



The beginning of the Enclave at Monte Sereno.

LET THE GOOD TIMES ROLL

Santa Fe Real Estate Market Update

On almost every level, the Santa Fe real estate market is on a roll that is almost unprecedented. According to the Santa Fe Association of Realtors (SFAR) Multiple Listing System, the 160 sales of residential homes over \$1 million through the first 3 quarters of the year is an all-time record. With inventory levels still strong with 225 \$1 million homes on the market, the 980 real estate brokers registered with the SFAR are looking forward to a strong close to 2019 and on to 2020.

The overall sale of single-family homes now average \$474,332, with a per square foot average of \$233. Inventory levels of single-family homes continue to dip, with 1,118 homes for sale, compared to 1,261 in 2018 and 1,500 in 2017.

Land sales are also joining the party with an average sale price increase of 6% to \$122,296 per lot as compared to October 1, 2018. Land sales are still a challenge with an average of 335 days on market to sell a home site. Inventory levels remain fairly constant with 1,223 home sites for sale as of October 1, 2019.

Las Campanas is dynamic, with an increase in sales of 45% over last year. With the average sale price of a home poised to break the \$300 per square foot number for the first time since pre-recession, along with the over 50 homes under construction – it is easy to say that Las Campanas's star has risen. Land sales in Las Campanas posted their biggest number through the first 3 quarters of 2019 at 42 sales.

Last but not least, Monte Sereno had 2 milestones at the end of the 3rd Quarter. The developer has now sold out of their Compound gated luxury single-level homes (averaging over \$500 per square foot) built by Scott Wong with Solterra and Anthony Odai, and by the time this newsletter goes to press we will be closing on the first 12 home sites in the Los Panoramas Estates on the top ridge of Monte Sereno. Next year the developer will introduce yet more spectacular view home sites, and in the Spring of 2020 will release the much anticipated Enclave at Monte Sereno gated single-level luxury lock and leave homes on the northern end of the neighborhood.

According to the Santa Fe Association of Realtors (SFAR) Multiple Listing System, the 160 sales of residential homes over \$1 million through the first 3 quarters of the year is an all-time record.

Sotheby's
INTERNATIONAL REALTY

231 Washington Avenue
Santa Fe, NM 87501

505.988.8088

sothebyshomes.com/santafe

Statistics gathered from Santa Fe Association of Realtors® (SFAR).

MONTE SERENO UPDATE

COMING SOON: THE ENCLAVE AT MONTE SERENO

The latest offering from the developer builds upon The Compound's active lifestyle theme with a gated community of eight single-level Santa Fe Soft Contemporary homes with spectacular views of the Sangre de Cristo mountains and Badland vistas.



NOW AVAILABLE: LOS PANORAMAS ESTATES

A collection of the finest home sites in Santa Fe. Perched on the highest point of the Monte Sereno community, these custom homes sites offer extraordinary views and privacy. Starting at \$300K.



SOLD OUT: THE COMPOUND AT MONTE SERENO

Eight distinctive single-level Santa Fe Soft Contemporary homes within a gated compound.



CALL TODAY FOR YOUR PRIVATE TOUR OF MONTE SERENO



monte sereno

Offered by The McDonald Sargent Group of Sotheby's International Realty
505.780.1008 cell | 505.988.8088 office | monte-sereno.com | monteserenosantafe.com

>> visit homesantafe.com to see all listings <<

FEATURED LISTINGS

14 PAINTED HORSE

LAS CAMPANAS

This Estates V.2 Las Campanas gem has the floor plan and features that discriminating buyers demand at this price point, leading with its main house, guest house, pool configuration (all on one level) – all with true adobe construction. Set on an oversized lot, the main house has a cozy kitchen/family room for daily cooking and hanging out, while the formal spaces provide a true Santa Fe backdrop with spectacular architectural elements throughout. The owner's suite features high ceilings and lots of privacy. The entertaining spaces flow to inviting outdoor portal spaces and the walled in pool area which connect to the spectacular guest house. Featuring a triple garage with a generous motor court. The convenience of being just minutes to town but nestled in the gated Las Campanas community makes this an ideal setting.

5 bed / 6.5 bath / 7,183 sq. ft.

\$2,875,000 #201903554



3293 MONTE SERENO DRIVE

MONTE SERENO

Exciting new contemporary on the top ridge of Monte Sereno comes to life with this Solterra built one level home. Nestled on the true top ridge of the subdivision, this home offers true high-end finishes like plaster interior walls, hardwood floors, Wolf/Sub-Zero appliance package, quartz counter tops, custom cabinets, private interior landscaped courtyard, dining and living portal space, in floor heating and AC and more. There is even an option to add an 800 square foot guest house. Completion late 2020.

3 bed / 2.5 bath / 3,181 sq. ft.

\$1,899,000 #201904092



FOR SALE: 3RD QUARTER MARKET SUMMARY

INVENTORY ↓ 11% OVERALL INVENTORY – SANTA FE HOMES MARKET

YEAR	ACTIVE	PENDING	AVG LIST \$	DOM
2019	1118	477	\$787,997	178
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

INVENTORY ↓ 16% HOME INVENTORY – LAS CAMPANAS

YEAR	ACTIVE	PENDING	AVG LIST \$	DOM
2019	37	14	\$1,726,513	168
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

PENDING SALES ↑ 89% OVERALL INVENTORY – SANTA FE LAND

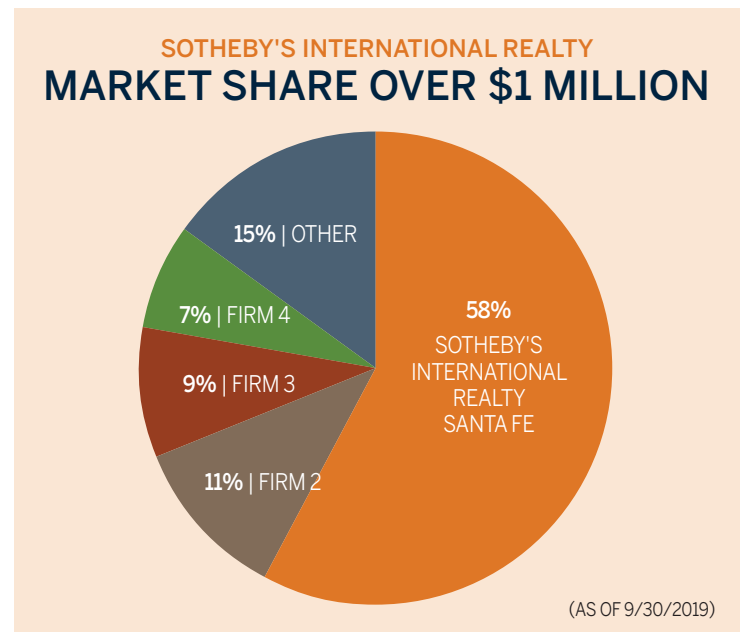
YEAR	ACTIVE	PENDING	AVG LIST \$	DOM
2019	1223	112	\$195,275	476
2018	1284	59	\$191,081	441
2017	1375	57	\$193,179	418
2016	1379	52	\$192,807	426
2015	1372	42	\$187,581	454
2014	1515	49	\$196,193	503
2013	1495	43	\$191,356	459
2012	1486	37	\$198,373	544

AVERAGE LIST PRICE ↑ 15% LAND INVENTORY – LAS CAMPANAS

YEAR	ACTIVE	PENDING	AVG LIST \$	DOM
2019	88	22	\$162,507	286
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

INVENTORY ↓ 10% OVERALL INVENTORY – HOMES OVER \$1M

YEAR	ACTIVE	PENDING	AVG LIST \$	DOM
2019	225	42	\$2,153,877	239
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	---	---



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.

SOLD: 3RD QUARTER MARKET SUMMARY

AVERAGE SALE PRICE
↑ 9%

OVERALL SALES – SANTA FE HOMES

YEAR	# HOMES SOLD	AVERAGE PRICE	DOM	\$/SQ FT
2019	2377	\$474,322	68	\$233
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

AVERAGE SALE PRICE
↑ 6%

OVERALL SALES – SANTA FE LAND

YEAR	# LOTS SOLD	AVERAGE PRICE	DOM
2019	324	\$122,296	335
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

AVERAGE SALE PRICE
↑ 6%

OVERALL SALES – HOMES OVER \$1M

YEAR	# HOMES SOLD	AVERAGE PRICE	DOM	\$/SQ FT	AVG SQ FT
2019	160	\$1,624,505	162	\$384	4254
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 LIST PRICE

+ 6 ESTATES DRIVE	\$2,995,000
+ 2950 TESUQUE OVERLOOK	\$2,750,000
+ 41 PASEO DEL CONEJO	\$1,935,000
+ 4 FALLING STAR	\$1,695,000
+ 3092 MONTE SERENO DRIVE	\$1,600,000
+ 3090 MONTE SERENO DRIVE	\$1,441,574
+ 3104 MONTE SERENO DRIVE	\$1,355,500
+ 3098 MONTE SERENO DRIVE	\$1,319,000
+ 3094 MONTE SERENO DRIVE	\$1,313,000
+ 3102 MONTE SERENO DRIVE	\$1,303,400
+ 3096 MONTE SERENO DRIVE	\$1,275,000
+ 13 N SPARROW	\$1,175,000

NUMBER OF HOMES SOLD
↑ 46%

LAS CAMPANAS HOMES

YEAR	# HOMES SOLD	AVERAGE PRICE	DOM	\$/SQ FT	AVG SQ FT
2019	51	\$1,095,100	178	\$297	3574
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

NUMBER OF LOTS SOLD
↑ 42%

LAS CAMPANAS LAND

YEAR	# LOTS SOLD	AVERAGE PRICE	DOM
2019	42	\$135,682	233
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

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 McDonald Sargent Group
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



150 PASEO ARAGON

LAS CAMPANAS

Classic Santa Fe Contemporary set on the 10th hole of the Las Campanas Jack Nicklaus designed Sunset golf course. This sprawling estate comprises 4 separate lots and features a 7,715 sq.ft. main house and a 2,026 sq.ft. guest house. Clean lines and bright open spaces define this one level home - with great outdoor living areas and vast views. Main home features conventional 3BR suites, an intimate media room, and command central office space. The master bedroom is a true suite with 2 bathrooms and 2 closet areas - and private portal access. The guest house is a home unto itself, with the current configuration featuring 1 bedroom, living room/dining room/kitchen layout - with additional exercise room and the grand studio space ideal for multiple uses. 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.

\$2,999,000 #201800264



8 PAINTED HORSE

LAS CAMPANAS

Surrounded by expansive views and the largest home sites in all of Las Campanas, this Estates V.2 Tierra Concepts custom home is loaded with great features and finishes. Styled Contemporary Pueblo, this 4 acre site holds a true gem. The grand entry flows through the living room and out to a wonderful oversized portal with stunning views of the Sangre de Cristo Mountains and the beautiful landscaping in the walled back yard. Built of Rastra, this home is labeled "custom" for a reason - Copper clad windows and doors, rich stone and oak floors, exquisite hand carved cabinetry, magnificent custom doors, luscious hand troweled plaster and many more distinguishing features. The home enjoys a family room off the center island kitchen for hang out space (the kitchen has been refreshed with new counter tops and more). The grand & grill portals make entertaining & al fresco dining a pleasure. Topped off with an intimate wine-tasting room and custom storage.

3 bed / 3.5 bath / 4,620 sq. ft.

\$1,895,000 #201904994