

Q2 | 2018

Santa Fe

Market Update

Sotheby's

INTERNATIONAL REALTY



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

{Q2 | APR - JUN 2018}

at a glance

SANTA FE

6%

Change in Median Selling Price
{2018 v 2017}

10%

Change in Units Sold
{2018 v 2017}

1547

Units Sold

\$429k

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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The residential real estate market in Santa Fe showed continued steady and healthy rates of growth throughout the second quarter of 2018. According to the Santa Fe Association of Realtors MLS, sales of residential properties rose by 10% over the same period from one year ago. Median prices rose by 6% while the average sales price rose by 4% to \$429,000. Average days on market, another key indicator, decreased significantly in all price sectors. Listing inventories in the \$750,000 to \$1M and \$1M+ to \$2M price ranges declined by 12% and 10% respectively, increasingly competitive sectors of the Santa Fe market. The average selling price at our firm at the end of the second quarter was \$675,667 vs. \$484,146 for our nearest competitor.

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](https://www.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 \$850000
MLS 201800932

Our Featured Recent Transactions



911 CAMINO SANTANDER (ASSISTED BUYER & SELLER)
Last asking \$1,595,000
SOLD

1103 PIEDRA ALTO (ASSISTED BUYER)
Last asking \$875,000
SOLD

9 PASEO DEL PAISANO (ASSISTED SELLER)
Last asking \$835,000
SOLD

1300 RUFINA CIRCLE, UNIT B4 (ASSISTING BUYER)
Last asking \$495,000
PENDING

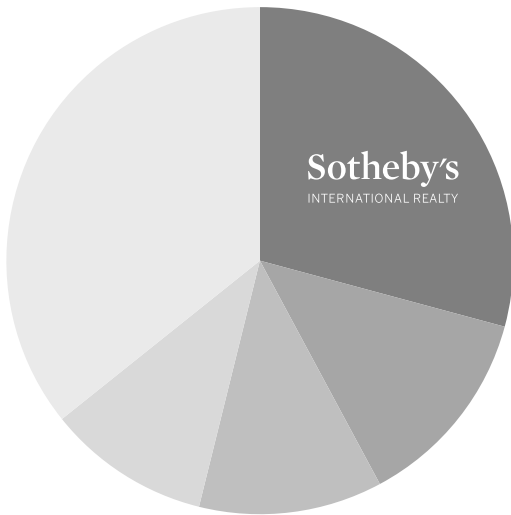
* IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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

{JUN 2018 | LAST 12 MONTHS}

Market Share

Sotheby's International Realty vs. Local Competitors



Market Share
All Price Ranges



Market Share
Over \$1 Million

- 29% Sotheby's International Realty | Santa Fe
- 13% Firm 2
- 12% Firm 3
- 10% Firm 4
- 36% Combination of Additional Companies

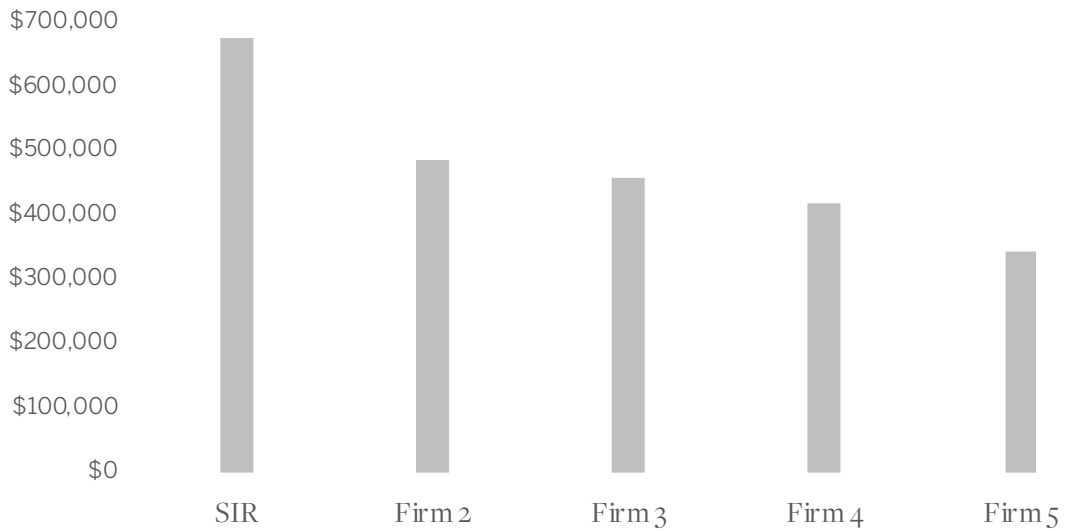
- 58% Sotheby's International Realty | Santa Fe
- 13% Firm 2
- 11% Firm 3
- 9% Firm 4
- 9% Combination of Additional Companies

S

By dollar volume in 2017 - 2018. Obtained from the Santa Fe Association of Realtors Multiple Listing Service.

Average Selling Prices by Top 5 Firms

Sotheby's International Realty vs. Local Competitors

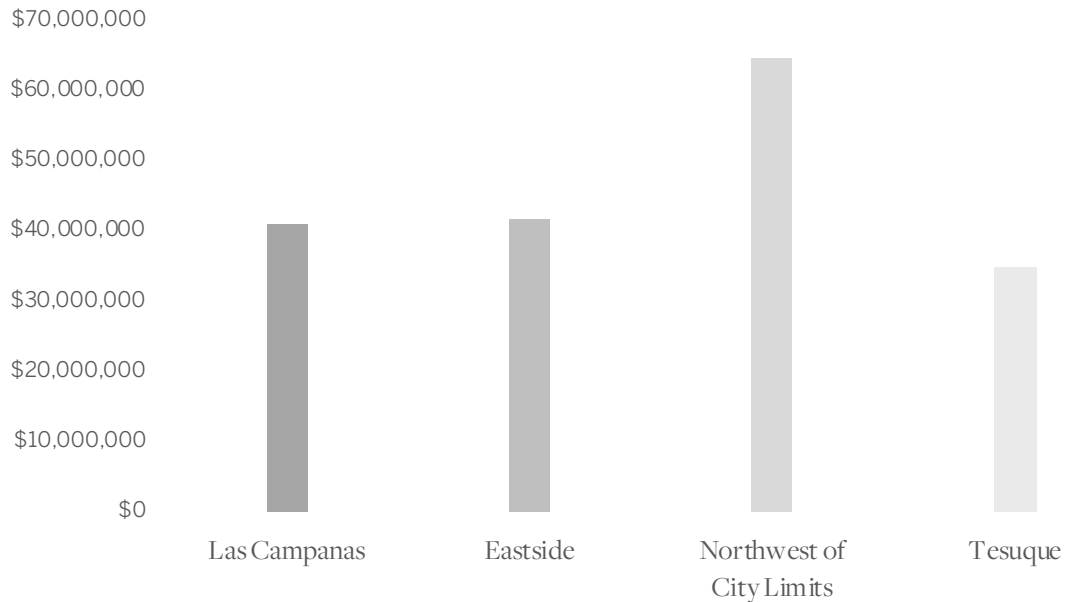


Average Selling Prices by Brokerage

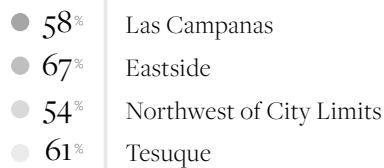
\$675,667	\$484,146	\$458,063	\$416,892	\$343,512
Sotheby's International Realty - Santa Fe	Firm 2	Firm 3	Firm 4	Firm 5

Active Listings by Select Area

Listed by Sotheby's International Realty



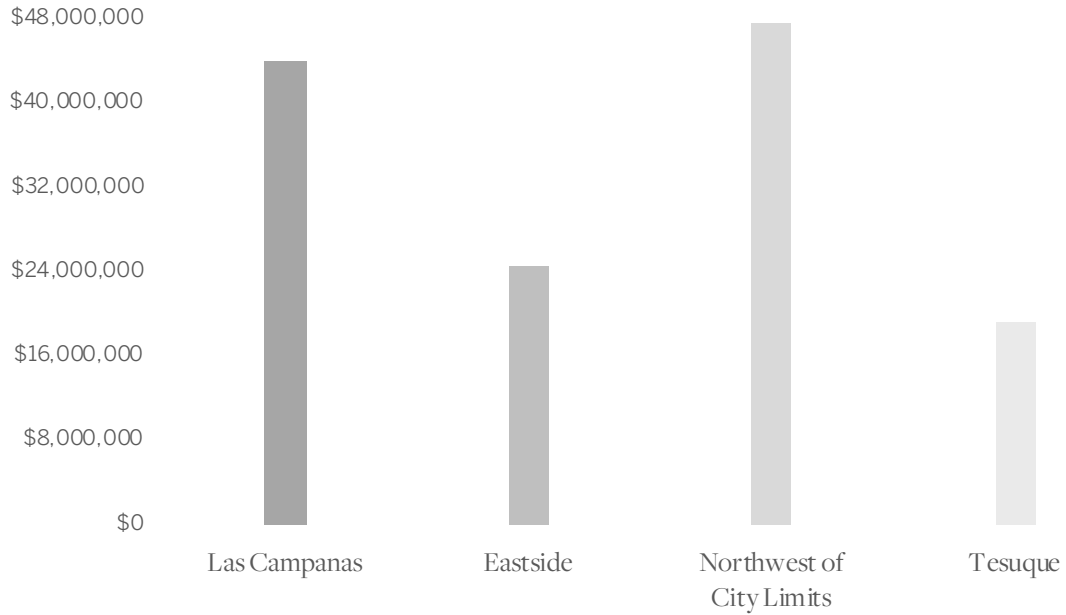
SIR Market Share Percentage By Active Listings Dollar Volume *as of June 30, 2018*



{JUN 2018 | LAST 12 MONTHS}

Sold Dollar Volume by Select Area

Sold by Sotheby's International Realty



SIR Market Share Percentage By Sold Dollar Volume

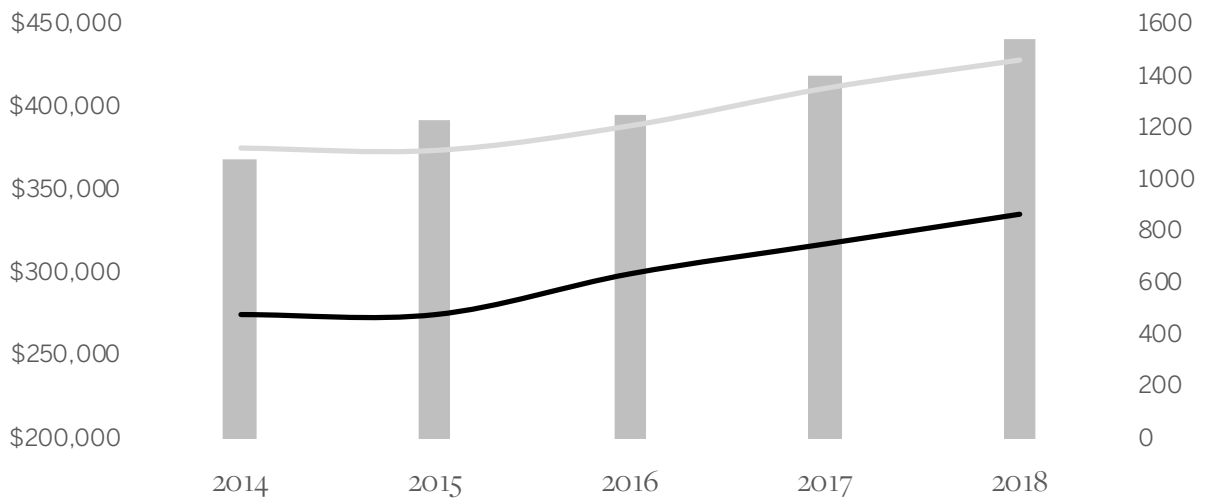
July 1, 2017 - June 30, 2018

● 83%	Las Campanas
● 64%	Eastside
● 42%	Northwest of City Limits
● 60%	Tesuque

Sales & Price Comparison

Q2 | All Santa Fe | Five Years

Average Selling Price | Median Selling Price | Total Units Sold

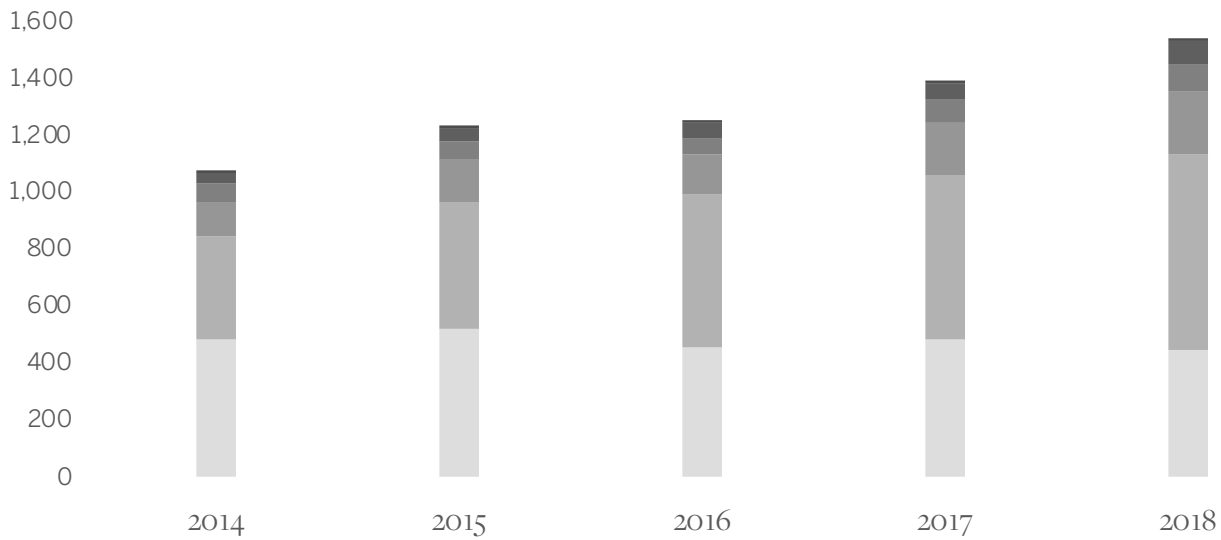


● Average Selling Price ● Median Selling Price ● Total Units Sold

Q2	Average Selling Price	Median Selling Price	Total Units Sold
^{2018 v 2017} Change	4%	6%	10%
2018	\$428,967	\$336,500	1547
2017	\$411,592	\$318,250	1402
2016	\$388,664	\$300,000	1256
2015	\$373,576	\$275,000	1235
2014	\$375,006	\$275,000	1083

Units Sold Comparison

Q2 | All Santa Fe | Five Years



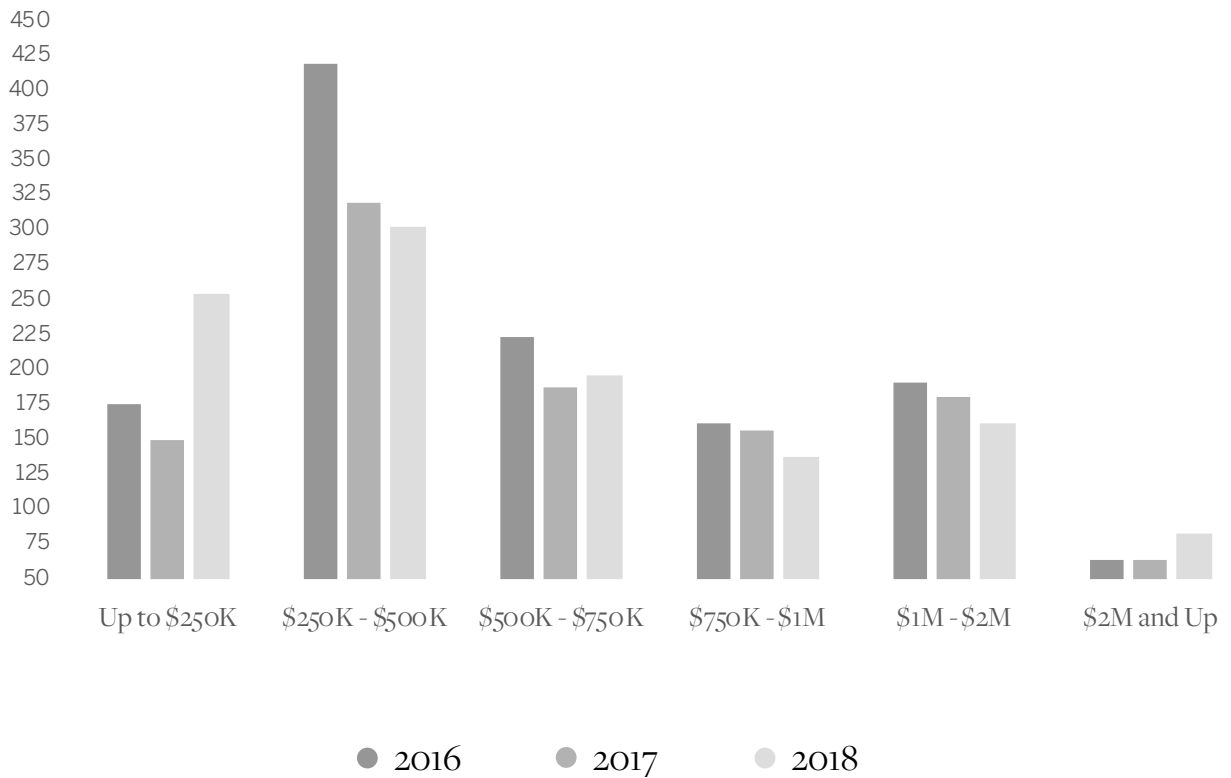
Total Units Sold By Price Point

- Up to \$250K
- \$250K-\$500K
- \$500K-\$750K
- \$750K-\$1M
- \$1M-\$2M
- Above \$2M

Q2	{Units Percent}						Total
	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	
<small>{2018 v 2017}</small> Change	-7%	20%	19%	15%	30%	0%	10%
2018	454 29%	684 44%	223 14%	97 6%	78 5%	11 1%	1547
2017	488 35%	572 41%	187 13%	84 6%	60 4%	11 1%	1402
2016	464 37%	536 43%	139 11%	55 4%	56 4%	6 0%	1256
2015	525 43%	450 36%	148 12%	57 5%	48 4%	7 1%	1235
2014	483 45%	365 34%	124 11%	65 6%	38 4%	8 1%	1083

Listing Inventory

All Santa Fe

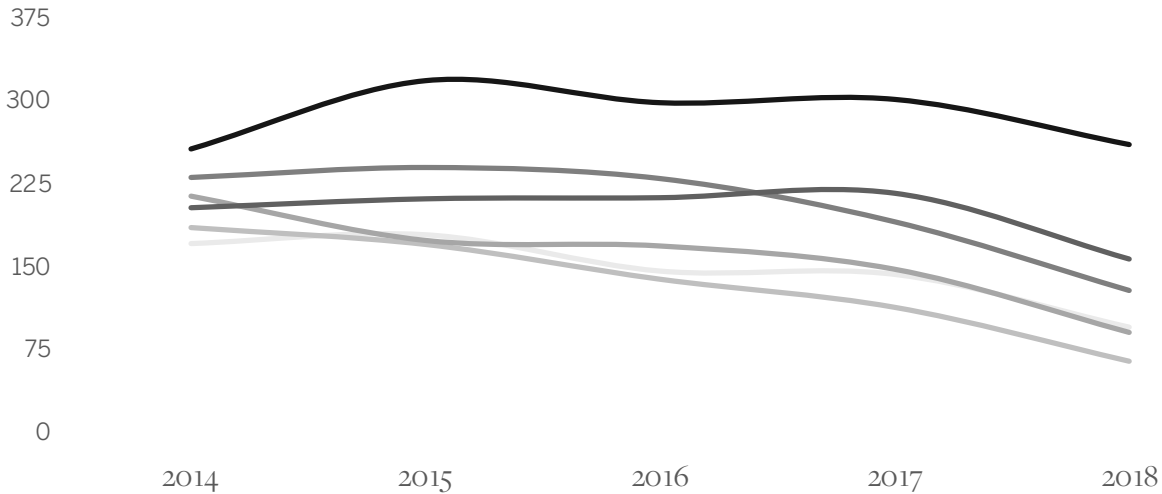


Active Listings for all of Santa Fe County as of June 30

Q2	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
<i>{2018 v 2017}</i> Change	71%	-5%	4%	-12%	-10%	32%	8%
2018	255	302	196	138	162	83	1136
2017	149	319	188	157	180	63	1056
2016	175	419	223	161	190	63	1231

Days On Market

Q2 | All Santa Fe | Five Years



Average Days on Market

- Up to \$250K
- \$250K-\$500K
- \$500K-\$750K
- \$750K-\$1M
- \$1M-\$2M
- Above \$2M

Q2	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
^{2018 v 2017} Change	-33%	-42%	-38%	-32%	-27%	-14%	-36%
2018	96	67	93	130	158	262	89
2017	144	115	150	192	217	303	140
2016	147	140	171	231	213	300	154
2015	180	171	176	241	212	320	181
2014	172	186	216	232	204	258	187

Our Featured Listings

EXQUISITE ADOBE ESTATE

890 PASEO DE DON CARLOS
MLS 201702972 | \$3,500,000



GLORIOUS TOP-OF-THE-WORLD VIEWS

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



ELEGANT HACIENDA STYLE

PASEO ENCANTADO NE
MLS 201802243 | \$1,600,000



Our Featured Listings

EXTRAORDINARY VISTAS

824 CALLE DAVID
MLS 201704779 | \$1,295,000



DAZZLING PANORAMIC VIEWS

98 PASEO ENCANTADO SW
MLS 201800932 | \$850,000



IDYLLIC TESUQUE GEM BY BETTY STEWART

3 TESUQUE MEADOW
MLS 201801769 | \$815,000

