

Quarterly Indicators

Santa Fe City & Santa Fe County



Q4 2020

Q4 continued the rebound in housing activity seen in the third quarter, with buyer activity remaining high while seller activity remains too little to bring supply into balance with demand in most market segments.

New Listings increased 22.7 percent for Single Family and 4.3 percent for Townhouse/Condo. Pending Sales increased 21.2 percent for Single Family and 8.8 percent for Townhouse/Condo. Inventory decreased 53.7 percent for Single Family and 17.0 percent for Townhouse/Condo.

Median Sales Price increased 19.5 percent to \$537,764 for Single Family and 34.8 percent to \$377,500 for Townhouse/Condo. Days on Market decreased 14.3 percent for Single Family and 27.7 percent for Townhouse/Condo. Months Supply of Inventory decreased 54.5 percent for Single Family and 9.5 percent for Townhouse/Condo.

The 2021 housing market looks to start the year with continued strong buyer demand, near record-low mortgage rates, and limited supply of properties for sale in many market segments. While market fundamentals are strong, the resurgence of COVID-19 in recent weeks leaves some uncertainty on the potential impacts to the economy, the housing market, and the country overall as we wait for the deployment of the vaccines to bring back some stability and normalcy to society.

Quick Facts

+ 28.8%

Change in
Closed Sales
All Properties

+ 25.3%

Change in
Median Sales Price
All Properties

- 47.5%

Change in
Homes for Sale
All Properties

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Single-Family Market Overview

Key metrics for current quarter and for year-to-date (YTD) starting from the first of the year. Single Family properties only.



Santa Fe City & Santa Fe County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	% Change	YTD Q4 2019	YTD Q4 2020	% Change
New Listings		348	427	+ 22.7%	2,159	2,064	- 4.4%
Pending Sales		368	446	+ 21.2%	1,785	1,862	+ 4.3%
Closed Sales		425	557	+ 31.1%	1,792	1,833	+ 2.3%
Days on Market Until Sale		63	54	- 14.3%	67	58	- 13.4%
Median Sales Price		\$450,000	\$537,764	+ 19.5%	\$434,625	\$506,000	+ 16.4%
Dollar Volume of Closed Sales (in millions)		\$250	\$399	+ 59.6%	\$1,041	\$1,203	+ 15.6%
Percent of Original List Price Received		94.1%	96.8%	+ 2.9%	95.2%	96.3%	+ 1.2%
Housing Affordability Index		62	54	- 12.9%	64	58	- 9.4%
Inventory of Homes for Sale		492	228	- 53.7%	—	—	—
Months Supply of Inventory		3.3	1.5	- 54.5%	—	—	—

Townhouse/Condo Market Overview

Key metrics for current quarter and for year-to-date (YTD) starting from the first of the year. Townhouse/Condo properties only.



Santa Fe City & Santa Fe County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	% Change	YTD Q4 2019	YTD Q4 2020	% Change
New Listings		116	121	+ 4.3%	665	611	- 8.1%
Pending Sales		113	123	+ 8.8%	563	536	- 4.8%
Closed Sales		144	176	+ 22.2%	566	538	- 4.9%
Days on Market Until Sale		65	47	- 27.7%	51	46	- 9.8%
Median Sales Price		\$280,000	\$377,500	+ 34.8%	\$282,665	\$317,000	+ 12.1%
Dollar Volume of Closed Sales (in millions)		\$48	\$81	+ 68.8%	\$202	\$218	+ 7.9%
Percent of Original List Price Received		95.6%	98.0%	+ 2.5%	96.5%	97.1%	+ 0.6%
Housing Affordability Index		100	78	- 22.0%	99	92	- 7.1%
Inventory of Homes for Sale		100	83	- 17.0%	—	—	—
Months Supply of Inventory		2.1	1.9	- 9.5%	—	—	—

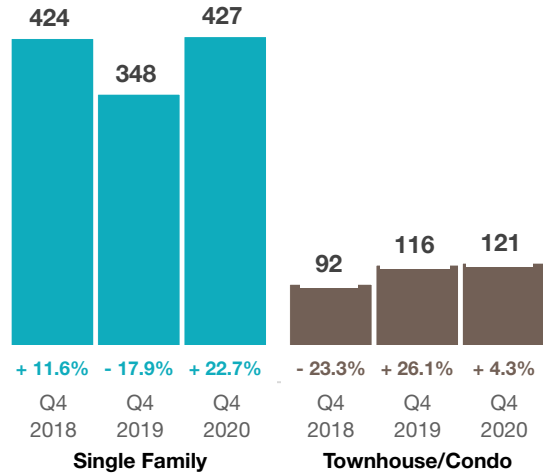
New Listings

A count of the properties that have been newly listed on the market in a given month.

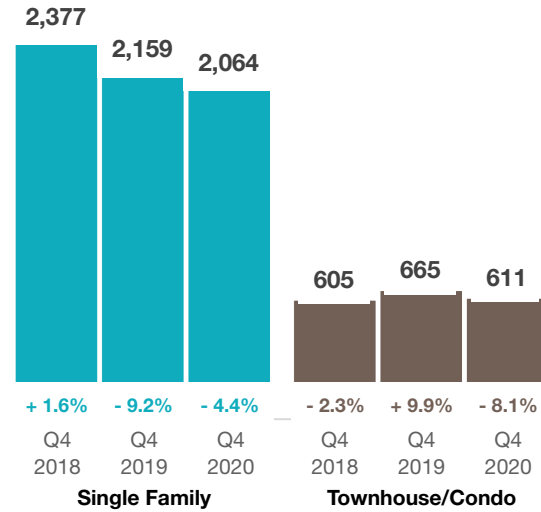


Santa Fe City & Santa Fe County

Q4-2020

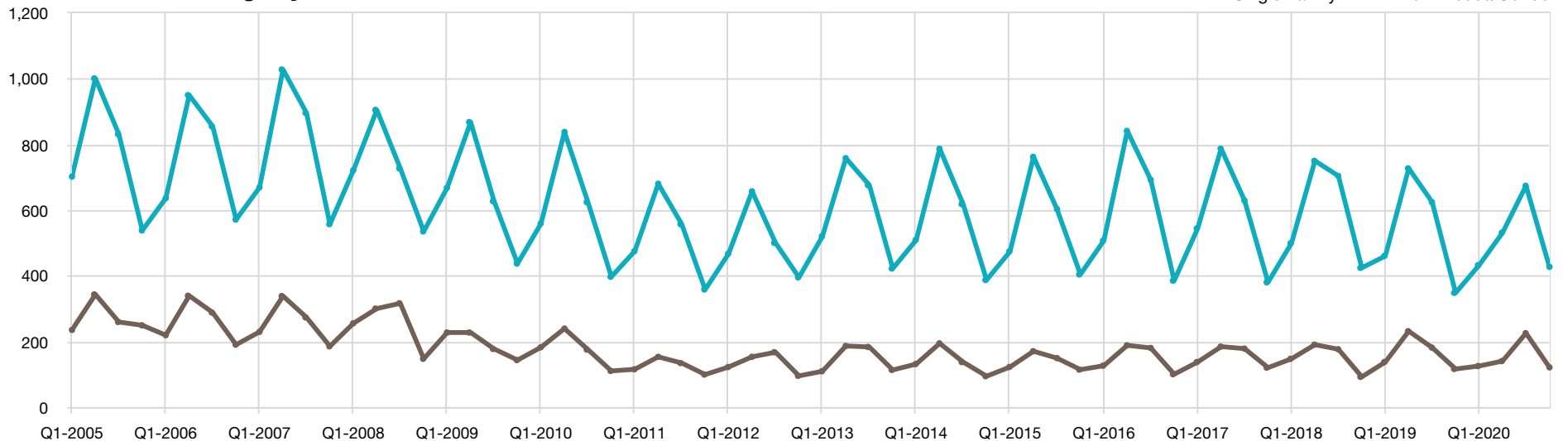


Year to Date



New Listings	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	499	- 8.3%	147	+ 7.3%
Q2-2018	750	- 4.7%	190	+ 3.3%
Q3-2018	704	+ 11.9%	176	- 1.1%
Q4-2018	424	+ 11.6%	92	- 23.3%
Q1-2019	460	- 7.8%	137	- 6.8%
Q2-2019	727	- 3.1%	231	+ 21.6%
Q3-2019	624	- 11.4%	181	+ 2.8%
Q4-2019	348	- 17.9%	116	+ 26.1%
Q1-2020	432	- 6.1%	125	- 8.8%
Q2-2020	531	- 27.0%	140	- 39.4%
Q3-2020	674	+ 8.0%	225	+ 24.3%
Q4-2020	427	+ 22.7%	121	+ 4.3%

Historical New Listings by Month



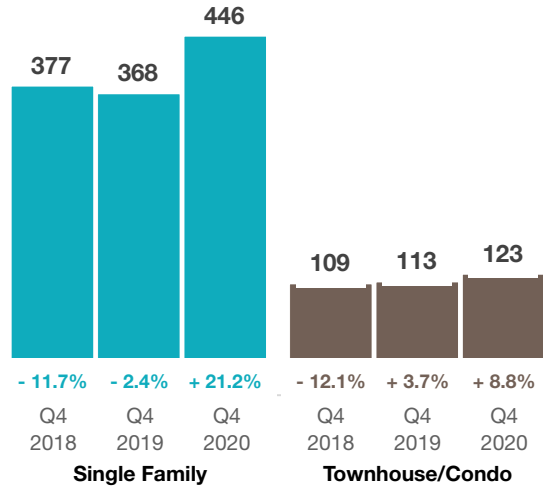
Pending Sales

A count of the properties on which offers have been accepted in a given month.

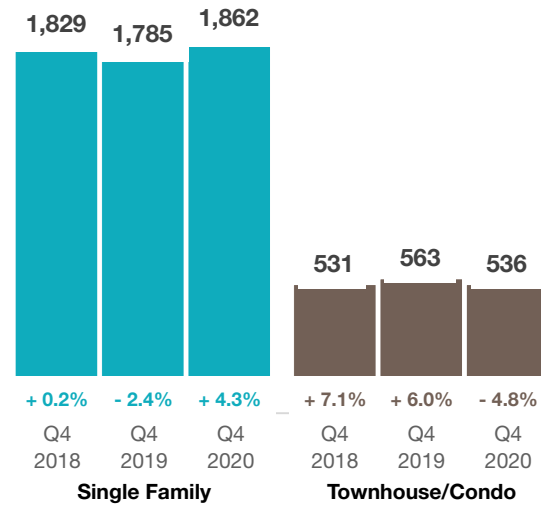


Santa Fe City & Santa Fe County

Q4-2020

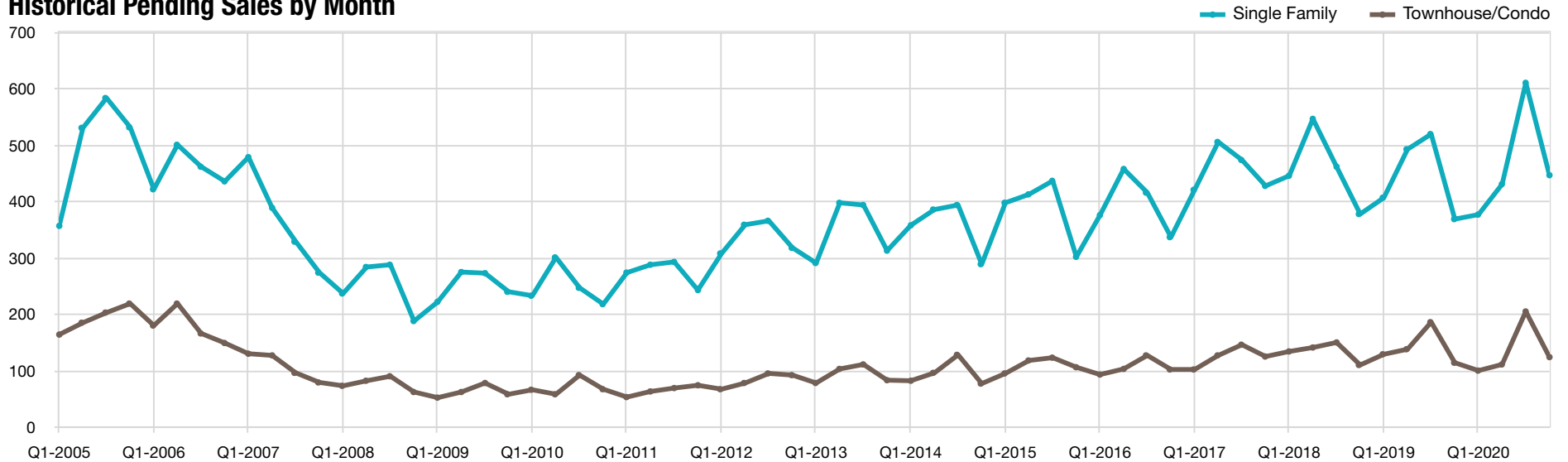


Year to Date



Pending Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	445	+ 6.0%	133	+ 31.7%
Q2-2018	546	+ 8.1%	140	+ 11.1%
Q3-2018	461	- 2.5%	149	+ 2.8%
Q4-2018	377	- 11.7%	109	- 12.1%
Q1-2019	406	- 8.8%	128	- 3.8%
Q2-2019	492	- 9.9%	137	- 2.1%
Q3-2019	519	+ 12.6%	185	+ 24.2%
Q4-2019	368	- 2.4%	113	+ 3.7%
Q1-2020	376	- 7.4%	99	- 22.7%
Q2-2020	430	- 12.6%	110	- 19.7%
Q3-2020	610	+ 17.5%	204	+ 10.3%
Q4-2020	446	+ 21.2%	123	+ 8.8%

Historical Pending Sales by Month



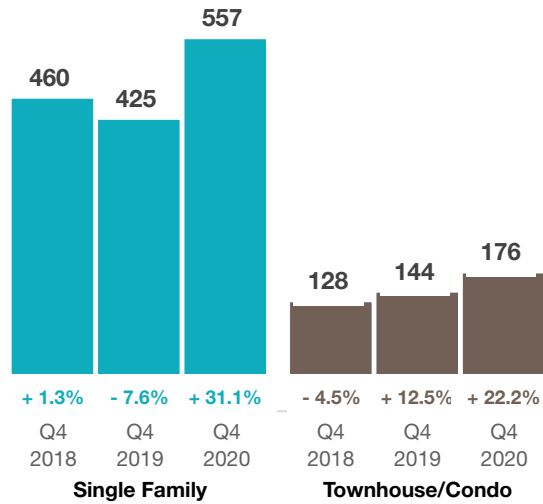
Closed Sales

A count of the actual sales that closed in a given month.

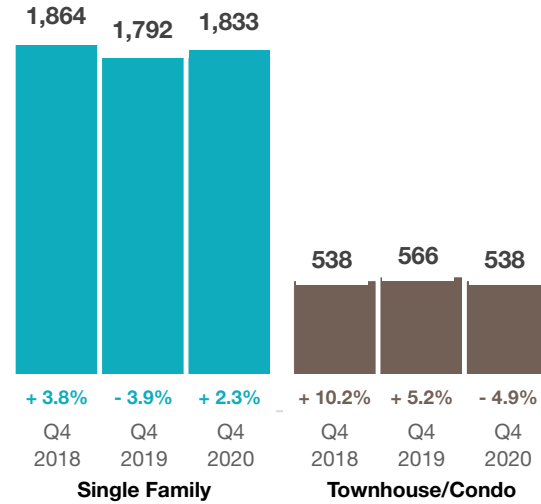


Santa Fe City & Santa Fe County

Q4-2020

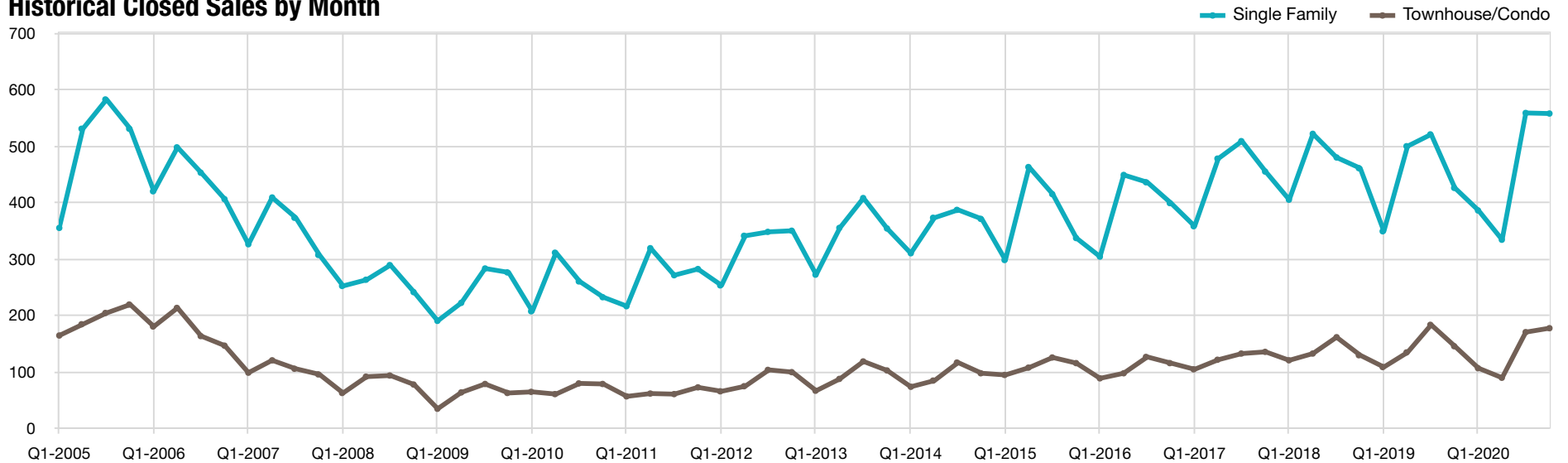


Year to Date



Closed Sales	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	404	+ 13.2%	119	+ 15.5%
Q2-2018	521	+ 9.2%	131	+ 9.2%
Q3-2018	479	- 5.7%	160	+ 22.1%
Q4-2018	460	+ 1.3%	128	- 4.5%
Q1-2019	348	- 13.9%	107	- 10.1%
Q2-2019	499	- 4.2%	133	+ 1.5%
Q3-2019	520	+ 8.6%	182	+ 13.8%
Q4-2019	425	- 7.6%	144	+ 12.5%
Q1-2020	385	+ 10.6%	105	- 1.9%
Q2-2020	333	- 33.3%	88	- 33.8%
Q3-2020	558	+ 7.3%	169	- 7.1%
Q4-2020	557	+ 31.1%	176	+ 22.2%

Historical Closed Sales by Month



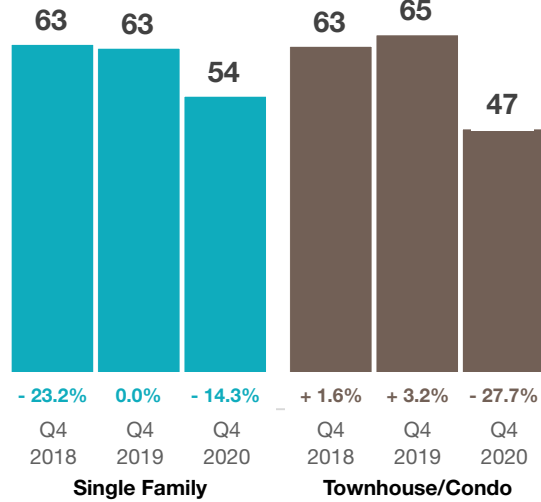
Days on Market Until Sale

Average number of days between when a property is listed and when an offer is accepted in a given month.

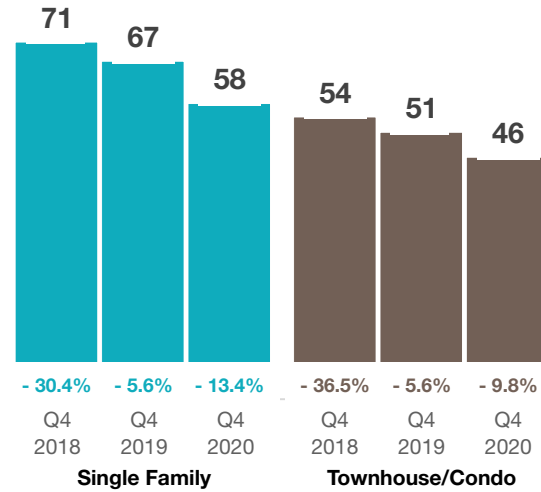


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Q4-2020

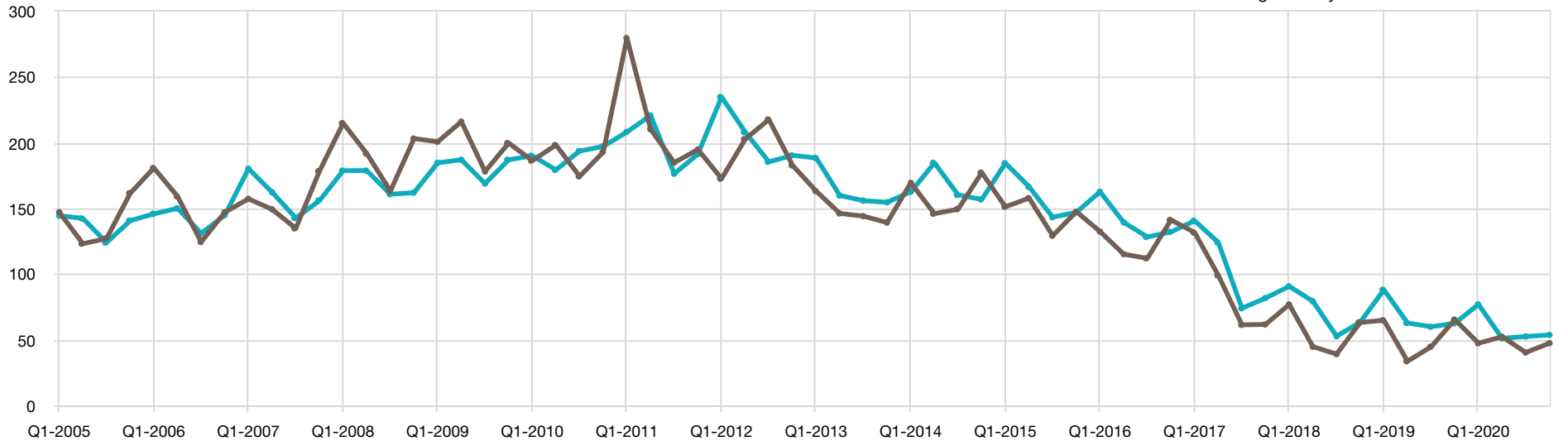


Year to Date



Days on Market	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	91	-35.5%	77	-41.7%
Q2-2018	79	-36.3%	45	-54.5%
Q3-2018	53	-28.4%	39	-36.1%
Q4-2018	63	-23.2%	63	+1.6%
Q1-2019	88	-3.3%	65	-15.6%
Q2-2019	63	-20.3%	34	-24.4%
Q3-2019	60	+13.2%	45	+15.4%
Q4-2019	63	0.0%	65	+3.2%
Q1-2020	77	-12.5%	47	-27.7%
Q2-2020	51	-19.0%	52	+52.9%
Q3-2020	52	-13.3%	40	-11.1%
Q4-2020	54	-14.3%	47	-27.7%

Historical Days on Market Until Sale by Month



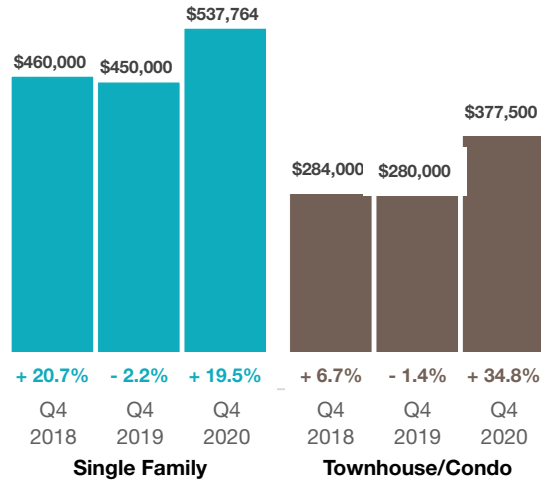
Median Sales Price

Point at which half of the sales sold for more and half sold for less, not accounting for seller concessions, in a given month.

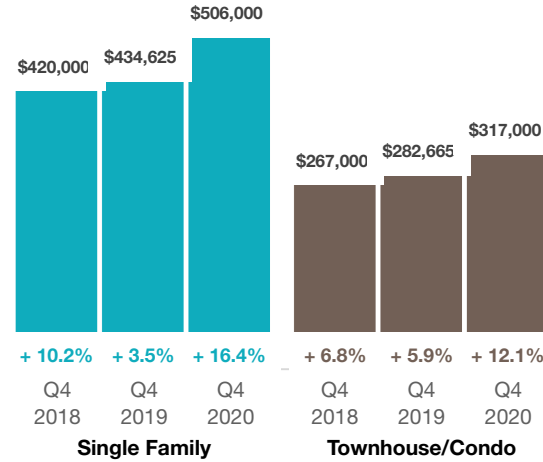


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Q4-2020

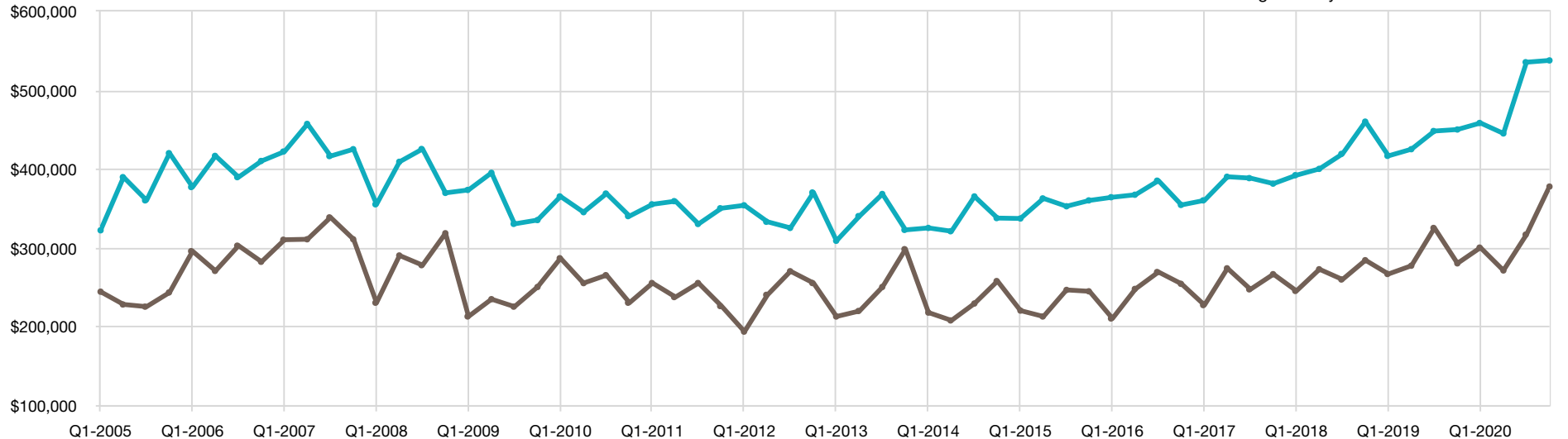


Year to Date



Median Sales Price	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	\$392,000	+ 8.9%	\$245,000	+ 7.9%
Q2-2018	\$400,000	+ 2.6%	\$272,500	- 0.4%
Q3-2018	\$419,000	+ 7.9%	\$259,500	+ 5.1%
Q4-2018	\$460,000	+ 20.7%	\$284,000	+ 6.7%
Q1-2019	\$416,540	+ 6.3%	\$266,500	+ 8.8%
Q2-2019	\$425,000	+ 6.3%	\$277,000	+ 1.7%
Q3-2019	\$448,063	+ 6.9%	\$324,950	+ 25.2%
Q4-2019	\$450,000	- 2.2%	\$280,000	- 1.4%
Q1-2020	\$458,300	+ 10.0%	\$300,000	+ 12.6%
Q2-2020	\$445,000	+ 4.7%	\$271,000	- 2.2%
Q3-2020	\$535,495	+ 19.5%	\$316,500	- 2.6%
Q4-2020	\$537,764	+ 19.5%	\$377,500	+ 34.8%

Historical Median Sales Price by Month



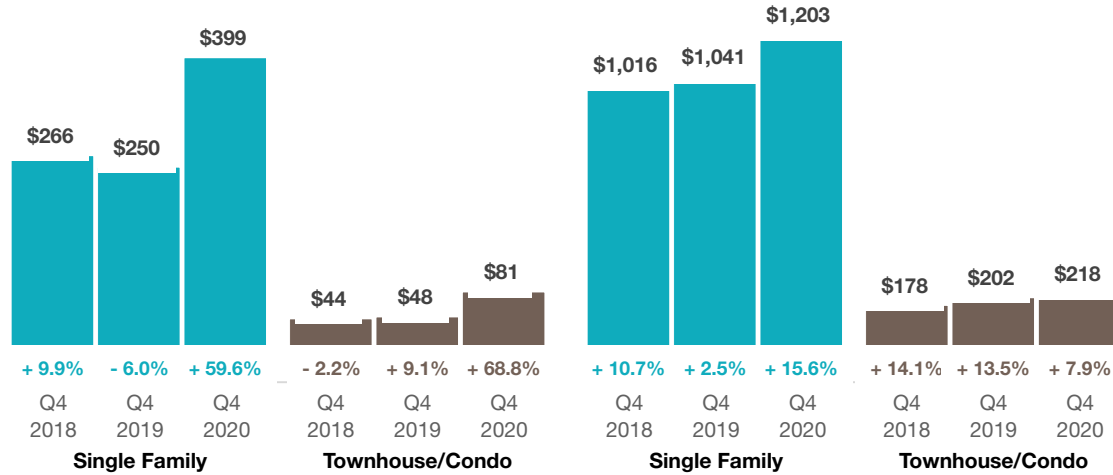
Dollar Volume of Closed Sales (in millions)

The total dollar volume for all closed sales in a given month (in millions). Does not account for seller concessions.

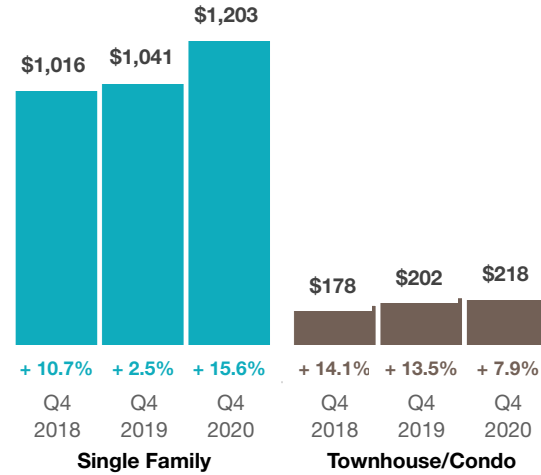


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Q4-2020

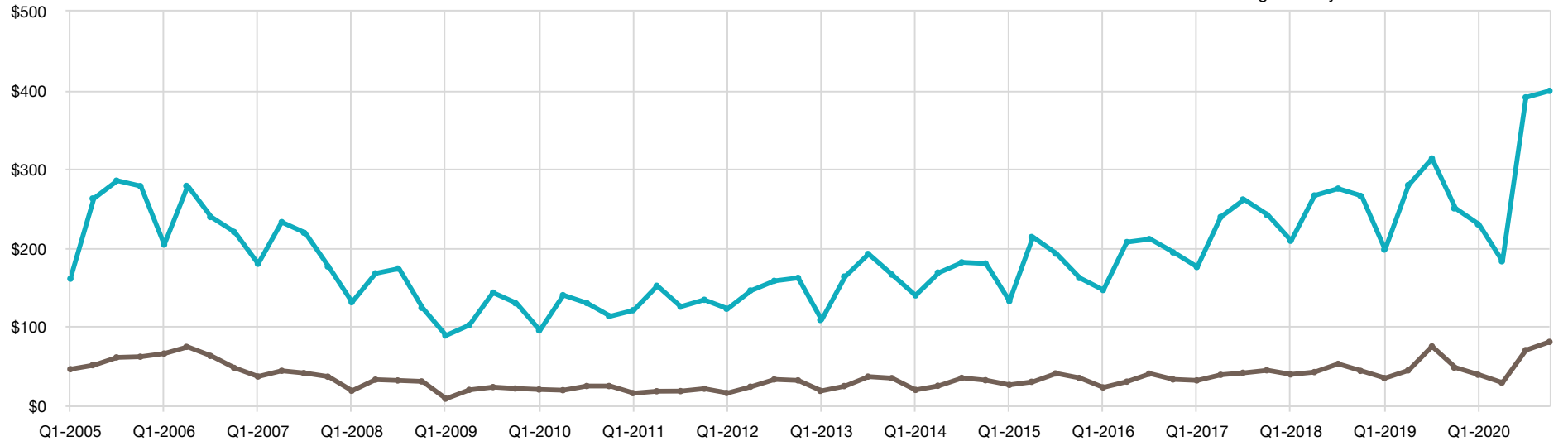


Year to Date



\$ Volume of Closed Sales (in millions)	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	\$209	+ 18.8%	\$39	+ 21.9%
Q2-2018	\$266	+ 11.3%	\$42	+ 7.7%
Q3-2018	\$275	+ 5.4%	\$53	+ 29.3%
Q4-2018	\$266	+ 9.9%	\$44	- 2.2%
Q1-2019	\$198	- 5.3%	\$35	- 10.3%
Q2-2019	\$279	+ 4.9%	\$44	+ 4.8%
Q3-2019	\$313	+ 13.8%	\$75	+ 41.5%
Q4-2019	\$250	- 6.0%	\$48	+ 9.1%
Q1-2020	\$230	+ 16.2%	\$39	+ 11.4%
Q2-2020	\$183	- 34.4%	\$29	- 34.1%
Q3-2020	\$391	+ 24.9%	\$70	- 6.7%
Q4-2020	\$399	+ 59.6%	\$81	+ 68.8%

Historical Dollar Volume of Closed Sales (in millions) by Month



Percent of Original List Price Received

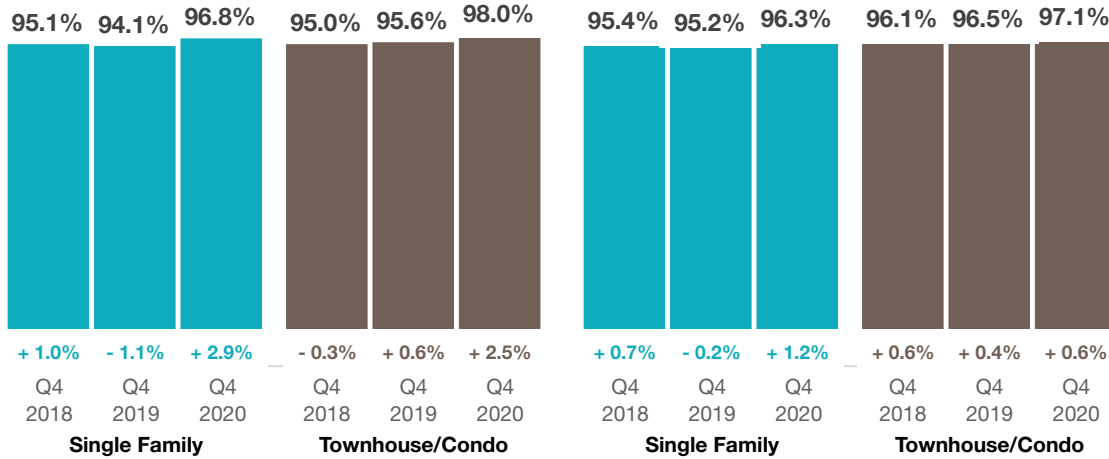
Percentage found when dividing a property's sales price by its original list price, then taking the average for all properties sold in a given month, not accounting for seller concessions.



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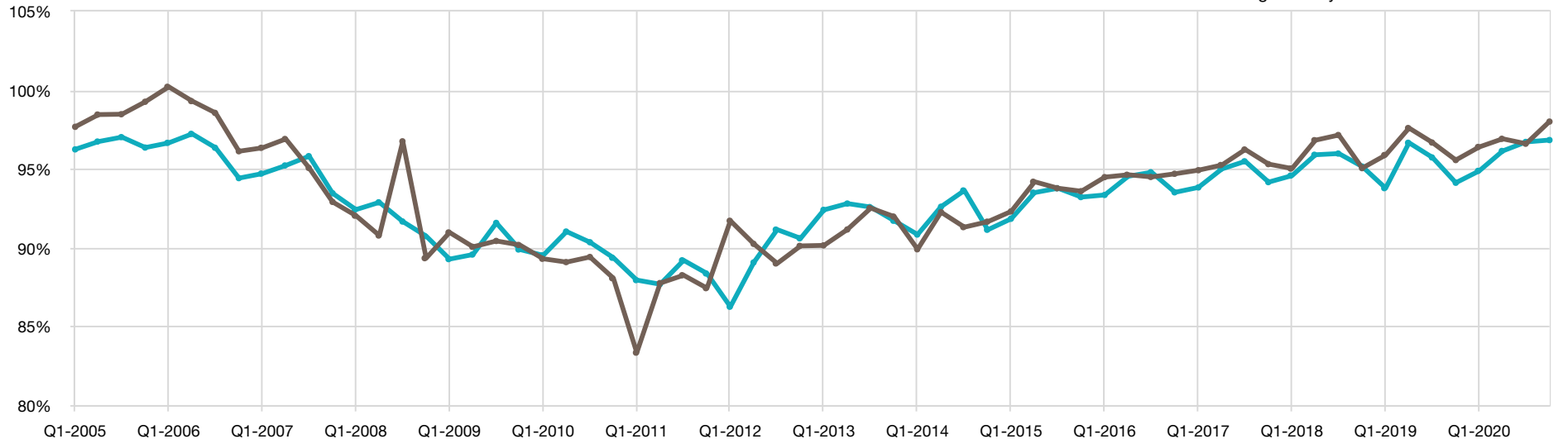
Q4-2020

Year to Date



Pct. of Orig. Price Received	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	94.6%	+ 0.9%	95.0%	+ 0.1%
Q2-2018	95.9%	+ 0.9%	96.8%	+ 1.7%
Q3-2018	96.0%	+ 0.5%	97.1%	+ 0.9%
Q4-2018	95.1%	+ 1.0%	95.0%	- 0.3%
Q1-2019	93.8%	- 0.8%	95.9%	+ 0.9%
Q2-2019	96.7%	+ 0.8%	97.6%	+ 0.8%
Q3-2019	95.7%	- 0.3%	96.7%	- 0.4%
Q4-2019	94.1%	- 1.1%	95.6%	+ 0.6%
Q1-2020	94.9%	+ 1.2%	96.4%	+ 0.5%
Q2-2020	96.1%	- 0.6%	96.9%	- 0.7%
Q3-2020	96.7%	+ 1.0%	96.6%	- 0.1%
Q4-2020	96.8%	+ 2.9%	98.0%	+ 2.5%

Historical Percent of Original List Price Received by Month



Housing Affordability Index

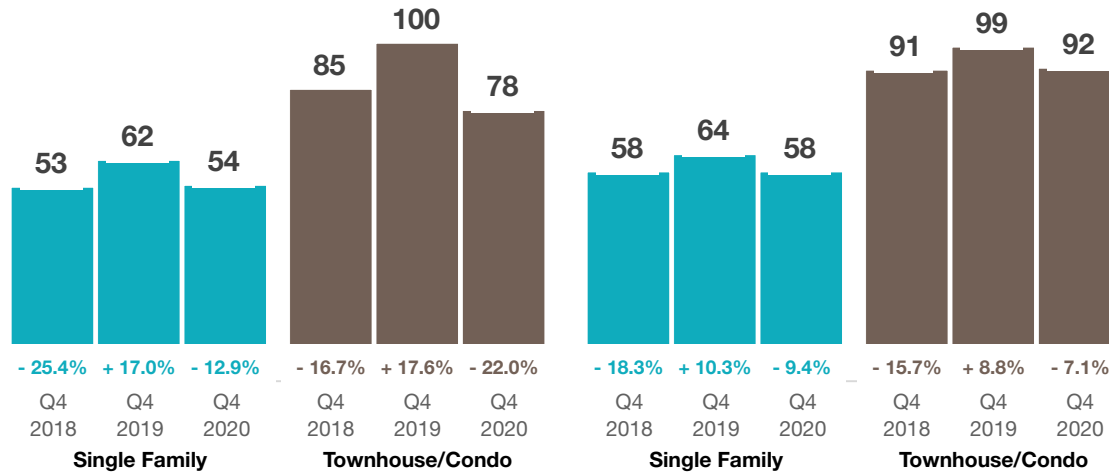
This index measures housing affordability for the region. For example, an index of 120 means the median household income is 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. A higher number means greater affordability.



Santa Fe City & Santa Fe County

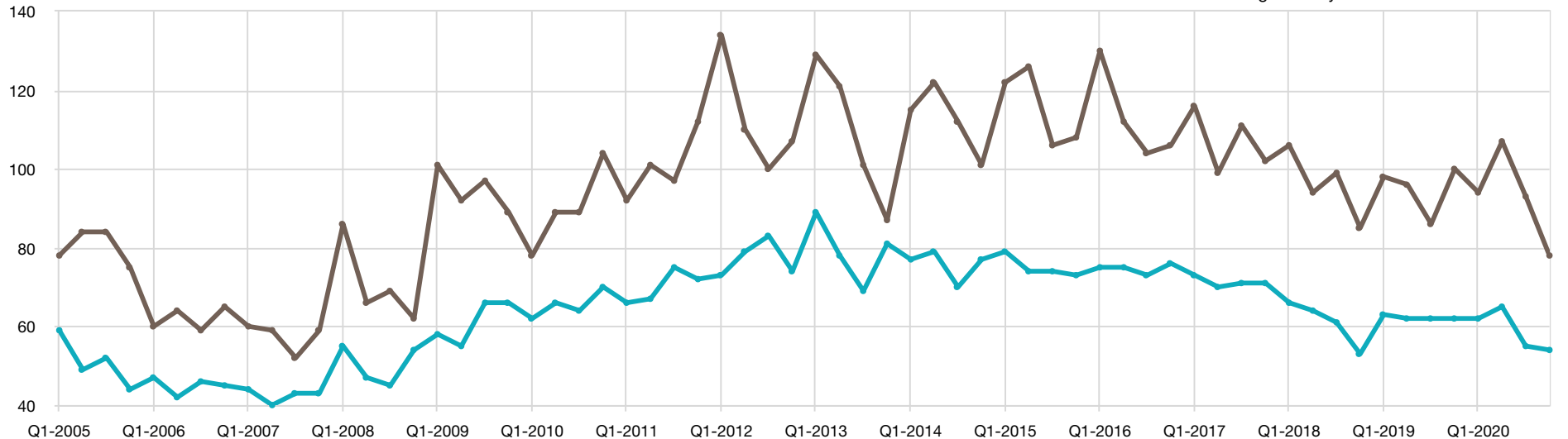
Q4-2020

Year to Date



Affordability Index	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	66	- 9.6%	106	- 8.6%
Q2-2018	64	- 8.6%	94	- 5.1%
Q3-2018	61	- 14.1%	99	- 10.8%
Q4-2018	53	- 25.4%	85	- 16.7%
Q1-2019	63	- 4.5%	98	- 7.5%
Q2-2019	62	- 3.1%	96	+ 2.1%
Q3-2019	62	+ 1.6%	86	- 13.1%
Q4-2019	62	+ 17.0%	100	+ 17.6%
Q1-2020	62	- 1.6%	94	- 4.1%
Q2-2020	65	+ 4.8%	107	+ 11.5%
Q3-2020	55	- 11.3%	93	+ 8.1%
Q4-2020	54	- 12.9%	78	- 22.0%

Historical Housing Affordability Index by Month



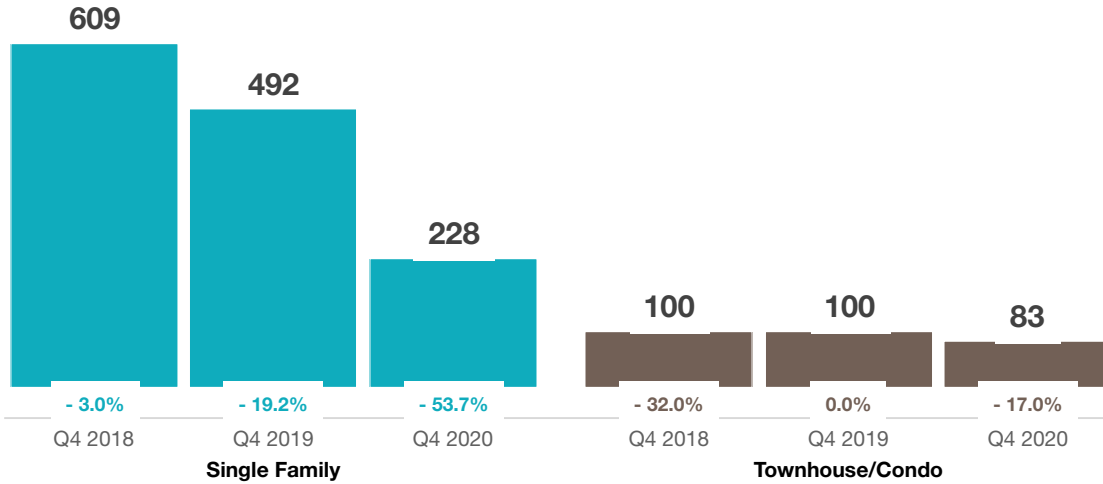
Inventory of Homes for Sale

The number of properties available for sale in active status at the end of a given month.



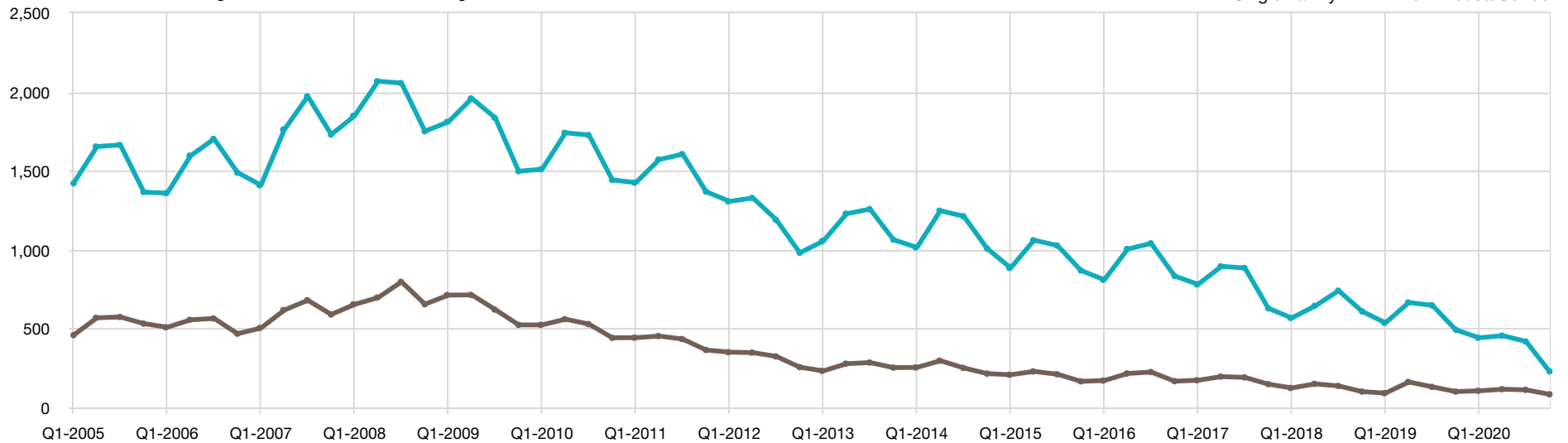
Santa Fe City & Santa Fe County

Q4-2020



Homes for Sale	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	567	- 27.3%	123	- 28.5%
Q2-2018	643	- 28.1%	149	- 23.6%
Q3-2018	740	- 16.3%	136	- 28.4%
Q4-2018	609	- 3.0%	100	- 32.0%
Q1-2019	536	- 5.5%	90	- 26.8%
Q2-2019	665	+ 3.4%	161	+ 8.1%
Q3-2019	647	- 12.6%	130	- 4.4%
Q4-2019	492	- 19.2%	100	0.0%
Q1-2020	441	- 17.7%	105	+ 16.7%
Q2-2020	455	- 31.6%	115	- 28.6%
Q3-2020	418	- 35.4%	111	- 14.6%
Q4-2020	228	- 53.7%	83	- 17.0%

Historical Inventory of Homes for Sale by Month



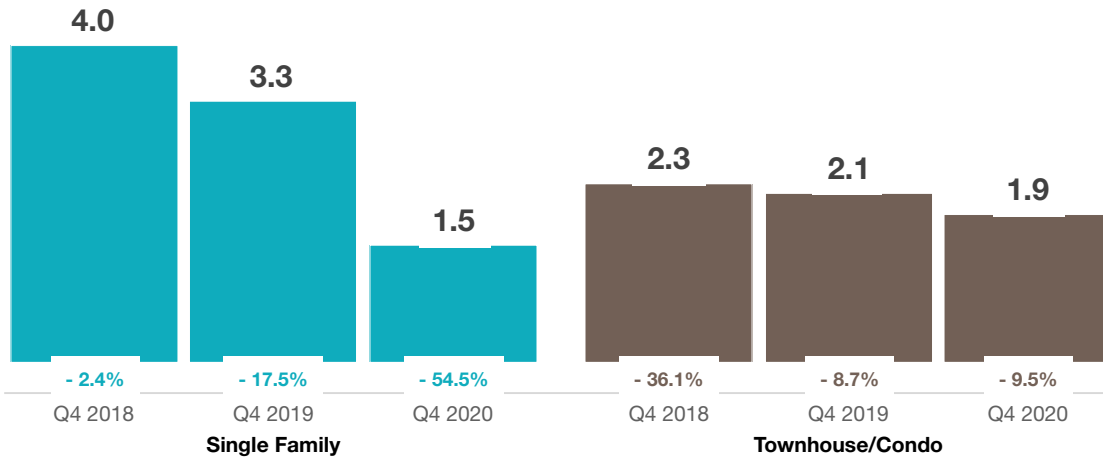
Months Supply of Inventory

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.



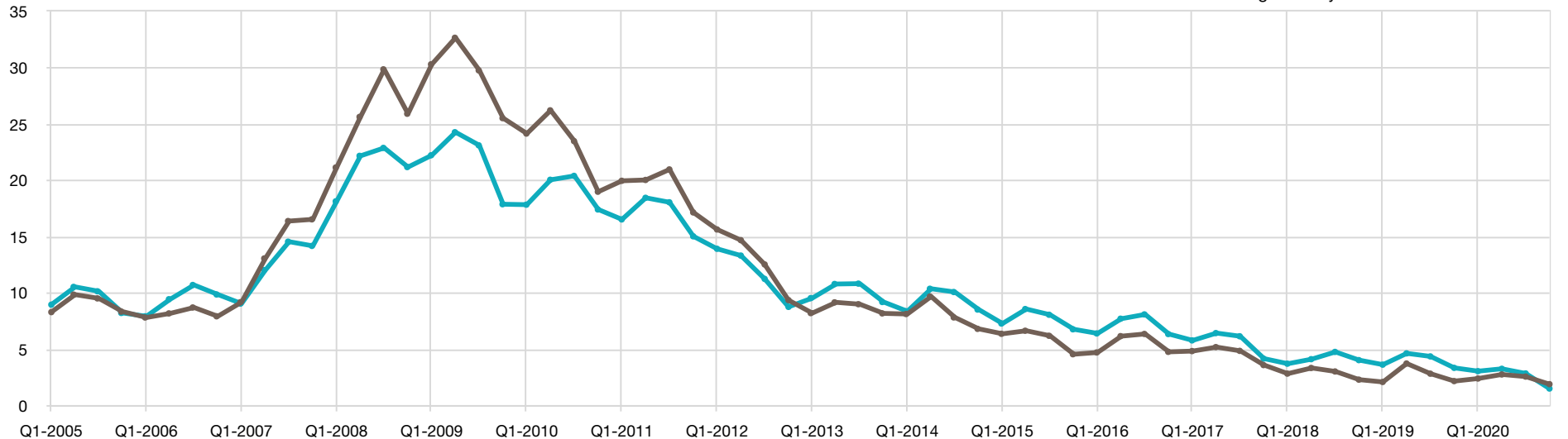
Santa Fe City & Santa Fe County

Q4-2020



Months Supply	Single Family	Year-Over-Year Change	Townhouse / Condo	Year-Over-Year Change
Q1-2018	3.7	- 35.1%	2.8	- 41.7%
Q2-2018	4.1	- 35.9%	3.3	- 36.5%
Q3-2018	4.7	- 23.0%	3.0	- 37.5%
Q4-2018	4.0	- 2.4%	2.3	- 36.1%
Q1-2019	3.6	- 2.7%	2.1	- 25.0%
Q2-2019	4.6	+ 12.2%	3.7	+ 12.1%
Q3-2019	4.3	- 8.5%	2.8	- 6.7%
Q4-2019	3.3	- 17.5%	2.1	- 8.7%
Q1-2020	3.0	- 16.7%	2.4	+ 14.3%
Q2-2020	3.2	- 30.4%	2.7	- 27.0%
Q3-2020	2.8	- 34.9%	2.5	- 10.7%
Q4-2020	1.5	- 54.5%	1.9	- 9.5%

Historical Months Supply of Inventory by Month



All Properties Overview

Key metrics for current quarter and for year-to-date (YTD) starting from the first of the year. Includes all Single Family, Condo and Townhome listings in the MLS.



Santa Fe City & Santa Fe County

Key Metrics	Historical Sparkbars	Q4-2019	Q4-2020	% Change	YTD Q4 2019	YTD Q4 2020	% Change
New Listings		464	548	+ 18.1%	2,824	2,675	- 5.3%
Pending Sales		481	569	+ 18.3%	2,348	2,398	+ 2.1%
Closed Sales		569	733	+ 28.8%	2,358	2,371	+ 0.6%
Days on Market Until Sale		63	52	- 17.5%	63	55	- 12.7%
Median Sales Price		\$395,000	\$495,000	+ 25.3%	\$400,000	\$457,500	+ 14.4%
Dollar Volume of Closed Sales (in millions)		\$298	\$480	+ 61.1%	\$1,243	\$1,421	+ 14.3%
Percent of Original List Price Received		94.5%	97.1%	+ 2.8%	95.5%	96.4%	+ 0.9%
Housing Affordability Index		71	59	- 16.9%	70	64	- 8.6%
Inventory of Homes for Sale		592	311	- 47.5%	—	—	—
Months Supply of Inventory		3.0	1.6	- 46.7%	—	—	—