

# Quarterly Indicators

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



## Q2 2015

The curtain closes and the second quarter of 2015 is a finished act. Market analysis with compounded quarterly information helps nudge the real estate story forward for a final bow. The orchestra (consumers) and conductor (the REALTOR®) are thanked. Metropolitan operas, er, markets across the country continue to improve and further perform at peaks not seen in years. Bad memories from that one lousy show known as the Great Recession are pushed even further into the past.

New Listings in the Santa Fe region decreased 5.7 percent to 1,211. Pending Sales were down 19.1 percent to 466. Inventory levels fell 8.4 percent to 2,030 units.

The Median Sales Price increased 3.8 percent to \$299,000. Days on Market was down 8.6 percent to 165 days. Sellers were encouraged as Months Supply of Inventory was down 16.6 percent to 8.8 months.

Two quarters are better than one, but it is still just intermission at this halfway point of the year. Forecasting market trends can be as dicey as the weather, but with interest rates managing to remain low this far into 2015, the outlook is promising, even if rates go up later in the year. Metrics like inventory and percent of list price received at sale are two of the better understudies to watch this year.

## Quick Facts

**+ 20.6%**

**+ 3.8%**

**- 8.4%**

Change in  
Closed Sales

Change in  
Median Sales Price

Change in  
Inventory

Market Overview	2
New Listings	3
Pending Sales	4
Closed Sales	5
Days On Market Until Sale	6
Median Sales Price	7
Average Sales Price	8
Percent of Original List Price Received	9
Housing Affordability Index	10
Inventory of Homes for Sale	11
Months Supply of Inventory	12



# 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	Q2 2014	Q2 2015	+ / -	YTD Q2 2014	YTD Q2 2015	+ / -
<b>New Listings</b>		1,284	<b>1,211</b>	- 5.7%	2,130	<b>1,998</b>	- 6.2%
<b>Pending Sales</b>		576	<b>466</b>	- 19.1%	1,127	<b>1,050</b>	- 6.8%
<b>Closed Sales</b>		557	<b>672</b>	+ 20.6%	1,033	<b>1,159</b>	+ 12.2%
<b>Days on Market Until Sale</b>		180	<b>165</b>	- 8.6%	177	<b>171</b>	- 3.3%
<b>Median Sales Price</b>		\$288,148	<b>\$299,000</b>	+ 3.8%	\$285,000	<b>\$284,000</b>	- 0.4%
<b>Average Sales Price</b>		\$394,037	<b>\$394,620</b>	+ 0.1%	\$387,841	<b>\$384,515</b>	- 0.9%
<b>Percent of Original List Price Received</b>		92.2%	<b>93.6%</b>	+ 1.5%	91.0%	<b>92.7%</b>	+ 1.8%
<b>Housing Affordability Index</b>		99	<b>105</b>	+ 5.8%	99	<b>106</b>	+ 6.8%
<b>Inventory of Homes for Sale</b>		2,216	<b>2,030</b>	- 8.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		10.5	<b>8.8</b>	- 16.6%	--	--	--

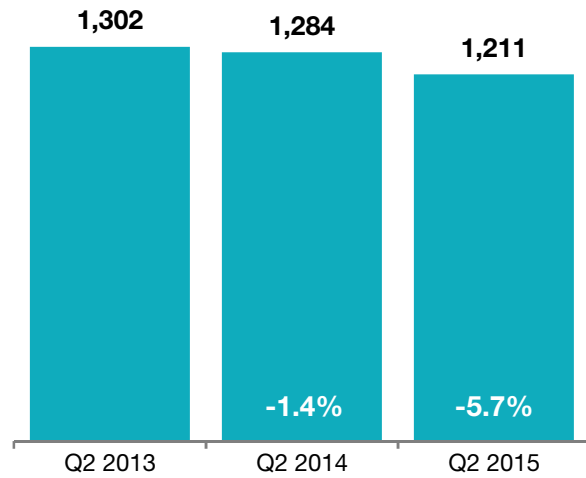
All data from the Santa Fe Association of REALTORS® Multiple Listing Service. SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes activity for Attached and Detached. | Powered by 10K Research and Marketing. | 2

# New Listings

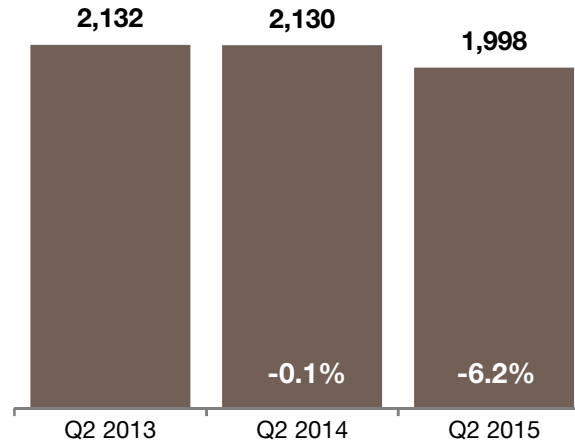
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



## 2nd Quarter

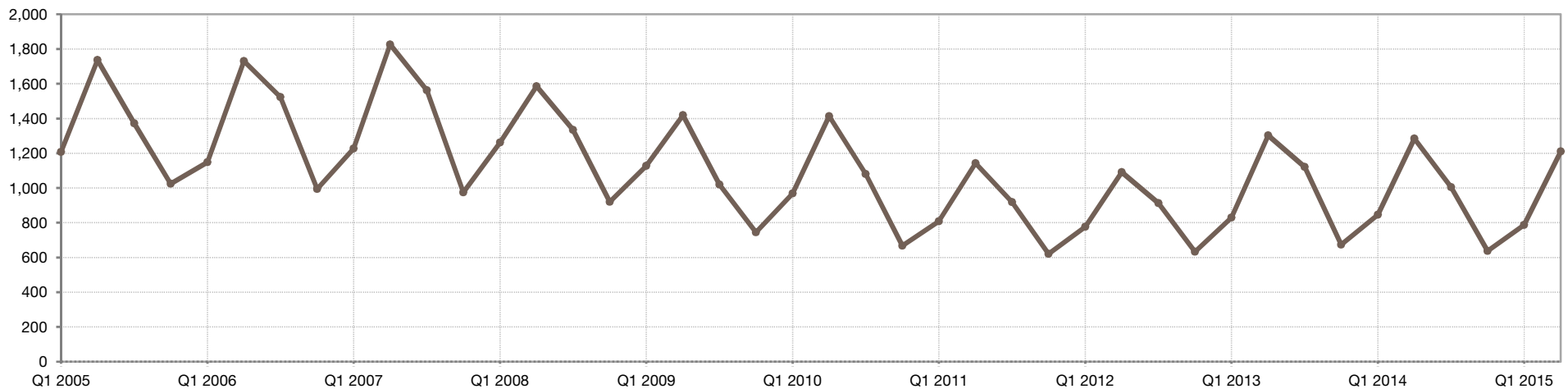


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	1,302	1,284	-1.4%
Q3 2014	1,121	1,004	-10.4%
Q4 2014	674	637	-5.5%
Q2 2015	1,284	1,211	-5.7%
<b>12-Month Avg</b>	<b>1,095</b>	<b>1,034</b>	<b>-5.6%</b>

## Historical New Listing Activity

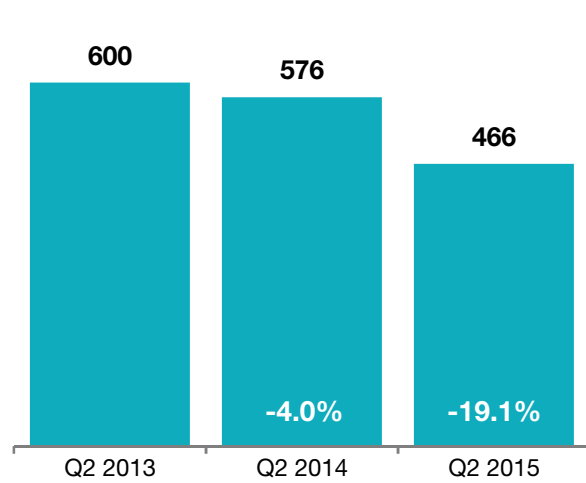


# Pending Sales

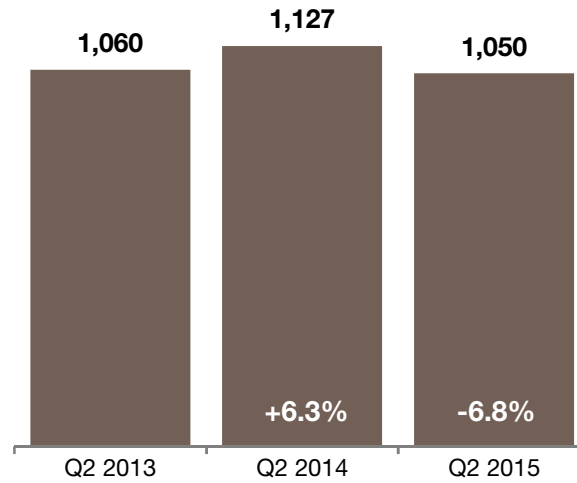
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



## 2nd Quarter

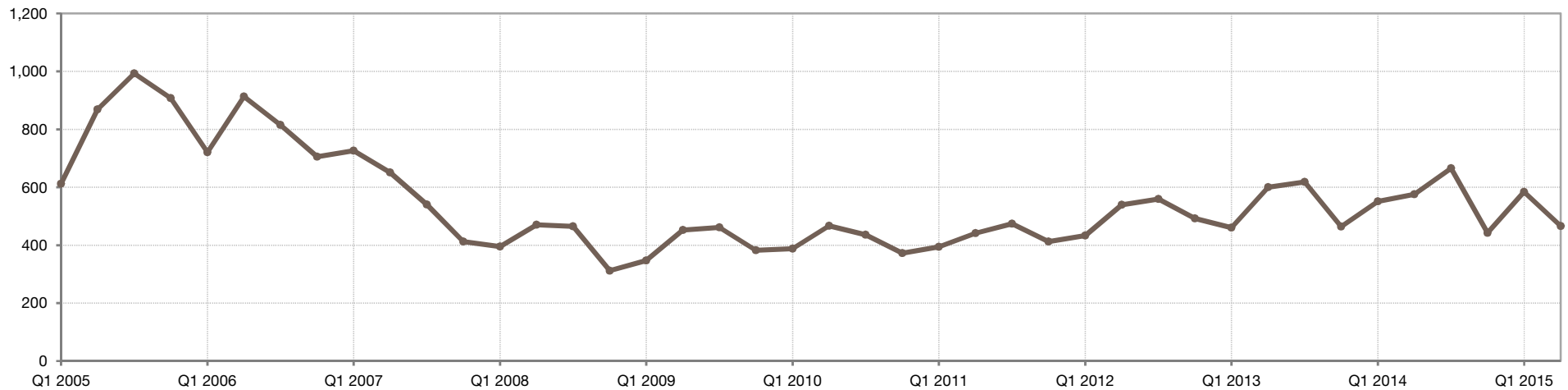


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	600	576	-4.0%
Q3 2014	618	665	+7.6%
Q4 2014	464	442	-4.7%
Q2 2015	576	466	-19.1%
<b>12-Month Avg</b>	<b>565</b>	<b>537</b>	<b>-4.8%</b>

## Historical Pending Sales Activity

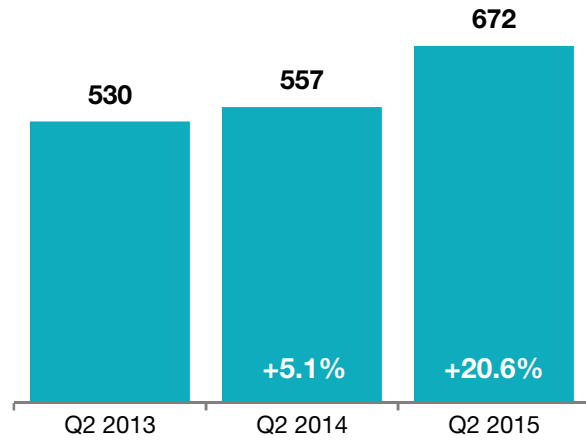


# Closed Sales

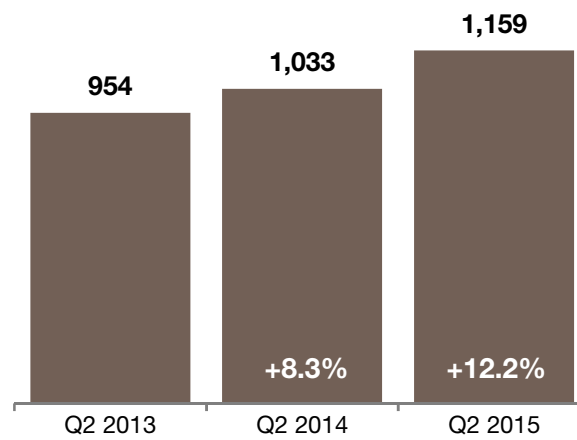
A count of the actual sales that have closed in a given quarter. Includes activity for attached and detached properties.



## 2nd Quarter

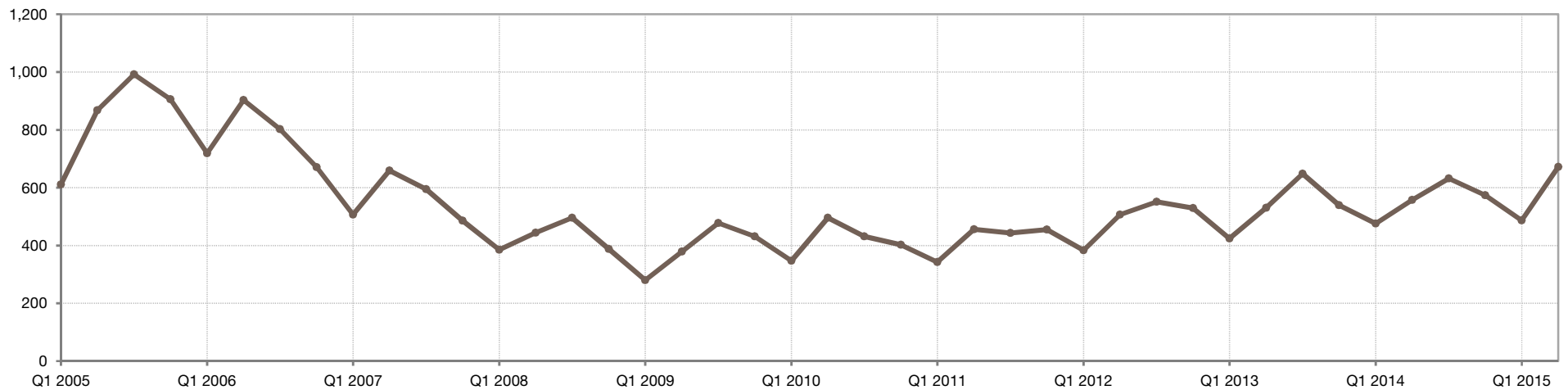


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	530	557	+5.1%
Q3 2014	648	632	-2.5%
Q4 2014	539	574	+6.5%
Q2 2015	557	672	+20.6%
<b>12-Month Avg</b>	<b>569</b>	<b>609</b>	<b>+7.4%</b>

## Historical Closed Sales Activity

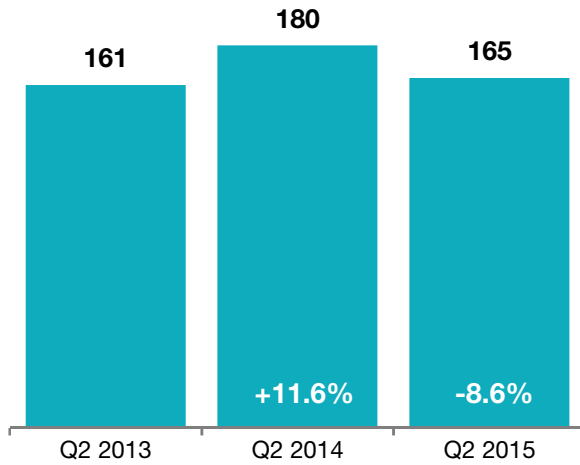


# Days on Market Until Sale

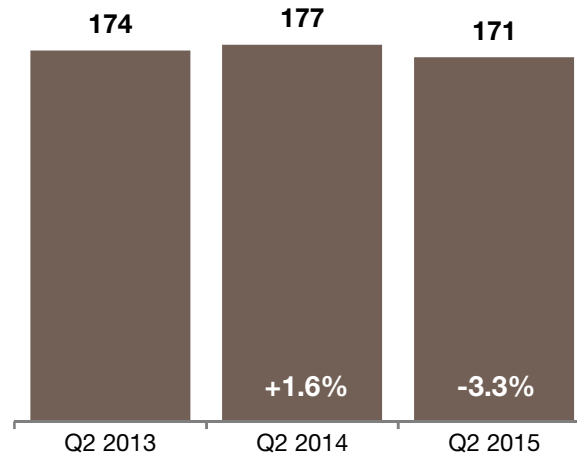
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



## 2nd Quarter

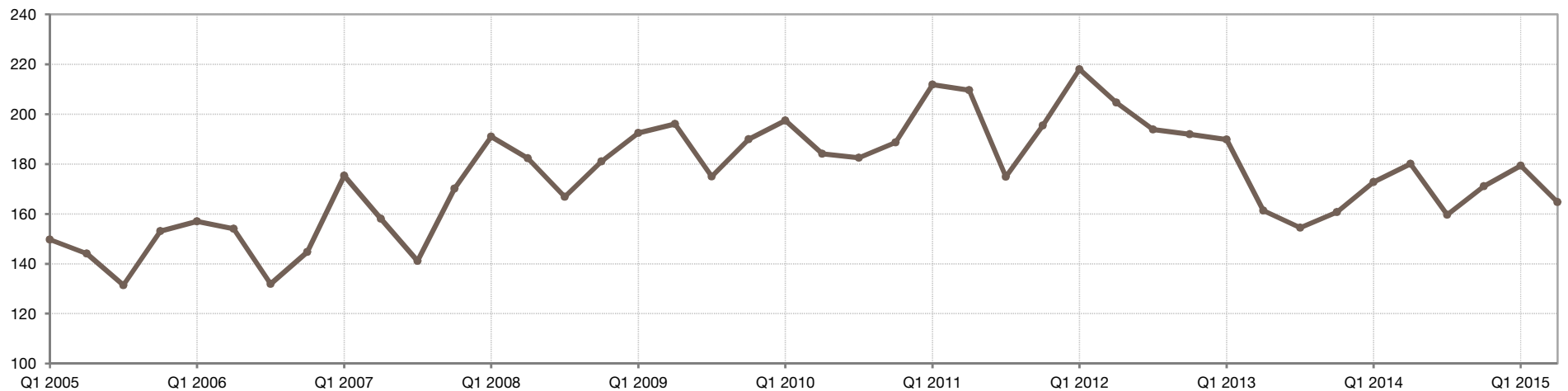


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	161	180	+11.6%
Q3 2014	154	160	+3.4%
Q4 2014	161	171	+6.4%
Q2 2015	180	165	-8.6%
<b>12-Month Avg</b>	<b>166</b>	<b>168</b>	<b>+0.9%</b>

## Historical Days on Market Until Sale

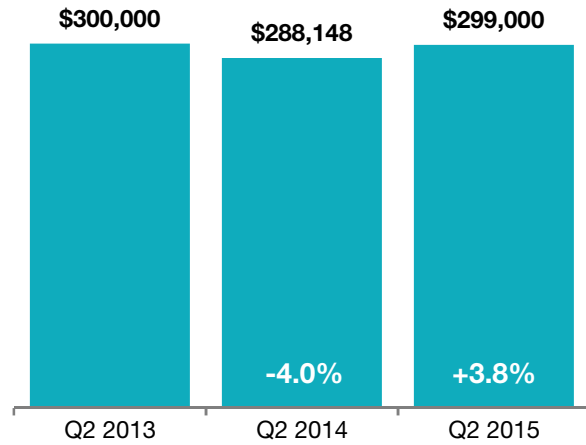


# Median Sales Price

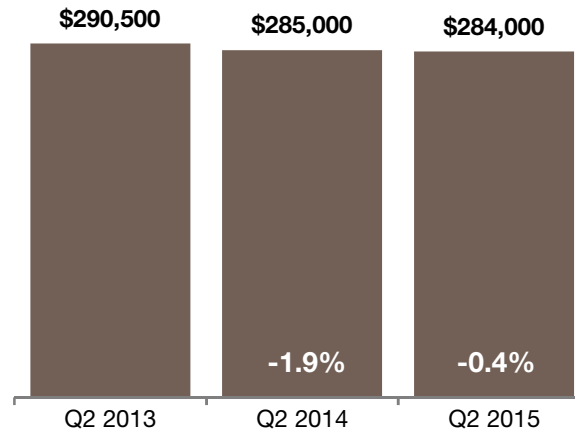
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



## 2nd Quarter

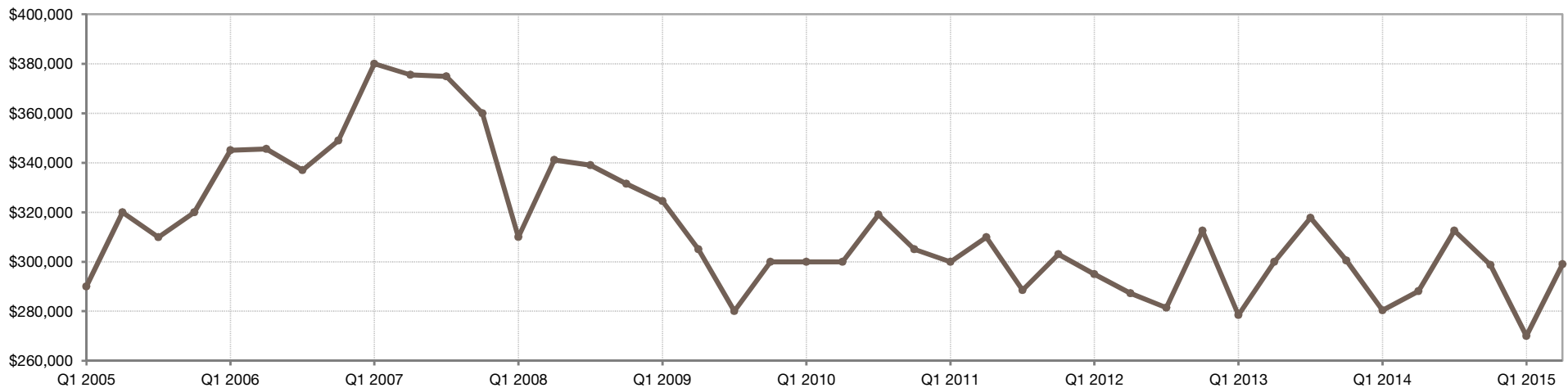


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	\$300,000	\$288,148	-4.0%
Q3 2014	\$317,750	\$312,500	-1.7%
Q4 2014	\$300,500	\$298,675	-0.6%
Q2 2015	\$288,148	\$299,000	+3.8%
<b>12-Month Med</b>	<b>\$299,000</b>	<b>\$295,000</b>	<b>-1.3%</b>

## Historical Median Sales Price

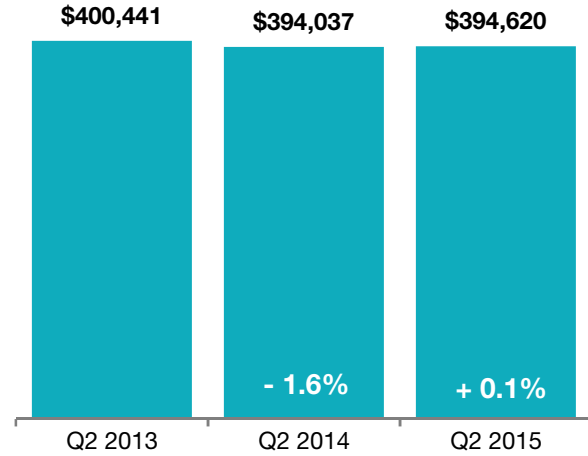


# Average Sales Price

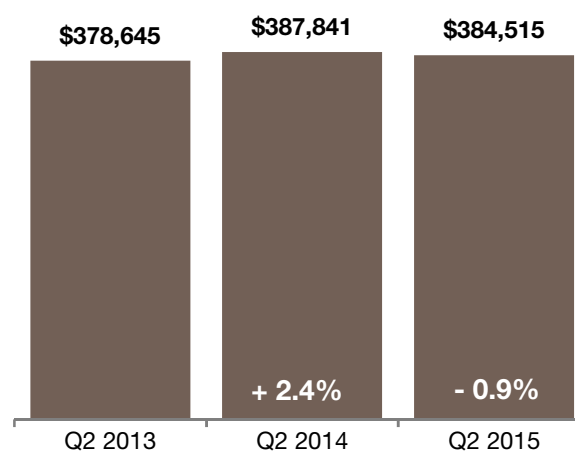
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



## 2nd Quarter

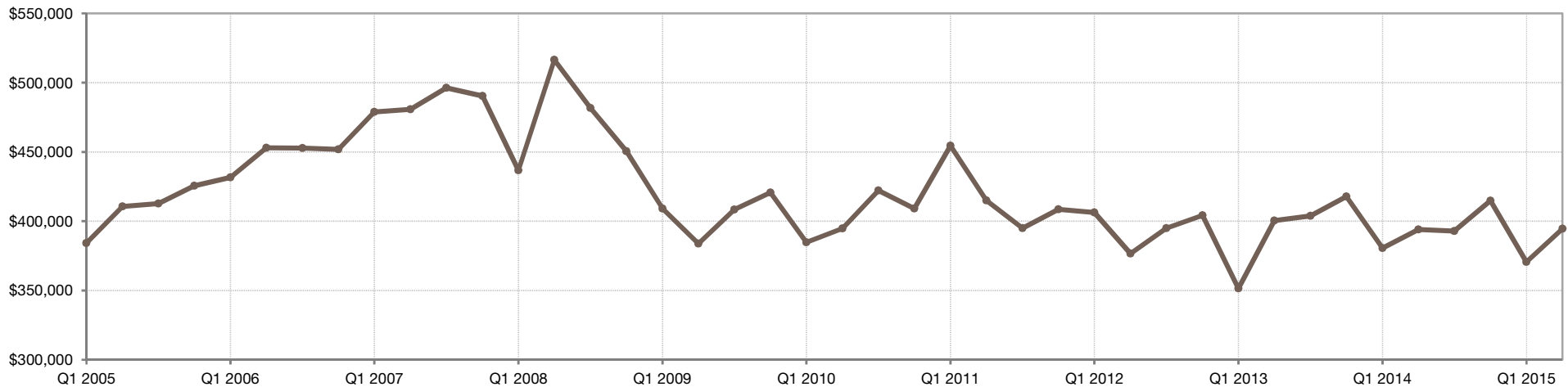


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	\$400,441	\$394,037	-1.6%
Q3 2014	\$403,841	\$392,910	-2.7%
Q4 2014	\$417,867	\$414,787	-0.7%
Q2 2015	\$394,037	\$394,620	+0.1%
<b>12-Month Avg</b>	<b>\$399,807</b>	<b>\$394,105</b>	<b>-1.4%</b>

## Historical Average Sales Price



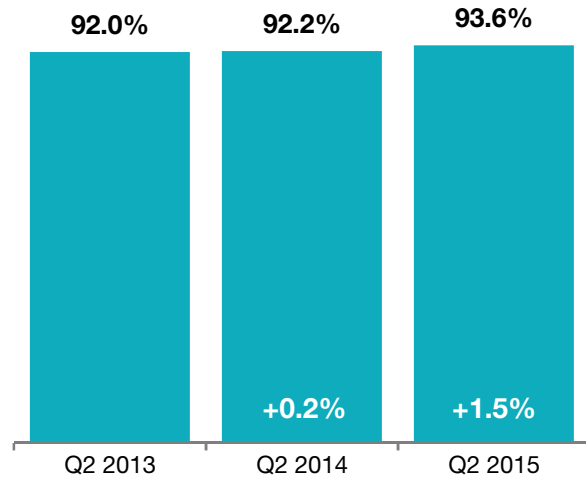


# Percent of Original List Price Received

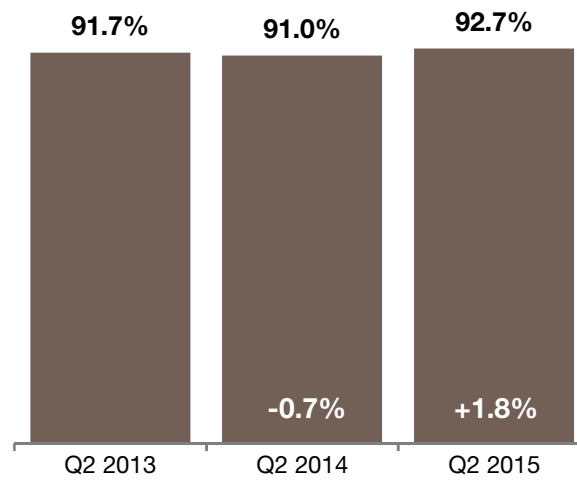
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



## 2nd Quarter

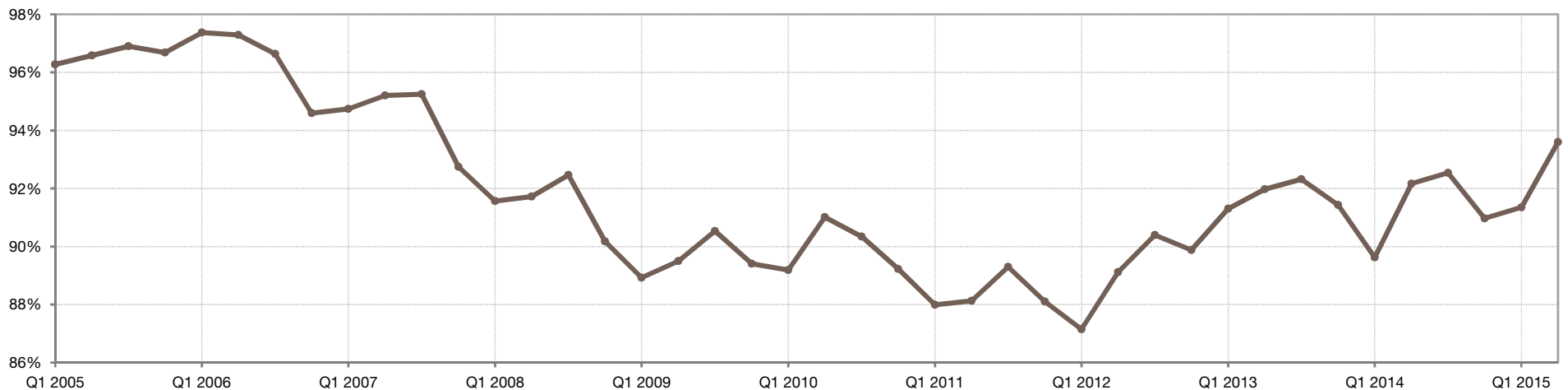


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	92.0%	92.2%	+0.2%
Q3 2014	92.3%	92.5%	+0.2%
Q4 2014	91.4%	91.0%	-0.5%
Q2 2015	92.2%	93.6%	+1.5%
<b>12-Month Avg</b>	<b>91.5%</b>	<b>92.2%</b>	<b>+0.8%</b>

## Historical Percent of Original List Price Received

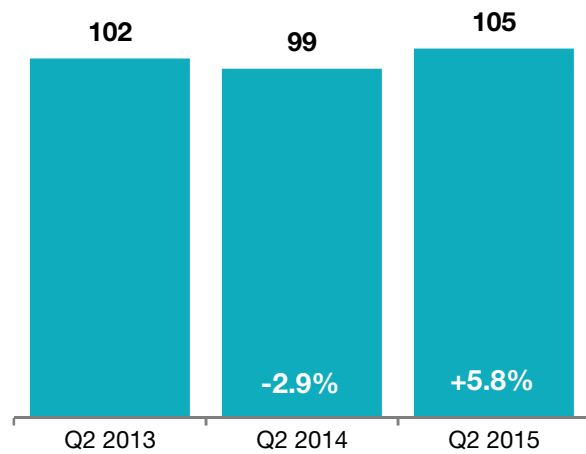


# Housing Affordability Index

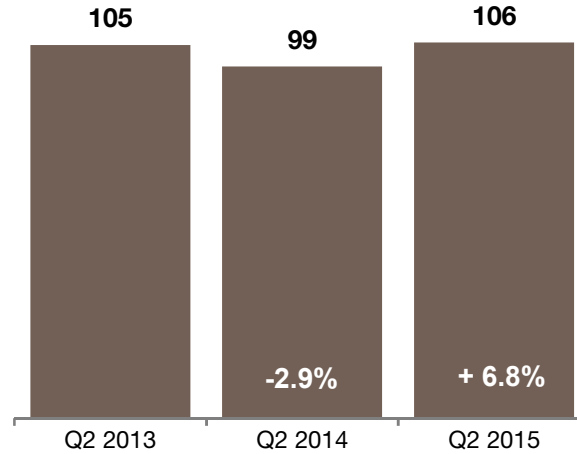
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## 2nd Quarter

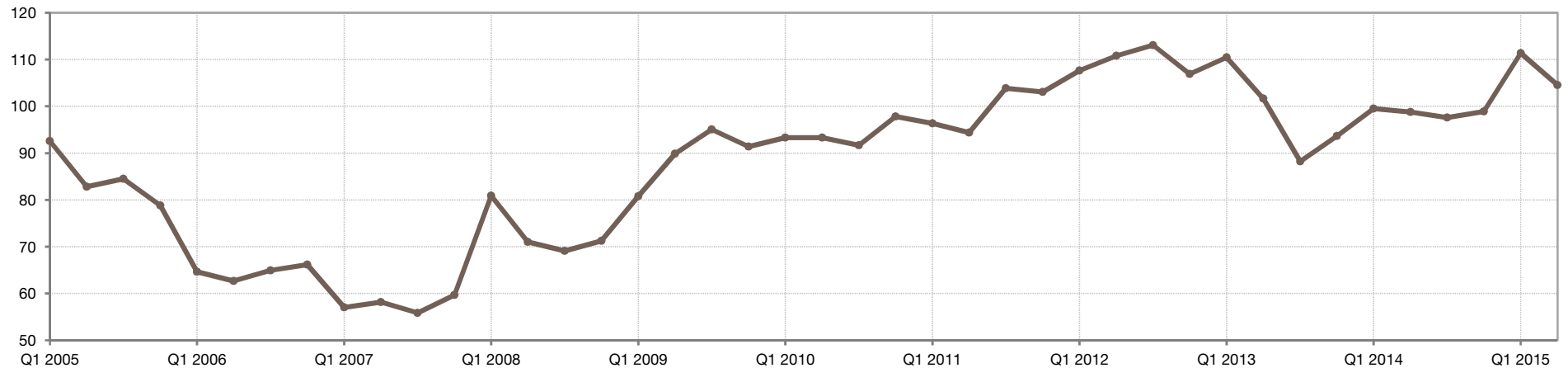


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2014	102	99	-2.9%
Q3 2014	88	98	+10.6%
Q4 2014	94	99	+5.6%
Q2 2015	99	105	+5.8%
12-Month Avg	96	100	+4.6%

## Historical Housing Affordability Index

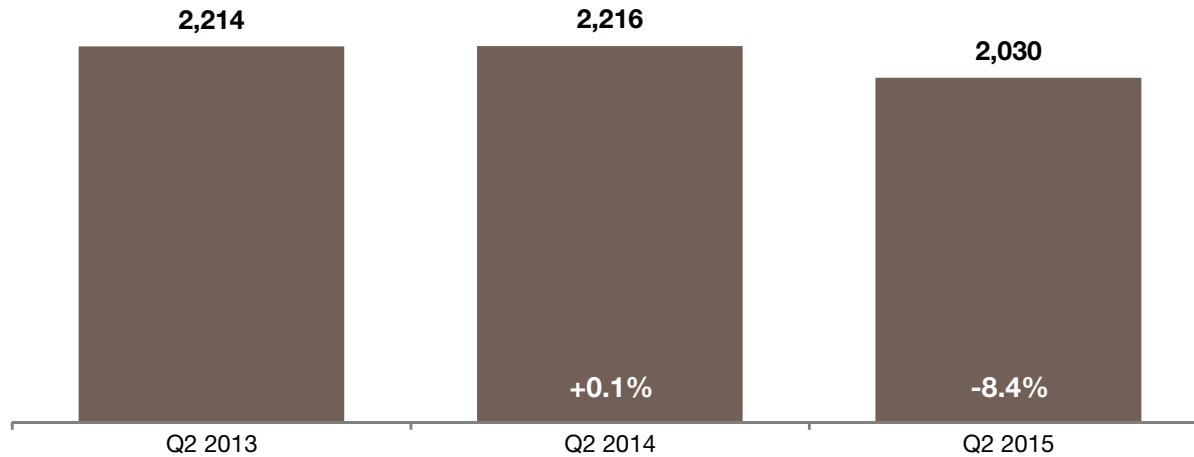


# Inventory of Homes for Sale

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

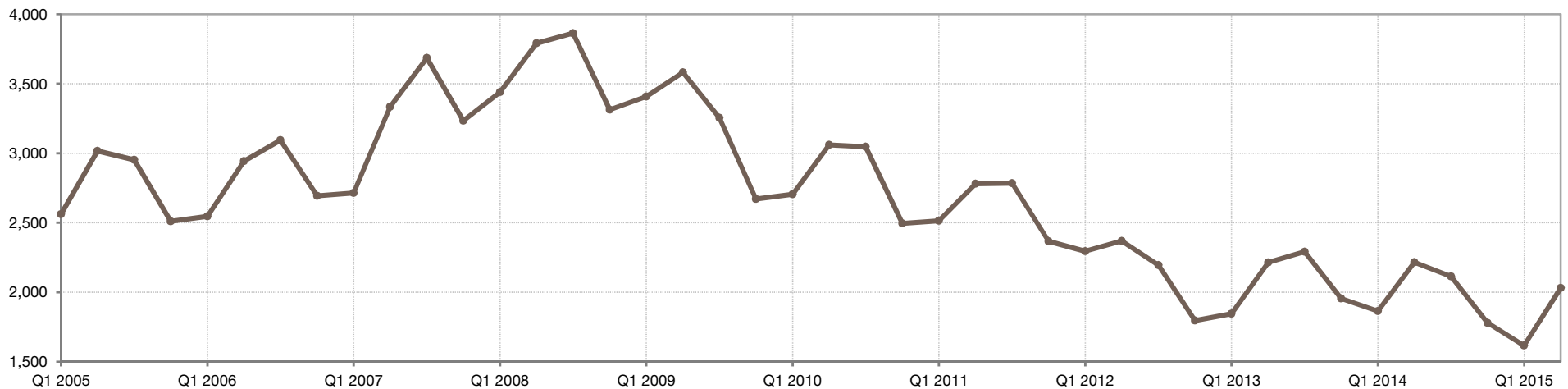


## 2nd Quarter



Quarter	Prior Year	Current Year	+ / -
Q2 2014	2,214	2,216	+0.1%
Q3 2014	2,290	2,113	-7.7%
Q4 2014	1,954	1,778	-9.0%
Q2 2015	2,216	2,030	-8.4%
12-Month Avg	2,169	2,034	-6.2%

## Historical Inventory of Homes for Sale

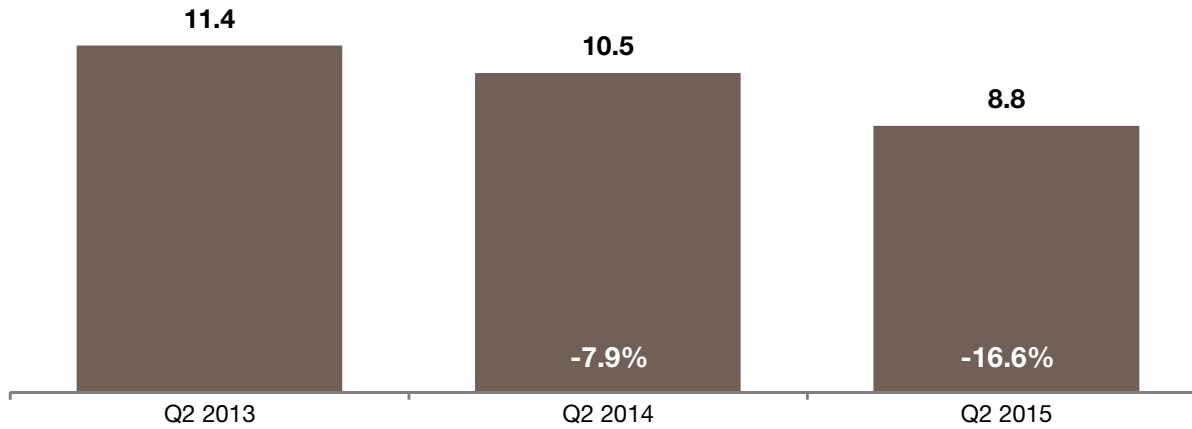


# Months Supply of Inventory

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.



## 2nd Quarter



Quarter	Prior Year	Current Year	+ / -
Q2 2014	11.4	10.5	-7.9%
Q3 2014	12.8	12.5	-2.8%
Q4 2014	12.2	11.0	-9.8%
Q2 2015	10.5	8.8	-16.6%
12-Month Avg	11.5	10.5	-9.3%

## Historical Months Supply of Inventory

