

Quarterly Indicators

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



Q3 2015

The third quarter of 2015 has ticked its last tock with the hands pointing firmly upon a reliable clock of a market. Although noon and 6:30 fluctuations are present even within the same states and cities, the overall tempo of real estate potential is experiencing a healthy number of good omens. The job market has shown continual improvement, jobless rates are down, real average hourly and weekly earnings have been up and there has been good news in new household formation.

New Listings in the Santa Fe region decreased 2.8 percent to 977. Pending Sales were down 28.0 percent to 480. Inventory levels fell 8.3 percent to 1,942 units.

The Median Sales Price decreased 3.7 percent to \$301,000. Days on Market was down 7.3 percent to 148 days. Sellers were encouraged as Months Supply of Inventory was down 26.5 percent to 9.2 months.

With positive economic news coming from many angles, there are no imminent factors to prepare for beyond the typical seasonal drop-off. From the mouths of market-analyzing pundits, we are in the midst of one of the healthiest housing markets in the past 15 years. The one thing we were anticipating in September, an increase in interest rates, did not happen. It most likely will before year's end. Until then, get out and enjoy the season.

Quick Facts

+ 6.2%

Change in
Closed Sales

- 3.7%

Change in
Median Sales Price

- 8.3%

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.



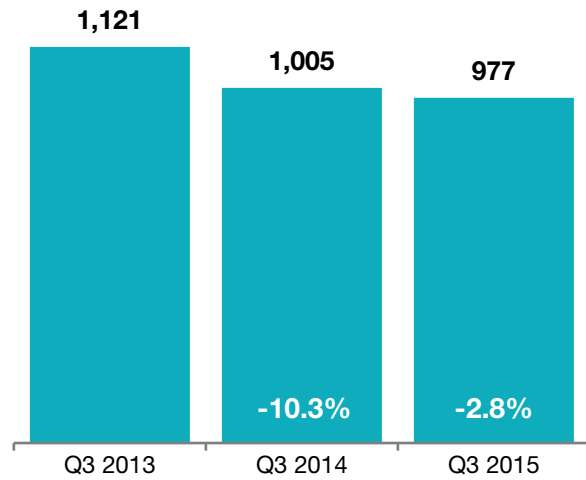
Key Metrics	Historical Sparklines	Q3 2014	Q3 2015	+ / -	YTD Q3 2014	YTD Q3 2015	+ / -
New Listings		1,005	977	- 2.8%	3,138	3,004	- 4.3%
Pending Sales		667	480	- 28.0%	1,797	1,740	- 3.2%
Closed Sales		632	671	+ 6.2%	1,665	1,858	+ 11.6%
Days on Market Until Sale		160	148	- 7.3%	170	162	- 4.6%
Median Sales Price		\$312,500	\$301,000	- 3.7%	\$291,750	\$292,000	+ 0.1%
Average Sales Price		\$392,910	\$396,932	+ 1.0%	\$389,766	\$388,388	- 0.4%
Percent of Original List Price Received		92.5%	93.4%	+ 0.9%	91.6%	92.9%	+ 1.5%
Housing Affordability Index		98	99	+ 1.5%	99	100	+ 0.7%
Inventory of Homes for Sale		2,117	1,942	- 8.3%	--	--	--
Months Supply of Homes for Sale		12.5	9.2	- 26.5%	--	--	--

New Listings

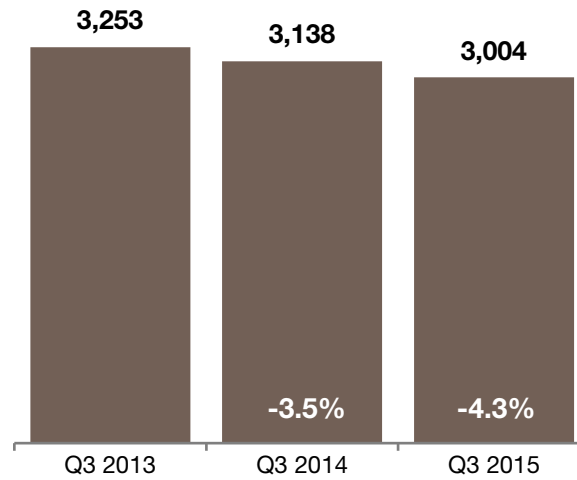
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

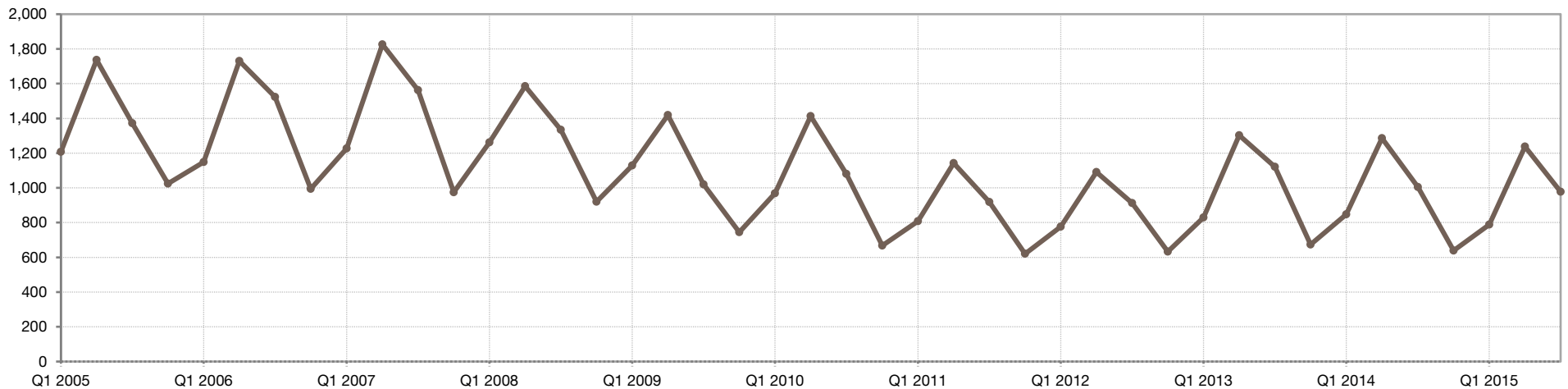


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	674	638	-5.3%
Q1 2015	847	789	-6.8%
Q2 2015	1,286	1,238	-3.7%
Q3 2015	1,005	977	-2.8%
12-Month Avg	953	911	-4.5%

Historical New Listing Activity

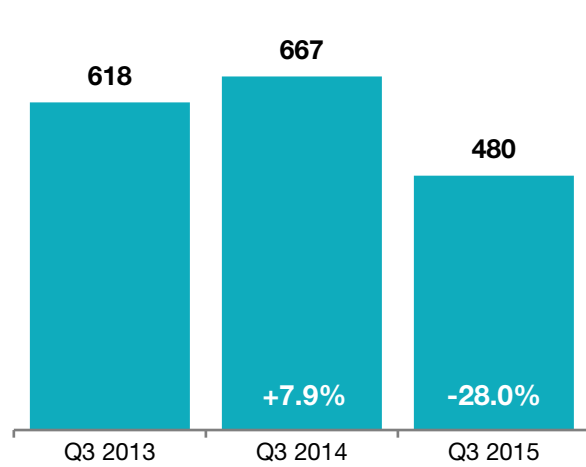


Pending Sales

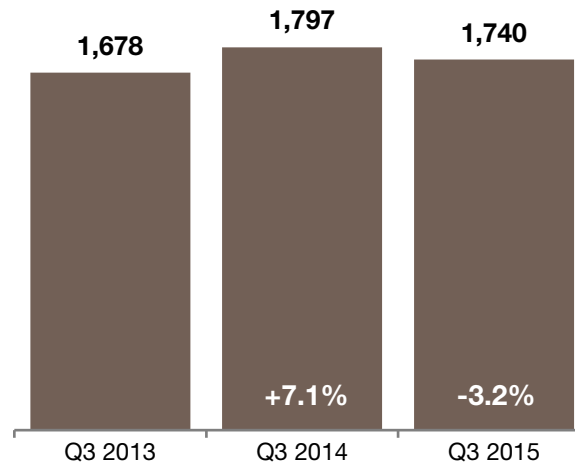
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

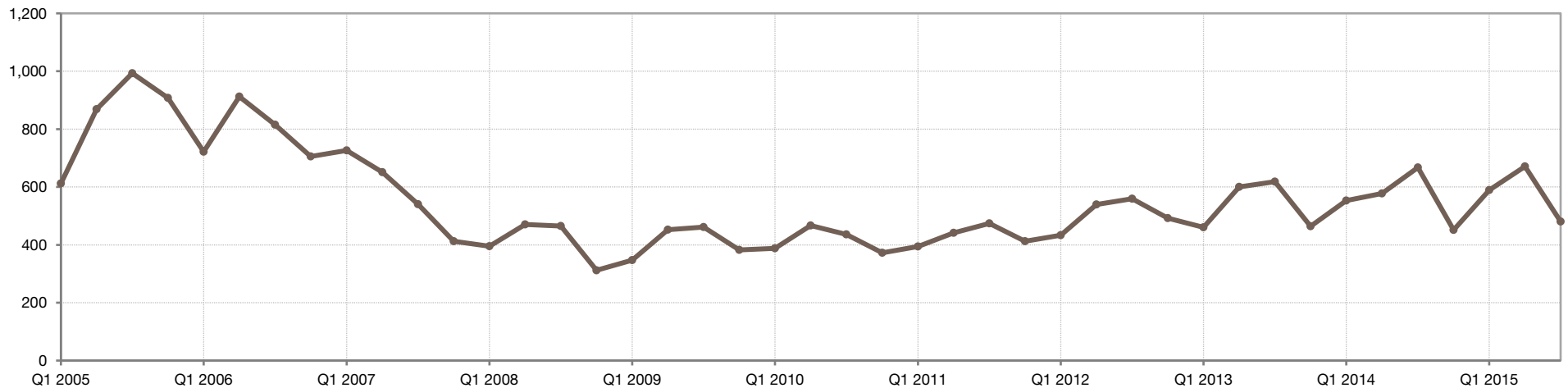


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	464	451	-2.8%
Q1 2015	553	589	+6.5%
Q2 2015	577	671	+16.3%
Q3 2015	667	480	-28.0%
12-Month Avg	565	548	-3.1%

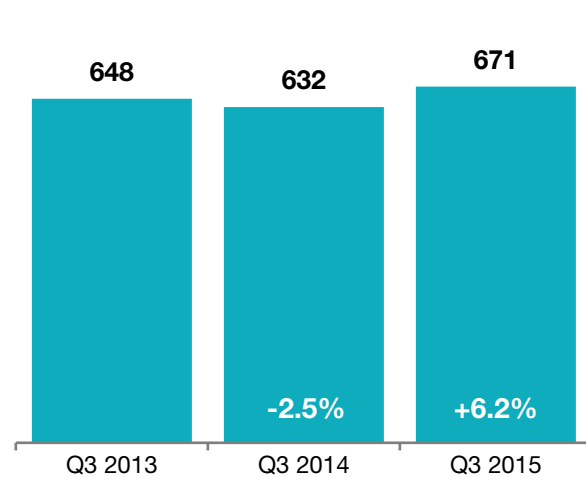
Historical Pending Sales Activity



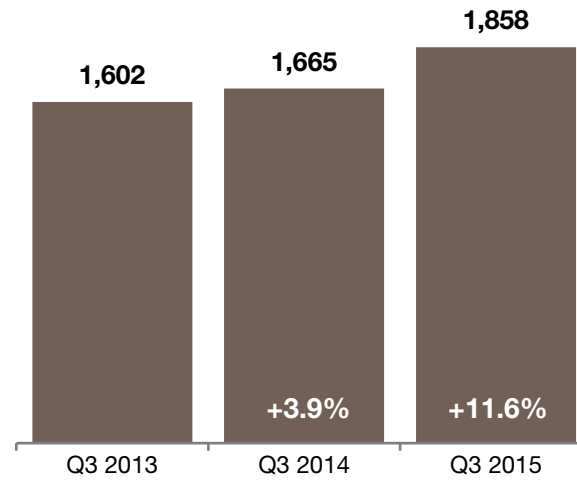
Closed Sales

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

3rd Quarter

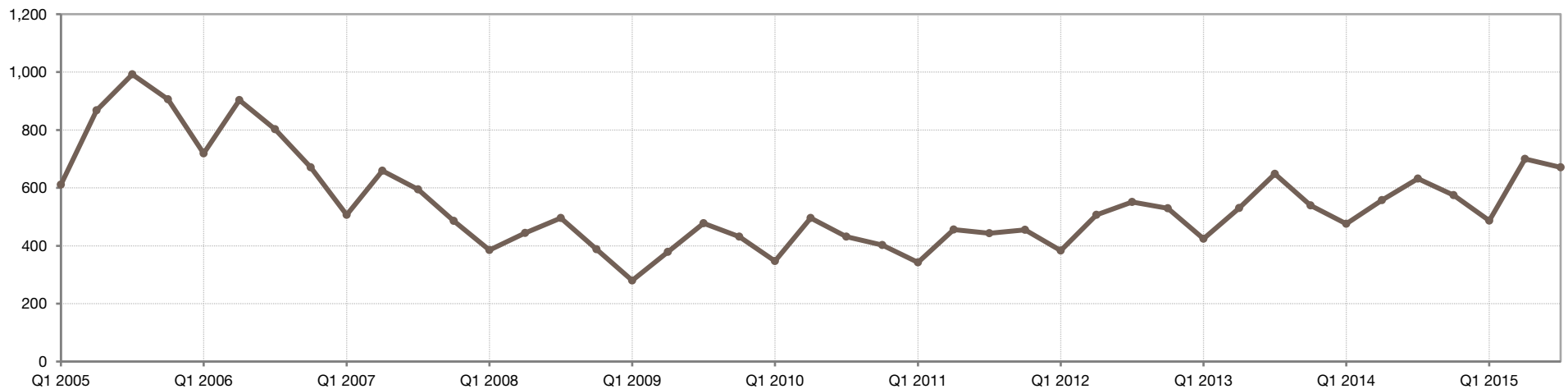


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	539	575	+6.7%
Q1 2015	476	487	+2.3%
Q2 2015	557	700	+25.7%
Q3 2015	632	671	+6.2%
12-Month Avg	551	608	+10.2%

Historical Closed Sales Activity

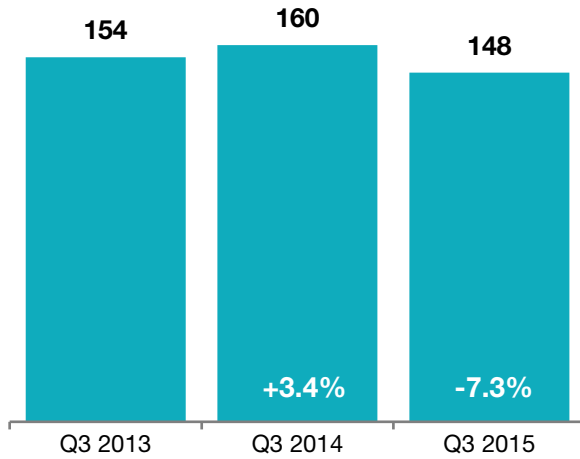


Days on Market Until Sale

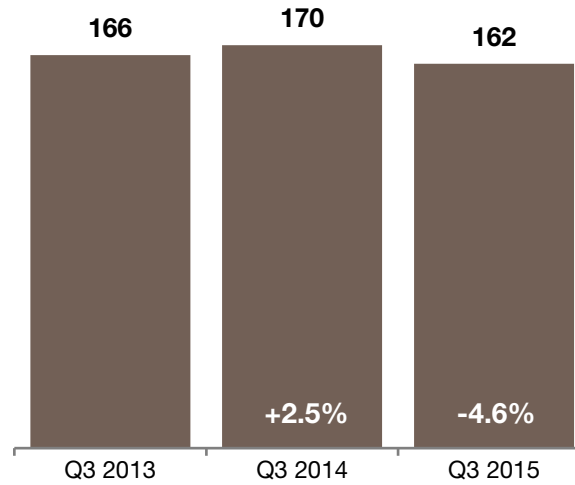
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



3rd Quarter

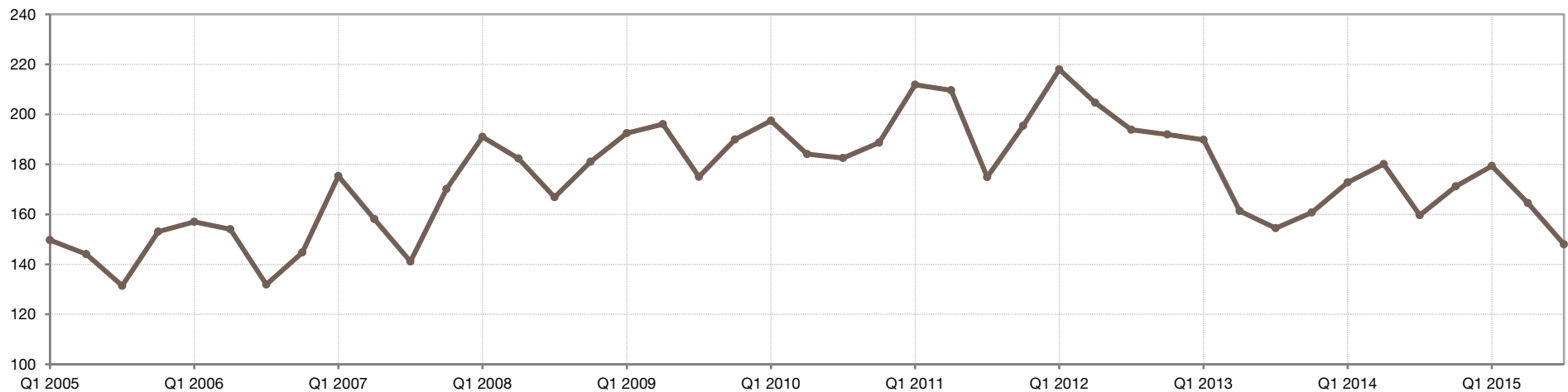


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	161	171	+6.5%
Q1 2015	173	179	+3.8%
Q2 2015	180	165	-8.6%
Q3 2015	160	148	-7.3%
12-Month Avg	168	164	-2.0%

Historical Days on Market Until Sale

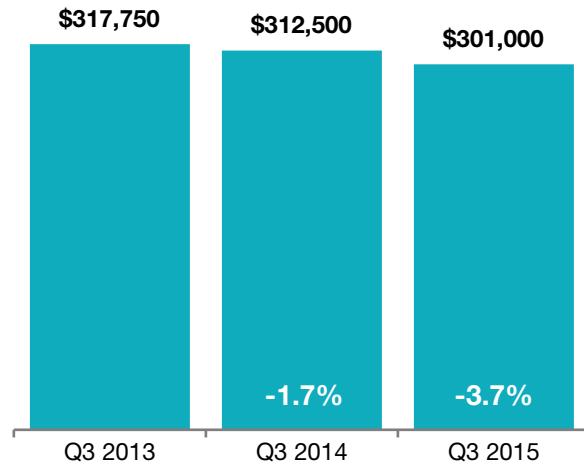


Median Sales Price

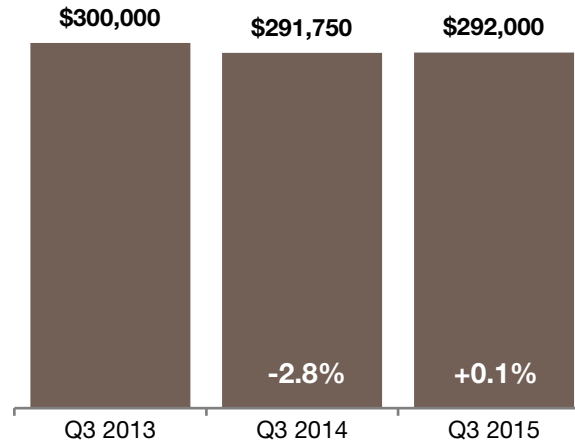
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

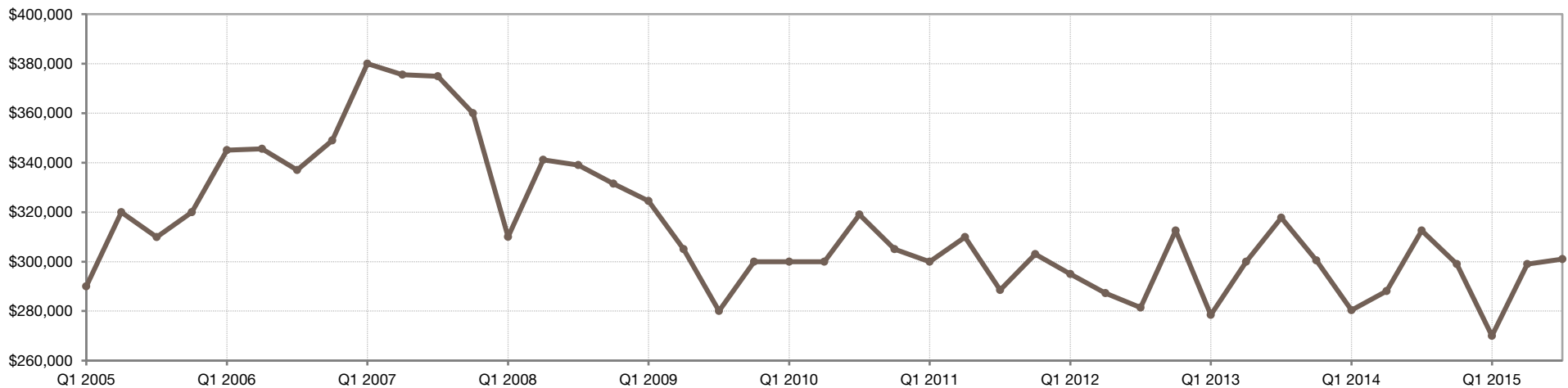


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	\$300,500	\$299,000	-0.5%
Q1 2015	\$280,400	\$270,000	-3.7%
Q2 2015	\$288,148	\$299,000	+3.8%
Q3 2015	\$312,500	\$301,000	-3.7%
12-Month Med	\$295,000	\$295,000	0.0%

Historical Median Sales Price

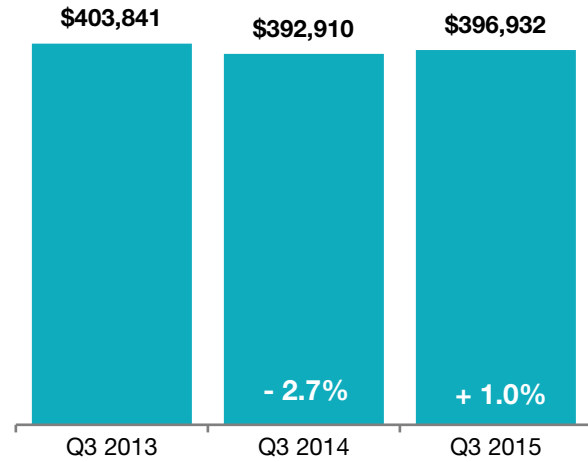


Average Sales Price

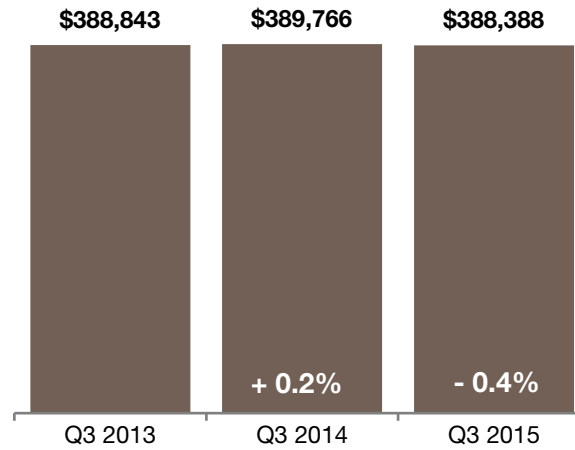
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



3rd Quarter

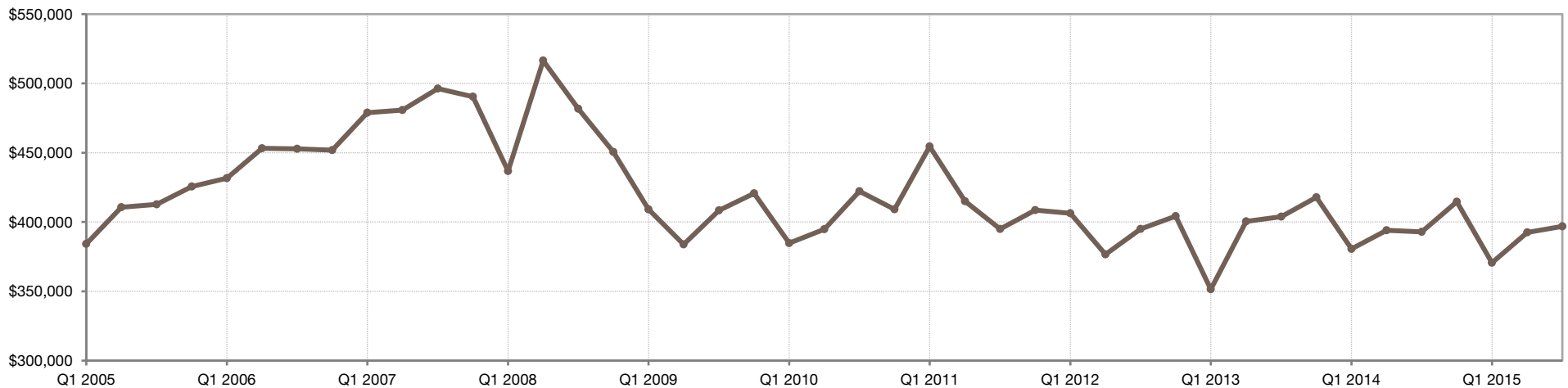


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	\$417,867	\$414,631	-0.8%
Q1 2015	\$380,604	\$370,571	-2.6%
Q2 2015	\$394,037	\$392,593	-0.4%
Q3 2015	\$392,910	\$396,932	+1.0%
12-Month Avg	\$396,642	\$394,590	-0.5%

Historical Average Sales Price

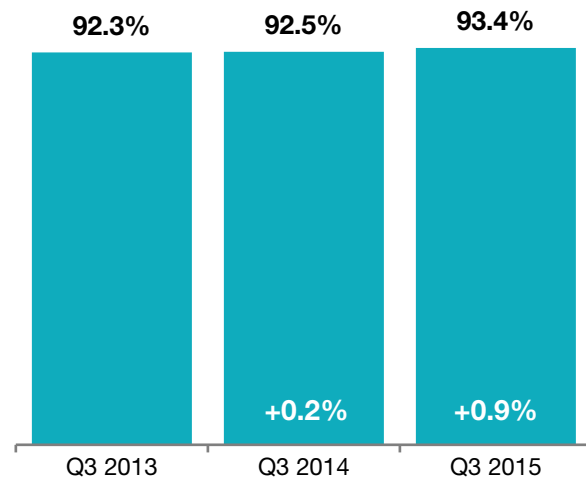


Percent of Original List Price Received

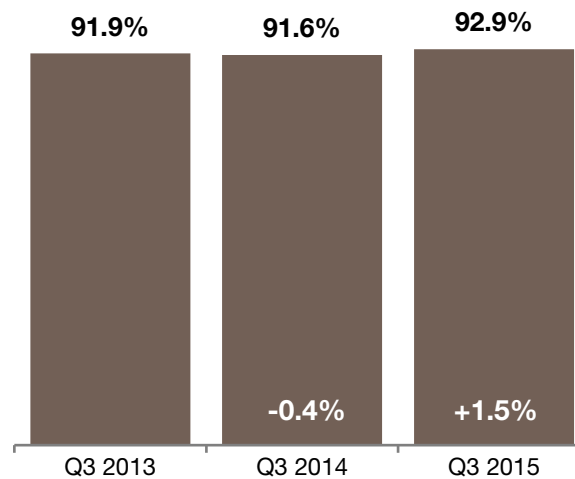
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



3rd Quarter

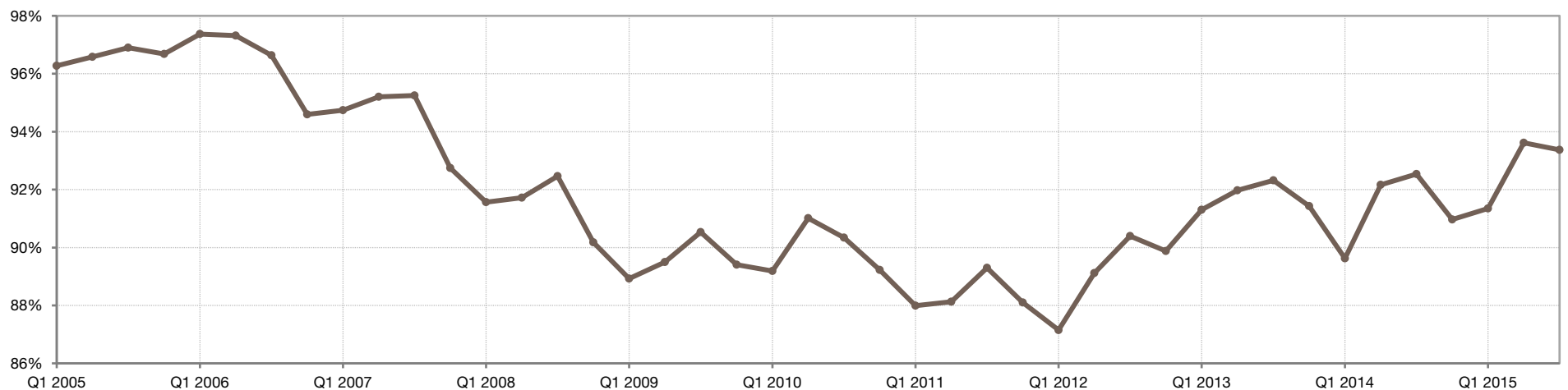


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	91.4%	91.0%	-0.5%
Q1 2015	89.6%	91.3%	+1.9%
Q2 2015	92.2%	93.6%	+1.6%
Q3 2015	92.5%	93.4%	+0.9%
12-Month Avg	91.5%	92.5%	+1.0%

Historical Percent of Original List Price Received

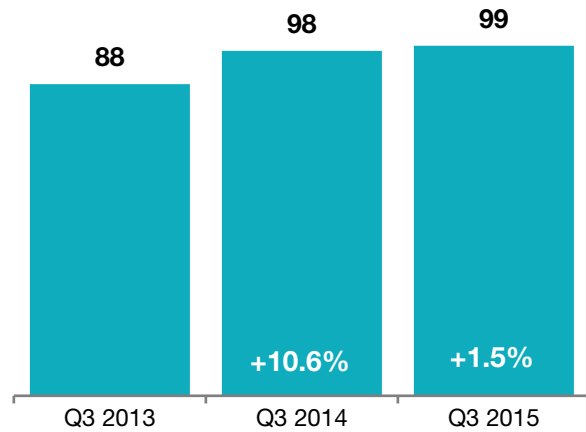


Housing Affordability Index

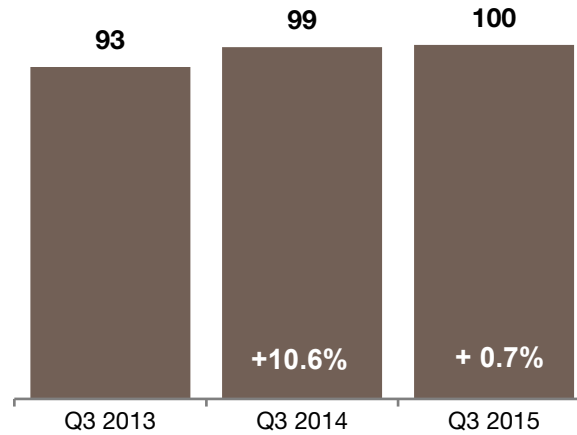
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



3rd Quarter

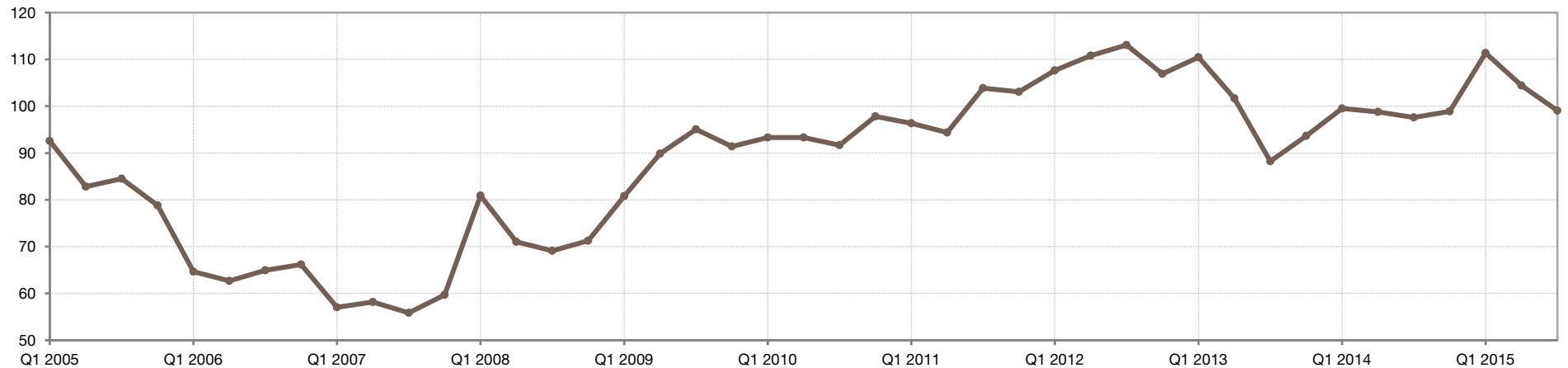


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2014	88	99	+12.1%
Q1 2015	94	111	+18.9%
Q2 2015	110	104	-5.5%
Q3 2015	98	99	+1.5%
12-Month Avg	97	103	+6.1%

Historical Housing Affordability Index

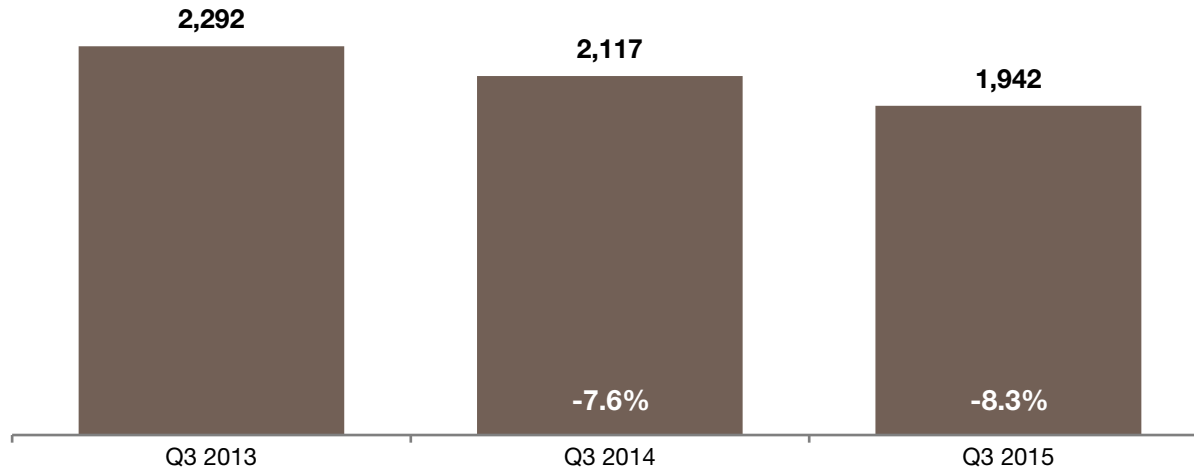


Inventory of Homes for Sale

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

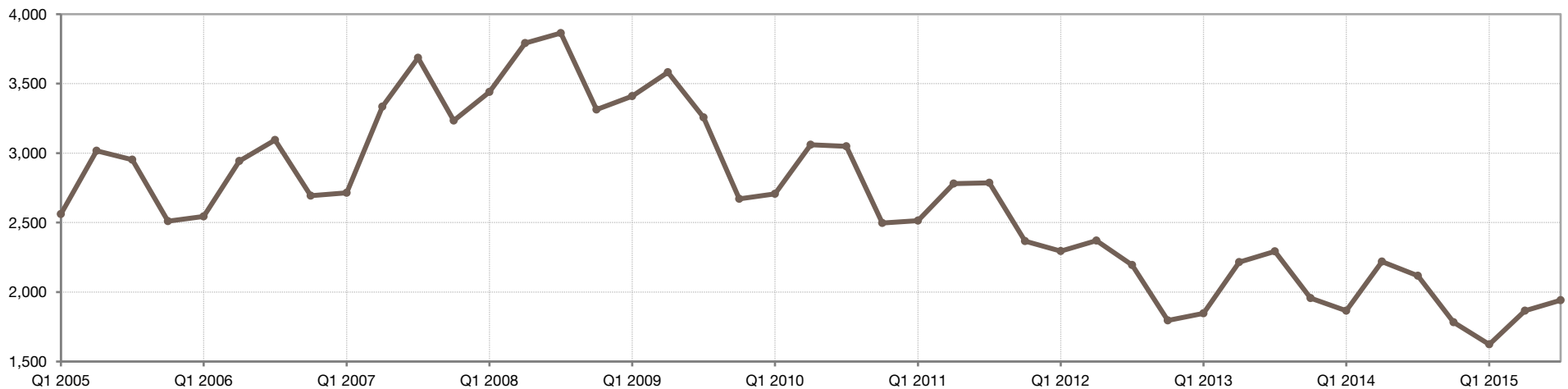


3rd Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2014	1,956	1,782	-8.9%
Q1 2015	1,866	1,623	-13.0%
Q2 2015	2,219	1,866	-15.9%
Q3 2015	2,117	1,942	-8.3%
12-Month Avg	2,040	1,803	-11.6%

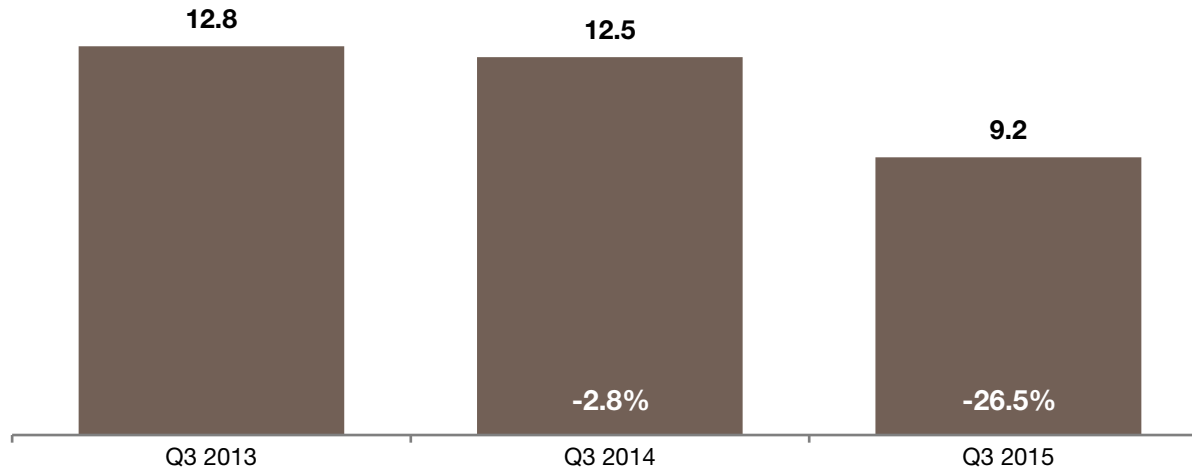
Historical Inventory of Homes for Sale



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 2014	12.3	11.0	-9.9%
Q1 2015	10.2	8.9	-12.4%
Q2 2015	10.5	8.7	-17.2%
Q3 2015	12.5	9.2	-26.5%
12-Month Avg	11.4	9.8	-14.4%

Historical Months Supply of Inventory

