

Quarterly Indicators

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



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 in the Santa Fe region increased 16.0 percent to 748. Pending Sales were up 24.4 percent to 791. Inventory levels fell 44.4 percent to 527 units.

The Median Sales Price increased 23.4 percent to \$450,000. Days on Market was down 13.9 percent to 59 days. Sellers were encouraged as Months Supply of Inventory was down 47.9 percent to 1.9 months.

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

+ 28.6% **+ 23.4%** **- 44.4%**

Change in **Closed Sales** Change in **Median Sales Price** Change in **Inventory**

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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	Q4 2019	Q4 2020	+ / -	YTD Q4 2019	YTD Q4 2020	+ / -
New Listings		645	748	+ 16.0%	3,795	3,636	- 4.2%
Pending Sales		636	791	+ 24.4%	3,058	3,261	+ 6.6%
Closed Sales		763	981	+ 28.6%	3,051	3,168	+ 3.8%
Days on Market Until Sale		68	59	- 13.9%	66	62	- 5.9%
Median Sales Price		\$364,750	\$450,000	+ 23.4%	\$375,000	\$420,000	+ 12.0%
Average Sales Price		\$473,153	\$590,627	+ 24.8%	\$482,026	\$541,932	+ 12.4%
Percent of Original List Price Received		95.0%	97.3%	+ 2.4%	95.9%	96.7%	+ 0.8%
Housing Affordability Index		83	77	- 7.2%	83	79	- 4.6%
Inventory of Homes for Sale		948	527	- 44.4%	--	--	--
Months Supply of Homes for Sale		3.7	1.9	- 47.9%	--	--	--

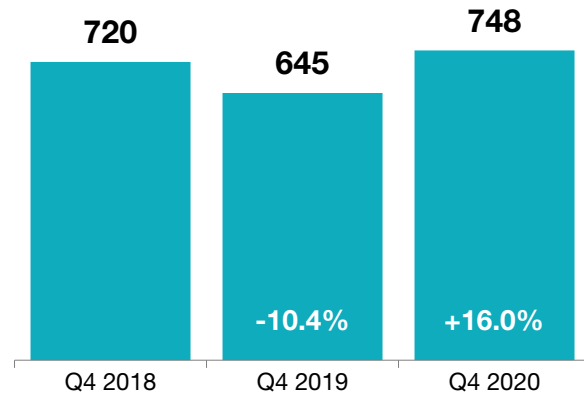
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New Listings

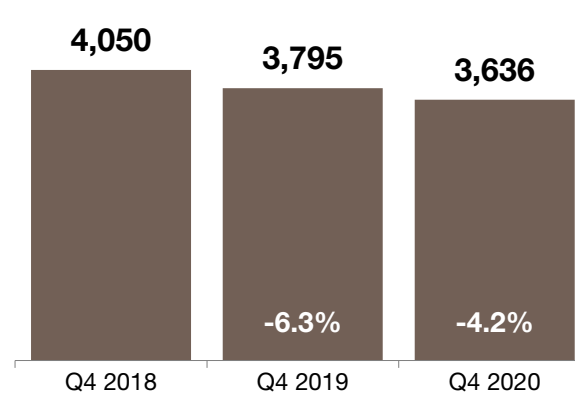
A count of the properties that have been newly listed on the market in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

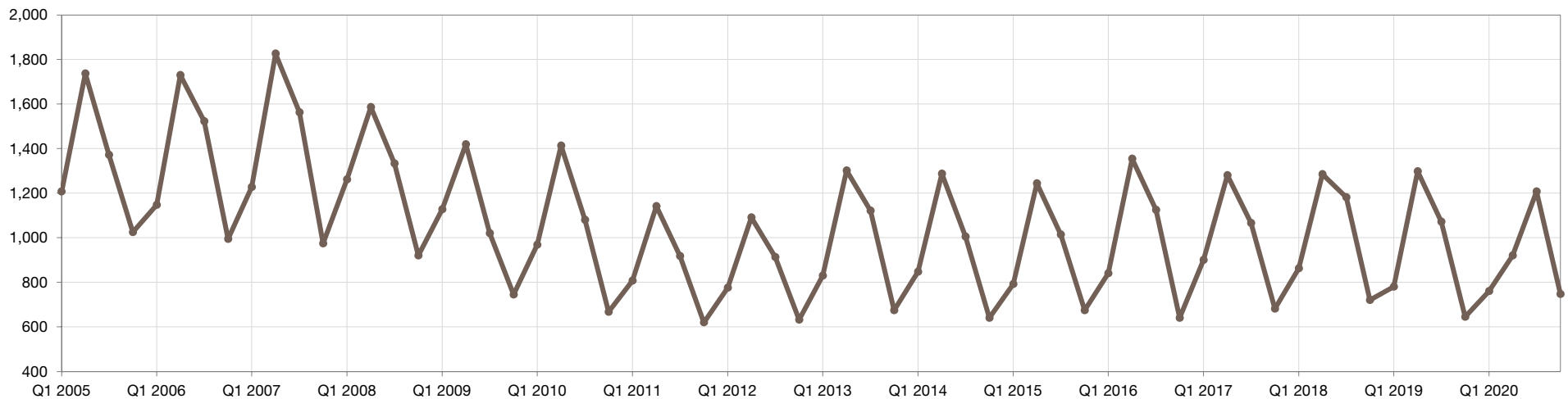


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	780	761	-2.4%
Q2 2020	1,298	920	-29.1%
Q3 2020	1,072	1,207	+12.6%
Q4 2020	645	748	+16.0%
12-Month Avg	949	909	-4.2%

Historical New Listing Activity



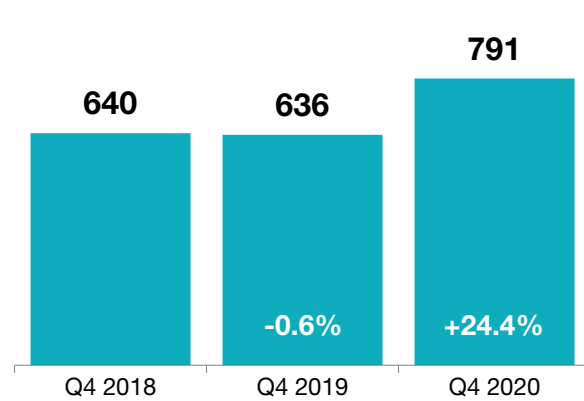
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Pending Sales

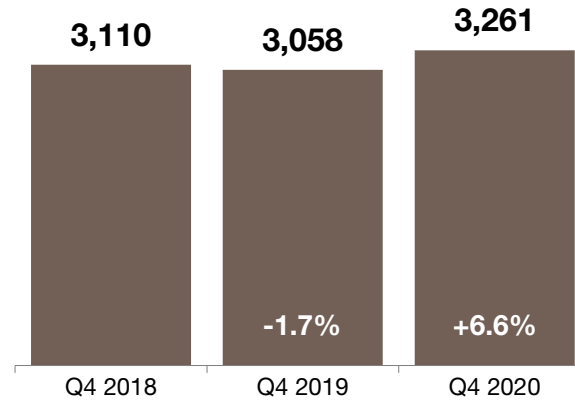
A count of the properties on which contracts have been accepted in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

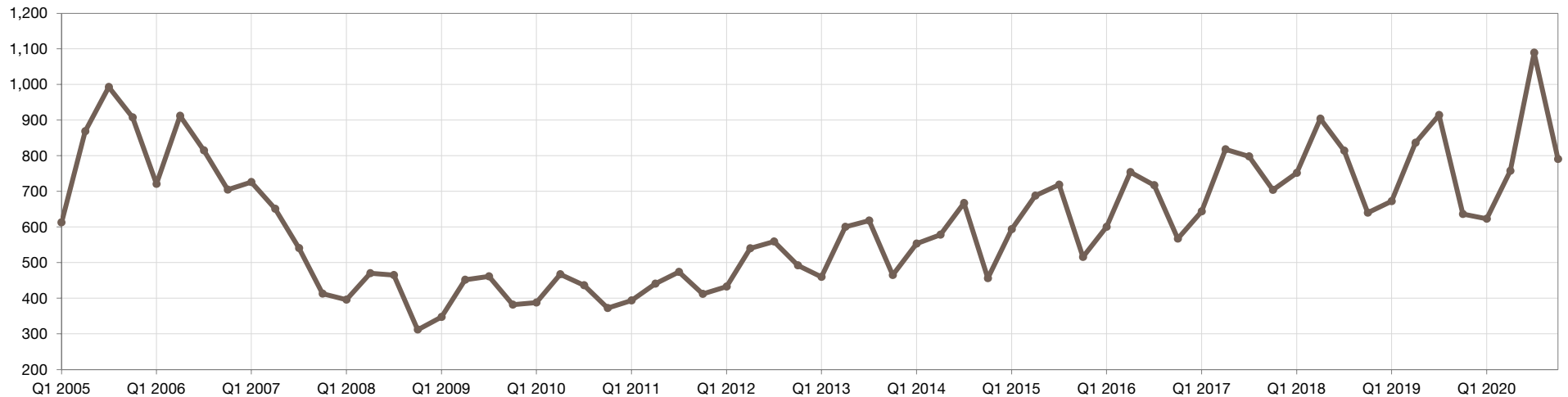


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	672	623	-7.3%
Q2 2020	836	758	-9.3%
Q3 2020	914	1,089	+19.1%
Q4 2020	636	791	+24.4%
12-Month Avg	765	815	+6.6%

Historical Pending Sales Activity



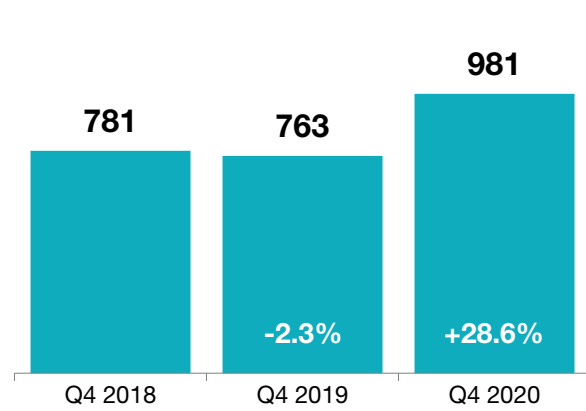
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Closed Sales

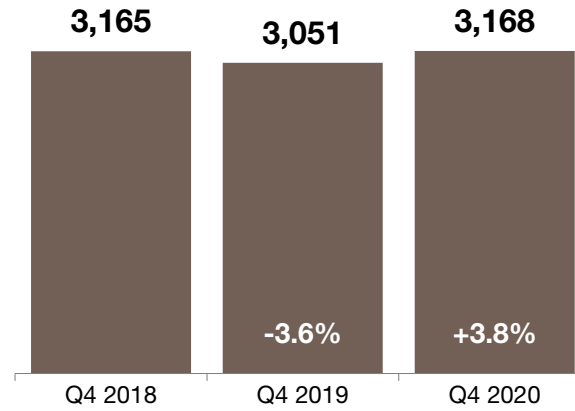
A count of the actual sales that have closed in a given quarter.
Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

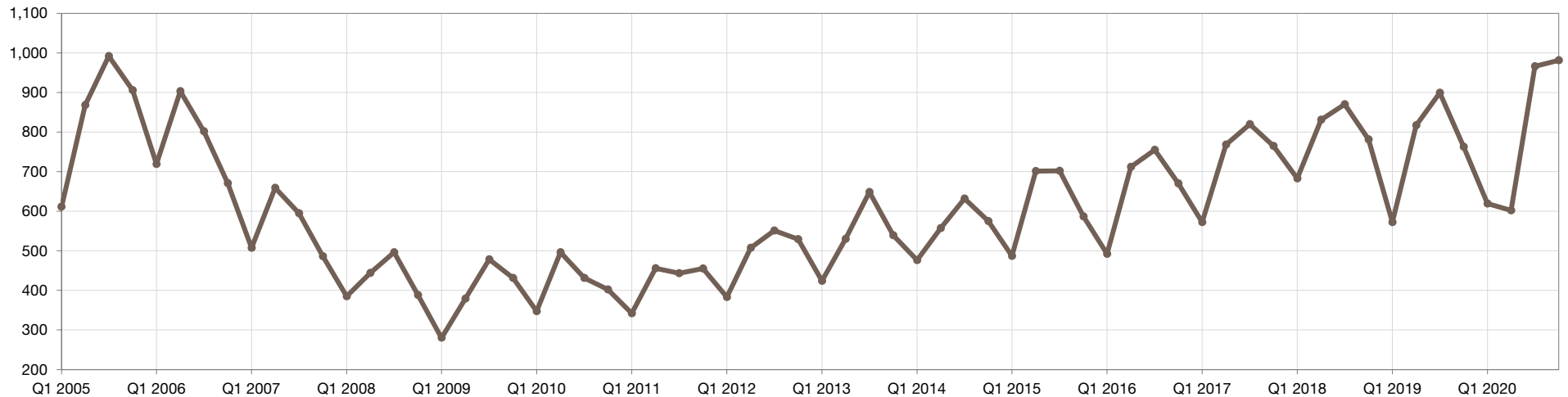


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	572	619	+8.2%
Q2 2020	817	602	-26.3%
Q3 2020	899	966	+7.5%
Q4 2020	763	981	+28.6%
12-Month Avg	763	792	+4.5%

Historical Closed Sales Activity



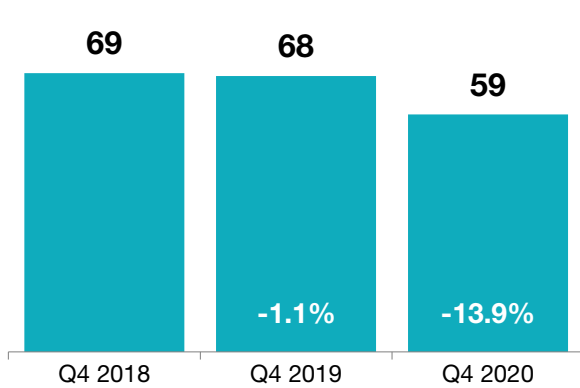
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Days on Market Until Sale

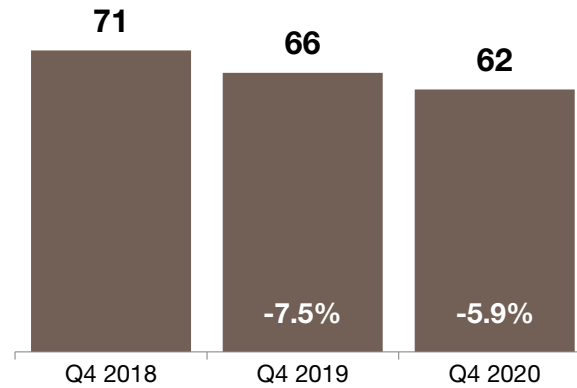
Average number of days between when a property is first listed and when an offer is accepted. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

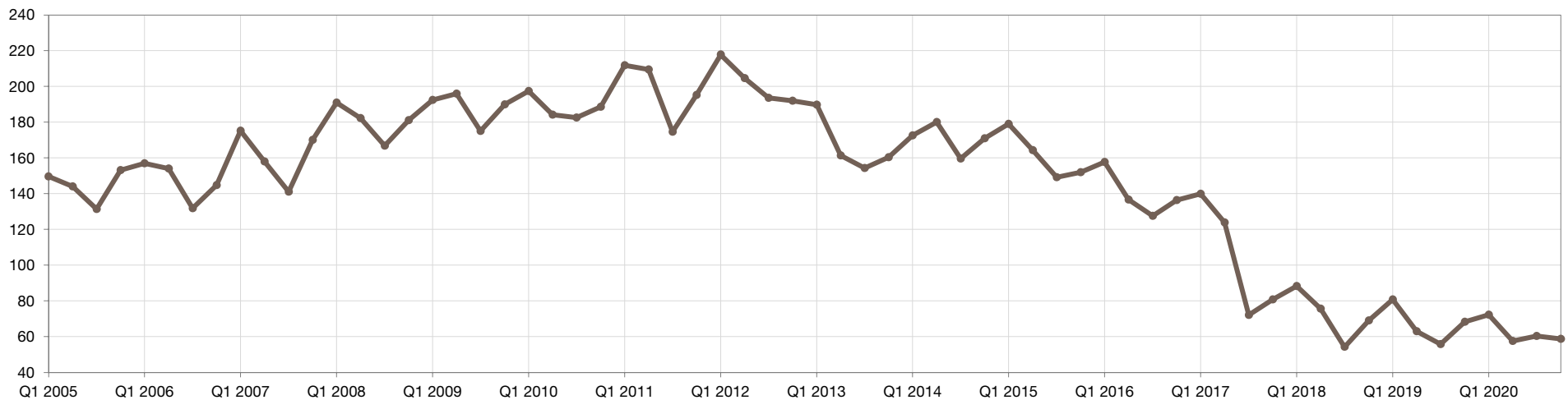


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	81	72	-10.6%
Q2 2020	63	58	-8.7%
Q3 2020	56	60	+8.1%
Q4 2020	68	59	-13.9%
12-Month Avg	66	62	-5.9%

Historical Days on Market Until Sale



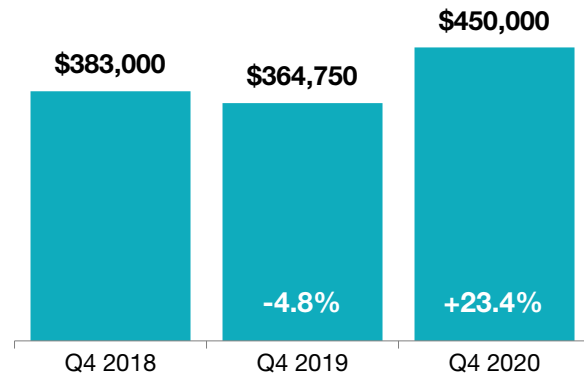
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Median Sales Price

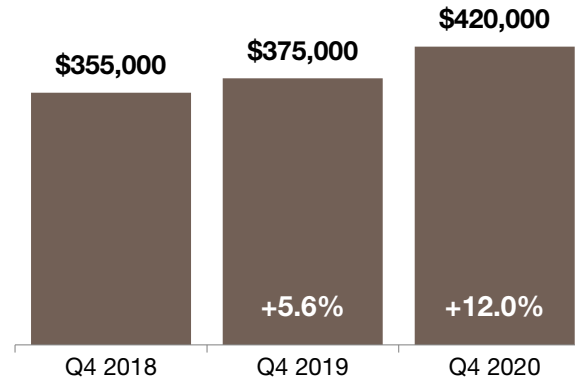
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

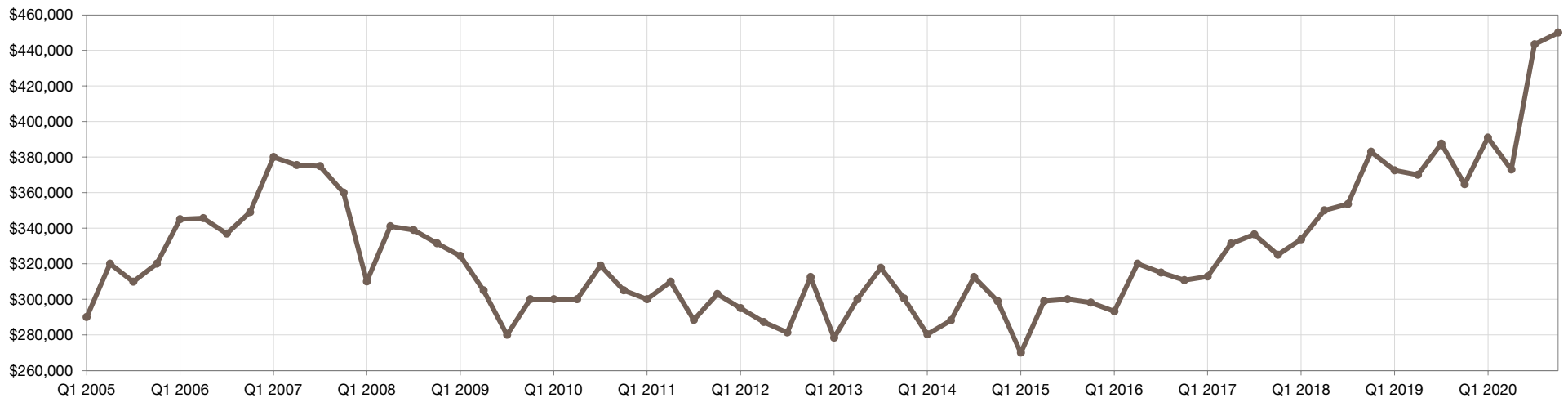


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	\$372,500	\$391,000	+5.0%
Q2 2020	\$370,000	\$373,000	+0.8%
Q3 2020	\$387,500	\$443,500	+14.5%
Q4 2020	\$364,750	\$450,000	+23.4%
12-Month Med	\$375,000	\$420,000	+12.0%

Historical Median Sales Price



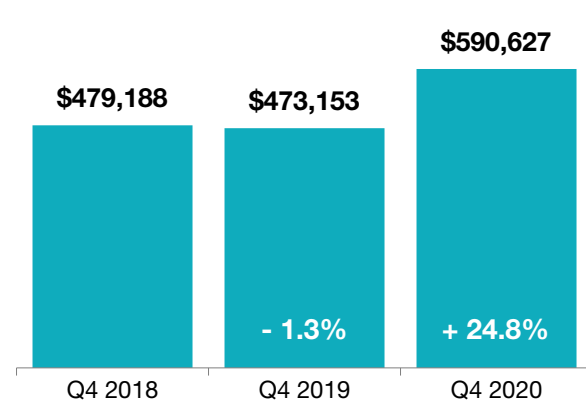
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Average Sales Price

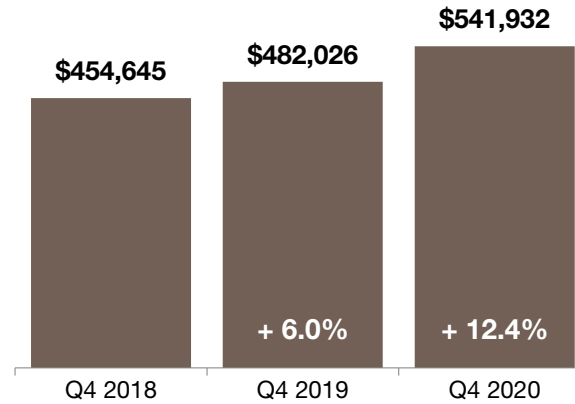
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

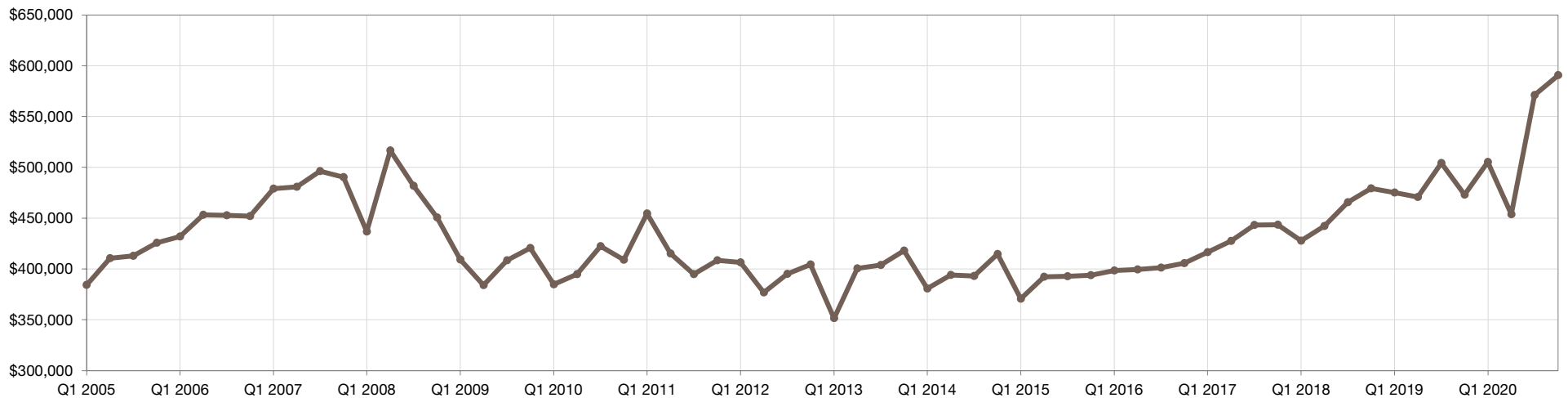


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	\$475,121	\$505,105	+6.3%
Q2 2020	\$470,755	\$453,654	-3.6%
Q3 2020	\$504,185	\$571,063	+13.3%
Q4 2020	\$473,153	\$590,627	+24.8%
12-Month Avg	\$482,026	\$541,932	+12.4%

Historical Average Sales Price



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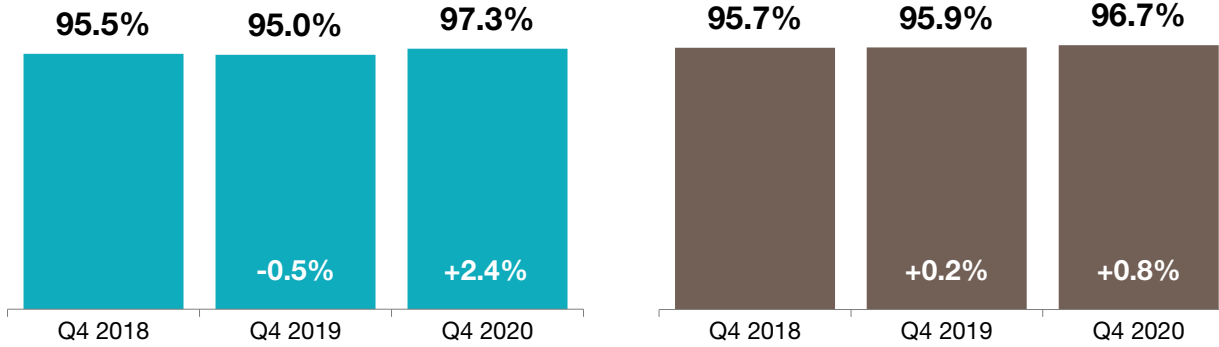
Percent of Original List Price Received

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.



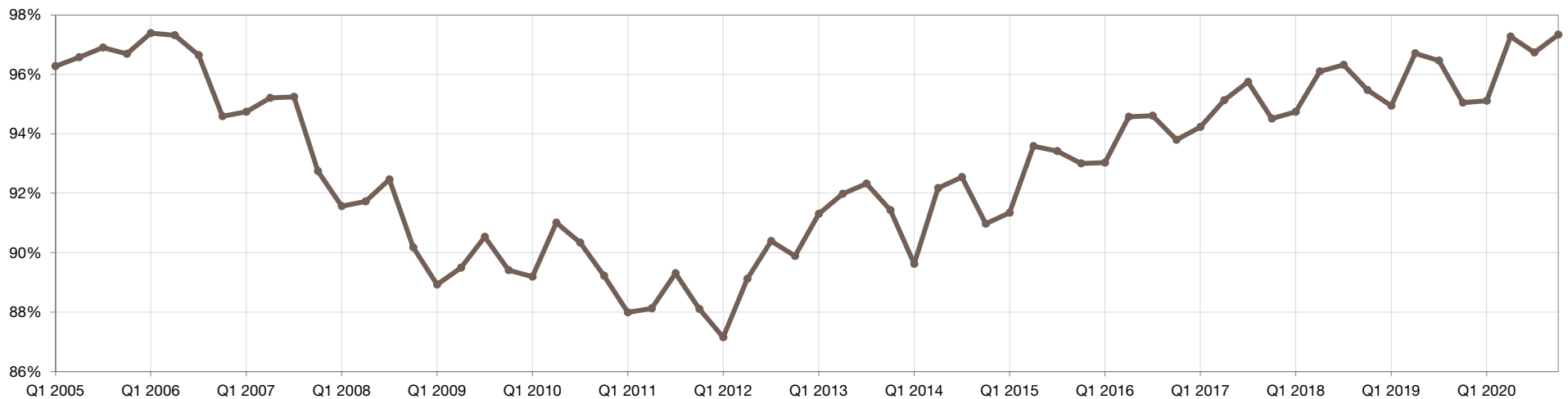
4th Quarter

Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	94.9%	95.1%	+0.2%
Q2 2020	96.7%	97.3%	+0.6%
Q3 2020	96.5%	96.7%	+0.3%
Q4 2020	95.0%	97.3%	+2.4%
12-Month Avg	95.9%	96.7%	+0.8%

Historical Percent of Original List Price Received



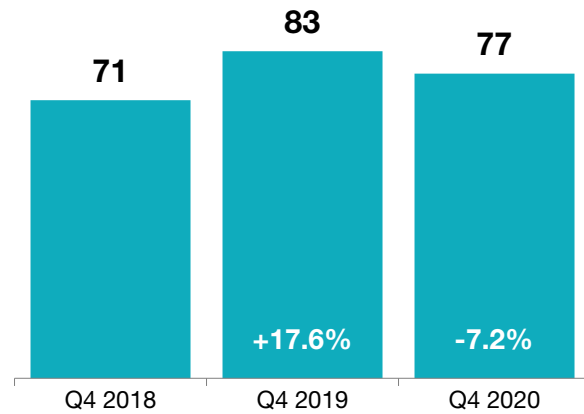
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Housing Affordability Index

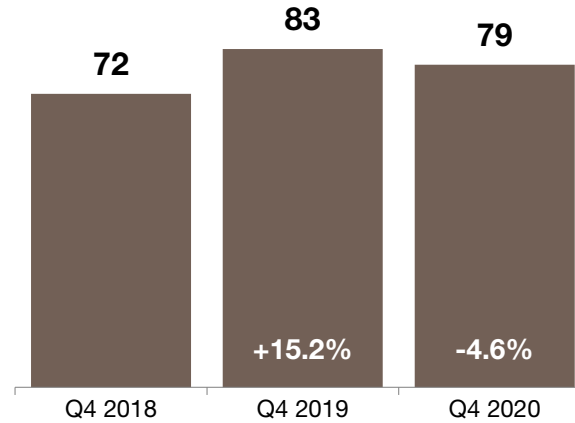
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



4th Quarter

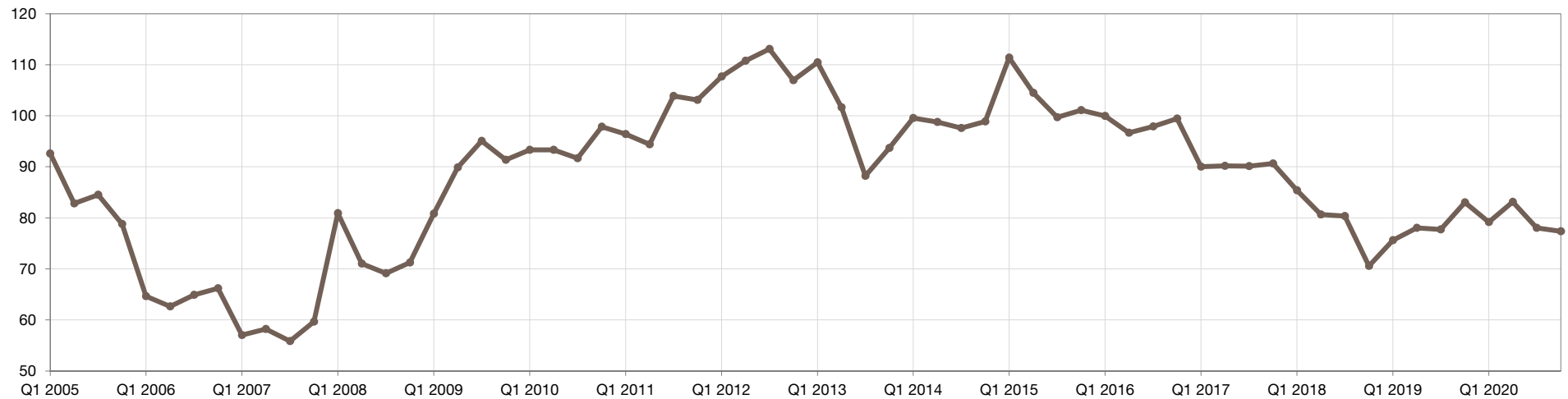


Year To Date



Quarter	Prior Year	Current Year	+ / -
Q1 2020	71	79	+11.3%
Q2 2020	85	83	-2.4%
Q3 2020	81	78	-3.7%
Q4 2020	83	77	-7.2%
12-Month Avg	80	79	-1.3%

Historical Housing Affordability Index



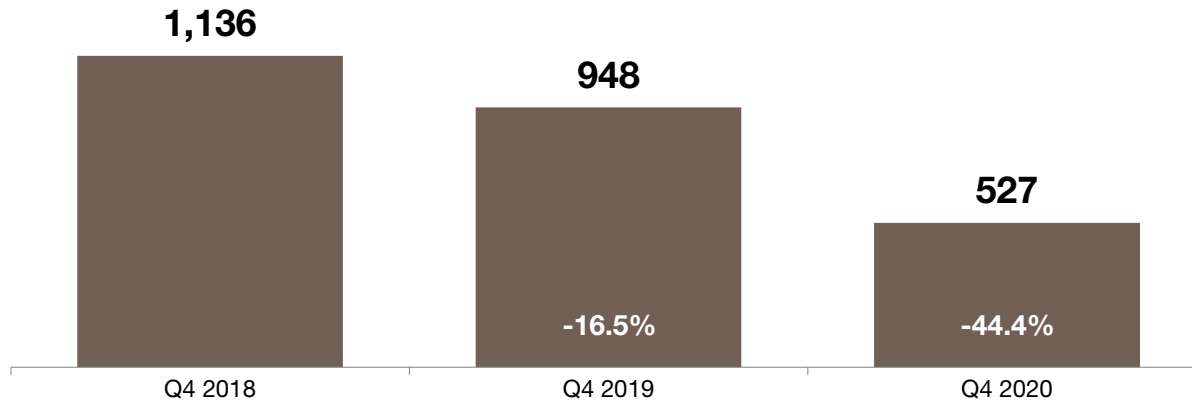
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Inventory of Homes for Sale

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.

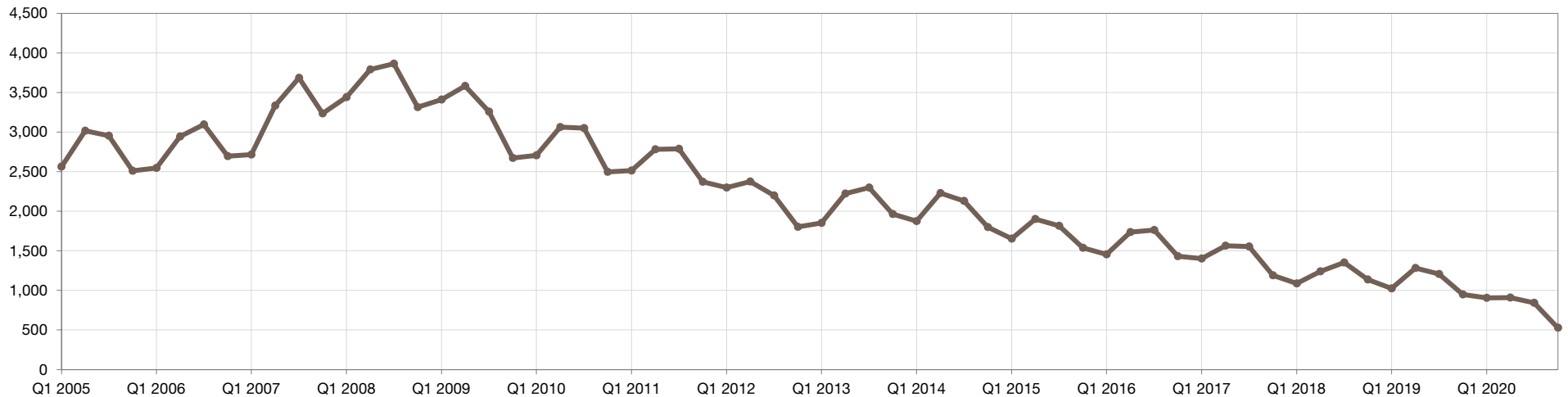


4th Quarter



Quarter	Prior Year	Current Year	+ / -
Q1 2020	1,023	905	-11.5%
Q2 2020	1,281	909	-29.0%
Q3 2020	1,205	842	-30.1%
Q4 2020	948	527	-44.4%
12-Month Avg	1,114	796	-28.6%

Historical Inventory of Homes for Sale



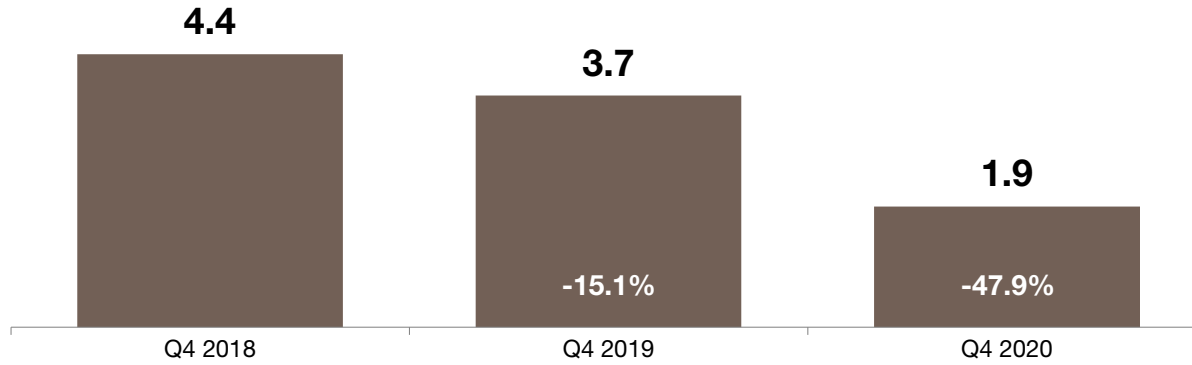
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Months Supply of Inventory

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.

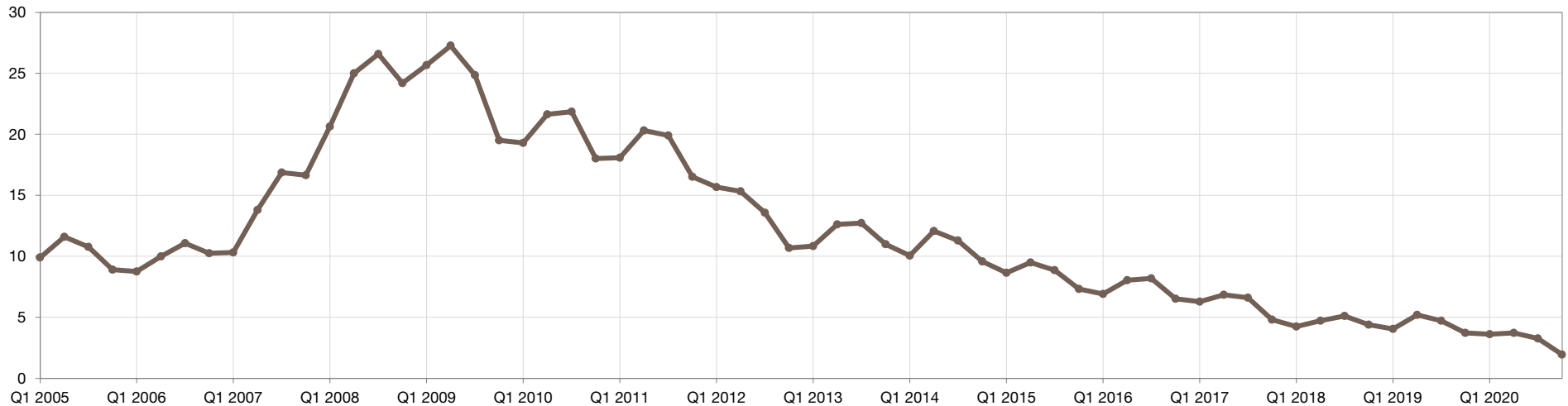


4th Quarter



Quarter	Prior Year	Current Year	+ / -
Q1 2020	4.1	3.6	-10.9%
Q2 2020	5.2	3.7	-28.3%
Q3 2020	4.7	3.3	-31.1%
Q4 2020	3.7	1.9	-47.9%
12-Month Avg	0.0	0.0	0.0

Historical Months Supply of Inventory



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