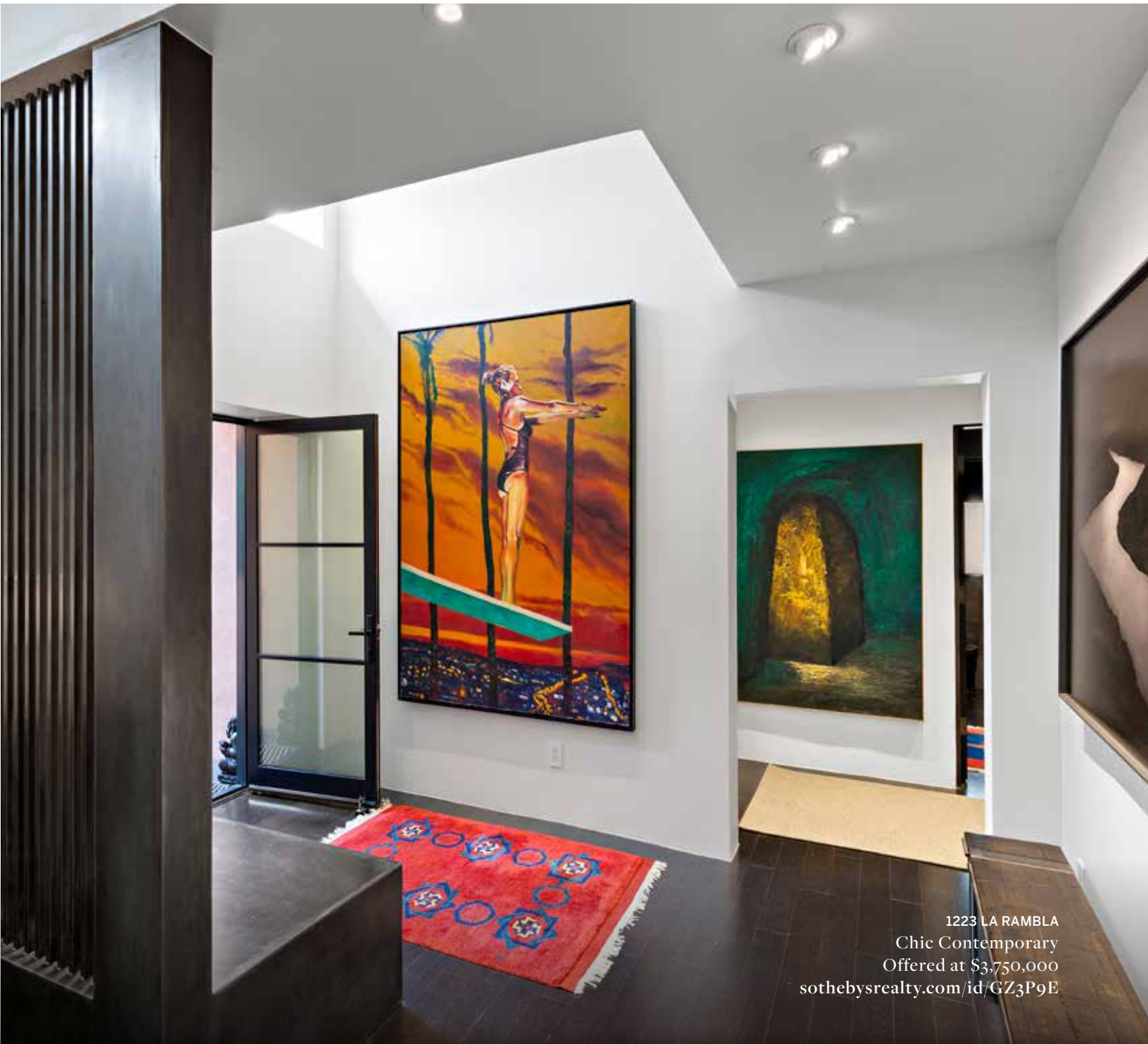


Q3 | 2021
Santa Fe

Market Update

Sotheby's
INTERNATIONAL REALTY



1223 LA RAMBLA
Chic Contemporary
Offered at \$3,750,000
sothebysrealty.com/id/GZ3P9E

{Q3 | JUL - SEP 2021}

at a glance

SANTA FE

13%

Change in Median Selling Price
{2021 vs 2020}

20%

Change in Units Sold
{2021 vs 2020}

2726

Units Sold

\$607.5k

Average Selling Price

231 WASHINGTON AVENUE BROKERAGE
505.988.8088

326 GRANT AVENUE BROKERAGE
505.988.2533

318 GRANT AVENUE BROKERAGE
505.982.6207



A MESSAGE FROM

Adrienne DeGuere

Associate Broker

adrienne.deguere@sothebys.realty

505.310.8053

Performance in the residential housing market in Santa Fe throughout the third quarter of 2021 was remarkably strong in all price sectors. As a result, according to the Santa Fe MLS, average sales price increased by 19% to \$608K from \$509K one year ago, while the median sales price increased by 13% to \$450K compared to \$399K one year ago. The average sales price at our firm ended the third quarter at \$962K, an increase from \$910K as noted in our second quarter report.

Inventory of existing homes for sale continued a downward trend in all price sectors resulting in an overall 33% decline from one year ago. Average days on market was down 31% overall with the largest decreases impacting homes priced in the following price categories: \$750K to \$1M, down by 50%, \$1M to \$2M, down 42%, and \$2M+, down 66%. Units sold increased dramatically in the same price bands resulting in a 44% increase in units sold, from \$750K to \$1M, or 175 units in 2020 compared to 252 units sold in 2021. This noted a 74% increase in units sold, from \$1M to \$2M, or 164 units in 2020 compared to 286 units through the third quarter of 2021, and an astounding 235% increase in sales above \$2M, rising from 23 sales during the same time frame in 2020 to 77 sales in 2021.

In summary, buyer demand for existing housing in Santa Fe remains at or near historic levels as we approach the final quarter of the year.

As always, we are committed to providing the highest quality service and will continue to support our clients with a suite of virtual marketing tools that are proving effective with buyers today. We hope you find this market report to be a valuable resource and we look forward to working with you to meet your real estate needs. If you have any questions about the Santa Fe Market, please do not hesitate to reach out to us.

SOTHEBYSREALTY.COM

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.

Featured Properties

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SOTHEBYSREALTY.COM



HIGH SUMMIT HAVEN
1160 South Summit Drive
sothebysrealty.com/id/K4PYWJ
Offered at \$5,490,000



811 LOS LOVATOS

Offered at \$4,900,000

sothebysrealty.com/id/CCJBMN

171 HEADQUARTERS TRAIL

Offered at \$3,875,000

sothebysrealty.com/id/FFJTZM

16 VIA OSO

Offered at \$2,975,000

sothebysrealty.com/id/2LW7JF

145 & 157 BROWNELL HOWLAND

Offered at \$2,495,000

sothebysrealty.com/id/K5S8XK

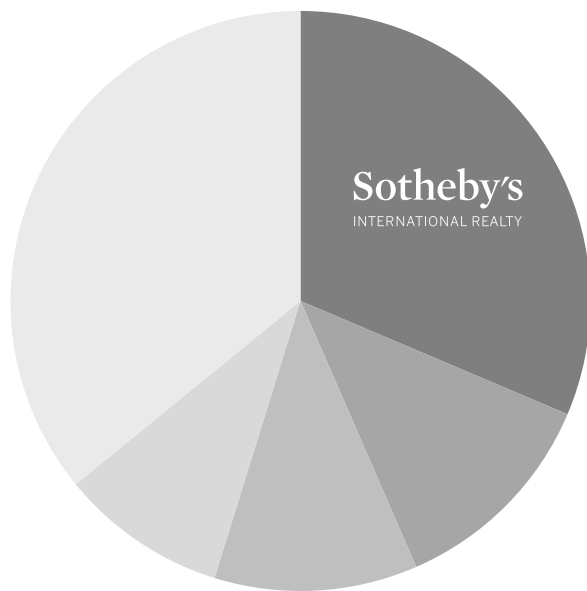
*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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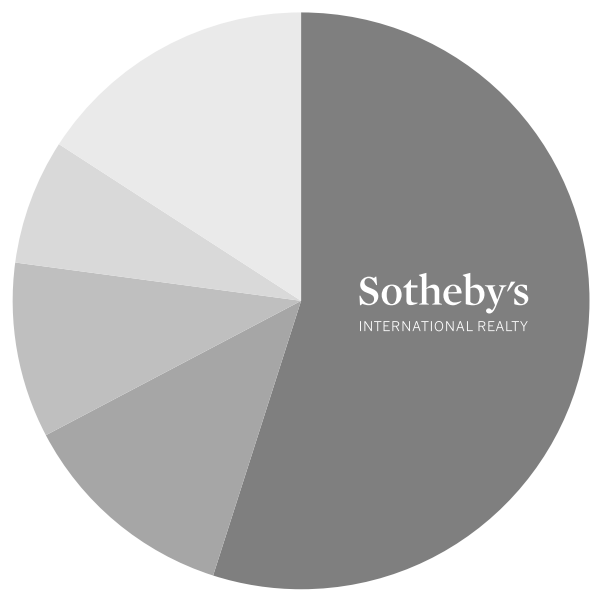
{SEP 2021 | LAST 12 MONTHS}

Market Share

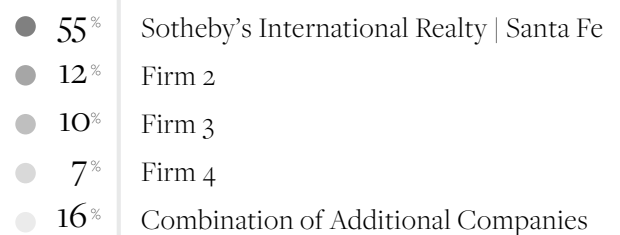
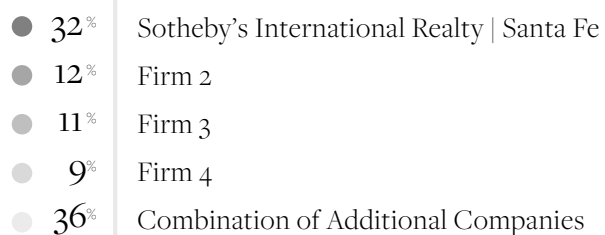
Sotheby's International Realty vs. Local Competitors



Market Share
All Price Ranges



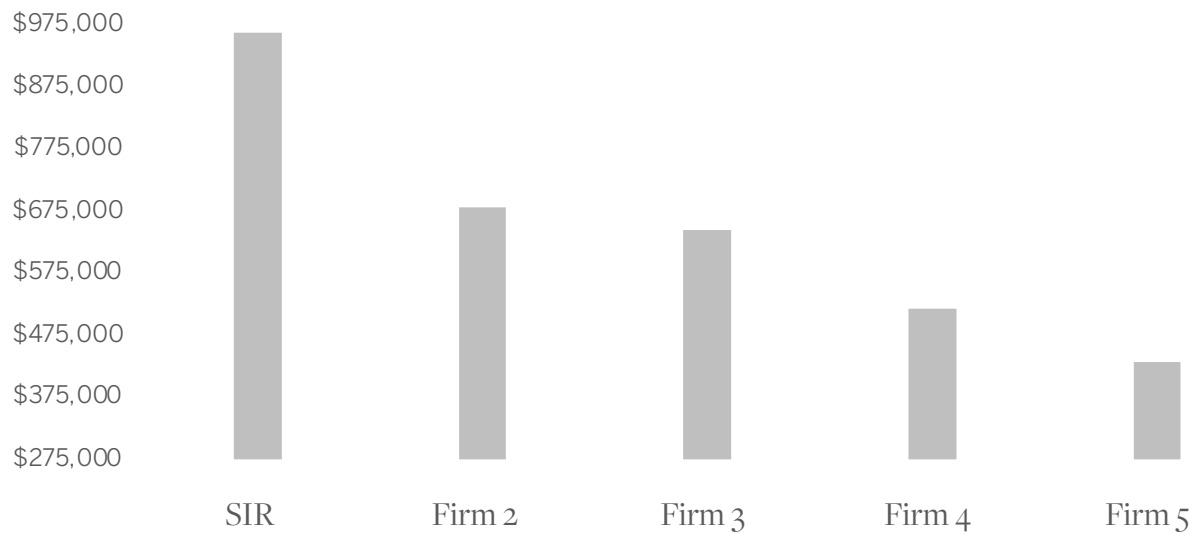
Market Share
Over \$1 Million



{SEP 2021 | LAST 12 MONTHS}

Average Selling Prices by Top 5 Firms

Sotheby's International Realty vs. Local Competitors

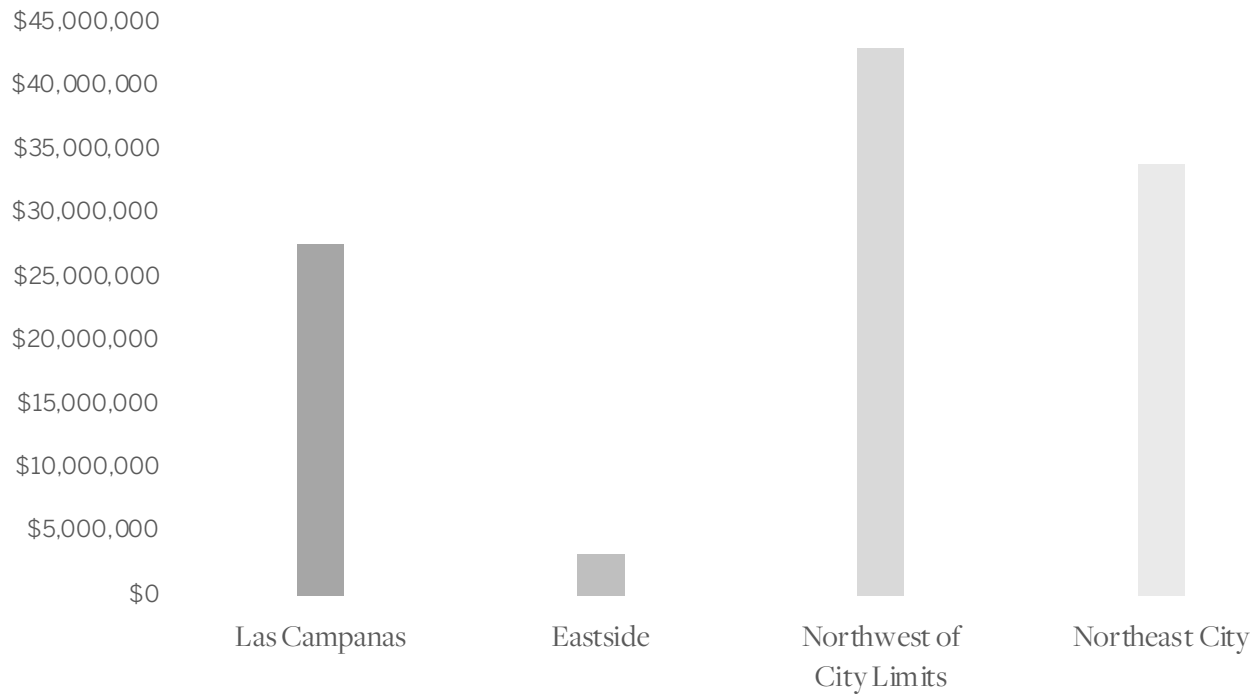


Average Selling Prices by Brokerage



Active Listings by Select Area

Listed by Sotheby's International Realty



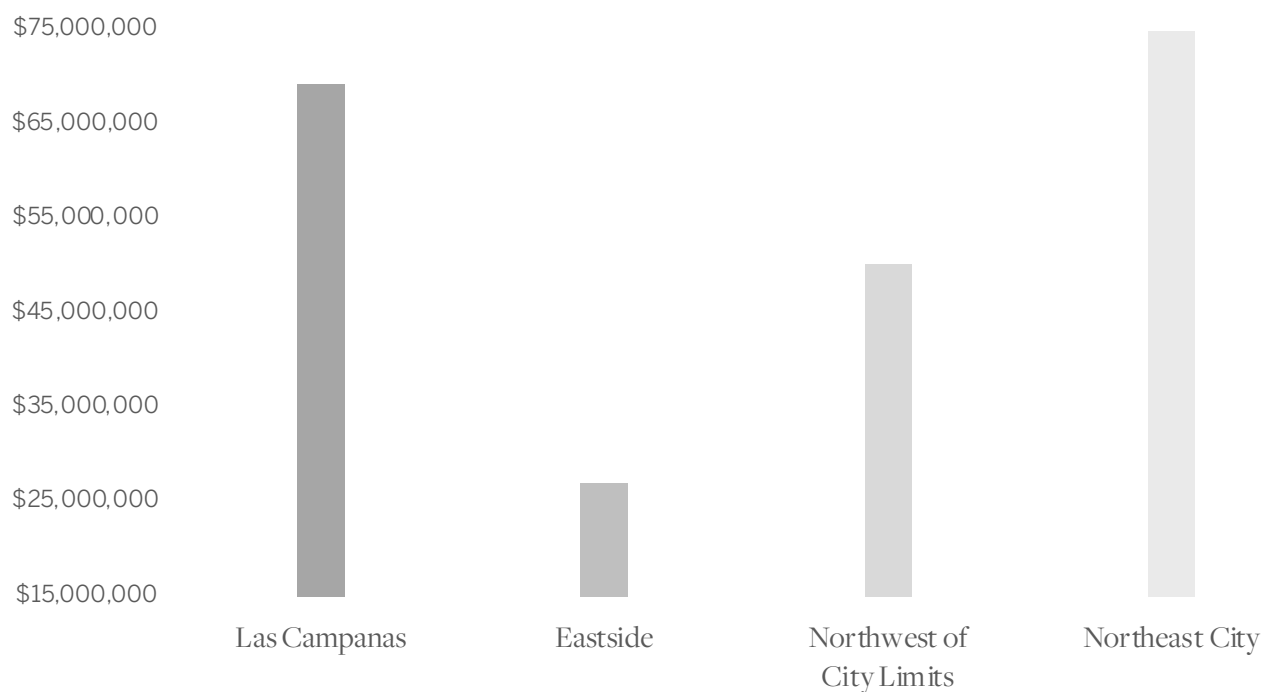
SIR Market Share By Active Listings Dollar Volume *as of September 30, 2021*



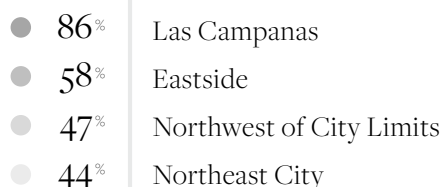
{Q3 2021}

Sold Dollar Volume by Select Area

Sold by Sotheby's International Realty



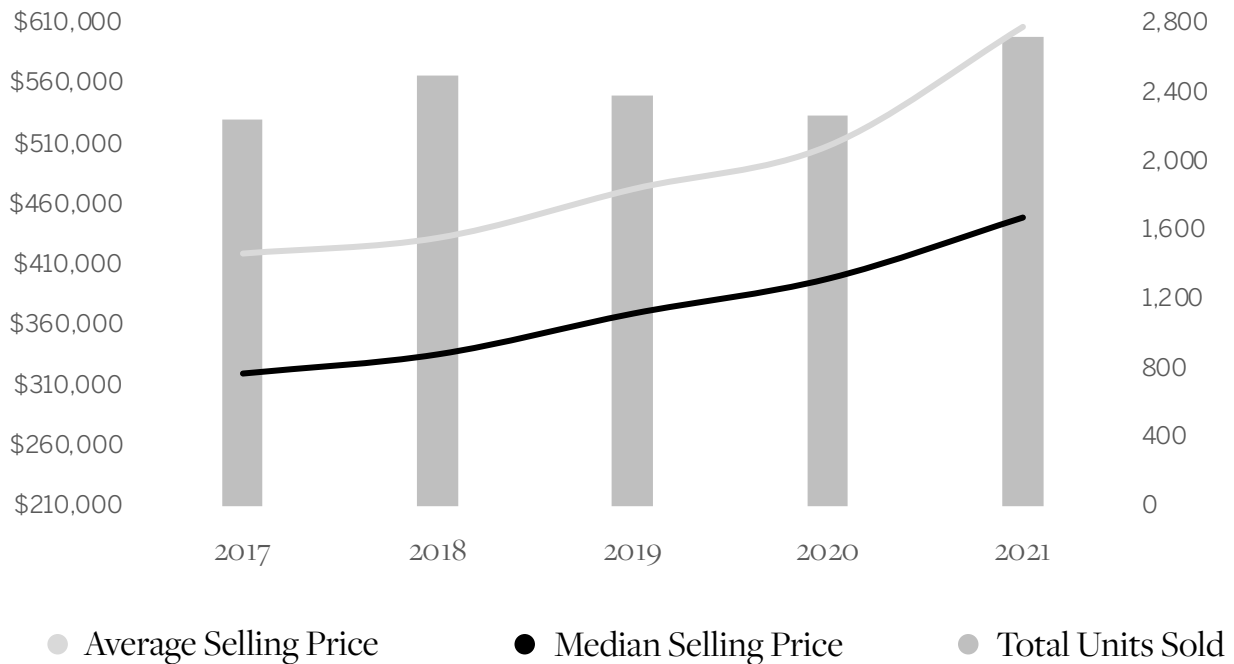
SIR Market Share By Sold Dollar Volume *Third Quarter 2021*



Sales & Price Comparison

Q3 YTD | All Santa Fe | Five Years

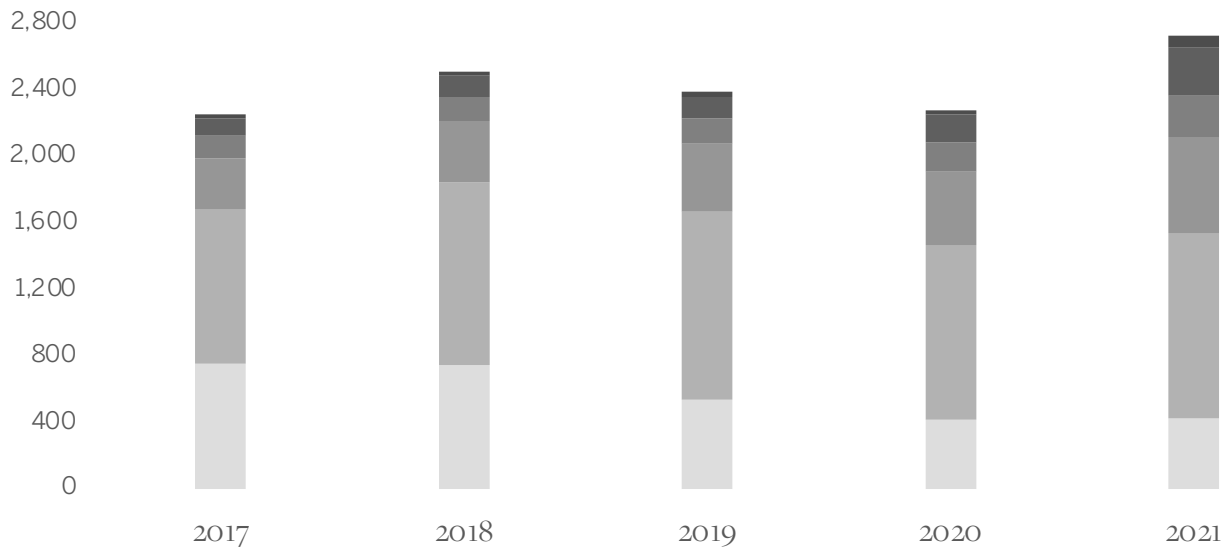
Average Selling Price | Median Selling Price | Total Units Sold



Q3 YTD	Average Selling Price	Median Selling Price	Total Units Sold
{2021 vs 2020} Change	19%	13%	20%
2021	\$607,545	\$450,000	2726
2020	\$509,110	\$399,000	2271
2019	\$473,495	\$369,950	2386
2018	\$433,209	\$336,000	2504
2017	\$420,256	\$320,000	2247

Units Sold Comparison

Q3 YTD | All Santa Fe | Five Years

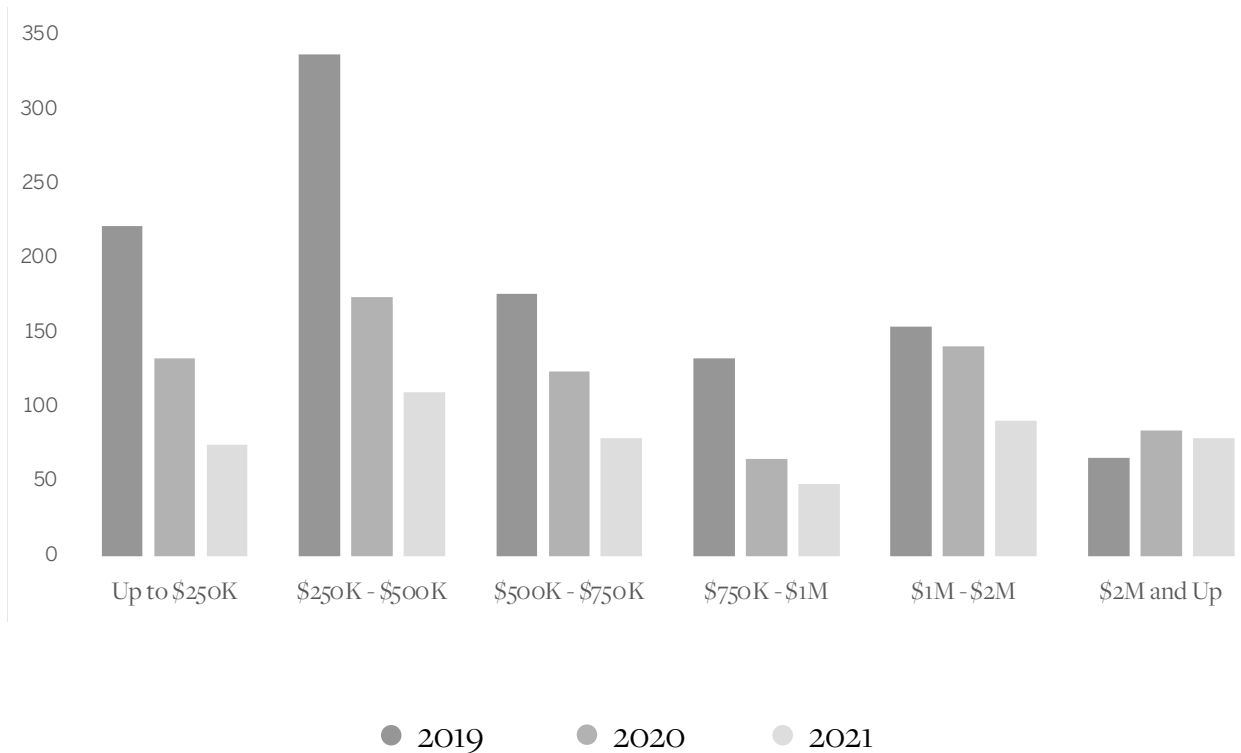


Total Units Sold By Price Point

Q3 YTD	{Units Percent}						Total
	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	
{2021 vs 2020} Change	2%	6%	30%	44%	74%	235%	20%
2021	425 16%	1111 41%	575 21%	252 9%	286 10%	77 3%	2726
2020	415 18%	1052 46%	442 19%	175 8%	164 7%	23 1%	2271
2019	538 23%	1130 47%	408 17%	150 6%	132 6%	28 1%	2386
2018	745 30%	1100 44%	367 15%	142 6%	129 5%	21 1%	2504
2017	748 33%	931 41%	308 14%	138 6%	102 5%	20 1%	2247

Listing Inventory

All Santa Fe

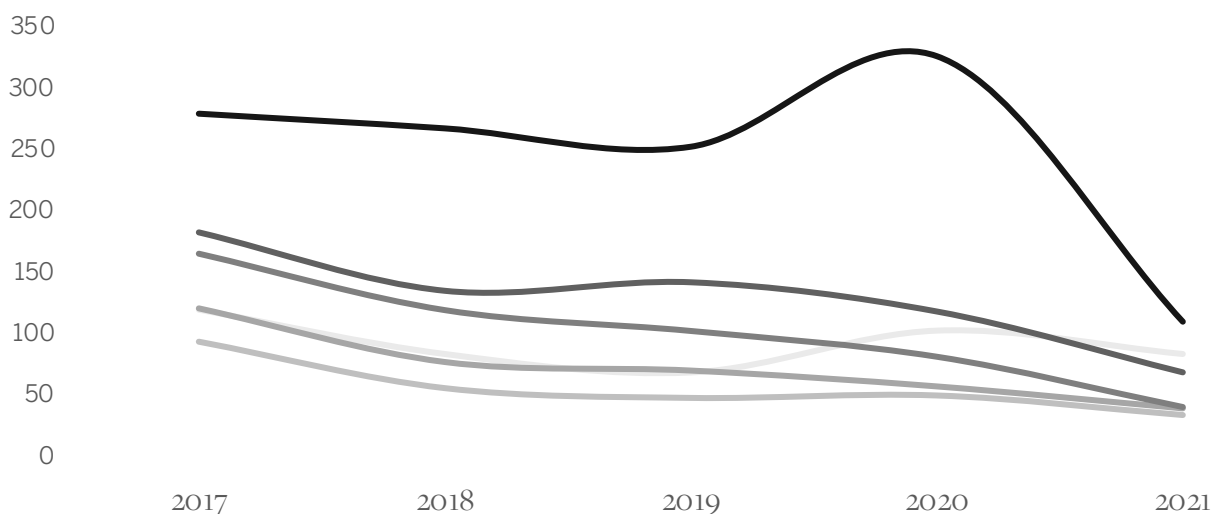


Active Listings for all of Santa Fe County as of September 30, 2021

Q3	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
{2021 vs 2020} Change	-44%	-37%	-36%	-26%	-35%	-6%	-33%
2021	75	110	79	48	91	79	482
2020	133	174	124	65	141	84	721
2019	222	337	176	133	154	66	1088

Days On Market

Q3 YTD | All Santa Fe | Five Years



Average Days on Market

- Up to \$250K
- \$250K-\$500K
- \$500K-\$750K
- \$750K-\$1M
- \$1M-\$2M
- Above \$2M

Q3 YTD	Up to \$250K	\$250K - \$500K	\$500K - \$750K	\$750K - \$1M	\$1M - \$2M	Above \$2M	Total
{2021 vs 2020} Change	-18%	-32%	-31%	-50%	-42%	-66%	-31%
2021	84	34	40	41	69	111	49
2020	103	50	58	82	119	328	71
2019	69	48	71	103	143	254	68
2018	84	56	78	120	136	269	77
2017	120	94	122	166	184	281	117

Extraordinary Results

We celebrate the notable success of our associates and clients



137 RIDGECREST DRIVE
Contemporary Home in Sol y Lomas
Last asking \$1,450,000



MAGIC CANYON PARK RETREAT

Ponderosa Forest Getaway

Last asking \$5,400,000

168 TESUQUE VILLAGE ROAD

Magnificent Territorial-Style Estate

Last asking \$3,995,000

24 HACIENDA RINCON

Impressive Southwestern-Style Estate

Last asking \$3,950,000

25 WINDRIDGE CIRCLE

Superior Santa Fe Living

Last asking \$3,280,000

*IN ORDER FROM LEFT TO RIGHT, TOP TO BOTTOM

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Santa Fe Brokers