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SANTA FE REAL ESTATE MARKET UPDATE 4TH QUARTER 2016

2016 was another solid year in the building block of bringing Santa Fe out of the recession and into a stable, predictable market. Patterns have been emerging and remaining consistent for some time, whether we like them or not. As sellers, we only want to hear the news that the market is going up in value – everything else is moot. As buyers, we want to hear that there are good buys in the marketplace. I think Santa Fe has a little of both to offer for buyers and sellers.

OVERALL MARKET – SINGLE FAMILY HOMES

On the seller side I would offer the following evidence that the market is tightening: According to SFAR MLS the number of homes that sold was up 6% from 2,594 in 2015 to 2,739 in 2016; simultaneously the number of homes on the market January 1st 2016 versus January 1st 2017 showed declining inventory of 1,402 to 1,359. Also the average price of a home selling in Santa Fe ticked up slightly from \$374,592 in 2015 to \$390,380. Still a far cry from the record of \$487,807 in 2007 – but realistically none of us expect to be anywhere near that number for quite some time. The dent the recession put in Santa Fe is still evident, but at the same time the steady climb back to normalcy is well documented.

On the buyer side, the above gains are modest compared to some of the red-hot areas in other parts of the United States. With a 6 month supply of homes across the board buyers are blessed with a healthy selection of homes to choose from – unlike other markets that are fraught with multiple offers and few options. This is especially true as one moves further up the price food chain to where our market is most lethargic (which is over \$2 million).

OVERALL MARKET – LAND

Land sales still lag behind the record highs from a decade ago. In January I spoke with Lawrence Yun, the Chief Economist for the National Association of Realtors, and he told me the one area of the overall U.S. economy that is lagging in residential real estate is new construction ... and land is obviously a key component in that equation. He said the costs of raw material has stabilized, as growth in China and other countries has slowed – although inflated from 15 years ago – and he felt this was not the main impediment. Instead, he pointed the finger at the burgeoning impact fees charged by municipalities as a key factor limiting new construction in the U.S. ... and Santa Fe is a classic case of piling on fee after fee to come out of the ground. One need only look at the unbridled growth of Rio Rancho and the lower costs associated with building there versus Santa Fe. The Affordable Housing restrictions imposed by both the City and County here in Santa Fe have all but killed development ... the numbers just don't make sense. And this applies equally to low end and high end developments. Land will recover if existing inventory of homes sales declines, or local government lowers the excessive fees imposed to come out of the ground. Otherwise the statistics point to a flat land marketplace for quite some time, or when one of our current subdivisions announces an exciting new product.

**The number of homes that
sold was up 6% from 2,594
in 2015 to 2,739 in 2016.**

FOR SALE: 4TH QUARTER STATISTICS

RESIDENTIAL HOMES

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET	PENDING
2017	1,359	722,473	215	299
2016	1,402	688,036	222	339
2015	1,759	599,548	227	225
2014	1,860	612,785	225	280
2013	1,851	617,387	247	310
2012	1,882	573,384	323	230
2011	2,151	610,529	400	220

RESIDENTIAL LOTS

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET	PENDING
2017	1,306	192,417	434	33
2016	1,402	182,021	451	26
2015	1,356	194,658	281	25
2014	1,340	210,840	448	26
2013	1,288	203,134	480	29
2012	1,406	238,347	465	26
2011	1,354	247,970		

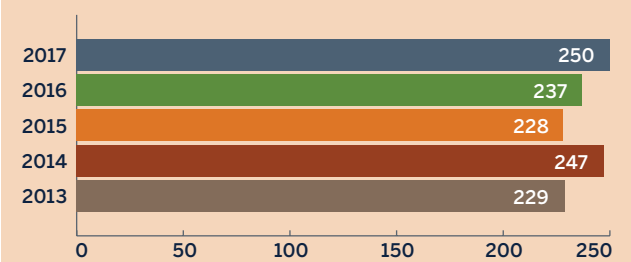
LAS CAMPANAS – HOMES FOR SALE

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET	PENDING
2017	72	1,238,563	175	15
2016	46	1,400,715	254	13
2015	75	1,232,805	204	
2014	82	1,517,418	342	
2013	62	1,705,000	315	
2012	76	1,340,559	504	
2011	121	1,236,352	322	
2010	138	1,321,829	248	
2009	121	1,469,846	214	
2008	134	1,387,348	134	
2007	80	1,640,481	232	

MONTE SERENO – HOMES FOR SALE

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET
2017	3	1,319,666	81
2016	3	1,071,333	506
2015	5	1,169,900	291
2014	3	1,579,333	147
2013	0	0	0
2012	3	950,000	361
2011	6	1,454,833	400
2010	10	1,865,000	278
2009	14	1,783,571	300
2008	9	1,742,667	255

TOTAL HOMES FOR SALE IN SANTA FE OVER \$1 MILLION*



HOMES OVER \$1 MILLION

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET	PENDING
2017	250	2,085,361	244	33
2016	237	2,082,086	267	25
2015	228	2,082,690	343	
2014	247	2,137,771	280	
2013	229	2,122,234	383	
2012	248	2,026,844	433	
2011	305	2,099,010	446	
2010	328	2,115,528	292	
2009	412	2,134,590	190	
2008	391	1,970,965	243	
2007	335	1,673,433	213	

LAS CAMPANAS – LOTS FOR SALE

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET
2017	102	138,702	379
2016	83	132,172	504
2015	94	134,384	482
2014	105	143,099	438
2013	91	152,949	485
2012	96	174,534	643
2011	114	204,398	531
2010	112	246,538	361
2009	167	339,995	300
2008	155	335,270	173
2007	159	356,228	356

MONTE SERENO – LOTS FOR SALE

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DAYS ON MARKET
2017	27	241,033	278
2016	23	240,147	552
2015	23	255,796	413
2014	17	271,235	470
2013	25	232,552	494
2012	27	260,904	434
2011	33	286,970	614
2010	30	344,917	316
2009	38	309,874	243
2008	14	473,824	62

CURRENT LISTINGS



34 E GOODNIGHT TRAIL

LA TIERRA NUEVA

Gorgeous contemporary Pueblo style home in La Tierra Nueva. The house was completely renovated and remodeled in 2007-2008 by Wolf Corp. All adobe construction, with skylights, vigas, covered ceilings, custom cabinets and doors throughout. State-of-the-art kitchen appliances. Beautifully landscaped. 4 bed / 3 bath. 4,501 sq. ft. \$1,695,000 #201604618

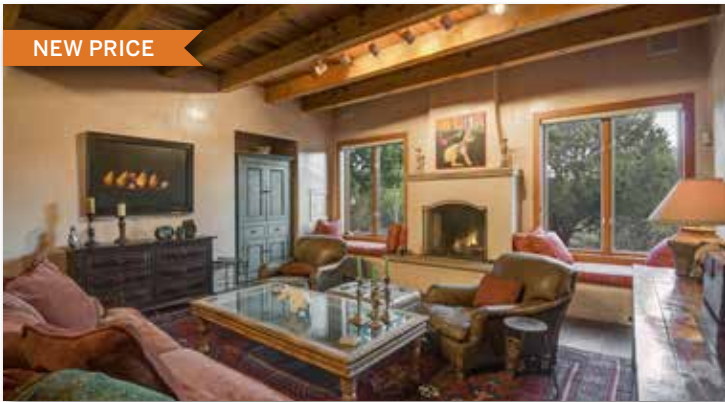


NEW LISTING

9 ALAMO CREEK DRIVE

MONTE SERENO

True Santa Fe Style Pueblo home just off Tano Road! Old world charm and adobe construction, high ceilings, and lots of light. Private setting has mature trees and beautiful vistas. Spectacular dining room and entertaining spaces. Vigas and latillas, bancos, kiva fireplaces, thick walls. 3 bed / 3 bath. 3700 sq. ft. \$925,000 #201700415



NEW PRICE

2020 CALLE LEJANO

EASTSIDE

Private oasis featuring tranquil views just minutes from downtown. Master suite with forward sitting room, generous closet space and kiva fireplace. Attached guest suite features large main room, high ceilings and corner fireplace, bedroom area, 3/4 bathroom and large custom closet space. 3 bed / 3 bath. 3,950 sq. ft. \$1,095,000 #201603002



NEW PRICE

22 VUELTA MARIA

LAS DOS

Embracing all the best elements of Santa Fe Style and Contemporary Design, this true adobe home on 11.73 acres boasts extraordinary views and elegant design. The open floor plan is centered around a true cook's kitchen, a spacious yet intimate master suite and 2 bedrooms. New roof and stucco in 2015. 3 bed / 4 bath. 5,276 sq. ft. \$1,200,000 #201603099



NEW LISTING

1229 SOUTH SUMMIT

SOUTH SUMMIT

Custom contemporary home designed by the late Murray Pearlstein of Louis Boston, in collaboration with builder Suzanne Williams. Perched on the mountain edge featuring two master suites and utterly astounding views. Clean lines and sleek finishes with glass walls, patios and a fabulous portal. 2 bed / 3 bath. 3053 sq. ft. \$1,595,000



NEW PRICE

84 CIRCLE DRIVE COMPOUND

CIRCLE DRIVE

Poised in the most private part of the gated Circle Drive Compound, this Kim Unger built Pueblo Revival home is perched on the hill with extraordinary views of the Sangre de Cristo Mountains, Tesuque Valley, and Ski Basin. Great portal and outdoor entertaining space capture the views. 3 bed / 4 bath. 4,432 sq. ft. 5 acres. \$1,750,000 #201604235

SOLDS: 4TH QUARTER STATISTICS

OVERALL HOME MARKET SOLDS

	TOTAL SALES VOLUME	AVERAGE SALE PRICE	MEDIAN PRICE	# HOMES SOLD
2016	1,069,252,513	390,380	300,000	2,739
2015	1,019,885,506	376,592	280,000	2,594
2014	898,428,982	383,616	285,000	2,342
2013	850,147,598	385,564	292,500	2,205
2012	787,014,245	383,772	281,400	2,051
2011	714,096,923	402,535	339,900	1,774
2010	686,675,274	390,378	280,000	1,750
2009	648,569,411	394,257	290,000	1,645
2008	830,234,300	453,928	318,000	1,829
2007	1,111,160,454	487,807	370,257	2,366
2006	1,403,976,125	437,103	336,000	3,212
2005	1,410,025,731	401,488	305,570	3,512
2004	1,185,044,862	365,416	283,500	3,243
2003	945,423,568	314,617	250,064	3,005
2002	851,588,462	293,440	235,000	2,902
2001	698,353,584	275,051	218,500	2,530
2000	619,714,092	277,153	217,000	2,236

OVERALL LAND MARKET SOLDS

	TOTAL SALES VOLUME	AVERAGE SALE PRICE	MEDIAN PRICE	# OF LOTS SOLD
2016	37,985,328	114,413	87,700	332
2015	36,781,375	125,990	78,000	288
2014	38,312,085	144,573	85,000	270
2013	33,756,590	114,470	97,000	300
2012	26,502,740	117,043	80,000	235
2011	26,887,644	136,486	92,500	200
2010	28,015,400	131,528	99,000	214
2009	34,023,959	160,490	120,000	211
2008	51,722,031	194,444	145,000	261
2007	123,315,363	234,930	175,000	571
2006	170,560,962	199,720	173,650	876
2005	171,344,530	207,690	160,000	848
2004	143,474,247	181,154	139,725	793
2003	95,560,778	137,696	111,000	694
2002	104,675,745	137,370	105,000	762
2001	91,888,321	138,386	80,000	664
2000	135,118,782	165,994	97,000	814

LAS CAMPANAS HOMES SOLD

	# HOMES SOLD	AVERAGE SALE PRICE	AVERAGE LIST PRICE	ORIGINAL SALE PRICE	AVERAGE SQ FT	PRICE PER SQ FT
2016	53	1,009,480	1,062,873	1,113,871	3,474	269
2015	59	971,011	1,035,328	1,068,731	4,080	261
2014	54	1,040,666	1,140,560	1,093,797	3,872	268
2013	40	986,344	1,044,742	1,094,075	3,665	266
2012	59	906,529	970,759	1,062,037	3,643	249
2011	50	926,461	1,043,737	1,200,417	3,887	235
2010	27	1,107,418	1,340,407	1,405,648	4,033	296
2009	41	1,105,912	1,213,741	1,319,040	3,936	280
2008	52	1,392,672	1,466,240	1,501,421	3,875	359
2007	50	1,257,866	1,300,316	1,322,932	3,528	356
2006	43	1,602,662	1,740,197	1,794,462	4,020	398
2005	42	1,186,990	1,238,595	1,299,258	4,007	289

HOMES OVER \$1 MILLION SOLD

	# HOMES SOLD	AVERAGE SALE PRICE	AVERAGE LIST PRICE	ORIGINAL SALE PRICE
2016	135	1,378,267	1,456,544	1,517,193
2015	115	1,441,709	1,537,147	1,716,109
2014	112	1,467,322	1,589,665	1,665,744
2013	103	1,517,630	1,625,471	1,733,559
2012	88	1,515,168	1,664,239	1,762,330
2011	101	1,647,319	1,845,832	1,965,991
2010	81	1,550,191	1,739,000	1,946,991
2009	82	1,481,441	1,657,018	1,821,847
2008	132	1,733,765	1,871,420	1,952,000
2007	173	1,507,492	1,595,620	1,760,163
2006	184	1,560,697	1,662,685	1,725,302

MONTE SERENO HOMES SOLD

	# HOMES SOLD	AVERAGE SALE PRICE	AVERAGE LIST PRICE	ORIGINAL SALE PRICE	AVERAGE SQ FT	PRICE PER SQ FT
2016	3	1,400,000	1,413,333	1,431,667	3,784	370
2015	2	1,695,889	1,772,500	1,850,209	4,080	414
2014	1	1,378,258	1,450,000	1,495,000	3,152	437
2013	0	0	0	0	0	0
2012	4	1,123,500	1,205,250	1,243,500	3,636	308
2011	1	1,118,000	1,425,000	1,650,000	4,000	270
2010	2	1,023,000	1,297,500	1,772,500	3,271	314
2009	2	1,050,000	1,175,000	1,262,000	3,307	317
2008	3	1,268,333	1,313,333	1,413,333	3,107	408
2007	2	1,775,000	1,787,000	1,787,500	3,070	447
2006	2	1,278,750	1,347,407	1,360,000	3,390	377

PAUL IS ONE OF ONLY
EIGHT ACTIVE AGENTS

IN SANTA FE* TO AVERAGE OVER

\$1 MILLION

PER SALE FOR THE PAST 16 YEARS

*Only agents with over 10 homes sold



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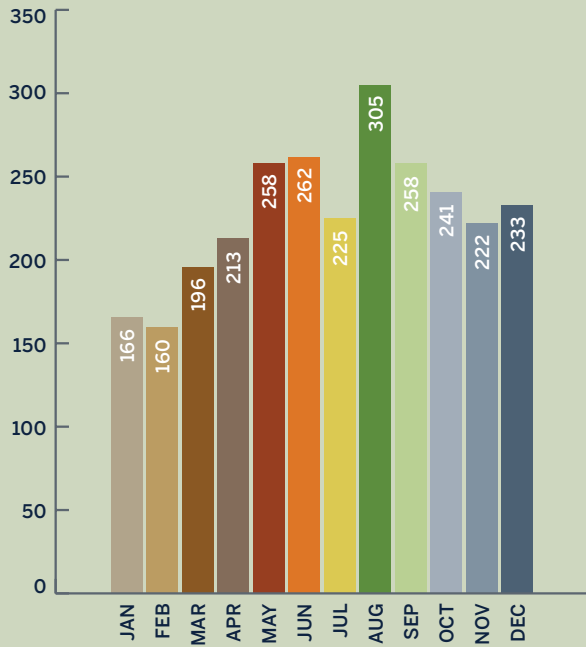
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2016 RESIDENTIAL SOLDs BY MONTH – ALL PROPERTY RANGES*



IMMERSIVE 3D MEDIA PROPERTY TOURS

Home Santa Fe is invested in technology!

Home Santa Fe is at the forefront of real estate technology and is now offering Matterport, an immersive 3D virtual "always open house," to select sellers. This cutting edge 3D media technology offers a new way to show your home and enables the viewer to "walk" through a home on-line. The viewer is transported into your home and can explore every room as well as tour a high-level doll house and floor plan view for ease of navigation.

Be sure to check out our growing list of 3D properties tours at homesantafe.com/real-estate/3d-property-tours/

Statistics report that listings with virtual tours receive 87% more views than listings without tours.

Source: realtor.com



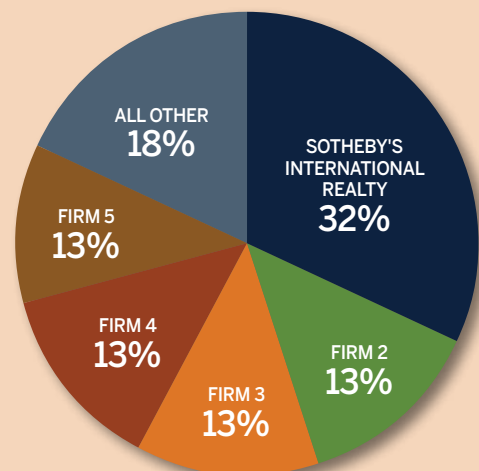
CHECK OUT HOMESANTAFE.COM!

Take a look at the newly redesigned homesantafe.com

Featuring a clean design, simplified look, improved navigation and expanded search functions. Added featured include dedicated sections for popular Santa Fe neighborhoods and current listings, luxury searches, maps, larger photos, as well as links to the quarterly newsletter and blog posts. The site features a responsive design that improves functionality across all devices including tablets and mobile phones.

Be sure to check out the blog section at homesantafe.com/blog/ for timely information on buying, selling and living in Santa Fe!

NUMBER OF BROKERS IN THE TOP 100 RANKINGS FOR SANTA FE RESIDENTIAL SALES ON 2016*



* Values for residential sales by month are for all property types including single family homes, townhouses, condominiums, duplexes, manufactured homes, mobile homes, modular homes, and x-plexes. All statistics and numbers are obtained from the Santa Fe Association of Realtors Multiple Listing Service and are deemed reliable but are not guaranteed and are subject to change. Data may not reflect all real estate activity in the market area.

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CURRENT LISTINGS



3360 MONTE SERENO

MONTE SERENO

Incredible opportunity to own an architecturally designed, leading edge contemporary home in Monte Sereno - to be built by Kim Dressel of Dressel Construction. Fabulous views and sensible floorplan all come to life in this truly breathtaking home. Be sure to check out the virtual photos and virtual tours. 3 bed / 3 bath. 2,905 sq. ft. \$1,465,000 #201604314



10 VIA VECINO

NORTHSIDE

Northwest of Bishop's Lodge Road, this home features spectacular views of the Sangre de Cristo Mountains. Main living room/dining is open and spacious, stunning center-island kitchen with deep dining portal. Features high ceilings throughout, generous outdoor portal spaces, A/C, and a heated 2-car garage. 3 bed / 3.5 bath. 4,015 sq. ft. \$1,100,000 #201602023



53 CANON DEL CERRO

POJOAQUE

An architecturally designed contemporary masterpiece capturing panoramic views and modern design. Features limestone floors, gourmet kitchen with stainless appliances, pigmented plaster and stucco. Views encompassing Navajo Peak in Colorado, the Jemez, Sandias and Ortiz Mountains. 3 bed / 3.5 bath. 4,000 sq. ft. \$1,195,000 #201602918



9 BLUESKY CIRCLE

LAS CAMPANAS

Located in Estate III this classic Pueblo style home features a main home and large casita guest house. Features 16 foot ceilings with vigas and latillas, 3 kiva fireplaces. Views of the Sangre de Cristo, the Jemez, and the Sandia mountains. Recent replacement of every skylight and a state-of-the-art commercial grade roof. 4 bed / 4 bath. 4,516 sq. ft. \$1,198,000 #201605144