



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

THE COMPOUND AT MONTE SERENO'S HOMES SELL OUT IN **89 DAYS!**



**Phase II of the Compounds
is scheduled for mid-2019
on sites further west
and up the hill, which will
undoubtedly go quickly!**

The release of the Compound homes at Monte Sereno has been a resounding success, taking just 89 days from the first closing to the last reservation to have all 8 home spoken for. The 2 models built by Anthony Odai with Odai Construction and Scot Wong with Solterra Construction were featured in the Santa Fe Area Builders Association's Hacienda Parade of Homes the 2nd and 3rd weekends in August, and thousands of ticket holders were treated to Monte Sereno's spectacular views, along with 2 different models showcasing the latest and greatest in Santa Fe interiors and construction. The one level homes beautifully framed some of the most expansive views of the Sangre de Cristo Mountains in all of Santa Fe – and featured Wolf/Sub-Zero appliances in the kitchen, hardwood floors throughout, both central air conditioning and in-floor heating – as well as numerous upgrades like wine coolers, stone counter tops, walled courtyards and more.

The next phase of Compound homes will be located on an exceptional site that will offer unrestricted Sangre de Cristo views. It will be accessed by the to-be-completed portion of Monte Sereno Drive that is scheduled for mid-2019. If you have any interest please give us a call to discuss more about these exciting Compound homes.



TO-BE-BUILT LISTINGS



2913 ASPEN VIEW

MONTE SERENO

Traditional Santa Fe style home with enormous views, high-end finishes, and meticulous maintenance. Gourmet kitchen, expansive owner's suite with private portal, triple garage, family room off of kitchen equipped with true home theatre. Extremely private. Extra lot available for view protection.

3 bed / 3.5 bath / 3,109 sq. ft. / #201803352

\$1,395,000



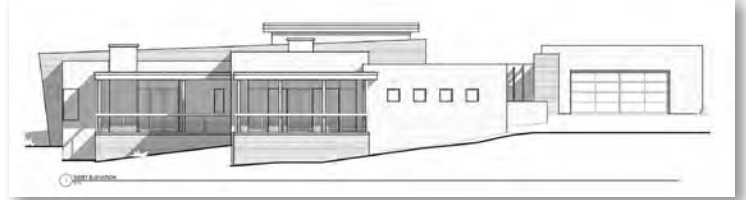
2979 BROKEN SHERD

MONTE SERENO

A to-be-built with abundant beautiful features and finishes, such as plaster walls, high ceilings, numerous fireplaces, and excellent outdoor spaces. The home can be fully developed as planned, or a variation could be adapted to the lot.

3 bed / 3 bath / 2,844 sq. ft. / #201701715

\$1,199,000



2900 ASPEN VIEW

MONTE SERENO

Contemporary home to be built features the privacy of the community's only gated section that takes advantage of the views. Set on one of the largest lots in the area—8.9 acres—it will feature an open, bright floor plan of just over 3,000 square feet.

3 bed / 4 bath / 3,010 sq. ft. / #201802651

\$1,199,000



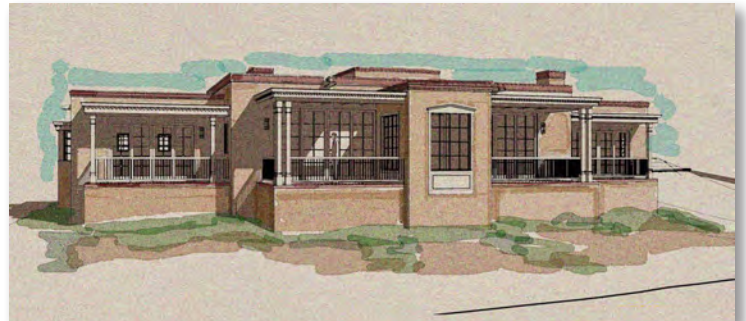
2955 BROKEN SHERD

MONTE SERENO

Nestled into a hillside and heavily treed. Views off to the Badlands, San Antonio Peak and the Sangres. Quiet cul-de-sac on a private road. Beautiful finishes, high ceilings, fireplaces and lovely outdoor spaces. Style can also be Pueblo or Territorial with minor modifications.

3 bed / 3 bath / 2,537 sq. ft. / #201705277

\$995,000



3037 MONTE SERENO DRIVE

MONTE SERENO

On one of the prime stretches of Monte Sereno that would allow owners to enjoy spectacular Sangre de Cristo views with no interrupting streetscape, this rare 1.45-acre double building site is ideal for a home and guesthouse configuration with ample room available for a swimming pool. Flexible interior options ranging from traditional to Territorial to clean, crisp contemporary.

3 bed / 3 bath / 2,946 sq. ft. / #201802466

\$1,195,000

SOLD: 3RD QUARTER MARKET SUMMARY

OVERALL SALES – SANTA FE HOMES



Sales continue their brisk climb to levels not seen 2006! And price per square foot also continues to climb.

YEAR	# HOMES SOLD	AVERAGE PRICE	DOM	\$/SQ FT
2018	2492	\$433,752	77	\$212
2017	2226	\$420,106	118	\$203
2016	2044	\$389,432	145	\$188
2015	1978	\$375,152	173	\$182
2014	1745	\$377,176	178	\$176
2013	1661	\$377,910	179	\$179
2012	1509	\$380,598	218	\$173

LAS CAMPANAS HOMES



Ouch. What happened? Decreasing inventory is effecting sales volume, which looks to be a continuing trend.

YEAR	# HOMES SOLD	AVG PRICE	DOM	\$/SQ FT	AVG SQ FT
2018	35	\$1,007,479	138	\$281	3769
2017	64	\$1,046,878	171	\$286	3678
2016	43	\$986,720	213	\$274	3677
2015	50	\$972,990	218	\$258	3610
2014	46	\$991,112	301	\$262	3687
2013	26	\$964,944	323	\$261	3623
2012	44	\$1,013,285	398	\$247	3699

OVERALL SALES – SANTA FE LAND



The biggest jump in all categories is land, as it finally joined the party – although prices have remained somewhat flat.

YEAR	# LOTS SOLD	AVERAGE PRICE	DOM
2018	335	\$115,708	360
2017	259	\$113,440	315
2016	222	\$111,085	370
2015	228	\$115,130	379
2014	197	\$131,452	372
2013	227	\$108,903	439
2012	152	\$112,180	376

LAS CAMPANAS LAND



Big jump in number of lots sold and their prices mean Las Campanas homesites are back in vogue.

YEAR	# LOTS SOLD	AVERAGE PRICE	DOM
2018	38	\$135,060	319
2017	25	\$93,180	240
2016	30	\$114,683	422
2015	31	\$86,254	393
2014	34	\$98,932	380
2013	31	\$94,406	428
2012	9	\$73,444	558

OVERALL SALES – HOMES OVER \$1 MILLION



“Bold” might best describe the recent activity in this top end of the market, with buyers jumping in at pre-recession levels.

YEAR	# HOMES SOLD	AVG PRICE	DOM	\$/SQ FT	AVG SQ FT
2018	150	\$1,529,449	155	\$374	4250
2017	120	\$1,514,563	196	\$361	4224
2016	95	\$1,391,975	200	\$325	4106
2015	83	\$1,473,966	203	\$354	4211
2014	75	\$1,518,159	212	\$363	4262
2013	70	\$1,461,858	256	\$330	4617
2012	68	\$1,537,188	298	\$352	4366

RECENTLY SOLD BY PAUL MCDONALD

+ 21 BIG TESUQUE	\$3,100,000
+ 41 PASEO DEL CONEJO	\$1,935,000
+ 2948 ASPEN VIEW	\$1,350,000
+ 84 CIRCLE DRIVE	\$1,750,000
+ 1229 SOUTH SUMMIT	\$1,595,000
+ 3096 MONTE SERENO	\$1,275,000
+ 22 VUELTA MARIA	\$1,200,000
+ 9 BLUESKY CIRCLE	\$1,189,000
+ 111 CALLE VENTOSO WEST	\$1,125,000

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. 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. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. Equal housing opportunity.

The Compound at Monte Sereno

A COMMUNITY, A HOME, A SANTA FE LIFESTYLE



In late July 2018 we received our Certificate of Occupancy for the first Compound home – 89 days later we were “sold out” with all 8 homes in the Compound either sold or under contract! This unprecedented response affirmed the developer’s vision of providing high-end finishes in one-level homes with spectacular views to a market hungry for the “lock and leave” concept.

An active lifestyle living experience within the Monte Sereno Community, only minutes from The Santa Fe Opera. Floorplans from 2200 to 2800 sf within a beautifully landscaped and gated environment. Fifteen unique homes offering unparalleled views of the Sangres. Designed by Lorn Tryk and built by Odai Construction or Solterra Builders, an award winning Santa Fe team.

Offered by Paul McDonald of Sotheby's International Realty

505.780.1008 cell | 505.988.8088 office | monte-sereno.com | monteserenosantafe.com



monte sereno

FOR SALE: 3RD QUARTER MARKET SUMMARY

OVERALL INVENTORY – SANTA FE HOMES MARKET



The trend continues of fewer selections in all price categories throughout the Greater Santa Fe area.

YEAR	ACTIVE	PENDING	AVG LIST	DOM
2018	1261	418	\$800,249	182
2017	1500	408	\$726,838	186
2016	1651	455	\$714,765	183
2015	1717	376	\$687,692	204
2014	2130	373	\$620,500	198
2013	2280	351	\$601,347	196
2012	2037	317	\$577,668	273

OVERALL SALES – SANTA FE LAND



Inventory of lots has finally started a meaningful downward trend, with the selection of some of the best lots dropping the most.

YEAR	ACTIVE	PENDING	AVG LIST	DOM
2018	1284	59	\$191,081	441
2017	1375	57	\$193,179	418
2016	1379	52	\$192,807	426
2015	1372	42	\$187,581	454
2014	1515	49	\$196,193	503
2013	1495	43	\$191,356	459
2012	1486	37	\$198,373	544

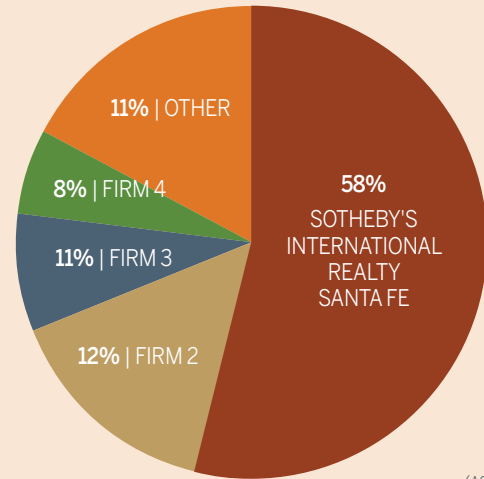
OVERALL INVENTORY – HOMES OVER \$1 MILLION



Although down from last year, most buyers feel there is still a great selection of homes to consider through all of Santa Fe.

YEAR	ACTIVE	PENDING	AVG LIST	DOM
2018	249	40	\$2,336,385	253
2017	274	27	\$2,066,488	235
2016	296	23	\$2,040,284	229
2015	287	22	\$2,082,444	255
2014	289	25	\$2,084,385	228
2013	309	26	\$2,097,563	---
2012	280	13	---	---

SOTHEBY'S INTERNATIONAL REALTY MARKET SHARE OVER \$1 MILLION



(AS OF 9/30/2018)

LAS CAMPANAS HOME INVENTORY



With the lowest number of homes on the market in over a decade, Las Campanas's run of "great value" homes may be coming to an end.

YEAR	ACTIVE	PENDING	AVG LIST	DOM
2018	44	13	\$1,489,582	196
2017	64	13	\$1,421,737	238
2016	80	15	\$1,283,178	188
2015	61	12	\$1,331,359	215
2014	76	11	\$1,330,073	199
2013	90	11	\$1,479,929	202
2012	65	9	\$1,579,373	370

LAS CAMPANAS LAND INVENTORY



Lot levels in Las Campanas have held steady, with hundreds of un-built lots scattered throughout the subdivision still priced very attractively.

YEAR	ACTIVE	PENDING	AVG LIST	DOM
2018	90	5	\$140,894	356
2017	90	6	\$135,926	356
2016	102	5	\$135,901	350
2015	90	4	\$130,903	443
2014	101	6	\$141,576	459
2013	123	6	\$131,309	415
2012	101	1	\$155,398	726

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. 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. Real estate agents affiliated with Sotheby's International Realty, Inc. are independent contractor sales associates and are not employees of Sotheby's International Realty, Inc. Equal housing opportunity.

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

1204 BANDOLINA ROAD

SIERRA DEL NORTE

Perched on a hillside near Sierra del Norte, this compound includes a residence and a guest casita on two separate lots, with the Jemez Mountains as the backdrop. The home has been meticulously maintained and features a gourmet kitchen with stainless-steel appliances, granite countertops, a generous pantry, and high ceilings; a spacious master suite; multiple outdoor spaces; a second bedroom or study; and such beautiful finishes as bamboo floors and vigas. The lower level features a two-car garage and plentiful storage. Tucked away on the back of the property and accessed via a second driveway is a cozy one-bedroom guesthouse with a full kitchen and a living and dining area. A lower-level study with an updated bath and northern light could serve as an additional bedroom, studio, or quiet getaway space. The two-home configuration—surrounded by mature trees and enjoying spectacular views—is ideal for a buyer in search of privacy and luxury along with autonomy for guests.

4 bed / 3.5 bath / 3,586 sq. ft.
#201804883 \$1,295,000



6 ESTATES DRIVE

LAS CAMPANAS

Estate I setting along the coveted Las Campanas green belt. Enjoy a home that combines art space with living space, wonderful formal and informal spaces, walls of glass and energy efficiency, casual indoor spaces and several fabulous outdoor areas. Walls of glass offer truly panoramic views.

4 bed / 5.5 bath / 7,162 sq. ft. / #201703920 \$2,995,000



150 PASEO ARAGON

LAS CAMPANAS

This sprawling estate is comprised of 4 separate lots, clean lines and bright open spaces define this one level home – with great outdoor living areas and vast views. Adobe construction with beautifully finished plaster walls are the back drop for modern decor and contemporary living.

5 bed / 5.5 bath / 9,741 sq. ft. / #201800264 \$3,795,000