

Quarterly Indicators

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



Q4 2021

Q4 picked up where last quarter left off to finish the year strong, capping a record-breaking year for the real estate industry. Nationally, existing home sales grew month after month this quarter, despite rising sales prices and increasing mortgage interest rates, as buyers move to lock in their home purchases before the end of the year. New listings have also increased, albeit slowly, and builders are working steadily to add much needed supply to an ultra-competitive housing environment.

New Listings in the Santa Fe region decreased 7.6 percent to 722. Pending Sales remained flat at 785. Inventory levels fell 53.6 percent to 302 units.

The Median Sales Price increased 11.0 percent to \$500,000. Days on Market was down 43.4 percent to 33 days. Sellers were encouraged as Months Supply of Inventory was down 57.2 percent to 1.0 months.

The Federal Reserve recently announced the tapering of their bond buying program, set to end in March 2022, with a series of interest rate increases to follow. Lawrence Yun, chief economist at the National Association of REALTORS®, expects mortgage interest rates will reach 3.7% by the end of 2022, and high sales prices, coupled with increasing down payment amounts, will further decrease affordability, which may leave many first-time home buyers unable to compete. But rising interest rates may also serve to help cool buyer demand, which would likely mean a greater selection of homes for potential buyers.

Quick Facts

| | | |
|----------------------------------|--|-------------------------------|
| - 7.9% | + 11.0% | - 53.6% |
| 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 2020 | Q4 2021 | + / - | YTD Q4 2020 | YTD Q4 2021 | + / - |
|--|-----------------------|-----------|------------------|---------|-------------|------------------|---------|
| New Listings | | 781 | 722 | - 7.6% | 3,696 | 3,834 | + 3.7% |
| Pending Sales | | 785 | 785 | 0.0% | 3,279 | 3,555 | + 8.4% |
| Closed Sales | | 1,003 | 924 | - 7.9% | 3,190 | 3,556 | + 11.5% |
| Days on Market Until Sale | | 58 | 33 | - 43.4% | 61 | 40 | - 34.0% |
| Median Sales Price | | \$450,400 | \$500,000 | + 11.0% | \$421,000 | \$472,268 | + 12.2% |
| Average Sales Price | | \$589,416 | \$650,099 | + 10.3% | \$541,994 | \$625,990 | + 15.5% |
| Percent of Original List Price Received | | 97.4% | 98.4% | + 1.0% | 96.7% | 98.9% | + 2.2% |
| Housing Affordability Index | | 77 | 64 | - 16.9% | 79 | 68 | - 14.0% |
| Inventory of Homes for Sale | | 651 | 302 | - 53.6% | -- | -- | -- |
| Months Supply of Homes for Sale | | 2.4 | 1.0 | - 57.2% | -- | -- | -- |

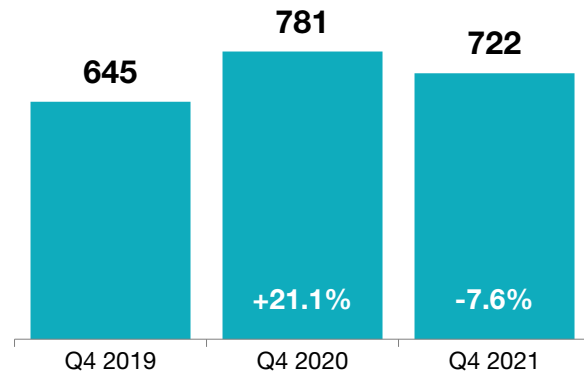
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New Listings

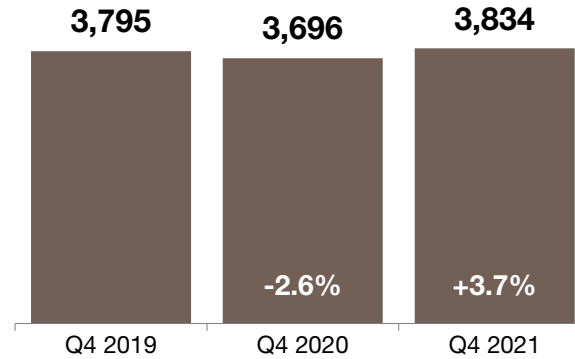
A count of the properties that have been newly listed on the market in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

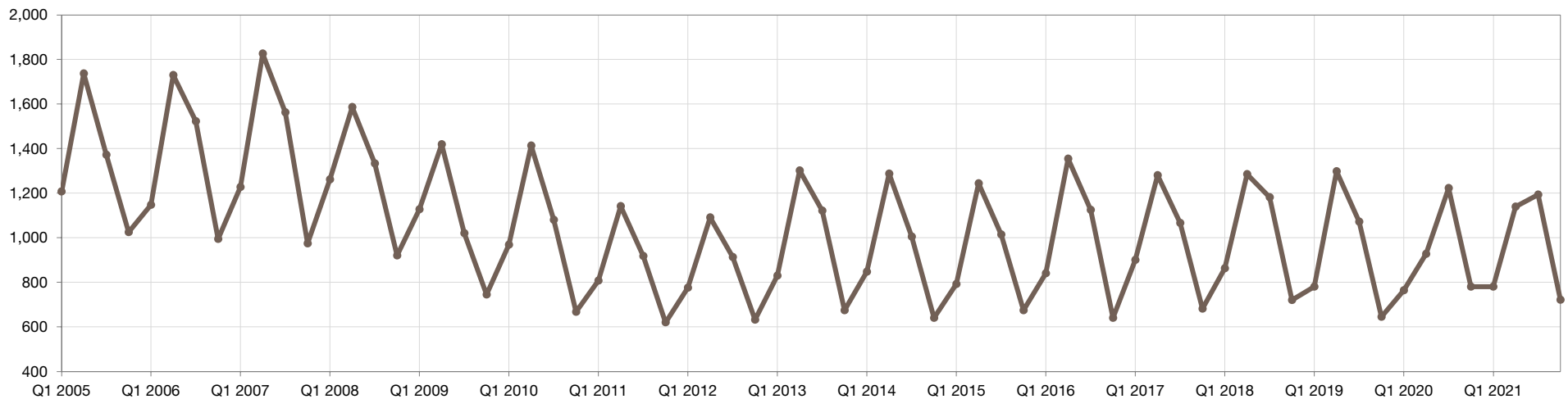


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| Q1 2021 | 764 | 780 | +2.1% |
| Q2 2021 | 928 | 1,139 | +22.7% |
| Q3 2021 | 1,223 | 1,193 | -2.5% |
| Q4 2021 | 781 | 722 | -7.6% |
| 12-Month Avg | 924 | 959 | +3.7% |

Historical New Listing Activity



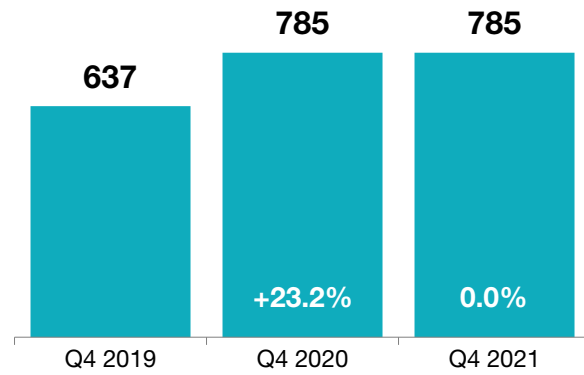
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Pending Sales

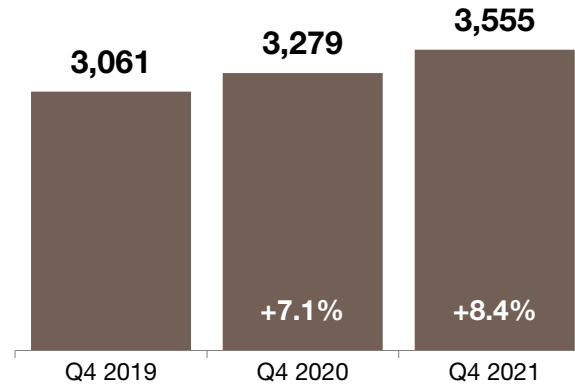
A count of the properties on which contracts have been accepted in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

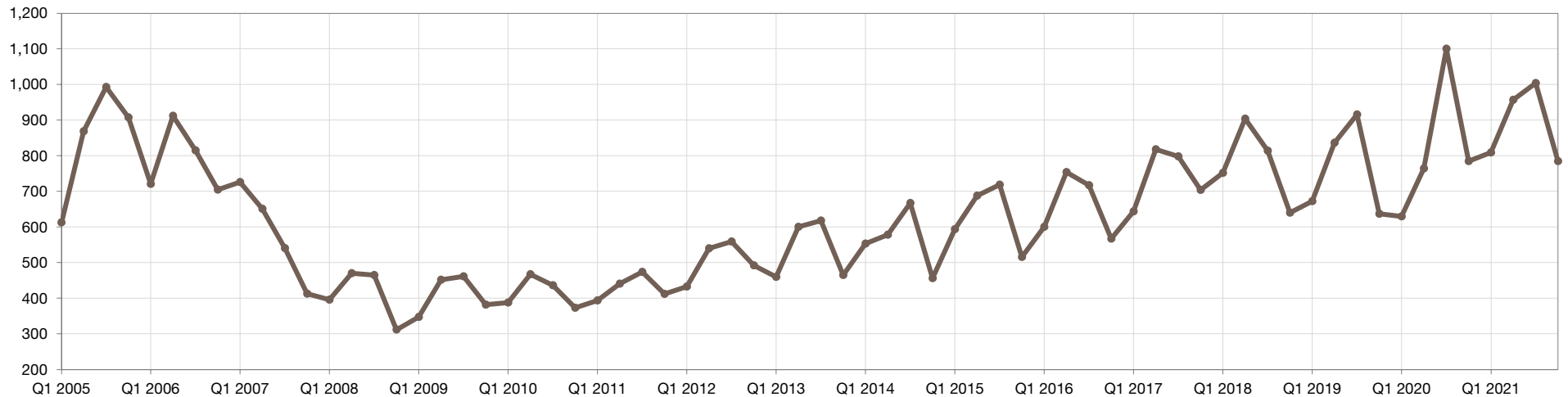


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|--------------|
| Q1 2021 | 630 | 809 | +28.4% |
| Q2 2021 | 764 | 957 | +25.3% |
| Q3 2021 | 1,100 | 1,004 | -8.7% |
| Q4 2021 | 785 | 785 | 0.0% |
| 12-Month Avg | 820 | 889 | +8.4% |

Historical Pending Sales Activity



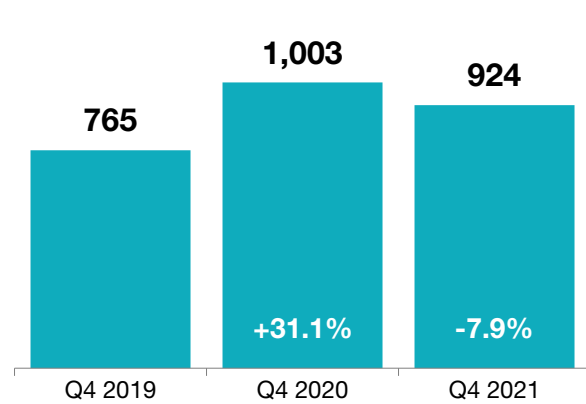
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Closed Sales

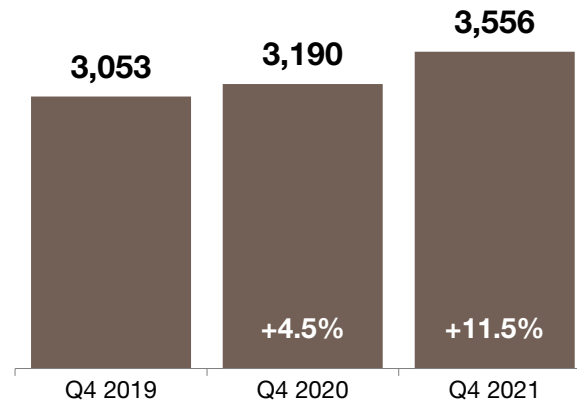
A count of the actual sales that have closed in a given quarter.
Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

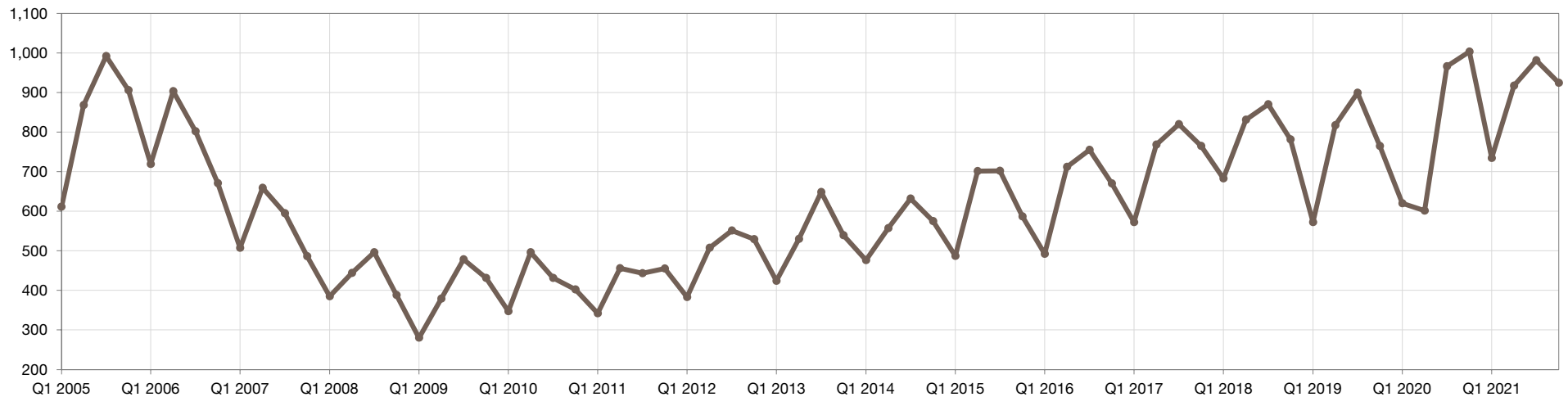


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| Q1 2021 | 620 | 734 | +18.4% |
| Q2 2021 | 601 | 917 | +52.6% |
| Q3 2021 | 966 | 981 | +1.6% |
| Q4 2021 | 1,003 | 924 | -7.9% |
| 12-Month Avg | 798 | 889 | +16.2% |

Historical Closed Sales Activity



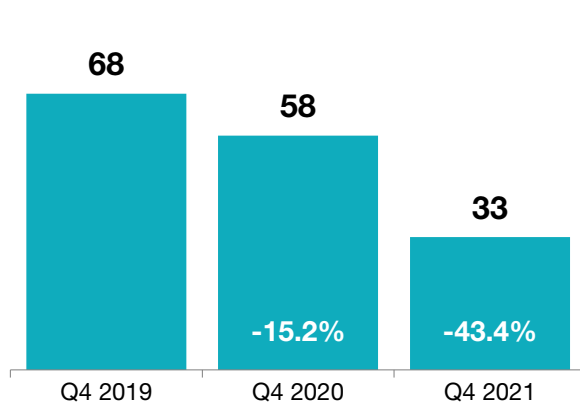
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Days on Market Until Sale

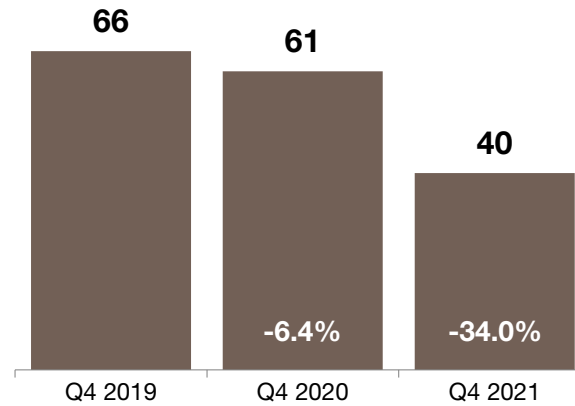
Average number of days between when a property is first listed and when an offer is accepted. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

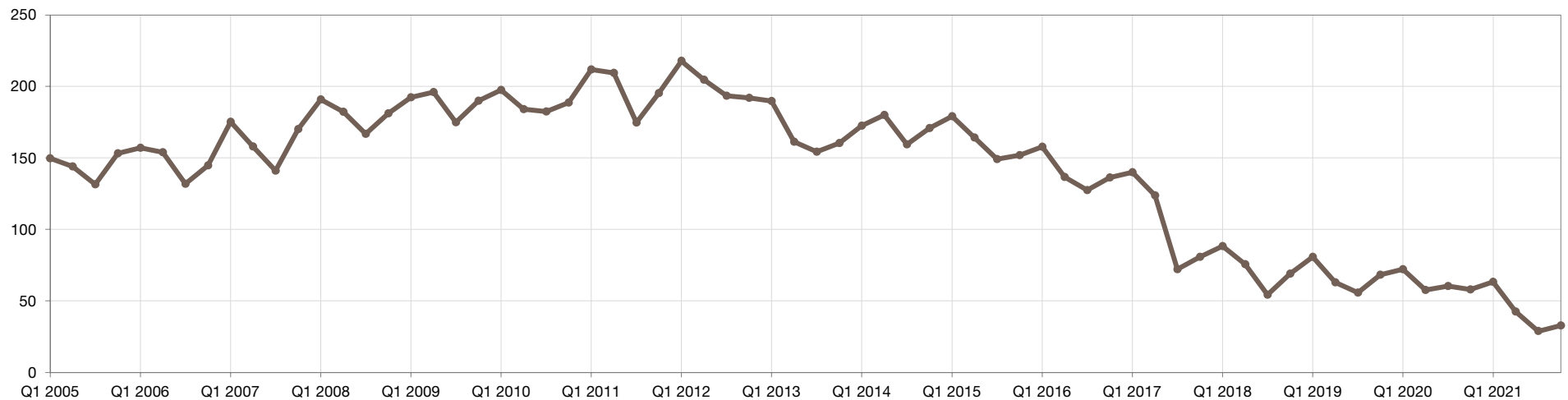


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| Q1 2021 | 72 | 63 | -12.3% |
| Q2 2021 | 58 | 42 | -26.3% |
| Q3 2021 | 60 | 29 | -52.2% |
| Q4 2021 | 58 | 33 | -43.4% |
| 12-Month Avg | 61 | 40 | -34.0% |

Historical Days on Market Until Sale



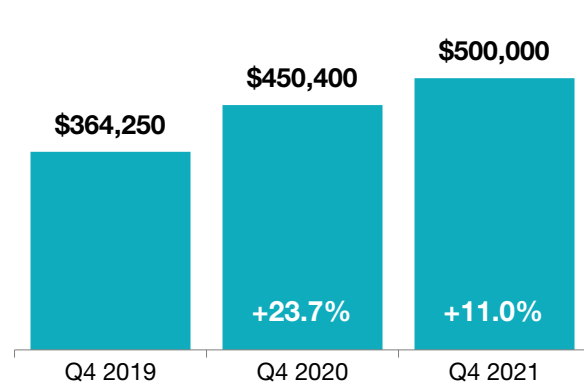
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Median Sales Price

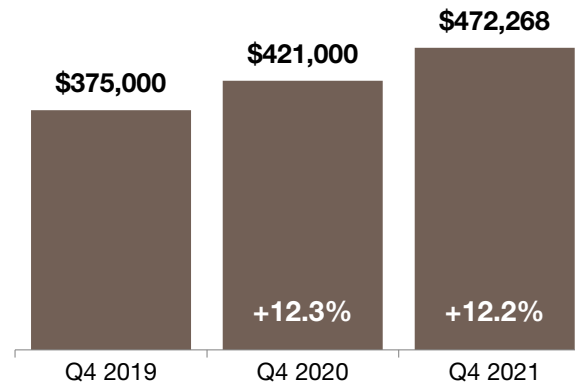
Median price point for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

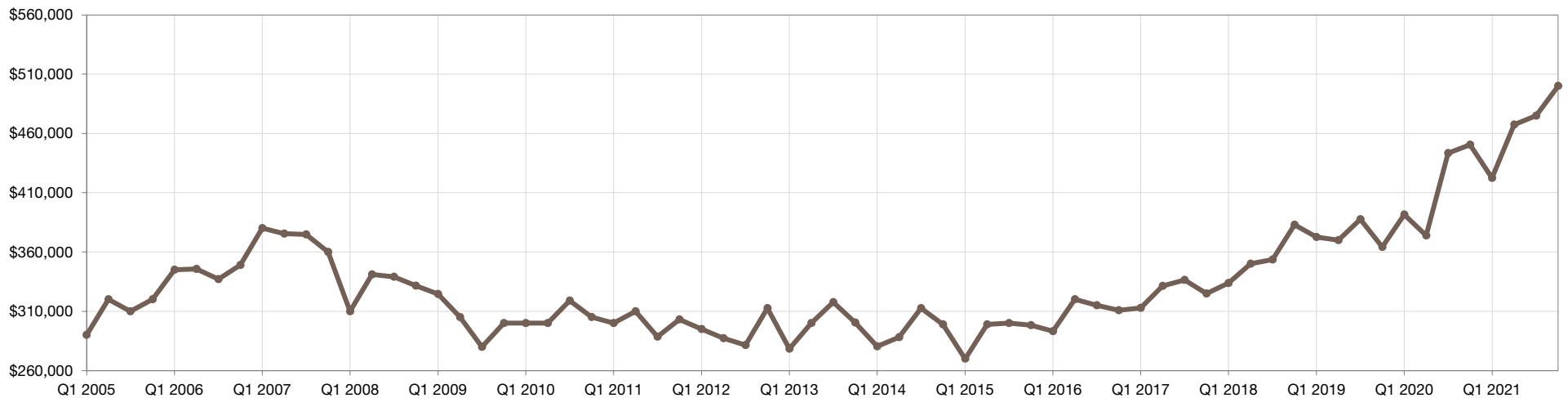


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|---------------|
| Q1 2021 | \$391,500 | \$422,500 | +7.9% |
| Q2 2021 | \$374,000 | \$467,500 | +25.0% |
| Q3 2021 | \$443,500 | \$475,000 | +7.1% |
| Q4 2021 | \$450,400 | \$500,000 | +11.0% |
| 12-Month Med | \$421,000 | \$472,268 | +12.2% |

Historical Median Sales Price



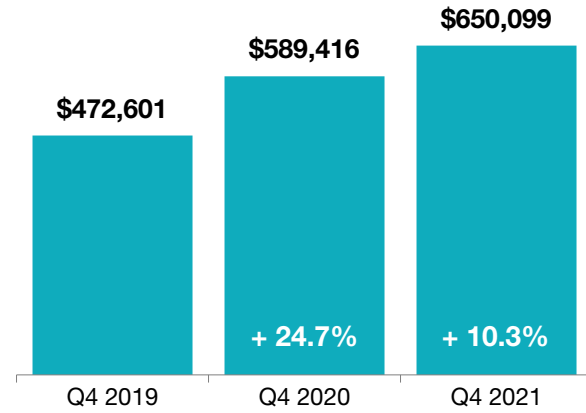
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Average Sales Price

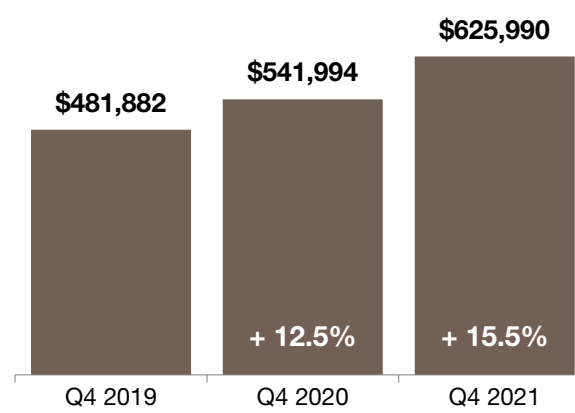
Average sales price for all closed sales, not accounting for seller concessions, in a given quarter. Includes all Single Family, Condo and Townhome listings in the MLS.



4th Quarter

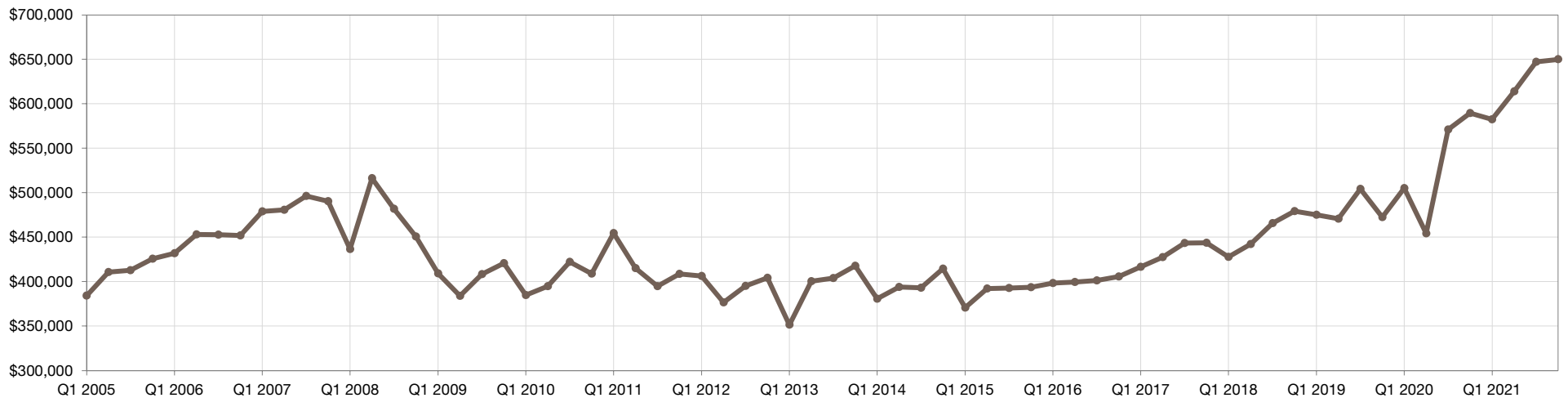


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------------|------------------|---------------|
| Q1 2021 | \$505,063 | \$582,340 | +15.3% |
| Q2 2021 | \$454,176 | \$613,967 | +35.2% |
| Q3 2021 | \$571,063 | \$647,135 | +13.3% |
| Q4 2021 | \$589,416 | \$650,099 | +10.3% |
| 12-Month Avg | \$541,994 | \$625,990 | +15.5% |

Historical Average Sales Price



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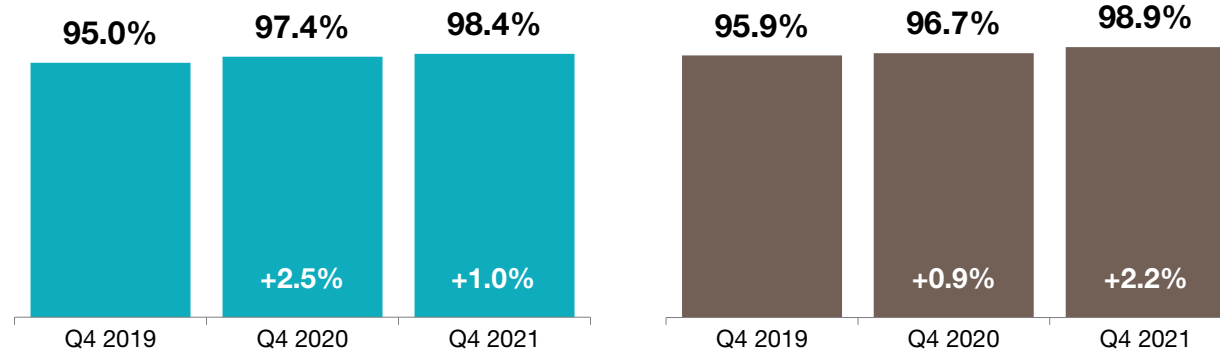
Percent of Original List Price Received

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.



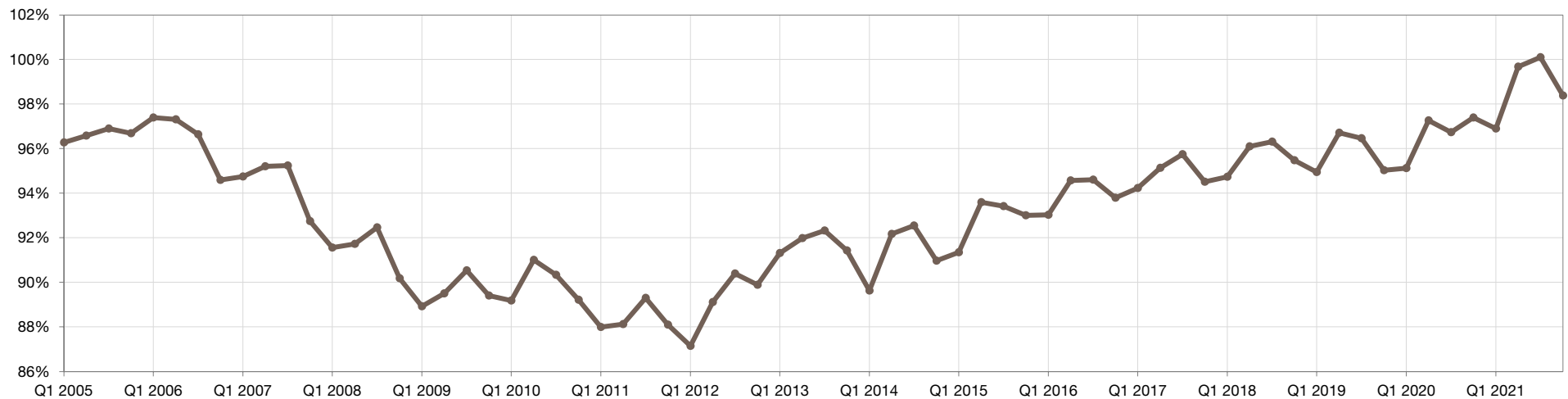
4th Quarter

Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|--------------|--------------|--------------|
| Q1 2021 | 95.1% | 96.9% | +1.9% |
| Q2 2021 | 97.3% | 99.7% | +2.5% |
| Q3 2021 | 96.7% | 100.1% | +3.5% |
| Q4 2021 | 97.4% | 98.4% | +1.0% |
| 12-Month Avg | 96.7% | 98.9% | +2.2% |

Historical Percent of Original List Price Received



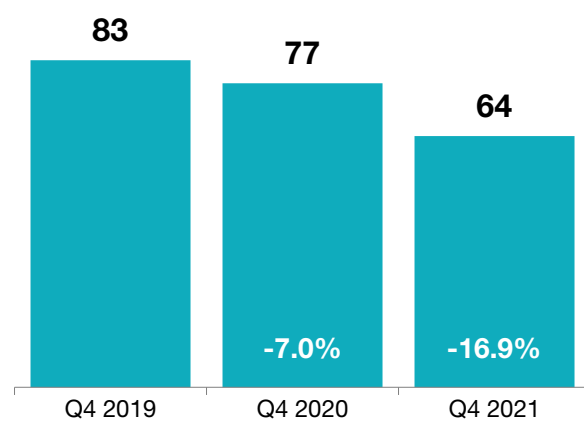
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Housing Affordability Index

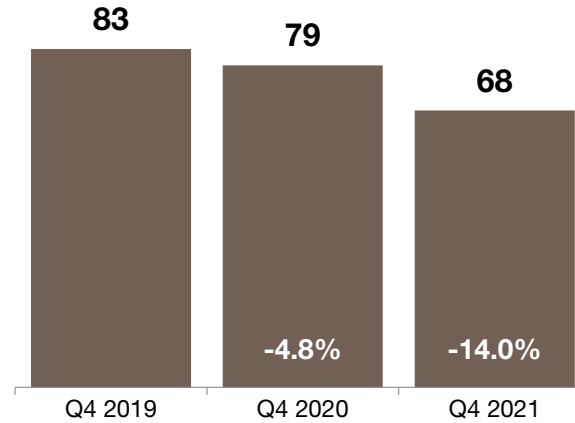
This index measures housing affordability for the region. For example, an index of 120 means the median household income was 120% of what is necessary to qualify for the median-priced home under prevailing interest rates. **A higher number means greater affordability.**



4th Quarter

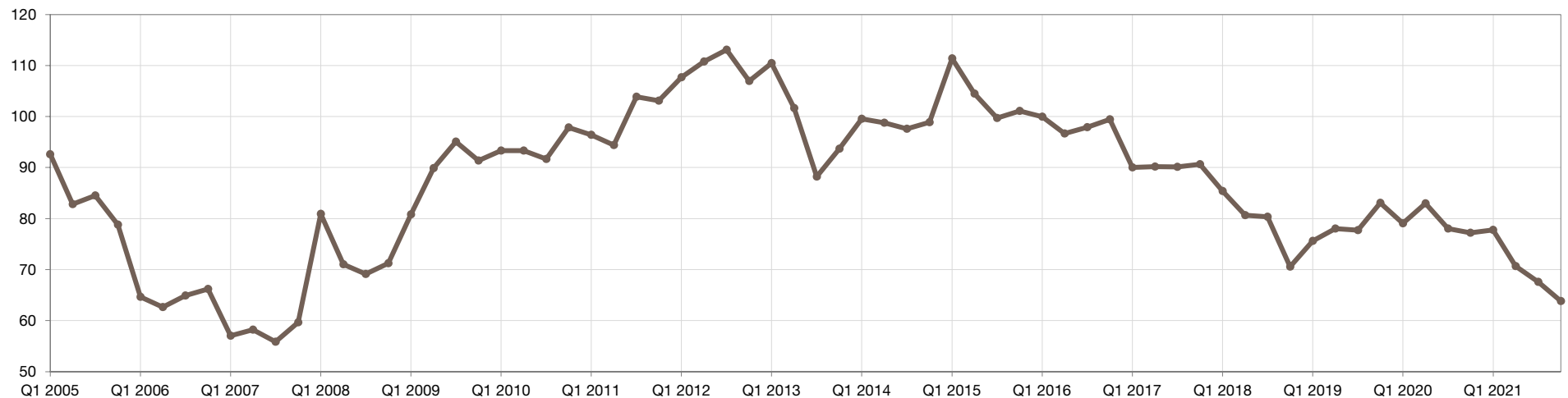


Year To Date



| Quarter | Prior Year | Current Year | + / - |
|---------------------|------------|--------------|---------------|
| Q1 2021 | 83 | 78 | -6.0% |
| Q2 2021 | 76 | 71 | -6.6% |
| Q3 2021 | 78 | 68 | -12.8% |
| Q4 2021 | 77 | 64 | -16.9% |
| 12-Month Avg | 78 | 70 | -10.3% |

Historical Housing Affordability Index



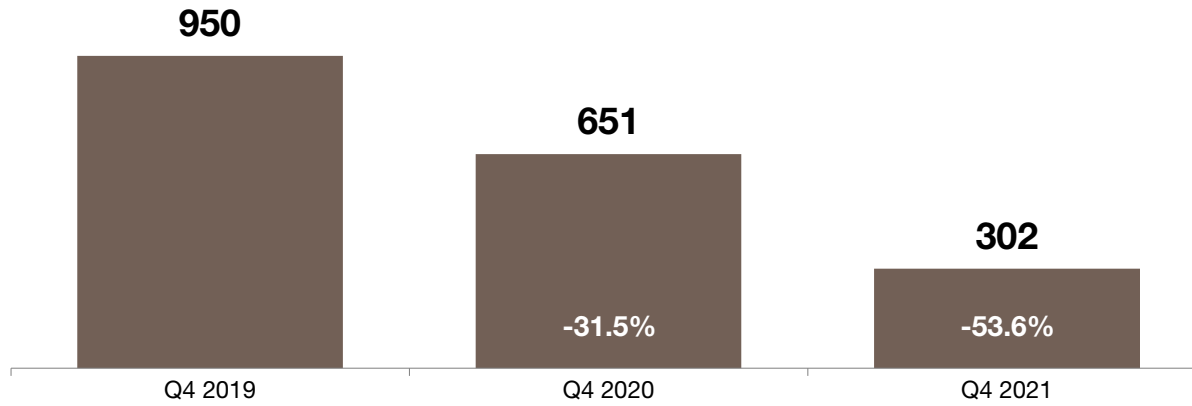
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Inventory of Homes for Sale

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.

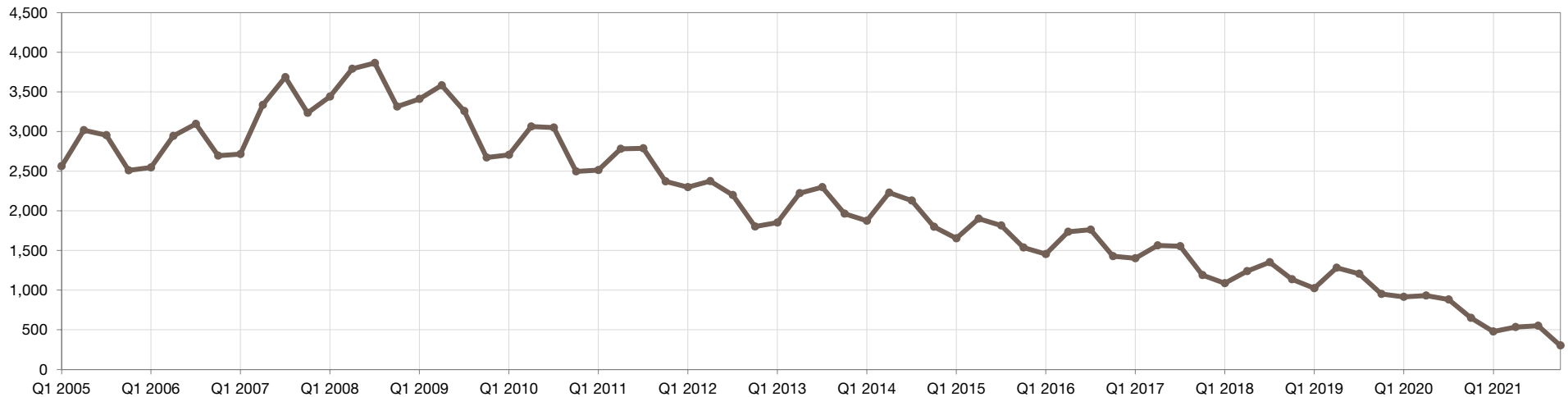


4th Quarter



| Quarter | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| Q1 2021 | 915 | 478 | -47.8% |
| Q2 2021 | 930 | 535 | -42.5% |
| Q3 2021 | 881 | 550 | -37.6% |
| Q4 2021 | 651 | 302 | -53.6% |
| 12-Month Avg | 844 | 466 | -44.8% |

Historical Inventory of Homes for Sale



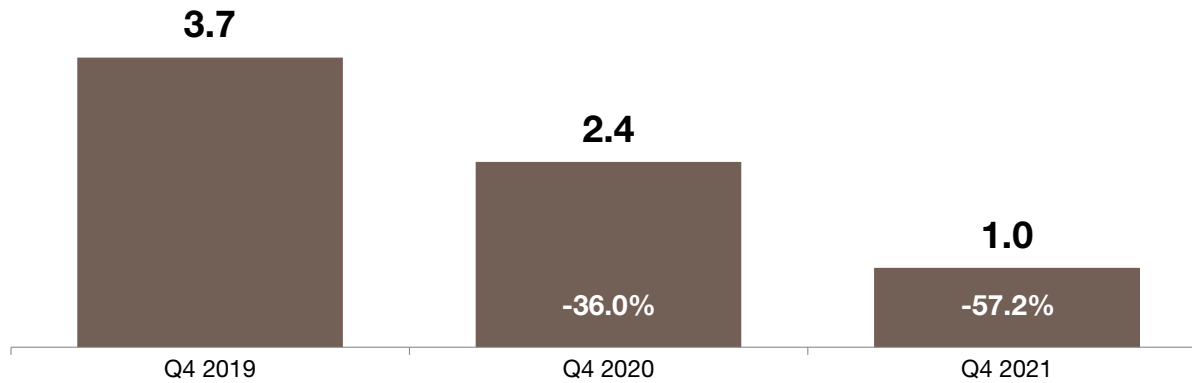
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Months Supply of Inventory

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.

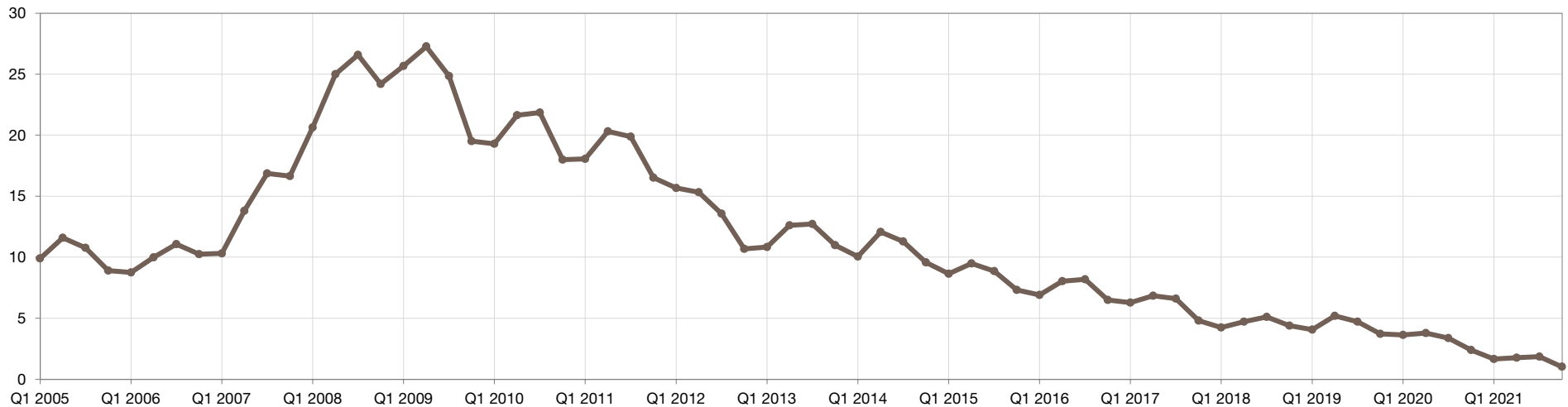


4th Quarter



| Quarter | Prior Year | Current Year | + / - |
|--------------|------------|--------------|--------|
| Q1 2021 | 3.6 | 1.7 | -54.4% |
| Q2 2021 | 3.8 | 1.8 | -53.6% |
| Q3 2021 | 3.4 | 1.9 | -45.0% |
| Q4 2021 | 2.4 | 1.0 | -57.2% |
| 12-Month Avg | 0.0 | 0.0 | 0.0 |

Historical Months Supply of Inventory



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