401538 | \$795,000 list

Dramatic Tesuque Valley contemporary home, designed with energy efficiency in mind.



1661 CERRO GORDO

MLS 201402902 | \$525,000 list

Adobe home situated on over one acre in the historic upper Santa Fe River valley.

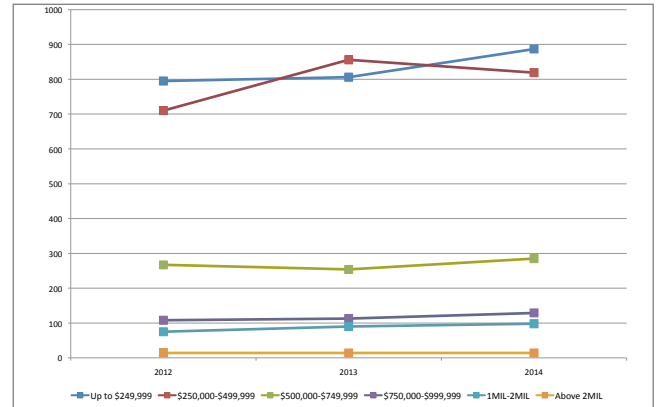


SALES

SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

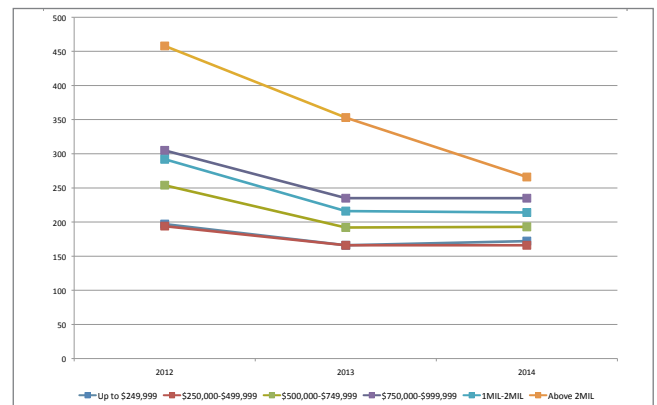
CLOSED SALES

PRICE RANGE	2012	2013	2014	% Change (2014 v 2013)
UP TO \$249,999	795	806	887	10.04%
\$250,000-\$499,999	710	856	819	-4.32%
\$500,000-\$749,999	267	254	285	12.20%
\$750,000-\$999,999	108	113	129	14.15%
\$1M-\$2M	75	90	98	8.88%
ABOVE \$2M	15	14	14	0.00%



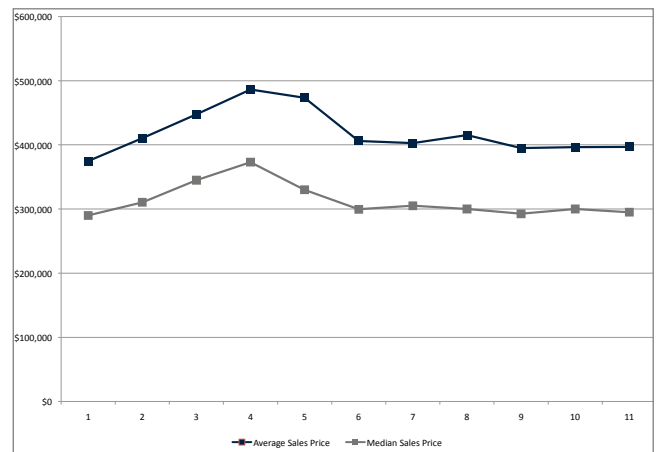
AVERAGE DAYS ON MARKET

PRICE RANGE	2012	2013	2014	% Change (2014 v 2013)
UP TO \$249,999	197	166	172	3.61%
\$250,000-\$499,999	194	166	166	0.00%
\$500,000-\$749,999	254	192	193	0.52%
\$750,000-\$999,999	305	235	235	0.00%
\$1M-\$2M	292	216	214	-0.92%
ABOVE \$2M	458	353	266	-24.64%



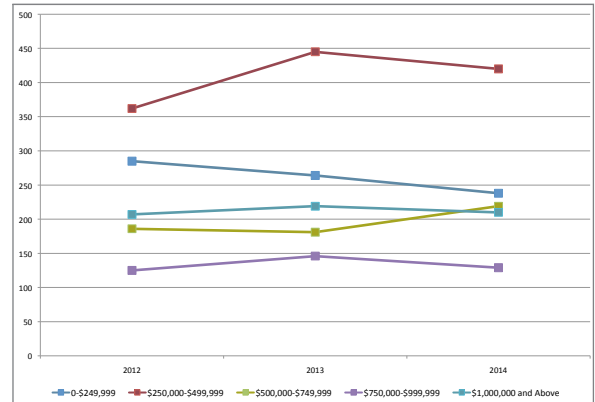
AVERAGE AND MEDIAN SALES PRICES, FULL YEAR

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2004	\$374,679	\$290,000
2005	\$410,534	\$310,500
2006	\$447,716	\$345,000
2007	\$486,375	\$373,000
2008	\$473,255	\$330,000
2009	\$405,950	\$299,500
2010	\$402,721	\$305,000
2011	\$415,166	\$300,000
2012	\$394,807	\$292,500
2013	\$396,373	\$300,000
2014	\$396,738	\$295,000



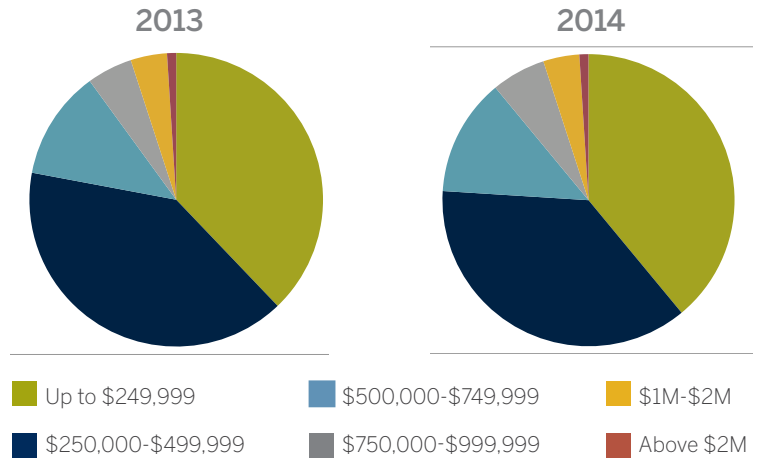
LISTING INVENTORY AS OF 12/31: SANTA FE COUNTY

PRICE RANGE	2012	2013	2014	% Change (2013 v 2014)
UP TO \$249,999	285	264	238	-9.85%
\$250,000-\$499,999	362	445	420	-5.62%
\$500,000-\$749,999	186	181	219	20.99%
\$750,000-\$999,999	125	146	129	-11.64%
ABOVE \$1M	207	219	210	-4.11%

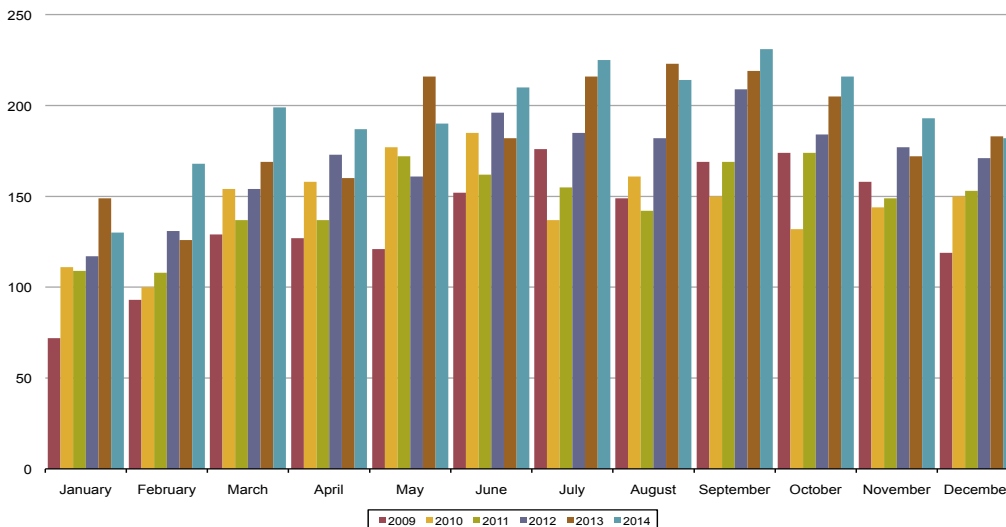


SALES BY PRICE RANGE

PRICE RANGE	2013	2014
UP TO \$249,999	38%	39%
\$250,000-\$499,999	40%	37%
\$500,000-\$749,999	12%	13%
\$750,000-\$999,999	5%	6%
\$1M-\$2M	4%	4%
ABOVE \$2M	1%	1%



RESIDENTIAL SOLDS BY MONTH - ALL PROPERTY TYPES



Obtained from the Santa Fe Association of Realtors Multiple Listing Service. Deemed reliable but not guaranteed and subject to change.

ON THE MARKET



left to right from top to bottom:

METROPOLITAN MARKETS

NEW YORK, NY | Web: 0019518 | \$1,285,000

SAN FRANCISCO, CA | Web: 0087074 | \$1,998,000

HOUSTON, TX | Web: 1231592 | \$1,250,000

RESORT MARKETS

MALIBU, CA | Web: 0172738 | \$1,649,000

PALM BEACH, FL | Web: 0076476 | \$1,495,000

SANTA BARBARA, CA | Web: 0592850 | \$1,149,000

FOREIGN MARKETS

VIETNAM | Web: SMT2WL | \$1,500,000

SOUTH AFRICA | Web: E5JGKG | \$1,382,266

COSTA RICA | Web: VKP28Q | \$1,298,000

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CAROLINE'S FEATURED LISTINGS



40 PALO DURO | MLS 201404571 | \$1,590,000



16 CLOUD MARCH EAST | MLS 201404045 | \$1,180,000



83 APACHE RIDGE | MLS 201404587 | \$1,031,500



23 CAMINO DEL MONTE | MLS 201404718 | \$675,000



949 LOPEZ STREET | MLS 201401616 | \$360,000



4 CALLE ARBUSTO | MLS 201405094 | \$85,000