

Santa Fe Area Quarterly Property Statistics

Q1 2013



| Single Family | Closed Sales | | | Median Sales Price | | | Total \$ Volume (in millions) | | |
|---|--------------|------------|---------------|--------------------|------------------|---------------|-------------------------------|----------------|---------------|
| | Q1 2012 | Q1 2013 | + / - | Q1 2012 | Q1 2013 | + / - | Q1 2012 | Q1 2013 | + / - |
| Northeast-01 | 25 | 18 | -28.0% | \$625,000 | \$673,208 | +7.7% | \$19.9 | \$14.9 | -25.1% |
| Northwest-02 | 16 | 15 | -6.3% | \$442,500 | \$245,000 | -44.6% | \$6.6 | \$4.1 | -38.6% |
| Southeast-03 | 0 | 0 | -- | \$0 | \$0 | -- | \$0.0 | \$0.0 | -- |
| Southeast (North)-3N | 29 | 26 | -10.3% | \$839,000 | \$448,500 | -46.5% | \$24.6 | \$14.9 | -39.5% |
| Southeast (South)-3S | 2 | 6 | +200.0% | \$439,500 | \$312,000 | -29.0% | \$0.9 | \$1.9 | +121.7% |
| Southwest-04N, 04S, 13 | 61 | 82 | +34.4% | \$195,700 | \$198,750 | +1.6% | \$12.3 | \$17.0 | +38.3% |
| TOTAL CITY | 133 | 147 | +10.5% | \$295,000 | \$245,000 | -16.9% | \$64.3 | \$52.8 | -17.9% |
| North-15, 16 | 13 | 8 | -38.5% | \$695,000 | \$456,000 | -34.4% | \$8.3 | \$5.5 | -33.7% |
| Northwest-24,25,25N,25S | 27 | 23 | -14.8% | \$750,000 | \$710,000 | -5.3% | \$20.4 | \$16.5 | -19.4% |
| Southeast-07, 08, 10, 14, 26 | 48 | 46 | -4.2% | \$340,000 | \$372,500 | +9.6% | \$17.4 | \$18.4 | +5.5% |
| Southwest-06, 11, 12, 27 | 30 | 35 | +16.7% | \$270,829 | \$320,000 | +18.2% | \$8.1 | \$11.3 | +38.8% |
| TOTAL COUNTY | 118 | 112 | -5.1% | \$385,000 | \$379,000 | -1.6% | \$54.2 | \$51.6 | -4.8% |
| TOTAL CITY/COUNTY | 251 | 259 | +2.7% | \$352,500 | \$308,000 | -12.6% | \$118.5 | \$104.4 | -11.9% |
| Eldorado | 26 | 26 | 0.0% | \$294,000 | \$354,500 | +20.6% | \$7.8 | \$9.0 | +14.2% |
| Condo/Townhome | | | | | | | | | |
| City-01, 02, 03, 3N, 3S, 04N, 04S, 13 | 63 | 55 | -12.7% | \$190,500 | \$212,500 | +11.5% | \$15.5 | \$16.2 | +4.9% |
| County North-15, 16, 24, 25 | 2 | 2 | 0.0% | \$240,000 | \$365,000 | +52.1% | \$0.5 | \$0.7 | +52.1% |
| County South-06, 07, 08, 10, 11, 12, 14, 26, 27 | 0 | 5 | -- | \$0 | \$188,000 | -- | \$0.0 | \$0.9 | -- |
| TOTAL CITY/COUNTY | 65 | 62 | -4.6% | \$191,600 | \$212,500 | +10.9% | \$15.9 | \$17.9 | +12.2% |
| Duplex/X-Plex | | | | | | | | | |
| TOTAL CITY/COUNTY | 3 | 1 | -66.7% | \$275,000 | \$55,000 | -80.0% | \$1.4 | \$0.1 | -96.2% |
| Mobile/Manufactured | | | | | | | | | |
| TOTAL CITY/COUNTY | 9 | 2 | -77.8% | \$140,000 | \$98,450 | -29.7% | \$1.2 | \$0.2 | -83.9% |
| Residential Land | | | | | | | | | |
| Northeast-01 | 1 | 2 | +100.0% | \$155,000 | \$201,250 | +29.8% | \$0.2 | \$0.4 | +159.7% |
| Northwest-02 | 0 | 0 | -- | \$0 | \$0 | -- | \$0.0 | \$0.0 | -- |
| Southeast-03 | 0 | 0 | -- | \$0 | \$0 | -- | \$0.0 | \$0.0 | -- |
| Southeast (North)-3N | 4 | 0 | -100.0% | \$145,000 | \$0 | -100.0% | \$0.6 | \$0.0 | -100.0% |
| Southeast (South)-3S | 0 | 1 | -- | \$0 | \$200,000 | -- | \$0.0 | \$0.2 | -- |
| Southwest-04N, 04S, 13 | 2 | 1 | -50.0% | \$90,000 | \$300,000 | +233.3% | \$0.2 | \$0.3 | +66.7% |
| TOTAL CITY | 7 | 4 | -42.9% | \$135,000 | \$225,000 | +66.7% | \$1.0 | \$0.9 | -7.9% |
| North-15, 16 | 0 | 3 | -- | \$0 | \$195,000 | -- | \$0.0 | \$0.5 | -- |
| Northwest-24,25,25N,25S | 14 | 16 | +14.3% | \$79,000 | \$79,000 | 0.0% | \$1.2 | \$1.4 | +10.7% |
| Southeast-07, 08, 10, 14, 26 | 6 | 6 | 0.0% | \$167,250 | \$97,500 | -41.7% | \$1.1 | \$0.6 | -44.0% |
| Southwest-06, 11, 12, 27 | 4 | 3 | -25.0% | \$47,250 | \$97,300 | +105.9% | \$0.2 | \$0.3 | +52.4% |
| TOTAL COUNTY | 24 | 28 | +16.7% | \$80,750 | \$91,000 | +12.7% | \$2.5 | \$2.8 | +11.5% |
| TOTAL CITY/COUNTY | 31 | 32 | +3.2% | \$98,000 | \$96,100 | -1.9% | \$3.5 | \$3.7 | +6.1% |