

Quarterly Indicators

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



Q4 2013

In its entirety, 2013 proved to be a good year for housing. Home sales and prices were broadly higher across the nation, while foreclosure loads, the number of homes for sale and the number of days it took to sell a home were all much lower. Multiple-offer situations became commonplace again and prices in many areas rallied to multi-year highs. This, of course, varied by location and segment, but the proverbial glass appeared to be more than half full throughout the year.

New Listings in the Santa Fe region increased 4.1 percent to 658. Pending Sales were down 25.2 percent to 368. Inventory levels grew 7.7 percent to 1,923 units.

The Median Sales Price decreased 2.5 percent to \$304,725. Days on Market was down 15.7 percent to 162 days. Absorption rates improved as Months Supply of Inventory was down 1.9 percent to 12.2 months.

Housing is fortified by confident consumers and good jobs. The year 2013 was marked by a slowly improving labor market stunted by political gridlock, and the Federal Reserve's long-awaited taper announcement was not surprising. Interest rates remain low (but upwardly mobile), prices are still affordable, the employment picture looks decent and the stock market is up nearly 30.0 percent from this time last year. It's no wonder that buyers were active in 2013. Here's to more of the same in 2014.

Quick Facts

+ 0.4%

Change in
Closed Sales

- 2.5%

Change in
Median Sales Price

+ 7.7%

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.

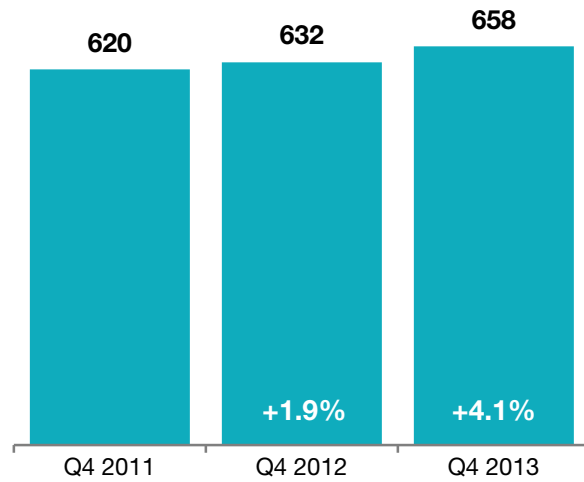


Key Metrics	Historical Sparklines	Q4 2012	Q4 2013	+ / -	YTD Q4 2012	YTD Q4 2013	+ / -
New Listings		632	658	+ 4.1%	3,408	3,882	+ 13.9%
Pending Sales		492	368	- 25.2%	2,022	2,012	- 0.5%
Closed Sales		529	531	+ 0.4%	1,969	2,128	+ 8.1%
Days on Market Until Sale		192	162	- 15.7%	201	165	- 17.8%
Median Sales Price		\$312,500	\$304,725	- 2.5%	\$292,500	\$300,252	+ 2.7%
Average Sales Price		\$404,282	\$418,387	+ 3.5%	\$393,067	\$395,985	+ 0.7%
Percent of Original List Price Received		89.9%	91.4%	+ 1.7%	89.3%	91.8%	+ 2.8%
Housing Affordability Index		113	110	- 2.6%	119	110	- 8.1%
Inventory of Homes for Sale		1,785	1,923	+ 7.7%	--	--	--
Months Supply of Homes for Sale		12.4	12.2	- 1.9%	--	--	--

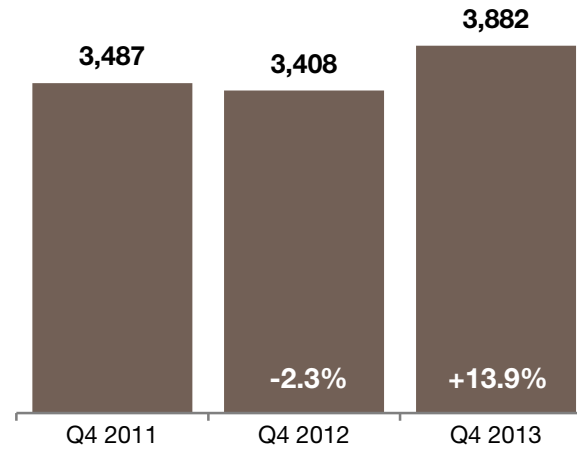
New Listings

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

4th Quarter

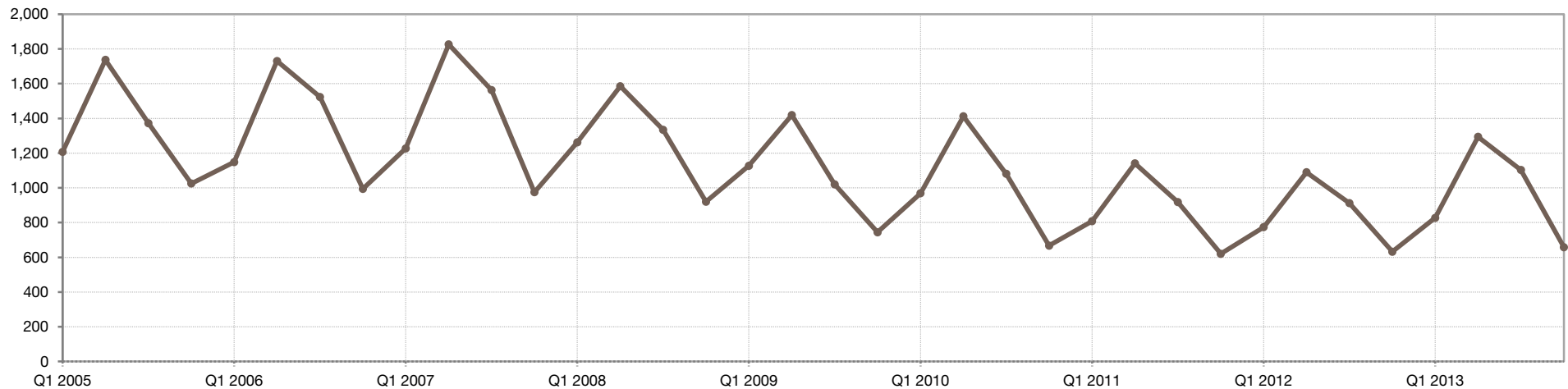


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	620	632	+1.9%
Q1 2012	808	774	-4.2%
Q2 2013	1,090	1,294	+18.7%
Q4 2013	632	658	+4.1%
12-Month Avg	788	840	+6.6%

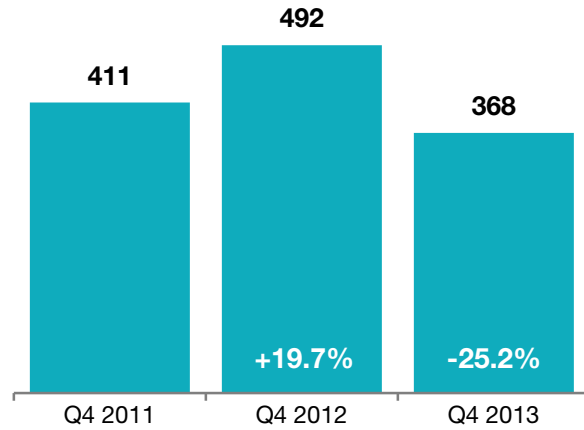
Historical New Listing Activity



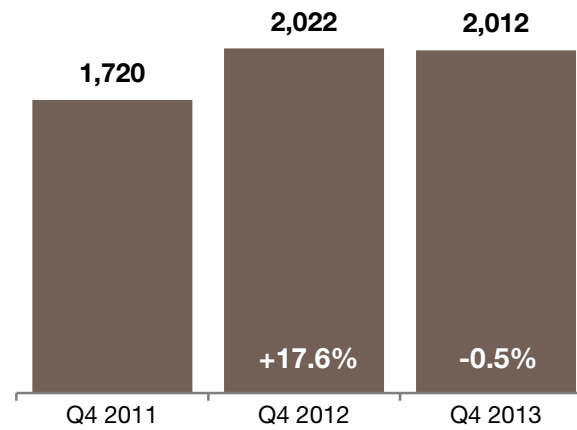
Pending Sales

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

4th Quarter

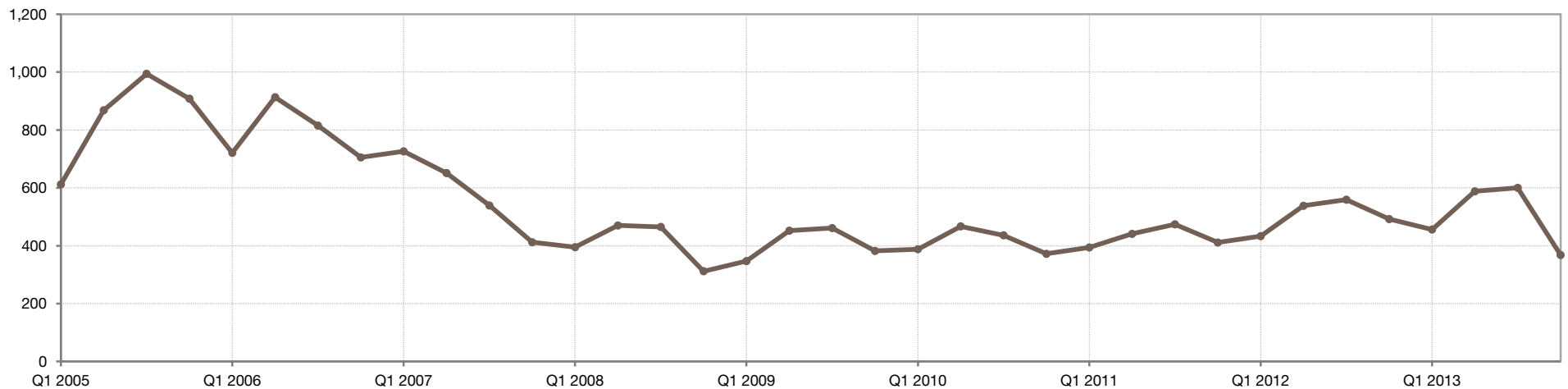


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	411	492	+19.7%
Q1 2012	394	433	+9.9%
Q2 2013	538	588	+9.3%
Q4 2013	492	368	-25.2%
12-Month Avg	459	470	+2.5%

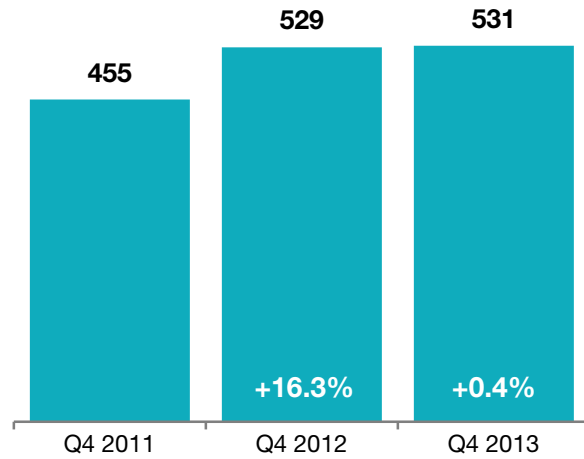
Historical Pending Sales Activity



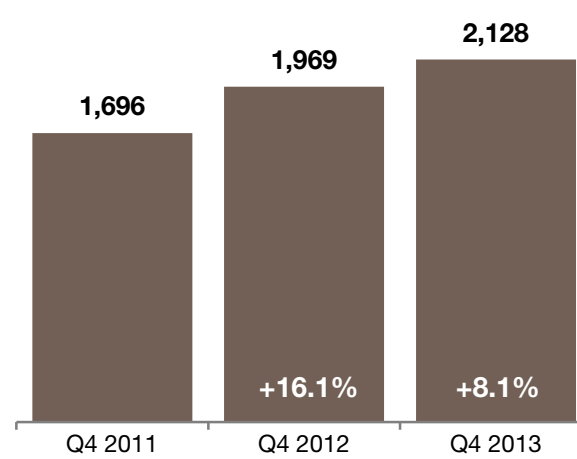
Closed Sales

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

4th Quarter

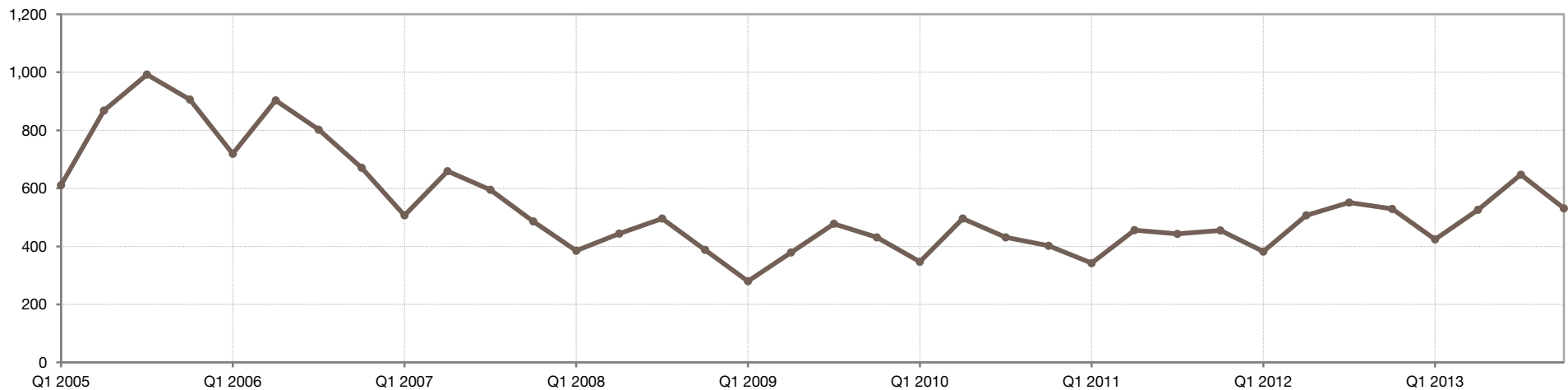


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	455	529	+16.3%
Q1 2012	342	382	+11.7%
Q2 2013	507	526	+3.7%
Q4 2013	529	531	+0.4%
12-Month Avg	458	492	+8.0%

Historical Closed Sales Activity

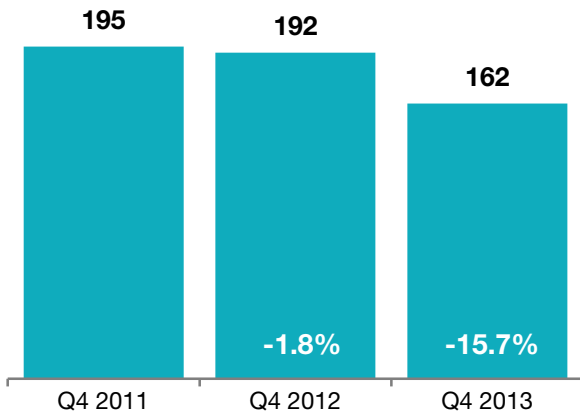


Days on Market Until Sale

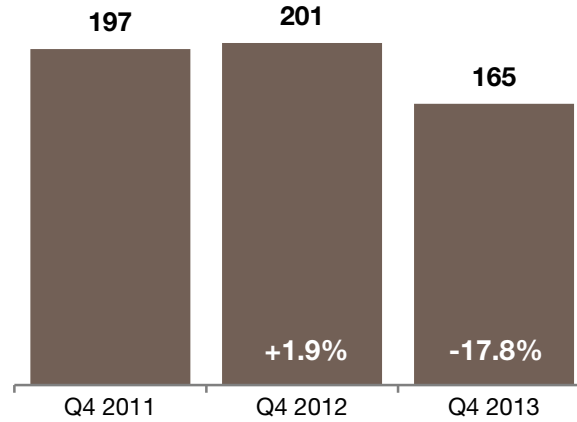
Average number of days between when a property is first listed and when an offer is accepted. Includes activity for attached and detached properties.



4th Quarter

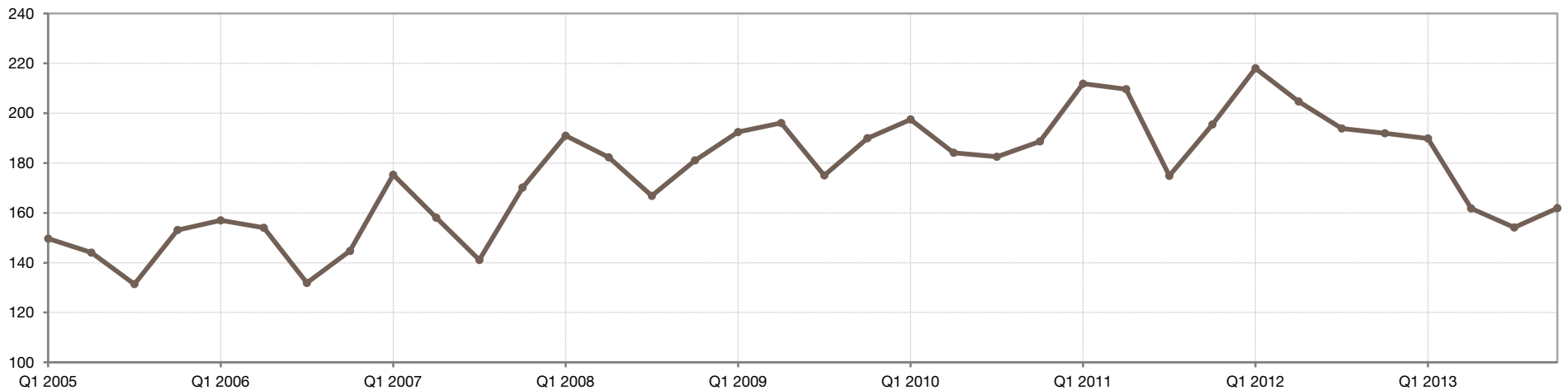


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	195	192	-1.8%
Q1 2012	212	218	+2.9%
Q2 2013	205	162	-21.0%
Q4 2013	192	162	-15.7%
12-Month Avg	201	165	-17.8%

Historical Days on Market Until Sale

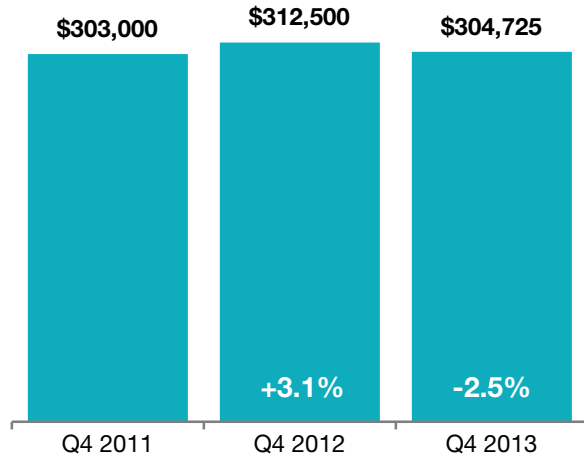


Median Sales Price

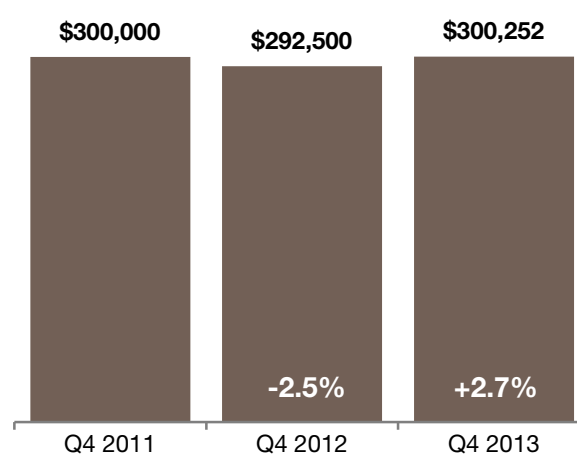
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



4th Quarter

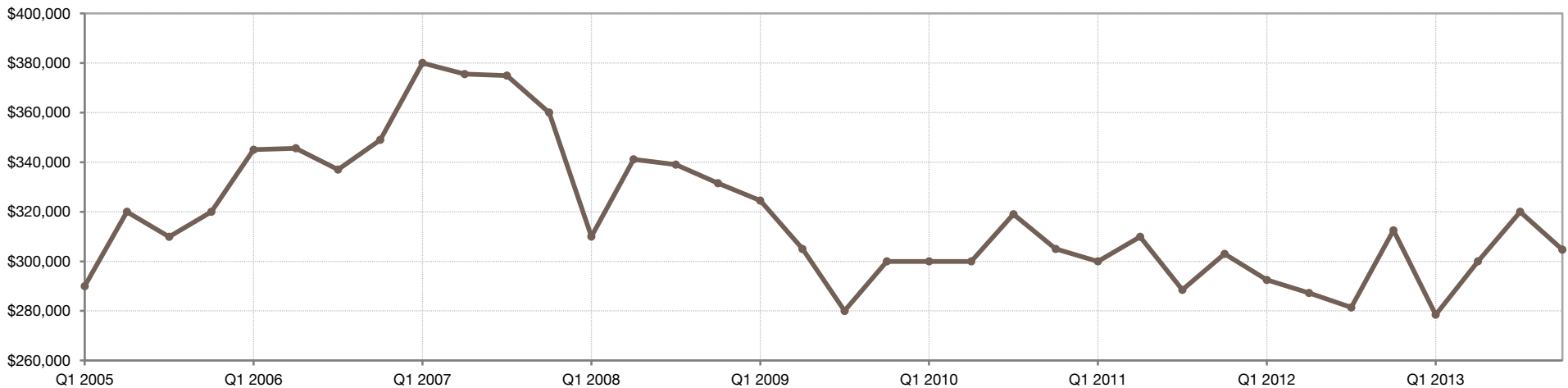


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	\$303,000	\$312,500	+3.1%
Q1 2012	\$300,000	\$292,500	-2.5%
Q2 2013	\$287,250	\$300,000	+4.4%
Q4 2013	\$312,500	\$304,725	-2.5%
12-Month Med	\$292,500	\$300,252	+2.7%

Historical Median Sales Price

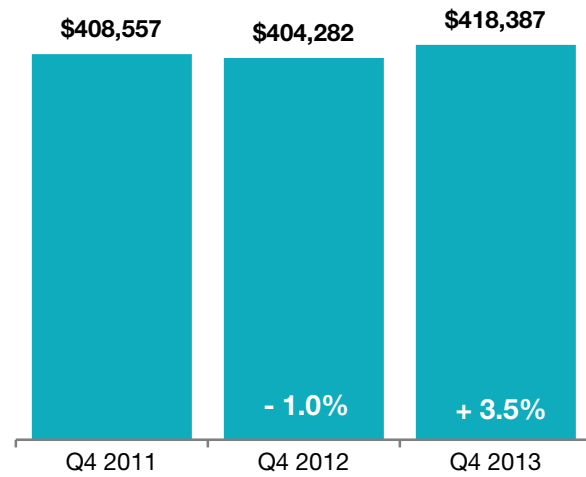


Average Sales Price

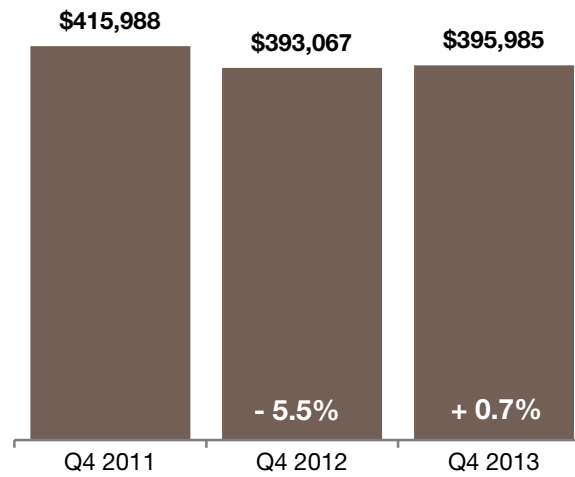
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes activity for attached and detached properties.



4th Quarter

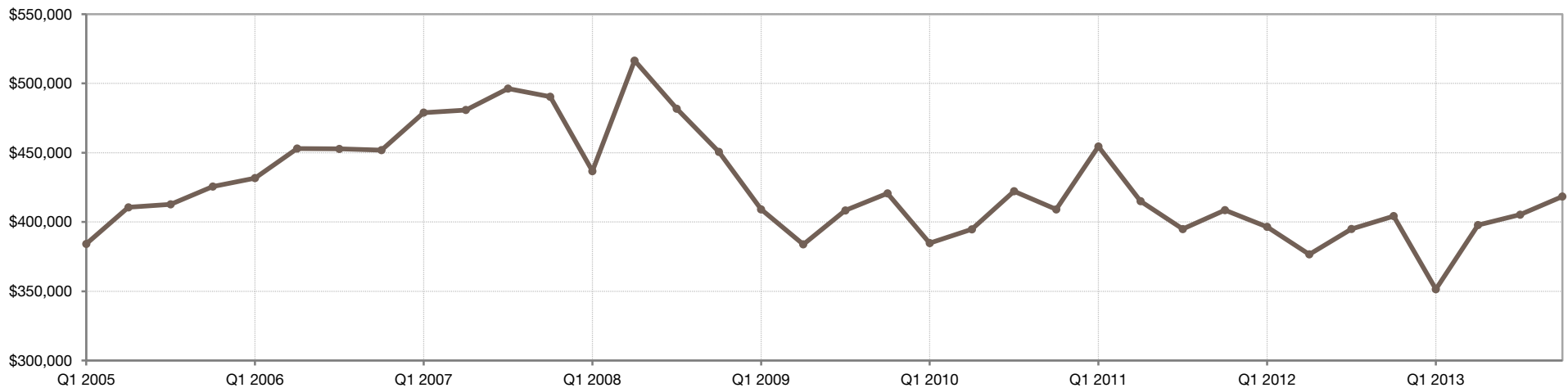


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	\$408,557	\$404,282	-1.0%
Q1 2012	\$454,467	\$396,506	-12.8%
Q2 2013	\$376,676	\$397,804	+5.6%
Q4 2013	\$404,282	\$418,387	+3.5%
12-Month Avg	\$393,067	\$395,985	+0.7%

Historical Average Sales Price

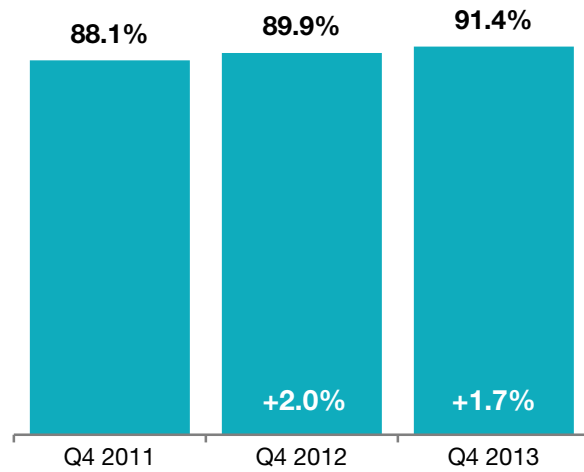


Percent of Original List Price Received

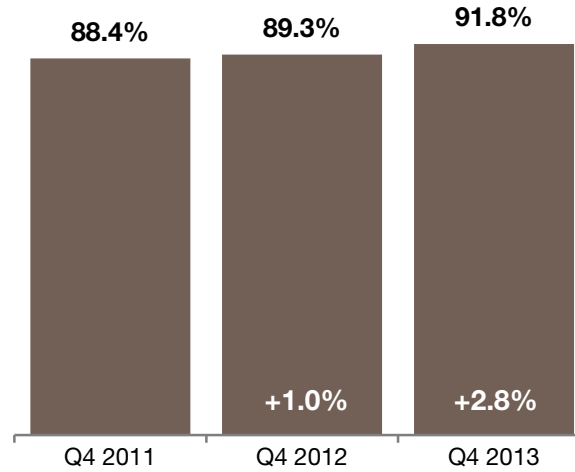
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given quarter, not accounting for seller concessions. Includes activity for attached and detached properties.



4th Quarter

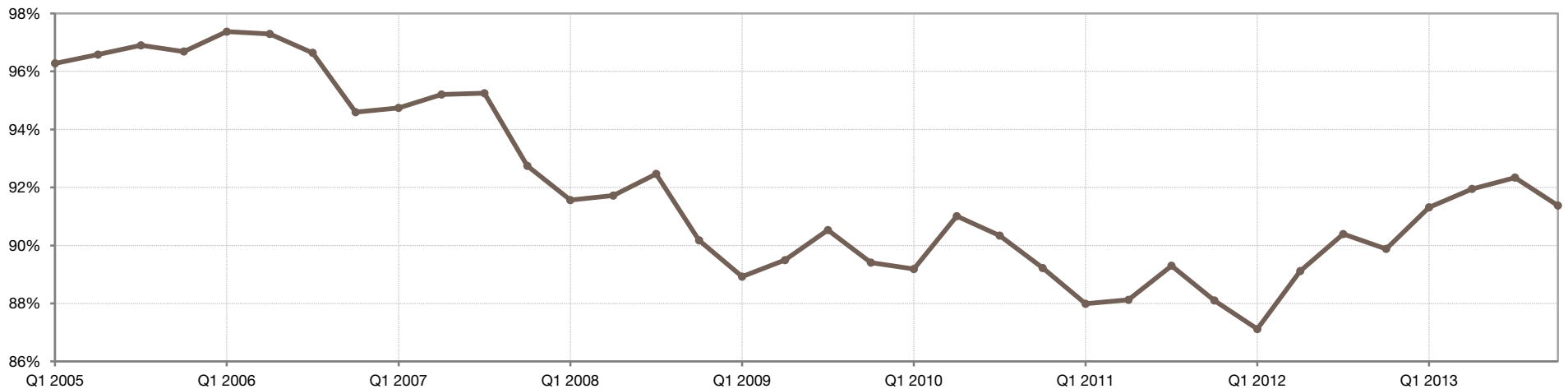


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	88.1%	89.9%	+2.0%
Q1 2012	88.0%	87.1%	-1.0%
Q2 2013	89.1%	91.9%	+3.2%
Q4 2013	89.9%	91.4%	+1.7%
12-Month Avg	89.3%	91.8%	+2.8%

Historical Percent of Original List Price Received

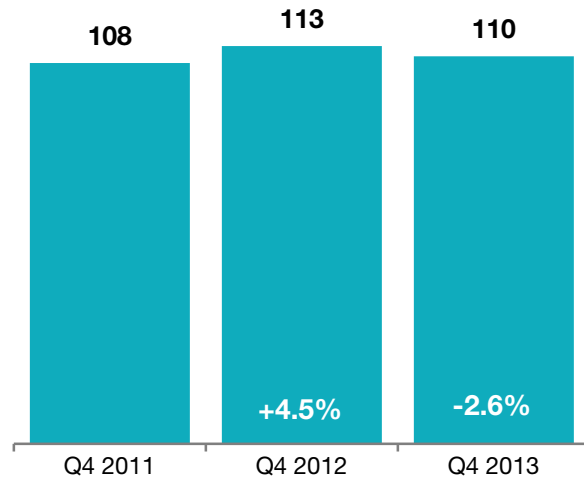


Housing Affordability Index

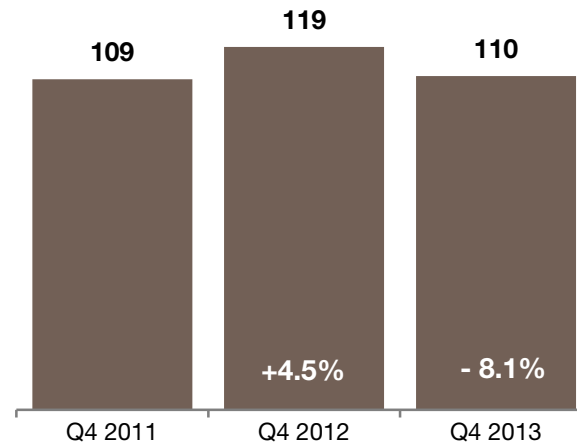
This index measures housing affordability for the region. An index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



4th Quarter

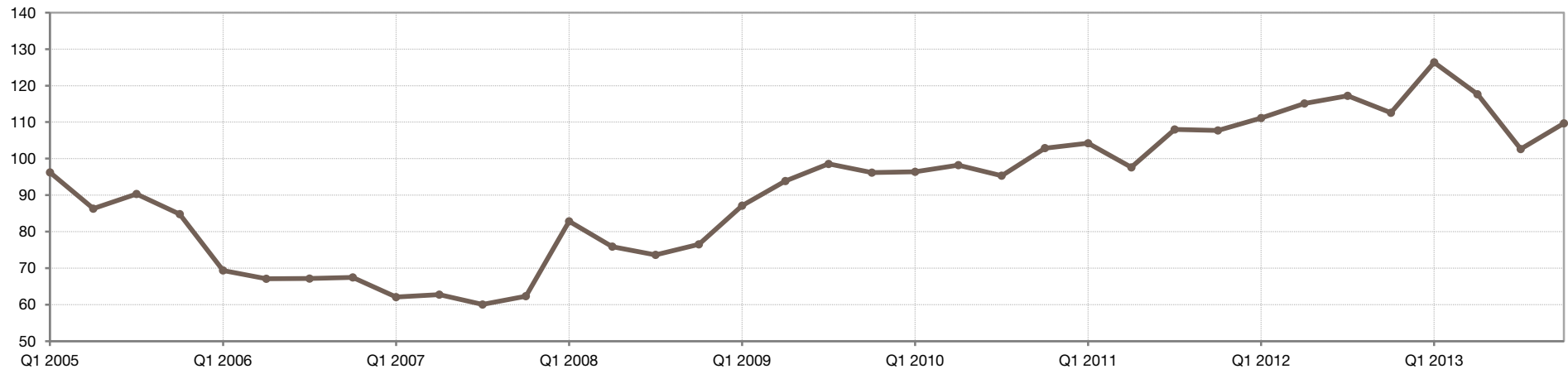


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2012	78	113	+45.2%
Q1 2012	94	111	+18.0%
Q2 2013	88	118	+34.0%
Q4 2013	113	110	-2.6%
12-Month Avg	93	113	+21.2%

Historical Housing Affordability Index

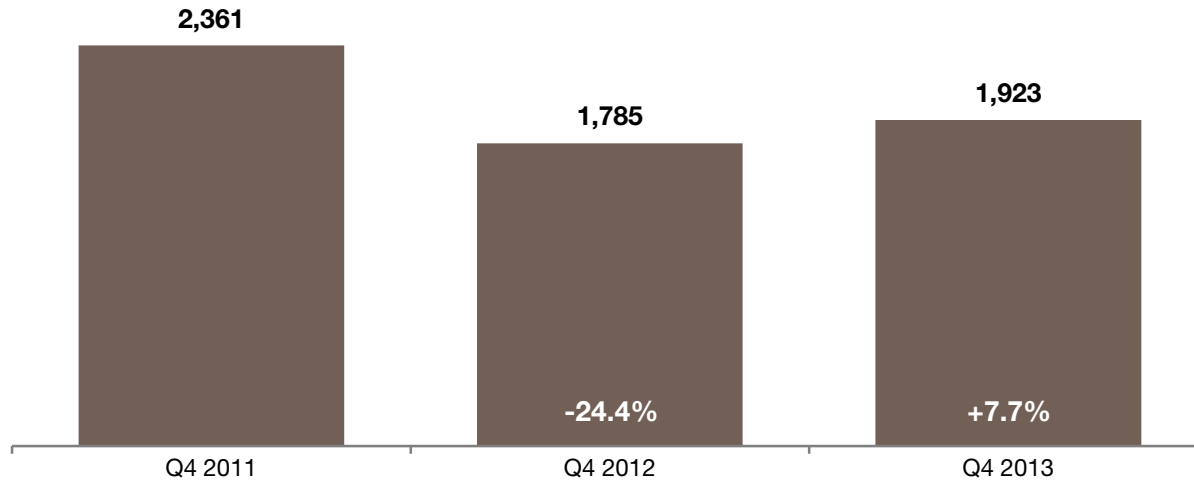


Inventory of Homes for Sale

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

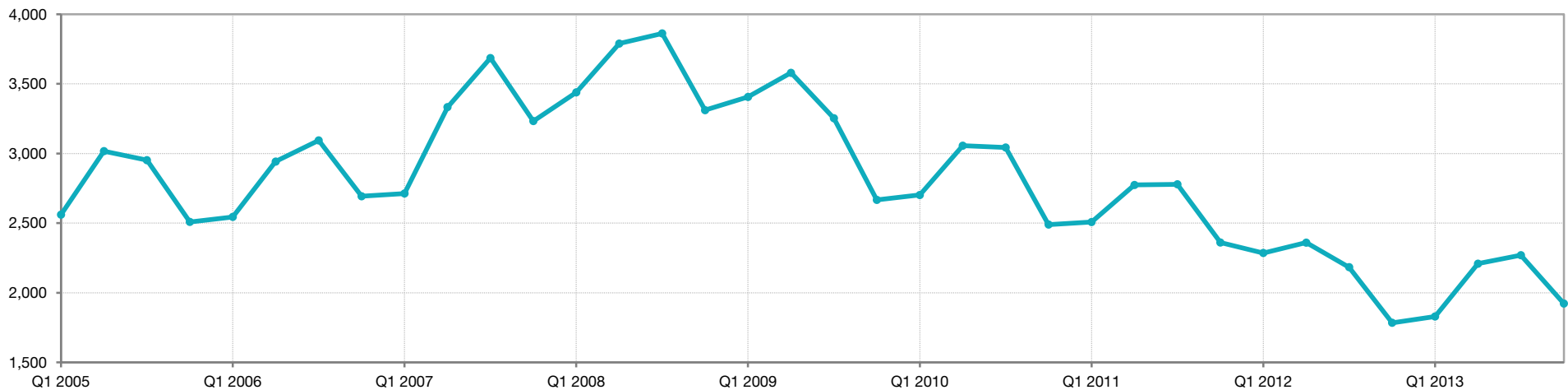


4th Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2012	2,361	1,785	-24.4%
Q1 2012	2,508	2,286	-8.9%
Q2 2013	2,360	2,209	-6.4%
Q4 2013	1,785	1,923	+7.7%
12-Month Avg	2,254	2,051	-9.0%

Historical Inventory of Homes for Sale

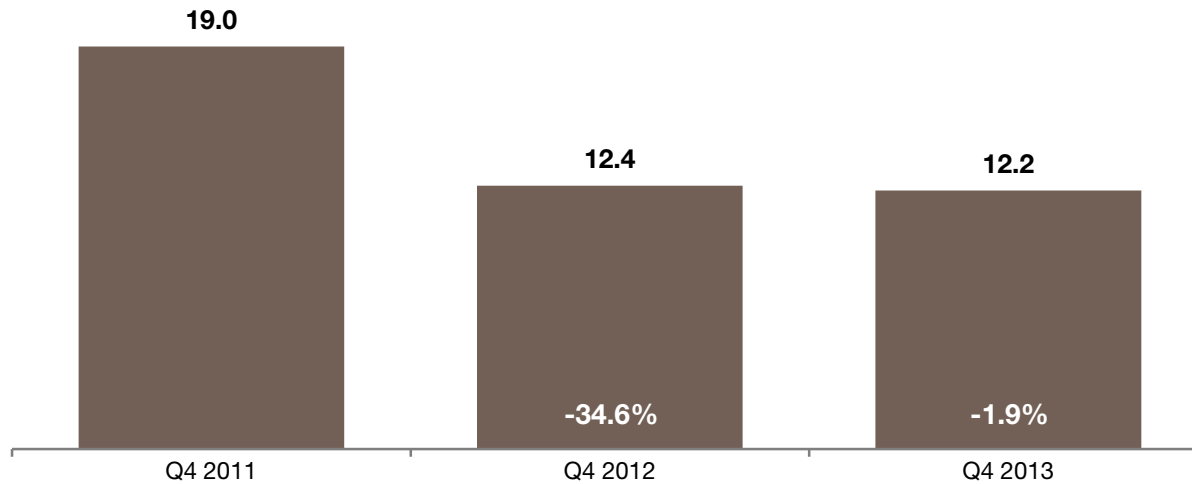


Months Supply of Inventory

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.



4th Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2012	19.0	12.4	-34.6%
Q1 2012	17.8	16.0	-10.0%
Q2 2013	15.8	11.4	-28.0%
Q4 2013	12.4	12.2	-1.9%
12-Month Avg	15.3	11.7	-23.4%

Historical Months Supply of Inventory

