

# Quarterly Indicators

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



## Q3 2020

Buyers and sellers came back into the market in Q3 2020, with buyer activity up substantially from a year earlier. While seller activity has improved from last quarter, sellers are not listing enough homes to meet the increased demand seen from buyers. Fast sales, multiple offers, and low inventory are likely to continue into what is normally a slower time of year.

New Listings in the Santa Fe region increased 10.1 percent to 1,180. Pending Sales were up 22.0 percent to 1,115. Inventory levels fell 38.4 percent to 729 units.

The Median Sales Price increased 14.8 percent to \$445,000. Days on Market was up 7.6 percent to 60 days. Sellers were encouraged as Months Supply of Inventory was down 39.6 percent to 2.8 months.

While the housing market cools with the changing of the seasons, all signs point to buyer activity remaining elevated as compared to the same period a year ago. The fundamentals of the housing market remain strong and indications point to a healthy and active Q4 to end the year.

## Quick Facts

<b>+ 6.9%</b>	<b>+ 14.8%</b>	<b>- 38.4%</b>
Change in <b>Closed Sales</b>	Change in <b>Median Sales Price</b>	Change in <b>Inventory</b>

Market Overview	<b>2</b>
New Listings	<b>3</b>
Pending Sales	<b>4</b>
Closed Sales	<b>5</b>
Days On Market Until Sale	<b>6</b>
Median Sales Price	<b>7</b>
Average Sales Price	<b>8</b>
Percent of Original List Price Received	<b>9</b>
Housing Affordability Index	<b>10</b>
Inventory of Homes for Sale	<b>11</b>
Months Supply of Inventory	<b>12</b>

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# 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	Q3 2019	Q3 2020	+ / -	YTD Q3 2019	YTD Q3 2020	+ / -
<b>New Listings</b>		1,072	<b>1,180</b>	+ 10.1%	3,149	<b>2,860</b>	- 9.2%
<b>Pending Sales</b>		914	<b>1,115</b>	+ 22.0%	2,424	<b>2,493</b>	+ 2.8%
<b>Closed Sales</b>		899	<b>961</b>	+ 6.9%	2,288	<b>2,182</b>	- 4.6%
<b>Days on Market Until Sale</b>		56	<b>60</b>	+ 7.6%	65	<b>63</b>	- 2.8%
<b>Median Sales Price</b>		\$387,500	<b>\$445,000</b>	+ 14.8%	\$379,000	<b>\$408,000</b>	+ 7.7%
<b>Average Sales Price</b>		\$504,185	<b>\$572,796</b>	+ 13.6%	\$484,982	<b>\$520,485</b>	+ 7.3%
<b>Percent of Original List Price Received</b>		96.5%	<b>96.7%</b>	+ 0.3%	96.2%	<b>96.4%</b>	+ 0.3%
<b>Housing Affordability Index</b>		78	<b>78</b>	+ 0.3%	78	<b>80</b>	+ 2.0%
<b>Inventory of Homes for Sale</b>		1,184	<b>729</b>	- 38.4%	--	--	--
<b>Months Supply of Homes for Sale</b>		4.6	<b>2.8</b>	- 39.6%	--	--	--

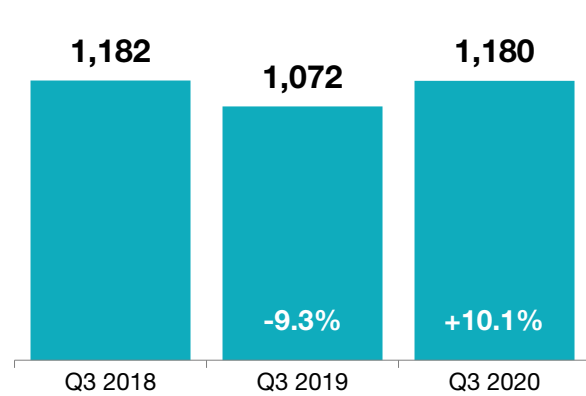
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# New Listings

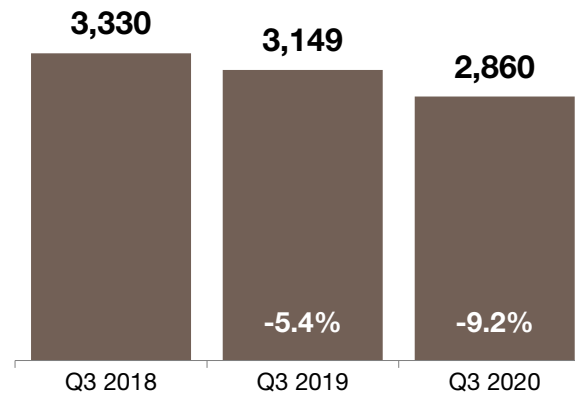
A count of the properties that have been newly listed on the market in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

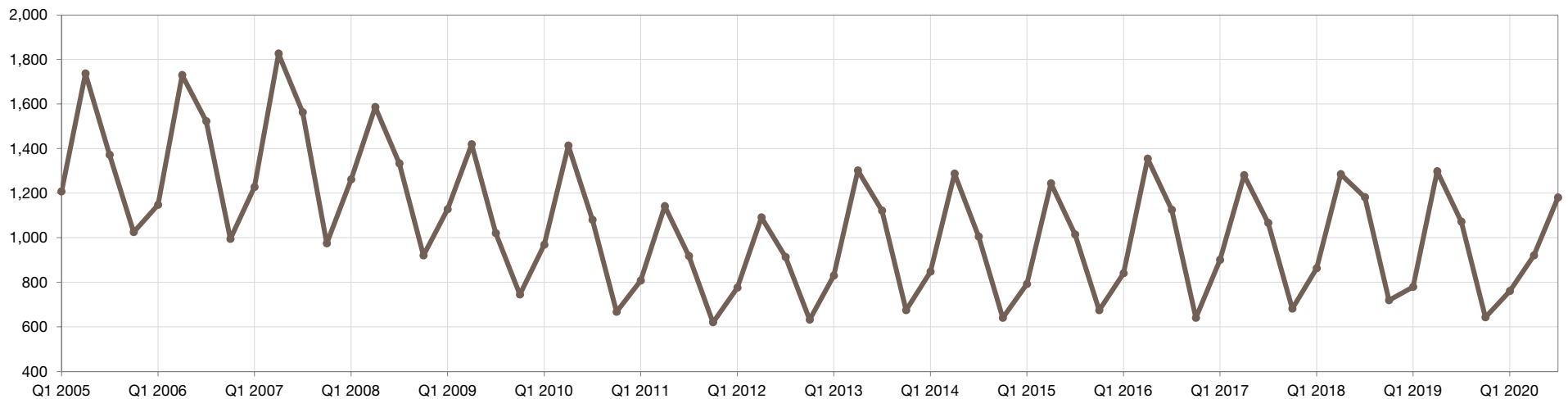


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	719	643	-10.6%
Q1 2020	779	760	-2.4%
Q2 2020	1,298	920	-29.1%
Q3 2020	1,072	1,180	+10.1%
<b>12-Month Avg</b>	<b>967</b>	<b>876</b>	<b>-9.4%</b>

## Historical New Listing Activity



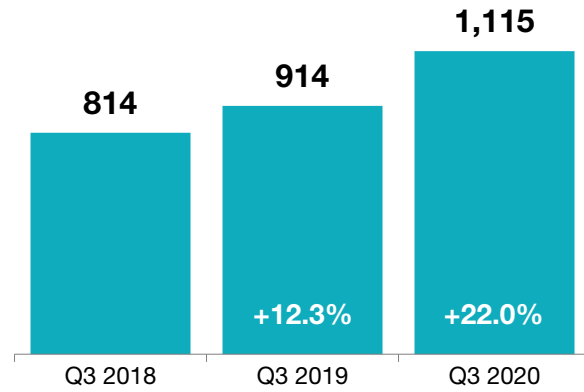
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# Pending Sales

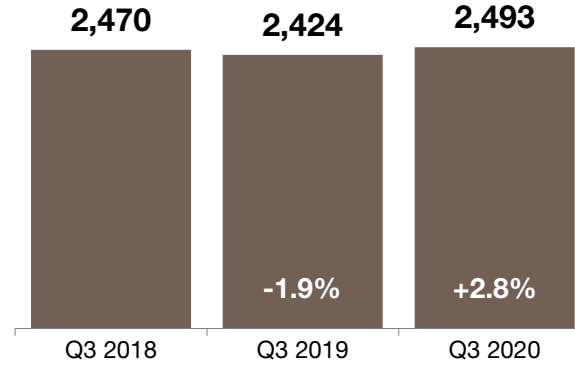
A count of the properties on which contracts have been accepted in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

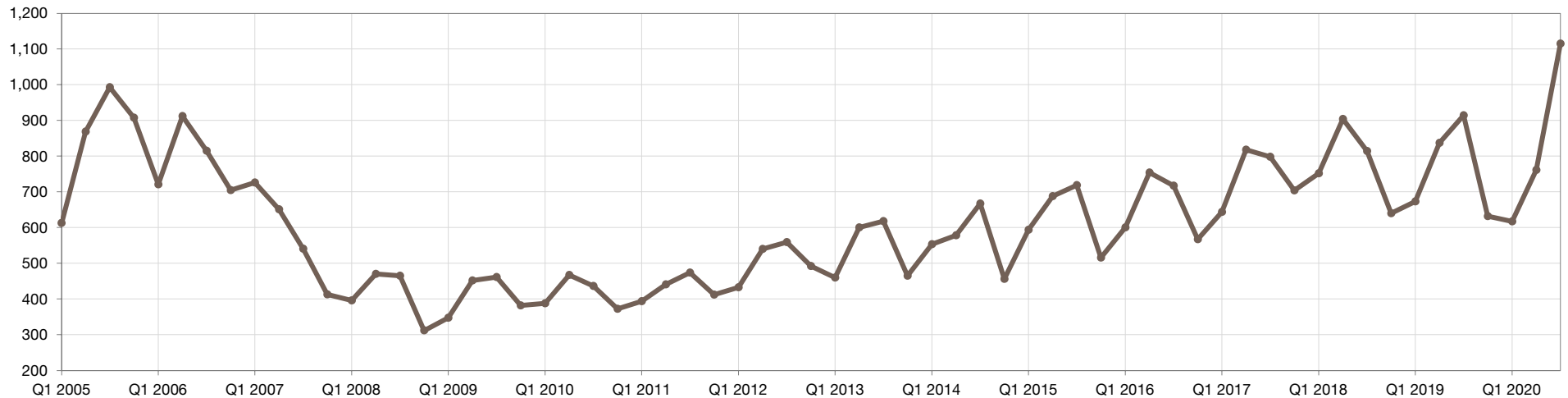


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	640	632	-1.3%
Q1 2020	673	617	-8.3%
Q2 2020	837	761	-9.1%
Q3 2020	914	1,115	+22.0%
<b>12-Month Avg</b>	<b>766</b>	<b>781</b>	<b>+2.0%</b>

## Historical Pending Sales Activity



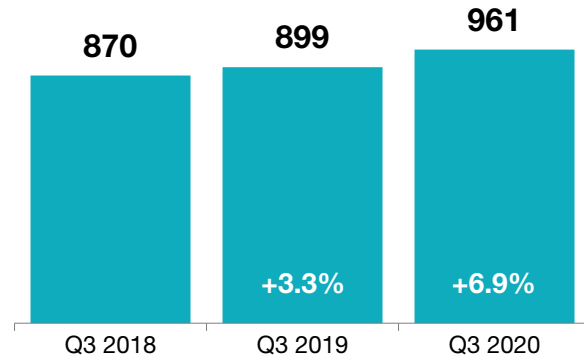
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# Closed Sales

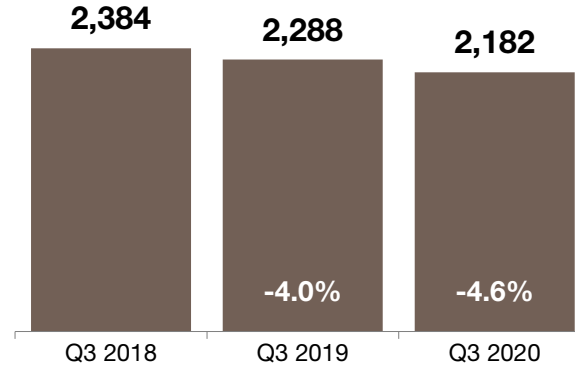
A count of the actual sales that have closed in a given quarter.  
Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

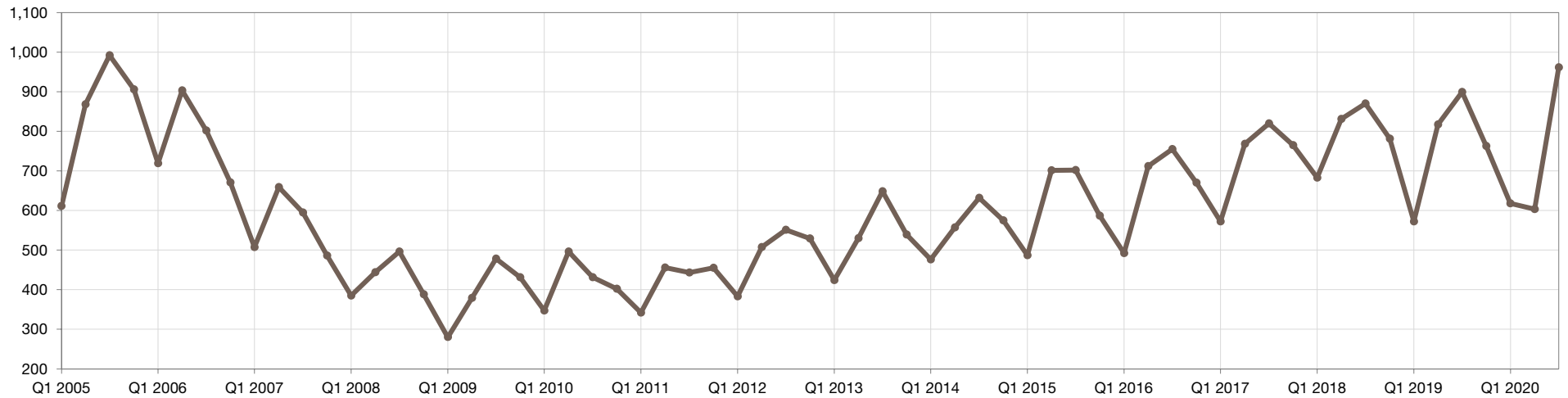


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	781	763	-2.3%
Q1 2020	572	618	+8.0%
Q2 2020	817	603	-26.2%
Q3 2020	899	961	+6.9%
<b>12-Month Avg</b>	<b>767</b>	<b>736</b>	<b>-3.4%</b>

## Historical Closed Sales Activity



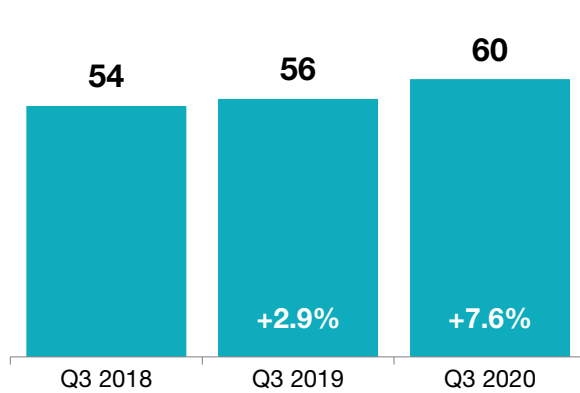
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# Days on Market Until Sale

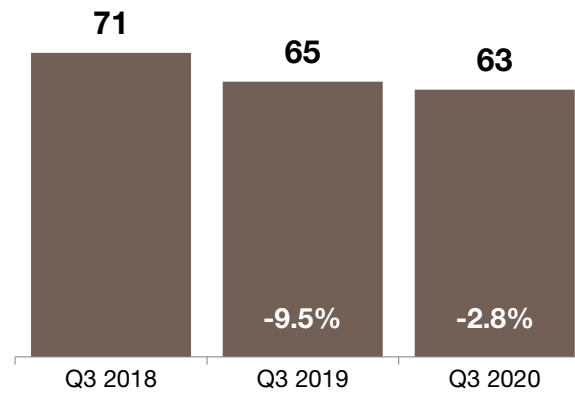
Average number of days between when a property is first listed and when an offer is accepted.  
Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

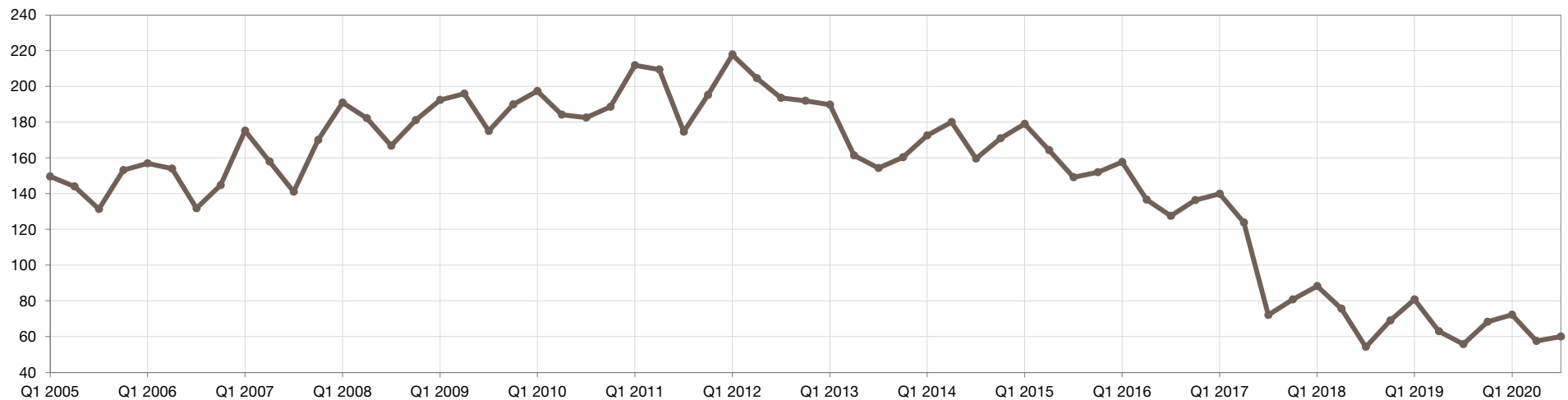


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	69	68	-1.1%
Q1 2020	81	72	-10.5%
Q2 2020	63	58	-8.7%
Q3 2020	56	60	+7.6%
<b>12-Month Avg</b>	<b>66</b>	<b>64</b>	<b>-2.3%</b>

## Historical Days on Market Until Sale



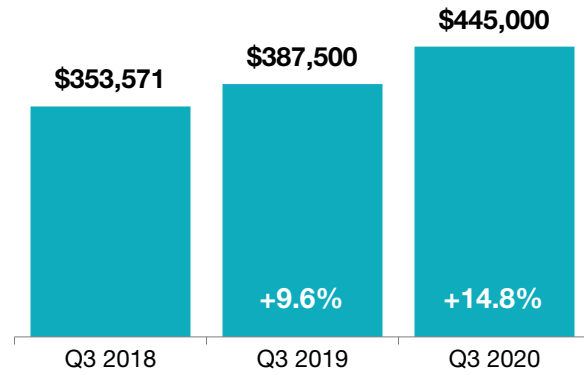
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# Median Sales Price

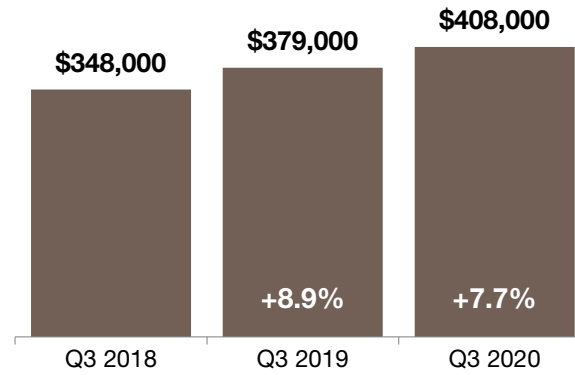
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

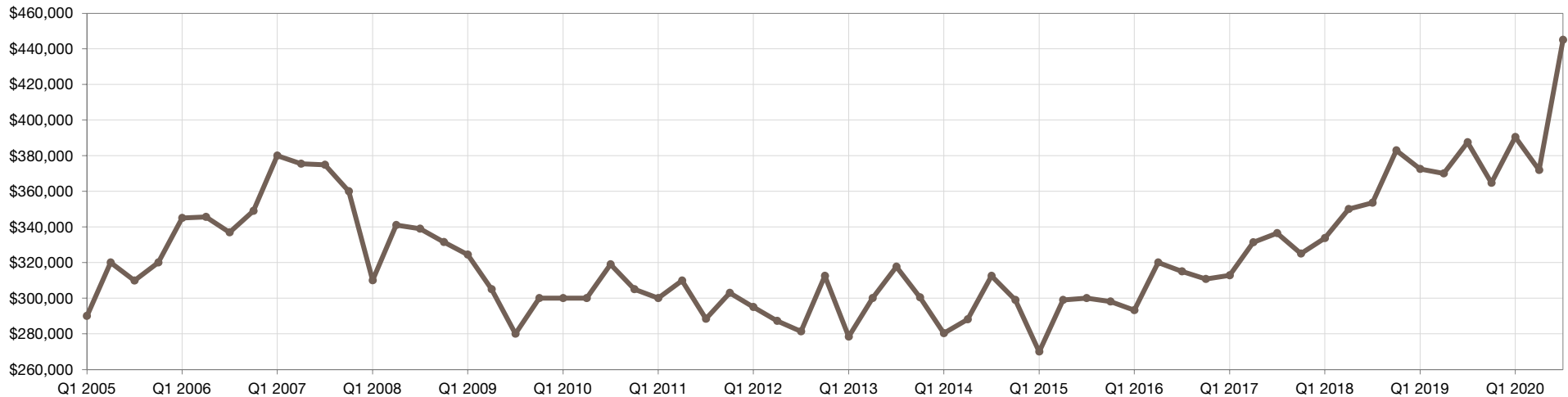


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	\$383,000	\$364,750	-4.8%
Q1 2020	\$372,500	\$390,500	+4.8%
Q2 2020	\$370,000	\$372,000	+0.5%
Q3 2020	\$387,500	\$445,000	+14.8%
12-Month Med	\$380,000	\$396,480	+4.3%

## Historical Median Sales Price



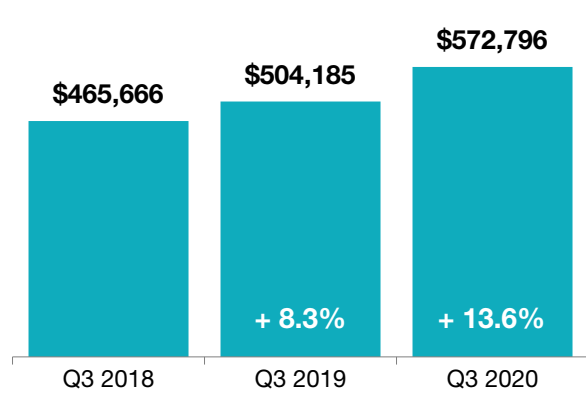
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# Average Sales Price

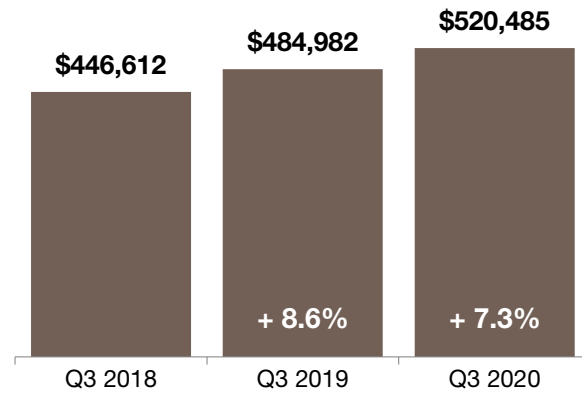
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



## 3rd Quarter

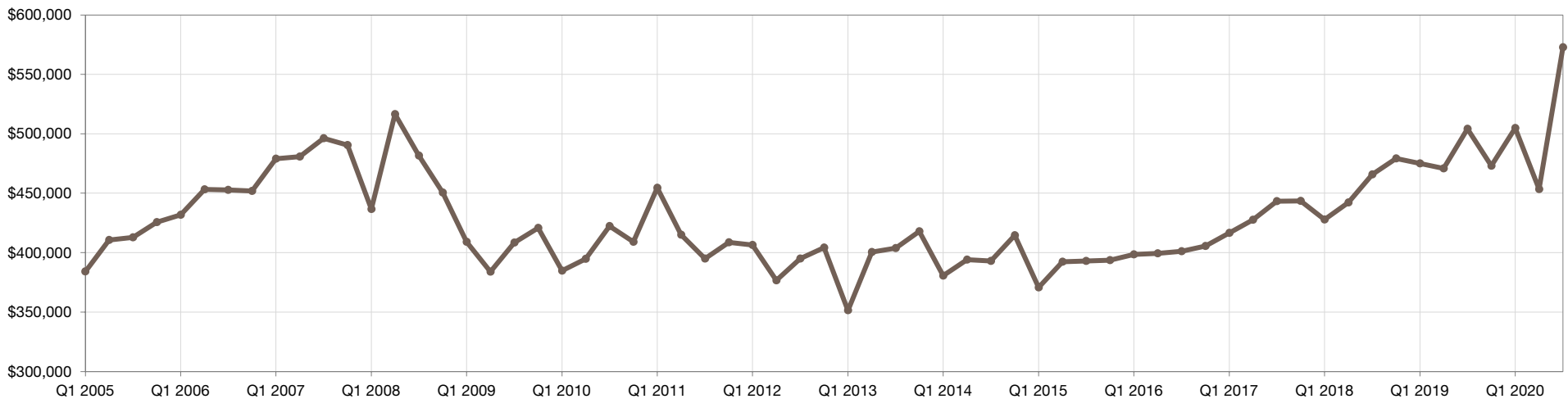


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	\$479,188	\$473,131	-1.3%
Q1 2020	\$475,121	\$504,709	+6.2%
Q2 2020	\$470,755	\$453,349	-3.7%
Q3 2020	\$504,185	\$572,796	+13.6%
<b>12-Month Avg</b>	<b>\$483,509</b>	<b>\$508,216</b>	<b>+5.1%</b>

## Historical Average Sales Price



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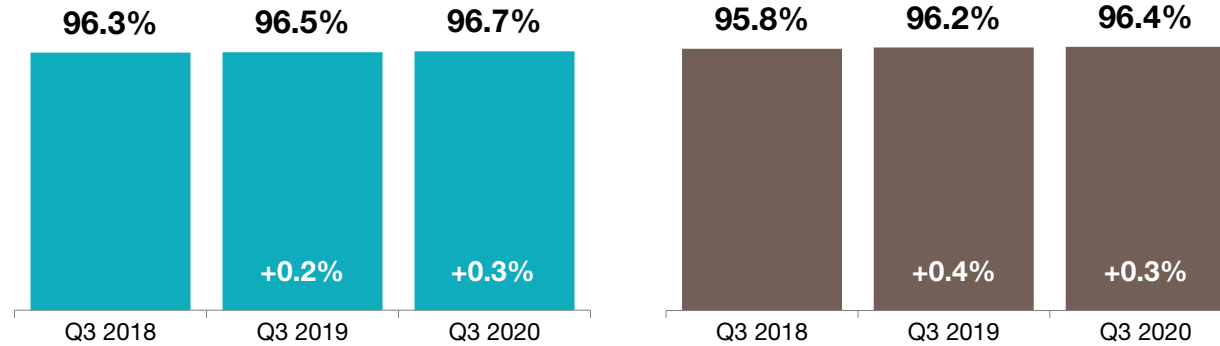
# Percent of Original List Price Received

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.



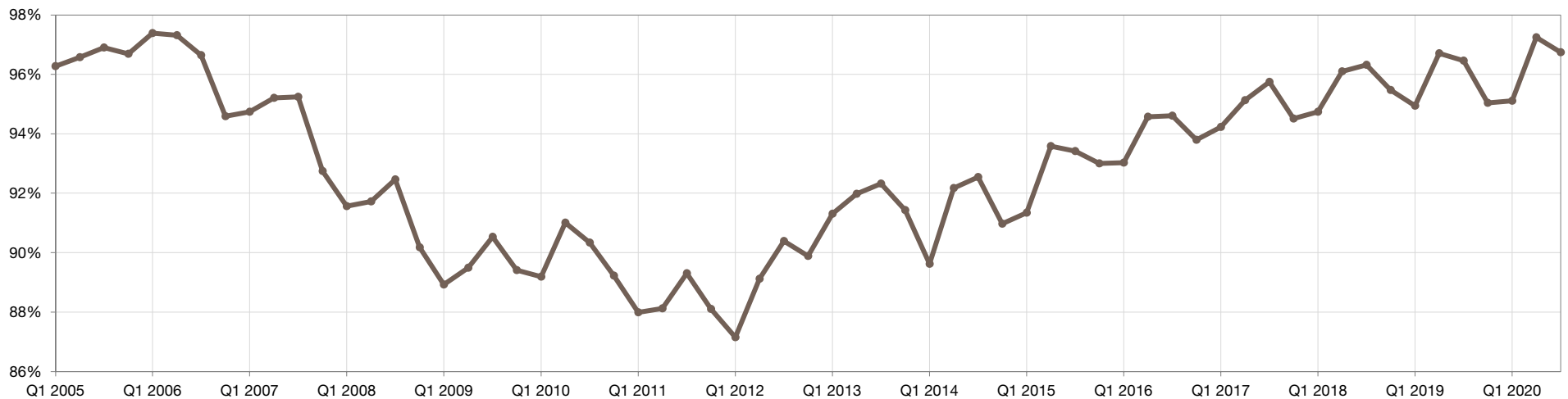
## 3rd Quarter

## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	95.5%	95.0%	-0.5%
Q1 2020	94.9%	95.1%	+0.2%
Q2 2020	96.7%	97.2%	+0.6%
Q3 2020	96.5%	96.7%	+0.3%
<b>12-Month Avg</b>	<b>96.0%</b>	<b>96.1%</b>	<b>+0.1%</b>

## Historical Percent of Original List Price Received



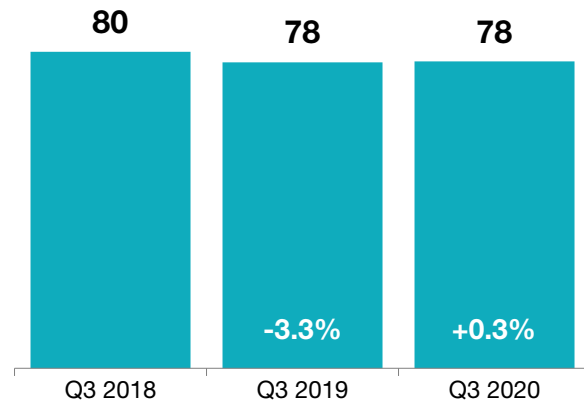
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# Housing Affordability Index

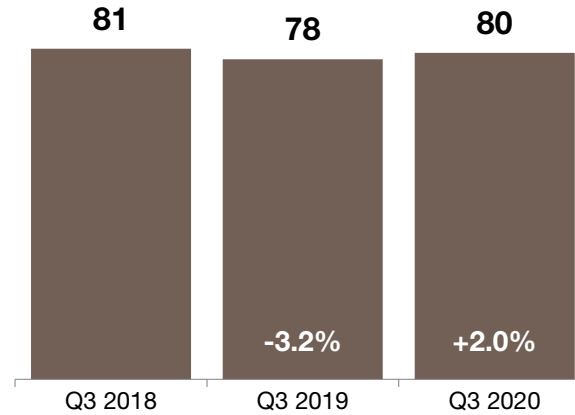
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



## 3rd Quarter

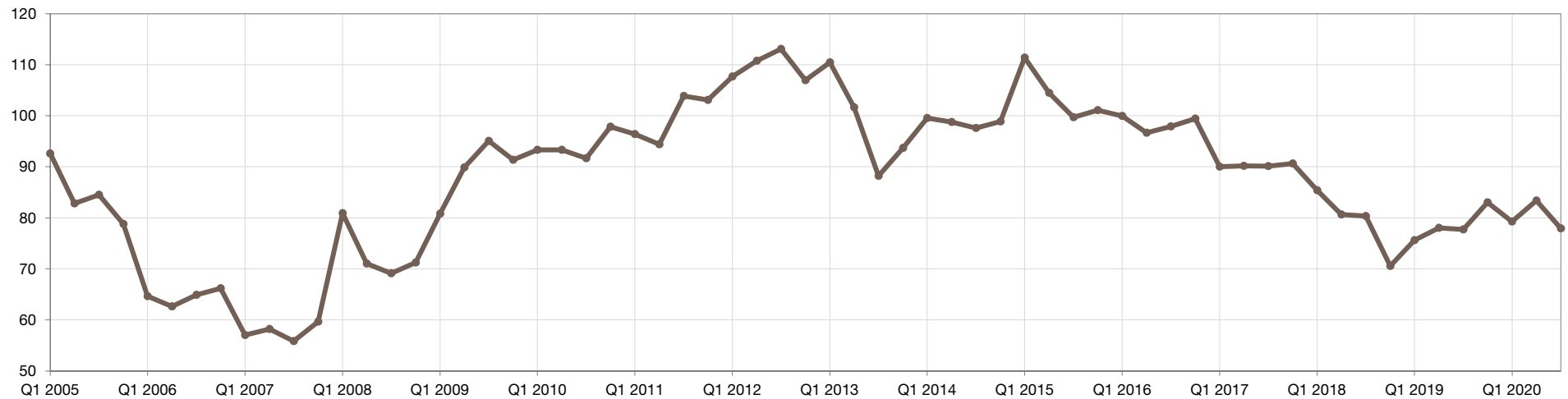


## Year To Date



Quarter	Prior Year	Current Year	+ / -
Q4 2019	80	83	+3.3%
Q1 2020	71	79	+12.3%
Q2 2020	85	83	-2.4%
Q3 2020	78	78	+0.3%
<b>12-Month Avg</b>	78	81	<b>+3.0%</b>

## Historical Housing Affordability Index



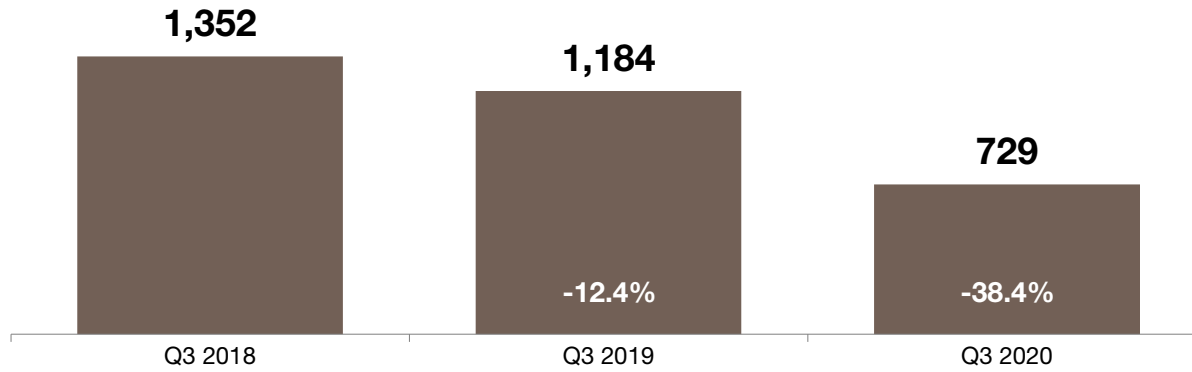
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# Inventory of Homes for Sale

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.

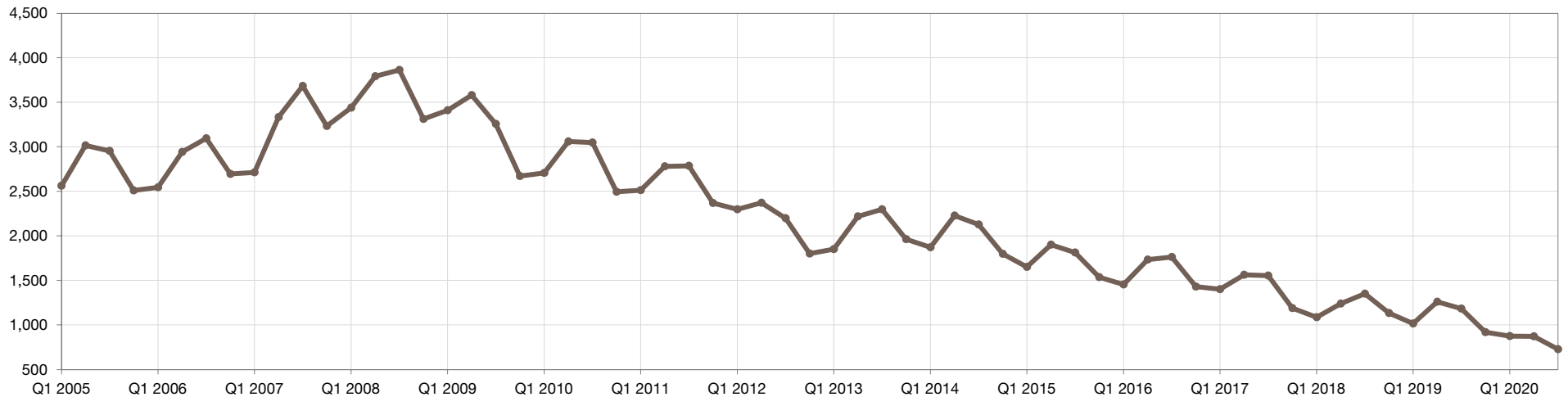


## 3rd Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2019	1,134	920	-18.9%
Q1 2020	1,016	876	-13.8%
Q2 2020	1,260	873	-30.7%
Q3 2020	1,184	729	-38.4%
12-Month Avg	1,149	850	-26.0%

## Historical Inventory of Homes for Sale



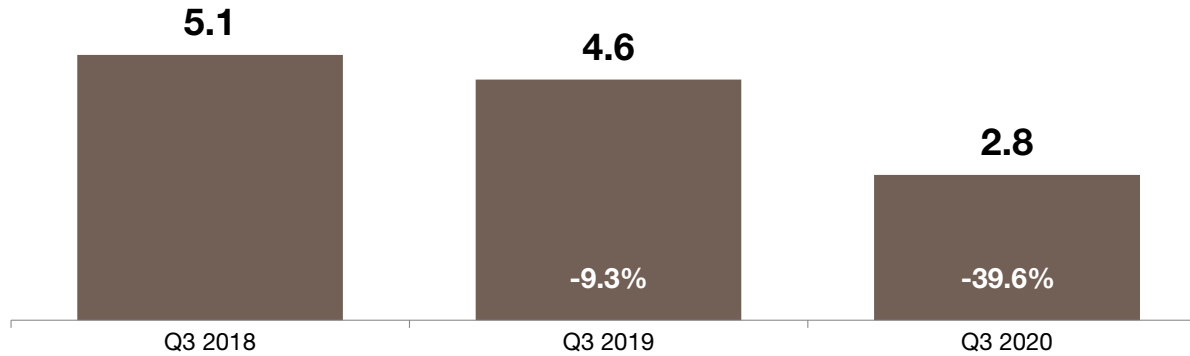
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# Months Supply of Inventory

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.

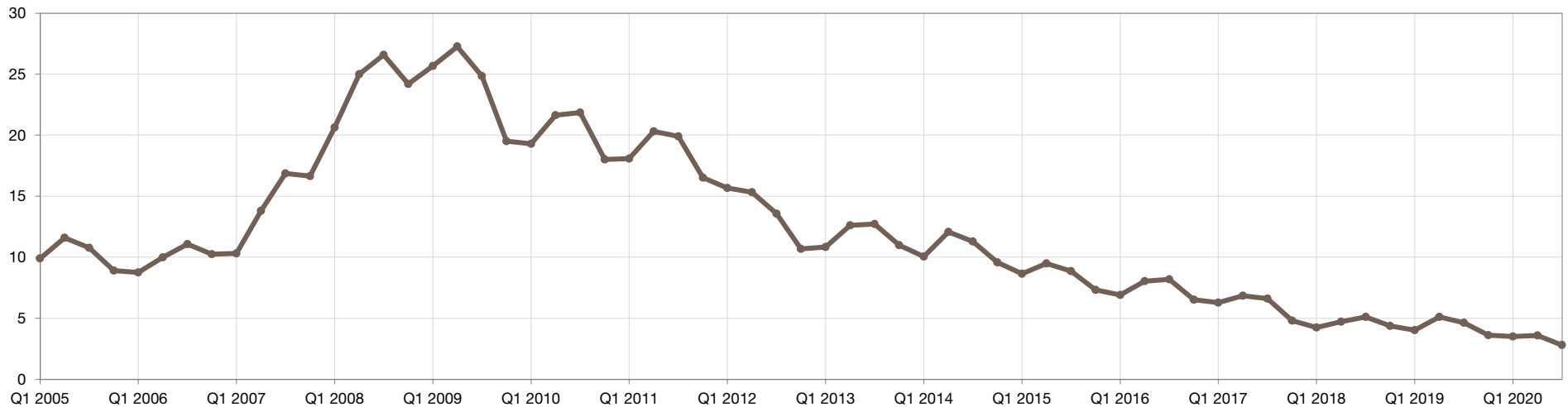


## 3rd Quarter



Quarter	Prior Year	Current Year	+ / -
Q4 2019	4.4	3.6	-17.4%
Q1 2020	4.0	3.5	-12.9%
Q2 2020	5.1	3.6	-29.8%
Q3 2020	4.6	2.8	-39.6%
12-Month Avg	0.0	0.0	0.0

## Historical Months Supply of Inventory



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