

Quarterly Indicators

A RESEARCH TOOL PROVIDED BY THE SANTA FE ASSOCIATION OF REALTORS®
INCLUDES ACTIVITY FOR ATTACHED AND DETACHED PROPERTIES



Q3 2013

Do you hear that? Hummmmm. That's the delightful sound of normalcy. Buyers are buying, sellers are selling, lenders are lending and builders are building. Sure, this varies from region to region and even city to city within a region or state, but by and large, things are returning to normal. All major indices showcase fairly robust price recovery. Consumer confidence isn't what it could be, but it's sufficient for now.

New Listings in the Santa Fe region increased 22.1 percent to 1,101. Pending Sales were down 13.6 percent to 476. Inventory levels grew 7.8 percent to 2,348 units.

The Median Sales Price increased 13.7 percent to \$320,000. Days on Market was down 20.7 percent to 154 days. Absorption rates improved as Months Supply of Inventory was down 12.3 percent to 13.1 months.

There's some evidence that it's not just first-time home buyers fueling the recovery. Move-up buyers are also pulling their weight. Some baby-boomers are ready to look for less space, nudging Junior out of the basement. The pizza boxes and late-night video games get old, plus there's a fresh crop of buyers looking for a bigger space to raise their own little darlings.

Quick Facts

+ 14.2% **+ 13.7%** **+ 7.8%**

Change in
Closed Sales

Change in
Median Sales Price

Change in
Inventory

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Market Overview

Key market metrics for the current quarter and year-to-date figures. Includes activity for attached and detached properties.



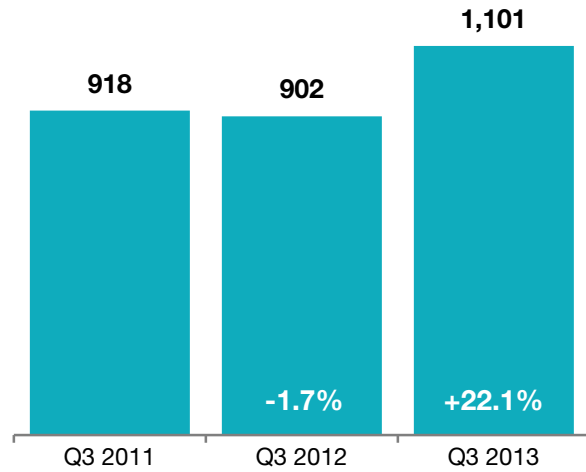
Key Metrics	Historical Sparklines	Q3 2012	Q3 2013	+ / -	YTD Q3 2012	YTD Q3 2013	+ / -
New Listings		902	1,101	+ 22.1%	2,764	3,204	+ 15.9%
Pending Sales		551	476	- 13.6%	1,521	1,494	- 1.8%
Closed Sales		551	629	+ 14.2%	1,440	1,557	+ 8.1%
Days on Market Until Sale		194	154	- 20.7%	204	166	- 18.9%
Median Sales Price		\$281,400	\$320,000	+ 13.7%	\$285,500	\$300,000	+ 5.1%
Average Sales Price		\$394,969	\$408,841	+ 3.5%	\$388,945	\$390,874	+ 0.5%
Percent of Original List Price Received		90.4%	92.2%	+ 2.0%	89.1%	91.8%	+ 3.0%
Housing Affordability Index		117	102	- 12.7%	116	108	- 6.4%
Inventory of Homes for Sale		2,179	2,348	+ 7.8%	--	--	--
Months Supply of Homes for Sale		15.0	13.1	- 12.3%	--	--	--

New Listings

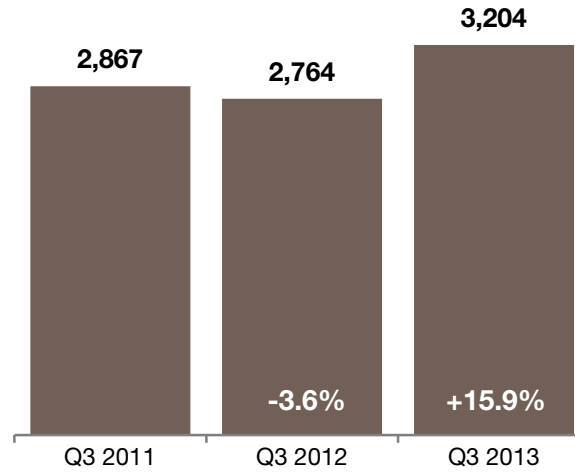
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

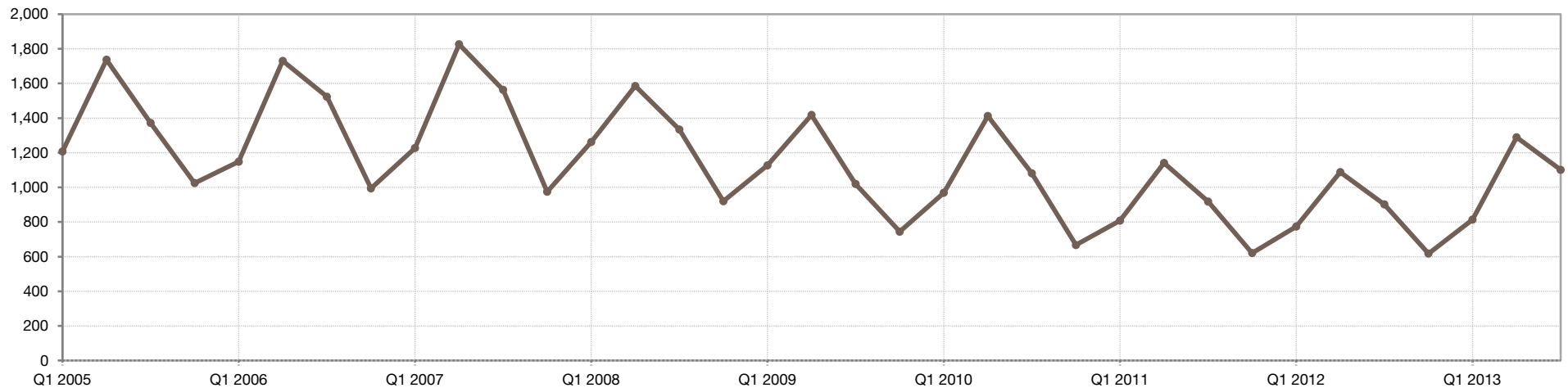


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	667	621	-6.9%
Q1 2012	808	774	-4.2%
Q2 2013	1,088	1,289	+18.5%
Q3 2013	902	1,101	+22.1%
12-Month Avg	866	946	+9.2%

Historical New Listing Activity

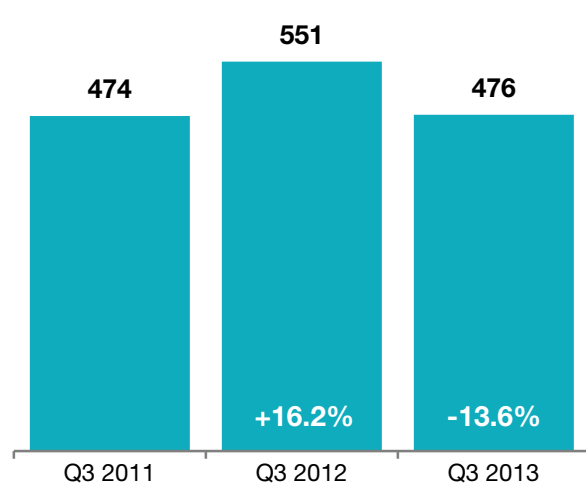


Pending Sales

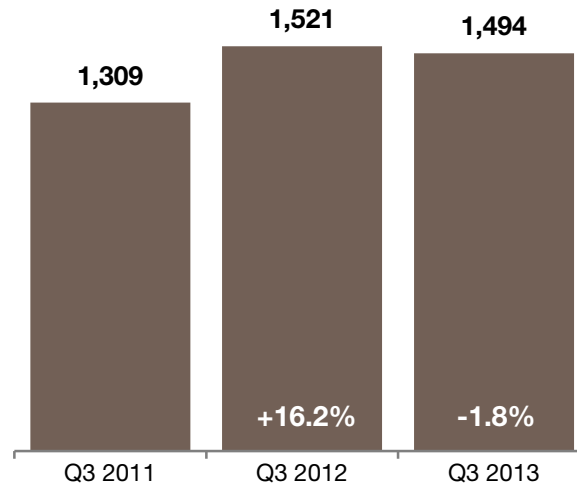
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

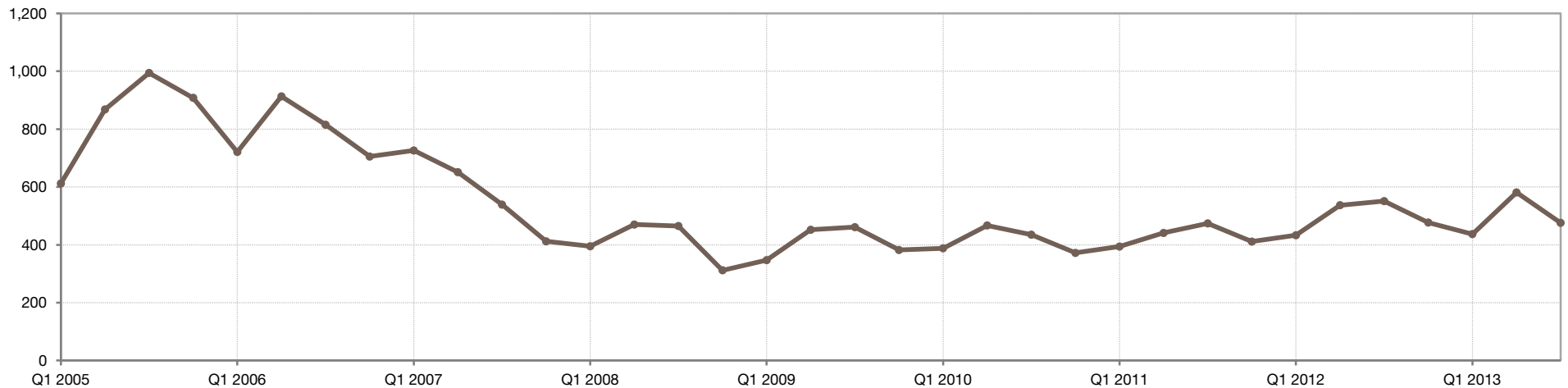


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	372	411	+10.5%
Q1 2012	394	433	+9.9%
Q2 2013	537	581	+8.2%
Q3 2013	551	476	-13.6%
12-Month Avg	464	475	+2.5%

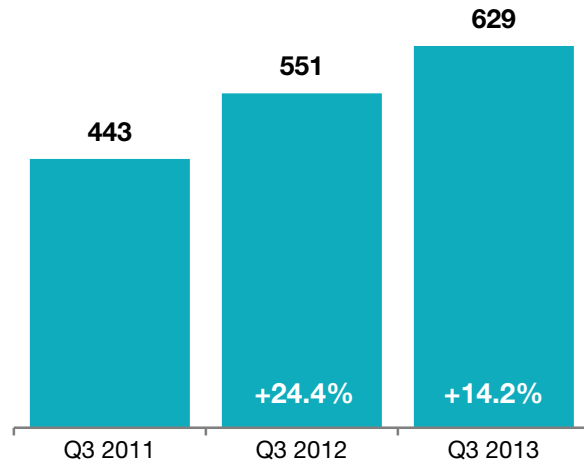
Historical Pending Sales Activity



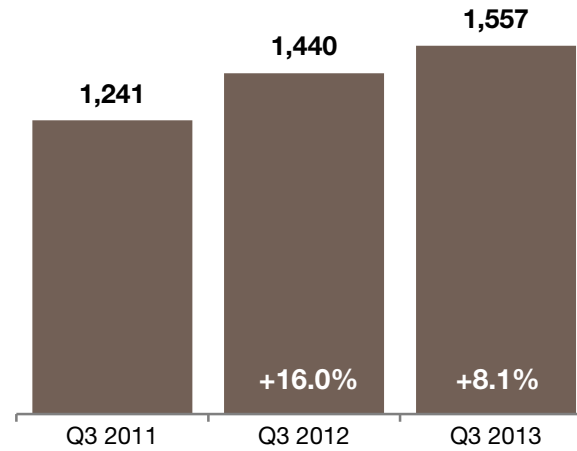
Closed Sales

A count of the actual sales that have closed in a given quarter. Includes activity for attached and detached properties.

3rd Quarter

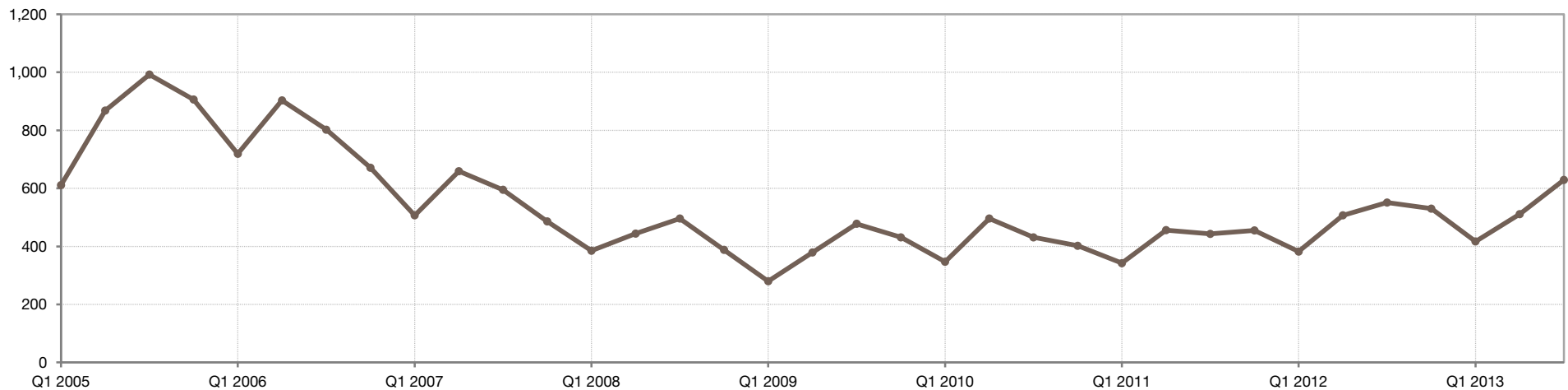


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	402	455	+13.2%
Q1 2012	342	382	+11.7%
Q2 2013	507	511	+0.8%
Q3 2013	551	629	+14.2%
12-Month Avg	451	494	+10.0%

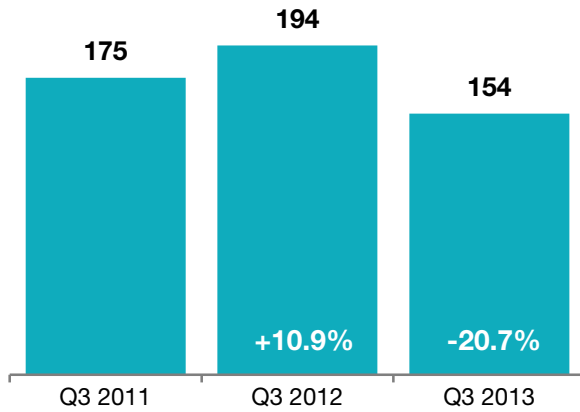
Historical Closed Sales Activity



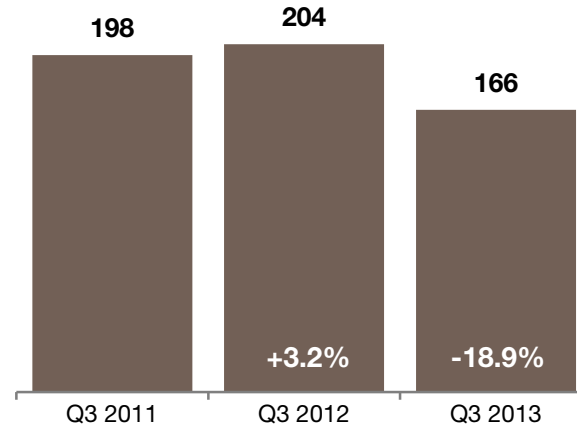
Days on Market Until Sale

Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.

3rd Quarter

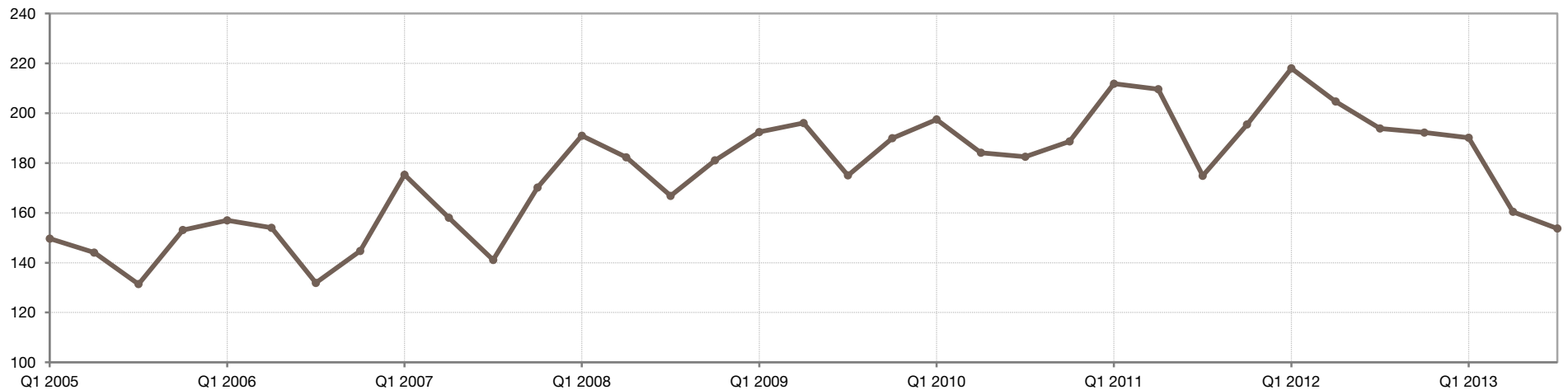


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	189	195	+3.6%
Q1 2012	212	218	+2.9%
Q2 2013	205	160	-21.6%
Q3 2013	194	154	-20.7%
12-Month Avg	202	172	-14.7%

Historical Days on Market Until Sale

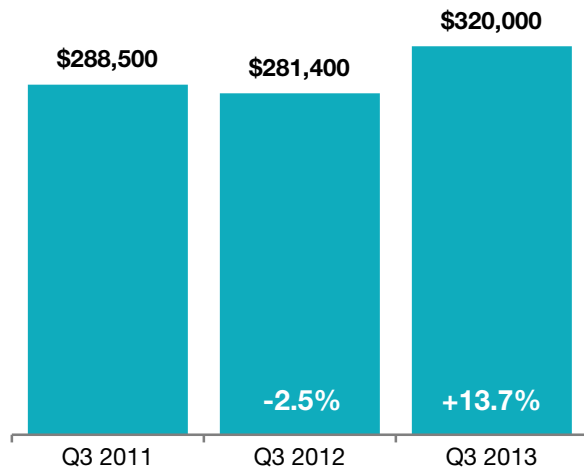


Median Sales Price

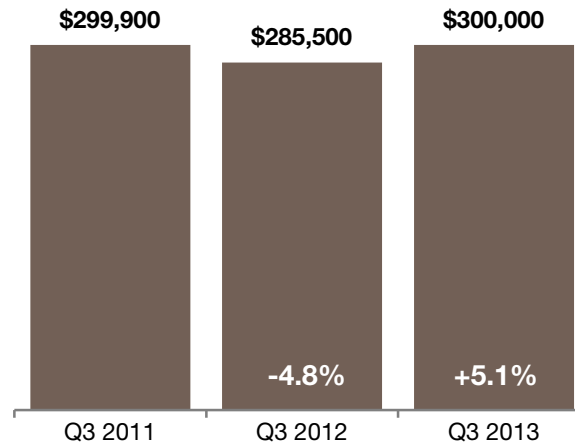
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

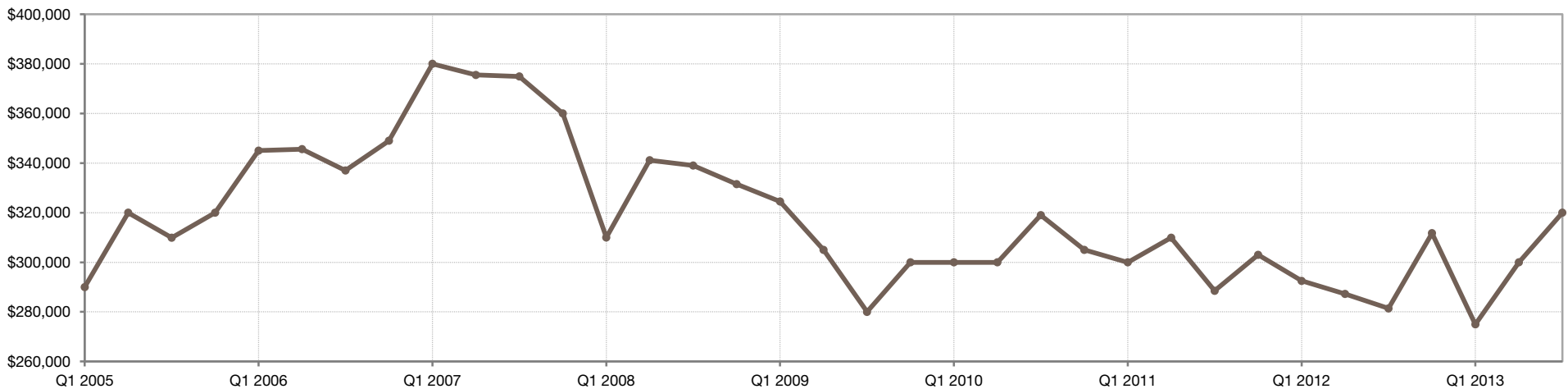


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	\$305,000	\$303,000	-0.7%
Q1 2012	\$300,000	\$292,500	-2.5%
Q2 2013	\$287,250	\$300,000	+4.4%
Q3 2013	\$281,400	\$320,000	+13.7%
12-Month Med	\$290,000	\$302,500	+4.3%

Historical Median Sales Price

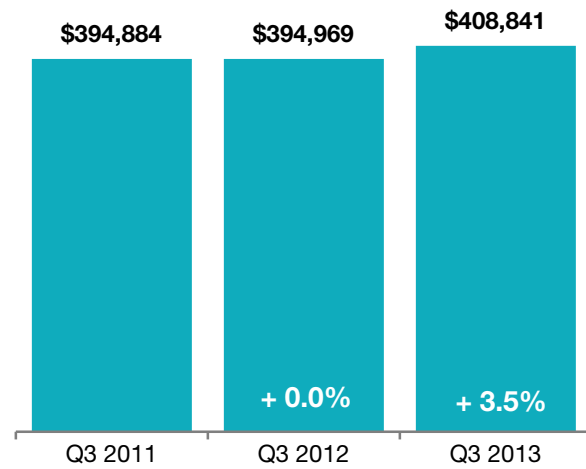


Average Sales Price

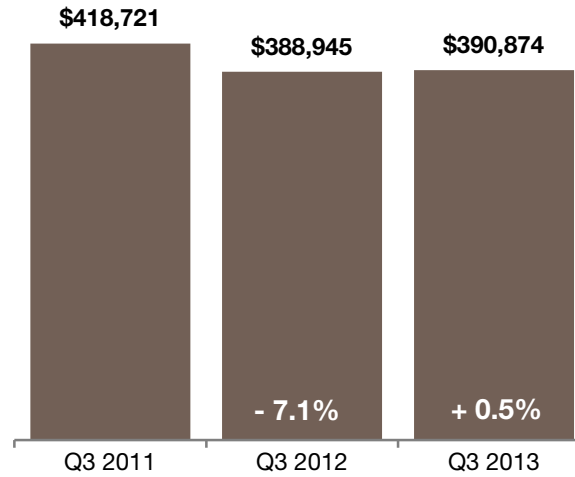
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

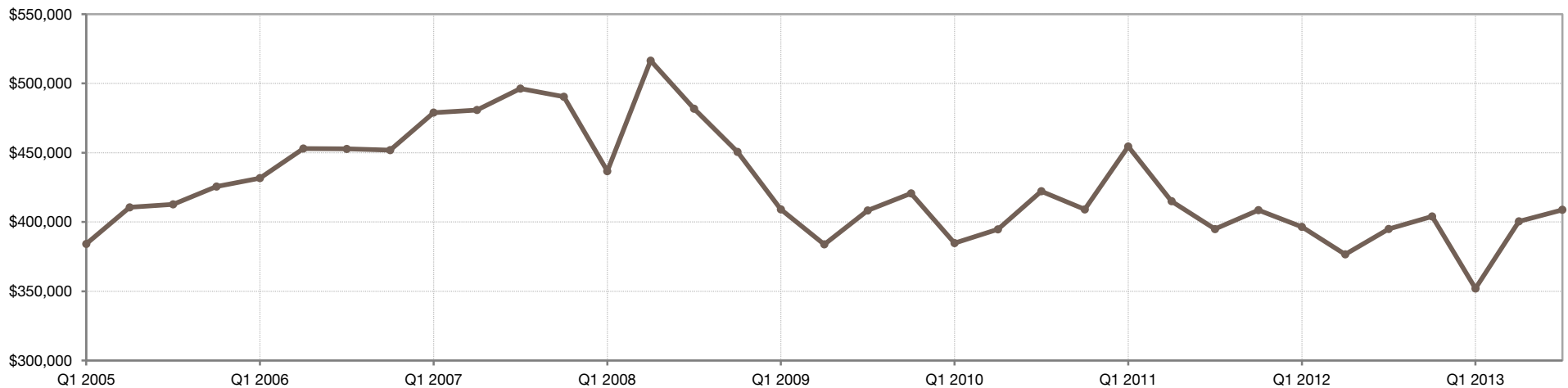


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	\$409,079	\$408,557	-0.1%
Q1 2012	\$454,467	\$396,506	-12.8%
Q2 2013	\$376,676	\$400,486	+6.3%
Q3 2013	\$394,969	\$408,841	+3.5%
12-Month Avg	\$393,656	\$394,211	+0.1%

Historical Average Sales Price

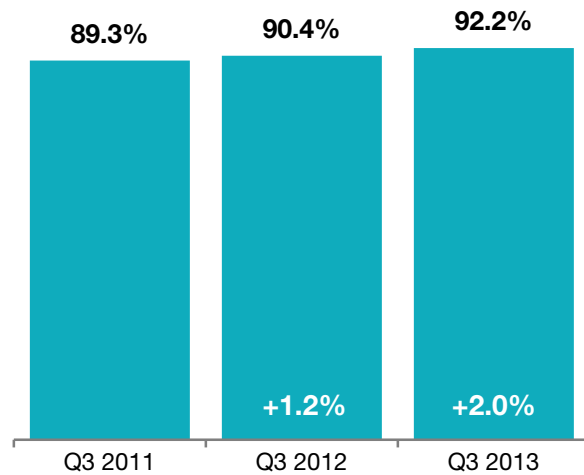


Percent of Original List Price Received

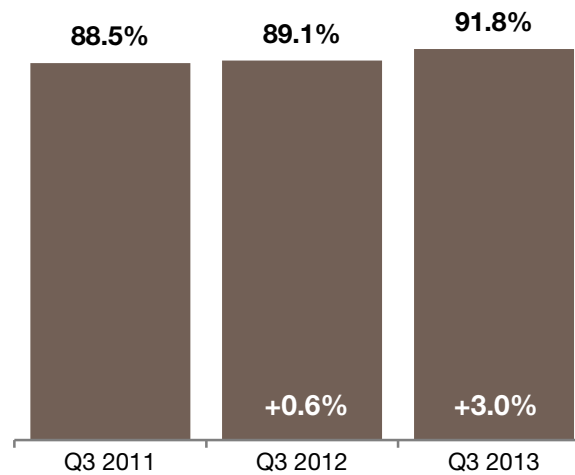
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



3rd Quarter

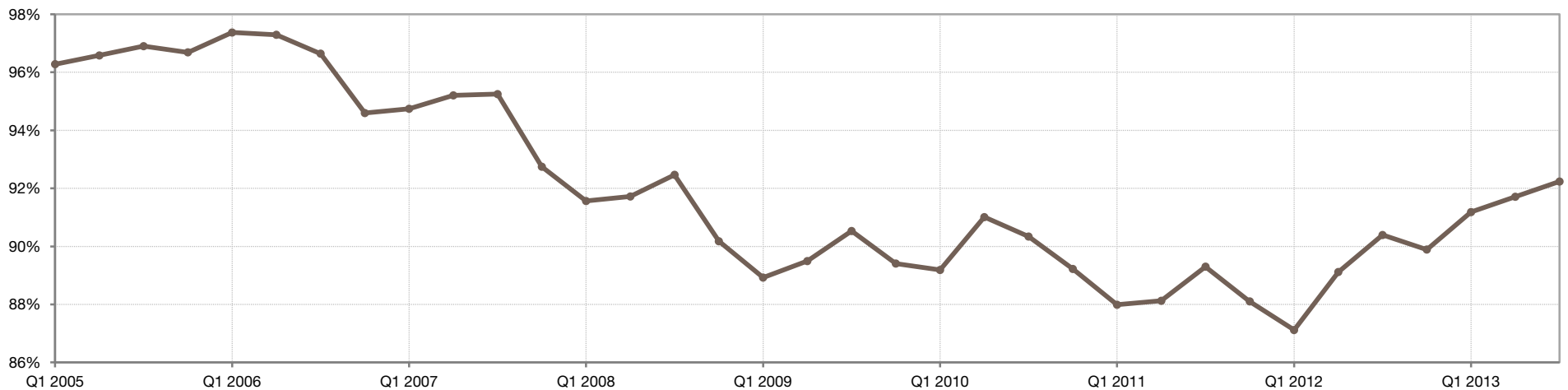


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	89.2%	88.1%	-1.3%
Q1 2012	88.0%	87.1%	-1.0%
Q2 2013	89.1%	91.7%	+2.9%
Q3 2013	90.4%	92.2%	+2.0%
12-Month Avg	88.8%	91.3%	+2.8%

Historical Percent of Original List Price Received

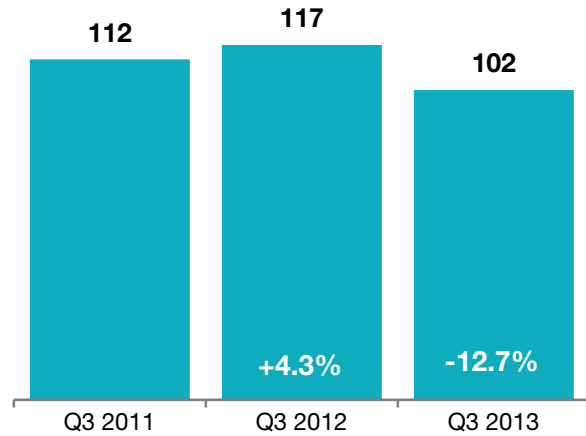


Housing Affordability Index

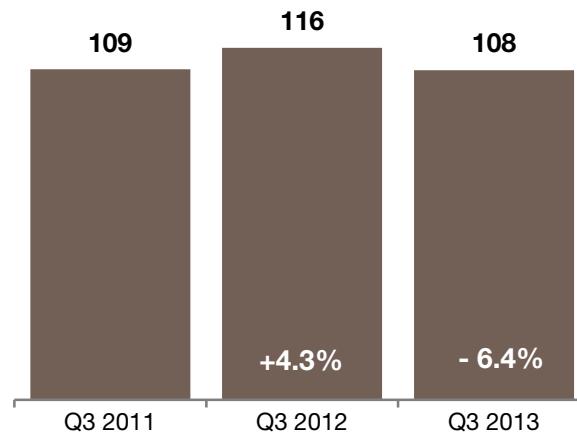
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



3rd Quarter

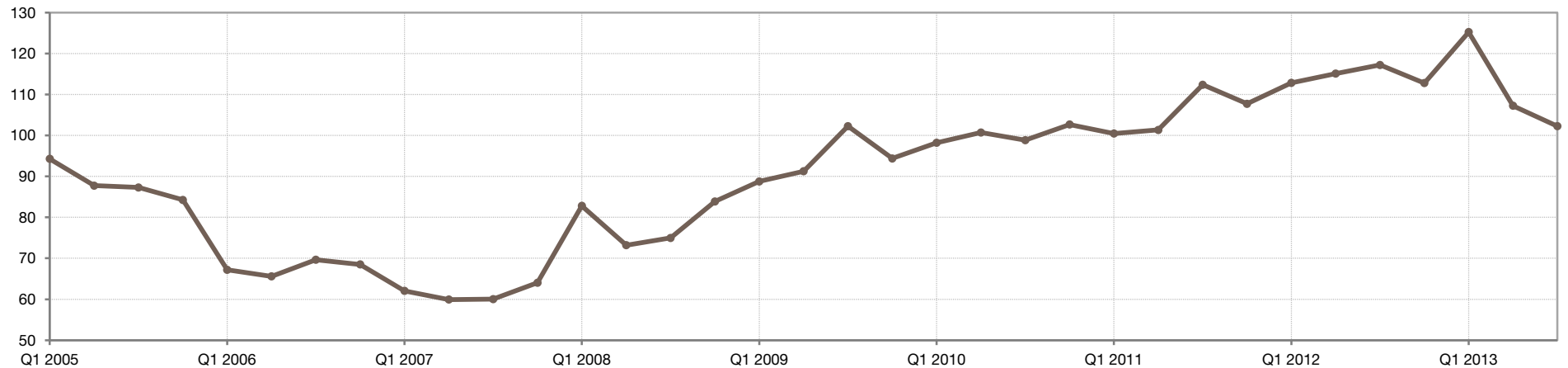


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	78	108	+38.9%
Q1 2012	94	113	+19.8%
Q2 2013	88	107	+22.2%
Q3 2013	117	102	-12.7%
12-Month Avg	94	108	+14.2%

Historical Housing Affordability Index

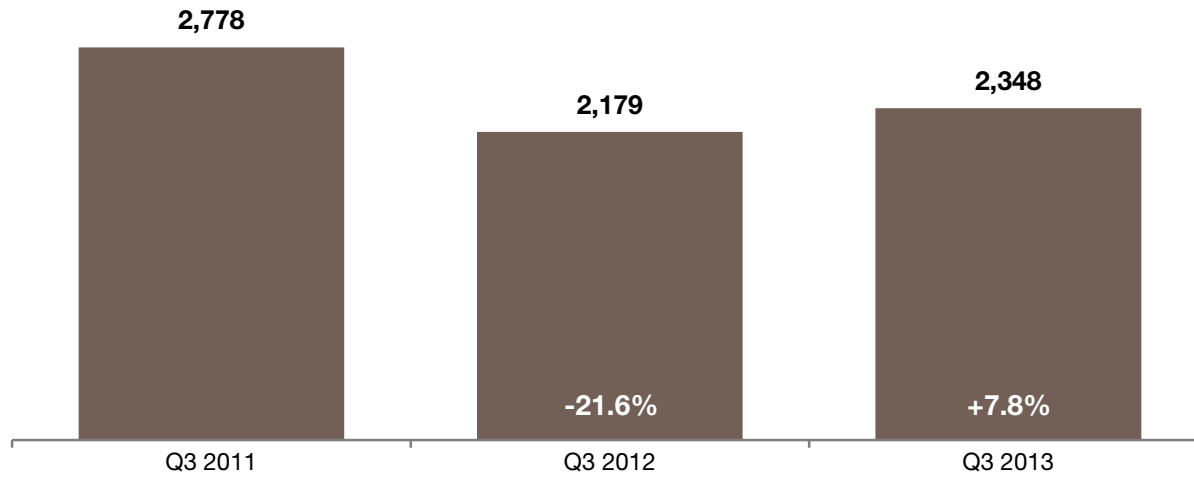


Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter. Includes activity for attached and detached properties.

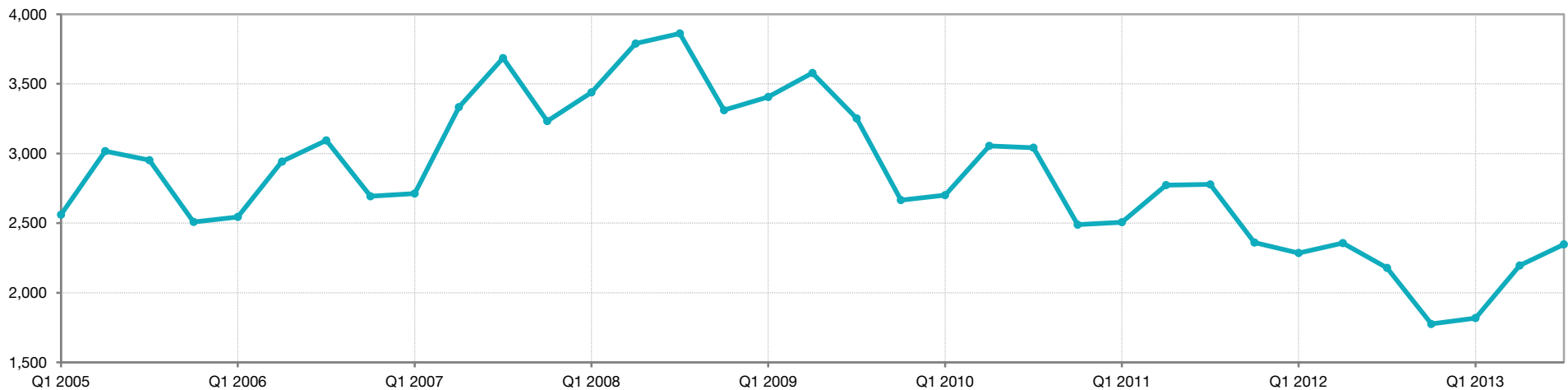


3rd Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2012	2,489	2,361	-5.1%
Q1 2012	2,507	2,286	-8.8%
Q2 2013	2,357	2,196	-6.8%
Q3 2013	2,179	2,348	+7.8%
12-Month Avg	2,383	2,298	-3.6%

Historical Inventory of Homes for Sale

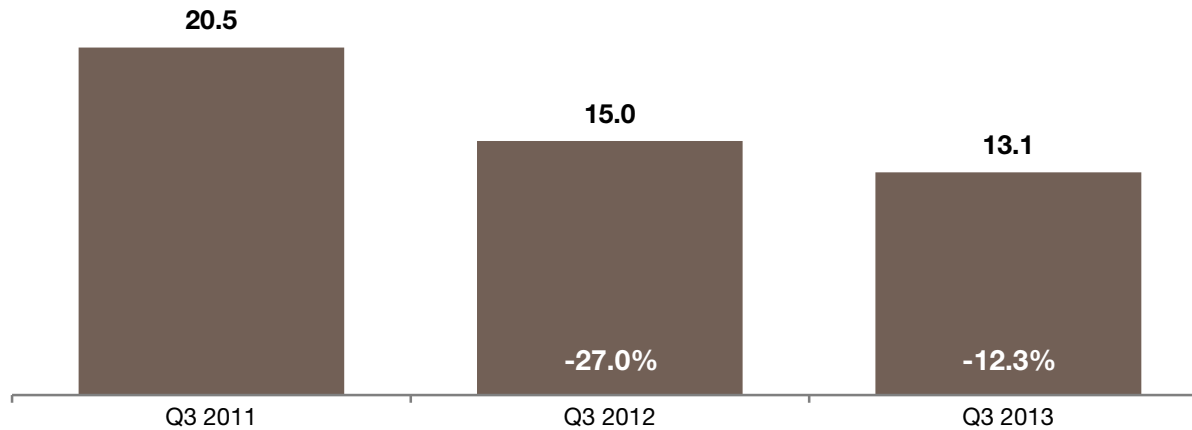


Months Supply of Inventory

The inventory of homes for sale at the end of a given month, divided by the average monthly pending sales from the last 12 months. Includes activity for attached and detached properties.



3rd Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2012	20.8	19.0	-8.5%
Q1 2012	17.8	16.0	-10.0%
Q2 2013	15.8	11.6	-26.6%
Q3 2013	15.0	13.1	-12.3%
12-Month Avg	16.8	12.1	-28.4%

Historical Months Supply of Inventory

