

Quarterly Indicators

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



Q1 2013

The sun is shining brighter for longer, the birds are chirping a bit louder and people have a renewed spring in their step. And then there's the climate. Home buyers and sellers are readying themselves for an exciting spring market. Buyers are motivated by an attractive affordability environment, while more and more sellers are receiving near top dollar for their home. We've come a long way in recent years, but we're not there yet. Here's how the beginning of 2013 stacked up.

New Listings in the Santa Fe region increased 1.8 percent to 618. Pending Sales were down 26.9 percent to 283. Inventory levels shrank 41.6 percent to 1,287 units.

The Median Sales Price decreased 3.1 percent to \$292,000. Days on Market was down 18.5 percent to 201 days. Absorption rates improved as Months Supply of Inventory was down 57.4 percent to 8.3 months.

A few consumers may feel less confident due to Washington's latest self-inflicted crisis. Others would advise not to read the news in the first place. The fact is, the economy continues to grow, but at a snail's pace. Sequestration is more of a nuisance than a real threat to recovery; and there's significant pent-up demand from renters, first-timers, parental basement dwellers and investors to counteract it.

Quick Facts

+ 1.6%

Change in
Closed Sales

- 3.1%

Change in
Median Sales Price

- 41.6%

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

Click on desired metric to jump to that page.



Market Overview

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



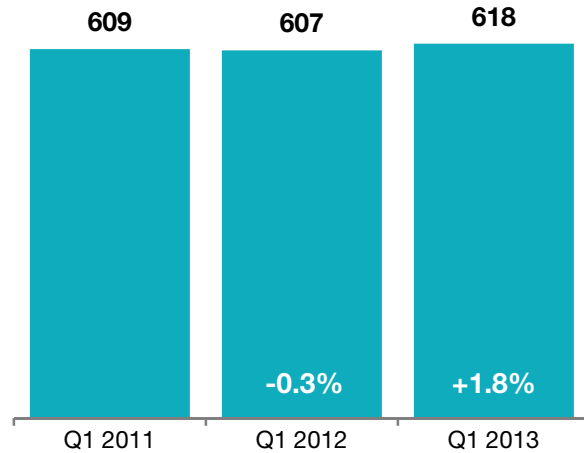
Key Metrics	Historical Sparklines	Q1 2012	Q1 2013	+ / -	YTD Q1 2012	YTD Q1 2013	+ / -
New Listings		607	618	+ 1.8%	607	618	+ 1.8%
Pending Sales		387	283	- 26.9%	387	283	- 26.9%
Closed Sales		320	325	+ 1.6%	320	325	+ 1.6%
Days on Market Until Sale		247	201	- 18.5%	247	201	- 18.5%
Median Sales Price		\$301,441	\$292,000	- 3.1%	\$301,441	\$292,000	- 3.1%
Average Sales Price		\$422,146	\$378,870	- 10.3%	\$422,146	\$378,870	- 10.3%
Percent of Original List Price Received		87.2%	91.6%	+ 5.0%	87.2%	91.6%	+ 5.0%
Housing Affordability Index		110	119	+ 8.2%	110	119	+ 8.2%
Inventory of Homes for Sale		2,204	1,287	- 41.6%	--	--	--
Months Supply of Homes for Sale		19.4	8.3	- 57.4%	--	--	--

New Listings

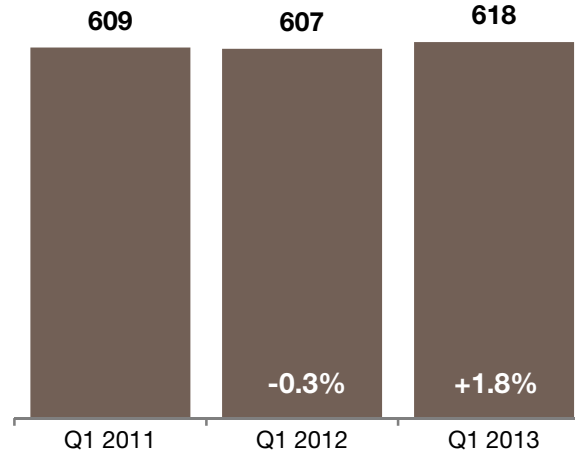
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



1st Quarter

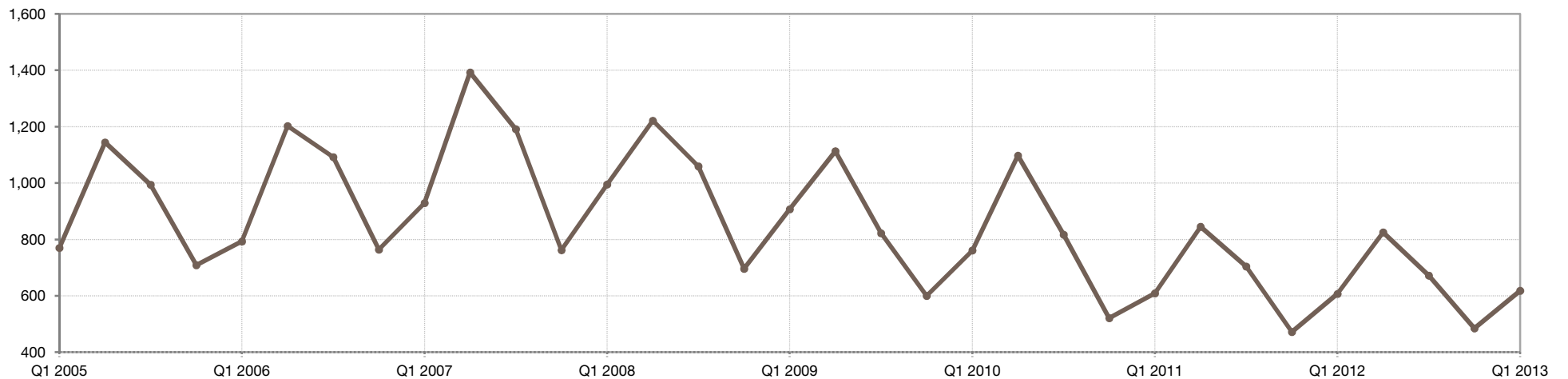


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	845	825	-2.4%
Q3 2012	704	672	-4.5%
Q4 2012	472	485	+2.8%
Q1 2013	607	618	+1.8%
12-Month Avg	657	650	-1.1%

Historical New Listing Activity

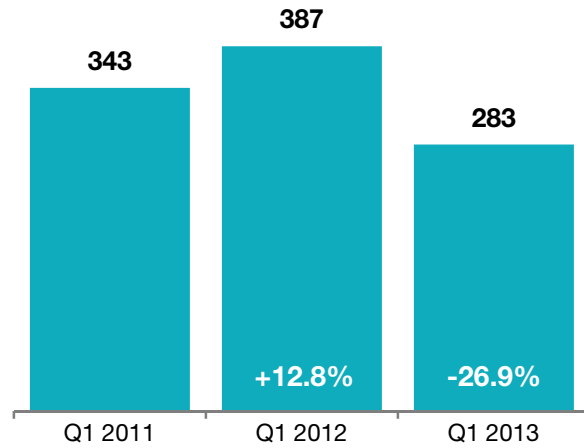


Pending Sales

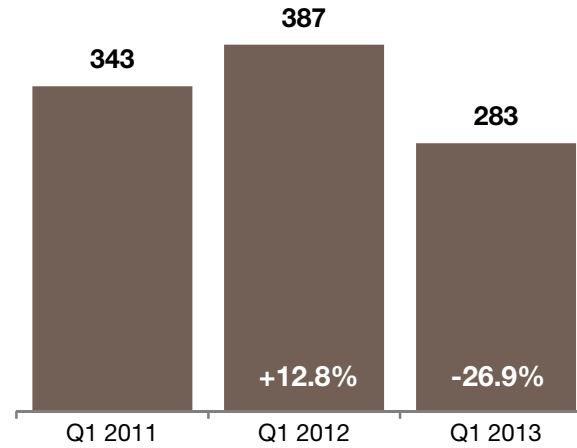
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



1st Quarter

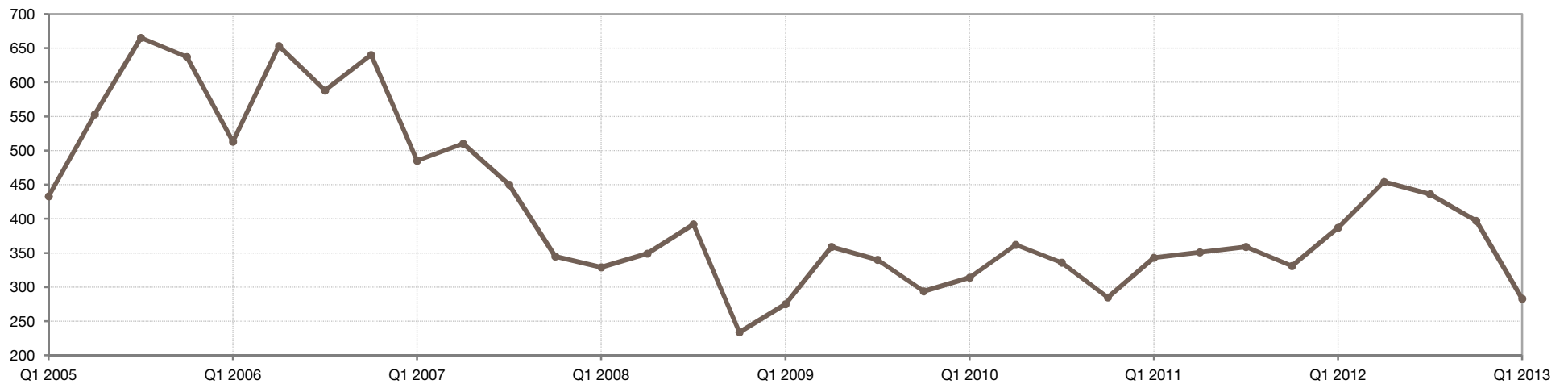


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	351	454	+29.3%
Q3 2012	359	436	+21.4%
Q4 2012	331	397	+19.9%
Q1 2013	387	283	-26.9%
12-Month Avg	357	393	+9.9%

Historical Pending Sales Activity

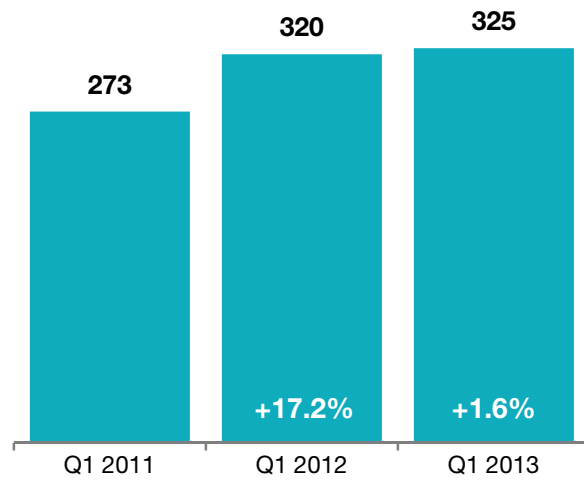


Closed Sales

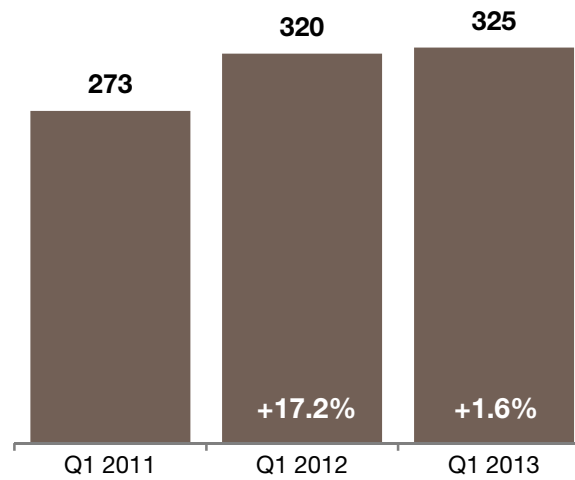
A count of the actual sales that have closed in a given quarter. Includes activity for attached and detached properties.



1st Quarter

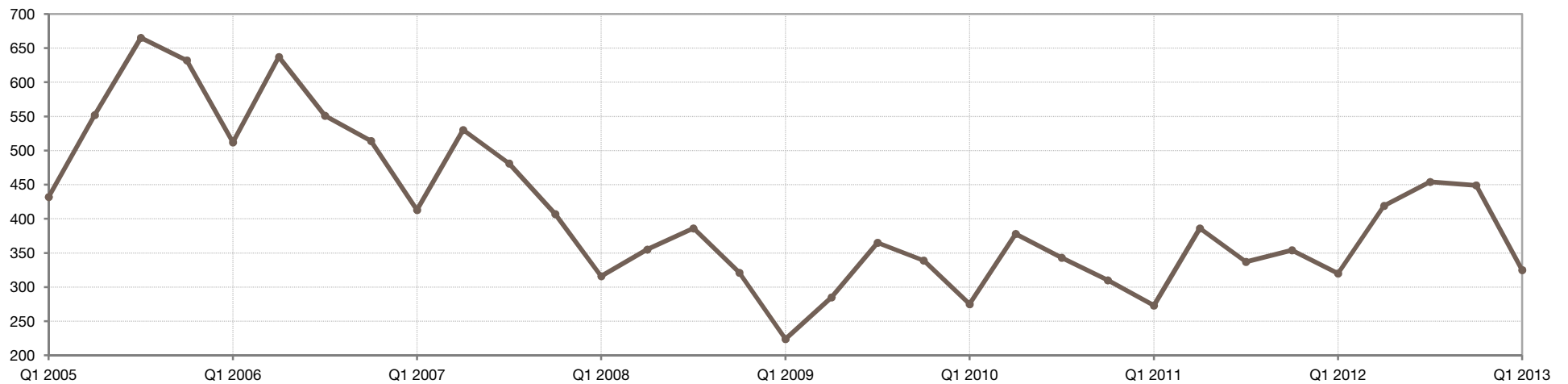


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	386	419	+8.5%
Q3 2012	337	454	+34.7%
Q4 2012	354	449	+26.8%
Q1 2013	320	325	+1.6%
12-Month Avg	349	412	+17.9%

Historical Closed Sales Activity

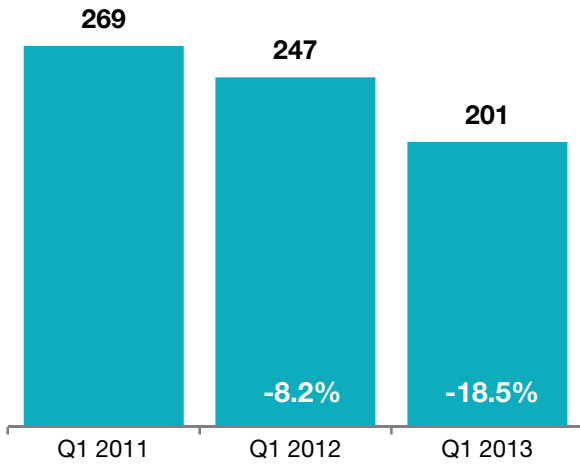


Days on Market Until Sale

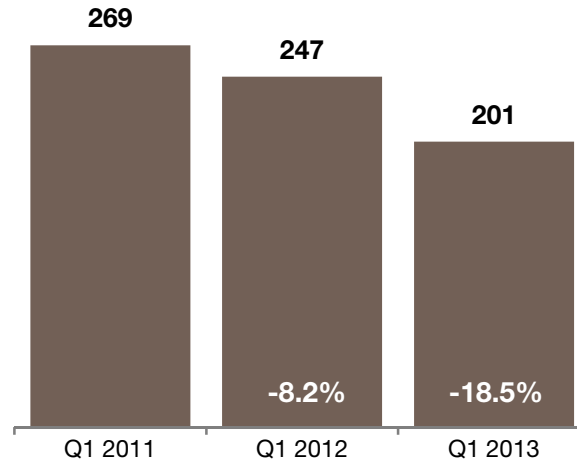
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



1st Quarter

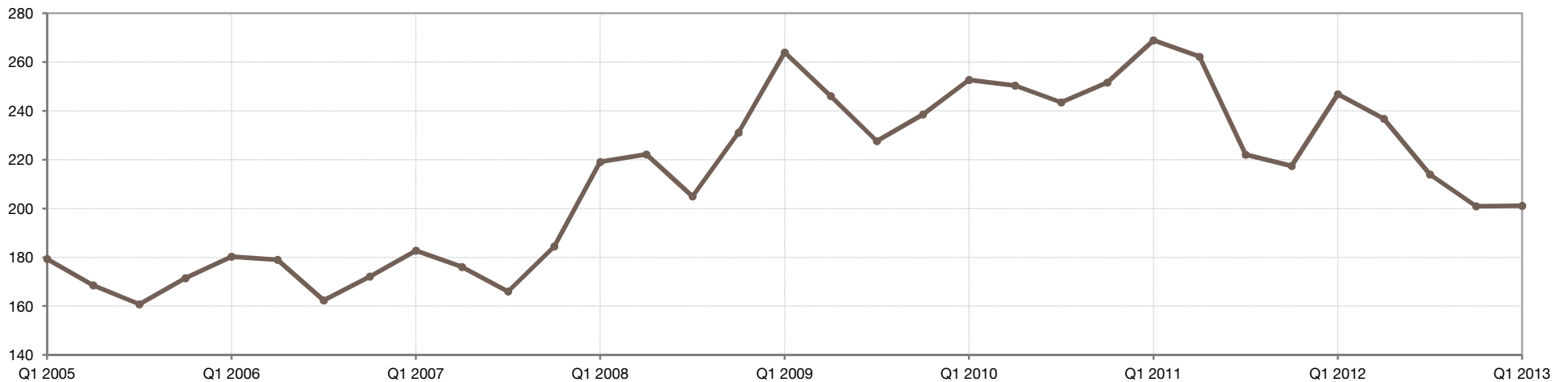


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	262	237	-9.7%
Q3 2012	222	214	-3.6%
Q4 2012	217	201	-7.6%
Q1 2013	247	201	-18.5%
12-Month Avg	238	214	-10.1%

Historical Days on Market Until Sale

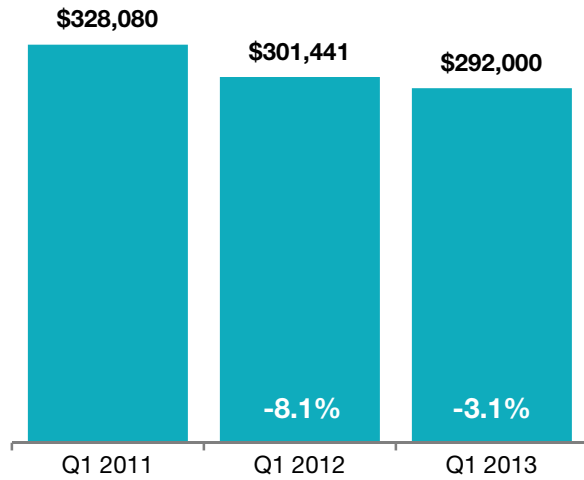


Median Sales Price

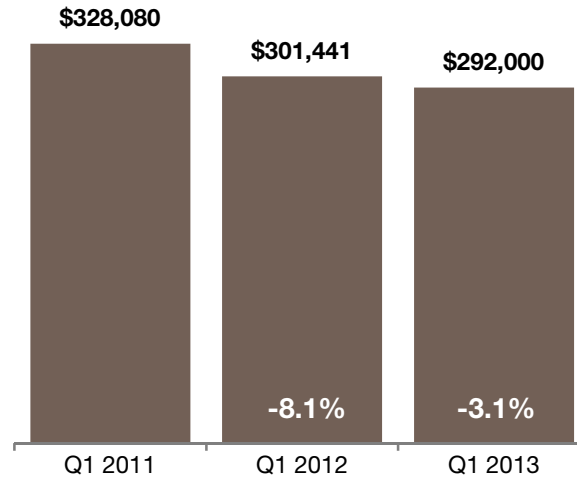
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

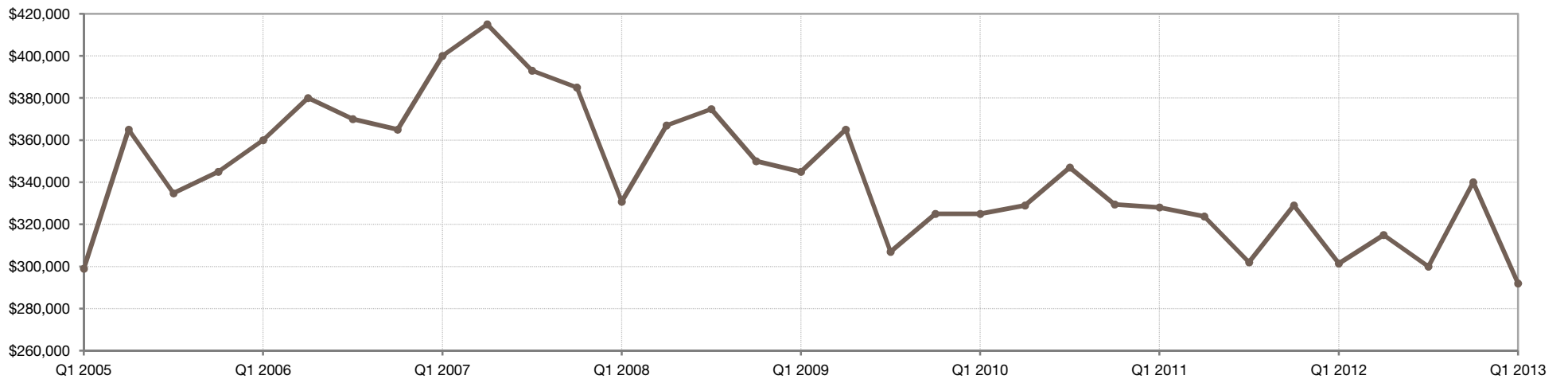


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	\$323,778	\$315,000	-2.7%
Q3 2012	\$302,000	\$300,000	-0.7%
Q4 2012	\$329,000	\$340,000	+3.3%
Q1 2013	\$301,441	\$292,000	-3.1%
12-Month Med	\$318,000	\$311,000	-2.2%

Historical Median Sales Price

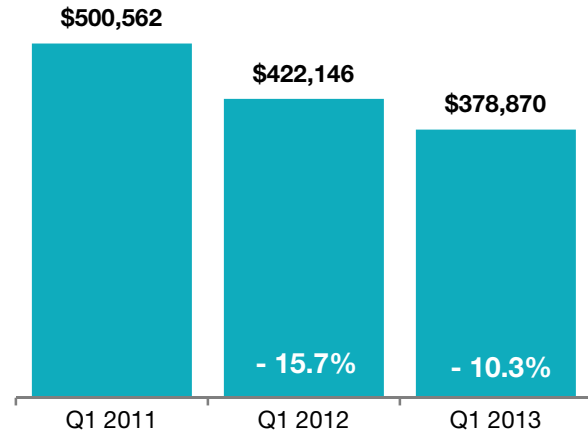


Average Sales Price

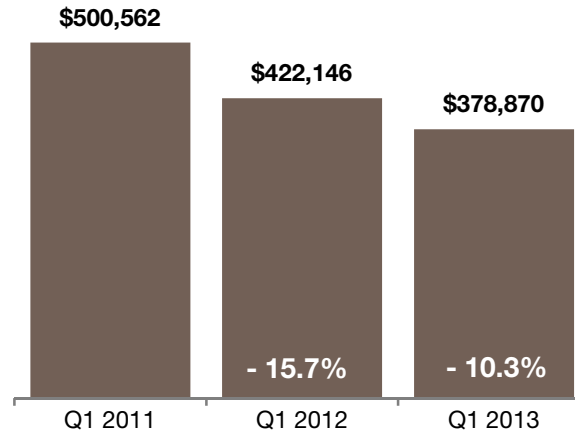
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

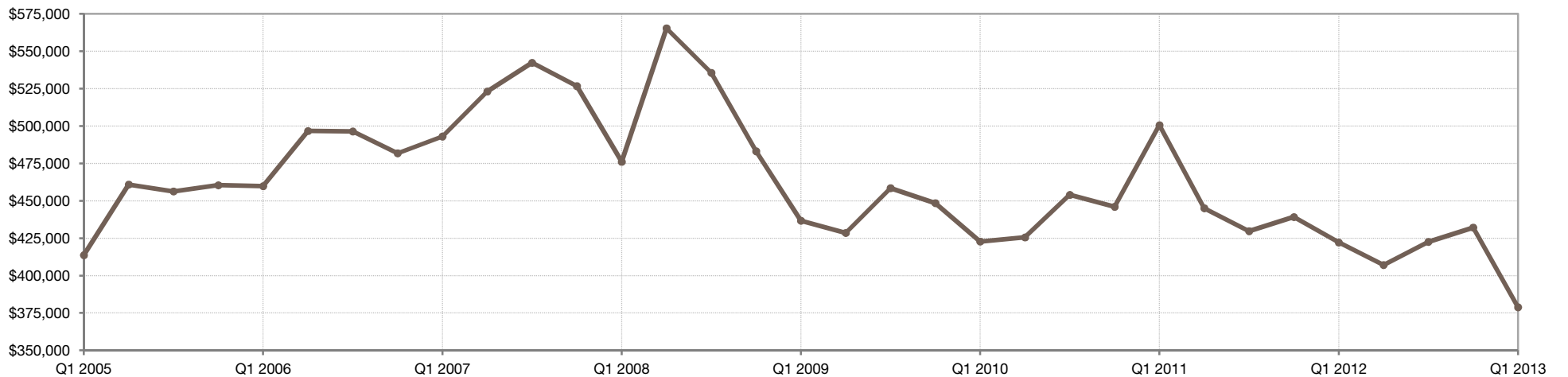


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	\$445,050	\$407,110	-8.5%
Q3 2012	\$429,723	\$422,590	-1.7%
Q4 2012	\$439,143	\$432,134	-1.6%
Q1 2013	\$422,146	\$378,870	-10.3%
12-Month Avg	\$434,602	\$412,630	-5.1%

Historical Average Sales Price

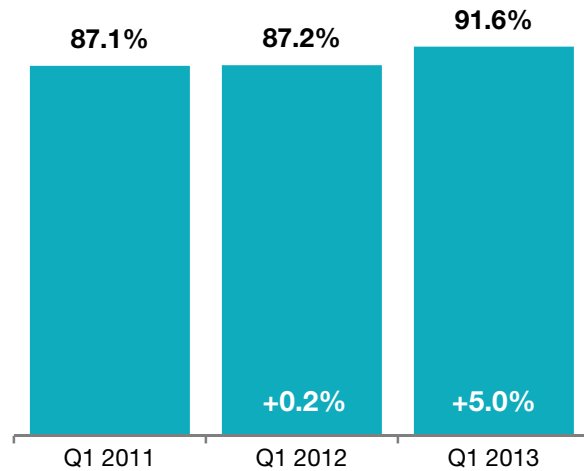


Percent of Original List Price Received

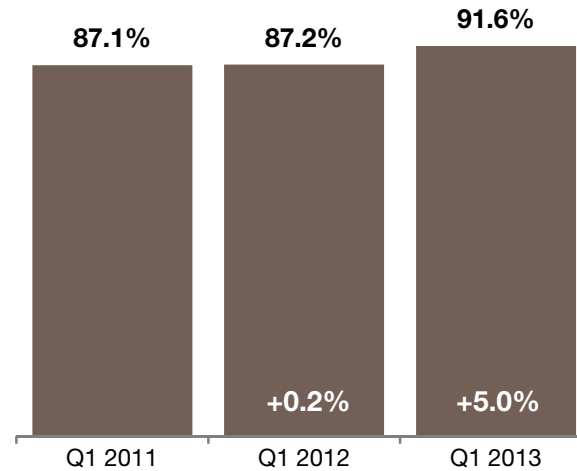
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



1st Quarter

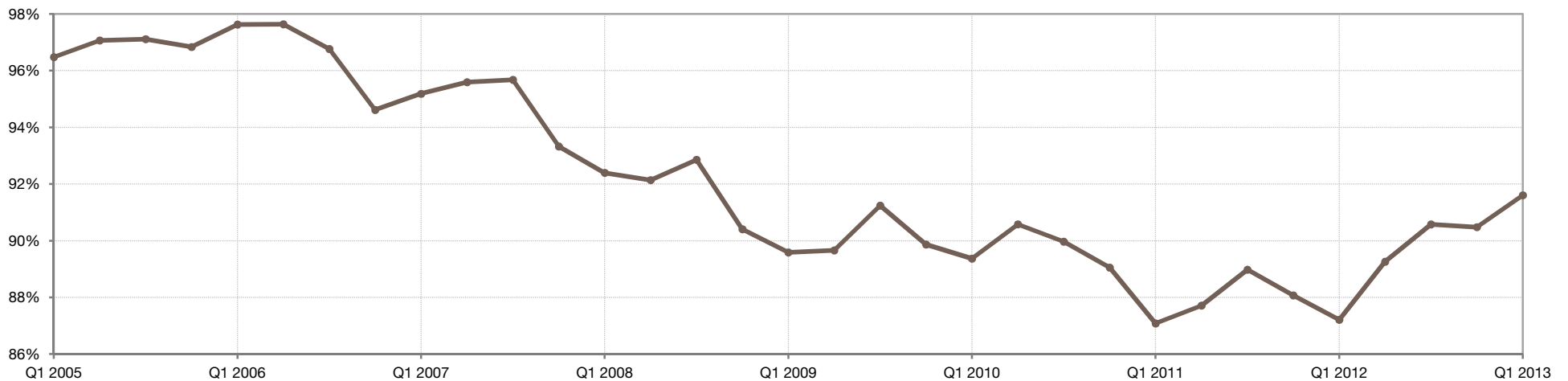


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	87.7%	89.3%	+1.8%
Q3 2012	89.0%	90.6%	+1.8%
Q4 2012	88.1%	90.5%	+2.7%
Q1 2013	87.2%	91.6%	+5.0%
12-Month Avg	88.0%	90.4%	+2.8%

Historical Percent of Original List Price Received

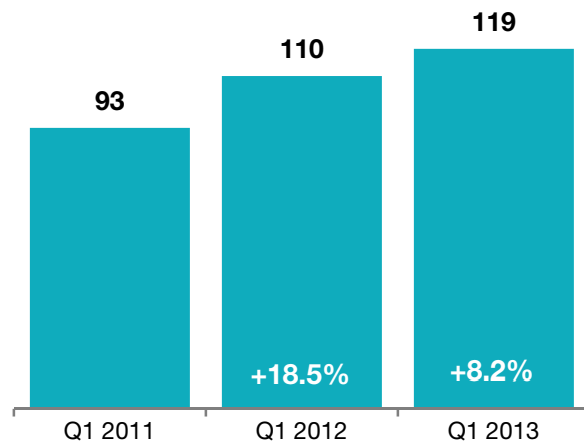


Housing Affordability Index

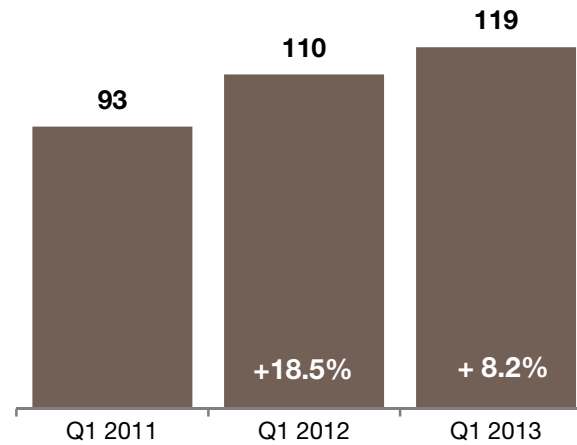
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



1st Quarter

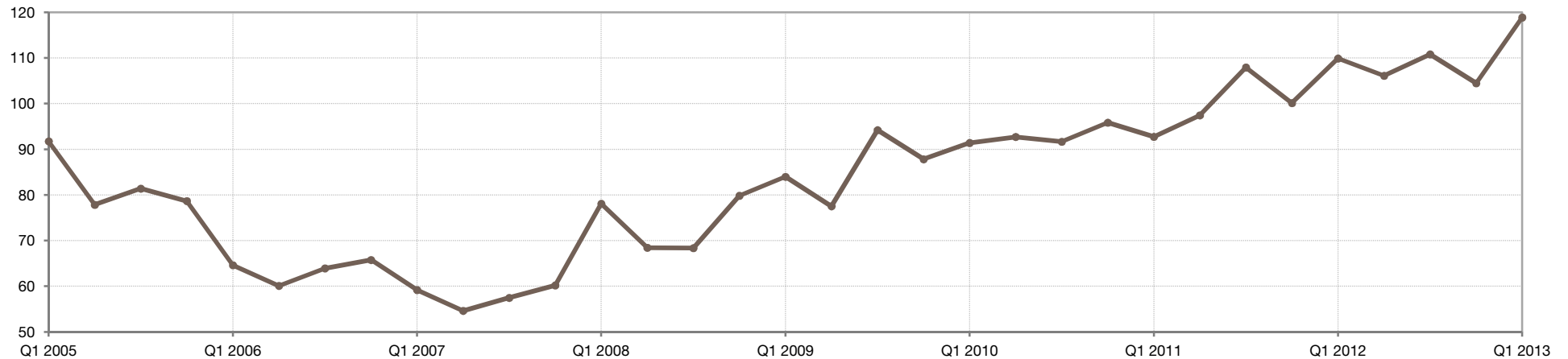


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2012	78	106	+36.9%
Q3 2012	94	111	+17.6%
Q4 2012	88	104	+19.0%
Q1 2013	110	119	+8.2%
12-Month Avg	92	110	+19.2%

Historical Housing Affordability Index

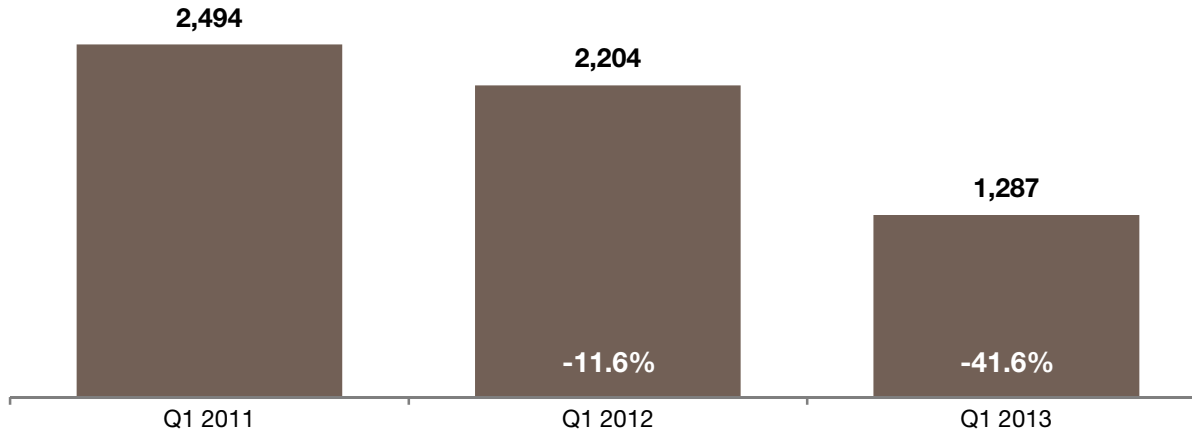


Inventory of Homes for Sale

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

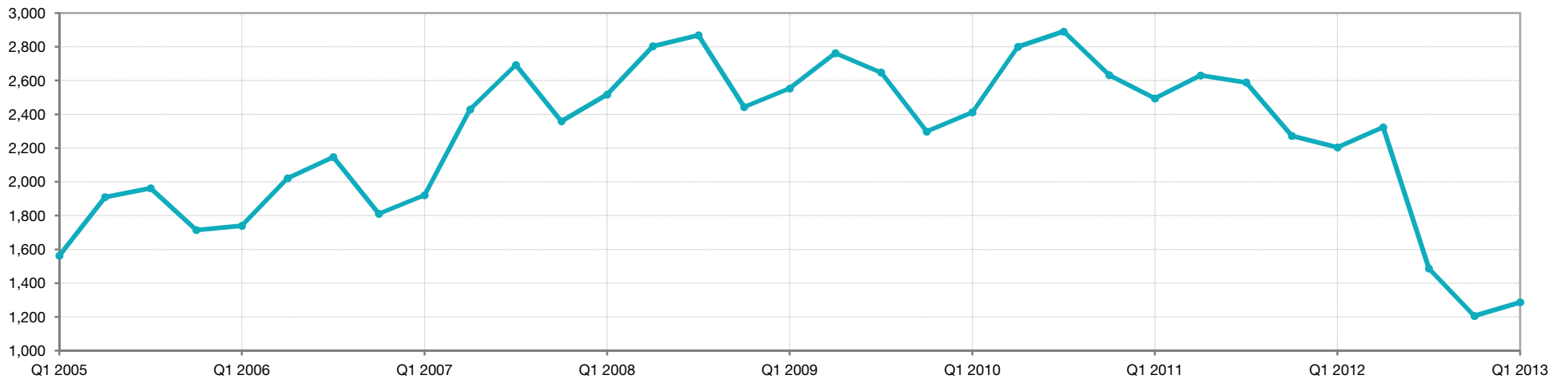


1st Quarter



Quarter	Prior Year	Current Year	+ / -
Q2 2012	2,630	2,323	-11.7%
Q3 2012	2,589	1,487	-42.6%
Q4 2012	2,272	1,206	-46.9%
Q1 2013	2,204	1,287	-41.6%
12-Month Avg	2,424	1,576	-35.0%

Historical Inventory of Homes for Sale

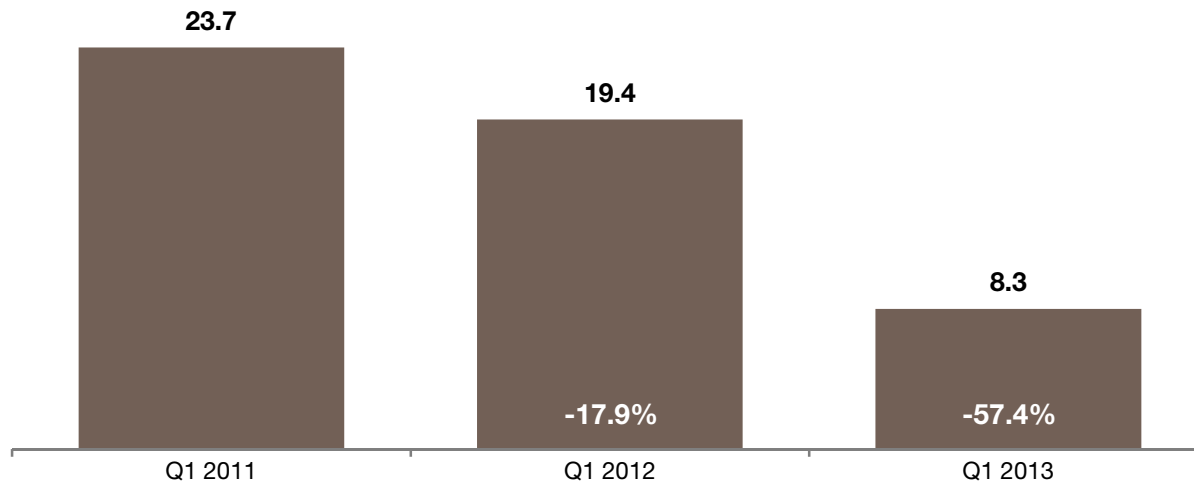


Months Supply of Inventory

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	+ / -
Q2 2012	22.8	18.8	-17.3%
Q3 2012	24.1	18.6	-22.7%
Q4 2012	22.3	10.3	-53.6%
Q1 2013	19.4	8.3	-57.4%
12-Month Avg	22.6	14.4	-36.3%

Historical Months Supply of Inventory

