

Quarterly Indicators

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



Q1 2015

All expectations in 2015 are for a healthy and energetic selling season. National stories have been highlighting an increase in new construction sales and pending sales, but national stories are not always readily applied to the local scene. All the same, if ever there was a year to list or purchase a home, wider economic factors seem to indicate that this is the one.

New Listings in the Santa Fe region decreased 9.8 percent to 762. Pending Sales were down 31.7 percent to 375. Inventory levels fell 7.0 percent to 1,733 units.

The Median Sales Price decreased 1.9 percent to \$275,000. Days on Market was up 3.6 percent to 179 days. Sellers were encouraged as Months Supply of Inventory was down 12.6 percent to 8.9 months.

On average, more people are employed and making more money than they were at this time last year. The jobs picture, as a whole, looks promising. Employment drives home-buying activity, so it is ever critical to watch labor statistics as a key indicator for the residential real estate market. Coupled with the mostly positive jobs picture, it is widely expected that mortgage rates will remain as they are for at least the first two quarters of the year.

Quick Facts

- 2.3%

Change in
Closed Sales

- 1.9%

Change in
Median Sales Price

- 7.0%

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.



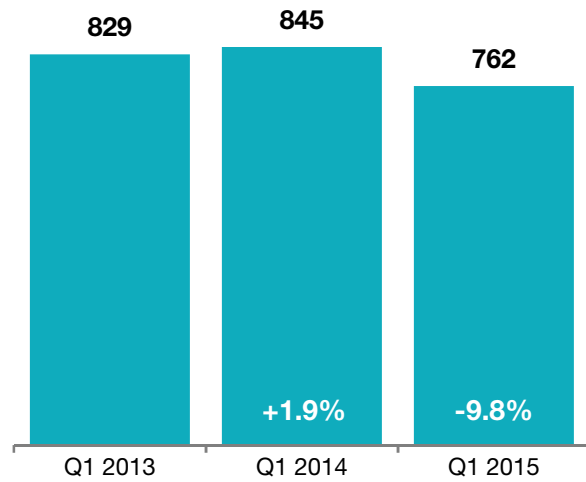
Key Metrics	Historical Sparklines	Q1 2014	Q1 2015	+ / -	YTD Q1 2014	YTD Q1 2015	+ / -
New Listings		845	762	- 9.8%	845	762	- 9.8%
Pending Sales		549	375	- 31.7%	549	375	- 31.7%
Closed Sales		476	465	- 2.3%	476	465	- 2.3%
Days on Market Until Sale		173	179	+ 3.6%	173	179	+ 3.6%
Median Sales Price		\$280,400	\$275,000	- 1.9%	\$280,400	\$275,000	- 1.9%
Average Sales Price		\$380,604	\$372,240	- 2.2%	\$380,604	\$372,240	- 2.2%
Percent of Original List Price Received		89.6%	91.2%	+ 1.8%	89.6%	91.2%	+ 1.8%
Housing Affordability Index		100	109	+ 9.9%	100	109	+ 9.9%
Inventory of Homes for Sale		1,863	1,733	- 7.0%	--	--	--
Months Supply of Homes for Sale		10.2	8.9	- 12.6%	--	--	--

New Listings

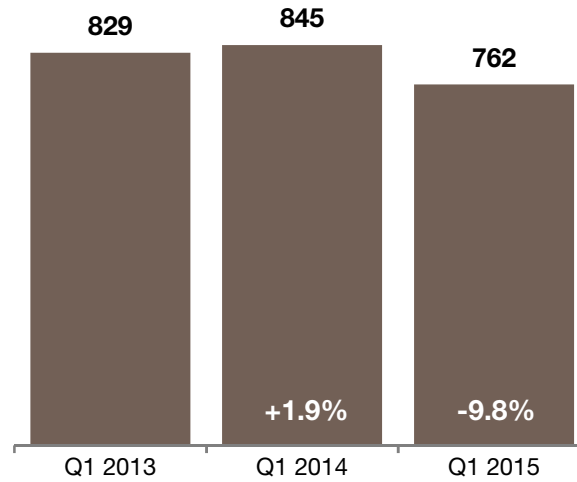
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



1st Quarter

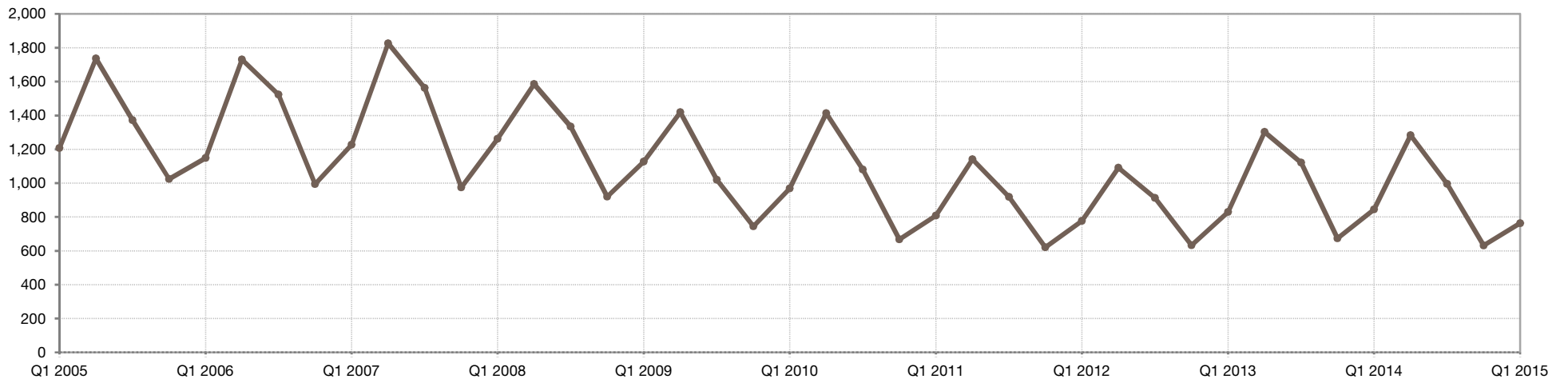


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	829	845	+1.9%
Q2 2014	1,303	1,283	-1.5%
Q3 2014	1,121	996	-11.2%
Q1 2015	845	762	-9.8%
12-Month Avg	1,025	972	-5.2%

Historical New Listing Activity

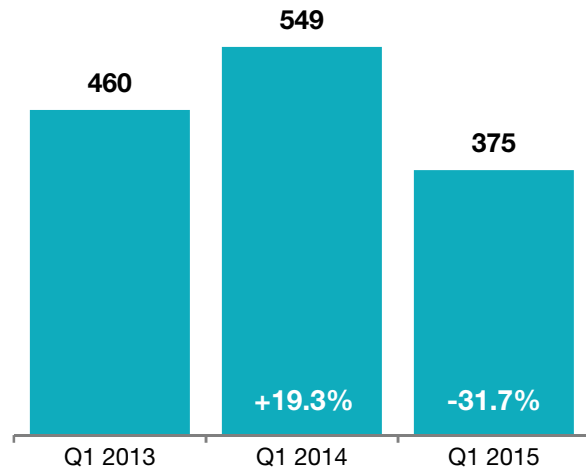


Pending Sales

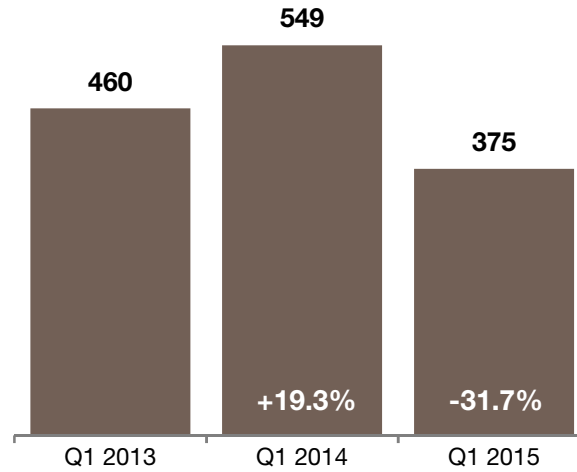
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



1st Quarter

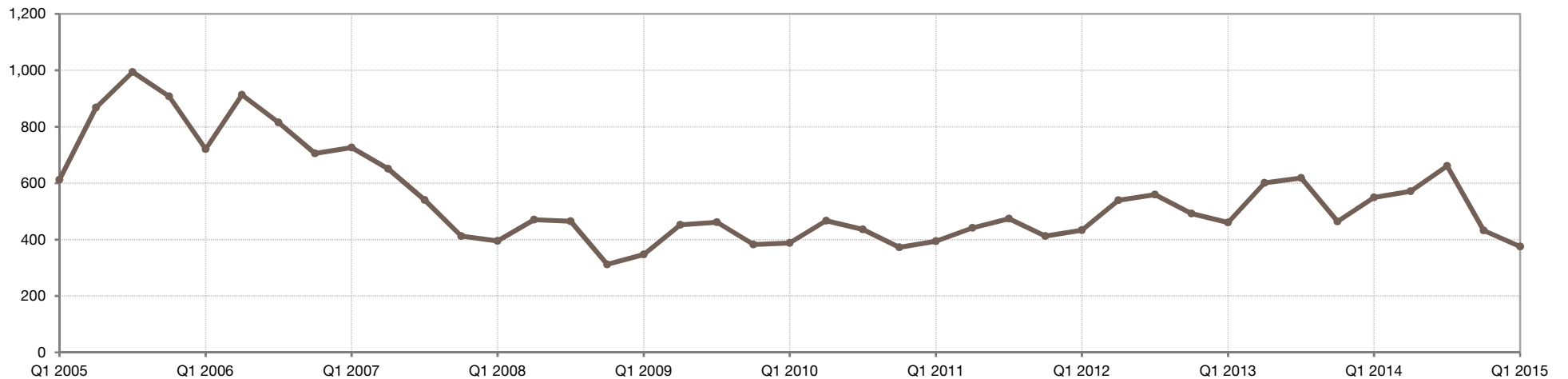


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	460	549	+19.3%
Q2 2014	601	571	-5.0%
Q3 2014	618	661	+7.0%
Q1 2015	549	375	-31.7%
12-Month Avg	557	539	-3.2%

Historical Pending Sales Activity

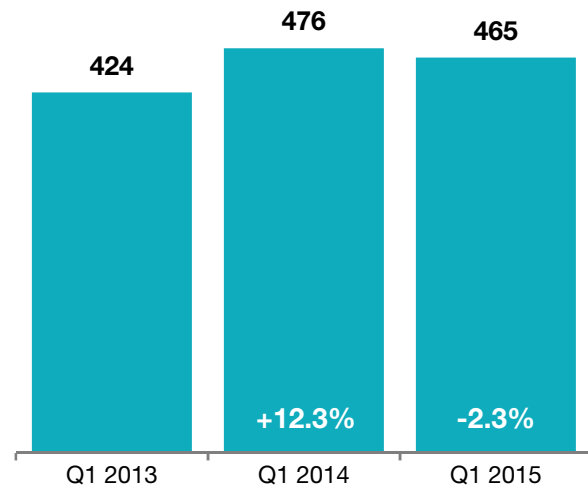


Closed Sales

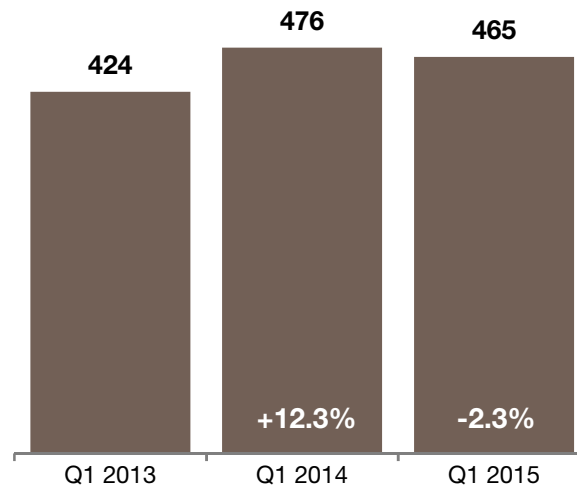
A count of the actual sales that have closed in a given quarter. Includes activity for attached and detached properties.



1st Quarter

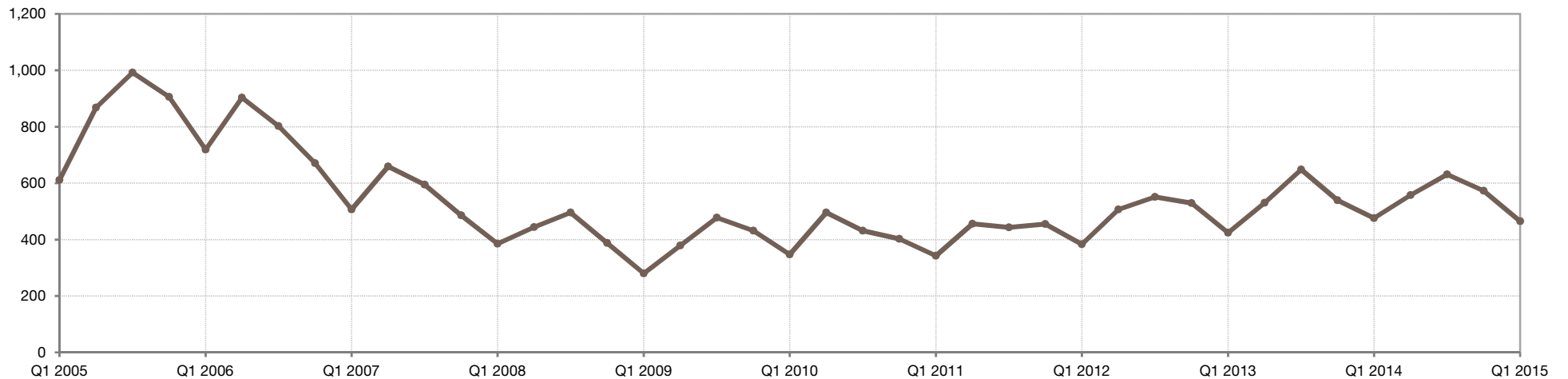


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	424	476	+12.3%
Q2 2014	530	557	+5.1%
Q3 2014	648	631	-2.6%
Q1 2015	476	465	-2.3%
12-Month Avg	520	532	+3.1%

Historical Closed Sales Activity

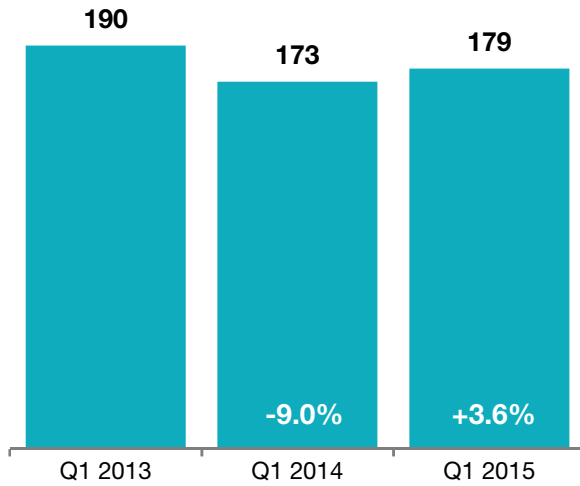


Days on Market Until Sale

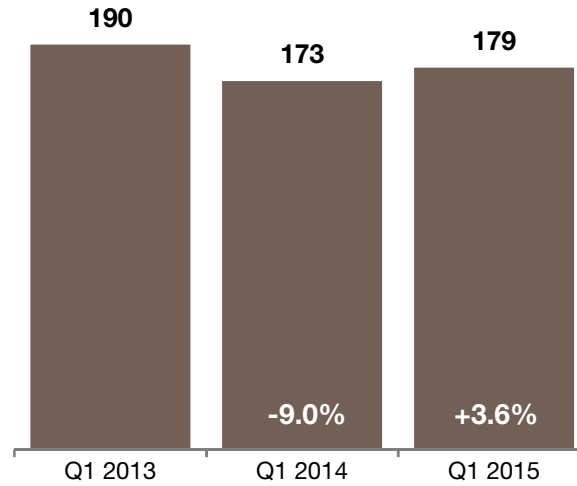
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



1st Quarter

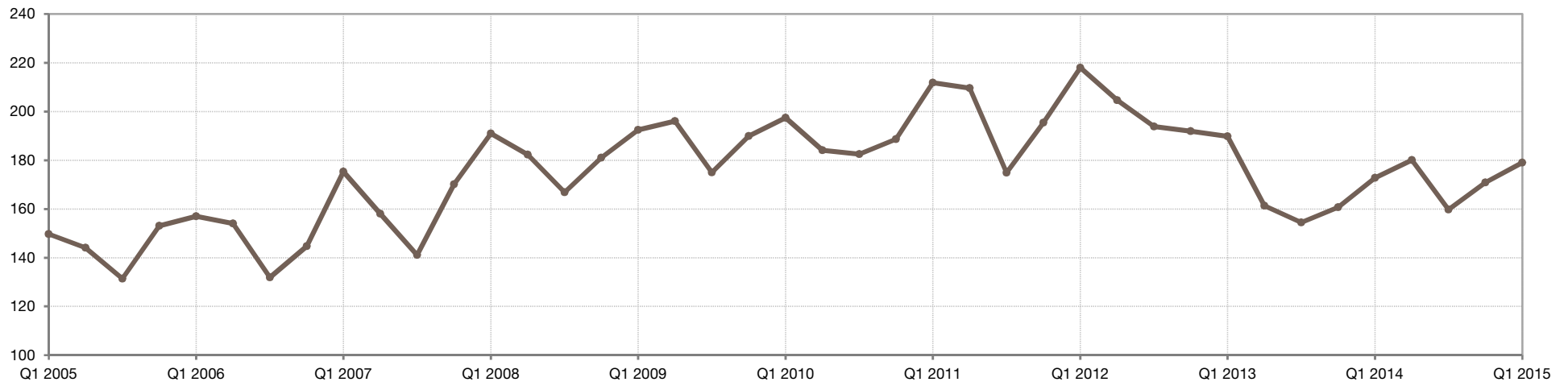


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	190	173	-9.0%
Q2 2014	161	180	+11.6%
Q3 2014	154	160	+3.4%
Q1 2015	173	179	+3.6%
12-Month Avg	162	172	+6.2%

Historical Days on Market Until Sale

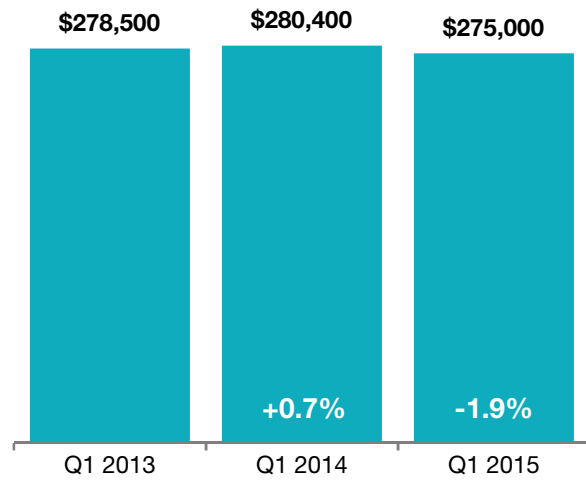


Median Sales Price

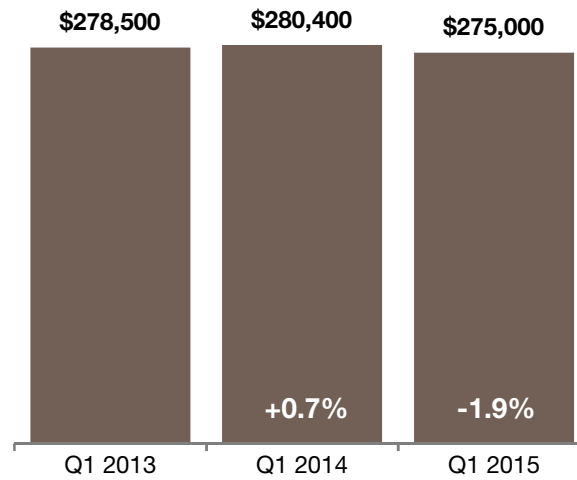
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

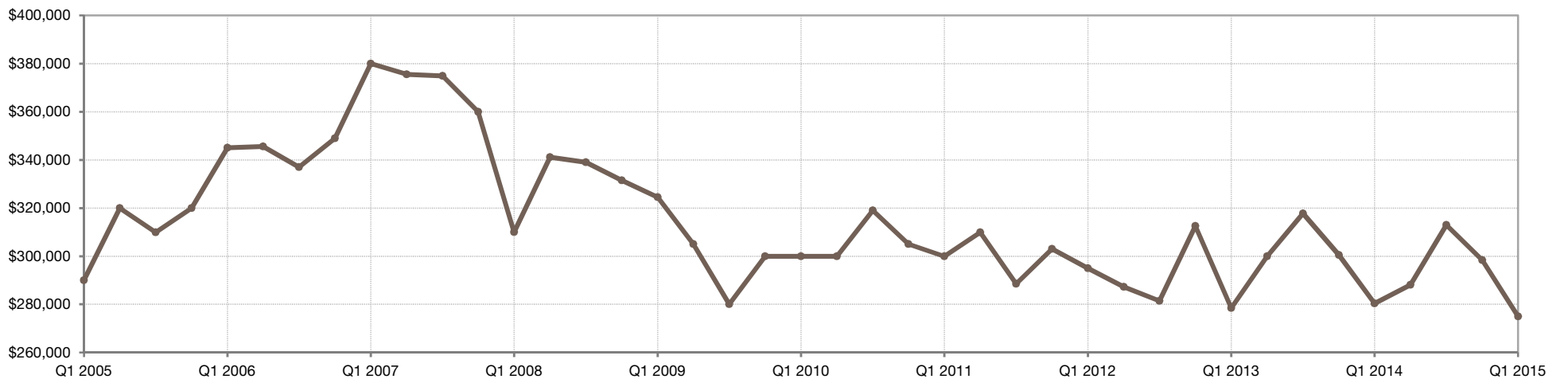


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	\$278,500	\$280,400	+0.7%
Q2 2014	\$300,000	\$288,148	-4.0%
Q3 2014	\$317,750	\$313,000	-1.5%
Q1 2015	\$280,400	\$275,000	-1.9%
12-Month Med	\$300,043	\$292,000	-2.7%

Historical Median Sales Price

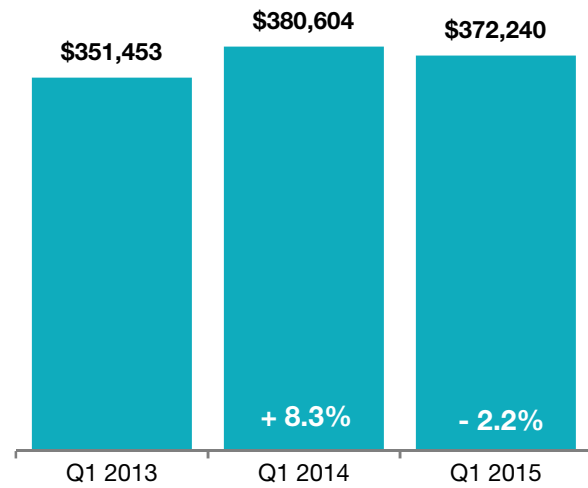


Average Sales Price

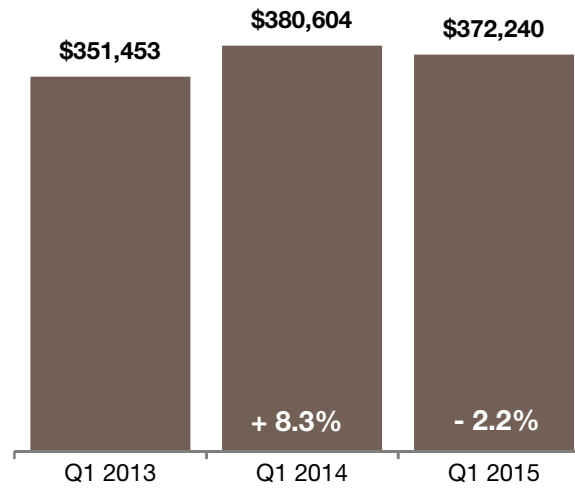
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

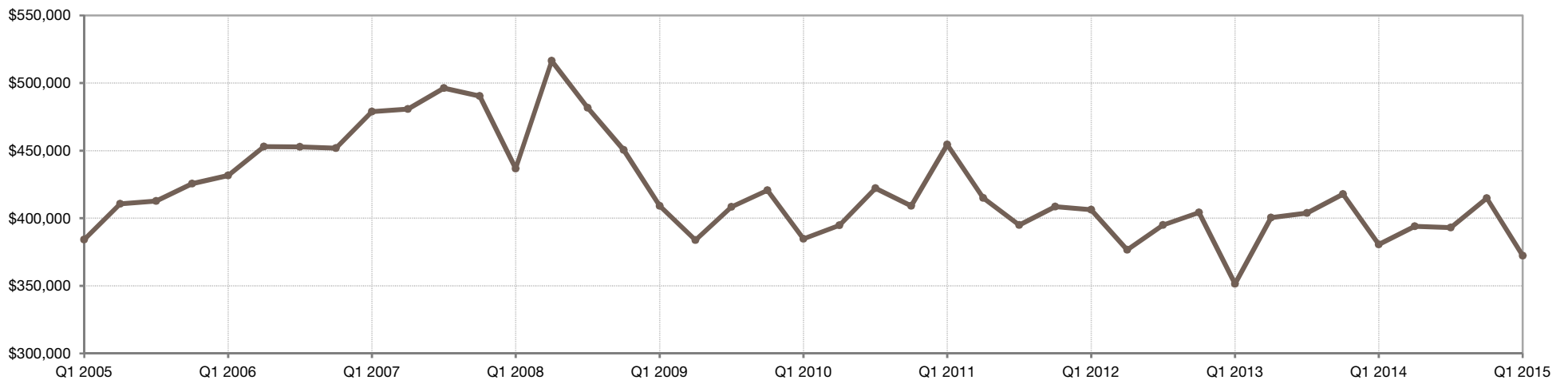


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	\$351,453	\$380,604	+8.3%
Q2 2014	\$400,441	\$394,037	-1.6%
Q3 2014	\$403,841	\$393,144	-2.6%
Q1 2015	\$380,604	\$372,240	-2.2%
12-Month Avg	\$401,423	\$394,579	-1.7%

Historical Average Sales Price

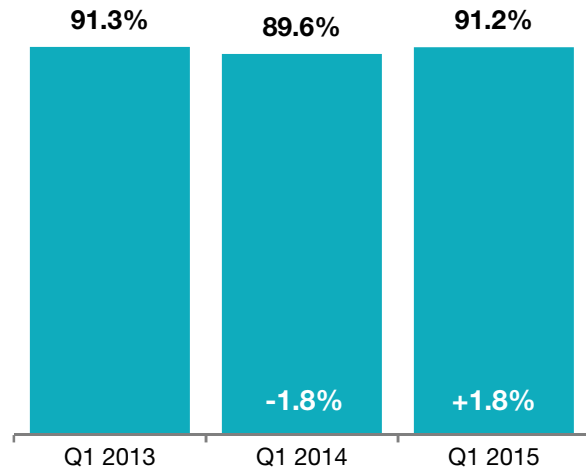


Percent of Original List Price Received

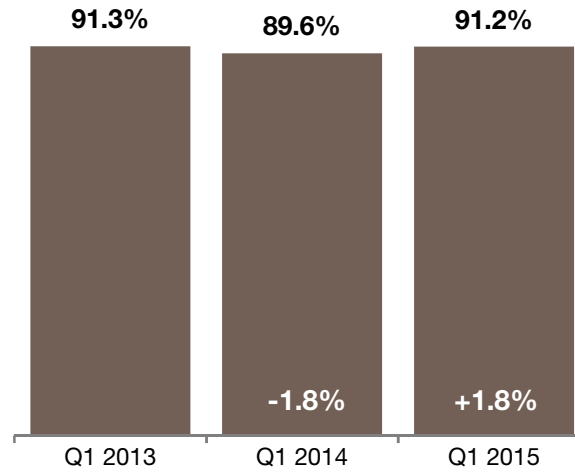
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



1st Quarter

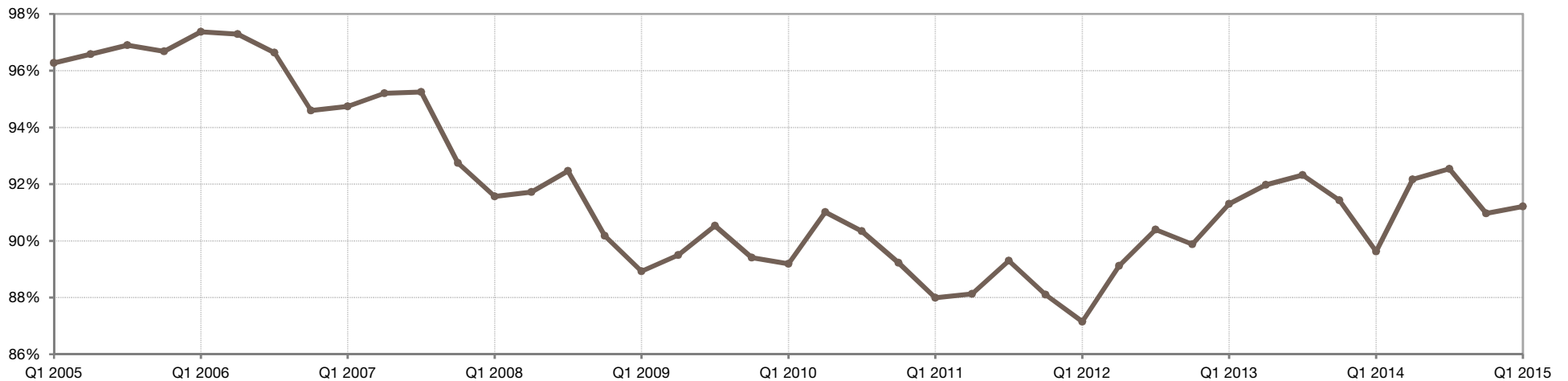


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	91.3%	89.6%	-1.8%
Q2 2014	92.0%	92.2%	+0.2%
Q3 2014	92.3%	92.5%	+0.2%
Q1 2015	89.6%	91.2%	+1.8%
12-Month Avg	91.4%	91.8%	+0.4%

Historical Percent of Original List Price Received

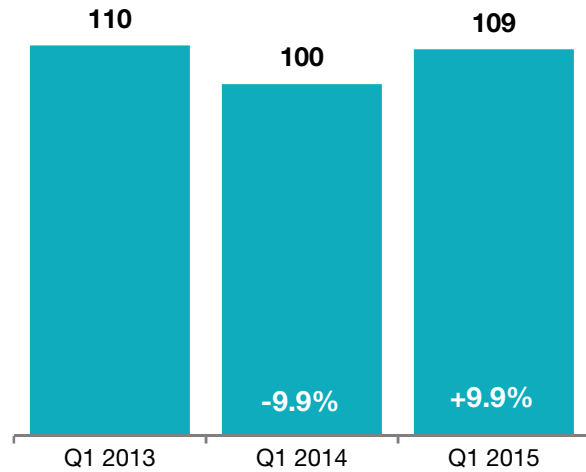


Housing Affordability Index

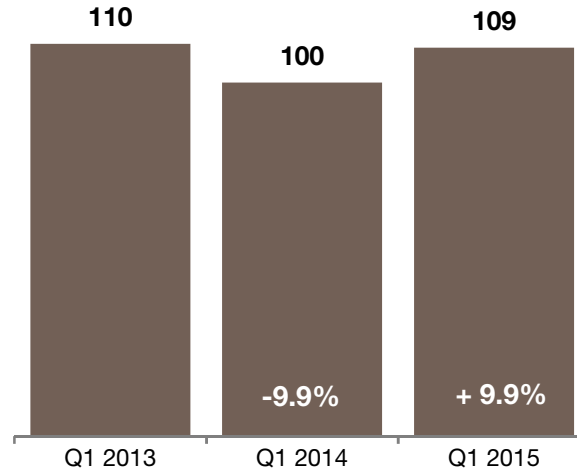
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



1st Quarter

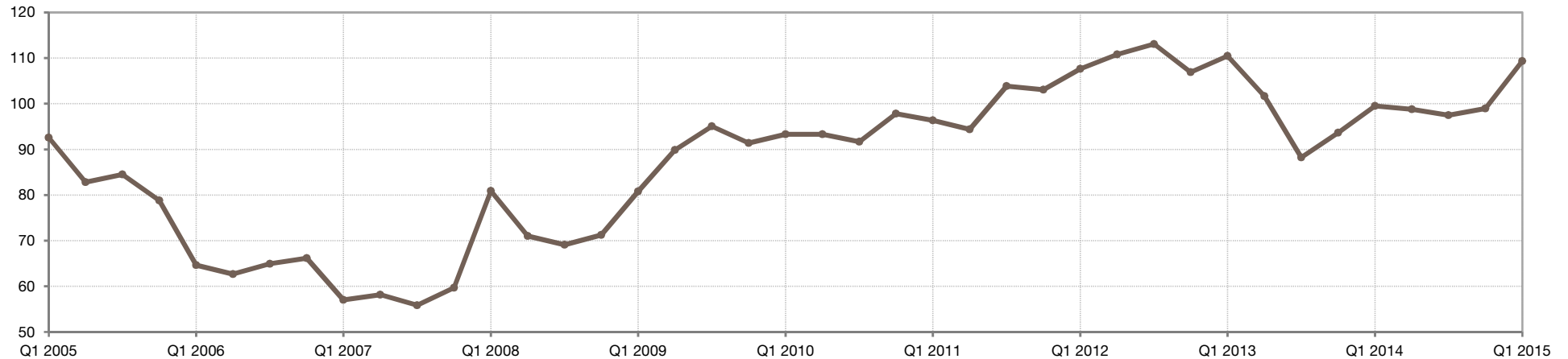


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2014	110	100	-9.9%
Q2 2014	102	99	-2.9%
Q3 2014	88	97	+10.5%
Q1 2015	100	109	+9.9%
12-Month Avg	100	101	+1.3%

Historical Housing Affordability Index

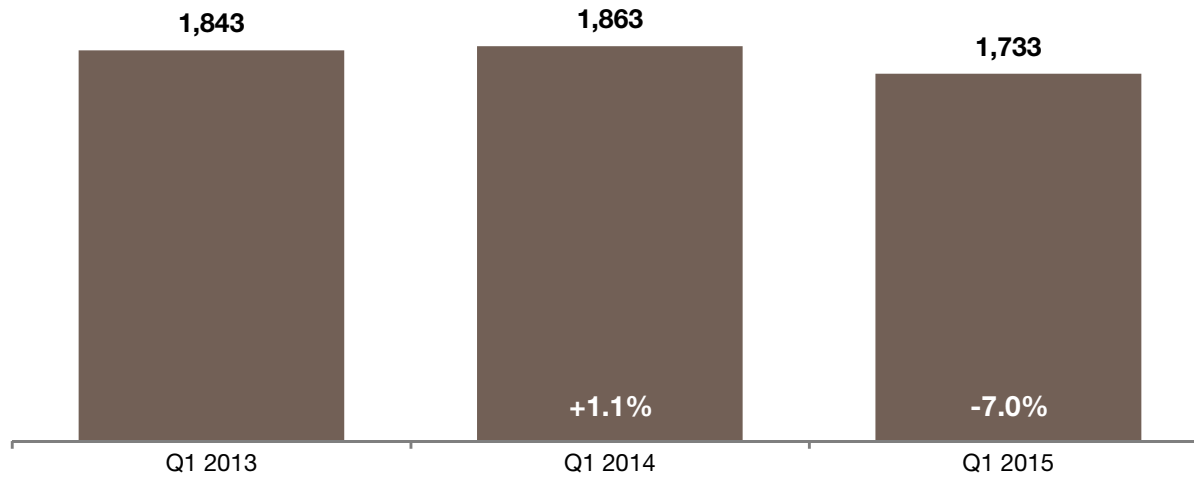


Inventory of Homes for Sale

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

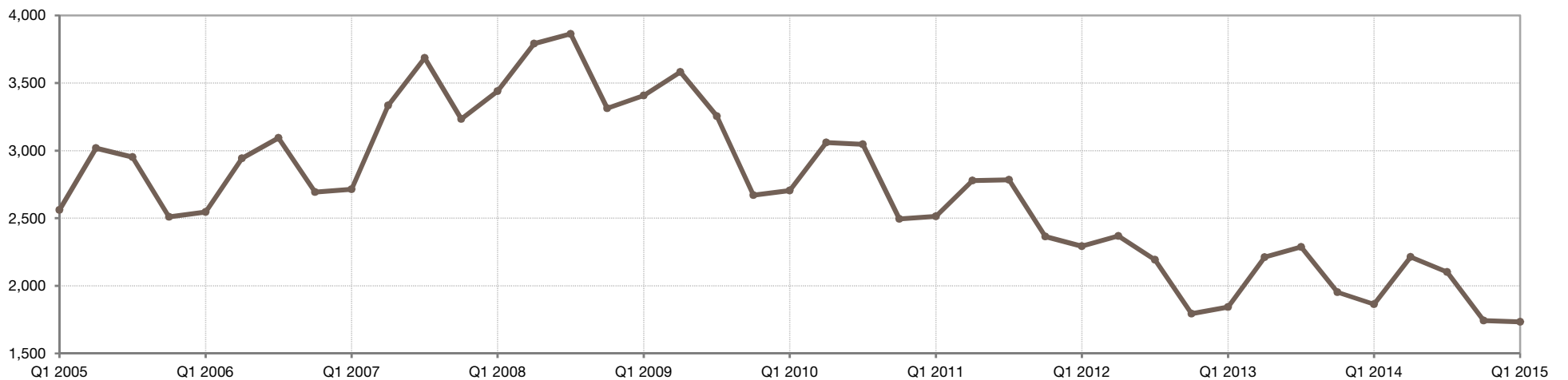


1st Quarter



Quarter	Prior Year	Current Year	+ / -
Q1 2014	1,843	1,863	+1.1%
Q2 2014	2,212	2,213	+0.0%
Q3 2014	2,288	2,101	-8.2%
Q1 2015	1,863	1,733	-7.0%
12-Month Avg	2,052	1,978	-3.6%

Historical Inventory of Homes for Sale

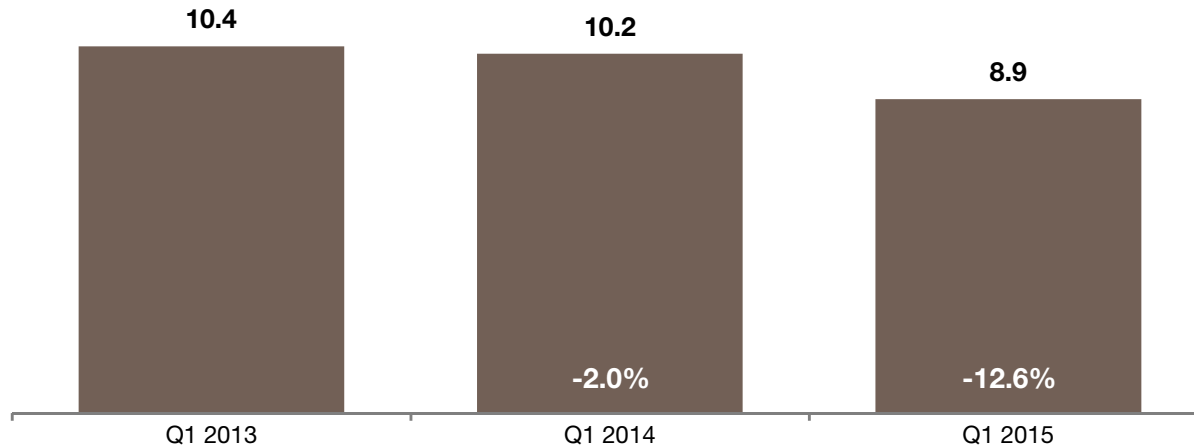


Months Supply of Inventory

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.



1st Quarter



Quarter	Prior Year	Current Year	+ / -
Q1 2014	10.4	10.2	-2.0%
Q2 2014	11.4	10.6	-7.7%
Q3 2014	12.8	12.5	-2.6%
Q1 2015	10.2	8.9	-12.6%
12-Month Avg	11.7	10.8	-7.7%

Historical Months Supply of Inventory

