

# Sotheby's

INTERNATIONAL REALTY



Taos, NM | mls: 201603124

## Santa Fe Market Update Year-End Report 2016

SANTA FE BROKERAGES

Washington Avenue Brokerage | t. 505.988.8088

Grant Avenue Brokerage | t. 505.988.2533

East Palace Brokerage | t. 500.982.6207

[sothebyshomes.com/santafe](http://sothebyshomes.com/santafe)

*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.*



## A MESSAGE FROM QUALIFYING BROKER GREGG ANTONSEN AND SANTA FE REAL ESTATE CONSULTANTS:

Gregg Antonsen, t: 505.310.8053  
gregg.antonsen@sothebyshomes.com

Malissa Kullberg, t: 505.231.7598 | MK@SantaFeREC.com  
Joshua Maes, t: 505.231.4046 | JM@SantaFeREC.com

We are pleased to report that, according to the Santa Fe Association of Realtors, the fourth quarter of 2016 closed with positive results. Closed sales in four of six major price bands (\$250,000 to \$1M-2M) remained flat or increased, a welcome sign for sellers. The number of homes that sold between \$500,000 to \$749,999 increased by 9% year over year and homes between \$250,000 to \$499,999 and \$1M to \$2M range showed double-digit increases in units sold. Both average and median sales prices continued a gradual upward movement year over year. Units sold and average sales prices increased while days on market continued a downward trend. Listing inventories reflected mixed results depending upon price bands with the largest increase in inventory up more than 18% for properties listed from \$750,000 to \$999,000 while inventory declined by 17% for properties listed between \$500,000 to \$749,999. 2016 closed out what could be described as a healthy real estate market for Santa Fe.

### SANTA FE BROKERAGES | [sothebyshomes.com/santafe](http://sothebyshomes.com/santafe)

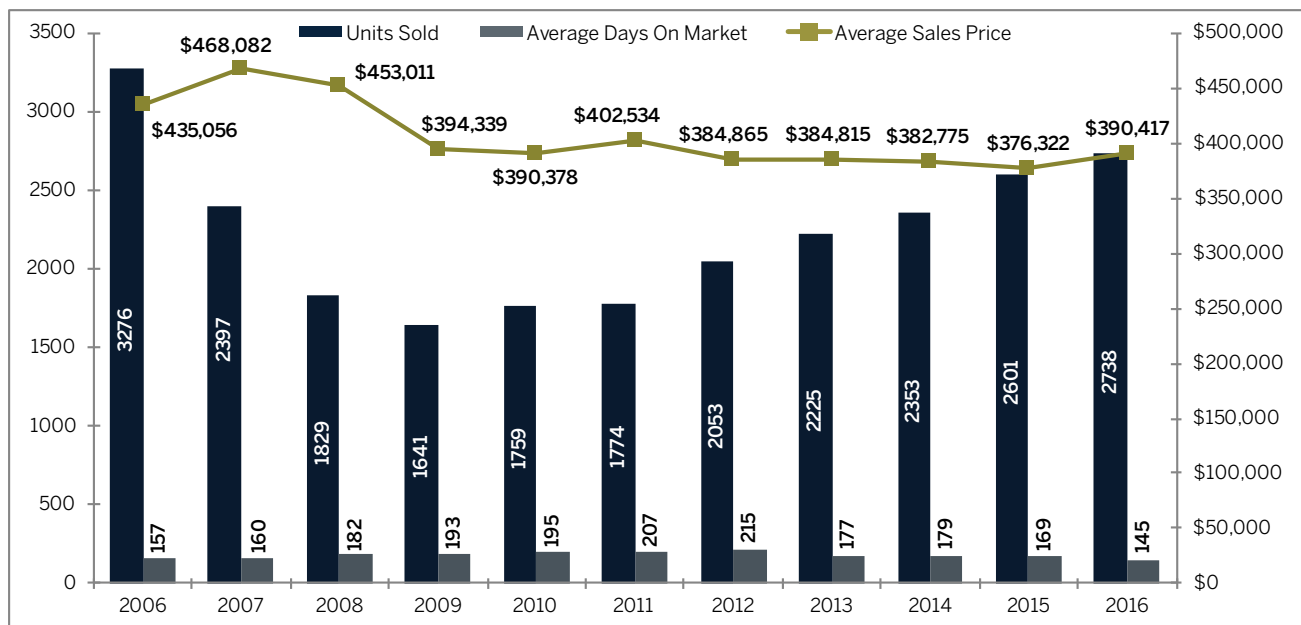
231 Washington Avenue  
Santa Fe, NM 87501  
t: 505.988.8088

326 Grant Avenue  
Santa Fe, NM 87501  
t: 505.988.2533

417 East Palace Avenue  
Santa Fe, NM 87501  
t: 505.982.6207

### YEAR-END ACTIVITY (JAN-DEC)

Number of Units Sold, Average DOM, and Average Sales Price for Residential Listings Sold in All Areas for All Fourth Quarters of 2006 through 2016



## SANTA FE REAL ESTATE CONSULTANTS FEATURED LISTINGS

### EL RANCHO DE LA MARIPOSA

MLS 201604578 | \$7,750,000

Set on more than 14 verdant acres a half-mile from the Taos Plaza, this unique private estate includes a 1930s mansion, two wells, water rights, a historic art studio, and a commercial-grade museum.



### 503 OJO DE LA VACA

MLS 201604121 | \$995,000

Acres of land—nearly one square mile of it—means vast privacy and possibilities. Gentle tree-studded terrain with views of the Sangre de Cristo Mountains, the Arroyo Salado valley and Rowe Mesa.



### 41 SUNFLOWER DRIVE

MLS 201605748 | \$890,000

This handsome Las Campanas home, with guesthouse, has the elegance of an Eastside hacienda plus theatrical Jemez and Sangre de Cristo mountain views. Direct-entry driveway access for single-level living.

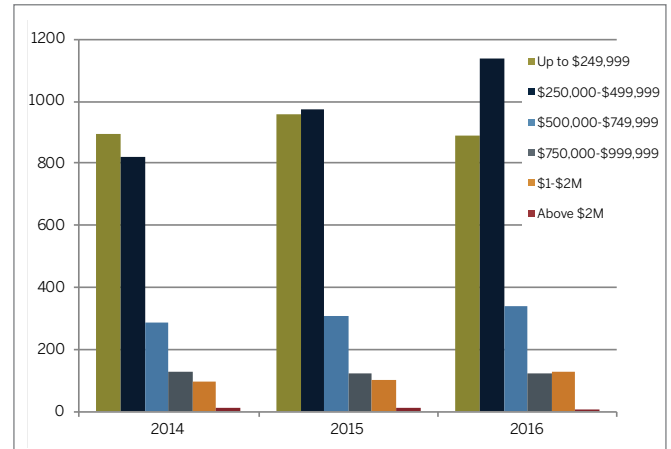


# SALES

## SINGLE FAMILY HOMES, TOWNHOUSES, CONDOMINIUMS

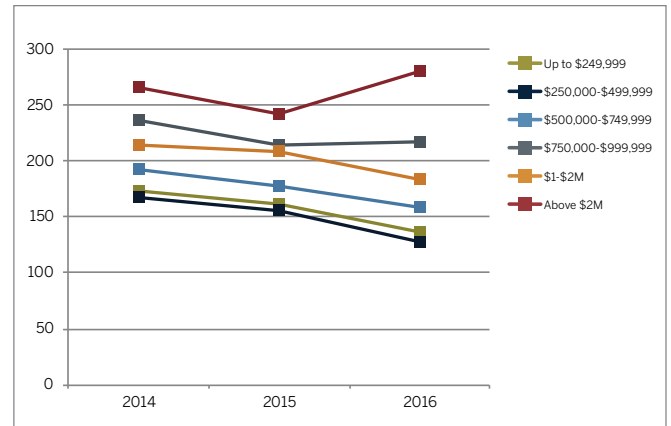
### YEAR-END CLOSED SALES (JAN-DEC)

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	893	957	888	-7.21%
\$250,000-\$499,999	822	974	1137	16.74%
\$500,000-\$749,999	285	308	337	9.42%
\$750,000-\$999,999	128	123	123	0.00%
\$1-\$2 MILLION	98	104	126	21.15%
ABOVE \$2 MILLION	14	11	9	-18.18%



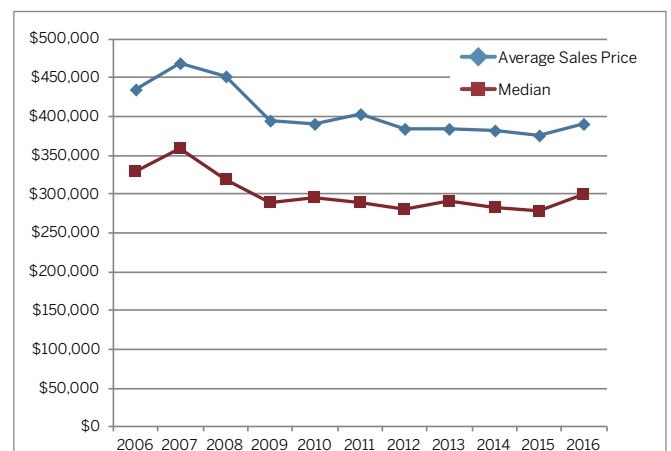
### YEAR-END AVERAGE DAYS ON MARKET (JAN-DEC)

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	173	162	137	-15.43%
\$250,000-\$499,999	167	156	128	-17.95%
\$500,000-\$749,999	193	178	158	-11.24%
\$750,000-\$999,999	237	214	218	1.87%
\$1-\$2 MILLION	214	209	184	-11.96%
ABOVE \$2 MILLION	266	242	281	16.12%



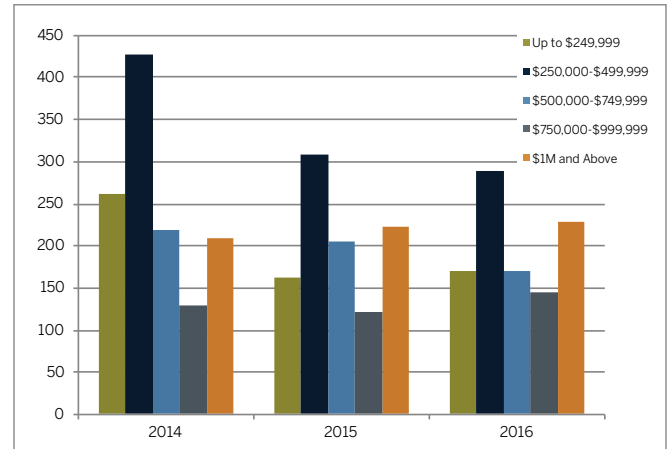
### YEAR-END AVERAGE & MEDIAN SALES PRICES (JAN-DEC)

YEAR	AVERAGE SALE PRICE	MEDIAN SALE PRICE
2006	\$435,056	\$330,000
2007	\$468,082	\$360,000
2008	\$453,011	\$318,000
2009	\$394,339	\$290,000
2010	\$390,378	\$295,000
2011	\$402,534	\$288,750
2012	\$384,865	\$281,272
2013	\$384,815	\$291,100
2014	\$382,775	\$283,900
2015	\$376,322	\$279,000
2016	\$390,417	\$300,000



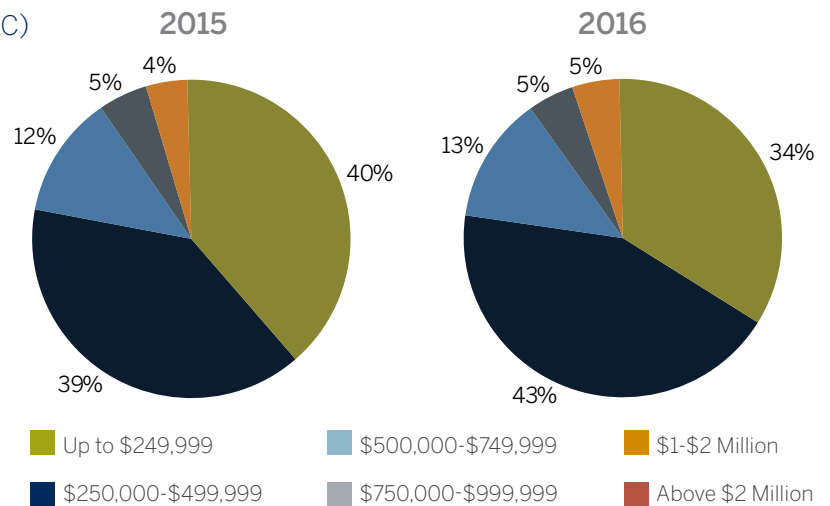
LISTING INVENTORY AS OF 12/31: SANTA FE COUNTY

PRICE RANGE	2014	2015	2016	% Change (2015 v 2016)
UP TO \$249,999	261	163	171	4.91%
\$250,000-\$499,999	428	308	289	-6.17%
\$500,000-\$749,999	219	205	170	-17.07%
\$750,000-\$999,999	130	122	145	18.85%
\$1M AND ABOVE	210	223	228	2.24%

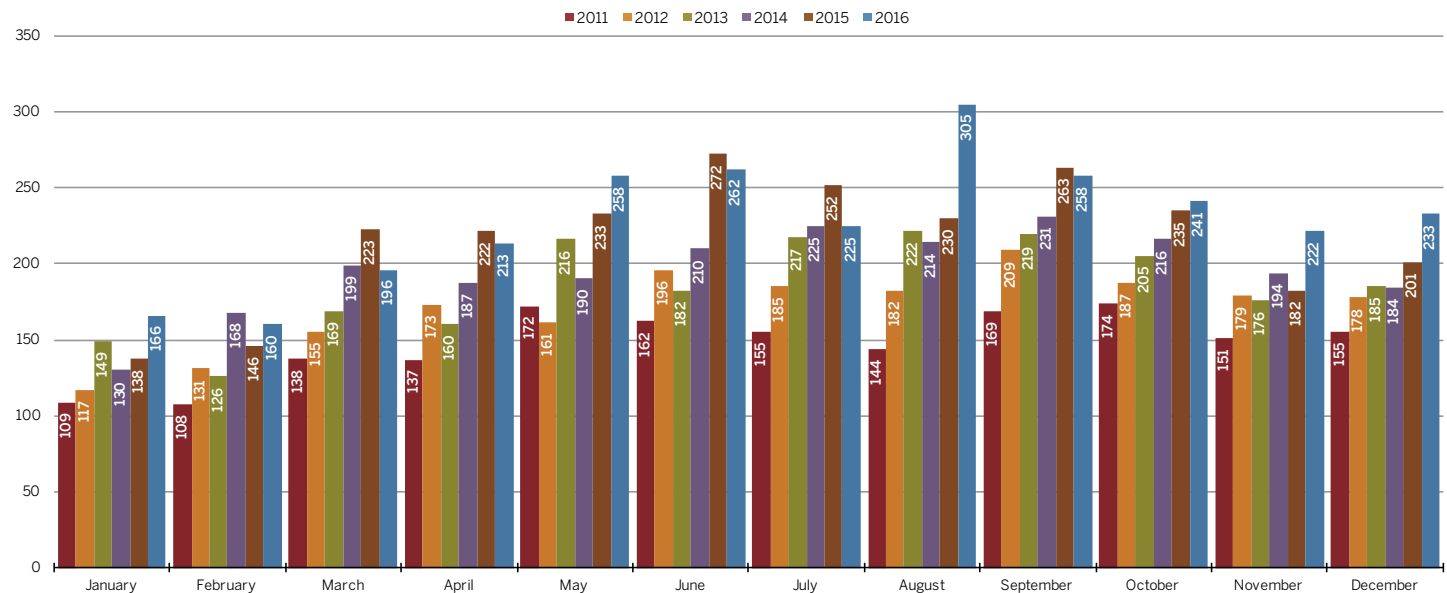


YEAR-END SALES BY PRICE RANGE (JAN-DEC)

PRICE RANGE	2015	2016
UP TO \$249,999	40%	34%
\$250,000-\$499,999	39%	43%
\$500,000-\$749,999	12%	13%
\$750,000-\$999,999	5%	5%
\$1-\$2 MILLION	4%	5%
ABOVE \$2 MILLION	0%	0%



RESIDENTIAL SOLDS BY MONTH - ALL PROPERTY TYPES



Values for residential solds 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.

# ON THE MARKET



*left to right from top to bottom:*

## METROPOLITAN MARKETS

SAN FRANCISCO, CA | Web: 0088274 | \$889,000

HOUSTON, TX | Web: 1235368 | \$995,000

LOS ANGELES, CA | Web: 0286811 | \$1,195,000

## RESORT MARKETS

SANTA FE, NM | Web: 0575599 | \$995,000

CAPE COD, MA | Web: 0841186 | \$994,000

SONOMA, CA | Web: 1190482 | \$949,000

## FOREIGN MARKETS

BAHAMAS | Web: BBRP5Z | \$1,000,000 USD

NICARAGUA | Web: 7FJJ3J | \$1,250,000 USD

SOUTH AFRICA | Web: ZQVHKT | R 16,950,000 ZAR

**sothebysrealty.com**

**Sotheby's**  
WINE

**UNPARALLELED SELECTION  
OF WINES ALL YEAR ROUND.**

Sotheby's Wine is more than an  
auctioneer, we are a global retailer with  
stores in New York and Hong Kong.

Visit us online at [sothebyswine.com](http://sothebyswine.com).



1334 YORK AVENUE, NEW YORK, NEW YORK 10021  
ENQUIRIES NEW YORK +1 212 894 1990 [INFONYC@SOTHEBYSWINE.COM](mailto:INFONYC@SOTHEBYSWINE.COM)  
HONG KONG +852 2886 7888. [INFOHK@SOTHEBYSWINE.COM](mailto:INFOHK@SOTHEBYSWINE.COM)



# SANTA FE REAL ESTATE CONSULTANTS SIGNIFICANT SALES 2016



**TIERRA GRANDE** | MLS 201505065 | \$1,200,000 list  
(selling brokers)



**130 WOODS LOOP** | MLS 201601425 | \$675,000 list  
(listing brokers)



**224 RANCHITOS ROAD** | MLS 201405144 | \$650,000 list  
(listing brokers)



**3101 OLD PECOS TRAIL, UNIT 659** | MLS 201501703 | \$599,000 list  
(listing brokers)



**648 LA VIVEZA** | MLS 201604249 | \$550,000 list  
(listing brokers)



**5 ANTIGUA ROAD** | MLS 201603921 | \$445,000 list  
(listing brokers)