

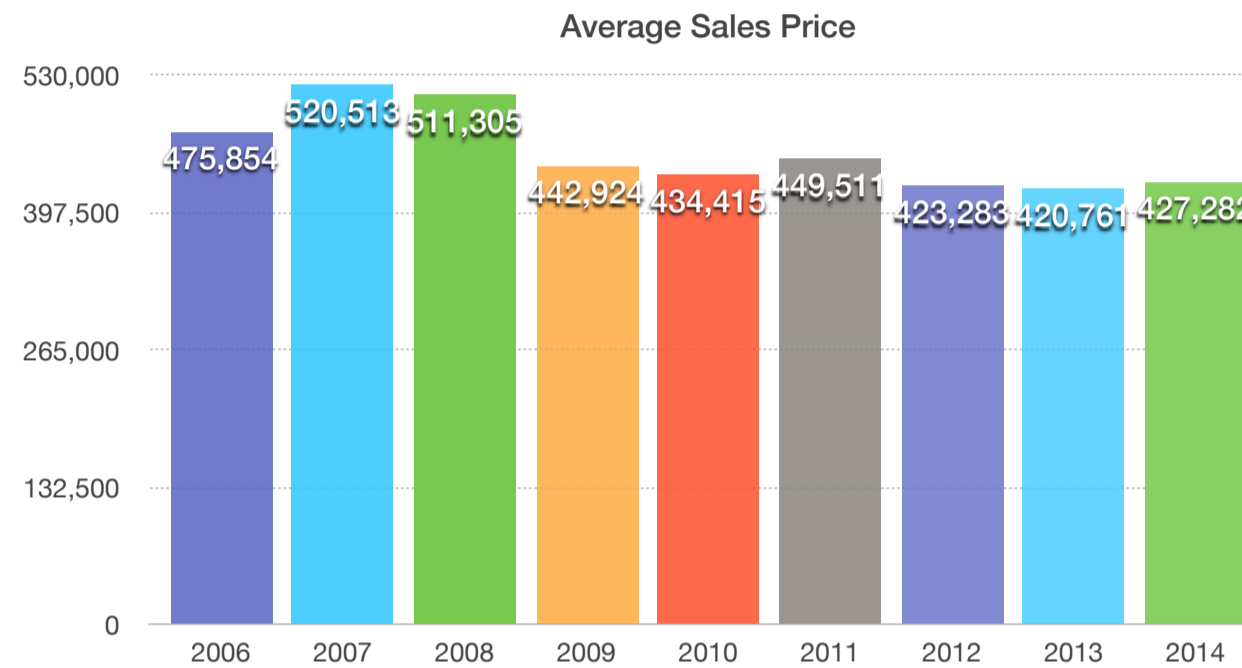
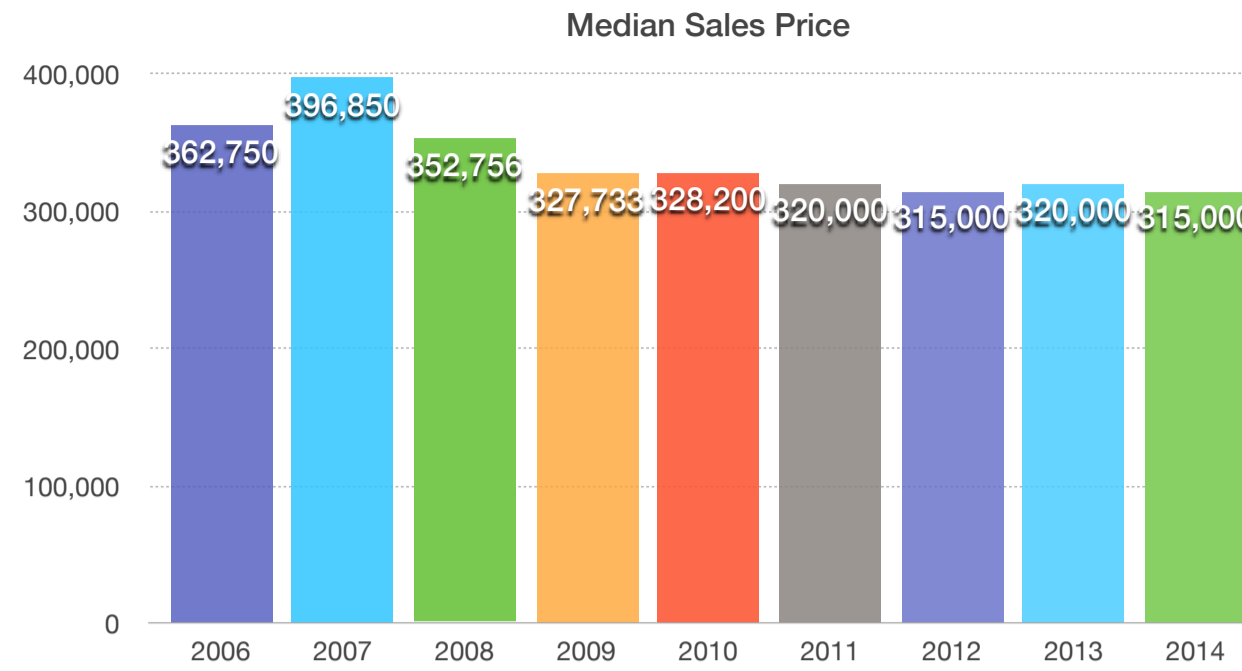
Santa Fe Area (City and County), all Residential Homes for Sale

MLS Statistics for: Area (Minor)=001, 002, 003, 003N, 003S, 004N, 004S, 006, 007, 008, 010, 011, 012, 013, 014, 015, 016, 017, 025, 024, 025N, 025S, 026, 027, Class=RE

Santa Fe, New Mexico's, Housing Market
2006-2014
Summarized
Actual Data

Average and Median Sale Compared to High in 2007

Year	Average Sale	Median Sale
2006	(9%)	(9%)
High - 2007	0%	0%
2008	(2%)	(11%)
2009	(15%)	(17%)
2010	(17%)	(17%)
2011	(14%)	(19%)
2012	(19%)	(21%)
2013	(19%)	(19%)
2014	(18%)	(21%)



Average - Average is the mean value of the dataset. The Average Sales Price is the sum of the total sales dollar volume divided by the total number of units sold. The Median Sales Price is the Sales Price at which half of all sales are above and half are the sales are below. When you have outliers in the underlying data, using the median is often more reflective of the "true" trend. The average is reflective of the data if the data set is fairly homogenous. For example, the average price is less likely to be skewed by outliers if you filter the chart for a particular square foot range.

<http://www.marketrendspremium.com/definitions>

Median and Average Prices

The high for sales prices were in 2007 at (rounded) \$397,000 Median and \$521,000 Average.

In 2014, our Median Sales Price was still 21% off of the high in 2007. Average Sales price was slightly higher at only 18% off, probably due to a few sales on the high end that skewed the number up.

Median is typically more reflective of the general market.

Number of Homes Sold

In 2005, the Quantity of Homes Sold was 2560. It dropped all the way to only 1223 homes sold in 2009. In 2014 there were still only 1846 homes sold.

The volume of sales... total price of homes sold... was over \$1.2 million in 2006. In 2007 it dropped to 19% of that. In 2009 and 2010 the total dollars sold was less than half what it was in 2006. In 2014 it was still only 65% of the volume sold in 2006.

Homes on the Market

Santa Fe typically has more than a year's supply of homes on the market. That is usually considered a Buyer's market in most areas of the country.

In 2006 Santa Fe had 6265 homes on the market. 2560 homes sold that year. This is a 2.4 years supply of homes on the market. The supply of homes went up all the way to a 5 year supply in 2009. In 2014 it was back to a 2.4 year supply where there were 4454 homes on the market and 1846 homes that sold.

Year-To-Year Comparison Report

YEAR	QUANTITY SOLD	% CHANGE	VOLUME SOLD	% CHANGE	AVERAGE SALE	% CHANGE	MEDIAN SALE	% CHANGE	QTY ACTIVE	% CHANGE	INVENTORY # YEARS SUPPLY
2006	2,560		1,218,188,645		475,854		362,750		6,265		2.4
2007	1,892	(26%)	984,811,754	(19%)	520,513	9%	396,850	9%	6,526	4%	3.4
2008	1,406	(26%)	718,895,687	(27%)	511,305	(2%)	352,756	(11%)	6,619	1%	4.7
2009	1,223	(13%)	541,697,215	(25%)	442,924	(13%)	327,733	(7%)	6,076	(8%)	5.0
2010	1,318	8%	572,560,052	6%	434,415	(2%)	328,200	0%	5,461	(10%)	4.1
2011	1,355	3%	609,087,555	6%	449,511	3%	320,000	(2%)	4,764	(13%)	3.5
2012	1,659	22%	702,227,697	15%	423,283	(6%)	315,000	(2%)	4,563	(4%)	2.8
2013	1,774	7%	746,431,649	6%	420,761	(1%)	320,000	2%	4,470	(2%)	2.5
2014	1,846	4%	788,764,065	6%	427,282	2%	315,000	(2%)	4,454	(0%)	2.4

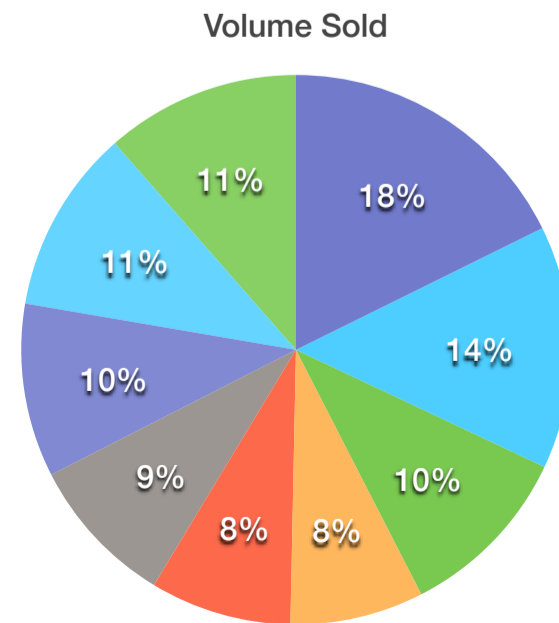
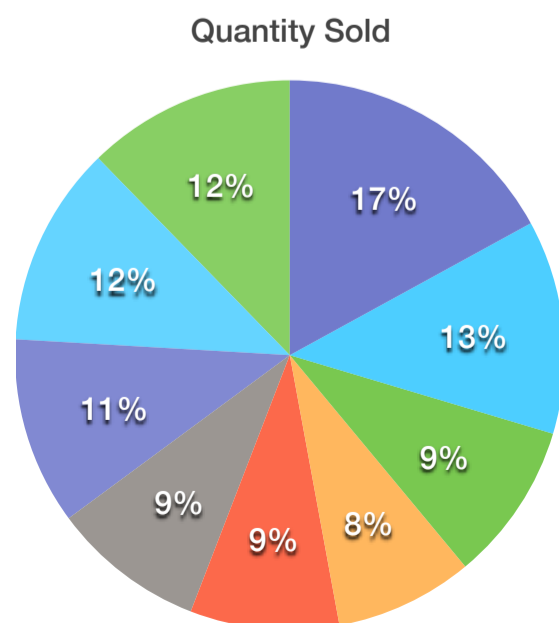
What does this mean for you?

To find out what all of this means if you want to buy or sell a home in Santa Fe, or are interested in Santa Fe's economics, phone, text, or email:

Julee Brooke at 505-690-0900,
julee@SantaFeExperience.com

or

Robbie Dobyans at 505-577-4545,
robbie@SantaFeExperience.com



Data taken from the Santa Fe Association of Realtors Multiple Listing Service and is deemed reliable but not guaranteed.