

# Quarterly Indicators

A RESEARCH TOOL PROVIDED BY THE **SANTA FE REGION MLS**  
INCLUDES ALL SINGLE FAMILY, CONDO AND TOWNHOME LISTINGS IN THE MLS



## Q2 2020

Q2 was substantially impacted by COVID-19, which slowed the economy and housing activity along with it for much of the last three months. Recent weeks have seen the economy slowly reopening and buyer activity coming back significantly, with June showing activity as tracked by ShowingTime up substantially from April and May levels and nationally now above June 2019 levels.

New Listings in the Santa Fe region decreased 30.4 percent to 903. Pending Sales were down 6.8 percent to 781. Inventory levels fell 39.2 percent to 764 units.

The Median Sales Price increased 1.4 percent to \$375,000. Days on Market was down 9.5 percent to 57 days. Sellers were encouraged as Months Supply of Inventory was down 38.6 percent to 3.1 months.

While buyer activity has quickly recovered from COVID-19 lows, sellers continue to list fewer homes for sale than trends before COVID-19 indicated. Many housing experts believe sellers remain reluctant to list their homes due to continued concerns over COVID-19. Until sellers regain confidence, housing inventory will continue to be constrained during what is expected to be an active summer selling season.

## Quick Facts

**- 29.1%**

**+ 1.4%**

**- 39.2%**

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

SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.



# Market Overview

Key market metrics for the current quarter and year-to-date figures.  
Includes all Single Family, Condo and Townhome listings in the MLS.



Key Metrics	Historical Sparklines	Q2 2019	Q2 2020	+ / -	YTD Q2 2019	YTD Q2 2020	+ / -
<b>New Listings</b>		1,298	<b>903</b>	- 30.4%	2,077	<b>1,657</b>	- 20.2%
<b>Pending Sales</b>		838	<b>781</b>	- 6.8%	1,512	<b>1,395</b>	- 7.7%
<b>Closed Sales</b>		817	<b>579</b>	- 29.1%	1,389	<b>1,197</b>	- 13.8%
<b>Days on Market Until Sale</b>		63	<b>57</b>	- 9.5%	70	<b>65</b>	- 7.8%
<b>Median Sales Price</b>		\$370,000	<b>\$375,000</b>	+ 1.4%	\$371,500	<b>\$385,000</b>	+ 3.6%
<b>Average Sales Price</b>		\$470,755	<b>\$456,570</b>	- 3.0%	\$472,553	<b>\$481,444</b>	+ 1.9%
<b>Percent of Original List Price Received</b>		96.7%	<b>97.3%</b>	+ 0.6%	96.0%	<b>96.2%</b>	+ 0.2%
<b>Housing Affordability Index</b>		78	<b>83</b>	+ 6.2%	78	<b>82</b>	+ 5.6%
<b>Inventory of Homes for Sale</b>		1,256	<b>764</b>	- 39.2%	--	--	--
<b>Months Supply of Homes for Sale</b>		5.1	<b>3.1</b>	- 38.6%	--	--	--

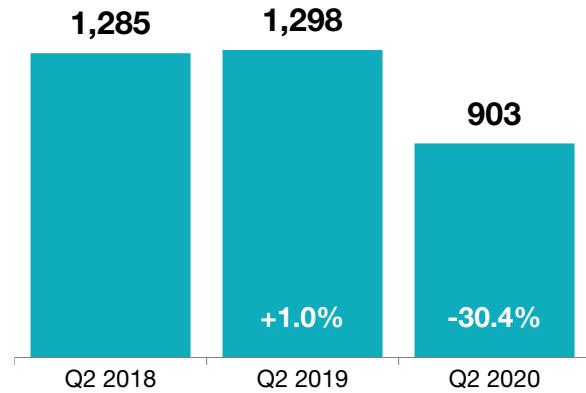
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# New Listings

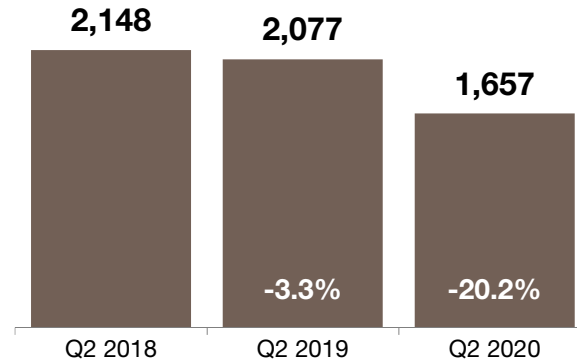
A count of the properties that have been newly listed on the market in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

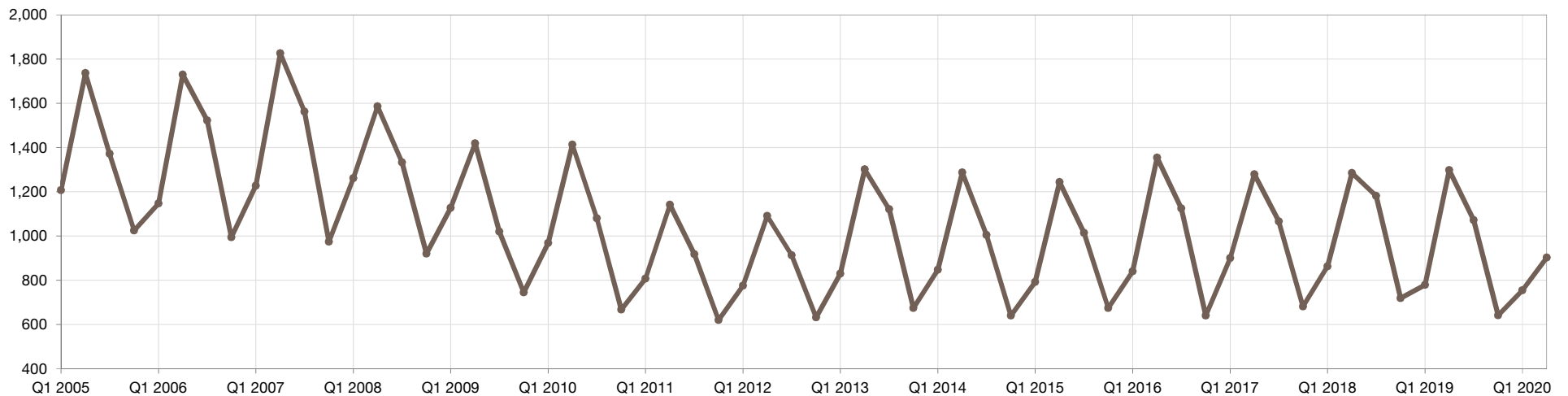


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	1,182	1,072	-9.3%
Q4 2019	719	642	-10.7%
Q1 2020	779	754	-3.2%
Q2 2020	1,298	903	-30.4%
<b>12-Month Avg</b>	<b>995</b>	<b>843</b>	<b>-15.3%</b>

## Historical New Listing Activity



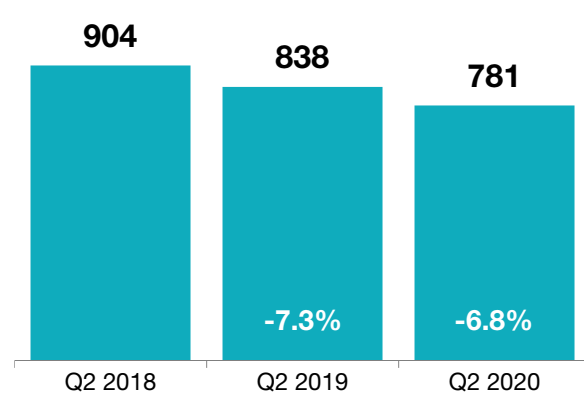
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Pending Sales

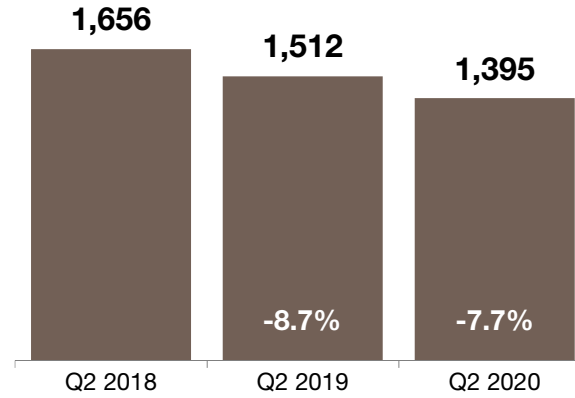
A count of the properties on which contracts have been accepted in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

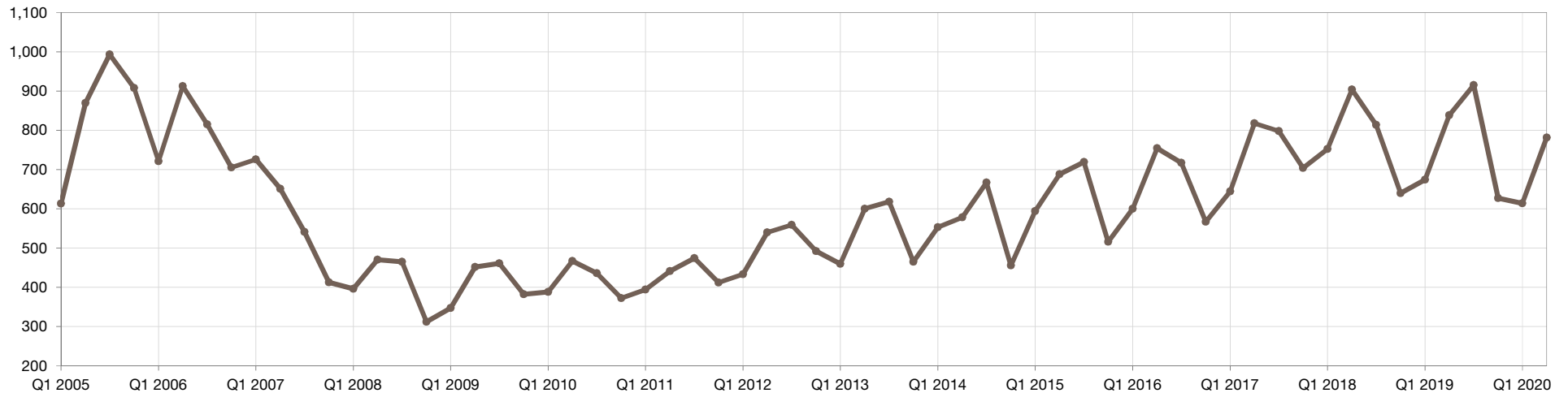


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	814	915	+12.4%
Q4 2019	640	627	-2.0%
Q1 2020	674	614	-8.9%
Q2 2020	838	781	-6.8%
<b>12-Month Avg</b>	<b>742</b>	<b>734</b>	<b>-1.0%</b>

## Historical Pending Sales Activity



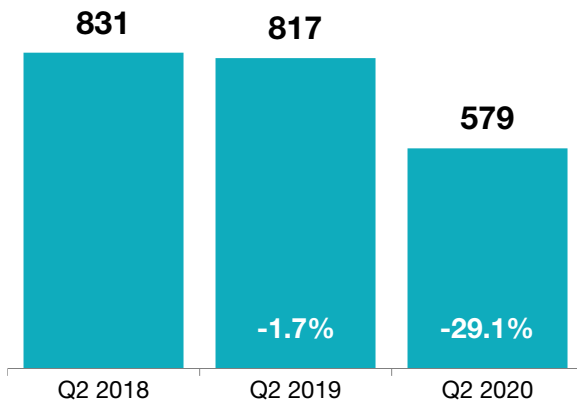
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Closed Sales

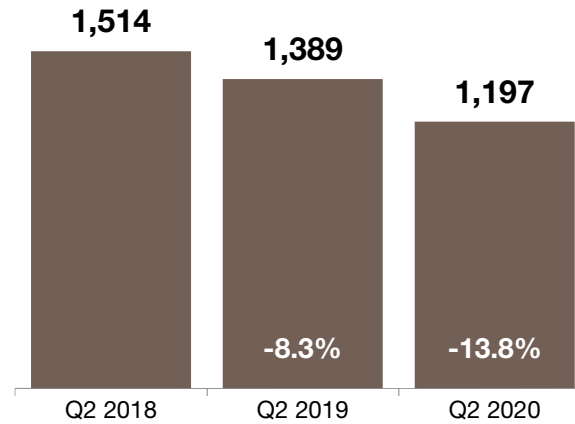
A count of the actual sales that have closed in a given quarter.  
Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

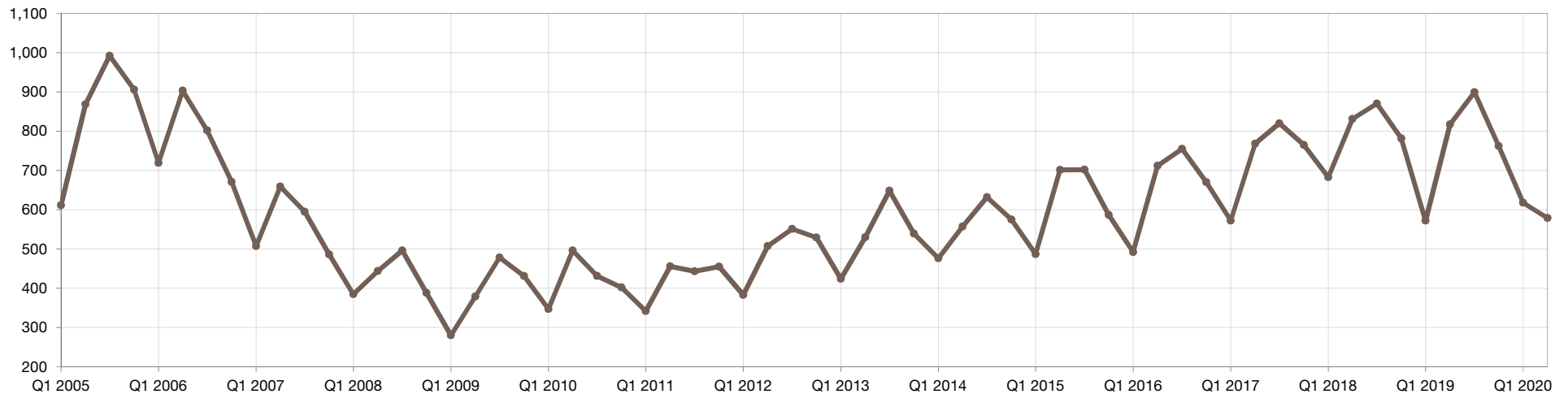


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	870	899	+3.3%
Q4 2019	781	762	-2.4%
Q1 2020	572	618	+8.0%
Q2 2020	817	579	-29.1%
<b>12-Month Avg</b>	<b>760</b>	<b>715</b>	<b>-5.0%</b>

## Historical Closed Sales Activity



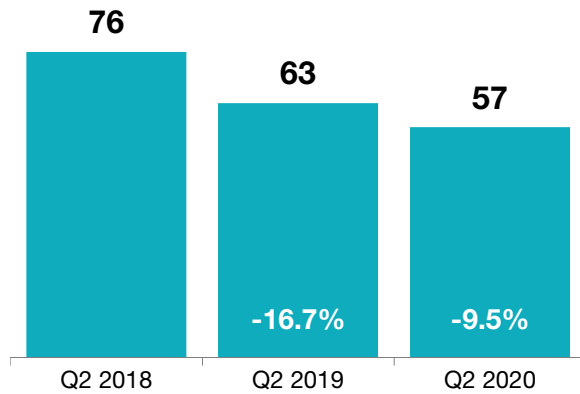
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Days on Market Until Sale

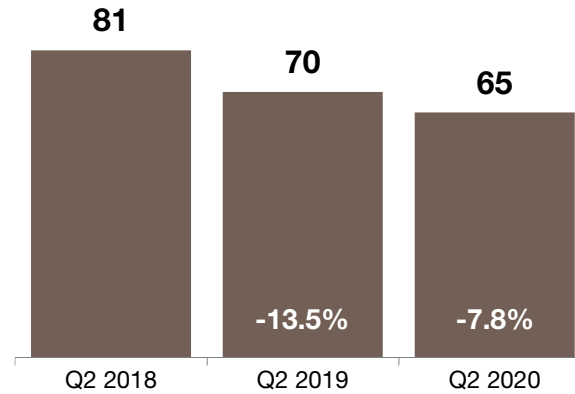
Average number of days between when a property is first listed and when an offer is accepted. Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

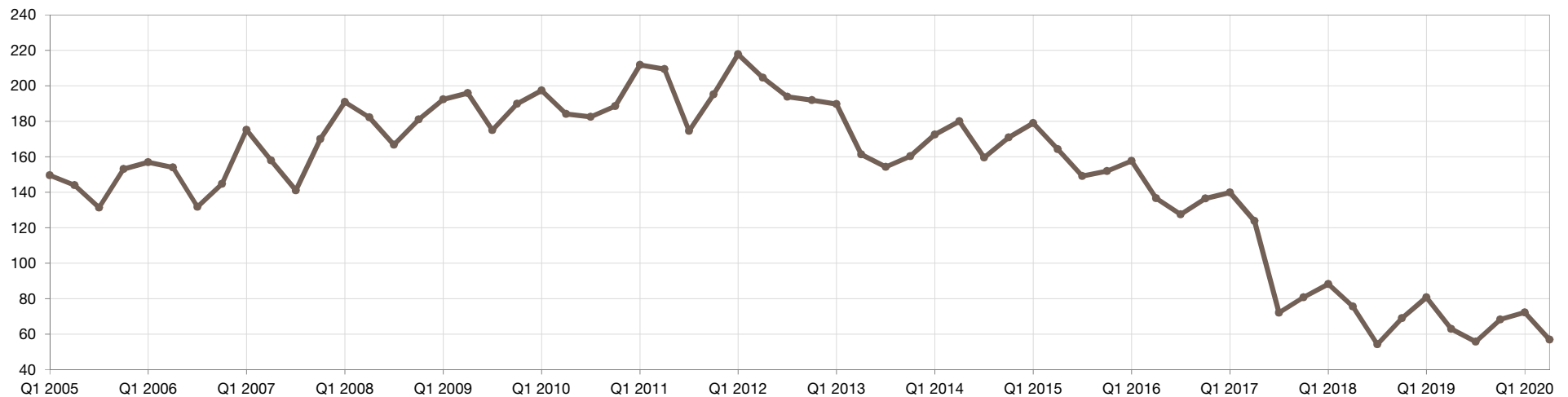


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	54	56	+2.9%
Q4 2019	69	68	-0.9%
Q1 2020	81	72	-10.5%
Q2 2020	63	57	-9.5%
<b>12-Month Avg</b>	<b>65</b>	<b>63</b>	<b>-3.7%</b>

## Historical Days on Market Until Sale



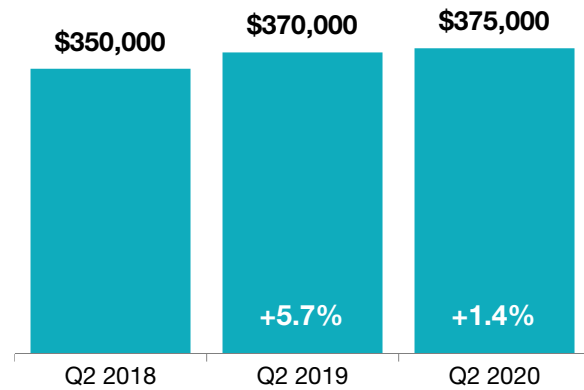
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Median Sales Price

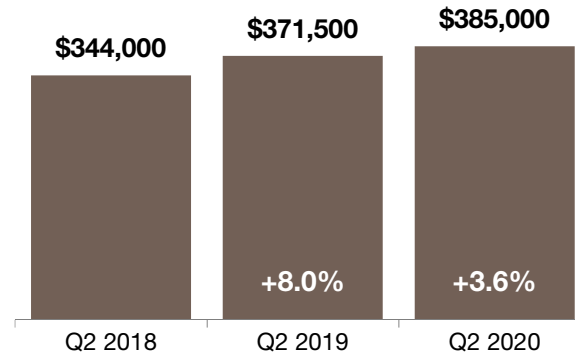
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

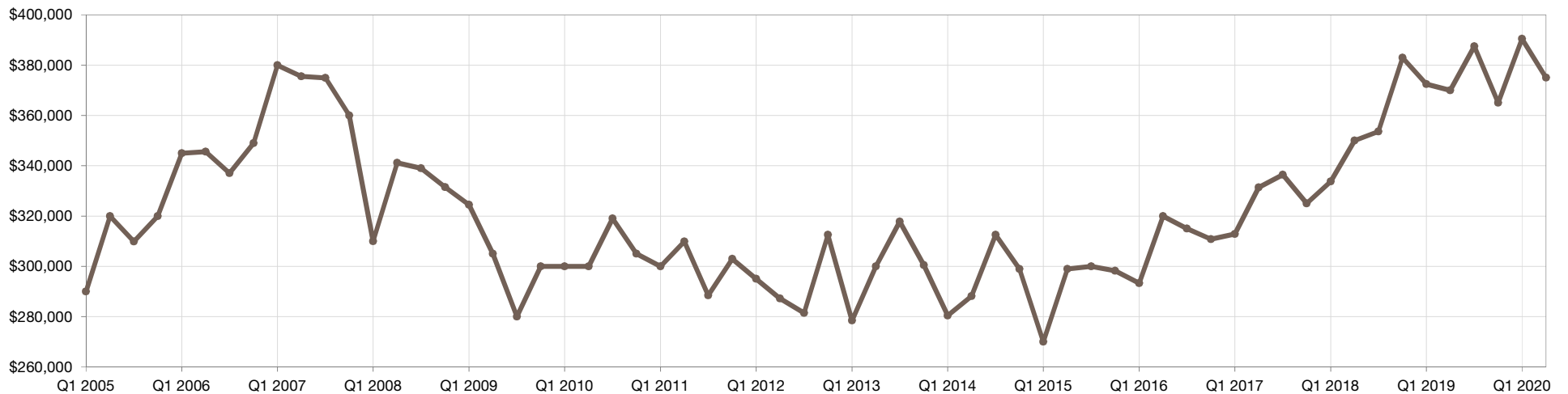


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	\$353,571	\$387,500	+9.6%
Q4 2019	\$383,000	\$365,000	-4.7%
Q1 2020	\$372,500	\$390,500	+4.8%
Q2 2020	\$370,000	\$375,000	+1.4%
<b>12-Month Med</b>	<b>\$370,000</b>	<b>\$380,000</b>	<b>+2.7%</b>

## Historical Median Sales Price



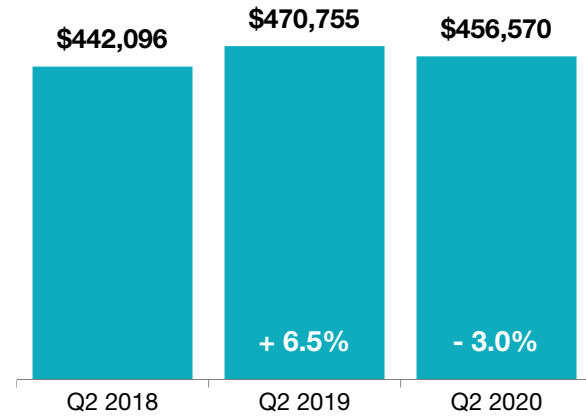
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Average Sales Price

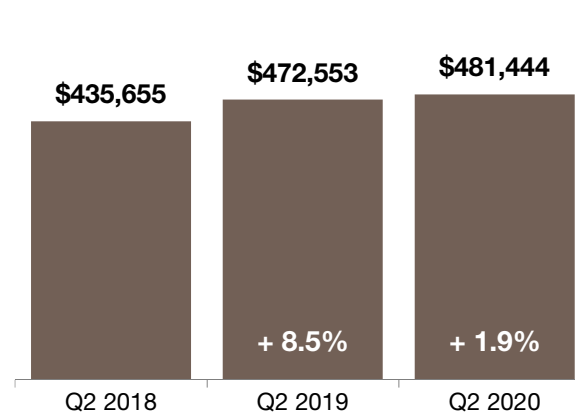
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 2nd Quarter

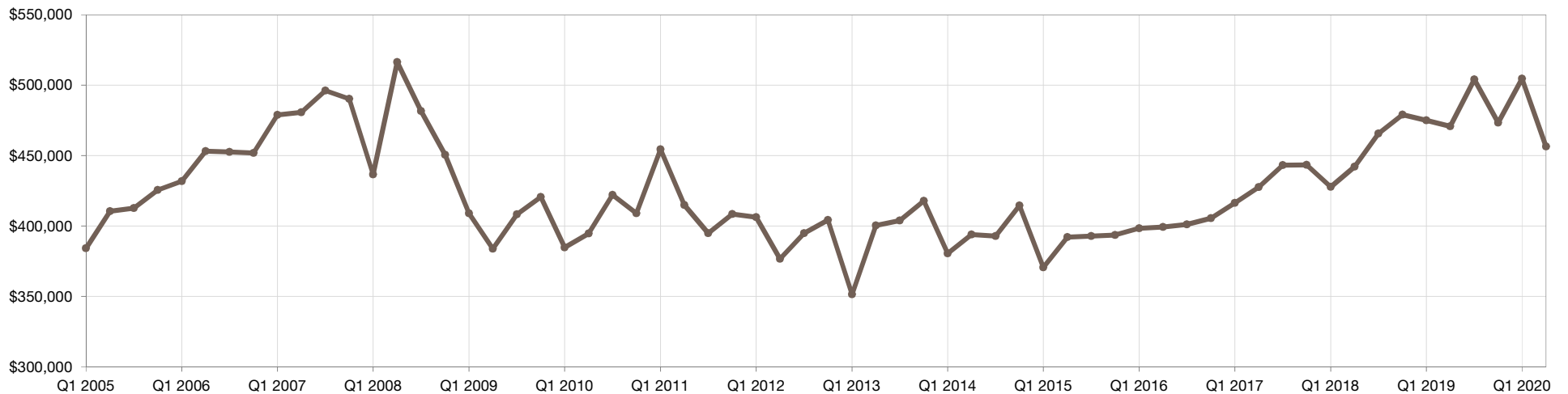


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	\$465,666	\$504,185	+8.3%
Q4 2019	\$479,188	\$473,424	-1.2%
Q1 2020	\$475,121	\$504,709	+6.2%
Q2 2020	\$470,755	\$456,570	-3.0%
<b>12-Month Avg</b>	<b>\$472,284</b>	<b>\$486,465</b>	<b>+3.0%</b>

## Historical Average Sales Price



SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.



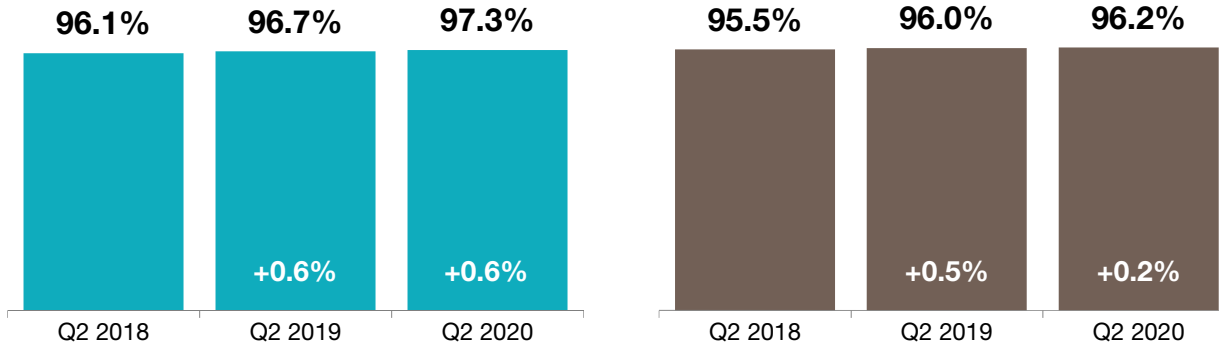
# Percent of Original List Price Received

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 all Single Family, Condo and Townhome listings in the MLS.



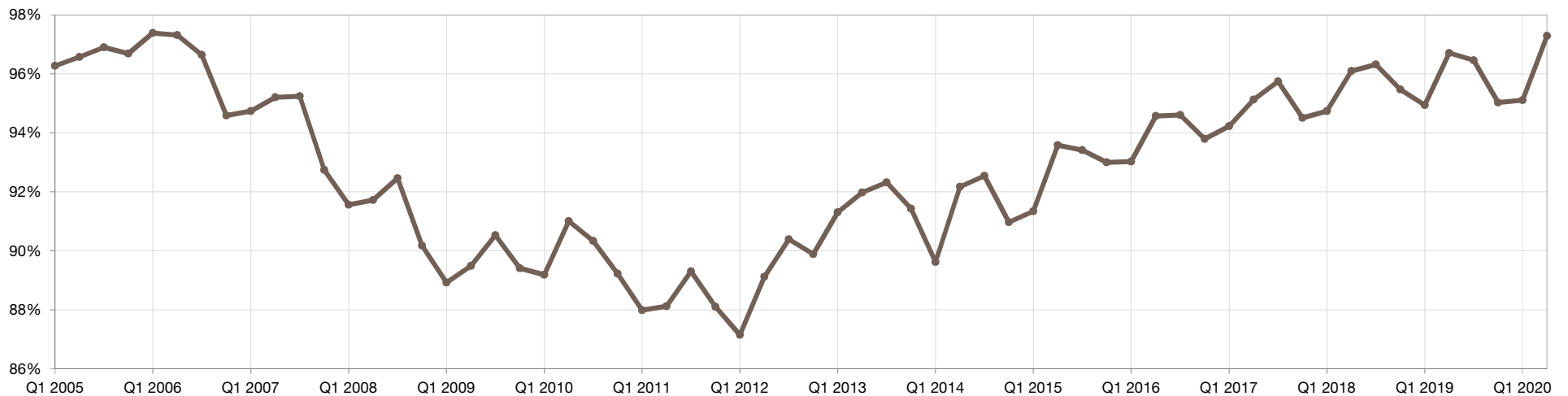
## 2nd Quarter

## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	96.3%	96.5%	+0.2%
Q4 2019	95.5%	95.0%	-0.5%
Q1 2020	94.9%	95.1%	+0.2%
Q2 2020	96.7%	97.3%	+0.6%
12-Month Avg	95.9%	96.0%	+0.0%

## Historical Percent of Original List Price Received



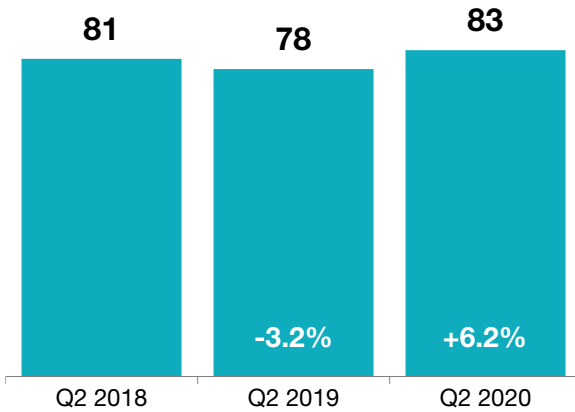
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Housing Affordability Index

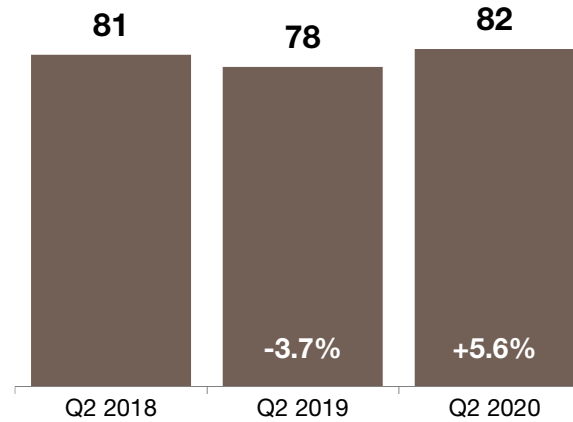
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## 2nd Quarter

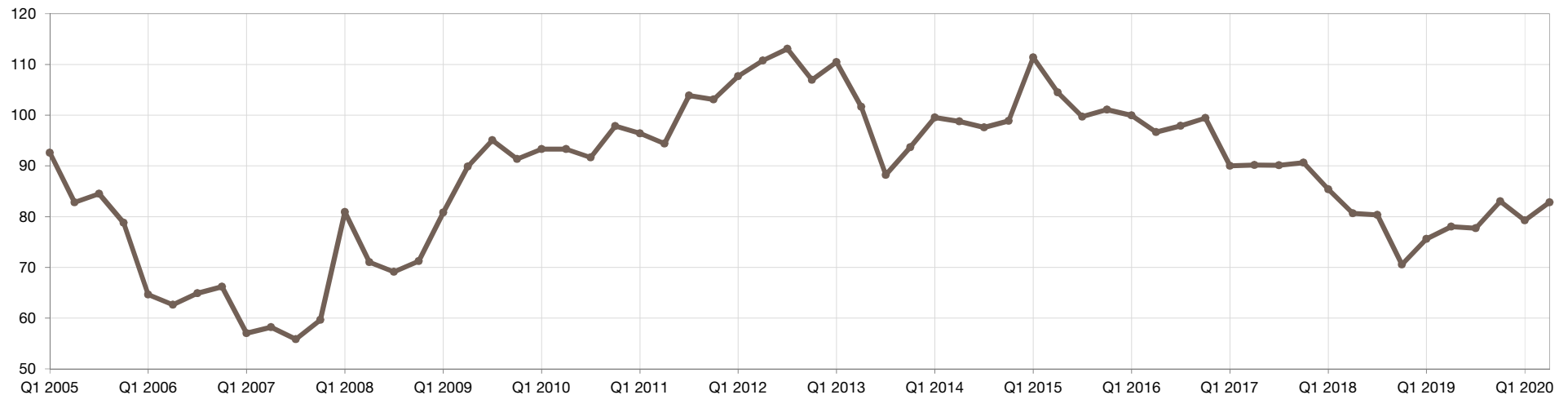


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q3 2019	81	78	-3.7%
Q4 2019	80	83	+3.3%
Q1 2020	71	79	+12.3%
Q2 2020	78	83	+6.2%
<b>12-Month Avg</b>	77	81	<b>+4.3%</b>

## Historical Housing Affordability Index



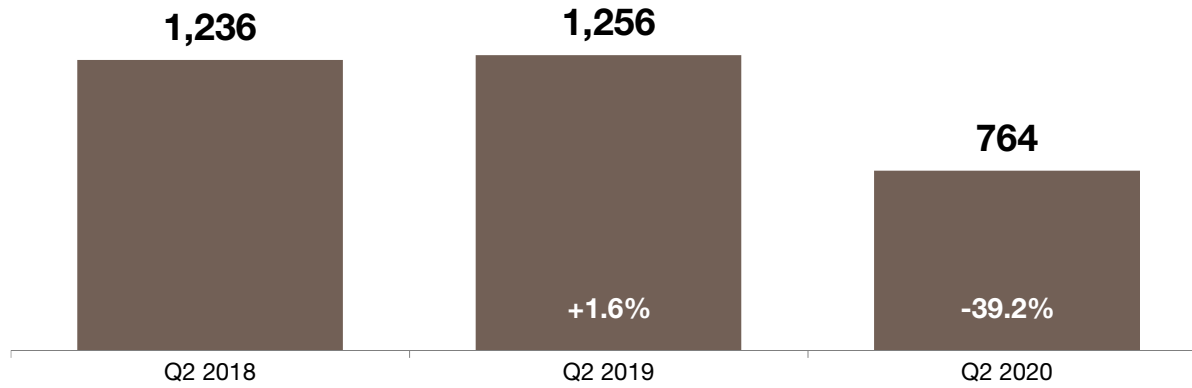
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.

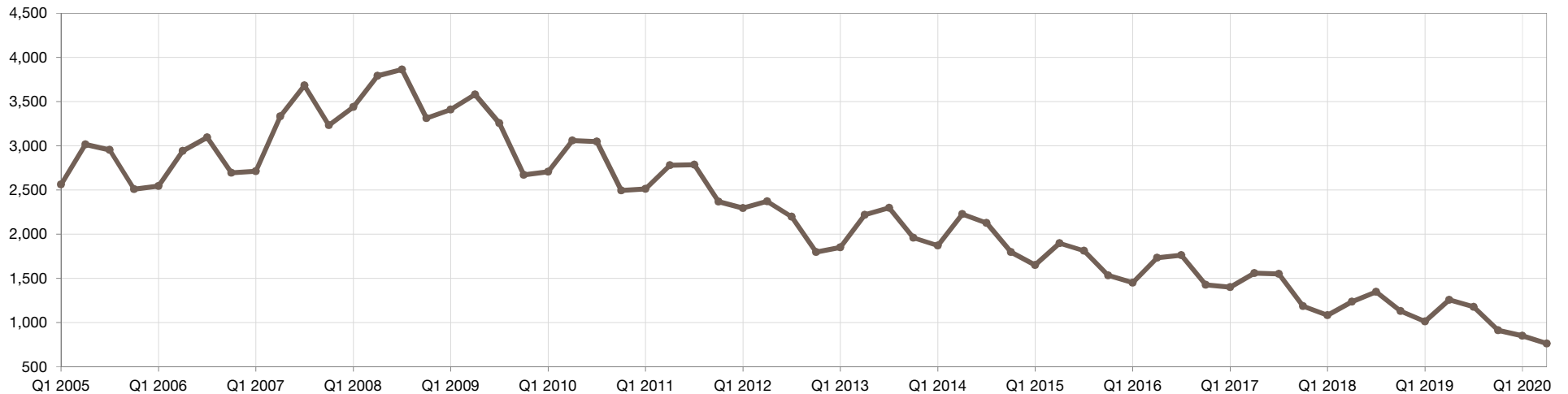


## 2nd Quarter



Quarter	Prior Year	Current Year	+ / -
Q3 2019	1,348	1,178	-12.6%
Q4 2019	1,130	913	-19.2%
Q1 2020	1,012	852	-15.8%
Q2 2020	1,256	764	-39.2%
12-Month Avg	1,187	927	-21.9%

## Historical Inventory of Homes for Sale



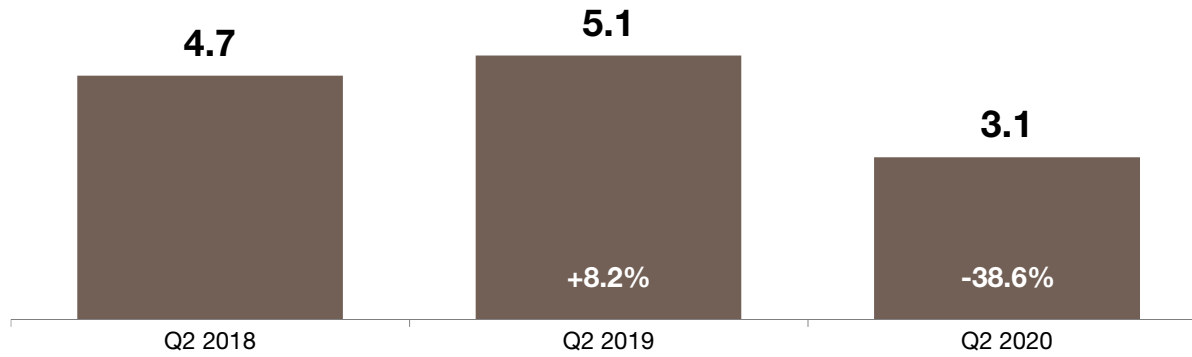
SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.

# 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 all Single Family, Condo and Townhome listings in the MLS.

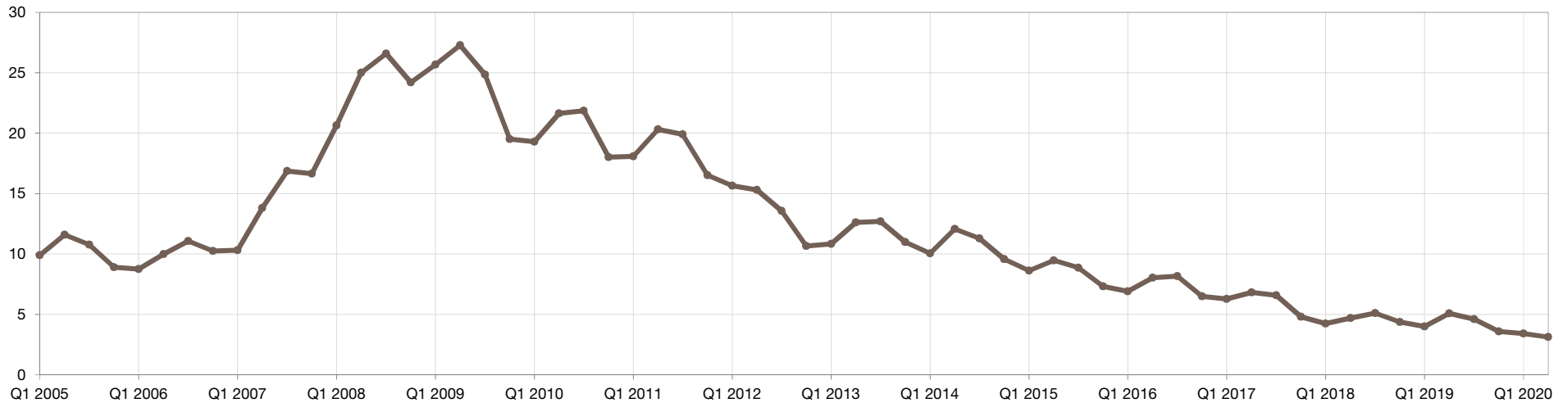


## 2nd Quarter



Quarter	Prior Year	Current Year	+ / -
Q3 2019	5.1	4.6	-9.6%
Q4 2019	4.4	3.6	-17.7%
Q1 2020	4.0	3.4	-14.7%
Q2 2020	5.1	3.1	-38.6%
12-Month Avg	0.0	0.0	0.0

## Historical Months Supply of Inventory



SFAR MLS does not guarantee, nor is it in any way responsible for, the accuracy of the data provided in this report. Data maintained by SFAR MLS may not reflect all real estate activity in these areas. Includes all Single Family, Condo and Townhome listings in the MLS.