

Quarterly Indicators

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



Q1 2012

Let's talk about data. Navigating through a complex and fast-moving marketplace is tough work. Agents are being called upon to provide fact-based guidance in a timely fashion – and rightly so. MLS data is detailed, accurate and very much “now.” It makes the magic of data-driven decision-making possible. So go ahead, channel the collective energy of your hard-earned status changes and let's see what the facts tell us about the First Quarter of 2012. Happy data-ing.

New Listings in the Santa Fe region decreased 4.3 percent to 583. Pending Sales were down 8.7 percent to 313. Inventory levels shrank 17.1 percent to 1,413 units.

The Median Sales Price decreased 8.6 percent to \$299,900. Days on Market was down 8.4 percent to 247 days. Absorption rates improved as Months Supply of Inventory was down 24.5 percent to 12.4 months.

For better or worse – usually better – housing is closely tied to the broader economy. As much as we're in the valley of a residential real estate rebalancing act, it's important to keep tabs on economic changes. Recent improvements suggest that there may be a stirring of optimism in the center of this market. But not all sub-markets will move together. "You can observe a lot just by watching." – Yogi Berra

Quick Facts

+ 14.7% **- 8.6%** **- 17.1%**

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

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.



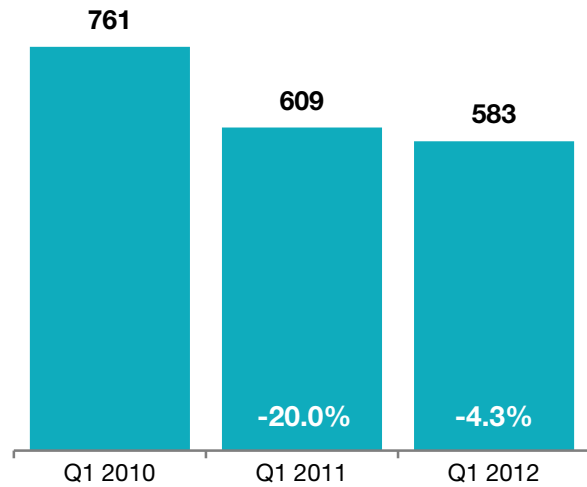
Key Metrics	Historical Sparklines	Q1 2011	Q1 2012	+ / -	YTD Q1 2011	YTD Q1 2012	+ / -
New Listings		609	583	- 4.3%	609	583	- 4.3%
Pending Sales		343	313	- 8.7%	343	313	- 8.7%
Closed Sales		273	313	+ 14.7%	273	313	+ 14.7%
Days on Market Until Sale		270	247	- 8.4%	270	247	- 8.4%
Median Sales Price		\$328,080	\$299,900	- 8.6%	\$328,080	\$299,900	- 8.6%
Average Sales Price		\$500,562	\$419,447	- 16.2%	\$500,562	\$419,447	- 16.2%
Percent of Original List Price Received		87.1%	87.3%	+ 0.2%	87.1%	87.3%	+ 0.2%
Housing Affordability Index		93	110	+ 19.0%	93	110	+ 19.0%
Inventory of Homes for Sale		1,705	1,413	- 17.1%	--	--	--
Months Supply of Homes for Sale		16.4	12.4	- 24.5%	--	--	--

New Listings

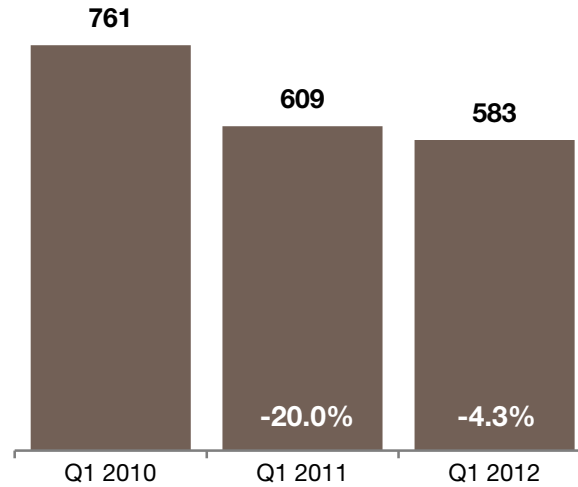
A count of the properties that have been newly listed on the market in a given quarter. Includes activity for attached and detached properties.



1st Quarter

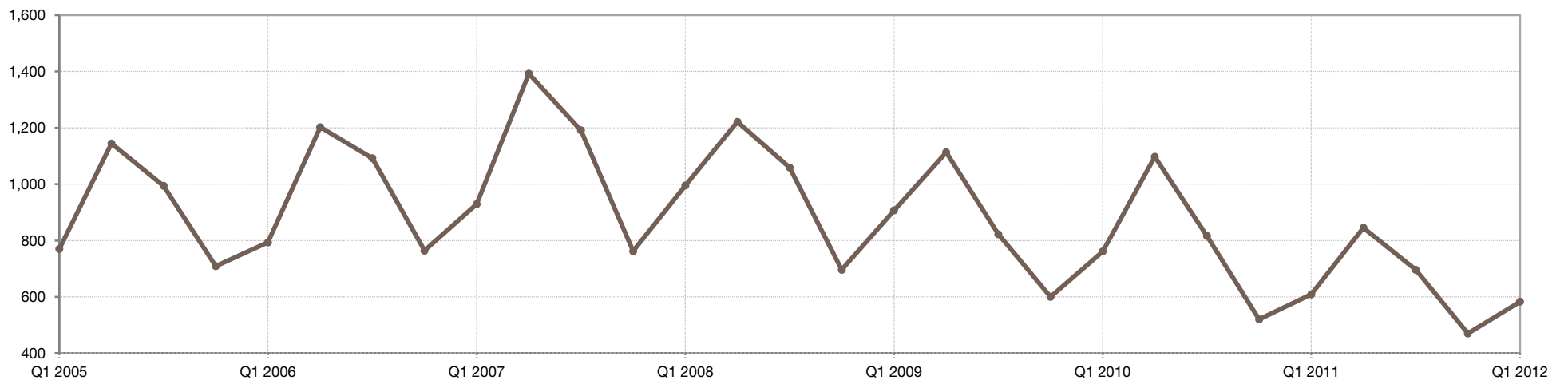


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	1,097	845	-23.0%
Q3 2011	816	696	-14.7%
Q4 2011	520	470	-9.6%
Q1 2012	609	583	-4.3%
12-Month Avg	761	649	-14.7%

Historical New Listing Activity

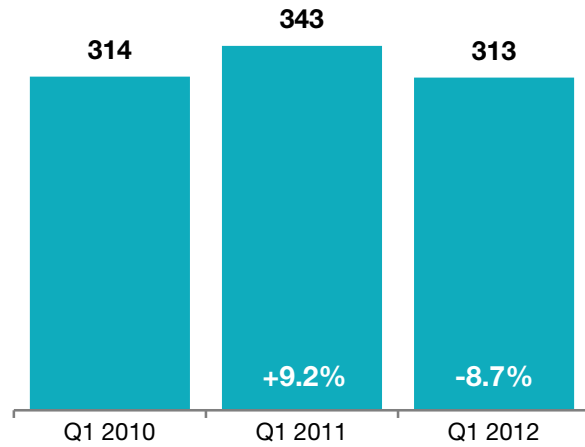


Pending Sales

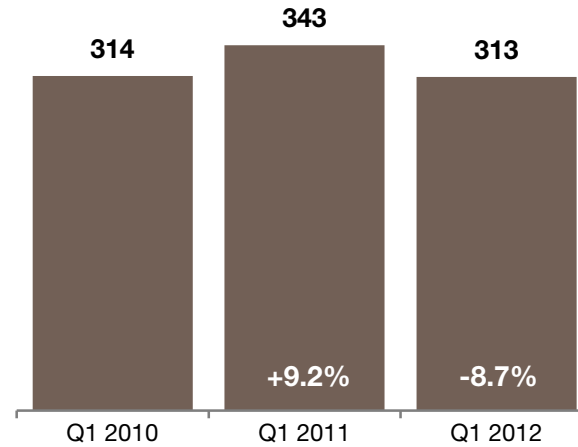
A count of the properties on which contracts have been accepted in a given quarter. Includes activity for attached and detached properties.



1st Quarter

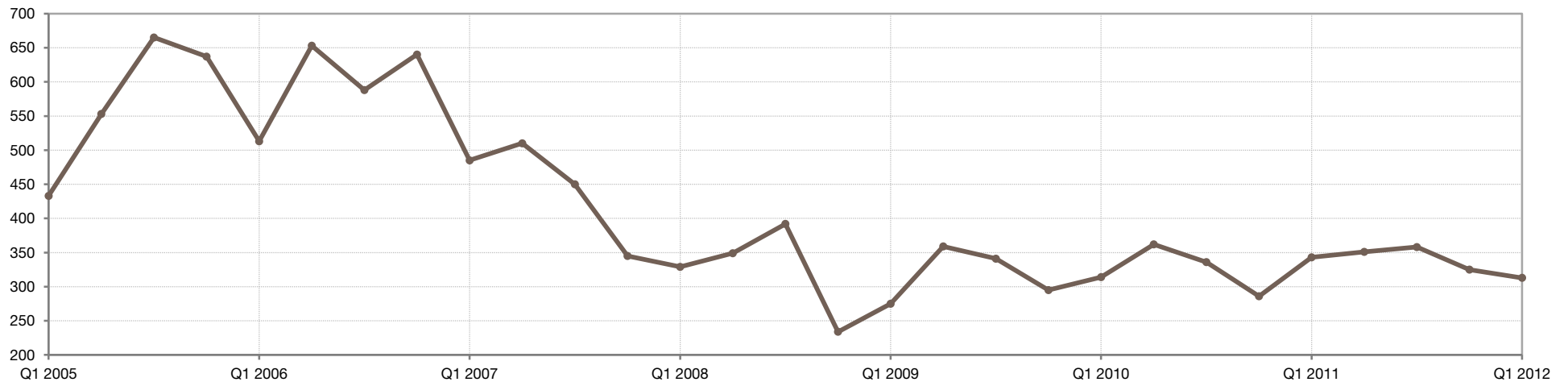


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	362	351	-3.0%
Q3 2011	336	358	+6.5%
Q4 2011	286	325	+13.6%
Q1 2012	343	313	-8.7%
12-Month Avg	332	337	+1.5%

Historical Pending Sales Activity

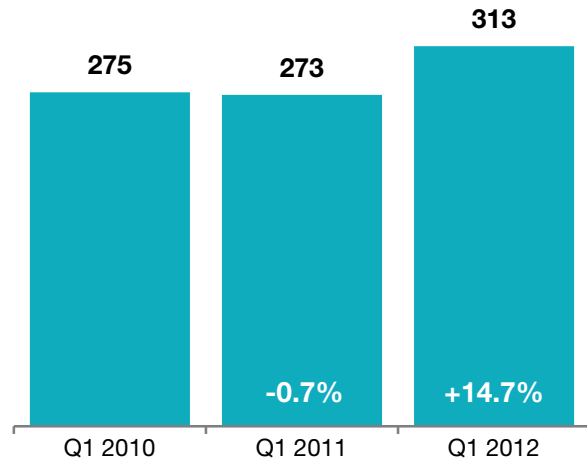


Closed Sales

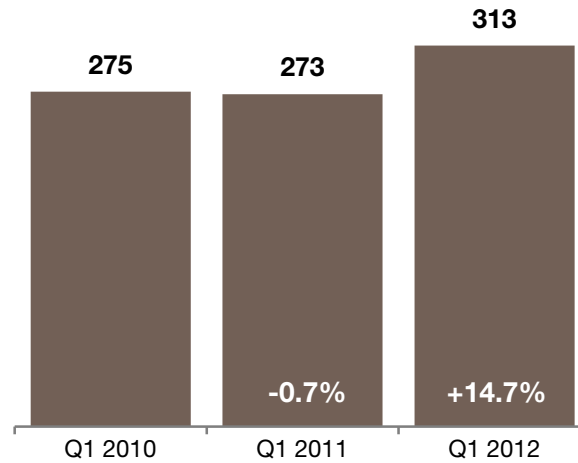
A count of the actual sales that have closed in a given quarter. Includes activity for attached and detached properties.



1st Quarter

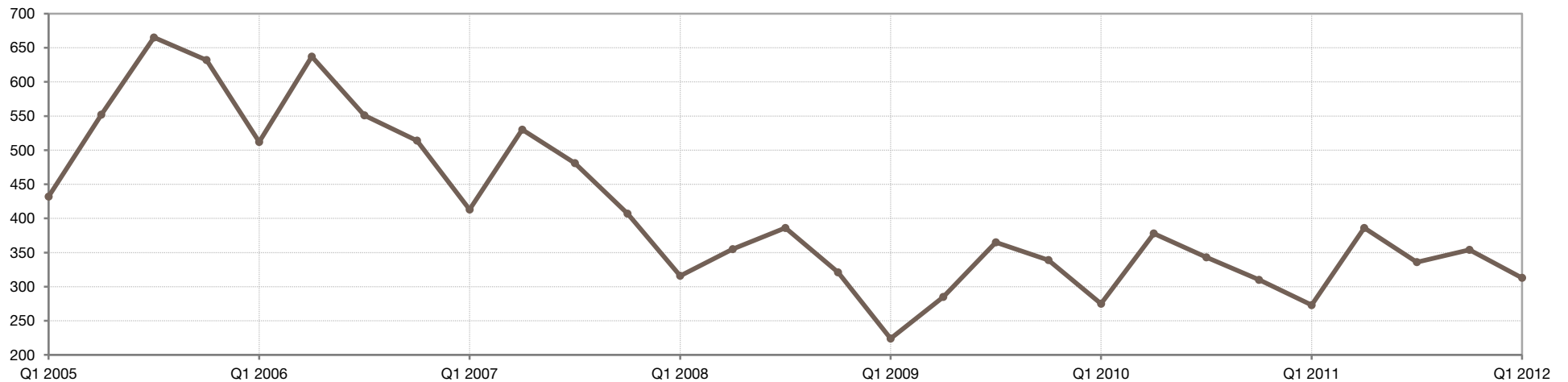


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	378	386	+2.1%
Q3 2011	343	336	-2.0%
Q4 2011	310	354	+14.2%
Q1 2012	273	313	+14.7%
12-Month Avg	326	347	+7.2%

Historical Closed Sales Activity

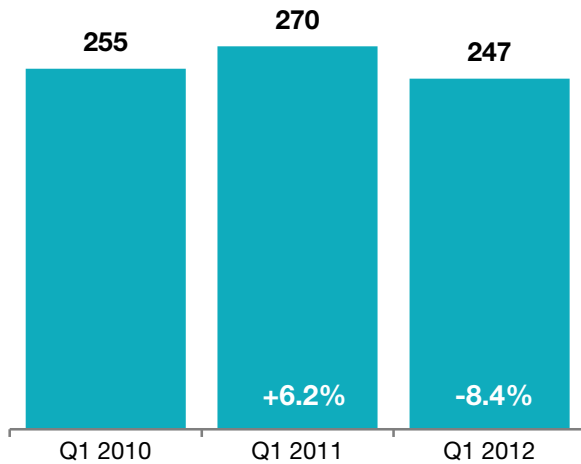


Days on Market Until Sale

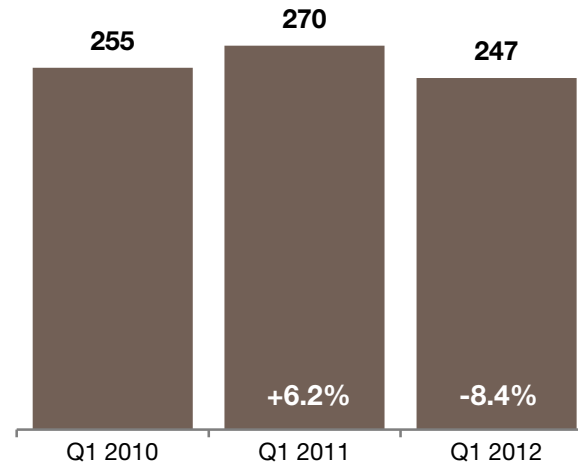
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



1st Quarter

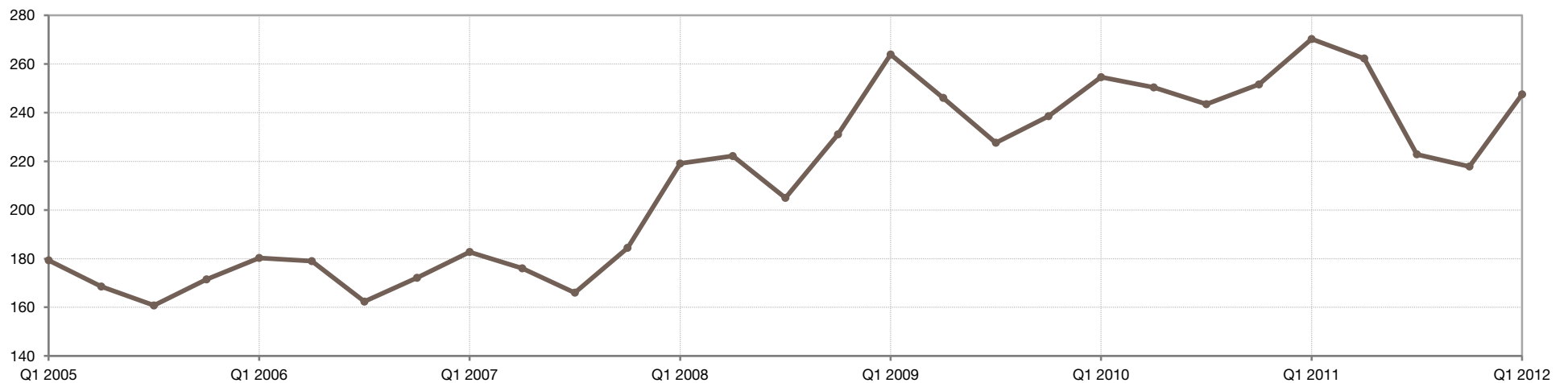


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	250	262	+4.7%
Q3 2011	243	223	-8.5%
Q4 2011	252	218	-13.4%
Q1 2012	270	247	-8.4%
12-Month Avg	253	238	-5.9%

Historical Days on Market Until Sale

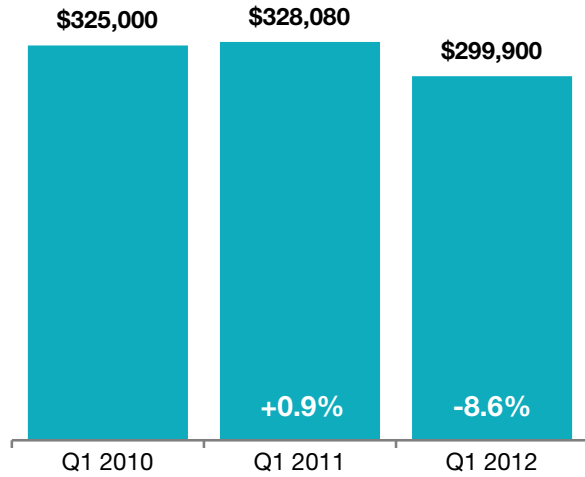


Median Sales Price

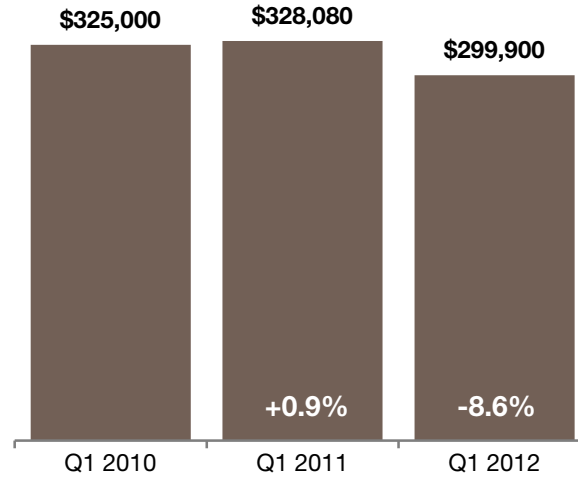
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

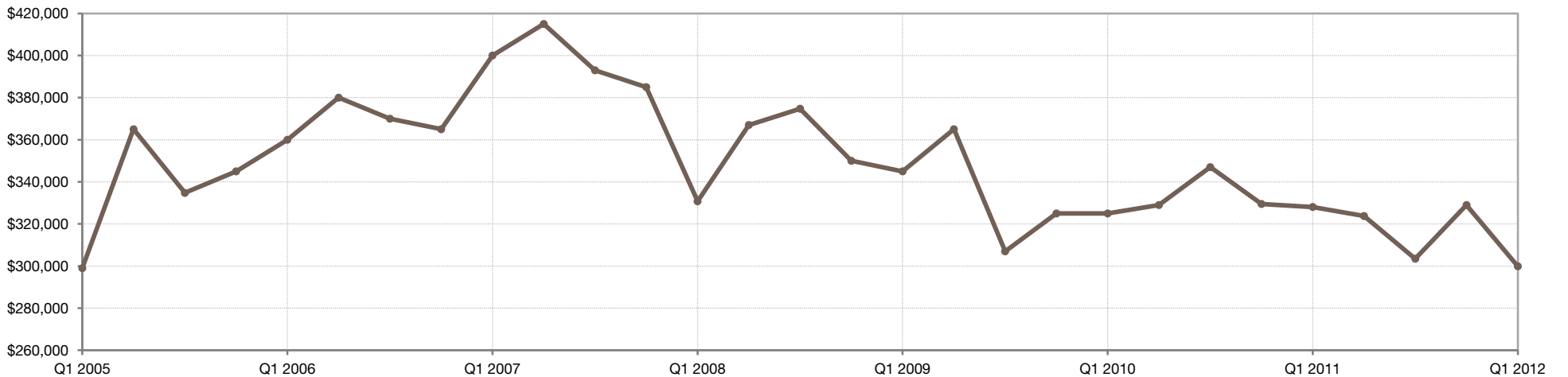


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	\$329,000	\$323,778	-1.6%
Q3 2011	\$347,000	\$303,500	-12.5%
Q4 2011	\$329,500	\$329,000	-0.2%
Q1 2012	\$328,080	\$299,900	-8.6%
12-Month Med	\$330,000	\$316,500	-4.1%

Historical Median Sales Price

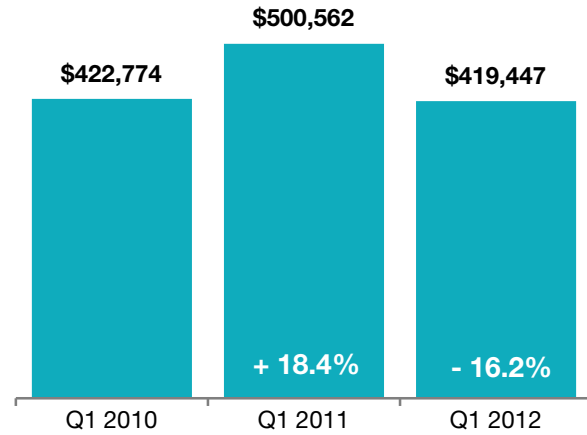


Average Sales Price

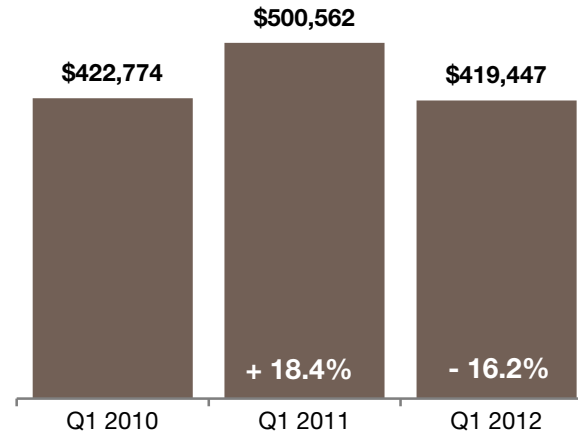
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



1st Quarter

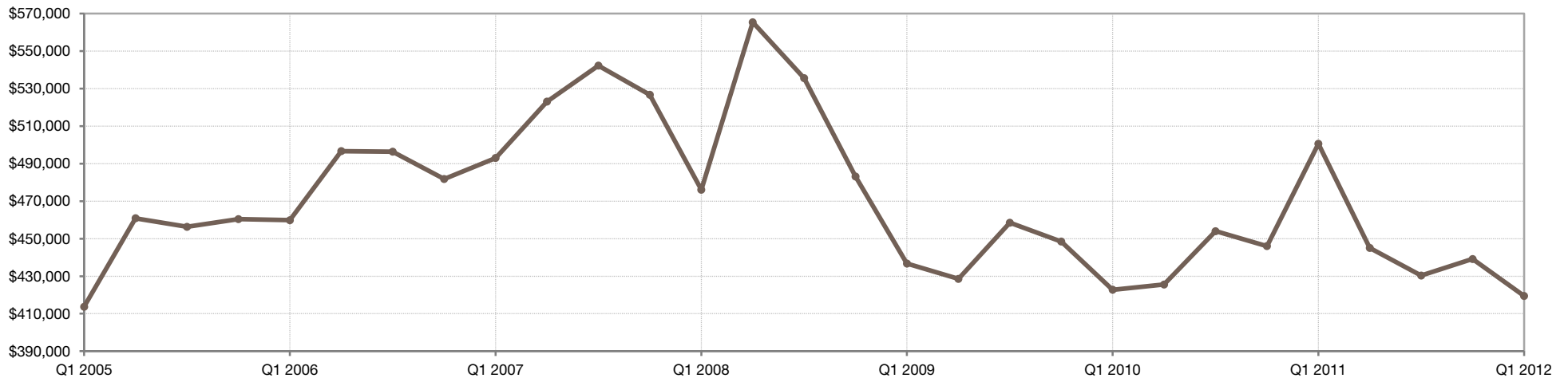


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	\$425,541	\$445,050	+4.6%
Q3 2011	\$453,955	\$430,323	-5.2%
Q4 2011	\$446,041	\$439,130	-1.5%
Q1 2012	\$500,562	\$419,447	-16.2%
12-Month Avg	\$452,895	\$434,202	-4.1%

Historical Average Sales Price

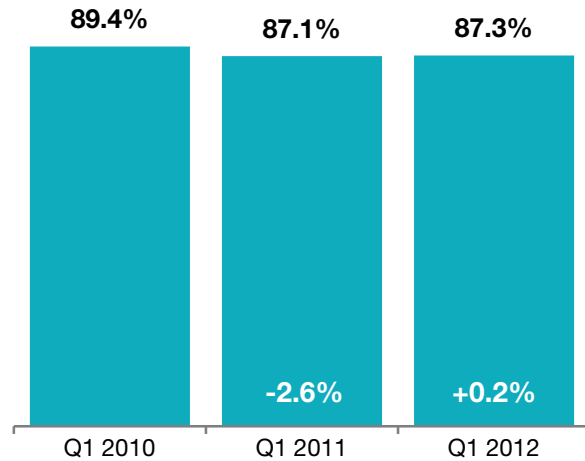


Percent of Original List Price Received

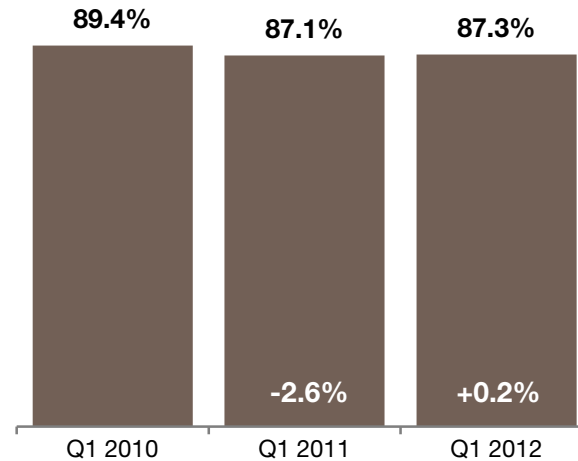
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



1stQuarter

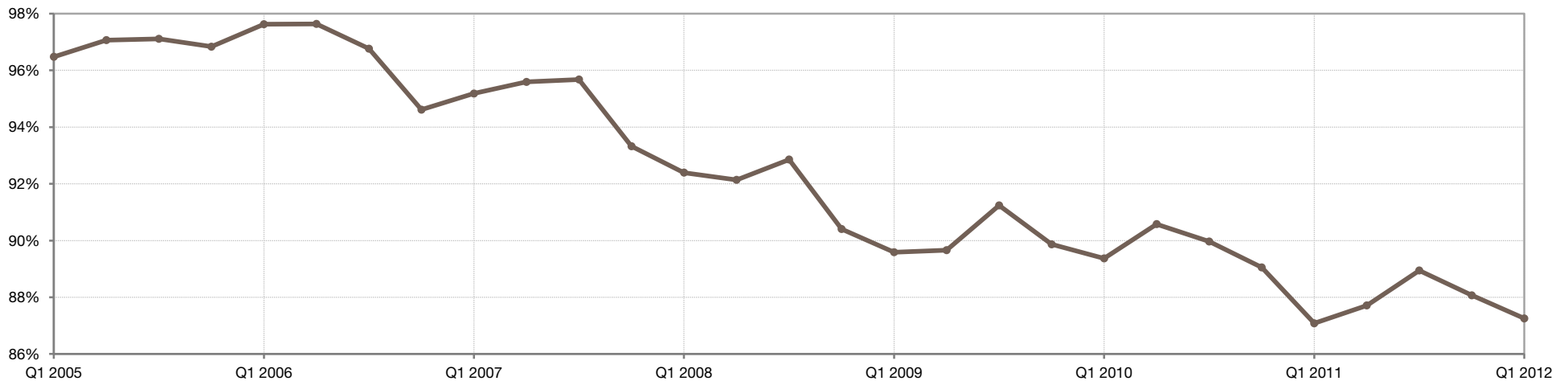


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	90.6%	87.7%	-3.2%
Q3 2011	90.0%	88.9%	-1.1%
Q4 2011	89.1%	88.1%	-1.1%
Q1 2012	87.1%	87.3%	+0.2%
12-Month Avg	89.3%	88.0%	-1.4%

Historical Percent of Original List Price Received

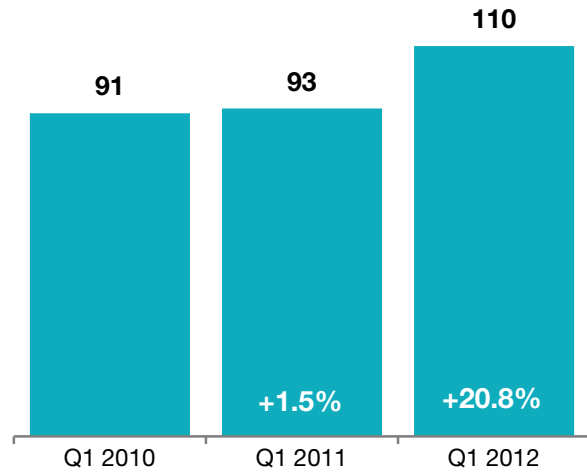


Housing Affordability Index

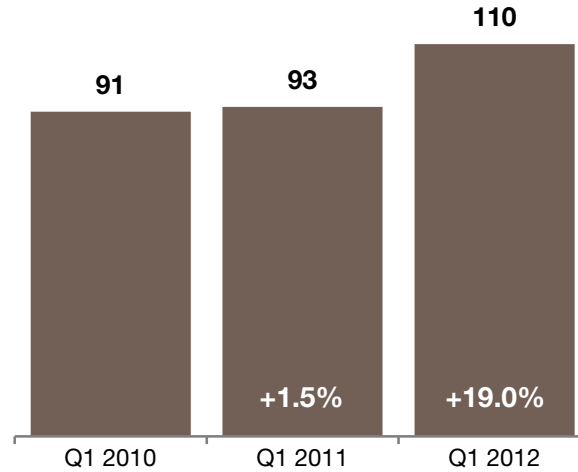
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



1st Quarter

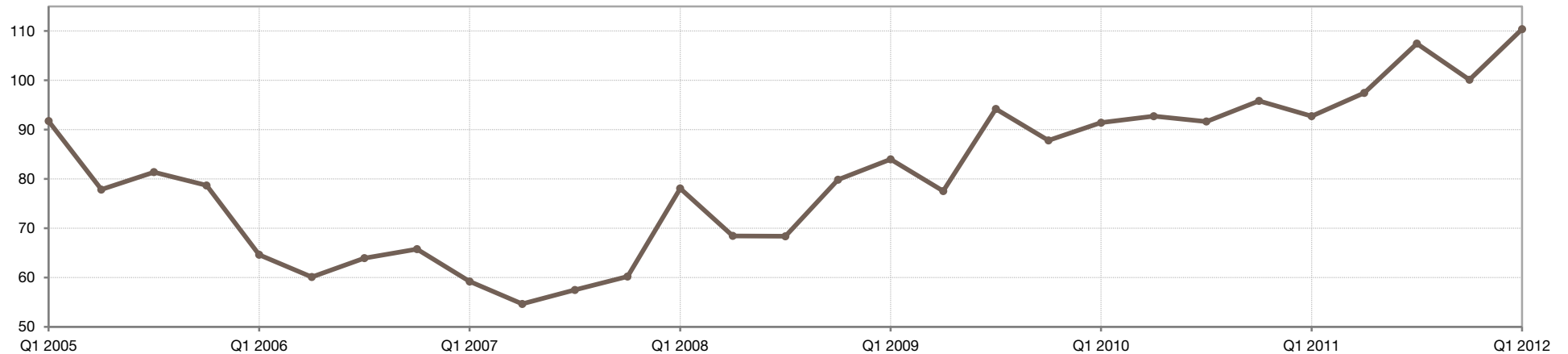


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q2 2011	78	97	+25.7%
Q3 2011	94	107	+14.1%
Q4 2011	88	100	+14.0%
Q1 2012	91	110	+20.8%
12-Month Avg	88	104	+18.4%

Historical Housing Affordability Index

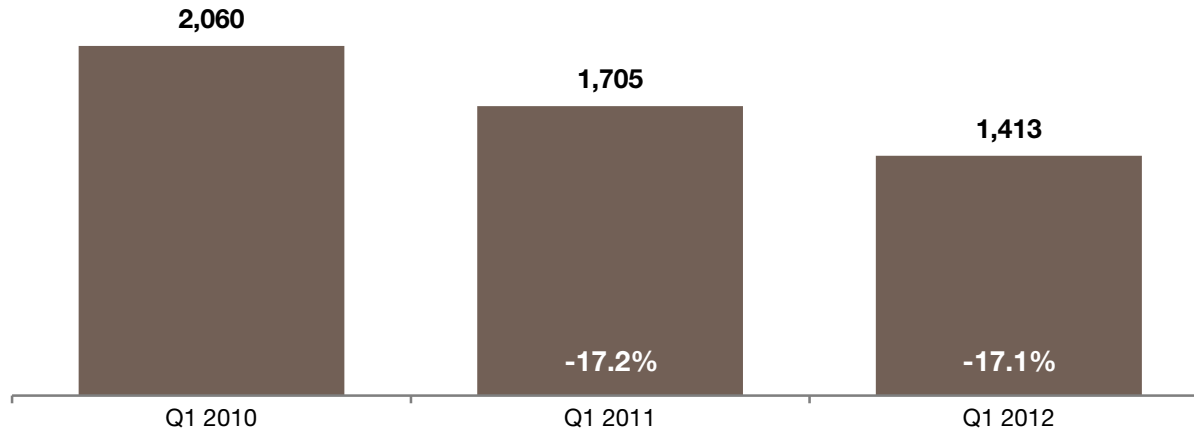


Inventory of Homes for Sale

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

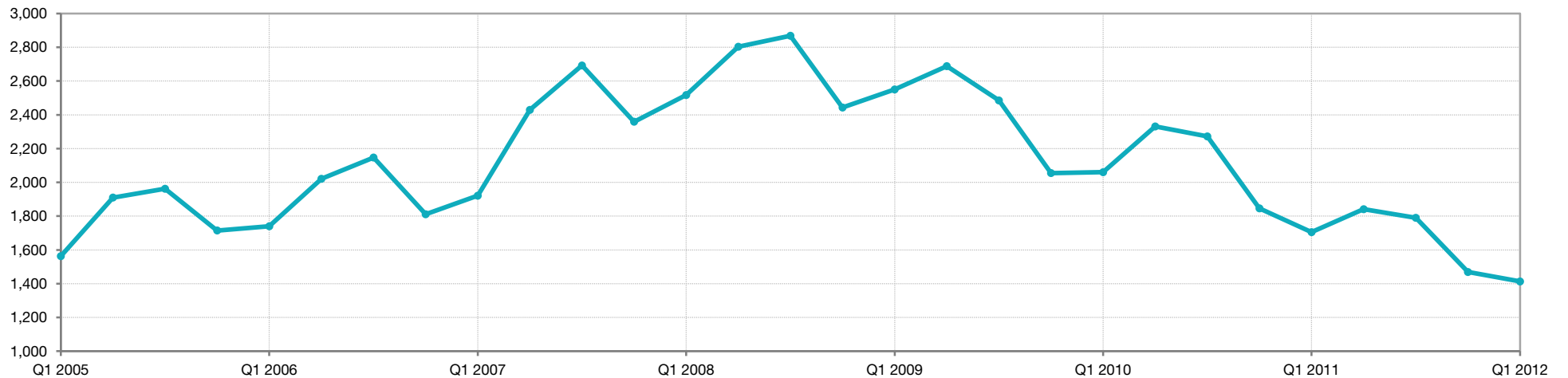


1st Quarter



Quarter	Prior Year	Current Year	+ / -
Q2 2011	2,331	1,841	-21.0%
Q3 2011	2,272	1,790	-21.2%
Q4 2011	1,846	1,469	-20.4%
Q1 2012	1,705	1,413	-17.1%
12-Month Avg	2,039	1,628	-20.1%

Historical Inventory of Homes for Sale

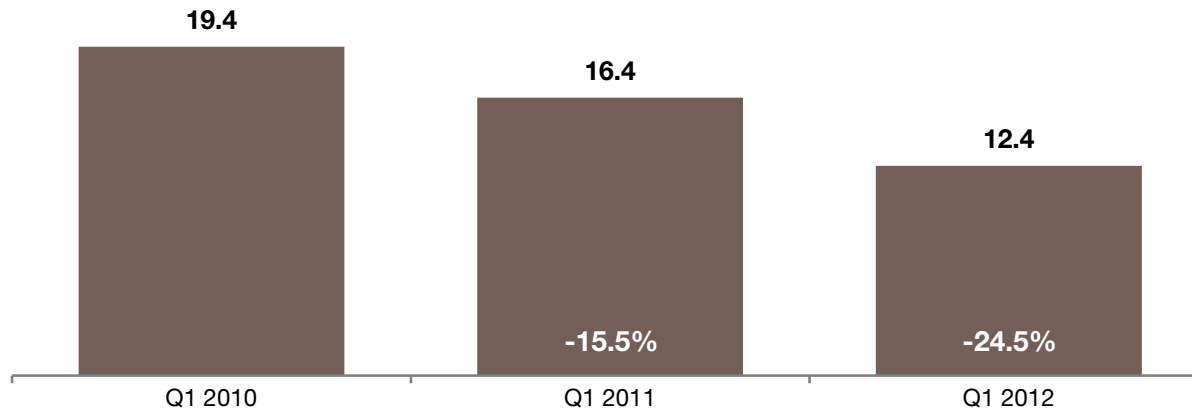


Months Supply of Inventory

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 2011	19.6	15.6	-20.2%
Q3 2011	21.9	16.8	-23.1%
Q4 2011	19.7	15.1	-23.4%
Q1 2012	16.4	12.4	-24.5%
12-Month Avg	19.6	15.4	-21.8%

Historical Months Supply of Inventory

