



Paul McDonald

Sotheby's International Realty
231 Washington Avenue
Santa Fe, NM 87501

Direct 505.780.1008
Toll-free 800.780.6735
paul.mcdonald@sothebyshomes.com
homesantafe.com

SANTA FE REAL ESTATE MARKET UPDATE **1ST QUARTER 2017**

THE MARKET – MYTH VERSUS REALITY – FIRE IN THE HOUSE!

With 33 years of experience marketing and selling luxury real estate, I have discovered that our best friend and worst enemy is the press. When they are on our side, the wind is at our back. When they turn on us, lookout. But remember who the press is on real estate issues – a select few that do the research and go in the trenches, and then a bunch of 30 somethings that copy/paste their findings.

And Santa Fe is no exception. The best metaphor I can use for our market is “there’s a fire in the house!” Parts of our market are much hotter than they were, and everyone would love to jump on the “hot market” bandwagon. But the truth is our market is spotty at best. How else can you explain a 3 year supply of homes over \$1.5 million? Any writer worth their salt could make fodder of how slow the top end of our market is. Instead, they focus on what is happening at the low end of the market, which is indeed very active. We are now seeing some multiple offers, but nowhere near what they see in, for example, Denver. We get 2 offers and we exclaim “Multiple Offers!”, whereas Denver will get 20-30 offers on a given home. No wonder some national publications are stating Denver is over-heated and slated for a bubble burst - or at least some kind of throttled slow-down.

All of you wear two hats, Buyer and Seller. Santa Fe is a seller’s market under \$500,000, fairly level playing field to about \$750,000, and still a buyer’s market over \$750,000. That is strictly born out by the statistics. And land is a buyer’s market all over the U.S. The one segment of the real estate market that has not recovered from the recession is land sales and new construction. New construction is improving, but still lags where it was when the recession hit. But is that bad? New construction was super-hot due to unrealistic lending guidelines. Modify guidelines and you have fewer buyers who can buy. Land in Santa Fe is “hottest” for great lots, and cheap lots/good deals. The middle section is burdened with a seemingly endless supply of home sites (108 in Las Campanas alone). The great hope for this segment is smaller homes at lower price points being built in an effort to make the numbers work. One of my past clients, Sarah Susanka, in her book “The Not So Big House” two decades ago forecasted this new dynamic, and we see it in every segment of our market resonating with Santa Fe buyers.

The overall number of homes on the market have dropped considerably, and sales are up. Curiously we are almost back to 2007-2008 sales figures with 710 brokers in Santa Fe, compared with 1350 at the top of the market. Brokers are busier than ever, and everyone is benefitting from the current push. But it doesn’t alleviate sellers from taking a close look at the overall marketing plan and a convincing market analysis so their home is priced competitively. Check out our homesantafe.com website to see the latest in 3D technology, and feel free to call to discuss your home and its place in our market.

Most notably, the first quarter of 2017 had the highest total number of sales in the past ten years during the three-month period from January – March.

FEATURED LISTING



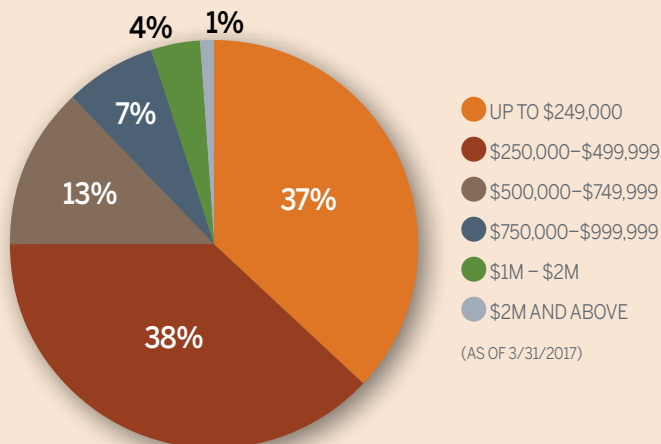
1275 SPANISH HILL

SUMMIT

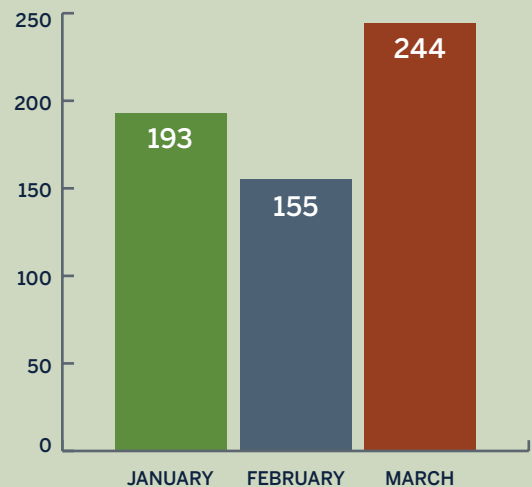
Beautifully sited home in the Santa Fe Summit combines quality design, attention to detail and commanding vistas. Built in 2003 by award-winning builder, Tierra Concepts, this 3,100 square foot home with three bedrooms and three bathrooms offers a real sense of Santa Fe charm. Surrounded by Ponderosa and Piñon, this home is in a gated community with paved roads, hiking trails and minutes to downtown Santa Fe. Many of the wonderful details in this home include hand troweled plaster, sandstone floors, hand carved custom fireplace mantel, and custom iron work. Home includes a library with floor to ceiling bookshelves and a door to the patio. The fabulous living room has the added dimension of having double doors that open up to a deep, bricked portal with outdoor fireplace and magnificent views.

3 bed / 3 bath / 3,100 sq. ft.
\$1,095,000 #201701871

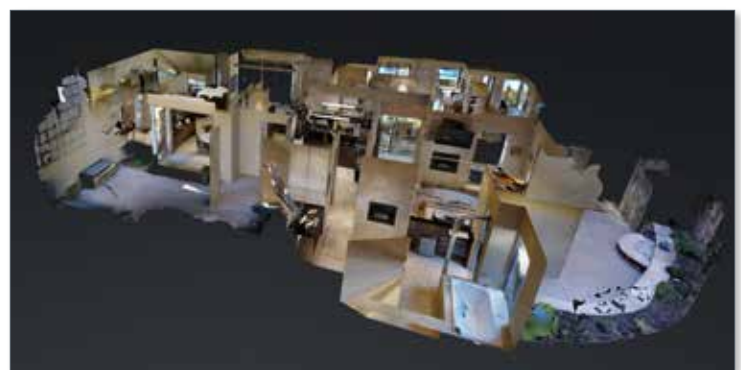
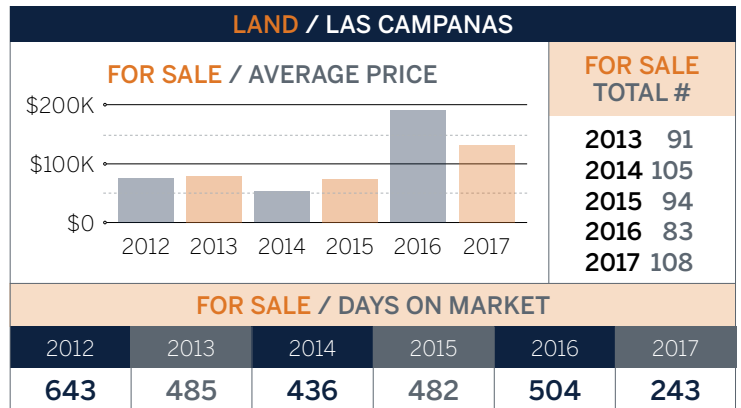
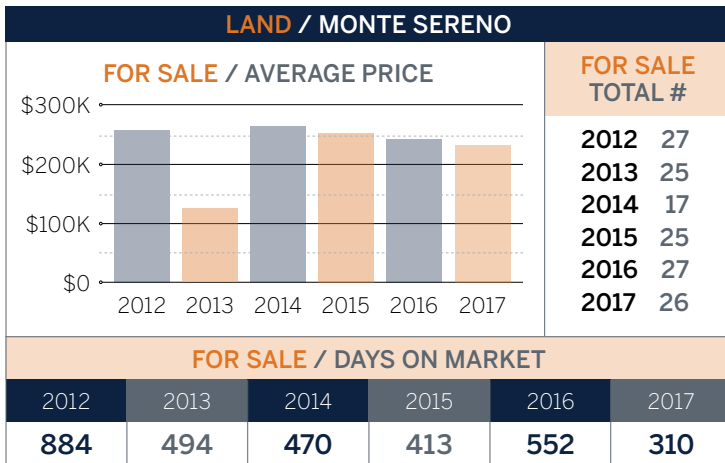
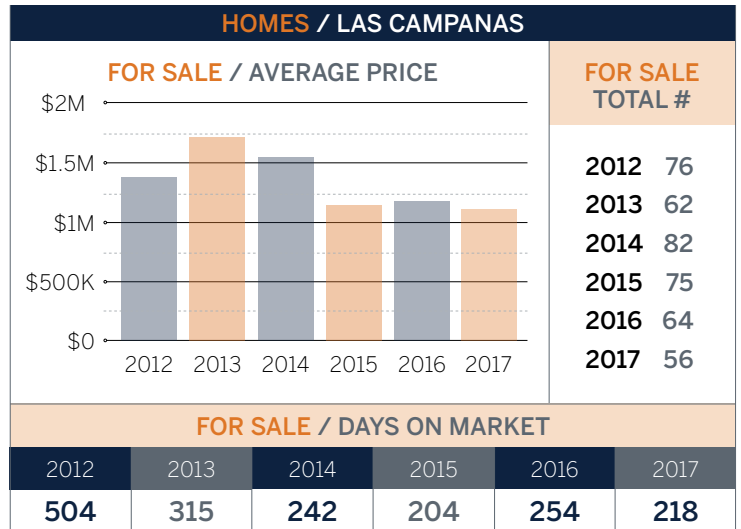
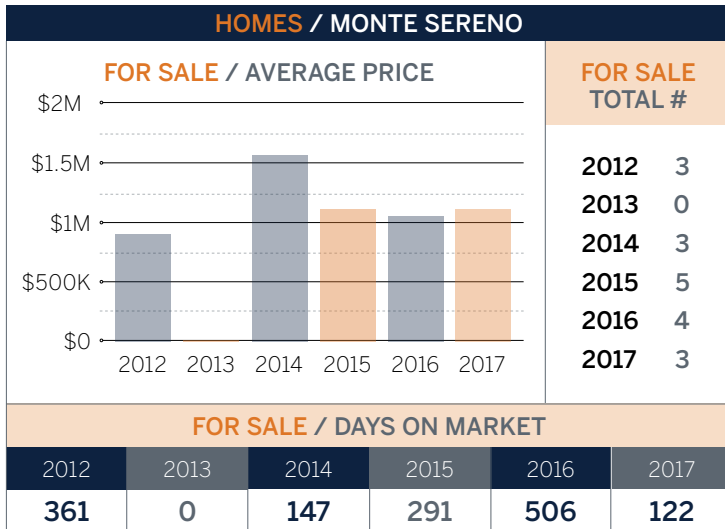
SOTHEBY'S INTERNATIONAL REALTY FIRST QUARTER SALES BY PRICE RANGE



SOTHEBY'S INTERNATIONAL REALTY FIRST QUARTER RESIDENTIAL SOLDS BY MONTH - ALL PROPERTY RANGES



FOR SALE: 1ST QUARTER STATISTICS



CHECK OUT HOMESANTAFE.COM!

Featuring 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!

FEATURED 3D PROPERTY TOURS

Take a stroll through these newly added homes without leaving your chair!

- 1229 South Summit Drive / \$1,595,000
- 35 Calle Ventoso West / \$1,495,000
- 9 Alamo Creek Drive / \$925,000

Find these and many other 3D properties tours at homesantafe.com/real-estate/3d-property-tours/

CURRENT LISTINGS



NEW PRICE

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. \$1,650,000 #201702404



UNDER CONTRACT

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. \$995,000 #201603002



35 CALLE VENTOSO WEST

LAS CAMPANAS

Outstanding elevated lot in Las Campanas with unobstructed views of the Sangre de Cristos, the Ortiz, the Sandias, and city lights. Featuring an open floor plan and outstanding contemporary construction. Gourmet kitchen, guesthouse, five-car garage, and more than 3,000 sq. ft. of portales and outdoor living spaces. 4 bed / 4 bath. 5,069 sq. ft. \$1,495,000 #201700960



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 #201701824



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

FOR SALE: 1ST QUARTER INVENTORY

RESIDENTIAL HOMES FOR SALE – ENTIRE MARKET

YEAR	TOTAL HOMES FOR SALE	AVERAGE AVERAGE PRICE	DOM	TOTAL HOME SALES PENDING
2017	1430	\$727,709	187	479
2016	1402	\$688,036	222	339
2015	1759	\$599,548	227	229
2014	1840	\$612,785	225	280
2013	1651	\$617,387	247	310
2012	1882	\$573,384	323	239
2011	2161	\$610,529	400	220

HOMES OVER \$1 MILLION – ENTIRE MARKET

YEAR	TOTAL HOMES FOR SALE	AVERAGE PRICE	DOM
2017	255	\$2,080,876	238
2016	237	\$2,082,086	267
2015	228	\$2,082,699	243
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	199
2008	391	\$1,970,965	243
2007	335	\$1,678,433	213

RESIDENTIAL LOTS FOR SALE – ENTIRE MARKET

YEAR	TOTAL LOTS FOR SALE	AVERAGE PRICE	DOM	TOTAL LOTS SALES PENDING
2017	1299	\$140,186	437	63
2016	1260	\$183,021	451	26
2015	1356	\$194,658	281	25
2014	1340	\$210,840	448	26
2013	1288	\$203,134	480	29
2012	1406	\$230,347		26
2011	1354	\$247,970		

SOLD: 1ST QUARTER STATISTICS

OVERALL SANTA FE HOMES MARKET

YEAR	# SOLD	AVERAGE PRICE	SQ FT	\$/SQ FT	DOM
2017	597	\$402,313	1,798	\$200	155
2016	515	\$385,004	1,885	\$177	157
2015	499	\$360,514	1,786	\$181	190
2014	497	\$370,633	1,933	\$172	188
2013	437	\$340,616	2,075	\$164	214
2012	400	\$385,893	2,244	\$172	266
2011	357	\$442,110	2,247	\$196	294
2010	365	\$372,977	2,081	\$179	270
2009	294	\$396,216	2,117	\$187	264
2008	403	\$422,929	1,903	\$232	223
2007	545	\$461,281	2,011	\$229	189
2006	755	\$419,905	1,885	\$222	196

OVERALL SANTA FE LAND MARKET

YEAR	# SOLD	AVERAGE PRICE	DOM
2017	68	\$123,150	320
2016	58	\$124,763	406
2015	53	\$142,932	430
2014	44	\$115,390	492
2013	57	\$94,987	448
2012	47	\$98,583	407
2011	44	\$173,232	360
2010	40	\$133,256	372
2009	38	\$239,973	348
2008	75	\$206,888	326
2007	127	\$285,462	303
2006	218	\$196,782	304

HOMES OVER \$1 MILLION

YEAR	# SOLD	AVERAGE PRICE	SQ FT	\$/SQ FT	DOM
2017	28	\$1,587,968	--	\$359	261
2016	32	\$1,475,905	4,716	\$301	225
2015	19	\$1,541,052	4,134	\$404	210
2014	22	\$1,419,369	4,038	\$381	165
2013	13	\$1,550,818	4,894	\$316	353
2012	23	\$1,428,226	4,288	\$333	326
2011	27	\$1,848,058	4,904	\$376	390
2010	18	\$1,376,815	4,700	\$292	467
2009	15	\$1,324,312	4,131	\$320	261
2008	20	\$1,769,490	3,880	\$456	363
2007	39	\$1,447,955	4,045	\$357	345



Paul McDonald

Sotheby's International Realty
231 Washington Avenue
Santa Fe, NM 87501

Direct 505.780.1008

Toll-free 800.780.6735

paul.mcdonald@sothebyshomes.com
homesantafe.com

Paul McDonald
Sotheby's International Realty
231 Washington Avenue
Santa Fe, NM 87501

PRSR STD
U.S. POSTAGE
PAID
ALBUQUERQUE, NM
PERMIT NO. 1888

Sotheby's
INTERNATIONAL REALTY

231 Washington Avenue, Santa Fe, NM 87501
505.988.8088 • sothebyshomes.com/santafe

sothebyshomes.com/santafe
Sotheby's International Realty and the Sotheby's International Realty logo are registered (or unregistered) service marks used with permission. Operated by Sotheby's International Realty, Inc., Equal Housing Opportunity.

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